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## Monthly Highlights

- Closed sales for detached single-family homes in March increased 39.02 percent from the previous month.
- Of the 570 detached, single-family homes reported sold in March the top selling price range was \$120,000 - \$139,000.
- Sales in the City of Rio Rancho increased 1.68 percent from the previous year and 101.67 percent from previous month.

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## Contact

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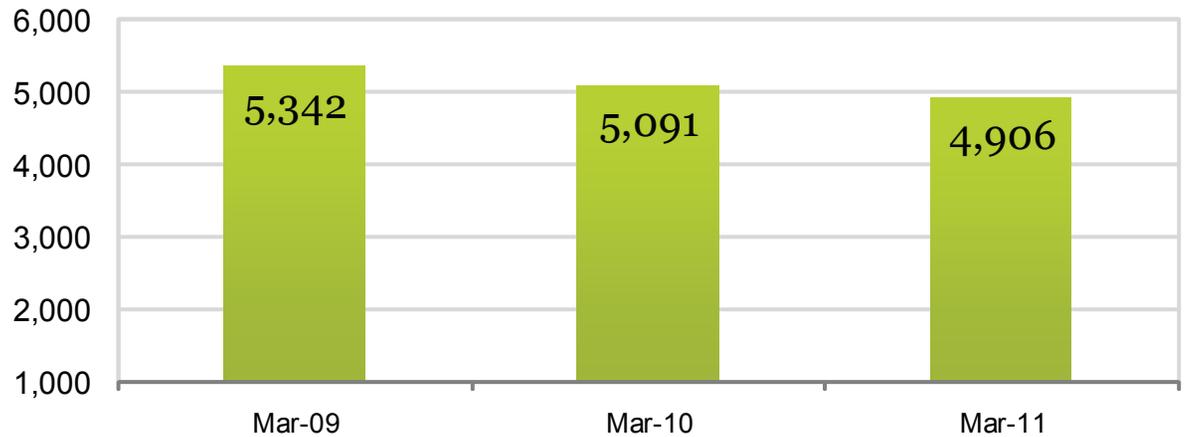
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# Market Inventory

## Detached Historical

Year	2009	2010	2011
January	5,309	4,766	4,791
February	5,373	4,929	4,823
March	5,342	5,091	4,906
April	5,399	5,069	
May	5,422	5,438	
June	5,480	5,723	
July	5,476	5,803	
August	5,299	5,759	
September	5,156	5,759	
October	4,938	5,481	
November	4,834	5,110	
December	4,630	4,794	

## Detached homes on market

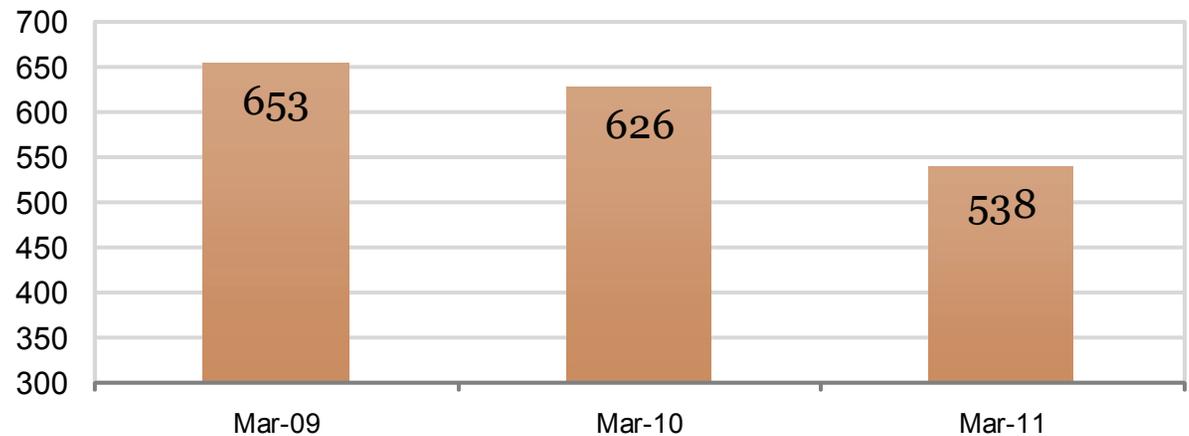


Detached represents existing single-family detached homes

## Attached Historical

Year	2009	2010	2011
January	616	566	505
February	664	589	511
March	653	626	538
April	655	582	
May	660	607	
June	634	623	
July	652	668	
August	603	649	
September	598	617	
October	590	618	
November	579	574	
December	546	526	

## Attached homes on market



Attached represents existing condo/townhomes attached homes

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

# Market Activity (New, Pending, Closed)

## Market Activity

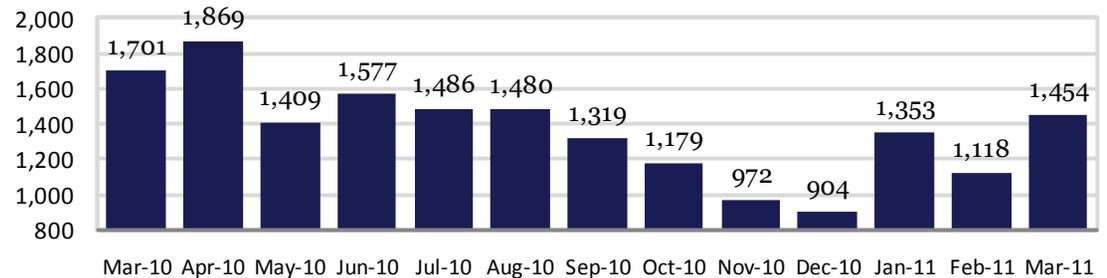
Month	New	Pending	Closed
Mar-10	1,701	1,077	634
Apr-10	1,869	1,271	678
May-10	1,409	678	731
Jun-10	1,577	729	723
Jul-10	1,486	752	557
Aug-10	1,480	768	511
Sep-10	1,319	657	479
Oct-10	1,179	655	456
Nov-10	972	589	469
Dec-10	904	540	505
Jan-11	1,353	693	363
Feb-11	1,118	703	410
Mar-11	1,454	903	570

## Change from last month/year

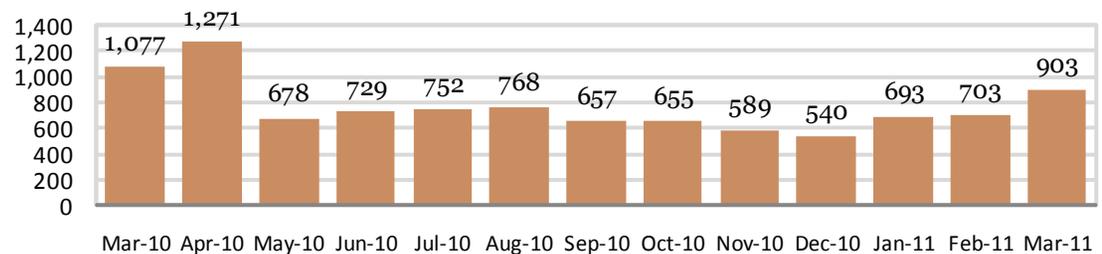
	Mar-11	Feb-10	Mar-10
New	1,454	1,118	1,701
% Change	-	<b>30.05%</b>	<b>-14.52%</b>
Pending	903	703	1,077
% Change	-	<b>28.45%</b>	<b>-16.16%</b>
Closed	570	410	634
% Change	-	<b>39.02%</b>	<b>-10.09%</b>

Data is for single-family detached homes

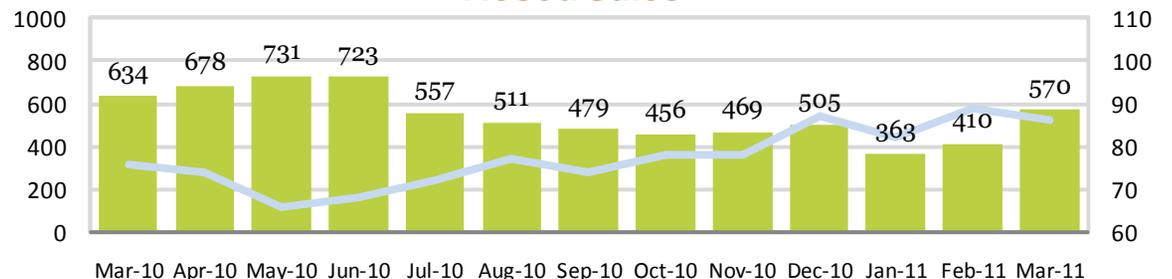
## New Listings



## Pending Sales



## Closed Sales



Closed Sales chart also shows average days on market, indicated by a line. The average days on market for March 2011 detached sales was 86.

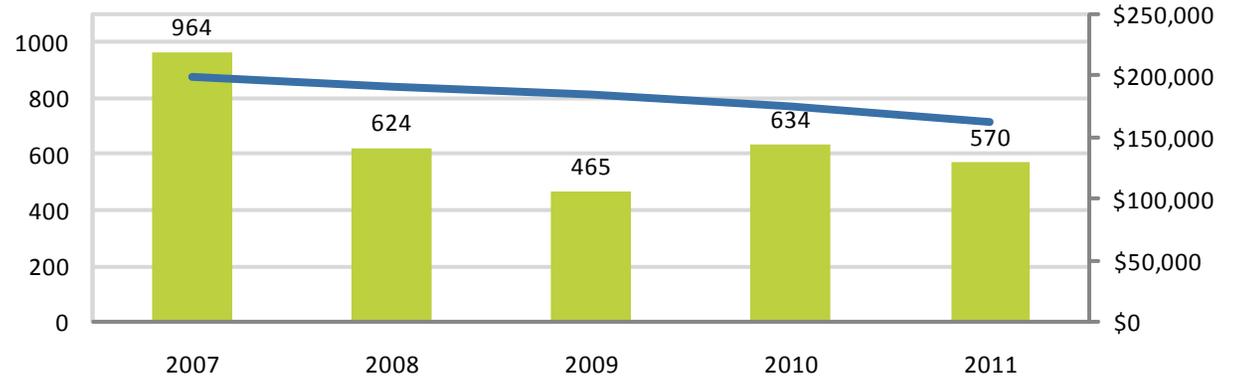
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Homes Sales by Market Area

## Single-family detached sales

MLS Area	Area Name	Mar-10	Mar-11
10-121	Albuquerque	440	378
130	Corrales	8	7
140-162	Rio Rancho	119	121
180	Bernalillo	7	3
190	Placitas	6	4
210-293	E. Mountains	25	19
690-760	Valencia Co.	29	38
Total	All	634	570

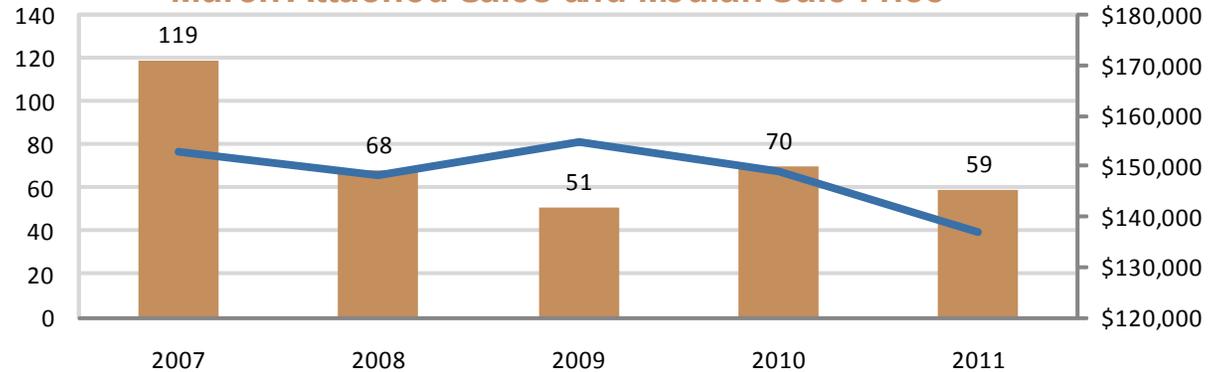
## March Detached Sales and Median Sale Price



## Condo/townhome (attached) sales

MLS Area	Area Name	Mar-10	Mar-11
10-121	Albuquerque	60	56
130	Corrales	1	0
140-162	Rio Rancho	6	3
180	Bernalillo	0	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	3	0
Total	All	70	59

## March Attached Sales and Median Sale Price



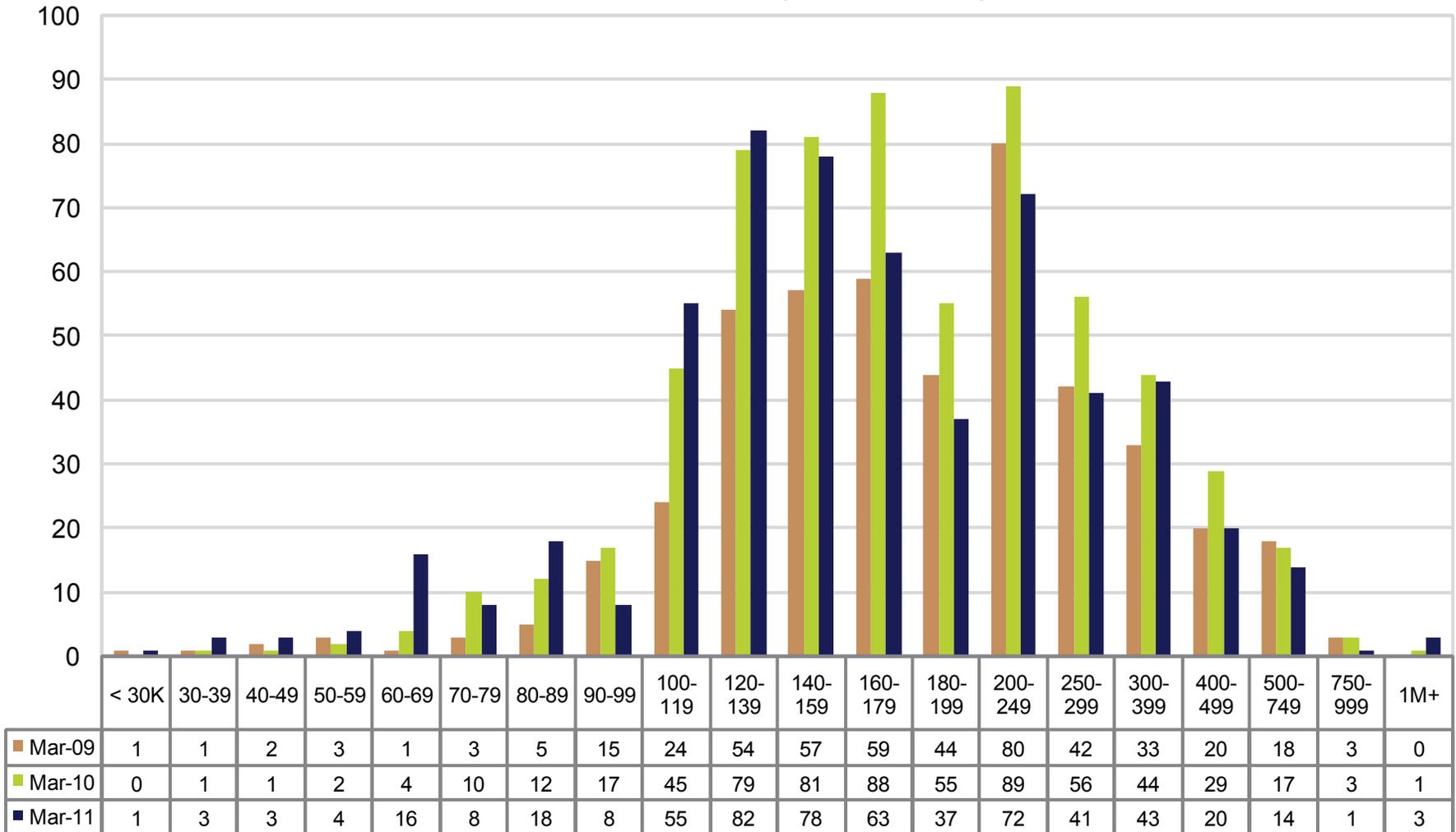
MLS Areas 210-293 include East Mountains and Estancia Basin.  
 MLS Areas 690-760 include Belen, Los Lunas, Bosque Farms.

Line on charts represents monthly median sale price for that month.

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

# Closed Sales by Price

Detached Sales by Price  
March historical (in thousands)



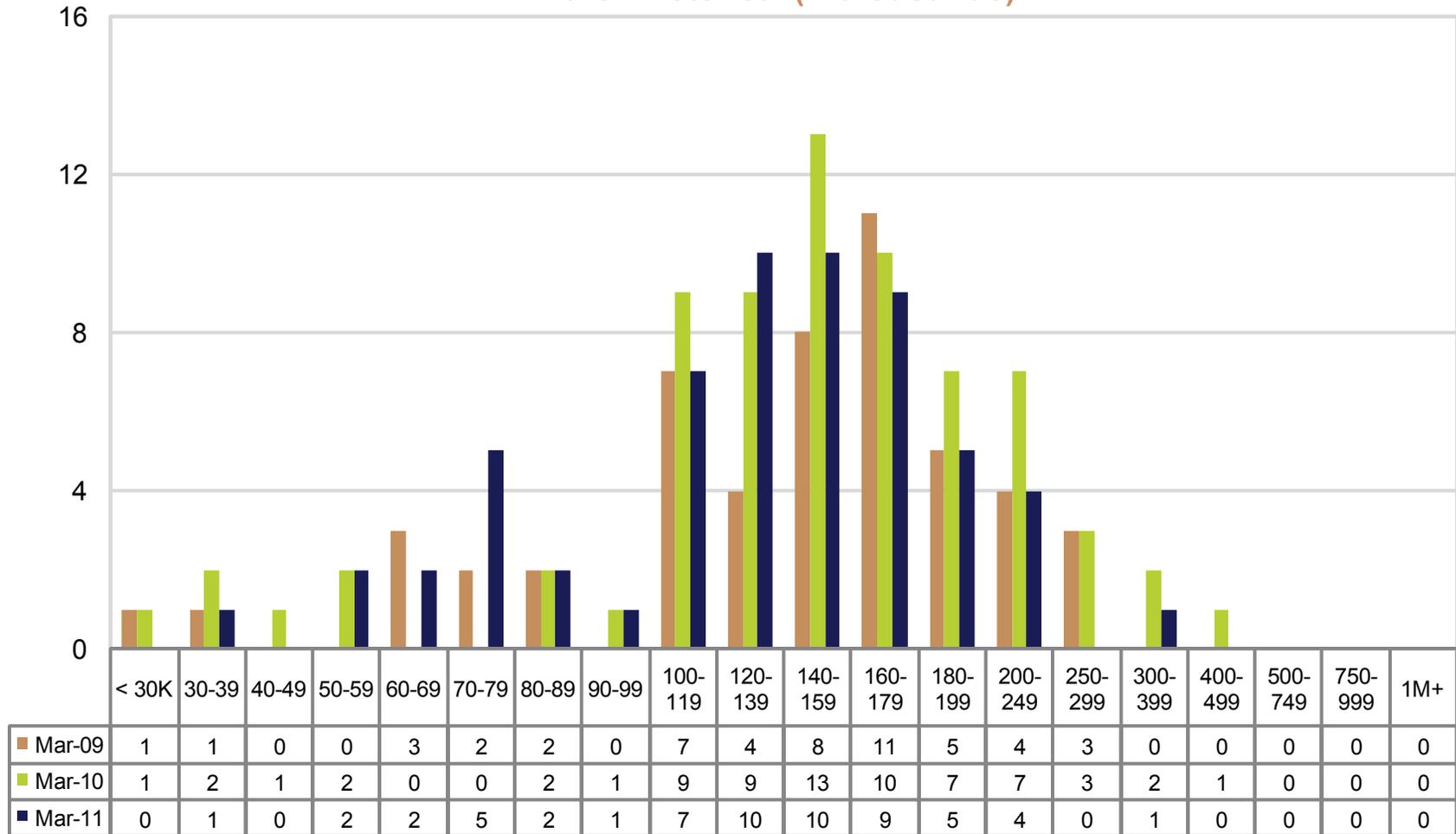
Top Selling Price Range for Detached Homes (for March 2011)

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

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

# Closed Sales by Price

Attached Sales by Price  
March historical (in thousands)



Top Selling Price Ranges for Attached Homes (for March 2011)

**\$120,000 - \$139,999 and \$140,000 - \$159,999**

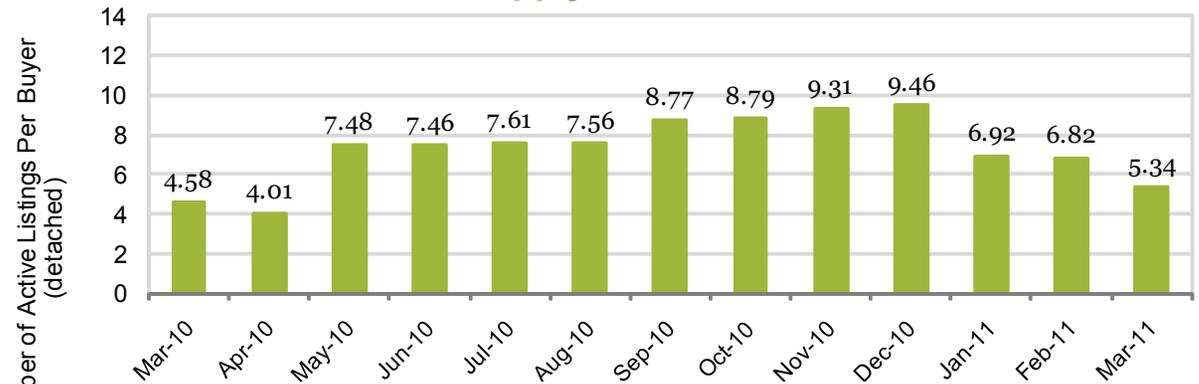
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Market Indicators

## Supply-Demand

Year	2009	2010	2011
January	9.15	6.26	6.92
February	10.02	6.12	6.82
March	7.18	4.58	5.34
April	6.39	4.01	
May	6.31	7.48	
June	5.81	7.46	
July	6.26	7.61	
August	5.55	7.56	
September	5.74	8.77	
October	5.73	8.79	
November	8.30	9.31	
December	10.16	9.46	

## Supply-Demand

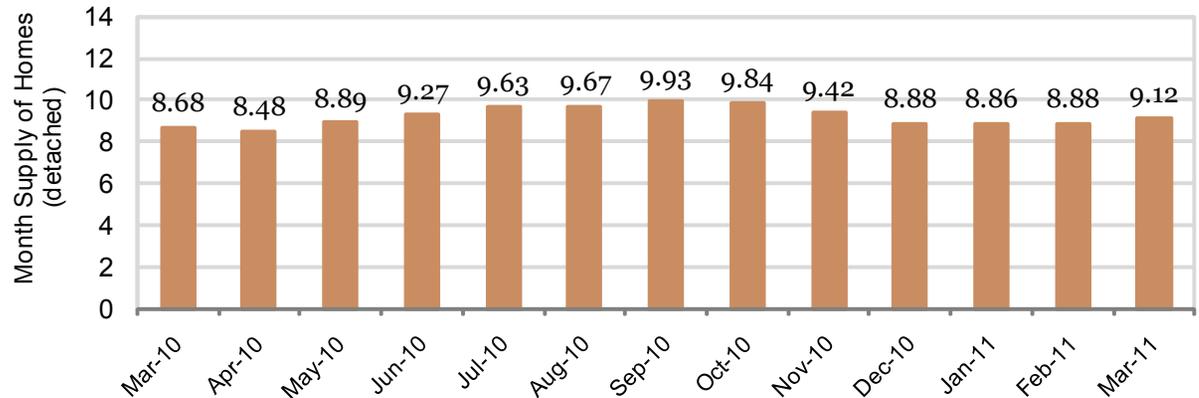


The Supply-Demand Ratio is calculated by dividing the number of homes for sale (listings available) by the number of total pending sales for that month. The higher the ratio, the more supply there is relative to demand.

## Absorption Rate

Year	2009	2010	2011
January	9.38	8.37	8.86
February	9.76	8.61	8.88
March	9.94	8.68	9.12
April	10.21	8.48	
May	10.43	8.89	
June	10.69	9.27	
July	10.63	9.63	
August	10.32	9.67	
September	9.95	9.93	
October	9.20	9.84	
November	8.69	9.42	
December	8.16	8.88	

## Absorption Rate



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.

Data is 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.

# Home Sales Prices

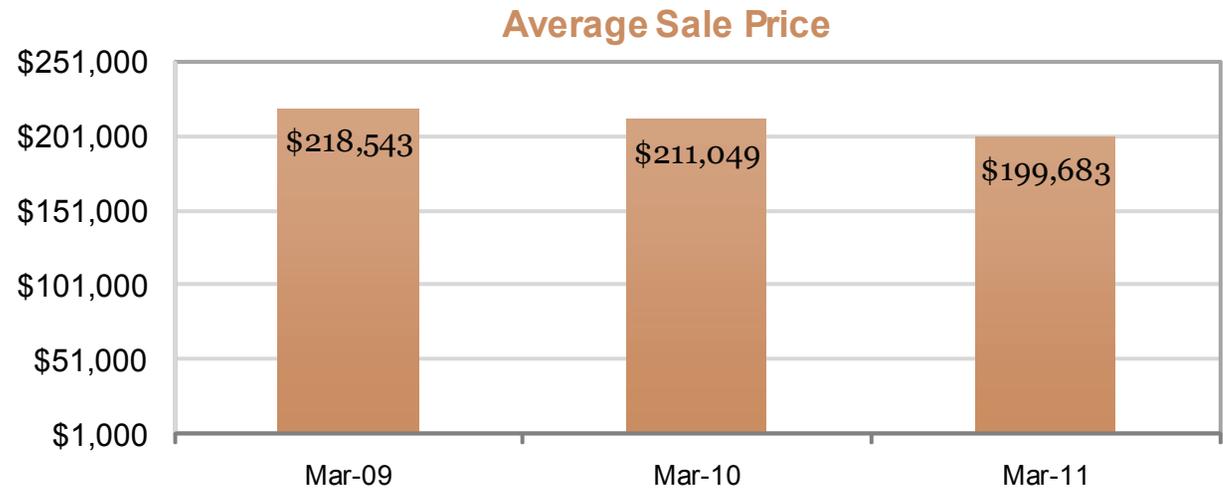
## Median Sale Price

Year	2009	2010	2011
January	\$175,000	\$172,240	\$172,000
February	\$184,900	\$169,950	\$171,750
March	\$184,500	\$175,000	\$162,000
April	\$175,500	\$175,000	
May	\$184,750	\$175,000	
June	\$185,800	\$181,000	
July	\$185,000	\$186,000	
August	\$186,000	\$182,500	
September	\$179,900	\$183,000	
October	\$170,000	\$180,000	
November	\$175,750	\$177,500	
December	\$175,875	\$178,433	



## Average Sale Price

Year	2009	2010	2011
January	\$214,872	\$205,624	\$201,239
February	\$209,515	\$206,654	\$220,299
March	\$218,543	\$211,049	\$199,683
April	\$206,070	\$205,601	
May	\$222,070	\$210,406	
June	\$222,183	\$219,723	
July	\$224,271	\$230,213	
August	\$211,969	\$221,379	
September	\$209,987	\$217,677	
October	\$209,614	\$225,666	
November	\$209,243	\$220,453	
December	\$216,687	\$217,416	



Data is for single-family detached homes

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# March Home Sales Prices - Year to Year

## Median Sale Price

March	Median Sale Price	% Change From Previous Year
2000	\$126,750	-1.74%
2001	\$123,900	-2.25%
2002	\$129,900	4.84%
2003	\$136,500	5.08%
2004	\$139,700	2.34%
2005	\$155,000	10.95%
2006	\$181,000	16.77%
2007	\$198,500	9.67%
2008	\$191,250	-3.65%
2009	\$184,500	-3.53%
2010	\$175,000	-5.15%
2011	\$162,000	-7.43%



## Average Sale Price

March	Average Sale Price	% Change From Previous Year
2000	\$150,413	-1.27%
2001	\$151,093	0.45%
2002	\$155,661	3.02%
2003	\$158,990	2.14%
2004	\$173,058	8.85%
2005	\$192,980	11.51%
2006	\$219,096	13.53%
2007	\$239,311	9.23%
2008	\$236,394	-1.22%
2009	\$218,543	-7.55%
2010	\$211,049	-3.43%
2011	\$199,683	-5.39%



Data is for single-family detached homes

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# Market Overview

<b>2011</b>		(DET) 2011	(DET) 2010	Percent Change	(ATT) 2011	(ATT) 2010	Percent Change	(DET+ATT) 2011 Year-to- Date	(DET+ATT) 2010 Year-to- Date	Percent Change
New Listings	Jan	1,353	1,434	-5.65%	160	183	-12.57%	1,513	1,617	-6.43%
	Feb	1,118	1,349	-17.12%	115	129	-10.85%	2,746	3,095	-11.28%
	<b>Mar</b>	<b>1,454</b>	<b>1,701</b>	<b>-14.52%</b>	<b>139</b>	<b>207</b>	<b>-32.85%</b>	<b>4,339</b>	<b>5,003</b>	<b>-13.27%</b>
Pending Sales	Jan	693	740	-6.35%	74	82	-9.76%	767	822	-6.69%
	Feb	703	779	-9.76%	63	75	-16.00%	1,533	1,676	-8.53%
	<b>Mar</b>	<b>903</b>	<b>1,077</b>	<b>-16.16%</b>	<b>74</b>	<b>108</b>	<b>-31.48%</b>	<b>2,510</b>	<b>2,861</b>	<b>-12.27%</b>
Closed Sales	Jan	363	349	4.01%	39	43	-9.30%	402	392	2.55%
	Feb	410	380	7.89%	40	44	-9.09%	852	816	4.41%
	<b>Mar</b>	<b>570</b>	<b>634</b>	<b>-10.09%</b>	<b>59</b>	<b>70</b>	<b>-15.71%</b>	<b>1,481</b>	<b>1,520</b>	<b>-2.57%</b>
Dollar Volume of Closed Sales (in millions)	Jan	\$73.0	\$71.8	1.67%	\$5.3	\$6.1	-13.11%	\$78.3	\$77.9	0.51%
	Feb	\$90.3	\$78.5	15.03%	\$5.9	\$6.2	-4.84%	\$174.5	\$162.6	7.32%
	<b>Mar</b>	<b>\$113.8</b>	<b>\$133.8</b>	<b>-14.95%</b>	<b>\$8.2</b>	<b>\$11.0</b>	<b>-25.45%</b>	<b>\$296.5</b>	<b>\$307.4</b>	<b>-3.55%</b>
Median Sales Price	Jan	\$172,000	\$172,240	-0.14%	\$135,000	\$144,000	-6.25%			
	Feb	\$171,750	\$169,950	1.06%	\$141,250	\$130,000	8.65%	--	--	--
	<b>Mar</b>	<b>\$162,000</b>	<b>\$175,000</b>	<b>-7.43%</b>	<b>\$137,000</b>	<b>\$149,000</b>	<b>-8.05%</b>			
Average Sales Price	Jan	\$201,239	\$205,624	-2.13%	\$134,748	\$141,351	-4.67%			
	Feb	\$220,299	\$206,654	6.60%	\$147,514	\$141,652	4.14%	--	--	--
	<b>Mar</b>	<b>\$199,683</b>	<b>\$211,049</b>	<b>-5.39%</b>	<b>\$139,530</b>	<b>\$156,538</b>	<b>-10.87%</b>			
Total Active Listings Available	Jan	4,791	4,766	0.52%	505	566	-10.78%			
	Feb	4,823	4,929	-2.15%	511	589	-13.24%	--	--	--
	<b>Mar</b>	<b>4,906</b>	<b>5,091</b>	<b>-3.63%</b>	<b>538</b>	<b>626</b>	<b>-14.06%</b>			
Average Days on Market	Jan	82	81	1.23%	88	95	-7.37%			
	Feb	89	82	8.54%	94	108	-12.96%	--	--	--
	<b>Mar</b>	<b>86</b>	<b>76</b>	<b>13.16%</b>	<b>75</b>	<b>91</b>	<b>-17.58%</b>			

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

# Market Comparison Albuquerque & Rio Rancho

City of Albuquerque		(DET) 2011	(DET) 2010	Percent Change	City of Rio Rancho		(DET) 2011	(DET) 2010	Percent Change
New Listings	Jan	868	983	-11.70%	New Listings	Jan	243	245	-0.82%
	Feb	761	948	-19.73%		Feb	179	211	-15.17%
	Mar	<b>944</b>	<b>1,121</b>	<b>-15.79%</b>		Mar	<b>220</b>	<b>301</b>	<b>-26.91%</b>
Pending Sales	Jan	473	517	-8.51%	Pending Sales	Jan	136	142	-4.23%
	Feb	474	540	-12.22%		Feb	150	149	0.67%
	Mar	<b>608</b>	<b>746</b>	<b>-18.50%</b>		Mar	<b>178</b>	<b>205</b>	<b>-13.17%</b>
Closed Sales	Jan	255	241	5.81%	Closed Sales	Jan	62	57	8.77%
	Feb	293	259	13.13%		Feb	60	70	-14.29%
	Mar	<b>378</b>	<b>440</b>	<b>-14.09%</b>		Mar	<b>121</b>	<b>119</b>	<b>1.68%</b>
Median Sales Price	Jan	\$172,000	\$174,000	-1.15%	Median Sales Price	Jan	\$158,280	\$162,905	-2.84%
	Feb	\$175,000	\$169,000	3.55%		Feb	\$155,000	\$176,250	-12.06%
	Mar	<b>\$165,000</b>	<b>\$171,500</b>	<b>-3.79%</b>		Mar	<b>\$149,000</b>	<b>\$165,000</b>	<b>-9.70%</b>
Average Sales Price	Jan	\$201,758	\$205,077	-1.62%	Average Sales Price	Jan	\$170,015	\$190,917	-10.95%
	Feb	\$228,291	\$201,686	13.19%		Feb	\$172,456	\$202,088	-14.66%
	Mar	<b>\$203,830</b>	<b>\$207,996</b>	<b>-2.00%</b>		Mar	<b>\$176,777</b>	<b>\$179,670</b>	<b>-1.61%</b>
Total Active	Jan	2,942	2,919	0.79%	Total Active	Jan	813	786	3.44%
	Feb	2,960	3,072	-3.65%		Feb	798	789	1.14%
	Mar	<b>2,996</b>	<b>3,149</b>	<b>-4.86%</b>		Mar	<b>776</b>	<b>821</b>	<b>-5.48%</b>
Average Days on Market	Jan	81	77	5.19%	Average Days on Market	Jan	61	91	-32.97%
	Feb	87	77	12.99%		Feb	89	74	20.27%
	Mar	<b>82</b>	<b>72</b>	<b>13.89%</b>		Mar	<b>91</b>	<b>67</b>	<b>35.82%</b>

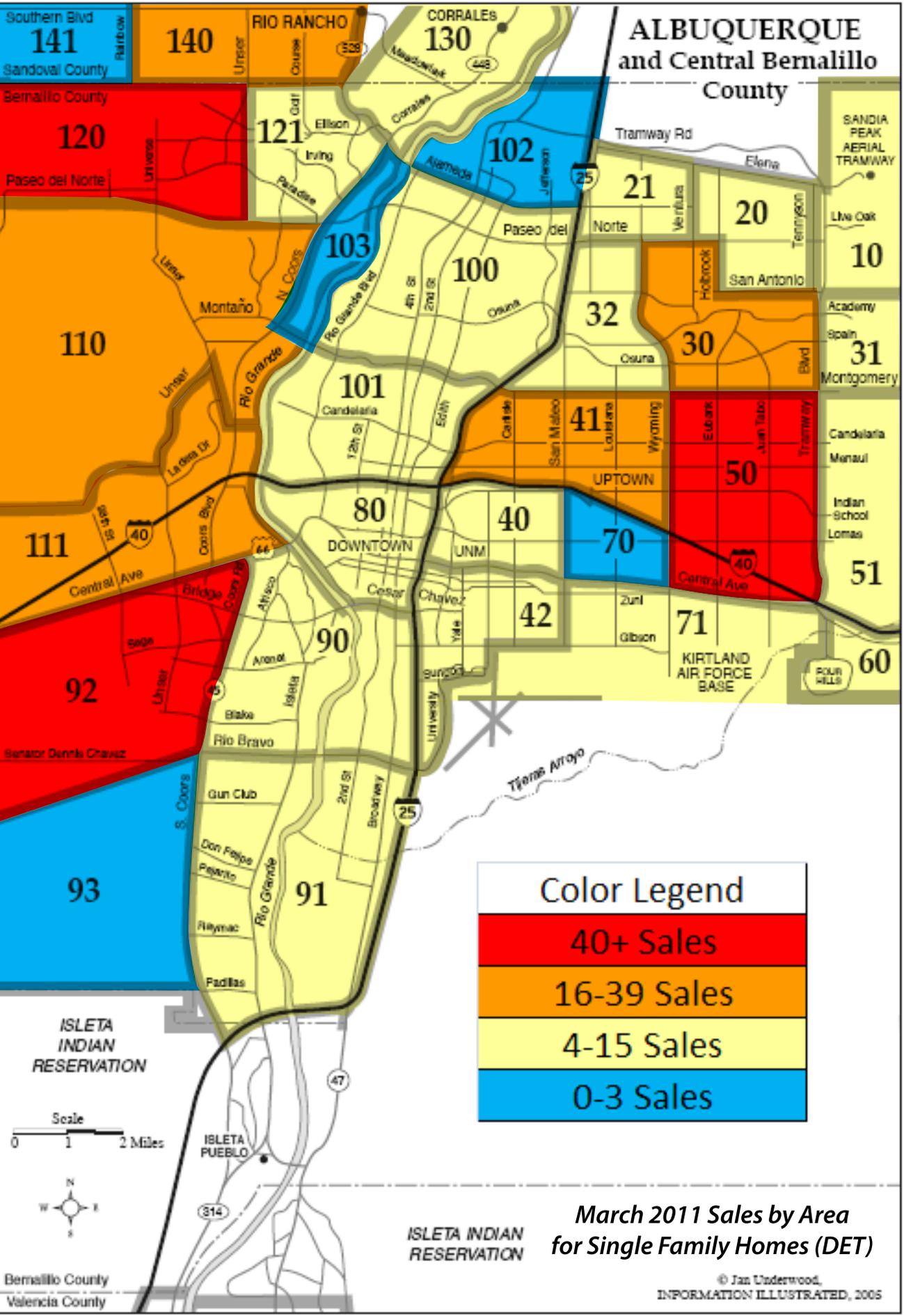
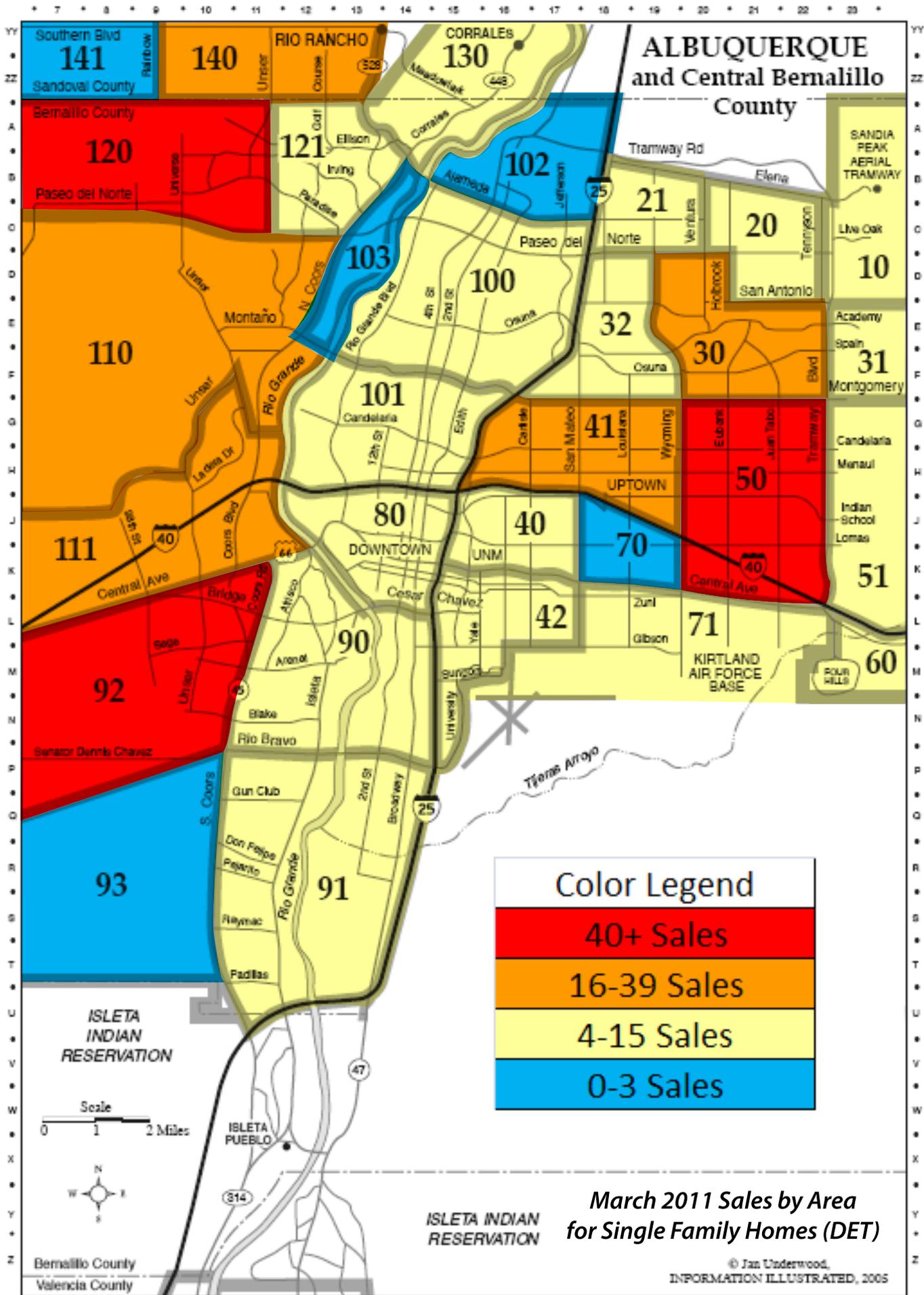
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# Market Comparison

## East Mountains/Estancia Basin & Valencia County

<b>East Mountains &amp; Estancia Basin</b>		(DET) 2011	(DET) 2010	Percent Change	<b>Valencia County</b>		(DET) 2011	(DET) 2010	Percent Change
New Listings	Jan	80	77	3.90%	New Listings	Jan	107	85	25.88%
	Feb	61	52	17.31%		Feb	82	89	-7.87%
	Mar	<b>114</b>	<b>97</b>	<b>17.53%</b>		Mar	<b>118</b>	<b>120</b>	<b>-1.67%</b>
Pending Sales	Jan	30	32	-6.25%	Pending Sales	Jan	34	31	9.68%
	Feb	25	24	4.17%		Feb	37	42	-11.90%
	Mar	<b>34</b>	<b>39</b>	<b>-12.82%</b>		Mar	<b>59</b>	<b>59</b>	<b>0.00%</b>
Closed Sales	Jan	14	19	-26.32%	Closed Sales	Jan	16	23	-30.43%
	Feb	18	14	28.57%		Feb	25	27	-7.41%
	Mar	<b>19</b>	<b>25</b>	<b>-24.00%</b>		Mar	<b>38</b>	<b>29</b>	<b>31.03%</b>
Median Sales Price	Jan	\$207,500	\$255,000	-18.63%	Median Sales Price	Jan	\$162,400	\$139,000	16.83%
	Feb	\$197,750	\$257,450	-23.19%		Feb	\$153,500	\$122,000	25.82%
	Mar	<b>\$204,000</b>	<b>\$286,900</b>	<b>-28.90%</b>		Mar	<b>\$125,000</b>	<b>\$165,000</b>	<b>-24.24%</b>
Average Sales Price	Jan	\$195,714	\$233,032	-16.01%	Average Sales Price	Jan	\$163,756	\$150,630	8.71%
	Feb	\$207,194	\$263,550	-21.38%		Feb	\$172,510	\$147,061	17.31%
	Mar	<b>\$232,684</b>	<b>\$302,166</b>	<b>-22.99%</b>		Mar	<b>\$133,978</b>	<b>\$168,961</b>	<b>-20.70%</b>
Total Active	Jan	341	362	-5.80%	Total Active	Jan	454	450	0.89%
	Feb	371	360	3.06%		Feb	456	454	0.44%
	Mar	<b>402</b>	<b>378</b>	<b>6.35%</b>		Mar	<b>478</b>	<b>478</b>	<b>0.00%</b>
Average Days on Market	Jan	139	87	59.77%	Average Days on Market	Jan	96	96	0.00%
	Feb	91	124	-26.61%		Feb	91	88	3.41%
	Mar	<b>104</b>	<b>109</b>	<b>-4.59%</b>		Mar	<b>76</b>	<b>112</b>	<b>-32.14%</b>

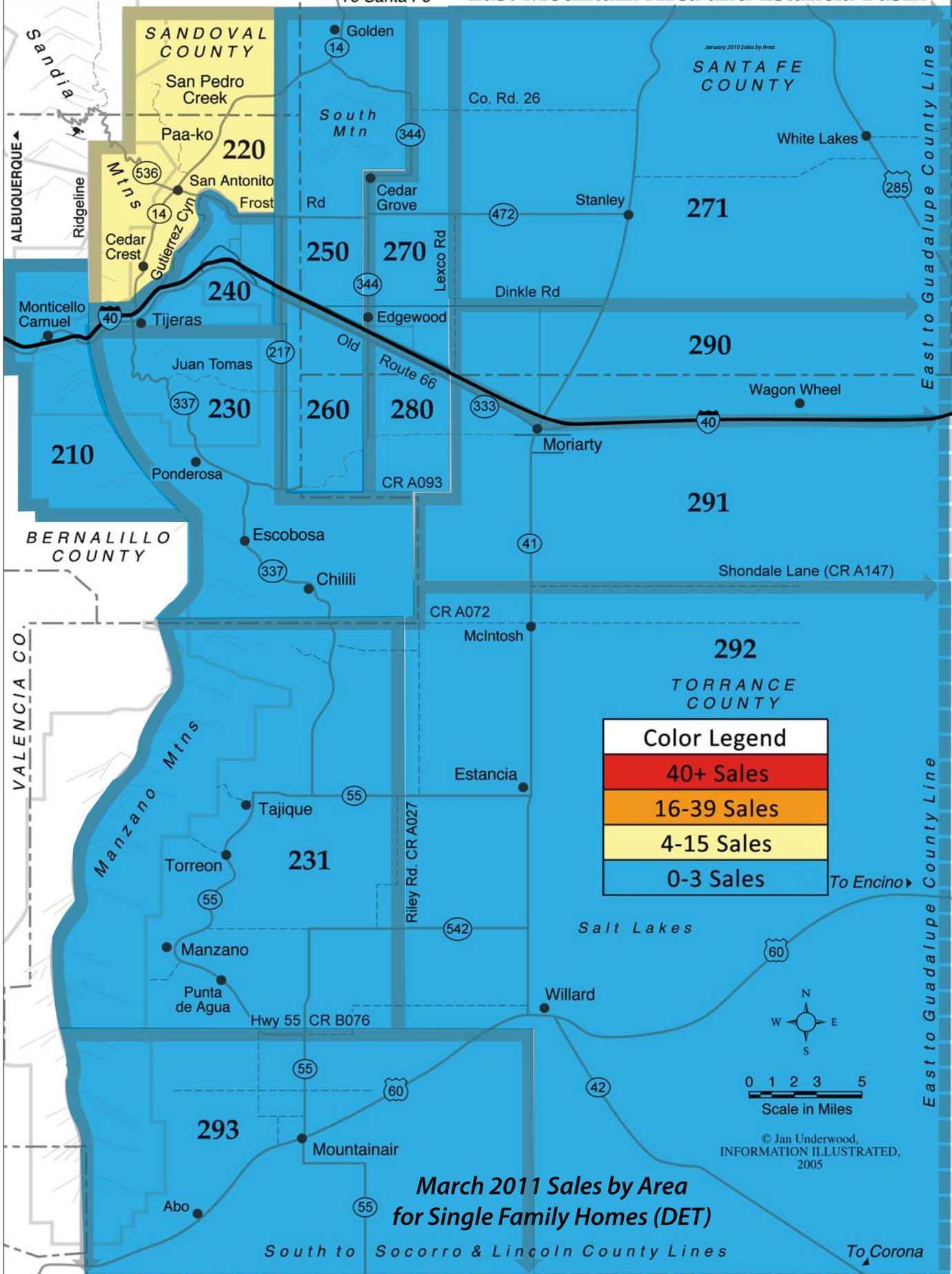
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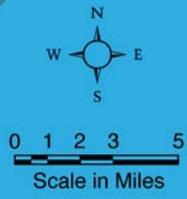


# East Mountain Area and Estancia Basin

January 2010 Sales by Area



Color Legend	
Red	40+ Sales
Orange	16-39 Sales
Yellow	4-15 Sales
Blue	0-3 Sales

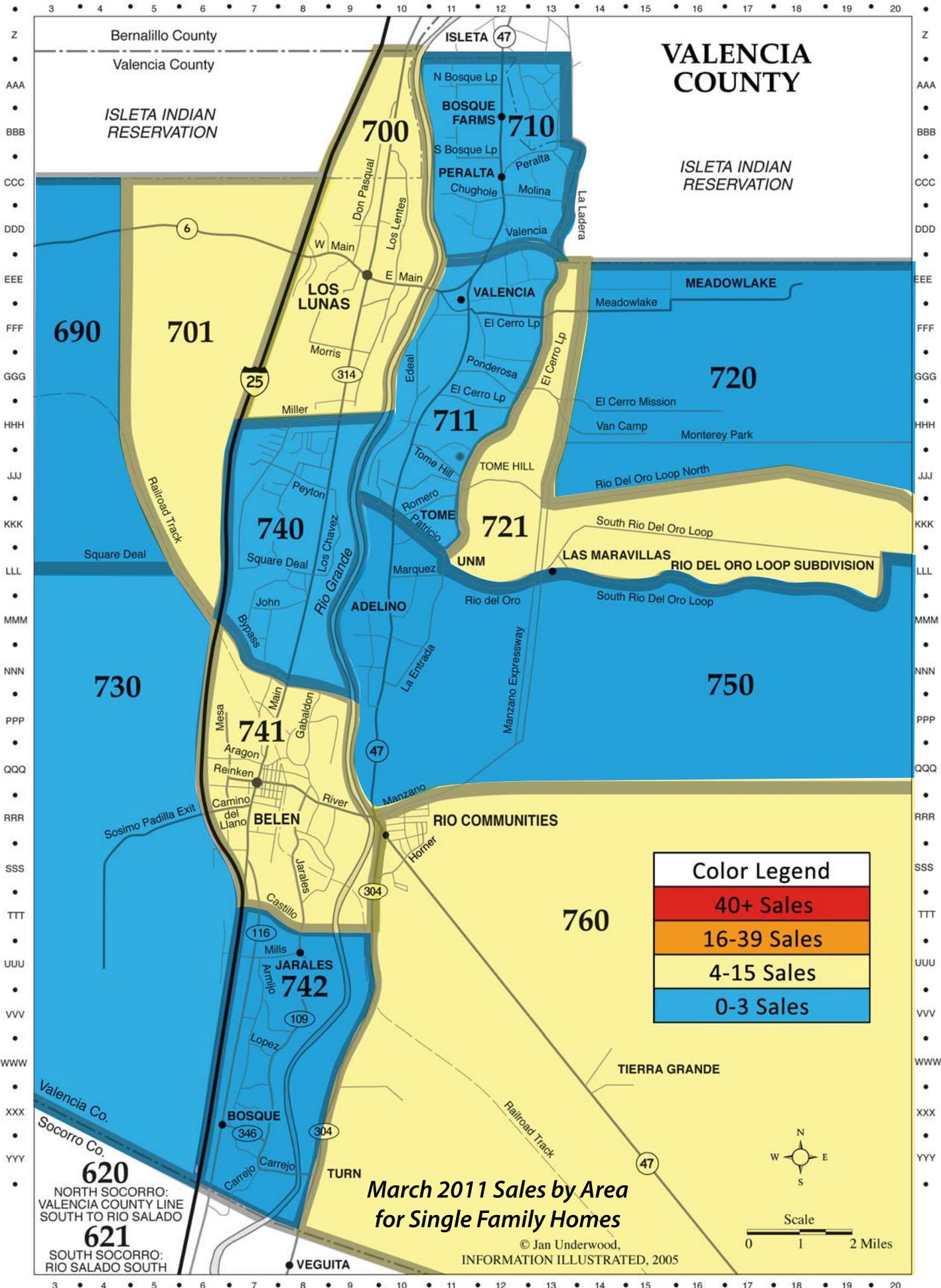


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## March 2011 Sales by Area for Single Family Homes (DET)

South to Socorro & Lincoln County Lines

To Corona



Bernalillo County  
Valencia County  
**ISLETA INDIAN RESERVATION**

**VALENCIA COUNTY**

**ISLETA INDIAN RESERVATION**

**690**

**701**

**700**

**ISLETA 47**

**BOSQUE FARMS 710**

**PERALTA**  
Chughole  
Molina

**LOS LUNAS**

**VALENCIA**

**MEADOWLAKE**

**720**

**711**

**721**

**740**

**730**

**741**

**ADELINO**

**750**

**760**

**742**

**JARALES**

**RIO COMMUNITIES**

**BELEN**

**TIERRA GRANDE**

**TURN**

**BOSQUE**

**JARAJALES**

**VEGUITA**

**620**  
NORTH SOCORRO:  
VALENCIA COUNTY LINE  
SOUTH TO RIO SALADO

**621**  
SOUTH SOCORRO:  
RIO SALADO SOUTH

**March 2011 Sales by Area for Single Family Homes**

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