

## 2007 Fourth Quarter Santa Fe Area - Property Statistics

Based on reported sales from the Santa Fe Association of Realtors® MLS. SFAR MLS does not guarantee nor is in any way responsible for its accuracy. Data maintained by SFAR MLS may not reflect all real estate activity in the area

	October 1 thru December 31, 2007		October 1 thru December 31, 2006	
<u>AREA</u>	<u># SOLD</u>	<u>MEDIAN PRICE</u>	<u># SOLD</u>	<u>MEDIAN PRICE</u>
<b><u>CITY: Single Family Detached</u></b>				
Northeast 01	22	697,500	34	787,000
Northwest 02	12	318,000	22	481,000
Southeast 03	28	730,750	49	619,836
Southwest 04,04N,04S,13	79	284,000	116	286,000
<b>Total City</b>	<b>141</b>	<b>350,000</b>	<b>221</b>	<b>375,000</b>
<b><u>COUNTY: Single Family Detached</u></b>				
North 15,16	7	425,000	16	820,000
Northwest 24,25	45	910,000	34	746,592
Southeast 05,07,08,10,14,26	51	457,500	75	429,000
Southwest 06,11,12,27	29	316,058	52	341,695
<b>Total County</b>	<b>132</b>	<b>549,125</b>	<b>177</b>	<b>442,000</b>
*Eldorado 14	26	391,000	45	387,610
<b>Total City/County</b>	<b>273</b>	<b>433,500</b>	<b>398</b>	<b>415,000</b>
<b><u>CONDO/TOWNHOME</u></b>				
City 01,02,03,04,04N,04S,13	85	310,605	131	282,000
County/North 15,16,24,25	3	739,000	3	435,000
County/South 05,06,07,08,10,11,12,14,27	1	279,500	5	312,800
<b>Total City/County</b>	<b>89</b>	<b>310,605</b>	<b>139</b>	<b>285,000</b>
<b><u>DUPLEX/X-PLEX</u></b>				
City & County	0	0	9	675,000
<b><u>MOBILE/MANUFACTURED</u></b>				
City & County	8	137,500	8	182,000

\*Eldorado - separate figure - included in Southeast Total



Santa Fe Association of REALTORS® Inc.  
Member REALTORS®, Association of New Mexico &  
National Association of REALTORS®

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## NEWS RELEASE

**EMBARGOED UNTIL: 11:00 a.m. Wednesday, January 9, 2008**

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Denise M. Keron, Chief Executive Officer (505) 982-8385 or (505) 690-3775**

### **4<sup>th</sup> Quarter 2007 Sales Decline While Values Hold Steady**

The Santa Fe Association of REALTORS® is pleased to release its compilation of housing sales statistics for the 4<sup>th</sup> Quarter of 2007. Within the City of Santa Fe, Single Family Detached home sales declined by approximately 36%, dropping to 141 during the 4<sup>th</sup> Quarter 2007 compared to the same period in 2006 when totals were 221. We also saw the median sales price for the city drop from \$375,000 during the previous year's period to \$350,000 in 2007.

Within the Santa Fe County region, sales also declined by 45 sales, or approximately 25% with 132 sales, compared to 4<sup>th</sup> Quarter 2006 figures of 177, while the median price rose slightly from \$442,000 in 2006 up to \$549,125 in the same period of 2007.

2008 SFAR President, Baro Shalizi points out that *"real estate is a local business, and everyone in the real estate business or hoping to understand it, must remember that real estate markets are cyclical. Also key to remember is that real estate is a long-term investment, not a high yield, short term investment."*

Condo and Townhouse sales numbers were about 50 units lower, or approximately 36%, than the same period in 2006, but we saw a slight increase in the median sales prices for condos and town homes from a total for city/county of \$285,000 in 4<sup>th</sup> Quarter 2006 up to \$310,605 in 2007's same period.

The number of active listings during the 4<sup>th</sup> Quarter of 2007 for combination of city and county was up by 362 compared to the same period in 2006. There were 185 more listings within the City and 177 more within the County in 2007 which represents an approximate 32.6% increase from 2006 in the number of active listings available during the 4<sup>th</sup> Quarter.

\*\*\*\*\* More \*\*\*\*\*

When we take a look at the overall climate, the continued low interest rates, and the fact that we have a large variety of housing choices for buyers in this market, Santa Fe is still a very good choice for buying a home and 2008 looks like it will continue to be a good time to buy as well.

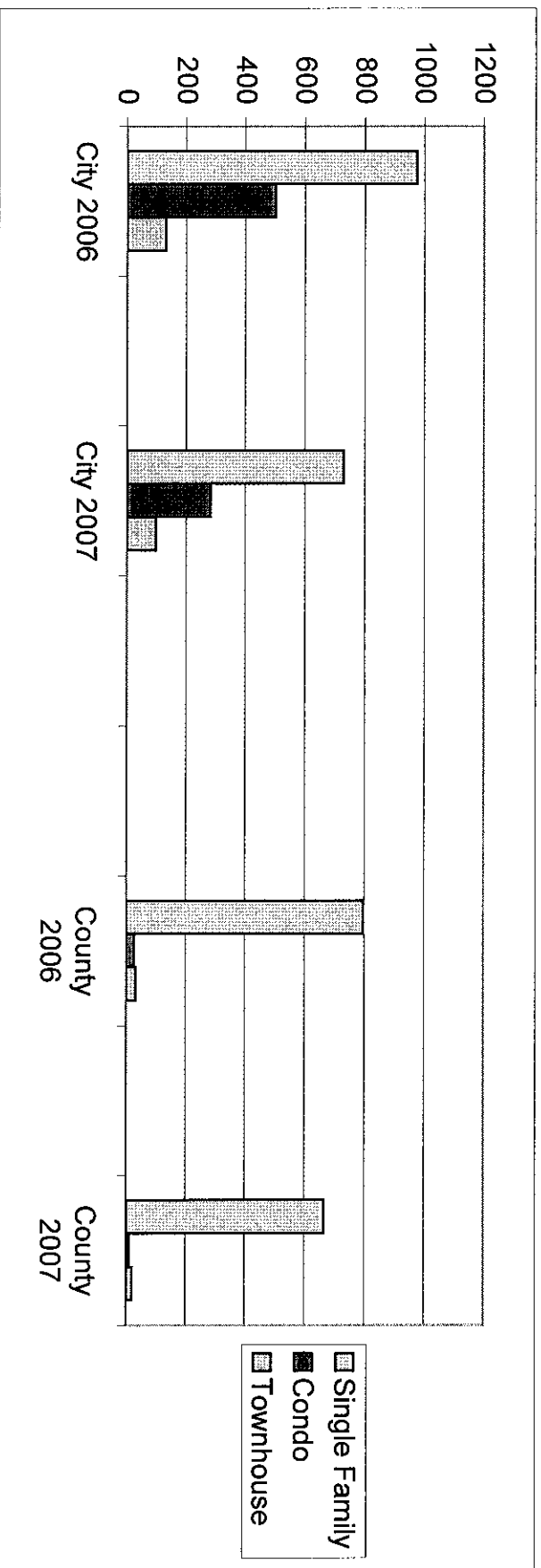
The median sales price is determined from only those sales listed on the Santa Fe Association of REALTORS® Multiple Listing Service, which does not include every sale in the area but has been used historically to track trends in the home buying market.

A complete chart of the median sales prices for the 4th Quarter of 2007 and accompanying graphs are attached.

Single Family DOM and Number Sold, 4th Quarter, 2007



# Total Units Sold 2006 vs 2007, City and County



**City 2006**

Single Family	974
Condo	500
Townhouse	132

**City 2007**

Single Family	729
Condo	282
Townhouse	98

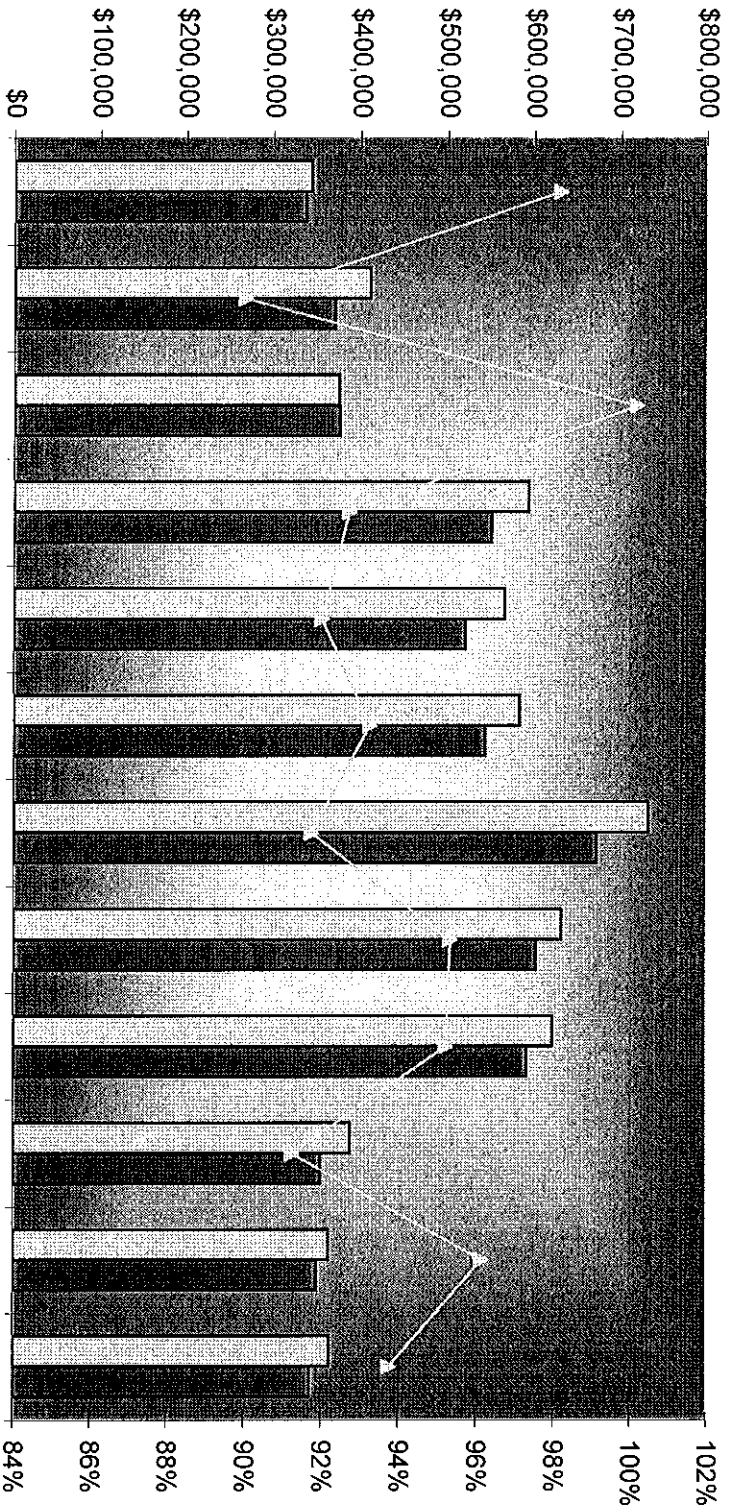
**County 2006**

Single Family	796
Condo	27
Townhouse	32

**County 2007**

Single Family	666
Condo	11
Townhouse	20

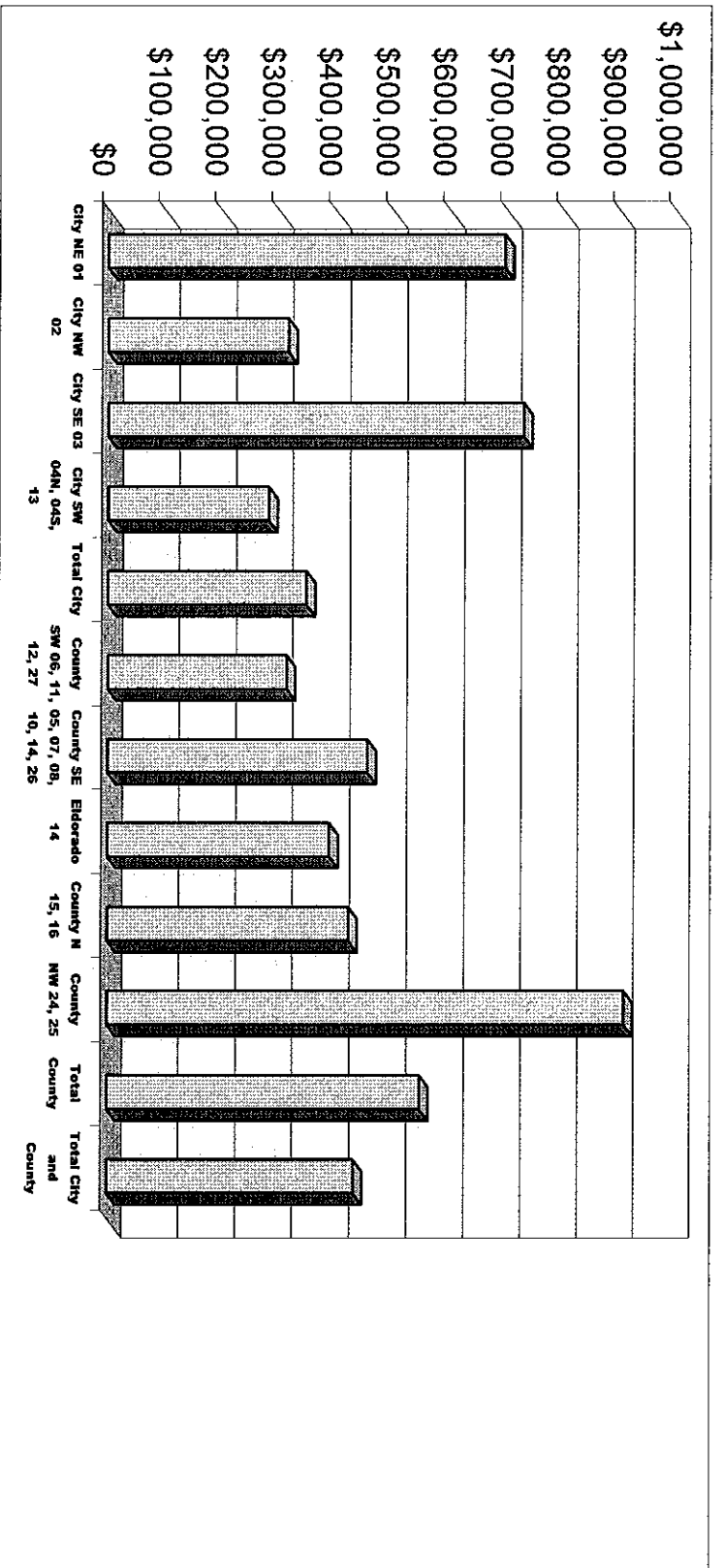
Sold % of Original Price, Single Family City



Orig Price  
Sold Price  
Sold % of Orig

Month	Orig Price	Sold Price	Sold % of Orig
Jan-07	\$343,500	\$337,227	98%
Feb-07	\$410,750	\$369,750	90%
Mar-07	\$375,000	\$375,625	100%
Apr-07	\$592,910	\$549,691	93%
May-07	\$565,148	\$519,994	92%
Jun-07	\$582,677	\$543,351	93%
Jul-07	\$732,383	\$671,905	92%
Aug-07	\$631,245	\$601,754	95%
Sep-07	\$620,998	\$591,334	95%
Oct-07	\$389,000	\$355,000	91%
Nov-07	\$364,000	\$350,000	96%
Dec-07	\$365,000	\$342,250	94%

### Median Sold Prices, 4th Quarter, 2007, Single Family



### 2006 4th Quarter Median Prices by Area

City NE 01	\$697,500
City NW 02	\$318,000
City SE 03	\$730,750
City SW 04N, 04S, 13	\$284,000
<b>Total City</b>	<b>\$350,000</b>
County SW 06, 11, 12, 27	\$316,058
County SE 05, 07, 08, 10, 14, 26	\$457,500
Eldorado 14	\$391,000
County N 15, 16	\$425,000
County NW 24, 25	\$910,000
<b>Total County</b>	<b>\$549,125</b>
<b>Total City and County</b>	<b>\$433,500</b>

### 2006 4th Quarter Median Prices by Area

City NE 01	\$787,000
City NW 02	\$481,000
City SE 03	\$619,836
City SW 04N, 04S, 13	\$286,000
<b>Total City</b>	<b>\$375,000</b>
County SW 06, 11, 12, 27	\$341,695
County SE 05, 07, 08, 10, 14, 26	\$429,000
Eldorado 14	\$387,610
County N 15, 16	\$820,000
County NW 24, 25	\$746,592
<b>Total County</b>	<b>\$442,000</b>
<b>Total City and County</b>	<b>\$415,000</b>