



# Community Market Report



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

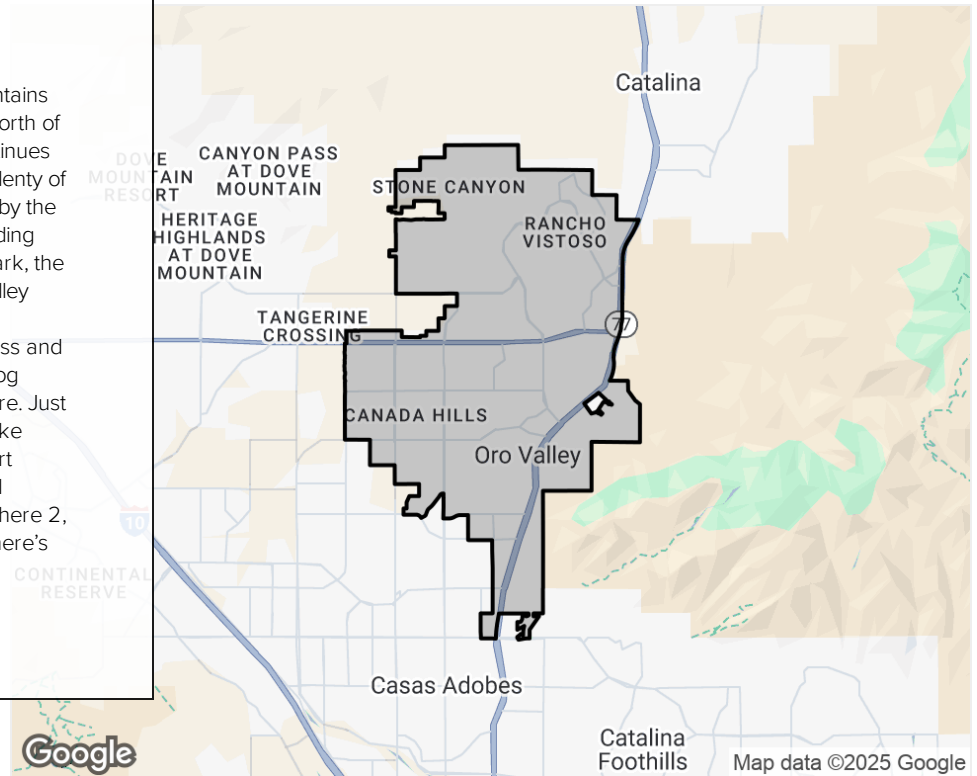
## Oro Valley, Arizona

October 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 September 2025.

	Current Period Sep 2025	Last Month Aug 2025	Change From Last Month	Last Year Sep 2024	Change From Last Year
Homes Sold	59	70	▼ 16%	58	▲ 2%
Median Sale Price	\$555,000	\$552,500	0%	\$532,500	▲ 4%
Median List Price	\$560,990	\$557,500	▲ 1%	\$535,000	▲ 5%
Sale to List Price Ratio	98%	98%	0%	99%	▼ 1%
Sales Volume	\$35,648,860	\$46,255,290	▼ 23%	\$34,809,435	▲ 2%
Average Days on Market	59 days	62 days	▼ 3 days	35 days	▲ 24 days
Homes Sold Year to Date	809	750	▲ 8%	651	▲ 24%
For Sale at Month's End	267	264	▲ 1%	235	▲ 14%

## Current Market

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

306

Homes for Sale

75

Homes Under Contract

\$4,900,000

High Price

\$160,080

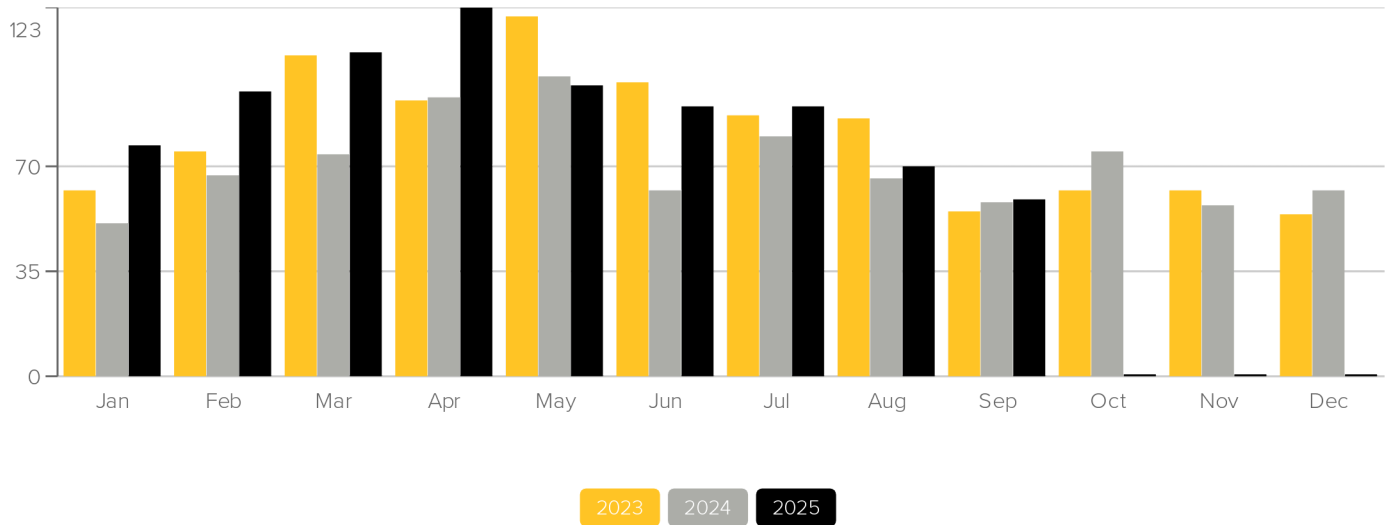
Low Price

\$549,000

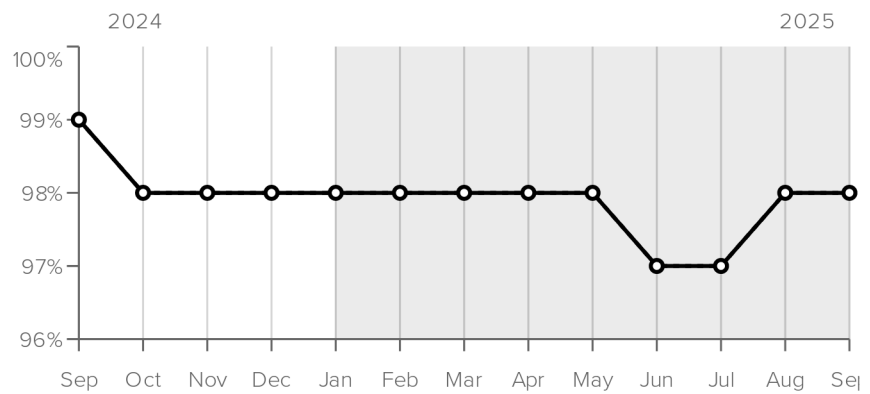
Median List Price



## Homes Sold

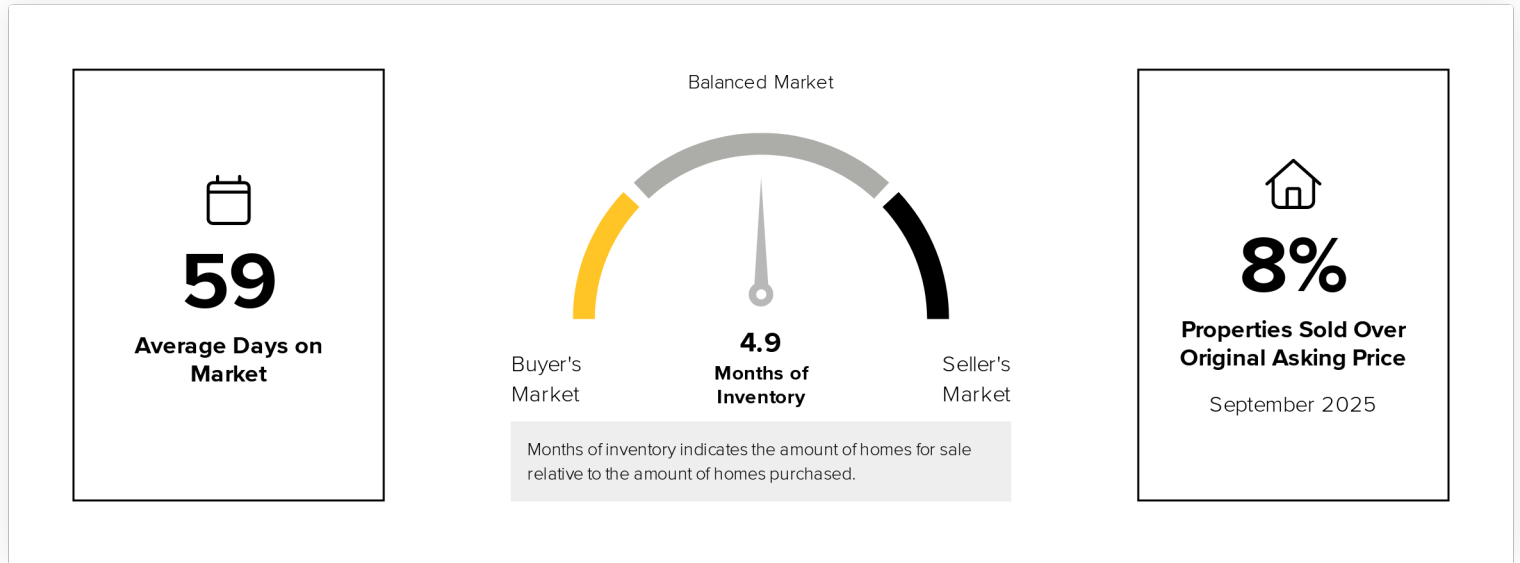


## Sale to List Price Ratio





# 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 10/4/25	Current Period Sep 2025	3 Month Trend	Current Period Sep 2025	6 Month Avg
All Price Ranges	305	4.9	1.4	62	89	Balanced
< \$200,000	2	—	—	0	0	—
\$200,000 - \$400,000	64	3.4	1.0	19	21	● Seller's
\$400,000 - \$600,000	116	5.5	1.5	21	35	● Balanced
\$600,000 - \$800,000	62	6.9	1.6	9	15	● Buyer's
\$800,000 - \$1,000,000	22	4.4	1.2	5	5	● Balanced
\$1,000,000 - \$1,200,000	9	3.0	1.0	3	3	● Seller's
\$1,200,000 - \$1,400,000	6	2.0	0.7	3	3	● Seller's
\$1,400,000 - \$1,600,000	1	0.5	0.3	2	1	● Seller's
\$1,600,000 - \$1,850,000	4	—	—	0	1	—
\$1,850,000 - \$2,000,000	3	—	3.0	0	0	—
> \$2,000,000	16	—	8.0	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





# 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 September 2025.

