

## Greater Albuquerque Area Monthly Housing Trends - 2017 vs. 2018

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

Data on this page was obtained from the Monthly Market Reports pulled from the MLS on the 5th of each month.

Month	Average \$, 2017	Average \$, 2018	Median \$, 2017	Median \$, 2018	Interest Rate '17	Interest Rate '18	Sales 2017	Sales 2018	Pending 2017	Pending 2018	New 2017	New 2018
<b>JANUARY</b>												
Class R1	\$218,488	\$217,679	\$185,000	\$187,500	4.15%	4.03%	662	721	937	1,037	1,214	1,241
Class R2	\$137,097	\$165,968	\$125,500	\$147,000			<u>58</u> 720	<u>77</u> 798	<u>86</u> 1,023	<u>118</u> 1,155	<u>138</u> 1,352	<u>124</u> 1,365
<b>FEBRUARY</b>												
Class R1	\$223,104	\$225,342	\$186,500	\$194,500	4.17%	4.33%	633	693	1,059	1,142	1,263	1,281
Class R2	\$145,340	\$156,494	\$144,324	\$147,500			<u>71</u> 704	<u>93</u> 786	<u>97</u> 1,156	<u>108</u> 1,250	<u>140</u> 1,403	<u>121</u> 1,402
<b>MARCH</b>												
Class R1	\$222,759	\$242,532	\$187,500	\$198,000	4.20%	4.44%	1,011	1,066	1,299	1,364	1,662	1,625
Class R2	\$154,378	\$162,190	\$139,000	\$152,100			<u>90</u> 1,101	<u>100</u> 1,166	<u>154</u> 1,453	<u>150</u> 1,514	<u>189</u> 1,851	<u>174</u> 1,799
<b>APRIL</b>												
Class R1	\$235,875	\$242,037	\$194,500	\$205,000	4.05%	4.47%	981	1,089	1,331	1,358	1,631	1,686
Class R2	\$152,735	\$175,558	\$145,500	\$160,000			<u>107</u> 1,088	<u>120</u> 1,209	<u>139</u> 1,470	<u>150</u> 1,508	<u>149</u> 1,780	<u>162</u> 1,780
<b>MAY</b>												
Class R1	\$235,723	\$239,281	\$199,950	\$210,000	4.01%	4.59%	1,196	1,200	1,279	1,373	1,836	1,878
Class R2	\$148,228	\$161,069	\$139,950	\$155,000			<u>121</u> 1,317	<u>126</u> 1,326	<u>100</u> 1,379	<u>127</u> 1,500	<u>163</u> 1,999	<u>161</u> 2,039
<b>JUNE</b>												
Class R1	\$243,099	\$244,365	\$200,000	\$212,500	3.90%	4.57%	1,194	1,189	1,283	1,279	1,791	1,782
Class R2	\$170,404	\$163,356	\$159,000	\$149,700			<u>108</u> 1,302	<u>120</u> 1,309	<u>140</u> 1,423	<u>124</u> 1,403	<u>182</u> 1,973	<u>143</u> 1,925
<b>JULY</b>												
Class R1	\$237,814	\$246,862	\$199,250	\$208,000	3.97%	4.53%	1,075	1,121	1,214	1,271	1,624	1,607
Class R2	\$154,276	\$158,398	\$140,000	\$142,458			<u>103</u> 1,178	<u>112</u> 1,233	<u>89</u> 1,303	<u>123</u> 1,394	<u>140</u> 1,764	<u>144</u> 1,751
<b>AUGUST</b>												
Class R1	\$237,532	\$251,598	\$202,825	\$215,000	3.88%	4.55%	1,092	1,171	1,180	1,266	1,617	1,560
Class R2	\$151,408	\$167,184	\$135,000	\$150,000			<u>96</u> 1,188	<u>116</u> 1,287	<u>119</u> 1,299	<u>120</u> 1,386	<u>136</u> 1,753	<u>169</u> 1,729
<b>SEPTEMBER</b>												
Class R1	\$235,496	\$239,282	\$200,000	\$199,990	3.81%	4.63%	997	1,031	985	1,037	1,307	1,359
Class R2	\$148,115	\$161,555	\$137,000	\$150,000			<u>91</u> 1,088	<u>87</u> 1,118	<u>116</u> 1,101	<u>116</u> 1,153	<u>134</u> 1,441	<u>116</u> 1,475
<b>OCTOBER</b>												
Class R1	\$237,286	\$231,462	\$199,450	\$199,000	3.90%	4.83%	970	1,017	1,050	1,094	1,306	1,337
Class R2	\$163,383	\$165,260	\$152,000	\$160,500			<u>117</u> 1,087	<u>114</u> 1,131	<u>123</u> 1,173	<u>114</u> 1,208	<u>147</u> 1,453	<u>146</u> 1,483
<b>NOVEMBER</b>												
Class R1	\$237,089	\$247,168	\$199,650	\$207,000	3.92%	4.87%	826	896	917	912	1,073	1,053
Class R2	\$163,387	\$161,895	\$145,000	\$150,000			<u>92</u> 918	<u>98</u> 994	<u>94</u> 1,011	<u>112</u> 1,024	<u>103</u> 1,176	<u>103</u> 1,156
<b>DECEMBER</b>												
Class R1	\$230,180	\$246,348	\$193,900	\$209,950	3.99%	4.64%	904	845	738	796	771	870
Class R2	\$146,366	\$158,850	\$136,043	\$155,000			<u>90</u> 994	<u>101</u> 946	<u>72</u> 810	<u>87</u> 883	<u>83</u> 854	<u>74</u> 944

Class R1 Active Listings as of 01/20/2018: 2,529  
 Class R2 Active Listings as of 01/20/2018: 244  
**Class R1 & R2 Actives as of 01/20/2018:** 2,773

Class R1 Active Listings as of 01/20/2019: 2,296  
 Class R2 Active Listings as of 01/20/2019: 210  
**Class R1 & R2 Actives as of 01/20/2019:** 2,506

\* Interest Rate Data obtained from freddiemac.com, based on a 30 Year Fixed rate mortgage.

## Sold & Closed Existing Single-Family Homes

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

Data on this page obtained from the Monthly Market Reports published by SWMLS.

	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
<b>January</b>	533	712	840	744	472	351	392	402	448	531	586	585	639	720	798
<b>February</b>	674	808	949	820	592	376	424	450	553	596	609	604	718	704	786
<b>March</b>	833	919	1,226	1,083	692	516	704	629	652	731	757	891	977	1,101	1,166
<b>April</b>	921	1,029	1,105	988	708	594	757	604	669	801	773	915	1,038	1,088	1,209
<b>May</b>	1,029	1,300	1,301	1,129	746	617	834	689	822	987	878	997	1,078	1,317	1,326
<b>June</b>	1,157	1,295	1,248	1,114	823	722	798	719	724	953	871	1,075	1,186	1,302	1,309
<b>July</b>	1,131	1,339	1,239	1,116	773	829	604	678	774	1,046	898	1,120	1,148	1,178	1,233
<b>August</b>	1,146	1,388	1,250	934	683	686	556	696	817	941	895	1,034	1,167	1,188	1,287
<b>September</b>	1,022	1,319	1,090	798	666	744	526	566	714	842	776	977	1,042	1,088	1,118
<b>October</b>	1,001	1,169	1,032	758	570	817	513	612	732	789	827	921	916	1,087	1,131
<b>November</b>	900	1,130	935	620	455	716	518	532	604	617	658	714	877	918	994
<b>December</b>	916	1,040	877	567	464	592	555	575	661	713	727	897	953	994	946
<b>TOTALS</b>	<b>11,263</b>	<b>13,448</b>	<b>13,092</b>	<b>10,671</b>	<b>7,644</b>	<b>7,560</b>	<b>7,181</b>	<b>7,152</b>	<b>8,170</b>	<b>9,547</b>	<b>9,255</b>	<b>10,730</b>	<b>11,739</b>	<b>12,685</b>	<b>13,303</b>

Total Year-To-Date Sales for 2017\*: 12,622

Total Year-To-Date Sales for 2018\*: 13,234

**Total Sales 2017 vs 2018: 612 More Sales (+4.85%)**

\*The Year-To-Date sales data obtained on January 20, 2019 will differ from the monthly totals due to entry of sales after the monthly data has been obtained.

## Listing Inventory for Greater Albuquerque Area

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

Data on this page obtained from the Monthly Market Reports published by SWMLS.

	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
<b>January</b>	4,191	6,076	5,925	5,332	5,296	4,163	4,007	4,272	4,098	3,342	3,178	2,905
<b>February</b>	4,465	6,147	6,037	5,518	5,334	4,089	4,062	4,320	4,027	3,426	3,145	2,839
<b>March</b>	4,881	6,434	5,995	5,717	5,444	4,117	4,227	4,619	4,156	3,527	3,187	2,886
<b>April</b>	5,428	6,555	6,054	5,651	5,511	4,239	4,372	4,858	4,335	3,613	3,283	3,067
<b>May</b>	5,729	6,873	6,082	6,045	5,625	4,415	4,531	5,150	4,369	3,706	3,565	3,297
<b>June</b>	6,106	7,074	6,114	6,346	5,552	4,528	4,795	5,402	4,490	3,919	3,769	3,570
<b>July</b>	6,404	7,082	6,128	6,471	5,636	4,580	4,910	5,428	4,487	4,412	3,883	3,637
<b>August</b>	6,675	7,065	5,902	6,408	5,511	4,534	5,007	5,474	4,353	4,344	3,854	3,624
<b>September</b>	6,718	6,856	5,754	6,376	5,249	4,518	5,035	5,390	4,216	4,264	3,793	3,580
<b>October</b>	6,708	6,617	5,528	6,099	4,977	4,520	4,868	5,148	4,100	4,025	3,641	3,422
<b>November</b>	6,534	6,349	5,413	5,684	4,643	4,322	4,657	4,741	3,813	3,712	3,350	3,191
<b>December</b>	6,066	5,821	5,176	5,320	4,216	3,980	4,232	4,212	3,407	3,247	2,982	2,779

## Housing Activity Report by Area

### Class R1 - Existing Single-Family Detached by Area

		2015		2016		2017		2018	
		Sales	AVG Sale Price	Sales	AVG Sale Price	Sales	AVG Sale Price	Sales	AVG Sale Price
10	Sandia Heights	82	\$419,291	82	\$470,003	87	\$444,338	87	\$509,931
20	North Albuquerque Acres	114	\$553,326	124	\$582,422	146	\$595,053	124	\$594,690
21	Albuquerque Acres West	227	\$372,602	220	\$364,670	234	\$370,849	210	\$385,620
30	Far NE Heights	464	\$291,340	515	\$299,527	500	\$326,585	497	\$320,769
31	Foothills North	130	\$516,676	117	\$547,350	140	\$550,107	115	\$608,794
32	Academy West	184	\$231,255	182	\$236,937	201	\$244,937	238	\$259,753
40	UNM	224	\$267,524	226	\$279,063	221	\$290,364	236	\$293,714
41	Uptown	290	\$167,753	382	\$171,329	394	\$180,718	428	\$183,303
42	UNM South	166	\$222,855	197	\$224,808	211	\$233,521	196	\$257,825
50	NE Heights	788	\$163,025	767	\$168,905	914	\$173,290	923	\$186,044
51	Foothills South	154	\$294,726	207	\$306,885	212	\$298,969	211	\$312,807
60	Four Hills	90	\$320,345	94	\$321,221	91	\$325,182	109	\$325,313
70	Fairgrounds	116	\$144,305	139	\$157,774	143	\$160,367	155	\$162,533
71	Southeast Heights	182	\$196,317	218	\$184,163	227	\$184,201	244	\$206,430
72	Mesa Del Sol	13	\$278,995	13	\$261,524	14	\$253,299	26	\$268,497
80	Downtown	136	\$220,118	135	\$230,938	191	\$225,302	186	\$237,354
90	Near South Valley	133	\$119,519	147	\$123,924	188	\$138,643	198	\$138,822
91	Valley Farms	87	\$182,471	99	\$195,673	87	\$164,240	102	\$201,113
92	Southwest Heights	761	\$124,401	750	\$132,199	821	\$139,751	920	\$151,321
93	Pajarito	18	\$142,741	24	\$148,648	20	\$155,998	17	\$176,053
100	North Valley	186	\$301,740	191	\$347,851	202	\$379,126	216	\$376,515
101	Near North Valley	242	\$246,716	234	\$240,425	249	\$261,751	298	\$269,960
102	Far North Valley	28	\$240,706	22	\$299,244	30	\$375,047	27	\$341,676
103	West River Valley	41	\$418,244	24	\$339,746	35	\$484,167	25	\$461,036
110	Northwest Heights	554	\$229,286	654	\$240,632	717	\$246,827	751	\$255,863

<b>111</b>	Ladera Heights	426	\$153,992	458	\$164,379	487	\$167,647	583	\$177,249
<b>112</b>	Canoncito	0	N/A	1	\$99,000	0	N/A	5	\$125,100
<b>120</b>	Paradise West	550	\$182,004	588	\$192,143	726	\$198,021	682	\$208,490
<b>121</b>	Paradise East	368	\$214,885	443	\$217,795	369	\$235,872	415	\$237,637
<b>130</b>	Corrales	117	\$433,447	133	\$429,403	140	\$509,504	121	\$475,543
<b>140</b>	Rio Rancho South	265	\$218,403	272	\$233,865	290	\$242,259	303	\$263,558
<b>141</b>	Rio Rancho Southwes	5	\$137,300	5	\$90,510	6	\$144,000	6	\$156,917
<b>150</b>	Rio Rancho Mid	656	\$176,894	693	\$192,745	697	\$200,905	667	\$207,497
<b>151</b>	Rio Rancho Mid-North	224	\$229,087	309	\$223,253	244	\$254,374	290	\$256,145
<b>152</b>	Rio Rancho Mid-West	91	\$145,436	83	\$139,738	35	\$128,268	53	\$146,290
<b>160</b>	Rio Rancho North	215	\$198,764	301	\$223,488	327	\$229,449	292	\$253,094
<b>161</b>	Rio Rancho Central	347	\$136,562	383	\$149,156	384	\$159,256	452	\$168,908
<b>162</b>	Rio Rancho Northwest	0	N/A	1	\$317,000	0	N/A	0	N/A
<b>170</b>	Bernalillo/Algodones	117	\$255,214	104	\$227,929	113	\$263,187	106	\$289,407
<b>180</b>	Placitas	81	\$381,213	108	\$402,650	137	\$405,187	148	\$417,525
<b>210-293</b>	East Mountain Area	491	\$231,826	478	\$197,666	548	\$265,435	580	\$274,803
<b>690-760</b>	Valencia County	603	\$148,724	612	\$155,802	699	\$167,044	734	\$181,595

## YEAR-END AVERAGE RESIDENTIAL HOME SALES PRICE

### Class R1 - Single Family Detached, Greater Albuquerque Area

Data on this page obtained from the Annual Market Reports published by SWMLS.

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%
2010	\$215,989	+\$1,327	+0.62%
2011	\$201,176	-\$14,813	-6.86%
2012	\$204,513	+\$3,337	+1.66%
2013	\$210,488	+\$5,975	+2.92%
2014	\$212,990	+\$2,502	+1.19%
2015	\$215,331	+\$2,341	+1.10%
2016	\$224,230	+\$8,899	+4.13%
2017	\$235,206	+\$10,976	+4.89%
2018	\$241,511	+\$6,305	+2.68%

## 2017 vs. 2018 RECAP for Greater Albuquerque Area

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

<b>Class R1</b>	<b>2017</b>	<b>2018</b>	<b>Change '17 vs. '18</b>	<b>% of Change</b>
Average Price:	\$235,206	\$241,511	\$6,305	2.68%
Median Price:	\$196,900	\$205,000	\$8,100	4.11%
Total Sold & Closed:	11,477	11,975	498	4.34%
Total Dollar Volume:	\$2,699,464,795	\$2,892,347,602	\$192,882,807	7.15%

<b>Class R2</b>	<b>2017</b>	<b>2018</b>	<b>Change '17 vs. '18</b>	<b>% of Change</b>
Average Price:	\$153,128	\$162,160	\$9,032	5.90%
Median Price:	\$142,000	\$150,000	\$8,000	5.63%
Total Sold & Closed:	1,143	1,258	115	10.06%
Total Dollar Volume:	\$175,025,508	\$208,778,746	\$33,753,238	19.28%

<b>Class R1 &amp; R2</b>	<b>2017</b>	<b>2018</b>	<b>Change '17 vs. '18</b>	<b>% of Change</b>
Average Price:	\$227,773	\$233,968	\$6,195	2.72%
Median Price:	\$190,000	\$198,500	\$8,500	4.47%
Total Sold & Closed:	12,620	13,234	614	4.87%
Total Dollar Volume:	\$2,874,490,303	\$3,096,344,976	\$221,854,673	7.72%

Statistics compiled for Home Sales Report pulled 01/20/18 and 1/20/19.  
 Actual Year-To-Date Sales Data for 2017 & 2018 for Class R1 & R2.

## 2018 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 &amp; R2</u>	
Average Price:	\$240,338	Average Price:	\$162,998	Average Price:	\$233,014
Median Price:	\$204,000	Median Price:	\$150,000	Median Price:	\$198,000
Total Sold & Closed:	12,236	Total Sold & Closed:	1,280	Total Sold & Closed:	13,516
Total Dollar Volume:	\$2,940,785,700	Total Dollar Volume:	\$208,637,899	Total Dollar Volume:	\$3,149,423,599

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

<u>Class R1</u>		<u>Class R2</u>		<u>Class R1 &amp; R2</u>	
Average Price:	\$241,511	Average Price:	\$162,160	Average Price:	\$233,968
Median Price:	\$205,000	Median Price:	\$150,000	Median Price:	\$198,500
Total Sold & Closed:	11,976	Total Sold & Closed:	1,258	Total Sold & Closed:	13,234
Total Dollar Volume:	\$2,892,347,602	Total Dollar Volume:	\$203,997,374	Total Dollar Volume:	\$3,096,344,976

#### Areas 10-121 (City of Albuquerque)

<u>Class R1</u>		<u>Class R2</u>		<u>Class R1 &amp; R2</u>	
Average Price:	\$242,968	Average Price:	\$166,945	Average Price:	\$234,129
Median Price:	\$205,000	Median Price:	\$153,000	Median Price:	\$198,000
Total Sold & Closed:	8,224	Total Sold & Closed:	1,082	Total Sold & Closed:	9,306
Total Dollar Volume:	\$1,998,173,574	Total Dollar Volume:	\$180,635,358	Total Dollar Volume:	\$2,178,808,932

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

<u>Class R1</u>		<u>Class R2</u>		<u>Class R1 &amp; R2</u>	
Average Price:	\$218,848	Average Price:	\$136,797	Average Price:	\$214,587
Median Price:	\$195,000	Median Price:	\$150,000	Median Price:	\$190,000
Total Sold & Closed:	2,063	Total Sold & Closed:	113	Total Sold & Closed:	2,176
Total Dollar Volume:	\$451,485,307	Total Dollar Volume:	\$15,458,125	Total Dollar Volume:	\$466,943,432

#### Areas 210-293 (East Mountains and Estancia Basin)

<u>Class R1</u>		<u>Class R2</u>		<u>Class R1 &amp; R2</u>	
Average Price:	\$274,803	Average Price:	N/A	Average Price:	\$274,803
Median Price:	\$262,250	Median Price:	N/A	Median Price:	\$262,250
Total Sold & Closed:	580	Total Sold & Closed:	N/A	Total Sold & Closed:	580
Total Dollar Volume:	\$159,385,810	Total Dollar Volume:	N/A	Total Dollar Volume:	\$159,385,810

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

<u>Class R1</u>		<u>Class R2</u>		<u>Class R1 &amp; R2</u>	
Average Price:	\$181,595	Average Price:	\$111,875	Average Price:	\$177,232
Median Price:	\$162,500	Median Price:	\$117,000	Median Price:	\$159,000
Total Sold & Closed:	734	Total Sold & Closed:	49	Total Sold & Closed:	783
Total Dollar Volume:	\$133,291,414	Total Dollar Volume:	\$5,481,891	Total Dollar Volume:	\$138,773,305



## 2018 RECAP - Time on Market & Financing Types

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

All MLS Areas			Greater Albuquerque Area		
Time on Market for Sold Units			Time on Market for Sold Units		
Days	Class R1	Class R2	Days	Class R1	Class R2
0 - 30	7,020	776	0 - 30	6,926	759
31 - 60	2,160	204	31 - 60	2,120	203
61 - 90	1,219	128	61 - 90	1,189	127
91 - 120	686	62	91 - 120	671	61
121 +	1,151	110	121 +	1,070	108
<b>TOTALS:</b>	<b>12,236</b>	<b>1,280</b>	<b>TOTALS:</b>	<b>11,976</b>	<b>1,258</b>

  

Areas 10-121 (Albuquerque)			Areas 140-162 (Rio Rancho)		
Time on Market for Sold Units			Time on Market for Sold Units		
Days	Class R1	Class R2	Days	Class R1	Class R2
0 - 30	4,838	644	0 - 30	1,264	73
31 - 60	1,465	174	31 - 60	361	23
61 - 90	804	113	61 - 90	198	7
91 - 120	455	52	91 - 120	110	5
121 +	662	99	121 +	130	5
<b>TOTALS:</b>	<b>8,224</b>	<b>1,082</b>	<b>TOTALS:</b>	<b>2,063</b>	<b>113</b>

  

Areas 210-293 (East Mountain)			Areas 690-760 (Valencia County)		
Time on Market for Sold Units			Time on Market for Sold Units		
Days	Class R1	Class R2	Days	Class R1	Class R2
0 - 30	301	N/A	0 - 30	361	32
31 - 60	91	N/A	31 - 60	142	3
61 - 90	58	N/A	61 - 90	78	6
91 - 120	38	N/A	91 - 120	45	4
121 +	92	N/A	121 +	108	4
<b>TOTALS:</b>	<b>580</b>	<b>1</b>	<b>TOTALS:</b>	<b>734</b>	<b>49</b>

### All MLS Areas

Type of Financing for Sold Units

Financing	Class R1	Class R2
Assumption	1	1
Cash	1,814	331
Conventional	7,040	660
FHA	2,137	186
Lease Purchase	6	0
Owner Finance	38	5
REC	180	21
Trade Exchange	2	0
USDA	45	4
VA	973	72
<b>TOTALS:</b>	<b>12,236</b>	<b>1,280</b>

## Adjusted Year-To-Date Monthly Sales

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

Total Sales 2017 vs 2018: 612 More Sales (+4.85%)

Total Sales for 2017: 12,622

Total Sales for 2018: 13,234

	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>
<b>January</b>	726	862	756	512	378	408	414	458	551	602	591	645	707	797
<b>February</b>	851	974	839	646	401	445	463	571	623	618	625	728	711	790
<b>March</b>	1,122	1,289	1,107	749	546	752	660	671	745	769	920	990	1,096	1,163
<b>April</b>	1,100	1,144	997	796	630	792	618	675	814	791	944	1,055	1,076	1,207
<b>May</b>	1,340	1,329	1,157	795	652	863	712	857	1,003	897	1,015	1,087	1,321	1,347
<b>June</b>	1,394	1,379	1,138	862	769	830	757	743	976	893	1,098	1,213	1,325	1,301
<b>July</b>	1,366	1,267	1,133	831	871	624	687	792	1,060	919	1,142	1,137	1,165	1,236
<b>August</b>	1,436	1,306	1,003	713	738	577	727	844	963	914	1,040	1,152	1,188	1,265
<b>September</b>	1,382	1,120	808	693	780	552	583	728	848	791	1,000	1,036	1,066	1,101
<b>October</b>	1,204	1,061	796	605	859	534	623	754	808	844	926	898	1,080	1,120
<b>November</b>	1,179	966	663	474	735	530	549	624	628	673	724	875	904	979
<b>December</b>	1,083	896	596	498	609	579	580	682	725	745	911	949	983	928
<b>TOTALS</b>	<b>14,183</b>	<b>13,593</b>	<b>10,993</b>	<b>8,174</b>	<b>7,968</b>	<b>7,486</b>	<b>7,376</b>	<b>8,399</b>	<b>9,744</b>	<b>9,456</b>	<b>10,936</b>	<b>11,765</b>	<b>12,622</b>	<b>13,234</b>

Data on this page obtained from MLS on 1/20/19.

## Adjusted Total Sales History

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

	Class R1	Class R2	Class R1 & R2
<b>2018 Total Sales</b>	11,976	1,258	13,234
Average Price	\$241,511	\$162,160	\$233,968
Median Price	\$205,000	\$150,000	\$198,500
<b>2017 Total Sales</b>	11,477	1,145	12,622
Average Price	\$235,197	\$153,187	\$233,623
Median Price	\$197,000	\$142,000	\$190,000
<b>2016 Total Sales</b>	10,736	1,029	11,765
Average Price	\$224,215	\$147,964	\$217,538
Median Price	\$189,628	\$140,000	\$185,000
<b>2015 Total Sales</b>	9,975	963	10,938
Average Price	\$215,356	\$147,457	\$209,378
Median Price	\$180,000	\$139,500	\$176,950
<b>2014 Total Sales</b>	8,651	805	9,456
Average Price	\$213,028	\$144,935	\$207,231
Median Price	\$175,564	\$135,750	\$172,900
<b>2013 Total Sales</b>	8,867	878	9,745
Average Price	\$210,477	\$142,505	\$204,353
Median Price	\$174,900	\$134,700	\$169,983
<b>2012 Total Sales</b>	7,680	719	8,399
Average Price	\$204,504	\$139,487	\$198,939
Median Price	\$169,006	\$134,000	\$165,000
<b>2011 Total Sales</b>	6,776	599	7,375
Average Price	\$201,229	\$138,728	\$196,153
Median Price	\$167,000	\$135,000	\$164,000
<b>2010 Total Sales</b>	6,732	754	7,486
Average Price	\$216,008	\$147,533	\$209,111
Median Price	\$179,000	\$141,000	\$175,000
<b>2009 Total Sales</b>	7,176	792	7,968
Average Price	\$214,972	\$153,387	\$208,850
Median Price	\$180,000	\$144,900	\$175,000
<b>2008 Total Sales</b>	7,337	837	8,174
Average Price	\$232,668	\$162,802	\$225,514
Median Price	\$192,000	\$154,000	\$187,000