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Lisa
BAYLESS



Your Neighborhood Pulse

Issue 18, Zone 2 (March 2018)

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 HOME SALES UPDATE...

In Oro Valley, the median price of sold homes was \$320,000 for the month of February 2018, up 24% from February 2017. Year-to-date there were 130 closings, a 5% increase from year-to-date 2017. Active inventory was 275, a 5% decrease from February 2017. Months of inventory was 3.8, down from 4.2 in February 2017. Oro Valley had 78 new properties under contract in February 2018, down 6% from February 2017.

YOUR NEIGHBORHOOD HOME SALES...

Below is an analysis of all home sales in Rancho Vistoso Neighborhood 10 & Somerset Canyon; the community your home is located in. These subdivisions are located north of Moore between La Canada and Rancho Vistoso Blvd. Over the past three months, fifteen (15) homes have sold, with an average selling price of \$290,071. Seventeen (17) homes are currently for sale, and they have an average asking price of \$359,165. These active properties have a fairly wide range of asking prices varying from \$259,900 to \$529,900.

| HOMES THAT HAVE SOLD | |
|------------------------------|-----------|
| Average Sold Price | \$290,071 |
| Average Sold Price / Sq. Ft. | \$126 |
| Avg. Days on The Market | 50 |
| Lowest Sold Price | \$198,000 |
| Highest Sold Price | \$359,000 |
| HOMES ON THE MARKET | |
| Average Asking Price | \$359,165 |
| Avg. Asking Price / Sq. Ft. | \$134 |
| Avg. Days on The Market | 80 |
| Lowest Asking Price | \$259,900 |
| Highest Asking Price | \$529,900 |

See reverse side for detailed information.

OVER

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This newsletter is not intended to solicit properties currently listed

RANCHO VISTOSO NEIGHBORHOOD 10 & SOMMERSET CANYON

| STREET ADDRESS | LIST PRICE | SALES PRICE | YEAR BUILT | SQUARE FEET | DOLLARS / SQ FT |
|---|------------|-------------|------------|-------------|-----------------|
| I. ACTIVE AS OF 3/21/18 | | | | | |
| 13015 N WESTMINSTER DRIVE 7 | \$259,900 | | 2007 | 1,922 | \$135 |
| 975 W WAXLEAF PLACE 2 | \$264,900 | | 2003 | 1,928 | \$137 |
| 13213 N DEERGRASS DRIVE 19 | \$289,000 | | 2002 | 2,609 | \$111 |
| 1210 W RODRIGUEZ ROAD 3 | \$299,900 | | 2006 | 2,127 | \$141 |
| 13126 N TANNER ROBERT DRIVE 13 | \$309,900 | | 2001 | 2,784 | \$111 |
| 12936 N CARLSBAD PLACE 21 | \$312,500 | | 2010 | 2,601 | \$120 |
| 1100 W GARDEN GROVE DRIVE 1 | \$320,000 | | 2014 | 2,516 | \$127 |
| 12920 N YELLOW ORCHID DRIVE 25 | \$321,900 | | 2002 | 2,784 | \$116 |
| 13558 N PIEMONTE WAY 19 | \$329,000 | | 2006 | 3,071 | \$107 |
| 979 W THORNBUSH PLACE 26 | \$330,000 | | 2002 | 2,750 | \$120 |
| 13355 N BARLASSINA DRIVE 5 | \$355,000 | | 2007 | 2,660 | \$133 |
| 13033 N WOOSNAM WAY 19 | \$399,000 | | 2006 | 3,261 | \$122 |
| 13282 N REGULATION DRIVE 5 | \$425,000 | | 2003 | 3,294 | \$129 |
| 13364 N REGULATION DRIVE 14 | \$429,900 | | 2004 | 2,666 | \$161 |
| 13311 N REGULATION DRIVE 17 | \$429,999 | | 2006 | 2,412 | \$178 |
| 12841 N MYSTIC VIEW PLACE 1 | \$500,000 | | 2005 | 3,002 | \$167 |
| 13714 N NAPOLI WAY 1 | \$529,900 | | 2006 | 3,312 | \$160 |
| II. ACTIVE CONTINGENT (UNDER CONTRACT) | | | | | |
| 270 W BRINKLEY SPRINGS DRIVE 1 | \$270,000 | | 2000 | 2,100 | \$129 |
| 1258 W MOLINETTO DRIVE 22 | \$282,000 | | 2012 | 2,575 | \$110 |
| 635 W RED BARBERRY DRIVE 1 | \$284,000 | | 2001 | 2,096 | \$136 |
| 13001 WESTMINSTER DRIVE 1 | \$289,900 | | 2013 | 1,846 | \$157 |
| 954 W THORNBUSH PLACE 7 | \$290,000 | | 2002 | 2,750 | \$105 |
| 1243 W CHERASCO WAY 18 | \$295,000 | | 2013 | 1,917 | \$154 |
| 13444 N ATALAYA WAY 3 | \$339,999 | | 2007 | 2,100 | \$162 |
| 314 W KLINGER CANYON DRIVE 1 | \$374,950 | | 2001 | 3,540 | \$106 |
| 249 W MILBRAE SPRINGS DRIVE 7 | \$414,500 | | 2002 | 3,073 | \$135 |
| 13360 N PIEMONTE WAY 5 | \$449,900 | | 2007 | 2,660 | \$169 |
| 13051 N LA CANADA DRIVE 1 | \$499,950 | | 2016 | 2,570 | \$195 |
| 13610 N TESSALI WAY 2 | \$594,900 | | 2007 | 2,779 | \$214 |
| III. SOLD (12/21/17 - 3/21/18) | | | | | |
| 12943 N DESERT OLIVE DRIVE | \$200,000 | \$198,000 | 2003 | 1,560 | \$127 |
| 13158 N TANNER ROBERT DRIVE | \$217,500 | \$205,000 | 2001 | 1,921 | \$107 |
| 1111 W MONTELUPO DRIVE | \$240,000 | \$240,000 | 2007 | 1,563 | \$154 |
| 12979 N DESERT OLIVE DRIVE | \$247,500 | \$245,000 | 2003 | 2,011 | \$122 |
| 13340 N BARLASSINA DRIVE | \$254,400 | \$263,639 | 2006 | 1,878 | \$140 |
| 1332 W BLOOMINGTON PLACE | \$292,000 | \$285,000 | 2007 | 2,386 | \$119 |
| 303 W KLINGER CANYON DRIVE | \$295,000 | \$290,000 | 2000 | 2,216 | \$131 |
| 1243 W MONTELUPO DRIVE | \$291,000 | \$291,000 | 2007 | 2,145 | \$136 |
| 1260 W MONTELUPO DRIVE | \$319,900 | \$300,000 | 2007 | 2,839 | \$106 |
| 1257 W VARESE WAY | \$309,000 | \$305,000 | 2012 | 2,575 | \$118 |
| 1257 W CHERASCO WAY | \$345,000 | \$337,000 | 2012 | 2,980 | \$113 |
| 262 W GEESEMAN SPRINGS DRIVE | \$359,000 | \$342,425 | 1996 | 2,864 | \$120 |
| 13623 N VISTOSO RESERVE PLACE | \$349,750 | \$345,000 | 2016 | 2,577 | \$134 |
| 13060 N WOOSNAM WAY | \$349,000 | \$345,000 | 2007 | 2,475 | \$139 |
| 385 W SACATON CANYON DRIVE | \$379,900 | \$359,000 | 2001 | 2,832 | \$127 |

*Information deemed reliable, but not guaranteed. MLS March 2018. Not intended to solicit a currently listed home. Listing Broker: 1) Long Realty, 2) Coldwell Banker 3) ReMax 4) Tierra Antigua 5) Keller Williams, 6) HomeSmart, 7) Realty Executives, 8) Vistoso Properties, 9) Excelsior Realty, 10) Foothills, 11) Craig Collings, 12) Lennar Properties, 13) Realty ONE Group 14) Panda KeyRealty 15) Tycor Realty, 16) Sotheby's 17) At Home Tucson Realty, 18) Cross_Over Realty 19) EXP Realty 20) 1st Heritage 21) Integra Group 22) Key Realty 23) US Realty Solutions 24) Pegasus R.E 25) CTX Realty 26) Real Estate Direct