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## Monthly Highlights

- Detached home sales in October rose 9.48 percent from the previous month and 24.12 percent from the previous year.
- The median sales price for detached homes sales in October was at \$167,000, down 7.22 percent from the previous year.
- Pending home sales for single-family detached homes rose from the previous year by 19.85 percent.

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## Contact

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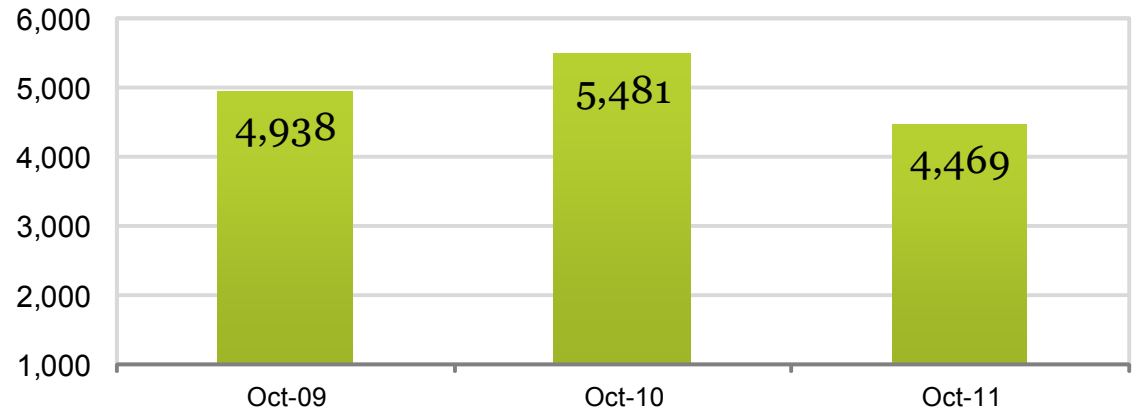
Email [president@gaar.com](mailto:president@gaar.com)

# Market Inventory

## Detached Historical

Year	2009	2010	2011
January	5,309	4,766	4,791
February	5,373	4,929	4,823
March	5,342	5,091	4,906
April	5,399	5,069	4,981
May	5,422	5,438	5,068
June	5,480	5,723	5,008
July	5,476	5,803	5,082
August	5,299	5,759	4,973
September	5,156	5,759	4,703
October	4,938	5,481	4,469
November	4,834	5,110	
December	4,630	4,794	

## Detached homes on market

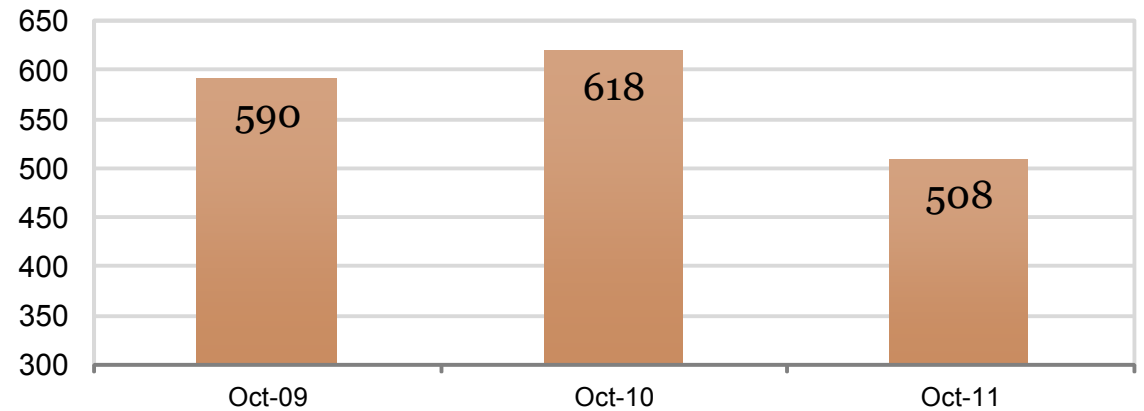


Detached represents existing single-family detached homes

## Attached Historical

Year	2009	2010	2011
January	616	566	505
February	664	589	511
March	653	626	538
April	655	582	530
May	660	607	557
June	634	623	544
July	652	668	554
August	603	649	538
September	598	617	546
October	590	618	508
November	579	574	
December	546	526	

## 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)

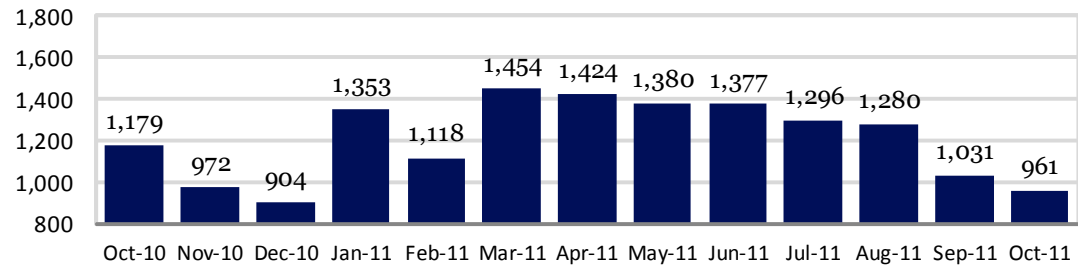
## Market Activity

Month	New	Pending	Closed
Oct-10	1,179	655	456
Nov-10	972	589	469
Dec-10	904	540	505
Jan-11	1,353	693	363
Feb-11	1,118	703	410
Mar-11	1,454	903	570
Apr-11	1,424	903	567
May-11	1,380	899	632
Jun-11	1,377	934	658
Jul-11	1,296	815	625
Aug-11	1,280	878	646
Sep-11	1,031	809	517
Oct-11	961	785	566

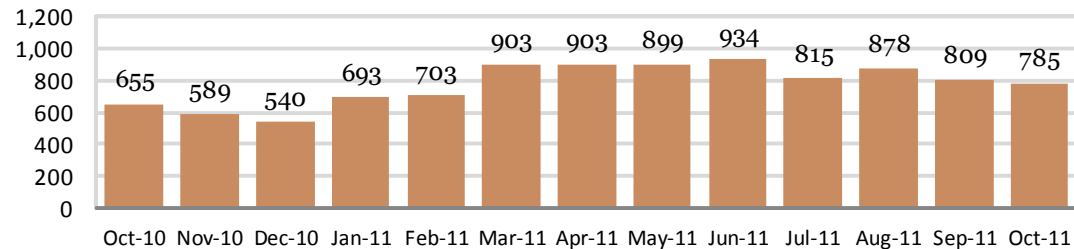
## Change from last month/year

	Oct-11	Sep-11	Oct-10
New	961	1,031	1,179
% Change	-	<b>-6.79%</b>	<b>-18.49%</b>
Pending	785	809	655
% Change	-	<b>-2.97%</b>	<b>19.85%</b>
Closed	566	517	456
% Change	-	<b>9.48%</b>	<b>24.12%</b>

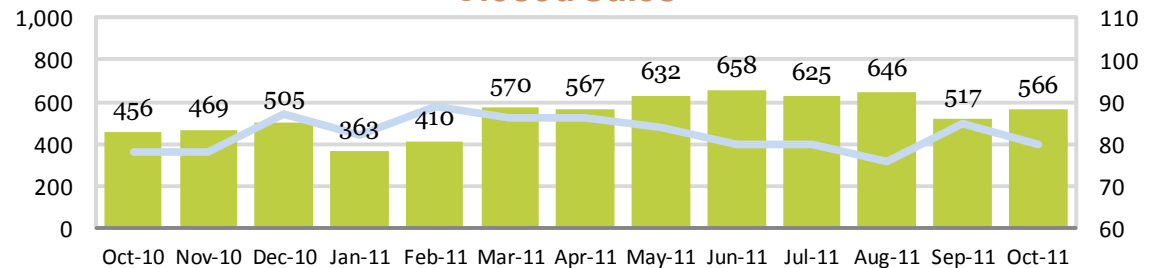
## New Listings



## Pending Sales



## Closed Sales



Closed Sales chart also shows average days on market, indicated by a line. The average days on market for October 2011 detached sales was 80.

Data is for single-family detached homes

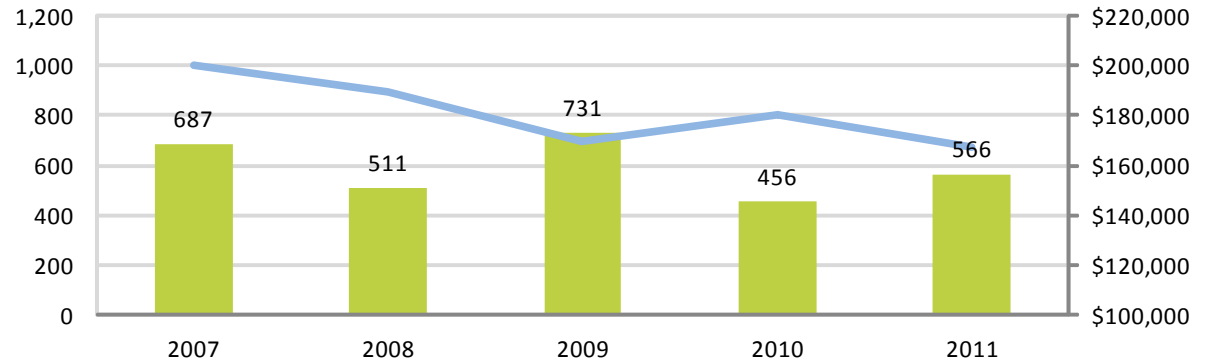
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Homes Sales by Market Area

## Single-family detached sales

MLS Area	Area Name	Oct-10	Oct-11
10-121	Albuquerque	298	388
130	Corrales	4	5
140-162	Rio Rancho	75	100
180	Bernalillo	10	4
190	Placitas	4	9
210-293	E. Mountains	31	34
690-760	Valencia Co.	34	26
Total	All	456	566

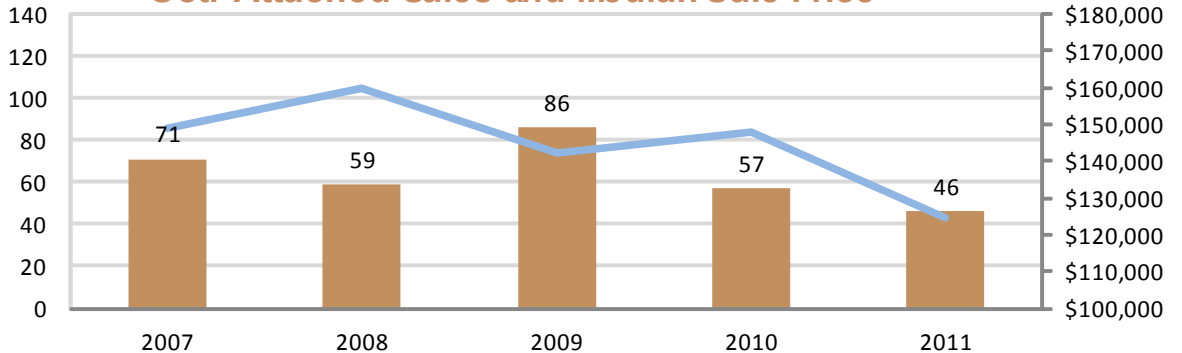
## Oct. Detached Sales and Median Sale Price



## Condo/townhome (attached) sales

MLS Area	Area Name	Oct-10	Oct-11
10-121	Albuquerque	50	39
130	Corrales	0	1
140-162	Rio Rancho	5	3
180	Bernalillo	0	1
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	2	2
Total	All	57	46

## Oct. Attached Sales and Median Sale Price



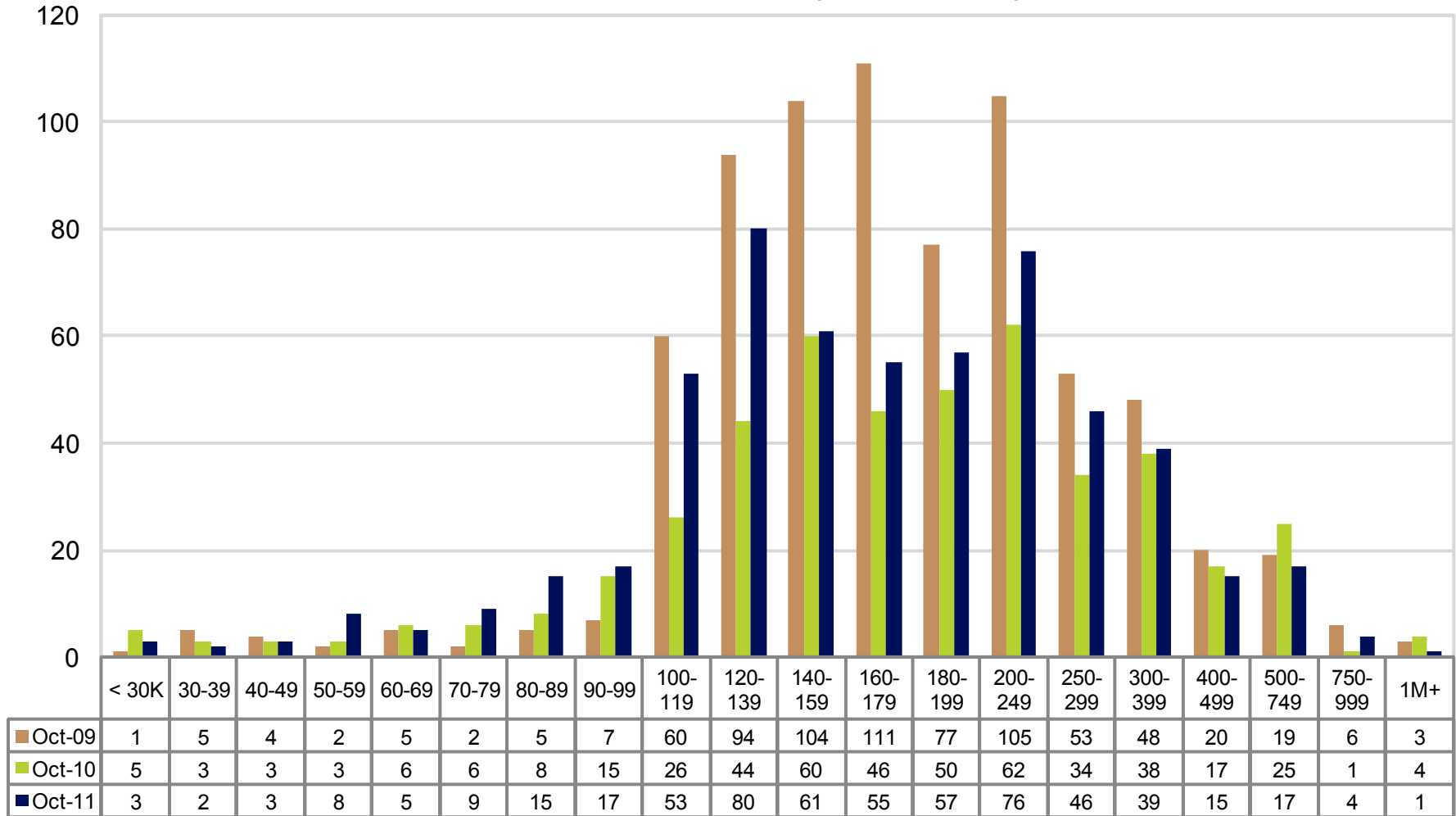
MLS Areas 210-293 include East Mountains and Estancia Basin.  
 MLS Areas 690-760 include Belen, Los Lunas, Bosque Farms.

Line on charts represents monthly 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  
October historical (in thousands)



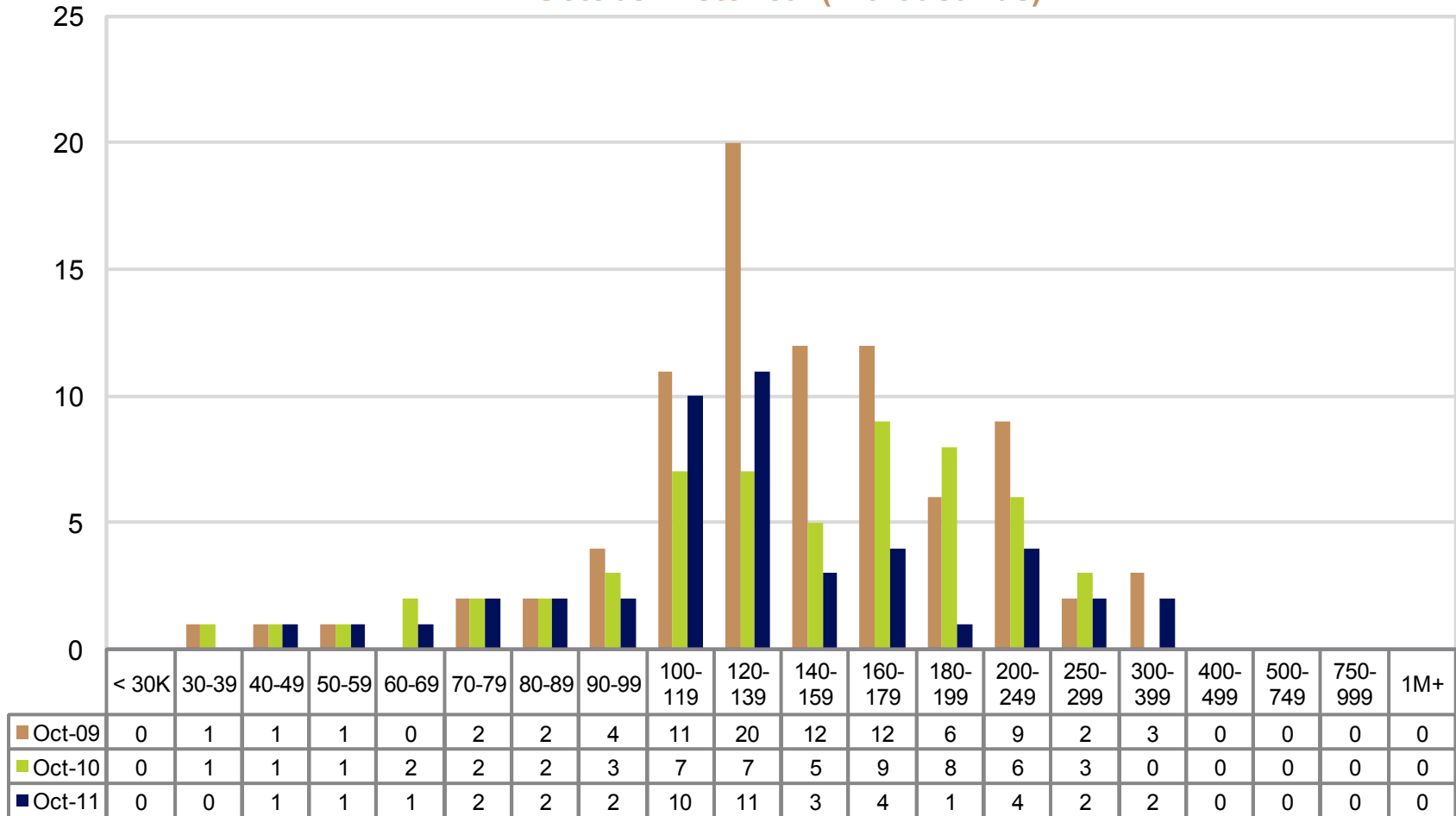
Top Selling Price Range for Detached Homes (for October 2011)

**\$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.

# Closed Sales by Price

Attached Sales by Price  
October historical (in thousands)



Top Selling Price Ranges for Attached Homes (for October 2011)

**\$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.

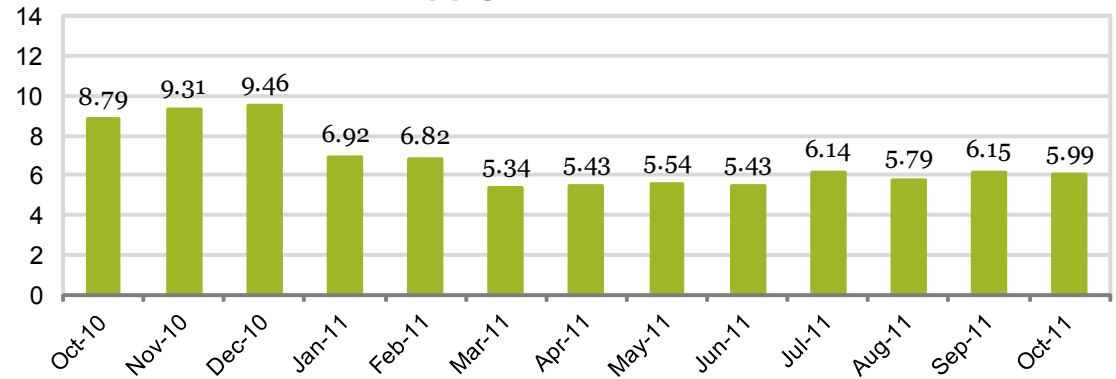
# Market Indicators

## Supply-Demand

Year	2009	2010	2011
January	9.15	6.26	6.92
February	10.02	6.12	6.82
March	7.18	4.58	5.34
April	6.39	4.01	5.43
May	6.31	7.48	5.54
June	5.81	7.46	5.43
July	6.26	7.61	6.14
August	5.55	7.56	5.79
September	5.74	8.77	6.15
October	5.73	8.79	5.99
November	8.30	9.31	
December	10.16	9.46	

Number of Active Listings Per Buyer (detached)

## Supply-Demand



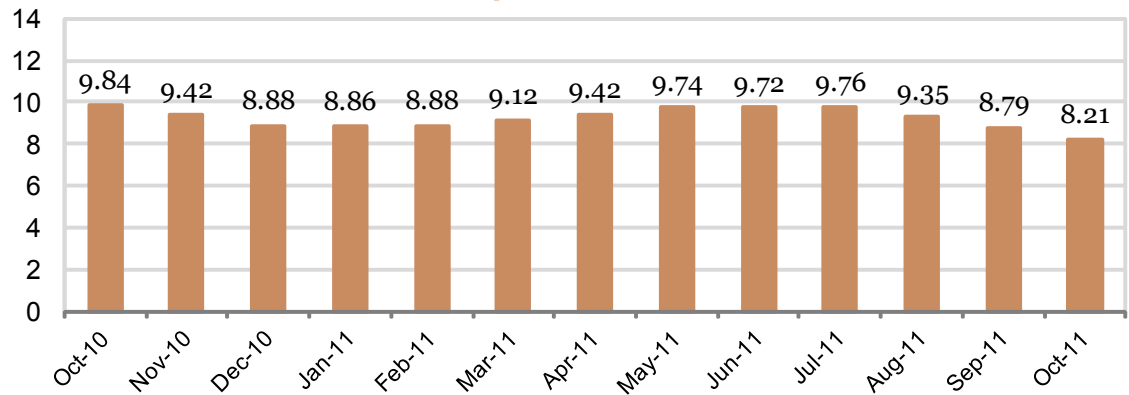
The Supply-Demand Ratio is calculated by dividing the number of homes for sale (listings available) by the number of total pending sales for that month. The higher the ratio, the more supply there is relative to demand.

## Absorption Rate

Year	2009	2010	2011
January	9.38	8.37	8.86
February	9.76	8.61	8.88
March	9.94	8.68	9.12
April	10.21	8.48	9.42
May	10.43	8.89	9.74
June	10.69	9.27	9.72
July	10.63	9.63	9.76
August	10.32	9.67	9.35
September	9.95	9.93	8.79
October	9.20	9.84	8.21
November	8.69	9.42	
December	8.16	8.88	

Month Supply of Homes (detached)

## Absorption Rate



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.

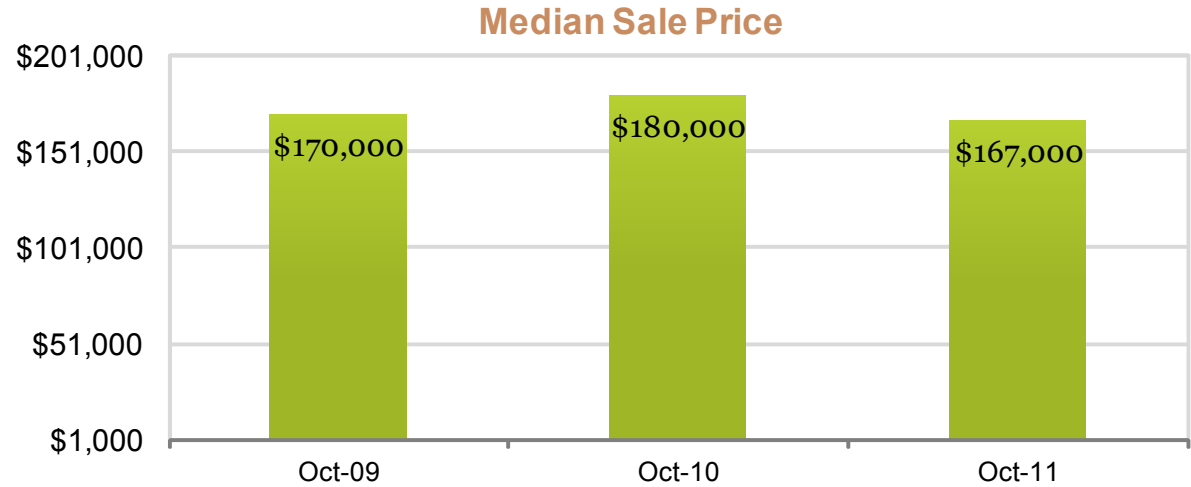
Data is for single-family detached homes

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

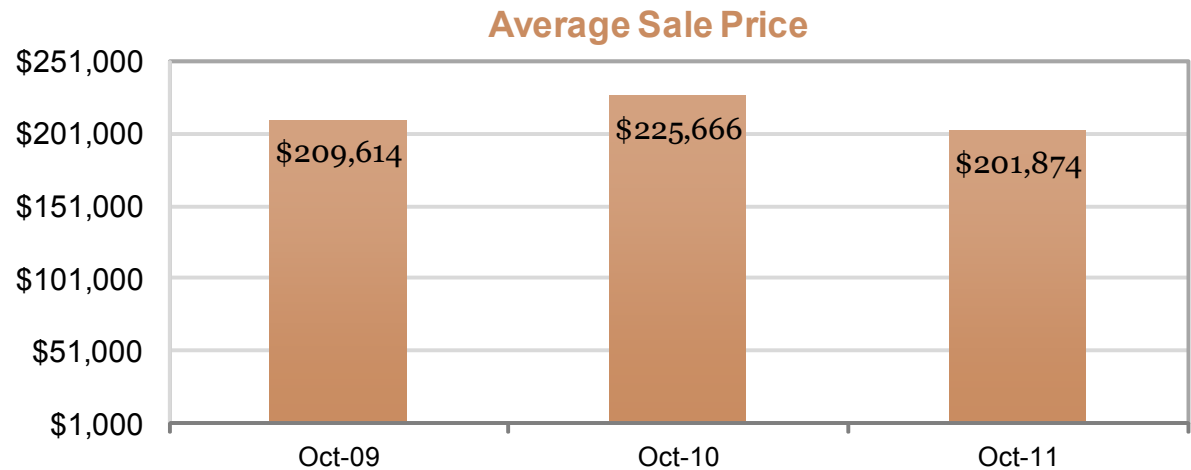
## Median Sale Price

Year	2009	2010	2011
January	\$175,000	\$172,240	\$172,000
February	\$184,900	\$169,950	\$171,750
March	\$184,500	\$175,000	\$162,000
April	\$175,500	\$175,000	\$165,000
May	\$184,750	\$175,000	\$165,000
June	\$185,800	\$181,000	\$166,500
July	\$185,000	\$186,000	\$178,000
August	\$186,000	\$182,500	\$163,808
September	\$179,900	\$183,000	\$171,500
October	\$170,000	\$180,000	\$167,000
November	\$175,750	\$177,500	
December	\$175,875	\$178,433	



## Average Sale Price

Year	2009	2010	2011
January	\$214,872	\$205,624	\$201,239
February	\$209,515	\$206,654	\$220,299
March	\$218,543	\$211,049	\$199,683
April	\$206,070	\$205,601	\$196,321
May	\$222,070	\$210,406	\$198,091
June	\$222,183	\$219,723	\$207,042
July	\$224,271	\$230,213	\$210,788
August	\$211,969	\$221,379	\$197,671
September	\$209,987	\$217,677	\$196,402
October	\$209,614	\$225,666	\$201,874
November	\$209,243	\$220,453	
December	\$216,687	\$217,416	



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.

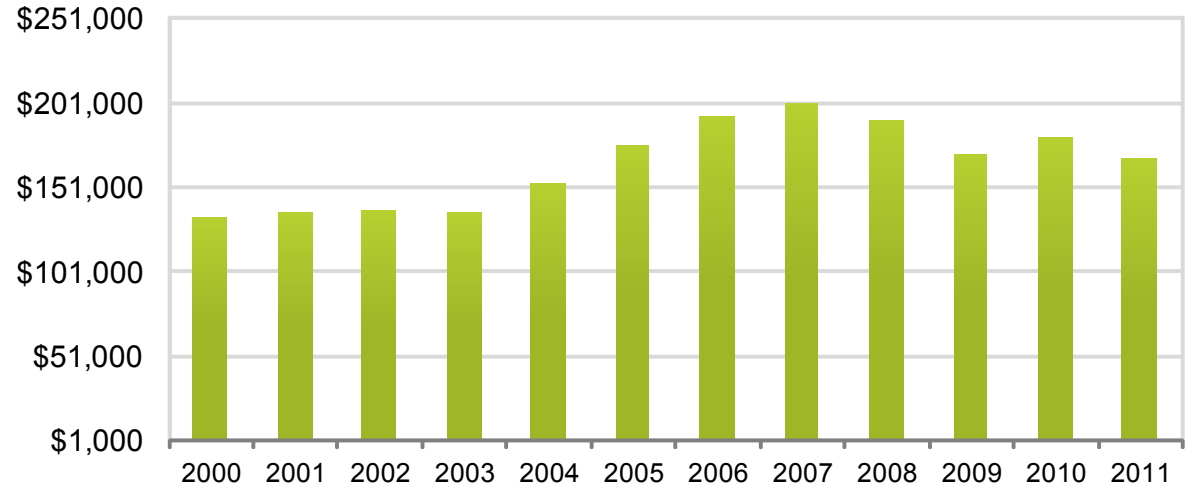


# Oct. Home Sales Prices - Year to Year

## Median Sale Price

Oct.	Median Sale Price	% Change From Previous Year
2000	\$132,700	2.16%
2001	\$135,300	1.96%
2002	\$136,250	0.70%
2003	\$135,300	-0.70%
2004	\$152,500	12.71%
2005	\$175,200	14.89%
2006	\$192,000	9.59%
2007	\$200,000	4.17%
2008	\$189,417	-5.29%
2009	\$170,000	-10.25%
2010	\$180,000	5.88%
2011	\$167,000	-7.22%

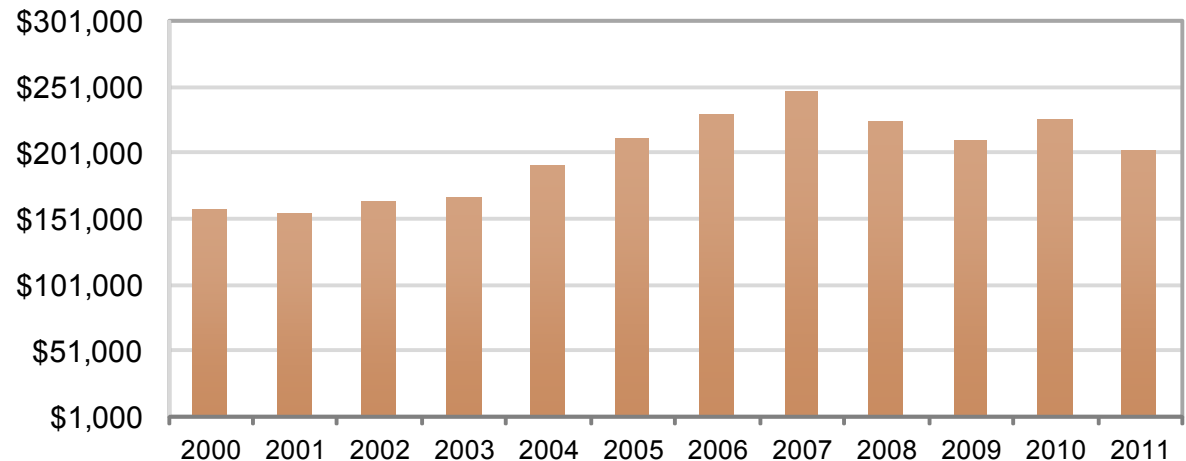
## Median Sale Price



## Average Sale Price

Oct.	Average Sale Price	% Change From Previous Year
2000	\$157,155	4.03%
2001	\$155,470	-1.07%
2002	\$163,214	4.98%
2003	\$165,743	1.55%
2004	\$190,242	14.78%
2005	\$211,330	11.08%
2006	\$229,163	8.44%
2007	\$246,522	7.57%
2008	\$224,270	-9.03%
2009	\$209,614	-6.53%
2010	\$225,666	7.66%
2011	\$201,874	-10.54%

## Average Sale Price



Data is for single-family detached homes

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# Market Overview

<b>2011</b>		(DET) 2011	(DET) 2010	Percent Change	(ATT) 2011	(ATT) 2010	Percent Change	(DET+ATT) 2011 Year-to- Date	(DET+ATT) 2010 Year-to- Date	Percent Change
New Listings	Oct	961	1,179	-18.49%	102	137	-25.55%	13,986	16,432	-14.89%
	Nov		972			113			17,517	
	Dec		904			87			18,508	
Pending Sales	Oct	785	655	19.85%	84	61	37.70%	9,030	8,920	1.23%
	Nov		589			60			9,569	
	Dec		540			56			10,165	
Closed Sales	Oct	566	456	24.12%	46	57	-19.30%	6,045	6,108	-1.03%
	Nov		469			49			6,626	
	Dec		505			50			7,181	
Dollar Volume of Closed Sales (in millions)	Oct	\$114.3	\$102.9	11.08%	\$6.5	\$8.5	-23.53%	\$1,193.2	\$1,275.0	-6.42%
	Nov		\$103.4			\$7.5			\$1,385.9	
	Dec		\$109.8			\$6.9			\$1,502.6	
Median Sales Price	Oct	\$167,000	\$180,000	-7.22%	\$124,500	\$148,000	-15.88%	--	--	--
	Nov		\$177,500			\$155,000			--	
	Dec		\$178,433			\$130,000			--	
Average Sales Price	Oct	\$201,874	\$225,666	-10.54%	\$141,693	\$149,574	-5.27%	--	--	--
	Nov		\$220,453			\$152,363			--	
	Dec		\$217,416			\$137,544			--	
Total Active Listings Available	Oct	4,469	5,481	-18.46%	508	618	-17.80%	--	--	--
	Nov		5,110			574			--	
	Dec		4,794			526			--	
Average Days on Market	Oct	80	78	2.56%	85	76	11.84%	--	--	--
	Nov		78			96			--	
	Dec		87			117			--	

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) 2011	(DET) 2010	Percent Change	City of Rio Rancho		(DET) 2011	(DET) 2010	Percent Change
New Listings	Oct	618	785	-21.27%	New Listings	Oct	162	178	-8.99%
	Nov		627			Nov		184	
	Dec		570			Dec		189	
Pending Sales	Oct	562	461	21.91%	Pending Sales	Oct	125	105	19.05%
	Nov		393			Nov		113	
	Dec		367			Dec		90	
Closed Sales	Oct	388	298	30.20%	Closed Sales	Oct	100	75	33.33%
	Nov		328			Nov		70	
	Dec		342			Dec		94	
Median Sales Price	Oct	\$168,750	\$182,633	-7.60%	Median Sales Price	Oct	\$166,000	\$189,000	-12.17%
	Nov		\$175,000			Nov		\$162,250	
	Dec		\$176,250			Dec		\$168,250	
Average Sales Price	Oct	\$201,792	\$235,302	-14.24%	Average Sales Price	Oct	\$183,315	\$208,037	-11.88%
	Nov		\$218,573			Nov		\$192,527	
	Dec		\$214,481			Dec		\$185,016	
Total Active	Oct	2,681	3,386	-20.82%	Total Active	Oct	674	869	-22.44%
	Nov		3,148			Nov		831	
	Dec		2,947			Dec		841	
Average Days on Market	Oct	78	78	0.00%	Average Days on Market	Oct	73	71	2.82%
	Nov		75			Nov		74	
	Dec		84			Dec		84	

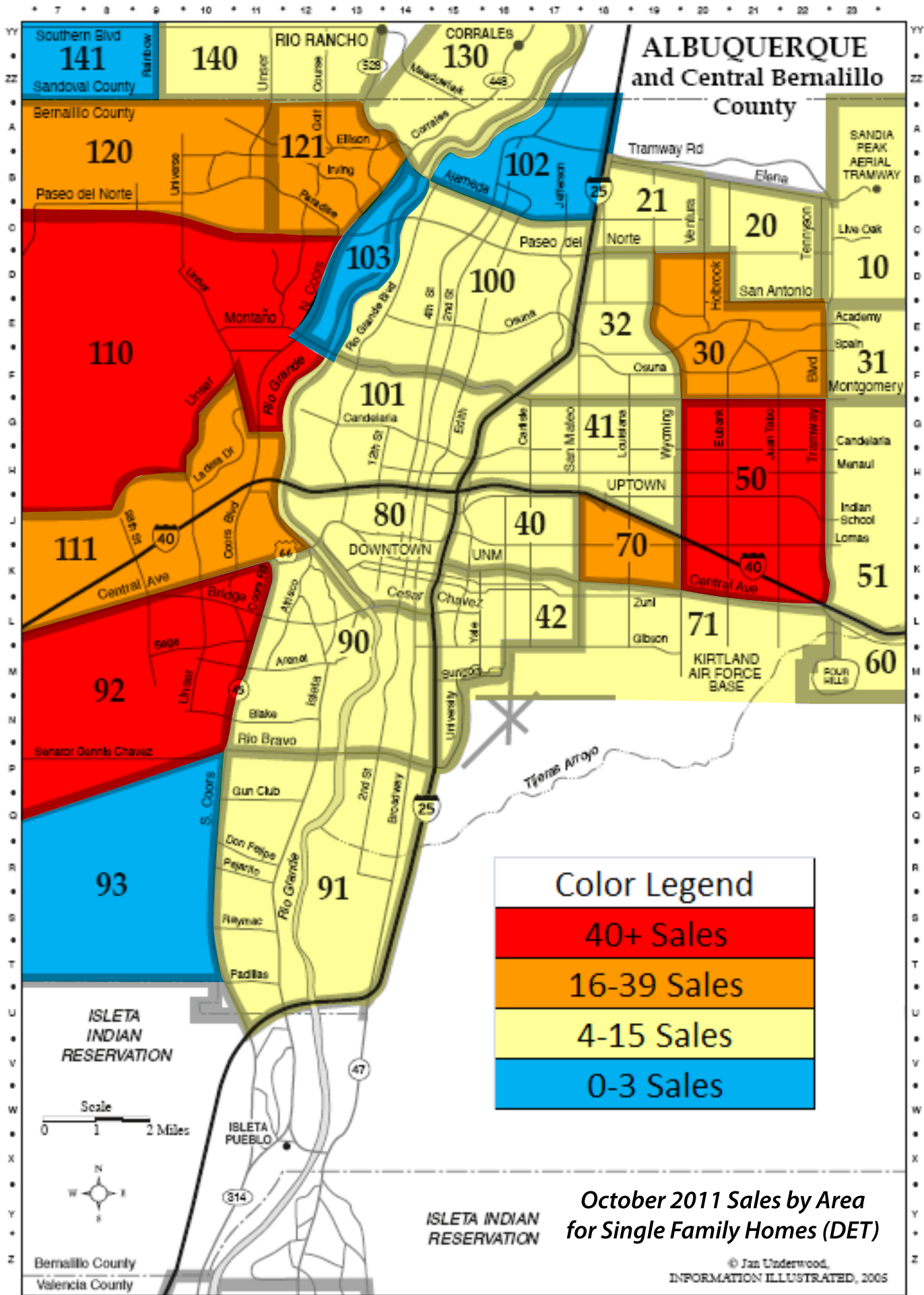
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Market Comparison

## East Mountains/Estancia Basin & Valencia County

East Mountains & Estancia Basin		(DET) 2011	(DET) 2010	Percent Change	Valencia County		(DET) 2011	(DET) 2010	Percent Change
New Listings	<b>Oct</b>	<b>63</b>	<b>67</b>	<b>-5.97%</b>	New Listings	<b>Oct</b>	<b>70</b>	<b>90</b>	<b>-22.22%</b>
	Nov		48	-		Nov		74	-
	Dec		40	-		Dec		71	-
Pending Sales	<b>Oct</b>	<b>31</b>	<b>33</b>	<b>-6.06%</b>	Pending Sales	<b>Oct</b>	<b>45</b>	<b>33</b>	<b>36.36%</b>
	Nov		17	-		Nov		31	-
	Dec		22	-		Dec		39	-
Closed Sales	<b>Oct</b>	<b>34</b>	<b>31</b>	<b>9.68%</b>	Closed Sales	<b>Oct</b>	<b>26</b>	<b>34</b>	<b>-23.53%</b>
	Nov		24	-		Nov		26	-
	Dec		21	-		Dec		29	-
Median Sales Price	<b>Oct</b>	<b>\$214,750</b>	<b>\$176,000</b>	<b>22.02%</b>	Median Sales Price	<b>Oct</b>	<b>\$100,000</b>	<b>\$128,700</b>	<b>-22.30%</b>
	Nov		\$227,650	-		Nov		\$159,995	-
	Dec		\$225,000	-		Dec		\$169,000	-
Average Sales Price	<b>Oct</b>	<b>\$242,770</b>	<b>\$205,635</b>	<b>18.06%</b>	Average Sales Price	<b>Oct</b>	<b>\$97,290</b>	<b>\$140,734</b>	<b>-30.87%</b>
	Nov		\$259,899	-		Nov		\$158,546	-
	Dec		\$236,567	-		Dec		\$199,307	-
Total Active	<b>Oct</b>	<b>399</b>	<b>447</b>	<b>-10.74%</b>	Total Active	<b>Oct</b>	<b>430</b>	<b>494</b>	<b>-12.96%</b>
	Nov		399	-		Nov		471	-
	Dec		339	-		Dec		438	-
Average Days on Market	<b>Oct</b>	<b>94</b>	<b>91</b>	<b>3.30%</b>	Average Days on Market	<b>Oct</b>	<b>111</b>	<b>71</b>	<b>56.34%</b>
	Nov		80	-		Nov		92	-
	Dec		113	-		Dec		82	-

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



141

140

RIO RANCHO

130

ALBUQUERQUE and Central Bernalillo County

120

121

102

21

20

10

110

103

100

32

30

31

111

101

80

40

70

50

51

92

90

42

71

60

93

91

Color Legend

40+ Sales

16-39 Sales

4-15 Sales

0-3 Sales

ISLETA INDIAN RESERVATION

Scale 0 1 2 Miles



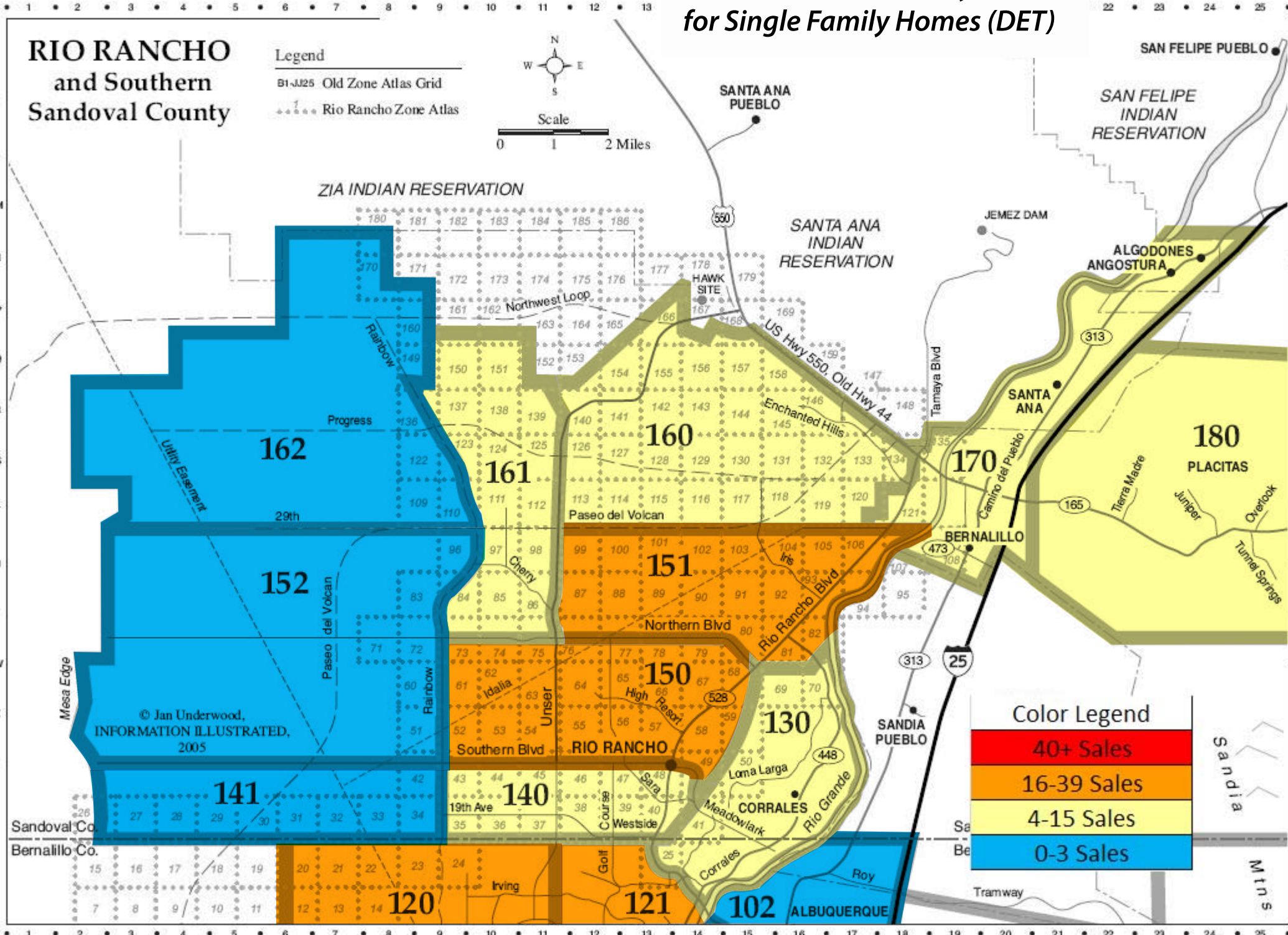
ISLETA PUEBLO

ISLETA INDIAN RESERVATION

October 2011 Sales by Area for Single Family Homes (DET)

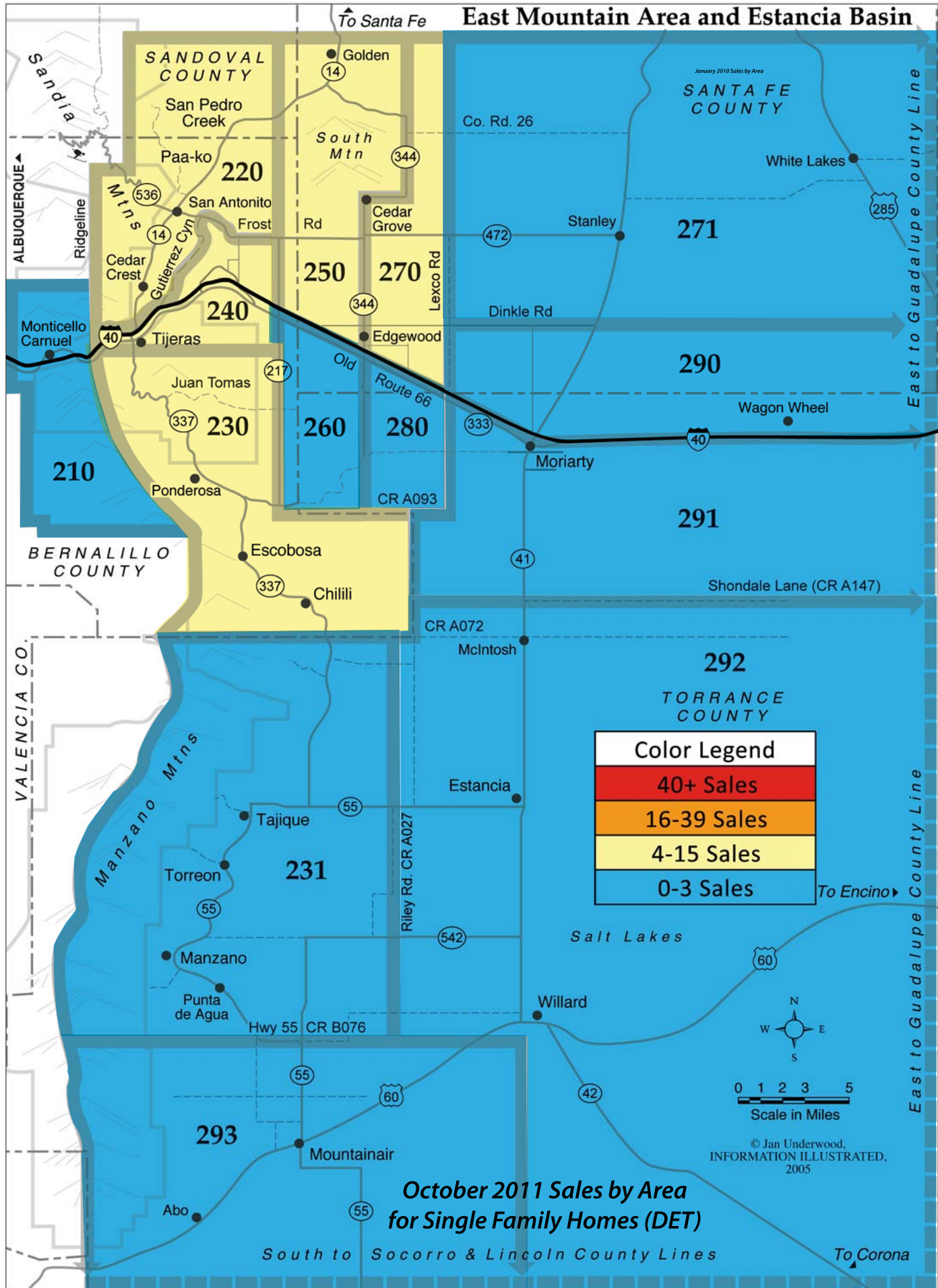
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# October 2011 Sales by Area for Single Family Homes (DET)



# East Mountain Area and Estancia Basin

January 2010 Sales by Area



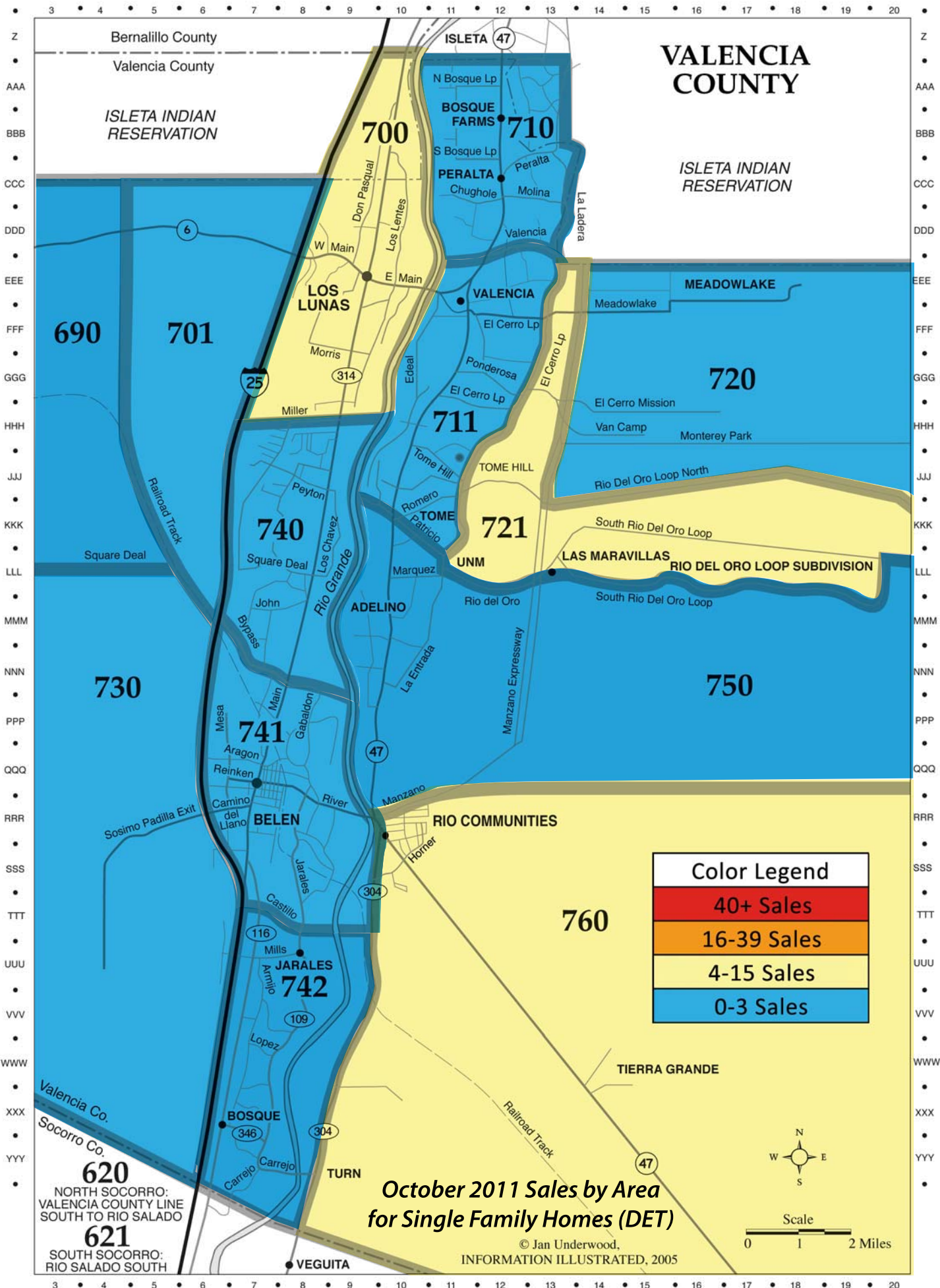
Color Legend	
40+ Sales	[Red]
16-39 Sales	[Orange]
4-15 Sales	[Yellow]
0-3 Sales	[Blue]

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## October 2011 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**

**BOSQUE FARMS 710**

**PERALTA**

**LOS LUNAS**

**VALENCIA**

**MEADOWLAKE**

**720**

**711**

**721**

**740**

**ADELINO**

**730**

**741**

**UNM**

**750**

**760**

**742**

**JARALES**

**RIO COMMUNITIES**

**620**  
NORTH SOCORRO:  
VALENCIA COUNTY LINE  
SOUTH TO RIO SALADO

**621**  
SOUTH SOCORRO:  
RIO SALADO SOUTH

**TURN**

**October 2011 Sales by Area for Single Family Homes (DET)**

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