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## What happened in the Real Estate Market in *Bent Tree, Higby Estates, King's Deer, Wissler Ranch, & High Forest* during June, 2011?

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

	B E D R O O M S	B A T H S	G A R A G E	S T Y L E	Y E A R	B U I L T	S Q F T	O R I G I N A L P R I C E	M O S T R E C E N T	P R I C E	S O L D P R I C E	D A Y S O N T H E M A R K E T
19369 Queens Crescent WY	4	4	3	2	2005	4070	\$505,000	\$450,000	\$415,000	187		
17195 Colonial Park DR	5	4	3	2	1994	5078	\$630,000	\$495,000	\$470,000	383		
4515 Hidden Rock RD	6	4	5	2	2001	4536	\$685,000	\$499,900	\$485,000	229		
17420 Colonial Park DR	4	4	3	2	1996	4482	\$529,000	\$529,000	\$514,000	49		
1218 Castlecombe LN	5	5	3	2	2007	6339	\$575,000	\$575,000	\$579,000	62		
5060 Hidden Rock RD	5	4	4	RAN	2005	4638	\$695,000	\$625,000	\$618,000	387		
17060 Viscount CT	4	5	3	RAN	1996	5068	\$715,000	\$648,500	\$620,000	175		
1315 Ambergate CT	5	6	3	RAN	2004	5524	\$649,900	\$649,900	\$630,000	44		
4470 Wavy Oak DR	5	6	3	2	2000	5945	\$725,000	\$700,000	\$685,000	246		
4662 Mountain Dance DR	5	4	6	RAN	2005	6107	\$897,000	\$897,000	\$850,000	79		
20416 Hunting Downs WY	4	4	4	RAN	2000	4870	\$475,000	\$475,000	Pending	63		
4075 Wavy Oak DR	4	4	5	RAN	1997	4208	\$550,000	\$550,000	Pending	30		
1324 Chapel Royal CT	4	4	3	RAN	2003	4608	\$570,000	\$570,000	Pending	32		
885 Lancers CT	5	7	4	2	2002	6509	\$575,000	\$575,000	Pending	91		
20097 Royal Troon DR	5	3	3	RAN	2009	4601	\$575,000	\$575,000	Pending	117		
19612 Falcon Crest CT	5	6	4	RRH	2000	5463	\$720,000	\$600,000	Pending	283		
1118 Carnahan CT	6	8	4	2	2001	7167	\$1,150,000	\$899,900	Pending	503		

MLS data as of 7/12/2011

There were 10 sales in June which made for the strongest quarter in several years; however, the sales were very much in the lower portion of the overall price range. The average selling price was \$586,600 and the homes had been on the market an average of 184 days prior to receiving an acceptable offer. These homes sold, on average, for 96.7% of the most recent listing price but only 88.8% of the original asking prices. The average selling prices have been negatively impacted due to the higher than average percentage of homes that have fallen into the category of distressed properties (15-20%) in the marketing area covered by this newsletter. There are currently 7 homes under contract with an average listing price of \$606,414. Of those 7, only 2 are new to the pending list for this month while 5 are carried over from last month and 4 homes that were under contract at the end of May have actually gone back on the market. This indicates that there has been a significant slow down in showing activity for homes in the higher price range. This is in contrast to an increase in activity for homes in the \$300K to \$400K range in the Tri-Lakes area. Inventory has increased slightly to 68 homes with an average listing price of \$795,974 and an average number of days on the market of 208. Our current market condition is probably best described as "fragile" - it's reacting to every news item, positive or negative, with no definite trend to be found.

<i>Sales per Quarter in Bent Tree, Higby Estates, King's Deer, Wissler Ranch &amp; 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	7	13	10	13	43
2010	12	15	11	16	54
2011	11	24			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.