



NEIL LYON GROUP



Neil D. Lyon, CRB, CRS, GRI

505.954.5505 • 505.660.8600 cell • neil@neillyon.com

Vanessa Rios y Valles

505.954.5522 • 505.231.3708 cell • vanessa@neillyon.com

Michaelene Sargent

505.954.5514 • 505.660.3850 cell • michaelene@neillyon.com

NeilLyon.com

NEIL LYON GROUP 2014 CLOSED TRANSACTIONS

137 Calle Ventoso West (B)	\$1,395,000
791 Paseo del Florencio (S)	\$899,000
431 & 435 Arroyo Tenorio (B)	\$2,325,000
23 Rising Moon (S)	\$795,000
960 Old Santa Fe Trail (SB)	\$1,600,000
310 Delgado Street (B)	\$1,150,000
2101 Foothills Road (S)	\$1,495,000
21 Ridgetop Circle (B)	\$1,550,000
821 Camino Vistas Encantada (S)	\$660,000
Spirit Rock Ranch (B)	\$1,170,000
49 Calle San Martin (B)	\$1,395,000
616 East Alameda, Unit C (B)	\$1,337,000
46 Hollyhock Circle (S)	\$997,000
127 Duran Street (B)	\$455,000
144 Gonzales Road, Unit 5 (S)	\$550,000
14 Vista La Esperanza (B)	\$698,000
74 Lodge Trail (S)	\$1,545,000
10 Sonrisa Court (S)	\$699,000
144 Gonzales Road, Unit 7 (B)	\$540,000
35 Koshari (S)	\$859,000

UNDER CONTRACT

19 Entrada Descanso, Lot 878 (S)	\$55,000
----------------------------------	----------

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

January 2015

2014 was an "interesting" year. As I write this letter in early December the Dow Jones Industrial Average is cautiously marching towards 18,000. Interest rates are low... in the 3.25% to 4.25% range, dependent upon the particular terms of a loan. Our biggest feeder markets are experiencing very strong economies. Home prices are at or near their post-recession lows. The number of properties on the market is more than sufficient for buyers to have plenty of great choices.

We were set up for a very strong year of recovery. After the first quarter we were off to a blazing start. Then a (not so) funny thing happened. Our recovery lost steam and we experienced three quarters of restrained activity, which will cause the market to end the year very similarly to 2013. In the \$2,000,000+ market, Santa Fe will see about the same number of closed sales as we experienced in 2013. Approximately 1 each month. In the \$1,000,000 – \$2,000,000 category, Santa Fe will experience approximately one more sale every two months. In the \$500,000 to \$1,000,000 category, the market will end up generating about 3 more sales each month as compared to 2013.

The very positive news is that Santa Fe is again poised for a very strong year. The key factors are in place and we saw spurts of increased activity late in 2014. We think this bodes very well for 2015.

2014 was a very good year for the Neil Lyon Group. Our sales activity was about as we expected. And our expectations are always high. We made some significant refinements in our marketing approach and we blazed some new territory in how we advertise and promote our listed properties, and in the services that we provide to our buyers.

We had a significant milestone in 2014, with Vanessa Rios y Valles celebrating her 10th year with my Team. Vanessa continues to provide incredible value and service to our clients and customers, evidenced by the always-predictable praise she earns from those with whom we work. Michaelene Sargent, approaching 2 years on my Team, continues to provide very intelligent and competent brokerage services to our many buyers and sellers. And with Lauren Robertson providing primarily web-based marketing and advertising support for our listed properties, the capacity of the Neil Lyon Group reached a new level in 2014.

As we wrap up 2014 and put a bow on the year, I have very similar feelings to those I had last year at this time. And in other past years at this time, for that matter. I am very grateful to the members of the Neil Lyon Group. I am proud to be a part of Sotheby's International Realty (having just celebrated 30 years with the company), and I am extremely thankful to our many clients and customers who call upon us, in many cases time after time, to provide them with our expert services as they buy and sell in Santa Fe. It is truly an honor. And as we celebrate the many successes of 2014, we are very mindful of the important work that still needs to be completed on behalf of our many clients, as they look to sell their Santa Fe properties or to purchase in Santa Fe, and become a part of our great community.

Wishing everyone a 2015 full of good health, good fortune and ample time to do all that makes us happy, satisfied and help improve our communities.