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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? retirement- Go to: orovalleyoptimist.com/

ORO VALLEY UPDATE...

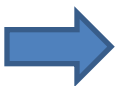
In Oro Valley, the median price of sold homes was \$329,000 for the month of July 2018, up 17% from July 2017. Year-to-date there were 558 closings, a 3% decrease from year-to-date 2017. Active inventory was 263, a 1% decrease from July 2017. Months of inventory was 3.8, up from 3.2 in July 2017. Oro Valley had 80 new properties under contract in July 2018, down 2% from July 2017.

YOUR NEIGHBORHOOD HOME SALES...

Highlighted below is an analysis of ten (10) comparable subdivisions in Oro Valley. Your home is located in one of the ten. These subdivisions are all located north of Tangerine between 1st Ave. and La Canada. In these community areas over the last six months nineteen (19) homes have sold with an average selling price of \$612,050. Seventeen (17) homes are currently on the market with an average asking price of \$614,552. These active properties have a fairly wide range of asking prices varying from \$399,900 to \$900,000.

HOMES THAT HAVE SOLD	
Average Sold Price	\$612,050
Average Sold Price / Sq. Ft.	\$196
Avg. Days on The Market	88
Lowest Sold Price	\$472,000
Highest Sold Price	\$862,500
HOMES ON THE MARKET	
Average Asking Price	\$614,552
Avg. Asking Price / Sq. Ft.	\$198
Avg. Days on The Market	95
Lowest Asking Price	\$399,900
Highest Asking Price	\$900,000

See a list of the above homes on the reverse page



This is not intended to solicit a currently listed home

OVER



YOUR NEIGHBORHOOD REAL ESTATE ACTIVITY REPORT					
STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
I. CURRENTLY FOR SALE AS OF 8/09/18					
12615 N RED EAGLE DRIVE ¹¹	\$399,900		2005	2,675	\$150
12069 N WASHBED DRIVE ⁴	\$450,000		2004	2,300	\$196
1177 W WHITE DIAMOND LANE ¹⁰	\$475,000		2005	2,675	\$178
12289 N WASHBED DRIVE ²	\$494,987		2004	2,300	\$215
12669 N RED EAGLE DRIVE ¹⁰	\$499,900		2006	3,590	\$139
955 W PLACITA LUNA BONITA ¹	\$519,900		2001	2,797	\$186
12661 N ROCK CREEK ROAD ²	\$525,000		2003	3,263	\$161
12066 N COPPER SPRINGS TRAIL ¹	\$534,900		2001	3,078	\$174
12315 N COPPER SPRINGS TRAIL ²	\$574,900		2000	2,589	\$222
12095 N COPPER SPRING TRAIL ⁸	\$595,000		1996	2,897	\$205
1020 W GREEN PEBBLE DRIVE ⁴	\$635,000		2006	3,541	\$179
990 W PAINTED CLOUDS PLACE ¹	\$680,000		2001	2,647	\$257
1266 W PORTICO DRIVE ⁴	\$689,000		2004	3,541	\$195
857 W MOORE ROAD ¹³	\$739,000		2009	3,654	\$202
12232 N CLOUD RIDGE DRIVE ²	\$839,900		2003	3,859	\$218
1160 W REFLECTION RIDGE PLACE ¹	\$895,000		2002	3,346	\$267
585 W RED MOUNTAIN PLACE ⁹	\$900,000		2005	4,108	\$219
II. UBDER CONTRACT					
816 W SEDONA RIDGE PLACE ⁴	\$564,000		1998	2,620	\$215
960 W SILVER SPRING PLACE ¹	\$588,000		1997	3,306	\$178
989 W PAINTED CLOUDS PLACE	\$595,000		2001	2,691	\$221
12792 N COPPER SPRING TRAIL ¹	\$599,900		2007	2,914	\$206
941 W DANCING RAIN COURT ¹	\$599,900		2001	3,172	\$189
408 W COYOTE MOON PLACE ¹⁵	\$810,000		2005	3,964	\$204
12137 N SOLITUDE RIDGE PLACE ⁶	\$829,000		2002	4,627	\$179
III. CLOSED (2/09/18 - 8/09/18)					
12561 N RED EAGLE DRIVE	\$485,000	\$472,000	2006	3,541	\$133
12750 N PIPING ROCK ROAD	\$499,900	\$490,000	2004	3,263	\$150
12707 N MORGAN RANCH ROAD	\$499,000	\$490,000	2003	3,263	\$150
12739 N RED EAGLE DRIVE	\$515,000	\$495,000	2005	2,675	\$185
1219 W ACANTHUS PLACE	\$510,000	\$496,000	2004	2,300	\$216
12097 N SOLITUDE RIDGE PLACE	\$529,500	\$520,000	2001	2,956	\$176
12640 N YELLOW BIRD ROAD	\$557,500	\$530,000	2006	3,541	\$150
736 W SEDONA RIDGE PLACE	\$552,500	\$535,000	2007	2,903	\$184
12087 N SLIDING ROCK PLACE	\$579,000	\$555,000	1999	2,346	\$237
12270 N COPPER SPRING TRAIL	\$579,000	\$560,945	2000	3,215	\$174
1075 W IRONWOOD VALLEY DRIVE	\$649,000	\$600,000	2002	3,713	\$162
705 W SEDONA RIDGE PLACE	\$679,000	\$667,500	2017	3,010	\$222
12328 N REFLECTION RIDGE DRIVE	\$699,000	\$675,000	2001	3,206	\$211
12318 N TALL GRASS DRIVE	\$699,000	\$695,000	2000	3,420	\$203
12390 N TALL GRASS DRIVE	\$735,000	\$720,000	2001	3,176	\$227
1202 W PORTICO DRIVE	\$750,000	\$730,000	2005	3,541	\$206
12292 N REFLECTION RIDGE DRIVE	\$735,000	\$735,000	2002	2,927	\$251
12516 N COPPER SPRING TRAIL	\$817,500	\$800,000	2006	3,264	\$245
12178 N RED MOUNTAIN DRIVE	\$889,900	\$862,500	2003	3,479	\$248

10) Exp Realty, 11) Bowers Residential Real Estate, 12) Lynn Kline, 13) Victoria Realty, 14) ReMax, 15) Kinonen Real Estate Advisors