

Quarterly market

REPORT

3rd
QTR
2019

Quarterly Highlights

- The average sale price of single-family detached homes in 3rd Quarter 2019 was \$261,219, a 5.31% increase from 3rd Quarter 2018.
- Single-family detached home sales increased 6.70% from 3rd Quarter 2018 to 3,518.

| New Listings | Closed Sales | Average Sale \$ |
|--|--|--|
| Detached: 4,880 Attached: 435 | Detached: 3,518 Attached: 361 | Detached: \$261,219 Attached: \$174,434 |
| 3rd QTR 2018 Detached: 5,268 Attached: 511 | 3rd QTR 2018 Detached: 3,297 Attached: 306 | 3rd QTR 2018 Detached: \$248,059 Attached: \$160,991 |
| % Change (Detached) -14.87% | % Change (Detached) +6.70% | % Change (Detached) +5.31% |



www.gaar.com

Contact

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3rd QTR 2019 & 2018 RECAP for Greater Albuquerque Areas

Class R1 (Existing Single-Family Detached) & Class R2 (Existing Condo/Townhome Attached)

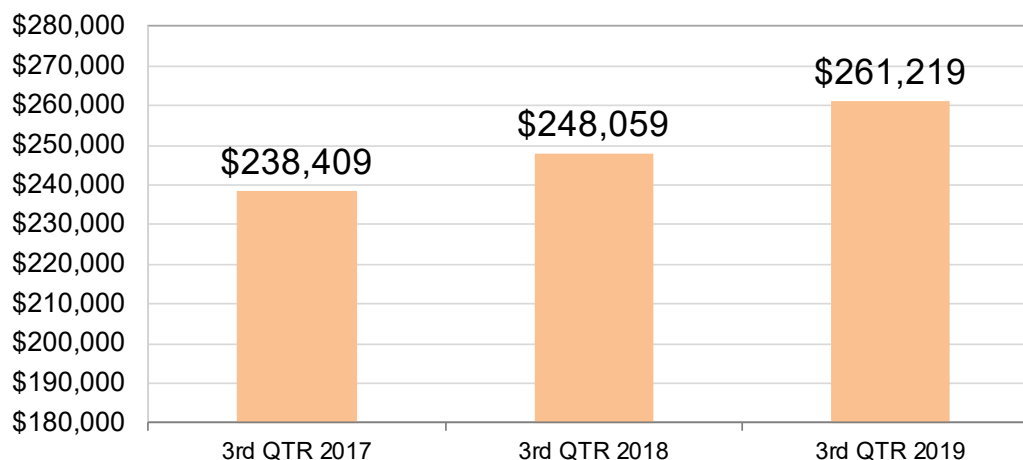
| Class R1 | 2019 | 2018 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$261,219 | \$248,059 | 5.31% |
| Median Sale Price: | \$227,100 | \$209,900 | 8.19% |
| Total Sold & Closed: | 3,518 | 3,297 | 6.70% |
| Total Dollar Volume*: | \$919.0 | \$817.8 | 12.37% |
| New Listings: | 4,880 | 5,268 | -7.37% |
| Days on Market: | 33 | 39 | -15.38% |

| Class R2 | 2019 | 2018 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$174,434 | \$160,991 | 8.35% |
| Median Sale Price: | \$163,950 | \$149,000 | 10.03% |
| Total Sold & Closed: | 361 | 306 | 17.97% |
| Total Dollar Volume*: | \$63.0 | \$49.3 | 27.73% |
| New Listings: | 435 | 511 | -14.87% |
| Days on Market: | 35 | 33 | 6.06% |

The numbers above reflect the time period between July 1 and September 30 of 2018 and 2019.

*Total Dollar Volume (millions)

Average Sale Price for single-family detached homes



SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

3rd QTR 2019 & 2018 RECAP for Albuquerque (Areas 10-121)

| Class R1 | 2019 | 2018 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$262,366 | \$250,244 | 4.84% |
| Median Sale Price: | \$225,000 | \$209,000 | 7.66% |
| Total Sold & Closed: | 2,387 | 2,237 | 6.71% |
| Total Dollar Volume*: | \$626.3 | \$559.8 | 11.88% |
| New Listings: | 2,999 | 3,408 | -12.00% |
| Days on Market: | 30 | 37 | -18.92% |

| Class R2 | 2019 | 2018 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$180,896 | \$164,602 | 9.90% |
| Median Sale Price: | \$168,000 | \$150,000 | 12.00% |
| Total Sold & Closed: | 307 | 262 | 17.18% |
| Total Dollar Volume*: | \$55.5 | \$43.1 | 28.77% |
| New Listings: | 384 | 418 | -8.13% |
| Days on Market: | 35 | 34 | 2.94% |

3rd QTR 2019 & 2018 RECAP for Rio Rancho (Areas 140-162)

| Class R1 | 2019 | 2018 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$240,455 | \$229,443 | 4.80% |
| Median Sale Price: | \$224,450 | \$199,000 | 12.79% |
| Total Sold & Closed: | 640 | 575 | 11.30% |
| Total Dollar Volume*: | \$153.9 | \$132.0 | 16.58% |
| New Listings: | 797 | 822 | -3.04% |
| Days on Market: | 30 | 32 | -6.25% |

| Class R2 | 2019 | 2018 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$151,205 | \$136,119 | 11.08% |
| Median Sale Price: | \$145,750 | \$129,000 | 12.98% |
| Total Sold & Closed: | 34 | 31 | 9.68% |
| Total Dollar Volume*: | \$5.1 | \$4.2 | 21.43% |
| New Listings: | 34 | 38 | -10.53% |
| Days on Market: | 26 | 27 | -3.70% |

SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

3rd QTR 2019 & 2018 RECAP for East Mountains (Areas 210-293)

| Class R1 | 2019 | 2018 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$293,995 | \$272,186 | 8.01% |
| Median Sale Price: | \$277,000 | \$261,000 | 6.13% |
| Total Sold & Closed: | 175 | 172 | 1.74% |
| Total Dollar Volume*: | \$51.4 | \$46.8 | 9.83% |
| New Listings: | 215 | 271 | -20.66% |
| Days on Market: | 45 | 56 | -19.64% |

3rd QTR 2019 & 2018 RECAP for Valencia County (Areas 690-760)

| Class R1 | 2019 | 2018 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$194,165 | \$181,949 | 6.71% |
| Median Sale Price: | \$175,000 | \$163,000 | 7.36% |
| Total Sold & Closed: | 204 | 205 | -0.49% |
| Total Dollar Volume*: | \$39.6 | \$37.2 | 6.45% |
| New Listings: | 299 | 329 | -9.12% |
| Days on Market: | 68 | 49 | 38.78% |

The numbers above reflect the time period between July 1 and September 30 of 2018 and 2019.

**Total Dollar Volume (millions)*

SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

3rd QTR 2019 Area Summary for single-family home sales

| | | Sales | Change from 3rd QTR 2018 | Average Sale Price | Change from 3rd QTR 2018 | Median Sale Price | Change from 3rd QTR 2018 |
|---------|-------------------------|-------|--------------------------|--------------------|--------------------------|-------------------|--------------------------|
| 10 | Sandia Heights | 21 | -16.00% | \$591,476 | 14.18% | \$555,000 | 13.27% |
| 20 | North Albuquerque Acres | 37 | -7.50% | \$645,419 | 13.76% | \$595,000 | 11.42% |
| 21 | Albuquerque Acres West | 76 | 31.03% | \$436,187 | 13.76% | \$387,500 | 16.02% |
| 30 | Far NE Heights | 138 | 0.73% | \$352,401 | 5.65% | \$308,950 | 4.73% |
| 31 | Foothills North | 38 | 11.76% | \$526,183 | -25.83% | \$504,550 | -14.48% |
| 32 | Academy West | 70 | 0.00% | \$287,985 | 9.11% | \$265,500 | 7.93% |
| 40 | UNM | 80 | 26.98% | \$293,943 | -9.35% | \$263,500 | -9.23% |
| 41 | Uptown | 114 | 0.00% | \$206,548 | 5.77% | \$190,000 | 5.88% |
| 42 | UNM South | 68 | 33.33% | \$261,797 | 4.58% | \$245,700 | 2.38% |
| 50 | NE Heights | 257 | 1.98% | \$193,767 | 0.50% | \$183,000 | -0.27% |
| 51 | Foothills South | 56 | -11.11% | \$333,825 | 5.68% | \$336,000 | 7.69% |
| 60 | Four Hills | 28 | 0.00% | \$356,925 | 8.91% | \$339,000 | 5.94% |
| 70 | Fairgrounds | 43 | 10.26% | \$170,065 | 6.76% | \$175,900 | 9.94% |
| 71 | Southeast Heights | 80 | 14.29% | \$254,424 | 25.87% | \$254,750 | 36.96% |
| 72 | Mesa Del Sol | 11 | 37.50% | \$269,794 | -8.31% | \$249,500 | -11.83% |
| 80 | Downtown | 51 | -12.07% | \$237,000 | 1.14% | \$232,000 | 1.31% |
| 90 | Near South Valley | 65 | 35.42% | \$155,470 | -2.65% | \$150,000 | 3.45% |
| 91 | Valley Farms | 29 | 26.09% | \$283,472 | 66.11% | \$240,000 | 33.41% |
| 92 | Southwest Heights | 238 | 8.18% | \$162,980 | 7.21% | \$163,000 | 5.75% |
| 93 | Pajarito | 5 | 25.00% | \$181,726 | 85.25% | \$170,000 | 105.56% |
| 100 | North Valley | 56 | 5.66% | \$350,495 | -15.49% | \$287,450 | -4.18% |
| 101 | Near North Valley | 70 | -23.91% | \$265,437 | -1.86% | \$199,250 | -1.36% |
| 102 | Far North Valley | 5 | -28.57% | \$450,504 | 61.04% | \$540,000 | 151.16% |
| 103 | West River Valley | 7 | 16.67% | \$472,571 | 2.18% | \$441,000 | 27.09% |
| 110 | Northwest Heights | 249 | 23.27% | \$278,229 | 10.29% | \$250,000 | 8.70% |
| 111 | Ladera Heights | 178 | 4.09% | \$198,912 | 13.79% | \$190,000 | 10.21% |
| 112 | Canonicito | 0 | N/A | N/A | N/A | N/A | N/A |
| 120 | Paradise West | 200 | 7.53% | \$223,842 | 4.30% | \$220,000 | 7.34% |
| 121 | Paradise East | 117 | 4.46% | \$262,499 | 12.59% | \$250,000 | 13.66% |
| 130 | Corrales | 40 | -2.44% | \$517,477 | 15.77% | \$485,000 | 11.88% |
| 140 | Rio Rancho South | 85 | -5.56% | \$263,734 | -2.21% | \$248,000 | -2.75% |
| 141 | Rio Rancho Southwest | 1 | -75.00% | \$87,000 | -43.64% | \$87,000 | -42.38% |
| 150 | Rio Rancho Mid | 208 | 15.56% | \$232,615 | 5.67% | \$202,250 | 8.45% |
| 151 | Rio Rancho Mid-North | 82 | 12.33% | \$287,499 | 7.69% | \$249,900 | 5.22% |
| 152 | Rio Rancho Mid-West | 12 | -14.29% | \$152,491 | 3.87% | \$155,000 | 7.64% |
| 160 | Rio Rancho North | 126 | 46.51% | \$271,310 | -0.04% | \$261,712 | 5.22% |
| 161 | Rio Rancho Central | 126 | -1.56% | \$185,820 | 5.57% | \$182,750 | 8.62% |
| 162 | Rio Rancho Northwest | 0 | N/A | \$0 | N/A | \$0 | N/A |
| 170 | Bernalillo/Algodones | 36 | 9.09% | \$334,267 | 5.27% | \$315,000 | 5.00% |
| 180 | Placitas | 36 | 5.88% | \$417,219 | 7.44% | \$404,224 | 6.54% |
| 210-293 | East Mountain Area | 175 | 1.74% | \$293,995 | 8.01% | \$277,000 | 6.13% |
| 690-760 | Valencia County | 204 | -0.49% | \$194,165 | 6.71% | \$175,000 | 7.36% |

SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

2019 Q3 Sales

ALBUQUERQUE and Central Bernalillo County

120
Sales: 200
Avg: \$223,842
Med: \$220,000

121
Sales: 117
Avg: \$262,499
Med: \$250,000

130
Sales: 40
Avg: \$517,477
Med: \$485,000

102
Sales: 5
Avg: \$450,504
Med: \$540,000

21
Sales: 76
Avg: \$436,187
Med: \$387,500

20
Sales: 37
Avg: \$645,419
Med: \$595,000

10
Sales: 21
Avg: \$591,476
Med: \$555,000

103
Sales: 7
Avg: \$472,571
Med: \$441,000

100
Sales: 56
Avg: \$350,495
Med: \$287,450

32
Sales: 70
Avg: \$287,985
Med: \$265,500

30
Sales: 138
Avg: \$352,401
Med: \$308,950

31
Sales: 38
Avg: \$526,183
Med: \$504,550

110
Sales: 249
Avg: \$278,229
Med: \$250,000

101
Sales: 70
Avg: \$265,437
Med: \$199,250

41
Sales: 114
Avg: \$206,548
Med: \$190,000

50
Sales: 257
Avg: \$193,767
Med: \$183,000

51
Sales: 56
Avg: \$333,825
Med: \$336,000

111
Sales: 178
Avg: \$198,912
Med: \$190,000

80
Sales: 51
Avg: \$237,000
Med: \$232,000

40
Sales: 80
Avg: \$293,943
Med: \$263,500

70
Sales: 43
Avg: \$170,065
Med: \$175,900

92
Sales: 238
Avg: \$162,980
Med: \$163,000

90
Sales: 65
Avg: \$155,470
Med: \$150,000

42
Sales: 68
Avg: \$261,797
Med: \$245,700

71
Sales: 80
Avg: \$254,424
Med: \$254,750

60
Sales: 28
Avg: \$356,925
Med: \$339,000

72
Sales: 11
Avg: \$269,794
Med: \$249,500

93
Sales: 5
Avg: \$181,726
Med: \$170,000

91
Sales: 29
Avg: \$283,472
Med: \$240,000

112
Sales: 0
Avg: N/A
Med: N/A

DOUBLE EAGLE II AIRPORT

ALBUQUERQUE

Scale
0 1 2 Miles



Scale
0 2 4 Miles

ISLETA INDIAN RESERVATION

RIO RANCHO and Southern Sandoval County

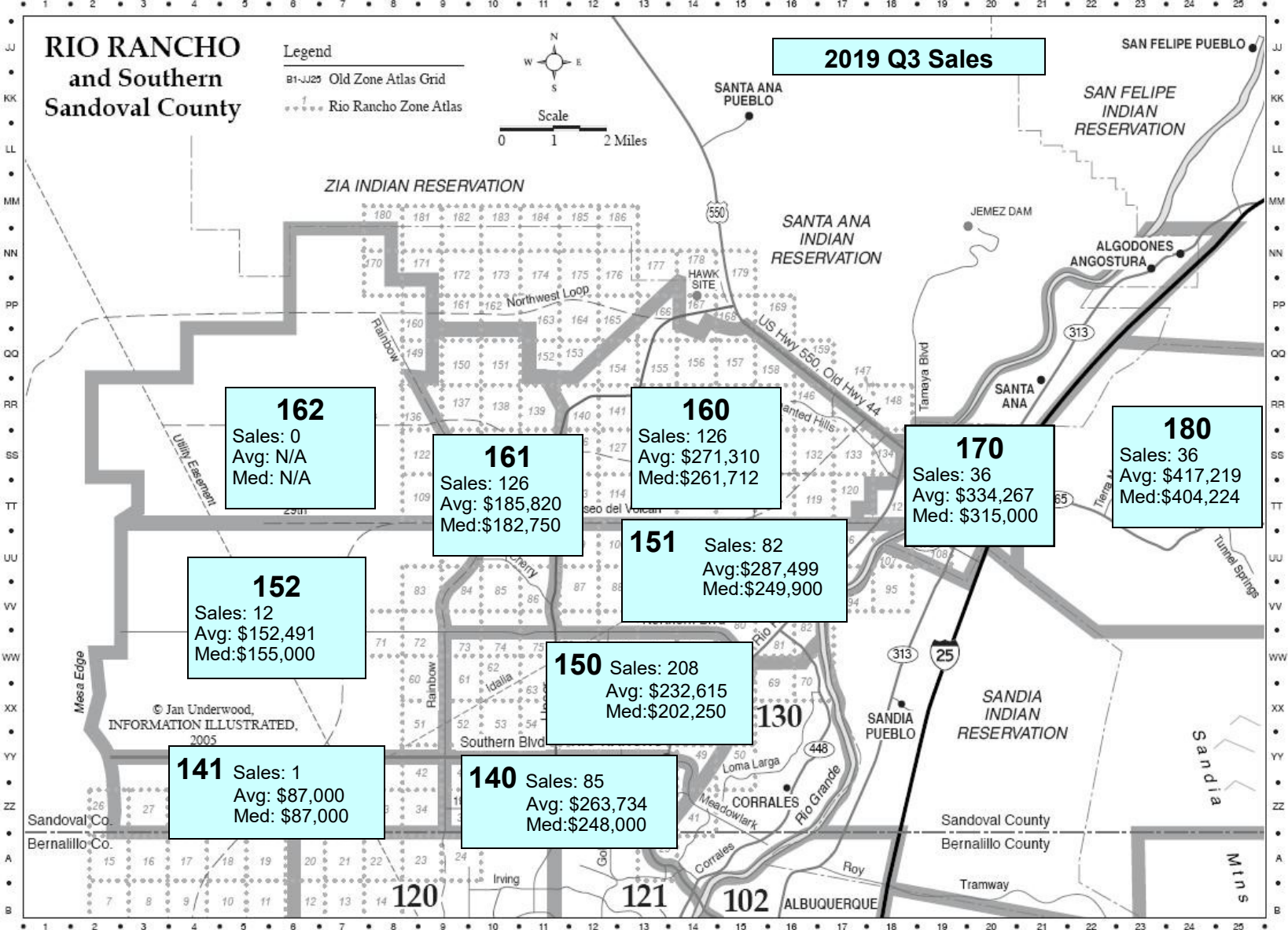
Legend

- B1-JJ25 Old Zone Atlas Grid
- Rio Rancho Zone Atlas



Scale
0 1 2 Miles

2019 Q3 Sales



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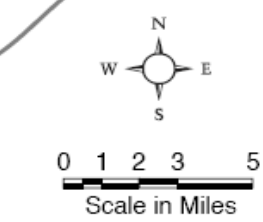
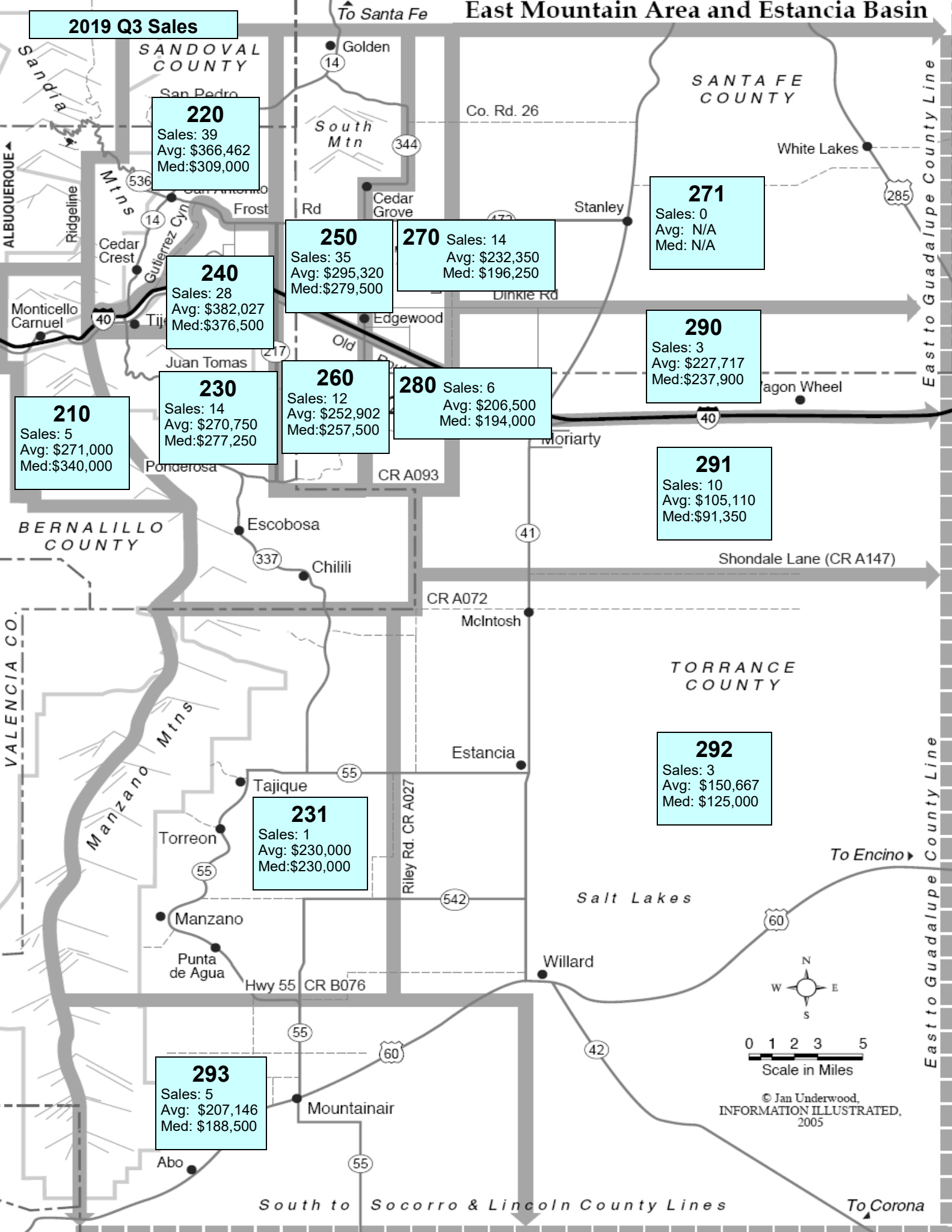
Sandoval Co.
Bernalillo Co.

Sandoval County
Bernalillo County

ALBUQUERQUE

East Mountain Area and Estancia Basin

2019 Q3 Sales



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VALENCIA COUNTY

2019 Q3 Sales

ISLETA INDIAN RESERVATION

ISLETA INDIAN RESERVATION

700
Sales: 53
Avg: \$221,395
Med: \$217,000

710
Sales: 10
Avg: \$256,900
Med: \$255,000

701
Sales: 23
Avg: \$195,094
Med: \$175,000

690
Sales: 0
Avg: N/A
Med: N/A

711
Sales: 15
Avg: \$273,887
Med: \$263,000

720
Sales: 3
Avg: \$119,333
Med: \$140,000

740
Sales: 3
Avg: \$318,967
Med: \$325,000

721
Sales: 38
Avg: \$152,668
Med: \$150,500

730
Sales: 1
Avg: \$129,900
Med: \$129,900

741
Sales: 27
Avg: \$141,419
Med: \$123,000

750
Sales: 3
Avg: \$295,667
Med: \$285,000

742
Sales: 5
Avg: \$222,380
Med: \$220,000

760
Sales: 23
Avg: \$158,611
Med: \$163,000

620
NORTH SOCORRO:
VALENCIA COUNTY LINE
SOUTH TO RIO SALADO

621
SOUTH SOCORRO:
RIO SALADO SOUTH

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