



TOP 1% OF ALL LONG REALTY REALTORS®

Long Realty | 520.668.8293 | LisaB@LongRealty.com

Lisa
BAYLESS



Your Neighborhood Pulse

Issue 47, Zone 10 (August, 2018)

HOW LONG TO SELL MY HOUSE?

When I meet with a potential seller, I am always asked how long I think it will take to sell their home. While I don't have a crystal ball, the most useful gauge in evaluating market time is a review of the Months of Inventory (MOI) for the area. MOI is the current inventory, or homes for sale, divided by the number of sales per month. MOI measures the time it takes to eliminate existing inventory at the current rate of sales in a given price range. **Basically, this is the closest that statistical data can get in helping homeowners understand how long it takes for the average home, in their price range, to receive an accepted offer.**

The chart below examines MOI over a 3 month time period.

Oro Valley Price	Homes For Sale	Last 3 Months Closed Sales	Last 3 Months Trend of MOI	Overall Market Conditions
\$200,000 - \$224,999	8	15	1.6	Seller
\$225,000 - \$249,999	17	26	2.0	Seller
\$250,000 - \$274,999	17	32	1.7	Seller
\$275,000 - \$299,999	23	29	2.0	Seller
\$300,000 - \$349,000	35	38	2.2	Seller
\$350,000 - \$399,999	29	33	3.1	Seller
\$400,000 - \$499,999	24	31	2.3	Seller
\$500,000 - \$599,999	22	16	3.5	Seller
\$600,000 - \$699,999	20	13	4.8	Slightly Seller
\$700,000 - \$799,999	12	8	4.4	Slightly Seller
\$800,000 - \$899,999	15	1	48.0	Buyer
\$900,000 - \$999,999	13	3	13.7	Buyer
\$1,000,000 & over	29	3	31.0	Buyer

COMMUNITY GIVING UPDATE



Presenting a \$1,000 check to the Oro Valley Police Dept. Retired Canine Fund at the recent Council meeting. Want to donate? Go to: orovalleyoptimist.com/k-9-retirement-fund/

ORO VALLEY HOME SALES UPDATE...

In Oro Valley, the median price of sold homes was \$329,000 for the month of July 2018, up 17% from July 2017. Year-to-date there were 558 closings, a 3% decrease from year-to-date 2017. Active inventory was 263, a 1% increase from July 2017. Months of inventory was 3.8, up from 3.2 in July 2017. Oro Valley had 80 new properties under contract in July 2018, down 2% from July 2017.

YOUR NEIGHBORHOOD HOME SALES...

Highlighted below is an analysis six (6) comparable subdivisions in Oro Valley. Your home is located in one of the six. These subdivisions are all located just north of Naranja between La Canada and La Cholla. In these community areas over the last three months twenty-one (21) homes have sold with an average selling price of \$357,283. Fifteen (15) homes are currently on the market with an average asking price of \$454,847. These active properties have a fairly wide range of asking prices varying from \$330,000 to \$600,000.

HOMES THAT HAVE SOLD	
Average Sold Price	\$357,283
Average Sold Price / Sq. Ft.	\$147
Avg. Days on The Market	45
Lowest Sold Price	\$95,000
Highest Sold Price	\$525,000
HOMES ON THE MARKET	
Average Asking Price	\$454,847
Avg. Asking Price / Sq. Ft.	\$165
Avg. Days on The Market	49
Lowest Asking Price	\$330,000
Highest Asking Price	\$600,000

See a list of the above homes on the reverse page

Enjoy this newsletter? Subscribe online at lisabayless.com

OVER

YOUR NEIGHBORHOOD REAL ESTATE ACTIVITY REPORT *

STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
ACTIVE AS OF 8/10/18					
11725 N SAGE BROOK ROAD ²	\$330,000		2005	1,751	\$188
11911 N PROSPECT POINT PLACE ²	\$369,000		2005	2,541	\$145
11517 N VERCH WAY ¹⁵	\$379,900		2001	2,760	\$138
11392 N TWIN SPUR COURT ²	\$399,900		1996	2,331	\$172
11574 N VERCH WAY ³	\$410,000		1999	2,347	\$175
11272 N MEADOW SAGE DRIVE ⁷	\$450,000		2000	2,351	\$191
11797 N MESQUITE HOLLOW DRIVE ¹	\$450,000		2005	2,902	\$155
11571 MOUNTAIN BREEZE DRIVE ¹	\$460,000		2001	3,030	\$152
11867 N COPPER SKY PLACE ¹	\$464,900		2002	2,363	\$197
1986 W SILVER ROSE PLACE ⁷	\$465,000		2002	3,682	\$126
11381 N TWIN SPUR COURT ¹²	\$475,000		1998	3,354	\$142
11498 N MOUNTAIN BREEZE DRIVE ²	\$479,900		1999	2,230	\$215
11579 N MEADOW SAGE DRIVE ⁷	\$519,500		2001	3,258	\$159
11903 N MESQUITE HOLLOW DRIVE ⁷	\$569,600		2005	4,581	\$124
11853 N WHISPERING RIDGE DRIVE ¹⁶	\$600,000		2002	3,002	\$200
CONTINGENT/PENDING (UNDER CONTRACT)					
2008 W SCARLET ROSE PLACE ⁷	\$300,000		1999	2,050	\$146
11705 N SAGE BROOK ROAD ²	\$307,500		2004	2,314	\$133
11341 N TWIN SPUR COURT ¹	\$324,900		1998	2,329	\$140
11702 N PEACEFUL NIGHT ROAD ⁶	\$345,000		2005	2,183	\$158
11252 N CHYNNA ROSE PLACE ¹	\$349,000		2001	2,287	\$153
11635 N RIBBONWOOD DRIVE ¹⁴	\$375,000		2001	2,310	\$162
1890 W PLACITA RANCHO NARANJO ¹⁰	\$395,000		2000	2,312	\$171
11365 N VIA RANCHO NARANJO ¹	\$399,900		1995	2,356	\$170
11852 N MESQUITE HOLLOW DRIVE ⁷	\$575,000		2005	4,581	\$126
11534 N VERCH WAY ¹	\$699,900		2006	3,959	\$177
CLOSED (5/10/18-8/10/18)					
6278 S FLOWING WATER PLACE	\$115,000	\$95,000	2000	1,232	\$77
6958 S RADEC LANE	\$148,000	\$148,000	2007	1,454	\$102
11008 N DOUBLE EAGLE COURT	\$234,000	\$232,500	1998	1,495	\$156
11825 N MOUNTAIN LAUREL PLACE	\$309,000	\$309,000	2004	2,242	\$138
1536 W SAGE BROOK COURT	\$314,999	\$312,000	2005	2,135	\$146
11685 N SAGE BROOK	\$335,000	\$320,000	2005	1,850	\$173
2007 W SILVER ROSE PLACE	\$325,000	\$323,200	2000	2,400	\$135
11737 N DESERT HOLLY DRIVE	\$345,000	\$330,000	2003	1,975	\$167
11721 N DIAMOND CHOLLA PLACE	\$325,000	\$343,000	2001	2,735	\$125
2029 W SCARLET ROSE PLACE	\$379,000	\$362,000	1999	2,451	\$148
1994 W MISTERBEE DRIVE	\$370,000	\$365,000	1998	2,000	\$183
11648 N DESERT HOLLY DRIVE	\$399,900	\$385,000	2003	2,489	\$155
11657 N VERCH WAY	\$398,000	\$387,500	2002	2,050	\$189
2005 W GOLDEN ROSE PLACE	\$399,900	\$392,325	2000	2,677	\$147
11725 N PEACEFUL NIGHT ROAD	\$405,000	\$395,000	2005	2,923	\$135
11933 N GRAPE IVY PLACE	\$450,000	\$450,000	2002	3,210	\$140
11566 N IRONWOOD CANYON PLACE	\$450,000	\$450,000	2000	2,163	\$208
1594 W COPPER RIDGE DRIVE	\$459,900	\$450,000	2003	2,930	\$154
11341 N CHYNNA ROSE PLACE	\$465,000	\$453,000	2000	3,682	\$123
1992 W ARIZONA ROSE DRIVE	\$474,900	\$475,000	2001	3,927	\$121
11522 N MONIKA LEIGH PLACE	\$525,000	\$525,000	1997	3,253	\$161

*Information deemed reliable, but not guaranteed. MLS August 2018. Listing Broker: 1) Long Realty, 2) Tierra Antigua, 3) Realty Exec., 4) Sotheby's, 5) At Home Realty 6) HomeSmart 7) Keller Williams 8) OnSite Realty 9) RealPros 10) Coldwell Banker 11) The Trubee Co. 12) ReMax 13) Integra 14) Exp Realty 15) Tucson Real Estate Resource 16) Bott -n- Sold Realty