



Community Market Report



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Vail, Arizona

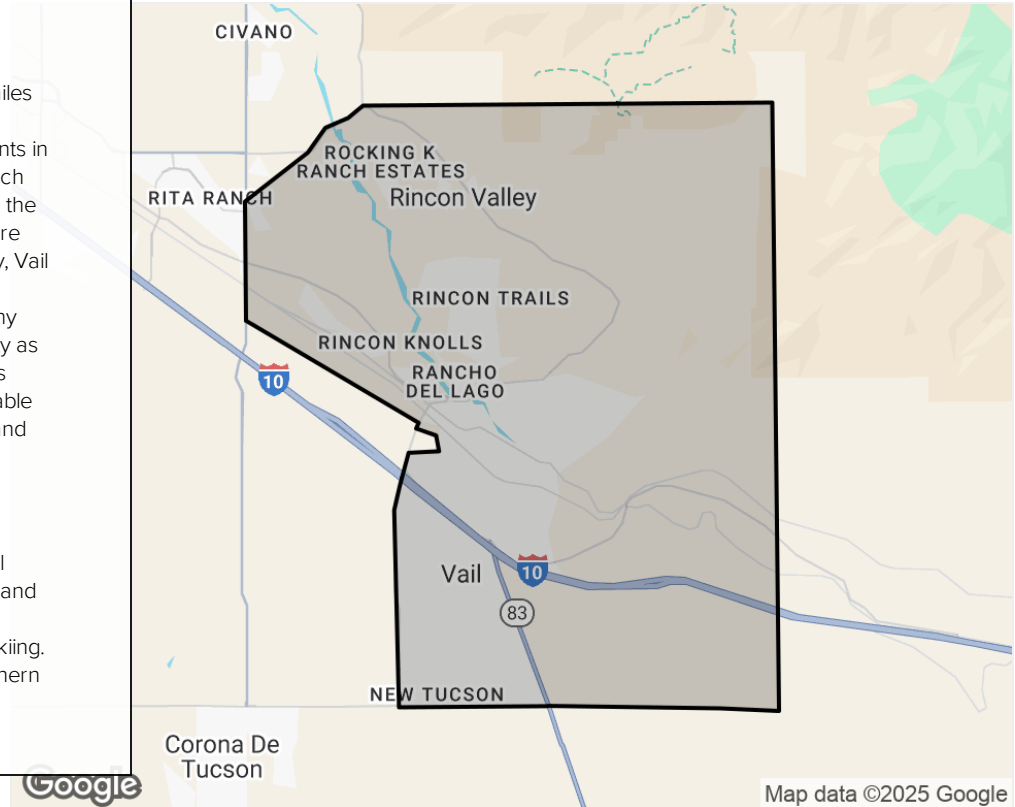
December 2025



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
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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 November 2025.

	Current Period Nov 2025	Last Month Oct 2025	Change From Last Month	Last Year Nov 2024	Change From Last Year
Homes Sold	59	77	▼ 23%	50	▲ 18%
Median Sale Price	\$399,900	\$406,900	▼ 2%	\$411,601	▼ 3%
Median List Price	\$400,000	\$408,900	▼ 2%	\$417,450	▼ 4%
Sale to List Price Ratio	99%	98%	▲ 1%	99%	0%
Sales Volume	\$25,764,794	\$34,267,297	▼ 25%	\$22,535,026	▲ 14%
Average Days on Market	91 days	84 days	▲ 7 days	101 days	▼ 10 days
Homes Sold Year to Date	724	665	▲ 9%	639	▲ 13%
For Sale at Month's End	317	334	▼ 5%	270	▲ 17%

Current Market

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

309
Homes for Sale

80
Homes Under Contract

\$4,900,000
High Price

\$101,430
Low Price

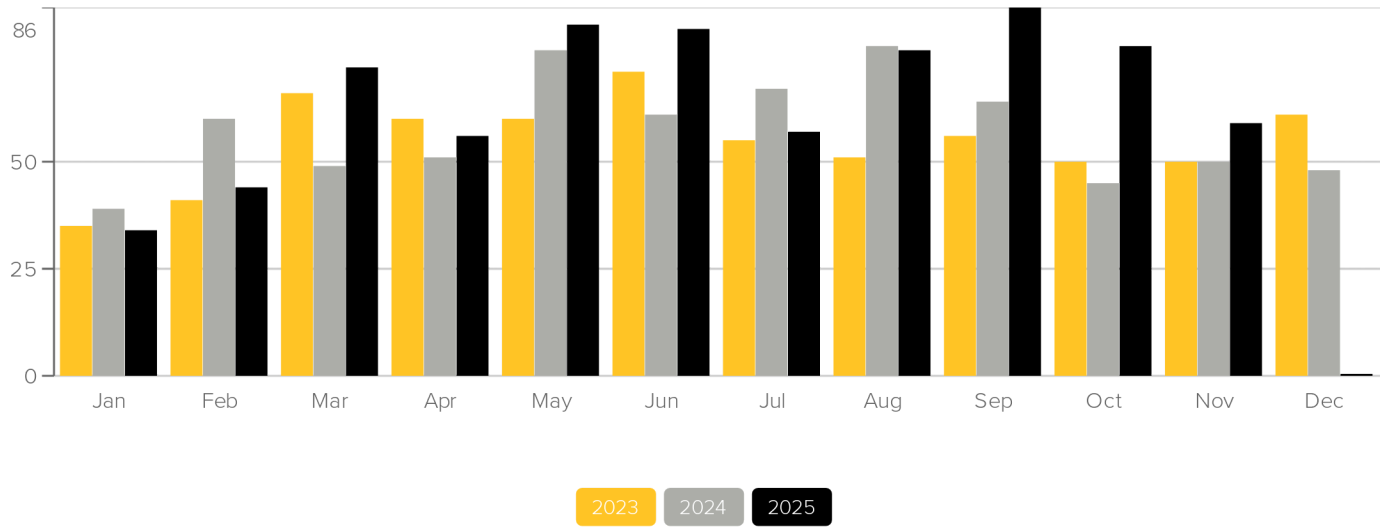
\$415,000
Median List Price

Values pulled on 12/5/2025





Homes Sold

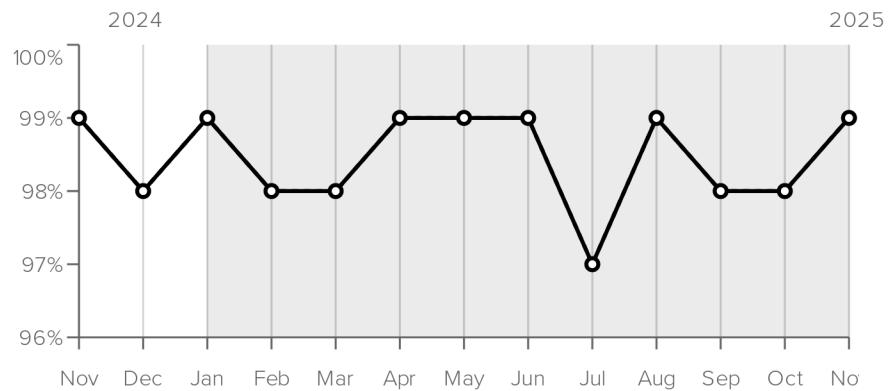


Sale to List Price Ratio

99%

Average Sale to List Price Ratio

November 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	<div style="border: 1px solid #ccc; padding: 10px; margin-bottom: 10px;"> <p style="text-align: center;">Buyer's Market</p> <p style="text-align: center; font-size: 0.8em;">More people selling homes than buying</p> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px; text-align: center;">More homes to choose from</div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px; text-align: center;">Could spend less than asking price</div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px; text-align: center;">Price restrictions</div> <div style="border: 1px solid #ccc; padding: 5px; text-align: center;">Rarely competing offers</div> </div>	<div style="border: 1px solid #ccc; padding: 10px; margin-bottom: 10px;"> <p style="text-align: center;">Seller's Market</p> <p style="text-align: center; font-size: 0.8em;">More people buying homes than selling</p> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px; text-align: center;">Fewer homes to choose from</div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px; text-align: center;">Need to be able to close quickly</div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px; text-align: center;">Could spend more than asking price</div> <div style="border: 1px solid #ccc; padding: 5px; text-align: center;">Competition from other buyers</div> </div>
	<div style="border: 1px solid #ccc; padding: 10px; margin-bottom: 10px;"> <p style="text-align: center;">Buyer's Market</p> <p style="text-align: center; font-size: 0.8em;">More people selling homes than buying</p> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px; text-align: center;">Takes more time to sell</div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px; text-align: center;">Fewer offers received</div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px; text-align: center;">Could get lower than asking price</div> <div style="border: 1px solid #ccc; padding: 5px; text-align: center;">May have to make repairs and/or concessions</div> </div>	<div style="border: 1px solid #ccc; padding: 10px;"> <p style="text-align: center;">Seller's Market</p> <p style="text-align: center; font-size: 0.8em;">More people buying homes than selling</p> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px; text-align: center;">Home sells quickly</div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px; text-align: center;">Multiple offers likely</div> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px; text-align: center;">Could get more than asking price</div> <div style="border: 1px solid #ccc; padding: 5px; text-align: center;">Buyers willing to overlook repairs</div> </div>



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 12/5/25	Current Period Nov 2025	3 Month Trend	Current Period Nov 2025	6 Month Avg	
All Price Ranges	292	4.9	1.4	59	71	Balanced
< \$100,000	0	—	—	0	0	—
\$100,000 - \$200,000	0	—	—	0	0	—
\$200,000 - \$300,000	4	—	2.0	0	0	—
\$300,000 - \$400,000	112	3.9	1.2	29	31	● Seller's
\$400,000 - \$500,000	92	5.4	1.5	17	20	● Balanced
\$500,000 - \$600,000	36	6.0	1.2	6	8	● Buyer's
\$600,000 - \$700,000	18	9.0	1.5	2	5	● Buyer's
\$700,000 - \$800,000	10	3.3	2.0	3	2	● Seller's
\$800,000 - \$900,000	10	10.0	1.7	1	1	● Buyer's
\$900,000 - \$1,000,000	0	0.0	0.0	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 November 2025.

