

Indian River County Local Residential Market Metrics - Q3 2018

Single Family Homes

Municipalities and Census-Designated Places*



| Name of County, Municipality, or CDP* | Closed Sales | Y/Y % Chg. | Closed Sales Paid in Cash | Y/Y % Chg. | Median Sale Price | Y/Y % Chg. | Average Sale Price | Y/Y % Chg. |
|---------------------------------------|--------------|------------|---------------------------|------------|-------------------|------------|--------------------|------------|
| Indian River County | 775 | 4.4% | 269 | 4.3% | \$239,000 | 3.9% | \$320,068 | -13.0% |
| Fellsmere (City) | 5 | 25.0% | 2 | 100.0% | \$130,000 | -24.3% | \$232,000 | 32.6% |
| Florida Ridge (CDP) | 93 | 3.3% | 20 | -23.1% | \$183,900 | 8.2% | \$200,106 | 8.2% |
| Gifford (CDP) | 32 | 14.3% | 13 | -27.8% | \$322,500 | 15.2% | \$349,036 | 20.3% |
| Indian River Shores (Town) | 19 | -9.5% | 11 | -8.3% | \$935,000 | 13.3% | \$995,771 | 6.6% |
| Orchid (Town) | 3 | N/A | 1 | N/A | \$1,249,000 | N/A | \$1,239,667 | N/A |
| Roseland (CDP) | 2 | -50.0% | 0 | -100.0% | \$145,000 | -70.2% | \$260,000 | -54.9% |
| Sebastian (City) | 166 | 8.5% | 55 | 22.2% | \$226,073 | 7.7% | \$228,202 | -1.4% |
| South Beach (CDP) | 18 | -33.3% | 11 | -8.3% | \$624,500 | -25.0% | \$857,257 | -39.0% |
| Vero Beach (City) | 78 | 14.7% | 32 | 0.0% | \$405,000 | 6.6% | \$496,889 | -40.1% |
| Vero Beach South (CDP) | 120 | 8.1% | 46 | 35.3% | \$204,472 | -1.2% | \$219,027 | 2.0% |
| Wabasso (CDP) | 2 | -33.3% | 0 | -100.0% | \$425,000 | 9.0% | \$425,000 | -20.3% |
| Wabasso Beach (CDP) | 14 | 0.0% | 9 | 12.5% | \$485,000 | 2.1% | \$530,679 | 15.8% |
| West Vero Corridor (CDP) | 16 | -11.1% | 7 | 16.7% | \$169,000 | 8.0% | \$180,966 | 5.0% |
| Windsor (CDP) | 0 | -100.0% | 0 | -100.0% | (No Sales) | N/A | (No Sales) | N/A |
| Winter Beach (CDP) | 16 | -15.8% | 6 | -14.3% | \$332,500 | 14.5% | \$336,272 | 18.5% |

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| Name of County, Municipality, or CDP* | Dollar Volume | Y/Y % Chg. | Pct. of Orig. List Price Received | Y/Y % Chg. | Median Time to Contract | Y/Y % Chg. | New Listings | Y/Y % Chg. |
|---------------------------------------|-----------------|------------|-----------------------------------|------------|-------------------------|------------|--------------|------------|
| Indian River County | \$248.1 Million | -9.2% | 94.9% | -1.1% | 57 Days | 21.3% | 992 | 25.6% |
| Fellsmere (City) | \$1.2 Million | 65.7% | 100.8% | 1.6% | 5 Days | -83.9% | 8 | 14.3% |
| Florida Ridge (CDP) | \$18.6 Million | 11.9% | 95.6% | -0.2% | 34 Days | 61.9% | 131 | 13.9% |
| Gifford (CDP) | \$11.2 Million | 37.4% | 94.5% | 0.9% | 134 Days | 88.7% | 55 | 57.1% |
| Indian River Shores (Town) | \$18.9 Million | -3.5% | 92.1% | 1.2% | 192 Days | -13.9% | 17 | 70.0% |
| Orchid (Town) | \$3.7 Million | N/A | 87.2% | N/A | 579 Days | N/A | 2 | -50.0% |
| Roseland (CDP) | \$520,000 | -77.5% | 85.3% | 4.2% | 46 Days | -77.1% | 6 | 0.0% |
| Sebastian (City) | \$37.9 Million | 7.0% | 95.9% | -1.8% | 52 Days | 85.7% | 198 | 12.5% |
| South Beach (CDP) | \$15.4 Million | -59.3% | 89.2% | -2.9% | 171 Days | -26.6% | 7 | -70.8% |
| Vero Beach (City) | \$38.8 Million | -31.3% | 92.2% | -1.9% | 90 Days | -7.2% | 86 | 11.7% |
| Vero Beach South (CDP) | \$26.3 Million | 10.2% | 96.4% | 0.1% | 39 Days | 2.6% | 137 | 16.1% |
| Wabasso (CDP) | \$850,000 | -46.9% | 90.3% | 1.7% | 57 Days | -83.7% | 2 | 100.0% |
| Wabasso Beach (CDP) | \$7.4 Million | 15.8% | 91.3% | -4.2% | 140 Days | 100.0% | 21 | 31.3% |
| West Vero Corridor (CDP) | \$2.9 Million | -6.7% | 94.4% | -1.2% | 43 Days | 19.4% | 35 | 133.3% |
| Windsor (CDP) | (No Sales) | N/A | (No Sales) | N/A | (No Sales) | N/A | 2 | 100.0% |
| Winter Beach (CDP) | \$5.4 Million | -0.2% | 92.3% | -2.1% | 45 Days | -47.1% | 41 | 64.0% |

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| Name of County, Municipality, or CDP* | New Pending Sales | Y/Y % Chg. | Pending Inventory | Y/Y % Chg. | Active Inventory | Y/Y % Chg. | Months Supply of Inventory | Y/Y % Chg. |
|---------------------------------------|-------------------|------------|-------------------|------------|------------------|------------|----------------------------|------------|
| Indian River County | 810 | 13.3% | 429 | 10.3% | 1,332 | 16.0% | 5.0 | 11.1% |
| Fellsmere (City) | 5 | 66.7% | 4 | 100.0% | 5 | -44.4% | 5.0 | -44.4% |
| Florida Ridge (CDP) | 109 | -0.9% | 63 | 34.0% | 113 | 4.6% | 3.2 | -11.1% |
| Gifford (CDP) | 38 | 46.2% | 23 | 21.1% | 96 | 18.5% | 9.0 | 32.4% |
| Indian River Shores (Town) | 11 | -26.7% | 6 | -45.5% | 64 | 10.3% | 10.2 | 15.9% |
| Orchid (Town) | 4 | 300.0% | 4 | 300.0% | 32 | -13.5% | 24.0 | -13.7% |
| Roseland (CDP) | 4 | 100.0% | 3 | 200.0% | 21 | 0.0% | 14.0 | 27.3% |
| Sebastian (City) | 167 | 9.2% | 74 | 13.8% | 193 | 37.9% | 3.7 | 32.1% |
| South Beach (CDP) | 16 | -36.0% | 10 | -37.5% | 66 | -5.7% | 8.7 | 0.0% |
| Vero Beach (City) | 74 | 17.5% | 34 | -17.1% | 165 | 7.1% | 5.6 | -6.7% |
| Vero Beach South (CDP) | 128 | 19.6% | 65 | 10.2% | 126 | -2.3% | 3.0 | -14.3% |
| Wabasso (CDP) | 3 | N/A | 3 | N/A | 5 | -16.7% | 6.7 | -16.3% |
| Wabasso Beach (CDP) | 16 | 77.8% | 8 | 33.3% | 57 | 50.0% | 10.9 | 73.0% |
| West Vero Corridor (CDP) | 23 | 21.1% | 11 | 57.1% | 25 | 177.8% | 5.0 | 316.7% |
| Windsor (CDP) | 0 | -100.0% | 0 | N/A | 6 | 200.0% | 0.0 | -100.0% |
| Winter Beach (CDP) | 20 | -4.8% | 11 | -26.7% | 55 | 25.0% | 8.0 | 25.0% |

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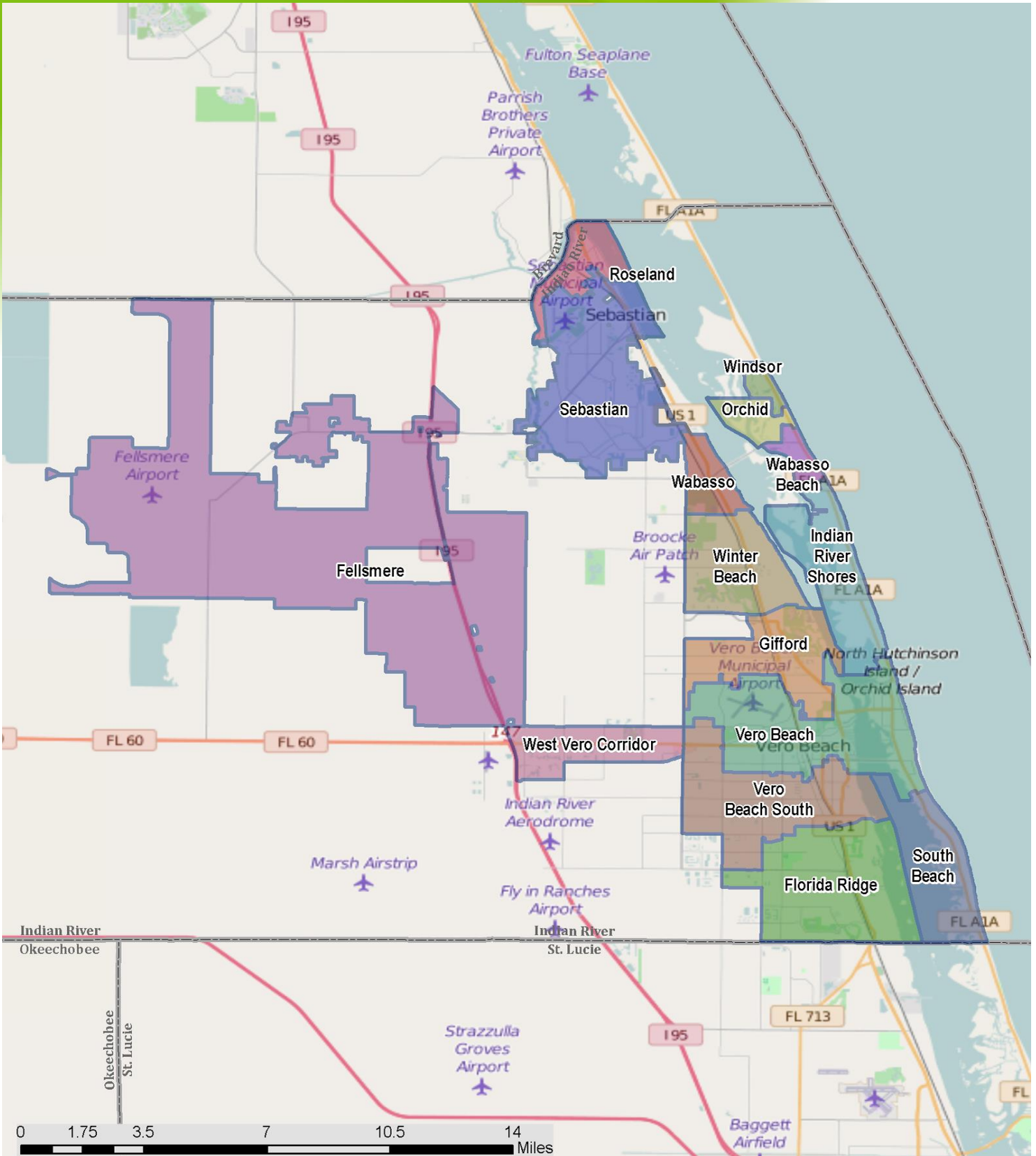
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Reference Map

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