

# MONTHLY MARKET REPORT

## Nov. 2015



### NOVEMBER AT A GLANCE \*

<i>Active Listings</i>	<i>Pending sales</i>	<i>Closed sales</i>
<b>3,486</b>	<b>794</b>	<b>652</b>
-19.51% from last year	+7.59% from last year	+8.49% from last year
<i>Average Sale Price</i>		<i>Median Sale Price</i>
<b>\$213,686</b>		<b>\$180,000</b>
-1.03% from last year		+2.86% 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.*

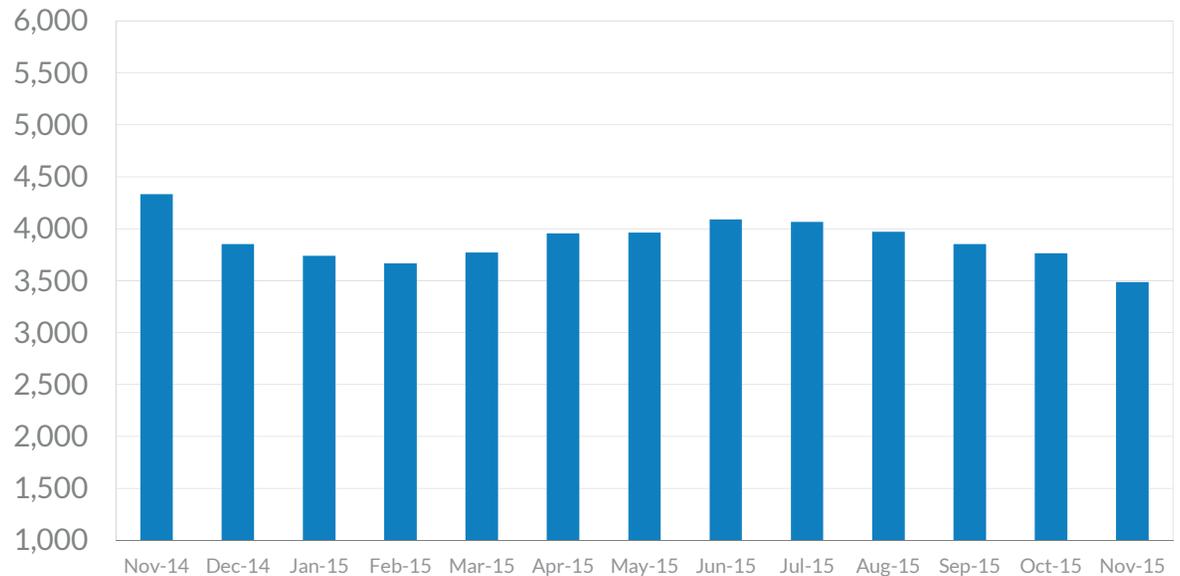
# Market Inventory



## 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	3,850
October	4,439	4,705	3,763
November	4,255	4,331	3,486
December	3,836	3,850	

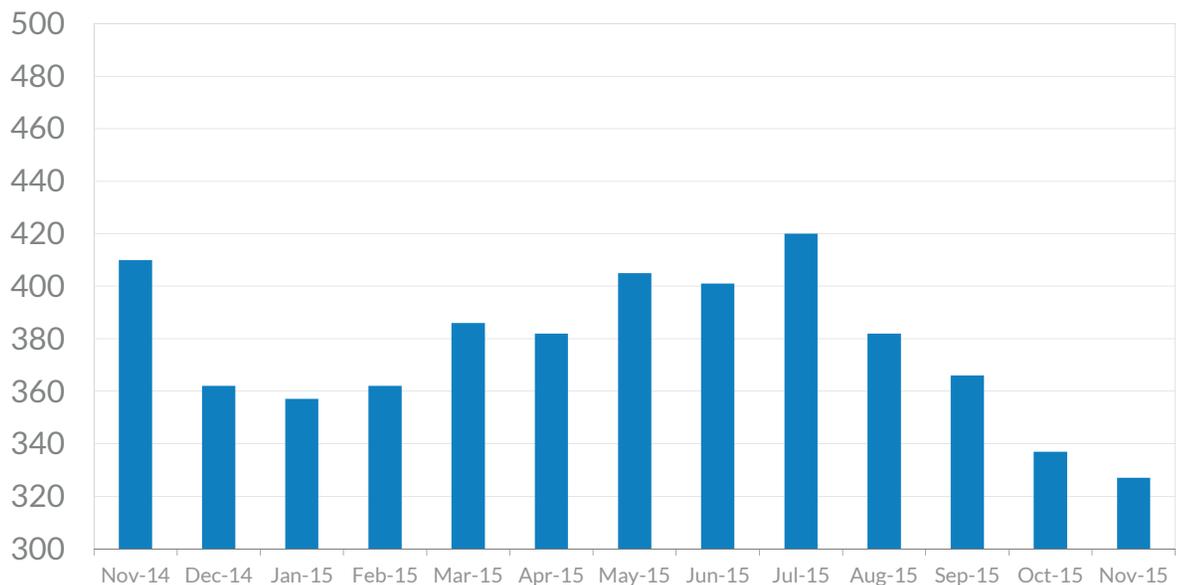
## Detached Homes on Market



## 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	366
October	429	443	337
November	402	410	327
December	396	362	

## Attached Homes on Market



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



## Market Activity

Month	New	Pending	Closed
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	1013
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

## Change from Last Month/Year

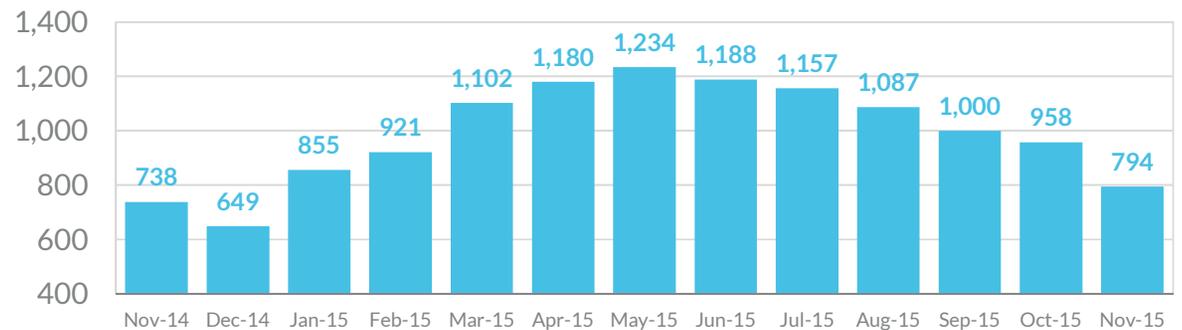
	Nov-15	Oct-15	Nov-14
New	1,031	1,323	980
% Change	-	-22.07%	5.20%
Pending	794	958	738
% Change	-	-17.12%	7.59%
Closed	652	835	601
% Change	-	-21.92%	8.49%

*Closed Sales chart also shows average days on market, indicated by a line. The average days on market for November 2015 detached sales was 62.*

## New Listings



## Pending Sales



## Closed Sales



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



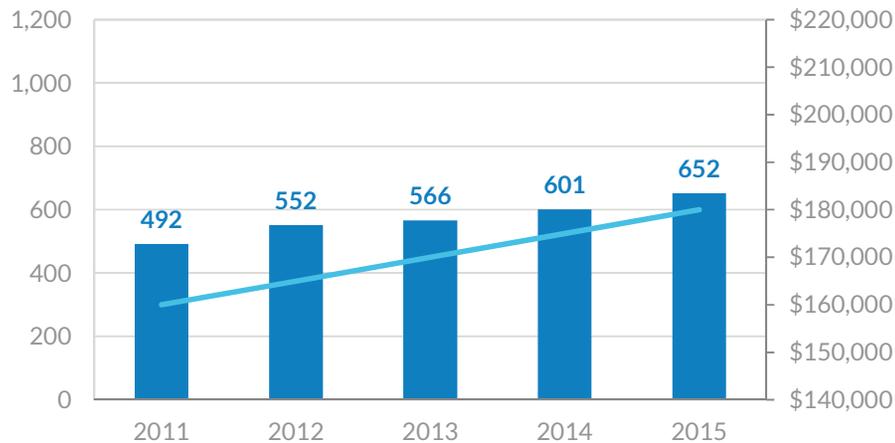
## Single-Family Detached Sales

MLS Area	Area Name	Nov-14	Nov-15
10-121	Albuquerque	401	420
130	Corrales	11	7
140-162	Rio Rancho	106	118
180	Bernalillo	10	14
190	Placitas	8	6
210-293	E. Mountains	31	38
690-760	Valencia Co.	34	49
Total	All	601	652

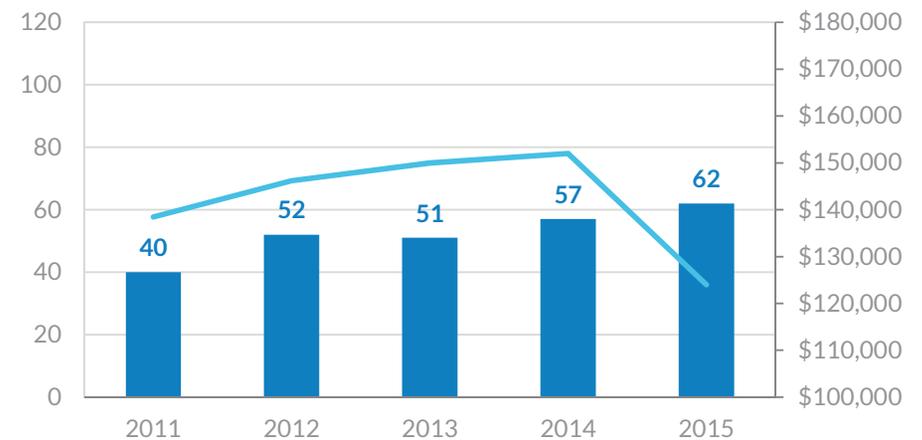
## Condo/Townhome (Attached) Sales

MLS Area	Area Name	Nov-14	Nov-15
10-121	Albuquerque	49	52
130	Corrales	1	0
140-162	Rio Rancho	6	7
180	Bernalillo	0	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	1	3
Total	All	57	62

## Detached Sales & Median Sale Price



## Attached Sales & Median Sale Price

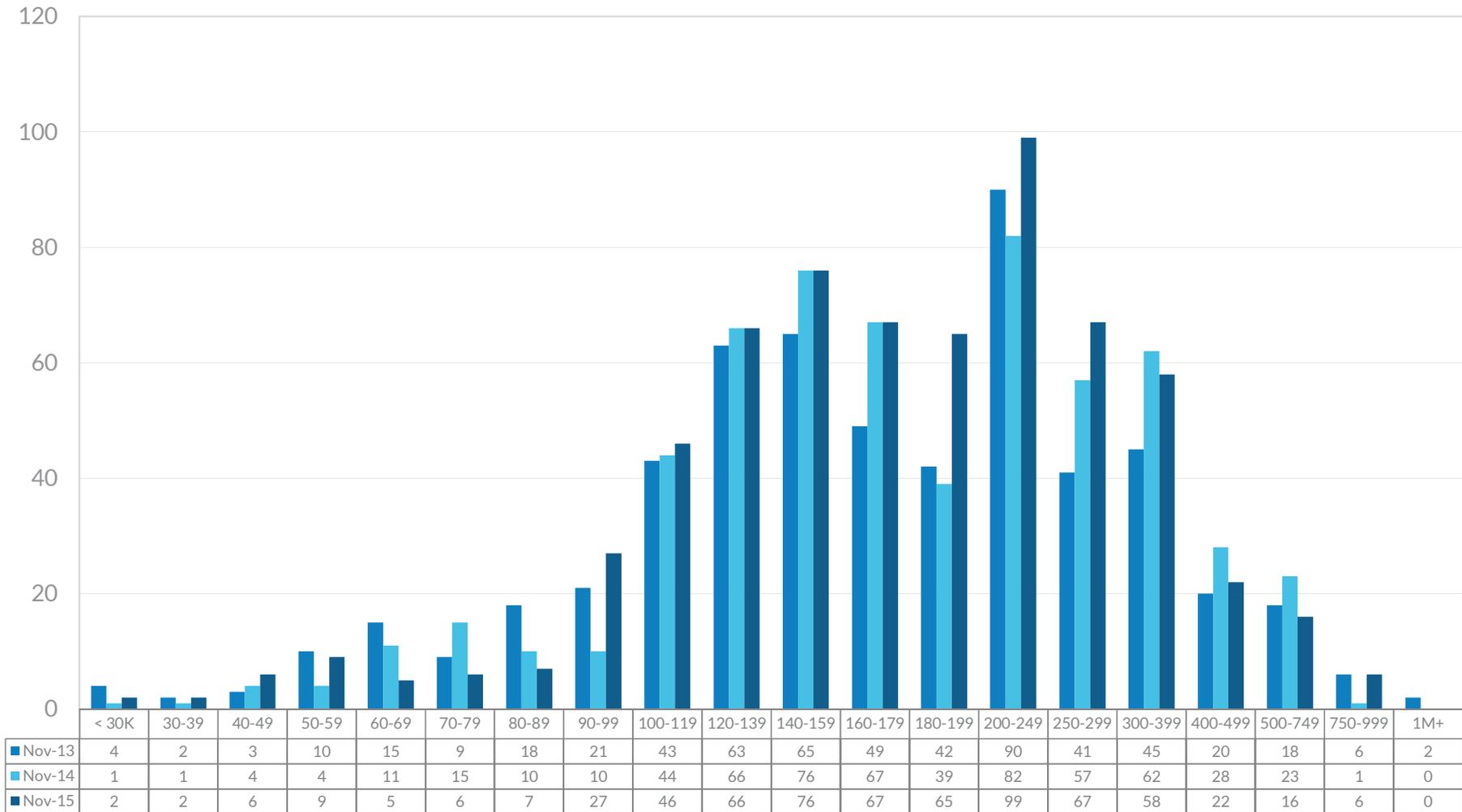


Blue line on charts represents the median sale price for that month  
 MLS Areas 210-293 include East Mountains and Estancia Basin. MLS Areas 690-760 include Belen, Los Lunas, and Bosque Farms.

# Closed Sales by Price *(Detached)*



November historical (in thousands)



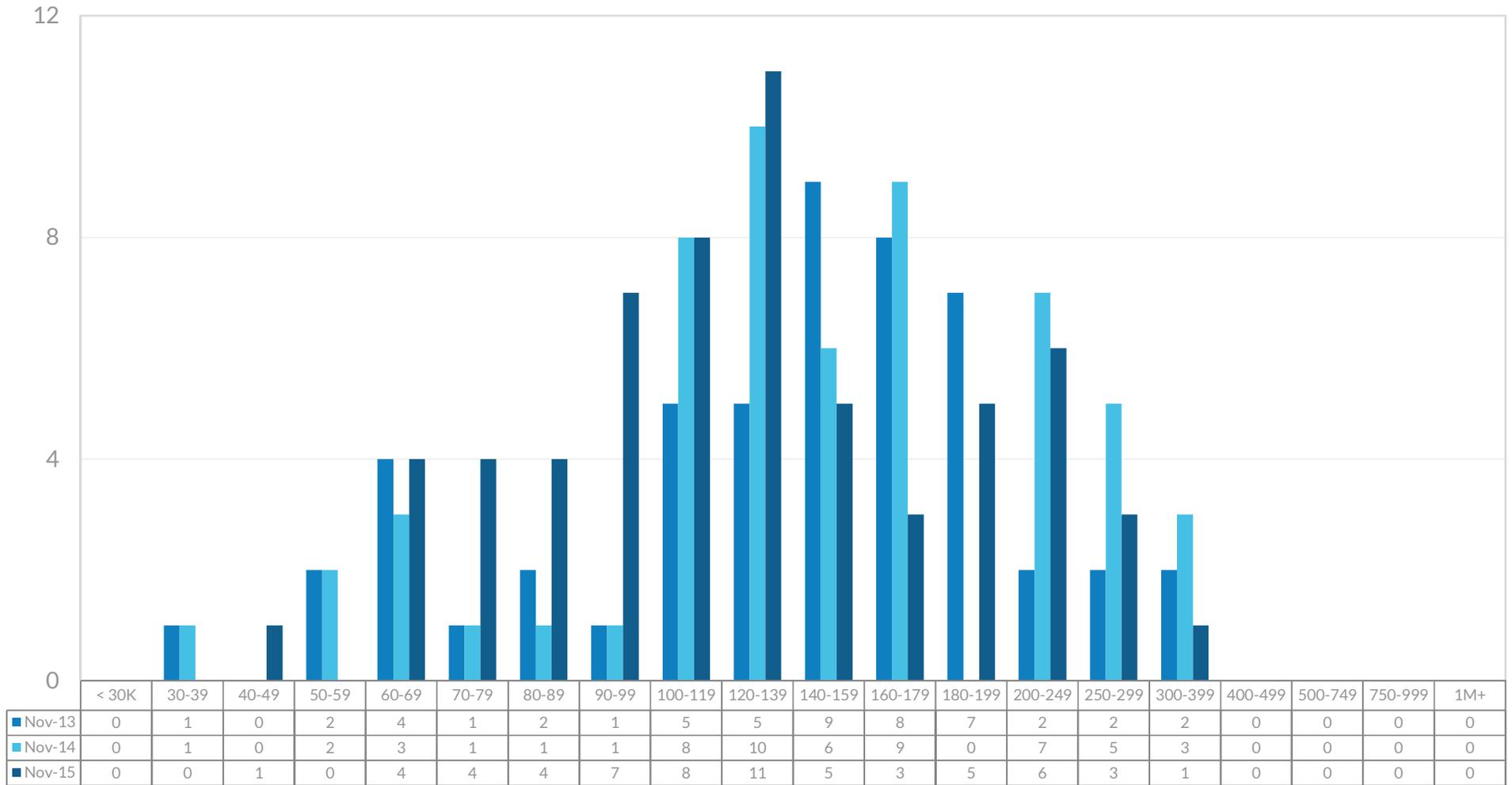
**TOP SELLING PRICE RANGE FOR DETACHED HOMES**

**\$200,000 - \$249,999**

# Closed Sales by Price *(Attached)*



November historical (in thousands)



**TOP SELLING PRICE RANGE FOR ATTACHED HOMES**

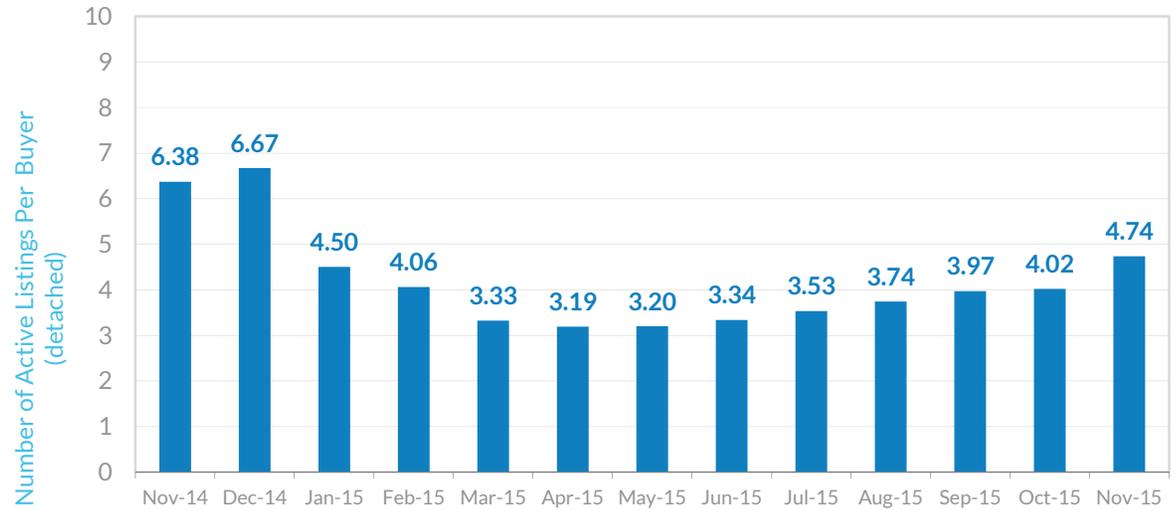
**\$120,000 - \$139,999**

# Market Indicators



## Supply-Demand

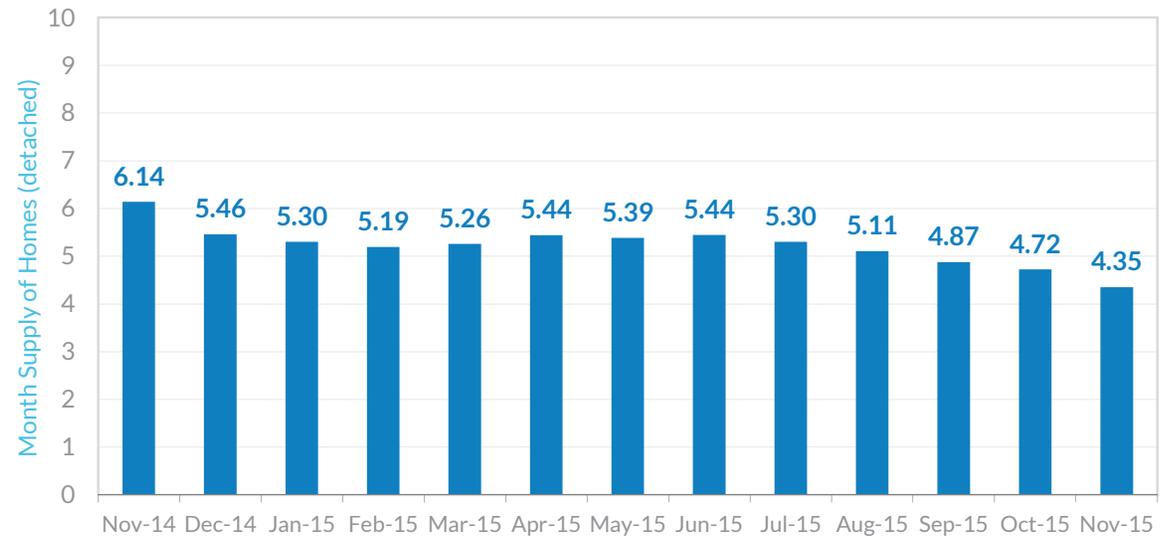
Year	2013	2014	2015
January	3.70	4.99	4.50
February	3.96	4.90	4.06
March	3.32	4.13	3.33
April	2.98	4.27	3.19
May	3.16	4.40	3.20
June	4.45	4.99	3.34
July	4.40	5.01	3.53
August	5.08	5.80	3.74
September	5.95	5.91	3.97
October	6.05	5.95	4.02
November	6.09	6.38	4.74
December	6.73	6.67	



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	



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)*



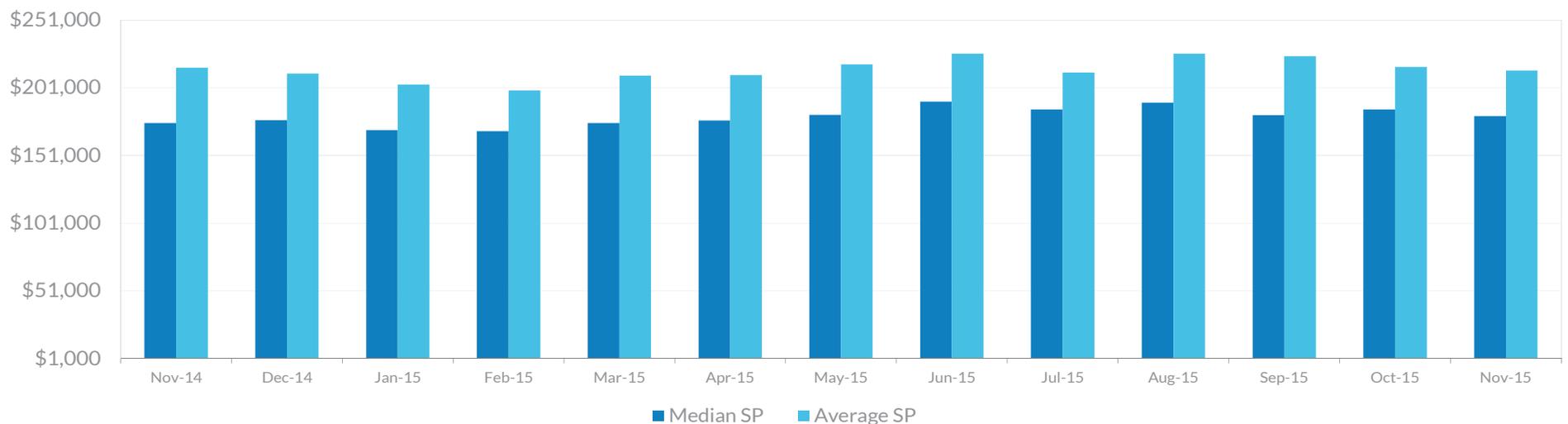
## Median Sale Price

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	

## 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	

## Monthly Sale Price



# Historical Home Prices *(Detached)*



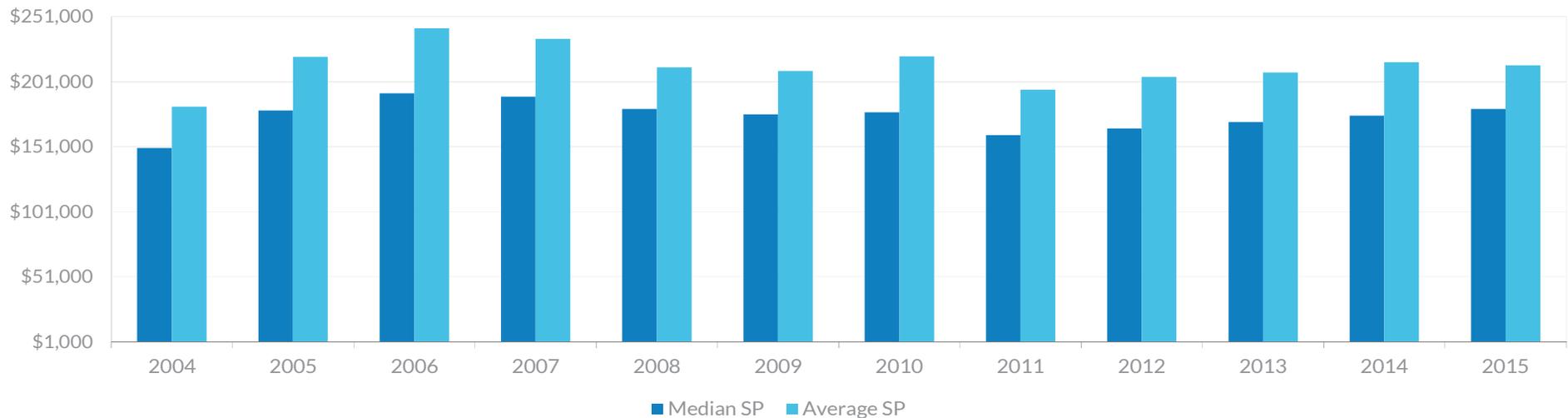
## Median Sale Price (November)

Year	Median Sale Price	% Change From Previous Year
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%
2013	\$170,000	3.03%
2014	\$175,000	2.94%
2015	\$180,000	2.86%

## Average Sale Price (November)

Year	Average Sale Price	% Change From Previous Year
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%
2013	\$207,986	1.63%
2014	\$215,899	3.80%
2015	\$213,686	-1.03%

## 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	2	1	0.15%	87059	62	13	1.99%	87122	105	18	2.76%
87002	108	19	2.91%	87061	2	0	0.00%	87123	138	31	4.75%
87004	41	14	2.15%	87062	2	0	0.00%	87124	270	61	9.36%
87006	1	0	0.00%	87068	21	2	0.31%	87144	270	56	8.59%
87008	20	3	0.46%	87102	44	8	1.23%	88321	1	0	0.00%
87015	90	9	1.38%	87104	43	10	1.53%				
87016	19	1	0.15%	87105	123	26	3.99%				
87023	1	0	0.00%	87106	61	11	1.69%				
87026	2	0	0.00%	87107	115	18	2.76%				
87031	202	28	4.29%	87108	109	12	1.84%				
87032	1	0	0.00%	87109	63	18	2.76%				
87035	19	3	0.46%	87110	130	20	3.07%				
87036	16	0	0.00%	87111	186	44	6.75%				
87042	16	0	0.00%	87112	156	37	5.67%				
87043	77	6	0.92%	87113	48	8	1.23%				
87047	61	8	1.23%	87114	322	50	7.67%				
87048	84	7	1.07%	87120	281	63	9.66%				
87056	4	0	0.00%	87121	170	47	7.21%				

*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		789			91			18,640	
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		649			66			11,317	
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		656			71			9,254	
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		\$138.8			\$10.9			\$1,933.5	
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		\$177,000			\$139,000				
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		\$211,523			\$153,154				
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		3,850			362				
Average Days on Market	Oct	59	66	-10.61%	66	60	10.00%			
	Nov	62	67	-7.46%	64	76	-15.79%	--	--	--
	Dec		71			68				

# 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		511			Dec		141	
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		421			Dec		113	
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		435			Dec		119	
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		\$180,000			Dec		\$167,000	
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		\$214,864			Dec		\$182,744	
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		2,213			Dec		668	
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		65			Dec		80	

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



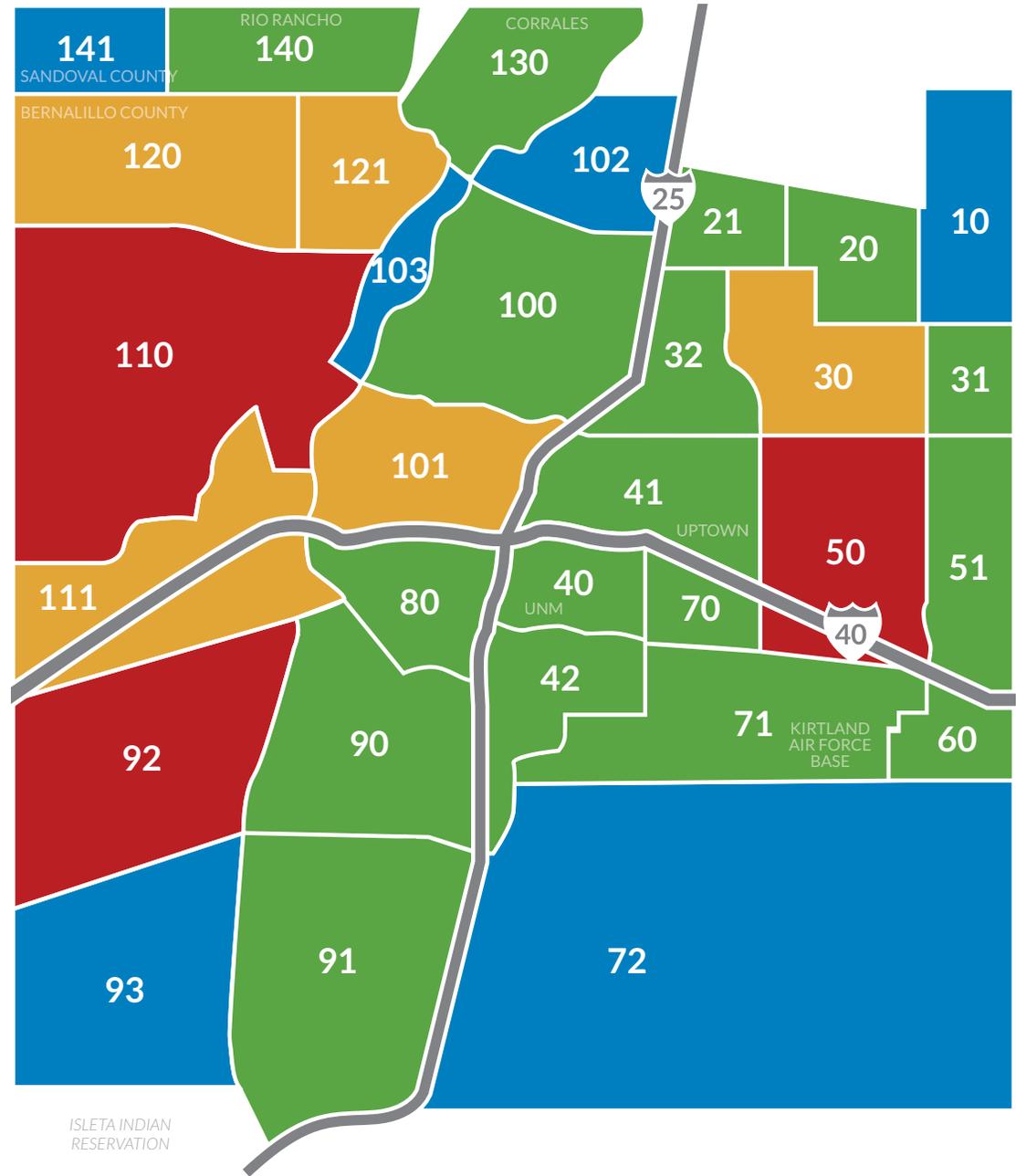
East Mountains & Estancia Basin		(DET) 2015	(DET) 2014	Percent Change	Valencia County		(DET) 2015	(DET) 2014	Percent Change
New Listings	Oct	73	77	-5.19%	New Listings	Oct	80	107	-25.23%
	Nov	62	66	-6.06%		Nov	84	60	40.00%
	Dec		37			Dec		55	
Pending Sales	Oct	43	46	-6.52%	Pending Sales	Oct	57	51	11.76%
	Nov	45	40	12.50%		Nov	47	38	23.68%
	Dec		33			Dec		62	
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		34			Dec		45	
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		\$219,750			Dec		\$110,000	
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		\$237,183			Dec		\$133,043	
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		348			Dec		380	
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		90			Dec		110	

# Albuquerque & Central Bernalillo County



November 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



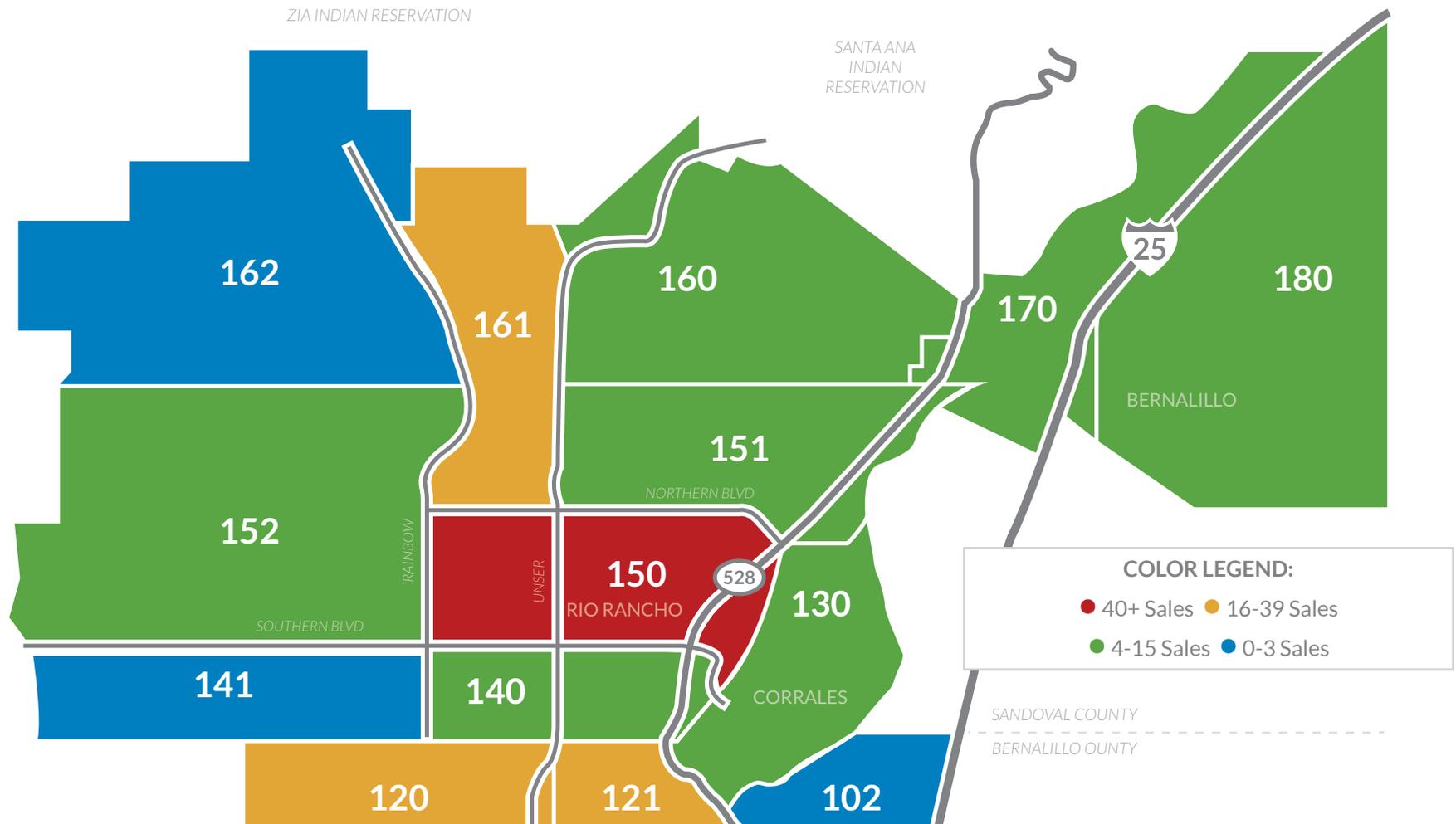
**COLOR LEGEND:** ● 40+ Sales ● 16-39 Sales ● 4-15 Sales ● 0-3 Sales

# Rio Rancho & Southern Sandoval County



November 2015 | MLS Areas

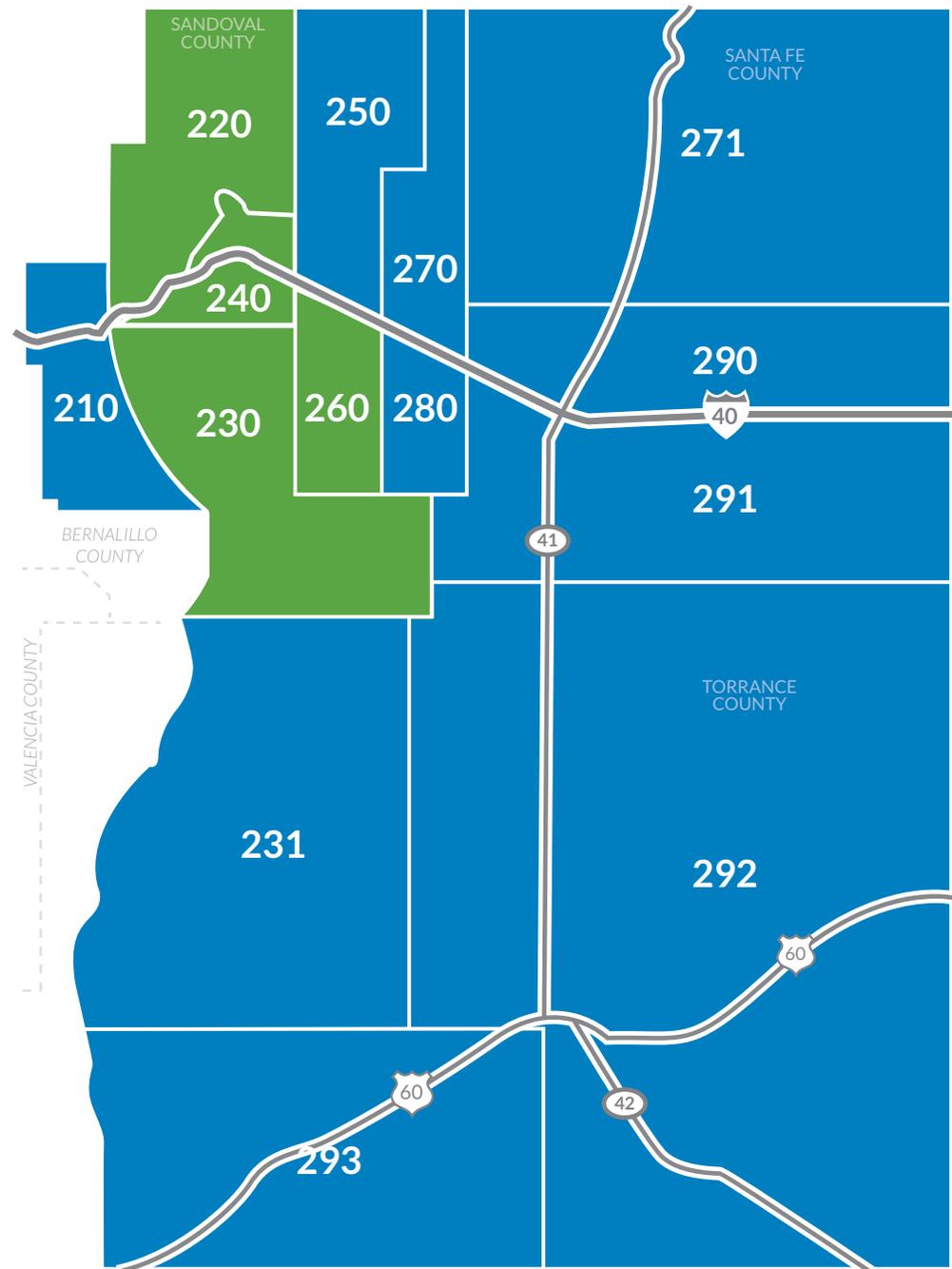
102	Far North Valley	152	Rio Rancho Mid-West
120	Paradise West	160	Rio Rancho North
121	Paradise East	161	Rio Rancho Central
130	Corrales	162	Rio Rancho Northwest
140	Rio Rancho South	170	Bernalillo/Algodones
141	Rio Rancho Southwest	180	Placitas Area
150	Rio Rancho Mid	190	San Ysidro/Jemez Springs
151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



# East Mountain Area & Estancia Basin

November 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

November 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

