

## Metropolitan Albuquerque Housing Trends - Third Quarter (July-Sept.), 2005

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

| xn Quarter | Average \$, 2004 | Average \$, 2005 | Median \$ 2004 | Median \$ 2005 | Interest Rate '04 | Interest Rate '05 | 2004 Sales | 2005 Sales | Pending 2004 | Pending 2005 | New Listings '05 R1 / R2 | Σ New Listings |
|------------|------------------|------------------|----------------|----------------|-------------------|-------------------|------------|------------|--------------|--------------|--------------------------|----------------|
| Class R1   | \$184,351        | \$212,593        | \$148,500      | \$171,000      | 5.56%             | 5.30%             | 3055       | 3738       | 3173         | 3995         | 5,341 / 512              | 5,853          |
| Class R2   | \$120,148        | \$132,066        | \$110,500      | \$118,000      |                   |                   | <u>344</u> | <u>366</u> | <u>383</u>   | <u>417</u>   |                          |                |
|            |                  |                  |                |                |                   |                   | 3399       | 4104       | 3556         | 4412         |                          |                |

| July-Sept. 2005 Sales Class R1 |         |              | July-Sept. 2005 Sales Class R2 |         |            | July-Sept. 2005 Pending Class R1 |         |              | July-Sept. 2005 Pending Class R2 |         |            |
|--------------------------------|---------|--------------|--------------------------------|---------|------------|----------------------------------|---------|--------------|----------------------------------|---------|------------|
| <b>Areas</b>                   | 10-120  | 2,647        | <b>Areas</b>                   | 10-120  | 313        | <b>Areas</b>                     | 10-120  | 2,781        | <b>Areas</b>                     | 10-120  | 370        |
| Area                           | 130     | 45           | Area                           | 130     | 3          | Area                             | 130     | 35           | Area                             | 130     | 3          |
| Areas                          | 140-160 | 554          | Areas                          | 140-160 | 29         | Areas                            | 140-160 | 641          | Areas                            | 140     | 26         |
| <b>Area</b>                    | 170     | 8            | <b>Area</b>                    | 170     | 2          | <b>Area</b>                      | 170     | 17           | <b>Area</b>                      | 170     | 3          |
| <b>Area</b>                    | 180     | 47           | <b>Area</b>                    | 180     | 0          | <b>Area</b>                      | 180     | 49           | <b>Area</b>                      | 180     | 0          |
| Areas                          | 210-290 | 214          | Areas                          | 210-290 | 0          | Areas                            | 210-290 | 222          | Areas                            | 210-290 | 0          |
| Areas                          | 690-760 | <u>223</u>   | Areas                          | 690-760 | <u>19</u>  | Areas                            | 690-760 | <u>250</u>   | Areas                            | 690-760 | <u>15</u>  |
| <b>TOTAL:</b>                  |         | <b>3,738</b> | <b>TOTAL:</b>                  |         | <b>366</b> | <b>TOTAL:</b>                    |         | <b>3,995</b> | <b>TOTAL:</b>                    |         | <b>417</b> |

| July-Sept. 2005 Sales Class R1 & R2 By Price Range |              |                            |            |
|--|--------------|----------------------------|------------|
| Class R1   |              | Class R2                   |            |
| <b>\$1-\$99,999</b>                                | 257          | <b>\$1-\$99,999</b>        | 111        |
| <b>\$100,000-\$199,999</b>                         | 2,081        | <b>\$100,000-\$199,999</b> | 223        |
| <b>\$200,000-\$299,999</b>                         | 797          | <b>\$200,000-\$299,999</b> | 29         |
| <b>\$300,000-\$399,999</b>                         | 317          | <b>\$300,000-\$399,999</b> | 2          |
| <b>\$400,000-\$499,999</b>                         | 134          | <b>\$400,000-\$499,999</b> | 1          |
| <b>\$500,000-\$999,999</b>                         | 141          | <b>\$500,000-\$999,999</b> | 0          |
| <b>Over \$1,000,000</b>                            | <u>11</u>    | <b>Over \$1,000,000</b>    | <u>0</u>   |
| <b>TOTAL:</b>                                      | <b>3,738</b> | <b>TOTAL:</b>              | <b>366</b> |

| Total Active Listings Class R1 & R2 As of October 10, 2005 |              |
|--|--------------|
| Class R1 Active as of October 10, 2005:                    | 2,143        |
| Class R2 Active as of October 10, 2005:                    | <u>176</u>   |
| <b>TOTAL:</b>  | <b>2,319</b> |

**YTD Sales as of October 10, 2005: 10,676**

*(Total sales reported between January 1, 2005, and October 10, 2005, in Classes R1 & R2)*

\*YTD Sales = Total sales reported on 10th day of month; Actual sales will be higher due to sales input into MLS after 10th of month.

## 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>  |
|------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|--------------|
| <b>January</b>   | 239          | 324          | 338          | 481          | 425          | 413          | 357          | 335          | 399          | 376          | 420          | 536          | 598           | 533           | 712          |
| <b>February</b>  | 276          | 375          | 428          | 468          | 458          | 479          | 384          | 448          | 488          | 431          | 482          | 566          | 627           | 674           | 808          |
| <b>March</b>     | 385          | 608          | 508          | 635          | 523          | 571          | 455          | 643          | 632          | 680          | 674          | 653          | 799           | 833           | 919          |
| <b>April</b>     | 481          | 602          | 522          | 581          | 466          | 492          | 526          | 580          | 568          | 545          | 723          | 726          | 848           | 921           | 1029         |
| <b>May</b>       | 503          | 521          | 579          | 643          | 549          | 410          | 646          | 658          | 663          | 634          | 837          | 791          | 938           | 1029          | 1300         |
| <b>June</b>      | 526          | 601          | 708          | 671          | 627          | 628          | 589          | 701          | 685          | 677          | 714          | 859          | 982           | 1157          | 1295         |
| <b>July</b>      | 509          | 621          | 670          | 594          | 707          | 669          | 692          | 729          | 717          | 664          | 864          | 878          | 1110          | 1131          | 1339         |
| <b>August</b>    | 513          | 653          | 690          | 709          | 767          | 684          | 615          | 644          | 729          | 701          | 791          | 906          | 1054          | 1146          | 1388         |
| <b>September</b> | 462          | 603          | 682          | 641          | 583          | 538          | 596          | 621          | 619          | 575          | 662          | 747          | 986           | 1022          | 1319         |
| <b>October</b>   | 400          | 631          | 592          | 573          | 625          | 566          | 599          | 616          | 552          | 582          | 671          | 798          | 864           | 1001          |              |
| <b>November</b>  | 364          | 588          | 534          | 540          | 525          | 486          | 488          | 520          | 517          | 521          | 594          | 727          | 679           | 900           |              |
| <b>December</b>  | 413          | 563          | 625          | 546          | 528          | 498          | 483          | 559          | 508          | 354          | 557          | 684          | 731           | 916           |              |
| <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>10109</b> |

1st quarter 2004 cf. 1st quarter 2005:

399 more sales

19.56%

2nd quarter 2004 cf. 2nd quarter 2005:

517 more sales

16.64%

3rd quarter 2004 cf. 3rd quarter 2005:

747 more sales

22.64%

4th quarter 2004 cf. 4th quarter 2005:

TBD

Year to date 2004 cf. 2005:

1663 more sales

19.69%

## Third Quarter (July-Sept.) 2005 Housing Activity Report

### Class R1 - Existing Single-Family Detached

|                |                                 | Total Active Listings | Total Pending Listings | Total Sold & Closed | Average Closed Sale Price |
|----------------|---------------------------------|-----------------------|------------------------|---------------------|---------------------------|
| <b>10</b>      | Sandia Heights                  | 13                    | 22                     | 25                  | \$537,440                 |
| <b>20</b>      | North Albuquerque Acres         | 63                    | 32                     | 39                  | \$571,754                 |
| <b>30</b>      | Far NE Heights                  | 138                   | 379                    | 380                 | \$311,616                 |
| <b>40</b>      | Near NE Heights                 | 108                   | 263                    | 235                 | \$194,861                 |
| <b>50</b>      | NE Heights                      | 90                    | 396                    | 377                 | \$175,071                 |
| <b>60</b>      | Four Hills                      | 14                    | 26                     | 27                  | \$322,881                 |
| <b>70</b>      | SE Heights                      | 76                    | 161                    | 148                 | \$184,608                 |
| <b>80</b>      | Downtown                        | 39                    | 51                     | 40                  | \$167,337                 |
| <b>90</b>      | Southwest                       | 225                   | 427                    | 369                 | \$127,688                 |
| <b>100</b>     | North Valley                    | 170                   | 182                    | 161                 | \$280,803                 |
| <b>110</b>     | Northwest Heights               | 171                   | 416                    | 409                 | \$180,076                 |
| <b>120</b>     | Paradise Hills                  | 144                   | 426                    | 437                 | \$202,267                 |
| <b>130</b>     | Corrales                        | 76                    | 35                     | 45                  | \$477,968                 |
| <b>140</b>     | Rio Rancho South                | 26                    | 62                     | 43                  | \$194,094                 |
| <b>150</b>     | Rio Rancho Mid/Corrales Heights | 75                    | 270                    | 237                 | \$162,232                 |
| <b>160</b>     | Rio Rancho North                | 94                    | 309                    | 274                 | \$187,264                 |
| <b>170</b>     | Bernalillo/Algodones            | 24                    | 17                     | 8                   | \$437,238                 |
| <b>180</b>     | Placitas                        | 55                    | 49                     | 47                  | \$450,253                 |
| <b>210-290</b> | East Mountain Area              | 240                   | 222                    | 214                 | \$249,791                 |
| <b>690-760</b> | Valencia County                 | 302                   | 250                    | 223                 | \$152,010                 |

