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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.

Sun City Price	Homes For Sale	Last 3 Months Closed Sales	Last 3 Months Trend of MOI	Overall Market Conditions
\$150,000-\$174,999	0	1	0	Seller
\$175,000-\$199,999	0	2	0	Seller
\$200,000 - \$224,999	1	5	0	Seller
\$225,000 - \$249,999	0	7	0.6	Seller
\$250,000 - \$274,999	3	6	1.2	Seller
\$275,000 - \$299,999	7	4	5.0	Seller
\$300,000 - \$349,000	1	2	3.5	Seller
\$350,000 - \$399,999	3	4	2.8	Seller
\$400,000 - \$499,999	0	4	1.0	Seller

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/

I donate \$100 after each closing to a local non-profit

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 2018 there were 558 closings, a 3% decrease from year-to-date 2017. Active inventory was 263, a 1% increase 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.

SUN CITY HOME SALES UPDATE...

Below is an analysis of all home sales in Sun City Oro Valley. This analysis excludes homes that have an accepted offer and are under contract. Over the past two months, thirty-four (34) homes have sold, with an average selling price of \$279,179. Fifteen (15) homes are currently for sale, and they have an average asking price of \$296,103. These active properties have a fairly wide range of asking prices varying from \$205,000 to \$399,500.

HOMES THAT HAVE SOLD	
Average Sold Price	\$279,174
Average Sold Price / Sq. Ft.	\$172
Avg. Days on The Market	31
Lowest Sold Price	\$170,000
Highest Sold Price	\$488,000
HOMES ON THE MARKET	
Average Asking Price	\$296,103
Avg. Asking Price / Sq. Ft.	\$172
Avg. Days on The Market	83
Lowest Asking Price	\$205,000
Highest Asking Price	\$399,500

See reverse side for detailed information.



Not intended to solicit properties currently listed

OVER

STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
I. ACTIVE AS OF 8/13/18					
14026 N GREEN TREE DRIVE 1	\$205,000		1988	1,049	\$195
14132 N TRADE WINDS WAY 1	\$259,500		1991	1,532	\$169
14540 N LONE WOLF LANE 1	\$260,000		1987	1,750	\$149
14452 N ROCK SPRINGS LANE 5	\$272,000		1990	1,965	\$138
1050 E BALMORAL PLACE 11	\$279,000		1995	1,635	\$171
890 E CROWN RIDGE DRIVE 4	\$279,900		1993	1,689	\$166
2325 E COREOPSIS WAY 2	\$279,900		1993	1,557	\$180
14339 N CHOCTAW DRIVE 4	\$280,250		1989	1,582	\$177
13955 N SUTHERLAND WASH WAY 1	\$285,000		1995	1,635	\$174
14022 N BUCKINGHAM DRIVE 1	\$285,000		1995	1,708	\$167
14329 N SILKWIND WAY 2	\$299,000		1989	1,681	\$178
14735 N WONDERVIEW DRIVE 5	\$309,000		1992	1,779	\$174
1916 E SINGING BOW WAY 1	\$359,000		1991	1,846	\$194
1084 E RITZ COURT 1	\$389,500		1995	2,512	\$155
14623 N DESERT ROCK DRIVE 1	\$399,500		1992	2,046	\$195
III. CLOSED (5/13/18 - 8/13/18)					
14449 N COPPERSTONE DRIVE	\$172,900	\$170,000	1988	1,049	\$162
14365 N CARYOTA WAY	\$189,520	\$175,589	1994	1,192	\$147
13981 N GREEN TREE DRIVE	\$190,000	\$185,000	1987	1,049	\$176
13491 N TOM RYANS WAY	\$200,000	\$200,000	1993	1,085	\$184
14147 N TRADE WINDS WAY	\$209,000	\$209,000	1991	1,190	\$176
14045 N DESERT BUTTE DRIVE	\$214,900	\$209,900	1986	1,308	\$160
2148 E RUELLIA DRIVE	\$220,000	\$218,000	1993	1,190	\$183
908 E SEDONA PLACE	\$227,000	\$221,000	1995	1,371	\$161
2246 E AMARANTH STREET	\$224,850	\$225,025	1994	1,190	\$189
2247 E JONQUIL STREET	\$229,000	\$227,000	1994	1,298	\$175
2211 E JONQUIL STREET	\$230,000	\$227,000	1993	1,288	\$176
14711 N WINDSHADE DRIVE	\$255,000	\$235,000	1990	1,524	\$154
14571 N LINE POST LANE	\$259,000	\$236,500	1987	1,304	\$181
14557 N LONE WOLF LANE	\$250,000	\$239,500	1987	1,035	\$231
14562 N ALAMO CANYON DRIVE	\$242,000	\$244,000	1988	1,304	\$187
2212 E ROMERO CANYON DRIVE	\$265,000	\$250,000	1995	1,942	\$129
14340 N RUSTY GATE TRAIL	\$250,000	\$250,000	1993	1,598	\$156
14581 N ALAMO CANYON DRIVE	\$255,000	\$255,000	1988	1,524	\$167
1829 E ROYAL RIDGE WAY	\$269,000	\$260,000	1994	2,046	\$127
14455 N CHOCTAW DRIVE	\$265,000	\$261,000	1989	1,750	\$149
1043 E DESERT GLEN DRIVE	\$275,000	\$270,000	1991	1,557	\$173
2221 E CARGONDERA CANYON DRIVE	\$278,000	\$278,000	1994	2,040	\$136
960 E RISING SUN DRIVE	\$285,000	\$285,000	1988	1,750	\$163
14526 N SKY TRAIL	\$289,000	\$294,000	1989	2,011	\$146
14721 N SHOTGUN PLACE	\$360,000	\$335,000	1991	1,750	\$191
14633 N LOST ARROW DRIVE	\$360,000	\$345,000	1991	1,766	\$195
2249 E CARGONDERA CANYON DRIVE	\$350,000	\$351,500	1995	2,447	\$144
14092 N TRADE WINDS WAY	\$363,500	\$360,000	1991	1,955	\$184
14670 N PALM RIDGE DRIVE	\$360,000	\$360,000	1992	1,997	\$180
14343 N GREEN MEADOW LANE	\$389,900	\$389,900	1992	2,046	\$191
14508 N LOST ARROW DRIVE	\$395,500	\$395,000	1991	2,042	\$193
13540 N PIMA SPRING WAY	\$429,900	\$412,000	1995	2,495	\$165
14430 N LOST ARROW DRIVE	\$444,000	\$430,000	1992	2,251	\$191
2003 E SINGING BOW WAY	\$475,000	\$488,000	1991	2,249	\$217

*Information deemed reliable, but not guaranteed. MLS August 2018. Not intended to solicit a currently listed home. Listing Broker: 1) Long Realty, 2) Coldwell Banker, 3) ReMax, 4) Tierra Antigua 5) Keller Williams, 6) HomeSmart, 7) Realty Executives, 8) Wildcat Country, 9) Congress, 10) Foothills, 11) Redfin Corp, 12) Lennar Properties 13) Net Properties 14) Win3Realty 15) State Territory Realty 16) Realty ONE 17) Flat List RE 18) Neal Manning Co. Realtors 19) United Real Estate