

The Hughes Team



Rosemarie & Wayne Hughes

(719) 388-2488

or

(719) 488-3888

Email: Homes@TheHughesTeam.com

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



RE/MAX
Properties, Inc.

What happened in the Real Estate Market in *Bent Tree, Higby Estates, King's Deer, Wissler Ranch, & High Forest* during September, 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 D I S C O U N T	S T A T U S	P E N D I N G D A Y S	DAYS ON MARKET
3820 Wavy Oak DR	4	3	3	2 Story	1997	4908	\$449,900	\$427,500		SOLD	112	
19975 Twisted Pine DR	4	5	3	Ranch	2004	6189	\$850,000	\$800,000		SOLD	17	
19785 Kershaw CT	5	4	3	Ranch	2004	4741	\$439,900	PENDING		PENDING	65	
19645 Insborough CT	5	5	3	Ranch	2000	4600	\$450,000	PENDING		PENDING	188	
17575 Charter Pines DR	6	6	5	2 Story	1992	6447	\$499,000	PENDING		PENDING	239	
15909 Forest Light DR	5	3	3	2 Story	2002	5003	\$499,500	PENDING		PENDING	101	
20225 Roaming DR	5	4	3	2 Story	1998	4851	\$499,900	PENDING		PENDING	60	
4865 Hidden Rock RD	4	5	4	Ranch	2005	5864	\$830,000	PENDING		PENDING	376	
15950 Forest Light DR	4	5	4	Ranch	2007	6626	\$950,000	PENDING		PENDING	234	

MLS data as of 10/5/2010

While September sales continued to be slow, 2010 will undoubtedly outpace 2009 for total sales. However, considering the number of homes on the market, we will need to see a significant increase in sales rate before the market will become balanced in the higher price ranges. With only 2 sales, averages are meaningless but you can see the details above and in the link we are providing to our email subscribers. When it comes to homes under contract, most of the attention is being focused in the under \$500,000 area with 2 of those homes falling into the distressed category. The biggest issue for the high end market are the 82 homes available for sale. These homes have an average listing price of \$767,337 and have been on the market an average of 216 days with the range being from 1 day to 946 days. With the recent announcement that several large banks are going to slow down some foreclosure proceedings in order to review them in more detail, we are not sure what, if any, impact will be seen in the current resale market. With the stock market improving over the last month, there has been some improvement in showing activity which should lead to a gradual overall improvement in sales.

<i>Sales per Quarter in Bent Tree, Higby Estates, King's Deer, Wissler Ranch & High Forest</i>					
YEAR	QTR 1	QTR 2	QTR 3	QTR 4	TOTAL YTD
2005	16	22	29	13	80
2006	15	20	20	11	66
2007	8	21	10	7	46
2008	8	14	14	7	43
2009	6	11	9	10	36
2010	10	13	10		33

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.

**Watch this area for various discounts
from selected businesses.**