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## Monthly Highlights

- March saw significant increases in single-family detached home sales, up 36.34 percent from March 2009 and up 66.84 percent from the previous month.
- There were 1,077 Pending sales for single-family detached homes in March 2010, rising 43.98 percent from the previous year and up 38.25 percent from the previous month. This is the highest number of Pending sales for single-family homes since June 2007.

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## Contact

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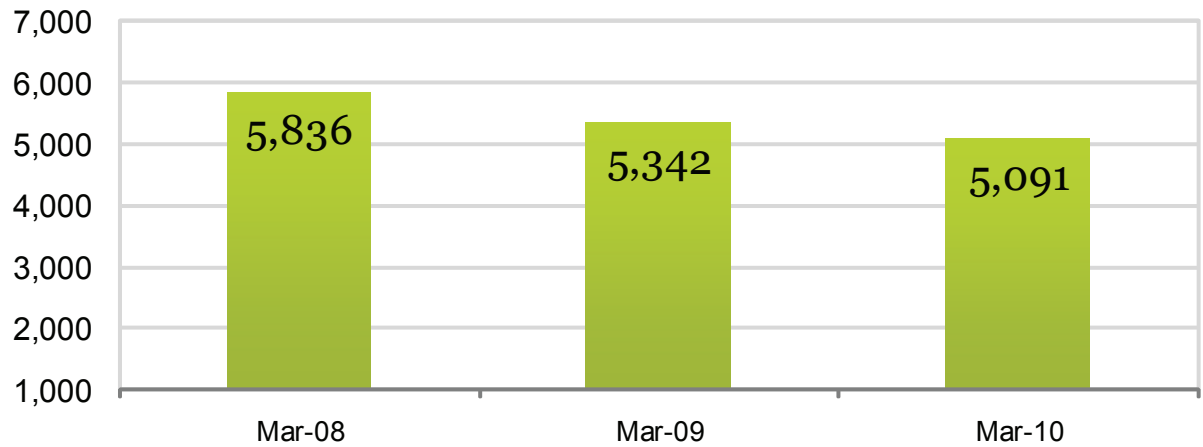
Email [mark@gaar.com](mailto:mark@gaar.com)

# Market Inventory

## Detached Historical

Year	2008	2009	2010
January	5,525	5,309	4,766
February	5,591	5,373	4,929
March	5,836	5,342	5,091
April	5,943	5,399	
May	6,241	5,422	
June	6,428	5,480	
July	6,402	5,476	
August	6,381	5,299	
September	6,181	5,156	
October	5,962	4,938	
November	5,744	4,834	
December	5,222	4,630	

## Detached homes on market

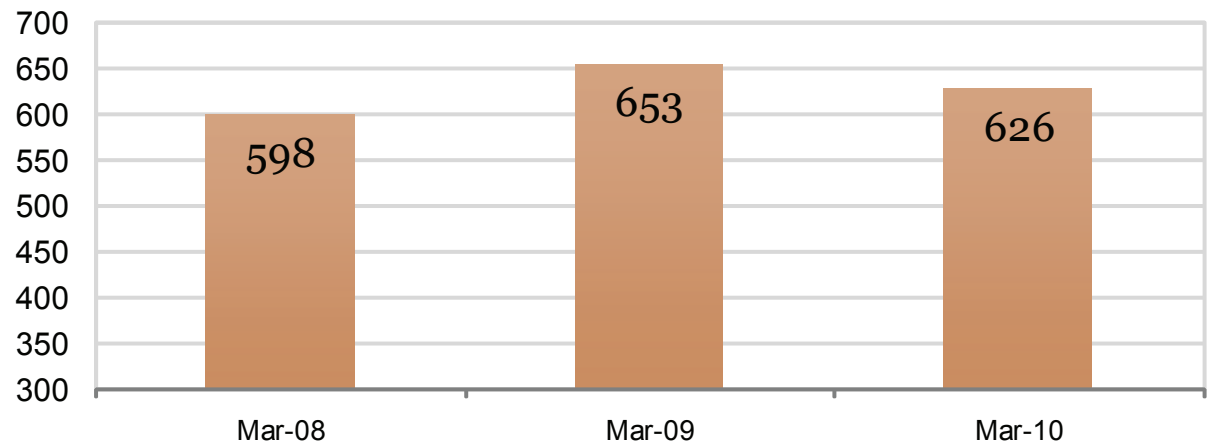


Detached represents existing single-family detached homes

## Attached Historical

Year	2008	2009	2010
January	551	616	566
February	556	664	589
March	598	653	626
April	612	655	
May	632	660	
June	646	634	
July	680	652	
August	684	603	
September	675	598	
October	655	590	
November	605	579	
December	599	546	

## 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

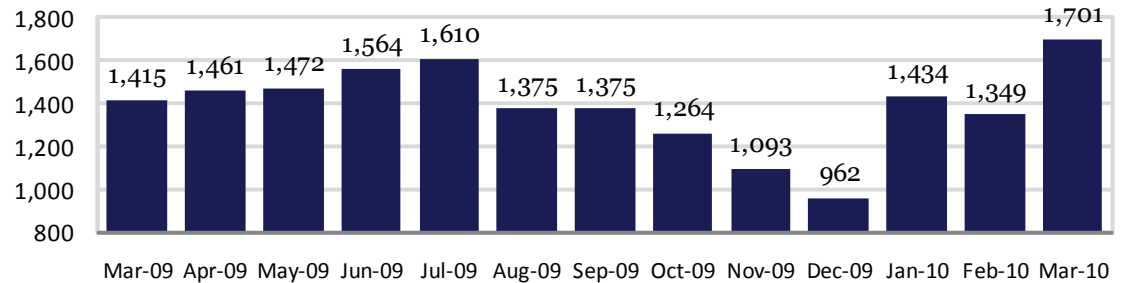
Month	New	Pending	Closed
Mar-09	1,415	748	465
Apr-09	1,461	836	542
May-09	1,472	856	566
Jun-09	1,564	933	649
Jul-09	1,610	875	735
Aug-09	1,375	986	600
Sep-09	1,375	923	661
Oct-09	1,264	900	731
Nov-09	1,093	595	646
Dec-09	962	476	543
Jan-10	1,434	740	349
Feb-10	1,349	779	380
Mar-10	1,701	1,077	634

## Change from last month/year

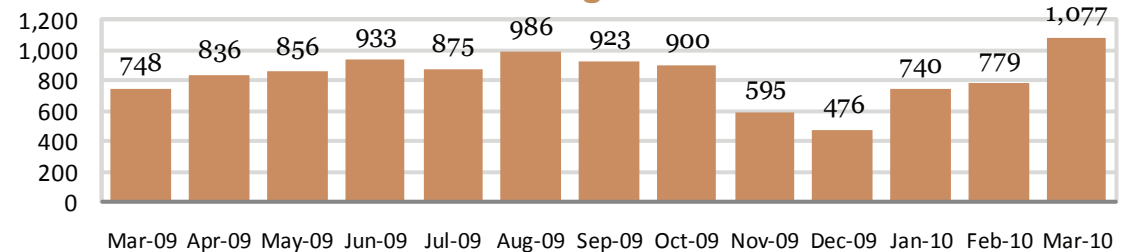
	Mar-10	Feb-10	Mar-09
New	1,701	1,349	1,415
% Change	-	<b>26.09%</b>	<b>20.21%</b>
Pending	1,077	779	748
% Change	-	<b>38.25%</b>	<b>43.98%</b>
Closed	634	380	465
% Change	-	<b>66.84%</b>	<b>36.34%</b>

Data is for single-family detached homes

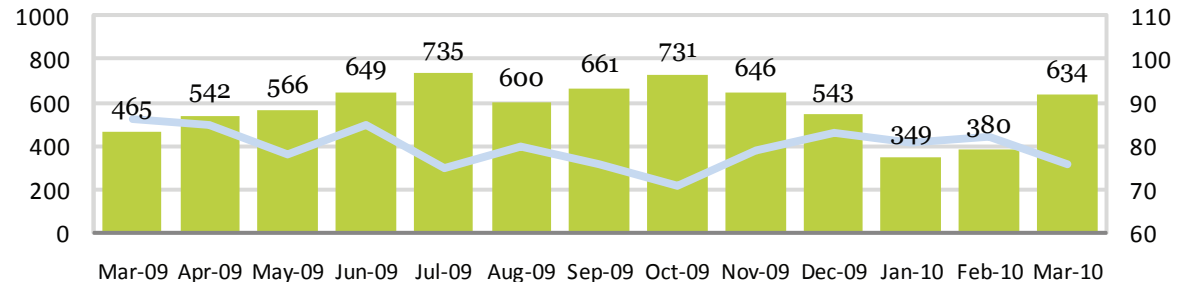
## New Listings



## Pending Sales



## Closed Sales



Closed Sales chart also shows average days on market, indicated by a line. The average days on market for March 2010 detached sales was 76.

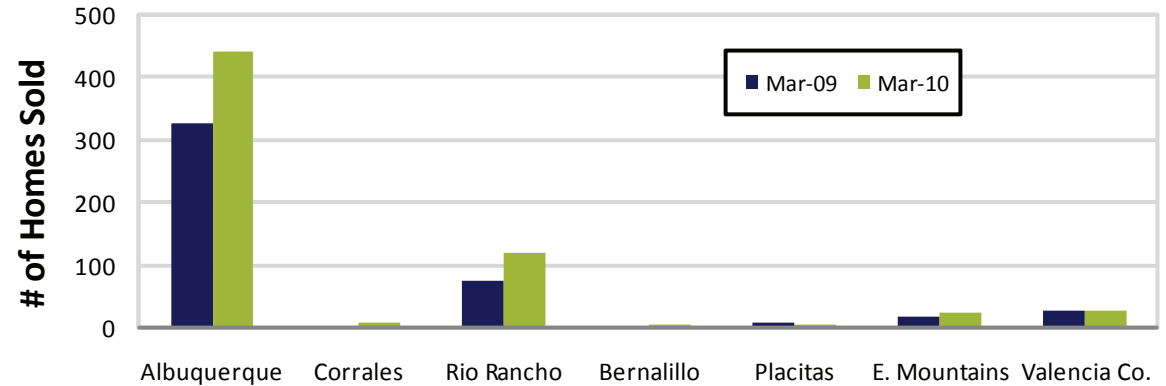
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Homes Sales by Market Area

## Single-family detached sales

MLS Area	Area Name	Mar-09	Mar-10
10-121	Albuquerque	326	440
130	Corrales	3	8
140-162	Rio Rancho	77	119
180	Bernalillo	2	7
190	Placitas	9	6
210-293	E. Mountains	19	25
690-760	Valencia Co.	29	29
Total	All	465	634

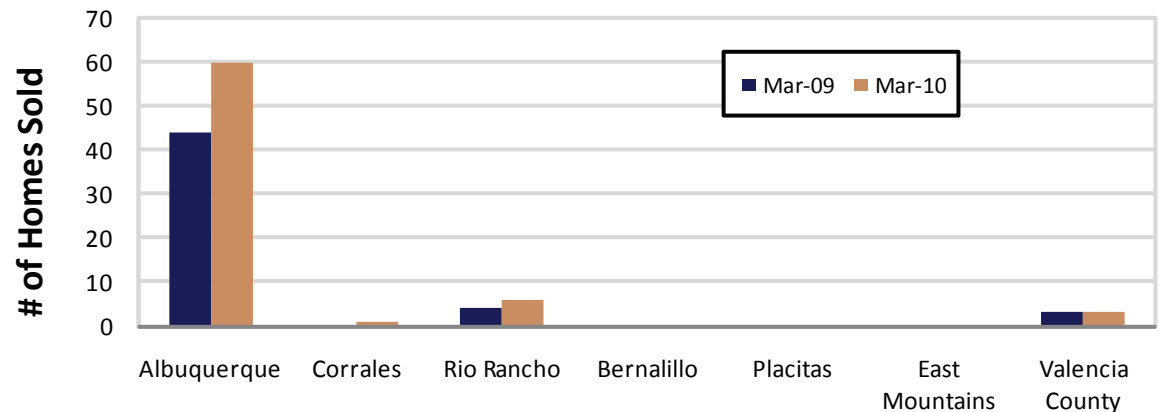
## March 2009 & 2010 Detached Sales



## Condo/townhome (attached) sales

MLS Area	Area Name	Mar-09	Mar-10
10-121	Albuquerque	44	60
130	Corrales	0	1
140-162	Rio Rancho	4	6
180	Bernalillo	0	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	3	3
Total	All	51	70

## March 2009 & 2010 Attached Sales

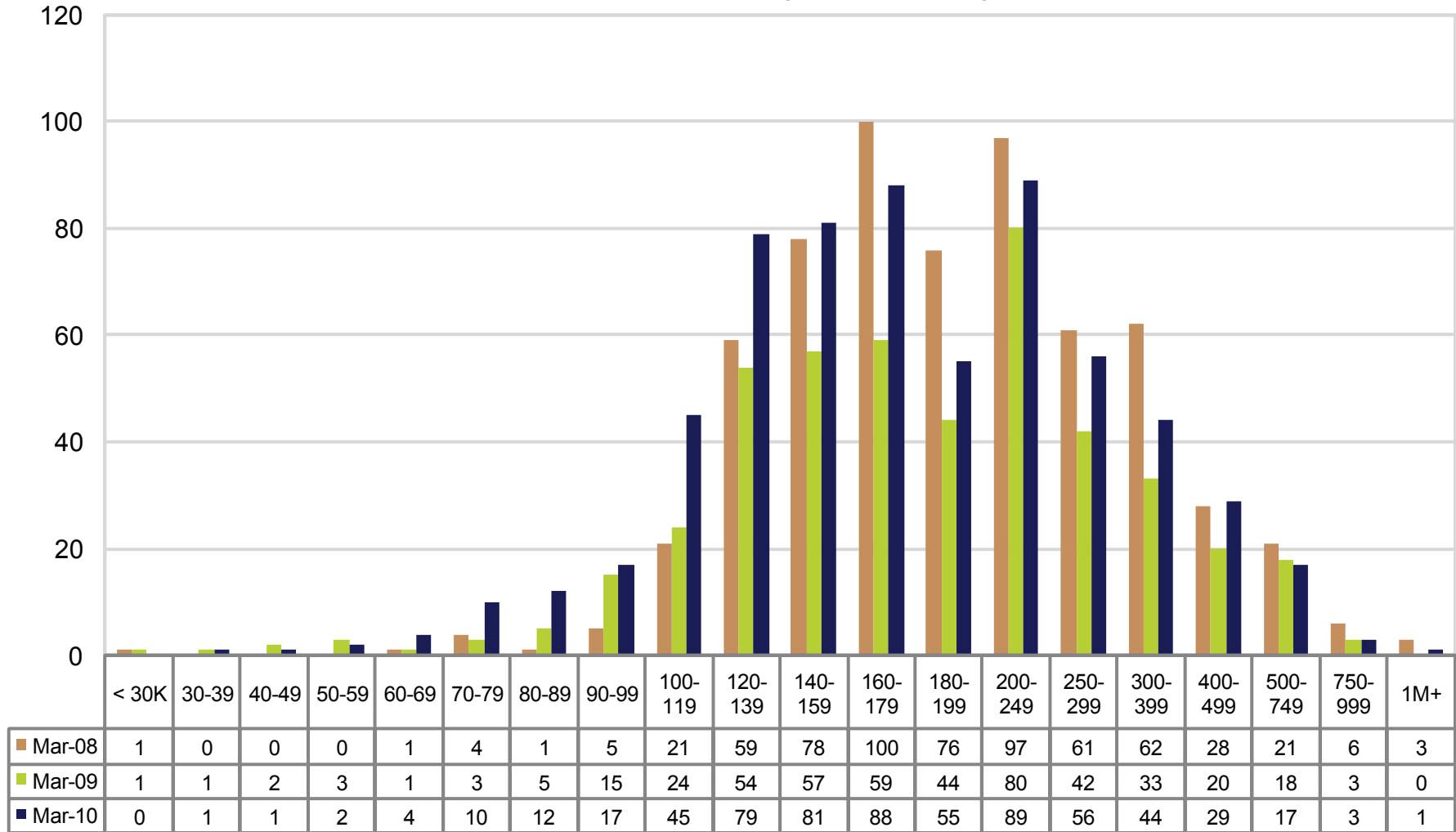


MLS Areas 210-293 include East Mountains and Estancia Basin.  
 MLS Areas 690-760 include Belen, Los Lunas, Bosque Farms.

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  
March historical (in thousands)



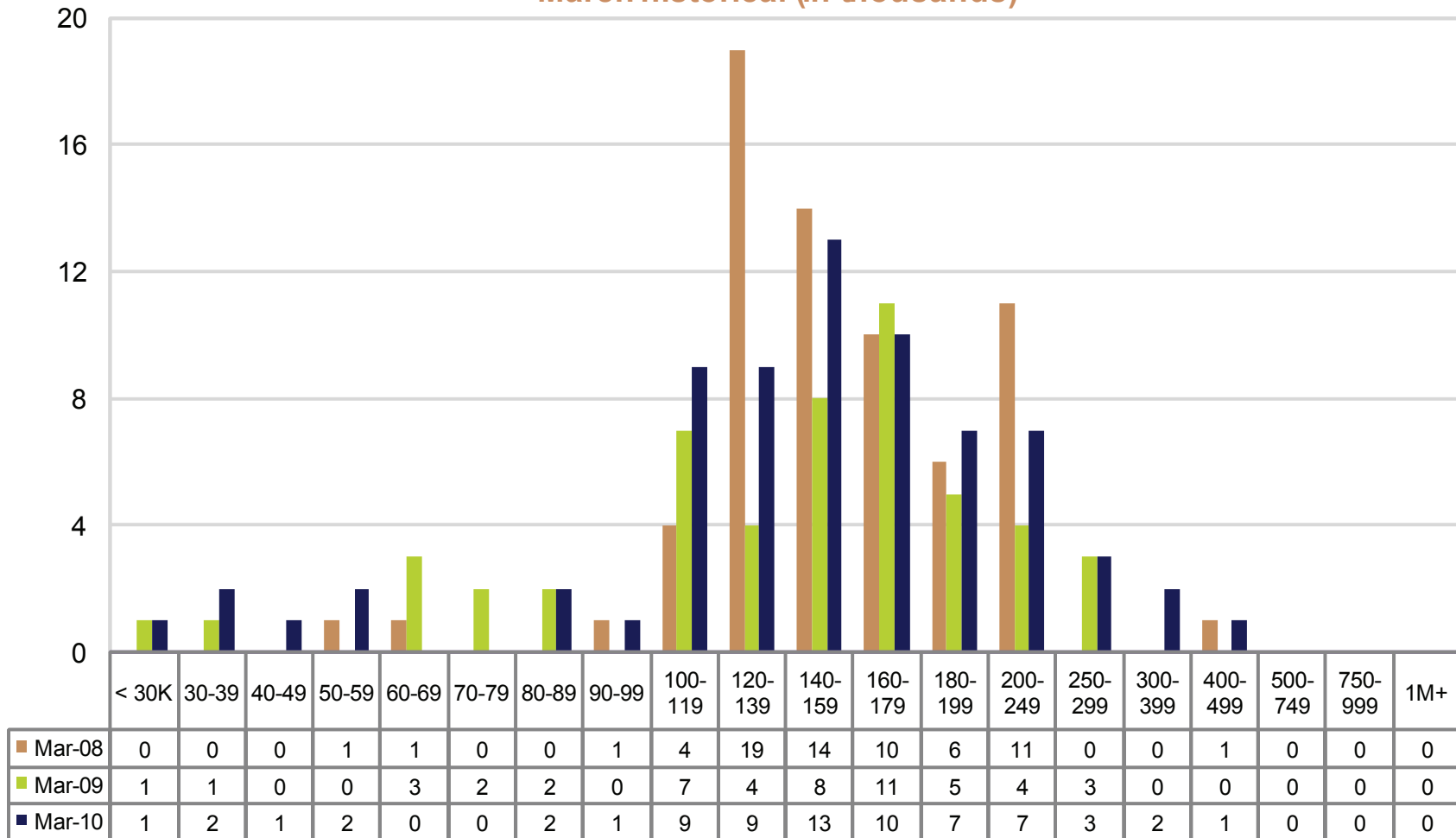
Top Selling Price Range for Detached Homes (for March 2010)

**\$200,000 - \$249,000**

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  
March historical (in thousands)



Top Selling Price Range for Attached Homes (for March 2010)

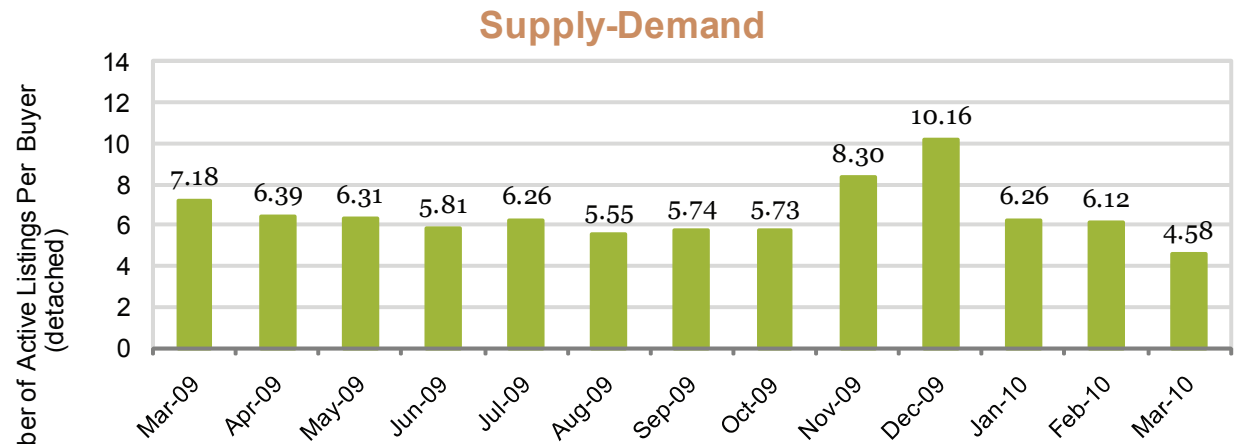
**\$140,000 - \$159,000**

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

# Market Indicators

## Supply-Demand

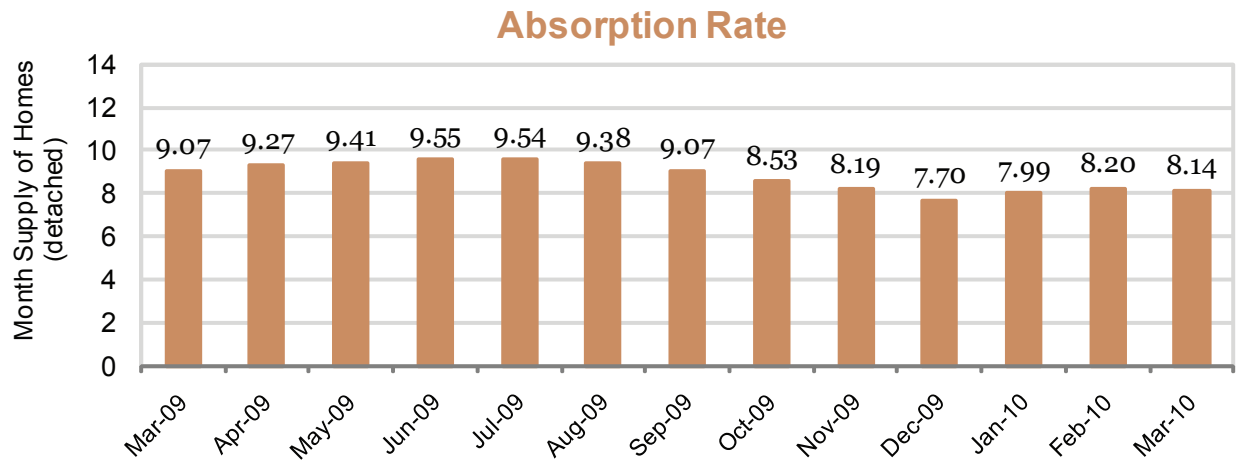
Year	2008	2009	2010
January	6.25	9.15	6.26
February	7.19	10.02	6.12
March	6.69	7.18	4.58
April	6.77	6.39	
May	6.84	6.31	
June	7.28	5.81	
July	7.38	6.26	
August	8.85	5.55	
September	9.04	5.74	
October	10.75	5.73	
November	12.09	8.30	
December	12.04	10.16	



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	2008	2009	2010
January	6.62	8.85	7.99
February	6.79	9.03	8.20
March	7.17	9.07	8.14
April	7.55	9.27	
May	8.13	9.41	
June	8.64	9.55	
July	8.91	9.54	
August	9.28	9.38	
September	9.25	9.07	
October	9.16	8.53	
November	9.14	8.19	
December	8.47	7.70	



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

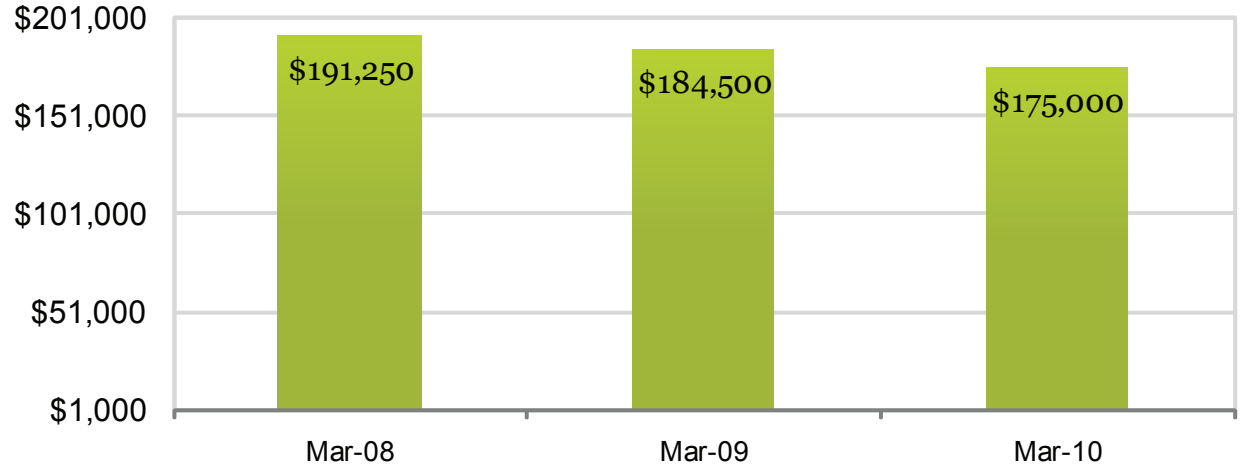
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Home Sales Prices

## Median Sale Price

Year	2008	2009	2010
January	\$185,000	\$175,000	\$172,240
February	\$189,250	\$184,900	\$169,950
March	\$191,250	\$184,500	\$175,000
April	\$189,900	\$175,000	
May	\$205,000	\$184,750	
June	\$203,500	\$185,800	
July	\$196,000	\$185,000	
August	\$195,000	\$186,000	
September	\$186,750	\$179,900	
October	\$189,417	\$170,000	
November	\$180,000	\$175,750	
December	\$179,900	\$175,875	

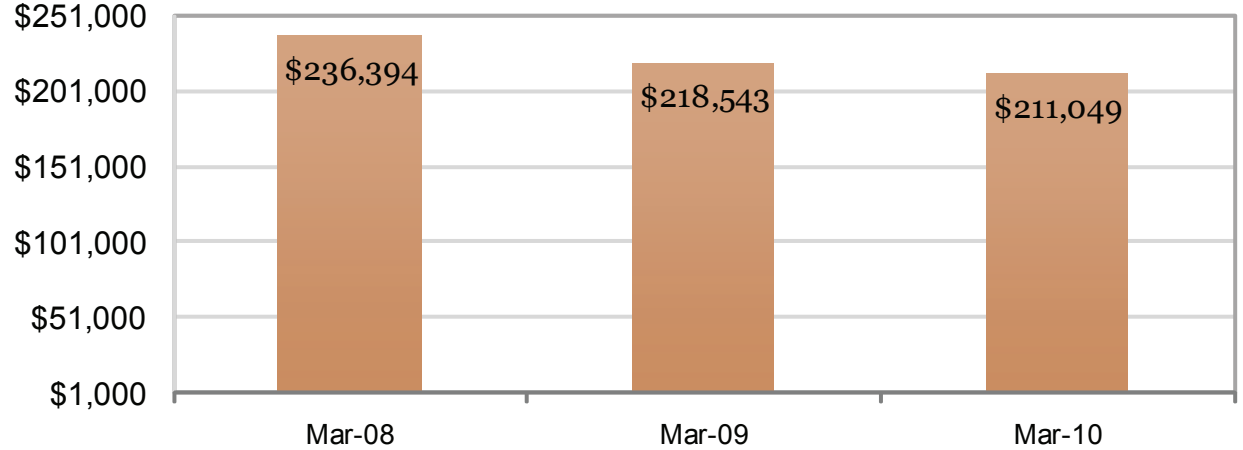
## Median Sale Price



## Average Sale Price

Year	2008	2009	2010
January	\$227,898	\$214,872	\$205,624
February	\$226,342	\$209,515	\$206,654
March	\$236,394	\$218,543	\$211,049
April	\$227,281	\$206,070	
May	\$247,295	\$222,070	
June	\$248,375	\$222,183	
July	\$240,986	\$224,271	
August	\$239,018	\$211,969	
September	\$222,947	\$209,987	
October	\$224,270	\$209,614	
November	\$212,088	\$209,243	
December	\$218,633	\$216,687	

## Average Sale Price



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.



# Market Overview

<b>2010</b>		(DET) 2010	(DET) 2009	Percent Change	(ATT) 2010	(ATT) 2009	Percent Change	(DET+ATT) 2010 Year-to- Date	(DET+ATT) 2009 Year-to- Date	Percent Change
New Listings	Jan	1,434	1,483	-3.30%	183	175	4.57%	1,617	1,658	-2.47%
	Feb	1,349	1,272	6.05%	129	168	-23.21%	3,095	3,098	-0.10%
	<b>Mar</b>	<b>1,701</b>	<b>1,415</b>	<b>20.21%</b>	<b>207</b>	<b>171</b>	<b>21.05%</b>	<b>5,003</b>	<b>4,684</b>	<b>6.81%</b>
Pending Sales	Jan	740	571	29.60%	82	55	49.09%	822	626	31.31%
	Feb	779	530	46.98%	75	58	29.31%	1,676	1,214	38.06%
	<b>Mar</b>	<b>1,077</b>	<b>748</b>	<b>43.98%</b>	<b>108</b>	<b>64</b>	<b>68.75%</b>	<b>2,861</b>	<b>2,026</b>	<b>41.21%</b>
Closed Sales	Jan	349	324	7.72%	43	27	59.26%	392	351	11.68%
	Feb	380	343	10.79%	44	33	33.33%	816	727	12.24%
	<b>Mar</b>	<b>634</b>	<b>465</b>	<b>36.34%</b>	<b>70</b>	<b>51</b>	<b>37.25%</b>	<b>1,520</b>	<b>1,243</b>	<b>22.28%</b>
Dollar Volume of Closed Sales (in millions)	Jan	\$71.8	\$69.6	3.16%	\$6.1	\$4.9	24.49%	\$77.9	\$74.5	4.56%
	Feb	\$78.5	\$71.9	9.18%	\$6.2	\$4.8	29.17%	\$162.6	\$151.2	7.54%
	<b>Mar</b>	<b>\$133.8</b>	<b>\$101.6</b>	<b>31.69%</b>	<b>\$11.0</b>	<b>\$7.5</b>	<b>46.67%</b>	<b>\$307.4</b>	<b>\$260.3</b>	<b>18.09%</b>
Median Sales Price	Jan	\$172,240	\$175,000	-1.58%	\$144,000	\$158,500	-9.15%			
	Feb	\$169,950	\$184,900	-8.09%	\$130,000	\$140,000	-7.14%	--	--	--
	<b>Mar</b>	<b>\$175,000</b>	<b>\$184,500</b>	<b>-5.15%</b>	<b>\$149,000</b>	<b>\$154,900</b>	<b>-3.81%</b>			
Average Sales Price	Jan	\$205,624	\$214,872	-4.30%	\$141,351	\$180,159	-21.54%			
	Feb	\$206,654	\$209,515	-1.37%	\$141,652	\$145,262	-2.49%	--	--	--
	<b>Mar</b>	<b>\$211,049</b>	<b>\$218,543</b>	<b>-3.43%</b>	<b>\$156,538</b>	<b>\$147,716</b>	<b>5.97%</b>			
Total Active Listings Available	Jan	4,766	5,309	-10.23%	566	616	-8.12%			
	Feb	4,929	5,373	-8.26%	589	664	-11.30%	--	--	--
	<b>Mar</b>	<b>5,091</b>	<b>5,342</b>	<b>-4.70%</b>	<b>626</b>	<b>653</b>	<b>-4.13%</b>			
Average Days on Market	Jan	81	84	-3.57%	95	100	-5.00%			
	Feb	82	96	-14.58%	108	105	2.86%	--	--	--
	<b>Mar</b>	<b>76</b>	<b>86</b>	<b>-11.63%</b>	<b>91</b>	<b>89</b>	<b>2.25%</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) 2010	(DET) 2009	Percent Change	City of Rio Rancho		(DET) 2010	(DET) 2009	Percent Change
New Listings	Jan	983	975	0.82%	New Listings	Jan	245	262	-6.49%
	Feb	948	800	18.50%		Feb	211	233	-9.44%
	<b>Mar</b>	<b>1,121</b>	<b>929</b>	<b>20.67%</b>		<b>Mar</b>	<b>301</b>	<b>234</b>	<b>28.63%</b>
Pending Sales	Jan	517	392	31.89%	Pending Sales	Jan	142	92	54.35%
	Feb	540	380	42.11%		Feb	149	73	104.11%
	<b>Mar</b>	<b>746</b>	<b>497</b>	<b>50.10%</b>		<b>Mar</b>	<b>205</b>	<b>147</b>	<b>39.46%</b>
Closed Sales	Jan	241	223	8.07%	Closed Sales	Jan	57	52	9.62%
	Feb	259	248	4.44%		Feb	70	51	37.25%
	<b>Mar</b>	<b>440</b>	<b>326</b>	<b>34.97%</b>		<b>Mar</b>	<b>119</b>	<b>77</b>	<b>54.55%</b>
Median Sales Price	Jan	\$174,000	\$174,500	-0.29%	Median Sales Price	Jan	\$162,905	\$180,000	-9.50%
	Feb	\$169,000	\$181,348	-6.81%		Feb	\$176,250	\$207,000	-14.86%
	<b>Mar</b>	<b>\$171,500</b>	<b>\$180,000</b>	<b>-4.72%</b>		<b>Mar</b>	<b>\$165,000</b>	<b>\$189,000</b>	<b>-12.70%</b>
Average Sales Price	Jan	\$205,077	\$216,893	-5.45%	Average Sales Price	Jan	\$190,917	\$206,413	-7.51%
	Feb	\$201,686	\$201,983	-0.15%		Feb	\$202,088	\$229,777	-12.05%
	<b>Mar</b>	<b>\$207,996</b>	<b>\$212,607</b>	<b>-2.17%</b>		<b>Mar</b>	<b>\$179,670</b>	<b>\$218,636</b>	<b>-17.82%</b>
Total Active	Jan	2,919	3,179	-8.18%	Total Active	Jan	786	958	-17.95%
	Feb	3,072	3,185	-3.55%		Feb	789	990	-20.30%
	<b>Mar</b>	<b>3,149</b>	<b>3,212</b>	<b>-1.96%</b>		<b>Mar</b>	<b>821</b>	<b>941</b>	<b>-12.75%</b>
Average Days on Market	Jan	77	78	-1.28%	Average Days on Market	Jan	91	95	-4.21%
	Feb	77	89	-13.48%		Feb	74	100	-26.00%
	<b>Mar</b>	<b>72</b>	<b>83</b>	<b>-13.25%</b>		<b>Mar</b>	<b>67</b>	<b>83</b>	<b>-19.28%</b>

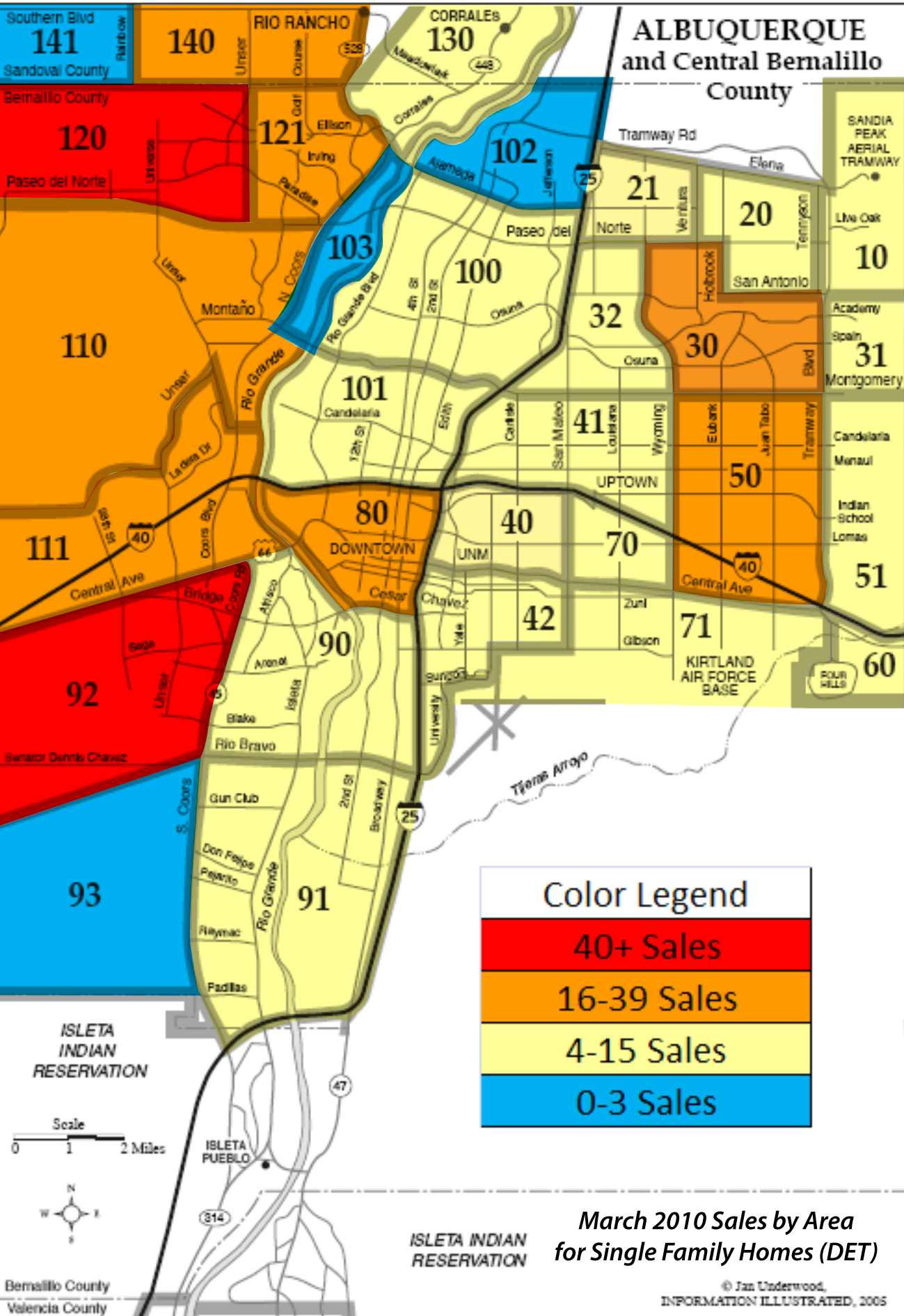
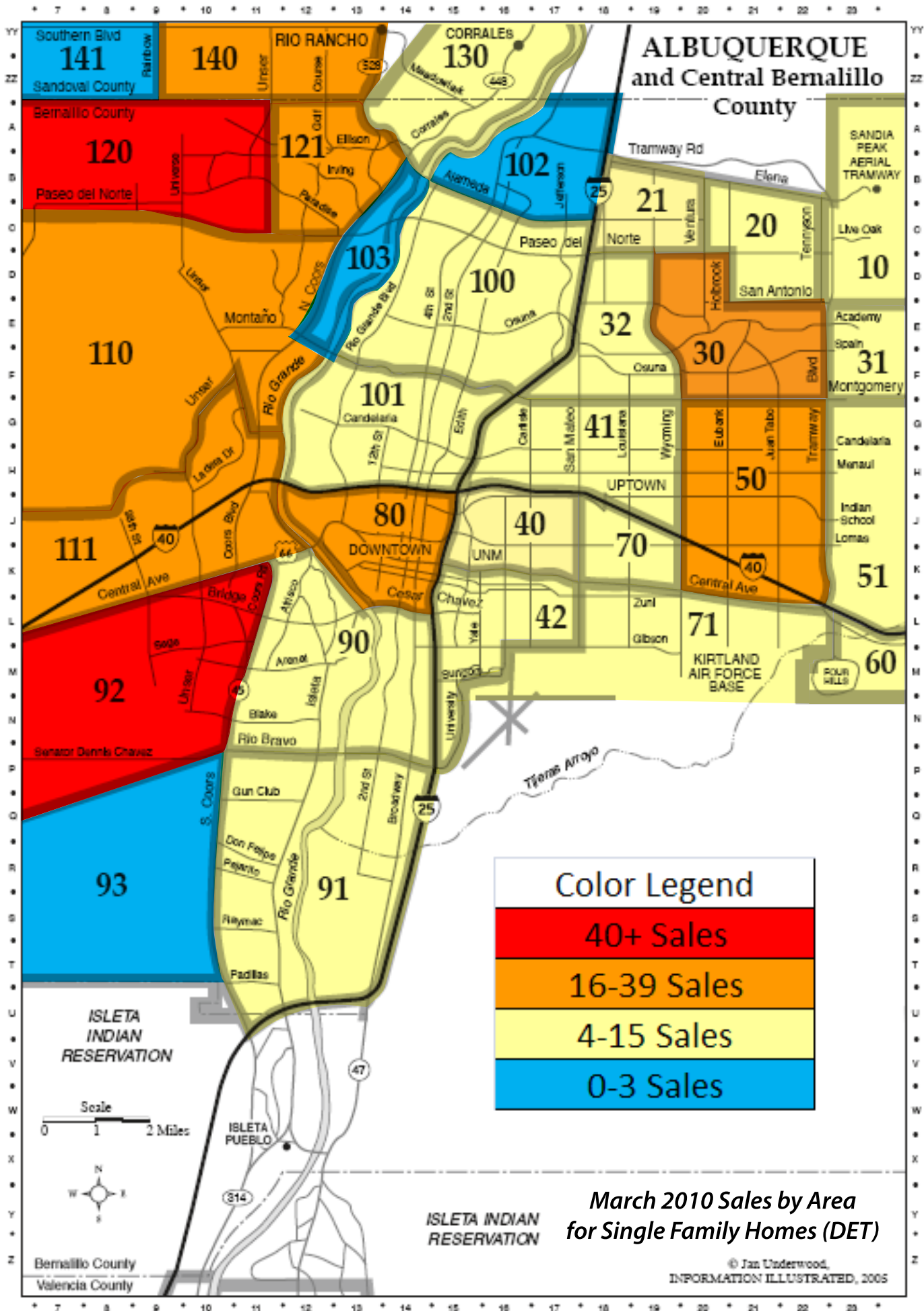
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# Market Comparison

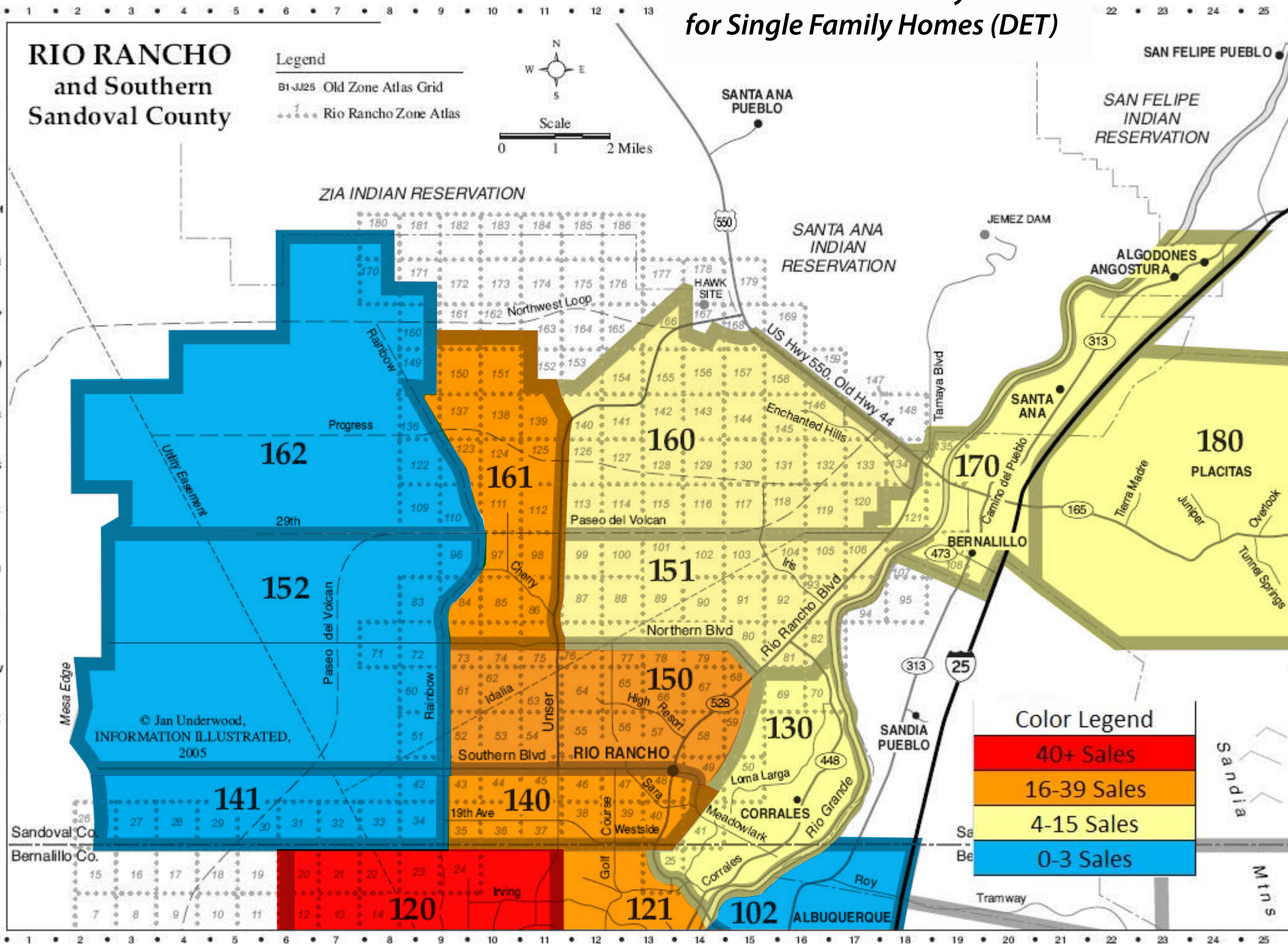
## East Mountains/Estancia Basin & Valencia County

East Mountains & Estancia Basin		(DET) 2010	(DET) 2009	Percent Change	Valencia County		(DET) 2010	(DET) 2009	Percent Change
New Listings	Jan	77	78	-1.28%	New Listings	Jan	85	103	-17.48%
	Feb	52	87	-40.23%		Feb	89	91	-2.20%
	<b>Mar</b>	<b>97</b>	<b>90</b>	<b>7.78%</b>		<b>Mar</b>	<b>120</b>	<b>99</b>	<b>21.21%</b>
Pending Sales	Jan	32	32	0.00%	Pending Sales	Jan	31	42	-26.19%
	Feb	24	23	4.35%		Feb	42	40	5.00%
	<b>Mar</b>	<b>39</b>	<b>23</b>	<b>69.57%</b>		<b>Mar</b>	<b>59</b>	<b>62</b>	<b>-4.84%</b>
Closed Sales	Jan	19	17	11.76%	Closed Sales	Jan	23	23	0.00%
	Feb	14	17	-17.65%		Feb	27	22	22.73%
	<b>Mar</b>	<b>25</b>	<b>19</b>	<b>31.58%</b>		<b>Mar</b>	<b>29</b>	<b>29</b>	<b>0.00%</b>
Median Sales Price	Jan	\$255,000	N/A	-	Median Sales Price	Jan	\$139,000	N/A	-
	Feb	\$257,450	N/A	-		Feb	\$122,000	N/A	-
	<b>Mar</b>	<b>\$286,900</b>	<b>N/A</b>	-		<b>Mar</b>	<b>\$165,000</b>	<b>N/A</b>	-
Average Sales Price	Jan	\$233,032	N/A	-	Average Sales Price	Jan	\$150,630	N/A	-
	Feb	\$263,550	N/A	-		Feb	\$147,061	N/A	-
	<b>Mar</b>	<b>\$302,166</b>	<b>N/A</b>	-		<b>Mar</b>	<b>\$168,961</b>	<b>N/A</b>	-
Total Active	Jan	362	N/A	-	Total Active	Jan	450	N/A	-
	Feb	360	N/A	-		Feb	454	N/A	-
	<b>Mar</b>	<b>378</b>	<b>N/A</b>	-		<b>Mar</b>	<b>478</b>	<b>N/A</b>	-
Average Days on Market	Jan	87	N/A	-	Average Days on Market	Jan	96	N/A	-
	Feb	124	N/A	-		Feb	88	N/A	-
	<b>Mar</b>	<b>109</b>	<b>N/A</b>	-		<b>Mar</b>	<b>112</b>	<b>N/A</b>	-

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

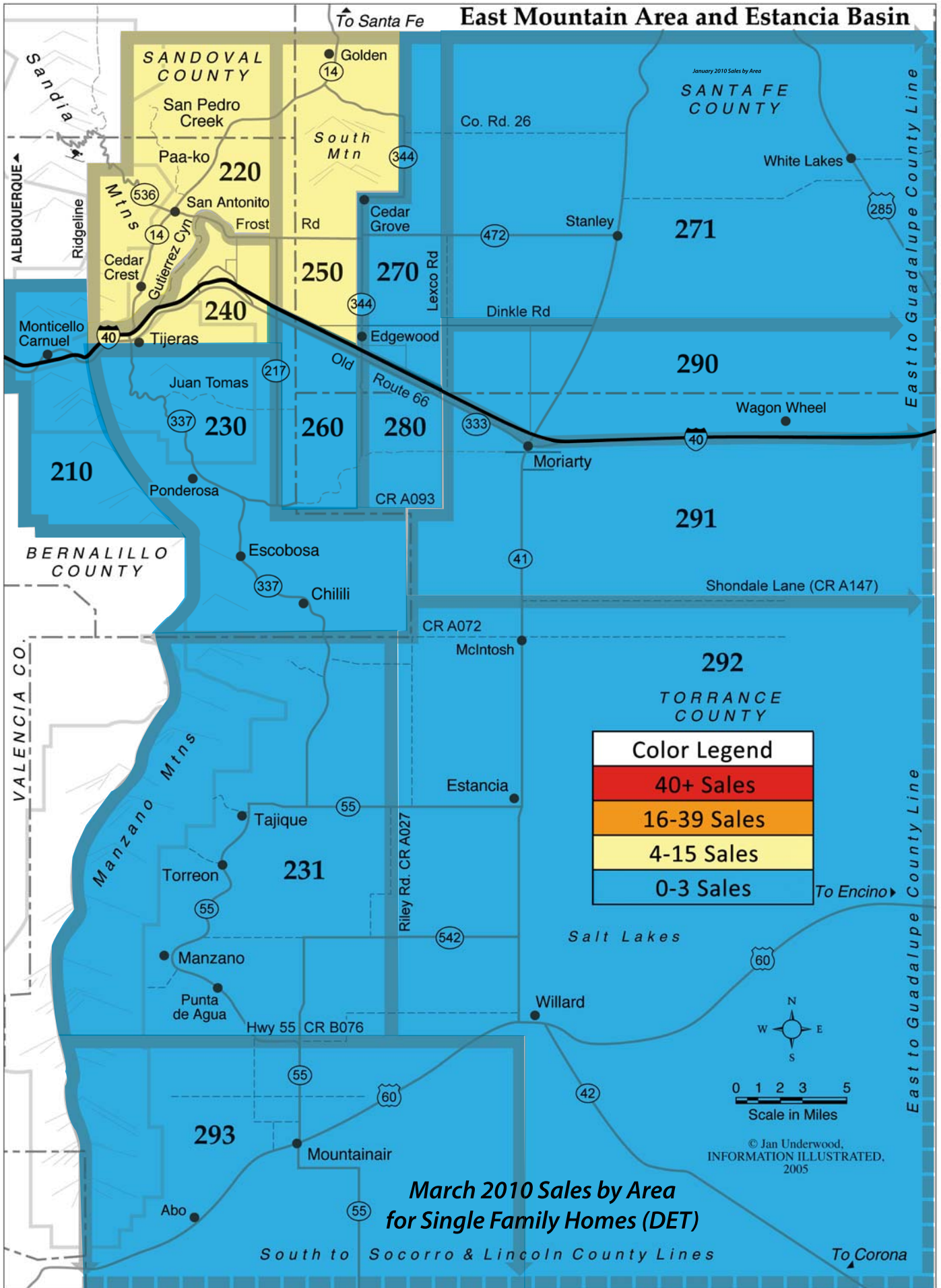


# March 2010 Sales by Area for Single Family Homes (DET)

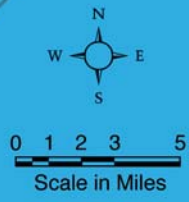


# East Mountain Area and Estancia Basin

January 2010 Sales by Area



Color Legend	
Red	40+ Sales
Orange	16-39 Sales
Yellow	4-15 Sales
Blue	0-3 Sales

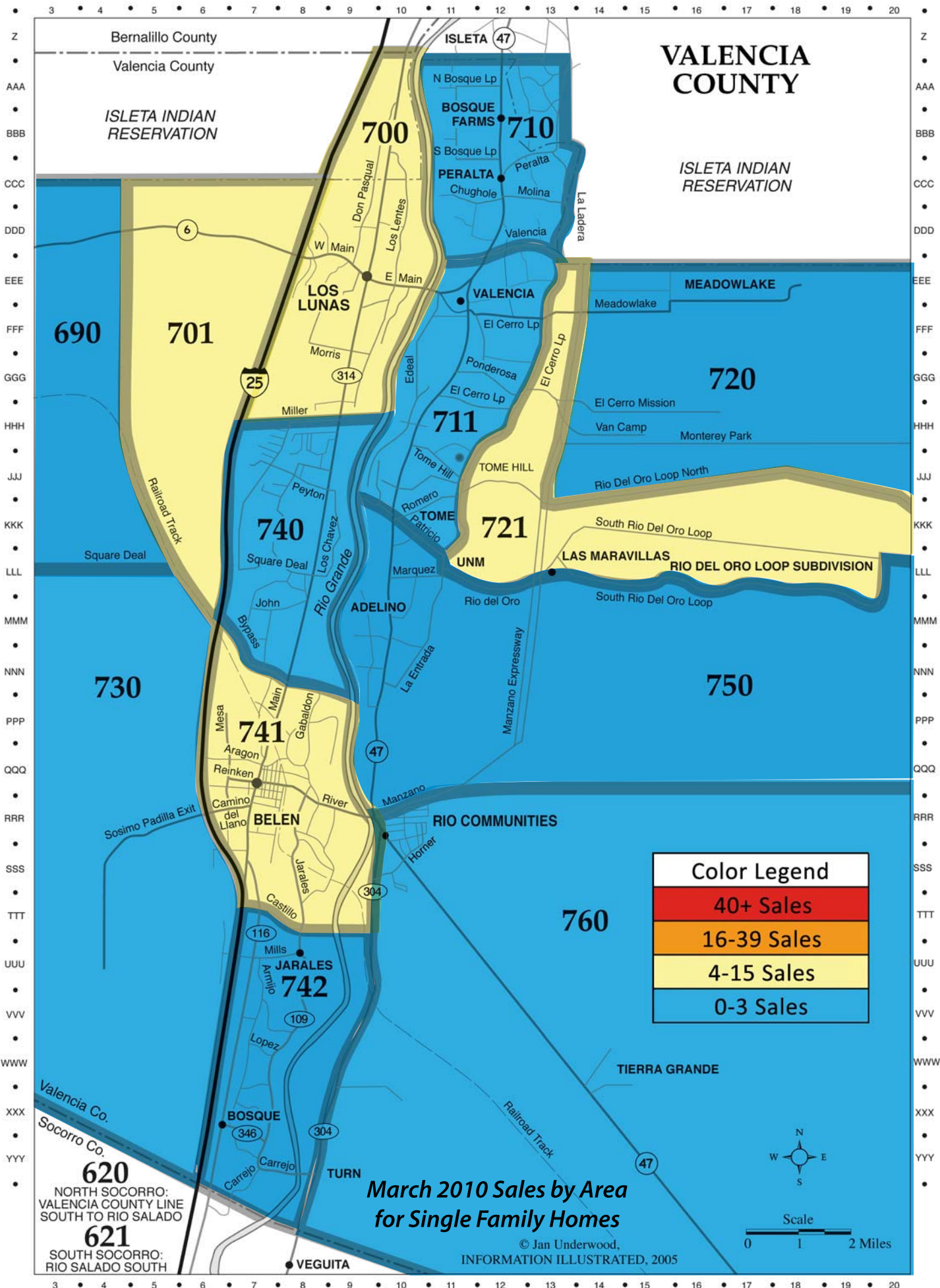


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## March 2010 Sales by Area for Single Family Homes (DET)

South to Socorro & Lincoln County Lines

To Corona



Bernalillo County  
Valencia County

**ISLETA INDIAN RESERVATION**

**VALENCIA COUNTY**

**ISLETA INDIAN RESERVATION**

690

701

700

ISLETA 47

N Bosque Lp  
**BOSQUE FARMS**  
S Bosque Lp

**PERALTA**  
Chughole

Peralta  
Molina

Valencia

**LOS LUNAS**

**VALENCIA**

MEADOWLAKE

Meadowlake

720

711

TOME HILL

El Cerro Lp

Ponderosa

El Cerro Lp

El Cerro Lp

El Cerro Lp

El Cerro Lp

El Cerro Lp

El Cerro Lp

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UNM

UNM

UNM

UNM

UNM

730

741

ADELINO

750

760

620  
NORTH SOCORRO:  
VALENCIA COUNTY LINE  
SOUTH TO RIO SALADO

621  
SOUTH SOCORRO:  
RIO SALADO SOUTH

**March 2010 Sales by Area for Single Family Homes**

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