



Greater Albuquerque Association of
REALTORS®

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Monthly Highlights

- Pending sales for single-family detached homes rose 29.69% from the previous year and make July 2012 the highest Pending month of this year.
- July 2012 had 719 single-family detached sales, showing a 15.04% improvement from the previous year and was the highest July sales month since 2009.

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Monthly
Market
 R E P O R T **July 2012**

Contact

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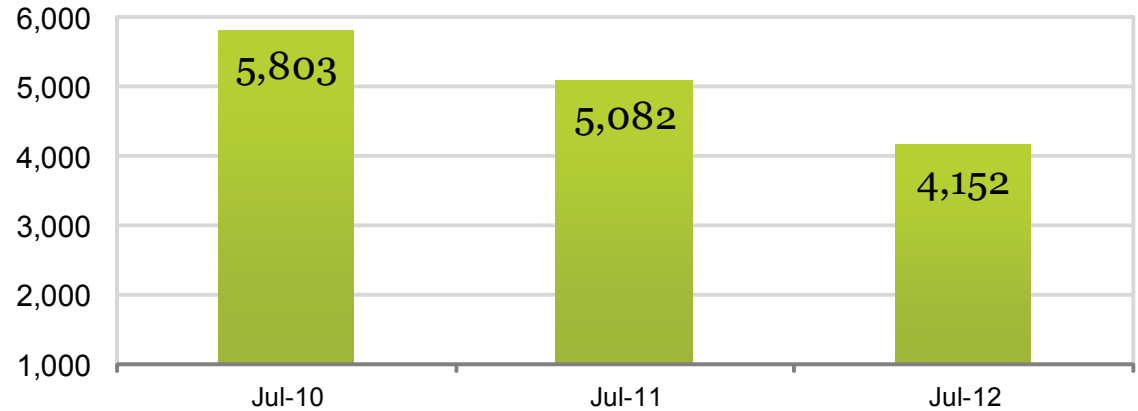
Email president@gaar.com

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	
September	5,759	4,703	
October	5,481	4,469	
November	5,110	4,156	
December	4,794	3,780	

Detached homes on market

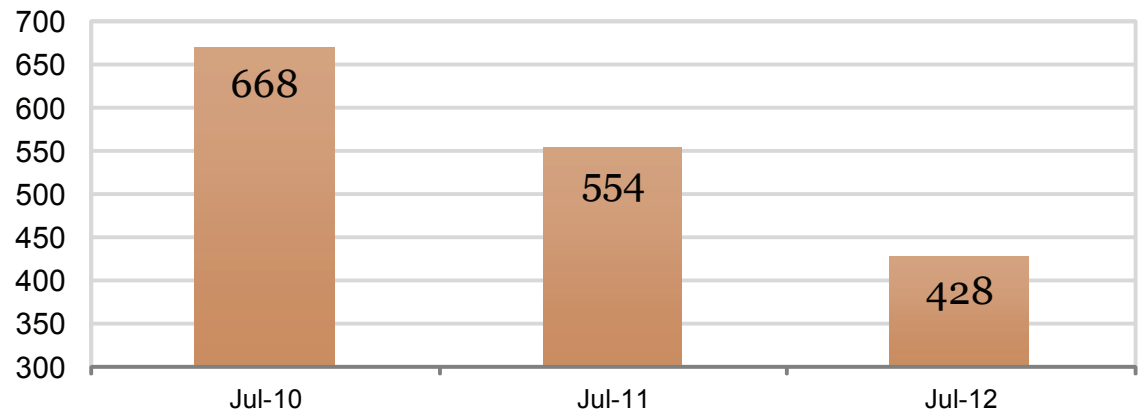


Detached represents existing single-family detached homes

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	
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

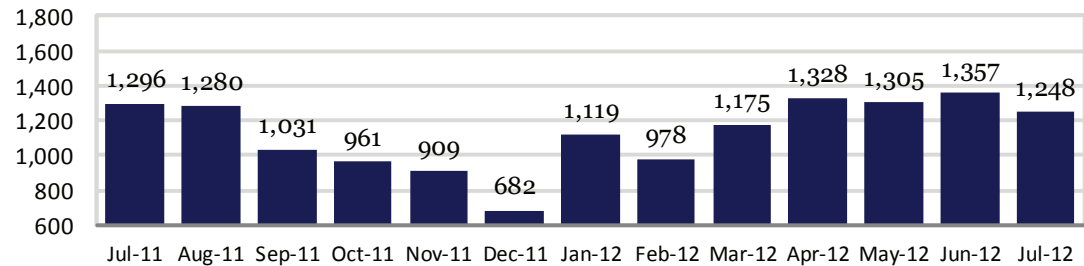
Month	New	Pending	Closed
Jul-11	1,296	815	625
Aug-11	1,280	878	646
Sep-11	1,031	809	517
Oct-11	961	785	566
Nov-11	909	746	492
Dec-11	682	602	523
Jan-12	1,119	836	411
Feb-12	978	928	506
Mar-12	1,175	1,021	596
Apr-12	1,328	1,034	604
May-12	1,305	997	737
Jun-12	1,357	1,047	685
Jul-12	1,248	1,057	719

Change from last month/year

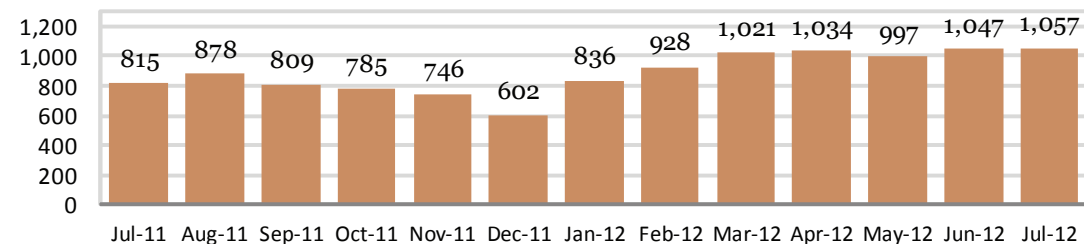
	Jul-12	Jun-12	Jul-11
New	1,248	1,357	1,296
% Change	-	-8.03%	-3.70%
Pending	1,057	1,047	815
% Change	-	0.96%	29.69%
Closed	719	685	625
% Change	-	4.96%	15.04%

Data is for single-family detached homes

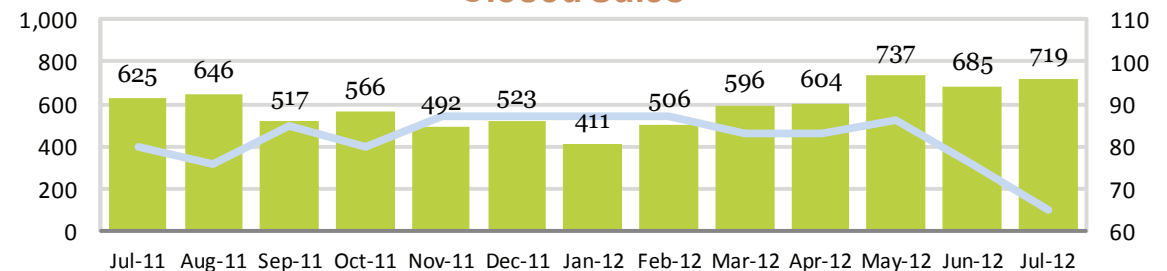
New Listings



Pending Sales



Closed Sales



Closed Sales chart also shows average days on market, indicated by a line. The average days on market for July 2012 detached sales was 65.

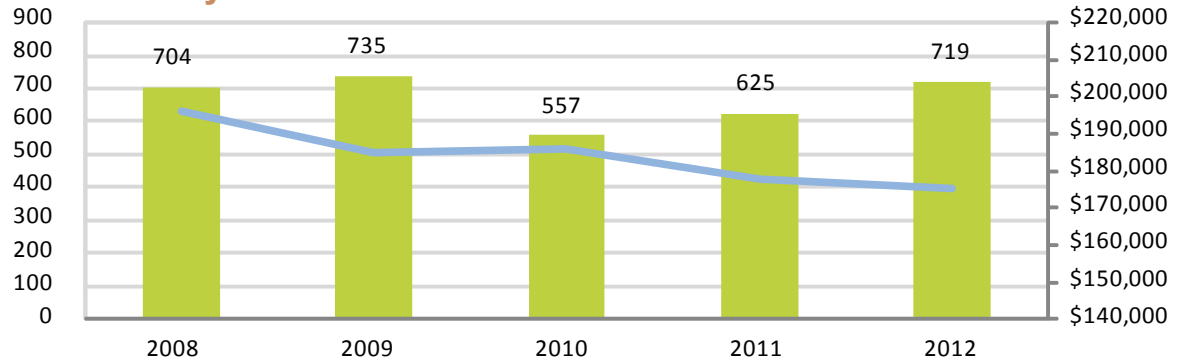
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

Homes Sales by Market Area

Single-family detached sales

MLS Area	Area Name	Jul-11	Jul-12
10-121	Albuquerque	439	511
130	Corrales	7	9
140-162	Rio Rancho	113	117
180	Bernalillo	7	9
190	Placitas	7	7
210-293	E. Mountains	22	34
690-760	Valencia Co.	30	32
Total	All	625	719

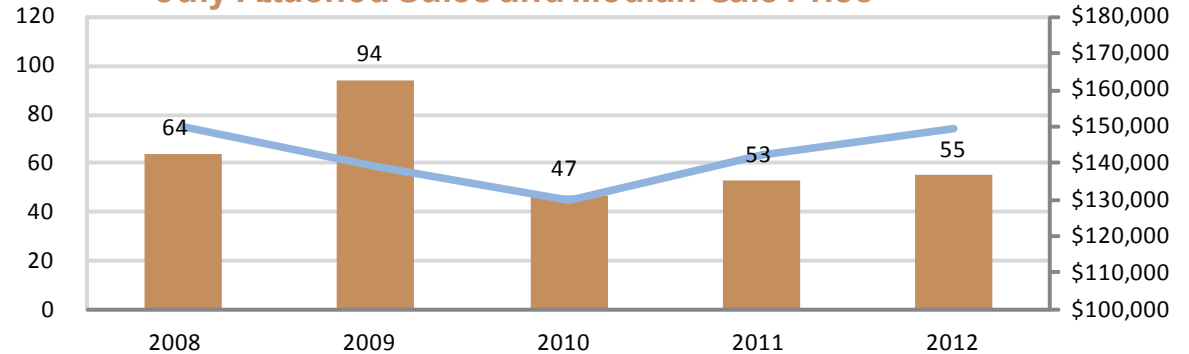
July Detached Sales and Median Sale Price



Condo/townhome (attached) sales

MLS Area	Area Name	Jul-11	Jul-12
10-121	Albuquerque	46	49
130	Corrales	0	0
140-162	Rio Rancho	6	4
180	Bernalillo	0	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	1	2
Total	All	53	55

July Attached Sales and Median Sale Price



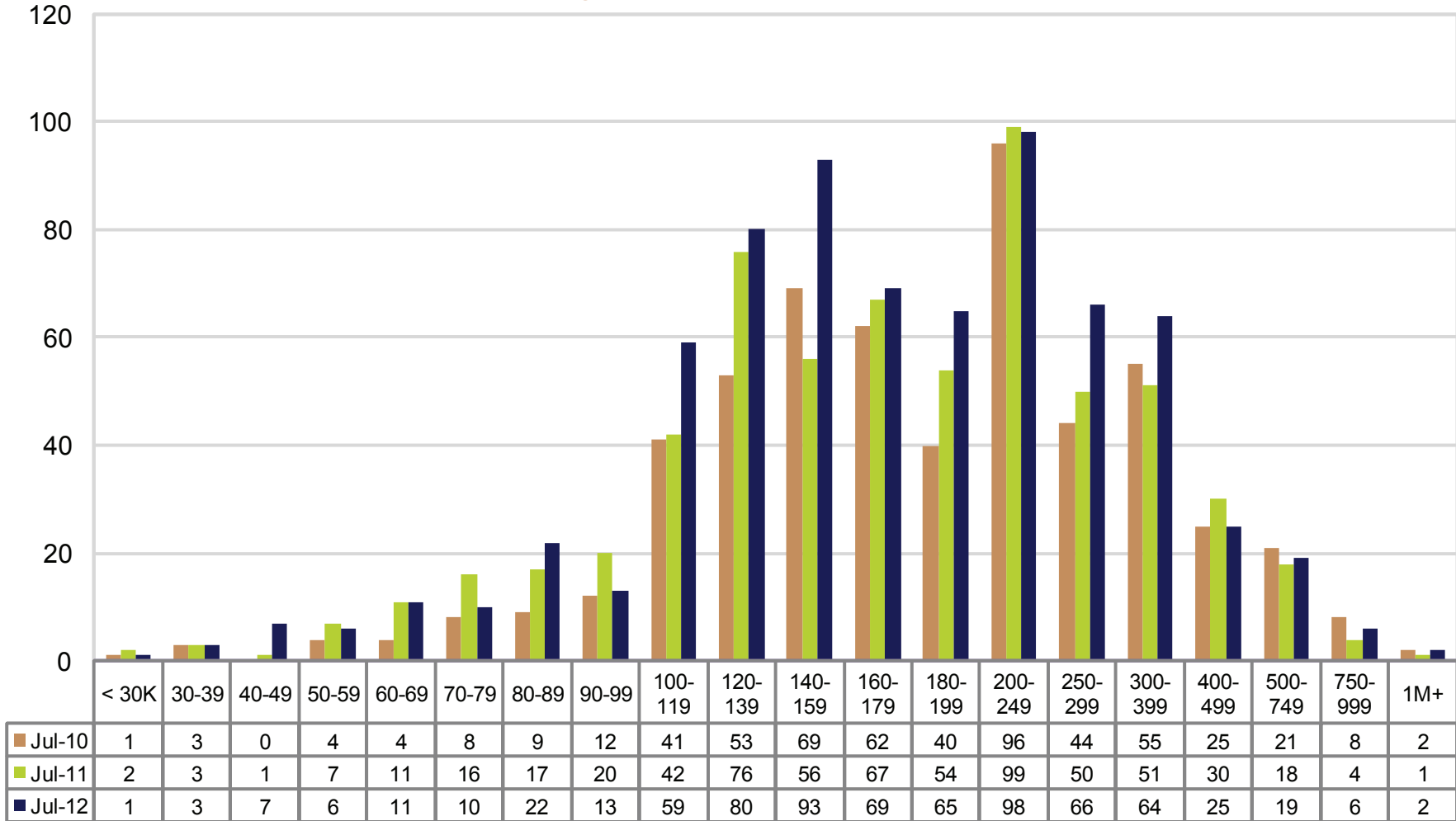
MLS Areas 210-293 include East Mountains and Estancia Basin.
 MLS Areas 690-760 include Belen, Los Lunas, Bosque Farms.

Line on charts represents monthly 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
July historical (in thousands)



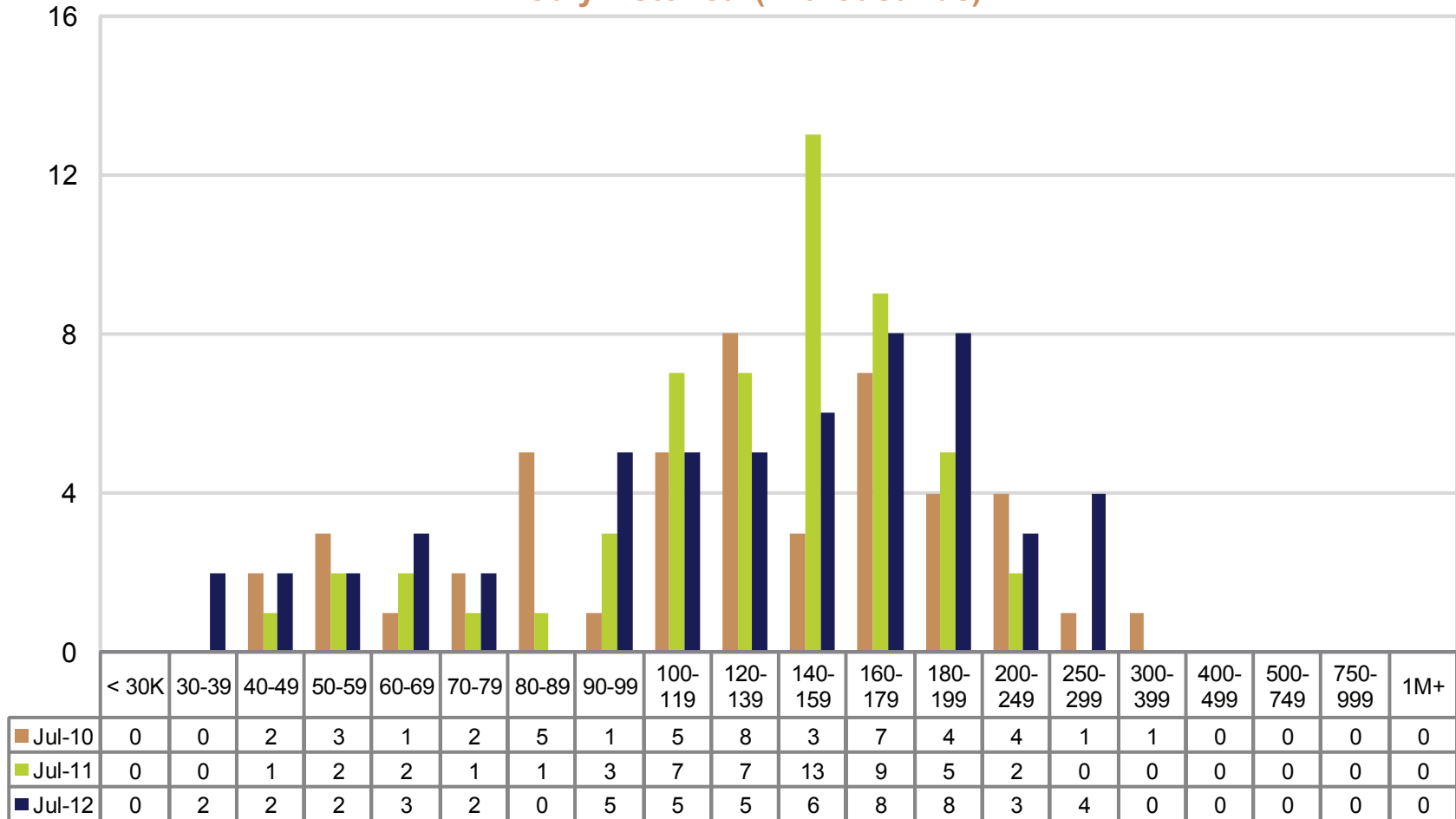
Top Selling Price Range for Detached Homes (for July 2012)

\$200,000 - \$249,999

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
July historical (in thousands)



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

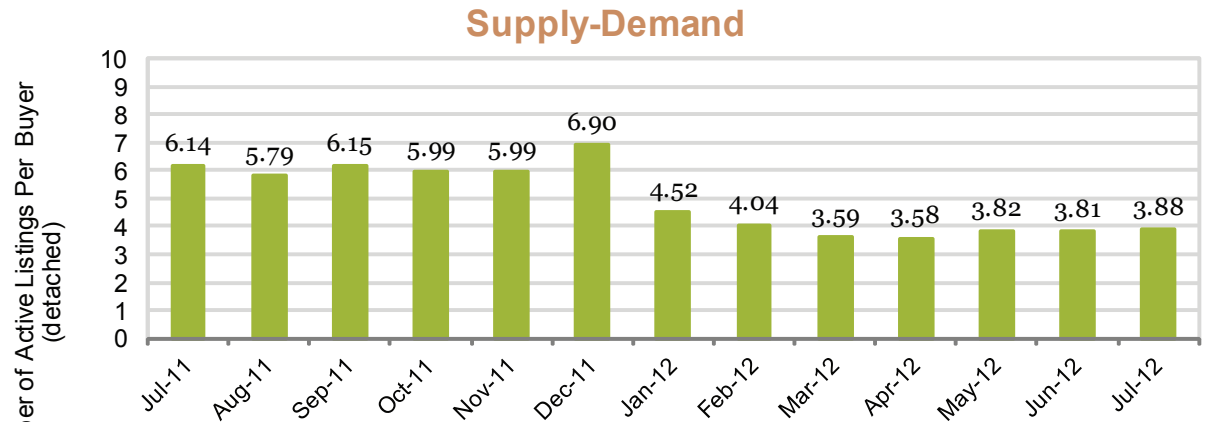
\$160,000 - \$179,999 and \$180,000 - \$199,999

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

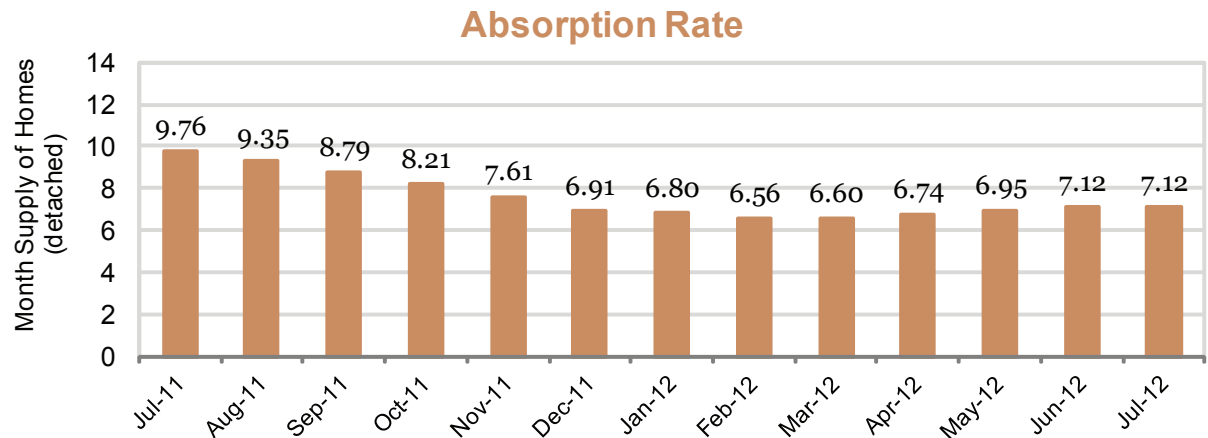
Year	2010	2011	2012
January	6.26	6.92	4.52
February	6.12	6.82	4.04
March	4.58	5.34	3.59
April	4.01	5.43	3.58
May	7.48	5.54	3.82
June	7.46	5.43	3.81
July	7.61	6.14	3.88
August	7.56	5.79	
September	8.77	6.15	
October	8.79	5.99	
November	9.31	5.99	
December	9.46	6.90	



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	
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.

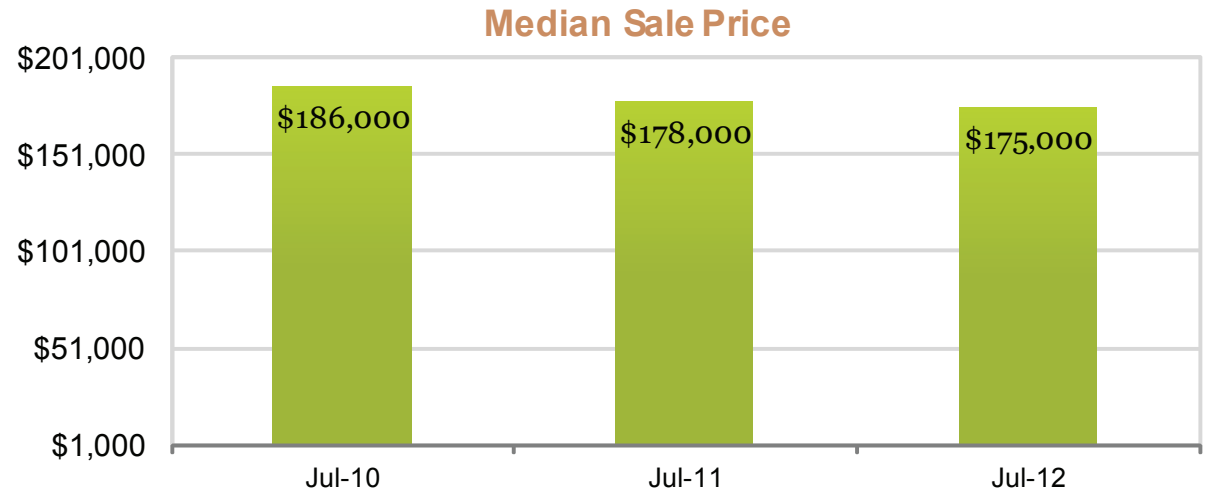
Data is for single-family detached homes

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

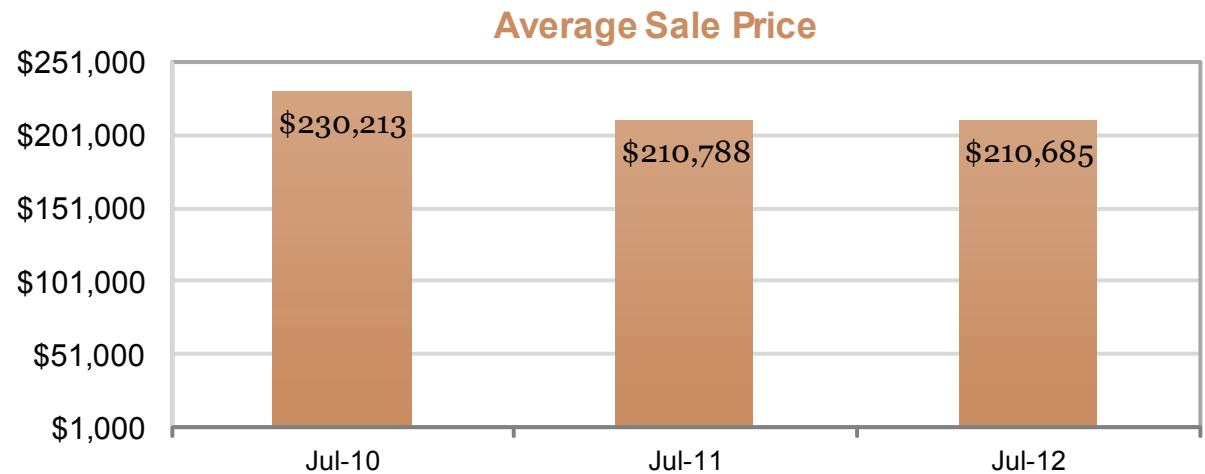
Median Sale Price

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	
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	
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

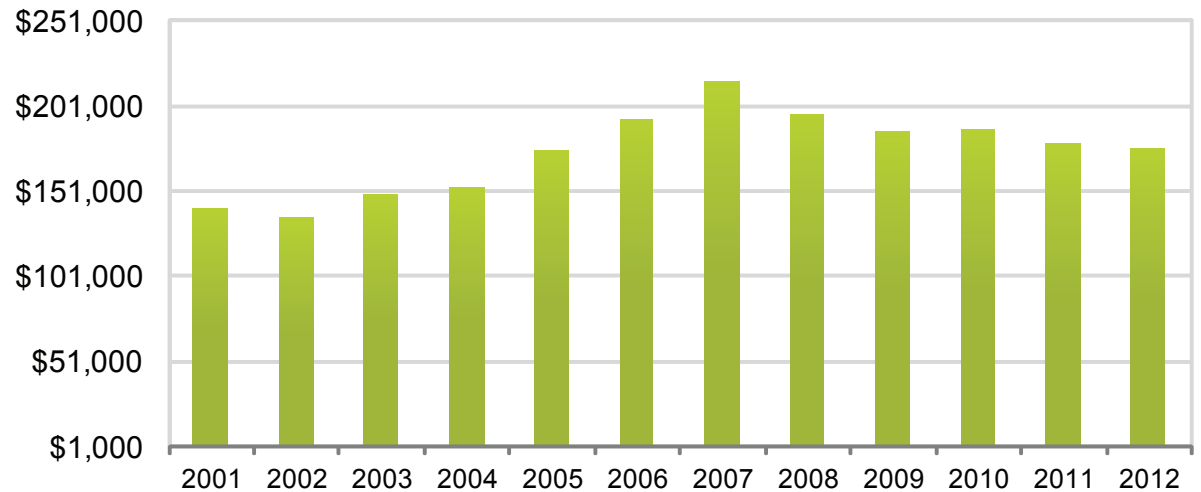
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

July Home Sales Prices - Year to Year

Median Sale Price

July	Median Sale Price	% Change From Previous Year
2001	\$140,000	7.69%
2002	\$135,000	-3.57%
2003	\$148,000	9.63%
2004	\$152,500	3.04%
2005	\$174,000	14.10%
2006	\$191,900	10.29%
2007	\$214,900	11.99%
2008	\$196,000	-8.79%
2009	\$185,000	-5.61%
2010	\$186,000	0.54%
2011	\$178,000	-4.30%
2012	\$175,000	-1.69%

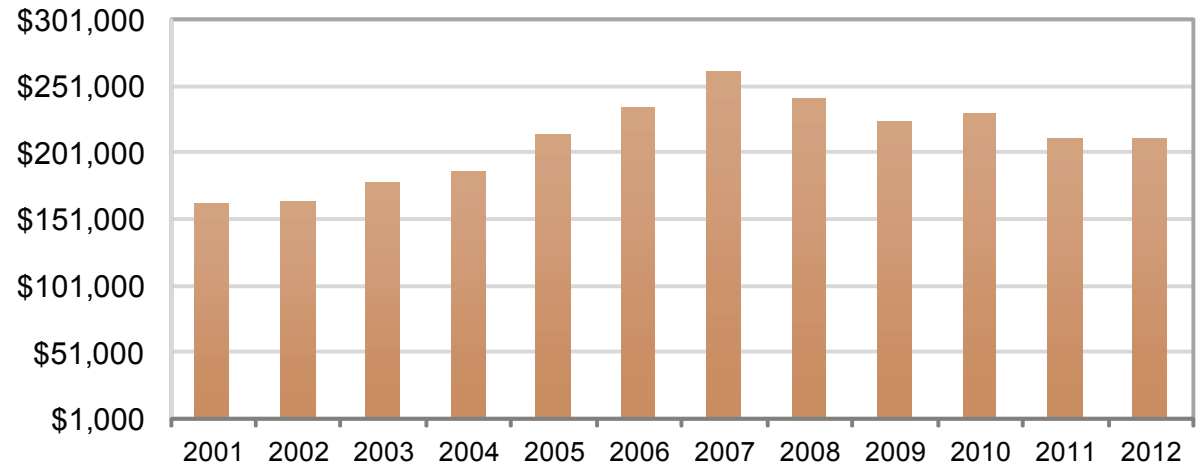
Median Sale Price (July only)



Average Sale Price

July	Average Sale Price	% Change From Previous Year
2001	\$161,833	3.20%
2002	\$162,912	0.67%
2003	\$178,247	9.41%
2004	\$186,907	4.86%
2005	\$213,850	14.42%
2006	\$233,849	9.35%
2007	\$261,699	11.91%
2008	\$240,986	-7.91%
2009	\$224,271	-6.94%
2010	\$230,213	2.65%
2011	\$210,788	-8.44%
2012	\$210,685	-0.05%

Average Sale Price (July 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

2012		(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%
	Aug		1,280			129				
	Sep		1,031			120				
Pending Sales	Jul	1,057	815	29.69%	79	63	25.40%	7,513	6,352	18.28%
	Aug		878			79				
	Sep		809			43				
Closed Sales	Jul	719	625	15.04%	55	53	3.77%	4,642	4,171	11.29%
	Aug		646			50				
	Sep		517			49				
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%
	Aug		\$127.7			\$7.3				
	Sep		\$101.5			\$6.3				
Median Sales Price	Jul	\$175,000	\$178,000	-1.69%	\$149,500	\$142,000	5.28%	--	--	--
	Aug		\$163,808			\$139,000				
	Sep		\$171,500			\$115,000				
Average Sales Price	Jul	\$210,685	\$210,788	-0.05%	\$142,542	\$134,417	6.04%	--	--	--
	Aug		\$197,671			\$145,332				
	Sep		\$196,402			\$128,433				
Total Active Listings Available	Jul	4,152	5,082	-18.30%	428	554	-22.74%	--	--	--
	Aug		4,973			538				
	Sep		4,703			546				
Average Days on Market	Jul	65	80	-18.75%	94	90	4.44%	--	--	--
	Aug		76			121				
	Sep		85			70				

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	Jul	839	862	-2.67%	New Listings	Jul	202	212	-4.72%
	Aug		841			Aug		197	
	Sep		646			Sep		187	
Pending Sales	Jul	711	566	25.62%	Pending Sales	Jul	188	161	16.77%
	Aug		601			Aug		152	
	Sep		543			Sep		169	
Closed Sales	Jul	511	439	16.40%	Closed Sales	Jul	117	113	3.54%
	Aug		440			Aug		113	
	Sep		362			Sep		89	
Median Sales Price	Jul	\$172,500	\$178,500	-3.36%	Median Sales Price	Jul	\$166,000	\$170,000	-2.35%
	Aug		\$163,808			Aug		\$160,000	
	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%
	Aug		\$198,315			Aug		\$178,467	
	Sep		\$193,486			Sep		\$187,702	
Total Active	Jul	2,471	3,111	-20.57%	Total Active	Jul	596	740	-19.46%
	Aug		3,047			Aug		735	
	Sep		2,840			Sep		718	
Average Days on Market	Jul	57	73	-21.92%	Average Days on Market	Jul	69	97	-28.87%
	Aug		71			Aug		89	
	Sep		80			Sep		104	

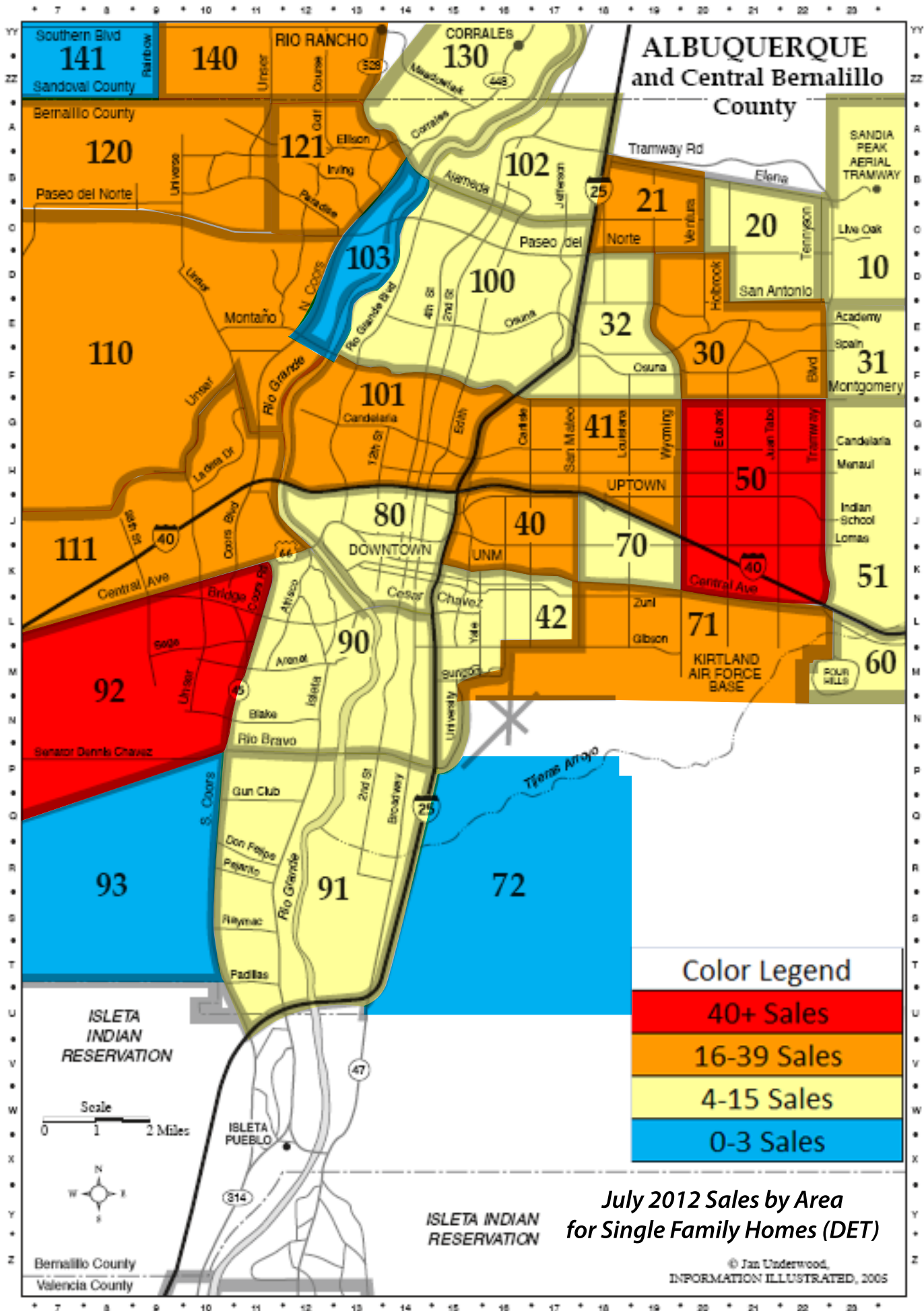
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

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%
	Aug		87			Aug		91	
	Sep		74			Sep		77	
Pending Sales	Jul	56	28	100.00%	Pending Sales	Jul	73	39	87.18%
	Aug		34			Aug		58	
	Sep		38			Sep		34	
Closed Sales	Jul	34	22	54.55%	Closed Sales	Jul	32	30	6.67%
	Aug		31			Aug		44	
	Sep		17			Sep		30	
Median Sales Price	Jul	\$227,000	\$259,500	-12.52%	Median Sales Price	Jul	\$132,450	\$138,995	-4.71%
	Aug		\$213,500			Aug		\$128,500	
	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%
	Aug		\$234,935			Aug		\$136,515	
	Sep		\$244,462			Sep		\$132,823	
Total Active	Jul	415	445	-6.74%	Total Active	Jul	404	465	-13.12%
	Aug		430			Aug		441	
	Sep		408			Sep		428	
Average Days on Market	Jul	92	93	-1.08%	Average Days on Market	Jul	99	90	10.00%
	Aug		81			Aug		88	
	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
Río Rancho

130
CORRALES

ALBUQUERQUE and Central Bernalillo County

120
Bernalillo County
Paseo del Norte

121
Ellison
Irving
Paradise

102
Corrales
Atardecida
Jefferson

21
Tramway Rd
Verdugo

20
Elena
Tennyson

10
SANDIA PEAK AERIAL TRAMWAY
Live Oak

110
Unsub

103
Rio Grande
N. Coors
4th St
2nd St

100
Osuna

32
Osuna

30
Hobbes

31
San Antonio
Blvd
Academy
Spain
Montgomery

31
Blvd
Academy
Spain
Montgomery

111
Central Ave
Coors Blvd

101
Candelaria
12th St
Edith

80
DOWNTOWN

40
UNM

70
Osuna

50
Eubank
Juan Tabo
Tramway

51
Candelaria
Manual
Indian School
Lomas

92
Senator Dennis Chavez

90
Arisco
Aronal
Isleta
Blake

91
Rio Grande
2nd St
Broadway

42
Yale

71
Zuni
Gibson

60
KIRTLAND AIR FORCE BASE
FOUR HILLS

60
KIRTLAND AIR FORCE BASE
FOUR HILLS

93
S. Coors

91
Gun Club
Don Felipe
Pavante
Raymac
Padillas

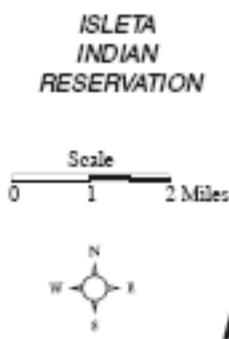
72
Tierras Arroyo

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Bernalillo County
Valencia County

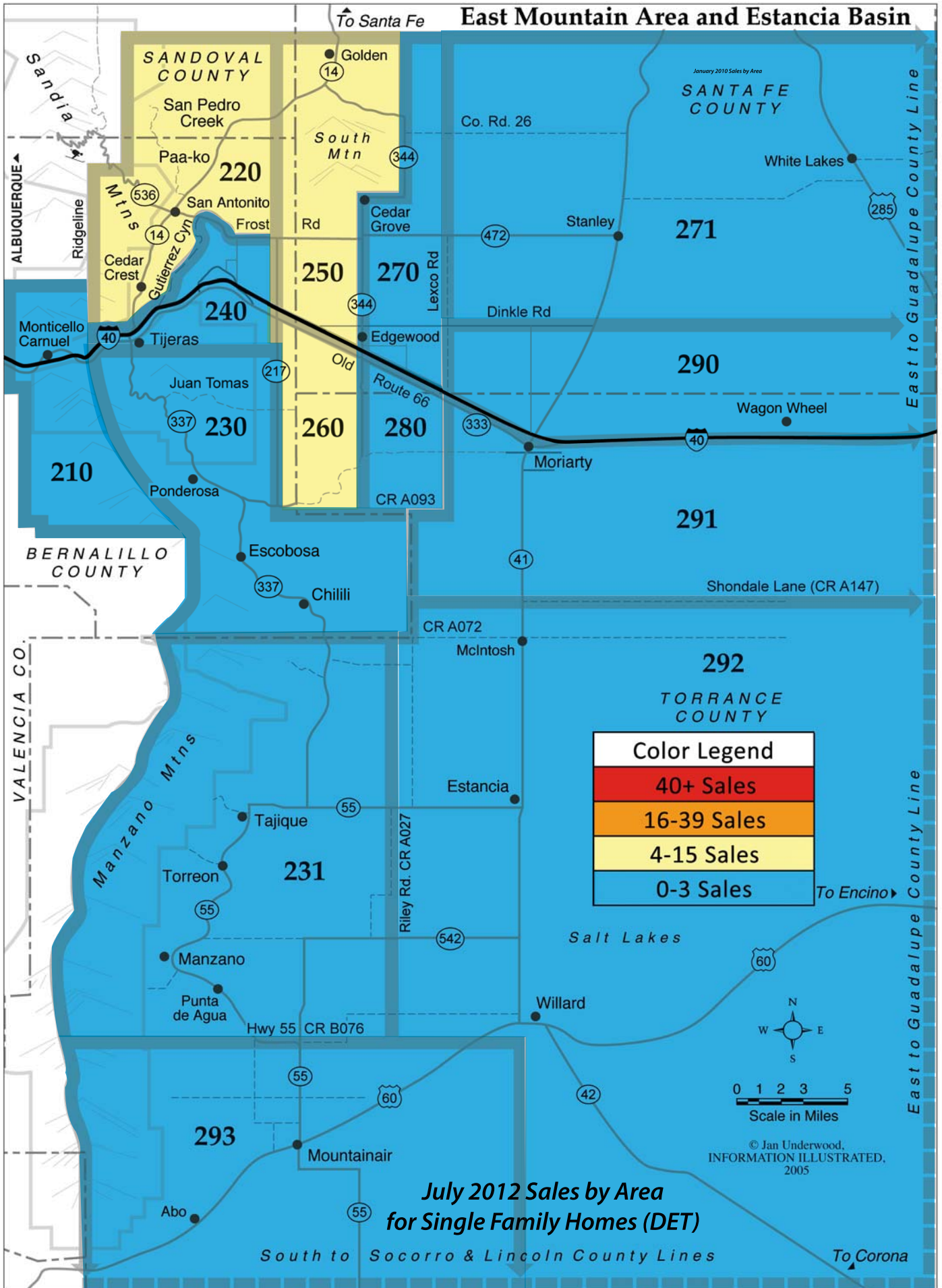
ISLETA INDIAN RESERVATION

July 2012 Sales by Area for Single Family Homes (DET)

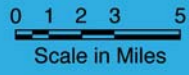
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East Mountain Area and Estancia Basin

January 2010 Sales by Area

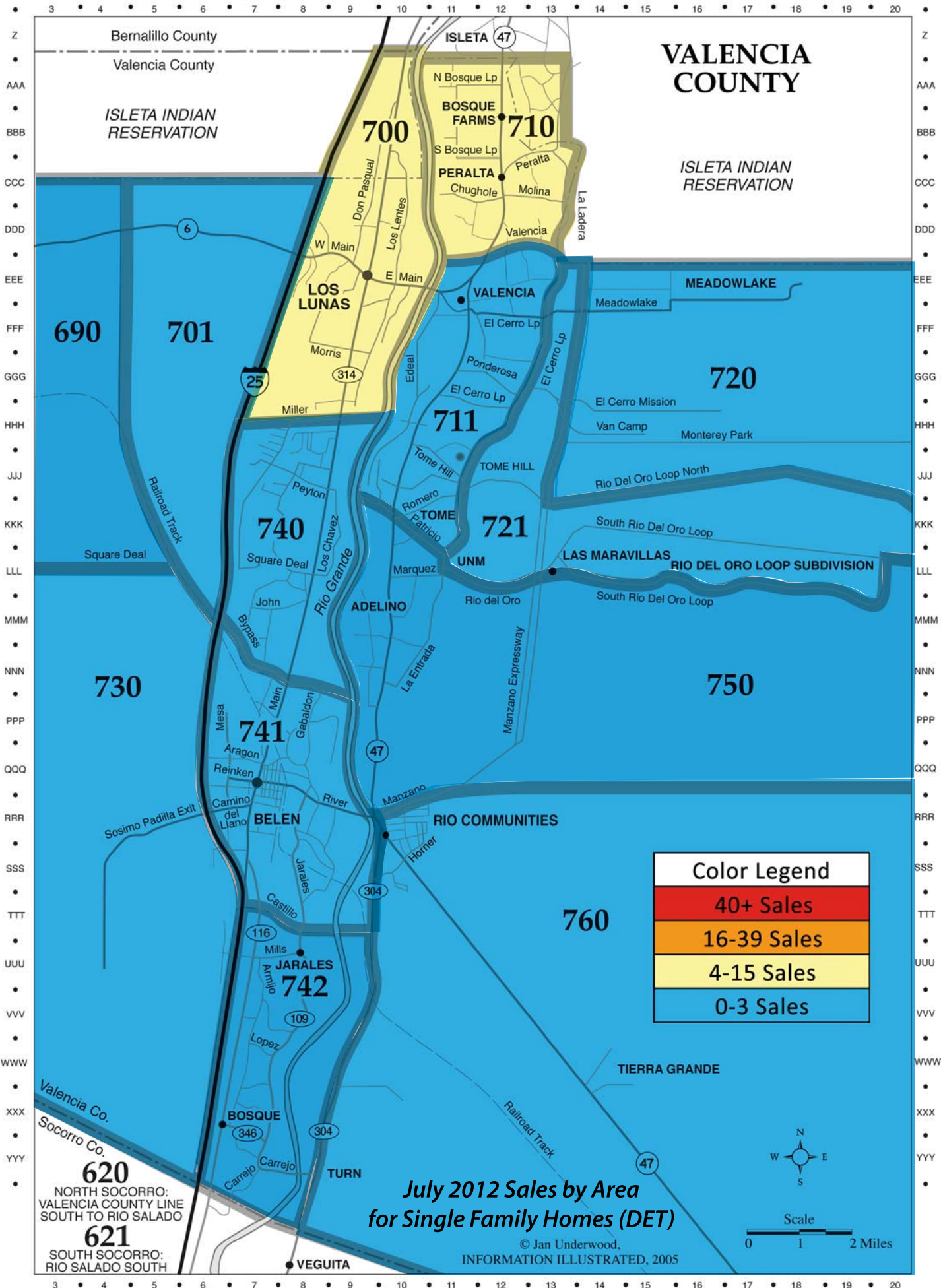


Color Legend	
	40+ Sales
	16-39 Sales
	4-15 Sales
	0-3 Sales



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July 2012 Sales by Area for Single Family Homes (DET)



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

July 2012 Sales by Area for Single Family Homes (DET)

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