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## What happened in the Real Estate Market in *Woodmoor* during September, 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 T	S P R I N G P R I C E	DAYS ON THE MARKET
18170 Lakeview LN	5	4	2	2	1991	3460	\$345,000	\$345,000	\$327,500	22	
19075 Royal Archer LN	6	4	3	2	1991	4653	\$424,900	\$400,000	\$385,000	143	
18630 Lower Lake RD	4	4	2	2	1995	3344	\$409,950	\$400,000	\$395,000	305	
1026 Bowstring RD	4	4	3	2	2000	4301	\$430,000	\$389,000	\$397,000	172	
750 Bowstring RD	5	5	3	2	1993	5579	\$469,500	\$440,000	\$439,500	240	
1380 Lone Scout Lookout .	4	4	4	2	1991	6112	\$525,000	\$499,000	\$470,000	111	
1351 Buckwood LN	5	3	2	2	1978	4520	\$311,000	\$275,000	Pending	350	
410 Jack Boot RD	4	3	2	RRH	1977	3940	\$349,900	\$299,900	Pending	127	
18350 White Fawn DR	5	3	3	RRH	1984	2700	\$315,000	\$315,000	Pending	117	
18921 Shadowood DR	4	3	2	RRH	1978	3128	\$317,500	\$317,500	Pending	54	
18410 Lazy Summer WY	5	3	2	RAN	1984	4167	\$325,000	\$325,000	Pending	45	
19305 Shadowood DR	5	4	2	2	1973	4292	\$376,000	\$333,000	Pending	230	
1335 Meadowlake WY	5	4	2	2	1983	3123	\$335,000	\$335,000	Pending	177	
19070 White Fawn DR	4	3	1	RAN	1968	2797	\$369,000	\$349,000	Pending	145	
18980 Autumn WY	4	3	2	2	1978	4430	\$385,000	\$360,000	Pending	453	
45 Long Bow CR	4	4	2	2	1988	3565	\$362,000	\$362,000	Pending	1	
19929 Silver Horn LN	5	4	2	2	1985	4194	\$385,000	\$375,000	Pending	118	
515 Congressional DR	6	4	3	2	1988	4338	\$425,000	\$399,900	Pending	234	
17535 Chipped Arrow WY	3	4	3	RRH	1983	4065	\$500,000	\$449,000	Pending	191	
18310 Augusta DR	5	5	4	RAN	1997	6566	\$499,900	\$469,900	Pending	147	
18810 White Fawn DR	4	4	2	2	1986	4738	\$489,900	\$489,900	Pending	114	

MLS Data as of 10/6/2011

It's fairly common for sales activity to drop off in September and this year was no different with 7 homes selling. The average selling price was \$391,285 and the average time on the market was 179 days. On average, the homes sold for 97.9% of the most listing price and 92.7% of the original listing price. There are 15 homes under contract, 8 of which are holdovers from last month and 3 homes are short sales, with an average listing price of \$363,673. The homes under contract were on the market an average of 167 days before receiving an acceptable offer. The inventory remained steady at 57 homes with an average listing price of \$396,218 and an average time on the market of 133 days. For the last few weeks, showing activity and homes going under contract have improved, especially in the \$300,000 to \$400,000 range. While many Woodmoor residents tend to take homes off the market or delay listing their homes for sale once the snow begins to fly, this just may be the year to reconsider. Our current real estate market is so unusual that the normal rules simply do not apply.

If you are still receiving this newsletter via the mail, please consider contacting us at  
**Homes@TheHughesTeam.com**

and allowing us to send your newsletter via email which provides you with links to much more information about all of the homes.

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	6	10	11	7				66

**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.