

Elliman Report

Q3-2025

Vero Beach, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

- + 13.6%**
Prices Median Sales Price
- 14.1%**
Sales Closed Sales
- + 29.4%**
Inventory Total Inventory
- 1.5%**
Negotiability Listing Discount

Condo

Dashboard

YEAR-OVER-YEAR

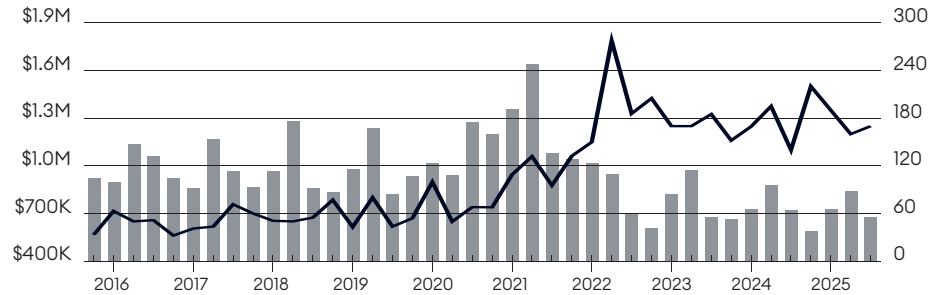
- 1.2%**
Prices Median Sales Price
- + 50.0%**
Sales Closed Sales
- + 19.0%**
Inventory Total Inventory
- + 2.0%**
Negotiability Listing Discount

- Single family median sales price rose annually for the third time in four quarters
- Condo sales surged year over year for the second time
- Johns Island median sales price for single families and condos increased annually

Median Sales Price

Vero Beach Single Family

Number of Sales



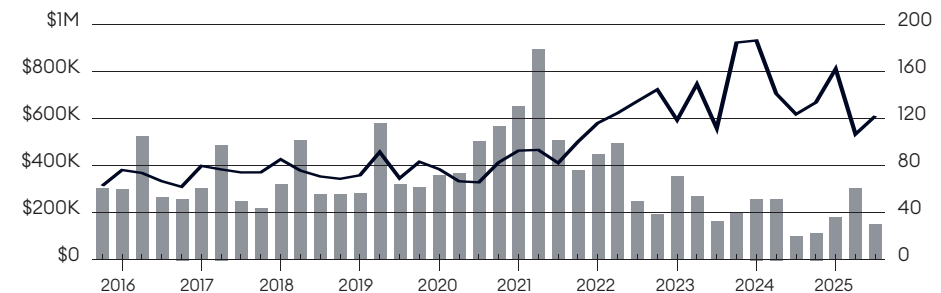
Vero Beach Single Family Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$1,560,268	-8.4%	\$1,703,887	-11.2%	\$1,756,981
Average Price Per Sq Ft	\$590	-4.7%	\$619	-11.0%	\$663
Median Sales Price	\$1,250,000	4.2%	\$1,200,000	13.6%	\$1,100,000
Number of Sales (Closed)	55	-37.5%	88	-14.1%	64
Days on Market (From Last List Date)	143	11.7%	128	28.8%	111
Listing Discount (From Last List Price)	8.2%		7.1%		9.7%
Listing Inventory	198	-6.6%	212	29.4%	153
Months of Supply	10.8	50.0%	7.2	50.0%	7.2
Average Square Feet	2,670	-4.5%	2,796	2.1%	2,616

Analysis covers zip code 32963 but excludes the Johns Island market

Median Sales Price

Vero Beach Condo

Number of Sales



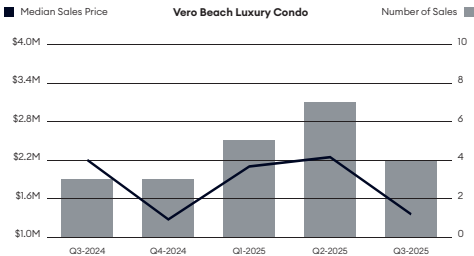
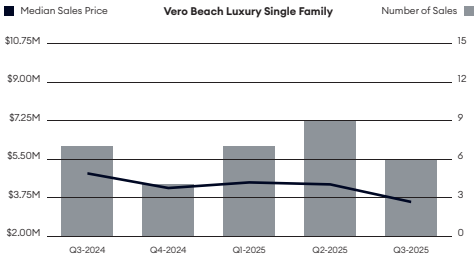
Vero Beach Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$707,167	-13.4%	\$816,520	-23.2%	\$920,967
Average Price Per Sq Ft	\$409	-10.5%	\$457	-21.5%	\$521
Median Sales Price	\$612,500	14.5%	\$535,000	-1.2%	\$620,000
Number of Sales (Closed)	30	-50.8%	61	50.0%	20
Days on Market (From Last List Date)	127	7.6%	118	10.4%	115
Listing Discount (From Last List Price)	10.0%		6.9%		8.0%
Listing Inventory	144	-14.3%	168	19.0%	121
Months of Supply	14.4	73.5%	8.3	-20.9%	18.2
Average Square Feet	1,761	12.8%	1,561	-1.9%	1,796

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)	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$3,891,667	-21.9%	\$4,985,575	-34.4%	\$5,929,857
Average Price per Sq Ft	\$999	-0.9%	\$1,008	-27.6%	\$1,380
Median Sales Price	\$3,552,500	-18.3%	\$4,350,000	-26.8%	\$4,850,000
Number of Sales (Closed)	6	-33.3%	9	-14.3%	7
Days on Market (From Last List Date)	148	-0.7%	149	20.3%	123
Listing Discount (From Last List Price)	5.1%		8.2%		12.4%
Listing Inventory	58	23.4%	47	93.3%	30
Months of Supply	29.0	84.7%	15.7	124.8%	12.9
Entry Price Threshold	\$3,000,000	-14.3%	\$3,500,000	-14.1%	\$3,492,000
Average Square Feet	4,955	-7.4%	5,353	-4.6%	5,194

Luxury Condo Matrix (Top 10% of Sales)	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$1,540,000	-42.2%	\$2,662,857	-33.0%	\$2,300,000
Average Price per Sq Ft	\$557	-51.0%	\$1,137	-29.0%	\$784
Median Sales Price	\$1,355,000	-39.6%	\$2,245,000	-38.4%	\$2,200,000
Number of Sales (Closed)	4	-42.9%	7	33.3%	3
Days on Market (From Last List Date)	110	0.9%	109	13.4%	97
Listing Discount (From Last List Price)	14.1%		7.5%		7.9%
Listing Inventory	25	78.6%	14	78.6%	14
Months of Supply	18.8	213.3%	6.0	34.3%	14.0
Entry Price Threshold	\$1,150,000	-40.9%	\$1,945,000	-34.3%	\$1,750,000
Average Square Feet	2,767	-3.7%	2,874	-5.7%	2,935

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By Sales Share Vero Beach

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	60.0%	73.4%
Single Family Mortgage	40.0%	26.6%
Condo Cash	93.3%	90.0%
Condo Mortgage	6.7%	10.0%

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	3.6%	3.1%
< \$350K	3.2%	2.3%	Single Family At	10.9%	6.3%
\$350K - \$499K	9.7%	8.0%	Single Family Under	85.5%	90.6%
\$500K - \$699K	16.1%	8.0%	Condo Over	3.3%	5.0%
\$700K - \$999K	20.4%	27.3%	Condo At	10.0%	5.0%
\$1M - \$1.9M	26.9%	34.1%	Condo Under	86.7%	90.0%
\$2M+	23.7%	20.5%			

By Sales Share Johns Island

Price	Current Quarter	Prior Year Quarter
Single Family		
< \$1M	0.0%	0.0%
\$1M - \$2.9M	0.0%	0.0%
\$3M - \$4.9M	20.0%	50.0%
\$5M - \$6.9M	40.0%	0.0%
> \$7M	40.0%	50.0%
Condo		
< \$1M	0.0%	0.0%
\$1M - \$2.9M	0.0%	100.0%
\$3M - \$4.9M	100.0%	0.0%
\$5M - \$6.9M	0.0%	0.0%
> \$7M	0.0%	0.0%

Johns Island Single Family Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$7,672,000	-12.8%	\$8,798,455	21.4%	\$6,320,000
Average Price Per Sq Ft	\$1,662	-19.9%	\$2,075	7.7%	\$1,543
Median Sales Price	\$6,475,000	-19.3%	\$8,025,000	2.5%	\$6,320,000
Number of Sales (Closed)	5	-54.5%	11	150.0%	2
Average Square Feet	4,615	13.8%	4,057	12.7%	4,096

Johns Island Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$3,878,333	64.6%	\$2,355,625	156.4%	\$1,512,500
Average Price Per Sq Ft	\$1,814	25.1%	\$1,450	72.9%	\$1,049
Median Sales Price	\$3,700,000	73.1%	\$2,137,500	144.6%	\$1,512,500
Number of Sales (Closed)	3	-62.5%	8	50.0%	2
Average Square Feet	2,138	31.7%	1,624	48.3%	1,442

Questions or comments? Email report author
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Methodology: millersamuel.com/research-reports/methodology

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