

PREMIER Metro Quarterly

The Power of Information



May 2013

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This Issue...

- ◆ Your Opportunity
- ◆ Quarterly Sales Report
- ◆ GAAR Quarterly Map Report
- ◆ 3 Mo. Isotopes Schedule
- ◆ HOT Properties
- ◆ Recipe



Buying or Selling in 2013?

Now is your window of opportunity!

Planning to sell your house in 2013? Or maybe you are considering buying a home or investment property. This could be your best year to do it. The summer months, in particular, will be an ideal time to consider making your move. Home prices are starting to recover but are still low enough for a great deal. Add to that, interest rates that are still at historic lows and 2013 maybe your best window of opportunity!

FOR SELLERS:

- Home sale prices are climbing. Throughout the city, we are seeing prices rising. The latest data shows that city wide, home prices are up 2.53% from 2012 to an average sales price of \$197,499 and the median sales price is up 5%.
- Inventory is down. Inventory reduction is another major housing trend. This is creating a competition for homes. It is Supply and Demand 101. Buyers are active in the market (with closed sales up by 12.65% over last year) and competing for move-in ready homes.
- Multiple offers are becoming common. Most homes, properly priced and listed for sale are seeing the potential to generate multiple offers from buyers. This is a direct result of the trends discussed above and because pent up demand from years of purchase deferral is creating this new competition.



FOR BUYERS:

- Renting is expensive. Due to foreclosures, hard economic times, and the demand for housing, property owners were able to push up rent rates to meet the rise in demand for housing. In some instances renting now could make even less sense when you could be putting the money into a mortgage.
- Interest rates remain in the bargain bin. If you have good credit this is your window of opportunity. Banks maybe more wary about lending due to the financial crisis, but qualifying for a mortgage is only likely to get harder - not easier.
- Home prices are still low. There are still good deals out there - but not for **very much longer**. The buyer's market trend is waning. For now, there are still over leveraged homes that are coming on the market as short sales, foreclosures, and real estate owned properties but even these numbers are reducing. Our sales market is leveling.



On the following pages you will find the most recent market data and our analysis for your consideration. Buyers and sellers alike, who are pondering a home purchase or sale in 2013, may want to move sooner than later. Your window of opportunity is not going to remain this wide open for long.

1st Quarter 2013 - Market Report

Albuquerque

1st QTR 2013 vs. 1st QTR 2012
R1 - Existing Single-Family Detached

	1 QTR '13	1 QTR '12
Average Sales Price:	\$200,604	\$193,963
Median Sales Price:	\$170,000	\$162,000
Total Sold & Closed:	1,153	1,060
New Listings	2,337	2,135
Av. Days on Market:	69	81

Source: Greater ABO Assoc. of Realtors®

Rio Rancho

1st QTR 2013 vs. 1st QTR 2012
R1 - Existing Single-Family Detached

	1 QTR '13	1 QTR '12
Average Sales Price:	\$177,287	\$176,672
Median Sales Price:	\$156,000	\$159,950
Total Sold & Closed:	331	252
New Listings	699	552
Av. Days on Market:	73	84

Source: Greater ABO Assoc. of Realtors®

Market Analysis - by Jim Pitts, Owner/Broker

Highest 1st Quarter Sales since 2008!

The housing recovery continues during the 1st quarter of 2013 with sales increasing by 12.65% over the 1st quarter of 2012. Average sales price has increased 2.53% over 1st quarter of 2012. As we reported in our 2012 market review the numbers showed the market gaining strength and this has continued for the 1st quarter.

Most MLS areas have shown an increase in sales with only Bernalillo and Placitas showing a loss in sales. The big winner is Rio Rancho/Corrales with an increase of 31.25% sales units and the East Mountains with a 37.10% sales increase. Inventory is starting to increase 14.07% this 1st quarter, matching the sales increase so inventory should remain strong. The spring market is upon us which traditionally shows an increase in homes for sale and homes sold.

We look forward to a very active market this spring and will keep you advised of the MLS numbers, as always we are looking for trends and will report to you quarterly. If you need more detailed information on any of your properties, contact your Real Living Premier, REALTOR® for more information.



Prudential
New Mexico Properties

Beginning in July, our Real Living office will become Prudential New Mexico Properties. This exciting change, will give us over 100 real estate brokers, and we will continue to be affiliated with Brookfield Global Relocation Services and Berkshire Hathaway Home Services at the national level. Prudential Real Estate, with more than 1,500 offices and 50,000 agents, represents one of North America's largest real estate brokerage franchise networks.

Prudential New Mexico Properties will utilize the latest technology, and will continue to evolve marketing strategies to stay on top of the ever changing real estate market. This will allow our brokers to concentrate on our number one priority, our clients and our commitment to being the best service provider in New Mexico.

As we move forward, rest assured, we will continue to our tradition of reliability, trust and expertise. Yet under this new name, we will be adding new services, faster, smarter and more convenient ways to buy and sell homes: online, offline, mobile, digital and traditional. All coming your way in July.

We think you will like the change.



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OVERVIEW OF PRODUCT OVERLAYS:

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- Verifiable 12 month rental history
- HUD approved homeownership workshop required.

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Isotopes

3 Month Schedule

As of 3/2012

July 2013							Home Games In BOLD
Sun	Mon	Tues	Wed	Thurs	Fri	Sat	All times Mountain
	1 @OKC 6:05 PM	2 @OKC 6:05 PM	3 @OKC 6:05 PM	4 IOWA 7:05 PM	5 IOWA 7:05 PM	6 IOWA 7:05 PM	
7 IOWA 6:05 PM	8 NASHVILLE 7:05 PM	9 NASHVILLE 7:05 PM	10 NASHVILLE 7:05 PM	11 @IOWA 6:05 PM	12 @IOWA 6:05 PM	13 @IOWA 6:05 PM	
14 @IOWA 6:05 PM	ALL-STAR BREAK @ RENO			18 OMAHA 7:05 PM	19 OMAHA 7:05 PM	20 OMAHA 7:05 PM	
21 OMAHA 6:05 PM	22 @NASHVILLE 6:05 PM	23 @NASHVILLE 6:05 PM	24 @NASHVILLE 6:05 PM	25 @NASHVILLE 6:05 PM	26 New Orleans 7:05 PM	27 New Orleans 7:05 PM	
28 New Orleans 7:05 PM	29 New Orleans 7:05 PM	30 @SAC 8:05 PM	31 @SAC 8:05 PM				Dates & times Subject to change

August 2013						
Sun	Mon	Tues	Wed	Thurs	Fri	Sat
				1 @SAC 8:05 PM	2 @SAC 8:05 PM	3 @Fresno 8:05 PM
4 @Fresno 7:05 PM	5 @Fresno 8:05 PM	6 @Fresno 8:05 PM	7	8 TACOMA 7:05 PM	9 TACOMA 7:05 PM	10 TACOMA 7:05 PM
11 TACOMA 1:35 PM	12 SALT LAKE 6:35 PM	13 SALT LAKE 6:35 PM	14 SALT LAKE 6:35 PM	15 SALT LAKE 6:35 PM	16 @OKC 6:05 PM	17 @OKC 6:05 PM
18 @OKC 5:05 PM	19 @OKC 6:05 PM	20 @OKC 6:05 PM	21 NASHVILLE 6:35 PM	22 NASHVILLE 6:35 PM	23 NASHVILLE 7:05 PM	24 NASHVILLE 7:05 PM
25 NASHVILLE 6:05 PM	26 ROUND ROCK 6:35 PM	27 ROUND ROCK 6:35 PM	28 ROUND ROCK 6:35 PM	29 ROUND ROCK 6:35 PM	30 @New Orleans 6:00 PM	31 @New Orleans 5:00 PM

September 2013						
Sun	Mon	Tues	Wed	Thurs	Fri	Sat
1 @New Orleans 5:00 PM	2 @New Orleans 12:00 PM	3	4	5	6	7

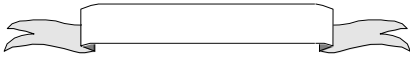


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- ◆ Home Value Report

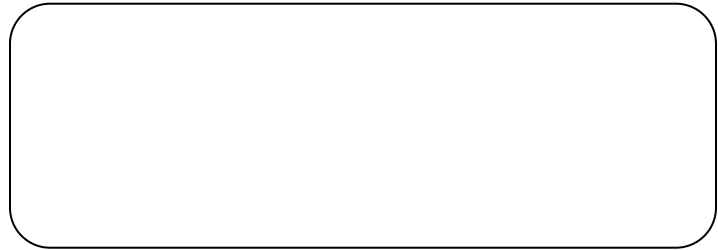
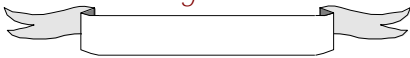
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Call or email today to make arrangements!



HOT Properties

Currently listed by Real Living Premier, REALTORS®



4 Bed, 2 Bath, in NE ABO



3 Bed, 2.75 Bath, in SW ABO



3 Bed, 1.75 Bath, in NE ABO



4 Bed, 2.5 Bath, in NE ABO

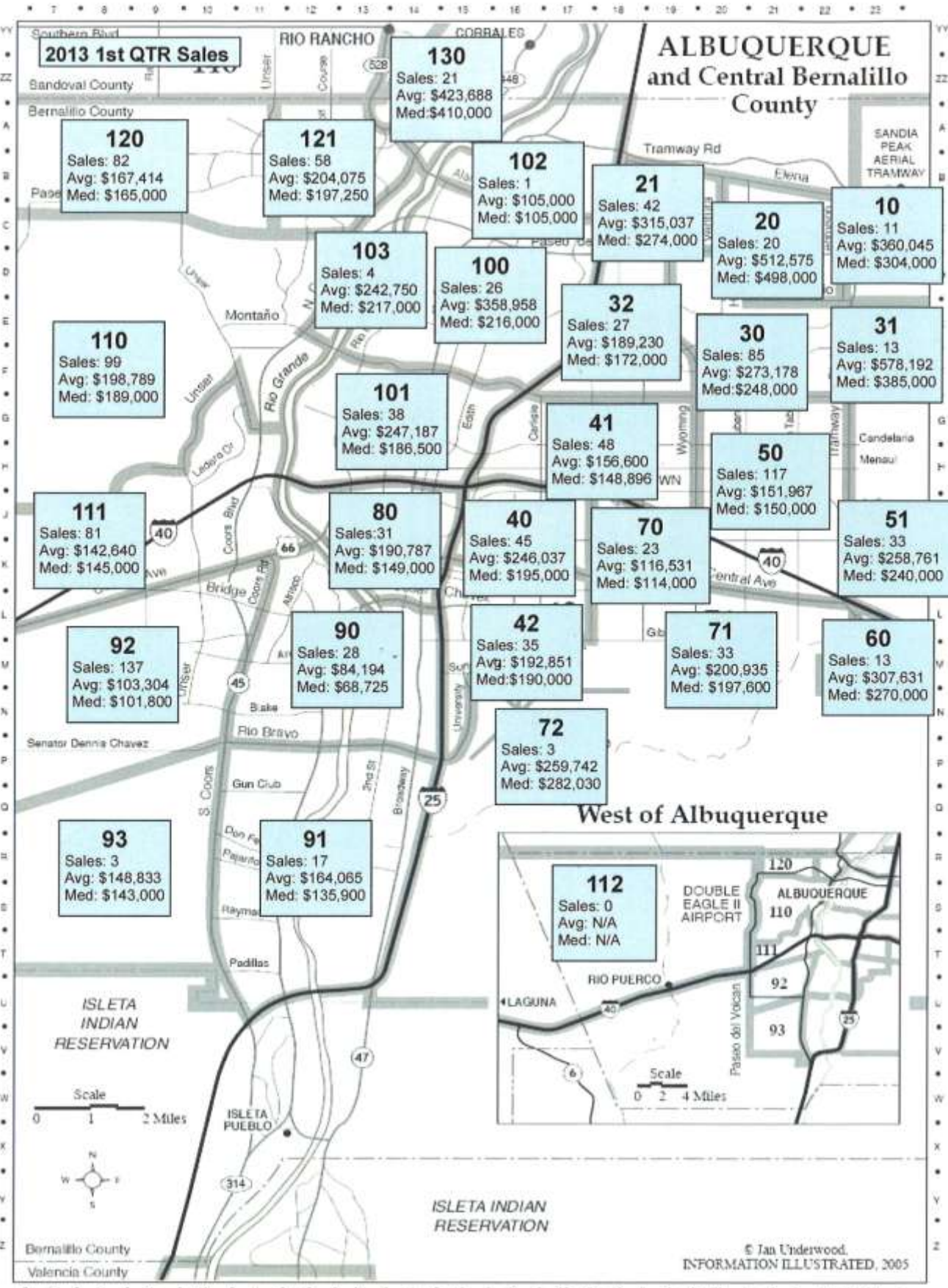
BALSAMIC ROAST BEEF French Dip Sandwich

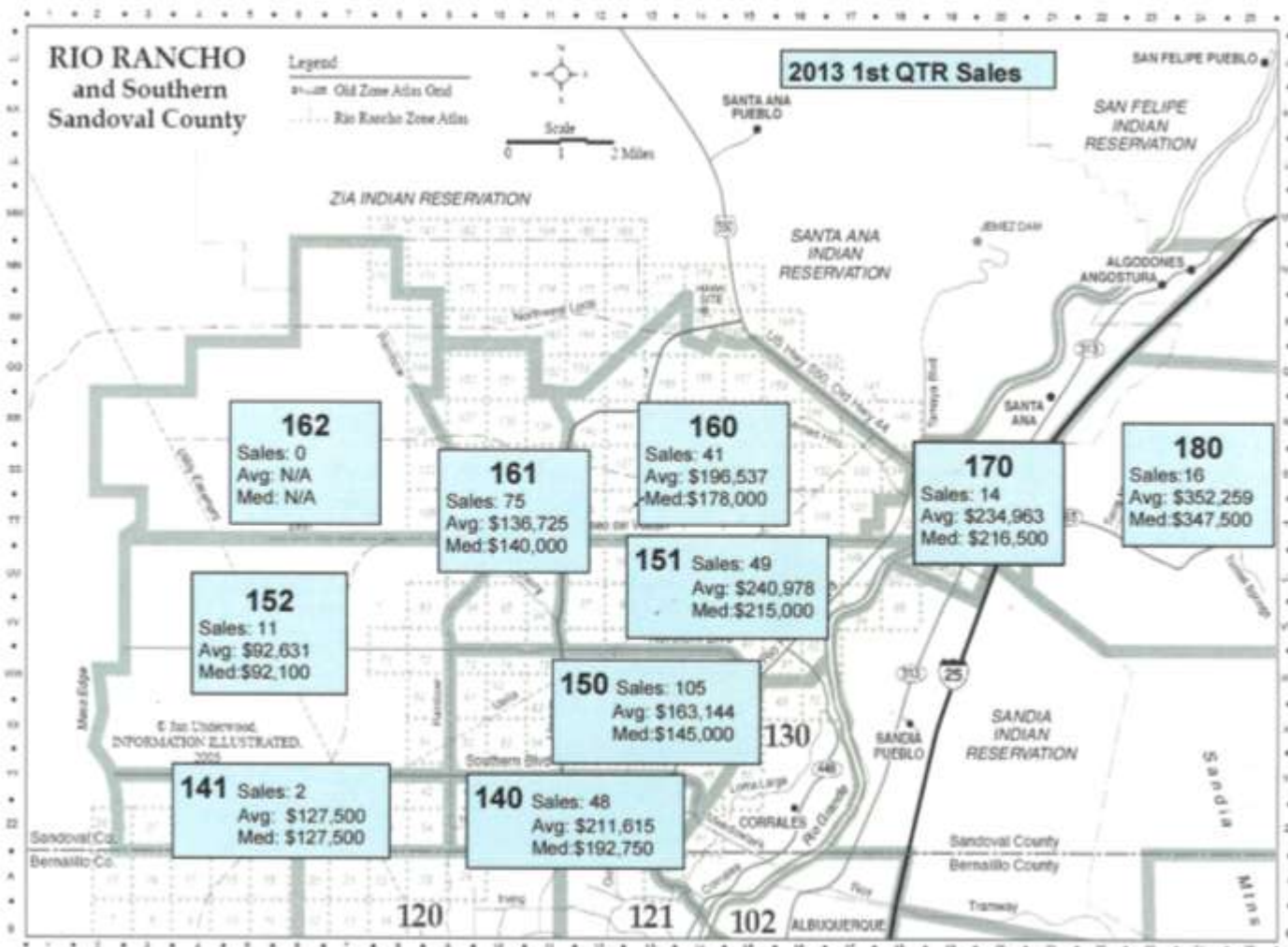


- 3 to 4 lb Boneless Roast Beef (chuck or round roast)
- 1 Cup Beef Broth
- 1/2 Cup Balsamic Vinegar
- 1 Tbsp Worcestershire Sauce
- 1 Tbsp Soy Sauce
- 1 Tbsp Honey
- 1/2 Tsp Red Pepper Flakes
- 4 Cloves Garlic - chopped

Place roast beef into the slow cooker. Mix the remaining ingredients and pour over roast. Cook 4 hours on high, 6-8 hours on low.

Once cooked, shred the beef with forks and pour 1/4 to 1/2 a cup of gravy in cooker, over shredded beef. Separate fat from the remaining gravy and pour into individual bowls for dipping. *Enjoy!!*





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