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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.**

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 of the housing market in certain Rancho Vistoso Rancho neighborhoods. Your home is located in one of these neighborhoods off of Rancho Vistoso Blvd. between Tangerine and Sun City. In these community areas over the last three months twelve (12) homes have sold with an average selling price of \$323,514. Fifteen (15) homes are currently on the market for with an average asking price of \$351,672. These active properties have a fairly wide range of asking prices varying from \$238,000 to \$599,000.

HOMES THAT HAVE SOLD	
Average Sold Price	\$323,514
Average Sold Price / Sq. Ft.	\$147
Avg. Days on The Market	35
Lowest Sold Price	\$204,000
Highest Sold Price	\$440,000
HOMES ON THE MARKET	
Average Asking Price	\$351,672
Avg. Asking Price / Sq. Ft.	\$139
Avg. Days on The Market	67
Lowest Asking Price	\$238,000
Highest Asking Price	\$599,000



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OVER

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
ACTIVE AS OF 2/28/18					
12253 N MAKAYLA CANYON LANE ¹	\$238,000		2000	1,873	\$127
12761 N SEACLIFF PLACE ⁷	\$240,000		2005	1,880	\$128
289 W VISTOSO HIGHLANDS DRIVE ²	\$265,000		1999	1,664	\$159
12531 N GRANVILLE CANYON WAY ⁶	\$289,900		1990	1,886	\$154
12831 N MEADVIEW WAY ³	\$299,000		1990	2,750	\$109
13767 N BUSHWACKER PLACE ²	\$325,000		1999	2,507	\$130
12484 N FOREST LAKE WAY ²	\$334,900		1992	2,750	\$122
12550 N LANTERN WAY ²	\$349,995		1994	2,556	\$137
12979 N CAMINO VEIJA RANCHERIA ²	\$354,000		2014	2,695	\$131
59 W ANTELOPE CANYON PLACE ²⁴	\$360,378		2017	1,813	\$199
12745 N PIONEER WAY ¹	\$399,000		1996	3,209	\$124
12413 N COPPER QUEEN WAY ¹²	\$399,900		1991	3,385	\$118
12625 N PIONEER WAY ¹	\$406,000		1994	3,209	\$127
12803 N VIA VISTA DEL PASADO ²	\$415,000		2013	2,913	\$142
442 E HONEY BEE PRESERVE WAY ⁴	\$599,000		2012	3,285	\$182
CONTINGENT/PENDING (UNDER CONTRACT)					
12771 N HAIGHT PLACE ¹²	\$235,000		2005	1,483	\$158
12774 N SEACLIFF PLACE ⁷	\$264,900		2005	1,627	\$163
120 W MOUNTAIN SAGE DRIVE ¹	\$300,000		1998	1,622	\$185
96 W MOUNTAIN SAGE DRIVE ¹⁰	\$300,000		1997	1,460	\$205
12674 N SLEEPING COYOTE DRIVE ¹	\$335,000		1997	1,644	\$204
28 E PERALTA CANYON COURT ²⁴	\$399,990		2017	1,802	\$222
CLOSED (11/28/17-2/28/18)					
116 E ATELIER WAY	\$216,500	\$204,000	1996	1,558	\$131
12278 N STERLING AVENUE	\$229,900	\$229,900	1997	1,630	\$141
12837 N PIONEER WAY	\$259,000	\$259,000	1999	2,021	\$128
205 W VISTOSO HIGHLANDS DRIVE	\$295,000	\$290,000	1998	1,622	\$179
12921 N MEADVIEW WAY	\$294,850	\$294,850	1999	2,021	\$146
12785 N BANDANNA WAY	\$309,900	\$307,500	1989	2,524	\$122
12793 N LANTERN WAY	\$324,900	\$314,413	2000	2,713	\$116
12372 N MOUNT BIGELOW ROAD	\$349,000	\$355,000	1998	2,137	\$166
13876 N SILVERCREEK PLACE	\$374,900	\$362,500	2000	2,842	\$128
13695 N BUSHWACKER PLACE	\$417,500	\$410,000	1999	2,904	\$141
93 E BIG WASH PLACE	\$419,000	\$415,000	1998	1,980	\$210
343 E HONEY BEE PRESERVE WAY	\$440,000	\$440,000	2012	2,746	\$160

*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) New Pueblo Realty 17) Exp Realty 18) A.W. Marris Inc. 19) TucsonREO 20) My Home Group Real Estate 21) Win3 Realty 22) Tucson Expert Agents 23) Gold Valley 24) Mattamy Homes