

NAR Commercial Real Estate Metro Market Report | 2021.Q2

Santa Fe, NM

Core-Based Statistical Area Code: 42140

The Santa Fe, NM commercial real estate market is stronger compared to the overall U.S. market.
NAR Commercial Real Estate Market Conditions Index* 52.9

Overall economic conditions are weaker than nationally.
The apartment property market is stronger than nationally.
The office property market is stronger than nationally.
The industrial property market is stronger than nationally.
The retail property market is about the same than nationally.
The hotel/lodging property market is stronger than nationally.

The commercial real estate market is slowly getting back on track although the rise of Delta variant cases is casting a shadow on the path of the recovery. The multifamily, industrial, and retail property markets will continue to recover more quickly than the office property market where vacancy rates will likely remain elevated in 2021-2022 compared to the pre-pandemic level.

I. Economic and Demographic

	Santa Fe, NM			U.S.			
	2021 Q2	2021 Q1	2020 Q2	2021 Q2	2021 Q1	2020 Q2	
Economic							
Total non-farm employment ('000)	57	56	55	146,603	143,315	138,501	
Y/Y chg.in nonfarm payroll employment	2	(6)	(9)	8,102	(6,637)	(13,215)	
Y/Y % chg. in nonfarm payroll employment	2.9%	-10.1%	-13.7%	5.8%	-4.4%	-8.7%	Job creation is weaker than nationally
Unemployment rate (%)	7.6%	7.7%	10.1%	5.9%	6.0%	11.1%	Unemployment rate is higher than nationally
Average weekly wages	\$907	\$818	\$836	\$1,059	\$1,046	\$1,016	
Wage growth, year-over-year	8.5%	6.4%	10.5%	4.3%	6.7%	5.6%	Wages are rising faster than nationally
<i>(data are as of last month of the quarter)</i>							
	2019	2018	2017	2019	2018	2017	
GDP growth (%)	1.9%	1.7%	-0.7%	2.3%	2.9%	2.3%	
Median household income	\$61,298	\$60,193	\$58,821	\$87,470	\$84,423	\$81,284	
Demographic							
	2020	2019	2018	2020	2019	2018	
Net domestic migration ('000)	1.0	0.7	0.3	0	0	0	Area is experiencing net domestic in-migration
Population ('000)	152	151	150	329,484	328,330	326,838	
Population growth (%)	0.66%	0.55%	0.29%	0.35%	0.46%	0.53%	Population is growing faster than nationally
II. Multifamily							
	2021 Q2	2021 Q1	2020 Q2	2021 Q2	2021 Q1	2020 Q2	
Demand indicators							
Vacancy rate	5.6%	8.8%	5.6%	4.2%	4.7%	5.5%	The area has a higher vacancy rate than nationally
Absorption of units over the quarter	167	114	(15)	226,871	169,053	78,282	The area has a lower pace of absorption than nationally
Absorption of units in past 12 months	470	288	(18)	603,925	455,336	255,168	
Market asking rent per unit	\$1,337	\$1,228	\$1,185	\$1,004	\$978	\$953	
Market asking rent per unit, y/y % chg	12.8%	3.4%	2.5%	6.1%	3.9%	1.8%	
Effective rent per unit	\$1,331	\$1,213	\$1,170	\$1,000	\$972	\$945	
Effective rent per unit, y/y % chg	13.8%	2.5%	2.2%	6.4%	3.7%	2.3%	Rents are rising faster than nationally
Rent as a percent of 2-person annual wage income	16.9%	17.1%	16.1%	10.9%	10.7%	10.7%	The rent to income ratio is higher than nationally
Supply indicators							
Inventory	3,744	3,692	3,245	17,259,876	17,168,283	16,881,961	
Net delivered units in past 12 months	499	447	0	377,954	387,779	389,240	
Net delivered units, as % of inventory	13.3%	12.1%	0.0%	2.2%	2.3%	2.3%	
Units under construction	688	740	927	578,162	609,682	681,731	
Units under construction, as % of inventory	18.4%	20.0%	28.6%	3.3%	3.6%	4.0%	Construction activity is more robust than nationally
12-month total: 5+ unit building permits	374	333	226	463,443	435,217	452,345	
12-month total: all building permits	724	653	550	1,642,586	1,574,266	1,361,395	Building permits are rising faster than nationally
Ratio of jobs created to permits	2.2	(9.6)	(15.8)	4.9	(4.2)	(9.7)	
Sales transactions							
Total investment acquisitions (in million \$)	\$0.0	\$0.0	\$0.0	\$41,291.4	\$28,735.4	\$13,346.3	
Transaction sales price per unit	\$0	\$0	\$0	\$100,508	\$98,594	\$80,364	
Cap rate	#N/A	-	-	6.4%	6.6%	6.6%	Cap rates are higher than nationally

III. Office

	Santa Fe, NM			U.S.			
	2021 Q2	2021 Q1	2020 Q2	2021 Q2	2021 Q1	2020 Q2	
Demand indicators							
Vacancy rate	4.2%	4.5%	3.4%	6.1%	4.5%	3.4%	The area has a lower vacancy rate than nationally
Absorption in sq.ft. over the quarter	25,705	(10,372)	(15,057)	(9,309,111)	(51,131,309)	(13,966,267)	The area has a lower pace of absorption than nationally
Absorption in sq.ft. over 12 months	(53,627)	(94,389)	15,012	(140,700,116)	(145,357,270)	19,961,128	
Asking rent per sq.ft.	\$20.9	\$20.8	\$21.0	\$18.9	\$18.9	\$18.8	
Asking rent growth, y/y % chg.	-0.6%	-0.4%	2.5%	0.3%	0.0%	1.3%	Rent growth is slower than nationally
Leasing activity in sq.ft.	28,061	18,449	10,842	100,568,800	81,175,252	81,276,145	Leasing volume is rising faster than nationally
Y/Y chg.in professional/business services jobs ('000)	0	(0)	(0)	1,260	(501)	(1,715)	The area has stronger office job creation than nationally
<i>(as of last month of the quarter)</i>							
Supply indicators							
Inventory in sq. ft.	7,174,271	7,174,271	7,174,271	12,454,676,333	12,428,381,226	12,364,751,288	
Net delivered over 12 months, in sq.ft.	-	-	(19,423)	87,967,591	76,138,970	78,991,496	Relatively fewer units are being delivered than nationally
Net delivered units, as % of inventory	0.0%	0.0%	-0.3%	0.7%	0.6%	0.6%	
Under construction in sq.ft.	-	-	-	177,275,188	186,528,025	209,268,041	
Under construction, as % of inventory	0.0%	0.0%	0.0%	1.4%	1.5%	1.7%	Construction activity is slower than nationally
Sales transactions							
Total investment acquisitions (in million \$)	\$2.8	\$2.5	\$0.7	\$23,909.8	\$21,181.7	\$11,269.3	Sales transactions are rising faster than nationally
Transaction sale price per sq.ft.	\$236	\$169	\$1,133	\$108	\$106	\$105	Prices are not rising as fast than nationally
Cap rate	#N/A	-	-	6.4%	6.6%	6.6%	Cap rates are higher than nationally

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IV. Industrial

	Santa Fe, NM			U.S.			
	2021 Q2	2021 Q1	2020 Q2	2021 Q2	2021 Q1	2020 Q2	
Demand indicators							
Vacancy rate	0.9%	1.3%	2.0%	4.2%	1.3%	2.0%	The area has lower vacancy rate than nationally
Absorption in sq.ft. over the quarter	11,357	10,504	(4,704)	146,182,325	119,411,326	56,883,324	The area has lower pace of absorption than nationally
Absorption in sq.ft. over 12 months	34,432	18,371	(15,980)	437,432,148	348,133,148	231,052,238	
Asking rent per sq.ft.	\$12.8	\$12.6	\$12.2	\$6.5	\$6.4	\$6.1	
Asking rent growth, y/y % chg.	4.8%	2.8%	2.4%	5.2%	2.8%	2.4%	Rent growth is slower than nationally
Leasing activity in sq.ft.	2,577	3,800	0	319,474,044	296,163,970	254,024,482	
Supply indicators							
Inventory in sq. ft.	3,292,066	3,292,066	3,292,066	26,553,663,022	26,461,805,496	26,166,021,757	
Net delivered over 12 months, in sq.ft.	0	0	7,400	385,387,457	398,260,005	382,527,483	Relatively fewer units are being delivered than nationally
Net delivered units, as % of inventory	0.0%	0.0%	0.2%	1.5%	1.5%	1.5%	
Under construction in sq.ft.	0	0	0	567,307,627	521,498,024	452,528,658	
Under construction, as % of inventory	0.0%	0.0%	0.0%	2.1%	2.0%	1.7%	Construction activity is slower than nationally
Sales transactions							
Total investment acquisitions (in million \$)	\$0.0	\$0.3	\$0.0	\$27,261.9	\$21,600.7	\$13,713.9	
Transaction sale price per sq.ft.	\$0	\$258	\$0	\$61	\$56	\$54	
Cap rate	0.0%	0.0%	0.0%	7.4%	0.0%	0.0%	Cap rates are lower than nationally

V. Retail

	Santa Fe, NM			U.S.			
	2021 Q2	2021 Q1	2020 Q2	2021 Q2	2021 Q1	2020 Q2	
Demand indicators							
Vacancy rate	2.4%	2.6%	2.4%	4.3%	4.5%	4.2%	The area has a lower vacancy rate than nationally
Absorption in sq.ft. over the quarter	12,977	72,599	10,108	26,554,046	6,829,628	(12,969,003)	The area has a faster pace of absorption than nationally
Absorption in sq.ft. over 12 months	(2,234)	(5,103)	31,087	12,853,280	(26,669,769)	5,842,298	
Asking rent per sq.ft.	\$20.3	\$20.1	\$20.1	\$14.5	\$14.5	\$14.3	
Asking rent growth, y/y % chg.	1.3%	0.4%	1.8%	1.4%	1.0%	1.5%	Rent growth is slower than nationally
Leasing activity in sq.ft.	20,283	34,810	38,217	65,144,289	60,598,011	44,924,273	Leasing volume is not rising as fast than nationally
Y/Y chg. in retail trade payroll employment ('000) (as of last month of the quarter)	0.40	(0.80)	(0.40)	822.30	(1,100.50)	(245.60)	The area has stronger retail trade job creation than nationally
Supply indicators							
Inventory in sq. ft.	9,751,711	9,751,711	9,745,761	15,772,300,571	15,764,713,778	15,724,204,780	
Net delivered over 12 months, in sq.ft.	5,950	5,950	3,094	46,178,397	47,102,191	58,535,237	Relatively more units are being delivered than nationally
Net delivered units, as % of inventory	0.1%	0.1%	0.0%	0.3%	0.3%	0.4%	
Under construction in sq.ft.	0	0	5,950	55,829,483	58,628,746	71,303,691	
Under construction, as % of inventory	0.0%	0.0%	0.1%	0.4%	0.4%	0.5%	Construction activity is slower than nationally
Sales transactions							
Total investment acquisitions (in million \$)	\$0.0	\$0.7	\$0.0	\$20,811.7	\$15,469.2	\$8,857.2	
Transaction sale price per sq.ft.	\$0	\$323	\$0	\$134	\$136	\$134	
Cap rate	0.0%	0.0%	0.0%	6.6%	6.6%	6.7%	Cap rates are lower than nationally

VI. Hotel/Lodging

	Santa Fe, NM			U.S.			
	2021 Q2	2021 Q1	2020 Q2	2021 Q2	2021 Q1	2020 Q2	
Leisure and hospitality payroll workers ('000)	8.6	7.5	7.7	15,395.0	13,448.0	12,637.0	
Y/Y change ('000)	0.9	(3.6)	(4.3)	2,758.0	(2,297.0)	(4,590.0)	Job creation in the leisure industry is stronger than nationally
% share to nonfarm payroll employment	15.2%	13.4%	14.0%	10.5%	9.4%	9.1%	The area has a larger share of leisure jobs than nationally

*An index below 50 means local market conditions are weaker than nationally, above 50 means local market conditions are stronger, and 50 means local market conditions are about the same as nationally. NAR derived the index by assigning 1 point for each indicator where local market conditions are better than the national (US) condition.

The total points for each local market are divided by the number of variables that are available at the local area, with 46 indicators if all the data are available. The fraction is multiplied by 100 to get the index.

Economic data may not be available for all markets. In some submarkets or metropolitan divisions (e.g., Long Island) reported by CoStar®, the economic data that is reported (e.g., employment) is of the metropolitan area (New York-Newark-Jersey City). The 390 markets in this report are based on the CoStar® market areas.

NAR reserves the right to add new variables or drop variables that comprise the index based on its analysis of variables that impact market trends.

Sources of data used: National Association of Realtors®, CoStar®, US Census Bureau, US Bureau of Labor Statistics, and US Bureau of Economic Analysis.

For information about this report, email data@nar.realtor.