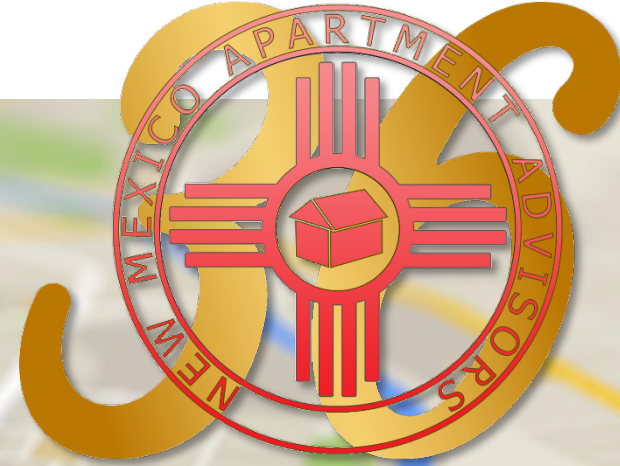


Housing NM 2025 Housing Summit



Market update and property ladder

Updated 9/11/2025



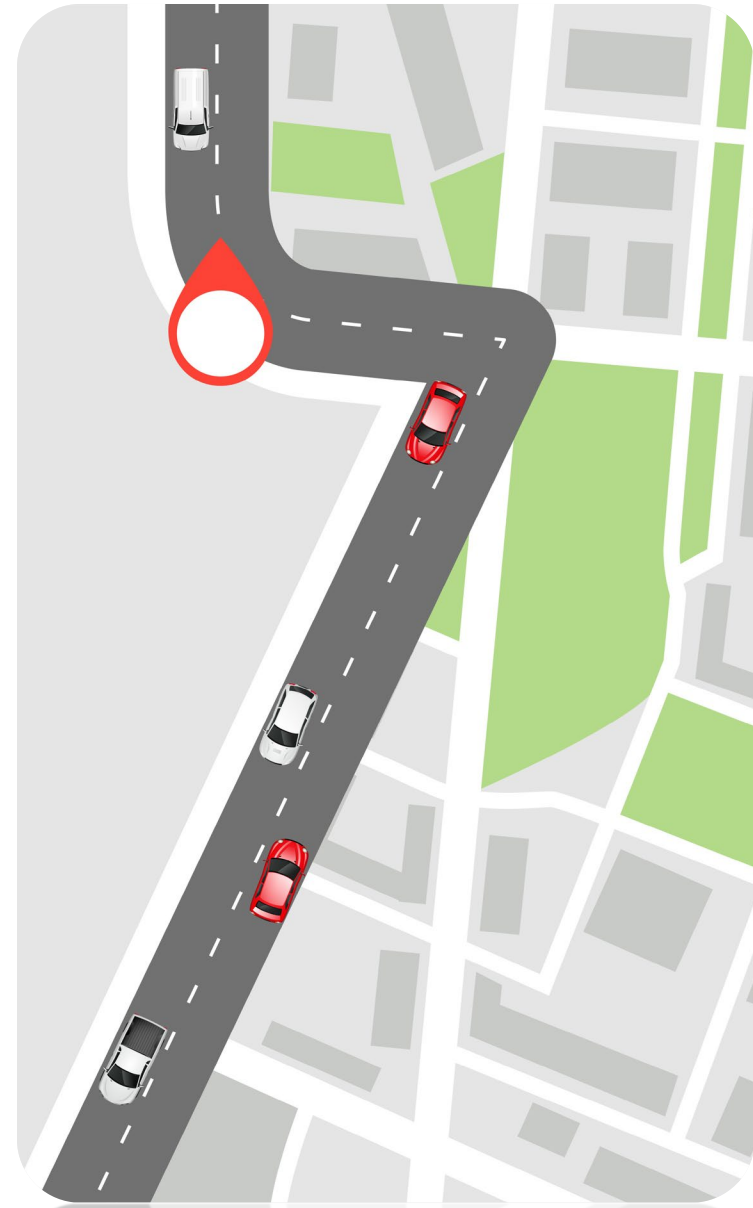
Facilitated by Todd Clarke CCIM

- Maintains a database on all apartments 2 units and up across NM
- Apartment Investment Broker – owns NM Apartment Advisors - 36 years selling apartments – listed/sold over 19,216 units in 994 transactions totaling \$903.7M
- Development consultant or property tax protest consultant on another \$2.5B – under Cantera Consultants and Advisors – worked as development consultant on Old ABQ High Lofts, De Anza, El Vado, Gold Avenue Lofts, the Brown site, and a dozen new apartment communities. Clients include City / County governments, lenders, developers.
- International Award Winning CCIM instructor – 27 years – taught in a dozen different countries to over 4,000 students.
- AANM industry champion
- Total data geek and policy wonk – loves solving the problems that occur at the intersection of people, place and property.



Today's Agenda/Roadmap

- A. Market Update
- B. Market forecast 2025-2026
- C. The property ladder



Glass Ceilings in late 1980's



As a young broker in the 1989 I was told that resident renters would never pay more than \$1,000 a month in rent. If the rent was any higher they could afford a house with a mortgage payment.

BOOMING ALBUQUERQUE—NOW GROWING 4 TIMES FASTER THAN THE NATIONAL AVERAGE

HOW TO LIVE - RETIRE - INVEST in the SUNNY SOUTHWEST

A verified statement and offering statement has been filed with the Department of State of the State of New York. The filing does not constitute approval of the sale or lease or offer for sale or lease by the Department of State or any officer thereof or that the Department of State has in any way passed upon the merits of such offering. A copy of the offering statement is available, upon request, from the subdivisor. NYA #388-8

FACTS & FIGURES

Advantages of acquiring a homesite in the suburbs of sunny Albuquerque, New Mexico, for Investment-Retirement.

- ★ How you can acquire an estate-sized homesite in the Albuquerque area at well-below competitive market prices.
- ★ Why land values in the vicinity of Albuquerque have consistently risen by an average of more than 25% per year since 1941—and may climb even faster!
- ★ How to use the least amount of money to make the largest possible gains in land investment.
- ★ Why the Southwest is today the fastest-growing region in the U.S.
- ★ Why Albuquerque is called "The Climate Capital of the Southwest."
- ★ How you may save money on living costs here.

Welcome to New Mexico THE LAND OF ENCHANTMENT

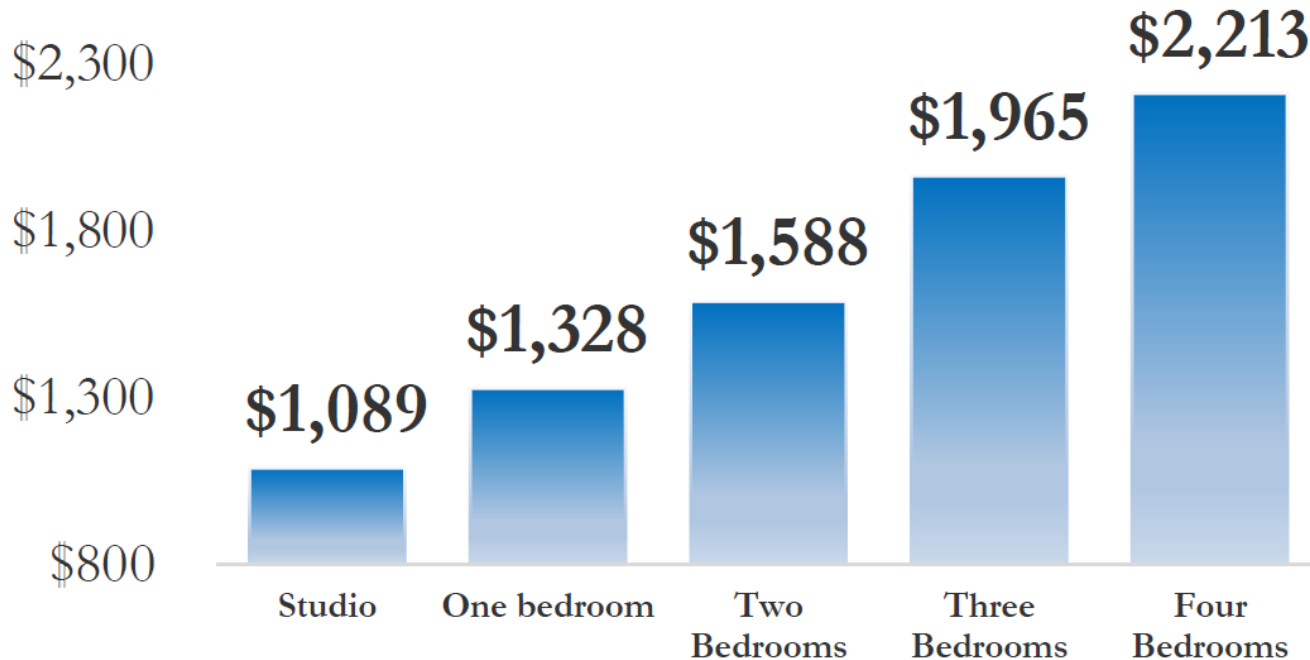
© Coppr., 1988, Rio Rancho Estates, Incorporated

RIO RANCHO ESTATES A Division of American Realty and Petroleum Corp.



Today Rent's (ABQ)

Albuquerque Average Monthly Rents by number of bedrooms



Rents in Q4-2023	\$	971	\$	1,214	\$	1,462	\$	1,598
Difference in 6 months	\$	118	\$	114	\$	126	\$	367





Rent Survey - Q4-2024 Greater Albuquerque Metro Area

SubMarket	Unit Type			
	Studio	One bedroom	Two Bedrooms	Three Bedrooms
Airport	\$ -	\$ 1,308	\$ 1,699	\$ 2,150
Cottonwood	\$ 970	\$ 1,539	\$ 1,737	\$ 1,965
Downtown	\$ 1,016	\$ 1,343	\$ 1,577	\$ 1,585
East Gateway	\$ 870	\$ 1,116	\$ 1,273	\$ 1,635
Far NE	\$ 1,117	\$ 1,391	\$ 1,724	\$ 2,359
Lovelace	\$ 842	\$ 951	\$ 1,034	\$ 1,485
Mid NE	\$ 978	\$ 1,130	\$ 1,366	\$ 1,516
North I25	\$ 1,324	\$ 1,443	\$ 1,678	\$ 1,736
North Valley	\$ 1,138	\$ 1,118	\$ 1,270	\$ 1,686
Rio Rancho	\$ 1,110	\$ 1,308	\$ 1,641	\$ 1,803
S. Valley	\$ -	\$ -	\$ 1,266	\$ 1,447
St. Pius	\$ 1,564	\$ 1,337	\$ 1,618	\$ 2,018
University	\$ 1,062	\$ 1,261	\$ 1,520	\$ -
Uptown	\$ 1,095	\$ 1,398	\$ 1,635	\$ 1,955
West NE	\$ 887	\$ 1,137	\$ 1,394	\$ 1,915
City wide Average	\$ 1,089	\$ 1,328	\$ 1,588	\$ 1,965

Total units surveyed = 42,043



Rent's today (Las Cruces)

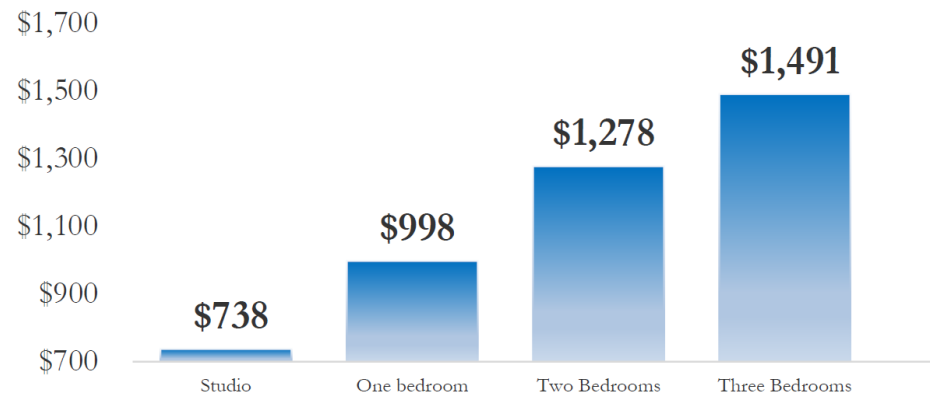
- Even Las Cruces is catching up...



Rent Survey - Q1-2025 Greater Las Cruces Area

SubMarket	Unit Type			
	Studio	One bedroom	Two Bedrooms	Three Bedrooms
City wide Average	\$ 738	\$ 998	\$ 1,278	\$ 1,491

Las Cruces Average Monthly Rents by number of bedrooms



Sampling of 55 comunites

Rents in Q2-2024	\$ 738	\$ 1,071	\$ 1,331	\$ 1,511
Difference in 6 months	\$ -	\$ (73)	\$ (53)	\$ (20)
Change as percentage	0%	-7%	-4%	-1%



But, rents are not static

- They are part of the basket of goods that make up our housing economy
- A \$1,000 in 1989 is \$2,612.71 today (about 4.47% annual inflation)

The U.S. Inflation Calculator measures the dollar's purchasing power over time.

Inflation Calculator

If in (enter year)

I purchased an item for \$

then in (enter year)

that same item would cost: **\$2,612.71**

Cumulative rate of inflation: **161.3%**

[Calculate](#)

Learn how this calculator works. The US Inflation Calculator uses the [latest US government CPI data](#) published on September 11 to adjust and calculate for inflation through August (See recent [inflation rates](#).) The U.S. Labor Department's Bureau of Labor Statistics will release inflation data for September on October 15, 2025.



How about incomes?

- Average US Median household income 1989: \$28,908
- Average US Median household income 2025: \$83,703
- \$28,908 in 1989 is worth \$75,528.21 in 2025 dollars, so incomes have been outpacing inflation by a very modest amount, **nationally**.



Housing prices

- Average US house price 1985: \$82,800
- Average US house price 2025: \$416,900
- \$82,800 in 1985 is worth \$248,305 in 2025 dollars, so housing prices have been outpacing inflation by almost double, **nationally**.



NM: Home Values vs. Incomes

Said another way, in 2012, the median home in New Mexico cost 3.72 times the median household's annual income. In 2023, that ratio increased to 5.20 times the median household's annual income.

Table 4: Median Home Price and Median Household Income

Year	Median Home Price	Median Household Income	Price to Income Ratio
2012	\$167,000	\$44,886	3.72
2013	\$173,000	\$44,927	3.85
2014	\$175,000	\$44,968	3.89
2015	\$180,000	\$44,963	4.00
2016	\$187,000	\$45,674	4.09
2017	\$190,000	\$46,718	4.07
2018	\$200,000	\$48,059	4.16
2019	\$216,500	\$49,754	4.35
2020	\$239,900	\$51,243	4.68
2021	\$275,000	\$54,020	5.09
2022	\$306,000	\$58,722	5.21
2023	\$323,320	\$62,125	5.20
2024 (Jan-Nov)	\$345,000	**	**
% Change (2012 to 2023)	93.60%	38.41%	39.78%

New Mexico Association of Realtors Housing Trends, ACS 5-Year Community Survey Table S1901

**Data Not Yet Available*



So how did we get here?

- Limited new construction since 2008 mortgage meltdown
 - Phenomenal job growth during Pandemic and since
 - Rising costs for construction
-
- HOW BAD IS IT?



100 years, 5 housing shortages...

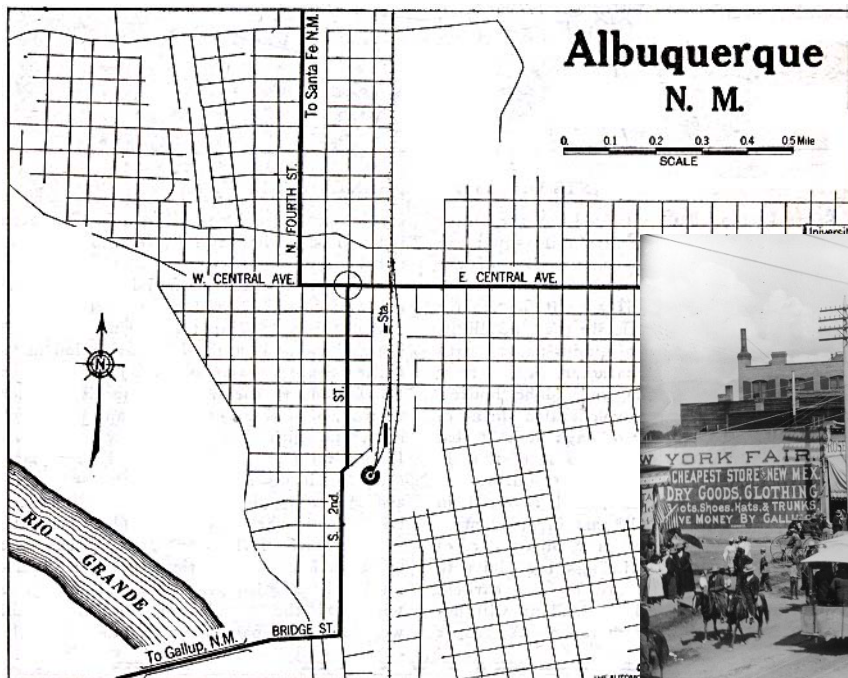
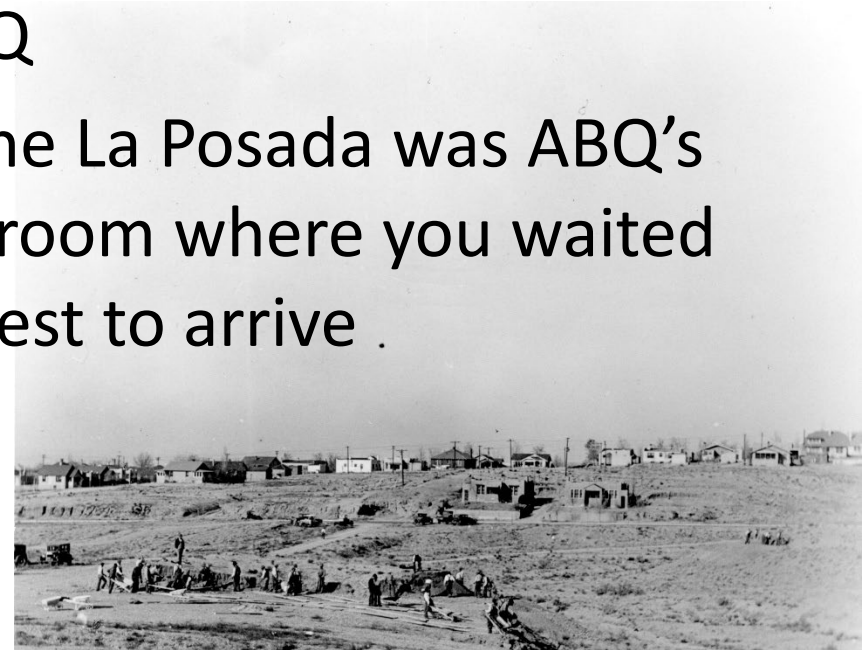
What can history teach us?



Housing Shortage #1 part I – Railroad era



- When this was your entrance to ABQ
- And the La Posada was ABQ's living room where you waited for guest to arrive .



Housing Shortage #1 part I – Railroad era



STATE DEMOCRATIC ORGANIZATION

John J. Dempsey	National Committeeman
Mrs. Luella McCaffey Brown	National Committeewoman
A. L. Atherton	Chairman
Mrs. Blanche Lucero	Vice-Chairman
Earl Stull	Secretary
Victor Salazar	Treasurer

ALBUQUERQUE Needs New Homes

NOW you can build a home with as little as 20 per cent in cash or its equivalent in property value. . . . You may borrow the balance (up to 80% of the appraised value) and repay the entire amount on a monthly basis like rent, under the Federal Housing plan. . . . You can improve your present home or business property. . . . You can install new plumbing, a new roof or a thousand and one different things. . . . You can even install an electric refrigerator. . . . Terms and conditions are sound and simple. . . . Come in and let us explain.

ALBUQUERQUE BETTER HOUSING ASSOCIATION
FRANCISCAN HOTEL
PHONE 3812

(Albuquerque Tribune)
July 9th, 1935

FEWER VACANT HOMES IN CITY THAN IN YEARS

Desirable Rental Property
Scarce in Spite of Slack
Season

BELIEVE BUILDING DUE

C. E. M. Allen Santa Fe
W. W. Nichols Santa Fe

DE BACA COUNTY

Anna D. Fishback Ft. Sumner
Mae Naylor Ft. Sumner
J. V. Stearns Carlsbad
Elbert Overton Mesquite
M. P. Carr Ft. Sumner

DONA ANA COUNTY

Mrs. Dick Travis Las Cruces
W. T. Scoggin, Jr. Las Cruces
Dan W. Williams Mesilla Park
D. E. Rodriguez Mesquite
John R. Canales Las Cruces

EDDY COUNTY

Howell Gage Carlsbad
Troy Caviness Loving
Dick Westaway Carlsbad
W. T. Halderman Carlsbad
C. P. Montgomery Carlsbad

GRANT COUNTY

Mrs. Leon Miller Santa Fe

Luis Page Santa Rosa
J. S. Sanchez Santa Rosa

HARDING COUNTY

Mrs. C. D. Caldwell Roy
Mrs. Rafael Crespin Mosquero
Hugh C. Mitchell Roy
Charlie McNeill Solano
Floyd E. Ivey Roy

HIDALGO COUNTY

Mrs. S. E. Allen Lordsburg
Mrs. Sylvia Kerr Santa Fe
Fred Potter Lordsburg
H. Vearle Payne Lordsburg
Claude E. Wood Santa Fe

LEA COUNTY

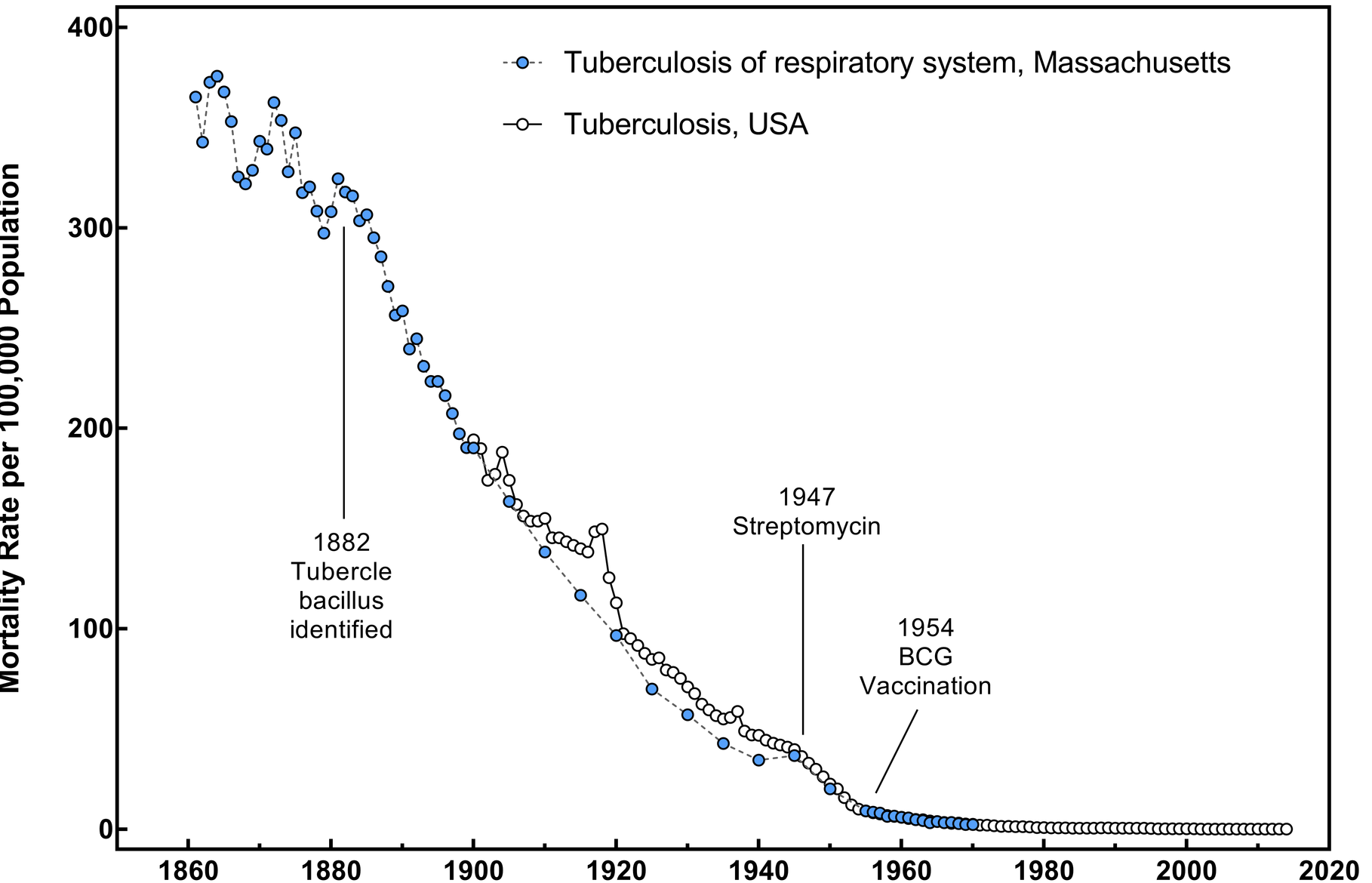
Mrs. U. D. Sawyer Crossroads
Mrs. Zack Taylor Gladiola
Grady Thompson Hobbs
Dan Bodie Hobbs
James M. Murray, Sr. Hobbs

LINCOLN COUNTY

Mrs. Lee Hancock Corona



#1 Part II - TB days



#1 Part II - TB days



- NM sold its dry warm climate as a health benefit and used the Railroad to get people here



November, 1917—

The Magazine of Service

467

THE ROTARY "HOUSE OF SERVICE"



Maurice Bathe Hot Springs

Shortle's Albuquerque Sanatorium for Tuberculosis

Science has demonstrated that tuberculosis in its early stages can be cured under proper climatic conditions if precautions are observed in the method of living.



#1 Part II - TB days



BUSINESS ALBUQUERQUE has enjoyed a steady, healthy growth for many years. The basic business indices by which this growth can be measured are given on the following page. Albuquerque is still growing, and at a faster pace.

Albuquerque is located at the geographical center of New Mexico and is the largest city in this state of 122,634 square miles and 625,000 population. The city is the wholesale center and distribution point for a vast area. It is also an excellent location for many kinds of light manufacturing.

The population of Albuquerque is about 90,000. Most of this is in the city limits, but some is in the thickly settled areas of country homes and small farm plots in the suburbs, within a 5 mile radius of the Albuquerque postoffice.

Albuquerque is the crossing point of famous U. S. Highway 66 between Chicago and Los Angeles; and U. S. Highway 85 which runs from the Mexican border to Denver and (by other numbers) on to Canada.

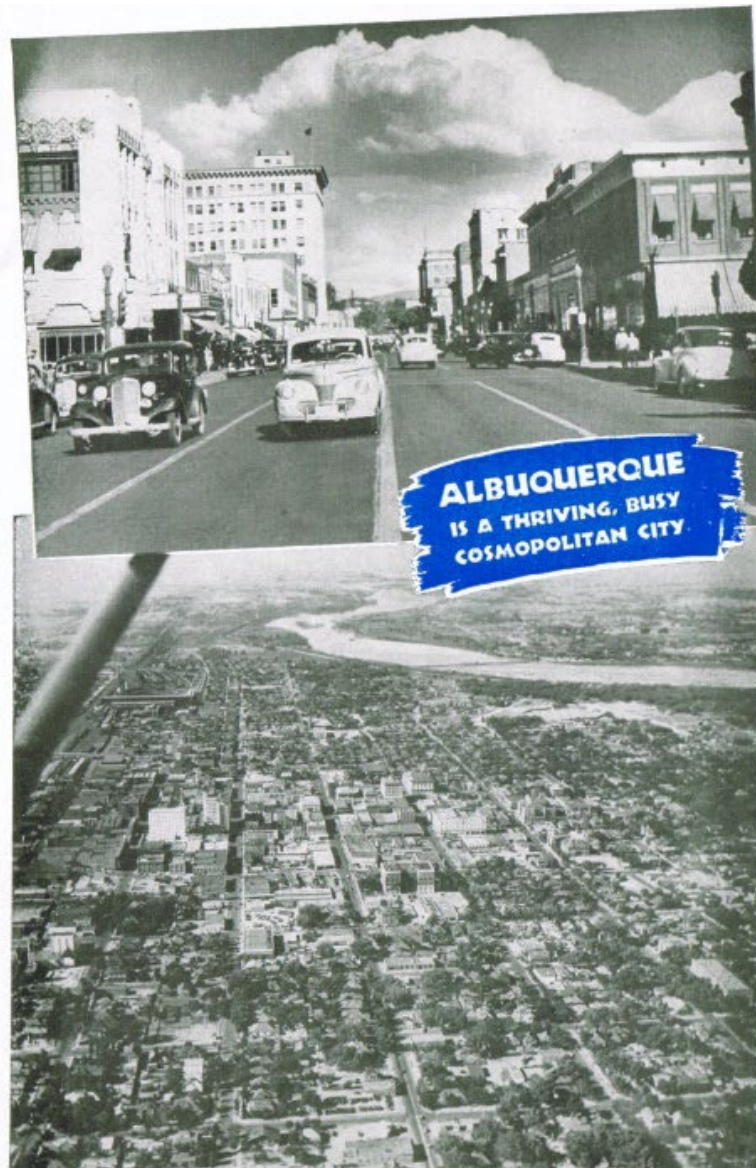
It is a division point on the main line of the Santa Fe Railroad between Chicago and Los Angeles. The Santa Fe maintains large shops, employing over 1,000 men, at Albuquerque.

Albuquerque is an important point on TWA's main line from coast to coast with 24 flights daily including 2 Constellation stops. It is equally important to Continental Air Lines north-south route between Denver and El Paso, is the southern terminal of Monarch Air Lines route from Salt Lake City, and an important stop on Pioneer Airlines.

Because of its almost constant flying weather, Albuquerque was the site of a large air training base during the war; first as a bombardier school, then as a B-24 training base, and last as a B-29 training base.

The location of the air base here was partly responsible for Albuquerque's phenomenal growth in recent years. Literally thousands of men and their families discovered this perfect climate while the men were training at the base and many of them decided to locate here permanently. A new permanent Army Base has been located here and a large construction program is under way.

Building in Albuquerque is breaking all records and we hope soon to be able to offer new residents an ample supply and variety of living accommodations.



**ALBUQUERQUE
IS A THRIVING, BUSY
COSMOPOLITAN CITY**

#2- Post World War II

Colorful Indian ceremonies

Atomic research center

San Felipe Church, built in 1706

Golden aspens in nearby mountains

1706-1956 250 YEARS OF PROGRESS
ALBUQUERQUE
WONDER CITY OF THE SOUTHWEST

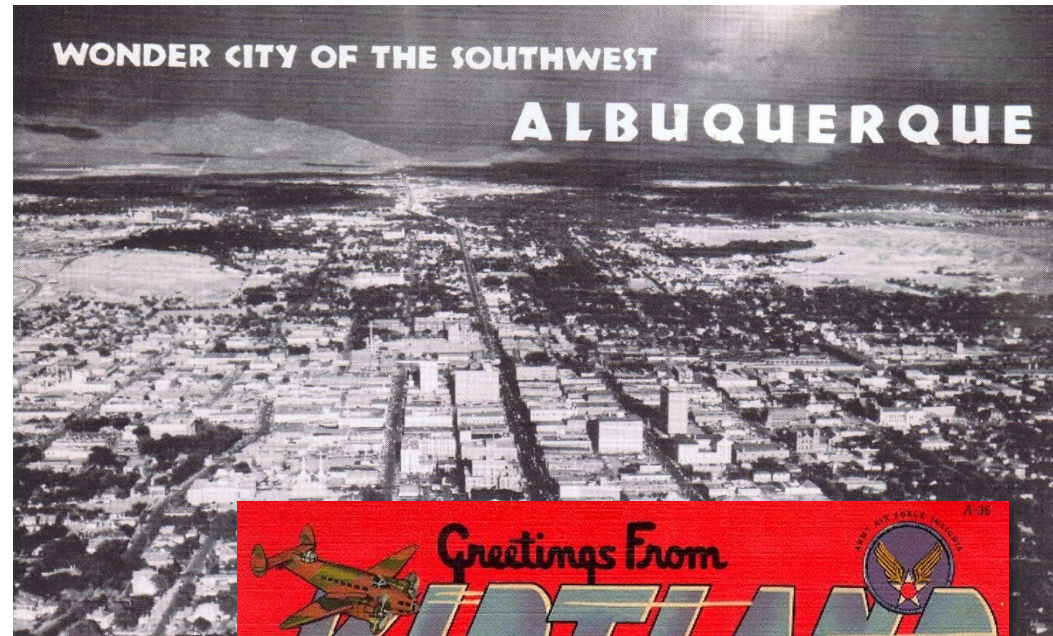
Rocky bastions of Acuna Puhlo

The fabled Rio Grande

University of New Mexico campus

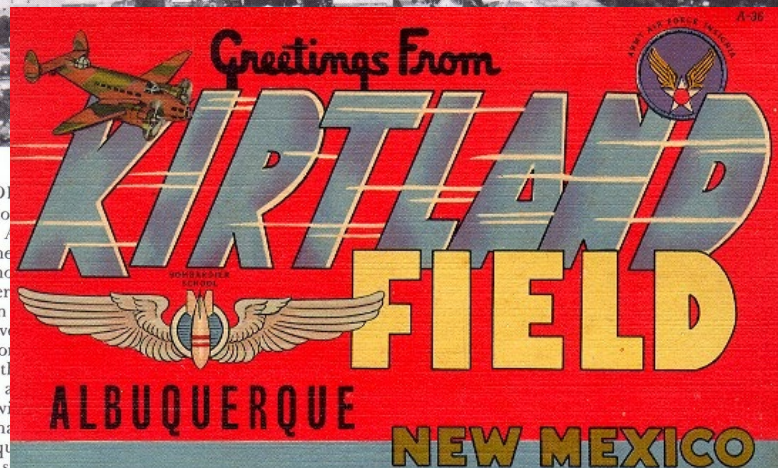
Drive to the top of Sandia Peak, 10,695' altitude, overlooking the city

25 CENTS



IF ALL THE PEOPLE were laid end to end, they couldn't pronounce it, Albuquerque. Right at the radio announcer who kwerkwe;" somewhere the clerks in Eastern postal rates" whenever to ship a package home.

Albuquerque is the state in the Union, a ker-key," to rhyme with old days when the Neri de Albuquerque have been dropped so that ought to be simple. We could drop ten more letters and call the city just plain "Al," but Albuquerqueans don't favor it. As one old timer says, "That'd be croppin' the dog's tail too close to its ears."



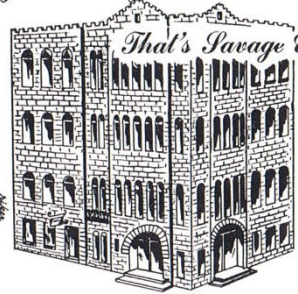
future in the making: as the base from which anthropologists seek traces of prehistoric peoples, and as the center of atomic-power, guided-missile and other "out of this world" research.

#2- Post World War II

SAVAGE & SGANZINI Inc.

Growing With Albuquerque

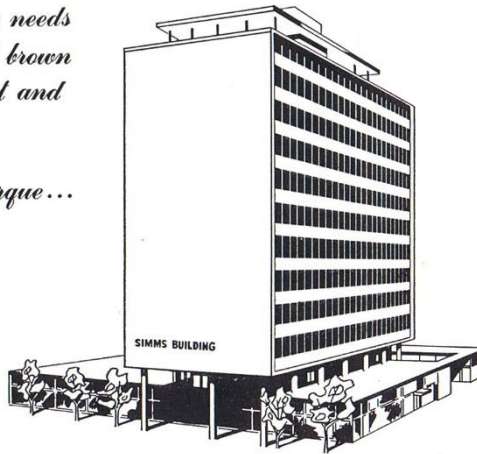
Since 1932 Savage & Sganzini have been filling your real estate needs in the same location - surviving two wars, the removal of the old brown stone building, and now doing business in New Mexico's finest and largest building...



That's Savage & Sganzini's growth with Albuquerque...

Yesterday

Today



PERSONNEL WITH OVER 10 YEARS SERVICE

G. W. Savage
J. Leon Thompson
Bonita Hamilton
Joe B. Hill

W. J. Sganzini
Orceane Haile
Jean Meier
Homer Schlamer

DIAL 3-6616

PERSONNEL WORKING ON THEIR FIRST 10 YEARS

Robert A. Savage
Thomas G. Savage

Edwin D. Haley
H. Thomas Taylor

209 FOURTH STREET SW

Edwin D. Haley
VICE PRESIDENT

WZ

**HERTZMARK
PARNEGGE REALTY, INC.**
COMMERCIAL DIVISION



51 WINROCK CENTER
ALBUQUERQUE, NEW MEXICO
TELEPHONE 298-1855

RESIDENCE
294-4763

#2- Post World War II

CHAMBER OF COMMERCE
ALBUQUERQUE, NEW MEXICO

June 30, 1945

Mrs. Marion Meyerowitz
3735 W. Ohio Street
Chicago 24, Illinois

Dear Mrs. Meyerowitz:

Complying with your request of recent date, we are enclosing a folder which is very descriptive of our city and the surrounding area.

We think you should know that our housing situation is very, very serious, due to nearby Army installations, and houses or apartments to rent are practically impossible to find. We feel safe in saying that at present the only vacancies would be in tourist courts, although they are rapidly becoming filled by permanent residents, although they charge nightly rather than weekly or monthly rates.

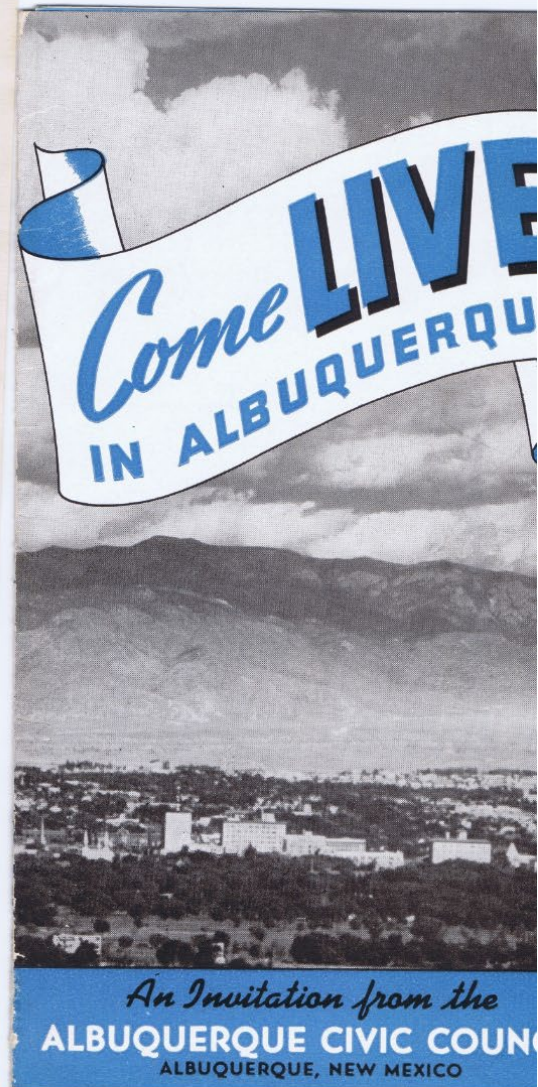
We are sorry we cannot be encouraging in this matter, but we do not expect any relief from this situation until the war is over, building restrictions are lifted, and our Army personnel leave for their own homes.

Hoping we have been of assistance to you, we are

Yours very truly,

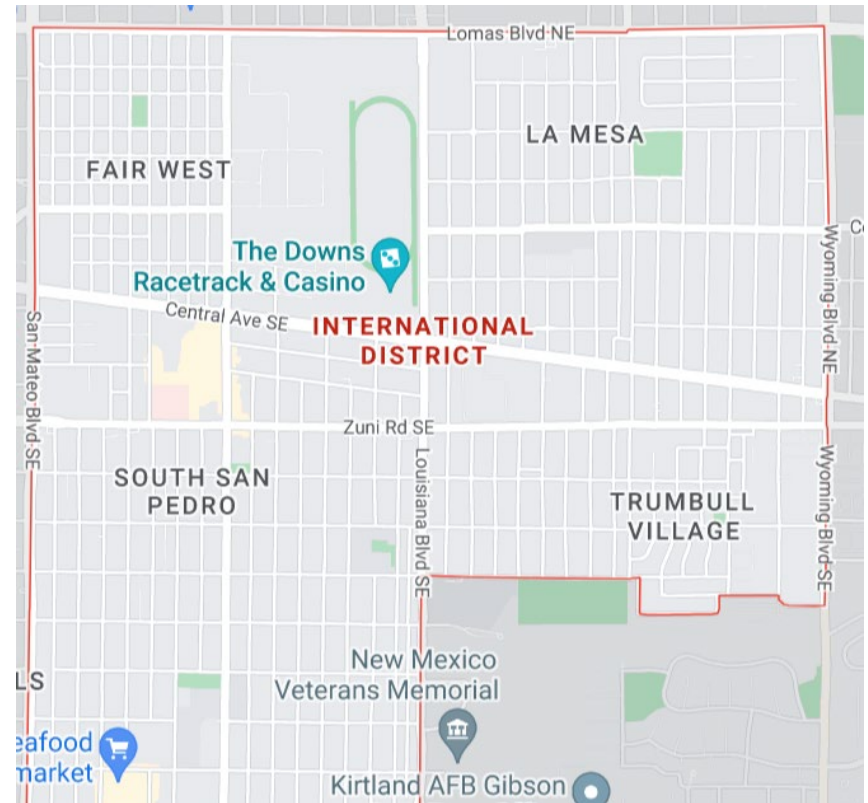
CHAMBER OF COMMERCE

John P. Murphy
Manager



Housing Shortage #3

- Late 1970's early 1980's
- City's solution was to zone almost 4 square miles as high-density multifamily zoning and encourage KAFB/ Sandia Labs scientists to develop what we know now is La Mesa/Trumbull or the International District



Housing Shortage #4

- Intel Fueled Expansion of late 1980's
- Led to double digit rent growth and appreciation
- AMREP – NM's premier affordable single family developer did not have a house that cost more than \$100,000 in 1989, by 1994, they did not have one that cost less than \$150,000



1995 forecast...

The Albuquerque Apartment Market

by Todd Clarke, Apartment Specialist, Lewinger Hamilton Inc.

Apartment Investments Continue to Improve:

Although it is common knowledge that the Albuquerque apartment market is making a strong comeback the most common question today is "What we can expect to see over the next 24 months?" To project future trends, we need to view historical patterns in the Albuquerque apartment marketplace. In 1986, the federal government discontinued the capital gains law that made commercial real estate attractive for tax shelters. Prior to this time, investment properties were often purchased for the tax shelters they generated which could be offset against active income. Apartments were considered one of the best investments of this type. When the tax-law changed, the value of tax-sheltered real estate (e.g. apartments) also changed dramatically.

Changing Vacancy Rates:

At the same time that values were rapidly falling due to the change in the tax law, numerous apartment complexes were nearing completion. This gave Albuquerque's apartment tenants a large selection of units from which to choose, and consequently the vacancy factor climbed to 16.3%. As a result, Albuquerque has seen little or no new construction of multi-family units, since the late 1980's. New tenants have continued to absorb the existing units until now, when we have reached the lowest vacancy rate in Albuquerque's history: 3.3%.

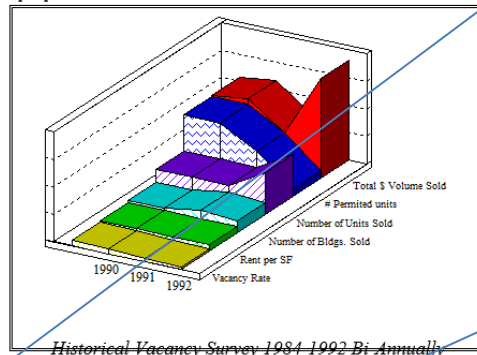
Changing Rents:

As occupancy continued to rise, landlords were able to raise rents and improve the overall profile of their tenants. The most dramatic increase in rents has occurred over the last year. In a recent seminar on apartments, a major apartment management firm indicated a 15% increase in rents this year, as compared to 2% and 8.5% in 1990 and 1991 respectively. As rents rose, so did property values.

Apartment Sales:

After the shake out of the tax-law change, investors have slowly returned to apartments as competitive investments based upon cash flow, rather than as tax-shelters. In 1990, Albuquerque saw sixty apartment buildings sell, totaling 1571 units. 1991, saw a dramatic increase of sales to 107

buildings, totaling 1657 units. The increase in the number of buildings sold represents a larger share of smaller-unit buildings (i.e. duplexes, triplexes, and fourplexes). During the first ten months of 1992, Albuquerque has seen only 81 apartment buildings sell, totaling 2857 units. During 1990, 1991, and the beginning of 1992, many of the sales were by lending institutions who held foreclosed in their own portfolios. During the last quarter of 1992, the apartment seller's profile has changed, the majority of the apartments sold represent privately held units, not foreclosed properties.



At the beginning of 1992, the apartment market was deluged with apartments that represented good economic returns for investors. This market then was considered a "buyer's market". Over the last three months, this market has turned into a "seller's market" due to the limited number of good apartment investments that are currently available. This does not suggest that sellers will dictate the return an investor will realize if he purchases a property; rather that there are more investors searching for apartments in which to invest than current supply can support. Fewer and fewer large apartment complexes are available for sale today. We anticipate this will force investors to look at consolidating smaller projects into large packages. Although fourplex sales this year have been sluggish, this grouping of units will eventually trickle-down into the fourplex market.

New Construction:

In 1984, rents had occurred over 12 and 2.6% dropped saw this construction expens Although develop cost of prices cl twenty- justify r

The M The vac continu Property only a s into the housing market. As rents rise, the gross income and net operating income of apartment projects will continue to rise, thus allowing the value on a property to rise. Eventually rents will rise to a point that will allow developers to build new units. As these new units become available, rents will stabilize.

How can you benefit from these changes?

The recent changes in the Albuquerque apartment market will have positive effects for both buyers and sellers. Greater Apartment investments existing today than in the past 10 years. Call Todd Clarke and we can discuss how these changes might affect you.



Welcome to



ABQ's 5th housing shortage

- 1st – late 1880's to 1920's – Birth of NEW ABQ (1 mile from old town) – and rise of the railroad and health center for TB patients
- 2nd – mid to late 1940's – post world war II – return of service men and Labs (Sandia/Los Alamos)
- 3rd – 1970's – phenomenal job growth
- 4th – Late 1980's – Intel Expansion added 3,500 new jobs
- 5th – we are now living it



F.A.A.N.G effect

August 2025 Update

Amazon to build Los Lunas 'fulfillment center'

By Scott Wyland swyland@sfnnews.com Feb 23, 2022 Updated Feb 24, 2022



COURTESY OF FACEBOOK
An artist's rendering shows what the first six buildings at the data center in Los Lunas will look like when they are completed. The last two buildings are under construction, and Facebook plans to add up to six more if the Los Lunas Village Council approves Facebook's latest series of industrial revenue bonds in March.

BUSINESS

Amazon looking to expand with 30,000-square-foot air cargo facility at Sunport

by Jani Serrano
Posted: Oct 19, 2021 / 10:00 PM MDT
Updated: Oct 20, 2021 / 11:01 AM MDT

Facebook is seeking bonds for expansion

Add an Additional Card Member.

You can earn more rewards by chasing the benefits of your Card Members.

Learn More

ALBUQUERQUE, N.M. (KRQE) – Amazon is looking to expand in the Albuquerque metro once more. As the massive fulfillment center prepares to fully open on the westside with hiring almost complete, they're also looking to build an air cargo facility at the Albuquerque International Sunport. The area southwest of the main terminal is already home to cargo and shipping operations for FedEx, but if a lease is approved, Amazon could be its new neighbor.

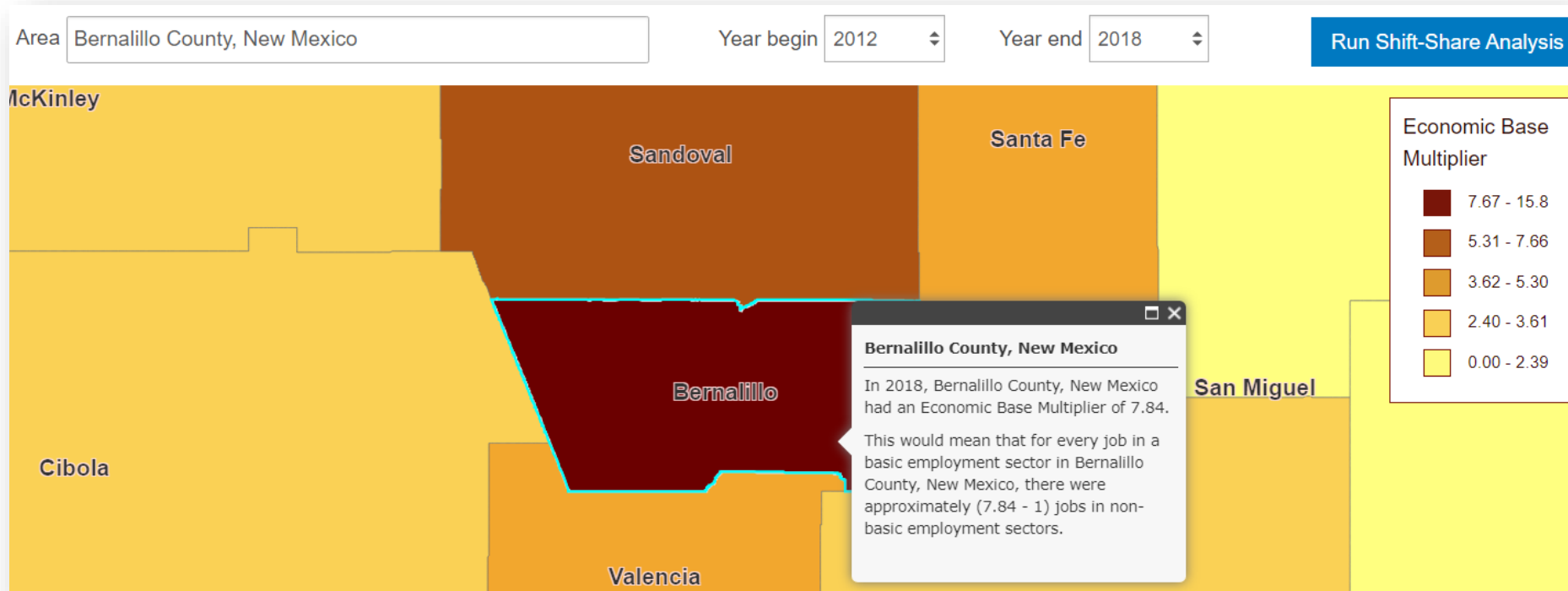
EBA For Albuquerque Area

8/30/2025

	# of new jobs	Basic	Basic Jobs (for NM)	Non Basic Jobs	Total Jobs
F.A.A.(I).N.G effect					
Facebook Data Center Operations	35	Y	35		35
Fidelity Investments	240	S	106	134	240
Amazon Fulfillment Center - Project Chico	1,500	N			-
Amazon Sortation Center - Project Nico	200	N			-
Amazon Los Lunas - Project Charlie	600	N			-
Amazon Airport	?				
Intel Construction		N			
Intel Expansion		Y			
Intel reduction?	(227)		(227)		(227)
NBC Universal Studio	330	Y	330		330
NetFlix Production	1,500	Y	1,500		1,500
Lancs Industries	70	Y	70		70
LQ Digital	100	Y	100		100
Blue Halo additional jobs (over 260)	64	Y	64		64
MTX Group Inc (Downtown)	250	Y	250		250
Manna Capital LL	950	Y	950		950
Curia	270	Y	270		270
Vexus Fiber Optic	200	N		200	200
Belen - WindTurbine Manufacturer		Y	-		-
Maxeon Solar at Mesa Del Sol - \$1B		Y	-		-
Bright Green Grants Expansion					
Mtex Antenna Tech (Germany)	62	Y	62		62
Kairos Power	25	Y	25		25
Kairos Power signs lease with Google					
Australia based hydrogen company- Star Scientific Ltd.	200	Y	200		200
New Westside Film Studio/Sound Stage/Mill (Mesa Studios)					
UNM Hospital Critical Care Tower	700	N	700		700
Array Solar HQ -- \$50M		Y	300		300
CineLease \$95M expansion	12	Y	12		12
Wind farm on 9 acres on west Central - Sun Lasso - \$205M		Y	-		-
Spring Oaks Capital LLC	200	N		200	200
SolAero RocketLab - Semiconductors	100	Y	100		100
Jabil lets go of 130 out of 400 employees	(130)	Y	(130)		(130)
Ebon Solar at Mesa Del Sol		Y	-		-
Ebon Solar at Mesa Del Sol - Construction		N		2,500	2,500
Tradeport NM -					
NM Nextus International HUB	1,500	?		1,500	1,500
ABB	150	Y	150		150
Sandia Labs/LANL - Boom (New Yorker)					
Sandia Labs - Power facility \$400M	1,000	Y	1,000		1,000
KAFB - Defense Threat Reduction Agency	300	N	150	150	300
KAFB Space Force- Delta 11 - 2025 (updated by colonel - now 1,000 new jobs for next decade	775	Y	775		775
KAFB Space Force- Delta 11 - 2025 (updated by colonel - now 1,000 new jobs for next decade	225	Y	112	113	225
NewSpace at Max-Q	1,000	Y	1,000		1,000
Permian Basins has impact of \$119B - 8/3/2025					
Project Solis	200	Y	200		200
Project Ranger in Sandoval Couty - \$500M	416	Y	416		416
	12,817	-	8,520	4,797	13,317

EBM Albuquerque

- $EBM = 8.93$



- Every basic job creates 7.93 non basic jobs
- (a basic job exports a product/good/ser & imports wealth)



Calcs for Demand for housing

	12,817	-	8,520	4,797	13,317	
EBM (Bernalillo County)	7.84 in 2018 pre covid		8.93	1.00	2023 is 9.93	
Total New Jobs			76,080	4,797	80,877	
P/E Ratio =					2.17	
Total New People					175,504	
# of persons per household					2.52	
Total New Households					69,644	
% that own					65%	
# of new single family residences needed					45,269	
% that rent					35%	
# of new apartments needed at 100% occupancy					24,376	
Occupancy Rate at ideal market balance					95%	
# of new apartments needed at 95% occupancy					25,658	
# of apartments built in planned/built/leased 2023-2027					3,147	was 5,872
NEW Gap					22,511	
Total units ABQ/Rio Rancho					91,148	
Occupancy in 2019 - # of units occupied at	96%				87,502	
# of vacant units =					3,646	
+New Gap + occupied units - new occupied units					110,014	
% occupancy					120.7%	

Quantify the issue

- Across the state, there many studies with different totals based on type of housing (affordable/non-affordable), geography or methodologies – in total, New Mexico likely needs 91,000 housing units **today**.
- At an average cost of \$300,000 per unit
- That is a \$27 Billion problem...



What are the Solutions?



Candidly, they in this room today...



2025 NEW MEXICO HOUSING SUMMIT

September 17-19



A framing of the problem – The property Ladder

A White paper



Understanding the Property Ladder

- Housing for Function
 - Shelter
 - Few housing units serve cradle to grave, so housings consumers move to:
 - be near activity centers
 - be near employment
 - expanding family size
 - be near schools
 - shrinking family size
 - be near doctors or services
- Housing for Investment
 - For an owner occupant who takes on a 30 year mortgage and pays it out at retirement, this is likely the single largest factor for most American's as to their net worth when they retire
 - For an investor, real estate offers an inflation beating, cash flowing vehicle with extraordinary tax benefits



White paper findings...

- **In 2019, 45%** of New Mexican's could qualify for a mortgage on the typical housing
- **Price Outlook:** Typical single-family home values are projected to rise from \$306K in 2024 to ~\$406K in 2032 (a 33% increase). Without income growth, more renters will be locked out of ownership
- **In 2024, only 21%** of New Mexican's can qualify that is 41,000 would-be-home-owners who are priced out of the market
- **Rent vs. Mortgage Gap:** While rents grew ~23% above pre-pandemic levels, mortgage payments soared 90%. The number of renter households grew three times faster than homeowners nationally in 2024



Understanding the Property Ladder and its Rungs

Demand (Users)

- The top rungs are high income households
- The middle rungs are middle income households
- The lower rungs are low income households



Supply (Housing for rent or sale)

- Luxury
- Established high end
- Middle Income
- Affordable housing
- Starter housing
- Student Housing
- Voucher's
- Public Housing
- Single resident occupancy (SRO)



What is happened to the rungs?

Demand (Users)

- The top rungs are high income households
- The middle rungs are middle income households
- The lower rungs are low income households

Supply (Housing for rent or sale)

Interest rates

Construction costs

Land Planning (larger lots)

Zoning (no longer allowed SRO)



Which then leads to a full on freezing...

#	Whom	Income Level	Living in 2019	Living in Today	Can they Move?
A	Young homeowner	Rung 4	Rung 4	Rung 6	No
B	Young renter	Rung 4	Rung 4	Rung 4	No
C	Pre-empty nester	Rung 7	Rung 7	Rung 8	Yes, but will not
D	Empty nester	Rung 7	Rung 7	Rung 8	Yes, but will not
E	Semi-retired couple	Rung 7	Rung 7	Rung 8	Yes, but will not
F	Low-income renter	Rung 2	Rung 2	Rung 2	No
G	A teacher	Rung 4	Rung 4	Rung 4	No
H	Minimum wage workers	Rung 3	Rung 3	Rung 2	No
I	Elderly couple	Rung 2	Rung 4	Rung 2	Yes, but will not
J	Military service member				
K	Sandia Labs professional				No
L	Retired veteran experiencing homelessness	Rung 6	Rung 5	Rung 5	
M	Younger Gen Z couple			Rung 0	Yes, and will



Only two real solutions:

Incomes

- Increase

Housing

- Increase

Abundance



Ezra Klein
Derek Thompson



In short, producing any housing

- Is the only solution to putting rungs back on the ladder...



Which makes us realize we are all connected.

If we build high-end housing, the rungs start at the middle and work down.

If we build affordable housing, the rungs start at the middle and work down.



Share your feedback on

- What rung of the ladder your housing solution provider is focused on



Review our draft of the white paper and provide comments



- Housing Chains
- Housing Filters



By STUART S. ROSENTHAL*

While filtering has long been considered the primary mechanism by which markets supply low-income housing, direct estimates of that process have been absent. This has contributed to doubts about the viability of markets and to misplaced policy. I fill this gap by estimating a "repeat income" model using 1985-2011 panel data. Real annual filtering rates are faster for rental housing (2.5 percent) than owner-occupied (0.3 percent), vary inversely with the income elasticity of demand and house price inflation, and are sensitive to tenure transitions as homes age. For most locations, filtering is robust which lends support for housing voucher programs. (JEL R21, R31, R38)

annual fifteen percent (0.3 percent) increase in owner-occupied (0.3 percent) increase in the demand and house prices. For most localities, the transition as homes age, and the support for housing voucher programs. (JEL I31)

Debate about how best to provide housing assistance for low-income families has persisted for decades. Should governments emphasize person-based voucher programs that rely on private market supplies of housing, or instead subsidize construction of low-income units as with the Low Income Housing Tax Credit (LIHTC) program (e.g., Erikseen and Rosenthal 2010)? In the background of this debate has been doubt about the ability of private markets to supply low-income housing. It has long been recognized, for example, instead, private markets are thought to provide housing for the poor (e.g., Baer 1986). Instead, a dynamic process in which homes built for low-income families slowly deteriorate and filter down to lower income households (e.g., Sweeney 1974; Ohls 1975; Braid 1984; Weicher, has been questioned. higher income families primarily deteriorate and filter down to lower income households (e.g., Sweeney 1974; Ohls 1975; Braid 1984; Weicher, has been questioned. holds (e.g., Sweeney 1974; Ohls 1975; Braid 1984; Weicher, has been questioned. Arnott and Braid 1997). The viability of this process, however, has been questioned. low-income families slowly deteriorate and filter down to lower income households (e.g., Sweeney 1974; Ohls 1975; Braid 1984; Weicher, has been questioned. rate, a 50-year-old home would rent for 78 percent of a newly built home, too high

In part, that is because hedonic studies typically yield house rent depreciation rates of at or below 0.5 percent per year (e.g., Margolis 1982; Coulson and Bond 1990), a result that is reconfirmed here. Extrapolating, with a 0.5 percent depreciation rate, a 50-year-old home would rent for 78 percent of a newly built home, too high

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Q&A

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Decade by Decade housing changes



Property Ladder – product – 1920's

- SRO and/or boarding houses
- YMCA / clubs
- Motel/Hotel (tourist court)
- Low rent apartments
- Mid rent apartments
- ~~Luxury apartments / single family homes~~
- ~~Condos for sale~~
- ~~Townhomes/Patio homes for sale~~
- Starter or middle class production homes
- Single family for sale
- ~~McMansions/Country Club/Ranchettes~~



Property Ladder – People – cradle to grave – 1920's/1930's

- Dustbowl campers
 - Just moved to town, no job
 - Public/subsidized housing (new product)
 - Just moved to town with job
 - Single college/post college part time job
 - Couple – starter home
 - Couple expecting family – relocating in town – moving up
 - Family expands and/or change in job for better
 - Empty nester – downsizing
 - Housing with care
-
- Outside of system/institutional: students at dorms, those in prison, halfway houses, homeless shelters, hospitals or emergency room.



Property Ladder – People – 1980's

- Industrialized housing closed (Federal government defunded) – shifts persons to family, hospitals, non-profit shelters or hidden encampments
- Just moved to town, no job
- Public/subsidized housing (removed in droves) and replaced with Low Income Housing Tax Credit (LIHTCs)
- Just moved to town with job
- Single college/post college part time job
- Couple – starter home
- Couple expecting family – relocating in town – moving up
- Family expands and/or change in job for better
- Empty nester – downsizing
- Luxury lifestyle created – chicken (construction costs) or egg (higher income and consumption economy)
- Housing with care (senior, memory care, hospice, etc.)
- Outside of system/institutional: students at dorms, those in prison, halfway houses, homeless shelters, hospitals or emergency room.



Property Ladder – People – 2020's

- Visible encampments
- Major new employment in lower income (call-center jobs)
- Public/subsidized housing
- Low Income Housing Tax Credit (LIHTCs)
- Just moved to town with high paying job (Intel, Labs, Netflix, etc.)
- Single college/post college part time job
- Couple – starter home – now are renters (only)
- Couple expecting family – relocating in town – moving up
- Family expands and/or change in job for better
- Empty nester – downsizing
- Luxury lifestyle/resort living – some part time in ABQ
- Housing with care (senior, memory care, hospice, etc.)
- Outside of system/institutional: students at dorms, those in prison, halfway houses, homeless shelters, hospitals or emergency room.



Property Ladder – product – 2020's

- ~~SRO and/or boarding houses~~
- ~~YMCA / clubs~~
- Motel/Hotel (tourist court) mostly “criminalized”
- Low rent apartments – sub par condition
- Mid rent apartments (less of as conditions worsen and profit opportunity grows)
- Luxury apartments / single family homes
- Starter homes
- Condos for sale
- Townhomes/Patio homes for sale
- Single family for sale
- Housing
- McMansions/Country Club/North Valley estates

