



Community Market Report



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Vail, Arizona

September 2026

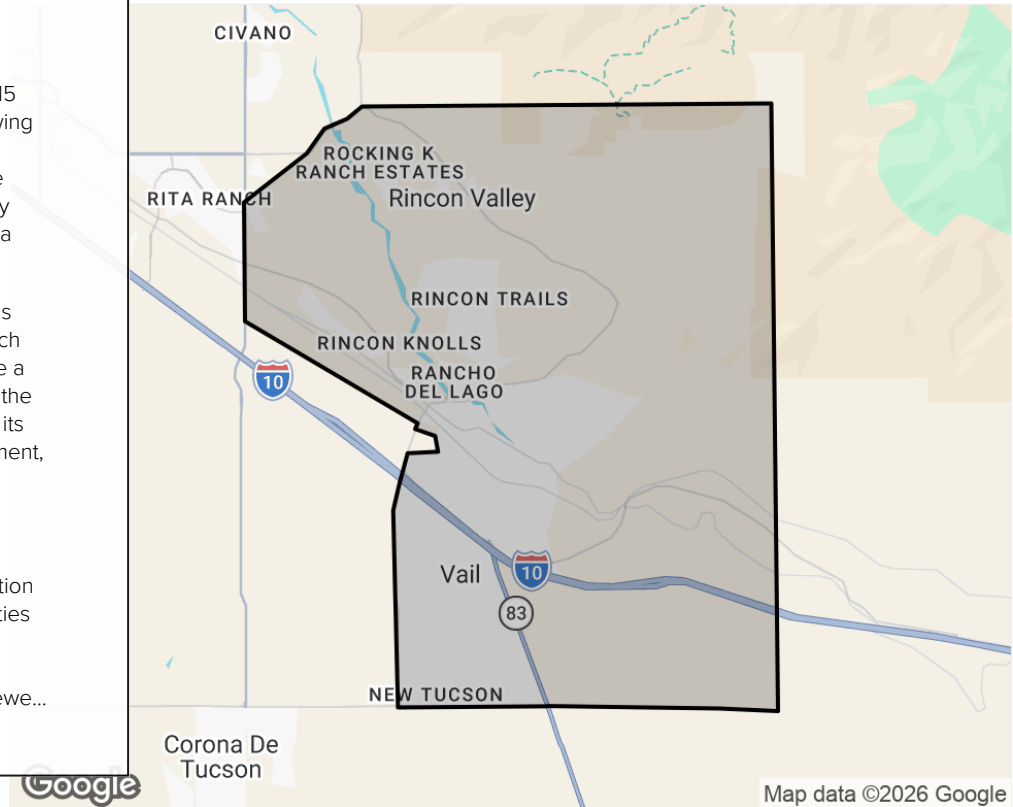


About Vail

Nestled at the base of the Rincon Mountains just 15 miles southeast of Tucson, Vail, Arizona, is a growing community known for scenic desert views, strong schools, and affordable housing. Vail is part of the highly rated Vail School District, which consistently attracts families looking for quality education and a safe, welcoming environment.

Vail has a rich history dating back to the late 1800s when it was established as the Empire Cattle Ranch by Edward and Walter Vail. The area later became a key location for storing and transporting ore from the nearby Helvetia Copper Mine. Today, Vail blends its historical roots with modern growth and development, making it an appealing place to live in Southern Arizona.

From a real estate perspective, Vail offers a wide range of housing options, including new construction homes, master planned communities, and properties with larger lots. Many buyers are drawn to Vail because home prices are often more affordable compared to central Tucson, while still offering new...



Scan to view the full digital market report for 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 2026.

	Current Period Aug 2026	Last Month Jul 2026	Change From Last Month	Last Year Aug 2025	Change From Last Year
Homes Sold	51	73	▼ 30%	79	▼ 35%
Median Sale Price	\$410,000	\$407,900	▲ 1%	\$392,010	▲ 5%
Median List Price	\$417,500	\$408,740	▲ 2%	\$399,000	▲ 5%
Sale to List Price Ratio	98%	99%	▼ 1%	99%	▼ 1%
Sales Volume	\$23,544,264	\$33,778,218	▼ 30%	\$33,063,197	▼ 29%
Average Days on Market	88 days	76 days	▲ 12 days	89 days	▼ 1 day
Homes Sold Year to Date	619	568	▲ 9%	524	▲ 18%
For Sale at Month's End	254	272	▼ 7%	327	▼ 22%

Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of September 4, 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.

256
Homes for Sale

99
Homes Under Contract

\$4,900,000
High Price

\$199,900
Low Price

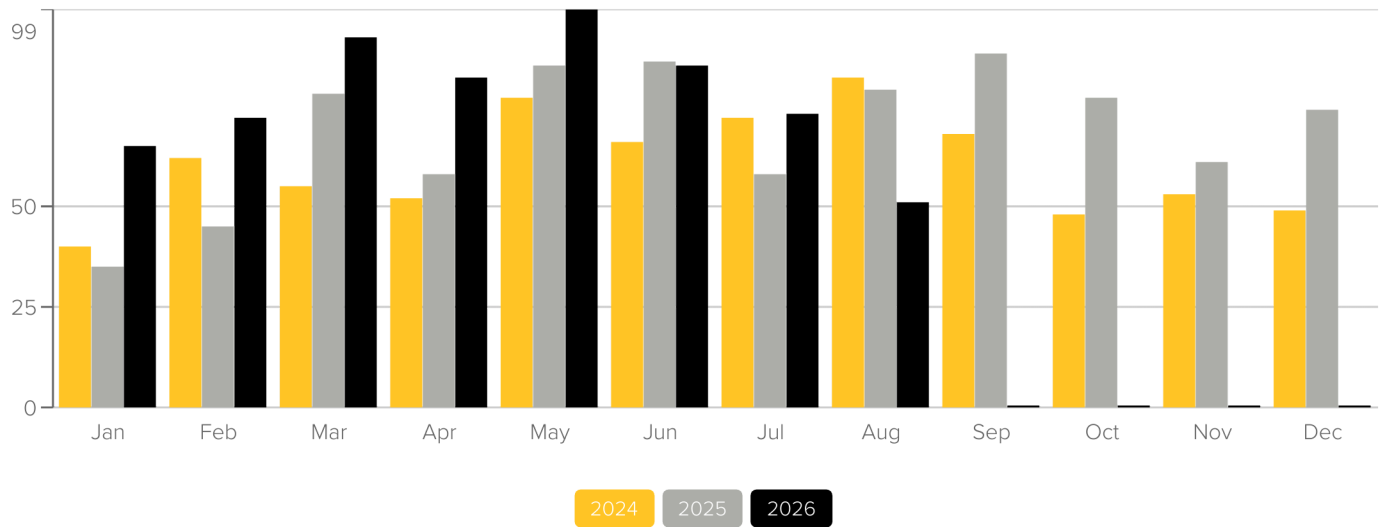
\$425,000
Median List Price

Values pulled on 9/4/2026

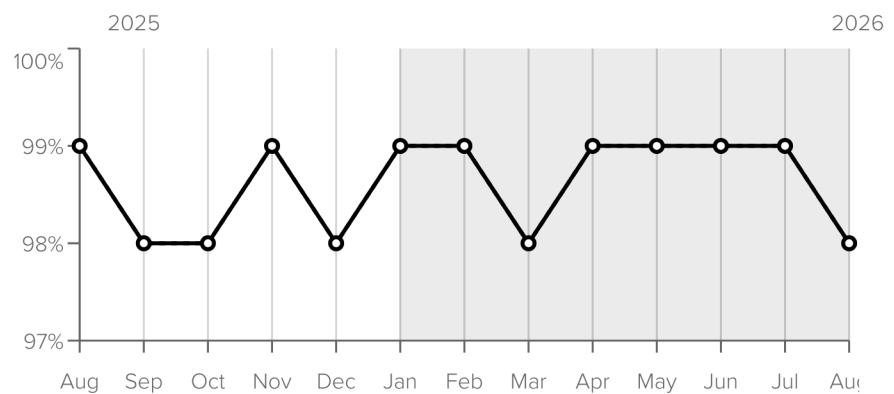




Homes Sold

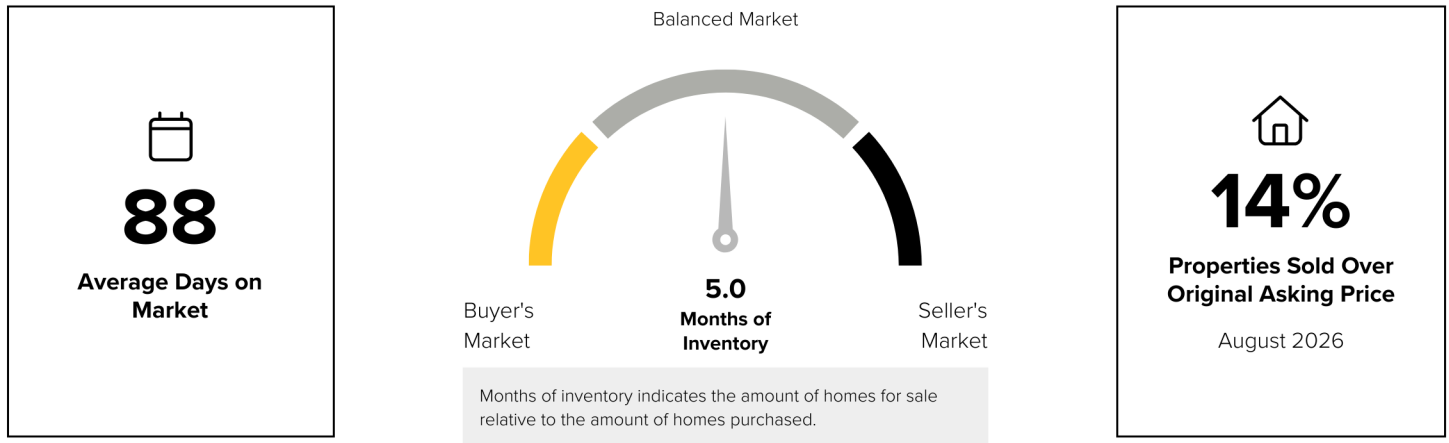


Sale to List Price Ratio





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

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 9/4/26	Current Period Aug 2026	3 Month Trend	Current Period Aug 2026	6 Month Avg	
All Price Ranges	256	5.0	1.2	51	80	Balanced
< \$250,000	5	—	5.0	0	1	—
\$250,000 - \$300,000	15	5.0	1.7	3	2	Balanced
\$300,000 - \$350,000	36	4.0	0.9	9	14	Balanced
\$350,000 - \$400,000	59	6.6	1.1	9	20	Buyer's
\$400,000 - \$450,000	28	2.2	0.8	13	14	Seller's
\$450,000 - \$500,000	31	6.2	1.7	5	8	Buyer's
\$500,000 - \$600,000	27	5.4	1.1	5	8	Balanced
\$600,000 - \$750,000	32	8.0	1.7	4	6	Buyer's
\$750,000 - \$1,000,000	15	15.0	3.8	1	2	Buyer's
\$1,000,000 - \$2,000,000	7	3.5	1.4	2	1	Seller's
> \$2,000,000	1	—	—	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 2026.

