



Rosemarie & Wayne
Hughes

The Hughes Team

(719) 388-2488

or

(719) 488-3888

Email: Homes@TheHughesTeam.com



RE/MAX
Properties, Inc.

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

What happened in the Real Estate Market in *Woodmoor* during March, 2009?

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

	B D R M S	B A T H S	G A R A G E	S T Y L E	Y E A R L I T E	B U I L T I T E	S Q U A R E F E E T	L I S T I N G P R I C E	S E L L I N G P R I C E
510 Silhouette Way	4	3	2	4	1981	3016	\$230,000	\$221,500	
415 New London Way	3	4	2	2	1992	3490	\$365,000	\$350,000	
165 Tall Pine Ln.	4	4	2	2	1995	3220	\$379,000	\$350,000	
18865 Pebble Beach Way	5	4	3	2	1994	6400	\$510,000	\$470,000	
18520 Thunderbird Trl.	6	6	3	2	1990	7046	\$599,000	\$530,000	

MLS Data as of 4/3/2009

If you will provide us with your email address and street address, we will continue to provide this newsletter in a quicker and more eco-friendly fashion (save a few trees). In addition, we will be providing links to recent articles and webinars that might be of interest. Your information will NOT be used for any other purposes.

The 5 homes that sold in March had an average selling price of \$384,300 and were on the market an average of 235 days (range of 63 to 429 days) prior to receiving an acceptable contract. Of these 5 homes, 3 were sold as distressed properties (short sale, bank owned etc.). There are 10 homes currently under contract with an average listing price of \$387,660. These homes were on the market an average of 206 days prior to going under contract. Of these 10 homes, 5 are also considered to be distressed. **Email subscribers will get full MLS details with multiple photos of all sold and under contract homes along with links to several informational articles.** Several of these distressed properties have gone through the foreclosure process instead of the less personal credit damaging short sale process. Before letting a home go into foreclosure, please consider the information in the box below. The inventory remained steady at 58 homes with the average listing price going up slightly to \$443,047. The positive impact of the distressed property sales is that the distressed inventory is being reduced and will gradually have less negative impact on property values. Unlike last month, the stock market has experienced a significant improvement during the last couple of weeks and buyers seem to be encouraged enough that the showing activity is increasing. There are several indicators that the local real estate market will start to improve. A recent article identifying the 25 riskiest cities for homeowners (based on the concentration of sub-prime loans leading to foreclosures) made no mention of any city in Colorado. Florida leads the pack with 9 cities and California came in a close second with 8 cities.

If anyone receiving this newsletter finds themselves in the position of possibly losing their home to foreclosure, **please contact us.** We have the necessary training and materials to assist in the process of negotiating a foreclosure delay or, under certain circumstances, an agreement for a short sale with lenders. A short sale is much less damaging to an individual's credit history when compared to a foreclosure. If this pertains to you, call us, we can help.

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	6	4	5	8	10	10	13	7	5	1	2	1	72
2009	3	3	5										11

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.