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INTERNATIONAL REALTY

NEIL LYON GROUP

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NEIL LYON GROUP 2015 CLOSED TRANSACTIONS

540 East Alameda, Unit D (S)	$1,595,000
30 Paseo del Antilope (S)	$650,000
338 Calle Estado (B)	$499,000
1204 Calle de Agua (B)	$2,800,000
Lots 95 & 98, Sierra del Norte (B)	$400,000
8 Plaza del Centro (B)	$1,495,000
40 Greywolf (S)	$2,595,000
899 Camino del Este (B)	$840,000
1909 Meadow Court (B)	$525,000
115 East Sunrise (S)	$795,000
2334 Wilderness Way (B)	$1,195,000
16 Falling Star Circle (S)	$1,095,000
84 County Road 74 (B)	$975,000
4 Calle Cimmaron (B)	$944,000
320 Kearney Street, #2 (S)	$1,250,000
1057 Sierra del Norte (S)	$1,245,000
Spirit Rock Ranch (S)	$795,00
675 Garcia Street (B)	$1,420,000
233 Delgado Street, Unit B (B)	$945,000
6 Morning Glory (S)	$695,000
Triple 7 Ranch (B)	$4,750,000
44 Paseo del Coyote (S)	$845,000
201-C Williams Street (S)	$624,000
908 Lorenzo Street (S)	$344,500

UNDER CONTRACT

718 West Manhattan (SB)	$549,000
4 Camino Sabio (S)	$1,835,000

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

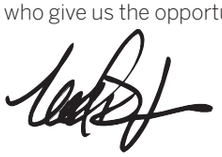
January 1, 2016

2015 was a very productive year for the Neil Lyon Group. We participated in 26 closed transactions and we generated six referral transactions. Our productivity increased by 37% as compared to 2014. This success was made possible by our sellers who carefully considered the detailed market information that we provided to them, who then effectively prepared their homes and strategically priced them to be very attractive to potential buyers. In some cases sellers opted to make bold price adjustments in order to gain the competitive edge their homes were initially missing. This success was also made possible by our many buyers who came to the market well prepared and serious-minded. Some of these buyers hailed from California, Arizona, Washington, Oklahoma, Texas, Wisconsin, Virginia and Great Britain. Some we had worked with as many as seven times in the past and others were referred to us by past clients or other brokers from around the country. We sold properties that were available for less than a week and others that had been on the market for several years. Some transactions involved buyers who were turned down for financing, who we then connected with a more creative lender and made it work. We sold primary residences, vacation homes, and investment properties. Some were acquiring homes to be occupied immediately, while others bought now with plans to move to Santa Fe in the future. Some purchased because of a new job, some to get closer to their children, and others to be closer to their horses. Some of our sellers sold because they couldn't get to Santa Fe often enough, or they wanted to move closer to their children and grandchildren, or some were executing a move into assisted living communities in distant locations.

As you can see, in a year when we were involved in over 30 transactions (which is typical for us), each transaction addressed a very unique and personal set of circumstances. We assisted people and families coming and going. And coming back. And going again. Most of these transactions involved many of the usual steps, but each transaction was also about addressing a need that was very specific to that person, couple or family. And almost every transaction we were involved in had surprising and unexpected twists and turns, some representing minor speed bumps and others representing major obstacles. But in cooperation with other brokers, lenders, appraisers, inspectors, contractors, title companies and the many other involved parties, we got the job done.

Finally, I want to acknowledge the members of the Neil Lyon Group. Starting with the consummate professional Vanessa Rios y Valles. Vanessa has served our clients for over 11 years and continues to provide impeccable service and expertise every hour of every day. Michaelene Sargent continues to play a pivotal role with our many sellers and buyers, always demonstrating unusual care and rock-solid expertise. And lastly, Lauren Robertson provides valuable, accurate and totally reliable marketing and website support to our many sellers and the Team. My team is comprised of three unusually talented and dedicated professionals. Everyone who comes in contact with the Neil Lyon Group benefits from their talents. I want to publicly thank them for their always-excellent work.

I want to wish every reader a new year of good health and success in their endeavors. And a very sincere thanks to our many sellers and buyers who give us the opportunity to serve them. We are very grateful to each of you.



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