

Quarterly market REPORT

4th
QTR
2018

Quarterly Highlights

- The average sale price of single-family detached homes in 4th Quarter 2018 was \$241,900, a 2.3% increase from 4th Quarter 2017.
- Single-family detached home sales increased 1.7% from 4th Quarter 2017 to 2,716.

New Listings	Closed Sales	Average Sale \$
Detached: 3,260 Attached: 325	Detached: 2,716 Attached: 313	Detached: \$241,900 Attached: \$159,787
4th QTR 2017 Detached: 3,161 Attached: 344	4th QTR 2017 Detached: 2,671 Attached: 296	4th QTR 2017 Detached: \$236,310 Attached: \$156,902
% Change (Detached) +3.13%	% Change (Detached) +1.68%	% Change (Detached) +2.37%



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4th QTR 2018 & 2017 RECAP for Greater Albuquerque Areas

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

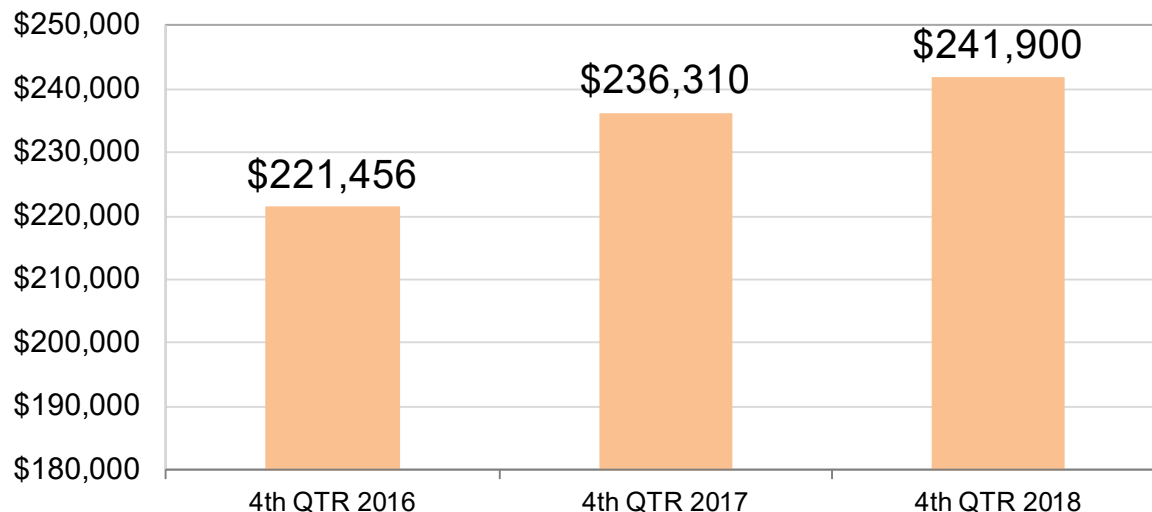
Class R1	2018	2017	% of Change
Average Sale Price:	\$241,900	\$236,310	2.37%
Median Sale Price:	\$204,900	\$197,000	4.01%
Total Sold & Closed:	2,716	2,671	1.68%
Total Dollar Volume*:	\$657.0	\$631.2	4.09%
New Listings:	3,260	3,161	3.13%
Days on Market:	46	49	-6.12%

Class R2	2018	2017	% of Change
Average Sale Price:	\$159,787	\$156,902	1.84%
Median Sale Price:	\$153,000	\$145,000	5.52%
Total Sold & Closed:	313	296	5.74%
Total Dollar Volume*:	\$50.0	\$46.4	7.76%
New Listings:	325	344	-5.52%
Days on Market:	43	43	0.00%

The numbers above reflect the time period between October 1 and Dec. 31 of 2017 and 2018.

**Total Dollar Volume (millions)*

Average Sale Price 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.

4th QTR 2018 & 2017 RECAP for Albuquerque (Areas 10-121)

Class R1	2018	2017	% of Change
Average Sale Price:	\$241,974	\$237,576	1.85%
Median Sale Price:	\$204,000	\$197,200	3.45%
Total Sold & Closed:	1,843	1,834	0.49%
Total Dollar Volume*:	\$446.0	\$435.7	2.36%
New Listings:	2,166	2,195	-1.32%
Days on Market:	43	45	-4.44%

Class R2	2018	2017	% of Change
Average Sale Price:	\$164,431	\$160,009	2.76%
Median Sale Price:	\$160,000	\$145,000	10.34%
Total Sold & Closed:	265	269	-1.49%
Total Dollar Volume*:	\$43.6	\$43.0	1.40%
New Listings:	271	305	-11.15%
Days on Market:	47	43	9.30%

4th QTR 2018 & 2017 RECAP for Rio Rancho (Areas 140-162)

Class R1	2018	2017	% of Change
Average Sale Price:	\$212,215	\$204,973	3.53%
Median Sale Price:	\$191,500	\$180,000	6.39%
Total Sold & Closed:	468	442	5.88%
Total Dollar Volume*:	\$99.3	\$91.0	9.12%
New Listings:	565	526	7.41%
Days on Market:	38	38	0.00%

Class R2	2018	2017	% of Change
Average Sale Price:	\$139,173	\$121,925	14.15%
Median Sale Price:	\$150,000	\$122,250	22.70%
Total Sold & Closed:	33	20	65.00%
Total Dollar Volume*:	\$4.6	\$2.4	91.67%
New Listings:	37	27	37.04%
Days on Market:	25	43	-41.86%

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

4th QTR 2018 & 2017 RECAP for East Mountains (Areas 210-293)

Class R1	2018	2017	% of Change
Average Sale Price:	\$288,429	\$289,068	-0.22%
Median Sale Price:	\$273,500	\$272,500	0.37%
Total Sold & Closed:	128	118	8.47%
Total Dollar Volume*:	\$36.9	\$34.1	8.21%
New Listings:	137	119	15.13%
Days on Market:	56	97	-42.27%

4th QTR 2018 & 2017 RECAP for Valencia County (Areas 690-760)

Class R1	2018	2017	% of Change
Average Sale Price:	\$193,877	\$166,015	16.78%
Median Sale Price:	\$168,200	\$153,500	9.58%
Total Sold & Closed:	185	174	6.32%
Total Dollar Volume*:	\$35.9	\$28.9	24.22%
New Listings:	257	204	25.98%
Days on Market:	59	68	-13.24%

The numbers above reflect the time period between October 1 and Dec. 31 of 2017 and 2018.

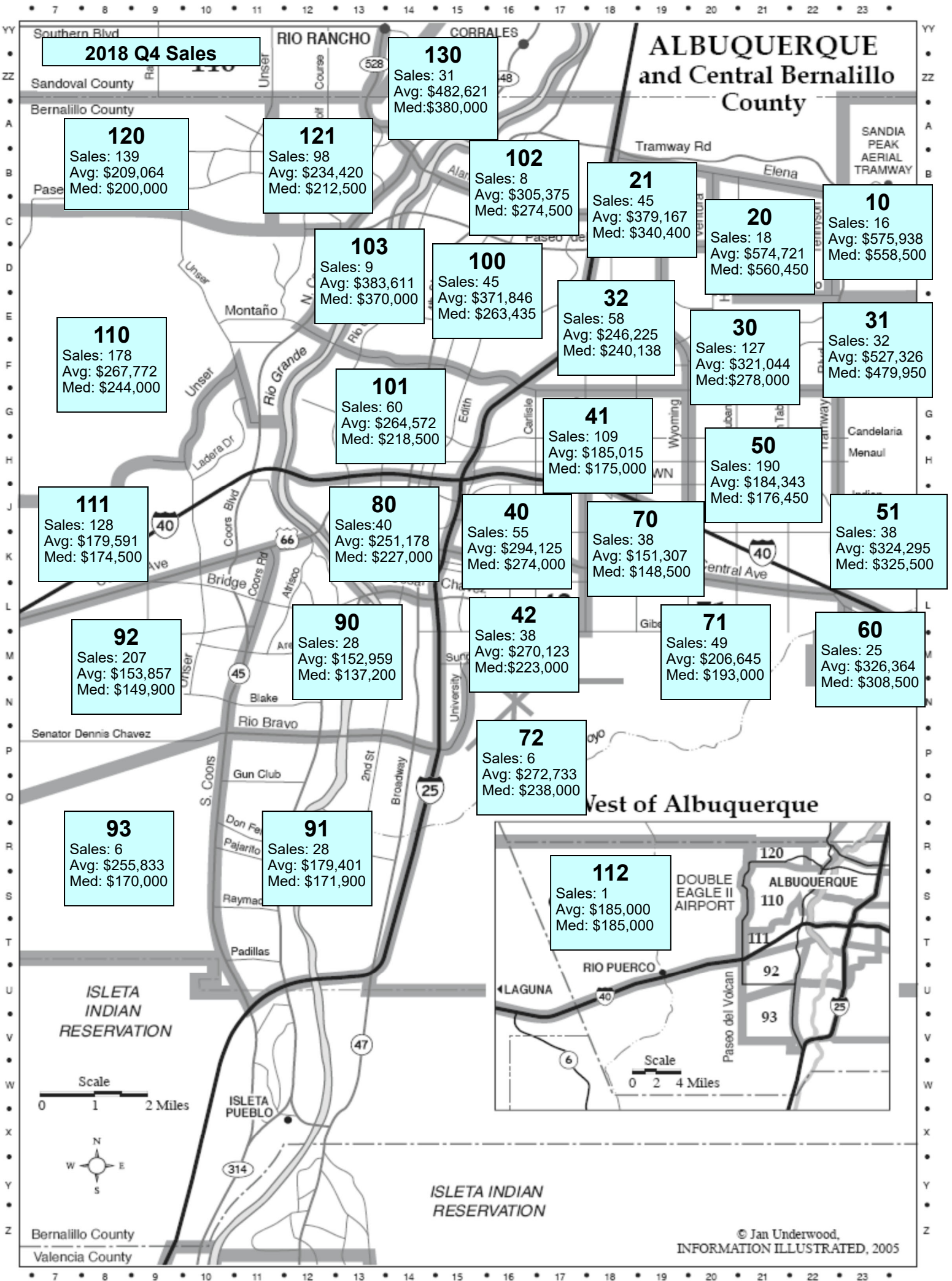
**Total Dollar Volume (millions)*

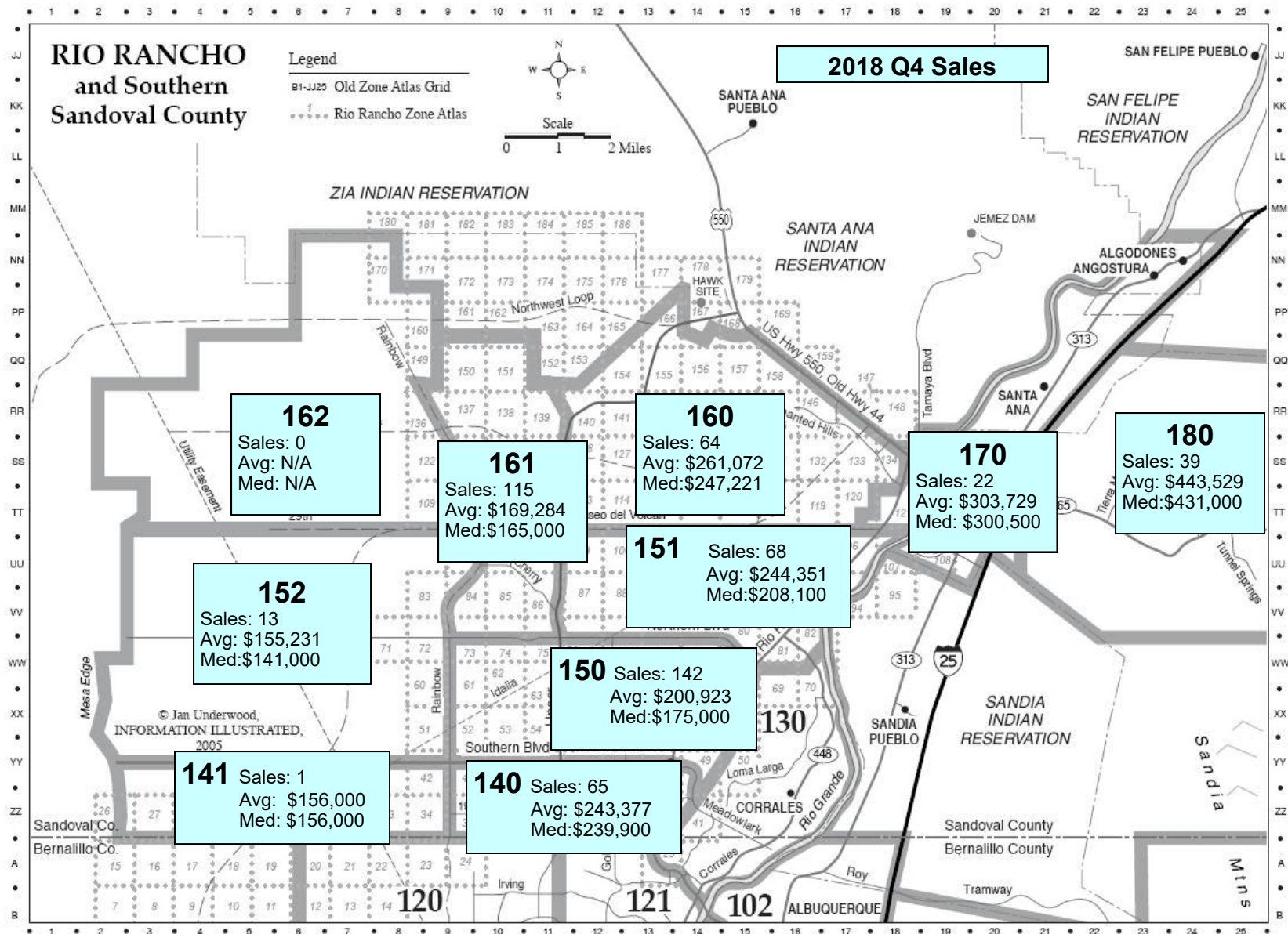
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4th QTR 2018 Area Summary for single-family home sales

		Sales	Change from 4th QTR 2017	Average Sale Price	Change from 4th QTR 2017	Median Sale Price	Change from 4th QTR 2017
10	Sandia Heights	16	6.67%	\$575,938	28.75%	\$558,500	43.21%
20	North Albuquerque Acres	18	-57.14%	\$574,721	-12.59%	\$560,450	-5.01%
21	Albuquerque Acres West	45	-13.46%	\$379,167	7.15%	\$340,400	3.39%
30	Far NE Heights	127	27.00%	\$321,044	-1.18%	\$278,000	-0.18%
31	Foothills North	32	28.00%	\$527,326	-1.75%	\$479,950	-6.81%
32	Academy West	58	20.83%	\$246,225	0.27%	\$240,138	4.86%
40	UNM	55	3.77%	\$294,125	-2.19%	\$274,000	0.00%
41	Uptown	109	53.52%	\$185,015	4.07%	\$175,000	2.94%
42	UNM South	38	-28.30%	\$270,123	31.71%	\$223,000	15.54%
50	NE Heights	190	-5.94%	\$184,343	5.37%	\$176,450	4.35%
51	Foothills South	38	-30.91%	\$324,295	12.26%	\$325,500	23.76%
60	Four Hills	25	19.05%	\$326,364	-2.19%	\$308,500	-5.92%
70	Fairgrounds	38	26.67%	\$151,307	-10.66%	\$148,500	-12.90%
71	Southeast Heights	49	16.67%	\$206,645	9.29%	\$193,000	3.76%
72	Mesa Del Sol	6	100.00%	\$272,733	6.96%	\$238,000	-10.19%
80	Downtown	40	-14.89%	\$251,178	4.87%	\$227,000	21.39%
90	Near South Valley	52	23.81%	\$152,959	16.73%	\$137,200	11.09%
91	Valley Farms	28	7.69%	\$179,401	24.94%	\$171,900	21.06%
92	Southwest Heights	207	-9.21%	\$153,857	5.01%	\$149,900	6.69%
93	Pajarito	6	0.00%	\$255,833	73.00%	\$170,000	28.35%
100	North Valley	45	9.76%	\$371,846	-11.87%	\$263,435	-2.43%
101	Near North Valley	60	0.00%	\$264,572	5.77%	\$218,500	4.30%
102	Far North Valley	8	-33.33%	\$305,375	-19.24%	\$274,500	-30.29%
103	West River Valley	9	0.00%	\$383,611	-15.03%	\$370,000	-19.91%
110	Northwest Heights	178	12.66%	\$267,772	4.64%	\$244,000	3.17%
111	Ladera Heights	128	15.32%	\$179,591	9.16%	\$174,500	7.72%
112	Canoncito	1	N/A	\$185,000	N/A	\$185,000	N/A
120	Paradise West	139	-31.53%	\$209,064	4.58%	\$200,000	3.15%
121	Paradise East	98	24.05%	\$234,420	-1.89%	\$212,500	-5.51%
130	Corrales	31	-32.61%	\$482,621	-1.76%	\$380,000	-21.24%
140	Rio Rancho South	65	-8.45%	\$243,377	2.79%	\$239,900	8.06%
141	Rio Rancho Southwest	1	N/A	\$156,000	N/A	\$156,000	N/A
150	Rio Rancho Mid	142	-13.94%	\$200,923	-3.71%	\$175,000	-5.41%
151	Rio Rancho Mid-North	68	41.67%	\$244,351	6.45%	\$208,100	9.82%
152	Rio Rancho Mid-West	13	550.00%	\$155,231	40.48%	\$141,000	27.60%
160	Rio Rancho North	64	6.67%	\$261,072	16.03%	\$247,221	25.49%
161	Rio Rancho Central	115	21.05%	\$169,284	11.22%	\$165,000	8.80%
162	Rio Rancho Northwest	0	N/A	\$0	N/A	\$0	N/A
170	Bernalillo/Algodones	22	-15.38%	\$303,729	14.70%	\$300,500	9.47%
180	Placitas	39	25.81%	\$443,529	10.94%	\$431,000	5.12%
210-293	East Mountain Area	128	8.47%	\$288,429	-0.22%	\$273,500	0.37%
690-760	Valencia County	185	6.32%	\$193,877	16.78%	\$168,200	9.58%

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East Mountain Area and Estancia Basin

2018 Q4 Sales

220

Sales: 31
Avg: \$408,356
Med:\$332,000

240

Sales: 25
Avg: \$284,790
Med:\$290,000

230

Sales: 13
Avg: \$249,762
Med:\$250,000

210

Sales: 2
Avg: \$195,300
Med:\$195,300

250

Sales: 19
Avg: \$297,595
Med:\$287,900

270

270 Sales: 13
Avg: \$247,823
Med: \$180,000

271

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

290

Sales: 1
Avg: \$249,000
Med:\$249,000

29

Sales: 7
Avg: \$116,348
Med:\$115,000

292

Sales: 3
Avg: \$87,667
Med: \$68,000

231

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

293

Sales: 2
Avg: \$198,250
Med: \$198,250

