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## Monthly Highlights

- Single-family detached sales for June 2013 saw a 25.40% increase from the previous year.
- June 2013 marked the fourth consecutive month with Pending home sales exceeding 1,000.
- With 4,388 single-family homes for sale, June 2013 had the highest number of homes for sale since October 2011.

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# Market Inventory

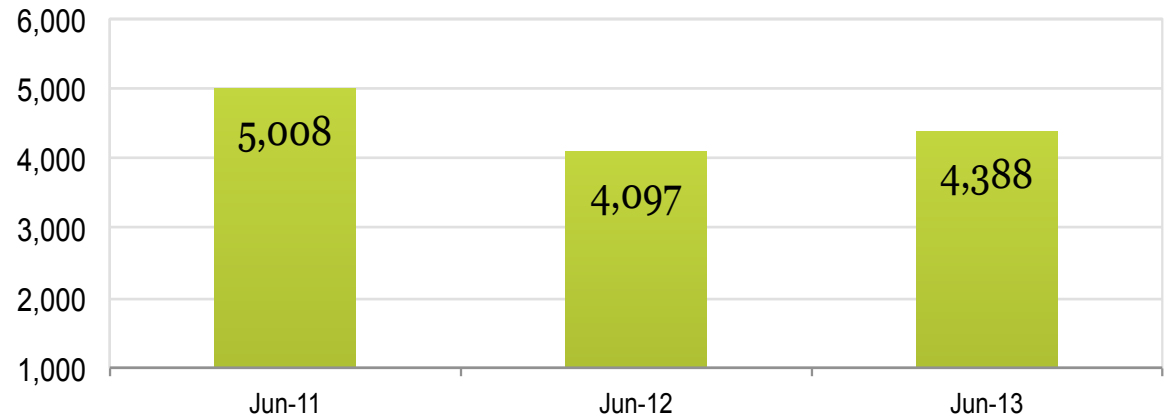
## Detached Historical

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	
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

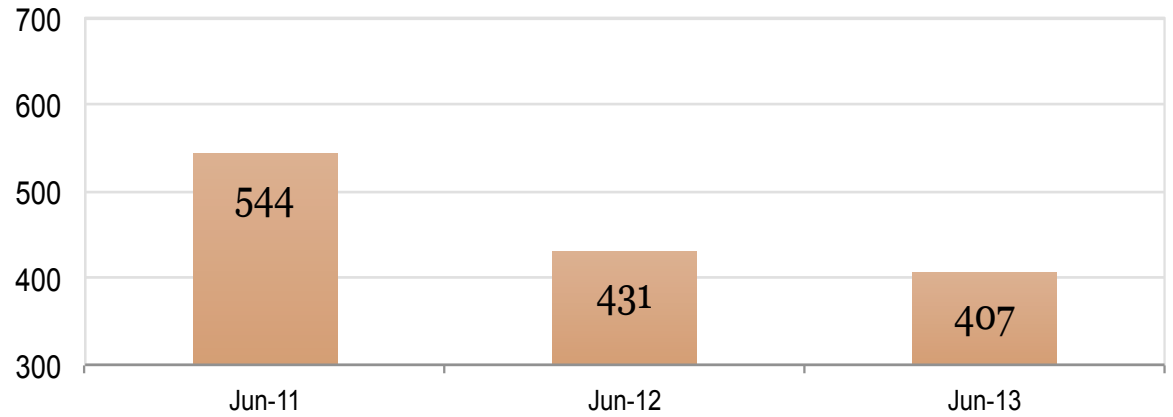
Year	2011	2012	2013
January	505	413	396
February	511	421	386
March	538	412	418
April	530	433	419
May	557	429	419
June	544	431	407
July	554	428	
August	538	431	
September	546	437	
October	508	437	
November	487	420	
December	436	393	

## 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)

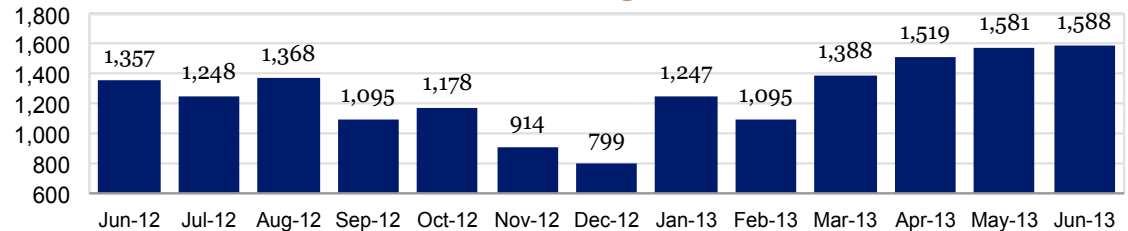
## Market Activity

Month	New	Pending	Closed
Jun-12	1,357	1,047	685
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

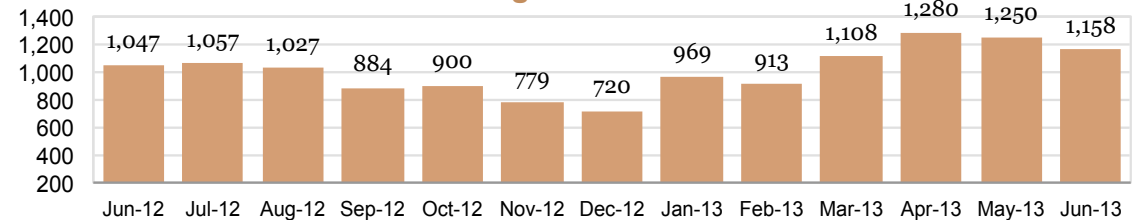
## Change from last month/year

	Jun-13	May-13	Jun-12
New	1,588	1,581	1,357
% Change	-	<b>0.44%</b>	<b>17.02%</b>
Pending	1,158	1,250	1,047
% Change	-	<b>-7.36%</b>	<b>10.60%</b>
Closed	859	903	685
% Change	-	<b>-4.87%</b>	<b>25.40%</b>

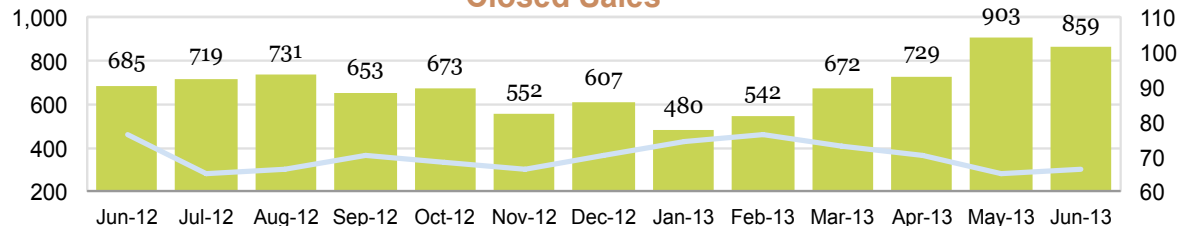
## New Listings



## Pending Sales



## Closed Sales



Closed Sales chart also shows average days on market, indicated by a line. The average days on market for June 2013 detached sales was 66.

Data is for single-family detached homes

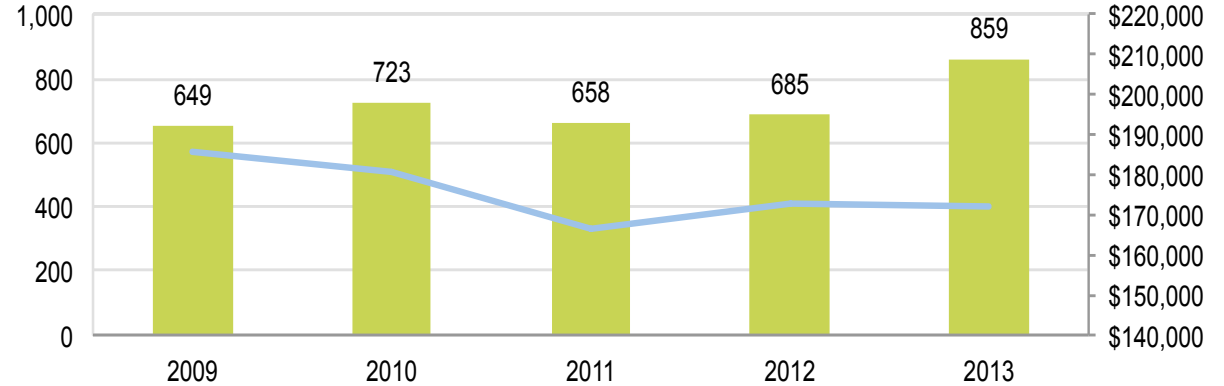
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Homes Sales by Market Area

## Single-family detached sales

MLS Area	Area Name	Jun-12	Jun-13
10-121	Albuquerque	471	581
130	Corrales	8	7
140-162	Rio Rancho	129	180
180	Bernalillo	6	4
190	Placitas	4	9
210-293	E. Mountains	34	34
690-760	Valencia Co.	33	44
Total	All	685	859

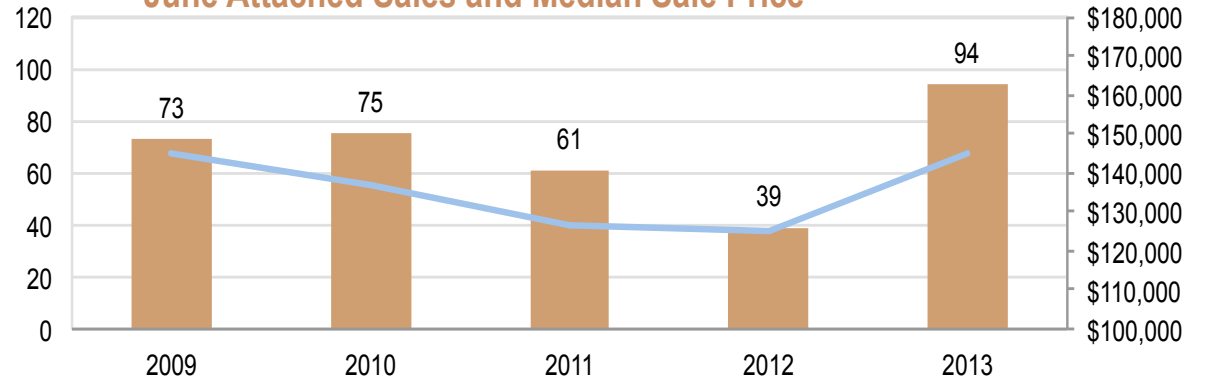
## June Detached Sales and Median Sale Price



## Condo/townhome (attached) sales

MLS Area	Area Name	Jun-12	Jun-13
10-121	Albuquerque	35	79
130	Corrales	2	0
140-162	Rio Rancho	2	11
180	Bernalillo	0	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	0	4
Total	All	39	94

## June Attached Sales and Median Sale Price



MLS Areas 210-293 include East Mountains and Estancia Basin

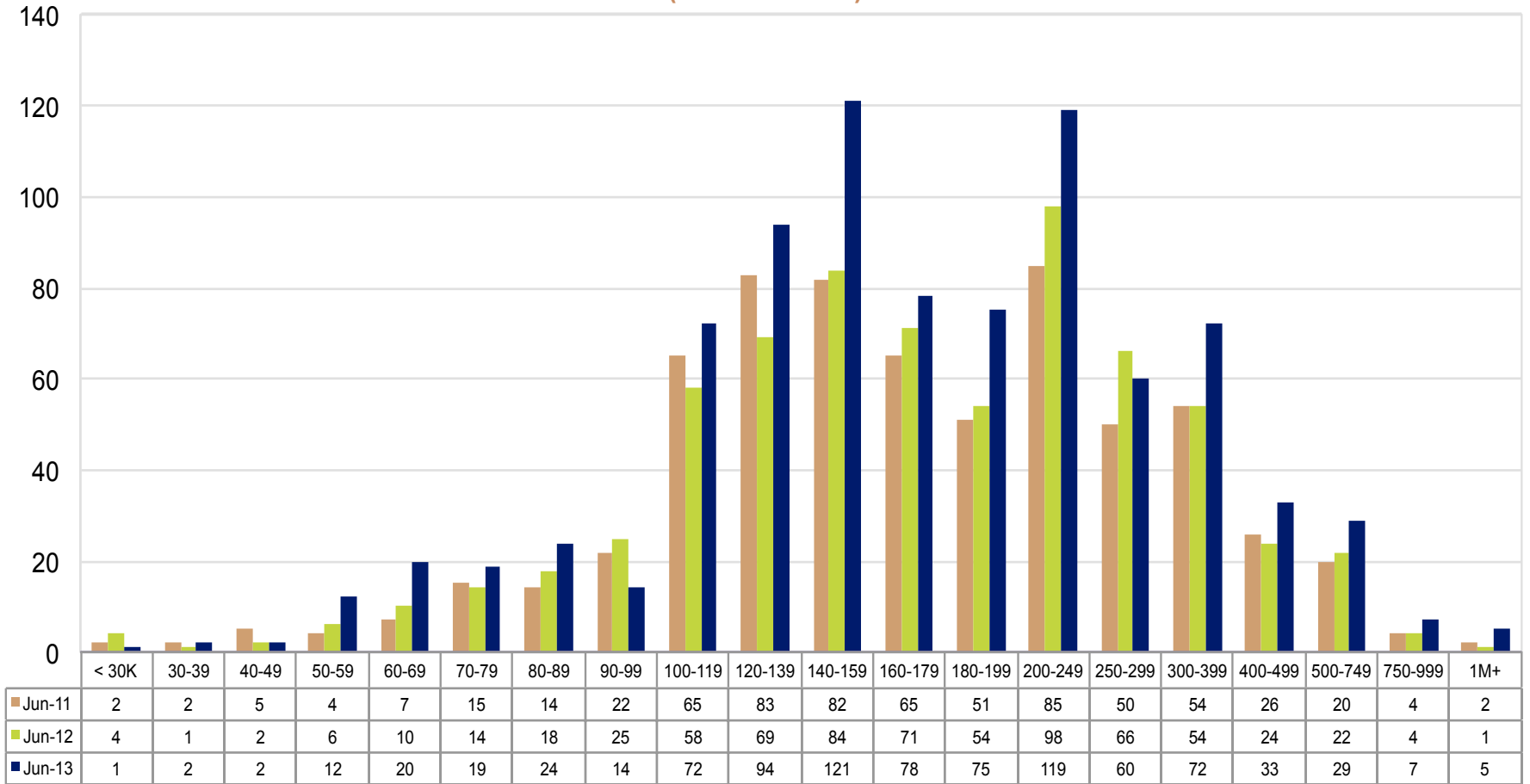
MLS Areas 690-760 include Belen, Los Lunas, Bosque Farms.

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  
June historical (in thousands)



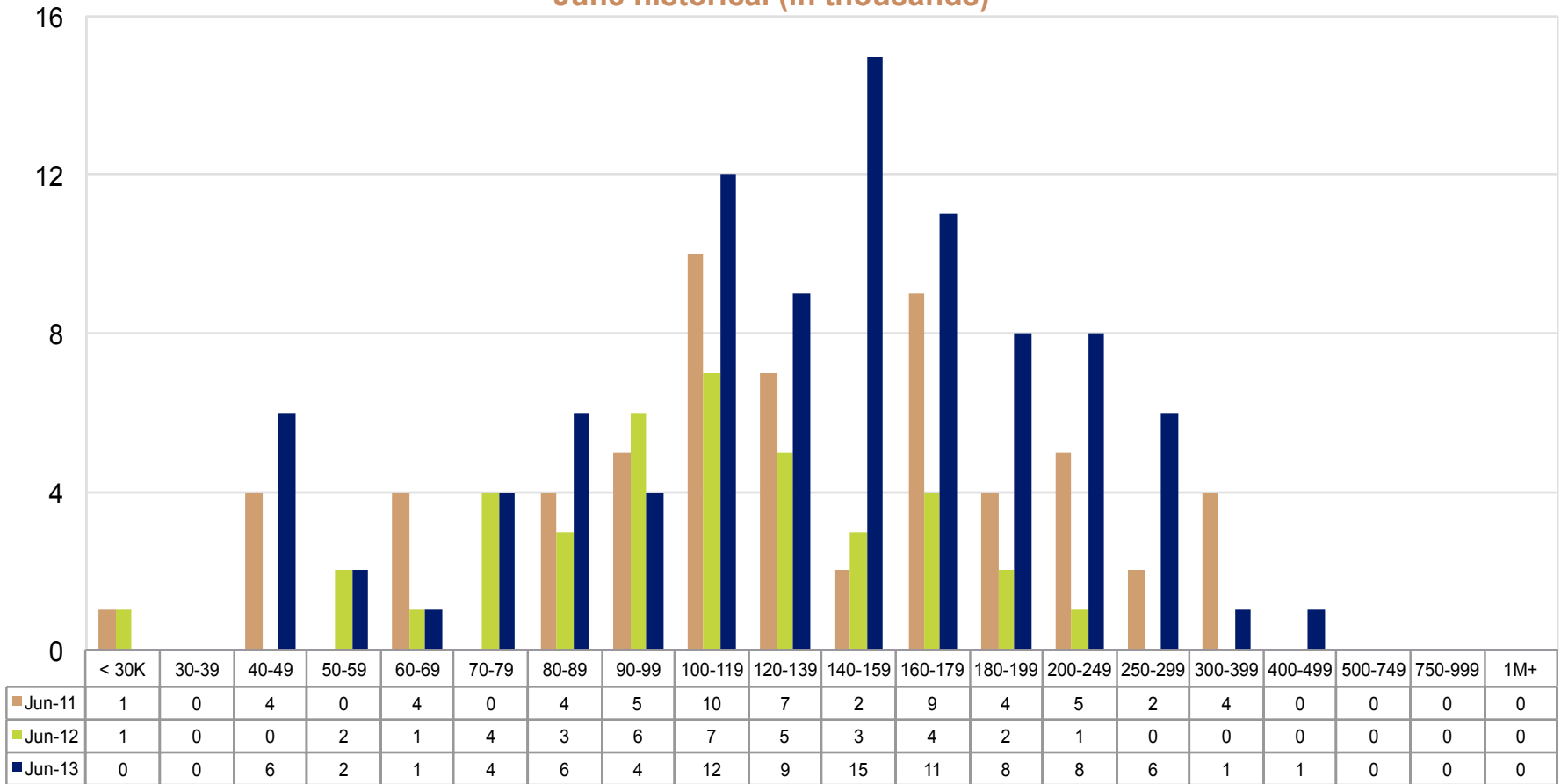
Top Selling Price Range for Detached Homes (for June 2013)

**\$140,000 - \$159,000**

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  
June historical (in thousands)



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

**\$140,000 - \$159,999**

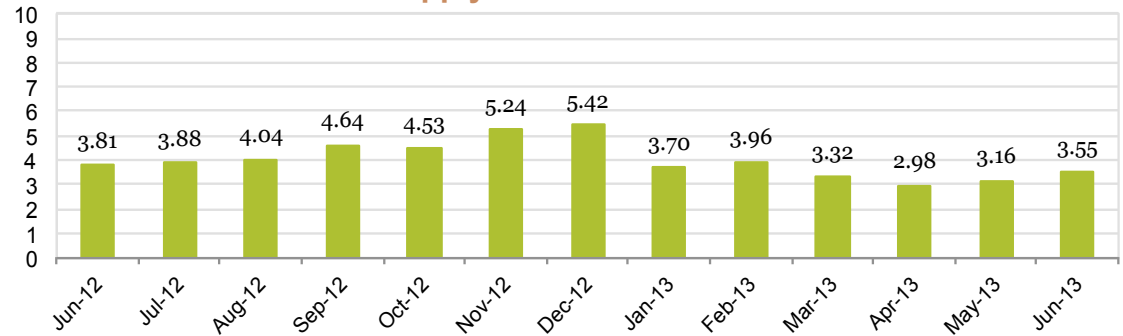
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# 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	
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)

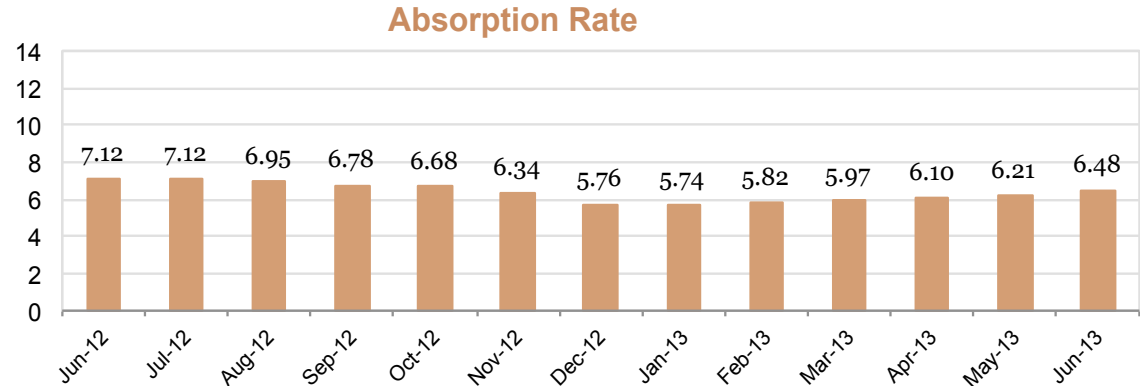


The Supply-Demand Ratio is calculated by dividing the number of homes for sale (listings available) by the number of total pending sales for that month. The higher the ratio, the more supply there is relative to demand.

## 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	
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.

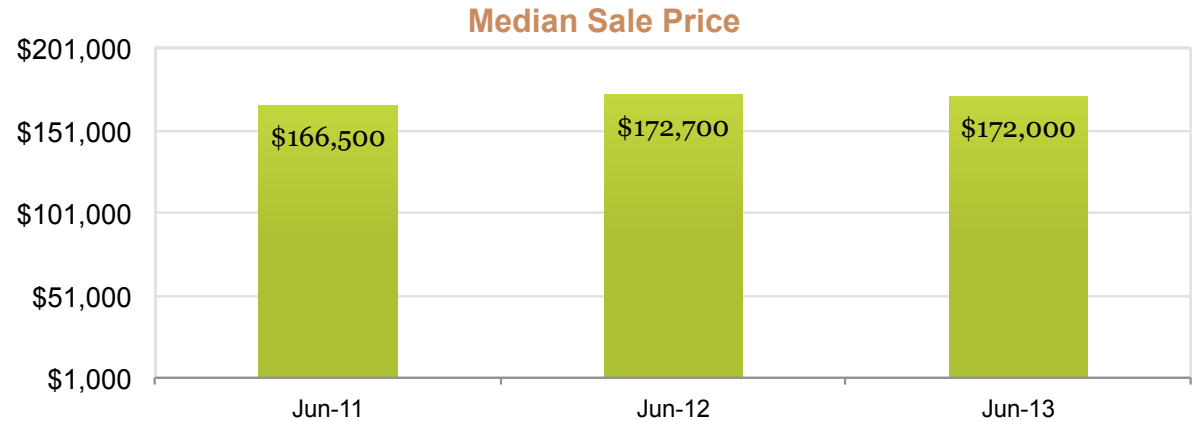
Data is for single-family detached homes

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

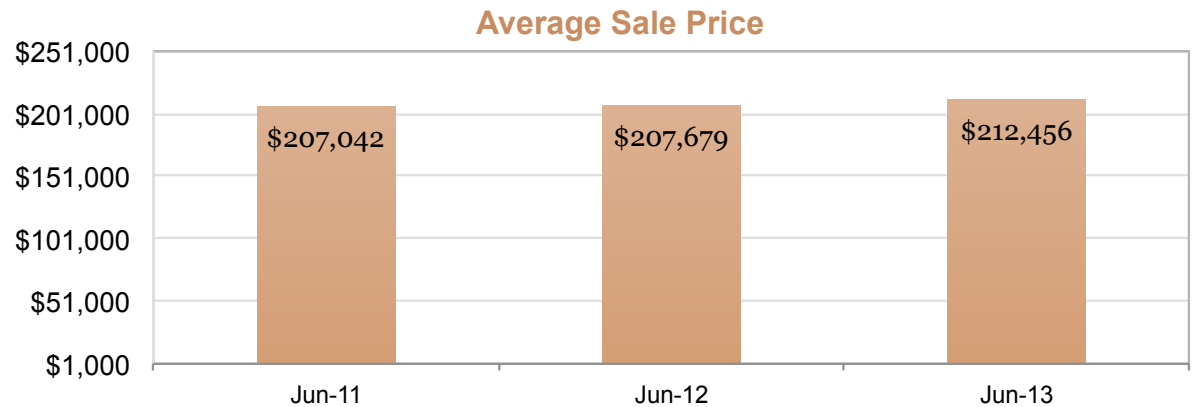
### Median Sale Price

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	
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	
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	\$148,500	10.00%
2004	\$153,950	3.67%
2005	\$165,000	7.18%
2006	\$195,575	18.53%
2007	\$201,500	3.03%
2008	\$203,500	0.99%
2009	\$185,800	-8.70%
2010	\$181,000	-2.58%
2011	\$166,500	-8.01%
2012	\$172,700	3.72%
2013	\$172,000	-0.41%

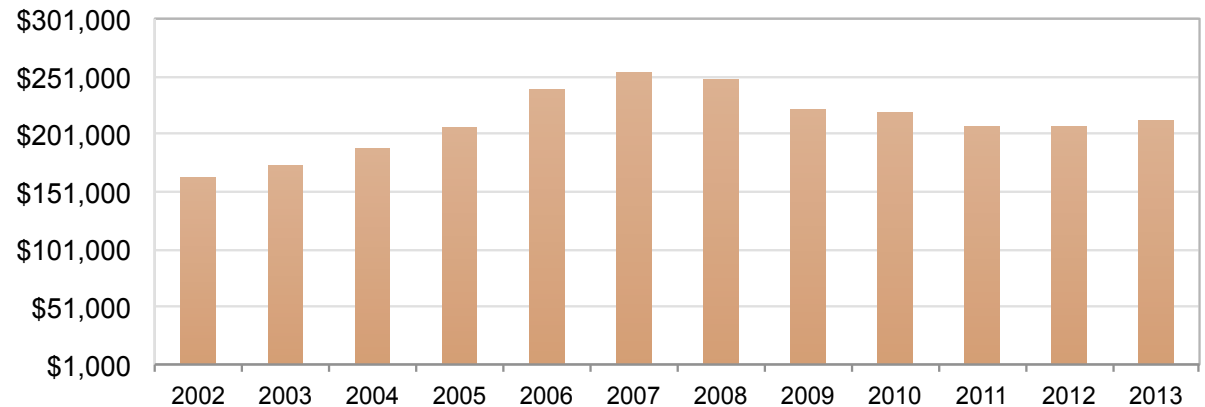
## Median Sale Price (June only)



## Average Sale Price

Year	Average Sale Price	% Change From Previous Year
2002	\$162,912	0.67%
2003	\$173,932	6.76%
2004	\$188,040	8.11%
2005	\$206,677	9.91%
2006	\$239,231	15.75%
2007	\$254,298	6.30%
2008	\$248,375	-2.33%
2009	\$222,183	-10.55%
2010	\$219,723	-1.11%
2011	\$207,042	-5.77%
2012	\$207,679	0.31%
2013	\$212,456	2.30%

## Average Sale Price (June only)



Data is for single-family detached homes

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# Listing Activity by Zip Code (June)

## June 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
87001	7	0	0.00%	87059	104	11	1.28%	87121	246	60	6.98%
87002	173	8	0.93%	87060	1	0	0.00%	87122	127	24	2.79%
87004	68	4	0.47%	87061	5	0	0.00%	87123	159	25	2.91%
87006	3	0	0.00%	87063	1	0	0.00%	87124	374	97	11.29%
87008	30	1	0.12%	87068	20	2	0.23%	87144	290	83	9.66%
87015	138	11	1.28%	87102	59	9	1.05%				
87016	16	2	0.23%	87104	76	16	1.86%				
87023	4	0	0.00%	87105	130	24	2.79%				
87026	2	0	0.00%	87106	70	14	1.63%				
87031	255	34	3.96%	87107	141	21	2.44%				
87032	1	0	0.00%	87108	99	27	3.14%				
87035	31	2	0.23%	87109	85	28	3.26%				
87036	21	1	0.12%	87110	149	53	6.17%				
87042	19	0	0.00%	87111	210	67	7.80%				
87043	115	9	1.05%	87112	178	36	4.19%				
87047	88	5	0.58%	87113	63	17	1.98%				
87048	121	7	0.81%	87114	349	90	10.48%				
87056	6	0	0.00%	87120	354	71	8.27%				

**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	Apr	1,519	1,328	14.38%	144	132	9.09%	5,611	5,068	10.71%
	May	1,581	1,305	21.15%	151	119	26.89%	7,343	6,492	13.11%
	<b>Jun</b>	<b>1,588</b>	<b>1,357</b>	<b>17.02%</b>	<b>137</b>	<b>117</b>	<b>17.09%</b>	<b>9,068</b>	<b>7,966</b>	<b>13.83%</b>
Pending Sales	Apr	1,280	1,034	23.79%	107	87	22.99%	4,653	4,158	11.90%
	May	1,250	997	25.38%	120	78	53.85%	6,023	5,233	15.10%
	<b>Jun</b>	<b>1,158</b>	<b>1,047</b>	<b>10.60%</b>	<b>102</b>	<b>97</b>	<b>5.15%</b>	<b>7,283</b>	<b>6,377</b>	<b>14.21%</b>
Closed Sales	Apr	729	604	20.70%	72	65	10.77%	2,659	2,322	14.51%
	May	903	737	22.52%	84	85	-1.18%	3,646	3,144	15.97%
	<b>Jun</b>	<b>859</b>	<b>685</b>	<b>25.40%</b>	<b>94</b>	<b>39</b>	<b>141.03%</b>	<b>4,599</b>	<b>3,868</b>	<b>18.90%</b>
Dollar Volume of Closed Sales (in millions)	Apr	\$144.3	\$127.6	13.09%	\$10.3	\$8.9	15.73%	\$513.0	\$447.4	14.66%
	May	\$191.0	\$155.7	22.66%	\$12.2	\$12.7	-3.94%	\$716.2	\$615.8	16.30%
	<b>Jun</b>	<b>\$182.5</b>	<b>\$142.3</b>	<b>28.25%</b>	<b>\$13.9</b>	<b>\$5.1</b>	<b>172.55%</b>	<b>\$912.6</b>	<b>\$763.2</b>	<b>19.58%</b>
Median Sales Price	Apr	\$168,000	\$174,775	-3.88%	\$126,750	\$135,000	-6.11%	--	--	--
	May	\$174,900	\$175,000	-0.06%	\$139,750	\$149,650	-6.62%	--	--	--
	<b>Jun</b>	<b>\$172,000</b>	<b>\$172,700</b>	<b>-0.41%</b>	<b>\$144,750</b>	<b>\$125,000</b>	<b>15.80%</b>	--	--	--
Average Sales Price	Apr	\$197,908	\$211,186	-6.29%	\$142,697	\$136,706	4.38%	--	--	--
	May	\$211,505	\$211,213	0.14%	\$145,728	\$149,604	-2.59%	--	--	--
	<b>Jun</b>	<b>\$212,456</b>	<b>\$207,679</b>	<b>2.30%</b>	<b>\$147,401</b>	<b>\$131,333</b>	<b>12.23%</b>	--	--	--
Total Active Listings Available	Apr	3,953	3,806	3.86%	419	433	-3.23%	--	--	--
	May	4,112	3,986	3.16%	419	429	-2.33%	--	--	--
	<b>Jun</b>	<b>4,388</b>	<b>4,097</b>	<b>7.10%</b>	<b>407</b>	<b>431</b>	<b>-5.57%</b>	--	--	--
Average Days on Market	Apr	70	83	-15.66%	80	82	-2.44%	--	--	--
	May	65	86	-24.42%	78	88	-11.36%	--	--	--
	<b>Jun</b>	<b>66</b>	<b>76</b>	<b>-13.16%</b>	<b>79</b>	<b>96</b>	<b>-17.71%</b>	--	--	--

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	Apr	987	864	14.24%	New Listings	Apr	267	205	30.24%
	May	1,025	877	16.88%		May	273	205	33.17%
	<b>Jun</b>	<b>1,045</b>	<b>934</b>	<b>11.88%</b>		<b>Jun</b>	<b>250</b>	<b>193</b>	<b>29.53%</b>
Pending Sales	Apr	839	717	17.02%	Pending Sales	Apr	278	197	41.12%
	May	852	674	26.41%		May	254	194	30.93%
	<b>Jun</b>	<b>763</b>	<b>733</b>	<b>4.09%</b>		<b>Jun</b>	<b>232</b>	<b>190</b>	<b>22.11%</b>
Closed Sales	Apr	503	420	19.76%	Closed Sales	Apr	132	97	36.08%
	May	634	522	21.46%		May	169	126	34.13%
	<b>Jun</b>	<b>581</b>	<b>471</b>	<b>23.35%</b>		<b>Jun</b>	<b>180</b>	<b>129</b>	<b>39.53%</b>
Median Sales Price	Apr	\$170,825	\$170,000	0.49%	Median Sales Price	Apr	\$153,000	\$172,900	-11.51%
	May	\$177,750	\$173,350	2.54%		May	\$152,500	\$165,834	-8.04%
	<b>Jun</b>	<b>\$180,000</b>	<b>\$172,000</b>	<b>4.65%</b>		<b>Jun</b>	<b>\$146,000</b>	<b>\$169,500</b>	<b>-13.86%</b>
Average Sales Price	Apr	\$202,415	\$213,227	-5.07%	Average Sales Price	Apr	\$170,923	\$192,305	-11.12%
	May	\$214,635	\$209,054	2.67%		May	\$174,803	\$187,197	-6.62%
	<b>Jun</b>	<b>\$225,405</b>	<b>\$205,873</b>	<b>9.49%</b>		<b>Jun</b>	<b>\$168,842</b>	<b>\$190,063</b>	<b>-11.17%</b>
Total Active	Apr	2,184	2,228	-1.97%	Total Active	Apr	669	542	23.43%
	May	2,285	2,344	-2.52%		May	675	560	20.54%
	<b>Jun</b>	<b>2,491</b>	<b>2,427</b>	<b>2.64%</b>		<b>Jun</b>	<b>663</b>	<b>564</b>	<b>17.55%</b>
Average Days on Market	Apr	64	77	-16.88%	Average Days on Market	Apr	84	92	-8.70%
	May	60	81	-25.93%		May	63	84	-25.00%
	<b>Jun</b>	<b>59</b>	<b>62</b>	<b>-4.84%</b>		<b>Jun</b>	<b>58</b>	<b>83</b>	<b>-30.12%</b>

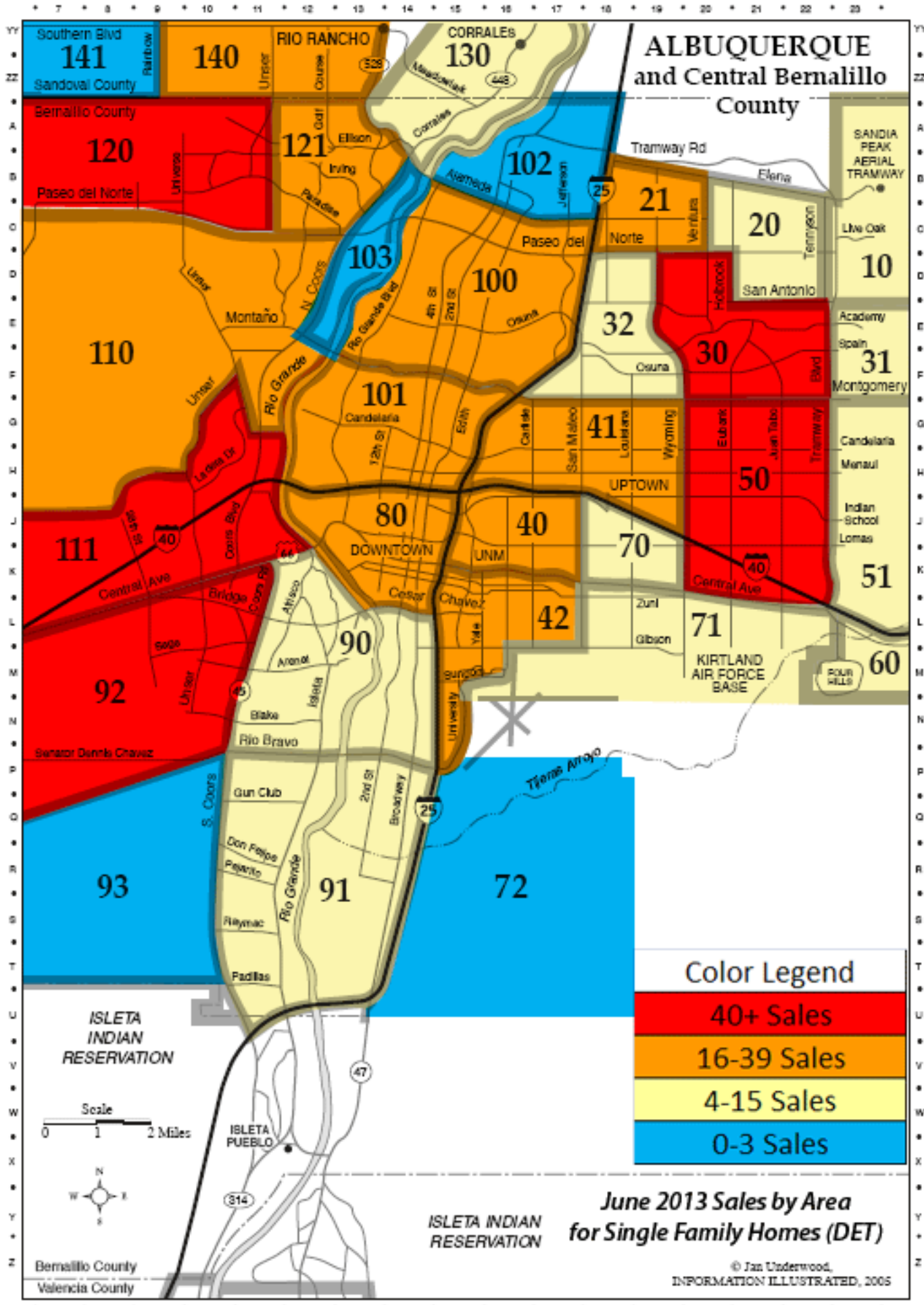
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# Market Comparison

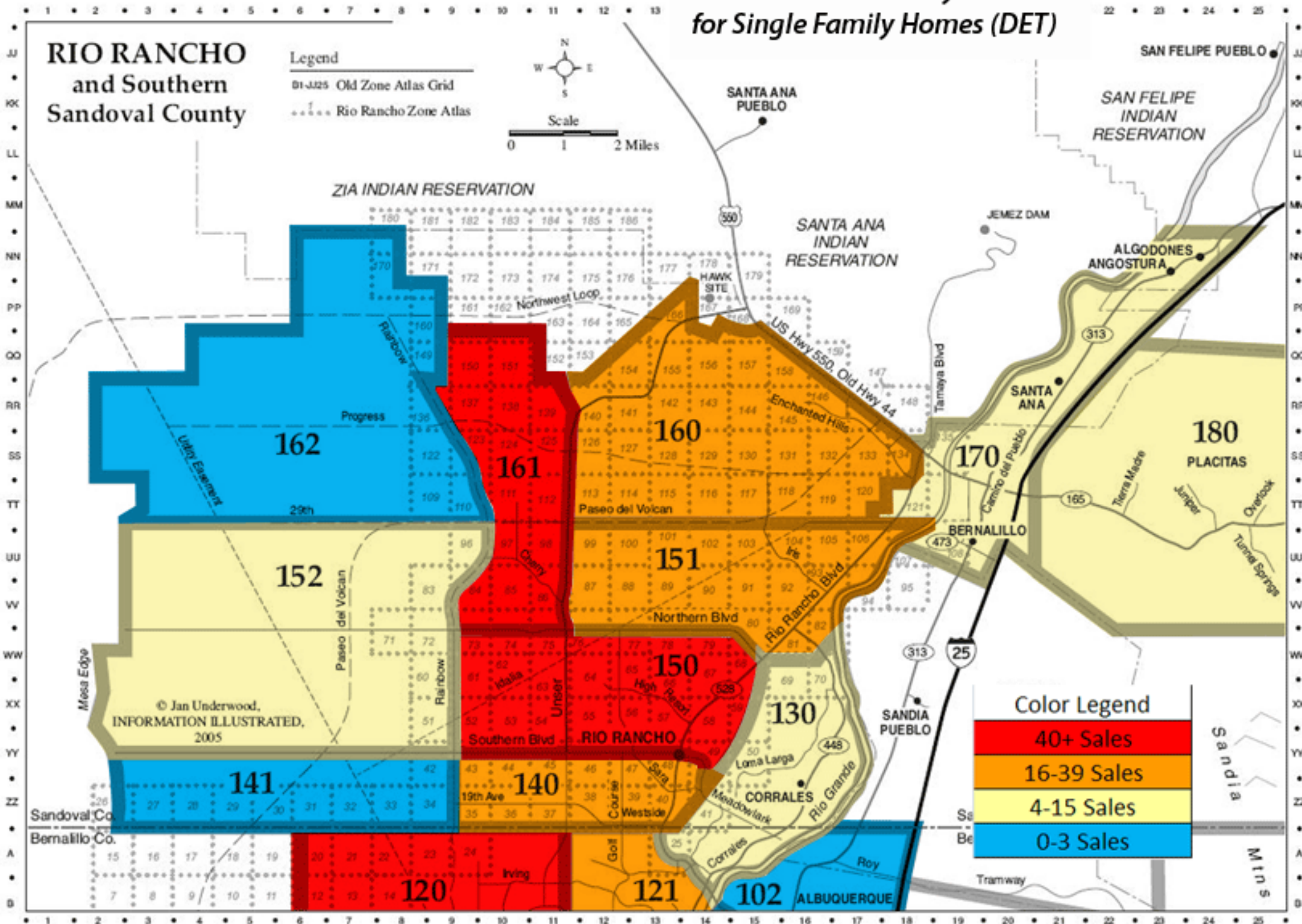
## East Mountains/Estancia Basin & Valencia County

East Mountains & Estancia Basin		(DET) 2013	(DET) 2012	Percent Change	Valencia County		(DET) 2013	(DET) 2012	Percent Change
New Listings	Apr	103	80	28.75%	New Listings	Apr	100	111	-9.91%
	May	101	93	8.60%		May	117	76	53.95%
	<b>Jun</b>	<b>116</b>	<b>101</b>	<b>14.85%</b>		<b>Jun</b>	<b>91</b>	<b>77</b>	<b>18.18%</b>
Pending Sales	Apr	56	33	69.70%	Pending Sales	Apr	66	57	15.79%
	May	57	38	50.00%		May	63	57	10.53%
	<b>Jun</b>	<b>57</b>	<b>45</b>	<b>26.67%</b>		<b>Jun</b>	<b>69</b>	<b>50</b>	<b>38.00%</b>
Closed Sales	Apr	34	34	0.00%	Closed Sales	Apr	40	28	42.86%
	May	27	23	17.39%		May	40	35	14.29%
	<b>Jun</b>	<b>34</b>	<b>34</b>	<b>0.00%</b>		<b>Jun</b>	<b>44</b>	<b>33</b>	<b>33.33%</b>
Median Sales Price	Apr	\$206,500	\$227,000	-9.03%	Median Sales Price	Apr	\$117,400	\$125,250	-6.27%
	May	\$237,000	\$220,500	7.48%		May	\$106,950	\$130,000	-17.73%
	<b>Jun</b>	<b>\$196,750</b>	<b>\$231,538</b>	<b>-15.02%</b>		<b>Jun</b>	<b>\$139,000</b>	<b>\$127,500</b>	<b>9.02%</b>
Average Sales Price	Apr	\$237,342	\$231,880	2.36%	Average Sales Price	Apr	\$131,914	\$128,348	2.78%
	May	\$249,030	\$255,096	-2.38%		May	\$133,907	\$135,023	-0.83%
	<b>Jun</b>	<b>\$201,380</b>	<b>\$258,377</b>	<b>-22.06%</b>		<b>Jun</b>	<b>\$137,965</b>	<b>\$133,313</b>	<b>3.49%</b>
Total Active	Apr	391	364	7.42%	Total Active	Apr	448	419	6.92%
	May	410	397	3.27%		May	458	420	9.05%
	<b>Jun</b>	<b>448</b>	<b>404</b>	<b>10.89%</b>		<b>Jun</b>	<b>476</b>	<b>435</b>	<b>9.43%</b>
Average Days on Market	Apr	95	91	4.40%	Average Days on Market	Apr	72	110	-34.55%
	May	101	133	-24.06%		May	88	94	-6.38%
	<b>Jun</b>	<b>139</b>	<b>142</b>	<b>-2.11%</b>		<b>Jun</b>	<b>93</b>	<b>144</b>	<b>-35.42%</b>

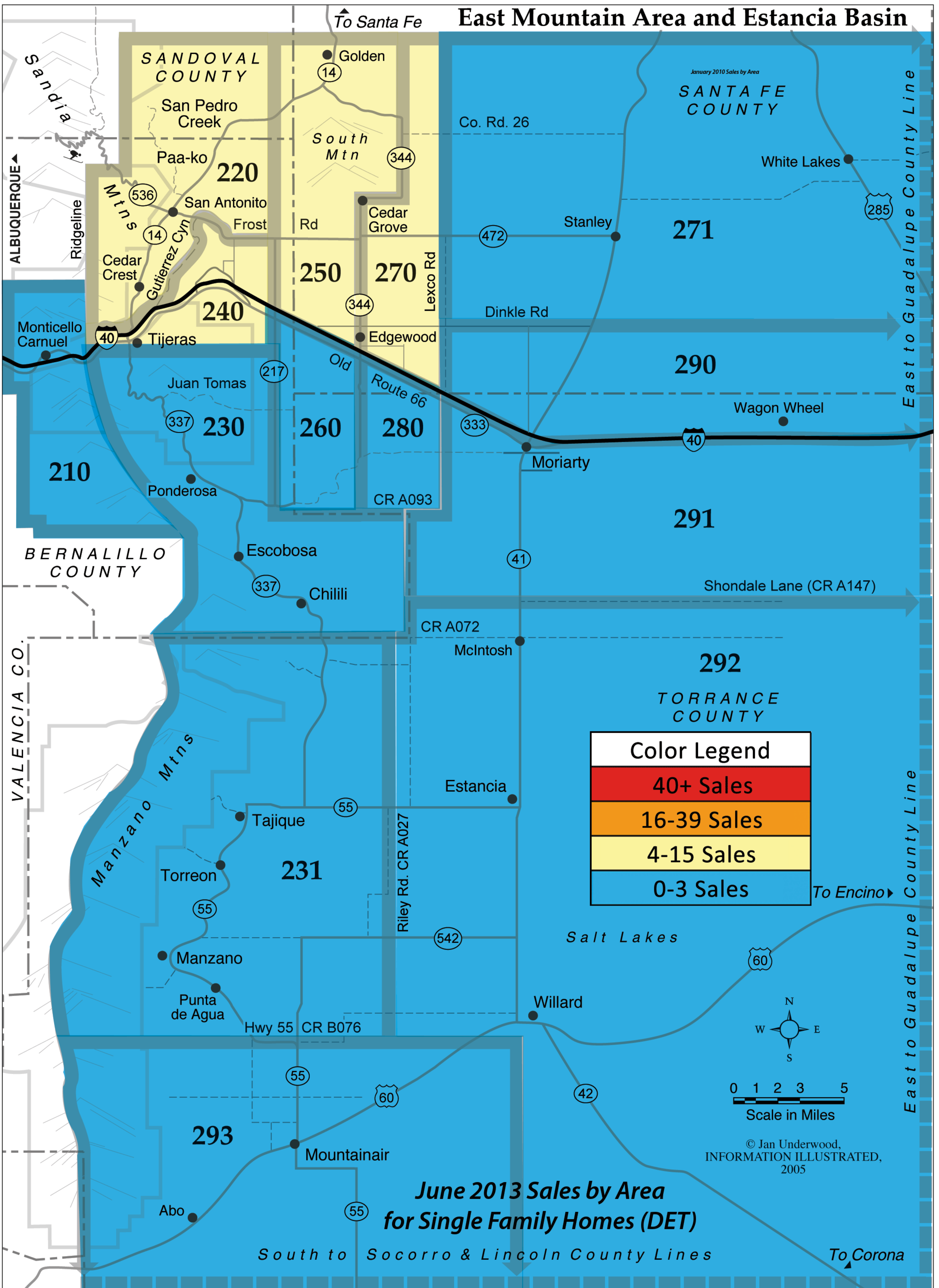
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.



# June 2013 Sales by Area for Single Family Homes (DET)

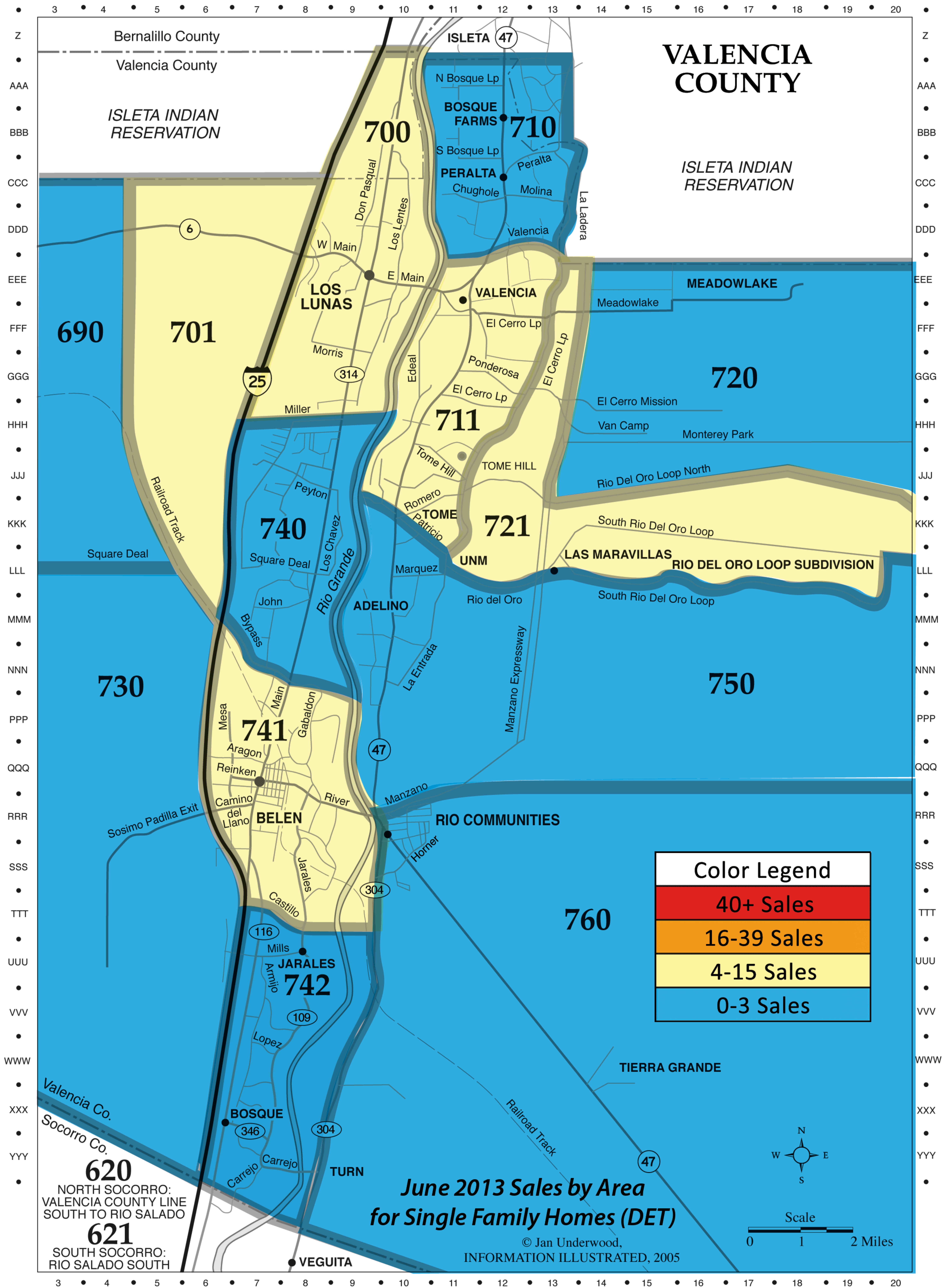


# East Mountain Area and Estancia Basin



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# VALENCIA COUNTY

ISLETA INDIAN RESERVATION

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

620  
NORTH SOCORRO:  
VALENCIA COUNTY LINE  
SOUTH TO RIO SALADO

621  
SOUTH SOCORRO:  
RIO SALADO SOUTH

## June 2013 Sales by Area for Single Family Homes (DET)

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