

MONTHLY MARKET REPORT

April 2016



AT A GLANCE *

<i>Active Listings</i>	<i>Pending sales</i>	<i>Closed sales</i>
3,275	1,211	930
-17.15% from last year	+2.63% from last year	+10.19% from last year
<i>Average Sale Price</i>		<i>Median Sale Price</i>
\$217,616		\$185,000
+3.47% from last year		+4.64% from last year

CONTACT

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** Data shown in "at a glance" section is for single-family detached homes.*

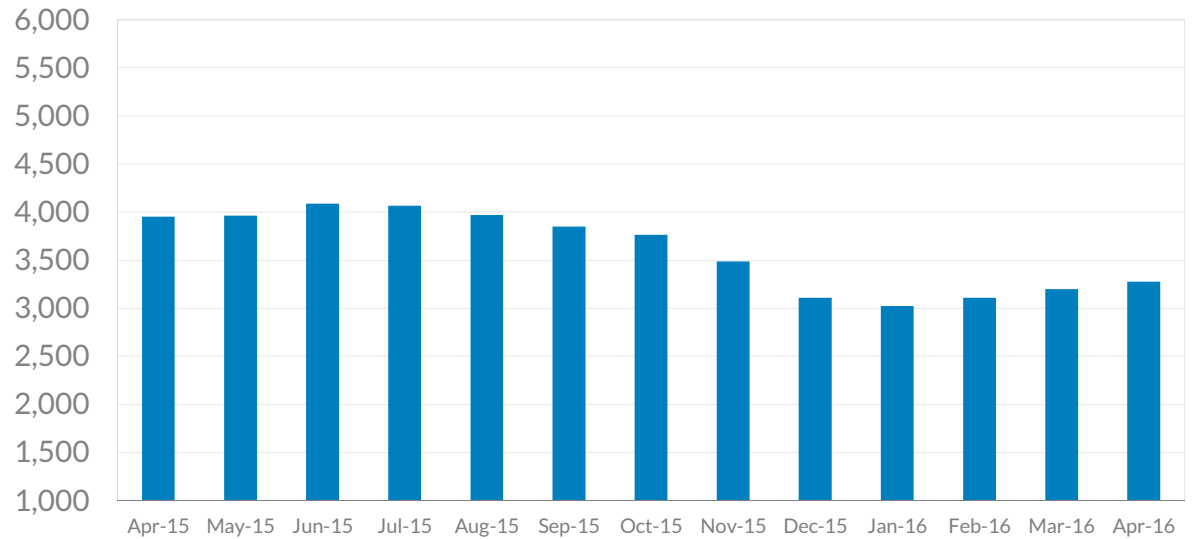
Market Inventory



Detached Historical

Year	2014	2015	2016
January	3,884	3,741	3,021
February	3,925	3,665	3,108
March	4,164	3,770	3,198
April	4,382	3,953	3,275
May	4,682	3,964	
June	4,937	4,089	
July	4,967	4,067	
August	5,043	3,971	
September	4,945	3,850	
October	4,705	3,763	
November	4,331	3,486	
December	3,850	3,108	

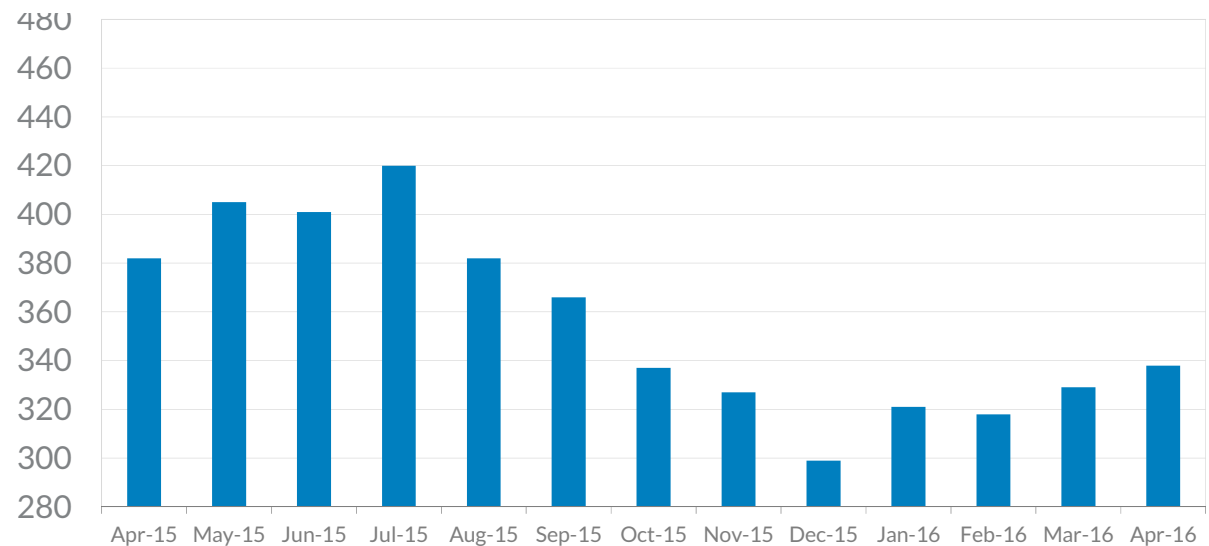
Detached Homes on Market



Attached Historical

Year	2014	2015	2016
January	388	357	321
February	395	362	318
March	455	386	329
April	476	382	338
May	468	405	
June	465	401	
July	461	420	
August	431	382	
September	445	366	
October	443	337	
November	410	327	
December	362	299	

Attached Homes on Market



Market Inventory *(New, Pending, Closed)*



Market Activity

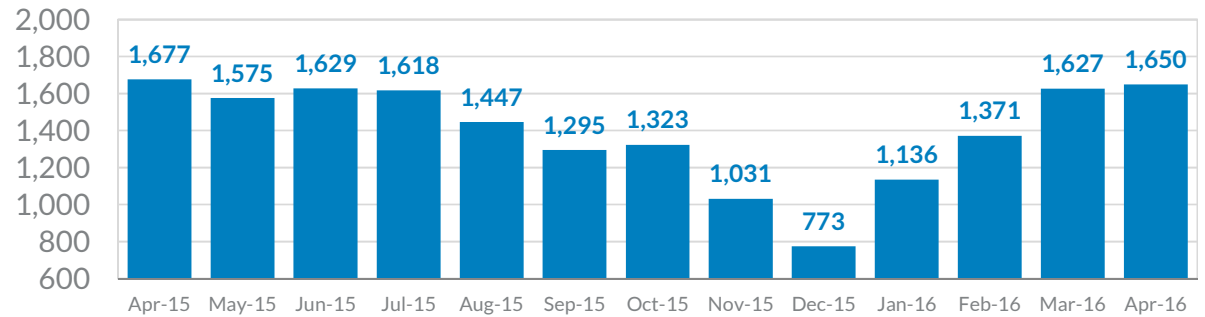
Month	New	Pending	Closed
Apr-15	1,677	1,180	844
May-15	1,575	1,234	903
Jun-15	1,629	1,188	984
Jul-15	1,618	1,157	1,013
Aug-15	1,447	1,087	948
Sep-15	1,295	1,000	886
Oct-15	1,323	958	835
Nov-15	1,031	794	652
Dec-15	773	679	594
Jan-16	1,136	912	638
Feb-16	1,371	1,040	896
Mar-16	1,627	1,188	930
Apr-16	1,650	1,211	930

Change from Last Month/Year

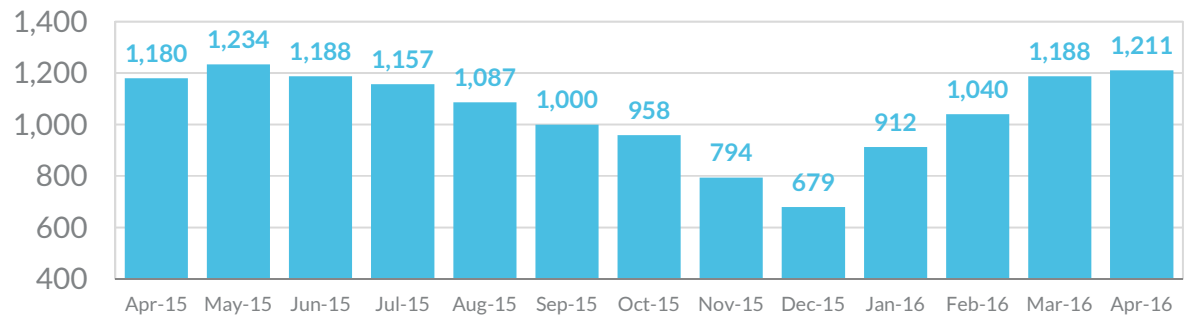
	Apr-16	Mar-16	Apr-15
New	1,650	1,627	1,677
% Change	-	1.41%	-1.61%
Pending	1,211	1,188	1,180
% Change	-	1.41%	2.63%
Closed	930	896	844
% Change	-	1.41%	10.19%

Closed Sales chart also shows average days on market, indicated by a line. The average days on market for April 2016 detached sales was 57.

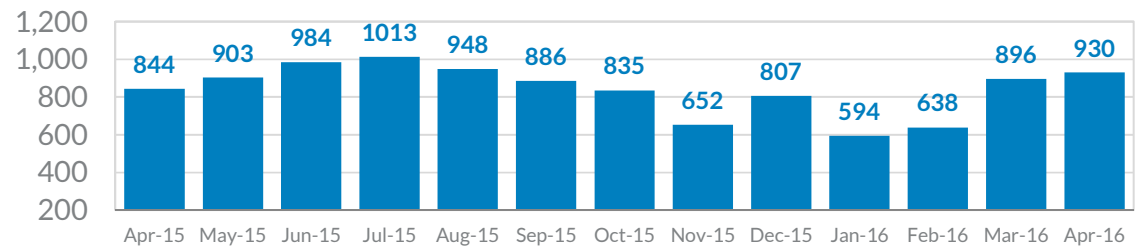
New Listings



Pending Sales



Closed Sales



Home Sales by Market Area



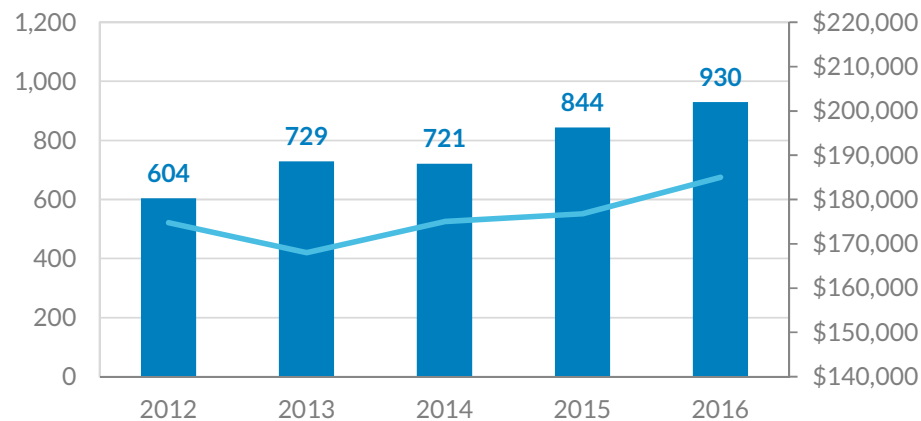
Single-Family Detached Sales

MLS Area	Area Name	Apr-15	Apr-16
10-121	Albuquerque	581	621
130	Corrales	10	11
140-162	Rio Rancho	156	174
170	Bernalillo	11	12
180	Placitas	7	10
210-293	E. Mountains	36	42
690-760	Valencia Co.	43	60
Total	All	844	930

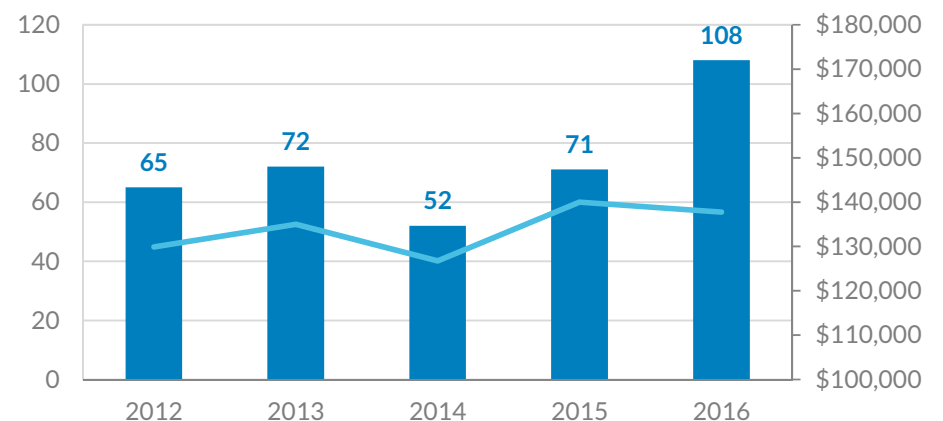
Condo/Townhome (Attached) Sales

MLS Area	Area Name	Apr-15	Apr-16
10-121	Albuquerque	56	94
130	Corrales	1	0
140-162	Rio Rancho	11	12
170	Bernalillo	0	0
180	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	3	2
Total	All	71	108

Detached Sales & Median Sale Price



Attached Sales & Median Sale Price

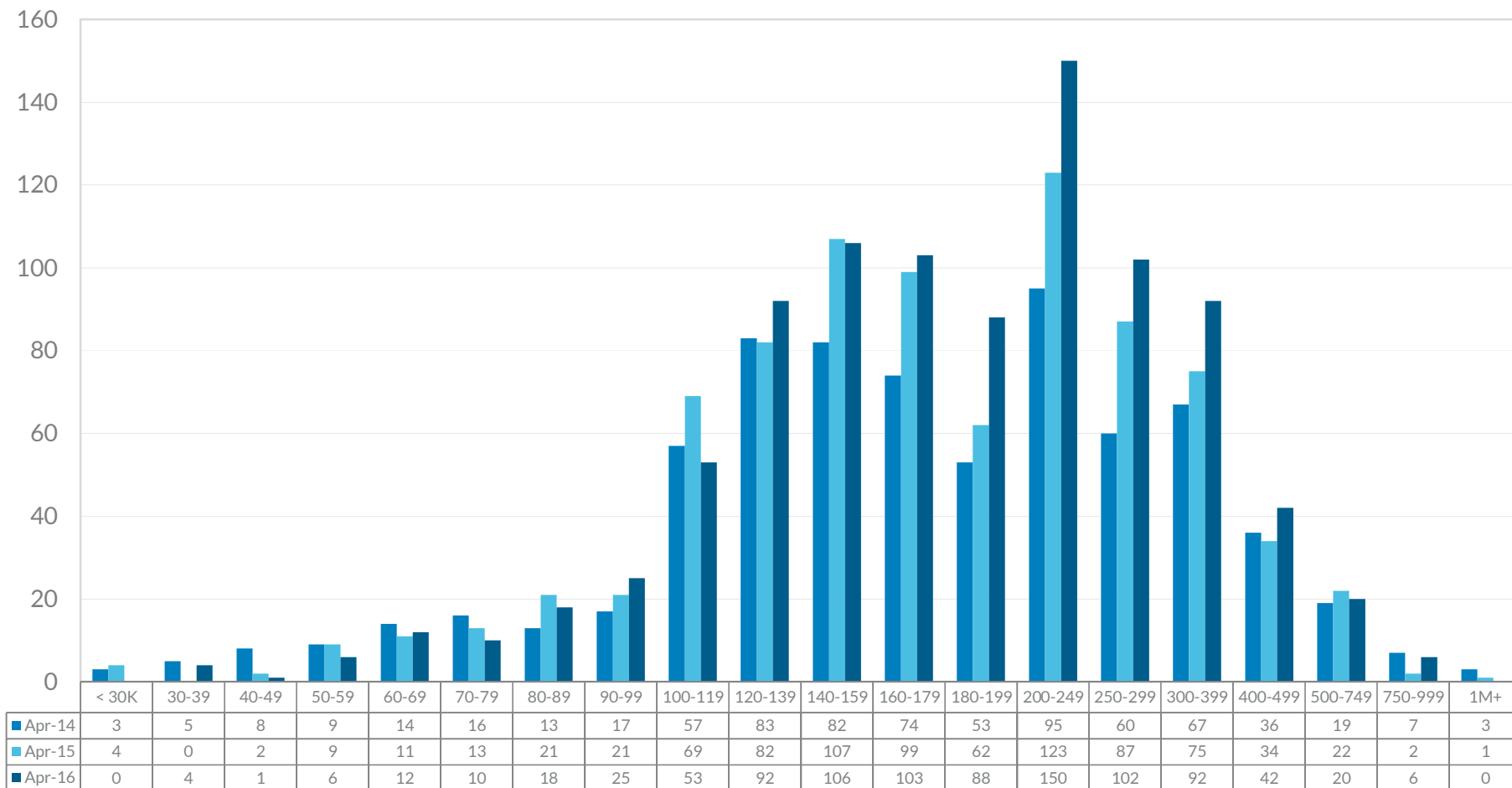


Blue line on charts represents the median sale price for that month
 MLS Areas 210-293 include East Mountains and Estancia Basin. MLS Areas 690-760 include Belen, Los Lunas, and Bosque Farms.

Closed Sales by Price *(Detached)*



Historical (in thousands)

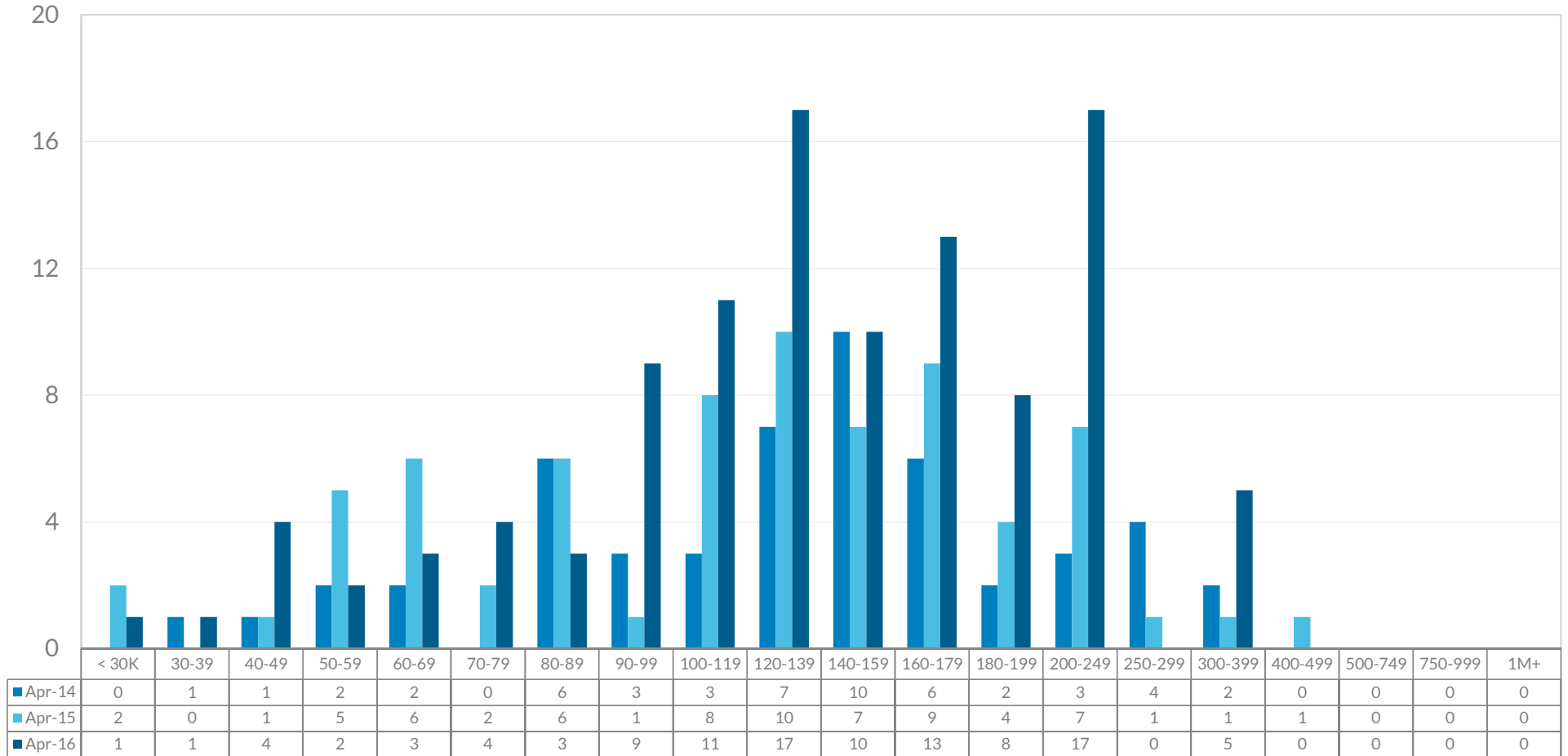


TOP SELLING PRICE RANGE FOR DETACHED HOMES
\$200,000 - \$249,999

Closed Sales by Price *(Attached)*



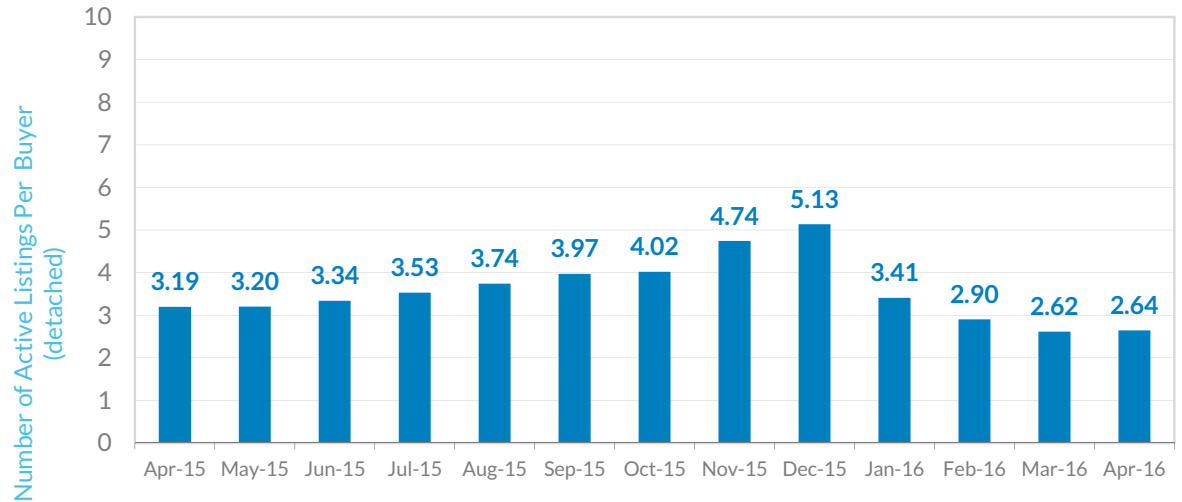
Historical (in thousands)



TOP SELLING PRICE RANGE FOR ATTACHED HOMES
\$120,000 - \$139,999 and \$200,000 - \$249,999

Supply-Demand

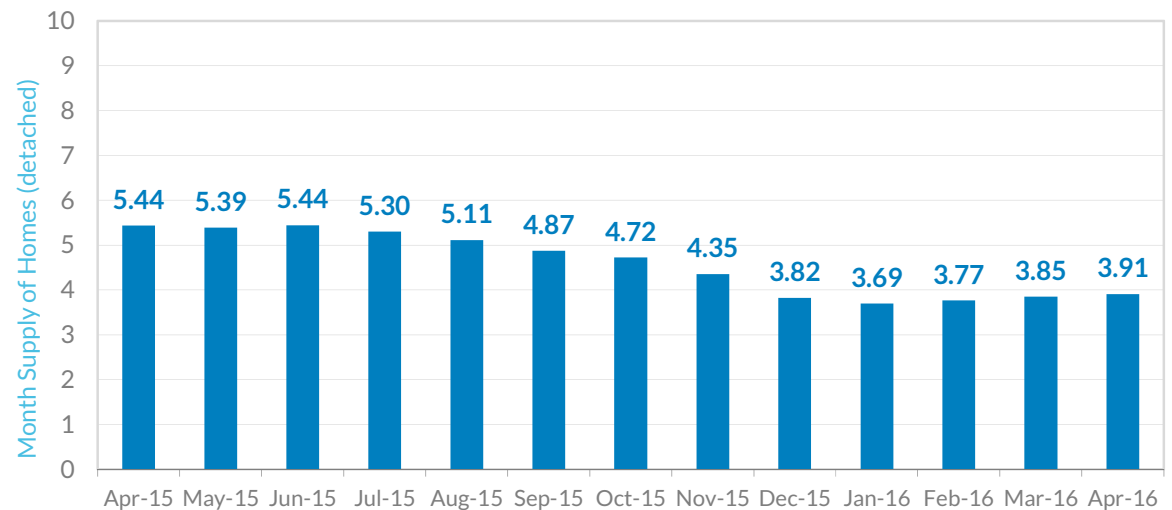
Year	2014	2015	2016
January	4.99	4.50	3.41
February	4.90	4.06	2.90
March	4.13	3.33	2.62
April	4.27	3.19	2.64
May	4.40	3.20	
June	4.99	3.34	
July	5.01	3.53	
August	5.80	3.74	
September	5.91	3.97	
October	5.95	4.02	
November	6.38	4.74	
December	6.67	0.00	



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 Rates

Year	2014	2015	2016
January	5.32	5.30	3.69
February	5.38	5.19	3.77
March	5.69	5.26	3.85
April	5.99	5.44	3.91
May	6.48	5.39	
June	6.88	5.44	
July	7.02	5.30	
August	7.15	5.11	
September	7.07	4.87	
October	6.70	4.72	
November	6.14	4.35	
December	5.46	3.82	



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

Monthly Sale Prices *(Detached)*



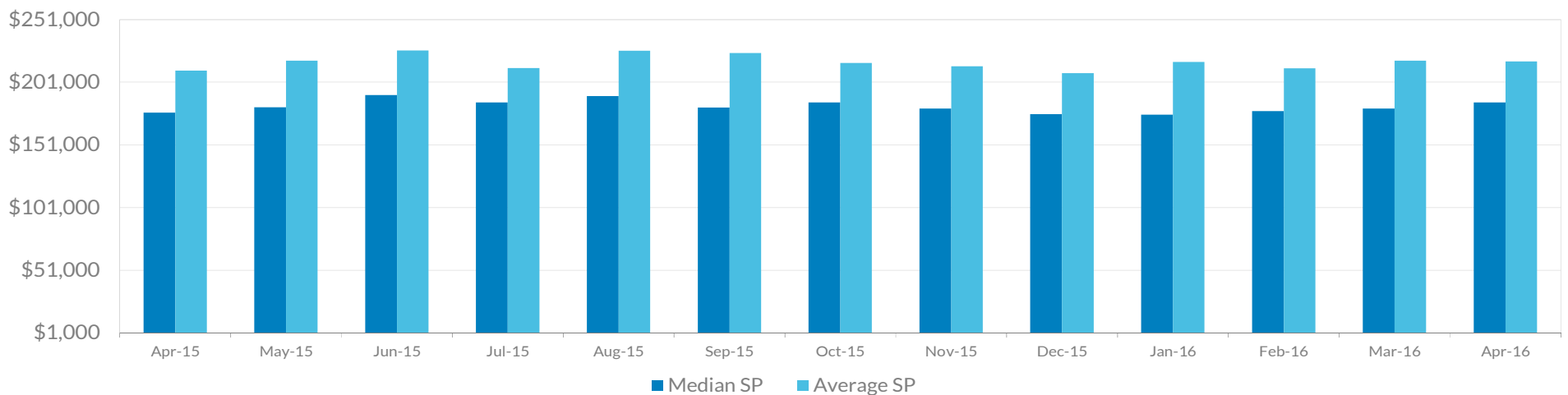
Median Sale Price

Year	2014	2015	2016
January	\$167,900	\$169,500	\$175,000
February	\$169,000	\$169,000	\$178,000
March	\$170,000	\$175,000	\$180,000
April	\$175,000	\$176,800	\$185,000
May	\$180,000	\$181,000	
June	\$180,000	\$190,788	
July	\$190,000	\$185,000	
August	\$184,100	\$189,950	
September	\$175,000	\$180,850	
October	\$175,000	\$185,000	
November	\$175,000	\$180,000	
December	\$177,000	\$175,500	

Average Sale Price

Year	2014	2015	2016
January	\$203,687	\$203,468	\$217,247
February	\$198,483	\$199,196	\$212,172
March	\$202,672	\$210,069	\$218,241
April	\$215,560	\$210,321	\$217,616
May	\$223,193	\$218,228	
June	\$213,504	\$226,337	
July	\$230,750	\$212,345	
August	\$216,148	\$226,254	
September	\$208,936	\$224,353	
October	\$212,905	\$216,252	
November	\$215,899	\$213,686	
December	\$211,523	\$208,229	

Monthly Sale Price



Historical Home Prices *(Detached)*



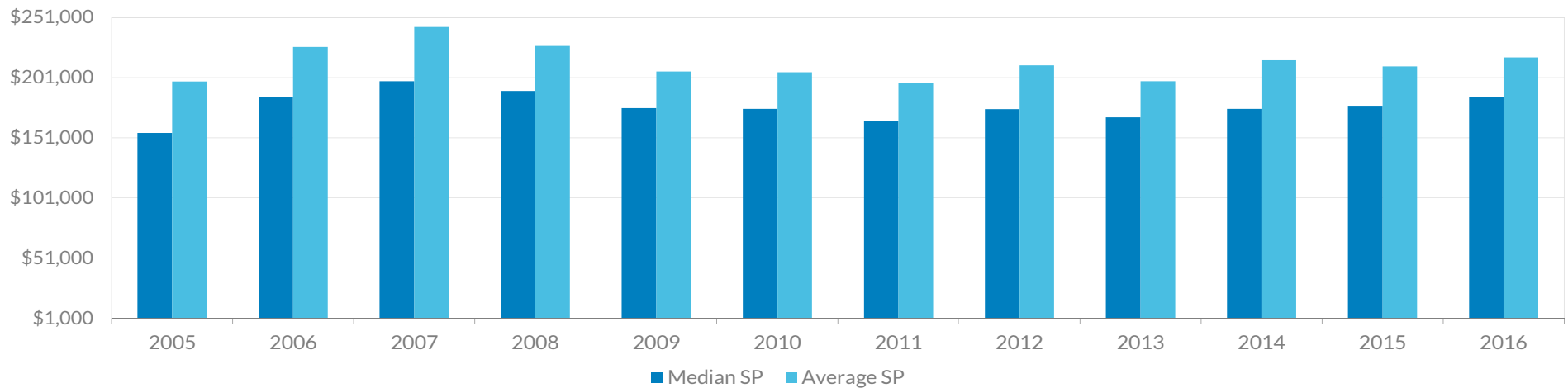
Median Sale Price

Year	Median Sale Price	% Change From Previous Year
2005	\$155,000	7.64%
2006	\$185,000	19.35%
2007	\$198,012	7.03%
2008	\$189,900	-4.10%
2009	\$175,500	-7.58%
2010	\$175,000	-0.28%
2011	\$165,000	-5.71%
2012	\$174,775	5.92%
2013	\$168,000	-3.88%
2014	\$175,000	4.17%
2015	\$176,800	1.03%
2016	\$185,000	4.64%

Average Sale Price

Year	Average Sale Price	% Change From Previous Year
2005	\$197,770	11.06%
2006	\$226,655	14.61%
2007	\$243,023	7.22%
2008	\$227,281	-6.48%
2009	\$206,070	-9.33%
2010	\$205,601	-0.23%
2011	\$196,321	-4.51%
2012	\$211,186	7.57%
2013	\$197,908	-6.29%
2014	\$215,560	8.92%
2015	\$210,321	-2.43%
2016	\$217,616	3.47%

Historical Home Prices



Monthly Market Activity by Zip Code



Zip Code	Active listings	Sold Listings	% of All Sales	Zip Code	Active listings	Sold Listings	% of All Sales	Zip Code	Active listings	Sold Listings	% of All Sales
87001	5	0	0.00%	87068	13	4	0.43%	87144	262	79	8.49%
87002	116	14	1.51%	87102	46	4	0.43%	88321	1	0	0.00%
87004	53	13	1.40%	87104	39	6	0.65%				
87008	14	4	0.43%	87105	96	29	3.12%				
87015	70	14	1.51%	87106	64	18	1.94%				
87016	12	1	0.11%	87107	117	20	2.15%				
87023	1	0	0.00%	87108	95	26	2.80%				
87026	2	0	0.00%	87109	74	28	3.01%				
87031	180	42	4.52%	87110	122	46	4.95%				
87035	17	2	0.22%	87111	201	63	6.77%				
87036	10	1	0.11%	87112	119	46	4.95%				
87042	17	0	0.00%	87113	53	22	2.37%				
87043	80	10	1.08%	87114	288	96	10.32%				
87047	56	9	0.97%	87120	244	82	8.82%				
87048	98	11	1.18%	87121	131	80	8.60%				
87056	8	0	0.00%	87122	111	26	2.80%				
87059	75	11	1.18%	87123	135	29	3.12%				
87061	6	0	0.00%	87124	244	94	10.11%				

Any zip code that is located in the Southwest MLS Service Area that had at least 1 Active listing or 1 sale that month will be included in the zip code report.

Market Overview



2016		(DET) 2016	(DET) 2015	Percent Change	(ATT) 2016	(ATT) 2015	Percent Change	(DET+ATT) 2016 Year- to-Date	(DET+ATT) 2015 Year- to-Date	Percent Change
New Listings	Apr	1,650	1,677	-1.61%	161	154	4.55%	6,363	6,524	-2.47%
	May		1,575			144			8,418	
	Jun		1,629			146			10,290	
Pending Sales	Apr	1,211	1,180	2.63%	115	127	-9.45%	4,782	3,781	26.47%
	May		1,234			115			4,890	
	Jun		1,188			124			5,919	
Closed Sales	Apr	930	844	10.19%	108	71	52.11%	3,372	2,725	23.74%
	May		903			94			3,602	
	Jun		984			91			4,473	
Dollar Volume of Closed Sales (in millions)	Apr	\$202.3	\$177.5	13.97%	\$16.0	\$9.6	66.67%	\$706.1	\$545.9	29.35%
	May		\$197.1			\$14.9			\$745.7	
	Jun		\$222.7			\$14.6			\$926.6	
Median Sales Price	Apr	\$185,000	\$176,800	4.64%	\$137,750	\$134,742	2.23%	--	--	--
	May		\$181,000			\$149,500			--	
	Jun		\$190,788			\$155,500			--	
Average Sales Price	Apr	\$217,616	\$210,321	3.47%	\$148,155	\$130,500	13.53%	--	--	--
	May		\$218,228			\$158,121			--	
	Jun		\$226,337			\$160,026			--	
Total Active Listings Available	Apr	3,275	3,953	-17.15%	338	382	-11.52%	--	--	--
	May		3,964			405			--	
	Jun		4,089			401			--	
Average Days on Market	Apr	57	70	-18.57%	56	67	-16.42%	--	--	--
	May		62			55			--	
	Jun		56			64			--	

Market Comparison *(Albuquerque & Rio Rancho)*



City of Albuquerque		(DET) 2016	(DET) 2015	Percent Change	City of Rio Rancho		(DET) 2016	(DET) 2015	Percent Change
New Listings	Apr	1,090	1,117	-2.42%	New Listings	Apr	294	276	6.52%
	May		1,051			278			
	Jun		1,089			251			
Pending Sales	Apr	829	805	2.98%	Pending Sales	Apr	231	225	2.67%
	May		866			211			
	Jun		808			223			
Closed Sales	Apr	621	581	6.88%	Closed Sales	Apr	174	156	11.54%
	May		636			170			
	Jun		693			169			
Median Sales Price	Apr	\$188,000	\$183,300	2.56%	Median Sales Price	Apr	\$174,950	\$154,920	12.93%
	May		\$188,950			\$161,632			
	Jun		\$195,000			\$173,000			
Average Sales Price	Apr	\$222,622	\$215,899	3.11%	Average Sales Price	Apr	\$192,302	\$171,497	12.13%
	May		\$229,854			\$182,370			
	Jun		\$235,208			\$192,051			
Total Active	Apr	1,936	2,285	-15.27%	Total Active	Apr	506	659	-23.22%
	May		2,258			685			
	Jun		2,351			656			
Average Days on Market	Apr	53	66	-19.70%	Average Days on Market	Apr	47	73	-35.62%
	May		59			58			
	Jun		51			55			

Market Comparison *(East Mtns. / Estancia Basin & Valencia County)*



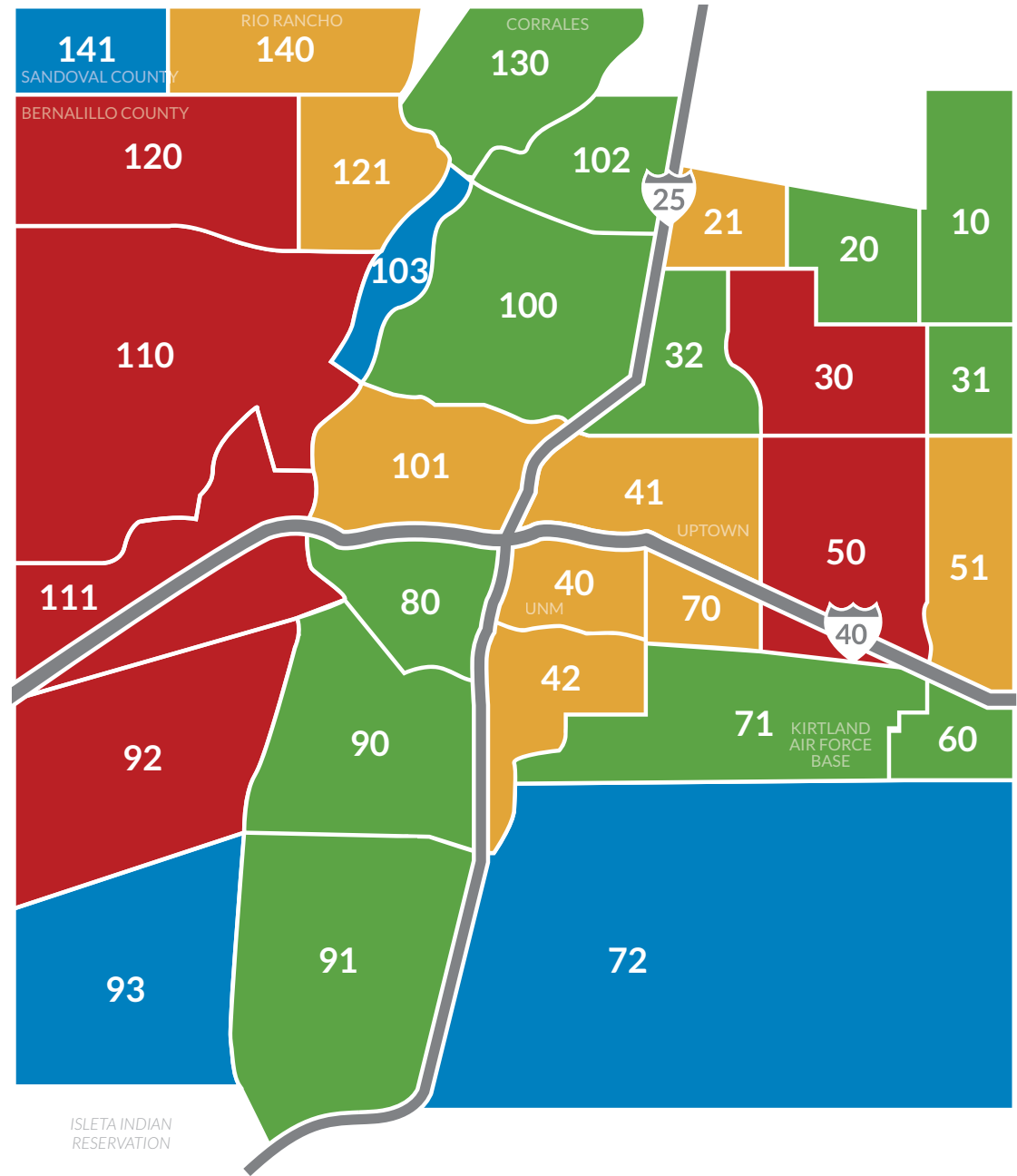
East Mountains & Estancia Basin		(DET) 2016	(DET) 2015	Percent Change	Valencia County		(DET) 2016	(DET) 2015	Percent Change
New Listings	Apr	94	113	-16.81%	New Listings	Apr	90	102	-11.76%
	May		83			May		95	
	Jun		96			Jun		123	
Pending Sales	Apr	53	54	-1.85%	Pending Sales	Apr	69	68	1.47%
	May		55			May		71	
	Jun		65			Jun		57	
Closed Sales	Apr	42	36	16.67%	Closed Sales	Apr	60	43	39.53%
	May		37			May		42	
	Jun		44			Jun		50	
Median Sales Price	Apr	\$233,450	\$175,000	33.40%	Median Sales Price	Apr	\$136,500	\$119,900	13.84%
	May		\$203,000			May		\$130,250	
	Jun		\$228,000			Jun		\$127,500	
Average Sales Price	Apr	\$252,558	\$248,589	1.60%	Average Sales Price	Apr	\$156,831	\$141,351	10.95%
	May		\$232,584			May		\$147,916	
	Jun		\$229,635			Jun		\$137,630	
Total Active	Apr	270	393	-31.30%	Total Active	Apr	327	354	-7.63%
	May		383			May		357	
	Jun		400			Jun		398	
Average Days on Market	Apr	96	72	33.33%	Average Days on Market	Apr	80	101	-20.79%
	May		125			May		75	
	Jun		88			Jun		79	

Albuquerque & Central Bernalillo County



MLS Areas

10	Sandia Heights
20	North ABQ Acres Area
21	ABQ Acres West
30	Far Northeast Heights
31	Foothills North
32	Academy West
40	UNM
41	Uptown
42	UNM South
50	Northeast Heights
51	Foothills South
60	Four Hills Village
70	Fairgrounds
71	Southeast Heights
72	Mesa Del Sol
80	Downtown Area
90	Near South Valley
91	Valley Farms
92	Southwest Heights
93	Pajarito
100	North Valley
101	Near North Valley
102	Far North Valley
103	West River Valley
110	Northwest Heights
111	Ladera Heights
112	Canconcito
120	Paradise West
121	Paradise East
130	Corrales
140	Rio Rancho South
141	Rio Rancho Southwest



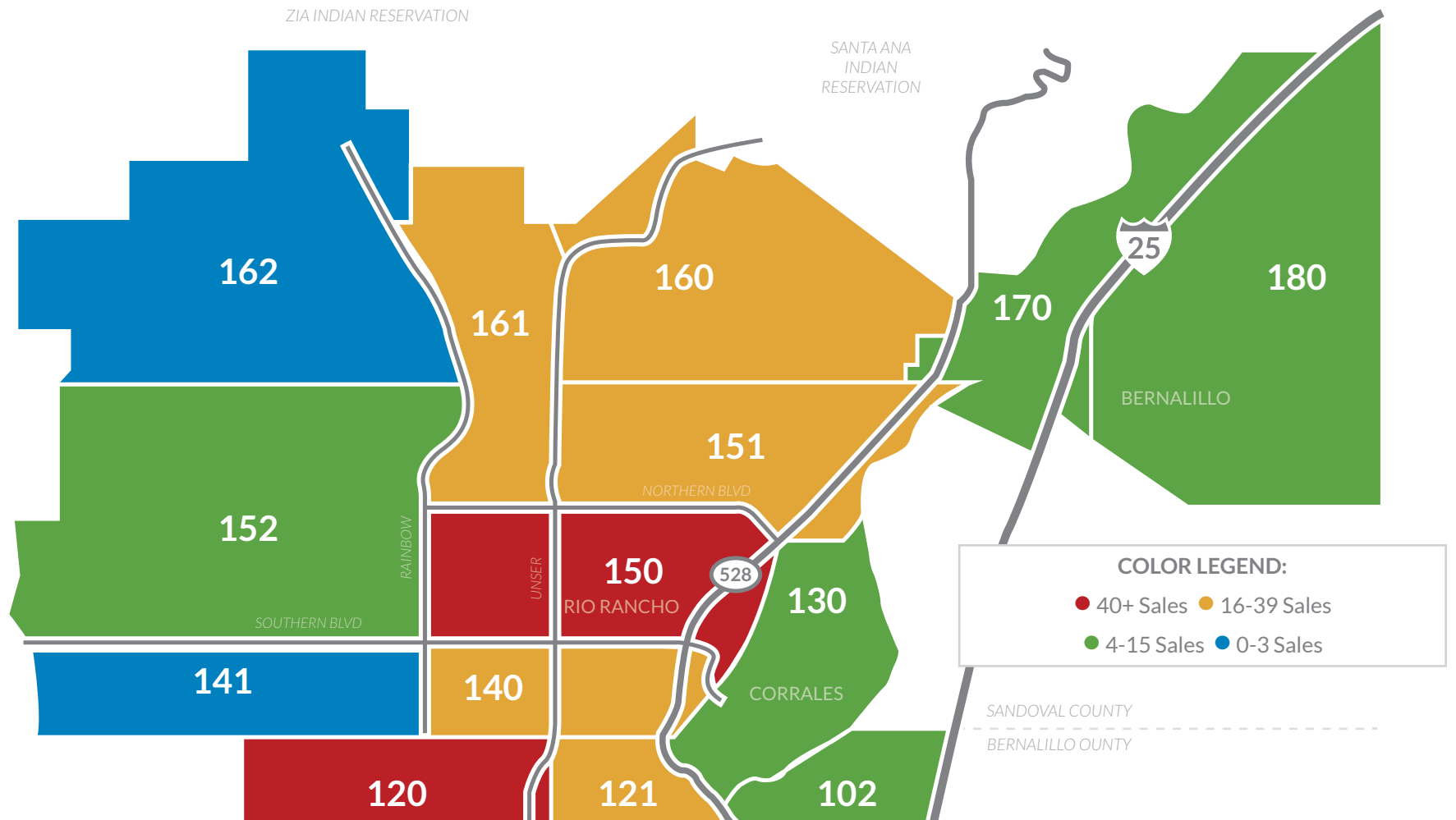
COLOR LEGEND: ● 40+ Sales ● 16-39 Sales ● 4-15 Sales ● 0-3 Sales

Rio Rancho & Southern Sandoval County



MLS Areas

102	Far North Valley	152	Rio Rancho Mid-West
120	Paradise West	160	Rio Rancho North
121	Paradise East	161	Rio Rancho Central
130	Corrales	162	Rio Rancho Northwest
140	Rio Rancho South	170	Bernalillo/Algodones
141	Rio Rancho Southwest	180	Placitas Area
150	Rio Rancho Mid	190	San Ysidro/Jemez Springs
151	Rio Rancho Mid-North	200	Sandoval County - Other



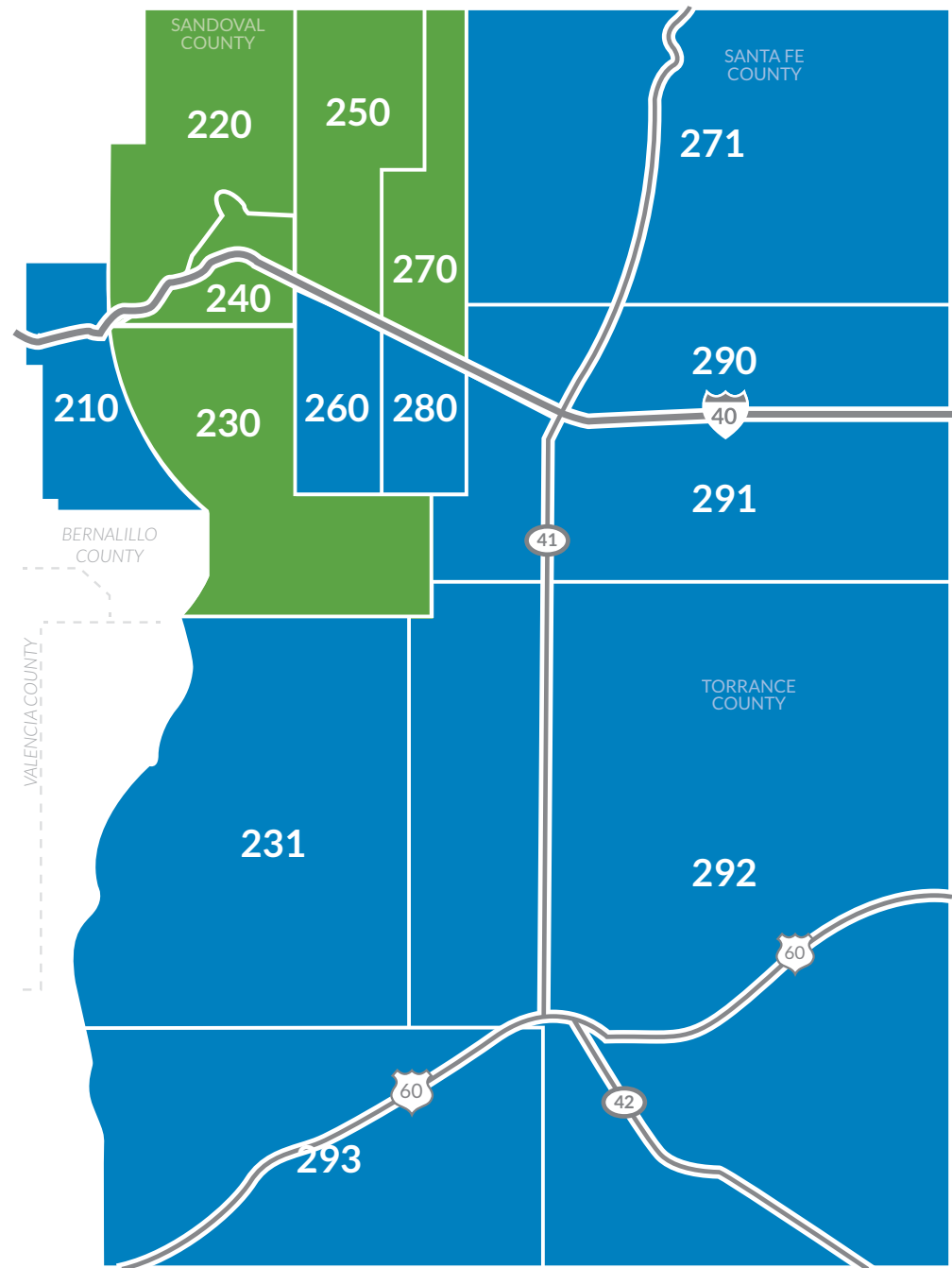
East Mountain Area & Estancia Basin

MLS Areas

210	.....	Carnuel, Monticello
220	.....	North of I-40
230	.....	South of I-40
231	.....	Manzano Mountain
240	.....	Zuzax, Tijeras
250	.....	Northwest Edgewood
260	.....	South 217 Area
270	.....	Northeast Edgewood
271	.....	Stanley
280	.....	Southwest Edgewood
290	.....	North Moriarty
291	.....	South Moriarty
292	.....	Estancia, McIntosh, Willard
293	.....	Mountainair

COLOR LEGEND:

- 40+ Sales
- 16-39 Sales
- 4-15 Sales
- 0-3 Sales



Valencia County

MLS Areas

690	.....	West Valencia County
700	.....	Los Lunas
701	.....	West Los Lunas
710	.....	Bosque Farms & Peralta
711	.....	East Los Lunas, Tome, Valencia
720	.....	Meadowlake, El Cerro Mission
721	.....	Las Maravillas, Cypress Gardens
730	.....	West Belen
740	.....	Los Chavez
741	.....	Belen
742	.....	Jarales, Bosque
750	.....	Adelino
760	.....	Rio Communities, Tierra Grande

COLOR LEGEND:

- 40+ Sales
- 16-39 Sales
- 4-15 Sales
- 0-3 Sales

