

Elliman Report

Q2-2025

Vero Beach, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

- **12.7%**
Prices Median Sales Price
- **8.3%**
Sales Closed Sales
- + **14.6%**
Inventory Total Inventory
- **2.7%**
Negotiability Listing Discount

Condo

Dashboard

YEAR-OVER-YEAR

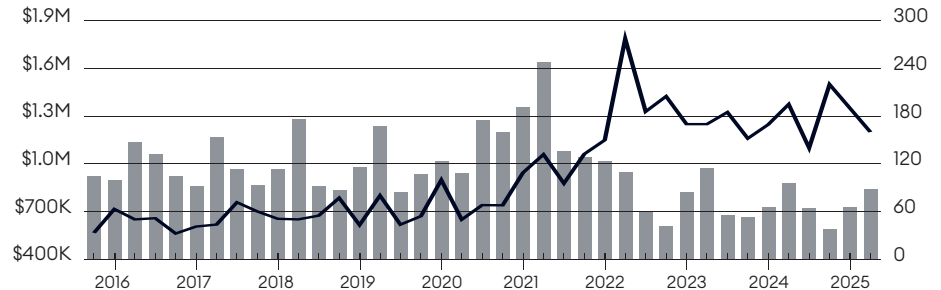
- **24.4%**
Prices Median Sales Price
- + **17.3%**
Sales Closed Sales
- + **24.4%**
Inventory Total Inventory
- + **0.8%**
Negotiability Listing Discount

- Single family median sales price declined annually for the first time in three quarters
- Condo sales surged year over year for the first time in six quarters
- Johns Island median sales price for single families surged annually as condos declined

Median Sales Price

Vero Beach Single Family

Number of Sales



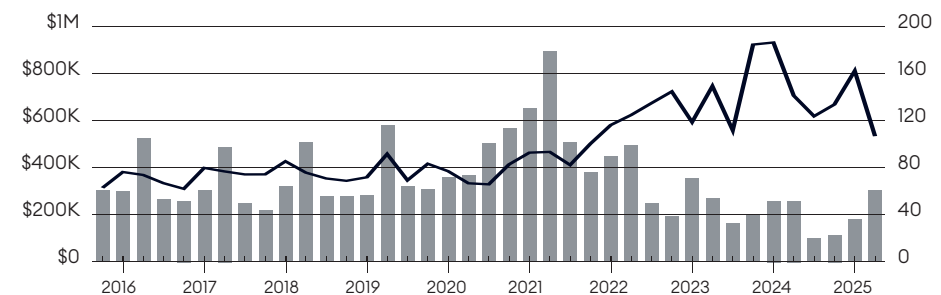
Vero Beach Single Family Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$1,703,887	-3.9%	\$1,772,453	-9.2%	\$1,876,491
Average Price Per Sq Ft	\$619	2.0%	\$607	2.3%	\$605
Median Sales Price	\$1,200,000	-11.1%	\$1,350,000	-12.7%	\$1,375,000
Number of Sales (Closed)	88	35.4%	65	-8.3%	96
Days on Market (From Last List Date)	128	25.5%	102	15.3%	111
Listing Discount (From Last List Price)	7.1%		9.3%		9.8%
Listing Inventory	212	-23.7%	278	14.6%	185
Months of Supply	7.2	-43.8%	12.8	24.1%	5.8
Average Square Feet	2,796	-7.6%	3,025	-4.0%	2,912

Analysis covers zip code 32963 but excludes the Johns Island market

Median Sales Price

Vero Beach Condo

Number of Sales



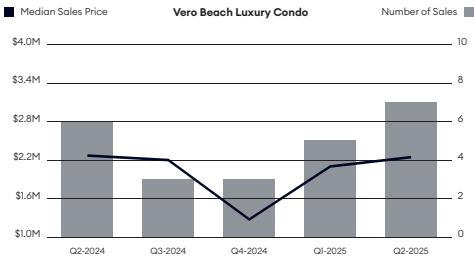
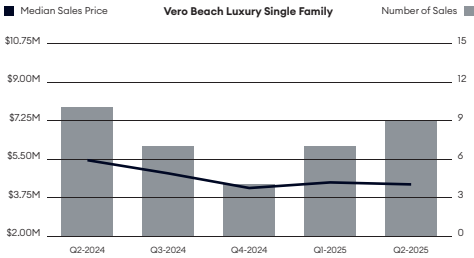
Vero Beach Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$816,520	-7.5%	\$882,694	-6.0%	\$868,423
Average Price Per Sq Ft	\$457	-5.4%	\$483	-4.2%	\$477
Median Sales Price	\$535,000	-34.2%	\$813,000	-24.4%	\$707,500
Number of Sales (Closed)	61	69.4%	36	17.3%	52
Days on Market (From Last List Date)	118	22.9%	96	25.5%	94
Listing Discount (From Last List Price)	6.9%		4.6%		6.1%
Listing Inventory	168	-25.0%	224	24.4%	135
Months of Supply	8.3	-55.6%	18.7	6.4%	7.8
Average Square Feet	1,561	-12.0%	1,773	-8.0%	1,696

Analysis covers zip code 32963 but excludes the Johns Island market



Prepared by Miller Samuel Real Estate Appraisers & Consultants

Luxury



Luxury Single Family Matrix (Top 10% of Sales)	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$4,985,575	-1.2%	\$5,045,000	-17.8%	\$6,062,033
Average Price per Sq Ft	\$1,008	17.5%	\$858	-4.4%	\$1,054
Median Sales Price	\$4,350,000	-2.0%	\$4,440,000	-20.2%	\$5,450,000
Number of Sales (Closed)	9	28.6%	7	-10.0%	10
Days on Market (From Last List Date)	149	41.9%	105	0.7%	148
Listing Discount (From Last List Price)	8.2%		13.7%		14.5%
Listing Inventory	47	-27.7%	65	20.5%	39
Months of Supply	15.7	-43.7%	27.9	34.2%	11.7
Entry Price Threshold	\$3,500,000	0.0%	\$3,500,000	0.2%	\$3,492,000
Average Square Feet	5,353	-8.9%	5,878	-2.7%	5,503

Luxury Condo Matrix (Top 10% of Sales)	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$2,662,857	33.8%	\$1,990,000	18.0%	\$2,256,667
Average Price per Sq Ft	\$1,137	24.5%	\$913	24.4%	\$914
Median Sales Price	\$2,245,000	6.9%	\$2,100,000	-1.1%	\$2,270,000
Number of Sales (Closed)	7	40.0%	5	16.7%	6
Days on Market (From Last List Date)	109	142.2%	45	78.7%	61
Listing Discount (From Last List Price)	7.5%		4.0%		5.6%
Listing Inventory	14	-57.6%	33	7.7%	13
Months of Supply	6.0	-69.7%	19.8	-7.7%	6.5
Entry Price Threshold	\$1,945,000	46.8%	\$1,325,000	34.1%	\$1,450,000
Average Square Feet	2,874	33.7%	2,149	4.4%	2,754

Analysis covers zip code 32963 but excludes the Johns Island market

By Sales Share Vero Beach

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	76.1%	75.0%
Single Family Mortgage	23.9%	25.0%
Condo Cash	86.9%	88.5%
Condo Mortgage	13.1%	11.5%

Analysis covers zip code 32963 but excludes the Johns Island market

Price	Current Quarter	Prior Year Quarter	Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family + Condo			Single Family Over	3.4%	3.1%
< \$350K	6.5%	1.8%	Single Family At	10.2%	5.2%
\$350K - \$499K	11.3%	7.8%	Single Family Under	86.4%	91.7%
\$500K - \$699K	11.9%	9.6%	Condo Over	1.6%	1.9%
\$700K - \$999K	20.2%	21.7%	Condo At	9.8%	9.6%
\$1M - \$1.9M	22.0%	31.9%	Condo Under	88.5%	88.5%
\$2M+	28.0%	27.1%			

By Sales Share Johns Island

Price	Current Quarter	Prior Year Quarter
Single Family		
< \$1M	0.0%	0.0%
\$1M - \$2.9M	18.2%	7.7%
\$3M - \$4.9M	9.1%	0.0%
\$5M - \$6.9M	9.1%	46.2%
> \$7M	63.6%	46.2%
Condo		
< \$1M	0.0%	0.0%
\$1M - \$2.9M	87.5%	60.0%
\$3M - \$4.9M	12.5%	40.0%
\$5M - \$6.9M	0.0%	0.0%
> \$7M	0.0%	0.0%

Johns Island Single Family Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$8,798,455	2.6%	\$8,577,000	30.0%	\$6,770,385
Average Price Per Sq Ft	\$2,075	16.2%	\$1,786	23.1%	\$1,686
Median Sales Price	\$8,025,000	6.2%	\$7,560,000	26.4%	\$6,350,000
Number of Sales (Closed)	11	120.0%	5	-15.4%	13
Average Square Feet	4,057	-15.5%	4,803	1.0%	4,016

Johns Island Condo Matrix	Q2-2025	%Δ (QTR)	Q1-2025	%Δ (YR)	Q2-2024
Average Sales Price	\$2,355,625	-1.3%	\$2,385,714	-22.3%	\$3,030,500
Average Price Per Sq Ft	\$1,450	7.0%	\$1,355	-23.5%	\$1,895
Median Sales Price	\$2,137,500	-5.0%	\$2,250,000	-22.3%	\$2,750,000
Number of Sales (Closed)	8	14.3%	7	60.0%	5
Average Square Feet	1,624	-7.8%	1,761	1.6%	1,599

Questions or comments? Email report author
Jonathan Miller at jmiller@millersamuel.com
Methodology: [millersamuel.com/research-reports/methodology](https://www.millersamuel.com/research-reports/methodology)

Douglas Elliman Real Estate
3001 Ocean Dr Suite 106, Vero Beach, FL 32963
772.763.1500 • [elliman.com](https://www.elliman.com)

Miller Samuel Real Estate Appraisers & Consultants
21 West 38th Street, New York, NY 10018
212.768.8100 • [millersamuel.com](https://www.millersamuel.com)