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Monthly Highlights

- Single-family detached sales for November saw a 2.5% increase from the previous year.
- Listing inventory of single-family homes for sale finished the month at 4,255, 9.0% higher than the previous year.

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Contact

Julie Greenwood, 2013 GAAR President

Phone 505-220-9700

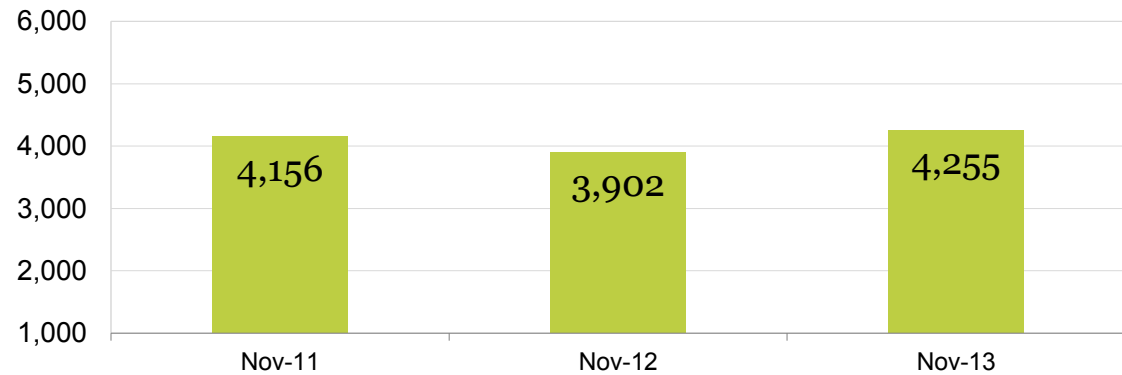
Email president@gaar.com

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	4,578
September	4,703	4,081	4,608
October	4,469	4,083	4,439
November	4,156	3,902	4,255
December	3,780	3,587	

Detached homes on market

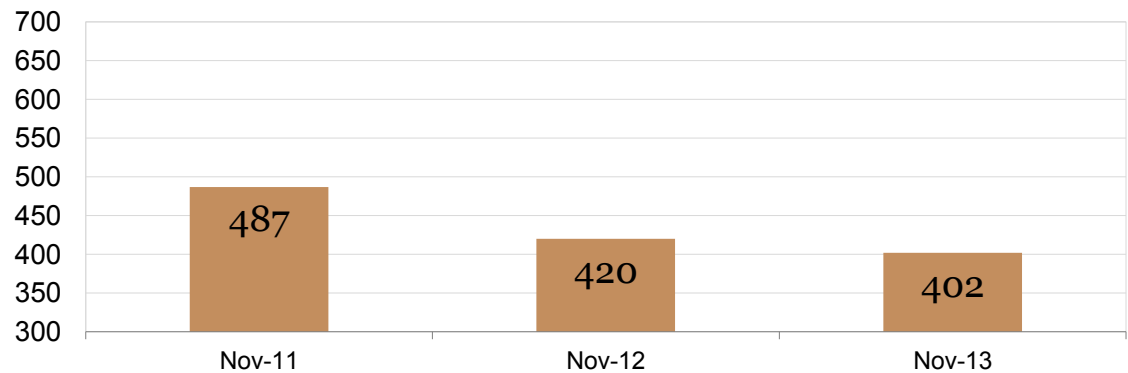


Detached represents existing single-family detached homes

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	429
September	546	437	427
October	508	437	429
November	487	420	402
December	436	393	

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)

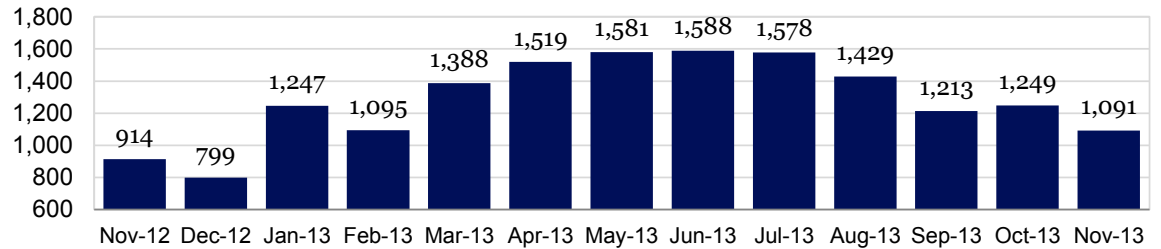
Market Activity

Month	New	Pending	Closed
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
Aug-13	1,429	1,011	857
Sep-13	1,213	889	769
Oct-13	1,249	762	723
Nov-13	1,091	729	566

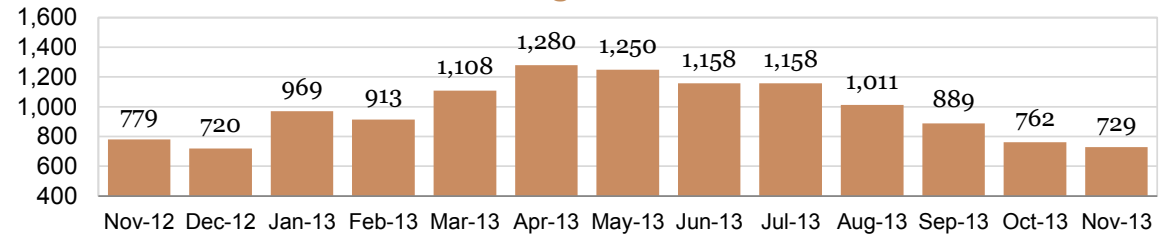
Change from last month/year

	Nov-13	Oct-13	Nov-12
New	1,091	1,249	914
% Change	-	-12.65%	19.37%
Pending	729	762	779
% Change	-	-4.33%	-6.42%
Closed	566	723	552
% Change	-	-21.72%	2.54%

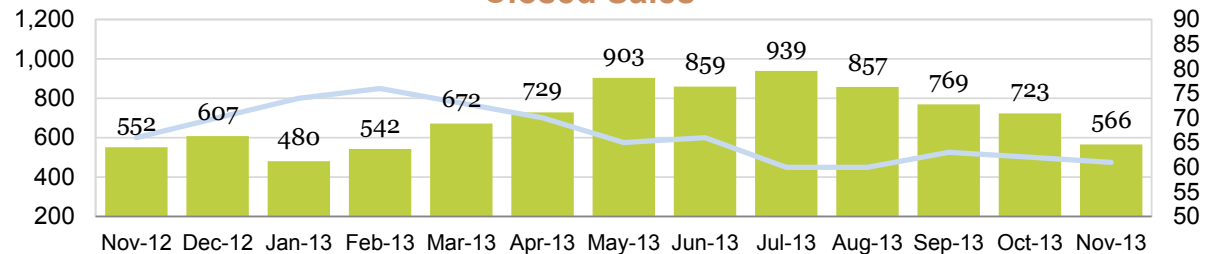
New Listings



Pending Sales



Closed Sales



Closed Sales chart also shows average days on market, indicated by a line. The average days on market for November 2013 detached sales was 61.

Data is for single-family detached homes

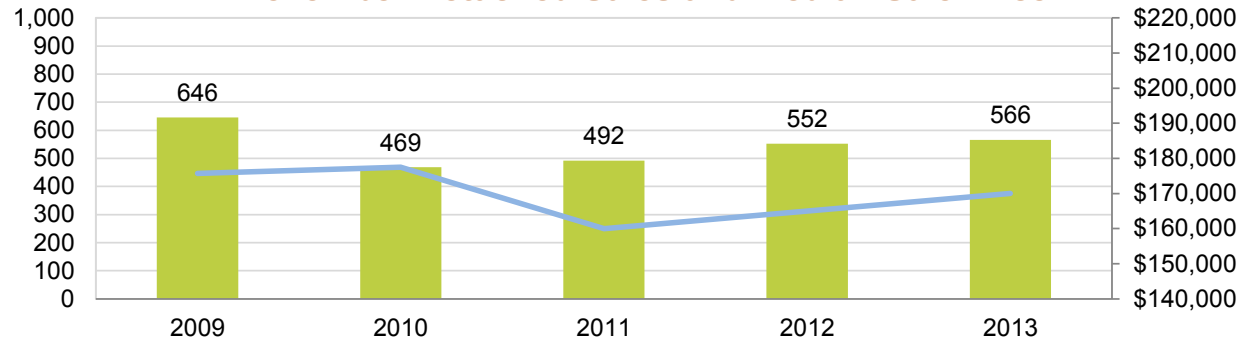
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

Homes Sales by Market Area

Single-family detached sales

MLS Area	Area Name	Nov-12	Nov-13
10-121	Albuquerque	403	386
130	Corrales	7	6
140-162	Rio Rancho	78	99
180	Bernalillo	7	9
190	Placitas	6	1
210-293	E. Mountains	18	18
690-760	Valencia Co.	33	47
Total	All	552	566

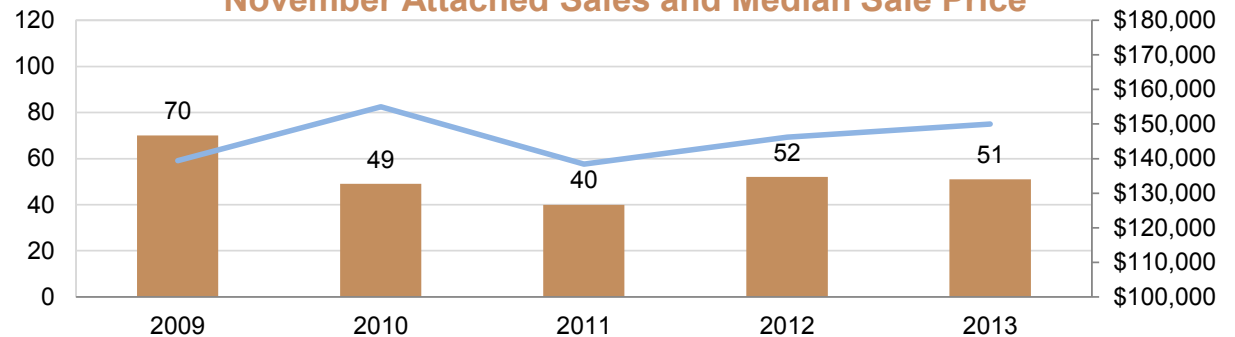
November Detached Sales and Median Sale Price



Condo/townhome (attached) sales

MLS Area	Area Name	Nov-12	Nov-13
10-121	Albuquerque	49	44
130	Corrales	0	0
140-162	Rio Rancho	3	5
180	Bernalillo	0	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	0	2
Total	All	52	51

November Attached Sales and Median Sale Price



MLS Areas 210-293 include East Mountains and Estancia Basin

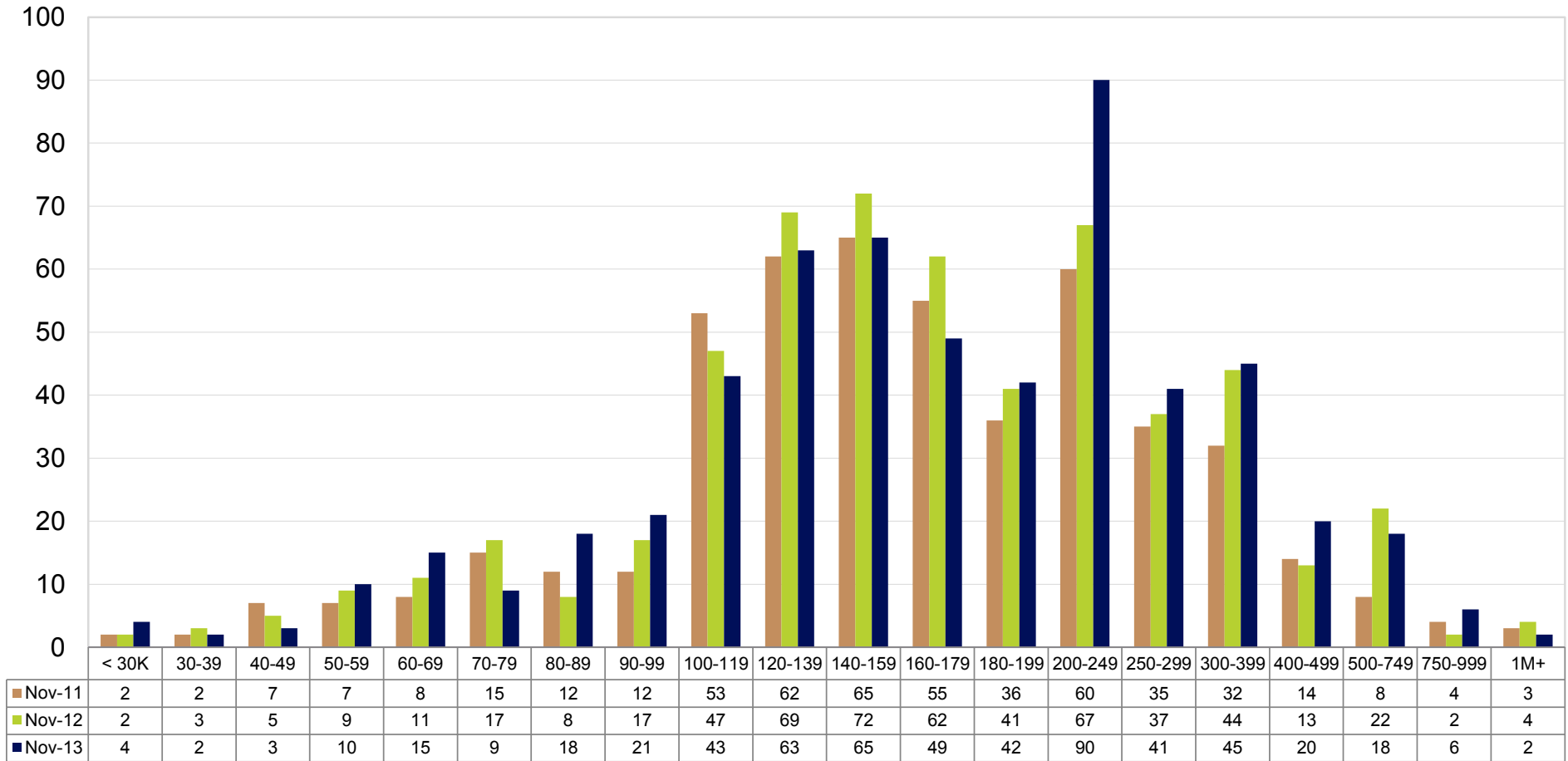
MLS Areas 690-760 include Belen, Los Lunas, Bosque Farms.

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
November historical (in thousands)



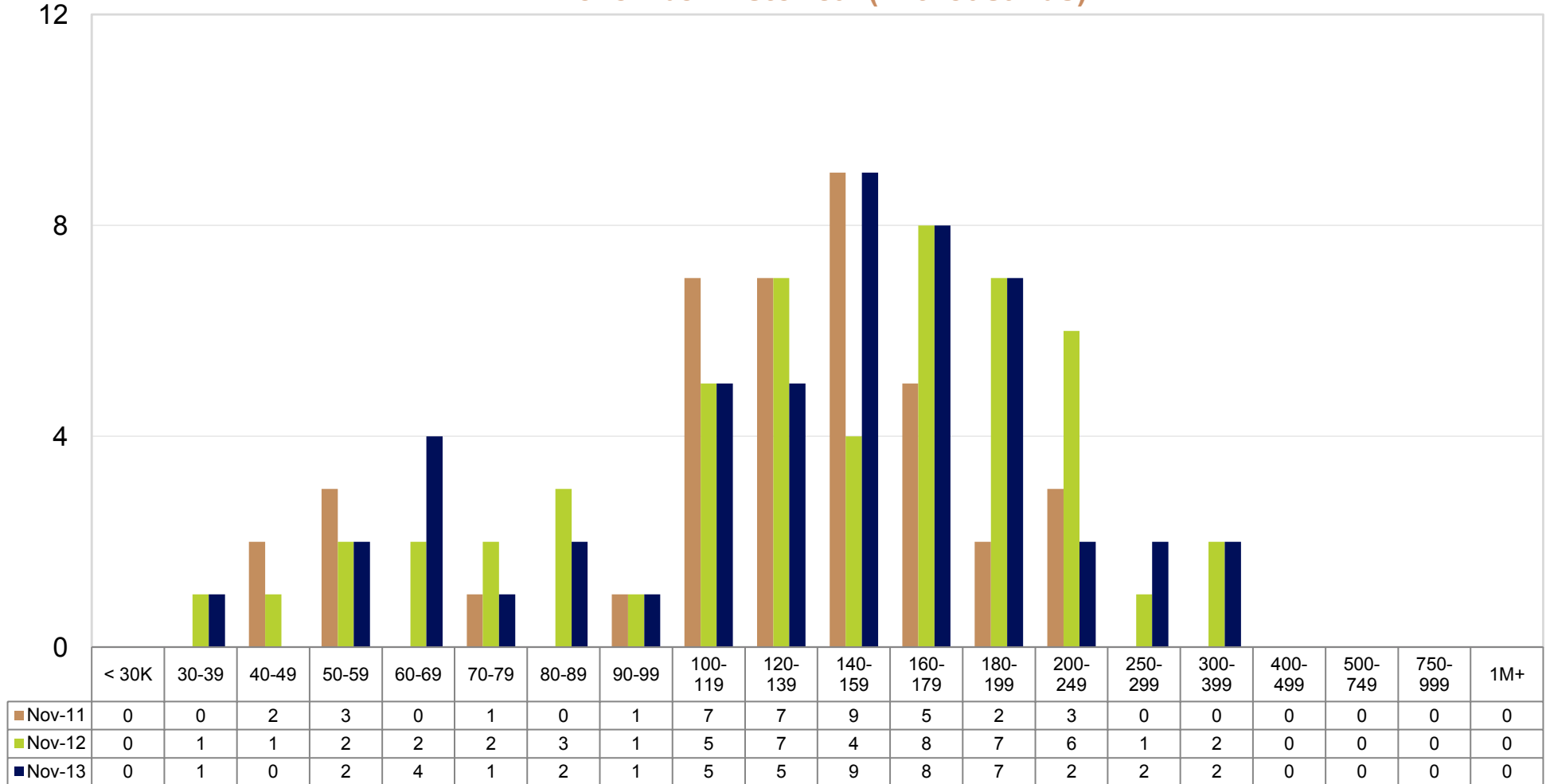
Top Selling Price Range for Detached Homes (for November 2013)

\$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
November historical (in thousands)



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

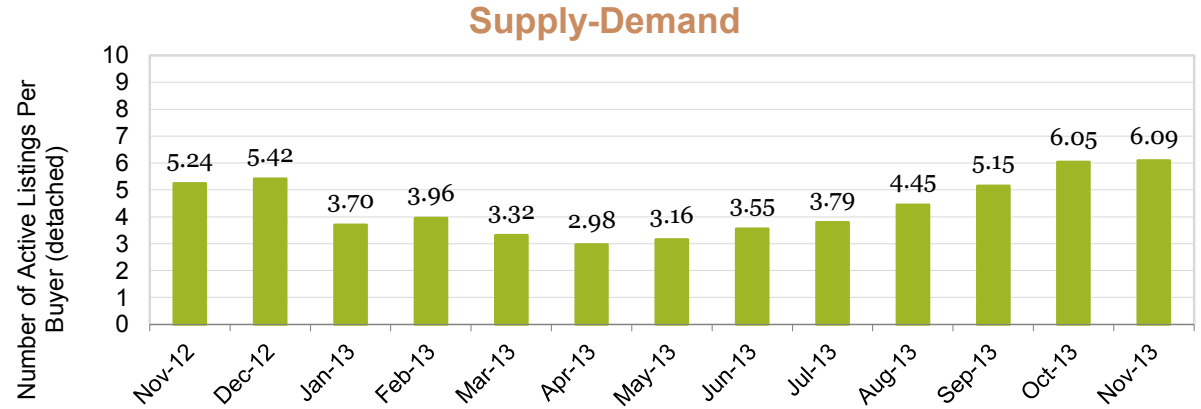
\$140,000 - \$159,999

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

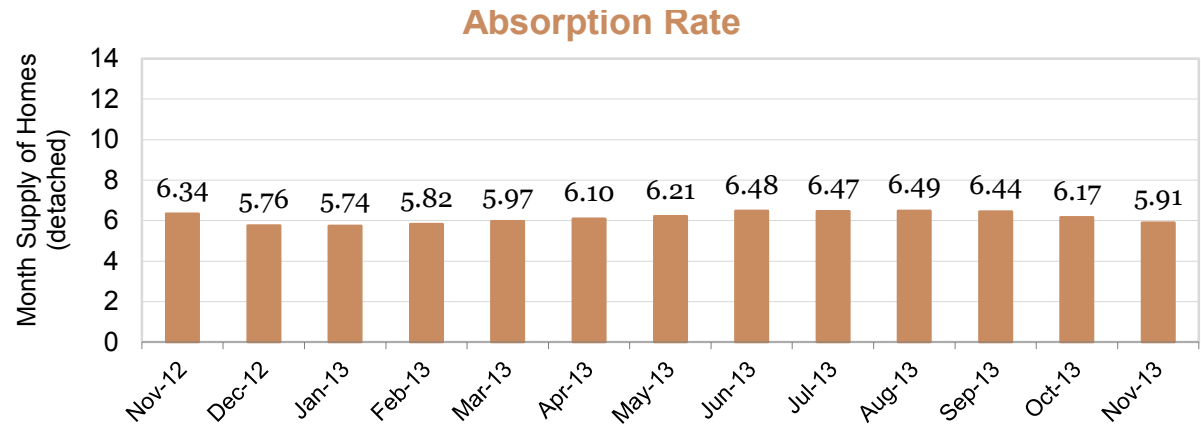
Year	2011	2012	2013
January	6.92	4.52	3.70
February	6.82	4.04	3.96
March	5.34	3.59	3.32
April	5.43	3.58	2.98
May	5.54	3.82	3.16
June	5.43	3.81	3.55
July	6.14	3.88	3.79
August	5.79	4.04	4.45
September	6.15	4.64	5.15
October	5.99	4.53	6.05
November	5.99	5.24	6.09
December	6.90	5.42	



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	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	6.49
September	8.79	6.78	6.44
October	8.21	6.68	6.17
November	7.61	6.34	5.91
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.

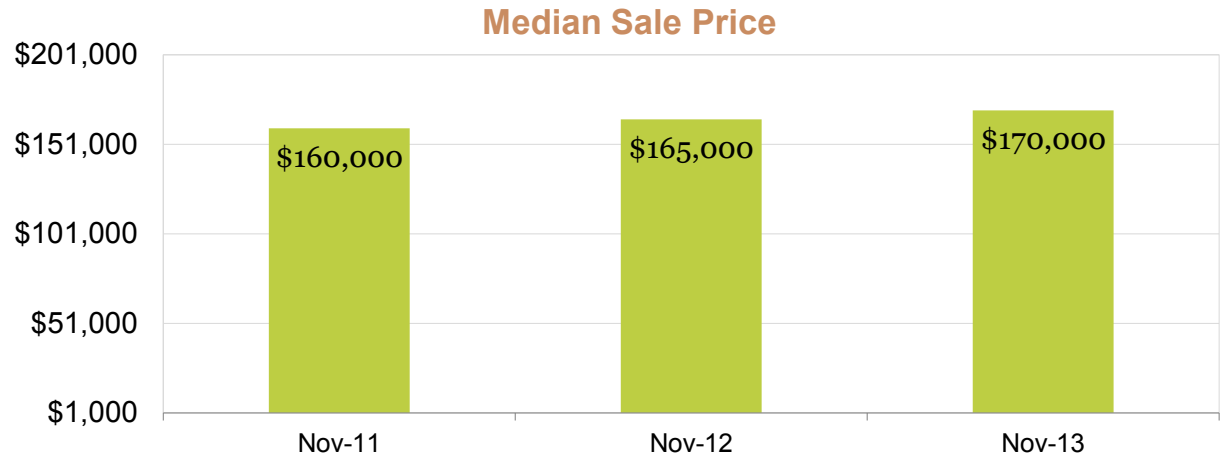
Data is for single-family detached homes

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

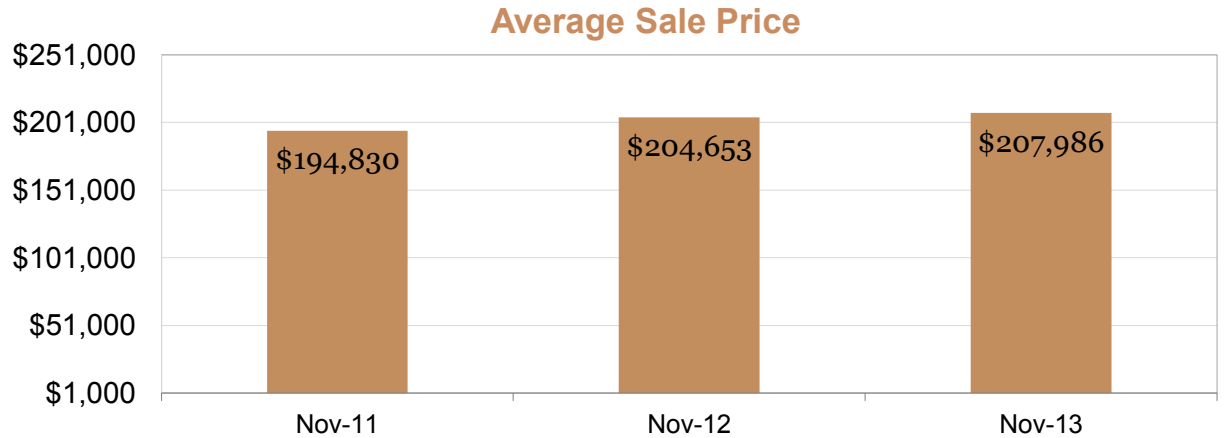
Median Sale Price

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	\$182,500
September	\$171,500	\$172,000	\$177,500
October	\$167,000	\$166,300	\$166,000
November	\$160,000	\$165,000	\$170,000
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	\$223,533
September	\$196,402	\$203,016	\$212,307
October	\$201,874	\$202,827	\$208,152
November	\$194,830	\$204,653	\$207,986
December	\$195,861	\$211,191	



Data is for single-family detached homes

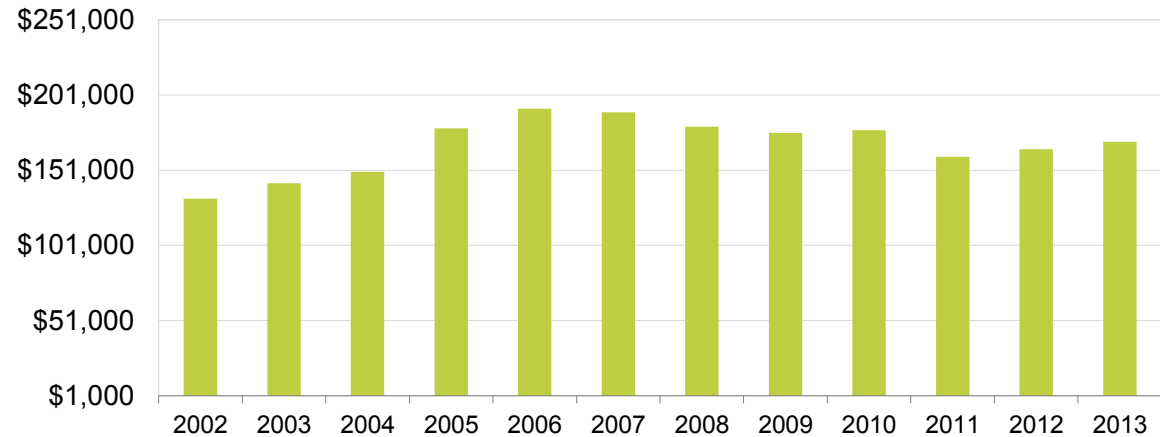
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

November Home Sales Prices - Year to Year

Median Sale Price

Year	Median Sale Price	% Change From Previous Year
2002	\$132,000	1.62%
2003	\$142,250	7.77%
2004	\$150,000	5.45%
2005	\$178,900	19.27%
2006	\$192,000	7.32%
2007	\$189,450	-1.33%
2008	\$180,000	-4.99%
2009	\$175,750	-2.36%
2010	\$177,500	1.00%
2011	\$160,000	-9.86%
2012	\$165,000	3.13%
2013	\$170,000	3.03%

Median Sale Price (November only)



Average Sale Price

Year	Average Sale Price	% Change From Previous Year
2002	\$162,119	5.35%
2003	\$175,542	8.28%
2004	\$181,722	3.52%
2005	\$219,949	21.04%
2006	\$242,061	10.05%
2007	\$233,956	-3.35%
2008	\$212,088	-9.35%
2009	\$209,243	-1.34%
2010	\$220,453	5.36%
2011	\$194,830	-11.62%
2012	\$204,653	5.04%
2013	\$207,986	1.63%

Average Sale Price (November only)



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.

Listing Activity by Zip Code (November)

November 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%	87059	92	3	0.53%	87120	319	55	9.72%
87001	5	1	0.18%	87060	1	0	0.00%	87121	242	61	10.78%
87002	165	12	2.12%	87061	4	1	0.18%	87122	125	12	2.12%
87004	68	7	1.24%	87062	2	0	0.00%	87123	158	21	3.71%
87008	23	2	0.35%	87063	1	0	0.00%	87124	386	48	8.48%
87015	118	6	1.06%	87068	23	1	0.18%	87144	339	52	9.19%
87016	16	0	0.00%	87102	50	10	1.77%	88318	1	0	0.00%
87023	3	0	0.00%	87104	70	11	1.94%				
87026	4	0	0.00%	87105	135	18	3.18%				
87031	211	30	5.30%	87106	67	12	2.12%				
87032	2	0	0.00%	87107	153	15	2.65%				
87035	28	2	0.35%	87108	82	13	2.30%				
87036	18	1	0.18%	87109	78	15	2.65%				
87042	10	4	0.71%	87110	133	18	3.18%				
87043	101	1	0.18%	87111	206	29	5.12%				
87047	72	2	0.35%	87112	181	25	4.42%				
87048	100	6	1.06%	87113	67	10	1.77%				
87056	6	1	0.18%	87114	381	61	10.78%				

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.

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

Market Overview

2013		(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	Oct	1,249	1,178	6.03%	136	127	7.09%	15,089	13,346	13.06%
	Nov	1,091	914	19.37%	96	85	12.94%	16,276	14,345	13.46%
	Dec		799			85			15,229	
Pending Sales	Oct	762	900	-15.33%	82	80	2.50%	11,470	10,579	8.42%
	Nov	729	779	-6.42%	53	72	-26.39%	12,252	11,430	7.19%
	Dec		720			70			12,220	
Closed Sales	Oct	723	673	7.43%	66	59	11.86%	8,217	6,905	19.00%
	Nov	566	552	2.54%	51	52	-1.92%	8,834	7,509	17.65%
	Dec		607			54			8,170	
Dollar Volume of Closed Sales (in millions)	Oct	\$155.0	\$136.5	13.55%	\$10.0	\$8.1	23.46%	\$1,673.1	\$1,367.3	22.37%
	Nov	\$117.7	\$113.0	4.16%	\$7.6	\$7.8	-2.56%	\$1,798.4	\$1,488.1	20.85%
	Dec		\$128.2			\$7.3			\$1,623.6	
Median Sales Price	Oct	\$166,000	\$166,300	-0.18%	\$141,250	\$132,000	7.01%			
	Nov	\$170,000	\$165,000	3.03%	\$150,000	\$146,188	2.61%	--	--	--
	Dec		\$169,500			\$125,000				
Average Sales Price	Oct	\$208,152	\$202,827	2.63%	\$150,922	\$136,820	10.31%			
	Nov	\$207,986	\$204,653	1.63%	\$149,266	\$150,675	-0.94%	--	--	--
	Dec		\$211,191			\$134,415				
Total Active Listings Available	Oct	4,439	4,083	8.72%	429	437	-1.83%			
	Nov	4,255	3,902	9.05%	402	420	-4.29%	--	--	--
	Dec		3,587			393				
Average Days on Market	Oct	62	68	-8.82%	60	57	5.26%			
	Nov	61	66	-7.58%	62	67	-7.46%	--	--	--
	Dec		70			80				

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	Oct	818	771	6.10%	New Listings	Oct	219	194	12.89%
	Nov	686	589	16.47%		Nov	216	164	31.71%
	Dec		456			Dec		193	
Pending Sales	Oct	521	625	-16.64%	Pending Sales	Oct	125	166	-24.70%
	Nov	488	543	-10.13%		Nov	125	121	3.31%
	Dec		493			Dec		140	
Closed Sales	Oct	468	481	-2.70%	Closed Sales	Oct	136	105	29.52%
	Nov	386	403	-4.22%		Nov	99	78	26.92%
	Dec		437			Dec		101	
Median Sales Price	Oct	\$170,000	\$164,000	3.66%	Median Sales Price	Oct	\$145,000	\$167,500	-13.43%
	Nov	\$171,000	\$165,000	3.64%		Nov	\$161,000	\$158,500	1.58%
	Dec		\$169,900			Dec		\$154,000	
Average Sales Price	Oct	\$208,229	\$199,668	4.29%	Average Sales Price	Oct	\$159,544	\$188,785	-15.49%
	Nov	\$211,527	\$208,615	1.40%		Nov	\$192,817	\$172,107	12.03%
	Dec		\$214,551			Dec		\$173,796	
Total Active	Oct	2,547	2,340	8.85%	Total Active	Oct	733	615	19.19%
	Nov	2,446	2,241	9.15%		Nov	727	629	15.58%
	Dec		2,018			Dec		619	
Average Days on Market	Oct	62	65	-4.62%	Average Days on Market	Oct	64	63	1.59%
	Nov	66	62	6.45%		Nov	79	53	49.06%
	Dec		66			Dec		74	

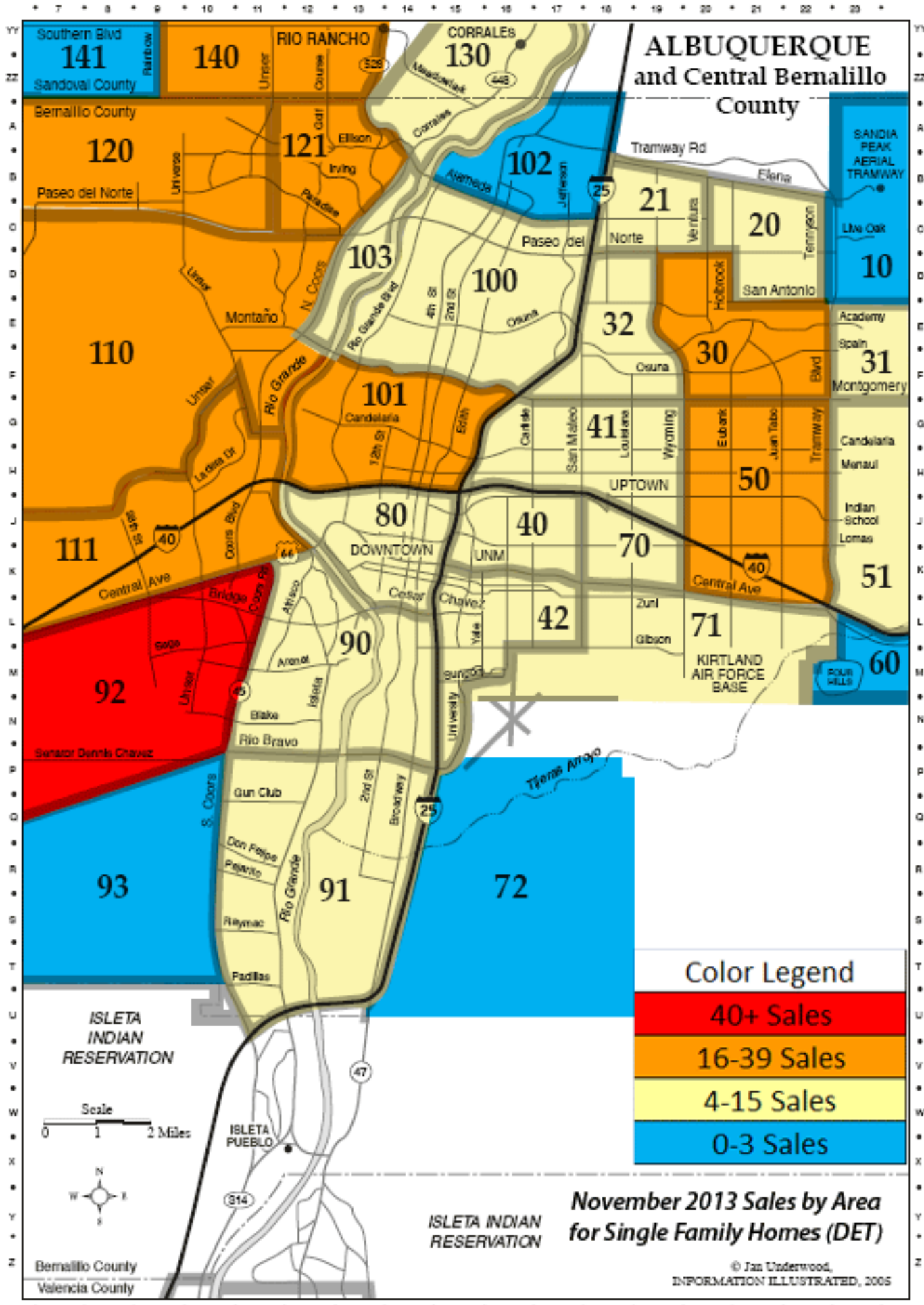
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Market Comparison

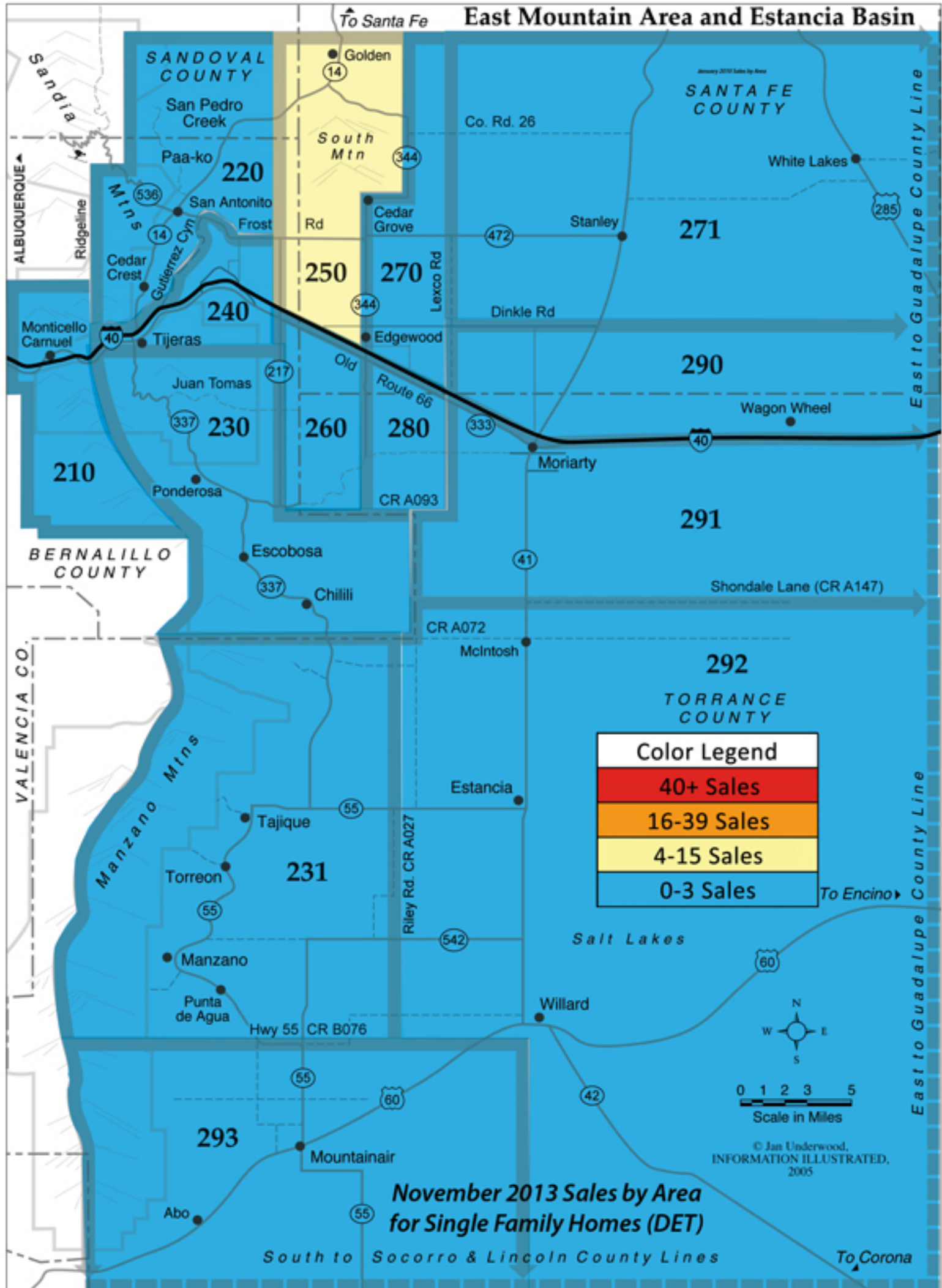
East Mountains/Estancia Basin & Valencia County

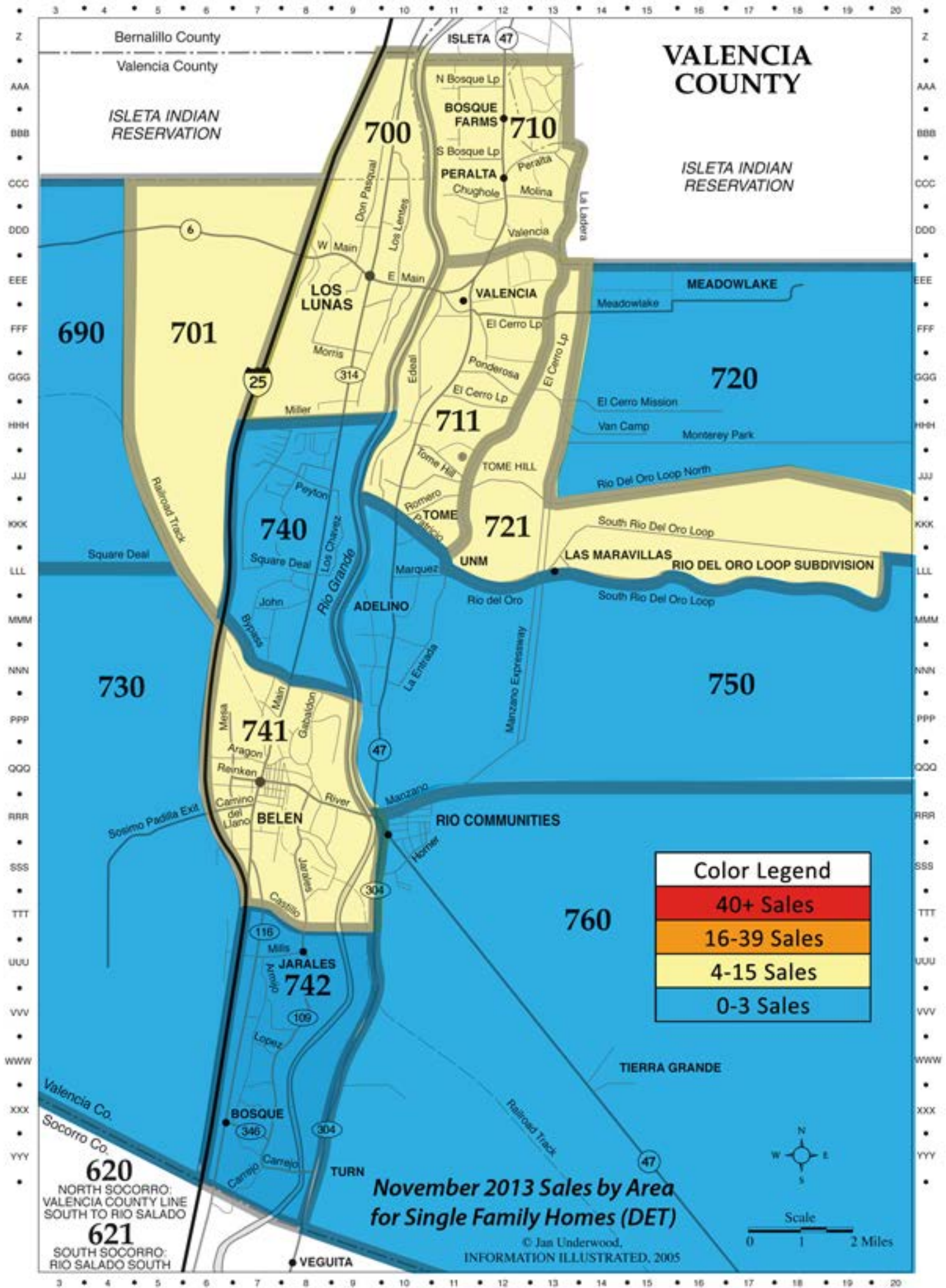
East Mountains & Estancia Basin		(DET) 2013	(DET) 2012	Percent Change	Valencia County		(DET) 2013	(DET) 2012	Percent Change
New Listings	Oct	76	58	31.03%	New Listings	Oct	86	99	-13.13%
	Nov	49	54	-9.26%		Nov	87	72	20.83%
	Dec		49			Dec		67	
Pending Sales	Oct	27	31	-12.90%	Pending Sales	Oct	53	60	-11.67%
	Nov	39	42	-7.14%		Nov	50	49	2.04%
	Dec		28			Dec		37	
Closed Sales	Oct	34	28	21.43%	Closed Sales	Oct	59	33	78.79%
	Nov	18	18	0.00%		Nov	47	33	42.42%
	Dec		24			Dec		25	
Median Sales Price	Oct	\$235,200	\$196,250	19.85%	Median Sales Price	Oct	\$110,000	\$140,000	-21.43%
	Nov	\$187,500	\$232,250	-19.27%		Nov	\$155,000	\$119,900	29.27%
	Dec		\$233,000			Dec		\$142,500	
Average Sales Price	Oct	\$265,634	\$223,550	18.83%	Average Sales Price	Oct	\$128,717	\$154,770	-16.83%
	Nov	\$198,206	\$232,158	-14.62%		Nov	\$166,290	\$127,586	30.34%
	Dec		\$248,561			Dec		\$153,437	
Total Active	Oct	439	412	6.55%	Total Active	Oct	425	424	0.24%
	Nov	390	367	6.27%		Nov	420	423	-0.71%
	Dec		326			Dec		406	
Average Days on Market	Oct	116	92	26.09%	Average Days on Market	Oct	75	85	-11.76%
	Nov	104	114	-8.77%		Nov	97	116	-16.38%
	Dec		92			Dec		99	

the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.



East Mountain Area and Estancia Basin





VALENCIA COUNTY

ISLETA INDIAN RESERVATION

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

Valencia Co.
Socorro Co.

620
NORTH SOCORRO:
VALENCIA COUNTY LINE
SOUTH TO RIO SALADO

621
SOUTH SOCORRO:
RIO SALADO SOUTH

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

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