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## Monthly Highlights

- The average sale price of single-family detached homes increased 2.6% from the previous year.
- Sales of single-family detached homes rose 7.4% from the previous year.

## Table of Contents

Market Inventory.....	2
Market Activity.....	3
Home Sales by Area.....	4
Closed Sales by Price.....	5-6
Supply-Demand/Absorption Rate.....	7
Home Sales Prices.....	8-9
Market Activity by Zip Code.....	10
Market Overview.....	11
Market Comparisons.....	12-13
Area Sales Color Maps.....	14-16

**Monthly**  
**Market**  
REPORT **Oct 2013**

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# Market Inventory

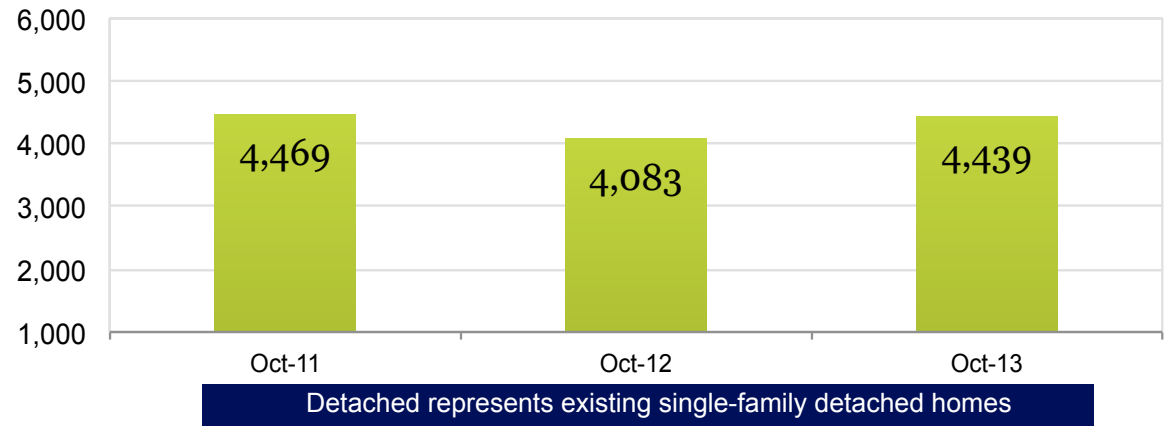
## Detached Historical

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	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	
December	3,780	3,587	

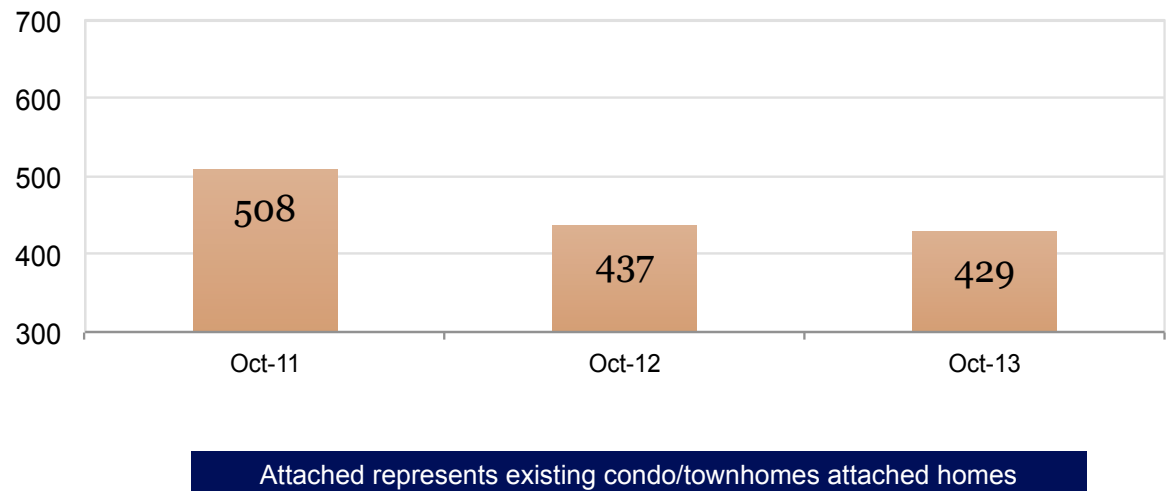
## Attached Historical

Year	2011	2012	2013
January	505	413	396
February	511	421	386
March	538	412	418
April	530	433	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	
December	436	393	

## Detached homes on market



## Attached homes on market



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)

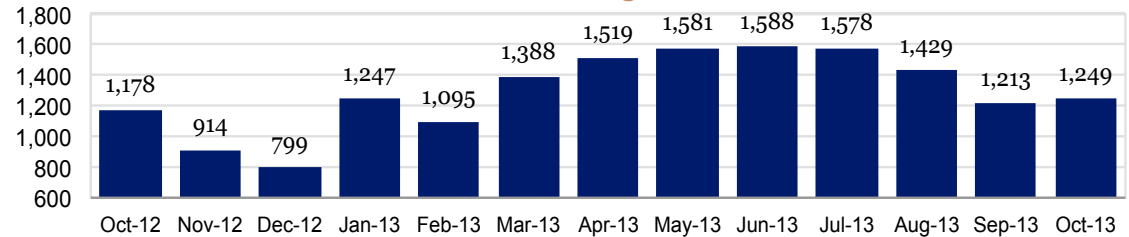
## Market Activity

Month	New	Pending	Closed
Oct-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
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

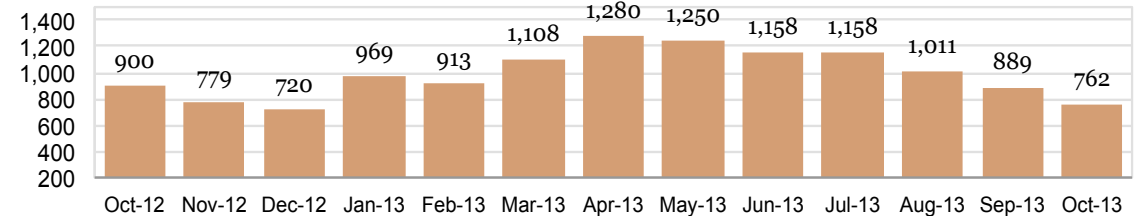
## Change from last month/year

	Oct-13	Sep-13	Oct-12
New	1,249	1,213	1,178
% Change	-	<b>2.97%</b>	<b>6.03%</b>
Pending	762	889	900
% Change	-	<b>-14.29%</b>	<b>-15.33%</b>
Closed	723	769	673
% Change	-	<b>-5.98%</b>	<b>7.43%</b>

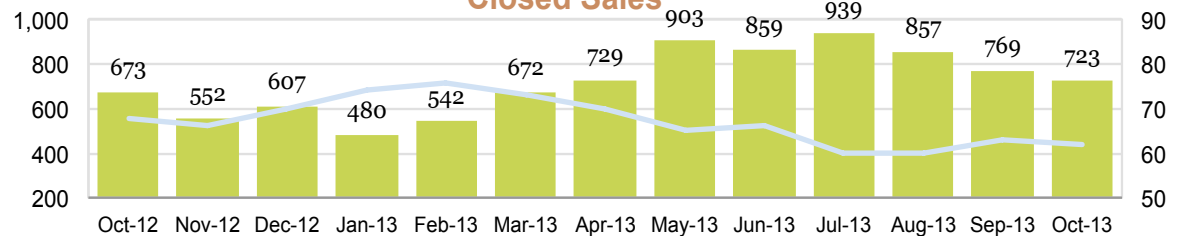
## New Listings



## Pending Sales



## Closed Sales



Closed Sales chart also shows average days on market, indicated by a line. The average days on market for October 2013 detached sales was 62.

Data is for single-family detached homes

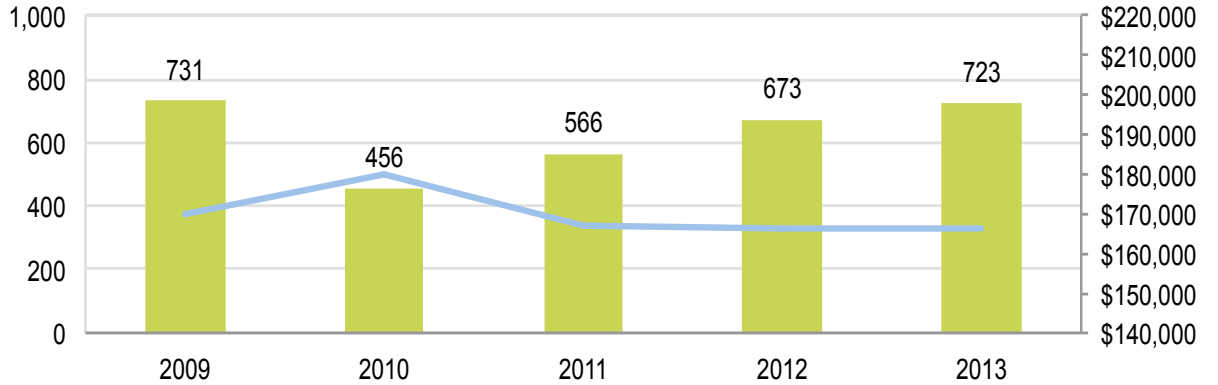
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Homes Sales by Market Area

## Single-family detached sales

MLS Area	Area Name	Oct-12	Oct-13
10-121	Albuquerque	481	468
130	Corrales	11	14
140-162	Rio Rancho	105	136
180	Bernalillo	6	6
190	Placitas	9	6
210-293	E. Mountains	28	34
690-760	Valencia Co.	33	59
Total	All	673	723

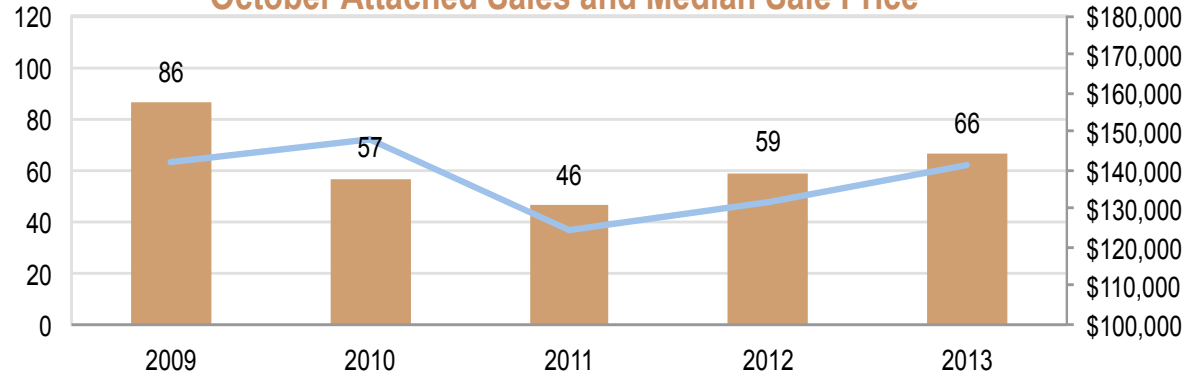
## October Detached Sales and Median Sale Price



## Condo/townhome (attached) sales

MLS Area	Area Name	Oct-12	Oct-13
10-121	Albuquerque	54	60
130	Corrales	0	1
140-162	Rio Rancho	1	5
180	Bernalillo	1	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	3	0
Total	All	59	66

## October Attached Sales and Median Sale Price



MLS Areas 210-293 include East Mountains and Estancia Basin

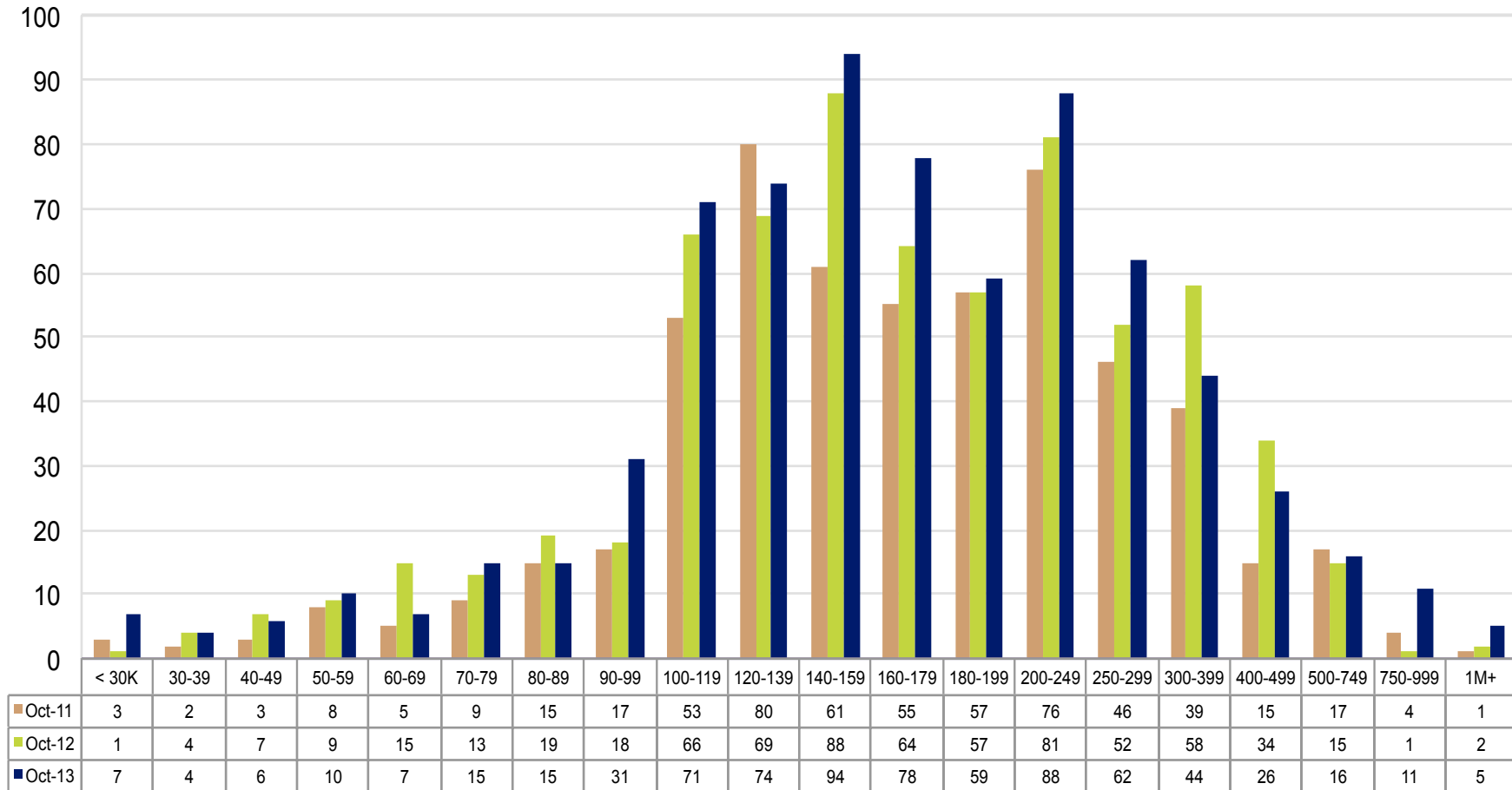
MLS Areas 690-760 include Belen, Los Lunas, Bosque Farms.

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)



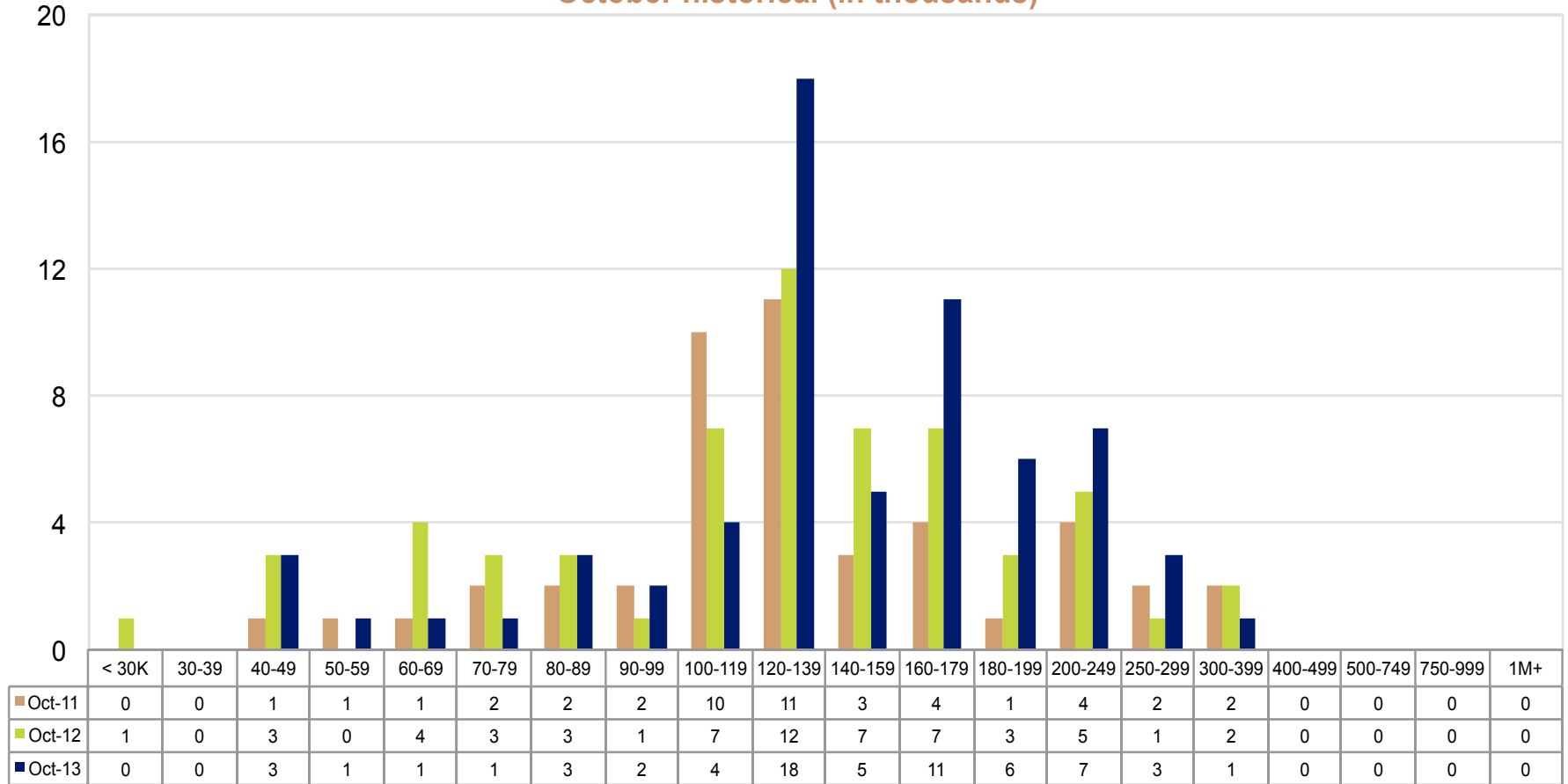
Top Selling Price Range for Detached Homes (for October 2013)

**\$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.

# Closed Sales by Price

Attached Sales by Price  
October historical (in thousands)



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

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

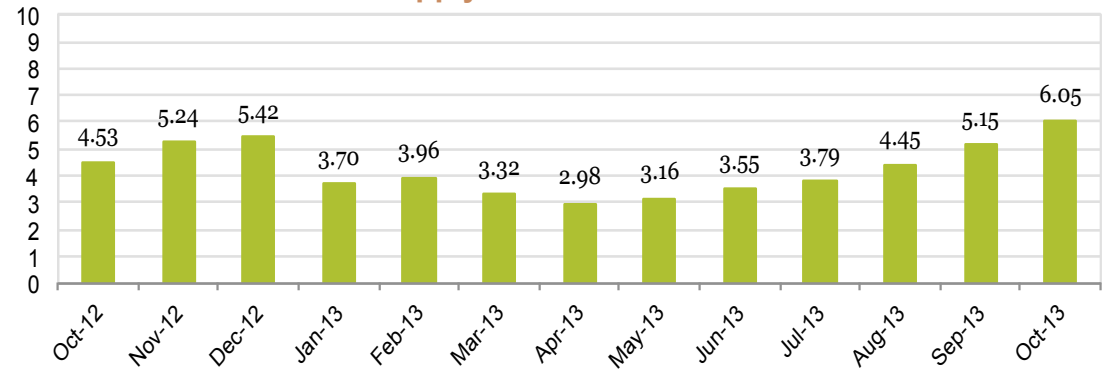
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# 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	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	
December	6.90	5.42	

Number of Active Listings Per Buyer (detached)

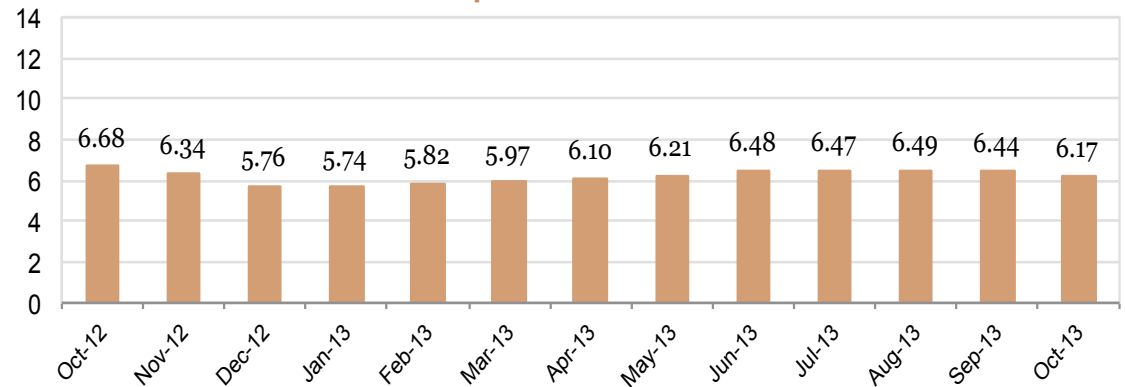


The Supply-Demand Ratio is calculated by dividing the number of homes for sale (listings available) by the number of total pending sales for that month. The higher the ratio, the more supply there is relative to demand.

## 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	
December	6.91	5.76	

Month Supply of Homes (detached)



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.

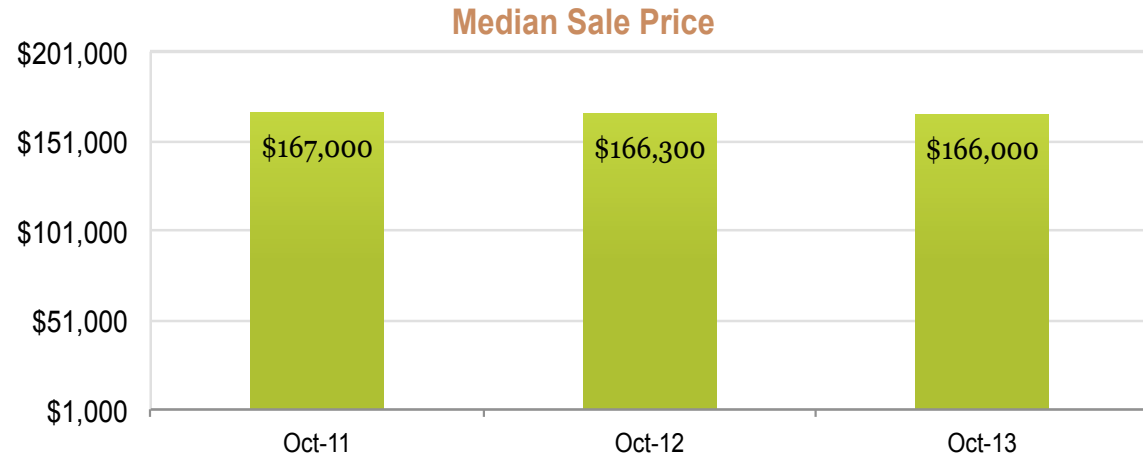
Data is for single-family detached homes

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

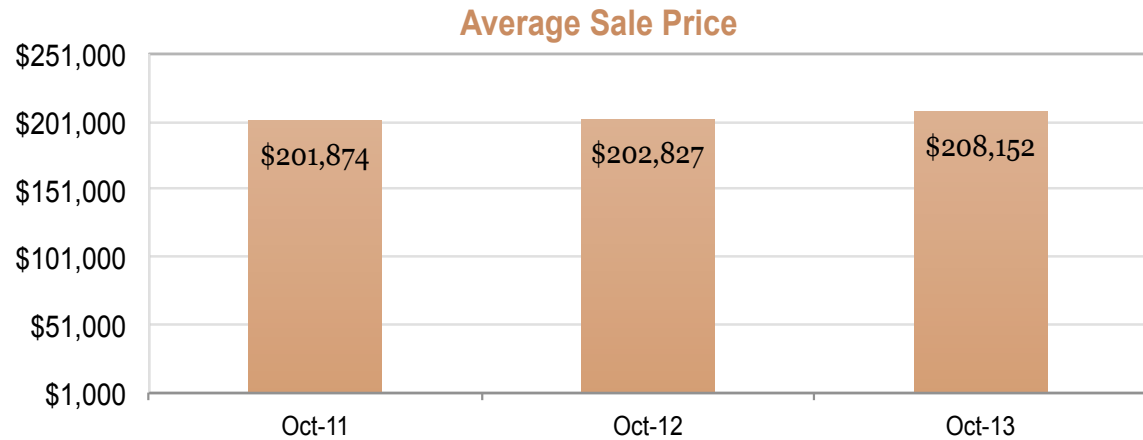
### Median Sale Price

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	
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	
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.



# October Home Sales Prices - Year to Year

## Median Sale Price

Year	Median Sale Price	% Change From Previous Year
2002	\$136,250	1.96%
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%
2013	\$166,000	-0.18%

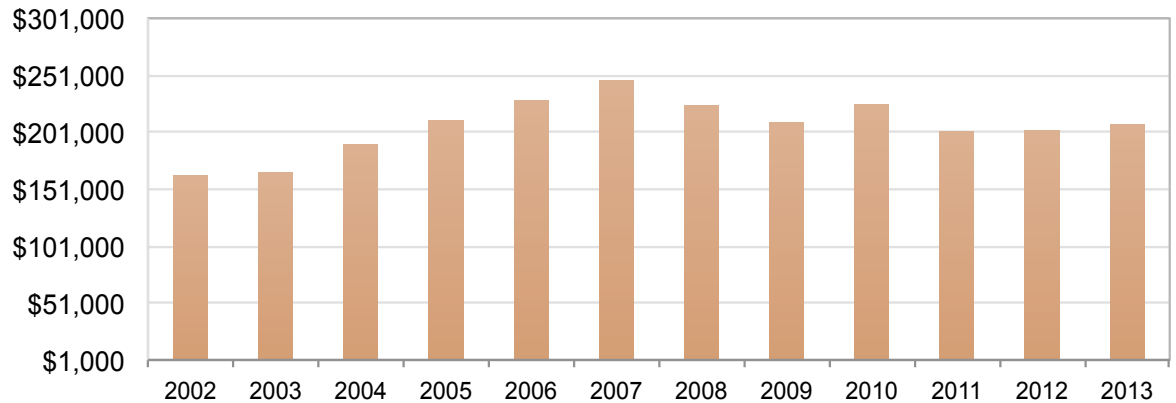
## Median Sale Price (October only)



## Average Sale Price

Year	Average Sale Price	% Change From Previous Year
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%
2013	\$208,152	2.63%

## Average Sale Price (October 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 (October)

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	113	10	1.38%	87120	323	61	8.44%
87001	6	2	0.28%	87060	1	0	0.00%	87121	240	66	9.13%
87002	161	22	3.04%	87061	5	0	0.00%	87122	141	21	2.90%
87004	65	5	0.69%	87062	2	0	0.00%	87123	168	25	3.46%
87008	26	1	0.14%	87063	1	0	0.00%	87124	378	78	10.79%
87015	126	10	1.38%	87068	25	2	0.28%	87144	354	57	7.88%
87016	17	0	0.00%	87102	53	8	1.11%	88318	1	0	0.00%
87023	5	0	0.00%	87104	73	6	0.83%				
87026	4	0	0.00%	87105	134	24	3.32%				
87031	216	33	4.56%	87106	75	15	2.07%				
87032	2	0	0.00%	87107	158	19	2.63%				
87035	32	3	0.41%	87108	90	11	1.52%				
87036	20	0	0.00%	87109	91	25	3.46%				
87042	13	2	0.28%	87110	142	43	5.95%				
87043	110	6	0.83%	87111	226	37	5.12%				
87047	79	10	1.38%	87112	204	30	4.15%				
87048	111	14	1.94%	87113	63	15	2.07%				
87056	6	0	0.00%	87114	378	62	8.58%				

**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

<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	Oct	1,249	1,178	6.03%	136	127	7.09%	15,089	13,346	13.06%
	Nov		914			85			14,345	
	Dec		799			85			15,229	
Pending Sales	Oct	762	900	-15.33%	82	80	2.50%	11,470	10,579	8.42%
	Nov		779			72			11,430	
	Dec		720			70			12,220	
Closed Sales	Oct	723	673	7.43%	66	59	11.86%	8,217	6,905	19.00%
	Nov		552			52			7,509	
	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		\$113.0			\$7.8			\$1,488.1	
	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		\$165,000			\$146,188			--	--
	Dec		\$169,500			\$125,000			--	--
Average Sales Price	Oct	\$208,152	\$202,827	2.63%	\$150,922	\$136,820	10.31%	--	--	--
	Nov		\$204,653			\$150,675			--	--
	Dec		\$211,191			\$134,415			--	--
Total Active Listings Available	Oct	4,439	4,083	8.72%	429	437	-1.83%	--	--	--
	Nov		3,902			420			--	--
	Dec		3,587			393			--	--
Average Days on Market	Oct	62	68	-8.82%	60	57	5.26%	--	--	--
	Nov		66			67			--	--
	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		589			Nov		164	
	Dec		456			Dec		193	
Pending Sales	Oct	521	625	-16.64%	Pending Sales	Oct	125	166	-24.70%
	Nov		543			Nov		121	
	Dec		493			Dec		140	
Closed Sales	Oct	468	481	-2.70%	Closed Sales	Oct	136	105	29.52%
	Nov		403			Nov		78	
	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		\$165,000			Nov		\$158,500	
	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		\$208,615			Nov		\$172,107	
	Dec		\$214,551			Dec		\$173,796	
Total Active	Oct	2,547	2,340	8.85%	Total Active	Oct	733	615	19.19%
	Nov		2,241			Nov		629	
	Dec		2,018			Dec		619	
Average Days on Market	Oct	62	65	-4.62%	Average Days on Market	Oct	64	63	1.59%
	Nov		62			Nov		53	
	Dec		66			Dec		74	

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

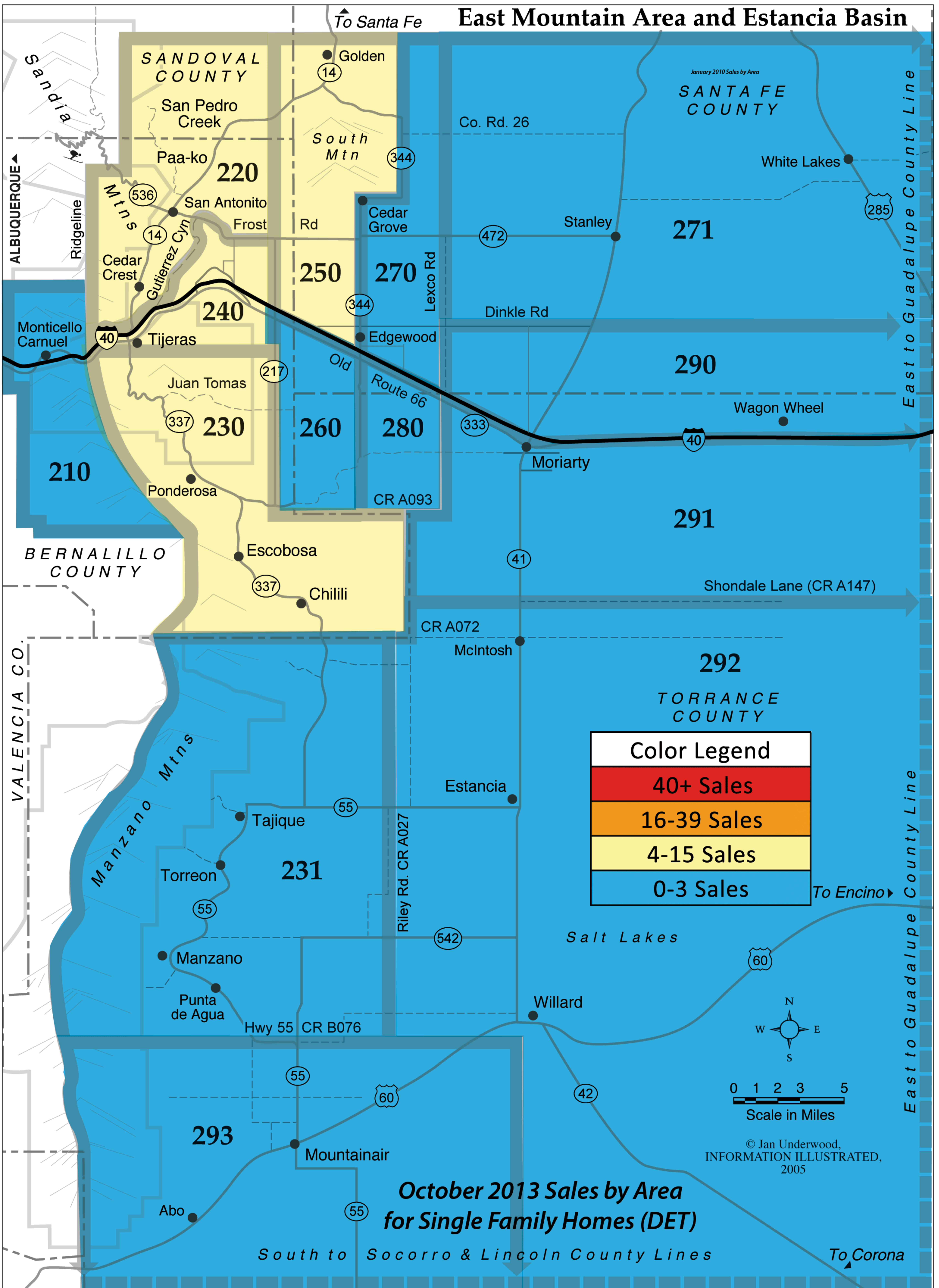
<b>East Mountains &amp; Estancia Basin</b>		(DET) 2013	(DET) 2012	Percent Change	<b>Valencia County</b>		(DET) 2013	(DET) 2012	Percent Change
New Listings	<b>Oct</b>	<b>76</b>	<b>58</b>	<b>31.03%</b>	New Listings	<b>Oct</b>	<b>86</b>	<b>99</b>	<b>-13.13%</b>
	Nov		54			Nov		72	
	Dec		49			Dec		67	
Pending Sales	<b>Oct</b>	<b>27</b>	<b>31</b>	<b>-12.90%</b>	Pending Sales	<b>Oct</b>	<b>53</b>	<b>60</b>	<b>-11.67%</b>
	Nov		42			Nov		49	
	Dec		28			Dec		37	
Closed Sales	<b>Oct</b>	<b>34</b>	<b>28</b>	<b>21.43%</b>	Closed Sales	<b>Oct</b>	<b>59</b>	<b>33</b>	<b>78.79%</b>
	Nov		18			Nov		33	
	Dec		24			Dec		25	
Median Sales Price	<b>Oct</b>	<b>\$235,200</b>	<b>\$196,250</b>	<b>19.85%</b>	Median Sales Price	<b>Oct</b>	<b>\$110,000</b>	<b>\$140,000</b>	<b>-21.43%</b>
	Nov		\$232,250			Nov		\$119,900	
	Dec		\$233,000			Dec		\$142,500	
Average Sales Price	<b>Oct</b>	<b>\$265,634</b>	<b>\$223,550</b>	<b>18.83%</b>	Average Sales Price	<b>Oct</b>	<b>\$128,717</b>	<b>\$154,770</b>	<b>-16.83%</b>
	Nov		\$232,158			Nov		\$127,586	
	Dec		\$248,561			Dec		\$153,437	
Total Active	<b>Oct</b>	<b>439</b>	<b>412</b>	<b>6.55%</b>	Total Active	<b>Oct</b>	<b>425</b>	<b>424</b>	<b>0.24%</b>
	Nov		367			Nov		423	
	Dec		326			Dec		406	
Average Days on Market	<b>Oct</b>	<b>116</b>	<b>92</b>	<b>26.09%</b>	Average Days on Market	<b>Oct</b>	<b>75</b>	<b>85</b>	<b>-11.76%</b>
	Nov		114			Nov		116	
	Dec		92			Dec		99	

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





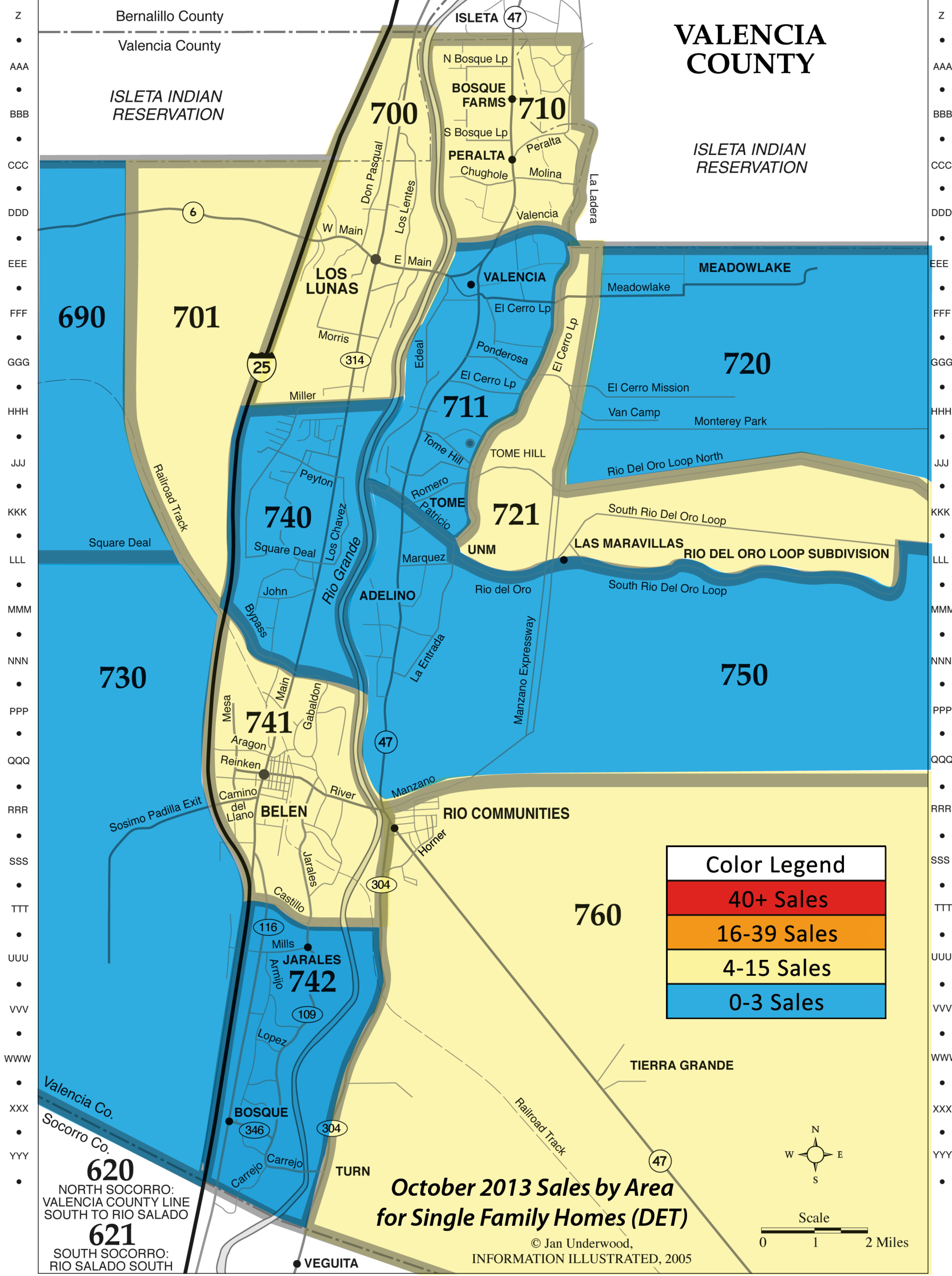
# East Mountain Area and Estancia Basin



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



# VALENCIA COUNTY

ISLETA INDIAN RESERVATION

ISLETA INDIAN RESERVATION

MEADOWLAKE

720

711

721

RIO DEL ORO LOOP SUBDIVISION

750

730

740

741

742

760

### Color Legend

40+ Sales

16-39 Sales

4-15 Sales

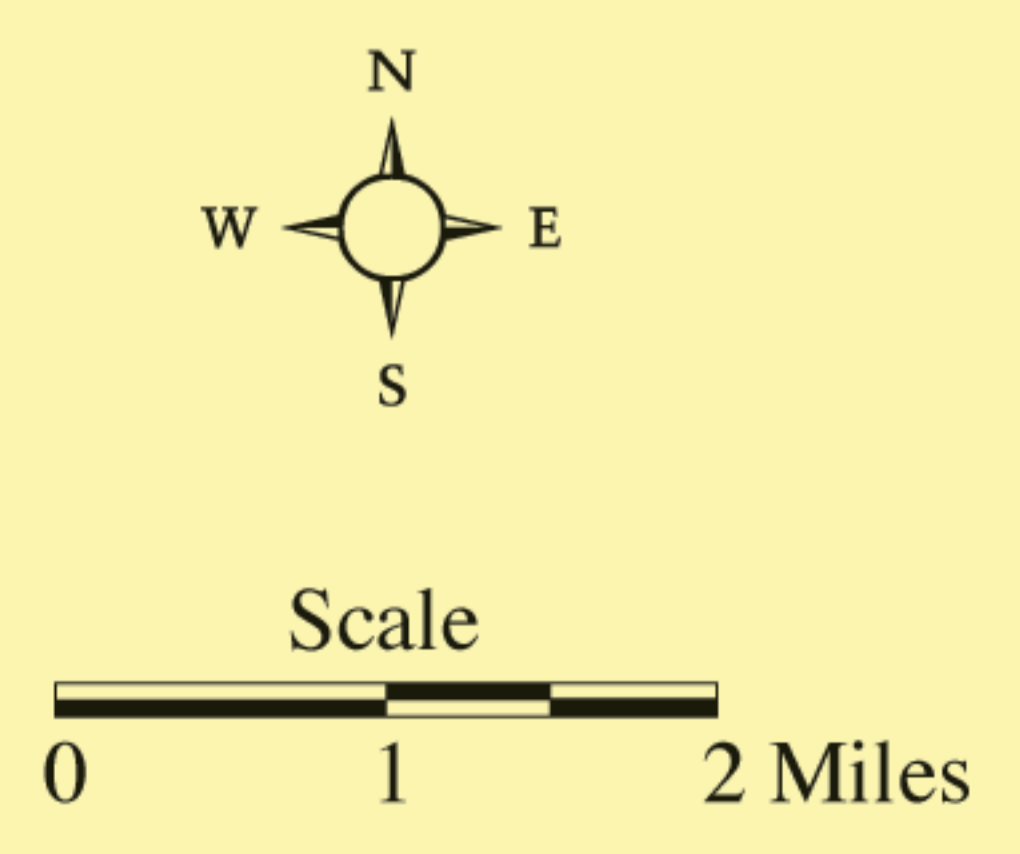
0-3 Sales

620  
NORTH SOCORRO:  
VALENCIA COUNTY LINE  
SOUTH TO RIO SALADO

621  
SOUTH SOCORRO:  
RIO SALADO SOUTH

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

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