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## Monthly Highlights

- Pending sales of single-family detached homes rose 8.52% from the previous year and increased 21.36% from February 2013.
- The median sale price of single-family detached homes was \$175,000, up 10.06% from the previous year.
- Sales of single-family detached homes in March 2013 were at 672, a 12.75% increase from March 2012.

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# Market Inventory

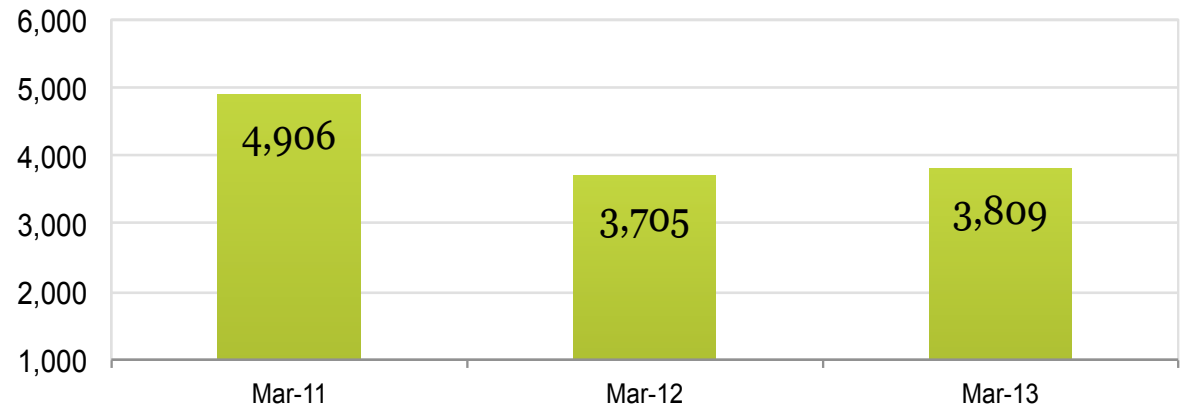
## Detached Historical

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	
May	5,068	3,986	
June	5,008	4,097	
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

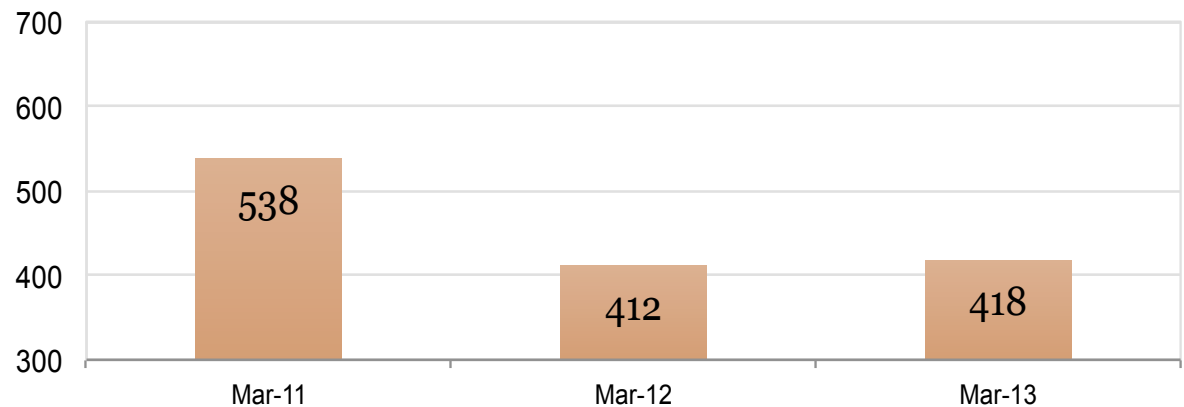
Year	2011	2012	2013
January	505	413	396
February	511	421	386
March	538	412	418
April	530	433	
May	557	429	
June	544	431	
July	554	428	
August	538	431	
September	546	437	
October	508	437	
November	487	420	
December	436	393	

## 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)

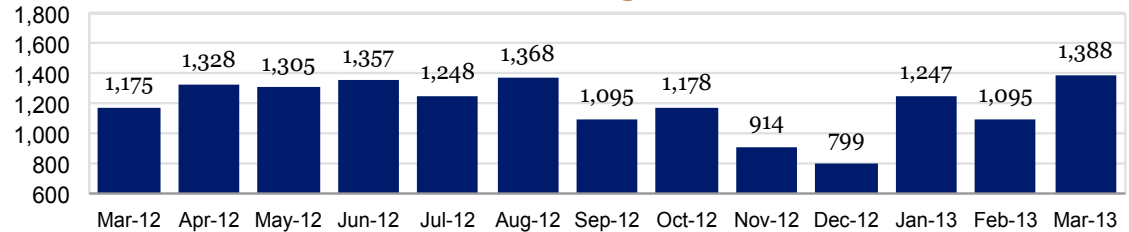
## Market Activity

Month	New	Pending	Closed
Mar-12	1,175	1,021	596
Apr-12	1,328	1,034	604
May-12	1,305	997	737
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

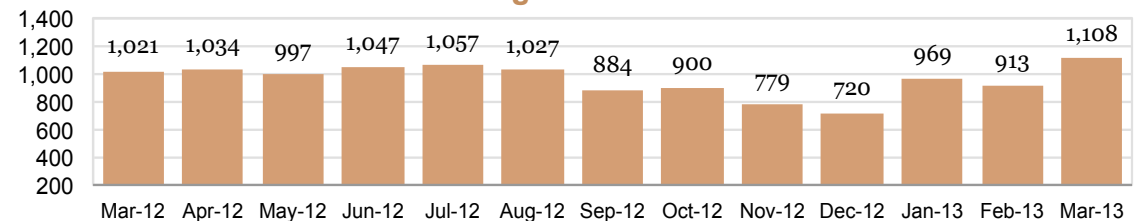
## Change from last month/year

	Mar-13	Feb-13	Mar-12
New	1,388	1,095	1,175
% Change	-	<b>26.76%</b>	<b>18.13%</b>
Pending	1,108	913	1,021
% Change	-	<b>21.36%</b>	<b>8.52%</b>
Closed	672	542	596
% Change	-	<b>23.99%</b>	<b>12.75%</b>

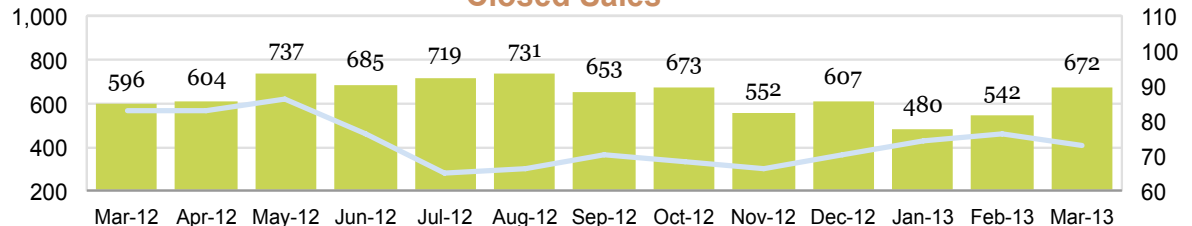
## New Listings



## Pending Sales



## Closed Sales



Closed Sales chart also shows average days on market, indicated by a line. The average days on market for March 2013 detached sales was 73.

Data is for single-family detached homes

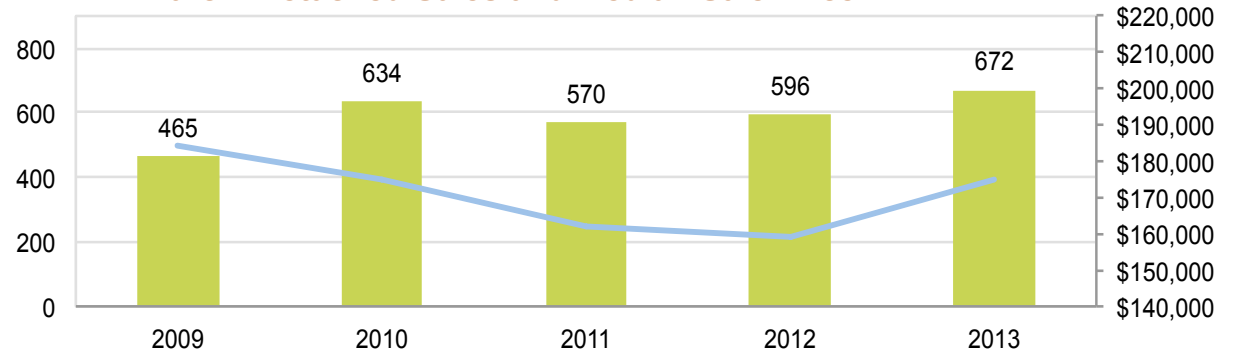
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Homes Sales by Market Area

## Single-family detached sales

MLS Area	Area Name	Mar-12	Mar-13
10-121	Albuquerque	410	448
130	Corrales	5	9
140-162	Rio Rancho	98	141
180	Bernalillo	11	4
190	Placitas	8	7
210-293	E. Mountains	26	22
690-760	Valencia Co.	38	41
Total	All	596	672

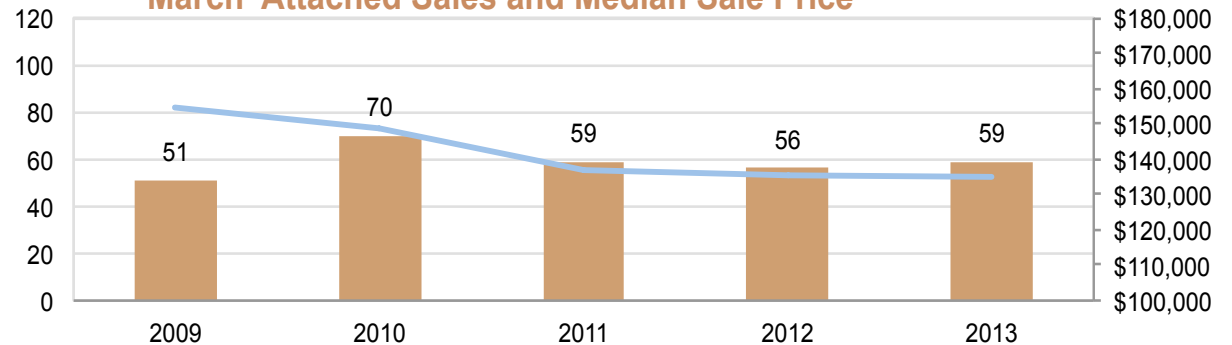
## March Detached Sales and Median Sale Price



## Condo/townhome (attached) sales

MLS Area	Area Name	Mar-12	Mar-13
10-121	Albuquerque	50	55
130	Corrales	1	0
140-162	Rio Rancho	4	4
180	Bernalillo	0	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	1	0
Total	All	56	59

## March Attached Sales and Median Sale Price



MLS Areas 210-293 include East Mountains and Estancia Basin

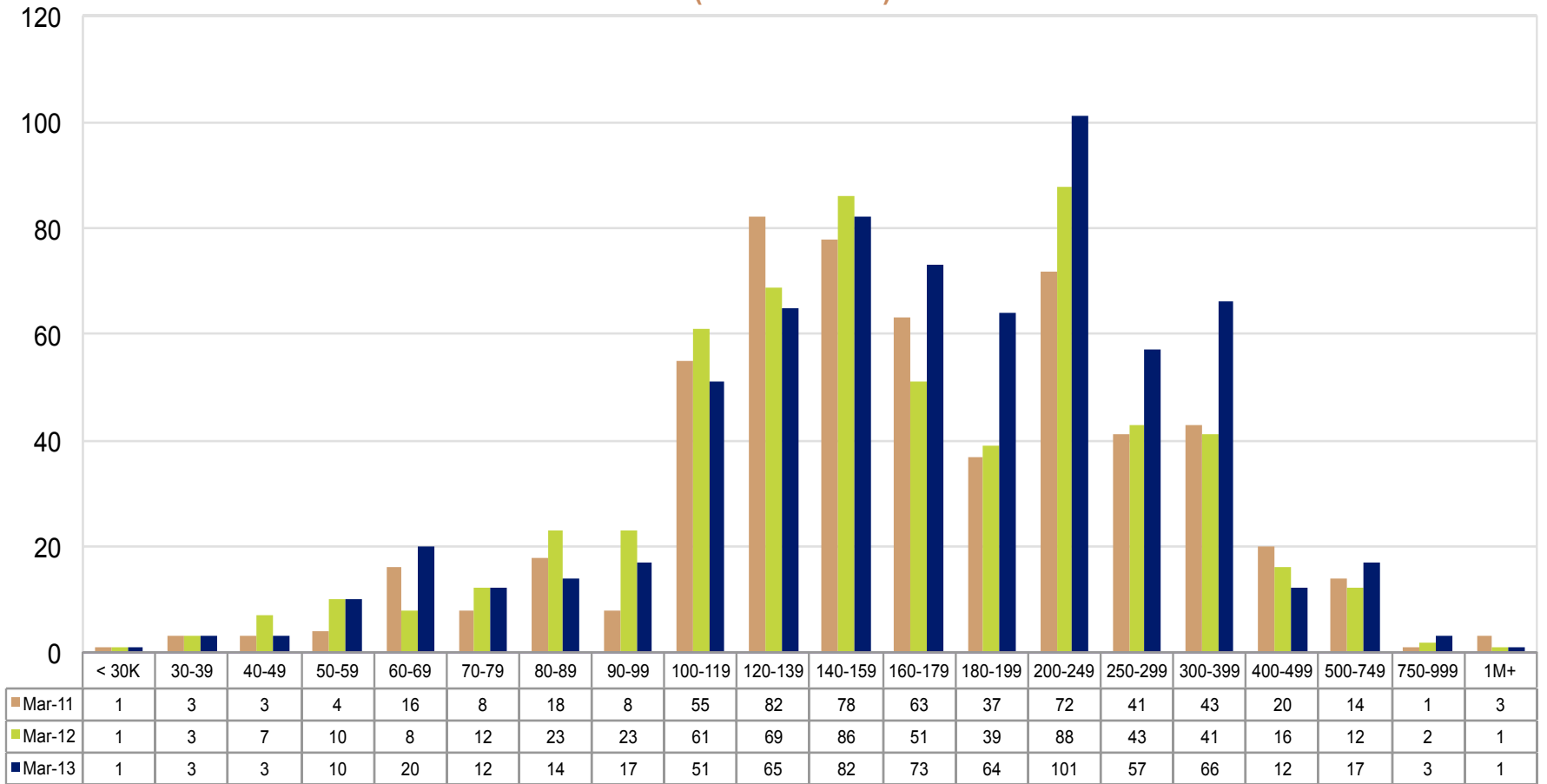
MLS Areas 690-760 include Belen, Los Lunas, Bosque Farms.

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  
March historical (in thousands)



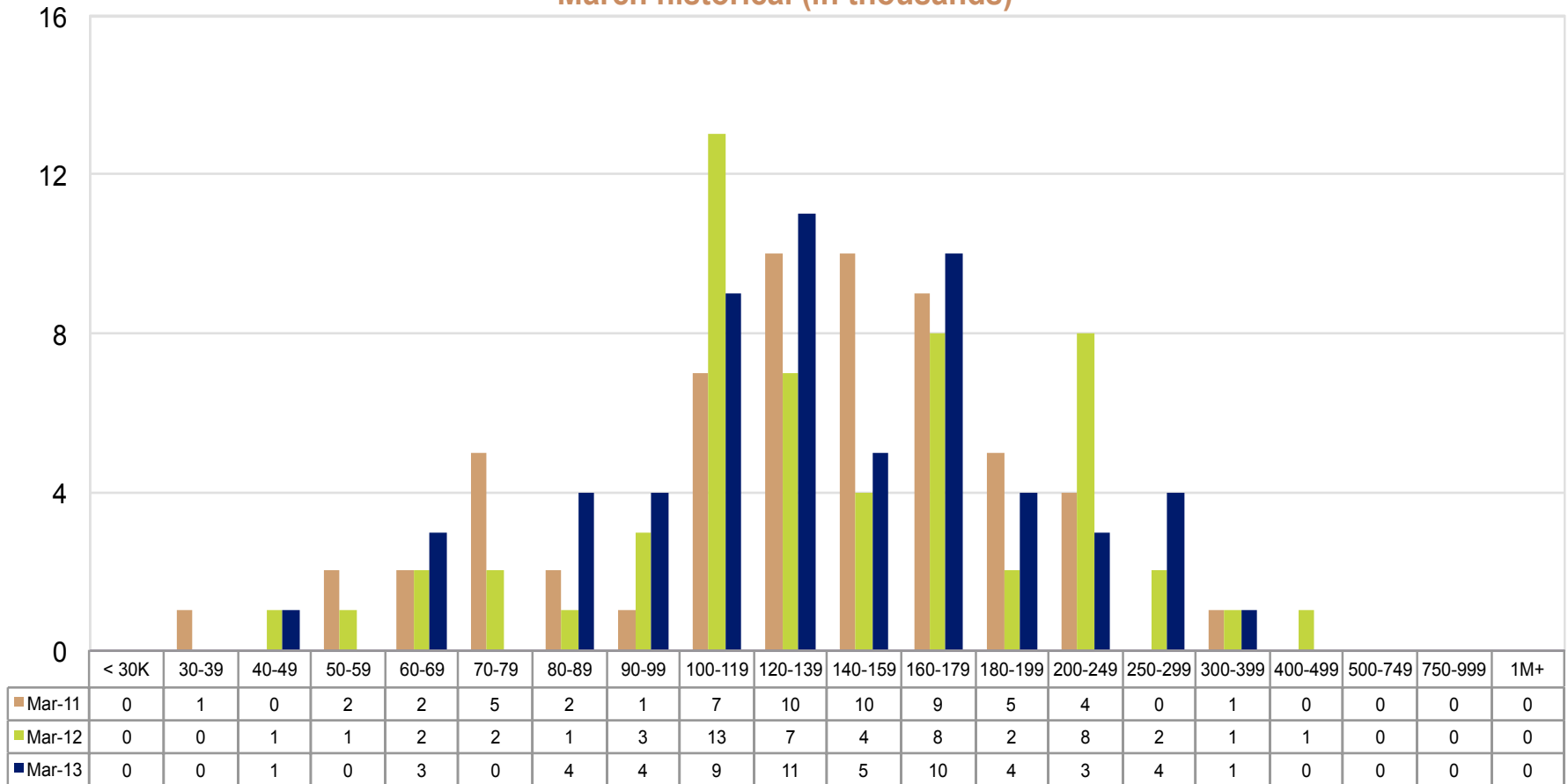
Top Selling Price Range for Detached Homes (for March 2013)

**\$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  
March historical (in thousands)



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

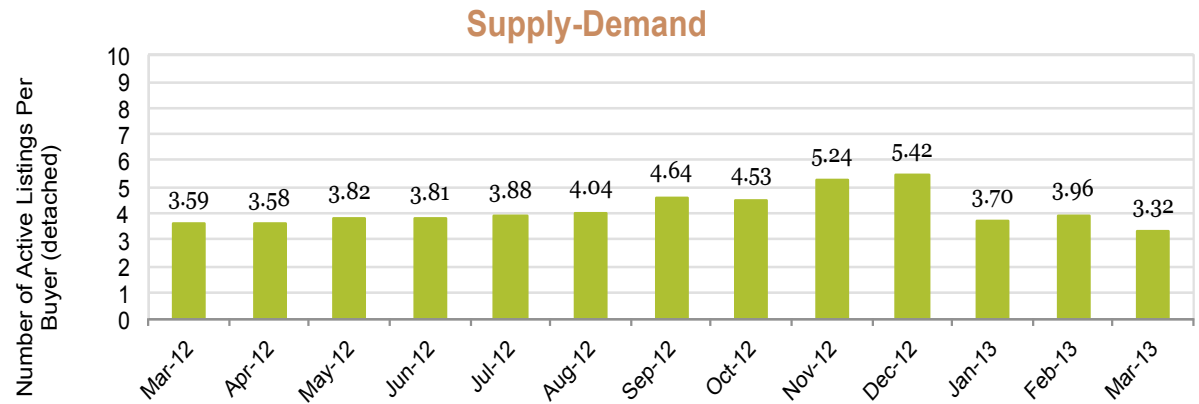
**\$120,000 - \$139,999**

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

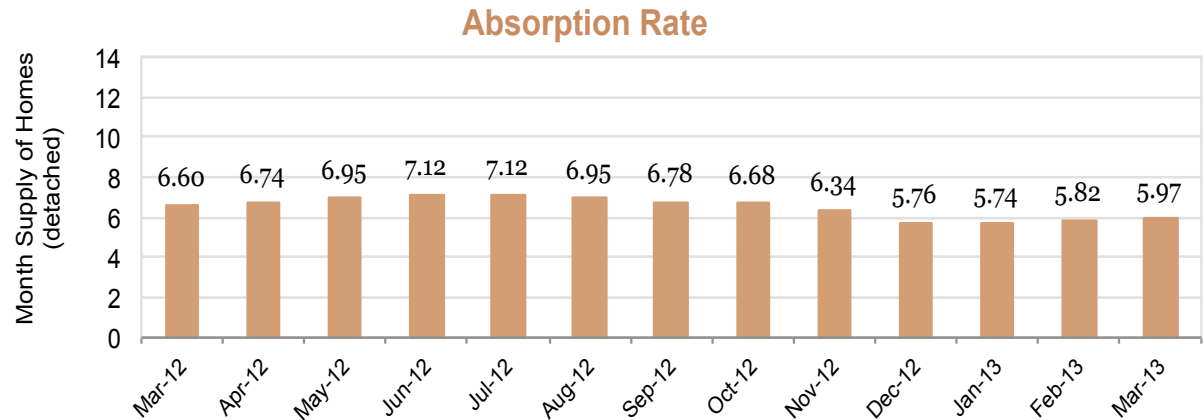
Year	2011	2012	2013
January	6.92	4.52	3.70
February	6.82	4.04	3.96
March	5.34	3.59	3.32
April	5.43	3.58	
May	5.54	3.82	
June	5.43	3.81	
July	6.14	3.88	
August	5.79	4.04	
September	6.15	4.64	
October	5.99	4.53	
November	5.99	5.24	
December	6.90	5.42	



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	
May	9.74	6.95	
June	9.72	7.12	
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	



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.

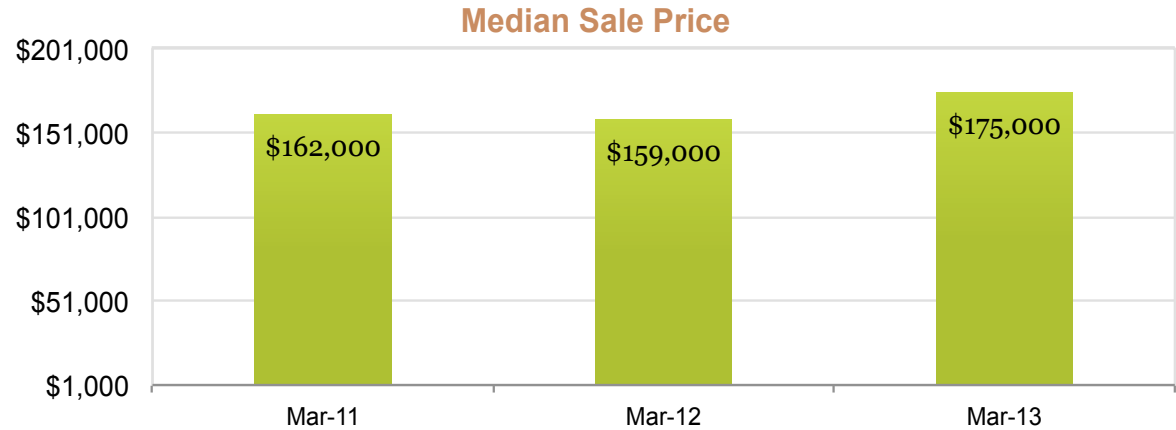
Data is for single-family detached homes

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# Home Sales Prices

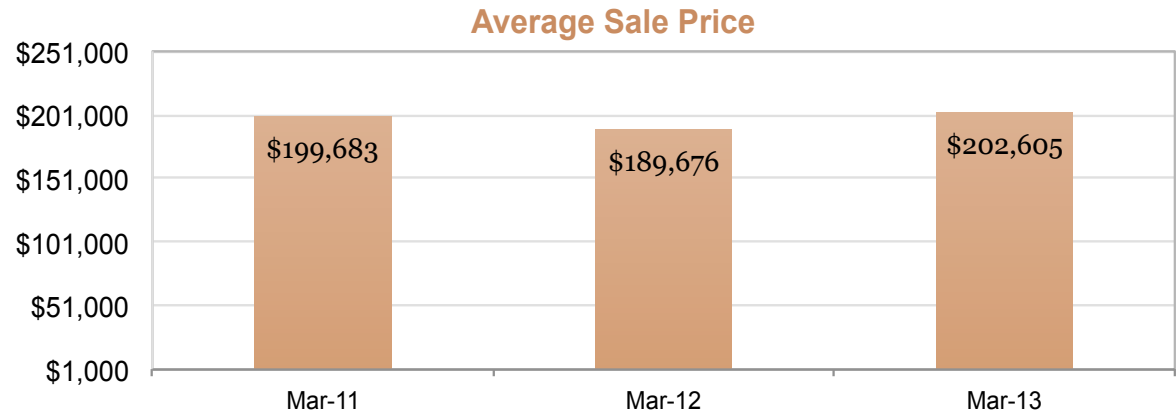
**Median Sale Price**

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	
May	\$165,000	\$175,000	
June	\$166,500	\$172,700	
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	
May	\$198,091	\$211,213	
June	\$207,042	\$207,679	
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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# March Home Sales Prices - Year to Year

## Median Sale Price

Year	Median Sale Price	% Change From Previous Year
2002	\$129,900	4.84%
2003	\$136,500	5.08%
2004	\$139,700	2.34%
2005	\$155,000	10.95%
2006	\$181,000	16.77%
2007	\$198,500	9.67%
2008	\$191,250	-3.65%
2009	\$184,500	-3.53%
2010	\$175,000	-5.15%
2011	\$162,000	-7.43%
2012	\$159,000	-1.85%
2013	\$175,000	10.06%

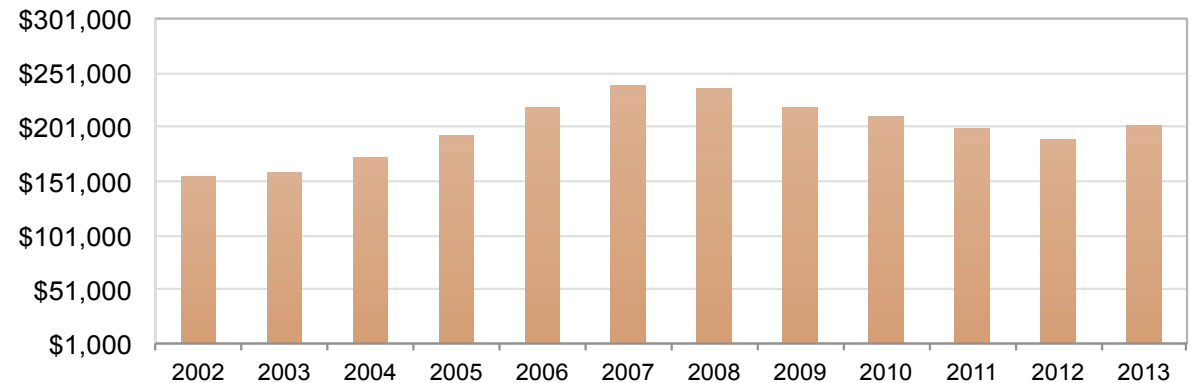
## Median Sale Price (March only)



## Average Sale Price

Year	Average Sale Price	% Change From Previous Year
2002	\$155,661	3.02%
2003	\$158,990	2.14%
2004	\$173,058	8.85%
2005	\$192,980	11.51%
2006	\$219,096	13.53%
2007	\$239,311	9.23%
2008	\$236,394	-1.22%
2009	\$218,543	-7.55%
2010	\$211,049	-3.43%
2011	\$199,683	-5.39%
2012	\$189,676	-5.01%
2013	\$202,605	6.82%

## Average Sale Price (March only)



Data is for single-family detached homes

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# Listing Activity by Zip Code (March)

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	6	0	0.00%	87059	74	6	1.11%	87122	106	23	4.24%
87002	156	13	2.40%	87061	7	0	0.00%	87123	127	30	5.54%
87004	63	4	0.74%	87063	2	0	0.00%	87124	348	76	14.02%
87006	2	0	0.00%	87068	12	4	0.74%	87144	324	65	11.99%
87008	18	0	0.00%	87102	56	5	0.92%				
87015	115	12	2.21%	87104	62	6	1.11%				
87016	18	0	0.00%	87105	117	15	2.77%				
87023	3	0	0.00%	87106	43	20	3.69%				
87026	1	0	0.00%	87107	122	13	2.40%				
87031	239	23	4.24%	87108	74	13	2.40%				
87032	3	0	0.00%	87109	67	19	3.51%				
87035	26	0	0.00%	87110	140	31	5.72%				
87036	23	0	0.00%	87111	152	40	7.38%				
87042	12	1	0.18%	87112	141	34	6.27%				
87043	79	7	1.29%	87113	46	11	2.03%				
87047	62	3	0.55%	87114	327	67	12.36%				
87048	91	9	1.66%	87120	285	61	11.25%				
87056	3	1	0.18%	87121	257	60	11.07%				

**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	Jan	1,247	1,119	11.44%	107	105	1.90%	1,354	1,224	10.62%
	Feb	1,095	978	11.96%	106	120	-11.67%	2,555	2,322	10.03%
	<b>Mar</b>	<b>1,388</b>	<b>1,175</b>	<b>18.13%</b>	<b>149</b>	<b>111</b>	<b>34.23%</b>	<b>4,092</b>	<b>3,608</b>	<b>13.41%</b>
Pending Sales	Jan	969	836	15.91%	84	79	6.33%	1,053	915	15.08%
	Feb	913	928	-1.62%	83	85	-2.35%	2,049	1,928	6.28%
	<b>Mar</b>	<b>1,108</b>	<b>1,021</b>	<b>8.52%</b>	<b>109</b>	<b>88</b>	<b>23.86%</b>	<b>3,266</b>	<b>3,037</b>	<b>7.54%</b>
Closed Sales	Jan	480	411	16.79%	51	37	37.84%	531	448	18.53%
	Feb	542	506	7.11%	54	47	14.89%	1,127	1,001	12.59%
	<b>Mar</b>	<b>672</b>	<b>596</b>	<b>12.75%</b>	<b>59</b>	<b>56</b>	<b>5.36%</b>	<b>1,858</b>	<b>1,653</b>	<b>12.40%</b>
Dollar Volume of Closed Sales (in millions)	Jan	\$89.3	\$79.9	11.76%	\$6.7	\$5.0	34.00%	\$96.0	\$84.9	13.07%
	Feb	\$110.3	\$98.8	11.64%	\$7.2	\$5.8	24.14%	\$213.5	\$189.5	12.66%
	<b>Mar</b>	<b>\$136.2</b>	<b>\$113.0</b>	<b>20.53%</b>	<b>\$8.7</b>	<b>\$8.4</b>	<b>3.57%</b>	<b>\$358.4</b>	<b>\$310.9</b>	<b>15.28%</b>
Median Sales Price	Jan	\$158,000	\$165,000	-4.24%	\$120,000	\$136,000	-11.76%	--	--	--
	Feb	\$168,500	\$161,500	4.33%	\$127,000	\$113,000	12.39%	--	--	--
	<b>Mar</b>	<b>\$175,000</b>	<b>\$159,000</b>	<b>10.06%</b>	<b>\$135,000</b>	<b>\$135,450</b>	<b>-0.33%</b>	--	--	--
Average Sales Price	Jan	\$186,051	\$194,352	-4.27%	\$131,890	\$135,091	-2.37%	--	--	--
	Feb	\$203,514	\$195,165	4.28%	\$132,833	\$122,902	8.08%	--	--	--
	<b>Mar</b>	<b>\$202,605</b>	<b>\$189,676</b>	<b>6.82%</b>	<b>\$147,025</b>	<b>\$150,816</b>	<b>-2.51%</b>	--	--	--
Total Active Listings Available	Jan	3,611	3,750	-3.71%	396	413	-4.12%	--	--	--
	Feb	3,676	3,668	0.22%	386	421	-8.31%	--	--	--
	<b>Mar</b>	<b>3,809</b>	<b>3,705</b>	<b>2.81%</b>	<b>418</b>	<b>412</b>	<b>1.46%</b>	--	--	--
Average Days on Market	Jan	74	87	-14.94%	86	77	11.69%	--	--	--
	Feb	76	87	-12.64%	72	113	-36.28%	--	--	--
	<b>Mar</b>	<b>73</b>	<b>83</b>	<b>-12.05%</b>	<b>93</b>	<b>90</b>	<b>3.33%</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	Jan	792	745	6.31%	New Listings	Jan	223	192	16.15%
	Feb	693	608	13.98%		Feb	90	167	-46.11%
	<b>Mar</b>	<b>851</b>	<b>784</b>	<b>8.55%</b>		<b>Mar</b>	<b>288</b>	<b>193</b>	<b>49.22%</b>
Pending Sales	Jan	642	578	11.07%	Pending Sales	Jan	192	133	44.36%
	Feb	618	642	-3.74%		Feb	159	161	-1.24%
	<b>Mar</b>	<b>767</b>	<b>696</b>	<b>10.20%</b>		<b>Mar</b>	<b>203</b>	<b>197</b>	<b>3.05%</b>
Closed Sales	Jan	316	287	10.10%	Closed Sales	Jan	86	63	36.51%
	Feb	363	344	5.52%		Feb	95	87	9.20%
	<b>Mar</b>	<b>448</b>	<b>410</b>	<b>9.27%</b>		<b>Mar</b>	<b>141</b>	<b>98</b>	<b>43.88%</b>
Median Sales Price	Jan	\$160,000	\$166,000	-3.61%	Median Sales Price	Jan	\$146,500	\$165,000	-11.21%
	Feb	\$169,900	\$164,250	3.44%		Feb	\$155,000	\$152,000	1.97%
	<b>Mar</b>	<b>\$176,450</b>	<b>\$159,000</b>	<b>10.97%</b>		<b>Mar</b>	<b>\$167,900</b>	<b>\$160,000</b>	<b>4.94%</b>
Average Sales Price	Jan	\$185,750	\$190,507	-2.50%	Average Sales Price	Jan	\$166,262	\$183,779	-9.53%
	Feb	\$210,777	\$198,149	6.37%		Feb	\$178,225	\$175,502	1.55%
	<b>Mar</b>	<b>\$204,774</b>	<b>\$192,766</b>	<b>6.23%</b>		<b>Mar</b>	<b>\$184,812</b>	<b>\$174,508</b>	<b>5.90%</b>
Total Active	Jan	2,009	2,245	-10.51%	Total Active	Jan	632	588	7.48%
	Feb	2,052	2,160	-5.00%		Feb	637	570	11.75%
	<b>Mar</b>	<b>2,123</b>	<b>2,186</b>	<b>-2.88%</b>		<b>Mar</b>	<b>676</b>	<b>548</b>	<b>23.36%</b>
Average Days on Market	Jan	61	80	-23.75%	Average Days on Market	Jan	75	101	-25.74%
	Feb	75	84	-10.71%		Feb	72	81	-11.11%
	<b>Mar</b>	<b>71</b>	<b>79</b>	<b>-10.13%</b>		<b>Mar</b>	<b>71</b>	<b>76</b>	<b>-6.58%</b>

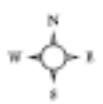
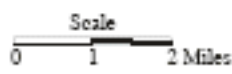
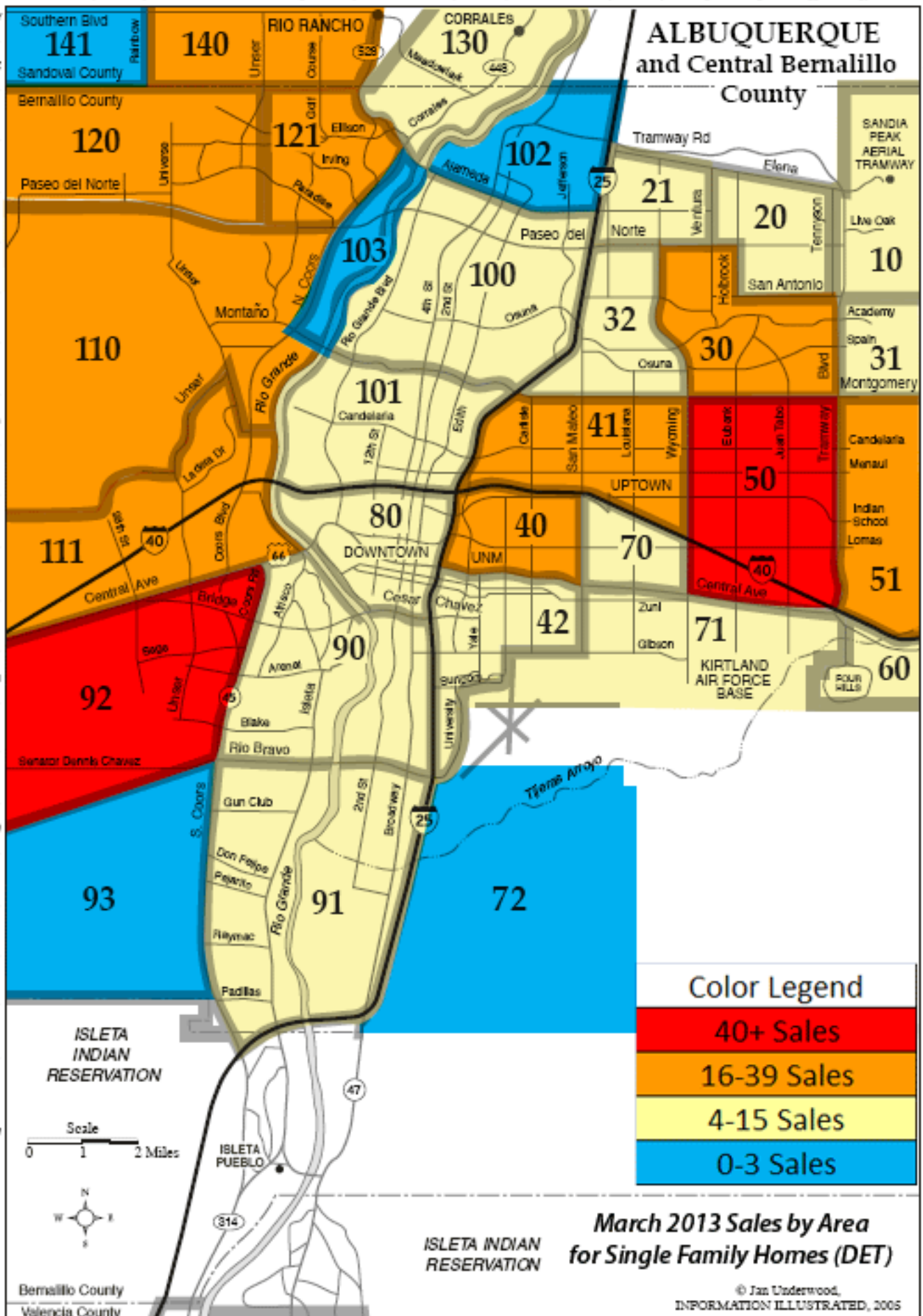
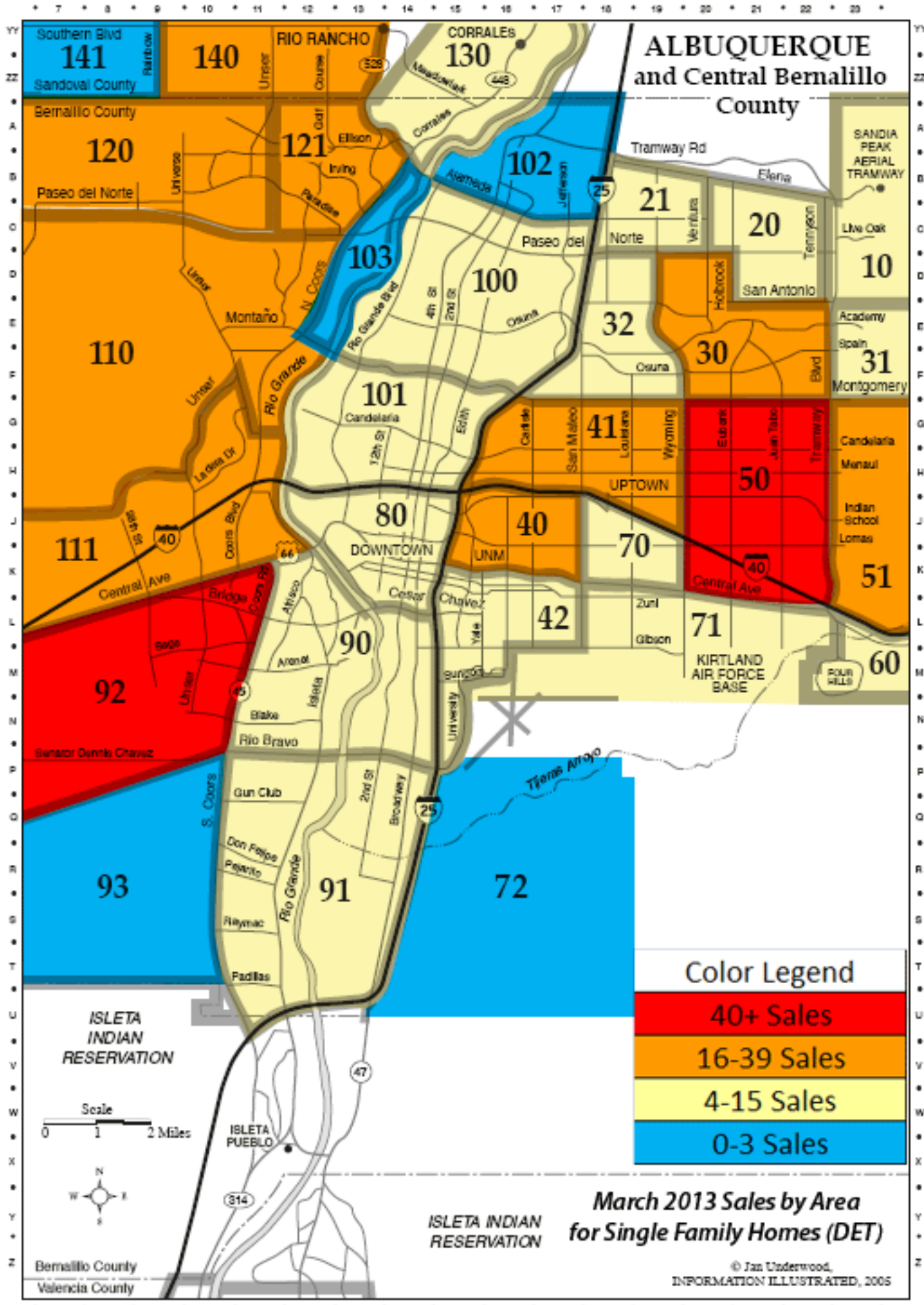
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# Market Comparison

## 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	Jan	84	62	35.48%	New Listings	Jan	102	73	39.73%
	Feb	56	76	-26.32%		Feb	107	70	52.86%
	<b>Mar</b>	<b>87</b>	<b>77</b>	<b>12.99%</b>		<b>Mar</b>	<b>90</b>	<b>74</b>	<b>21.62%</b>
Pending Sales	Jan	40	33	21.21%	Pending Sales	Jan	68	56	21.43%
	Feb	45	35	28.57%		Feb	61	53	15.09%
	<b>Mar</b>	<b>36</b>	<b>50</b>	<b>-28.00%</b>		<b>Mar</b>	<b>63</b>	<b>40</b>	<b>57.50%</b>
Closed Sales	Jan	29	19	52.63%	Closed Sales	Jan	32	33	-3.03%
	Feb	32	15	113.33%		Feb	40	36	11.11%
	<b>Mar</b>	<b>22</b>	<b>26</b>	<b>-15.38%</b>		<b>Mar</b>	<b>41</b>	<b>38</b>	<b>7.89%</b>
Median Sales Price	Jan	\$197,500	\$269,000	-26.58%	Median Sales Price	Jan	\$115,950	\$126,000	-7.98%
	Feb	\$208,838	\$214,000	-2.41%		Feb	\$124,000	\$122,097	1.56%
	<b>Mar</b>	<b>\$205,000</b>	<b>\$222,950</b>	<b>-8.05%</b>		<b>Mar</b>	<b>\$130,000</b>	<b>\$120,980</b>	<b>7.46%</b>
Average Sales Price	Jan	\$234,220	\$303,829	-22.91%	Average Sales Price	Jan	\$120,894	\$138,459	-12.69%
	Feb	\$225,712	\$231,400	-2.46%		Feb	\$135,324	\$114,500	18.19%
	<b>Mar</b>	<b>\$222,480</b>	<b>\$195,017</b>	<b>14.08%</b>		<b>Mar</b>	<b>\$146,677</b>	<b>\$126,763</b>	<b>15.71%</b>
Total Active	Jan	338	317	6.62%	Total Active	Jan	412	377	9.28%
	Feb	330	341	-3.23%		Feb	421	369	14.09%
	<b>Mar</b>	<b>357</b>	<b>345</b>	<b>3.48%</b>		<b>Mar</b>	<b>426</b>	<b>390</b>	<b>9.23%</b>
Average Days on Market	Jan	154	125	23.20%	Average Days on Market	Jan	124	100	24.00%
	Feb	93	72	29.17%		Feb	72	103	-30.10%
	<b>Mar</b>	<b>113</b>	<b>134</b>	<b>-15.67%</b>		<b>Mar</b>	<b>78</b>	<b>94</b>	<b>-17.02%</b>

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



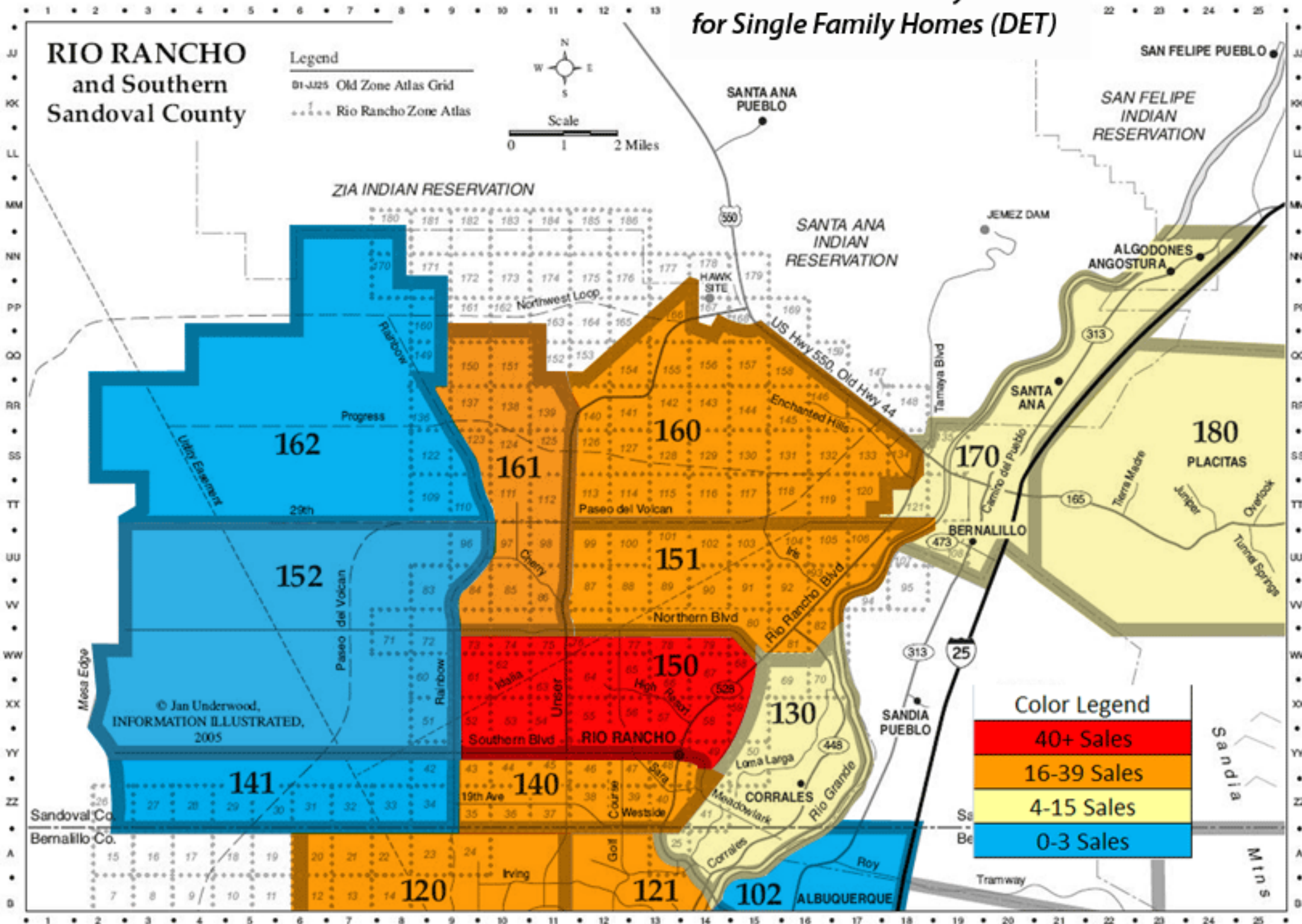
ISLETA INDIAN RESERVATION

**March 2013 Sales by Area for Single Family Homes (DET)**

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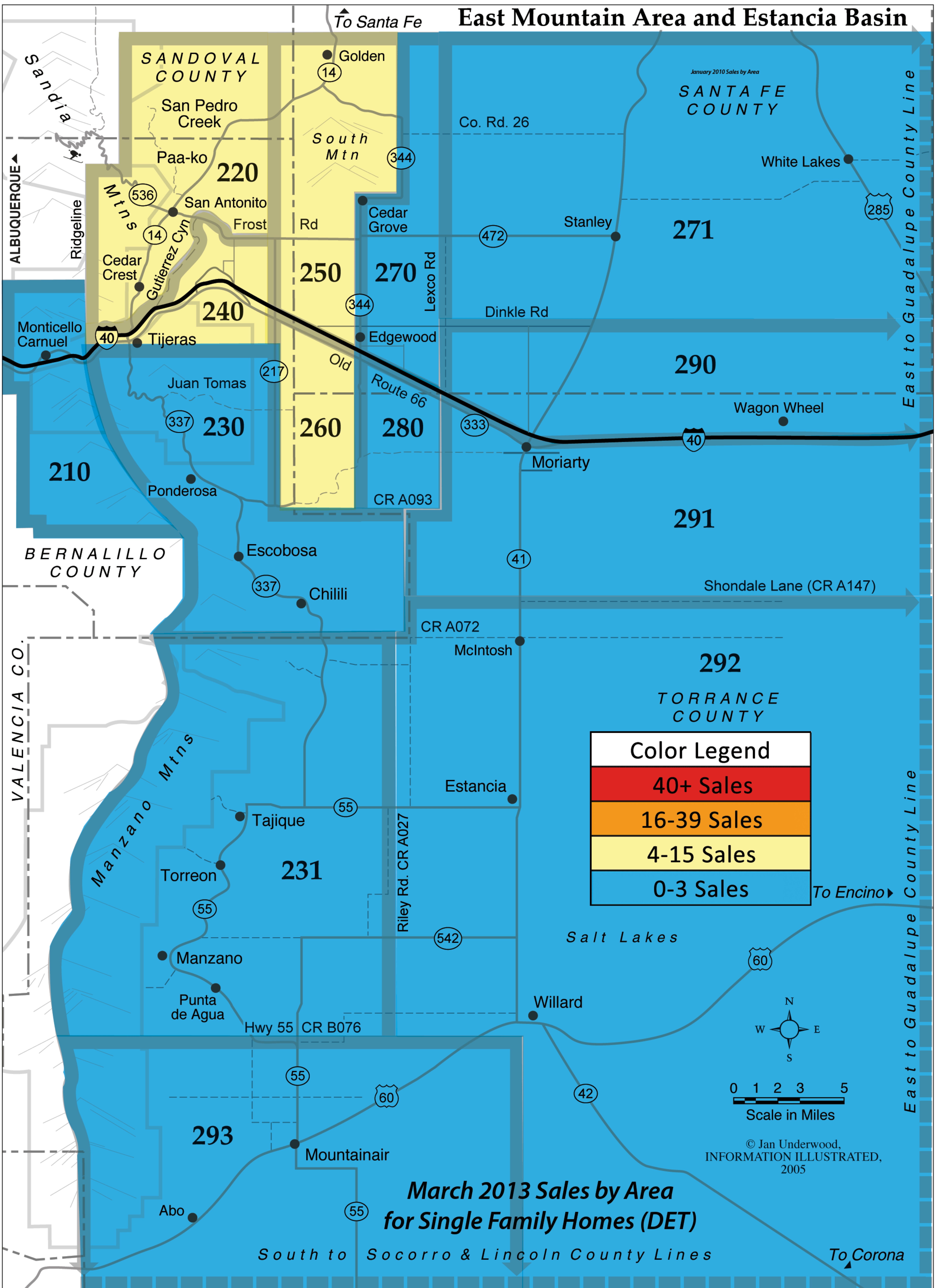


# March 2013 Sales by Area for Single Family Homes (DET)



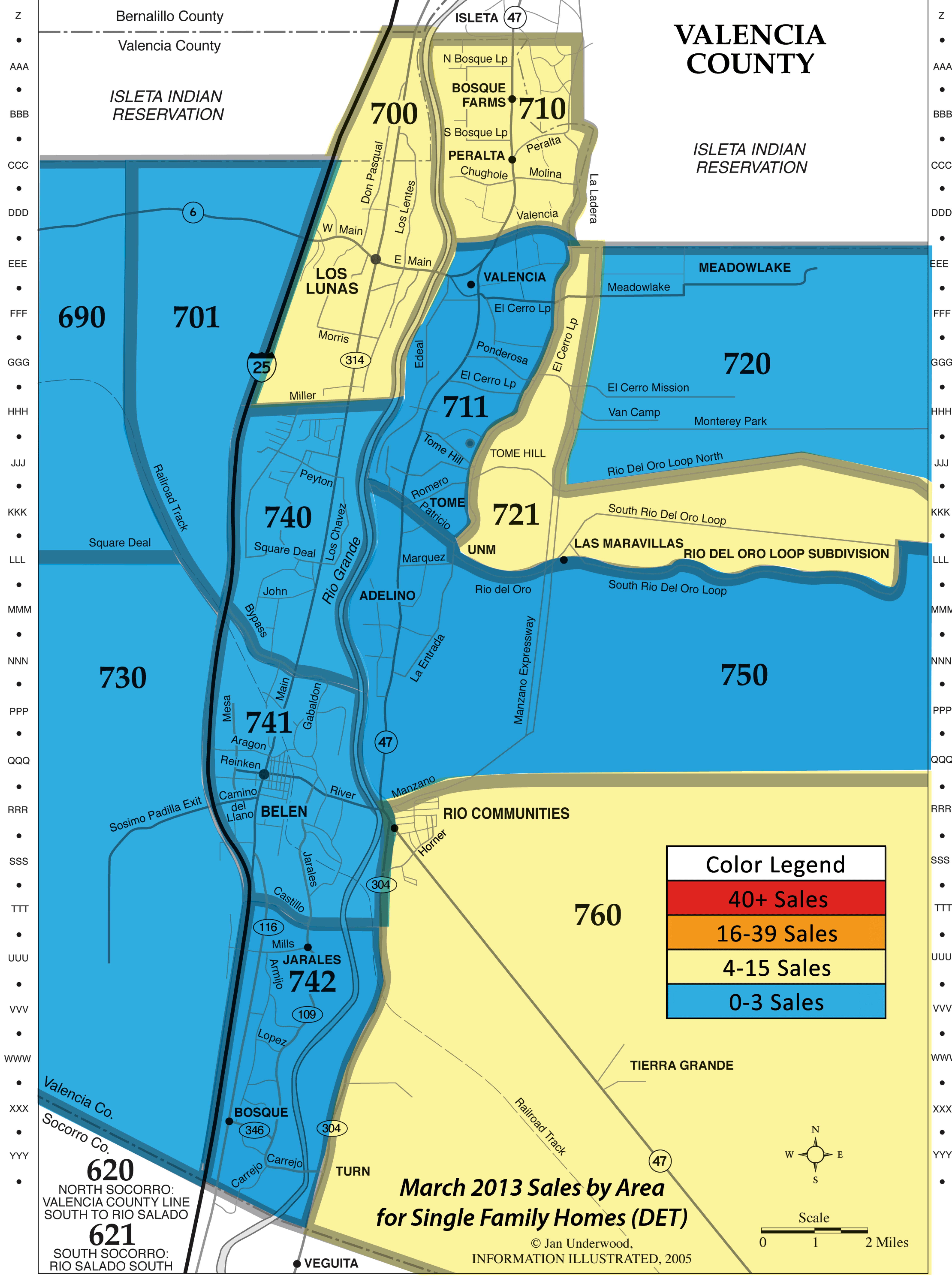


# East Mountain Area and Estancia Basin





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



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