

Location: SANTA FE COUNTY, SF City Limits NE (area 1), SF City Limits NW (area 2), SF City Limits SE (area 3), SF City SE North (area 3N), SF City SE South (area 3S), SF City Limits SW-N (area 04N), SF City Limits SW-S (area 04S), NW Quadrant-N (area 25N), NW Quadrant-S (area 25S)

Property Types: Single Family

Price Range: \$0 - No Limit

Full Baths: 0 - No Limit

SQFT Range: 0 - No Limit

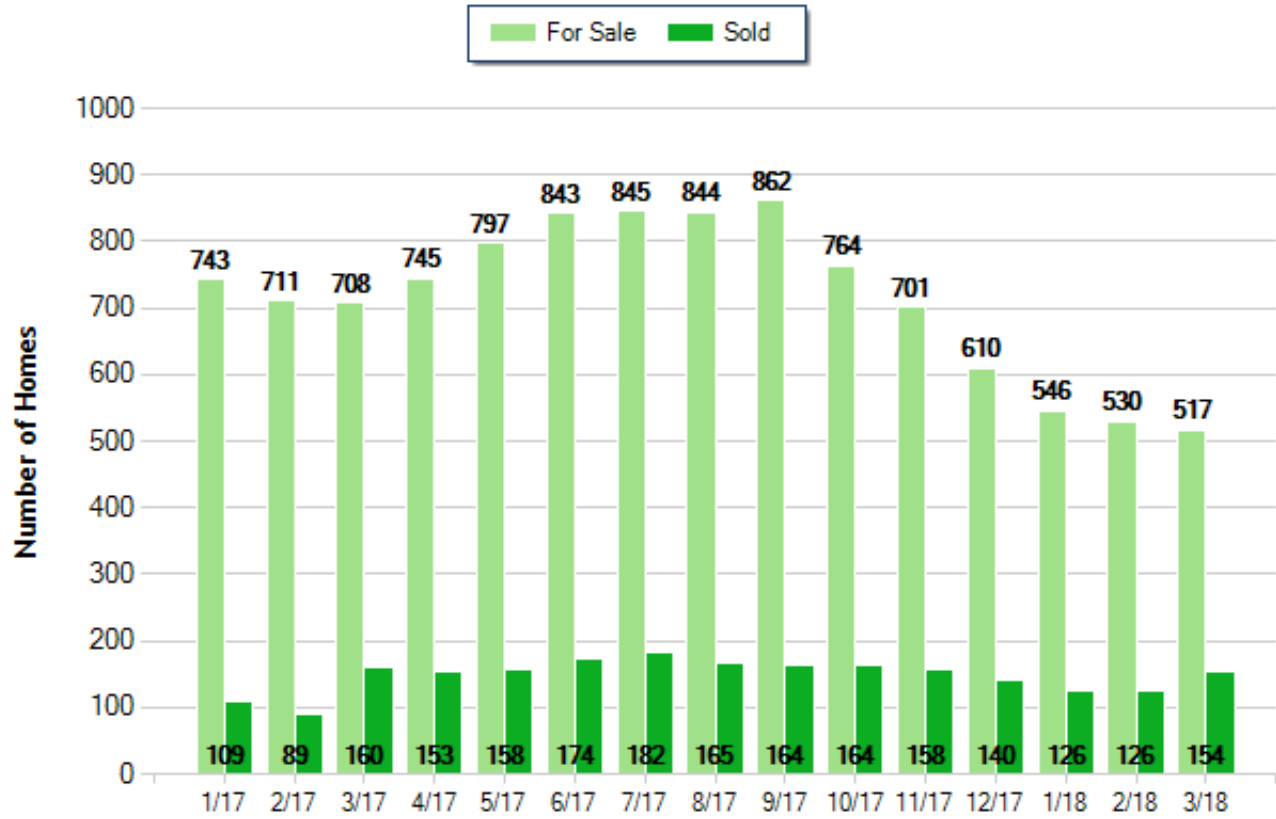
Half Baths: 0 - No Limit

Bedrooms: 0 - No Limit

Year Built: 0 - No Limit

Number of Homes For Sale vs. Sold (Jan. 2017 - Mar. 2018)

Prepared for you by: Dianne McKenzie,
Kachina Mountain Realty, 505.603.9300



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| | Curnt vs. Prev Month | | | Curnt vs. Same Month 1 Yr Ago | | | Curnt vs. Same Qtr 1 Yr Ago | | |
|----------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|
| | Mar. 18 | Feb. 18 | % Change | Mar. 18 | Mar. 17 | % Change | Jan. 18 to Mar. 18 | Jan. 17 to Mar. 17 | % Change |
| For Sale | 517 | 530 | -2.5% ▼ | 517 | 708 | -27% ▼ | 517 | 708 | -27% ▼ |
| Sold | 154 | 126 | 22.2% ▲ | 154 | 160 | -3.7% ▼ | 406 | 358 | 13.4% ▲ |

| Date | 1/17 | 2/17 | 3/17 | 4/17 | 5/17 | 6/17 | 7/17 | 8/17 | 9/17 | 10/17 | 11/17 | 12/17 | 1/18 | 2/18 | 3/18 |
|------------------------------------|------|------|------|------|------|------|------|------|------|-------|-------|-------|------|------|------|
| For Sale | 743 | 711 | 708 | 745 | 797 | 843 | 845 | 844 | 862 | 764 | 701 | 610 | 546 | 530 | 517 |
| New Listing | 148 | 163 | 232 | 239 | 285 | 268 | 224 | 210 | 198 | 162 | 121 | 97 | 145 | 156 | 175 |
| Sold | 109 | 89 | 160 | 153 | 158 | 174 | 182 | 165 | 164 | 164 | 158 | 140 | 126 | 126 | 154 |
| Pended | 113 | 148 | 154 | 161 | 175 | 173 | 157 | 167 | 133 | 177 | 124 | 117 | 133 | 141 | 175 |
| Months of Inventory (Closed Sales) | 6.8 | 8 | 4.4 | 4.9 | 5 | 4.8 | 4.6 | 5.1 | 5.3 | 4.7 | 4.4 | 4.4 | 4.3 | 4.2 | 3.4 |
| Months of Inventory (Pended Sales) | 6.6 | 4.8 | 4.6 | 4.6 | 4.6 | 4.9 | 5.4 | 5.1 | 6.5 | 4.3 | 5.7 | 5.2 | 4.1 | 3.8 | 3 |
| Absorption Rate (Closed Sales) % | 14.7 | 12.5 | 22.6 | 20.5 | 19.8 | 20.6 | 21.5 | 19.5 | 19 | 21.5 | 22.5 | 23 | 23.1 | 23.8 | 29.8 |
| Absorption Rate (Pended Sales) % | 15.2 | 20.8 | 21.8 | 21.6 | 22 | 20.5 | 18.6 | 19.8 | 15.4 | 23.2 | 17.7 | 19.2 | 24.4 | 26.6 | 33.8 |
| Avg. Active Price | 921 | 929 | 901 | 925 | 940 | 956 | 945 | 956 | 942 | 968 | 980 | 1009 | 1021 | 1051 | 1067 |
| Avg. Sold Price | 485 | 469 | 501 | 492 | 526 | 470 | 482 | 537 | 520 | 532 | 554 | 493 | 472 | 543 | 522 |
| Avg. Sq. Ft. Price (Sold) | 219 | 211 | 250 | 235 | 255 | 233 | 244 | 267 | 254 | 271 | 242 | 215 | 221 | 222 | 234 |
| Sold/List Diff. % | 96 | 96 | 95 | 96 | 96 | 97 | 97 | 97 | 97 | 95 | 96 | 95 | 96 | 97 | 96 |
| Sold/Orig LP Diff. % | 93 | 92 | 93 | 93 | 94 | 94 | 95 | 94 | 93 | 93 | 92 | 92 | 93 | 88 | 93 |
| Avg Days on Market | 152 | 169 | 143 | 146 | 139 | 105 | 75 | 75 | 69 | 65 | 105 | 91 | 84 | 108 | 89 |
| Median Sold Price | 383 | 372 | 336 | 367 | 420 | 358 | 376 | 415 | 381 | 357 | 414 | 340 | 357 | 417 | 399 |

Location: SANTA FE COUNTY, SF City Limits NE (area 1), SF City Limits NW (area 2), SF City Limits SE (area 3), SF City SE North (area 3N), SF City SE South (area 3S), SF City Limits SW-N (area 04N), SF City Limits SW-S (area 04S), NW Quadrant-N (area 25N), NW Quadrant-S (area 25S)

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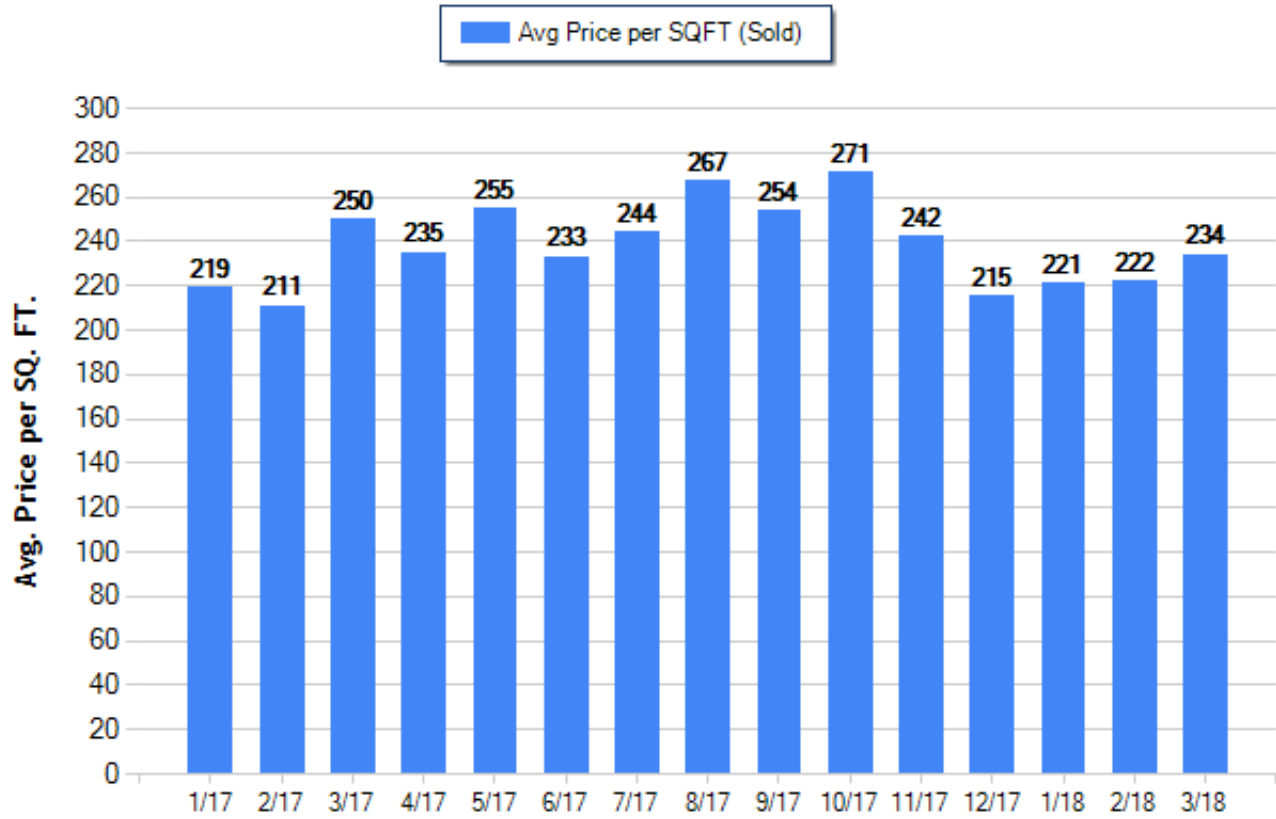
Half Baths: 0 - No Limit

Bedrooms: 0 - No Limit

Year Built: 0 - No Limit

Average Price per SQFT (Sold) (Jan. 2017 - Mar. 2018)

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| | Curnt vs. Prev Month | | | Curnt vs. Same Month 1 Yr Ago | | | Curnt vs. Same Qtr 1 Yr Ago | | |
|---------------------------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|
| | Mar. 18 | Feb. 18 | % Change | Mar. 18 | Mar. 17 | % Change | Jan. 18 to Mar. 18 | Jan. 17 to Mar. 17 | % Change |
| Avg. Sq. Ft. Price (Sold) | 234 | 222 | 5.4% ▲ | 234 | 250 | -6.4% ▼ | 226.24 | 230.87 | -2% ▼ |

| Date | 1/17 | 2/17 | 3/17 | 4/17 | 5/17 | 6/17 | 7/17 | 8/17 | 9/17 | 10/17 | 11/17 | 12/17 | 1/18 | 2/18 | 3/18 |
|------------------------------------|------|------|------|------|------|------|------|------|------|-------|-------|-------|------|------|------|
| For Sale | 743 | 711 | 708 | 745 | 797 | 843 | 845 | 844 | 862 | 764 | 701 | 610 | 546 | 530 | 517 |
| New Listing | 148 | 163 | 232 | 239 | 285 | 268 | 224 | 210 | 198 | 162 | 121 | 97 | 145 | 156 | 175 |
| Sold | 109 | 89 | 160 | 153 | 158 | 174 | 182 | 165 | 164 | 164 | 158 | 140 | 126 | 126 | 154 |
| Pended | 113 | 148 | 154 | 161 | 175 | 173 | 157 | 167 | 133 | 177 | 124 | 117 | 133 | 141 | 175 |
| Months of Inventory (Closed Sales) | 6.8 | 8 | 4.4 | 4.9 | 5 | 4.8 | 4.6 | 5.1 | 5.3 | 4.7 | 4.4 | 4.4 | 4.3 | 4.2 | 3.4 |
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| Avg. Active Price | 921 | 929 | 901 | 925 | 940 | 956 | 945 | 956 | 942 | 968 | 980 | 1009 | 1021 | 1051 | 1067 |
| Avg. Sold Price | 485 | 469 | 501 | 492 | 526 | 470 | 482 | 537 | 520 | 532 | 554 | 493 | 472 | 543 | 522 |
| Avg. Sq. Ft. Price (Sold) | 219 | 211 | 250 | 235 | 255 | 233 | 244 | 267 | 254 | 271 | 242 | 215 | 221 | 222 | 234 |
| Sold/List Diff. % | 96 | 96 | 95 | 96 | 96 | 97 | 97 | 97 | 97 | 95 | 96 | 95 | 96 | 97 | 96 |
| Sold/Orig LP Diff. % | 93 | 92 | 93 | 93 | 94 | 94 | 95 | 94 | 93 | 93 | 92 | 92 | 93 | 88 | 93 |
| Avg Days on Market | 152 | 169 | 143 | 146 | 139 | 105 | 75 | 75 | 69 | 65 | 105 | 91 | 84 | 108 | 89 |
| Median Sold Price | 383 | 372 | 336 | 367 | 420 | 358 | 376 | 415 | 381 | 357 | 414 | 340 | 357 | 417 | 399 |

Location: SANTA FE COUNTY, SF City Limits NE (area 1), SF City Limits NW (area 2), SF City Limits SE (area 3), SF City SE North (area 3N), SF City SE South (area 3S), SF City Limits SW-N (area 04N), SF City Limits SW-S (area 04S), NW Quadrant-N (area 25N), NW Quadrant-S (area 25S)

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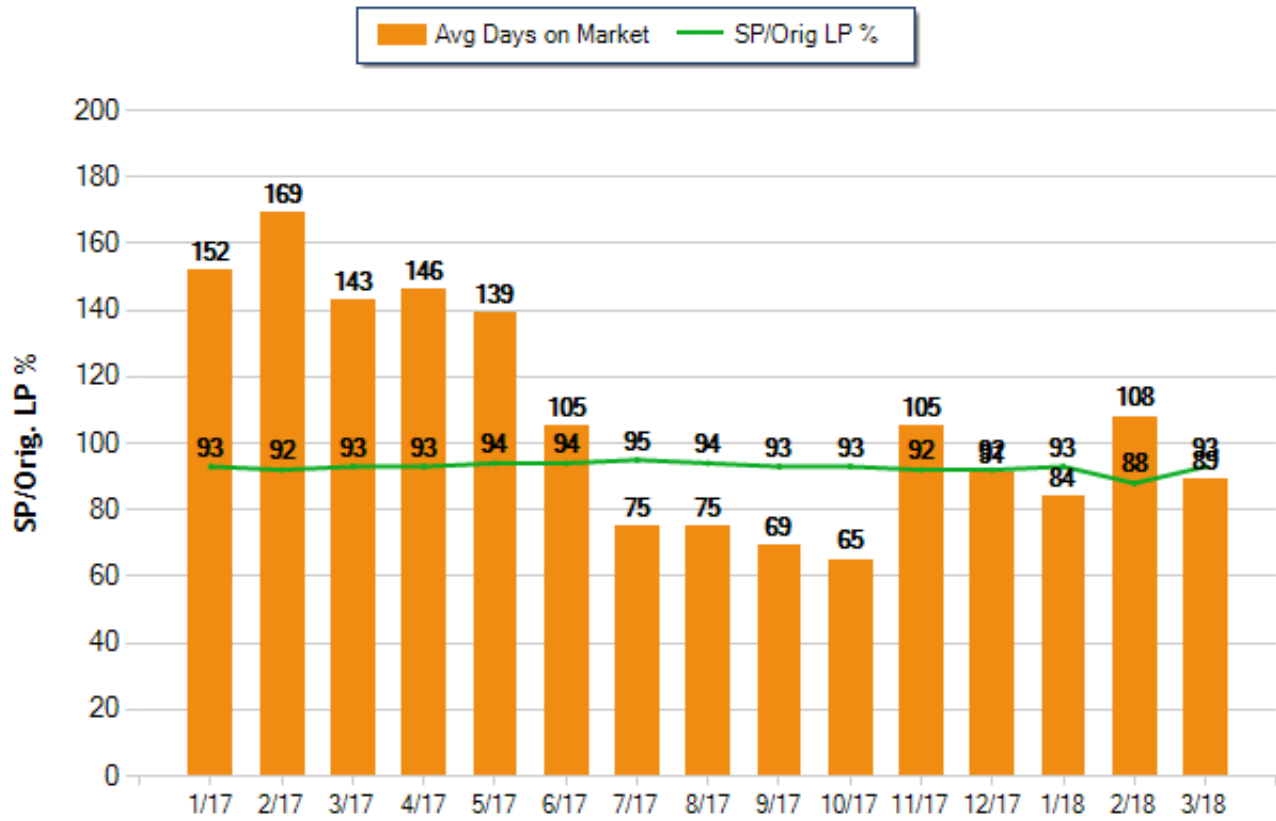
Half Baths: 0 - No Limit

Bedrooms: 0 - No Limit

Year Built: 0 - No Limit

Avg Days On Market & SP/Orig LP % (Jan. 2017 - Mar. 2018)

Prepared for you by: Dianne McKenzie,
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| | Curnt vs. Prev Month | | | Curnt vs. Same Month 1 Yr Ago | | | Curnt vs. Same Qtr 1 Yr Ago | | |
|----------------------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|
| | Mar. 18 | Feb. 18 | % Change | Mar. 18 | Mar. 17 | % Change | Jan. 18 to Mar. 18 | Jan. 17 to Mar. 17 | % Change |
| Avg Days on Market | 89 | 108 | -17.6% ▼ | 89 | 143 | -37.8% ▼ | 93 | 152 | -38.8% ▼ |
| Sold/Orig LP Diff. % | 93 | 88 | 5.7% ▲ | 93 | 93 | 0% | 91 | 93 | -2.2% ▼ |

| Date | 1/17 | 2/17 | 3/17 | 4/17 | 5/17 | 6/17 | 7/17 | 8/17 | 9/17 | 10/17 | 11/17 | 12/17 | 1/18 | 2/18 | 3/18 |
|------------------------------------|------|------|------|------|------|------|------|------|------|-------|-------|-------|------|------|------|
| For Sale | 743 | 711 | 708 | 745 | 797 | 843 | 845 | 844 | 862 | 764 | 701 | 610 | 546 | 530 | 517 |
| New Listing | 148 | 163 | 232 | 239 | 285 | 268 | 224 | 210 | 198 | 162 | 121 | 97 | 145 | 156 | 175 |
| Sold | 109 | 89 | 160 | 153 | 158 | 174 | 182 | 165 | 164 | 164 | 158 | 140 | 126 | 126 | 154 |
| Pended | 113 | 148 | 154 | 161 | 175 | 173 | 157 | 167 | 133 | 177 | 124 | 117 | 133 | 141 | 175 |
| Months of Inventory (Closed Sales) | 6.8 | 8 | 4.4 | 4.9 | 5 | 4.8 | 4.6 | 5.1 | 5.3 | 4.7 | 4.4 | 4.4 | 4.3 | 4.2 | 3.4 |
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| Avg. Active Price | 921 | 929 | 901 | 925 | 940 | 956 | 945 | 956 | 942 | 968 | 980 | 1009 | 1021 | 1051 | 1067 |
| Avg. Sold Price | 485 | 469 | 501 | 492 | 526 | 470 | 482 | 537 | 520 | 532 | 554 | 493 | 472 | 543 | 522 |
| Avg. Sq. Ft. Price (Sold) | 219 | 211 | 250 | 235 | 255 | 233 | 244 | 267 | 254 | 271 | 242 | 215 | 221 | 222 | 234 |
| Sold/List Diff. % | 96 | 96 | 95 | 96 | 96 | 97 | 97 | 97 | 97 | 95 | 96 | 95 | 96 | 97 | 96 |
| Sold/Orig LP Diff. % | 93 | 92 | 93 | 93 | 94 | 94 | 95 | 94 | 93 | 93 | 92 | 92 | 93 | 88 | 93 |
| Avg Days on Market | 152 | 169 | 143 | 146 | 139 | 105 | 75 | 75 | 69 | 65 | 105 | 91 | 84 | 108 | 89 |
| Median Sold Price | 383 | 372 | 336 | 367 | 420 | 358 | 376 | 415 | 381 | 357 | 414 | 340 | 357 | 417 | 399 |

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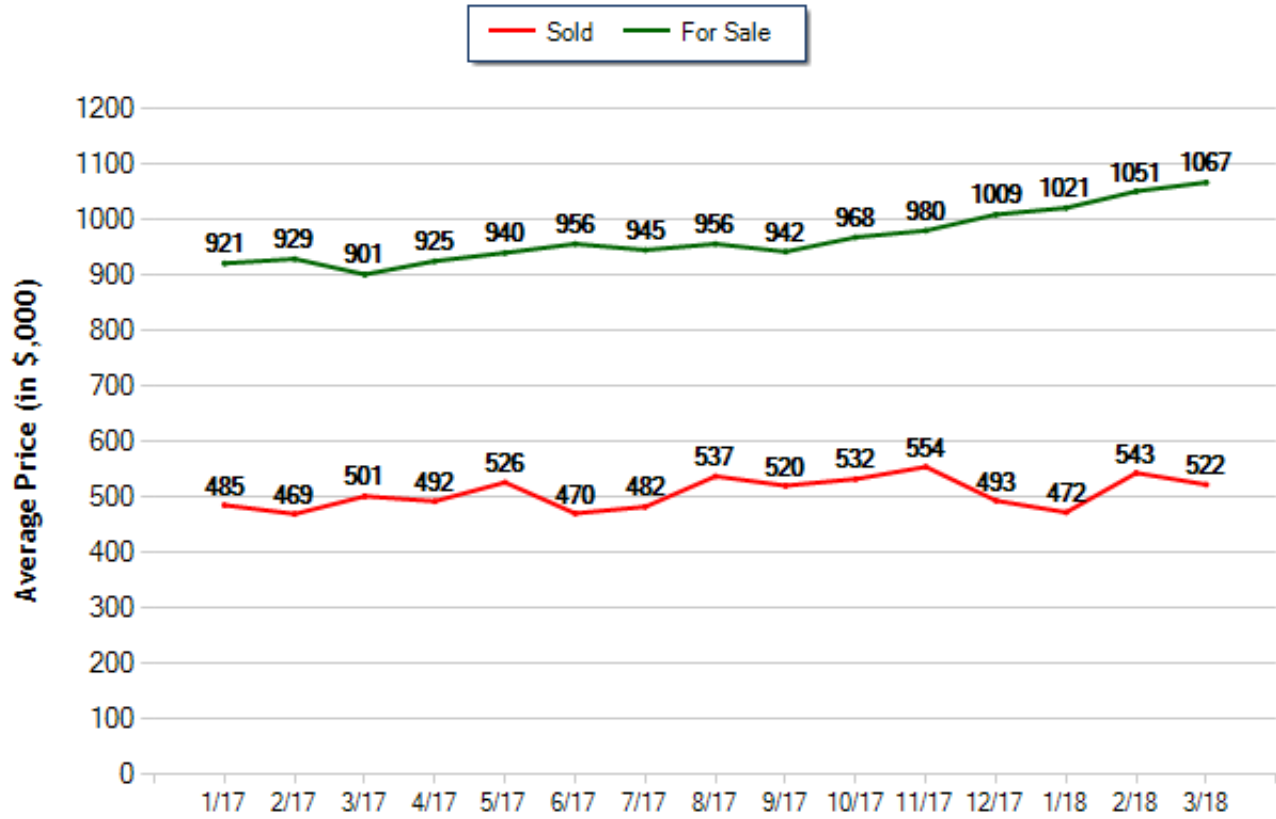
Half Baths: 0 - No Limit

Bedrooms: 0 - No Limit

Year Built: 0 - No Limit

Average Price of For Sale and Sold (Jan. 2017 - Mar. 2018)

Prepared for you by: Dianne McKenzie,
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|-------------------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|
| | Mar. 18 | Feb. 18 | % Change | Mar. 18 | Mar. 17 | % Change | Jan. 18 to Mar. 18 | Jan. 17 to Mar. 17 | % Change |
| Avg. Active Price | 1067 | 1051 | 1.5% ▲ | 1067 | 901 | 18.4% ▲ | 1046 | 917 | 14.1% ▲ |
| Avg. Sold Price | 522 | 543 | -3.9% ▼ | 522 | 501 | 4.2% ▲ | 513 | 488 | 5.1% ▲ |

| Date | 1/17 | 2/17 | 3/17 | 4/17 | 5/17 | 6/17 | 7/17 | 8/17 | 9/17 | 10/17 | 11/17 | 12/17 | 1/18 | 2/18 | 3/18 |
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| Sold/List Diff. % | 96 | 96 | 95 | 96 | 96 | 97 | 97 | 97 | 97 | 95 | 96 | 95 | 96 | 97 | 96 |
| Sold/Orig LP Diff. % | 93 | 92 | 93 | 93 | 94 | 94 | 95 | 94 | 93 | 93 | 92 | 92 | 93 | 88 | 93 |
| Avg Days on Market | 152 | 169 | 143 | 146 | 139 | 105 | 75 | 75 | 69 | 65 | 105 | 91 | 84 | 108 | 89 |
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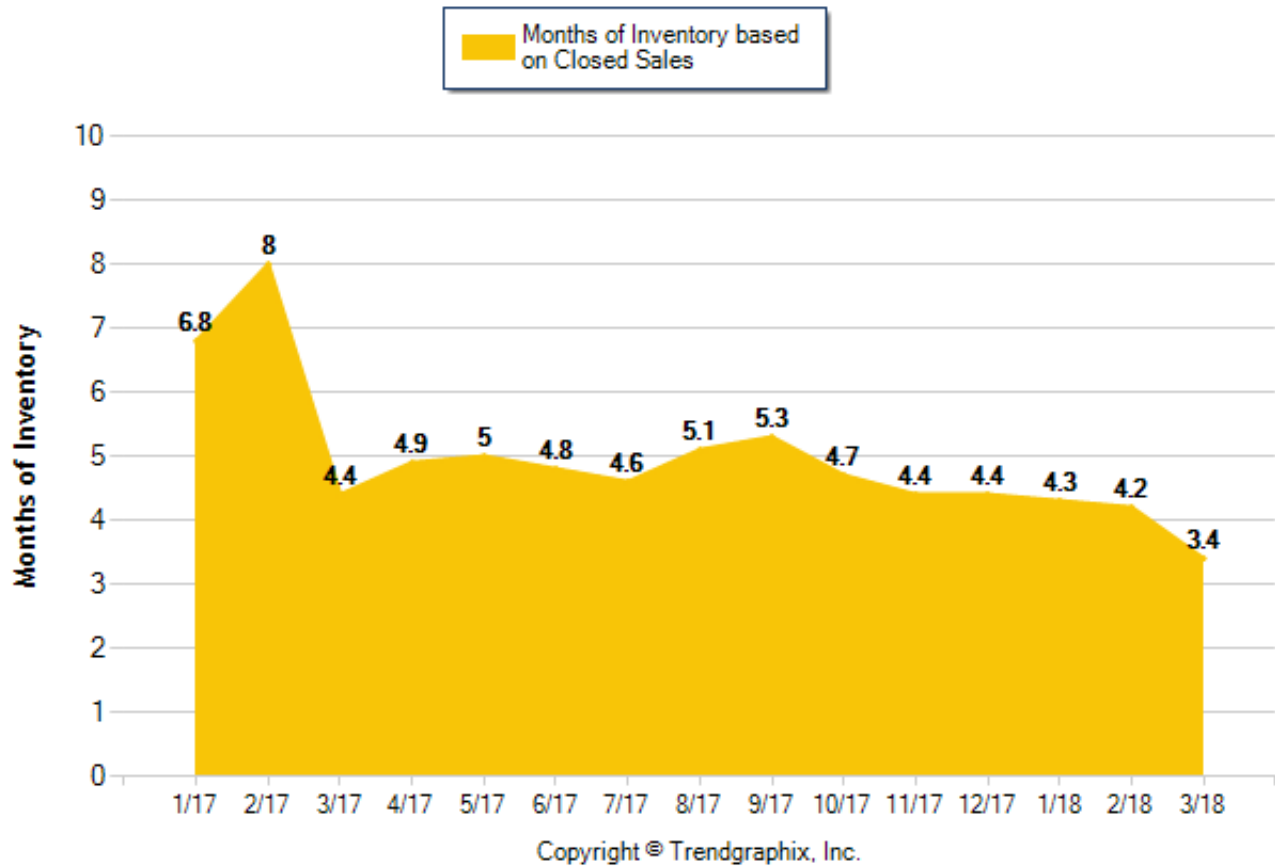
Half Baths: 0 - No Limit

Bedrooms: 0 - No Limit

Year Built: 0 - No Limit

Months of Inventory Based on Closed Sales (Jan. 2017 - Mar. 2018)

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|------------------------------------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|
| | Mar. 18 | Feb. 18 | % Change | Mar. 18 | Mar. 17 | % Change | Jan. 18 to Mar. 18 | Jan. 17 to Mar. 17 | % Change |
| Months of Inventory (Closed Sales) | 3.4 | 4.2 | -19% ▼ | 3.4 | 4.4 | -22.6% ▼ | 4 | 6.4 | -37.4% ▼ |

| Date | 1/17 | 2/17 | 3/17 | 4/17 | 5/17 | 6/17 | 7/17 | 8/17 | 9/17 | 10/17 | 11/17 | 12/17 | 1/18 | 2/18 | 3/18 |
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