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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.

LA RESERVE UPDATE...

Highlighted below is an analysis of the housing market in La Reserve. Over the last six months, twenty-five (25) homes have sold, with an average selling price of \$401,228. Twelve (12) homes are currently for sale, and they have an average asking price of \$580,075. These active properties have a wide range of asking prices varying from \$275,000 to \$970,000.

HOMES THAT HAVE SOLD	
Average Sold Price	\$401,228
Average Sold Price / Sq. Ft.	\$172
Avg. Days on The Market	46
Lowest Sold Price	\$201,500
Highest Sold Price	\$820,000
HOMES ON THE MARKET	
Average Asking Price	\$580,075
Avg. Asking Price / Sq. Ft.	\$206
Avg. Days on The Market	80
Lowest Asking Price	\$275,000
Highest Asking Price	\$970,000

See the activity report on the following page for greater detail of all housing transactions in La Reserve.



* Not intended to solicit a property currently listed

OVER

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STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
I. ACTIVE AS OF 2/26/18					
11378 N OLD RAM COURT 14	\$275,000		1999	1,630	\$169
1701 E DEER HOLLOW LOOP 1	\$339,900		1991	2,336	\$146
1522 E CHAROULEAU PLACE 3	\$350,000		1994	2,592	\$135
10305 N ALDER SPRING DRIVE 1	\$375,000		1988	2,087	\$180
10185 N CARISTO DRIVE 12	\$425,000		1987	2,874	\$148
10325 N CALLE DEL CARNERO 1	\$550,000		1988	2,321	\$237
10781 N DELLA VITA PLACE 1	\$599,000		2008	2,152	\$278
10770 N DELLA VITA PLACE 5	\$649,000		2014	2,603	\$249
2551 E DELLA ROCCIA COURT 5	\$729,000		2010	2,603	\$280
7102 N CORRIDA DE VENADO 1	\$800,000		1965	4,174	\$192
9800 N LA RESERVE DRIVE 1	\$899,000		2005	4,203	\$214
1731 E CALLE DEL VASO 1	\$970,000		1997	3,972	\$244
II. ACTIVE CONTINGENT (UNDER CONTRACT)					
2215 E STONE STABLE DRIVE 1	\$235,000		2006	1,463	\$161
1439 E DESERT STARLING LANE 4	\$250,000		1989	1,973	\$127
2443 E SKIPPING ROCK WAY 1	\$275,000		1998	1,873	\$147
1751 E BUCK RIDGE PLACE 1	\$669,900		1996	3,380	\$198
III. SOLD (8/26/17 - 2/26/18)					
2411 E SKIPPING ROCK WAY	\$205,000	\$201,500	1998	1,318	\$153
1677 E DEER HOLLOW LOOP	\$199,900	\$226,000	1992	1,310	\$173
11278 N MAJESTIC RAM PLACE	\$250,000	\$245,383	2003	1,661	\$148
11248 N FLAT GRANITE DRIVE	\$249,000	\$246,500	1997	1,630	\$151
1785 E DEER HOLLOW LOOP	\$280,000	\$271,500	1991	1,640	\$166
1683 E DEER HOLLOW LOOP	\$285,000	\$279,500	1992	1,621	\$172
11347 N GRAY BOULDER COURT	\$279,900	\$280,000	2000	1,873	\$149
1665 DEER HOLLOW LOOP	\$289,999	\$289,999	1992	1,621	\$179
1601 E DEER SHADOW LANE	\$295,000	\$295,000	1991	2,362	\$125
1670 E DEER SHADOW LANE	\$305,925	\$295,025	1992	2,336	\$126
1610 E DEER SHADOW LANE	\$324,900	\$306,000	1992	2,418	\$127
1577 E CHAROULEAU PLACE	\$314,900	\$310,000	2004	1,948	\$159
1650 E DEER SHADOW LANE	\$344,900	\$344,900	1992	2,418	\$143
10170 N ALDER SPRING DRIVE	\$375,000	\$373,000	1995	2,025	\$184
10120 N ALDER SPRING DRIVE	\$387,900	\$377,000	1994	2,025	\$186
10075 N ALDER SPRING DRIVE	\$415,000	\$395,000	2001	2,744	\$144
9918 N BIGHORN BUTTE DRIVE	\$424,990	\$415,000	1989	2,766	\$150
9966 N BIGHORN BUTTE DRIVE	\$445,000	\$460,000	1989	2,543	\$181
10265 N CARRISTO DRIVE	\$475,000	\$485,000	1994	2,329	\$208
1360 E RAMS HILL DRIVE	\$500,000	\$505,000	1987	2,393	\$211
1775 E BUCK RIDGE PLACE	\$520,000	\$507,000	1996	2,695	\$188
9815 N LA RESERVE PLACE	\$575,000	\$560,000	1998	2,854	\$196
1900 E BUCK RIDGE PLACE	\$800,000	\$752,400	2007	4,223	\$178
1661 E CRIMSON CANYON PLACE	\$800,000	\$790,000	1993	3,686	\$214
1798 E BUCK RIDGE PLACE	\$859,000	\$820,000	1996	2,786	\$294

*Information is deemed to be reliable, but not guaranteed. MLS March 2018. Listing Broker: 1) Long Realty, 2) Keller Williams, 3) Tierra Antigua
4) Tycor Realty, 5) Engel & Volkers, 6) McCarthy Thielman Realty, 7) WeMove, 8) Sotheby's, 9) ReMax, 10) Douglas Realty, 11) Wintz Realty
12) Realty Executives 13) OMNI Homes, 14) Coldwell Banker 15) HomeSmart, 16) Win3 Realty, 17) Congress Realty