

Quarterly market

REPORT

4th QTR

2013 Quarterly Highlights

- The median sale price for single-family homes increased 3.28% from 4th QTR 2012.
- 4th Quarter 2013 saw a 5.38% increase in detached, single-family sales from 4th QTR 2012.

| New Listings | Closed Sales | Average Sale \$ |
|--|--|--|
| Detached: 3,243 Attached: 336 | Detached: 1,978 Attached: 176 | Detached: \$211,528 Attached: \$148,770 |
| 4th QTR 2012 Detached: 2,889 Attached: 296 | 4th QTR 2012 Detached: 1,877 Attached: 171 | 4th QTR 2012 Detached: \$206,514 Attached: \$140,670 |
| % Change (Detached) +12.25% | % Change (Detached) +5.38% | % Change (Detached) +2.43% |



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4th QTR 2013 & 2012 RECAP for Greater Albuquerque Areas

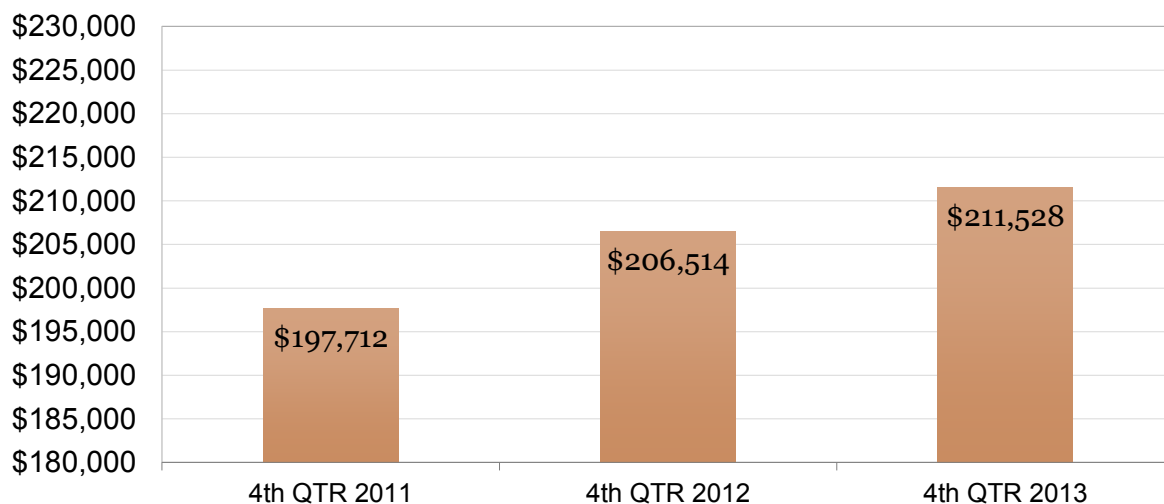
Class R1 (Existing Single-Family Detached) & Class R2 (Existing Condo/Townhome Attached)

| Class R1 | 2013 | 2012 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$211,528 | \$206,514 | 2.43% |
| Median Sale Price: | \$173,000 | \$167,500 | 3.28% |
| Total Sold & Closed: | 1,978 | 1,877 | 5.38% |
| Total Dollar Volume*: | \$418.4 | \$387.6 | 7.95% |
| New Listings: | 3,243 | 2,889 | 12.25% |
| Days on Market: | 70 | 68 | 2.94% |

| Class R2 | 2013 | 2012 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$148,770 | \$140,670 | 5.76% |
| Median Sale Price: | \$142,250 | \$134,000 | 6.16% |
| Total Sold & Closed: | 176 | 171 | 2.92% |
| Total Dollar Volume*: | \$26.2 | \$24.1 | 8.71% |
| New Listings: | 336 | 296 | 13.51% |
| Days on Market: | 63 | 67 | -5.97% |

The numbers above reflect the time period between October 1 and December 31 of 2012 and 2013.

Average Sale Price 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.

4th QTR 2013 & 2012 RECAP for Albuquerque (Areas 10-121)

| Class R1 | 2013 | 2012 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$213,258 | \$208,065 | 2.50% |
| Median Sale Price: | \$175,000 | \$166,400 | 5.17% |
| Total Sold & Closed: | 1,296 | 1,350 | -4.00% |
| Total Dollar Volume*: | \$276.3 | \$280.9 | -1.64% |
| New Listings: | 2,076 | 1,814 | 14.44% |
| Days on Market: | 64 | 65 | -1.54% |

| Class R2 | 2013 | 2012 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$153,353 | \$144,859 | 5.86% |
| Median Sale Price: | \$149,000 | \$138,250 | 7.78% |
| Total Sold & Closed: | 156 | 156 | 0.00% |
| Total Dollar Volume*: | \$24.0 | \$22.6 | 6.19% |
| New Listings: | 263 | 256 | 2.73% |
| Days on Market: | 62 | 65 | -4.62% |

4th QTR 2013 & 2012 RECAP for Rio Rancho (Areas 140-162)

| Class R1 | 2013 | 2012 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$182,631 | \$178,811 | 2.14% |
| Median Sale Price: | \$159,000 | \$159,000 | 0.00% |
| Total Sold & Closed: | 371 | 294 | 26.19% |
| Total Dollar Volume*: | \$67.8 | \$52.6 | 28.90% |
| New Listings: | 602 | 552 | 9.06% |
| Days on Market: | 69 | 63 | 9.52% |

| Class R2 | 2013 | 2012 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$121,513 | \$111,688 | 8.80% |
| Median Sale Price: | \$121,950 | \$112,000 | 8.88% |
| Total Sold & Closed: | 14 | 8 | 75.00% |
| Total Dollar Volume*: | \$1.7 | \$0.9 | 88.89% |
| New Listings: | 33 | 29 | 13.79% |
| Days on Market: | 64 | 59 | 8.47% |

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

4th QTR 2013 & 2012 RECAP for East Mountains (Areas 210-293)

| Class R1 | 2013 | 2012 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$226,509 | \$232,551 | -2.60% |
| Median Sale Price: | \$204,000 | \$214,198 | -4.76% |
| Total Sold & Closed: | 88 | 72 | 22.22% |
| Total Dollar Volume*: | \$20.0 | \$16.7 | 19.76% |
| New Listings: | 173 | 160 | 8.13% |
| Days on Market: | 99 | 95 | 4.21% |

4th QTR 2013 & 2012 RECAP for Valencia County (Areas 690-760)

| Class R1 | 2013 | 2012 | % of Change |
|-----------------------|-----------|-----------|-------------|
| Average Sale Price: | \$144,005 | \$145,757 | -1.20% |
| Median Sale Price: | \$124,900 | \$139,950 | -10.75% |
| Total Sold & Closed: | 147 | 94 | 56.38% |
| Total Dollar Volume*: | \$21.2 | \$13.7 | 54.74% |
| New Listings: | 246 | 238 | 3.36% |
| Days on Market: | 84 | 99 | -15.15% |

The numbers above reflect the time period between October 1 and December 31 of 2012 and 2013.

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

4th QTR 2013 Area Summary for single-family home sales

| | | Sales | Change from 4th QTR 2012 | Average Sale Price | Change from 4th QTR 2012 | Median Sale Price | Change from 4th QTR 2012 |
|----------------|-------------------------|-------|--------------------------|--------------------|--------------------------|-------------------|--------------------------|
| 10 | Sandia Heights | 15 | -25.00% | \$377,193 | -0.90% | \$339,900 | -3.57% |
| 20 | North Albuquerque Acres | 22 | -31.25% | \$586,614 | 3.59% | \$586,250 | 9.58% |
| 21 | Albuquerque Acres West | 42 | -23.64% | \$347,222 | 6.58% | \$321,750 | 8.70% |
| 30 | Far NE Heights | 82 | 3.80% | \$273,996 | 1.15% | \$233,500 | -7.34% |
| 31 | Foothills North | 22 | -26.67% | \$506,645 | 6.98% | \$412,500 | -3.73% |
| 32 | Academy West | 37 | 48.00% | \$201,978 | 6.57% | \$199,000 | 9.34% |
| 40 | UNM | 45 | -2.17% | \$266,364 | 2.56% | \$254,500 | 10.65% |
| 41 | Uptown | 72 | 28.57% | \$162,190 | 4.23% | \$149,950 | 2.35% |
| 42 | UNM South | 38 | 22.58% | \$210,159 | 8.48% | \$181,750 | 5.12% |
| 50 | NE Heights | 131 | -7.75% | \$157,138 | 6.45% | \$148,000 | -0.55% |
| 51 | Foothills South | 27 | -25.00% | \$272,863 | 1.37% | \$260,000 | 1.54% |
| 60 | Four Hills | 13 | -27.78% | \$310,185 | 5.64% | \$315,000 | 7.14% |
| 70 | Fairgrounds | 26 | 18.18% | \$159,973 | 19.92% | \$149,450 | 16.80% |
| 71 | Southeast Heights | 30 | -14.29% | \$196,683 | 18.74% | \$197,500 | 29.08% |
| 72 | Mesa Del Sol | 1 | N/A | \$269,692 | N/A | \$269,692 | N/A |
| 80 | Downtown | 27 | -3.57% | \$246,283 | 16.70% | \$167,000 | -6.34% |
| 90 | Near South Valley | 29 | -21.62% | \$95,325 | 3.01% | \$90,000 | 12.50% |
| 91 | Valley Farms | 18 | -5.26% | \$187,915 | 19.80% | \$169,250 | 35.40% |
| 92 | Southwest Heights | 169 | -6.11% | \$112,525 | 5.40% | \$115,000 | 6.29% |
| 93 | Pajarito | 4 | 300.00% | \$126,750 | -24.55% | \$128,500 | -23.51% |
| 100 | North Valley | 37 | 19.35% | \$348,096 | -18.11% | \$269,000 | -8.97% |
| 101 | Near North Valley | 46 | 4.55% | \$272,976 | 7.85% | \$215,000 | 6.49% |
| 102 | Far North Valley | 6 | -25.00% | \$222,850 | -46.83% | \$206,000 | -38.48% |
| 103 | West River Valley | 6 | 200.00% | \$513,500 | 93.41% | \$380,000 | 43.13% |
| 110 | Northwest Heights | 98 | 4.26% | \$212,656 | 2.45% | \$195,000 | 2.63% |
| 111 | Ladera Heights | 91 | -9.90% | \$152,648 | 6.78% | \$145,000 | 3.65% |
| 112 | Canoncito | 0 | N/A | \$0 | N/A | \$0 | N/A |
| 120 | Paradise West | 92 | -14.02% | \$178,452 | 10.64% | \$173,250 | 10.70% |
| 121 | Paradise East | 70 | 0.00% | \$212,288 | 3.35% | \$199,750 | 5.13% |
| 130 | Corrales | 33 | 22.22% | \$622,103 | 52.75% | \$506,500 | 25.37% |
| 140 | Rio Rancho South | 65 | 18.18% | \$214,586 | -3.44% | \$196,000 | -6.67% |
| 141 | Rio Rancho Southwest | 4 | N/A | \$99,800 | N/A | \$106,000 | N/A |
| 150 | Rio Rancho Mid | 130 | 34.02% | \$174,766 | 5.07% | \$142,125 | -9.99% |
| 151 | Rio Rancho Mid-North | 51 | 30.77% | \$232,558 | 1.11% | \$225,000 | 2.74% |
| 152 | Rio Rancho Mid-West | 8 | -20.00% | \$113,562 | 12.64% | \$105,000 | 13.51% |
| 160 | Rio Rancho North | 43 | 7.50% | \$186,875 | -0.65% | \$170,000 | -3.60% |
| 161 | Rio Rancho Central | 70 | 34.62% | \$141,210 | 11.08% | \$144,572 | 11.60% |
| 162 | Rio Rancho Northwest | 0 | N/A | \$0 | N/A | \$0 | N/A |
| 170 | Bernalillo/Algodones | 25 | 19.05% | \$239,265 | 4.94% | \$211,050 | -11.69% |
| 180 | Placitas | 18 | -5.26% | \$369,516 | -11.56% | \$386,385 | -2.06% |
| 210-293 | East Mountain Area | 88 | 22.22% | \$226,509 | -2.60% | \$204,000 | -4.76% |
| 690-760 | Valencia County | 147 | 56.38% | \$144,005 | -1.20% | \$124,900 | -10.75% |

2013 4th QTR Sales

ALBUQUERQUE and Central Bernalillo County

130
Sales: 33
Avg: \$622,103
Med: \$506,500

120
Sales: 92
Avg: \$178,452
Med: \$173,250

121
Sales: 70
Avg: \$212,288
Med: \$199,750

102
Sales: 6
Avg: \$222,850
Med: \$206,000

21
Sales: 42
Avg: \$347,222
Med: \$321,750

20
Sales: 22
Avg: \$586,414
Med: \$586,250

10
Sales: 15
Avg: \$377,193
Med: \$339,900

103
Sales: 6
Avg: \$513,500
Med: \$380,000

100
Sales: 37
Avg: \$348,096
Med: \$269,000

32
Sales: 37
Avg: \$201,978
Med: \$199,000

30
Sales: 82
Avg: \$273,996
Med: \$233,500

31
Sales: 22
Avg: \$506,645
Med: \$412,500

110
Sales: 98
Avg: \$212,656
Med: \$195,000

101
Sales: 46
Avg: \$272,976
Med: \$215,000

41
Sales: 72
Avg: \$162,190
Med: \$149,950

50
Sales: 131
Avg: \$157,138
Med: \$148,000

111
Sales: 91
Avg: \$152,648
Med: \$145,000

80
Sales: 27
Avg: \$246,283
Med: \$167,000

40
Sales: 45
Avg: \$266,364
Med: \$254,500

70
Sales: 26
Avg: \$159,973
Med: \$149,450

51
Sales: 27
Avg: \$272,863
Med: \$260,000

92
Sales: 169
Avg: \$112,525
Med: \$115,000

90
Sales: 29
Avg: \$95,325
Med: \$90,000

42
Sales: 38
Avg: \$210,159
Med: \$181,750

71
Sales: 30
Avg: \$196,683
Med: \$197,500

60
Sales: 13
Avg: \$310,185
Med: \$315,000

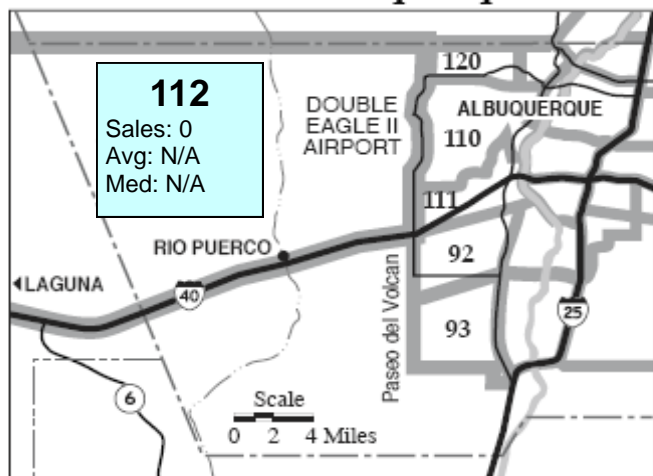
72
Sales: 1
Avg: \$269,692
Med: \$269,692

93
Sales: 4
Avg: \$126,750
Med: \$128,500

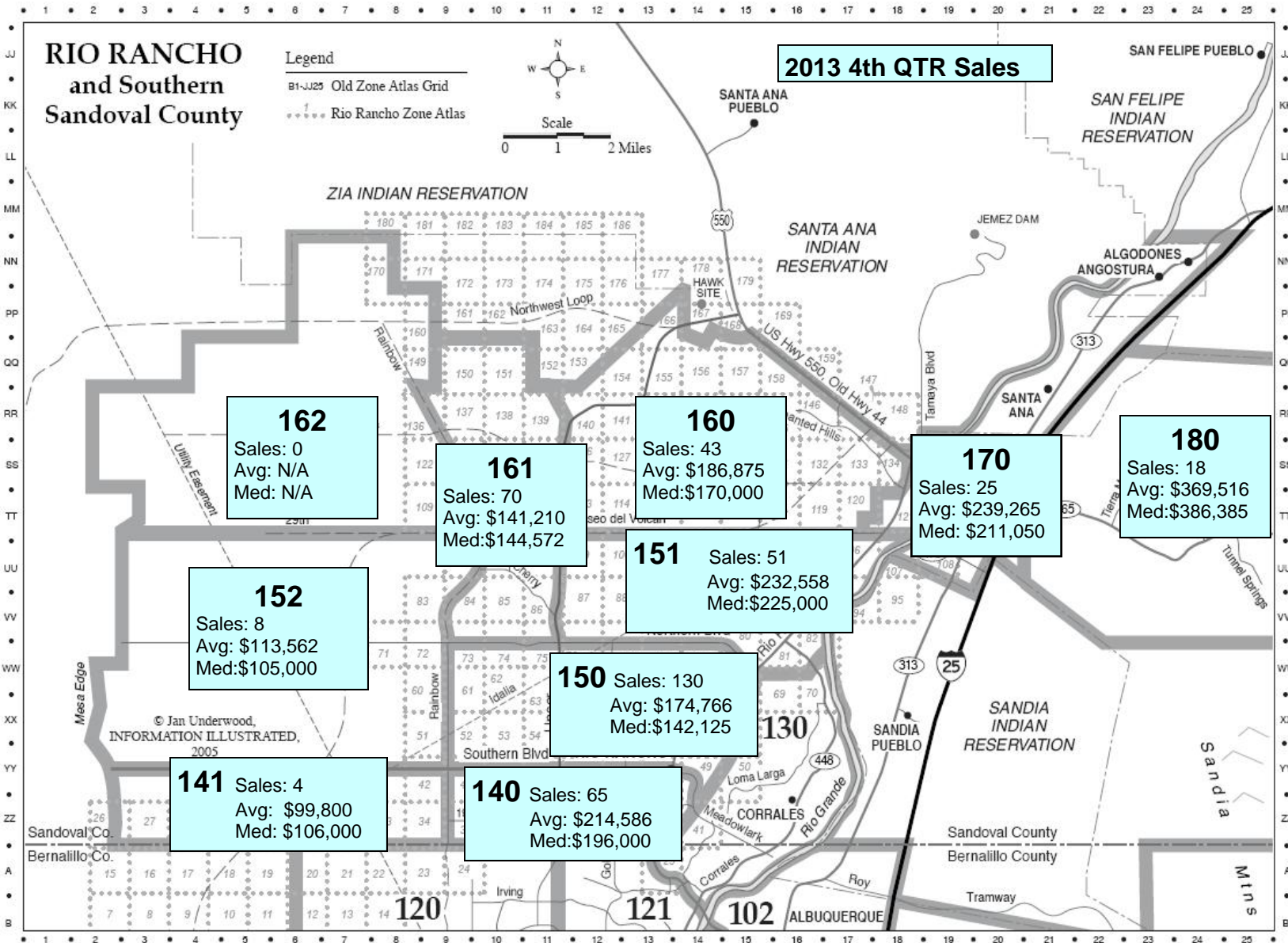
91
Sales: 18
Avg: \$187,915
Med: \$169,250

112
Sales: 0
Avg: N/A
Med: N/A

Scale
0 1 2 Miles

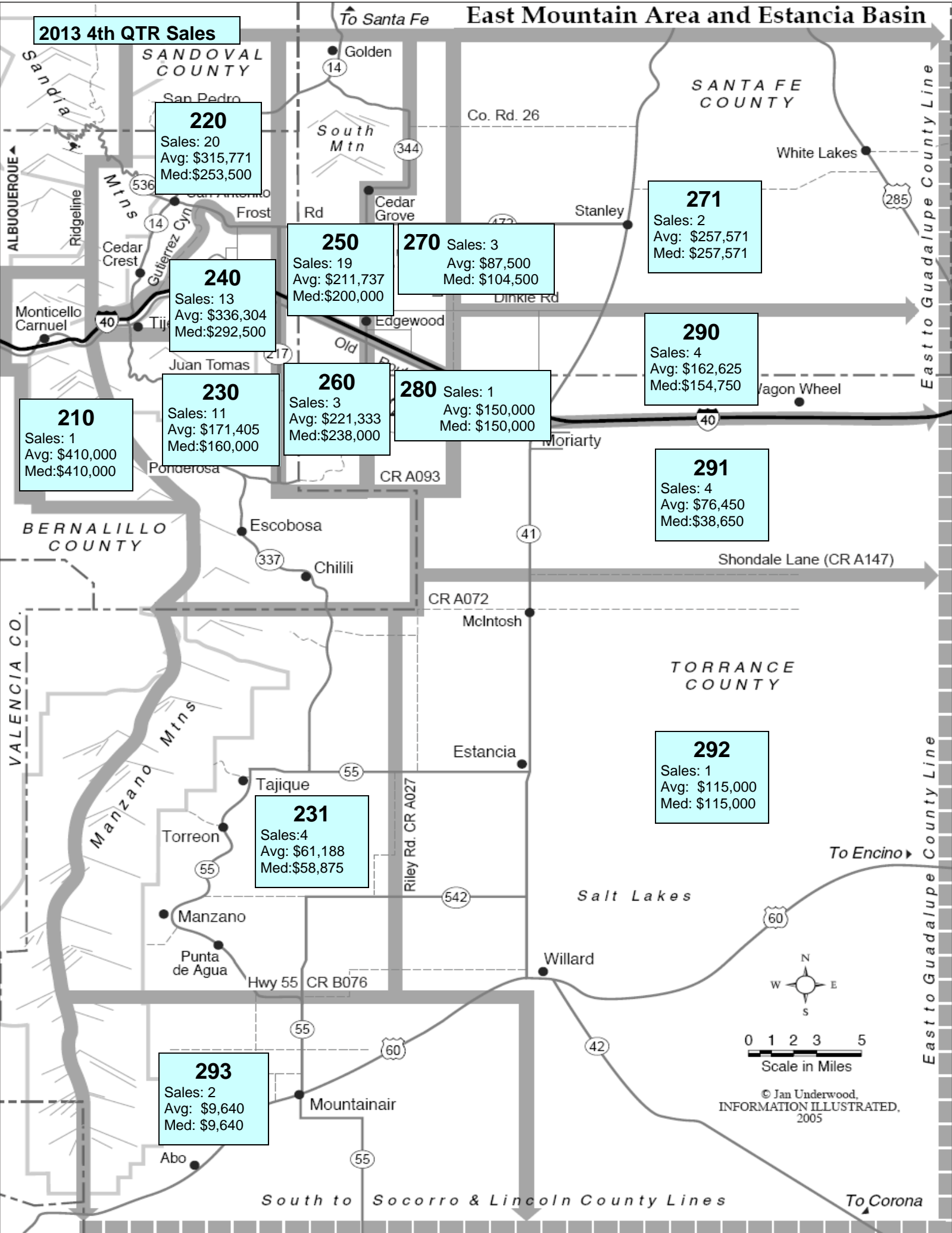


ISLETA INDIAN RESERVATION



East Mountain Area and Estancia Basin

2013 4th QTR Sales



0 1 2 3 5
Scale in Miles

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2013 4th QTR Sales

VALENCIA COUNTY

ISLETA INDIAN RESERVATION

ISLETA INDIAN RESERVATION

700
Sales: 34
Avg: \$168,789
Med: \$156,000

710
Sales: 14
Avg: \$204,141
Med: \$214,150

701
Sales: 16
Avg: \$154,662
Med: \$159,119

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

711
Sales: 10
Avg: \$197,090
Med: \$174,000

720
Sales: 2
Avg: \$74,950
Med: \$74,950

740
Sales: 5
Avg: \$230,480
Med: \$239,000

721
Sales: 21
Avg: \$89,596
Med: \$94,500

730
Sales: 3
Avg: \$62,167
Med: \$60,000

750
Sales: 1
Avg: \$50,120
Med: \$50,120

741
Sales: 26
Avg: \$98,507
Med: \$58,550

760
Sales: 14
Avg: \$143,557
Med: \$117,394

742
Sales: 1
Avg: \$135,000
Med: \$135,000

620
NORTH SOCORRO:
VALENCIA COUNTY LINE
SOUTH TO RIO SALADO

621
SOUTH SOCORRO:
RIO SALADO SOUTH

