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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.**

LUXURY MARKET UPDATE

In the entire Tucson area, including Oro Valley & Marana the median price of luxury sold homes (valued \$800,000 or more) was \$1,007,500 for the month of January 2018, up 12% from January 2017. Year-to-date 2018 there were 16 closings, a 78% increase from Year-to-date 2017. Active inventory was 310, a 5% increase from January 2017. Months of inventory was 19.4, down from 32.9 months in January 2017.

ORO VALEY & MARANA LUXURY SALES

Highlighted below is an analysis of six (6) gated luxury subdivisions in Oro Valley & Marana including: **Stone Canyon, Honey Bee Ridge, Naranja Ridge, Saguaro Ranch, Canyon Pass, Dove Mountain Resort & The Gallery.** Your home is in one of the six (6). **This analysis is limited to luxury home sales \$800,000 and up and does not include new construction.** Over the last three months four (4) homes have sold and they had an average selling price of \$1,257,500. Fifty (50) homes are currently for sale with an average asking price of \$1,500,002. These homes have a range of asking prices varying from \$800,000 to \$3,495,000.

HOMES THAT HAVE SOLD	
Average Sold Price	\$1,257,500
Average Sold Price / Sq. Ft.	\$229
Avg. Cumulative Days on Market	220
Lowest Sold Price	\$880,000
Highest Sold Price	\$1,850,000
HOMES ON THE MARKET	
Average Asking Price	\$1,500,002
Avg. Asking Price / Sq. Ft.	\$327
Avg. Days on The Market	201
Lowest Asking Price	\$800,000
Highest Asking Price	\$3,495,000

See reverse side for details on the above homes

GATED ORO VALLEY & MARANA LUXURY REAL ESTATE RECENT ACTIVITY REPORT **

ADDRESS	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
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* Not intended to solicit a property currently listed home

ACTIVE AS OF 2/12/18

5783 W SILENT WASH PLACE 1	\$800,000		2007	3,741	\$214
13751 N PIPER DRIVE 12	\$814,900		1992	3,788	\$215
13988 N HONEY BEE TRAIL 1	\$825,000		1998	3,104	\$266
5748 W SILENT WASH PLACE 1	\$850,000		2006	4,030	\$211
5784 W SILENT WASH PLACE 1	\$850,000		2007	4,168	\$204
14313 N SILVER CLOUD DRIVE 1	\$880,500		1999	4,911	\$179
13662 OLD FOREST TRAIL 7	\$899,000		2007	2,816	\$319
5772 W SILENT WASH PLACE 4	\$899,999		2007	3,741	\$241
4917 W DOVE NEST PLACE 7	\$950,000		2002	3,914	\$243
14401 N SUNSET GALLERY DRIVE 1	\$980,000		2007	3,500	\$280
1361 W TORTOLITA MOUNTAIN CIRCLE 2	\$995,000		2013	2,527	\$394
1132 W VISTOSO HIGHLANDS DRIVE 1	\$995,000		2001	3,932	\$253
14249 N HONEY BEE TRAIL 15	\$995,000		2000	5,927	\$168
14244 N HONEY BEE TRAIL 1	\$995,000		2001	5,163	\$193
14451 N QUIET RAIN DRIVE 4	\$1,075,000		1999	3,789	\$284
14172 N HONEY BEE TRAIL 2	\$1,095,000		1997	3,812	\$287
1102 W VISTOSO HIGHLANDS DRIVE 1	\$1,149,000		2009	3,764	\$305
6345 W SUNLIT BRIDGE PLACE 3	\$1,195,000		2014	2,308	\$518
1215 WEATHERED STONE 2	\$1,198,000		2005	4,395	\$273
15045 N CUSH CAYTON PLACE 1	\$1,199,000		2007	5,143	\$233
14465 N SUNSET GALLERY DRIVE 1	\$1,199,000		2009	3,355	\$357
14586 N HIGH DOVE PLACE 1	\$1,200,000		2003	3,978	\$302
13909 N COPPER SUNSET DRIVE 1	\$1,225,000		2009	4,595	\$267
1302 W STONE FOREST PLACE 11	\$1,249,000		2000	4,939	\$253
4670 W LONG RIDGE PLACE 1	\$1,249,000		2007	4,049	\$308
14551 N SHADED STONE PLACE 11	\$1,295,000		2009	3,550	\$365
14564 N QUIET RAIN DRIVE 1	\$1,375,000		2003	5,869	\$234
1945 W MOUNTAIN MIRAGE PLACE 1	\$1,379,000		2008	4,349	\$317
6385 W SUNLIT BRIDGE PLACE 3	\$1,395,000		2012	3,334	\$418
1901 W CESSNA WAY 1	\$1,395,000		2005	5,659	\$247
15247 N HUMMING HILL PLACE 1	\$1,399,000		2010	3,778	\$370
14225 N ROCKING RIDGE COURT 1	\$1,475,000		2007	4,661	\$316
1205 W WEATHERED STONE PLACE 1	\$1,495,000		2005	4,934	\$303
15136 N GALLERY OVERLOOK PLACE 1	\$1,595,000		2009	3,678	\$434
490 E CRESCENT MOON DRIVE 10	\$1,598,000		2016	3,296	\$485
6063 W SEVEN SAGUAROS 3	\$1,675,000		2008	5,349	\$313
238 E ALLTHORN PLACE 2	\$1,695,000		2000	5,973	\$284
14016 N DOVE CANYON PASS 1	\$1,695,000		2009	5,603	\$303
1302 W TWISTED MESQUITE PLACE 7	\$1,699,900		2014	5,269	\$323
1106 W TORTOLITA MOUNTAIN CIRCLE 165 1	\$1,850,000		2008	4,453	\$415
14575 N HIGH DOVE PLACE 1	\$1,949,000		2004	7,250	\$269
1091 TORTOLITA MOUNTAIN CIRCLE 171 1	\$1,950,000		2006	4,600	\$424
462 W TORTOLITA MOUNTAIN CIRCLE 1	\$1,995,000		2007	4,500	\$443
1272 W TWISTED MESQUITE PLACE 1	\$2,399,000		2002	6,622	\$362
14123 HOHOKAM VILLAGE PLACE 1	\$2,500,000		2002	5,945	\$421
13920 N COPPER SUNSET DRIVE 22	\$2,688,817		2007	5,035	\$534
13485 N OLD RANCH HOUSE ROAD 2	\$2,695,000		2007	5,300	\$508
14262 N GIANT SAGUARO PLACE 1	\$3,125,000		2002	6,609	\$473
13971 N JIMS DEADEND PLACE 1	\$3,425,000		2010	5,717	\$599
1130 W TORTOLITA MOUNTAIN CIRCLE 1	\$3,495,000		2009	7,876	\$444

II. ACTIVE CONTINGENT (UNDER CONTRACT)

14194 N GALLERY PLACE 1	\$819,000		2002	2,646	\$310
6342 W SUNLIT BRIDGE PLACE 1	\$899,000		2013	2,913	\$309
13000 N LINDBERGH DRIVE 1	\$995,000		1997	4,797	\$207
4841 W LONE DOVE DRIVE 1	\$1,325,000		2007	4,491	\$295
535 E DUSTY VIEW DRIVE 4	\$1,575,000		2006	3,752	\$420
6163 W SEVEN SAGUAROS CIRCLE 3	\$2,300,000		2011	4,850	\$474

III. SOLD (11/12/17 - 2/12/18)

1651 W BEECH WAY	\$920,000	\$880,000	1997	4,305	\$204
14480 N SUNSET GALLERY DRIVE	\$925,000	\$925,000	2009	4,318	\$214
4118 W CAYTON MOUNTAIN DRIVE	\$1,700,000	\$1,375,000	2006	5,743	\$239
13781 N OLD RANCH HOUSE ROAD	\$2,250,000	\$1,850,000	2008	7,182	\$258

*Information deemed reliable, but not guaranteed. MLS February 2018. Not intended to solicit a currently listed home. 1) Long Realty, 2) Sotheby's, 3) Dove Mountain, Realty, 4) Coldwell Banker, 5) Premier Stone Canyon Properties, 6) MTH Realty, 7) Keller Williams, 8) Re/Max, 9) Victoria Realty, 10) We Move!Tucson.com, 11) Bowers Residential, 12) Auffmuth Fine Homes, 13) Gallery Properties, 14) Excelsior, 15) Realty Executives, 16) Tierra Antigua, 17) Century 21, 18) Tucson Prime, 19) Tucson Land & Home, 20) Mountain Lake Realty, 21) West USA Realty, 22) Exp Realty