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Long Realty | 520.668.8293 | LisaB@LongRealty.com

Lisa BAYLESS



## Your Neighborhood Pulse

Issue 41, Zone 1 (March 2018)

### LISA'S "PULSE REPORT"

#### WHAT THE INSPECTORS INSPECT....

After a home receives an accepted offer the buyer has 10 days to complete inspections. Inspections are a sure thing and are a buyer expense. This can be an emotional time for a seller as it's like a complete medical exam for your home with a cat scan. Here's a brief overview of what to expect.

**Home Inspection:** A licensed home inspector will conduct a comprehensive home inspection. Areas examined include a home's exterior, plumbing, electrical, hvac, living areas, kitchen, bathrooms, laundry and garage. Home inspections usually take several hours.

**Termites:** A licensed termite company will examine the exterior and interior of the home for termites and evidence of water damage.

**Pool:** A pool inspector will examine the pool area and associated equipment. Pool barriers will also be examined.

**Roof:** The home inspector and often a licensed roofer will examine the entire roof.

**HVAC:** Often a licensed HVAC company will evaluate the HVAC to ensure the equipment is properly functioning.

**Irrigation:** An irrigation company may test the entire irrigation system and all related equipment.

Other: The buyer may conduct all desired inspections to determine the condition of the premises...

**Don't panic.** Get in front of a problem instead of being overwhelmed... Fix known problems before placing your home on the market. Your home's imperfections may not bother you but I can assure you they will bother your buyer. Make your house, not its flaws, the focus. **Not sure where to start? Give me a call. This is not my 1st time at the rodeo.**

### ORO VALLEY UPDATE...

In Oro Valley, the median price of sold homes was \$290,000 for the month of January 2018, up 13% from January 2017. Year-to-date there were 58 closings, a 9% increase from year-to-date 2017. Active inventory was 253, a 9% decrease from January 2017. Months of inventory was 4.4, down from 5.2 in January 2017. Oro Valley had 94 new properties under contract in January 2018, down 1% from January 2017.

### YOUR NEIGHBORHOOD HOME SALES...

Highlighted below is an analysis of six (6) gated neighborhoods in Oro Valley including: Canada Hills Estates, Pusch Ridge Vistas, The Estates at High Mesa, Rancho Vistoso Ngh 11, Palisades Point, Vistoso Point. In my experience, a buyer, who wants a gated subdivision in Oro Valley will consider all the above neighborhoods. In these gated neighborhoods over the last six months eight (8) homes have sold with an average selling price of \$623,625. Seventeen (17) homes are currently on the market with an average asking price of \$710,482.

#### HOMES THAT HAVE SOLD

Average Sold Price	\$623,625
Average Sold Price / Sq. Ft.	\$200
Avg. Days on The Market	47
Lowest Sold Price	\$420,000
Highest Sold Price	\$800,000

#### HOMES ON THE MARKET

Average Asking Price	\$710,482
Avg. Asking Price / Sq. Ft.	\$210
Avg. Days on The Market	81
Lowest Asking Price	\$488,000
Highest Asking Price	\$1,200,000

See reverse side for a list of all homes included above

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\*Not intended to solicit a currently listed home

## YOUR NEIGHBORHOOD REAL ESTATE ACTIVITY REPORT \*

STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
<b>I. ACTIVE AS OF 2/27/18</b>					
13832 N JAVELINA SPRINGS PLACE 2	\$488,000		2002	3,009	\$162
13878 N SLAZENGER DRIVE 5	\$515,000		2000	2,549	\$202
13851 N BOWCREEK SPRINGS 1	\$499,000		2000	2,739	\$182
10575 N STARGAZER 14	\$499,900		1994	2,835	\$176
709 W BRIGHT CANYON DRIVE 4	\$540,000		2005	3,500	\$154
13811 N JAVELINA SPRINGS PLACE 1	\$540,000		2005	3,002	\$180
11141 N PUSCH RIDGE VISTAS DRIVE 1	\$579,000		2003	2,484	\$233
975 W BROKEN STONE PLACE 1	\$619,950		2001	2,823	\$220
13821 N JAVELINA SPRINGS PLACE 1	\$624,900		2005	3,991	\$157
13853 N STEPROCK CANYON PLACE 1	\$699,000		2001	3,450	\$203
10958 N PUSCH RIDGE VISTAS DRIVE 1	\$749,000		2004	3,420	\$219
1129 W MOONLIT PLACE 1	\$770,000		1995	3,517	\$219
13556 PLACITA MONTANAS DE ORO 16	\$800,000		1999	3,189	\$251
10790 N SUMMER MOON PLACE 1	\$800,000		1996	3,306	\$242
10750 N SUMMER MOON PLACE 13	\$1,090,000		1998	5,363	\$203
12526 N VISTOSO VIEW PLACE 1	\$1,100,000		2009	4,289	\$256
12734 N VISTOSO POINTE DRIVE 4	\$1,200,000		2004	3,661	\$328
<b>II. UNDER CONTRACT</b>					
1105 W MOONLIT PLACE 1	\$535,000		1994	2,708	\$198
10770 N SUMMER MOON PLACE 1	\$631,000		1999	2,804	\$225
11017 N PUSCH RIDGE VIEW PLACE 10	\$699,900		2006	3,420	\$205
62 E MORNING RIDGE PLACE 1	\$700,000		2004	3,453	\$203
13770 N PLACITA DEL CERRO LINDO 1	\$745,000		2001	3,161	\$236
<b>III. CLOSED (8/27/17 -2/27/18)</b>					
13791 N JAVELINA SPRINGS PLACE	\$427,500	420,000	2006	2,364	\$178
12798 N VISTOSO POINTE DRIVE	\$550,000	\$535,000	2014	2,729	\$196
49 E MORNING RIDGE PLACE	\$567,137	\$550,000	2003	2,507	\$219
11460 N FLYING BIRD DRIVE	\$650,000	\$625,000	1995	3,590	\$174
1532 E PLACITA MESETA DORADA	\$670,000	\$660,000	1998	2,802	\$236
11520 N FLYING BIRD DRIVE	\$699,000	\$699,000	1995	3,163	\$221
11275 N FLYING BIRD DRIVE	\$729,900	\$700,000	1995	4,640	\$151
13542 N PLACITA MONTANAS DE ORO	\$839,000	\$800,000	1998	3,580	\$223

\*Information is deemed to be reliable, but is not guaranteed. MLS March 2018. This is not intended to solicit a currently listed home.  
Listing Broker: 1) Long Realty 2) Tierra Antiqua 3) Coldwell Banker 4) Keller Williams 5) Sotheby's 6) Congress Realty 7) ReMax 8) Realty Exec.  
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