

QUARTERLY MARKET REPORT

1st QTR 2018



New Listings

| | 1st QTR 2018 | 1st QTR 2017 |
|----------|--------------|--------------|
| Detached | 4,153 | 4,066 |
| Attached | 437 | 470 |

% Change (Detached)

+2.14%

Closed Sales

| | 1st QTR 2018 | 1st QTR 2017 |
|----------|--------------|--------------|
| Detached | 2,481 | 2,296 |
| Attached | 270 | 218 |

% Change (Detached)

+8.06%

Average Sale Price

| | 1st QTR 2018 | 1st QTR 2017 |
|----------|--------------|--------------|
| Detached | \$230,337 | \$223,288 |
| Attached | \$161,055 | \$146,437 |

% Change (Detached)

+3.16%

QUARTERLY HIGHLIGHTS

- The average sale price of single-family detached homes in 1st Quarter 2018 was \$230,337, a 3.2% increase from 1st Quarter 2017.
- Single-family detached home sales totaled 2,481, an increase of 8.1% from 1st Quarter 2017.

CONTACT

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Recap for Greater Albuquerque Area



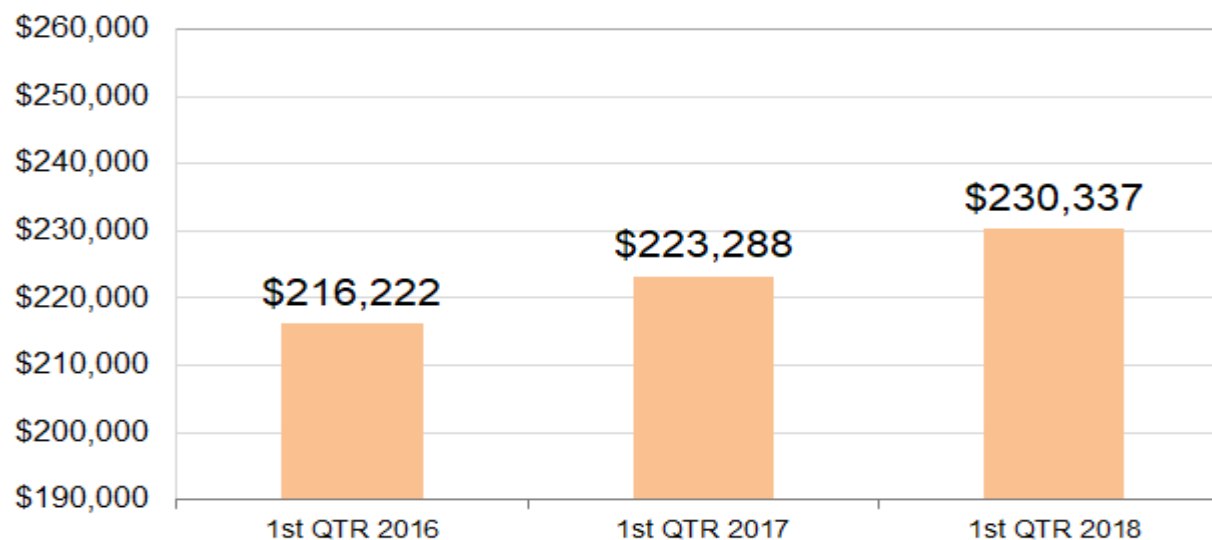
Class R1 (Existing Single-Family Detached)

| Class R1 | 2018 | 2017 | % of Change |
|----------------------------|-----------|---------|-------------|
| Average Sale Price: | \$230,337 | 223,288 | +3.16% |
| Median Sale Price: | \$195,000 | 187,000 | +4.28% |
| Total Sold & Closed: | 2,481 | 2,296 | +8.06% |
| Total Dollar Volume (mil): | \$571.5 | \$512.6 | +11.49% |
| New Listings: | 4,153 | 4,066 | +2.14% |
| Days on Market: | 53 | 58 | -8.62% |

Class R2 (Existing Condo/Townhome Attached)

| Class R2 | 2017 | 2016 | % of Change |
|----------------------------|-----------|-----------|-------------|
| Average Sale Price: | \$161,055 | \$146,437 | +9.98% |
| Median Sale Price: | \$147,750 | \$135,000 | +9.44% |
| Total Sold & Closed: | 270 | 218 | +23.85% |
| Total Dollar Volume (mil): | \$43.5 | \$31.9 | +36.36% |
| New Listings: | 437 | 470 | -7.02% |
| Days on Market: | 47 | 53 | -11.32% |

Average Sale Price for Single-Family Detached Homes



Recap for Albuquerque & Rio Rancho



Albuquerque (Areas 10 - 121)

| Class R1 | 2018 | 2017 | % of Change |
|----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$237,218 | \$223,091 | +6.33% |
| Median Sale Price: | \$199,900 | \$188,000 | +6.33% |
| Total Sold & Closed: | 1,723 | 1,525 | +12.98% |
| Total Dollar Volume: | \$399,4 | \$340,2 | +17.40% |
| New Listings: | 2,845 | 2,793 | +1.86% |
| Days on Market: | 50 | 51 | -1.96% |

Rio Rancho (Areas 140 - 162)

| Class R1 | 2018 | 2017 | % of Change |
|----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$208,119 | \$205,315 | +1.37% |
| Median Sale Price: | \$179,950 | \$180,750 | -0.44% |
| Total Sold & Closed: | 420 | 430 | -2.33% |
| Total Dollar Volume: | \$89.0 | \$88.3 | +0.79% |
| New Listings: | 702 | 674 | +4.15% |
| Days on Market: | 46 | 58 | -20.69% |

| Class R2 | 2018 | 2017 | % of Change |
|----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$167,139 | \$150,806 | +10.83% |
| Median Sale Price: | \$149,700 | \$140,000 | +6.93% |
| Total Sold & Closed: | 237 | 187 | +26.74% |
| Total Dollar Volume: | \$39.6 | \$28.2 | +40.43% |
| New Listings: | 378 | 407 | -7.13% |
| Days on Market: | 46 | 45 | +2.22% |

| Class R2 | 2018 | 2017 | % of Change |
|----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$125,332 | \$122,405 | +2.39% |
| Median Sale Price: | \$108,875 | \$130,000 | -16.25% |
| Total Sold & Closed: | 20 | 20 | 0.00% |
| Total Dollar Volume: | \$2.5 | \$2.4 | +4.17% |
| New Listings: | 34 | 39 | -12.82% |
| Days on Market: | 43 | 37 | +16.22% |

Recap for East Mountains & Valencia County



East Mountains (Areas 210 - 293)

| Class R1 | 2018 | 2017 | % of Change |
|----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$263,330 | \$217,601 | +21.02% |
| Median Sale Price: | \$245,250 | \$216,000 | +13.54% |
| Total Sold & Closed: | 110 | 119 | -7.56% |
| Total Dollar Volume: | \$29.0 | \$25.9 | +11.97% |
| New Listings: | 200 | 190 | +5.26% |
| Days on Market: | 89 | 82 | +8.54% |

Valencia (Areas 690 - 760)

| Class R1 | 2018 | 2017 | % of Change |
|----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$170,974 | \$163,339 | +4.67% |
| Median Sale Price: | \$157,100 | \$150,000 | +4.73% |
| Total Sold & Closed: | 156 | 138 | +13.04% |
| Total Dollar Volume: | \$27.0 | \$22.5 | +20.00% |
| New Listings: | 234 | 252 | -7.14% |
| Days on Market: | 63 | 93 | -32.26% |

Area Summary for Single-Family Home Sales



| | | Sales | Change from 1st QTR 2017 | Average Sale Price | Change from 1st QTR 2017 | Median Sale Price | Change from 1st QTR 2017 |
|---------|-------------------------|-------|--------------------------|--------------------|--------------------------|-------------------|--------------------------|
| 10 | Sandia Heights | 18 | -25.00% | \$483,374 | 5.44% | \$480,000 | 29.38% |
| 20 | North Albuquerque Acres | 29 | 123.08% | \$591,710 | 9.01% | \$515,000 | -5.28% |
| 21 | Albuquerque Acres West | 36 | -20.00% | \$355,361 | -4.35% | \$315,000 | -6.80% |
| 30 | Far NE Heights | 91 | -4.21% | \$290,282 | -5.34% | \$280,000 | 3.70% |
| 31 | Foothills North | 22 | -12.00% | \$625,882 | 15.28% | \$576,500 | 4.82% |
| 32 | Academy West | 51 | 6.25% | \$239,316 | -4.49% | \$232,500 | 0.00% |
| 40 | UNM | 47 | 17.50% | \$264,554 | -7.69% | \$250,400 | -4.79% |
| 41 | Uptown | 80 | -4.76% | \$171,048 | 0.95% | \$165,750 | 1.56% |
| 42 | UNM South | 47 | 34.29% | \$252,846 | 13.70% | \$225,500 | 13.60% |
| 50 | NE Heights | 204 | 2.00% | \$177,024 | 5.40% | \$170,000 | 3.03% |
| 51 | Foothills South | 45 | 15.38% | \$294,921 | -0.79% | \$295,000 | 7.27% |
| 60 | Four Hills | 23 | 35.29% | \$300,768 | -0.07% | \$297,000 | 13.36% |
| 70 | Fairgrounds | 34 | -5.56% | \$159,289 | 7.18% | \$155,391 | 4.29% |
| 71 | Southeast Heights | 53 | 17.78% | \$205,253 | 21.18% | \$200,000 | 14.29% |
| 72 | Mesa Del Sol | 3 | 50.00% | \$249,333 | 28.53% | \$273,000 | 40.73% |
| 80 | Downtown | 32 | -25.58% | \$210,244 | 2.86% | \$193,500 | 16.57% |
| 90 | Near South Valley | 39 | -2.50% | \$121,439 | -13.15% | \$121,000 | -10.00% |
| 91 | Valley Farms | 18 | 12.50% | \$263,438 | 70.38% | \$182,000 | 33.82% |
| 92 | Southwest Heights | 201 | 36.73% | \$143,433 | 7.52% | \$142,600 | 6.02% |
| 93 | Pajarito | 2 | 100.00% | \$108,500 | -58.11% | \$108,500 | -58.11% |
| 100 | North Valley | 49 | 28.95% | \$359,638 | 26.99% | \$269,000 | 20.90% |
| 101 | Near North Valley | 63 | 10.53% | \$246,507 | 12.66% | \$210,000 | 21.39% |
| 102 | Far North Valley | 6 | 50.00% | \$414,708 | -33.25% | \$395,300 | -41.22% |
| 103 | West River Valley | 6 | 50.00% | \$498,833 | 103.19% | \$520,000 | 156.79% |
| 110 | Northwest Heights | 141 | -3.42% | \$257,187 | 3.54% | \$227,000 | -2.05% |
| 111 | Ladera Heights | 120 | 34.83% | \$178,581 | 6.01% | \$173,750 | 6.92% |
| 112 | Canoncito | 1 | N/A | \$155,000 | N/A | \$155,000 | N/A |
| 120 | Paradise West | 170 | 25.93% | \$199,916 | 3.83% | \$194,700 | 4.12% |
| 121 | Paradise East | 92 | 61.40% | \$231,096 | 2.26% | \$219,450 | 7.57% |
| 130 | Corrales | 23 | -8.00% | \$467,060 | -20.75% | \$425,000 | -18.27% |
| 140 | Rio Rancho South | 56 | -8.20% | \$267,706 | 19.25% | \$242,000 | 13.14% |
| 141 | Rio Rancho Southwest | 0 | N/A | N/A | N/A | N/A | N/A |
| 150 | Rio Rancho Mid | 148 | 6.47% | \$196,790 | 2.98% | \$168,250 | 0.15% |
| 151 | Rio Rancho Mid-North | 61 | -14.08% | \$230,717 | -5.16% | \$212,000 | 0.95% |
| 152 | Rio Rancho Mid-West | 15 | 275.00% | \$141,110 | -8.21% | \$139,900 | -22.80% |
| 160 | Rio Rancho North | 50 | -34.21% | \$250,234 | 9.12% | \$229,950 | 6.95% |
| 161 | Rio Rancho Central | 90 | 15.38% | \$162,128 | 0.61% | \$159,950 | 3.70% |
| 162 | Rio Rancho Northwest | 0 | N/A | N/A | N/A | N/A | N/A |
| 170 | Bernalillo/Algodones | 22 | 0.00% | \$284,955 | 10.75% | \$287,500 | 13.64% |
| 180 | Placitas | 27 | -27.03% | \$443,907 | 7.07% | \$475,000 | 13.64% |
| 210-293 | East Mountain Area | 110 | -7.56% | \$263,330 | 21.02% | \$245,250 | 13.54% |
| 690-760 | Valencia County | 156 | 13.04% | \$170,974 | 4.67% | \$157,100 | 4.73% |

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