

## Greater Albuquerque Area Monthly Housing Trends - 2011 vs. 2012

### 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 \$, 2011	Average \$, 2012	Median \$, 2011	Median \$, 2012	Interest Rate '11	Interest Rate '12	Sales 2011	Sales 2012	Pending 2011	Pending 2012	New 2011	New 2012
<b>JANUARY</b>												
Class R1	\$201,239	\$194,352	\$172,000	\$165,000	5.10%	4.24%	363	411	693	836	1,353	1,119
Class R2	\$134,748	\$135,091	\$135,000	\$136,000			<u>39</u> 402	<u>37</u> 448	<u>74</u> 767	<u>79</u> 458	<u>160</u> 1,513	<u>105</u> 1,224
<b>FEBRUARY</b>												
Class R1	\$220,299	\$195,165	\$171,750	\$161,500	5.26%	4.21%	410	506	703	928	1,118	978
Class R2	\$147,514	\$122,902	\$141,250	\$113,000			<u>40</u> 450	<u>47</u> 553	<u>63</u> 766	<u>85</u> 1,013	<u>115</u> 1,233	<u>120</u> 1,098
<b>MARCH</b>												
Class R1	\$199,683	\$189,676	\$162,000	\$159,000	5.13%	4.28%	570	596	903	1,021	1,454	1,175
Class R2	\$139,530	\$150,816	\$137,000	\$135,450			<u>59</u> 629	<u>56</u> 652	<u>74</u> 977	<u>88</u> 1,109	<u>139</u> 1,593	<u>111</u> 1,286
<b>APRIL</b>												
Class R1	\$196,321	\$211,186	\$165,000	\$174,775	5.13%	4.21%	567	604	903	1,034	1,424	1,328
Class R2	\$139,154	\$136,706	\$129,900	\$135,000			<u>37</u> 604	<u>65</u> 669	<u>82</u> 985	<u>87</u> 1,121	<u>133</u> 1,557	<u>132</u> 1,460
<b>MAY</b>												
Class R1	\$198,091	\$211,213	\$165,000	\$175,000	4.92%	4.10%	632	737	899	997	1,380	1,305
Class R2	\$136,697	\$149,604	\$140,000	\$149,650			<u>57</u> 689	<u>85</u> 822	<u>76</u> 975	<u>78</u> 1,075	<u>143</u> 1,523	<u>119</u> 1,424
<b>JUNE</b>												
Class R1	\$207,042	\$207,679	\$166,500	\$172,700	4.78%	3.99%	658	685	934	1,047	1,377	1,357
Class R2	\$142,760	\$131,333	\$126,500	\$125,000			<u>61</u> 719	<u>39</u> 724	<u>70</u> 1,004	<u>97</u> 1,144	<u>133</u> 1,510	<u>117</u> 1,474
<b>JULY</b>												
Class R1	\$210,788	\$210,685	\$178,000	\$175,000	4.80%	3.90%	625	719	815	1,057	1,296	1,248
Class R2	\$134,417	\$142,542	\$142,000	\$149,500			<u>53</u> 678	<u>55</u> 774	<u>63</u> 878	<u>79</u> 1,136	<u>138</u> 1,434	<u>111</u> 1,359
<b>AUGUST</b>												
Class R1	\$197,671	\$201,833	\$163,808	\$165,000	4.55%	3.90%	646	731	878	1,027	1,280	1,368
Class R2	\$145,332	\$131,744	\$139,000	\$125,000			<u>50</u> 696	<u>86</u> 817	<u>79</u> 957	<u>101</u> 1,128	<u>129</u> 1,409	<u>137</u> 1,505
<b>SEPTEMBER</b>												
Class R1	\$196,402	\$203,016	\$171,500	\$172,000	4.40%	3.80%	517	653	809	884	1,031	1,095
Class R2	\$128,433	\$144,878	\$115,000	\$134,000			<u>49</u> 566	<u>61</u> 714	<u>43</u> 852	<u>74</u> 958	<u>120</u> 1,151	<u>116</u> 1,211
<b>OCTOBER</b>												
Class R1	\$201,874	\$202,827	\$167,000	\$166,300	4.41%	3.72%	566	673	785	900	961	1,178
Class R2	\$141,693	\$136,820	\$124,500	\$132,000			<u>46</u> 612	<u>59</u> 732	<u>84</u> 869	<u>80</u> 980	<u>102</u> 1,063	<u>127</u> 1,305
<b>NOVEMBER</b>												
Class R1	\$194,830	\$204,653	\$160,000	\$165,000	4.35%	3.66%	492	552	746	779	909	914
Class R2	\$131,834	\$150,675	\$138,450	\$146,188			<u>40</u> 532	<u>52</u> 604	<u>63</u> 809	<u>72</u> 851	<u>91</u> 1,000	<u>85</u> 999
<b>DECEMBER</b>												
Class R1	\$195,861	\$211,191	\$160,000	\$169,500	4.29%	3.62%	523	607	602	720	682	799
Class R2	\$140,594	\$134,415	\$131,000	\$125,000			<u>52</u> 575	<u>54</u> 661	<u>54</u> 656	<u>70</u> 790	<u>68</u> 750	<u>85</u> 884

Class R1 Active Listings as of 01/20/2012: 3,779  
Class R2 Active Listings as of 01/20/2012: 429  
Class R1 & R2 Actives as of 01/20/2012: 4,208

Class R1 Active Listings as of 01/22/2013: 3,616  
Class R2 Active Listings as of 01/22/2013: 399  
Class R1 & R2 Actives as of 01/22/2013: 4,015

Interest Rate Data obtained from HSH.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>1998</u>	<u>1999</u>	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<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>
<b>January</b>	335	399	376	420	536	598	533	712	840	744	472	351	392	402	448
<b>February</b>	448	488	431	482	566	627	674	808	949	820	592	376	424	450	553
<b>March</b>	643	632	680	674	653	799	833	919	1,226	1,083	692	516	704	629	652
<b>April</b>	580	568	545	723	726	848	921	1,029	1,105	988	708	594	757	604	669
<b>May</b>	658	663	634	837	791	938	1,029	1,300	1,301	1,129	746	617	834	689	822
<b>June</b>	701	685	677	714	859	982	1,157	1,295	1,248	1,114	823	722	798	719	724
<b>July</b>	729	717	664	864	878	1,110	1,131	1,339	1,239	1,116	773	829	604	678	774
<b>August</b>	644	729	701	791	906	1,054	1,146	1,388	1,250	934	683	686	556	696	817
<b>September</b>	621	619	575	662	747	986	1,022	1,319	1,090	798	666	744	526	566	714
<b>October</b>	616	552	582	671	798	864	1,001	1,169	1,032	758	570	817	513	612	732
<b>November</b>	520	517	521	594	727	679	900	1,130	935	620	455	716	518	532	604
<b>December</b>	559	508	354	557	684	731	916	1,040	877	567	464	592	555	575	661
<b>TOTALS</b>	<b>7,054</b>	<b>7,077</b>	<b>6,740</b>	<b>7,989</b>	<b>8,871</b>	<b>10,216</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>

Total Year-To-Date Sales for 2011\*: 7,373

Total Year-To-Date Sales for 2012\*: 8,387

**Total Sales 2011 vs 2012:** 1,014 More Sales or +13.75 %

\*The Year-To-Date sales data obtained on the 20th of January 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>2001</u>	<u>2002</u>	<u>2003</u>	<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>
<b>January</b>	4,156	3,996	3,440	2,839	2,267	2,198	4,191	6,076	5,925	5,332	5,296	4,163
<b>February</b>	4,447	3,823	3,569	2,905	2,156	2,302	4,465	6,147	6,037	5,518	5,334	4,089
<b>March</b>	3,764	3,901	3,719	2,859	2,276	2,558	4,881	6,434	5,995	5,717	5,444	4,117
<b>April</b>	4,257	4,211	3,506	2,822	2,099	2,678	5,428	6,555	6,054	5,651	5,511	4,239
<b>May</b>	4,154	4,178	3,538	3,000	2,206	3,180	5,729	6,873	6,082	6,045	5,625	4,415
<b>June</b>	4,492	4,267	3,561	3,094	2,243	3,602	6,106	7,074	6,114	6,346	5,552	4,528
<b>July</b>	4,622	4,280	3,597	3,028	2,377	4,031	6,404	7,082	6,128	6,471	5,636	4,580
<b>August</b>	3,923	4,186	3,535	2,984	2,350	4,407	6,675	7,065	5,902	6,408	5,511	4,534
<b>September</b>	4,118	4,016	3,368	2,837	2,319	4,695	6,718	6,856	5,754	6,376	5,249	4,518
<b>October</b>	4,037	3,837	3,393	2,668	2,298	4,618	6,708	6,617	5,528	6,099	4,977	4,520
<b>November</b>	3,848	3,697	2,845	2,572	2,263	4,363	6,534	6,349	5,413	5,684	4,643	4,322
<b>December</b>	3,868	3,638	2,993	2,448	2,211	4,098	6,066	5,821	5,176	5,320	4,216	3,980

## Housing Activity Report by Area

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

		2009		2010		2011		2012	
		Sales	AVG Sale Price	Sales	AVG Sale Price	Sales	AVG Sale Price	Sales	AVG Sale Price
10	Sandia Heights	54	\$465,115	59	\$414,436	76	\$429,186	69	\$423,921
20	North Albuquerque Acres	83	\$587,378	95	\$571,502	101	\$545,683	115	\$514,486
21	Albuquerque Acres West	174	\$303,472	160	\$329,623	130	\$335,606	205	\$326,293
30	Far NE Heights	338	\$288,802	323	\$284,344	347	\$275,001	355	\$283,294
31	Foothills North	74	\$502,596	79	\$559,317	69	\$430,506	96	\$512,142
32	Academy West	106	\$221,229	116	\$221,170	120	\$204,235	134	\$196,120
40	UNM	160	\$268,484	141	\$266,390	142	\$251,863	181	\$262,744
41	Uptown	257	\$170,078	216	\$171,285	205	\$152,239	252	\$156,313
42	UNM South	128	\$210,127	125	\$211,784	127	\$204,217	133	\$198,032
50	NE Heights	602	\$169,948	476	\$163,502	517	\$156,560	592	\$149,665
51	Foothills South	103	\$284,128	121	\$295,151	99	\$266,675	148	\$269,899
60	Four Hills	54	\$326,452	55	\$295,395	51	\$288,303	61	\$274,480
70	Fairgrounds	80	\$146,044	87	\$149,493	91	\$136,784	91	\$130,381
71	Southeast Heights	123	\$185,304	121	\$187,180	119	\$166,051	163	\$180,094
72	Mesa Del Sol	0	N/A	0	N/A	0	N/A	1	\$278,294
80	Downtown	108	\$205,377	116	\$187,209	112	\$183,541	120	\$204,087
90	Near South Valley	108	\$111,204	99	\$118,884	109	\$95,400	130	\$95,270
91	Valley Farms	48	\$159,119	71	\$157,197	67	\$146,367	83	\$146,102
92	Southwest Heights	598	\$128,593	525	\$124,214	557	\$113,666	649	\$107,589
93	Pajarito	10	\$108,875	16	\$154,895	4	\$90,050	8	\$137,375
100	North Valley	127	\$324,897	146	\$297,045	116	\$357,601	135	\$332,832
101	Near North Valley	139	\$232,332	154	\$234,152	146	\$235,099	149	\$230,918
102	Far North Valley	17	\$278,076	17	\$300,809	18	\$322,203	27	\$341,443
103	West River Valley	15	\$389,747	26	\$439,162	18	\$340,928	14	\$375,082
110	Northwest Heights	367	\$219,327	340	\$219,309	359	\$193,284	408	\$207,443

<b>111</b>	Ladera Heights	376	\$164,565	301	\$154,522	308	\$144,347	384	\$141,114
<b>112</b>	Canoncito	0	N/A	0	N/A	0	N/A	2	\$60,500
<b>120</b>	Paradise West	446	\$183,997	434	\$177,183	418	\$165,101	396	\$164,679
<b>121</b>	Paradise East	306	\$222,389	256	\$212,224	256	\$194,335	291	\$200,116
<b>130</b>	Corrales	70	\$466,260	75	\$460,211	84	\$430,598	98	\$420,290
<b>140</b>	Rio Rancho South	170	\$219,958	180	\$215,533	184	\$195,353	224	\$210,259
<b>141</b>	Rio Rancho Southwest	2	\$139,700	6	\$165,435	1	\$145,000	3	\$121,843
<b>150</b>	Rio Rancho Mid	404	\$180,147	381	\$169,496	449	\$167,546	430	\$168,264
<b>151</b>	Rio Rancho Mid-North	201	\$254,143	175	\$238,063	166	\$226,157	177	\$223,529
<b>152</b>	Rio Rancho Mid-West	23	\$130,578	24	\$125,602	35	\$124,011	33	\$110,092
<b>160</b>	Rio Rancho North	176	\$215,743	173	\$204,513	173	\$191,926	159	\$202,538
<b>161</b>	Rio Rancho Central	249	\$151,390	243	\$148,637	208	\$136,554	236	\$134,860
<b>162</b>	Rio Rancho Northwest	2	\$145,450	0	N/A	1	\$100,000	0	N/A
<b>170</b>	Bernalillo/Algodones	42	\$238,054	70	\$250,756	69	\$211,805	94	\$244,841
<b>180</b>	Placitas	58	\$462,551	67	\$432,706	64	\$434,715	79	\$388,714
<b>210-293</b>	East Mountain Area	312	\$243,905	281	\$250,694	287	\$229,747	336	\$241,607
<b>690-760</b>	Valencia County	435	\$158,844	381	\$161,502	372	\$135,929	411	\$142,011

## 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%

## 2011 vs. 2012 RECAP for Greater Albuquerque Area

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

<b>Class R1</b>	<b>2011</b>	<b>2012</b>	<b>Change '11 vs. '12</b>	<b>% of Change</b>
Average Price:	\$201,176	\$204,513	\$3,337	1.66%
Median Price:	\$167,000	\$169,000	\$2,000	1.20%
Total Sold & Closed:	6,775	7,672	897	13.24%
Total Dollar Volume:	\$1,362,964,307	\$1,569,027,168	\$206,062,861	15.12%

<b>Class R2</b>	<b>2011</b>	<b>2012</b>	<b>Change '11 vs. '12</b>	<b>% of Change</b>
Average Price:	\$138,800	\$139,377	\$577	0.42%
Median Price:	\$135,000	\$134,000	-\$1,000	-0.74%
Total Sold & Closed:	598	715	117	19.57%
Total Dollar Volume:	\$83,002,318	\$99,654,429	\$16,652,111	20.06%

<b>Class R1 &amp; R2</b>	<b>2011</b>	<b>2012</b>	<b>Change '11 vs. '12</b>	<b>% of Change</b>
Average Price:	\$196,116	\$198,960	\$2,844	1.45%
Median Price:	\$164,000	\$165,000	\$1,000	0.61%
Total Sold & Closed:	7,373	8,387	1,014	13.75%
Total Dollar Volume:	\$1,445,966,625	\$1,668,681,597	\$222,714,972	15.40%

Statistics compiled for Home Sales Report pulled 01/20/12 and 01/22/13.  
Actual Year-To-Date Sales Data for 2011 & 2012 for Class R1 & R2.

## 2012 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:	\$202,120	Average Price:	\$139,674	Average Price:	\$196,866
Median Price:	\$167,500	Median Price:	\$134,000	Median Price:	\$165,000
Total Sold & Closed:	7,891	Total Sold & Closed:	725	Total Sold & Closed:	8,616
Total Dollar Volume:	\$1,594,932,212	Total Dollar Volume:	\$101,263,929	Total Dollar Volume:	\$1,696,196,141

### 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:	\$204,513	Average Price:	\$139,377	Average Price:	\$198,960
Median Price:	\$169,000	Median Price:	\$134,000	Median Price:	\$165,000
Total Sold & Closed:	7,672	Total Sold & Closed:	715	Total Sold & Closed:	8,387
Total Dollar Volume:	\$1,569,027,168	Total Dollar Volume:	\$99,654,429	Total Dollar Volume:	\$1,668,681,597

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

<u>Class R1</u>		<u>Class R2</u>		<u>Class R1 &amp; R2</u>	
Average Price:	\$205,401	Average Price:	\$143,888	Average Price:	\$198,893
Median Price:	\$168,500	Median Price:	\$137,500	Median Price:	\$165,000
Total Sold & Closed:	5,392	Total Sold & Closed:	638	Total Sold & Closed:	6,030
Total Dollar Volume:	\$1,107,523,423	Total Dollar Volume:	\$91,800,654	Total Dollar Volume:	\$1,199,324,077

### Areas 140-162 (Rio Rancho)

<u>Class R1</u>		<u>Class R2</u>		<u>Class R1 &amp; R2</u>	
Average Price:	\$179,909	Average Price:	\$102,446	Average Price:	\$177,357
Median Price:	\$160,905	Median Price:	\$100,000	Median Price:	\$160,000
Total Sold & Closed:	1,262	Total Sold & Closed:	43	Total Sold & Closed:	1,305
Total Dollar Volume:	\$227,045,341	Total Dollar Volume:	\$4,405,175	Total Dollar Volume:	\$231,450,516

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

<u>Class R1</u>		<u>Class R2</u>		<u>Class R1 &amp; R2</u>	
Average Price:	\$241,607	Average Price:	N/A	Average Price:	\$241,607
Median Price:	\$225,000	Median Price:	N/A	Median Price:	\$225,000
Total Sold & Closed:	336	Total Sold & Closed:	N/A	Total Sold & Closed:	336
Total Dollar Volume:	\$81,179,982	Total Dollar Volume:	N/A	Total Dollar Volume:	\$81,179,982

### 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:	\$142,011	Average Price:	\$88,200	Average Price:	\$138,579
Median Price:	\$130,000	Median Price:	\$91,000	Median Price:	\$126,003
Total Sold & Closed:	411	Total Sold & Closed:	28	Total Sold & Closed:	439
Total Dollar Volume:	\$58,366,550	Total Dollar Volume:	\$2,469,600	Total Dollar Volume:	\$60,836,150



## 2012 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	3,129	256	0 - 30	3,072	255
31 - 60	1,539	129	31 - 60	1,508	128
61 - 90	1,028	104	61 - 90	988	103
91 - 120	664	82	91 - 120	646	80
121 +	1,531	154	121 +	1,458	149
<b>TOTALS:</b>	<b>7,891</b>	<b>725</b>	<b>TOTALS:</b>	<b>7,672</b>	<b>715</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	2,328	237	0 - 30	464	12
31 - 60	1,041	115	31 - 60	295	7
61 - 90	673	89	61 - 90	173	7
91 - 120	439	71	91 - 120	99	3
121 +	911	126	121 +	231	14
<b>TOTALS:</b>	<b>5,392</b>	<b>638</b>	<b>TOTALS:</b>	<b>1,262</b>	<b>43</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	87	0	0 - 30	123	4
31 - 60	59	0	31 - 60	73	4
61 - 90	50	0	61 - 90	58	7
91 - 120	38	0	91 - 120	38	5
121 +	102	0	121 +	119	8
<b>TOTALS:</b>	<b>336</b>	<b>0</b>	<b>TOTALS:</b>	<b>411</b>	<b>28</b>

### All MLS Areas

#### Type of Financing for Sold Units

Financing	Class R1	Class R2
Cash	1538	227
Conventional	3,062	270
FHA	2,270	170
Lease Purchase	3	1
Owner Finance	79	12
REC	234	19
Trade Exchange	2	0
VA	703	26
<b>TOTALS</b>	<b>7,891</b>	<b>725</b>

## **Explanation of Adjusted Sales Figures**

**The following two pages consist of data that was pulled on January 22, 2012. All numbers represented have been adjusted to include sales information that was not available at the time the monthly sales reports were generated.**

When a monthly, quarterly, or yearly sales report is generated and published by GAAR, the numbers on the report are pulled from the MLS system at a certain point in time. Great care is taken to get the most accurate data at the time the numbers are pulled from the MLS system. However, there are sales that are reported to the MLS system after the monthly, quarterly, and yearly statistical reports are published. The purpose of the next two pages is to give an updated look at past sales data, accounting for those sales that were not included in the original sales reports.

While adjusted sales figures are being reported on the following two pages, the information preceding this page is a compilation of the data captured from the historical reports. There is tremendous value in maintaining the data that was captured in the historical reports for the purposes of comparison and is the basis for statistical comparability.

## Adjusted Year-To-Date Monthly Sales

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

Total Sales 2011 vs 2012: 1,011 More Sales (+13.71 %)

Total Sales for 2011: 7,376

Total Sales for 2012: 8,387

	<u>1999</u>	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<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>
<b>January</b>	447	423	473	577	666	610	726	862	756	512	378	408	414	457
<b>February</b>	505	475	537	658	682	743	851	974	839	646	401	445	463	571
<b>March</b>	673	763	727	723	817	946	1,122	1,289	1,107	749	546	752	660	671
<b>April</b>	659	583	767	812	888	1,054	1,100	1,144	997	796	630	792	618	675
<b>May</b>	686	676	868	950	990	1,128	1,340	1,329	1,157	795	652	863	712	857
<b>June</b>	744	787	859	942	1,044	1,204	1,394	1,379	1,138	862	769	830	757	742
<b>July</b>	818	736	885	918	1,168	1,182	1,366	1,267	1,133	831	871	624	687	792
<b>August</b>	791	789	917	990	1,091	1,185	1,436	1,306	1,003	713	738	577	727	844
<b>September</b>	691	692	690	807	998	1,045	1,382	1,120	808	693	780	552	583	728
<b>October</b>	591	652	754	819	921	1,019	1,204	1,061	796	605	859	534	623	754
<b>November</b>	548	604	681	770	709	937	1,179	966	663	474	735	530	549	624
<b>December</b>	583	561	616	715	815	972	1,083	896	596	498	609	579	580	672
<b>TOTALS</b>	<b>7,736</b>	<b>7,741</b>	<b>8,774</b>	<b>9,681</b>	<b>10,789</b>	<b>12,025</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>8,387</b>

Data on this page obtained from MLS on 1/22/13.

## 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>2012 Total Sales</b>	7,672	715	8,387
Average Price	\$204,513	\$139,377	\$198,960
Median Price	\$169,000	\$134,000	\$165,000
<b>2011 Total Sales</b>	6,777	599	7,376
Average Price	\$201,234	\$138,728	\$196,158
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
<b>2007 Total Sales</b>	9,898	1,095	10,993
Average Price	\$243,228	\$161,199	\$235,057
Median Price	\$198,477	\$149,000	\$192,500
<b>2006 Total Sales</b>	12,201	1,392	13,593
Average Price	\$228,671	\$150,977	\$220,715
Median Price	\$188,900	\$138,000	\$182,900
<b>2005 Total Sales</b>	12,796	1,387	14,183
Average Price	\$205,731	\$130,583	\$198,382
Median Price	\$166,500	\$118,000	\$162,000
<b>2004 Total Sales</b>	10,773	1,252	12,025
Average Price	\$182,589	\$115,854	\$175,641
Median Price	\$148,000	\$109,900	\$143,250
<b>2003 Total Sales</b>	9,757	1,032	10,789
Average Price	\$168,893	\$110,041	\$163,263
Median Price	\$140,000	\$105,000	\$137,000
<b>2002 Total Sales</b>	8,743	938	9,681
Average Price	\$161,101	\$103,488	\$155,519
Median Price	\$134,900	\$100,000	\$130,000
<b>2001 Total Sales</b>	7,994	780	8,774
Average Price	\$155,066	\$103,629	\$150,493
Median Price	\$131,000	\$98,000	\$128,000