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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 entire Community of Saddlebrooke, the median price of sold homes was \$310,000 for the month of February 2018, a 9% increase from February 2017. Active inventory was 132 for the month of February 2018, a 6% increase from February 2017. Months of inventory was 5.3, down from 6.5 in February 2017. The Saddlebrooke community had 27 new properties under contract in February 2018, down 10% from February 2017.

## SADDLEBROOKE PRESERVE HOME SALES

Below is an analysis of all home sales in The Saddlebrooke Preserve. Over the past six months, six (6) homes have sold, with an average selling price of \$677,417. Eleven (11) homes are currently for sale, and they have an average asking price of \$861,309. These active properties have a fairly wide range of asking prices varying from \$580,000 to \$1,100,000.

HOMES THAT HAVE SOLD	
Average Sold Price	\$677,417
Average Sold Price / Sq. Ft.	\$230
Avg. Cumulative Days on Market	83
Lowest Sold Price	\$471,000
Highest Sold Price	\$935,000
HOMES ON THE MARKET	
Average Asking Price	\$841,309
Avg. Asking Price / Sq. Ft.	\$249
Avg. Days on The Market	153
Lowest Asking Price	\$580,000
Highest Asking Price	\$1,100,000

See reverse side for details on the above homes

### SADDLEBROOKE PRESERVE REAL ESTATE RECENT ACTIVITY REPORT \*\*

\* Not intended to solicit a property currently listed home

STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
<b>I. ACTIVE AS OF 3/19/18</b>					
36952 S OCOTILLO CANYON DRIVE 5	\$580,000		2006	2,904	\$200
36262 S OCOTILLO CANYON DRIVE 4	\$599,000		2006	2,681	\$223
66258 E PEREGRINE PLACE 1	\$639,000		2015	2,681	\$238
66197 E BOX ELDER ROAD 5	\$749,900		2006	3,709	\$202
36869 S DESERT SKY LANE 1	\$750,000		2007	2,599	\$289
65857 E CATALINA HILLS DRIVE 1	\$865,000		2006	3,774	\$229
36604 S CACTUS LANE 1	\$985,000		2006	3,700	\$266
66125 E PEREGRINE PLACE 7	\$989,000		2013	3,658	\$270
35843 S DESERT SUN DRIVE 1	\$997,500		2005	4,020	\$248
36855 S OCOTILLO CANYON DRIVE 1	\$1,000,000		2007	3,658	\$273
36109 S OCOTILLO CANYON DRIVE 1	\$1,100,000		2006	3,700	\$297
<b>II. UNDER CONTRACT</b>					
36631 S OCOTILLO CANYON DRIVE 1	\$775,000		2006	3,340	\$232
<b>III. SOLD (9/19/17 - 3/19/18)</b>					
35936 S OCOTILLO CANYON DRIVE	\$465,000	\$471,000	2006	2,681	\$176
36474 S DESERT SUN DRIVE	\$550,000	\$530,000	2006	2,599	\$204
36230 S OCOTILLO CANYON DRIVE	\$559,900	\$553,500	2005	2,928	\$189
66179 E BOX ELDER ROAD	\$750,000	\$710,000	2006	2,681	\$265
36249 S DESERT SUN DRIVE	\$875,000	\$865,000	2006	2,980	\$290
36297 S ASPEN LANE	\$1,050,000	\$935,000	2004	3,658	\$256

\*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) 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) Mountain Lake Realty, 21) West USA Realty, 22) Exp Realty