

Metropolitan Albuquerque Housing Trends - March 2004

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

| Month | Average \$ 2004 | Average \$ 2003 | Median \$ 2004 | Median \$ 2003 | Interest Rate '04 | Interest Rate '03 | 2004 Sales | 2003 Sales | Pending 2004 | Pending 2003 | New Listings '03 R1 / R2 | |
|--------------|--------------------|--------------------|-------------------|-------------------|----------------------|----------------------|------------------|------------------|--------------------|--------------------|-----------------------------|--|
| March | | | | | | | | | | | | |
| Class R1 | \$173,058 | \$158,990 | \$139,900 | \$136,500 | 5.16% | 5.50% | 749 | 721 | 1092 | 898 | 1,537 / 165 | |
| Class R2 | \$102,868 | \$113,807 | \$105,000 | \$108,900 | | | <u>84</u> 833 | <u>78</u> 799 | <u>108</u> 1200 | <u>112</u> 1010 | | |

| March 2004 Sales Class R1 | | | March 2004 Sales Class R2 | | | March 2004 Pending Class R1 | | | March 2004 Pending Class R2 | | |
|------------------------------|------------|--|------------------------------|-----------|--|--------------------------------|--------------|--|--------------------------------|------------|--|
| Areas 1-12 | 548 | | Areas 1-12 | 75 | | Areas 1-12 | 795 | | Areas 1-12 | 93 | |
| Area 13 | 12 | | Area 13 | 0 | | Area 13 | 13 | | Area 13 | 1 | |
| Areas 14-16 | 101 | | Areas 14-16 | 4 | | Areas 14-16 | 155 | | Areas 14-16 | 7 | |
| Area 17 | 1 | | Area 17 | 2 | | Area 17 | 4 | | Area 17 | 1 | |
| Area 18 | 12 | | Area 18 | 0 | | Area 18 | 11 | | Area 18 | 0 | |
| Areas 21-29 | 29 | | Areas 21-29 | 0 | | Areas 21-29 | 48 | | Areas 21-29 | 1 | |
| Areas 69-76 | <u>46</u> | | Areas 69-76 | <u>3</u> | | Areas 69-76 | <u>66</u> | | Areas 69-76 | <u>5</u> | |
| TOTAL: | 749 | | TOTAL: | 84 | | TOTAL: | 1,092 | | TOTAL: | 108 | |

**March 2004 Sales
Class R1 & R2
By Price Range**
Areas 1-18, 21-29, 69-76

| Class R1 | | Class R2 | |
|---------------------|------------|---------------------|-----------|
| \$1-\$99,999 | 142 | \$1-\$99,999 | 40 |
| \$100,000-\$199,999 | 437 | \$100,000-\$199,999 | 43 |
| \$200,000-\$299,999 | 94 | \$200,000-\$299,999 | 1 |
| \$300,000-\$399,999 | 48 | \$300,000-\$399,999 | 0 |
| \$400,000-\$499,999 | 12 | \$400,000-\$499,999 | 0 |
| \$500,000-\$999,999 | 13 | \$500,000-\$999,999 | 0 |
| Over \$1,000,000 | <u>3</u> | Over \$1,000,000 | <u>0</u> |
| TOTAL: | 749 | TOTAL: | 84 |

**Total Active Listings
Class R1 & R2
As of March 1st, 2004**

| | |
|-----------------------------------|--------------|
| Class R1 Active as of 03/01/2004: | 2,541 |
| Class R2 Active as of 03/01/2004: | <u>318</u> |
| TOTAL: | 2,859 |

YTD Sales as of March 2004: 2,143

(Total sales reported between January 1, 2004 & March 3rd, 2004 in Classes R1 & R2)

*YTD Sales = Total sales reported on 10th day of month; Actual sales will be higher due to sales input into MLS after 10th of month.

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

| | <u>1991</u> | <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> | <u>2004</u> |
|------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|--------------|
| January | 239 | 324 | 338 | 481 | 425 | 413 | 357 | 335 | 399 | 376 | 420 | 536 | 598 | 533 |
| February | 276 | 375 | 428 | 468 | 458 | 479 | 384 | 448 | 488 | 431 | 482 | 566 | 627 | 674 |
| March | 385 | 608 | 508 | 635 | 523 | 571 | 455 | 643 | 632 | 680 | 674 | 653 | 799 | 833 |
| April | 481 | 602 | 522 | 581 | 466 | 492 | 526 | 580 | 568 | 545 | 723 | 726 | 848 | |
| May | 503 | 521 | 579 | 643 | 549 | 410 | 646 | 658 | 663 | 634 | 837 | 791 | 938 | |
| June | 526 | 601 | 708 | 671 | 627 | 628 | 589 | 701 | 685 | 677 | 714 | 859 | 982 | |
| July | 509 | 621 | 670 | 594 | 707 | 669 | 692 | 729 | 717 | 664 | 864 | 878 | 1110 | |
| August | 513 | 653 | 690 | 709 | 767 | 684 | 615 | 644 | 729 | 701 | 791 | 906 | 1054 | |
| September | 462 | 603 | 682 | 641 | 583 | 538 | 596 | 621 | 619 | 575 | 662 | 747 | 986 | |
| October | 400 | 631 | 592 | 573 | 625 | 566 | 599 | 616 | 552 | 582 | 671 | 798 | 864 | |
| November | 364 | 588 | 534 | 540 | 525 | 486 | 488 | 520 | 517 | 521 | 594 | 727 | 679 | |
| December | 413 | 563 | 625 | 546 | 528 | 498 | 483 | 559 | 508 | 354 | 557 | 684 | 731 | |
| TOTALS | 5,071 | 6,690 | 6,876 | 7,082 | 6,783 | 6,434 | 6,430 | 7,054 | 7,077 | 6,740 | 7,989 | 8,871 | 10,216 | 2,040 |

| | | |
|--------------------------------------|-----------------------|-----------------|
| March 2003 vs. March 2004: | 34 More Sales | + 4.25% |
| March 2004 vs. February 2004: | 159 More Sales | + 23.59% |
| Year to Date 2004 vs. 2003: | 16 More Sales | + 0.79% |