



MLS Month in Review

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

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Contact: Tracy Chiado
Communications & Marketing Coordinator, 505-724-3472

November 2006 Residential Home Sales

The Southwest Multiple Listing Service, Inc. reports that home sales units decreased by 17.3% from 1130 units sold in November, 2005 to 935 units sold in November, 2006. November's average sales price for Single Family (R1) Homes shows an increase of 10% to \$242,061 in 2006 from \$219,949 in 2005. The median sales price, the price at which half the homes were sold above and below, rose by 7.3% from November 2005's \$178,900 to \$192,000 in November, 2006. The average sale price for R2 Condo/Townhouses was \$158,500 in November 2006 compared to \$154,877 in November, 2005, a 2.3% increase. The median sales price increased 10.3% from \$136,000 in November, 2005 to \$150,000 in November, 2006.

54% of the homes sold within 60 days on the market in November, 2006 whereas 57% sold in the same time frame in November 2005. Under Contract (Pending), those transactions subject to contract, but not yet closed escrow, decreased by 14% from 1,170 in November, 2005 to 1,005 in November 2006. The 1,669 listings added during November 2006, increased by 12.3% from the 1,485 added in November, 2005.

“Even though the market has slowed down since 2005 in the Greater Albuquerque area we are having the second best year for resale homes in Albuquerque history, with 12,633 homes sold through November 2006,” said Cathy Colvin, Chairman of the Albuquerque Metropolitan Board of REALTORS®. “Our inventory of homes has grown from an average of 1.89 months in November 2005 to 3.95 months in November 2006. The Albuquerque Housing Market is more positive than most of the rest of the country as reflected in home prices remaining stable,” 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 - November 2006

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

Nov.	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	\$219,949	\$242,061	\$178,900	\$192,000	5.85%	6.24%	1021	824	1031	900	1,528 / 141
Class R2	\$154,877	\$158,500	\$136,000	\$150,000			<u>109</u>	<u>111</u>	<u>139</u>	<u>105</u>	
							1130	935	1170	1005	

Nov. 2006 Closed Sales Class R1			Nov. 2006 Closed Sales Class R2			Nov. 2006 Under Contract Class R1			Nov. 2006 UnderContract Class R2		
Areas	10-121	592	Areas	10-121	100	Areas	10-121	632	Areas	10-121	94
Area	130	11	Area	130	0	Area	130	13	Area	130	1
Areas	140-162	121	Areas	140-162	9	Areas	140-162	134	Areas	140-162	5
Area	170	10	Area	170	0	Area	170	9	Area	170	1
Area	180	4	Area	180	0	Area	180	6	Area	180	0
Areas	210-293	33	Areas	210-293	0	Areas	210-293	49	Areas	210-293	0
Areas	690-760	<u>53</u>	Areas	690-760	<u>2</u>	Areas	690-760	<u>57</u>	Areas	690-760	<u>4</u>
TOTAL:		824	TOTAL:		111	TOTAL:		900	TOTAL:		105

November 2006 Closed Sales

Class R1 & R2

By Price Range

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

Class R1		Class R2	
\$1-\$99,999	30	\$1-\$99,999	15
\$100,000-\$199,999	410	\$100,000-\$199,999	75
\$200,000-\$299,999	221	\$200,000-\$299,999	18
\$300,000-\$399,999	71	\$300,000-\$399,999	2
\$400,000-\$499,999	38	\$400,000-\$499,999	1
\$500,000-\$999,999	52	\$500,000-\$999,999	0
Over \$1,000,000	<u>2</u>	Over \$1,000,000	<u>0</u>
TOTAL:	824	TOTAL:	111

Total Active Listings

Class R1 & R2

As of December 10, 2006

Class R1 Active as of December 10, 2006:	4,002
Class R2 Active as of December 10, 2006:	<u>361</u>
TOTAL:	4,363

Time on Market of Units Sold			
1-30 days	91	9.73%	
31-60 days	410	43.85%	
61-90 days	214	22.89%	
91-120 days	129	13.80%	
120 + days	91	9.73%	

Type of Financing	
Financing	Number
Conventional	752
FHA	50
VA	24
Assumption	0
Cash	98
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	
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	13,448	

Nov. 2006 vs. Nov. 2005: 195 Less Sales -17.3%

November 2006 vs. October 2006: 97 Less Sales -9.4%

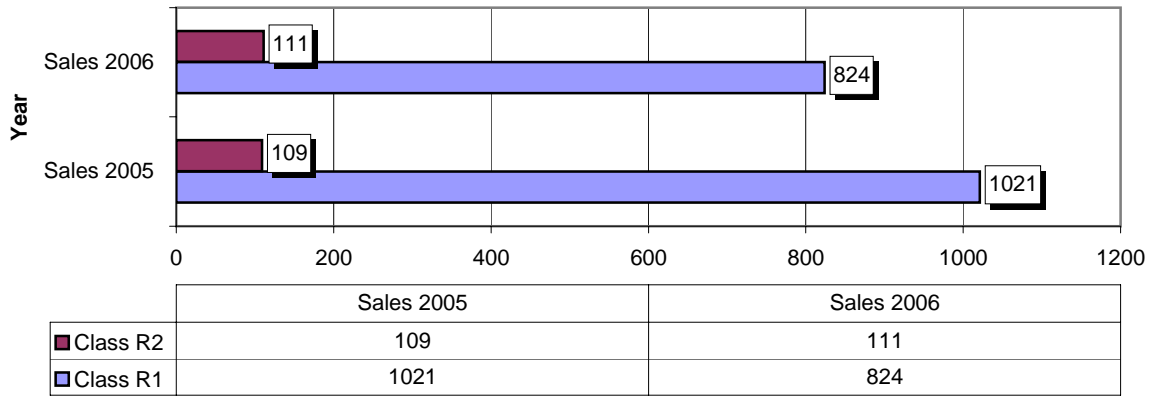
YTD Sales through Nov. 30, 2006: 12,633

YTD Sales through Nov. 30, 2005: 13,046

Year to Date 2005 vs. 2006: 413 Less Sales -3.17%

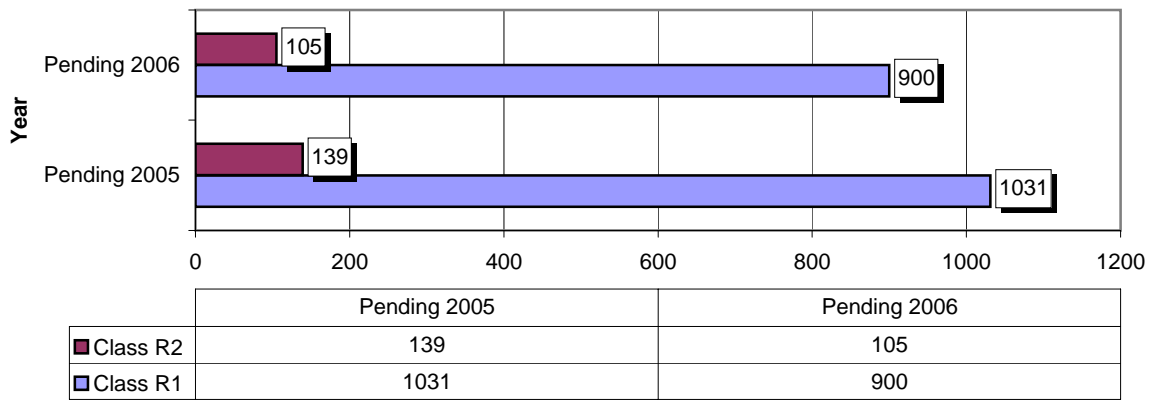
*YTD Sales = total sales reported on December 10th; actual sales will be higher due to input of sales into MLS after December 10th

Homes Sold (November 2006 vs November 2005)



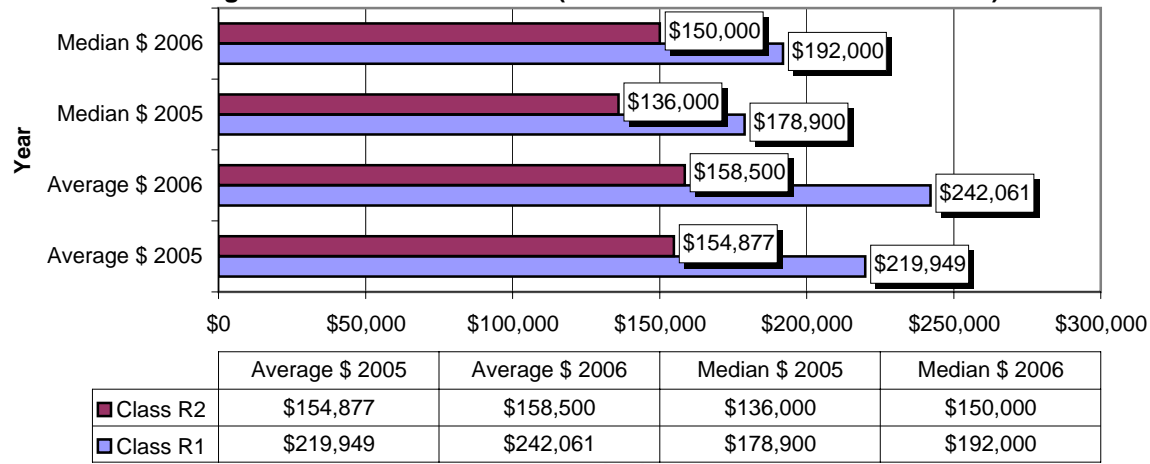
Homes Sold

Pending Sales/Under Contract (November 2006 vs November 2005)



Pending Sales

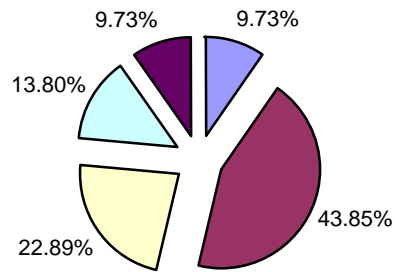
Average and Median Sales Price (November 2006 vs November 2005)



Price in Dollars

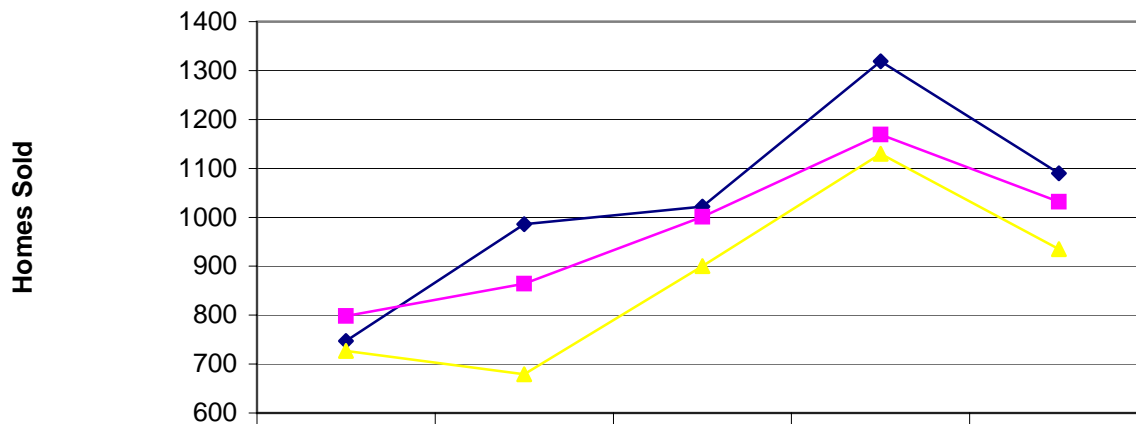
Class R1: Detached Single Family Homes
 Class R2: Condos/Townhomes

Days on Market (November 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
◆ September	747	986	1022	1319	1090
■ October	798	864	1001	1169	1032
▲ November	727	679	900	1130	935

Year

◆ September ■ October ▲ November