

Greater Albuquerque Area Monthly Housing Trends - 2016 vs. 2017

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 \$, 2016 | Average \$, 2017 | Median \$, 2016 | Median \$, 2017 | Interest Rate '16 | Interest Rate '17 | Sales 2016 | Sales 2017 | Pending 2016 | Pending 2017 | New 2016 | New 2017 |
|------------------|---------------------|---------------------|--------------------|--------------------|----------------------|----------------------|---------------|---------------|-----------------|-----------------|-------------|-------------|
| JANUARY | | | | | | | | | | | | |
| Class R1 | \$217,247 | \$218,488 | \$175,000 | \$185,000 | 3.87% | 4.15% | 594 | 662 | 912 | 937 | 1,136 | 1,214 |
| Class R2 | \$133,871 | \$137,097 | \$132,000 | \$125,500 | | | 45 | 58 | 92 | 86 | 128 | 138 |
| | | | | | | | 639 | 720 | 1,004 | 1,023 | 1,264 | 1,352 |
| FEBRUARY | | | | | | | | | | | | |
| Class R1 | \$212,172 | \$223,104 | \$178,000 | \$186,500 | 3.66% | 4.17% | 638 | 633 | 1,061 | 1,059 | 1,371 | 1,263 |
| Class R2 | \$133,603 | \$145,340 | \$131,450 | \$144,324 | | | 80 | 71 | 102 | 97 | 152 | 140 |
| | | | | | | | 718 | 704 | 1,163 | 1,156 | 1,523 | 1,403 |
| MARCH | | | | | | | | | | | | |
| Class R1 | \$218,141 | \$222,759 | \$180,000 | \$187,500 | 3.69% | 4.20% | 896 | 1,011 | 1,188 | 1,299 | 1,627 | 1,662 |
| Class R2 | \$144,570 | \$154,378 | \$138,000 | \$139,000 | | | 81 | 90 | 124 | 154 | 138 | 189 |
| | | | | | | | 977 | 1,101 | 1,312 | 1,453 | 1,765 | 1,851 |
| APRIL | | | | | | | | | | | | |
| Class R1 | \$217,616 | \$235,875 | \$185,000 | \$194,500 | 3.61% | 4.05% | 930 | 981 | 1,211 | 1,331 | 1,650 | 1,631 |
| Class R2 | \$148,155 | \$152,735 | \$137,750 | \$145,500 | | | 108 | 107 | 115 | 139 | 161 | 149 |
| | | | | | | | 1,038 | 1,088 | 1,326 | 1,470 | 1,811 | 1,780 |
| MAY | | | | | | | | | | | | |
| Class R1 | \$228,547 | \$235,723 | \$193,000 | \$199,950 | 3.60% | 4.01% | 984 | 1,196 | 1,215 | 1,279 | 1,575 | 1,836 |
| Class R2 | \$151,686 | \$148,228 | \$147,250 | \$139,950 | | | 94 | 121 | 121 | 100 | 145 | 163 |
| | | | | | | | 1,078 | 1,317 | 1,336 | 1,379 | 1,720 | 1,999 |
| JUNE | | | | | | | | | | | | |
| Class R1 | \$235,110 | \$243,099 | \$199,000 | \$200,000 | 3.57% | 3.90% | 1,076 | 1,194 | 1,173 | 1,283 | 1,714 | 1,791 |
| Class R2 | \$159,821 | \$170,404 | \$153,250 | \$159,000 | | | 110 | 108 | 107 | 140 | 166 | 182 |
| | | | | | | | 1,186 | 1,302 | 1,280 | 1,423 | 1,880 | 1,973 |
| JULY | | | | | | | | | | | | |
| Class R1 | \$226,192 | \$237,814 | \$189,900 | \$199,250 | 3.44% | 3.97% | 1,060 | 1,075 | 1,080 | 1,214 | 1,576 | 1,624 |
| Class R2 | \$145,289 | \$154,276 | \$135,250 | \$140,000 | | | 88 | 103 | 98 | 89 | 130 | 140 |
| | | | | | | | 1,148 | 1,178 | 1,178 | 1,303 | 1,706 | 1,764 |
| AUGUST | | | | | | | | | | | | |
| Class R1 | \$226,422 | \$237,532 | \$190,000 | \$202,825 | 3.44% | 3.88% | 1,071 | 1,092 | 1,148 | 1,180 | 1,541 | 1,617 |
| Class R2 | \$150,667 | \$151,408 | \$139,500 | \$135,000 | | | 96 | 96 | 93 | 119 | 151 | 136 |
| | | | | | | | 1,167 | 1,188 | 1,241 | 1,299 | 1,692 | 1,753 |
| SEPTEMBER | | | | | | | | | | | | |
| Class R1 | \$227,898 | \$235,496 | \$195,000 | \$200,000 | 3.46% | 3.81% | 969 | 997 | 993 | 985 | 1,384 | 1,307 |
| Class R2 | \$152,610 | \$148,115 | \$145,000 | \$137,000 | | | 73 | 91 | 103 | 116 | 152 | 134 |
| | | | | | | | 1,042 | 1,088 | 1,096 | 1,101 | 1,536 | 1,441 |
| OCTOBER | | | | | | | | | | | | |
| Class R1 | \$218,532 | \$237,286 | \$189,000 | \$199,450 | 3.47% | 3.90% | 825 | 970 | 998 | 1,050 | 1,215 | 1,306 |
| Class R2 | \$146,305 | \$163,383 | \$139,500 | \$152,000 | | | 91 | 117 | 94 | 123 | 126 | 147 |
| | | | | | | | 916 | 1,087 | 1,092 | 1,173 | 1,341 | 1,453 |
| NOVEMBER | | | | | | | | | | | | |
| Class R1 | \$218,795 | \$237,089 | \$185,000 | \$199,650 | 3.77% | 3.92% | 798 | 826 | 880 | 917 | 979 | 1,073 |
| Class R2 | \$164,526 | \$163,387 | \$151,000 | \$145,000 | | | 79 | 92 | 90 | 94 | 111 | 103 |
| | | | | | | | 877 | 918 | 970 | 1,011 | 1,090 | 1,176 |
| DECEMBER | | | | | | | | | | | | |
| Class R1 | \$222,112 | \$230,180 | \$190,000 | \$193,900 | 4.20% | 3.99% | 875 | 904 | 770 | 738 | 830 | 771 |
| Class R2 | \$140,548 | \$146,366 | \$138,750 | \$136,043 | | | 78 | 90 | 63 | 72 | 81 | 83 |
| | | | | | | | 953 | 994 | 833 | 810 | 911 | 854 |

Class R1 Active Listings as of 01/22/2017: 2,786
 Class R2 Active Listings as of 01/22/2017: 288
Class R1 & R2 Actives as of 01/22/2017: 3,074

Class R1 Active Listings as of 01/20/2018: 2,529
 Class R2 Active Listings as of 01/20/2018: 244
Class R1 & R2 Actives as of 01/20/2018: 2,773

* Interest Rate Data obtained from freddiemac.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>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> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> |
|------------------|---------------|---------------|---------------|---------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|
| January | 598 | 533 | 712 | 840 | 744 | 472 | 351 | 392 | 402 | 448 | 531 | 586 | 585 | 639 | 720 |
| February | 627 | 674 | 808 | 949 | 820 | 592 | 376 | 424 | 450 | 553 | 596 | 609 | 604 | 718 | 704 |
| March | 799 | 833 | 919 | 1,226 | 1,083 | 692 | 516 | 704 | 629 | 652 | 731 | 757 | 891 | 977 | 1,101 |
| April | 848 | 921 | 1,029 | 1,105 | 988 | 708 | 594 | 757 | 604 | 669 | 801 | 773 | 915 | 1,038 | 1,088 |
| May | 938 | 1,029 | 1,300 | 1,301 | 1,129 | 746 | 617 | 834 | 689 | 822 | 987 | 878 | 997 | 1,078 | 1,317 |
| June | 982 | 1,157 | 1,295 | 1,248 | 1,114 | 823 | 722 | 798 | 719 | 724 | 953 | 871 | 1,075 | 1,186 | 1,302 |
| July | 1,110 | 1,131 | 1,339 | 1,239 | 1,116 | 773 | 829 | 604 | 678 | 774 | 1,046 | 898 | 1,120 | 1,148 | 1,178 |
| August | 1,054 | 1,146 | 1,388 | 1,250 | 934 | 683 | 686 | 556 | 696 | 817 | 941 | 895 | 1,034 | 1,167 | 1,188 |
| September | 986 | 1,022 | 1,319 | 1,090 | 798 | 666 | 744 | 526 | 566 | 714 | 842 | 776 | 977 | 1,042 | 1,088 |
| October | 864 | 1,001 | 1,169 | 1,032 | 758 | 570 | 817 | 513 | 612 | 732 | 789 | 827 | 921 | 916 | 1,087 |
| November | 679 | 900 | 1,130 | 935 | 620 | 455 | 716 | 518 | 532 | 604 | 617 | 658 | 714 | 877 | 918 |
| December | 731 | 916 | 1,040 | 877 | 567 | 464 | 592 | 555 | 575 | 661 | 713 | 727 | 897 | 953 | 994 |
| TOTALS | 10,216 | 11,263 | 13,448 | 13,092 | 10,671 | 7,644 | 7,560 | 7,181 | 7,152 | 8,170 | 9,547 | 9,255 | 10,730 | 11,739 | 12,685 |

Total Year-To-Date Sales for 2016*: 11,765

Total Year-To-Date Sales for 2017*: 12,620

Total Sales 2016 vs 2017: 855 More Sales (+7.3%)

*The Year-To-Date sales data obtained on January 20, 2018 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>2006</u> | <u>2007</u> | <u>2008</u> | <u>2009</u> | <u>2010</u> | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> |
|------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| January | 2,198 | 4,191 | 6,076 | 5,925 | 5,332 | 5,296 | 4,163 | 4,007 | 4,272 | 4,098 | 3,342 | 3,178 |
| February | 2,302 | 4,465 | 6,147 | 6,037 | 5,518 | 5,334 | 4,089 | 4,062 | 4,320 | 4,027 | 3,426 | 3,145 |
| March | 2,558 | 4,881 | 6,434 | 5,995 | 5,717 | 5,444 | 4,117 | 4,227 | 4,619 | 4,156 | 3,527 | 3,187 |
| April | 2,678 | 5,428 | 6,555 | 6,054 | 5,651 | 5,511 | 4,239 | 4,372 | 4,858 | 4,335 | 3,613 | 3,283 |
| May | 3,180 | 5,729 | 6,873 | 6,082 | 6,045 | 5,625 | 4,415 | 4,531 | 5,150 | 4,369 | 3,706 | 3,565 |
| June | 3,602 | 6,106 | 7,074 | 6,114 | 6,346 | 5,552 | 4,528 | 4,795 | 5,402 | 4,490 | 3,919 | 3,769 |
| July | 4,031 | 6,404 | 7,082 | 6,128 | 6,471 | 5,636 | 4,580 | 4,910 | 5,428 | 4,487 | 4,412 | 3,883 |
| August | 4,407 | 6,675 | 7,065 | 5,902 | 6,408 | 5,511 | 4,534 | 5,007 | 5,474 | 4,353 | 4,344 | 3,854 |
| September | 4,695 | 6,718 | 6,856 | 5,754 | 6,376 | 5,249 | 4,518 | 5,035 | 5,390 | 4,216 | 4,264 | 3,793 |
| October | 4,618 | 6,708 | 6,617 | 5,528 | 6,099 | 4,977 | 4,520 | 4,868 | 5,148 | 4,100 | 4,025 | 3,641 |
| November | 4,363 | 6,534 | 6,349 | 5,413 | 5,684 | 4,643 | 4,322 | 4,657 | 4,741 | 3,813 | 3,712 | 3,350 |
| December | 4,098 | 6,066 | 5,821 | 5,176 | 5,320 | 4,216 | 3,980 | 4,232 | 4,212 | 3,407 | 3,247 | 2,982 |

Housing Activity Report by Area

Class R1 - Existing Single-Family Detached by Area

| | | 2014 | | 2015 | | 2016 | | 2017 | |
|-----|-------------------------|-------|----------------|-------|----------------|-------|----------------|-------|----------------|
| | | Sales | AVG Sale Price | Sales | AVG Sale Price | Sales | AVG Sale Price | Sales | AVG Sale Price |
| 10 | Sandia Heights | 81 | \$420,498 | 82 | \$419,291 | 82 | \$470,003 | 87 | \$444,338 |
| 20 | North Albuquerque Acres | 116 | \$560,936 | 114 | \$553,326 | 124 | \$582,422 | 146 | \$595,053 |
| 21 | Albuquerque Acres West | 170 | \$347,169 | 227 | \$372,602 | 220 | \$364,670 | 234 | \$370,849 |
| 30 | Far NE Heights | 441 | \$296,994 | 464 | \$291,340 | 515 | \$299,527 | 500 | \$326,585 |
| 31 | Foothills North | 113 | \$504,203 | 130 | \$516,676 | 117 | \$547,350 | 140 | \$550,107 |
| 32 | Academy West | 154 | \$213,673 | 184 | \$231,255 | 182 | \$236,937 | 201 | \$244,937 |
| 40 | UNM | 185 | \$275,410 | 224 | \$267,524 | 226 | \$279,063 | 221 | \$290,364 |
| 41 | Uptown | 282 | \$162,388 | 290 | \$167,753 | 382 | \$171,329 | 394 | \$180,718 |
| 42 | UNM South | 141 | \$242,651 | 166 | \$222,855 | 197 | \$224,808 | 211 | \$233,521 |
| 50 | NE Heights | 646 | \$160,313 | 788 | \$163,025 | 767 | \$168,905 | 914 | \$173,290 |
| 51 | Foothills South | 148 | \$266,475 | 154 | \$294,726 | 207 | \$306,885 | 212 | \$298,969 |
| 60 | Four Hills | 68 | \$292,915 | 90 | \$320,345 | 94 | \$321,221 | 91 | \$325,182 |
| 70 | Fairgrounds | 96 | \$140,337 | 116 | \$144,305 | 139 | \$157,774 | 143 | \$160,367 |
| 71 | Southeast Heights | 187 | \$178,517 | 182 | \$196,317 | 218 | \$184,163 | 227 | \$184,201 |
| 72 | Mesa Del Sol | 11 | \$266,989 | 13 | \$278,995 | 13 | \$261,524 | 14 | \$253,299 |
| 80 | Downtown | 130 | \$220,810 | 136 | \$220,118 | 135 | \$230,938 | 191 | \$225,302 |
| 90 | Near South Valley | 128 | \$115,288 | 133 | \$119,519 | 147 | \$123,924 | 188 | \$138,643 |
| 91 | Valley Farms | 78 | \$171,825 | 87 | \$182,471 | 99 | \$195,673 | 87 | \$164,240 |
| 92 | Southwest Heights | 626 | \$115,040 | 761 | \$124,401 | 750 | \$132,199 | 821 | \$139,751 |
| 93 | Pajarito | 20 | \$127,818 | 18 | \$142,741 | 24 | \$148,648 | 20 | \$155,998 |
| 100 | North Valley | 171 | \$309,986 | 186 | \$301,740 | 191 | \$347,851 | 202 | \$379,126 |
| 101 | Near North Valley | 234 | \$235,601 | 242 | \$246,716 | 234 | \$240,425 | 249 | \$261,751 |
| 102 | Far North Valley | 26 | \$304,318 | 28 | \$240,706 | 22 | \$299,244 | 30 | \$375,047 |
| 103 | West River Valley | 23 | \$426,608 | 41 | \$418,244 | 24 | \$339,746 | 35 | \$484,167 |
| 110 | Northwest Heights | 464 | \$217,305 | 554 | \$229,286 | 654 | \$240,632 | 717 | \$246,827 |

| | | | | | | | | | |
|----------------|----------------------|-----|-----------|-----|-----------|-----|-----------|-----|-----------|
| 111 | Ladera Heights | 353 | \$150,393 | 426 | \$153,992 | 458 | \$164,379 | 487 | \$167,647 |
| 112 | Canoncito | 0 | N/A | 0 | N/A | 1 | \$99,000 | 0 | N/A |
| 120 | Paradise West | 439 | \$176,997 | 550 | \$182,004 | 588 | \$192,143 | 726 | \$198,021 |
| 121 | Paradise East | 326 | \$211,081 | 368 | \$214,885 | 443 | \$217,795 | 369 | \$235,872 |
| 130 | Corrales | 133 | \$463,881 | 117 | \$433,447 | 133 | \$429,403 | 140 | \$509,504 |
| 140 | Rio Rancho South | 212 | \$212,524 | 265 | \$218,403 | 272 | \$233,865 | 290 | \$242,259 |
| 141 | Rio Rancho Southwes | 3 | \$187,833 | 5 | \$137,300 | 5 | \$90,510 | 6 | \$144,000 |
| 150 | Rio Rancho Mid | 594 | \$171,265 | 656 | \$176,894 | 693 | \$192,745 | 697 | \$200,905 |
| 151 | Rio Rancho Mid-North | 204 | \$226,983 | 224 | \$229,087 | 309 | \$223,253 | 244 | \$254,374 |
| 152 | Rio Rancho Mid-West | 34 | \$150,815 | 91 | \$145,436 | 83 | \$139,738 | 35 | \$128,268 |
| 160 | Rio Rancho North | 192 | \$201,941 | 215 | \$198,764 | 301 | \$223,488 | 327 | \$229,449 |
| 161 | Rio Rancho Central | 278 | \$131,321 | 347 | \$136,562 | 383 | \$149,156 | 384 | \$159,256 |
| 162 | Rio Rancho Northwest | 0 | N/A | 0 | N/A | 1 | 317000 | 0 | NA |
| 170 | Bernalillo/Algodones | 82 | \$241,638 | 117 | \$255,214 | 104 | \$227,929 | 113 | \$263,187 |
| 180 | Placitas | 103 | \$355,630 | 81 | \$381,213 | 108 | \$402,650 | 137 | \$405,187 |
| 210-293 | East Mountain Area | 427 | \$224,374 | 491 | \$231,826 | 478 | \$197,666 | 548 | \$265,435 |
| 690-760 | Valencia County | 526 | \$138,566 | 603 | \$148,724 | 612 | \$155,802 | 699 | \$167,044 |

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% |
| 2013 | \$210,488 | +\$5,975 | +2.92% |
| 2014 | \$212,990 | +\$2,502 | +1.19% |
| 2015 | \$215,331 | +\$2,341 | +1.10% |
| 2016 | \$224,230 | +\$8,899 | +4.13% |
| 2017 | \$235,206 | +\$10,976 | +4.89% |

2016 vs. 2017 RECAP for Greater Albuquerque Area

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

| Class R1 | 2016 | 2017 | Change '16 vs. '17 | % of Change |
|----------------------|-----------------|-----------------|---------------------------|--------------------|
| Average Price: | \$224,230 | \$235,206 | \$10,976 | 4.89% |
| Median Price: | \$189,755 | \$196,900 | \$7,145 | 3.77% |
| Total Sold & Closed: | 10,735 | 11,477 | 742 | 6.91% |
| Total Dollar Volume: | \$2,407,107,680 | \$2,699,464,795 | \$292,357,115 | 12.15% |

| Class R2 | 2016 | 2017 | Change '16 vs. '17 | % of Change |
|----------------------|---------------|---------------|---------------------------|--------------------|
| Average Price: | \$147,964 | \$153,128 | \$5,164 | 3.49% |
| Median Price: | \$140,000 | \$142,000 | \$2,000 | 1.43% |
| Total Sold & Closed: | 1,029 | 1,143 | 114 | 11.08% |
| Total Dollar Volume: | \$152,255,467 | \$175,025,508 | \$22,770,041 | 14.96% |

| Class R1 & R2 | 2016 | 2017 | Change '16 vs. '17 | % of Change |
|--------------------------|-----------------|-----------------|---------------------------|--------------------|
| Average Price: | \$217,559 | \$227,773 | \$10,214 | 4.69% |
| Median Price: | \$185,000 | \$190,000 | \$5,000 | 2.70% |
| Total Sold & Closed: | 11,764 | 12,620 | 856 | 7.28% |
| Total Dollar Volume: | \$2,559,363,147 | \$2,874,490,303 | \$315,127,156 | 12.31% |

Statistics compiled for Home Sales Report pulled 01/20/17 and 1/20/18.
 Actual Year-To-Date Sales Data for 2016 & 2017 for Class R1 & R2.

2017 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: | \$233,825 | Average Price: | \$153,260 | Average Price: | \$226,574 |
| Median Price: | \$195,050 | Median Price: | \$141,625 | Median Price: | \$190,000 |
| Total Sold & Closed: | 11,748 | Total Sold & Closed: | 1,162 | Total Sold & Closed: | 12,910 |
| Total Dollar Volume: | \$2,746,987,680 | Total Dollar Volume: | \$178,089,054 | Total Dollar Volume: | \$2,925,076,734 |

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

| <u>Class R1</u> | | <u>Class R2</u> | | <u>Class R1 & R2</u> | |
|----------------------|-----------------|----------------------|---------------|--------------------------|-----------------|
| Average Price: | \$235,206 | Average Price: | \$153,128 | Average Price: | \$227,772 |
| Median Price: | \$196,900 | Median Price: | \$142,000 | Median Price: | \$190,000 |
| Total Sold & Closed: | 11,477 | Total Sold & Closed: | 1,143 | Total Sold & Closed: | 12,620 |
| Total Dollar Volume: | \$2,699,464,795 | Total Dollar Volume: | \$175,025,508 | Total Dollar Volume: | \$2,874,490,303 |

Areas 10-121 (City of Albuquerque)

| <u>Class R1</u> | | <u>Class R2</u> | | <u>Class R1 & R2</u> | |
|----------------------|-----------------|----------------------|---------------|--------------------------|-----------------|
| Average Price: | \$237,593 | Average Price: | \$156,798 | Average Price: | \$228,374 |
| Median Price: | \$198,000 | Median Price: | \$145,000 | Median Price: | \$190,000 |
| Total Sold & Closed: | 7,857 | Total Sold & Closed: | 1,012 | Total Sold & Closed: | 8,869 |
| Total Dollar Volume: | \$1,866,770,503 | Total Dollar Volume: | \$158,679,870 | Total Dollar Volume: | \$2,025,450,373 |

Areas 140-162 (Rio Rancho)

| <u>Class R1</u> | | <u>Class R2</u> | | <u>Class R1 & R2</u> | |
|----------------------|---------------|----------------------|--------------|--------------------------|---------------|
| Average Price: | \$208,719 | Average Price: | \$126,912 | Average Price: | \$205,509 |
| Median Price: | \$185,000 | Median Price: | \$138,000 | Median Price: | \$182,000 |
| Total Sold & Closed: | 1,983 | Total Sold & Closed: | 81 | Total Sold & Closed: | 2,064 |
| Total Dollar Volume: | \$413,890,852 | Total Dollar Volume: | \$10,279,950 | Total Dollar Volume: | \$424,170,802 |

Areas 210-293 (East Mountains and Estancia Basin)

| <u>Class R1</u> | | <u>Class R2</u> | | <u>Class R1 & R2</u> | |
|----------------------|---------------|----------------------|-----|--------------------------|---------------|
| Average Price: | \$265,435 | Average Price: | N/A | Average Price: | \$265,435 |
| Median Price: | \$254,450 | Median Price: | N/A | Median Price: | \$254,450 |
| Total Sold & Closed: | 548 | Total Sold & Closed: | N/A | Total Sold & Closed: | 548 |
| Total Dollar Volume: | \$145,458,521 | Total Dollar Volume: | N/A | Total Dollar Volume: | \$145,458,521 |

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

| <u>Class R1</u> | | <u>Class R2</u> | | <u>Class R1 & R2</u> | |
|----------------------|---------------|----------------------|-------------|--------------------------|---------------|
| Average Price: | \$167,043 | Average Price: | \$103,248 | Average Price: | \$163,509 |
| Median Price: | \$152,000 | Median Price: | \$102,500 | Median Price: | \$149,877 |
| Total Sold & Closed: | 699 | Total Sold & Closed: | 41 | Total Sold & Closed: | 740 |
| Total Dollar Volume: | \$116,763,633 | Total Dollar Volume: | \$4,233,187 | Total Dollar Volume: | \$120,996,820 |

2016 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 | 6,560 | 646 | 0 - 30 | 6,481 | 641 |
| 31 - 60 | 2,115 | 224 | 31 - 60 | 2,061 | 221 |
| 61 - 90 | 1,127 | 107 | 61 - 90 | 1,099 | 104 |
| 91 - 120 | 671 | 81 | 91 - 120 | 650 | 81 |
| 121 + | 1,275 | 104 | 121 + | 1,186 | 96 |
| TOTALS: | 11,748 | 1,162 | TOTALS: | 11,477 | 1,143 |

| 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 | 4,623 | 573 | 0 - 30 | 1,140 | 48 |
| 31 - 60 | 1,416 | 200 | 31 - 60 | 368 | 11 |
| 61 - 90 | 721 | 88 | 61 - 90 | 193 | 11 |
| 91 - 120 | 423 | 70 | 91 - 120 | 100 | 5 |
| 121 + | 674 | 81 | 121 + | 182 | 6 |
| TOTALS: | 7,857 | 1,012 | TOTALS: | 1,983 | 81 |

| 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 | 243 | N/A | 0 - 30 | 325 | 15 |
| 31 - 60 | 96 | N/A | 31 - 60 | 108 | 8 |
| 61 - 90 | 55 | N/A | 61 - 90 | 83 | 3 |
| 91 - 120 | 39 | N/A | 91 - 120 | 52 | 4 |
| 121 + | 115 | N/A | 121 + | 131 | 11 |
| TOTALS: | 548 | 1 | TOTALS: | 699 | 41 |

All MLS Areas

Type of Financing for Sold Units

| Financing | Class R1 | Class R2 |
|----------------|---------------|--------------|
| Assumption | 1 | 1 |
| Cash | 1,993 | 300 |
| Conventional | 5,348 | 534 |
| FHA | 2,991 | 242 |
| Lease Purchase | 1 | 1 |
| Owner Finance | 43 | 4 |
| REC | 202 | 20 |
| Trade Exchange | 1 | 0 |
| USDA | 21 | 0 |
| VA | 1,147 | 60 |
| TOTALS: | 11,748 | 1,162 |

Adjusted Year-To-Date Monthly Sales

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

Total Sales 2015 vs 2016: 828 More Sales (+7.57%)

Total Sales for 2014: 10,936

Total Sales for 2015: 11,764

| | <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> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> |
|------------------|---------------|---------------|---------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|
| January | 610 | 726 | 862 | 756 | 512 | 378 | 408 | 414 | 458 | 551 | 602 | 591 | 645 | 707 |
| February | 743 | 851 | 974 | 839 | 646 | 401 | 445 | 463 | 571 | 623 | 618 | 625 | 728 | 711 |
| March | 946 | 1,122 | 1,289 | 1,107 | 749 | 546 | 752 | 660 | 671 | 745 | 769 | 920 | 990 | 1,096 |
| April | 1,054 | 1,100 | 1,144 | 997 | 796 | 630 | 792 | 618 | 675 | 814 | 791 | 944 | 1,055 | 1,076 |
| May | 1,128 | 1,340 | 1,329 | 1,157 | 795 | 652 | 863 | 712 | 857 | 1,003 | 897 | 1,015 | 1,087 | 1,321 |
| June | 1,204 | 1,394 | 1,379 | 1,138 | 862 | 769 | 830 | 757 | 743 | 976 | 893 | 1,098 | 1,213 | 1,325 |
| July | 1,182 | 1,366 | 1,267 | 1,133 | 831 | 871 | 624 | 687 | 792 | 1,060 | 919 | 1,142 | 1,137 | 1,164 |
| August | 1,185 | 1,436 | 1,306 | 1,003 | 713 | 738 | 577 | 727 | 844 | 963 | 914 | 1,040 | 1,152 | 1,188 |
| September | 1,045 | 1,382 | 1,120 | 808 | 693 | 780 | 552 | 583 | 728 | 848 | 791 | 1,000 | 1,036 | 1,066 |
| October | 1,019 | 1,204 | 1,061 | 796 | 605 | 859 | 534 | 623 | 754 | 808 | 844 | 926 | 898 | 1,080 |
| November | 937 | 1,179 | 966 | 663 | 474 | 735 | 530 | 549 | 624 | 628 | 673 | 724 | 875 | 903 |
| December | 972 | 1,083 | 896 | 596 | 498 | 609 | 579 | 580 | 682 | 725 | 745 | 911 | 949 | 983 |
| TOTALS | 12,025 | 14,183 | 13,593 | 10,993 | 8,174 | 7,968 | 7,486 | 7,376 | 8,399 | 9,744 | 9,456 | 10,936 | 11,764 | 12,620 |

Data on this page obtained from MLS on 1/20/18.

Adjusted Total Sales History

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

| | Class R1 | Class R2 | Class R1 & R2 |
|-------------------------|-----------|-----------|---------------|
| 2017 Total Sales | 11,477 | 1,143 | 12,620 |
| Average Price | \$235,206 | \$153,128 | \$227,772 |
| Median Price | \$196,900 | \$142,000 | \$190,000 |
| 2016 Total Sales | 10,736 | 1,029 | 11,765 |
| Average Price | \$224,215 | \$147,964 | \$217,538 |
| Median Price | \$189,628 | \$140,000 | \$185,000 |
| 2015 Total Sales | 9,975 | 963 | 10,938 |
| Average Price | \$215,356 | \$147,457 | \$209,378 |
| Median Price | \$180,000 | \$139,500 | \$176,950 |
| 2014 Total Sales | 8,651 | 805 | 9,456 |
| Average Price | \$213,028 | \$144,935 | \$207,231 |
| Median Price | \$175,564 | \$135,750 | \$172,900 |
| 2013 Total Sales | 8,867 | 878 | 9,745 |
| Average Price | \$210,477 | \$142,505 | \$204,353 |
| Median Price | \$174,900 | \$134,700 | \$169,983 |
| 2012 Total Sales | 7,680 | 719 | 8,399 |
| Average Price | \$204,504 | \$139,487 | \$198,939 |
| Median Price | \$169,006 | \$134,000 | \$165,000 |
| 2011 Total Sales | 6,776 | 599 | 7,375 |
| Average Price | \$201,229 | \$138,728 | \$196,153 |
| Median Price | \$167,000 | \$135,000 | \$164,000 |
| 2010 Total Sales | 6,732 | 754 | 7,486 |
| Average Price | \$216,008 | \$147,533 | \$209,111 |
| Median Price | \$179,000 | \$141,000 | \$175,000 |
| 2009 Total Sales | 7,176 | 792 | 7,968 |
| Average Price | \$214,972 | \$153,387 | \$208,850 |
| Median Price | \$180,000 | \$144,900 | \$175,000 |
| 2008 Total Sales | 7,337 | 837 | 8,174 |
| Average Price | \$232,668 | \$162,802 | \$225,514 |
| Median Price | \$192,000 | \$154,000 | \$187,000 |
| 2007 Total Sales | 9,898 | 1,095 | 10,993 |
| Average Price | \$243,228 | \$161,199 | \$235,057 |
| Median Price | \$198,477 | \$149,000 | \$192,500 |