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## Monthly Highlights

- Single-family detached sales for July 2013 saw a 30.60% increase from the previous year and rose 9.31% from the previous month.
- July 2013 marked the fifth consecutive month with Pending home sales exceeding 1,000.
- The median sale price of single-family detached homes was \$182,000, the highest monthly median price since September 2010.

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# Market Inventory

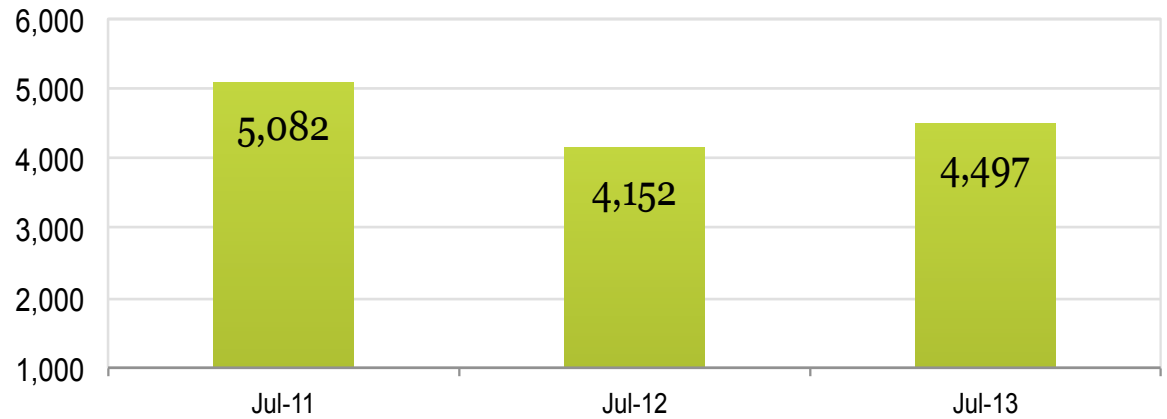
## Detached Historical

Year	2011	2012	2013
January	4,791	3,750	3,611
February	4,823	3,668	3,676
March	4,906	3,705	3,809
April	4,981	3,806	3,953
May	5,068	3,986	4,112
June	5,008	4,097	4,388
July	5,082	4,152	4,497
August	4,973	4,103	
September	4,703	4,081	
October	4,469	4,083	
November	4,156	3,902	
December	3,780	3,587	

## Attached Historical

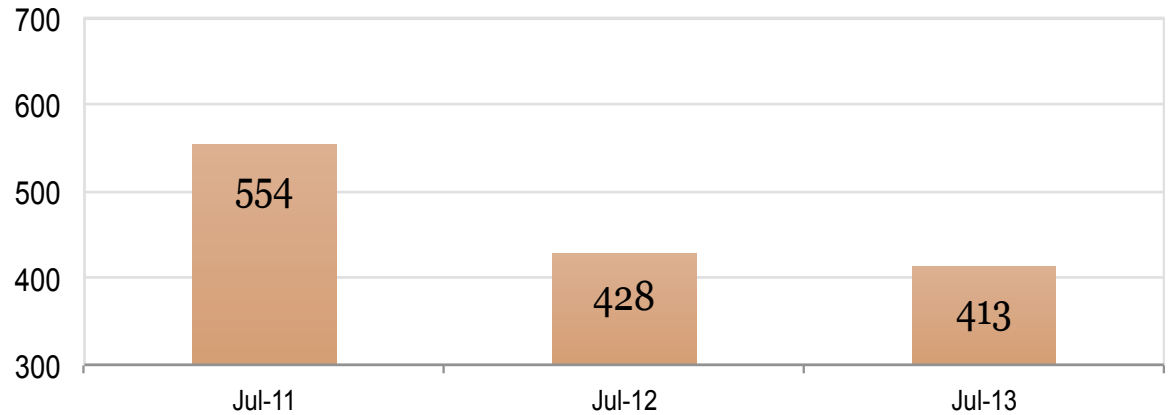
Year	2011	2012	2013
January	505	413	396
February	511	421	386
March	538	412	418
April	530	433	419
May	557	429	419
June	544	431	407
July	554	428	413
August	538	431	
September	546	437	
October	508	437	
November	487	420	
December	436	393	

## Detached homes on market



Detached represents existing single-family detached homes

## Attached homes on market



Attached represents existing condo/townhomes attached homes

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

# Market Activity (New, Pending, Closed)

## Market Activity

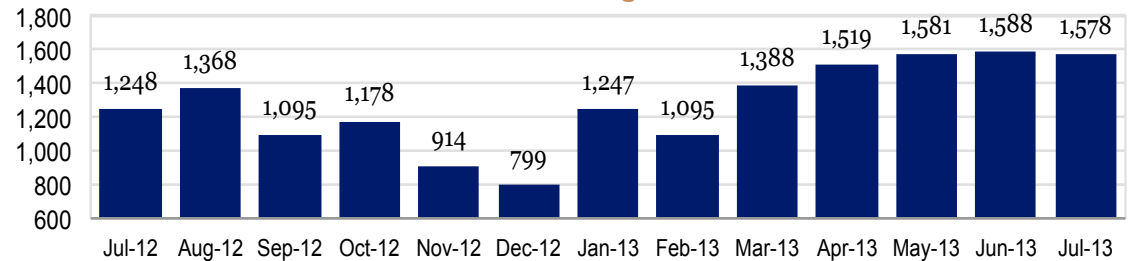
Month	New	Pending	Closed
Jul-12	1,248	1,057	719
Aug-12	1,368	1,027	731
Sep-12	1,095	884	653
Oct-12	1,178	900	673
Nov-12	914	779	552
Dec-12	799	720	607
Jan-13	1,247	969	480
Feb-13	1,095	913	542
Mar-13	1,388	1,108	672
Apr-13	1,519	1,280	729
May-13	1,581	1,250	903
Jun-13	1,588	1,158	859
Jul-13	1,578	1,158	939

## Change from last month/year

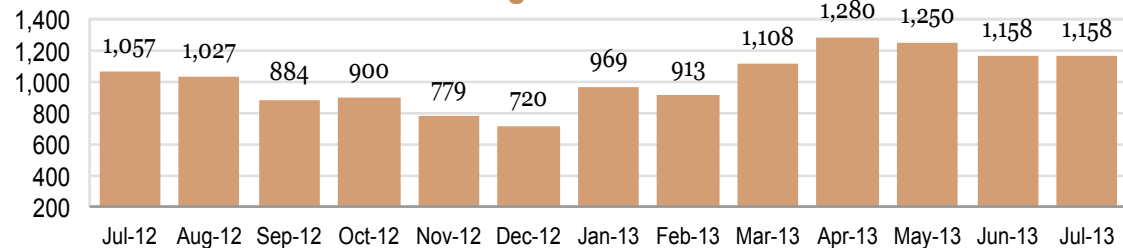
	Jul-13	Jun-13	Jul-12
New	1,578	1,588	1,248
% Change	-	<b>-0.63%</b>	<b>26.44%</b>
Pending	1,158	1,158	1,057
% Change	-	<b>0.00%</b>	<b>9.56%</b>
Closed	939	859	719
% Change	-	<b>9.31%</b>	<b>30.60%</b>

Data is for single-family detached homes

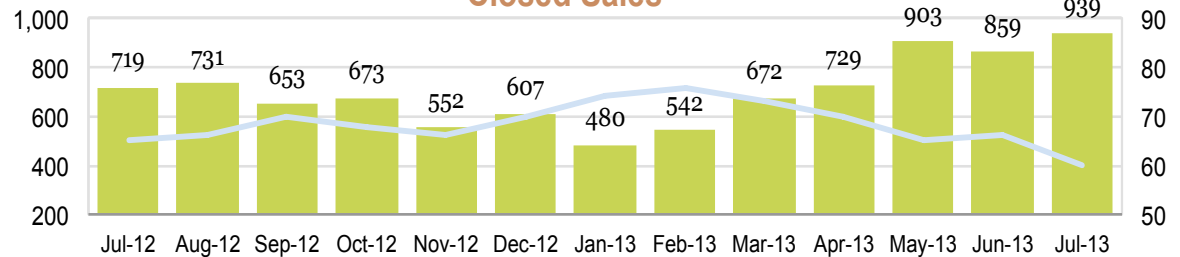
## New Listings



## Pending Sales



## Closed Sales



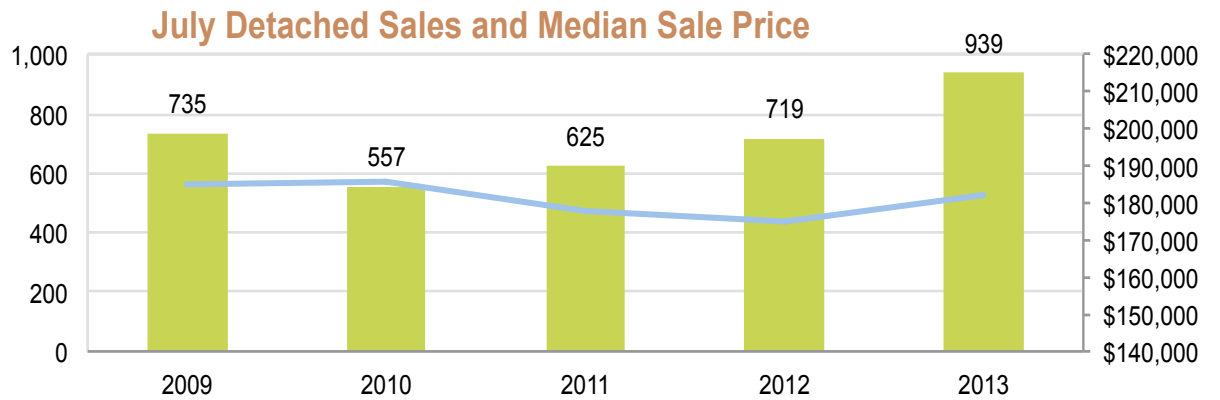
Closed Sales chart also shows average days on market, indicated by a line. The average days on market for July 2013 detached sales was 60.

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

# Homes Sales by Market Area

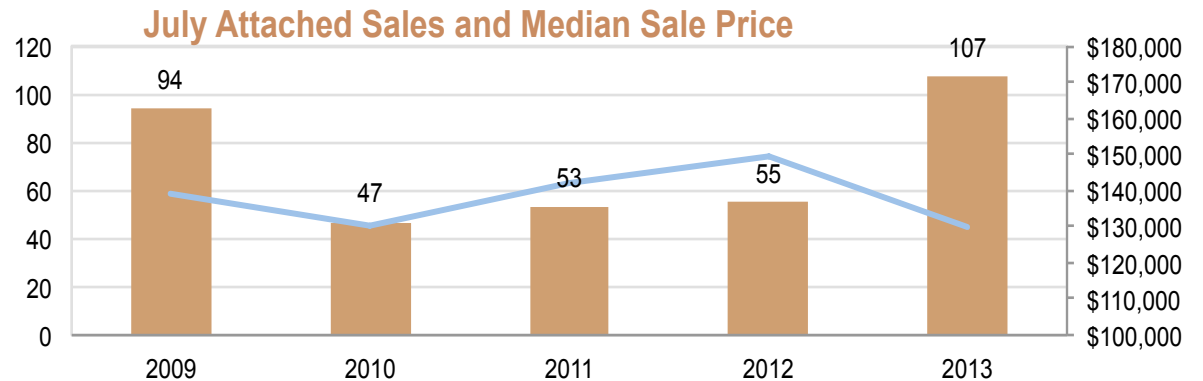
## Single-family detached sales

MLS Area	Area Name	Jul-12	Jul-13
10-121	Albuquerque	511	642
130	Corrales	9	11
140-162	Rio Rancho	117	178
180	Bernalillo	9	10
190	Placitas	7	7
210-293	E. Mountains	34	46
690-760	Valencia Co.	32	45
Total	All	719	939



## Condo/townhome (attached) sales

MLS Area	Area Name	Jul-12	Jul-13
10-121	Albuquerque	49	93
130	Corrales	0	0
140-162	Rio Rancho	4	9
180	Bernalillo	0	1
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	2	4
Total	All	55	107



MLS Areas 210-293 include East Mountains and Estancia Basin

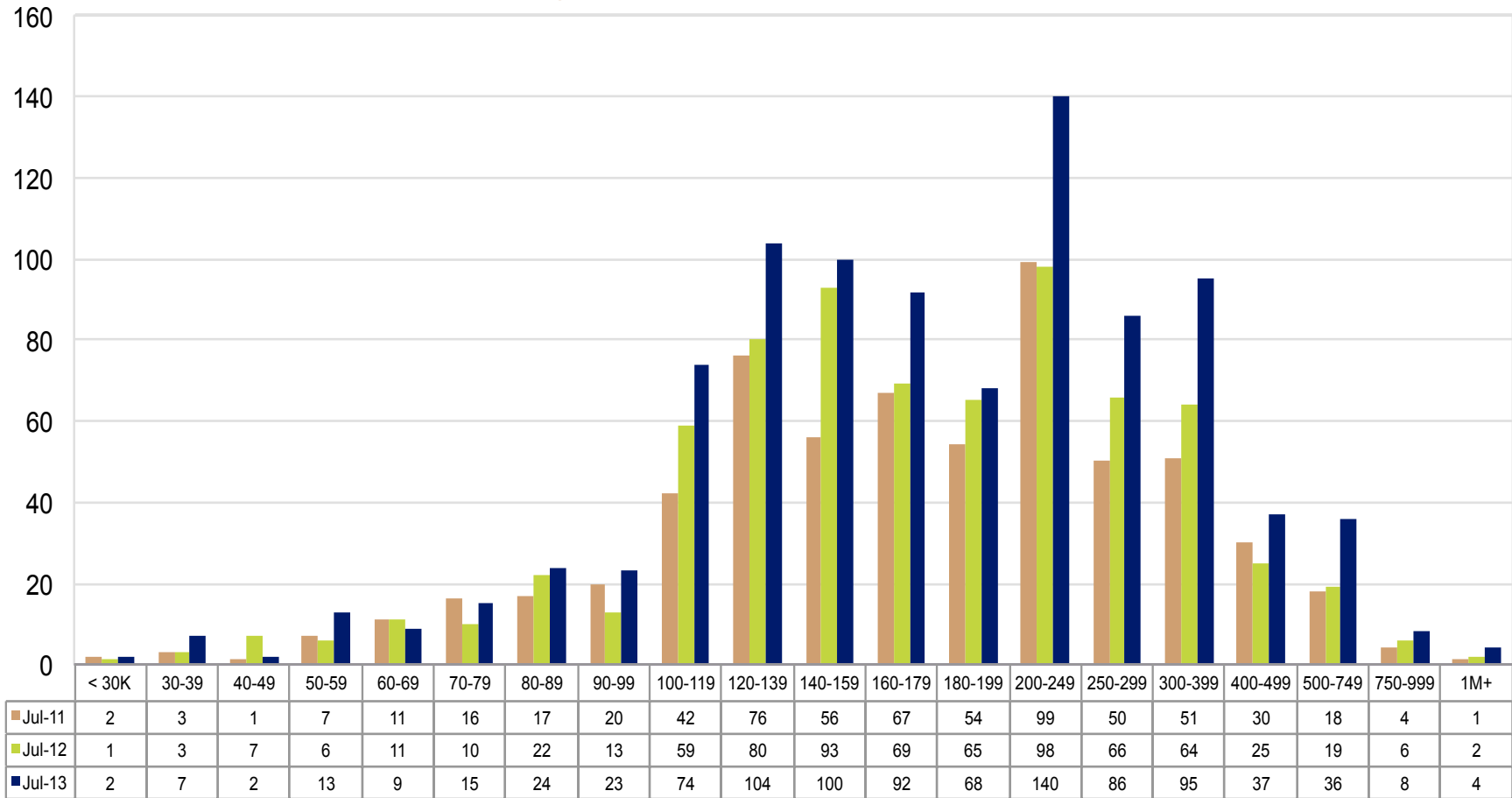
MLS Areas 690-760 include Belen, Los Lunas, Bosque Farms.

Line on charts represents the median sale price for that month.

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

Detached Sales by Price  
July historical (in thousands)



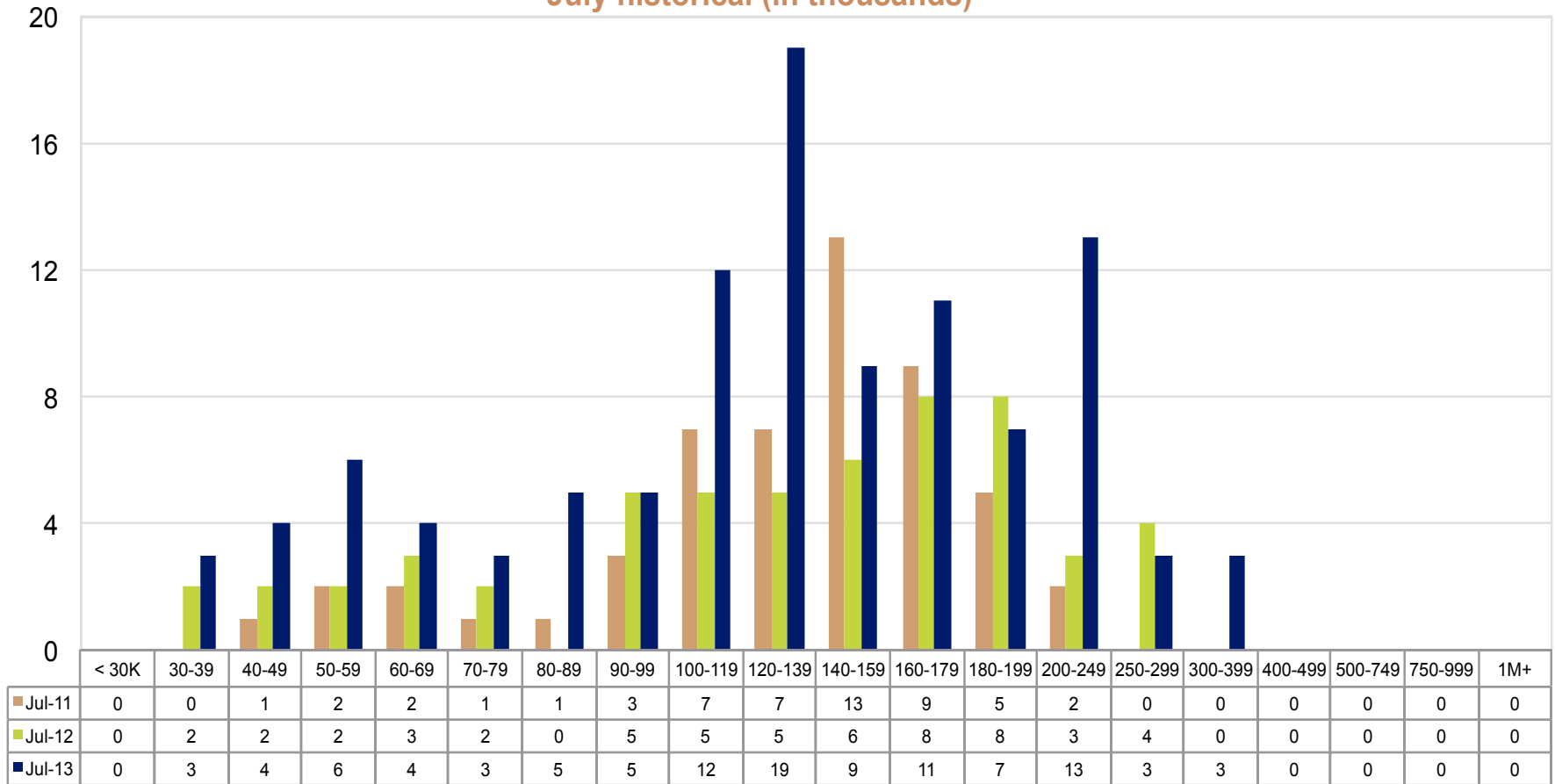
Top Selling Price Range for Detached Homes (for July 2013)

**\$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  
July historical (in thousands)



Top Selling Price Ranges for Attached Homes (for July 2013)

**\$120,000 - \$139,999**

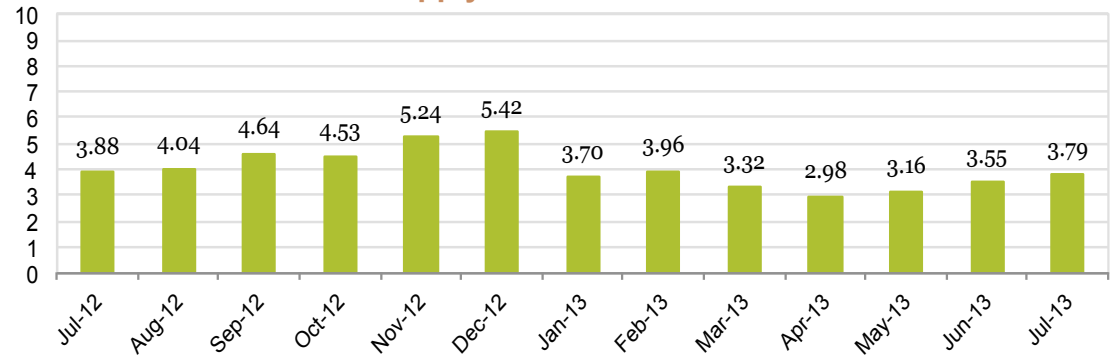
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Market Indicators

## Supply-Demand

Year	2011	2012	2013
January	6.92	4.52	3.70
February	6.82	4.04	3.96
March	5.34	3.59	3.32
April	5.43	3.58	2.98
May	5.54	3.82	3.16
June	5.43	3.81	3.55
July	6.14	3.88	3.79
August	5.79	4.04	
September	6.15	4.64	
October	5.99	4.53	
November	5.99	5.24	
December	6.90	5.42	

Number of Active Listings Per Buyer (detached)

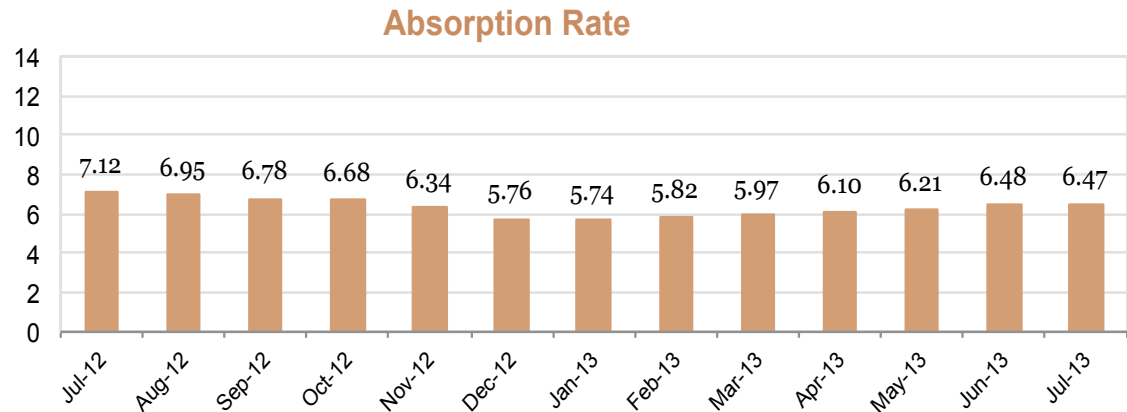


The Supply-Demand Ratio is calculated by dividing the number of homes for sale (listings available) by the number of total pending sales for that month. The higher the ratio, the more supply there is relative to demand.

## Absorption Rate

Year	2011	2012	2013
January	8.86	6.80	5.74
February	8.88	6.56	5.82
March	9.12	6.60	5.97
April	9.42	6.74	6.10
May	9.74	6.95	6.21
June	9.72	7.12	6.48
July	9.76	7.12	6.47
August	9.35	6.95	
September	8.79	6.78	
October	8.21	6.68	
November	7.61	6.34	
December	6.91	5.76	

Month Supply of Homes (detached)



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.

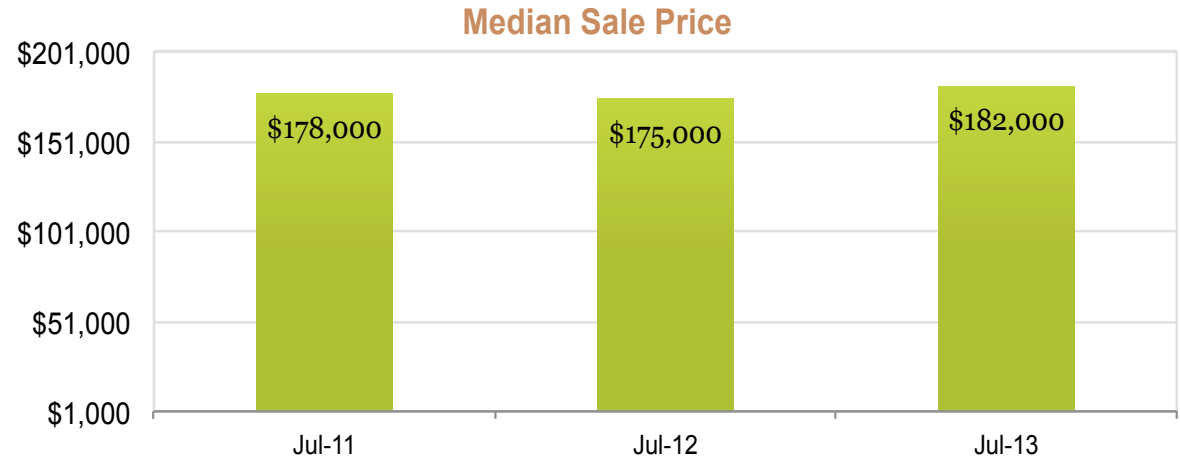
Data is for single-family detached homes

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

# Home Sales Prices

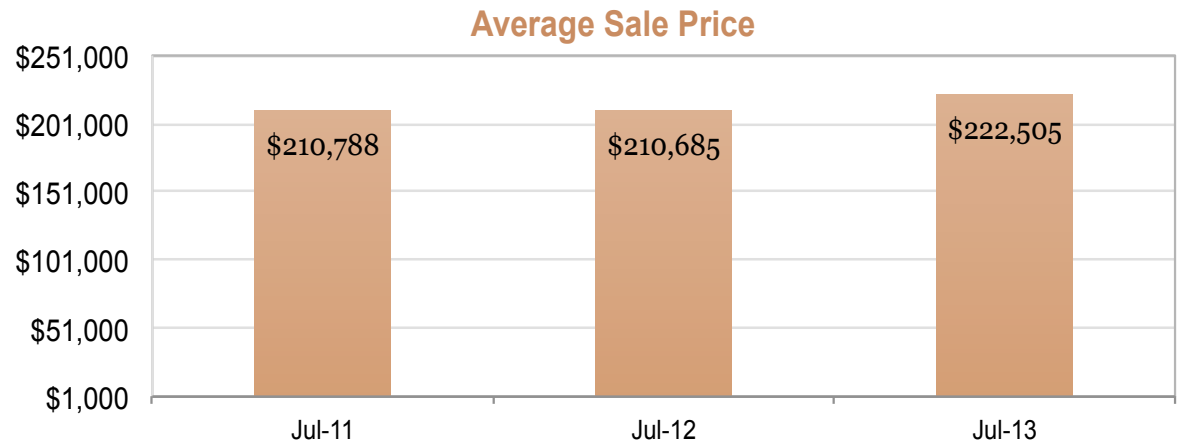
## Median Sale Price

Year	2011	2012	2013
January	\$172,000	\$165,000	\$158,000
February	\$171,750	\$161,500	\$168,500
March	\$162,000	\$159,000	\$175,000
April	\$165,000	\$174,775	\$168,000
May	\$165,000	\$175,000	\$174,900
June	\$166,500	\$172,700	\$172,000
July	\$178,000	\$175,000	\$182,000
August	\$163,808	\$165,000	
September	\$171,500	\$172,000	
October	\$167,000	\$166,300	
November	\$160,000	\$165,000	
December	\$160,000	\$169,500	



## Average Sale Price

Year	2011	2012	2013
January	\$201,239	\$194,352	\$186,051
February	\$220,299	\$195,165	\$203,514
March	\$199,683	\$189,676	\$202,605
April	\$196,321	\$211,186	\$197,908
May	\$198,091	\$211,213	\$211,505
June	\$207,042	\$207,679	\$212,456
July	\$210,788	\$210,685	\$222,505
August	\$197,671	\$201,833	
September	\$196,402	\$203,016	
October	\$201,874	\$202,827	
November	\$194,830	\$204,653	
December	\$195,861	\$211,191	



Data is for single-family detached homes

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# June Home Sales Prices - Year to Year

## Median Sale Price

Year	Median Sale Price	% Change From Previous Year
2002	\$135,000	-3.57%
2003	\$148,000	9.63%
2004	\$152,500	3.04%
2005	\$174,000	14.10%
2006	\$191,900	10.29%
2007	\$214,900	11.99%
2008	\$196,000	-8.79%
2009	\$185,000	-5.61%
2010	\$186,000	0.54%
2011	\$178,000	-4.30%
2012	\$175,000	-1.69%
2013	\$182,000	4.00%

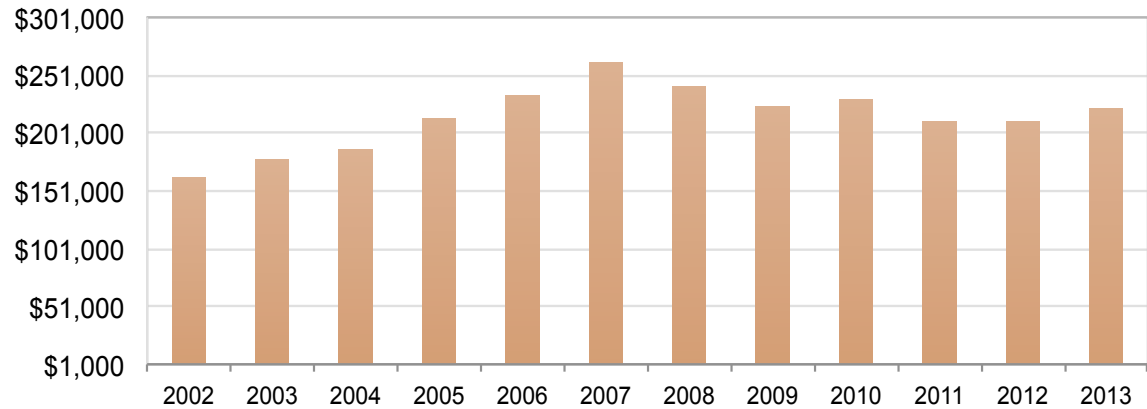
## Median Sale Price (July only)



## Average Sale Price

Year	Average Sale Price	% Change From Previous Year
2002	\$162,912	0.67%
2003	\$178,247	9.41%
2004	\$186,907	4.86%
2005	\$213,850	14.42%
2006	\$233,849	9.35%
2007	\$261,699	11.91%
2008	\$240,986	-7.91%
2009	\$224,271	-6.94%
2010	\$230,213	2.65%
2011	\$210,788	-8.44%
2012	\$210,685	-0.05%
2013	\$222,505	5.61%

## Average Sale Price (July only)



Data is for single-family detached homes

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# Listing Activity by Zip Code (July)

## July 2013 Listing 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
80715	1	0	0.00%	87056	7	1	0.11%	87121	242	63	6.71%
87001	8	1	0.11%	87059	113	12	1.28%	87122	143	39	4.15%
87002	184	10	1.06%	87060	1	0	0.00%	87123	160	37	3.94%
87004	72	8	0.85%	87061	6	0	0.00%	87124	377	89	9.48%
87006	2	0	0.00%	87068	21	3	0.32%	87144	317	90	9.58%
87008	38	5	0.53%	87102	60	12	1.28%	88318	1	0	0.00%
87015	141	15	1.60%	87104	76	12	1.28%				
87016	16	1	0.11%	87105	140	28	2.98%				
87023	3	0	0.00%	87106	68	24	2.56%				
87026	3	0	0.00%	87107	157	18	1.92%				
87031	246	31	3.30%	87108	83	24	2.56%				
87032	1	1	0.11%	87109	87	33	3.51%				
87035	27	2	0.21%	87110	155	49	5.22%				
87036	20	3	0.32%	87111	222	74	7.88%				
87042	17	1	0.11%	87112	202	38	4.05%				
87043	119	7	0.75%	87113	63	18	1.92%				
87047	89	6	0.64%	87114	349	103	10.97%				
87048	120	11	1.17%	87120	340	70	7.45%				

**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.**

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# Market Overview

<b>2013</b>		(DET) 2013	(DET) 2012	Percent Change	(ATT) 2013	(ATT) 2012	Percent Change	(DET+ATT) 2013 Year-to- Date	(DET+ATT) 2012 Year-to- Date	Percent Change
New Listings	Jul	1,578	1,248	26.44%	156	111	40.54%	10,802	9,325	15.84%
	Aug		1,368			137			10,830	
	Sep		1,095			116			12,041	
Pending Sales	Jul	1,158	1,057	9.56%	115	79	45.57%	8,556	7,513	13.88%
	Aug		1,027			101			8,641	
	Sep		884			74			9,599	
Closed Sales	Jul	939	719	30.60%	107	55	94.55%	5,645	4,642	21.61%
	Aug		731			86			5,459	
	Sep		653			61			6,173	
Dollar Volume of Closed Sales (in millions)	Jul	\$209.0	\$151.5	37.95%	\$15.0	\$7.8	92.31%	\$1,136.6	\$922.5	23.21%
	Aug		\$147.5			\$11.3			\$1,081.3	
	Sep		\$132.6			\$8.8			\$1,222.7	
Median Sales Price	Jul	\$182,000	\$175,000	4.00%	\$129,900	\$149,500	-13.11%			
	Aug		\$165,000			\$125,000		--	--	--
	Sep		\$172,000			\$134,000				
Average Sales Price	Jul	\$222,505	\$210,685	5.61%	\$139,787	\$142,542	-1.93%			
	Aug		\$201,833			\$131,744		--	--	--
	Sep		\$203,016			\$144,878				
Total Active Listings Available	Jul	4,497	4,152	8.31%	413	428	-3.50%			
	Aug		4,103			431		--	--	--
	Sep		4,081			437				
Average Days on Market	Jul	60	65	-7.69%	60	94	-36.17%			
	Aug		66			89		--	--	--
	Sep		70			73				

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

# Market Comparison Albuquerque & Rio Rancho

City of Albuquerque		(DET) 2013	(DET) 2012	Percent Change	City of Rio Rancho		(DET) 2013	(DET) 2012	Percent Change	
New Listings	<b>Jul</b>	<b>1,045</b>	<b>839</b>	<b>24.55%</b>	New Listings	<b>Jul</b>	<b>268</b>	<b>202</b>	<b>32.67%</b>	
	Aug					863				246
	Sep					697				175
Pending Sales	<b>Jul</b>	<b>777</b>	<b>711</b>	<b>9.28%</b>	Pending Sales	<b>Jul</b>	<b>230</b>	<b>188</b>	<b>22.34%</b>	
	Aug					701				195
	Sep					643				134
Closed Sales	<b>Jul</b>	<b>642</b>	<b>511</b>	<b>25.64%</b>	Closed Sales	<b>Jul</b>	<b>178</b>	<b>117</b>	<b>52.14%</b>	
	Aug					516				116
	Sep					454				113
Median Sales Price	<b>Jul</b>	<b>\$190,000</b>	<b>\$172,500</b>	<b>10.14%</b>	Median Sales Price	<b>Jul</b>	<b>\$150,108</b>	<b>\$166,000</b>	<b>-9.57%</b>	
	Aug					\$165,000				\$156,130
	Sep					\$175,050				\$152,500
Average Sales Price	<b>Jul</b>	<b>\$229,957</b>	<b>\$209,217</b>	<b>9.91%</b>	Average Sales Price	<b>Jul</b>	<b>\$178,300</b>	<b>\$179,019</b>	<b>-0.40%</b>	
	Aug					\$203,021				\$172,739
	Sep					\$207,969				\$167,771
Total Active	<b>Jul</b>	<b>2,544</b>	<b>2,471</b>	<b>2.95%</b>	Total Active	<b>Jul</b>	<b>695</b>	<b>596</b>	<b>16.61%</b>	
	Aug					2,415				600
	Sep					2,373				610
Average Days on Market	<b>Jul</b>	<b>51</b>	<b>57</b>	<b>-10.53%</b>	Average Days on Market	<b>Jul</b>	<b>62</b>	<b>69</b>	<b>-10.14%</b>	
	Aug					60				59
	Sep					62				60

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# Market Comparison

## East Mountains/Estancia Basin & Valencia County

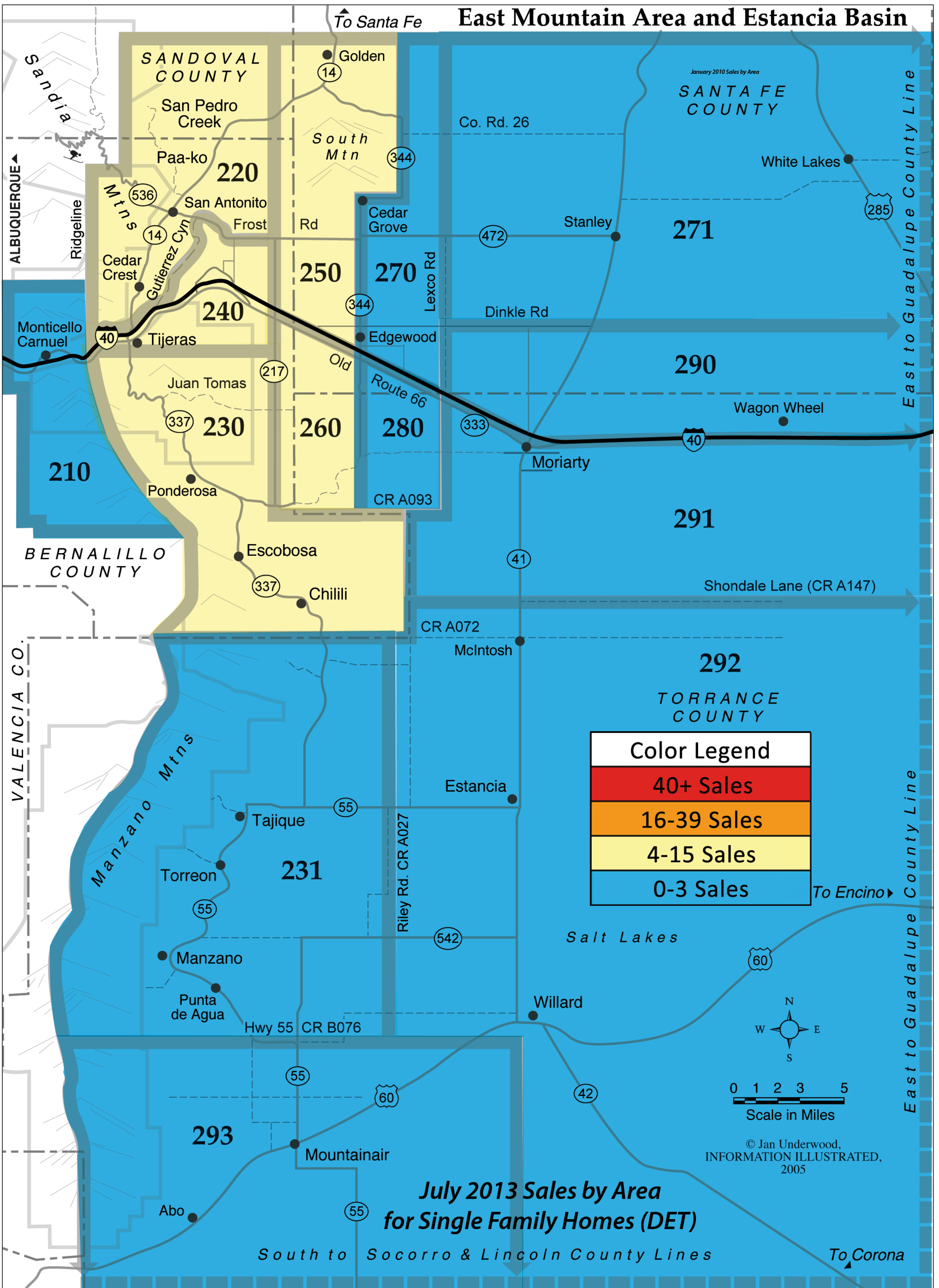
East Mountains & Estancia Basin		(DET) 2013	(DET) 2012	Percent Change	Valencia County		(DET) 2013	(DET) 2012	Percent Change
New Listings	<b>Jul</b>	<b>91</b>	<b>85</b>	<b>7.06%</b>	New Listings	<b>Jul</b>	<b>102</b>	<b>75</b>	<b>36.00%</b>
	Aug		91			Aug		100	
	Sep		68			Sep		99	
Pending Sales	<b>Jul</b>	<b>52</b>	<b>56</b>	<b>-7.14%</b>	Pending Sales	<b>Jul</b>	<b>64</b>	<b>73</b>	<b>-12.33%</b>
	Aug		43			Aug		53	
	Sep		29			Sep		44	
Closed Sales	<b>Jul</b>	<b>46</b>	<b>34</b>	<b>35.29%</b>	Closed Sales	<b>Jul</b>	<b>45</b>	<b>32</b>	<b>40.63%</b>
	Aug		38			Aug		40	
	Sep		32			Sep		32	
Median Sales Price	<b>Jul</b>	<b>\$210,000</b>	<b>\$227,000</b>	<b>-7.49%</b>	Median Sales Price	<b>Jul</b>	<b>\$127,000</b>	<b>\$132,450</b>	<b>-4.11%</b>
	Aug		\$217,380			Aug		\$147,000	
	Sep		\$230,000			Sep		\$159,000	
Average Sales Price	<b>Jul</b>	<b>\$205,355</b>	<b>\$272,919</b>	<b>-24.76%</b>	Average Sales Price	<b>Jul</b>	<b>\$174,088</b>	<b>\$151,143</b>	<b>15.18%</b>
	Aug		\$230,326			Aug		\$161,397	
	Sep		\$241,034			Sep		\$167,155	
Total Active	<b>Jul</b>	<b>467</b>	<b>415</b>	<b>12.53%</b>	Total Active	<b>Jul</b>	<b>475</b>	<b>404</b>	<b>17.57%</b>
	Aug		420			Aug		416	
	Sep		410			Sep		424	
Average Days on Market	<b>Jul</b>	<b>99</b>	<b>92</b>	<b>7.61%</b>	Average Days on Market	<b>Jul</b>	<b>103</b>	<b>99</b>	<b>4.04%</b>
	Aug		117			Aug		78	
	Sep		135			Sep		124	

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





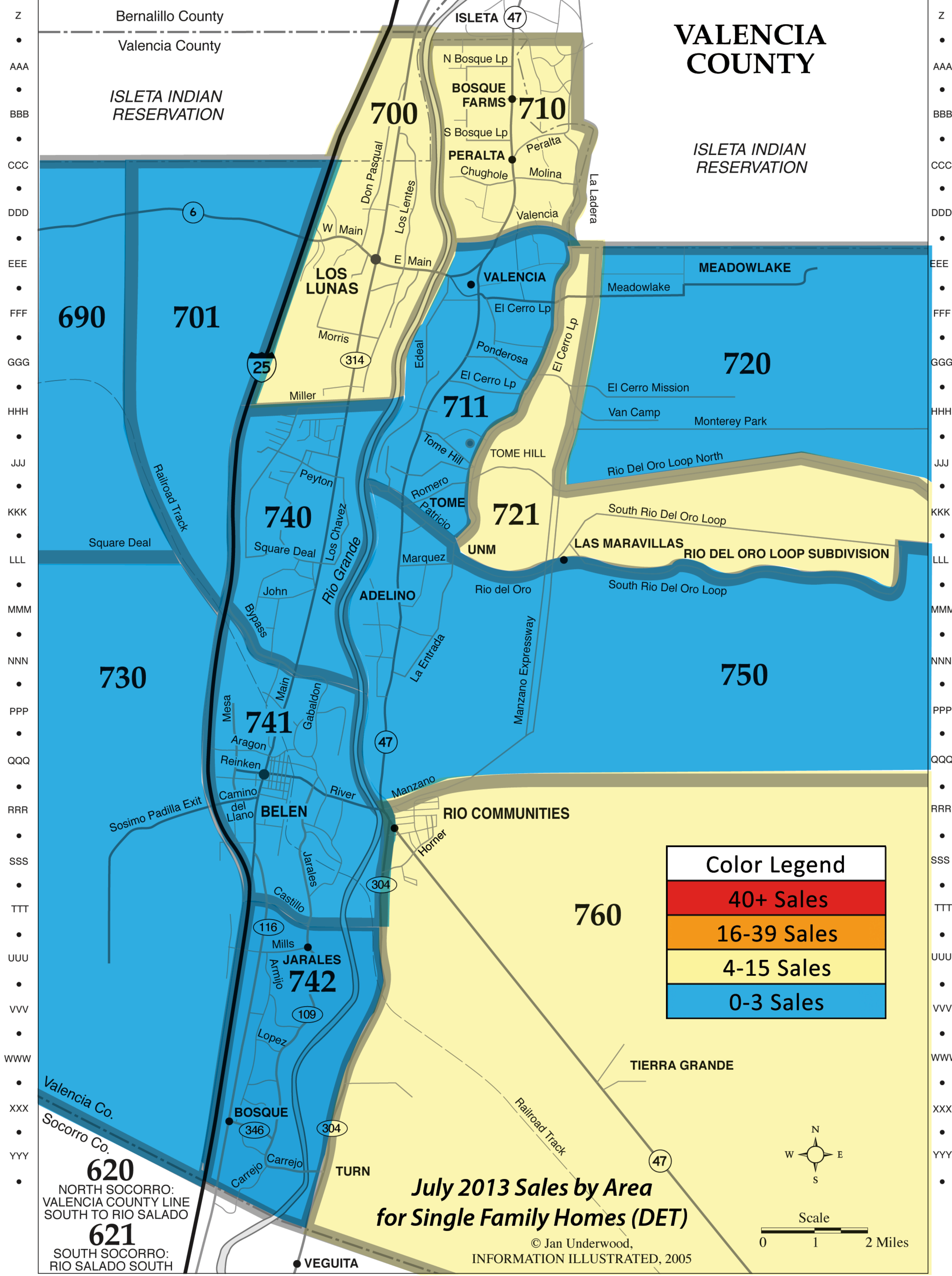
# East Mountain Area and Estancia Basin



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3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20



Z  
AAA  
BBB  
CCC  
DDD  
EEE  
FFF  
GGG  
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JJJ  
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LLL  
MMM  
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Bernalillo County  
Valencia County

ISLETA INDIAN RESERVATION

ISLETA INDIAN RESERVATION

MEADOWLAKE

700 710 720 730 740 750 760

BOSQUE FARMS  
PERALTA  
LOS LUNAS  
VALENCIA  
TOME HILL  
ADELINO  
LAS MARAVILLAS  
RIO DEL ORO LOOP SUBDIVISION  
BELEN  
JARALES  
VEGUITA

Los Lunas  
Valencia  
Tome Hill  
Belen  
Jarales

Don Pasqual  
Los Lentos  
Edeal  
Tome Hill  
Manzano Expressway

W Main  
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Morris  
Miller  
Peyton  
Los Chavez  
Rio Grande  
Mesa  
Main  
Gabaldon  
Aragon  
Reinken  
Camino del Llano  
Sosimo Padilla Exit  
Carrejo

N Bosque Lp  
S Bosque Lp  
Peralta  
Chughole  
Molina  
Valencia  
El Cerro Lp  
Ponderosa  
El Cerro Lp  
El Cerro Mission  
Van Camp  
Monterey Park  
Rio Del Oro Loop North  
South Rio Del Oro Loop  
Manzano

La Ladera  
Meadowlake  
El Cerro Lp  
Tome Hill  
Romero  
Patricio  
Marquez  
La Entrada  
Rio del Oro  
South Rio Del Oro Loop

Manzano Expressway  
Rio Communities  
Horner

Turn  
Carrejo

6  
25  
314  
47  
304  
116  
109  
346  
47

Valencia Co.  
Socorro Co.

NORTH SOCORRO:  
VALENCIA COUNTY LINE  
SOUTH TO RIO SALADO

SOUTH SOCORRO:  
RIO SALADO SOUTH

TIERRA GRANDE

Valencia Co.  
Socorro Co.

3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20