

Current Trends in Volusia County Real Estate



1. Home Values & Prices

1. The average home value is around **\$320,000–\$330,000** in many parts of Volusia. For example, as of late August 2025, Zillow reports a typical home value of about **\$324,100**, which is down about **5.3% year over year**. Redfin data show a median sale price of ~\$333,650, also down (~1.9%) from the previous year.
2. Listing prices tend to be declining or flat in many areas — for example, median listing home price was ~\$375,000 in August 2025, down ~2.2% year-over-year per Realtor.com.

2. Inventory & Market Activity

1. Homes are spending more time on the market. Redfin shows ~73 days on market currently versus ~58 days this time last year.
2. There are more price cuts, or sellers lowering prices.
3. Sales are slightly down year over year. For example, Redfin notes fewer homes sold in recent months compared to the same period last year.

3. Locations with Strength

1. Coastal and desirable areas like **New Smyrna Beach, Daytona Beach, Port Orange, Ormond Beach** still maintain demand, especially for buyers seeking amenities, views, or lifestyle.
2. More affordable inland areas or suburbs may be more heavily impacted by cooling or price declines.

4. Interest Rates & Mortgage Environment

1. Mortgage rates have been easing a bit from their peaks. For example, one report mentions the 30-year fixed rate falling to about **6.13%** — the lowest since October 2024.
2. There's speculation of more **Fed rate cuts** before the end of 2025, which could push mortgage rates somewhat lower.
3. Local mortgage-rate offers (depending on credit, down-payment, etc.) in Volusia are reflecting those shifts, but rates are still materially higher than the bottom levels seen in recent years.

Why It Might Be a Good Time to Buy



- **More Negotiation Power**

Because homes are staying on the market longer, and sellers are more willing to make price adjustments or offer concessions, buyers may have more leverage than in periods of tight demand.

- **Lower Prices or at Least Price Corrections**

The small year-over-year price drops, especially outside the “hot” coastal zones, mean buyers may get more home for their money — smaller down payment burden, less price inflation to overcome.

- **Interest Rates Are Easing**

Even though rates are still elevated compared to past few years, the recent dips and potential further cuts improve affordability. A modest drop in mortgage rates can reduce monthly payments significantly, improving buying power.

- **Buy Before Competition Rises (if Rates Go Lower)**

If rates fall, more buyers will likely jump back in. That tends to push prices up. So acting now may help you lock in a better deal before competition increases.

- **Long-Term Value in Good Locations**

Coastal or amenity-rich areas tend to hold up better in downturns. If you choose a property in a desirable location, you may see more stable or quicker recovery in value.

- **Lifestyle & Other Non-Financial Benefits**

Volusia County offers attractive amenities (beaches, climate, no state income tax, recreational opportunities, etc.) which continue to draw people. For many buyers, living in a place you enjoy adds value beyond just financial metrics.

- **Things to Watch Out / Cautions**

To be balanced, there are also some risks or downsides to consider:

- Even though rates are easing, the cost of borrowing remains significant. If rates shift upwards (due to inflation or Fed policy surprises), that could offset some of the benefit.
- Some areas are seeing more significant price drops and lower demand; you'll want to pick location carefully.
- Market cycles: Real estate is cyclical. What looks like a better deal now could tighten later.
- Costs beyond purchase price: insurance, property taxes, maintenance, flood / wind risk (especially in coastal or hurricane-prone zones).

- **Bottom Line**

On balance, based on current data, it's looking like a more favorable time for buyers in Volusia County than in the last few years. If you are in a position to buy (good credit, stable income, down payment ready), buying now could lock in lower prices and decent interest rates before things possibly turn upward again.