

## Metropolitan Albuquerque Housing Trends - 2003 cf. 2004

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

Month	Median \$, 2003	Median \$, 2004	Average \$, 2003	Average \$, 2004	Interest Rate '03	Interest Rate '04	2003 Sales	2004 Sales	Pending 2003	Pending 2004	New Listings '04 R1 / R2	
<b>JANUARY</b>												
Class R1	\$136,900	\$141,000	\$157,015	\$163,072	5.63%	5.39%	548	462	746	776	1,331	162
Class R2	\$94,000	\$98,250	\$102,630	\$113,218			<u>50</u> 598	<u>71</u> 533	<u>83</u> 829	<u>100</u> 876		
<b>FEBRUARY</b>												
Class R1	\$134,750	\$141,000	\$158,569	\$170,037	5.54%	5.33%	566	594	690	850	1,219	139
Class R2	\$107,000	\$98,250	\$107,099	\$107,593			<u>61</u> 627	<u>80</u> 674	<u>82</u> 772	<u>96</u> 946		
<b>MARCH</b>												
Class R1	\$136,500	\$141,000	\$158,990	\$173,058	5.50%	5.16%	721	749	898	1092	1,537	165
Class R2	\$108,900	\$98,250	\$113,807	\$102,868			<u>78</u> 799	<u>84</u> 833	<u>112</u> 1010	<u>108</u> 1200		
<b>APRIL</b>												
Class R1	\$140,000	\$141,000	\$164,724	\$178,077	5.50%	5.57%	755	836	932	1116	1,413	162
Class R2	\$109,000	\$98,250	\$113,090	\$123,372			<u>93</u> 848	<u>85</u> 921	<u>107</u> 1039	<u>131</u> 1247		
<b>MAY</b>												
Class R1	\$138,998	\$141,000	\$169,235	\$183,288	5.18%	6.01%	845	920	966	1136	1,622	186
Class R2	\$104,500	\$98,250	\$107,127	\$119,488			<u>93</u> 938	<u>109</u> 1029	<u>93</u> 1059	<u>132</u> 1268		
<b>JUNE</b>												
Class R1	\$148,500	\$153,950	\$173,932	\$188,040	5.00%	5.98%	891	1046	1023	1138	1,662	201
Class R2	\$103,000	\$110,000	\$108,985	\$114,842			<u>91</u> 982	<u>111</u> 1157	<u>104</u> 1127	<u>108</u> 1246		
<b>JULY</b>												
Class R1	\$148,000	\$152,500	\$178,247	\$186,907	5.52%	5.77%	1010	1023	1072	1139	1,575	178
Class R2	\$104,750	\$110,500	\$108,428	\$119,213			<u>100</u> 1110	<u>108</u> 1131	<u>92</u> 1164	<u>132</u> 1271		
<b>AUGUST</b>												
Class R1	\$141,500	\$149,900	\$175,730	\$186,095	6.00%	5.54%	964	1030	854	1085	1,502	154
Class R2	\$110,570	\$112,913	\$115,638	\$124,861			<u>90</u> 1054	<u>116</u> 1146	<u>119</u> 973	<u>135</u> 1220		
<b>SEPTEMBER</b>												
Class R1	\$140,000	\$139,900	\$168,848	\$178,152	5.72%	5.37%	888	907	819	1006	1,357	163
Class R2	\$102,000	\$106,900	\$111,820	\$114,193			<u>98</u> 986	<u>115</u> 1022	<u>82</u> 901	<u>125</u> 1131		
<b>OCTOBER</b>												
Class R1	\$135,300	\$152,500	\$165,743	\$190,242	5.61%	5.36%	780	887	820	1006	1,242	126
Class R2	\$98,500	\$108,500	\$105,082	\$112,016			<u>84</u> 864	<u>114</u> 1001	<u>81</u> 901	<u>97</u> 1103		
<b>NOVEMBER</b>												
Class R1	\$142,250	\$150,000	\$175,542	\$181,722	5.58%	5.31%	621	818	601	838	1,119	135
Class R2	\$98,250	\$114,000	\$105,935	\$121,429			<u>58</u> 679	<u>82</u> 900	<u>78</u> 679	<u>117</u> 955		
<b>DECEMBER</b>												
Class R1	\$141,000	\$150,000	\$167,578	\$189,803	5.54%	5.37%	660	824	611	724	905	105
Class R2	\$98,250	\$110,500	\$113,577	\$112,621			<u>71</u> 731	<u>92</u> 916	<u>83</u> 694	<u>82</u> 806		

YTD sales through December 2003: 10,405\*

YTD sales through December 2004: 11,967\*

Class R1 Active Listings as of 01/10/2004: 2,520  
 Class R2 Active Listings as of 01/10/2004: 319  
**Class R1 & R2 Actives as of 01/10/2004: 2,839**

Class R1 Active Listings as of 01/10/2005: 2,197  
 Class R2 Active Listings as of 01/10/2005: 251  
**Class R1 & R2 Actives as of 01/10/2005: 2,448**

\*YTD sales=total number of sales reported on 10th day of the following month; actual sales will be higher due to sales input into the MLS after the 10th of month. Statistics for Dec. 2003 pulled 1/10/04. Statistics for Dec. 2004 pulled 1/10/05.

## 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>	<u>2004</u>
<b>January</b>	324	338	481	425	413	357	335	399	376	420	536	598	533
<b>February</b>	375	428	468	458	479	384	448	488	431	482	566	627	674
<b>March</b>	608	508	635	523	571	455	643	632	680	674	653	799	833
<b>April</b>	602	522	581	466	492	526	580	568	545	723	726	848	921
<b>May</b>	521	579	643	549	410	646	658	663	634	837	791	938	1029
<b>June</b>	601	708	671	627	628	589	701	685	677	714	859	982	1157
<b>July</b>	621	670	594	707	669	692	729	717	664	864	878	1110	1131
<b>August</b>	653	690	709	767	684	615	644	729	701	791	906	1054	1146
<b>Septembe</b>	603	682	641	583	538	596	621	619	575	662	747	986	1022
<b>October</b>	631	592	573	625	566	599	616	552	582	671	798	864	1001
<b>November</b>	588	534	540	525	486	488	520	517	521	594	727	679	900
<b>December</b>	563	625	546	528	498	483	559	508	354	557	684	731	916
<b>TOTALS</b>	<b>6,690</b>	<b>6,876</b>	<b>7,082</b>	<b>6,783</b>	<b>6,434</b>	<b>6,430</b>	<b>7,054</b>	<b>7,077</b>	<b>6,740</b>	<b>7,989</b>	<b>8,871</b>	<b>10,216</b>	<b>11,263</b>

**Year to Date 2003 cf. 2004: 1047 More Sales + 10.25%**

## MLS Class R1 & R2 Listing Inventory for Areas 10-760

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 the month following the 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>	<u>2004</u>
<b>January</b>	2,778	3,391	4,048	4,276	4,288	4,156	3,996	3,440	2,839
<b>February</b>	2,827	3,640	4,356	4,645	4,378	4,447	3,823	3,569	2,905
<b>March</b>	2,963	3,862	4,594	4,830	4,525	3,764	3,901	3,719	2,859
<b>April</b>	3,163	4,221	4,839	4,891	4,696	4,257	4,211	3,506	2,822
<b>May</b>	3,348	4,447	4,996	5,094	4,870	4,154	4,178	3,538	3,000
<b>June</b>	3,615	4,645	5,041	5,218	5,111	4,492	4,267	3,561	3,094
<b>July</b>	3,825	4,771	5,154	5,261	5,154	4,622	4,280	3,597	3,028
<b>August</b>	3,873	4,776	5,155	5,310	5,240	3,923	4,186	3,535	2,984
<b>September</b>	3,859	4,684	5,030	5,160	5,164	4,118	4,016	3,368	2,837
<b>October</b>	3,763	4,529	4,873	5,009	5,020	4,037	3,837	3,393	2,668
<b>November</b>	3,729	4,439	4,783	4,790	4,790	3,848	3,697	2,845	2,572
<b>December</b>	3,635	4,259	4,547	4,477	4,518	3,868	3,638	2,993	2,448

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 cf. Jan-Dec 2004 Housing Activity Report

### Class R1 - Existing Single-Family Detached

		Total Sales 2003	Average 2003 Sale Price	Total Sales 2004	Average 2004 Sale Price
10	Sandia Heights	108	\$332,295	92	\$403,266
20	North Albuquerque Acres	114	\$452,287	148	\$534,210
30	Far NE Heights	1,540	\$211,740	1,228	\$259,546
40	Near NE Heights	832	\$138,952	857	\$161,692
50	NE Heights	1,285	\$138,646	1,243	\$156,227
60	Four Hills	112	\$221,551	94	\$260,171
70	SE Heights	482	\$134,635	417	\$160,589
80	Downtown	194	\$140,726	162	\$144,070
90	Southwest	757	\$94,478	896	\$109,385
100	North Valley	553	\$209,351	487	\$233,298
110	Northwest Heights	1,269	\$137,986	1,141	\$158,036
120	Paradise Hills	836	\$159,851	950	\$173,602
130	Corrales	162	\$328,141	148	\$423,120
140	Rio Rancho South	104	\$124,756	105	\$145,305
150	Rio Rancho Mid/Corrales Heights	762	\$121,380	702	\$133,050
160	Rio Rancho North	526	\$138,057	726	\$148,995
170	Bernalillo/Algodones	41	\$112,090	27	\$198,660
180	Placitas	121	\$299,296	108	\$336,481
210-290	East Mountain Area	722	\$152,103	553	\$202,324
690-760	Valencia County	823	\$102,184	655	\$133,504

## YEAR-END AVERAGE RESIDENTIAL HOME SALES PRICE

### Class R1 - Single Family Detached, Areas 10-760

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%
2004	\$182,490	\$15,787	+9.47%

**NOTES:** Statistics are compiled from MLS inventory from all areas covered by MLS at the time the statistics were pulled. The areas used for comparison for 1997-2004 are 1-76 (or 10-760); prior years used Areas 1-30, 69-NEW housing units are typically NOT entered into MLS inventory; figures are primarily for EXISTING housing.

## 2003 cf. 2004 RECAP for Areas 10-760

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

<b>Class R1</b>	<b>2003</b>	<b>2004</b>	<b>Change '03 cf. '04</b>	<b>% of Change</b>
Average Price:	\$166,703	\$180,334	+\$13,631	+8.18%
Median Price:	\$139,275	\$147,000	+\$7,725	+5.55%
Total Sold & Closed:	9,909	11,000	+1,091	+11.01%
Total Dollar Volume:	\$1,650,387,681	\$1,983,677,792	+\$333,290,111	+20.19%
New Listings:	13,635	16,837	+3,202	+23.48%

<b>Class R2</b>	<b>2003</b>	<b>2004</b>	<b>Change '03 cf. '04</b>	<b>% of Change</b>
Average Price:	\$112,000	\$115,903	+\$3,903	+3.48%
Median Price:	\$109,882	\$109,900	+\$18	+0.02%
Total Sold & Closed:	1,033	1,254	+211	+21.39%
Total Dollar Volume:	\$113,508,481	\$145,342,173	\$316,833,692	+28.05%
New Listings:	1,543	1,890	+347	+22.49%

<b>Class R1 &amp; R2</b>	<b>2003</b>	<b>2004</b>	<b>Change '03 cf. '04</b>	<b>% of Change</b>
Average Price:	\$161,325	\$173,741	+\$12, 416	+7.70%
Median Price:	\$135,900	\$142,000	+\$6,100	+4.49%
Total Sold & Closed:	10,942	12,254	+1,312	+11.99%
Total Dollar Volume:	\$1,763,896,162	\$2,129,019,965	+\$365,123,803	+20.70%
New Listings:	15,178	18,727	+3,549	+23.38%

Statistics compiled for Home Sales Report pulled 01/10/04 and 01/10/05.  
 Actual Year-To-Date Sales Data for 2003 & 2004 for Class R1 & R2.

**Figures differ from Metropolitan Housing Trends Report - 2003 cf. 2004 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.**

## 2004 Recap by Area

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

#### Areas 10-760

<u>Class R1</u>		<u>Class R2</u>		<u>Class R1 &amp; R2</u>	
Average Price:	\$180,334	Average Price:	\$115,903	Average Price:	\$173,741
Median Price:	\$147,000	Median Price:	\$109,900	Median Price:	\$142,000
Total Sold & Closed:	11,000	Total Sold & Closed:	1,254	Total Sold & Closed:	12,254
Total Dollar Volume:	\$1,983,677,792	Total Dollar Volume:	\$145,342,173	Total Dollar Volume:	\$2,129,019,965
New Listings:	16,837	New Listings:	1,890	New Listings:	18,727

#### Areas 10-290, 690-760

<u>Class R1</u>		<u>Class R2</u>		<u>Class R1 &amp; R2</u>	
Average Price:	\$182,598	Average Price:	\$115,923	Average Price:	\$175,661
Median Price:	\$148,000	Median Price:	\$109,950	Median Price:	\$143,500
Total Sold & Closed:	10,772	Total Sold & Closed:	1,252	Total Sold & Closed:	12,024
Total Dollar Volume:	\$1,968,770,919	Total Dollar Volume:	\$145,135,272	Total Dollar Volume:	\$2,113,906,191
New Listings:	16,505	New Listings:	1,880	New Listings:	18,385

#### Areas 10-120 (City of Albuquerque)

<u>Class R1</u>		<u>Class R2</u>		<u>Class R1 &amp; R2</u>	
Average Price:	\$186,680	Average Price:	\$118,473	Average Price:	\$178,152
Median Price:	\$151,500	Median Price:	\$112,000	Median Price:	\$146,000
Total Sold & Closed:	7,740	Total Sold & Closed:	1,106	Total Sold & Closed:	8,846
Total Dollar Volume:	\$1,444,900,504	Total Dollar Volume:	\$121,031,437	Total Dollar Volume:	\$1,575,931,941
New Listings:	11,548	New Listings:	1,637	New Listings:	13,185

#### Areas 140-160 (Rio Rancho)

<u>Class R1</u>		<u>Class R2</u>		<u>Class R1 &amp; R2</u>	
Average Price:	\$141,463	Average Price:	\$96,194	Average Price:	\$138,963
Median Price:	\$124,000	Median Price:	\$82,250	Median Price:	\$123,000
Total Sold & Closed:	1,540	Total Sold & Closed:	90	Total Sold & Closed:	1,630
Total Dollar Volume:	\$217,852,747	Total Dollar Volume:	\$8,657,450	Total Dollar Volume:	\$226,510,197
New Listings:	2,235	New Listings:	127	New Listings:	2,362

#### Areas 210-290 (East Mountain)

<u>Class R1 (1 Class R2 Listings)</u>	
Average Price:	\$202,662
Median Price:	\$180,000
Total Sold & Closed:	554
Total Dollar Volume:	\$112,274,983
New Listings:	1,043

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

<u>Class R1</u>		<u>Class R2</u>		<u>Class R1 &amp; R2</u>	
Average Price:	\$133,504	Average Price:	\$84,622	Average Price:	\$130,742
Median Price:	\$120,000	Median Price:	\$91,000	Median Price:	\$116,000
Total Sold & Closed:	655	Total Sold & Closed:	44	Total Sold & Closed:	699
Total Dollar Volume:	\$87,445,147	Total Dollar Volume:	\$3,943,385	Total Dollar Volume:	91,388,527
New Listings:	1,063	New Listings:	75	New Listings:	1,138

## 2003 RECAP - Time on Market & Financing Types

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

<b>Areas 10-760</b>			<b>Areas 10-290, 690-760</b>		
Time on Market for Sold Units			Time on Market for Sold Units		
<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>
<b>TOTALS:</b>	<b>9,909</b>	<b>1,033</b>	<b>TOTALS:</b>	<b>9,716</b>	<b>1,029</b>

  

<b>Areas 10-120 (Albuquerque)</b>			<b>Areas 140-160 (Rio Rancho)</b>		
Time on Market for Sold Units			Time on Market for Sold Units		
<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>
<b>TOTALS:</b>	<b>7,149</b>	<b>857</b>	<b>TOTALS:</b>	<b>1,227</b>	<b>111</b>

  

<b>Areas 210-290 (East Mountain)</b>			<b>Areas 690-760 (Valencia County)</b>		
Time on Market for Sold Units			Time on Market for Sold Units		
<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>
<b>TOTALS:</b>	<b>511</b>	<b>1</b>	<b>TOTALS:</b>	<b>527</b>	<b>46</b>

### Areas 10-760

#### Type of Financing for Sold Units\*

<b>Financing</b>	<b>Class 1</b>	<b>Class 2</b>
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>
<b>TOTALS</b>	<b>7,568</b>	<b>809</b>

*\*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
<b>2003</b> Total Sales	9,909	1033	10,942
Average Price	\$166,703	\$112,000	\$161,325
Median Price	\$137,275	\$109,882	\$135,900
<b>2002</b> Total Sales	8,897	931	9,828
Average Price	\$158,717	\$103,870	\$153,521
Median Price	\$138,900	\$97,250	\$132,000
<b>2001</b> Total Sales	8,117	770	8,870
Average Price	\$152,399	\$104,948	\$148,289
Median Price	\$129,900	\$98,000	\$127,000
<b>2000</b> Total Sales	6,925	681	7,606
Average Price	\$150,023	\$102,838	\$145,798
Median Price	\$127,500	\$97,000	\$125,000
<b>1999</b> Total Sales	7,021	756	7,777
Average Price	\$150,264	\$104,651	\$145,830
Median Price	\$129,900	\$100,000	\$126,500
<b>1998</b> Total Sales	6,960	780	7,740
Average Price	\$147,720	\$102,309	\$143,143
Median Price	\$127,000	\$98,367	\$124,250
<b>1997</b> Total Sales	6,644	636	7,280
Average Price	\$144,871	\$101,249	\$141,060
Median Price	\$126,000	\$94,950	\$123,824
<b>1996</b> Total Sales	7,090	711	7,801
Average Price	\$138,025	\$102,766	\$134,811
Median Price	\$120,400	\$100,000	\$134,811
<b>1995</b> Total Sales	7,070	753	7,823
Average Price	\$134,161	\$97,786	N/A
Median Price	\$117,500	\$95,000	N/A