

Quarterly market

R E P O R T

**1st
QTR
2019**

Quarterly Highlights

- The average sale price of single-family detached homes in 1st Quarter 2019 was \$247,368, a 7.3% increase from 1st Quarter 2018.
- Single-family detached home sales decreased 0.8% from 1st Quarter 2018 to 2,462.

| New Listings | Closed Sales | Average Sale \$ |
|--|--|--|
| Detached: 3,815 Attached: 386 | Detached: 2,462 Attached: 247 | Detached: \$247,368 Attached: \$157,054 |
| 1st QTR 2018 Detached: 4,153 Attached: 437 | 1st QTR 2018 Detached: 2,481 Attached: 270 | 1st QTR 2018 Detached: \$230,337 Attached: \$161,055 |
| % Change (Detached) -8.14% | % Change (Detached) -0.77% | % Change (Detached) +7.39% |



www.gaar.com

Contact

John Lopez 2019 GAAR President

Phone 505-275-5277 Email president@gaar.com

1st QTR 2019 & 2018 RECAP for Greater Albuquerque Areas

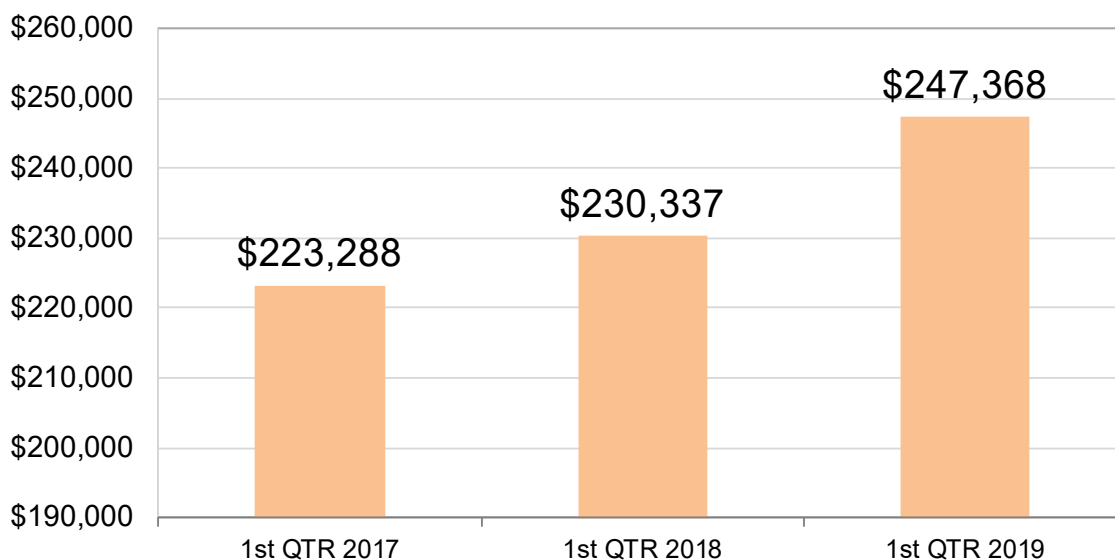
Class R1 (Existing Single-Family Detached) & Class R2 (Existing Condo/Townhome Attached)

| Class R1 | 2019 | 2018 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$247,368 | \$230,337 | 7.39% |
| Median Sale Price: | \$205,500 | \$195,000 | 5.38% |
| Total Sold & Closed: | 2,462 | 2,481 | -0.77% |
| Total Dollar Volume*: | \$609.0 | \$571.5 | 6.56% |
| New Listings: | 3,815 | 4,153 | -8.14% |
| Days on Market: | 51 | 53 | -3.77% |

| Class R2 | 2019 | 2018 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$157,054 | \$161,055 | -2.48% |
| Median Sale Price: | \$149,900 | \$147,750 | 1.46% |
| Total Sold & Closed: | 247 | 270 | -8.52% |
| Total Dollar Volume*: | \$38.8 | \$43.5 | -10.80% |
| New Listings: | 386 | 437 | -11.67% |
| Days on Market: | 50 | 47 | 6.38% |

The numbers above reflect the time period between Jan. 1 and March 31 of 2018 and 2019.

*Total Dollar Volume (millions)



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

1st QTR 2019 & 2018 RECAP for Albuquerque (Areas 10-121)

| Class R1 | 2019 | 2018 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$249,968 | \$237,218 | 5.37% |
| Median Sale Price: | \$206,000 | \$199,900 | 3.05% |
| Total Sold & Closed: | 1,687 | 1,723 | -2.09% |
| Total Dollar Volume*: | \$421.7 | \$399.4 | 5.58% |
| New Listings: | 2,610 | 2,845 | -8.26% |
| Days on Market: | 48 | 50 | -4.00% |

| Class R2 | 2019 | 2018 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$161,923 | \$167,139 | -3.12% |
| Median Sale Price: | \$150,250 | \$149,700 | 0.37% |
| Total Sold & Closed: | 210 | 237 | -11.39% |
| Total Dollar Volume*: | \$34.0 | \$39.6 | -14.14% |
| New Listings: | 342 | 378 | -9.52% |
| Days on Market: | 51 | 46 | 10.87% |

1st QTR 2019 & 2018 RECAP for Rio Rancho (Areas 140-162)

| Class R1 | 2019 | 2018 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$223,423 | \$208,119 | 7.35% |
| Median Sale Price: | \$198,000 | \$179,950 | 10.03% |
| Total Sold & Closed: | 427 | 420 | 1.67% |
| Total Dollar Volume*: | \$95.4 | \$89.0 | 7.19% |
| New Listings: | 623 | 702 | -11.25% |
| Days on Market: | 39 | 46 | -15.22% |

| Class R2 | 2019 | 2018 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$121,857 | \$125,332 | -2.77% |
| Median Sale Price: | \$115,000 | \$108,875 | 5.63% |
| Total Sold & Closed: | 21 | 20 | 5.00% |
| Total Dollar Volume*: | \$2.6 | \$2.5 | 4.00% |
| New Listings: | 24 | 34 | -29.41% |
| Days on Market: | 35 | 43 | -18.60% |

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

1st QTR 2019 & 2018 RECAP for East Mountains (Areas 210-293)

| Class R1 | 2019 | 2018 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$263,655 | \$263,330 | 0.12% |
| Median Sale Price: | \$240,000 | \$245,250 | -2.14% |
| Total Sold & Closed: | 99 | 110 | -10.00% |
| Total Dollar Volume*: | \$26.1 | \$29.0 | -10.00% |
| New Listings: | 179 | 200 | -10.50% |
| Days on Market: | 71 | 89 | -20.22% |

1st QTR 2019 & 2018 RECAP for Valencia County (Areas 690-760)

| Class R1 | 2019 | 2018 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$186,234 | \$170,974 | 8.93% |
| Median Sale Price: | \$170,250 | \$157,100 | 8.37% |
| Total Sold & Closed: | 160 | 156 | 2.56% |
| Total Dollar Volume*: | \$29.8 | \$27.0 | 10.37% |
| New Listings: | 245 | 234 | 4.70% |
| Days on Market: | 85 | 63 | 34.92% |

The numbers above reflect the time period between Jan. 1 and March 31 of 2018 and 2019.

**Total Dollar Volume (millions)*

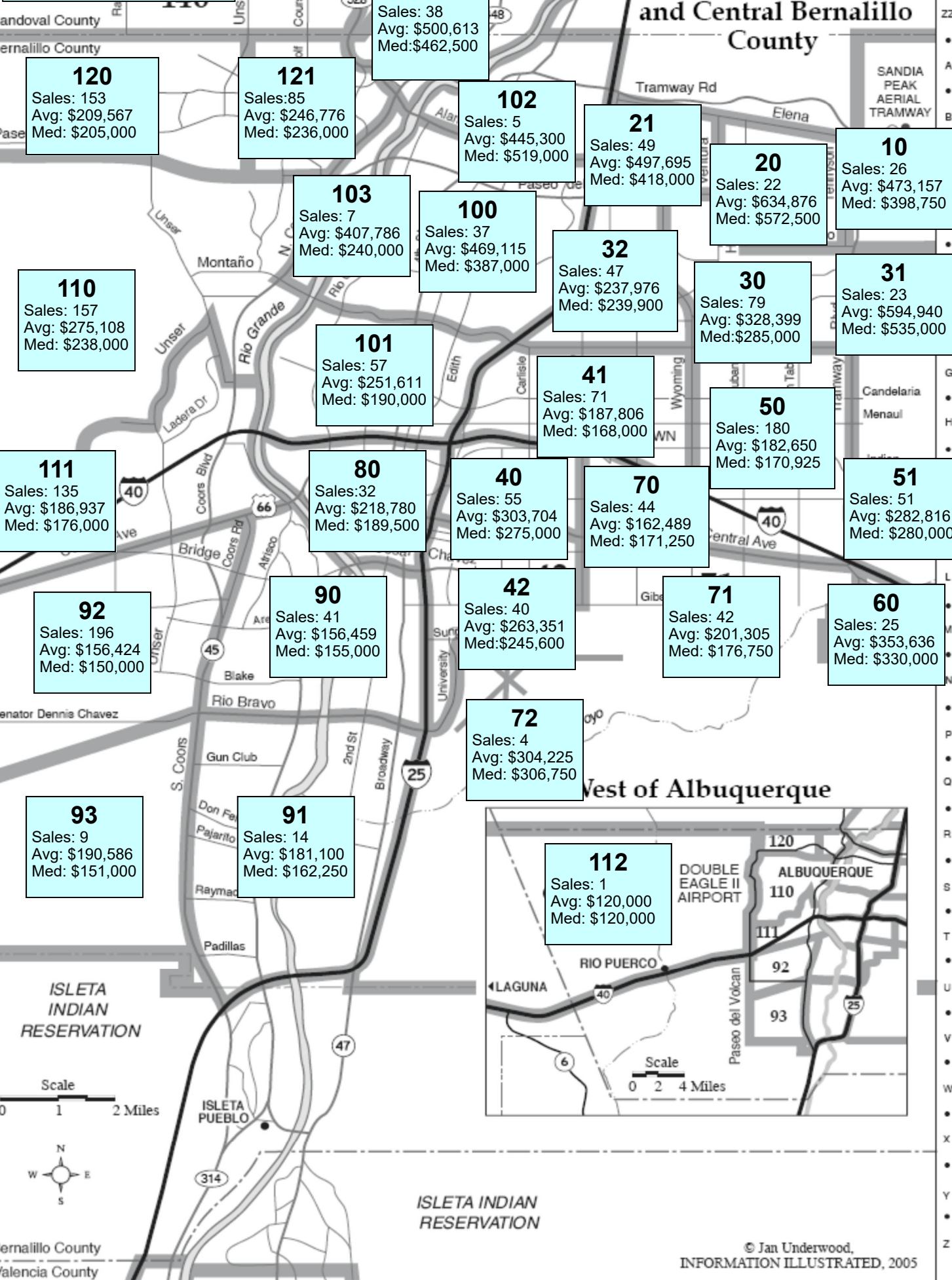
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

1st QTR 2019 Area Summary for single-family home sales

| | | Sales | Change from 1st QTR 2018 | Average Sale Price | Change from 1st QTR 2018 | Median Sale Price | Change from 1st QTR 2018 |
|---------|-------------------------|-------|--------------------------|--------------------|--------------------------|-------------------|--------------------------|
| 10 | Sandia Heights | 26 | 44.44% | \$473,157 | -2.11% | \$398,750 | -16.93% |
| 20 | North Albuquerque Acres | 22 | -24.14% | \$634,876 | 7.30% | \$572,500 | 11.17% |
| 21 | Albuquerque Acres West | 49 | 36.11% | \$497,695 | 40.05% | \$418,000 | 32.70% |
| 30 | Far NE Heights | 79 | -13.19% | \$328,399 | 13.13% | \$285,000 | 1.79% |
| 31 | Foothills North | 23 | 4.55% | \$594,940 | -4.94% | \$535,000 | -7.20% |
| 32 | Academy West | 47 | -7.84% | \$237,976 | -0.56% | \$239,900 | 3.18% |
| 40 | UNM | 55 | 17.02% | \$303,704 | 14.80% | \$275,000 | 9.82% |
| 41 | Uptown | 71 | -11.25% | \$187,806 | 9.80% | \$168,000 | 1.36% |
| 42 | UNM South | 40 | -14.89% | \$263,351 | 4.15% | \$245,600 | 8.91% |
| 50 | NE Heights | 180 | -11.76% | \$182,650 | 3.18% | \$170,925 | 0.54% |
| 51 | Foothills South | 51 | 13.33% | \$282,816 | -4.10% | \$280,000 | -5.08% |
| 60 | Four Hills | 25 | 8.70% | \$353,636 | 17.58% | \$330,000 | 11.11% |
| 70 | Fairgrounds | 44 | 29.41% | \$162,489 | 2.01% | \$171,250 | 10.21% |
| 71 | Southeast Heights | 42 | -20.75% | \$201,305 | -1.92% | \$176,750 | -11.63% |
| 72 | Mesa Del Sol | 4 | 33.33% | \$304,225 | 22.02% | \$306,750 | 12.36% |
| 80 | Downtown | 32 | 0.00% | \$218,780 | 4.06% | \$189,500 | -2.07% |
| 90 | Near South Valley | 41 | 5.13% | \$156,459 | 28.84% | \$155,000 | 28.10% |
| 91 | Valley Farms | 14 | -22.22% | \$181,100 | -31.26% | \$162,250 | -10.85% |
| 92 | Southwest Heights | 196 | -2.49% | \$156,424 | 9.06% | \$150,000 | 5.19% |
| 93 | Pajarito | 9 | 350.00% | \$190,586 | 75.66% | \$151,000 | 39.17% |
| 100 | North Valley | 37 | -24.49% | \$469,115 | 30.44% | \$387,000 | 43.87% |
| 101 | Near North Valley | 57 | -9.52% | \$251,611 | 2.07% | \$190,000 | -9.52% |
| 102 | Far North Valley | 5 | -16.67% | \$445,300 | 7.38% | \$519,000 | 31.29% |
| 103 | West River Valley | 7 | 16.67% | \$407,786 | -18.25% | \$240,000 | -53.85% |
| 110 | Northwest Heights | 157 | 11.35% | \$275,108 | 6.97% | \$238,000 | 4.85% |
| 111 | Ladera Heights | 135 | 12.50% | \$186,937 | 4.68% | \$176,000 | 1.29% |
| 112 | Canoncito | 1 | N/A | \$120,000 | N/A | \$120,000 | N/A |
| 120 | Paradise West | 153 | -10.00% | \$209,567 | 4.83% | \$205,000 | 5.29% |
| 121 | Paradise East | 85 | -7.61% | \$246,776 | 6.79% | \$236,000 | 7.54% |
| 130 | Corrales | 38 | 65.22% | \$500,613 | 7.18% | \$462,500 | 8.82% |
| 140 | Rio Rancho South | 48 | -14.29% | \$275,923 | 3.07% | \$252,950 | 4.52% |
| 141 | Rio Rancho Southwest | 1 | #DIV/0! | \$141,000 | #DIV/0! | \$141,000 | #DIV/0! |
| 150 | Rio Rancho Mid | 143 | -3.38% | \$205,675 | 4.51% | \$180,000 | 6.98% |
| 151 | Rio Rancho Mid-North | 57 | -6.56% | \$280,658 | 21.65% | \$260,000 | 22.64% |
| 152 | Rio Rancho Mid-West | 9 | -40.00% | \$140,433 | -0.48% | \$137,500 | -1.72% |
| 160 | Rio Rancho North | 77 | 54.00% | \$261,953 | 4.68% | \$262,500 | 14.16% |
| 161 | Rio Rancho Central | 92 | 2.22% | \$164,925 | 1.73% | \$165,000 | 3.16% |
| 162 | Rio Rancho Northwest | 0 | N/A | \$0 | N/A | \$0 | N/A |
| 170 | Bernalillo/Algodones | 22 | 0.00% | \$208,036 | -26.99% | \$186,000 | -35.30% |
| 180 | Placitas | 29 | 7.41% | \$428,421 | -3.49% | \$420,000 | -11.58% |
| 210-293 | East Mountain Area | 99 | -10.00% | \$263,655 | 0.12% | \$240,000 | -2.14% |
| 690-760 | Valencia County | 160 | 2.56% | \$186,234 | 8.93% | \$170,250 | 8.37% |

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

2019 1Q Sales



ALBUQUERQUE and Central Bernalillo County

SANDIA PEAK AERIAL TRAMWAY

West of Albuquerque

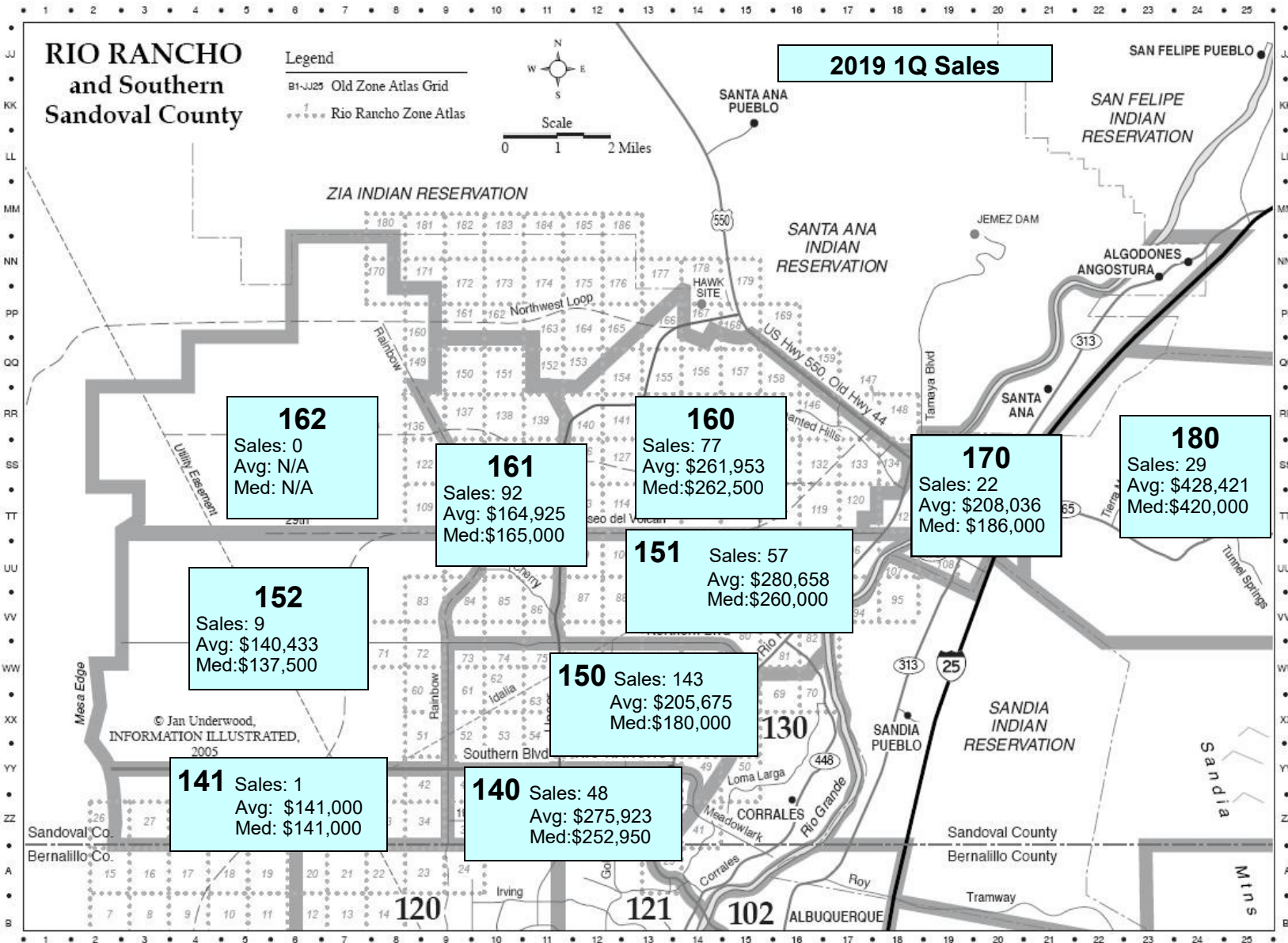
DOUBLE EAGLE II AIRPORT
ALBUQUERQUE

Scale
0 1 2 Miles

Scale
0 2 4 Miles



ISLETA INDIAN RESERVATION



East Mountain Area and Estancia Basin

2019 1Q Sales

220
Sales: 27
Avg: \$315,089
Med: \$255,200

250
Sales: 17
Avg: \$289,118
Med: \$317,500

270 Sales: 7
Avg: \$300,986
Med: \$270,000

271
Sales: 3
Avg: \$175,000
Med: \$165,000

240
Sales: 10
Avg: \$252,100
Med: \$251,500

290
Sales: 1
Avg: \$590,000
Med: \$590,000

210
Sales: 0
Avg: N/A
Med: N/A

230
Sales: 14
Avg: \$213,950
Med: \$237,000

260
Sales: 7
Avg: \$246,071
Med: \$235,000

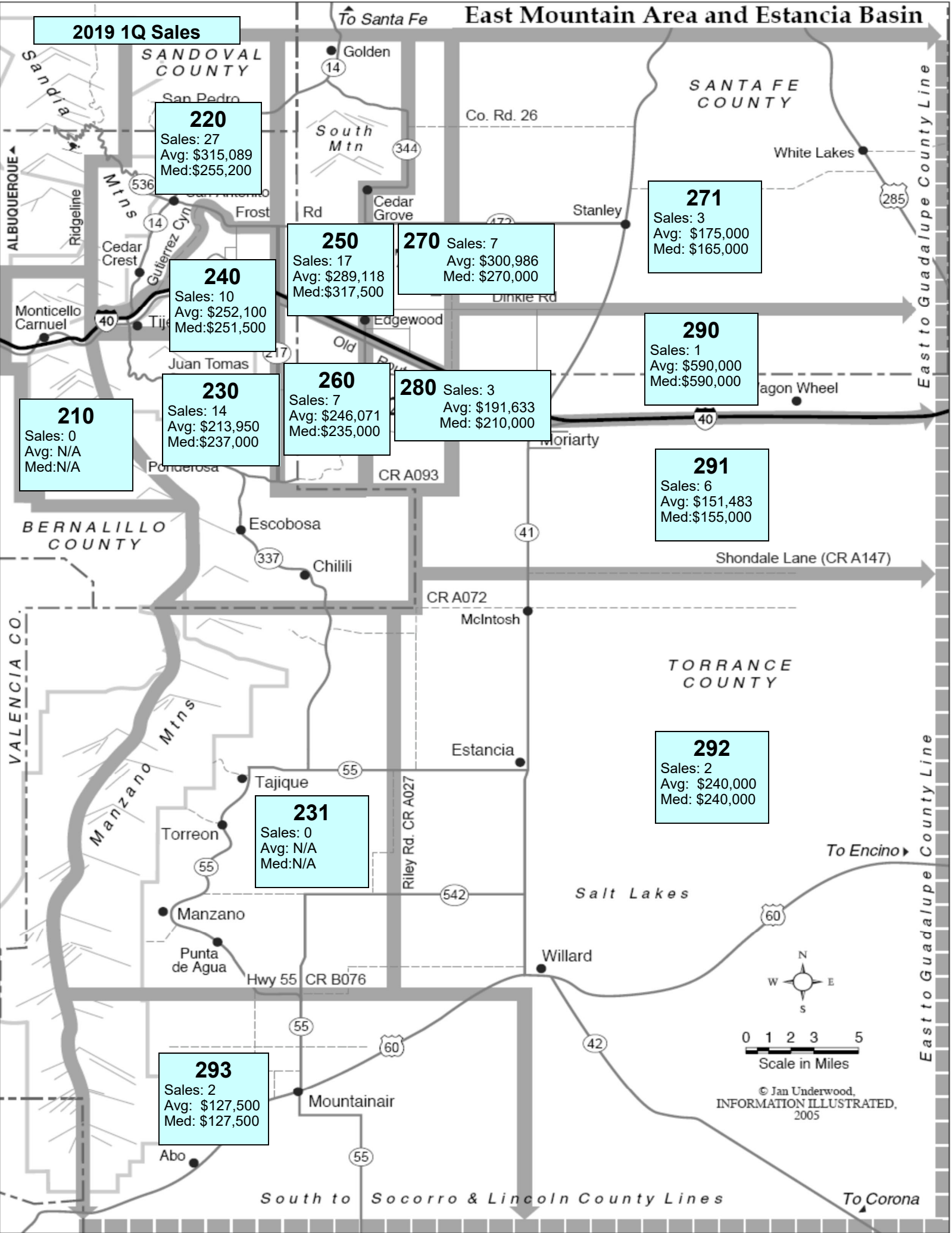
280 Sales: 3
Avg: \$191,633
Med: \$210,000

291
Sales: 6
Avg: \$151,483
Med: \$155,000

231
Sales: 0
Avg: N/A
Med: N/A

292
Sales: 2
Avg: \$240,000
Med: \$240,000

293
Sales: 2
Avg: \$127,500
Med: \$127,500



© Jan Underwood, INFORMATION ILLUSTRATED, 2005

VALENCIA COUNTY

2019 1Q Sales

700
Sales: 40
Avg: \$185,776
Med: \$194,800

710
Sales: 11
Avg: \$312,991
Med: \$290,000

701
Sales: 21
Avg: \$210,637
Med: \$189,900

690
Sales: 1
Avg: \$220,000
Med: \$220,000

711
Sales: 8
Avg: \$301,767
Med: \$297,000

720
Sales: 1
Avg: \$26,100
Med: \$26,100

740
Sales: 8
Avg: \$219,992
Med: \$224,500

721
Sales: 31
Avg: \$154,997
Med: \$151,990

730
Sales: 0
Avg: N/A
Med: N/A

750
Sales: 2
Avg: \$215,750
Med: \$215,750

741
Sales: 14
Avg: \$96,093
Med: \$92,450

742
Sales: 0
Avg: N/A
Med: N/A

760
Sales: 23
Avg: \$152,100
Med: \$140,000

620
NORTH SOCORRO:
VALENCIA COUNTY LINE
SOUTH TO RIO SALADO

621
SOUTH SOCORRO:
RIO SALADO SOUTH

