

Big Picture: Volusia County Market (2026)

Transitioning to a balanced / slightly buyer-leaning market

Key metrics:

- **Median price:** ~\$335K–\$369K
- **Home values:** ↓ ~4–5% YoY
- **Days on market:** rising (~70+ days)
- **Sales volume:** slightly down YoY

What that means:

- Price growth has **cooled after the pandemic surge**
- Inventory is **higher**, giving buyers more leverage
- Homes are taking **longer to sell**
- Still **not a crash**—more of a normalization phase

New Smyrna Beach

More noticeable correction + longer selling times

Key numbers:

- **Median price:** ~\$435K (↓ ~7.4% YoY)
- **Typical value:** ~\$440K–\$445K (↓ ~2–4%)
- **Days on market:** ~80–100 days
- **Sale-to-list:** Most homes selling **under asking** (~85%+)
- **What's happening locally:**

Coastal inventory has **built up**

- Price reductions are **common**
- Buyers are negotiating again
- Still strong **long-term demand** (coastal + lifestyle + rentals)
- (Example: ZIP 32169 still ~\$567K median, but down ~7–8% YoY)

2026 Outlook (What to Expect Next)

Likely trends:

- Flat to slight price movement (±0–3%)
- More transactions as rates ease
- Continued buyer leverage
- Strong demand remains for:
 - Well-priced homes
 - Updated properties
 - Coastal + lifestyle locations
- Central Florida is already showing **early signs of momentum picking back up in 2026**

Sellers: Pricing is EVERYTHING,

Expect:

- Longer days on market
- Negotiations / concessions

Buyers: Best opportunity window since ~2019–2020

You can:

- Negotiate price
- Ask for credits
- Shop and Compare

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