

Quarterly market REPORT

4th
QTR
2017

Quarterly Highlights

- The average sale price of single-family detached homes in 4th Quarter 2017 was \$236,310, a 9.7% increase from 4th Quarter 2016.
- Single-family detached home sales increased 8.3% from 4th Quarter 2016 to 2,671.

New Listings	Closed Sales	Average Sale \$
Detached: 3,161 Attached: 344	Detached: 2,671 Attached: 296	Detached: \$236,310 Attached: \$156,902
4th QTR 2016 Detached: 2,977 Attached: 321	4th QTR 2016 Detached: 2,467 Attached: 251	4th QTR 2016 Detached: \$221,456 Attached: \$149,346
% Change (Detached) +6.18%	% Change (Detached) +8.27%	% Change (Detached) +6.71%



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4th QTR 2017 & 2016 RECAP for Greater Albuquerque Areas

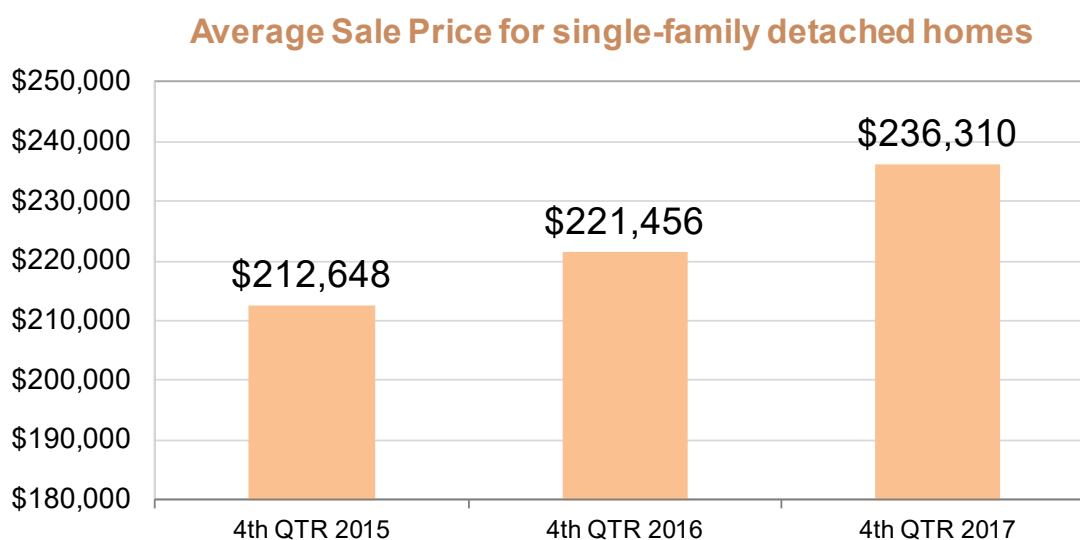
Class R1 (Existing Single-Family Detached) & Class R2 (Existing Condo/Townhome Attached)

Class R1	2017	2016	% of Change
Average Sale Price:	\$236,310	\$221,456	6.71%
Median Sale Price:	\$197,000	\$189,000	4.23%
Total Sold & Closed:	2,671	2,467	8.27%
Total Dollar Volume*:	\$631.2	\$546.3	15.54%
New Listings:	3,161	2,977	6.18%
Days on Market:	49	55	-10.91%

Class R2	2017	2016	% of Change
Average Sale Price:	\$156,902	\$149,346	5.06%
Median Sale Price:	\$145,000	\$142,900	1.47%
Total Sold & Closed:	296	251	17.93%
Total Dollar Volume*:	\$46.4	\$37.5	23.73%
New Listings:	344	321	7.17%
Days on Market:	43	47	-8.51%

The numbers above reflect the time period between October 1 and Dec. 31 of 2016 and 2017.

*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.

4th QTR 2017 & 2016 RECAP for Albuquerque (Areas 10-121)

Class R1	2017	2016	% of Change
Average Sale Price:	\$237,576	\$224,527	5.81%
Median Sale Price:	\$197,200	\$190,000	3.79%
Total Sold & Closed:	1,834	1,655	10.82%
Total Dollar Volume*:	\$435.7	\$371.6	17.25%
New Listings:	2,195	1,994	10.08%
Days on Market:	45	51	-11.76%

Class R2	2017	2016	% of Change
Average Sale Price:	\$160,009	\$153,994	3.91%
Median Sale Price:	\$145,000	\$145,000	0.00%
Total Sold & Closed:	269	224	20.09%
Total Dollar Volume*:	\$43.0	\$34.5	24.64%
New Listings:	305	289	5.54%
Days on Market:	43	48	-10.42%

4th QTR 2017 & 2016 RECAP for Rio Rancho (Areas 140-162)

Class R1	2017	2016	% of Change
Average Sale Price:	\$204,973	\$193,294	6.04%
Median Sale Price:	\$180,000	\$178,500	0.84%
Total Sold & Closed:	442	459	-3.70%
Total Dollar Volume*:	\$91.0	\$90.9	0.11%
New Listings:	526	531	-0.94%
Days on Market:	38	49	-22.45%

Class R2	2017	2016	% of Change
Average Sale Price:	\$121,925	\$120,967	0.79%
Median Sale Price:	\$122,250	\$105,750	15.60%
Total Sold & Closed:	20	18	11.11%
Total Dollar Volume*:	\$2.4	\$2.2	9.09%
New Listings:	27	20	35.00%
Days on Market:	43	45	-4.44%

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

4th QTR 2017 & 2016 RECAP for East Mountains (Areas 210-293)

Class R1	2017	2016	% of Change
Average Sale Price:	\$289,068	\$255,711	13.04%
Median Sale Price:	\$272,500	\$249,000	9.44%
Total Sold & Closed:	118	117	0.85%
Total Dollar Volume*:	\$34.1	\$29.9	14.05%
New Listings:	119	149	-20.13%
Days on Market:	97	82	18.29%

4th QTR 2017 & 2016 RECAP for Valencia County (Areas 690-760)

Class R1	2017	2016	% of Change
Average Sale Price:	\$166,015	\$161	102823.12%
Median Sale Price:	\$153,500	\$146,750	4.60%
Total Sold & Closed:	174	138	26.09%
Total Dollar Volume*:	\$28.9	\$22.3	29.60%
New Listings:	204	175	16.57%
Days on Market:	68	84	-19.05%

The numbers above reflect the time period between October 1 and Dec. 31 of 2016 and 2017.

**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.

4th QTR 2017 Area Summary for single-family home sales

		Sales	Change from 4th QTR 2016	Average Sale Price	Change from 4th QTR 2016	Median Sale Price	Change from 4th QTR 2016
10	Sandia Heights	15	7.14%	\$447,333	6.41%	\$390,000	0.14%
20	North Albuquerque Acres	42	35.48%	\$657,471	16.31%	\$590,000	14.56%
21	Albuquerque Acres West	52	36.84%	\$353,863	2.27%	\$329,250	11.85%
30	Far NE Heights	100	-23.08%	\$324,873	11.92%	\$278,500	4.70%
31	Foothills North	25	4.17%	\$536,731	-1.62%	\$515,000	0.49%
32	Academy West	48	29.73%	\$245,558	-1.06%	\$229,000	-2.55%
40	UNM	53	12.77%	\$300,701	3.85%	\$274,000	7.45%
41	Uptown	71	-17.44%	\$177,773	6.12%	\$170,000	3.06%
42	UNM South	53	32.50%	\$205,086	-13.17%	\$193,000	-10.44%
50	NE Heights	202	9.78%	\$174,941	2.71%	\$169,100	0.21%
51	Foothills South	55	44.74%	\$288,885	2.58%	\$263,000	-1.83%
60	Four Hills	21	0.00%	\$333,662	4.23%	\$327,900	2.26%
70	Fairgrounds	30	-6.25%	\$169,359	12.41%	\$170,500	19.23%
71	Southeast Heights	42	-10.64%	\$189,076	0.66%	\$186,000	-2.05%
72	Mesa Del Sol	3	50.00%	\$254,997	-24.83%	\$265,000	-21.89%
80	Downtown	47	4.44%	\$239,518	-5.75%	\$187,000	-10.53%
90	Near South Valley	42	-12.50%	\$131,037	2.13%	\$123,500	3.35%
91	Valley Farms	26	4.00%	\$143,588	-32.53%	\$142,000	-10.69%
92	Southwest Heights	228	33.33%	\$146,520	9.91%	\$140,500	5.64%
93	Pajarito	6	20.00%	\$147,877	68.77%	\$132,450	78.99%
100	North Valley	41	-2.38%	\$421,907	39.20%	\$270,000	9.09%
101	Near North Valley	60	25.00%	\$250,136	1.24%	\$209,500	18.06%
102	Far North Valley	12	140.00%	\$378,118	40.56%	\$393,750	31.25%
103	West River Valley	9	125.00%	\$451,467	21.32%	\$462,000	21.18%
110	Northwest Heights	158	12.06%	\$255,910	8.14%	\$236,500	10.77%
111	Ladera Heights	111	-5.13%	\$164,528	1.45%	\$162,000	1.25%
112	Canoncito	0	N/A	\$0	N/A	\$0	N/A
120	Paradise West	203	56.15%	\$199,900	1.16%	\$193,900	2.59%
121	Paradise East	79	-23.30%	\$238,944	7.65%	\$224,900	10.25%
130	Corrales	46	31.43%	\$491,254	12.71%	\$482,500	16.27%
140	Rio Rancho South	71	31.48%	\$236,773	-0.94%	\$222,000	0.79%
141	Rio Rancho Southwest	1	N/A	\$160,000	N/A	\$160,000	N/A
150	Rio Rancho Mid	165	5.10%	\$208,658	14.61%	\$185,000	14.37%
151	Rio Rancho Mid-North	48	-30.43%	\$229,548	-0.11%	\$189,500	-5.25%
152	Rio Rancho Mid-West	2	-83.33%	\$110,500	-15.00%	\$110,500	-15.00%
160	Rio Rancho North	60	-30.23%	\$225,004	6.45%	\$197,000	1.03%
161	Rio Rancho Central	95	17.28%	\$152,200	5.92%	\$151,650	8.32%
162	Rio Rancho Northwest	0	N/A	\$0	N/A	\$0	N/A
170	Bernalillo/Algodones	26	-27.78%	\$264,805	23.82%	\$274,500	43.16%
180	Placitas	31	14.81%	\$399,798	-0.82%	\$410,000	5.53%
210-293	East Mountain Area	118	0.85%	\$289,068	13.04%	\$272,500	9.44%
690-760	Valencia County	174	26.09%	\$166,015	2.91%	\$153,500	4.60%

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

2017 Q4 Sales by Area

120

Sales: 203
Avg: \$199,900
Med: \$193,900

121

Sales: 79
Avg: \$238,944
Med: \$224,900

130

Sales: 46
Avg: \$491,254
Med: \$482,500

102

Sales: 12
Avg: \$378,118
Med: \$393,750

21

Sales: 52
Avg: \$353,863
Med: \$329,250

20

Sales: 42
Avg: \$657,471
Med: \$590,000

10

Sales: 15
Avg: \$447,333
Med: \$390,000

103

Sales: 9
Avg: \$451,467
Med: \$462,000

100

Sales: 41
Avg: \$421,907
Med: \$270,000

32

Sales: 48
Avg: \$245,558
Med: \$229,000

30

Sales: 100
Avg: \$324,873
Med: \$278,500

31

Sales: 25
Avg: \$536,731
Med: \$515,000

110

Sales: 158
Avg: \$255,910
Med: \$236,500

101

Sales: 60
Avg: \$250,136
Med: \$209,500

41

Sales: 71
Avg: \$177,773
Med: \$170,000

50

Sales: 202
Avg: \$174,941
Med: \$169,100

111

Sales: 111
Avg: \$164,528
Med: \$162,000

80

Sales: 47
Avg: \$239,518
Med: \$187,000

40

Sales: 53
Avg: \$300,701
Med: \$274,000

70

Sales: 30
Avg: \$169,359
Med: \$170,500

51

Sales: 55
Avg: \$288,885
Med: \$263,000

92

Sales: 228
Avg: \$146,520
Med: \$140,500

90

Sales: 42
Avg: \$131,037
Med: \$123,500

42

Sales: 53
Avg: \$205,086
Med: \$193,000

71

Sales: 42
Avg: \$189,076
Med: \$186,000

60

Sales: 21
Avg: \$333,662
Med: \$327,900

93

Sales: 6
Avg: \$147,877
Med: \$132,450

91

Sales: 26
Avg: \$143,588
Med: \$142,000

72

Sales: 3
Avg: \$254,997
Med: \$265,000

112

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

ALBUQUERQUE
and Central Bernalillo
County

SANDIA
PEAK
AERIAL
TRAMWAY

West of Albuquerque

DOUBLE
EAGLE II
AIRPORT

ISLETA
INDIAN
RESERVATION

ISLETA
PUEBLO

ISLETA INDIAN
RESERVATION

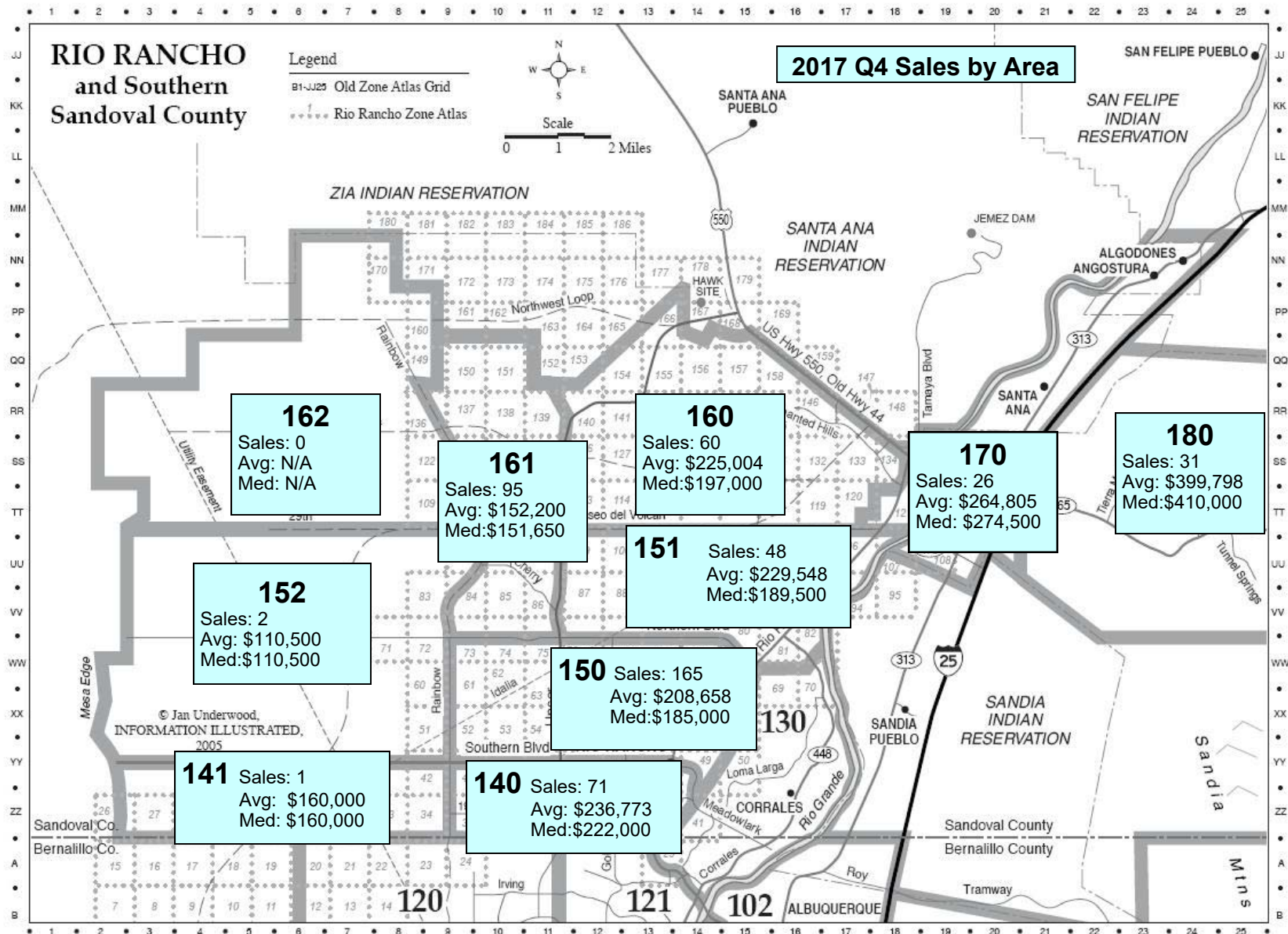
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Bernalillo County
Valencia County

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2017 Q4 Sales by Area

VALENCIA COUNTY

ISLETA INDIAN RESERVATION

ISLETA INDIAN RESERVATION

700

Sales: 37
Avg: \$192,937
Med: \$185,000

710

Sales: 12
Avg: \$255,417
Med: \$197,500

701

Sales: 23
Avg: \$204,652
Med: \$198,900

690

Sales: 1
Avg: \$37,000
Med: 37,000

711

Sales: 13
Avg: \$216,817
Med: \$233,000

720

Sales: 1
Avg: \$77,000
Med: \$77,000

740

Sales: 8
Avg: \$174,000
Med: \$175,000

721

Sales: 29
Avg: \$124,208
Med: \$126,900

730

Sales: 3
Avg: \$141,333
Med: \$84,000

741

Sales: 20
Avg: \$93,102
Med: \$80,000

750

Sales: 3
Avg: \$194,008
Med: \$227,000

742

Sales: 6
Avg: \$138,167
Med: \$127,250

760

Sales: 18
Avg: \$130,886
Med: \$135,500

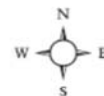
620

NORTH SOCORRO:
VALENCIA COUNTY LINE
SOUTH TO RIO SALADO

621

SOUTH SOCORRO:
RIO SALADO SOUTH

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Scale
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2017 Q4 Sales by Area

East Mountain Area and Estancia Basin

220

Sales: 21
Avg: \$333,410
Med: \$285,000

240

Sales: 22
Avg: \$380,838
Med: \$404,870

230

Sales: 15
Avg: \$266,367
Med: \$215,000

250

Sales: 20
Avg: \$272,866
Med: \$272,500

260

Sales: 6
Avg: \$266,000
Med: \$269,500

270

Sales: 15
Avg: \$225,327
Med: \$205,000

280

Sales: 5
Avg: \$194,185
Med: \$182,027

271

Sales: 1
Avg: \$390,000
Med: \$390,000

290

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

291

Sales: 3
Avg: \$71,800
Med: \$72,000

292

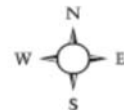
Sales: 4
Avg: \$216,750
Med: \$151,000

231

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

293

Sales: 3
Avg: \$381,000
Med: \$355,000



0 1 2 3 5
Scale in Miles

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Med: