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## What happened in the Real Estate Market in Jackson Creek 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	R E P R I S E M O S T	S P R I C E	D A Y S O N T H E M A R K E T
15732 Split Creek DR	5	3	3	Ranch	2001	3220	\$325,000	\$290,000	\$270,000	296	
735 Chesapeake AV	4	3	3	2 Story	2006	3746	\$299,000	\$285,000	\$282,500	599	
113 Pistol Creek DR	4	4	2	2 Story	2000	2789	\$295,000	\$289,000	\$289,000	91	
15717 Dawson Creek DR	3	4	3	2 Story	1999	2033	\$239,900	\$209,900	PENDING	104	
15652 Lacuna DR	5	4	2	2 Story	2000	3008	\$249,900	\$249,900	PENDING	15	
883 Mesa Creek DR	3	2	3	Ranch	2002	3220	\$275,000	\$275,000	PENDING	113	
430 Oxbow DR	5	4	3	2 Story	2001	3051	\$312,000	\$312,000	PENDING	53	
15934 Dawson Creek DR	4	4	3	2 Story	2002	3326	\$349,000	\$325,000	PENDING	98	
16145 Tabor Creek CT	5	3	3	Ranch	2003	3408	\$394,500	\$379,900	PENDING	244	
669 Burke Hollow DR	3	3	3	Ranch	2005	4374	\$399,000	\$399,000	PENDING	123	

MLS Data as of 3/4/2011

Sales were still quite low with only 3 homes selling in February with an average selling price of \$280,500 and an average of 329 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. In the chart above, the average selling price was 97.4% of the most recent listing price but 91.6% of the original average listing price. There are 7 homes under contract with an average listing price of \$307,243 and an average of 107 days on the market, both numbers represent significant improvement over the homes that just sold. Inventory has increased slightly to 31 with an average listing price of \$341,463 and has been on the market an average of 158 days. The buyers are still focused at the lower end of the price range causing homes in the higher portion of the range to experience extended marketing times. 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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YEAR	MLS Sales Per Month in Jackson Creek												TOTAL YTD
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
2004	5	6	9	8	11	13	10	15	9	8	9	9	112
2005	5	7	8	9	10	11	18	14	6	10	8	9	106
2006	2	8	8	11	14	14	7	10	5	4	3	5	91
2007	6	5	7	8	9	5	12	14	5	6	2	6	85
2008	1	1	4	4	5	10	10	7	4	5	1	0	52
2009	1	6	1	3	8	8	5	5	5	3	5	2	52
2010	3	5	1	4	10	10	10	4	4	6	6	4	67
2011	1	3											4

### 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 rates them #1 out of 28 B&B's in Taos. Say hello to Brad and Michael.

AND



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