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What happened in the Real Estate Market in *Woodmoor* during April, 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 | S Q U A R E F E E T | L I S T I N G P R I C E | S A L E P R I C E |
|------------------------------|-----------------------|-----------------------|----------------------------|-----------------------|------------------|--|--|---|
| 18430 Lazy Summer Way | 5 | 4 | 5 | 2 | 1988 | 4280 | \$429,000 | \$375,000 |
| 1065 Woodmoor Dr. | 4 | 4 | 3 | RAN | 1999 | 4266 | \$419,000 | \$380,000 |
| 1530 Ridgeview Cr. | 5 | 4 | 3 | 2 | 1991 | 5747 | \$449,900 | \$449,900 |
| 19092 Doewood Dr. | 6 | 5 | 6 | 2 | 1993 | 6546 | \$599,000 | \$500,000 |
| 19114 Rosewood Way | 5 | 5 | 4 | RAN | 2006 | 5886 | \$625,000 | \$601,000 |
| 18 Additional Homes Averages | 4 | 3 | 2 | | | 3800 | \$380,783 | Pending |

MLS details of "Pending" and "Sold" homes complete with pictures available to email subscribers

MLS Data as of 5/3/2009

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. Homes@TheHughesTeam.com

The number of homes that sold in April was the same as in March, namely 5. The average selling price went up to \$461,180 due to a couple of higher priced homes selling and the lack of any real low priced sales. The number of days on the market came down significantly to 177 from 235 but may be distorted due to the fact that 2 of the sold homes were short sales which tend to be priced very aggressively. The number of homes under contract reflect both a positive and a negative aspect of the current market. As you probably saw above, there are 18 homes under contract which is a significant increase from previous months. The negative side of that figure is that 7 of the homes are "distressed properties" and another is a relocation. Distressed properties are tough competition for a home being sold under normal conditions, but the number of distressed properties is being reduced fairly quickly. The average listing price of the homes under contract is \$380,783. Inventory remained constant at 58 with an average listing price that dropped slightly to \$430,917 and an average number of days on the market of 147. The market has definitely started to heat up in some price ranges. As an example, there are another 12 homes under contract in Jackson Creek at an average listing price of \$326,708. The Jackson Creek and Woodmoor numbers both represent large increases in activity. That, plus further indications from the economic community seem to imply that the bottom has either already been reached or is very close. As always, for further confirmation, please call your favorite psychic hotline!

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 | 5 | | | | | | | | | 16 |

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.