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## Monthly Highlights

- Single-family detached home sales in September were at 653, up 26.31% from the previous year.
- The median sale price of single-family homes in September was \$172,000, an increase of 4.24% from the previous month.
- September saw a 9.27% increase in the number of Pending home sales from September 2011.

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# Market Inventory

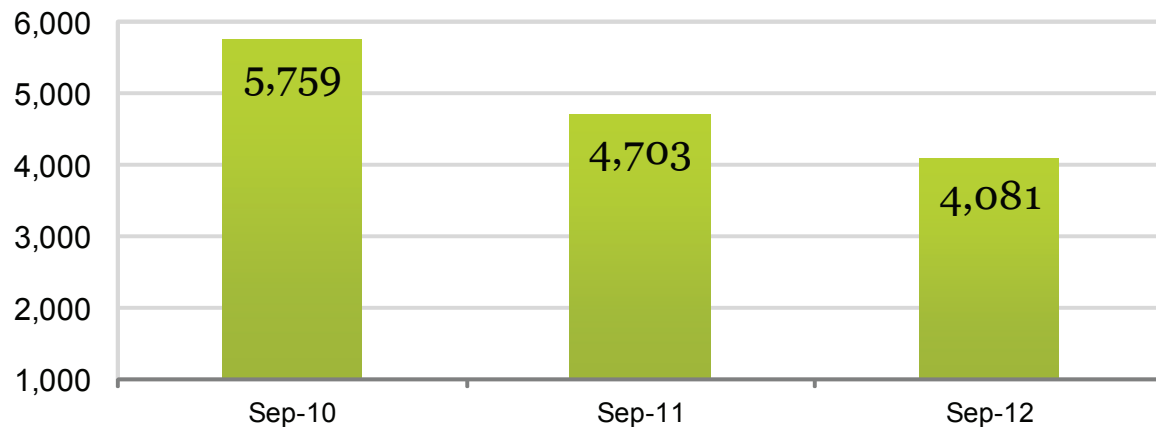
## Detached Historical

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	
November	5,110	4,156	
December	4,794	3,780	

## Attached Historical

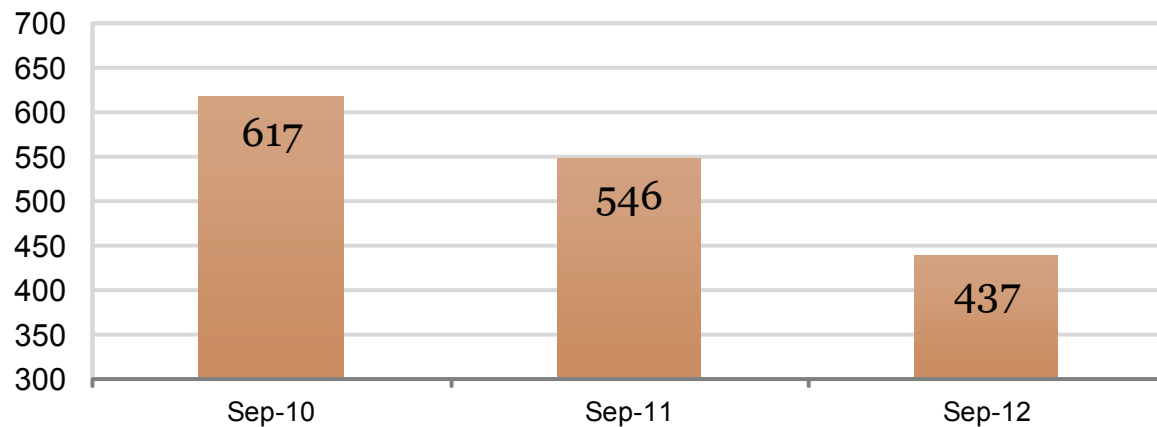
Year	2010	2011	2012
January	566	505	413
February	589	511	421
March	626	538	412
April	582	530	433
May	607	557	429
June	623	544	431
July	668	554	428
August	649	538	431
September	617	546	437
October	618	508	
November	574	487	
December	526	436	

## 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

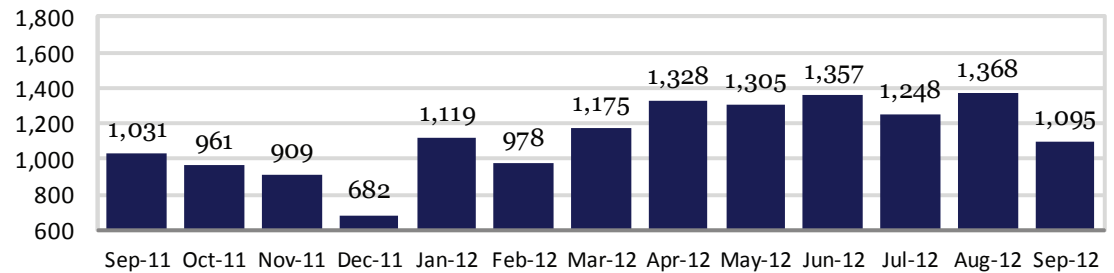
Month	New	Pending	Closed
Sep-11	1,031	809	517
Oct-11	961	785	566
Nov-11	909	746	492
Dec-11	682	602	523
Jan-12	1,119	836	411
Feb-12	978	928	506
Mar-12	1,175	1,021	596
Apr-12	1,328	1,034	604
May-12	1,305	997	737
Jun-12	1,357	1,047	685
Jul-12	1,248	1,057	719
Aug-12	1,368	1,027	731
Sep-12	1,095	884	653

## Change from last month/year

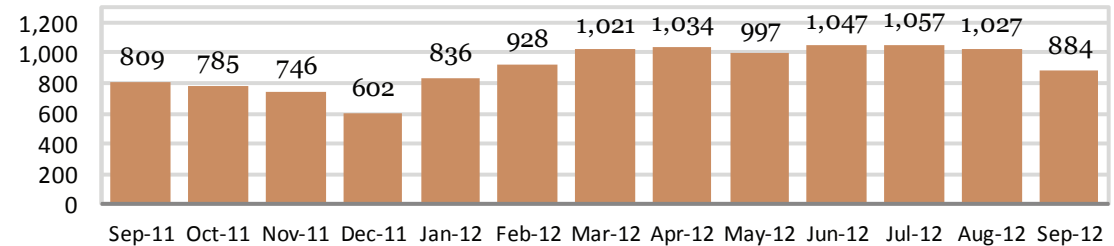
	Sep-12	Aug-12	Sep-11
New	1,095	1,368	1,031
% Change	-	<b>-19.96%</b>	<b>6.21%</b>
Pending	884	1,027	809
% Change	-	<b>-13.92%</b>	<b>9.27%</b>
Closed	653	731	517
% Change	-	<b>-10.67%</b>	<b>26.31%</b>

Data is for single-family detached homes

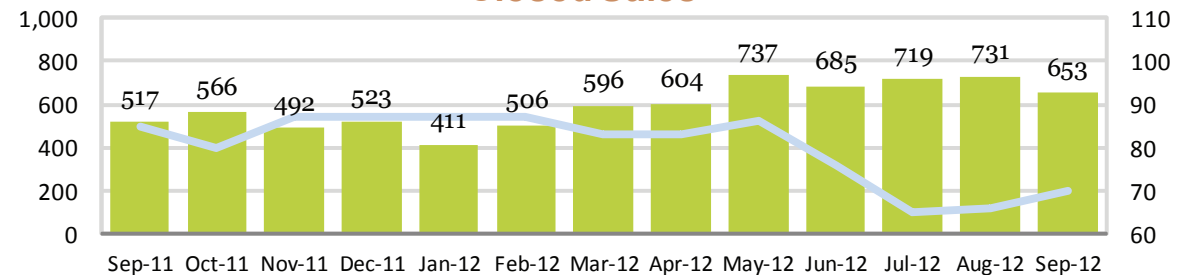
## New Listings



## Pending Sales



## Closed Sales



Closed Sales chart also shows average days on market, indicated by a line. The average days on market for September 2012 detached sales was 70.

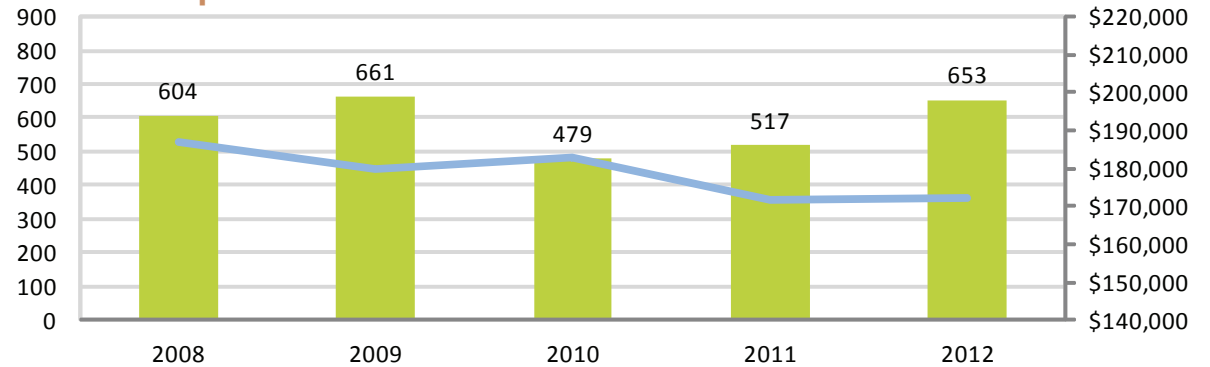
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Homes Sales by Market Area

## Single-family detached sales

MLS Area	Area Name	Sep-11	Sep-12
10-121	Albuquerque	362	454
130	Corrales	7	8
140-162	Rio Rancho	89	113
180	Bernalillo	6	10
190	Placitas	6	4
210-293	E. Mountains	17	32
690-760	Valencia Co.	30	32
Total	All	517	653

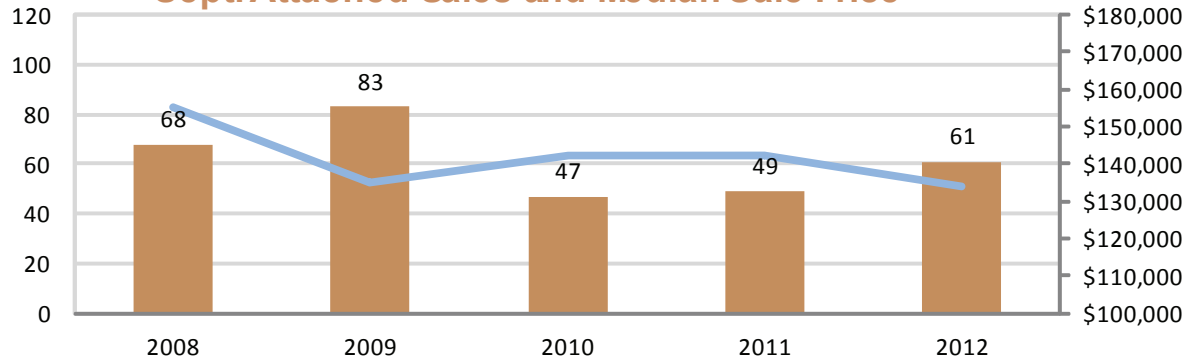
## Sept. Detached Sales and Median Sale Price



## Condo/townhome (attached) sales

MLS Area	Area Name	Sep-11	Sep-12
10-121	Albuquerque	45	53
130	Corrales	0	0
140-162	Rio Rancho	2	5
180	Bernalillo	0	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	2	3
Total	All	49	61

## Sept. Attached Sales and Median Sale Price



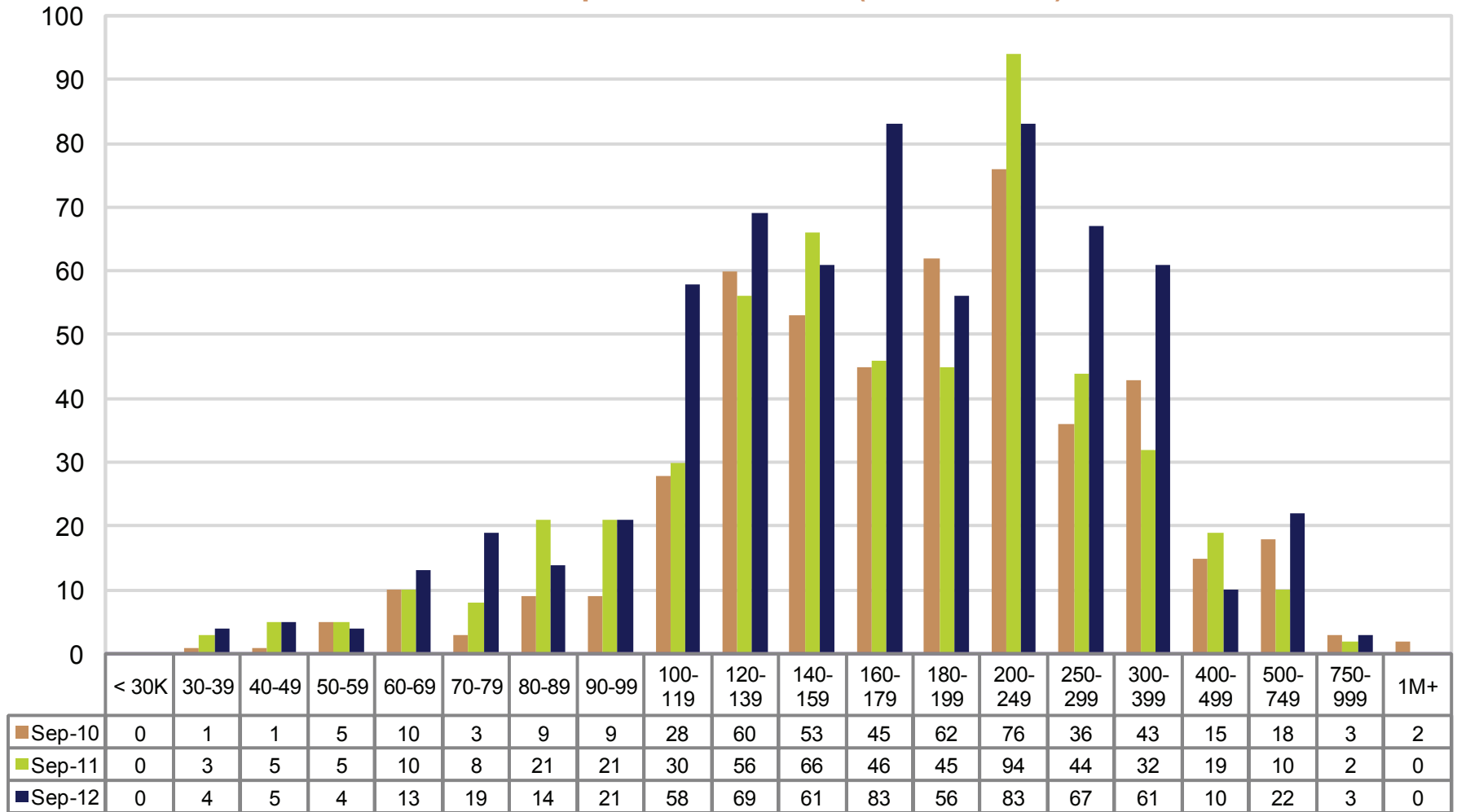
MLS Areas 210-293 include East Mountains and Estancia Basin.  
 MLS Areas 690-760 include Belen, Los Lunas, Bosque Farms.

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  
September historical (in thousands)



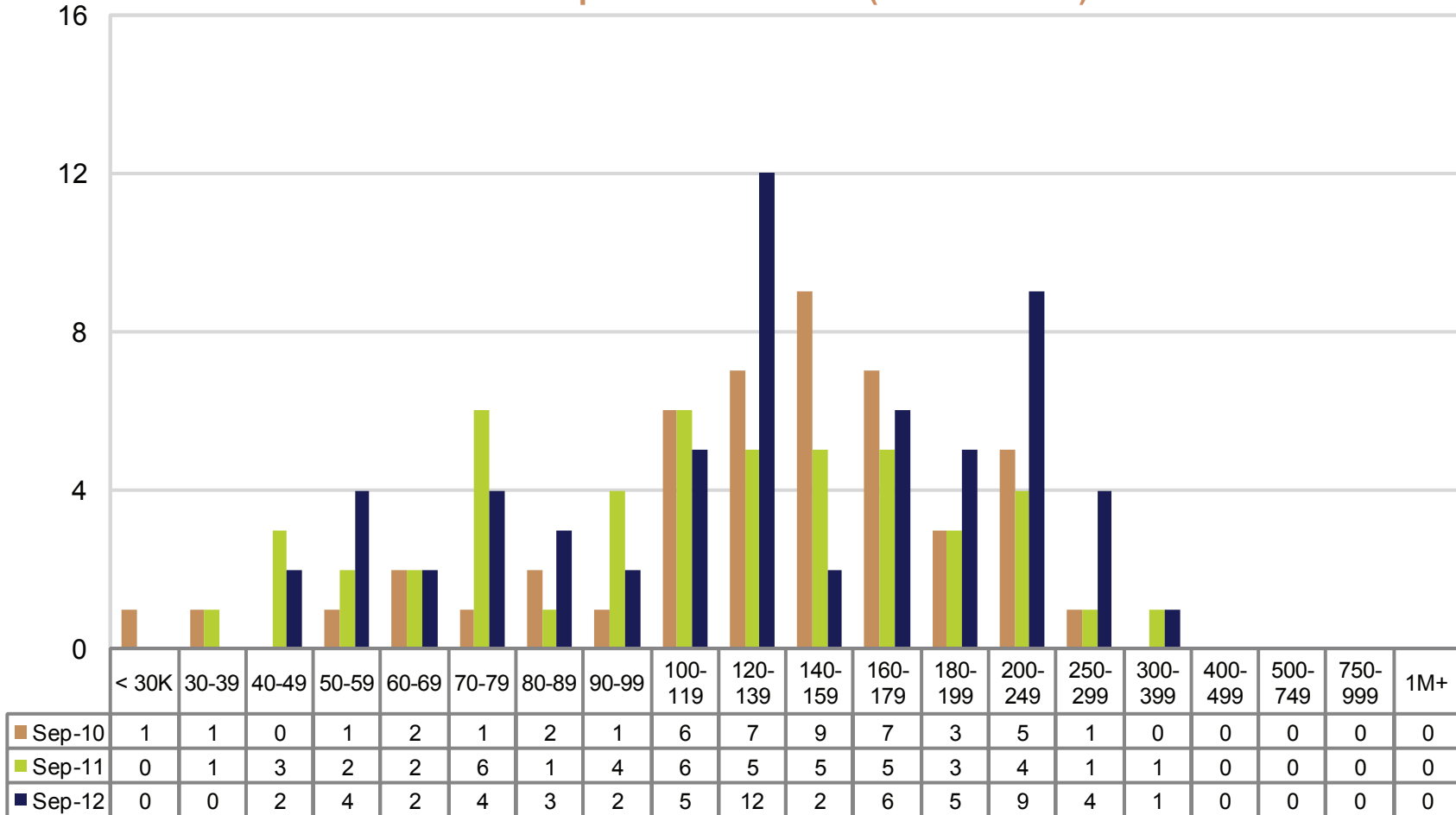
Top Selling Price Range for Detached Homes (for September 2012)

**\$160,000 - \$179,999 and \$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  
September historical (in thousands)



Top Selling Price Ranges for Attached Homes (for September 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

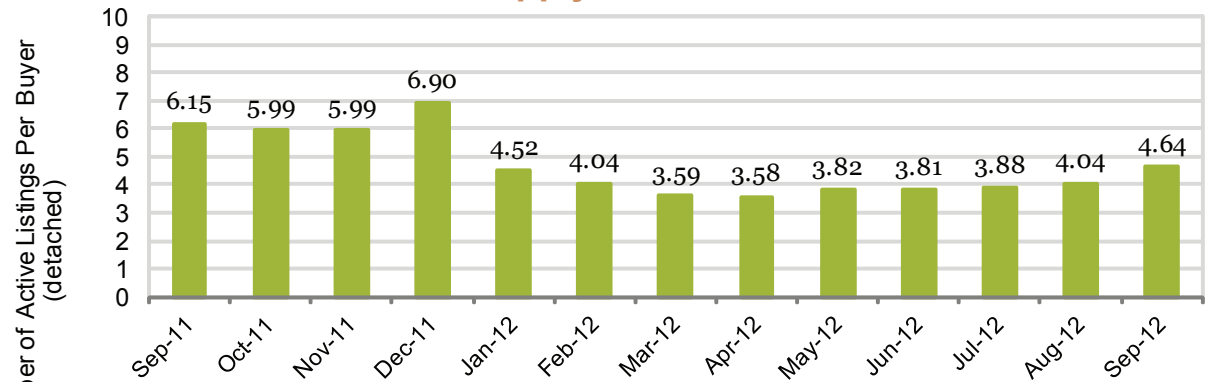
## Supply-Demand

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	
November	9.31	5.99	
December	9.46	6.90	

## Absorption Rate

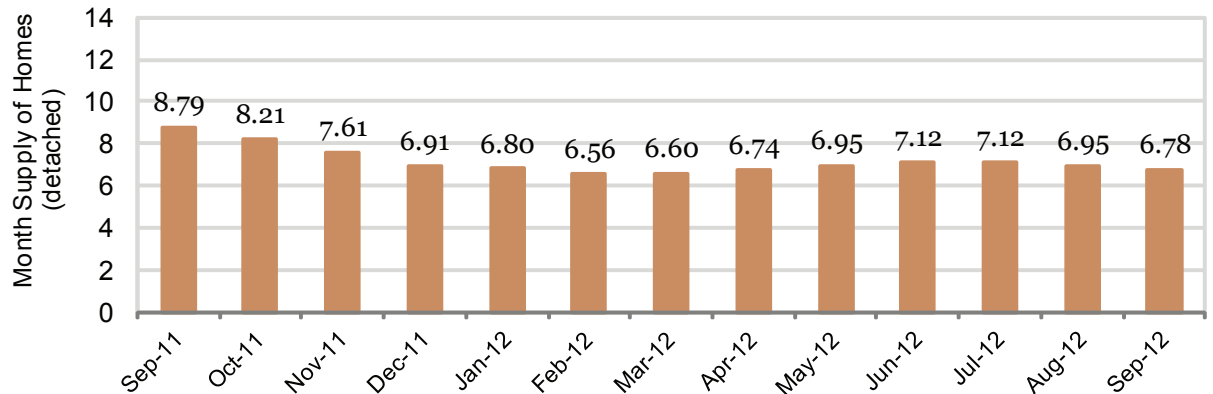
Year	2010	2011	2012
January	8.37	8.86	6.80
February	8.61	8.88	6.56
March	8.68	9.12	6.60
April	8.48	9.42	6.74
May	8.89	9.74	6.95
June	9.27	9.72	7.12
July	9.63	9.76	7.12
August	9.67	9.35	6.95
September	9.93	8.79	6.78
October	9.84	8.21	
November	9.42	7.61	
December	8.88	6.91	

## 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



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.

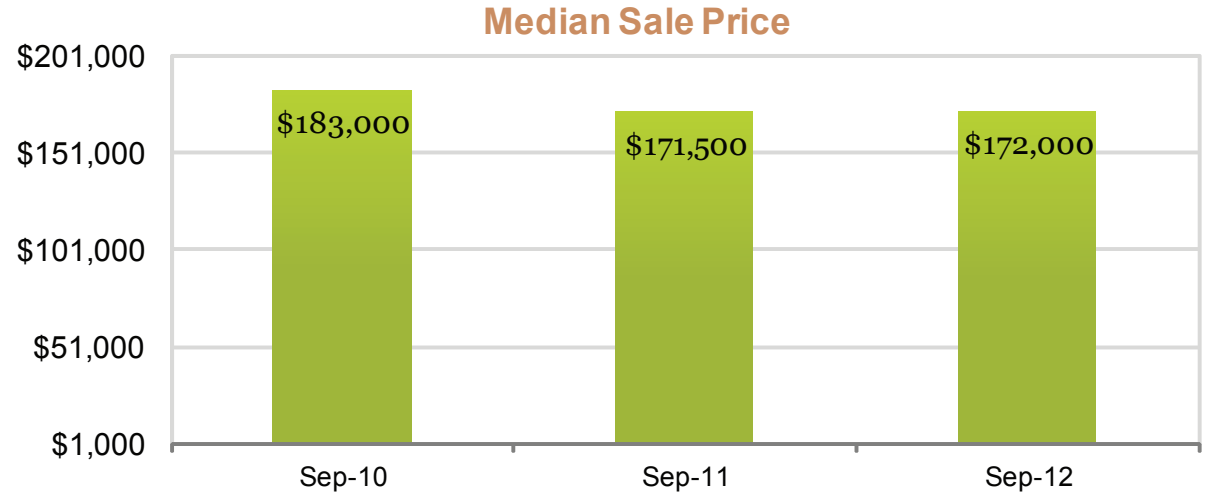
Data is for single-family detached homes

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

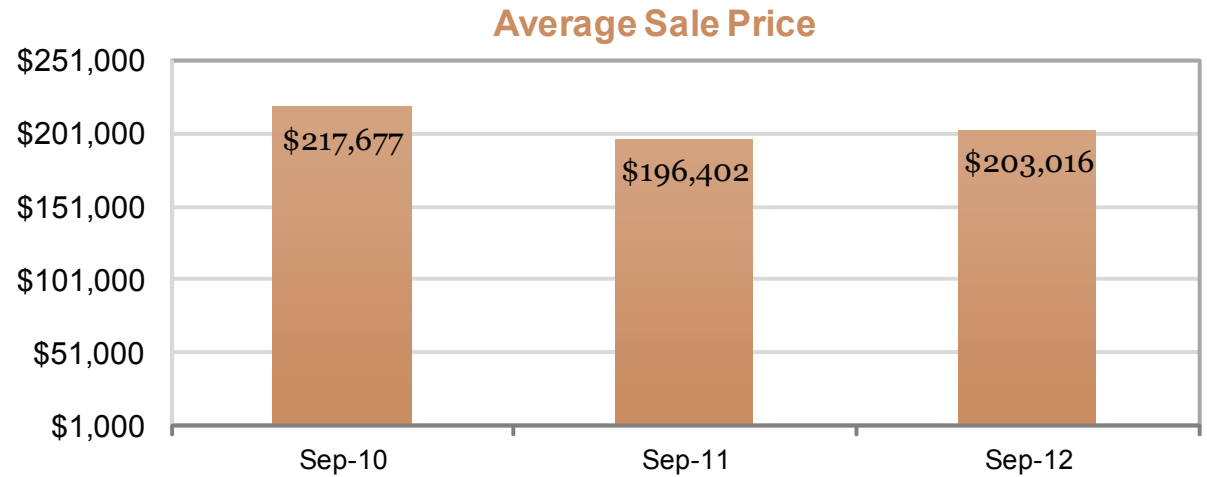
## Median Sale Price

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	
November	\$177,500	\$160,000	
December	\$178,433	\$160,000	



## 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	
November	\$220,453	\$194,830	
December	\$217,416	\$195,861	



Data is for single-family detached homes

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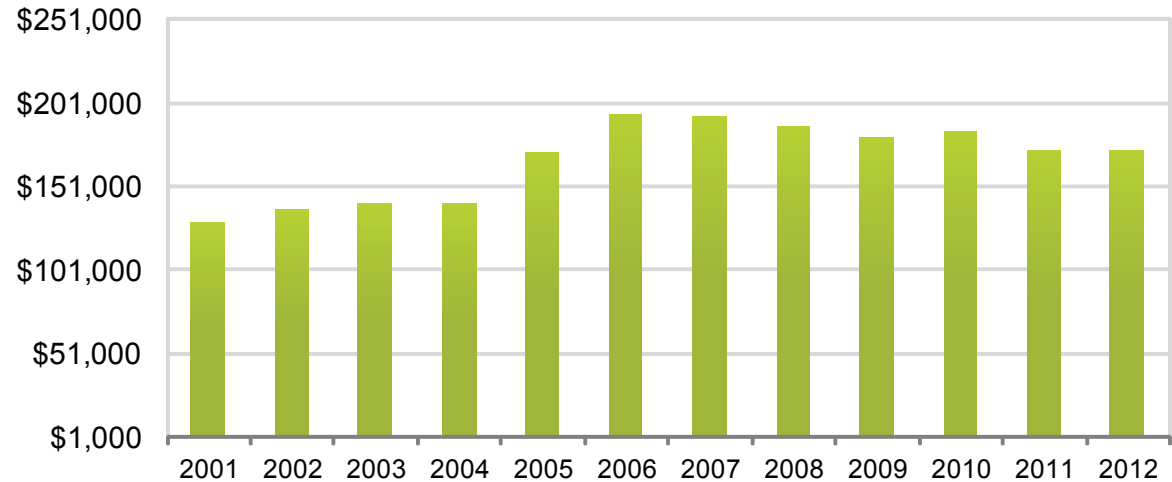


# Sept. Home Sales Prices - Year to Year

## Median Sale Price

August	Median Sale Price	% Change From Previous Year
2001	\$129,000	3.25%
2002	\$137,000	6.20%
2003	\$140,000	2.19%
2004	\$139,900	-0.07%
2005	\$171,000	22.23%
2006	\$193,250	13.01%
2007	\$192,500	-0.39%
2008	\$186,750	-2.99%
2009	\$179,900	-3.67%
2010	\$183,000	1.72%
2011	\$171,500	-6.28%
2012	\$172,000	0.29%

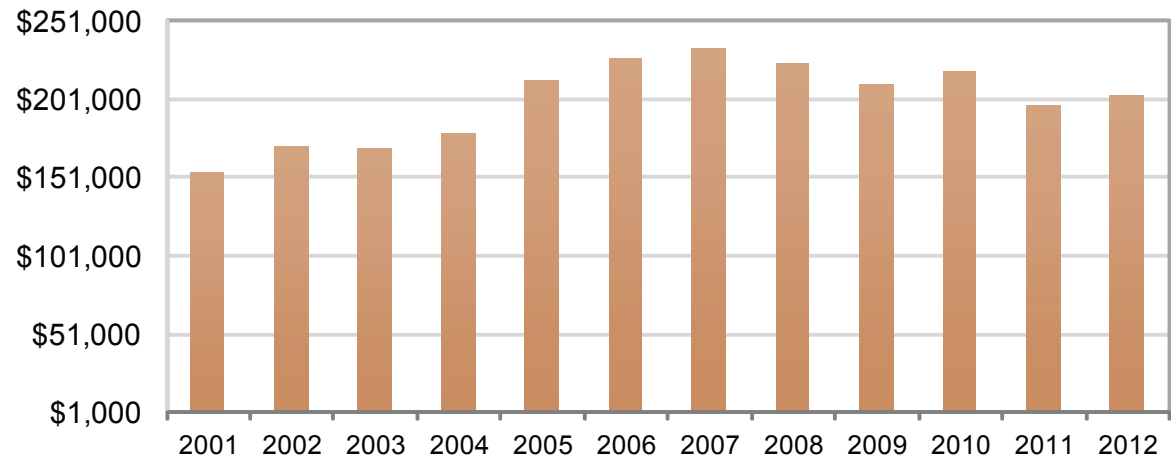
## Median Sale Price (Sept only)



## Average Sale Price

August	Average Sale Price	% Change From Previous Year
2001	\$152,671	3.39%
2002	\$170,197	11.48%
2003	\$168,848	-0.79%
2004	\$178,152	5.51%
2005	\$211,997	19.00%
2006	\$226,322	6.76%
2007	\$232,735	2.83%
2008	\$222,947	-4.21%
2009	\$209,987	-5.81%
2010	\$217,677	3.66%
2011	\$196,402	-9.77%
2012	\$203,016	3.37%

## Average Sale Price (Sept 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	Jul	1,248	1,296	-3.70%	111	138	-19.57%	9,325	10,363	-10.02%
	Aug	1,368	1,280	6.88%	137	129	6.20%	10,830	11,772	-8.00%
	<b>Sep</b>	<b>1,095</b>	<b>1,031</b>	<b>6.21%</b>	<b>116</b>	<b>120</b>	<b>-3.33%</b>	<b>12,041</b>	<b>12,923</b>	<b>-6.83%</b>
Pending Sales	Jul	1,057	815	29.69%	79	63	25.40%	7,513	6,352	18.28%
	Aug	1,027	878	16.97%	101	79	27.85%	8,641	7,309	18.22%
	<b>Sep</b>	<b>884</b>	<b>809</b>	<b>9.27%</b>	<b>74</b>	<b>43</b>	<b>72.09%</b>	<b>9,599</b>	<b>8,161</b>	<b>17.62%</b>
Closed Sales	Jul	719	625	15.04%	55	53	3.77%	4,642	4,171	11.29%
	Aug	731	646	13.16%	86	50	72.00%	5,459	4,867	12.16%
	<b>Sep</b>	<b>653</b>	<b>517</b>	<b>26.31%</b>	<b>61</b>	<b>49</b>	<b>24.49%</b>	<b>6,173</b>	<b>5,433</b>	<b>13.62%</b>
Dollar Volume of Closed Sales (in millions)	Jul	\$151.5	\$131.7	15.03%	\$7.8	\$7.1	9.86%	\$922.5	\$829.6	11.20%
	Aug	\$147.5	\$127.7	15.51%	\$11.3	\$7.3	54.79%	\$1,081.3	\$964.6	12.10%
	<b>Sep</b>	<b>\$132.6</b>	<b>\$101.5</b>	<b>30.64%</b>	<b>\$8.8</b>	<b>\$6.3</b>	<b>39.68%</b>	<b>\$1,222.7</b>	<b>\$1,072.4</b>	<b>14.02%</b>
Median Sales Price	Jul	\$175,000	\$178,000	-1.69%	\$149,500	\$142,000	5.28%			
	Aug	\$165,000	\$163,808	0.73%	\$125,000	\$139,000	-10.07%	--	--	--
	<b>Sep</b>	<b>\$172,000</b>	<b>\$171,500</b>	<b>0.29%</b>	<b>\$134,000</b>	<b>\$115,000</b>	<b>16.52%</b>			
Average Sales Price	Jul	\$210,685	\$210,788	-0.05%	\$142,542	\$134,417	6.04%			
	Aug	\$201,833	\$197,671	2.11%	\$131,744	\$145,332	-9.35%	--	--	--
	<b>Sep</b>	<b>\$203,016</b>	<b>\$196,402</b>	<b>3.37%</b>	<b>\$144,878</b>	<b>\$128,433</b>	<b>12.80%</b>			
Total Active Listings Available	Jul	4,152	5,082	-18.30%	428	554	-22.74%			
	Aug	4,103	4,973	-17.49%	431	538	-19.89%	--	--	--
	<b>Sep</b>	<b>4,081</b>	<b>4,703</b>	<b>-13.23%</b>	<b>437</b>	<b>546</b>	<b>-19.96%</b>			
Average Days on Market	Jul	65	80	-18.75%	94	90	4.44%			
	Aug	66	76	-13.16%	89	121	-26.45%	--	--	--
	<b>Sep</b>	<b>70</b>	<b>85</b>	<b>-17.65%</b>	<b>73</b>	<b>70</b>	<b>4.29%</b>			

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	Jul	839	862	-2.67%	New Listings	Jul	202	212	-4.72%
	Aug	863	841	2.62%		Aug	246	197	24.87%
	<b>Sep</b>	<b>697</b>	<b>646</b>	<b>7.89%</b>		<b>Sep</b>	<b>175</b>	<b>187</b>	<b>-6.42%</b>
Pending Sales	Jul	711	566	25.62%	Pending Sales	Jul	188	161	16.77%
	Aug	701	601	16.64%		Aug	195	152	28.29%
	<b>Sep</b>	<b>643</b>	<b>543</b>	<b>18.42%</b>		<b>Sep</b>	<b>134</b>	<b>169</b>	<b>-20.71%</b>
Closed Sales	Jul	511	439	16.40%	Closed Sales	Jul	117	113	3.54%
	Aug	516	440	17.27%		Aug	116	113	2.65%
	<b>Sep</b>	<b>454</b>	<b>362</b>	<b>25.41%</b>		<b>Sep</b>	<b>113</b>	<b>89</b>	<b>26.97%</b>
Median Sales Price	Jul	\$172,500	\$178,500	-3.36%	Median Sales Price	Jul	\$166,000	\$170,000	-2.35%
	Aug	\$165,000	\$163,808	0.73%		Aug	\$156,130	\$160,000	-2.42%
	<b>Sep</b>	<b>\$175,050</b>	<b>\$170,000</b>	<b>2.97%</b>		<b>Sep</b>	<b>\$152,500</b>	<b>\$170,022</b>	<b>-10.31%</b>
Average Sales Price	Jul	\$209,217	\$212,420	-1.51%	Average Sales Price	Jul	\$179,019	\$183,261	-2.31%
	Aug	\$203,021	\$198,315	2.37%		Aug	\$172,739	\$178,467	-3.21%
	<b>Sep</b>	<b>\$207,969</b>	<b>\$193,486</b>	<b>7.49%</b>		<b>Sep</b>	<b>\$167,771</b>	<b>\$187,702</b>	<b>-10.62%</b>
Total Active	Jul	2,471	3,111	-20.57%	Total Active	Jul	596	740	-19.46%
	Aug	2,415	3,047	-20.74%		Aug	600	735	-18.37%
	<b>Sep</b>	<b>2,373</b>	<b>2,840</b>	<b>-16.44%</b>		<b>Sep</b>	<b>610</b>	<b>718</b>	<b>-15.04%</b>
Average Days on Market	Jul	57	73	-21.92%	Average Days on Market	Jul	69	97	-28.87%
	Aug	60	71	-15.49%		Aug	59	89	-33.71%
	<b>Sep</b>	<b>62</b>	<b>80</b>	<b>-22.50%</b>		<b>Sep</b>	<b>60</b>	<b>104</b>	<b>-42.31%</b>

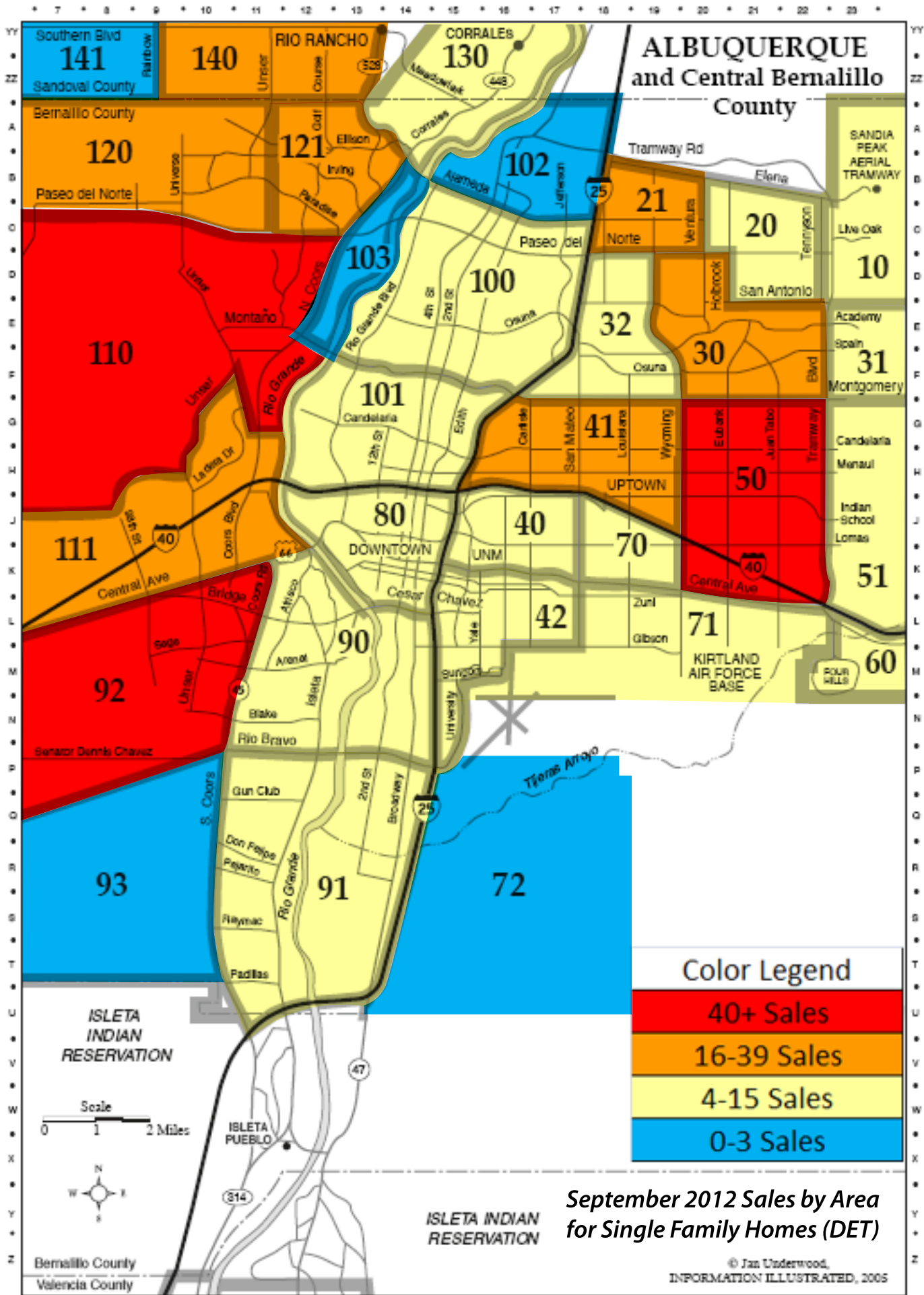
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# Market Comparison

## 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	Jul	85	75	13.33%	New Listings	Jul	75	95	-21.05%
	Aug	91	87	4.60%		Aug	100	91	9.89%
	<b>Sep</b>	<b>68</b>	<b>74</b>	<b>-8.11%</b>		<b>Sep</b>	<b>99</b>	<b>77</b>	<b>28.57%</b>
Pending Sales	Jul	56	28	100.00%	Pending Sales	Jul	73	39	87.18%
	Aug	43	34	26.47%		Aug	53	58	-8.62%
	<b>Sep</b>	<b>29</b>	<b>38</b>	<b>-23.68%</b>		<b>Sep</b>	<b>44</b>	<b>34</b>	<b>29.41%</b>
Closed Sales	Jul	34	22	54.55%	Closed Sales	Jul	32	30	6.67%
	Aug	38	31	22.58%		Aug	40	44	-9.09%
	<b>Sep</b>	<b>32</b>	<b>17</b>	<b>88.24%</b>		<b>Sep</b>	<b>32</b>	<b>30</b>	<b>6.67%</b>
Median Sales Price	Jul	\$227,000	\$259,500	-12.52%	Median Sales Price	Jul	\$132,450	\$138,995	-4.71%
	Aug	\$217,380	\$213,500	1.82%		Aug	\$147,000	\$128,500	14.40%
	<b>Sep</b>	<b>\$230,000</b>	<b>\$233,000</b>	<b>-1.29%</b>		<b>Sep</b>	<b>\$159,000</b>	<b>\$117,750</b>	<b>35.03%</b>
Average Sales Price	Jul	\$272,919	\$259,484	5.18%	Average Sales Price	Jul	\$151,143	\$146,906	2.88%
	Aug	\$230,326	\$234,935	-1.96%		Aug	\$161,397	\$136,515	18.23%
	<b>Sep</b>	<b>\$241,034</b>	<b>\$244,462</b>	<b>-1.40%</b>		<b>Sep</b>	<b>\$167,155</b>	<b>\$132,823</b>	<b>25.85%</b>
Total Active	Jul	415	445	-6.74%	Total Active	Jul	404	465	-13.12%
	Aug	420	430	-2.33%		Aug	416	441	-5.67%
	<b>Sep</b>	<b>410</b>	<b>408</b>	<b>0.49%</b>		<b>Sep</b>	<b>424</b>	<b>428</b>	<b>-0.93%</b>
Average Days on Market	Jul	92	93	-1.08%	Average Days on Market	Jul	99	90	10.00%
	Aug	117	81	44.44%		Aug	78	88	-11.36%
	<b>Sep</b>	<b>135</b>	<b>95</b>	<b>42.11%</b>		<b>Sep</b>	<b>124</b>	<b>83</b>	<b>49.40%</b>

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



Southern Blvd  
141  
Sandoval County

140  
RIO RANCHO

130  
CORRALES

**ALBUQUERQUE and Central Bernalillo County**

120  
Bernalillo County  
Paseo del Norte

121  
Ellison  
Irving  
Paradise

102  
Avameda  
Justus

21  
Tramway Rd  
Verlona

20  
Tennyson  
Elena

10  
Live Oak  
SANDIA PEAK AERIAL TRAMWAY

32  
Osuna

31  
Spain  
Academy  
Montgomery

110  
Unsub  
Montaño  
Rio Grande  
Unsub

103  
Rio Grande Blvd  
4th St  
2nd St  
Osuna

100  
Osuna

30  
Hobbes  
Osuna

31  
Blvd

41  
San Mateo  
Louisiana  
Wyoming

50  
Eubank  
Juan Tabo  
Tramway

31  
Candelaria  
Manual  
Indian School  
Lomas

111  
Central Ave  
Cora Blvd  
66

101  
Candelaria  
12th St  
Edith

80  
DOWNTOWN  
Cesar

40  
UNM  
Chavez  
Yale

70  
Zuni  
Gibson

51  
Central Ave  
KIRTLAND AIR FORCE BASE

60  
FOUR HILLS

51  
Candelaria  
Manual  
Indian School  
Lomas

92  
Senator Dennis Chavez  
Unsub  
65

90  
Arenal  
Isleta  
Blake  
Rio Bravo

80  
DOWNTOWN  
Cesar

40  
UNM  
Chavez  
Yale

70  
Zuni  
Gibson

51  
Central Ave  
KIRTLAND AIR FORCE BASE

60  
FOUR HILLS

51  
Candelaria  
Manual  
Indian School  
Lomas

93  
Senator Dennis Chavez  
Unsub  
65

91  
Arenal  
Isleta  
Blake  
Rio Bravo  
Gun Club  
Don Felipe  
Pavito  
Raymac  
Padillas

80  
DOWNTOWN  
Cesar

40  
UNM  
Chavez  
Yale

70  
Zuni  
Gibson

51  
Central Ave  
KIRTLAND AIR FORCE BASE

60  
FOUR HILLS

51  
Candelaria  
Manual  
Indian School  
Lomas

ISLETA INDIAN RESERVATION  
Scale  
0 1 2 Miles  
ISLETA PUEBLO  
Bernalillo County  
Valencia County

91  
Arenal  
Isleta  
Blake  
Rio Bravo  
Gun Club  
Don Felipe  
Pavito  
Raymac  
Padillas

80  
DOWNTOWN  
Cesar

40  
UNM  
Chavez  
Yale

70  
Zuni  
Gibson

51  
Central Ave  
KIRTLAND AIR FORCE BASE

60  
FOUR HILLS

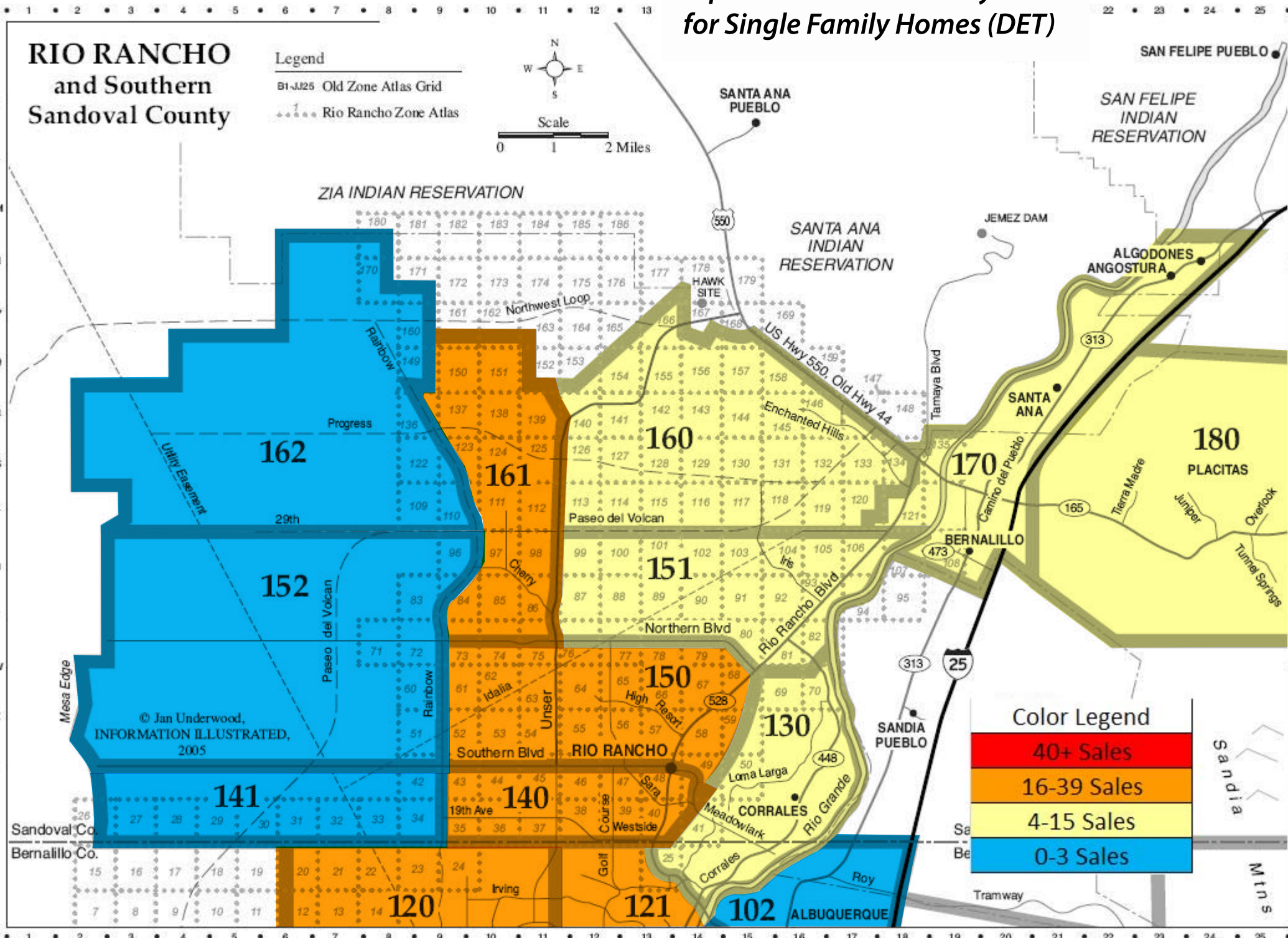
51  
Candelaria  
Manual  
Indian School  
Lomas

ISLETA INDIAN RESERVATION

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

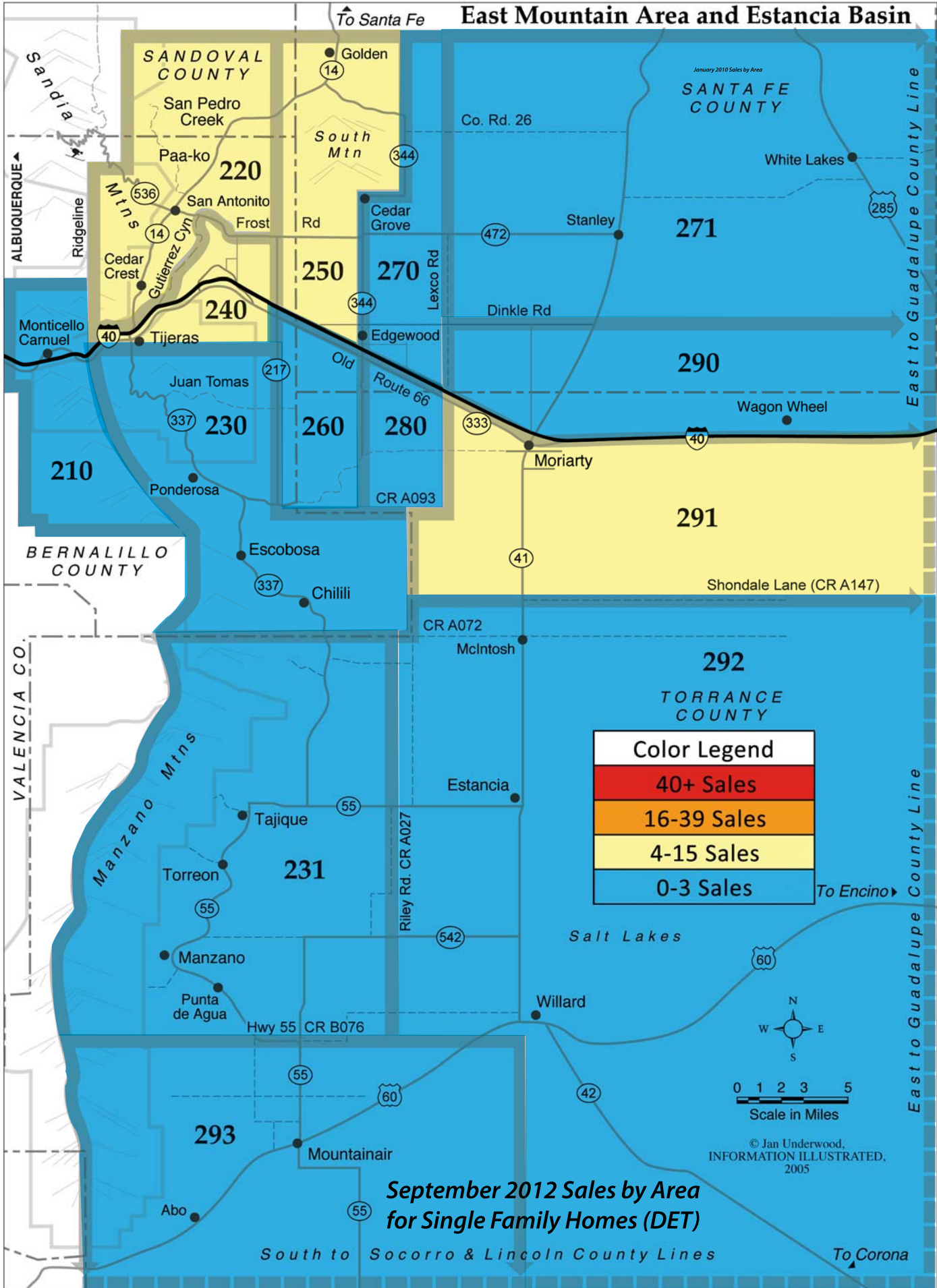
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# September 2012 Sales by Area for Single Family Homes (DET)

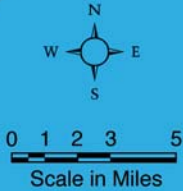


# East Mountain Area and Estancia Basin

January 2010 Sales by Area



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

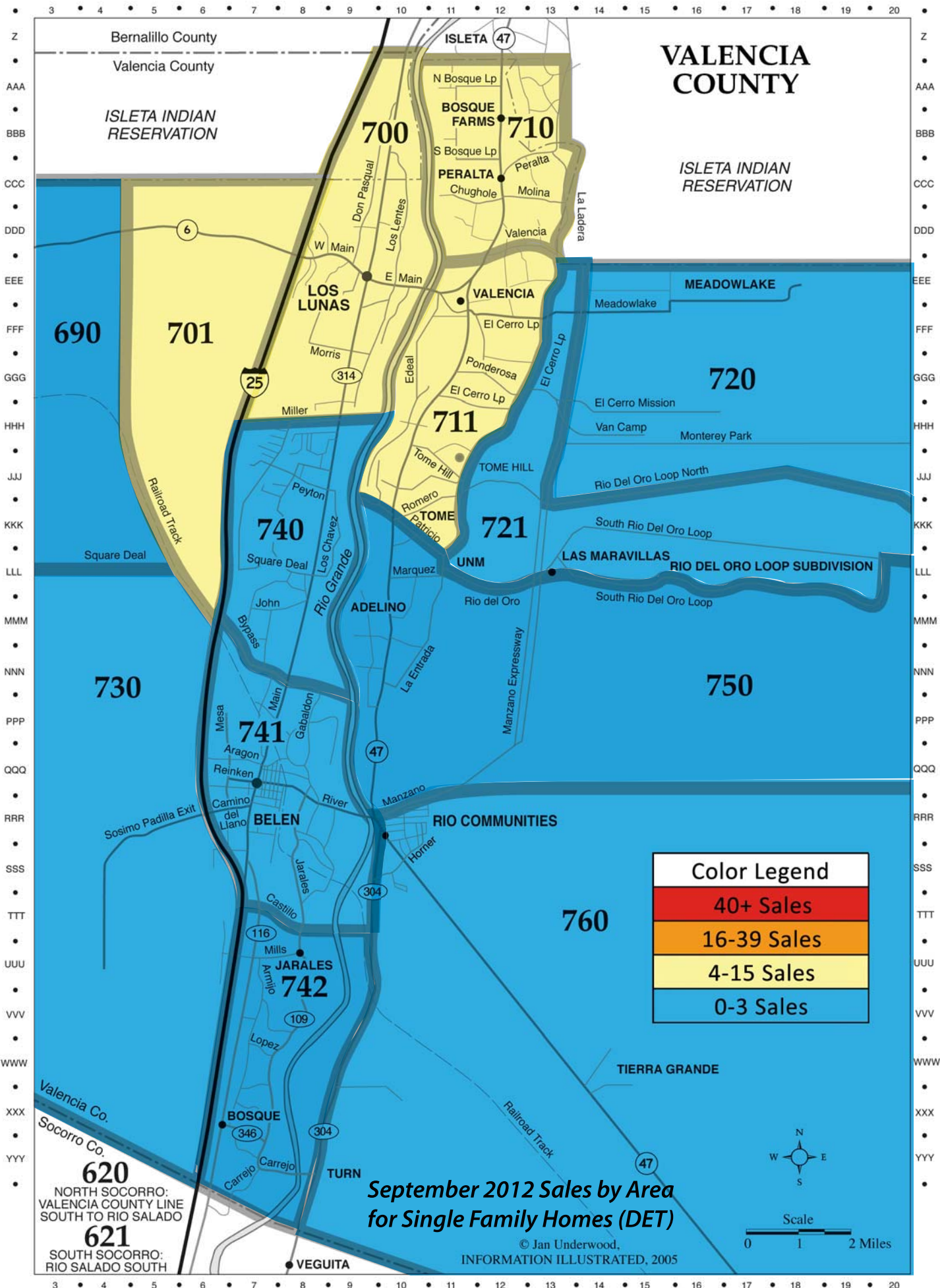


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## September 2012 Sales by Area for Single Family Homes (DET)

South to Socorro & Lincoln County Lines

To Corona



Bernalillo County  
Valencia County

**ISLETA INDIAN RESERVATION**

# VALENCIA COUNTY

**ISLETA INDIAN RESERVATION**

620  
NORTH SOCORRO:  
VALENCIA COUNTY LINE  
SOUTH TO RIO SALADO

621  
SOUTH SOCORRO:  
RIO SALADO SOUTH

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

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