



# THE GROVER REPORT

Looking back, last year doesn't seem so bad. I usually enjoy reading my analysis from the prior year as I review the current year. This year is a little different. With over 2700 homes on the market and selling an average of 148 a month in 2008, the Santa Fe area has an 18+ month supply of homes for sale. This can be daunting to many sellers who are short on equity and really don't have room to negotiate with today's buyer. No wonder homeowners are turning into landlords in attempt to stay out of foreclosure. So what do you do if you are one of those who really need to sell? First of all do everything you can to make you're home attractive: paint, clean, stage both inside and out. Second, make sure your home is priced right for today's market. Overpriced homes will not attract a buyer no matter how beautiful and wonderful your home is. Third, hire an expert. Let your Realtor handle the marketing and negotiations. We're trained for the job. Put my 15 years of experience to work for you today.

## RESIDENTIAL SALES BY SANTA FE ASSOCIATION OF REALTORS CITY, COUNTY AND ALL AREAS COMBINED

	JANUARY – SEPTEMBER 2007	DIFFERENCE	JANUARY – SEPTEMBER 2008
CITY SALES	739	-25.3%	589
AVERAGE PRICE	\$518,751	-6.1%	\$487,000
COUNTY SALES	676	-29.7%	475
AVERAGE PRICE	\$479,218	+18.7%	\$569,051
ALL AREAS	1737	-22.9%	1339
AVERAGE PRICE	\$470,198	-0.3%	\$468,535

## RESIDENTIAL CITY SALES BY PRICE RANGE

	JANUARY – SEPTEMBER 2007	DIFFERENCE	JANUARY – SEPTEMBER 2008
\$1-250,000	140	+9.0%	154
\$250,001 - \$500,000	340	-26.1%	251
\$500,001 - \$750,000	140	-25.0%	105
\$750,001 Plus	119	-33.6%	79

## RESIDENTIAL COUNTY SALES BY PRICE RANGE

	JANUARY – SEPTEMBER 2007	DIFFERENCE	JANUARY – SEPTEMBER 2008
\$1-250,000	116	-6.0%	109
\$250,001 - \$500,000	330	-37.5%	206
\$500,001 - \$750,000	142	-50.7%	70
\$750,001 Plus	88	+2.2%	90

- *This representation is made in whole or part from data supplied by The Santa Fe Association of Realtors. Neither Coldwell Banker Trails West Realty nor the Association guarantees or is responsible for its accuracy.*

**What does Certified Residential Specialist mean?** The Certified Residential Specialist (CRS) is a REALTOR® who has earned certification from the Council of Residential Specialists by completing a rigorous course of advanced training and by meeting significant experience requirements. These strict requirements are your assurance that your Certified Residential Specialist is able to apply his or her education in the real world, giving you the knowledgeable, skilled service you expect. This designation is awarded by the NATIONAL ASSOCIATION OF REALTORS®.

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