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Lisa  
BAYLESS



## Your Neighborhood Pulse

August 2018 (Issue 7, Zone 14)

### 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 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 2 HOME SALES

Below is an analysis of all home sales in Saddlebrooke HOA 2. This analysis excludes homes that have an accepted offer and are under contract. Over the past month, fourteen (14) homes have sold, with an average selling price of \$392,486. Twenty-seven (27) homes are currently for sale, and they have an average asking price of \$416,048. These active properties have a fairly wide range of asking prices varying from \$305,000 to \$675,000.

HOMES THAT HAVE SOLD	
Average Sold Price	\$392,486
Average Sold Price / Sq. Ft.	\$169
Avg. Cumulative Days on Market	115
Lowest Sold Price	\$265,000
Highest Sold Price	\$500,000
HOMES ON THE MARKET	
Average Asking Price	\$416,048
Avg. Asking Price / Sq. Ft.	\$164
Avg. Days on The Market	82
Lowest Asking Price	\$305,000
Highest Asking Price	\$675,000

See reverse side for details on the above homes



\* Not intended to solicit a property currently listed home



OVER

**SADDLEBROOKE HOA 2 REAL ESTATE RECENT ACTIVITY REPORT \*\***

STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
<b>ACTIVE AS OF 8/21/18</b>					
36215 S WIND CREST DRIVE 1	\$305,000		1998	2,066	\$148
62918 E FLOWER RIDGE DRIVE 7	\$322,000		1999	2,266	\$142
38536 S LAKE CREST DRIVE 6	\$324,500		2001	3,227	\$101
37155 S HILL SIDE DRIVE 1	\$340,000		2001	1,912	\$178
62392 E REDWOOD DRIVE 1	\$345,000		2004	1,988	\$174
37224 S TERRACE PARK DRIVE 1	\$350,000		2000	1,878	\$186
62644 E BORDER ROCK ROAD 14	\$352,998		2018	1,878	\$188
62144 E AMBERWOOD DRIVE 7	\$355,000		2003	2,296	\$155
63646 E DESERT PEAK DRIVE 7	\$359,000		2000	3,162	\$114
38426 S LAKE CREST DRIVE 1	\$360,000		2000	2,455	\$147
39901 S SAND CREST DRIVE 1	\$369,000		2008	2,030	\$182
62775 E OAKWOOD DRIVE 1	\$389,000		2014	1,870	\$208
38448 S LAKE CREST DRIVE 10	\$395,000		1999	3,123	\$126
39847 S SHORTCUT AVENUE 1	\$399,000		2006	1,884	\$212
65818 E ROSE RIDGE DRIVE 1	\$400,000		1996	3,299	\$121
39498 S MOONWOOD DRIVE 1	\$429,000		2005	2,433	\$176
62852 E IRONWOOD LANE 1	\$429,900		2009	2,214	\$194
65200 E ROCKY MESA DRIVE 1	\$449,000		2006	3,698	\$121
65411 E DESERT MOON COURT 1	\$449,000		1998	3,411	\$132
63686 E DESERT HIGHLAND DRIVE 1	\$449,000		2003	2,615	\$172
62608 E IRONWOOD LANE 7	\$469,000		2014	2,126	\$221
61839 E BRIARWOOD DRIVE 1	\$469,000		2005	2,778	\$169
39393 S WINDING TRAIL 1	\$489,900		2005	3,209	\$153
38391 S LAKE CREST DRIVE 1	\$495,000		2000	3,015	\$164
62798 E ROCK WIND DRIVE 7	\$525,000		2004	2,622	\$200
38289 S SKYLINE DRIVE 9	\$539,000		1999	3,358	\$161
39081 S CLUBHOUSE DRIVE 1	\$675,000		2004	3,484	\$194
<b>III. SOLD (7/21/18 - 8/21/18)</b>					
35909 S MESA RIDGE DRIVE	\$265,000	\$265,000	1998	1,918	\$138
65318 E ROSE CREST COURT	\$329,000	\$330,000	1998	1,961	\$168
39534 S MOONWOOD DRIVE	\$349,000	\$339,000	2004	1,976	\$172
61751 E BORDER ROCK ROAD	\$359,000	\$352,000	2006	1,932	\$182
61830 E SANDLEWOOD ROAD	\$359,000	\$359,000	2006	2,200	\$163
38394 S DESERT HIGHLAND DRIVE	\$369,000	\$365,500	2002	2,212	\$165
38375 S GRANITE CREST DRIVE	\$399,900	\$375,000	2000	2,838	\$132
36448 S ROCK CREST DRIVE	\$385,000	\$378,000	1999	2,195	\$172
39911 S IRONWOOD COURT	\$429,000	\$405,000	2008	2,468	\$164
62827 E FLOWER RIDGE DRIVE	\$450,000	\$425,000	1999	2,387	\$178
62533 E BORDER ROCK ROAD	\$449,000	\$437,000	2013	2,246	\$195
62447 E BORDER ROCK ROAD	\$472,298	\$472,298	2017	2,439	\$194
38027 S BOULDER WIND DRIVE	\$525,000	\$492,000	2004	2,668	\$184
37809 S SKYLINE DRIVE	\$525,000	\$500,000	2000	3,237	\$154

\*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) Tierra Antigua, 6) Homesmart, 7) Keller Williams, 8) Re/Max, 9) At Home Tucson Realty, 10) Wildcat Country Real Estate, 11) Realty ONE Group, 12) Excelsior, 13) Realty Executives, 14) Saddlebrooke Development 15) Century 21, 16) Tucson REO,Llc.