



TOP 1% OF ALL LONG REALTY REALTORS®

Long Realty | 520.668.8293 | LisaB@LongRealty.com

Lisa BAYLESS



Your Neighborhood Pulse

February 2018 (Issue 2, Zone 13)

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.

SADDLEBROOKE UPDATE...

In the Community of Saddlebrooke, the median price of sold homes was \$279,500 for the month of January 2018. Active inventory was 126 for the month of January 2018. Months of inventory was 5.3 for January 2018. The Saddlebrooke community had 33 new properties under contract in January 2018, down 8% from January 2017.

SADDLEBROOKE HOA 1 HOME SALES

Below is an analysis of all home sales in Saddlebrooke HOA 1. This analysis excludes homes that have an accepted offer and are under contract. Over the past month, fifteen (15) homes have sold, with an average selling price of \$293,750. Forty-nine (49) homes are currently for sale, and they have an average asking price of \$358,517. These active properties have a fairly wide range of asking prices varying from \$196,000 to \$639,900.

HOMES THAT HAVE SOLD	
Average Sold Price	\$293,750
Average Sold Price / Sq. Ft.	\$137
Avg. Cumulative Days on Market	41
Lowest Sold Price	\$183,250
Highest Sold Price	\$500,000
HOMES ON THE MARKET	
Average Asking Price	\$358,517
Avg. Asking Price / Sq. Ft.	\$148
Avg. Days on The Market	91
Lowest Asking Price	\$196,000
Highest Asking Price	\$639,900

See reverse side for details on the above homes

SADDLEBROOKE HOA 1 REAL ESTATE RECENT ACTIVITY REPORT **

ADDRESS	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
-----	-----	-----	-----	-----

* Not intended to solicit a property currently listed home

ACTIVE AS OF 1/26/18					
37950 S BIRDIE DRIVE ¹⁶	\$196,000		1994	1,600	\$123
63716 E SQUASH BLOSSOM LANE ³	\$205,000		1993	1,270	\$161
38314 S DESERT STAR DRIVE ¹⁷	\$215,000		1989	1,364	\$158
65560 E CANYON DRIVE ⁵	\$221,655		1994	1,565	\$142
38215 S ROLLING HILLS DRIVE ¹	\$222,000		1995	1,428	\$155
37850 S NIBLICK DRIVE ⁵	\$234,793		1993	2,096	\$112
37754 S NIBLICK DRIVE ¹	\$235,000		1993	2,087	\$113
63910 E SQUASH BLOSSOM LANE ⁶	\$254,000		1994	2,134	\$119
38110 S BIRDIE DRIVE ¹	\$256,900		1992	2,090	\$123
64614 E DRIFTER DRIVE ¹	\$260,000		1992	1,438	\$181
38475 E VIEWPOINT COURT ¹	\$269,000		1991	2,198	\$122
65657 E STONEY RIDGE DRIVE ⁹	\$269,000		1995	1,914	\$141
64381 E GALVESTON LANE ¹	\$269,900		1991	1,960	\$138
38405 S APACHE VIEW DRIVE ⁷	\$269,900		1989	2,059	\$131
63842 E ORANGWOOD LANE ⁶	\$284,900		1994	2,137	\$133
63736 E HIGH POINT LANE ¹	\$299,000		1994	2,184	\$137
64480 E GALVESTON LANE ¹	\$299,900		2001	1,799	\$167
64261 E ECHO CANYON COURT ⁷	\$319,000		1992	2,807	\$114
37329 S ARROYO VERDE DRIVE ¹⁸	\$319,000		1993	2,290	\$139
65784 E SOLARWIND COURT ¹	\$324,000		1993	2,077	\$156
37266 S GOLF COURSE DRIVE ¹	\$325,000		1995	2,152	\$151
65731 E ROLLING HILLS DRIVE ¹	\$325,000		1994	2,440	\$133
38300 S ROLLING HILLS DRIVE ³	\$329,000		1994	2,465	\$133
38225 S MOUNTAIN SITE DRIVE ¹	\$329,500		1993	3,327	\$99
37256 S DESERT STAR DRIVE ⁴	\$339,000		1991	2,730	\$124
64417 E GALVESTON LANE ¹	\$339,000		1991	2,733	\$124
37640 S DESERT STAR DRIVE ¹	\$339,000		1996	2,495	\$136
64109 E MEANDER DRIVE ¹	\$340,000		1991	2,706	\$126
38274 S GOLF COURSE DRIVE ¹	\$350,000		1993	2,206	\$159
37763 S NIBLICK DRIVE ¹	\$354,500		1997	2,208	\$161
37320 S GOLF COURSE DRIVE ⁴	\$359,500		1995	2,322	\$155
65470 E ROLLING HILLS DRIVE ¹	\$359,900		1991	2,654	\$136
64201 E ECHO CANYON COURT ¹	\$379,000		1994	2,667	\$142
63844 E WHISPERING TREE LANE ¹	\$385,000		1995	2,192	\$176
38355 S GOLF COURSE DRIVE ¹	\$389,000		1994	2,134	\$182
38210 S ELBOW BEND DRIVE ¹	\$399,999		1991	2,522	\$159
38195 S SAMANIEGO DRIVE ¹	\$409,000		1993	2,602	\$157
37745 S NIBLICK DRIVE ¹	\$416,500		1995	3,241	\$129
37312 S OCOTILLO CANYON DRIVE ⁴	\$428,900		2003	2,402	\$179
37660 S DESERT SUN DRIVE ⁷	\$439,000		2005	2,782	\$158
37286 S COPPER RIDGE COURT ¹	\$450,000		1998	3,511	\$128
37884 S CYPRESS COURT ¹⁰	\$498,975		2002	4,138	\$121
65805 E DESERT RIDGE DRIVE ¹	\$539,000		1999	3,484	\$155
37213 E DESERT SUN DRIVE ⁴	\$549,900		2004	2,113	\$260
37253 S OCOTILLO CANYON DRIVE ¹	\$575,000		2004	3,223	\$178
37778 S OCOTILLO CANYON DRIVE ¹	\$575,000		2004	3,209	\$179
37333 S GOLF COURSE DRIVE ¹	\$579,000		2003	3,148	\$184
65337 E BRASSIE DRIVE ¹	\$599,900		1994	3,330	\$180
65201 E BRASSIE DRIVE ¹	\$639,900		1998	3,599	\$178
III. SOLD (1/24/18- 2/24/18)					
38055 S BIRDIE DRIVE	\$179,900	\$183,250	1992	1,883	\$97
64480 E ROUND ROBIN LANE	\$209,000	\$208,000	1992	1,606	\$130
64265 E IDLEWIND LANE	\$225,000	\$228,000	1989	1,928	\$118
63848E CAT CLAW LANE	\$245,000	\$245,000	1995	1,810	\$135
38420 S APACHE VIEW DRIVE	\$269,000	\$250,000	1989	2,275	\$110
63614 E WHISPERING TREE LANE	\$263,000	\$263,000	1995	1,810	\$145
38220 S ELBOW BEND DRIVE	\$299,000	\$275,000	1993	2,245	\$122
64531 E CANYON SHADOWS LANE	\$300,000	\$295,000	1990	2,501	\$118
38105 S ELBOW BEND DRIVE	\$312,500	\$299,000	1993	2,360	\$127
38115 S ROLLING HILLS DRIVE	\$299,000	\$299,000	1991	2,077	\$144
38195 S PAR COURT	\$320,000	\$318,000	1994	2,404	\$132
37894 S CLEEK DRIVE	\$325,000	\$318,000	1993	2,087	\$152
38089 S CANADA DEL ORO DRIVE	\$350,000	\$350,000	1991	2,042	\$171
37194 S HIGHLAND RIDGE DRIVE	\$375,000	\$375,000	1998	1,912	\$196
64630 E SUGAR LANE	\$549,000	\$500,000	1997	3,270	\$153

*Information deemed reliable, but not guaranteed. MLS February 2018. Not intended to solicit a currently listed home. 1) Long Realty, 2) Sotheby's, 3) Saddlebrooke, Realty, 4) Coldwell Banker, 5) Liberty Property & Associates 6) Homesmart, 7) Keller Williams, 8) Re/Max, 9) Tierra Antigua, 10) Gold Valley Realty, 11) Century 21, 12) Aufmuth Fine Homes, 13) Gallery Properties, 14) Excelsior, 15) Realty Executives, 16) Paul McComb Realty 17) At Home Tucson Realty 18) Exp Realty