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## Monthly Highlights

- August single-family detached homes experienced the 2nd highest sales month in 2012, with 731 sales, up 13.16% from the same time last year.
  - New listings entering the market were at 1,368, the highest since June 2011.
- August 2012 was the third consecutive month that
- Pending sales of single-family detached homes exceeded 1,000.

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## Contact

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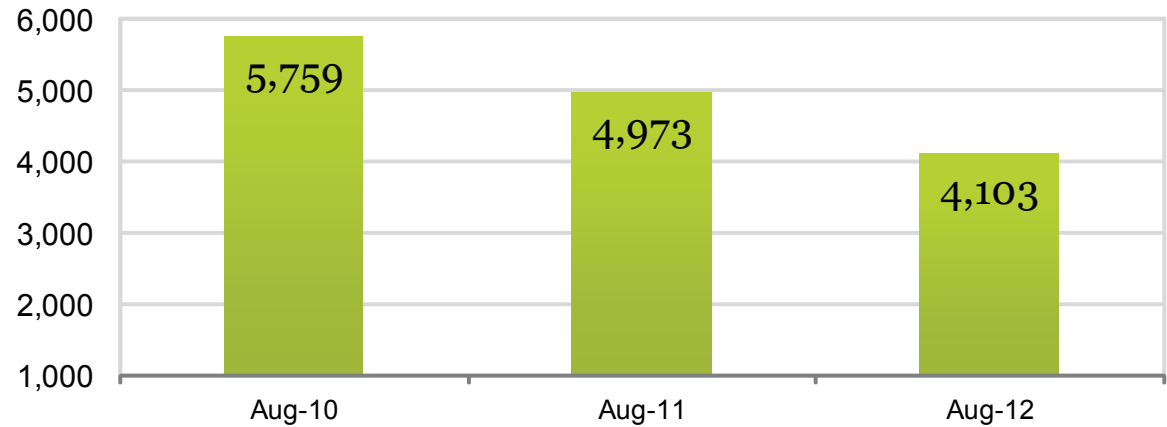
Email [president@gaar.com](mailto:president@gaar.com)

# 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	
October	5,481	4,469	
November	5,110	4,156	
December	4,794	3,780	

## Detached homes on market

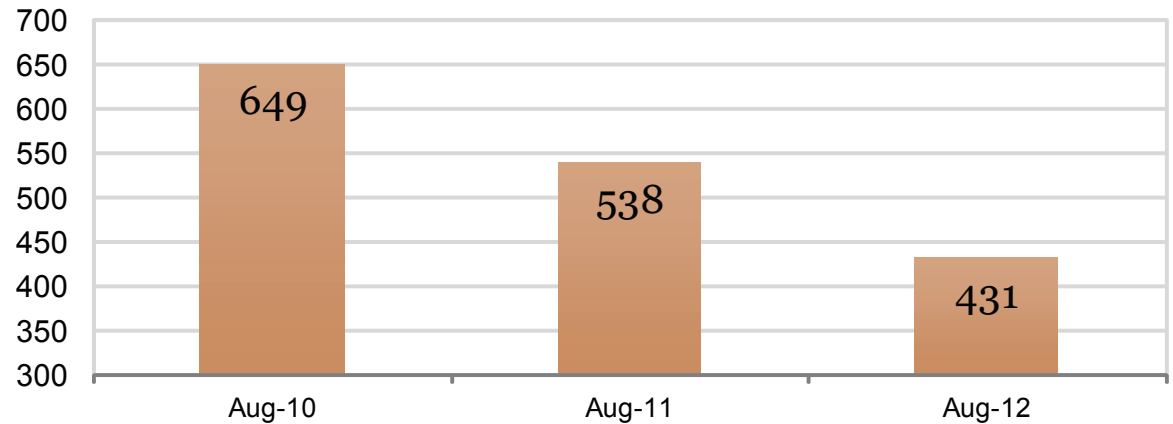


Detached represents existing single-family detached homes

## 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	
October	618	508	
November	574	487	
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)

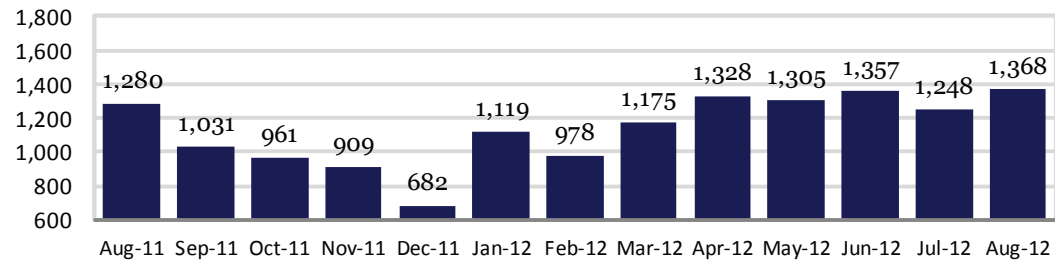
## Market Activity

Month	New	Pending	Closed
Aug-11	1,280	878	646
Sep-11	1,031	809	517
Oct-11	961	785	566
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

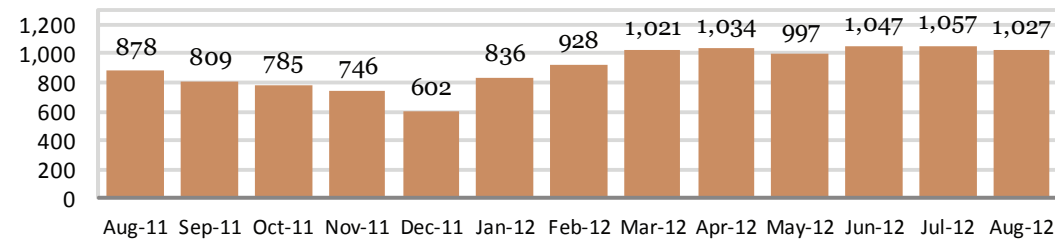
## Change from last month/year

	Aug-12	Jul-12	Aug-11
New	1,368	1,248	1,280
% Change	-	<b>9.62%</b>	<b>6.88%</b>
Pending	1,027	1,057	878
% Change	-	<b>-2.84%</b>	<b>16.97%</b>
Closed	731	719	646
% Change	-	<b>1.67%</b>	<b>13.16%</b>

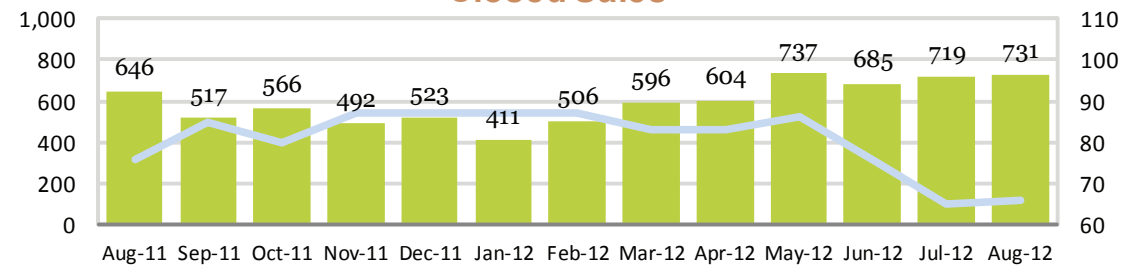
## New Listings



## Pending Sales



## Closed Sales



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

Data is for single-family detached homes

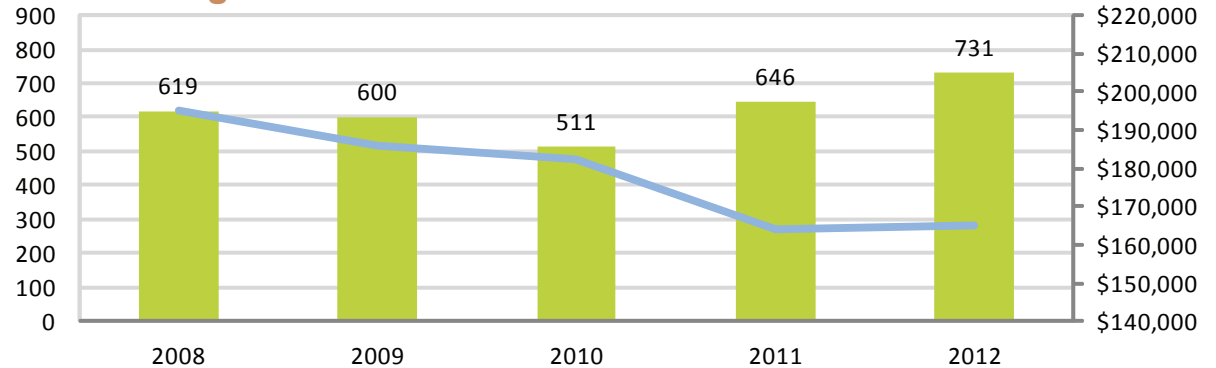
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# Homes Sales by Market Area

## Single-family detached sales

MLS Area	Area Name	Aug-11	Aug-12
10-121	Albuquerque	440	516
130	Corrales	10	9
140-162	Rio Rancho	113	116
180	Bernalillo	5	5
190	Placitas	3	7
210-293	E. Mountains	31	38
690-760	Valencia Co.	44	40
Total	All	646	731

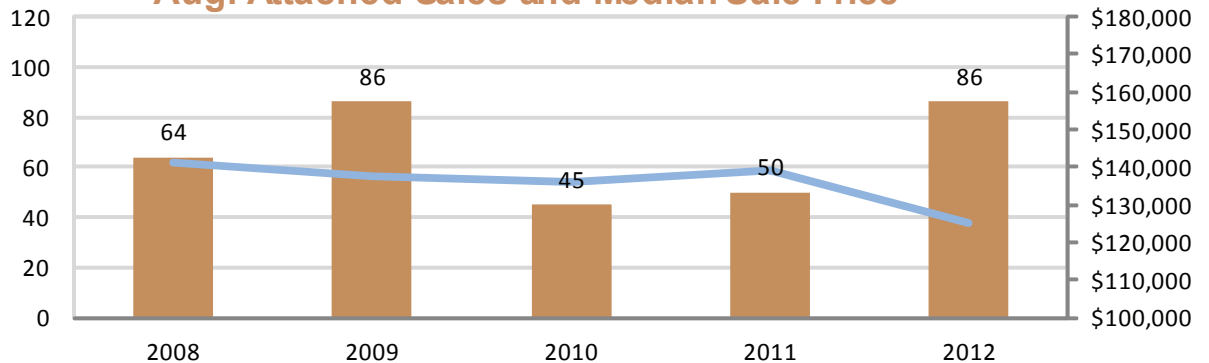
## Aug. Detached Sales and Median Sale Price



## Condo/townhome (attached) sales

MLS Area	Area Name	Aug-11	Aug-12
10-121	Albuquerque	45	79
130	Corrales	0	0
140-162	Rio Rancho	4	4
180	Bernalillo	0	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	1	3
Total	All	50	86

## Aug. Attached Sales and Median Sale Price



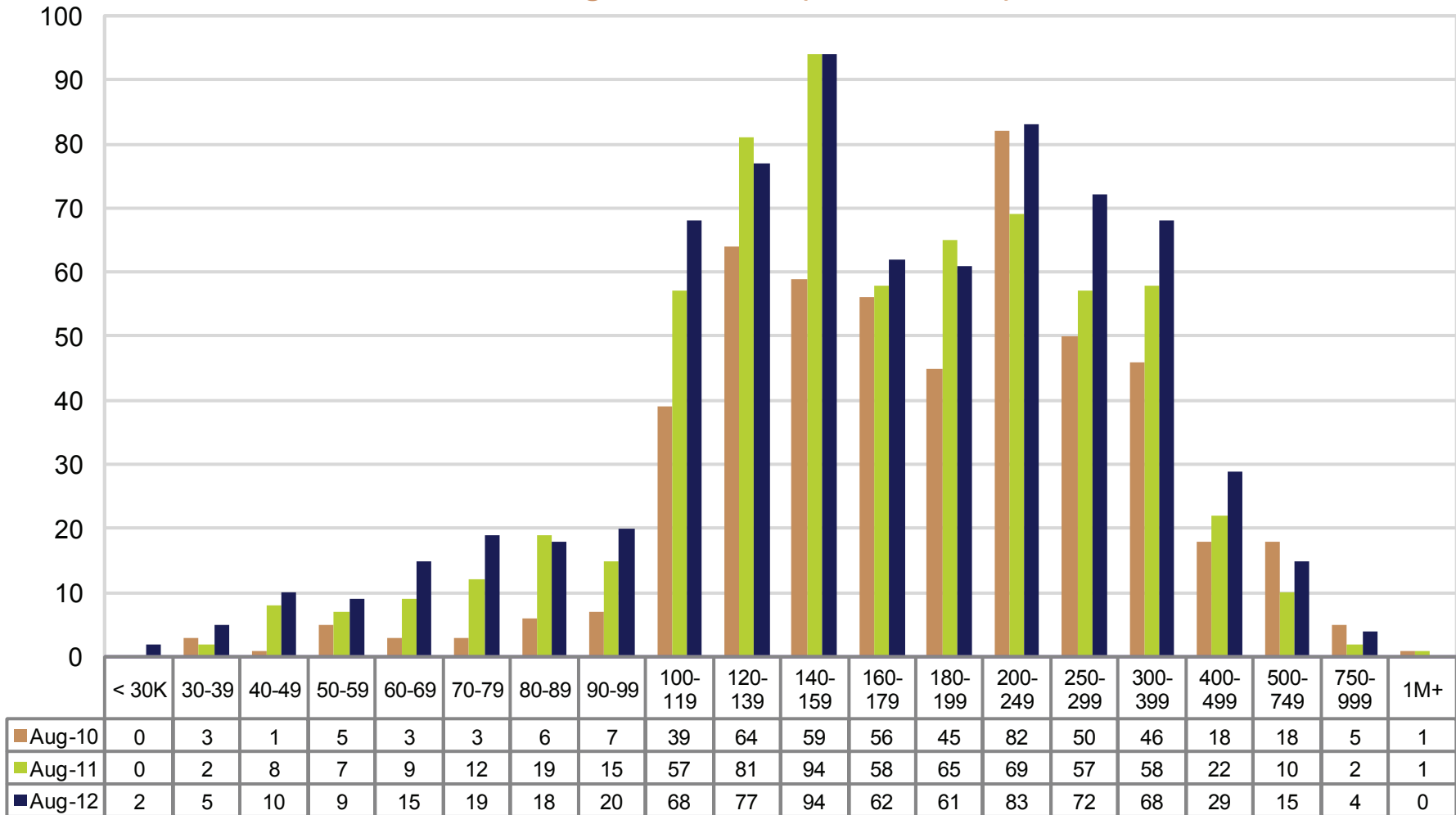
MLS Areas 210-293 include East Mountains and Estancia Basin.  
 MLS Areas 690-760 include Belen, Los Lunas, Bosque Farms.

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  
August historical (in thousands)



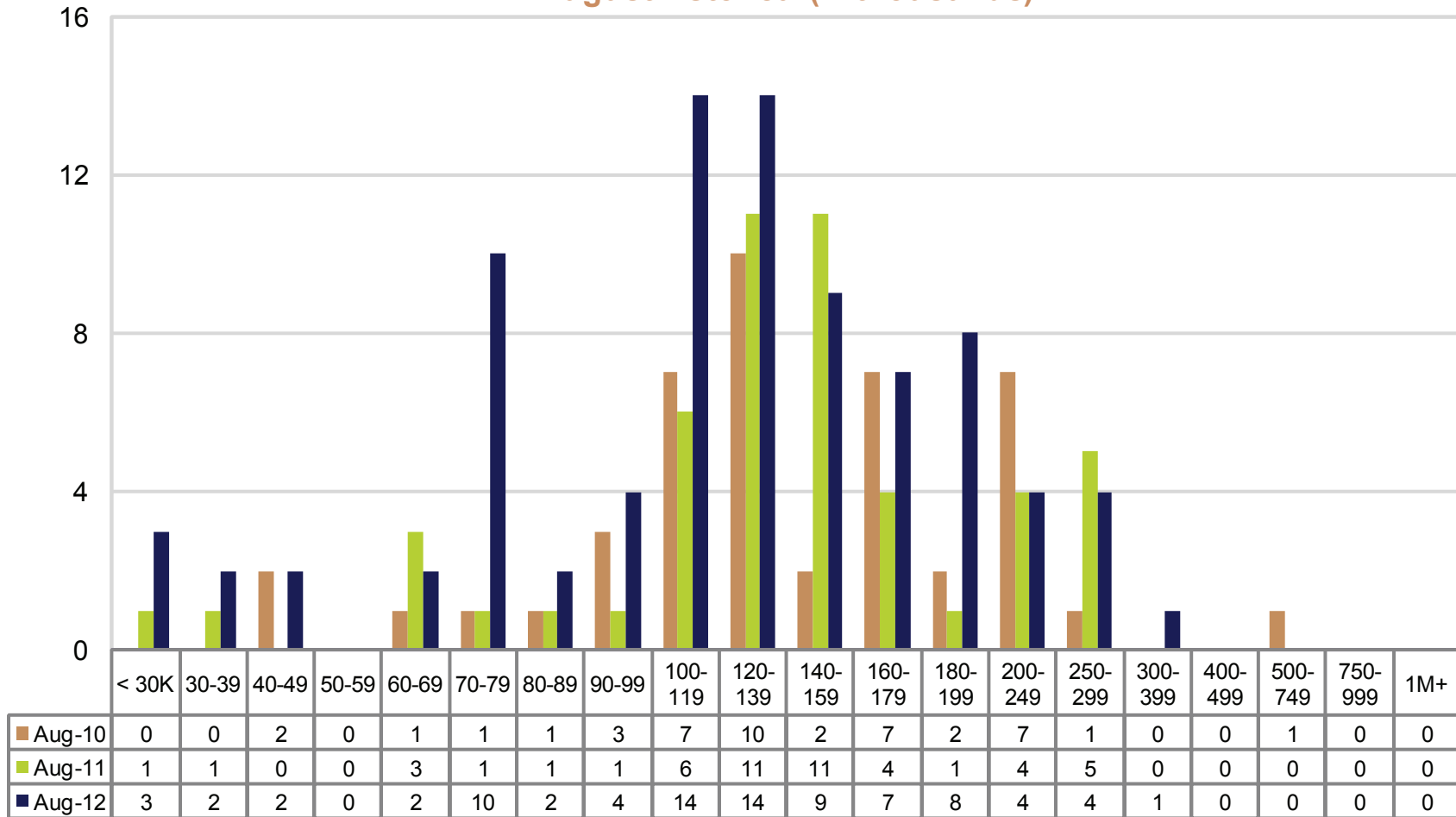
Top Selling Price Range for Detached Homes (for August 2012)

**\$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  
August historical (in thousands)



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

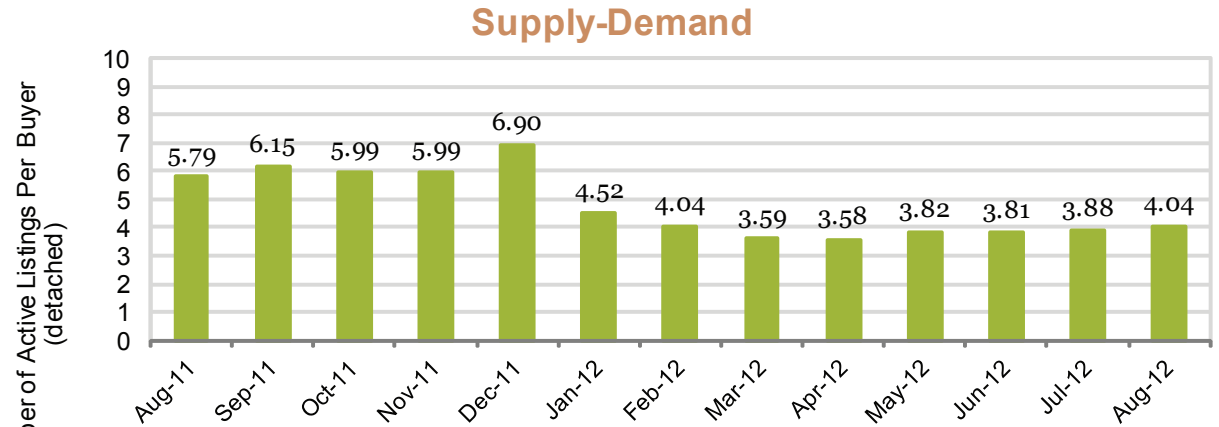
**\$100,000 - \$119,999 and \$120,000 - \$139,999**

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

# Market Indicators

## Supply-Demand

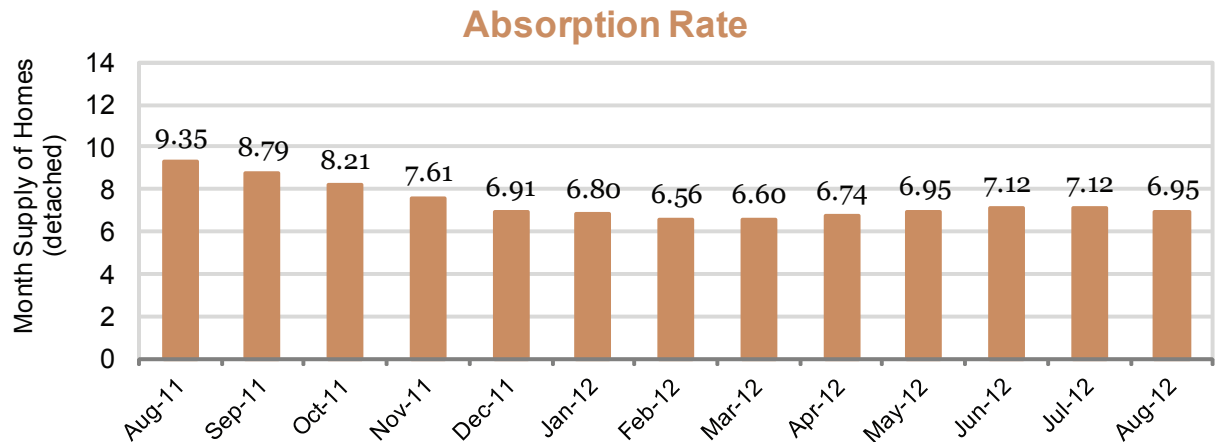
Year	2010	2011	2012
January	6.26	6.92	4.52
February	6.12	6.82	4.04
March	4.58	5.34	3.59
April	4.01	5.43	3.58
May	7.48	5.54	3.82
June	7.46	5.43	3.81
July	7.61	6.14	3.88
August	7.56	5.79	4.04
September	8.77	6.15	
October	8.79	5.99	
November	9.31	5.99	
December	9.46	6.90	



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	
October	9.84	8.21	
November	9.42	7.61	
December	8.88	6.91	



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.

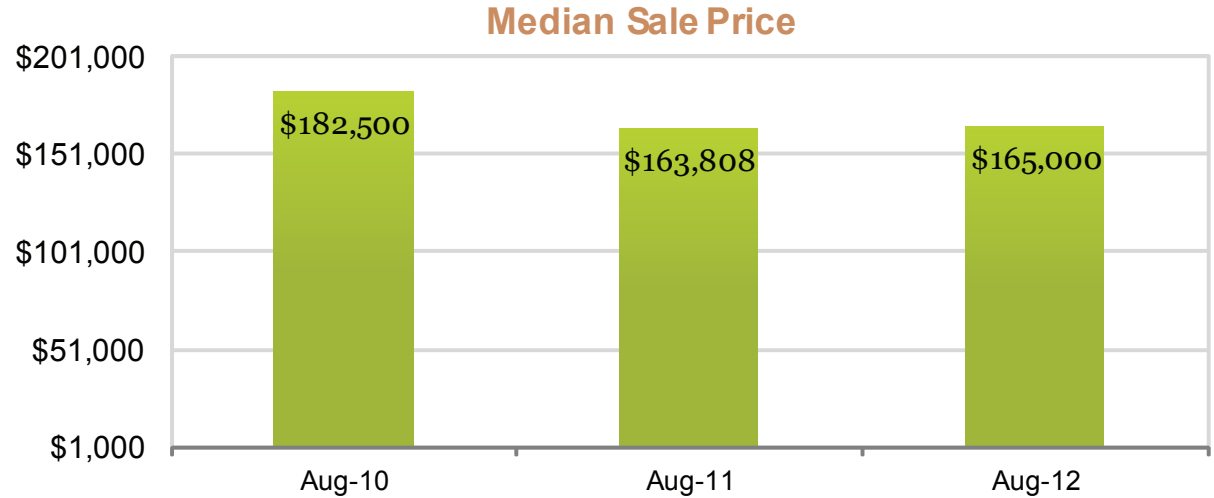
Data is for single-family detached homes

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

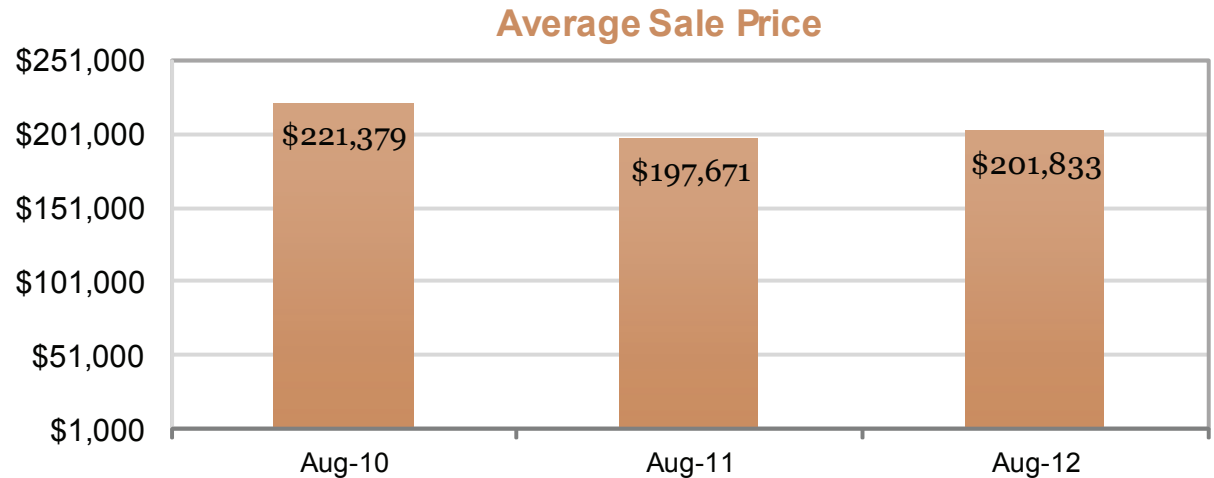
## Median Sale Price

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	
October	\$180,000	\$167,000	
November	\$177,500	\$160,000	
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	
October	\$225,666	\$201,874	
November	\$220,453	\$194,830	
December	\$217,416	\$195,861	



Data is for single-family detached homes

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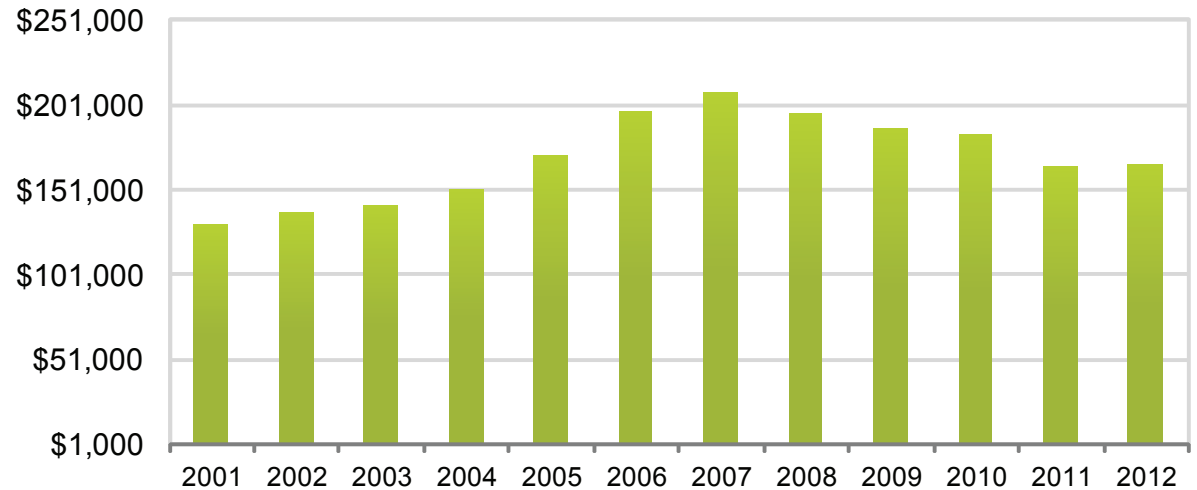


# Aug. Home Sales Prices - Year to Year

## Median Sale Price

August	Median Sale Price	% Change From Previous Year
2001	\$130,000	-0.95%
2002	\$137,000	5.38%
2003	\$141,500	3.28%
2004	\$149,900	5.94%
2005	\$171,000	14.08%
2006	\$196,500	14.91%
2007	\$208,000	5.85%
2008	\$195,000	-6.25%
2009	\$186,000	-4.62%
2010	\$182,500	-1.88%
2011	\$163,808	-10.24%
2012	\$165,000	0.73%

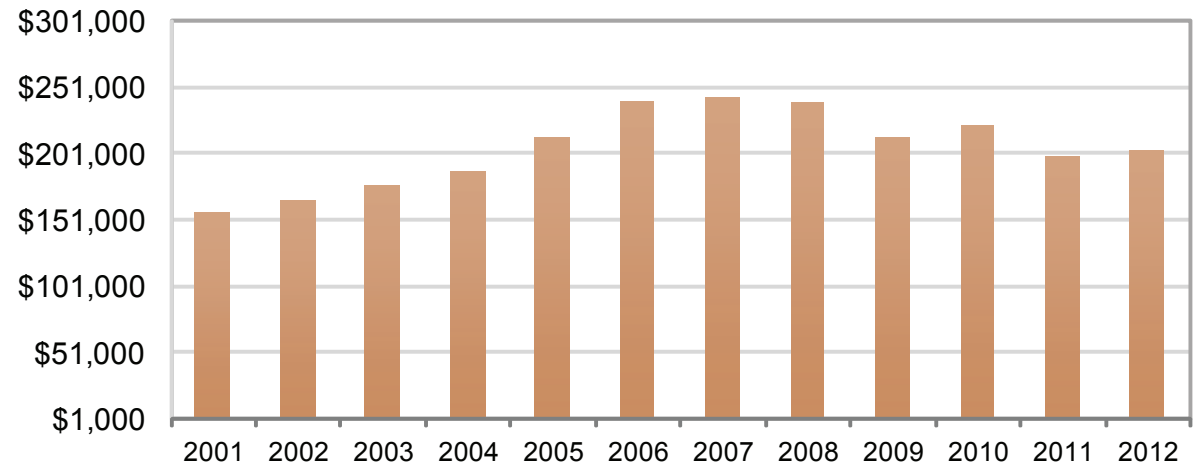
## Median Sale Price (Aug only)



## Average Sale Price

August	Average Sale Price	% Change From Previous Year
2001	\$156,000	0.34%
2002	\$164,751	5.61%
2003	\$175,730	6.66%
2004	\$186,907	6.36%
2005	\$212,127	13.49%
2006	\$240,218	13.24%
2007	\$243,411	1.33%
2008	\$239,018	-1.80%
2009	\$211,969	-11.32%
2010	\$221,379	4.44%
2011	\$197,671	-10.71%
2012	\$201,833	2.11%

## Average Sale Price (Aug only)



Data is for single-family detached homes

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# 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	Jul	1,248	1,296	-3.70%	111	138	-19.57%	9,325	10,363	-10.02%
	<b>Aug</b>	<b>1,368</b>	<b>1,280</b>	<b>6.88%</b>	<b>137</b>	<b>129</b>	<b>6.20%</b>	<b>10,830</b>	<b>11,772</b>	<b>-8.00%</b>
	Sep		1,031			120			12,923	
Pending Sales	Jul	1,057	815	29.69%	79	63	25.40%	7,513	6,352	18.28%
	<b>Aug</b>	<b>1,027</b>	<b>878</b>	<b>16.97%</b>	<b>101</b>	<b>79</b>	<b>27.85%</b>	<b>8,641</b>	<b>7,309</b>	<b>18.22%</b>
	Sep		809			43			8,161	
Closed Sales	Jul	719	625	15.04%	55	53	3.77%	4,642	4,171	11.29%
	<b>Aug</b>	<b>731</b>	<b>646</b>	<b>13.16%</b>	<b>86</b>	<b>50</b>	<b>72.00%</b>	<b>5,459</b>	<b>4,867</b>	<b>12.16%</b>
	Sep		517			49			5,433	
Dollar Volume of Closed Sales (in millions)	Jul	\$151.5	\$131.7	15.03%	\$7.8	\$7.1	9.86%	\$922.5	\$829.6	11.20%
	<b>Aug</b>	<b>\$147.5</b>	<b>\$127.7</b>	<b>15.51%</b>	<b>\$11.3</b>	<b>\$7.3</b>	<b>54.79%</b>	<b>\$1,081.3</b>	<b>\$964.6</b>	<b>12.10%</b>
	Sep		\$101.5			\$6.3			\$1,072.4	
Median Sales Price	Jul	\$175,000	\$178,000	-1.69%	\$149,500	\$142,000	5.28%			
	<b>Aug</b>	<b>\$165,000</b>	<b>\$163,808</b>	<b>0.73%</b>	<b>\$125,000</b>	<b>\$139,000</b>	<b>-10.07%</b>	--	--	--
	Sep		\$171,500			\$115,000				
Average Sales Price	Jul	\$210,685	\$210,788	-0.05%	\$142,542	\$134,417	6.04%			
	<b>Aug</b>	<b>\$201,833</b>	<b>\$197,671</b>	<b>2.11%</b>	<b>\$131,744</b>	<b>\$145,332</b>	<b>-9.35%</b>	--	--	--
	Sep		\$196,402			\$128,433				
Total Active Listings Available	Jul	4,152	5,082	-18.30%	428	554	-22.74%			
	<b>Aug</b>	<b>4,103</b>	<b>4,973</b>	<b>-17.49%</b>	<b>431</b>	<b>538</b>	<b>-19.89%</b>	--	--	--
	Sep		4,703			546				
Average Days on Market	Jul	65	80	-18.75%	94	90	4.44%			
	<b>Aug</b>	<b>66</b>	<b>76</b>	<b>-13.16%</b>	<b>89</b>	<b>121</b>	<b>-26.45%</b>	--	--	--
	Sep		85			70				

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# 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	Jul	839	862	-2.67%	New Listings	Jul	202	212	-4.72%
	<b>Aug</b>	<b>863</b>	<b>841</b>	<b>2.62%</b>		<b>Aug</b>	<b>246</b>	<b>197</b>	<b>24.87%</b>
	Sep		646			Sep		187	
Pending Sales	Jul	711	566	25.62%	Pending Sales	Jul	188	161	16.77%
	<b>Aug</b>	<b>701</b>	<b>601</b>	<b>16.64%</b>		<b>Aug</b>	<b>195</b>	<b>152</b>	<b>28.29%</b>
	Sep		543			Sep		169	
Closed Sales	Jul	511	439	16.40%	Closed Sales	Jul	117	113	3.54%
	<b>Aug</b>	<b>516</b>	<b>440</b>	<b>17.27%</b>		<b>Aug</b>	<b>116</b>	<b>113</b>	<b>2.65%</b>
	Sep		362			Sep		89	
Median Sales Price	Jul	\$172,500	\$178,500	-3.36%	Median Sales Price	Jul	\$166,000	\$170,000	-2.35%
	<b>Aug</b>	<b>\$165,000</b>	<b>\$163,808</b>	<b>0.73%</b>		<b>Aug</b>	<b>\$156,130</b>	<b>\$160,000</b>	<b>-2.42%</b>
	Sep		\$170,000			Sep		\$170,022	
Average Sales Price	Jul	\$209,217	\$212,420	-1.51%	Average Sales Price	Jul	\$179,019	\$183,261	-2.31%
	<b>Aug</b>	<b>\$203,021</b>	<b>\$198,315</b>	<b>2.37%</b>		<b>Aug</b>	<b>\$172,739</b>	<b>\$178,467</b>	<b>-3.21%</b>
	Sep		\$193,486			Sep		\$187,702	
Total Active	Jul	2,471	3,111	-20.57%	Total Active	Jul	596	740	-19.46%
	<b>Aug</b>	<b>2,415</b>	<b>3,047</b>	<b>-20.74%</b>		<b>Aug</b>	<b>600</b>	<b>735</b>	<b>-18.37%</b>
	Sep		2,840			Sep		718	
Average Days on Market	Jul	57	73	-21.92%	Average Days on Market	Jul	69	97	-28.87%
	<b>Aug</b>	<b>60</b>	<b>71</b>	<b>-15.49%</b>		<b>Aug</b>	<b>59</b>	<b>89</b>	<b>-33.71%</b>
	Sep		80			Sep		104	

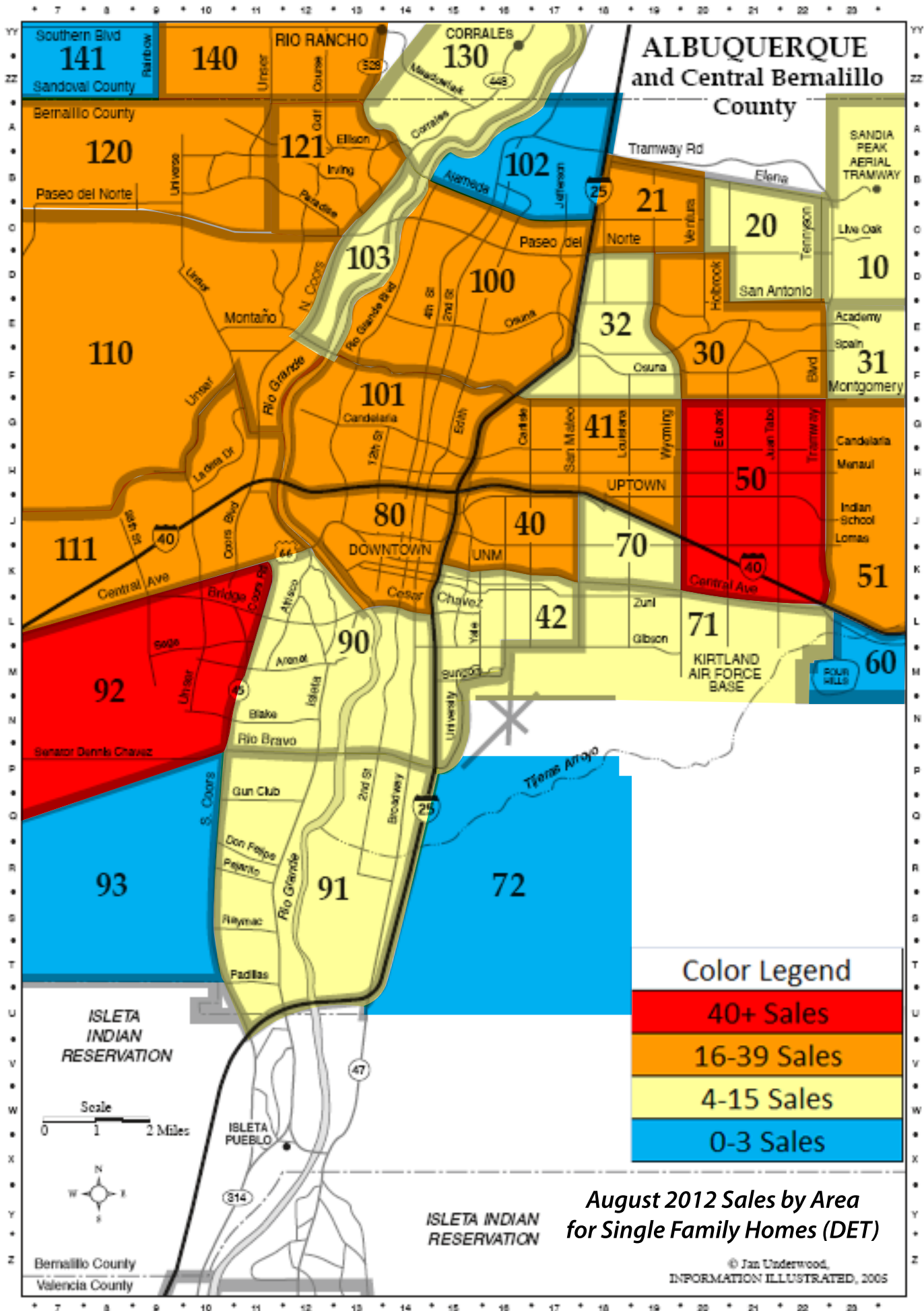
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

# 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	Jul	85	75	13.33%	New Listings	Jul	75	95	-21.05%
	<b>Aug</b>	<b>91</b>	<b>87</b>	<b>4.60%</b>		<b>Aug</b>	<b>100</b>	<b>91</b>	<b>9.89%</b>
	Sep		74			Sep		77	
Pending Sales	Jul	56	28	100.00%	Pending Sales	Jul	73	39	87.18%
	<b>Aug</b>	<b>43</b>	<b>34</b>	<b>26.47%</b>		<b>Aug</b>	<b>53</b>	<b>58</b>	<b>-8.62%</b>
	Sep		38			Sep		34	
Closed Sales	Jul	34	22	54.55%	Closed Sales	Jul	32	30	6.67%
	<b>Aug</b>	<b>38</b>	<b>31</b>	<b>22.58%</b>		<b>Aug</b>	<b>40</b>	<b>44</b>	<b>-9.09%</b>
	Sep		17			Sep		30	
Median Sales Price	Jul	\$227,000	\$259,500	-12.52%	Median Sales Price	Jul	\$132,450	\$138,995	-4.71%
	<b>Aug</b>	<b>\$217,380</b>	<b>\$213,500</b>	<b>1.82%</b>		<b>Aug</b>	<b>\$147,000</b>	<b>\$128,500</b>	<b>14.40%</b>
	Sep		\$233,000			Sep		\$117,750	
Average Sales Price	Jul	\$272,919	\$259,484	5.18%	Average Sales Price	Jul	\$151,143	\$146,906	2.88%
	<b>Aug</b>	<b>\$230,326</b>	<b>\$234,935</b>	<b>-1.96%</b>		<b>Aug</b>	<b>\$161,397</b>	<b>\$136,515</b>	<b>18.23%</b>
	Sep		\$244,462			Sep		\$132,823	
Total Active	Jul	415	445	-6.74%	Total Active	Jul	404	465	-13.12%
	<b>Aug</b>	<b>420</b>	<b>430</b>	<b>-2.33%</b>		<b>Aug</b>	<b>416</b>	<b>441</b>	<b>-5.67%</b>
	Sep		408			Sep		428	
Average Days on Market	Jul	92	93	-1.08%	Average Days on Market	Jul	99	90	10.00%
	<b>Aug</b>	<b>117</b>	<b>81</b>	<b>44.44%</b>		<b>Aug</b>	<b>78</b>	<b>88</b>	<b>-11.36%</b>
	Sep		95			Sep		83	

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



Southern Blvd  
141  
Sandoval County

140  
RIO RANCHO

130  
CORRALES

**ALBUQUERQUE and Central Bernalillo County**

120  
Bernalillo County  
Paseo del Norte

121  
Ellison  
Irving  
Paradise

102  
Avameda  
Justiwan

21  
Tramway Rd  
Verlona

20  
Elena  
Tennyson

10  
SANDIA PEAK AERIAL TRAMWAY  
Live Oak

32  
Paseo del Norte  
Verlona

31  
San Antonio  
Academy  
Spain  
Montgomery

110  
Unser  
Montaño  
N Coors

103  
Rio Grande Blvd  
4th St  
2nd St  
Osuna

100  
Osuna

30  
Hobbrook

30  
Osuna

30  
Blvd

31  
Blvd

31  
Blvd

111  
Central Ave  
Coors Blvd

101  
Candelaria  
12th St  
Edith

80  
DOWNTOWN  
Cesar

40  
UNM

41  
San Mateo  
Louisiana  
Wyoming

70  
Zuni  
Gibson

50  
Eubank  
Juan Tabo  
Tramway

51  
Candelaria  
Manuel  
Indian School  
Lomas

92  
Senator Dennis Chavez

90  
Arisco  
Aronal  
Isleta  
Blake  
Rio Bravo

80  
DOWNTOWN  
Cesar

40  
UNM

42  
Yale

71  
KIRTLAND AIR FORCE BASE

50  
Eubank  
Juan Tabo  
Tramway

51  
Candelaria  
Manuel  
Indian School  
Lomas

93  
Senator Dennis Chavez

91  
Gun Club  
Don Felipe  
Pavante  
Raymac  
Padillas

80  
DOWNTOWN  
Cesar

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UNM

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Pavante  
Raymac  
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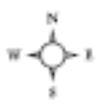
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Yale

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KIRTLAND AIR FORCE BASE

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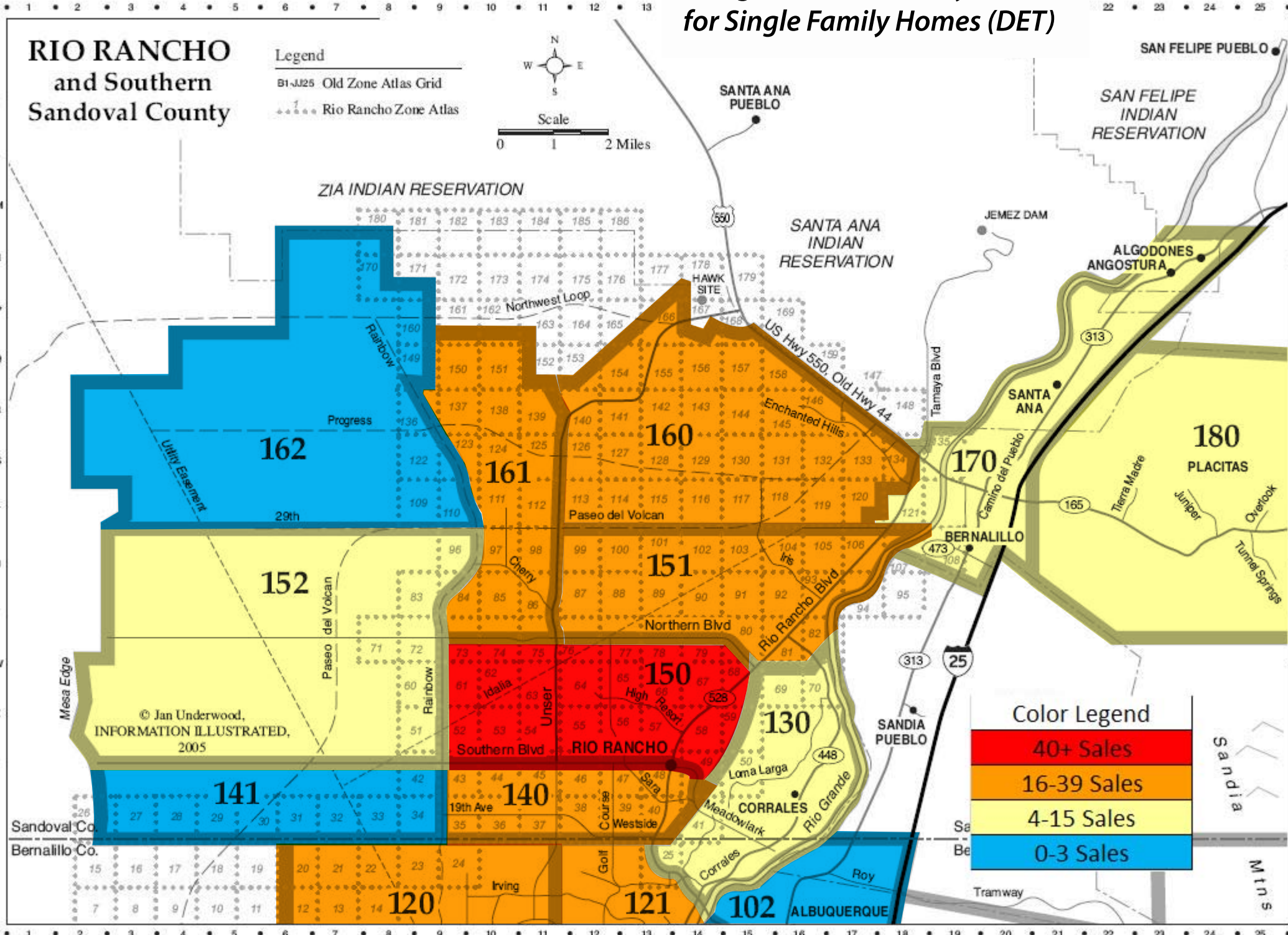
Bernalillo County  
Valencia County

ISLETA INDIAN RESERVATION

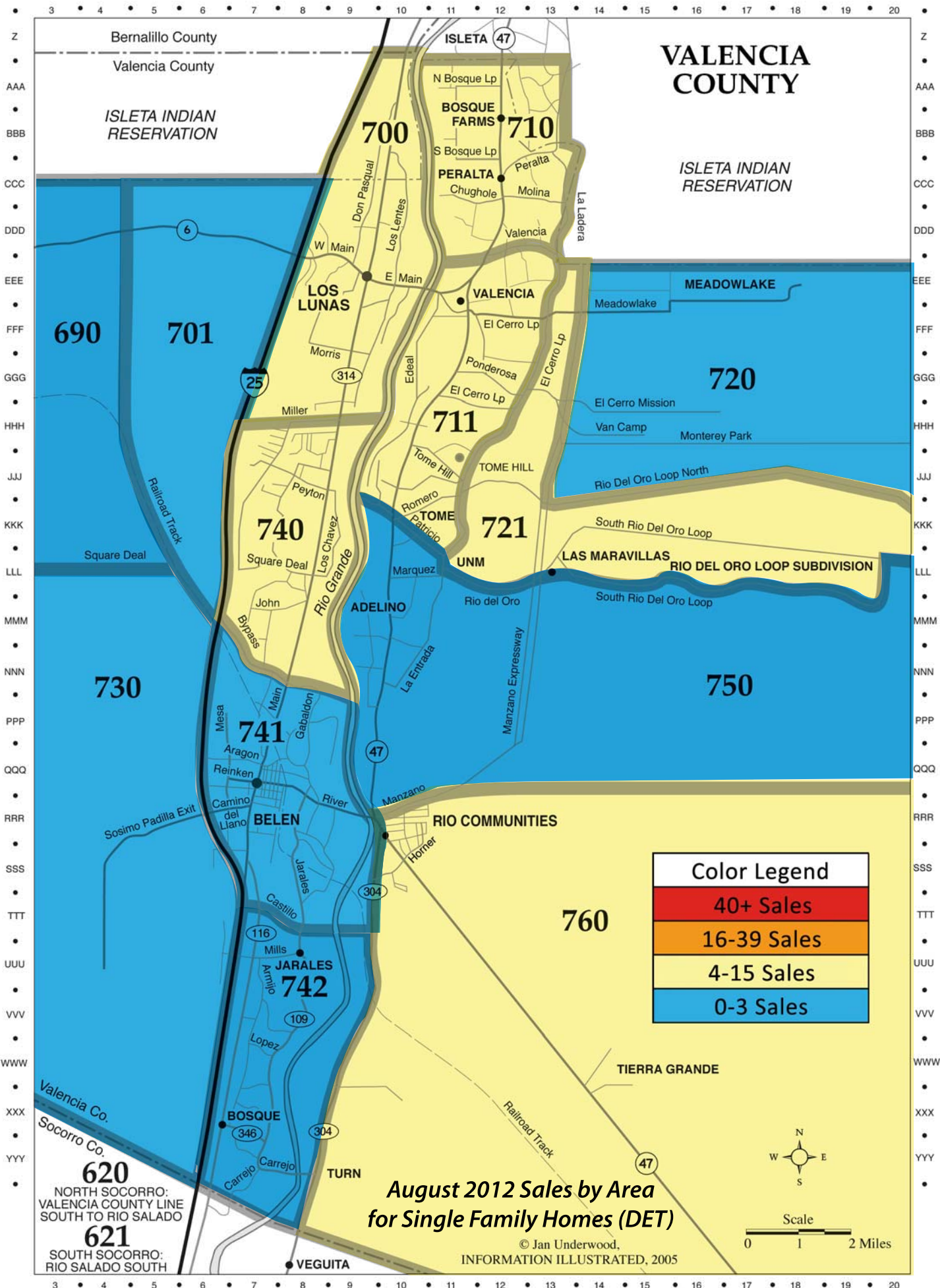
**August 2012 Sales by Area for Single Family Homes (DET)**

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







Bernalillo County  
Valencia County  
**ISLETA INDIAN RESERVATION**

**VALENCIA COUNTY**

**ISLETA INDIAN RESERVATION**

**690**

**701**

**700**

**710**

**LOS LUNAS**

**VALENCIA**

**MEADOWLAKE**

**720**

**711**

**721**

**740**

**730**

**741**

**750**

**760**

**742**

**620**

NORTH SOCORRO:  
VALENCIA COUNTY LINE  
SOUTH TO RIO SALADO

**621**

SOUTH SOCORRO:  
RIO SALADO SOUTH

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

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