



January 2009 Monthly Sales Report

Highlights

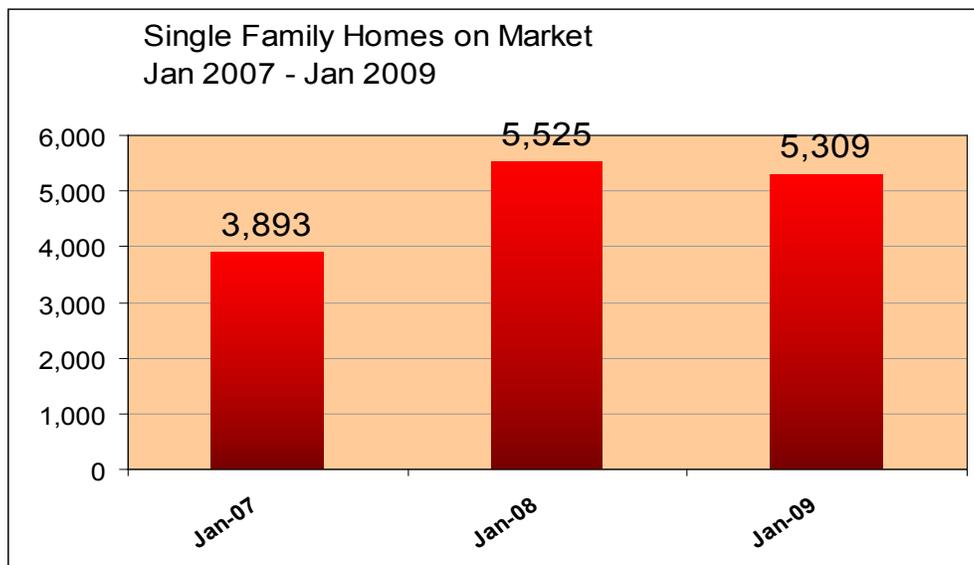
- Pending Sales for single family homes are up 19.7% from last month.
- New listings for single family homes are up 61.7% from last month.
- Average Sale Price for single family homes is down 1.7% from last month.
- Condos/Townhome inventory increased 11.8% from January 2008.
- Median Sales Price increased 2.9% for Rio Rancho home sales compared to January 2008.

Contact: Don Padilla, Chairman of the Board, 505-275-3615, dpadilla@gaar.com

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Market Inventory

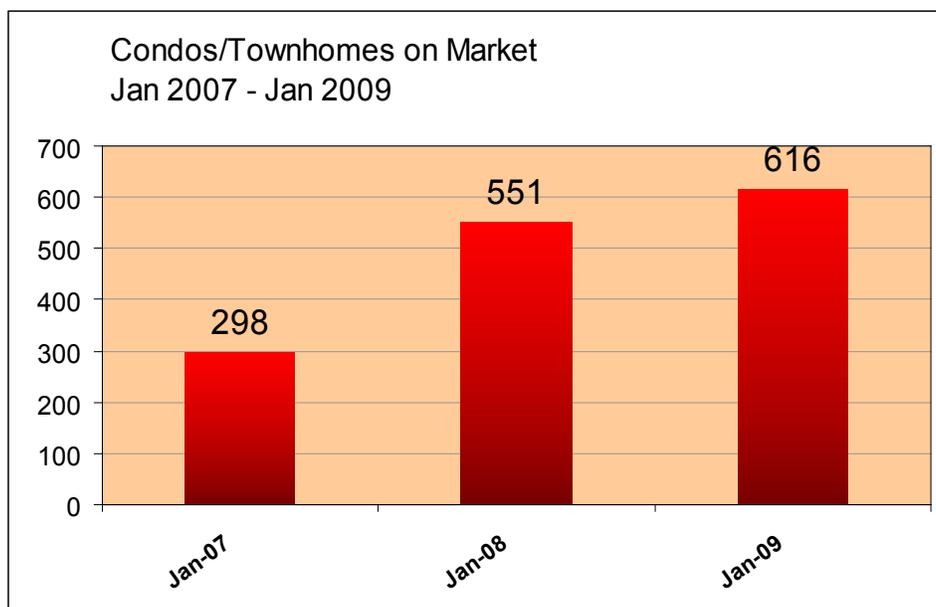


Total Active Listings

Class R1 & R2

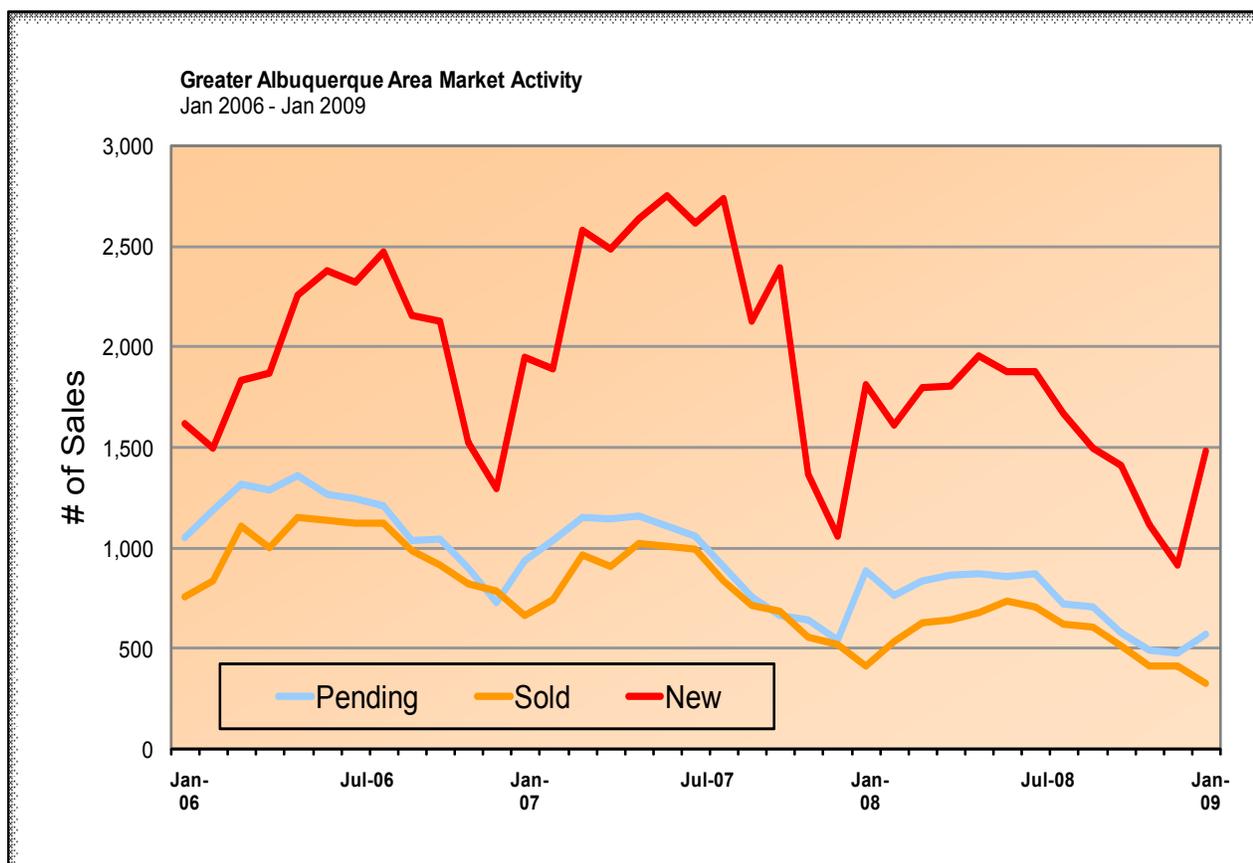
As of February 5, 2009

Class R1 Active as of February 5, 2009:	5,309
Class R2 Active as of February 5, 2009:	616
TOTAL:	5,925



SOURCE: Greater Albuquerque Association of REALTORS®
Southwest MLS Sales Data deemed reliable but not guaranteed.

New Listings



New Listings detached					
Month	2005	2006	2007	2008	2009
Jan	926	1,622	1,952	1,817	1,483
Feb	727	1,501	1,897	1,615	
Mar	1,397	1,837	2,581	1,800	
Apr	1,661	1,869	2,491	1,805	
May	1,242	2,259	2,639	1,956	
Jun	1,918	2,381	2,755	1,878	
Jul	1,873	2,324	2,615	1,882	
Aug	1,845	2,473	2,742	1,668	
Sep	1,590	2,157	2,127	1,502	
Oct	1,790	2,133	2,393	1,411	
Nov	1,335	1,528	1,372	1,121	
Dec	1,049	1,297	1,064	917	

New Listings this Month

1,483

Compared to Last Month

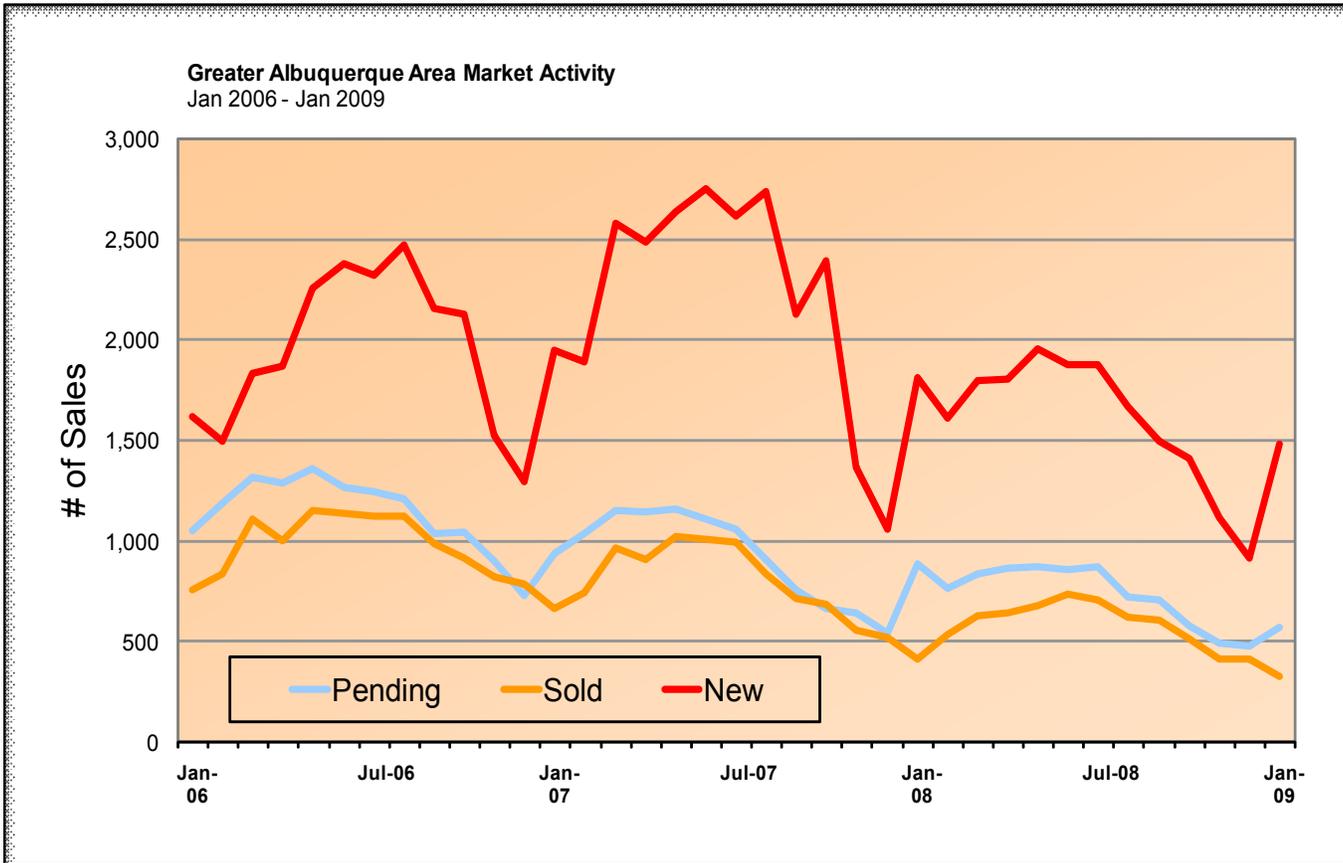
↑ 61.7%

Compared to January 2008

↓ 18.4%

SOURCE: Greater Albuquerque Association of REALTORS®
Southwest MLS Sales Data deemed reliable but not guaranteed.

Pending Sales



Pending Sales detached

Month	2005	2006	2007	2008	2009
Jan	942	1,051	935	884	571
Feb	1,037	1,187	1,034	768	
Mar	1,064	1,316	1,155	836	
Apr	1,370	1,289	1,148	862	
May	1,297	1,361	1,157	869	
Jun	1,414	1,264	1,108	857	
Jul	1,448	1,249	1,058	871	
Aug	1,419	1,211	911	723	
Sep	1,227	1,037	758	706	
Oct	1,229	1,042	665	575	
Nov	1,031	900	645	493	
Dec	787	729	543	477	

Pending Sales this Month

571

Compared to Last Month

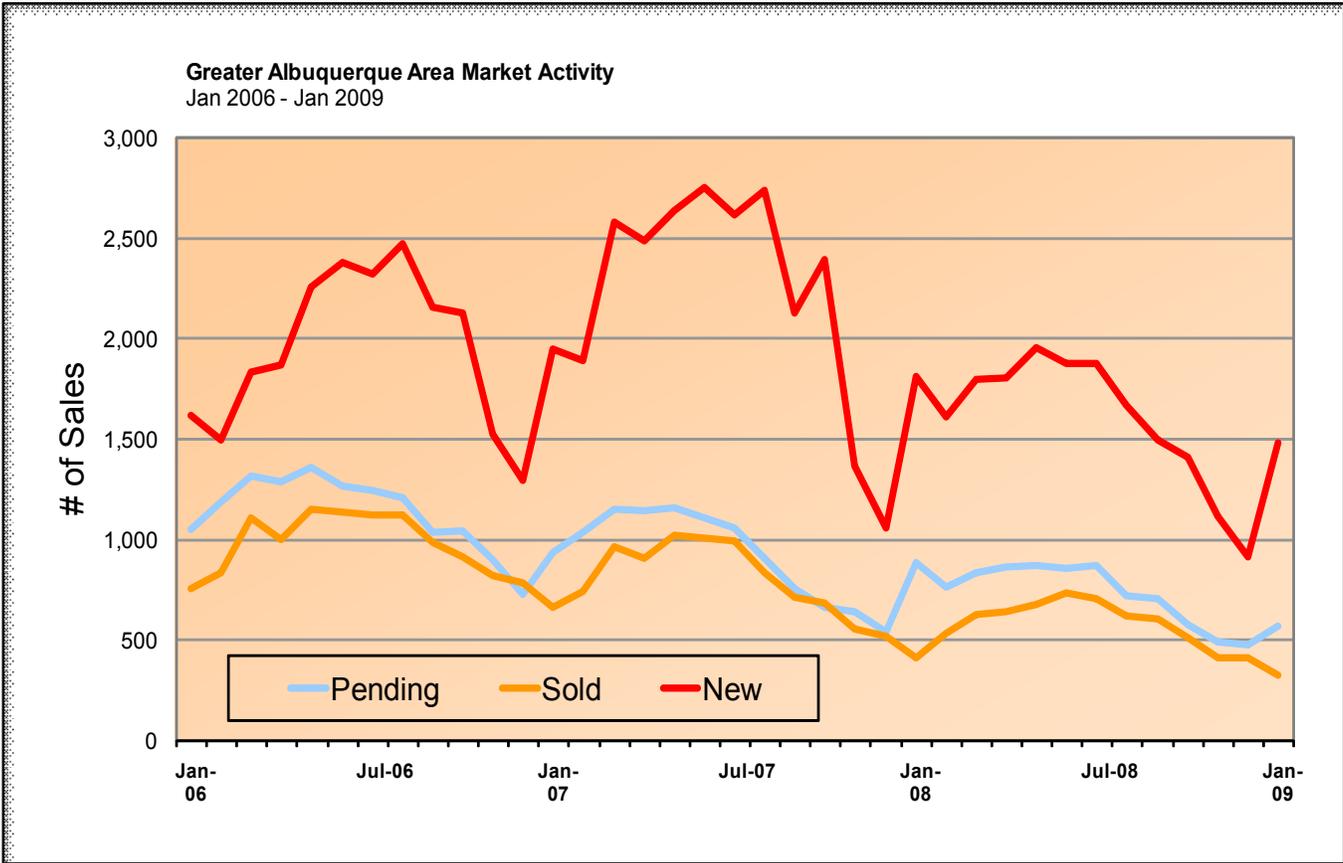
↑ 19.7%

Compared to January 2008

↓ 35.4%

SOURCE: Greater Albuquerque Association of REALTORS®
 Southwest MLS Sales Data deemed reliable but not guaranteed.

Closed Sales



Closed Sales detached

Month	2005	2006	2007	2008	2009
Jan	627	754	662	408	324
Feb	725	836	741	532	
Mar	835	1,111	964	624	
Apr	937	1,002	910	641	
May	1,174	1,152	1,020	674	
Jun	1,159	1,140	1,011	738	
Jul	1,231	1,123	992	704	
Aug	1,267	1,126	833	619	
Sep	1,187	990	716	604	
Oct	1,055	917	687	511	
Nov	1,021	824	556	411	
Dec	924	787	516	412	

Closed Sales this Month
324

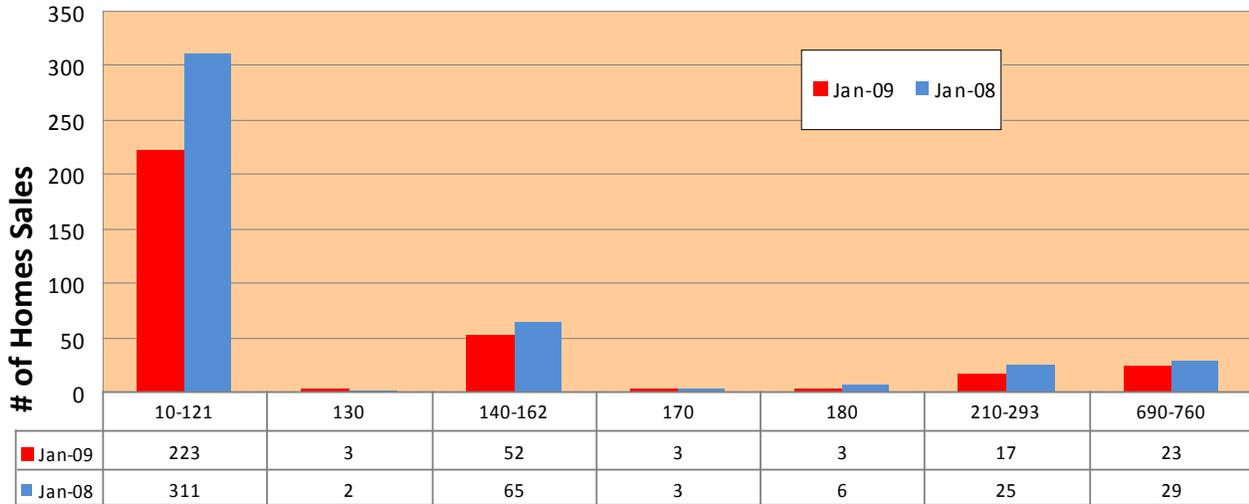
Compared to Last Month
↓ 21.4%

Compared to January 2008
↓ 20.6%

SOURCE: Greater Albuquerque Association of REALTORS®
Southwest MLS Sales Data deemed reliable but not guaranteed.

Closed Sales by Market Area

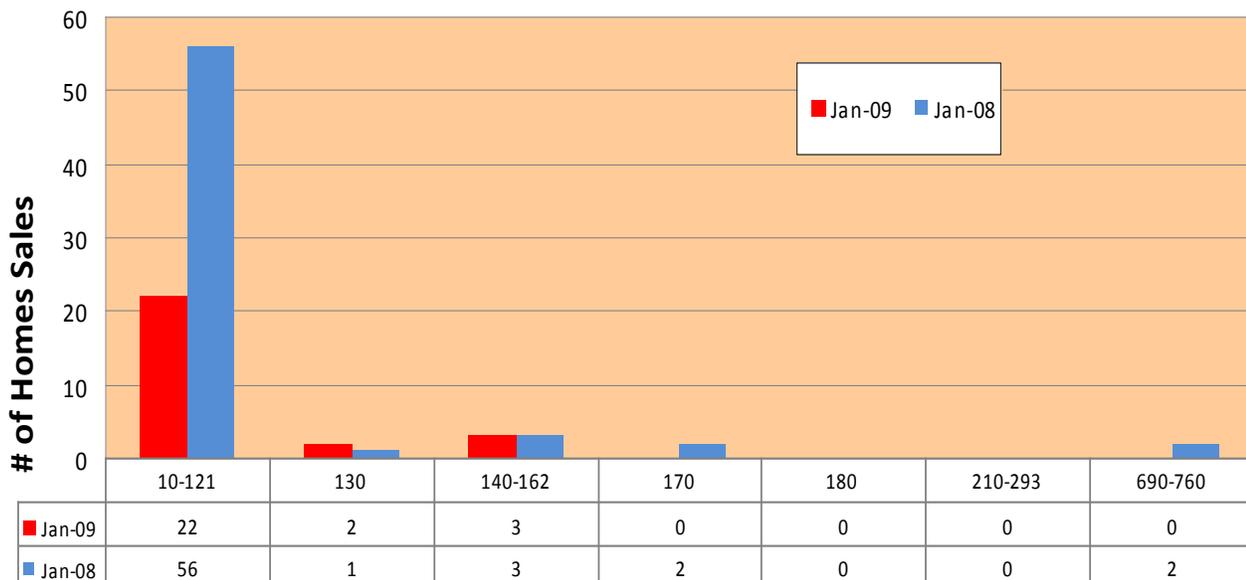
January 2008 & 2009 Detached Sales



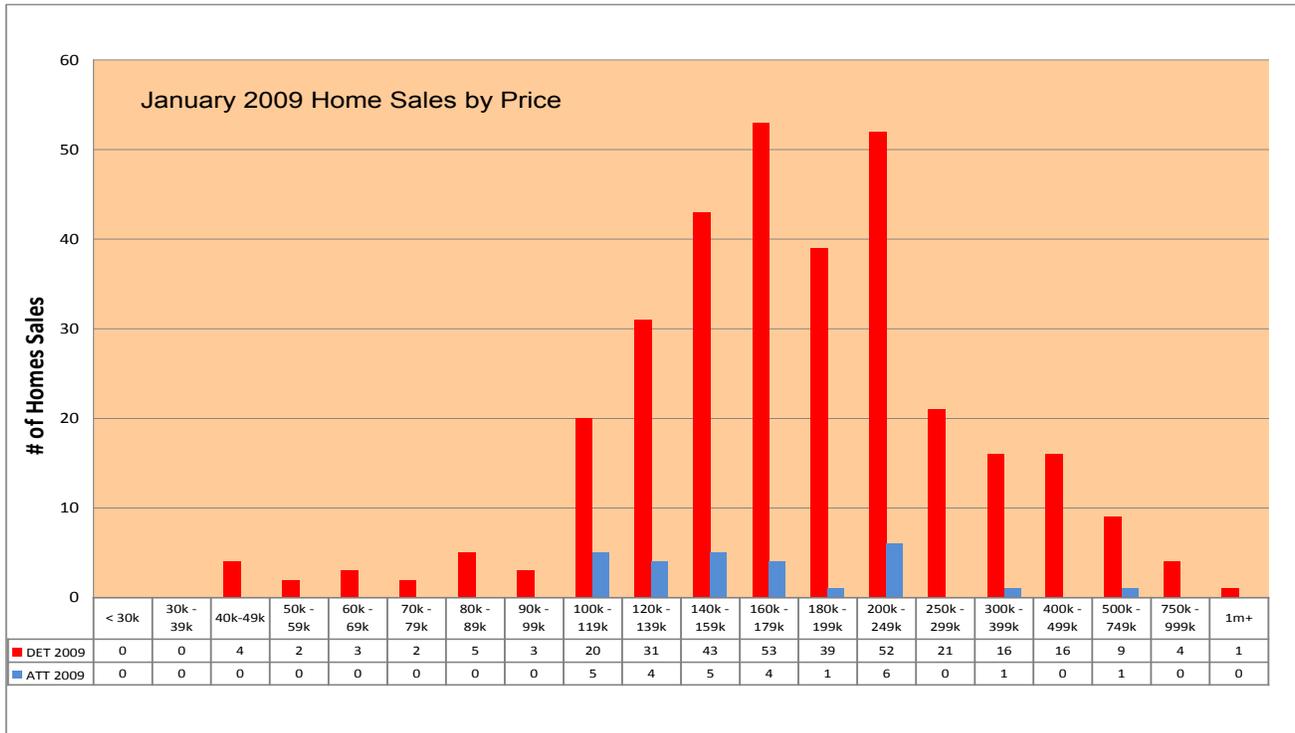
SWMLS Market Areas

10-121	City of Albuquerque	130	Corrales
140-162	Rio Rancho	170	Bernalillo
180	Placitas	210-293	East Mountains
690-760	Los Lunas, Belen, Bosque Farms		

January 2008 & 2009 Attached Sales



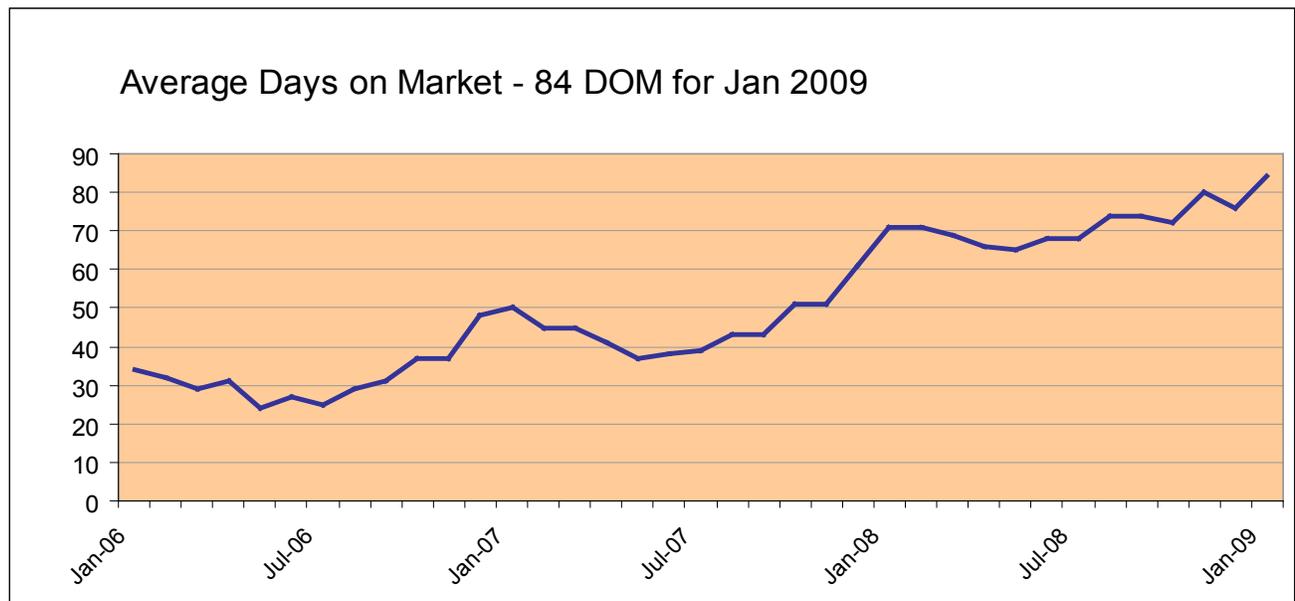
Closed Sales by Price



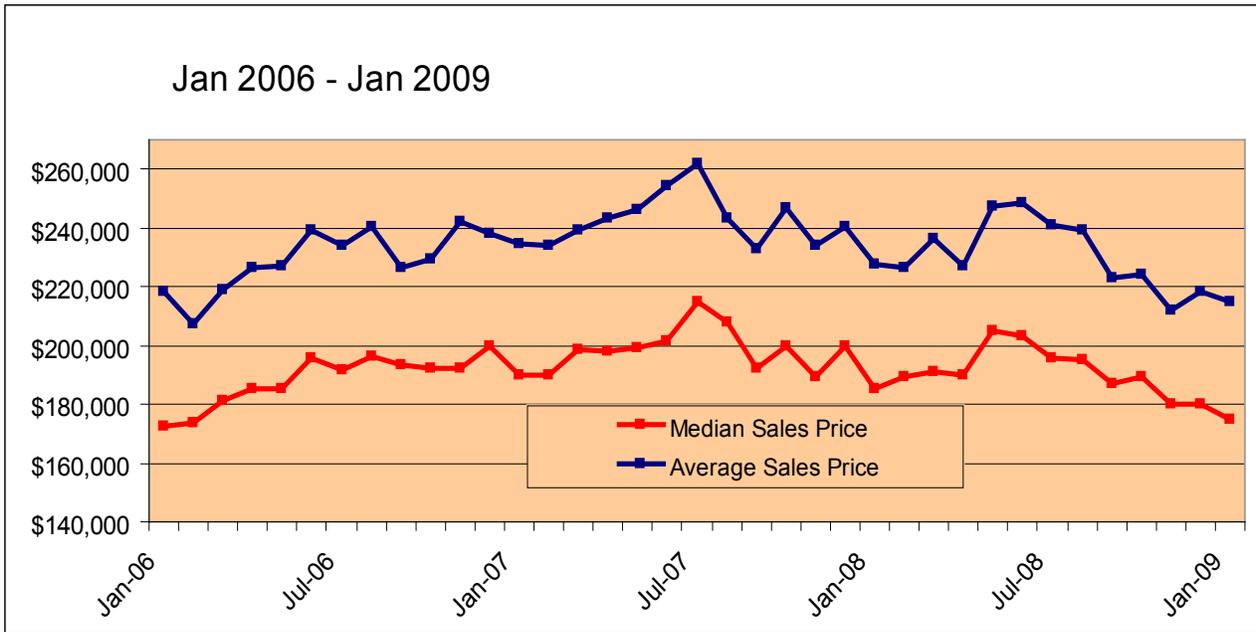
Top Selling Price Range for Detached Homes
\$160,000-179,000

Top Selling Price Range for Attached Homes
\$200,000-249,000

Days on Market



Home Sales Prices



Median Sales Price for Single Family Homes

\$175,000

Average Sales Price for Single Family Homes

\$214,872

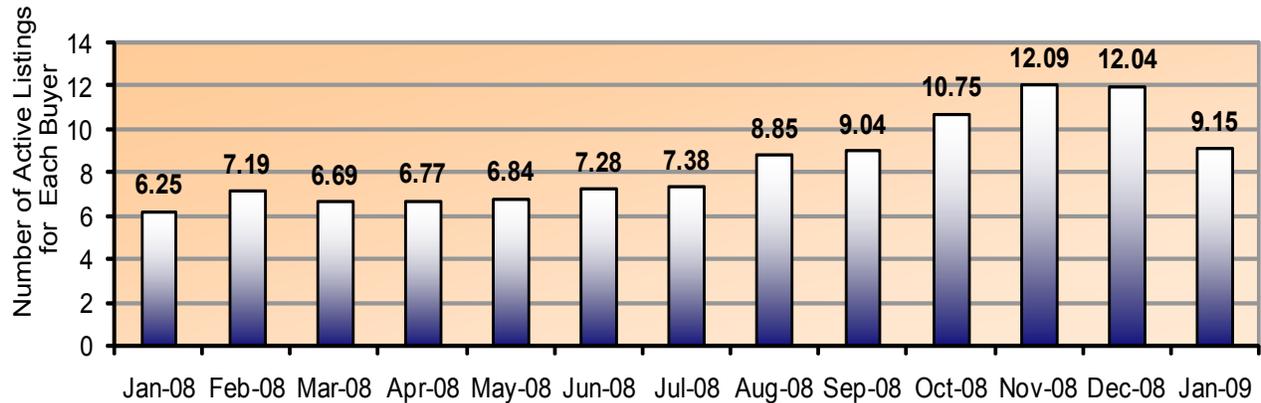
Median Sales Price detached

Month	2005	2006	2007	2008	2009
Jan	\$149,900	\$172,250	\$190,000	\$185,000	\$175,000
Feb	\$149,000	\$173,750	\$189,800	\$189,250	
Mar	\$155,000	\$181,000	\$198,500	\$191,250	
Apr	\$155,000	\$185,000	\$198,012	\$189,900	
May	\$165,000	\$185,000	\$199,000	\$205,000	
Jun	\$165,000	\$195,575	\$201,500	\$203,500	
Jul	\$174,000	\$191,900	\$214,900	\$196,000	
Aug	\$171,000	\$196,500	\$208,000	\$195,000	
Sep	\$171,000	\$193,250	\$192,500	\$186,750	
Oct	\$178,200	\$192,000	\$200,000	\$189,417	
Nov	\$178,900	\$192,000	\$189,450	\$180,000	
Dec	\$175,000	\$199,500	\$200,000	\$179,900	

SOURCE: Greater Albuquerque Association of REALTORS®
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Supply-Demand

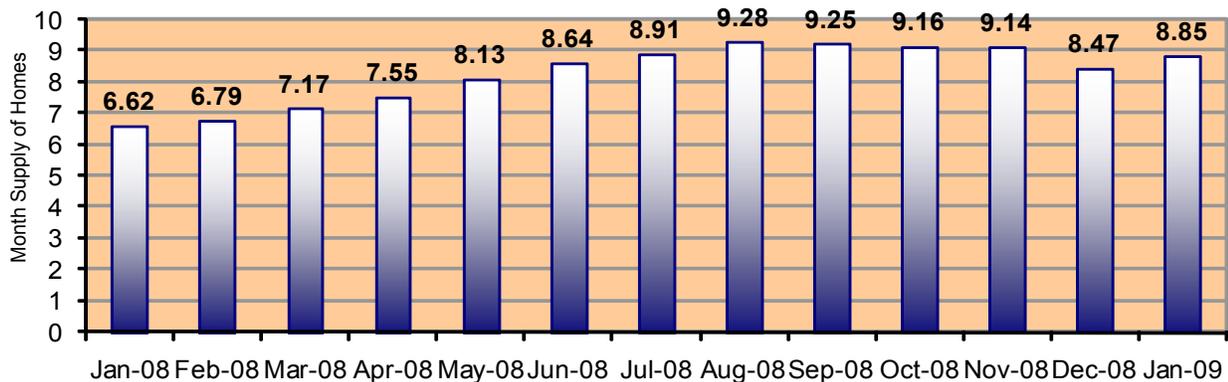
Jan 2008 - Jan 2009



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.

Absorption Rate

Jan 2008 - Jan 2009



The Absorption Rate measures how long it will take to exhaust or sell our current supply of housing inventory. A six month supply is traditionally considered an average market.

Market Overview

		(DET) 2009	(DET) 2008	Percent Change	(ATT) 2009	(ATT) 2008	Percent Change	(DET+ATT) 2009 Year-to- Date	(DET+ATT) 2008 Year-to- Date	Percent Change
New Listings	Jan	1,483	1,817	-18.38%	175	216	-18.98%	1,658	2,033	-18.45%
	Feb									
	Mar									
Pending Sales	Jan	571	884	-35.41%	55	108	-49.07%	626	992	-36.90%
	Feb									
	Mar									
Closed Sales	Jan	324	408	-20.59%	27	64	-57.81%	351	472	-25.64%
	Feb									
	Mar									
Dollar Volume of Closed Sales (in millions)	Jan	\$69.6	\$92.9	-25.08%	\$4.9	\$10.6	-53.77%	\$74.5	\$103.5	-28.02%
	Feb									
	Mar									
Median Sales Price	Jan	\$175,000	\$185,000	-5.41%	\$158,500	\$152,500	3.93%
	Feb									
	Mar									
Average Sales Price	Jan	\$214,872	\$227,898	-5.72%	\$180,159	\$165,124	9.11%
	Feb									
	Mar									
Total Active Listings Available	Jan	5,309	5,525	-3.91%	616	551	11.80%
	Feb									
	Mar									
Average Days on Market	Jan	84	71	18.31%	100	65	53.85%
	Feb									
	Mar									

SOURCE: Greater Albuquerque Association of REALTORS®
Southwest MLS Sales Data deemed reliable but not guaranteed.

Market Comparison

ABQ AREA		(DET) 2009	(DET) 2008	Percent Change
New Listings	Jan	975	1,161	-16.02%
	Feb			
	Mar			
Pending Sales	Jan	392	510	-23.14%
	Feb			
	Mar			
Closed Sales	Jan	223	311	-28.30%
	Feb			
	Mar			
Median Sales Price	Jan	\$174,500	\$189,000	-7.67%
	Feb			
	Mar			
Average Sales Price	Jan	\$216,893	\$228,271	-4.98%
	Feb			
	Mar			
Total Active	Jan	3,179	N/A	--
	Feb			
	Mar			
Average Days on Market	Jan	78	66	--
	Feb			
	Mar			

RIO RANCHO		(DET) 2009	(DET) 2008	Percent Change
New Listings	Jan	262	364	-28.02%
	Feb			
	Mar			
Pending Sales	Jan	92	132	-30.30%
	Feb			
	Mar			
Closed Sales	Jan	52	65	-20.00%
	Feb			
	Mar			
Median Sales Price	Jan	\$180,000	\$175,000	2.86%
	Feb			
	Mar			
Average Sales Price	Jan	\$206,413	\$205,569	0.41%
	Feb			
	Mar			
Total Active	Jan	958	N/A	--
	Feb			
	Mar			
Average Days on Market	Jan	95	67	--
	Feb			
	Mar			

