

March
2026
Newsletter



Southwest
SELECT PROPERTIES

THERESE & JIM WING
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**Serving Albuquerque & Surrounding Areas
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**CHECK OUT
OUR 118
CLIENT 5 STAR
REVIEWS**

Opportunity is Blooming this Spring

Is it time for your New Beginning? If you are looking for a change or know anyone that is, now is the perfect time! Lower Mortgage Rates, New Build Price Cuts, New Affordable Listings, More inventory & Bigger Tax Refunds for homeowners!!

Don't hesitate to contact us with any questions, interest or for more information on any community or listing.

Featured Listings

All listings as of March 1, 2026

Custom Home in the Greystone Ridge

\$675,000
4bd, 3ba, 2,986sf
3605 Greystone Ridge Dr SE
Rio Rancho, NM 87124

[View Listing](#)



Jubilee in Los Lunas



\$440,000
2bd, 3ba, 2,255sf
4070 Mora River Ave SW
Los Lunas, NM 87031

[View Listing](#)

NE Heights



\$350,000
3bd, 3ba, 1,860sf
3419 Del Agua Ct NE
Albuquerque, NM 87111

[View Listing](#)

Del Webb at Mirehaven



\$499,000
2bd, 2ba, 1,914sf
9231 Falls Creek Trl NW
Albuquerque, NM 87120

[View Listing](#)



\$511,000
2bd, 2ba, 1,884sf
1605 Buffalo Brook Way NW
Albuquerque, NM 87120

[View Listing](#)

\$449,000
2bd, 2ba, 1,925sf
9320 Bear Lake Way NW
Albuquerque, NM 87120

[View Listing](#)



\$495,000
2bd, 2ba, 1,855sf
2324 Chuckwalla Spring Trl NW
Albuquerque, NM 87120

[View Listing](#)



\$525,000
3bd, 2ba, 2,343sf
2220 Cebolla Creek Way NW
Albuquerque, NM 87120

[View Listing](#)

Contact us direct for the most updated Listing Information
or get emailed listings as they hit the market by clicking button below!

[Realty Watcher Automatic Notifications](#)

[Area Property Search](#)

[View All Our Listings](#)

Real Estate Review-News, Stats & Finances

WHAT YOU NEED TO KNOW!: New Government Law!

FinCEN'S New Reporting Rule Regarding Closings

Effective Date: The rule officially goes into effect on **March 1, 2026**.

What is Reported: Non-financed (all-cash) transfers of residential property to **legal entities** (LLCs, corporations) or **trusts**.

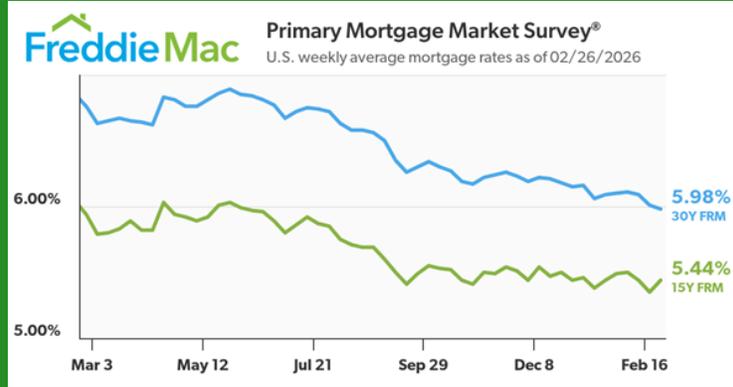


Settling In, Not Slowing Down: Buyers 60+ by the Numbers

by NAR REALTOR® News

New-Home Price Cuts Rise as Homebuilder Confidence Drops for a Second Straight Month

by NAR REALTOR® News



Mortgage Rates Drop Below 6% for the First Time in 3.5 years

"This rate, combined with the improving availability of homes for sale, is meaningful and will drive more potential buyers into the market for spring homebuying season", said Sam Khater, Freddie Mac's Chief Economist.

News Facts:

- The 30-year FRM averaged 5.98% as of February 26, 2026, down from last week when it averaged 6.01%. A year ago at this time, the 30-year FRM averaged 6.76%.
- The 15-year FRM averaged 5.44%, up from last week when it averaged 5.35%. A year ago at this time, the 15-year FRM averaged 5.94%.

Albuquerque Area Market Statistics

(Click on Images below for larger view)

December 2025 Market Statistics

4th Quarter 2025 Market Report

GAAR Green Sheet - December 2025

An informative overview of the Monthly Statistical Highlights. The SBA's market area includes Albuquerque, Corral, Placitas, Rio Rancho, Bernalillo, East Mountains/Estancia Basin and most of Valencia County.

New Listings		Pending Sales		Closed Sales	
Detached	569	Detached	607	Detached	732
Attached	55	Attached	70	Attached	79
One Year Ago		One Year Ago		One Year Ago	
Detached	551	Detached	653	Detached	733
Attached	81	Attached	70	Attached	72
% Change (Detached)		% Change (Detached)		% Change (Detached)	
+3.3%		-7.0%		-0.1%	
YTD % Change (Detached)		YTD % Change (Detached)		YTD % Change (Detached)	
+3.7%		-0.1%		+0.7%	

Median Sale Price		Average Sales Price		% of List Price Received	
Detached	\$370,000	Detached	\$427,571	Detached	98.3%
Attached	\$266,900	Attached	\$267,160	Attached	98.0%
One Year Ago		One Year Ago		One Year Ago	
Detached	\$364,000	Detached	\$423,628	Detached	98.4%
Attached	\$259,500	Attached	\$283,753	Attached	99.2%
% Change (Detached)		% Change (Detached)		% Change (Detached)	
+1.6%		+0.9%		-0.1%	
YTD % Change (Detached)		YTD % Change (Detached)		YTD % Change (Detached)	
+3.0%		+4.5%		-0.2%	

Inventory of Homes for Sale		Avg. Days On Market Until Sale		Months Supply*	
Detached	1,688	Detached	51	Detached	2.8
Attached	162	Attached	52	Attached	2.3
One Year Ago		One Year Ago		One Year Ago	
Detached	1,484	Detached	43	Detached	2.3
Attached	144	Attached	29	Attached	2.1
% Change (Detached)		% Change (Detached)		% Change (Detached)	
+13.7%		+18.6%		+21.7%	
YTD % Change (Detached)		YTD % Change (Detached)		YTD % Change (Detached)	
-		+23.9%		+24.2%	

*The inventory of homes for sale at the end of a given month, divided by the pending sales for the month.

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

GAAR Green Sheet 4th QTR 2025

A single page overview of the Quarterly Statistical Highlights to conserve space. The SBA's market area includes Albuquerque, Corral, Placitas, Rio Rancho, Bernalillo, East Mountains/Estancia Basin and Valencia County.

New Listings		Closed Sales		Sales Volume (in millions)	
Detached	2,270	Detached	2,079	Detached	\$897.9
Attached	247	Attached	211	Attached	\$59.5
One Year Ago		One Year Ago		One Year Ago	
Detached	2,248	Detached	2,185	Detached	\$925.4
Attached	250	Attached	201	Attached	\$59.6
% Change Detached		% Change Detached		% Change Detached	
+1.0%		-4.9%		-3.0%	
% Change Attached		% Change Attached		% Change Attached	
-1.2%		+5.0%		-0.0%	

Median Sales Price		Average Sales Price		Average Days on Market	
Detached	\$369,995	Detached	\$428,402	Detached	47
Attached	\$275,000	Attached	\$281,858	Attached	45
One Year Ago		One Year Ago		One Year Ago	
Detached	\$366,000	Detached	\$421,183	Detached	40
Attached	\$270,000	Attached	\$290,703	Attached	28
% Change Detached		% Change Detached		% Change Detached	
+1.1%		+1.7%		+17.5%	
% Change Attached		% Change Attached		% Change Attached	
+1.9%		-3.0%		+60.7%	

Median Sales Price by Market Area (Detached)				
MLS Area(s)	City/County	Q4 24	Q4 25	% Change
10-121	Albuquerque	\$338,590	\$365,000	+7.8%
130	Corrales	\$675,000	\$765,000	+13.3%
140-162	Rio Rancho	\$369,990	\$375,000	+1.4%
170	Bernalillo	\$425,000	\$355,000	-16.5%
180	Placitas	\$776,500	\$690,000	-11.1%
210-293	East Mountains	\$450,000	\$455,500	+1.2%
690-760	Valencia	\$313,840	\$322,400	+2.7%

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

CONSUMER GUIDE: WHY AM I BEING ASKED TO SIGN A WRITTEN BUYER AGREEMENT? by NAR



New Mexico Dept. of Veterans Services



Veterans Guide to Home Ownership & VA Loans



NEW MEXICO CUTS THEIR TAXES ON RETIREE BENEFITS!

Tax Cuts on Retiree Benefits

How to Retire in Style in New Mexico

10 Best Reasons to Retire in Albuquerque



Retire New Mexico

Here you'll find one of the nation's **lowest cost-of-living rates**, a mild climate with more than 300 days of sunshine a year, and cultural traditions and arts for every taste.

Click image above right for full Brochure!



What's My Home Worth?

Free Market Analysis on the value of your property.

(Scan QR code on Right with phone to go to site or click above on Red type)



Featured Communities

Contact Jim and Therese for the latest on current homes available in any of these communities!



Del Webb at Mirehaven

- Price Range: Low \$400ks - High \$700ks
- Home Types: Single-Family
- Number of Homes: 640
- Resale Only
- Age Restrictions: 55+
- Gated: Yes
- Builder: Pulte Homes
- Activity director: Yes



Jubilee at Los Lunas



Del Webb at Alegria



Why Pick a 55places Real Estate Expert to Help You Find Your Home?

Area Attractions



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Discover your own adventures in the Duke City!

ABQ The Heart of New Mexico



[The Ultimate Bucket List](#)

Why Relocate to Albuquerque

Top 10 Neighborhoods to Explore

[Albuquerque Annual Celebrations & Fiestas](#)

[Best Things To Do In Burque in Spring & Summer](#)

**Celebrate Women's
History Month at**

[Albuquerque's Women Owned
Establishments](#)



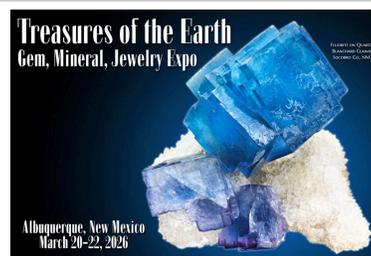
[ABQ St. Patrick's Day Happenings](#)

[2026 ABQ Events](#)

[2026 ABQ March
Events](#)

[Albuquerque Arts &
Culture](#)

[Spectator Sports Pro &
College](#)

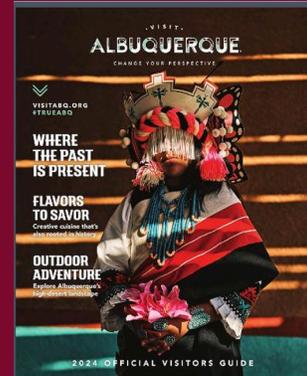




ABQ Things To Do

Chamber of Commerce

City of Albuquerque



Discover the Land of Enchantment Epic NM Outdoor Adventures

New Mexico is the fifth-largest state in the nation and is home to 5 national forests, 15 national parks and monuments, 34 state parks, and 26 wilderness areas.

PARK CENTRAL INFO



New Mexico's Mountains of Fun

Head to Edgewood for small-town charm, Route 66 history, outdoor adventures, festivals—and a black bear named Maggie. ECHO Ridge Park, a 248-acre expanse of high-desert terrain



Wildlife West Nature Park, a 122-acre sanctuary for native New Mexican wildlife

**Central Region
Outdoor Recreation**

**Explore NM
Places to Visit**

**The Ultimate NM
Adventure Guide**

Home Resources



**Complete Spring Cleaning
& Safety Guide**

by Safewise

[Cleaning Checklist](#)



**March Home Maintenance
Checklist**

by Safewise

[Get Checklist](#)



**1st Day of Spring-
Equinox 2026**

by the Old Farmer's Almanac

[First Day of Spring](#)

Hello! May the 'Luck of the Irish' shine down upon you! Hope you have a Happy & Safe St. Patrick's Day!

We hope you enjoy our monthly newsletter and find it informative of this Beautiful New Mexico area. Family is very important to us and we have so much to be thankful for! We are happily married 33 years and have raised 4 wonderful children in this amazing area that we are very passionate about!



As lifetime residents and combined 30+ years experience, we'll give you the best representation in this area, whether you are buying or selling. We take pride in building genuine life-time relationships and our business growth shows success from referrals and all who know and TRUST us. We're not exclusive to 55 & over communities, so we can help you, your children, grandchildren and friends with all their real estate needs here.

New Mexico is full of wonders!! From the beauty of the nature that surrounds us, to the dynamic urban culture, to the fascinating history. New Mexico is called, 'The Land of Enchantment' and we look forward to showing you why!

We are excited to help you and yours on this journey to find your new home and look forward to working with you!

Warm Regards,
Jim & Therese



Therese & Jim Wing

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