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What happened in the Real Estate Market in *Bent Tree, Higby Estates, King's Deer, Wissler Ranch, & High Forest* during May, 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	R E C E N T P R I C E	S P R I C E	D A Y S O N T H E M A R K E T
20425 Lockridge DR	5	4	5	2	1998		4535	750,000	483,000	483,000	273
19135 Pagentry PL	5	4	3	2	1996		4778	509,900	509,900	492,000	40
19773 Kershaw CT	5	4	4	RAN	2000		5150	549,000	549,000	540,000	25
1325 Embassy CT	5	5	4	2	1997		6137	675,000	599,000	565,000	243
18585 Glenthorne LN	5	5	3	RAN	2004		5023	599,000	599,000	575,000	129
17715 Radbourne CT	5	5	3	2	1987		6240	650,000	650,000	625,000	104
19310 Bardsley PL	5	5	4	2	1999		6925	850,000	800,000	765,000	77
17330 Colonial Park DR	4	4	3	RAN	1999		4129	450,000	390,000	Pending	204
19925 Roaming DR	3	3	3	2	2000		4900	525,000	410,000	Pending	127
19369 Queens Crescent WY	4	4	3	2	2005		4070	505,000	450,000	Pending	184
20416 Hunting Downs WY	4	4	4	RAN	2000		4870	475,000	475,000	Pending	28
17195 Colonial Park DR	5	4	3	2	1994		5078	630,000	495,000	Pending	371
4515 Hidden Rock RD	6	4	5	2	2001		4536	685,000	499,900	Pending	208
17420 Colonial Park DR	4	4	3	2	1996		4482	529,000	529,000	Pending	49
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	56
20097 Royal Troon DR	5	3	3	RAN	2009		4601	575,000	575,000	Pending	82
1218 Castlecombe LN	5	5	3	2	2007		6339	575,000	575,000	Pending	39
19612 Falcon Crest CT	5	6	4	RRH	2000		5463	720,000	600,000	Pending	277
5060 Hidden Rock RD	5	4	4	RAN	2005		4638	695,000	625,000	Pending	364
17060 Viscount CT	4	5	3	RAN	1996		5068	715,000	648,500	Pending	155
4470 Wavy Oak DR	5	6	3	2	2000		5945	725,000	700,000	Pending	246
1160 E Trumpeters CT	5	5	3	2	2007		6002	840,000	775,000	Pending	92
3781 Mountain Dance DR	4	4	5	2	2003		4912	799,900	799,900	Pending	10
4662 Mountain Dance DR	5	4	6	RAN	2005		6107	897,000	897,000	Pending	79

MLS data as of 6/5/2011

There were another 7 sales in May matching April's results. The average selling price was \$577,857 while the median price was \$565,000 and they were on the market an average of 123 days. The 18 homes that are under contract have an average listing price of \$588,294. These homes were on the market an average of 154 days and, as you can see above, the pending homes that went under contract quickest never had to go through price reductions. While there is a very wide range in days on the market, homes that are priced close to true market value will sell in a reasonably short timeframe. "True Market Value" is the bitter pill in our current market, but keep in mind that, in most cases, it will also apply in your next transaction where you will probably be the buyer and can recoup your losses as a seller. Inventory remains fairly steady at 63 homes on the market with an average listing price of \$797,884. An excellent way to stay on top of the market in your immediate neighborhood is to go to one of our websites shown at the top of the page and sign up for the Market Snapshot found on the home page. This will send you a report at the frequency you request with a significant amount of current trend data—it can also be shut off at any time by you. Your information will never be used for any other purpose. **Go to this web address for an example - <http://tinyurl.com/5wkkb6x>.**

Sales per Quarter in Bent Tree, Higby Estates, King's Deer, Wissler Ranch & High Forest

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	14			25

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If your home is now listed for sale, this is not intended as a solicitation of that listing.

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We have enjoyed the pleasant surroundings, the outstanding food and hospitality on several occasions. **TripAdvisor.com rates them #1 out of 28 B&B's in Taos.** Say hello to Brad and Michael.

AND



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