

Offering Superior Properties and Service

2019 CLOSED TRANSACTIONS

1204 North Summit Drive (S)	\$1,995,000
2 Cerro Gordo (L/S)	\$4,900,000
127 Sereno Drive (S)	\$520,000
15 Montecito (L/S)	\$949,000
123 Lorenzo (S)	\$765,000
946 Cerro de la Paz (L)	\$995,000
24 Campo Rancheros, Lot 72 (L)	\$390,000
76 Chisholm Trail, Lot 32 (L)	\$149,000
233A Delgado Street (L)	\$649,000
2159 Candelerio Street (L)	\$354,000
524 Camino del Monte Sol (L)	\$2,400,000
9 Village Lane (L/S)	\$1,495,000
604 Avenida Villahermosa (S)	\$344,000
14 Vista la Esperanza (L)	\$759,000
1149 East Alameda Street (L)	\$1,495,000
233B Delgado Street (L)	\$1,095,000
407 Camino del Monte Sol (L)	\$1,150,000
49 Heartstone (L)	\$1,195,000
729 East Palace Avenue (S)	\$1,295,000
7 Camino Maravilla (S)	\$998,787
6A El Nido Lane (L)	\$1,350,000
414 Camino Delora (L)	\$1,500,000
1004 Monte Serena (L)	\$1,750,000
1380 Tesuque Creek (S)	\$1,495,000
608 Los Altos Norte (L)	\$1,450,000

UNDER CONTRACT

40 Tierra Grande (L)	\$780,000
22 Camino Amor, Lot 46 (L)	\$182,000

L = Listing Broker (Seller), S = Selling Broker (Buyer)
Prices are listing prices at the time of sale.

Every year I look forward to the holiday season — not only to the festivities and celebrations — but to finally getting a clear picture on how our year will end up for our clients and for the team.

As I reflect on 2019, I would rate our year a solid 9.5. I am not sure what would make any year a perfect 10, but the satisfaction generated by this past year feels close to it.

2019 was a year of focus and refinement. We spent considerable resources refining and evolving our already strong marketing machine. Fulfilling a goal that I have had for several years, we hired our first-ever Marketing and Design Director, who provides us with skills and resources that are pushing our marketing capacity and effectiveness to completely new levels.

In response to the growing complexities of transactions, we focused on honing and polishing our transaction management capabilities. With a typical buyer's offer now consisting of 50 to 60 pages of documentation, the number of details and deadlines is unprecedented. Imagine being a property seller who receives a 60-page offer and you have 24 hours to respond. This now common occurrence requires an even higher level of knowledge and broker engagement to support both sellers and buyers through the complex process. We have worked tirelessly to make the transaction management process as clear, accurate and efficient as possible.

We are energized by the evolution of our business and the new challenges created. It drives us to push the capacities of the Neil Lyon Group to new levels, as quickly as possible.

With the 2019 overall Santa Fe residential market very similar to 2018, both in terms of production (expected to be up by 3%) and unit sales (expected to be down by 4%), my group's production was up 25% over 2018. We are extremely happy to be able to buck the market trend to the benefit of our clients. It is a source of great pride for us.

While we might have earned the right to sit back, relax, and enjoy the successes of the past year, we are now working on the many initiatives that we will roll out in this new year to make us more effective and work to benefit each of our buyers and sellers.

I want to thank the extremely skilled and dedicated members of the Neil Lyon Group who make what I personally do a lot more exciting and satisfying. They push and challenge me daily, to the benefit of all with whom we work. I also want to thank our many clients who give us opportunity and their trust. It is very inspiring to work with such an incredible group of individuals, who provide us with motivation and support every day of the year.

I wish all a new year of peace, good health and success.




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The Neil Lyon Group is a proud supporter of the



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