



Celebrating 27 Years of Superior Properties and Service

As I prepared to draft my 16th Annual End of Year Summary of Santa Fe's real estate market, I thought reviewing my past summaries would be an interesting exercise. What was immediately obvious were the many societal, political and economic changes that have occurred since 2006. Seeing the influence of the various trends over 15 years in a matter of minutes was jarring. It helped provide perspective to the Santa Fe market that's easy to miss when living constantly in the thick of it.

The two most important forces impacting the market over this period were the Great Recession of 2008 and the pandemic. How Santa Fe dealt with both made obvious the resilience of our community -- a quality that has served Santa Fe well since its founding in 1607. You might know that we are the oldest capital city in the US, with the highest elevation of any capital city and the smallest airport! (I rarely miss an opportunity to throw in some local trivia.)

For most who've moved to Santa Fe, living here satisfies a "want", not a "need". Few come for jobs or schools. Rather, most are attracted to our convenient size, the high desert aesthetic and climate, our casual vibe, the diversity of culture and our world-class restaurants & museums. Most importantly, they are drawn to the people who live here. "Homogeneous" isn't a word typically used when describing the people of Santa Fe. Words like "resilient" and "diverse" are, and it is an accurate way to describe most Santa Feans.

My final thought for this year's summary relates to my team's adaptability. During a time of unprecedented change, we have had to find even more creative ways to manage our clients' business. At a time when buyers are in the most competitive situation ever, our responsibilities have expanded to include positioning our buyers to be as attractive as possible to sellers. This ancillary pre-pandemic concept is now the dominant consideration when strategizing how to have our buyers succeed. With regard to our sellers, how we position and introduce their properties to the market has always been critical and a skill we refined years ago. Yet, in a market where half the homes that sell are on the market for only a few days, getting "the launch" right has never been more important.

Succeeding on behalf of our clients requires competence, craftsmanship and consistency. To us, that demands an approach that is both big and small: big in terms of resources and reach; small and very hands-on in terms of our relationships with our buyers and sellers.

At a time when chaos and constant change are the norm, we take great pride in the order and consistency we bring to our clients. While the narrative of the times changes from year to year, our commitment and service to our clients does not. Nothing Compares.

The Neil Lyon Group is a proud supporter of the



NEIL LYON
CRB, CRS, GRI
505.660.8600
neil@neillyon.com
neillyon.com



JAKE LYON
Associate Broker
505.795.5070
jake@neillyon.com
neillyon.com

2021 Closed Transactions

1428 Canada Del Sur (S)	\$1,190,000
3279 Monte Sereno Drive, Lot 44 (B)	\$350,000
25 Dayflower Drive (S)	\$995,000
517 Alarid Street (B)	\$575,000
113 Circle Drive (S)	\$2,255,000
1027 Camino Rancheros (S)	\$950,000
616 C E. Alameda Street (S)	\$1,410,000
3028 Plaza Blanca (B)	\$400,000
60 C North Shining Sun (S)	\$725,000
33 Koshari (B)	\$1,440,000
554 Via Arista (S)	\$949,000
3167 Viale Cetona (B)	\$599,000
12 Parsley Circle, Lot 223 (S)	\$175,000
17 Valencia Loop (S)	\$599,000
33 Parkside Drive (S)	\$1,436,000
141 Pedregal Place (S)	\$1,750,000
38 & 76 Circle Drive Compound (B)	\$3,960,000
1204 N. Summit Drive (S)	\$2,295,000
616 G E. Alameda Street (S)	\$1,225,000
1124 S. Plata Circle (S)	\$700,000
1303 Don Gaspar Avenue (S)	\$2,250,000
1500 Upper Canyon Road (S)	\$1,495,000
4A Ponderosa Ridge, Lot 2 (S)	\$275,000
1126 C Camino Delora (S)	\$1,995,000
2 Lugar de Madison (S)	\$1,150,000
2 Campo Montoso (B)	\$1,397,000
5 Alteza (B)	\$850,000
2063 Cerros Altos, Lot 3 (B)	\$260,000
2232 Wilderness Cove (S)	\$1,595,000
328 Delgado Street (B)	\$995,000
21 Ridgetop Circle (S)	\$2,195,000
25 Windridge Circle (S)	\$3,280,000
66 Paseo Las Terrazas (B)	\$913,680
14 Lucero Road (B)	\$875,000
36 Camino Quien Sabe (S)	\$1,695,000
158 Headquarters Trail (B)	\$2,195,000
805 Garcia Street (S)	\$3,250,000
2 Raintance Court (B)	\$1,100,000

Properties Under Contract

7 Vuelta Sabio, Lot 37 (S)	\$399,000
1248 N. Summit Drive, Lot 52A (B)	\$500,000
3277 Monte Sereno Drive, Lot 43 (B)	\$495,000
1404 Paseo Norteno (B)	\$425,000
9 Paseo del Corazon (B)	\$2,850,000

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