



Neighborhood Market Report



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Rancho Vistoso

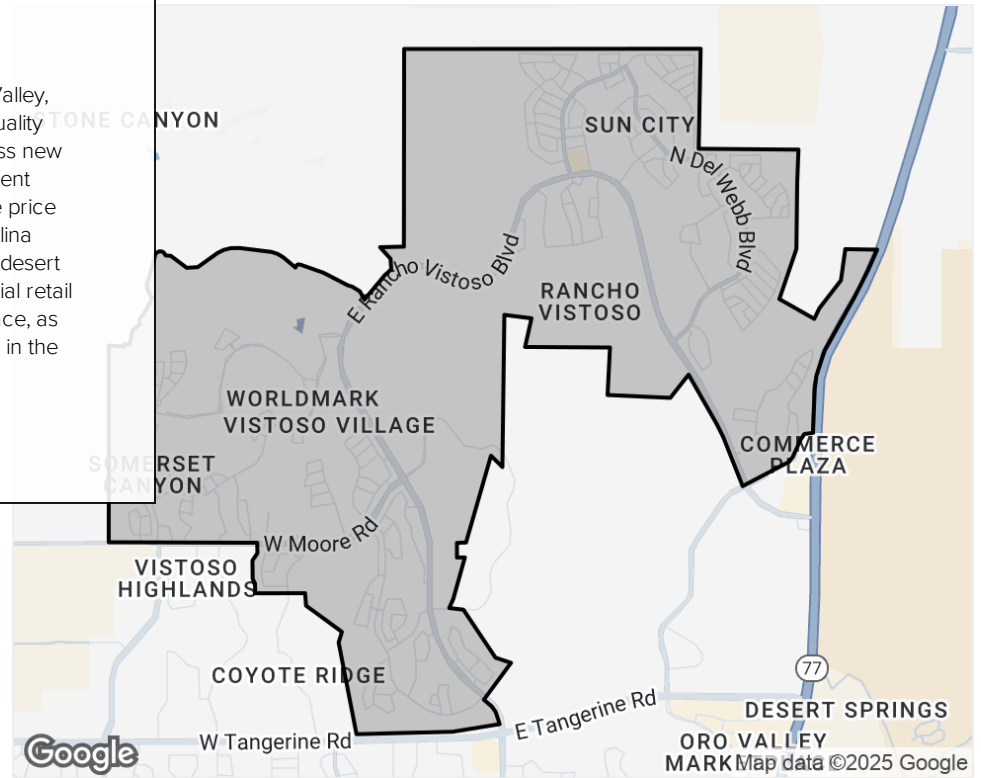
Oro Valley, Arizona

January 2025



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 December 2024.

| | Current Period Dec 2024 | Last Month Nov 2024 | Change From Last Month | Last Year Dec 2023 | Change From Last Year |
|---------------------------------|----------------------------|------------------------|---------------------------|-----------------------|--------------------------|
| Homes Sold | 23 | 25 | ▼ 8% | 22 | ▲ 5% |
| Median Sale Price | \$499,000 | \$480,000 | ▲ 4% | \$512,500 | ▼ 3% |
| Median List Price | \$508,500 | \$489,000 | ▲ 4% | \$514,000 | ▼ 1% |
| Sale to List Price Ratio | 98% | 98% | 0% | 99% | ▼ 1% |
| Sales Volume | \$12,125,314 | \$13,493,000 | ▼ 10% | \$13,120,713 | ▼ 8% |
| Average Days on Market | 46 days | 49 days | ▼ 3 days | 45 days | ▲ 1 day |
| Homes Sold Year to Date | 376 | 353 | ▲ 7% | 388 | ▼ 3% |
| For Sale at Month's End | — | 115 | ▼ 100% | — | — |

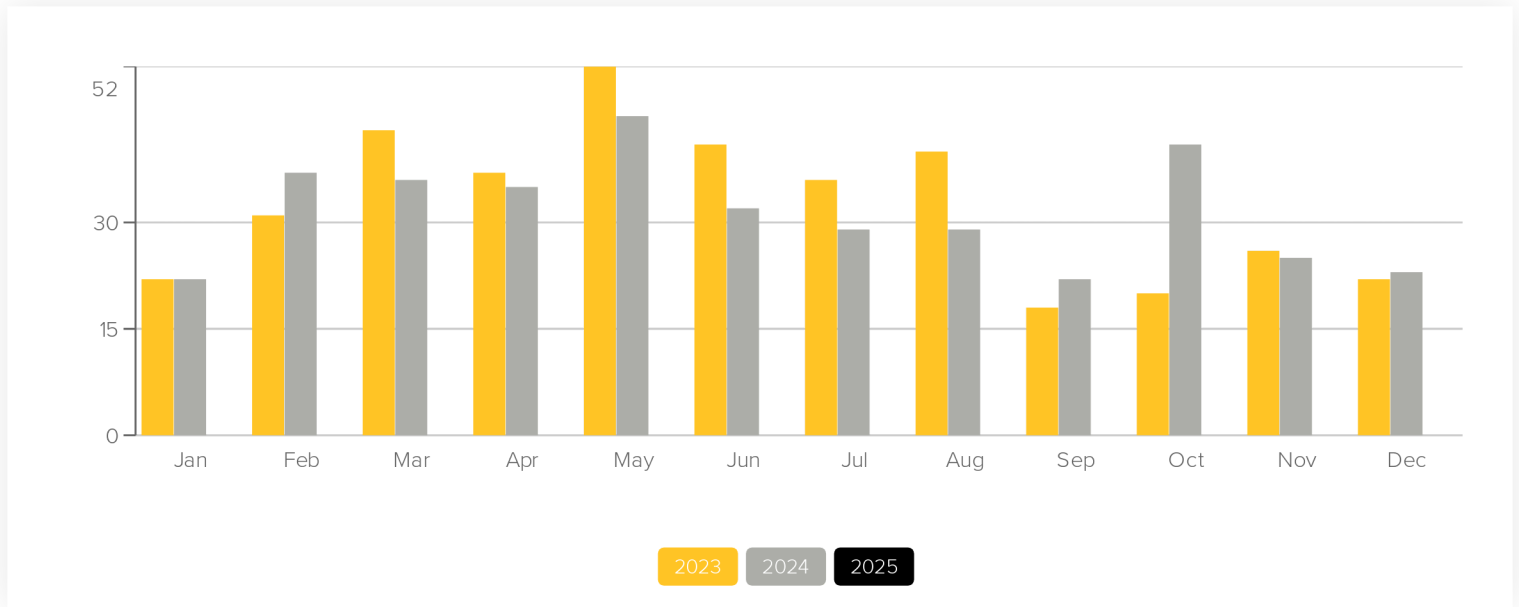
Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of January 1, 2025. 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.

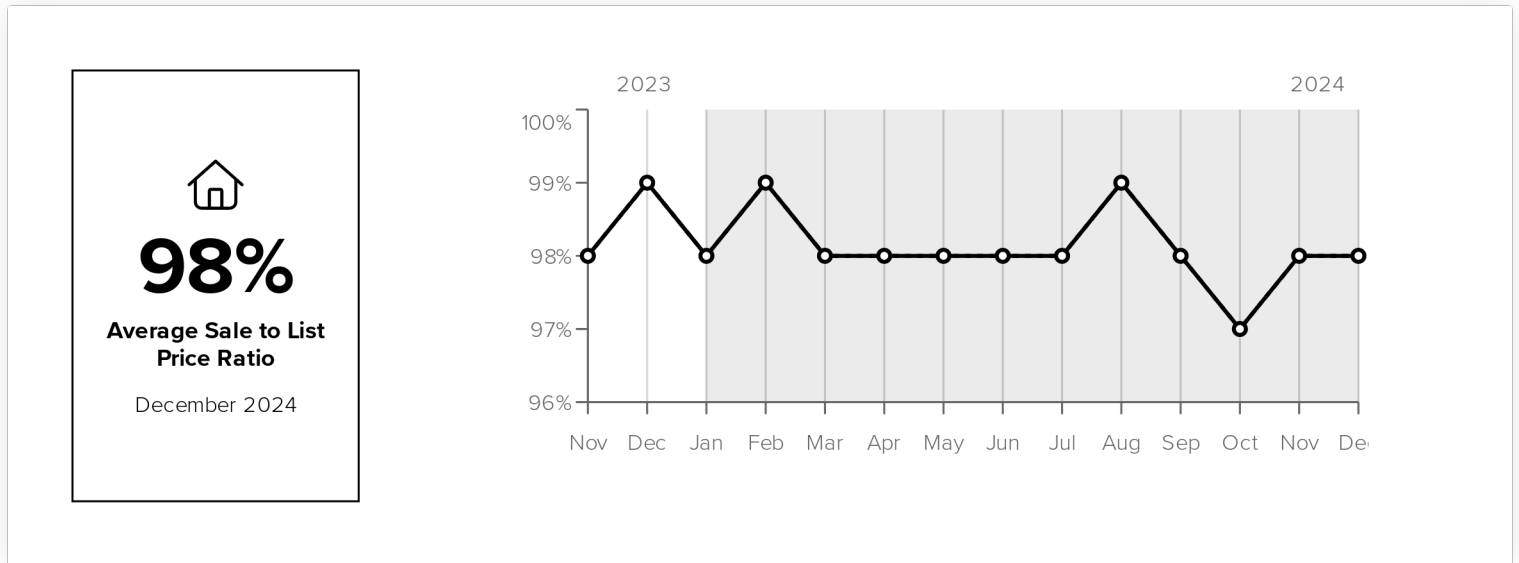
| | | |
|-------------------------------|---------------------------------------|----------------------------------|
| 105 Homes for Sale | 28 Homes Under Contract | \$2,750,000 High Price |
| \$299,900 Low Price | \$475,000 Median List Price | |



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 1/1/25 | Current Period Dec 2024 | 3 Month Trend | Current Period Dec 2024 | 6 Month Avg | |
| All Price Ranges | 105 | 4.6 | 1.2 | 23 | 28 | Balanced | |
| < \$100,000 | 0 | — | — | 0 | 0 | — | |
| \$100,000 - \$200,000 | 0 | — | — | 0 | 0 | — | |
| \$200,000 - \$300,000 | 1 | — | — | 0 | 0 | — | |
| \$300,000 - \$400,000 | 19 | 3.8 | 0.9 | 5 | 6 | ● Seller's | |
| \$400,000 - \$500,000 | 43 | 6.1 | 1.6 | 7 | 9 | ● Buyer's | |
| \$500,000 - \$600,000 | 19 | 3.2 | 1.1 | 6 | 5 | ● Seller's | |
| \$600,000 - \$700,000 | 5 | 2.5 | 0.6 | 2 | 2 | ● Seller's | |
| \$700,000 - \$800,000 | 5 | 5.0 | 1.3 | 1 | 1 | ● Balanced | |
| \$800,000 - \$900,000 | 4 | 2.0 | 1.0 | 2 | 1 | ● Seller's | |
| \$900,000 - \$1,000,000 | 2 | — | — | 0 | 0 | — | |
| > \$1,000,000 | 7 | — | 1.2 | 0 | 1 | — | |

Seller's Market
 Less than 4 months of inventory

Balanced Market
 Between 4-6 months of inventory

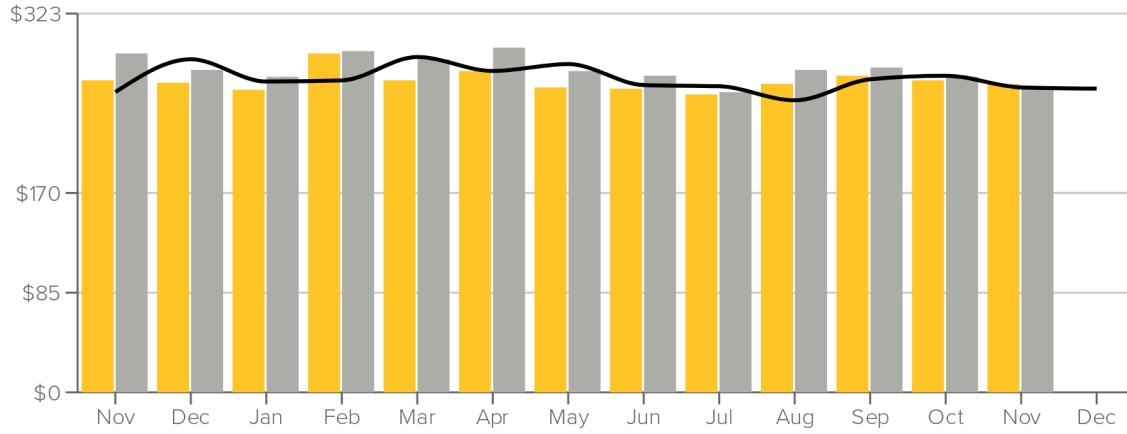
Buyer's Market
 More than 6 months of inventory



Compare Rancho Vistoso to Zip Code and City

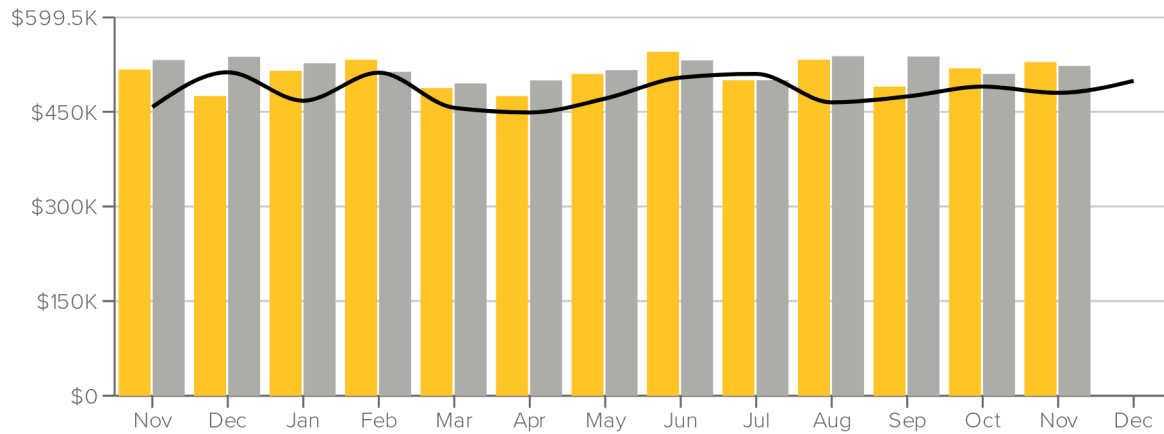
The charts below compare the average price per square foot and median sale price indicators of the neighborhood to its parent zip code and city.

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 December 2024.

