

# Indian River County Local Residential Market Metrics - Q4 2019

## 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                   | 800          | 12.4%      | 292                       | 7.7%       | \$250,000         | 4.2%       | \$362,201          | 7.0%       |
| Fellsmere (City)                      | 6            | 100.0%     | 0                         | N/A        | \$208,700         | -16.7%     | \$215,700          | -25.3%     |
| Florida Ridge (CDP)                   | 90           | -15.1%     | 28                        | -6.7%      | \$205,000         | 13.3%      | \$218,611          | 9.6%       |
| Gifford (CDP)                         | 33           | -23.3%     | 22                        | -8.3%      | \$320,000         | 3.2%       | \$380,496          | -2.1%      |
| Indian River Shores (Town)            | 15           | 114.3%     | 7                         | 40.0%      | \$624,500         | 6.8%       | \$746,742          | -23.6%     |
| Orchid (Town)                         | 11           | 266.7%     | 3                         | 0.0%       | \$261,990         | -83.6%     | \$1,196,032        | -14.0%     |
| Roseland (CDP)                        | 4            | 300.0%     | 1                         | N/A        | \$256,000         | 2.4%       | \$316,750          | 26.8%      |
| Sebastian (City)                      | 140          | 10.2%      | 42                        | -14.3%     | \$235,000         | 4.4%       | \$237,642          | -3.8%      |
| South Beach (CDP)                     | 16           | -23.8%     | 12                        | 0.0%       | \$862,500         | -20.9%     | \$1,700,657        | 9.0%       |
| Vero Beach (City)                     | 85           | 16.4%      | 37                        | 23.3%      | \$308,750         | 2.9%       | \$522,688          | 6.9%       |
| Vero Beach South (CDP)                | 104          | -2.8%      | 31                        | -6.1%      | \$198,250         | -12.5%     | \$236,908          | 1.9%       |
| Wabasso (CDP)                         | 2            | 0.0%       | 1                         | -50.0%     | \$445,000         | 102.5%     | \$445,000          | 102.5%     |
| Wabasso Beach (CDP)                   | 14           | 40.0%      | 8                         | 14.3%      | \$438,500         | 0.1%       | \$473,928          | -5.7%      |
| West Vero Corridor (CDP)              | 40           | 100.0%     | 12                        | 50.0%      | \$189,000         | 1.2%       | \$220,429          | 12.5%      |
| Windsor (CDP)                         | 2            | N/A        | 1                         | N/A        | \$3,152,500       | N/A        | \$3,152,500        | N/A        |
| Winter Beach (CDP)                    | 23           | 27.8%      | 9                         | 28.6%      | \$314,900         | 5.6%       | \$311,830          | 6.0%       |

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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                   | \$289.8 Million | 20.3%      | 95.7%                             | 0.3%       | 55 Days                 | 3.8%       | 1,022        | -5.4%      |
| Fellsmere (City)                      | \$1.3 Million   | 49.4%      | 98.3%                             | 4.6%       | 45 Days                 | 309.1%     | 3            | -25.0%     |
| Florida Ridge (CDP)                   | \$19.7 Million  | -7.0%      | 96.6%                             | 0.5%       | 44 Days                 | 29.4%      | 123          | -7.5%      |
| Gifford (CDP)                         | \$12.6 Million  | -24.9%     | 93.9%                             | 1.5%       | 87 Days                 | -26.3%     | 61           | 3.4%       |
| Indian River Shores (Town)            | \$11.2 Million  | 63.6%      | 92.5%                             | -0.8%      | 224 Days                | 474.4%     | 28           | -24.3%     |
| Orchid (Town)                         | \$13.2 Million  | 215.5%     | 98.2%                             | 10.2%      | 83 Days                 | -57.7%     | 4            | -33.3%     |
| Roseland (CDP)                        | \$1.3 Million   | 407.0%     | 92.0%                             | -9.8%      | 184 Days                | 581.5%     | 6            | -50.0%     |
| Sebastian (City)                      | \$33.3 Million  | 6.0%       | 96.7%                             | 0.5%       | 44 Days                 | -8.3%      | 193          | 2.1%       |
| South Beach (CDP)                     | \$27.2 Million  | -16.9%     | 93.3%                             | 5.8%       | 269 Days                | -30.8%     | 23           | -34.3%     |
| Vero Beach (City)                     | \$44.4 Million  | 24.5%      | 92.8%                             | 2.0%       | 67 Days                 | -16.3%     | 114          | -5.0%      |
| Vero Beach South (CDP)                | \$24.6 Million  | -1.0%      | 95.5%                             | 0.4%       | 35 Days                 | 0.0%       | 117          | -18.2%     |
| Wabasso (CDP)                         | \$890,000       | 102.5%     | 89.2%                             | -9.2%      | 70 Days                 | 250.0%     | 3            | 200.0%     |
| Wabasso Beach (CDP)                   | \$6.6 Million   | 32.1%      | 93.1%                             | 0.8%       | 93 Days                 | -50.0%     | 24           | 14.3%      |
| West Vero Corridor (CDP)              | \$8.8 Million   | 124.9%     | 97.8%                             | 1.7%       | 34 Days                 | 21.4%      | 34           | -10.5%     |
| Windsor (CDP)                         | \$6.3 Million   | N/A        | 90.6%                             | N/A        | 355 Days                | N/A        | 1            | -66.7%     |
| Winter Beach (CDP)                    | \$7.2 Million   | 35.5%      | 95.9%                             | 0.9%       | 111 Days                | 54.2%      | 41           | 5.1%       |

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### Municipalities and Census-Designated Places\*



| 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                   | 780               | 13.4%      | 339               | 1.2%       | 1,409            | -5.8%      | 5.1                        | -8.9%      |
| Fellsmere (City)                      | 6                 | 500.0%     | 1                 | -50.0%     | 4                | -33.3%     | 4.0                        | -44.4%     |
| Florida Ridge (CDP)                   | 84                | 1.2%       | 39                | 25.8%      | 140              | 10.2%      | 4.2                        | 16.7%      |
| Gifford (CDP)                         | 34                | -19.0%     | 16                | -11.1%     | 132              | 22.2%      | 10.2                       | 2.0%       |
| Indian River Shores (Town)            | 19                | 90.0%      | 10                | 42.9%      | 81               | 0.0%       | 14.1                       | 7.6%       |
| Orchid (Town)                         | 10                | 100.0%     | 6                 | 50.0%      | 21               | -40.0%     | 8.4                        | -68.1%     |
| Roseland (CDP)                        | 6                 | N/A        | 2                 | 0.0%       | 22               | -29.0%     | 9.1                        | -65.8%     |
| Sebastian (City)                      | 133               | 3.9%       | 62                | 8.8%       | 173              | -17.6%     | 3.0                        | -26.8%     |
| South Beach (CDP)                     | 18                | 5.9%       | 16                | 166.7%     | 68               | -15.0%     | 10.9                       | 4.8%       |
| Vero Beach (City)                     | 105               | 40.0%      | 43                | 34.4%      | 168              | -9.2%      | 5.7                        | -9.5%      |
| Vero Beach South (CDP)                | 107               | 5.9%       | 46                | -14.8%     | 114              | -16.8%     | 2.9                        | -12.1%     |
| Wabasso (CDP)                         | 2                 | 100.0%     | 0                 | N/A        | 10               | 42.9%      | 17.1                       | 103.6%     |
| Wabasso Beach (CDP)                   | 11                | -8.3%      | 3                 | -62.5%     | 59               | -3.3%      | 9.7                        | -19.2%     |
| West Vero Corridor (CDP)              | 27                | 12.5%      | 10                | -23.1%     | 30               | -16.7%     | 3.0                        | -53.1%     |
| Windsor (CDP)                         | 1                 | N/A        | 0                 | N/A        | 8                | 60.0%      | 24.0                       | N/A        |
| Winter Beach (CDP)                    | 23                | 0.0%       | 7                 | -22.2%     | 52               | -18.8%     | 6.6                        | -32.7%     |

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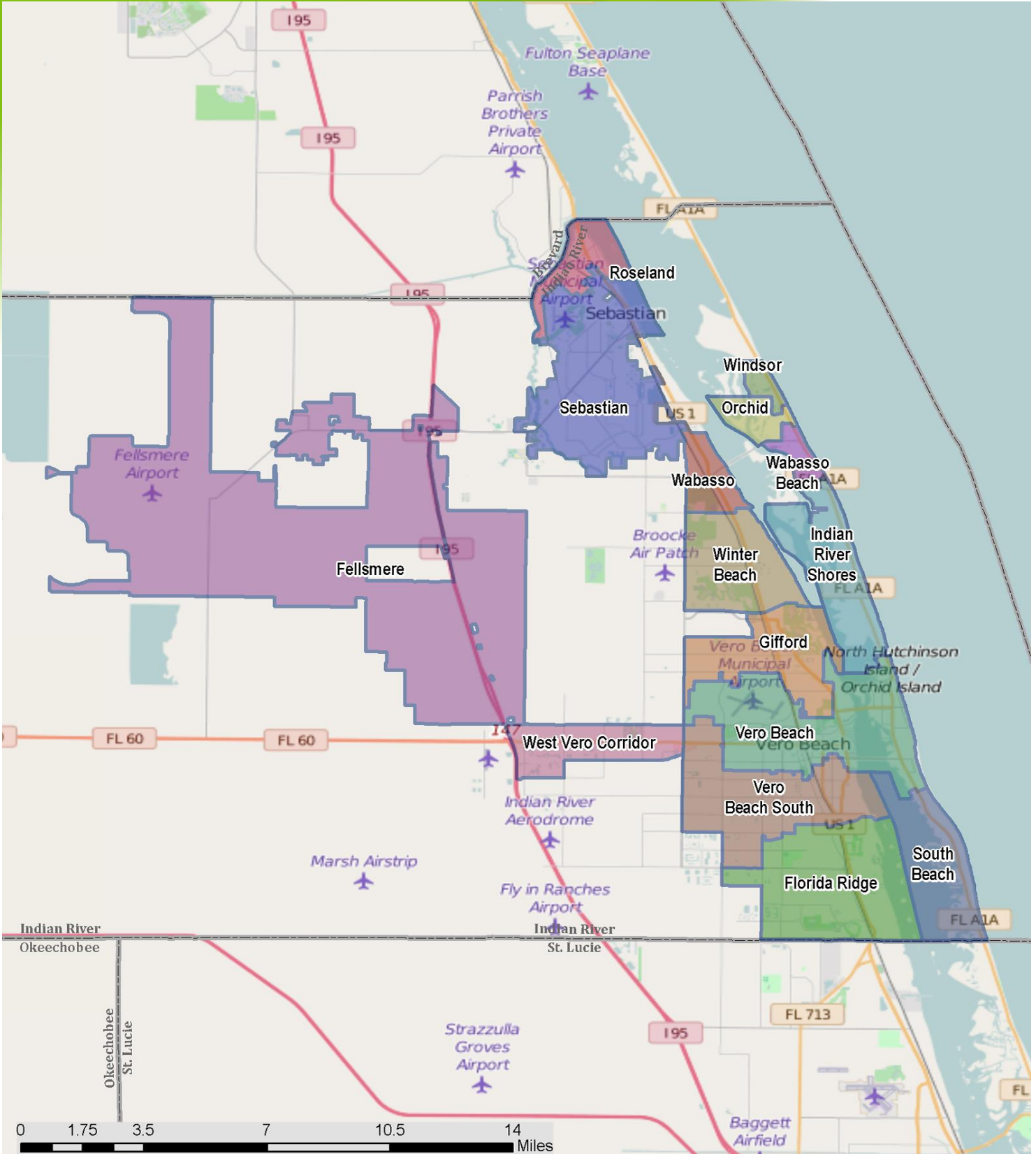
# Indian River County Local Residential Market Metrics - Q4 2019

## Reference Map

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