



Your Neighborhood Pulse

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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.

SaddleBrooke Price	Homes For Sale	Last 3 Months Closed Sales	Last 3 Months Trend of MOI	Overall Market Conditions
\$175,000 - \$199,999	0	4	0.5	Seller
\$200,000 - \$224,999	2	5	4.5	Slightly Seller
\$225,000 - \$249,999	6	6	2.7	Seller
\$250,000 - \$274,999	3	7	1.3	Seller
\$275,000 - \$299,999	3	8	1.8	Seller
\$300,000 - \$349,000	6	17	1.4	Seller
\$350,000 - \$399,999	13	21	2.1	Seller
\$400,000 - \$499,999	14	15	3.4	Seller
\$500,000 - \$599,999	4	7	2.4	Seller
\$600,000 - \$699,999	2	2	3.0	Seller
\$700,000 - \$799,999	0	1	2.0	Seller
\$800,000 - \$899,999	1	0	n/a	N/A
\$900,000 - \$999,999	3	0	n/a	N/A

COMMUNITY GIVING UPDATE



Presenting a \$1,000 check to the SaddleBrooke Pet Rescue Network at their recent fundraising event.

I support a variety of non-profits and am the Board President of the Boys & Girls Clubs of Tucson.

SADDLEBROOKE UPDATE...

In the entire Community of Saddlebrooke, the median price of sold homes was \$365,000 for the month of July 2018, up 18% from July 2017. Active inventory was 59, a 43% decrease from July 2017. Months of inventory was 1.7, down from 4.5 in July 2017. The Saddlebrooke community had 26 new properties under contract in July 2018, up 30% from July 2017.

SADDLEBROOKE HOA 1 HOME SALES

Below is an analysis of all home sales in Saddlebrooke HOA 1 only. This analysis excludes homes that have an accepted offer and are under contract. Over the past month, seven (7) homes have sold, with an average selling price of \$342,143. Fifteen (15) homes are currently for sale, and they have an average asking price of \$318,238. These active properties have a fairly wide range of asking prices varying from \$217,868 to \$550,000.

HOMES THAT HAVE SOLD	
Average Sold Price	\$342,143
Average Sold Price / Sq. Ft.	\$158
Avg. Cumulative Days on Market	27
Lowest Sold Price	\$265,000
Highest Sold Price	\$410,000
HOMES ON THE MARKET	
Average Asking Price	\$318,238
Avg. Asking Price / Sq. Ft.	\$149
Avg. Days on The Market	63
Lowest Asking Price	\$217,868
Highest Asking Price	\$550,000

See reverse side for details on the above homes



* Not intended to solicit a property currently listed home



SADDLEBROOKE HOA 1 REAL ESTATE RECENT ACTIVITY REPORT **

STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
ACTIVE AS OF 8/16/18					
65560 E CANYON DRIVE ¹³	\$217,868		1994	1,565	\$139
65530 E CANYON DRIVE ¹⁷	\$220,000		1994	1,810	\$122
37491 S DESERT STAR DRIVE ⁷	\$220,000		1988	2,131	\$103
64364 E GALVESTON LANE ¹	\$224,900		1991	1,418	\$159
38305 S ROLLING HILLS DRIVE ¹⁶	\$255,500		1995	2,408	\$106
63860 E ORANGEWOOD LANE ¹	\$259,900		1996	1,600	\$162
64430 E CANYON SHADOWS LANE ¹	\$265,000		1992	2,194	\$121
38055 S BIRDIE DRIVE ¹²	\$288,000		1992	1,883	\$153
37980 S MOUNTAIN SITE DRIVE ¹	\$299,500		1992	2,050	\$146
37172 S HIGHLAND RIDGE DRIVE ⁷	\$350,000		1998	2,120	\$165
37312 S OCOTILLO CANYON DRIVE ¹	\$389,000		2003	2,402	\$162
37603 S MASHIE DRIVE ⁶	\$399,000		1995	2,126	\$188
37087 S CANYON VIEW DRIVE ⁶	\$409,900		1997	2,472	\$166
38295 S BOGIE COURT ⁹	\$425,000		1993	2,437	\$174
65337 E BRASSIE DRIVE ¹	\$550,000		1994	3,330	\$165
CONTINGENT/PENDING (UNDER CONTRACT)					
38307 S GOLF COURSE DRIVE ¹	\$267,500		1993	1,522	\$176
III. SOLD (7/16/18- 8/16/18)					
38474 S BELLROCK COURT	\$265,000	\$265,000	1994	1,510	\$176
37079 S HOLLYGREEN DRIVE	\$309,000	\$289,000	1996	1,846	\$157
64448 E ROUND ROBIN LANE	\$299,000	\$295,000	1992	2,122	\$139
37302 S ROCK CREST DRIVE	\$365,000	\$353,000	1997	2,420	\$146
38419 S GOLF COURSE DRIVE	\$385,000	\$380,000	1991	2,182	\$174
37565 S STONEY CLIFF COURT	\$475,000	\$403,000	1998	3,186	\$126
37429 S DESERT STAR DRIVE	\$415,000	\$410,000	1990	2,202	\$186

*Information deemed reliable, but not guaranteed. MLS August 2018. Not intended to solicit a currently listed home. 1) Long Realty, 2) Sotheby's, 3) Saddlebrooke Realty, 4) Coldwell Banker, 5) Bob Phelps Realty 6) Homesmart Advantage Group, 7) Keller Williams, 8) Re/Max, 9) Tierra Antigua, 10) Gold Valley Realty, 11) Century 21, 12) My Home Group Real Estate 13) Liberty Properties, 14) Excelsior, 15) Realty Executives, 16) Wintz Realty 17) Exp Realty 18) Realty ONE Group