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What happened in the Real Estate Market in *Woodmoor* during February, 2009?

The Following Homes **SOLD** or are **PENDING**

	B D R M S	B A T H S	G A R A G E	S T Y L E	Y E A R	B U I L T	S Q U A R E F E E T	L I S T I N G P R I C E	S P E C I A L I T Y P R I C E
19400 Glen Cannon Way	4	3	2	RR	1979	2502	\$278,000	\$270,000	
220 Cobblestone Way	5	4	2	RR	1996	3463	\$299,900	\$295,000	
19840 Sundance Trl.	5	3	3	RAN	1999	3692	\$315,000	\$320,500	
25 E. Kings Deer Pt.	5	4	2	2	1986	3175	\$249,900	Pending	
18645 Wethersfield Dr.	5	4	2	2	1986	4229	\$359,900	Pending	
415 New London Way	3	4	2	2	1992	3490	\$365,000	Pending	
18430 Lazy Summer Way	5	4	5	2	1988	4280	\$418,000	Pending	
18865 Pebble Beach Way	5	4	3	2	1994	6400	\$510,000	Pending	
515 Woodmoor Dr.	5	5	4	2	1986	4860	\$535,000	Pending	
19092 Doewood Dr.	6	5	6	2	1993	6546	\$599,000	Pending	

MLS Data as of 3/4/2009

If you will provide us with your email address and street address, we will continue to provide this newsletter in a quicker and more eco-friendly fashion (save a few trees). In addition, we will be providing links to recent articles and webinars that might be of interest. Your information will NOT be used for any other purposes.

Several individuals have now signed up for email newsletters, thank you. Email recipients will also have the benefit of receiving a link to the detailed MLS printouts for the homes in the summary, complete with multiple photos of all the homes—email can have its upsides. The 3 homes that sold in February had an average selling price of \$295,166 and were on the market 225 days prior to a contract. The 7 homes that are under contract have a significantly higher average listed price of \$433,828, but they too were on the market for 231 days. Inventory is now up to 59 homes with an average listed price of \$430,696 which means there is now more competition. As mentioned last month, showing activity is increasing and that activity is starting to extend into higher price ranges. As this is being written, the DOW has slid below 6600 and is causing a large number of buyers (Yes they really are out there) to continue to be in a hold mode. However, it is our opinion that once there appears to be a positive trend developing, a significant number of buyers will take advantage of the low interest rates and what may very well be the best real estate buying environment in 25 years.

If anyone receiving this newsletter finds themselves in the position of possibly losing their home to foreclosure, **please contact us**. We have the necessary training and materials to assist in the process of negotiating a foreclosure delay or, under certain circumstances, an agreement for a short sale with lenders. A short sale is much less damaging to an individual's credit history when compared to a foreclosure. If this pertains to you, call us, we can help.

YEAR	MLS Sales Per Month in Woodmoor												TOTAL YTD
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
2005	9	7	19	20	21	20	15	19	11	12	10	9	172
2006	13	8	7	16	16	18	15	21	9	6	9	6	144
2007	5	6	10	7	15	12	6	11	6	4	6	2	90
2008	6	4	5	8	10	10	13	7	5	1	2	1	72
2009	3	3											6

Call us for a free market analysis on your home or lot.

If your home is now listed for sale, this is not intended as a solicitation of that listing.