



Neighborhood Market Report



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Rancho Vistoso

Oro Valley, Arizona

January 2023



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 December 2022.

| | Current Period Dec 2022 | Last Month Nov 2022 | Change From Last Month | Last Year Dec 2021 | Change From Last Year |
|---------------------------------|----------------------------|------------------------|---------------------------|-----------------------|--------------------------|
| Homes Sold | 24 | 28 | ▼ 14% | 48 | ▼ 50% |
| Median Sale Price | \$437,000 | \$432,888 | ▲ 1% | \$460,000 | ▼ 5% |
| Median List Price | \$437,000 | \$439,750 | ▼ 1% | \$462,450 | ▼ 6% |
| Sale to List Price Ratio | 98% | 97% | ▲ 1% | 100% | ▼ 2% |
| Sales Volume | \$11,380,323 | \$13,218,475 | ▼ 14% | \$24,229,519 | ▼ 53% |
| Average Days on Market | 40 days | 35 days | ▲ 5 days | 21 days | ▲ 19 days |
| Homes Sold Year to Date | 479 | — | — | 607 | ▼ 21% |
| For Sale at Month's End | — | 64 | ▼ 100% | — | — |

Current Market

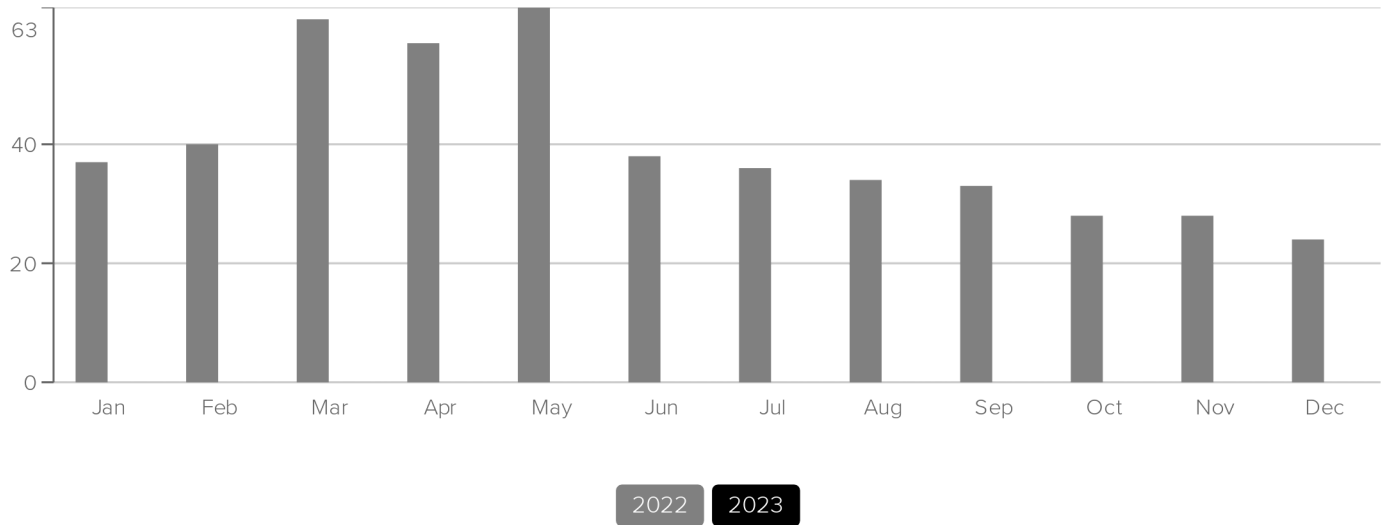
The statistics below provide an up-to-date snapshot of the listed inventory as of January 7, 2023. Median days on market is a good indicator of the average length of time the current inventory has been on the market. The high price, low price, and median price provide context for the prices buyers and sellers can expect to encounter in this area.

| | | |
|-------------------------------|---------------------------------------|----------------------------------|
| 74 Homes for Sale | 25 Homes Under Contract | \$1,998,000 High Price |
| \$310,000 Low Price | \$520,000 Median List Price | |



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Homes Sold



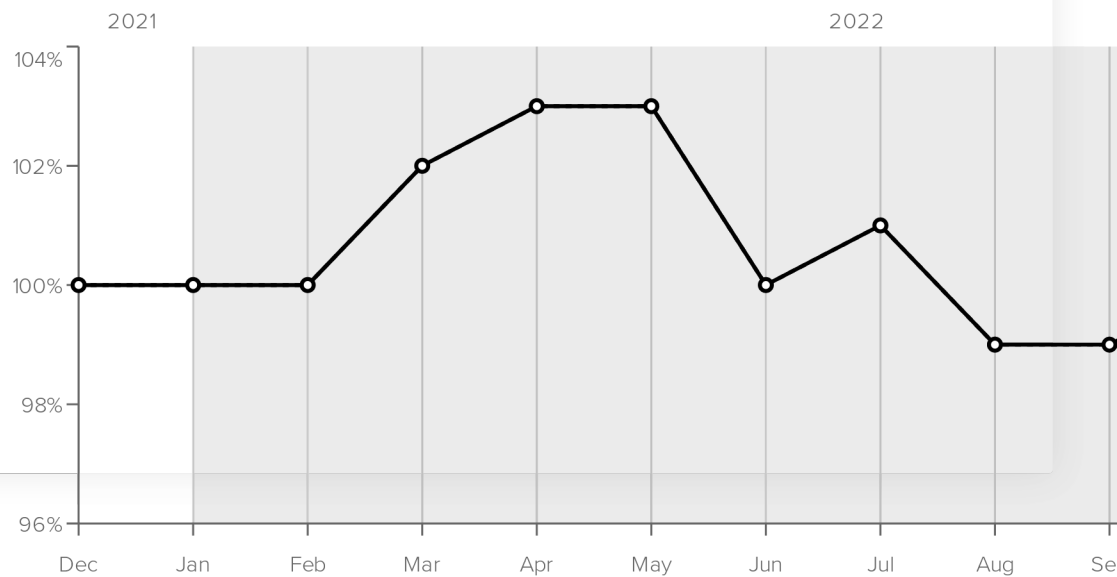
Sale to List Price Ratio



98%

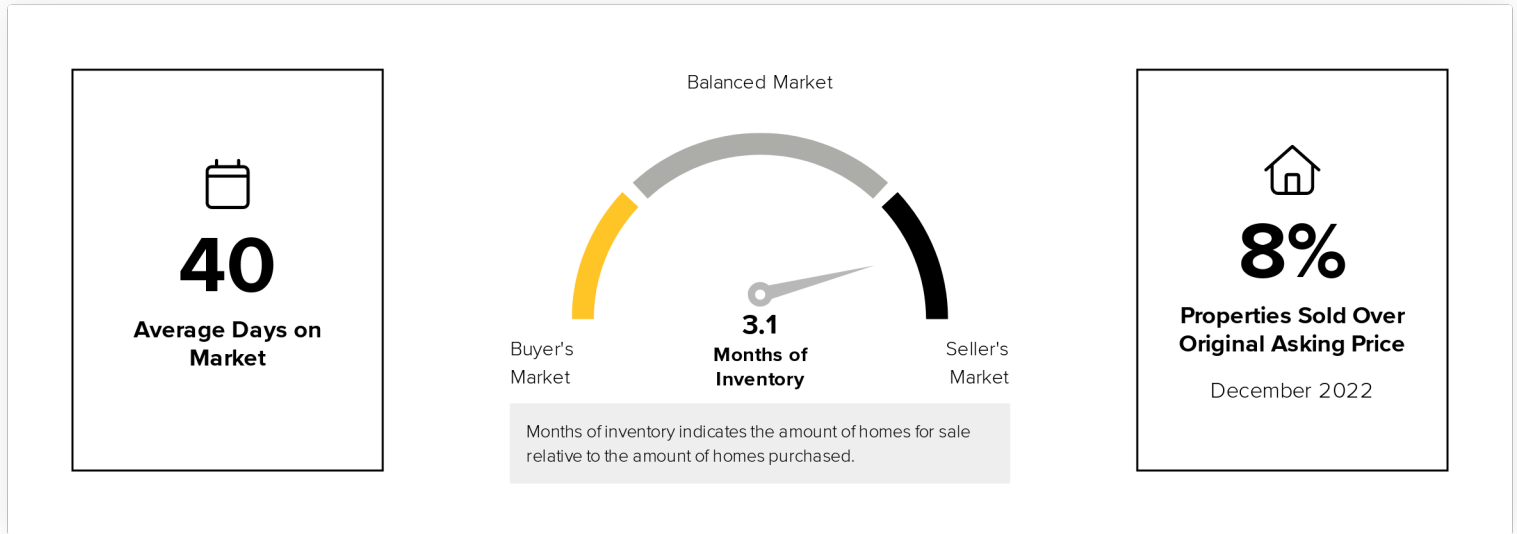
Average Sale to List Price Ratio

December 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 1/7/23 | Current Period Dec 2022 | 3 Month Trend | Current Period Dec 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 | 0 | 0 | — |
| \$300,000 - \$350,000 | 4 | 1.0 | 0.4 | 4 | 2 | ● Seller's |
| \$350,000 - \$400,000 | 4 | 1.0 | 0.3 | 4 | 4 | ● Seller's |
| \$400,000 - \$450,000 | 15 | 2.5 | 0.8 | 6 | 7 | ● Seller's |
| \$450,000 - \$500,000 | 12 | 4.0 | 1.0 | 3 | 5 | ● Seller's |
| \$500,000 - \$550,000 | 10 | 5.0 | 1.1 | 2 | 3 | ● Balanced |
| > \$550,000 | 29 | 5.8 | 1.9 | 5 | 7 | ● Balanced |
| All Properties | 74 | 3.1 | 0.9 | 24 | 31 | 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

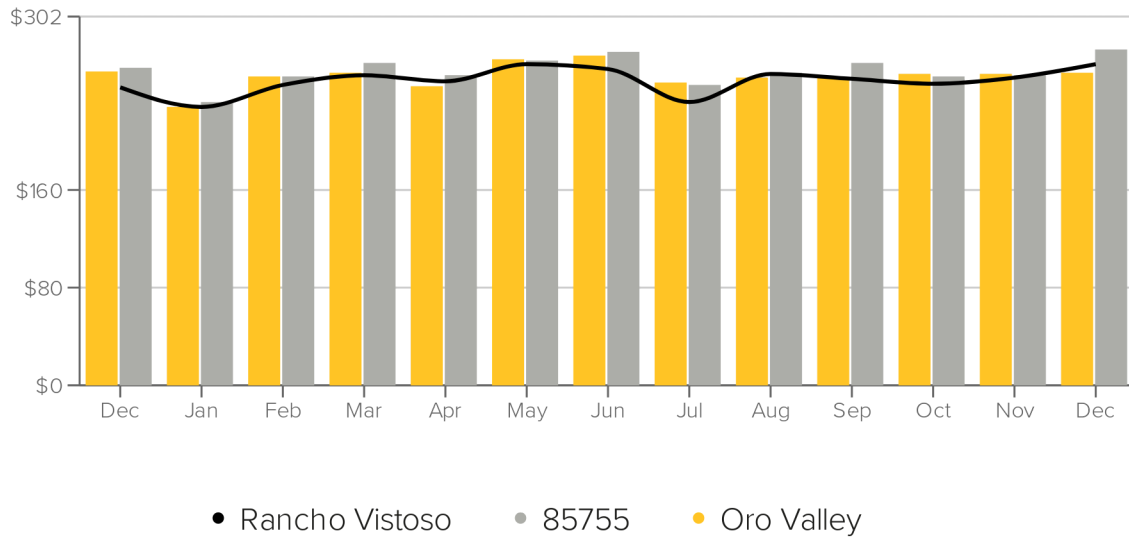
Less than 6 months of inventory
 Home prices will appreciate



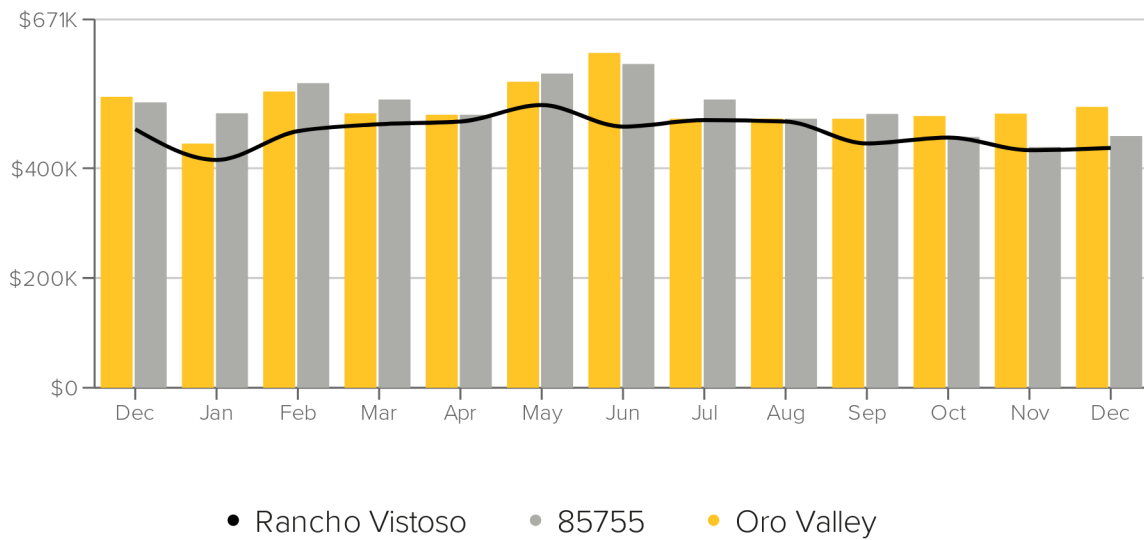
Compare Rancho Vistoso to Zip Code and City

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 December 2022.

