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What happened in the Real Estate Market in *Woodmoor* during May, 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 E N T	S P R I N G	DAYS ON THE MARKET
19410 Rim Of The World DR	4	4	2		1976		3790	250,000	247,000	247,000	173
220 Cobblestone WY	5	4	2	TRL	1996		3463	335,000	299,500	300,000	106
885 Oak Hills DR	3	4	2		1978		3109	375,000	375,000	358,500	24
19290 Furrow RD	4	4	2	RAN	1986		4130	425,000	374,900	365,000	56
455 Indian WY	5	4	3		1994		4194	390,000	390,000	382,500	43
1090 W Caribou DR	4	3	3	RAN	1992		4188	389,900	389,900	384,900	16
19078 Doewood CR	5	3	2	RAN	1972		3924	425,000	415,000	400,000	140
18603 Honeysuckle WY	4	4	3	1.5	1992		5486	437,000	424,900	412,000	81
1325 Meadowlake WY	4	4	3		1994		4533	449,900	449,900	430,000	18
420 St Moritz WY	6	5	3		1996		5704	525,000	525,000	500,000	54
19615 Hidden Springs Glen	4	3	3	RRH	1992		3642	550,000	550,000	535,000	5
365 Jack Boot RD	3	2	2	TRL	1983		1705	300,000	269,800	Pending	367
1520 Old Antlers WY	5	4	3		1994		3817	425,000	319,900	Pending	690
19305 Shadowood DR	5	4	2		1973		4292	376,000	333,000	Pending	109
1335 Meadowlake WY	5	4	2		1983		3123	335,000	335,000	Pending	56
585 Hidden Marsh RD	4	3	2		1985		3345	335,000	335,000	Pending	99
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	144
17380 Early Star DR	5	3	2	RAN	1985		3492	384,000	384,000	Pending	53
1110 Knollwood CR	4	4	8	RAN	1975		4900	465,000	435,000	Pending	318
1420 Blueberry Hills RD	5	5	3		1996		5120	475,000	475,000	Pending	82
660 Larks Nest WY	5	4	3	RAN	2004		4592	500,000	500,000	Pending	17
1010 Melinda LN	5	5	2		1993		4559	500,000	500,000	Pending	85

MLS Data as of 6/5/2011

May saw a sales increase to 11 with an average selling price of \$392,264 and an average of 65 days on the market. Both of these numbers are nice improvements over previous months. On average, these homes sold for 97.2% of the most recent listing price and 94.8% of the original average listing price. There are now 12 homes under contract and not yet closed with an average listing price of \$382,558. These homes were on the market an average of 170 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. As mentioned last month, we expected inventory to go up; however, we did not expect it to go up 28%, which it did, to 77 homes. The inventory has an average listing price of \$426,064 and has been on the market an average of 114 days. 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/319dbar> (that's 3 small L 9).**

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								32

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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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(Go to www.LaPosadadeTaos.com for all the details)

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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