

MONTHLY MARKET REPORT

January 2016



JANUARY AT A GLANCE *

<i>Active Listings</i>	<i>Pending sales</i>	<i>Closed sales</i>
3,021	912	594
-19.25% from last year	6.67% from last year	10.61% from last year
<i>Average Sale Price</i>		<i>Median Sale Price</i>
\$217,247		\$175,000
6.77% from last year		3.24% from last year

CONTACT

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

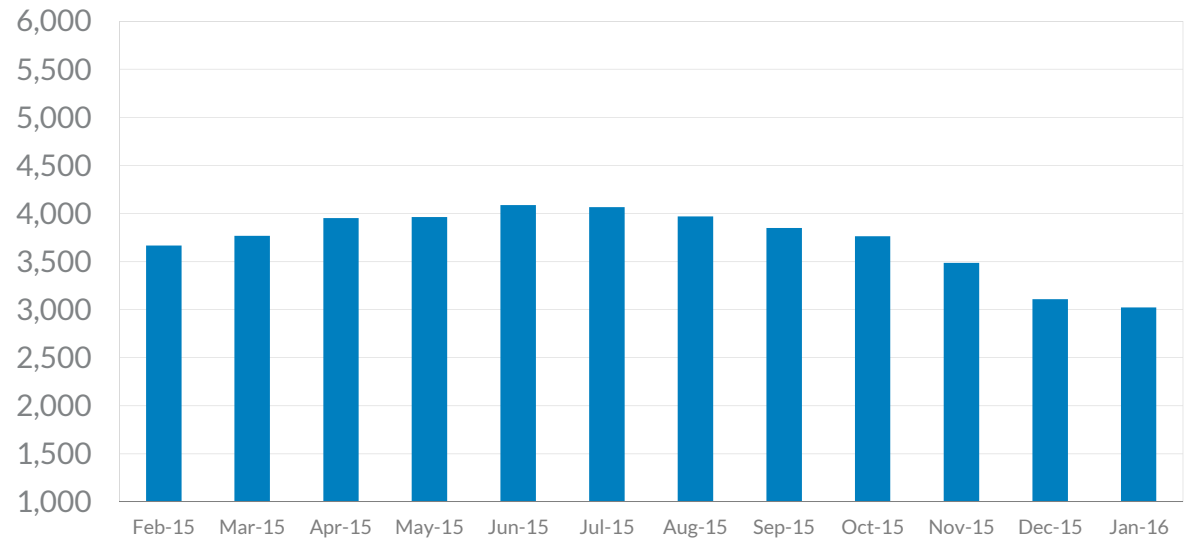
Market Inventory



Detached Historical

Year	2014	2015	2016
January	3,884	3,741	3,021
February	3,925	3,665	
March	4,164	3,770	
April	4,382	3,953	
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	

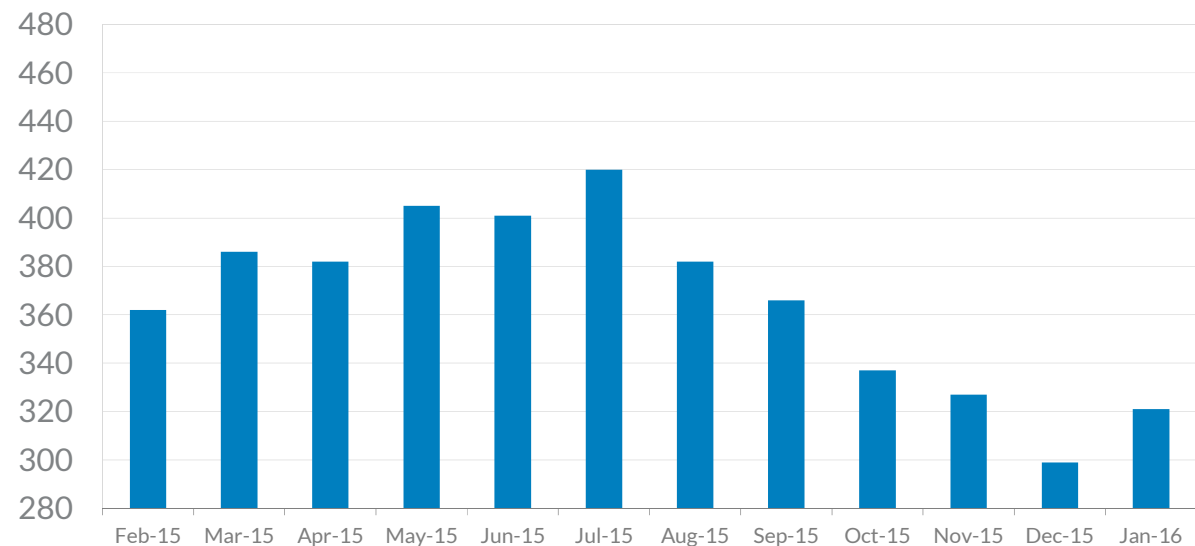
Detached Homes on Market



Attached Historical

Year	2014	2015	2016
January	388	357	321
February	395	362	
March	455	386	
April	476	382	
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

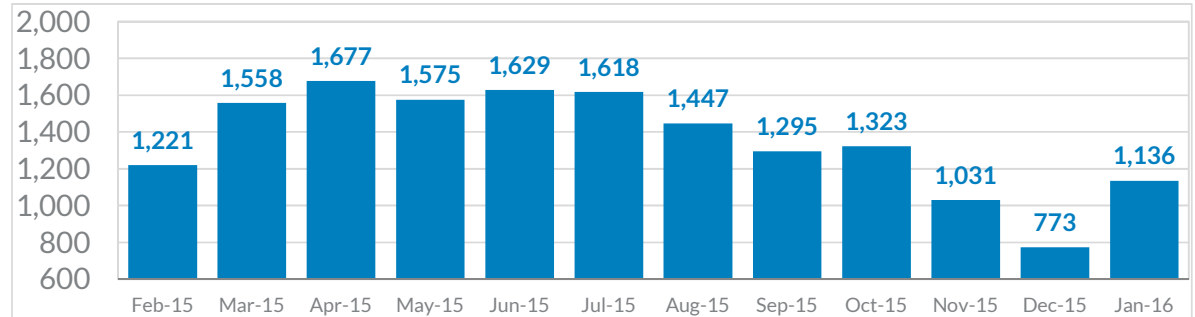
Month	New	Pending	Closed
Jan-15	1,240	855	537
Feb-15	1,221	921	554
Mar-15	1,558	1,102	827
Apr-15	1,677	1,180	844
May-15	1,575	1,234	903
Jun-15	1,629	1,188	984
Jul-15	1,618	1,157	1013
Aug-15	1,447	1,087	948
Sep-15	1,295	1,000	886
Oct-15	1,323	958	835
Nov-15	1,031	794	652
Dec-15	773	679	807
Jan-16	1,136	912	594

Change from Last Month/Year

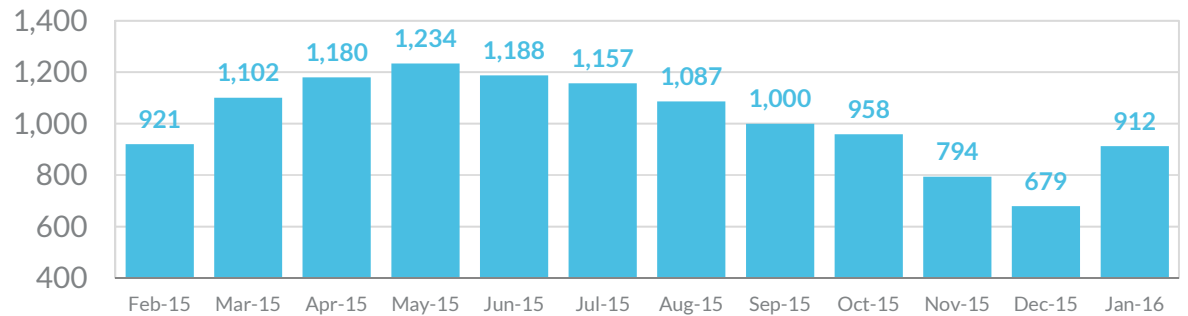
	Jan-16	Dec-15	Jan-15
New	1,136	773	1,240
% Change	-	46.96%	-8.39%
Pending	912	679	855
% Change	-	34.32%	6.67%
Closed	594	807	567
% Change	-	-26.39%	4.76%

Closed Sales chart also shows average days on market, indicated by a line. The average days on market for January 2016 detached sales was 64.

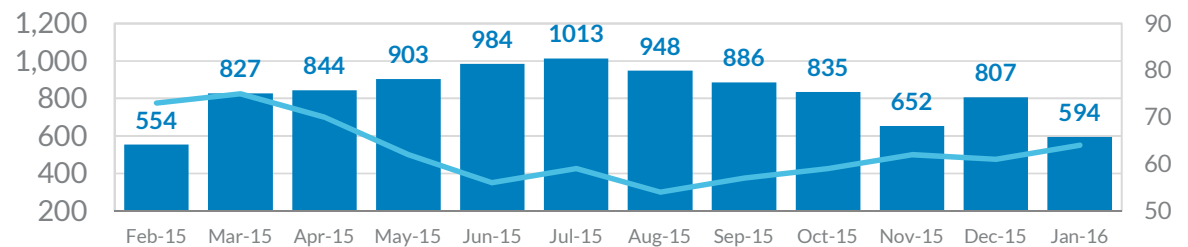
New Listings



Pending Sales



Closed Sales



Home Sales by Market Area (For month of January)



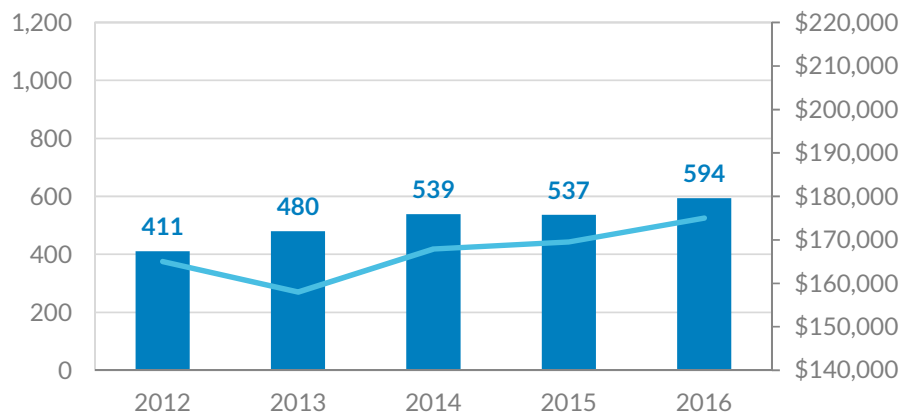
Single-Family Detached Sales

MLS Area	Area Name	Jan-15	Jan-16
10-121	Albuquerque	341	408
130	Corrales	5	8
140-162	Rio Rancho	108	114
180	Bernalillo	8	4
190	Placitas	6	2
210-293	E. Mountains	28	25
690-760	Valencia Co.	41	33
Total	All	537	594

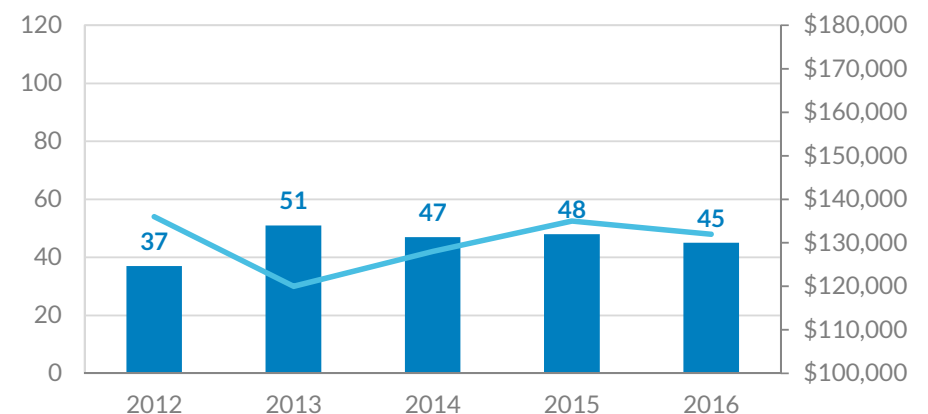
Condo/Townhome (Attached) Sales

MLS Area	Area Name	Jan-15	Jan-16
10-121	Albuquerque	40	36
130	Corrales	1	0
140-162	Rio Rancho	5	8
180	Bernalillo	2	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	0	1
Total	All	48	45

Detached Sales & Median Sale Price



Attached Sales & Median Sale Price



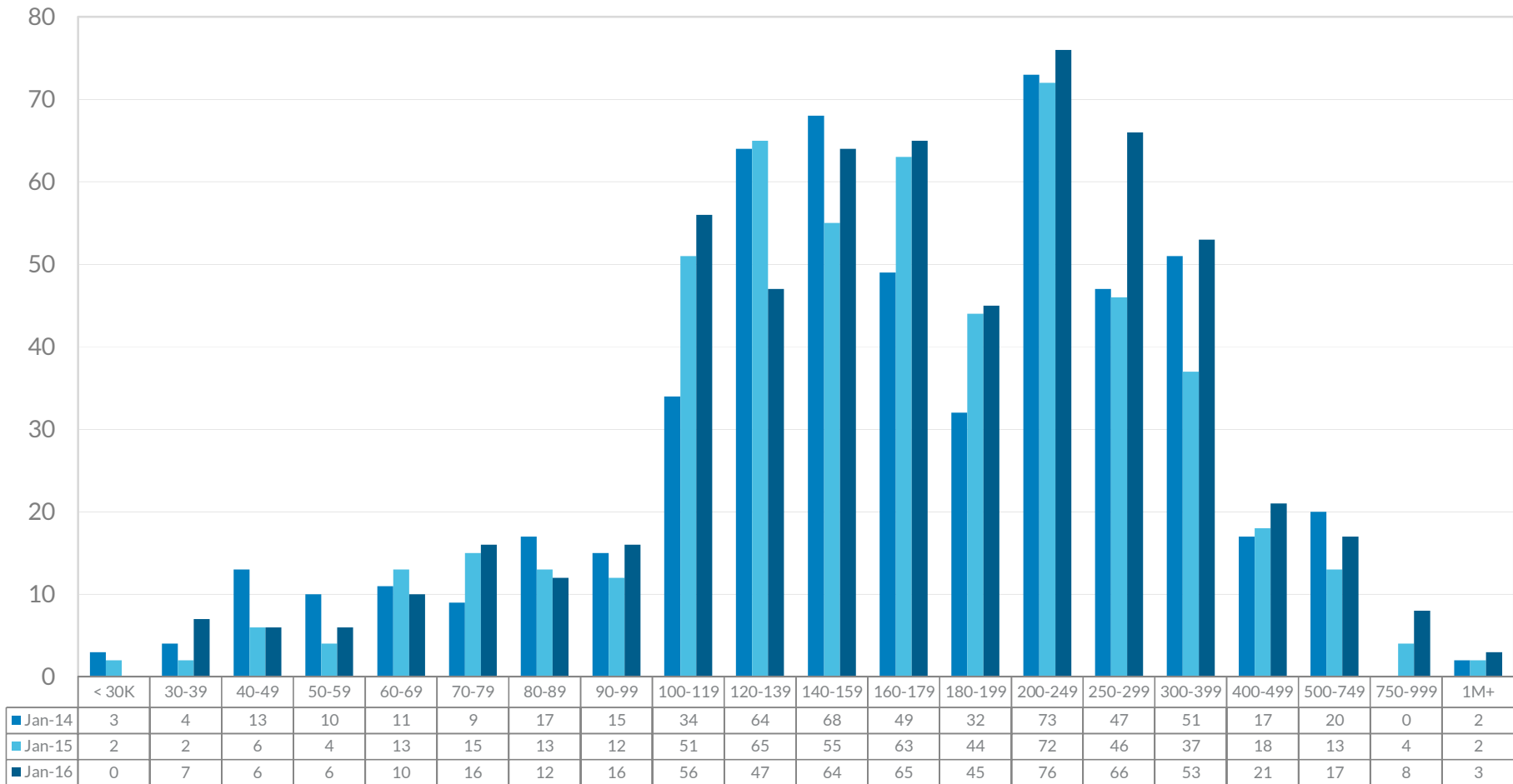
Blue line on charts represents the median sale price for that month

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)*



January historical (in thousands)

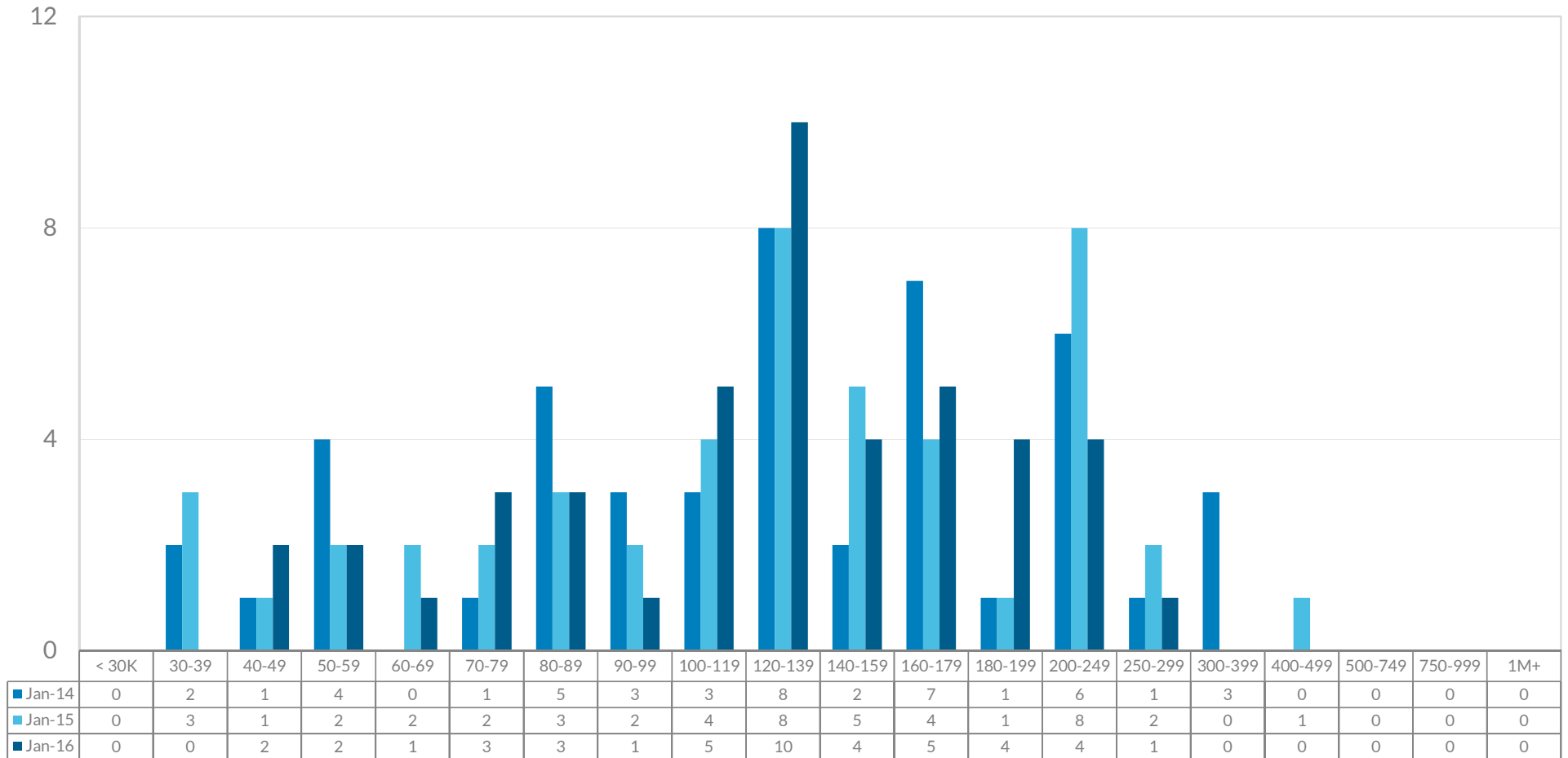


TOP SELLING PRICE RANGE FOR DETACHED HOMES
\$200,000 - \$249,999

Closed Sales by Price *(Attached)*



January historical (in thousands)



TOP SELLING PRICE RANGE FOR ATTACHED HOMES

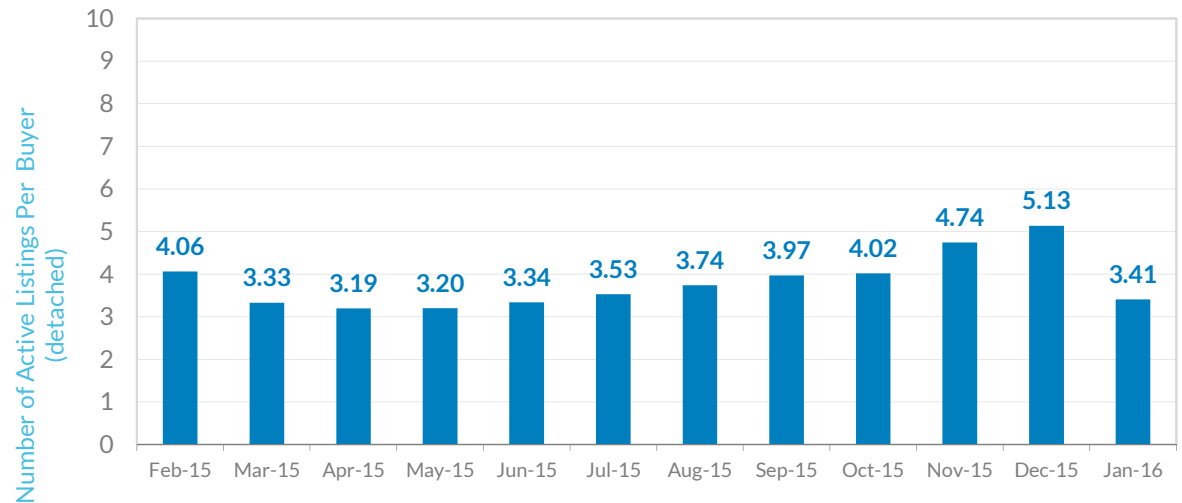
\$120,000 - \$139,999

Market Indicators



Supply-Demand

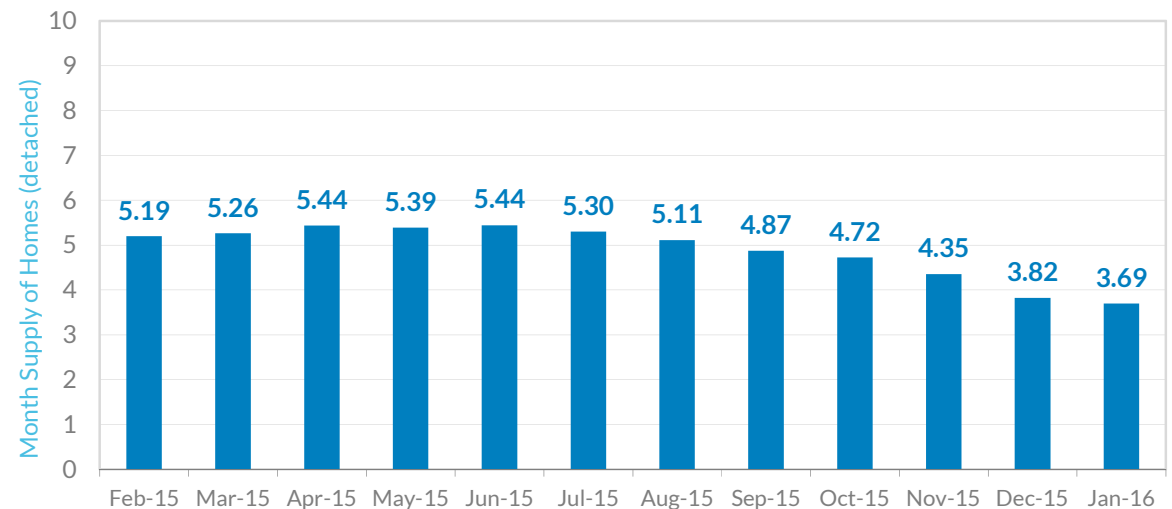
Year	2014	2015	2016
January	4.99	4.50	3.41
February	4.90	4.06	
March	4.13	3.33	
April	4.27	3.19	
May	4.40	3.20	
June	4.99	3.34	
July	5.01	3.53	
August	5.80	3.74	
September	5.91	3.97	
October	5.95	4.02	
November	6.38	4.74	
December	6.67	0.00	



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	
March	5.69	5.26	
April	5.99	5.44	
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	5.13	



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)*



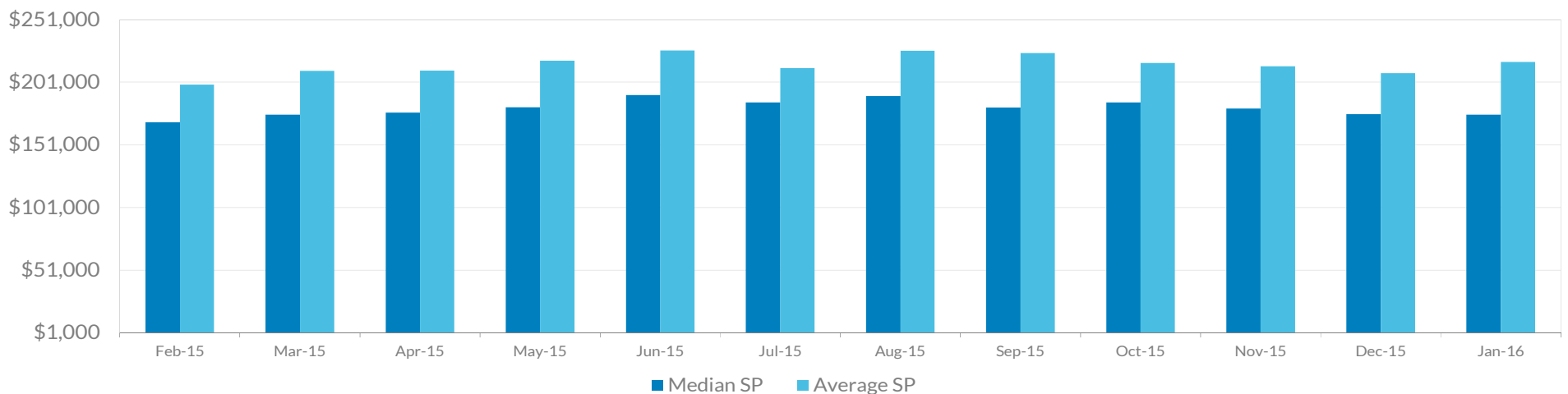
Median Sale Price

Year	2014	2015	2016
January	\$167,900	\$169,500	\$175,000
February	\$169,000	\$169,000	
March	\$170,000	\$175,000	
April	\$175,000	\$176,800	
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	
March	\$202,672	\$210,069	
April	\$215,560	\$210,321	
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)*



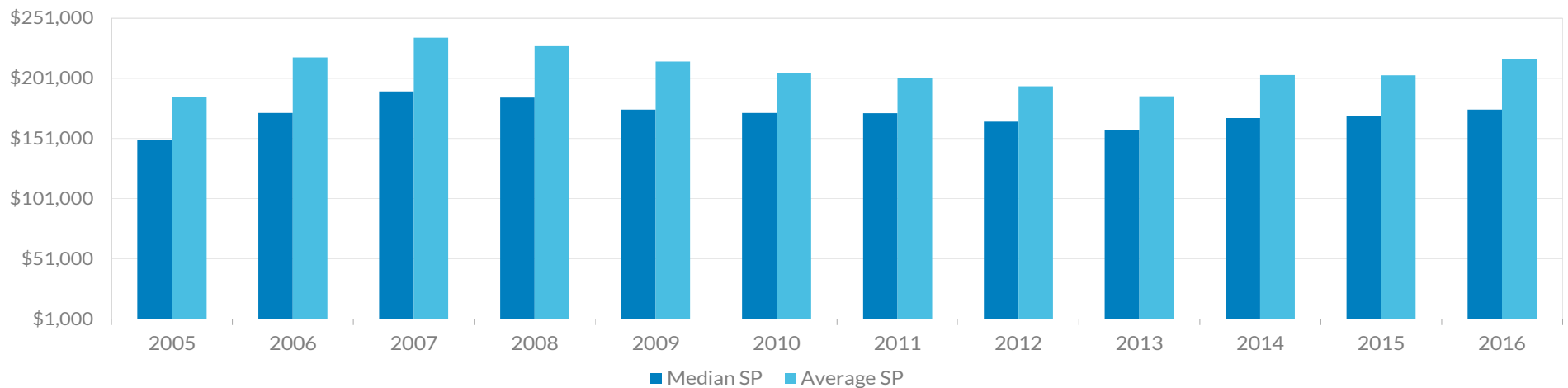
Median Sale Price (January)

Year	Median Sale Price	% Change From Previous Year
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%
2016	\$175,000	3.24%

Average Sale Price (January)

Year	Average Sale Price	% Change From Previous Year
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%
2016	\$217,247	6.77%

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	3	0	0.00%	87059	50	7	1.07%	87122	89	20	3.07%
87002	98	14	2.15%	87061	2	0	0.00%	87123	96	19	2.91%
87004	54	4	0.61%	87062	2	0	0.00%	87124	207	54	8.28%
87006	1	0	0.00%	87068	13	2	0.31%	87144	250	60	9.20%
87008	18	4	0.61%	87102	40	4	0.61%	88321	1	0	0.00%
87015	69	8	1.23%	87104	36	6	0.92%				
87016	17	0	0.00%	87105	110	19	2.91%				
87023	2	0	0.00%	87106	62	12	1.84%				
87026	3	0	0.00%	87107	89	17	2.61%				
87031	186	16	2.45%	87108	85	25	3.83%				
87032	1	0	0.00%	87109	61	13	1.99%				
87035	13	3	0.46%	87110	117	41	6.29%				
87036	12	0	0.00%	87111	159	33	5.06%				
87042	15	1	0.15%	87112	125	25	3.83%				
87043	67	2	0.31%	87113	48	8	1.23%				
87047	57	2	0.31%	87114	268	52	7.98%				
87048	80	8	1.23%	87120	257	57	8.74%				
87056	7	1	0.15%	87121	151	57	8.74%				

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	Jan	1,136	1,240	-8.39%	128	104	23.08%	1,264	1,344	-5.95%
	Feb			0.00%			0.00%		2,691	
	Mar			0.00%			0.00%		4,388	
Pending Sales	Jan	912	855	6.67%	92	69	33.33%	1,004	924	8.66%
	Feb			0.00%			0.00%		1,923	
	Mar			0.00%			0.00%		3,110	
Closed Sales	Jan	594	537	10.61%	45	48	-6.25%	639	585	9.23%
	Feb			0.00%			0.00%		1,189	
	Mar			0.00%			0.00%		2,080	
Dollar Volume of Closed Sales (in millions)	Jan	\$129.0	\$109.3	18.02%	\$6.0	\$6.7	-10.45%	\$135.0	\$116.0	16.38%
	Feb			0.00%			0.00%		\$238.4	
	Mar			0.00%			0.00%		\$421.9	
Median Sales Price	Jan	\$175,000	\$169,500	3.24%	\$132,000	\$135,000	-2.22%	--	--	--
	Feb			0.00%			0.00%	--	--	--
	Mar			0.00%			0.00%	--	--	--
Average Sales Price	Jan	\$217,247	\$203,468	6.77%	\$133,871	\$140,544	-4.75%	--	--	--
	Feb			0.00%			0.00%	--	--	--
	Mar			0.00%			0.00%	--	--	--
Total Active Listings Available	Jan	3,021	3,741	-19.25%	321	357	-10.08%	--	--	--
	Feb			0.00%			0.00%	--	--	--
	Mar			0.00%			0.00%	--	--	--
Average Days on Market	Jan	64	81	-20.99%	51	72	-29.17%	--	--	--
	Feb			0.00%			0.00%	--	--	--
	Mar			0.00%			0.00%	--	--	--

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	Jan	745	814	-8.48%	New Listings	Jan	203	241	-15.77%
	Feb			0.00%		Feb			0.00%
	Mar			0.00%		Mar			0.00%
Pending Sales	Jan	611	558	9.50%	Pending Sales	Jan	167	162	3.09%
	Feb			0.00%		Feb			0.00%
	Mar			0.00%		Mar			0.00%
Closed Sales	Jan	408	341	19.65%	Closed Sales	Jan	114	108	5.56%
	Feb			0.00%		Feb			0.00%
	Mar			0.00%		Mar			0.00%
Median Sales Price	Jan	\$175,000	\$175,000	0.00%	Median Sales Price	Jan	\$184,950	\$163,250	13.29%
	Feb			0.00%		Feb			0.00%
	Mar			0.00%		Mar			0.00%
Average Sales Price	Jan	\$225,392	\$214,109	5.27%	Average Sales Price	Jan	\$195,677	\$167,995	16.48%
	Feb			0.00%		Feb			0.00%
	Mar			0.00%		Mar			0.00%
Total Active	Jan	1,795	2,149	-16.47%	Total Active	Jan	456	665	-31.43%
	Feb			0.00%		Feb			0.00%
	Mar			0.00%		Mar			0.00%
Average Days on Market	Jan	61	76	-19.74%	Average Days on Market	Jan	67	73	-8.22%
	Feb			0.00%		Feb			0.00%
	Mar			0.00%		Mar			0.00%

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



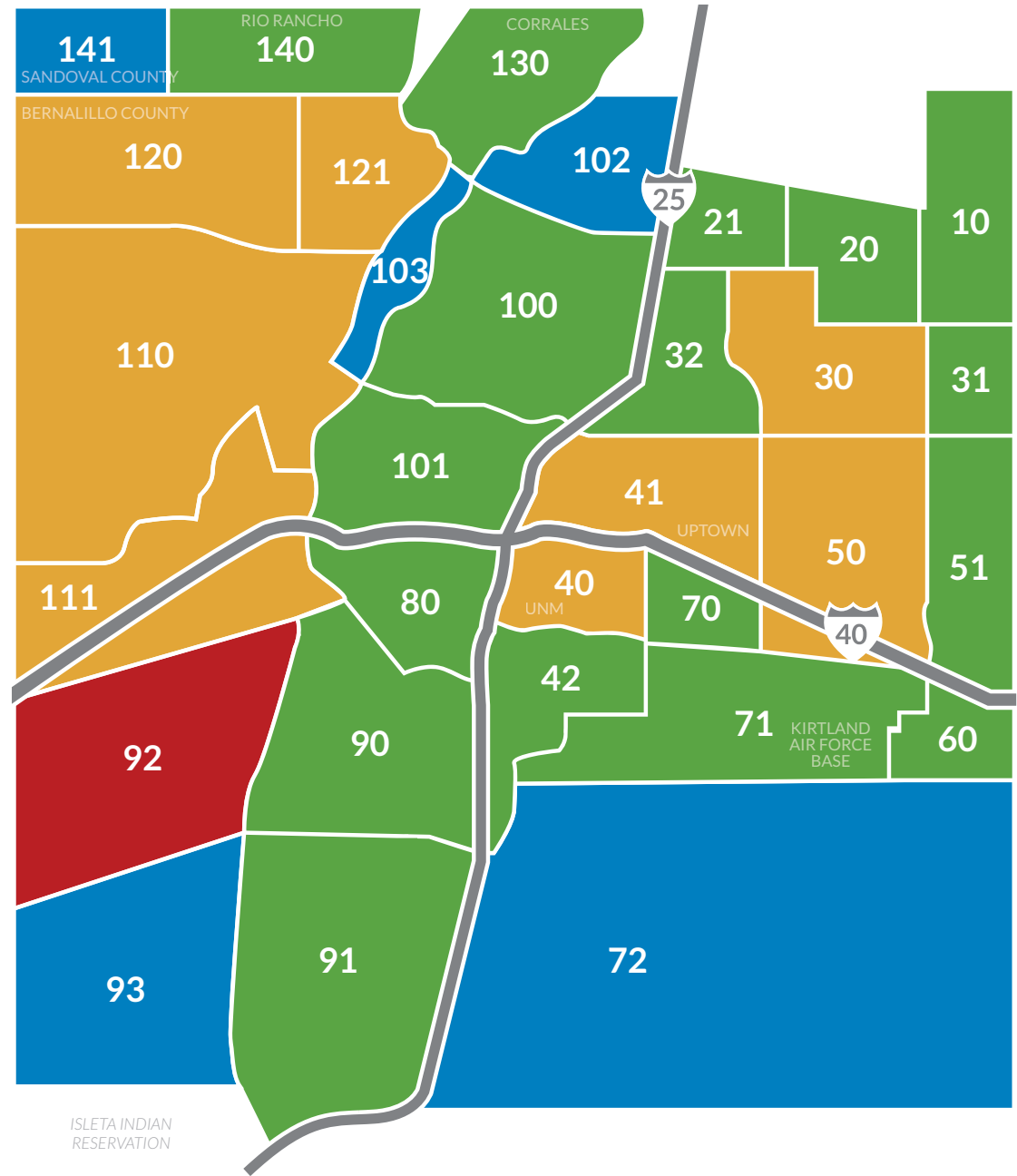
East Mountains & Estancia Basin		(DET) 2016	(DET) 2015	Percent Change	Valencia County		(DET) 2016	(DET) 2015	Percent Change
New Listings	Jan	60	51	17.65%	New Listings	Jan	71	83	-14.46%
	Feb			0.00%		Feb			0.00%
	Mar			0.00%		Mar			0.00%
Pending Sales	Jan	50	46	8.70%	Pending Sales	Jan	67	61	9.84%
	Feb			0.00%		Feb			0.00%
	Mar			0.00%		Mar			0.00%
Closed Sales	Jan	25	28	-10.71%	Closed Sales	Jan	33	41	-19.51%
	Feb			0.00%		Feb			0.00%
	Mar			0.00%		Mar			0.00%
Median Sales Price	Jan	\$230,000	\$189,500	21.37%	Median Sales Price	Jan	\$118,000	\$110,000	7.27%
	Feb			0.00%		Feb			0.00%
	Mar			0.00%		Mar			0.00%
Average Sales Price	Jan	\$243,500	\$201,684	20.73%	Average Sales Price	Jan	\$119,951	\$129,992	-7.72%
	Feb			0.00%		Feb			0.00%
	Mar			0.00%		Mar			0.00%
Total Active	Jan	247	325	-24.00%	Total Active	Jan	318	369	-13.82%
	Feb			0.00%		Feb			0.00%
	Mar			0.00%		Mar			0.00%
Average Days on Market	Jan	74	115	-35.65%	Average Days on Market	Jan	97	108	-10.19%
	Feb			0.00%		Feb			0.00%
	Mar			0.00%		Mar			0.00%

Albuquerque & Central Bernalillo County



January 2016 | 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



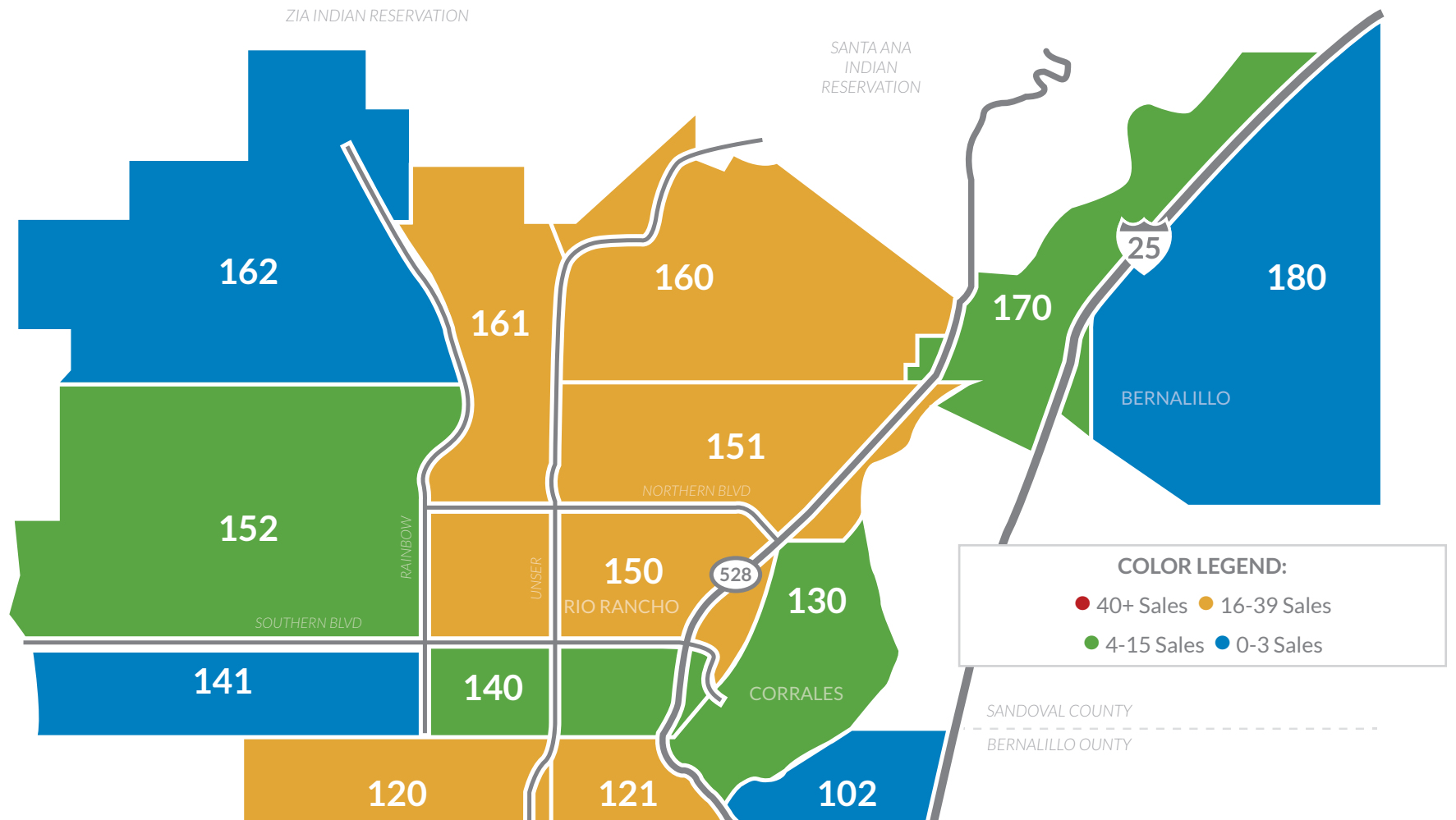
COLOR LEGEND: ● 40+ Sales ● 16-39 Sales ● 4-15 Sales ● 0-3 Sales

Rio Rancho & Southern Sandoval County



January 2016 | 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



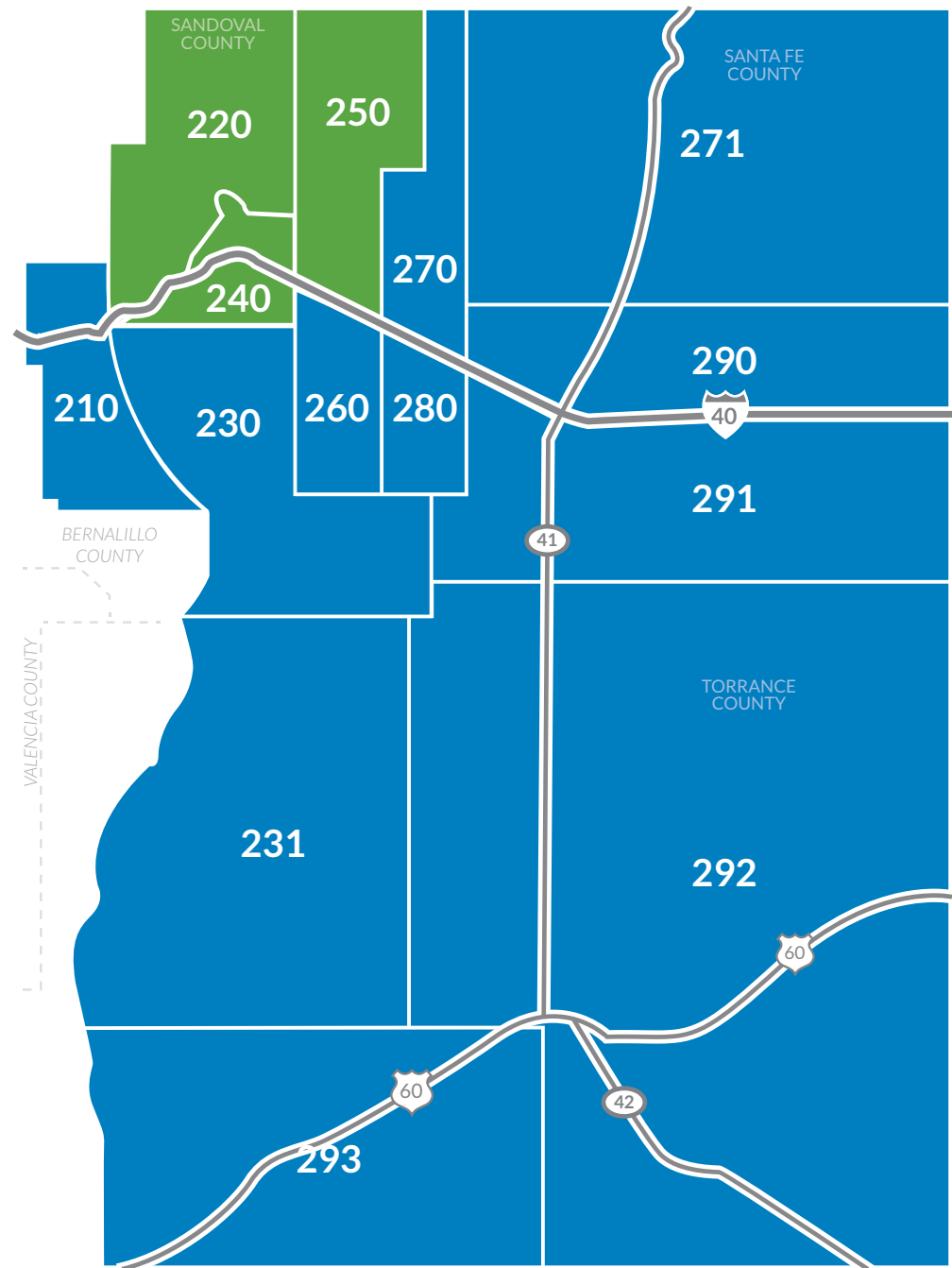
East Mountain Area & Estancia Basin

January 2016 | 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 2016 | 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

