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Lisa
BAYLESS



Your Neighborhood Pulse

Issue 47, Zone 12 (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/

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ORO VALLEY UPDATE...

In Oro Valley, the median price of sold homes was \$325,000 for the month of June 2018, up 11% from June 2017. Year-to-date there were 486 closings, a 2% decrease from year-to-date 2017. Active inventory was 268, a 1% decrease from June 2017. Months of inventory was 2.9, down from 3.4 in June 2017. Oro Valley had 83 new properties under contract in June 2018, down 11% from June 2017.

YOUR NEIGHBORHOOD HOME SALES...

Highlighted below is an analysis of of the housing market in certain Rancho Vistoso Rancho neighborhoods. Your home is located in one of these neighborhoods off of Rancho Vistoso Blvd. between Tangerine and Sun City. In these community areas over the last three months nineteen (19) homes have sold with an average selling price of \$346,947. Ten (10) homes are currently on the market for with an average asking price of \$343,140. These active properties have a fairly wide range of asking prices varying from \$230,000 to \$449,000.

HOMES THAT HAVE SOLD

Average Sold Price	\$346,947
Average Sold Price / Sq. Ft.	\$171
Avg. Days on The Market	33
Lowest Sold Price	\$230,500
Highest Sold Price	\$580,000

HOMES ON THE MARKET

Average Asking Price	\$343,140
Avg. Asking Price / Sq. Ft.	\$154
Avg. Days on The Market	36
Lowest Asking Price	\$230,00
Highest Asking Price	\$449,000

See a list of the above homes on the reverse page

OVER

Not intended to solicit a currently listed home.

YOUR NEIGHBORHOOD REAL ESTATE ACTIVITY REPORT *

STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
ACTIVE AS OF 7/31/18					
12779 N SEACLIFF PLACE 7	\$230,000		2005	1,483	\$155
12652 N RUNNING COYOTE DRIVE 6	\$279,900		1999	2,164	\$129
312 W VISTOSO HIGHLANDS DRIVE 2	\$298,000		2000	1,997	\$149
13728 N CARLYNN CLIFF DRIVE 1	\$329,000		1997	1,842	\$179
12979 N CAMINO VIEJA RANCHERIA 2	\$329,900		2014	2,695	\$122
13911 N EDDINGTON PLACE 1	\$345,900		1998	1,802	\$192
12475 N EHCO VALLEY DRIVE 1	\$359,900		1999	2,137	\$168
163 W RED PEPPER PLACE 2	\$389,900		1997	2,507	\$156
12381 N MOUNT BIGELOW ROAD 2	\$419,900		1998	3,210	\$131
12967 N SHELL TRADERS COURT 16	\$449,000		2014	2,903	\$155
CONTINGENT/PENDING (UNDER CONTRACT)					
231 W CARLYNN CLIFF PLACE 7	\$315,000		1999	1,664	\$189
13733 N CARLYNN CLIFF DRIVE 1	\$320,000		2000	2,507	\$128
12494 N ECHO VALLEY DRIVE 12	\$349,900		1998	2,137	\$164
33 E BIG WASH PLACE 1	\$365,000		1999	1,980	\$184
12386 N ECHO VALLEY DRIVE 7	\$414,900		1998	3,032	\$137
CLOSED (1/31/18-7/31/18)					
12761 N SEACLIFF PLACE	\$240,000	\$230,500	2005	1,880	\$123
12771 N HAIGHT PLACE	\$235,000	\$240,000	2005	1,483	\$162
289 W VISTOSO HIGHLANDS DRIVE	\$265,000	\$257,500	1999	1,664	\$155
12792 N SEACLIFF PLACE	\$263,900	\$261,500	2005	1,880	\$139
12774 N SEACLIFF PLACE	\$264,900	\$264,900	2005	1,627	\$163
282 W VISTOSO HIGHLANDS DRIVE	\$285,000	\$277,500	2000	1,980	\$140
202 W CARLYNN CLIFF PLACE	\$295,000	\$284,000	2000	1,980	\$143
120 W MOUNTAIN SAGE DRIVE	\$300,000	\$289,000	1998	1,622	\$178
96 W MOUNTAIN SAGE DRIVE	\$315,000	\$308,000	1997	1,460	\$211
12674 N SLEEPING COYOTE DRIVE	\$335,000	\$330,000	1997	1,644	\$201
59 W ANTELOPE CANYON PLACE	\$358,378	\$349,000	2017	1,813	\$193
12978 N VIA VISTA DEL PASADO	\$389,000	\$381,000	2012	2,278	\$167
28 E PERALTA CANYON COURT	\$399,990	\$395,000	2017	1,802	\$219
14086 HEMET DRIVE	\$419,000	\$408,000	1996	2,441	\$167
13827 SILVERCREEK PLACE	\$420,000	\$410,000	2000	2,639	\$155
93 E BIG WASH PLACE	\$419,000	\$415,000	1998	1,980	\$210
12830 N VIA VISTA DEL PASADO	\$415,000	\$415,000	2013	2,414	\$172
12814 N VIA VISTA DEL PASADO	\$485,000	\$496,100	2013	2,746	\$181
442 E HONEY BEE PRESERVE WAY	\$599,000	\$580,000	2012	3,285	\$177

*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) Redfin 10) Coldwell Banker 11) The Trubee Co. 12) ReMax 13) Win3 Realty 14) Foothills Properties 15) US Realty 16) Crossroads Brokerage 17) Exp Realty 18) Century 21. 19) TucsonREO 20) Help-U-Sell Realty Advantage 21) Centra Realty 22) Tucson Expert Agents 23) Gold Valley 24) Mattamy Homes