

Quarterly market

REPORT

4th QTR

2012 Quarterly Highlights

- The average sale price for single-family homes in 4th Quarter 2012 was \$206,514, up 4.45 % from the same period last year. The median sale price of \$167,500 increased 2.98% from 4th Quarter 2011 as well.
- 4th Quarter 2012 saw 1,877 sales of single-family detached homes, an increase of 16.29% from 4th Quarter 2011.

| New Listings | Closed Sales | Average Sale \$ |
|--|--|--|
| Detached: 2,889 Attached: 296 | Detached: 1,877 Attached: 171 | Detached: \$206,514 Attached: \$140,670 |
| 4th QTR 2011 Detached: 2,552 Attached: 261 | 4th QTR 2011 Detached: 1,614 Attached: 138 | 4th QTR 2011 Detached: \$197,712 Attached: \$138,422 |
| % Change (Detached) +13.21% | % Change (Detached) +16.29% | % Change (Detached) +4.45% |



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4th QTR 2012 & 2011 RECAP for Greater Albuquerque Areas

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

| Class R1 | 2012 | 2011 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$206,514 | \$197,712 | 4.45% |
| Median Sale Price: | \$167,500 | \$162,650 | 2.98% |
| Total Sold & Closed: | 1,877 | 1,614 | 16.29% |
| Total Dollar Volume*: | \$387.6 | \$319.1 | 21.47% |
| New Listings: | 2,889 | 2,552 | 13.21% |
| Days on Market: | 68 | 85 | -20.00% |

| Class R2 | 2012 | 2011 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$140,670 | \$138,422 | 1.62% |
| Median Sale Price: | \$134,000 | \$127,825 | 4.83% |
| Total Sold & Closed: | 171 | 138 | 23.91% |
| Total Dollar Volume*: | \$24.1 | \$19.1 | 26.18% |
| New Listings: | 296 | 261 | 13.41% |
| Days on Market: | 67 | 86 | -22.09% |

The numbers above reflect the time period between October 1 and December 31 of 2011 and 2012.



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

4th QTR 2012 & 2011 RECAP for Albuquerque (Areas 10-121)

| Class R1 | 2012 | 2011 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$208,065 | \$198,524 | 4.81% |
| Median Sale Price: | \$166,400 | \$165,000 | 0.85% |
| Total Sold & Closed: | 1,350 | 1,104 | 22.28% |
| Total Dollar Volume*: | \$280.9 | \$219.2 | 28.15% |
| New Listings: | 1,814 | 1,652 | 9.81% |
| Days on Market: | 65 | 80 | -18.75% |

| Class R2 | 2012 | 2011 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$144,859 | \$141,396 | 2.45% |
| Median Sale Price: | \$138,250 | \$131,000 | 5.53% |
| Total Sold & Closed: | 156 | 123 | 26.83% |
| Total Dollar Volume*: | \$22.6 | \$17.4 | 29.89% |
| New Listings: | 256 | 220 | 16.36% |
| Days on Market: | 65 | 85 | -23.53% |

4th QTR 2012 & 2011 RECAP for Rio Rancho (Areas 140-162)

| Class R1 | 2012 | 2011 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$178,811 | \$172,254 | 3.81% |
| Median Sale Price: | \$159,000 | \$155,000 | 2.58% |
| Total Sold & Closed: | 294 | 287 | 2.44% |
| Total Dollar Volume*: | \$52.6 | \$49.4 | 6.48% |
| New Listings: | 552 | 432 | 27.78% |
| Days on Market: | 63 | 82 | -23.17% |

| Class R2 | 2012 | 2011 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$111,688 | \$117,643 | -5.06% |
| Median Sale Price: | \$112,000 | \$124,000 | -9.68% |
| Total Sold & Closed: | 8 | 7 | 14.29% |
| Total Dollar Volume*: | \$0.9 | \$0.8 | 12.50% |
| New Listings: | 29 | 25 | 16.00% |
| Days on Market: | 59 | 40 | 47.50% |

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

4th QTR 2012 & 2011 RECAP for East Mountains (Areas 210-293)

| Class R1 | 2012 | 2011 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$232,551 | \$233,407 | -0.37% |
| Median Sale Price: | \$214,198 | \$219,000 | -2.19% |
| Total Sold & Closed: | 72 | 81 | -11.11% |
| Total Dollar Volume*: | \$16.7 | \$18.9 | -11.64% |
| New Listings: | 160 | 158 | 1.27% |
| Days on Market: | 95 | 124 | -23.39% |

4th QTR 2012 & 2011 RECAP for Valencia County (Areas 690-760)

| Class R1 | 2012 | 2011 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$145,757 | \$123,311 | 18.20% |
| Median Sale Price: | \$139,950 | \$116,000 | 20.65% |
| Total Sold & Closed: | 94 | 82 | 14.63% |
| Total Dollar Volume*: | \$13.7 | \$10.1 | 35.64% |
| New Listings: | 238 | 193 | 23.32% |
| Days on Market: | 99 | 118 | -16.10% |

The numbers above reflect the time period between October 1 and December 31 of 2011 and 2012.

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

4th QTR 2012 Area Summary for single-family home sales

| | | Sales | Change from 4th QTR 2011 | Average Sale Price | Change from 4th QTR 2011 | Median Sale Price | Change from 4th QTR 2011 |
|----------------|-------------------------|-------|--------------------------|--------------------|--------------------------|-------------------|--------------------------|
| 10 | Sandia Heights | 20 | 17.65% | \$380,623 | -27.50% | \$352,500 | -25.79% |
| 20 | North Albuquerque Acres | 32 | 45.45% | \$566,278 | 2.02% | \$535,000 | 9.18% |
| 21 | Albuquerque Acres West | 55 | 150.00% | \$325,792 | -2.29% | \$296,000 | 9.53% |
| 30 | Far NE Heights | 79 | 8.22% | \$270,873 | 1.31% | \$252,000 | 4.13% |
| 31 | Foothills North | 30 | 36.36% | \$473,570 | 18.23% | \$428,500 | 11.30% |
| 32 | Academy West | 25 | 0.00% | \$189,532 | -0.49% | \$182,000 | -3.70% |
| 40 | UNM | 46 | 76.92% | \$259,722 | 9.85% | \$230,000 | -0.22% |
| 41 | Uptown | 56 | 21.74% | \$155,601 | 15.54% | \$146,500 | 13.37% |
| 42 | UNM South | 31 | 6.90% | \$193,729 | 4.29% | \$172,900 | -1.14% |
| 50 | NE Heights | 142 | 0.00% | \$147,623 | -6.76% | \$148,817 | -5.87% |
| 51 | Foothills South | 36 | 80.00% | \$269,168 | -5.05% | \$256,050 | -5.08% |
| 60 | Four Hills | 18 | 28.57% | \$293,611 | 6.74% | \$294,000 | 15.29% |
| 70 | Fairgrounds | 22 | -29.03% | \$133,398 | -2.64% | \$127,950 | -0.04% |
| 71 | Southeast Heights | 35 | 0.00% | \$165,648 | 1.31% | \$153,000 | 2.00% |
| 80 | Downtown | 28 | -17.65% | \$211,042 | 28.17% | \$178,300 | 50.15% |
| 90 | Near South Valley | 37 | 60.87% | \$92,538 | -18.40% | \$80,000 | -27.27% |
| 91 | Valley Farms | 19 | 46.15% | \$156,863 | 2.34% | \$125,000 | -1.57% |
| 92 | Southwest Heights | 180 | 31.39% | \$106,760 | -6.81% | \$108,192 | -5.09% |
| 93 | Pajarito | 1 | -50.00% | \$168,000 | 69.78% | \$168,000 | 69.78% |
| 100 | North Valley | 31 | 29.17% | \$425,071 | 25.02% | \$295,500 | 17.50% |
| 101 | Near North Valley | 44 | 33.33% | \$253,106 | 1.34% | \$201,900 | -10.27% |
| 102 | Far North Valley | 8 | 33.33% | \$419,094 | 51.76% | \$334,875 | 48.21% |
| 103 | West River Valley | 2 | -60.00% | \$265,500 | -30.09% | \$265,500 | -12.95% |
| 110 | Northwest Heights | 94 | -2.08% | \$207,564 | 8.23% | \$190,000 | 8.57% |
| 111 | Ladera Heights | 101 | 48.53% | \$142,957 | 0.41% | \$139,900 | 2.12% |
| 112 | Canoncito | 1 | N/A | \$73,000 | N/A | \$73,000 | N/A |
| 120 | Paradise West | 107 | 16.30% | \$161,290 | 2.92% | \$156,500 | 1.29% |
| 121 | Paradise East | 70 | 48.94% | \$205,406 | 3.31% | \$190,000 | 2.70% |
| 130 | Corrales | 27 | 28.57% | \$407,265 | -1.88% | \$404,000 | -1.46% |
| 140 | Rio Rancho South | 55 | 61.76% | \$222,223 | 12.31% | \$210,000 | 18.14% |
| 141 | Rio Rancho Southwest | 1 | N/A | \$101,000 | N/A | \$101,000 | N/A |
| 150 | Rio Rancho Mid | 97 | -4.90% | \$166,338 | 5.89% | \$157,900 | 16.10% |
| 151 | Rio Rancho Mid-North | 39 | -4.88% | \$229,996 | -1.83% | \$219,000 | 4.34% |
| 152 | Rio Rancho Mid-West | 10 | -16.67% | \$100,822 | -14.32% | \$92,500 | -32.75% |
| 160 | Rio Rancho North | 40 | -4.76% | \$188,092 | 2.06% | \$176,350 | -1.89% |
| 161 | Rio Rancho Central | 52 | -5.45% | \$127,127 | -10.69% | \$129,550 | -4.39% |
| 162 | Rio Rancho Northwest | 0 | N/A | N/A | N/A | N/A | N/A |
| 170 | Bernalillo/Algodones | 21 | 16.67% | \$228,004 | 21.08% | \$239,000 | 48.71% |
| 180 | Placitas | 19 | -9.52% | \$417,825 | -6.42% | \$394,500 | 9.58% |
| 210-293 | East Mountain Area | 72 | -11.11% | \$232,551 | -0.37% | \$214,198 | -2.19% |
| 690-760 | Valencia County | 94 | 14.63% | \$145,757 | 18.20% | \$139,950 | 20.65% |

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2012 4th QTR Sales

ALBUQUERQUE and Central Bernalillo County

SANDIA PEAK AERIAL TRAMWAY

120
Sales: 107
Avg: \$161,290
Med: \$156,500

121
Sales: 70
Avg: \$205,406
Med: \$190,000

130
Sales: 27
Avg: \$407,265
Med: \$404,000

102
Sales: 8
Avg: \$419,094
Med: \$334,875

21
Sales: 55
Avg: \$325,792
Med: \$296,000

20
Sales: 32
Avg: \$566,278
Med: \$535,000

10
Sales: 20
Avg: \$380,623
Med: \$352,500

103
Sales: 2
Avg: \$265,500
Med: \$265,500

100
Sales: 31
Avg: \$425,071
Med: \$295,500

32
Sales: 25
Avg: \$189,532
Med: \$182,000

30
Sales: 79
Avg: \$270,873
Med: \$252,000

31
Sales: 30
Avg: \$473,570
Med: \$428,500

110
Sales: 94
Avg: \$207,564
Med: \$190,000

101
Sales: 44
Avg: \$253,106
Med: \$201,900

41
Sales: 56
Avg: \$155,601
Med: \$146,500

50
Sales: 142
Avg: \$147,623
Med: \$148,817

111
Sales: 101
Avg: \$142,957
Med: \$139,900

80
Sales: 28
Avg: \$211,042
Med: \$178,300

40
Sales: 46
Avg: \$259,722
Med: \$230,000

70
Sales: 22
Avg: \$133,398
Med: \$127,950

51
Sales: 36
Avg: \$269,168
Med: \$256,050

92
Sales: 180
Avg: \$106,760
Med: \$108,192

90
Sales: 37
Avg: \$92,538
Med: \$80,000

42
Sales: 31
Avg: \$193,729
Med: \$172,900

71
Sales: 35
Avg: \$165,648
Med: \$153,000

60
Sales: 18
Avg: \$293,611
Med: \$294,000

93
Sales: 1
Avg: \$168,000
Med: \$168,000

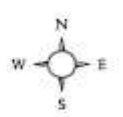
91
Sales: 19
Avg: \$156,863
Med: \$125,000

112
Sales: 1
Avg: \$73,000
Med: \$73,000

120
110
111
92
93

Scale
0 2 4 Miles

Scale
0 1 2 Miles



ISLETA INDIAN RESERVATION

East Mountain Area and Estancia Basin

2012 4th QTR Sales

220
Sales: 23
Avg: \$277,670
Med: \$262,000

240
Sales: 10
Avg: \$303,031
Med: \$308,000

250
Sales: 12
Avg: \$237,542
Med: \$228,000

270 Sales: 3
Avg: \$104,333
Med: \$94,500

271
Sales: 0
Avg: N/A
Med: N/A

290
Sales: 0
Avg: N/A
Med: N/A

210
Sales: 1
Avg: \$211,395
Med: \$211,395

230
Sales: 10
Avg: \$221,350
Med: \$215,000

260
Sales: 6
Avg: \$188,383
Med: \$177,000

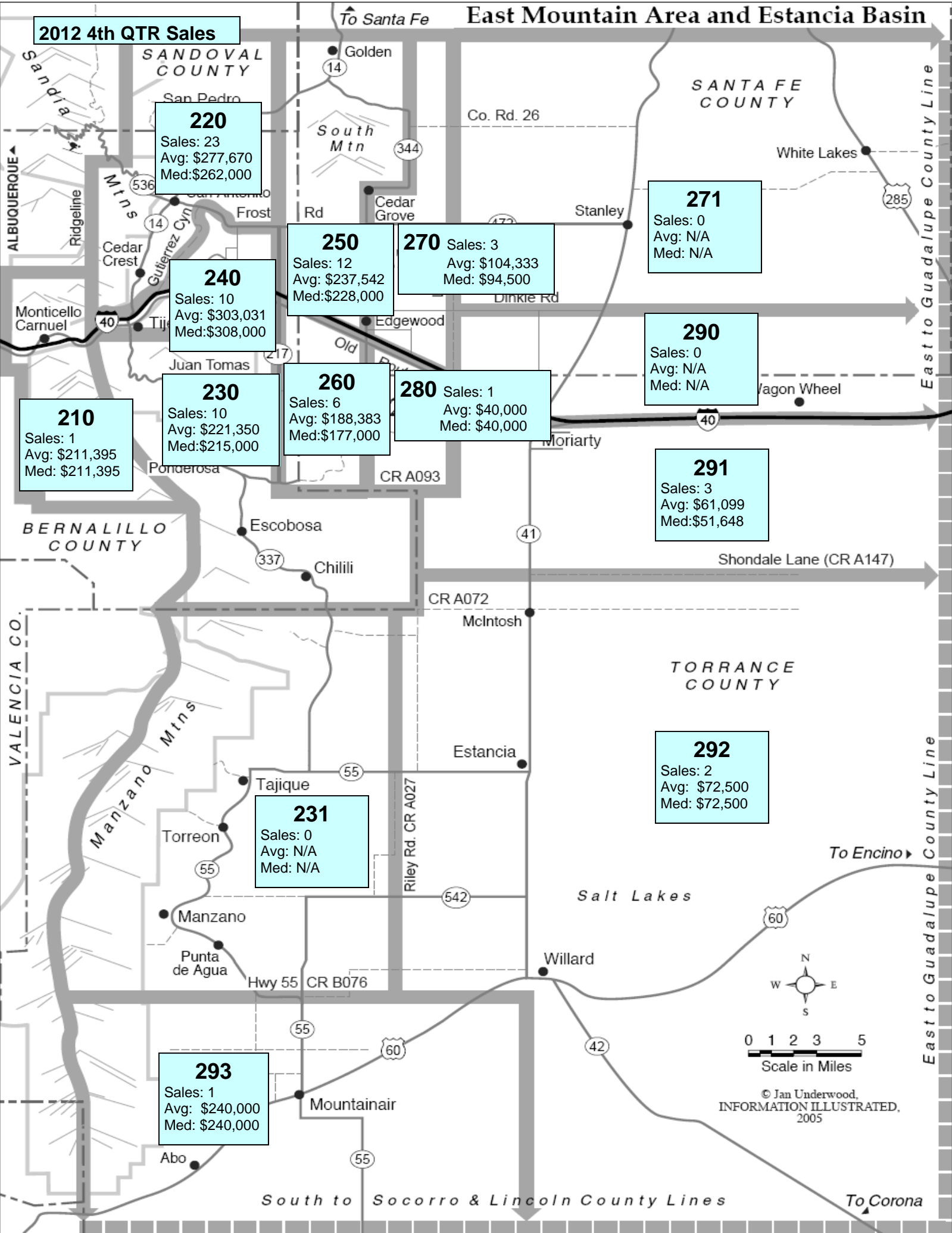
280 Sales: 1
Avg: \$40,000
Med: \$40,000

291
Sales: 3
Avg: \$61,099
Med: \$51,648

231
Sales: 0
Avg: N/A
Med: N/A

292
Sales: 2
Avg: \$72,500
Med: \$72,500

293
Sales: 1
Avg: \$240,000
Med: \$240,000



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2012 4th QTR Sales

VALENCIA COUNTY

ISLETA INDIAN RESERVATION

ISLETA INDIAN RESERVATION

700
Sales: 22
Avg: \$160,603
Med: \$159,400

710
Sales: 6
Avg: \$235,000
Med: \$227,500

701
Sales: 17
Avg: \$130,437
Med: \$135,000

690
Sales: 0
Avg: N/A
Med: N/A

711
Sales: 11
Avg: \$203,364
Med: \$157,500

720
Sales: 4
Avg: \$83,375
Med: \$68,500

740
Sales: 3
Avg: \$225,833
Med: \$207,500

721
Sales: 15
Avg: \$98,998
Med: \$99,019

730
Sales: 2
Avg: \$115,750
Med: \$115,750

750
Sales: 0
Avg: N/A
Med: N/A

741
Sales: 5
Avg: \$111,707
Med: \$98,000

742
Sales: 2
Avg: \$170,000
Med: \$170,000

760
Sales: 7
Avg: \$96,786
Med: \$105,000

620
NORTH SOCORRO:
VALENCIA COUNTY LINE
SOUTH TO RIO SALADO

621
SOUTH SOCORRO:
RIO SALADO SOUTH

