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Lisa  
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## Your Neighborhood Pulse

Issue 47, Zone 11 (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.

NW Area Price	Homes For Sale	Last 3 Months Closed Sales	Last 3 Months Trend of MOI	Overall Market Conditions
\$200,000 - \$224,999	54	122	1.1	Seller
\$225,000 - \$249,999	52	94	1.1	Seller
\$250,000 - \$274,999	48	94	1.6	Seller
\$275,000 - \$299,999	57	71	2.1	Seller
\$300,000 - \$349,000	86	123	1.9	Seller
\$350,000 - \$399,999	78	76	3.2	Seller
\$400,000 - \$499,999	93	82	3.2	Seller
\$500,000 - \$599,999	44	26	5.2	Balanced
\$600,000 - \$699,999	35	25	4.2	Slightly Seller
\$700,000 - \$799,999	28	14	5.9	Balanced
\$800,000 - \$899,999	22	5	14.2	Buyer
\$900,000 - \$999,999	18	6	10.5	Buyer
\$1,000,000 & over	55	6	28.5	Buyer

### COMMUNITY GIVING UPDATE



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

### NW AREA UPDATE...

In Tucson's NW area, the median price of sold homes was \$260,000 for the month of June 2018, up 7% from June 2017. Year-to-date 2018 there were 1,657 closings, a 1% decrease from year-to-date 2017. Active inventory was 723, a 1% increase from June 2017. Months of inventory was 2.5, up from 2.3 months in June 2017. The NW area had 290 new properties under contract in June 2018, up 2% from June 2017.

### SKY RANCH & TANGERINE CROSSING...

Highlighted below is a market analysis of the housing market in Sky Ranch, Tangerine Crossing & Tangerine North. This analysis examines single family homes actively for sale and homes that have recently sold. New construction is not included in this analysis. Over the last three months, twenty (20) homes have sold, with an average selling price of \$380,252. Twenty-one (21) homes are currently for sale, and they have an average asking price of \$393,300. These active properties have a fairly wide range of asking prices varying from \$299,900 to \$545,000.

HOMES THAT HAVE SOLD	
Average Sold Price	\$380,252
Average Sold Price / Sq. Ft.	\$144
Avg. Days on The Market	57
Lowest Sold Price	\$299,350
Highest Sold Price	\$569,900
HOMES ON THE MARKET	
Average Asking Price	\$393,300
Avg. Asking Price / Sq. Ft.	\$148
Avg. Days on The Market	56
Lowest Asking Price	\$299,900
Highest Asking Price	\$545,000

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OVER

**SKYRANCH & TANGERINE CROSSING REAL ESTATE MARKET ACTIVITY REPORT\*\***

STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
<b>I. ACTIVE AS OF 8/06/18</b>					
3501 W TAILFEATHER DRIVE 1	\$299,900		2010	2,400	\$125
4449 W CRYSTAL RANCH PLACE 1	\$300,000		2010	1,652	\$182
11512 N MOON RANCH PLACE 2	\$315,000		2006	2,469	\$128
4312 W THUNDER RANCH PLACE 1	\$325,000		2012	2,265	\$143
12306 N PATHFINDER DRIVE 1	\$329,900		2010	2,250	\$147
12156 N QUAIL FEATHER BOULEVARD 11	\$340,000		2009	2,400	\$142
4390 W CLOUD RANCH PLACE 21	\$345,000		2006	2,046	\$169
3428 W TAILFEATHER DRIVE 1	\$383,500		2013	2,800	\$137
4359 W CLOUD RANCH PLACE 2	\$385,000		2006	2,736	\$141
12201 WHISTLING WIND AVENUE 22	\$388,000		2011	2,400	\$162
3859 W SONOMA RANCH PLACE 1	\$399,000		2007	3,461	\$115
3672 W SCAVENGER DRIVE 18	\$399,900		2010	3,664	\$109
11466 N ADOBE VILLAGE PLACE 3	\$400,000		2010	2,839	\$141
4331 W SUMMIT RANCH PLACE 16	\$407,900		2015	2,626	\$155
4354 W SUMMIT RANCH PLACE 5	\$414,500		2015	2,775	\$149
12464 N PASEO PENUELA 2	\$419,000		2010	2,400	\$175
3433 W BELL SONG PLACE 2	\$439,900		2013	3,350	\$131
12496 N WIND RUNNER PARKWAY 23	\$464,900		2013	3,633	\$128
12372 N SUMMER WIND DRIVE 5	\$468,900		2013	3,561	\$132
12322 N PATHFINDER DRIVE 1	\$489,000		2010	3,521	\$139
11619 N ADOBE VILLAGE PLACE 1	\$545,000		2006	2,144	\$254
<b>II. UNDER CONTRACT</b>					
4512 W HARMONY RANCH PLACE 2	\$279,900		2012	1,652	\$169
4506 W HARMONY RANCH PLACE 1	\$299,000		2011	1,652	\$181
4341 W WINDSOR RANCH PLACE 13	\$339,000		2011	2,616	\$130
4479 W CRYSTAL RANCH PLACE 2	\$350,000		2006	2,898	\$121
3639 W TAILSPIN PLACE 10	\$359,000		2009	2,652	\$135
4328 W THUNDER RANCH PLACE 10	\$379,000		2011	2,616	\$145
12418 N PASEO PENUELA 2	\$410,000		2007	2,750	\$149
12579 N WIND RUNNER PARKWAY 1	\$499,900		2011	3,895	\$128
<b>II. CLOSED (5/06/18 - 8/06/18)</b>					
12285 WHISTLING WIND AVENUE	\$312,000	\$299,350	2009	2,400	\$125
3407 W COPPER SPIRIT DRIVE	\$309,900	\$309,900	2009	2,800	\$111
3401 W COPPER SPIRIT DRIVE	\$320,000	\$320,000	2008	1,950	\$164
3626 W TAILSPIN PLACE	\$300,000	\$322,000	2008	2,400	\$134
11543 N ADOBE VILLAGE PLACE	\$325,000	\$322,500	2012	2,265	\$142
12299 N WIND RUNNER	\$345,900	\$335,000	2014	2,546	\$132
11648 N MOON RANCH PLACE	\$349,000	\$340,000	2006	2,503	\$136
12433 N PASEO PENUELA	\$355,000	\$341,999	2007	2,750	\$124
11567 N ADOBE VILLAGE PLACE	\$349,000	\$348,000	2012	2,616	\$133
4001 W PHANTOM HORSE PLACE	\$375,000	\$360,000	2012	2,265	\$159
12537 N PASEO PENUELA	\$375,000	\$373,000	2011	2,491	\$150
4300 W GOLDEN RANCH PLACE	\$380,000	\$377,000	2015	3,047	\$124
3634 W TAILSPIN PLACE	\$385,000	\$389,000	2008	3,514	\$111
4361 W WINDSOR RANCH PLACE	\$395,000	\$395,000	2010	2,616	\$151
12493 N SUMMER WIND DRIVE	\$415,000	\$410,000	2014	3,239	\$127
12504 N PASEO PENUELA	\$435,000	\$410,000	2010	3,521	\$116
11520 N ADOBE VILLAGE PLACE	\$435,000	\$427,500	2011	2,616	\$163
12386 N PASEO PENUELA	\$469,900	\$469,900	2008	3,350	\$140
12603 N SUMMER WIND DRIVE	\$499,000	\$485,000	2013	3,514	\$138
4167 W ADOBE RANCH PLACE	\$599,900	\$569,900	2006	1,910	\$298

\*Information deemed reliable, not guaranteed. MLS August 2018. Listing Broker: 1) Long Realty, 2) Tierra Antigua, 3) Keller Williams, 4) ReMax, 5) Coldwell Banker, 6) HomeSmart, 7) Tucson Realty, 8) Realty Executives, 9) Century 21, 10) Sothebys, 11) Tucson Integrity, 12) NextHome, 13) West USA, 14) Occasio, 15) Omni, 16) Berkshire Hathaway 17) Congress, 18) Cross-Over Realty, 19) Roca Realty, 20) EXP Realty, 21) Marketplace Homes, 22) Crossroads Brokerage, 23) Revelation Real Estate