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### **Monthly Highlights**

- 678 single-family detached homes were reported sold for April 2010, the highest number of April sales since 2007.
- Pending home sales for single-family detached homes are up 52.03% from the previous year and increased 18.01% from the previous month. April 2010 is the 2nd month this year that pending home sales passed the 1,000 mark.
- The median sale price for single-family detached home sales held steady at \$175,000 for the 2nd consecutive month.

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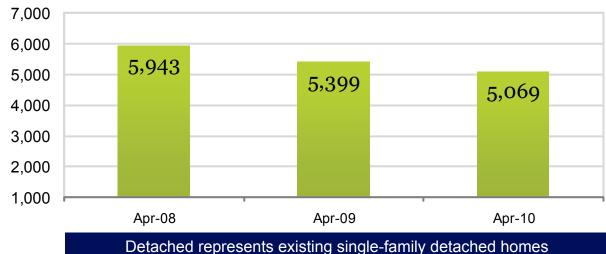
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# **Market Inventory**

#### **Detached Historical**

Year	2008	2009	2010
January	5,525	5,309	4,766
February	5,591	5,373	4,929
March	5,836	5,342	5,091
April	5,943	5,399	5,069
May	6,241	5,422	
June	6,428	5,480	
July	6,402	5,476	
August	6,381	5,299	
September	6,181	5,156	
October	5,962	4,938	
November	5,744	4,834	
December	5,222	4,630	

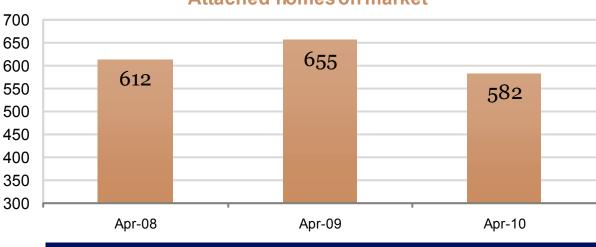
#### **Detached homes on market**



#### **Attached Historical**

Year	2008	2009	2010
January	551	616	566
February	556	664	589
March	598	653	626
April	612	655	582
May	632	660	
June	646	634	
July	680	652	
August	684	603	
September	675	598	
October	655	590	
November	605	579	
December	599	546	

### Attached homes on market



Attached represents existing condo/townhomes attached homes

# Market Activity (New, Pending, Closed)

### **Market Activity**

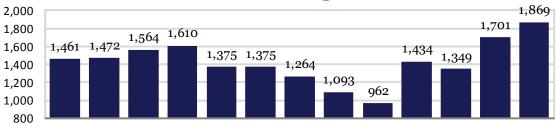
Month	New	Pending	Closed
Apr-09	1,461	836	542
May-09	1,472	856	566
Jun-09	1,564	933	649
Jul-09	1,610	875	735
Aug-09	1,375	986	600
Sep-09	1,375	923	661
Oct-09	1,264	900	731
Nov-09	1,093	595	646
Dec-09	962	476	543
Jan-10	1,434	740	349
Feb-10	1,349	779	380
Mar-10	1,701	1,077	634
Apr-10	1,869	1,271	678

### Change from last month/year

	Apr-10	Mar-10	Apr-09
New	1,869	1,701	1,461
% Change	-	9.88% 27.	
Pending % Change	1,271 -	1,077 <b>18.01%</b>	836 <b>52.03</b> %
Closed	678	634	542
% Change	-	6.94%	25.09%

Data is for single-family detached homes

### **New Listings**



Apr-09 May-09 Jun-09 Jul-09 Aug-09 Sep-09 Oct-09 Nov-09 Dec-09 Jan-10 Feb-10 Mar-10 Apr-10



Apr-09 May-09 Jun-09 Jul-09 Aug-09 Sep-09 Oct-09 Nov-09 Dec-09 Jan-10 Feb-10 Mar-10 Apr-10

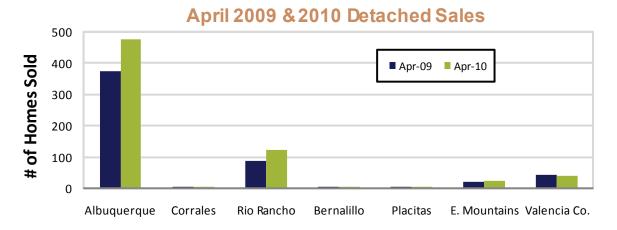


Closed Sales chart also shows average days on market, indicated by a line. The average days on market for April 2010 detached sales was 74.

# **Homes Sales by Market Area**

### Single-family detached sales

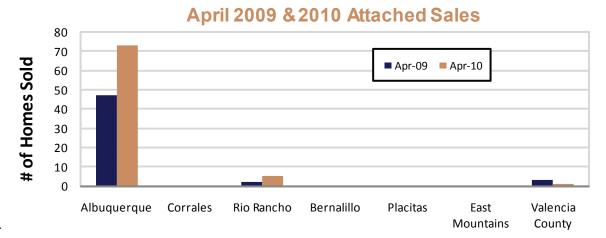
MLS Area	Area Name	Apr-09	Apr-10		
10-121	Albuquerque	374	477		
130	Corrales	4	5		
140-162	140-162 Rio Rancho 89				
180	Bernalillo	Bernalillo 6			
190	Placitas 4		5		
210-293	E. Mountains	22	23		
690-760	Valencia Co.	43	40		
Total	All	542	678		



### Condo/townhome (attached) sales

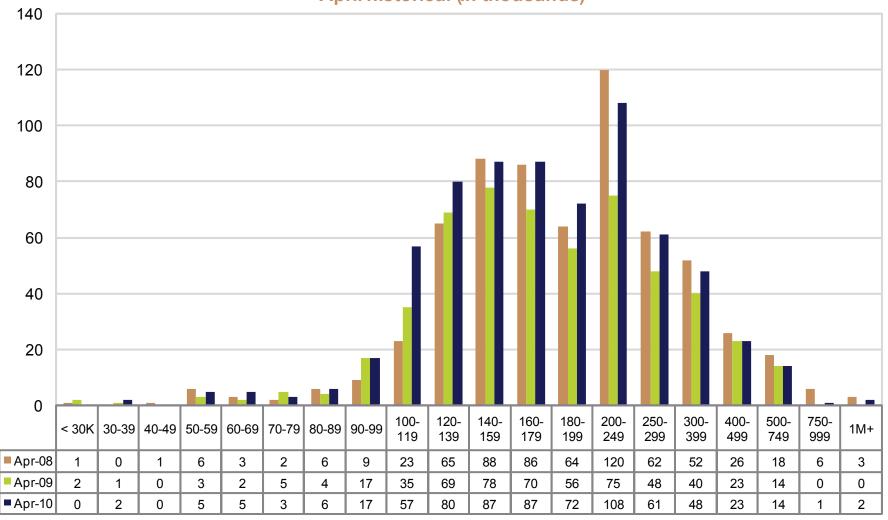
MLS Area	Area Name	Apr-09	Apr-10		
10-121	Albuquerque	47	73		
130	Corrales	0	0		
140-162	140-162 Rio Rancho 2				
180	Bernalillo	0	0		
190	Placitas	0	0		
210-293	E. Mountains	0	0		
690-760	Valencia Co.	3	1		
Total	All	52	79		

MLS Areas 210-293 include East Mountains and Estancia Basin. MLS Areas 690-760 include Belen, Los Lunas, Bosque Farms.



# **Closed Sales by Price**

Detached Sales by Price April historical (in thousands)



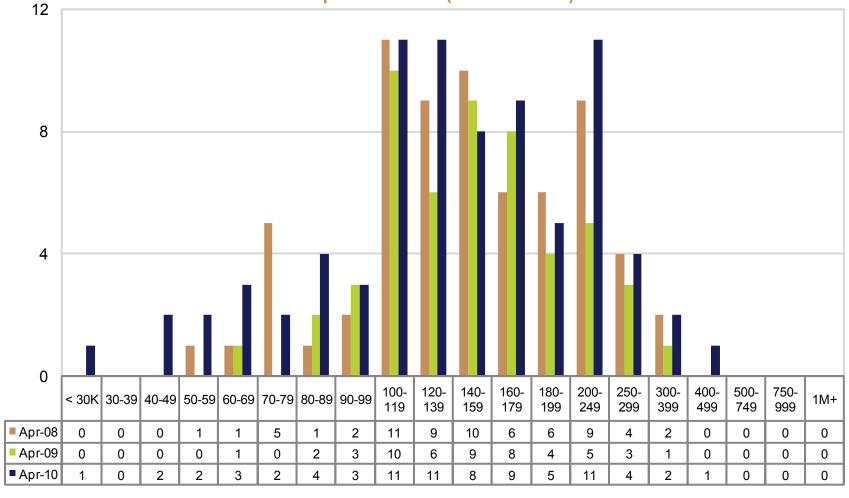
**Top Selling Price Range for Detached Homes (for April 2010)** 

\$200,000 - \$249,999

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

## **Closed Sales by Price**

Attached Sales by Price April historical (in thousands)



**Top Selling Price Ranges for Attached Homes (for April 2010)** 

\$100,000 - \$119,999 / \$120,000 - \$139,999 / \$200,000 - \$249,999

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

### **Market Indicators**

### Supply-Demand

Year	2008	2009	2010
January	6.25	9.15	6.26
February	7.19	10.02	6.12
March	6.69	7.18	4.58
April	6.77	6.39	4.01
May	6.84	6.31	
June	7.28	5.81	
July	7.38	6.26	
August	8.85	5.55	
September	9.04	5.74	
October	10.75	5.73	
November	12.09	8.30	
December	12.04	10.16	

#### 14 Number of Active Listings Per Buyer (detached) 12 10.16 10 8.30 8 6.39 6.31 6.26 6.26 6.12 5.81 5.74 5.73 5.55 6 4.58 4.01 2 40400 480,10 Mar.10 POLVO

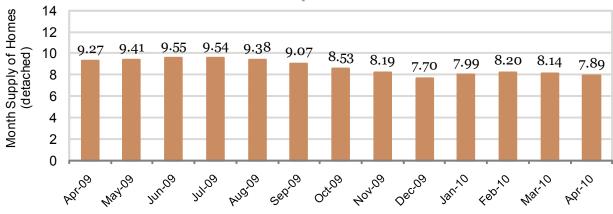
**Supply-Demand** 

The Supply-Demand Ratio is calculated by dividing the number of homes for sale (listings available) by the number of total pending sales for that month. The higher the ratio, the more supply there is relative to demand.

### **Absorption Rate**

Year	2008	2009	2010
January	6.62	8.85	7.99
February	6.79	9.03	8.20
March	7.17	9.07	8.14
April	7.55	9.27	7.89
May	8.13	9.41	
June	8.64	9.55	
July	8.91	9.54	
August	9.28	9.38	
September	9.25	9.07	
October	9.16	8.53	
November	9.14	8.19	
December	8.47	7.70	

### **Absorption Rate**



The Absorption Rate measures how long it will take to exhaust or sell the current housing inventory. An average market is traditionally a six-month supply.

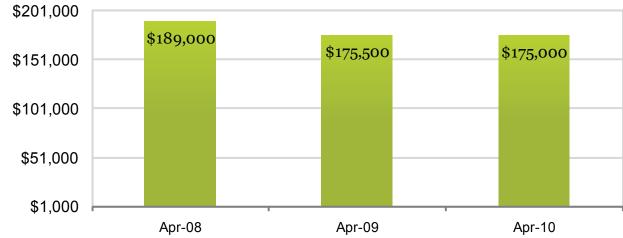
Data is for single-family detached homes

### **Home Sales Prices**

#### **Median Sale Price**

Year	2008	2009	2010
January	\$185,000	\$175,000	\$172,240
February	\$189,250	\$184,900	\$169,950
March	\$191,250	\$184,500	\$175,000
April	\$189,000	\$175,500	\$175,000
May	\$205,000	\$184,750	
June	\$203,500	\$185,800	
July	\$196,000	\$185,000	
August	\$195,000	\$186,000	
September	\$186,750	\$179,900	
October	\$189,417	\$170,000	
November	\$180,000	\$175,750	
December	\$179,900	\$175,875	





### **Average Sale Price**

Year	2008	2009	2010
January	\$227,898	\$214,872	\$205,624
February	\$226,342	\$209,515	\$206,654
March	\$236,394	\$218,543	\$211,049
April	\$227,281	\$206,070	\$205,601
May	\$247,295	\$222,070	
June	\$248,375	\$222,183	
July	\$240,986	\$224,271	
August	\$239,018	\$211,969	
September	\$222,947	\$209,987	
October	\$224,270	\$209,614	
November	\$212,088	\$209,243	
December	\$218,633	\$216,687	

### **Average Sale Price**



Data is for single-family detached homes

### **Market Overview**

2010		(DET) 2010	(DET) 2009	Percent Change	(ATT) 2010	(ATT) 2009	Percent Change	(DET+ATT) 2010 Year-to- Date	(DET+ATT) 2009 Year-to- Date	Percent Change
New Listings	Apr	1,869	1,461	27.93%	202	145	39.31%	7,074	6,290	12.46%
	May		1,472			163			7,925	
	Jun		1,564			171			9,660	
Pending Sales	Apr	1,271	836	52.03%	164	85	92.94%	4,296	2,947	45.78%
	May		856			73			3,876	
	Jun		933			125			4,934	
Closed Sales	Apr	678	542	25.09%	79	52	51.92%	2,277	1,837	23.95%
	May		566			51			2,454	
	Jun		649			73			3,176	
Dollar Volume of Closed Sales	Apr	\$139.4	\$111.6	24.91%	\$12.2	\$8.1	50.62%	\$459.0	\$380.0	20.79%
(in millions)	May		\$125.0			\$8.7			\$513.7	
	Jun		\$144.2			\$10.8			\$668.7	
Median Sales Price	Apr	\$175,000	\$175,500	-0.28%	\$142,000	\$153,700	-7.61%			
	May		\$184,750			\$156,590				
	Jun		\$185,800			\$144,900				
Average Sales Price	Apr	\$205,601	\$206,070	-0.23%	\$154,508	\$156,420	-1.22%			
	May		\$222,070			\$170,333				
	Jun		\$222,183			\$148,455				
Total Active	Apr	5,069	5,399	-6.11%	582	655	-11.15%			
Listings Available	May		5,422			660				
	Jun		5,480			634				
Average Days on Market	Apr	74	85	-12.94%	96	105	-8.57%			
	May		78			99				
	Jun		85			67				

# Market Comparison Albuquerque & Rio Rancho

City of Albuquerque		(DET) 2010	(DET) 2009	Percent Change	City of Rio Rancho		(DET) 2010	(DET) 2009	Percent Change
New Listings	Apr	1,212	970	24.95%	New Listings	Apr	317	255	24.31%
	May		958			May		257	
	Jun		1,031			Jun		258	
Pending Sales	Apr	912	590	54.58%	Pending Sales	Apr	225	146	54.11%
	May		607			May		165	
	Jun		660			Jun		165	
Closed Sales	Apr	477	374	27.54%	Closed Sales	Apr	124	89	39.33%
	May		413			May		89	
	Jun		471			Jun		118	
Median Sales Price	Apr	\$175,900	\$178,000	-1.18%	Median Sales Price	Apr	\$166,500	\$160,000	4.06%
	May		\$189,000			May		\$165,000	
	Jun		\$187,500			Jun		\$180,750	
Average Sales Price	Apr	\$210,389	\$205,901	2.18%	Average Sales Price	Apr	\$185,473	\$185,886	-0.22%
	May		\$227,437			May		\$185,442	
	Jun		\$226,141			Jun		\$199,628	
Total Active	Apr	3,059	3,245	-5.73%	Total Active	Apr	816	934	-12.63%
	May		3,224			May		927	
	Jun		3,279			Jun		920	
Average Days on Market	Apr	64	70	-8.57%	Average Days on Market	Apr	83	103	-19.42%
	May		71			May		87	
	Jun		77			Jun		102	

# Market Comparison East Mountains/Estancia Basin & Valencia County

East Mountains & Estancia Basin		(DET) 2010	(DET) 2009	Percent Change	Valencia County		(DET) 2010	(DET) 2009	Percent Change
New Listings	Apr	127	96	32.29%	New Listings	Apr	130	84	54.76%
3. 3.	May		109		3.	May		97	
	Jun		107			Jun		107	
Pending Sales	Apr	39	31	25.81%	Pending Sales	Apr	65	47	38.30%
	May		29			May		35	
	Jun		26			Jun		56	
Closed Sales	Apr	23	22	4.55%	Closed Sales	Apr	40	43	-6.98%
	May		21			May		30	
	Jun		18			Jun		30	
Median Sales Price	Apr	\$198,000	N/A	N/A	Median Sales Price	Apr	\$147,250	N/A	N/A
	May		\$212,500			May		\$135,950	
	Jun		\$214,750			Jun		\$133,998	
Average Sales Price	Apr	\$214,735	N/A	N/A	Average Sales Price	Apr	\$156,716	N/A	N/A
	May		\$219,738			May		\$145,744	
	Jun		\$251,578			Jun		\$162,973	
Total Active	Apr	432	N/A	N/A	Total Active	Apr	470	N/A	N/A
	May		N/A			May		N/A	
	Jun		473			Jun		477	
Average Days on Market	Apr	114	N/A	N/A	Average Days on Market	Apr	112	N/A	N/A
	May		91			May		N/A	
	Jun		80			Jun		120	

