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What happened in the Real Estate Market in *Woodmoor* during June, 2011?

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

	B E D R O O M	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	R E P R E S E N T M O S T	S P R I N G	DAYS ON THE MARKET
365 Jack Boot RD	3	2	2	TRL	1983	1705	\$300,000	\$269,800	\$260,000		375
585 Hidden Marsh RD	4	3	2	2	1985	3345	\$335,000	\$335,000	\$335,000		99
17380 Early Star DR	5	3	2	RAN	1985	3492	\$384,000	\$384,000	\$384,000		53
1110 Knollwood CR	4	4	8	RAN	1975	4900	\$465,000	\$435,000	\$420,000		327
1420 Blueberry Hills RD	5	5	3	2	1996	5120	\$475,000	\$475,000	\$463,500		89
660 Larks Nest WY	5	4	3	RAN	2004	4592	\$500,000	\$500,000	\$493,000		17
1351 Buckwood LN	5	3	2	2	1978	4520	\$311,000	\$275,000	Pending		350
1340 Fawnwood LN	5	4	3	2	1991	4268	\$264,900	\$300,000	Pending		24
1520 Old Antlers WY	5	4	3	2	1994	3817	\$425,000	\$319,900	Pending		725
855 Winding Hills RD	4	4	2	4	1979	3198	\$349,000	\$324,900	Pending		25
1335 Meadowlake WY	5	4	2	2	1983	3123	\$335,000	\$335,000	Pending		91
18230 Red Clover LN	3	4	2	RRH	1984	2140	\$344,000	\$344,000	Pending		18
18163 Six Trees LN	4	3	2	RAN	1993	3000	\$375,000	\$360,000	Pending		179
19890 W Top O the Moor DR	3	3	3	2	1983	3500	\$375,000	\$375,000	Pending		40
1275 Lone Scout Lookout	5	4	3	2	1992	3939	\$429,900	\$399,900	Pending		34
861 Caribou CR	4	4	3	2	1993	4056	\$400,000	\$400,000	Pending		25
18255 Will O the Wisp WY	4	3	3	RAN	1997	3546	\$400,000	\$400,000	Pending		25
19265 Lincoln Green LN	5	5	2	2	1991	4693	\$435,000	\$400,000	Pending		116
19295 Silver Sage WY	4	3	2	RRH	1984	4000	\$410,000	\$400,000	Pending		146
350 Scrub Oak WY	5	4	3	RRH	1999	4246	\$424,000	\$424,000	Pending		39
1135 Old Antlers WY	4	4	2	RAN	1985	3836	\$439,000	\$425,000	Pending		108
19810 Sunlight WY	5	4	3	RAN	1998	4296	\$445,000	\$445,000	Pending		54
19550 Crows Nest WY	6	4	3	RAN	1992	5708	\$548,800	\$450,000	Pending		136
9 S Sherwood Glen	6	4	3	RAN	1989	4577	\$475,000	\$450,000	Pending		48

MLS Data as of 7/12/2011

Sales dropped back to 6 in June with an average selling price of \$392,583 and an average of 160 days on the market. As you can see above, the marketing time was significantly impacted by 2 properties where the listing price ultimately had to be reduced but then sold reasonably close to the revised price. These homes sold, on average, at 98.2% of the final listing price and 95.8% of the original average listing price. While closed transactions dropped off a bit in June, new contract activity was quite good. There are now 18 homes under contract with an average listing price of \$379,317 and 11 out of the 18 went under contract in 3 months or less. This is again a strong indicator that when homes are priced appropriately for the current market conditions they will sell in a fairly short time. While we saw a strong increase in inventory in May, the inventory has decreased to 70 in June with an average listing price of \$431,636. The current showing activity seems to be focused very strongly in the \$300,000 to \$400,000 range in the Woodmoor area which is on the low side of the inventory range. This explains why the current inventory has been on the market longer than the homes that went under contract. Showing activity in the Woodmoor market seems to be out performing the overall El Paso county market which has slowed over the last month.

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	11	8	14	10	3	6	7	3	9	89
2011	4	2	8	7	11	6							38

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.