



Celebrating 25 Years of Superior Properties and Service.

2020 was a very difficult for so many, yet the year also created opportunities for many others.

For the Neil Lyon Group, in the first months of the pandemic we experienced both uncertainties, yet we saw the opportunities. Without a clear picture of what the months ahead would reveal, the leadership of Sotheby's International Realty impressively filled the void and provided regular communication, stability and guidance to all 23,000 agents/brokers across the globe. Our Teams and Zoom meetings helped provide perspective, encouragement, tools and strategies to adjust to the new realities which were forced upon our business and the rest of the world.

During the initial months of the lockdown my team refocused and completed a major upgrade of our marketing materials and resources and we rolled out our completely reimagined NeilLyon.com. The new site celebrates the uniqueness and beauty of Santa Fe and is a robust resource for home buyers and seller and those interested in what we proudly call The City Different. It was a project the pandemic allowed us to complete months earlier than expected.

In May and June it became clear what the pandemic was triggering... the ability to work remotely, shifting life priorities, and a desire to live with more space and less urban-related pressures. This confluence of forces caused people to relocate with a passion we had not previously seen. With an insufficient number of available homes for an unexpectedly large number of buyers, we saw multiple offers and prices paid above asking prices as the new norm. This caused buyers to jump into the market with clear intent and ready to make buying decisions, whether they were able to view properties in person, or through FaceTime showings while in San Francisco, Los Angeles, Seattle, Austin, New York or many other large urban areas.

As we close out the year, we know many will need months or years to realize their dream of moving to Santa Fe, so we expect the dynamics of 2020 to continue. As we move into 2021 our team is effectively positioned to meet the challenges and opportunities ahead. How real estate transactions were conducted "pre-pandemic" is in the past and what is needed now and in the future is how we have enthusiastically redesigned our operations.

We are grateful to our many clients and supporters who made 2020 a remarkable year and I am grateful to our team who proved nimble and resourceful, as the times made it necessary.

Wishing all a new year of connection, sound health, freedom and mobility.

2020 Closed Transactions

40 Tierra Grande (S)	\$ 780,000
4 Gwendolyn Court (B)	\$ 850,000
22 Camino Amor, Lot 46 (S)	\$ 182,000
3520/3522 Gaia Way (S)	\$ 1,195,000
16 Paseo del Venado (S)	\$ 1,435,000
11 East Arrowhead Circle (S)	\$ 1,595,000
27 Calle Cascabela (B)	\$ 1,100,000
12 East Arrowhead Circle, Lot 317 (S)	\$ 185,000
984 Paseo del Sur (S)	\$ 695,000
480 San Antonio, Units D & F (B)	\$ 2,472,000
310 Delgado (S/B)	\$ 1,279,000
2016 Senda de Andres (S)	\$ 879,000
1301 Hummingbird Court (S)	\$ 1,295,000
3900 Old Santa Fe Trail (S)	\$ 1,695,000
212 East Cordova Road (S)	\$ 1,325,000
616 East Alameda, Unit F (B)	\$ 1,100,000
74 Lodge Trail (S)	\$ 1,589,000
24 Camino Sabio and Lot 39 (S)	\$ 1,900,000
2006 Zozobra Lane (B)	\$ 715,000
1611 City Lights (S)	\$ 1,060,000
11 Juan de Gabaldon (B)	\$ 2,150,000
18 Vista Hermosa (S)	\$ 2,375,000
332-1/2 Camino Cerrito (B)	\$ 599,900
745 Placita Santa Fe (B)	\$ 1,395,000
25 Blue Bonnet Circle (S)	\$ 1,250,000
114 La Paloma (B)	\$ 575,000

Under Contract

1509 Agua Fria, Unit 5 (B)	\$ 248,000
948 Canyon Road (B)	\$ 925,000
1500 Upper Canyon Road (S/B)	\$ 1,495,000
66 Paseo las Terrazas (B)	\$ 746,990

S = Represented Seller, B = Represented Buyer
Prices are listing prices at the time of sale.

The Neil Lyon Group is a proud supporter of the

SANTA FE COMMUNITY FOUNDATION



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