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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.**

## SADDLEBROOKE UPDATE...

In the Community of Saddlebrooke, the median price of sold homes was \$279,500 for the month of January 2018, up 4% from January 2017. Active inventory was 126, a 10% increase from January 2017. Months of inventory was 5.3, up from 3.7 in January 2017. The Saddlebrooke community had 33 new properties under contract in January 2018, down 8% from January 2017.

## SADDLEBROOKE HOA 2 HOME SALES

Below is an analysis of all home sales in Saddlebrooke HOA 2. 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 \$322,720. Seventy (70) homes are currently for sale, and they have an average asking price of \$403,540. These active properties have a fairly wide range of asking prices varying from \$179,900 to \$680,000.

HOMES THAT HAVE SOLD	
Average Sold Price	\$322,720
Average Sold Price / Sq. Ft.	\$153
Avg. Cumulative Days on Market	92
Lowest Sold Price	\$223,500
Highest Sold Price	\$481,000
HOMES ON THE MARKET	
Average Asking Price	\$403,540
Avg. Asking Price / Sq. Ft.	\$163
Avg. Days on The Market	123
Lowest Asking Price	\$179,900
Highest Asking Price	\$680,000

See reverse side for details on the above homes

### SADDLEBROOKE HOA 2 REAL ESTATE RECENT ACTIVITY REPORT \*\*

ADDRESS	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
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\* Not intended to solicit a property currently listed home

<b>ACTIVE AS OF 3/08/18</b>					
63553 E VACATION DRIVE 6	\$179,900		2004	2,207	\$82
38948 S TRANQUIL DRIVE 5	\$195,900		1999	1,543	\$127
39012 S SERENITY LANE 3	\$218,900		2001	1,543	\$142
63674 E HAVEN LANE 1	\$235,000		2003	1,709	\$138
63663 E HIDEAWAY LANE 1	\$238,000		1999	1,655	\$144
62282 E REDWOOD DRIVE 5	\$259,900		2005	1,952	\$133
63650 E HAVEN LANE 1	\$268,500		2000	2,165	\$124
63746 E HAVEN LANE 15	\$275,000		2000	2,233	\$123
62625 E NORTHWOOD ROAD 5	\$279,000		2004	1,824	\$153
63304 E MOUNTAIN WOOD DRIVE 1	\$295,000		1999	2,052	\$144
62200 E SAND CREST DRIVE 7	\$305,000		2000	1,912	\$160
62283 E NORTHWOOD ROAD 22	\$310,000		2003	1,778	\$174
61720 E SANDLEWOOD ROAD 15	\$314,900		2006	3,043	\$103
62556 E BORDER ROCK ROAD 4	\$319,000		2011	1,539	\$207
65688 E MESA RIDGE COURT 1	\$319,000		1998	2,186	\$146
62254 E AMBERWOOD DRIVE 1	\$330,000		2002	1,925	\$171
63425 E DESERT HIGHLAND DRIVE 1	\$332,000		1999	2,174	\$153
37204 S TERRACE PARK DRIVE 1	\$335,000		2002	1,992	\$168
38829 S STARWOOD DRIVE 7	\$349,000		2003	1,932	\$181
39330 S WINDING TRAIL 1	\$350,000		2005	1,952	\$179
39582 S SAND CREST DRIVE 7	\$350,000		2005	2,623	\$133
63429 E CAT CLAW LANE 4	\$355,000		2002	1,939	\$183
37265 S HILL SIDE DRIVE 1	\$359,000		2000	3,408	\$105
61830 E SANDLEWOOD ROAD 1	\$359,000		2006	2,200	\$163
63646 E DESERT PEAK DRIVE 7	\$359,000		2000	3,162	\$114
36716 S STONEY FLOWER DRIVE 7	\$365,000		2002	2,153	\$170
62651 E IRONWOOD LANE 1	\$373,500		2011	2,093	\$178
65227 E ROSE RIDGE COURT 1	\$378,000		1998	2,074	\$182
39824 S WINDWOOD DRIVE 7	\$379,000		2011	2,048	\$185
62128 E REDWOOD DRIVE 1	\$380,000		2005	2,532	\$150
62208 E SANDLEWOOD ROAD 1	\$388,000		2005	2,309	\$168
63261 E MOUNTAIN WOOD DRIVE 20	\$389,000		1999	2,400	\$162
39354 S WINDING TRAIL DRIVE 1	\$390,000		2005	2,316	\$168
61835 E BORDER ROCK ROAD 1	\$395,000		2006	2,316	\$171
38448 S LAKE CREST DRIVE 10	\$395,000		1999	3,123	\$126
39262 S SAND CREST DRIVE 7	\$395,000		2004	2,392	\$165
63258 E FLOWER RIDGE DRIVE 1	\$399,000		1998	2,236	\$178
39670 S SAND CREST DRIVE 1	\$399,500		2005	3,212	\$124
63449 E DESERT PEAK DRIVE 1	\$400,000		1998	2,186	\$183
62376 E NORTHWOOD ROAD 1	\$400,000		2005	2,296	\$174
36644 S STONEY FLOWER DRIVE 1	\$425,000		2005	3,209	\$132
39685 S HOLLYWOOD WAY 5	\$428,000		2006	3,209	\$133
38066 S DESERT HIGHLAND DRIVE 1	\$429,900		1999	3,158	\$136
38875 S SAND CREST DRIVE 7	\$434,900		2002	2,132	\$204
39614 S WINDWOOD DRIVE 1	\$435,000		2008	2,146	\$203
39437 S WINDING TRAIL 1	\$439,000		2006	2,075	\$212
38375 S GRANITE CREST DRIVE 1	\$439,000		2000	2,838	\$155
61648 E IRONWOOD LANE 1	\$439,900		2006	2,674	\$165
61759 E SHORTCUT AVENUE 1	\$439,900		2006	2,316	\$190
39911 S IRONWOOD COURT 1	\$449,000		2008	2,468	\$182
62533 E BORDER ROCK ROAD 1	\$449,000		2013	2,246	\$200
62827 E FLOWER RIDGE DRIVE 7	\$449,900		1999	2,387	\$188
37618 S HILL SIDE DRIVE 1	\$450,000		2001	3,388	\$133
36071 S WIND CREST DRIVE 1	\$455,000		1999	2,608	\$174
63686 E DESERT HIGHLAND DRIVE 1	\$459,000		2003	2,615	\$176
63223 E HARMONY DRIVE 4	\$465,000		2002	3,394	\$137
36299 BOULDER CREST DRIVE 4	\$485,000		1999	2,627	\$185
62447 E BORDER ROCK ROAD 16	\$499,298		2017	2,439	\$205
39393 S WINDING TRAIL 1	\$500,000		2005	3,209	\$156
61771 E BRIARWOOD DRIVE 1	\$500,000		2009	2,728	\$183
38027 S BOULDER WIND DRIVE 1	\$525,000		2004	2,668	\$197
37809 S SKYLINE DRIVE 1	\$539,000		2000	3,237	\$167
62273 E REDWOOD DRIVE 1	\$549,000		2005	3,698	\$148
63330 E CAT CLAW LANE 5	\$549,000		2002	2,838	\$193
62798 E ROCK WIND DRIVE 7	\$555,000		2004	2,622	\$212
36228 S ROCK CREST DRIVE 7	\$570,000		1998	4,124	\$138
39759 S SANDLEWOOD COURT 2	\$582,000		2005	3,220	\$181
62459 E RANGWOOD DRIVE 1	\$635,000		2004	2,803	\$227
39081 S CLUBHOUSE DRIVE 1	\$675,000		2004	3,484	\$194
38598 S LAKE CREST DRIVE 1	\$680,000		1999	3,497	\$194
<b>III. SOLD (2/08/18 - 3/08/18)</b>					
38907 S TRANQUIL DRIVE	\$228,000	\$223,500	1999	1,543	\$145
63530 E DESERT PEAK DRIVE	\$228,000	\$230,000	1999	1,847	\$125
63569 E VACATION DRIVE	\$239,900	\$234,500	2002	1,541	\$152
36907 S RIDGEVIEW BOULEVARD	\$259,000	\$247,000	1996	1,914	\$129
63531 E HOLIDAY DRIVE	\$275,000	\$265,000	2000	2,233	\$119
63394 E DESERT CREST DRIVE	\$275,000	\$273,200	1999	2,216	\$123
63153 E FLOWER RIDGE DRIVE	\$375,000	\$306,600	2006	2,332	\$131
38446 S SAND CREST DRIVE	\$325,000	\$310,000	2001	1,952	\$159
65354 E ROSE CREST COURT	\$325,000	\$325,000	1998	2,469	\$132
39841 S SHORTCUT AVENUE	\$375,000	\$355,000	2007	1,976	\$180
39792 S SAND CREST DRIVE	\$369,000	\$360,000	2013	2,224	\$162
61879 E SANDLEWOOD ROAD	\$389,000	\$385,000	2006	1,952	\$197
62141 E REDWOOD DRIVE	\$429,000	\$420,000	2005	2,622	\$160
62383 E IRON CREST DRIVE	\$450,000	\$425,000	2000	2,319	\$183
62650 E IRONWOOD LANE	\$490,553	\$481,000	2017	2,439	\$197

\*Information deemed reliable, but not guaranteed. MLS March 2018. Not intended to solicit a currently listed home. 1) Long Realty, 2) Sotheby's, 3) Saddlebrooke Realty, 4) Coldwell Banker,

5) Tierra Antigua, 6) Homesmart, 7) Keller Williams, 8) Re/Max, 9) Victoria Realty, 10) Wildcat Country Real Estate, 11) Bowers Residential, 12) Aufmuth Fine Homes, 13) Gallery Properties, 14) Excelsior, 15) Realty Executives, 16) Saddlebrooke Development 17) Century 21, 18) Tucson Prime, 19) Tucson Land & Home, 20) At Home Tucson Realty, 21) West USA Realty, 22) Exp Realty