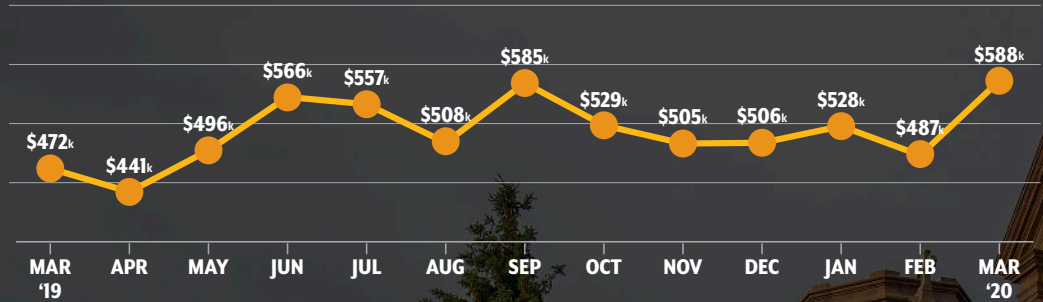
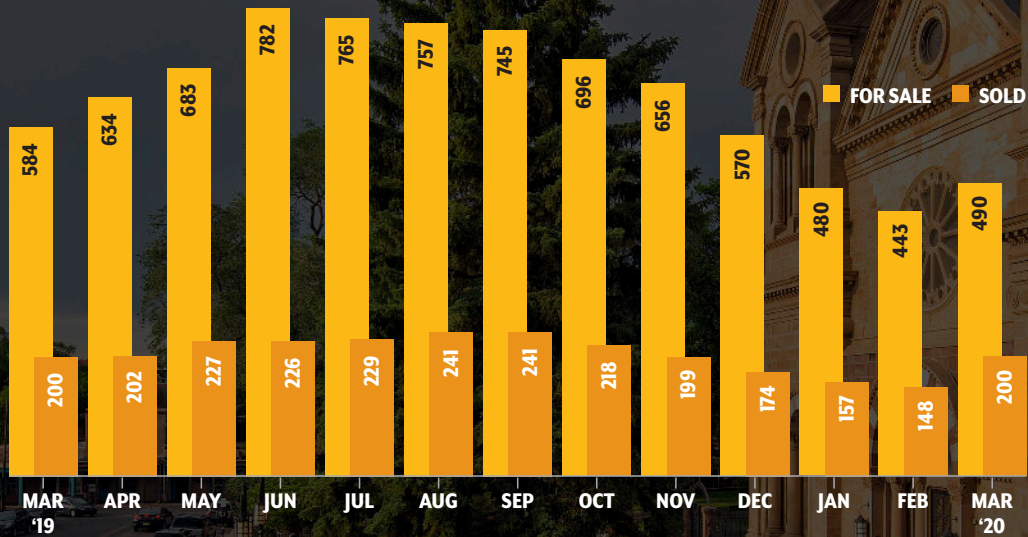


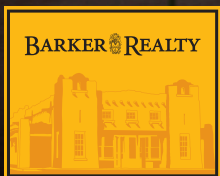
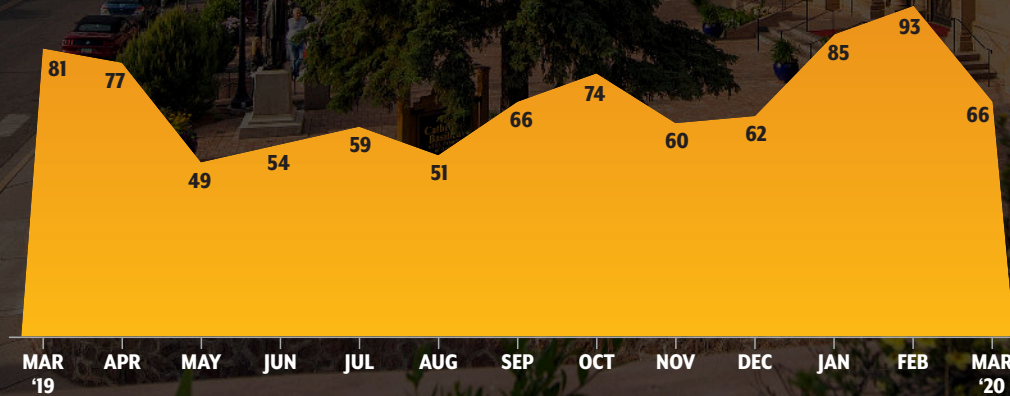
AVERAGE SALE PRICE



INVENTORY



DAYS ON MARKET



market digest

Santa Fe County Residential Market Report First Quarter 2020

ANNUAL APPRECIATION RATE (2000-2019)

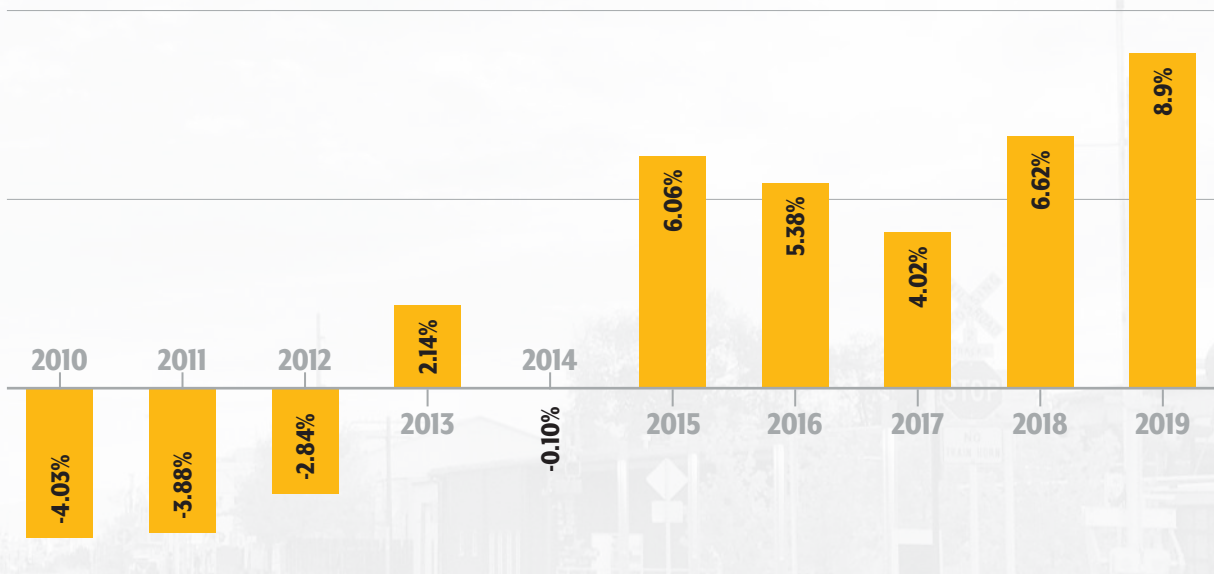
2019 was a standout year for Santa Fe real estate. The most popular areas of town saw incredibly low inventory, while other up-and-coming segments of town saw prices rise to all-time highs. Santa Fe has not seen an average appreciation rate above 8% since 2005.



the big picture

The value of real estate has long been praised as a solid investment, and while this still remains true, we are suddenly acutely aware of the emotional value of being secure in homes.

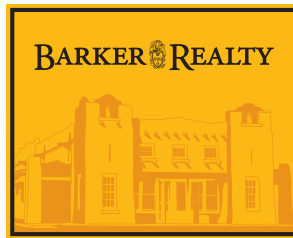
“ Comparing Santa Fe’s nearly 9% home appreciation rate in 2019 to the U.S. appreciation rate of 3.9%, with a projected 1-year forecast of 4.1%, indicates a strong market moving forward and strengthens real estate as a sound investment. ”



Home appreciation sees the highest gains in the third quarter of each year in the Santa Fe area, generally reflecting the typical influx of properties coming on the market in Spring and early Summer with closing dates in late Summer.

RECENT QUARTER APPRECIATION

Q1-19	Q2-19	Q3-19	Q4-19
1.95%	1.44%	4.28%	0.94%



the upshot

Our Country and our World were not prepared for the challenges we now face. Circumstances change quickly as this unseen enemy passes through and the personal tragedies and economic hardships will be life-changing. Thus far, Santa Fe and New Mexico appear to have avoided the brunt of this and with safe practices, we can only hope that will continue.

Not surprisingly, we are seeing many more of our transactions take place with local Santa Feans. And the pace of our transactions, while evidencing some slowdown, has shown remarkable resilience. We believe the residential real estate market will come through this strongly and serve as the backbone for economic recovery on the other side.



A handwritten signature in black ink that reads "David Barker". The signature is fluid and cursive.

PRESIDENT & CEO
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