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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/k-9-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 2018 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.

ORO VALLEY COUNTRY CLUB UPDATE

Highlighted below is an analysis of the housing market in Oro Valley Country Club. This analysis is limited to single family homes. In Oro Valley Country Club over the last six months twenty-one (21) homes have sold, and they had an average selling price of \$438,429. Nine (9) homes are actively for sale, and they have an average asking price of \$615,211. These active properties have a fairly wide range of asking prices varying from \$455,000 to \$1,090,000.

HOMES THAT HAVE SOLD	
Average Sold Price	\$438,429
Average Sold Price / Sq. Ft.	\$173
Avg. Days on The Market	46
Lowest Sold Price	\$195,000
Highest Sold Price	\$955,000
HOMES ON THE MARKET	
Average Asking Price	\$615,211
Avg. Asking Price / Sq. Ft.	\$200
Avg. Days on The Market	74
Lowest Asking Price	\$455,000
Highest Asking Price	\$1,090,000

See reverse side for detailed list of homes.



Not intended to solicit a currently listed home

OVER

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ORO VALLEY COUNTRY CLUB REAL ESTATE ACTIVITY REPORT

STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
I. ACTIVE AS OF 7/12/18					
830 W LANDORAN LANE ³	\$455,000		1974	3,371	\$135
98 E GOLDEN SUN PLACE ⁵	\$465,000		1996	2,510	\$185
19 E SUNRIDGE PLACE ⁹	\$478,000		1997	2,556	\$187
655 W BANGALOR DRIVE ¹	\$499,000		1990	2,309	\$216
43 E LOCH LOMOND PLACE ²	\$509,900		2001	2,441	\$209
720 W BANGALOR DRIVE ¹	\$565,000		1980	2,783	\$203
800 W LINDA VISTA BOULEVARD ¹	\$650,000		1972	3,487	\$186
9700 N CALLE LOMA LINDA ¹⁴	\$825,000		1990	3,820	\$216
635 W ATUA PLACE ¹	\$1,090,000		1977	4,157	\$262
II. UBDER CONTRACT					
10045 N COLONY DRIVE ⁴	\$320,000		1994	2,588	\$124
81 W GREENOCK DRIVE ²	\$399,900		1977	2,881	\$139
80 W GREENOCK DRIVE ⁷	\$525,000		1972	2,976	\$176
III. CLOSED (1/12/18 - 7/12/18)					
300 E FIELDCREST LANE	\$195,000	\$195,000	1993	1,363	\$143
321 E HIGHCOURTE LANE	\$205,000	\$195,000	1992	1,291	\$151
10015 N LAURELWOOD DRIVE	\$215,000	\$215,000	1993	1,803	\$119
160 E CAROLWOOD DRIVE	\$225,000	\$225,000	1992	1,776	\$127
80 E CAROLWOOD DRIVE	\$250,000	\$235,000	1992	1,805	\$130
10000 N ROXBURY DRIVE	\$260,000	\$254,000	1992	1,819	\$140
10055 N ROXBURY DRIVE	\$300,000	\$275,000	1992	2,588	\$106
9768 N GOLDEN SUN DRIVE	\$349,000	\$329,000	1996	2,120	\$155
835 W LANDORAN LANE	\$345,000	\$345,000	1967	1,812	\$190
9631 N CALLE BUENA VISTA	\$425,000	\$422,500	1978	2,136	\$198
9955 N DESERT SKY ROAD	\$450,000	\$430,000	1983	2,146	\$200
235 W GREENOCK DRIVE	\$499,000	\$445,000	1972	1,959	\$227
440 W ORANGO PLACE	\$475,000	\$470,000	1973	2,681	\$175
620 W BANGALOR DRIVE	\$490,000	\$480,000	1982	2,800	\$171
27 E GOLDEN SUN PLACE	\$565,000	\$530,000	1997	2,875	\$184
590 W ATUA PLACE	\$549,000	\$535,000	1988	2,604	\$205
175 W ORO VALLEY DRIVE	\$610,000	\$565,000	1982	4,617	\$122
750 W GOLF VIEW DRIVE	\$670,000	\$667,500	1973	3,137	\$213
645 W GOLF VIEW DRIVE	\$689,000	\$689,000	1968	3,023	\$228
285 W ORO VALLEY DRIVE	\$764,000	\$750,000	1965	3,369	\$223
740 W BANGALOR DRIVE	\$995,000	\$955,000	2002	4,084	\$234

*Information deemed reliable, but not guaranteed. MLS July 2018. Listing Broker: 1) Long Realty 2) Keller Williams
 3) Coldwell Banker 4) Russ Lyon Sothebys Int Realty 5) Tierra Antigua 6) ReMax Excaliber 7) HomeSmart 8) Yarborough Realty
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