



A brief history of Fourplex sales in ABQ Area

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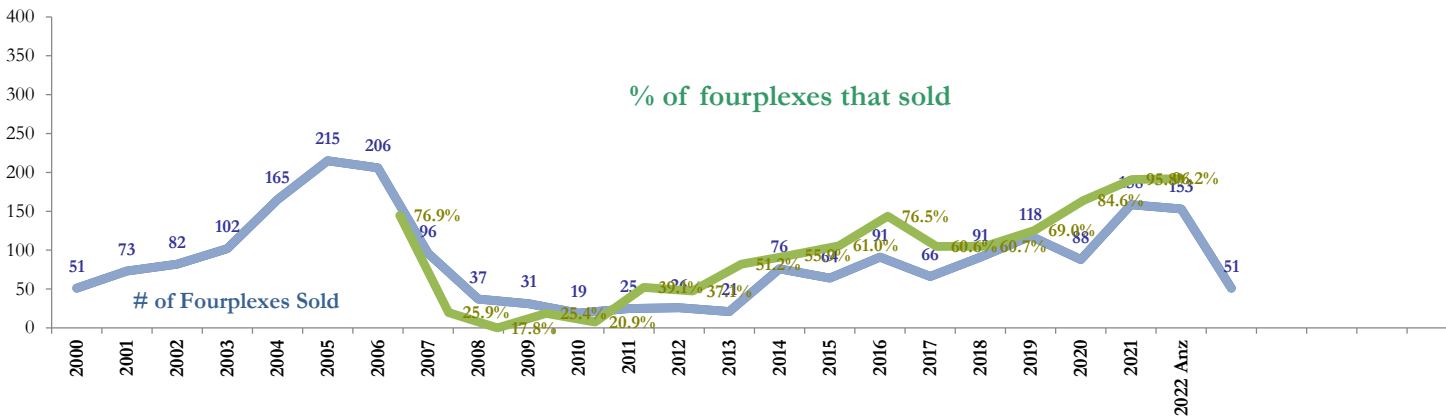
Year	# of sales	% of REOs or SS in sales	# that did not sell	% of fourplexes on market that sold	% of market >\$200k	% of market >\$300k	% of market >\$400k	% of market >\$500k	% of market >\$600k	Average SOLD price	Median SOLD Price	Avg. List Price for those that did not sell	Properties that were overpriced as a % of Avg. SOLD price
2000	51				2%	0%	0%			\$132,324	\$129,000		
2001	73				4%	0%	0%			\$122,884	\$125,000		
2002	82				4%	0%	0%			\$132,892	\$133,000		
2003	102				5%	0%	0%			\$132,680	\$138,250		
2004	165				13%	2%	0%			\$158,688	\$152,000		
2005	215				45%	3%	0%			\$188,840	\$185,000		
2006	206		62	76.9%	21%	10%	1%			\$232,060	\$212,450	\$252,303	9%
2007	96	0%	275	25.9%	57%	14%	9%			\$230,604	\$216,500	\$261,847	14%
2008	37	0%	171	17.8%	49%	3%	14%			\$189,904	\$205,000	\$248,921	31%
2009	31	16%	91	25.4%	19%	3%	3%			\$167,680	\$176,750	\$248,592	48%
2010	19	47%	72	20.9%	42%	11%	0%			\$185,197	\$163,000	\$224,664	21%
2011	25	56%	39	39.1%	24%	12%	4%			\$171,427	\$168,000	\$216,921	27%
2012	26	19%	44	37.1%	46%	8%	4%			\$195,644	\$185,500	\$211,600	8%
2013	21	5%	20	51.2%	57%	5%	0%			\$201,648	\$224,000	\$221,345	10%
2014	76	16%	60	55.9%	34%	4%	0%			\$171,473	\$166,250	\$255,849	49%
2015	64	9%	41	61.0%	44%	8%	3%			\$192,912	\$183,250	\$223,237	16%
2016	91	2%	28	76.5%	47%	8%	1%			\$195,988	\$182,500	\$221,937	13%
2017	66	2%	43	60.6%	41%	8%	2%			\$185,729	\$176,920	\$238,270	28%
2018	91	0%	59	60.7%	51%	16%	5%			\$223,105	\$187,000	\$231,219	4%
2019	118	0%	53	69.0%	75%	17%	8%	3%		\$243,631	\$220,000	\$272,267	12%
2020	88	0%	16	84.6%	81%	23%	1%	0%		\$247,215	\$234,840	\$387,600	57%
2021	158	0%	7	95.8%	95%	47%	15%	7%	2%	\$322,843	\$310,000	\$400,571	24%
2022 Anz	153	0%	6	96.2%	98%	71%	33%	14%	2%	\$360,201	\$350,000	\$346,650	-4%

Appreciation 2017 to 2018	20%		
Appreciation 2018 to 2019	9%	29%	Total since 2017
Appreciation 2019 to 2020	1%	31%	Total since 2017
Appreciation 2020 to 2021	31%	41%	Total since 2017
Appreciation 2021 to Q1-2022 (4% a quarter!)	12%	44%	Total since 2017

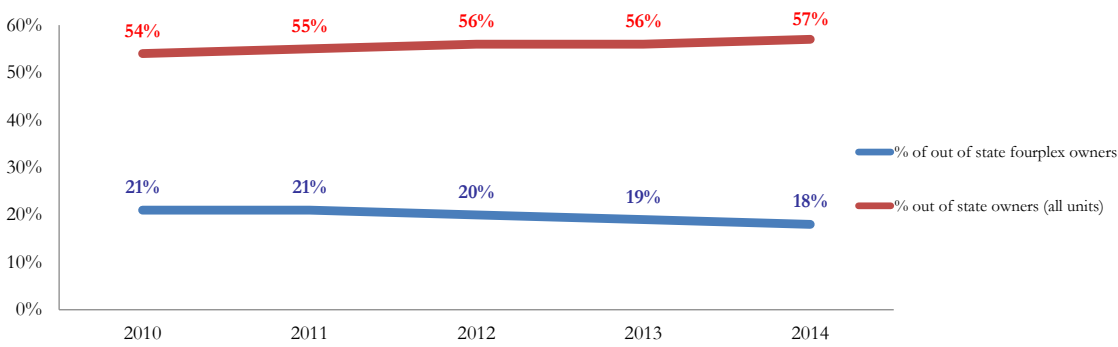
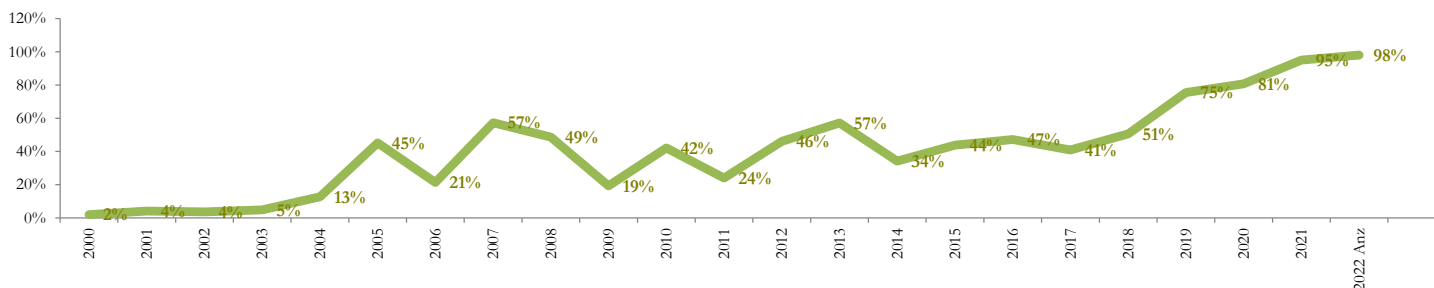
Average SOLD price



Fourplex historical sales trends



of fourplex sales over \$200K



% of out of state owners by state

