

PRESS RELEASE

July 12, 2004

2004 Second Quarter Santa Fe Area - Property Statistics
Existing and new, single-family detached homes sales:

April 1 thru June 30, 2004, April 1 thru June 30, 2004

| <u>AREA</u> | <u># SOLD</u> | <u>MEDIAN PRICE</u> | <u># SOLD</u> | <u>MEDIAN PRICE</u> |
|-----------------------|---------------|---------------------|---------------|---------------------|
| <u>CITY</u> | | | | |
| Northeast | 38 | 570,000 | 35 | 449,000 |
| Northwest | 20 | 313,750 | 15 | 269,000 |
| Southeast | 66 | 503,750 | 51 | 459,000 |
| Southwest | 109 | 235,000 | 88 | 211,000 |
| Total City | 233 | 343,000 | 189 | 269,000 |
| | | | | |
| <u>COUNTY</u> | | | | |
| North | 57 | 670,000 | 54 | 595,000 |
| Southeast | 113 | 360,000 | 86 | 322,750 |
| *Eldorado | 72 | 337,000 | 62 | 287,641 |
| Southwest | 110 | 240,000 | 119 | 221,000 |
| Total County | 280 | 325,000 | 259 | 275,000 |
| | | | | |
| Total City/County | 513 | 334,000 | 448 | 272,000 |
| | | | | |
| <u>CONDO/TOWNHOME</u> | | | | |
| City | 130 | 201,250 | 81 | 177,000 |
| County/North | 7 | 285,000 | 12 | 261,343 |
| County/South | 3 | 216,300 | 2 | 98,000 |
| Total City/County | 170 | 215,650 | 95 | 194,600 |
| | | | | |
| <u>DUPLEX/X-PLEX</u> | | | | |
| City & County | 21 | 200,000 | 7 | 235,000 |
| | | | | |
| <u>MOBILE</u> | | | | |
| City & County | 31 | 125,000 | 5 | 151,800 |

*Eldorado - separate figure - included in Southeast Total