



## Neighborhood Market Report



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

## Rancho Vistoso

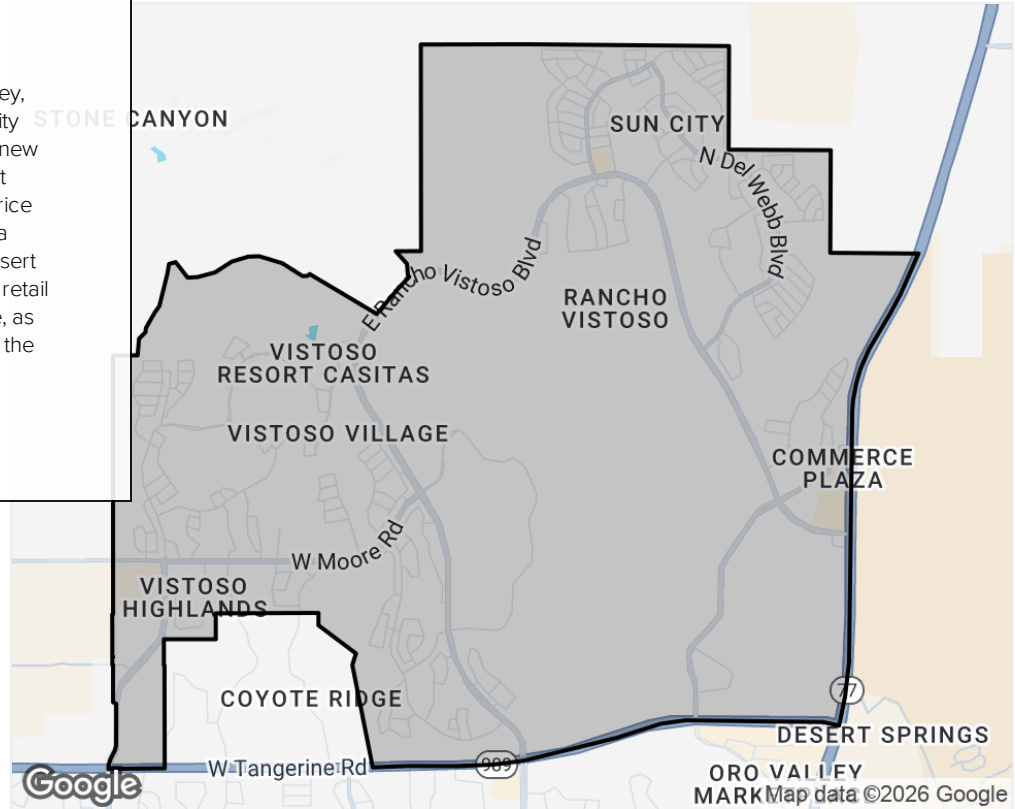
Oro Valley, Arizona

January 2026



## 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 2025.

	Current Period Dec 2025	Last Month Nov 2025	Change From Last Month	Last Year Dec 2024	Change From Last Year
Homes Sold	43	27	▲ 59%	23	▲ 87%
Median Sale Price	\$477,000	\$552,065	▼ 14%	\$499,000	▼ 4%
Median List Price	\$499,990	\$569,990	▼ 12%	\$508,500	▼ 2%
Sale to List Price Ratio	98%	98%	0%	98%	0%
Sales Volume	\$21,580,245	\$15,880,804	▲ 36%	\$12,125,314	▲ 78%
Average Days on Market	72 days	50 days	▲ 22 days	46 days	▲ 26 days
Homes Sold Year to Date	457	414	▲ 10%	400	▲ 14%
For Sale at Month's End	151	156	▼ 3%	103	▲ 47%

## Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of January 5, 2026. 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.

148

Homes for Sale

24

Homes Under Contract

\$2,454,000

High Price

\$300,000

Low Price

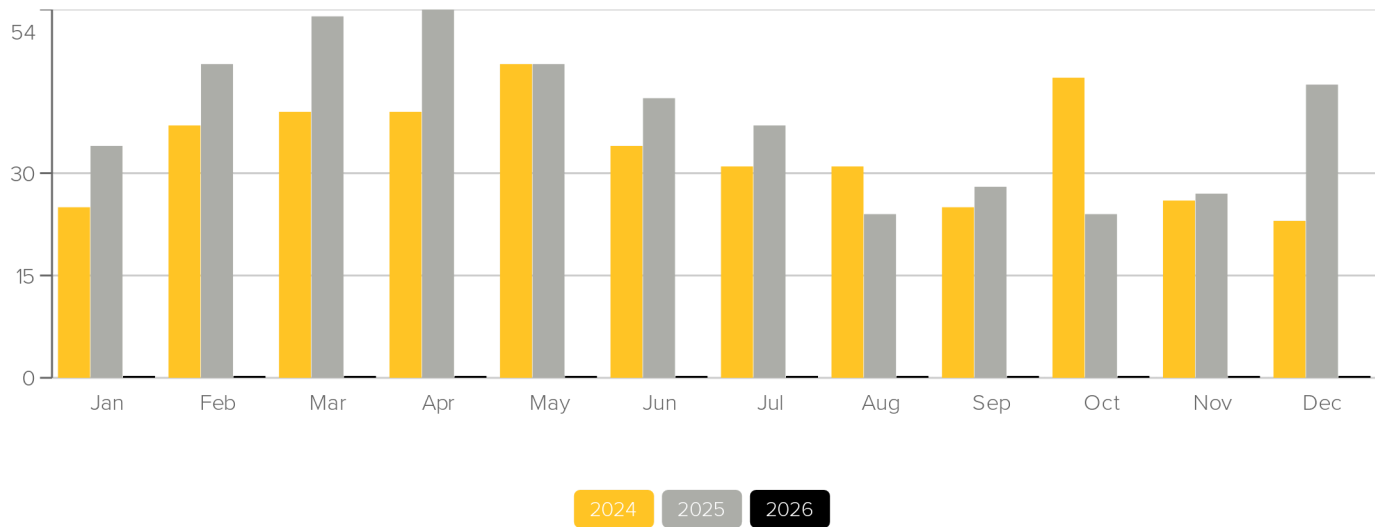
\$505,000

Median List Price

Values pulled on 1/5/2026



# Homes Sold

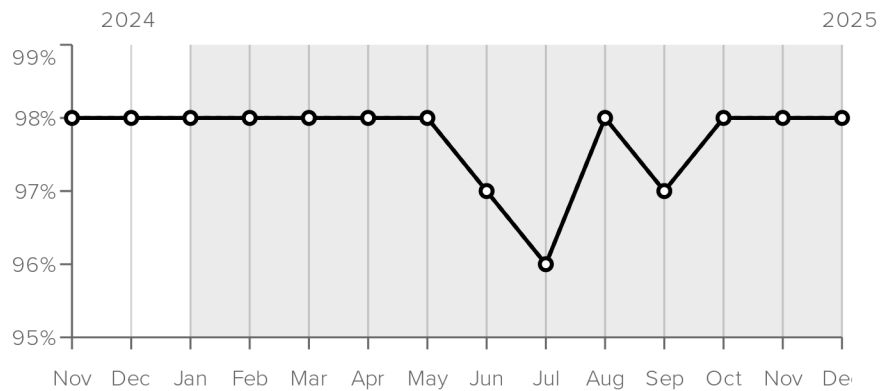


# Sale to List Price Ratio

**98%**

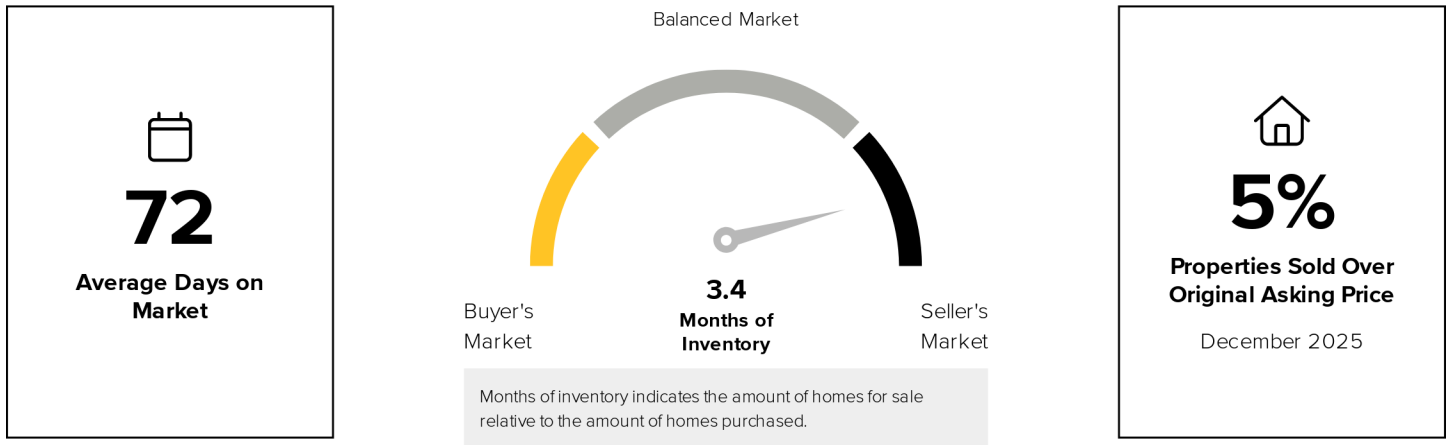
**Average Sale to List Price Ratio**

December 2025





# 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	<p><b>Buyer's Market</b> More people selling homes than buying</p> <ul style="list-style-type: none"> <li>More homes to choose from</li> <li>Could spend less than asking price</li> <li>Price restrictions</li> <li>Rarely competing offers</li> </ul>	<p><b>Seller's Market</b> More people buying homes than selling</p> <ul style="list-style-type: none"> <li>Fewer homes to choose from</li> <li>Need to be able to close quickly</li> <li>Could spend more than asking price</li> <li>Competition from other buyers</li> </ul>
	<p><b>Buyer's Market</b> More people selling homes than buying</p> <ul style="list-style-type: none"> <li>Takes more time to sell</li> <li>Fewer offers received</li> <li>Could get lower than asking price</li> <li>May have to make repairs and/or concessions</li> </ul>	<p><b>Seller's Market</b> More people buying homes than selling</p> <ul style="list-style-type: none"> <li>Home sells quickly</li> <li>Multiple offers likely</li> <li>Could get more than asking price</li> <li>Buyers willing to overlook repairs</li> </ul>



## 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 1/5/26	Current Period Dec 2025	3 Month Trend	Current Period Dec 2025	6 Month Avg
All Price Ranges	148	3.4	1.6	43	31	Seller's
< \$100,000	0	—	—	0	0	—
\$100,000 - \$200,000	0	—	—	0	0	—
\$200,000 - \$300,000	0	0.0	0.0	1	0	● Seller's
\$300,000 - \$400,000	37	4.1	1.5	9	8	● Balanced
\$400,000 - \$500,000	36	3.0	1.5	12	6	● Seller's
\$500,000 - \$600,000	23	1.9	1.1	12	6	● Seller's
\$600,000 - \$700,000	18	3.0	1.8	6	3	● Seller's
\$700,000 - \$800,000	11	5.5	1.6	2	2	● Balanced
\$800,000 - \$900,000	8	—	4.0	0	1	—
\$900,000 - \$1,000,000	5	5.0	2.5	1	0	● Balanced
> \$1,000,000	10	—	5.0	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



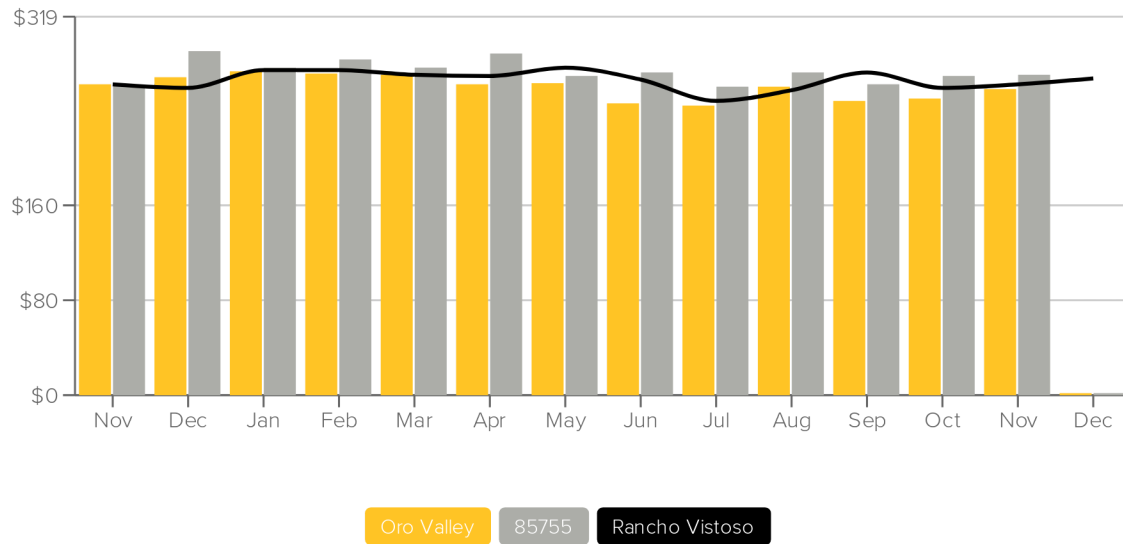




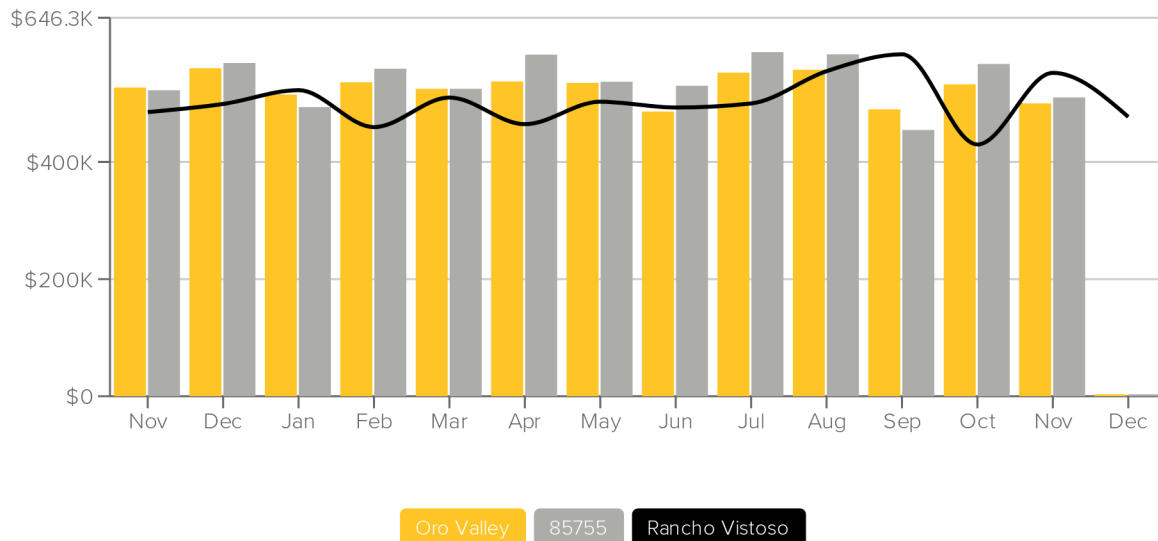
# Compare Rancho Vistoso to Zip Code and City

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 December 2025.

