

# Local Market Update – Q1 2012

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



**- 39.2%**

Change in  
New Listings

**- 37.5%**

Change in  
Closed Sales

**- 52.2%**

Change in  
Median Sales Price

## Residential Land

All Areas

1st Quarter

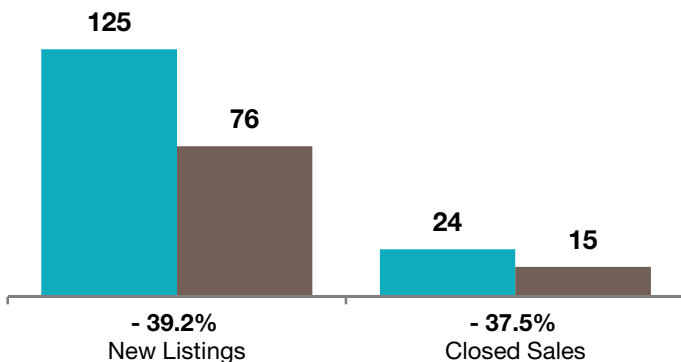
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	125	76	- 39.2%	366	268	- 26.8%
Closed Sales	24	15	- 37.5%	45	47	+ 4.4%
Median Sales Price*	\$180,000	<b>\$86,000</b>	- 52.2%	\$120,000	<b>\$89,900</b>	- 25.1%
Percent of Original List Price Received*	83.0%	78.4%	- 5.6%	82.7%	80.5%	- 2.7%
Days on Market Until Sale	224	226	+ 0.9%	237	304	+ 28.6%
Inventory of Homes for Sale	1,556	1,437	- 7.6%	--	--	--
Months Supply of Inventory	90.2	83.7	- 7.2%	--	--	--

\* 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.

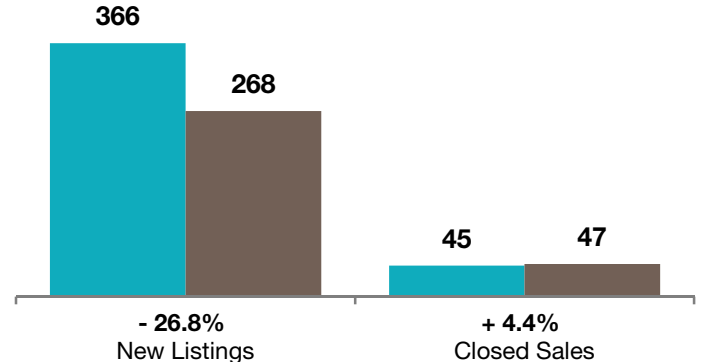
### 1st Quarter

■ 2011 ■ 2012

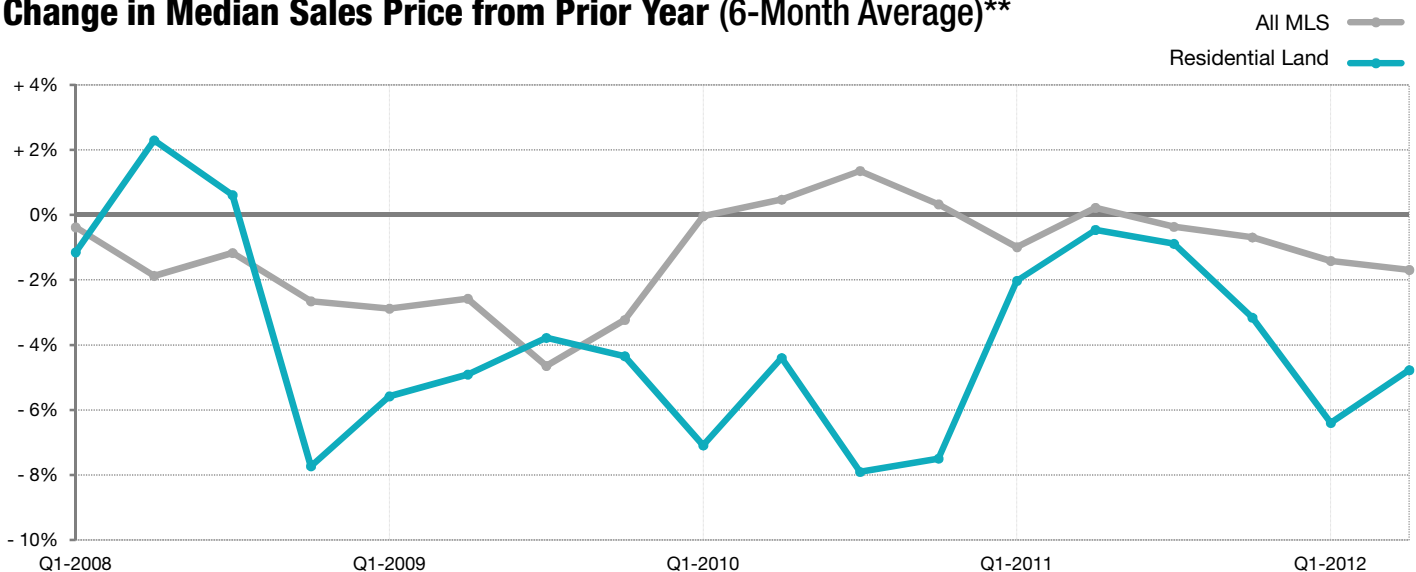


### Year to Date

■ 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.