

Greater Albuquerque Area Housing Trends - 2007 vs. 2008

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

| Month | Average \$, 2007 | Average \$, 2008 | Median \$, 2007 | Median \$, 2008 | Interest Rate '07 | Interest Rate '08 | Sales 2007 | Sales 2008 | Pending 2007 | Pending 2008 | New 2007 | New 2008 |
|------------------|------------------|------------------|-----------------|-----------------|-------------------|-------------------|------------|------------|--------------|--------------|------------|------------|
| JANUARY | | | | | | | | | | | | |
| Class R1 | \$234,807 | \$227,898 | \$190,000 | \$185,000 | 6.33% | 6.25% | 662 | 408 | 935 | 884 | 1,952 | 1,817 |
| Class R2 | \$148,732 | \$165,124 | \$138,450 | \$152,500 | | | <u>82</u> | <u>64</u> | <u>119</u> | <u>108</u> | <u>192</u> | <u>216</u> |
| | | | | | | | 744 | 472 | 1054 | 992 | 2,144 | 2,033 |
| FEBRUARY | | | | | | | | | | | | |
| Class R1 | \$234,176 | \$226,342 | \$189,800 | \$189,250 | 6.37% | 6.42% | 741 | 532 | 1034 | 768 | 1,897 | 1,615 |
| Class R2 | \$162,435 | \$159,000 | \$153,000 | \$157,750 | | | <u>79</u> | <u>60</u> | <u>112</u> | <u>75</u> | <u>168</u> | <u>158</u> |
| | | | | | | | 820 | 592 | 1146 | 843 | 2,065 | 1,773 |
| MARCH | | | | | | | | | | | | |
| Class R1 | \$239,311 | \$236,394 | \$198,500 | \$191,250 | 6.27% | 6.62% | 964 | 624 | 1155 | 836 | 2,581 | 1,800 |
| Class R2 | \$160,433 | \$160,804 | \$153,000 | \$148,250 | | | <u>119</u> | <u>68</u> | <u>113</u> | <u>88</u> | <u>227</u> | <u>191</u> |
| | | | | | | | 1083 | 692 | 1268 | 924 | 2,808 | 1,991 |
| APRIL | | | | | | | | | | | | |
| Class R1 | \$243,023 | \$227,281 | \$198,012 | \$189,000 | 6.35% | 6.54% | 910 | 641 | 1148 | 862 | 2,491 | 1,805 |
| Class R2 | \$162,499 | \$160,248 | \$145,750 | \$152,000 | | | <u>78</u> | <u>67</u> | <u>99</u> | <u>98</u> | <u>223</u> | <u>188</u> |
| | | | | | | | 988 | 708 | 1247 | 960 | 2,714 | 1,993 |
| MAY | | | | | | | | | | | | |
| Class R1 | \$246,062 | \$247,295 | \$199,000 | \$205,000 | 6.39% | 6.56% | 1020 | 674 | 1157 | 869 | 2,639 | 1,956 |
| Class R2 | \$158,143 | \$180,035 | \$145,000 | \$163,500 | | | <u>109</u> | <u>72</u> | <u>148</u> | <u>92</u> | <u>200</u> | <u>206</u> |
| | | | | | | | 1129 | 746 | 1305 | 961 | 2,839 | 2,162 |
| JUNE | | | | | | | | | | | | |
| Class R1 | \$254,298 | \$248,375 | \$201,500 | \$203,500 | 6.73% | 6.88% | 1011 | 738 | 1108 | 857 | 2,755 | 1,878 |
| Class R2 | \$172,009 | \$164,510 | \$162,000 | \$157,000 | | | <u>103</u> | <u>85</u> | <u>137</u> | <u>89</u> | <u>260</u> | <u>168</u> |
| | | | | | | | 1114 | 823 | 1245 | 946 | 3,015 | 2,046 |
| JULY | | | | | | | | | | | | |
| Class R1 | \$261,699 | \$240,986 | \$214,900 | \$196,000 | 6.85% | 6.94% | 992 | 704 | 1058 | 871 | 2,615 | 1,882 |
| Class R2 | \$164,501 | \$165,437 | \$147,000 | \$150,000 | | | <u>124</u> | <u>69</u> | <u>129</u> | <u>106</u> | <u>227</u> | <u>200</u> |
| | | | | | | | 1116 | 773 | 1187 | 977 | 2,842 | 2,082 |
| AUGUST | | | | | | | | | | | | |
| Class R1 | \$243,411 | \$239,018 | \$208,000 | \$195,000 | 6.96% | 7.00% | 833 | 619 | 911 | 723 | 2,742 | 1,668 |
| Class R2 | \$161,765 | \$150,457 | \$149,900 | \$141,300 | | | <u>101</u> | <u>64</u> | <u>96</u> | <u>86</u> | <u>281</u> | <u>157</u> |
| | | | | | | | 934 | 683 | 1007 | 809 | 3,023 | 1,825 |
| SEPTEMBER | | | | | | | | | | | | |
| Class R1 | \$232,735 | \$222,947 | \$192,500 | \$186,750 | 6.83% | 6.65% | 716 | 604 | 758 | 706 | | 1,502 |
| Class R2 | \$166,295 | \$151,205 | \$155,000 | \$135,000 | | | <u>82</u> | <u>62</u> | <u>78</u> | <u>75</u> | <u>261</u> | <u>145</u> |
| | | | | | | | 798 | 666 | 836 | 781 | 261 | 1,647 |
| OCTOBER | | | | | | | | | | | | |
| Class R1 | \$246,522 | \$224,720 | \$200,000 | \$189,417 | 6.72% | 6.85% | 687 | 511 | 665 | 575 | 2,393 | 1,411 |
| Class R2 | \$151,811 | \$168,432 | \$149,000 | \$160,000 | | | <u>71</u> | <u>59</u> | <u>82</u> | <u>60</u> | <u>215</u> | <u>160</u> |
| | | | | | | | 758 | 570 | 747 | 635 | 2,608 | 1,571 |
| NOVEMBER | | | | | | | | | | | | |
| Class R1 | \$233,956 | \$212,088 | \$189,450 | \$180,000 | 6.56% | 6.69% | 556 | 411 | 645 | 493 | 1,372 | 1,121 |
| Class R2 | \$159,962 | \$160,497 | \$142,000 | \$149,200 | | | <u>64</u> | <u>44</u> | <u>73</u> | <u>56</u> | <u>127</u> | <u>103</u> |
| | | | | | | | 620 | 455 | 718 | 549 | 1,499 | 1,224 |
| DECEMBER | | | | | | | | | | | | |
| Class R1 | \$240,602 | \$218,633* | \$200,000 | \$179,900 | 6.61% | 6.01% | 516 | 412 | 543 | 477 | 1,064 | 917 |
| Class R2 | \$171,535 | \$166,349* | \$145,000 | \$164,000 | | | <u>51</u> | <u>52</u> | <u>45</u> | <u>42</u> | <u>97</u> | <u>133</u> |
| | | | | | | | 567 | 464 | 588 | 519 | 1,161 | 1,050 |

Total Sales for Year 2007: 10,961*

Total Sales for Year 2008: * 8144

Class R1 Active Listings as of 01/10/2008: 5,523
 Class R2 Active Listings as of 01/10/2008: 543
Class R1 & R2 Actives as of 01/10/2008: 6,066

Class R1 Active Listings as of 01/09/2009: 5,250
 Class R2 Active Listings as of 01/09/2009: 611
Class R1 & R2 Actives as of 01/09/2009: 5,861

* This is the Year-To-Date (YTD) total.

* Corrections made to sale prices on 1/30/09

Sold & Closed Existing Single-Family Homes

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

| | <u>1996</u> | <u>1997</u> | <u>1998</u> | <u>1999</u> | <u>2000</u> | <u>2001</u> | <u>2002</u> | <u>2003</u> | <u>2004</u> | <u>2005</u> | <u>2006</u> | <u>2007</u> | <u>2008</u> |
|------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|---------------|--------------|
| January | 413 | 357 | 335 | 399 | 376 | 420 | 536 | 598 | 533 | 712 | 840 | 744 | 472 |
| February | 479 | 384 | 448 | 488 | 431 | 482 | 566 | 627 | 674 | 808 | 949 | 820 | 592 |
| March | 571 | 455 | 643 | 632 | 680 | 674 | 653 | 799 | 833 | 919 | 1226 | 1083 | 692 |
| April | 492 | 526 | 580 | 568 | 545 | 723 | 726 | 848 | 921 | 1029 | 1105 | 988 | 708 |
| May | 410 | 646 | 658 | 663 | 634 | 837 | 791 | 938 | 1029 | 1300 | 1301 | 1129 | 746 |
| June | 628 | 589 | 701 | 685 | 677 | 714 | 859 | 982 | 1157 | 1295 | 1248 | 1114 | 823 |
| July | 669 | 692 | 729 | 717 | 664 | 864 | 878 | 1110 | 1131 | 1339 | 1239 | 1116 | 773 |
| August | 684 | 615 | 644 | 729 | 701 | 791 | 906 | 1054 | 1146 | 1388 | 1250 | 934 | 683 |
| September | 538 | 596 | 621 | 619 | 575 | 662 | 747 | 986 | 1022 | 1319 | 1090 | 798 | 666 |
| October | 566 | 599 | 616 | 552 | 582 | 671 | 798 | 864 | 1001 | 1169 | 1032 | 758 | 570 |
| November | 486 | 488 | 520 | 517 | 521 | 594 | 727 | 679 | 900 | 1130 | 935 | 620 | 455 |
| December | 498 | 483 | 559 | 508 | 354 | 557 | 684 | 731 | 916 | 1040 | 877 | 567 | 464 |
| TOTALS | 6,434 | 6,430 | 7,054 | 7,077 | 6,740 | 7,989 | 8,871 | 10,216 | 11,263 | 13,448 | 13,092 | 10,671 | 7,644 |

Total Sales 2007 vs 2008: 2,817 Less Sales - 25.07%

Total Sales for 2007: 10,961*

Total Sales for 2008: 8144*

* This is the Year-To-Date (YTD) total.

Class R1 & R2 Listing Inventory for Greater Albuquerque Area

The following is a monthly breakout of listing inventory back to 2000. Figures are the total number of Class R1 and Class R2 Existing Single-Family listings active in MLS on the 10th day of the month following the month shown.

| | <u>2000</u> | <u>2001</u> | <u>2002</u> | <u>2003</u> | <u>2004</u> | <u>2005</u> | <u>2006</u> | <u>2007</u> | <u>2008</u> |
|------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| January | 4,288 | 4,156 | 3,996 | 3,440 | 2,839 | 2,267 | 2,198 | 4,191 | 6,076 |
| February | 4,378 | 4,447 | 3,823 | 3,569 | 2,905 | 2,156 | 2,302 | 4,465 | 6,147 |
| March | 4,525 | 3,764 | 3,901 | 3,719 | 2,859 | 2,276 | 2,558 | 4,881 | 6,434 |
| April | 4,696 | 4,257 | 4,211 | 3,506 | 2,822 | 2,099 | 2,678 | 5,428 | 6,555 |
| May | 4,870 | 4,154 | 4,178 | 3,538 | 3,000 | 2,206 | 3,180 | 5,729 | 6,873 |
| June | 5,111 | 4,492 | 4,267 | 3,561 | 3,094 | 2,243 | 3,602 | 6,106 | 7,074 |
| July | 5,154 | 4,622 | 4,280 | 3,597 | 3,028 | 2,377 | 4,031 | 6,404 | 7,082 |
| August | 5,240 | 3,923 | 4,186 | 3,535 | 2,984 | 2,350 | 4,407 | 6,675 | 7,065 |
| September | 5,164 | 4,118 | 4,016 | 3,368 | 2,837 | 2,319 | 4,695 | 6,718 | 6,856 |
| October | 5,020 | 4,037 | 3,837 | 3,393 | 2,668 | 2,298 | 4,618 | 6,708 | 6,617 |
| November | 4,790 | 3,848 | 3,697 | 2,845 | 2,572 | 2,263 | 4,363 | 6,534 | 6,349 |
| December | 4,518 | 3,868 | 3,638 | 2,993 | 2,448 | 2,211 | 4,098 | 6,066 | 5,821 |

Jan-Dec 2007 vs. Jan-Dec 2008 Housing Activity Report

Class R1 - Existing Single-Family Detached by Area

| | | Total Sales 2007 | Average 2007 Sale Price | Total Sales 2008 | Average 2008 Sale Price | Price Change from 2007 |
|-----|-------------------------|---------------------|----------------------------|---------------------|----------------------------|---------------------------|
| 10 | Sandia Heights | 71 | \$492,808 | 42 | \$451,618 | -8.36% |
| 20 | North Albuquerque Acres | 119 | \$651,313 | 92 | \$648,729 | -0.40% |
| 21 | Albuquerque Acres West | 222 | \$388,175 | 175 | \$357,793 | -7.83% |
| 30 | Far NE Heights | 515 | \$323,939 | 373 | \$310,850 | -4.04% |
| 31 | Foothills North | 121 | \$569,952 | 75 | \$508,822 | -10.73% |
| 32 | Academy West | 156 | \$249,488 | 129 | \$235,210 | -5.72% |
| 40 | UNM | 221 | \$318,812 | 186 | \$282,346 | -11.44% |
| 41 | Uptown | 313 | \$191,628 | 244 | \$179,187 | -6.49% |
| 42 | UNM South | 198 | \$257,313 | 144 | \$237,063 | -7.87% |
| 50 | NE Heights | 721 | \$185,143 | 600 | \$180,811 | -2.34% |
| 51 | Foothills South | 166 | \$318,191 | 128 | \$287,067 | -9.78% |
| 60 | Four Hills | 76 | \$359,669 | 55 | \$318,263 | -11.51% |
| 70 | Fairgrounds | 116 | \$172,937 | 105 | \$171,263 | -0.97% |
| 71 | Southeast Heights | 162 | \$189,249 | 118 | \$195,994 | 3.56% |
| 80 | Downtown | 171 | \$210,884 | 113 | \$221,126 | 4.86% |
| 90 | Near South Valley | 215 | \$137,630 | 142 | \$124,590 | -9.47% |
| 91 | Valley Farms | 100 | \$211,577 | 57 | \$179,477 | -15.17% |
| 92 | Southwest Heights | 831 | \$146,557 | 590 | \$140,211 | -4.33% |
| 93 | Pajarito | 17 | \$148,332 | 10 | \$177,630 | 19.75% |
| 100 | North Valley | 187 | \$381,215 | 127 | \$381,796 | 0.15% |
| 101 | Near North Valley | 204 | \$276,272 | 133 | \$270,158 | -2.21% |
| 102 | Far North Valley | 32 | \$404,765 | 22 | \$380,361 | -6.03% |
| 103 | West River Valley | 29 | \$435,990 | 20 | \$458,725 | 5.21% |
| 110 | Northwest Heights | 511 | \$242,406 | 355 | \$236,691 | -2.36% |
| 111 | Ladera Heights | 494 | \$183,759 | 336 | \$171,278 | -6.79% |

| | | | | | | |
|----------------|----------------------|-----|-----------|-----|-----------|---------|
| 112 | Canoncito | 0 | \$0 | 2 | \$119,000 | N/A |
| 120 | Paradise West | 602 | \$211,040 | 511 | \$194,704 | -7.74% |
| 121 | Paradise East | 406 | \$243,433 | 323 | \$232,725 | -4.40% |
| 130 | Corrales | 83 | \$509,642 | 69 | \$546,388 | 7.21% |
| 140 | Rio Rancho South | 197 | \$245,565 | 198 | \$239,760 | -2.36% |
| 141 | Rio Rancho Southwest | 14 | \$165,661 | 4 | \$194,225 | 17.24% |
| 150 | Rio Rancho Mid | 535 | \$190,268 | 404 | \$186,832 | -1.81% |
| 151 | Rio Rancho Mid-North | 189 | \$273,019 | 135 | \$249,728 | -8.53% |
| 152 | Rio Rancho Mid-West | 40 | \$132,708 | 25 | \$124,634 | -6.08% |
| 160 | Rio Rancho North | 249 | \$241,518 | 157 | \$212,054 | -12.20% |
| 161 | Rio Rancho Central | 348 | \$176,728 | 219 | \$163,017 | -7.76% |
| 162 | Rio Rancho Northwest | 1 | \$150,000 | 2 | \$147,500 | -1.67% |
| 170 | Bernalillo/Algodones | 60 | \$286,175 | 45 | \$295,392 | 3.22% |
| 180 | Placitas | 92 | \$510,843 | 78 | \$477,840 | -6.46% |
| 210-293 | East Mountain Area | 449 | \$266,692 | 342 | \$267,479 | 0.30% |
| 690-760 | Valencia County | 633 | \$184,671 | 424 | \$176,630 | -4.35% |

YEAR-END AVERAGE RESIDENTIAL HOME SALES PRICE

Class R1 - Single Family Detached, Greater Albuquerque Area

| Year | Average Price | Change in Avg. Price From Previous Year | Change in % From Previous Year |
|-------------|----------------------|--|---|
| 1985 | \$85,700 | +\$4,500 | +5.54% |
| 1986 | \$91,500 | +\$5,800 | +6.77% |
| 1987 | \$97,000 | +\$5,500 | +6.01% |
| 1988 | \$95,000 | -\$2,000 | -2.06% |
| 1989 | \$96,600 | +\$1,600 | +1.68% |
| 1990 | \$99,600 | +\$3,000 | +3.11% |
| 1991 | \$102,700 | +\$3,100 | +3.11% |
| 1992 | \$107,700 | +\$5,000 | +4.87% |
| 1993 | \$117,800 | +\$10,100 | +9.38% |
| 1994 | \$126,100 | +\$8,300 | +7.05% |
| 1995 | \$134,200 | +\$8,100 | +6.42% |
| 1996 | \$138,653 | +\$4,453 | +3.32% |
| 1997 | \$144,871 | +\$6,218 | +4.48% |
| 1998 | \$147,720 | +\$2,849 | +1.97% |
| 1999 | \$150,264 | +\$2,544 | +1.72% |
| 2000 | \$150,023 | -\$241 | -0.16% |
| 2001 | \$152,399 | +\$2,376 | +1.58% |
| 2002 | \$158,717 | +\$6,318 | +4.15% |
| 2003 | \$166,703 | +\$7,986 | +5.03% |
| 2004 | \$182,490 | +\$15,787 | +9.47% |
| 2005 | \$204,502 | +\$22,012 | +12.06% |
| 2006 | \$227,833 | +\$23,331 | +11.41% |
| 2007 | \$243,089 | +\$15,256 | +6.70% |
| 2008 | \$232,626 | -\$10,463 | -4.30% |

2007 vs. 2008 RECAP for Greater Albuquerque Area

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

| Class R1 | 2007 | 2008 | Change '07 vs. '08 | % of Change |
|----------------------|-----------------|-----------------|---------------------------|--------------------|
| Average Price: | \$243,089 | \$232,626 | -\$10,463 | -4.30% |
| Median Price: | \$198,500 | \$191,500 | -\$7,000 | -3.53% |
| Total Sold & Closed: | 9,866 | 7,309 | -2,557 | -25.92% |
| Total Dollar Volume: | \$2,398,316,501 | \$1,700,264,310 | -\$698,052,191 | -29.11% |

| Class R2 | 2007 | 2008 | Change '07 vs. '08 | % of Change |
|----------------------|---------------|---------------|---------------------------|--------------------|
| Average Price: | \$161,290 | \$162,783 | \$1,493 | 0.93% |
| Median Price: | \$149,000 | \$154,000 | \$5,000 | 3.36% |
| Total Sold & Closed: | 1,095 | 835 | -260 | -23.74% |
| Total Dollar Volume: | \$176,612,435 | \$135,923,619 | -\$40,688,816 | -23.04% |

| Class R1 & R2 | 2007 | 2008 | Change '07 vs. '08 | % of Change |
|--------------------------|-----------------|-----------------|---------------------------|--------------------|
| Average Price: | \$234,917 | \$225,465 | -\$9,452 | -4.02% |
| Median Price: | \$192,500 | \$187,000 | -\$5,500 | -2.86% |
| Total Sold & Closed: | 10,961 | 8,144 | -2,817 | -25.70% |
| Total Dollar Volume: | \$2,574,928,936 | \$1,836,187,929 | -\$738,741,007 | -28.69% |

Statistics compiled for Home Sales Report pulled 01/10/08 and 01/16/09.
 Actual Year-To-Date Sales Data for 2007 & 2008 for Class R1 & R2.

Figures differ from our monthly Housing Trends Reports - 2007 vs. 2008 due to the fact that trends report figures are pulled on the 10th of each month, and additional sales are entered into MLS after the monthly report has been pulled and released.

2008 Recap by Market Areas

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

All MLS Areas

| <u>Class R1</u> | <u>Class R2</u> | <u>Class R1 & R2</u> |
|--------------------------------------|------------------------------------|--------------------------------------|
| Average Price: \$230,969 | Average Price: \$162,825 | Average Price: \$224,088 |
| Median Price: \$190,000 | Median Price: \$154,000 | Median Price: \$185,200 |
| Total Sold & Closed: 7,488 | Total Sold & Closed: 841 | Total Sold & Closed: 8,329 |
| Total Dollar Volume: \$1,729,495,459 | Total Dollar Volume: \$136,936,009 | Total Dollar Volume: \$1,866,431,468 |

Areas 10-293, 690-760 (Greater Albuquerque Market Area)

| <u>Class R1</u> | <u>Class R2</u> | <u>Class R1 & R2</u> |
|--------------------------------------|------------------------------------|--------------------------------------|
| Average Price: \$232,626 | Average Price: \$162,783 | Average Price: \$225,465 |
| Median Price: \$191,500 | Median Price: \$154,000 | Median Price: \$187,000 |
| Total Sold & Closed: 7,309 | Total Sold & Closed: 835 | Total Sold & Closed: 8,144 |
| Total Dollar Volume: \$1,700,264,310 | Total Dollar Volume: \$135,923,619 | Total Dollar Volume: \$1,836,187,929 |

Areas 10-121 (City of Albuquerque)

| <u>Class R1</u> | <u>Class R2</u> | <u>Class R1 & R2</u> |
|--------------------------------------|------------------------------------|--------------------------------------|
| Average Price: \$233,490 | Average Price: \$167,204 | Average Price: \$225,252 |
| Median Price: \$194,936 | Median Price: \$157,500 | Median Price: \$188,500 |
| Total Sold & Closed: 5,207 | Total Sold & Closed: 739 | Total Sold & Closed: 5,946 |
| Total Dollar Volume: \$1,215,783,996 | Total Dollar Volume: \$123,563,872 | Total Dollar Volume: \$1,339,347,868 |

Areas 140-162 (Rio Rancho)

| <u>Class R1</u> | <u>Class R2</u> | <u>Class R1 & R2</u> |
|------------------------------------|----------------------------------|------------------------------------|
| Average Price: \$200,915 | Average Price: \$129,168 | Average Price: \$197,453 |
| Median Price: \$175,950 | Median Price: \$122,450 | Median Price: \$175,000 |
| Total Sold & Closed: 1,144 | Total Sold & Closed: 58 | Total Sold & Closed: 1,202 |
| Total Dollar Volume: \$229,846,745 | Total Dollar Volume: \$7,491,747 | Total Dollar Volume: \$237,338,492 |

Areas 210-293 (East Mountain)

| <u>Class R1</u> | <u>Class R2</u> | <u>Class R1 & R2</u> |
|-----------------------------------|--------------------------|-----------------------------------|
| Average Price: \$267,479 | Average Price: \$0 | Average Price: \$267,479 |
| Median Price: \$233,250 | Median Price: \$0 | Median Price: \$233,250 |
| Total Sold & Closed: 342 | Total Sold & Closed: 0 | Total Sold & Closed: 342 |
| Total Dollar Volume: \$91,477,718 | Total Dollar Volume: \$0 | Total Dollar Volume: \$91,477,718 |

Areas 690-760 (Bosque Farms, Los Lunas, Valencia County)

| <u>Class R1</u> | <u>Class R2</u> | <u>Class R1 & R2</u> |
|-----------------------------------|----------------------------------|-----------------------------------|
| Average Price: \$176,630 | Average Price: \$114,572 | Average Price: \$172,657 |
| Median Price: \$158,750 | Median Price: \$122,500 | Median Price: \$152,000 |
| Total Sold & Closed: 424 | Total Sold & Closed: 29 | Total Sold & Closed: 453 |
| Total Dollar Volume: \$74,890,949 | Total Dollar Volume: \$3,322,600 | Total Dollar Volume: \$78,213,549 |

2008 RECAP - Time on Market & Financing Types

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

| All MLS Areas | | | Greater Albuquerque Area | | |
|--------------------------------------|-----------------|-----------------|--------------------------------------|-----------------|-----------------|
| <u>Time on Market for Sold Units</u> | | | <u>Time on Market for Sold Units</u> | | |
| <u>Days</u> | <u>Class R1</u> | <u>Class R2</u> | <u>Days</u> | <u>Class R1</u> | <u>Class R2</u> |
| 0 - 30 | 2,542 | 281 | 0 - 30 | 2480 | 281 |
| 31 - 60 | 1,577 | 187 | 31 - 60 | 1548 | 186 |
| 61 - 90 | 1,218 | 131 | 61 - 90 | 1194 | 131 |
| 91 - 120 | 817 | 98 | 91 - 120 | 799 | 96 |
| 121 + | <u>1,334</u> | <u>144</u> | 121 + | <u>1288</u> | <u>141</u> |
| TOTALS: | 7,488 | 841 | TOTALS: | 7,309 | 835 |

| Areas 10-121 (Albuquerque) | | | Areas 140-162 (Rio Rancho) | | |
|--------------------------------------|-----------------|-----------------|--------------------------------------|-----------------|-----------------|
| <u>Time on Market for Sold Units</u> | | | <u>Time on Market for Sold Units</u> | | |
| <u>Days</u> | <u>Class R1</u> | <u>Class R2</u> | <u>Days</u> | <u>Class R1</u> | <u>Class R2</u> |
| 0 - 30 | 1893 | 246 | 0 - 30 | 348 | 22 |
| 31 - 60 | 1107 | 170 | 31 - 60 | 255 | 12 |
| 61 - 90 | 815 | 116 | 61 - 90 | 213 | 9 |
| 91 - 120 | 564 | 85 | 91 - 120 | 124 | 5 |
| 121 + | <u>828</u> | <u>122</u> | 121 + | <u>204</u> | <u>10</u> |
| TOTALS: | 5,207 | 739 | TOTALS: | 1,144 | 58 |

| Areas 210-293 (East Mountain) | | | Areas 690-760 (Valencia County) | | |
|--------------------------------------|-----------------|-----------------|--|-----------------|-----------------|
| <u>Time on Market for Sold Units</u> | | | <u>Time on Market for Sold Units</u> | | |
| <u>Days</u> | <u>Class R1</u> | <u>Class R2</u> | <u>Days</u> | <u>Class R1</u> | <u>Class R2</u> |
| 0 - 30 | 101 | 0 | 0 - 30 | 99 | 8 |
| 31 - 60 | 69 | 0 | 31 - 60 | 78 | 3 |
| 61 - 90 | 68 | 0 | 61 - 90 | 72 | 5 |
| 91 - 120 | 33 | 0 | 91 - 120 | 51 | 5 |
| 121 + | <u>71</u> | <u>0</u> | 121 + | <u>124</u> | <u>8</u> |
| TOTALS: | 342 | 0 | TOTALS: | 424 | 29 |

| All MLS Areas | | |
|---|-----------------|-----------------|
| <u>Type of Financing for Sold Units</u> | | |
| <u>Financing</u> | <u>Class R1</u> | <u>Class R2</u> |
| Assumption | 0 | 1 |
| Cash | 789 | 143 |
| Conventional | 4,199 | 445 |
| FHA | 1,733 | 207 |
| Lease Purchase | 3 | 1 |
| Owner Finance | 38 | 3 |
| Lease Option | 2 | 0 |
| REC | 228 | 16 |
| Trade Exchange | 7 | 0 |
| VA | <u>489</u> | <u>25</u> |
| TOTALS | 7,488 | 841 |

Total Sales History

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

Greater Albuquerque Area

| | Class R1 | Class R2 | Class R1 & R2 |
|-------------------------|-----------|-----------|---------------|
| 2008 Total Sales | 7,309 | 835 | 8,144 |
| Average Price | \$232,626 | \$162,783 | \$225,465 |
| Median Price | \$191,500 | \$154,000 | \$187,000 |
| 2007 Total Sales | 9,866 | 1,095 | 10,961 |
| Average Price | \$243,089 | \$161,290 | \$234,917 |
| Median Price | \$198,500 | \$149,000 | \$192,500 |
| 2006 Total Sales | 12,344 | 1,413 | 13,757 |
| Average Price | \$227,833 | \$150,528 | \$219,893 |
| Median Price | \$188,000 | \$137,500 | \$182,000 |
| 2005 Total Sales | 12,943 | 1,387 | 14,330 |
| Average Price | \$204,502 | \$130,482 | \$197,338 |
| Median Price | \$165,500 | \$118,000 | \$161,437 |
| 2004 Total Sales | 10,772 | 1,252 | 12,024 |
| Average Price | \$182,490 | \$115,923 | \$175,643 |
| Median Price | 148,000 | \$109,950 | \$143,243 |
| 2003 Total Sales | 9,909 | 1033 | 10,942 |
| Average Price | \$166,703 | \$112,000 | \$161,325 |
| Median Price | \$139,275 | \$109,882 | \$135,900 |
| 2002 Total Sales | 8,897 | 931 | 9,828 |
| Average Price | \$158,717 | \$103,870 | \$153,521 |
| Median Price | \$138,900 | \$97,250 | \$132,000 |
| 2001 Total Sales | 8,117 | 770 | 8,870 |
| Average Price | \$152,399 | \$104,948 | \$148,289 |
| Median Price | \$129,900 | \$98,000 | \$127,000 |
| 2000 Total Sales | 6,925 | 681 | 7,606 |
| Average Price | \$150,023 | \$102,838 | \$145,798 |
| Median Price | \$127,500 | \$97,000 | \$125,000 |
| 1999 Total Sales | 7,021 | 756 | 7,777 |
| Average Price | \$150,264 | \$104,651 | \$145,830 |
| Median Price | \$129,900 | \$100,000 | \$126,500 |