

# MONTHLY MARKET REPORT

## Oct. 2015



### OCTOBER AT A GLANCE \*

<i>Active Listings</i>	<i>Pending sales</i>	<i>Closed sales</i>
<b>3,763</b>	<b>958</b>	<b>835</b>
-20.02% from last year	+15.28% from last year	+10.16% from last year
<i>Average Sale Price</i>		<i>Median Sale Price</i>
<b>\$216,252</b>		<b>\$185,000</b>
+1.57% from last year		+5.71% from last year

### CONTACT

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2015 GAAR President

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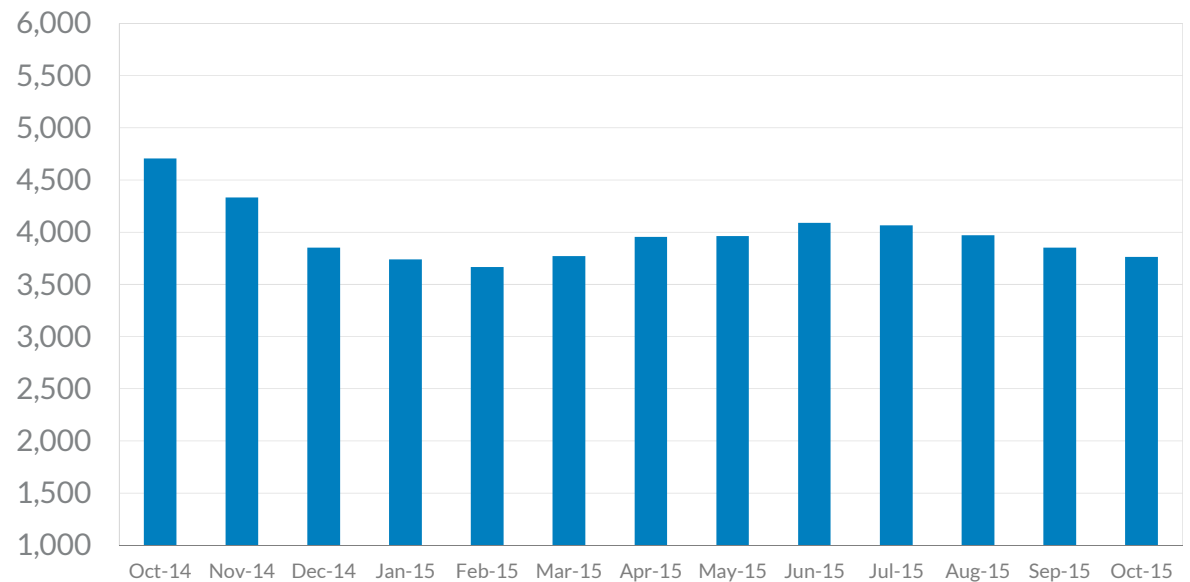
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*\* Data shown in "at a glance" section is for single-family detached homes.*

## 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	
December	3,836	3,850	

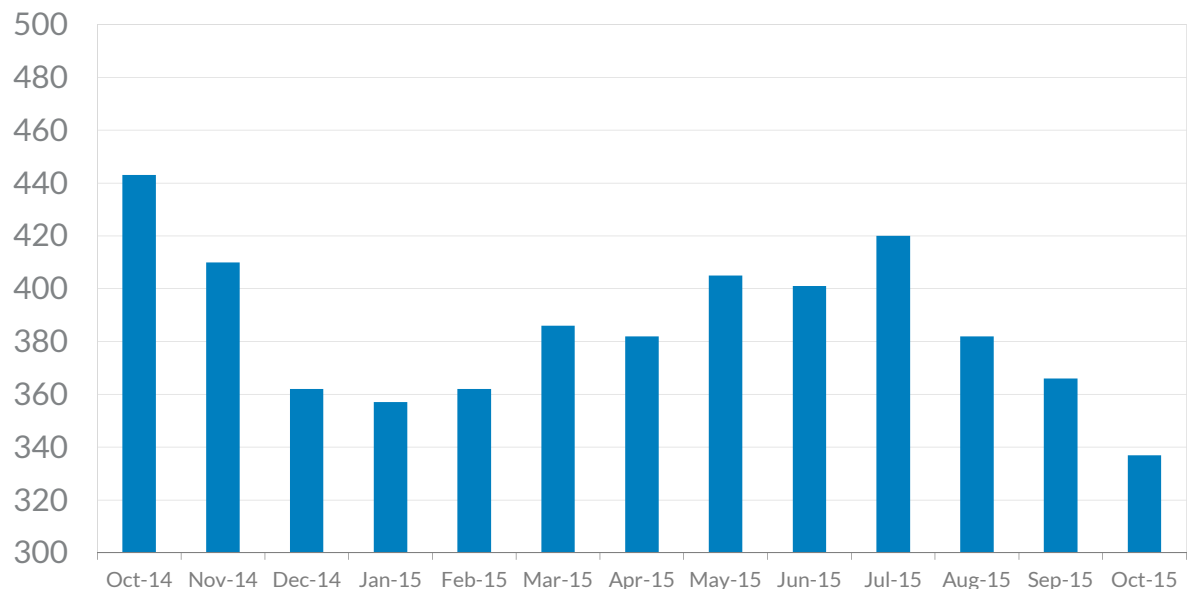
## Detached Homes on Market



## 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	
December	396	362	

## Attached Homes on Market



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



## Market Activity

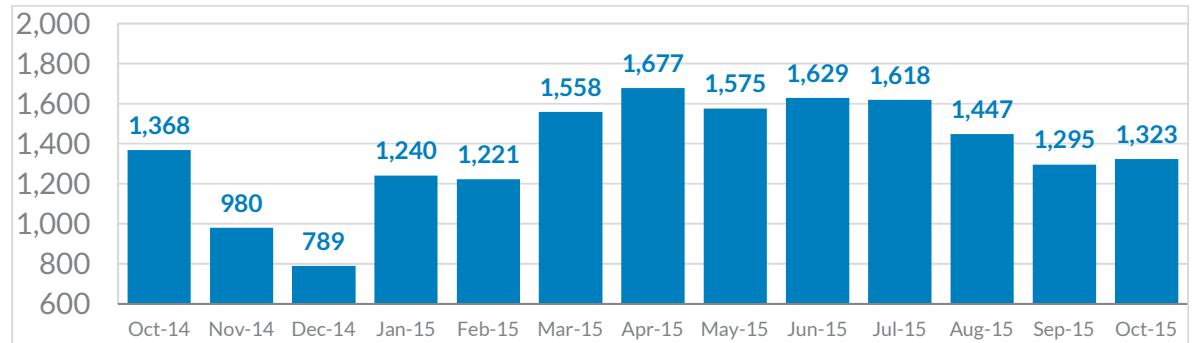
Month	New	Pending	Closed
Oct-14	1,368	831	758
Nov-14	980	738	601
Dec-14	789	649	656
Jan-15	1,240	855	537
Feb-15	1,221	921	554
Mar-15	1,558	1,102	827
Apr-15	1,677	1,180	844
May-15	1,575	1,234	903
Jun-15	1,629	1,188	984
Jul-15	1,618	1,157	1,013
Aug-15	1,447	1,087	948
Sep-15	1,295	1,000	886
Oct-15	1,323	958	835

## Change from Last Month/Year

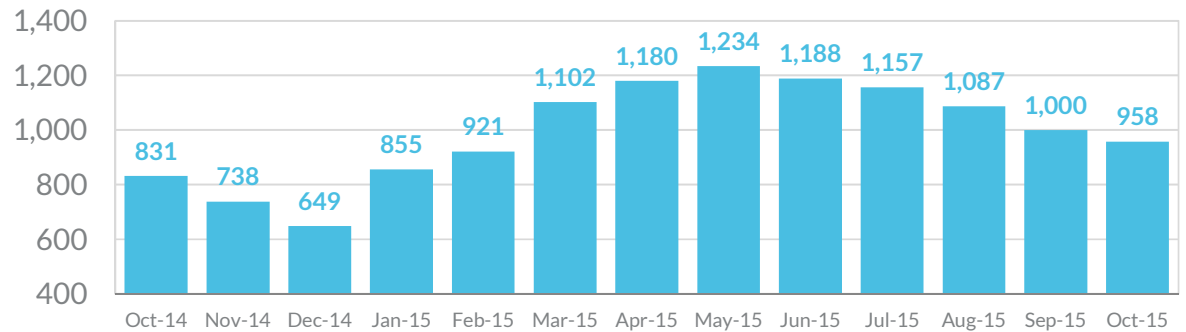
	Oct-15	Sep-15	Oct-14
New	1,323	1,295	1,368
% Change	-	2.16%	-3.29%
Pending	958	1,000	831
% Change	-	-4.20%	15.28%
Closed	835	886	758
% Change	-	-5.76%	10.16%

*Closed Sales chart also shows average days on market, indicated by a line. The average days on market for October 2015 detached sales was 59.*

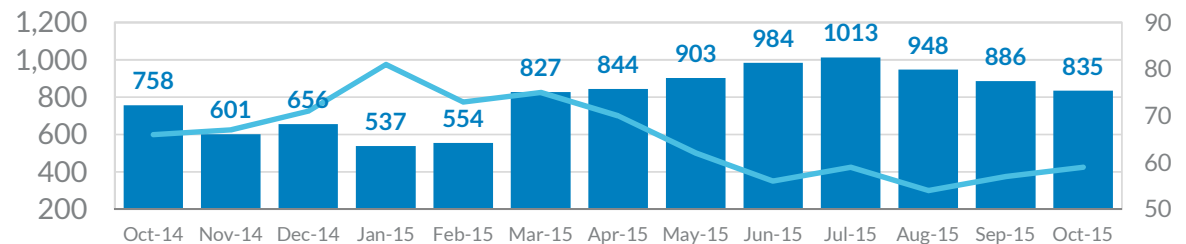
## New Listings



## Pending Sales



## Closed Sales



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



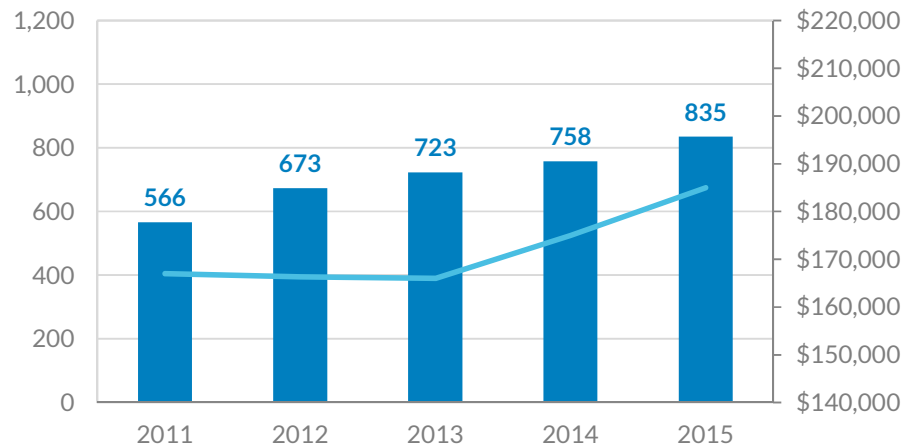
## Single-Family Detached Sales

MLS Area	Area Name	Oct-14	Oct-15
10-121	Albuquerque	523	571
130	Corrales	14	11
140-162	Rio Rancho	119	144
180	Bernalillo	8	7
190	Placitas	11	8
210-293	E. Mountains	38	44
690-760	Valencia Co.	45	50
Total	All	758	835

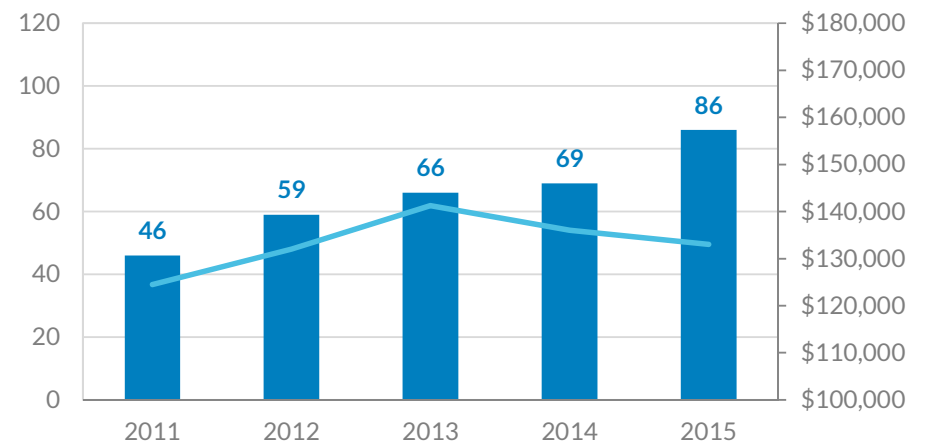
## Condo/Townhome (Attached) Sales

MLS Area	Area Name	Oct-14	Oct-15
10-121	Albuquerque	65	68
130	Corrales	0	0
140-162	Rio Rancho	4	12
180	Bernalillo	0	1
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	0	5
Total	All	69	86

## Detached Sales & Median Sale Price



## Attached Sales & Median Sale Price

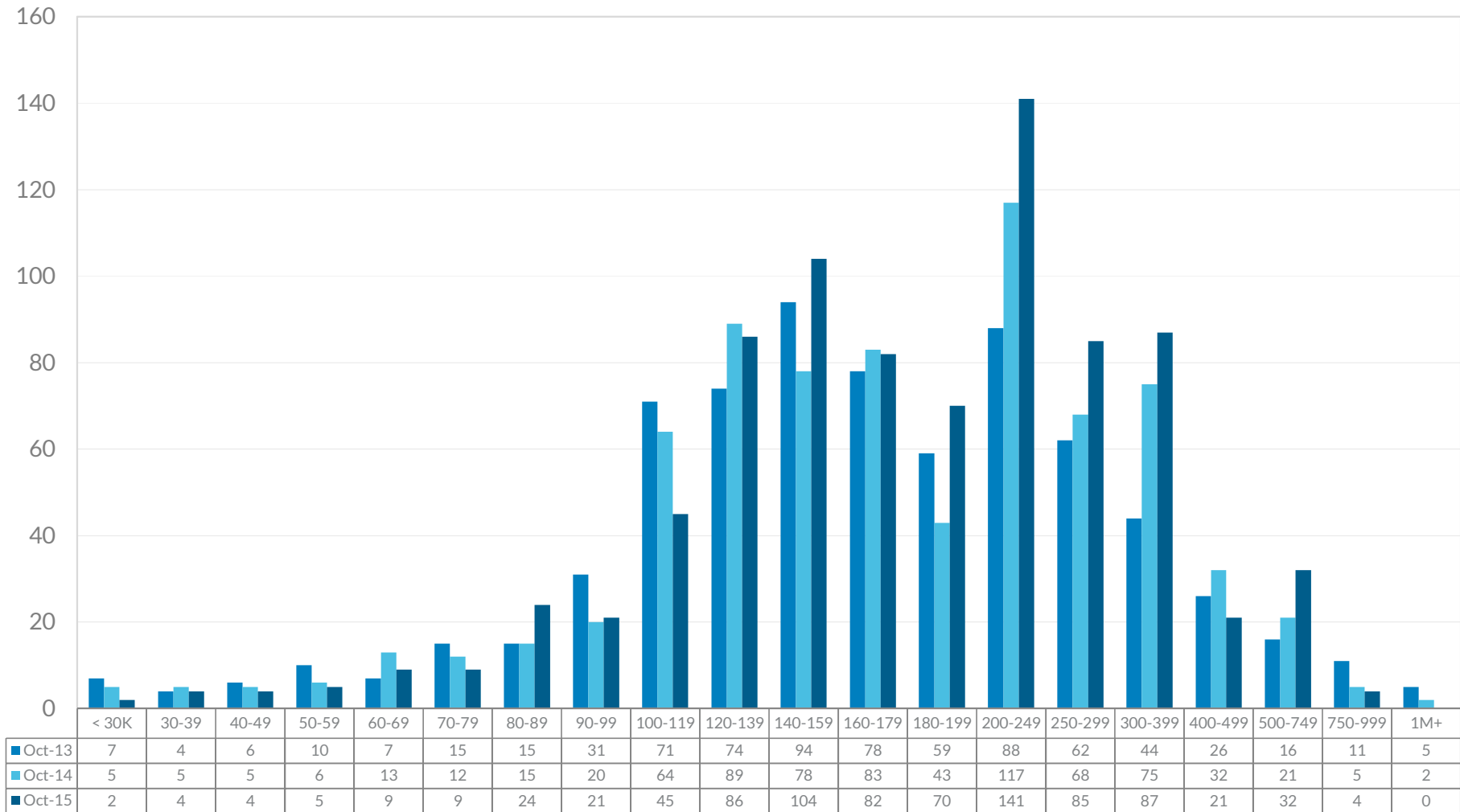


Blue line on charts represents the median sale price for that month  
 MLS Areas 210-293 include East Mountains and Estancia Basin. MLS Areas 690-760 include Belen, Los Lunas, and Bosque Farms.

# Closed Sales by Price *(Detached)*



October historical (in thousands)



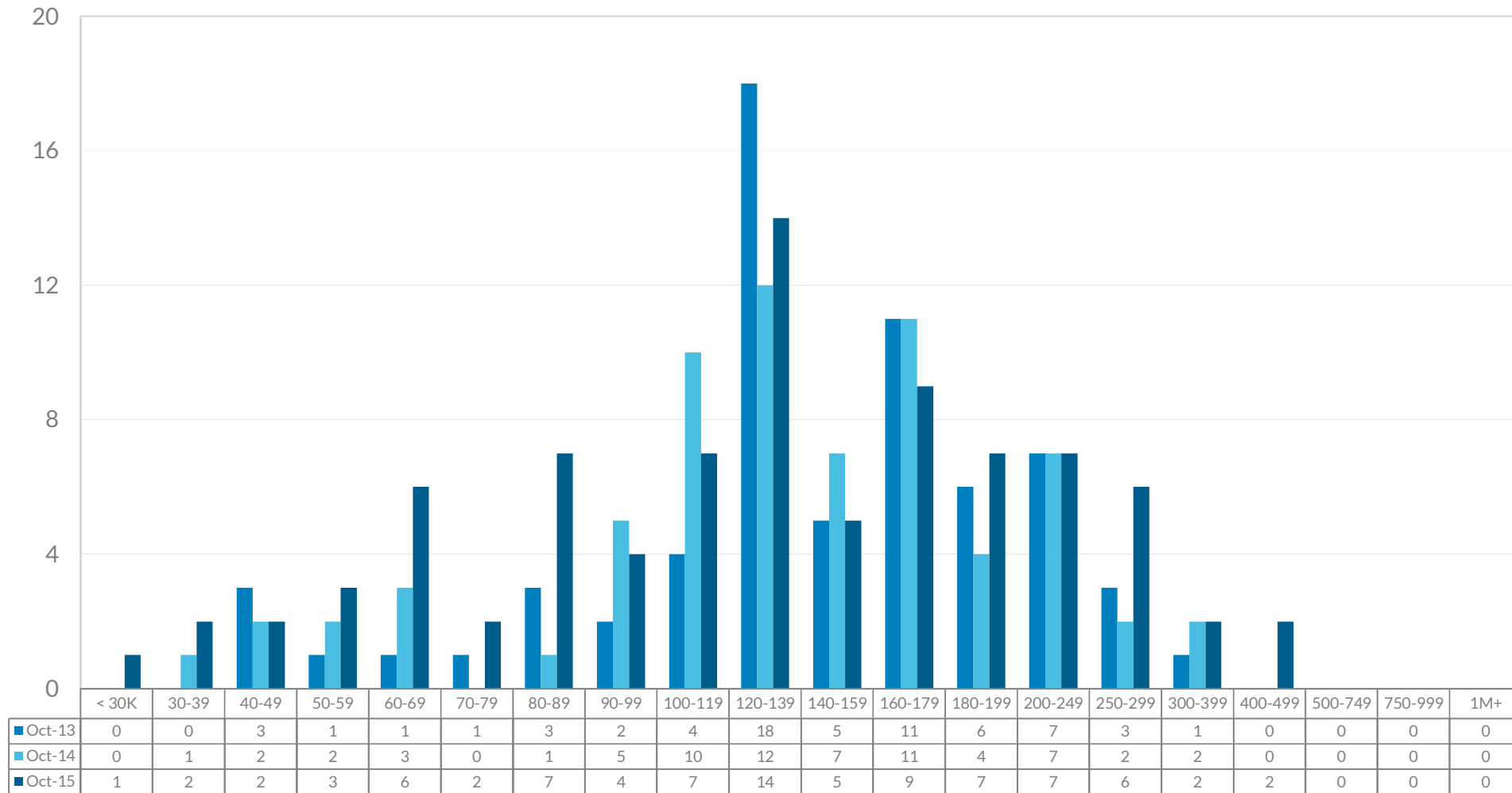
**TOP SELLING PRICE RANGE FOR DETACHED HOMES**

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

# Closed Sales by Price *(Attached)*



October historical (in thousands)

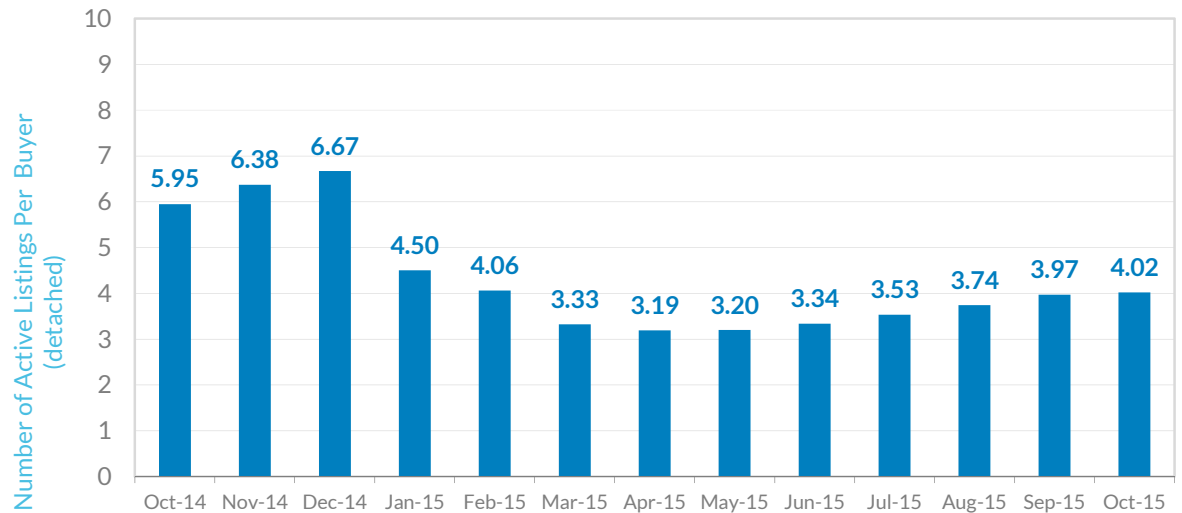


**TOP SELLING PRICE RANGE FOR ATTACHED HOMES**

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

## Supply-Demand

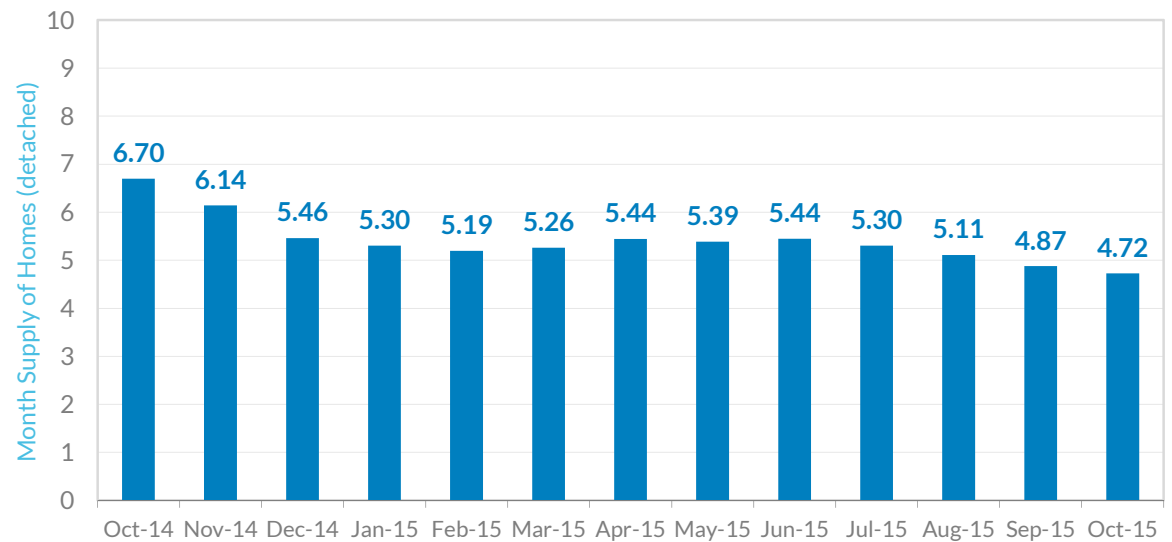
Year	2013	2014	2015
January	3.70	4.99	4.50
February	3.96	4.90	4.06
March	3.32	4.13	3.33
April	2.98	4.27	3.19
May	3.16	4.40	3.20
June	4.45	4.99	3.34
July	4.40	5.01	3.53
August	5.08	5.80	3.74
September	5.95	5.91	3.97
October	6.05	5.95	4.02
November	6.09	6.38	
December	6.73	6.67	



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	
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)*



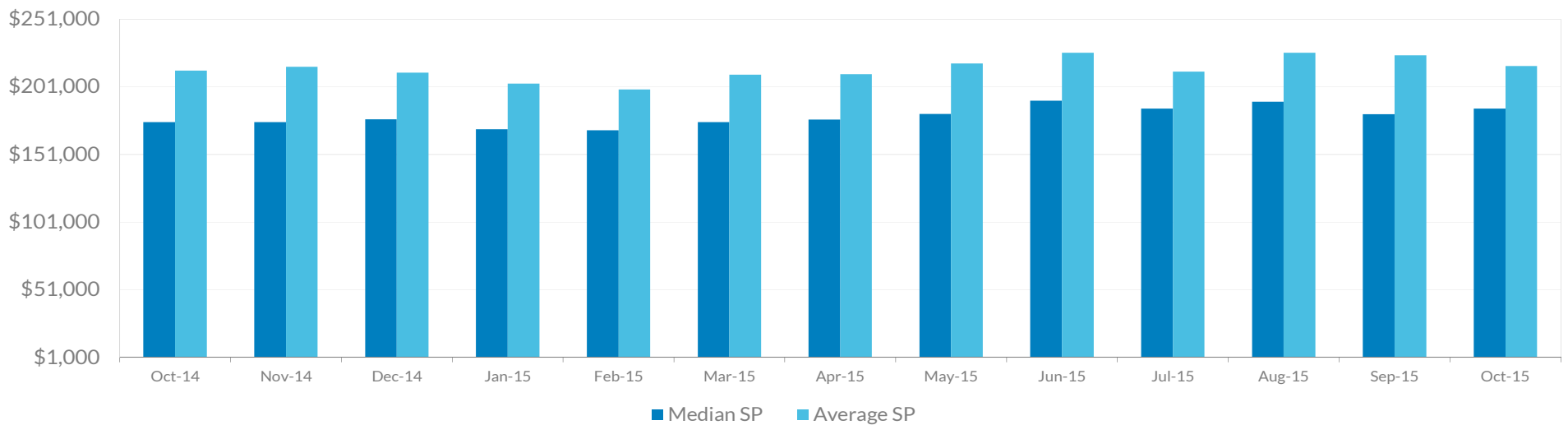
## Median Sale Price

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	
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	
December	\$219,909	\$211,523	

## Monthly Sale Price





# Historical Home Prices *(Detached)*



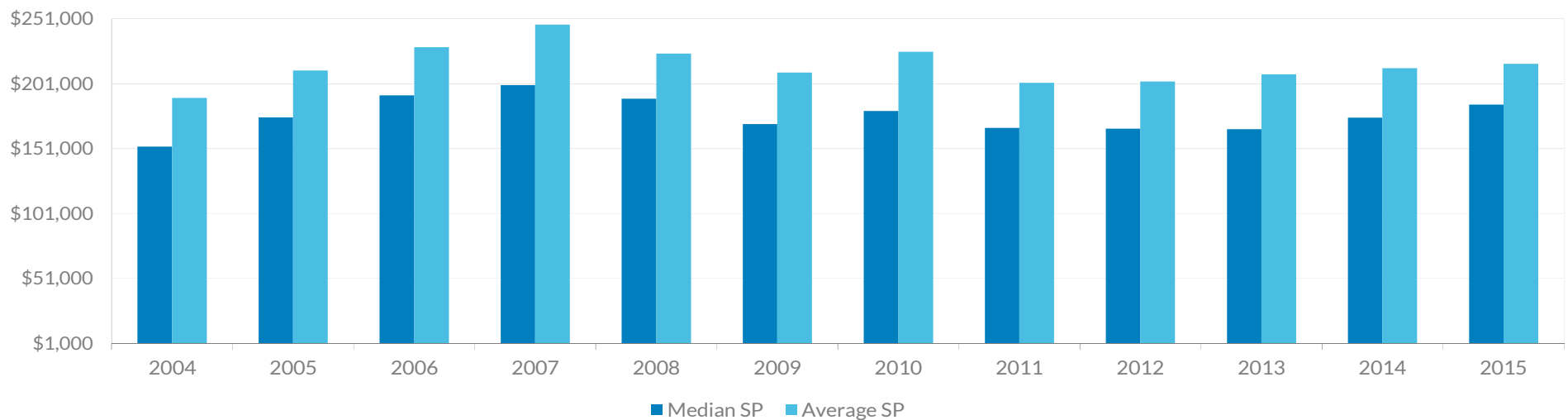
## Median Sale Price (October)

Year	Median Sale Price	% Change From Previous Year
2004	\$152,500	12.71%
2005	\$175,200	14.89%
2006	\$192,000	9.59%
2007	\$200,000	4.17%
2008	\$189,417	-5.29%
2009	\$170,000	-10.25%
2010	\$180,000	5.88%
2011	\$167,000	-7.22%
2012	\$166,300	-0.42%
2013	\$166,000	-0.18%
2014	\$175,000	5.42%
2015	\$185,000	5.71%

## Average Sale Price (October)

Year	Average Sale Price	% Change From Previous Year
2004	\$190,242	14.78%
2005	\$211,330	11.08%
2006	\$229,163	8.44%
2007	\$246,522	7.57%
2008	\$224,270	-9.03%
2009	\$209,614	-6.53%
2010	\$225,666	7.66%
2011	\$201,874	-10.54%
2012	\$202,827	0.47%
2013	\$208,152	2.63%
2014	\$212,905	2.28%
2015	\$216,252	1.57%

## 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	0	0.00%	87061	2	0	0.00%	87122	119	26	3.11%
87002	125	13	1.56%	87062	3	0	0.00%	87123	160	26	3.11%
87004	51	7	0.84%	87063	2	0	0.00%	87124	285	80	9.58%
87006	1	0	0.00%	87068	22	3	0.36%	87144	296	64	7.66%
87008	23	4	0.48%	87102	49	14	1.68%	88321	1	0	0.00%
87015	92	17	2.04%	87104	46	10	1.20%				
87016	18	0	0.00%	87105	105	18	2.16%				
87026	2	0	0.00%	87106	79	23	2.75%				
87031	205	32	3.83%	87107	128	19	2.28%				
87032	1	0	0.00%	87108	115	18	2.16%				
87035	20	0	0.00%	87109	68	24	2.87%				
87036	18	0	0.00%	87110	144	35	4.19%				
87042	18	2	0.24%	87111	206	60	7.19%				
87043	90	8	0.96%	87112	150	40	4.79%				
87047	60	8	0.96%	87113	47	16	1.92%				
87048	92	11	1.32%	87114	347	91	10.90%				
87056	5	0	0.00%	87120	301	76	9.10%				
87059	67	14	1.68%	87121	198	76	9.10%				

*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		980			94			17,760	
	Dec		789			91			18,640	
Pending Sales	Oct	958	831	15.28%	103	75	37.33%	11,641	9,783	18.99%
	Nov		738			81			10,602	
	Dec		649			66			11,317	
Closed Sales	Oct	835	758	10.16%	86	69	24.64%	9,119	7,869	15.89%
	Nov		601			57			8,527	
	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		\$129.8			\$9.2			\$1,783.8	
	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		\$175,000			\$152,000			--	--
	Dec		\$177,000			\$139,000			--	--
Average Sales Price	Oct	\$216,252	\$212,905	1.57%	\$148,833	\$145,206	2.50%	--	--	--
	Nov		\$215,899			\$161,952			--	--
	Dec		\$211,523			\$153,154			--	--
Total Active Listings Available	Oct	3,763	4,705	-20.02%	337	443	-23.93%	--	--	--
	Nov		4,331			410			--	--
	Dec		3,850			362			--	--
Average Days on Market	Oct	59	66	-10.61%	66	60	10.00%	--	--	--
	Nov		67			76			--	--
	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		642			Nov		174	
	Dec		511			Dec		141	
Pending Sales	Oct	616	549	12.20%	Pending Sales	Oct	205	155	32.26%
	Nov		495			Nov		141	
	Dec		421			Dec		113	
Closed Sales	Oct	571	523	9.18%	Closed Sales	Oct	144	119	21.01%
	Nov		401			Nov		106	
	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		\$175,000			Nov		\$167,250	
	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		\$219,940			Nov		\$193,109	
	Dec		\$214,864			Dec		\$182,744	
Total Active	Oct	2,262	2,740	-17.45%	Total Active	Oct	580	785	-26.11%
	Nov		2,503			Nov		734	
	Dec		2,213			Dec		668	
Average Days on Market	Oct	54	60	-10.00%	Average Days on Market	Oct	61	55	10.91%
	Nov		60			Nov		66	
	Dec		65			Dec		80	

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



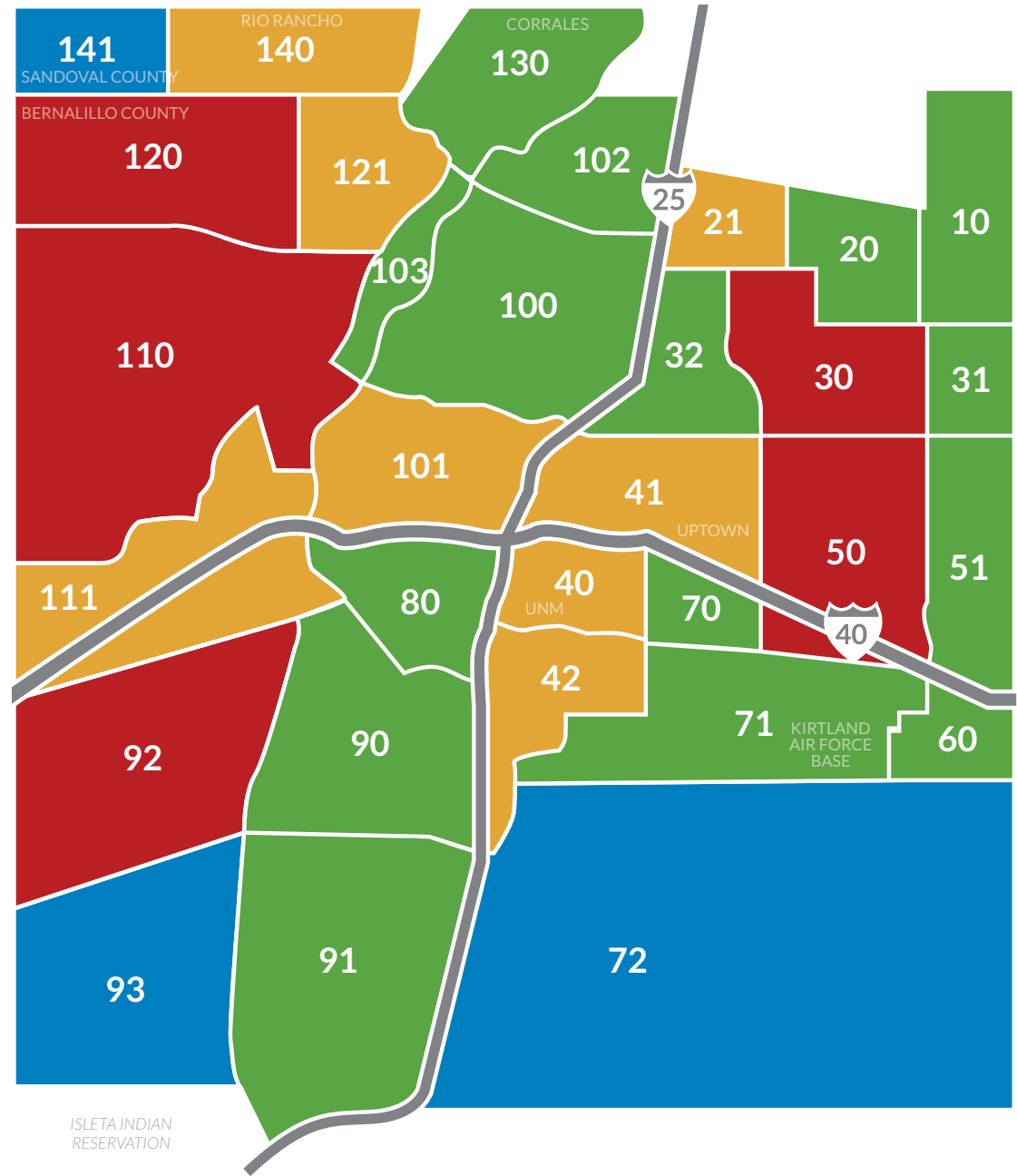
East Mountains & Estancia Basin		(DET) 2015	(DET) 2014	Percent Change	Valencia County		(DET) 2015	(DET) 2014	Percent Change
New Listings	Oct	73	77	-5.19%	New Listings	Oct	80	107	-25.23%
	Nov		66			Nov		60	
	Dec		37			Dec		55	
Pending Sales	Oct	43	46	-6.52%	Pending Sales	Oct	57	51	11.76%
	Nov		40			Nov		38	
	Dec		33			Dec		62	
Closed Sales	Oct	44	38	15.79%	Closed Sales	Oct	50	45	11.11%
	Nov		31			Nov		34	
	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		\$192,500			Nov		\$148,000	
	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		\$209,513			Nov		\$150,809	
	Dec		\$237,183			Dec		\$133,043	
Total Active	Oct	310	431	-28.07%	Total Active	Oct	375	451	-16.85%
	Nov		400			Nov		425	
	Dec		348			Dec		380	
Average Days on Market	Oct	102	132	-22.73%	Average Days on Market	Oct	67	89	-24.72%
	Nov		82			Nov		111	
	Dec		90			Dec		110	

# Albuquerque & Central Bernalillo County



October 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



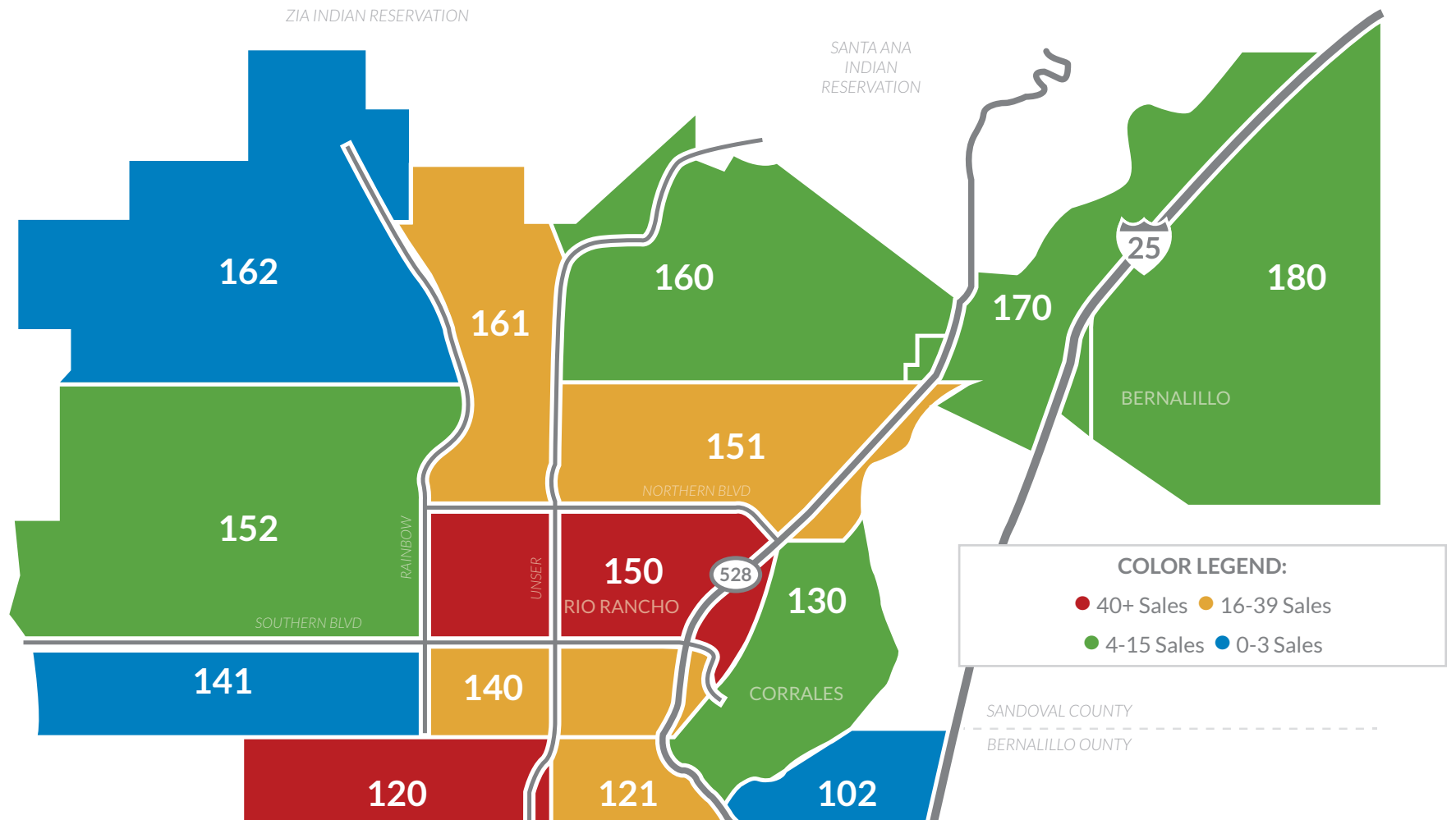
**COLOR LEGEND:** ● 40+ Sales ● 16-39 Sales ● 4-15 Sales ● 0-3 Sales

# Rio Rancho & Southern Sandoval County



October 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



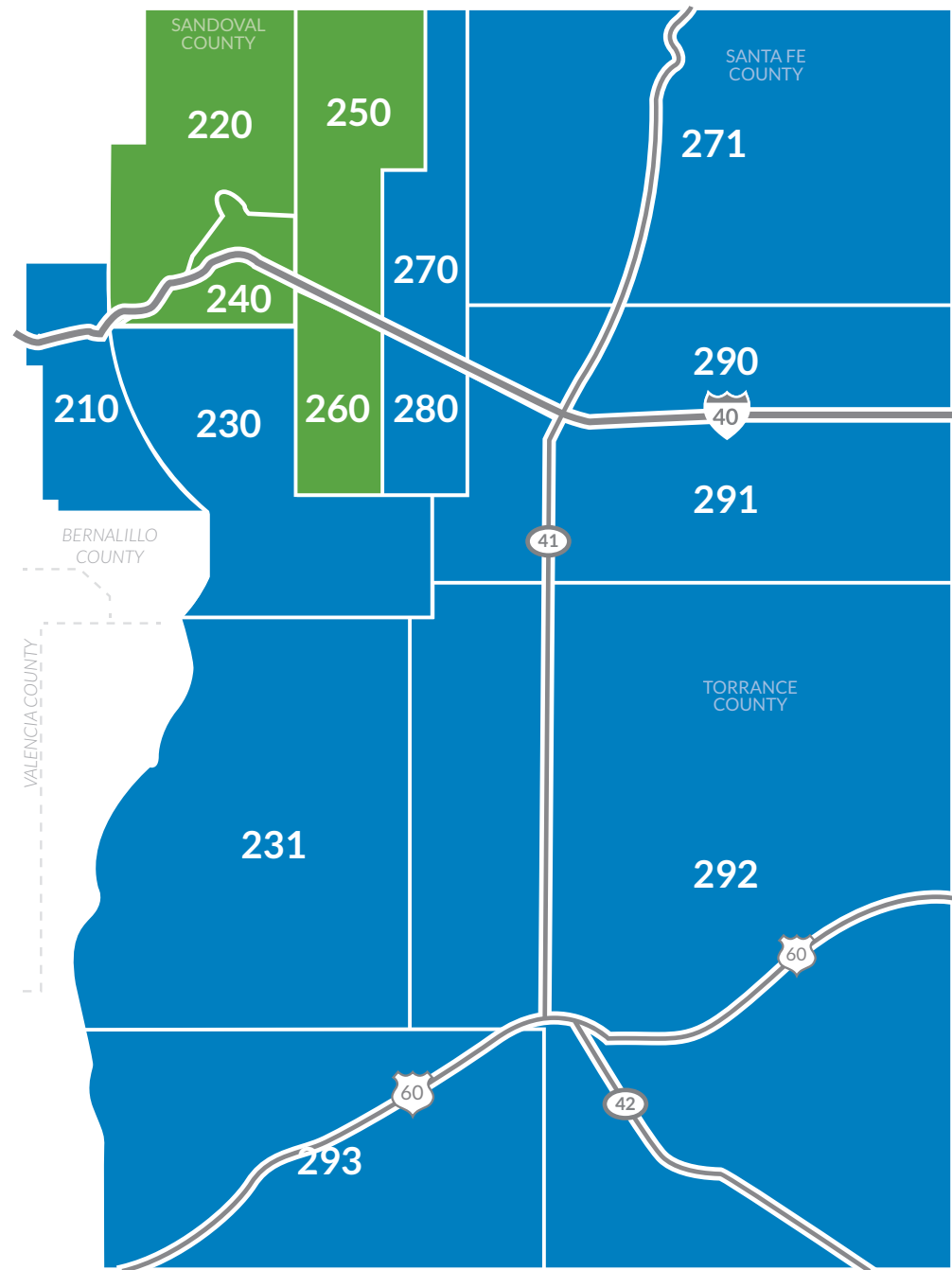
# East Mountain Area & Estancia Basin

October 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

October 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

