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What happened in the Real Estate Market in *Woodmoor* 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 E S E N T M O S T	S P R I C E	DAYS ON THE MARKET
20375 Fountain Abbey CT	5	4	3	2 Story	1991	3615	\$384,750	\$358,057	\$329,000	159	
85 E Kings Deer PT	5	4	3	2 Story	1995	5304	\$439,900	\$385,000	\$375,000	278	
670 Lake Woodmoor DR	5	3	2	Bi-level	1992	3246	\$284,900	\$222,000	PENDING	155	
19410 Rim Of The World DR	4	4	2	2 Story	1976	3790	\$250,000	\$247,000	PENDING	174	
18830 Lake Forest LN	4	3	2	2 Story	1973	3031	\$274,900	\$259,900	PENDING	76	
255 Woodmoor DR	4	3	2	Ranch	1978	3380	\$275,000	\$265,000	PENDING	112	
1565 Longview CR	5	4	3	4-Levels	1997	3552	\$425,000	\$335,000	PENDING	221	
585 Hidden Marsh RD	4	3	2	2 Story	1985	3345	\$335,000	\$335,000	PENDING	11	
18980 Autumn WY	4	3	2	2 Story	1978	4430	\$385,000	\$336,000	PENDING	243	
250 Furrow WY	4	4	3	2 Story	1993	4363	\$375,000	\$339,900	PENDING	147	
1435 Lone Scout Lookout DR	4	4	3	2 Story	1992	4461	\$359,900	\$359,900	PENDING	81	
1093 W Caribou DR	4	4	3	2 Story	1994	4080	\$424,900	\$424,900	PENDING	52	
19630 Four Winds WY	5	4	3	Ranch	2002	4468	\$500,000	\$475,000	PENDING	44	

MLS Data as of 3/4/2011

As you can see above, only 2 homes sold in February with an average selling price of \$352,000 which was almost identical to the January average. 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 94.7% of the most recent listing price average but 85.4% of the original average listing price. There are 11 homes under contract with an average listing price of \$327,236 and a median price (1/2 above and 1/2 below) of \$335,000. Inventory has started to climb slightly with it now standing at 49 and an average listing price of \$405,713 and 122 days on the market. The number of days on the market, as seen above, is obviously "all over the map". 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 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											6

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.

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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 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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