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## What happened in the Real Estate Market in Jackson Creek 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 T O R Y	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	P R I C E	S P R I N G P R I C E	P E N D I N G	DAYS O N M A R K E T
536 Oxbow DR	3	3	2	2 Story	1999	2567	\$254,900	\$235,000				65
215 Misty Creek DR	5	4	2	2 Story	1999	2572	\$267,900	\$260,000				90
15605 Split Creek DR	4	4	3	2 Story	2000	3314	\$270,000	\$270,000				380
66 Pistol Creek DR	4	3	2	Ranch	2000	2632	\$275,000	\$273,000				81
345 Talus	4	4	2	2 Story	2000	3001	\$289,995	\$289,995				204
15679 Paiute CR	3	3	5	2 Story	2005	3627	\$299,500	\$294,500				438
797 Saber Creek DR	4	4	3	2 Story	2001	3279	\$339,900	\$329,000				62
16274 Windy Creek DR	5	3	2	Ranch	2002	3408	\$346,500	\$335,000				2
15636 Split Creek DR	3	4	3	Ranch	2001	4503	\$419,900	\$400,000				80
491 Venison Creek DR	4	4	3	Ranch	2005	4496	\$432,000	\$432,000				250
15691 Dawson Creek DR	3	2	3	4-Levels	2000	1772	\$219,950	PENDING				198
15539 Candle Creek DR	4	3	3	4-Levels	1999	1847	\$230,000	PENDING				83
446 Oxbow DR	3	3	2	2 Story	2000	3065	\$284,950	PENDING				103
15678 Split Creek DR	3	3	3	2 Story	2001	3268	\$299,900	PENDING				73
16019 Bridle Ridge DR	5	4	2	2 Story	2005	3431	\$300,000	PENDING				118
15728 Agate Creek DR	4	4	3	2 Story	2001	3024	\$329,000	PENDING				98
478 Oxbow DR	4	3	3	Ranch	2005	3018	\$334,000	PENDING				246
15624 Split Creek DR	5	4	3	2 Story	2000	3432	\$349,500	PENDING				48
15862 Maple Hill RD	4	4	3	2 Story	2006	3864	\$349,900	PENDING				1
419 Saber Creek DR	4	3	3	Ranch	2001	4138	\$364,900	PENDING				178
650 Larimer Creek DR	4	3	2	Ranch	2004	3611	\$399,500	PENDING				68
434 Saber Creek DR	6	4	3	2 Story	2001	4395	\$469,000	PENDING				118

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.

As expected, sales activity picked up due to the "end of the tax credit" rush with 10 homes closing in May, The average selling price was \$311,849 with 3 of the 10 being distressed properties. As you can see above, 6 of the 10 homes that sold were on the market a relatively short time. There are 12 homes under contract with an average listing price of \$327,550 and 111 days on the market. The inventory remained constant at 54 homes with an average listing price of \$343,583 and have been on the market an average of 84 days. 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 97.6% of listing prices. However, when we look at the original listing prices, instead of the most recent listing price, the differential is about 7.8% instead of 2.4%. The higher original listing prices is what is leading to longer marketing times and typically lower selling prices. 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](http://RealEstateByHughes.com) for lots of great articles and links to local activities and helpful discussions about a wide variety of subjects. In addition, our website at [TheHughesTeam.com](http://TheHughesTeam.com) has also been completely revised over the last quarter and provides access to the most advanced property search engine available.

YEAR	MLS Sales Per Month in Jackson Creek												TOTAL YTD
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
2004	5	6	9	8	11	13	10	15	9	8	9	9	112
2005	5	7	8	9	10	11	18	14	6	10	8	9	106
2006	2	8	8	11	14	14	7	10	5	4	3	5	91
2007	6	5	7	8	9	5	12	14	5	6	2	6	85
2008	1	1	4	4	5	10	10	7	4	5	1	0	52
2009	1	6	1	3	8	8	5	5	5	3	5	2	52
2010	3	4	1	4	10								22

**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.