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Monthly Highlights

- Single-family detached home sales rose 17.8% from the previous year.
- Pending sales of single-family detached homes showed a slight increase of 0.6% from September 2012.

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Monthly
Market
REPORT **Sept 2013**

Contact

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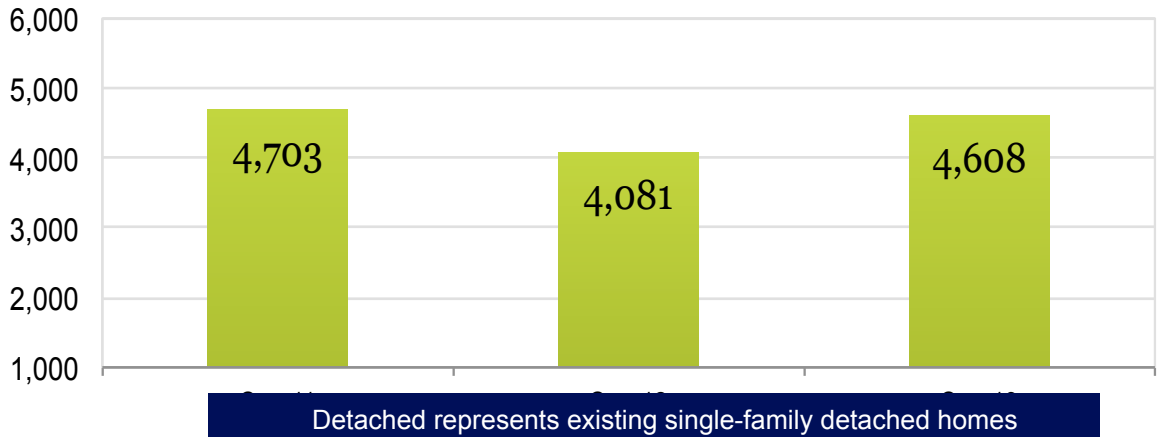
Email president@gaar.com

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	
November	4,156	3,902	
December	3,780	3,587	

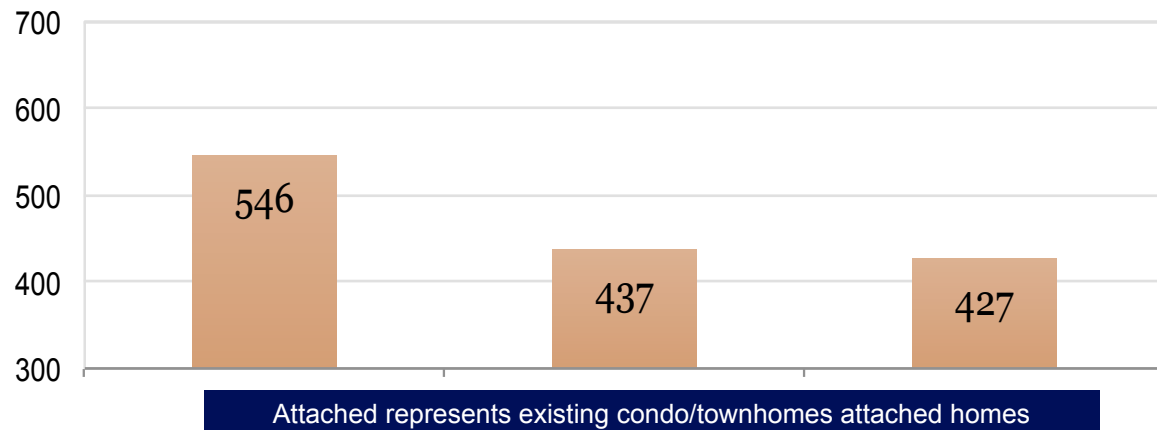
Detached homes on market



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	
November	487	420	
December	436	393	

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
Sep-12	1,095	884	653
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

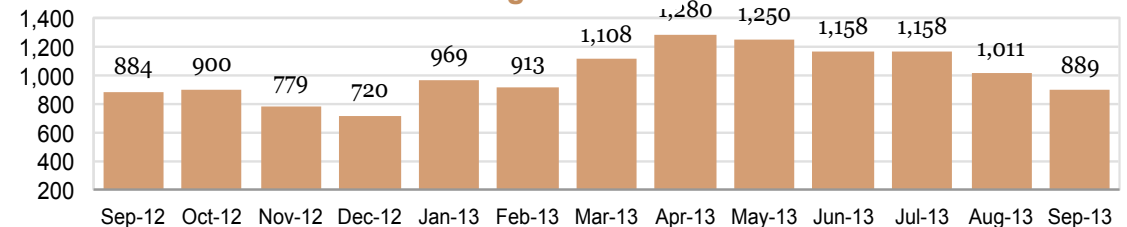
Change from last month/year

	Sep-13	Aug-13	Sep-12
New	1,213	1,429	1,095
% Change	-	-15.12%	10.78%
Pending	889	1,011	884
% Change	-	-12.07%	0.57%
Closed	769	857	653
% Change	-	-10.27%	17.76%

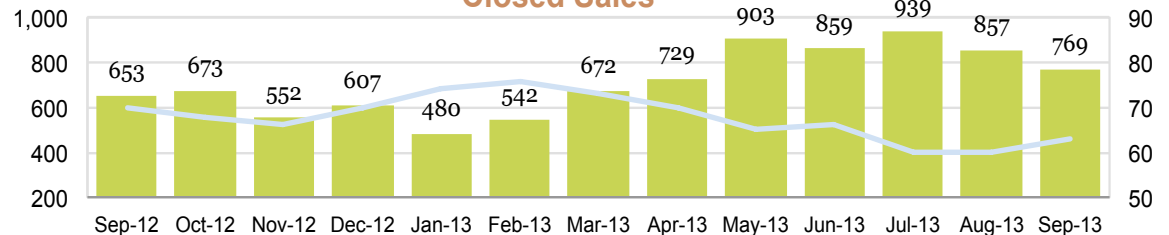
New Listings



Pending Sales



Closed Sales



Closed Sales chart also shows average days on market, indicated by a line. The average days on market for September 2013 detached sales was 63.

Data is for single-family detached homes

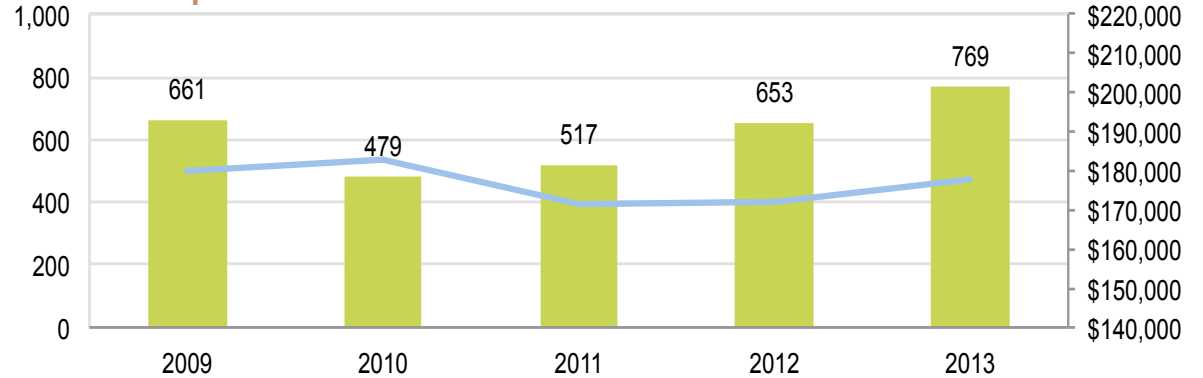
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

Homes Sales by Market Area

Single-family detached sales

MLS Area	Area Name	Sep-12	Sep-13
10-121	Albuquerque	454	517
130	Corrales	8	7
140-162	Rio Rancho	113	142
180	Bernalillo	10	11
190	Placitas	4	8
210-293	E. Mountains	32	30
690-760	Valencia Co.	32	54
Total	All	653	769

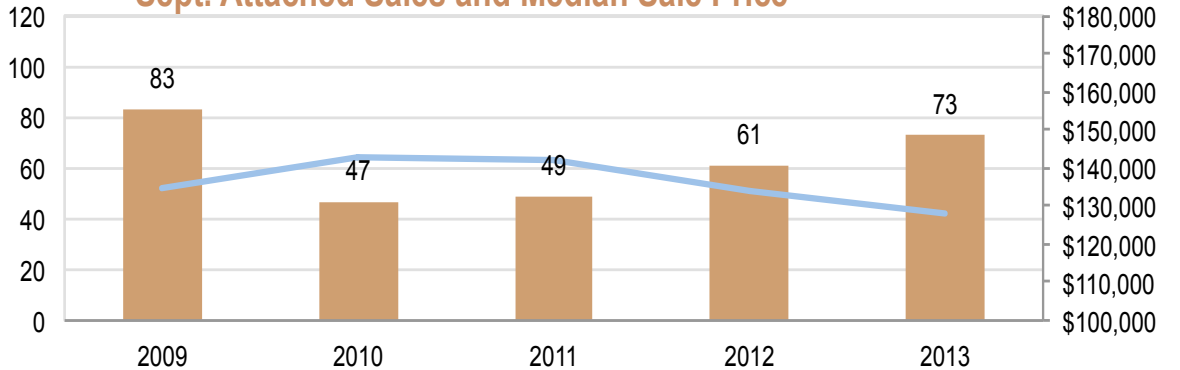
Sept. Detached Sales and Median Sale Price



Condo/townhome (attached) sales

MLS Area	Area Name	Sep-12	Sep-13
10-121	Albuquerque	53	62
130	Corrales	0	0
140-162	Rio Rancho	5	10
180	Bernalillo	0	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	3	1
Total	All	61	73

Sept. Attached Sales and Median Sale Price



MLS Areas 210-293 include East Mountains and Estancia Basin

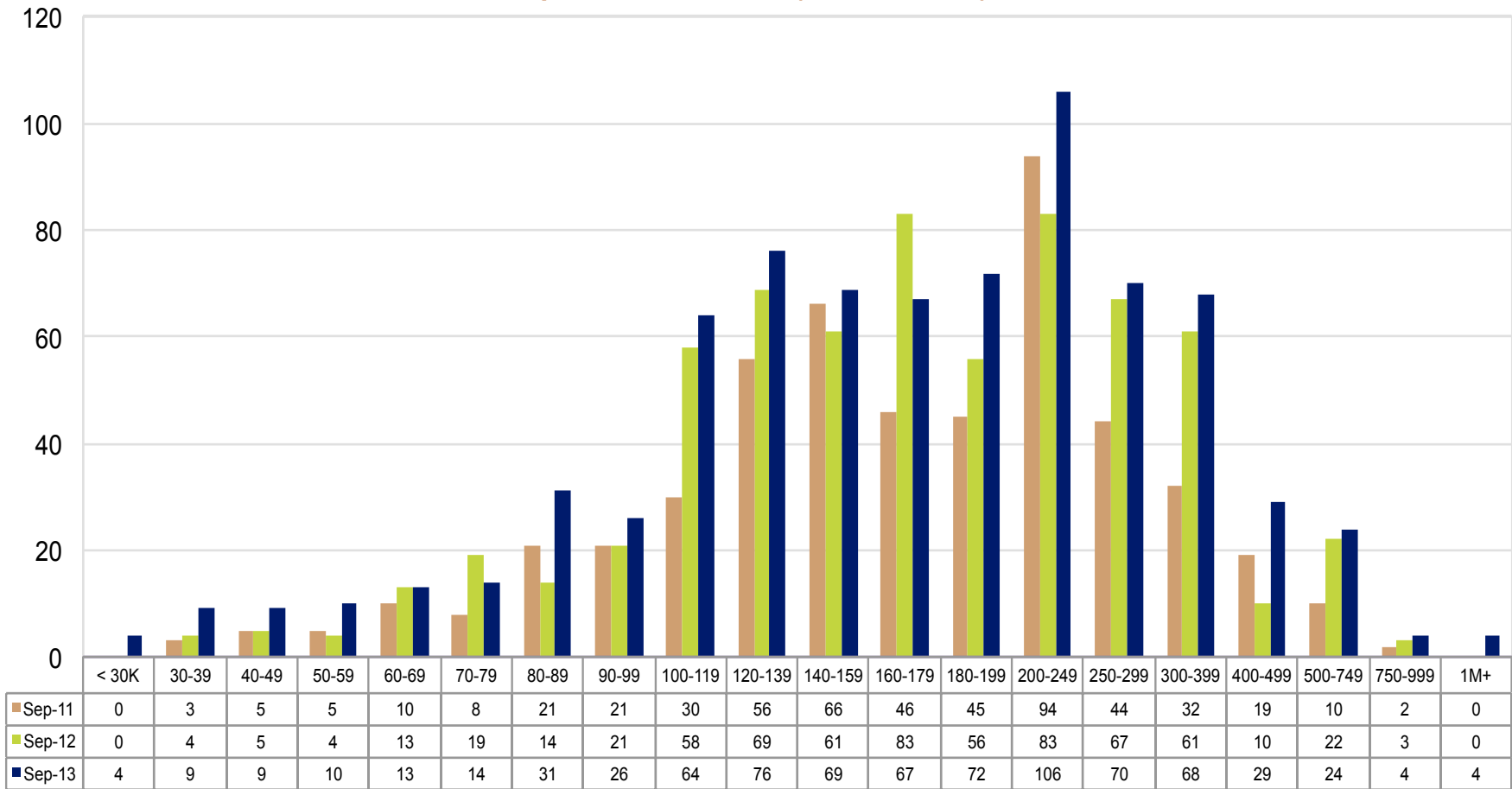
MLS Areas 690-760 include Belen, Los Lunas, Bosque Farms.

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)



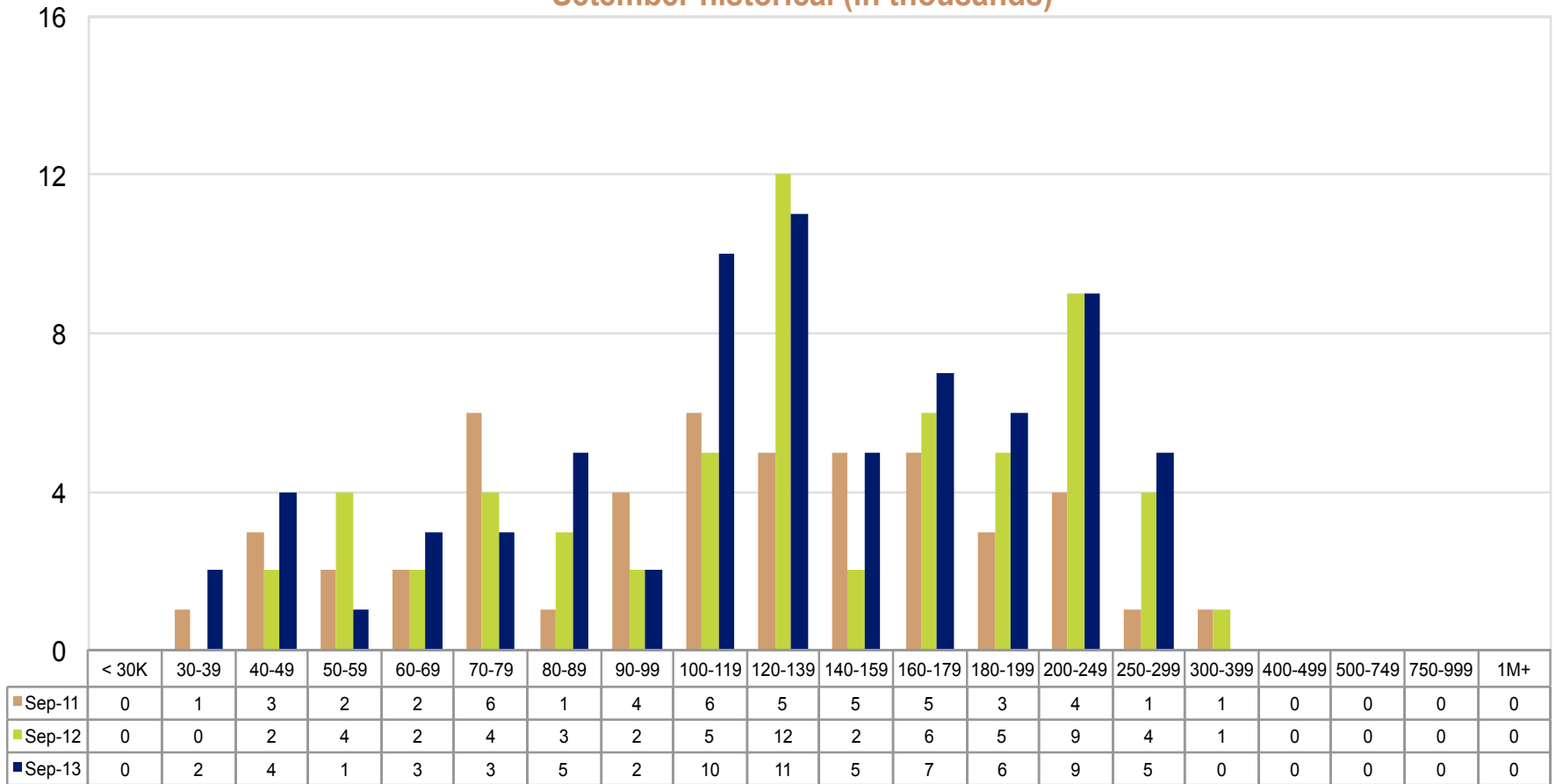
Top Selling Price Range for Detached Homes (for September 2013)

\$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 2013)

\$120,000 - \$139,999

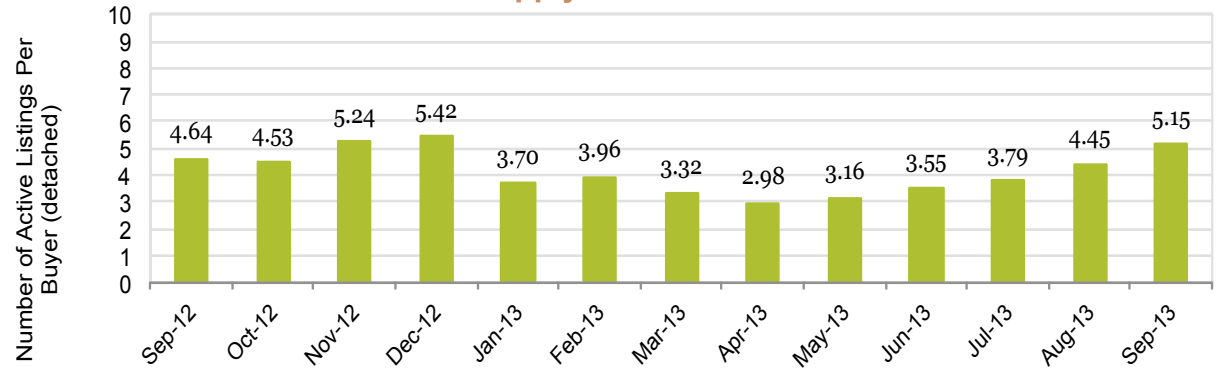
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

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	
November	5.99	5.24	
December	6.90	5.42	

Supply-Demand

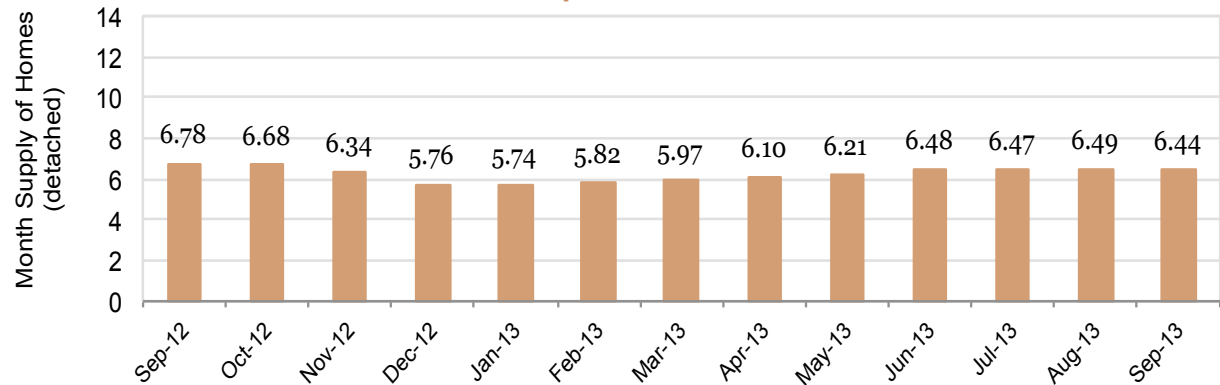


The Supply-Demand Ratio is calculated by dividing the number of homes for sale (listings available) by the number of total pending sales for that month. The higher the ratio, the more supply there is relative to demand.

Absorption Rate

Year	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	
November	7.61	6.34	
December	6.91	5.76	

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.

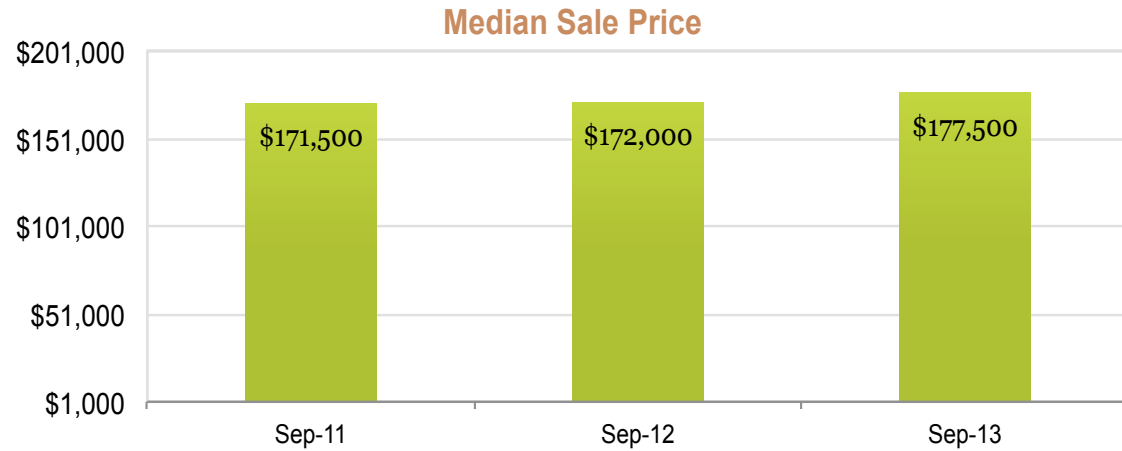
Data is for single-family detached homes

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

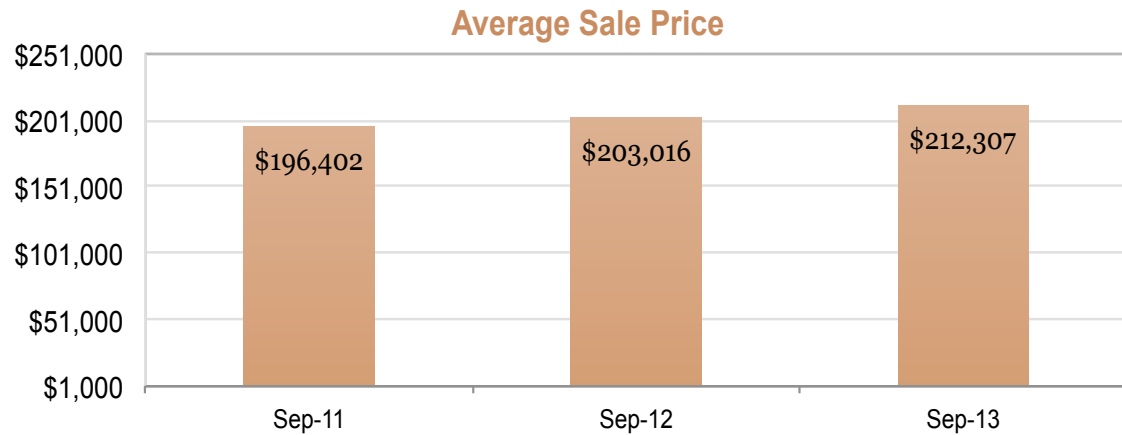
Median Sale Price

Year	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	
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	
November	\$194,830	\$204,653	
December	\$195,861	\$211,191	



Data is for single-family detached homes

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Sept. Home Sales Prices - Year to Year

Median Sale Price

Year	Median Sale Price	% Change From Previous Year
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%
2013	\$177,500	3.20%

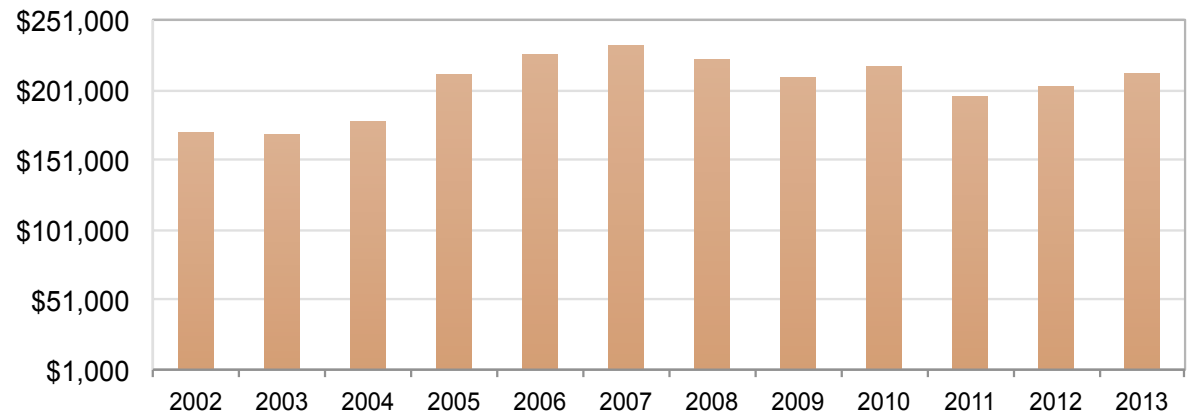
Median Sale Price (Sept only)



Average Sale Price

Year	Average Sale Price	% Change From Previous Year
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%
2013	\$212,307	4.58%

Average Sale Price (Sept only)



Data is for single-family detached homes

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Listing Activity by Zip Code (Sept.)

September 2013 Listing Activity by Zip Code

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%	87056	6	0	0.00%	87114	386	66	8.58%
87001	8	0	0.00%	87059	120	7	0.91%	87120	324	67	8.71%
87002	183	16	2.08%	87060	1	0	0.00%	87121	235	77	10.01%
87004	80	11	1.43%	87061	5	0	0.00%	87122	149	31	4.03%
87006	2	1	0.13%	87062	1	0	0.00%	87123	167	33	4.29%
87008	31	5	0.65%	87063	1	0	0.00%	87124	382	90	11.70%
87015	138	8	1.04%	87068	26	1	0.13%	87144	336	62	8.06%
87016	20	1	0.13%	87102	55	16	2.08%	88318	1	0	0.00%
87023	3	0	0.00%	87104	68	11	1.43%				
87026	4	0	0.00%	87105	134	24	3.12%				
87031	233	36	4.68%	87106	78	18	2.34%				
87032	3	0	0.00%	87107	163	22	2.86%				
87035	32	2	0.26%	87108	89	18	2.34%				
87036	21	0	0.00%	87109	86	36	4.68%				
87042	13	1	0.13%	87110	159	43	5.59%				
87043	125	8	1.04%	87111	258	62	8.06%				
87047	75	7	0.91%	87112	205	40	5.20%				
87048	126	7	0.91%	87113	67	15	1.95%				

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.

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Market Overview

2013		(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	Jul	1,578	1,248	26.44%	156	111	40.54%	10,802	9,325	15.84%
	Aug	1,429	1,368	4.46%	152	137	10.95%	12,383	10,830	14.34%
	Sep	1,213	1,095	10.78%	108	116	-6.90%	13,704	12,041	13.81%
Pending Sales	Jul	1,158	1,057	9.56%	115	79	45.57%	8,556	7,513	13.88%
	Aug	1,011	1,027	-1.56%	112	101	10.89%	9,679	8,641	12.01%
	Sep	889	884	0.57%	58	74	-21.62%	10,626	9,599	10.70%
Closed Sales	Jul	939	719	30.60%	107	55	94.55%	5,645	4,642	21.61%
	Aug	857	731	17.24%	84	86	-2.33%	6,586	5,459	20.64%
	Sep	769	653	17.76%	73	61	19.67%	7,428	6,173	20.33%
Dollar Volume of Closed Sales (in millions)	Jul	\$209.0	\$151.5	37.95%	\$15.0	\$7.8	92.31%	\$1,136.6	\$922.5	23.21%
	Aug	\$191.6	\$147.5	29.90%	\$10.9	\$11.3	-3.54%	\$1,339.1	\$1,081.3	23.84%
	Sep	\$163.3	\$132.6	23.15%	\$10.2	\$8.8	15.91%	\$1,512.6	\$1,222.7	23.71%
Median Sales Price	Jul	\$182,000	\$175,000	4.00%	\$129,900	\$149,500	-13.11%			
	Aug	\$182,500	\$165,000	10.61%	\$126,500	\$125,000	1.20%	--	--	--
	Sep	\$177,500	\$172,000	3.20%	\$128,000	\$134,000	-4.48%			
Average Sales Price	Jul	\$222,505	\$210,685	5.61%	\$139,787	\$142,542	-1.93%			
	Aug	\$223,533	\$201,833	10.75%	\$129,882	\$131,744	-1.41%	--	--	--
	Sep	\$212,307	\$203,016	4.58%	\$139,424	\$144,878	-3.76%			
Total Active	Jul	4,497	4,152	8.31%	413	428	-3.50%			
Listings Available	Aug	4,578	4,103	11.58%	429	431	-0.46%	--	--	--
	Sep	4,608	4,081	12.91%	427	437	-2.29%			
Average Days on Market	Jul	60	65	-7.69%	60	94	-36.17%			
	Aug	60	66	-9.09%	59	89	-33.71%	--	--	--
	Sep	63	70	-10.00%	77	73	5.48%			

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	Jul	1,045	839	24.55%	New Listings	Jul	268	202	32.67%
	Aug	893	863	3.48%		Aug	250	246	1.63%
	Sep	790	697	13.34%		Sep	211	175	20.57%
Pending Sales	Jul	777	711	9.28%	Pending Sales	Jul	230	188	22.34%
	Aug	689	701	-1.71%		Aug	182	195	-6.67%
	Sep	573	643	-10.89%		Sep	165	134	23.13%
Closed Sales	Jul	642	511	25.64%	Closed Sales	Jul	178	117	52.14%
	Aug	579	516	12.21%		Aug	178	116	53.45%
	Sep	517	454	13.88%		Sep	142	113	25.66%
Median Sales Price	Jul	\$190,000	\$172,500	10.14%	Median Sales Price	Jul	\$150,108	\$166,000	-9.57%
	Aug	\$185,000	\$165,000	12.12%		Aug	\$175,115	\$156,130	12.16%
	Sep	\$177,000	\$175,050	1.11%		Sep	\$175,000	\$152,500	14.75%
Average Sales Price	Jul	\$229,957	\$209,217	9.91%	Average Sales Price	Jul	\$178,300	\$179,019	-0.40%
	Aug	\$231,706	\$203,021	14.13%		Aug	\$188,681	\$172,739	9.23%
	Sep	\$216,102	\$207,969	3.91%		Sep	\$180,397	\$167,771	7.53%
Total Active	Jul	2,544	2,471	2.95%	Total Active	Jul	695	596	16.61%
	Aug	2,569	2,415	6.38%		Aug	732	600	22.00%
	Sep	2,617	2,373	10.28%		Sep	724	610	18.69%
Average Days on Market	Jul	51	57	-10.53%	Average Days on Market	Jul	62	69	-10.14%
	Aug	48	60	-20.00%		Aug	57	59	-3.39%
	Sep	54	62	-12.90%		Sep	61	60	1.67%

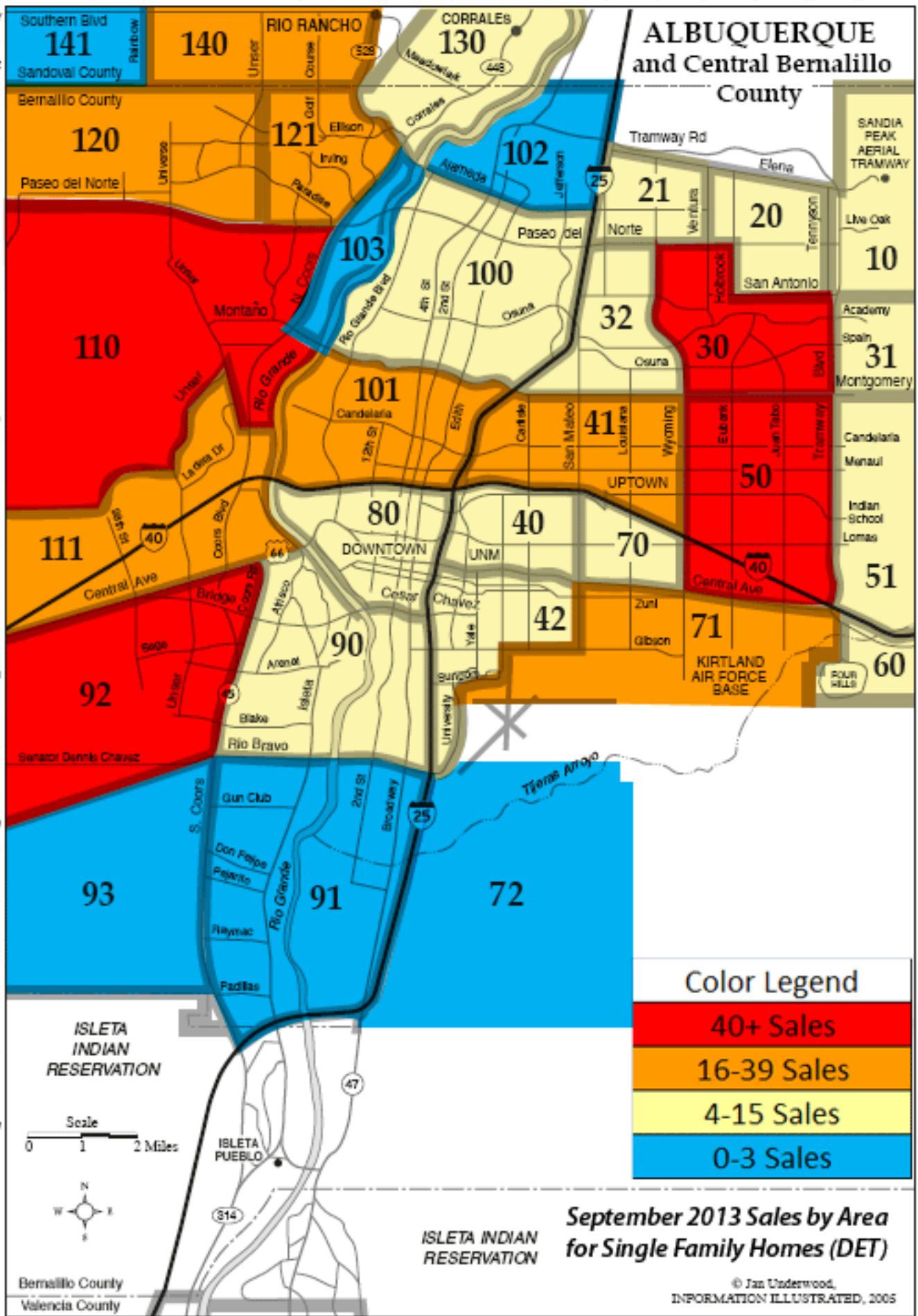
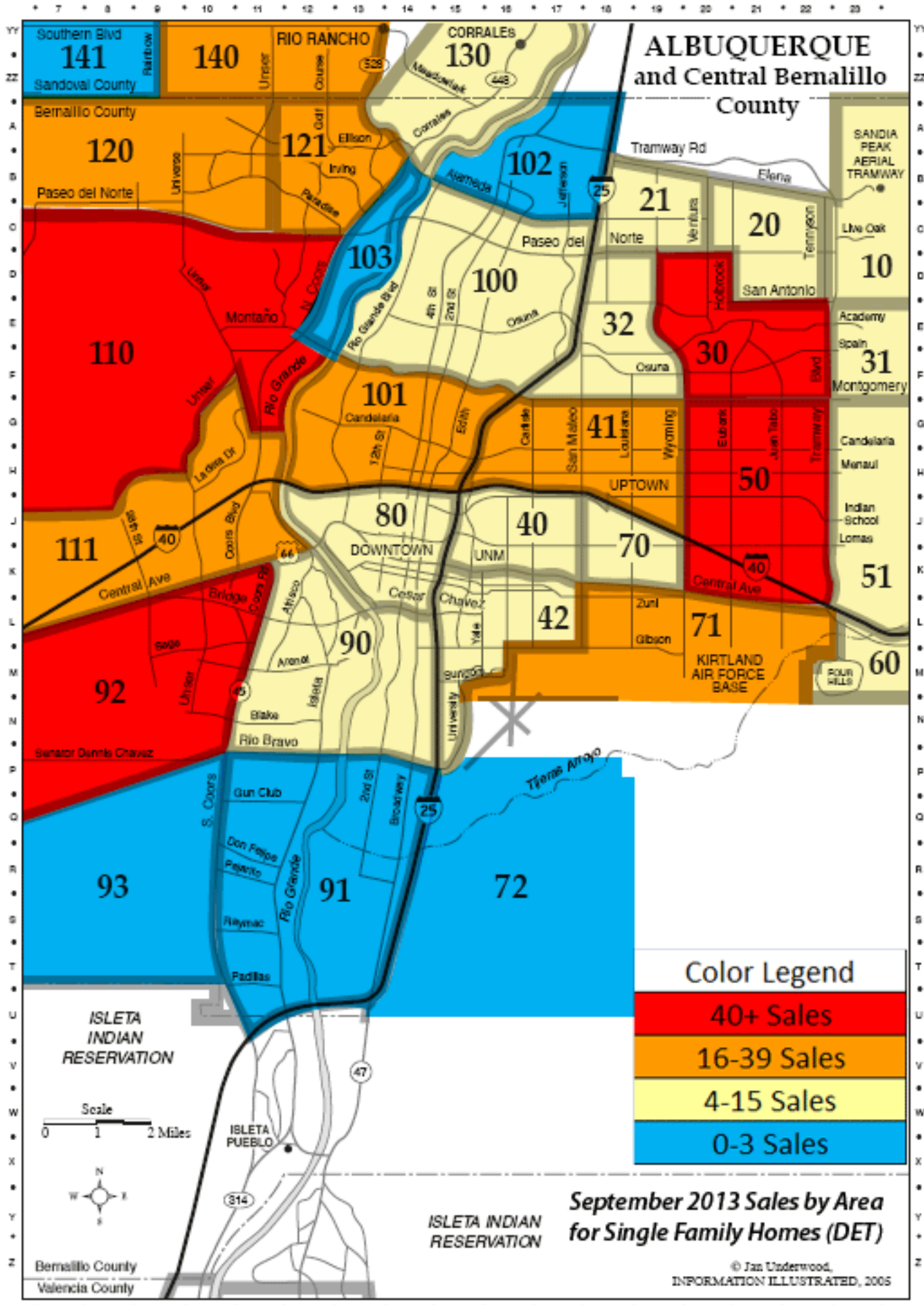
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Market Comparison

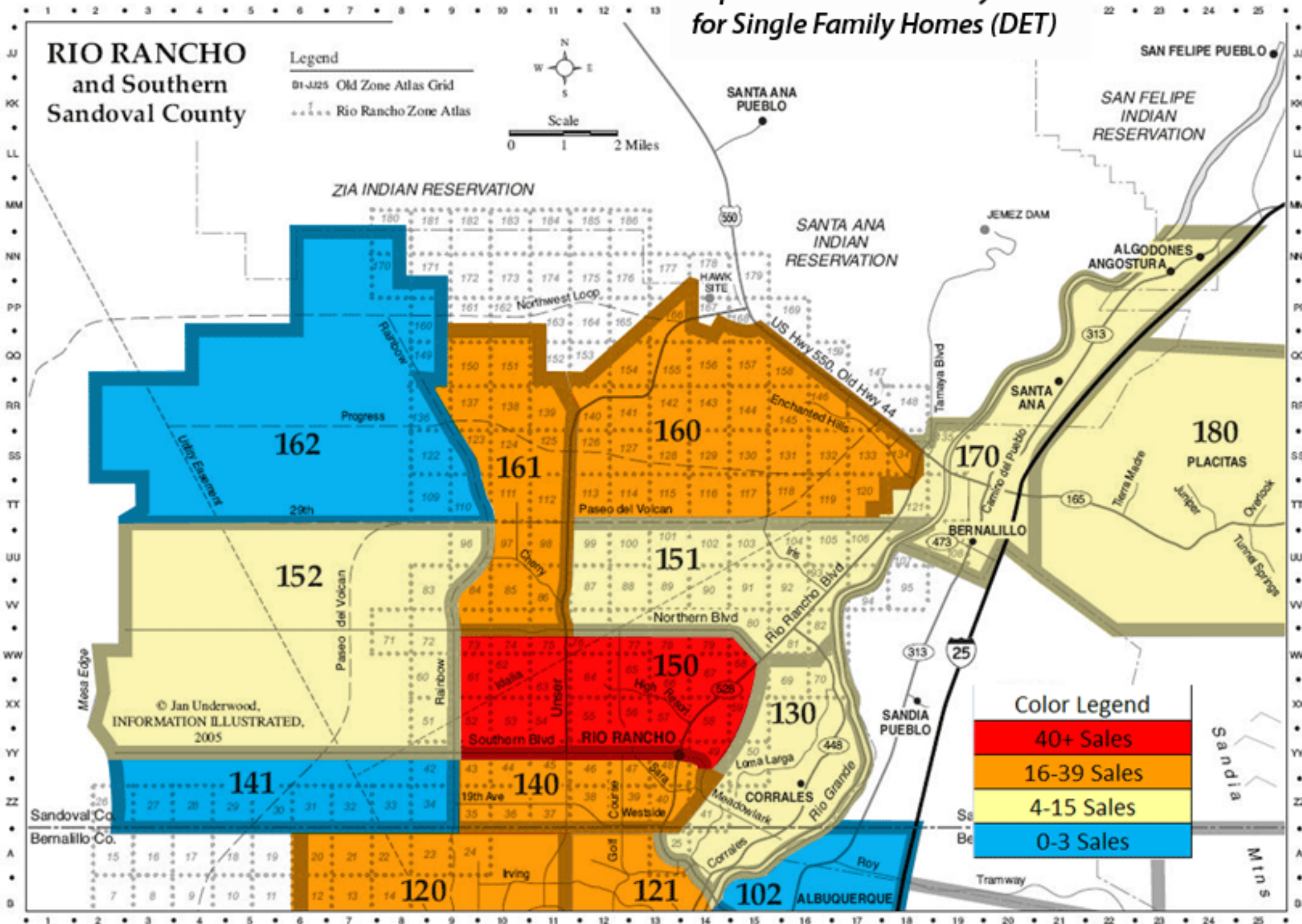
East Mountains/Estancia Basin & Valencia County

East Mountains & Estancia Basin		(DET) 2013	(DET) 2012	Percent Change	Valencia County		(DET) 2013	(DET) 2012	Percent Change
New Listings	Jul	91	85	7.06%	New Listings	Jul	102	75	36.00%
	Aug	97	91	6.59%		Aug	110	100	10.00%
	Sep	68	68	0.00%		Sep	96	99	-3.03%
Pending Sales	Jul	52	56	-7.14%	Pending Sales	Jul	64	73	-12.33%
	Aug	40	43	-6.98%		Aug	63	53	18.87%
	Sep	46	29	58.62%		Sep	86	44	95.45%
Closed Sales	Jul	46	34	35.29%	Closed Sales	Jul	45	32	40.63%
	Aug	23	38	-39.47%		Aug	47	40	17.50%
	Sep	30	32	-6.25%		Sep	54	32	68.75%
Median Sales Price	Jul	\$210,000	\$227,000	-7.49%	Median Sales Price	Jul	\$127,000	\$132,450	-4.11%
	Aug	\$250,000	\$217,380	15.01%		Aug	\$110,000	\$147,000	-25.17%
	Sep	\$264,500	\$230,000	15.00%		Sep	\$120,000	\$159,000	-24.53%
Average Sales Price	Jul	\$205,355	\$272,919	-24.76%	Average Sales Price	Jul	\$174,088	\$151,143	15.18%
	Aug	\$256,117	\$230,326	11.20%		Aug	\$129,512	\$161,397	-19.76%
	Sep	\$266,057	\$241,034	10.38%		Sep	\$130,520	\$167,155	-21.92%
Total Active	Jul	467	415	12.53%	Total Active	Jul	475	404	17.57%
	Aug	469	420	11.67%		Aug	485	416	16.59%
	Sep	464	410	13.17%		Sep	464	424	9.43%
Average Days on Market	Jul	99	92	7.61%	Average Days on Market	Jul	103	99	4.04%
	Aug	140	117	19.66%		Aug	93	78	19.23%
	Sep	94	135	-30.37%		Sep	114	124	-8.06%

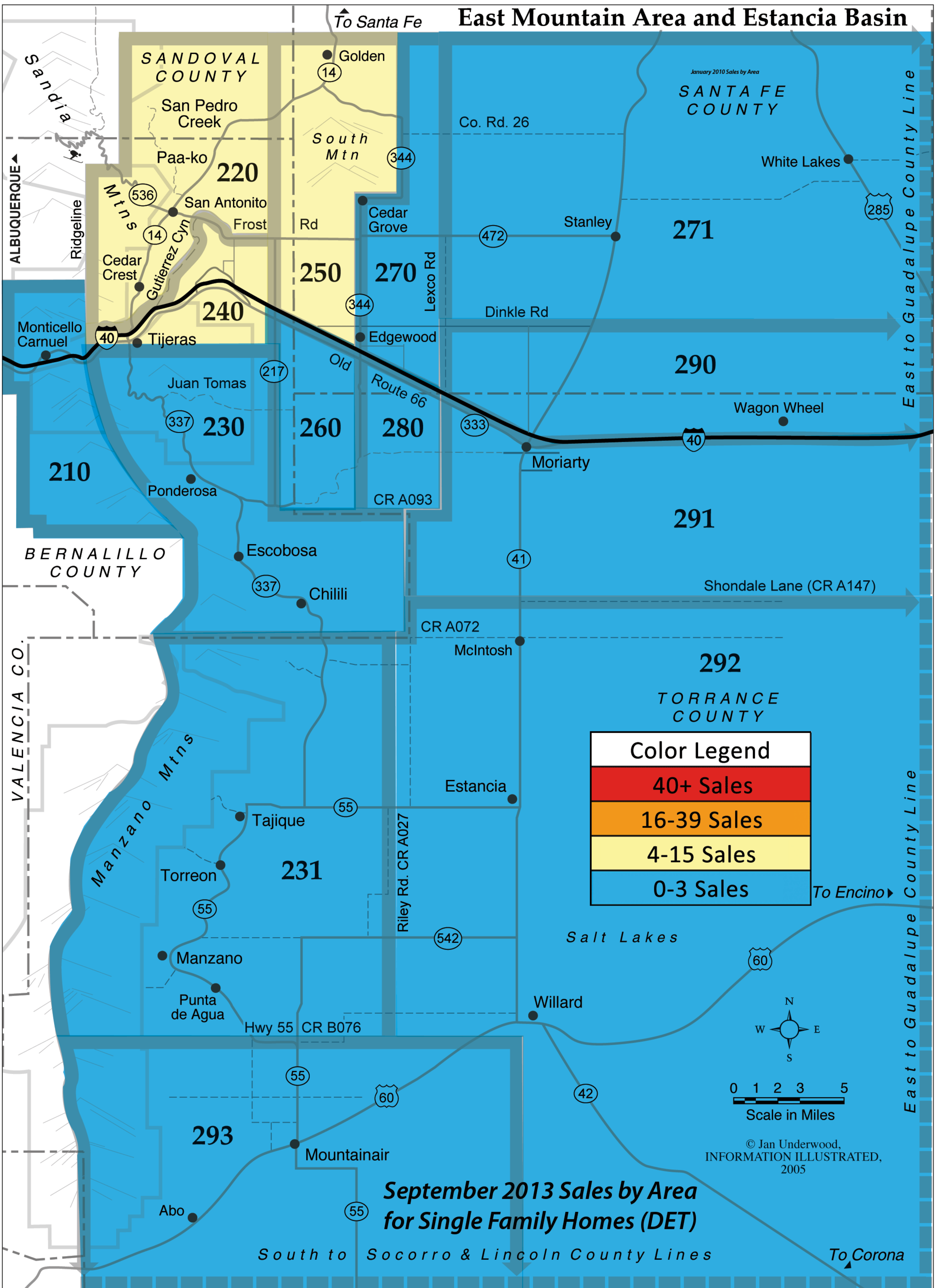
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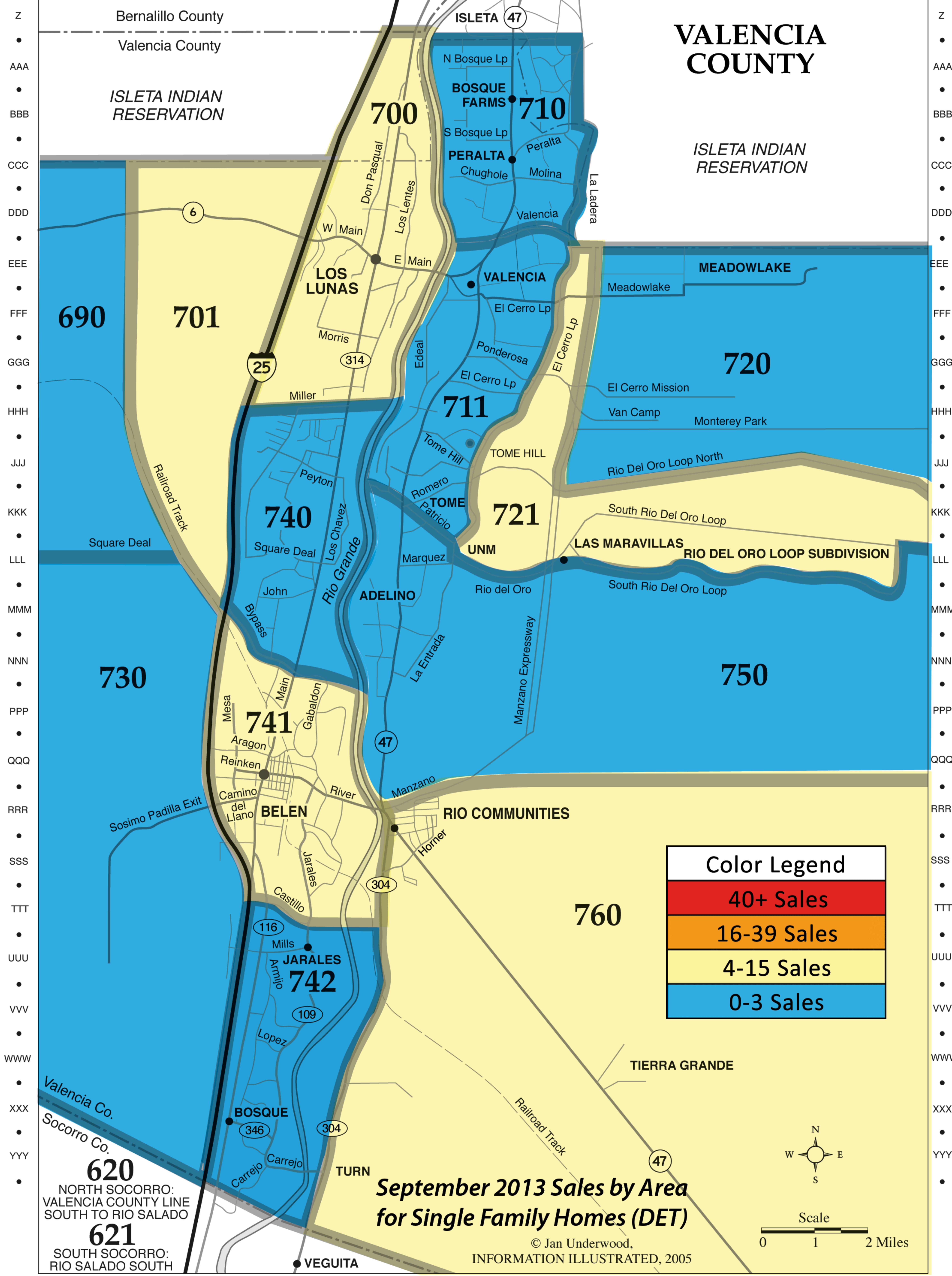
September 2013 Sales by Area for Single Family Homes (DET)



East Mountain Area and Estancia Basin



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



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