

Quarterly market

R E P O R T

1st
QTR
2011

Quarterly Highlights

- Homes sales for single-family detached homes in the Greater Albuquerque Market Areas decreased 2.41 percent from 1st Quarter 2010.
- 8 individual MLS areas in the City of Albuquerque saw increases in the median and average sales prices when compared to 1st Quarter 2010 while 12 areas saw increase in sales.

| New Listings | Closed Sales | Average Sale \$ |
|--|--|--|
| Detached: 3,924 Attached: 415 | Detached: 1,379 Attached: 142 | Detached: \$205,487 Attached: \$140,320 |
| 1st QTR 2010 Detached: 4,483 Attached: 518 | 1st QTR 2010 Detached: 1,413 Attached: 167 | 1st QTR 2010 Detached: \$209,283 Attached: \$147,381 |
| % Change (Detached) -12.47% | % Change (Detached) -2.41% | % Change (Detached) -1.81 % |



Greater Albuquerque Association of [®]

REALTORS

www.gaar.com

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1st QTR 2011 & 2010 RECAP for Greater Albuquerque Areas

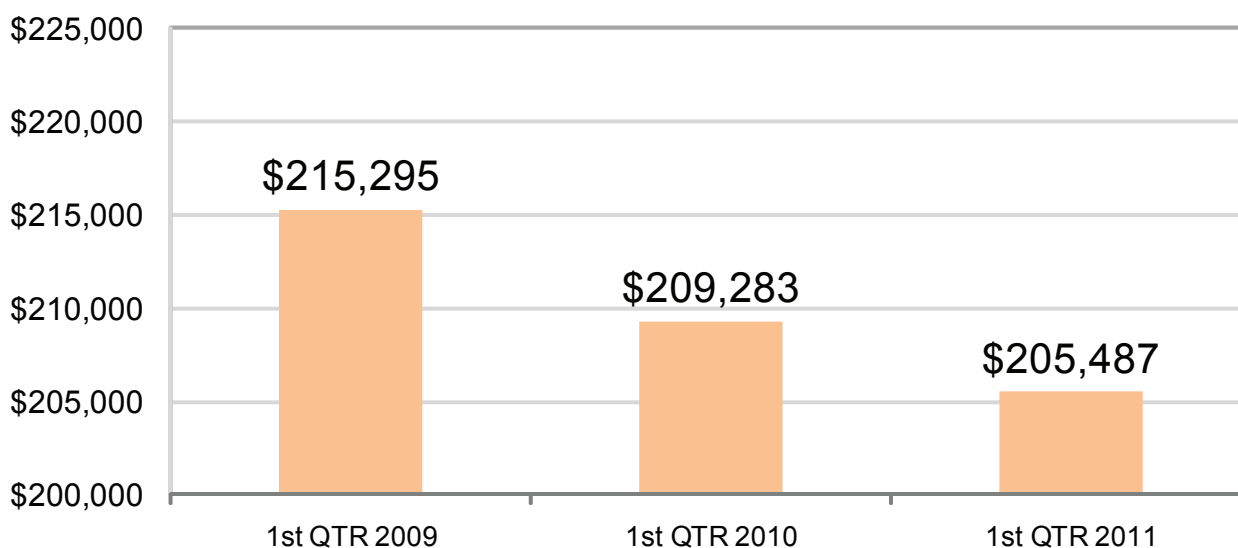
Class R1 (Existing Single-Family Detached) & Class R2 (Existing Condo/Townhome Attached)

| Class R1 | 2011 | 2010 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$205,487 | \$209,283 | -1.81% |
| Median Sale Price: | \$166,000 | \$172,000 | -3.49% |
| Total Sold & Closed: | 1,379 | 1,413 | -2.41% |
| Total Dollar Volume*: | \$283.4 | \$295.7 | -4.16% |
| New Listings: | 3,924 | 4,483 | -12.47% |
| Days on Market: | 85 | 79 | 7.59% |

| Class R2 | 2011 | 2010 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$140,320 | \$147,381 | -4.79% |
| Median Sale Price: | \$136,750 | \$140,000 | -2.32% |
| Total Sold & Closed: | 142 | 167 | -14.97% |
| Total Dollar Volume*: | \$19.9 | \$24.6 | -19.11% |
| New Listings: | 415 | 518 | -19.88% |
| Days on Market: | 84 | 96 | -12.50% |

The numbers above reflect the time period between January 1 and March 31 of 2010 and 2011.

Average Sale Price 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.

1st QTR 2011 & 2010 RECAP for Albuquerque (Areas 10-121)

| Class R1 | 2011 | 2010 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$210,336 | \$206,557 | 1.83% |
| Median Sale Price: | \$169,450 | \$170,000 | -0.32% |
| Total Sold & Closed: | 948 | 972 | -2.47% |
| Total Dollar Volume*: | \$199.4 | \$200.8 | -0.68% |
| New Listings: | 2,572 | 3,052 | -15.73% |
| Days on Market: | 83 | 75 | 10.67% |

| Class R2 | 2011 | 2010 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$141,450 | \$150,730 | -6.16% |
| Median Sale Price: | \$137,000 | \$145,000 | -5.52% |
| Total Sold & Closed: | 129 | 149 | -13.42% |
| Total Dollar Volume*: | \$18.2 | \$22.5 | -19.11% |
| New Listings: | 366 | 453 | -19.21% |
| Days on Market: | 82 | 96 | -14.58% |

1st QTR 2011 & 2010 RECAP for Rio Rancho (Areas 140-162)

| Class R1 | 2011 | 2010 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$173,970 | \$187,972 | -7.45% |
| Median Sale Price: | \$153,640 | \$166,750 | -7.86% |
| Total Sold & Closed: | 250 | 255 | -1.96% |
| Total Dollar Volume*: | \$43.5 | \$47.9 | -9.19% |
| New Listings: | 642 | 757 | -15.19% |
| Days on Market: | 82 | 74 | 10.81% |

| Class R2 | 2011 | 2010 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$128,582 | \$127,250 | 1.05% |
| Median Sale Price: | \$125,000 | \$115,000 | 8.70% |
| Total Sold & Closed: | 11 | 12 | -8.33% |
| Total Dollar Volume*: | \$1.4 | \$1.5 | -6.67% |
| New Listings: | 30 | 46 | -34.78% |
| Days on Market: | 97 | 90 | 7.78% |

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

1st QTR 2011 & 2010 RECAP for East Mountains (Areas 210-293)

| Class R1 | 2011 | 2010 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$211,468 | \$267,038 | -20.81% |
| Median Sale Price: | \$203,000 | \$265,000 | -23.40% |
| Total Sold & Closed: | 53 | 62 | -14.52% |
| Total Dollar Volume*: | \$11.2 | \$16.6 | -32.53% |
| New Listings: | 255 | 225 | 13.33% |
| Days on Market: | 108 | 106 | 1.89% |

1st QTR 2011 & 2010 RECAP for Valencia County (Areas 690-760)

| Class R1 | 2011 | 2010 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$150,631 | \$155,500 | -3.13% |
| Median Sale Price: | \$140,495 | \$136,000 | 3.31% |
| Total Sold & Closed: | 84 | 80 | 5.00% |
| Total Dollar Volume*: | \$12.7 | \$12.4 | 2.42% |
| New Listings: | 307 | 294 | 4.42% |
| Days on Market: | 88 | 99 | -11.11% |

The numbers above reflect the time period between January 1 and March 31 of 2010 and 2011.

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

1st QTR 2011 Area Summary for single-family home sales

| | | Sales | Change from 1st QTR 2010 | Median Sale Price | Change from 1st QTR 2010 | Average Sale Price | Change from 1st QTR 2010 |
|---------|-------------------------|-------|--------------------------|-------------------|--------------------------|--------------------|--------------------------|
| 10 | Sandia Heights | 15 | 36.36% | \$365,000 | 7.35% | \$418,573 | 7.73% |
| 20 | North Albuquerque Acres | 32 | 100.00% | \$499,200 | 9.11% | \$544,639 | 13.20% |
| 21 | Albuquerque Acres West | 29 | 26.09% | \$275,000 | -12.70% | \$322,992 | -9.14% |
| 30 | Far NE Heights | 78 | 14.71% | \$253,450 | 0.78% | \$270,321 | -5.45% |
| 31 | Foothills North | 14 | 16.67% | \$345,000 | -26.48% | \$397,714 | -35.54% |
| 32 | Academy West | 27 | 35.00% | \$207,000 | -13.71% | \$208,574 | -12.64% |
| 40 | UNM | 32 | 14.29% | \$255,000 | 10.87% | \$265,802 | 1.86% |
| 41 | Uptown | 40 | -18.37% | \$139,750 | -10.42% | \$147,358 | -8.89% |
| 42 | UNM South | 16 | -42.86% | \$195,500 | 3.17% | \$208,463 | -0.49% |
| 50 | NE Heights | 89 | -3.26% | \$147,000 | -8.13% | \$149,683 | -8.55% |
| 51 | Foothills South | 22 | 22.22% | \$256,750 | -11.08% | \$269,286 | -11.78% |
| 60 | Four Hills | 14 | -12.50% | \$309,000 | 6.55% | \$343,488 | 19.23% |
| 70 | Fairgrounds | 14 | -36.36% | \$157,000 | 14.51% | \$152,421 | 13.82% |
| 71 | Southeast Heights | 21 | -12.50% | \$153,500 | -8.33% | \$152,569 | -13.84% |
| 80 | Downtown | 23 | -30.30% | \$171,000 | 39.59% | \$177,757 | 20.62% |
| 90 | Near South Valley | 26 | 52.94% | \$89,000 | -10.10% | \$93,855 | -17.77% |
| 91 | Valley Farms | 14 | -12.50% | \$154,500 | 10.40% | \$187,136 | 34.20% |
| 92 | Southwest Heights | 106 | -13.82% | \$114,250 | -9.68% | \$114,974 | -10.37% |
| 93 | Pajarito | 0 | -100.00% | N/A | N/A | N/A | N/A |
| 100 | North Valley | 21 | -22.22% | \$260,000 | 28.71% | \$432,410 | 65.57% |
| 101 | Near North Valley | 30 | -11.76% | \$192,450 | -3.29% | \$211,523 | -13.27% |
| 102 | Far North Valley | 3 | 50.00% | \$264,000 | -16.59% | \$551,333 | 74.20% |
| 103 | West River Valley | 3 | -57.14% | \$210,000 | -42.47% | \$294,767 | -20.10% |
| 110 | Northwest Heights | 69 | 6.15% | \$177,500 | -3.53% | \$187,602 | -8.59% |
| 111 | Ladera Heights | 72 | 9.09% | \$140,000 | -11.11% | \$150,118 | -5.64% |
| 112 | Canoncito | 0 | N/A | N/A | N/A | N/A | N/A |
| 120 | Paradise West | 91 | -2.15% | \$155,000 | -7.29% | \$164,456 | -6.70% |
| 121 | Paradise East | 47 | -17.54% | \$170,000 | -10.01% | \$189,224 | -3.29% |
| 130 | Corrales | 20 | 53.85% | \$416,000 | -18.43% | \$426,720 | -21.66% |
| 140 | Rio Rancho South | 44 | 4.76% | \$178,250 | -17.19% | \$193,160 | -15.36% |
| 141 | Rio Rancho Southwest | 0 | -100.00% | N/A | N/A | N/A | N/A |
| 150 | Rio Rancho Mid | 85 | 6.25% | \$139,900 | -6.55% | \$158,891 | -6.13% |
| 151 | Rio Rancho Mid-North | 29 | -21.62% | \$180,000 | -9.95% | \$228,447 | -2.40% |
| 152 | Rio Rancho Mid-West | 7 | 40.00% | \$134,990 | 14.40% | \$140,413 | -1.08% |
| 160 | Rio Rancho North | 38 | 35.71% | \$171,000 | -6.81% | \$204,703 | -3.61% |
| 161 | Rio Rancho Central | 47 | -18.97% | \$131,500 | -6.24% | \$129,813 | -13.16% |
| 162 | Rio Rancho Northwest | 0 | N/A | N/A | N/A | N/A | N/A |
| 170 | Bernalillo/Algodones | 14 | -17.65% | \$168,253 | -13.97% | \$214,460 | -3.19% |
| 180 | Placitas | 10 | -28.57% | \$468,000 | -6.40% | \$507,700 | -0.81% |
| 210-290 | East Mountain Area | 53 | -14.52% | \$203,000 | -23.40% | \$211,468 | -20.81% |
| 690-760 | Valencia County | 84 | 5.00% | \$140,495 | 3.31% | \$150,631 | -3.13% |

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

2011 1st QTR Sales

ALBUQUERQUE and Central Bernalillo County

120
Sales: 91
Avg: \$164,456
Med: \$155,000

121
Sales: 47
Avg: \$189,224
Med: \$170,000

130
Sales: 20
Avg: \$426,720
Med: \$416,000

102
Sales: 3
Avg: \$551,333
Med: \$264,000

21
Sales: 29
Avg: \$275,000
Med: \$322,992

20
Sales: 32
Avg: \$544,639
Med: \$499,200

10
Sales: 15
Avg: \$418,573
Med: \$365,000

103
Sales: 3
Avg: \$294,767
Med: \$210,000

100
Sales: 21
Avg: \$432,410
Med: \$260,000

32
Sales: 27
Avg: \$208,574
Med: \$207,000

30
Sales: 78
Avg: \$270,321
Med: \$253,450

31
Sales: 14
Avg: \$397,714
Med: \$345,000

110
Sales: 69
Avg: \$187,602
Med: \$177,500

101
Sales: 30
Avg: \$211,523
Med: \$192,450

41
Sales: 40
Avg: \$147,358
Med: \$139,750

50
Sales: 89
Avg: \$149,683
Med: \$147,000

111
Sales: 72
Avg: \$150,118
Med: \$140,000

80
Sales: 23
Avg: \$177,757
Med: \$171,000

40
Sales: 32
Avg: \$265,802
Med: \$255,000

70
Sales: 14
Avg: \$157,000
Med: \$152,421

51
Sales: 22
Avg: \$269,286
Med: \$256,750

92
Sales: 106
Avg: \$114,974
Med: \$114,250

90
Sales: 26
Avg: \$93,855
Med: \$89,000

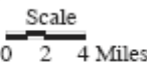
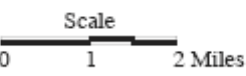
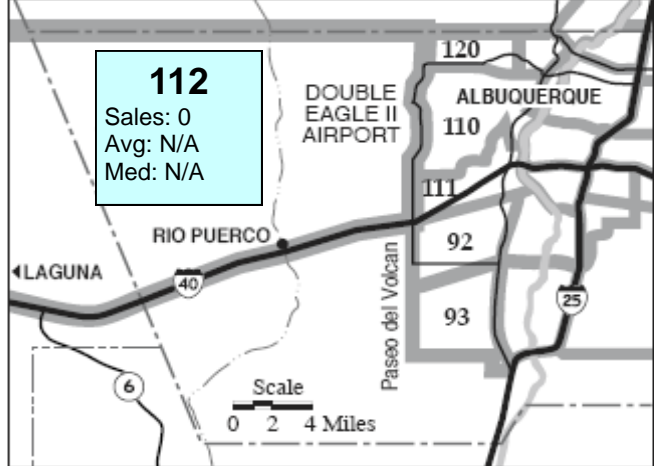
42
Sales: 16
Avg: \$208,463
Med: \$195,500

71
Sales: 21
Avg: \$152,569
Med: \$153,500

60
Sales: 14
Avg: \$343,488
Med: \$309,000

93
Sales: 0
Avg: N/A
Med: N/A

91
Sales: 14
Avg: \$187,136
Med: \$154,500



Bernalillo County
Valencia County

East Mountain Area and Estancia Basin

2011 1st QTR Sales

220
Sales: 14
Avg: \$276,879
Med: \$219,500

240
Sales: 7
Avg: \$298,571
Med: \$315,000

250
Sales: 11
Avg: \$210,545
Med: \$206,000

270 Sales: 5
Avg: \$122,800
Med: \$141,000

271
Sales: 0
Avg: N/A
Med: N/A

290
Sales: 0
Avg: N/A
Med: N/A

210
Sales: 0
Avg: N/A
Med: N/A

230
Sales: 4
Avg: \$175,875
Med: \$154,000

260
Sales: 5
Avg: \$207,600
Med: \$204,000

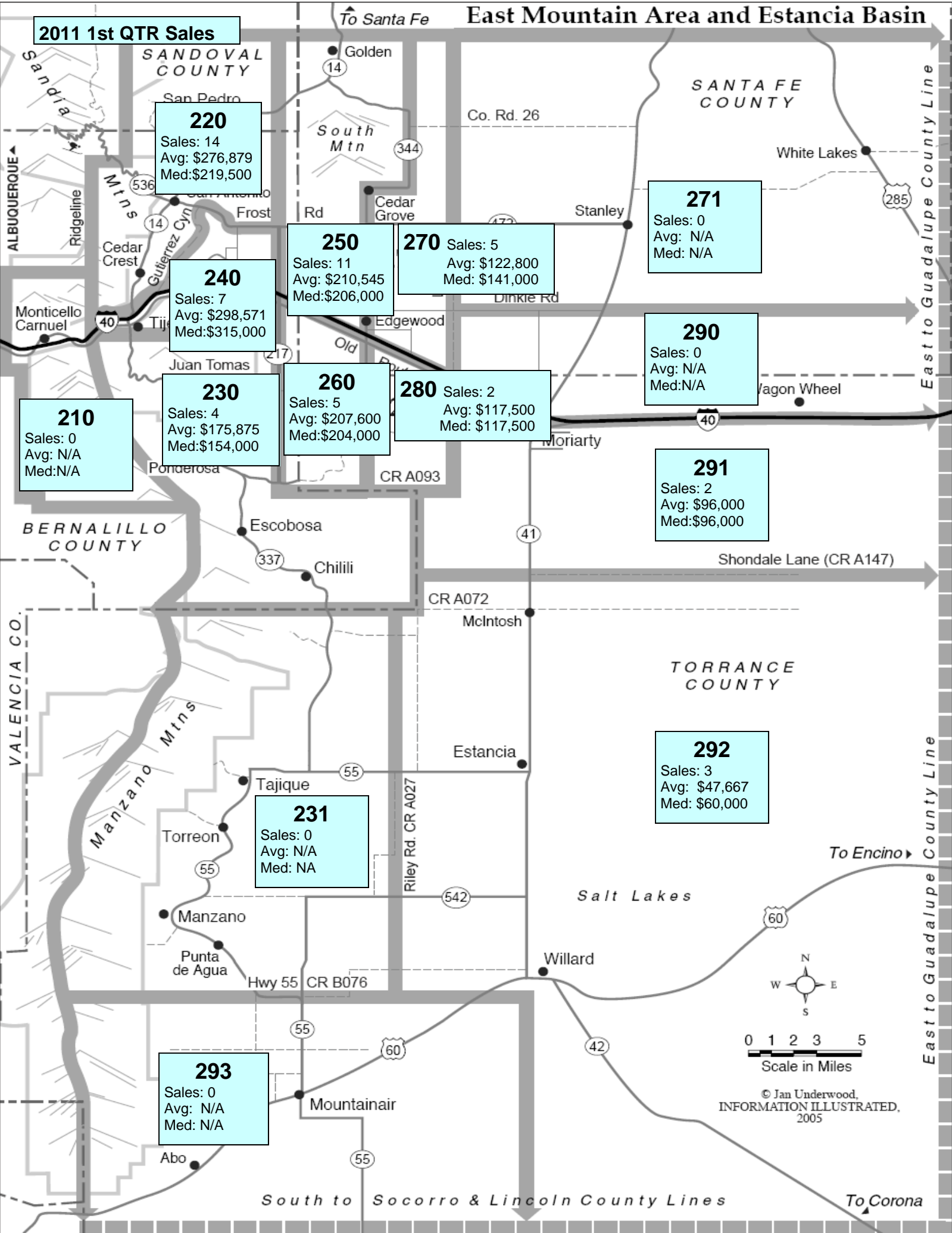
280 Sales: 2
Avg: \$117,500
Med: \$117,500

291
Sales: 2
Avg: \$96,000
Med: \$96,000

231
Sales: 0
Avg: N/A
Med: NA

292
Sales: 3
Avg: \$47,667
Med: \$60,000

293
Sales: 0
Avg: N/A
Med: N/A



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VALENCIA COUNTY

2011 1st QTR Sales

ISLETA INDIAN RESERVATION

ISLETA INDIAN RESERVATION

700
Sales: 21
Avg: \$159,478
Med: \$150,000

710
Sales: 8
Avg: \$245,222
Med: \$219,000

701
Sales: 13
Avg: \$135,475
Med: \$139,990

690
Sales: 1
Avg: \$130,500
Med: \$130,500

711
Sales: 4
Avg: \$184,500
Med: \$219,500

720
Sales: 0
Avg: N/A
Med: N/A

740
Sales: 4
Avg: \$138,125
Med: \$148,250

721
Sales: 11
Avg: \$100,173
Med: \$104,900

730
Sales: 1
Avg: \$85,000
Med: \$85,000

750
Sales: 3
Avg: \$187,333
Med: \$159,000

741
Sales: 4
Avg: \$102,875
Med: \$79,500

742
Sales: 0
Avg: N/A
Med: N/A

760
Sales: 14
Avg: \$142,832
Med: \$133,000

620
NORTH SOCORRO:
VALENCIA COUNTY LINE
SOUTH TO RIO SALADO

621
SOUTH SOCORRO:
RIO SALADO SOUTH

