

MONTHLY MARKET REPORT

April 2015



APRIL AT A GLANCE *

<i>Active Listings</i>	<i>Pending sales</i>	<i>Closed sales</i>
3,953	1,180	844
<small>-9.79% from last year</small>	<small>+20.90% from last year</small>	<small>+17.06% from last year</small>
<i>Average Sale Price</i>		<i>Median Sale Price</i>
\$210,321		\$176,800
<small>-2.43% from last year</small>		<small>+1.03% from last year</small>

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

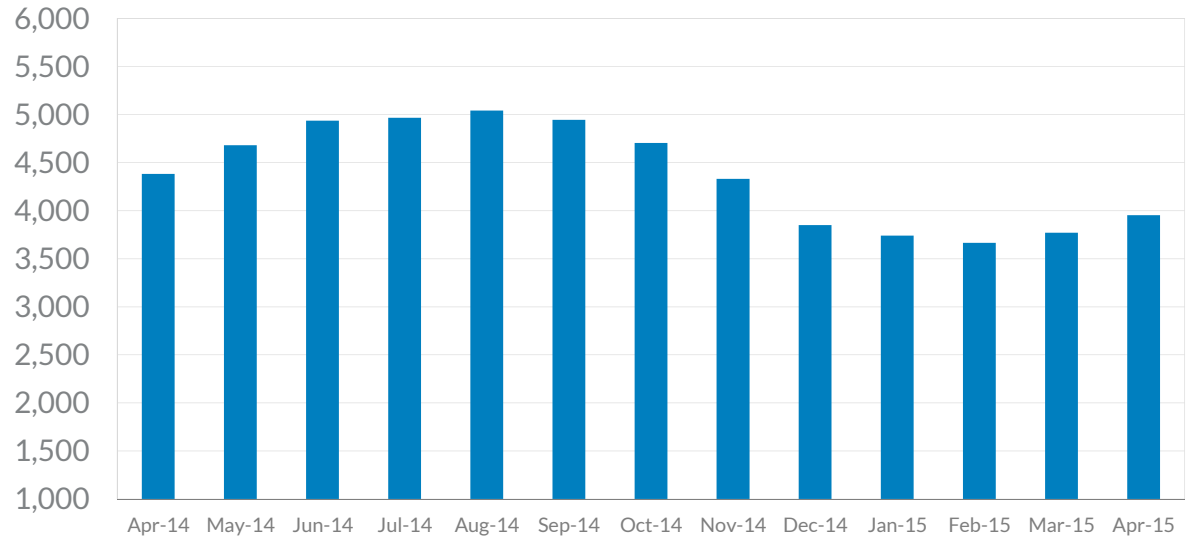
Market Inventory



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	
June	4,388	4,937	
July	4,497	4,967	
August	4,578	5,043	
September	4,608	4,945	
October	4,439	4,705	
November	4,255	4,331	
December	3,836	3,850	

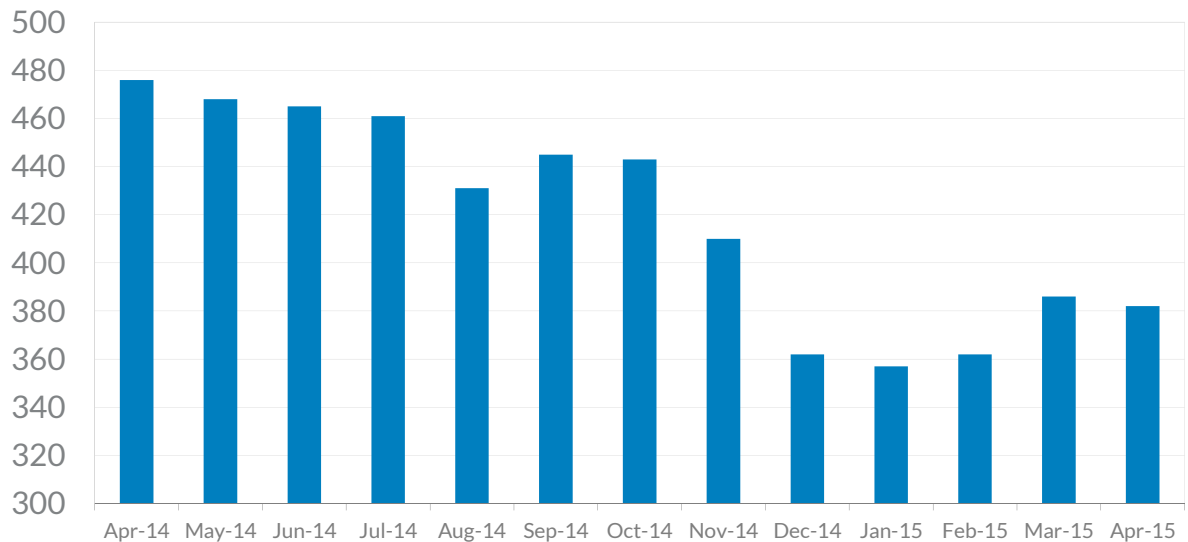
Detached Homes on Market



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	
June	407	465	
July	413	461	
August	429	431	
September	427	445	
October	429	443	
November	402	410	
December	396	362	

Attached Homes on Market



Market Inventory *(New, Pending, Closed)*



Market Activity

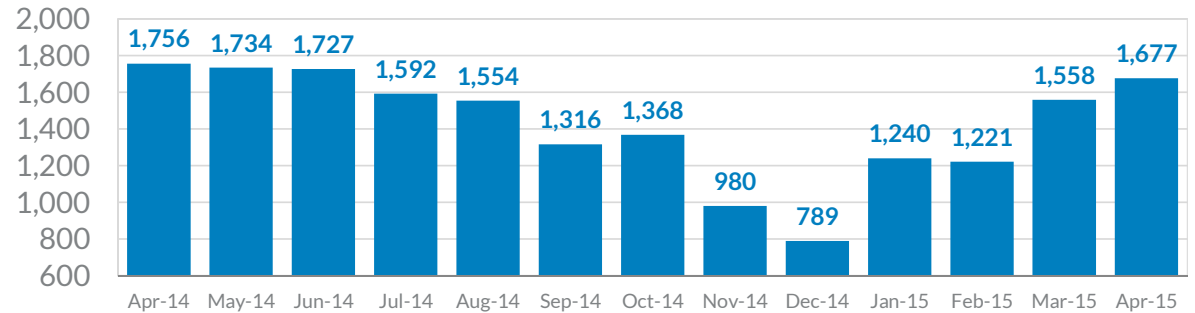
Month	New	Pending	Closed
Apr-14	1,756	976	721
May-14	1,734	996	797
Jun-14	1,727	939	800
Jul-14	1,592	986	823
Aug-14	1,554	857	822
Sep-14	1,316	854	703
Oct-14	1,368	831	758
Nov-14	980	738	601
Dec-14	789	649	656
Jan-15	1,240	855	537
Feb-15	1,221	921	554
Mar-15	1,558	1,102	827
Apr-15	1,677	1,180	844

Change from Last Month/Year

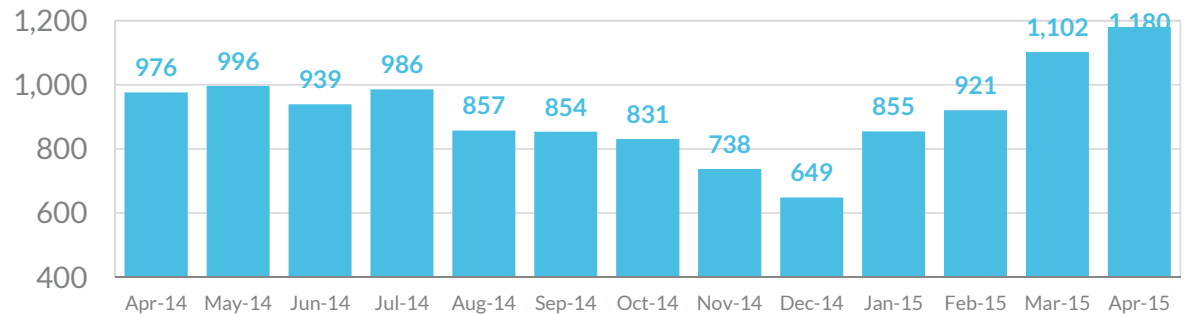
	Apr-15	Mar-15	Apr-14
New	1,677	1,558	1,756
% Change	-	7.64%	-4.50%
Pending	1,180	1,102	976
% Change	-	7.08%	20.90%
Closed	844	827	721
% Change	-	2.06%	17.06%

Closed Sales chart also shows average days on market, indicated by a line. The average days on market for April 2015 detached sales was 70.

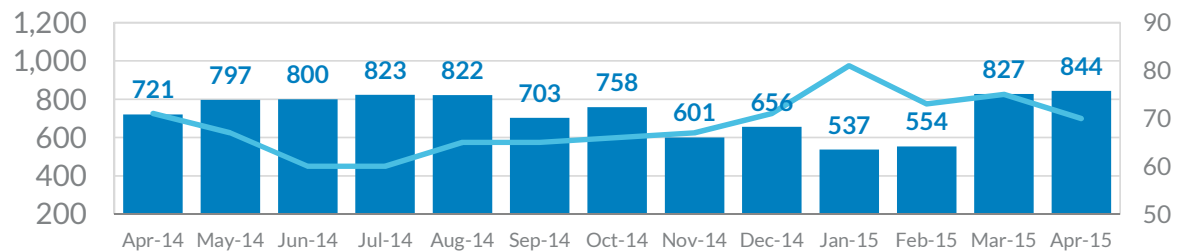
New Listings



Pending Sales



Closed Sales



Home Sales by Market Area (For month of April)



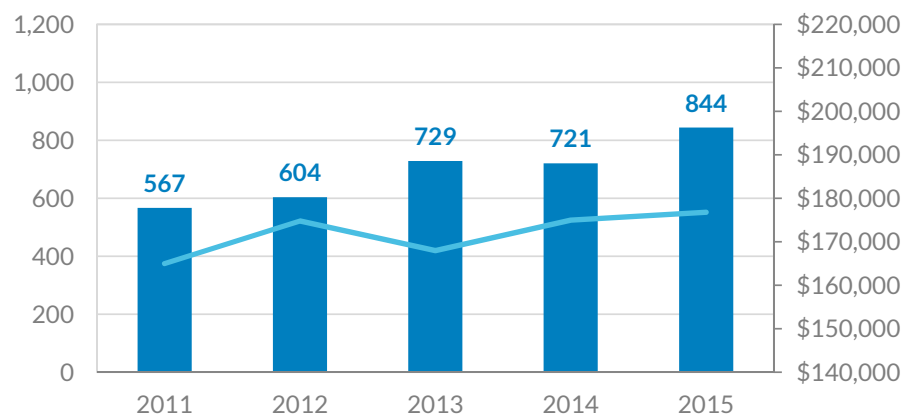
Single-Family Detached Sales

MLS Area	Area Name	Apr-14	Apr-15
10-121	Albuquerque	470	581
130	Corrales	17	10
140-162	Rio Rancho	135	156
180	Bernalillo	8	11
190	Placitas	11	7
210-293	E. Mountains	42	36
690-760	Valencia Co.	38	43
Total	All	721	844

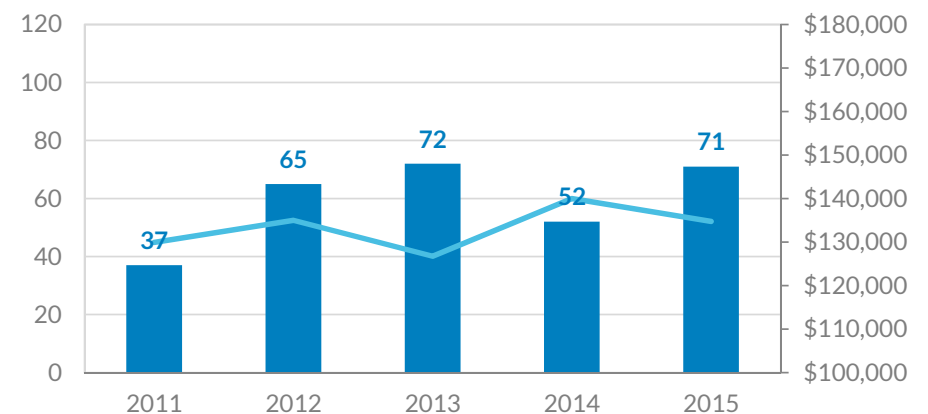
Condo/Townhome (Attached) Sales

MLS Area	Area Name	Apr-14	Apr-15
10-121	Albuquerque	48	56
130	Corrales	0	1
140-162	Rio Rancho	2	11
180	Bernalillo	1	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	1	3
Total	All	52	71

Detached Sales & Median Sale Price



Attached Sales & Median Sale Price

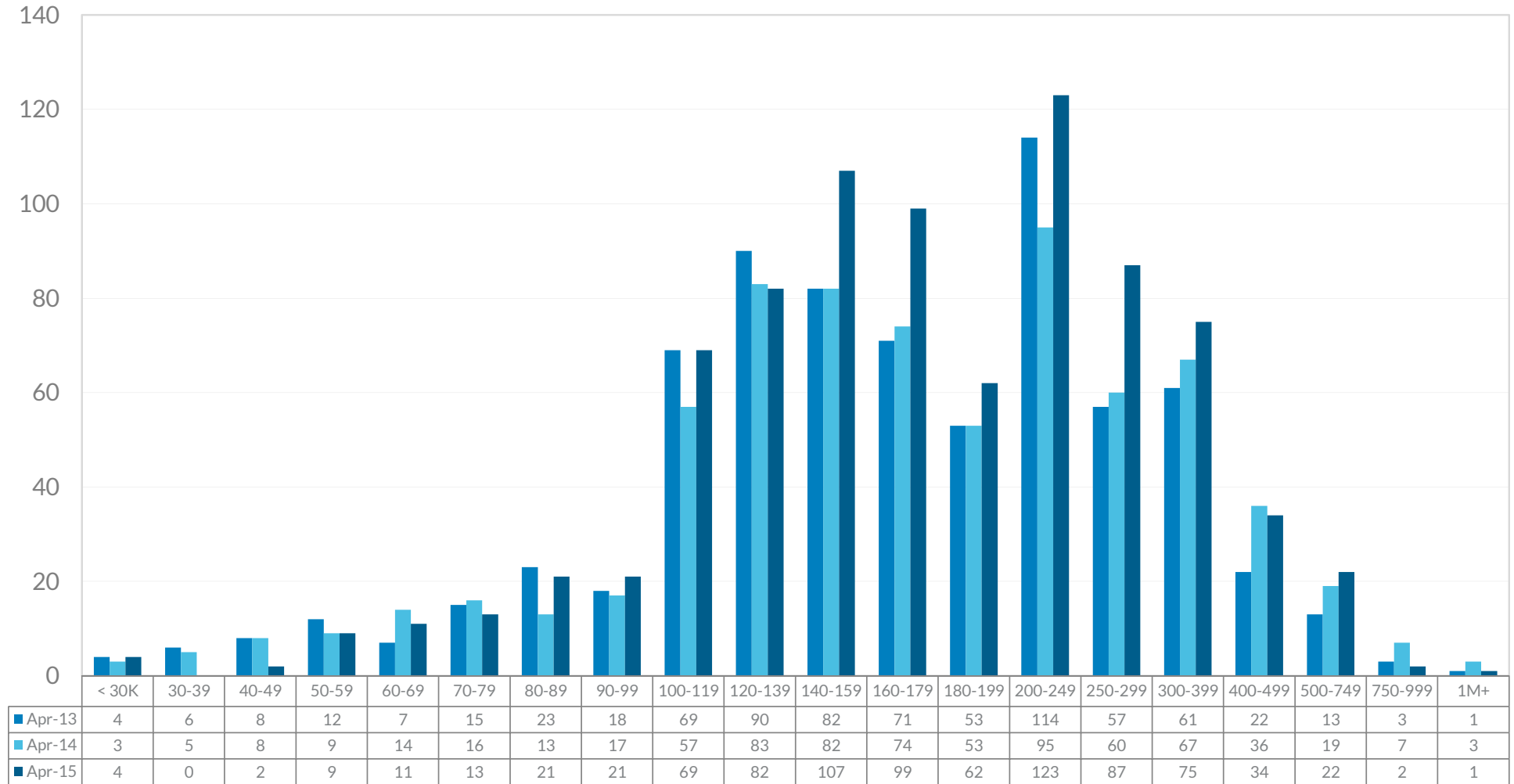


Blue line on charts represents the median sale price for that month
 MLS Areas 210-293 include East Mountains and Estancia Basic. MLS Areas 690-760 include Belen, Los Lunas, and Bosque Farms.

Closed Sales by Price *(Detached)*



April historical (in thousands)

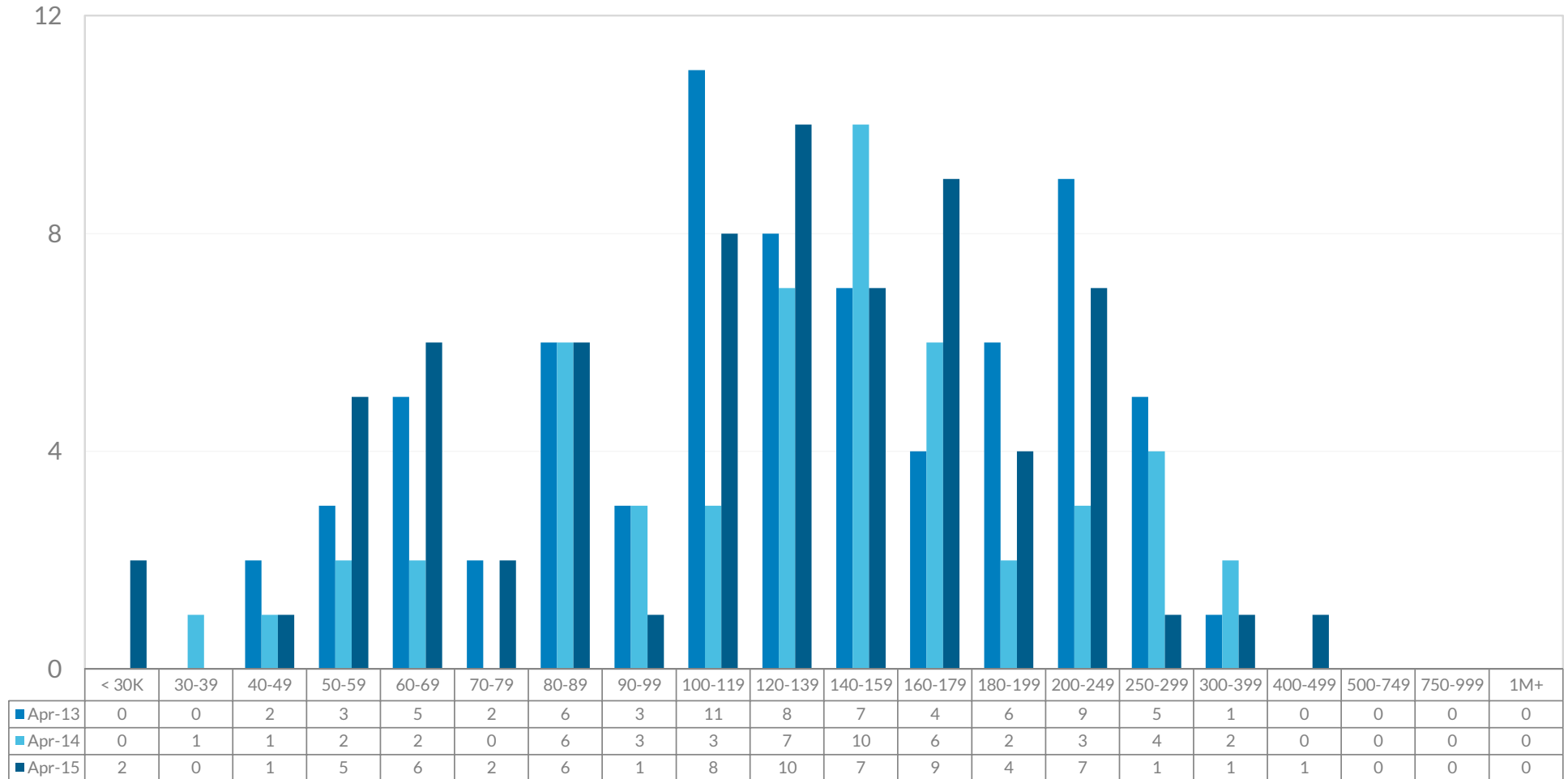


TOP SELLING PRICE RANGE FOR DETACHED HOMES
\$200,000 - \$249,999

Closed Sales by Price *(Attached)*



April historical (in thousands)



TOP SELLING PRICE RANGE FOR ATTACHED HOMES

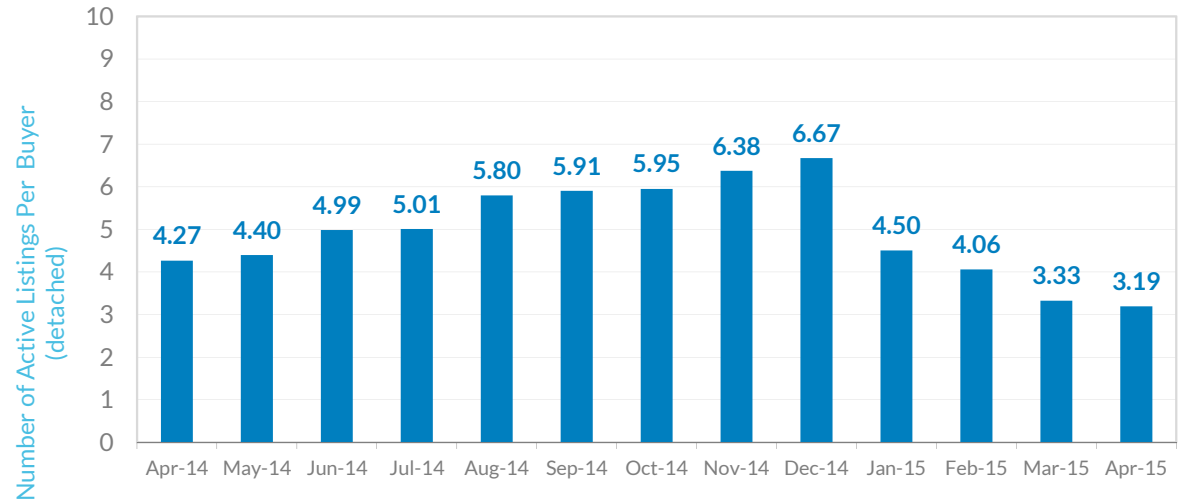
\$120,000 - \$139,999

Market Indicators



Supply-Demand

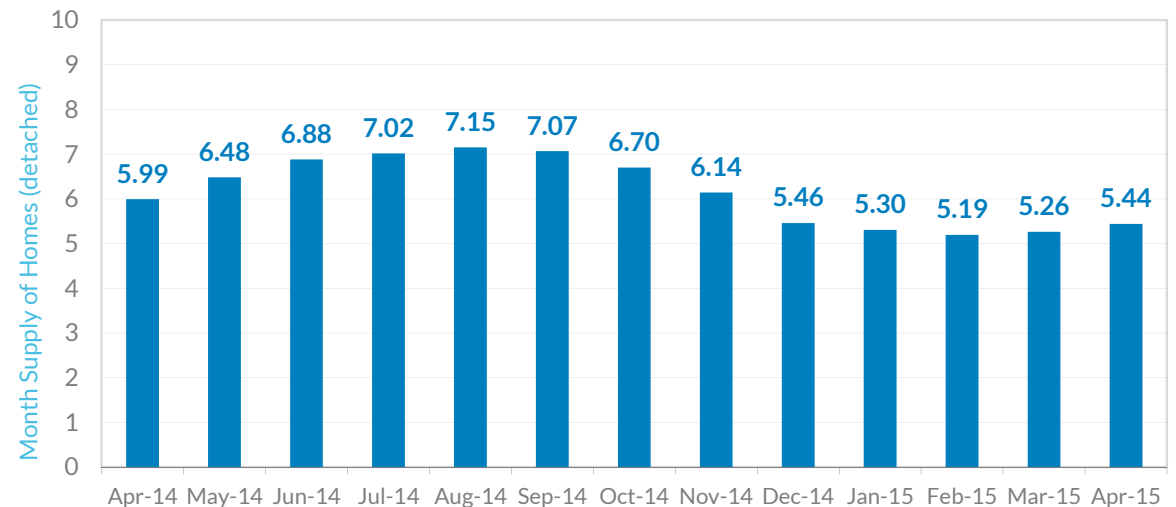
Year	2013	2014	2015
January	3.70	4.99	4.50
February	3.96	4.90	4.06
March	3.32	4.13	3.33
April	2.98	4.27	3.19
May	3.16	4.40	
June	4.45	4.99	
July	4.40	5.01	
August	5.08	5.80	
September	5.95	5.91	
October	6.05	5.95	
November	6.09	6.38	
December	6.73	6.67	



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	
June	6.48	6.88	
July	6.47	7.02	
August	6.49	7.15	
September	6.44	7.07	
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)*



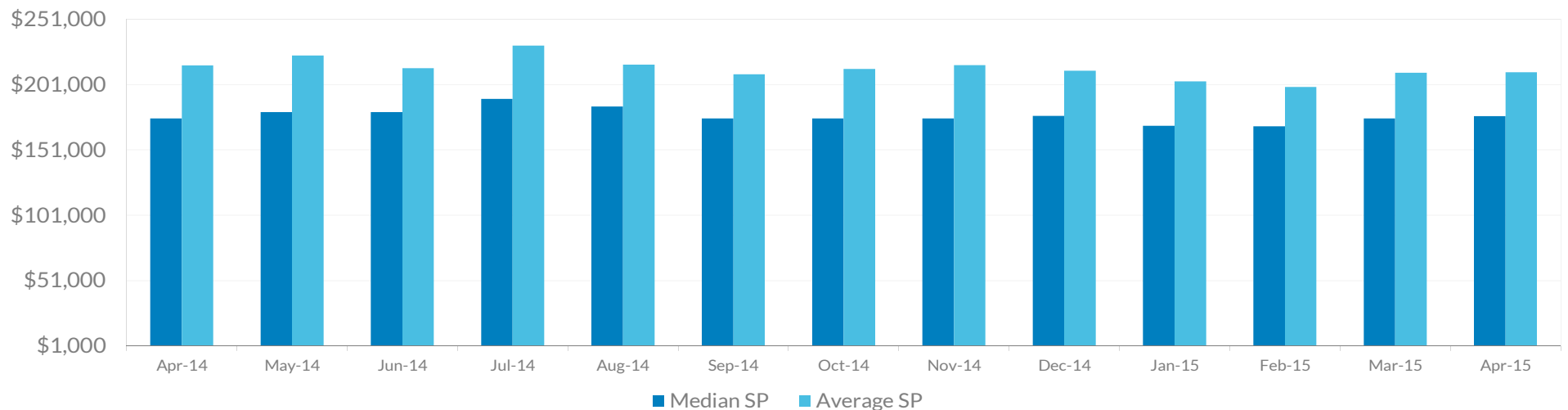
Median Sale Price

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	
June	\$172,000	\$180,000	
July	\$182,000	\$190,000	
August	\$182,500	\$184,100	
September	\$177,500	\$175,000	
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	
June	\$212,456	\$213,504	
July	\$222,505	\$230,750	
August	\$223,533	\$216,148	
September	\$212,307	\$208,936	
October	\$208,152	\$212,905	
November	\$207,986	\$215,899	
December	\$219,909	\$211,523	

Monthly Sale Price



Historical Home Prices *(Detached)*



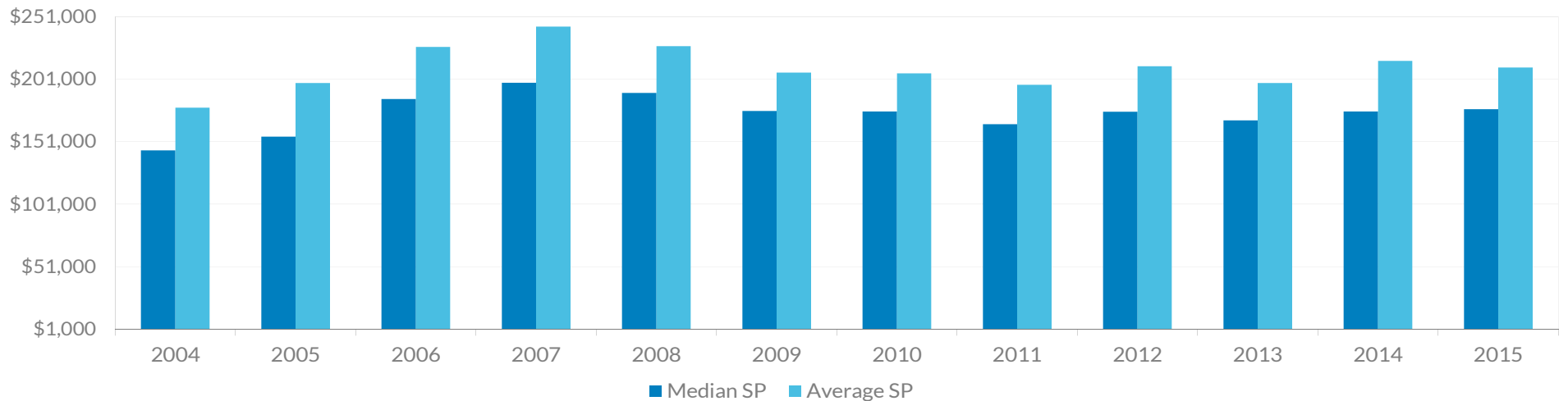
Median Sale Price (March)

Year	Median Sale Price	% Change From Previous Year
2004	\$144,000	2.86%
2005	\$155,000	7.64%
2006	\$185,000	19.35%
2007	\$198,012	7.03%
2008	\$189,900	-4.10%
2009	\$175,500	-7.58%
2010	\$175,000	-0.28%
2011	\$165,000	-5.71%
2012	\$174,775	5.92%
2013	\$168,000	-3.88%
2014	\$175,000	4.17%
2015	\$176,800	1.03%

Average Sale Price (March)

Year	Average Sale Price	% Change From Previous Year
2004	\$178,077	8.11%
2005	\$197,770	11.06%
2006	\$226,655	14.61%
2007	\$243,023	7.22%
2008	\$227,281	-6.48%
2009	\$206,070	-9.33%
2010	\$205,601	-0.23%
2011	\$196,321	-4.51%
2012	\$211,186	7.57%
2013	\$197,908	-6.29%
2014	\$215,560	8.92%
2015	\$210,321	-2.43%

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	7	0	0.00%	87063	1	0	0.00%	87124	353	75	9.07%
87002	128	13	1.57%	87068	17	1	0.12%	87144	319	82	9.92%
87004	65	11	1.33%	87102	49	7	0.85%	87801	1	0	0.00%
87006	1	0	0.00%	87104	59	9	1.09%				
87008	18	3	0.36%	87105	106	16	1.93%				
87015	107	15	1.81%	87106	72	8	0.97%				
87016	25	1	0.12%	87107	132	19	2.30%				
87023	2	0	0.00%	87108	89	21	2.54%				
87026	2	0	0.00%	87109	82	20	2.42%				
87031	189	41	4.96%	87110	110	30	3.63%				
87035	28	1	0.12%	87111	209	62	7.50%				
87036	14	0	0.00%	87112	120	55	6.65%				
87042	14	1	0.12%	87113	61	14	1.69%				
87043	86	5	0.60%	87114	346	94	11.37%				
87047	70	6	0.73%	87120	293	65	7.86%				
87048	88	15	1.81%	87121	162	73	8.83%				
87056	5	0	0.00%	87122	110	25	3.02%				
87059	82	6	0.73%	87123	148	33	3.99%				

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	Apr	1,677	1,756	-4.50%	154	195	-21.03%	6,219	6,524	-4.68%
	May		1,734			160			8,418	
	Jun		1,727			145			10,290	
Pending Sales	Apr	1,180	976	20.90%	127	73	73.97%	4,417	3,781	16.82%
	May		996			115			4,890	
	Jun		939			90			5,919	
Closed Sales	Apr	844	721	17.06%	71	52	36.54%	2,995	2,725	9.91%
	May		797			81			3,602	
	Jun		800			71			4,473	
Dollar Volume of Closed Sales (in millions)	Apr	\$177.5	\$155.4	14.22%	\$9.6	\$7.6	26.32%	\$609.0	\$545.9	11.56%
	May		\$177.9			\$12.0			\$745.7	
	Jun		\$170.8			\$10.1			\$926.6	
Median Sales Price	Apr	\$176,800	\$175,000	1.03%	\$134,742	\$140,000	-3.76%	--	--	--
	May		\$180,000			\$130,000		--	--	--
	Jun		\$180,000			\$130,000		--	--	--
Average Sales Price	Apr	\$210,321	\$215,560	-2.43%	\$130,500	\$145,299	-10.19%	--	--	--
	May		\$223,193			\$148,291		--	--	--
	Jun		\$213,504			\$142,291		--	--	--
Total Active Listings Available	Apr	3,953	4,382	-9.79%	382	476	-19.75%	--	--	--
	May		4,682			468		--	--	--
	Jun		4,937			465		--	--	--
Average Days on Market	Apr	70	71	-1.41%		69		--	--	--
	May		67			64		--	--	--
	Jun		60			66		--	--	--

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	Apr	1,117	1,151	-2.95%	New Listings	Apr	276	325	-15.08%
	May		1,112			May		294	
	Jun		1,141			Jun		285	
Pending Sales	Apr	805	664	21.23%	Pending Sales	Apr	225	164	37.20%
	May		693			May		162	
	Jun		650			Jun		166	
Closed Sales	Apr	581	470	23.62%	Closed Sales	Apr	156	135	15.56%
	May		552			May		124	
	Jun		555			Jun		146	
Median Sales Price	Apr	\$183,300	\$181,000	1.27%	Median Sales Price	Apr	\$154,920	\$149,900	3.35%
	May		\$182,500			May		\$162,000	
	Jun		\$185,000			Jun		\$159,181	
Average Sales Price	Apr	\$215,899	\$223,340	-3.33%	Average Sales Price	Apr	\$171,497	\$168,636	1.70%
	May		\$232,859			May		\$190,250	
	Jun		\$220,173			Jun		\$178,375	
Total Active	Apr	2,285	2,535	-9.86%	Total Active	Apr	659	723	-8.85%
	May		2,668			May		764	
	Jun		2,846			Jun		810	
Average Days on Market	Apr	66	69	-4.35%	Average Days on Market	Apr	73	64	14.06%
	May		59			May		71	
	Jun		54			Jun		59	

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



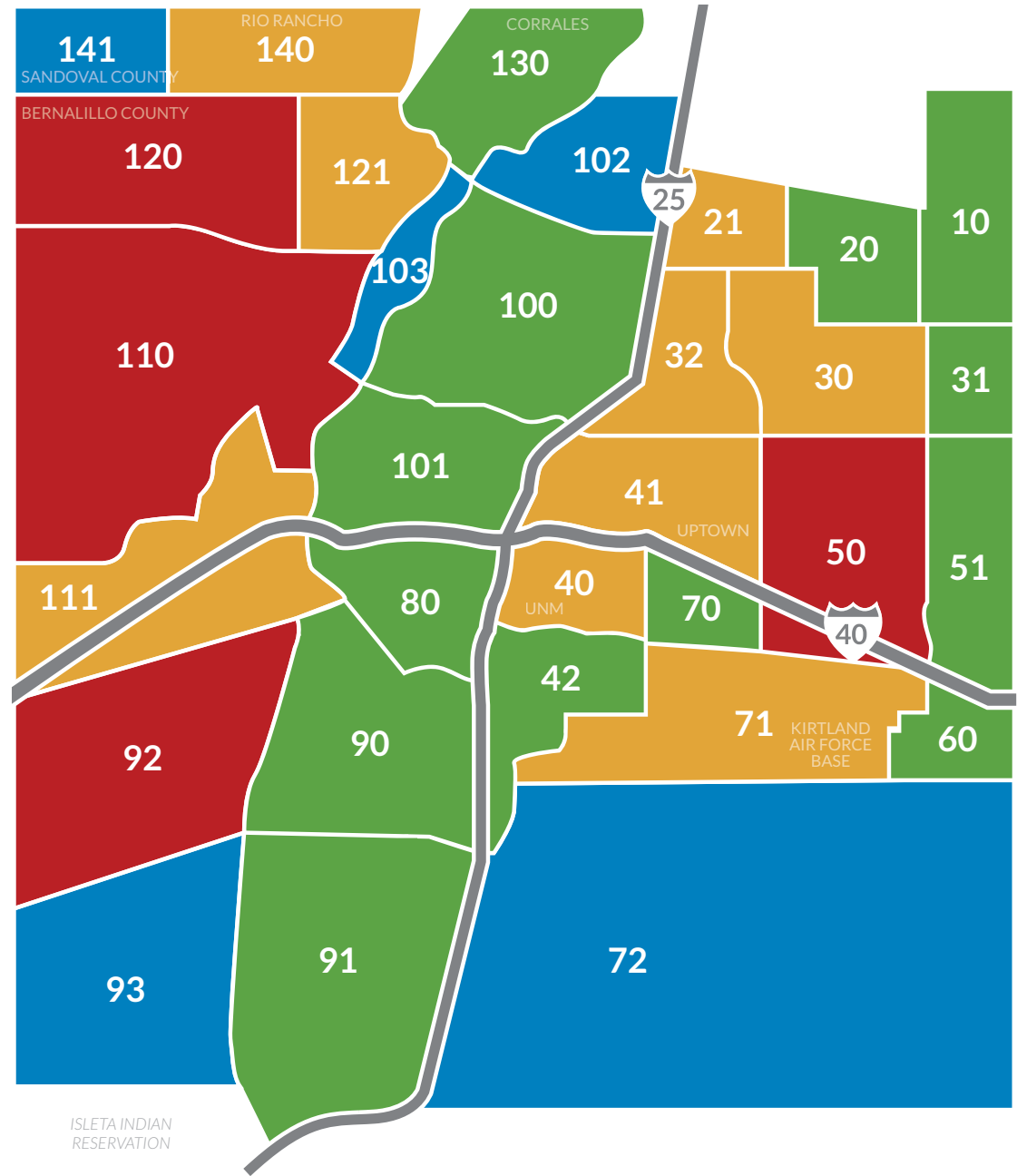
East Mountains & Estancia Basin		(DET) 2015	(DET) 2014	Percent Change	Valencia County		(DET) 2015	(DET) 2014	Percent Change
New Listings	Apr	113	103	9.71%	New Listings	Apr	102	94	8.51%
	May		124			May		114	
	Jun		106			Jun		104	
Pending Sales	Apr	54	43	25.58%	Pending Sales	Apr	68	69	-1.45%
	May		44			May		61	
	Jun		36			Jun		54	
Closed Sales	Apr	36	42	-14.29%	Closed Sales	Apr	43	38	13.16%
	May		40			May		51	
	Jun		28			Jun		53	
Median Sales Price	Apr	\$175,000	\$179,000	-2.23%	Median Sales Price	Apr	\$119,900	\$100,688	19.08%
	May		\$215,250			May		\$113,000	
	Jun		\$263,500			Jun		\$132,500	
Average Sales Price	Apr	\$248,589	\$221,661	12.15%	Average Sales Price	Apr	\$141,351	\$107,020	32.08%
	May		\$232,380			May		\$145,422	
	Jun		\$286,749			Jun		\$142,784	
Total Active	Apr	393	409	-3.91%	Total Active	Apr	354	401	-11.72%
	May		477			May		436	
	Jun		490			Jun		444	
Average Days on Market	Apr	72	98	-26.53%	Average Days on Market	Apr	101	69	46.38%
	May		141			May		79	
	Jun		108			Jun		84	

Albuquerque & Central Bernalillo County



April 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



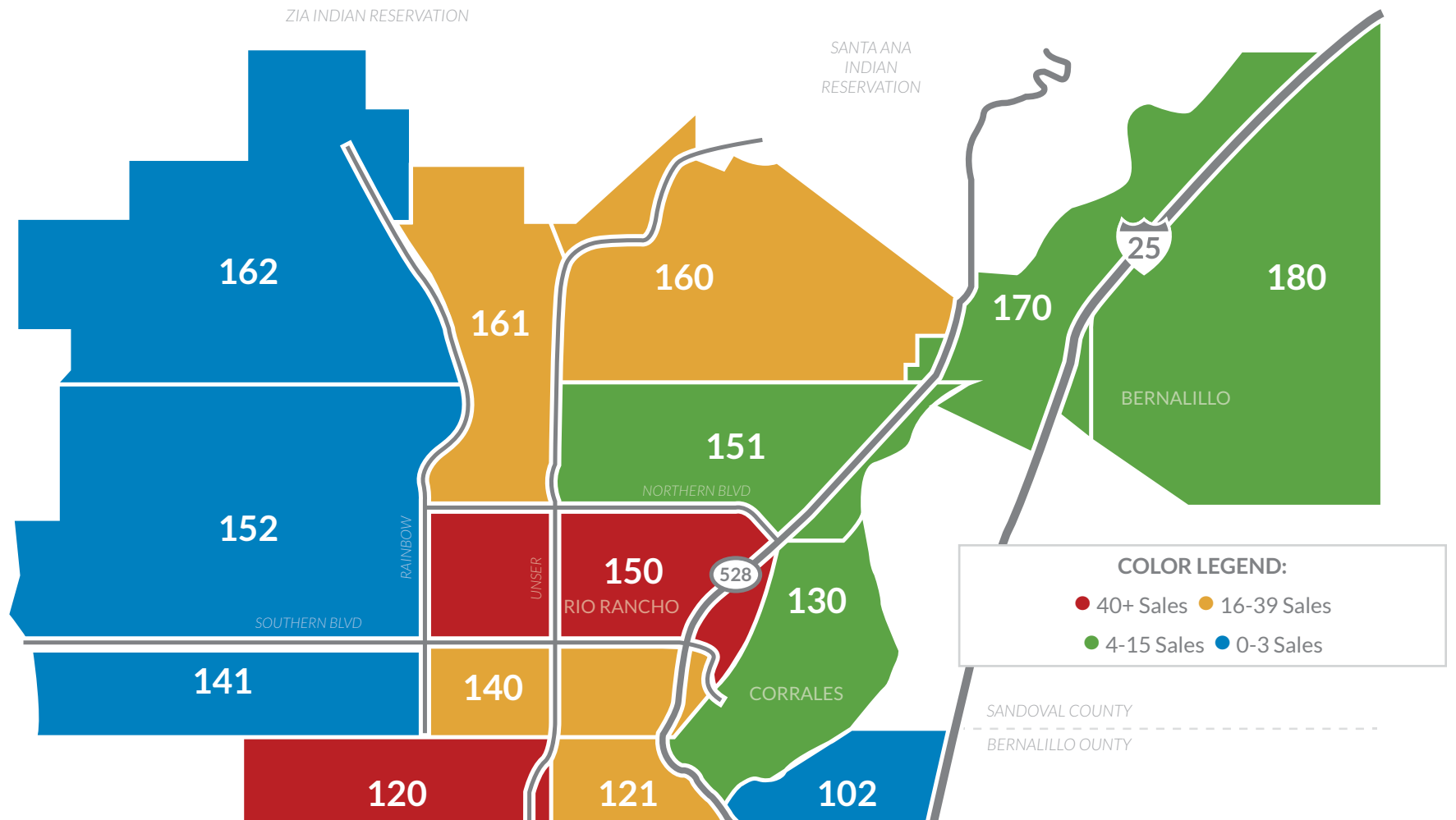
COLOR LEGEND: ● 40+ Sales ● 16-39 Sales ● 4-15 Sales ● 0-3 Sales

Rio Rancho & Southern Sandoval County



April 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



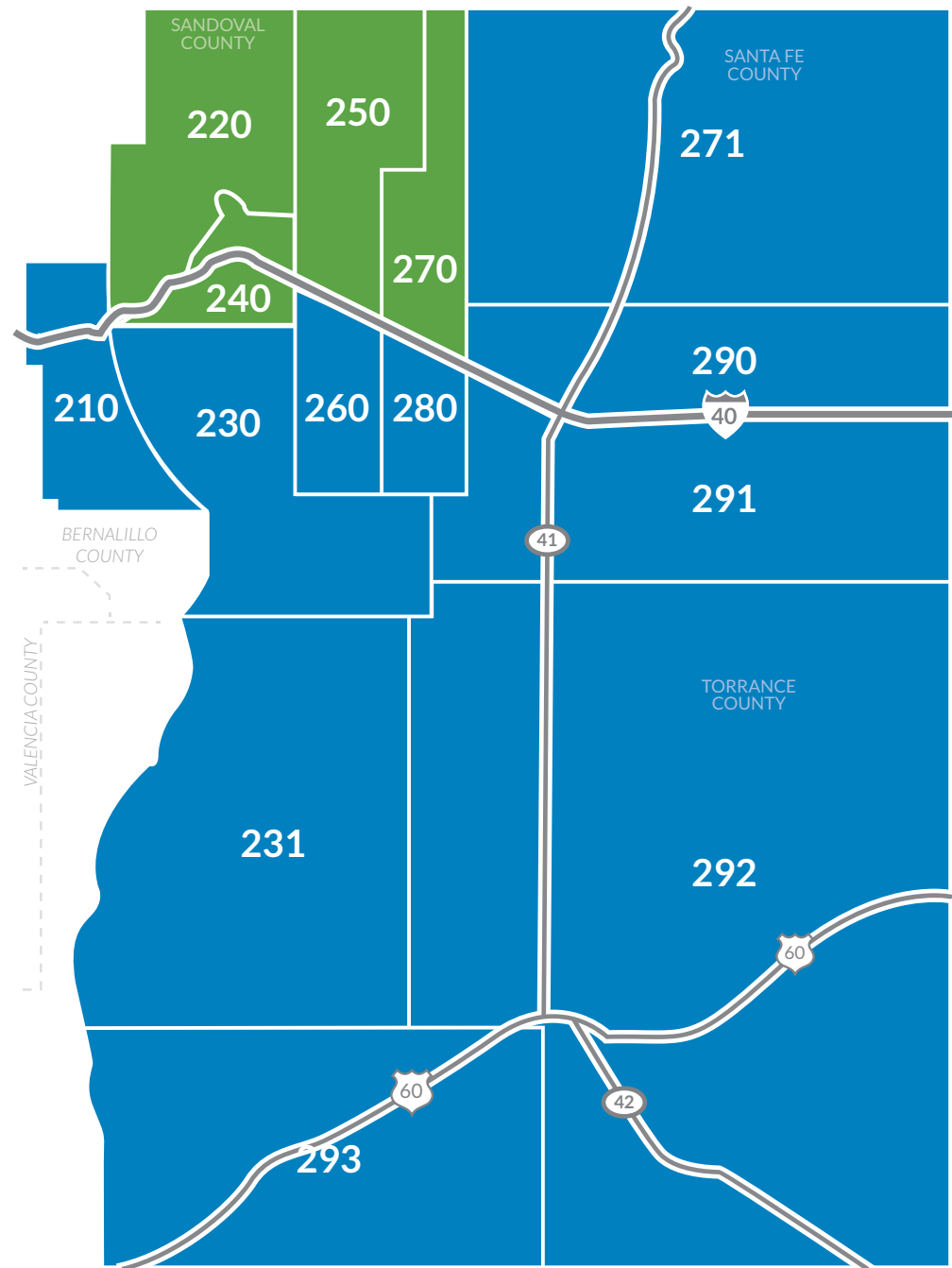
East Mountain Area & Estancia Basin

April 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

April 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

