

Absorption Rates - \$1 Million and above Price Range

Santa Fe, NM City and County Residential properties - improved

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| "As Of" Date | # Homes Listed For Sale | # Sold Last 12 Months | Avg # Homes Sold per Month | Absorption Rate In # Months |
|-----------------|-------------------------|-----------------------|----------------------------|-----------------------------|
| 12.31.04 | 228 | 107 | 8.92 | 25.57 |
| 13.31.05 | 269 | 146 | 12.17 | 22.11 |
| 12.31.06 | 292 | 172 | 14.33 | 20.37 |
| 12.31.07 | 322 | 162 | 13.50 | 23.85 |
| 12.31.08 | 342 | 124 | 10.33 | 33.10 |
| 12.31.09 | 285 | 73 | 6.08 | 46.85 |
| 12.31.10 | 260 | 71 | 5.92 | 43.94 |
| 12.31.11 | 239 | 88 | 7.33 | 32.61 |
| 12.31.12 | 218 | 88 | 7.33 | 29.74 |
| 12.31.13 | 227 | 97 | 8.08 | 28.09 |
| 12.31.14 | 208 | 104 | 8.67 | 24 |
| 12.31.15 | 238 | 113 | 9.42 | 25.27 |
| 12.31.16 | 243 | 133 | 11.08 | 21.93 |
| 1.31.17 | 224 | 131 | 10.92 | 20.51 |
| 2.28.17 | 213 | 127 | 10.58 | 20.13 |
| 3.31.17 | 201 | 129 | 10.75 | 18.7 |
| 4.30.17 | 236 | 137 | 11.42 | 20.67 |
| 5.31.17 | 252 | 138 | 11.5 | 21.91 |
| 6.30.17 | 276 | 140 | 11.67 | 23.65 |
| 7.31.17 | 276 | 139 | 11.58 | 23.83 |
| 8.31.17 | 281 | 144 | 12 | 23.42 |
| 9.30.17 | 273 | 154 | 12.83 | 21.28 |
| 10.31.17 | 252 | 150 | 12.5 | 20.16 |
| 11.30.17 | 231 | 158 | 13.17 | 17.54 |
| 12.31.17 | 200 | 158 | 13.17 | 15.19 |
| 1.31.18 | 168 | 161 | 13.42 | 12.52 |
| 2.28.18 | 176 | 170 | 14.17 | 12.42 |
| 3.31.18 | 183 | 170 | 14.17 | 12.91 |
| 4.30.18 | 193 | 166 | 13.83 | 13.96 |
| 5.31.18 | 212 | 164 | 13.67 | 15.51 |
| 6.30.18 | 228 | 175 | 14.58 | 15.64 |
| 7.31.18 | 235 | 180 | 15 | 15.67 |
| 8.31.18 | 243 | 187 | 15.58 | 15.59 |
| 9.30.18 | 229 | 185 | 15.42 | 14.85 |
| 10.31.18 | 230 | 195 | 16.25 | 14.15 |
| 11.30.18 | 210 | 197 | 16.42 | 12.79 |
| 12.31.18 | 186 | 198 | 16.5 | 11.27 |
| 1.31.19 | 180 | 198 | 16.5 | 10.91 |
| 2.28.19 | 168 | 193 | 16.08 | 10.44 |
| 3.31.19 | 170 | 187 | 15.58 | 10.91 |
| 4.30.19 | 172 | 189 | 15.75 | 10.92 |
| 5.31.19 | 196 | 192 | 16 | 12.25 |