

Metropolitan Albuquerque Housing Trends - 2002 vs. 2003

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

Month	Median \$ 2003	Median \$ 2002	Average \$ 2003	Average \$ 2002	Interest Rate '03	Interest Rate '02	2003 Sales	2002 Sales	Pending 2003	Pending 2002	New Listings '03 R1 / R2	
JANUARY												
Class R1	\$163,900	\$127,500	\$157,015	\$152,235	5.63%	6.60%	548	494	746	655	1,138	162
Class R2	\$9,400	\$91,000	\$102,630	\$94,180			<u>50</u>	<u>42</u>	<u>83</u>	<u>73</u>		
							598	536	829	728		
FEBRUARY												
Class R1	\$134,750	\$121,500	\$158,569	\$151,124	5.54%	6.50%	566	512	690	626	820	104
Class R2	\$107,000	\$99,900	\$107,099	\$99,072			<u>61</u>	<u>54</u>	<u>82</u>	<u>63</u>		
							627	566	772	689		
MARCH												
Class R1	\$136,500	\$129,900	\$158,990	\$155,661	5.50%	6.60%	721	592	898	788	1,276	140
Class R2	\$108,900	\$105,000	\$113,807	\$107,555			<u>78</u>	<u>61</u>	<u>112</u>	<u>89</u>		
							799	653	1010	877		
APRIL												
Class R1	\$140,000	\$130,000	\$164,724	\$162,311	5.50%	6.60%	755	651	932	823	927	100
Class R2	\$109,000	\$89,000	\$113,090	\$95,502			<u>93</u>	<u>75</u>	<u>107</u>	<u>96</u>		
							848	726	1039	919		
MAY												
Class R1	\$138,998	\$134,950	\$169,235	\$158,374	5.18%	6.42%	845	715	966	875	913	104
Class R2	\$104,500	\$93,750	\$107,127	\$102,811			<u>93</u>	<u>76</u>	<u>93</u>	<u>74</u>		
							938	791	1059	949		
JUNE												
Class R1	\$148,500	\$135,000	\$173,932	\$162,912	5.00%	6.39%	891	784	1023	820	1,462	147
Class R2	\$103,000	\$99,900	\$108,985	\$106,985			<u>91</u>	<u>75</u>	<u>104</u>	<u>87</u>		
							982	859	1127	907		
JULY												
Class R1	\$148,000	\$136,500	\$178,247	\$160,865	5.52%	6.14%	1010	804	1072	863	984	128
Class R2	\$104,750	\$106,295	\$108,428	\$109,948			<u>100</u>	<u>74</u>	<u>92</u>	<u>95</u>		
							1110	878	1164	958		
AUGUST												
Class R1	\$141,500	\$137,000	\$175,730	\$164,751	6.00%	5.95%	964	824	854	845	878	87
Class R2	\$110,570	\$95,000	\$115,638	\$101,884			<u>90</u>	<u>82</u>	<u>119</u>	<u>89</u>		
							1054	906	973	934		
SEPTEMBER												
Class R1	\$140,000	\$137,000	\$168,848	\$170,197	5.72%	5.80%	888	665	819	695	1,174	115
Class R2	\$102,000	\$94,125	\$111,820	\$101,349			<u>98</u>	<u>82</u>	<u>82</u>	<u>81</u>		
							986	747	901	776		
OCTOBER												
Class R1	\$137,000	\$136,250	\$165,743	\$163,214	5.61%	5.86%	780	714	820	784	837	111
Class R2	\$99,250	\$101,500	\$105,082	\$108,757			<u>84</u>	<u>84</u>	<u>81</u>	<u>89</u>		
							864	798	901	873		
NOVEMBER												
Class R1	\$141,000	\$132,000	\$175,542	\$162,119	5.58%	5.76%	621	668	601	691	884	137
Class R2	\$98,250	\$93,500	\$105,935	\$100,456			<u>58</u>	<u>59</u>	<u>78</u>	<u>63</u>		
							679	727	679	754		
DECEMBER												
Class R1	\$141,000	\$138,000	\$167,578	\$170,073	5.54%	5.73%	660	611	611	511	767	103
Class R2	\$98,250	\$106,943	\$113,577	\$107,244			<u>71</u>	<u>73</u>	<u>83</u>	<u>56</u>		
							731	684	694	567		

YTD Sales thru DECEMBER 2002: **10,405***

YTD Sales thru DECEMBER 2002: **9617***

Class R1 Active Listings as of 01/10/2004: 2,520

Class R1 Active Listings as of 01/10/2003: 3,051

Class R2 Active Listings as of 01/10/2004: 319

Class R2 Active Listings as of 01/10/2003: 281

Class R1 & R2 Actives as of 01/10/2004: 2,839

Class R1 & R2 Actives as of 01/10/2003: 3,332

*YTD Sales=total number of sales reported on 10th day of month; Actual sales will be higher due to sales input into MLS after 10th of month. Statistics for Dec. 2002 pulled 1/10/03. Statistics for Dec. 2001 pulled 1/10/02.

Sold & Closed Existing Single-Family Homes

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

	<u>1992</u>	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>1997</u>	<u>1998</u>	<u>1999</u>	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>
January	324	338	481	425	413	357	335	399	376	420	536	598
February	375	428	468	458	479	384	448	488	431	482	566	627
March	608	508	635	523	571	455	643	632	680	674	653	799
April	602	522	581	466	492	526	580	568	545	723	726	848
May	521	579	643	549	410	646	658	663	634	837	791	938
June	601	708	671	627	628	589	701	685	677	714	859	982
July	621	670	594	707	669	692	729	717	664	864	878	1110
August	653	690	709	767	684	615	644	729	701	791	906	1054
September	603	682	641	583	538	596	621	619	575	662	747	986
October	631	592	573	625	566	599	616	552	582	671	798	864
November	588	534	540	525	486	488	520	517	521	594	727	679
December	563	625	546	528	498	483	559	508	354	557	684	731
TOTALS	6,690	6,876	7,082	6,783	6,434	6,430	7,054	7,077	6,740	7,989	8,871	10,216

Year to Date 2003 vs. 2002: 1345 More Sales + 15.16%

MLS Class R1 & R2 Listing Inventory Areas 1-76

The following is a monthly breakout of listing inventory back to 1996. Figures are the total number of Class R1 and Class R2 Existing Single-Family listings active in MLS on the 10th day of each month shown.

	<u>1996</u>	<u>1997</u>	<u>1998</u>	<u>1999</u>	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>
January	2,778	3,391	4,048	4,276	4,288	4,156	3,996	3,440
February	2,827	3,640	4,356	4,645	4,378	4,447	3,823	3,569
March	2,963	3,862	4,594	4,830	4,525	3,764	3,901	3,719
April	3,163	4,221	4,839	4,891	4,696	4,257	4,211	3,506
May	3,348	4,447	4,996	5,094	4,870	4,154	4,178	3,538
June	3,615	4,645	5,041	5,218	5,111	4,492	4,267	3,561
July	3,825	4,771	5,154	5,261	5,154	4,622	4,280	3,597
August	3,873	4,776	5,155	5,310	5,240	3,923	4,186	3,535
September	3,859	4,684	5,030	5,160	5,164	4,118	4,016	3,368
October	3,763	4,529	4,873	5,009	5,020	4,037	3,837	3,393
November	3,729	4,439	4,783	4,790	4,790	3,848	3,697	2,845
December	3,635	4,259	4,547	4,477	4,518	3,868	3,638	2,993

The record month for Class R1 and Class R2 ACTIVE listings was **August 1999** when the total was **5,310**.
 The prior record was set in **July 1988**, when **5,156** Class R1 and R2 listings were posted in the MLS.

Jan-Dec 2003 vs. Jan-Dec 2002 Housing Activity Report

Class R1 - Existing Single-Family Detached

		Total Sales 2003	Average Sale Price	Total Sales 2002	Average Sale Price
10	Sandia Heights	108	\$332,295	85	\$313,924
20	North Albuquerque Acres	114	\$452,287	103	\$420,289
30	Far NE Heights	1,540	\$211,740	1,171	\$215,953
40	Near NE Heights	832	\$138,952	743	\$136,663
50	NE Heights	1,285	\$138,646	1,045	\$139,991
60	Four Hills	112	\$221,551	92	\$219,479
70	SE Heights	482	\$134,635	427	\$131,476
80	Downtown	194	\$140,726	125	\$119,524
90	Southwest	757	\$94,478	543	\$94,518
100	North Valley	553	\$209,351	472	\$202,585
110	Northwest Heights	1,269	\$137,986	891	\$141,620
120	Paradise Hills	836	\$159,851	626	\$160,249
130	Corrales	162	\$328,141	144	\$216,867
140	Rio Rancho South	104	\$124,756	90	\$131,791
150	Rio Rancho Mid/Corrales Heights	762	\$121,380	583	\$122,283
160	Rio Rancho North	526	\$138,057	413	\$131,320
170	Bernalillo/Algodones	41	\$112,090	32	\$167,416
180	Placitas	121	\$299,296	105	\$293,141
210-290	East Mountain Area	722	\$152,103	502	\$172,914
690-760	Valencia County	823	\$102,184	496	\$116,765

YEAR-END AVERAGE RESIDENTIAL HOME SALES PRICE

Class R1 - Single Family Detached, Areas 1-76

Year	Average Price	Change in Avg. Price From Previous Year	Change in % From Previous Year
1982	\$73,500	N/A	N/A
1983	\$76,900	+\$3,400	+4.62%
1984	\$81,200	+\$4,300	+5.59%
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%

NOTES: Statistics are compiled from MLS inventory from all areas covered by MLS at the time statistics were pulled. The Areas used for comparison for 1997-2003 are 1-76; prior years used Areas 1-30, 69-76. housing. annually.

2003 vs. 2002 RECAP for Areas 10-760

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

Class R1	2003	2002	Change '03 vs. '02	% of Change
Average Price:	\$166,703	\$158,717	+\$6,318	5.03%
Median Price:	\$139,275	\$134,900	+\$5,900	3.24%
Total Sold & Closed:	9,909	8,897	+780	11.37%
Total Dollar Volume:	1,650,387,681	\$1,412,108,981	+\$175,078,731	16.87%
New Listings:	13,635	14,439	-2,759	-5.57%

Class R2	2003	2002	Change '03 vs. '02	% of Change
Average Price:	\$112,000	\$103,870	\$8,130	7.83%
Median Price:	\$109,882	\$100,000	\$9,882	9.88%
Total Sold & Closed:	1,033	931	102	10.96%
Total Dollar Volume:	\$113,508,481	\$96,703,815	\$16,804,666	17.38%
New Listings:	1,543	1,576	-255	-2.09%

Class R1 & R2	2003	2002	Change '03 vs. '02	% of Change
Average Price:	\$161,325	\$153,521	+\$5,232	+3.53%
Median Price:	\$135,900	\$130,000	+\$3,000	+2.36%
Total Sold & Closed:	10,942	9,828	+941	+10.59%
Total Dollar Volume:	\$1,763,896,162	\$1,508,812,796	+\$190,971,452	+14.49%
New Listings:	15,178	16,015	-3014	-15.84%

Statistics compiled for Home Sales Report pulled 01/10/04 and 01/10/03.

Actual Year-To-Date Sales Data for 2003 & 2002 for Class R1 & R2.

Figures differ from Metropolitan Housing Trends Report - 2003 vs. 2002 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 is pulled and released.

2003 Recap by Area

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

Areas 1-76

<u>Class R1</u>		<u>Class R2</u>		<u>Class R1 & R2</u>	
Average Price:	\$166,703	Average Price:	\$112,000	Average Price:	\$161,325
Median Price:	\$139,275	Median Price:	\$109,882	Median Price:	\$135,900
Total Sold & Closed:	9,909	Total Sold & Closed:	1,033	Total Sold & Closed:	10,942
Total Dollar Volume:	\$1,650,387,681	Total Dollar Volume:	\$113,508,481	Total Dollar Volume:	\$1,763,896,162
New Listings:	13,635	New Listings:	1,543	New Listings:	15,178

Areas 1-29, 69-76

<u>Class R1</u>		<u>Class R2</u>		<u>Class R1 & R2</u>	
Average Price:	\$168,745	Average Price:	\$109,632	Average Price:	\$163,090
Median Price:	\$140,000	Median Price:	\$104,900	Median Price:	\$136,975
Total Sold & Closed:	9,716	Total Sold & Closed:	1,029	Total Sold & Closed:	10,745
Total Dollar Volume:	\$1,637,888,394	Total Dollar Volume:	\$112,360,568	Total Dollar Volume:	\$1,750,643,952
New Listings:	13,360	New Listings:	1,541	New Listings:	14,901

Areas 1-12 (City of Albuquerque)

<u>Class R1</u>		<u>Class R2</u>		<u>Class R1 & R2</u>	
Average Price:	\$170,424	Average Price:	112315	Average Price:	\$164,203
Median Price:	\$142,000	Median Price:	107500	Median Price:	\$138,500
Total Sold & Closed:	7,149	Total Sold & Closed:	857	Total Sold & Closed:	8,006
Total Dollar Volume:	\$1,216,880,157	Total Dollar Volume:	\$96,254,199	Total Dollar Volume:	\$1,313,134,356
New Listings:	9,505	New Listings:	1,322	New Listings:	10,827

Areas 14-16 (Rio Rancho)

<u>Class R1</u>		<u>Class R2</u>		<u>Class R1 & R2</u>	
Average Price:	\$133,808	Average Price:	\$96,726	Average Price:	\$130,755
Median Price:	\$117,000	Median Price:	\$80,250	Median Price:	\$115,900
Total Sold & Closed:	1,227	Total Sold & Closed:	111	Total Sold & Closed:	1,338
Total Dollar Volume:	\$163,919,073	Total Dollar Volume:	\$10,639,857	Total Dollar Volume:	\$174,558,930
New Listings:	1,685	New Listings:	130	New Listings:	1,815

Areas 21-29 (East Mountain)

Class R1 (1 Class R2 Listings)

Average Price:	\$189,216
Median Price:	\$173,250
Total Sold & Closed:	511
Total Dollar Volume:	\$96,677,174
New Listings:	404

Areas 69-76 (Bosque Farms, Los Lunas, Valencia County)

<u>Class R1</u>		<u>Class R2</u>		<u>Class R1 & R2</u>	
Average Price:	\$129,800	Average Price:	\$85,746	Average Price:	\$126,263
Median Price:	\$119,000	Median Price:	\$88,500	Median Price:	\$114,000
Total Sold & Closed:	527	Total Sold & Closed:	46	Total Sold & Closed:	573
Total Dollar Volume:	\$68,404,341	Total Dollar Volume:	\$3,944,314	Total Dollar Volume:	72,348,655
New Listings:	800	New Listings:	61	New Listings:	861

2003 RECAP - Time on Market & Financing Types

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

Areas 10-760			Areas 10-290, 690-760		
<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	663	78	0 - 30	658	78
31 - 60	3,421	314	31 - 60	3,371	314
61 - 90	2,325	207	61 - 90	2,287	206
91 - 120	1,312	151	91 - 120	1,282	150
121 +	<u>2,188</u>	<u>283</u>	121 +	<u>2,118</u>	<u>281</u>
TOTALS:	9,909	1,033	TOTALS:	9,716	1,029

Areas 10-120 (Albuquerque)			Areas 140-160 (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	568	65	0 - 30	60	7
31 - 60	2,727	273	31 - 60	371	28
61 - 90	1,717	173	61 - 90	323	22
91 - 120	896	131	91 - 120	161	11
121 +	<u>1,241</u>	<u>215</u>	121 +	<u>312</u>	<u>43</u>
TOTALS:	7,149	857	TOTALS:	1,227	111

Areas 210-290 (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	7	1	0 - 30	13	5
31 - 60	103	0	31 - 60	107	11
61 - 90	104	0	61 - 90	84	9
91 - 120	90	0	91 - 120	89	5
121 +	<u>207</u>	<u>0</u>	121 +	<u>234</u>	<u>16</u>
TOTALS:	511	1	TOTALS:	527	46

Areas 10-760		
<u>Type of Financing for Sold Units*</u>		
Financing	Class 1	Class 2
Assumption	14	2
Cash	742	133
Conventional	4,990	473
Exchange	4	1
FHA	1,272	148
Lease Option	4	1
Lease Purchase	11	3
Owner	85	12
VA	<u>446</u>	<u>36</u>
TOTALS	7,568	809

**Not all sales list type of financing*

Total Sales History

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

Areas 1 - 76

	Class R1	Class R2	Class R1 & R2
2003 Total Sales	9,909	1033	10,942
Average Price	\$166,703	\$112,000	\$161,325
Median Price	\$137,275	\$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
1998 Total Sales	6,960	780	7,740
Average Price	\$147,720	\$102,309	\$143,143
Median Price	\$127,000	\$98,367	\$124,250
1997 Total Sales	6,644	636	7,280
Average Price	\$144,871	\$101,249	\$141,060
Median Price	\$126,000	\$94,950	\$123,824
1996 Total Sales	7,090	711	7,801
Average Price	\$138,025	\$102,766	\$134,811
Median Price	\$120,400	\$100,000	\$134,811
1995 Total Sales	7,070	753	7,823
Average Price	\$134,161	\$97,786	N/A
Median Price	\$117,500	\$95,000	N/A