



Neighborhood Market Report



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

Rancho Vistoso

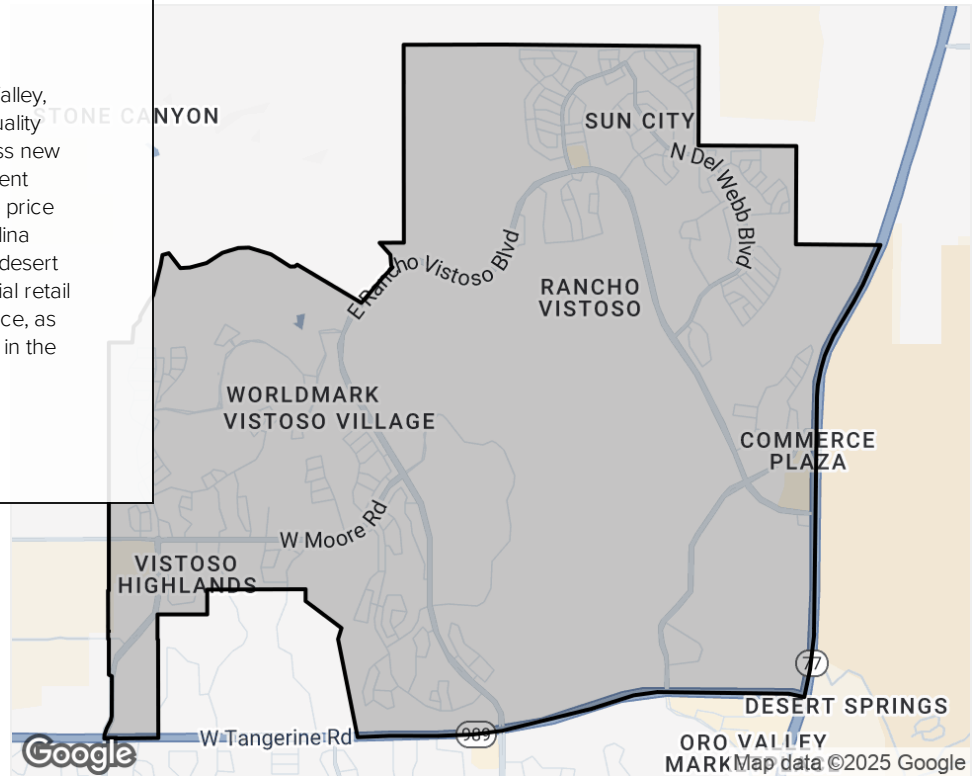
Oro Valley, Arizona

July 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 June 2025.

	Current Period Jun 2025	Last Month May 2025	Change From Last Month	Last Year Jun 2024	Change From Last Year
Homes Sold	39	44	▼ 11%	34	▲ 15%
Median Sale Price	\$493,000	\$503,000	▼ 2%	\$509,140	▼ 3%
Median List Price	\$499,000	\$500,000	0%	\$524,950	▼ 5%
Sale to List Price Ratio	97%	98%	▼ 1%	97%	0%
Sales Volume	\$20,619,178	\$28,252,755	▼ 27%	\$19,364,603	▲ 6%
Average Days on Market	50 days	43 days	▲ 7 days	41 days	▲ 9 days
Homes Sold Year to Date	268	229	▲ 17%	220	▲ 22%
For Sale at Month's End	152	149	▲ 2%	87	▲ 75%

Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of July 3, 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.

140
Homes for Sale

39
Homes Under Contract

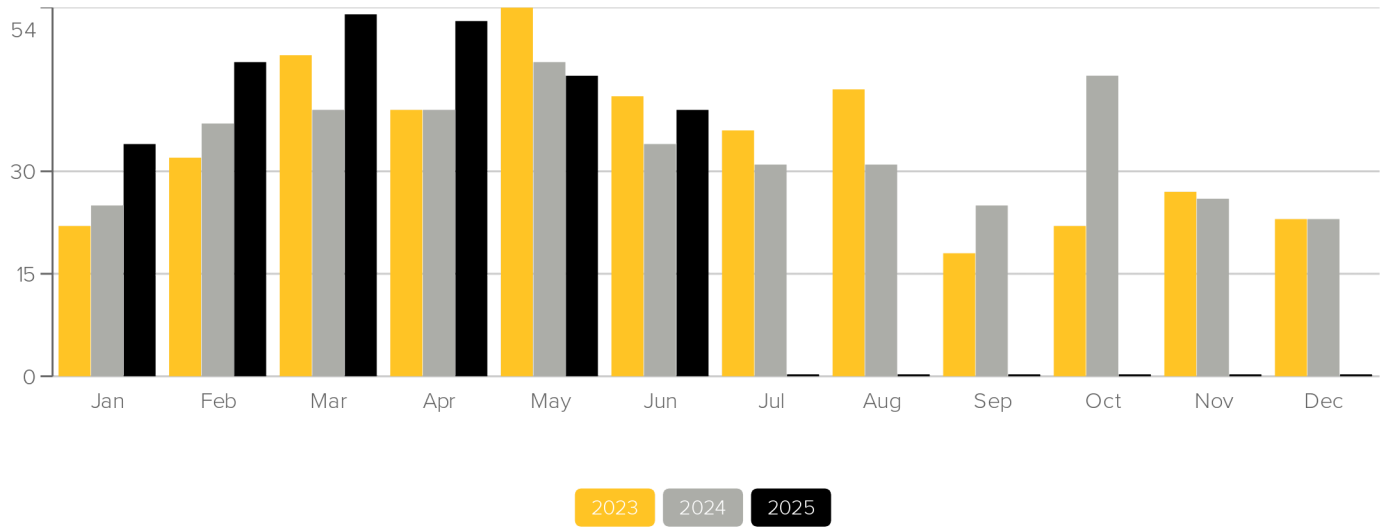
\$2,454,000
High Price

\$255,000
Low Price

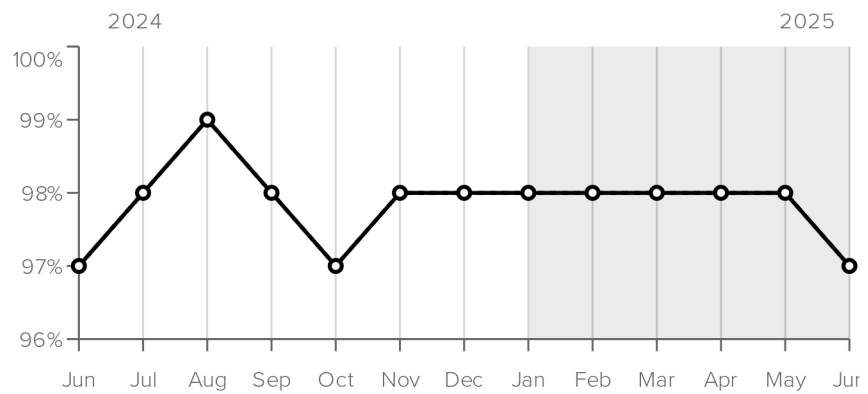
\$525,000
Median List Price



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 7/3/25	Current Period Jun 2025	3 Month Trend	Current Period Jun 2025	6 Month Avg	
All Price Ranges	140	3.4	1.0	41	45	Seller's
< \$100,000	0	—	—	0	0	—
\$100,000 - \$200,000	0	—	—	0	0	—
\$200,000 - \$300,000	0	0.0	0.0	2	0	● Seller's
\$300,000 - \$400,000	24	2.2	0.8	11	9	● Seller's
\$400,000 - \$500,000	38	4.2	1.0	9	12	● Balanced
\$500,000 - \$600,000	18	1.8	0.6	10	9	● Seller's
\$600,000 - \$700,000	24	6.0	1.3	4	5	● Buyer's
\$700,000 - \$800,000	15	15.0	7.5	1	1	● Buyer's
\$800,000 - \$900,000	7	3.5	1.4	2	1	● Seller's
\$900,000 - \$1,000,000	7	—	1.8	0	1	—
> \$1,000,000	7	3.5	0.9	2	2	● Seller's

Seller's Market

Less than 4 months of inventory

Balanced Market

Between 4-6 months of inventory

Buyer's Market

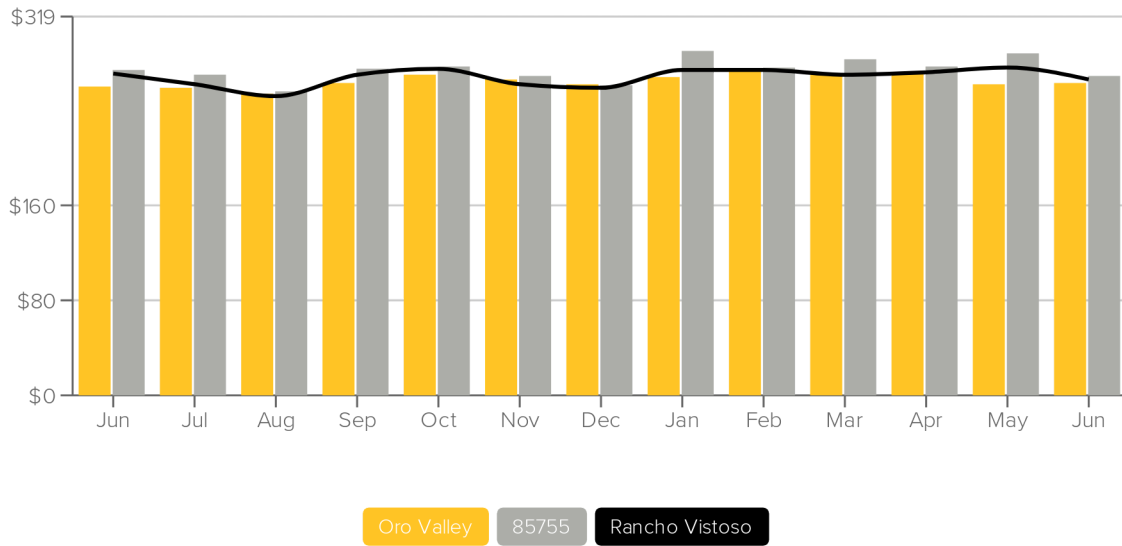
More than 6 months of inventory



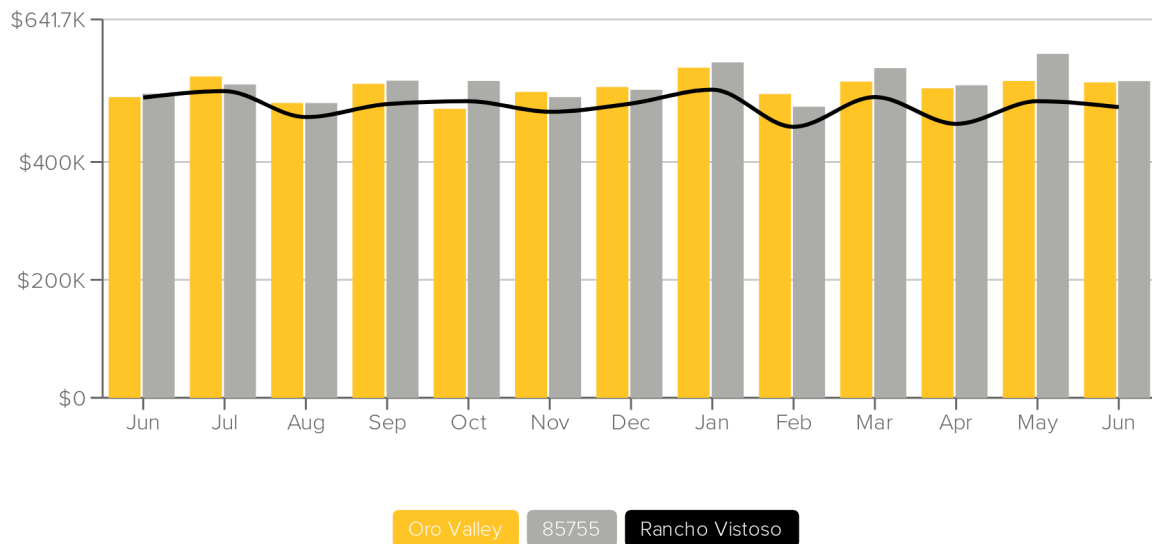
Compare Rancho Vistoso to Zip Code and City

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



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 June 2025.

