

Local Market Update – Q1 2012

A RESEARCH TOOL PROVIDED BY THE SANTA FE ASSOCIATION OF REALTORS®



City Southeast - North

Area 3N

- 40.0%

Change in
New Listings

- 60.0%

Change in
Closed Sales

- 27.8%

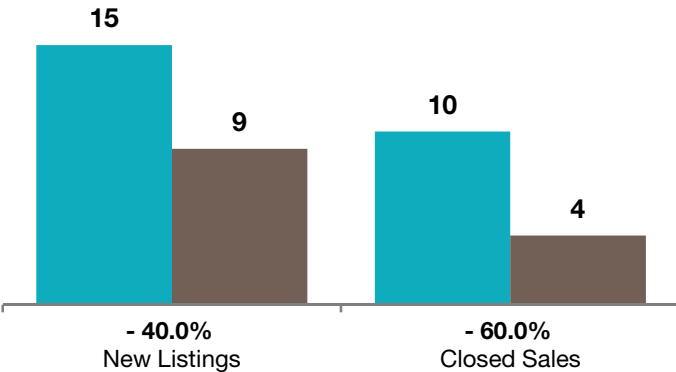
Change in
Median Sales Price

| | 1st Quarter | | | Year to Date | | |
|--|-------------|------------------|---------|--------------|------------------|---------|
| | 2011 | 2012 | + / - | 2011 | 2012 | + / - |
| New Listings | 15 | 9 | - 40.0% | 31 | 31 | 0.0% |
| Closed Sales | 10 | 4 | - 60.0% | 17 | 17 | 0.0% |
| Median Sales Price* | \$496,000 | \$358,000 | - 27.8% | \$415,000 | \$364,000 | - 12.3% |
| Percent of Original List Price Received* | 84.2% | 85.7% | + 1.8% | 87.6% | 86.2% | - 1.6% |
| Days on Market Until Sale | 260 | 155 | - 40.2% | 215 | 208 | - 3.2% |
| Inventory of Homes for Sale | 97 | 90 | - 7.2% | -- | -- | -- |
| Months Supply of Inventory | 14.2 | 13.8 | - 2.5% | -- | -- | -- |

* Does not account for seller concessions. | Activity for one quarter can sometimes look extreme due to small sample size. | Includes activity for Attached, Detached and Mobile Homes.

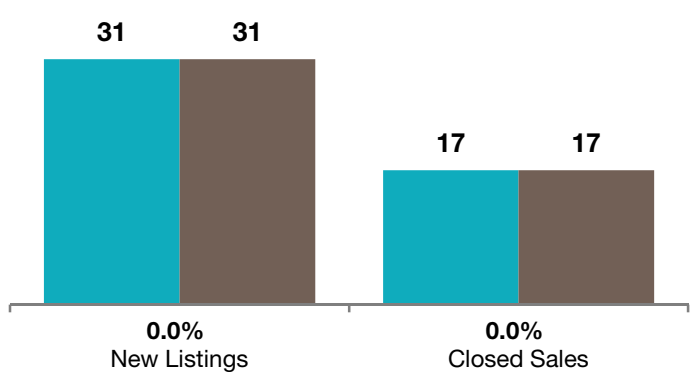
1st Quarter

■ 2011 ■ 2012

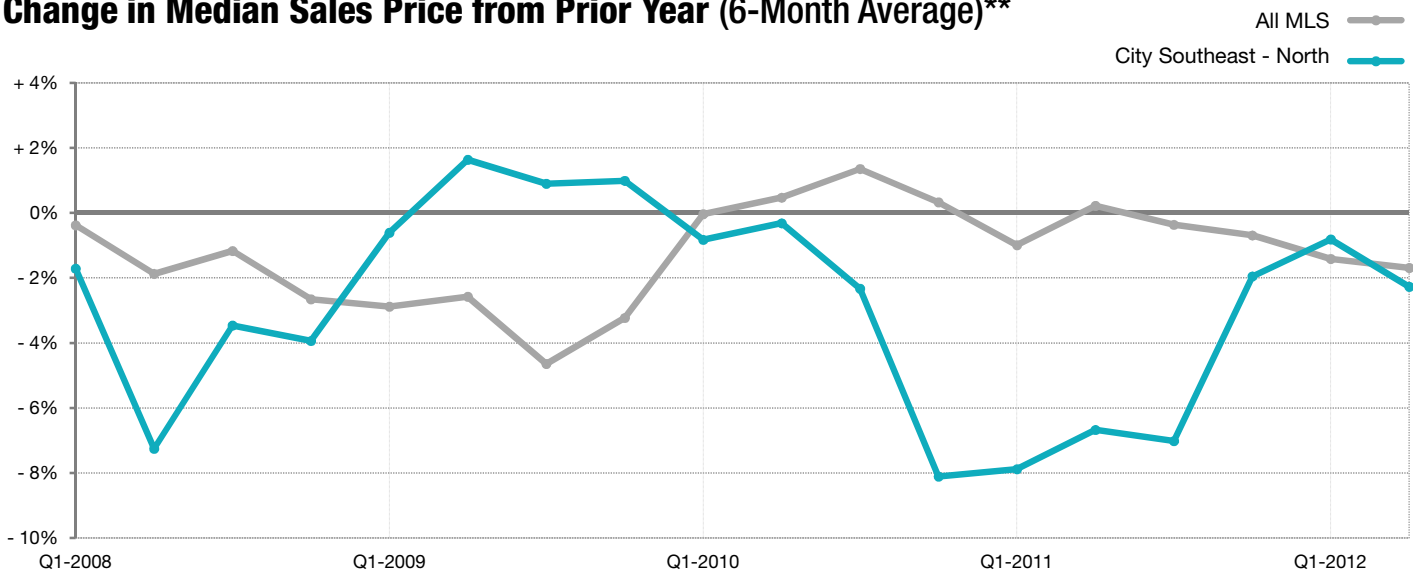


Year to Date

■ 2011 ■ 2012



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from the Santa Fe Association of REALTORS® Multiple Listing Service. SFAR MLS does not guarantee, nor is it in any way responsible for, the accuracy of the data provided in this report. Data maintained by SFAR MLS may not reflect all real estate activity in these areas. | Powered by 10K Research and Marketing.