THE ALBUQUERQUE MARKET ISN'T SLOW. IT'S SELECTIVE.

A 2026 SALES ACTIVITY WHITE PAPER

Selected Albuquerque Northeast, Foothills, Uptown & Heights Markets
January 1 - August 26, 2026

THE CENTRAL IDEA

1,510 properties. 1,298 closed. 212 pending. Nearly half of the successful sales moved in one week, yet hundreds took 30, 60, 90 or even 120+ days. The market is working - just not equally for every property. That makes pricing, positioning, presentation and execution matter more than the headline market narrative.

PREPARED BY JOSHUA CHRISTENSEN

Qualifying Broker | Real Estate Investor | Christensen Properties
Realty One of New Mexico | NMREC 20522 | 505-250-1944
www.sellthe505.com

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SCOPE OF THIS REPORT

This analysis is based on a 1,510-property Southwest MLS report covering selected detached residential submarkets in Albuquerque from January 1 through August 26, 2026. It is not a report of every Albuquerque MSA transaction. Pending sales reflect a point-in-time snapshot. The source export does not populate usable closing dates in the rendered rows, so this white paper analyzes cumulative year-to-date activity rather than month-by-month trends.

EXECUTIVE SUMMARY

The headline market narrative can be misleading. This dataset shows a market with substantial transaction activity and very fast successful sales - but also a meaningful group of homes that needed far longer to find a buyer. That combination is the definition of a selective market.

1,510 PROPERTIES ANALYZED	1,298 CLOSED	212 PENDING
$415K MEDIAN CLOSED PRICE	8.5 MEDIAN CLOSED DOM	$644M APPROX. CLOSED VOLUME

Nearly half of closed properties sold within seven days. About seven in ten closed within 30 days. Yet 394 successful sales took longer than 30 days, including 78 that took more than 120 days.

OPERATOR RULE

A fast market does not rescue a bad launch. When buyers are selective, preparation, pricing, presentation, exposure, negotiation and follow-through become more important - not less.

Source: Southwest Multiple Listing Service, Inc. (SWMLS), 1,510-property report supplied for analysis. Figures are rounded where appropriate. Information is deemed reliable but not guaranteed.

1. MARKET AT A GLANCE

THE MARKET ISN'T SLOW. IT'S SELECTIVE.

From January 1 through August 26, the selected Albuquerque submarkets produced 1,298 closed transactions and 212 additional pending properties. That works out to roughly 5.5 closings per calendar day across the period, or about 166 per 30.4-day month.

The typical closed sale was fast: the median Days on Market was just 8.5 days. But the average was 30.3 days. That wide gap matters. It tells us the market has a strong fast-moving core and a long tail of properties that struggled to convert buyer exposure into a contract.

WHAT THE AVERAGE HIDES

The median shows the typical successful sale. The average exposes the long tail. In this dataset, both are useful: one measures current buyer urgency; the other measures the cost of missing the market.

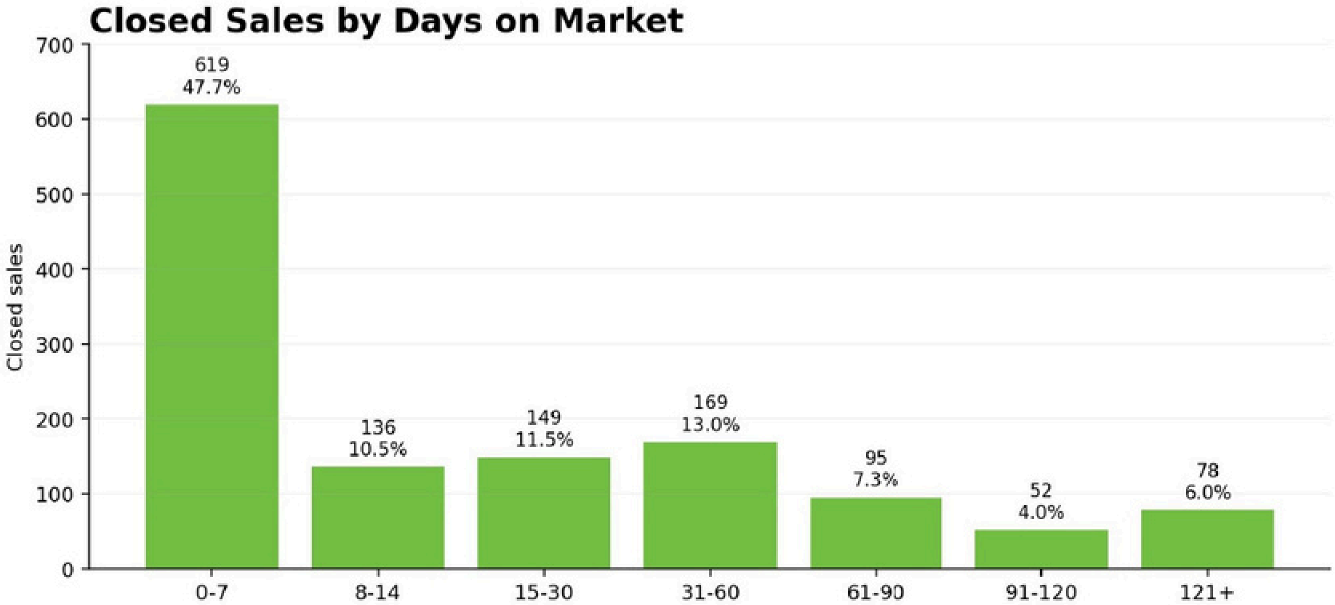
THE YTD PACE

- 1,298 closed sales across the 238-day reporting window.
- Approximately 38 closings per week across the selected submarkets.
- Approximately $644.4 million in reported closed-price volume.
- Median closed price of $415,000; average closed price of approximately $496,450.
- Pending inventory carried a median price of approximately $425,000 and median DOM of 15 days.

The conclusion is not that every home is easy to sell. It is that buyers are still acting - quickly when a property makes sense, and much more slowly when it does not.

2. SPEED OF SALE

NEARLY HALF OF CLOSED SALES MOVED IN ONE WEEK



Of the 1,298 closed sales, 619 - 47.7% - sold within seven days. Another 136 sold in days 8 through 14. By day 30, 904 properties had closed, representing 69.6% of all successful sales in the dataset.

THE OTHER SIDE OF THE MARKET

A fast core does not eliminate friction. 394 successful sales took longer than 30 days. 225 took longer than 60 days. 130 took longer than 90 days. And 78 took more than 120 days.

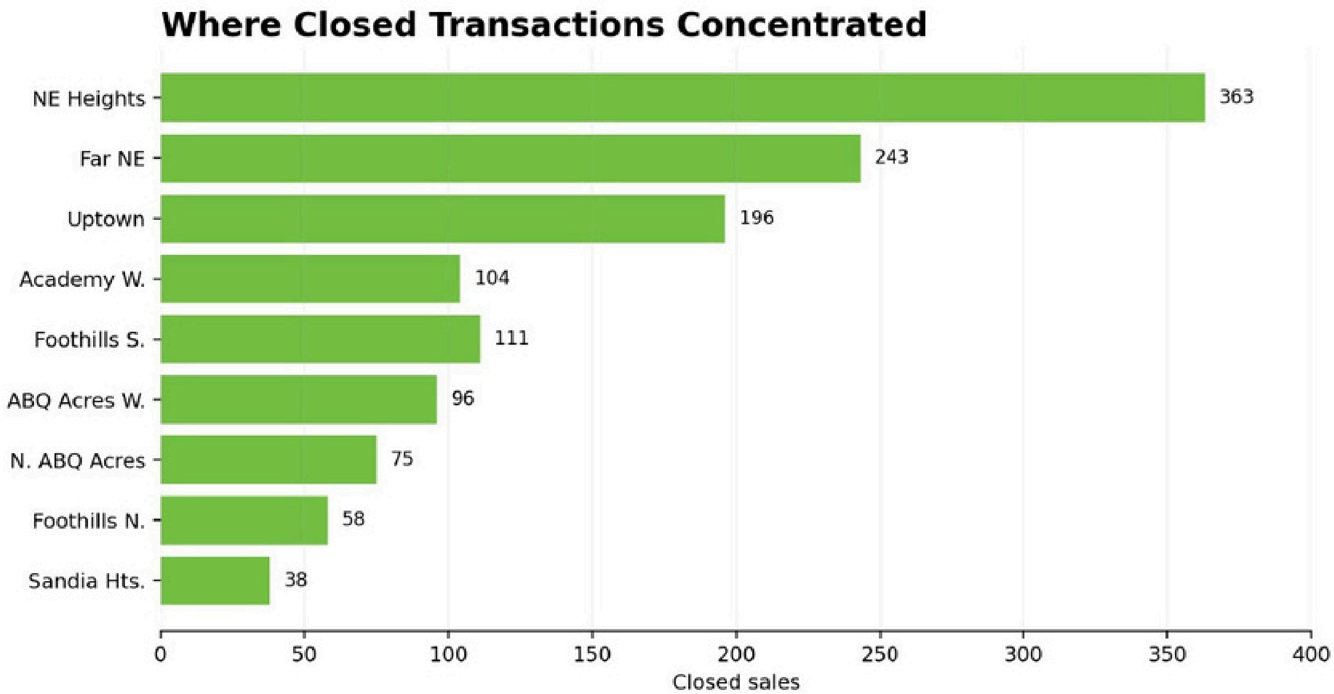
SELLER INSIGHT

The first two weeks matter. Buyer reaction during the launch period is information. Sellers who treat weak activity as "just give it more time" can end up donating their strongest marketing window to the competition.

DOM distribution from the 1,298 properties marked Closed in the source report.

3. WHERE THE TRANSACTIONS ARE

ACTIVITY IS CONCENTRATED



Northeast Heights, Far Northeast Heights and Uptown together accounted for 802 closed sales - approximately 61.8% of all closings in the report. Northeast Heights alone represented 363 closings, while Far Northeast Heights produced 243 and Uptown produced 196.

LOCAL MARKET RULE

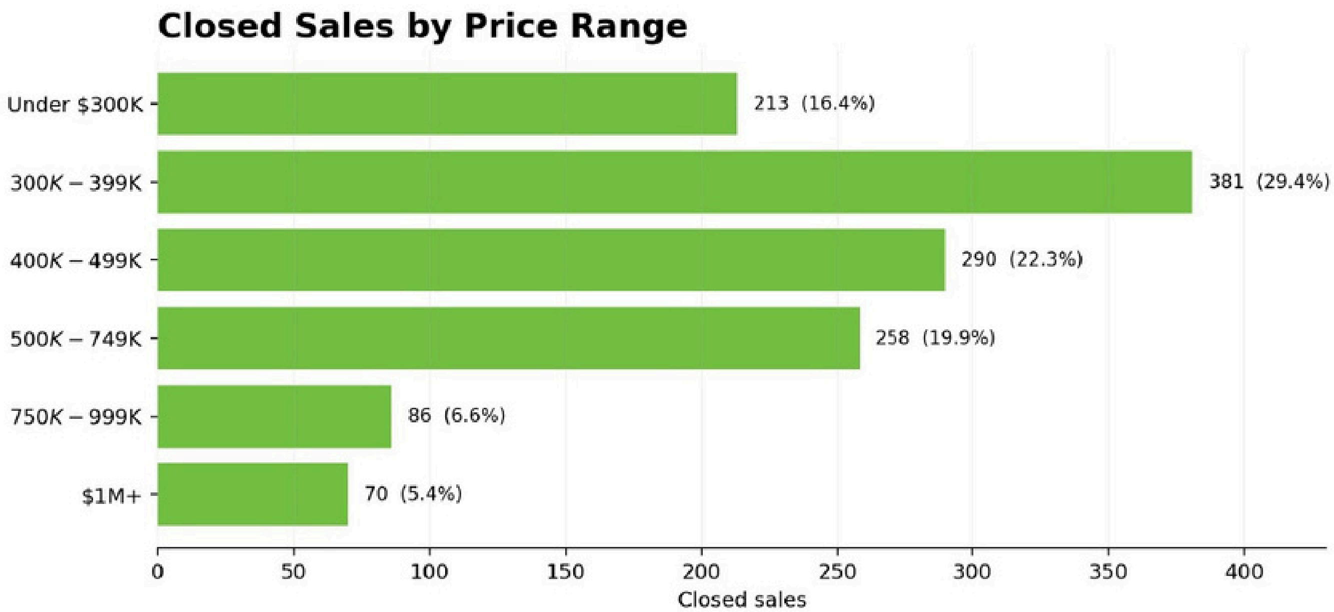
A homeowner does not own "the Albuquerque market." They own one house in one location competing against a specific set of properties. Citywide headlines are context. Local competition is the decision set.

DOLLAR VOLUME TELLS A DIFFERENT STORY

Far Northeast Heights produced more reported closed-dollar volume than Northeast Heights despite fewer closings because its typical price point was materially higher. North ABQ Acres also generated substantial dollar volume with a smaller number of transactions.

4. PRICE DISTRIBUTION

THE HEART OF THE MARKET IS STILL BELOW $500,000



About 52% of closed transactions were between $300,000 and $499,999. Roughly 68% closed below $500,000. Higher-end sales are clearly present - 70 closed properties were at $1 million or more - but the largest transaction engine remains the middle of the price distribution.

HIGH-END ACTIVITY IS REAL, BUT THINNER

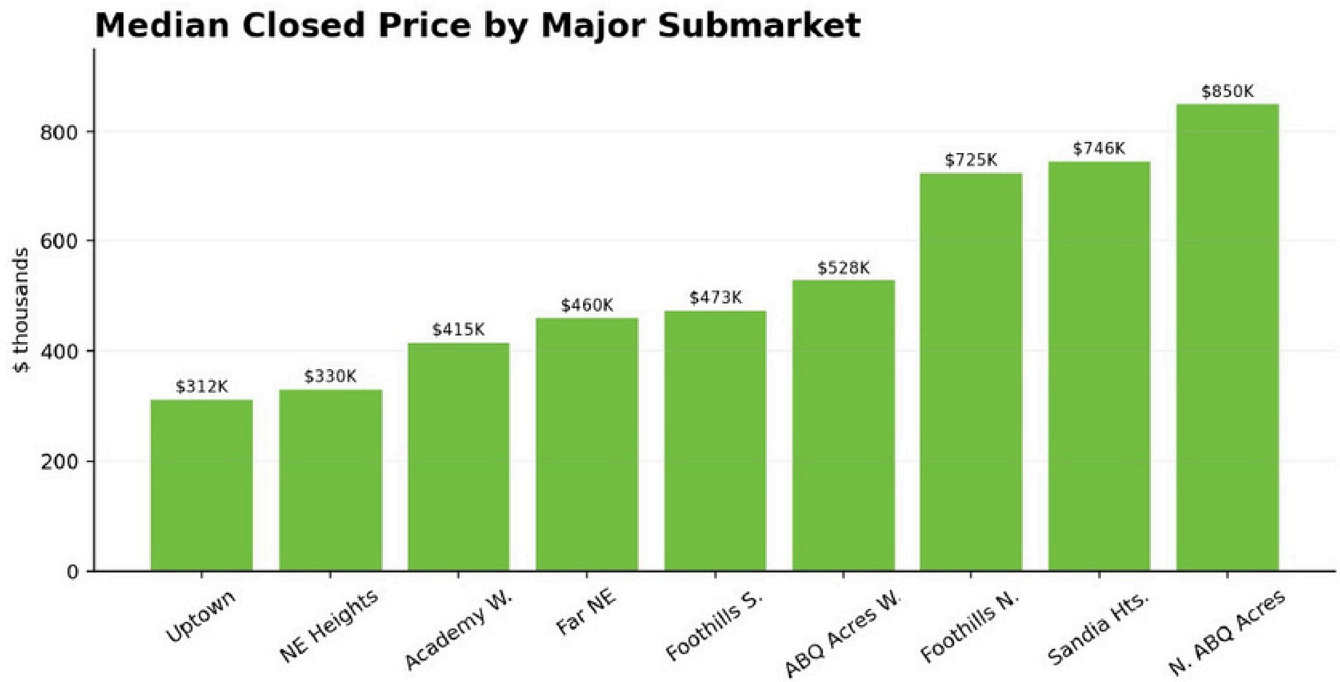
The pending snapshot showed a somewhat larger share of properties at $750,000 and above than the closed YTD mix. That is worth watching, but it should not be treated as a trend by itself because pending inventory is a current snapshot while closed sales represent nearly eight months of cumulative activity.

PRICING DISCIPLINE

Price is not the only reason a home sells, but it is the filter through which every other marketing decision is judged. Buyers compare condition, location, presentation and value at the same time.

5. SUBMARKET SCORECARD

SAME CITY. VERY DIFFERENT MARKETS.



Median closed prices ranged from roughly $312,000 in Uptown to $850,000 in North ABQ Acres among the major submarkets. Median Days on Market also varied, with Academy West moving fastest at about 4.5 days and Foothills North at about 14 days.

Major MLS Area	Closed	Median Price	Median DOM
50 - Northeast Heights	363	$330,000	10
30 - Far NE Heights	243	$460,000	6
41 - Uptown	196	$312,000	12
32 - Academy West	104	$415,000	4.5
51 - Foothills South	111	$473,000	7
21 - ABQ Acres West	96	$527,500	13
20 - North ABQ Acres	75	$850,000	8
31 - Foothills North	58	$725,000	14
10 - Sandia Heights	38	$746,000	12

Major submarkets shown; small-sample MLS areas are excluded from the scorecard for clarity.

LISTING A HOUSE IS EASY. SELLING IT IS THE WORK.

The data does not support the idea that Albuquerque buyers disappeared. It supports something more useful: buyers are still moving, but they are choosing. That changes the seller conversation.

A SELLER SHOULD BE ABLE TO ANSWER SIX QUESTIONS

- Who is the most likely buyer for this specific property?
- What are the five to ten properties that buyer will compare against us?
- What condition or presentation issues will create hesitation?
- What pricing range creates attention without giving away leverage?
- How will the property be launched beyond simply appearing in the MLS?
- What is the adjustment plan if buyer activity is weaker than expected?

THE SELLER OPPORTUNITY

Nearly 70% of successful sales closed within 30 days. That is encouraging. But the homes that missed the market show why strategy matters: 394 eventual closings took longer than 30 days and 78 took more than 120 days.

THE FIRST MARKET IS THE BEST MARKET

A new listing gets a burst of attention because it is new. The objective is to use that attention deliberately - with the home prepared, positioned and priced before the launch. Repeated price reductions can eventually create a sale, but they also signal that the market rejected the original proposition.

7. WHAT THIS MEANS FOR BUYERS

DON'T ONLY CHASE THE NEWEST LISTING

The speed of the strongest listings can make buyers feel as if every worthwhile home requires an immediate bidding war. The closed data says otherwise. Hundreds of successful sales sat long enough for a prepared buyer to investigate the story behind the DOM.

394 CLOSED AFTER 30+ DAYS	**225** CLOSED AFTER 60+ DAYS	**130** CLOSED AFTER 90+ DAYS
78 CLOSED AFTER 120+ DAYS	**$425K** MEDIAN PENDING PRICE	**15** MEDIAN PENDING DOM

THE OPERATOR QUESTIONS

- Why has the property been on the market this long?
- Is the issue price, condition, location, financing, presentation or seller expectations?
- Has the property already had meaningful price reductions?
- Does the seller have a timing problem the buyer can solve?
- Can terms create value even if price cannot move much?

BUYER OPPORTUNITY

DOM is not automatically a bargain signal. It is a research signal. A stale listing can hide a problem - or create the negotiating room that a brand-new listing does not.

8. BOTTOM LINE

THE MARKET IS WORKING. EXECUTION IS THE DIFFERENCE.

This 2026 dataset shows a real market with active buyers, meaningful volume and fast-moving successful sales. It also shows a clear penalty for properties that fail to connect with buyers early. The practical conclusion is simple: do not make decisions from a national headline or a citywide average. Start with the property, the competition and the buyer behavior in the submarket that actually matters.

THE CENTRAL TAKEAWAY

A seller does not need more noise. A seller needs a plan. Prepare the property. Position it against the right competition. Create buyer attention. Read the market reaction. Adjust with discipline. Negotiate the deal. Get it closed.

GET UNLISTED!

DON'T JUST LIST IT. **SELL IT.**

See how your home fits this market at SELLTHE505.COM

Prepared by Joshua Christensen

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METHODOLOGY & DISCLOSURE

This white paper is educational and informational only. It is based on a 1,510-property SWMLS report covering selected detached residential MLS areas in Albuquerque from January 1 through August 26, 2026. It is not an appraisal, comparative market analysis, prediction, guarantee of results, or representation of every Albuquerque MSA transaction. Real estate conditions can change and individual properties can perform differently from market aggregates. Buyers and sellers should evaluate current competition and property-specific facts before making decisions.

Source: Southwest Multiple Listing Service, Inc. (SWMLS). The source information was automatically compiled from MLS data. Analysis and presentation by Christensen Properties. Information is deemed reliable but not guaranteed.