



Community Market Report



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Vail, Arizona

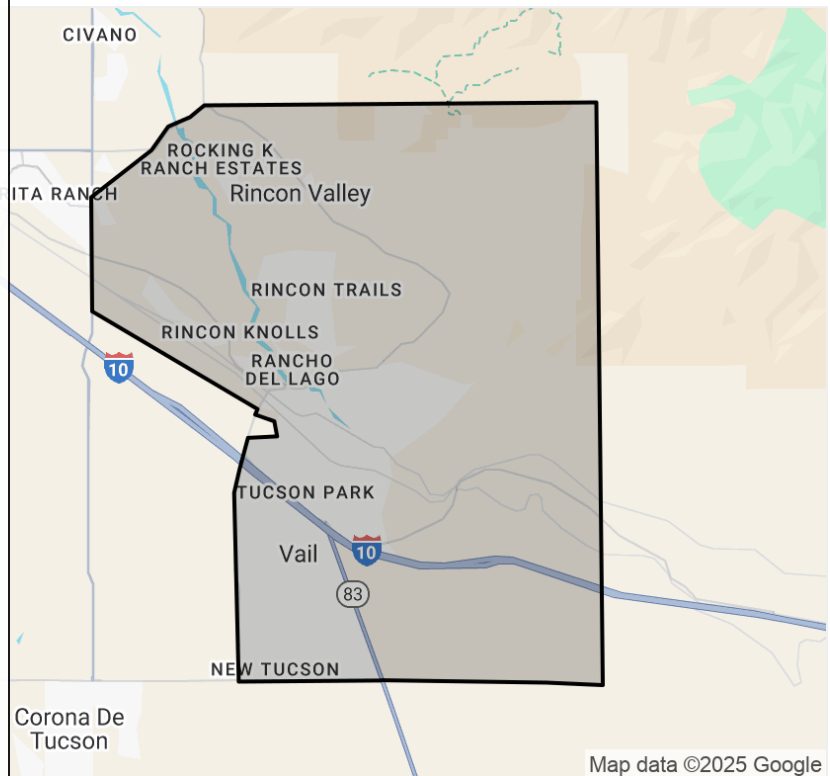
August 2025



About Vail

Located at the base of the Rincon Mountains 15 miles from Tucson, Vail offers affordable housing, great schools and an easy drive to jobs and cultural events in Tucson. First established as the Empire Cattle Ranch by Edward and Walter Vail in the late 19th century, the town became the storage and loading facility for ore from the successful Helvetia Copper Mine. Today, Vail is home to the top-ranked University of Arizona Science and Technology Park, Raytheon, and many other businesses. Residents define their community as a place where each individual is important and has something valuable to contribute to others. Affordable housing, great schools, and an easy drive to jobs and cultural events in Tucson make Vail an attractive community for raising a family.

Vail's close location to Tucson provides many opportunities to enjoy cultural events and historical attractions. An outdoor lifestyle is the norm in Vail, and nearby places offer year round recreation. Mt. Lemmon is close and perfect for winter downhill skiing. The little-known Charron Vineyards is one of Southern



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





Market Summary

All Property Types

Recent Sales Trends

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

	Current Period Jul 2025	Last Month Jun 2025	Change From Last Month	Last Year Jul 2024	Change From Last Year
Homes Sold	39	85	▼ 54%	70	▼ 44%
Median Sale Price	\$405,000	\$427,860	▼ 5%	\$429,750	▼ 6%
Median List Price	\$412,520	\$429,990	▼ 4%	\$432,500	▼ 5%
Sale to List Price Ratio	97%	99%	▼ 2%	99%	▼ 2%
Sales Volume	\$17,236,746	\$38,229,300	▼ 55%	\$32,890,750	▼ 48%
Average Days on Market	118 days	89 days	▲ 29 days	71 days	▲ 47 days
Homes Sold Year to Date	421	382	▲ 10%	421	0%
For Sale at Month's End	341	349	▼ 2%	267	▲ 28%

Current Market

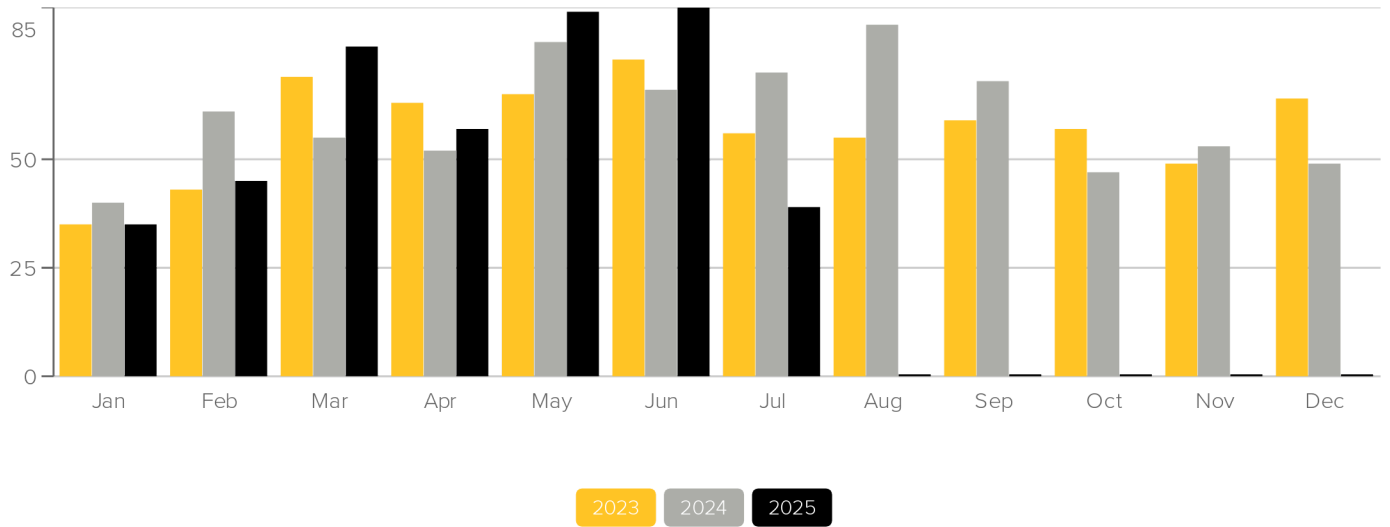
The statistics below provide an up-to-date snapshot of the listed inventory as of August 2, 2025. Median days on market is a good indicator of the average length of time the current inventory has been on the market. The high price, low price, and median price provide context for the prices buyers and sellers can expect to encounter in this area.

264 Homes for Sale	87 Homes Under Contract	\$4,900,000 High Price
\$225,000 Low Price	\$422,945 Median List Price	

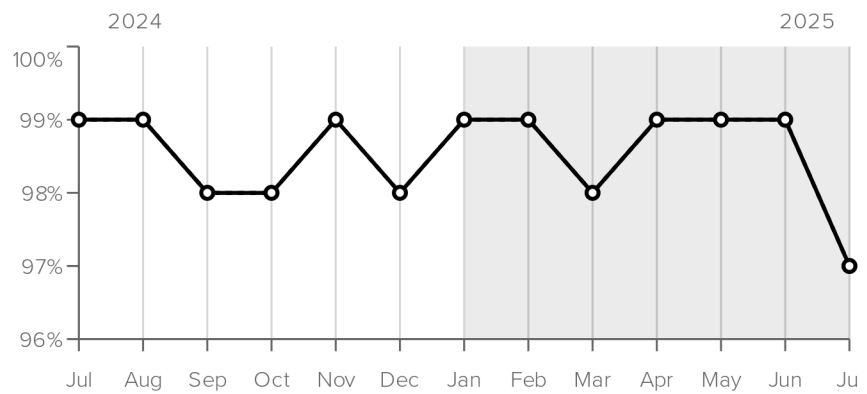
Values pulled on 8/2/2025



Homes Sold

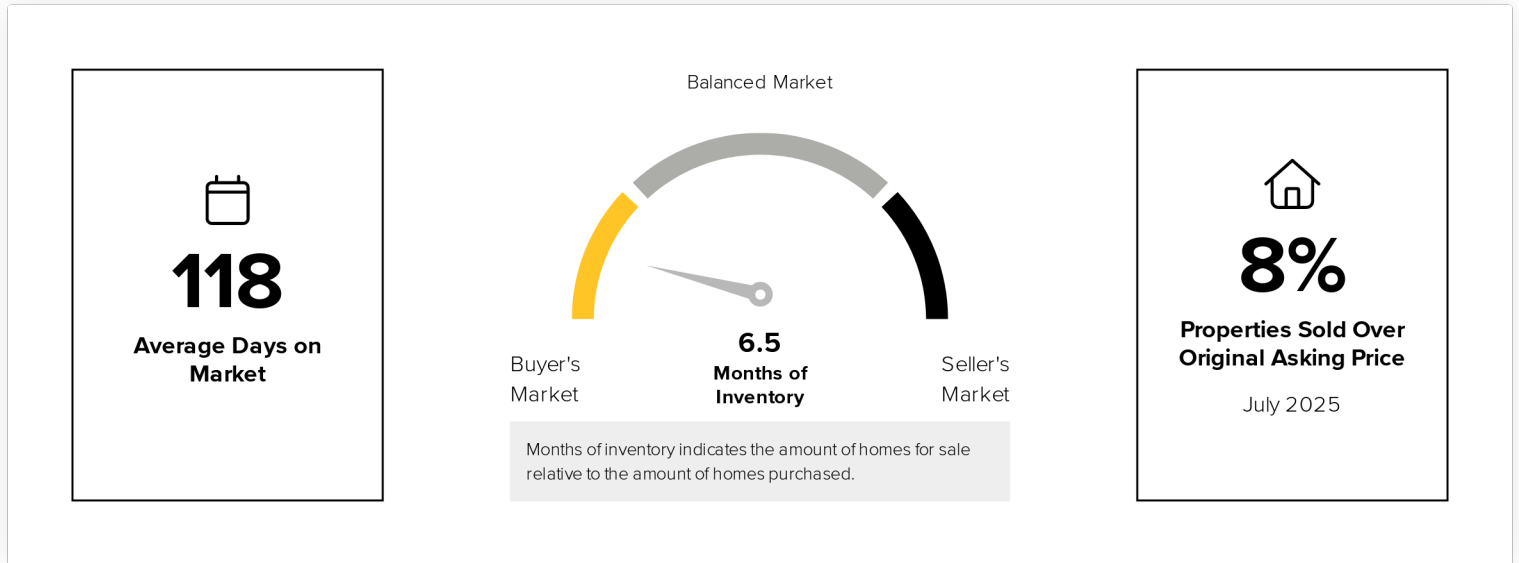


Sale to List Price Ratio





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 8/2/25	Current Period Jul 2025	3 Month Trend	Current Period Jul 2025	6 Month Avg
All Price Ranges	253	6.5	1.3	39	62	Buyer's
< \$100,000	0	—	—	0	0	—
\$100,000 - \$200,000	0	—	—	0	0	—
\$200,000 - \$300,000	7	7.0	1.8	1	0	● Buyer's
\$300,000 - \$400,000	80	4.4	1.0	18	24	● Balanced
\$400,000 - \$500,000	77	6.4	1.2	12	21	● Buyer's
\$500,000 - \$600,000	42	21.0	1.8	2	6	● Buyer's
\$600,000 - \$700,000	19	6.3	1.1	3	5	● Buyer's
\$700,000 - \$800,000	7	3.5	0.9	2	1	● Seller's
\$800,000 - \$900,000	11	11.0	3.7	1	0	● Buyer's
\$900,000 - \$1,000,000	4	—	—	0	0	—
> \$1,000,000	6	—	6.0	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 Vail, Arizona. The values are based on closed transactions in July 2025.

