



Greater Albuquerque Association of

**REALTORS**

[www.gaar.com](http://www.gaar.com)

## Monthly Highlights

- Single-family detached home sales in October were up 18.90% from the previous year and increased 3.06% from the previous month.
- Pending sales of single-family detached homes rose 14.65% from the previous year.

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**Monthly**  
**Market**  
 REPORT **Oct 2012**

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# Market Inventory

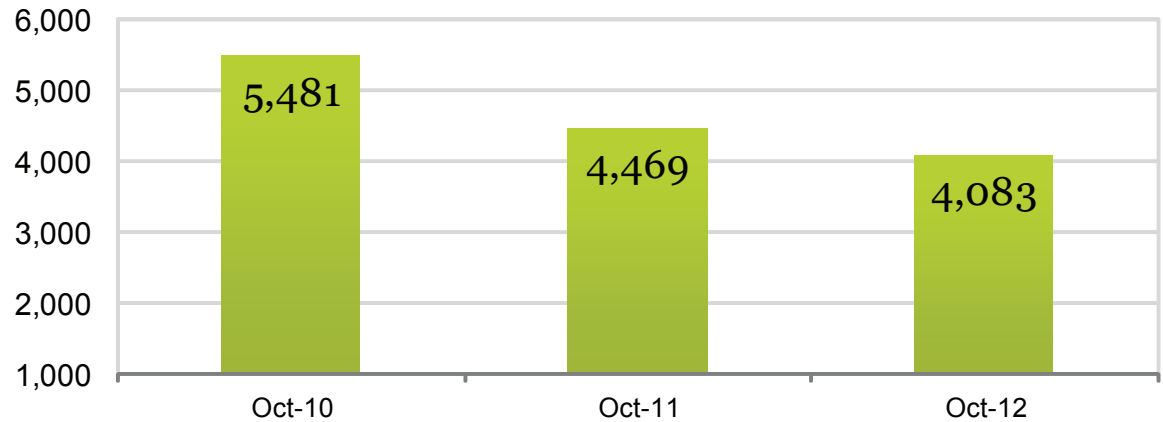
## Detached Historical

Year	2010	2011	2012
January	4,766	4,791	3,750
February	4,929	4,823	3,668
March	5,091	4,906	3,705
April	5,069	4,981	3,806
May	5,438	5,068	3,986
June	5,723	5,008	4,097
July	5,803	5,082	4,152
August	5,759	4,973	4,103
September	5,759	4,703	4,081
October	5,481	4,469	4,083
November	5,110	4,156	
December	4,794	3,780	

## Attached Historical

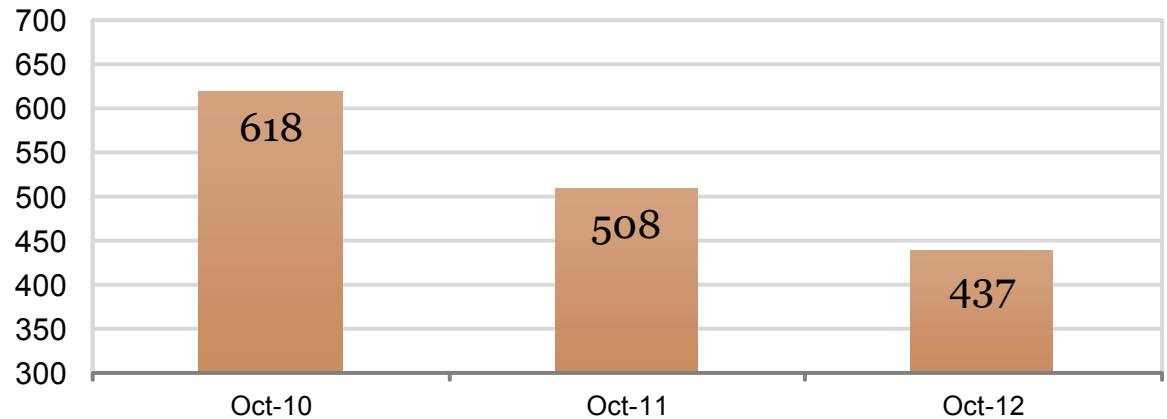
Year	2010	2011	2012
January	566	505	413
February	589	511	421
March	626	538	412
April	582	530	433
May	607	557	429
June	623	544	431
July	668	554	428
August	649	538	431
September	617	546	437
October	618	508	437
November	574	487	
December	526	436	

## Detached homes on market



Detached represents existing single-family detached homes

## Attached homes on market



Attached represents existing condo/townhomes attached homes

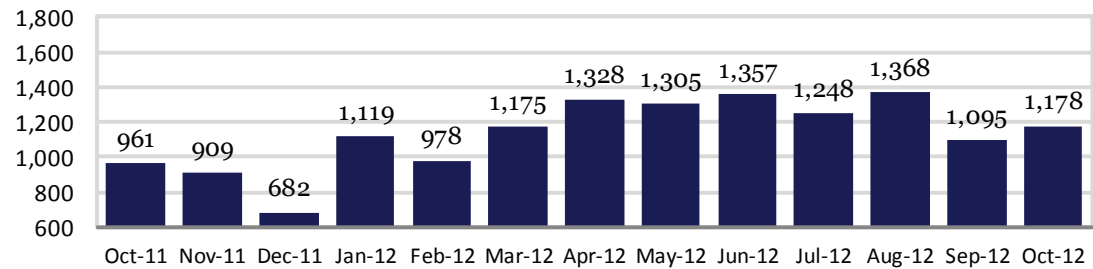
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Market Activity (New, Pending, Closed)

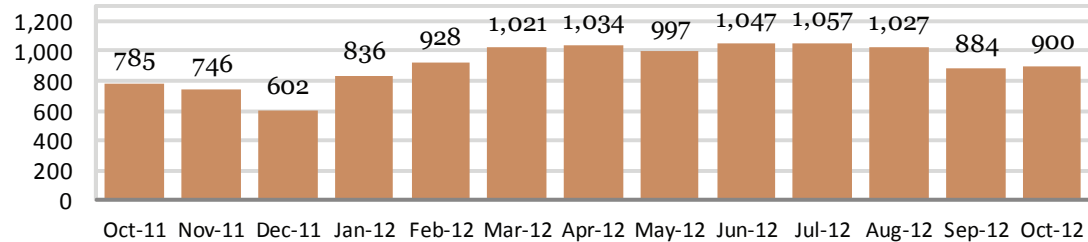
## Market Activity

Month	New	Pending	Closed
Oct-11	961	785	566
Nov-11	909	746	492
Dec-11	682	602	523
Jan-12	1,119	836	411
Feb-12	978	928	506
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

## New Listings



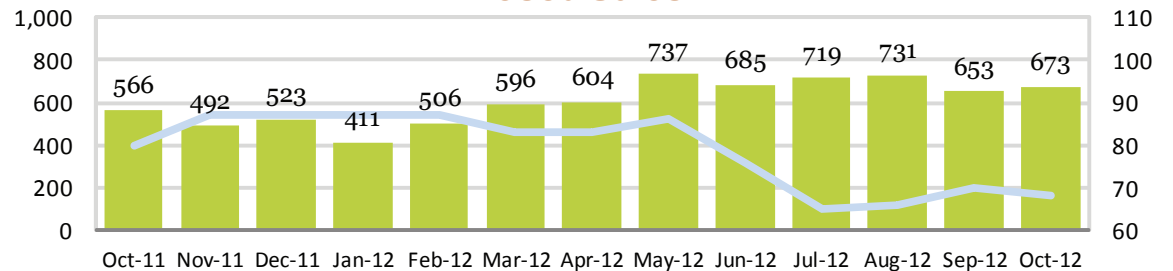
## Pending Sales



## Change from last month/year

	Oct-12	Sep-12	Oct-11
New	1,178	1,095	961
% Change	-	<b>7.58%</b>	<b>22.58%</b>
Pending	900	884	785
% Change	-	<b>1.81%</b>	<b>14.65%</b>
Closed	673	653	566
% Change	-	<b>3.06%</b>	<b>18.90%</b>

## Closed Sales



Closed Sales chart also shows average days on market, indicated by a line. The average days on market for October 2012 detached sales was 68.

Data is for single-family detached homes

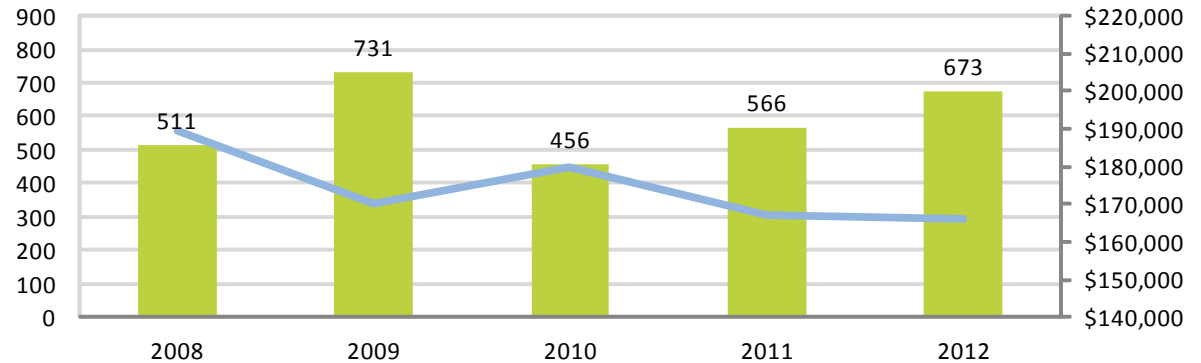
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Homes Sales by Market Area

## Single-family detached sales

MLS Area	Area Name	Oct-11	Oct-12
10-121	Albuquerque	388	481
130	Corrales	5	11
140-162	Rio Rancho	100	105
180	Bernalillo	4	6
190	Placitas	9	9
210-293	E. Mountains	34	28
690-760	Valencia Co.	26	33
Total	All	566	673

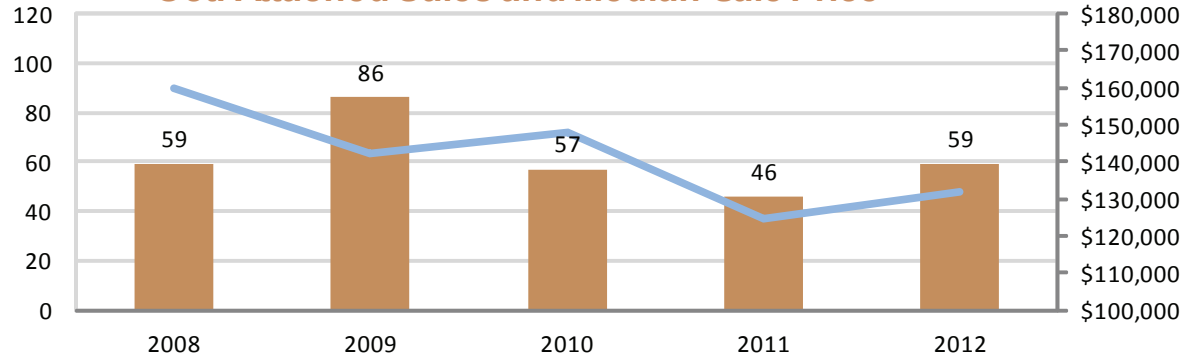
## Oct. Detached Sales and Median Sale Price



## Condo/townhome (attached) sales

MLS Area	Area Name	Oct-11	Oct-12
10-121	Albuquerque	39	54
130	Corrales	1	0
140-162	Rio Rancho	3	1
180	Bernalillo	1	1
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	2	3
Total	All	46	59

## Oct. Attached Sales and Median Sale Price



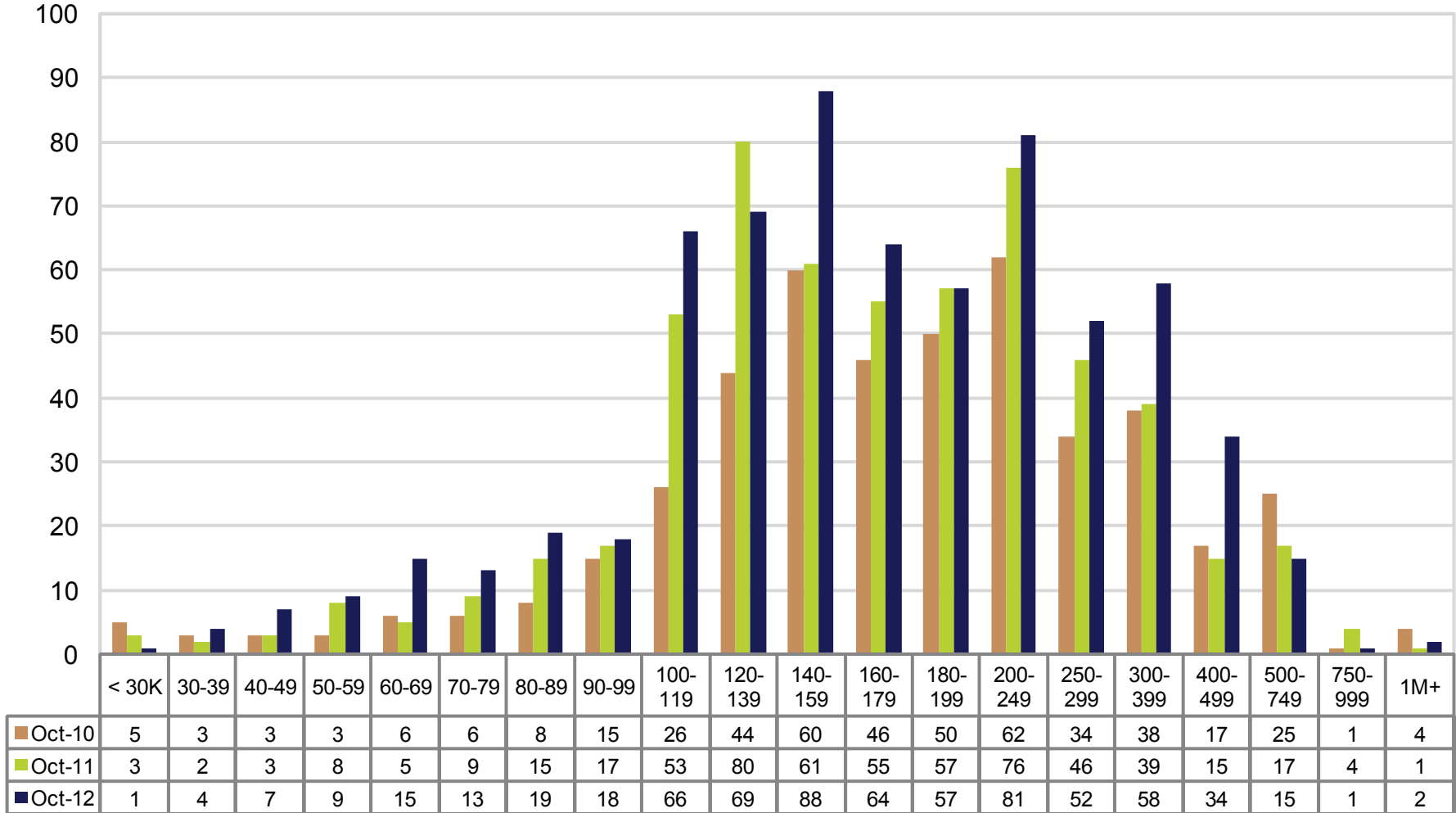
MLS Areas 210-293 include East Mountains and Estancia Basin.  
 MLS Areas 690-760 include Belen, Los Lunas, Bosque Farms.

Line on charts represents 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  
October historical (in thousands)



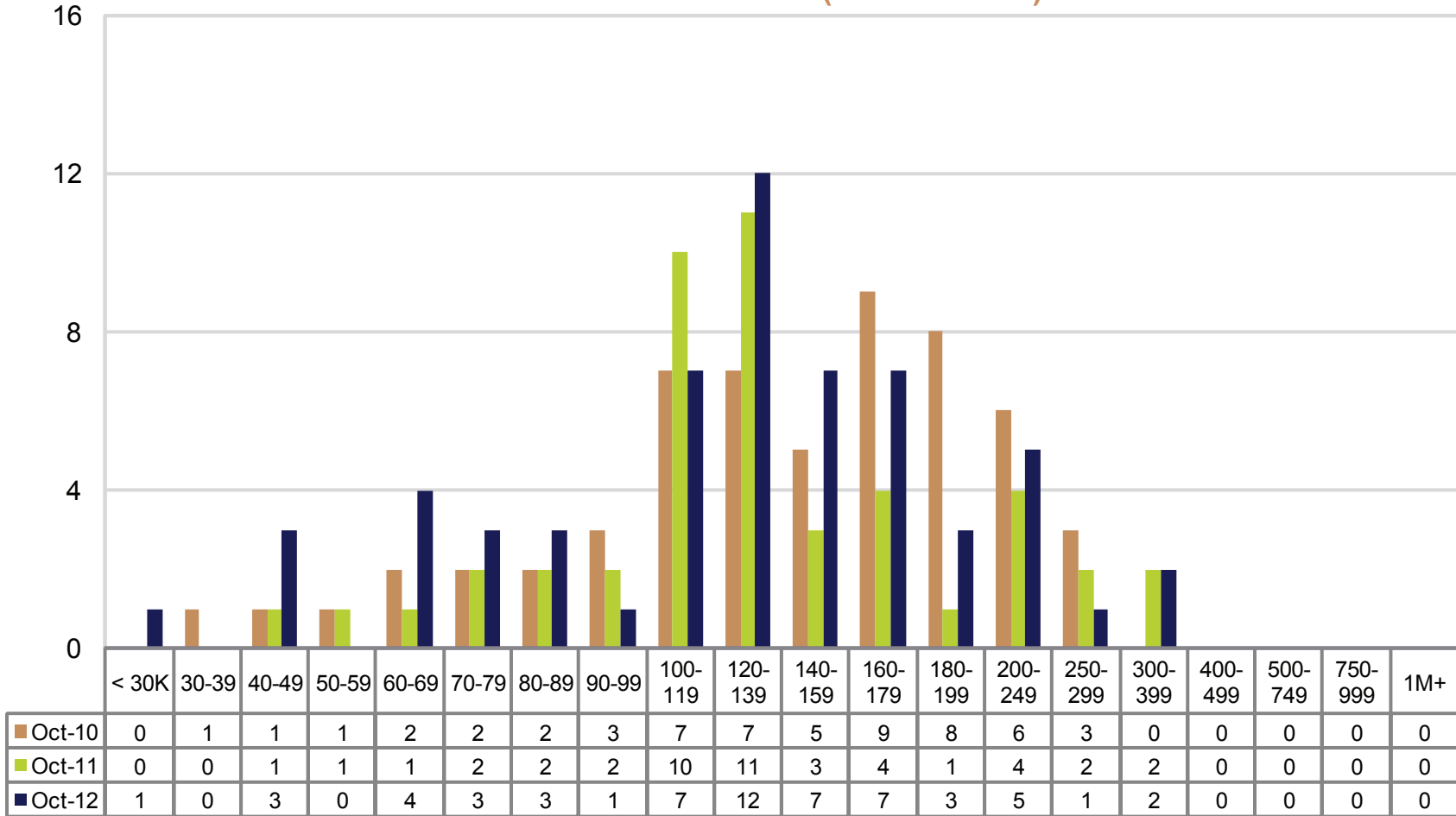
Top Selling Price Range for Detached Homes (for October 2012)

**\$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.

# Closed Sales by Price

Attached Sales by Price  
October historical (in thousands)



Top Selling Price Ranges for Attached Homes (for October 2012)

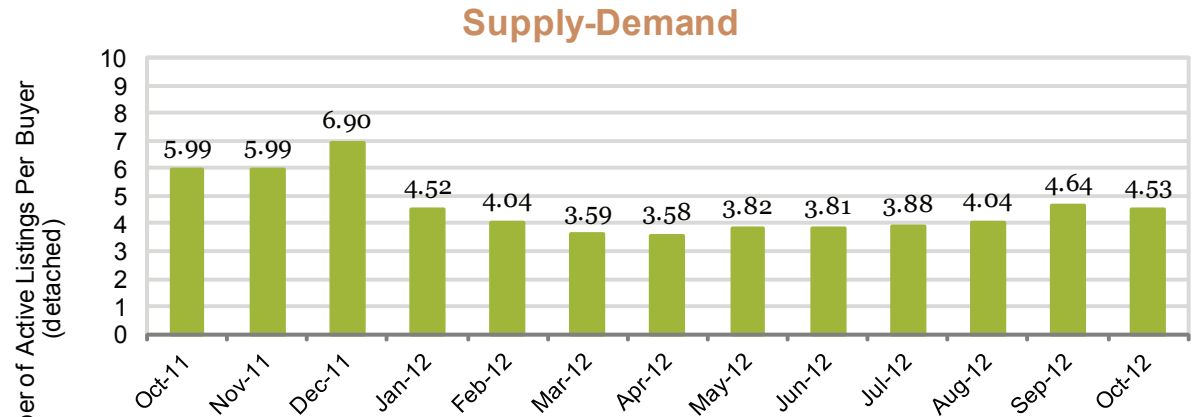
**\$120,000 - \$139,999**

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

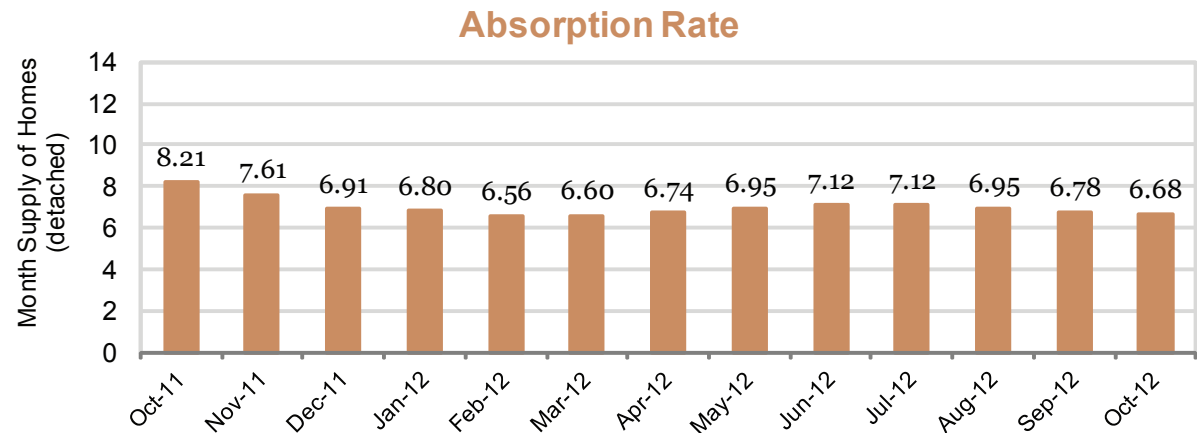
Year	2010	2011	2012
January	6.26	6.92	4.52
February	6.12	6.82	4.04
March	4.58	5.34	3.59
April	4.01	5.43	3.58
May	7.48	5.54	3.82
June	7.46	5.43	3.81
July	7.61	6.14	3.88
August	7.56	5.79	4.04
September	8.77	6.15	4.64
October	8.79	5.99	4.53
November	9.31	5.99	
December	9.46	6.90	



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	2010	2011	2012
January	8.37	8.86	6.80
February	8.61	8.88	6.56
March	8.68	9.12	6.60
April	8.48	9.42	6.74
May	8.89	9.74	6.95
June	9.27	9.72	7.12
July	9.63	9.76	7.12
August	9.67	9.35	6.95
September	9.93	8.79	6.78
October	9.84	8.21	6.68
November	9.42	7.61	
December	8.88	6.91	



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

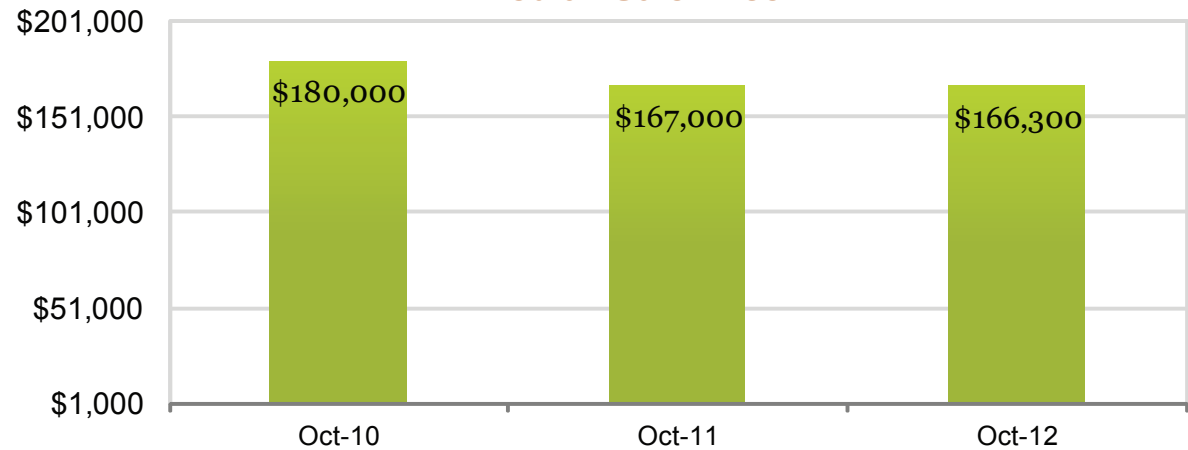
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Home Sales Prices

## Median Sale Price

Year	2010	2011	2012
January	\$172,240	\$172,000	\$165,000
February	\$169,950	\$171,750	\$161,500
March	\$175,000	\$162,000	\$159,000
April	\$175,000	\$165,000	\$174,775
May	\$175,000	\$165,000	\$175,000
June	\$181,000	\$166,500	\$172,700
July	\$186,000	\$178,000	\$175,000
August	\$182,500	\$163,808	\$165,000
September	\$183,000	\$171,500	\$172,000
October	\$180,000	\$167,000	\$166,300
November	\$177,500	\$160,000	
December	\$178,433	\$160,000	

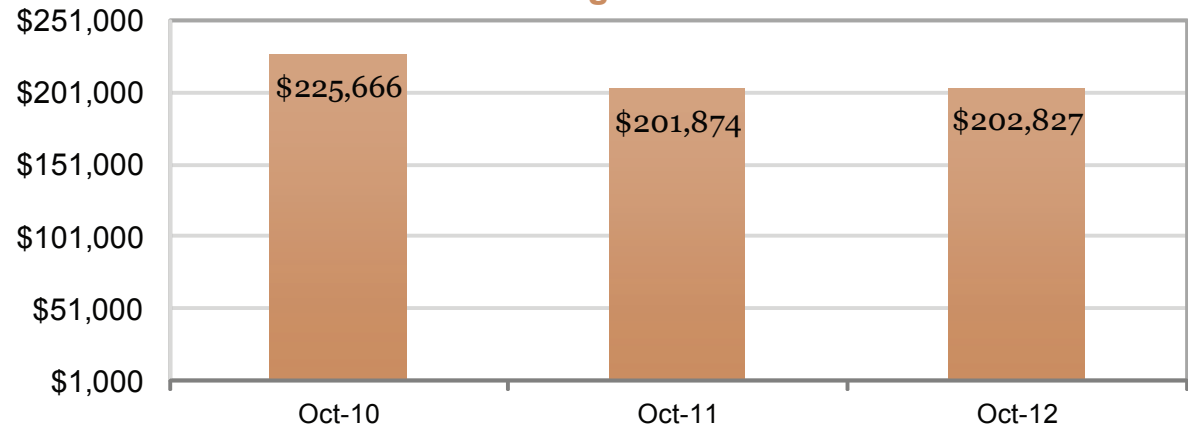
## Median Sale Price



## Average Sale Price

Year	2010	2011	2012
January	\$205,624	\$201,239	\$194,352
February	\$206,654	\$220,299	\$195,165
March	\$211,049	\$199,683	\$189,676
April	\$205,601	\$196,321	\$211,186
May	\$210,406	\$198,091	\$211,213
June	\$219,723	\$207,042	\$207,679
July	\$230,213	\$210,788	\$210,685
August	\$221,379	\$197,671	\$201,833
September	\$217,677	\$196,402	\$203,016
October	\$225,666	\$201,874	\$202,827
November	\$220,453	\$194,830	
December	\$217,416	\$195,861	

## Average Sale Price



Data is for single-family detached homes

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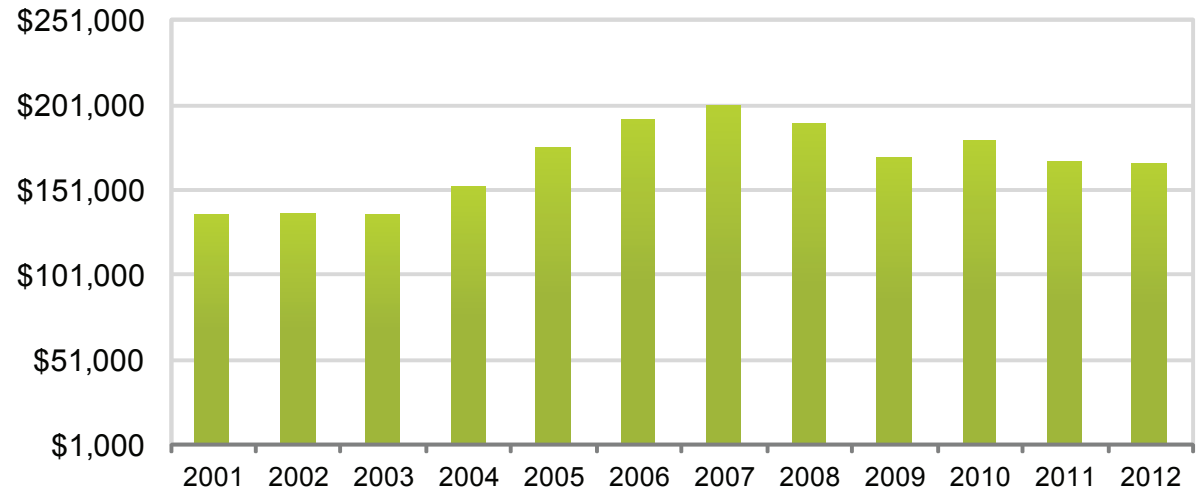


# October Home Sales Prices - Year to Year

## Median Sale Price

Oct.	Median Sale Price	% Change From Previous Year
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%
2012	\$166,300	-0.42%

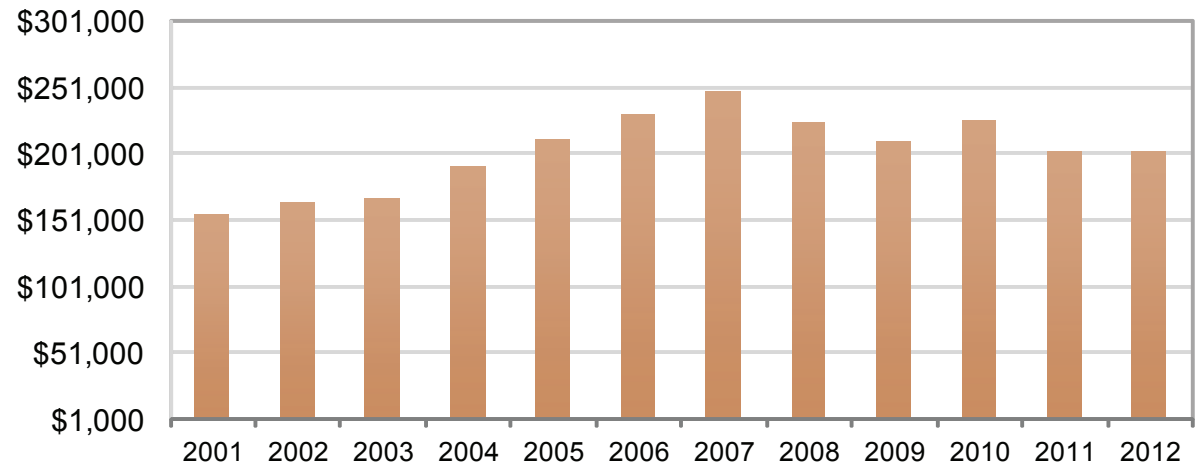
## Median Sale Price (October only)



## Average Sale Price

Oct.	Average Sale Price	% Change From Previous Year
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%
2012	\$202,827	0.47%

## Average Sale Price (October only)



Data is for single-family detached homes

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# Market Overview

<b>2012</b>		(DET) 2012	(DET) 2011	Percent Change	(ATT) 2012	(ATT) 2011	Percent Change	(DET+ATT) 2012 Year- to-Date	(DET+ATT) 2011 Year- to-Date	Percent Change
New Listings	Oct	1,178	961	22.58%	127	102	24.51%	13,346	13,986	-4.58%
	Nov		909			91				
	Dec		682			68				
Pending Sales	Oct	900	785	14.65%	80	84	-4.76%	10,579	9,030	17.15%
	Nov		746			63				
	Dec		602			54				
Closed Sales	Oct	673	566	18.90%	59	46	28.26%	6,905	6,045	14.23%
	Nov		492			40				
	Dec		523			52				
Dollar Volume of Closed Sales (in millions)	Oct	\$136.5	\$114.3	19.42%	\$8.1	\$6.5	24.62%	\$1,367.3	\$1,193.2	14.59%
	Nov		\$95.9			\$5.3				
	Dec		\$102.4			\$7.3				
Median Sales Price	Oct	\$166,300	\$167,000	-0.42%	\$132,000	\$124,500	6.02%	--	--	--
	Nov		\$160,000			\$138,450				
	Dec		\$160,000			\$131,000				
Average Sales Price	Oct	\$202,827	\$201,874	0.47%	\$136,820	\$141,693	-3.44%	--	--	--
	Nov		\$194,830			\$131,834				
	Dec		\$195,861			\$140,594				
Total Active Listings Available	Oct	4,083	4,469	-8.64%	437	508	-13.98%	--	--	--
	Nov		4,156			487				
	Dec		3,780			436				
Average Days on Market	Oct	68	80	-15.00%	57	85	-32.94%	--	--	--
	Nov		87			62				
	Dec		87			105				

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) 2012	(DET) 2011	Percent Change	City of Rio Rancho		(DET) 2012	(DET) 2011	Percent Change
New Listings	Oct	771	618	24.76%	New Listings	Oct	194	162	19.75%
	Nov		584			Nov		154	
	Dec		450			Dec		116	
Pending Sales	Oct	625	562	11.21%	Pending Sales	Oct	166	125	32.80%
	Nov		512			Nov		121	
	Dec		413			Dec		103	
Closed Sales	Oct	481	388	23.97%	Closed Sales	Oct	105	100	5.00%
	Nov		333			Nov		95	
	Dec		361			Dec		87	
Median Sales Price	Oct	\$164,000	\$168,750	-2.81%	Median Sales Price	Oct	\$167,500	\$166,000	0.90%
	Nov		\$160,000			Nov		\$150,000	
	Dec		\$160,000			Dec		\$149,900	
Average Sales Price	Oct	\$199,668	\$201,792	-1.05%	Average Sales Price	Oct	\$188,785	\$183,315	2.98%
	Nov		\$194,755			Nov		\$165,864	
	Dec		\$196,684			Dec		\$168,224	
Total Active	Oct	2,340	2,681	-12.72%	Total Active	Oct	615	674	-8.75%
	Nov		2,473			Nov		624	
	Dec		2,241			Dec		594	
Average Days on Market	Oct	65	78	-16.67%	Average Days on Market	Oct	63	73	-13.70%
	Nov		80			Nov		92	
	Dec		81			Dec		82	

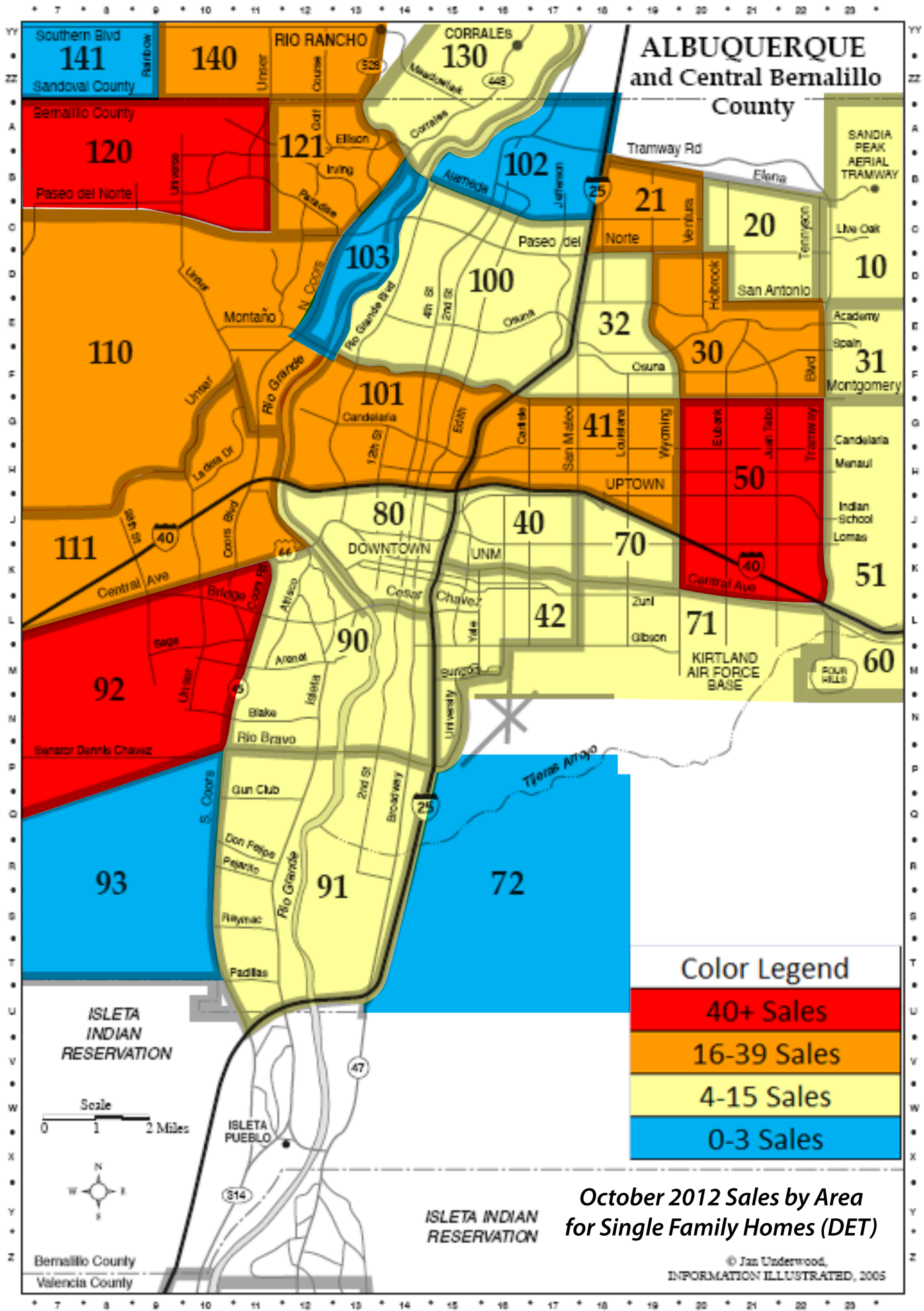
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# Market Comparison

## East Mountains/Estancia Basin & Valencia County

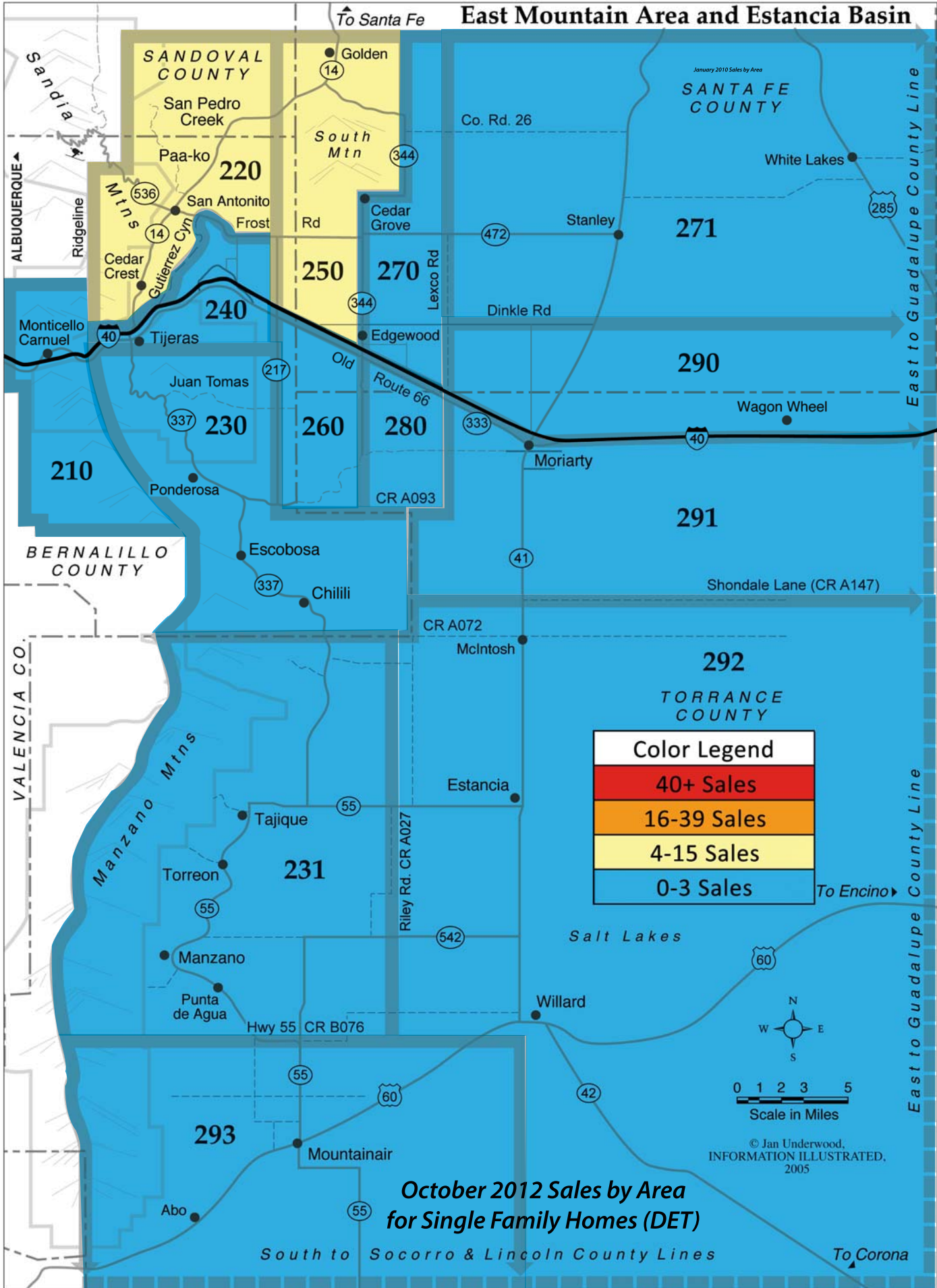
East Mountains & Estancia Basin		(DET) 2012	(DET) 2011	Percent Change	Valencia County		(DET) 2012	(DET) 2011	Percent Change
New Listings	Oct	58	63	-7.94%	New Listings	Oct	99	70	41.43%
	Nov		56			Nov		78	
	Dec		39			Dec		45	
Pending Sales	Oct	31	31	0.00%	Pending Sales	Oct	60	45	33.33%
	Nov		38			Nov		42	
	Dec		20			Dec		47	
Closed Sales	Oct	28	34	-17.65%	Closed Sales	Oct	33	26	26.92%
	Nov		20			Nov		29	
	Dec		24			Dec		24	
Median Sales Price	Oct	\$196,250	\$214,750	-8.61%	Median Sales Price	Oct	\$140,000	\$100,000	40.00%
	Nov		\$213,500			Nov		\$125,000	
	Dec		\$231,500			Dec		\$110,450	
Average Sales Price	Oct	\$223,550	\$242,770	-7.92%	Average Sales Price	Oct	\$154,770	\$97,290	59.08%
	Nov		\$244,350			Nov		\$144,235	
	Dec		\$223,325			Dec		\$124,206	
Total Active	Oct	412	399	3.26%	Total Active	Oct	424	430	-1.40%
	Nov		382			Nov		409	
	Dec		328			Dec		380	
Average Days on Market	Oct	92	94	-2.13%	Average Days on Market	Oct	85	111	-23.42%
	Nov		146			Nov		120	
	Dec		137			Dec		121	

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

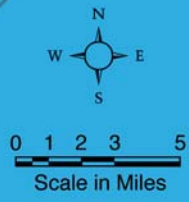


# East Mountain Area and Estancia Basin

January 2010 Sales by Area



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



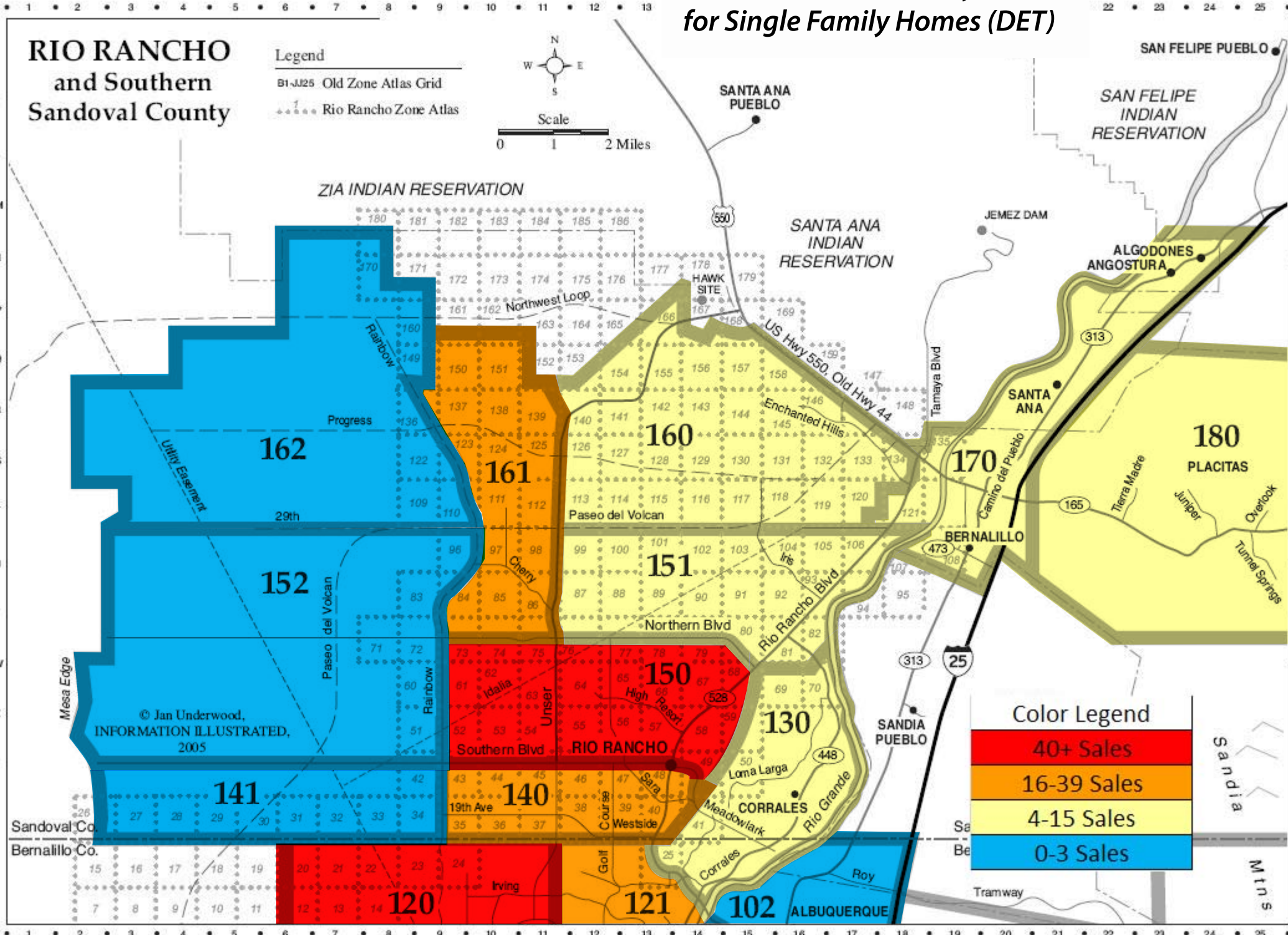
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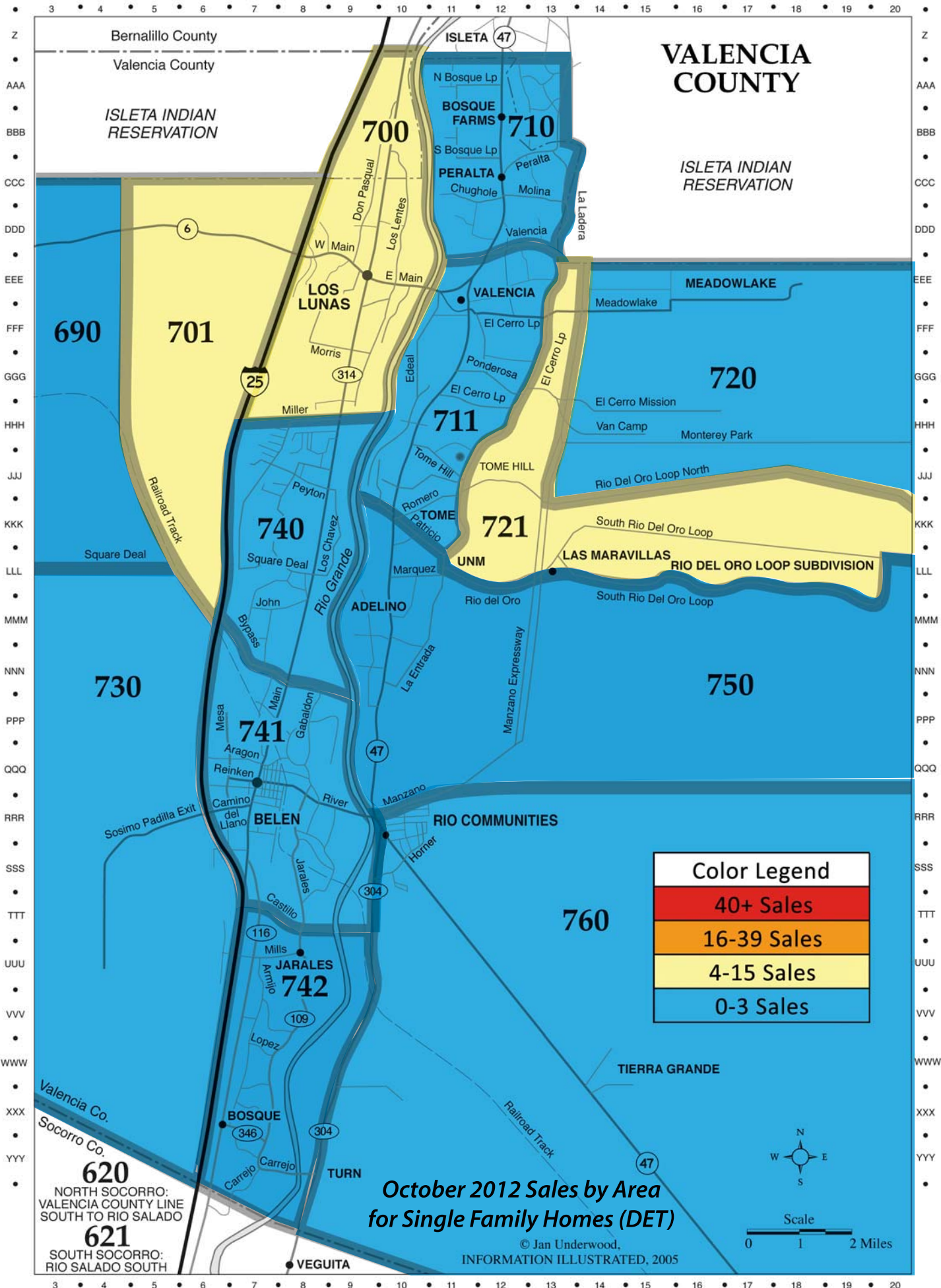
## October 2012 Sales by Area for Single Family Homes (DET)

South to Socorro & Lincoln County Lines

To Corona

# October 2012 Sales by Area for Single Family Homes (DET)





Bernalillo County  
Valencia County

**ISLETA INDIAN RESERVATION**

**VALENCIA COUNTY**

**ISLETA INDIAN RESERVATION**

620  
NORTH SOCORRO:  
VALENCIA COUNTY LINE  
SOUTH TO RIO SALADO

621  
SOUTH SOCORRO:  
RIO SALADO SOUTH

**October 2012 Sales by Area for Single Family Homes (DET)**

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