



NEIL LYON GROUP



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NEIL LYON GROUP 2013 CLOSED TRANSACTIONS

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|---------------------------------|-------------|
| 263 El Duane Court (S) | \$625,000 |
| 245 Rael Road (B) | \$299,000 |
| 708 Calle del Resplendor (S) | \$765,000 |
| 704 Camino Ocaso del Sol (S) | \$1,995,000 |
| 1340 Vista Morada (S) | \$769,000 |
| 1549 Wilderness Gate Road (SB) | \$665,000 |
| 984 Paseo del Sur (B) | \$610,000 |
| 1 South Stargazer (S) | \$550,000 |
| 721 Calle Picacho (B) | \$1,695,000 |
| 705 Camino Ocaso del Sol (SB) | \$2,800,000 |
| 211 Rosario Blvd #4 (S) | \$350,000 |
| 3161 Vista Sandia (S) | \$705,000 |
| 118 East Sunrise (S) | \$829,000 |
| 1010 Monte Serena (S) | \$1,115,000 |
| 34 Primrose Circle (S) | \$1,450,000 |
| 2 Light Air, Lot 43 (S) | \$100,000 |
| 4 Light Air, Lot 44 (S) | \$110,000 |
| 1117-1123 Canyon Road (S) | \$1,400,000 |
| 49 Heartstone Drive (SB) | \$1,395,000 |
| 1303 Hummingbird Court (S) | \$1,295,000 |
| 616 Los Altos Norte (S) | \$1,095,000 |
| 11 Parsley Circle, Lot 222 (SB) | \$99,000 |

UNDER CONTRACT

| | |
|-----------------------------|-------------|
| 1847 Sun Mountain Drive (S) | \$699,000 |
| 137 Calle Ventoso West (B) | \$1,395,000 |

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

January 1, 2014

A year of rebuilding. That was the predominate theme of 2013. It was the most "normal" year our market has experienced since 2007. Unlike many of the real estate markets around the US that had spectacular recoveries, Santa Fe quietly and pretty steadily gained footing as the year progressed. We didn't experience the dramatic appreciation that quite a few other markets did, but we saw the multi-year decline in local values cease and we saw stabilization and same value increases.

We also saw another very important sign of strength. Many very appealing properties were brought to the market, with accurate and thoughtful asking prices, and many of them went under contract within a matter of weeks. And in quite a few cases, even in days. We witnessed multiple offers and we saw properties selling above their asking prices. Results only seen when a market has some fundamentally solid underlying strength. Strength we hadn't seen in quite a few years. Buyers always seemed to be present and ready to jump when a well-priced and compelling property hit the market.

The 16 day Federal government shutdown hit us hard. Not only in Santa Fe, but it significantly hampered many markets across the country. We then saw our local market regain traction and end the year with an impressive number of sales in the \$1,000,000+ market segment. The segment of the market that had previously been struggling.

Within the Neil Lyon Group, we continued to evolve and grow our business. We had the good fortune to have Michaelene Sargent join our team in June. Bringing with her a long history in Santa Fe and many years of highly relevant experience while working with a top local title company, Mikey added to our capacity immediately. We also developed a new and very comprehensive tool to assist buyers who are coming to Santa Fe from outside of the area. This Buyers Guide has proven to provide valuable guidance to those unfamiliar with much of what is unique to our small city. A city that is appropriately called the City Different. We also embarked on a project to video our listed homes, adding this valuable tool to the many websites we use to expose our listed property around the globe. This is a project that will take another 4-6 months to complete, but the response to the videos we have had produced thus far has been very gratifying.

We are grateful for completing a year that was again very productive. Selling properties priced between \$2,800,000 and down to \$99,000, we took unusual pride in getting it done for each and every one of our clients, both sellers and buyers. We sold some properties in a matter of days and others took more years than we like to admit. In the extremes, we were thrilled in all cases.

As we jump into 2014, we are thankful to the many clients who have contributed to our recent successes, yet we remain excited for the business yet to be completed for our clients who are relying upon us in the months ahead.