



## Neighborhood Market Report



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

## Rancho Vistoso

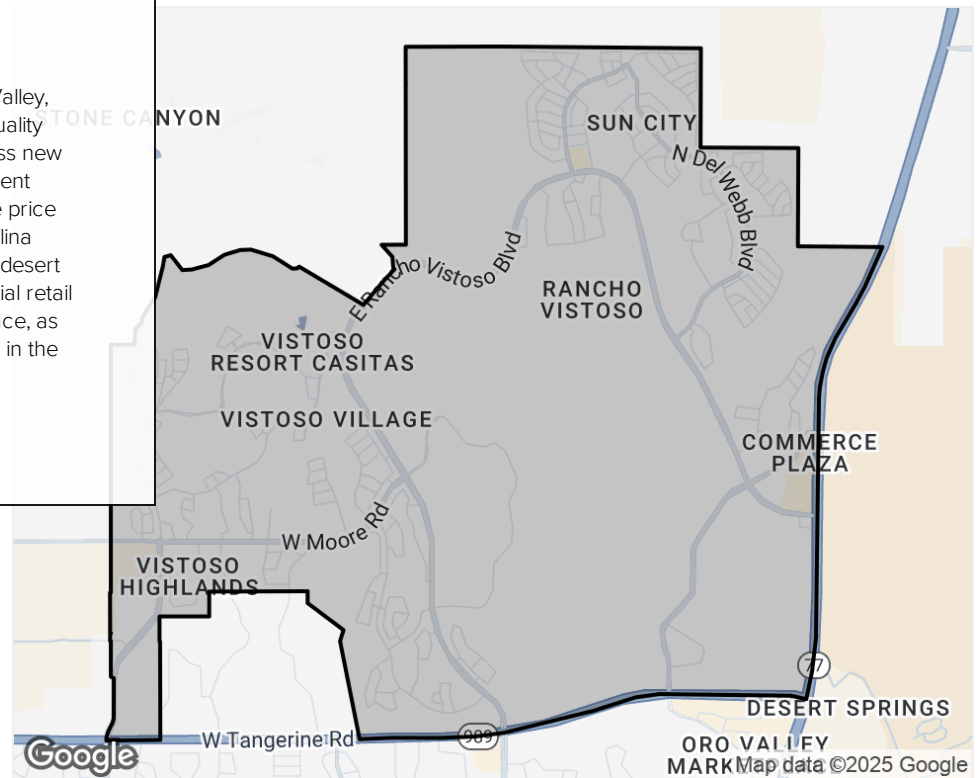
Oro Valley, Arizona

September 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 August 2025.

	Current Period Aug 2025	Last Month Jul 2025	Change From Last Month	Last Year Aug 2024	Change From Last Year
Homes Sold	19	32	▼ 41%	31	▼ 39%
Median Sale Price	\$488,400	\$507,500	▼ 4%	\$476,000	▲ 3%
Median List Price	\$500,000	\$525,000	▼ 5%	\$479,900	▲ 4%
Sale to List Price Ratio	97%	97%	0%	99%	▼ 2%
Sales Volume	\$10,748,324	\$18,709,921	▼ 43%	\$18,195,200	▼ 41%
Average Days on Market	52 days	51 days	▲ 1 day	36 days	▲ 16 days
Homes Sold Year to Date	318	299	▲ 6%	282	▲ 13%
For Sale at Month's End	118	141	▼ 16%	76	▲ 55%

## Current Market

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

119  
Homes for Sale

27  
Homes Under Contract

\$2,454,000  
High Price

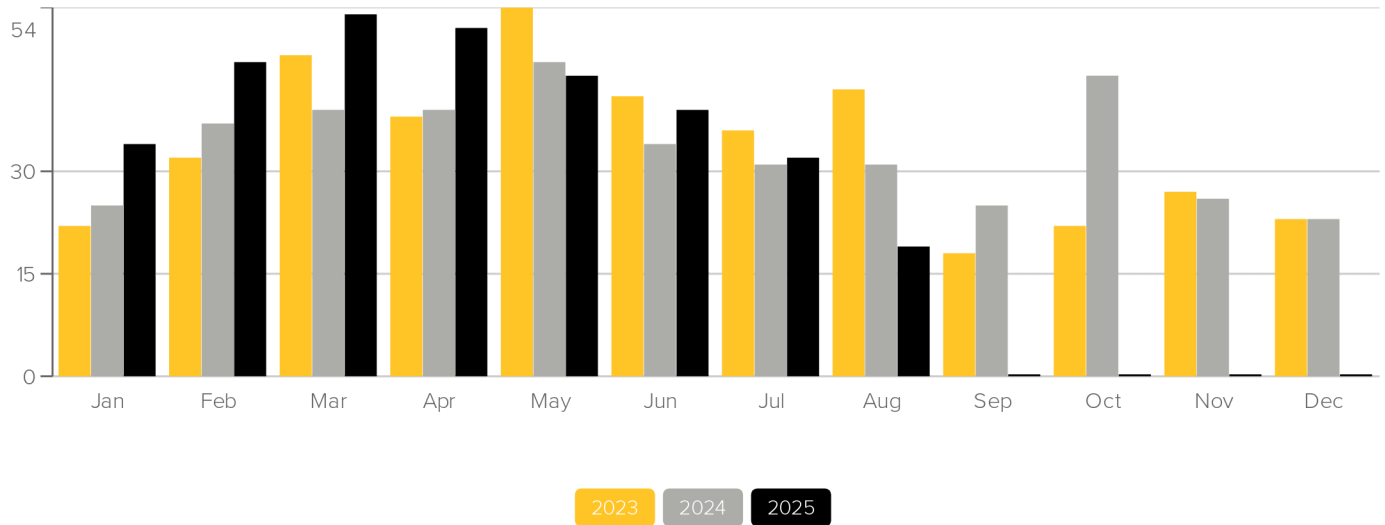
\$255,000  
Low Price

\$555,445  
Median List Price

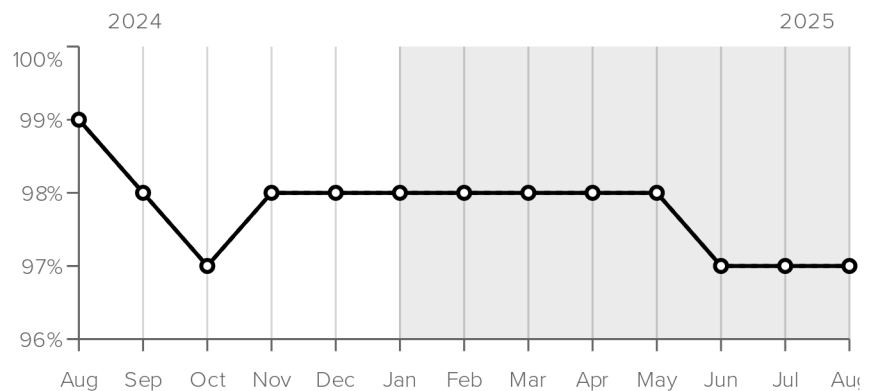




## Homes Sold

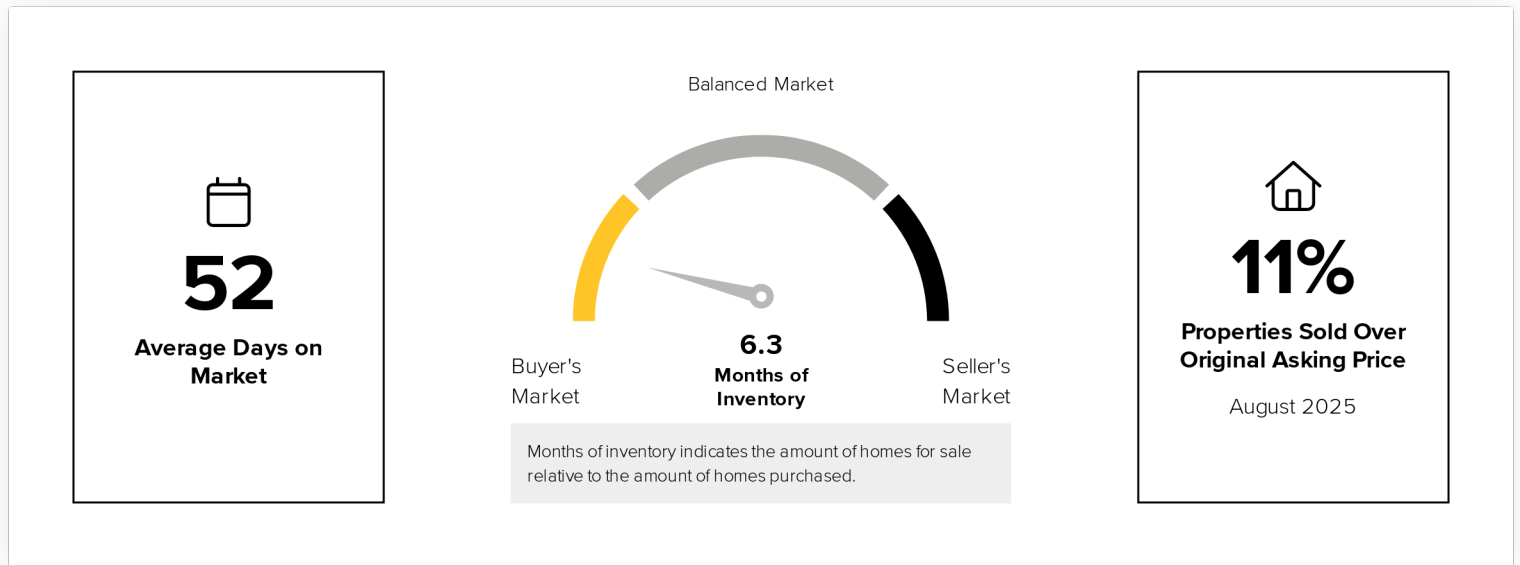


## Sale to List Price Ratio





# 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 9/4/25	Current Period Aug 2025	3 Month Trend	Current Period Aug 2025	6 Month Avg
All Price Ranges	119	6.3	1.3	19	40	Buyer's
< \$100,000	0	—	—	0	0	—
\$100,000 - \$200,000	0	—	—	0	0	—
\$200,000 - \$300,000	0	—	0.0	0	0	—
\$300,000 - \$400,000	24	4.8	1.0	5	8	● Balanced
\$400,000 - \$500,000	28	5.6	1.6	5	10	● Balanced
\$500,000 - \$600,000	15	7.5	0.8	2	8	● Buyer's
\$600,000 - \$700,000	20	10.0	2.0	2	5	● Buyer's
\$700,000 - \$800,000	14	14.0	3.5	1	1	● Buyer's
\$800,000 - \$900,000	6	2.0	1.2	3	1	● Seller's
\$900,000 - \$1,000,000	4	—	4.0	0	1	—
> \$1,000,000	8	8.0	1.1	1	2	● Buyer'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

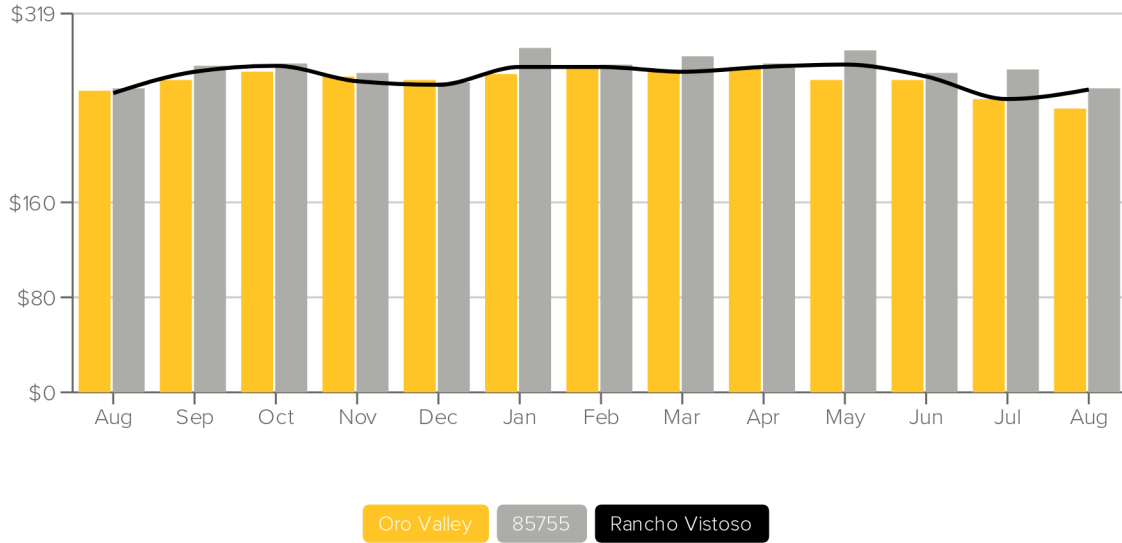




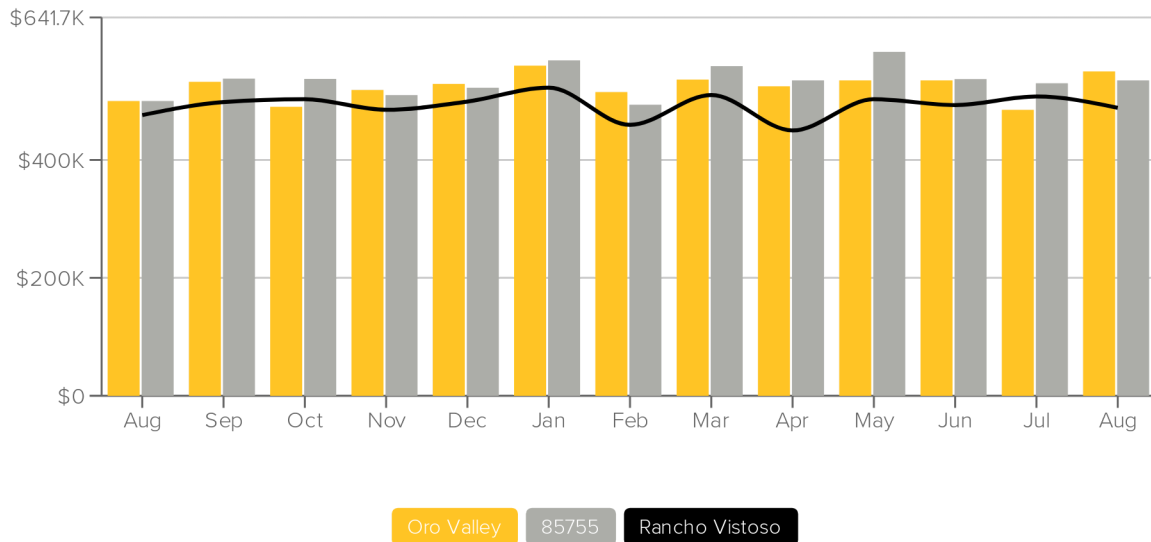
# Compare Rancho Vistoso to Zip Code and City

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 August 2025.

