



# Community Market Report



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

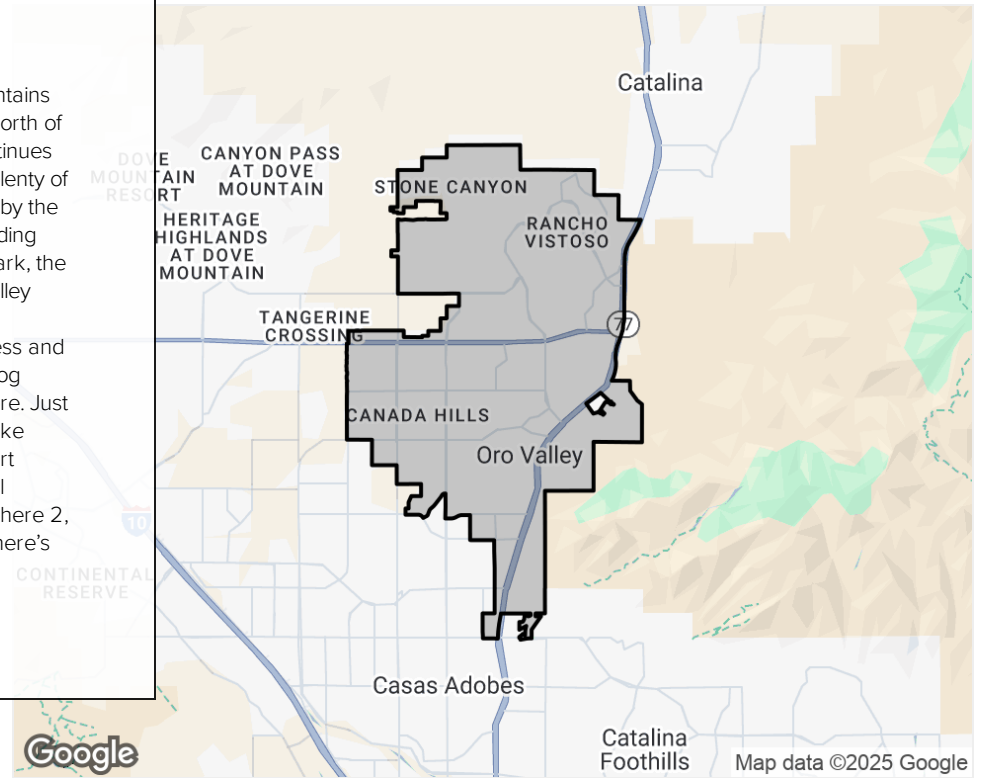
## Oro Valley, Arizona

March 2025



## About Oro Valley

Situated at the base of the Santa Catalina mountains Oro Valley is a vibrant, active community. Just north of Tucson, the town was founded in 1974 and continues to grow today. Oro Valley is a community with plenty of fun for all ages. Many programs are sponsored by the town's Parks and Recreation Department, including Spring Break Nature Camp at Catalina State Park, the Oro Valley Walking Club, The Nature of Oro Valley Parks Bird & Nature Walks, children and adults' aerobics and dance, organized hikes, adult fitness and personal training, All Age Tennis Tournament, dog obedience classes, yoga, Tai Chi, and much more. Just a short drive can bring residents to attractions like Picacho Peak State Park, Arizona-Sonora Desert Museum, Old Tucson Studios, Saguaro National Monument West, San Xavier Mission, and Biosphere 2, a three-acre model of the earth's ecosystem. There's certainly no shortage of things to do!



Contact me to get the full Market Report and to learn more about Oro Valley.





# Market Summary

## All Property Types

### Recent Sales Trends

The statistics below highlight key market indicators for Oro Valley, Arizona. The data in the Sold Listings table is based on homes sold within the month of February 2025.

	Current Period Feb 2025	Last Month Jan 2025	Change From Last Month	Last Year Feb 2024	Change From Last Year
<b>Homes Sold</b>	94	77	▲ 22%	67	▲ 40%
<b>Median Sale Price</b>	\$516,250	\$560,000	▼ 8%	\$514,919	0%
<b>Median List Price</b>	\$524,925	\$564,000	▼ 7%	\$525,000	0%
<b>Sale to List Price Ratio</b>	98%	98%	0%	99%	▼ 1%
<b>Sales Volume</b>	\$57,188,480	\$56,677,402	▲ 1%	\$40,355,196	▲ 42%
<b>Average Days on Market</b>	58 days	49 days	▲ 9 days	30 days	▲ 28 days
<b>Homes Sold Year to Date</b>	171	77	▲ 122%	118	▲ 45%
<b>For Sale at Month's End</b>	273	249	▲ 10%	179	▲ 53%

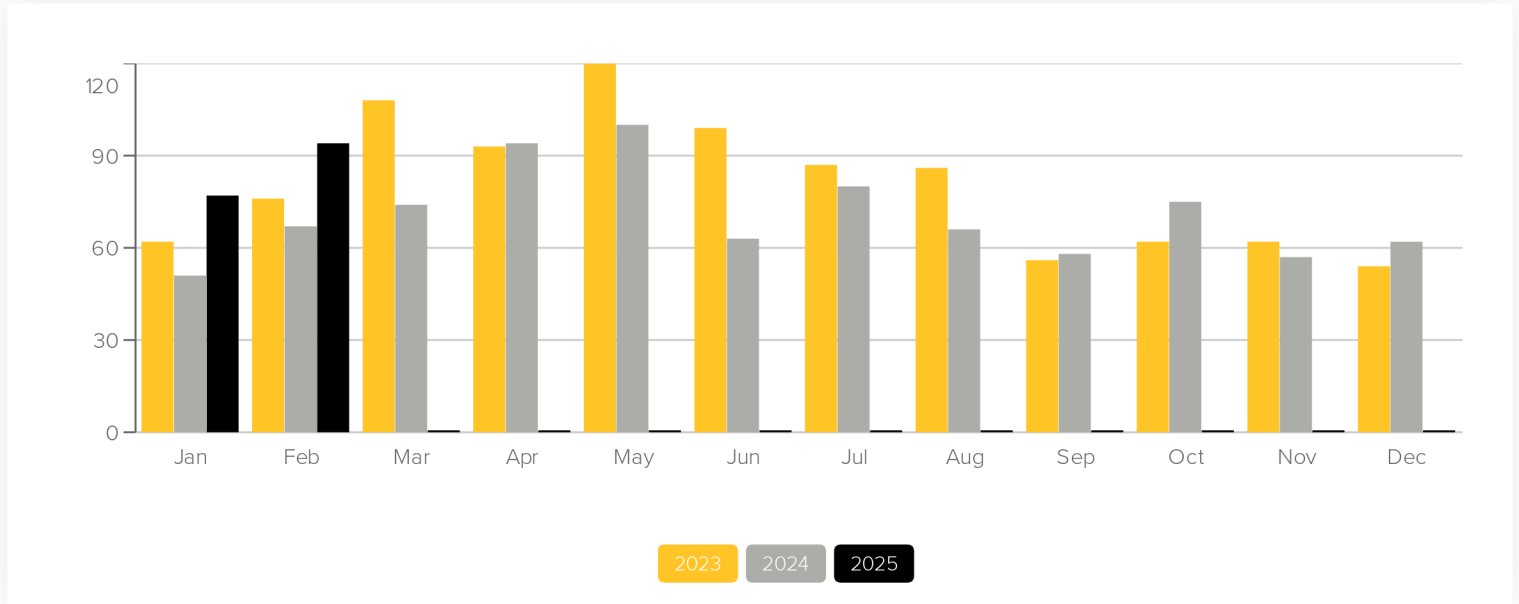
### Current Market

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

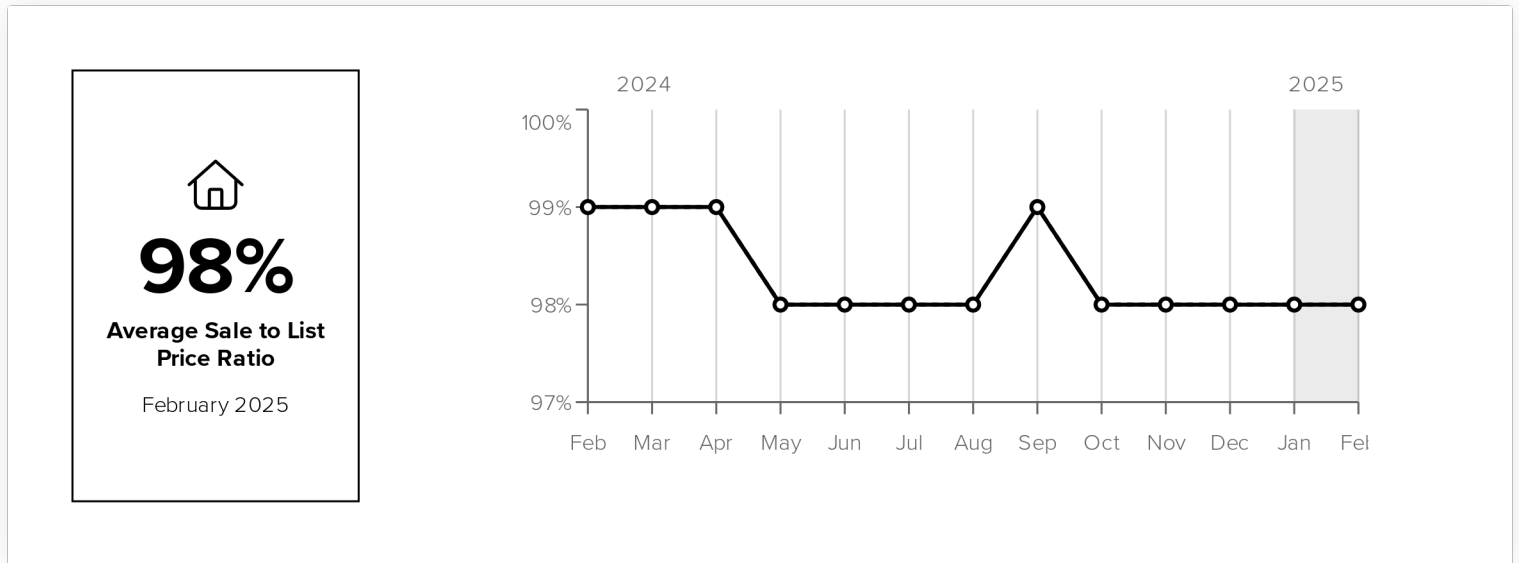
<b>284</b> Homes for Sale	<b>150</b> Homes Under Contract	<b>\$4,900,000</b> High Price
<b>\$205,000</b> Low Price	<b>\$565,000</b> Median List Price	



**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 3/4/25	Current Period Feb 2025	3 Month Trend	Current Period Feb 2025	6 Month Avg	
<b>All Price Ranges</b>	286	3.0	12	95	71	Seller's	
< \$200,000	0	—	—	0	0	—	
\$200,000 - \$400,000	44	2.1	0.9	21	15	● Seller's	
\$400,000 - \$600,000	118	3.0	12	39	30	● Seller's	
\$600,000 - \$800,000	46	2.9	10	16	13	● Seller's	
\$800,000 - \$1,000,000	21	2.6	13	8	4	● Seller's	
\$1,000,000 - \$1,200,000	12	2.4	10	5	3	● Seller's	
\$1,200,000 - \$1,400,000	6	2.0	10	3	1	● Seller's	
\$1,400,000 - \$1,600,000	8	8.0	4.0	1	0	● Buyer's	
\$1,600,000 - \$1,850,000	7	3.5	18	2	0	● Seller's	
\$1,850,000 - \$2,000,000	4	—	—	0	0	—	
> \$2,000,000	20	—	6.7	0	0	—	

**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





# 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 Oro Valley, Arizona. The values are based on closed transactions in February 2025.

