



Neighborhood Market Report



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Rancho Vistoso

Oro Valley, Arizona

October 2022



Market Summary

All Property Types

Recent Trends

The statistics below highlight key market indicators for Rancho Vistoso. The data in the overview table is based on homes that sold and were for sale within September 2022.

	Current Period Sep 2022	Last Month Aug 2022	Change From Last Month	Last Year Sep 2021	Change From Last Year
Homes Sold	30	34	▼ 12%	39	▼ 23%
Median Sale Price	\$446,500	\$485,000	▼ 8%	\$425,000	▲ 5%
Median List Price	\$450,000	\$485,000	▼ 7%	\$429,000	▲ 5%
Sale to List Price Ratio	99%	99%	0%	100%	▼ 1%
Sales Volume	\$15,404,300	\$17,706,750	▼ 13%	\$18,764,400	▼ 18%
Average Days on Market	23 days	16 days	▲ 7 days	20 days	▲ 3 days
Homes Sold Year to Date	396	—	—	479	▼ 17%
For Sale at Month's End	65	55	▲ 18%	—	—

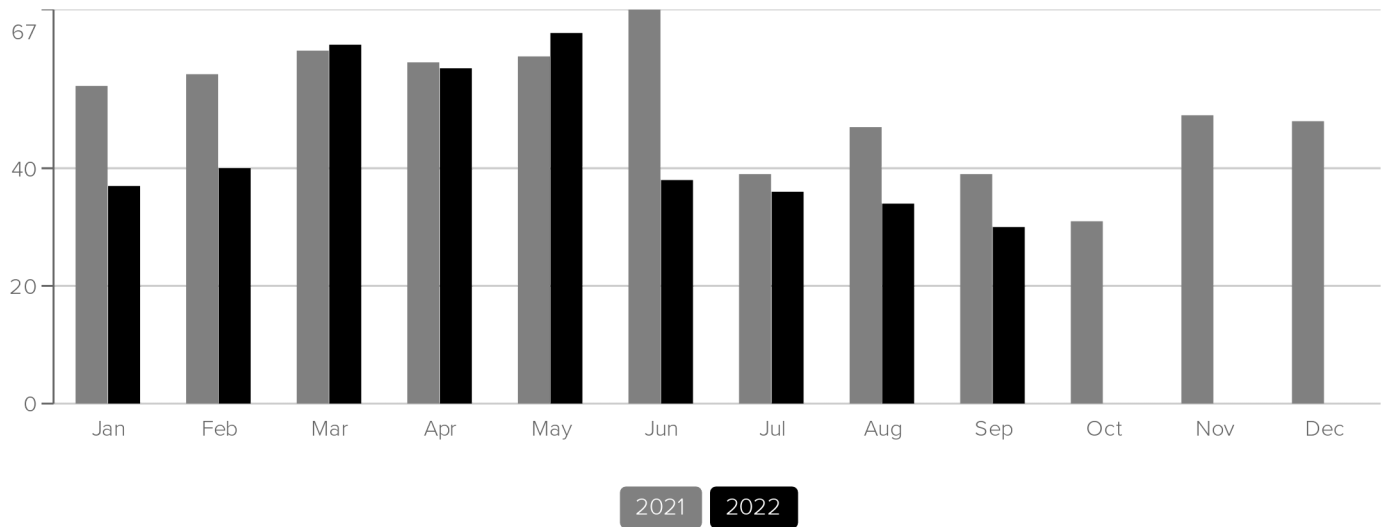
Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of October 7, 2022. Median days on market is a good indicator of the average length of time the current inventory has been on the market. The high price, low price, and median price provide context for the prices buyers and sellers can expect to encounter in this area.

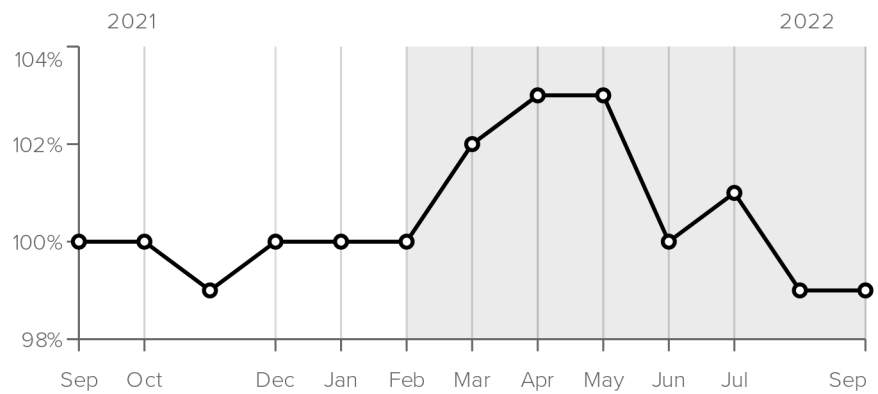
68 Homes for Sale	\$507,400 Median List Price	58 Average Days on Market
29 Homes Under Contract	\$1,750,000 High Price	\$319,900 Low Price



Homes Sold

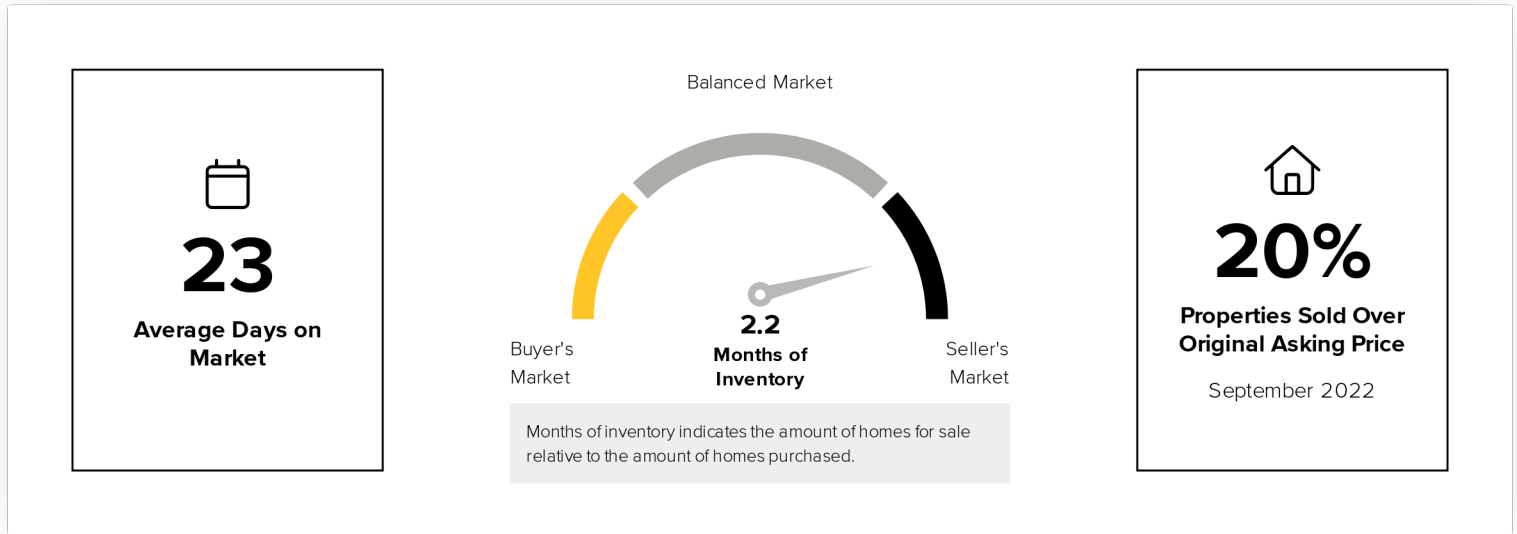


Sale to List Price Ratio





Market Conditions



Buyer's vs. Seller's Market

This graphic explains the key similarities and differences between a buyer's and seller's market; and how these market factors impact each group.

How it
Impacts
Buyers

Buyer's Market
More people selling homes than buying

More homes to choose from

More negotiating power

Could spend less than asking price

Price restrictions

Rarely competing offers

Seller's Market
More people buying homes than selling

Fewer homes to choose from

Less negotiating power

Need to be able to close quickly

Could spend more than asking price

Competition from other buyers

How it
Impacts
Sellers

Buyer's Market
More people selling homes than buying

Takes more time to sell

Fewer offers received

Could get lower than asking price

May have to make repairs and/or concessions

Seller's Market
More people buying homes than selling

Home sells quickly

Multiple offers likely

Could get more than asking price

Buyers willing to overlook repairs



Market Conditions by Price Range

This table provides insight into key market indicators at specific price breakpoints. This information is valuable as the market conditions can vary by price category.

Price Range	Active Listings	Months of Inventory		Sales		Market Climate
	As of 9/30/22	Current Period Sep 2022	3 Month Trend	Current Period Sep 2022	6 Month Avg	
< \$100,000	0	—	—	0	0	—
\$100,000 - \$150,000	0	—	—	0	0	—
\$150,000 - \$200,000	0	—	—	0	0	—
\$200,000 - \$250,000	0	—	—	0	0	—
\$250,000 - \$300,000	0	—	—	0	0	—
\$300,000 - \$350,000	3	1.5	0.6	2	2	● Seller's
\$350,000 - \$400,000	8	1.6	0.6	5	5	● Seller's
\$400,000 - \$450,000	11	1.1	0.5	10	8	● Seller's
\$450,000 - \$500,000	11	3.7	0.6	3	7	● Seller's
\$500,000 - \$550,000	8	2.7	0.9	3	3	● Seller's
> \$550,000	24	3.4	0.8	7	15	● Seller's
All Properties	65	2.2	0.7	30	43	Seller's

Buyer's Market

More than 7 months of inventory
Home prices will depreciate

Balanced Market

Between 6-7 months of inventory
Home prices will only appreciate with inflation

Seller's Market

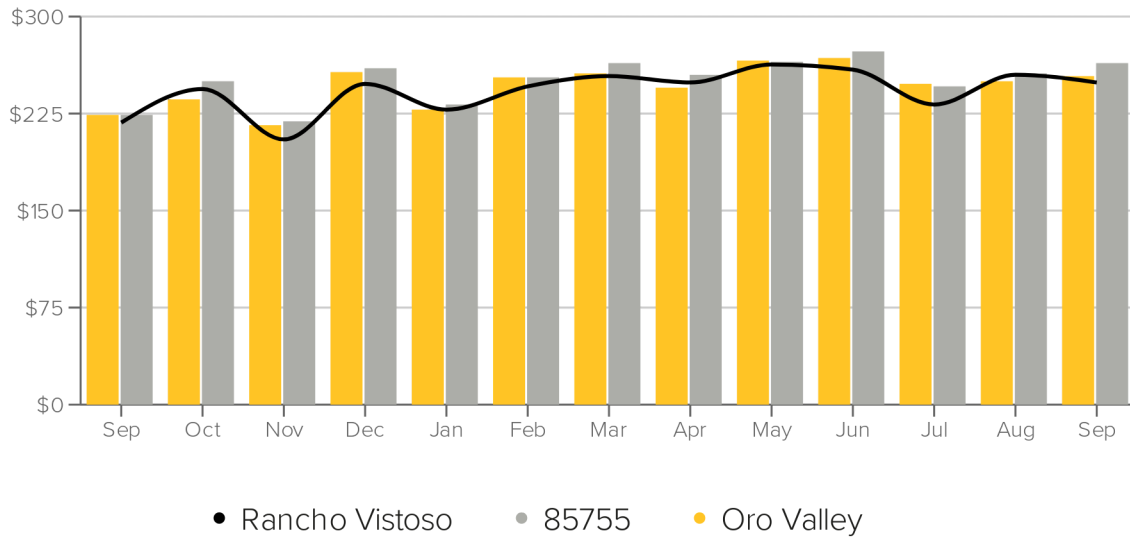
Less than 6 months of inventory
Home prices will appreciate



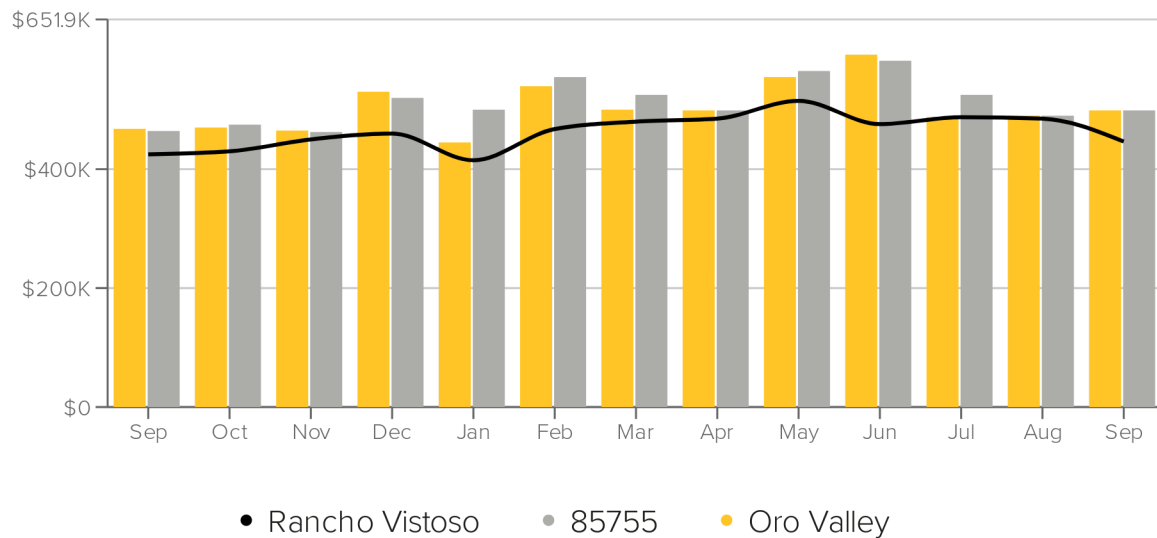
Compare Rancho Vistoso to Zip Code and City

The charts below compare the average price per square foot and median sale price indicators of the neighborhood to its parent zip code and city.

Average Price per Square Foot



Median Sale Price





Statistics

Days on Market by Price Range

The bar graph below indicates the median days on the market value for each price range breakpoint in Rancho Vistoso. The values are based on closed transactions in September 2022.

