



neillyon.com

## NEIL LYON GROUP

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### 2012 CLOSED TRANSACTIONS

1054 Encantado Drive (B)	\$1,595,000
44 Lamy Downs (S)	\$599,000
1055 Old Santa Fe Trail (S)	\$1,350,000
7 Greywolf (B)	\$1,495,000
114 Thundercloud Road (S)	\$110,000
11 Sonrisa Court (S)	\$570,000
545 Vista de la Ciudad (S)	\$895,000
15 Calle Ventoso East (S)	\$60,000
111 Coronado Lane (SB)	\$449,000
1776 Fort Union Drive (S)	\$509,200
964 Old Santa Fe Trail (S)	\$1,235,000
10 Bluesky Circle (S)	\$1,037,000
1 La Traviata (SB)	\$2,100,000
1433 Old Sunset Trail (S)	\$1,375,000
2558 Atalaya Hill Trail (S)	\$995,000
7 Bluesky Circle (S)	\$899,000
18 Calle Noble (S)	\$2,975,000
7 Tano Point Lane (S)	\$4,800,000
817 Camino del Este (S)	\$859,000
76 Paseo del Coyote (S)	\$595,000
16 San Juan Ranch Road (SB)	\$1,375,000
105 Valencia Road (S)	\$895,000

### UNDER CONTRACT

1023 Sierra del Norte (S)	\$1,295,000
245 Rael Road (B)	\$299,000

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

January 1, 2013

*With the usual excitement and energy that I experience after the greatly-enjoyed holiday season, my team bounds into 2013 with great anticipation and enthusiasm. We had a wonderful and very productive 2012 and we hope you had the same.*

*2012 was an unusual year. A mixed-bag of sorts. Quite a few very positive outcomes occurred. Nationally, we witnessed the end of the 5 year slide of the real estate market. Good news was heard often. Cautiously delivered, but still heard frequently. That was very refreshing and important. Property values not only stop dropping in many markets, but some markets actually saw increases in values. In a few cases, markets saw very significant increases in values. These were normally the markets that were hit the hardest. Interest rates stayed very low. Record low mortgage interest rates benefitted many buyers for much of 2012. The U.S. saw significant improvements in the rate of unemployment, to levels that we hadn't seen for 5 years. Homebuilding saw its first signs of recovery since the market began to slide. Not universal improvements, but it happened in enough markets to signal that the corner on new construction had been turned. And to top it off, the expected slowdown that was anticipated between Thanksgiving through the New Year didn't really happen. The post-election period saw buyers coming to Santa Fe, engaging and being excited by the environment of attractive values and very low interest rates. We ended 2012 pretty strongly.*

*2012 was not without its challenges. In the months leading up to the November election, we saw a significant slowdown in our local market. This was especially true in the higher-end segment of the market. While the market priced under \$1,000,000 saw a 26% increase in sales in 2012, the market over \$1,000,000 experienced a decrease in sales of 12%. That certainly was unexpected. We also continued to see lenders making the buying and selling process unnecessarily difficult. Working through the short-sale process remained far too painful. Buyers seeking loans to finance their purchases experienced the dreaded inefficiencies of the loan process.*

*As is usually the case, the Neil Lyon Group had a truly wonderful year. We sold listings priced as low as \$60,000 to as high as \$4,800,000. I added to my staff to improve our turnaround time on key activities. We engaged professional consultants to improve our tools and services. We sold properties for 21 of our sellers, which was close to a record number of listings sold. We also saw a level of civility between buyers and sellers that we hadn't see for quite a few years. That fact alone contributed immensely to 2012 being a really wonderful year.*

*And the sprinkling on the cake...Vanessa Rios y Valles celebrated her 8th anniversary with my team. She is such a valuable asset to all with whom we interact.*

*Here is to wishing everyone a great 2013 and thanking our clients in advance for making 2013 another great year.*