

MONTHLY MARKET REPORT

Sept. 2015



SEPT AT A GLANCE *

<i>Active Listings</i>	<i>Pending sales</i>	<i>Closed sales</i>
3,850	1,000	886
-22.14% from last year	+17.10% from last year	+26.03% from last year
<i>Average Sale Price</i>		<i>Median Sale Price</i>
\$224,353		\$180,850
+7.38% from last year		+3.34% from last year

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** Data shown in "at a glance" section is for single-family detached homes.*

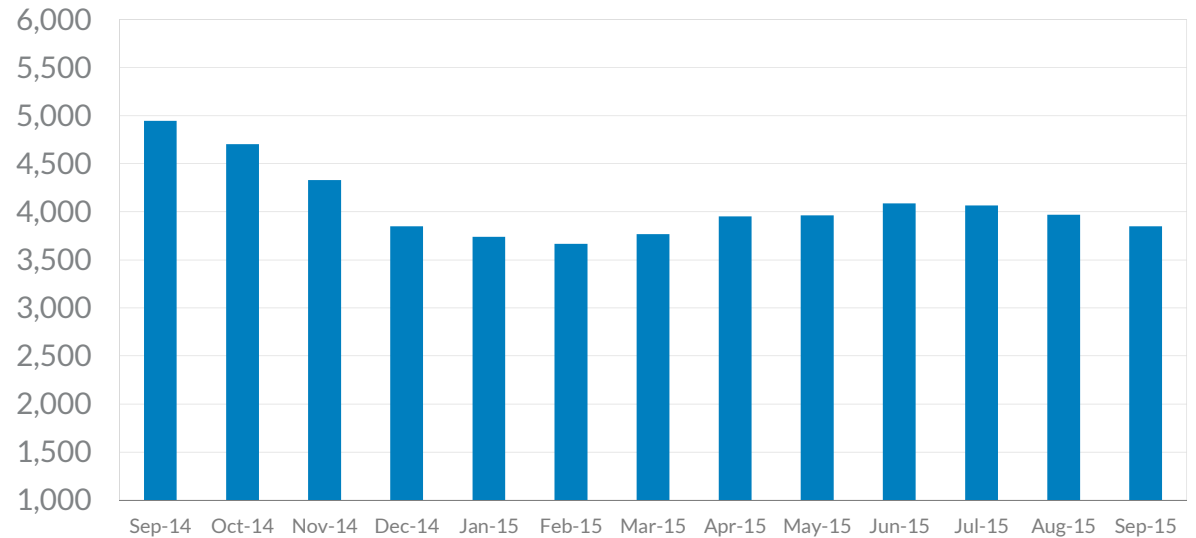
Market Inventory



Detached Historical

Year	2013	2014	2015
January	3,611	3,884	3,741
February	3,676	3,925	3,665
March	3,809	4,164	3,770
April	3,953	4,382	3,953
May	4,112	4,682	3,964
June	4,388	4,937	4,089
July	4,497	4,967	4,067
August	4,578	5,043	3,971
September	4,608	4,945	3,850
October	4,439	4,705	
November	4,255	4,331	
December	3,836	3,850	

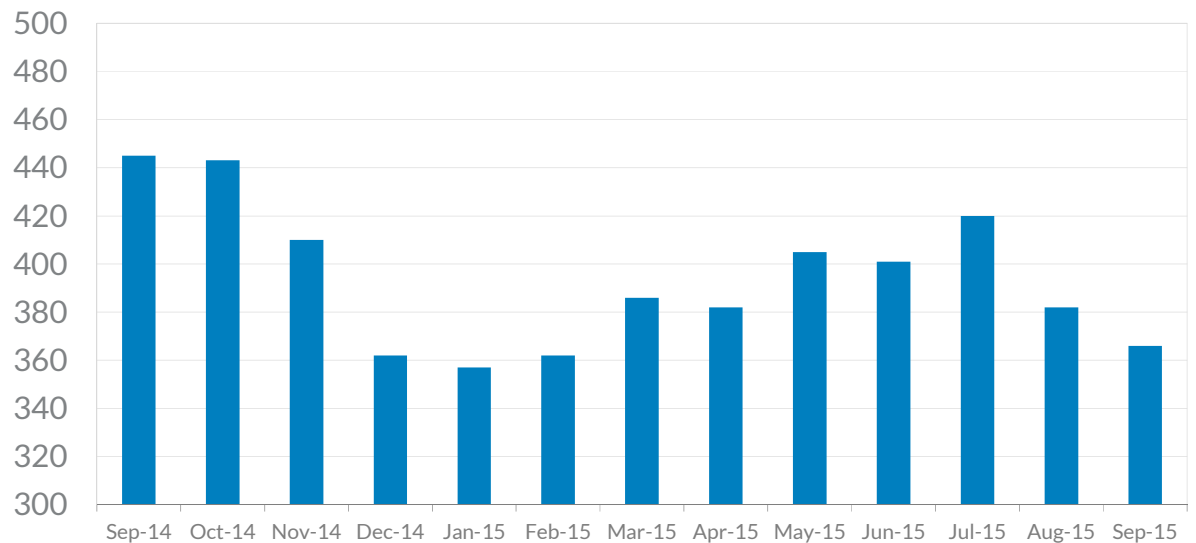
Detached Homes on Market



Attached Historical

Year	2013	2014	2015
January	396	388	357
February	386	395	362
March	418	455	386
April	419	476	382
May	419	468	405
June	407	465	401
July	413	461	420
August	429	431	382
September	427	445	366
October	429	443	
November	402	410	
December	396	362	

Attached Homes on Market



Market Inventory *(New, Pending, Closed)*



Market Activity

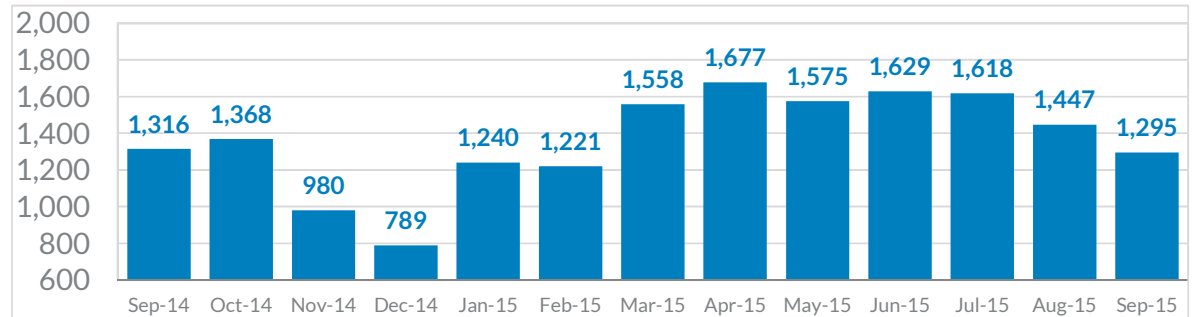
Month	New	Pending	Closed
Sep-14	1,316	854	703
Oct-14	1,368	831	758
Nov-14	980	738	601
Dec-14	789	649	656
Jan-15	1,240	855	537
Feb-15	1,221	921	554
Mar-15	1,558	1,102	827
Apr-15	1,677	1,180	844
May-15	1,575	1,234	903
Jun-15	1,629	1,188	984
Jul-15	1,618	1,157	1013
Aug-15	1,447	1,087	948
Sep-15	1,295	1,000	886

Change from Last Month/Year

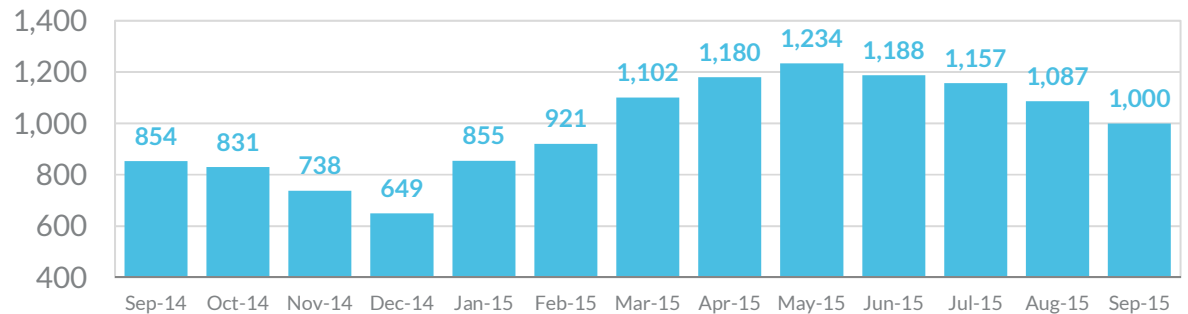
	Sep-15	Aug-15	Sep-14
New	1,295	1,447	1,316
% Change	-	-10.50%	-1.60%
Pending	1,000	1,087	854
% Change	-	-8.00%	17.10%
Closed	886	948	703
% Change	-	-6.54%	26.03%

Closed Sales chart also shows average days on market, indicated by a line. The average days on market for September 2015 detached sales was 57.

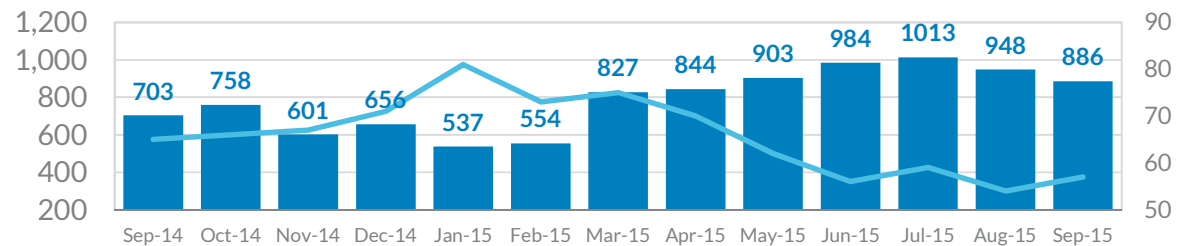
New Listings



Pending Sales



Closed Sales



Home Sales by Market Area (For month of Sept)



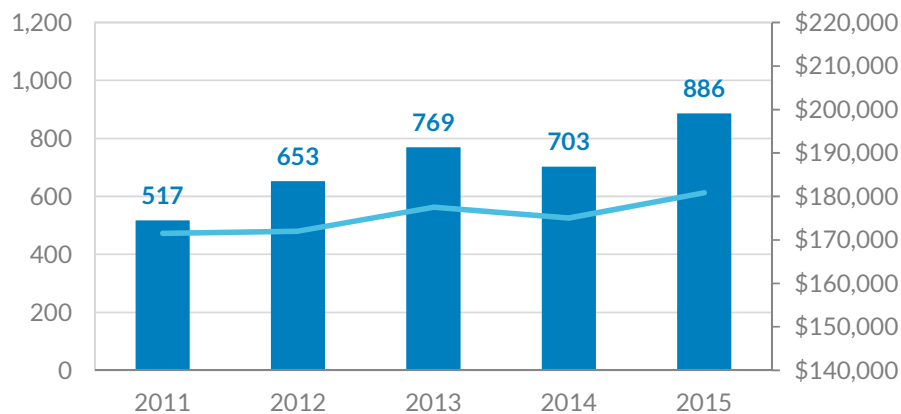
Single-Family Detached Sales

MLS Area	Area Name	Sep-14	Sep-15
10-121	Albuquerque	475	592
130	Corrales	12	17
140-162	Rio Rancho	123	147
180	Bernalillo	8	8
190	Placitas	6	5
210-293	E. Mountains	37	54
690-760	Valencia Co.	42	63
Total	All	703	886

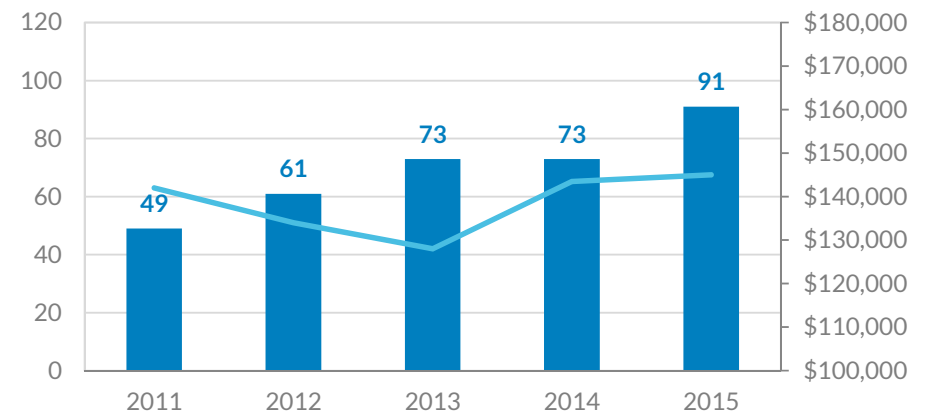
Condo/Townhome (Attached) Sales

MLS Area	Area Name	Sep-14	Sep-15
10-121	Albuquerque	66	78
130	Corrales	0	0
140-162	Rio Rancho	5	12
180	Bernalillo	1	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	1	1
Total	All	73	91

Detached Sales & Median Sale Price



Attached Sales & Median Sale Price

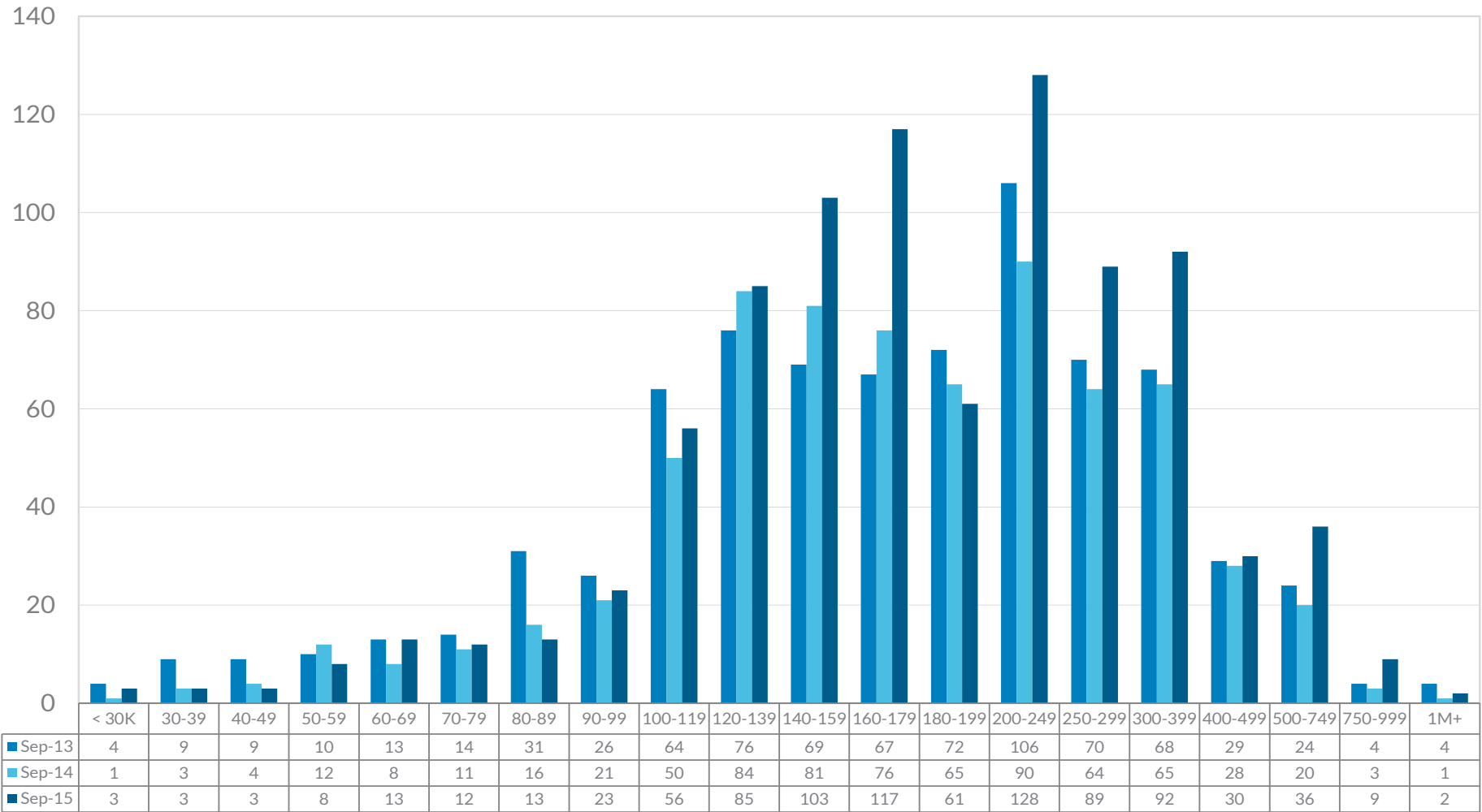


Blue line on charts represents the median sale price for that month
 MLS Areas 210-293 include East Mountains and Estancia Basin. MLS Areas 690-760 include Belen, Los Lunas, and Bosque Farms.

Closed Sales by Price *(Detached)*



September historical (in thousands)

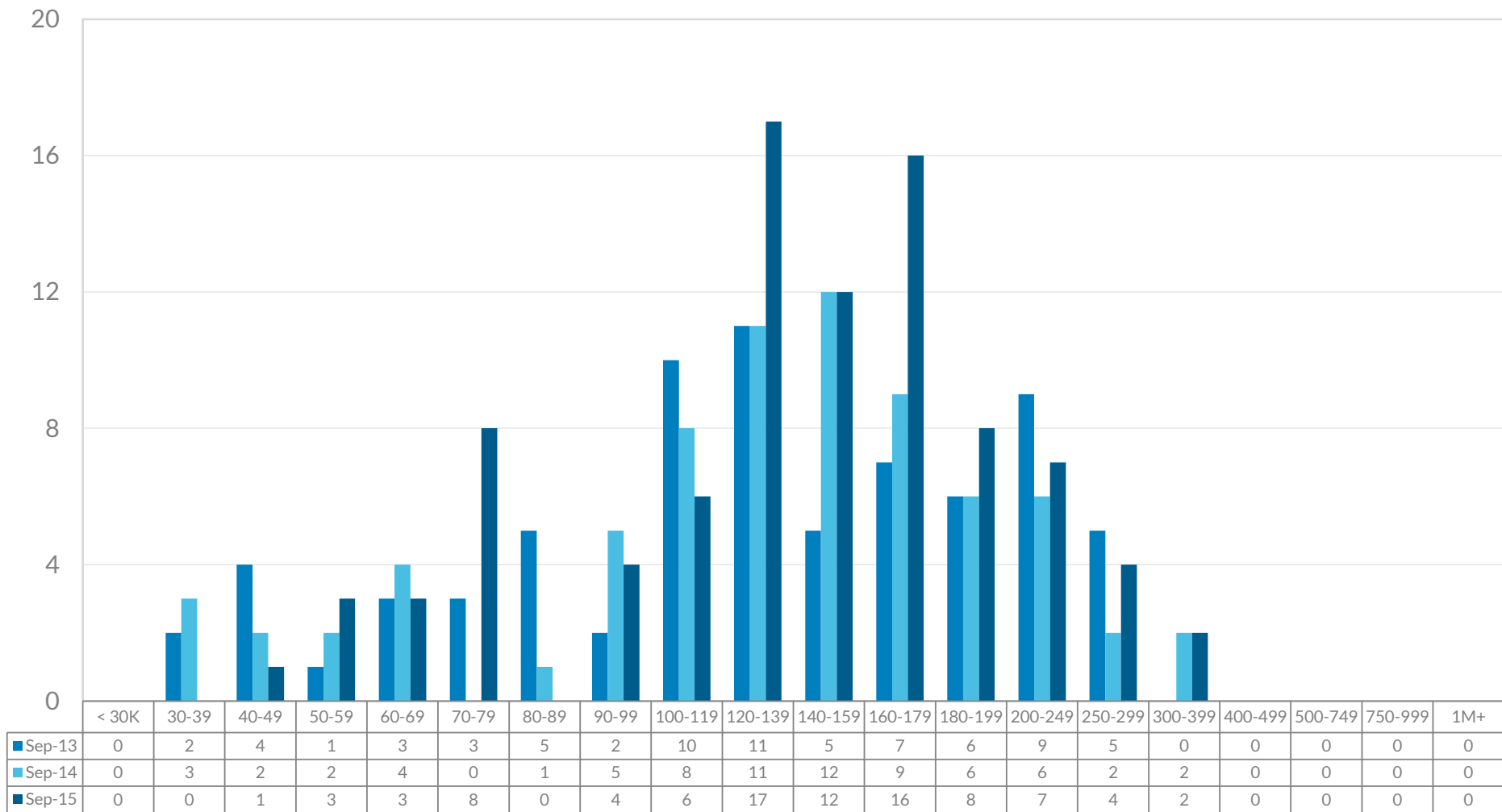


TOP SELLING PRICE RANGE FOR DETACHED HOMES
\$200,000 - \$249,999

Closed Sales by Price *(Attached)*



September historical (in thousands)

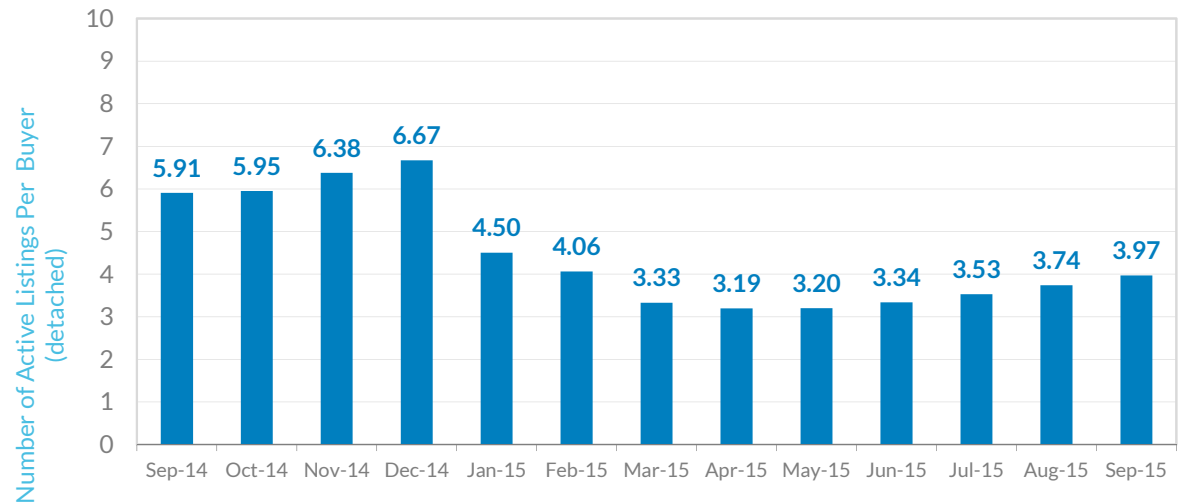


TOP SELLING PRICE RANGE FOR ATTACHED HOMES

\$120,000 - \$139,999

Supply-Demand

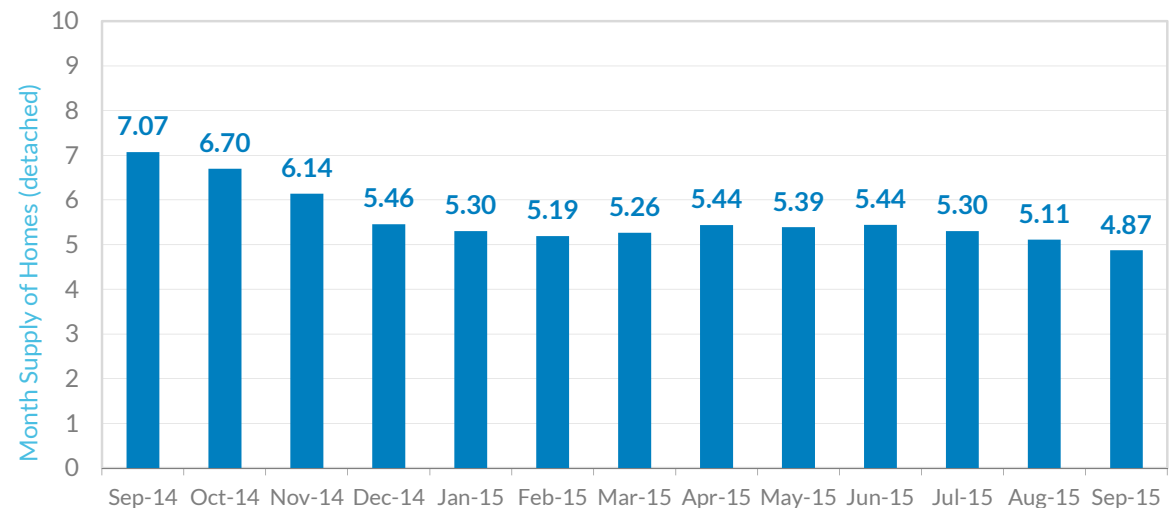
Year	2013	2014	2015
January	3.70	4.99	4.50
February	3.96	4.90	4.06
March	3.32	4.13	3.33
April	2.98	4.27	3.19
May	3.16	4.40	3.20
June	4.45	4.99	3.34
July	4.40	5.01	3.53
August	5.08	5.80	3.74
September	5.95	5.91	3.97
October	6.05	5.95	
November	6.09	6.38	
December	6.73	6.67	



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 Rates

Year	2013	2014	2015
January	5.74	5.32	5.30
February	5.82	5.38	5.19
March	5.97	5.69	5.26
April	6.10	5.99	5.44
May	6.21	6.48	5.39
June	6.48	6.88	5.44
July	6.47	7.02	5.30
August	6.49	7.15	5.11
September	6.44	7.07	4.87
October	6.17	6.70	
November	5.91	6.14	
December	5.29	5.46	



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

Monthly Sale Prices *(Detached)*



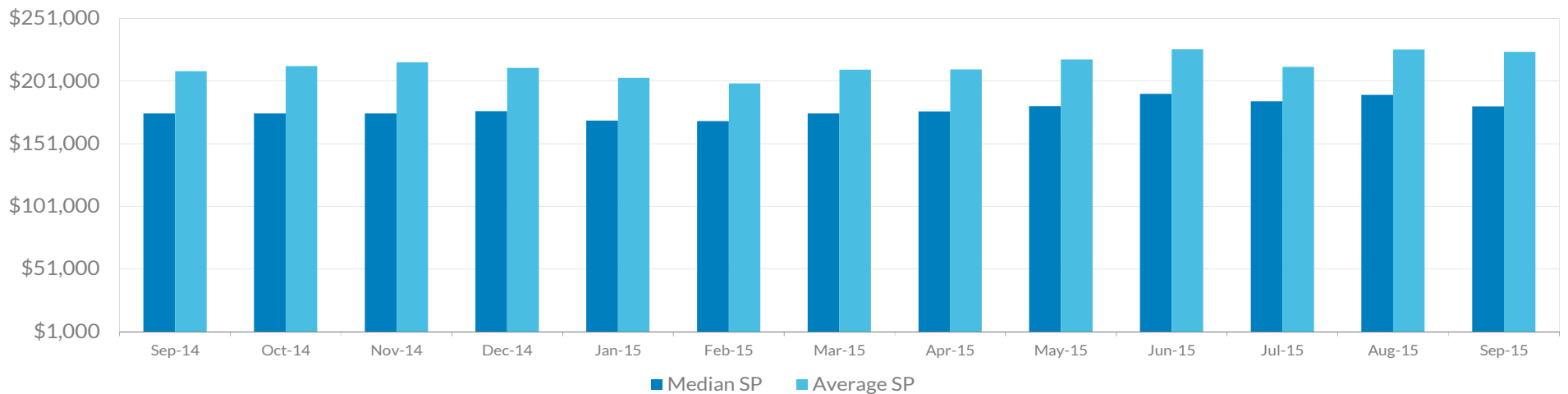
Median Sale Price

Year	2013	2014	2015
January	\$158,000	\$167,900	\$169,500
February	\$168,500	\$169,000	\$169,000
March	\$175,000	\$170,000	\$175,000
April	\$168,000	\$175,000	\$176,800
May	\$174,900	\$180,000	\$181,000
June	\$172,000	\$180,000	\$190,788
July	\$182,000	\$190,000	\$185,000
August	\$182,500	\$184,100	\$189,950
September	\$177,500	\$175,000	\$180,850
October	\$166,000	\$175,000	
November	\$170,000	\$175,000	
December	\$185,000	\$177,000	

Average Sale Price

Year	2013	2014	2015
January	\$186,051	\$203,687	\$203,468
February	\$203,514	\$198,483	\$199,196
March	\$202,605	\$202,672	\$210,069
April	\$197,908	\$215,560	\$210,321
May	\$211,505	\$223,193	\$218,228
June	\$212,456	\$213,504	\$226,337
July	\$222,505	\$230,750	\$212,345
August	\$223,533	\$216,148	\$226,254
September	\$212,307	\$208,936	\$224,353
October	\$208,152	\$212,905	
November	\$207,986	\$215,899	
December	\$219,909	\$211,523	

Monthly Sale Price



Historical Home Prices *(Detached)*



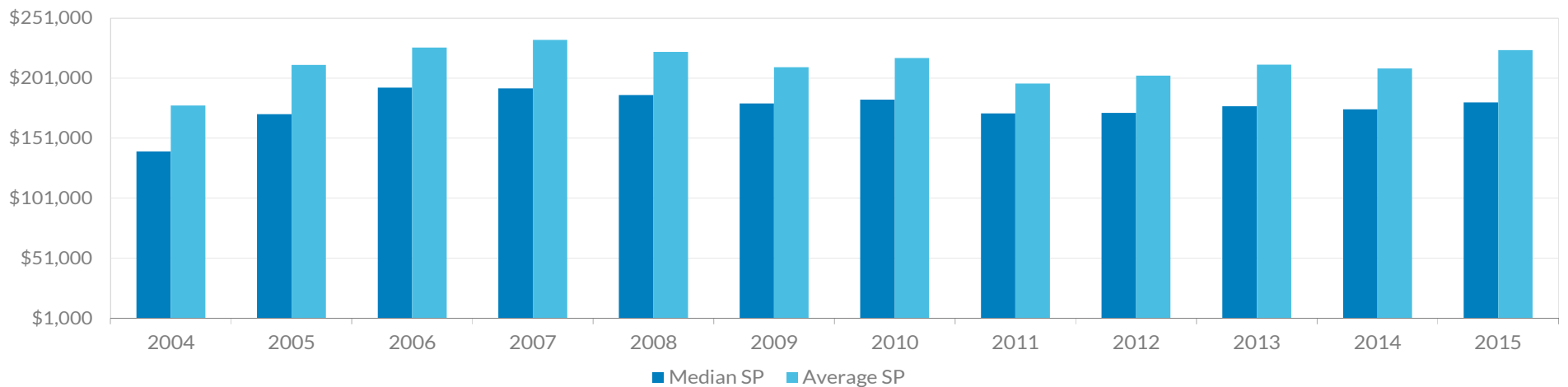
Median Sale Price (September)

Year	Median Sale Price	% Change From Previous Year
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%
2014	\$175,000	-1.41%
2015	\$180,850	3.34%

Average Sale Price (September)

Year	Average Sale Price	% Change From Previous Year
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%
2014	\$208,936	-1.59%
2015	\$224,353	7.38%

Historical Home Prices



Monthly Market 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
87001	2	0	0.00%	87062	2	0	0.00%	87123	145	34	3.84%
87002	128	17	1.92%	87063	2	0	0.00%	87124	276	77	8.69%
87004	48	8	0.90%	87068	22	2	0.23%	87144	330	70	7.90%
87006	1	1	0.11%	87102	48	9	1.02%	87801	1	0	0.00%
87008	25	5	0.56%	87104	51	13	1.47%				
87015	89	18	2.03%	87105	124	26	2.93%				
87016	22	1	0.11%	87106	82	20	2.26%				
87026	2	0	0.00%	87107	135	24	2.71%				
87031	196	43	4.85%	87108	113	13	1.47%				
87032	1	1	0.11%	87109	74	24	2.71%				
87035	18	3	0.34%	87110	150	47	5.30%				
87036	17	1	0.11%	87111	208	52	5.87%				
87042	17	0	0.00%	87112	137	39	4.40%				
87043	82	5	0.56%	87113	57	13	1.47%				
87047	66	7	0.79%	87114	352	89	10.05%				
87048	101	17	1.92%	87120	312	96	10.84%				
87056	6	0	0.00%	87121	202	72	8.13%				
87059	67	16	1.81%	87122	139	23	2.60%				

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.

Market Overview



2015		(DET) 2015	(DET) 2014	Percent Change	(ATT) 2015	(ATT) 2014	Percent Change	(DET+ATT) 2015 Year- to-Date	(DET+ATT) 2014 Year- to-Date	Percent Change
New Listings	Jul	1,618	1,592	1.63%	173	131	32.06%	11,504	12,013	-4.24%
	Aug	1,447	1,554	-6.89%	127	142	-10.56%	13,078	13,709	-4.60%
	Sep	1,295	1,316	-1.60%	116	144	-19.44%	14,489	15,169	-4.48%
Pending Sales	Jul	1,157	986	17.34%	113	85	32.94%	8,278	6,990	18.43%
	Aug	1,087	857	26.84%	111	94	18.09%	9,476	7,941	19.33%
	Sep	1,000	854	17.10%	104	82	26.83%	10,580	8,877	19.18%
Closed Sales	Jul	1,013	823	23.09%	107	75	42.67%	6,187	5,371	15.19%
	Aug	948	822	15.33%	86	73	17.81%	7,221	6,266	15.24%
	Sep	886	703	26.03%	91	73	24.66%	8,198	7,042	16.42%
Dollar Volume of Closed Sales (in millions)	Jul	\$215.1	\$190.0	13.21%	\$15.9	\$10.7	48.41%	\$1,289.3	\$1,127.3	14.37%
	Aug	\$214.5	\$177.7	20.71%	\$12.0	\$10.6	13.21%	\$1,515.8	\$1,315.6	15.22%
	Sep	\$198.8	\$146.9	35.33%	\$13.5	\$10.5	28.57%	\$1,728.1	\$1,473.0	17.32%
Median Sales Price	Jul	\$185,000	\$190,000	-2.63%	\$145,000	\$136,000	6.62%			
	Aug	\$189,950	\$184,100	3.18%	\$133,500	\$136,542	-2.23%	--	--	--
	Sep	\$180,850	\$175,000	3.34%	\$145,000	\$140,000	3.57%			
Average Sales Price	Jul	\$212,345	\$230,750	-7.98%	\$148,481	\$142,363	4.30%			
	Aug	\$226,254	\$216,148	4.68%	\$139,132	\$145,409	-4.32%	--	--	--
	Sep	\$224,353	\$208,936	7.38%	\$148,942	\$143,437	3.84%			
Total Active Listings Available	Jul	4,067	4,967	-18.12%	420	461	-8.89%			
	Aug	3,971	5,043	-21.26%	382	431	-11.37%	--	--	--
	Sep	3,850	4,945	-22.14%	366	445	-17.75%			
Average Days on Market	Jul	59	60	-1.67%	67	73	-8.22%			
	Aug	54	65	-16.92%	67	64	4.69%	--	--	--
	Sep	57	65	-12.31%	59	61	-3.28%			

Market Comparison *(Albuquerque & Rio Rancho)*



City of Albuquerque		(DET) 2015	(DET) 2014	Percent Change	City of Rio Rancho		(DET) 2015	(DET) 2014	Percent Change
New Listings	Jul	1,096	1,030	6.41%	New Listings	Jul	260	288	-9.72%
	Aug	945	998	-5.31%		Aug	265	285	-7.02%
	Sep	893	874	2.17%		Sep	201	217	-7.37%
Pending Sales	Jul	807	661	22.09%	Pending Sales	Jul	186	179	3.91%
	Aug	717	569	26.01%		Aug	199	141	41.13%
	Sep	675	585	15.38%		Sep	162	146	10.96%
Closed Sales	Jul	678	565	20.00%	Closed Sales	Jul	189	143	32.17%
	Aug	678	549	23.50%		Aug	162	147	10.20%
	Sep	592	475	24.63%		Sep	147	123	19.51%
Median Sales Price	Jul	\$184,500	\$190,000	-2.89%	Median Sales Price	Jul	\$170,000	\$175,000	-2.86%
	Aug	\$194,000	\$189,900	2.16%		Aug	\$160,000	\$154,000	3.90%
	Sep	\$181,850	\$175,000	3.91%		Sep	\$175,000	\$157,000	11.46%
Average Sales Price	Jul	\$217,319	\$233,648	-6.99%	Average Sales Price	Jul	\$185,127	\$191,803	-3.48%
	Aug	\$232,419	\$220,536	5.39%		Aug	\$180,894	\$181,899	-0.55%
	Sep	\$226,806	\$214,924	5.53%		Sep	\$195,631	\$177,291	10.34%
Total Active	Jul	2,383	2,887	-17.46%	Total Active	Jul	635	804	-21.02%
	Aug	2,342	2,952	-20.66%		Aug	631	840	-24.88%
	Sep	2,329	2,889	-19.38%		Sep	604	842	-28.27%
Average Days on Market	Jul	49	55	-10.91%	Average Days on Market	Jul	66	62	6.45%
	Aug	48	58	-17.24%		Aug	55	60	-8.33%
	Sep	48	60	-20.00%		Sep	64	66	-3.03%

Market Comparison *(East Mtns. / Estancia Basin & Valencia County)*



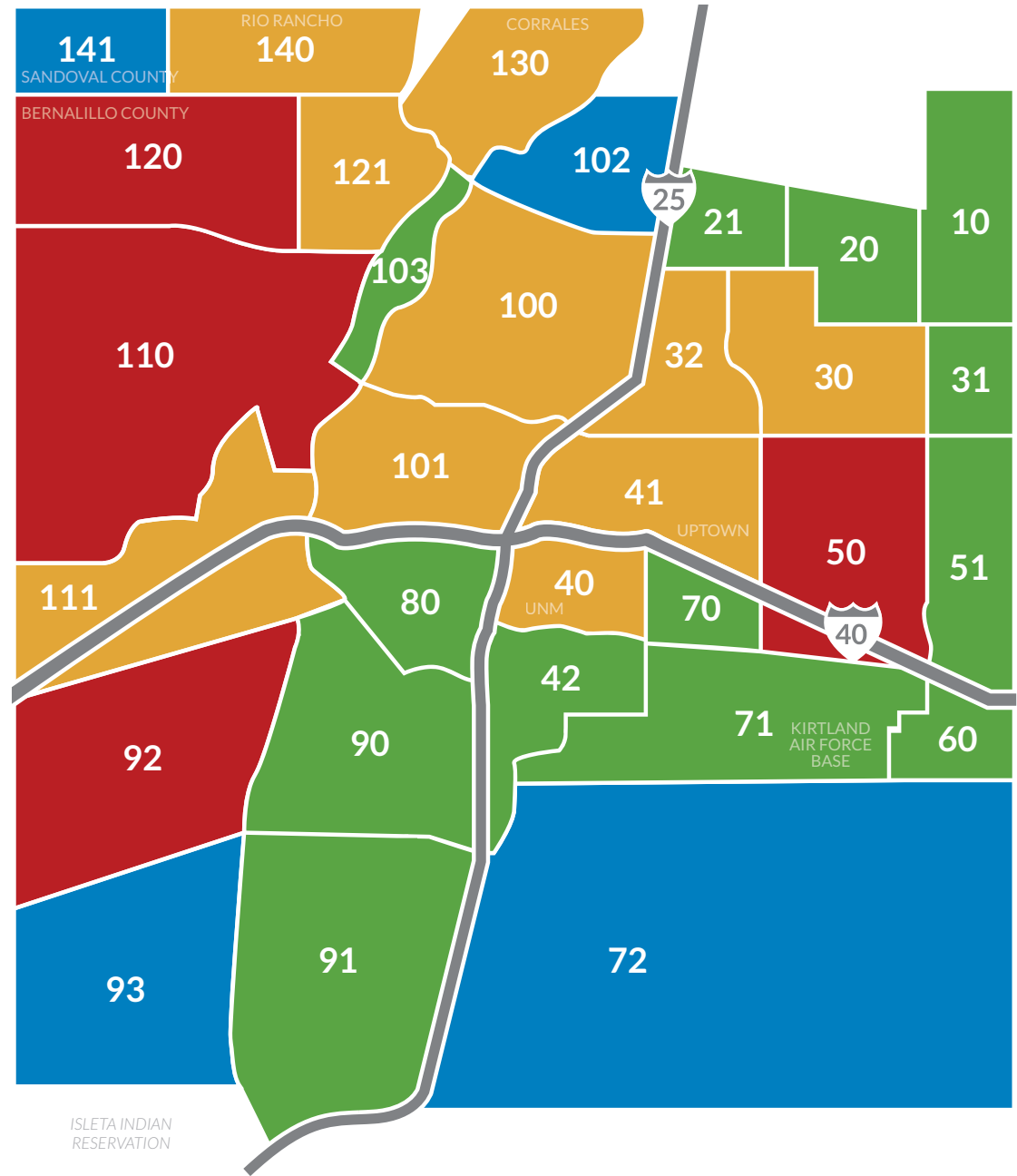
East Mountains & Estancia Basin		(DET) 2015	(DET) 2014	Percent Change	Valencia County		(DET) 2015	(DET) 2014	Percent Change
New Listings	Jul	88	93	-5.38%	New Listings	Jul	112	107	4.67%
	Aug	76	103	-26.21%		Aug	98	98	0.00%
	Sep	63	71	-11.27%		Sep	92	95	-3.16%
Pending Sales	Jul	64	49	30.61%	Pending Sales	Jul	68	63	7.94%
	Aug	57	52	9.62%		Aug	68	57	19.30%
	Sep	53	41	29.27%		Sep	71	48	47.92%
Closed Sales	Jul	59	39	51.28%	Closed Sales	Jul	54	41	31.71%
	Aug	41	41	0.00%		Aug	42	51	-17.65%
	Sep	54	37	45.95%		Sep	63	42	50.00%
Median Sales Price	Jul	\$219,000	\$230,000	-4.78%	Median Sales Price	Jul	\$127,250	\$120,000	6.04%
	Aug	\$271,800	\$225,500	20.53%		Aug	\$133,500	\$119,000	12.18%
	Sep	\$231,500	\$189,000	22.49%		Sep	\$135,000	\$146,000	-7.53%
Average Sales Price	Jul	\$228,066	\$234,247	-2.64%	Average Sales Price	Jul	\$151,336	\$143,701	5.31%
	Aug	\$282,242	\$245,829	14.81%		Aug	\$177,101	\$157,064	12.76%
	Sep	\$235,398	\$198,349	18.68%		Sep	\$156,189	\$158,039	-1.17%
Total Active	Jul	376	478	-21.34%	Total Active	Jul	399	458	-12.88%
	Aug	350	474	-26.16%		Aug	392	442	-11.31%
	Sep	315	455	-30.77%		Sep	368	441	-16.55%
Average Days on Market	Jul	107	105	1.90%	Average Days on Market	Jul	67	72	-6.94%
	Aug	112	112	0.00%		Aug	49	87	-43.68%
	Sep	93	104	-10.58%		Sep	96	72	33.33%

Albuquerque & Central Bernalillo County



September 2015 | MLS Areas

10	.....	Sandia Heights
20	.....	North ABQ Acres Area
21	.....	ABQ Acres West
30	.....	Far Northeast Heights
31	.....	Foothills North
32	.....	Academy West
40	.....	UNM
41	.....	Uptown
42	.....	UNM South
50	.....	Northeast Heights
51	.....	Foothills South
60	.....	Four Hills Village
70	.....	Fairgrounds
71	.....	Southeast Heights
72	.....	Mesa Del Sol
80	.....	Downtown Area
90	.....	Near South Valley
91	.....	Valley Farms
92	.....	Southwest Heights
93	.....	Pajarito
100	.....	North Valley
101	.....	Near North Valley
102	.....	Far North Valley
103	.....	West River Valley
110	.....	Northwest Heights
111	.....	Ladera Heights
112	.....	Canconcito
120	.....	Paradise West
121	.....	Paradise East
130	.....	Corrales
140	.....	Rio Rancho South
141	.....	Rio Rancho Southwest



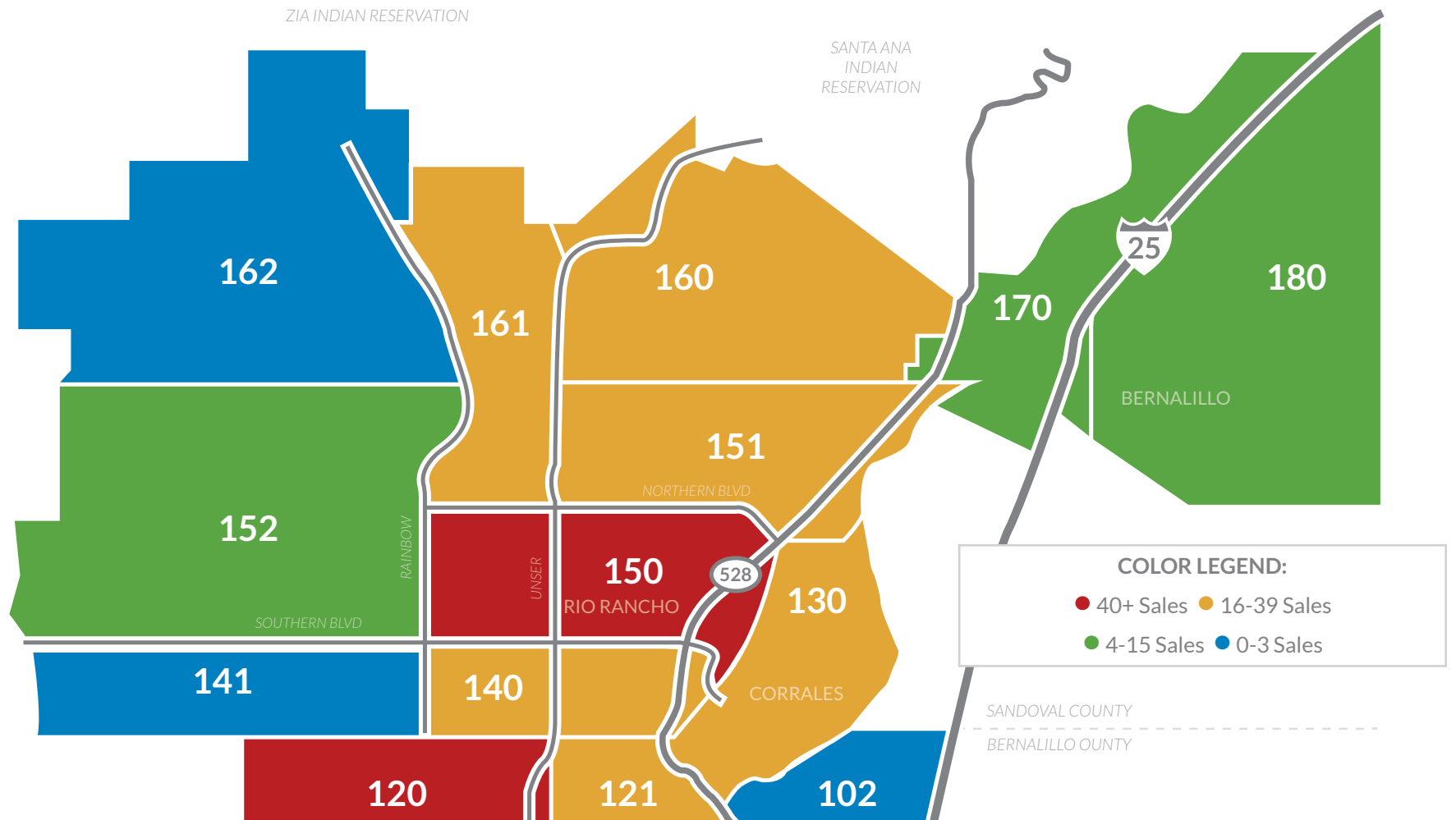
COLOR LEGEND: ● 40+ Sales ● 16-39 Sales ● 4-15 Sales ● 0-3 Sales

Rio Rancho & Southern Sandoval County



September 2015 | MLS Areas

102	Far North Valley	152	Rio Rancho Mid-West
120	Paradise West	160	Rio Rancho North
121	Paradise East	161	Rio Rancho Central
130	Corrales	162	Rio Rancho Northwest
140	Rio Rancho South	170	Bernalillo/Algodones
141	Rio Rancho Southwest	180	Placitas Area
150	Rio Rancho Mid	190	San Ysidro/Jemez Springs
151	Rio Rancho Mid-North	200	Sandoval County - Other



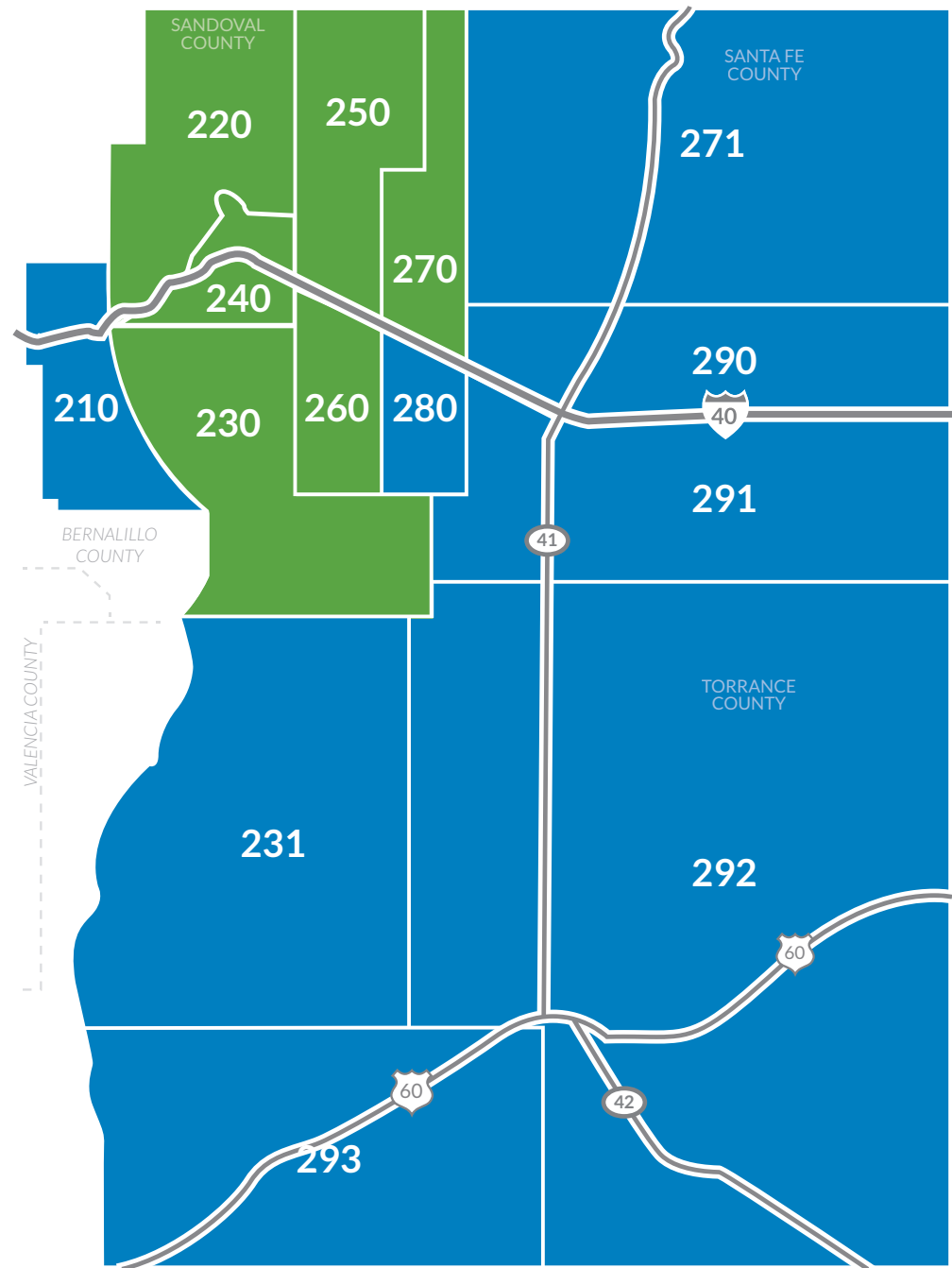
East Mountain Area & Estancia Basin

September 2015 | MLS Areas

210	.....	Carnuel, Monticello
220	.....	North of I-40
230	.....	South of I-40
231	.....	Manzano Mountain
240	.....	Zuzax, Tijeras
250	.....	Northwest Edgewood
260	.....	South 217 Area
270	.....	Northeast Edgewood
271	.....	Stanley
280	.....	Southwest Edgewood
290	.....	North Moriarty
291	.....	South Moriarty
292	.....	Estancia, McIntosh, Willard
293	.....	Mountainair

COLOR LEGEND:

- 40+ Sales ● 16-39 Sales
- 4-15 Sales ● 0-3 Sales



Valencia County

September 2015 | MLS Areas

690	.....	West Valencia County
700	.....	Los Lunas
701	.....	West Los Lunas
710	.....	Bosque Farms & Peralta
711	.....	East Los Lunas, Tome, Valencia
720	.....	Meadowlake, El Cerro Mission
721	.....	Las Maravillas, Cypress Gardens
730	.....	West Belen
740	.....	Los Chavez
741	.....	Belen
742	.....	Jarales, Bosque
750	.....	Adelino
760	.....	Rio Communities, Tierra Grande

COLOR LEGEND:

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

