

January 2007

What did it take to have another record-breaking year in 2006?

It took buyers and sellers whose trust could be earned. It took a support staff that always did what was best for our buyers and sellers. Competent and reliable bankers and lenders, inspectors, appraisers, insurance brokers and title/escrow professionals all contributed in critical ways. It required the cooperation and prowess of some of my biggest competitors: other real estate brokers, who worked tirelessly to make sure each party in each transaction got proper representation and a desired outcome. It took the unwavering support of Sotheby's International Realty to provide my team and me with the tools and infrastructure we needed to deliver effective marketing and advertising exposure that was contributory to our success. It required the unconditional support of my family, who accepted the unending telephone calls and emails that infiltrated our time together, whether it was during evenings, weekends or vacations.

In a year that was filled with much uncertainty and universal disagreement as to whether the Santa Fe real estate market was a "buyer's market" or a "seller's market", with the superlative support of Vanessa Rios y Valles and Matt Desmond, we completed a transaction a week and generated well over \$60,000,000 in closed transaction volume.

To say that I am grateful to everyone who contributed to our success in 2006 is the understatement of the year. My sincerest thanks to all who were involved.

Sincerely,



Neil Lyon



Neil Lyon's 2006 Sales

2208 Fort Union Drive (B)	\$465,000
17 Stormview Lane (S)	\$2,395,000
601 San Mateo Road #16 (B)	\$214,900
24 Primrose Circle (S)	\$1,150,000
21 Painted Horse, Lot 625 (S)	\$235,000
4 Chippewa Circle (SB)	\$1,395,000
34 Sangre de Cristo (SB)	\$1,077,000
143 Graythorn Drive, Lot 113 (S)	\$135,000
905 Calle Vistoso (B)	\$705,000
114 Thundercloud Road, Lot 560 (B)	\$180,000
16 Arriba Circle, Lot 204 (S)	\$170,000
171 Calle Ventoso W, Lot 904 (S)	\$264,900
50 W. Saddleback Mesa (B)	\$220,000
29 Dayflower Drive, Lot 153 (S)	\$190,000
1103 West Alameda (S)	\$294,000
301 Chula Vista (B)	\$649,000
1122 East Alameda (S)	\$1,495,000
21 Clove Circle, Lot 103 (S)	\$150,000
Tract 5, Pecos Area (B)	\$200,000
6 Puma Circle (SB)	\$1,400,000
15 Chestnut Circle (SB)	\$12,250,000
70 Amberwood Loop, Lot 359 (SB)	\$259,000
84 Circle Drive Compound (SB)	\$1,775,000
19 Picacho Peak, Lot 637 (B)	\$329,000
22 Lodge Trail (SB)	\$1,350,000
600 Camino Rancheros (S)	\$1,350,000
516 Camino Rancheros (S)	\$1,850,000
479 Camino de las Animas (B)	\$2,950,000
1123 East Alameda (B)	\$1,299,000
707 East Palace #8 (B)	\$775,000
50 Paseo Aragon (S)	\$1,350,000
568 Garcia Street (S)	\$1,450,000
3 Daisy Circle (S)	\$1,450,000
19 Painted Horse, Lot 626 (SB)	\$185,000
6 Juan de Gabaldon Trail (B)	\$395,000
954 Cerro de la Paz (S)	\$3,950,000
19 Entrada Hermosa, Lot 847 (S)	\$200,000
Lot 179 Monte Sereno (B)	\$479,900
117B Rodriguez Street (S)	\$725,000
538 Garcia Street (B)	\$699,000
905 Allahna Way (B)	\$955,000

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

NEIL D. LYON CRB, CRS, GRI
Matt Desmond, Associate Broker
Vanessa Rios y Valles, Marketing/Operations

NeilLyon.com

Santa Fe's 2001 REALTOR OF THE YEAR