

The Hughes Team

(719) 388-2488

or

(719) 488-3888

Email: Homes@TheHughesTeam.com



Rosemarie & Wayne Hughes

Visit Our Websites at
www.TheHughesTeam.com
 and
www.RealEstateByHughes.com



What happened in the Real Estate Market in *Bent Tree, Higby Estates, King's Deer, Wissler Ranch, & High Forest* during November & December, 2011?

The Following Homes **SOLD** or are **PENDING**

| | BED ROOM | BATHS | GARAGE | STYLE | YEAR BUILT | SQ FT | ORIGINAL PRICE | MOST RECENT PRICE | SOLD PRICE | DAYS ON THE MARKET |
|--------------------------|----------|-------|--------|-------|------------|-------|----------------|-------------------|------------|--------------------|
| 1335 Chapel Royal CT | 4 | 7 | 4 | | 1999 | 7517 | \$649,900 | \$637,000 | \$571,400 | 51 |
| 15875 Winding Trail RD | 4 | 3 | 3 | RAN | 2004 | 4498 | \$630,000 | \$599,900 | \$575,500 | 322 |
| 17440 Colonial Park DR | 6 | 5 | 3 | | 1997 | 5318 | \$610,000 | \$610,000 | \$600,000 | 299 |
| 1117 Carnahan CT | 4 | 4 | 4 | RAN | 2009 | 4353 | \$660,000 | \$650,000 | \$600,000 | 224 |
| 1160 E Trumpeters CT | 5 | 5 | 3 | | 2007 | 6002 | \$840,000 | \$636,500 | \$600,000 | 271 |
| 17512 Colonial Park DR | 5 | 5 | 4 | | 2005 | 5567 | \$750,000 | \$700,000 | \$630,000 | 490 |
| 17305 Colonial Park DR | 4 | 4 | 3 | | 2011 | 4828 | \$679,000 | \$679,000 | \$677,000 | 44 |
| 15925 Winding Trail RD | 5 | 5 | 4 | RAN | 2003 | 6867 | \$899,000 | \$765,000 | \$750,000 | 249 |
| 815 Pebble Creek CT | 4 | 3 | 3 | | 1986 | 3254 | \$314,900 | \$314,900 | PENDING | 8 |
| 2148 Trenholme DR | 3 | 3 | 3 | RAN | 2000 | 4126 | \$500,000 | \$405,000 | PENDING | 104 |
| 19410 Kershaw CT | 4 | 4 | 3 | | 1995 | 4299 | \$439,900 | \$439,900 | PENDING | 20 |
| 19711 Falcon Crest CT | 4 | 4 | 3 | | 1999 | 5117 | \$600,000 | \$500,000 | PENDING | 212 |
| 1120 Edenhurst CT | 5 | 5 | 3 | | 1994 | 5882 | \$599,900 | \$584,000 | PENDING | 174 |
| 19337 Queens Crescent WY | 4 | 7 | 4 | RAN | 2005 | 4804 | \$649,900 | \$649,900 | PENDING | 263 |
| 18826 Pagentry PL | 5 | 7 | 4 | | 2001 | 7681 | \$650,000 | \$650,000 | PENDING | 11 |
| 3701 Mountain Dance DR | 6 | 6 | 4 | | 2006 | 7108 | \$875,000 | \$749,000 | PENDING | 268 |

MLS data as of 1/4/2012

During the last two months there were 8 sales, 5 in November and 3 in December, with an average selling price of \$625,488 and an average of 244 days on the market. On average, these homes sold for 94.8% of the most recent listing price but only 87.5% of the original listing price. For the entire year of 2011, the average selling price was \$591,374 and the average marketing time was 188 days. There are 8 homes under contract with an average listing price of \$536,588 that were on the market an average of 133 days. The inventory has dropped to 43 which is about 65% of the summer level with an average listing price of \$802,094 (median price of \$699,900). 2011 saw an increase in the number of sales; however, that was accompanied by a decrease in prices. The higher end of the real estate market is still plagued by an excess of inventory above \$600,000 which will need to be reduced significantly before much appreciation will take place. This portion of the market will probably remain relatively flat through 2012.

Sales per Quarter in Bent Tree, Higby Estates, King's Deer, Wissler Ranch & High Forest

| YEAR | QTR 1 | QTR 2 | QTR 3 | QTR 4 | TOTAL YTD |
|------|-------|-------|-------|-------|-----------|
| 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 | 12 | 24 | 13 | 13 | 62 |

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.

Taos' oldest B&B is celebrating it's 30th year and would like to have YOU celebrate with them.

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. 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. Check out the great reviews on TripAdvisor.com. Say hello to Sandy, Brad and Michael.

AND there's plenty of good SNOW on Taos Mountain!



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