

# MONTHLY MARKET REPORT

## January 2015



### JANUARY AT A GLANCE \*

<i>Active Listings</i>	<i>Pending sales</i>	<i>Closed sales</i>
<b>3,741</b>	<b>855</b>	<b>537</b>
<small>-3.68% from last year</small>	<small>+11.18 % from last year</small>	<small>-0.37% from last year</small>
<i>Average Sale Price</i>		<i>Median Sale Price</i>
<b>\$203,468</b>		<b>\$169,500</b>
<small>-0.11% from last year</small>		<small>+0.95% from last year</small>

### CONTACT

**Paul Wilson**  
2015 GAAR President

**Phone:** 505-293-1224 | **Email:** president@gaar.com

### TABLE OF CONTENTS

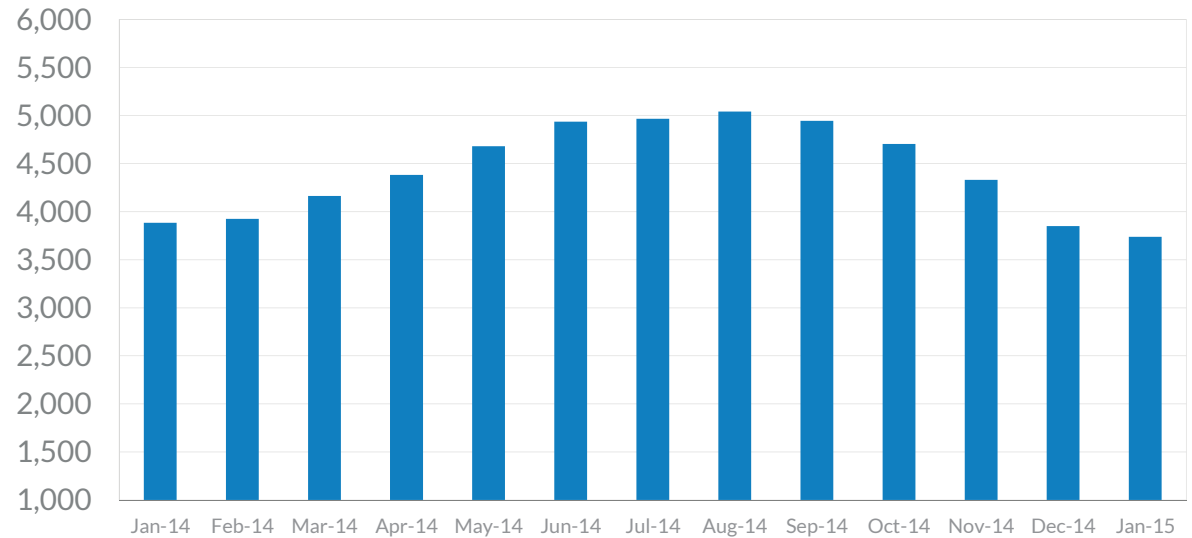
Market Inventory .....	<b>2</b>
Market Activity .....	<b>3</b>
Home Sales by Area .....	<b>4</b>
Closed Sales by Price .....	<b>5-6</b>
Supply-Demand/Absorption Rate .....	<b>7</b>
Home Sales Prices .....	<b>8-9</b>
Market Activity by Zip Code .....	<b>10</b>
Market Overview .....	<b>11</b>
Market Comparisons .....	<b>12-13</b>
Area Sales Color Maps .....	<b>14-17</b>

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

## Detached Historical

Year	2013	2014	2015
January	3,611	3,884	3,741
February	3,676	3,925	
March	3,809	4,164	
April	3,953	4,382	
May	4,112	4,682	
June	4,388	4,937	
July	4,497	4,967	
August	4,578	5,043	
September	4,608	4,945	
October	4,439	4,705	
November	4,255	4,331	
December	3,836	3,850	

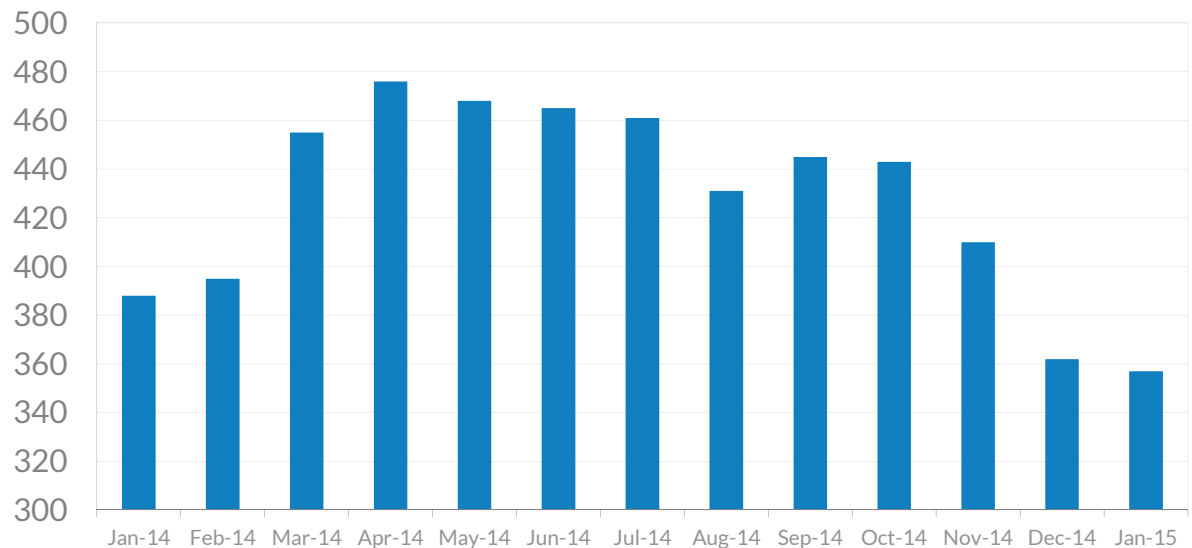
## Detached Homes on Market



## Attached Historical

Year	2013	2014	2015
January	396	388	357
February	386	395	
March	418	455	
April	419	476	
May	419	468	
June	407	465	
July	413	461	
August	429	431	
September	427	445	
October	429	443	
November	402	410	
December	396	362	

## Attached Homes on Market



# Market Inventory *(New, Pending, Closed)*



## Market Activity

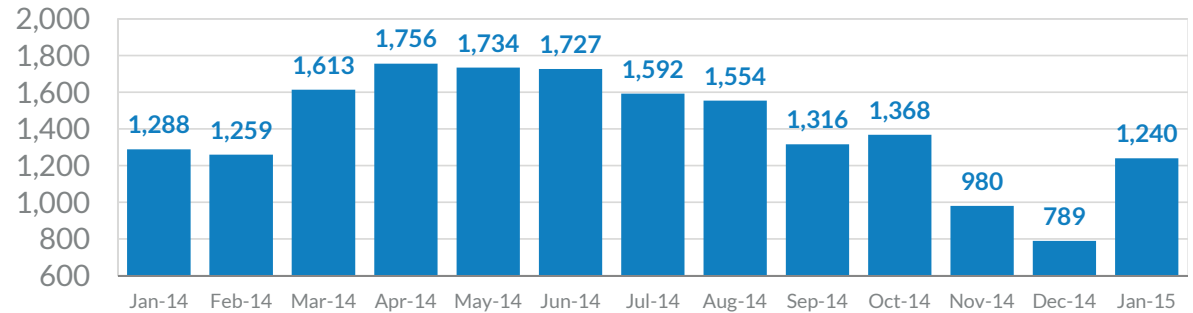
Month	New	Pending	Closed
Jan-14	1,288	769	539
Feb-14	1,259	793	550
Mar-14	1,613	950	695
Apr-14	1,756	976	721
May-14	1,734	996	797
Jun-14	1,727	939	800
Jul-14	1,592	986	823
Aug-14	1,554	857	822
Sep-14	1,316	854	703
Oct-14	1,368	831	758
Nov-14	980	738	601
Dec-14	789	649	656
Jan-15	1,240	855	537

## Change from Last Month/Year

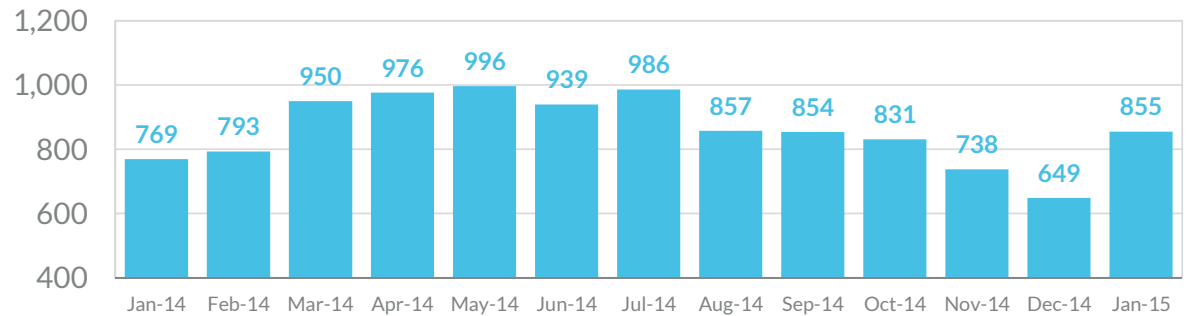
	Jan-15	Dec-14	Jan-14
New	1,240	789	1,288
% Change	-	57.16%	-3.73%
Pending	855	649	769
% Change	-	31.74%	11.18%
Closed	537	656	539
% Change	-	-18.14%	-0.37%

*Closed Sales chart also shows average days on market, indicated by a line. The average days on market for January 2015 detached sales was 81.*

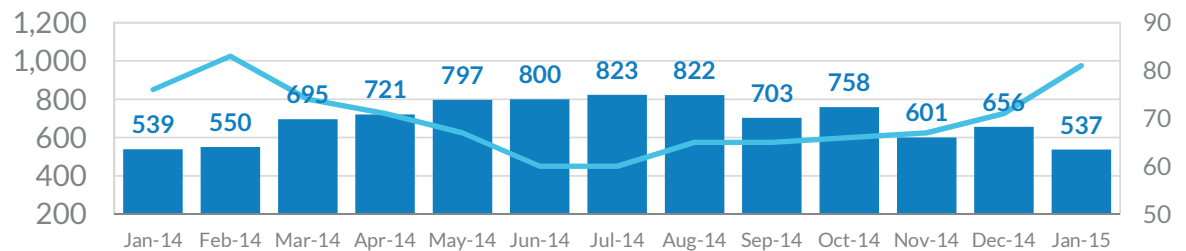
## New Listings



## Pending Sales



## Closed Sales



# Home Sales by Market Area



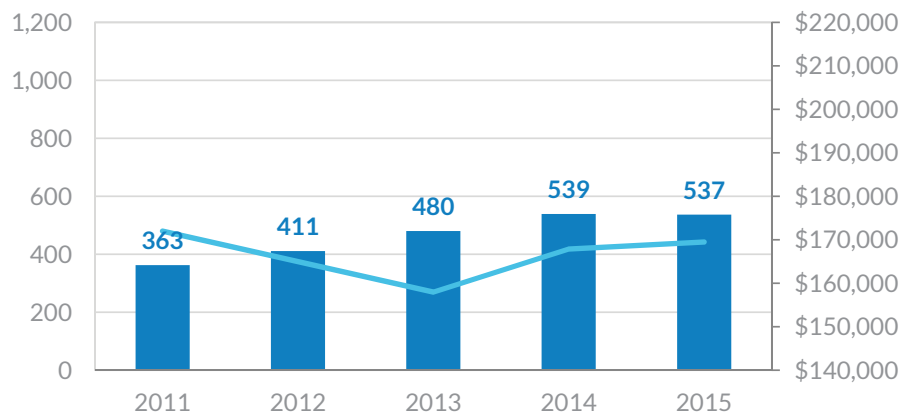
## Single-Family Detached Sales

MLS Area	Area Name	Jan-14	Jan-15
10-121	Albuquerque	355	341
130	Corrales	9	5
140-162	Rio Rancho	100	108
180	Bernalillo	5	8
190	Placitas	5	6
210-293	E. Mountains	29	28
690-760	Valencia Co.	36	41
Total	All	539	537

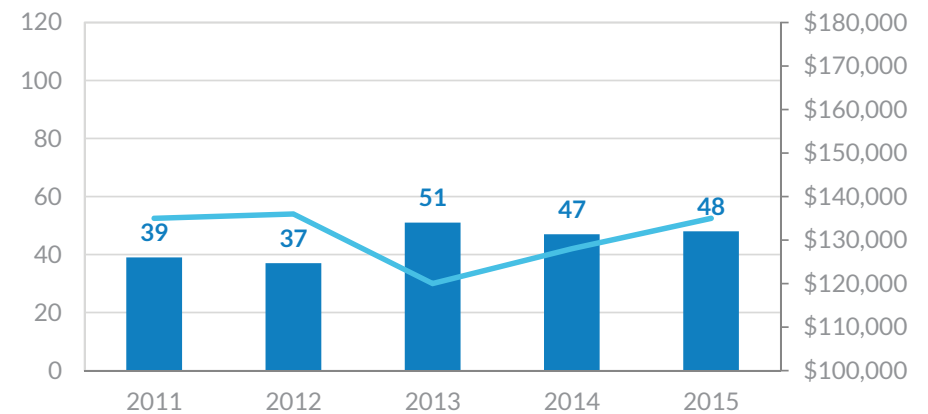
## Condo/Townhome (Attached) Sales

MLS Area	Area Name	Jan-14	Jan-15
10-121	Albuquerque	36	40
130	Corrales	0	1
140-162	Rio Rancho	8	5
180	Bernalillo	0	2
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	3	0
Total	All	47	48

## Detached Sales & Median Sale Price



## Attached Sales & Median Sale Price

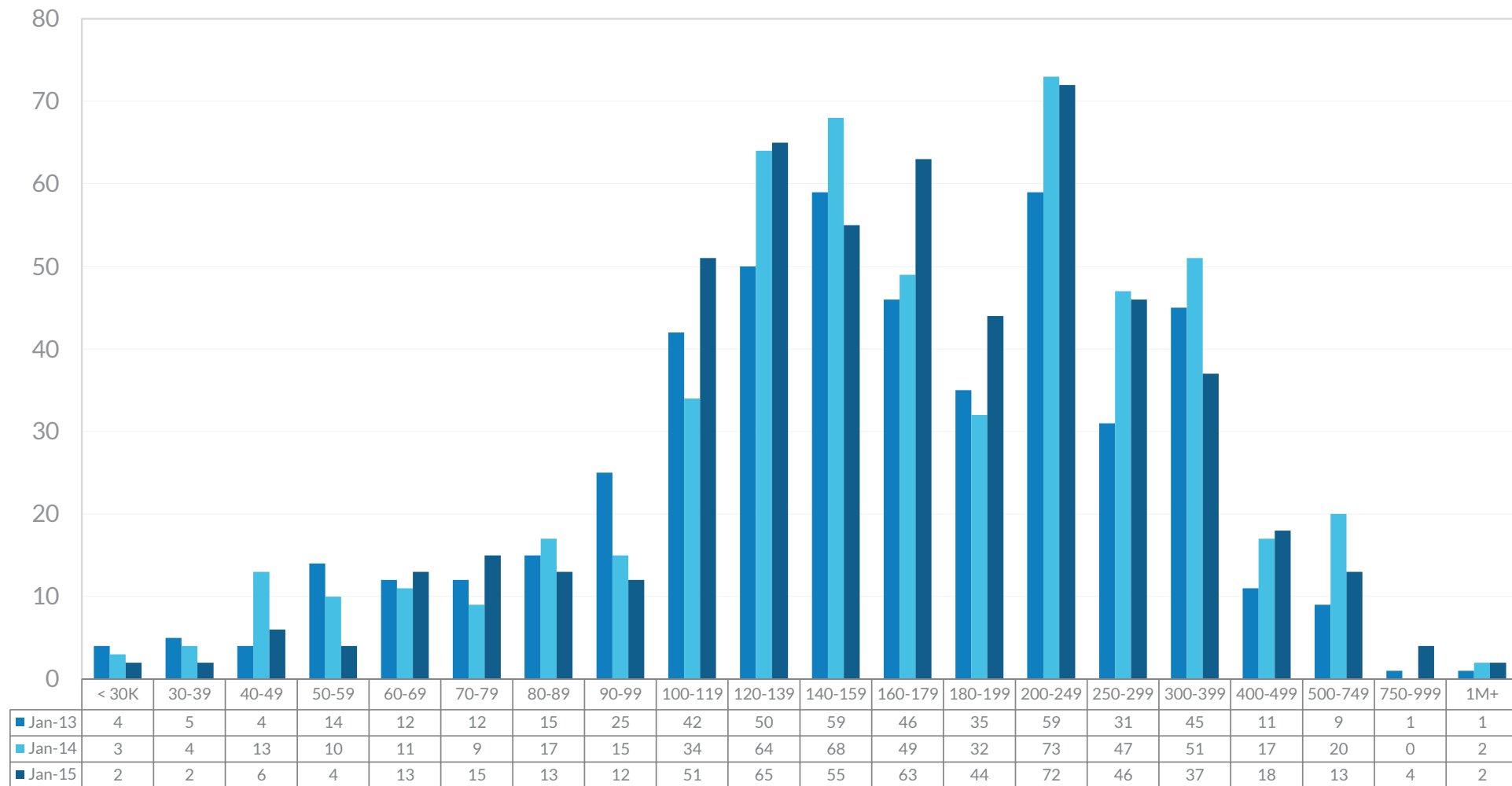


Blue line on charts represents the median sale price for that month  
 MLS Areas 210-293 include East Mountains and Estancia Basic. MLS Areas 690-760 include Belen, Los Lunas, and Bosque Farms.

# Closed Sales by Price *(Detached)*



January historical (in thousands)

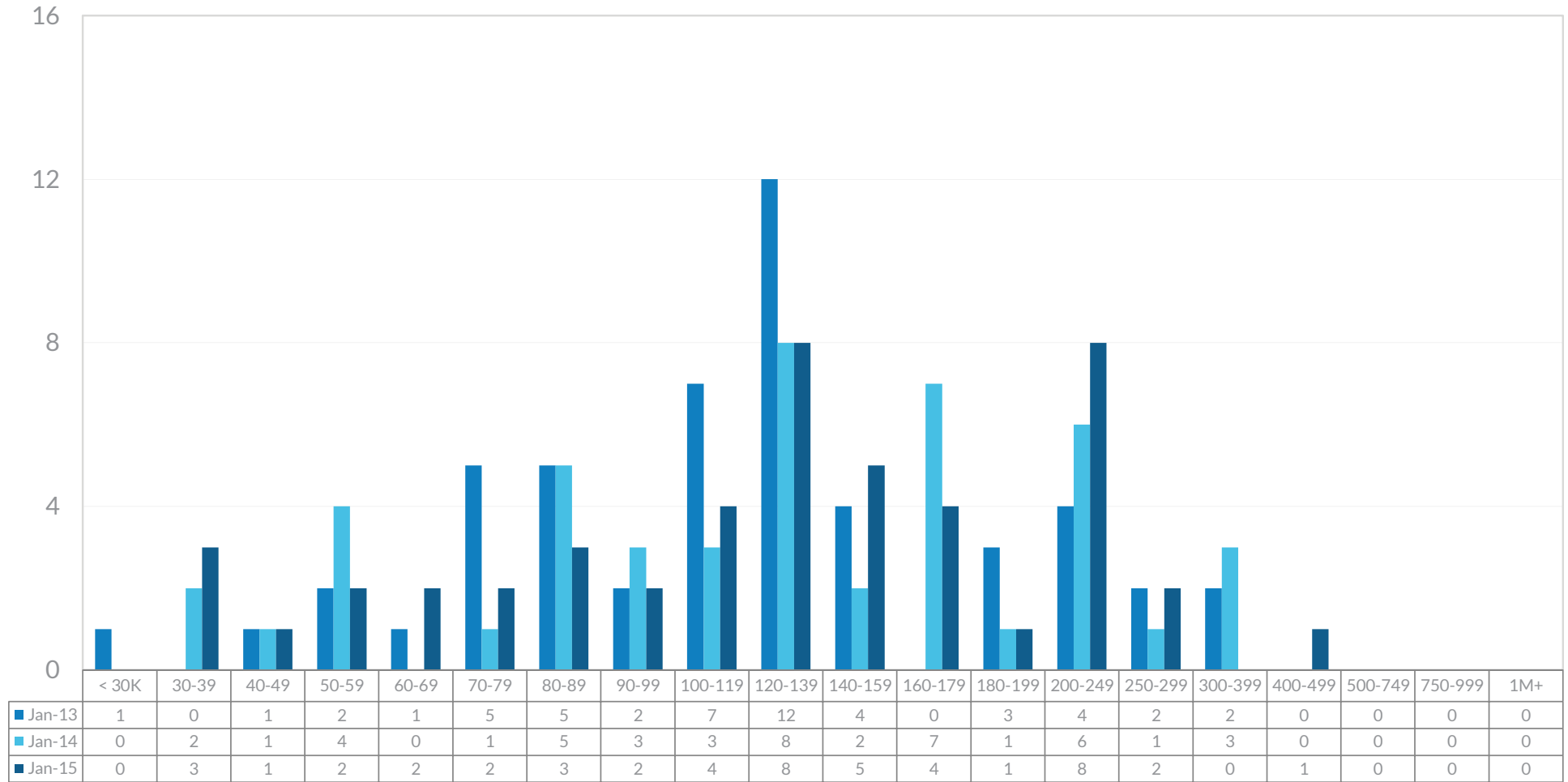


**TOP SELLING PRICE RANGE FOR DETACHED HOMES**  
**\$200,000 - \$249,999**

# Closed Sales by Price *(Attached)*



January historical (in thousands)



**TOP SELLING PRICE RANGE FOR ATTACHED HOMES**

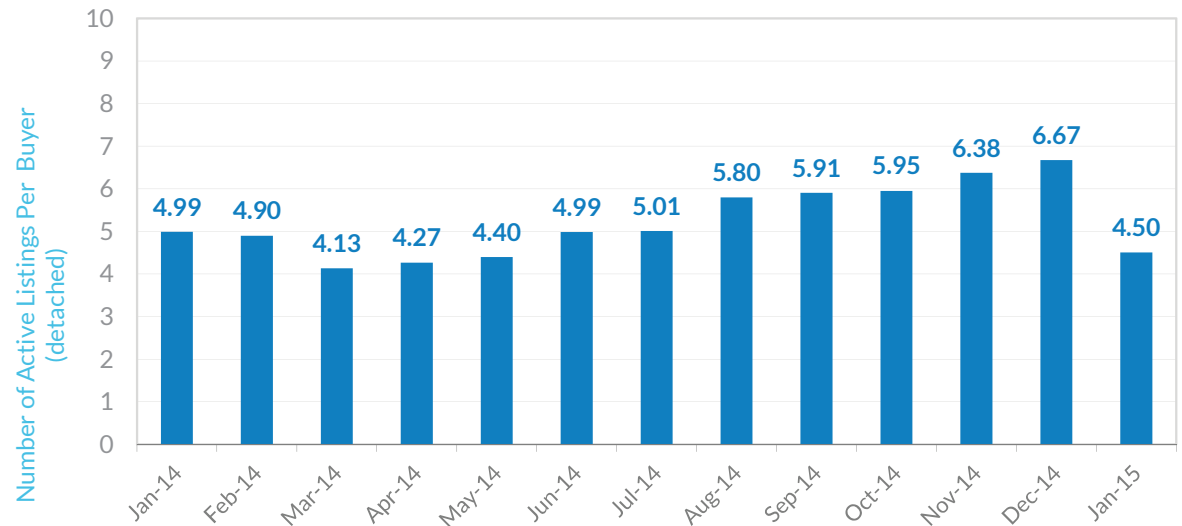
**\$120,000 - \$139,999 & \$200,000 - \$249,999**

# Market Indicators



## Supply-Demand

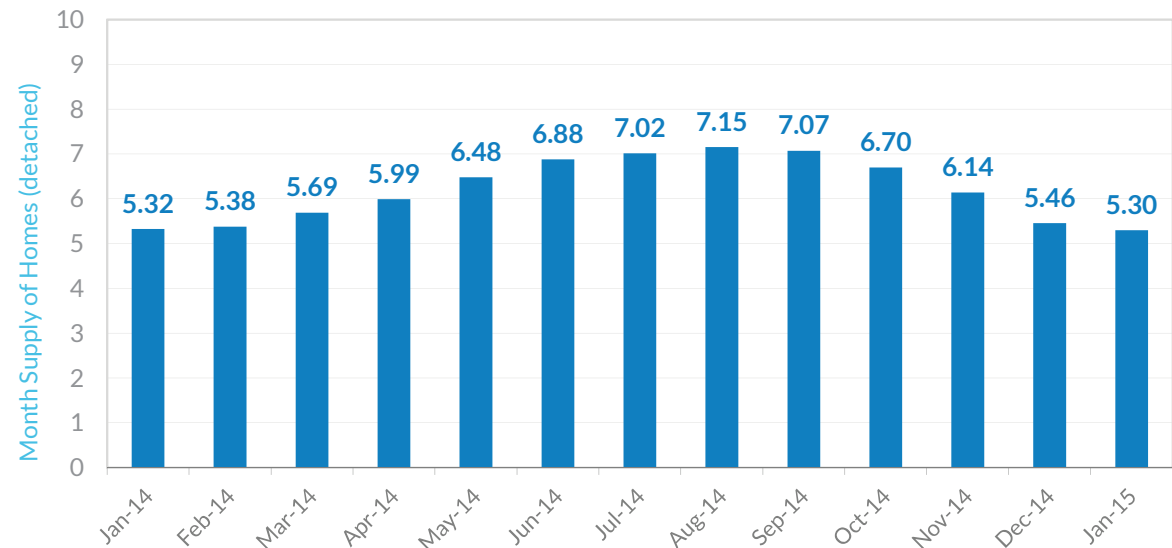
Year	2013	2014	2015
January	3.70	4.99	4.50
February	3.96	4.90	
March	3.32	4.13	
April	2.98	4.27	
May	3.16	4.40	
June	4.45	4.99	
July	4.40	5.01	
August	5.08	5.80	
September	5.95	5.91	
October	6.05	5.95	
November	6.09	6.38	
December	6.73	6.67	



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	2013	2014	2015
January	5.74	5.32	5.30
February	5.82	5.38	
March	5.97	5.69	
April	6.10	5.99	
May	6.21	6.48	
June	6.48	6.88	
July	6.47	7.02	
August	6.49	7.15	
September	6.44	7.07	
October	6.17	6.70	
November	5.91	6.14	
December	5.29	5.46	



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)*



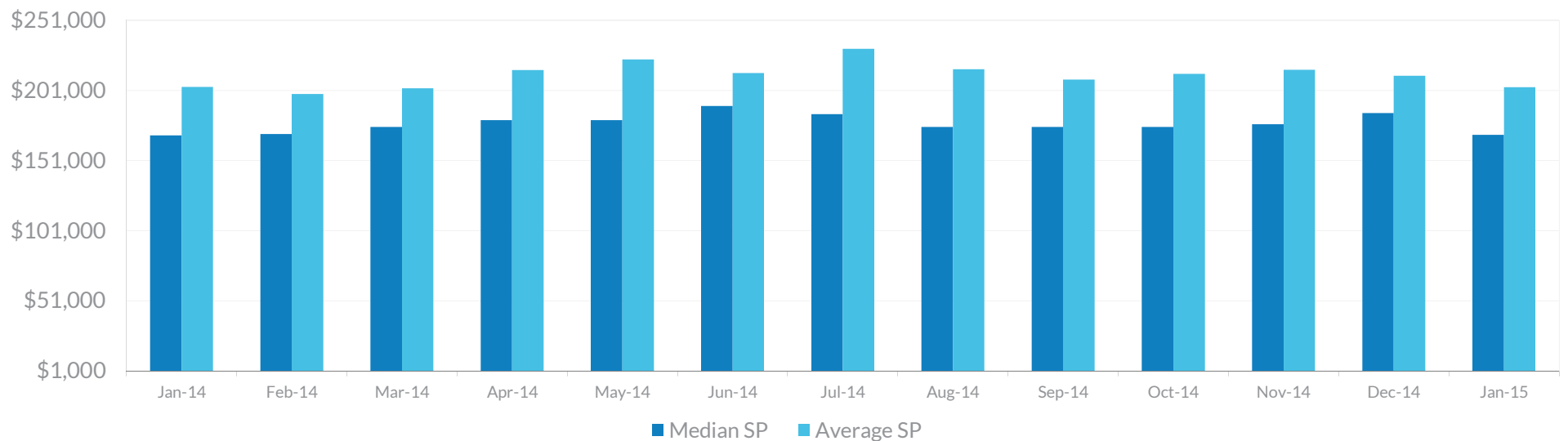
## Median Sale Price

Year	2013	2014	2015
January	\$168,500	\$169,000	\$169,500
February	\$175,000	\$170,000	
March	\$168,000	\$175,000	
April	\$174,900	\$180,000	
May	\$172,000	\$180,000	
June	\$182,000	\$190,000	
July	\$182,500	\$184,100	
August	\$177,500	\$175,000	
September	\$166,000	\$175,000	
October	\$170,000	\$175,000	
November	\$185,000	\$177,000	
December	\$169,500	\$185,000	

## Average Sale Price

Year	2013	2014	2015
January	\$186,051	\$203,687	\$203,468
February	\$203,514	\$198,483	
March	\$202,605	\$202,672	
April	\$197,908	\$215,560	
May	\$211,505	\$223,193	
June	\$212,456	\$213,504	
July	\$222,505	\$230,750	
August	\$223,533	\$216,148	
September	\$212,307	\$208,936	
October	\$208,152	\$212,905	
November	\$207,986	\$215,899	
December	\$219,909	\$211,523	

## Monthly Sale Price





# Historical Home Prices *(Detached)*



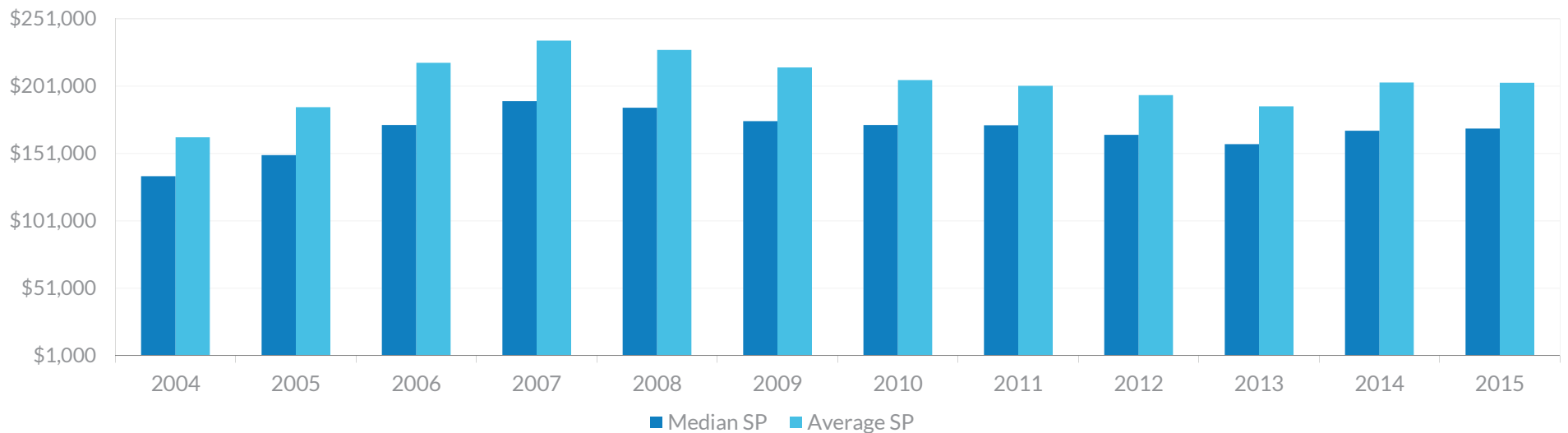
## Median Sale Price (January)

Year	Median Sale Price	% Change From Previous Year
2004	\$134,150	-2.01%
2005	\$149,900	11.74%
2006	\$172,250	14.91%
2007	\$190,000	10.30%
2008	\$185,000	-2.63%
2009	\$175,000	-5.41%
2010	\$172,240	-1.58%
2011	\$172,000	-0.14%
2012	\$165,000	-4.07%
2013	\$158,000	-4.24%
2014	\$167,900	6.27%
2015	\$169,500	0.95%

## Average Sale Price (January)

Year	Average Sale Price	% Change From Previous Year
2004	\$163,072	3.86%
2005	\$185,452	13.72%
2006	\$218,381	17.76%
2007	\$234,807	7.52%
2008	\$227,898	-2.94%
2009	\$214,872	-5.72%
2010	\$205,624	-4.30%
2011	\$201,239	-2.13%
2012	\$194,352	-3.42%
2013	\$186,051	-4.27%
2014	\$203,687	9.48%
2015	\$203,468	-0.11%

## 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	7	1	0.19%	87063	1	0	0.00%	87124	347	69	12.85%
87002	130	8	1.49%	87068	20	2	0.37%	87144	318	39	7.26%
87004	56	7	1.30%	87102	44	4	0.74%	87801	1	0	0.00%
87008	16	2	0.37%	87104	57	5	0.93%				
87015	112	10	1.86%	87105	114	18	3.35%				
87016	28	1	0.19%	87106	71	9	1.68%				
87023	2	0	0.00%	87107	127	15	2.79%				
87026	3	0	0.00%	87108	75	7	1.30%				
87031	197	28	5.21%	87109	72	19	3.54%				
87035	24	0	0.00%	87110	131	15	2.79%				
87036	14	0	0.00%	87111	200	35	6.52%				
87042	15	3	0.56%	87112	141	27	5.03%				
87043	77	6	1.12%	87113	46	11	2.05%				
87047	58	4	0.74%	87114	327	42	7.82%				
87048	91	5	0.93%	87120	313	36	6.70%				
87056	7	1	0.19%	87121	188	59	10.99%				
87059	62	8	1.49%	87122	106	18	3.35%				
87062	2	0	0.00%	87123	141	23	4.28%				

*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



2014		(DET) 2015	(DET) 2014	Percent Change	(ATT) 2015	(ATT) 2014	Percent Change	(DET+ATT) 2015 Year- to-Date	(DET+ATT) 2014 Year- to-Date	Percent Change
New Listings	Jan	1,240	1,288	-3.73%	104	128	-18.75%	1,344	1,416	-5.08%
	Feb		1,259			116			2,791	
	Mar		1,613			169			4,573	
Pending Sales	Jan	855	769	11.18%	69	75	-8.00%	924	844	9.48%
	Feb		793			68			1,705	
	Mar		950			77			2,732	
Closed Sales	Jan	537	539	-0.37%	48	47	2.13%	585	586	-0.17%
	Feb		550			59			1,195	
	Mar		695			62			1,952	
Dollar Volume of Closed Sales (in millions)	Jan	\$109.3	\$109.8	-0.46%	\$6.7	\$6.7	0.00%	\$116.0	\$116.5	-0.43%
	Feb		\$109.2			\$8.1			\$233.8	
	Mar		\$140.9			\$8.2			\$382.9	
Median Sales Price	Jan	\$169,500	\$167,900	0.95%	\$135,000	\$128,000	5.47%			
	Feb		\$169,000			\$136,000		--	--	--
	Mar		\$170,000			\$128,700				
Average Sales Price	Jan	\$203,468	\$203,687	-0.11%	\$140,544	\$142,447	-1.34%			
	Feb		\$198,483			\$137,105		--	--	--
	Mar		\$202,672			\$131,842				
Total Active Listings Available	Jan	3,741	3,884	-3.68%	357	388	-7.99%			
	Feb		3,925			395		--	--	--
	Mar		4,164			455				
Average Days on Market	Jan	81	76	6.58%	72	69	4.35%			
	Feb		83			71		--	--	--
	Mar		74			74				

# Market Comparison *(Albuquerque & Rio Rancho)*



City of Albuquerque		(DET) 2015	(DET) 2014	Percent Change	City of Rio Rancho		(DET) 2015	(DET) 2014	Percent Change
New Listings	Jan	814	815	-0.12%	New Listings	Jan	241	214	12.62%
	Feb		803			Feb		205	
	Mar		1,021			Mar		282	
Pending Sales	Jan	558	513	8.77%	Pending Sales	Jan	162	146	10.96%
	Feb		803			Feb		204	
	Mar		626			Mar		178	
Closed Sales	Jan	341	355	-3.94%	Closed Sales	Jan	108	100	8.00%
	Feb		348			Feb		108	
	Mar		507			Mar		112	
Median Sales Price	Jan	\$175,000	\$171,000	2.34%	Median Sales Price	Jan	\$163,250	\$162,518	0.45%
	Feb		\$172,950			Feb		\$155,000	
	Mar		\$173,900			Mar		\$159,000	
Average Sales Price	Jan	\$214,109	\$208,880	2.50%	Average Sales Price	Jan	\$167,995	\$181,393	-7.39%
	Feb		\$208,819			Feb		\$163,114	
	Mar		\$204,730			Mar		\$180,084	
Total Active	Jan	2,149	2,230	-3.63%	Total Active	Jan	665	635	4.72%
	Feb		2,252			Feb		623	
	Mar		2,410			Mar		657	
Average Days on Market	Jan	76	75	1.33%	Average Days on Market	Jan	73	67	8.96%
	Feb		77			Feb		80	
	Mar		68			Mar		78	

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



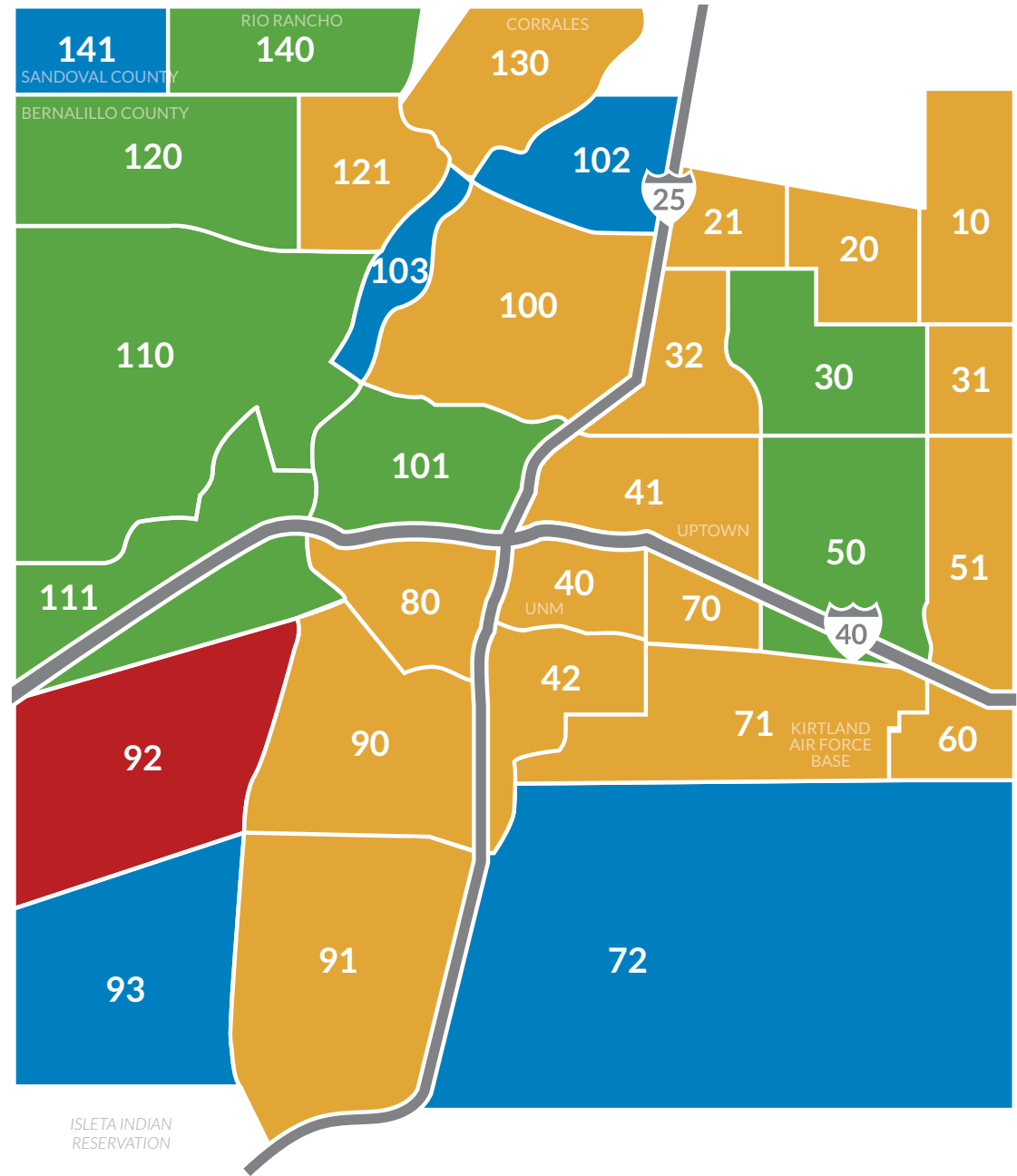
East Mountains & Estancia Basin		(DET) 2015	(DET) 2014	Percent Change	Valencia County		(DET) 2015	(DET) 2014	Percent Change
New Listings	Jan	51	83	-38.55%	New Listings	Jan	83	106	-21.70%
	Feb		88			Feb		102	
	Mar		111			Mar		109	
Pending Sales	Jan	46	34	35.29%	Pending Sales	Jan	61	52	17.31%
	Feb		41			Feb		55	
	Mar		54			Mar		58	
Closed Sales	Jan	28	29	-3.45%	Closed Sales	Jan	41	36	13.89%
	Feb		34			Feb		46	
	Mar		24			Mar		35	
Median Sales Price	Jan	\$189,500	\$226,500	-16.34%	Median Sales Price	Jan	\$110,000	\$102,450	7.37%
	Feb		\$221,500			Feb		\$122,875	
	Mar		\$207,000			Mar		\$106,000	
Average Sales Price	Jan	\$201,684	\$249,294	-19.10%	Average Sales Price	Jan	\$129,992	\$120,136	8.20%
	Feb		\$212,706			Feb		\$130,887	
	Mar		\$207,599			Mar		\$131,051	
Total Active	Jan	325	358	-9.22%	Total Active	Jan	369	392	-5.87%
	Feb		373			Feb		404	
	Mar		390			Mar		416	
Average Days on Market	Jan	115	99	16.16%	Average Days on Market	Jan	108	73	47.95%
	Feb		161			Feb		74	
	Mar		116			Mar		98	

# Albuquerque & Central Bernalillo County



January 2015 | 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



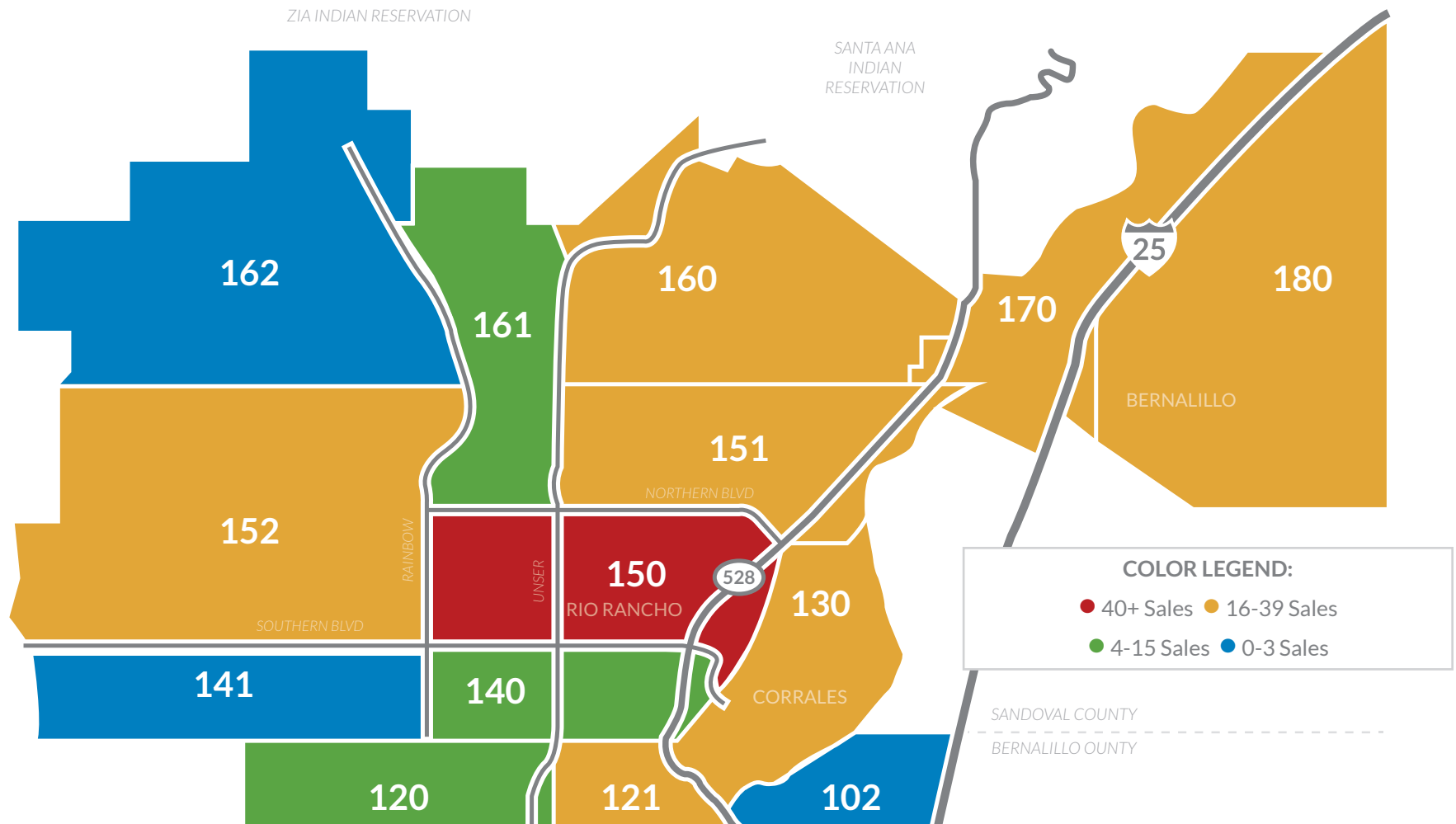
**COLOR LEGEND:** ● 40+ Sales ● 16-39 Sales ● 4-15 Sales ● 0-3 Sales

# Rio Rancho & Southern Sandoval County



January 2015 | 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



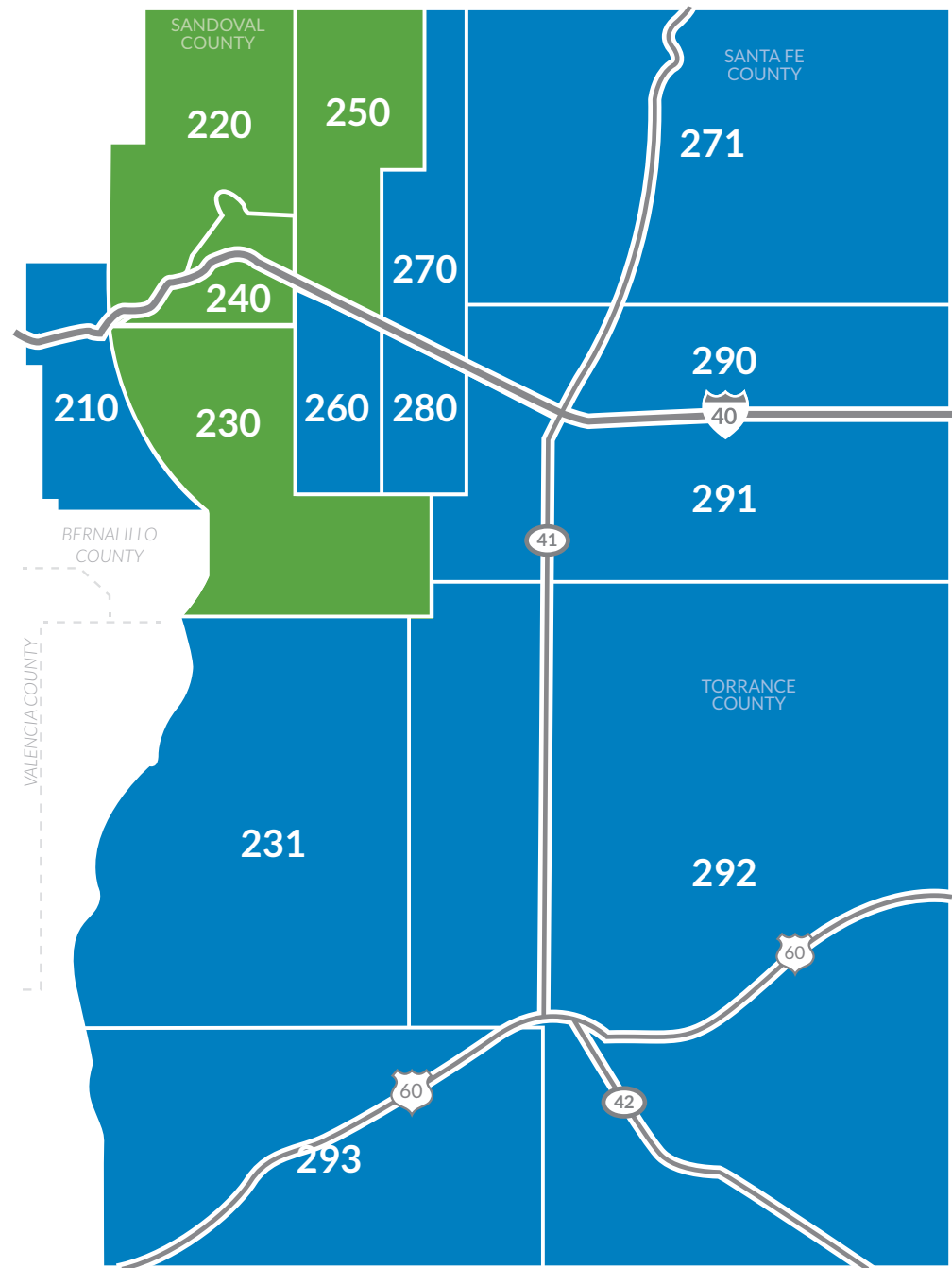
# East Mountain Area & Estancia Basin

January 2015 | 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

January 2015 | MLS Areas

620	.....	North Socorro
621	.....	South Socorro
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

