

Greater Albuquerque Area Housing Trends - 2007 vs. 2008

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

Month	Average \$, 2007	Average \$, 2008	Median \$, 2007	Median \$, 2008	Interest Rate '07	Interest Rate '08	Sales 2007	Sales 2008	Pending 2007	Pending 2008	New 2007	New 2008
JANUARY												
Class R1	\$234,807	\$227,898	\$190,000	\$185,000	6.33%	6.25%	662	408	935	884	1,952	1,817
Class R2	\$148,732	\$165,124	\$138,450	\$152,500			<u>82</u>	<u>64</u>	<u>119</u>	<u>108</u>	<u>192</u>	<u>216</u>
							744	472	1054	992	2,144	2,033
FEBRUARY												
Class R1	\$234,176	\$226,342	\$189,800	\$189,250	6.37%	6.42%	741	532	1034	768	1,897	1,615
Class R2	\$162,435	\$159,000	\$153,000	\$157,750			<u>79</u>	<u>60</u>	<u>112</u>	<u>75</u>	<u>168</u>	<u>158</u>
							820	592	1146	843	2,065	1,773
MARCH												
Class R1	\$239,311	\$236,394	\$198,500	\$191,250	6.27%	6.62%	964	624	1155	836	2,581	1,800
Class R2	\$160,433	\$160,804	\$153,000	\$148,250			<u>119</u>	<u>68</u>	<u>113</u>	<u>88</u>	<u>227</u>	<u>191</u>
							1083	692	1268	924	2,808	1,991
APRIL												
Class R1	\$243,023	\$227,281	\$198,012	\$189,000	6.35%	6.54%	910	641	1148	862	2,491	1,805
Class R2	\$162,499	\$160,248	\$145,750	\$152,000			<u>78</u>	<u>67</u>	<u>99</u>	<u>98</u>	<u>223</u>	<u>188</u>
							988	708	1247	960	2,714	1,993
MAY												
Class R1	\$246,062	\$247,295	\$199,000	\$205,000	6.39%	6.56%	1020	674	1157	869	2,639	1,956
Class R2	\$158,143	\$180,035	\$145,000	\$163,500			<u>109</u>	<u>72</u>	<u>148</u>	<u>92</u>	<u>200</u>	<u>206</u>
							1129	746	1305	961	2,839	2,162
JUNE												
Class R1	\$254,298	\$248,375	\$201,500	\$203,500	6.73%	6.88%	1011	738	1108	857	2,755	1,878
Class R2	\$172,009	\$164,510	\$162,000	\$157,000			<u>103</u>	<u>85</u>	<u>137</u>	<u>89</u>	<u>260</u>	<u>168</u>
							1114	823	1245	946	3,015	2,046
JULY												
Class R1	\$261,699	\$240,986	\$214,900	\$196,000	6.85%	6.94%	992	704	1058	871	2,615	1,882
Class R2	\$164,501	\$165,437	\$147,000	\$150,000			<u>124</u>	<u>69</u>	<u>129</u>	<u>106</u>	<u>227</u>	<u>200</u>
							1116	773	1187	977	2,842	2,082
AUGUST												
Class R1	\$243,411	\$238,018	\$208,000	\$195,000	6.96%	7.00%	833	619	911	723	2,742	1,668
Class R2	\$161,765	\$150,457	\$149,900	\$239,018			<u>101</u>	<u>64</u>	<u>96</u>	<u>86</u>	<u>281</u>	<u>157</u>
							934	683	1007	809	3,023	1,825
SEPTEMBER												
Class R1	\$232,735	\$222,947	\$192,500	\$186,750	6.83%	6.65%	716	604	758	706		1,502
Class R2	\$166,295	\$151,205	\$155,000	\$135,000			<u>82</u>	<u>62</u>	<u>78</u>	<u>75</u>	<u>261</u>	<u>145</u>
							798	666	836	781	261	1,647
OCTOBER												
Class R1	\$246,522	\$224,720	\$200,000	\$189,417	6.72%	6.85%	687	511	665	575	2,393	1,411
Class R2	\$151,811	\$168,432	\$149,000	\$160,000			<u>71</u>	<u>59</u>	<u>82</u>	<u>60</u>	<u>215</u>	<u>160</u>
							758	570	747	635	2,608	1,571
NOVEMBER												
Class R1	\$233,956	\$212,088	\$189,450	\$180,000	6.56%	6.69%	556	411	645	493	1,372	1,121
Class R2	\$159,962	\$160,497	\$142,000	\$149,200			<u>64</u>	<u>44</u>	<u>73</u>	<u>56</u>	<u>127</u>	<u>103</u>
							620	455	718	549	1,499	1,224
DECEMBER												
Class R1	\$240,602	\$179,900	\$200,000	\$179,900	6.61%	6.01%	516	412	543	477	1,064	917
Class R2	\$171,535	\$164,000	\$145,000	\$164,000			<u>51</u>	<u>52</u>	<u>45</u>	<u>42</u>	<u>97</u>	<u>133</u>
							567	464	588	519	1,161	1,050

Total Sales for Year 2007: 10,961*

Total Sales for Year 2008: * 8144

Class R1 Active Listings as of 01/10/2008: 5,523
 Class R2 Active Listings as of 01/10/2008: 543
Class R1 & R2 Actives as of 01/10/2008: 6,066

Class R1 Active Listings as of 01/09/2009: 5,250
 Class R2 Active Listings as of 01/09/2009: 611
Class R1 & R2 Actives as of 01/09/2009: 5,861

* This is the Year-To-Date (YTD) total.

Sold & Closed Existing Single-Family Homes

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

	<u>1996</u>	<u>1997</u>	<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>
January	413	357	335	399	376	420	536	598	533	712	840	744	472
February	479	384	448	488	431	482	566	627	674	808	949	820	592
March	571	455	643	632	680	674	653	799	833	919	1226	1083	692
April	492	526	580	568	545	723	726	848	921	1029	1105	988	708
May	410	646	658	663	634	837	791	938	1029	1300	1301	1129	746
June	628	589	701	685	677	714	859	982	1157	1295	1248	1114	823
July	669	692	729	717	664	864	878	1110	1131	1339	1239	1116	773
August	684	615	644	729	701	791	906	1054	1146	1388	1250	934	683
September	538	596	621	619	575	662	747	986	1022	1319	1090	798	666
October	566	599	616	552	582	671	798	864	1001	1169	1032	758	570
November	486	488	520	517	521	594	727	679	900	1130	935	620	455
December	498	483	559	508	354	557	684	731	916	1040	877	567	464
TOTALS	6,434	6,430	7,054	7,077	6,740	7,989	8,871	10,216	11,263	13,448	13,092	10,671	7,644

Total Sales 2007 vs 2008: 2,817 Less Sales - 25.07%

Total Sales for 2007: 10,961*

Total Sales for 2008: 8144*

* This is the Year-To-Date (YTD) total.

Class R1 & R2 Listing Inventory for Greater Albuquerque Area

The following is a monthly breakout of listing inventory back to 2000. Figures are the total number of Class R1 and Class R2 Existing Single-Family listings active in MLS on the 10th day of the month following the month shown.

	<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>
January	4,288	4,156	3,996	3,440	2,839	2,267	2,198	4,191	6,076
February	4,378	4,447	3,823	3,569	2,905	2,156	2,302	4,465	6,147
March	4,525	3,764	3,901	3,719	2,859	2,276	2,558	4,881	6,434
April	4,696	4,257	4,211	3,506	2,822	2,099	2,678	5,428	6,555
May	4,870	4,154	4,178	3,538	3,000	2,206	3,180	5,729	6,873
June	5,111	4,492	4,267	3,561	3,094	2,243	3,602	6,106	7,074
July	5,154	4,622	4,280	3,597	3,028	2,377	4,031	6,404	7,082
August	5,240	3,923	4,186	3,535	2,984	2,350	4,407	6,675	7,065
September	5,164	4,118	4,016	3,368	2,837	2,319	4,695	6,718	6,856
October	5,020	4,037	3,837	3,393	2,668	2,298	4,618	6,708	6,617
November	4,790	3,848	3,697	2,845	2,572	2,263	4,363	6,534	6,349
December	4,518	3,868	3,638	2,993	2,448	2,211	4,098	6,066	5,821

Jan-Dec 2007 vs. Jan-Dec 2008 Housing Activity Report

Class R1 - Existing Single-Family Detached by Area

		Total Sales 2007	Average 2007 Sale Price	Total Sales 2008	Average 2008 Sale Price	Price Change from 2007
10	Sandia Heights	71	\$492,808	42	\$451,618	-8.36%
20	North Albuquerque Acres	119	\$651,313	92	\$648,729	-0.40%
21	Albuquerque Acres West	222	\$388,175	175	\$357,793	-7.83%
30	Far NE Heights	515	\$323,939	373	\$310,850	-4.04%
31	Foothills North	121	\$569,952	75	\$508,822	-10.73%
32	Academy West	156	\$249,488	129	\$235,210	-5.72%
40	UNM	221	\$318,812	186	\$282,346	-11.44%
41	Uptown	313	\$191,628	244	\$179,187	-6.49%
42	UNM South	198	\$257,313	144	\$237,063	-7.87%
50	NE Heights	721	\$185,143	600	\$180,811	-2.34%
51	Foothills South	166	\$318,191	128	\$287,067	-9.78%
60	Four Hills	76	\$359,669	55	\$318,263	-11.51%
70	Fairgrounds	116	\$172,937	105	\$171,263	-0.97%
71	Southeast Heights	162	\$189,249	118	\$195,994	3.56%
80	Downtown	171	\$210,884	113	\$221,126	4.86%
90	Near South Valley	215	\$137,630	142	\$124,590	-9.47%
91	Valley Farms	100	\$211,577	57	\$179,477	-15.17%
92	Southwest Heights	831	\$146,557	590	\$140,211	-4.33%
93	Pajarito	17	\$148,332	10	\$177,630	19.75%
100	North Valley	187	\$381,215	127	\$381,796	0.15%
101	Near North Valley	204	\$276,272	133	\$270,158	-2.21%
102	Far North Valley	32	\$404,765	22	\$380,361	-6.03%
103	West River Valley	29	\$435,990	20	\$458,725	5.21%
110	Northwest Heights	511	\$242,406	355	\$236,691	-2.36%
111	Ladera Heights	494	\$183,759	336	\$171,278	-6.79%

112	Canoncito	0	\$0	2	\$119,000	N/A
120	Paradise West	602	\$211,040	511	\$194,704	-7.74%
121	Paradise East	406	\$243,433	323	\$232,725	-4.40%
130	Corrales	83	\$509,642	69	\$546,388	7.21%
140	Rio Rancho South	197	\$245,565	198	\$239,760	-2.36%
141	Rio Rancho Southwest	14	\$165,661	4	\$194,225	17.24%
150	Rio Rancho Mid	535	\$190,268	404	\$186,832	-1.81%
151	Rio Rancho Mid-North	189	\$273,019	135	\$249,728	-8.53%
152	Rio Rancho Mid-West	40	\$132,708	25	\$124,634	-6.08%
160	Rio Rancho North	249	\$241,518	157	\$212,054	-12.20%
161	Rio Rancho Central	348	\$176,728	219	\$163,017	-7.76%
162	Rio Rancho Northwest	1	\$150,000	2	\$147,500	-1.67%
170	Bernalillo/Algodones	60	\$286,175	45	\$295,392	3.22%
180	Placitas	92	\$510,843	78	\$477,840	-6.46%
210-293	East Mountain Area	449	\$266,692	342	\$267,479	0.30%
690-760	Valencia County	633	\$184,671	424	\$176,630	-4.35%

YEAR-END AVERAGE RESIDENTIAL HOME SALES PRICE

Class R1 - Single Family Detached, Greater Albuquerque Area

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	\$228,663	+\$24,161	+11.81%
2007	\$243,089	+\$14,426	+6.31%
2008	\$232,626	-\$10,463	-4.30%

2007 vs. 2008 RECAP for Greater Albuquerque Area

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

Class R1	2007	2008	Change '07 vs. '08	% of Change
Average Price:	\$243,089	\$232,626	-\$10,463	-4.30%
Median Price:	\$198,500	\$191,500	-\$7,000	-3.53%
Total Sold & Closed:	9,866	7,309	-2,557	-25.92%
Total Dollar Volume:	\$2,398,316,501	\$1,700,264,310	-\$698,052,191	-29.11%

Class R2	2007	2008	Change '07 vs. '08	% of Change
Average Price:	\$161,290	\$162,783	\$1,493	0.93%
Median Price:	\$149,000	\$154,000	\$5,000	3.36%
Total Sold & Closed:	1,095	835	-260	-23.74%
Total Dollar Volume:	\$176,612,435	\$135,923,619	-\$40,688,816	-23.04%

Class R1 & R2	2007	2008	Change '07 vs. '08	% of Change
Average Price:	\$234,917	\$225,465	-\$9,452	-4.02%
Median Price:	\$192,500	\$187,000	-\$5,500	-2.86%
Total Sold & Closed:	10,961	8,144	-2,817	-25.70%
Total Dollar Volume:	\$2,574,928,936	\$1,836,187,929	-\$738,741,007	-28.69%

Statistics compiled for Home Sales Report pulled 01/10/08 and 01/16/09.
 Actual Year-To-Date Sales Data for 2007 & 2008 for Class R1 & R2.

Figures differ from our monthly Housing Trends Reports - 2007 vs. 2008 due to the fact that trends report figures are pulled on the 10th of each month, and additional sales are entered into MLS after the monthly report has been pulled and released.

2008 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 & R2</u>
Average Price: \$230,969	Average Price: \$162,825	Average Price: \$224,088
Median Price: \$190,000	Median Price: \$154,000	Median Price: \$185,200
Total Sold & Closed: 7,488	Total Sold & Closed: 841	Total Sold & Closed: 8,329
Total Dollar Volume: \$1,729,495,459	Total Dollar Volume: \$136,936,009	Total Dollar Volume: \$1,866,431,468

Areas 10-293, 690-760 (Greater Albuquerque Market Area)

<u>Class R1</u>	<u>Class R2</u>	<u>Class R1 & R2</u>
Average Price: \$232,626	Average Price: \$162,783	Average Price: \$225,465
Median Price: \$191,500	Median Price: \$154,000	Median Price: \$187,000
Total Sold & Closed: 7,309	Total Sold & Closed: 835	Total Sold & Closed: 8,144
Total Dollar Volume: \$1,700,264,310	Total Dollar Volume: \$135,923,619	Total Dollar Volume: \$1,836,187,929

Areas 10-121 (City of Albuquerque)

<u>Class R1</u>	<u>Class R2</u>	<u>Class R1 & R2</u>
Average Price: \$233,490	Average Price: \$167,204	Average Price: \$225,252
Median Price: \$194,936	Median Price: \$157,500	Median Price: \$188,500
Total Sold & Closed: 5,207	Total Sold & Closed: 739	Total Sold & Closed: 5,946
Total Dollar Volume: \$1,215,783,996	Total Dollar Volume: \$123,563,872	Total Dollar Volume: \$1,339,347,868

Areas 140-162 (Rio Rancho)

<u>Class R1</u>	<u>Class R2</u>	<u>Class R1 & R2</u>
Average Price: \$200,915	Average Price: \$129,168	Average Price: \$197,453
Median Price: \$175,950	Median Price: \$122,450	Median Price: \$175,000
Total Sold & Closed: 1,144	Total Sold & Closed: 58	Total Sold & Closed: 1,202
Total Dollar Volume: \$229,846,745	Total Dollar Volume: \$7,491,747	Total Dollar Volume: \$237,338,492

Areas 210-293 (East Mountain)

<u>Class R1</u>	<u>Class R2</u>	<u>Class R1 & R2</u>
Average Price: \$267,479	Average Price: \$0	Average Price: \$267,479
Median Price: \$233,250	Median Price: \$0	Median Price: \$233,250
Total Sold & Closed: 342	Total Sold & Closed: 0	Total Sold & Closed: 342
Total Dollar Volume: \$91,477,718	Total Dollar Volume: \$0	Total Dollar Volume: \$91,477,718

Areas 690-760 (Bosque Farms, Los Lunas, Valencia County)

<u>Class R1</u>	<u>Class R2</u>	<u>Class R1 & R2</u>
Average Price: \$176,630	Average Price: \$114,572	Average Price: \$172,657
Median Price: \$158,750	Median Price: \$122,500	Median Price: \$152,000
Total Sold & Closed: 424	Total Sold & Closed: 29	Total Sold & Closed: 453
Total Dollar Volume: \$74,890,949	Total Dollar Volume: \$3,322,600	Total Dollar Volume: \$78,213,549

2008 RECAP - Time on Market & Financing Types

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

All MLS Areas			Greater Albuquerque Area		
<u>Time on Market for Sold Units</u>			<u>Time on Market for Sold Units</u>		
<u>Days</u>	<u>Class R1</u>	<u>Class R2</u>	<u>Days</u>	<u>Class R1</u>	<u>Class R2</u>
0 - 30	2,542	281	0 - 30	2480	281
31 - 60	1,577	187	31 - 60	1548	186
61 - 90	1,218	131	61 - 90	1194	131
91 - 120	817	98	91 - 120	799	96
121 +	<u>1,334</u>	<u>144</u>	121 +	<u>1288</u>	<u>141</u>
TOTALS:	7,488	841	TOTALS:	7,309	835

Areas 10-121 (Albuquerque)			Areas 140-162 (Rio Rancho)		
<u>Time on Market for Sold Units</u>			<u>Time on Market for Sold Units</u>		
<u>Days</u>	<u>Class R1</u>	<u>Class R2</u>	<u>Days</u>	<u>Class R1</u>	<u>Class R2</u>
0 - 30	1893	246	0 - 30	348	22
31 - 60	1107	170	31 - 60	255	12
61 - 90	815	116	61 - 90	213	9
91 - 120	564	85	91 - 120	124	5
121 +	<u>828</u>	<u>122</u>	121 +	<u>204</u>	<u>10</u>
TOTALS:	5,207	739	TOTALS:	1,144	58

Areas 210-293 (East Mountain)			Areas 690-760 (Valencia County)		
<u>Time on Market for Sold Units</u>			<u>Time on Market for Sold Units</u>		
<u>Days</u>	<u>Class R1</u>	<u>Class R2</u>	<u>Days</u>	<u>Class R1</u>	<u>Class R2</u>
0 - 30	101	0	0 - 30	99	8
31 - 60	69	0	31 - 60	78	3
61 - 90	68	0	61 - 90	72	5
91 - 120	33	0	91 - 120	51	5
121 +	<u>71</u>	<u>0</u>	121 +	<u>124</u>	<u>8</u>
TOTALS:	342	0	TOTALS:	424	29

All MLS Areas		
<u>Type of Financing for Sold Units</u>		
<u>Financing</u>	<u>Class R1</u>	<u>Class R2</u>
Assumption	0	1
Cash	789	143
Conventional	4,199	445
FHA	1,733	207
Lease Purchase	3	1
Owner Finance	38	3
Lease Option	2	0
REC	228	16
Trade Exchange	7	0
VA	<u>489</u>	<u>25</u>
TOTALS	7,488	841

Total Sales History

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

Greater Albuquerque Area

	Class R1	Class R2	Class R1 & R2
2008 Total Sales	7,309	835	8,144
Average Price	\$232,626	\$162,783	\$225,465
Median Price	\$191,500	\$154,000	\$187,000
2007 Total Sales	9,866	1,095	10,961
Average Price	\$243,089	\$161,290	\$234,917
Median Price	\$198,500	\$149,000	\$192,500
2006 Total Sales	12,344	1,413	13,757
Average Price	\$227,833	\$150,528	\$219,893
Median Price	\$188,000	\$137,500	\$182,000
2005 Total Sales	12,943	1,387	14,330
Average Price	\$204,502	\$130,482	\$197,338
Median Price	\$165,500	\$118,000	\$161,437
2004 Total Sales	10,772	1,252	12,024
Average Price	\$182,490	\$115,923	\$175,643
Median Price	148,000	\$109,950	\$143,243
2003 Total Sales	9,909	1033	10,942
Average Price	\$166,703	\$112,000	\$161,325
Median Price	\$139,275	\$109,882	\$135,900
2002 Total Sales	8,897	931	9,828
Average Price	\$158,717	\$103,870	\$153,521
Median Price	\$138,900	\$97,250	\$132,000
2001 Total Sales	8,117	770	8,870
Average Price	\$152,399	\$104,948	\$148,289
Median Price	\$129,900	\$98,000	\$127,000
2000 Total Sales	6,925	681	7,606
Average Price	\$150,023	\$102,838	\$145,798
Median Price	\$127,500	\$97,000	\$125,000
1999 Total Sales	7,021	756	7,777
Average Price	\$150,264	\$104,651	\$145,830
Median Price	\$129,900	\$100,000	\$126,500