

# Monthly Market Detail - January 2026

## Single-Family Homes

### Indian River County



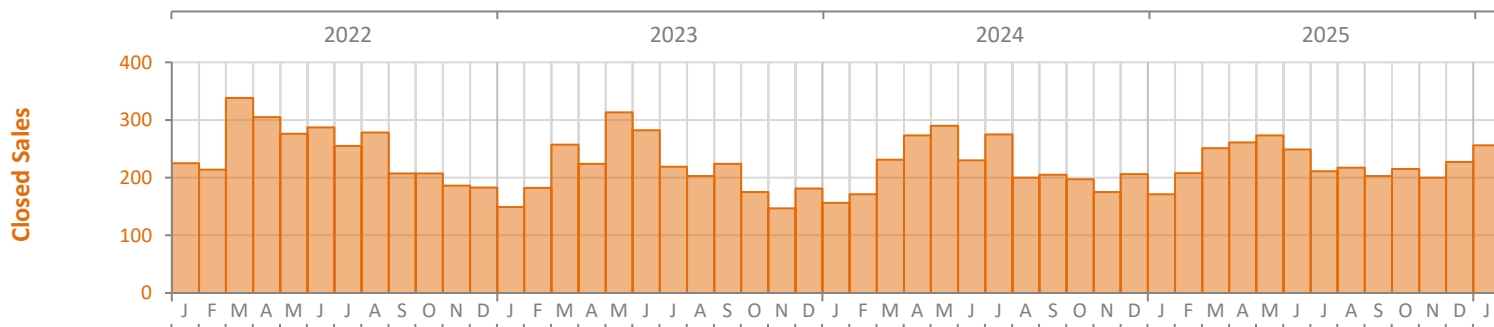
Summary Statistics	January 2026	January 2025	Percent Change Year-over-Year
Closed Sales	256	171	49.7%
Paid in Cash	120	84	42.9%
Median Sale Price	\$423,125	\$390,500	8.4%
Average Sale Price	\$609,071	\$567,642	7.3%
Dollar Volume	\$155.9 Million	\$97.1 Million	60.6%
Median Percent of Original List Price Received	95.0%	95.5%	-0.5%
Median Time to Contract	64 Days	52 Days	23.1%
Median Time to Sale	101 Days	98 Days	3.1%
New Pending Sales	377	266	41.7%
New Listings	646	394	64.0%
Pending Inventory	420	341	23.2%
Inventory (Active Listings)	1,863	1,312	42.0%
Months Supply of Inventory	8.1	6.0	35.0%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	256	49.7%
<b>January 2026</b>	<b>256</b>	<b>49.7%</b>
December 2025	227	10.2%
November 2025	200	14.3%
October 2025	215	9.1%
September 2025	203	-1.0%
August 2025	217	8.5%
July 2025	211	-23.3%
June 2025	249	8.3%
May 2025	273	-5.9%
April 2025	261	-4.4%
March 2025	251	8.7%
February 2025	208	21.6%
January 2025	171	9.6%

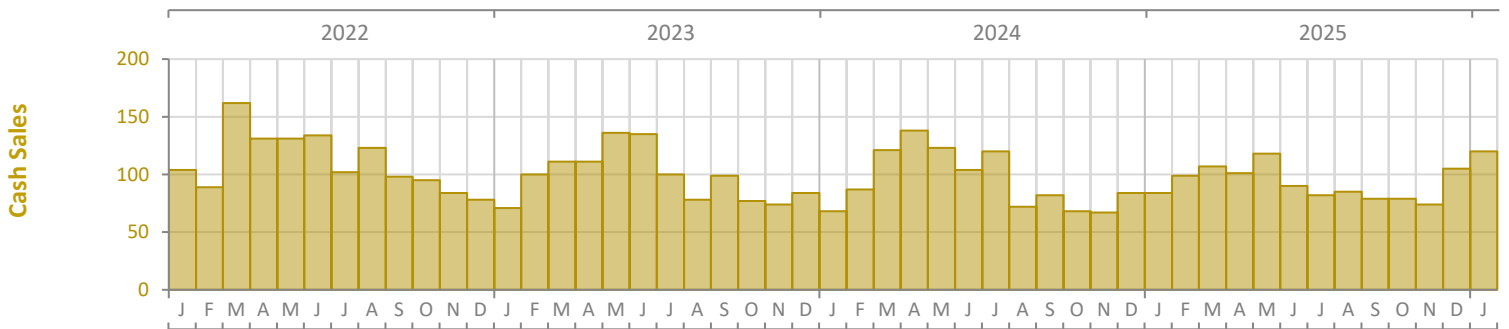


## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	120	42.9%
<b>January 2026</b>	<b>120</b>	<b>42.9%</b>
December 2025	105	25.0%
November 2025	74	10.4%
October 2025	79	16.2%
September 2025	79	-3.7%
August 2025	85	18.1%
July 2025	82	-31.7%
June 2025	90	-13.5%
May 2025	118	-4.1%
April 2025	101	-26.8%
March 2025	107	-11.6%
February 2025	99	13.8%
January 2025	84	23.5%

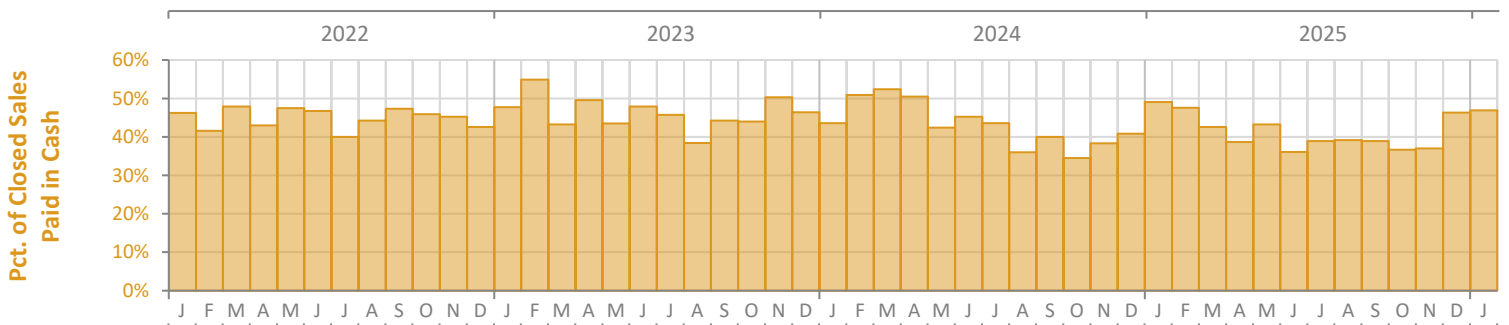


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	46.9%	-4.5%
<b>January 2026</b>	<b>46.9%</b>	<b>-4.5%</b>
December 2025	46.3%	13.5%
November 2025	37.0%	-3.4%
October 2025	36.7%	6.4%
September 2025	38.9%	-2.8%
August 2025	39.2%	8.9%
July 2025	38.9%	-10.8%
June 2025	36.1%	-20.1%
May 2025	43.2%	1.9%
April 2025	38.7%	-23.4%
March 2025	42.6%	-18.7%
February 2025	47.6%	-6.5%
January 2025	49.1%	12.6%



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## Single-Family Homes

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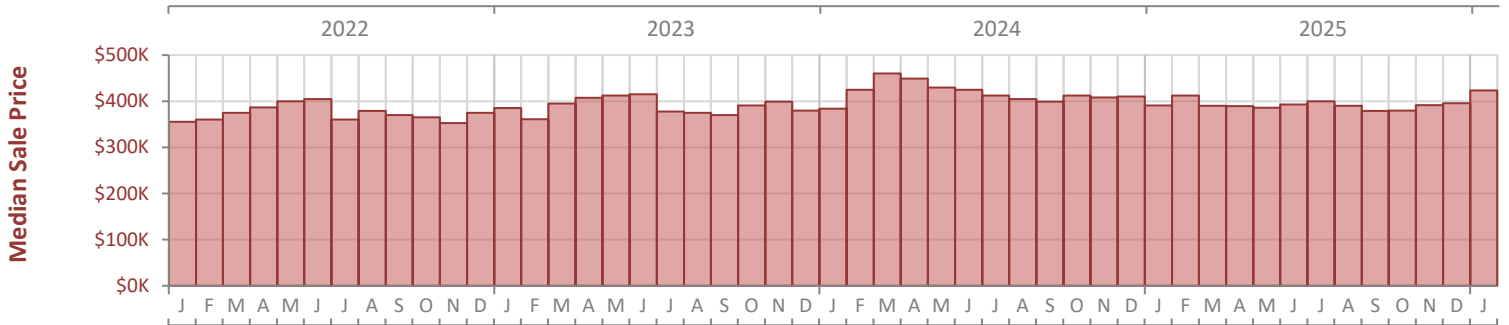


## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$423,125	8.4%
<b>January 2026</b>	<b>\$423,125</b>	<b>8.4%</b>
December 2025	\$396,015	-3.4%
November 2025	\$391,250	-4.1%
October 2025	\$379,900	-7.8%
September 2025	\$378,950	-5.0%
August 2025	\$390,000	-3.7%
July 2025	\$400,000	-2.9%
June 2025	\$392,975	-7.5%
May 2025	\$386,190	-10.2%
April 2025	\$389,450	-13.3%
March 2025	\$390,000	-15.2%
February 2025	\$412,500	-2.9%
January 2025	\$390,500	1.7%

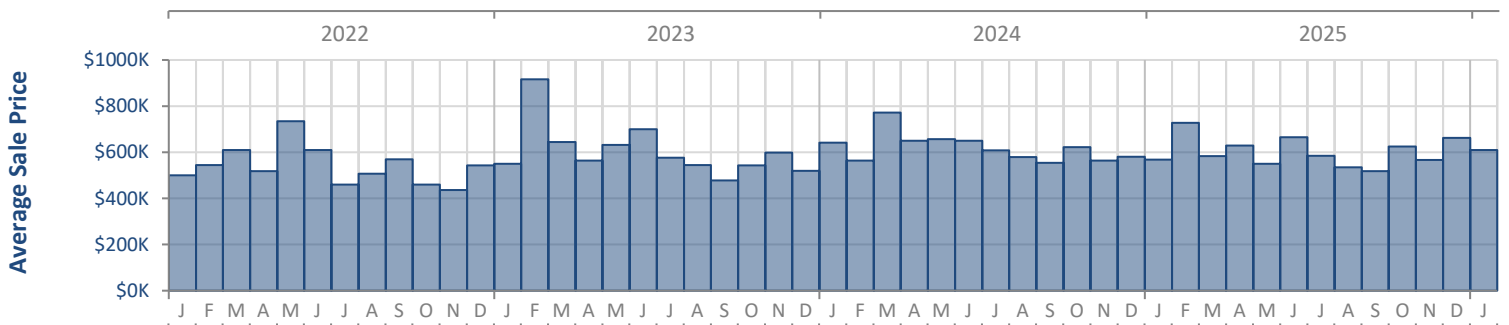


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$609,071	7.3%
<b>January 2026</b>	<b>\$609,071</b>	<b>7.3%</b>
December 2025	\$662,266	14.1%
November 2025	\$566,898	0.6%
October 2025	\$624,259	0.3%
September 2025	\$517,681	-6.6%
August 2025	\$534,496	-7.7%
July 2025	\$584,870	-3.9%
June 2025	\$665,520	2.3%
May 2025	\$550,609	-16.1%
April 2025	\$629,091	-3.1%
March 2025	\$583,933	-24.4%
February 2025	\$727,699	29.2%
January 2025	\$567,642	-11.6%



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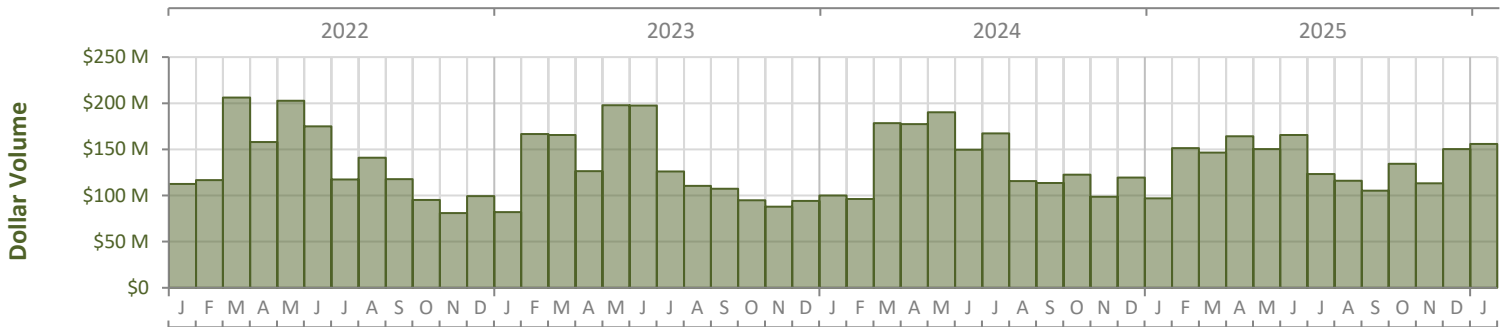


## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note:** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$155.9 Million	60.6%
<b>January 2026</b>	<b>\$155.9 Million</b>	<b>60.6%</b>
December 2025	\$150.3 Million	25.7%
November 2025	\$113.4 Million	15.0%
October 2025	\$134.2 Million	9.5%
September 2025	\$105.1 Million	-7.5%
August 2025	\$116.0 Million	0.1%
July 2025	\$123.4 Million	-26.2%
June 2025	\$165.7 Million	10.8%
May 2025	\$150.3 Million	-21.0%
April 2025	\$164.2 Million	-7.4%
March 2025	\$146.6 Million	-17.8%
February 2025	\$151.4 Million	57.1%
January 2025	\$97.1 Million	-3.1%

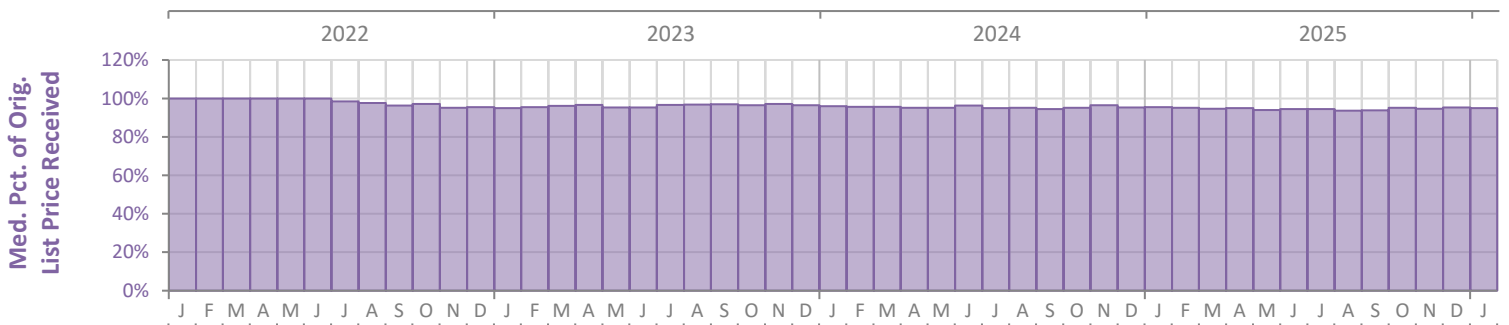


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	95.0%	-0.5%
<b>January 2026</b>	<b>95.0%</b>	<b>-0.5%</b>
December 2025	95.3%	0.0%
November 2025	94.7%	-1.9%
October 2025	95.1%	0.0%
September 2025	93.8%	-0.7%
August 2025	93.7%	-1.6%
July 2025	94.4%	-0.6%
June 2025	94.4%	-2.0%
May 2025	94.0%	-1.3%
April 2025	95.0%	-0.1%
March 2025	94.6%	-1.1%
February 2025	95.1%	-0.5%
January 2025	95.5%	-0.5%

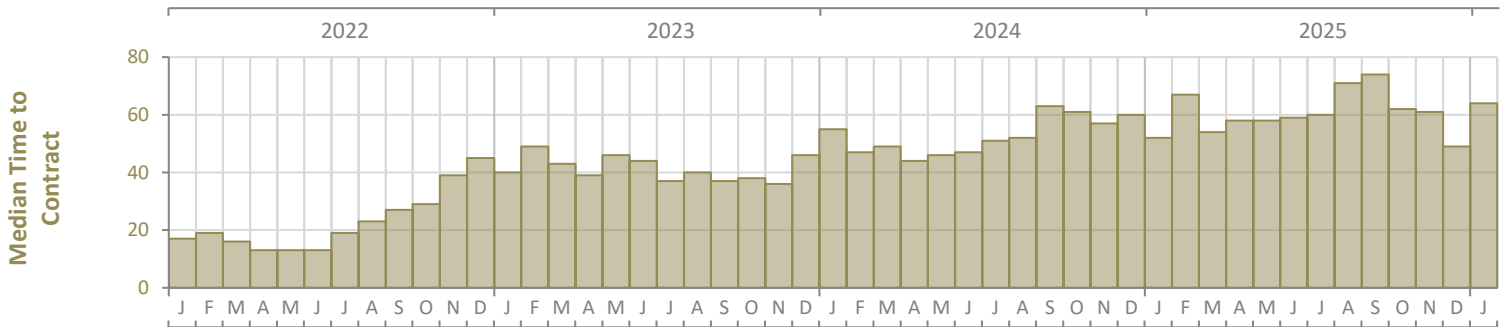


## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	64 Days	23.1%
<b>January 2026</b>	<b>64 Days</b>	<b>23.1%</b>
December 2025	49 Days	-18.3%
November 2025	61 Days	7.0%
October 2025	62 Days	1.6%
September 2025	74 Days	17.5%
August 2025	71 Days	36.5%
July 2025	60 Days	17.6%
June 2025	59 Days	25.5%
May 2025	58 Days	26.1%
April 2025	58 Days	31.8%
March 2025	54 Days	10.2%
February 2025	67 Days	42.6%
January 2025	52 Days	-5.5%

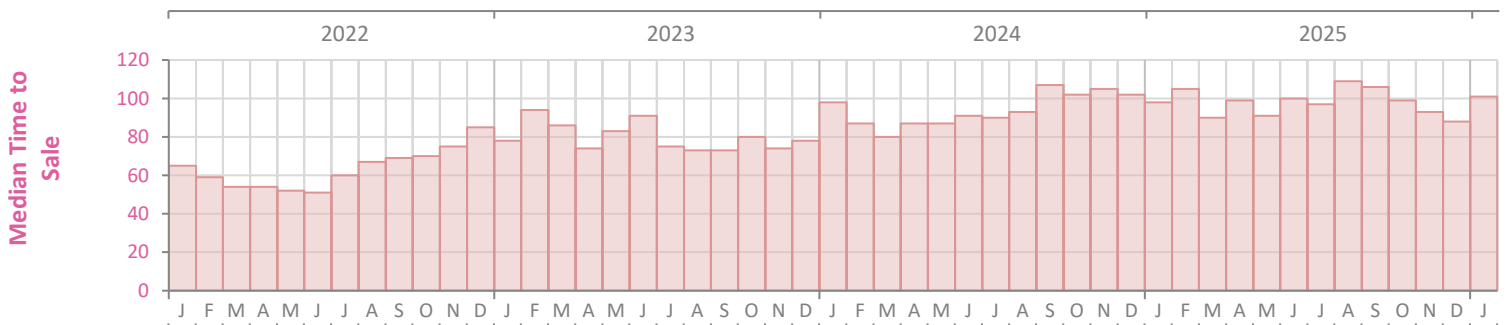


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	101 Days	3.1%
<b>January 2026</b>	<b>101 Days</b>	<b>3.1%</b>
December 2025	88 Days	-13.7%
November 2025	93 Days	-11.4%
October 2025	99 Days	-2.9%
September 2025	106 Days	-0.9%
August 2025	109 Days	17.2%
July 2025	97 Days	7.8%
June 2025	100 Days	9.9%
May 2025	91 Days	4.6%
April 2025	99 Days	13.8%
March 2025	90 Days	12.5%
February 2025	105 Days	20.7%
January 2025	98 Days	0.0%

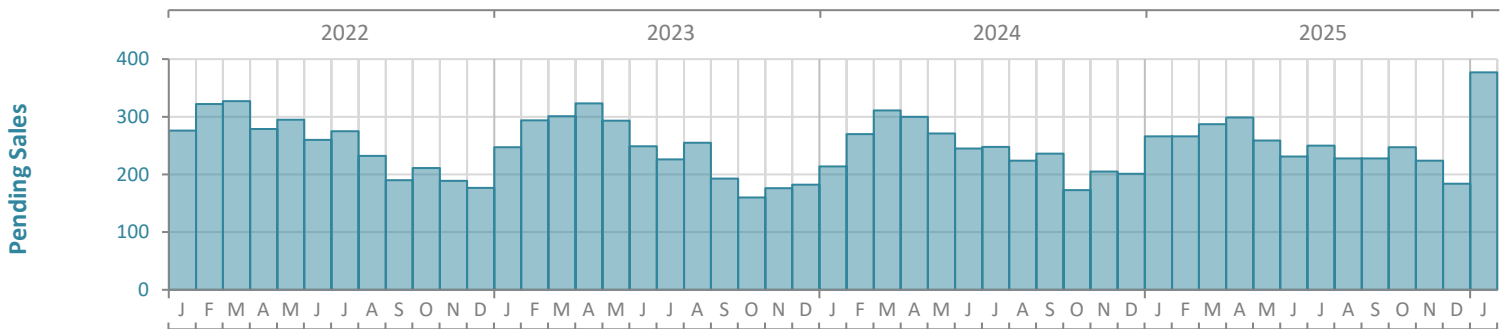


## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	377	41.7%
<b>January 2026</b>	<b>377</b>	<b>41.7%</b>
December 2025	184	-8.5%
November 2025	224	9.3%
October 2025	247	42.8%
September 2025	228	-3.4%
August 2025	228	1.8%
July 2025	250	0.8%
June 2025	231	-5.7%
May 2025	259	-4.4%
April 2025	299	-0.3%
March 2025	287	-7.7%
February 2025	266	-1.5%
January 2025	266	24.3%

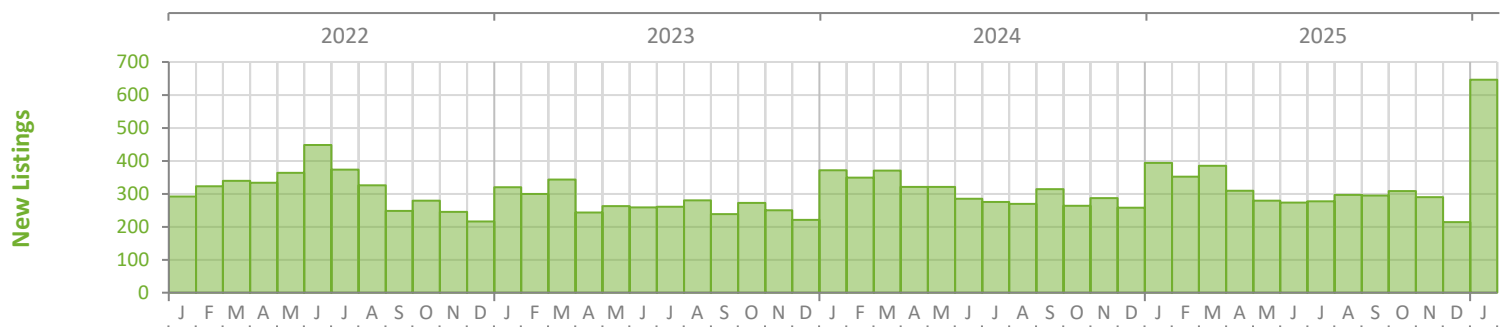


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	646	64.0%
<b>January 2026</b>	<b>646</b>	<b>64.0%</b>
December 2025	214	-17.1%
November 2025	290	1.0%
October 2025	308	16.7%
September 2025	295	-6.1%
August 2025	297	10.4%
July 2025	277	0.7%
June 2025	273	-4.2%
May 2025	279	-13.1%
April 2025	309	-3.7%
March 2025	385	4.1%
February 2025	352	0.9%
January 2025	394	6.2%

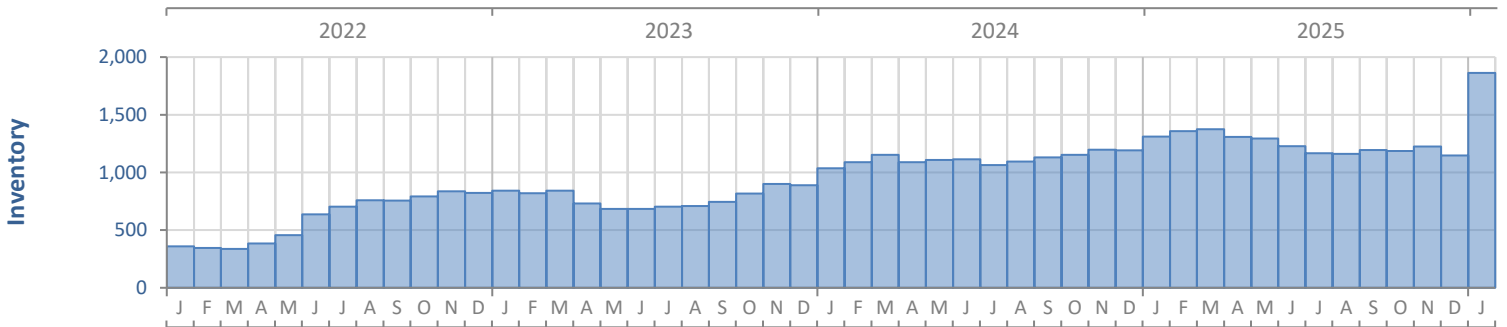


## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	1,863	42.0%
<b>January 2026</b>	<b>1,863</b>	<b>42.0%</b>
December 2025	1,146	-3.8%
November 2025	1,226	2.3%
October 2025	1,185	2.9%
September 2025	1,193	5.6%
August 2025	1,161	6.0%
July 2025	1,167	9.7%
June 2025	1,229	10.2%
May 2025	1,294	16.8%
April 2025	1,309	20.3%
March 2025	1,375	19.2%
February 2025	1,357	24.7%
January 2025	1,312	26.6%

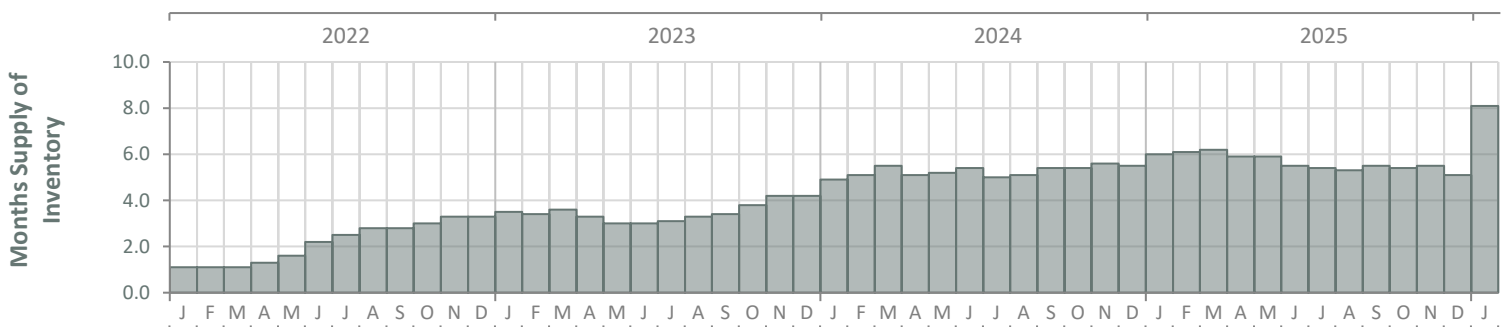


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	8.1	35.0%
<b>January 2026</b>	<b>8.1</b>	<b>35.0%</b>
December 2025	5.1	-7.3%
November 2025	5.5	-1.8%
October 2025	5.4	0.0%
September 2025	5.5	1.9%
August 2025	5.3	3.9%
July 2025	5.4	8.0%
June 2025	5.5	1.9%
May 2025	5.9	13.5%
April 2025	5.9	15.7%
March 2025	6.2	12.7%
February 2025	6.1	19.6%
January 2025	6.0	22.4%

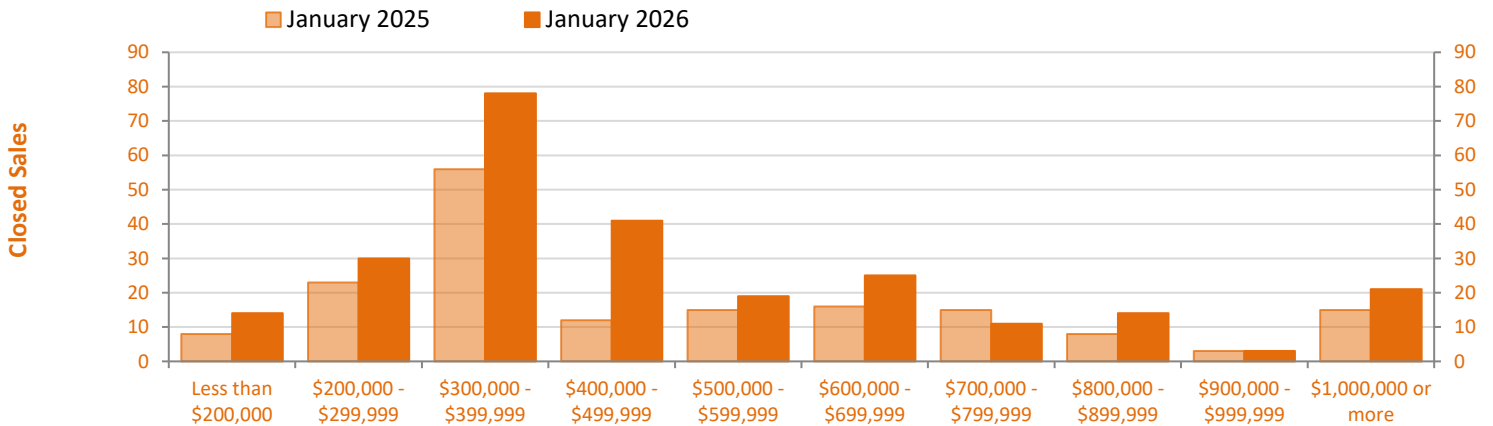


## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

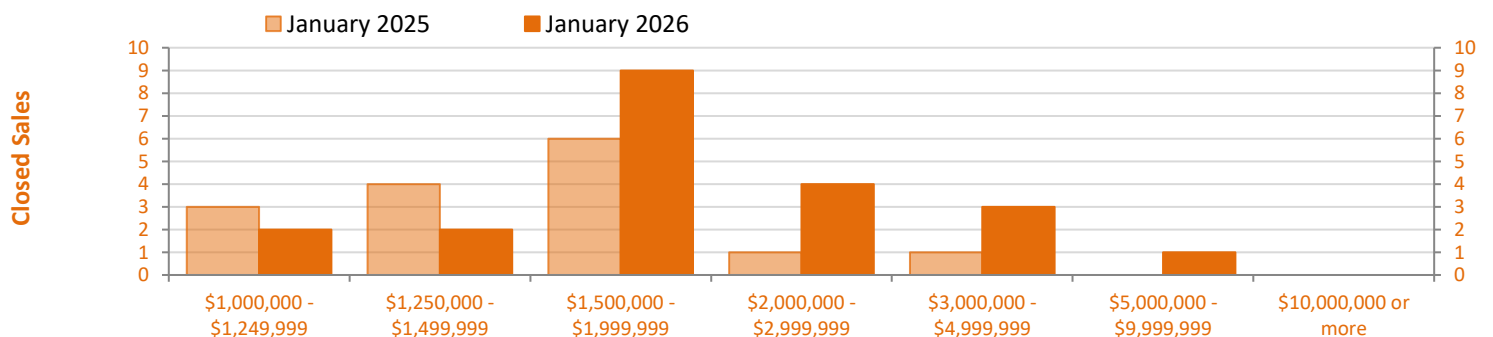
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$200,000	14	75.0%
\$200,000 - \$299,999	30	30.4%
\$300,000 - \$399,999	78	39.3%
\$400,000 - \$499,999	41	241.7%
\$500,000 - \$599,999	19	26.7%
\$600,000 - \$699,999	25	56.3%
\$700,000 - \$799,999	11	-26.7%
\$800,000 - \$899,999	14	75.0%
\$900,000 - \$999,999	3	0.0%
\$1,000,000 or more	21	40.0%



## Million Dollar Spotlight

Closed Sales by Sale Price for properties selling for \$1,000,000 or more

Sale Price	Closed Sales	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	2	-33.3%
\$1,250,000 - \$1,499,999	2	-50.0%
\$1,500,000 - \$1,999,999	9	50.0%
\$2,000,000 - \$2,999,999	4	300.0%
\$3,000,000 - \$4,999,999	3	200.0%
\$5,000,000 - \$9,999,999	1	N/A
\$10,000,000 or more	0	N/A

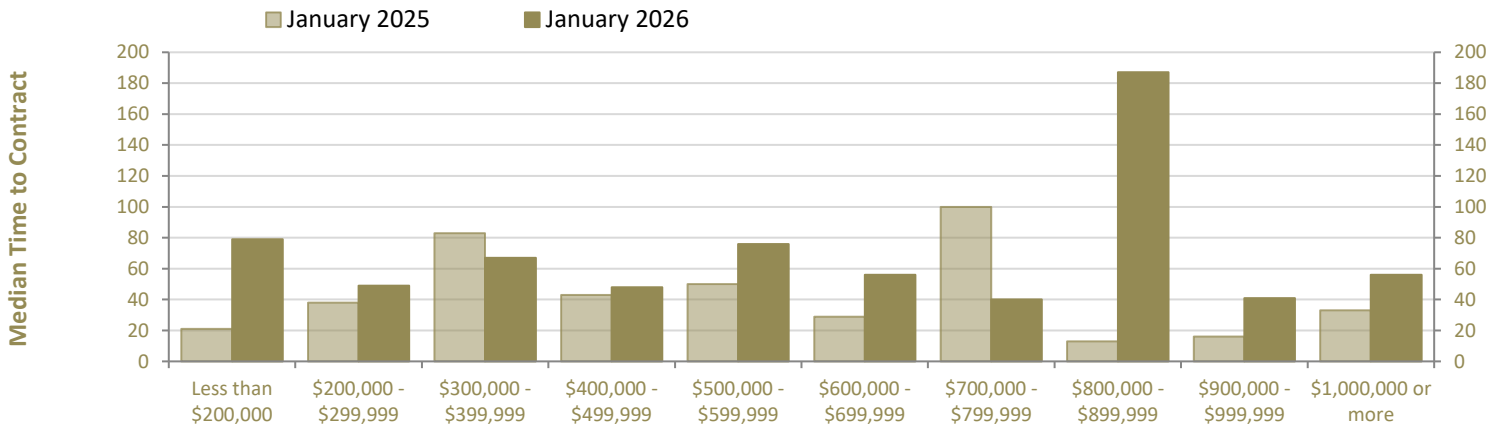


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

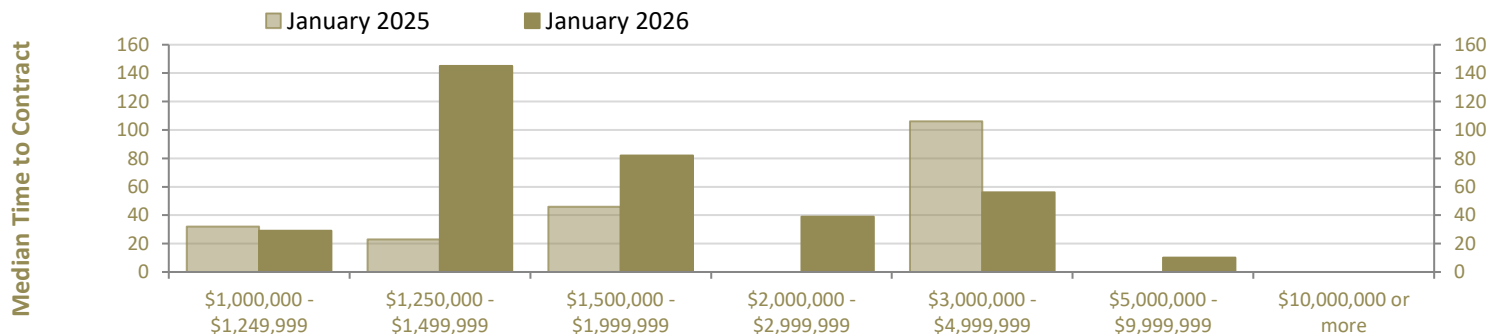
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$200,000	79 Days	276.2%
\$200,000 - \$299,999	49 Days	28.9%
\$300,000 - \$399,999	67 Days	-19.3%
\$400,000 - \$499,999	48 Days	11.6%
\$500,000 - \$599,999	76 Days	52.0%
\$600,000 - \$699,999	56 Days	93.1%
\$700,000 - \$799,999	40 Days	-60.0%
\$800,000 - \$899,999	187 Days	1338.5%
\$900,000 - \$999,999	41 Days	156.3%
\$1,000,000 or more	56 Days	69.7%



## Million Dollar Spotlight

Median Time to Contract by Sale Price for properties selling for \$1,000,000 or more

Sale Price	Median Time to Contract	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	29 Days	-9.4%
\$1,250,000 - \$1,499,999	145 Days	530.4%
\$1,500,000 - \$1,999,999	82 Days	78.3%
\$2,000,000 - \$2,999,999	39 Days	N/A
\$3,000,000 - \$4,999,999	56 Days	-47.2%
\$5,000,000 - \$9,999,999	10 Days	N/A
\$10,000,000 or more	(No Sales)	N/A

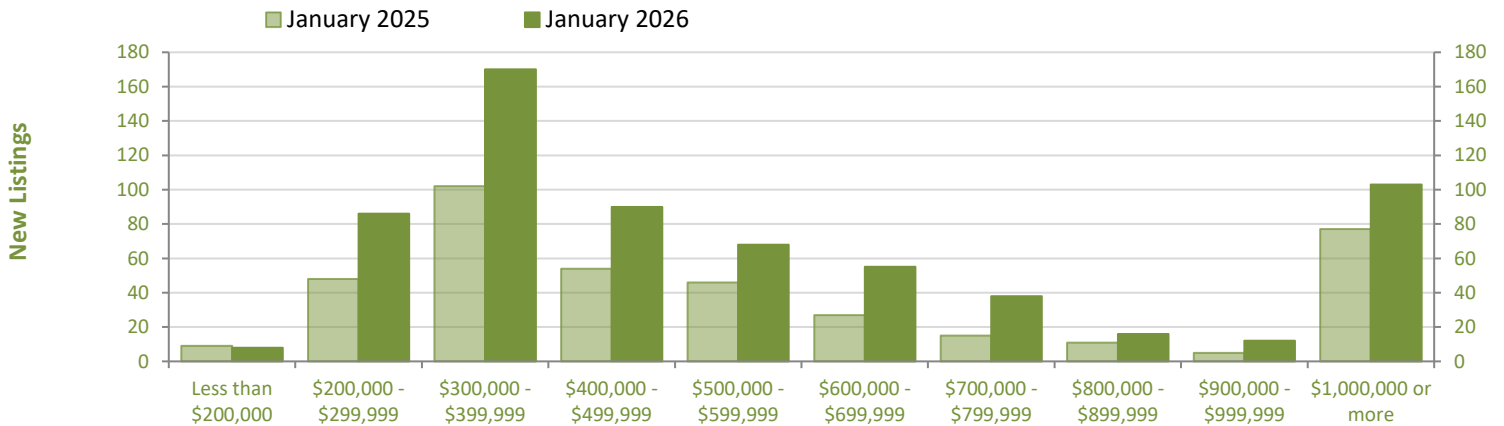


## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

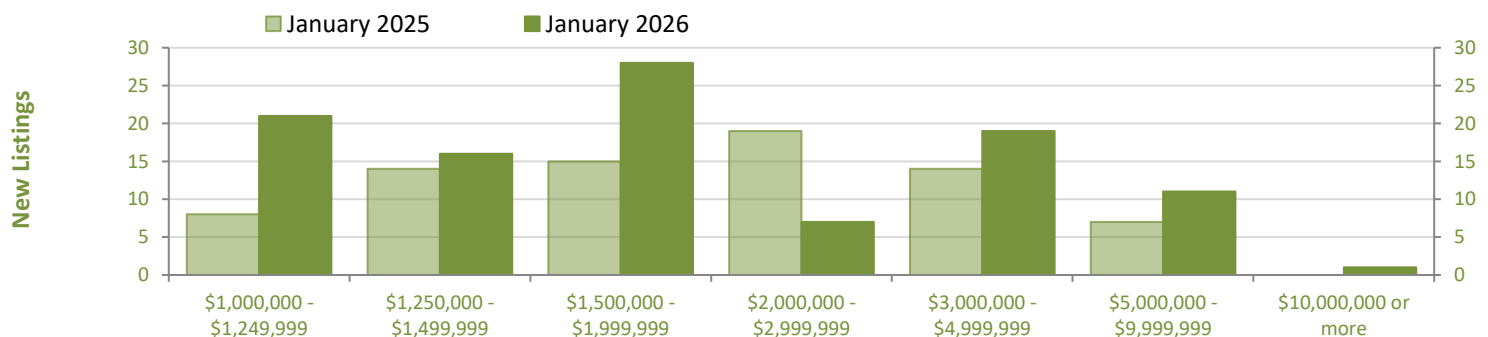
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$200,000	8	-11.1%
\$200,000 - \$299,999	86	79.2%
\$300,000 - \$399,999	170	66.7%
\$400,000 - \$499,999	90	66.7%
\$500,000 - \$599,999	68	47.8%
\$600,000 - \$699,999	55	103.7%
\$700,000 - \$799,999	38	153.3%
\$800,000 - \$899,999	16	45.5%
\$900,000 - \$999,999	12	140.0%
\$1,000,000 or more	103	33.8%



## Million Dollar Spotlight

New Listings by Initial Listing Price for properties listed for \$1,000,000 or more

Initial Listing Price	New Listings	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	21	162.5%
\$1,250,000 - \$1,499,999	16	14.3%
\$1,500,000 - \$1,999,999	28	86.7%
\$2,000,000 - \$2,999,999	7	-63.2%
\$3,000,000 - \$4,999,999	19	35.7%
\$5,000,000 - \$9,999,999	11	57.1%
\$10,000,000 or more	1	N/A



# Monthly Market Detail - January 2026

## Single-Family Homes

### Indian River County

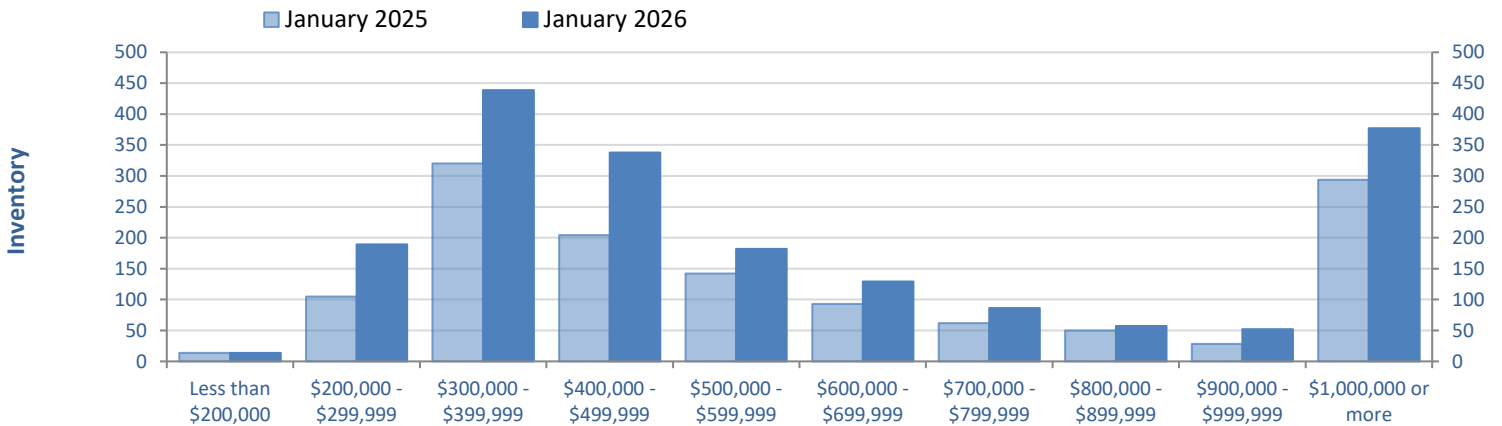


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

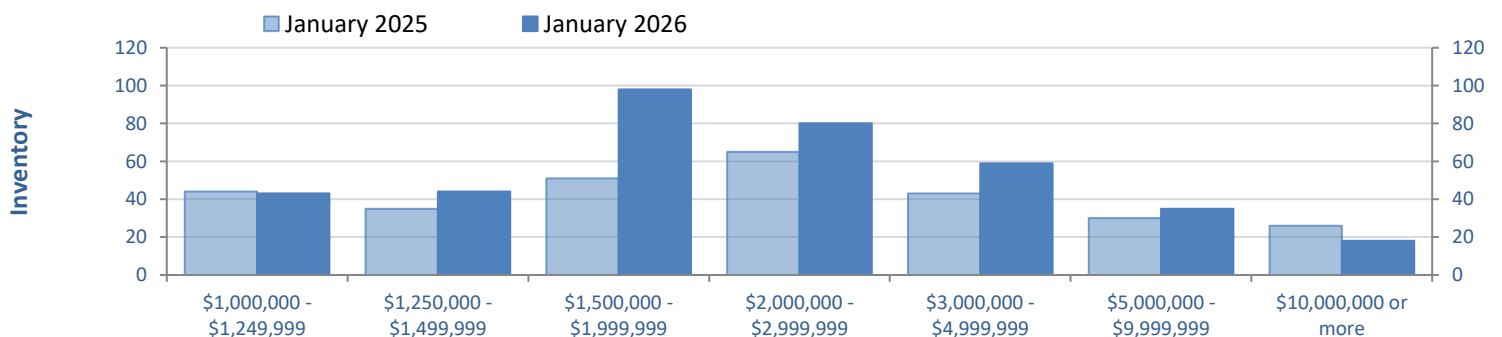
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$200,000	14	0.0%
\$200,000 - \$299,999	189	80.0%
\$300,000 - \$399,999	439	37.2%
\$400,000 - \$499,999	338	65.7%
\$500,000 - \$599,999	182	28.2%
\$600,000 - \$699,999	129	38.7%
\$700,000 - \$799,999	86	38.7%
\$800,000 - \$899,999	57	14.0%
\$900,000 - \$999,999	52	85.7%
\$1,000,000 or more	377	28.2%



## Million Dollar Spotlight

Inventory by Current Listing Price for properties listed for \$1,000,000 or more

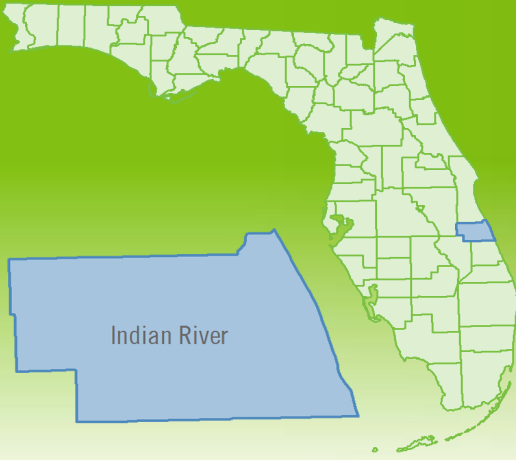
Current Listing Price	Inventory	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	43	-2.3%
\$1,250,000 - \$1,499,999	44	25.7%
\$1,500,000 - \$1,999,999	98	92.2%
\$2,000,000 - \$2,999,999	80	23.1%
\$3,000,000 - \$4,999,999	59	37.2%
\$5,000,000 - \$9,999,999	35	16.7%
\$10,000,000 or more	18	-30.8%



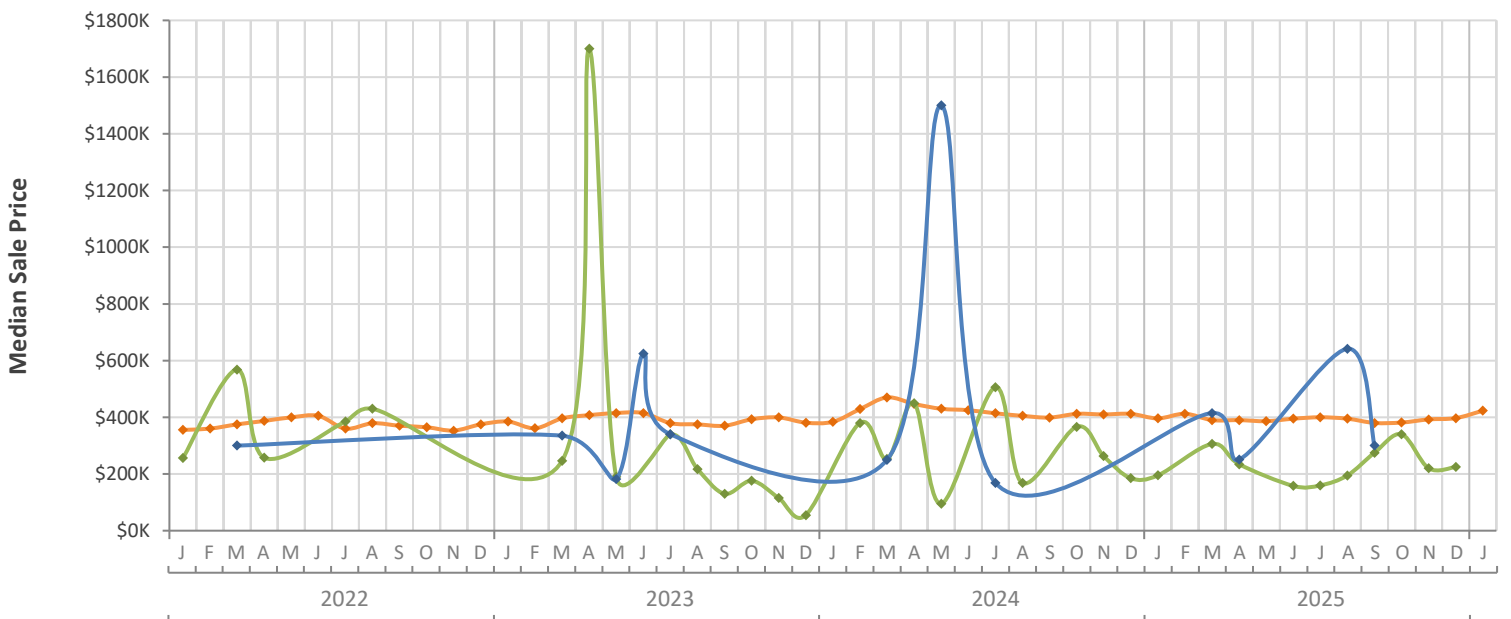
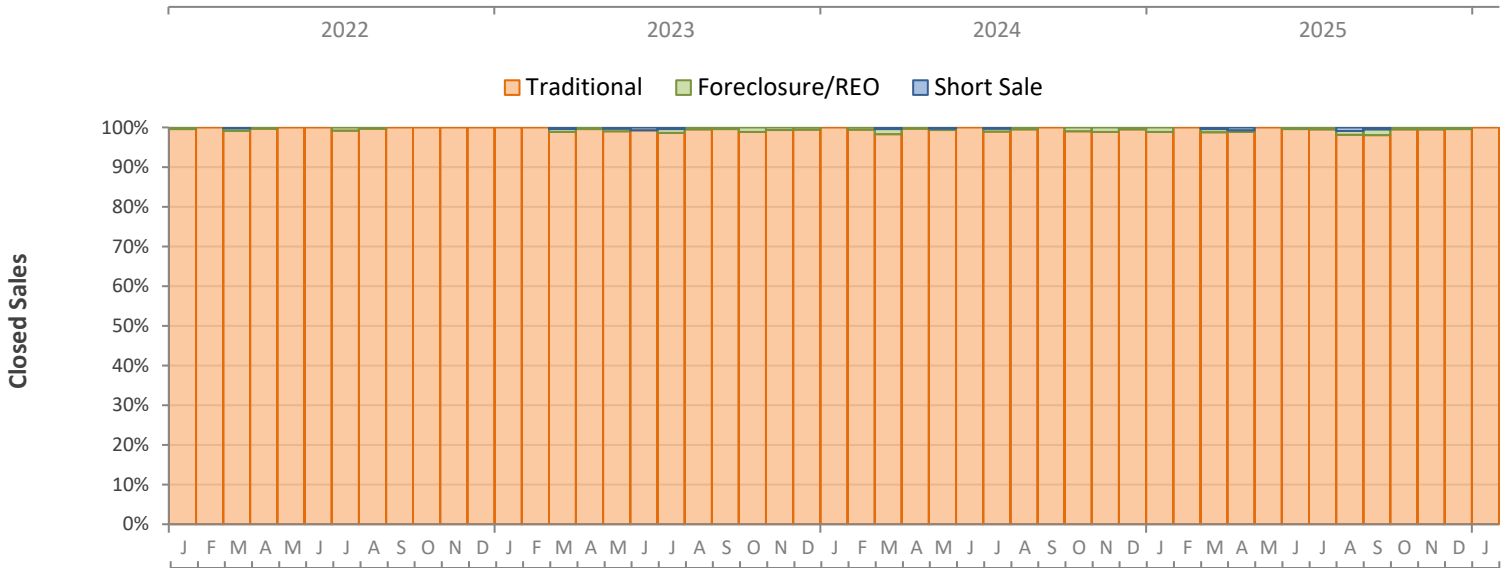
# Monthly Distressed Market - January 2026

## Single-Family Homes

### Indian River County



		January 2026	January 2025	Percent Change Year-over-Year
Traditional	Closed Sales	256	169	51.5%
	Median Sale Price	\$423,125	\$396,000	6.8%
Foreclosure/REO	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$195,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 10th day of the following month. Data released on Tuesday, February 17, 2026. Next data release is Monday, March 16, 2026.