



Community Market Report



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

Vail, Arizona

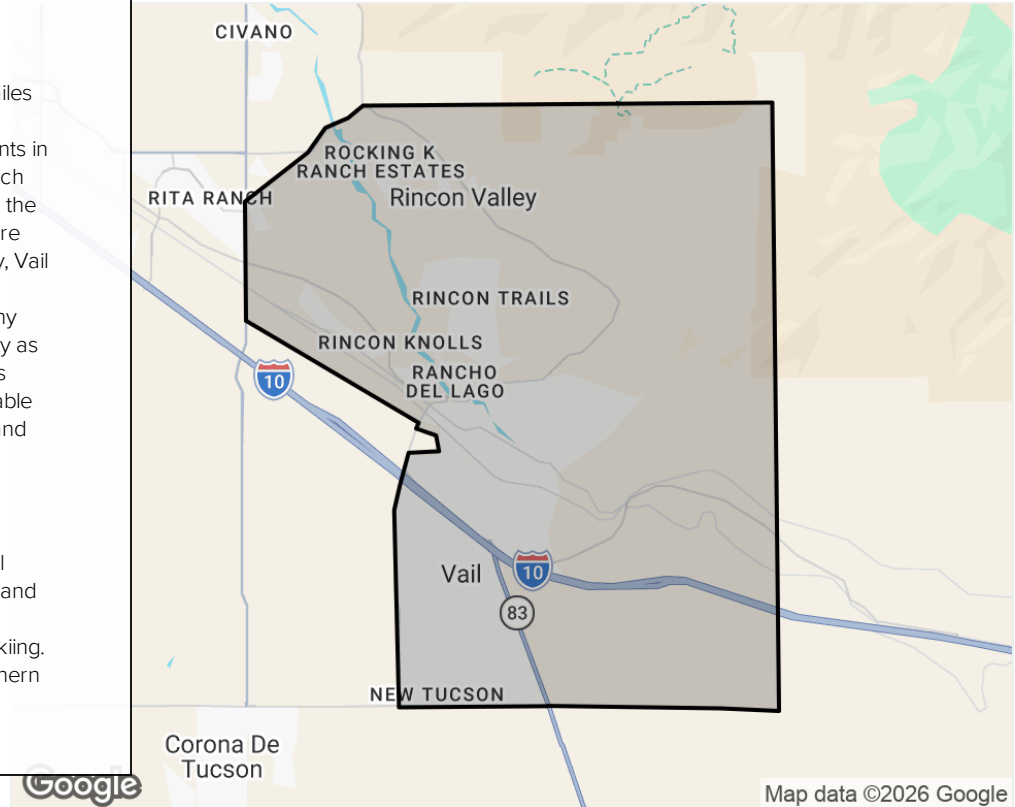
February 2026



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 January 2026.

	Current Period Jan 2026	Last Month Dec 2025	Change From Last Month	Last Year Jan 2025	Change From Last Year
Homes Sold	59	74	▼ 20%	35	▲ 69%
Median Sale Price	\$407,346	\$395,165	▲ 3%	\$415,000	▼ 2%
Median List Price	\$418,900	\$400,645	▲ 5%	\$410,000	▲ 2%
Sale to List Price Ratio	99%	98%	▲ 1%	99%	0%
Sales Volume	\$25,865,401	\$33,085,898	▼ 22%	\$15,412,858	▲ 68%
Average Days on Market	63 days	102 days	▼ 39 days	99 days	▼ 36 days
Homes Sold Year to Date	59	824	▼ 93%	35	▲ 69%
For Sale at Month's End	309	309	0%	256	▲ 21%

Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of February 2, 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.

320
Homes for Sale

92
Homes Under Contract

\$4,900,000
High Price

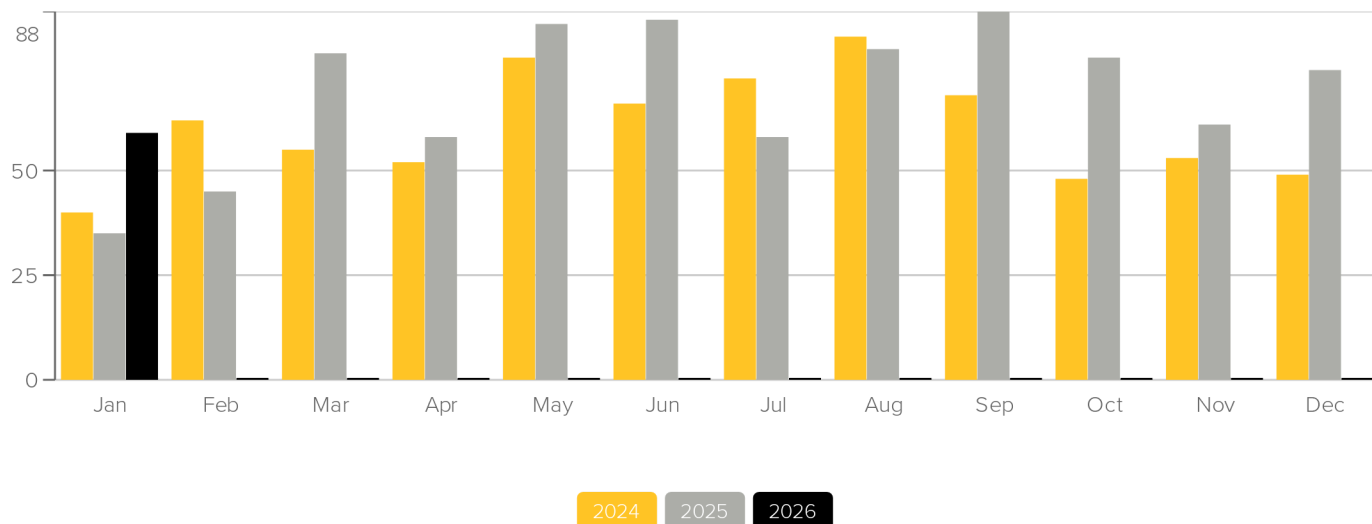
\$153,000
Low Price

\$424,750
Median List Price

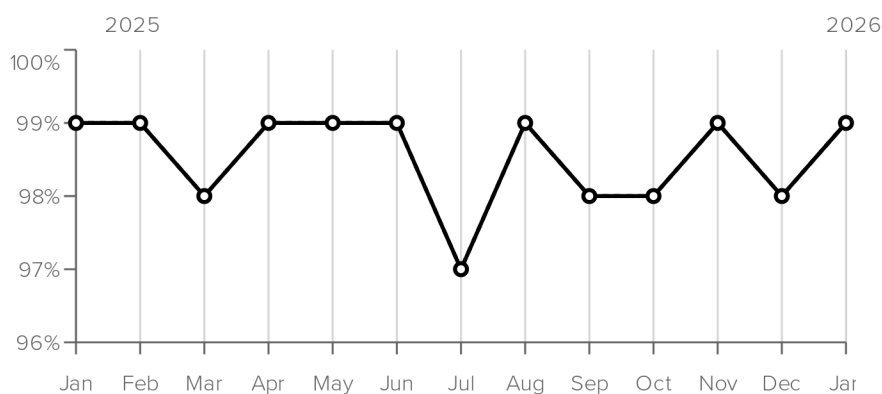
Values pulled on 2/2/2026



Homes Sold

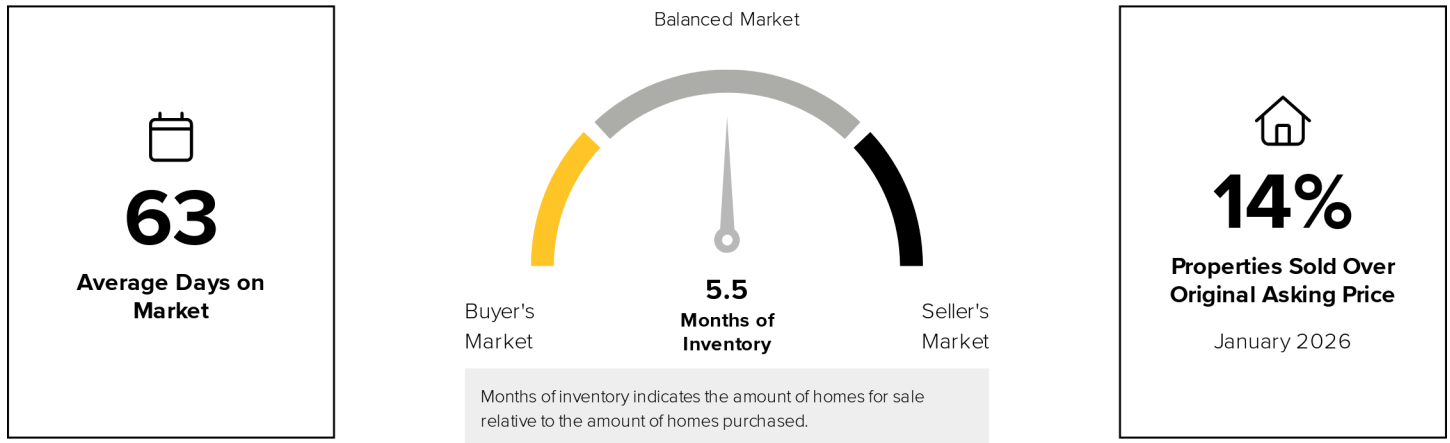


Sale to List Price Ratio





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	<div> <p>Buyer's Market</p> <p>More people selling homes than buying</p> <div> <p>More homes to choose from</p> <p>Could spend less than asking price</p> <p>Price restrictions</p> <p>Rarely competing offers</p> </div> </div>	<div> <p>Seller's Market</p> <p>More people buying homes than selling</p> <div> <p>Fewer homes to choose from</p> <p>Need to be able to close quickly</p> <p>Could spend more than asking price</p> <p>Competition from other buyers</p> </div> </div>
	<div> <p>Buyer's Market</p> <p>More people selling homes than buying</p> <div> <p>Takes more time to sell</p> <p>Fewer offers received</p> <p>Could get lower than asking price</p> <p>May have to make repairs and/or concessions</p> </div> </div>	<div> <p>Seller's Market</p> <p>More people buying homes than selling</p> <div> <p>Home sells quickly</p> <p>Multiple offers likely</p> <p>Could get more than asking price</p> <p>Buyers willing to overlook repairs</p> </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 2/2/26	Current Period Jan 2026	3 Month Trend	Current Period Jan 2026	6 Month Avg
All Price Ranges	302	5.5	1.7	55	69	Balanced
< \$100,000	0	—	—	0	0	—
\$100,000 - \$200,000	0	—	—	0	0	—
\$200,000 - \$300,000	3	—	1.5	0	0	—
\$300,000 - \$400,000	106	4.8	1.2	22	31	● Balanced
\$400,000 - \$500,000	102	5.7	2.2	18	18	● Balanced
\$500,000 - \$600,000	33	3.3	1.2	10	9	● Seller's
\$600,000 - \$700,000	20	6.7	1.8	3	4	● Buyer's
\$700,000 - \$800,000	17	8.5	2.8	2	1	● Buyer's
\$800,000 - \$900,000	10	—	3.3	0	1	—
\$900,000 - \$1,000,000	0	—	0.0	0	0	—
> \$1,000,000	11	—	11.0	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 January 2026.

