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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 \$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...

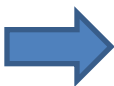
Highlighted below is an analysis of ten (10) comparable subdivisions in Oro Valley. Your home is located in one of the ten. These subdivisions are all located north of Tangerine between 1st Ave. and La Canada. In these community areas over the last six months fourteen (14) homes have sold with an average selling price of \$579,282. Nineteen (19) homes are currently on the market with an average asking price of \$672,368. These active properties have a fairly wide range of asking prices varying from \$439,900 to \$950,000.

HOMES THAT HAVE SOLD	
Average Sold Price	\$579,282
Average Sold Price / Sq. Ft.	\$190
Avg. Days on The Market	86
Lowest Sold Price	\$405,000
Highest Sold Price	\$862,500
HOMES ON THE MARKET	
Average Asking Price	\$672,368
Avg. Asking Price / Sq. Ft.	\$200
Avg. Days on The Market	71
Lowest Asking Price	\$439,900
Highest Asking Price	\$950,000

See a list of the above homes on the reverse page

This is not intended to solicit a currently listed home

OVER



YOUR NEIGHBORHOOD REAL ESTATE ACTIVITY REPORT					
STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
I. CURRENTLY FOR SALE AS OF 3/19/18					
654 W BURNTWATER DRIVE 4	\$439,900		2004	3,263	\$135
12561 N RED EAGLE DRIVE	\$525,000		2006	3,541	\$148
12669 N RED EAGLE DRIVE 10	\$529,900		2006	3,590	\$148
12066 N COPPER SPRINGS TRAIL 1	\$549,900		2001	3,078	\$179
1177 W WHITE DIAMOND LANE 2	\$550,000		2005	2,675	\$206
12640 N YELLOW BIRD ROAD 7	\$557,500		2006	3,541	\$157
12097 N SOLITUDE RIDGE PLACE 1	\$559,000		2001	2,956	\$189
955 W PLACITA LUNA BONITA	\$565,000		2001	2,797	\$202
736 W SEDONA RIDGE PLACE 1	\$575,000		2007	2,903	\$198
12087 N SLIDING ROCK PLACE 1	\$579,000		1999	2,346	\$247
12792 N COPPER SPRINGS TRAIL 1	\$629,900		2007	2,914	\$216
1075 W IRONWOOD VALLEY DRIVE	\$679,000		2002	3,713	\$183
12328 N REFLECTION RIDGE DRIVE	\$699,000		2001	3,206	\$218
12301 N CLOUD RIDGE DRIVE 1	\$839,900		2000	3,536	\$238
12137 N SOLITUDE RIDGE PLACE 6	\$849,000		2002	4,627	\$183
408 W COYOTE MOON PLACE 15	\$879,000		2005	3,964	\$222
12232 N CLOUD RIDGE DRIVE 2	\$879,000		2003	3,859	\$228
1160 W REFLECTION RIDGE PLACE	\$940,000		2002	3,346	\$281
585 W RED MOUNTAIN PLACE 11	\$950,000		2005	4,108	\$231
II. UBDER CONTRACT					
12707 N MORGAN RANCH ROAD	\$499,000		2003	3,263	\$153
1219 W ACANTHUS PLACE	\$510,000		2004	2,300	\$222
816 W SEDONA RIDGE PLACE	\$564,000		1998	2,620	\$215
III. CLOSED (9/19/17 - 3/19/18)					
12651 N ROCK CREEK ROAD	\$409,900	\$405,000	2002	2,680	\$151
12750 N PIPING ROCK ROAD	\$499,900	\$490,000	2004	3,263	\$150
12477 N PIPING ROCK ROAD	\$500,000	\$493,000	1999	2,594	\$190
12590 N PIPING ROCK ROAD	\$529,000	\$499,000	1999	3,021	\$165
990 W PAINTED CLOUDS PLACE	\$525,000	\$512,000	2001	2,647	\$193
12597 N RED EAGLE DRIVE	\$549,900	\$525,000	2006	3,541	\$148
639 W SOARING HAWK PLACE	\$550,000	\$540,000	1997	2,590	\$208
12270 N COPPER SPRING TRAIL	\$579,000	\$560,945	2000	3,215	\$174
12619 N YELLOW BIRD ROAD W	\$559,500	\$565,000	2006	2,868	\$197
908 W PLACITA LUNA NUEVA	\$625,000	\$590,000	2008	3,259	\$181
12521 N COPPER SPRING TRAIL	\$609,900	\$600,000	2001	3,281	\$183
705 W SEDONA RIDGE PLACE	\$679,000	\$667,500	2017	3,010	\$222
12516 N COPPER SPRING TRAIL	\$817,500	\$800,000	2006	3,264	\$245
12178 N RED MOUNTAIN DRIVE	\$889,900	\$862,500	2003	3,479	\$248

Information deemed reliable, but not guaranteed. MLS March 2018. This is not intended to solicit a currently listed home. Listing Broker: 1) Long Realty 2) Coldwell Banker, 3) Keller Williams, 4) Tierra Antigua, 5) Century 21, 6) Sotheby's, 7) Realty Exec., 8) HomeSmart, 9) WeMoveTucson.com 10) Exp Realty 11) AZ Realty & Rentals, 12) Redfin Tucson, 13) Mountain Lake Realty 14) ReMax 15) Kinonen Real Estate Advisors