

MONTHLY MARKET REPORT

March 2015



MARCH AT A GLANCE *

<i>Active Listings</i>	<i>Pending sales</i>	<i>Closed sales</i>
3,770	1,102	827
<small>-9.46% from last year</small>	<small>+16.00% from last year</small>	<small>+18.99% from last year</small>
<i>Average Sale Price</i>		<i>Median Sale Price</i>
\$210,069		\$175,000
<small>+3.65% from last year</small>		<small>2.94% from last year</small>

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TABLE OF CONTENTS

Market Inventory	2
Market Activity	3
Home Sales by Area	4
Closed Sales by Price	5-6
Supply-Demand/Absorption Rate	7
Home Sales Prices	8-9
Market Activity by Zip Code	10
Market Overview	11
Market Comparisons	12-13
Area Sales Color Maps	14-17

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

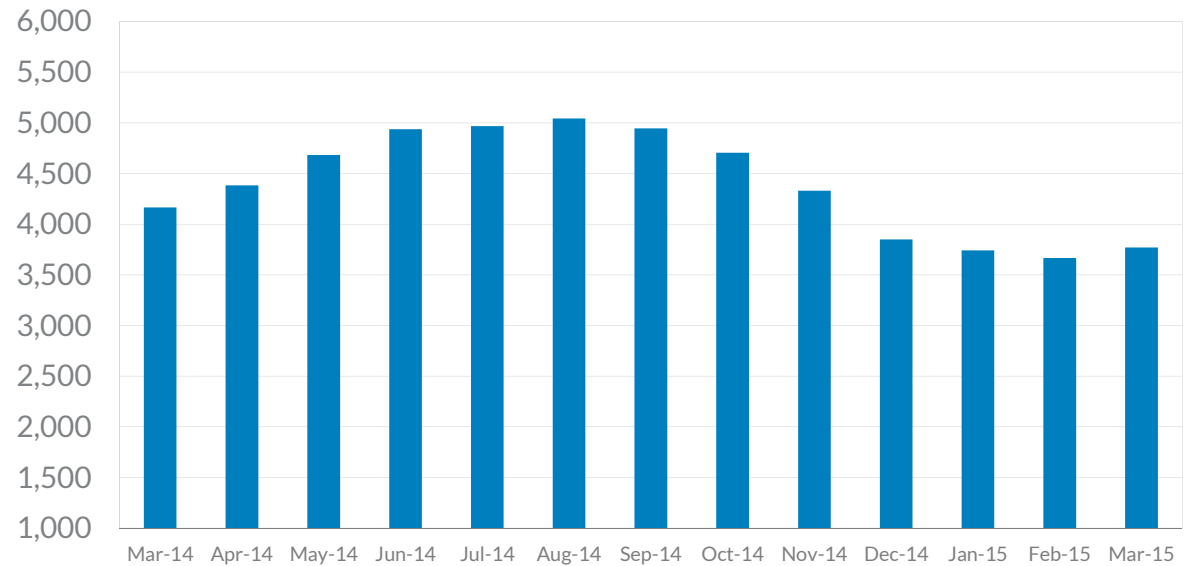
Market Inventory



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	
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	

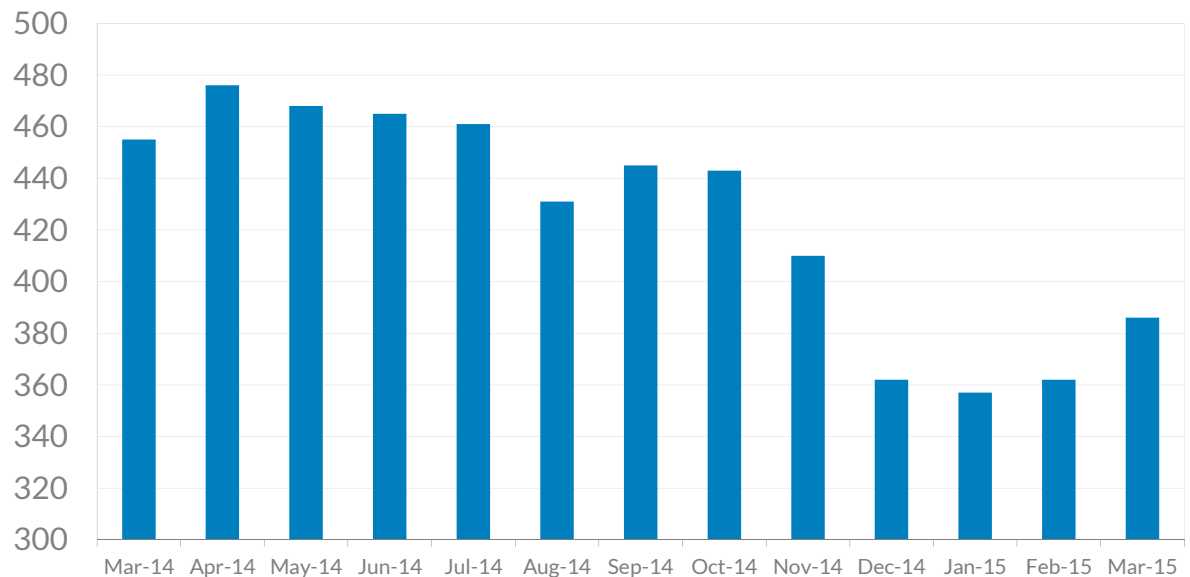
Detached Homes on Market



Attached Historical

Year	2013	2014	2015
January	396	388	357
February	386	395	362
March	418	455	386
April	419	476	
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

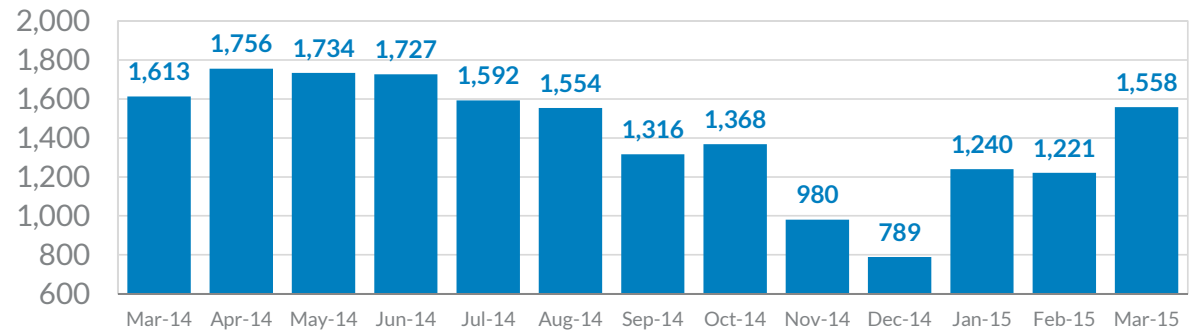
Month	New	Pending	Closed
Mar-14	1,613	950	695
Apr-14	1,756	976	721
May-14	1,734	996	797
Jun-14	1,727	939	800
Jul-14	1,592	986	823
Aug-14	1,554	857	822
Sep-14	1,316	854	703
Oct-14	1,368	831	758
Nov-14	980	738	601
Dec-14	789	649	656
Jan-15	1,240	855	537
Feb-15	1,221	921	554
Mar-15	1,558	1,102	827

Change from Last Month/Year

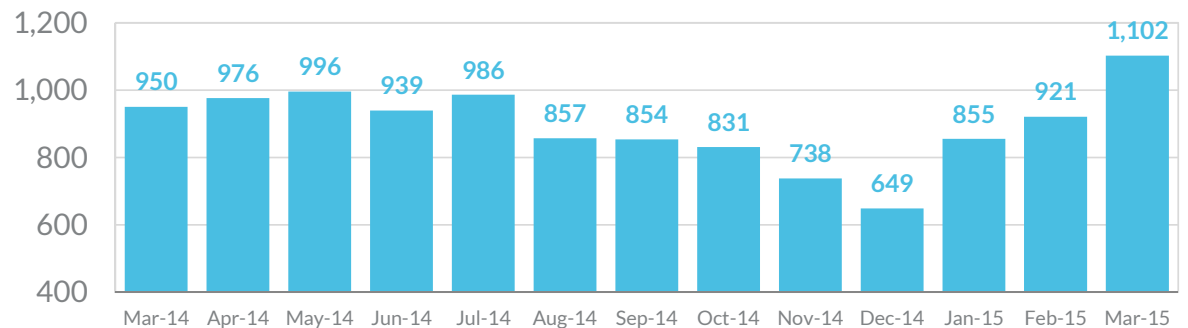
	Mar-15	Feb-15	Mar-14
New	1,558	1,211	1,613
% Change	-	28.65%	-3.41%
Pending	1,102	921	950
% Change	-	19.65%	16.00%
Closed	827	554	695
% Change	-	49.28%	18.99%

Closed Sales chart also shows average days on market, indicated by a line. The average days on market for March 2015 detached sales was 75.

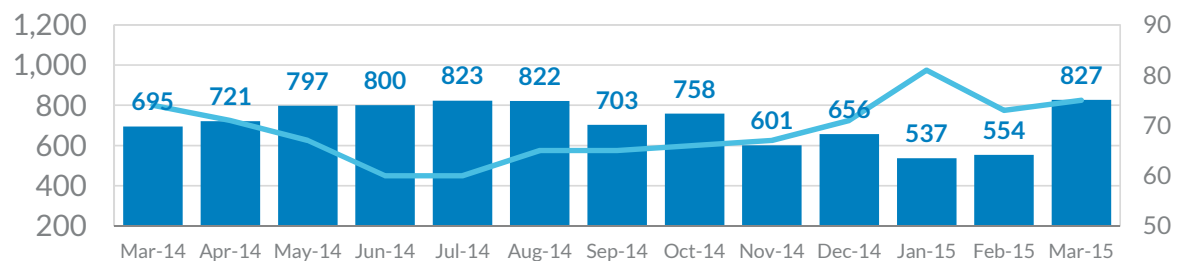
New Listings



Pending Sales



Closed Sales



Home Sales by Market Area (For month of March)



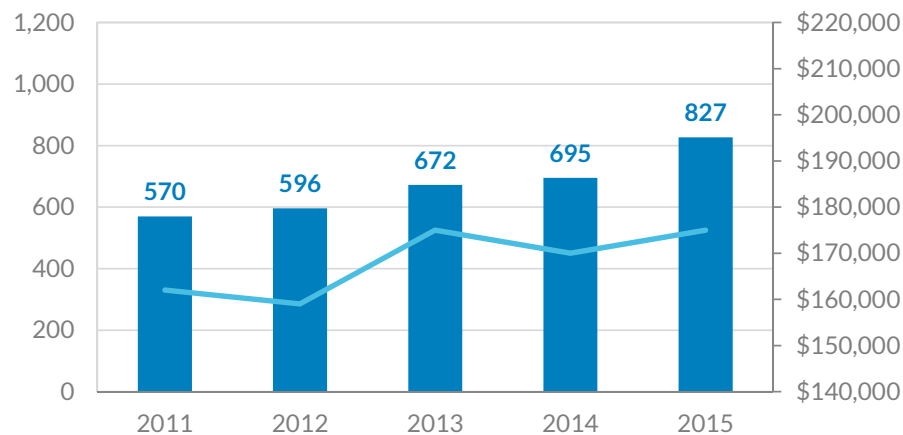
Single-Family Detached Sales

MLS Area	Area Name	Mar-14	Mar-15
10-121	Albuquerque	507	550
130	Corrales	9	15
140-162	Rio Rancho	112	158
180	Bernalillo	4	10
190	Placitas	4	5
210-293	E. Mountains	24	33
690-760	Valencia Co.	35	56
Total	All	695	827

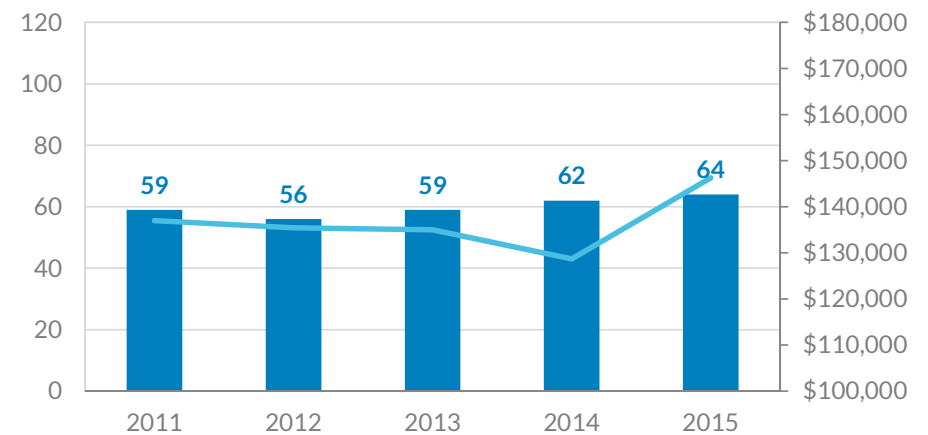
Condo/Townhome (Attached) Sales

MLS Area	Area Name	Mar-14	Mar-15
10-121	Albuquerque	53	53
130	Corrales	1	0
140-162	Rio Rancho	8	9
180	Bernalillo	0	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	0	2
Total	All	62	64

Detached Sales & Median Sale Price



Attached Sales & Median Sale Price

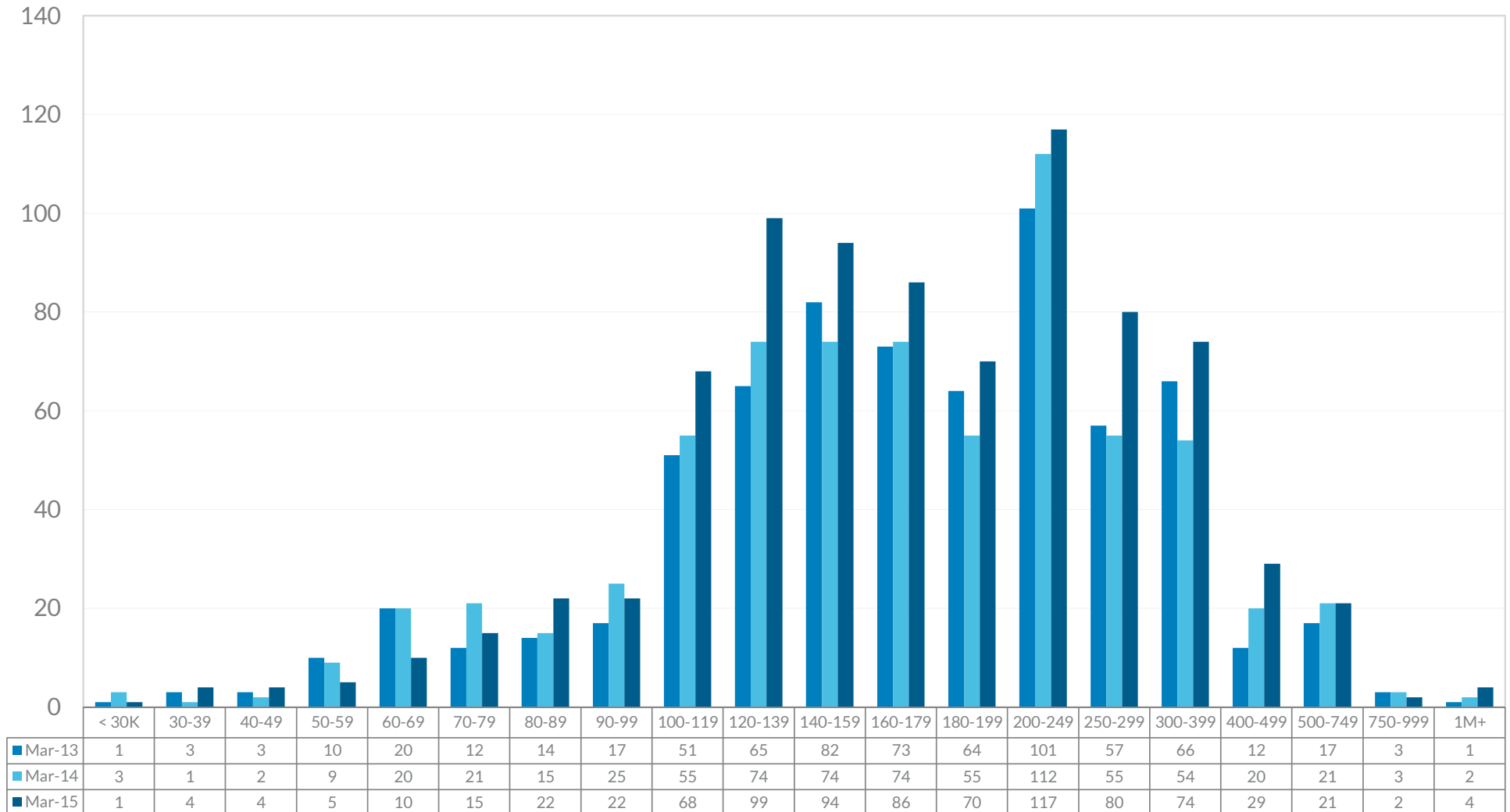


Blue line on charts represents the median sale price for that month
 MLS Areas 210-293 include East Mountains and Estancia Basic. MLS Areas 690-760 include Belen, Los Lunas, and Bosque Farms.

Closed Sales by Price *(Detached)*



March historical (in thousands)



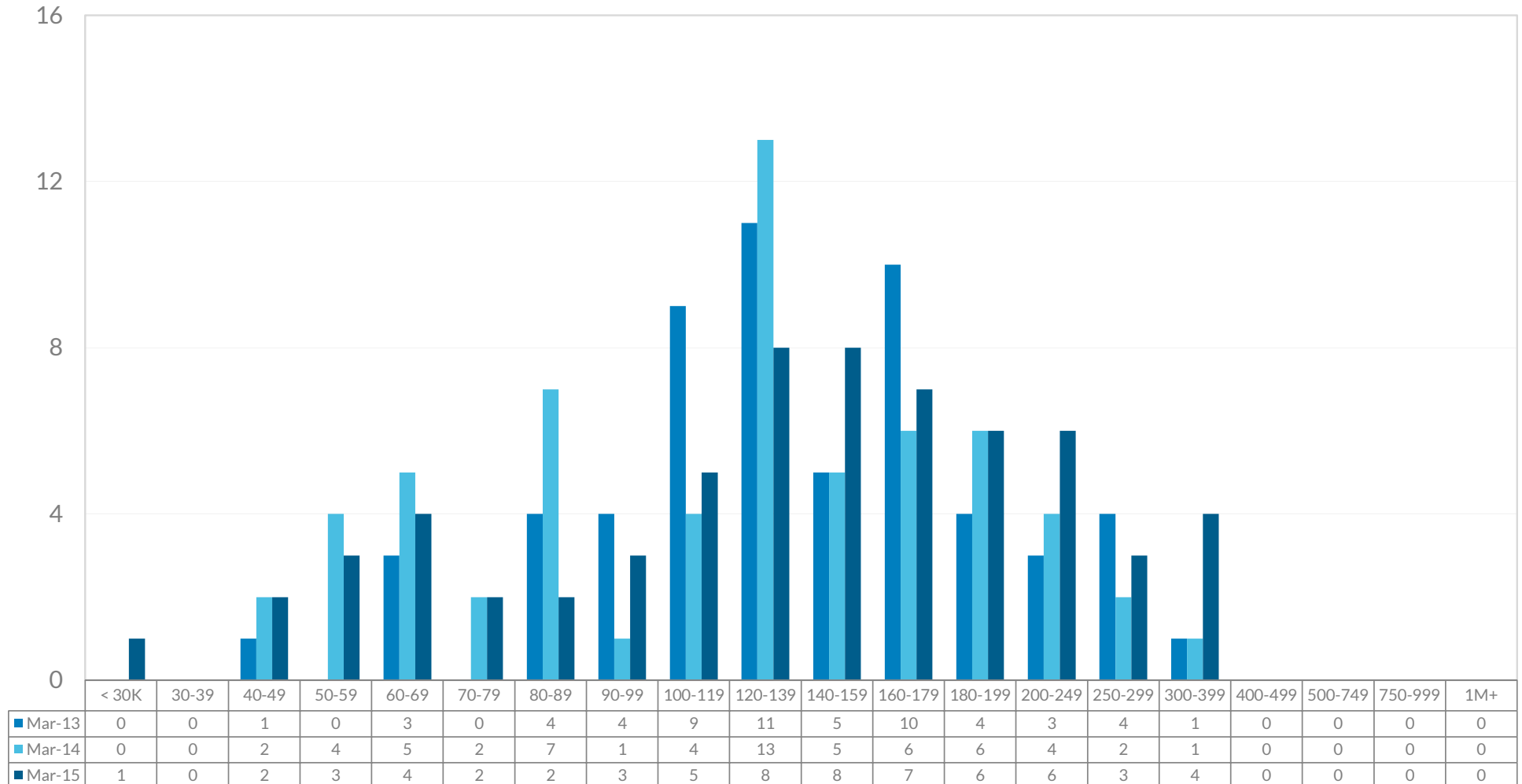
TOP SELLING PRICE RANGE FOR DETACHED HOMES

\$200,000 - \$249,999

Closed Sales by Price *(Attached)*



March historical (in thousands)

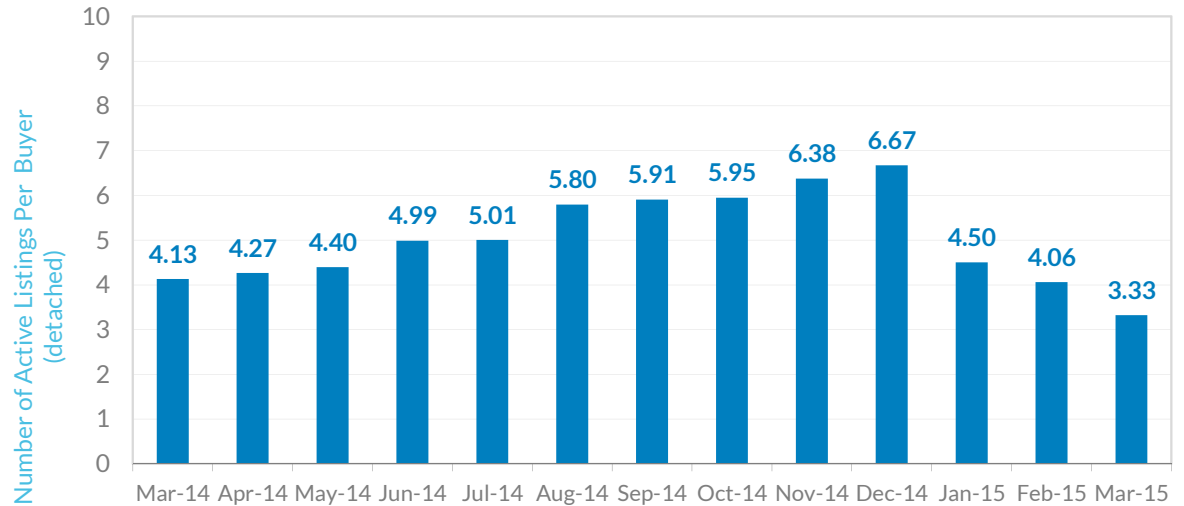


TOP SELLING PRICE RANGE FOR ATTACHED HOMES

\$120,000 - \$139,999 & \$140,000 - \$159,999

Supply-Demand

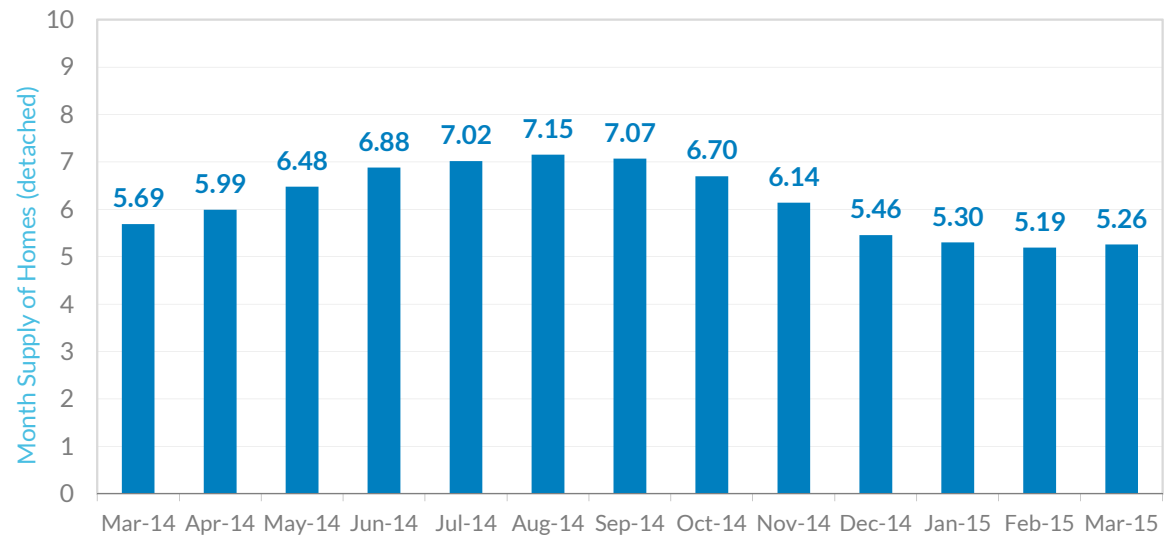
Year	2013	2014	2015
January	3.70	4.99	4.50
February	3.96	4.90	4.06
March	3.32	4.13	3.33
April	2.98	4.27	
May	3.16	4.40	
June	4.45	4.99	
July	4.40	5.01	
August	5.08	5.80	
September	5.95	5.91	
October	6.05	5.95	
November	6.09	6.38	
December	6.73	6.67	



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	
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)*



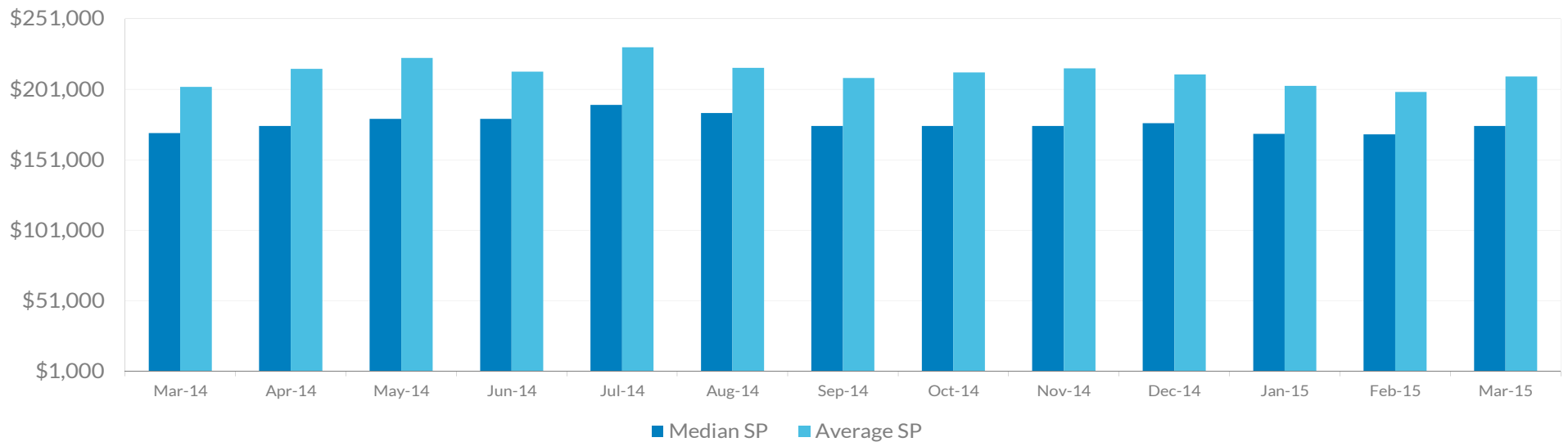
Median Sale Price

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	
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	
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)*



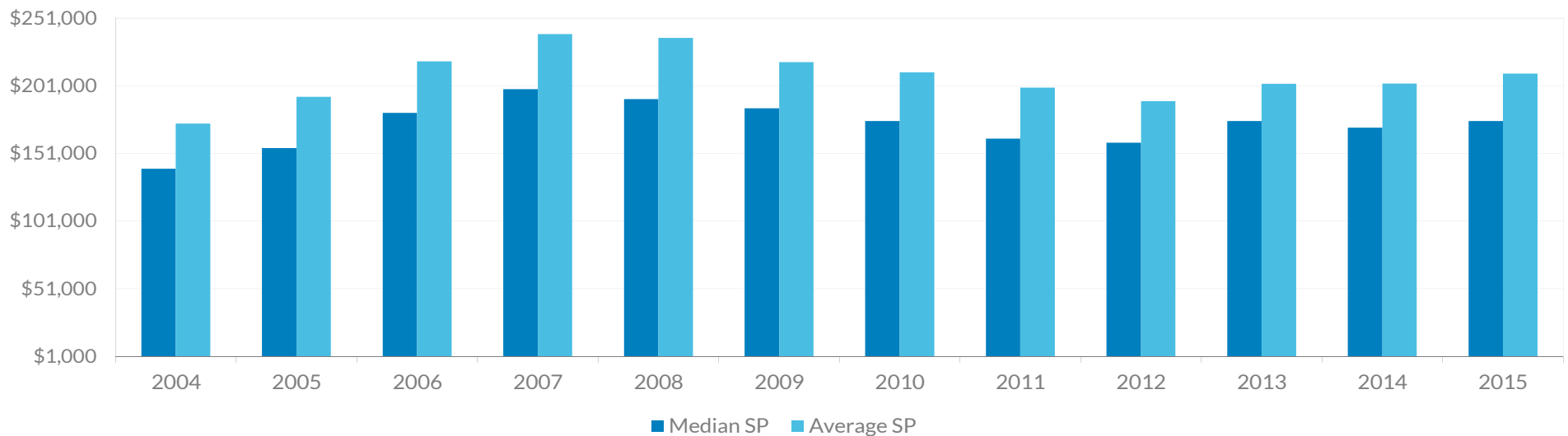
Median Sale Price (March)

Year	Median Sale Price	% Change From Previous Year
2004	\$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%
2012	\$159,000	-1.85%
2013	\$175,000	10.06%
2014	\$170,000	-2.86%
2015	\$175,000	2.94%

Average Sale Price (March)

Year	Average Sale Price	% Change From Previous Year
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%
2012	\$189,676	-5.01%
2013	\$202,605	6.82%
2014	\$202,672	0.03%
2015	\$210,069	3.65%

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	Jan	1,240	1,288	-3.73%	104	128	-18.75%	1,344	1,416	-5.08%
	Feb	1,221	1,259	-3.02%	126	116	8.62%	2,691	2,791	-3.58%
	Mar	1,558	1,613	-3.41%	139	169	-17.75%	4,388	4,573	-4.05%
Pending Sales	Jan	855	769	11.18%	69	75	-8.00%	924	844	9.48%
	Feb	921	793	16.14%	78	68	14.71%	1,923	1,705	12.79%
	Mar	1,102	950	16.00%	85	77	10.39%	3,110	2,732	13.84%
Closed Sales	Jan	537	539	-0.37%	48	47	2.13%	585	586	-0.17%
	Feb	554	550	0.73%	50	59	-15.25%	1,189	1,195	-0.50%
	Mar	827	695	18.99%	64	62	3.23%	2,080	1,952	6.56%
Dollar Volume of Closed Sales (in millions)	Jan	\$109.3	\$109.8	-0.46%	\$6.7	\$6.7	0.00%	\$116.0	\$116.5	-0.43%
	Feb	\$110.4	\$109.2	1.10%	\$7.2	\$8.1	-11.11%	\$238.4	\$233.8	1.97%
	Mar	\$173.7	\$140.9	23.28%	\$9.8	\$8.2	19.51%	\$421.9	\$382.9	10.19%
Median Sales Price	Jan	\$169,500	\$167,900	0.95%	\$135,000	\$128,000	5.47%			
	Feb	\$169,000	\$169,000	0.00%	\$141,500	\$136,000	4.04%	--	--	--
	Mar	\$175,000	\$170,000	2.94%	\$146,250	\$128,700	13.64%			
Average Sales Price	Jan	\$203,468	\$203,687	-0.11%	\$140,544	\$142,447	-1.34%			
	Feb	\$199,196	\$198,483	0.36%	\$144,760	\$137,105	5.58%	--	--	--
	Mar	\$210,069	\$202,672	3.65%	\$152,402	\$131,842	15.59%			
Total Active Listings Available	Jan	3,741	3,884	-3.68%	357	388	-7.99%			
	Feb	3,665	3,925	-6.62%	362	395	-8.35%	--	--	--
	Mar	3,770	4,164	-9.46%	386	455	-15.16%			
Average Days on Market	Jan	81	76	6.58%	72	69	4.35%			
	Feb	73	83	-12.05%	76	71	7.04%	--	--	--
	Mar	75	74	1.35%	60	74	-18.92%			

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	Jan	814	815	-0.12%	New Listings	Jan	241	214	12.62%
	Feb	794	803	-1.12%		Feb	216	205	5.37%
	Mar	1,007	1,021	-1.37%		Mar	303	282	7.45%
Pending Sales	Jan	558	513	8.77%	Pending Sales	Jan	162	146	10.96%
	Feb	625	803	-22.17%		Feb	172	204	-15.69%
	Mar	768	626	22.68%		Mar	203	178	14.04%
Closed Sales	Jan	341	355	-3.94%	Closed Sales	Jan	108	100	8.00%
	Feb	378	348	8.62%		Feb	92	108	-14.81%
	Mar	550	507	8.48%		Mar	158	112	41.07%
Median Sales Price	Jan	\$175,000	\$171,000	2.34%	Median Sales Price	Jan	\$163,250	\$162,518	0.45%
	Feb	\$174,950	\$172,950	1.16%		Feb	\$158,000	\$155,000	1.94%
	Mar	\$178,750	\$173,900	2.79%		Mar	\$160,000	\$159,000	0.63%
Average Sales Price	Jan	\$214,109	\$208,880	2.50%	Average Sales Price	Jan	\$167,995	\$181,393	-7.39%
	Feb	\$206,061	\$208,819	-1.32%		Feb	\$179,099	\$163,114	9.80%
	Mar	\$216,014	\$204,730	5.51%		Mar	\$178,148	\$180,084	-1.08%
Total Active	Jan	2,149	2,230	-3.63%	Total Active	Jan	665	635	4.72%
	Feb	2,111	2,252	-6.26%		Feb	646	623	3.69%
	Mar	2,144	2,410	-11.04%		Mar	671	657	2.13%
Average Days on Market	Jan	76	75	1.33%	Average Days on Market	Jan	73	67	8.96%
	Feb	70	77	-9.09%		Feb	64	80	-20.00%
	Mar	66	68	-2.94%		Mar	76	78	-2.56%

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



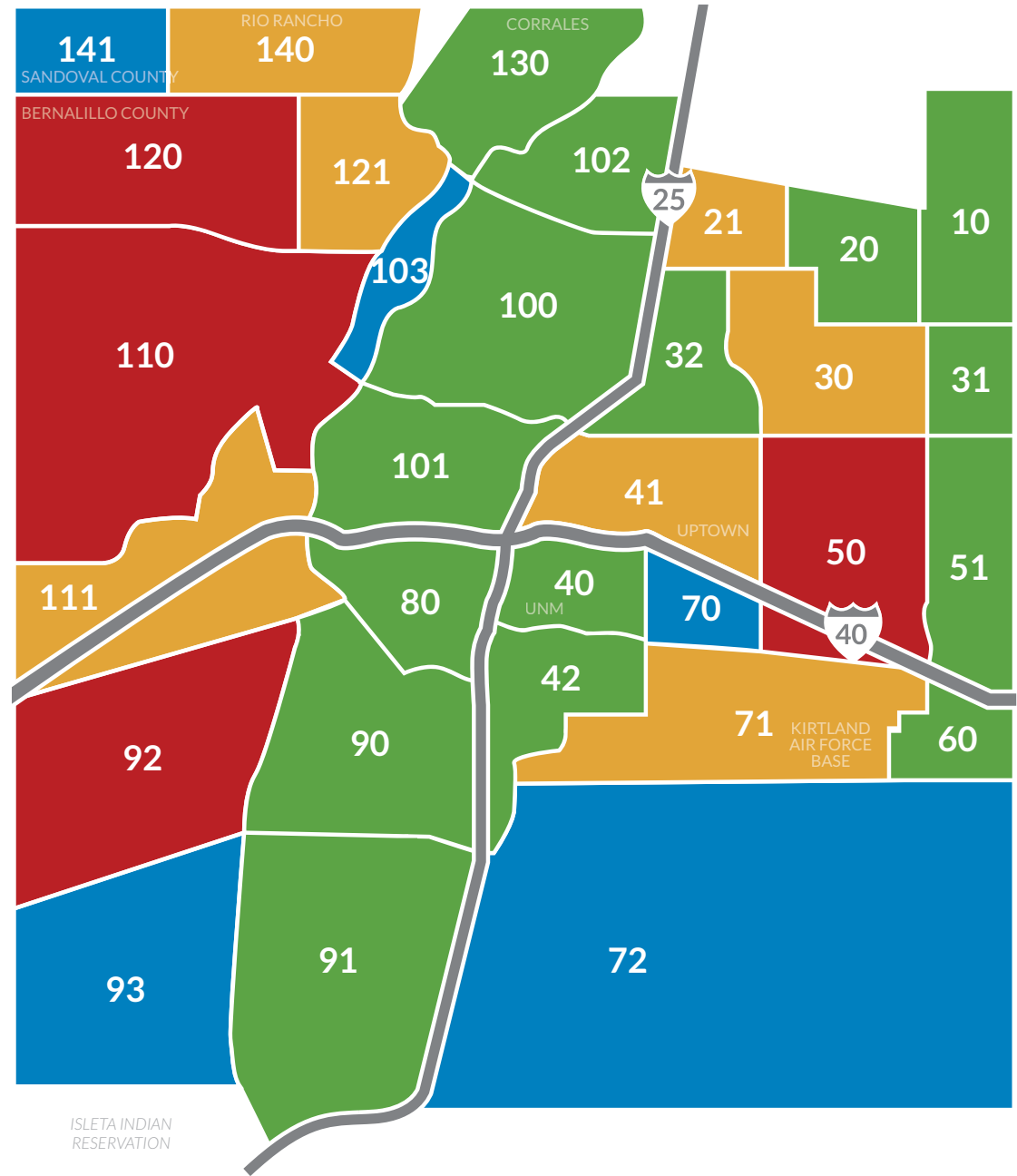
East Mountains & Estancia Basin		(DET) 2015	(DET) 2014	Percent Change	Valencia County	(DET) 2015	(DET) 2014	Percent Change	
New Listings	Jan	51	83	-38.55%	New Listings	Jan	83	106	-21.70%
	Feb	69	88	-21.59%		Feb	86	102	-15.69%
	Mar	91	111	-18.02%		Mar	90	109	-17.43%
Pending Sales	Jan	46	34	35.29%	Pending Sales	Jan	61	52	17.31%
	Feb	41	41	0.00%		Feb	53	55	-3.64%
	Mar	39	54	-27.78%		Mar	61	58	5.17%
Closed Sales	Jan	28	29	-3.45%	Closed Sales	Jan	41	36	13.89%
	Feb	24	34	-29.41%		Feb	47	46	2.17%
	Mar	33	24	37.50%		Mar	56	35	60.00%
Median Sales Price	Jan	\$189,500	\$226,500	-16.34%	Median Sales Price	Jan	\$110,000	\$102,450	7.37%
	Feb	\$191,500	\$221,500	-13.54%		Feb	\$114,000	\$122,875	-7.22%
	Mar	\$185,000	\$207,000	-10.63%		Mar	\$145,000	\$106,000	36.79%
Average Sales Price	Jan	\$201,684	\$249,294	-19.10%	Average Sales Price	Jan	\$129,992	\$120,136	8.20%
	Feb	\$223,031	\$212,706	4.85%		Feb	\$133,189	\$130,887	1.76%
	Mar	\$211,117	\$207,599	1.69%		Mar	\$153,961	\$131,051	17.48%
Total Active	Jan	325	358	-9.22%	Total Active	Jan	369	392	-5.87%
	Feb	330	373	-11.53%		Feb	348	404	-13.86%
	Mar	354	390	-9.23%		Mar	354	416	-14.90%
Average Days on Market	Jan	115	99	16.16%	Average Days on Market	Jan	108	73	47.95%
	Feb	135	161	-16.15%		Feb	79	74	6.76%
	Mar	117	116	0.86%		Mar	120	98	22.45%

Albuquerque & Central Bernalillo County



March 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



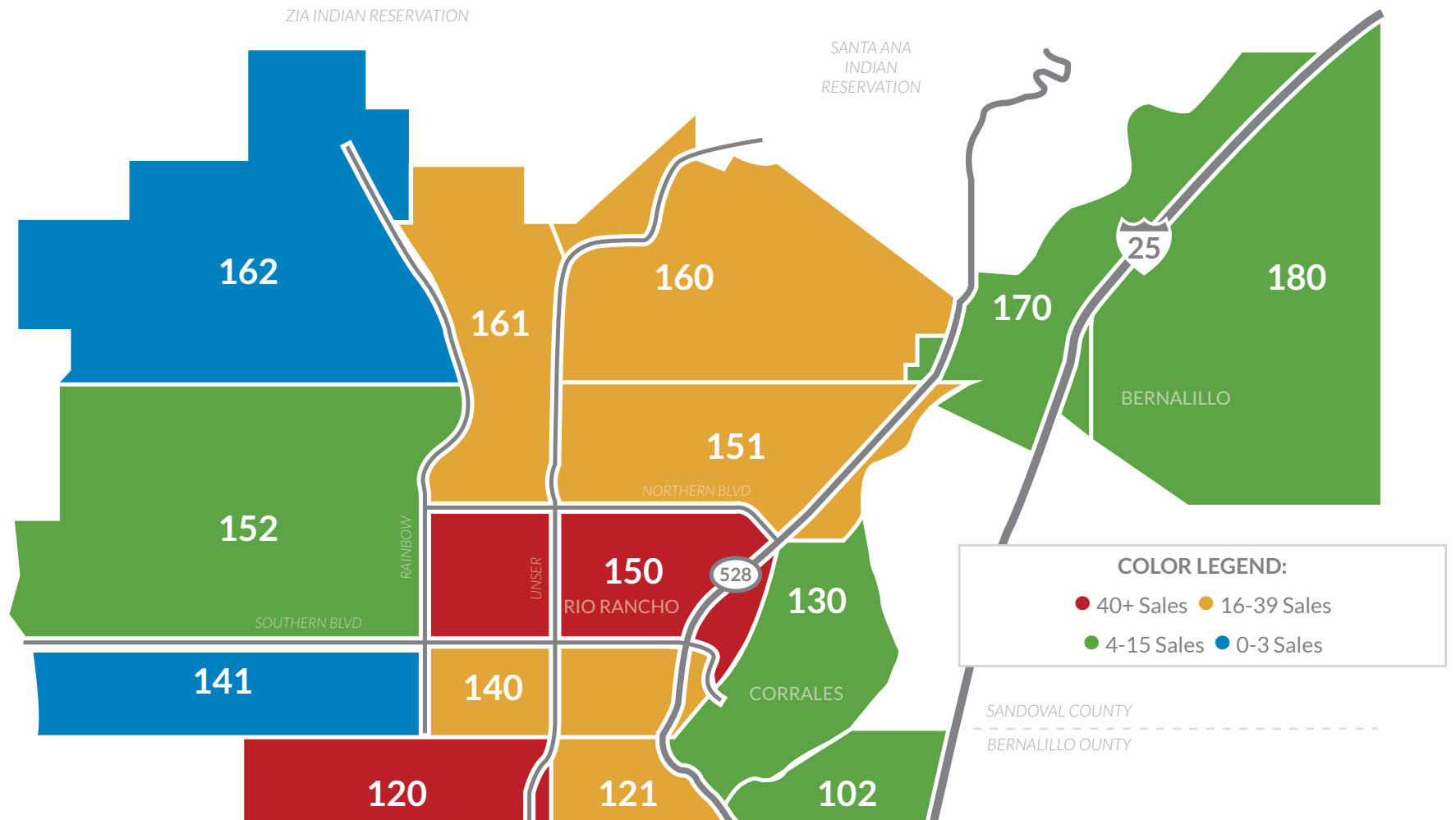
COLOR LEGEND: ● 40+ Sales ● 16-39 Sales ● 4-15 Sales ● 0-3 Sales

Rio Rancho & Southern Sandoval County



March 2015 | MLS Areas

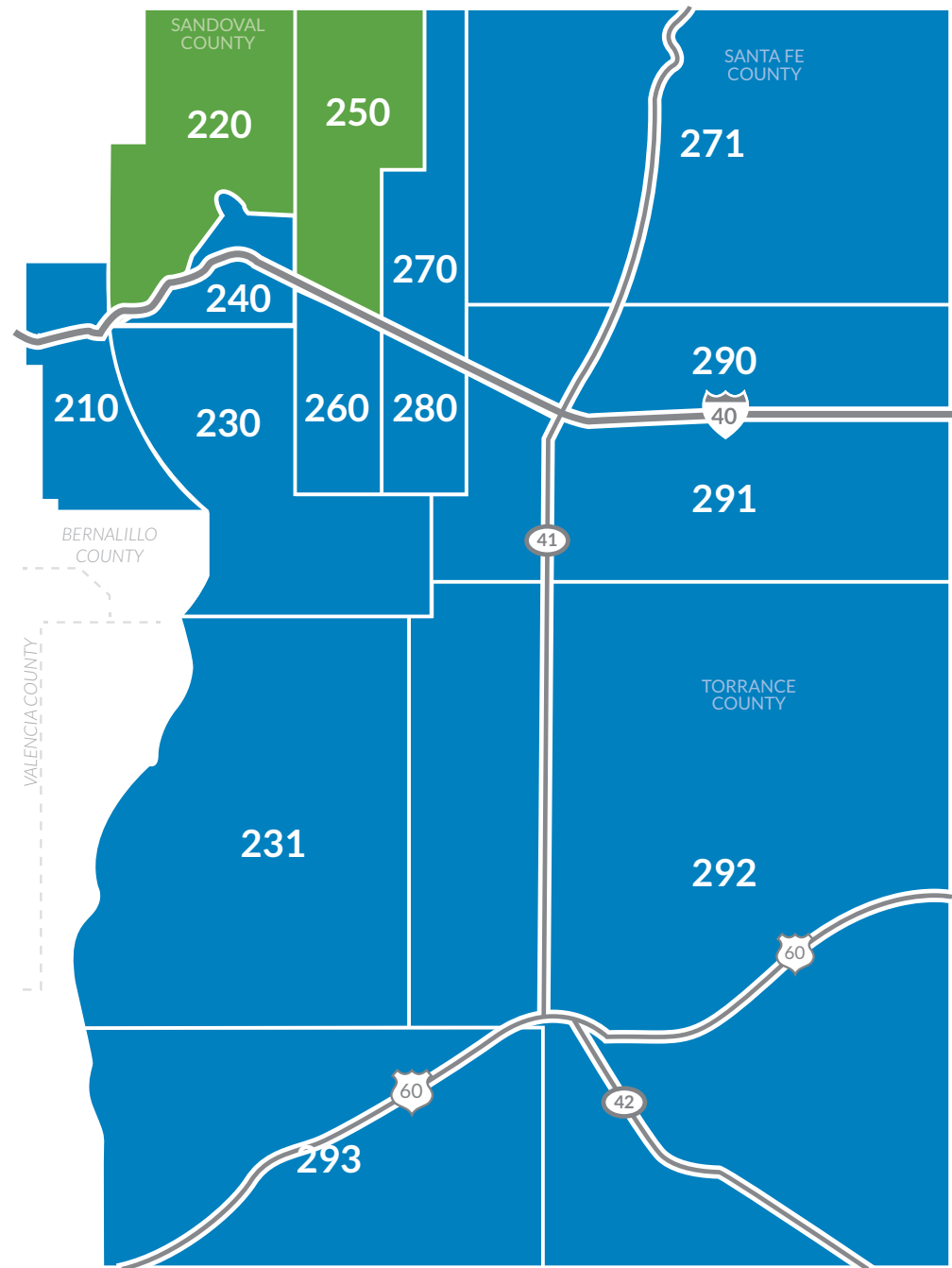
102	Far North Valley	152	Rio Rancho Mid-West
120	Paradise West	160	Rio Rancho North
121	Paradise East	161	Rio Rancho Central
130	Corrales	162	Rio Rancho Northwest
140	Rio Rancho South	170	Bernalillo/Algodones
141	Rio Rancho Southwest	180	Placitas Area
150	Rio Rancho Mid	190	San Ysidro/Jemez Springs
151	Rio Rancho Mid-North	200	Sandoval County - Other



East Mountain Area & Estancia Basin

March 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

March 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

