



## MLS Month in Review

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

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### September 2006 Residential Home Sales

The Southwest Multiple Listing Service, Inc. reports that home sales units decreased by 17% from 1319 units sold in September, 2005 to 1090 units sold in September, 2006. September's average sales price for Single Family (R1) Homes shows an increase of 6.75% to \$226,322 from \$211,997 in 2005. The median sales price, the price at which half the homes were sold above and below, rose by 13% from September 2005's \$171,000 to \$193,250 in September, 2006. The average sale price for R2 Condo/Townhouses was \$160,722 in September 2006 compared to \$138,773 in September, 2005, a 16% increase. The median sales price rose by 32% from \$118,000 in September, 2005 to \$155,950 in September, 2006.

60% of the homes sold within 60 days on the market in September, 2006 whereas 62% sold in the same time frame in September 2005. Under Contract (Pending), those transactions subject to contract, but not yet closed escrow, decreased by 16% from 1,364 in September, 2005 to 1,147 in September 2006. The 2,381 listings added during September 2006, increased by 36% from the 1,746 added in September, 2005.

"The September 2006 Residential Home Sales statistics show a slight slowdown in the housing market in the Greater Albuquerque area from last September. We've seen a 17% decrease in sales for September 2006 versus September of 2005," said Cathy Colvin, Chairman of the Albuquerque Metropolitan Board of REALTORS®, "The Albuquerque Resale Housing Market has slowed down, with a large increase in housing inventory over last year, but home prices continue to be fairly stable in this market," 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 - September 2006

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

Sept.	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	\$211,997	\$226,322	\$171,000	\$193,250	5.32%	6.40%	1187	990	1227	1037	2,157	224
Class R2	\$138,773	\$160,722	\$118,000	\$155,950			<u>132</u>	<u>100</u>	<u>137</u>	<u>110</u>		
							1319	1090	1364	1147		

Sept. 2006 Closed Sales Class R1			Sept. 2006 Closed Sales Class R2			Sept. 2006 Under Contract Class R1			Sept. 2006 UnderContract Class R2		
Areas	10-121	694	Areas	10-121	90	Areas	10-121	720	Areas	10-121	93
Area	130	7	Area	130	4	Area	130	9	Area	130	1
Areas	140-162	157	Areas	140-162	3	Areas	140-162	159	Areas	140-162	11
Area	170	1	Area	170	1	Area	170	8	Area	170	0
Area	180	6	Area	180	0	Area	180	8	Area	180	0
Areas	210-293	51	Areas	210-293	0	Areas	210-293	61	Areas	210-293	0
Areas	690-760	<u>74</u>	Areas	690-760	<u>2</u>	Areas	690-760	<u>72</u>	Areas	690-760	<u>5</u>
<b>TOTAL:</b>		<b>990</b>	<b>TOTAL:</b>		<b>100</b>	<b>TOTAL:</b>		<b>1,037</b>	<b>TOTAL:</b>		<b>110</b>

### September 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>	26	<b>\$1-\$99,999</b>	19
<b>\$100,000-\$199,999</b>	495	<b>\$100,000-\$199,999</b>	53
<b>\$200,000-\$299,999</b>	304	<b>\$200,000-\$299,999</b>	24
<b>\$300,000-\$399,999</b>	93	<b>\$300,000-\$399,999</b>	4
<b>\$400,000-\$499,999</b>	37	<b>\$400,000-\$499,999</b>	0
<b>\$500,000-\$999,999</b>	33	<b>\$500,000-\$999,999</b>	0
<b>Over \$1,000,000</b>	<u>2</u>	<b>Over \$1,000,000</b>	<u>0</u>
<b>TOTAL:</b>	<b>990</b>	<b>TOTAL:</b>	<b>100</b>

### Total Active Listings

#### Class R1 & R2

#### As of October 10, 2006

Class R1 Active as of October 10, 2006:	4,322
Class R2 Active as of October 10, 2006:	<u>373</u>
<b>TOTAL:</b>	<b>4,695</b>

Time on Market of Units Sold	# Units	
1-30 days	125	11.47%
31-60 days	537	49.27%
61-90 days	235	21.56%
91-120 days	100	9.17%
120 + days	93	8.53%

Type of Financing	Number
Financing	
Conventional	880
FHA	66
VA	36
Assumption	0
Cash	100
Other	8

## 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>
<b>January</b>	239	324	338	481	425	413	357	335	399	376	420	536	598	533	712	840
<b>February</b>	276	375	428	468	458	479	384	448	488	431	482	566	627	674	808	949
<b>March</b>	385	608	508	635	523	571	455	643	632	680	674	653	799	833	919	1226
<b>April</b>	481	602	522	581	466	492	526	580	568	545	723	726	848	921	1029	1105
<b>May</b>	503	521	579	643	549	410	646	658	663	634	837	791	938	1029	1300	1301
<b>June</b>	526	601	708	671	627	628	589	701	685	677	714	859	982	1157	1295	1248
<b>July</b>	509	621	670	594	707	669	692	729	717	664	864	878	1110	1131	1339	1239
<b>August</b>	513	653	690	709	767	684	615	644	729	701	791	906	1054	1146	1388	1250
<b>September</b>	462	603	682	641	583	538	596	621	619	575	662	747	986	1022	1319	1090
<b>October</b>	400	631	592	573	625	566	599	616	552	582	671	798	864	1001	1169	
<b>November</b>	364	588	534	540	525	486	488	520	517	521	594	727	679	900	1130	
<b>December</b>	413	563	625	546	528	498	483	559	508	354	557	684	731	916	1040	
<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>13448</b>	

September 2006 vs. September 2005: **229 Less Sales** **-17.4%**

September 2006 vs. August 2006: **160 Less Sales** **-12.8%**

YTD Sales through September 30, 2006: **10,613**

YTD Sales through September 30, 2005: **10,676**

Year to Date 2005 vs. 2006: **63 Less Sales** **-0.59%**

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

**Albuquerque Metropolitan Board of  
REALTORS®**

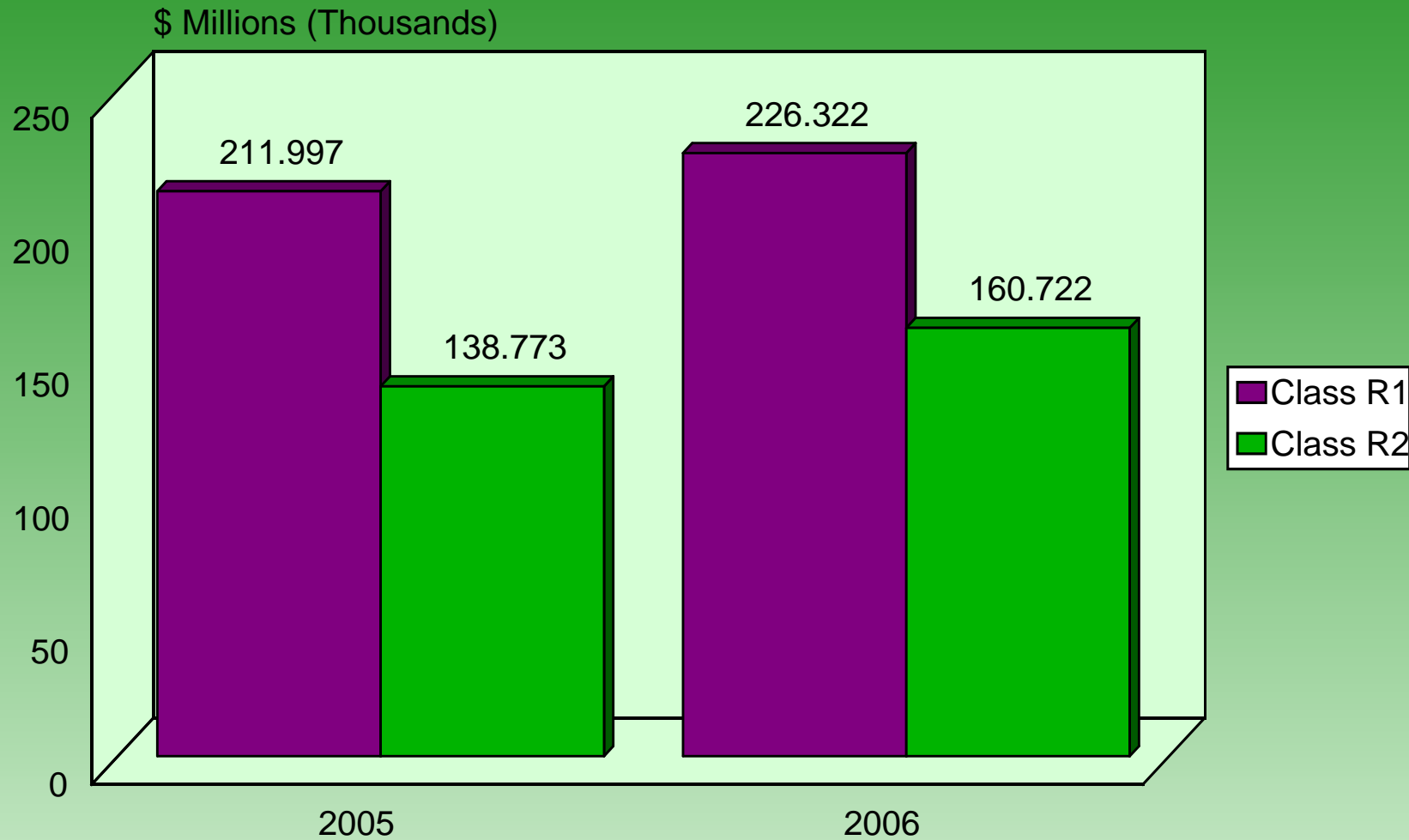
HOUSING TRENDS-September 2006

# AMBR Housing Trends

September 2006

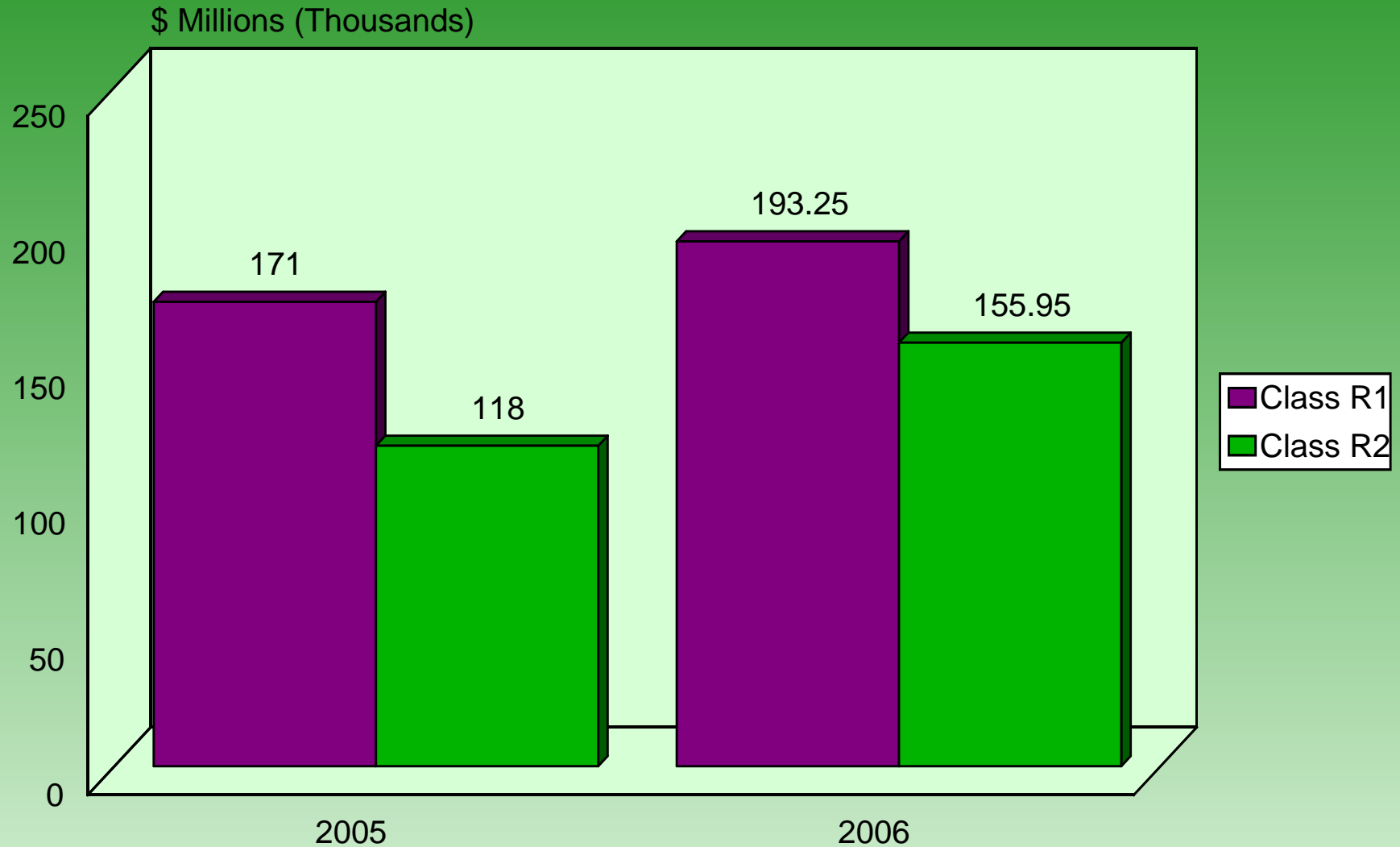
# Average Price 2005 vs. 2006

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

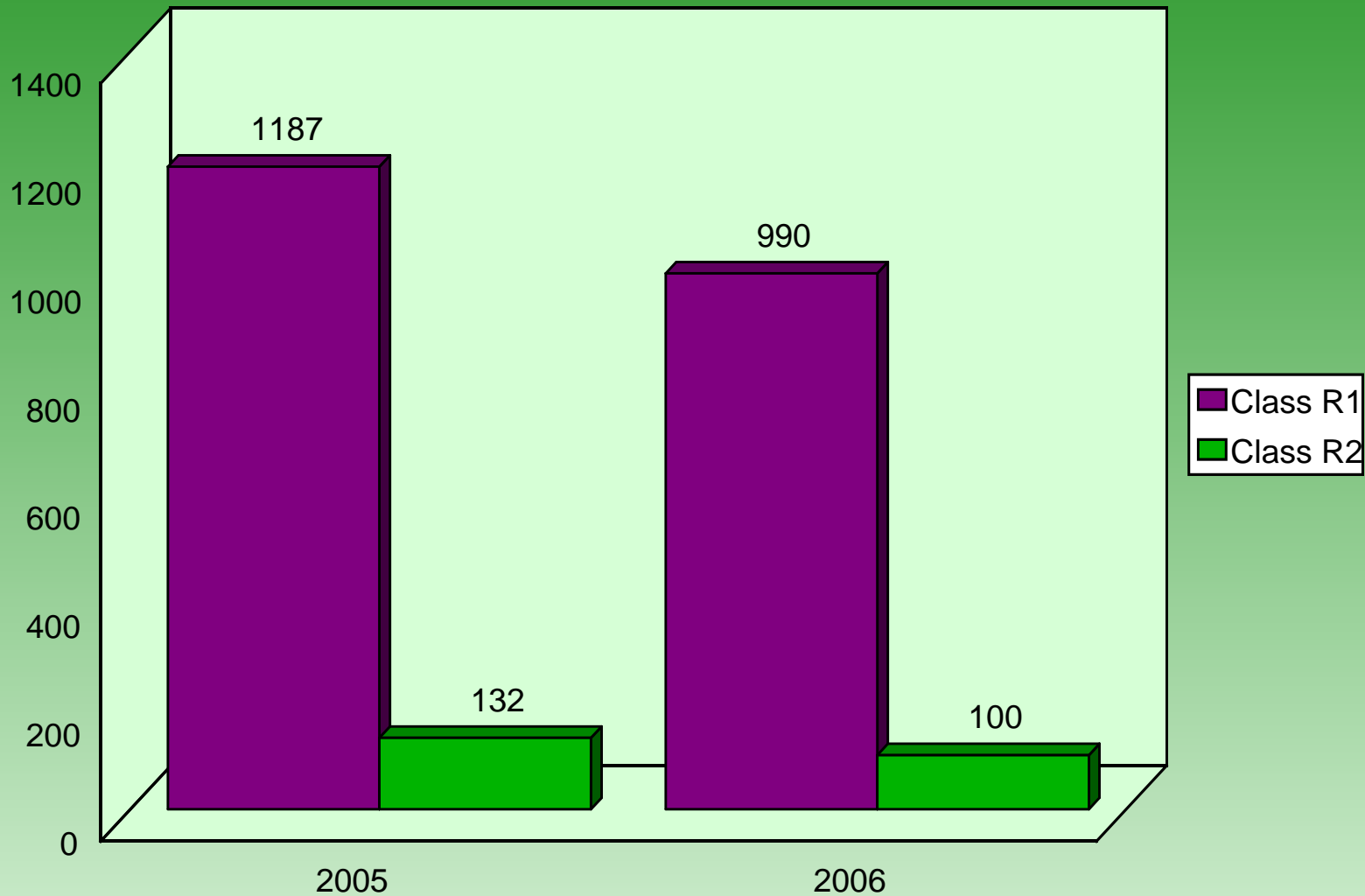
Interest Rate 2005=5.32%

Interest Rate 2006=6.40%



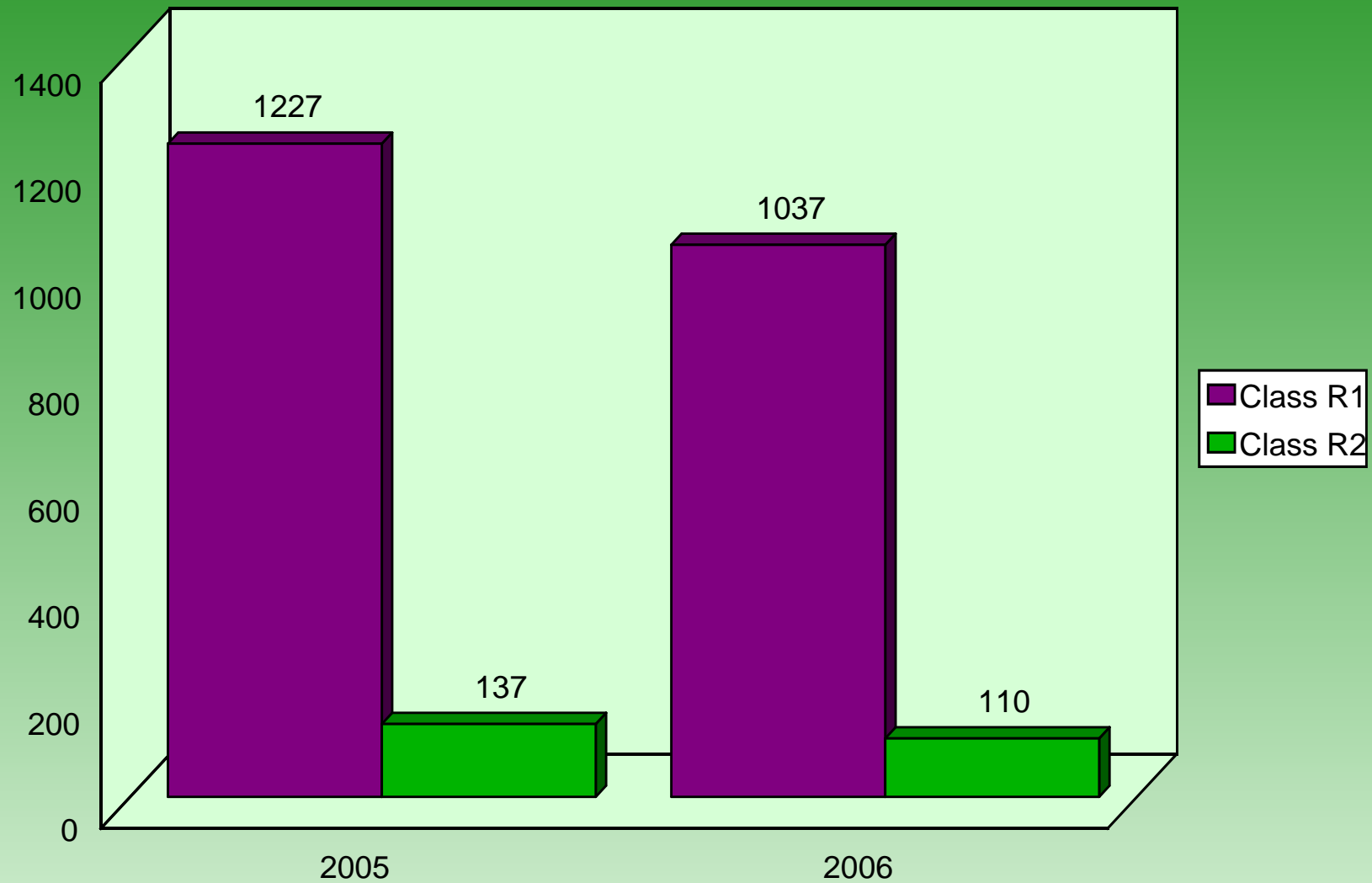
# Closed Sales 2005 vs. 2006

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

2006 Listings R1=2,157

2006 Listings R2=224

Total New Listings=2381