



## MLS Month in Review

Southwest Multiple Listing Service, Inc.\*  
1635 University NE, Albuquerque, NM 87102

For Immediate Release: January 16, 2007

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### December 2006 Residential Home Sales

The Southwest Multiple Listing Service, Inc. reports that home sales units decreased by 15.7% from 1040 units sold in December, 2005 to 877 units sold in December, 2006. December's average sales price for Single Family (R1) Homes shows an increase of 10.2% to \$238,172 from \$216,232 in 2005. The median sales price, the price at which half the homes were sold above and below, rose by 14% from December 2005's \$175,000 to \$199,500 in December, 2006. The average sale price for R2 Condo/Townhouses was \$154,942 in December 2006 compared to \$139,393 in December, 2005, a 11% increase. The median sales price rose by 16% from \$128,400 in December, 2005 to \$149,500 in December, 2006.

41% of the homes sold within 60 days on the market in December, 2006 whereas 51% sold in the same time frame in December 2005. Under Contract (Pending), those transactions subject to contract, but not yet closed escrow, decreased by 7.3% from 881 in December, 2005 to 817 in December 2006. The 1,424 listings added during December 2006, increased by 24.8% from the 1,141 added in December, 2005.

“The December 2006 Residential Home Sales statistics show a slowdown in the housing market in the Greater Albuquerque area compared to last December. We've seen a 15.7% decrease in sales for December 2006 versus December of 2005,” said Scott Dean, Chairman of the Albuquerque Metropolitan Board of REALTORS®, “The Albuquerque Resale Housing Market has slowed down, with an increase in housing inventory over last year, but unlike many areas around the country, resale home prices continue to be fairly stable in the Albuquerque market,” concluded Dean

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\*The Southwest Multiple Listing Service, Inc. is a wholly owned subsidiary of the Albuquerque Metropolitan Board of REALTORS®. With more than 4,500 members, it is affiliated with the REALTORS® Association of New Mexico and the National Association of REALTORS®. Only members of the Association can use the term REALTOR®. Its members provide professional real estate services to buyers and sellers and adhere to the organization's strict professional Code of Ethics.

## Metropolitan Albuquerque Housing Trends - December 2006

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

Dec.	Average \$ 2005	Average \$ 2006	Median \$ 2005	Median \$ 2006	Interest Rate '05	Interest Rate '06	Sales 2005	Sales 2006	Pending 2005	Pending 2006	New Listings '06 R1 / R2
Class R1	\$216,232	\$238,172	\$175,000	\$199,500	5.78%	6.14%	924	787	787	729	1,297 / 127
Class R2	\$139,393	\$154,942	\$128,400	\$149,500			<u>116</u>	<u>90</u>	<u>94</u>	<u>88</u>	
							1040	877	881	817	

Dec. 2006 Closed Sales Class R1			Dec. 2006 Closed Sales Class R2			Dec. 2006 Under Contract Class R1			Dec. 2006 Under Contract Class R2		
Areas	10-121	549	Areas	10-121	80	Areas	10-121	517	Areas	10-121	74
Area	130	14	Area	130	1	Area	130	5	Area	130	0
Areas	140-162	129	Areas	140-162	6	Areas	140-162	113	Areas	140-162	9
Area	170	9	Area	170	1	Area	170	3	Area	170	0
Area	180	3	Area	180	0	Area	180	6	Area	180	0
Areas	210-293	39	Areas	210-293	0	Areas	210-293	28	Areas	210-293	0
Areas	690-760	<u>44</u>	Areas	690-760	<u>2</u>	Areas	690-760	<u>57</u>	Areas	690-760	<u>5</u>
<b>TOTAL:</b>		<b>787</b>	<b>TOTAL:</b>		<b>90</b>	<b>TOTAL:</b>		<b>729</b>	<b>TOTAL:</b>		<b>88</b>

### Dec. 2006 Closed Sales

#### Class R1 & R2

#### By Price Range

Areas 10-180, 210-293, 690-760

Class R1		Class R2	
<b>\$1-\$99,999</b>	18	<b>\$1-\$99,999</b>	14
<b>\$100,000-\$199,999</b>	378	<b>\$100,000-\$199,999</b>	60
<b>\$200,000-\$299,999</b>	250	<b>\$200,000-\$299,999</b>	13
<b>\$300,000-\$399,999</b>	67	<b>\$300,000-\$399,999</b>	2
<b>\$400,000-\$499,999</b>	31	<b>\$400,000-\$499,999</b>	1
<b>\$500,000-\$999,999</b>	42	<b>\$500,000-\$999,999</b>	0
<b>Over \$1,000,000</b>	<u>1</u>	<b>Over \$1,000,000</b>	<u>0</u>
<b>TOTAL:</b>	<b>787</b>	<b>TOTAL:</b>	<b>90</b>

### Total Active Listings

#### Class R1 & R2

#### As of January 10, 2007

Class R1 Active as of January 10, 2007:	3,799
Class R2 Active as of January 10, 2007:	<u>299</u>
<b>TOTAL:</b>	<b>4,098</b>

#### Time on Market of Units Sold

<b>1-30 days</b>	82	9.35%
<b>31-60 days</b>	281	32.04%
<b>61-90 days</b>	231	26.34%
<b>91-120 days</b>	152	17.33%
<b>120 + days</b>	131	14.94%

#### Type of Financing

Financing	Number
Conventional	708
FHA	65
VA	27
Assumption	1
Cash	65
Other	11

## Sold & Closed Existing Single-Family Homes

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

Year	<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>	<u>2005</u>	<u>2006</u>
January	239	324	338	481	425	413	357	335	399	376	420	536	598	533	712	840
February	276	375	428	468	458	479	384	448	488	431	482	566	627	674	808	949
March	385	608	508	635	523	571	455	643	632	680	674	653	799	833	919	1226
April	481	602	522	581	466	492	526	580	568	545	723	726	848	921	1029	1105
May	503	521	579	643	549	410	646	658	663	634	837	791	938	1029	1300	1301
June	526	601	708	671	627	628	589	701	685	677	714	859	982	1157	1295	1248
July	509	621	670	594	707	669	692	729	717	664	864	878	1110	1131	1339	1239
August	513	653	690	709	767	684	615	644	729	701	791	906	1054	1146	1388	1250
September	462	603	682	641	583	538	596	621	619	575	662	747	986	1022	1319	1090
October	400	631	592	573	625	566	599	616	552	582	671	798	864	1001	1169	1032
November	364	588	534	540	525	486	488	520	517	521	594	727	679	900	1130	935
December	413	563	625	546	528	498	483	559	508	354	557	684	731	916	1040	877
<b>TOTALS</b>	<b>5,071</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>	<b>13,448</b>	<b>13,092</b>

Dec. 2006 vs. Dec. 2005: **163 Less Sales** **-15.7%**

December 2006 vs. November 2006: **58 Less Sales** **-6.2%**

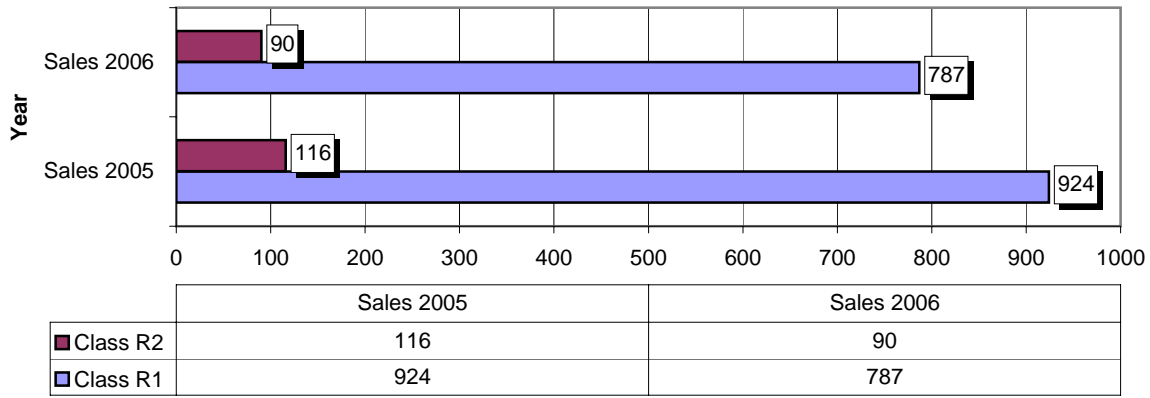
YTD Sales through Dec 31, 2006: **13,576**

YTD Sales through Dec 31, 2005: **14,137**

Year to Date 2006 vs. 2005: **561 Less Sales** **-3.97%**

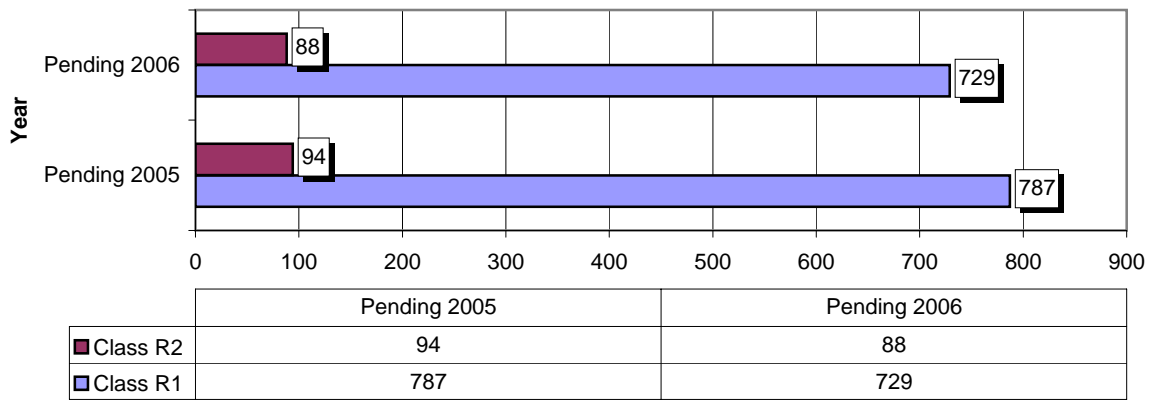
\*YTD Sales = total sales reported on January 10th; actual sales will be higher due to input of sales into MLS after January 10th

### Homes Sold (December 2006 vs December 2005)



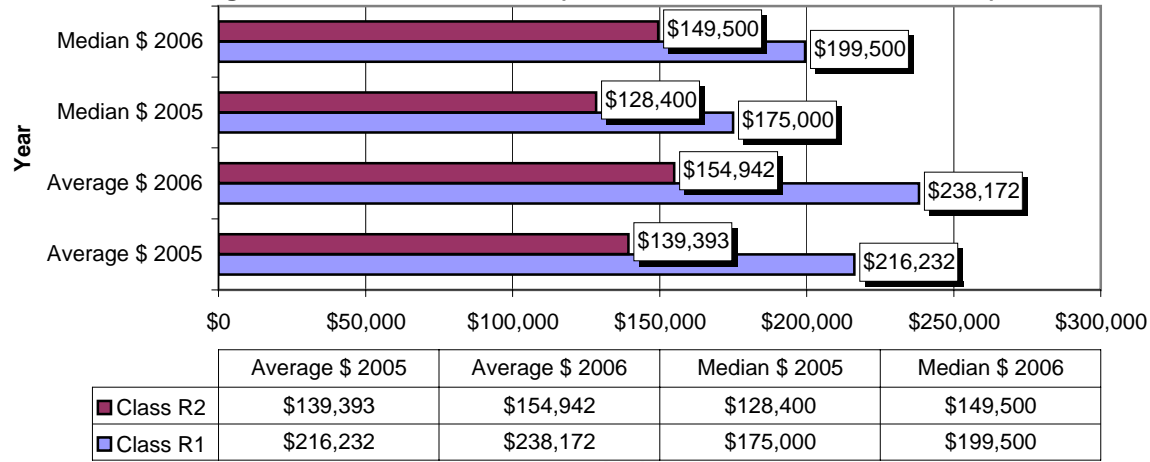
Homes Sold

### Pending Sales/Under Contract (December 2006 vs December 2005)



Pending Sales

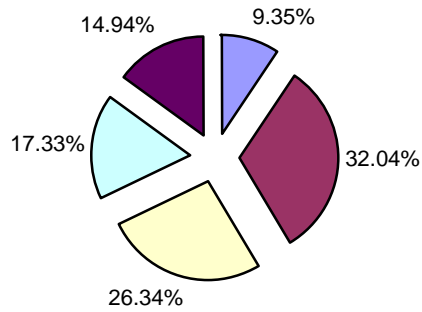
### Average and Median Sales Price (December 2006 vs December 2005)



Price in Dollars

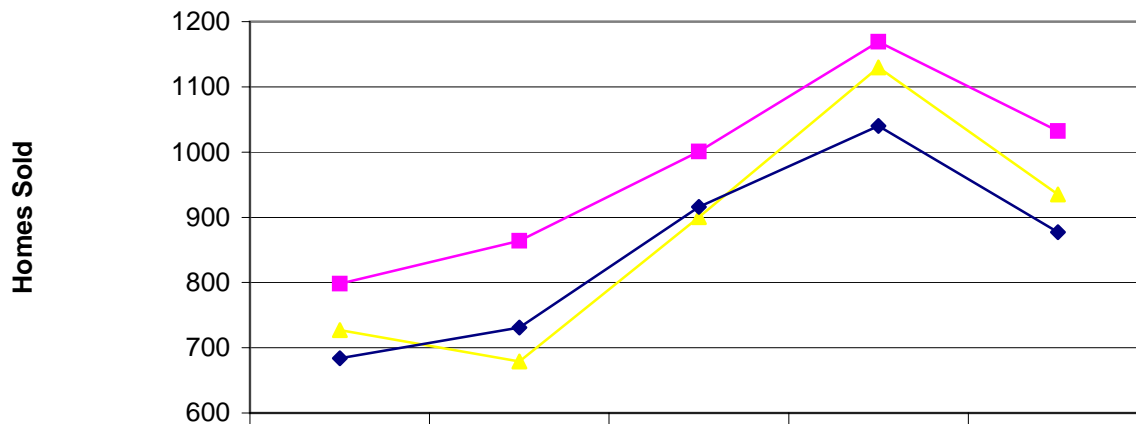
Class R1: Detached Single Family Homes  
 Class R2: Condos/Townhomes

### Days on Market (December 2006)



■ 1-30 days 
 ■ 31-60 days 
 ■ 61-90 days 
 ■ 91-120 days 
 ■ 120+ days

### Year to Year Comparison of Last 3 Months (2002 to 2006)



	2002	2003	2004	2005	2006
—■— October	798	864	1001	1169	1032
—▲— November	727	679	900	1130	935
—◆— December	684	731	916	1040	877

Year

—■— October 
 —▲— November 
 —◆— December