



Neighborhood Market Report



Stephen Woodall - Team Woodall
(520) 818-4504
Stephen@TeamWoodall.com
<http://TeamWoodall.com>

Rancho Vistoso

Oro Valley, Arizona

September 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 August 2023.

	Current Period Aug 2023	Last Month Jul 2023	Change From Last Month	Last Year Aug 2022	Change From Last Year
Homes Sold	39	36	▲ 8%	34	▲ 15%
Median Sale Price	\$477,500	\$505,000	▼ 5%	\$485,000	▼ 2%
Median List Price	\$465,000	\$500,000	▼ 7%	\$485,000	▼ 4%
Sale to List Price Ratio	99%	100%	▼ 1%	99%	0%
Sales Volume	\$21,304,630	\$20,236,500	▲ 5%	\$17,706,750	▲ 20%
Average Days on Market	20 days	24 days	▼ 4 days	16 days	▲ 4 days
Homes Sold Year to Date	300	261	▲ 15%	366	▼ 18%
For Sale at Month's End	49	41	▲ 20%	—	—

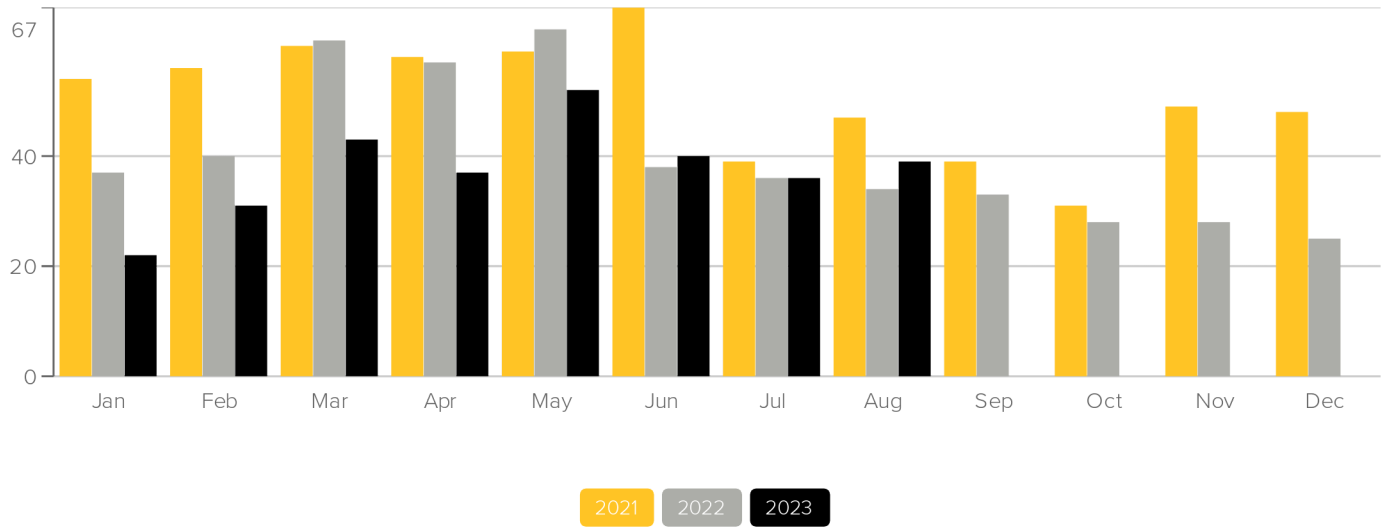
Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of September 3, 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.

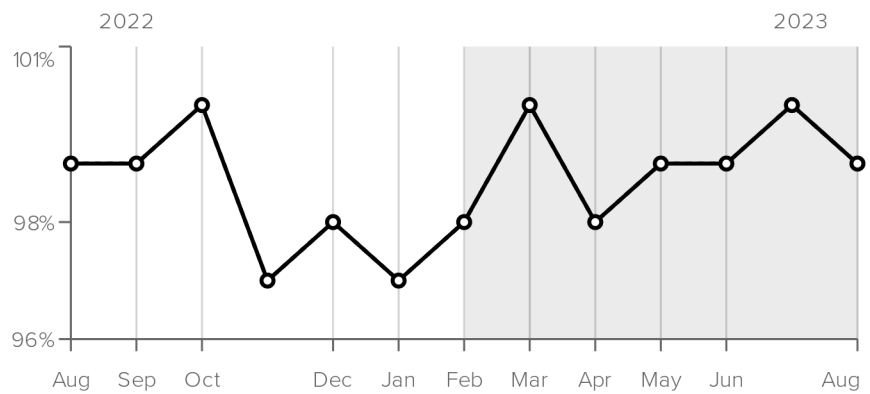
44 Homes for Sale	24 Homes Under Contract	\$2,299,000 High Price
\$355,000 Low Price	\$517,444 Median List Price	



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 9/1/23	Current Period Aug 2023	3 Month Trend	Current Period Aug 2023	6 Month Avg	
All Price Ranges	42	1.1	0.4	39	41	Seller's
< \$150,000	0	—	—	0	0	—
\$150,000 - \$300,000	0	—	0.0	0	0	—
\$300,000 - \$450,000	12	0.8	0.3	16	17	● Seller's
\$450,000 - \$600,000	17	1.7	0.4	10	14	● Seller's
\$600,000 - \$750,000	5	0.6	0.4	8	4	● Seller's
\$750,000 - \$900,000	4	1.0	0.4	4	3	● Seller's
\$900,000 - \$1,050,000	1	—	—	0	0	—
\$1,050,000 - \$1,200,000	1	1.0	1.0	1	0	● Seller's
\$1,200,000 - \$1,350,000	1	—	—	0	0	—
\$1,350,000 - \$1,500,000	1	—	—	0	0	—
> \$1,500,000	0	—	0.0	0	0	—

Seller's Market

Less than 6 months of inventory

Balanced Market

Between 6-7 months of inventory

Buyer's Market

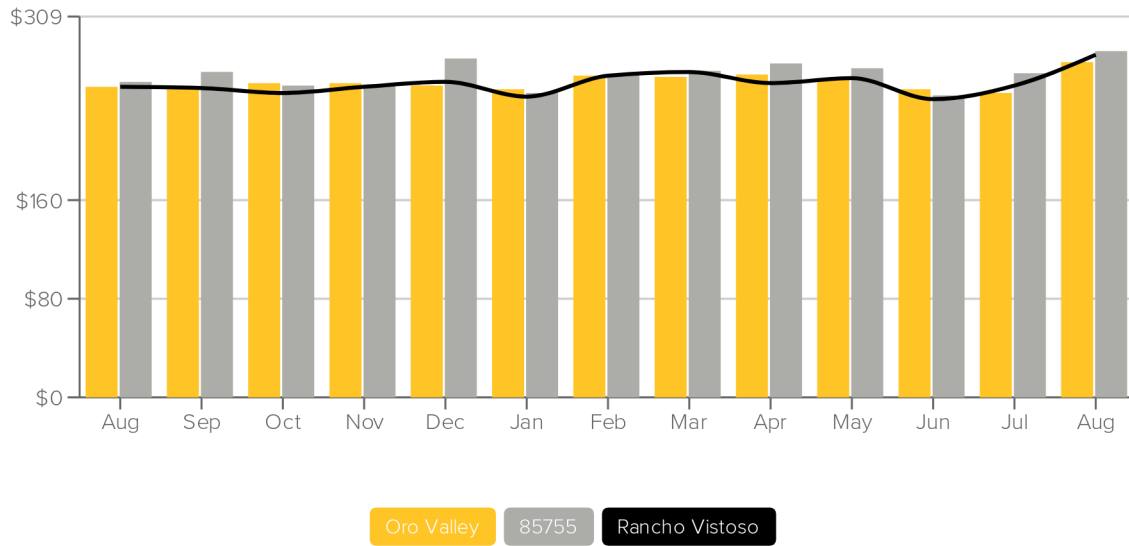
More than 7 months of inventory



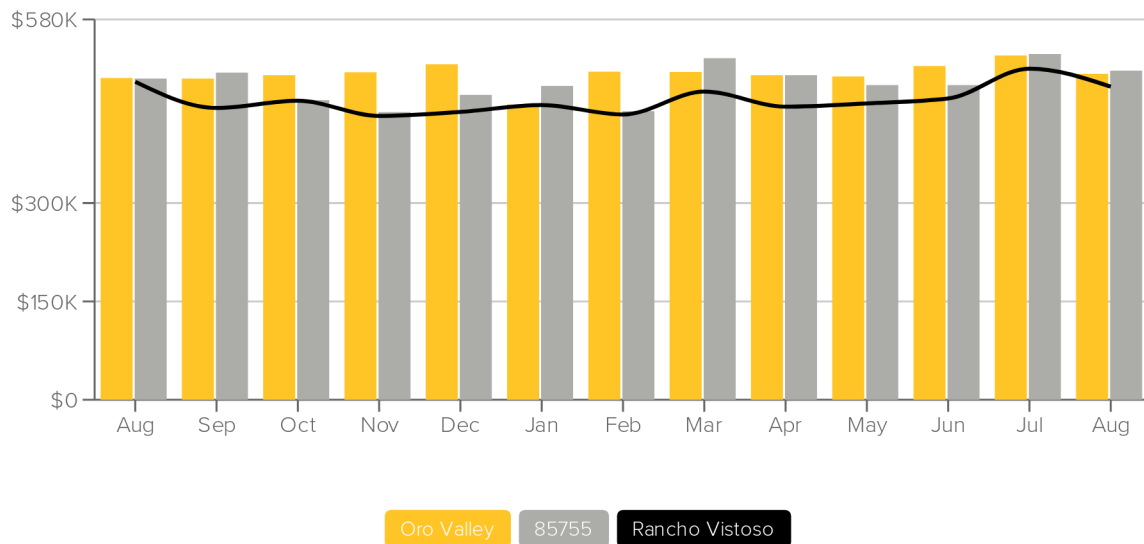
Compare Rancho Vistoso to Zip Code and City

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 August 2023.

