



Community Market Report



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

Vail, Arizona

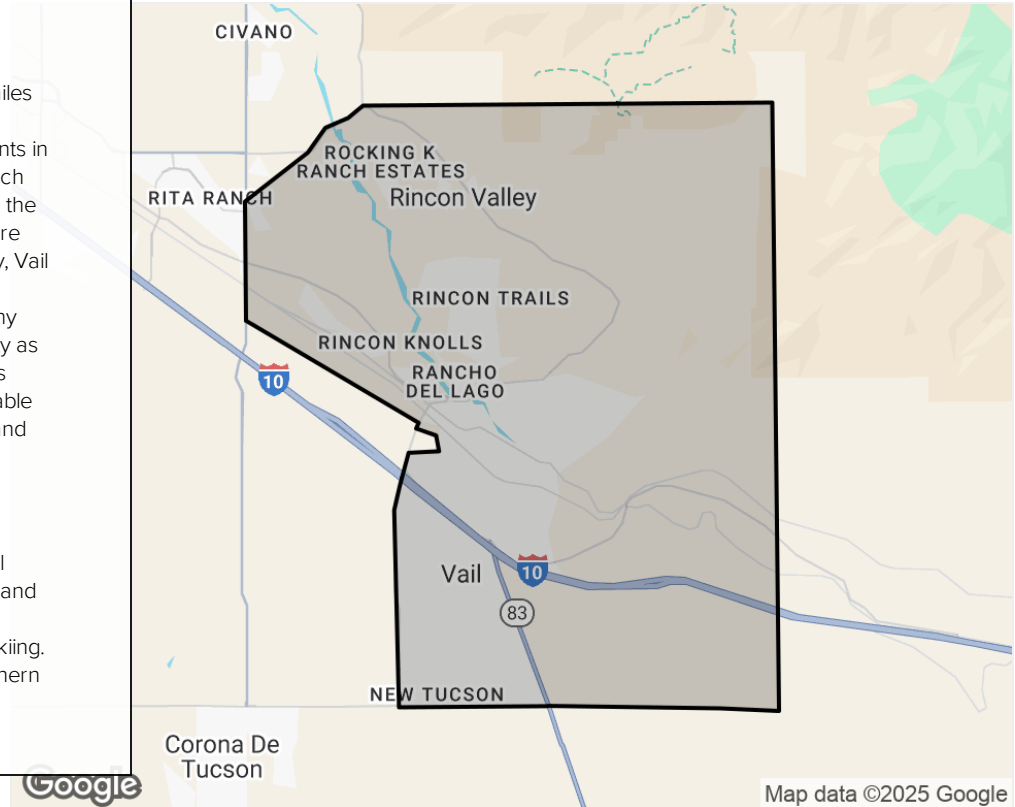
November 2025



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 October 2025.

	Current Period Oct 2025	Last Month Sep 2025	Change From Last Month	Last Year Oct 2024	Change From Last Year
Homes Sold	74	86	▼ 14%	45	▲ 64%
Median Sale Price	\$399,950	\$423,291	▼ 6%	\$389,888	▲ 3%
Median List Price	\$404,410	\$426,890	▼ 5%	\$394,990	▲ 2%
Sale to List Price Ratio	98%	98%	0%	98%	0%
Sales Volume	\$32,792,317	\$39,025,760	▼ 16%	\$20,152,394	▲ 63%
Average Days on Market	81 days	96 days	▼ 15 days	81 days	▲ 0 days
Homes Sold Year to Date	660	586	▲ 13%	585	▲ 13%
For Sale at Month's End	334	327	▲ 2%	269	▲ 24%

Current Market

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

316
Homes for Sale

84
Homes Under Contract

\$4,900,000
High Price

\$101,430
Low Price

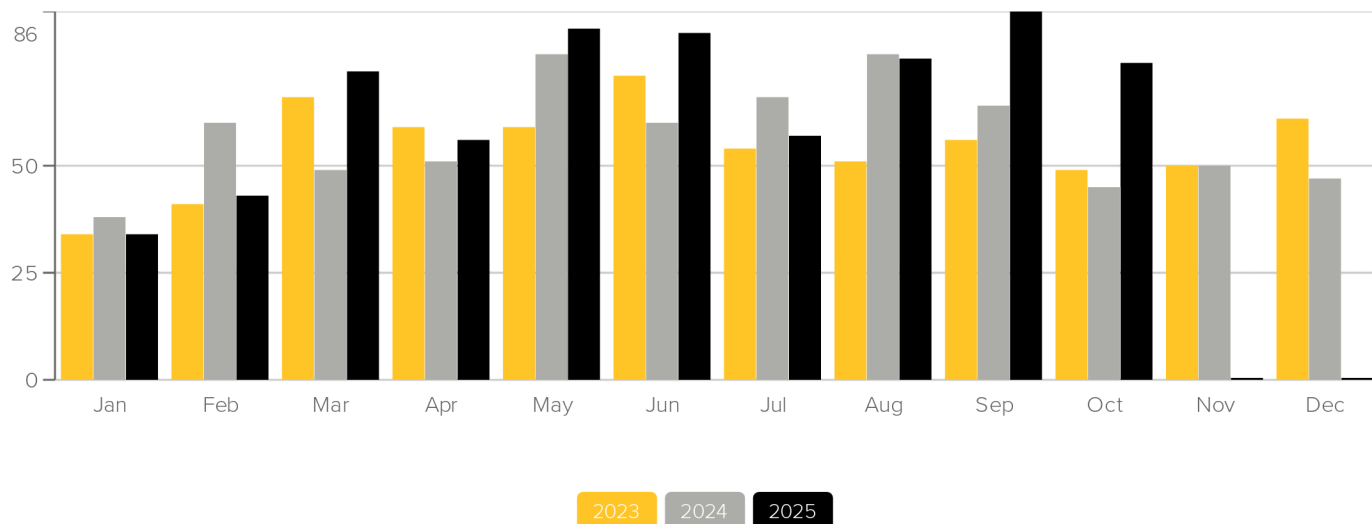
\$422,535
Median List Price

Values pulled on 11/2/2025

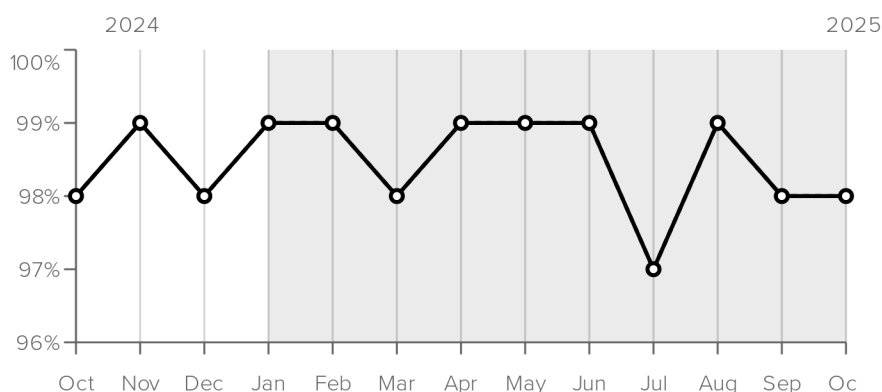




Homes Sold



Sale to List Price Ratio





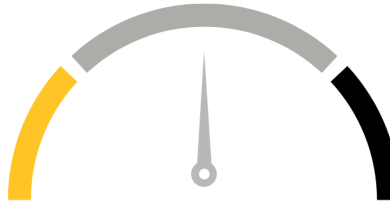
Market Conditions



81

Average Days on Market

Balanced Market



Buyer's Market

4.3
Months of Inventory

Seller's Market

Months of inventory indicates the amount of homes for sale relative to the amount of homes purchased.



12%

Properties Sold Over Original Asking Price

October 2025

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

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

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 11/2/25	Current Period Oct 2025	3 Month Trend	Current Period Oct 2025	6 Month Avg
All Price Ranges	308	4.3	1.4	71	74	Balanced
< \$100,000	0	—	—	0	0	—
\$100,000 - \$200,000	0	—	—	0	0	—
\$200,000 - \$300,000	4	4.0	2.0	1	1	● Balanced
\$300,000 - \$400,000	105	3.2	1.0	33	32	● Seller's
\$400,000 - \$500,000	102	6.8	1.6	15	21	● Buyer's
\$500,000 - \$600,000	42	3.0	1.4	14	9	● Seller's
\$600,000 - \$700,000	22	7.3	1.5	3	5	● Buyer's
\$700,000 - \$800,000	12	12.0	2.4	1	2	● Buyer's
\$800,000 - \$900,000	9	3.0	1.8	3	1	● Seller's
\$900,000 - \$1,000,000	2	2.0	1.0	1	0	● Seller's
> \$1,000,000	10	—	10.0	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 October 2025.

