

Elliman Report

Q4-2025 Vero Beach, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

- **20.0%**
Prices Median Sales Price
- + **100.0%**
Sales Closed Sales
- + **4.4%**
Inventory Total Inventory
- + **0.8%**
Negotiability Listing Discount

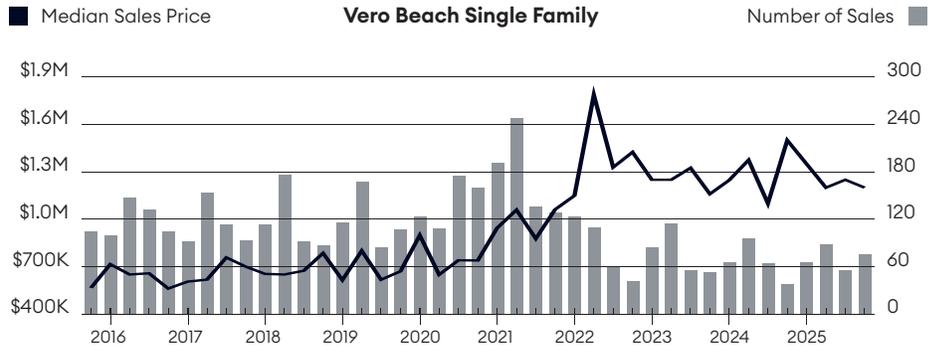
Condo

Dashboard

YEAR-OVER-YEAR

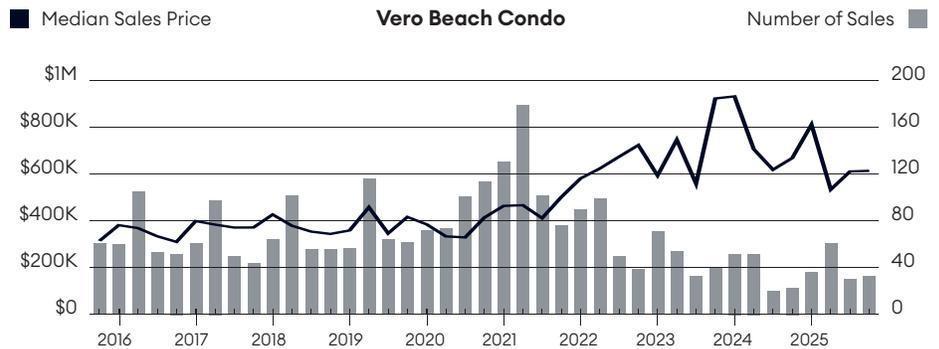
- **8.2%**
Prices Median Sales Price
- + **43.5%**
Sales Closed Sales
- + **16.2%**
Inventory Total Inventory
- + **5.9%**
Negotiability Listing Discount

- Single family sales surged year over year, rising for the first time in more than a year
- Condo sales surged year over year for the third time
- Johns Island price trend indicators showed mixed annual trends



Vero Beach Single Family Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$2,013,066	29.0%	\$1,560,268	6.1%	\$1,896,800
Average Price Per Sq Ft	\$627	6.3%	\$590	-1.1%	\$634
Median Sales Price	\$1,200,000	-4.0%	\$1,250,000	-20.0%	\$1,500,000
Number of Sales (Closed)	76	38.2%	55	100.0%	38
Days on Market (From Last List Date)	154	7.7%	143	28.3%	120
Listing Discount (From Last List Price)	8.0%		8.2%		7.2%
Listing Inventory	237	19.7%	198	4.4%	227
Months of Supply	9.4	-13.0%	10.8	-47.5%	17.9
Average Square Feet	3,105	16.3%	2,670	11.3%	2,791

Analysis covers zip code 32963 but excludes the Johns Island market



Vero Beach Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$851,485	20.4%	\$707,167	-2.4%	\$872,848
Average Price Per Sq Ft	\$391	-4.4%	\$409	-18.7%	\$481
Median Sales Price	\$615,000	0.4%	\$612,500	-8.2%	\$670,000
Number of Sales (Closed)	33	10.0%	30	43.5%	23
Days on Market (From Last List Date)	158	24.4%	127	30.6%	121
Listing Discount (From Last List Price)	8.8%		10.0%		2.9%
Listing Inventory	208	44.4%	144	16.2%	179
Months of Supply	18.9	31.3%	14.4	-18.9%	23.3
Average Square Feet	1,909	8.4%	1,761	33.4%	1,431

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)	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$6,869,094	76.5%	\$3,891,667	62.4%	\$4,229,875
Average Price per Sq Ft	\$1,079	8.0%	\$999	-13.6%	\$1,249
Median Sales Price	\$5,550,000	56.2%	\$3,552,500	32.6%	\$4,185,000
Number of Sales (Closed)	8	33.3%	6	100.0%	4
Days on Market (From Last List Date)	222	50.0%	148	54.2%	144
Listing Discount (From Last List Price)	9.8%		5.1%		4.9%
Listing Inventory	52	-10.3%	58	-3.7%	54
Months of Supply	19.5	-32.8%	29.0	-51.9%	40.5
Entry Price Threshold	\$3,000,000	0.0%	\$3,000,000	-14.1%	\$3,492,000
Average Square Feet	5,340	7.8%	4,955	6.2%	5,026

Luxury Condo Matrix (Top 10% of Sales)	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$2,482,500	61.2%	\$1,540,000	1.4%	\$2,448,704
Average Price per Sq Ft	\$647	16.2%	\$557	30.4%	\$496
Median Sales Price	\$2,122,500	56.6%	\$1,355,000	66.5%	\$1,275,000
Number of Sales (Closed)	4	0.0%	4	33.3%	3
Days on Market (From Last List Date)	255	131.8%	110	94.7%	131
Listing Discount (From Last List Price)	9.0%		14.1%		-3.4%
Listing Inventory	23	-8.0%	25	-23.3%	30
Months of Supply	17.3	-8.0%	18.8	-42.3%	30.0
Entry Price Threshold	\$1,735,000	50.9%	\$1,150,000	38.2%	\$1,255,000
Average Square Feet	3,081	11.3%	2,767	20.8%	2,551

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By Sales Share Vero Beach

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	76.3%	71.1%
Single Family Mortgage	23.7%	28.9%
Condo Cash	78.8%	73.9%
Condo Mortgage	21.2%	26.1%

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	5.3%	0.0%
< \$350K	2.5%	2.7%	Single Family At	13.2%	5.3%
\$350K - \$499K	9.2%	6.8%	Single Family Under	81.6%	94.7%
\$500K - \$699K	9.2%	8.2%	Condo Over	0.0%	4.3%
\$700K - \$999K	23.3%	16.4%	Condo At	6.1%	17.4%
\$1M - \$1.9M	27.5%	32.9%	Condo Under	93.9%	78.3%
\$2M+	28.3%	32.9%			

By Sales Share Johns Island

Price	Current Quarter	Prior Year Quarter
Single Family		
< \$1M	0.0%	0.0%
\$1M - \$2.9M	0.0%	20.0%
\$3M - \$4.9M	25.0%	20.0%
\$5M - \$6.9M	25.0%	0.0%
> \$7M	50.0%	60.0%
Condo		
< \$1M	0.0%	0.0%
\$1M - \$2.9M	71.4%	42.9%
\$3M - \$4.9M	28.6%	42.9%
\$5M - \$6.9M	0.0%	14.3%
> \$7M	0.0%	0.0%

Johns Island Single Family Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$8,091,875	5.5%	\$7,672,000	35.5%	\$5,970,000
Average Price Per Sq Ft	\$1,532	-7.8%	\$1,662	2.0%	\$1,502
Median Sales Price	\$8,133,750	25.6%	\$6,475,000	9.9%	\$7,400,000
Number of Sales (Closed)	4	-20.0%	5	-20.0%	5
Average Square Feet	5,283	14.5%	4,615	32.9%	3,976

Johns Island Condo Matrix	Q4-2025	%Δ (QTR)	Q3-2025	%Δ (YR)	Q4-2024
Average Sales Price	\$2,603,571	-32.9%	\$3,878,333	-25.1%	\$3,475,371
Average Price Per Sq Ft	\$1,588	-12.5%	\$1,814	-4.6%	\$1,664
Median Sales Price	\$2,550,000	-31.1%	\$3,700,000	-25.0%	\$3,400,000
Number of Sales (Closed)	7	133.3%	3	0.0%	7
Average Square Feet	1,639	-23.3%	2,138	-21.5%	2,089

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

Douglas Elliman Real Estate
3001 Ocean Dr Suite 106, Vero Beach, FL 32963
772.763.1500 • elliman.com

Miller Samuel Real Estate Appraisers & Consultants
21 West 38th Street, New York, NY 10018
212.768.8100 • millersamuel.com