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Monthly Highlights

- Single-family detached home sales in January rose 16.79% from January 2012.
- Pending sales of single-family detached homes saw an increase of 15.91% from the previous year and rose 34.58% from December 2012.
- A new chart called Market Activity by Zip Code has been added to the Monthly reports, page 10.

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Market Inventory

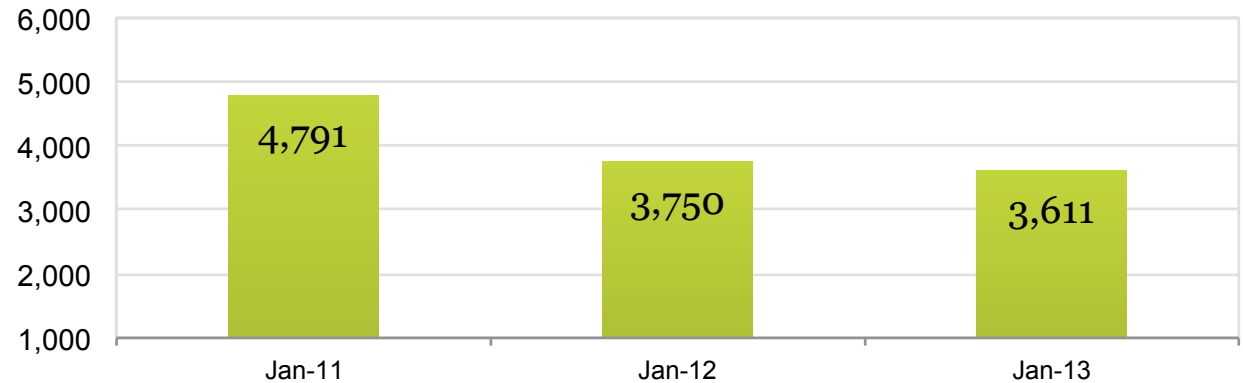
Detached Historical

Year	2011	2012	2013
January	4,791	3,750	3,611
February	4,823	3,668	
March	4,906	3,705	
April	4,981	3,806	
May	5,068	3,986	
June	5,008	4,097	
July	5,082	4,152	
August	4,973	4,103	
September	4,703	4,081	
October	4,469	4,083	
November	4,156	3,902	
December	3,780	3,587	

Attached Historical

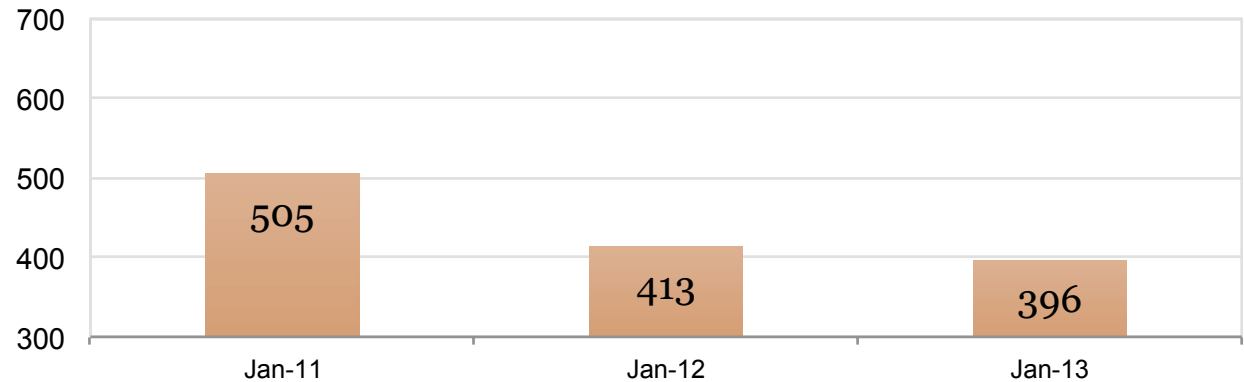
Year	2011	2012	2013
January	505	413	396
February	511	421	
March	538	412	
April	530	433	
May	557	429	
June	544	431	
July	554	428	
August	538	431	
September	546	437	
October	508	437	
November	487	420	
December	436	393	

Detached homes on market



Detached represents existing single-family detached homes

Attached homes on market



Attached represents existing condo/townhomes attached homes

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

Market Activity (New, Pending, Closed)

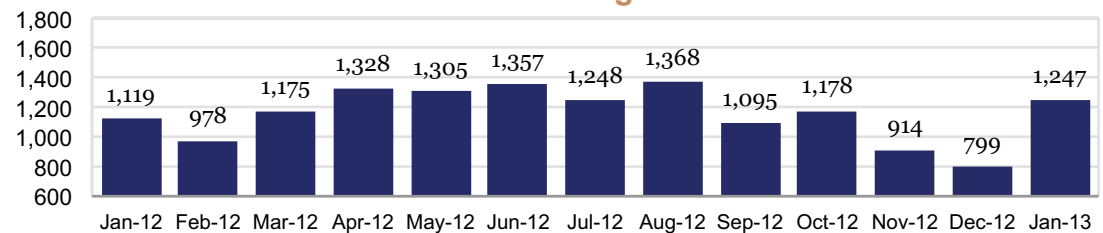
Market Activity

Month	New	Pending	Closed
Jan-12	1,119	836	411
Feb-12	978	928	506
Mar-12	1,175	1,021	596
Apr-12	1,328	1,034	604
May-12	1,305	997	737
Jun-12	1,357	1,047	685
Jul-12	1,248	1,057	719
Aug-12	1,368	1,027	731
Sep-12	1,095	884	653
Oct-12	1,178	900	673
Nov-12	914	779	552
Dec-12	799	720	607
Jan-13	1,247	969	480

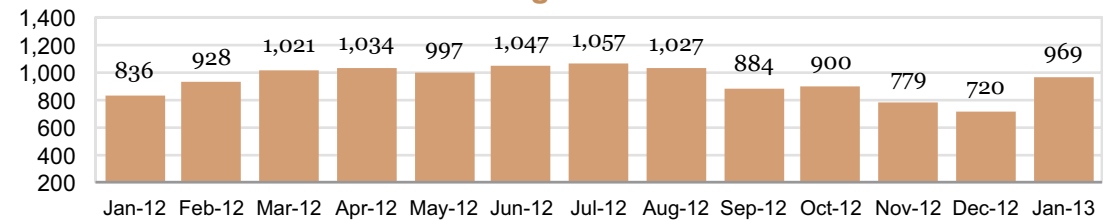
Change from last month/year

	Jan-13	Dec-12	Jan-12
New	1,247	799	1,119
% Change	-	56.07%	11.44%
Pending	969	720	836
% Change	-	34.58%	15.91%
Closed	480	607	411
% Change	-	-20.92%	16.79%

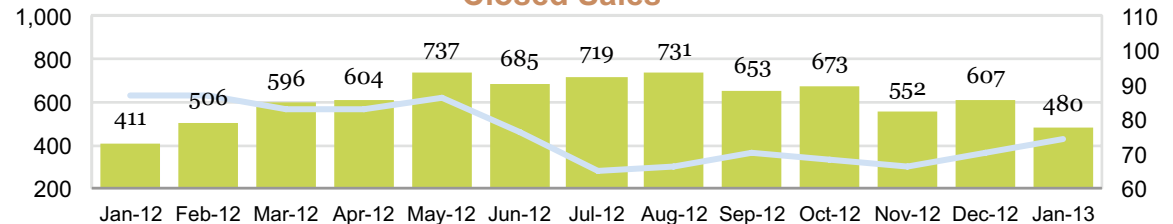
New Listings



Pending Sales



Closed Sales



Closed Sales chart also shows average days on market, indicated by a line. The average days on market for January 2013 detached sales was 74.

Data is for single-family detached homes

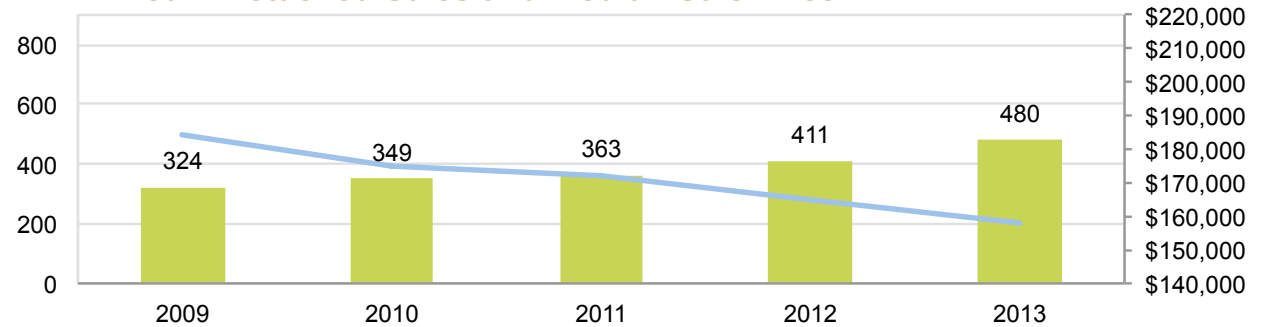
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

Homes Sales by Market Area

Single-family detached sales

MLS Area	Area Name	Jan-12	Jan-13
10-121	Albuquerque	287	316
130	Corrales	5	5
140-162	Rio Rancho	63	86
180	Bernalillo	3	5
190	Placitas	1	7
210-293	E. Mountains	19	29
690-760	Valencia Co.	33	32
Total	All	411	480

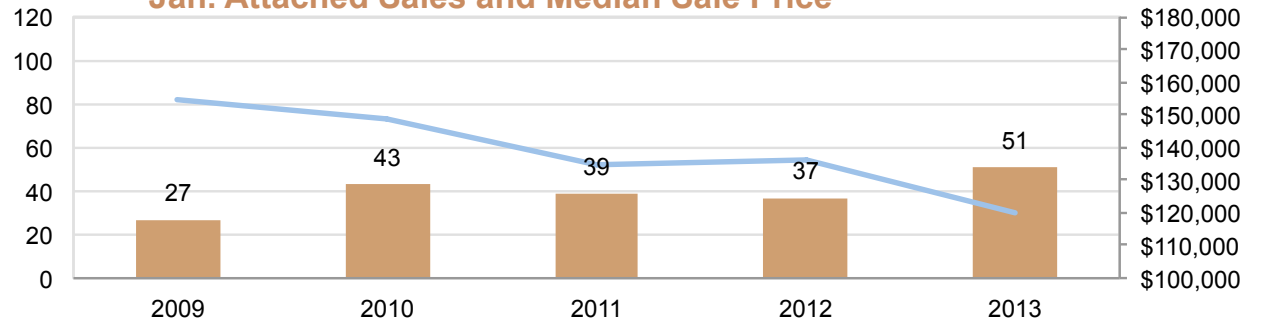
Jan. Detached Sales and Median Sale Price



Condo/townhome (attached) sales

MLS Area	Area Name	Jan-12	Jan-13
10-121	Albuquerque	34	47
130	Corrales	0	0
140-162	Rio Rancho	1	4
180	Bernalillo	0	0
190	Placitas	0	0
210-293	E. Mountains	0	0
690-760	Valencia Co.	2	0
Total	All	37	51

Jan. Attached Sales and Median Sale Price



MLS Areas 210-293 include East Mountains and Estancia Basin

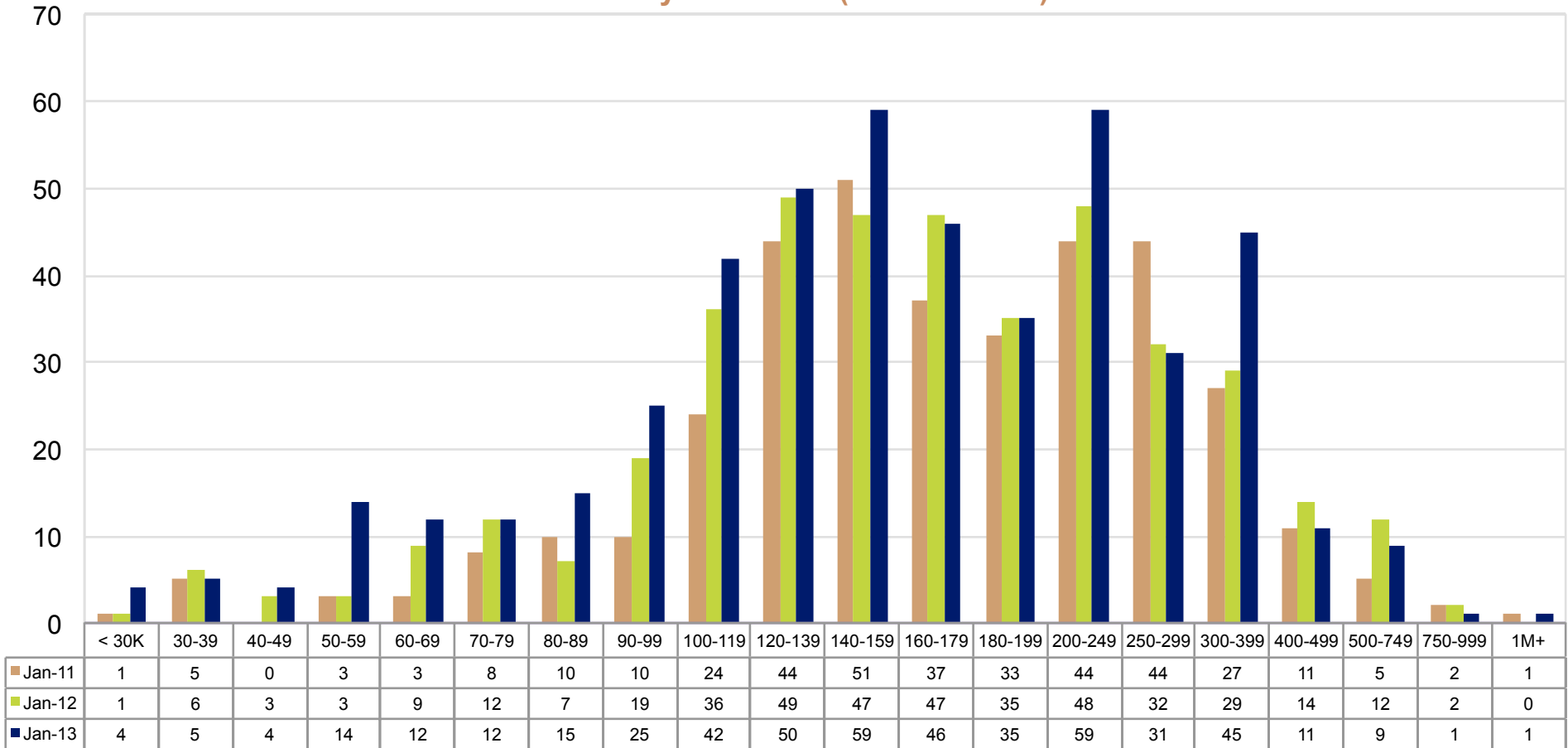
MLS Areas 690-760 include Belen, Los Lunas, Bosque Farms.

Line on charts represents the median sale price for that month.

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

Closed Sales by Price

Detached Sales by Price
January historical (in thousands)



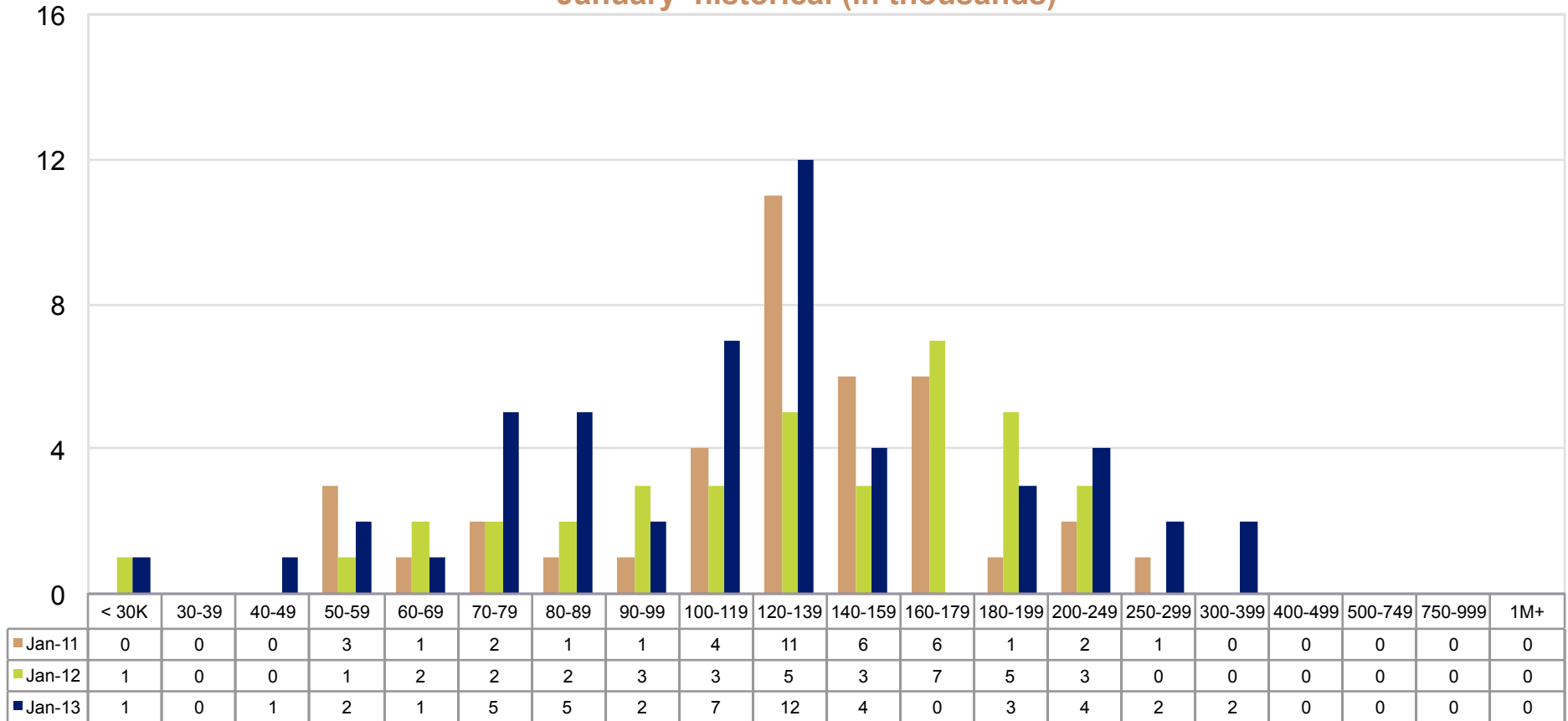
Top Selling Price Range for Detached Homes (for January 2013)

\$140,000 - \$159,999 and \$200,000 - \$249,999

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

Closed Sales by Price

Attached Sales by Price
January historical (in thousands)



Top Selling Price Ranges for Attached Homes (for January 2013)

\$120,000 - \$139,999

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

Market Indicators

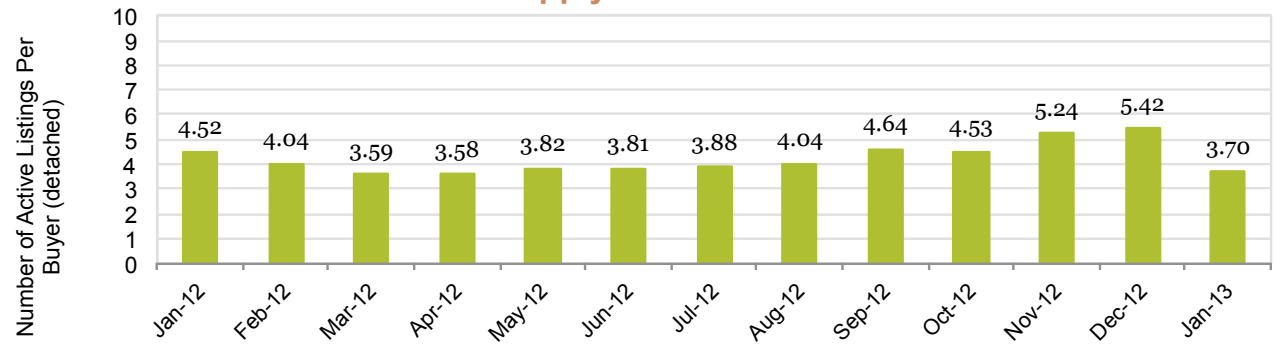
Supply-Demand

Year	2011	2012	2013
January	6.92	4.52	3.70
February	6.82	4.04	
March	5.34	3.59	
April	5.43	3.58	
May	5.54	3.82	
June	5.43	3.81	
July	6.14	3.88	
August	5.79	4.04	
September	6.15	4.64	
October	5.99	4.53	
November	5.99	5.24	
December	6.90	5.42	

Absorption Rate

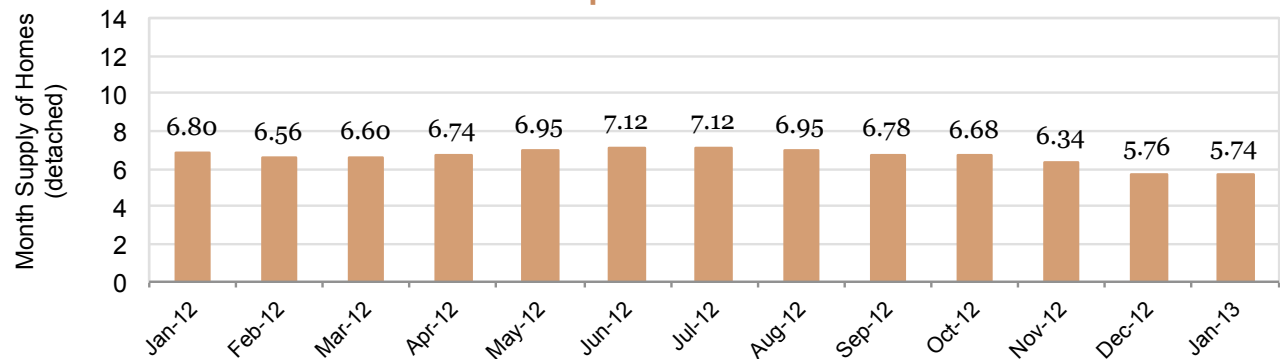
Year	2011	2012	2013
January	8.86	6.80	5.74
February	8.88	6.56	
March	9.12	6.60	
April	9.42	6.74	
May	9.74	6.95	
June	9.72	7.12	
July	9.76	7.12	
August	9.35	6.95	
September	8.79	6.78	
October	8.21	6.68	
November	7.61	6.34	
December	6.91	5.76	

Supply-Demand



The Supply-Demand Ratio is calculated by dividing the number of homes for sale (listings available) by the number of total pending sales for that month. The higher the ratio, the more supply there is relative to demand.

Absorption Rate



The Absorption Rate measures how long it will take to exhaust or sell the current housing inventory. An average market is traditionally a six-month supply.

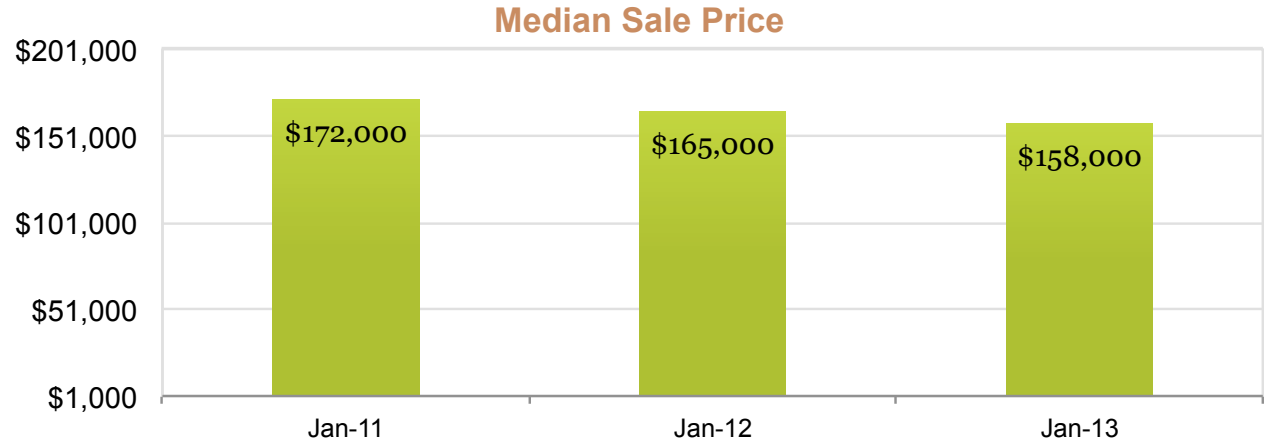
Data is for single-family detached homes

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

Home Sales Prices

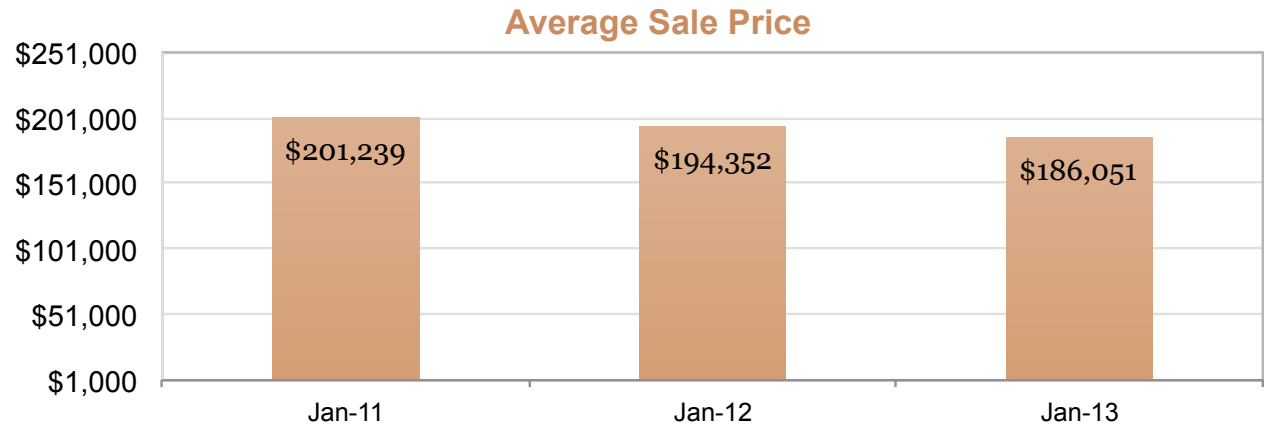
Median Sale Price

Year	2011	2012	2013
January	\$172,000	\$165,000	\$158,000
February	\$171,750	\$161,500	
March	\$162,000	\$159,000	
April	\$165,000	\$174,775	
May	\$165,000	\$175,000	
June	\$166,500	\$172,700	
July	\$178,000	\$175,000	
August	\$163,808	\$165,000	
September	\$171,500	\$172,000	
October	\$167,000	\$166,300	
November	\$160,000	\$165,000	
December	\$160,000	\$169,500	



Average Sale Price

Year	2011	2012	2013
January	\$201,239	\$194,352	\$186,051
February	\$220,299	\$195,165	
March	\$199,683	\$189,676	
April	\$196,321	\$211,186	
May	\$198,091	\$211,213	
June	\$207,042	\$207,679	
July	\$210,788	\$210,685	
August	\$197,671	\$201,833	
September	\$196,402	\$203,016	
October	\$201,874	\$202,827	
November	\$194,830	\$204,653	
December	\$195,861	\$211,191	



Data is for single-family detached homes

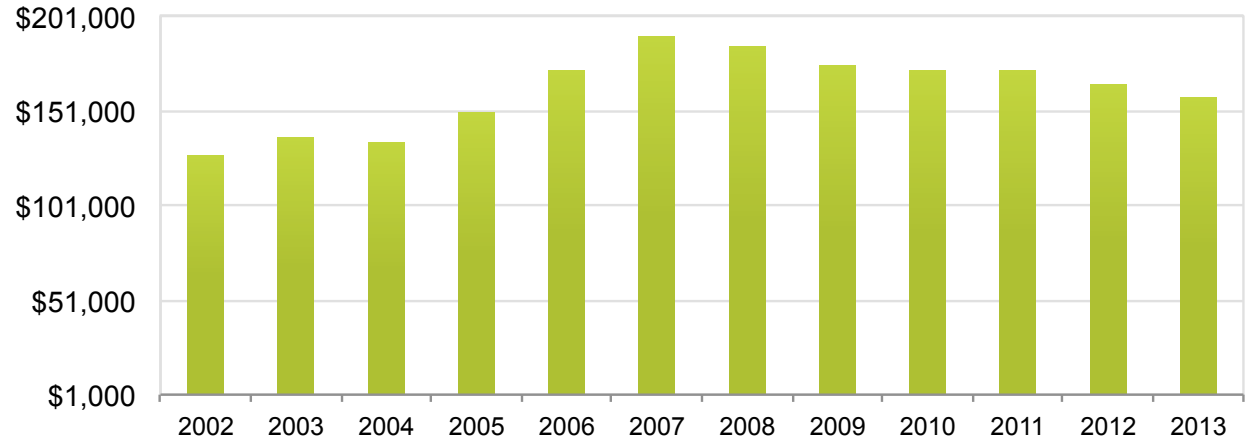
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

January Home Sales Prices - Year to Year

Median Sale Price

Year	Median Sale Price	% Change From Previous Year
2002	\$127,500	6.34%
2003	\$136,900	7.37%
2004	\$134,150	-2.01%
2005	\$149,900	11.74%
2006	\$172,250	14.91%
2007	\$190,000	10.30%
2008	\$185,000	-2.63%
2009	\$175,000	-5.41%
2010	\$172,240	-1.58%
2011	\$172,000	-0.14%
2012	\$165,000	-4.07%
2013	\$158,000	-4.24%

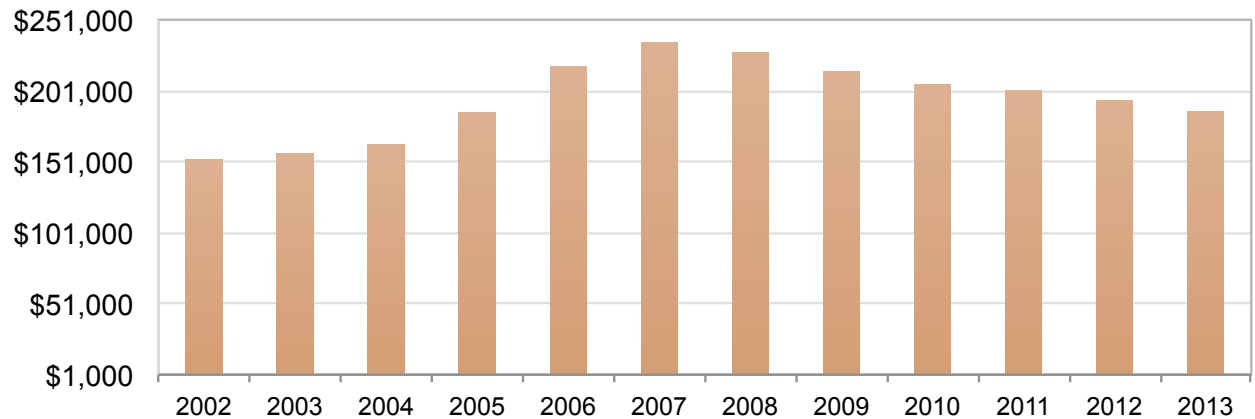
Median Sale Price (January only)



Average Sale Price

Year	Average Sale Price	% Change From Previous Year
2002	\$152,235	3.61%
2003	\$157,015	3.14%
2004	\$163,072	3.86%
2005	\$185,452	13.72%
2006	\$218,381	17.76%
2007	\$234,807	7.52%
2008	\$227,898	-2.94%
2009	\$214,872	-5.72%
2010	\$205,624	-4.30%
2011	\$201,239	-2.13%
2012	\$194,352	-3.42%
2013	\$186,051	-4.27%

Average Sale Price (January only)



Data is 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.

Listing Activity by Zip Code (January)

January 2013 Listing Activity by Zip Code

Zip Code	Active listings	Sold Listings	% of All Sales	Zip Code	Active listings	Sold Listings	% of All Sales	Zip Code	Active listings	Sold Listings	% of All Sales
87001	5	0	0.00%	87059	76	11	2.29%	87122	85	11	2.29%
87002	136	10	2.08%	87061	4	0	0.00%	87123	120	24	5.00%
87004	47	5	1.04%	87063	2	0	0.00%	87124	335	39	8.13%
87006	2	0	0.00%	87068	16	2	0.42%	87144	297	47	9.79%
87008	19	2	0.42%	87102	44	10	2.08%	88318	1	0	0.00%
87015	105	9	1.88%	87104	60	9	1.88%				
87016	15	1	0.21%	87105	140	18	3.75%				
87023	3	0	0.00%	87106	46	12	2.50%				
87031	240	19	3.96%	87107	107	12	2.50%				
87032	3	0	0.00%	87108	62	18	3.75%				
87035	24	3	0.63%	87109	66	14	2.92%				
87036	18	0	0.00%	87110	131	20	4.17%				
87042	14	1	0.21%	87111	143	32	6.67%				
87043	76	7	1.46%	87112	126	15	3.13%				
87047	59	3	0.63%	87113	47	7	1.46%				
87048	91	5	1.04%	87114	318	34	7.08%				
87056	4	0	0.00%	87120	255	41	8.54%				
87057	1	0	0.00%	87121	268	39	8.13%				

Any Zip code that is located in the Southwest MLS Service Area that had at least 1 Active listing or 1 Sale that month will be included in the Zip Code report.

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

Market Overview

2013		(DET) 2013	(DET) 2012	Percent Change	(ATT) 2013	(ATT) 2012	Percent Change	(DET+ATT) 2013 Year-to- Date	(DET+ATT) 2012 Year-to- Date	Percent Change
New Listings	Jan	1,247	1,119	11.44%	107	105	1.90%	1,354	1,224	10.62%
	Feb		978			120				
	Mar		1,175			111				
Pending Sales	Jan	969	836	15.91%	84	79	6.33%	1,053	915	15.08%
	Feb		928			85				
	Mar		1,021			88				
Closed Sales	Jan	480	411	16.79%	51	37	37.84%	531	448	18.53%
	Feb		506			47				
	Mar		596			56				
Dollar Volume of Closed Sales (in millions)	Jan	\$89.3	\$79.9	11.76%	\$6.7	\$5.0	34.00%	\$96.0	\$84.9	13.07%
	Feb		\$98.8			\$5.8				
	Mar		\$113.0			\$8.4				
Median Sales Price	Jan	\$158,000	\$165,000	-4.24%	\$120,000	\$136,000	-11.76%	--	--	--
	Feb		\$161,500			\$113,000				
	Mar		\$159,000			\$135,450				
Average Sales Price	Jan	\$186,051	\$194,352	-4.27%	\$131,890	\$135,091	-2.37%	--	--	--
	Feb		\$195,165			\$122,902				
	Mar		\$189,676			\$150,816				
Total Active Listings Available	Jan	3,611	3,750	-3.71%	396	413	-4.12%	--	--	--
	Feb		3,668			421				
	Mar		3,705			412				
Average Days on Market	Jan	74	87	-14.94%	86	77	11.69%	--	--	--
	Feb		87			113				
	Mar		83			90				

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

Market Comparison Albuquerque & Rio Rancho

City of Albuquerque		(DET) 2013	(DET) 2012	Percent Change	City of Rio Rancho		(DET) 2013	(DET) 2012	Percent Change
New Listings	Jan	792	745	6.31%	New Listings	Jan	223	192	16.15%
	Feb		608			Feb		167	
	Mar		784			Mar		193	
Pending Sales	Jan	642	578	11.07%	Pending Sales	Jan	192	133	44.36%
	Feb		642			Feb		161	
	Mar		696			Mar		197	
Closed Sales	Jan	316	287	10.10%	Closed Sales	Jan	86	63	36.51%
	Feb		344			Feb		87	
	Mar		410			Mar		98	
Median Sales Price	Jan	\$160,000	\$166,000	-3.61%	Median Sales Price	Jan	\$146,500	\$165,000	-11.21%
	Feb		\$164,250			Feb		\$152,000	
	Mar		\$159,000			Mar		\$160,000	
Average Sales Price	Jan	\$185,750	\$190,507	-2.50%	Average Sales Price	Jan	\$166,262	\$183,779	-9.53%
	Feb		\$198,149			Feb		\$175,502	
	Mar		\$192,766			Mar		\$174,508	
Total Active	Jan	2,009	2,245	-10.51%	Total Active	Jan	632	588	7.48%
	Feb		2,160			Feb		570	
	Mar		2,186			Mar		548	
Average Days on Market	Jan	61	80	-23.75%	Average Days on Market	Jan	75	101	-25.74%
	Feb		84			Feb		81	
	Mar		79			Mar		76	

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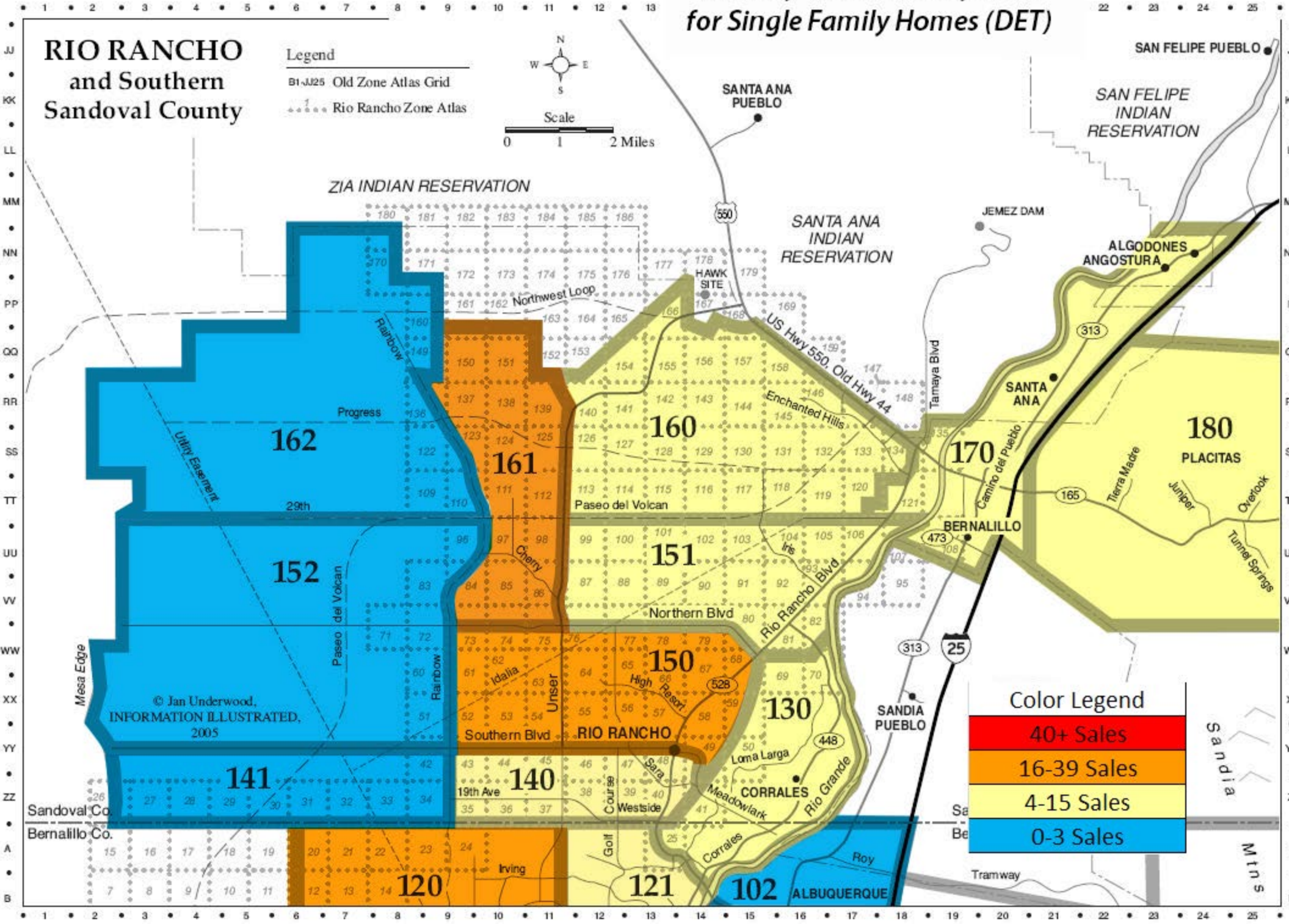
Market Comparison

East Mountains/Estancia Basin & Valencia County

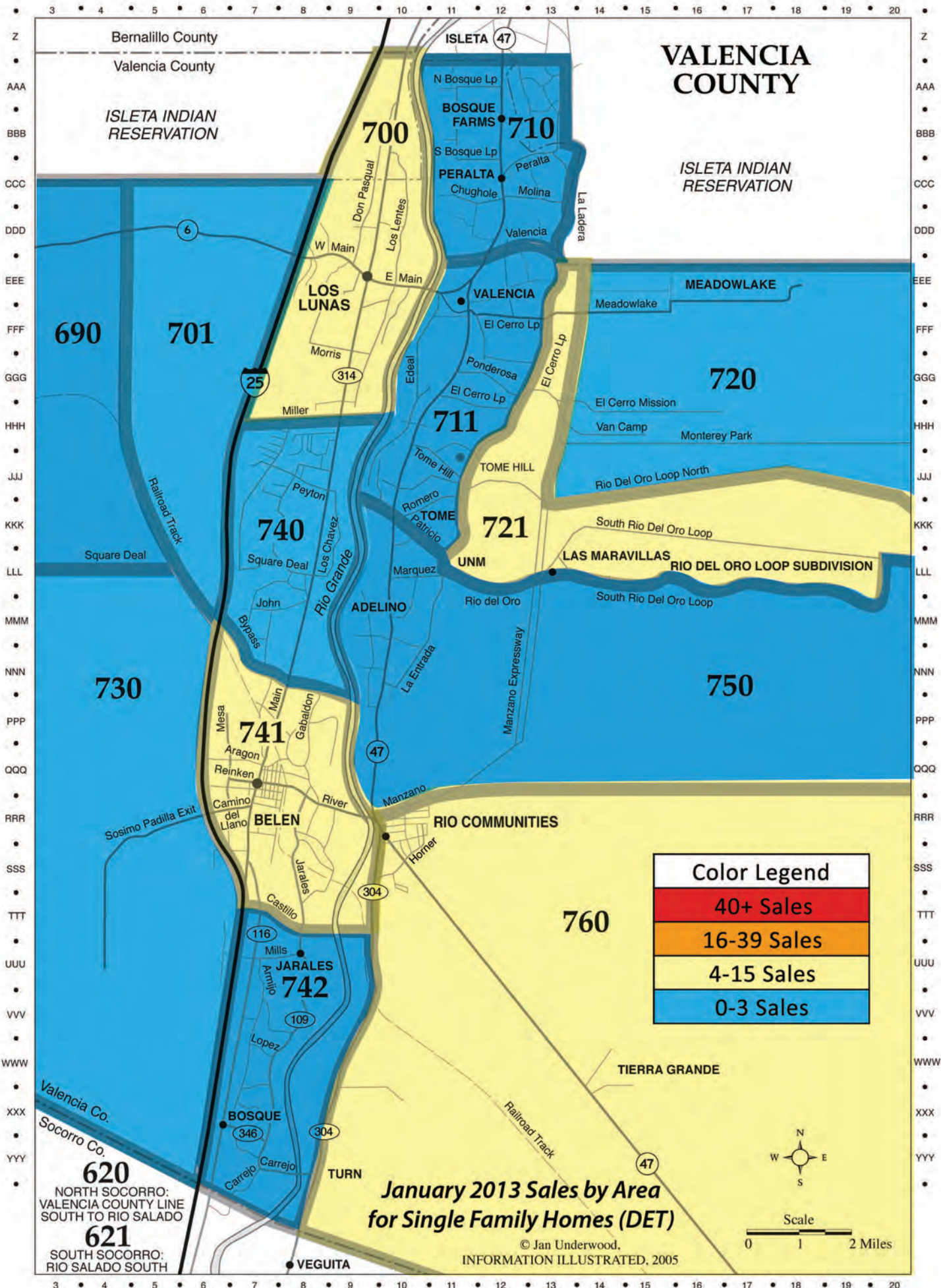
East Mountains & Estancia Basin		(DET) 2013	(DET) 2012	Percent Change	Valencia County		(DET) 2013	(DET) 2012	Percent Change
New Listings	Jan	84	62	35.48%	New Listings	Jan	102	73	39.73%
	Feb		76			Feb		70	
	Mar		77			Mar		74	
Pending Sales	Jan	40	33	21.21%	Pending Sales	Jan	68	56	21.43%
	Feb		35			Feb		53	
	Mar		50			Mar		40	
Closed Sales	Jan	29	19	52.63%	Closed Sales	Jan	32	33	-3.03%
	Feb		15			Feb		36	
	Mar		26			Mar		38	
Median Sales Price	Jan	\$197,500	\$269,000	-26.58%	Median Sales Price	Jan	\$115,950	\$126,000	-7.98%
	Feb		\$214,000			Feb		\$122,097	
	Mar		\$222,950			Mar		\$120,980	
Average Sales Price	Jan	\$234,220	\$303,829	-22.91%	Average Sales Price	Jan	\$120,894	\$138,459	-12.69%
	Feb		\$231,400			Feb		\$114,500	
	Mar		\$195,017			Mar		\$126,763	
Total Active	Jan	338	317	6.62%	Total Active	Jan	412	377	9.28%
	Feb		341			Feb		369	
	Mar		345			Mar		390	
Average Days on Market	Jan	154	125	23.20%	Average Days on Market	Jan	124	100	24.00%
	Feb		72			Feb		103	
	Mar		134			Mar		94	

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

January 2013 Sales by Area for Single Family Homes (DET)



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Bernalillo County
Valencia County

ISLETA INDIAN RESERVATION

VALENCIA COUNTY

ISLETA INDIAN RESERVATION

690

701

700

BOSQUE FARMS

710

PERALTA

LOS LUNAS

VALENCIA

MEADOWLAKE

720

711

721

740

730

741

UNM

750

760

742

JARALES

BOSQUE

620

NORTH SOCORRO:
VALENCIA COUNTY LINE
SOUTH TO RIO SALADO

621

SOUTH SOCORRO:
RIO SALADO SOUTH

VEGUITA

January 2013 Sales by Area for Single Family Homes (DET)

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