



Neighborhood Market Report



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Rancho Vistoso

Oro Valley, Arizona

December 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 November 2023.

	Current Period Nov 2023	Last Month Oct 2023	Change From Last Month	Last Year Nov 2022	Change From Last Year
Homes Sold	25	20	▲ 25%	28	▼ 11%
Median Sale Price	\$465,000	\$499,750	▼ 7%	\$432,888	▲ 7%
Median List Price	\$470,000	\$497,250	▼ 5%	\$439,750	▲ 7%
Sale to List Price Ratio	98%	99%	▼ 1%	97%	▲ 1%
Sales Volume	\$12,594,505	\$11,405,745	▲ 10%	\$13,218,475	▼ 5%
Average Days on Market	29 days	37 days	▼ 8 days	42 days	▼ 13 days
Homes Sold Year to Date	364	339	▲ 7%	371	▼ 2%
For Sale at Month's End	55	49	▲ 12%	74	▼ 26%

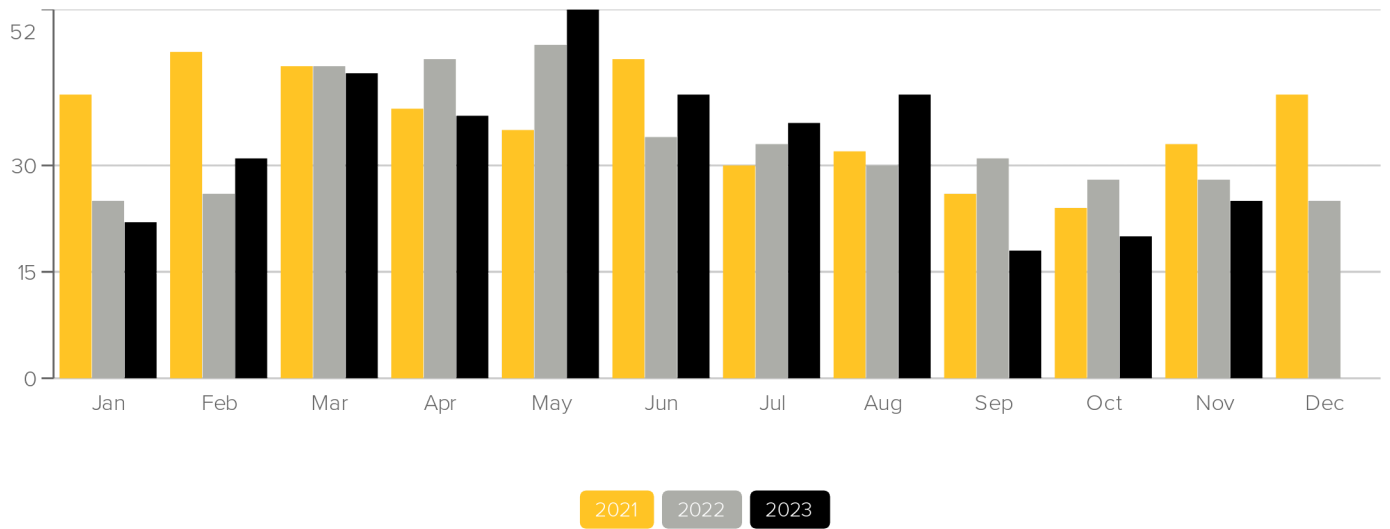
Current Market

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

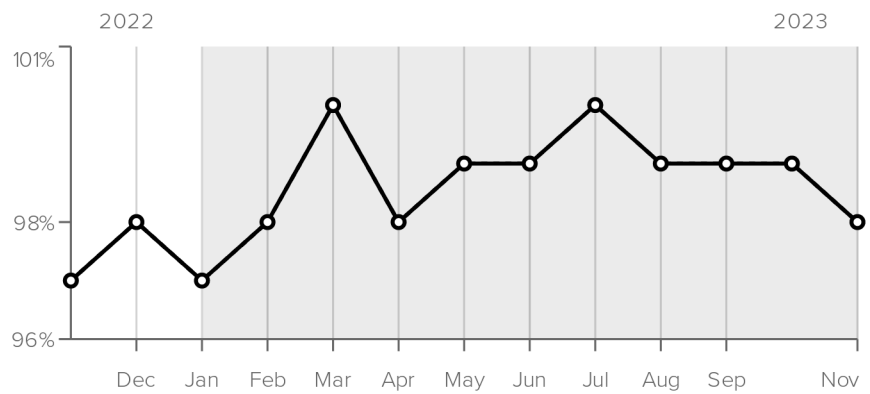
53 Homes for Sale	30 Homes Under Contract	\$2,299,000 High Price
\$355,000 Low Price	\$496,000 Median List Price	



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 11/30/23	Current Period Nov 2023	3 Month Trend	Current Period Nov 2023	6 Month Avg	
All Price Ranges	55	2.2	0.9	25	30	Seller's
< \$150,000	0	—	—	0	0	—
\$150,000 - \$300,000	0	—	—	0	0	—
\$300,000 - \$450,000	21	1.8	0.8	12	11	● Seller's
\$450,000 - \$600,000	18	2.0	0.8	9	11	● Seller's
\$600,000 - \$750,000	4	2.0	0.8	2	3	● Seller's
\$750,000 - \$900,000	4	2.0	0.8	2	2	● Seller's
\$900,000 - \$1,050,000	1	—	0.5	0	0	—
\$1,050,000 - \$1,200,000	2	—	2.0	0	0	—
\$1,200,000 - \$1,350,000	3	—	3.0	0	0	—
\$1,350,000 - \$1,500,000	0	—	—	0	0	—
> \$1,500,000	2	—	—	0	0	—

Seller's Market

Less than 6 months of inventory

Balanced Market

Between 6-7 months of inventory

Buyer's Market

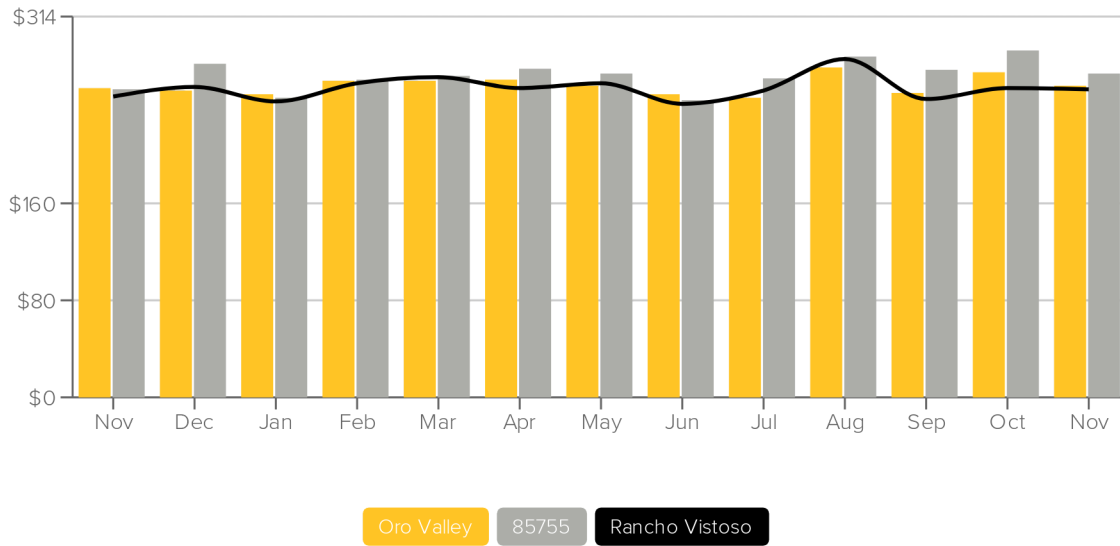
More than 7 months of inventory



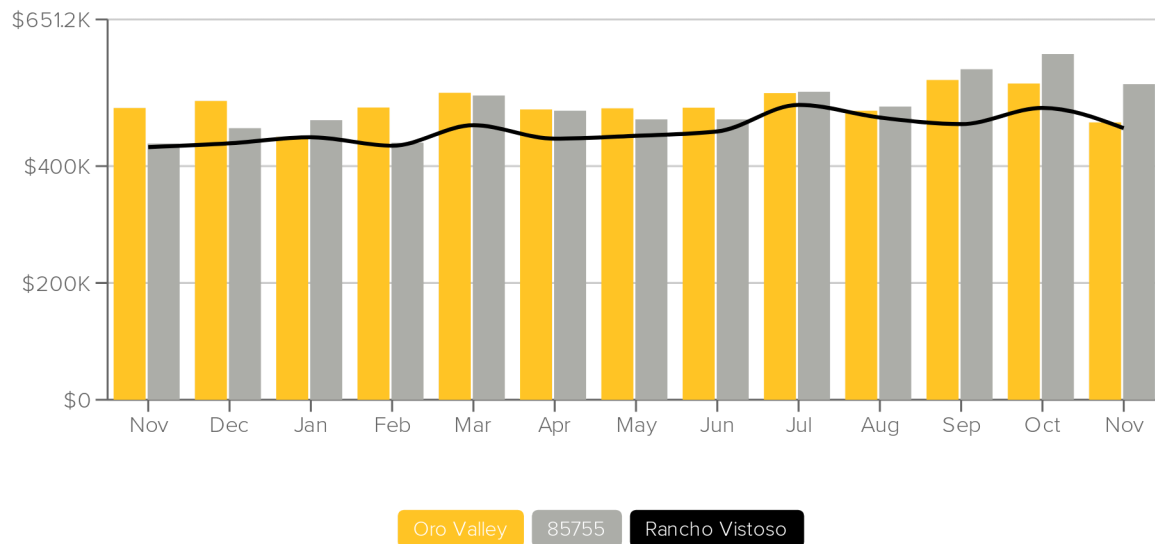
Compare Rancho Vistoso to Zip Code and City

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 November 2023.

