



Neighborhood Market Report



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Rancho Vistoso

Oro Valley, Arizona

April 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 March 2023.

| | Current Period Mar 2023 | Last Month Feb 2023 | Change From Last Month | Last Year Mar 2022 | Change From Last Year |
|--------------------------|----------------------------|------------------------|---------------------------|-----------------------|--------------------------|
| Homes Sold | 43 | 31 | ▲ 39% | 61 | ▼ 30% |
| Median Sale Price | \$470,000 | \$435,000 | ▲ 8% | \$480,000 | ▼ 2% |
| Median List Price | \$473,000 | \$435,000 | ▲ 9% | \$470,000 | ▲ 1% |
| Sale to List Price Ratio | 100% | 98% | ▲ 2% | 102% | ▼ 2% |
| Sales Volume | \$22,825,000 | \$15,108,894 | ▲ 51% | \$33,489,054 | ▼ 32% |
| Average Days on Market | 27 days | 33 days | ▼ 6 days | 14 days | ▲ 13 days |
| Homes Sold Year to Date | 96 | 53 | ▲ 81% | 138 | ▼ 30% |
| For Sale at Month's End | 71 | 67 | ▲ 6% | — | — |

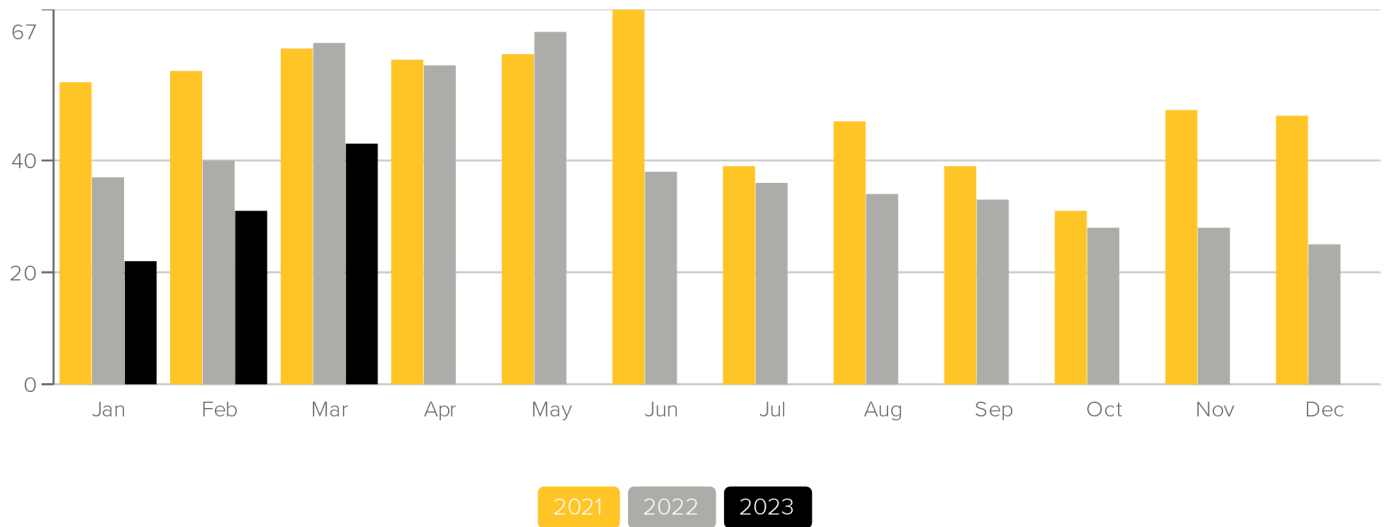
Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of April 8, 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.

| | | |
|------------------------|--------------------------------|---------------------------|
| 57 Homes for Sale | 50 Homes Under Contract | \$2,480,000 High Price |
| \$369,000 Low Price | \$481,000 Median List Price | |



Homes Sold



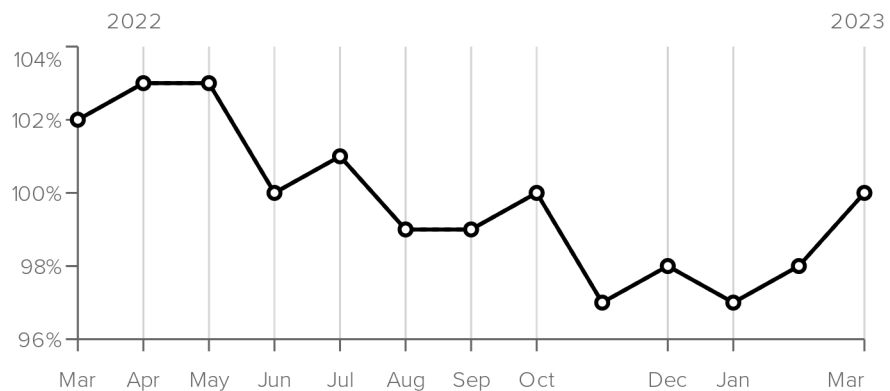
Sale to List Price Ratio



100%

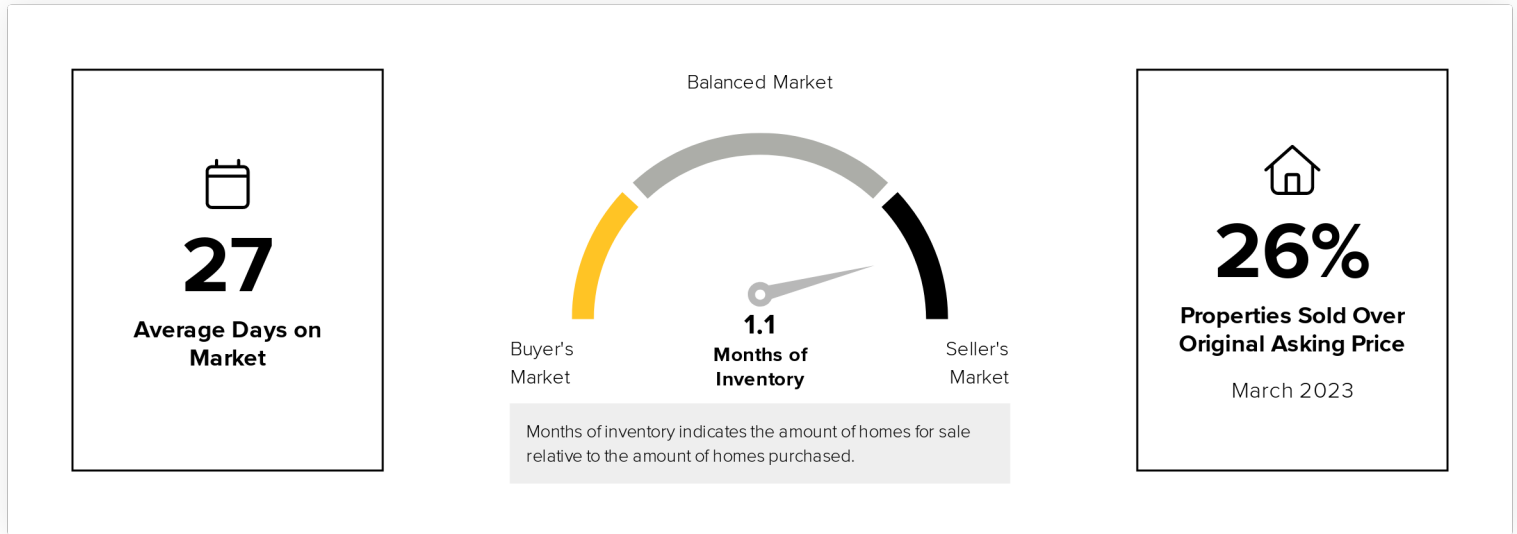
Average Sale to List Price Ratio

March 2023





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 3/31/23 | Current Period Mar 2023 | 3 Month Trend | Current Period Mar 2023 | 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 | 0 | 0.0 | 0.0 | 3 | 3 | ● Seller's |
| \$350,000 - \$400,000 | 5 | 0.5 | 0.3 | 10 | 5 | ● Seller's |
| \$400,000 - \$450,000 | 11 | 1.8 | 0.6 | 6 | 6 | ● Seller's |
| \$450,000 - \$500,000 | 10 | 2.0 | 1.4 | 5 | 3 | ● Seller's |
| \$500,000 - \$550,000 | 5 | 1.0 | 0.4 | 5 | 3 | ● Seller's |
| > \$550,000 | 18 | 1.3 | 0.7 | 14 | 7 | ● Seller's |
| All Properties | 49 | 1.1 | 0.5 | 43 | 30 | 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

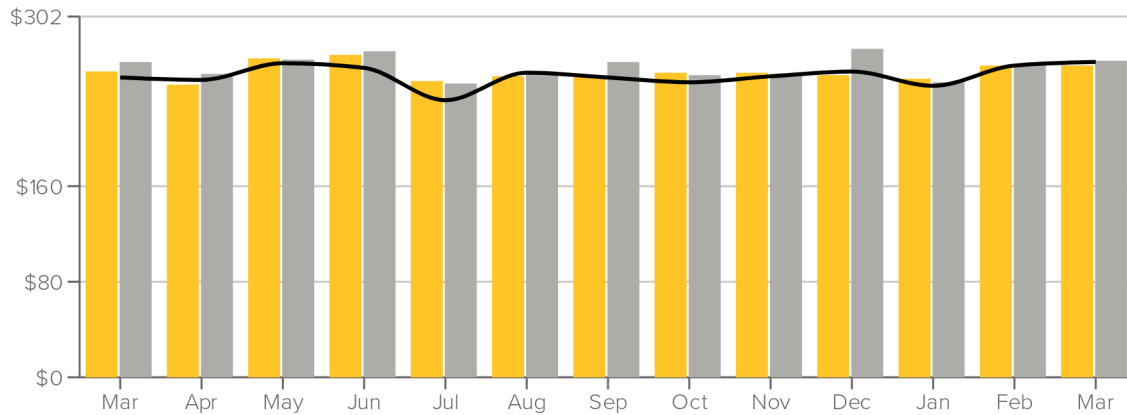
Less than 6 months of inventory
 Home prices will appreciate



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

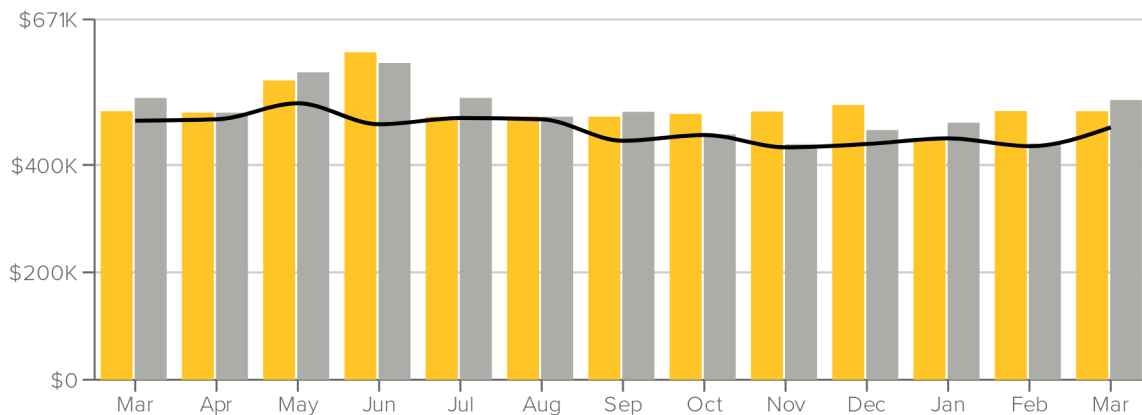


• Rancho Vistoso

• 85755

• Oro Valley

Median Sale Price



• Rancho Vistoso

• 85755

• Oro Valley



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 March 2023.

