



Rosemarie & Wayne Hughes

The Hughes Team

(719) 388-2488

or

(719) 488-3888

Email: Homes@TheHughesTeam.com



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



What happened in the Real Estate Market in *Woodmoor* during December, 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 C 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
18585 Augusta DR	4	4	2	RAN	1972	3611	\$275,000	\$275,000	\$270,000	21	
17950 New London RD	3	2	2	TRL	1984	2523	\$277,000	\$277,000	\$275,000	122	
19335 Aspenwood DR	3	3	2	TRL	1987	2348	\$305,000	\$305,000	\$295,000	69	
1675 Bowstring RD	4	4	3	2	2004	4517	\$370,000	\$315,000	\$315,000	160	
17820 New London RD	4	3	3	RAN	1998	3560	\$395,000	\$350,000	\$340,000	172	
17535 Chipped Arrow WY	3	4	3	RRH	1983	4065	\$500,000	\$449,000	\$449,000	273	
440 Scrub Oak CR	5	3	2	RRH	1989	4152	\$425,000	\$425,000	Pending	37	
17360 E Caribou DR	5	4	3	RAN	1976	4446	\$424,700	\$417,500	Pending	118	
19885 Riverglen LN	5	4	3	RAN	1993	4298	\$440,000	\$410,000	Pending	143	
515 Congressional DR	6	4	3	2	1988	4338	\$425,000	\$399,900	Pending	234	
410 Jack Boot RD	4	3	2	RRH	1977	3940	\$349,900	\$279,900	Pending	217	
960 South Park DR	3	3	2	RRH	1977	2613	\$255,000	\$235,000	Pending	708	
19305 Shadowood DR	5	4	2	2	1973	4292	\$376,000	\$333,000	Pending	320	
1330 Lone Scout Lookout .	5	4	3	2	1992	5497	\$450,000	\$385,000	Pending	116	
17480 E Caribou DR	4	3	2	RAN	1987	2754	\$325,000	\$315,000	Pending	129	
250 Lodgepole WY	4	3	3	4	1987	3302	\$370,000	\$370,000	Pending	105	

MLS Data as of 1/4/2012

The fourth quarter statistics were the best Woodmoor has seen in 6 years with 24 closed transactions. With mortgage interest rates below 4.0% and inventories significantly reduced in El Paso county from a year ago, we expect to see buyers getting more serious about purchasing a home. We anticipate pricing will start to increase; however, it will be at a rather slow rate for the next couple of years. For 2011, the average selling price was \$370,398 and the average marketing time prior to receiving an offer was 137 days. The inventory of 30 homes, which is half of the summer level, has an average listing price of \$399,563 and has been on the market an average of 166 days. As you can see above, there are 10 homes under contract with an average listing price of \$357,030. These homes were on the market an average of 213 days and 4 of them are short sales. The short sales or distressed properties should be fewer in 2012 and have less impact on the market. Sales in January will probably be flat compared to December, but we expect to see an upturn in February both in sales and inventory.

YEAR	MLS Sales Per Month in Woodmoor												TOTAL YTD
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
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	9	7	11	8	10	11	7	13	5	6	93

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!



**Mention
 The Hughes Team
 and get
 15% off your entire stay**