



Neighborhood Market Report



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Rancho Vistoso

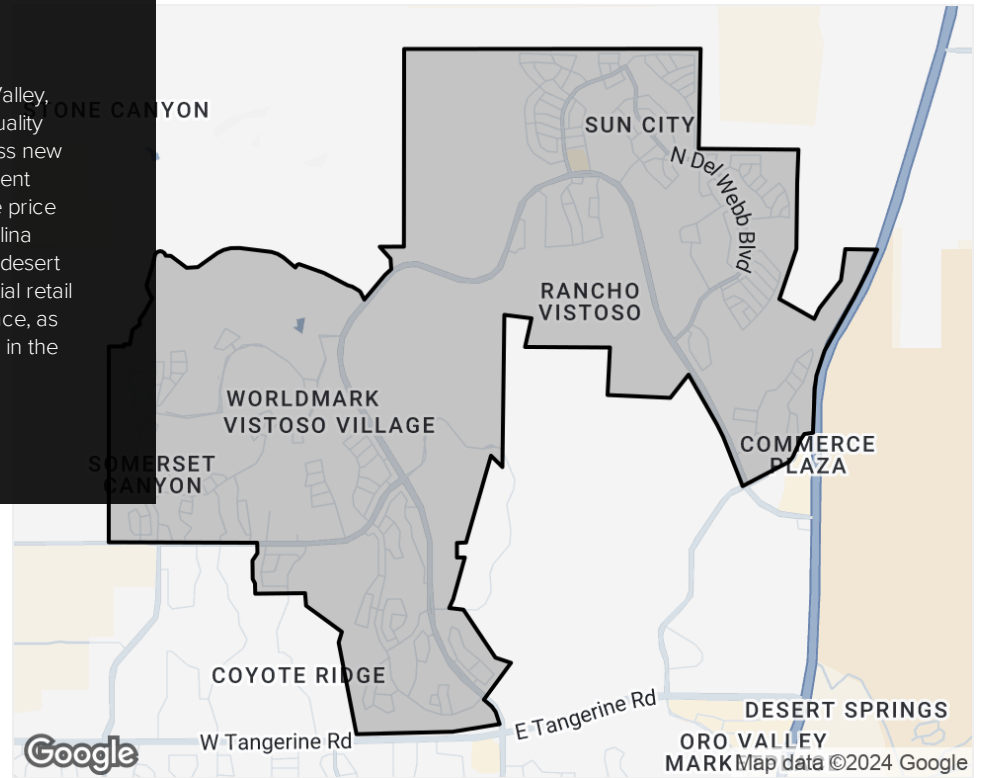
Oro Valley, Arizona

October 2024



About Rancho Vistoso

A master-planned community in northern Oro Valley, Rancho Vistoso is held in high esteem for the quality and variety of its many homes. These encompass new constructions, condominiums, golf course-adjacent properties, townhomes, and more, all at variable price points. Rancho Vistoso's close proximity to Catalina State Park suffuses the entire area with vibrant desert scenery. Residents enjoy easy access to essential retail destinations at the nearby Oro Valley Marketplace, as well as parks, hiking trails, and more embedded in the community itself.



Contact me to get
the full Market
Report and to learn
more about Rancho
Vistoso.





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 2024.

	Current Period Sep 2024	Last Month Aug 2024	Change From Last Month	Last Year Sep 2023	Change From Last Year
Homes Sold	22	29	▼ 24%	18	▲ 22%
Median Sale Price	\$474,250	\$465,000	▲ 2%	\$472,000	0%
Median List Price	\$487,000	\$470,000	▲ 4%	\$469,250	▲ 4%
Sale to List Price Ratio	98%	99%	▼ 1%	99%	▼ 1%
Sales Volume	\$11,536,650	\$16,485,200	▼ 30%	\$10,243,725	▲ 13%
Average Days on Market	38 days	37 days	▲ 1 day	55 days	▼ 17 days
Homes Sold Year to Date	286	264	▲ 8%	320	▼ 11%
For Sale at Month's End	106	103	▲ 3%	49	▲ 116%

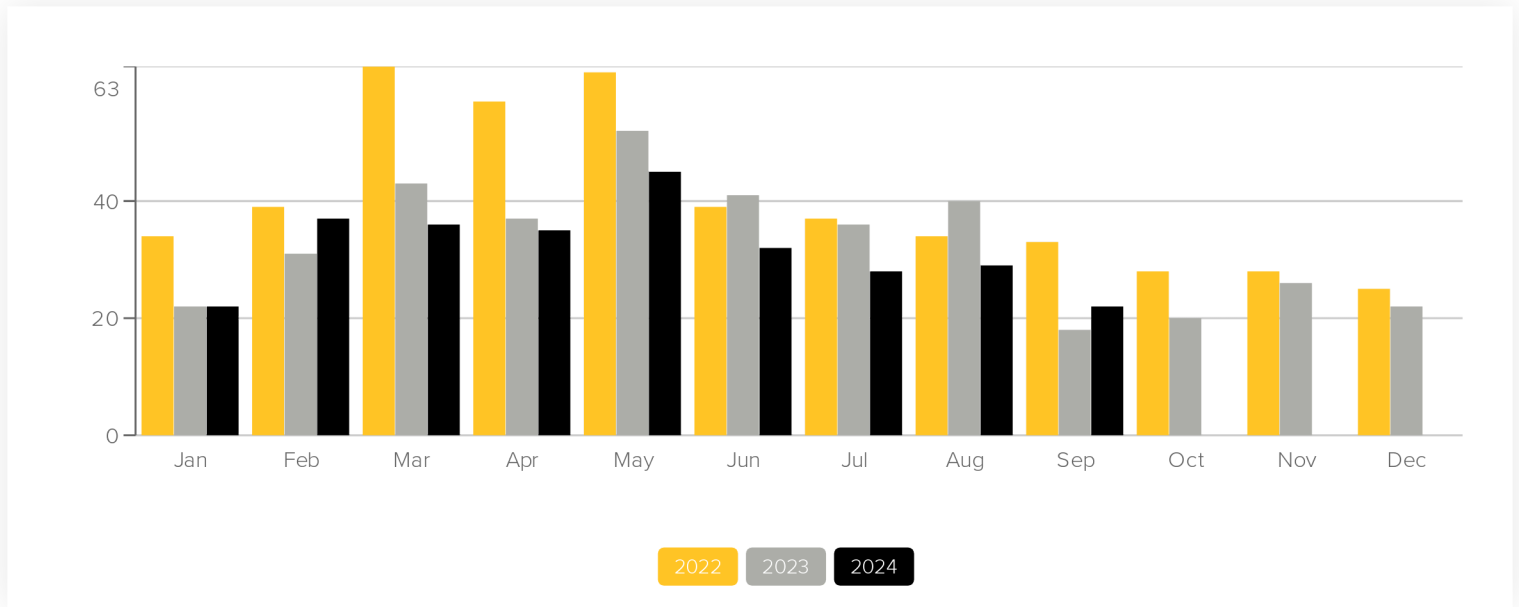
Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of October 2, 2024. 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.

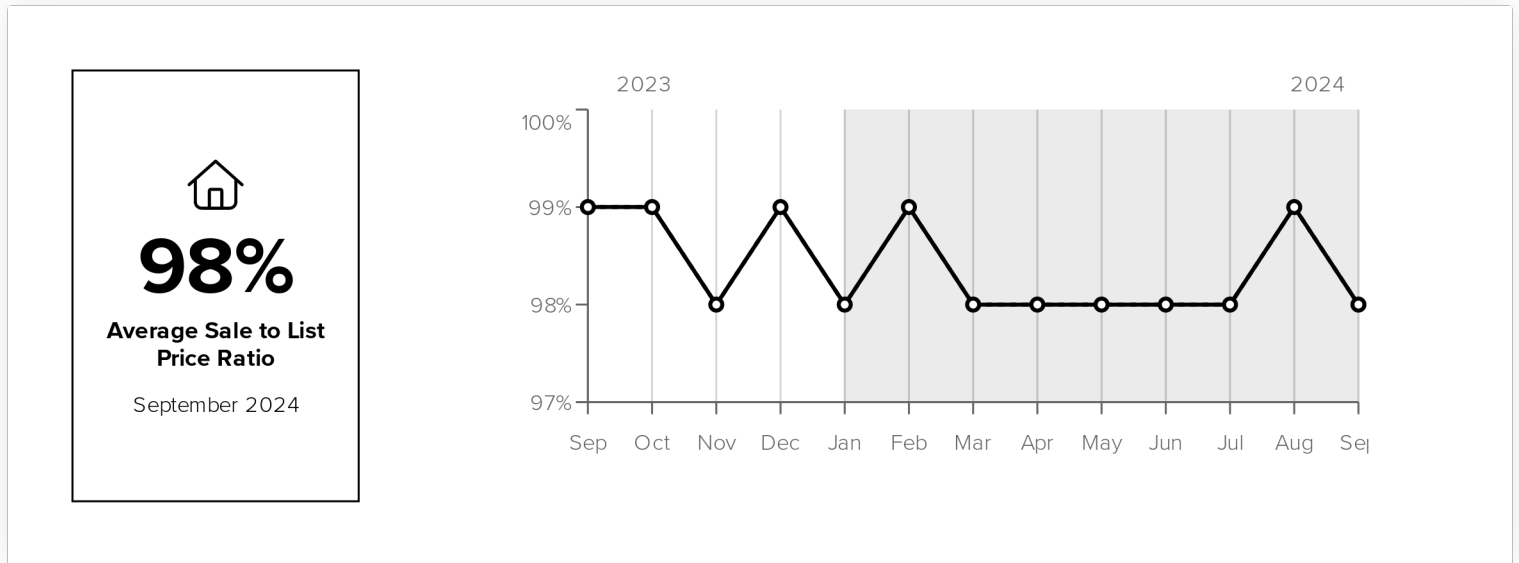
101 Homes for Sale	40 Homes Under Contract	\$2,839,000 High Price
\$317,500 Low Price	\$495,000 Median List Price	



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 10/2/24	Current Period Sep 2024	3 Month Trend	Current Period Sep 2024	
All Price Ranges	101	4.2	12	24	32	Seller's
< \$100,000	0	—	—	0	0	—
\$100,000 - \$200,000	0	—	—	0	0	—
\$200,000 - \$300,000	0	—	—	0	0	—
\$300,000 - \$400,000	18	3.6	11	5	6	● Seller's
\$400,000 - \$500,000	37	3.7	14	10	11	● Seller's
\$500,000 - \$600,000	16	3.2	0.9	5	6	● Seller's
\$600,000 - \$700,000	9	9.0	3.0	1	2	● Buyer's
\$700,000 - \$800,000	6	6.0	1.5	1	1	● Balanced
\$800,000 - \$900,000	5	2.5	1.0	2	1	● Seller's
\$900,000 - \$1,000,000	2	—	0.7	0	0	—
> \$1,000,000	8	—	1.6	0	2	—

Seller's Market
 Less than 6 months of inventory

Balanced Market
 Between 6-7 months of inventory

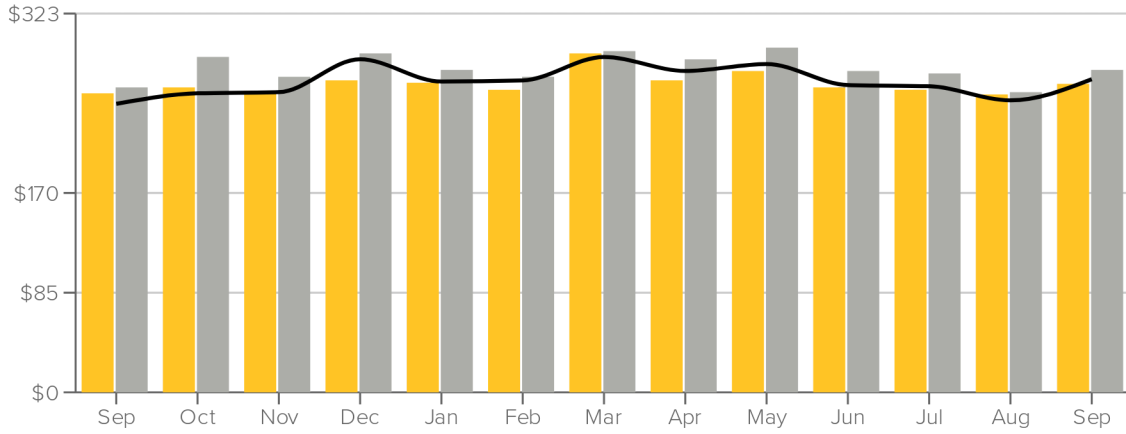
Buyer's Market
 More than 7 months of inventory



Compare Rancho Vistoso to Zip Code and City

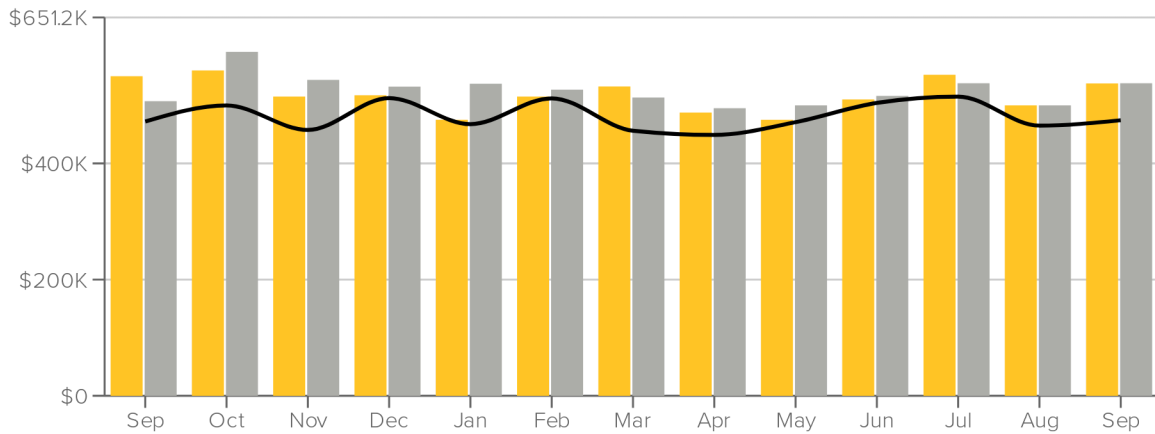
The charts below compare the average price per square foot and median sale price indicators of the neighborhood to its parent zip code and city.

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 2024.

