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Long Realty | 520.668.8293 | LisaB@LongRealty.com

Lisa
BAYLESS



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.

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/

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.

LA RESERVE UPDATE...

Highlighted below is an analysis of the housing market in La Reserve. Over the last six months, twenty-three (23) homes have sold, with an average selling price of \$417,985. Sixteen (16) homes are currently for sale, and they have an average asking price of \$429,019. These active properties have a wide range of asking prices varying from \$239,500 to \$1,700,000.

HOMES THAT HAVE SOLD	
Average Sold Price	\$417,985
Average Sold Price / Sq. Ft.	\$175
Avg. Days on The Market	40
Lowest Sold Price	\$227,000
Highest Sold Price	\$900,000
HOMES ON THE MARKET	
Average Asking Price	\$429,019
Avg. Asking Price / Sq. Ft.	\$193
Avg. Days on The Market	83
Lowest Asking Price	\$239,500
Highest Asking Price	\$1,700,000

See the activity report on the following page for greater detail of all housing transactions in La Reserve.



* Not intended to solicit a property currently listed

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YOUR NEIGHBORHOOD REAL ESTATE ACTIVITY REPORT *

STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
I. ACTIVE AS OF 7/27/18					
11357 N OLD RAM COURT ¹⁴	\$239,500		1999	1,538	\$156
2348 E STONE STABLE DRIVE ¹	\$248,000		1997	1,630	\$152
2382 E SKIPPING ROCK WAY ⁹	\$255,000		1998	1,630	\$156
2422 E SKIPPING ROCK WAY ²	\$256,900		1998	1,630	\$158
11330 N MOUNTAIN MEADOW PLACE ²	\$269,500		2004	1,536	\$175
11264 N FLAT GRANITE DRIVE ¹⁵	\$279,000		1997	1,864	\$150
1755 E DEER HOLLOW LOOP ¹⁴	\$289,000		1992	1,310	\$221
1705 E DEER SHADOW LANE ¹⁴	\$330,000		1990	2,499	\$132
10195 N ALDER SPRING DRIVE ³	\$419,000		1994	2,349	\$178
10014 N BIGHORN BUTTE DRIVE ¹²	\$449,900		1995	2,184	\$206
2460 E DELLA ROCCIA COURT ⁵	\$499,000		2012	1,745	\$286
1727 E BUCK RIDGE PLACE ⁸	\$499,500		2000	2,580	\$194
9918 N BIGHORN BUTTE DRIVE ¹	\$539,000		1989	2,766	\$195
10770 N DELLA VITA PLACE ⁵	\$649,000		2014	2,603	\$249
7101 N CORRIDA DE VENADO ³	\$950,000		1972	5,835	\$163
9810 N CARODERA CANYON PLACE ¹⁴	\$1,700,000		2002	5,420	\$314
II. ACTIVE CONTINGENT (UNDER CONTRACT)					
1690 E DEER SHADOW LANE ¹	\$315,000		1992	1,621	\$194
1522 E CHAROULEAU PLACE ³	\$350,000		1994	2,592	\$135
10054 N BIGHORN BUTTE DRIVE ¹	\$359,000		1994	1,512	\$237
1707 DEER HOLLOW LOOP ¹	\$385,000		1991	2,418	\$159
III. SOLD (1/27/18 - 7/27/18)					
2215 E STONE STABLE DRIVE	\$235,000	\$227,000	2006	1,463	\$155
1439 E DESERT STARLING LANE	\$250,000	\$245,000	1989	1,973	\$124
11378 N OLD RAM COURT	\$260,000	\$250,000	1999	1,630	\$153
11278 N MAJESTIC RAM PLACE	\$259,500	\$259,500	2005	1,661	\$156
2443 E SKIPPING ROCK WAY	\$275,000	\$270,000	1998	1,873	\$144
1665 DEER HOLLOW LOOP	\$289,999	\$289,999	1992	1,621	\$179
1701 E DEER HOLLOW LOOP	\$334,900	\$330,000	1991	2,336	\$141
1791 DEER HOLLOW LOOP	\$344,995	\$332,000	1991	1,849	\$180
1650 E DEER SHADOW LANE	\$344,900	\$344,900	1992	2,418	\$143
9990 N BIGHORN BUTTE DRIVE	\$379,000	\$365,600	1993	1,900	\$192
10230 N ALDER SPRING DRIVE	\$380,000	\$372,500	1986	2,393	\$156
10170 N ALDER SPRING DRIVE	\$375,000	\$373,000	1995	2,025	\$184
10305 N ALDER SPRING DRIVE	\$375,000	\$375,000	1988	2,087	\$180
10135 N CALLE DEL CARNERO	\$399,900	\$399,900	1994	2,421	\$165
10150 N ALDER SPRING DRIVE	\$409,000	\$409,767	1994	2,025	\$202
9918 N BIGHORN BUTTE DRIVE	\$424,990	\$415,000	1989	2,766	\$150
10185 N CARRISTO DRIVE	\$425,000	\$420,000	1987	2,874	\$146
1340 E RAMS HILL DRIVE	\$450,000	\$425,000	1987	2,169	\$196
10014 N BIGHORN BUTTE DRIVE	\$449,000	\$432,500	1995	2,184	\$198
1751 E BUCK RIDGE PLACE	\$669,900	\$630,000	1996	3,380	\$186
7102 N CORRIDA DE VENADO	\$800,000	\$727,000	1965	4,174	\$174
1798 E BUCK RIDGE PLACE	\$859,000	\$820,000	1996	2,786	\$294
1731 E CALLE DEL VASO	\$970,000	\$900,000	1997	3,972	\$227

*Information is deemed to be reliable, but not guaranteed. MLS August 2018. Listing Broker: 1) Long Realty, 2) Keller Williams, 3) Tierra Antigua
4) Tycor Realty, 5) Engel & Volkers, 6) At Home Tucson Realty, 7) WeMove, 8) Sotheby's, 9) ReMax, 10) Douglas Realty, 11) Wintz Realty
12) Realty Executives 13) OMNI Homes, 14) Coldwell Banker 15) HomeSmart, 16) Win3 Realty, 17) Congress Realty