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What happened in the Real Estate Market in *Woodmoor* during May, 2010?

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

	B D R M S	B A T H S	G A R A G E	S I Z E 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 E L L I N G P R I C E	P E N D I N G	D A Y S O N M A R K E T
1653 Fallen Leaf WY	3	2	2	Ranch	1973	2529	\$277,000	\$270,000		69
1310 Blueberry Hills RD	3	3	2	Tri-Level	1982	2355	\$300,000	\$295,000		5
19140 Shadowood DR	5	3	2	Raised Ranch	1973	3784	\$319,900	\$316,000		135
18422 Rock Ledge LN	4	4	3	2 Story	1992	4035	\$419,900	\$399,900		45
19470 Kings Deer LN	4	3	4	Ranch	2005	3900	\$415,000	\$425,000		677
240 Bent Nail WY	7	5	3	1.5 Story	1992	6149	\$456,145	\$450,000		37
18460 Augusta DR	5	4	3	2 Story	1994	4987	\$469,900	\$460,500		48
1260 Spinnaker TR	4	2	2	Ranch	1980	3532	\$234,900		Pending	16
18845 St Andrews DR	5	4	2	2 Story	1977	3541	\$284,900		Pending	14
19930 Indian Summer LN	4	5	3	2 Story	1983	3288	\$325,000		Pending	83
1580 Woodmoor DR	4	3	2	Raised Ranch	1980	2127	\$325,000		Pending	92
19590 Four Winds WY	4	3	3	2 Story	1993	2980	\$329,000		Pending	321
17515 Muzzleloader WY	3	3	2	Ranch	1993	2880	\$333,000		Pending	39
1540 Fawnwood RD	5	3	2	2 Story	1979	3425	\$339,500		Pending	17
18220 Red Clover LN	5	3	3	2 Story	1985	3440	\$350,000		Pending	88
405 Harness WY	4	3	2	Bi-level	1986	2820	\$350,000		Pending	125
18270 Bent Oak LN	4	3	2	Raised Ranch	1983	3081	\$350,000		Pending	27
760 W Caribou DR	5	4	2	2 Story	1992	3588	\$350,000		Pending	88
1520 Fawnwood RD	4	4	3	2 Story	1978	3864	\$375,000		Pending	93
17225 Fairplay DR	3	2	6	Raised Ranch	1988	3011	\$389,000		Pending	31
57 S Sherwood Glen DR	4	4	3	2 Story	1993	4094	\$395,000		Pending	144
19640 Four Winds WY	3	3	2	2 Story	1993	2949	\$400,000		Pending	319
19430 Misty Morning DR	4	3	3	Ranch	1978	4053	\$459,000		Pending	41
1490 Rock Glen CR	6	5	3	2 Story	1989	6004	\$535,000		Pending	73
18675 Knollwood BL	5	4	5	Ranch	2001	5414	\$537,500		Pending	76
19411 Wildwood WY	4	5	3	Ranch	1998	4184	\$539,900		Pending	103

MLS Data as of 6/7/2010

Please consider letting us put you on our email version of this newsletter since it enables us to provide significantly more information for you. In addition to the same information you see here, we include detailed MLS information including all the pictures for all the homes in the report plus links to articles and documents that most recipients find interesting and helpful. For example, this month we are providing a link to the "Semi-Annual Colorado Springs Housing Market Update" prepared by David Bamberger. It provides a tremendous amount of information about the real estate market (35 pages worth) and the local economy in general. We will not use your email address for anything other than the delivery of the newsletter. In an effort to be more environmentally friendly, we will soon be moving to quarterly printed newsletters; however, the email version will continue to be sent out monthly. Simply send an email to Homes@TheHughesTeam.com with "Email Newsletter" in the subject line and your name and address in the body so we can remove you from the printed mailing list. Thanks in advance for helping us save a few trees.

The 7 homes that sold in May were a bit of a disappointment since 19 homes were under contract last month; however, several of those homes were short sales and undoubtedly are taking longer than normal to close. The 7 homes that closed had an average selling price of \$373,771 and were on the market an average of 145 days. Again, there are 19 homes under contract with an average listing price of \$379,036. These homes had been on the market for an average of 94 days prior to receiving an acceptable offer. Inventory increased about 10% to 66 homes on the market with an average listing price of \$412,978 and 112 days on the market. We are often asked about the difference between listing prices and actual selling prices. At first glance, it would appear that homes are selling for 98.5% of listing prices. However, when we look at the original listing prices, instead of the most recent listing price, the differential is about 5% instead of 1.5%. The higher original listing prices is what is leading to longer marketing times. Admittedly, homes having less value today than 2 to 3 years ago is a tough pill to swallow. In the meantime, please checkout our Blog Site at RealEstateByHughes.com for lots of great articles and links to local activities and helpful discussions about a wide variety of subjects.

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	5	5	5	11	13	12	21	13	7	2	5	1	100
2009	3	3	5	5	11	13	11	6	7	6	9	3	82
2010	6	4	8	10	7								35

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.