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## What happened in the Real Estate Market in *Bent Tree, Higby Estates, King's Deer, Wissler Ranch, & High Forest* during February, 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 P R I C E	D A Y S O N T H E M A R K E T
19845 Kershaw CT	4	5	4	Ranch	2000	6810	\$600,000	\$575,000	\$580,000			39
19675 Still Glen DR	6	6	5	Ranch	2002	5508	\$600,000	\$590,000	\$590,000			218
19920 Lockridge DR	5	5	3	2 Story	2003	4946	\$689,000	\$629,000	\$609,000			228
1305 Ambergate CT	5	4	3	1.5 Story	2000	5977	\$675,000	\$639,000	\$625,000			222
4841 High Forest RD	4	4	4	Ranch	2003	4757	\$787,500	\$787,500	\$750,000			253
17330 Colonial Park DR	4	4	3	Ranch	1999	4129	\$450,000	\$400,000	PENDING			142
565 E Kings Deer Point PT	4	3	3	Ranch	1998	4724	\$445,000	\$445,000	PENDING			17
4515 Hidden Rock RD	5	4	5	2 Story	2001	4536	\$685,000	\$499,900	PENDING			113
1763 Islehurst LN	5	7	5	2 Story	2000	5510	\$598,000	\$529,000	PENDING			515
20425 Lockridge DR	5	4	5	2 Story	1998	4535	\$750,000	\$535,000	PENDING			185
17185 Colonial Park DR	6	4	3	2 Story	1996	5266	\$535,000	\$535,000	PENDING			23
17580 Colonial Park DR	6	5	3	2 Story	1998	4903	\$575,000	\$575,000	PENDING			21
18585 Glenthorne LN	5	5	3	Ranch	2004	5023	\$599,000	\$599,000	PENDING			46
19612 Falcon Crest CT	5	6	4	Raised Ranch	2000	5463	\$720,000	\$620,000	PENDING			182
20375 Lockridge DR	5	5	3	Ranch	2004	5151	\$675,000	\$625,000	PENDING			546
4460 Hidden Rock RD	6	7	4	Ranch	2001	7897	\$1,095,000	\$945,000	PENDING			216

MLS data as of 3/4/2011

The number of transactions improved to 5 in February with an average selling price of \$630,800 and an average of 192 days on the market. You will also note that we have added a new column to the report, namely the Original Price, which will help explain why some homes appear to be on the market an inordinately long period of time. There are 11 homes under contract with an average listing price of \$573,445 which is 88.5% of the original listing price average and were on the market an average of 182 days. The inventory remains stable at 52 with an average listing price of \$787,167 and 233 days on the market. The extended marketing time can be most easily explained by the significant difference between the average inventory price and the average price of what is actually being purchased. Today's market and marketing times are being driven by nervous buyers who will hesitate to write a contract based, in many cases, on what seem to be rather insignificant issues. The only way for a seller to minimize this situation is to have their homes in as near perfect condition as possible.

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<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	7				7

## 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.

### La Posada de Taos Bed & Breakfast...A Place Like No Other!



La Posada de Taos Bed & Breakfast is a historic adobe inn just two blocks from the Taos Plaza. As the first B&B in Taos, La Posada is unique among the town's small Inns. Set inside the Taos Historic District, the home has stayed true to its roots as a Pueblo-style Hacienda. The guest rooms are each decorated in a style true to Taos and original artwork adorns the walls throughout the home.....

(Go to [www.LaPosadadeTaos.com](http://www.LaPosadadeTaos.com) for all the details)

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

AND



Mention the "The Hughes Team" when you **Book a Room** for an instant **10% Discount**.