



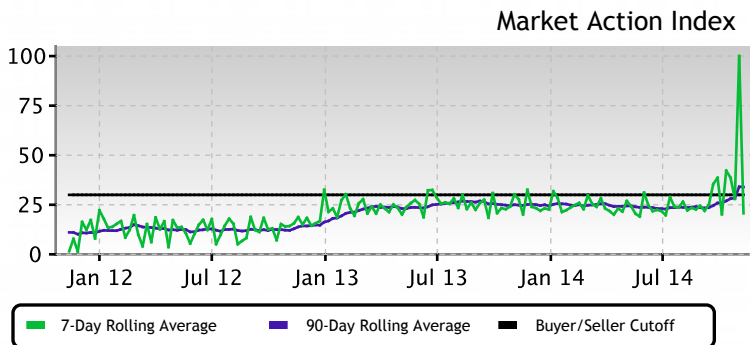
This Week

The median list price in SANTA FE, NM 87501 this week is \$712,500.

The Market Action index has been trending down lately, while days-on-market is climbing, providing mostly bearish signs for the market.

Supply and Demand

- Home sales continue to outstrip supply and the Market Action Index has been moving higher for several weeks. This is a Seller's market so watch for upward pricing pressure in the near future if the trend continues.



The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer.

Quartiles

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 1,750,000	4500	1.0 - 2.5 acres	4.0	4.0	20	67	33	0	330	Most expensive 25% of properties
Upper/Second	\$ 899,000	3500	1.0 - 2.5 acres	3.0	3.0	23	67	31	1	253	Upper-middle 25% of properties
Lower/Third	\$ 564,500	2250	0.50 - 1.0 acre	3.0	2.0	31	68	25	3	221	Lower-middle 25% of properties
Bottom/Fourth	\$ 276,750	1625	6,501 - 8,000 sqft	3.0	2.0	31	68	40	1	156	Least expensive 25% of properties

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

Real-Time Market Profile		Trend
Median List Price	\$ 712,500	↔↔
Asking Price Per Square Foot	\$ 277	↔↔
Average Days on Market (DOM)	240	↑↑
Percent of Properties with Price Decrease	36 %	
Percent Relisted (reset DOM)	5 %	
Percent Flip (price increased)	1 %	
Median House Size (sq ft)	2750	
Median Lot Size	0.50 - 1.0 acre	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	3.0	
Market Action Index	Seller's Advantage 34.0	↑↑

- ↔↔ No change
- ↑↑ Strong upward trend
- ↓↓ Strong downward trend
- ↑ Slight upward trend
- ↓ Slight downward trend

Price

- Prices in this zip code seem to have settled around a plateau. Look for a persistent down-shift in the Market Action Index before we see prices deviate from these levels.

