



Neighborhood Market Report



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Rancho Vistoso

Oro Valley, Arizona

October 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 September 2023.

	Current Period Sep 2023	Last Month Aug 2023	Change From Last Month	Last Year Sep 2022	Change From Last Year
Homes Sold	18	39	▼ 54%	34	▼ 47%
Median Sale Price	\$472,000	\$477,500	▼ 1%	\$446,500	▲ 6%
Median List Price	\$469,250	\$465,000	▲ 1%	\$450,000	▲ 4%
Sale to List Price Ratio	99%	99%	0%	99%	0%
Sales Volume	\$10,243,725	\$21,304,630	▼ 52%	\$18,783,300	▼ 45%
Average Days on Market	54 days	21 days	▲ 33 days	26 days	▲ 28 days
Homes Sold Year to Date	320	302	▲ 6%	406	▼ 21%
For Sale at Month's End	42	49	▼ 14%	55	▼ 24%

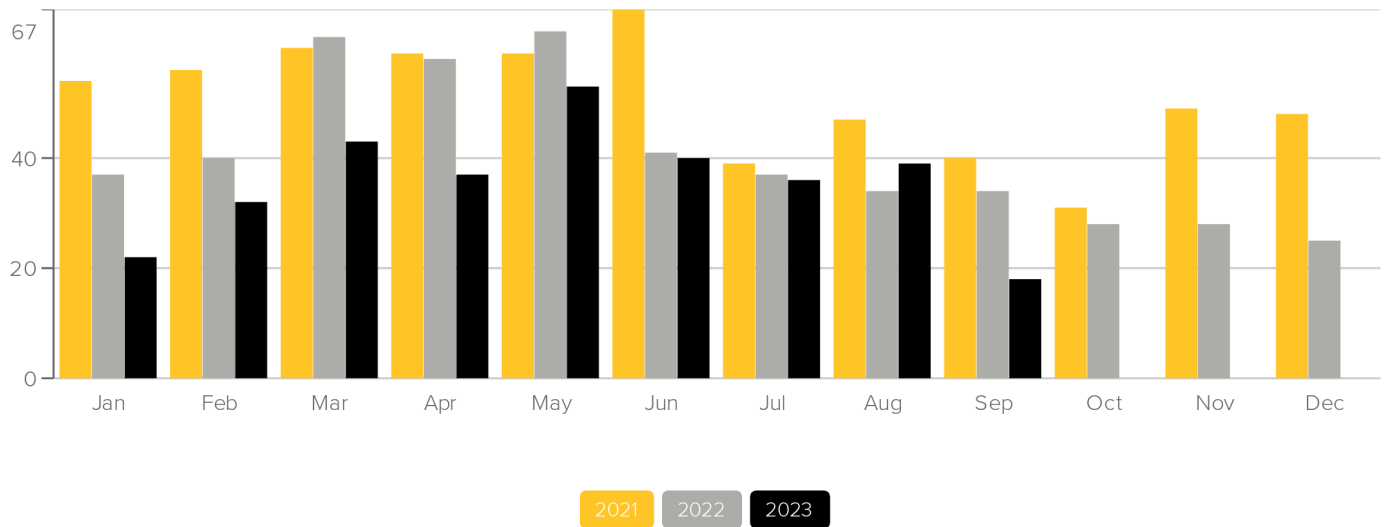
Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of October 4, 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.

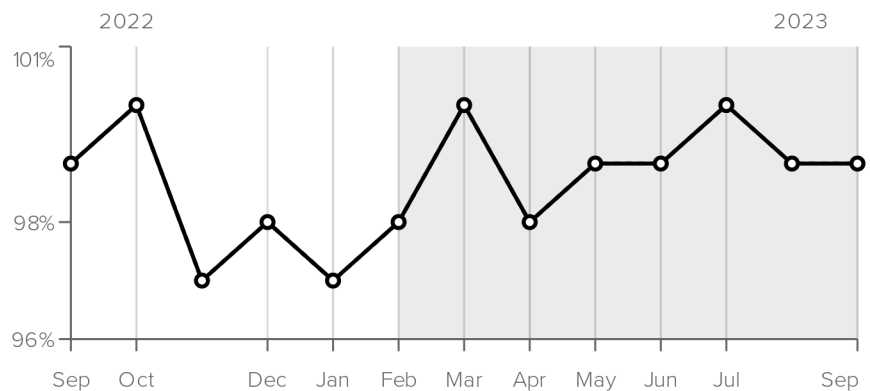
45 Homes for Sale	28 Homes Under Contract	\$2,299,000 High Price
\$355,000 Low Price	\$515,888 Median List Price	



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 9/30/23	Current Period Sep 2023	3 Month Trend	Current Period Sep 2023	6 Month Avg	
All Price Ranges	49	2.7	0.5	18	37	Seller's
< \$150,000	0	—	—	0	0	—
\$150,000 - \$300,000	0	—	—	0	0	—
\$300,000 - \$450,000	13	2.6	0.4	5	15	● Seller's
\$450,000 - \$600,000	23	2.9	0.6	8	13	● Seller's
\$600,000 - \$750,000	6	3.0	0.5	2	3	● Seller's
\$750,000 - \$900,000	2	2.0	0.2	1	2	● Seller's
\$900,000 - \$1,050,000	1	1.0	1.0	1	0	● Seller's
\$1,050,000 - \$1,200,000	0	—	0.0	0	0	—
\$1,200,000 - \$1,350,000	3	3.0	3.0	1	0	● Seller's
\$1,350,000 - \$1,500,000	0	—	—	0	0	—
> \$1,500,000	1	—	1.0	0	0	—

Seller's Market

Less than 6 months of inventory

Balanced Market

Between 6-7 months of inventory

Buyer's Market

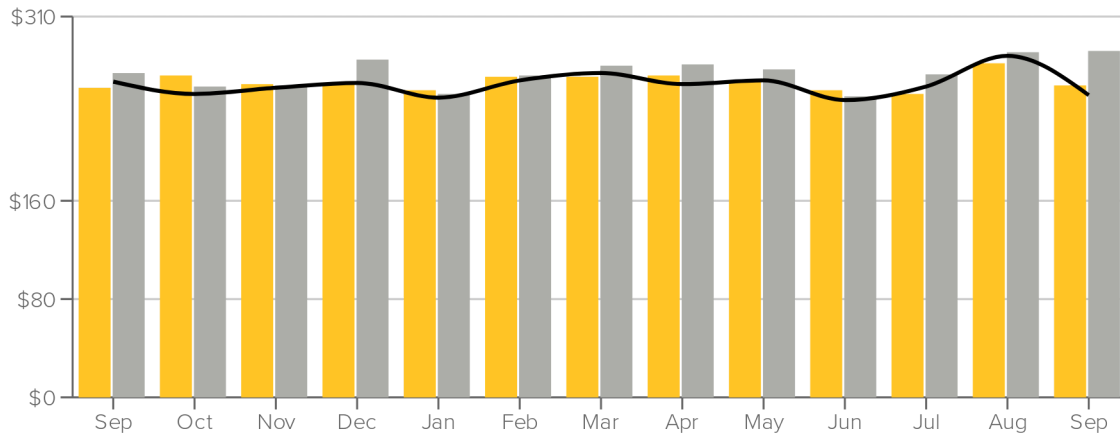
More than 7 months of inventory



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

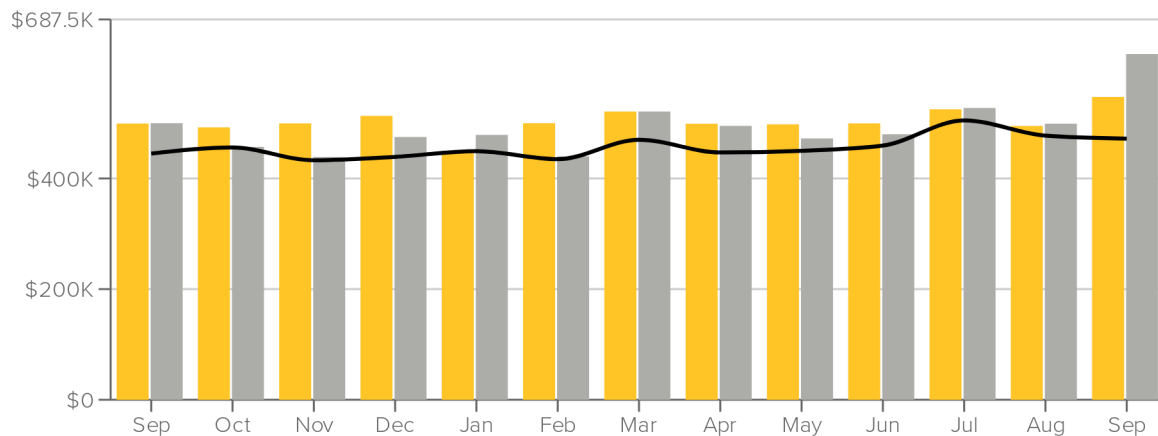


Oro Valley

85755

Rancho Vistoso

Median Sale Price



Oro Valley

85755

Rancho Vistoso



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 2023.

