### Greater Albuquerque Area Housing Trends - 2008 vs. 2009

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

Month	Average \$, 2008	Average \$, 2009	Median \$, 2008	Median \$, 2009	Interest Rate '08	Interest Rate '09	Sales 2008	Sales 2009	Pending 2008	Pending 2009	New 2008	New 2009
JANUARY Class R1 Class R2	\$227,898 \$165,124	\$214,872 \$180,159	\$185,000 \$152,500	\$175,000 \$158,500	6.25%	5.80%	408 <u>64</u> 472	324 <u>27</u> 351	884 <u>108</u> 992	571 <u>55</u> 626	1,817 <u>216</u> 2,033	1,483 <u>175</u> 1,658
FEBRUARY Class R1 Class R2	\$226,342 \$159,000	\$209,515 \$145,262	\$189,250 \$157,750	\$184,900 \$140,000	6.42%	5.83%	532 <u>60</u>	343 <u>33</u>	768 <u>75</u>	530 <u>58</u>	1,615 <u>158</u>	1,272 <u>168</u>
MARCH Class R1	\$236,394	\$218,543	\$191,250	\$184,500	6.62%	5.66%	592 624	376 465	843 836	588 748	1,773	1,440
Class R2  APRIL	\$160,804	\$147,716	\$148,250	\$154,900			<u>68</u> 692	<u>51</u> 516	<u>88</u> 924	<u>64</u> 812	<u>191</u> 1,991	<u>171</u> 1,586
Class R1 Class R2	\$227,281 \$160,248	\$206,070 \$156,420	\$189,000 \$152,000	\$175,500 \$153,700	6.54%	5.48%	641 <u>67</u> 708	542 <u>52</u> 594	862 <u>98</u> 960	836 <u>85</u> 921	1,805 <u>188</u> 1,993	1,461 <u>145</u> 1,606
MAY Class R1 Class R2	\$247,295 \$180,035	\$222,070 \$170,333	\$205,000 \$163,500	\$184,750 \$156,590	6.56%	5.49%	674 <u>72</u> 746	566 <u>51</u> 617	869 <u>92</u> 961	856 <u>73</u> 929	1,956 <u>206</u> 2,162	1,472 <u>163</u> 1,635
JUNE Class R1 Class R2	\$248,375 \$164,510	\$222,183 \$148,455	\$203,500 \$157,000	\$185,800 \$144,900	6.88%	5.92%	738 <u>85</u> 823	649 <u>73</u> <u>722</u>	857 <u>89</u> 946	933 <u>125</u> 1,058	1,878 <u>168</u> 2,046	1,564 <u>171</u> 1,735
JULY Class R1 Class R2	\$240,986 \$165,437	\$224,271 \$154,399	\$196,000 \$150,000	\$185,000 \$139,000	6.94%	5.72%	704 <u>69</u> 773	735 <u>94</u> 829	871 <u>106</u> 977	875 <u>110</u> 985	1,882 200 2,082	1,610 <u>189</u> 1,799
AUGUST Class R1 Class R2	\$239,018 \$150,457	\$211,969 \$144,768	\$195,000 \$141,300	\$186,000 \$137,500	7.00%	5.68%	619 <u>64</u> 683	600 <u>86</u> 686	723 <u>86</u> 809	986 <u>114</u> 1,100	1,668 <u>157</u> 1,825	1,375 <u>165</u> 1,540
SEPTEMBER Class R1 Class R2	\$222,947 \$151,205	\$209,987 \$152,094	\$186,750 \$135,000	\$179,900 \$142,500	6.65%	5.52%	604 <u>62</u>	661 <u>83</u>	706 <u>75</u>	923 108	1,502 <u>145</u>	1,375 <u>168</u>
OCTOBER Class R1 Class R2	\$224,270 \$168,432	\$209,614 \$151,745	\$189,417 \$160,000	\$170,000 \$142,000	6.85%	5.41%	666 511 <u>59</u>	744 731 <u>86</u>	781 575 <u>60</u>	1,031 900 <u>107</u>	1,647 1,411 <u>160</u>	1,543 1,264 <u>164</u>
NOVEMBER Class R1	\$212,088	\$209,243	\$180,000	\$175,750	6.69%	5.33%	570 411	817 646	635 493	1,007 595	1,571	1,428
Class R2  DECEMBER	\$160,497	\$147,631	\$149,200	\$139,450			<u>44</u> 455	<u>70</u> 716	<u>56</u> 549	<u>56</u> 651	<u>103</u> 1,224	<u>120</u> 1,213
Class R1 Class R2	\$218,633 \$166,349	\$216,687 \$153,219	\$179,900 \$164,000	\$175,875 \$141,000	6.01%	5.35%	412 <u>52</u> 464	543 <u>49</u> 592	477 <u>42</u> 519	476 <u>60</u> 536	917 <u>133</u> 1,050	962 91 1,053
	Total Sale	s for Year 2	008: 8,144*				Total	Sales f	or Year 20	09: 7,933*		
Class R1 Active Listings as of 01/09/2009: Class R2 Active Listings as of 01/09/2009: Class R1 & R2 Actives as of 01/09/2009:			5,250 <u>611</u> 5,861		Class	Class R2 Active Listings as of 01/11/2010:			4,701 <u>561</u> 5,262			

<sup>\*</sup>This is the Year-To-Date (YTD) total.

## **Sold & Closed Existing Single-Family Homes**

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

	<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>	<u>2009</u>	2009*
January	357	335	399	376	420	536	598	533	712	840	744	472	351	377
February	384	448	488	431	482	566	627	674	808	949	820	592	376	399
March	455	643	632	680	674	653	799	833	919	1,226	1,083	692	516	539
April	526	580	568	545	723	726	848	921	1,029	1,105	988	708	594	629
May	646	658	663	634	837	791	938	1,029	1,300	1,301	1,129	746	617	649
June	589	701	685	677	714	859	982	1,157	1,295	1,248	1,114	823	722	767
July	692	729	717	664	864	878	1,110	1,131	1,339	1,239	1,116	773	829	869
August	615	644	729	701	791	906	1,054	1,146	1,388	1,250	934	683	686	736
September	596	621	619	575	662	747	986	1,022	1,319	1,090	798	666	744	777
October	599	616	552	582	671	798	864	1,001	1,169	1,032	758	570	817	855
November	488	520	517	521	594	727	679	900	1,130	935	620	455	716	735
December	483	559	508	354	557	684	731	916	1,040	877	567	464	592	601
TOTALS	6,430	7,054	7,077	6,740	7,989	8,871	10,216	11,263	13,448	13,092	10,671	7,644	7,560	7,933

Total Sales 2008 vs 2009: 211 Less Sales -2.59%

Total Sales for 2008\*\*: 8,144

Total Sales for 2009\*\*: 7,933

2009\* numbers are updated monthly figures re-pulled on January 11, 2010 to reflect late entry of sold data.

<sup>\*\*</sup> 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 (5th day for 2009) 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>	<u>2009</u>
January	4,288	4,156	3,996	3,440	2,839	2,267	2,198	4,191	6,076	5,925
February	4,378	4,447	3,823	3,569	2,905	2,156	2,302	4,465	6,147	6,037
March	4,525	3,764	3,901	3,719	2,859	2,276	2,558	4,881	6,434	5,995
April	4,696	4,257	4,211	3,506	2,822	2,099	2,678	5,428	6,555	6,054
Мау	4,870	4,154	4,178	3,538	3,000	2,206	3,180	5,729	6,873	6,082
June	5,111	4,492	4,267	3,561	3,094	2,243	3,602	6,106	7,074	6,114
July	5,154	4,622	4,280	3,597	3,028	2,377	4,031	6,404	7,082	6,128
August	5,240	3,923	4,186	3,535	2,984	2,350	4,407	6,675	7,065	5,902
September	5,164	4,118	4,016	3,368	2,837	2,319	4,695	6,718	6,856	5,754
October	5,020	4,037	3,837	3,393	2,668	2,298	4,618	6,708	6,617	5,528
November	4,790	3,848	3,697	2,845	2,572	2,263	4,363	6,534	6,349	5,413
December	4,518	3,868	3,638	2,993	2,448	2,211	4,098	6,066	5,821	5,176

## Jan-Dec 2008 vs. Jan-Dec 2009 Housing Activity Report

Class R1 - Existing Single-Family Detached by Area

		Total Sales 2008	Average 2008 Sale Price	Total Sales 2009	Average 2009 Sale Price	Price Change from 2008
10	Sandia Heights	42	\$451,618	54	\$465,115	2.99%
20	North Albuq. Acres	92	\$648,729	83	\$587,378	-9.46%
21	Albuq. Acres West	175	\$357,793	174	\$303,472	-15.18%
30	Far NE Heights	373	\$310,850	338	\$288,802	-7.09%
31	Foothills North	75	\$508,822	74	\$502,596	-1.22%
32	Academy West	129	\$235,210	106	\$221,229	-5.94%
40	UNM	186	\$282,346	160	\$268,484	-4.91%
41	Uptown	244	\$179,187	257	\$170,078	-5.08%
42	UNM South	144	\$237,063	128	\$210,127	-11.36%
50	NE Heights	600	\$180,811	602	\$169,948	-6.01%
51	Foothills South	128	\$287,067	103	\$284,128	-1.02%
60	Four Hills	55	\$318,263	54	\$326,452	2.57%
70	Fairgrounds	105	\$171,263	80	\$146,044	-14.73%
71	Southeast Heights	118	\$195,994	123	\$185,304	-5.45%
80	Downtown	113	\$221,126	108	\$205,377	-7.12%
90	Near South Valley	142	\$124,590	108	\$111,204	-10.74%
91	Valley Farms	57	\$179,477	48	\$159,119	-11.34%
92	Southwest Heights	590	\$140,211	598	\$128,593	-8.29%
93	Pajarito	10	\$177,630	10	\$108,875	-38.71%
100	North Valley	127	\$381,796	127	\$324,897	-14.90%
101	Near North Valley	133	\$270,158	139	\$232,332	-14.00%
102	Far North Valley	22	\$380,361	17	\$278,076	-26.89%
103	West River Valley	20	\$458,725	15	\$389,747	-15.04%
110	Northwest Heights	355	\$236,691	367	\$219,327	-7.34%
111	Ladera Heights	336	\$171,278	376	\$164,565	-3.92%

<sup>© 2010</sup> Greater Albuquerque Association of REALTORS® Statistics for 2009 pulled from MLS system on 1/11/10. Based on data from the Southest Multiple Listing Service. Data is deemed reliable not guaranteed.

I	I					
112	Canoncito	2	\$119,000	0	N/A	N/A
120	Paradise West	511	\$194,704	446	\$183,997	-5.50%
121	Paradise East	323	\$232,725	306	\$222,389	-4.44%
130	Corrales	69	\$546,388	70	\$466,260	-14.67%
140	Rio Rancho South	198	\$239,760	170	\$219,958	-8.26%
141	Rio Rancho Southwest	4	\$194,225	2	\$139,700	-28.07%
150	Rio Rancho Mid	404	\$186,832	404	\$180,147	-3.58%
151	Rio Rancho Mid-North	135	\$249,728	201	\$254,143	1.77%
152	Rio Rancho Mid-West	25	\$124,634	23	\$130,578	4.77%
160	Rio Rancho North	157	\$212,054	176	\$215,743	1.74%
161	Rio Rancho Central	219	\$163,017	249	\$151,390	-7.13%
162	Rio Rancho Northwest	2	\$147,500	2	\$145,450	-1.39%
170	Bernalillo/Algodones	45	\$295,392	42	\$238,054	-19.41%
180	Placitas	78	\$477,840	58	\$462,551	-3.20%
210-293	East Mountain Area	342	\$267,479	312	\$243,905	-8.81%
690-760	Valencia County	424	\$176,630	435	\$158,844	-10.07%

### 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%
2009	\$214,662	-\$17,964	-7.72%

# 2008 vs. 2009 RECAP for Greater Albuquerque Area

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

Class R1	2008	2009	Change '08 vs. '09	% of Change
Average Price:	\$232,626	\$214,662	-\$17,964	-7.72%
Median Price:	\$191,500	\$180,000	-\$11,500	-6.01%
Total Sold & Closed:	7,309	7,145	-164	-2.24%
Total Dollar Volume:	\$1,700,264,310	\$1,533,756,628	-\$166,507,682	-9.79%
Class R2	2008	2009	Change '08 vs. '09	% of Change
Average Price:	\$162,783	\$153,237	-\$9,546	-5.86%
Median Price:	\$154,000	\$144,900	-\$9,100	-5.91%
Total Sold & Closed:	835	788	-47	-5.63%
Total Dollar Volume:	\$135,923,619	\$120,750,930	-\$15,172,689	-11.16%
Class R1 & R2	2008	2009	Change '08 vs. '09	% of Change
Average Price:	\$225,465	\$208,560	-\$16,905	-7.50%
Median Price:	\$187,000	\$175,000	-\$12,000.00	-6.42%
Total Sold & Closed:	8,144	7,933	-211	-2.59%
Total Dollar Volume:	\$1,836,187,929	\$1,654,507,558	-\$181,680,371.00	-9.89%

Statistics compiled for Home Sales Report pulled 01/16/09 and 01/11/10. Actual Year-To-Date Sales Data for 2008 & 2009 for Class R1 & R2.

# 2009 Recap by Market Areas

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

#### **All MLS Areas**

		All MILO	li cas						
Class R1 Average Price: Median Price: Total Sold & Closed: Total Dollar Volume:	\$212,946 \$179,000 7,307 \$155,999,619	Class R2 Average Price: Median Price: Total Sold & Closed: Total Dollar Volume:	\$152,867 \$144,000 797 \$121,835,265	Class R1 & R2 Average Price: Median Price: Total Sold & Closed: Total Dollar Volume:	\$207,038 \$175,000 8,104 \$1,677,834,884				
	Areas 10-293,	690-760 (Greater	Albuquerqu	-					
Class R1		Class R2		Class R1 & R2					
Average Price:	\$214,662	Average Price:	\$153,237	Average Price:	\$208,560				
Median Price:	\$180,000	Median Price:	\$144,900	Median Price:	\$175,000				
Total Sold & Closed:	7,145	Total Sold & Closed:	788	Total Sold & Closed:	7,933				
Total Dollar Volume:	\$1,533,756,628	Total Dollar Volume:	\$120,750,930	Total Dollar Volume:	\$1,654,507,558				
	Areas 10-121 (City of Albuquerque)								
Class R1		Class R2		Class R1 & R2					
Average Price:	\$215,677	Average Price:	\$156,318	Average Price:	\$208,416				
Median Price:	\$181,500	Median Price:	\$147,900	Median Price:	\$176,000				
Total Sold & Closed:	5,001	Total Sold & Closed:	697	Total Sold & Closed:	5,698				
Total Dollar Volume:	\$1,078,600,443	Total Dollar Volume:	\$108,953,580	Total Dollar Volume:	\$1,187,554,023				
Areas 140-162 (Rio Rancho)									
Class R1		Class R2	•	Class R1 & R2					
Average Price:	\$196,003	Average Price:	\$131,856	Average Price:	\$192,918				
Median Price:	\$170,000	Median Price:	\$128,428	Median Price:	\$169,500				
Total Sold & Closed:	1,227	Total Sold & Closed:	62	Total Sold & Closed:	1,289				
Total Dollar Volume:	\$240,495,902	Total Dollar Volume:	\$8,175,050	Total Dollar Volume:	\$248,670,952				
	Δreas 210-	293 (East Mounta	ins and Fsta	ncia Basin)					
Class R1	711040 210	Class R2	mo ana zota	Class R1 & R2					
Average Price:	\$243,905	Average Price:	N/A	Average Price:	\$243,905				
Median Price:	\$229,500	Median Price:	N/A	Median Price:	\$229,500				
Total Sold & Closed:	312	Total Sold & Closed:	0	Total Sold & Closed:	312				
Total Dollar Volume:	\$76,098,511	Total Dollar Volume:	N/A	Total Dollar Volume:	\$76,098,511				
	4, 0,000,011		,, .		Ψ. σ,σσσ,σ				
A	reas 690-760	(Bosque Farms, L	os Lunas, V	alencia County)					
Class R1		Class R2		Class R1 & R2					
Average Price:	\$158,844	Average Price:	\$111,622	Average Price:	\$156,473				
Median Price:	\$145,580	Median Price:	\$115,500	Median Price:	\$144,700				
Total Sold & Closed:	435	Total Sold & Closed:	23	Total Sold & Closed:	458				
Total Dollar Volume:	\$69,097,346	Total Dollar Volume:	\$2,567,300	Total Dollar Volume:	\$71,664,646				

# 2009 RECAP - Time on Market & Financing Types

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

	All MLS Are	eas	Greater Albuquerque Area					
Time on Market for Sold Units			Time on Market for Sold Units					
<u>Days</u>	Class R1	Class R2	<u>Days</u>	Class R1	Class R2			
0 - 30	2,546	242	0 - 30	2,505	239			
31 - 60	1,405	159	31 - 60	1,373	158			
61 - 90	1,004	132	61 - 90	973	130			
91 - 120	706	85	91 - 120	686	84			
121 +	<u>1,646</u>	<u>179</u>	121 +	<u>1,608</u>	<u>177</u>			
TOTALS:	7,307	797	TOTALS:	7,145	788			

#### Areas 10-121 (Albuquerque)

#### Areas 140-162 (Rio Rancho)

Time on Market for Sold Units			Time on	Market for Sol	d Units
<u>Days</u>	Class R1	Class R2	<u>Days</u>	Class R1	Class R2
0 - 30	1,887	214	0 - 30	373	17
31 - 60	1,002	140	31 - 60	218	16
61 - 90	674	107	61 - 90	172	16
91 - 120	437	80	91 - 120	149	2
121 +	<u>1,001</u>	<u>156</u>	121 +	<u>315</u>	<u>11</u>
TOTALS:	5,001	697	TOTALS:	1,227	62

#### Areas 210-293 (East Mountain)

#### **Areas 690-760 (Valencia County)**

Time on Market for Sold Units			Time on Market for Sold Units				
<u>Days</u>	Class R1	Class R2	<u>Days</u>	Class R1	Class R2		
0 - 30	81	N/A	0 - 30	117	7		
31 - 60	56	N/A	31 - 60	73	2		
61 - 90	44	N/A	61 - 90	62	7		
91 - 120	27	N/A	91 - 120	57	1		
121 +	<u>104</u>	N/A	121 +	<u>126</u>	<u>6</u>		
TOTALS:	312	0	TOTALS:	435	23		

#### **All MLS Areas**

#### Type of Financing for Sold Units

Financing	Class R1	Class R2
Assumption	0	0
Cash	882	137
Conventional	2,628	266
FHA	2,914	328
Lease Purchase	6	0
Owner Finance	59	6
Lease Option	1	0
REC	221	25
Trade Exchange	3	0
VA	<u>593</u>	<u>35</u>
TOTALS	7,307	797

### **Total Sales History**

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

#### **Greater Albuquerque Area**

	Class R1	Class R2	Class R1 & R2
2009 Total Sales	7,145	788	7,933
Average Price	\$214,662	\$153,237	\$208,560
Median Price	\$180,000	\$144,900	\$175,000
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