



MLS Month in Review

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

For Immediate Release: July 10, 2006

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June 2006 Residential Home Sales

The Southwest Multiple Listing Service, Inc. reports that home sales units decreased by 3.6% from 1295 units sold in June, 2005 to 1248 units sold in June, 2006. June's average sales price for Single Family (R1) Homes shows an increase of 15.7% to \$239,231 from \$206,677 in 2005. The median sales price, the price at which half the homes were sold above and below, rose by 18.5% from June 2005's \$165,000 to \$195,575 in June, 2006. The average sale price for R2 Condo/Townhouses was \$156,243 in June 2006 compared to \$121,361 in June, 2005, a 28.7% increase. The median sales price rose by 30.5% from \$114,500 in June, 2005 to \$149,450 in June, 2006.

62.7% of the homes sold within 60 days on the market in June, 2006 whereas 63.5% sold in the same time frame in June, 2005. Under Contract (Pending), those transactions subject to contract, but not yet closed escrow, decreased by 9.5% from 1,555 in June, 2005 to 1,407 in June, 2006. The 2,634 listings added during June, 2006, increased by 37.3% from the 1,918 added in June, 2005.

"The June 2006 Residential Home Sales statistics continue to show a good housing market in the Greater Albuquerque area with a 6.5% increase in Total Unit Sales year-to-date. While we have seen an approximate 4% decrease in sales for June, there has been a 61% increase in active listings over this time last year" said Cathy Colvin, Chairman of the Albuquerque Metropolitan Board of REALTORS®, "We are still seeing reasonable interest rates which contribute to a strong market in the Greater Albuquerque Area," concluded Colvin.

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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 4,400 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 - June 2006

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

June	Average \$ 2005	Average \$ 2006	Median \$ 2005	Median \$ 2006	Interest Rate '05	Interest Rate '06	Closed 2005	Sales 2006	Under 2005	Contract 2006	New Listings '06 R1 / R2	
Class R1	\$206,677	\$239,231	\$165,000	\$195,575	5.17%	6.68%	1159	1140	1414	1264	2,381	253
Class R2	\$121,361	\$156,243	\$114,500	\$149,450			<u>136</u>	<u>108</u>	<u>141</u>	<u>143</u>		
							1295	1248	1555	1407		

June 2006 Closed Sales Class R1			June 2006 Closed Sales Class R2			June 2006 Under Contract Class R1			June 2006 UnderContract Class R2		
Areas	10-121	817	Areas	10-121	99	Areas	10-121	887	Areas	10-121	124
Area	130	13	Area	130	1	Area	130	11	Area	130	1
Areas	140-162	157	Areas	140-162	4	Areas	140-162	204	Areas	140-162	10
Area	170	8	Area	170	0	Area	170	3	Area	170	3
Area	180	16	Area	180	0	Area	180	9	Area	180	0
Areas	210-293	48	Areas	210-293	0	Areas	210-293	44	Areas	210-293	0
Areas	690-760	<u>81</u>	Areas	690-760	<u>4</u>	Areas	690-760	<u>106</u>	Areas	690-760	<u>5</u>
TOTAL:		1,140	TOTAL:		108	TOTAL:		1,264	TOTAL:		143

June 2006 Closed Sales

Class R1 & R2

By Price Range

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

Class R1		Class R2	
\$1-\$99,999	29	\$1-\$99,999	19
\$100,000-\$199,999	568	\$100,000-\$199,999	71
\$200,000-\$299,999	309	\$200,000-\$299,999	13
\$300,000-\$399,999	122	\$300,000-\$399,999	3
\$400,000-\$499,999	55	\$400,000-\$499,999	2
\$500,000-\$999,999	51	\$500,000-\$999,999	0
Over \$1,000,000	<u>6</u>	Over \$1,000,000	<u>0</u>
TOTAL:	1,140	TOTAL:	108

Total Active Listings

Class R1 & R2

As of July 10, 2006

Class R1 Active as of July 10, 2006:	3,352
Class R2 Active as of July 10, 2006:	<u>250</u>
TOTAL:	3,602

Time on Market of Units Sold	# Units	
1-30 days	192	15.38%
31-60 days	590	47.28%
61-90 days	255	20.43%
91-120 days	99	7.93%
120 + days	112	8.97%

Type of Financing	Number
Financing	
Conventional	1014
FHA	66
VA	49
Assumption	0
Cash	109
Other	10

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>	<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	
August	513	653	690	709	767	684	615	644	729	701	791	906	1054	1146	1388	
September	462	603	682	641	583	538	596	621	619	575	662	747	986	1022	1319	
October	400	631	592	573	625	566	599	616	552	582	671	798	864	1001	1169	
November	364	588	534	540	525	486	488	520	517	521	594	727	679	900	1130	
December	413	563	625	546	528	498	483	559	508	354	557	684	731	916	1040	
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	11,263	13448	

June 2006 vs. June 2005: 47 Less Sales -3.6%

June 2006 vs. May 2006: 53 Less Sales -4.1%

YTD Sales through June 30, 2006: 6,873

YTD Sales through June 30, 2005: 6,451

Year to Date 2005 vs. 2006: 422 More Sales 6.5%

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

**Albuquerque Metropolitan Board of
REALTORS®**

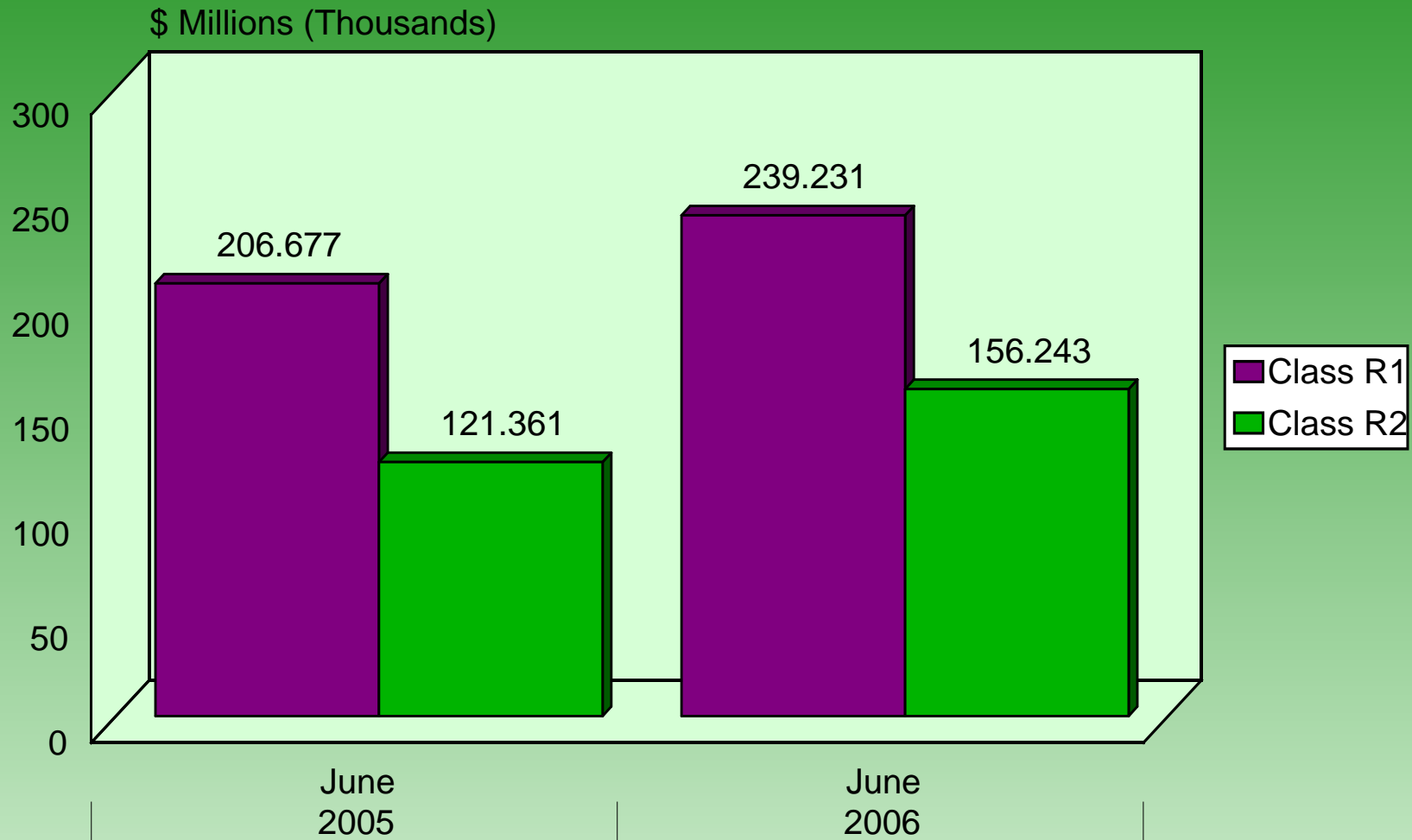
HOUSING TRENDS-June 2006

AMBR Housing Trends

June 2006

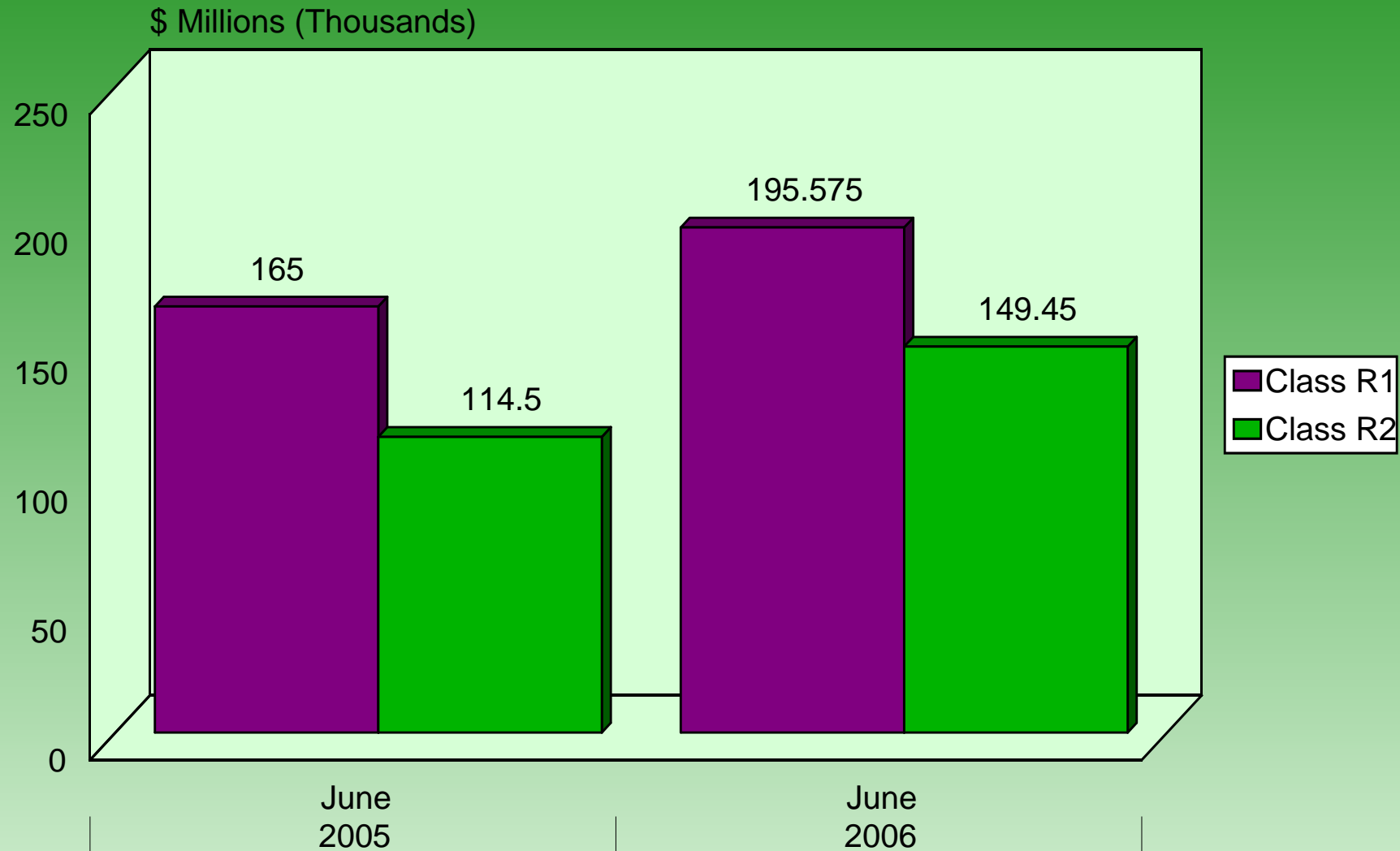
Average Price 2005 vs. 2006

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



Median Price 2005 vs. 2006

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



Interest Rates

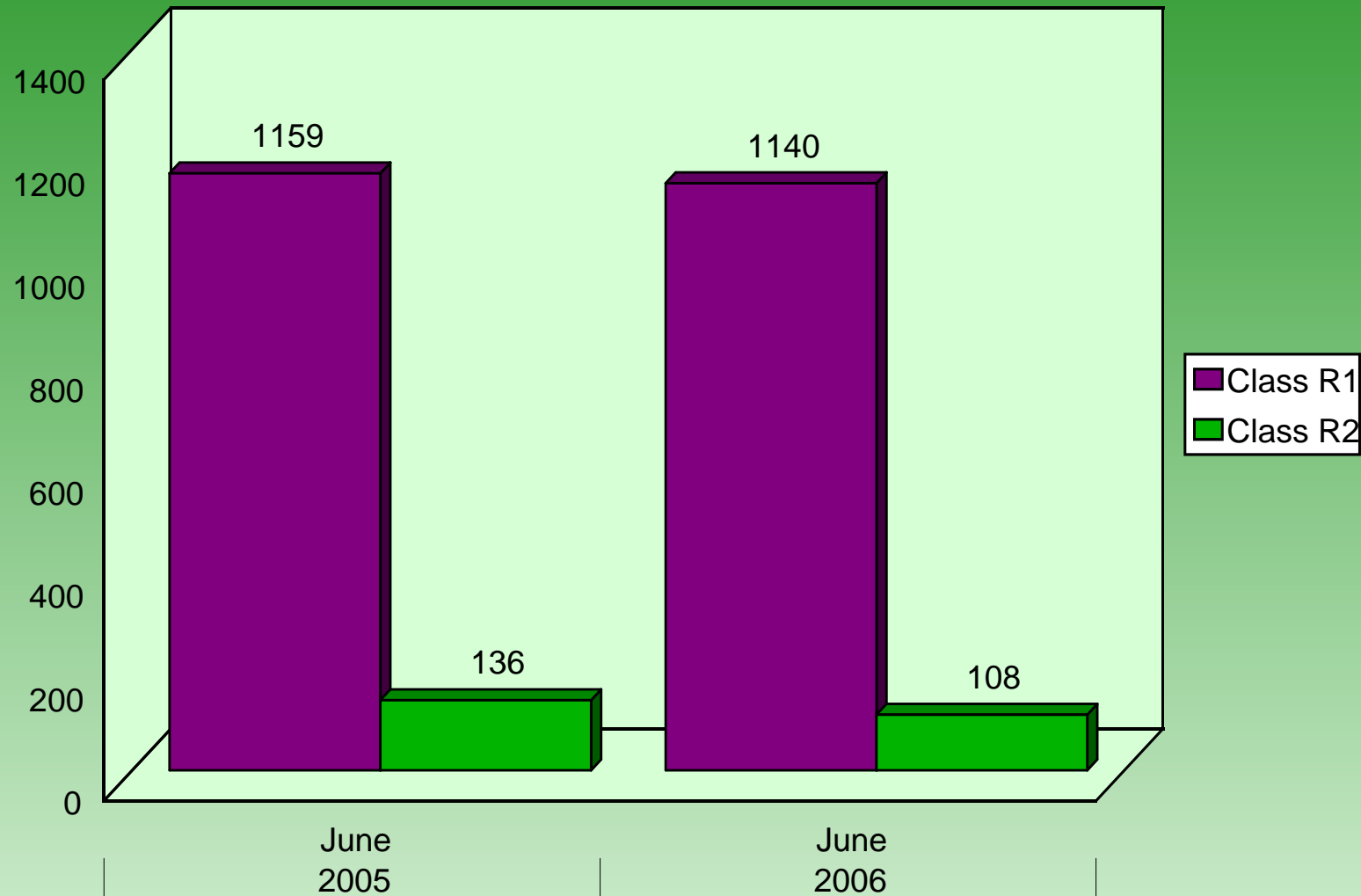
2005 and 2006

Interest Rate 2005=5.17%

Interest Rate 2006=6.68%

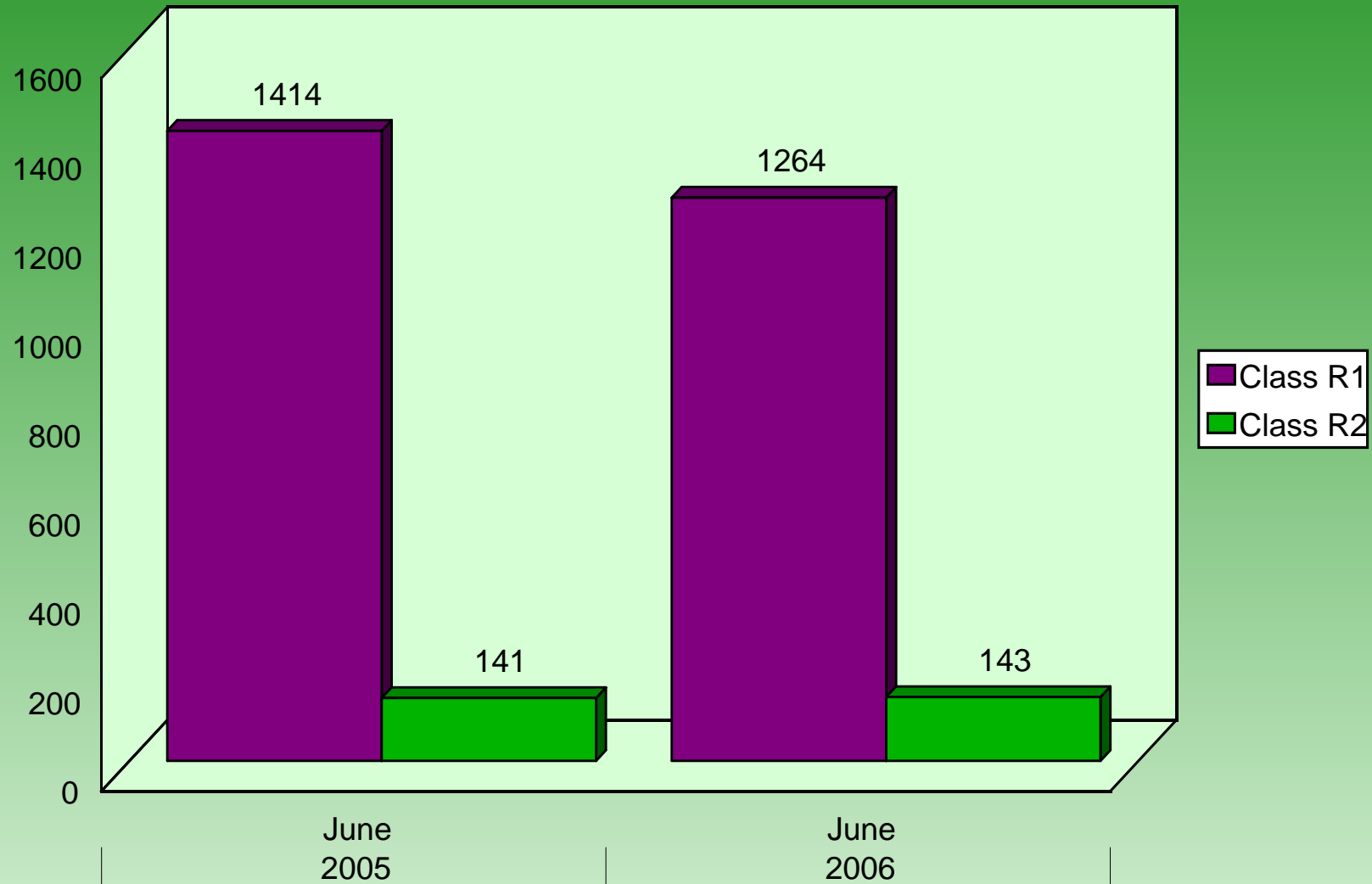
Closed Sales 2005 vs. 2006

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



Pending Sales 2005 vs. 2006

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



New Listings 2006

R1/R2

June 2006 Listings R1=2381

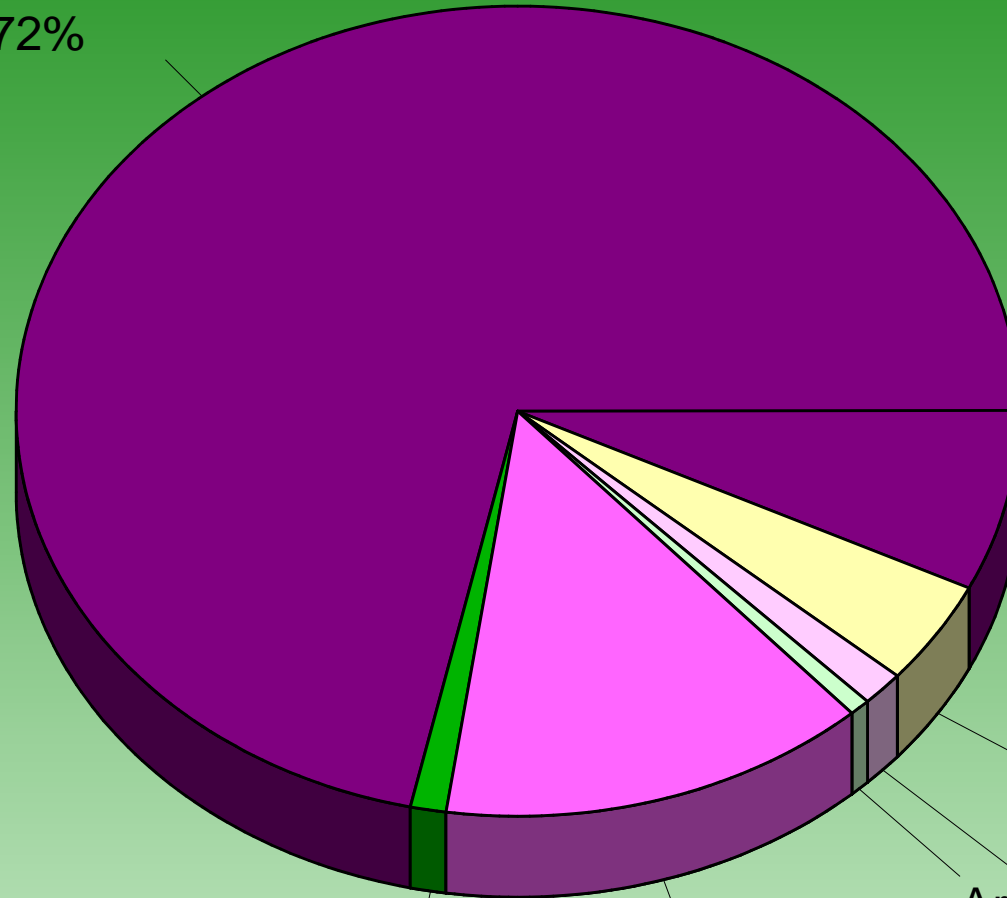
June 2006 Listings R2=253

Total New Listings=2634

June 2006 Sales (R1)

Class R1

Areas 10-121
72%



Area 690-760
7%

Area 210-293
4%

Area 170
1%

Area 180
1%

Area 130
1%

Areas 140-162
14%

Areas 10-121 (871)
Area 130 (13)
Areas 140-162 (157)
Area 170 (8)
Area 180 (16)
Areas 210-293 (48)
Areas 690-760 (81)

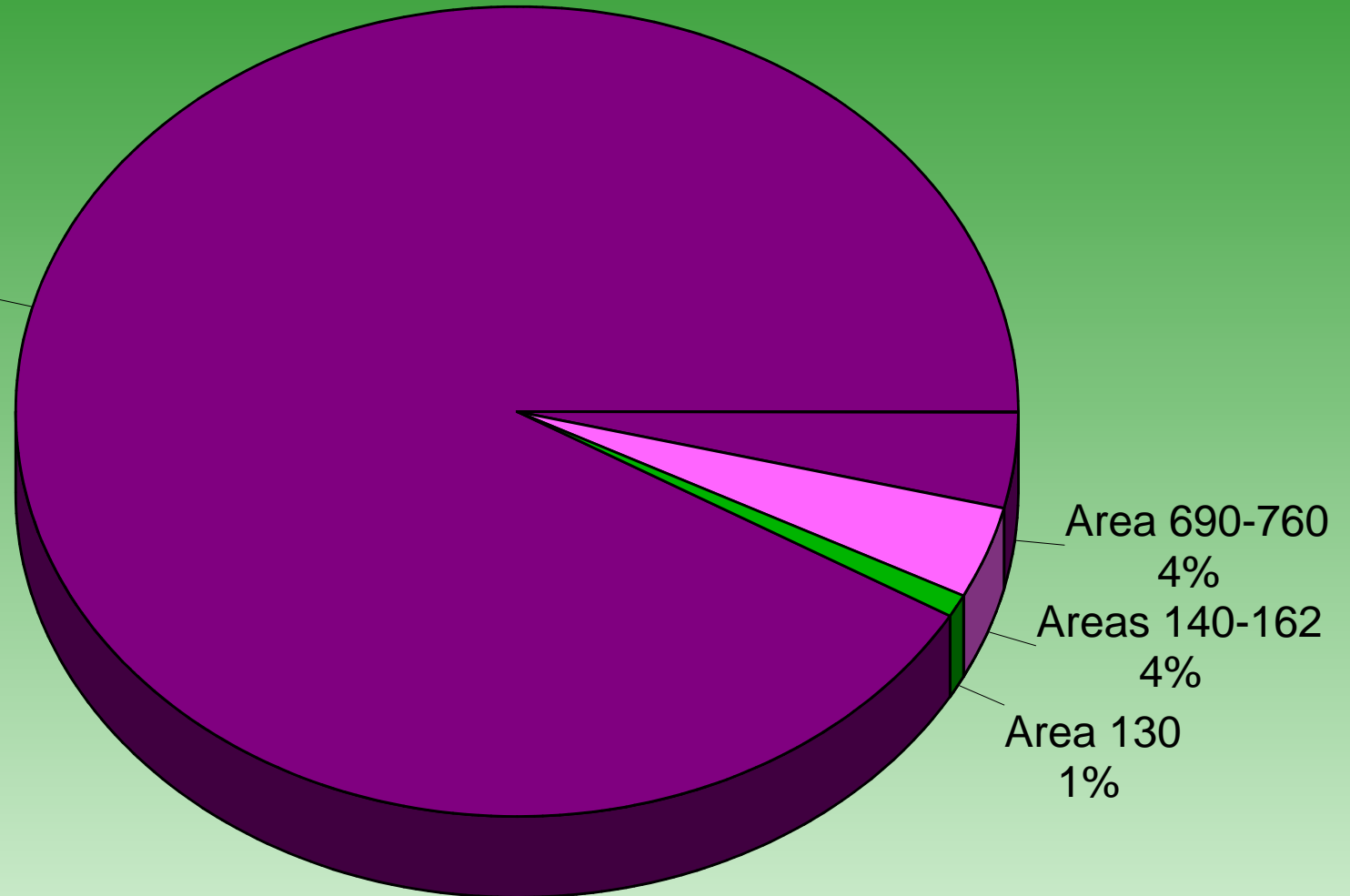
Total Sales: 1,140

June 2006 Sales (R2)

Class R2

Areas 10-121 (99)
Area 130 (1) Areas 10-121
Areas 140-162 (4) 92%
Area 170 (0)
Area 180 (0)
Areas 210-293 (0)
Areas 690-760 (4)

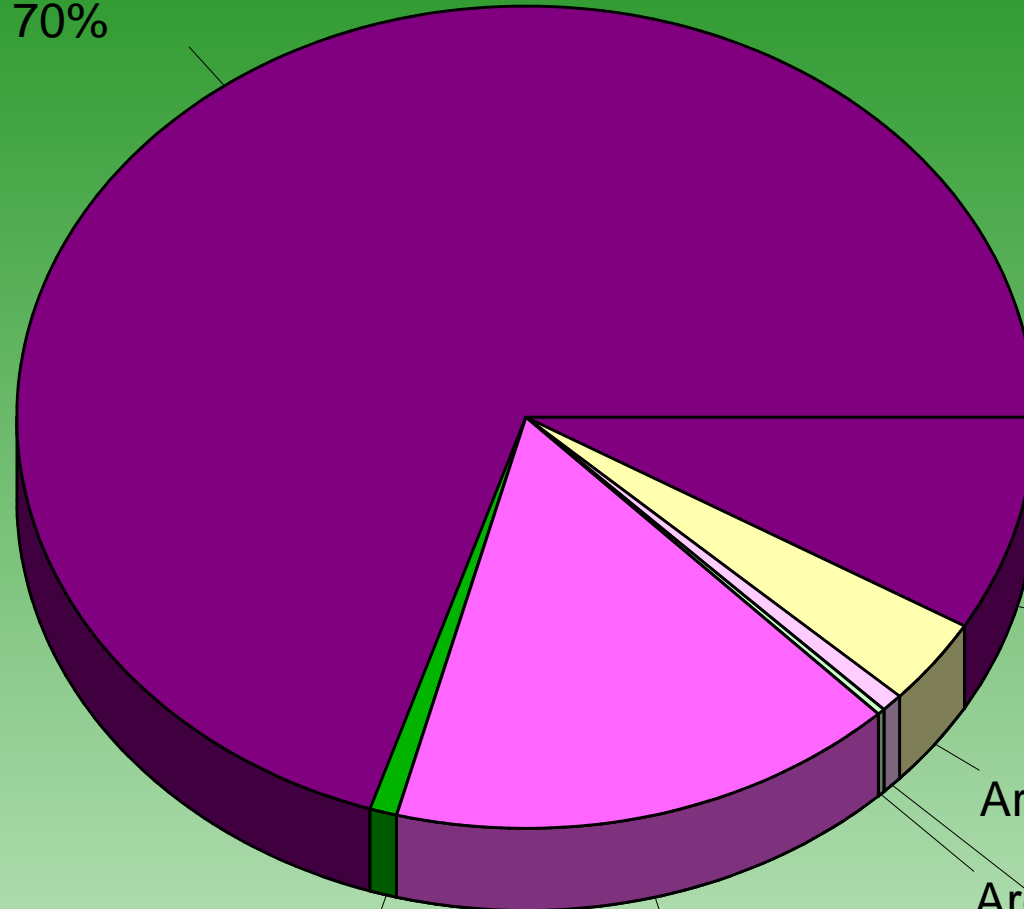
Total Sales: 108



June 2006 Under Contract (R1)

Class R1

Areas 10-121
70%



- Areas 10-121 (887)
- Area 130 (11)
- Areas 140-162 (204)
- Area 170 (3)
- Area 180 (9)
- Areas 210-293 (44)
- Areas 690-760 (106)

Total Pending Sales: 1,264

Area 130
1%

Areas 140-162
16%

Area 690-760
8%

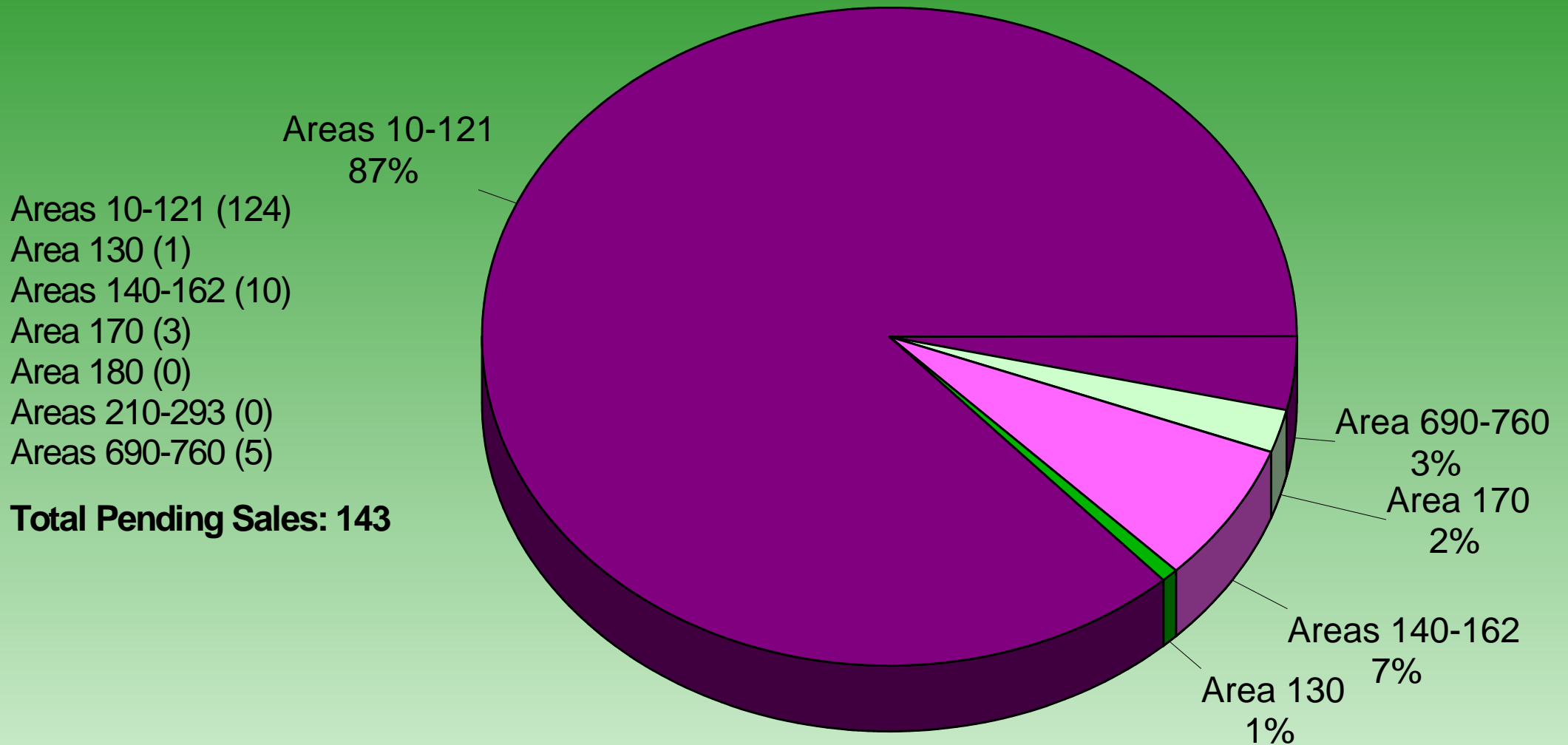
Area 210-293
3%

Area 170
0%

Area 180
1%

June 2006 Under Contract (R2)

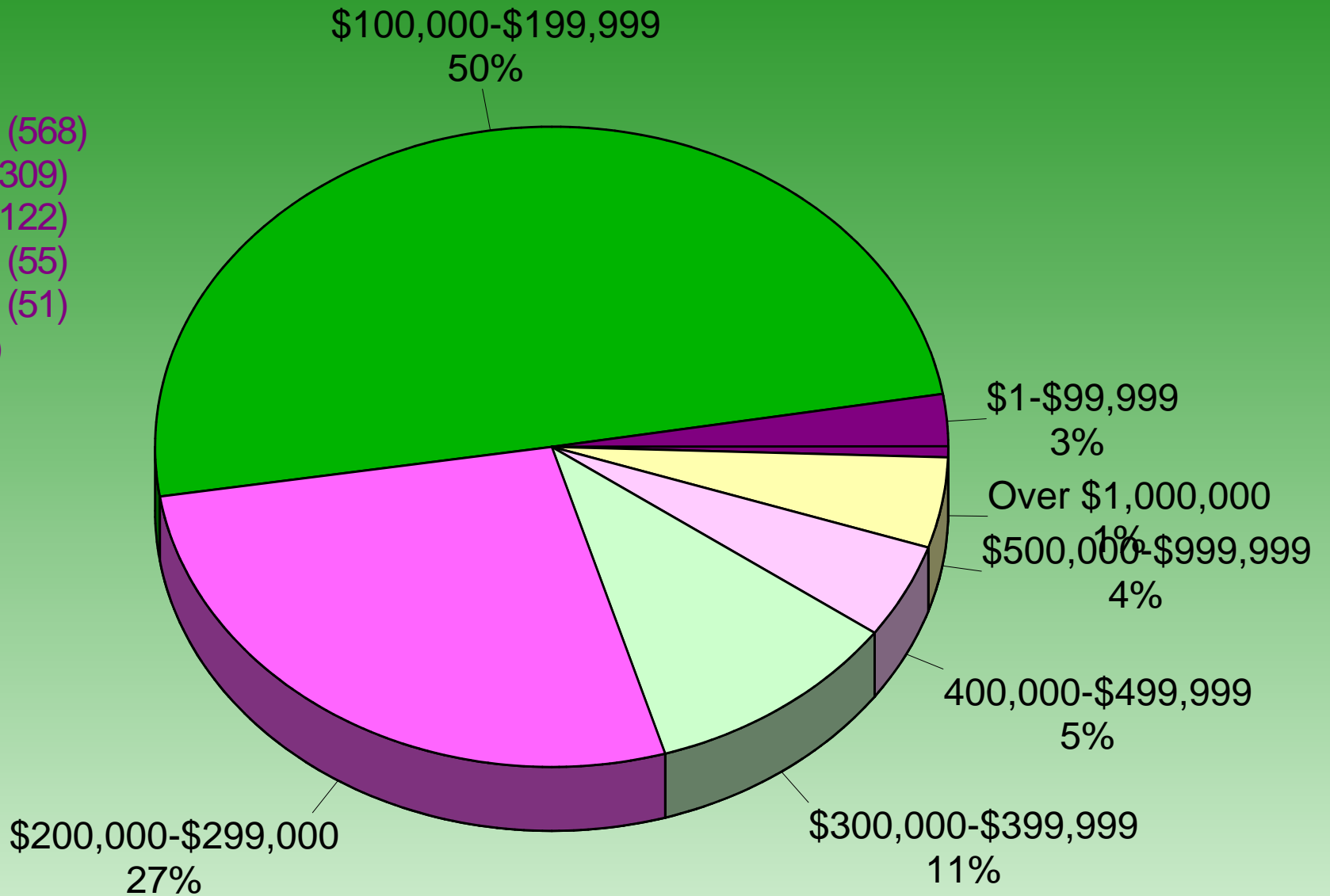
Class R2



June 2006 Closed Sales Class R1 by Price Range

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

- \$1-\$99,999 (29)
- \$100,000-\$199,999 (568)
- \$200,000-\$299,00 (309)
- \$300,00-\$399,999 (122)
- \$400,000-\$499,999 (55)
- \$500,000-\$999,999 (51)
- Over \$1,000,000 (6)

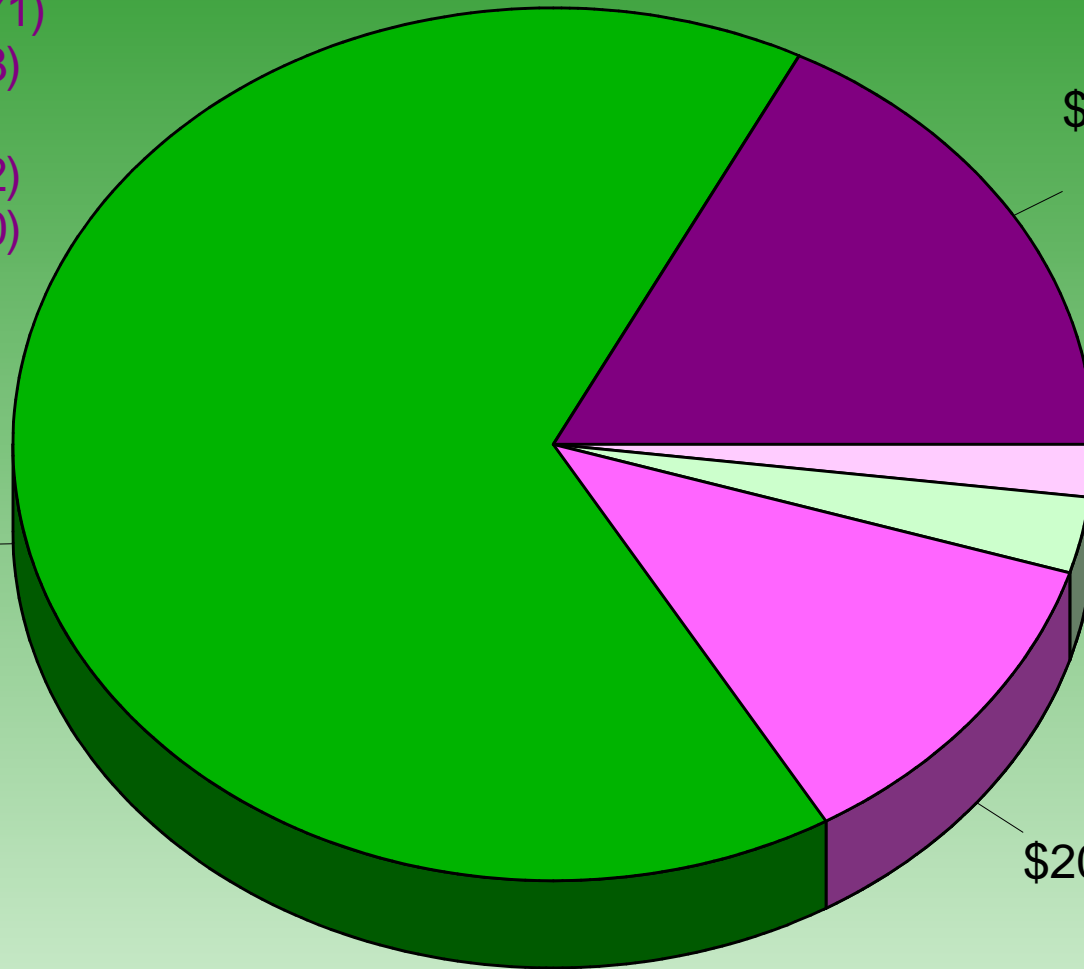


June 2006 Closed Sales Class R2 by Price Range

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

\$1-\$99,999 (19)
\$100,000-\$199,999 (71)
\$200,000-\$299,00 (13)
\$300,00-\$399,999 (3)
\$400,000-\$499,999 (2)
\$500,000-\$999,999 (0)
Over \$1,000,000 (0)

\$100,000-\$199,999
66%



\$1-\$99,999
18%

400,000-\$499,999
2%

\$300,000-\$399,999
3%

\$200,000-\$299,000
12%