



2016
MARKET REPORT

Christopher John Harris
Commander, United States Navy Retired



“I believe that a comprehensive understanding of market data and market statistics is the critical key to successfully conducting real estate transactions and is a foundational pillar for how I represent my clients”

W. J. L.
CASA COGNOSCENTI



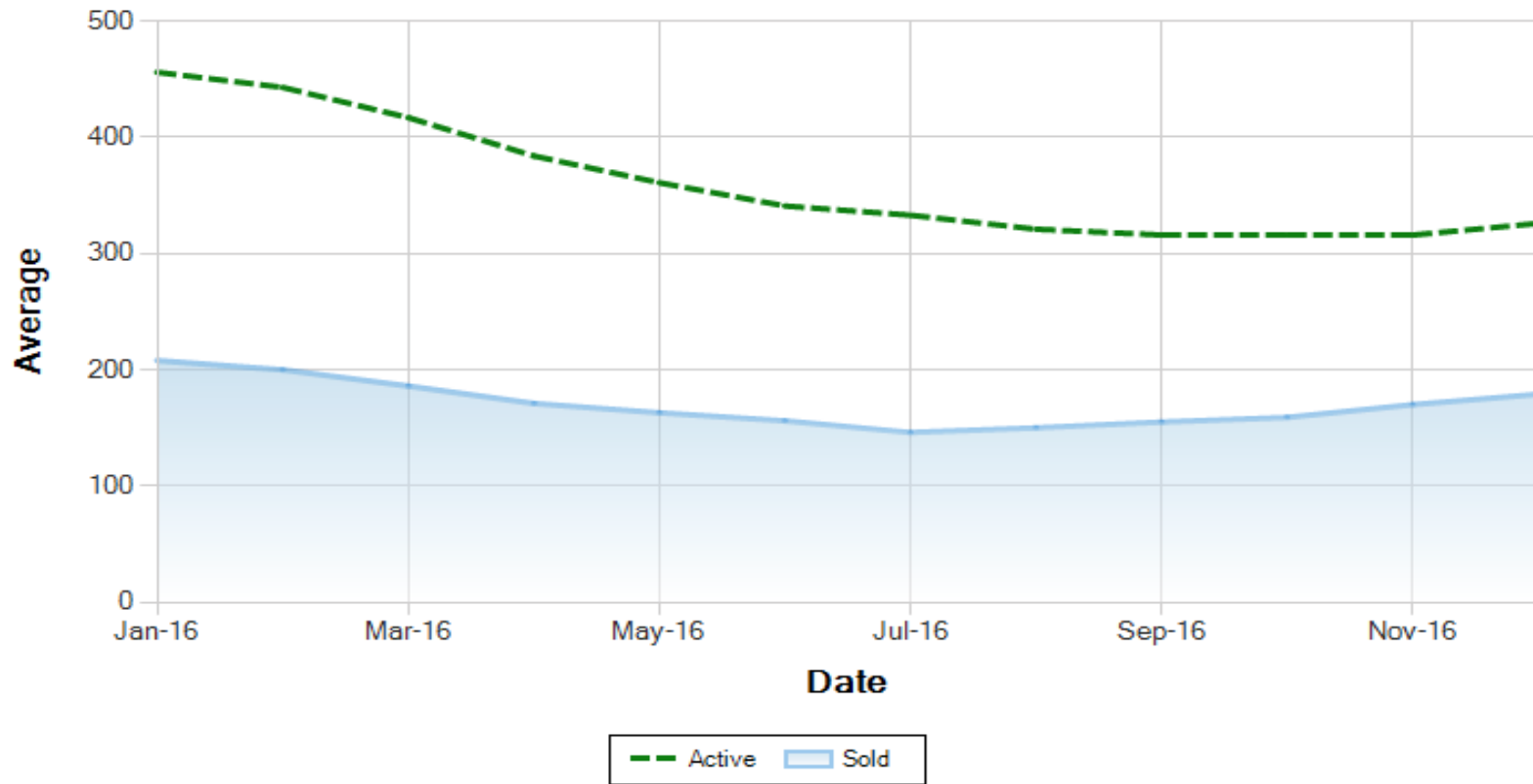


THE 2016 SANTA FE MARKET

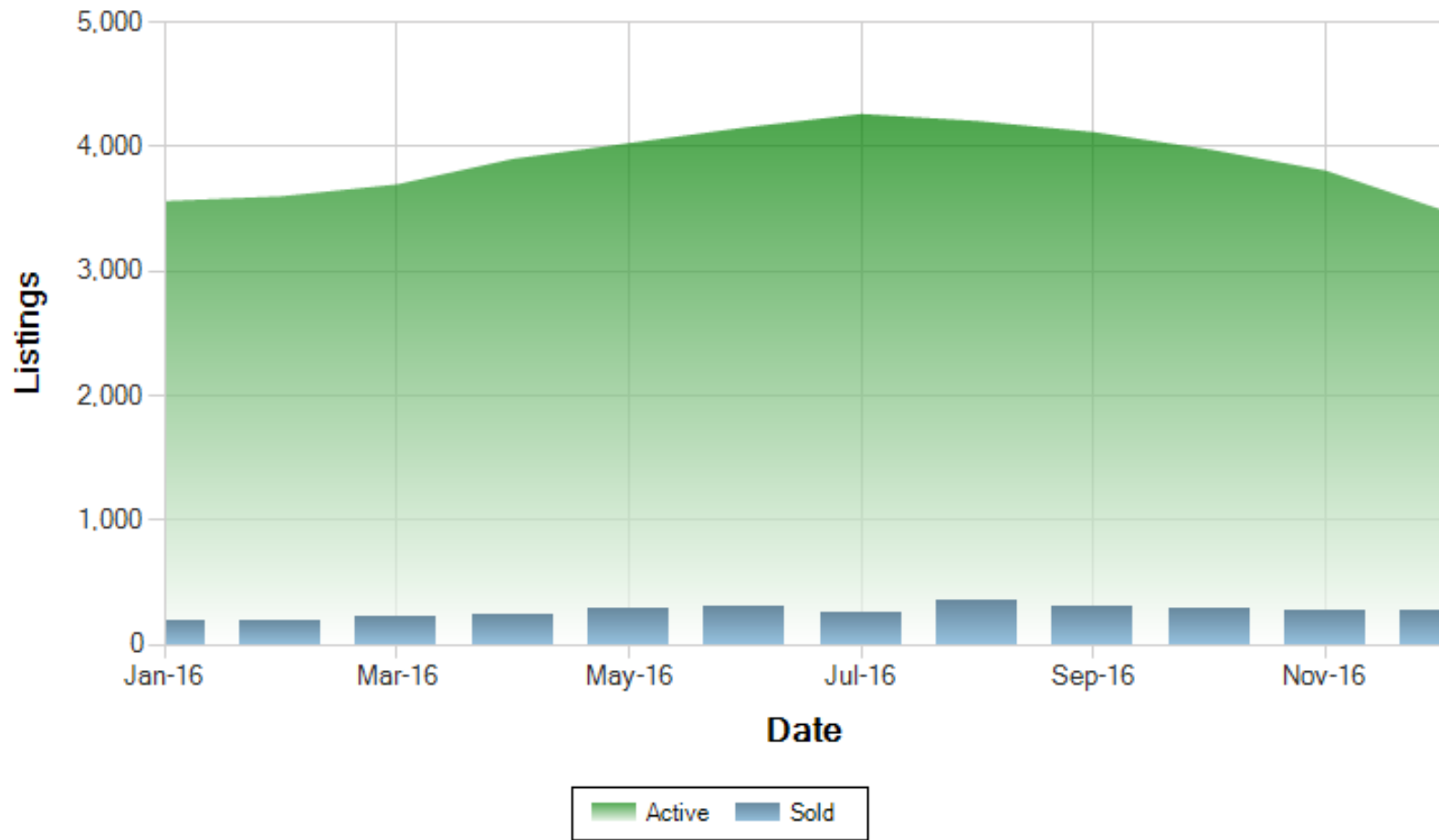
TOTAL VOLUME SOLD



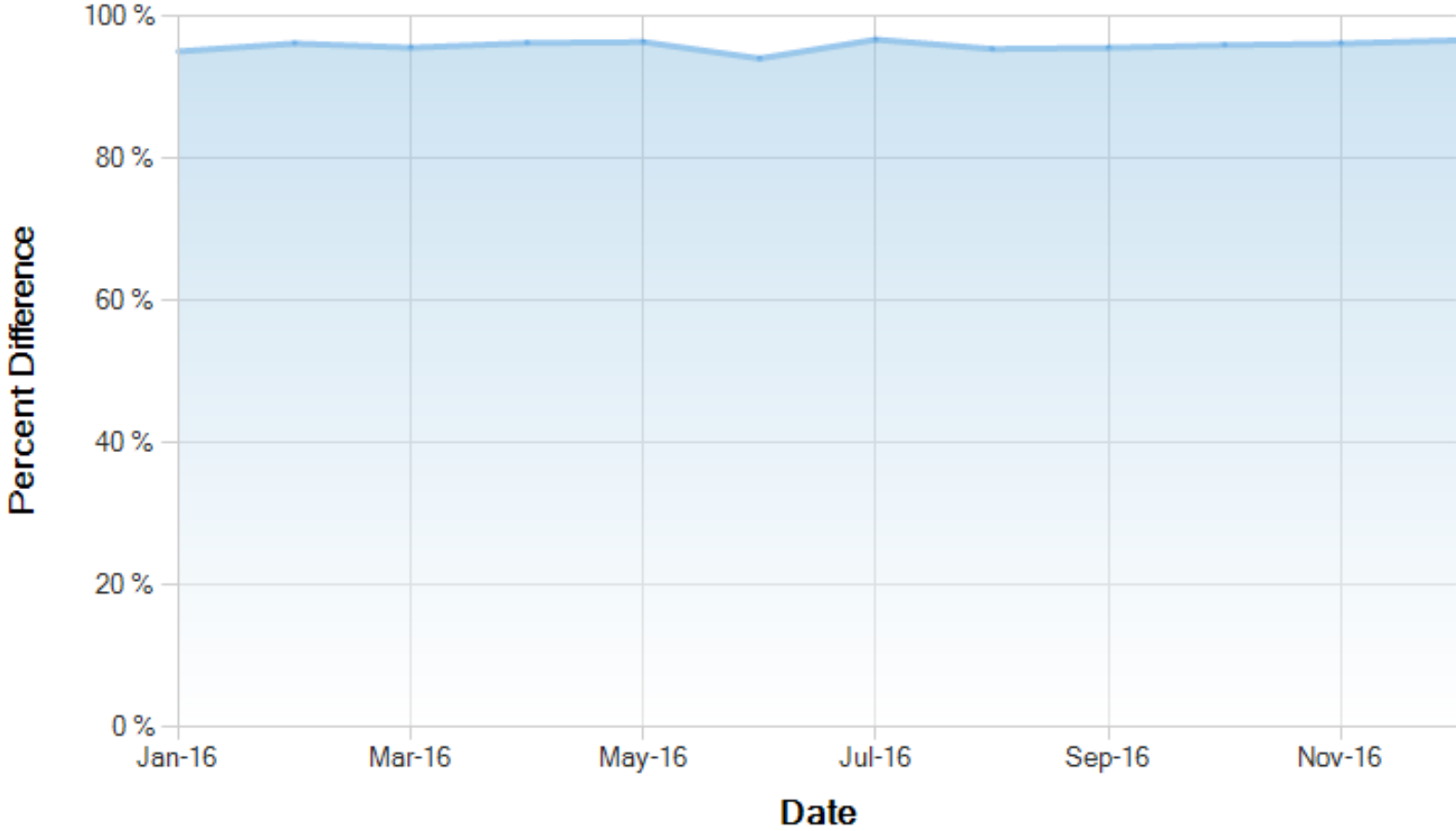
AVERAGE DAYS ON MARKET



INVENTORY & SALES



LIST PRICE VS ASKING PRICE



MARKET ABSORPTION



Santa Fe

2016 DEMOGRAPHIC SNAPSHOT



Population
71,133



Median Age
45.7



Households
33,557



Average Household Income
\$78,098



Businesses
7,334



Daytime Employment
85,861

Projected Growth 2016-2021

Population 0.44%
Households 0.41%
Families 0.25%
Owner HHs 0.43%
Median Household Income 1.43%

CHRISTOPHER J. HARRIS



Christopher is an established Santa Fe Realtor and market expert who understands the nuances and dynamics of Santa Fe and the associated micro markets as well as national and international influences. As the Designated Qualifying Broker for Realty One of New Mexico in Santa Fe, Christopher is adept at problem solving and is fundamentally dedicated to helping clients and brokers achieve their desired results.

As a respected member of the Santa Fe community, he knows all of the neighborhoods and communities within Santa Fe and can put his insider knowledge to work for you. His expert knowledge of Santa Fe history and his personable demeanor make him perfect for clients who are interested in establishing a long-term relationship with a reliable broker.

Christopher is also a Real Estate Coach and Mentor. Accredited as a Certified Co-Active Coach (CPCC) gifted in the art of listening to understand, sensitive to the importance of effective communication and skilled at negotiation and business development. His processes and systems are proven and developed in concert with the direction Real Estate and Technology are moving.

Christopher uses his knowledge of Real Estate and Technology trends to leverage the latest Internet marketing tools to expose your property to the widest possible

range of qualified buyers. He has developed several comprehensive strategies to deliver customized home buyer and home seller resources to his clients including an after sales resource program.

Retired Navy Commander with 24 years of active Naval service as a Surface Warfare Officer. His leadership experience and personal fortitude are the foundation of his tenacious work ethic and perseverance. He will listen to you, understand your needs and work tirelessly on your behalf.

Christopher is a father of eight wonderful children and is a very happy grandfather of two. He holds a Bachelors of Science in Environmental Design from the University of Colorado at Boulder, a Masters of Public Administration from Old Dominion University, coaching certification from the Coaches Training Institute (CTI) and is also a certified mediator and negotiator.



Christopher John Harris

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(505) 490-4151 : office

(505) 603-2212 : mobile

(678) 621-2652 : Fax

www.cjhrealestate.com

431 Saint Michael's Drive Santa Fe, New Mexico 87505



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OF SANTA FE