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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.**

NW AREA UPDATE...

In Tucson's NW area, the median price of sold homes was \$254,250 for the month of February 2018, up 13% from February 2017. Year-to-date 2018 there were 409 closings, a 5% increase from year-to-date 2017. Active inventory was 747, a 10% decrease from February 2017. Months of inventory was 3.6, up from 3.5 months in February 2017. The NW area had 285 new properties under contract in February 2018, up 8% from February 2017.

SKY RANCH & TANGERINE CROSSING...

Highlighted below is a market analysis of the housing market in Sky Ranch, Tangerine Crossing & Tangerine North. This analysis examines single family homes actively for sale and homes that have recently sold. New construction is not included in this analysis. Over the last three months, twelve (12) homes have sold, with an average selling price of \$332,708. Nineteen (19) homes are currently for sale, and they have an average asking price of \$390,558. These active properties have a fairly wide range of asking prices varying from \$265,000 to \$749,000.

HOMES THAT HAVE SOLD

Average Sold Price	\$332,708
Average Sold Price / Sq. Ft.	\$143
Avg. Days on The Market	55
Lowest Sold Price	\$250,000
Highest Sold Price	\$415,000

HOMES ON THE MARKET

Average Asking Price	\$390,558
Avg. Asking Price / Sq. Ft.	\$147
Avg. Days on The Market	50
Lowest Asking Price	\$265,000
Highest Asking Price	\$749,000

Reverse to see detailed information on above sales



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OVER

SKYRANCH & TANGERINE CROSSING REAL ESTATE MARKET ACTIVITY REPORT**

STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
I. ACTIVE AS OF 3/14/18					
4505 W HARMONY RANCH PLACE 23	\$265,000		2011	1,652	\$160
4512 W HARMONY RANCH PLACE 2	\$284,900		2012	1,652	\$172
12392 N SUMMER WIND DRIVE 18	\$315,000		2013	1,967	\$160
12285 WHISTLING WIND AVENUE 24	\$319,000		2009	2,400	\$133
3407 W COPPER SPIRIT DRIVE 5	\$327,500		2009	2,800	\$117
12306 N PATHFINDER DRIVE 1	\$338,000		2010	2,250	\$150
3626 W TAILSPIN PLACE 1	\$349,900		2008	2,400	\$146
11567 N ADOBE VILLAGE PLACE 1	\$354,500		2012	2,616	\$136
11648 N MOON RANCH PLACE 1	\$359,000		2006	2,503	\$143
4341 W WINDSOR RANCH PLACE 13	\$362,000		2011	2,616	\$138
4479 W CRYSTAL RANCH PLACE 2	\$379,000		2006	2,898	\$131
4001 W PHANTOM HORSE PLACE 5	\$380,000		2012	2,265	\$168
4300 W GOLDEN RANCH PLACE 1	\$394,999		2015	3,047	\$130
3672 W SCAVENGER DRIVE 8	\$414,900		2010	3,587	\$116
12504 N PASEO PENUELA 3	\$435,000		2010	3,521	\$124
11416 N VISTA RANCH PLACE 3	\$439,000		2007	2,772	\$158
3859 W SONOMA RANCH PLACE 1	\$454,900		2007	3,461	\$131
12372 N SUMMER WIND DRIVE 5	\$499,000		2013	3,561	\$140
4200 W SUMMER RANCH PLACE 1	\$749,000		2014	3,011	\$249
II. UNDER CONTRACT					
3430 W WING TIP DRIVE 6	\$270,000		2008	1,986	\$136
4431 W CRYSTAL RANCH PLACE 1	\$275,000		2011	1,832	\$150
4446 W CRYSTAL RANCH PLACE 20	\$280,000		2010	1,832	\$153
3510 W TAILFEATHER DRIVE 1	\$318,900		2012	2,745	\$116
4474 W CRYSTAL RANCH PLACE 5	\$328,900		2010	1,652	\$199
11462 N MOON RANCH PLACE 8	\$340,000		2006	2,469	\$138
4482 W CRYSTAL RANCH PLACE 3	\$347,500		2006	2,048	\$170
4401 W CLOUD RANCH PLACE 2	\$348,000		2006	2,046	\$170
11403 N MOON RANCH PLACE 1	\$400,000		2006	3,511	\$114
12490 N WINDRUNNER PARKWAY 3	\$440,000		2013	2,927	\$150
12637 N PATHFINDER DRIVE 21	\$450,000		2013	3,245	\$139
11500 N VISTA RANCH PLACE 3	\$484,900		2012	2,778	\$175
4177 W SUMMER RANCH PLACE 5	\$650,000		2008	2,492	\$261
II. CLOSED (12/14/17 - 3/14/18)					
12360 N FEATHER SONG AVENUE	\$265,000	\$250,000	2008	2,177	\$115
4411 W CRYSTAL RANCH PLACE	\$255,000	\$255,000	2011	1,652	\$154
3467 W TAILFEATHER DRIVE	\$285,000	\$285,000	2012	1,950	\$146
11426 N MOON RANCH PLACE	\$329,900	\$320,000	2006	2,118	\$151
11582 N MOON RANCH PLACE	\$335,000	\$323,500	2006	2,469	\$131
11574 N MOON RANCH PLACE	\$330,000	\$325,000	2006	2,469	\$132
3366 W FLEDGLING DRIVE	\$339,500	\$335,000	2013	2,497	\$134
11332 N ADOBE VILLAGE PLACE	\$349,500	\$344,000	2012	2,265	\$152
4441 W HARMONY RANCH PLACE	\$369,950	\$355,000	2007	2,118	\$168
11480 N MOON RANCH PLACE	\$379,000	\$375,000	2006	2,118	\$177
12472 N PASEO PENUELA	\$409,000	\$410,000	2012	3,664	\$112
11460 N VISTA RANCH PLACE	\$425,000	\$415,000	2012	2,778	\$149

*Information deemed reliable, not guaranteed. MLS March 2018. Listing Broker: 1) Long Realty, 2) Tierra Antigua, 3) Keller Williams, 4) ReMax, 5) Coldwell Banker, 6) HomeSmart, 7) Tucson Realty 8) Realty Executives, 9) Century 21, 10) Vista Bonita, 11) Tucson Integrity, 12) At Home, 13) West USA, 14) Occasio, 15) Omni, 16) Sotheby's, 17) Congress, 18) Peach Properties HM 19) Roca Realty 20) EXP Realty 21) Andy Courtney Properties 22) e-Realty & Investments 23) Neal Manning 24) Ft Lowell Rty & Prop Mgmt