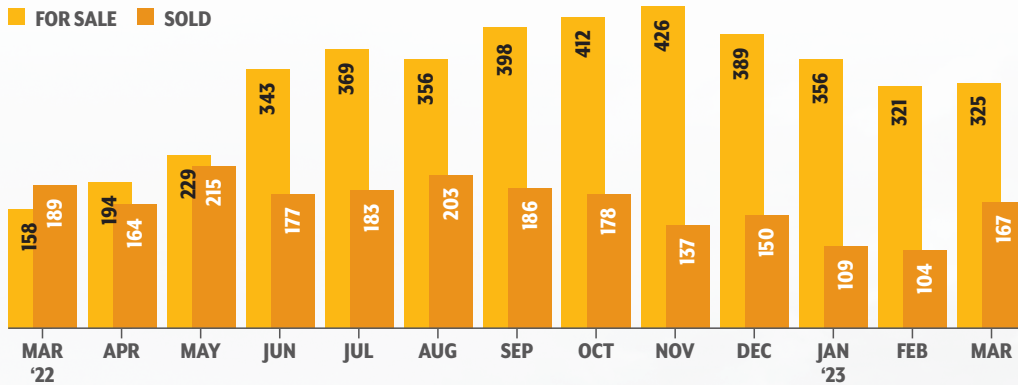
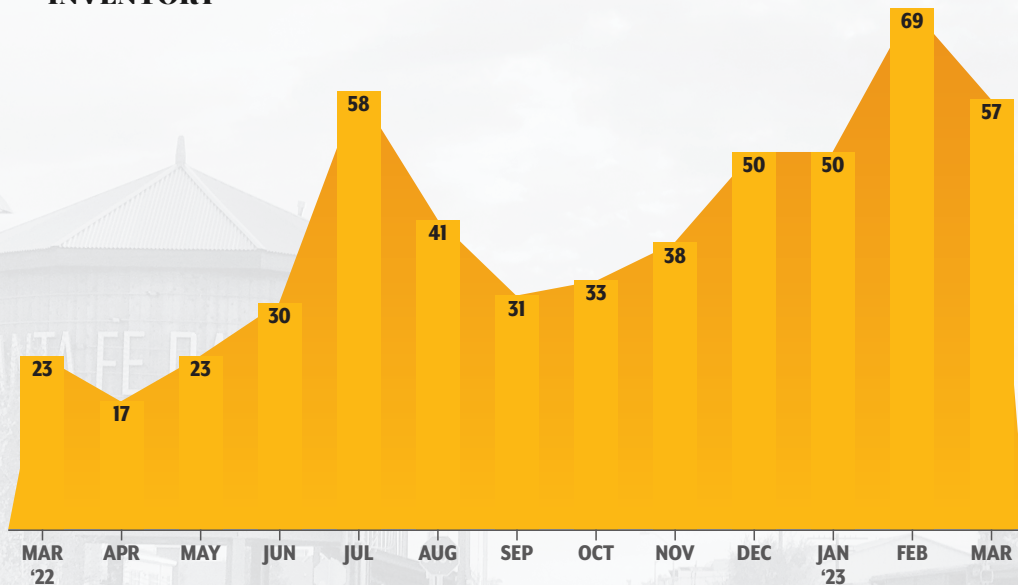


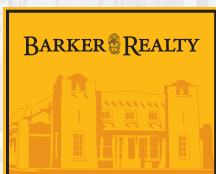
AVG SALE PRICE



INVENTORY



DAYS ON MARKET



market digest

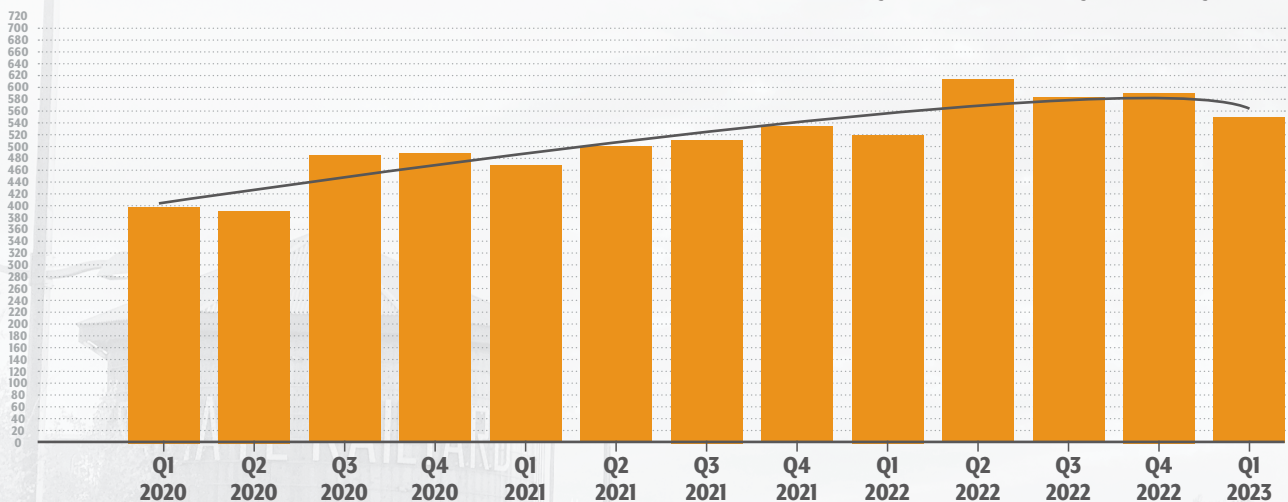
Santa Fe County Residential Market Report

First Quarter 2023

SETTLING IN

For what feels like a decade now we talked about appreciation and increased competition in the market as Santa Fe and most of the country saw a healthy real estate market that turned into boom times during the pandemic. Finally, it seems that the run on home sales has come to an end, albeit far from a crash and hardly a slowdown. Median Prices are still near all-time highs and the slight drop over the past quarter is more a reflection of healthier inventory levels and higher interest rates. With that said, this is still a competitive market with prices softened, but far from anything pre-pandemic levels.

MEDIAN PRICE (SOLD)
3 YEARS (QUARTERLY) / Q1 2020 - Q1 2023

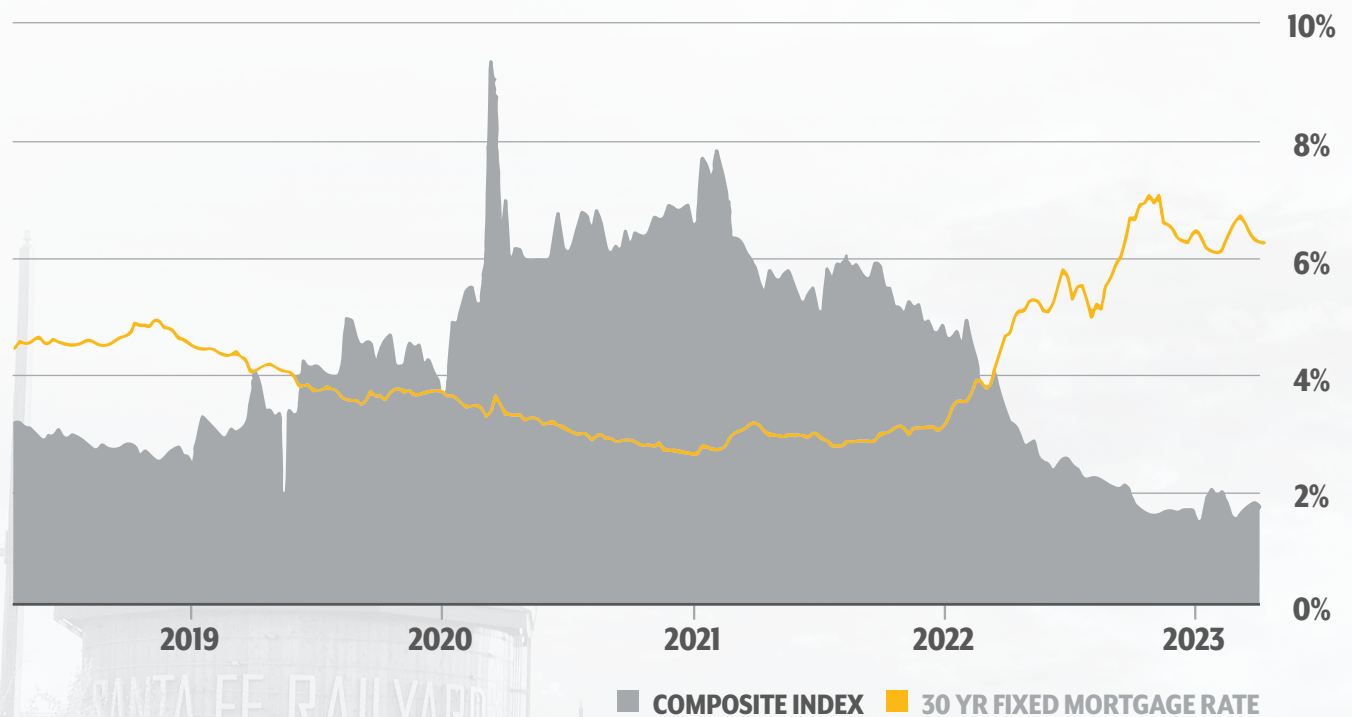


the big picture

+44.2%

SOLD

COMPOSITE INDEX vs 30 YR FIXED MORTGAGE RATE

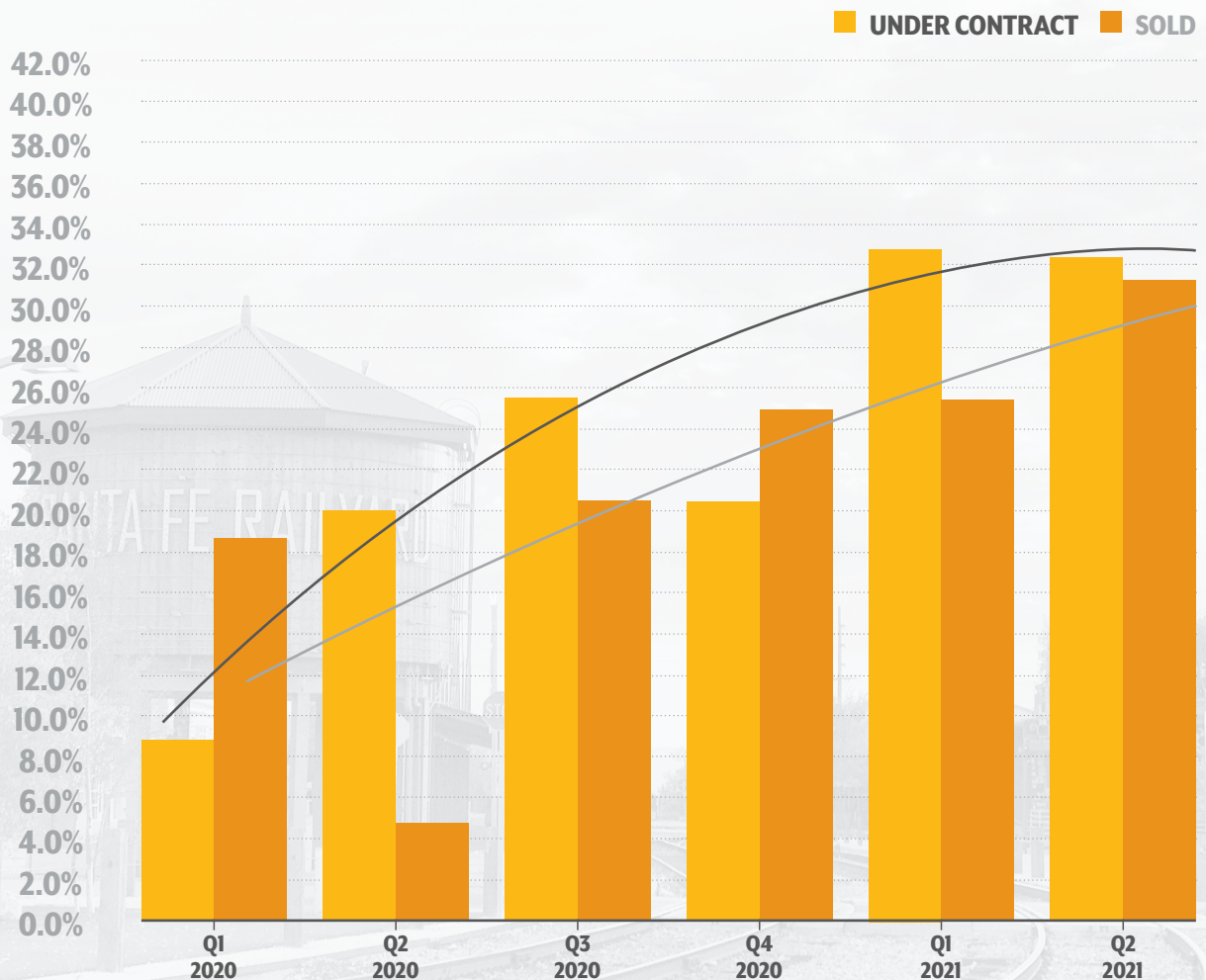


CASH IS KING

Mortgage applications have hit a 20-year low and show a near-perfect inverse relation to the average interest rate. While lenders reel from the sudden decline in applicants, sales have not followed suit and full cash offers have been increasingly the norm. Unfortunately for many, especially first-time buyers, these higher interest rates do not look like they'll be coming down anytime soon.

A BOON FOR LUXURY SALES

Looking back, last year was especially beneficial for luxury sales (in this case 1.5M and above). This first quarter we saw a slowdown, as with most of the market, of homes sold which is not atypical for that portion of the market. More high-end sales are discretionary and sellers will wait for better weather and gardens to come back to life before listing their properties. We expect to see a return of a strong luxury market for the spring/summer of 2023.



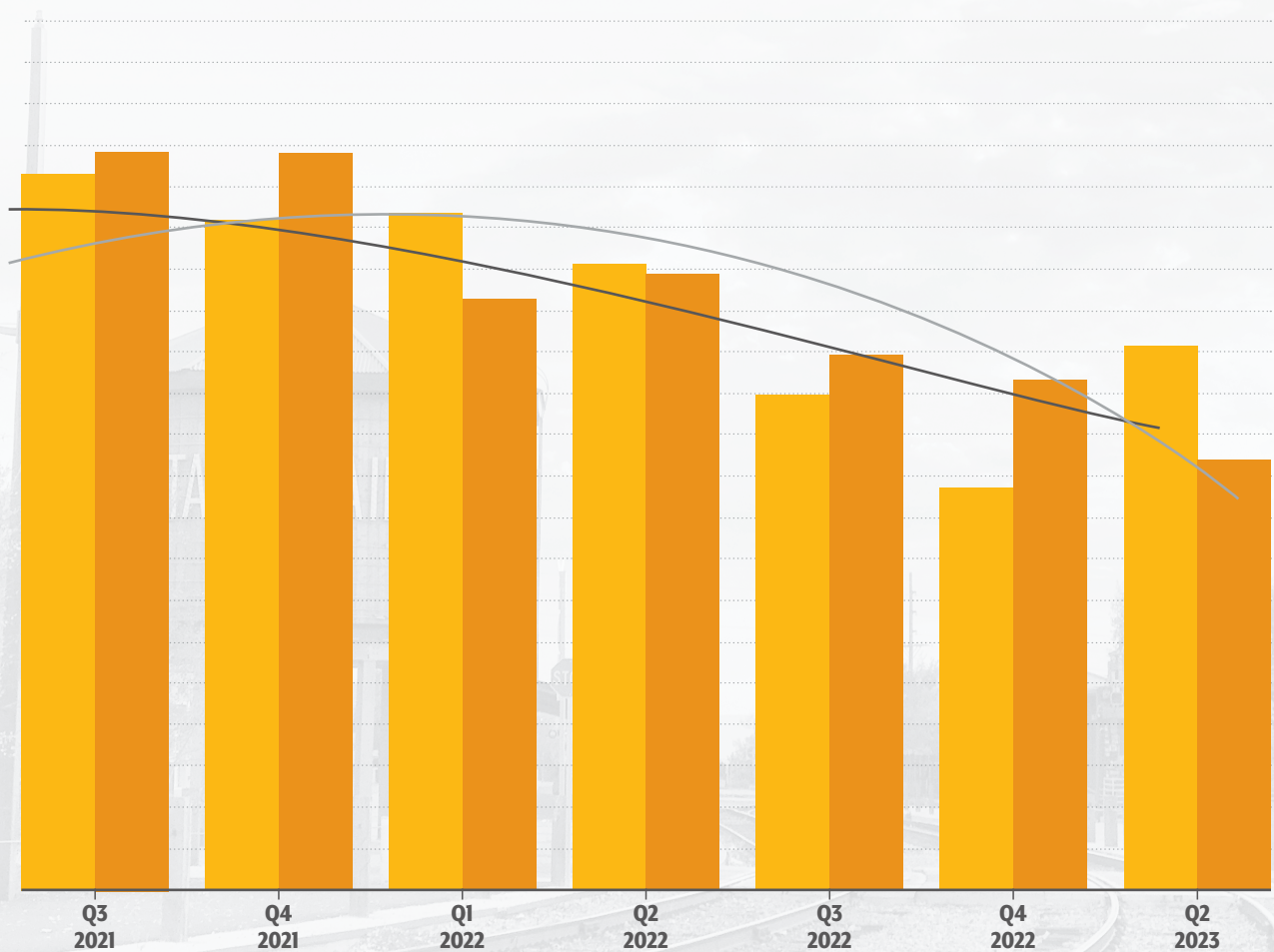
+37.1%

UNDER CONTRACT

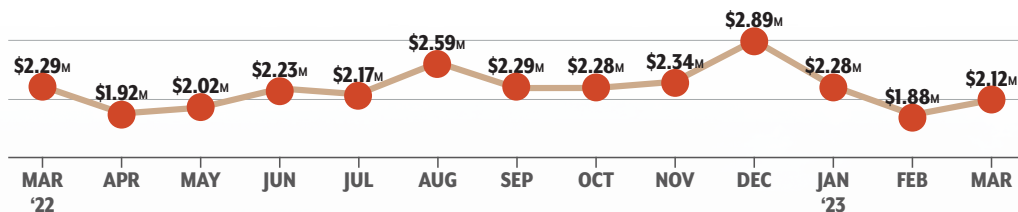
+52.4%

SOLD

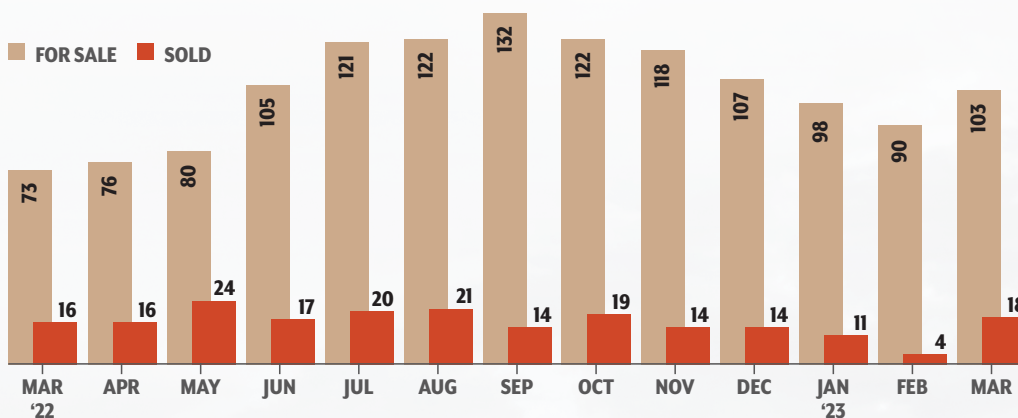
■ UNDER CONTRACT ■ SOLD



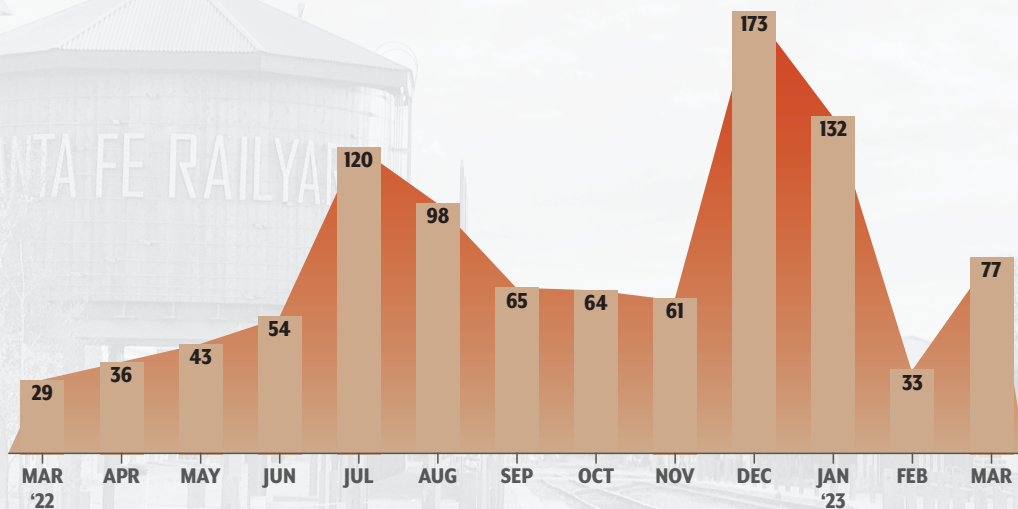
luxury



AVG SALE PRICE



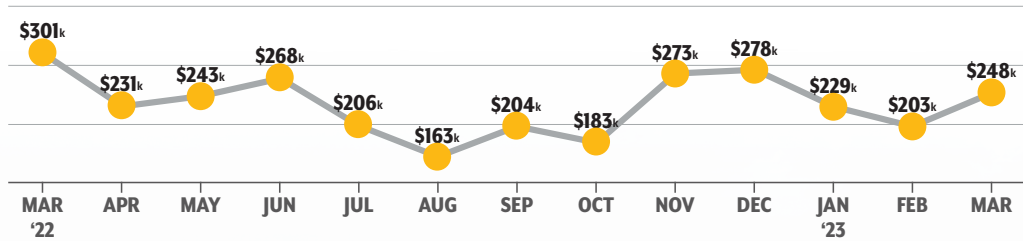
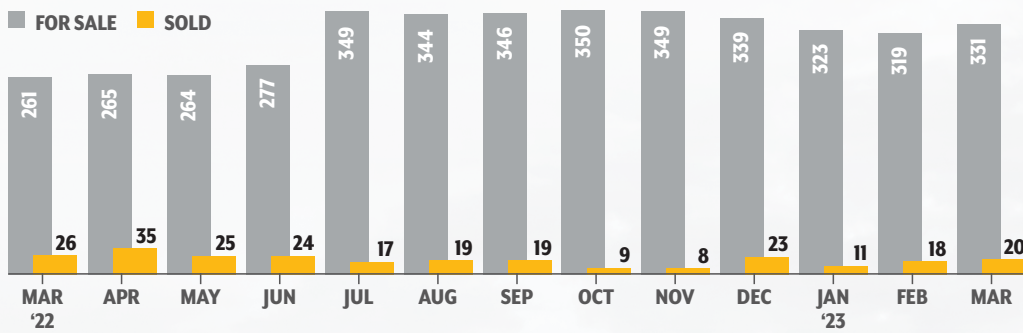
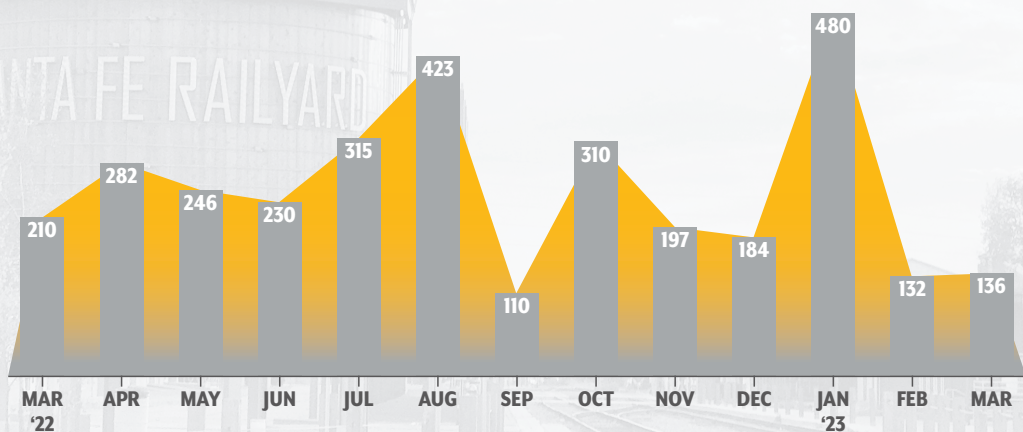
INVENTORY



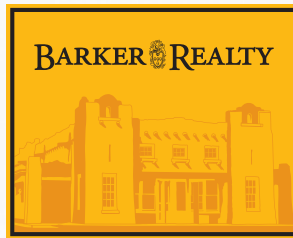
DAYS ON MARKET

Based on Information from Santa Fe Association of Realtors MLS for the period (MAR 2022) through (MAR 2023). This representation is based in whole or in part on data supplied by SFAR 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 market.

land

**AVG SALE PRICE****INVENTORY****DAYS ON MARKET**

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the upshot

Spring is here and just like the flowers sprouting from the ground, new listings have begun to steadily emerge in our market. Year over year we have experienced a substantial increase in inventory and prices have dropped some since their peak in the summer of '22. Sellers should not be concerned, however – we're still seeing multiple offer situations and well-priced homes that are not testing the market are moving at a healthy pace. For buyers, there are more options available and sellers are finally back at the negotiation table. While interest rates may be a hurdle, there are clever options available via savvy lenders. Do your research and your time will be well spent.

As we head into the busy season we expect to see more listings, increased competition with buyers, and a steady churn of inventory with prices relatively flat compared to the previous year's explosive growth. We're seeing a rebalance in our market and a return to a healthier parity between buyers and sellers. If you have been sitting by the sidelines, now is a great time to get an updated market analysis or to explore your options if you're looking to buy.



PRESIDENT & CEO

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