

2015 Second Quarter KELLER WILLIAMS REALTY ANGEL FIRE

KW MARKETreport is published quarterly to provide current market conditions, statistics and information about the real estate market in Angel Fire, New Mexico.

Current MARKETreport

These statistics provide a snapshot of the current Angel Fire market by comparing the number of properties on the market during the second quarter of 2015 to the number in the previous quarter. The totals are further broken down by price.

HOMES	2015/Qtr 1	2015/Qtr 2	% change
Homes Listed	155	227	46%
High	\$1,995,000	\$1,995,000	0%
Low	\$117,000	\$79,500	-32%
Average	\$489,000	\$489,000	0%
Median	\$389,000	\$390,000	0%
Total Market	\$75,800,000	\$111,000,000	46%
Homes Average DOM	515	408	-21%
Homes Listed Under \$300K	38	67	76%
Homes Listed \$300K-\$400K	46	59	28%
Homes Listed \$400K-\$500K	27	37	37%
Homes Listed \$500K-\$600K	11	12	9%
Homes Listed \$600K-\$700K	6	15	150%
Homes Sold \$700K-\$1M	18	25	39%
Homes Sold \$1M-up	9	12	33%

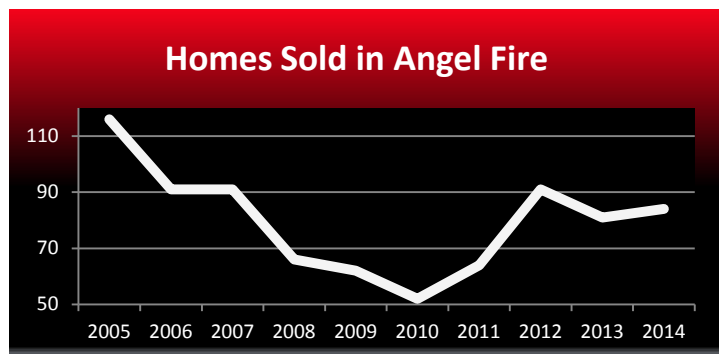
Home inventories are down from 2014

So What? Last year at this time there were 245 homes listed for sale. The inventory is lower than last year, but still higher than the 5 year average of 205 homes on the market. 55% of the inventory is under \$400,000 with 70% of total home sales occurring in that price category.

CONDOS	2015/Qtr 1	2015/Qtr 2	% change
Condos Listed	101	103	2%
High	\$299,500	\$339,000	13%
Low	\$36,000	\$36,000	0%
Average	\$119,000	\$126,000	6%
Median	\$115,000	\$120,000	4%
Total Market	\$12,013,000	\$13,000,000	8%
Condos Average DOM	418	405	-3%
Condos Listed Under \$70K	12	13	8%
Condos Listed \$70K-\$90K	13	15	15%
Condos Listed \$90K-\$120K	29	26	-10%
Condos Listed \$120K-\$150K	32	27	-16%
Condos Listed \$150K-\$180K	8	7	-13%
Condos Listed \$180K-up	7	10	43%

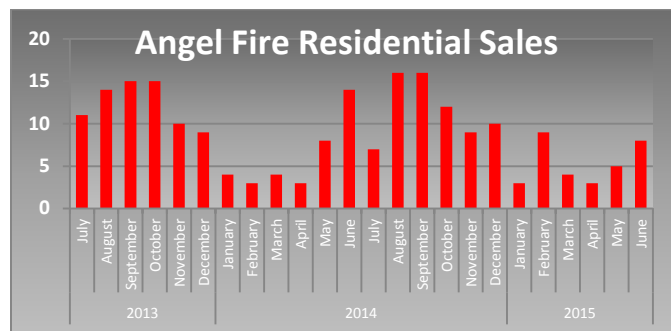
Condo inventories 15% lower than same date in 2014

So What? Condo Inventories are back to the 5 year average of approximately 100 condos on the market.



Sold MARKETreport

The following statistics provide a market summary of the second quarter of 2015 vs. the previous quarter. The graph shows the seasonal nature of residential sales in Angel Fire.



HOMES	2015/Qtr 1	2015/Qtr 2	% change
Homes Sold	11	16	45%
Sold Under \$300K	5	6	20%
Sold \$300K-\$400K	2	5	150%
Sold \$400K-\$500K	1	5	400%
Sold \$500K-\$600K	1	0	-100%
Sold \$600K-\$700K	1	0	-100%
Sold \$700K-\$1M	1	0	-100%
Sold \$1M-up	0	0	0%
Avg Days on Market	280	425	52%
Low Sales Price	\$126,000	\$98,500	-22%
Median Sales Price	\$361,000	\$318,000	-12%
High Sales Price	\$785,000	\$469,500	-40%
Total Volume	\$3,968,000	\$5,082,000	28%

Home sales up 35%

So What? The previous chart shows the second quarter of 2015 vs. the previous quarter. In comparing homes sales in the first two quarters of 2014 vs. the first two quarters of 2015 there were 35% more homes sold this year. Home sales were up 4% in 2014 vs. 2013. If this trend continues the home sales market will be much improved. There is still more inventory than buyers and it will remain a "Buyers' Market" until supply and demand finish balancing out.

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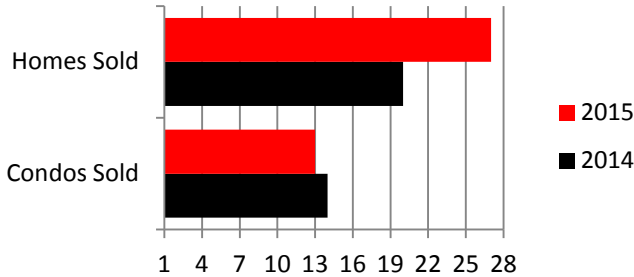
Angel Fire: 1,930 MLS Listings

Type any Area, Address, ZIP, School, etc...

Price - Beds -
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The following chart tracks 2015 sales vs. 2014 sales

Qtr 1&2- 2015 Sales vs. Qtr 1&2- 2014 Sales



Condo sales remain on pace with 2014 sales

So What? Condo sales were up 28% last year, so to keep pace is a good thing. Buyers continue to find condos a good option when considering a place in the mountains.

CONDOS	2015/Qtr 1	2015/Qtr 2	% change
Condos Sold	6	6	0%
Sold Under \$70K	1	1	0%
Sold \$70K-\$90K	0	2	0%
Sold \$90K-\$120K	1	0	-100%
Sold \$120K-\$150K	2	1	-50%
Sold \$150K-\$180K	0	2	0%
Sold \$180K-up	2	0	-100%
Avg Days on Market	273	232	-15%
Low Sales Price	\$58,000	47,000	-19%
Median Sales Price	\$124,000	108,500	-13%
High Sales Price	\$207,500	190,000	-8%
Total Volume	\$810,000	682,000	-16%

Land Sales slightly lower in units and volume

So What? Year to date there have been 14 lots sales with a volume of \$336,200 and a median price of \$20,200. In the first two quarters last year 19 lots sold with a volume of \$447,900 and a median price of \$22,900. Land is still a good buy in Angel Fire. Our median list price dropped under \$21,000; well below other resort areas. There is a good choice of lots matching criteria buyers are looking for in a homesite. New home starts are up slightly from this time in 2014. Public Improvement District (PID) properties are gaining attention with new and appealing locations. A number of these lots are offered below market value. Don't avoid looking at a PID lot just because they include assessments - think of your purchase price as your downpayment and the annual assessments as your loan payments. You can find great properties and great values.



Angel Fire Activity

Angel Fire Resort Membership is one of the most phenomenal values in North America. For under \$230 per month, your family can ski, golf, fish, hike, play tennis, mountain bike and much more. This outstanding resort membership is a huge value to owners in Angel Fire. Angel Fire has many activities planned in addition to the amenities mentioned above. June was exploding with activities. The first weekend saw the Annual Association of Angel Fire Property Owners meeting and a myriad of activities for members. Balloons over Angel Fire Festival returned in June with great success. June was also host to the Rough Riders 200 road bike race and the Chili Challenge Mountain Bike race. July will start off with the Angel Fire Adventure Marathon and will include the ArtsFest and Garden Tour. August activities will include the 32nd season of Music from Angel Fire, The Ragnar Trail Relays, and the Parade of Homes. This summer will also be busy with golf and tennis tournaments, clinics and Friday scrambles, leagues and special events. These activities make Angel Fire a fantastic place to live and play. Come and experience Angel Fire, we will be waiting for you.



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