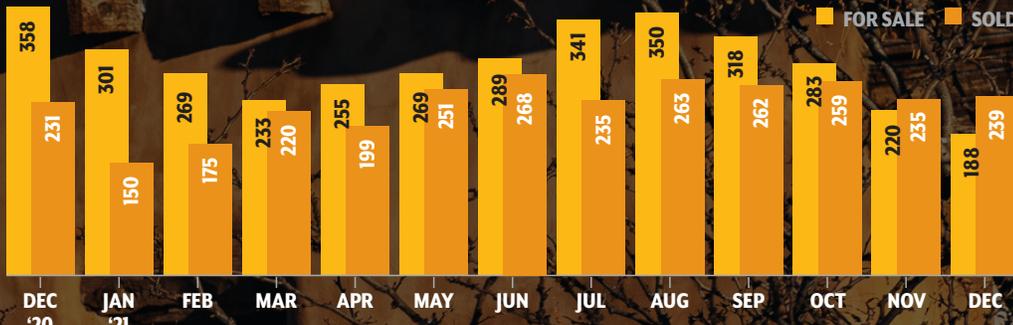


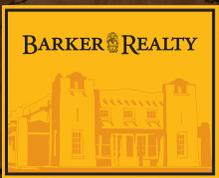
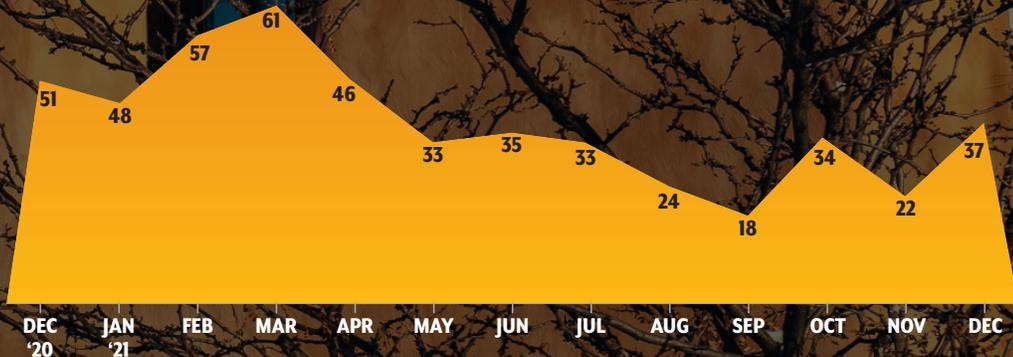
AVERAGE SALE PRICE



INVENTORY



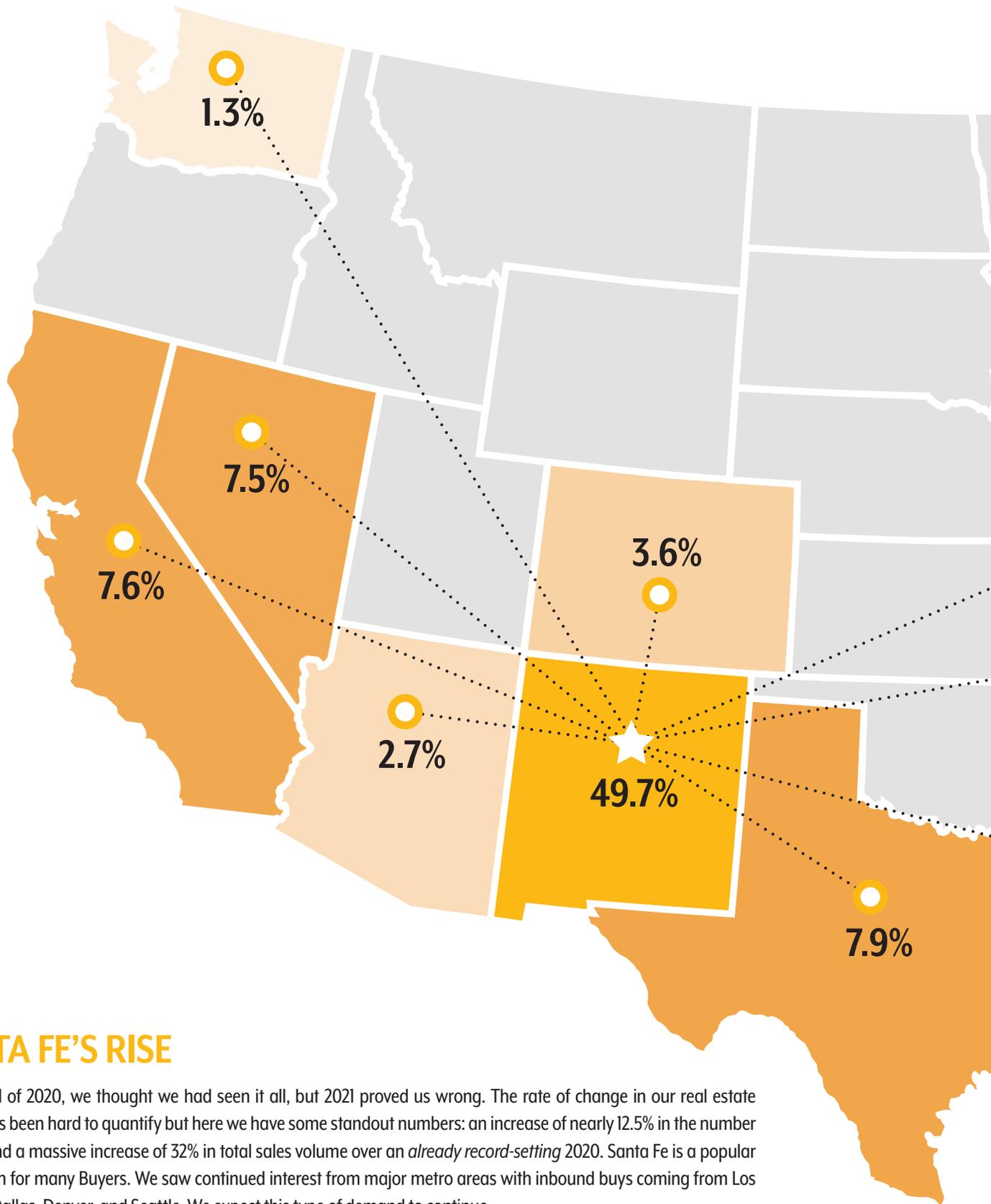
DAYS ON MARKET



market digest

Santa Fe County Residential Market Report Fourth Quarter 2021

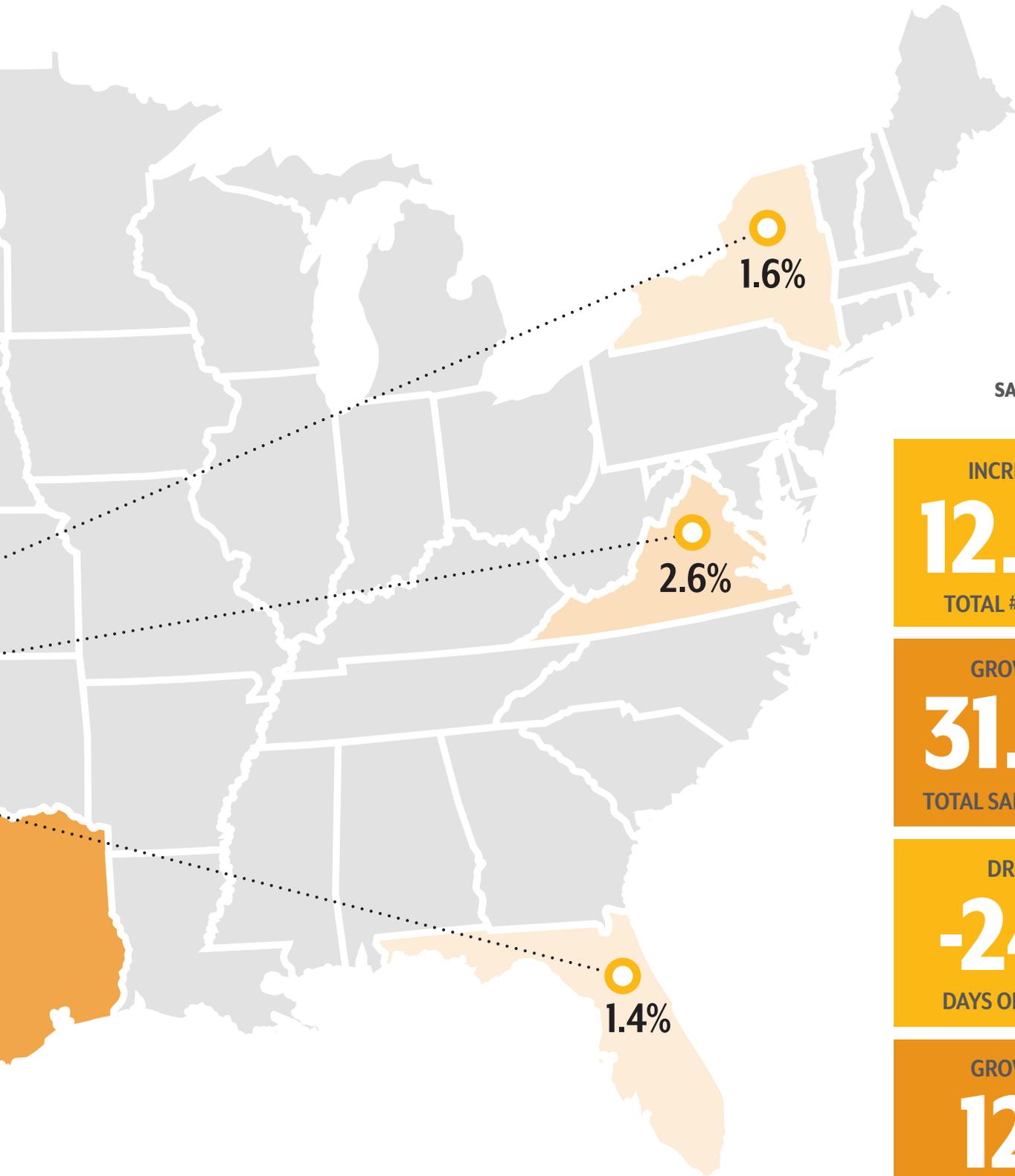
Based on information from Santa Fe Association of Realtors MLS for the period (DEC 2020) through (DEC 2021). This representation is based in whole or in part on data supplied by SFAR MLS. SFAR MLS does not guarantee nor is in any way responsible for its accuracy. Data maintained by SFAR MLS may not reflect all real estate activity in the market.



SANTA FE'S RISE

At the end of 2020, we thought we had seen it all, but 2021 proved us wrong. The rate of change in our real estate market has been hard to quantify but here we have some standout numbers: an increase of nearly 12.5% in the number of sales and a massive increase of 32% in total sales volume over an *already record-setting* 2020. Santa Fe is a popular destination for many Buyers. We saw continued interest from major metro areas with inbound buys coming from Los Angeles, Dallas, Denver, and Seattle. We expect this type of demand to continue.

the big picture



SANTA FE COUNTY 2021 VS 2020

INCREASE IN

12.9%

TOTAL # OF SALES

GROWTH IN

31.7%

TOTAL SALES VOLUME

DROP IN

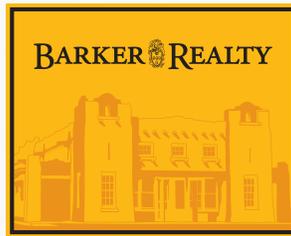
-24%

DAYS ON MARKET

GROWTH IN

12%

MEDIAN SOLD PRICE



the upshot

Santa Fe has more buyers than homes. Mortgage will play a critical role in the coming year. According to Bankrate, mortgage rates have reached their highest levels since April 2020. Given the two previous years' appreciation and the potential for higher interest rates, now might be a good time to evaluate your real estate value and adjust your strategy and thinking as necessary. At Barker Realty we have more than 70 real estate professionals who can help you think about your real estate strategy for 2022.



David Barker

PRESIDENT & CEO
DBARKER@SANTAFEREALESTATE.COM
505 992 3563

1,072

The number of sales our 73 brokers helped clients achieve in 2021.