

The Hughes Team

(719) 388-2488

or

(719) 488-3888

Email: Homes@TheHughesTeam.com



RE/MAX
Properties, Inc.



Rosemarie & Wayne
Hughes

Visit Our Websites at
www.TheHughesTeam.com
 and
www.RealEstateByHughes.com

What happened in the Real Estate Market in *Woodmoor* during August, 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 Y L E	Y E A R	B U Y E R	S Q U A R E F E E T	L I S T I N G P R I C E	P R O C E S S I N G P R I C E	S P E N D I N G D A Y S	P E N D I N G D A Y S	DAYS ON M A R K E T
615 Bear Trap WY	3	2	2	Ranch	1985	2559	\$250,000	\$ 233,000		104		
18330 White Fawn DR	4	3	2	Ranch	1985	2837	\$265,000	\$ 257,500		30		
155 N Sherwood Glen	5	4	3	2 Story	2003	4486	\$475,000	\$ 450,000		177		
17855 Fairplay WY	5	3	2	Ranch	1986	2826	\$222,000	Pending		63		
18845 St Andrews DR	5	4	2	2 Story	1977	3541	\$284,900	Pending		14		
1245 Lone Scout Lookout	3	3	2	1.5 Story	1992	3212	\$299,900	Pending		62		
19350 Rim Of The World DR	3	3	2	Ranch	1979	3500	\$300,000	Pending		189		
18220 Red Clover LN	5	3	3	2 Story	1985	3440	\$304,900	Pending		18		
1420 Catamaran LN	4	3	2	Ranch	1984	2496	\$324,900	Pending		150		
1670 Ridgeview CR	5	4	2	2 Story	1993	4256	\$349,999	Pending		118		
1355 Woodmoor DR	4	3	5	2 Story	1964	3951	\$350,000	Pending		128		
19330 Rim Of The World DR	3	3	2	4-Levels	1978	4090	\$358,900	Pending		37		
19350 Misty Morning DR	5	4	2	2 Story	1971	4006	\$365,000	Pending		175		
1020 South Park DR	4	3	2	2 Story	2002	5424	\$450,000	Pending		80		

MLS Data as of 9/7/2010

There were only 3 sales in August as the post tax credit period continues to take its toll. The 3 homes that sold had an average selling price of \$313,500 which was 5% less than the most recent average listing price and 20.3% less than the original average listing price. This latter percentage is extremely high and much higher than normal. The best overall final result is usually achieved by pricing the home fairly close to the true market value and counting on your realtor to negotiate a selling price that is close to the listing price. The inventory of available homes has dropped to 71 with an average listing price of \$409,159 and has been on the market for an average of 124 days. This average price is 2.56% less than the original listing price. The good news is that there are 11 homes under contract; however, those homes were skewed to the lower end of the overall price range. This is primarily due to the fact that 6 of these 11 homes fall into the category of distressed properties. With the large number of distressed properties going under contract, there are only 4 left in the current Woodmoor inventory. This should lead to improved average selling prices.

This will be the last newsletter, in print, until January. If you would like to continue to receive this information plus additional links to various subjects that can be of interest to buyers, sellers and homeowners in general – *please send an email to us at Homes@TheHughesTeam.com with your name and address.* We will then add you to our emailed newsletter list and you will continue to receive the newsletter each month. Your email address will not be used for any other purpose.

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					61

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.