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Long Realty | 520.668.8293 | LisaB@LongRealty.com

Lisa BAYLESS



Your Neighborhood Pulse

Issue 42, Zone 8 (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.**

DOVE MOUNTAIN UPDATE...

In Dove Mountain, the median price of sold homes was \$309,000 for the month of February 2018, up 7% from February 2017. Year-to-date there were 36 closings, a 3% increase from year-to-date 2017. Active inventory was 115, a 27% decrease from February 2017. Months of inventory was 6.8, down from 9.2 in February 2017. Dove Mountain had 33 new properties under contract in February 2018, up 38% from February 2017.

YOUR NEIGHBORHOOD UPDATE...

Below is an analysis of three (3) communities in Dove Mountain including: **The Preserve, Quail Crossing & Bluffs at Dove Mountain.** This analysis excludes brand new construction. Over the last three months, twenty-one (21) homes have sold, with an average selling price of \$295,133. Twenty-two (22) homes are currently for sale, and they have an average asking price of \$366,309. These active properties have a fairly-wide range of asking prices varying from \$207,900 to \$555,000.

HOMES THAT HAVE SOLD	
Average Sold Price	\$295,133
Average Sold Price / Sq. Ft.	\$146
Avg. Days on The Market	80
Lowest Sold Price	\$162,750
Highest Sold Price	\$495,000
HOMES ON THE MARKET	
Average Asking Price	\$366,309
Avg. Asking Price / Sq. Ft.	\$159
Avg. Days on The Market	46
Lowest Asking Price	\$207,900
Highest Asking Price	\$555,000

See reverse side for detailed information

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OVER

Not intended to solicit properties currently listed properties

THE PRESERVE, QUAIL CROSSING & BLUFFS AT DOVE MOUNTAIN MARKET ACTIVITY REPORT **

STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLAR / SQ FT
I. ACTIVE AS OF 3/09/18					
12895 N SUZIO MOUNTAINS ROAD 9	\$208,900		1999	1,650	\$127
5441 W COCHIE SPRINGS STREET 1	\$270,000		1999	1,422	\$190
4851 W SAGUARO POINT PLACE 1	\$279,900		1999	2,016	\$139
12707 N GENTLE RAIN DRIVE 23	\$289,900		2008	1,964	\$148
12892 N MESOZOIC DRIVE 19	\$295,000		2004	2,086	\$141
12763 N NEW REFLECTION DRIVE 4	\$298,500		2006	1,964	\$152
12720 N NEW RELFECTION DRIVE 25	\$319,000		2006	2,165	\$147
13195 N PIER MOUNTAIN ROAD 4	\$325,000		2000	1,803	\$180
12596 N NEW REFLECTION DRIVE 10	\$325,000		2005	2,353	\$138
12672 N GENTLE RAIN DRIVE 1	\$330,000		2006	2,353	\$140
5104 W NEW SHADOW WAY 1	\$335,000		2005	2,086	\$161
12702 N NEW REFLECTION DRIVE 1	\$345,000		2006	2,203	\$157
12961 N HIGH HAWK DRIVE 4	\$350,000		2001	2,333	\$150
12852 N BASS CANYON DRIVE 6	\$369,900		2004	2,338	\$158
12395 N GOLDEN MIRROR DRIVE 1	\$380,000		2010	2,120	\$179
12667 N FALLEN SHADOWS DRIVE 4	\$385,000		2012	2,616	\$147
12371 N LOST SHADOW COURT 14	\$425,000		2007	2,338	\$182
13154 N HIGH HAWK DRIVE 5	\$429,900		2004	2,780	\$155
12491 N SUNRISE SHADOW DRIVE 6	\$469,900		2013	2,958	\$159
12355 N FALLEN SHADOWS DRIVE 6	\$535,000		2006	2,797	\$191
12316 N FALLEN SHADOWS DRIVE 1	\$549,900		2006	3,416	\$161
12633 N FALLEN SHADOWS DRIVE 9	\$555,000		2010	2,760	\$201
II. UNDER CONTRACT					
5527 W PANTHER BUTTE STREET 11	\$177,000		1997	1,297	\$136
5553 W GUILD SPRINGS STREET 3	\$199,995		1999	1,285	\$156
12966 N SUZIO MOUNTAIN ROAD 1	\$219,000		1998	1,738	\$126
5030 W WILD BURRO SPRING DRIVE 1	\$265,900		2003	2,260	\$118
12856 N SUZIO COURT 1	\$279,900		2004	2,156	\$130
12073 N MEDITATION DRIVE 22	\$285,000		2013	1,954	\$146
5065 W BASS BUTTE LANE 9	\$298,900		2005	2,198	\$136
12037 N MEDITATION DRIVE 3	\$304,999		2013	1,900	\$161
12322 N GOLDEN MIRROR DRIVE 1	\$468,000		2007	2,760	\$170
12364 N MEDITATION DRIVE 22	\$469,000		2012	3,558	\$132
12543 N FALLEN SHADOWS DRIVE 21	\$500,000		2014	2,272	\$220
12589 N FALLEN SHADOWS DRIVE 17	\$529,000		2014	2,181	\$243
III. SOLD (12/09/17 - 3/09/18)					
5476 W DURHAM HILLS STREET	\$200,000	\$162,750	1998	1,650	\$99
5523 W GUILD SPRINGS	\$197,900	\$198,000	1998	1,581	\$125
5564 W GUILD SPRINGS STREET	\$214,500	\$213,000	1999	1,581	\$135
12969 N CHIEF BUTTE PLACE	\$220,000	\$217,000	1998	1,928	\$113
12632 N NEW REFLECTION DRIVE	\$255,000	\$247,000	2006	1,964	\$126
4847 W SAGUARO POINT PLACE	\$249,900	\$249,900	1999	1,803	\$139
5473 W FRESNAL CANYON PLACE	\$249,900	\$252,700	1998	1,738	\$145
12591 N GENTLE RAIN DRIVE	\$269,900	\$265,000	2005	1,687	\$157
4796 W PIER MOUNTAIN PLACE	\$274,999	\$270,000	2000	1,541	\$175
12648 N NEW REFLECTION DRIVE	\$295,000	\$285,000	2007	1,964	\$145
12711 N GENTLE RAIN DRIVE	\$295,000	\$285,000	2008	1,964	\$145
13271 N HIGH HAWK DRIVE	\$285,000	\$285,000	2004	2,112	\$135
12616 N NEW REFLECTION DRIVE	\$299,900	\$287,450	2006	1,964	\$146
12570 N GENTLE RAIN DRIVE	\$305,000	\$305,000	2005	1,964	\$155
12585 N GENTLE RAIN DRIVE	\$322,500	\$305,000	2005	2,353	\$130
12630 N GENTLE RAIN DRIVE	\$315,000	\$315,000	2004	1,964	\$160
13129 N HIGH HAWK DRIVE	\$375,000	\$365,000	2004	2,537	\$144
13159 N HIGH HAWK DRIVE	\$379,900	\$375,000	2003	2,569	\$146
12998 N OCOTILLO POINT PLACE	\$409,500	\$405,000	2000	2,131	\$190
12309 N MEDITATION DRIVE	\$420,000	\$415,000	2013	2,710	\$153
4827 W NEW SHADOW WAY	\$499,000	\$495,000	2016	2,425	\$204

*Information deemed reliable, but not guaranteed. MLS March 2018. Not intended to solicit a currently listed home. Listing Broker: 1) Long, 2) Tycor 3) Tierra Antigua 4) Coldwell Banker 5) RE/Max, 6) Keller Williams 7) Excelsior 8) Gene D. Cox, 9) HomeSmart 10) Realty Exec., 11) Centra Realty 12) Home Sellers 13) Integra Group 14) Bott-N-Sold Realty 15) Congress Realty 16) Century 21 17) Key Realty Group 18) Cerreta Real Estate 19) Russ Lyon Sothebys 20) 1st Heritage 21) Goldsmith Real Estate 22) Exp Realty 23) Andy Courtney Properties 24) Desert Luna Realty 25) State Territory Realty