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What happened in the Real Estate Market in *Woodmoor* during October, 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 | S E L L I N G P R I C E | D A Y S O N M A R K E T |
|---------------------------|-----------------------|-----------------------|----------------------------|-----------------------|------------------|-----------------------|--|--|--|--|
| 1245 Lone Scout Lookout | 3 | 3 | 2 | 1.5 Story | 1992 | 3212 | \$299,900 | \$290,000 | 70 | |
| 18220 Red Clover LN | 5 | 3 | 3 | 2 Story | 1985 | 3440 | \$304,900 | \$296,000 | 13 | |
| 230 Lost Creek WY | 3 | 3 | 3 | Ranch | 1992 | 3832 | \$309,000 | \$300,000 | 95 | |
| 1420 Catamaran LN | 4 | 3 | 2 | Ranch | 1984 | 2496 | \$324,900 | \$315,500 | 142 | |
| 861 Caribou CR | 4 | 4 | 3 | 2 Story | 1993 | 4056 | \$389,900 | \$370,000 | 115 | |
| 1205 Deer Creek RD | 4 | 3 | 2 | Ranch | 1963 | 3016 | \$399,000 | \$389,000 | 52 | |
| 925 Shadow Mountain DR | 4 | 3 | 3 | Ranch | 2009 | 3842 | \$550,000 | \$520,000 | 214 | |
| 17740 New London RD | 5 | 3 | 2 | Ranch | 1984 | 2444 | \$191,900 | Pending | 147 | |
| 17855 Fairplay WY | 5 | 3 | 2 | Ranch | 1986 | 2826 | \$222,000 | Pending | 120 | |
| 18845 St Andrews DR | 5 | 4 | 2 | 2 Story | 1977 | 3541 | \$284,900 | Pending | 14 | |
| 1359 Buckwood LN | 3 | 2 | 2 | Tri-Level | 1982 | 2329 | \$300,000 | Pending | 20 | |
| 17550 E Caribou DR | 4 | 3 | 3 | Ranch | 1999 | 4219 | \$385,000 | Pending | 240 | |
| 1360 Old Antlers WY | 4 | 4 | 2 | 2 Story | 1990 | 3909 | \$390,000 | Pending | 34 | |
| 225 Woodmoor DR | 5 | 4 | 2 | 2 Story | 1977 | 4021 | \$450,000 | Pending | 331 | |
| 19870 Hidden Springs Glen | 5 | 4 | 3 | 2 Story | 2005 | 4555 | \$530,000 | Pending | 100 | |

MLS Data as of 11/6/2010

The 7 homes that sold in October had an average selling price of \$354,357. That is 96.23% of the last listing price and 92.44% of the original asking prices. Both of these percentages are an improvement over the previous month and, hopefully, will continue to get better. There are 8 homes under contract with an average listing price of \$344,225. As you can see above, the marketing time for the homes under contract covered a wide range but averaged 126 days prior to obtaining an acceptable offer. The inventory of available homes has remained steady at 67 with an average listing price of \$390,744 and 139 days on the market. Last month's government mandated slow down in foreclosure actions due to potential paperwork issues, has resulted in October foreclosure proceedings being 9% lower than September; however, this reduction will probably be short lived. We have included a link in the newsletter email to an economic report that is Colorado Springs and real estate specific that provides an enormous amount of information regarding our current market situation.

| 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 | 13 | 10 | 3 | 5 | 7 | | | 73 |

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.