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# Your Neighborhood Pulse

July 2019 (Issue 16, Zone 15)

## HOW LONG IS IT GOING TAKE 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 in all of Saddlebrooke 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
\$200,000 - \$224,999	1	7	0.7	Seller
\$225,000 - \$249,999	2	9	0.8	Seller
\$250,000 - \$274,999	4	7	1.3	Seller
\$275,000 - \$299,999	8	11	2.3	Seller
\$300,000 - \$349,000	6	14	1.7	Seller
\$350,000 - \$399,999	5	24	0.9	Seller
\$400,000 - \$499,999	15	14	4.0	Seller
\$500,000 - \$599,999	10	4	6.0	Balanced
\$600,000 - \$699,999	4	2	8.0	Slightly Buyer
\$700,000 - \$799,999	0	2	1.0	Seller
\$800,000 - \$899,999	1	2	3.0	Seller
\$900,000 - \$999,999	4	3	4.0	Buyer
\$1,000,000 & over	1	0	n/a	Buyer

### JUST SOLD!

**37997 S Samaniego Drive (\$355,00).** Enjoy some of the BEST VIEWS in SaddleBrooke from this bright & airy 2BD/2BA (1,945 sq.ft.) Coronado model with golf cart garage.

## SADDLEBROOKE UPDATE...

In the Community of Saddlebrooke, the median price of sold homes was \$362,500 for the month of June 2019, up 10% from June 2018. Year-to-date there were 166 closings, a 2% decrease from year-to-date 2018. Active inventory was 62, a 6% decrease from June 2018. Months of inventory was 1.6, down from 2.3 in June 2018. The Saddlebrooke area had 26 new properties under contract in June 2019, down 19% from June 2018.

## SADDLEBROOKE PRESERVE HOME SALES

Below is an analysis of all home sales in The Saddlebrooke Preserve. Over the past six months, one (1) home has sold, with a selling price of \$835,000. Six (6) homes are currently for sale, and they have an average asking price of \$878,833. These active properties have a fairly wide range of asking prices varying from \$579,000 to \$995,000.

HOMES THAT HAVE SOLD	
Average Sold Price	\$835,000
Average Sold Price / Sq. Ft.	\$243
Avg. Cumulative Days on Market	60
Lowest Sold Price	\$835,000
Highest Sold Price	\$835,000
HOMES ON THE MARKET	
Average Asking Price	\$878,833
Avg. Asking Price / Sq. Ft.	\$263
Avg. Days on The Market	126
Lowest Asking Price	\$579,000
Highest Asking Price	\$995,000

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
<b>I. ACTIVE AS OF 7/26/19</b>					
36402 S DESERT SUN DRIVE <sup>7</sup>	\$579,000		2006	2,928	\$198
65857 E CATALINA HILLS DRIVE <sup>7</sup>	\$875,000		2006	3,774	\$232
36438 S CACTUS LANE <sup>15</sup>	\$925,000		2014	2,915	\$317
35765 S LEMON ROCK COURT <sup>1</sup>	\$949,000		2015	3,290	\$288
66272 E ORACLE RIDGE ROAD <sup>1</sup>	\$950,000		2008	3,480	\$269
36297 S ASPEN LANE <sup>1</sup>	\$995,000		2004	3,658	\$272
<b>II. UNDER CONTRACT</b>					
35554 S PEREGRINE PLACE	\$622,000		2006	2,958	\$210
66236 E BOX ELDER ROAD	\$890,000		2011	3,612	\$246
<b>III. SOLD (6/26/19 - 7/26/19)</b>					
65765 E CATALINA HILLS DRIVE	\$849,000	\$835,000	2006	3,434	\$23

\*Information deemed reliable, but not guaranteed. MLS July 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