



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 for the month of July 2018, 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 PRESERVE HOME SALES

Below is an analysis of all home sales in The Saddlebrooke Preserve. Over the past six months, four (4) homes have sold, with an average selling price of \$635,000. Eight (8) homes are currently for sale, and they have an average asking price of \$811,625. These active properties have a fairly wide range of asking prices varying from \$575,000 to \$995,000.

HOMES THAT HAVE SOLD	
Average Sold Price	\$635,000
Average Sold Price / Sq. Ft.	\$223
Avg. Cumulative Days on Market	183
Lowest Sold Price	\$549,999
Highest Sold Price	\$710,000
HOMES ON THE MARKET	
Average Asking Price	\$811,625
Avg. Asking Price / Sq. Ft.	\$235
Avg. Days on The Market	234
Lowest Asking Price	\$575,000
Highest Asking Price	\$1,100,000

See reverse side for details on the above homes



* Not intended to solicit a property currently listed home

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SADDLEBROOKE PRESERVE REAL ESTATE RECENT ACTIVITY REPORT **

STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
I. ACTIVE AS OF 8/28/18					
36262 S OCOTILLO CANYON DRIVE ₁	\$575,000		2006	2,681	\$214
66134 E CACTUS LANE ₄	\$608,000		2010	2,664	\$228
66197 E BOX ELDER ROAD ₁	\$725,000		2006	3,709	\$195
65857 E CATALINA HILLS DRIVE ₁	\$795,000		2006	3,774	\$211
66125 E PEREGRINE PLACE ₇	\$895,000		2013	3,658	\$245
36604 S CACTUS LANE ₁	\$950,000		2006	3,700	\$257
36855 S OCOTILLO CANYON DRIVE ₁	\$950,000		2007	3,658	\$260
36109 S OCOTILLO CANYON DRIVE ₁	\$995,000		2006	3,700	\$269
II. UNDER CONTRACT					
35843 S DESERT SUN DRIVE ₁	\$997,500		2005	4,020	\$248
III. SOLD (2/28/18 – 8/28/18)					
66258 E PEREGRINE PLACE	\$569,999	\$549,999	2015	2,617	\$210
36952 S OCOTILLO CANYON DRIVE	\$580,000	\$580,000	2006	2,904	\$200
36631 S OCOTILLO CANYON DRIVE	\$775,000	\$700,000	2006	3,340	\$210
36869 S DESERT SKY LANE	\$750,000	\$710,000	2007	2,599	\$273

*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) Victoria Realty, 10) Wildcat Country Real Estate, 11) Bowers Residential, 12) Aufmuth Fine Homes, 13) Gallery Properties, 14) Excelsior, 15) Realty Executives, 16) Saddlebrooke Development 17) Century 21, 18) Tucson Prime, 19) Tucson Land & Home, 20) Mountain Lake Realty, 21) West USA Realty, 22) Exp Realty