

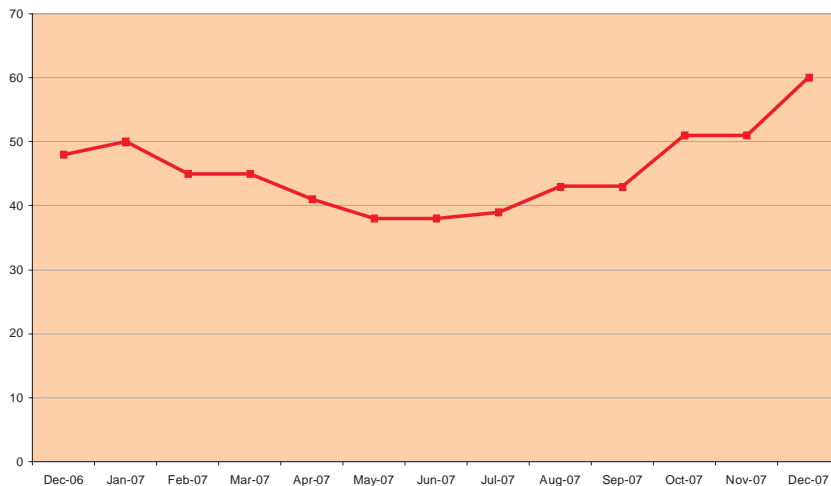
# December 2007 MLS Month In Review

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"We have seen a decline of Single family Detached listings which dropped from 6,131 in Oct of 2007 to 5,523 for Dec 2007." The Average Sales Price for the same period has decreased from \$246,522 to \$240,602." Average Days on Market has increased from 51 Days in Oct to 60 Days in Dec. said Scott Dean, 2007 Chairman.

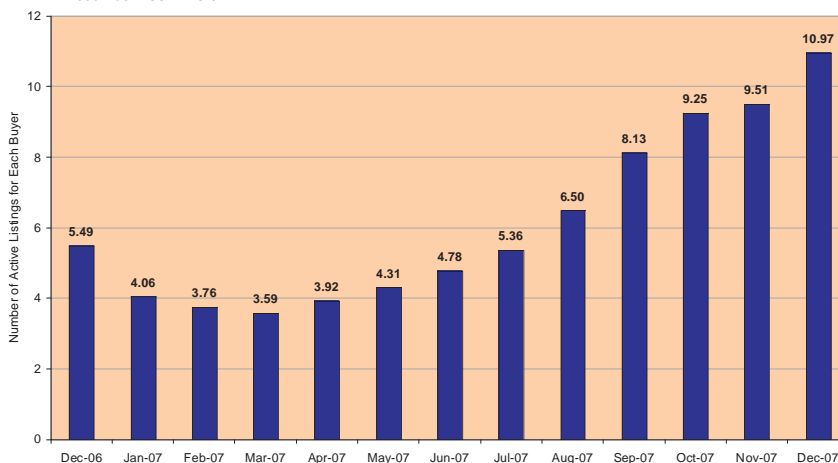
Greater Albuquerque Area Average Days on Market  
December 2007 - 60 days



This monthly snapshot of the Albuquerque Metropolitan Area Market Activity shows a 7.19% decrease in closed sales from 556 in Nov 2007 to 516 in December 2007.

The area has seen an decrease in new listings from 1,372 in Nov of 2007 to 1,064 in December of 2007, a 22.45% decrease.

Supply-Demand Ratio  
December 2007 - 10.97



The Supply-Demand Ratio is calculated by comparing the number of homes for sale at the beginning of each month with the number of total pending sales for the month. The higher the Supply-Demand Ratio, the more supply there is relative to demand.

The Supply-Demand Ratio provides a monthly indicator of the balance between buyers and sellers in the real estate market. It compares the number of active listings on the market with the total number of pending sales.

A higher ratio illustrates that there are more active listings per pending sales, and concurrently that supply is relatively strong compared to demand.

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2007 Chairman of the Board  
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# Monthly Market Indicators of the Greater Albuquerque Area

Our Monthly Market Indicators offer the most thorough analysis of the Albuquerque residential real estate market.

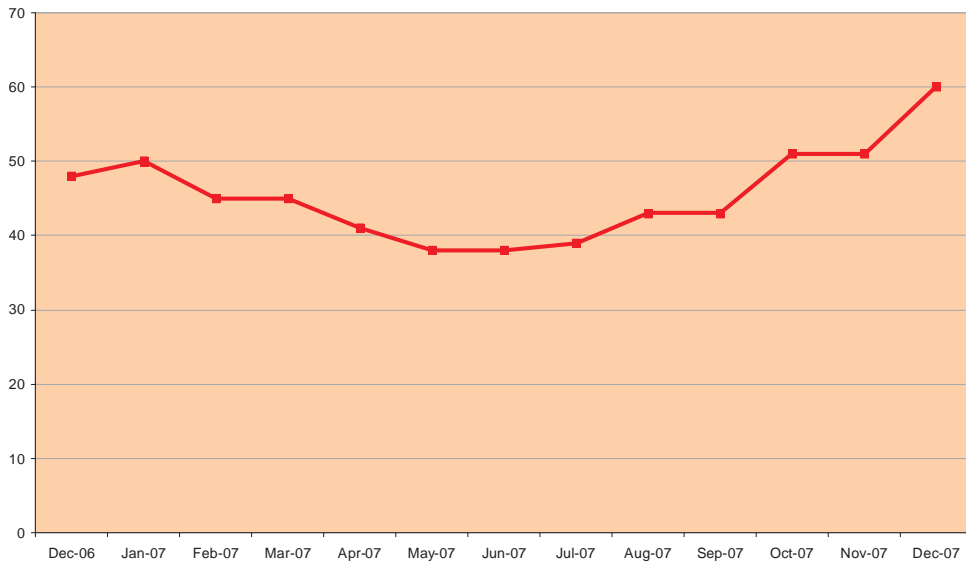
This tool provides current data for several important indicators.

		(DET) 2007	(DET) 2006	Percent Change	(ATT) 2007	(ATT) 2006	Percent Change	(DET+ATT) 2007 Year- to-Date	(DET+ATT) 2006 Year- to-Date	Percent Change
New Listings	Oct	2,393	2,133	12.19%	215	168	27.98%	26,446	23,147	14.25%
	Nov	1,372	1,528	-10.21%	127	141	-9.93%	27,945	24,816	12.61%
	Dec	1,064	1,297	-17.96%	97	127	-23.62%	29,106	26,240	10.92%
Pending Sales	Oct	665	1,042	-36.18%	82	143	-42.66%	11,042	13,333	-17.18%
	Nov	645	900	-28.33%	73	105	-30.48%	11,760	14,338	-17.98%
	Dec	543	729	-25.51%	45	88	-48.86%	12,348	15,155	-18.52%
Closed Sales	Oct	687	917	-25.08%	71	115	-38.26%	9,484	11,327	-16.27%
	Nov	556	824	-32.52%	64	111	-42.34%	10,104	12,262	-17.60%
	Dec	516	787	-34.43%	51	90	-43.33%	10,671	13,139	-18.78%
Dollar Volume of Closed Sales (in millions)	Oct	\$168.6	\$210.1	-19.75%	\$10.8	\$16.2	-33.33%	\$2,239.2	\$2,486.7	-9.95%
	Nov	\$130.1	\$199.5	-34.79%	\$10.2	\$17.6	-42.05%	\$2,379.5	\$2,703.8	-11.99%
	Dec	\$120.3	\$187.4	-35.81%	\$8.2	\$13.9	-41.01%	\$2,508.0	\$2,905.1	-13.67%
Median Sales Price	Oct	\$200,000	\$192,000	4.17%	\$149,000	\$121,900	22.23%	--	--	--
	Nov	\$189,450	\$192,000	-1.33%	\$142,000	\$150,000	-5.33%	--	--	--
	Dec	\$200,000	\$199,500	0.25%	\$145,000	\$149,500	-3.01%	--	--	--
Average Sales Price	Oct	\$246,522	\$229,163	7.57%	\$151,811	\$140,509	8.04%	--	--	--
	Nov	\$233,956	\$242,061	-3.35%	\$159,962	\$158,500	0.92%	--	--	--
	Dec	\$240,602	\$238,172	1.02%	\$171,535	\$154,942	10.71%	--	--	--
Total Active Listings Available	Oct	6,131	4,266	43.72%	577	352	63.92%	--	--	--
	Nov	5,954	4,002	48.78%	580	361	60.66%	--	--	--
	Dec	5,523	3,799	45.38%	543	299	81.61%	--	--	--
Average Days on Market	Oct	51	37	37.84%	39	25	56.00%	--	--	--
	Nov	51	37	37.84%	45	25	80.00%	--	--	--
	Dec	60	48	25.00%	75	26	188.46%	--	--	--

-DET represents Existing Single-Family Detached Homes  
 -ATT represents Existing Condo/Townhomes Attached Homes

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**Greater Albuquerque Area Average Days on Market**  
December 2007 - 60 days

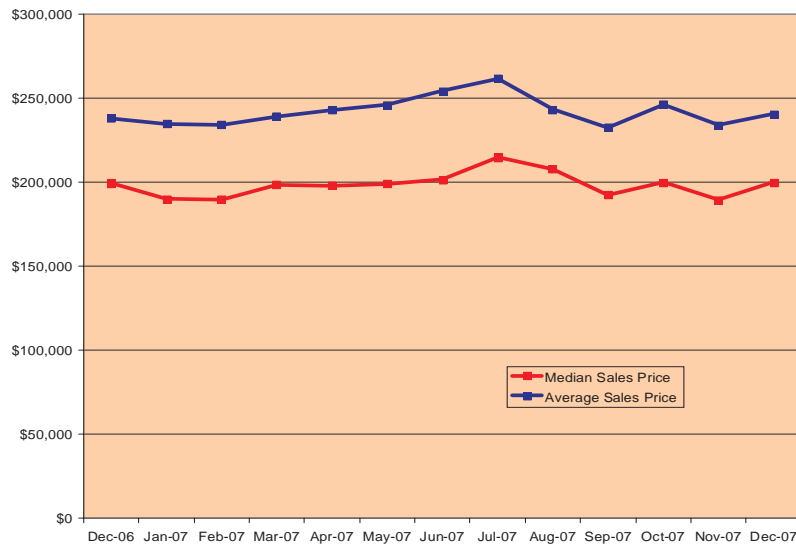


The December 2007 Average of 60 Days on Market is up from the 51 days on market from Nov of 2007.

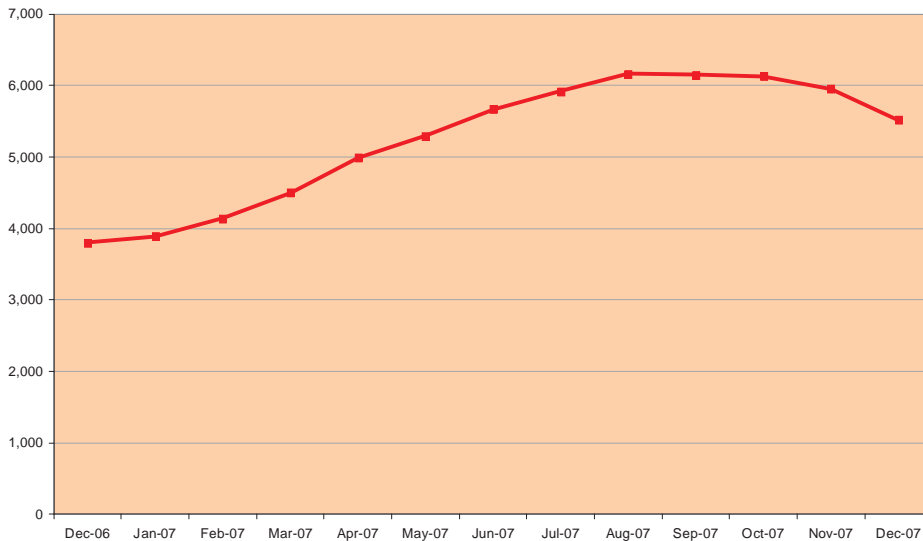
Average Days on Market is now being calculated based upon the time it takes a property to go from the listing date to being under contract for sale (pending).

In December, the Albuquerque Market saw a Median Sales Price of \$200,000 and a Average Sales Price of \$240,602.

**Median and Average Sales Price**  
December 2007

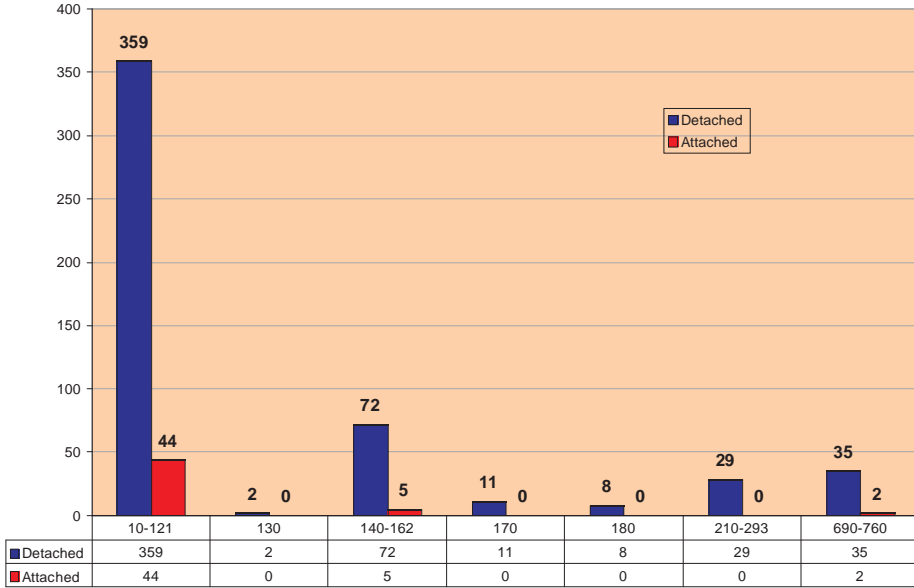


**Active Listings Available at Beginning of Month**  
December 2007 - 5,523



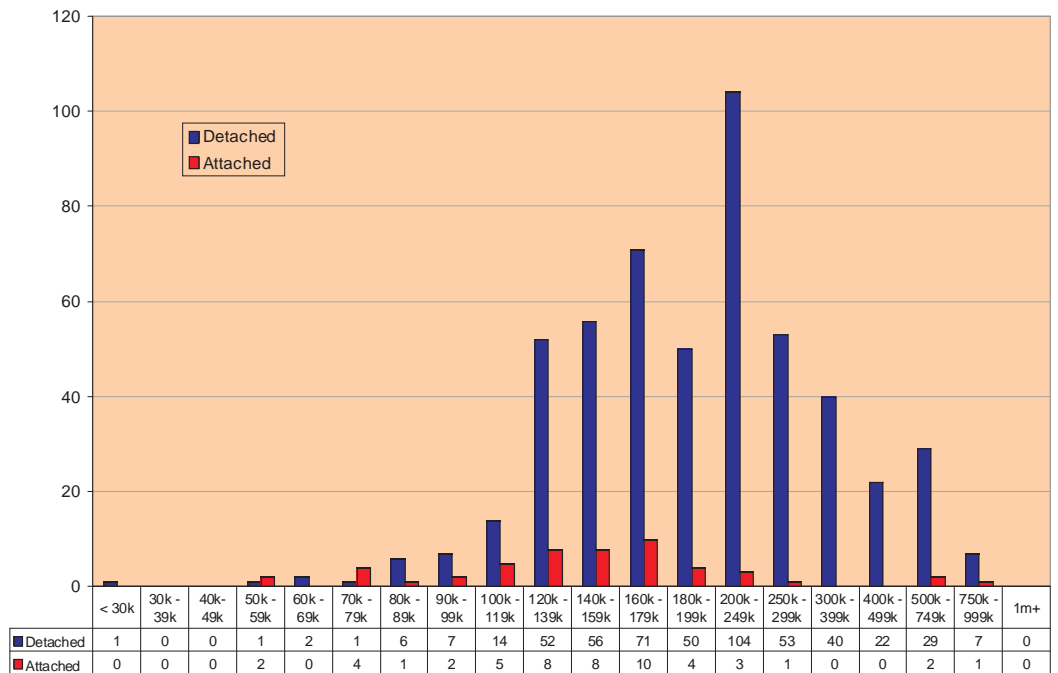
Charts on this page represent DET Statistics.

**Closed Sales by Market Area**  
December 2007



**Market Areas**  
 10-121 City of Albuquerque  
 130 Corrales  
 140-162 Rio Rancho  
 170 Bernalillo  
 180 Placitas  
 210-293 East Mountain  
 690-760 Bosque Farms, Los Lunas, Valencia County

**Closed Sales by Price**  
December 2007



The Albuquerque area has seen a decrease in closed sales for type DET and ATT homes, from 877 in Dec of 2006 to 567 in Dec of 2007, a 35.35% decrease.

Charts on this page represent  
DET and ATT Statistics.

## Rio Rancho only Market Indicators (Areas 140-162)

		(DET) 2007	(DET) 2006	Percent Change	(ATT) 2007	(ATT) 2006	Percent Change
New Listings	Oct	429	369	16.26%	14	6	133.33%
	Nov	250	303	-17.49%	9	8	12.50%
	Dec	225	216	4.17%	7	7	0.00%
Pending Sales	Oct	113	132	-14.39%	2	8	-75.00%
	Nov	97	122	-20.49%	7	4	75.00%
	Dec	77	95	-18.95%	4	8	-50.00%
Closed Sales	Oct	104	142	-26.76%	7	11	-36.36%
	Nov	103	127	-18.90%	2	9	-77.78%
	Dec	72	131	-45.04%	5	6	-16.67%
Median Sales Price	Oct	\$177,500	\$184,250	-3.66%	\$100,000	\$119,000	-15.97%
	Nov	\$175,000	\$185,000	-5.41%	\$148,750	\$126,000	18.06%
	Dec	\$187,475	\$186,000	0.79%	\$122,500	\$110,000	11.36%
Average Sales Price	Oct	\$199,243	\$205,437	-3.02%	\$109,829	\$134,776	-18.51%
	Nov	\$201,285	\$231,593	-13.09%	\$148,750	\$135,156	10.06%
	Dec	\$224,197	\$218,843	2.45%	\$124,300	\$115,917	7.23%
Total Active	Oct	1,081	n/a	n/a	39	n/a	n/a
Listings Available	Nov	969	n/a	n/a	31	n/a	n/a
	Dec	986	n/a	n/a	31	n/a	n/a
Average Days on Market	Oct	50	32	56.25%	41	26	57.69%
	Nov	57	38	50.00%	80	20	300.00%
	Dec	60	43	39.53%	71	24	195.83%