



Greater Albuquerque Association of

REALTORS

www.gaar.com

Monthly Highlights

- Pending sales for single-family detached homes rose 12.10 % from the previous year.
- June 2012 was the third month this year that Pending home sales exceeded 1,000.
- The average and median sale prices of single family homes both showed positive increases from the previous year.

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Monthly
Market
 R E P O R T

June
2012

Contact

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Market Inventory

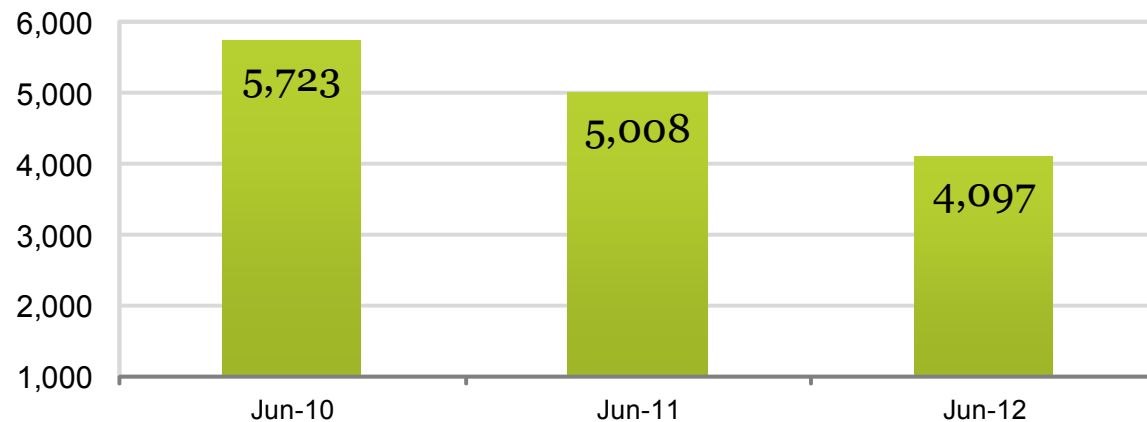
Detached Historical

| Year | 2010 | 2011 | 2012 |
|-----------|-------|-------|-------|
| January | 4,766 | 4,791 | 3,750 |
| February | 4,929 | 4,823 | 3,668 |
| March | 5,091 | 4,906 | 3,705 |
| April | 5,069 | 4,981 | 3,806 |
| May | 5,438 | 5,068 | 3,986 |
| June | 5,723 | 5,008 | 4,097 |
| July | 5,803 | 5,082 | |
| August | 5,759 | 4,973 | |
| September | 5,759 | 4,703 | |
| October | 5,481 | 4,469 | |
| November | 5,110 | 4,156 | |
| December | 4,794 | 3,780 | |

Attached Historical

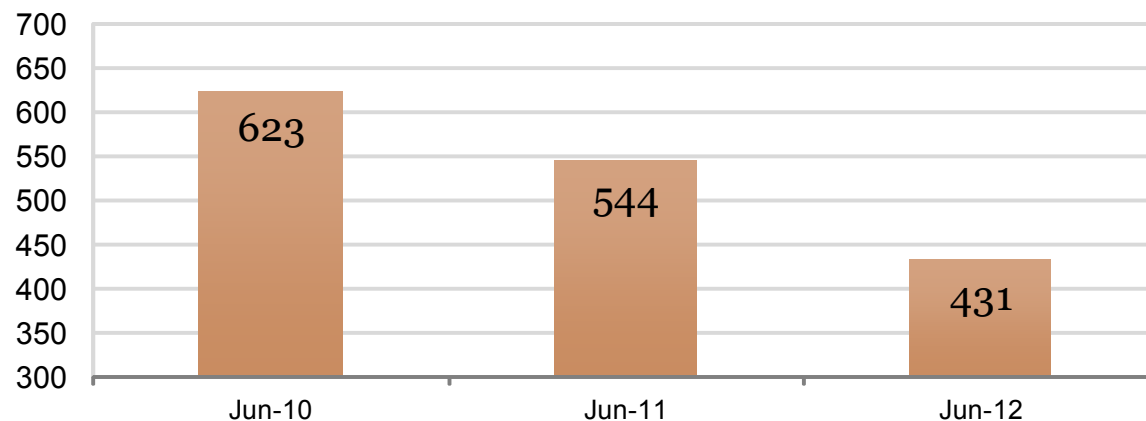
| Year | 2010 | 2011 | 2012 |
|-----------|------|------|------|
| January | 566 | 505 | 413 |
| February | 589 | 511 | 421 |
| March | 626 | 538 | 412 |
| April | 582 | 530 | 433 |
| May | 607 | 557 | 429 |
| June | 623 | 544 | 431 |
| July | 668 | 554 | |
| August | 649 | 538 | |
| September | 617 | 546 | |
| October | 618 | 508 | |
| November | 574 | 487 | |
| December | 526 | 436 | |

Detached homes on market



Detached represents existing single-family detached homes

Attached homes on market



Attached represents existing condo/townhomes attached homes

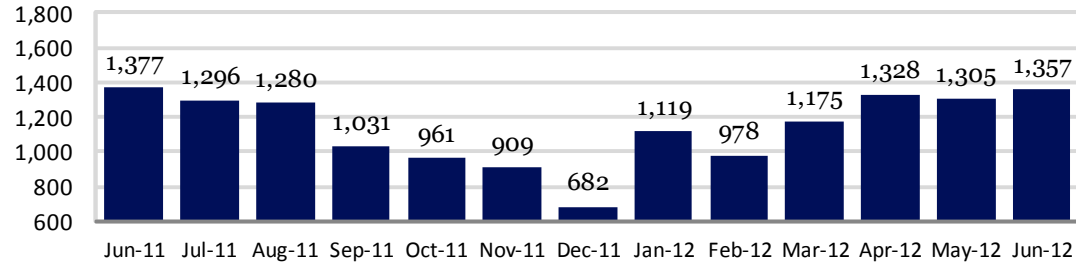
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

Market Activity (New, Pending, Closed)

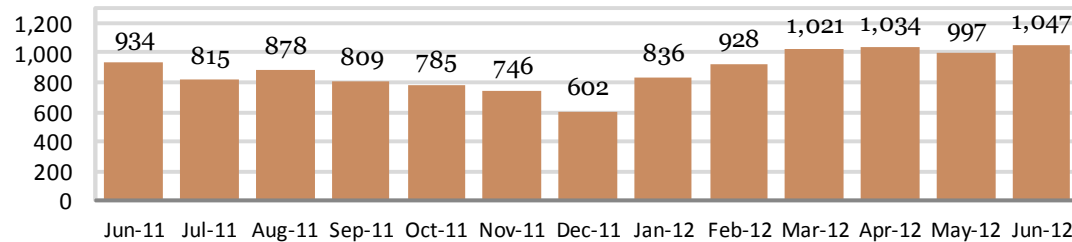
Market Activity

| Month | New | Pending | Closed |
|--------|-------|---------|--------|
| Jun-11 | 1,377 | 934 | 658 |
| Jul-11 | 1,296 | 815 | 625 |
| Aug-11 | 1,280 | 878 | 646 |
| Sep-11 | 1,031 | 809 | 517 |
| Oct-11 | 961 | 785 | 566 |
| Nov-11 | 909 | 746 | 492 |
| Dec-11 | 682 | 602 | 523 |
| 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 |

New Listings



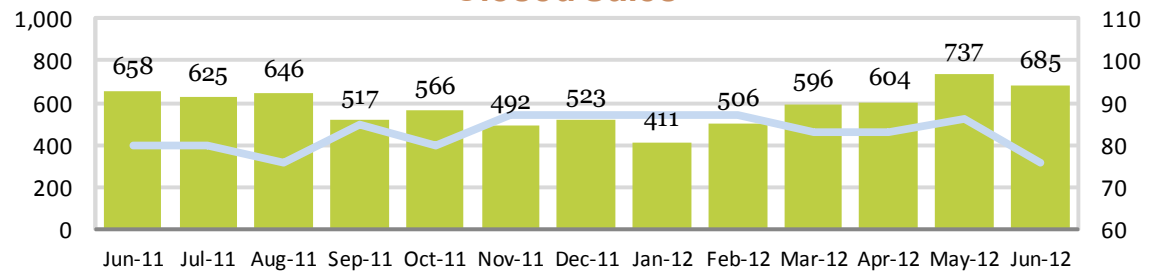
Pending Sales



Change from last month/year

| | Jun-12 | May-12 | Jun-11 |
|----------|--------|---------------|---------------|
| New | 1,357 | 1,305 | 1,377 |
| % Change | - | 3.98% | -1.45% |
| Pending | 1,047 | 997 | 934 |
| % Change | - | 5.02% | 12.10% |
| Closed | 685 | 737 | 658 |
| % Change | - | -7.06% | 4.10% |

Closed Sales



Closed Sales chart also shows average days on market, indicated by a line. The average days on market for June 2012 detached sales was 76.

Data is for single-family detached homes

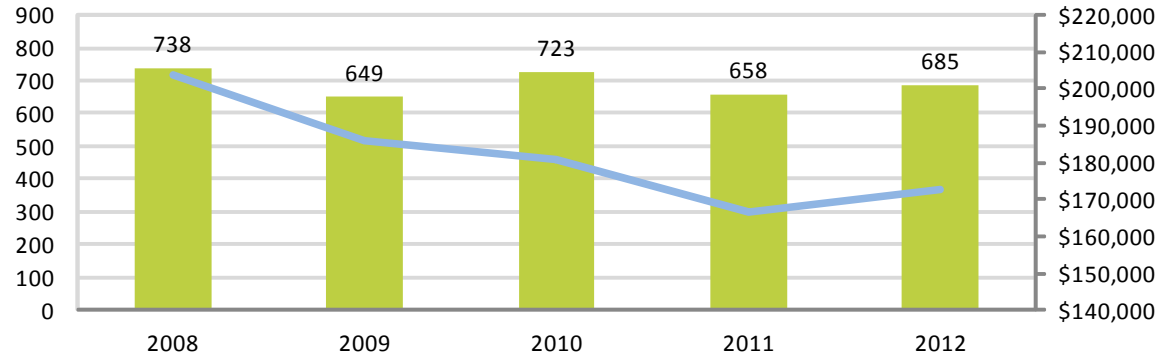
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

Homes Sales by Market Area

Single-family detached sales

| MLS Area | Area Name | Jun-11 | Jun-12 |
|----------|--------------|--------|--------|
| 10-121 | Albuquerque | 468 | 471 |
| 130 | Corrales | 9 | 8 |
| 140-162 | Rio Rancho | 115 | 129 |
| 180 | Bernalillo | 3 | 6 |
| 190 | Placitas | 5 | 4 |
| 210-293 | E. Mountains | 23 | 34 |
| 690-760 | Valencia Co. | 35 | 33 |
| Total | All | 658 | 685 |

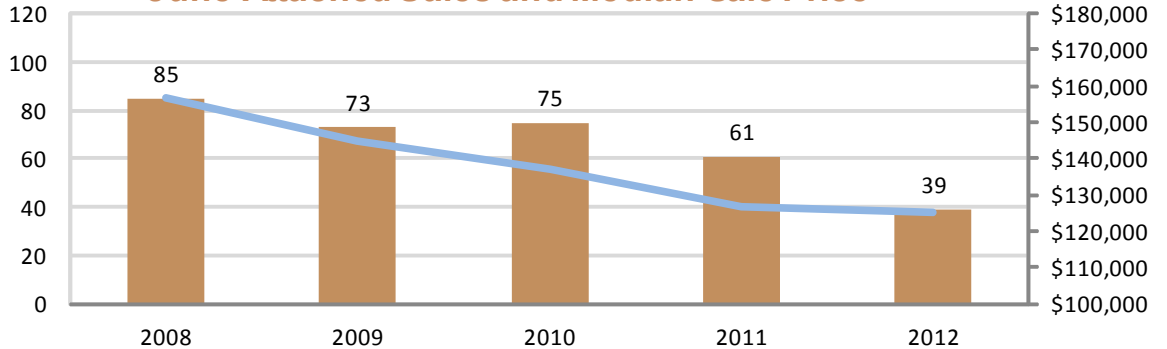
June Detached Sales and Median Sale Price



Condo/townhome (attached) sales

| MLS Area | Area Name | Jun-11 | Jun-12 |
|----------|--------------|--------|--------|
| 10-121 | Albuquerque | 51 | 35 |
| 130 | Corrales | 0 | 2 |
| 140-162 | Rio Rancho | 4 | 2 |
| 180 | Bernalillo | 1 | 0 |
| 190 | Placitas | 0 | 0 |
| 210-293 | E. Mountains | 0 | 0 |
| 690-760 | Valencia Co. | 5 | 0 |
| Total | All | 61 | 39 |

June Attached Sales and Median Sale Price



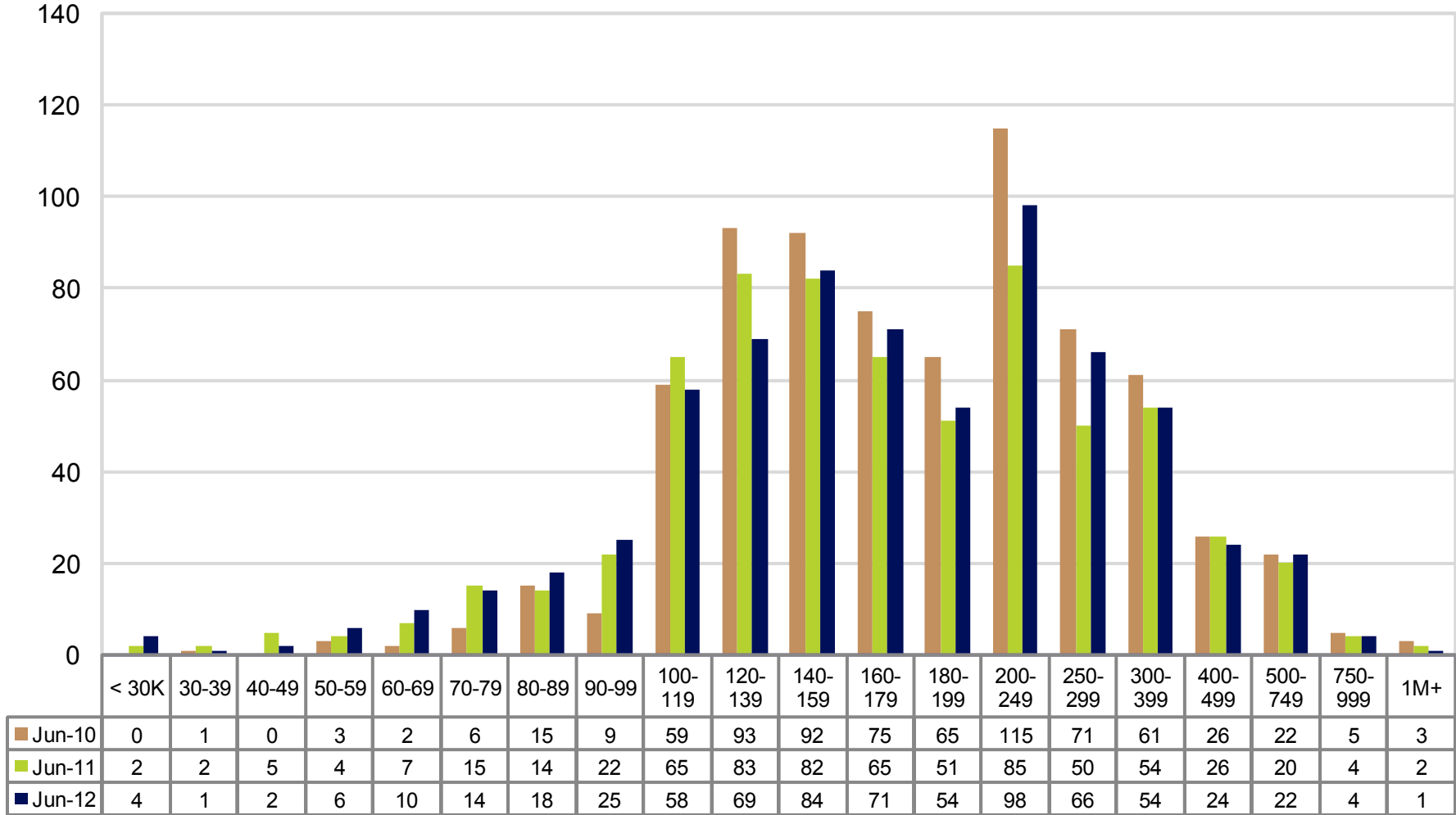
MLS Areas 210-293 include East Mountains and Estancia Basin.
 MLS Areas 690-760 include Belen, Los Lunas, Bosque Farms.

Line on charts represents monthly 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
June historical (in thousands)



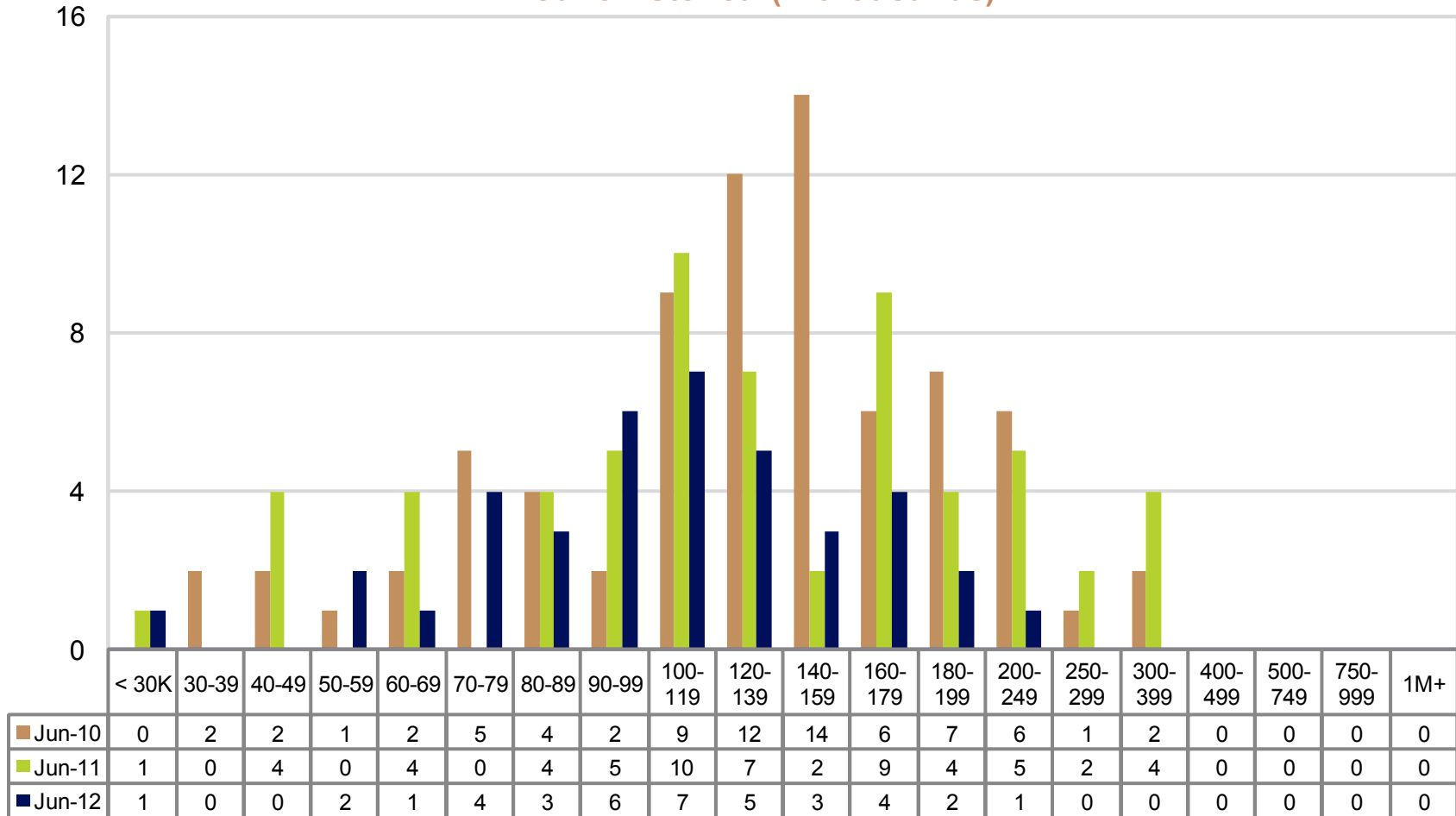
Top Selling Price Range for Detached Homes (for June 2012)

\$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
June historical (in thousands)



Top Selling Price Ranges for Attached Homes (for June 2012)

\$100,000 - \$119,999

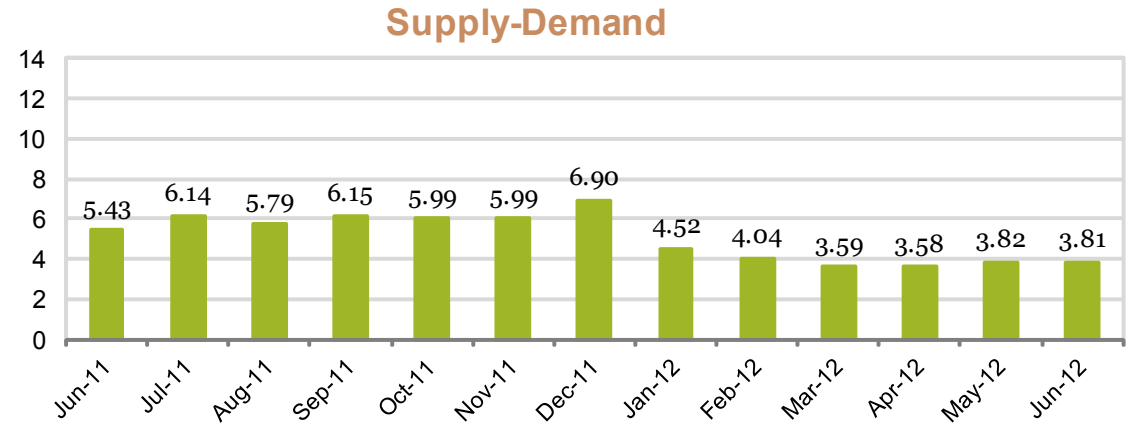
SOURCE: Greater Albuquerque Association of REALTORS® - based on data from the the Southwest Multiple Listing Service. Data is deemed reliable not guaranteed.

Market Indicators

Supply-Demand

| Year | 2010 | 2011 | 2012 |
|-----------|------|------|------|
| January | 6.26 | 6.92 | 4.52 |
| February | 6.12 | 6.82 | 4.04 |
| March | 4.58 | 5.34 | 3.59 |
| April | 4.01 | 5.43 | 3.58 |
| May | 7.48 | 5.54 | 3.82 |
| June | 7.46 | 5.43 | 3.81 |
| July | 7.61 | 6.14 | |
| August | 7.56 | 5.79 | |
| September | 8.77 | 6.15 | |
| October | 8.79 | 5.99 | |
| November | 9.31 | 5.99 | |
| December | 9.46 | 6.90 | |

Number of Active Listings Per Buyer (detached)

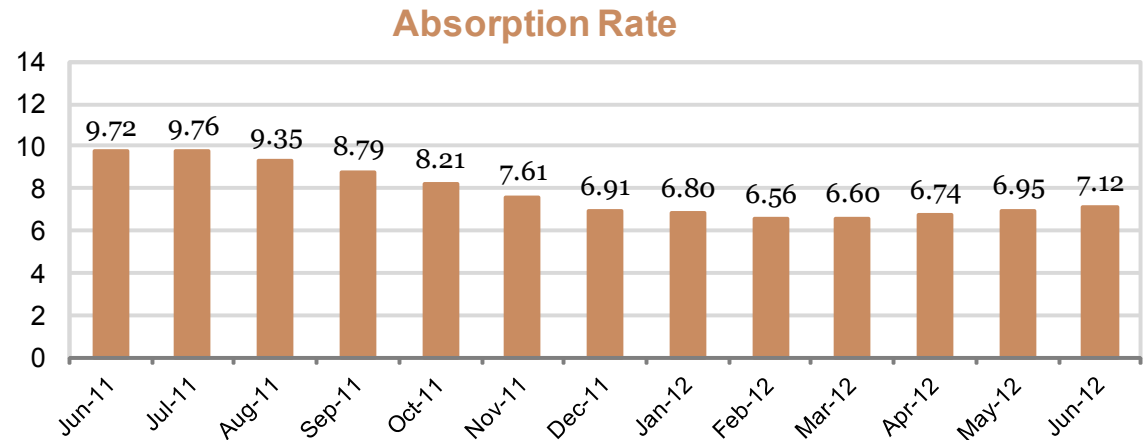


The Supply-Demand Ratio is calculated by dividing the number of homes for sale (listings available) by the number of total pending sales for that month. The higher the ratio, the more supply there is relative to demand.

Absorption Rate

| Year | 2010 | 2011 | 2012 |
|-----------|------|------|------|
| January | 8.37 | 8.86 | 6.80 |
| February | 8.61 | 8.88 | 6.56 |
| March | 8.68 | 9.12 | 6.60 |
| April | 8.48 | 9.42 | 6.74 |
| May | 8.89 | 9.74 | 6.95 |
| June | 9.27 | 9.72 | 7.12 |
| July | 9.63 | 9.76 | |
| August | 9.67 | 9.35 | |
| September | 9.93 | 8.79 | |
| October | 9.84 | 8.21 | |
| November | 9.42 | 7.61 | |
| December | 8.88 | 6.91 | |

Month Supply of Homes (detached)



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.

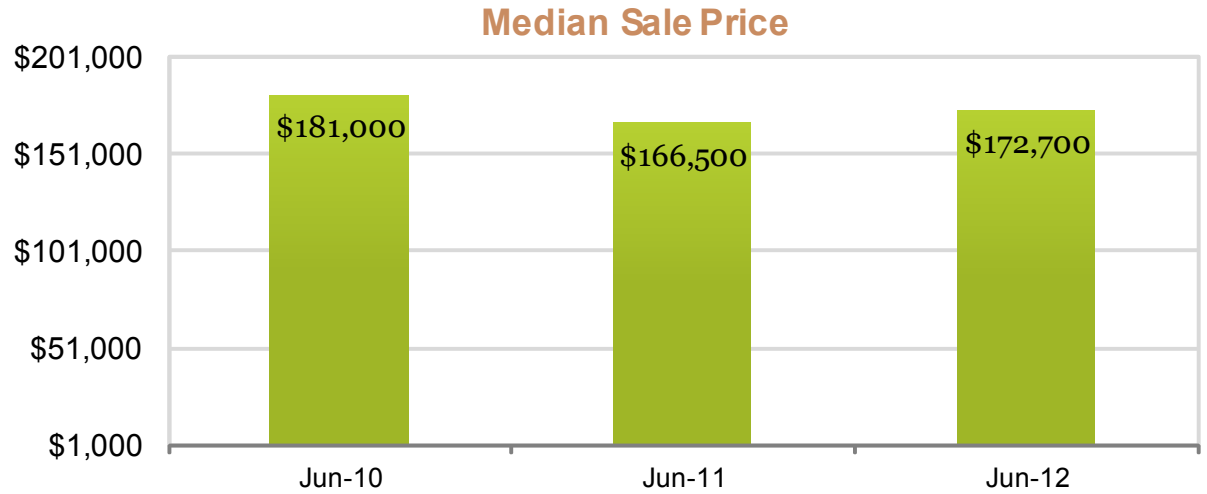
Data is for single-family detached homes

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

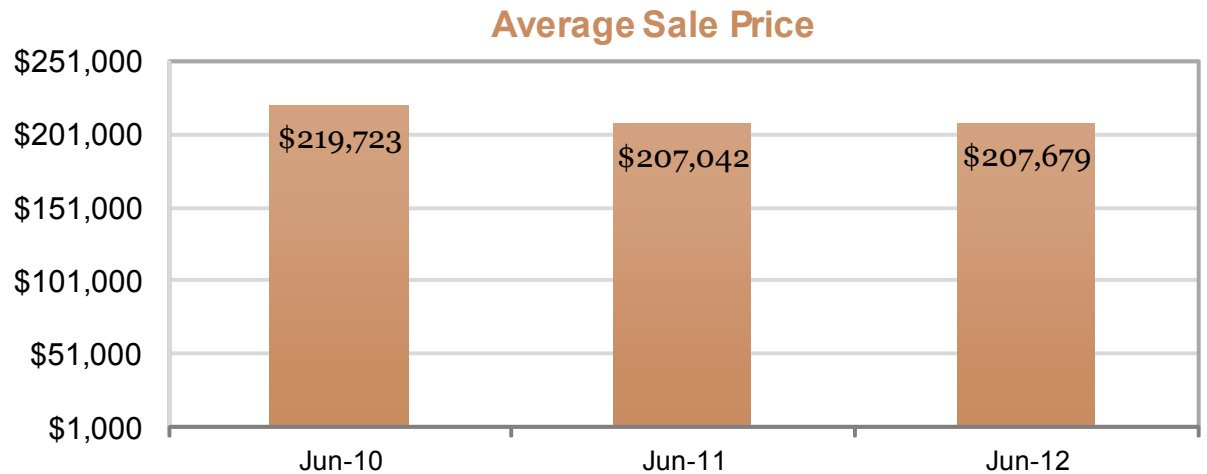
Median Sale Price

| Year | 2010 | 2011 | 2012 |
|-----------|-----------|-----------|-----------|
| January | \$172,240 | \$172,000 | \$165,000 |
| February | \$169,950 | \$171,750 | \$161,500 |
| March | \$175,000 | \$162,000 | \$159,000 |
| April | \$175,000 | \$165,000 | \$174,775 |
| May | \$175,000 | \$165,000 | \$175,000 |
| June | \$181,000 | \$166,500 | \$172,700 |
| July | \$186,000 | \$178,000 | |
| August | \$182,500 | \$163,808 | |
| September | \$183,000 | \$171,500 | |
| October | \$180,000 | \$167,000 | |
| November | \$177,500 | \$160,000 | |
| December | \$178,433 | \$160,000 | |



Average Sale Price

| Year | 2010 | 2011 | 2012 |
|-----------|-----------|-----------|-----------|
| January | \$205,624 | \$201,239 | \$194,352 |
| February | \$206,654 | \$220,299 | \$195,165 |
| March | \$211,049 | \$199,683 | \$189,676 |
| April | \$205,601 | \$196,321 | \$211,186 |
| May | \$210,406 | \$198,091 | \$211,213 |
| June | \$219,723 | \$207,042 | \$207,679 |
| July | \$230,213 | \$210,788 | |
| August | \$221,379 | \$197,671 | |
| September | \$217,677 | \$196,402 | |
| October | \$225,666 | \$201,874 | |
| November | \$220,453 | \$194,830 | |
| December | \$217,416 | \$195,861 | |



Data is for single-family detached homes

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June Home Sales Prices - Year to Year

Median Sale Price

| June | Median Sale Price | % Change From Previous Year |
|------|-------------------|-----------------------------|
| 2001 | \$140,000 | 5.48% |
| 2002 | \$135,000 | -3.57% |
| 2003 | \$148,500 | 10.00% |
| 2004 | \$153,950 | 3.67% |
| 2005 | \$165,000 | 7.18% |
| 2006 | \$195,575 | 18.53% |
| 2007 | \$201,500 | 3.03% |
| 2008 | \$203,500 | 0.99% |
| 2009 | \$185,800 | -8.70% |
| 2010 | \$181,000 | -2.58% |
| 2011 | \$166,500 | -8.01% |
| 2012 | \$172,700 | 3.72% |

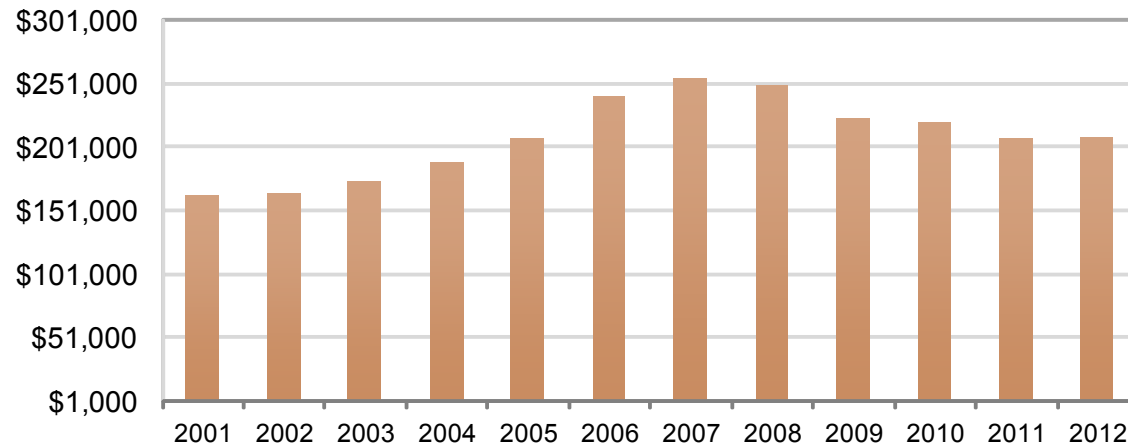
Median Sale Price (June only)



Average Sale Price

| June | Average Sale Price | % Change From Previous Year |
|------|--------------------|-----------------------------|
| 2001 | \$161,833 | 4.55% |
| 2002 | \$162,912 | 0.67% |
| 2003 | \$173,932 | 6.76% |
| 2004 | \$188,040 | 8.11% |
| 2005 | \$206,677 | 9.91% |
| 2006 | \$239,231 | 15.75% |
| 2007 | \$254,298 | 6.30% |
| 2008 | \$248,375 | -2.33% |
| 2009 | \$222,183 | -10.55% |
| 2010 | \$219,723 | -1.11% |
| 2011 | \$207,042 | -5.77% |
| 2012 | \$207,679 | 0.31% |

Average Sale Price (June only)



Data is for single-family detached homes

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Market Overview

| 2012 | | (DET) 2012 | (DET) 2011 | Percent Change | (ATT) 2012 | (ATT) 2011 | Percent Change | (DET+ATT) 2012 Year- to-Date | (DET+ATT) 2011 Year- to-Date | Percent Change |
|--|------------|------------------|------------------|-------------------|------------------|------------------|-------------------|------------------------------------|------------------------------------|-------------------|
| New Listings | Apr | 1,328 | 1,424 | -6.74% | 132 | 133 | -0.75% | 5,068 | 5,896 | -14.04% |
| | May | 1,305 | 1,380 | -5.43% | 119 | 143 | -16.78% | 6,492 | 7,419 | -12.49% |
| | Jun | 1,357 | 1,377 | -1.45% | 117 | 133 | -12.03% | 7,966 | 8,929 | -10.79% |
| Pending Sales | Apr | 1,034 | 903 | 14.51% | 87 | 82 | 6.10% | 4,158 | 3,495 | 18.97% |
| | May | 997 | 899 | 10.90% | 78 | 76 | 2.63% | 5,233 | 4,470 | 17.07% |
| | Jun | 1,047 | 934 | 12.10% | 97 | 70 | 38.57% | 6,377 | 5,474 | 16.50% |
| Closed Sales | Apr | 604 | 567 | 6.53% | 65 | 37 | 75.68% | 2,322 | 2,085 | 11.37% |
| | May | 737 | 632 | 16.61% | 85 | 57 | 49.12% | 3,144 | 2,774 | 13.34% |
| | Jun | 685 | 658 | 4.10% | 39 | 61 | -36.07% | 3,868 | 3,493 | 10.74% |
| Dollar Volume of Closed Sales (in millions) | Apr | \$127.6 | \$111.3 | 14.65% | \$8.9 | \$5.1 | 74.51% | \$447.4 | \$412.9 | 8.36% |
| | May | \$155.7 | \$125.2 | 24.36% | \$12.7 | \$7.8 | 62.82% | \$615.8 | \$545.9 | 12.80% |
| | Jun | \$142.3 | \$136.2 | 4.48% | \$5.1 | \$8.7 | -41.38% | \$763.2 | \$690.8 | 10.48% |
| Median Sales Price | Apr | \$174,775 | \$165,000 | 5.92% | \$135,000 | \$129,900 | 3.93% | -- | -- | -- |
| | May | \$175,000 | \$165,000 | 6.06% | \$149,650 | \$140,000 | 6.89% | -- | -- | -- |
| | Jun | \$172,700 | \$166,500 | 3.72% | \$125,000 | \$126,500 | -1.19% | -- | -- | -- |
| Average Sales Price | Apr | \$211,186 | \$196,321 | 7.57% | \$136,706 | \$139,154 | -1.76% | -- | -- | -- |
| | May | \$211,213 | \$198,091 | 6.62% | \$149,604 | \$136,697 | 9.44% | -- | -- | -- |
| | Jun | \$207,679 | \$207,042 | 0.31% | \$131,333 | \$142,760 | -8.00% | -- | -- | -- |
| Total Active Listings Available | Apr | 3,806 | 4,981 | -23.59% | 433 | 530 | -18.30% | -- | -- | -- |
| | May | 3,986 | 5,068 | -21.35% | 429 | 557 | -22.98% | -- | -- | -- |
| | Jun | 4,097 | 5,008 | -18.19% | 431 | 544 | -20.77% | -- | -- | -- |
| Average Days on Market | Apr | 83 | 86 | -3.49% | 82 | 71 | 15.49% | -- | -- | -- |
| | May | 86 | 84 | 2.38% | 88 | 102 | -13.73% | -- | -- | -- |
| | Jun | 76 | 80 | -5.00% | 96 | 85 | 12.94% | -- | -- | -- |

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Market Comparison Albuquerque & Rio Rancho

| City of Albuquerque | | (DET) 2012 | (DET) 2011 | Percent Change | City of Rio Rancho | | (DET) 2012 | (DET) 2011 | Percent Change |
|------------------------|------------|------------------|------------------|----------------|------------------------|------------|------------------|------------------|----------------|
| New Listings | Apr | 864 | 959 | -9.91% | New Listings | Apr | 205 | 213 | -3.76% |
| | May | 877 | 901 | -2.66% | | May | 205 | 225 | -8.89% |
| | Jun | 934 | 918 | 1.74% | | Jun | 193 | 217 | -11.06% |
| Pending Sales | Apr | 717 | 606 | 18.32% | Pending Sales | Apr | 197 | 164 | 20.12% |
| | May | 674 | 617 | 9.24% | | May | 194 | 182 | 6.59% |
| | Jun | 733 | 645 | 13.64% | | Jun | 190 | 170 | 11.76% |
| Closed Sales | Apr | 420 | 392 | 7.14% | Closed Sales | Apr | 97 | 98 | -1.02% |
| | May | 522 | 430 | 21.40% | | May | 126 | 131 | -3.82% |
| | Jun | 471 | 468 | 0.64% | | Jun | 129 | 115 | 12.17% |
| Median Sales Price | Apr | \$170,000 | \$164,000 | 3.66% | Median Sales Price | Apr | \$172,900 | \$166,500 | 3.84% |
| | May | \$173,350 | \$170,000 | 1.97% | | May | \$165,834 | \$150,000 | 10.56% |
| | Jun | \$172,000 | \$169,320 | 1.58% | | Jun | \$169,500 | \$160,000 | 5.94% |
| Average Sales Price | Apr | \$213,227 | \$196,703 | 8.40% | Average Sales Price | Apr | \$192,305 | \$179,842 | 6.93% |
| | May | \$209,054 | \$205,030 | 1.96% | | May | \$187,197 | \$171,094 | 9.41% |
| | Jun | \$205,873 | \$211,320 | -2.58% | | Jun | \$190,063 | \$177,670 | 6.98% |
| Total Active | Apr | 2,228 | 3,057 | -27.12% | Total Active | Apr | 542 | 771 | -29.70% |
| | May | 2,344 | 3,106 | -24.53% | | May | 560 | 762 | -26.51% |
| | Jun | 2,427 | 3,043 | -20.24% | | Jun | 564 | 758 | -25.59% |
| Average Days on Market | Apr | 77 | 82 | -6.10% | Average Days on Market | Apr | 92 | 76 | 21.05% |
| | May | 81 | 82 | -1.22% | | May | 84 | 81 | 3.70% |
| | Jun | 62 | 76 | -18.42% | | Jun | 83 | 77 | 7.79% |

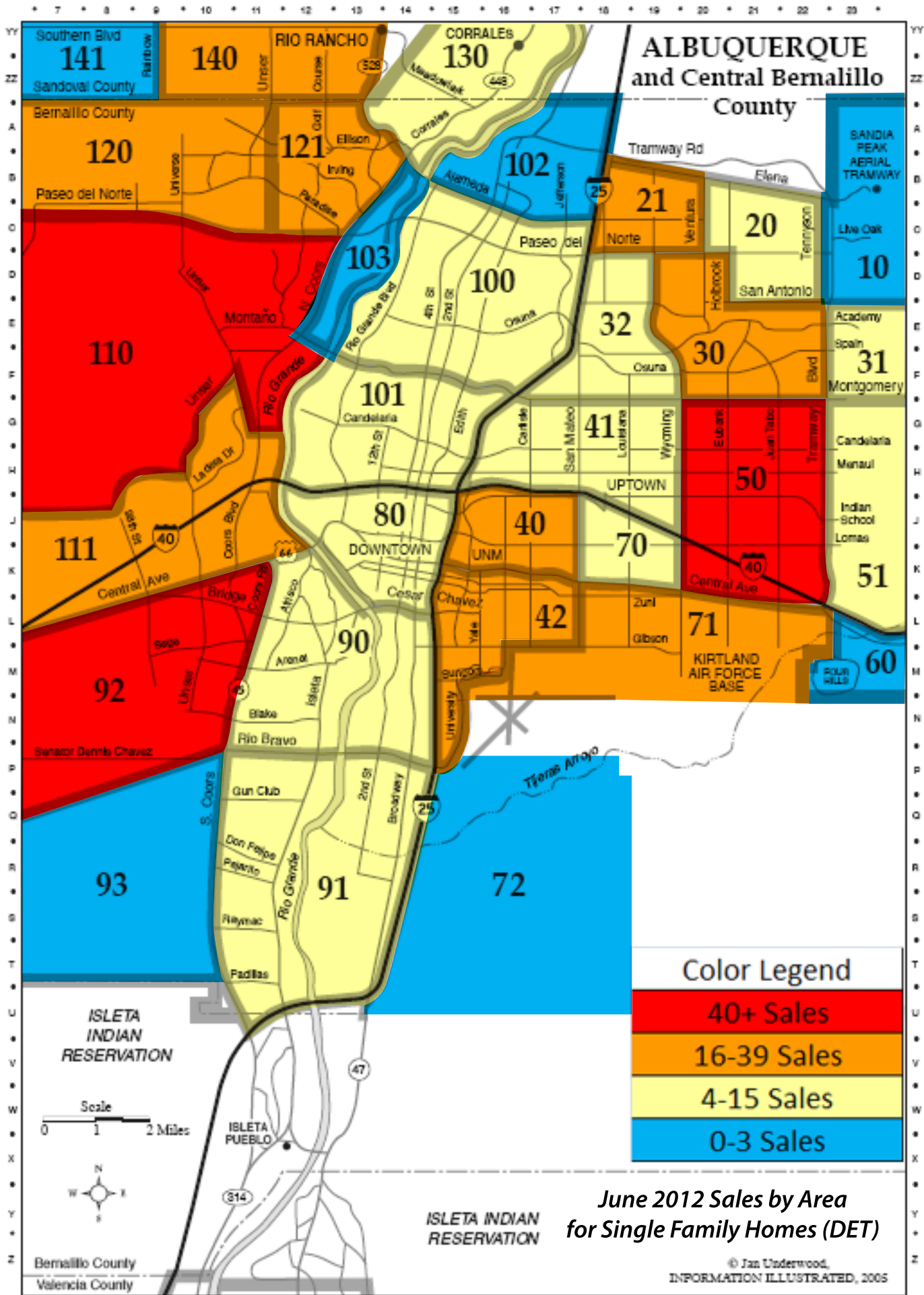
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Market Comparison

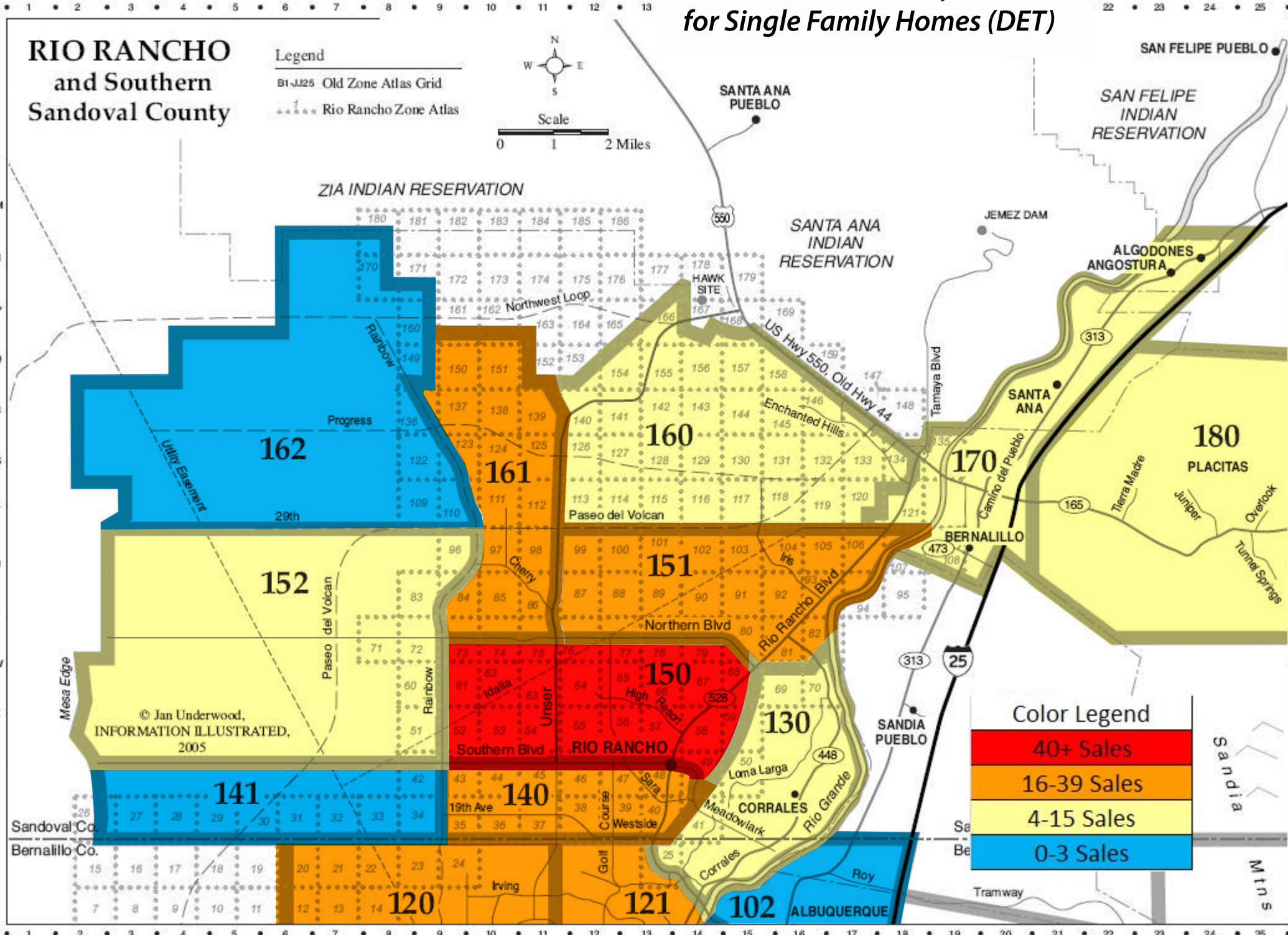
East Mountains/Estancia Basin & Valencia County

| East Mountains & Estancia Basin | | (DET) 2012 | (DET) 2011 | Percent Change | Valencia County | | (DET) 2012 | (DET) 2011 | Percent Change |
|---------------------------------------|------------|------------------|------------------|-------------------|------------------------|------------|------------------|------------------|-------------------|
| New Listings | Apr | 80 | 93 | -13.98% | New Listings | Apr | 111 | 91 | 21.98% |
| | May | 93 | 87 | 6.90% | | May | 76 | 100 | -24.00% |
| | Jun | 101 | 94 | 7.45% | | Jun | 77 | 72 | 6.94% |
| Pending Sales | Apr | 33 | 45 | -26.67% | Pending Sales | Apr | 57 | 63 | -9.52% |
| | May | 38 | 34 | 11.76% | | May | 57 | 45 | 26.67% |
| | Jun | 45 | 37 | 21.62% | | Jun | 50 | 58 | -13.79% |
| Closed Sales | Apr | 34 | 26 | 30.77% | Closed Sales | Apr | 28 | 33 | -15.15% |
| | May | 23 | 26 | -11.54% | | May | 35 | 26 | 34.62% |
| | Jun | 34 | 23 | 47.83% | | Jun | 33 | 35 | -5.71% |
| Median Sales Price | Apr | \$227,000 | \$179,950 | 26.15% | Median Sales Price | Apr | \$125,250 | \$135,000 | -7.22% |
| | May | \$220,500 | \$168,950 | 30.51% | | May | \$130,000 | \$113,130 | 14.91% |
| | Jun | \$231,538 | \$210,000 | 10.26% | | Jun | \$127,500 | \$129,000 | -1.16% |
| Average Sales Price | Apr | \$231,880 | \$233,046 | -0.50% | Average Sales Price | Apr | \$128,348 | \$135,266 | -5.11% |
| | May | \$255,096 | \$209,381 | 21.83% | | May | \$135,023 | \$124,131 | 8.77% |
| | Jun | \$258,377 | \$256,259 | 0.83% | | Jun | \$133,313 | \$122,340 | 8.97% |
| Total Active | Apr | 364 | 425 | -14.35% | Total Active | Apr | 419 | 468 | -10.47% |
| | May | 397 | 441 | -9.98% | | May | 420 | 474 | -11.39% |
| | Jun | 404 | 445 | -9.21% | | Jun | 435 | 455 | -4.40% |
| Average Days on Market | Apr | 91 | 121 | -24.79% | Average Days on Market | Apr | 110 | 120 | -8.33% |
| | May | 133 | 113 | 17.70% | | May | 94 | 87 | 8.05% |
| | Jun | 142 | 75 | 89.33% | | Jun | 144 | 97 | 48.45% |

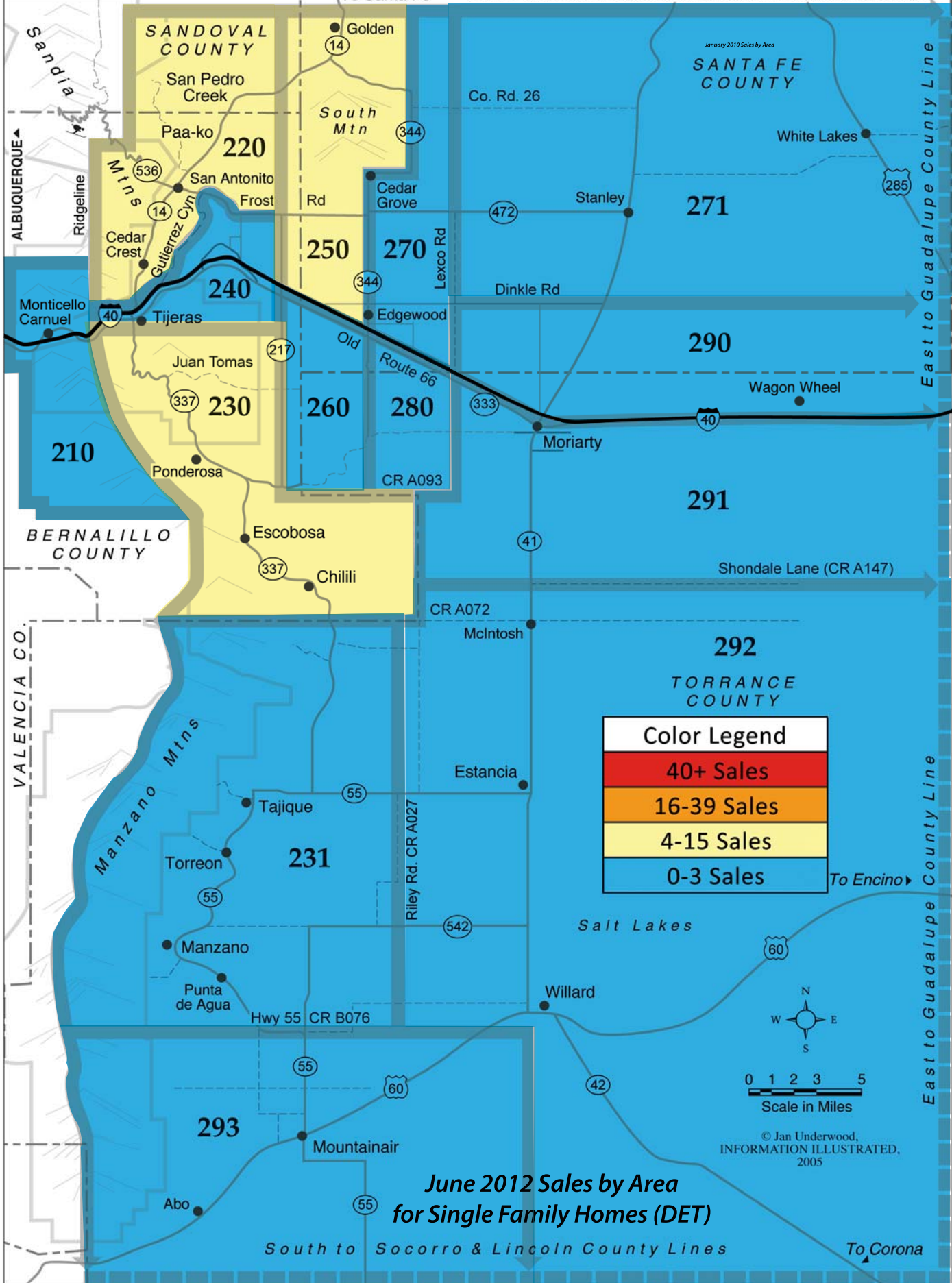
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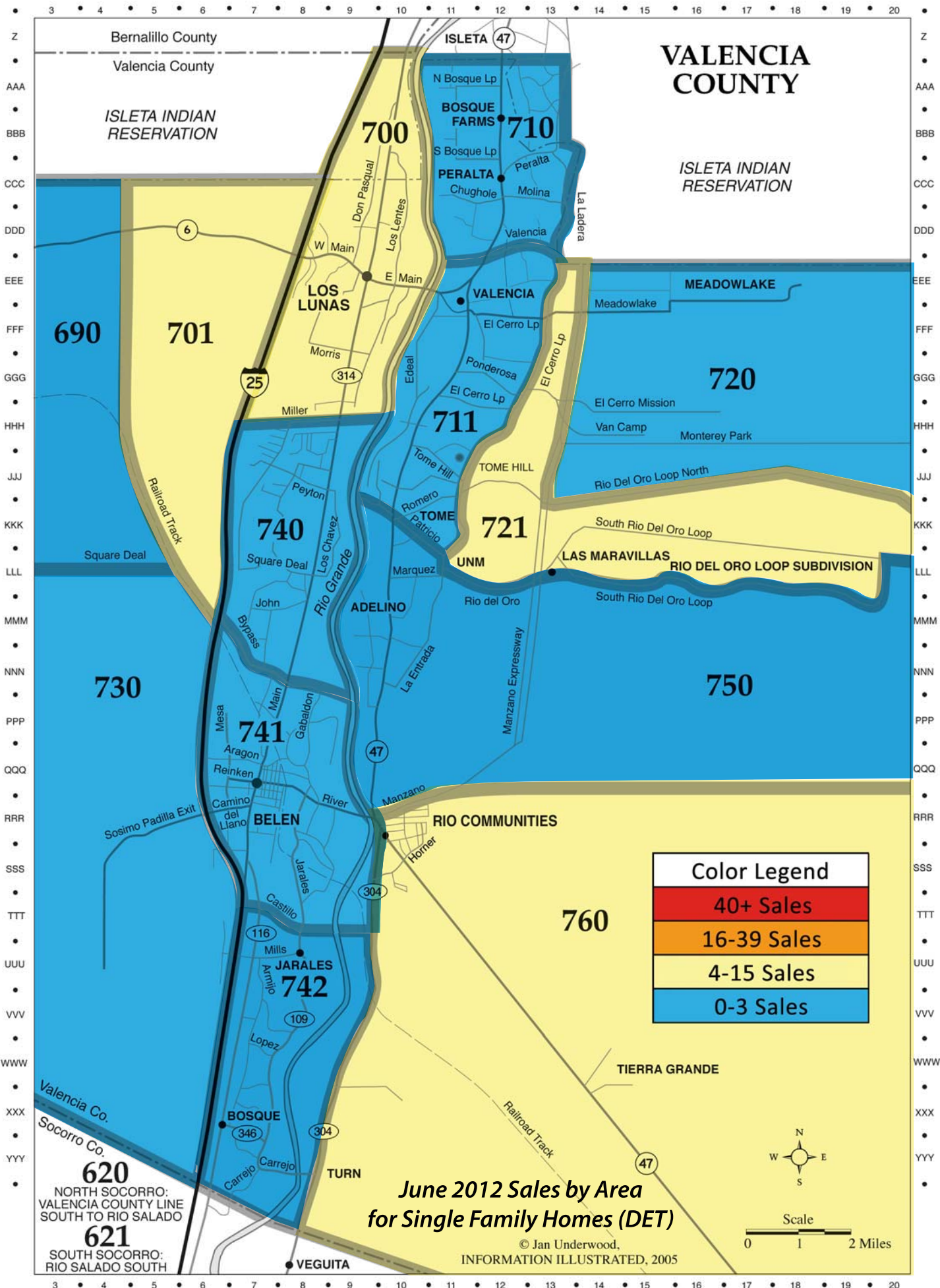
June 2012 Sales by Area for Single Family Homes (DET)



East Mountain Area and Estancia Basin



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2005



Bernalillo County
Valencia County
ISLETA INDIAN RESERVATION

VALENCIA COUNTY

ISLETA INDIAN RESERVATION

690

701

700

ISLETA 47

BOSQUE FARMS 710

PERALTA
Chughole
Molina

LOS LUNAS

VALENCIA

MEADOWLAKE

720

711

TOME HILL

740

721

UNM

RIO DEL ORO LOOP SUBDIVISION

730

741

ADELINO

750

760

620
NORTH SOCORRO:
VALENCIA COUNTY LINE
SOUTH TO RIO SALADO

621
SOUTH SOCORRO:
RIO SALADO SOUTH

VEGUITA

TIERRA GRANDE

