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Lisa
BAYLESS



Your Neighborhood Pulse

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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: I BROUGHT THE BUYER!

37318 S Vista Park Drive (\$355,00). Popular Laredo model full of upgrades in HOA 2.

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 RANCH HOME SALES

Below is an analysis of all home sales in Saddlebrooke Ranch. Over the past six months, twenty-nine (29) homes have sold, with an average selling price of \$460,781. Eight (8) homes are currently for sale, and they have an average asking price of \$581,000. These active properties have a fairly wide range of asking prices varying from \$329,000 to \$799,000.

HOMES THAT HAVE SOLD	
Average Sold Price	\$460,781
Average Sold Price / Sq. Ft.	\$215
Avg. Days on The Market	49
Lowest Sold Price	\$307,000
Highest Sold Price	\$800,000
HOMES ON THE MARKET	
Average Asking Price	\$581,000
Avg. Asking Price / Sq. Ft.	\$250
Avg. Days on The Market	53
Lowest Asking Price	\$329,000
Highest Asking Price	\$799,000

See a list of the above homes on the reverse page



This is not intended to solicit a currently listed home

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SADDLEBROOKE RANCH REAL ESTATE ACTIVITY REPORT					
STREET ADDRESS	LIST PRICE	SALES PRICE	YEAR BUILT	SQUARE FEET	DOLLARS / SQ FT
I. CURRENTLY FOR SALE AS OF 8/2/19					
61530 E DEAD WOOD TRAIL ¹	\$329,000		2018	1,528	\$215
32185 S HANCOCK DRIVE ²	\$459,000		2012	2,072	\$222
60944 E ANGORA PLACE ¹	\$520,000		2017	2,837	\$183
31799 S FLAT ROCK DRIVE ³	\$549,000		2017	2,093	\$262
61045 E ANGORA PLACE ⁸	\$575,000		2018	2,154	\$267
60455 E ARROYO GRANDE DRIVE ¹	\$619,000		2009	2,378	\$260
60674 E ARROYO GRANDE DRIVE ⁹	\$798,000		2011	2,425	\$329
60043 E ANKOLE DRIVE ¹	\$799,000		2013	3,040	\$263
II. UNDER CONTRACT					
60157 E ARROYO VISTA DRIVE ¹³	\$389,000		2014	1,833	\$212
32438 S ADDAX PLACE ¹	\$390,000		2013	1,891	\$206
60570 E ARROYO VISTA DRIVE ¹	\$439,000		2013	1,880	\$234
32737 S EGRET TRAIL ¹³	\$458,000		2015	2,195	\$209
60685 E ARROYO VISTA DRIVE ¹	\$469,000		2011	1,921	\$244
31233 S ONE HORSE LANE ¹	\$521,000		2018	2,031	\$257
32622 S EGRET TRAIL ¹	\$677,000		2014	2,297	\$295
60681 E ARROYO GRANDE DRIVE ³	\$865,000		2008	2,922	\$296
III. CLOSED (2/2/19 - 8/2/19)					
32952 S EGRET TRAIL	\$315,000	\$307,000	2018	1,601	\$192
60386 E ANKOLE DRIVE	\$334,000	\$323,000	2014	1,584	\$204
31496 S TAMARISK PLACE	\$339,162	\$339,162	2019	1,730	\$196
60620 E ARROYO VISTA DRIVE	\$379,000	\$340,000	2014	1,730	\$197
60366 E ANKOLE DRIVE	\$349,500	\$342,000	2012	1,598	\$214
60355 E ARROYO VISTA DRIVE	\$359,000	\$350,000	2014	2,080	\$168
60083 E ARROYO VISTA DRIVE	\$374,000	\$365,000	2012	1,831	\$199
32918 S EGRET TRAIL	\$386,900	\$372,000	2017	1,911	\$195
32782 S HYRAX LANE	\$389,900	\$375,000	2017	1,960	\$191
60368 E ARROYO VISTA DRIVE	\$385,000	\$385,000	2010	1,649	\$233
32847 S HYRAX LANE	\$389,000	\$389,000	2016	2,019	\$193
31915 S MISTY BASIN ROAD	\$402,000	\$402,000	2011	2,639	\$152
60245 E ARROYO VISTA DRIVE	\$409,000	\$405,000	2012	1,880	\$215
32359 S EGRET TRAIL	\$409,500	\$409,000	2015	1,980	\$207
60365 E ARROYO VISTA DRIVE	\$425,000	\$419,500	2012	1,999	\$210
60360 E ARROYO VISTA DRIVE	\$425,000	\$426,000	2011	1,880	\$227
60716 E ARROYO VISTA DRIVE	\$459,000	\$450,000	2017	1,935	\$233
32999 S CATTLE TRAIL	\$463,900	\$452,000	2016	2,099	\$215
59717 E SLIDER STREET	\$481,000	\$458,000	2017	2,118	\$216
31728 S SUMMERWIND DRIVE	\$479,000	\$478,000	2016	2,621	\$182
31817 S FLAT ROCK DRIVE	\$509,000	\$494,000	2016	2,459	\$201
30996 S CANYON VISTA WAY	\$505,000	\$498,000	2017	2,072	\$240
32714 S EGRET TRAIL	\$549,000	\$538,000	2016	2,132	\$252
31901 S FLAT ROCK DRIVE	\$549,990	\$549,990	2016	2,405	\$229
31728 S FLAT ROCK DRIVE	\$574,000	\$551,000	2015	2,398	\$230
31865 S FLAT ROCK DRIVE	\$640,000	\$625,000	2017	2,645	\$236
31578 S FLAT ROCK DRIVE	\$769,000	\$745,000	2015	2,871	\$259
60359 E ARROYO GRANDE DRIVE	\$799,000	\$775,000	2011	2,938	\$264
60291 E SABINO DRIVE	\$819,000	\$800,000	2017	2,960	\$270

Information deemed reliable, but not guaranteed. MLS July 2018. This is not intended to solicit a currently listed home.
Listing Broker: 1) Long Realty, 2) Coldwell Banker, 3) Keller Williams, 4) Tierra Antigua, 5) Century 21, 6) Sotheby's, 7) Realty Exec.,
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