



[www.gaar.com](http://www.gaar.com)

## Monthly Highlights

- Inventory of active, detached homes for sale in November 2012 fell 6.11 percent from the previous year
- Home sales of single-family detached homes rose 12.20% from the previous year.
- This is the highest month for November Pending home sales since 2006.

## 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 Overview.....	10
Market Comparisons.....	11-12
Area Sales Color Maps.....	13-16



## Contact

Marc Guggino, 2012 GAAR President

Phone 505-328-4892

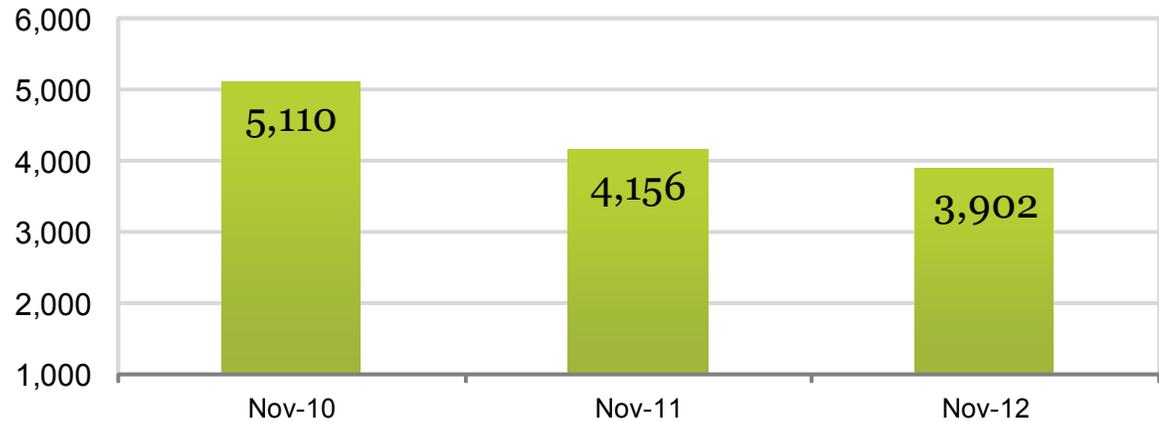
Email [president@gaar.com](mailto:president@gaar.com)

# Market Inventory

## Detached Historical

Year	2010	2011	2012
January	4,766	4,791	3,750
February	4,929	4,823	3,668
March	5,091	4,906	3,705
April	5,069	4,981	3,806
May	5,438	5,068	3,986
June	5,723	5,008	4,097
July	5,803	5,082	4,152
August	5,759	4,973	4,103
September	5,759	4,703	4,081
October	5,481	4,469	4,083
November	5,110	4,156	3,902
December	4,794	3,780	

## Detached homes on market

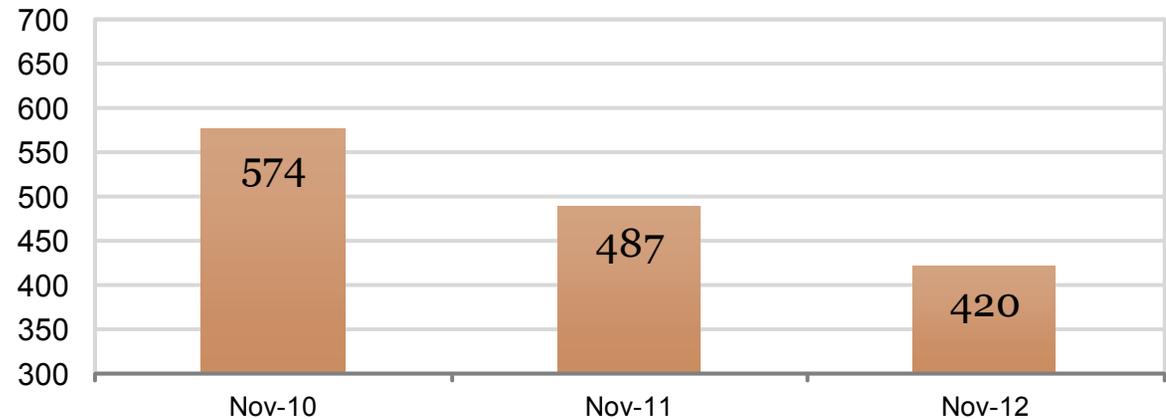


Detached represents existing single-family detached homes

## Attached Historical

Year	2010	2011	2012
January	566	505	413
February	589	511	421
March	626	538	412
April	582	530	433
May	607	557	429
June	623	544	431
July	668	554	428
August	649	538	431
September	617	546	437
October	618	508	437
November	574	487	420
December	526	436	

## Attached homes on market



Attached represents existing condo/townhomes attached homes

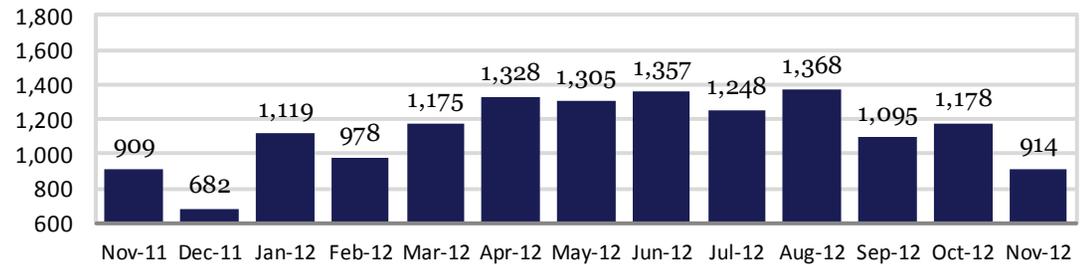
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Market Activity (New, Pending, Closed)

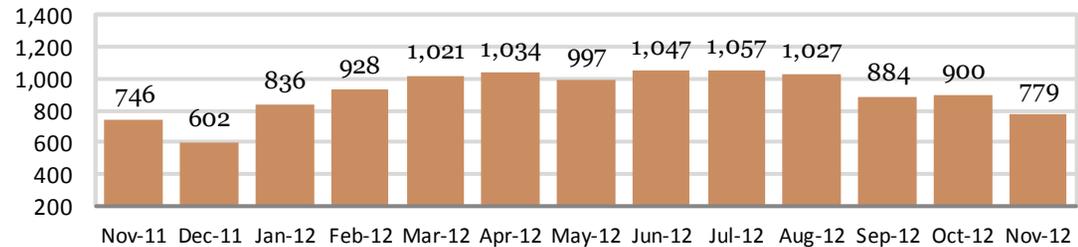
## Market Activity

Month	New	Pending	Closed
Nov-11	909	746	492
Dec-11	682	602	523
Jan-12	1,119	836	411
Feb-12	978	928	506
Mar-12	1,175	1,021	596
Apr-12	1,328	1,034	604
May-12	1,305	997	737
Jun-12	1,357	1,047	685
Jul-12	1,248	1,057	719
Aug-12	1,368	1,027	731
Sep-12	1,095	884	653
Oct-12	1,178	900	673
Nov-12	914	779	552

## New Listings



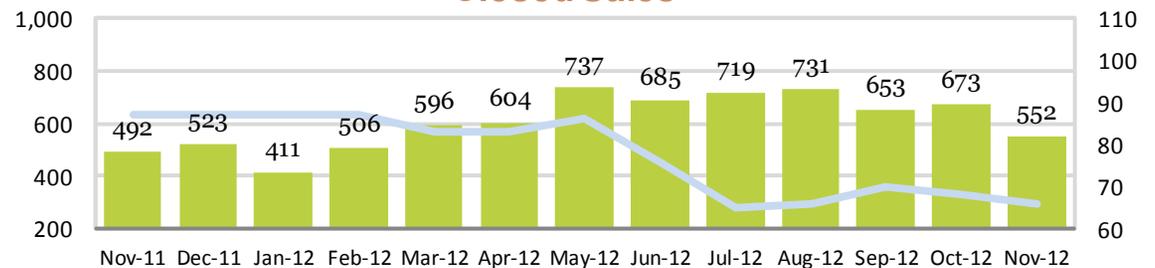
## Pending Sales



## Change from last month/year

	Nov-12	Oct-12	Nov-11
New	914	1,178	909
% Change	-	<b>-22.41%</b>	<b>0.55%</b>
Pending	779	900	746
% Change	-	<b>-13.44%</b>	<b>4.42%</b>
Closed	552	673	492
% Change	-	<b>-17.98%</b>	<b>12.20%</b>

## Closed Sales



Closed Sales chart also shows average days on market, indicated by a line. The average days on market for November 2012 detached sales was 66.

Data is for single-family detached homes

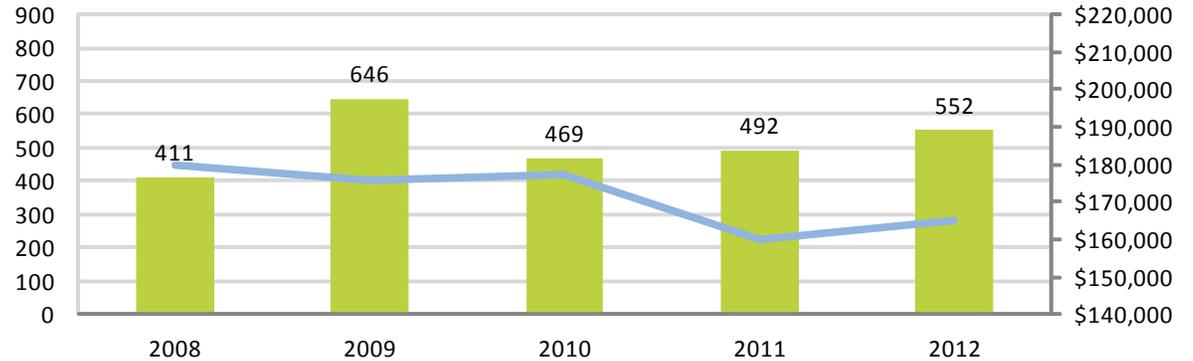
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Homes Sales by Market Area

## Single-family detached sales

MLS Area	Area Name	Nov-11	Nov-12
10-121	Albuquerque	333	403
130	Corrales	4	7
140-162	Rio Rancho	95	78
180	Bernalillo	5	7
190	Placitas	6	6
210-293	E. Mountains	20	18
690-760	Valencia Co.	29	33
Total	All	492	552

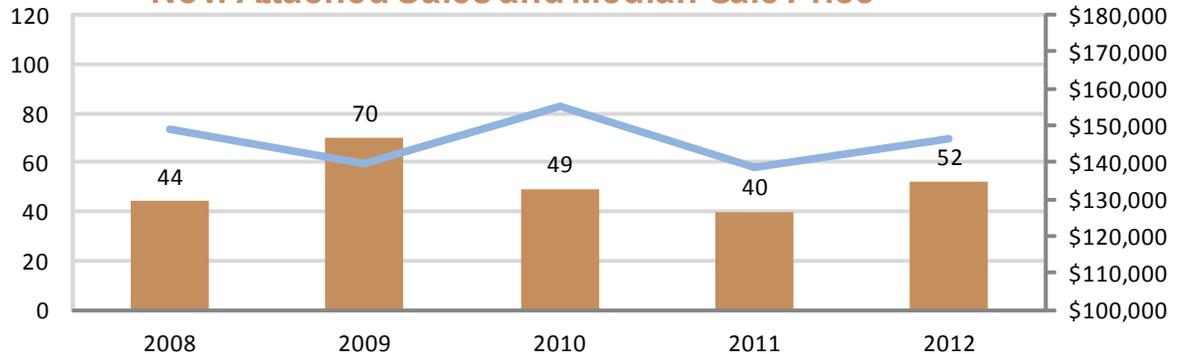
## Nov. Detached Sales and Median Sale Price



## Condo/townhome (attached) sales

MLS Area	Area Name	Nov-11	Nov-12
10-121	Albuquerque	38	49
130	Corrales	0	0
140-162	Rio Rancho	1	3
180	Bernalillo	0	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	1	0
Total	All	40	52

## Nov. Attached Sales and Median Sale Price



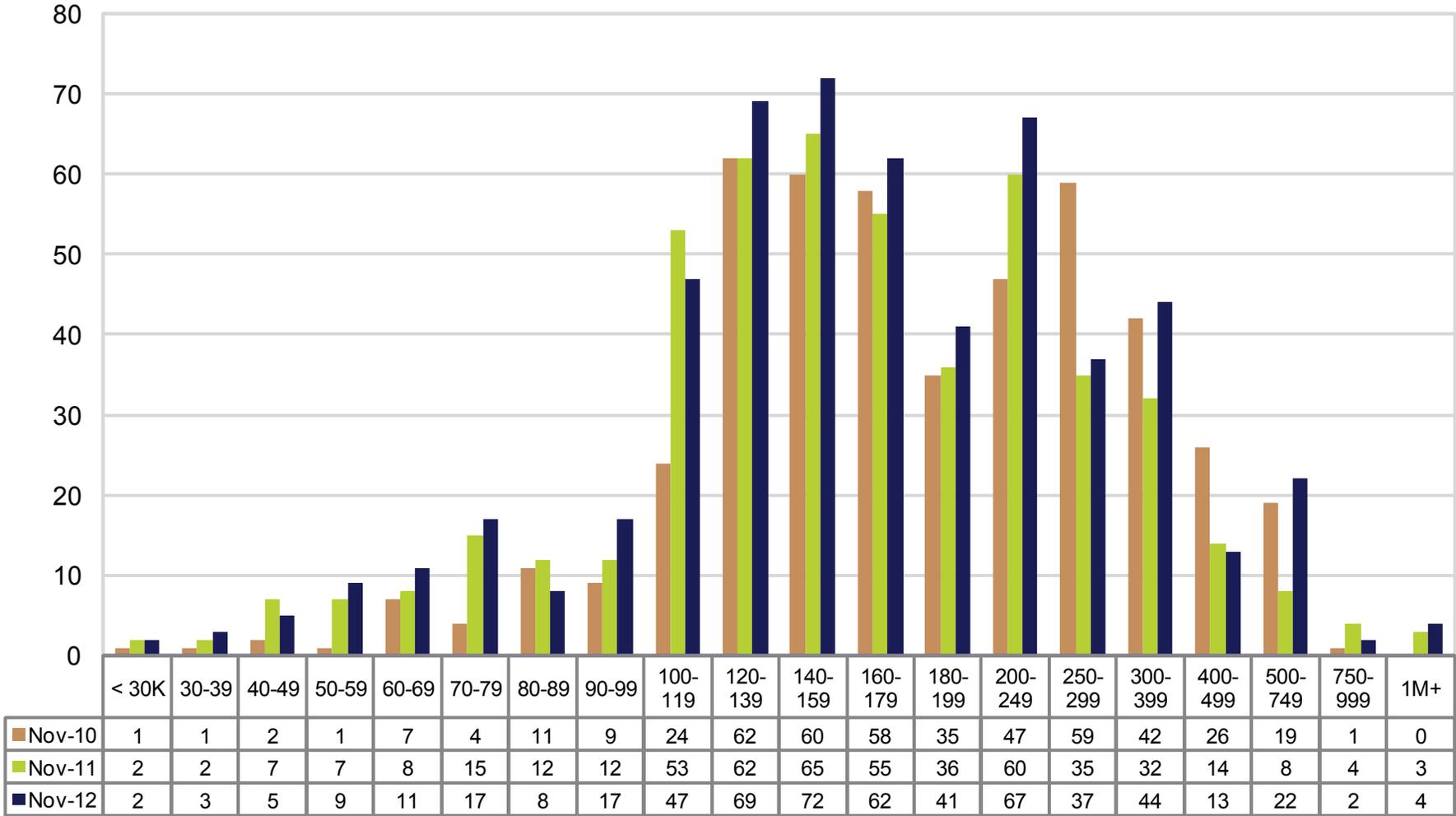
MLS Areas 210-293 include East Mountains and Estancia Basin.  
 MLS Areas 690-760 include Belen, Los Lunas, Bosque Farms.

Line on charts represents the 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  
November historical (in thousands)



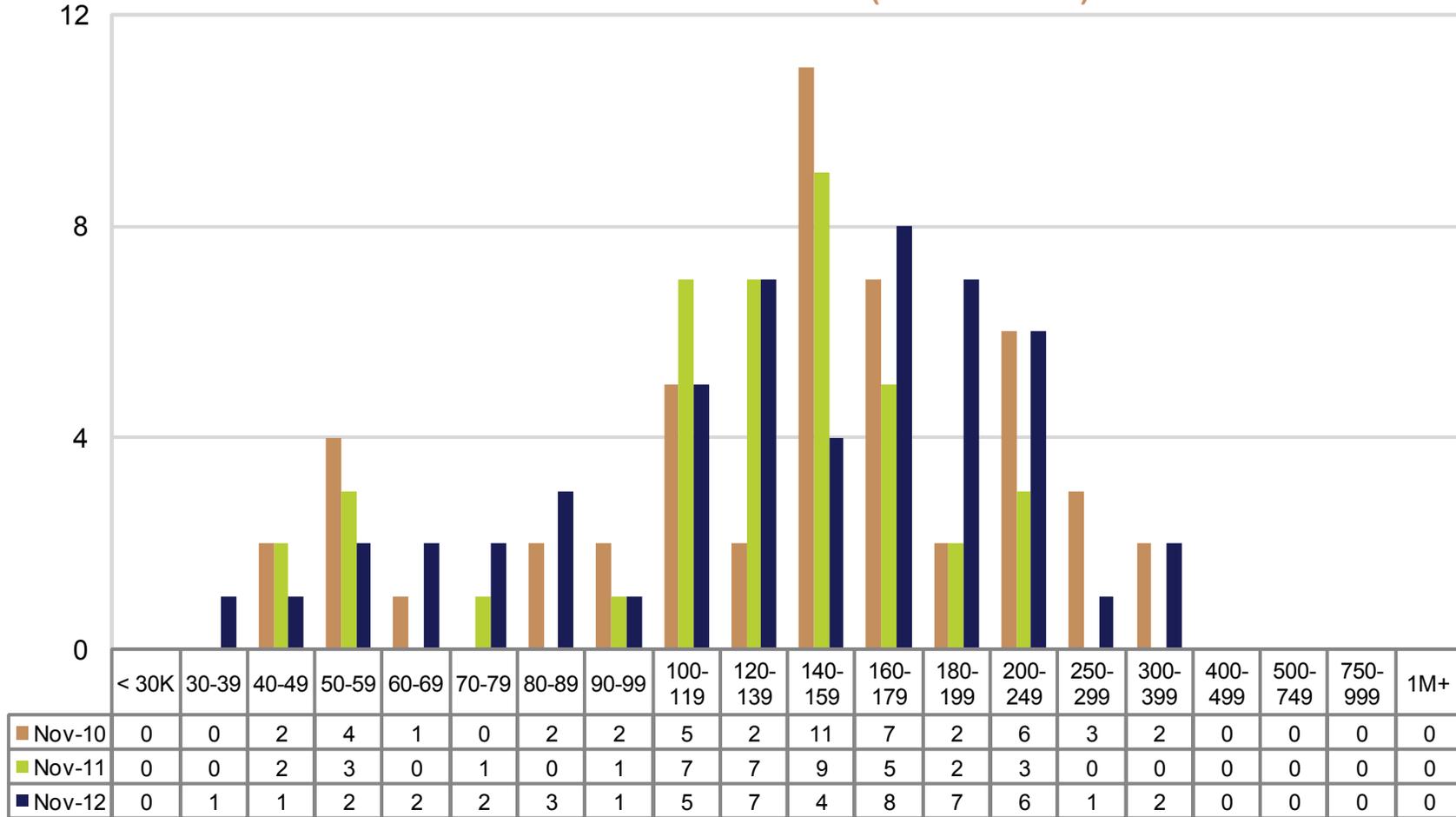
Top Selling Price Range for Detached Homes (for November 2012)

**\$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.

# Closed Sales by Price

Attached Sales by Price  
November historical (in thousands)



Top Selling Price Ranges for Attached Homes (for November 2012)

**\$160,000 - \$179,999**

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	2010	2011	2012
January	6.26	6.92	4.52
February	6.12	6.82	4.04
March	4.58	5.34	3.59
April	4.01	5.43	3.58
May	7.48	5.54	3.82
June	7.46	5.43	3.81
July	7.61	6.14	3.88
August	7.56	5.79	4.04
September	8.77	6.15	4.64
October	8.79	5.99	4.53
November	9.31	5.99	5.24
December	9.46	6.90	

Number of Active Listings Per Buyer (detached)

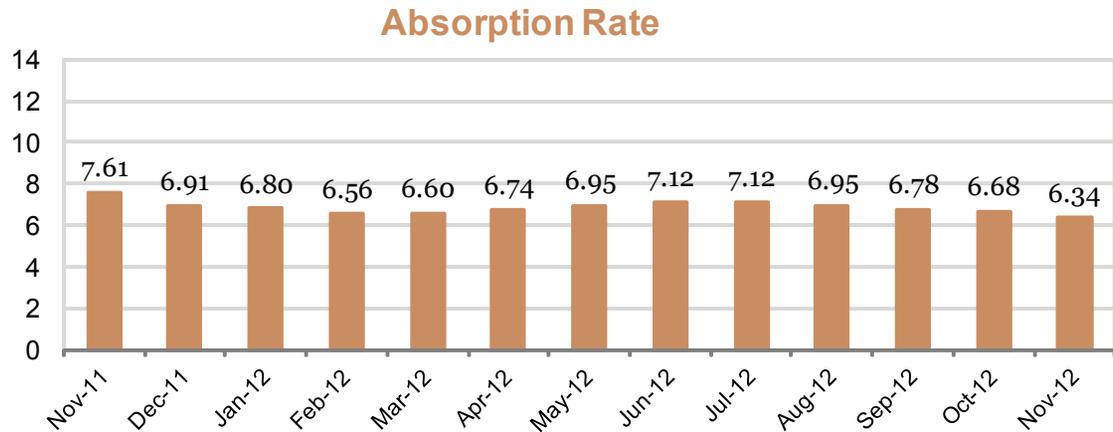


The Supply-Demand Ratio is calculated by dividing the number of homes for sale (listings available) by the number of total pending sales for that month. The higher the ratio, the more supply there is relative to demand.

## Absorption Rate

Year	2010	2011	2012
January	8.37	8.86	6.80
February	8.61	8.88	6.56
March	8.68	9.12	6.60
April	8.48	9.42	6.74
May	8.89	9.74	6.95
June	9.27	9.72	7.12
July	9.63	9.76	7.12
August	9.67	9.35	6.95
September	9.93	8.79	6.78
October	9.84	8.21	6.68
November	9.42	7.61	6.34
December	8.88	6.91	

Month Supply of Homes (detached)



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	2010	2011	2012
January	\$172,240	\$172,000	\$165,000
February	\$169,950	\$171,750	\$161,500
March	\$175,000	\$162,000	\$159,000
April	\$175,000	\$165,000	\$174,775
May	\$175,000	\$165,000	\$175,000
June	\$181,000	\$166,500	\$172,700
July	\$186,000	\$178,000	\$175,000
August	\$182,500	\$163,808	\$165,000
September	\$183,000	\$171,500	\$172,000
October	\$180,000	\$167,000	\$166,300
November	\$177,500	\$160,000	\$165,000
December	\$178,433	\$160,000	



## Average Sale Price

Year	2010	2011	2012
January	\$205,624	\$201,239	\$194,352
February	\$206,654	\$220,299	\$195,165
March	\$211,049	\$199,683	\$189,676
April	\$205,601	\$196,321	\$211,186
May	\$210,406	\$198,091	\$211,213
June	\$219,723	\$207,042	\$207,679
July	\$230,213	\$210,788	\$210,685
August	\$221,379	\$197,671	\$201,833
September	\$217,677	\$196,402	\$203,016
October	\$225,666	\$201,874	\$202,827
November	\$220,453	\$194,830	\$204,653
December	\$217,416	\$195,861	



Data is for single-family detached homes

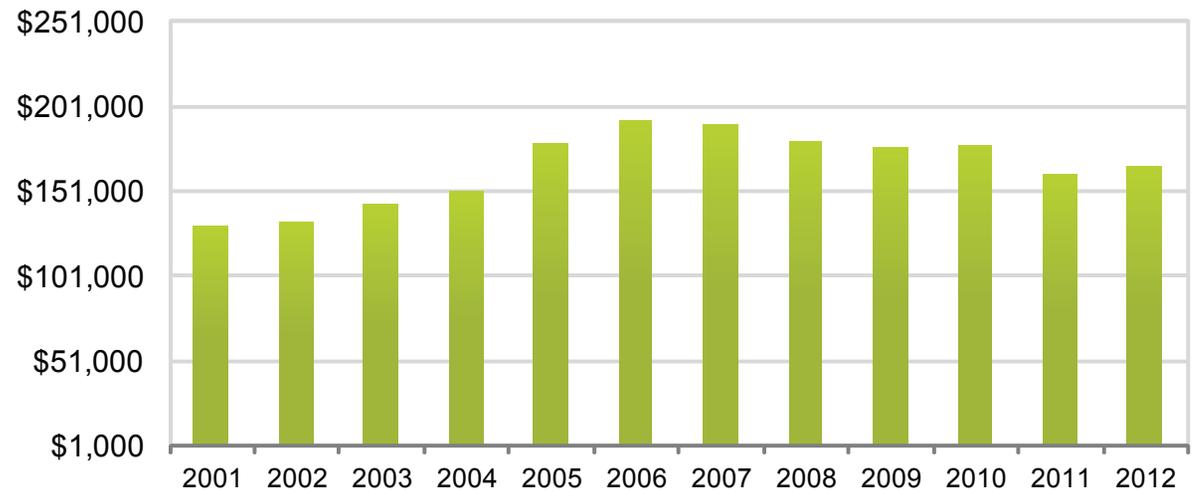
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Nov. Home Sales Prices - Year to Year

## Median Sale Price

Year	Median Sale Price	% Change From Previous Year
2001	\$129,900	-0.84%
2002	\$132,000	1.62%
2003	\$142,250	7.77%
2004	\$150,000	5.45%
2005	\$178,900	19.27%
2006	\$192,000	7.32%
2007	\$189,450	-1.33%
2008	\$180,000	-4.99%
2009	\$175,750	-2.36%
2010	\$177,500	1.00%
2011	\$160,000	-9.86%
2012	\$165,000	3.13%

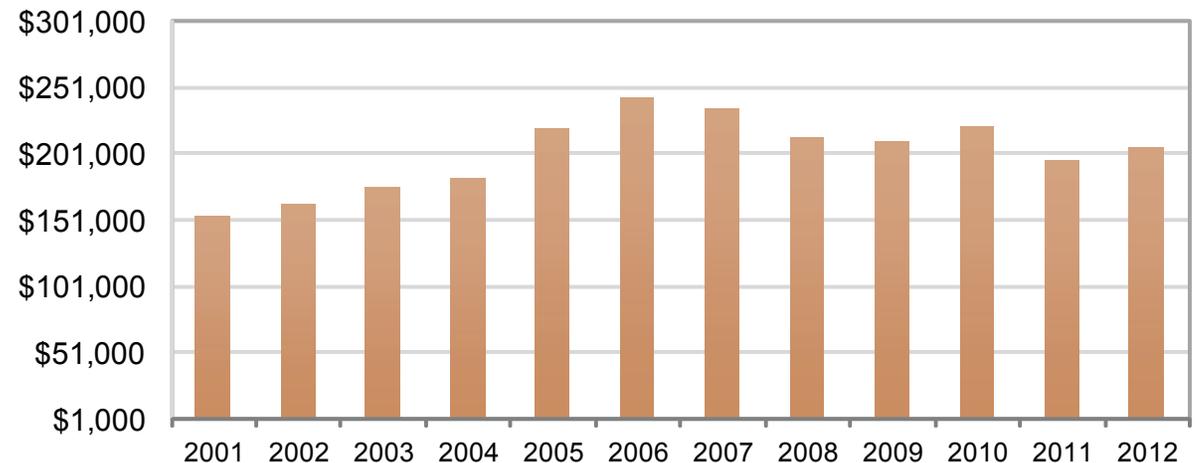
## Median Sale Price (November only)



## Average Sale Price

Year	Average Sale Price	% Change From Previous Year
2001	\$153,888	-1.51%
2002	\$162,119	5.35%
2003	\$175,542	8.28%
2004	\$181,722	3.52%
2005	\$219,949	21.04%
2006	\$242,061	10.05%
2007	\$233,956	-3.35%
2008	\$212,088	-9.35%
2009	\$209,243	-1.34%
2010	\$220,453	5.36%
2011	\$194,830	-11.62%
2012	\$204,653	5.04%

## Average Sale Price (November only)



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.

# Market Overview

<b>2012</b>		(DET) 2012	(DET) 2011	Percent Change	(ATT) 2012	(ATT) 2011	Percent Change	(DET+ATT) 2012 Year- to-Date	(DET+ATT) 2011 Year- to-Date	Percent Change
New Listings	Oct	1,178	961	22.58%	127	102	24.51%	13,346	13,986	-4.58%
	<b>Nov</b>	<b>914</b>	<b>909</b>	<b>0.55%</b>	<b>85</b>	<b>91</b>	<b>-6.59%</b>	<b>14,345</b>	<b>14,986</b>	<b>-4.28%</b>
	Dec		682			68			15,736	
Pending Sales	Oct	900	785	14.65%	80	84	-4.76%	10,579	9,030	17.15%
	<b>Nov</b>	<b>779</b>	<b>746</b>	<b>4.42%</b>	<b>72</b>	<b>63</b>	<b>14.29%</b>	<b>11,430</b>	<b>9,839</b>	<b>16.17%</b>
	Dec		602			54			10,495	
Closed Sales	Oct	673	566	18.90%	59	46	28.26%	6,905	6,045	14.23%
	<b>Nov</b>	<b>552</b>	<b>492</b>	<b>12.20%</b>	<b>52</b>	<b>40</b>	<b>30.00%</b>	<b>7,509</b>	<b>6,577</b>	<b>14.17%</b>
	Dec		523			52			7,152	
Dollar Volume of Closed Sales (in millions)	Oct	\$136.5	\$114.3	19.42%	\$8.1	\$6.5	24.62%	\$1,367.3	\$1,193.2	14.59%
	<b>Nov</b>	<b>\$113.0</b>	<b>\$95.9</b>	<b>17.83%</b>	<b>\$7.8</b>	<b>\$5.3</b>	<b>47.17%</b>	<b>\$1,488.1</b>	<b>\$1,294.4</b>	<b>14.96%</b>
	Dec		\$102.4			\$7.3			\$1,404.1	
Median Sales Price	Oct	\$166,300	\$167,000	-0.42%	\$132,000	\$124,500	6.02%			
	<b>Nov</b>	<b>\$165,000</b>	<b>\$160,000</b>	<b>3.13%</b>	<b>\$146,188</b>	<b>\$138,450</b>	<b>5.59%</b>	--	--	--
	Dec		\$160,000			\$131,000				
Average Sales Price	Oct	\$202,827	\$201,874	0.47%	\$136,820	\$141,693	-3.44%			
	<b>Nov</b>	<b>\$204,653</b>	<b>\$194,830</b>	<b>5.04%</b>	<b>\$150,675</b>	<b>\$131,834</b>	<b>14.29%</b>	--	--	--
	Dec		\$195,861			\$140,594				
Total Active Listings Available	Oct	4,083	4,469	-8.64%	437	508	-13.98%			
	<b>Nov</b>	<b>3,902</b>	<b>4,156</b>	<b>-6.11%</b>	<b>420</b>	<b>487</b>	<b>-13.76%</b>	--	--	--
	Dec		3,780			436				
Average Days on Market	Oct	68	80	-15.00%	57	85	-32.94%			
	<b>Nov</b>	<b>66</b>	<b>87</b>	<b>-24.14%</b>	<b>67</b>	<b>62</b>	<b>8.06%</b>	--	--	--
	Dec		87			105				

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) 2012	(DET) 2011	Percent Change	City of Rio Rancho		(DET) 2012	(DET) 2011	Percent Change
New Listings	Oct	771	618	24.76%	New Listings	Oct	194	162	19.75%
	<b>Nov</b>	<b>589</b>	<b>584</b>	<b>0.86%</b>		<b>Nov</b>	<b>164</b>	<b>154</b>	<b>6.49%</b>
	Dec		450			Dec		116	
Pending Sales	Oct	625	562	11.21%	Pending Sales	Oct	166	125	32.80%
	<b>Nov</b>	<b>543</b>	<b>512</b>	<b>6.05%</b>		<b>Nov</b>	<b>121</b>	<b>121</b>	<b>0.00%</b>
	Dec		413			Dec		103	
Closed Sales	Oct	481	388	23.97%	Closed Sales	Oct	105	100	5.00%
	<b>Nov</b>	<b>403</b>	<b>333</b>	<b>21.02%</b>		<b>Nov</b>	<b>78</b>	<b>95</b>	<b>-17.89%</b>
	Dec		361			Dec		87	
Median Sales Price	Oct	\$164,000	\$168,750	-2.81%	Median Sales Price	Oct	\$167,500	\$166,000	0.90%
	<b>Nov</b>	<b>\$165,000</b>	<b>\$160,000</b>	<b>3.13%</b>		<b>Nov</b>	<b>\$158,500</b>	<b>\$150,000</b>	<b>5.67%</b>
	Dec		\$160,000			Dec		\$149,900	
Average Sales Price	Oct	\$199,668	\$201,792	-1.05%	Average Sales Price	Oct	\$188,785	\$183,315	2.98%
	<b>Nov</b>	<b>\$208,615</b>	<b>\$194,755</b>	<b>7.12%</b>		<b>Nov</b>	<b>\$172,107</b>	<b>\$165,864</b>	<b>3.76%</b>
	Dec		\$196,684			Dec		\$168,224	
Total Active	Oct	2,340	2,681	-12.72%	Total Active	Oct	615	674	-8.75%
	<b>Nov</b>	<b>2,241</b>	<b>2,473</b>	<b>-9.38%</b>		<b>Nov</b>	<b>629</b>	<b>624</b>	<b>0.80%</b>
	Dec		2,241			Dec		594	
Average Days on Market	Oct	65	78	-16.67%	Average Days on Market	Oct	63	73	-13.70%
	<b>Nov</b>	<b>62</b>	<b>80</b>	<b>-22.50%</b>		<b>Nov</b>	<b>53</b>	<b>92</b>	<b>-42.39%</b>
	Dec		81			Dec		82	

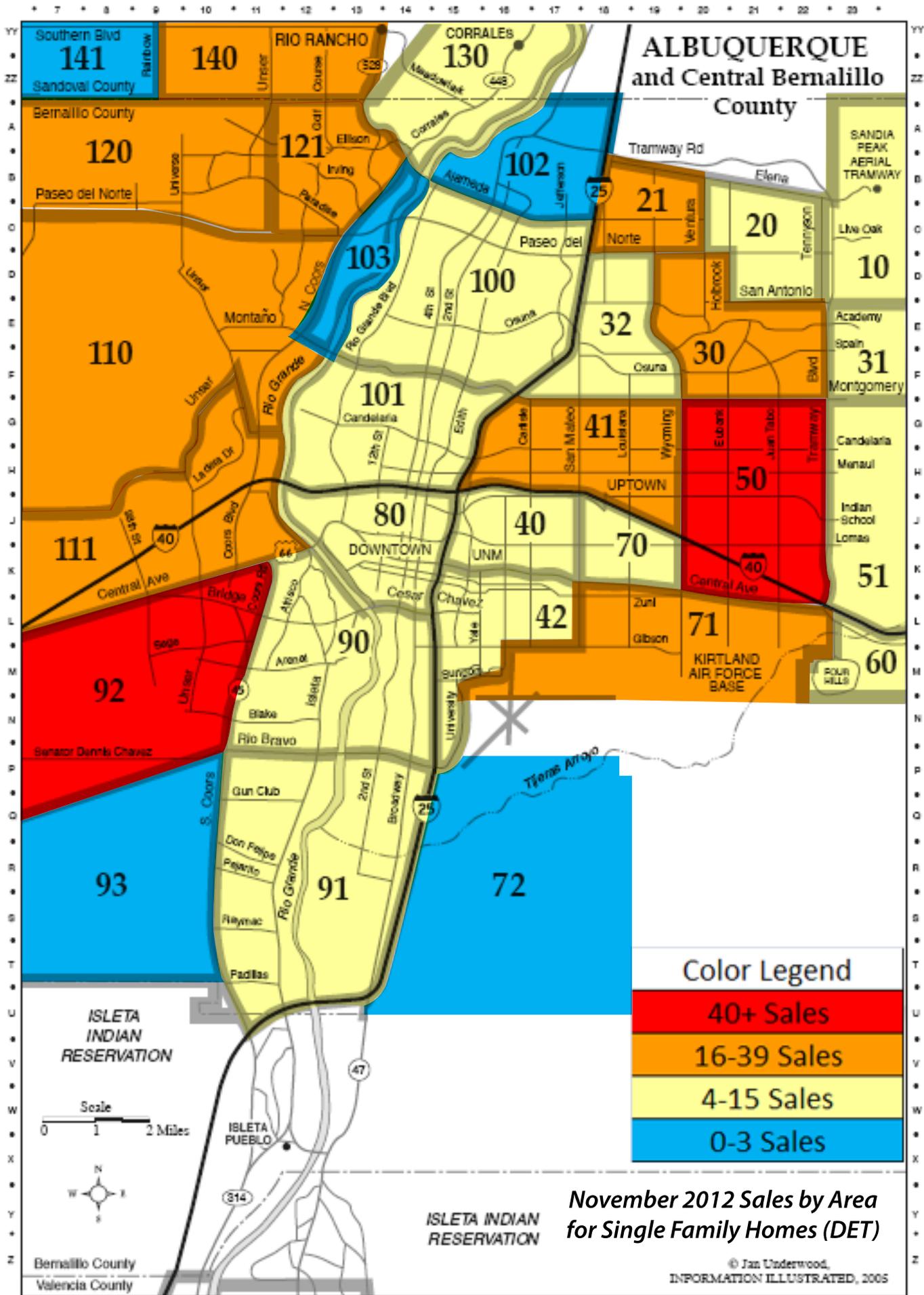
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Market Comparison

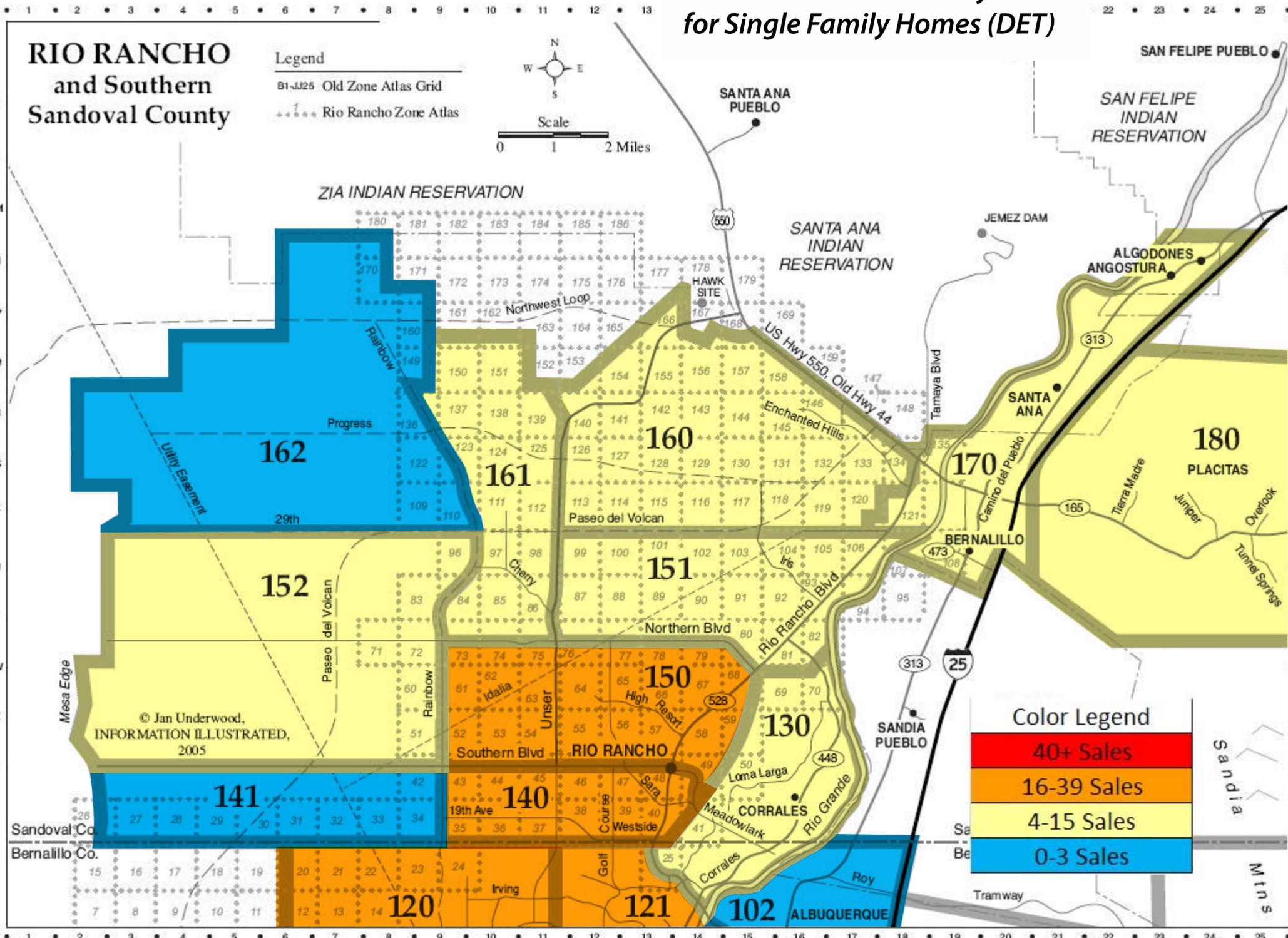
## East Mountains/Estancia Basin & Valencia County

East Mountains & Estancia Basin		(DET) 2012	(DET) 2011	Percent Change	Valencia County		(DET) 2012	(DET) 2011	Percent Change
New Listings	Oct	58	63	-7.94%	New Listings	Oct	99	70	41.43%
	<b>Nov</b>	<b>54</b>	<b>56</b>	<b>-3.57%</b>		<b>Nov</b>	<b>72</b>	<b>78</b>	<b>-7.69%</b>
	Dec		39			Dec		45	
Pending Sales	Oct	31	31	0.00%	Pending Sales	Oct	60	45	33.33%
	<b>Nov</b>	<b>42</b>	<b>38</b>	<b>10.53%</b>		<b>Nov</b>	<b>49</b>	<b>42</b>	<b>16.67%</b>
	Dec		20			Dec		47	
Closed Sales	Oct	28	34	-17.65%	Closed Sales	Oct	33	26	26.92%
	<b>Nov</b>	<b>18</b>	<b>20</b>	<b>-10.00%</b>		<b>Nov</b>	<b>33</b>	<b>29</b>	<b>13.79%</b>
	Dec		24			Dec		24	
Median Sales Price	Oct	\$196,250	\$214,750	-8.61%	Median Sales Price	Oct	\$140,000	\$100,000	40.00%
	<b>Nov</b>	<b>\$232,250</b>	<b>\$213,500</b>	<b>8.78%</b>		<b>Nov</b>	<b>\$119,900</b>	<b>\$125,000</b>	<b>-4.08%</b>
	Dec		\$231,500			Dec		\$110,450	
Average Sales Price	Oct	\$223,550	\$242,770	-7.92%	Average Sales Price	Oct	\$154,770	\$97,290	59.08%
	<b>Nov</b>	<b>\$232,158</b>	<b>\$244,350</b>	<b>-4.99%</b>		<b>Nov</b>	<b>\$127,586</b>	<b>\$144,235</b>	<b>-11.54%</b>
	Dec		\$223,325			Dec		\$124,206	
Total Active	Oct	412	399	3.26%	Total Active	Oct	424	430	-1.40%
	<b>Nov</b>	<b>367</b>	<b>382</b>	<b>-3.93%</b>		<b>Nov</b>	<b>423</b>	<b>409</b>	<b>3.42%</b>
	Dec		328			Dec		380	
Average Days on Market	Oct	92	94	-2.13%	Average Days on Market	Oct	85	111	-23.42%
	<b>Nov</b>	<b>114</b>	<b>146</b>	<b>-21.92%</b>		<b>Nov</b>	<b>116</b>	<b>120</b>	<b>-3.33%</b>
	Dec		137			Dec		121	

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

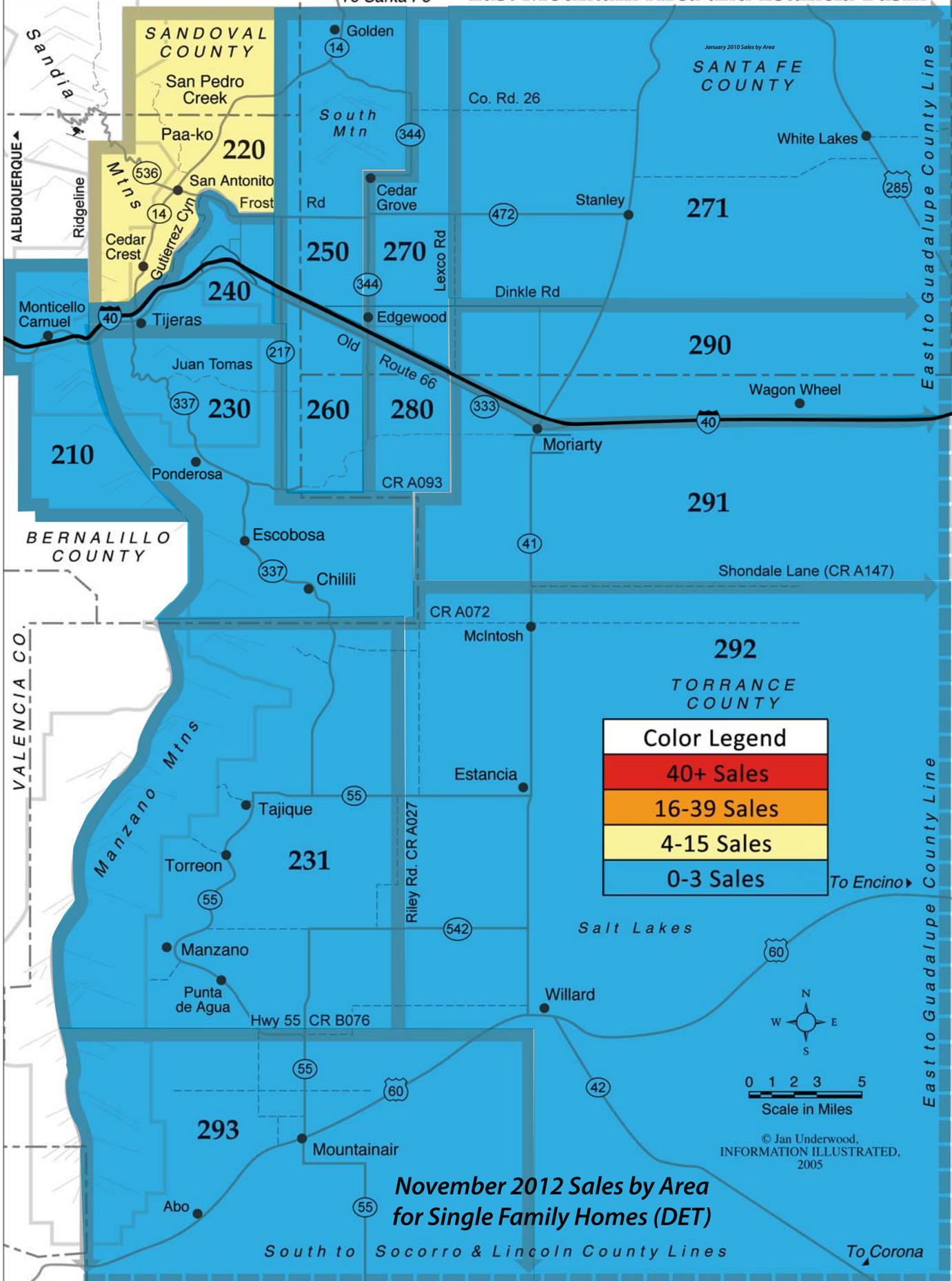


# November 2012 Sales by Area for Single Family Homes (DET)

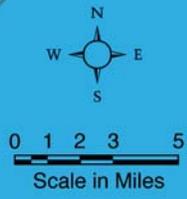


# East Mountain Area and Estancia Basin

January 2010 Sales by Area



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

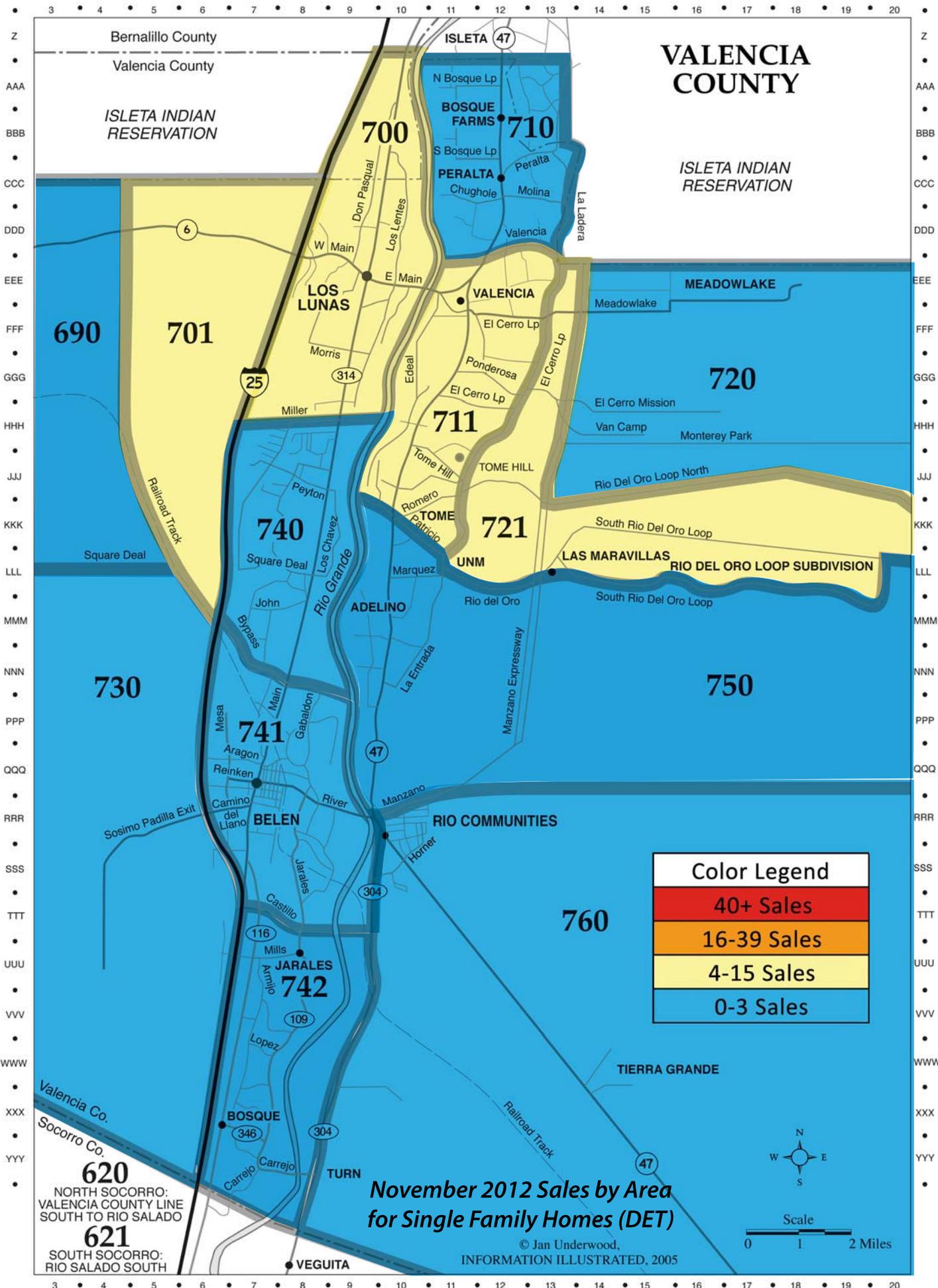


© Jan Underwood, INFORMATION ILLUSTRATED, 2005

**November 2012 Sales by Area for Single Family Homes (DET)**

South to Socorro & Lincoln County Lines

To Corona

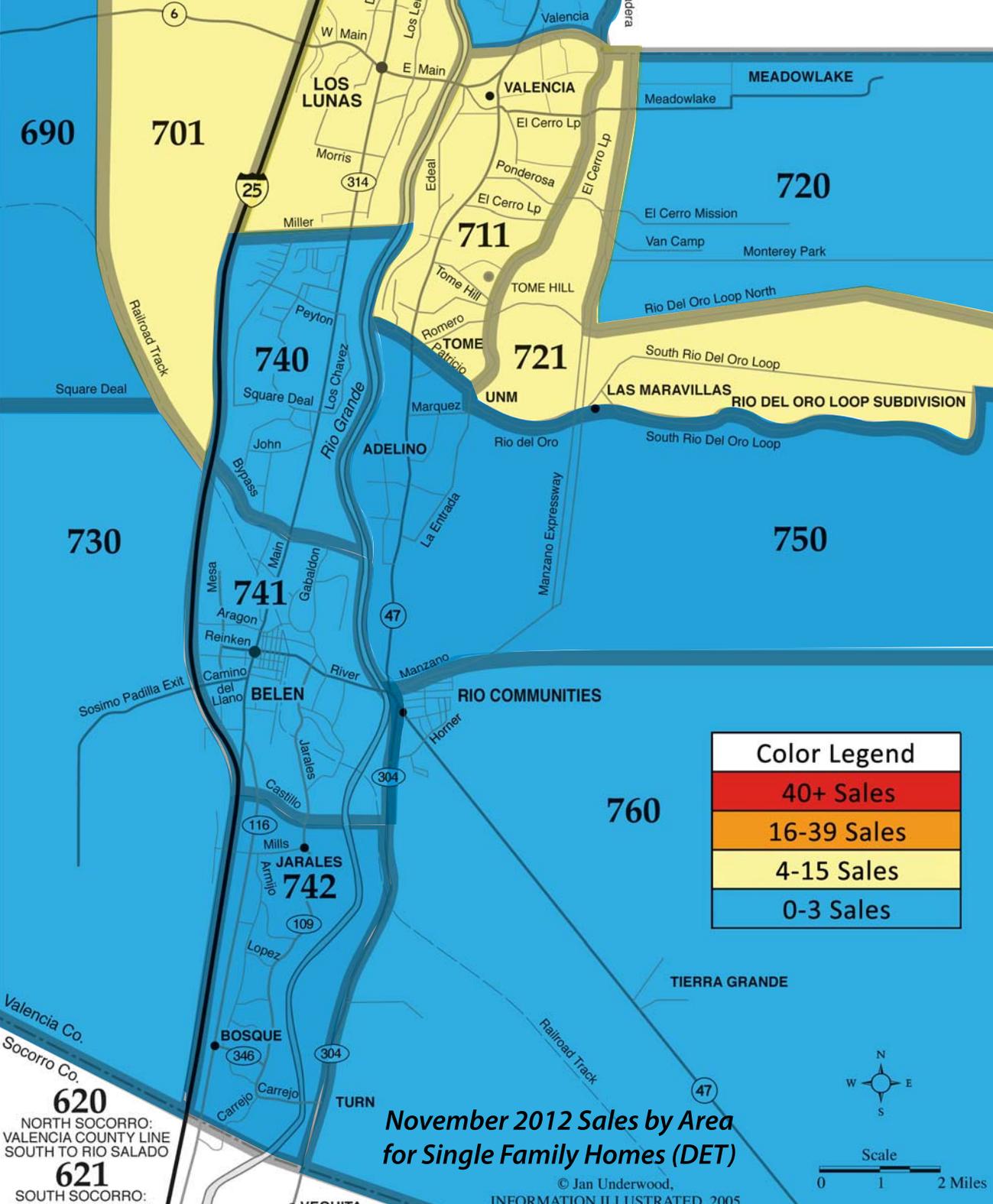


Bernalillo County  
Valencia County

**ISLETA INDIAN RESERVATION**

# VALENCIA COUNTY

**ISLETA INDIAN RESERVATION**



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

**621**  
SOUTH SOCORRO:  
RIO SALADO SOUTH

**November 2012 Sales by Area for Single Family Homes (DET)**

