

MONTHLY MARKET REPORT

Dec. 2015



OCTOBER AT A GLANCE *

<i>Active Listings</i>	<i>Pending sales</i>	<i>Closed sales</i>
3,108	679	807
-19.27% from last year	+4.62% from last year	+23.02% from last year
<i>Average Sale Price</i>		<i>Median Sale Price</i>
\$208,229		\$175,500
-1.56% from last year		-0.85% from last year

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

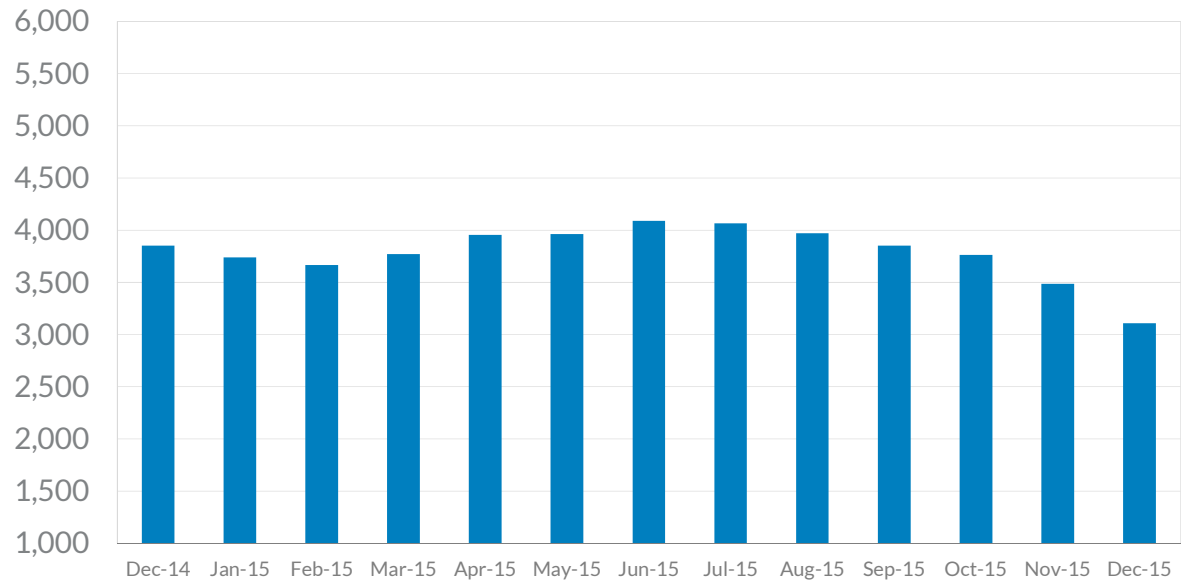
Market Inventory



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	3,763
November	4,255	4,331	3,486
December	3,836	3,850	3,108

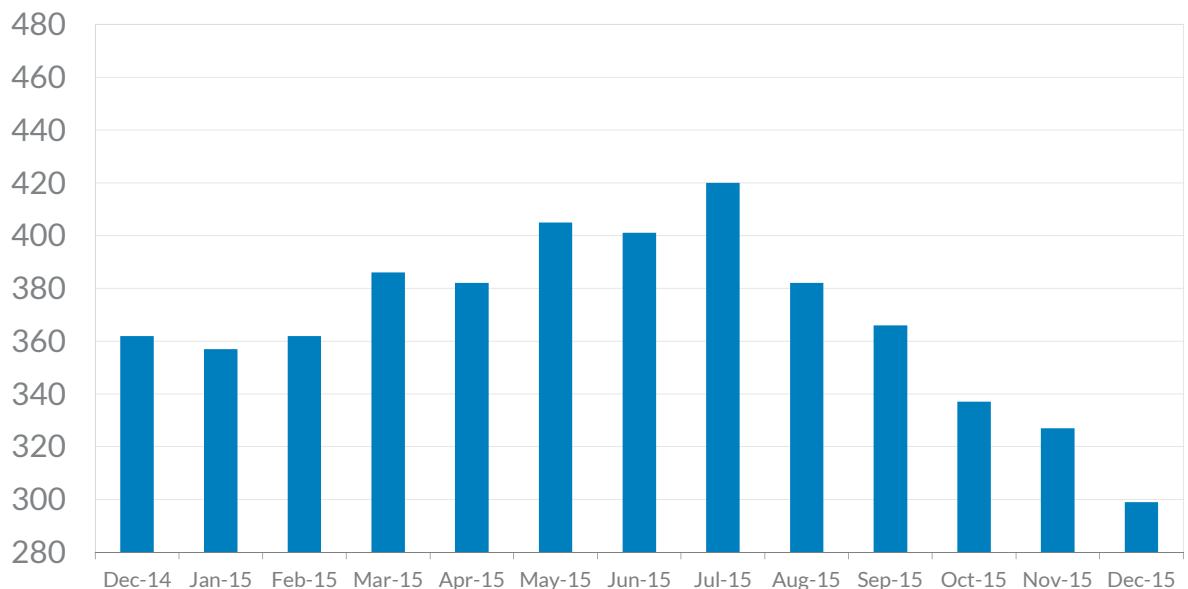
Detached Homes on Market



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	337
November	402	410	327
December	396	362	299

Attached Homes on Market



Market Inventory *(New, Pending, Closed)*



Market Activity

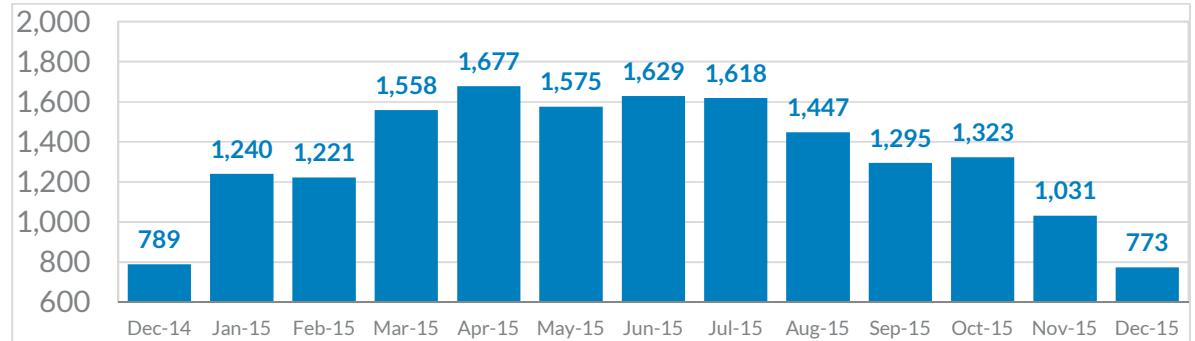
Month	New	Pending	Closed
Dec-14	789	649	656
Jan-15	1,240	855	537
Feb-15	1,221	921	554
Mar-15	1,558	1,102	827
Apr-15	1,677	1,180	844
May-15	1,575	1,234	903
Jun-15	1,629	1,188	984
Jul-15	1,618	1,157	1,013
Aug-15	1,447	1,087	948
Sep-15	1,295	1,000	886
Oct-15	1,323	958	835
Nov-15	1,031	794	652
Dec-15	773	679	807

Change from Last Month/Year

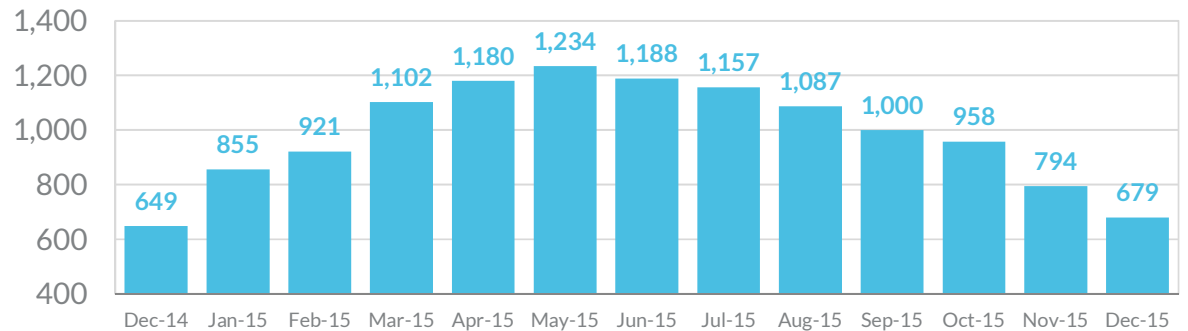
	Dec-15	Nov-15	Dec-14
New	773	1,031	789
% Change	-	-25.02%	-2.03%
Pending	679	794	649
% Change	-	-14.48%	4.62%
Closed	807	652	656
% Change	-	23.77%	23.02%

Closed Sales chart also shows average days on market, indicated by a line. The average days on market for December 2015 detached sales was 61.

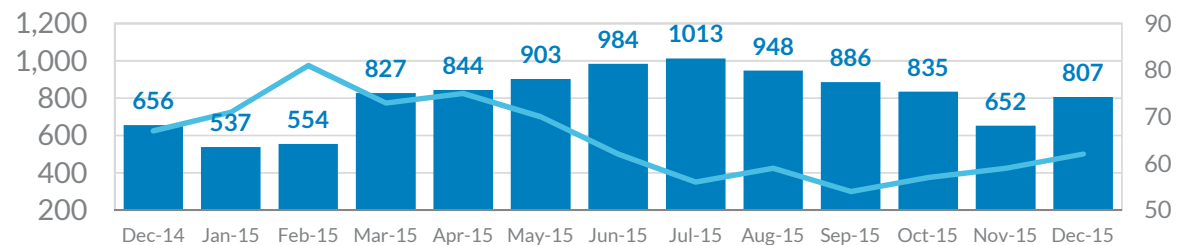
New Listings



Pending Sales



Closed Sales



Home Sales by Market Area (For month of Dec)



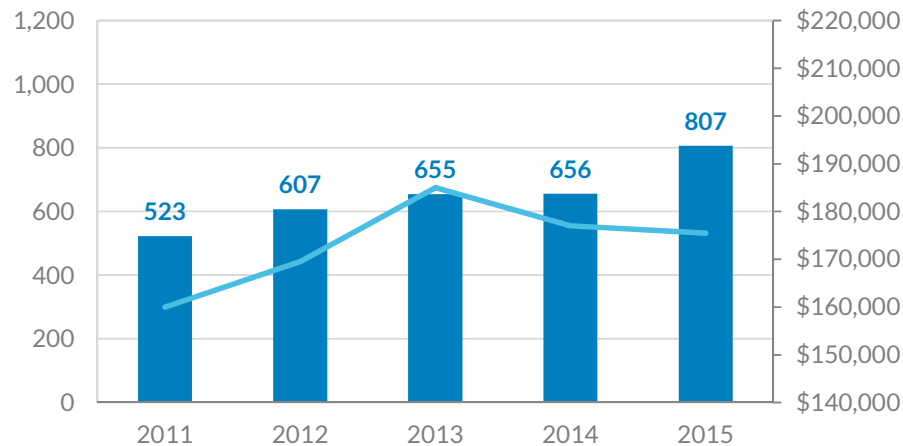
Single-Family Detached Sales

MLS Area	Area Name	Dec-14	Dec-15
10-121	Albuquerque	435	522
130	Corrales	10	11
140-162	Rio Rancho	119	156
180	Bernalillo	5	10
190	Placitas	8	10
210-293	E. Mountains	34	46
690-760	Valencia Co.	45	52
Total	All	656	807

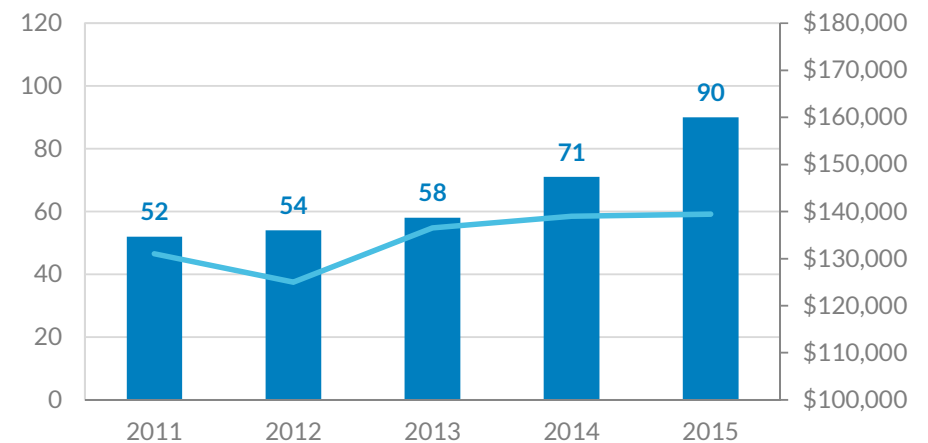
Condo/Townhome (Attached) Sales

MLS Area	Area Name	Dec-14	Dec-15
10-121	Albuquerque	66	79
130	Corrales	0	1
140-162	Rio Rancho	5	9
180	Bernalillo	0	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	0	1
Total	All	71	90

Detached Sales & Median Sale Price



Attached Sales & Median Sale Price

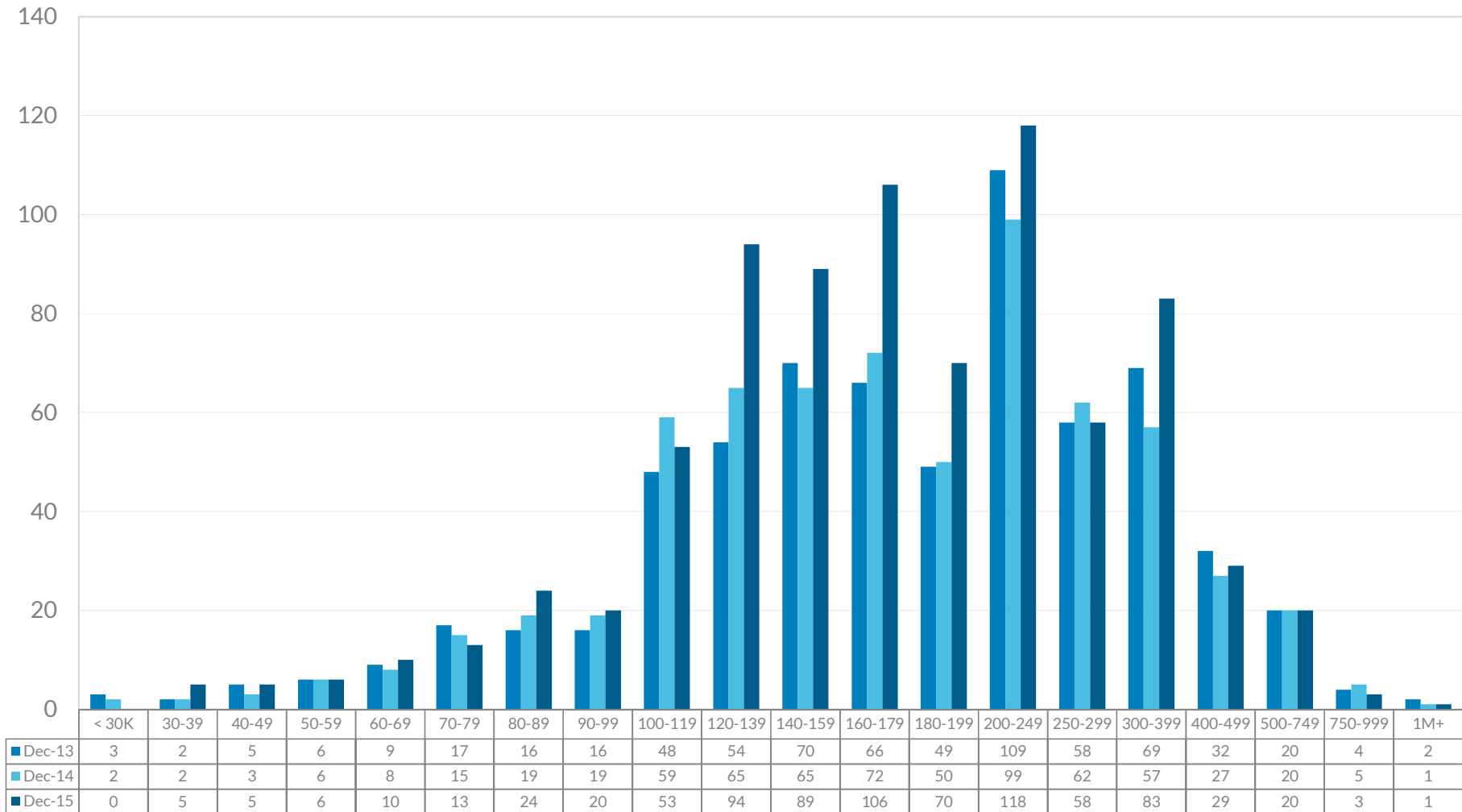


Blue line on charts represents the median sale price for that month
 MLS Areas 210-293 include East Mountains and Estancia Basin. MLS Areas 690-760 include Belen, Los Lunas, and Bosque Farms.

Closed Sales by Price *(Detached)*



December historical (in thousands)



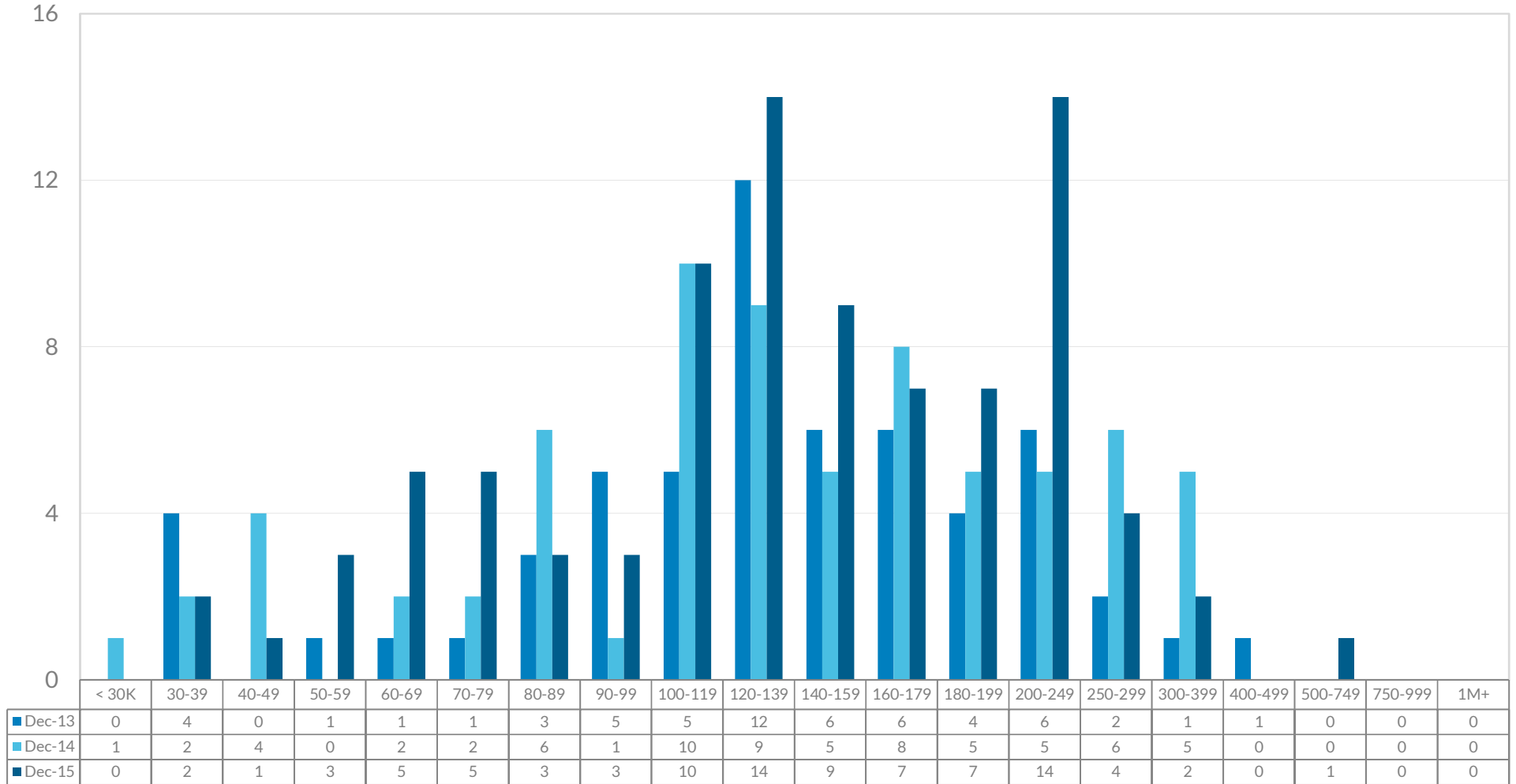
TOP SELLING PRICE RANGE FOR DETACHED HOMES

\$200,000 - \$249,999

Closed Sales by Price *(Attached)*



December historical (in thousands)



TOP SELLING PRICE RANGE FOR ATTACHED HOMES

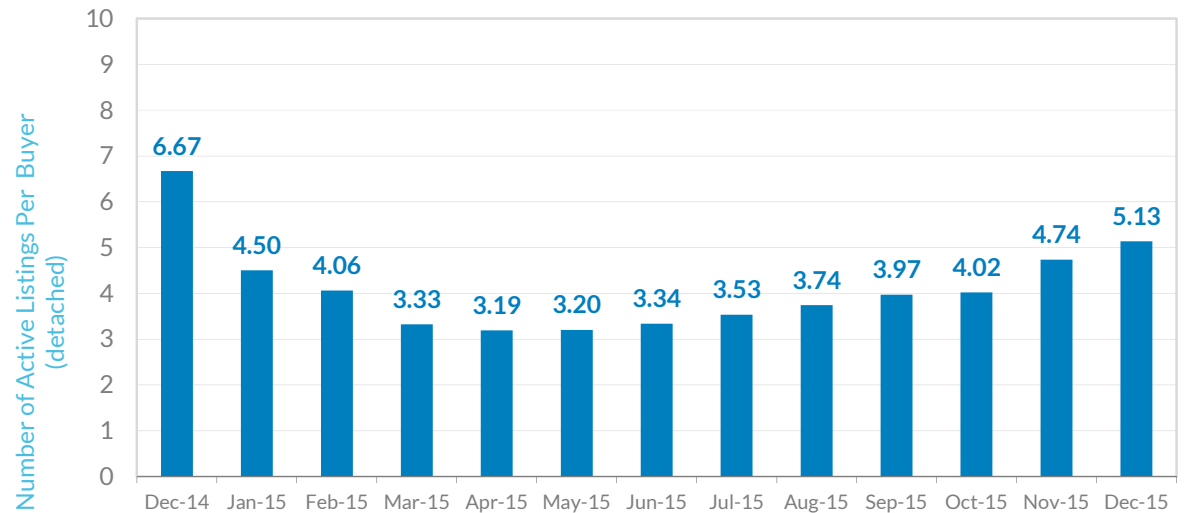
\$120,000 - \$139,999 & \$200,000 - \$249,999

Market Indicators



Supply-Demand

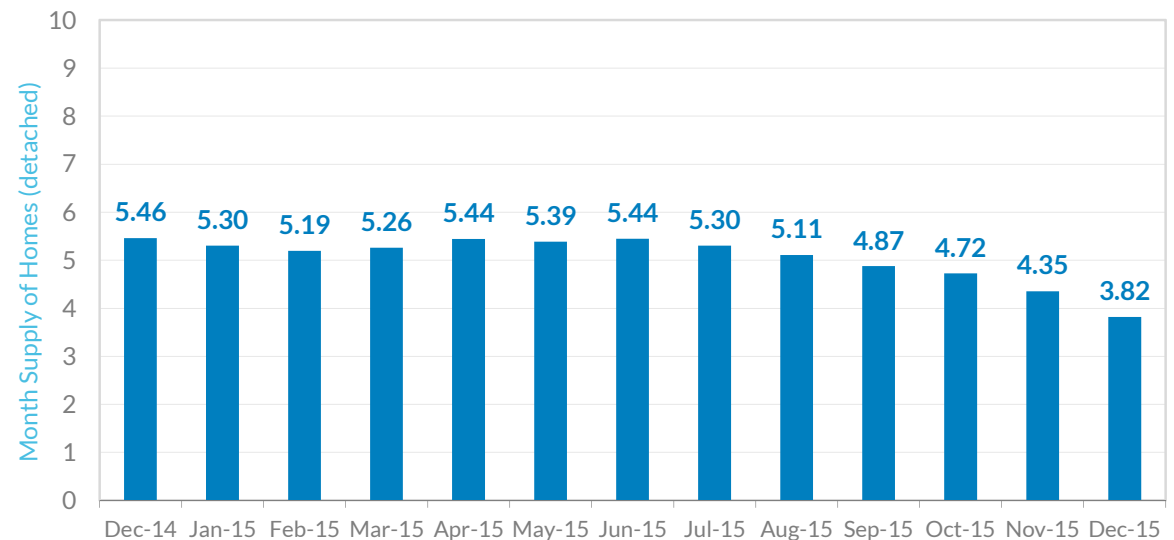
Year	2013	2014	2015
January	3.70	4.99	4.50
February	3.96	4.90	4.06
March	3.32	4.13	3.33
April	2.98	4.27	3.19
May	3.16	4.40	3.20
June	4.45	4.99	3.34
July	4.40	5.01	3.53
August	5.08	5.80	3.74
September	5.95	5.91	3.97
October	6.05	5.95	4.02
November	6.09	6.38	4.74
December	6.73	6.67	5.13



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	4.72
November	5.91	6.14	4.35
December	5.29	5.46	3.82



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)*



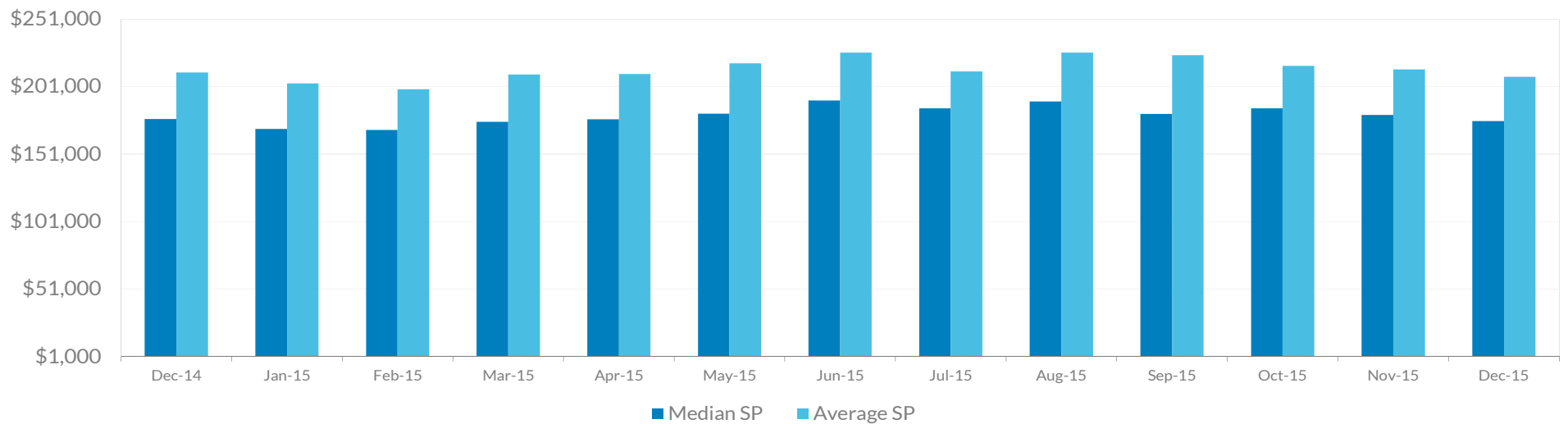
Median Sale Price

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	\$185,000
November	\$170,000	\$175,000	\$180,000
December	\$185,000	\$177,000	\$175,500

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	\$216,252
November	\$207,986	\$215,899	\$213,686
December	\$219,909	\$211,523	\$208,229

Monthly Sale Price



Historical Home Prices *(Detached)*



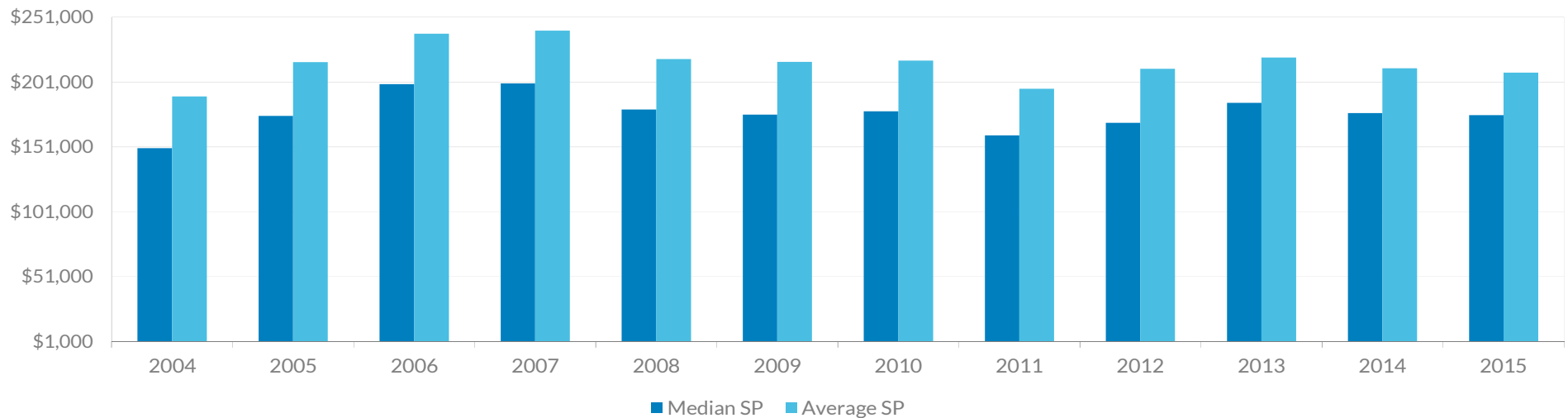
Median Sale Price (December)

Year	Median Sale Price	% Change From Previous Year
2004	\$150,000	6.38%
2005	\$175,000	16.67%
2006	\$199,500	14.00%
2007	\$200,000	0.25%
2008	\$179,900	-10.05%
2009	\$175,875	-2.24%
2010	\$178,433	1.45%
2011	\$160,000	-10.33%
2012	\$169,500	5.94%
2013	\$185,000	9.14%
2014	\$177,000	-4.32%
2015	\$175,500	-0.85%

Average Sale Price (December)

Year	Average Sale Price	% Change From Previous Year
2004	\$189,903	13.32%
2005	\$216,232	13.86%
2006	\$238,172	10.15%
2007	\$240,602	1.02%
2008	\$218,633	-9.13%
2009	\$216,687	-0.89%
2010	\$217,416	0.34%
2011	\$195,861	-9.91%
2012	\$211,191	7.83%
2013	\$219,909	4.13%
2014	\$211,523	-3.81%
2015	\$208,229	-1.56%

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	0	0.00%	87059	53	8	1.23%	87122	84	24	3.68%
87002	99	16	2.45%	87061	2	0	0.00%	87123	120	25	3.83%
87004	47	9	1.38%	87062	2	0	0.00%	87124	235	64	9.82%
87006	2	0	0.00%	87068	17	1	0.15%	87144	248	93	14.26%
87008	19	3	0.46%	87102	41	7	1.07%	88321	1	0	0.00%
87015	81	20	3.07%	87104	39	11	1.69%				
87016	19	1	0.15%	87105	105	22	3.37%				
87023	2	0	0.00%	87106	58	16	2.45%				
87026	3	0	0.00%	87107	92	22	3.37%				
87031	186	33	5.06%	87108	93	19	2.91%				
87032	1	0	0.00%	87109	57	17	2.61%				
87035	16	5	0.77%	87110	116	34	5.21%				
87036	16	1	0.15%	87111	144	54	8.28%				
87042	15	2	0.31%	87112	137	42	6.44%				
87043	65	10	1.53%	87113	47	17	2.61%				
87047	59	6	0.92%	87114	290	83	12.73%				
87048	75	11	1.69%	87120	255	62	9.51%				
87056	5	1	0.15%	87121	161	68	10.43%				

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	Oct	1,323	1,368	-3.29%	116	149	-22.15%	15,812	16,686	-5.24%
	Nov	1,031	980	5.20%	101	94	7.45%	16,944	17,760	-4.59%
	Dec	773	789	-2.03%	88	91	-3.30%	17,805	18,640	-4.48%
Pending Sales	Oct	958	831	15.28%	103	75	37.33%	11,641	9,783	18.99%
	Nov	794	738	7.59%	77	81	-4.94%	12,512	10,602	18.02%
	Dec	679	649	4.62%	65	66	-1.52%	13,256	11,317	17.13%
Closed Sales	Oct	835	758	10.16%	86	69	24.64%	9,119	7,869	15.89%
	Nov	652	601	8.49%	62	57	8.77%	9,833	8,527	15.32%
	Dec	807	656	23.02%	90	71	26.76%	10,730	9,254	15.95%
Dollar Volume of Closed Sales (in millions)	Oct	\$180.5	\$161.4	11.83%	\$12.7	\$10.0	27.00%	\$1,921.3	\$1,644.4	16.84%
	Nov	\$139.3	\$129.8	7.36%	\$8.5	\$9.2	-7.61%	\$2,069.1	\$1,783.8	15.99%
	Dec	\$178.6	\$138.8	28.67%	\$13.5	\$10.9	23.85%	\$2,261.2	\$1,933.5	16.95%
Median Sales Price	Oct	\$185,000	\$175,000	5.71%	\$133,000	\$136,000	-2.21%			
	Nov	\$180,000	\$175,000	2.86%	\$124,000	\$152,000	-18.42%	--	--	--
	Dec	\$175,500	\$177,000	-0.85%	\$139,450	\$139,000	0.32%			
Average Sales Price	Oct	\$216,252	\$212,905	1.57%	\$148,833	\$145,206	2.50%			
	Nov	\$213,686	\$215,899	-1.03%	\$137,283	\$161,952	-15.23%	--	--	--
	Dec	\$208,229	\$211,523	-1.56%	\$150,635	\$153,154	-1.64%			
Total Active Listings Available	Oct	3,763	4,705	-20.02%	337	443	-23.93%			
	Nov	3,486	4,331	-19.51%	327	410	-20.24%	--	--	--
	Dec	3,108	3,850	-19.27%	299	362	-17.40%			
Average Days on Market	Oct	59	66	-10.61%	66	60	10.00%			
	Nov	62	67	-7.46%	64	76	-15.79%	--	--	--
	Dec	61	71	-14.08%	70	68	2.94%			

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	Oct	874	908	-3.74%	New Listings	Oct	238	234	1.71%
	Nov	669	642	4.21%		Nov	175	174	0.57%
	Dec	516	511	0.98%		Dec	145	141	2.84%
Pending Sales	Oct	616	549	12.20%	Pending Sales	Oct	205	155	32.26%
	Nov	524	495	5.86%		Nov	150	141	6.38%
	Dec	458	421	8.79%		Dec	136	113	20.35%
Closed Sales	Oct	571	523	9.18%	Closed Sales	Oct	144	119	21.01%
	Nov	420	401	4.74%		Nov	118	106	11.32%
	Dec	522	435	20.00%		Dec	156	119	31.09%
Median Sales Price	Oct	\$185,500	\$181,000	2.49%	Median Sales Price	Oct	\$169,450	\$165,000	2.70%
	Nov	\$187,000	\$175,000	6.86%		Nov	\$156,600	\$167,250	-6.37%
	Dec	\$179,950	\$180,000	-0.03%		Dec	\$162,250	\$167,000	-2.84%
Average Sales Price	Oct	\$220,070	\$219,544	0.24%	Average Sales Price	Oct	\$189,788	\$174,752	8.60%
	Nov	\$220,809	\$219,940	0.40%		Nov	\$174,646	\$193,109	-9.56%
	Dec	\$218,007	\$214,864	1.46%		Dec	\$178,200	\$182,744	-2.49%
Total Active	Oct	2,262	2,740	-17.45%	Total Active	Oct	580	785	-26.11%
	Nov	2,096	2,503	-16.26%		Nov	539	734	-26.57%
	Dec	1,840	2,213	-16.85%		Dec	483	668	-27.69%
Average Days on Market	Oct	54	60	-10.00%	Average Days on Market	Oct	61	55	10.91%
	Nov	53	60	-11.67%		Nov	63	66	-4.55%
	Dec	56	65	-13.85%		Dec	58	80	-27.50%

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



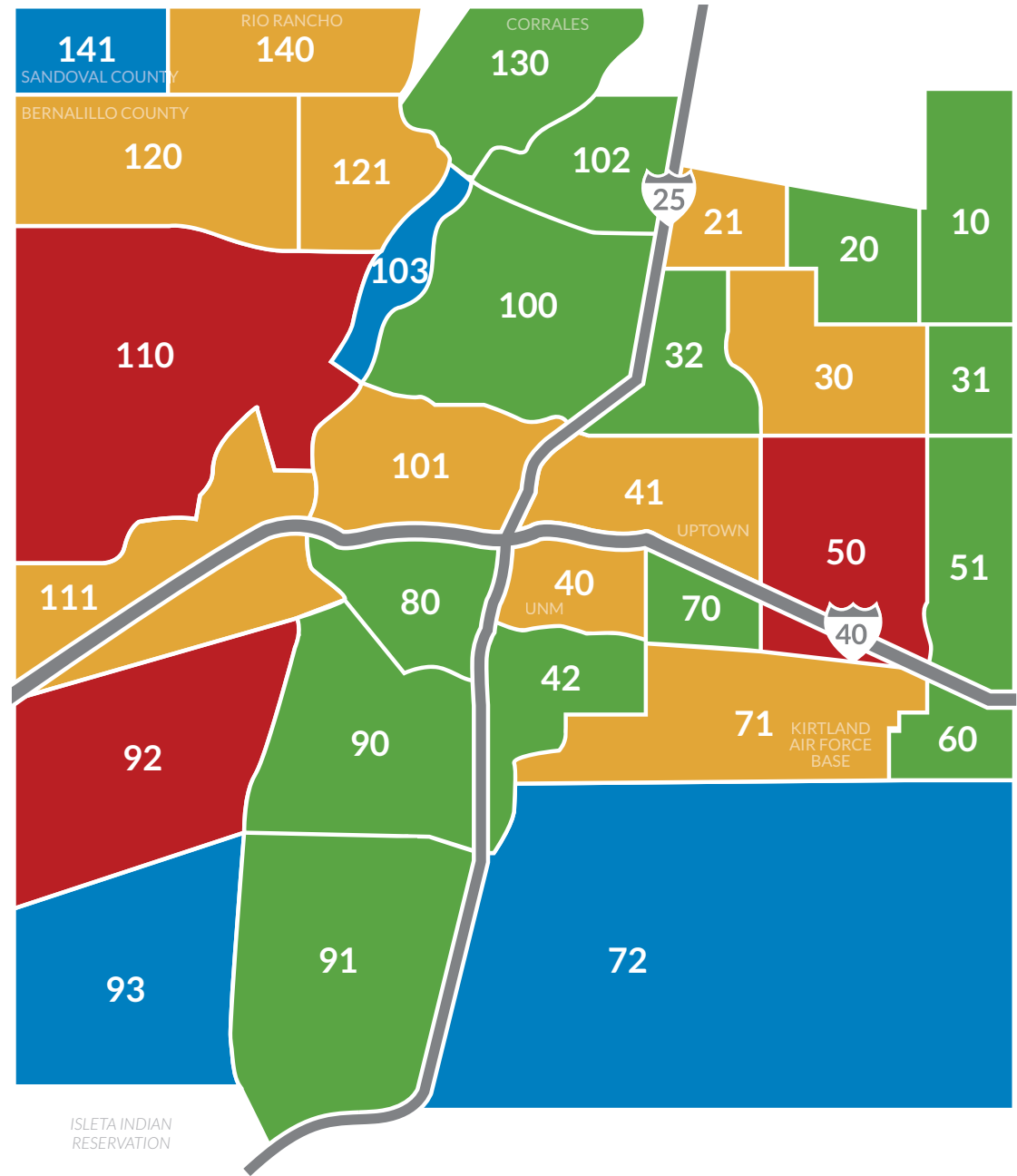
East Mountains & Estancia Basin		(DET) 2015	(DET) 2014	Percent Change	Valencia County		(DET) 2015	(DET) 2014	Percent Change
New Listings	Oct	73	77	-5.19%	New Listings	Oct	80	107	-25.23%
	Nov	62	66	-6.06%		Nov	84	60	40.00%
	Dec	37	37	0.00%		Dec	49	55	-10.91%
Pending Sales	Oct	43	46	-6.52%	Pending Sales	Oct	57	51	11.76%
	Nov	45	40	12.50%		Nov	47	38	23.68%
	Dec	34	33	3.03%		Dec	36	62	-41.94%
Closed Sales	Oct	44	38	15.79%	Closed Sales	Oct	50	45	11.11%
	Nov	38	31	22.58%		Nov	49	34	44.12%
	Dec	46	34	35.29%		Dec	52	45	15.56%
Median Sales Price	Oct	\$241,200	\$168,850	42.85%	Median Sales Price	Oct	\$124,500	\$110,000	13.18%
	Nov	\$229,000	\$192,500	18.96%		Nov	\$144,000	\$148,000	-2.70%
	Dec	\$178,500	\$219,750	-18.77%		Dec	\$134,500	\$110,000	22.27%
Average Sales Price	Oct	\$255,445	\$200,721	27.26%	Average Sales Price	Oct	\$149,687	\$131,377	13.94%
	Nov	\$238,526	\$209,513	13.85%		Nov	\$148,109	\$150,809	-1.79%
	Dec	\$192,330	\$237,183	-18.91%		Dec	\$153,922	\$133,043	15.69%
Total Active	Oct	310	431	-28.07%	Total Active	Oct	375	451	-16.85%
	Nov	294	400	-26.50%		Nov	352	425	-17.18%
	Dec	272	348	-21.84%		Dec	323	380	-15.00%
Average Days on Market	Oct	102	132	-22.73%	Average Days on Market	Oct	67	89	-24.72%
	Nov	124	82	51.22%		Nov	60	111	-45.95%
	Dec	72	90	-20.00%		Dec	78	110	-29.09%

Albuquerque & Central Bernalillo County



December 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



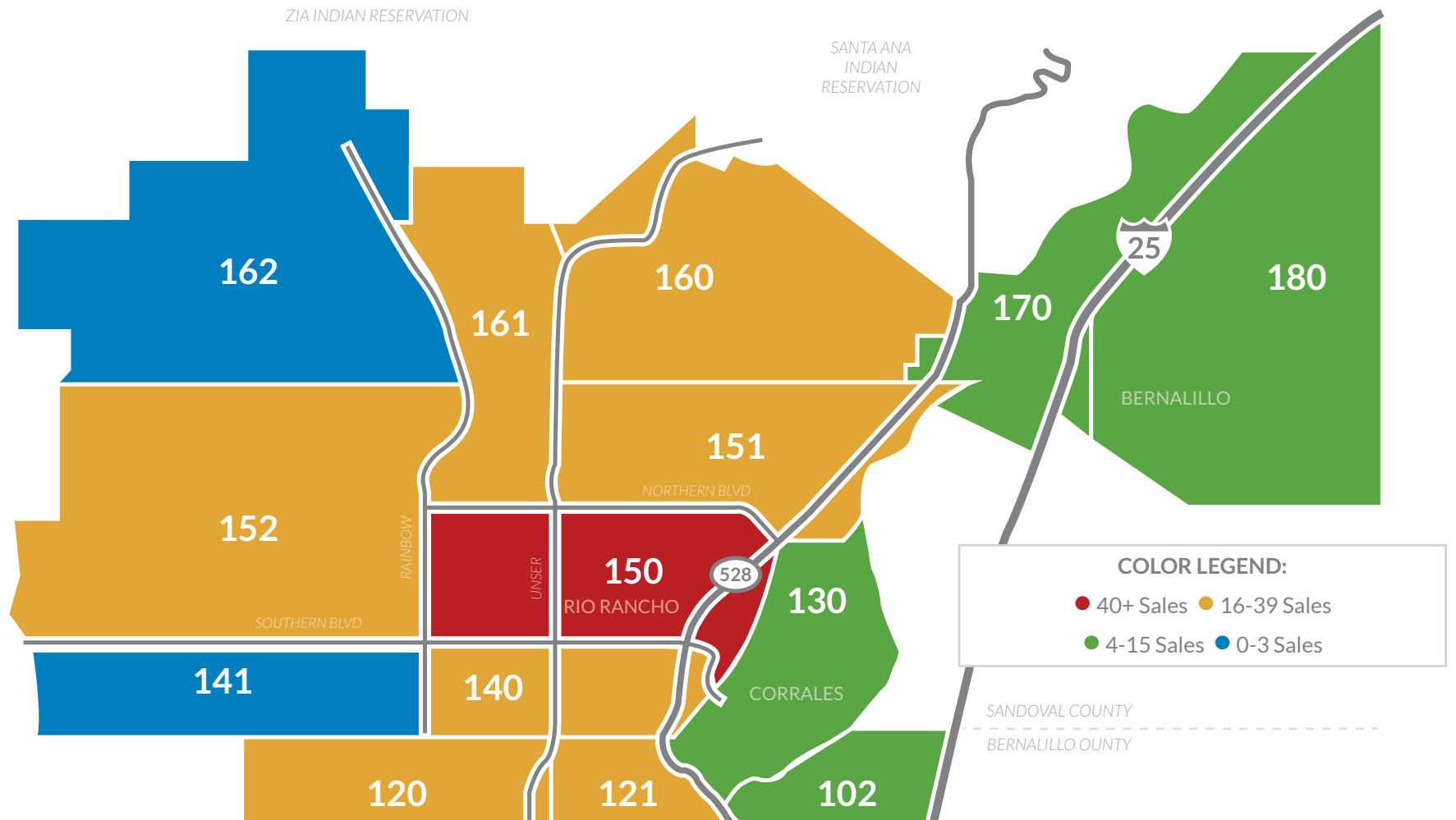
COLOR LEGEND: ● 40+ Sales ● 16-39 Sales ● 4-15 Sales ● 0-3 Sales

Rio Rancho & Southern Sandoval County



December 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



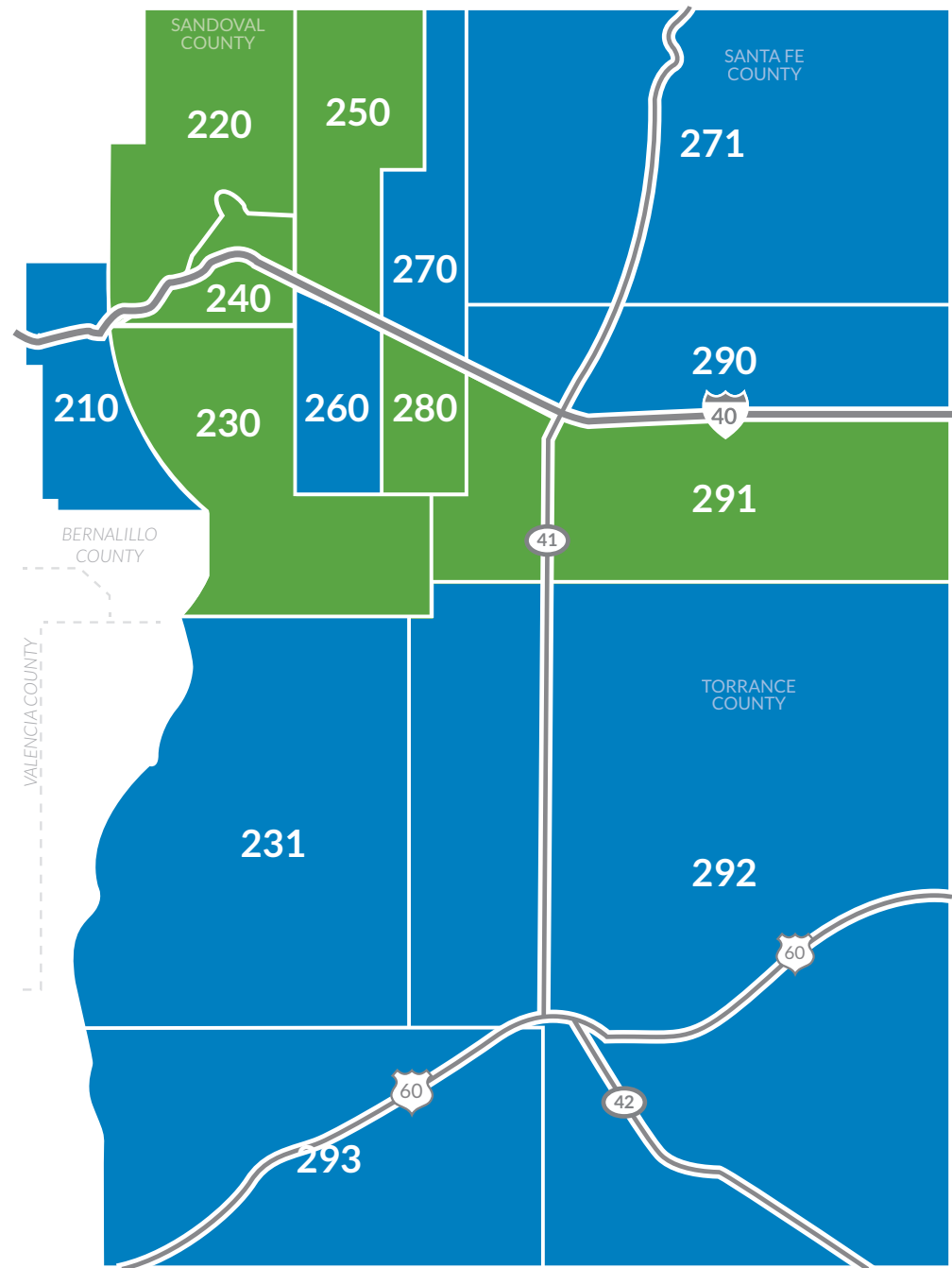
East Mountain Area & Estancia Basin

December 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

December 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

