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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 2018 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.

SUN CITY HOME SALES UPDATE...

Below is an analysis of all home sales in Sun City Oro Valley. This analysis excludes homes that have an accepted offer and are under contract. Over the past two months, forty-one (41) homes have sold, with an average selling price of \$278,362. Twenty (20) homes are currently for sale, and they have an average asking price of \$287,632. These active properties have a fairly wide range of asking prices varying from \$206,000 to \$429,900.

HOMES THAT HAVE SOLD	
Average Sold Price	\$278,362
Average Sold Price / Sq. Ft.	\$168
Avg. Days on The Market	37
Lowest Sold Price	\$170,000
Highest Sold Price	\$418,750
HOMES ON THE MARKET	
Average Asking Price	\$287,632
Avg. Asking Price / Sq. Ft.	\$167
Avg. Days on The Market	60
Lowest Asking Price	\$206,000
Highest Asking Price	\$429,900

See reverse side for detailed information.



Not intended to solicit properties currently listed

OVER

STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
I. ACTIVE AS OF 3/23/18					
14365 N CARYOTA WAY 15	\$206,000		1994	1,192	\$173
14045 N DESERT BUTTE DRIVE 5	\$219,900		1986	1,308	\$168
2311 E MONTRÖSE CANYON DRIVE 21	\$220,000		1994	1,463	\$150
2247 E JONQUIL STREET 1	\$229,000		1994	1,298	\$176
1670 E FIREFLY COURT 1	\$239,000		1989	1,328	\$181
13875 N SUTHERLAND WASH WAY 4	\$247,500		1995	1,563	\$158
2212 E ROMERO CANYON DRIVE 1	\$265,000		1995	1,942	\$136
2335 E MONTRÖSE CANYON DRIVE 17	\$267,500		1995	1,463	\$183
1028 E COACHWOOD DRIVE 2	\$269,000		1989	1,750	\$154
2207 E CARGONDERA CANYON DRIVE 2	\$269,000		1995	1,563	\$172
986 E CROWN RIDGE DRIVE 1	\$270,000		1990	1,524	\$177
1829 E ROYAL RIDGE WAY 1	\$274,900		1994	2,046	\$134
14339 N CHOCTAW DRIVE 4	\$280,250		1989	1,582	\$177
2221 E CARGONDERA CANYON DRIVE 1	\$288,000		1994	2,040	\$141
14559 N LOST ARROW DRIVE 1	\$325,000		1993	1,962	\$166
14083 N BILTMORE DRIVE 1	\$339,500		1995	2,096	\$162
14247 N FAWNBRÖÖKE DRIVE 1	\$348,900		1992	1,870	\$187
14092 N TRADE WINDS WAY 2	\$363,500		1991	1,955	\$186
14343 N GREEN MEADOW LANE 4	\$399,900		1992	2,046	\$195
1822 E LONE RIDER WAY 4	\$429,900		1993	2,516	\$171
III. CLOSED (1/23/18 - 3/23/18)					
14371 N SKY TRAIL	\$195,900	\$170,000	1988	1,524	\$112
14441 N COPPERSTONE DRIVE	\$195,000	\$195,000	1987	1,308	\$149
2242 E INDIAN TOWN WAY	\$209,000	\$208,000	1994	1,371	\$152
14221 N TRADE WINDS WAY	\$215,000	\$210,000	1990	1,298	\$162
987 E SEVEN PALMS DRIVE	\$225,000	\$215,000	1990	1,418	\$152
1014 E SEVEN PALMS DRIVE	\$249,394	\$217,500	1989	1,524	\$143
945 E RISING SUN DRIVE	\$239,900	\$228,000	1988	1,524	\$150
14625 N CHALK CREEK DRIVE	\$230,000	\$230,000	1987	1,750	\$131
14359 N SPANISH GARDEN LANE	\$238,000	\$238,000	1987	1,308	\$182
14293 N TRADE WINDS WAY	\$239,900	\$239,900	1990	1,298	\$185
2271 E JONQUIL STREET	\$240,000	\$240,000	1992	1,658	\$145
14595 N CHALK CREEK DRIVE	\$247,000	\$242,000	1987	1,318	\$184
986 E COACHWOOD DRIVE	\$254,900	\$245,000	1989	1,524	\$161
14375 N CARYOTA WAY	\$248,500	\$249,200	1994	1,500	\$166
2330 E MONTRÖSE CANYON DRIVE	\$250,000	\$250,000	1995	1,463	\$171
14425 N CROWN POINT DRIVE	\$250,000	\$250,000	1987	1,304	\$192
1096 E ROYAL OAK ROAD	\$259,900	\$252,000	1995	1,635	\$154
14674 N SUN CITY BOULEVARD	\$265,000	\$253,000	1989	1,750	\$145
2255 E BUSTER MOUNTAIN DRIVE	\$257,000	\$257,000	1994	1,563	\$164
14649 N WINDSHADE DRIVE	\$267,000	\$260,000	1994	1,688	\$154
14061 N CIRBUS HILL DRIVE	\$269,900	\$261,000	1991	1,499	\$174
2150 E BUSTER MOUNTAIN DRIVE	\$260,000	\$262,000	1995	1,699	\$154
2200 E SAUSALITO TRAIL	\$268,000	\$263,000	1994	1,665	\$158
14041 N LOBELIA WAY	\$271,500	\$272,000	1993	1,557	\$175
979 E SEVEN PALMS DRIVE	\$285,000	\$277,500	1990	1,557	\$178
14536 N ROCK SPRINGS LANE	\$284,950	\$278,000	1989	1,941	\$143
1102 E VERSAILLES DRIVE	\$290,000	\$279,000	1995	2,081	\$134
2413 E AGAPANTHUS STREET	\$288,500	\$279,500	1994	1,779	\$157
2130 E BUSTER MOUNTAIN DRIVE	\$285,000	\$285,000	1994	1,563	\$182
14282 N FAWNBRÖÖKE DRIVE	\$312,000	\$305,000	1990	1,625	\$188
951 E COACHWOOD DRIVE	\$309,000	\$309,000	1990	1,524	\$203
14461 N ALAMO CANYON DRIVE	\$315,000	\$310,000	1988	1,524	\$203
1879 E SOMNOLENT WAY	\$340,000	\$340,000	1994	1,766	\$193
14471 N LINE POST LANE	\$365,000	\$357,000	1987	2,328	\$153
2348 E CHRYSANTHEMUM STREET	\$359,000	\$359,000	1993	2,034	\$177
871 E DESERT GLEN DRIVE	\$375,000	\$365,000	1992	1,941	\$188
1352 E MULE TRAIN DRIVE	\$375,000	\$380,000	1992	1,881	\$202
13682 N PIMA SPRING WAY	\$345,000	\$384,600	1995	2,010	\$191
14693 N LOST ARROW DRIVE	\$395,000	\$387,500	1994	2,278	\$170
13828 N LOBELIA WAY	\$359,000	\$390,400	1995	1,745	\$224
14225 N SILKWIND WAY	\$425,000	\$418,750	1994	2,354	\$178

*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) Wildcat Country, 9) Congress, 10) Foothills, 11) Craig Colling, 12) Lennar Properties 13) Net Properties 14) Win3Realty 15) State Territory Realty 16) Realty ONE 17) Flat List RE 18) Hurd Homes 19) Lighthouse Realty 20) Exp Realty 21) Advanced Capital Realty