



Community Market Report



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

Vail, Arizona

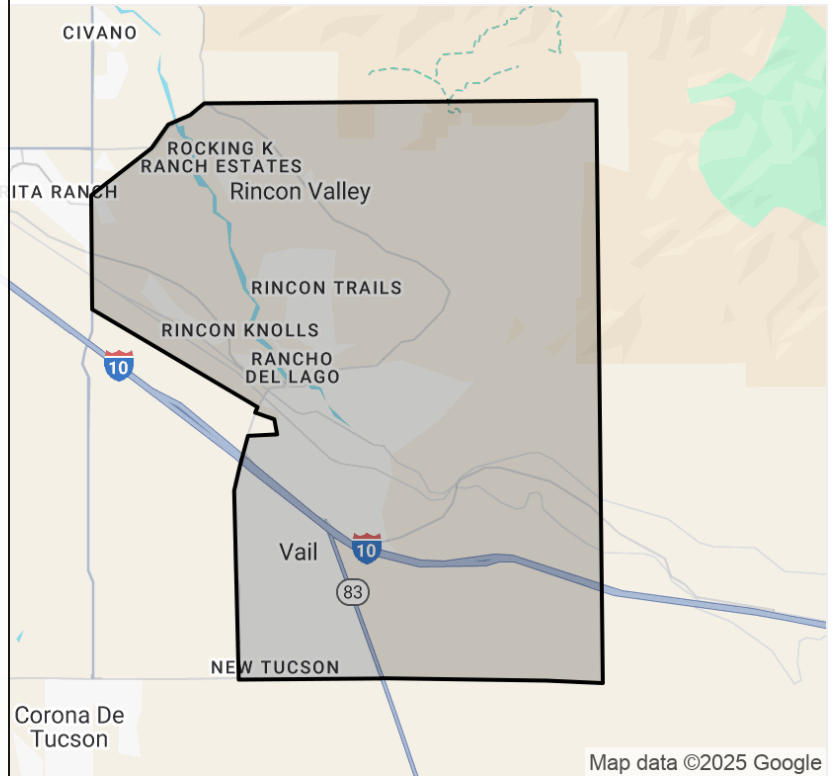
September 2025



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



Map data ©2025 Google

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 August 2025.

	Current Period Aug 2025	Last Month Jul 2025	Change From Last Month	Last Year Aug 2024	Change From Last Year
Homes Sold	61	40	▲ 53%	81	▼ 25%
Median Sale Price	\$395,000	\$402,450	▼ 2%	\$424,990	▼ 7%
Median List Price	\$399,000	\$406,260	▼ 2%	\$429,990	▼ 7%
Sale to List Price Ratio	99%	97%	▲ 2%	99%	0%
Sales Volume	\$26,251,326	\$17,605,646	▲ 49%	\$36,762,143	▼ 29%
Average Days on Market	86 days	119 days	▼ 33 days	54 days	▲ 32 days
Homes Sold Year to Date	483	422	▲ 14%	502	▼ 4%
For Sale at Month's End	313	341	▼ 8%	254	▲ 23%

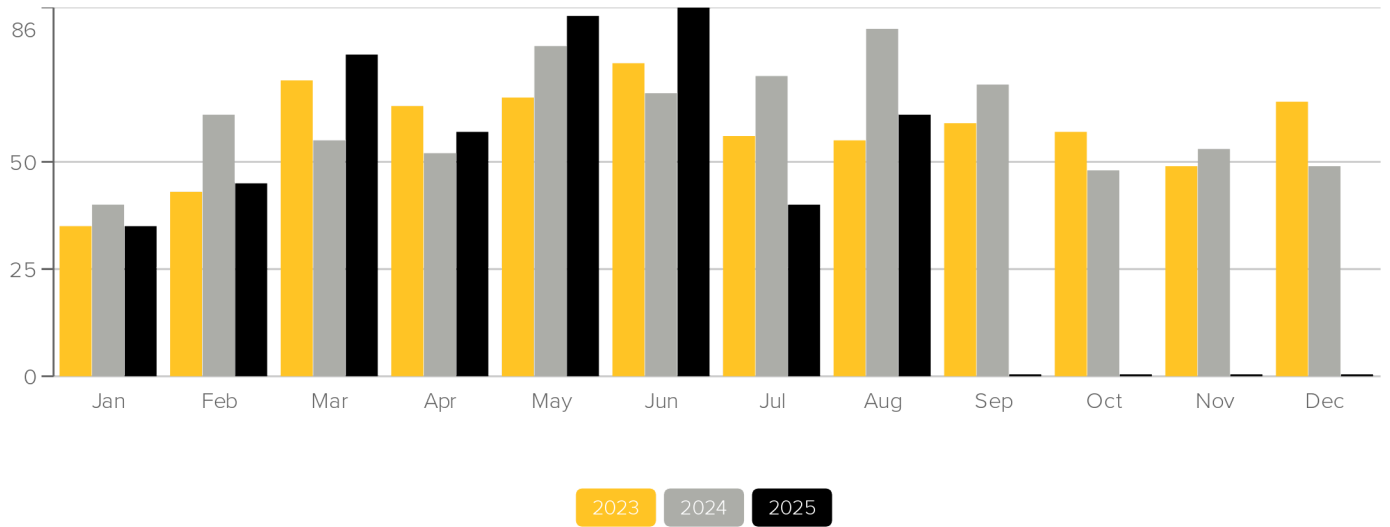
Current Market

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.

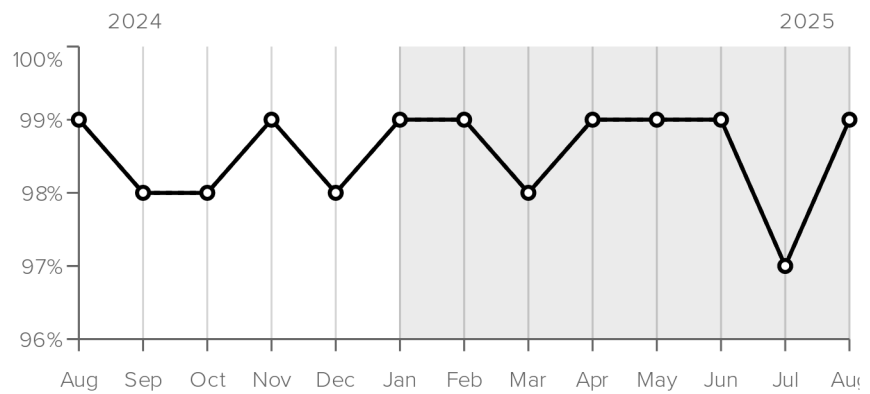
327 Homes for Sale	94 Homes Under Contract	\$4,900,000 High Price
\$210,000 Low Price	\$425,990 Median List Price	



Homes Sold

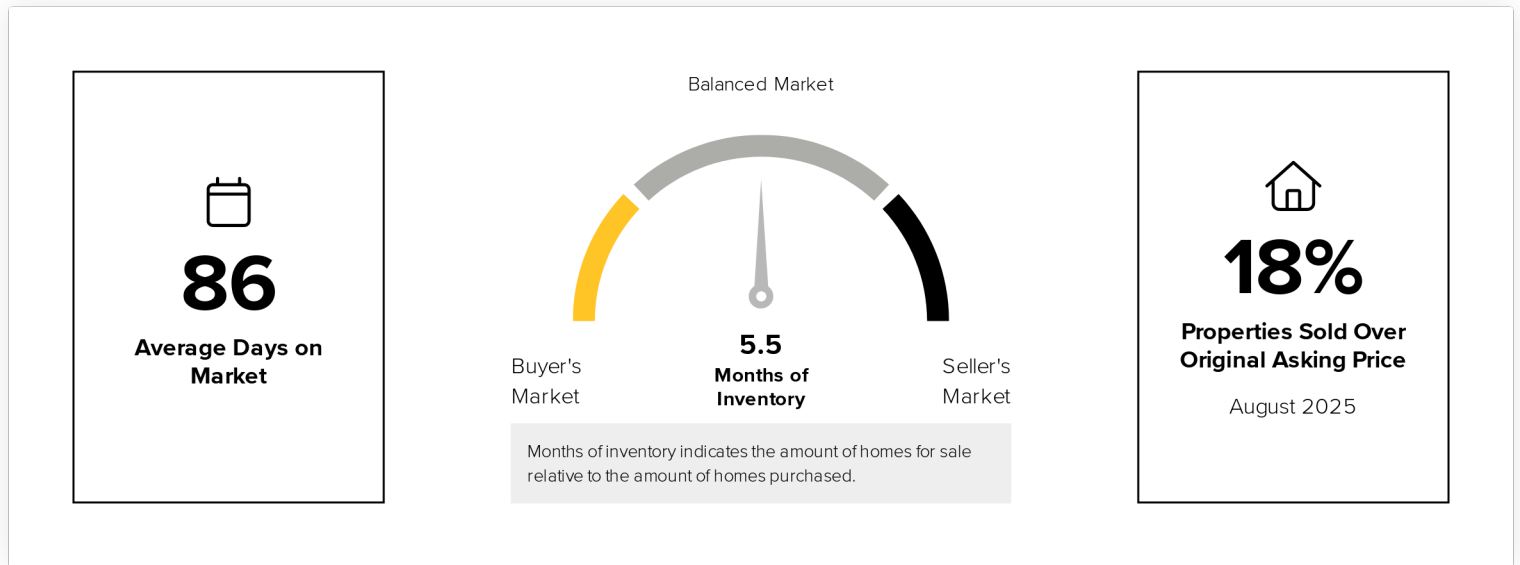


Sale to List Price Ratio





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	318	5.5	1.8	58	64	Balanced
< \$100,000	0	—	—	0	0	—
\$100,000 - \$200,000	0	—	—	0	0	—
\$200,000 - \$300,000	3	—	1.0	0	0	—
\$300,000 - \$400,000	110	3.5	1.4	31	27	● Seller's
\$400,000 - \$500,000	103	8.6	2.1	12	20	● Buyer's
\$500,000 - \$600,000	53	7.6	2.8	7	6	● Buyer's
\$600,000 - \$700,000	20	4.0	1.1	5	5	● Balanced
\$700,000 - \$800,000	9	3.0	1.3	3	2	● Seller's
\$800,000 - \$900,000	12	—	6.0	0	0	—
\$900,000 - \$1,000,000	3	—	—	0	0	—
> \$1,000,000	5	—	—	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 August 2025.

