



Community Market Report



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Vail, Arizona

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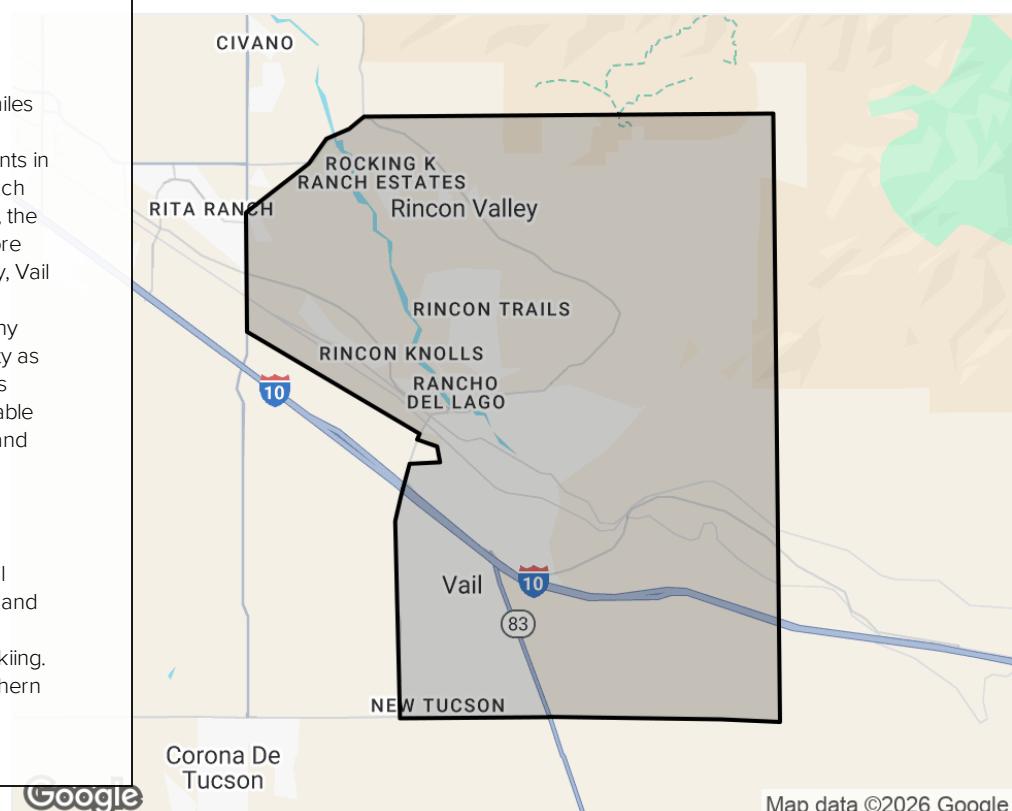




About Vail

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 Helvetica 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 December 2025.

	Current Period Dec 2025	Last Month Nov 2025	Change From Last Month	Last Year Dec 2024	Change From Last Year
Homes Sold	65	61	▲ 7%	49	▲ 33%
Median Sale Price	\$389,900	\$399,000	▼ 2%	\$442,000	▼ 12%
Median List Price	\$399,000	\$400,000	0%	\$444,990	▼ 10%
Sale to List Price Ratio	98%	99%	▼ 1%	98%	0%
Sales Volume	\$28,858,958	\$26,489,774	▲ 9%	\$22,498,025	▲ 28%
Average Days on Market	105 days	94 days	▲ 11 days	77 days	▲ 28 days
Homes Sold Year to Date	814	749	▲ 9%	724	▲ 12%
For Sale at Month's End	309	317	▼ 3%	236	▲ 31%

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.

297
Homes for Sale

87
Homes Under Contract

\$4,900,000
High Price

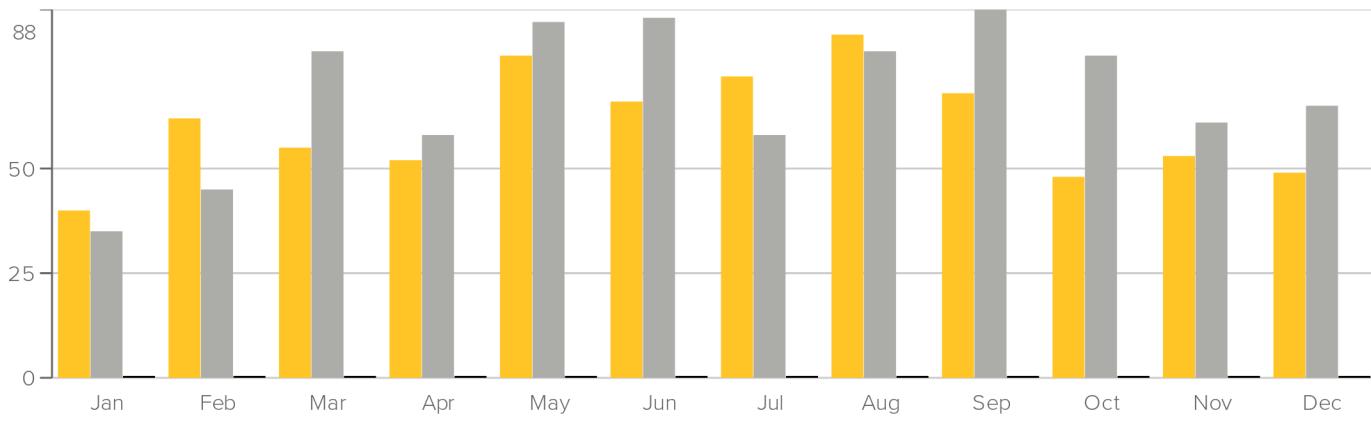
\$101,430
Low Price

\$419,945
Median List Price

Values pulled on 1/5/2026

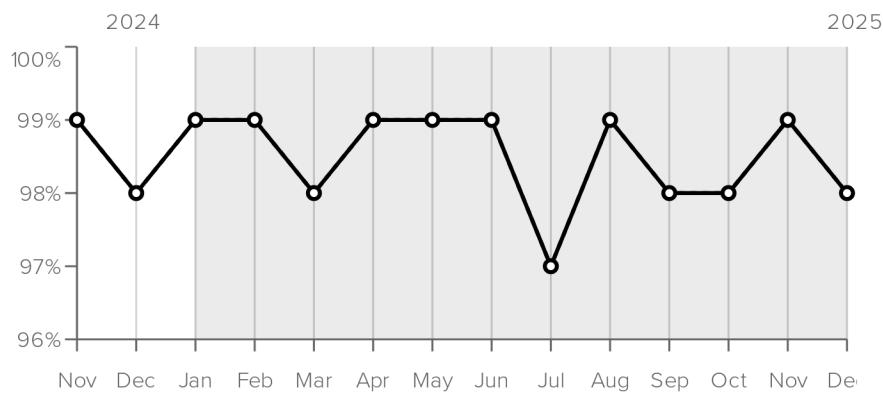


Homes Sold



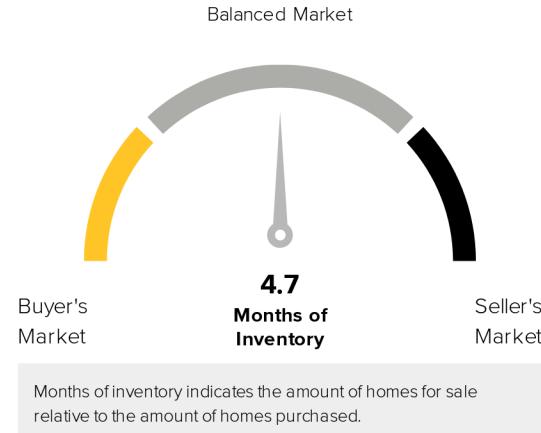
2024 2025 2026

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

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 1/5/26	Current Period Dec 2025	3 Month Trend	Current Period Dec 2025	
All Price Ranges	285	4.7	—	1.5	61	68
< \$100,000	0	—	—	—	0	—
\$100,000 - \$200,000	0	—	—	—	0	—
\$200,000 - \$300,000	4	2.0	—	1.3	2	0
\$300,000 - \$400,000	106	3.5	—	1.1	30	31
\$400,000 - \$500,000	92	8.4	—	2.1	11	18
\$500,000 - \$600,000	37	4.6	—	1.3	8	8
\$600,000 - \$700,000	16	3.2	—	1.6	5	4
\$700,000 - \$800,000	11	11.0	—	2.2	1	2
\$800,000 - \$900,000	9	3.0	—	1.5	3	1
\$900,000 - \$1,000,000	1	—	—	0.5	0	0
> \$1,000,000	9	9.0	—	9.0	1	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 December 2025.

