

**DUNAGAN ASSOCIATES
MARKET TRENDS
JANUARY 1, 2009 – DECEMBER 31, 2009**

<u>SALES</u>	<u>12/31/04</u>	<u>12/31/05</u>	<u>12/31/06</u>	<u>12/31/07</u>	<u>12/31/08</u>	<u>01/01/09</u> <u>12/31/09</u>	
<u>RESIDENTIAL</u> UNITS SOLD	381	488	437	416	377	317	
\$\$\$ SALES	72,509,648	93,683,236	99,793,980	\$108,274,324	105,264,876	\$86,473,702	
<u>LOTS – RESIDENTIAL</u> UNITS SOLD	23	28	40	71	19	15	
AVERAGE PRICE	17,522	19,731	18,659	\$13,543	\$27,784	\$33,092	
<u>LISTINGS</u>	<u>12/31/03</u> 137	<u>12/31/04</u> 150	<u>12/31/05</u> 112	<u>12/31/06</u> 121	<u>12/31/07</u> 122	<u>12/31/08</u> 140	<u>12/31/09</u> 145

YEAR END 2009

- *NUMBER OF HOMES SOLD, **DOWN 15%**
- *SALES VOLUME DOWN FROM \$52.6 MILLION TO \$43.2 MILLION, **DOWN 18%**
- *AVERAGE PRICE HOME DOWN FROM \$139,000 TO \$136,000, **DOWN 2%**
- *MEDIAN PRICE HOME DOWN FROM \$125,000 TO \$121,500, **DOWN 3%**
- *RESIDENTIAL INVENTORY OF HOMES UP FROM 140 TO 145, **UP 4%**
- *"TRUE LISTING" INVENTORY OF HOMES UP FROM 101 TO 108, **UP 7%**

Total number of homes currently "active" – 108

Total number of newly constructed/under construction homes on active market/hold do not show' - 4

Above based upon statistical data compiled and reported by Carlsbad Multiple Listing (MLS) Carlsbad Board of Realtors for the period December 31, 2003 to December 31, 2009. Neither the board nor its MLS guarantees or is in any way responsible for its accuracy. Data maintained by the board or its MLS may not reflect all real estate activity in the market.

**DUNAGAN ASSOCIATES
MARKET TRENDS
JANUARY 1, 2009 – FEBRUARY 1, 2010**

<u>SALES</u>	<u>12/31/04</u>	<u>12/31/05</u>	<u>12/31/06</u>	<u>12/31/07</u>	<u>12/31/08</u>	<u>01/01/10</u> <u>02/01/10</u>	
<u>RESIDENTIAL</u> UNITS SOLD	381	488	437	416	377	19	
\$\$\$ SALES	72,509,648	93,683,236	99,793,980	\$108,274,324	105,264,876	\$5,847,592	
<u>LOTS – RESIDENTIAL</u> UNITS SOLD	23	28	40	71	19	0	
AVERAGE PRICE	17,522	19,731	18,659	\$13,543	\$27,784	\$0	
<u>LISTINGS</u>	<u>12/31/03</u> 137	<u>12/31/04</u> 150	<u>12/31/05</u> 112	<u>12/31/06</u> 121	<u>12/31/07</u> 122	<u>12/31/08</u> 140	<u>02/01/10</u> 183

YEAR END 2009*NUMBER OF HOMES SOLD, **DOWN 15%***SALES VOLUME DOWN FROM \$52.6 MILLION TO \$43.2 MILLION, **DOWN 18%***AVERAGE PRICE HOME DOWN FROM \$139,000 TO \$136,000, **DOWN 2%***MEDIAN PRICE HOME DOWN FROM \$125,000 TO \$121,500, **DOWN 3%***RESIDENTIAL INVENTORY OF HOMES UP FROM 140 TO 145, **UP 4%****"TRUE LISTING" INVENTORY OF HOMES UP FROM 101 TO 108, **UP 7%**

Total number of homes currently "active" – 141

Total number of newly constructed/under construction homes on active market/'hold do not show' - 3

Above based upon statistical data compiled and reported by Carlsbad Multiple Listing (MLS) Carlsbad Board of Realtors for the period December 31, 2004 to February 1, 2010. Neither the board nor its MLS guarantees or is in any way responsible for its accuracy. Data maintained by the board or its MLS may not reflect all real estate activity in the market.

**DUNAGAN ASSOCIATES
MARKET TRENDS
JANUARY 1, 2010 – MARCH 1, 2010**

<u>SALES</u>	<u>12/31/05</u>	<u>12/31/06</u>	<u>12/31/07</u>	<u>12/31/08</u>	<u>12/31/09</u>	<u>01/01/10</u> <u>03/01/10</u>
<u>RESIDENTIAL</u> UNITS SOLD	488	437	416	377	317	38
\$\$\$ SALES	93,683,236	99,793,980	\$108,274,324	105,264,876	\$86,473,702	\$11,327,490
<u>LOTS – RESIDENTIAL</u> UNITS SOLD	28	40	71	19	15	0
AVERAGE PRICE	19,731	18,659	\$13,543	\$27,784	\$33,092	\$0
<u>LISTINGS</u>	<u>12/31/04</u> 150	<u>12/31/05</u> 112	<u>12/31/06</u> 121	<u>12/31/07</u> 122	<u>12/31/08</u> 140	<u>12/31/09</u> 145 <u>03/01/10</u> 179

YEAR END 2009*NUMBER OF HOMES SOLD, **DOWN 15%***SALES VOLUME DOWN FROM \$52.6 MILLION TO \$43.2 MILLION, **DOWN 18%***AVERAGE PRICE HOME DOWN FROM \$139,000 TO \$136,000, **DOWN 2%***MEDIAN PRICE HOME DOWN FROM \$125,000 TO \$121,500, **DOWN 3%***RESIDENTIAL INVENTORY OF HOMES UP FROM 140 TO 145, **UP 4%***"TRUE LISTING" INVENTORY OF HOMES UP FROM 101 TO 108, **UP 7%**

Total number of homes currently "active" – 119

Total number of newly constructed/under construction homes on active market/'hold do not show' - 2

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212 West Stevens Street
Carlsbad, New Mexico 88220

Phone: (575) 885-2138

Fax: (575) 885-6809

E-mail: dunagan@dunaganassociates.com

**DUNAGAN ASSOCIATES
MARKET TRENDS
JANUARY 1, 2010 – APRIL 1, 2010**

<u>SALES</u>	<u>12/31/05</u>	<u>12/31/06</u>	<u>12/31/07</u>	<u>12/31/08</u>	<u>12/31/09</u>	<u>01/01/10</u> <u>04/01/10</u>
<u>RESIDENTIAL</u> UNITS SOLD	488	437	416	377	317	71
\$\$\$ SALES	93,683,236	99,793,980	\$108,274,324	105,264,876	\$86,473,702	\$20,214,202
<u>LOTS – RESIDENTIAL</u> UNITS SOLD	28	40	71	19	15	2
AVERAGE PRICE	19,731	18,659	\$13,543	\$27,784	\$33,092	\$23,000
<u>LISTINGS</u>	<u>12/31/04</u> 150	<u>12/31/05</u> 112	<u>12/31/06</u> 121	<u>12/31/07</u> 122	<u>12/31/08</u> 140	<u>12/31/09</u> 145 <u>04/01/10</u> 183

YEAR END 2009

- *NUMBER OF HOMES SOLD, **DOWN 15%**
- *SALES VOLUME DOWN FROM \$52.6 MILLION TO \$43.2 MILLION, **DOWN 18%**
- *AVERAGE PRICE HOME DOWN FROM \$139,000 TO \$136,000, **DOWN 2%**
- *MEDIAN PRICE HOME DOWN FROM \$125,000 TO \$121,500, **DOWN 3%**
- *RESIDENTIAL INVENTORY OF HOMES UP FROM 140 TO 145, **UP 4%**
- *"TRUE LISTING" INVENTORY OF HOMES UP FROM 101 TO 108, **UP 7%**

Total number of homes currently "active" – 117

Total number of newly constructed/under construction homes on active market/hold do not show' - 2

Above based upon statistical data compiled and reported by Carlsbad Multiple Listing (MLS) Carlsbad Board of Realtors for the period December 31, 2004 to April 1, 2010. Neither the board nor its MLS guarantees or is in any way responsible for its accuracy. Data maintained by the board or its MLS may not reflect all real estate activity in the market.