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Long Realty | 520.668.8293 | LisaB@LongRealty.com

Lisa
BAYLESS



Your Neighborhood Pulse

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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 HOME SALES UPDATE...

In Oro Valley, the median price of sold homes was \$320,000 for the month of February 2018, up 24% from February 2017. Year-to-date there were 130 closings, a 5% increase from year-to-date 2017. Active inventory was 275, a 5% decrease from February 2017. Months of inventory was 3.8, down from 4.2 in February 2017. Oro Valley had 78 new properties under contract in February 2018, down 6% from February 2017.

YOUR NEIGHBORHOOD HOME SALES...

Highlighted below is an analysis six (6) comparable subdivisions in Oro Valley. Your home is located in one of the six. These subdivisions are all located just north of Naranja between La Canada and La Cholla. In these community areas over the last three months fifteen (15) homes have sold with an average selling price of \$399,160. Nine (9) homes are currently on the market with an average asking price of \$419,200. These active properties have a fairly wide range of asking prices varying from \$239,999 to \$615,000.

HOMES THAT HAVE SOLD

Average Sold Price	\$399,160
Average Sold Price / Sq. Ft.	\$157
Avg. Days on The Market	75
Lowest Sold Price	\$284,000
Highest Sold Price	\$510,000

HOMES ON THE MARKET

Average Asking Price	\$419,200
Avg. Asking Price / Sq. Ft.	\$158
Avg. Days on The Market	57
Lowest Asking Price	\$239,999
Highest Asking Price	\$615,000

See a list of the above homes on the reverse page

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OVER

YOUR NEIGHBORHOOD REAL ESTATE ACTIVITY REPORT *

STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
ACTIVE AS OF 3/20/18					
11008 N DOUBLE EAGLE COURT 2	\$239,999		1998	1,495	\$161
11737 N DESERT HOLLY DRIVE 20	\$345,000		2003	1,975	\$175
11721 N DIAMOND CHOLLA PLACE 7	\$375,000		2001	2,735	\$137
2029 W SCARLET ROSE PLACE 2	\$379,000		1999	2,451	\$155
2005 W GOLDEN ROSE PLACE 1	\$395,900		2000	2,677	\$148
11229 N VIA RANCHO NARANJO 1	\$449,000		1994	2,401	\$187
1992 W ARIZONA ROSE DRIVE 7	\$474,900		2001	3,927	\$121
11381 N TWIN SPUR COURT 12	\$499,000		1998	3,354	\$149
11477 N VERCH WAY 2	\$615,000		2002	3,220	\$191
CONTINGENT/PENDING (UNDER CONTRACT)					
11285 N PLACITA ALAMEDA DORADA 3	\$295,000		1998	1,785	\$165
11825 N MOUNTAIN LAUREL PLACE 7	\$309,000		2004	2,242	\$138
11794 N SAGE BROOK ROAD 7	\$320,000		2005	1,751	\$183
2007 W SILVER ROSE PLACE 1	\$325,000		2000	2,400	\$135
11904 N WHISPERING RIDGE DRIVE 1	\$375,000		2003	2,622	\$143
11942 N THORNBUSH DRIVE 1	\$399,900		1995	2,441	\$164
11517 N VERCH WAY 2	\$409,900		2001	2,760	\$149
1920 W MOUNTAIN LAUREL DRIVE 1	\$449,900		2002	3,002	\$150
11230 N VIA RANCHO NARANJO 3	\$490,000		1996	2,711	\$181
11596 N LA TANYA DRIVE 1	\$535,000		2002	3,399	\$157
CLOSED (12/20/17 - 3/20/18)					
11215 N VIA RANCHO NARANJO	\$299,900	\$284,000	2001	2,094	\$136
11835 N SAGE BROOK ROAD	\$325,000	\$325,000	2005	2,135	\$152
2003 W ARIZONA ROSE DRIVE	\$349,000	\$342,000	2001	2,287	\$150
1954 W MISTERBEE DRIVE	\$359,000	\$355,000	2000	2,000	\$178
11723 N DESERT HOLLY DRIVE	\$375,000	\$370,000	2004	2,930	\$126
11294 N CACTUS ROSE DRIVE	\$369,900	\$370,000	1999	2,050	\$180
1974 W MISTERBEE DRIVE	\$395,000	\$375,000	1998	2,000	\$188
11302 N CHYNNA ROSE PLACE	\$378,000	\$380,000	1999	2,451	\$155
1752 W COPPER SKY DRIVE	\$399,987	\$385,000	2002	2,904	\$133
11940 N VERCH WAY	\$414,900	\$405,000	2003	3,210	\$126
1651 W SILVER BERRY PLACE	\$430,000	\$422,500	1999	2,411	\$175
11895 N THORNBUSH DRIVE	\$485,000	\$475,000	2002	3,210	\$148
11362 N MEADOW SAGE DRIVE	\$479,900	\$479,000	1998	2,599	\$184
1531 W SOFT BREEZE COURT	\$519,900	\$509,900	2005	4,032	\$126
1880 W VIA MANDARINA	\$499,950	\$510,000	1996	2,655	\$192

*Information deemed reliable, but not guaranteed. MLS March 2018. Listing Broker: 1) Long Realty, 2) Tierra Antigua, 3) Realty Exec., 4) Sotheby's, 5) At Home Realty 6) HomeSmart 7) Keller Williams 8) OnSite Realty 9) RealPros 10) Coldwell Banker 11) The Trubee Co. 12) ReMax 13) Integra 14) Foothills Properties 15) US Realty 16) Ascension Realty Investment 17) EMS Realty 18) Goldsmith Real Estate 19) Ft Lowell Rlty & Prop Mgmt 20) R. J. Ryan & Associates 21) Help-U-Sell Galleria 22) Berkshire Hathaway 23) Exp Realty