



Neighborhood Market Report



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Rancho Vistoso

Oro Valley, Arizona

November 2022



Market Summary

All Property Types

Recent Sales Trends

The statistics below highlight key market indicators for Rancho Vistoso. The data in the Sold Listings table is based on homes sold within the month of October 2022.

	Current Period Oct 2022	Last Month Sep 2022	Change From Last Month	Last Year Oct 2021	Change From Last Year
Homes Sold	27	33	▼ 18%	31	▼ 13%
Median Sale Price	\$455,500	\$445,000	▲ 2%	\$430,000	▲ 6%
Median List Price	\$450,000	\$450,000	0%	\$430,000	▲ 5%
Sale to List Price Ratio	99%	99%	0%	100%	▼ 1%
Sales Volume	\$12,989,390	\$17,458,300	▼ 26%	\$14,907,400	▼ 13%
Average Days on Market	23 days	24 days	▼ 1 day	20 days	▲ 3 days
Homes Sold Year to Date	426	—	—	510	▼ 16%
For Sale at Month's End	74	65	▲ 14%	—	—

Current Market

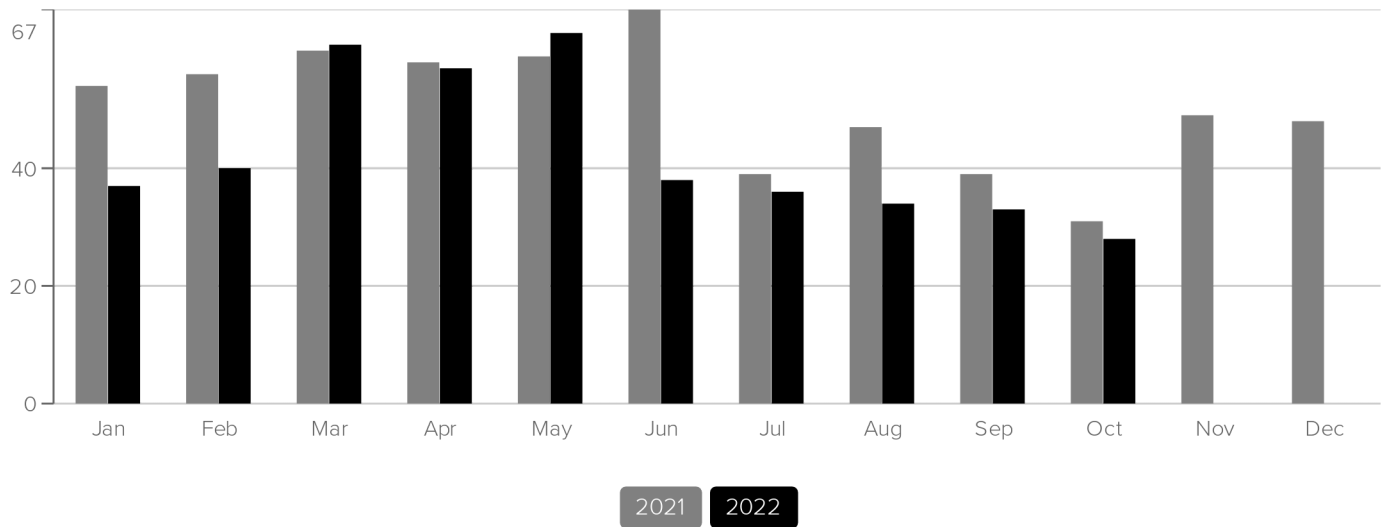
The statistics below provide an up-to-date snapshot of the listed inventory as of November 15, 2022. Median days on market is a good indicator of the average length of time the current inventory has been on the market. The high price, low price, and median price provide context for the prices buyers and sellers can expect to encounter in this area.

57 Homes for Sale	34 Homes Under Contract	\$2,200,000 High Price
\$329,000 Low Price	\$525,000 Median List Price	



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Homes Sold



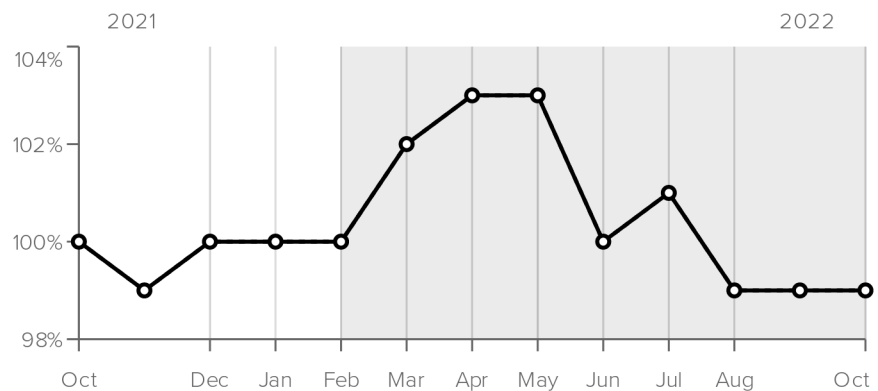
Sale to List Price Ratio



99%

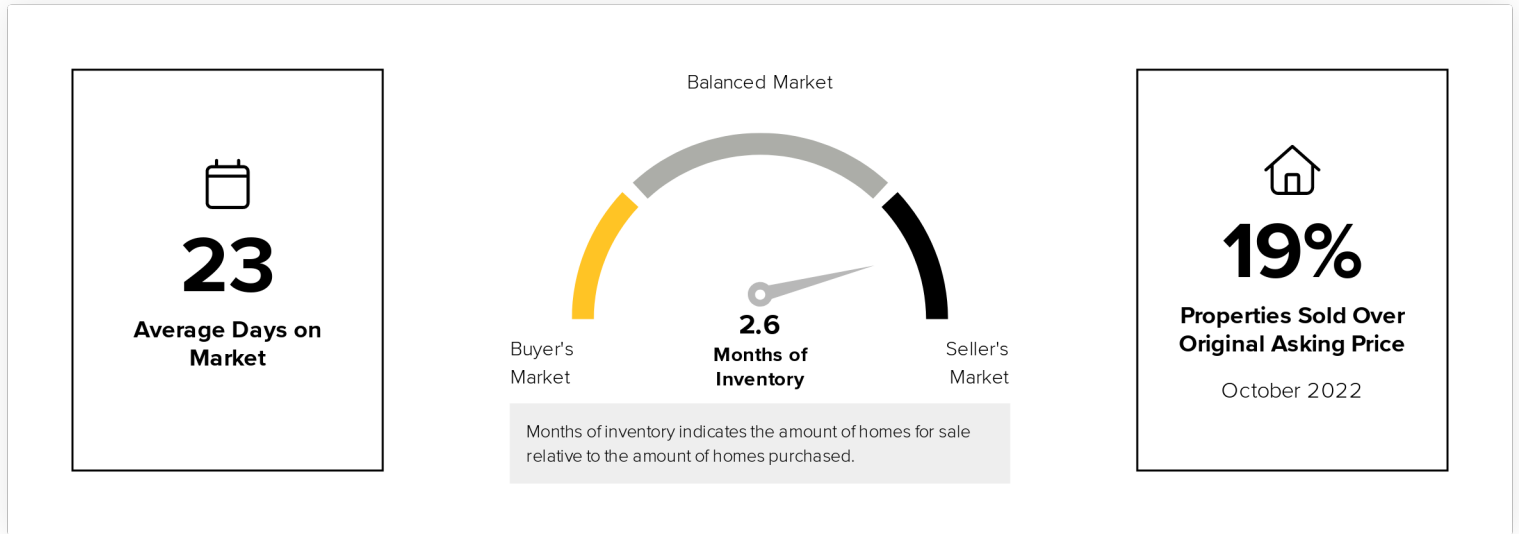
Average Sale to List Price Ratio

October 2022





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 10/31/22	Current Period Oct 2022	3 Month Trend	Current Period Oct 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	5	5.0	0.8	1	2	● Balanced
\$350,000 - \$400,000	6	0.9	0.3	7	5	● Seller's
\$400,000 - \$450,000	8	1.6	0.4	5	8	● Seller's
\$450,000 - \$500,000	16	2.3	0.9	7	7	● Seller's
\$500,000 - \$550,000	12	4.0	1.7	3	3	● Seller's
> \$550,000	27	5.4	1.1	5	12	● Balanced
All Properties	74	2.6	0.8	28	39	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

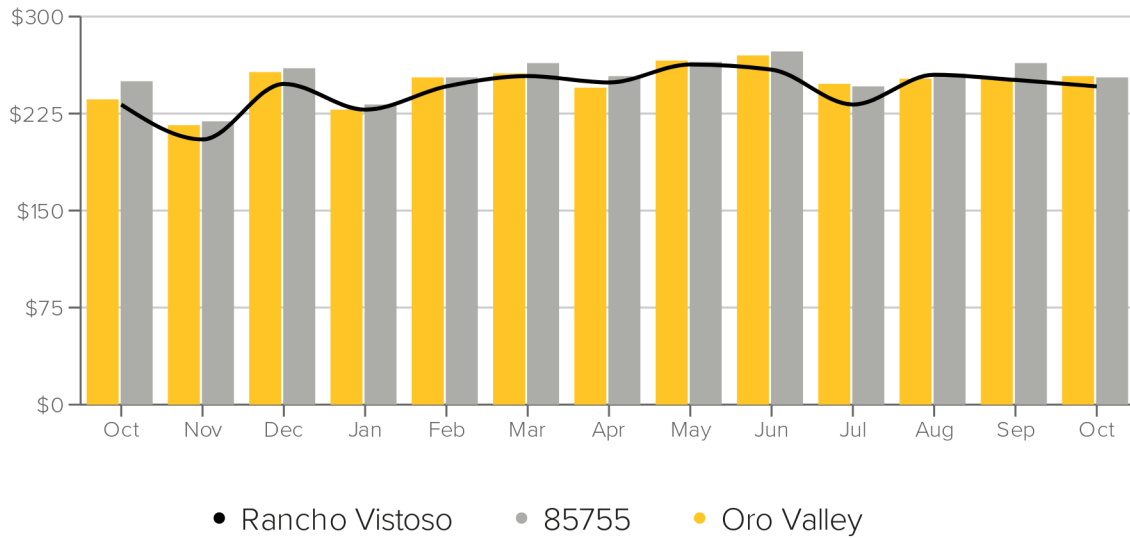
Less than 6 months of inventory
 Home prices will appreciate



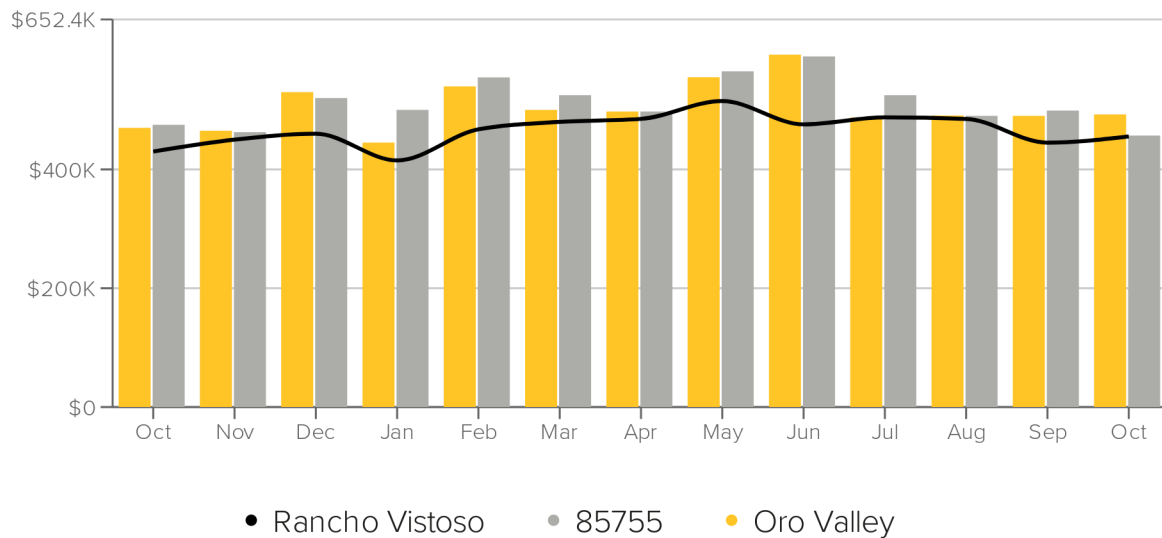
Compare Rancho Vistoso to Zip Code and City

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 October 2022.

