

# MONTHLY MARKET REPORT

# August 2015



## JULY AT A GLANCE \*

<i>Active Listings</i>	<i>Pending sales</i>	<i>Closed sales</i>
<b>3,971</b>	<b>1,087</b>	<b>948</b>
-21.26% from last year	+26.84% from last year	+15.33% from last year
<i>Average Sale Price</i>		<i>Median Sale Price</i>
<b>\$226,254</b>		<b>\$189,950</b>
+4.68% from last year		+3.18% from last year

## CONTACT

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2015 GAAR President

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

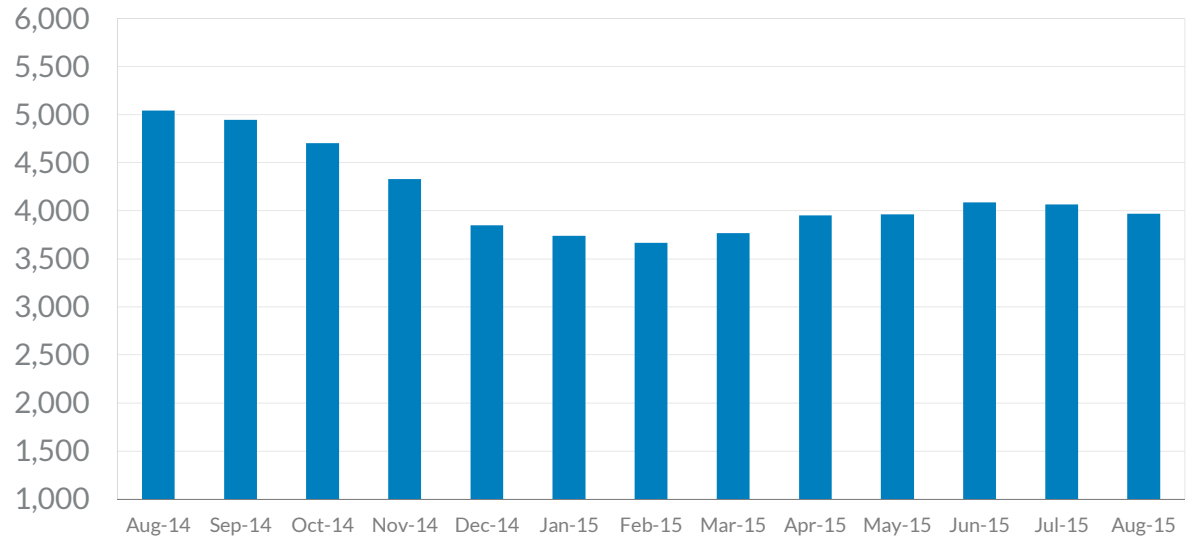
# Market Inventory



## 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	
October	4,439	4,705	
November	4,255	4,331	
December	3,836	3,850	

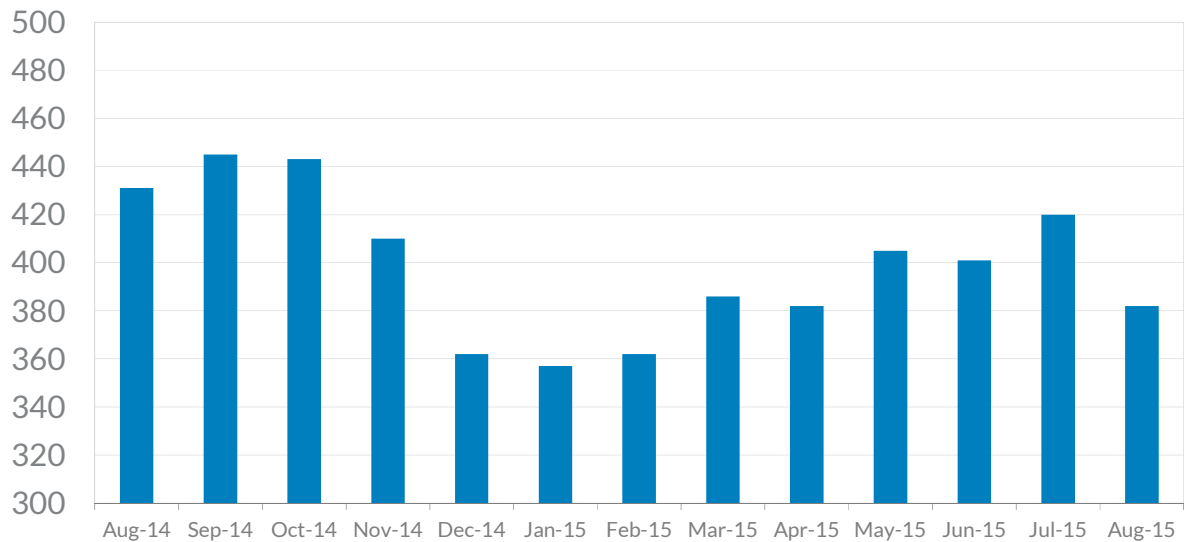
## Detached Homes on Market



## 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	
October	429	443	
November	402	410	
December	396	362	

## Attached Homes on Market



# Market Inventory *(New, Pending, Closed)*



## Market Activity

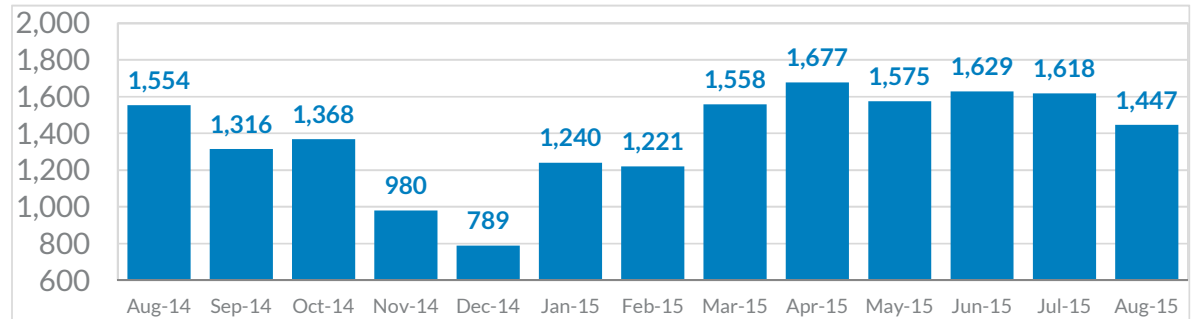
Month	New	Pending	Closed
Aug-14	1,554	857	822
Sep-14	1,316	854	703
Oct-14	1,368	831	758
Nov-14	980	738	601
Dec-14	789	649	656
Jan-15	1,240	855	537
Feb-15	1,221	921	554
Mar-15	1,558	1,102	827
Apr-15	1,677	1,180	844
May-15	1,575	1,234	903
Jun-15	1,629	1,188	984
Jul-15	1,618	1,157	1,013
Aug-15	1,447	1,087	948

## Change from Last Month/Year

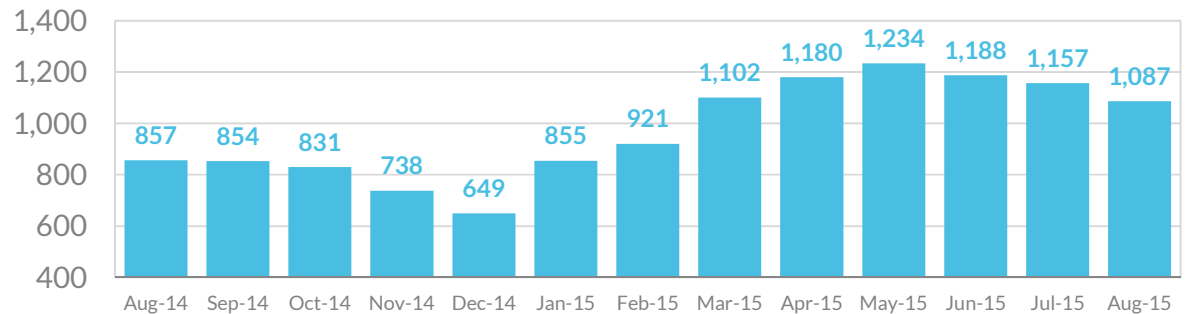
	Aug-15	Jul-15	Aug-14
New	1,447	1,618	1,554
% Change	-	-10.57%	-6.89%
Pending	1,087	1,157	857
% Change	-	-6.05%	26.84%
Closed	948	1,013	822
% Change	-	-6.42%	15.33%

*Closed Sales chart also shows average days on market, indicated by a line. The average days on market for August 2015 detached sales was 54.*

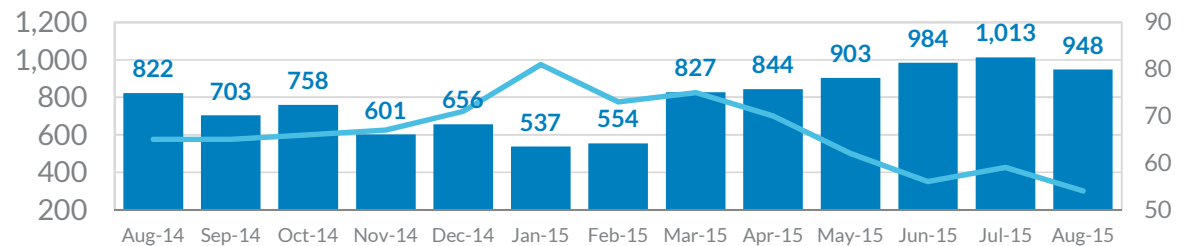
## New Listings



## Pending Sales



## Closed Sales



# Home Sales by Market Area (For month of August)



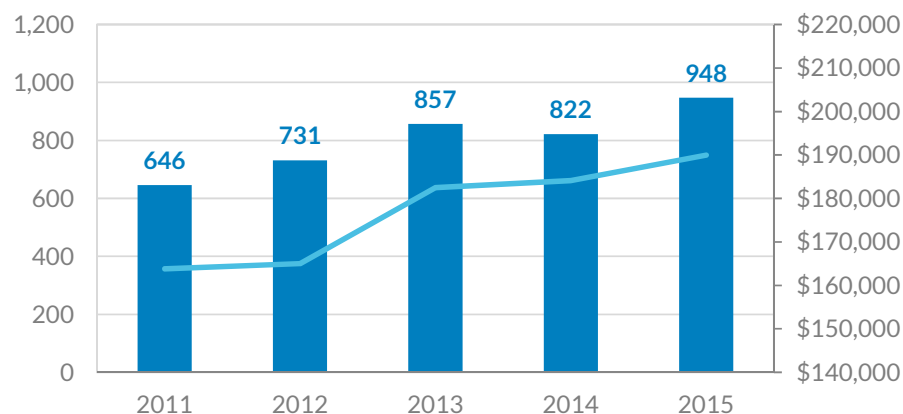
## Single-Family Detached Sales

MLS Area	Area Name	Aug-14	Aug-15
10-121	Albuquerque	549	678
130	Corrales	9	5
140-162	Rio Rancho	147	162
180	Bernalillo	10	10
190	Placitas	15	10
210-293	E. Mountains	41	41
690-760	Valencia Co.	51	42
Total	All	822	948

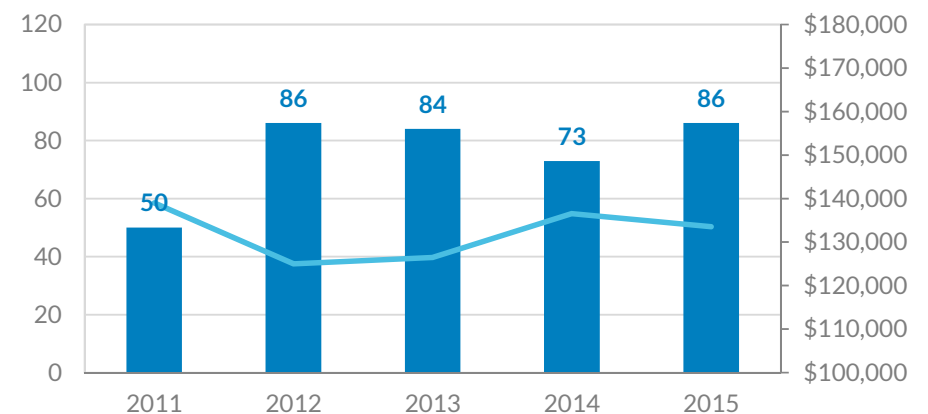
## Condo/Townhome (Attached) Sales

MLS Area	Area Name	Aug-14	Aug-15
10-121	Albuquerque	62	75
130	Corrales	0	1
140-162	Rio Rancho	7	6
180	Bernalillo	0	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	4	4
Total	All	73	86

## Detached Sales & Median Sale Price



## Attached Sales & Median Sale Price

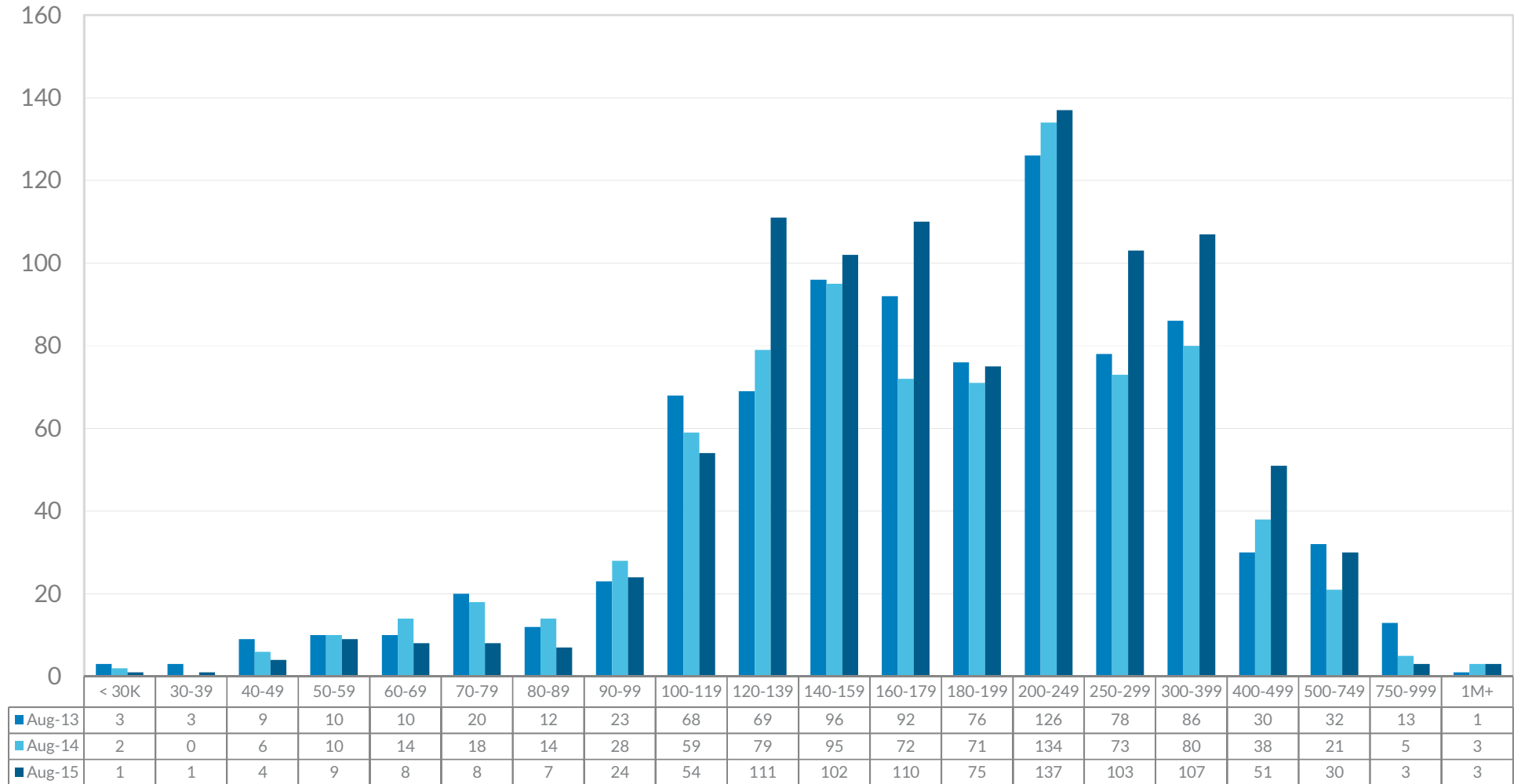


Blue line on charts represents the median sale price for that month  
 MLS Areas 210-293 include East Mountains and Estancia Basin. MLS Areas 690-760 include Belen, Los Lunas, and Bosque Farms.

# Closed Sales by Price *(Detached)*



August historical (in thousands)

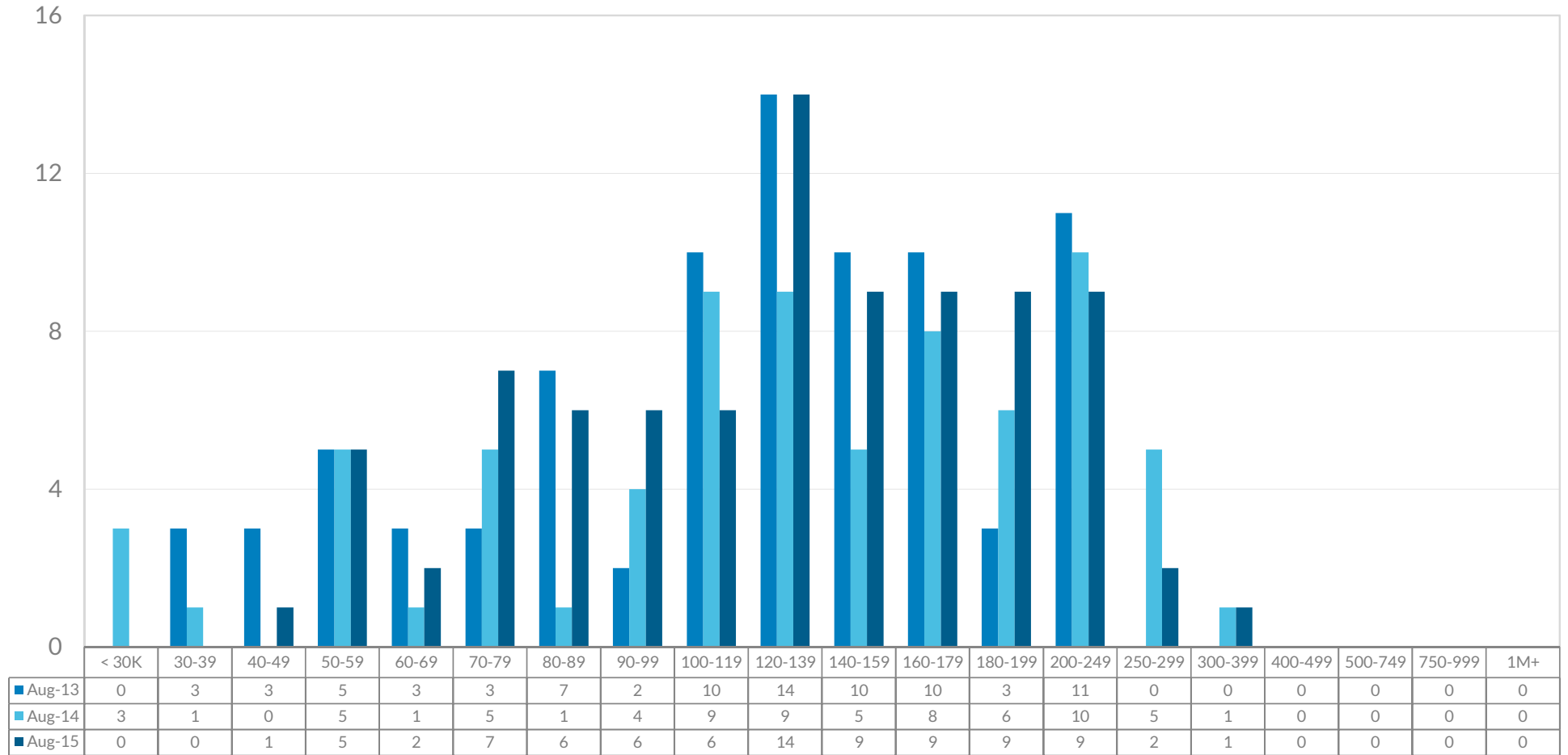


**TOP SELLING PRICE RANGE FOR DETACHED HOMES**  
\$200,000 - \$249,999

# Closed Sales by Price *(Attached)*



August historical (in thousands)

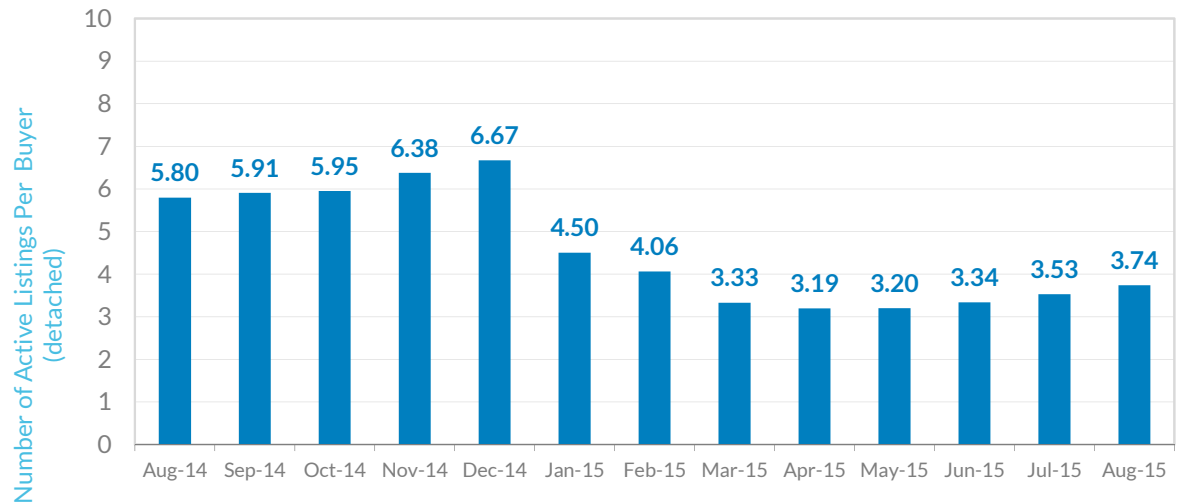


**TOP SELLING PRICE RANGE FOR ATTACHED HOMES**

**\$120,000 - \$139,999**

## Supply-Demand

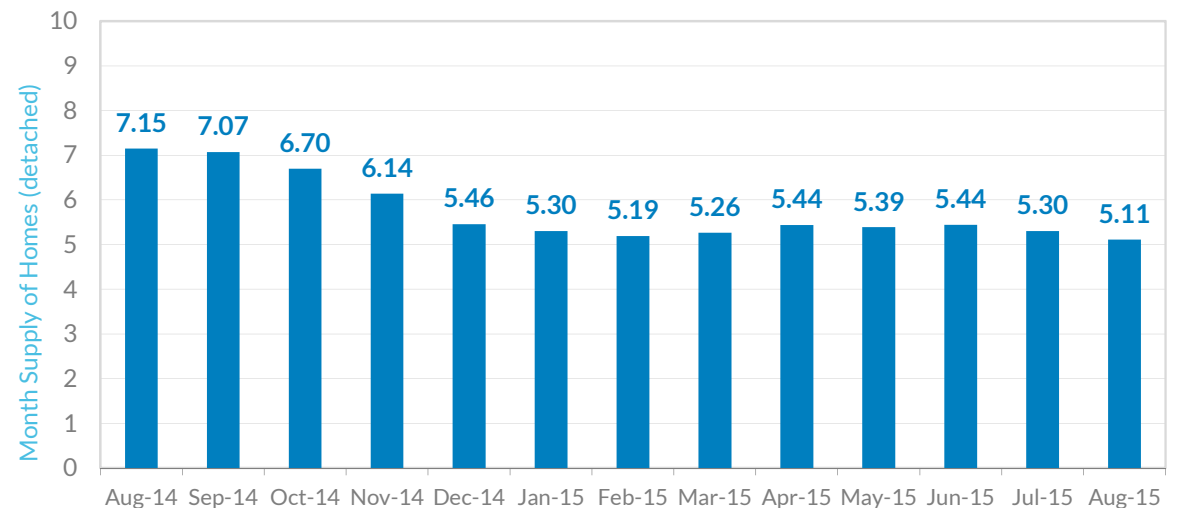
Year	2013	2014	2015
January	3.70	4.99	4.50
February	3.96	4.90	4.06
March	3.32	4.13	3.33
April	2.98	4.27	3.19
May	3.16	4.40	3.20
June	4.45	4.99	3.34
July	4.40	5.01	3.53
August	5.08	5.80	3.74
September	5.95	5.91	
October	6.05	5.95	
November	6.09	6.38	
December	6.73	6.67	



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	
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)*



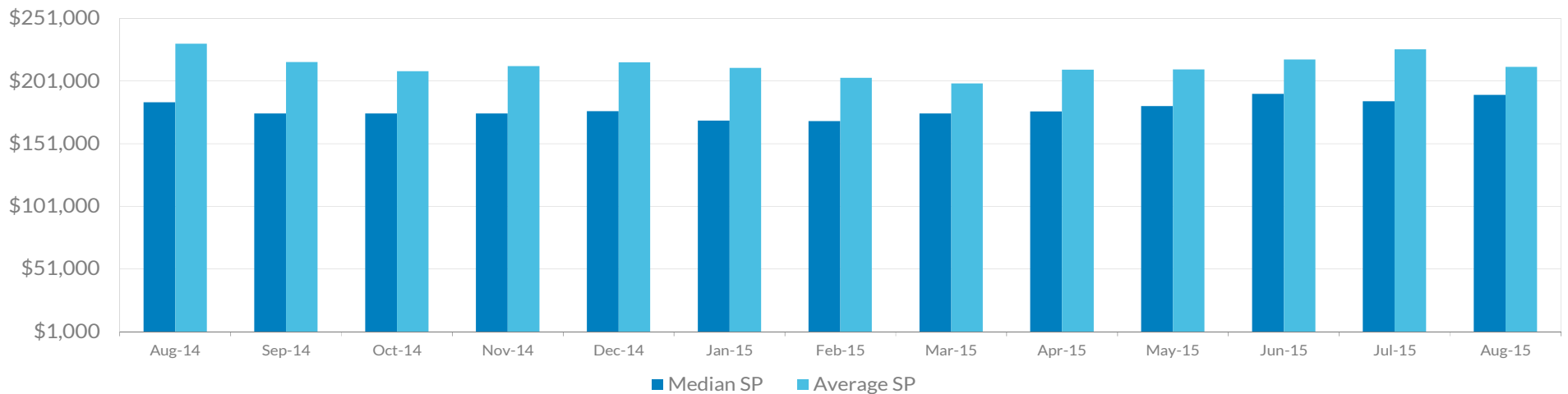
## Median Sale Price

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	
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	
October	\$208,152	\$212,905	
November	\$207,986	\$215,899	
December	\$219,909	\$211,523	

## Monthly Sale Price





# Historical Home Prices *(Detached)*



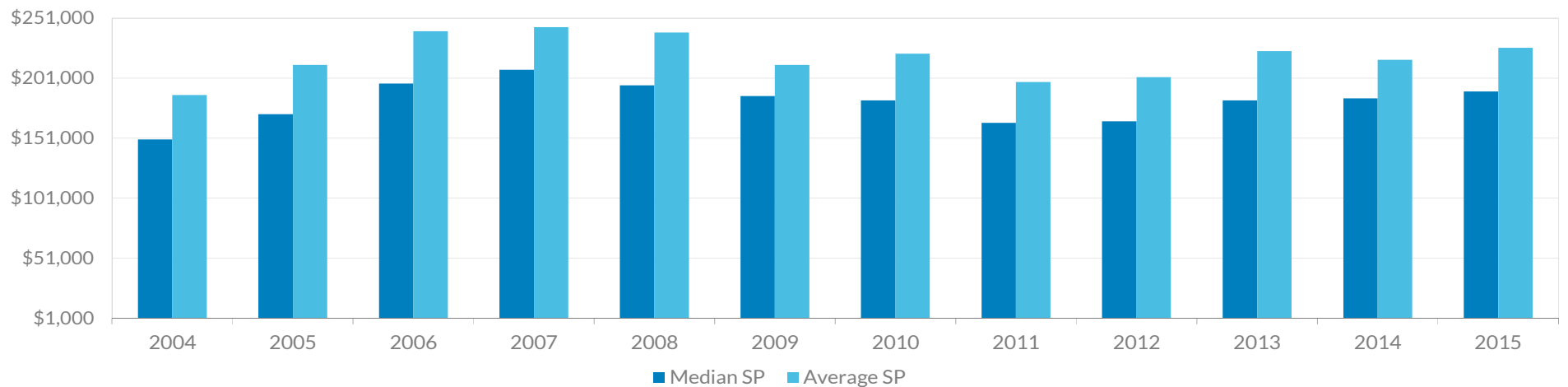
## Median Sale Price (August)

Year	Median Sale Price	% Change From Previous Year
2004	\$149,900	5.94%
2005	\$171,000	14.08%
2006	\$196,500	14.91%
2007	\$208,000	5.85%
2008	\$195,000	-6.25%
2009	\$186,000	-4.62%
2010	\$182,500	-1.88%
2011	\$163,808	-10.24%
2012	\$165,000	0.73%
2013	\$182,500	10.61%
2014	\$184,100	0.88%
2015	\$189,950	3.18%

## Average Sale Price (August)

Year	Average Sale Price	% Change From Previous Year
2004	\$186,907	6.36%
2005	\$212,127	13.49%
2006	\$240,218	13.24%
2007	\$243,411	1.33%
2008	\$239,018	-1.80%
2009	\$211,969	-11.32%
2010	\$221,379	4.44%
2011	\$197,671	-10.71%
2012	\$201,833	2.11%
2013	\$223,533	10.75%
2014	\$216,148	-3.30%
2015	\$226,254	4.68%

## 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	3	1	0.11%	87062	1	0	0.00%	87123	152	46	4.85%
87002	141	8	0.84%	87063	2	0	0.00%	87124	303	84	8.86%
87004	55	9	0.95%	87068	23	2	0.21%	87144	329	78	8.23%
87006	1	0	0.00%	87102	52	10	1.05%	87801	1	0	0.00%
87008	28	2	0.21%	87104	47	14	1.48%				
87015	107	11	1.16%	87105	117	23	2.43%				
87016	20	2	0.21%	87106	95	20	2.11%				
87023	0	1	0.11%	87107	136	27	2.85%				
87031	208	26	2.74%	87108	109	24	2.53%				
87032	1	0	0.00%	87109	72	35	3.69%				
87035	18	2	0.21%	87110	140	43	4.54%				
87036	18	1	0.11%	87111	210	65	6.86%				
87042	17	5	0.53%	87112	157	51	5.38%				
87043	93	10	1.05%	87113	58	27	2.85%				
87047	64	7	0.74%	87114	358	96	10.13%				
87048	104	5	0.53%	87120	314	94	9.92%				
87056	5	0	0.00%	87121	198	78	8.23%				
87059	84	14	1.48%	87122	130	27	2.85%				

*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		1,316			144			15,169	
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		854			82			8,877	
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		703			73			7,042	
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		\$146.9			\$10.5			\$1,473.0	
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		\$175,000			\$140,000				
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		\$208,936			\$143,437				
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		4,945			445				
Average Days on Market	Jul	59	60	-1.67%	67	73	-8.22%			
	Aug	54	65	-16.92%	67	64	4.69%	--	--	--
	Sep		65			61				

# 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		874			Sep		217	
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		585			Sep		146	
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		475			Sep		123	
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		\$175,000			Sep		\$157,000	
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		\$214,924			Sep		\$177,291	
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		2,889			Sep		842	
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		60			Sep		66	

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



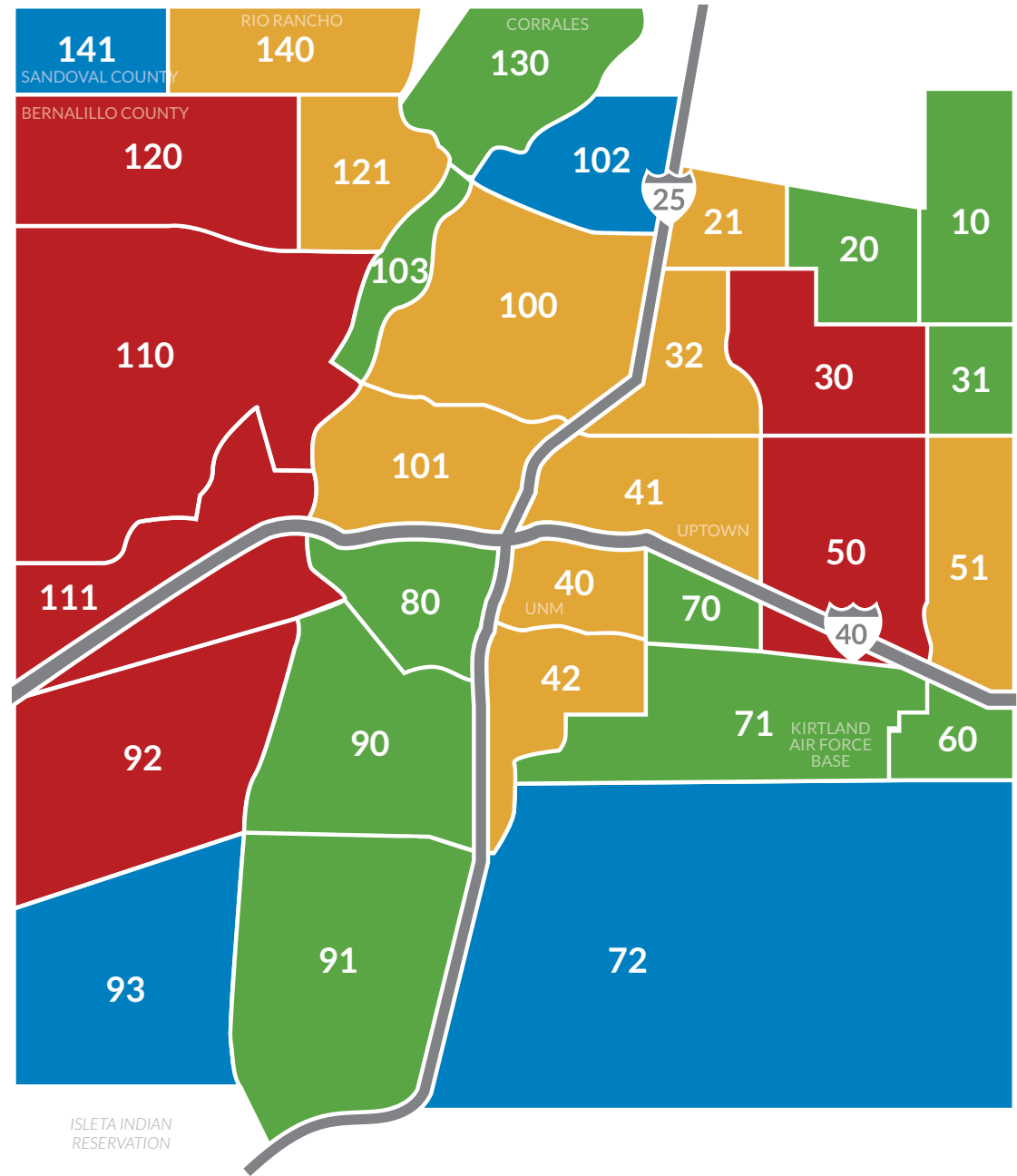
East Mountains & Estancia Basin		(DET) 2015	(DET) 2014	Percent Change	Valencia County	(DET) 2015	(DET) 2014	Percent Change	
New Listings	Jul	88	93	-5.38%	New Listings	Apr	112	107	4.67%
	Aug	76	103	-26.21%		May	98	98	0.00%
	Sep		71			Jun		95	
Pending Sales	Jul	64	49	30.61%	Pending Sales	Apr	68	63	7.94%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

# Albuquerque & Central Bernalillo County



August 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



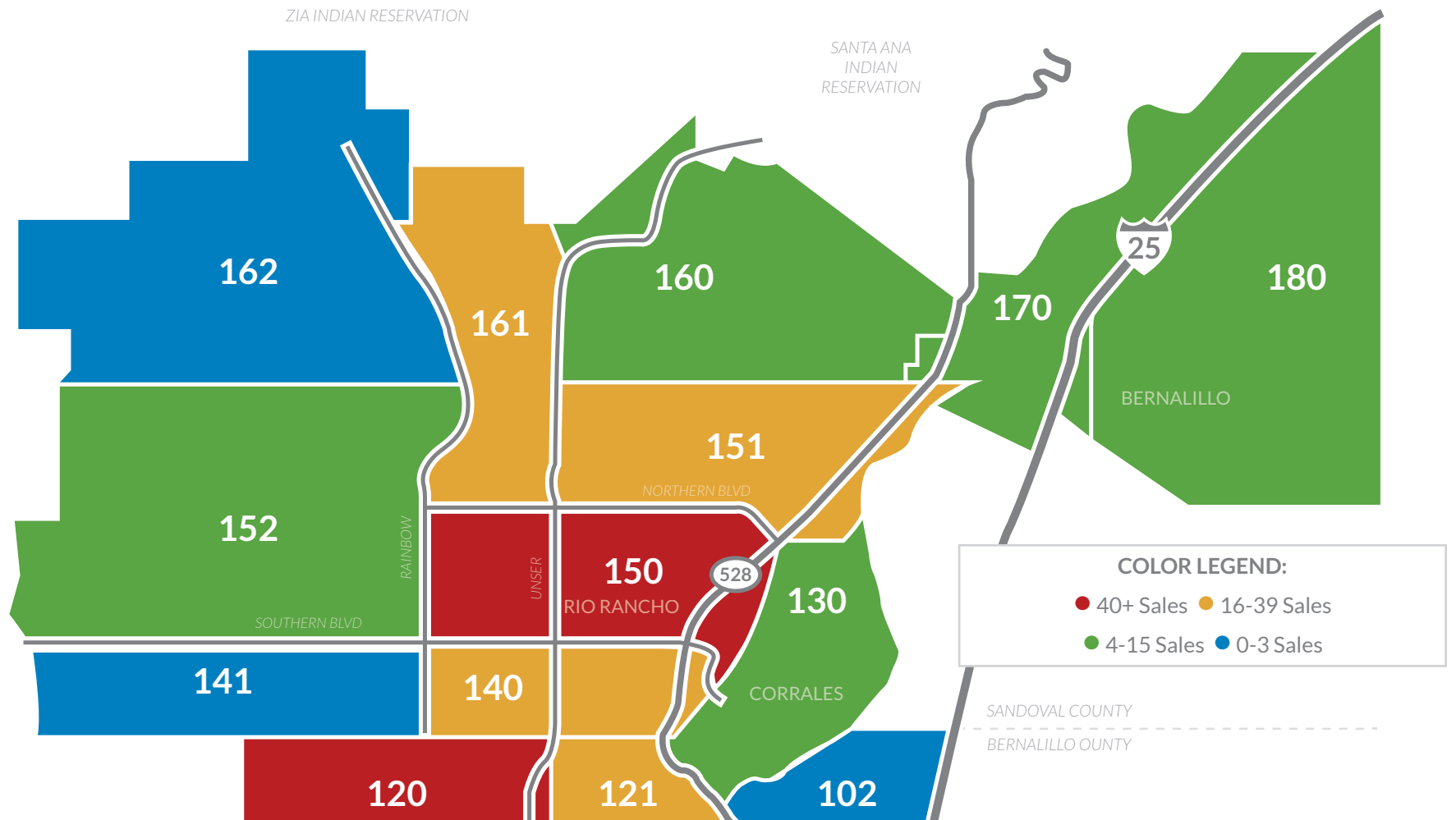
**COLOR LEGEND:** ● 40+ Sales ● 16-39 Sales ● 4-15 Sales ● 0-3 Sales

# Rio Rancho & Southern Sandoval County



August 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



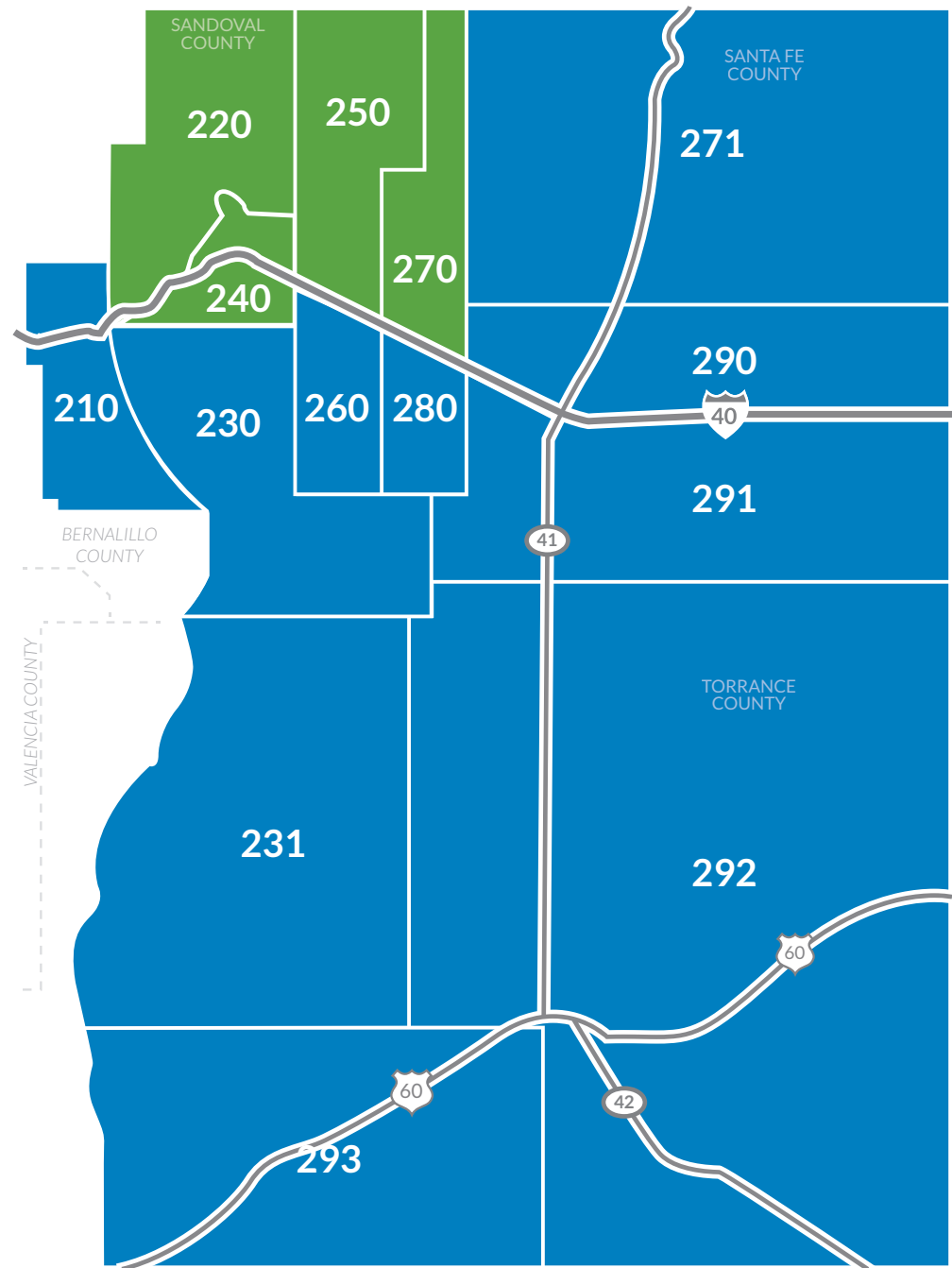
# East Mountain Area & Estancia Basin

August 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

August 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

