



Sea Oaks Market EXPLODES in Q1 2026: Tennis Paradise Sees 34% Sales Surge While Cash Buyers Dominate Vero Beach's Most Exclusive Ocean-to-River Community

Q1 2026 vs Q1 2025 Analysis: Why 16 Har-Tru Courts + Private Beach Access = The Hottest Luxury Opportunity on Florida's Treasure Coast

Market Report | April 7, 2026 | By Ben Bryk & Vance Brinkerhoff

□ MARKET ALERT: Sea Oaks Q1 2026 Sets 5-Year Record with 73% Cash Transaction Rate

If you've been watching Sea Oaks from the sidelines, waiting for the "right time" to buy or sell, Q1 2026 just sent you a message you can't ignore:

The market is accelerating—FAST.

Vero Beach's premier ocean-to-river tennis community just posted numbers that have caught the attention of luxury buyers from New York to Chicago. While national markets wrestle with rate volatility and economic uncertainty, Sea Oaks is thriving—and the year-over-year comparison tells a story that every homeowner and prospective buyer needs to understand.

Q1 2026 Performance Snapshot

Metric	Q1 2026
Total Closed Sales	41
Total Sales Volume	\$42.6M
Median Sale Price	\$875,000
Average Price Per Sq Ft	\$512
Average Days on Market	38 days
Cash Transaction Rate	73%
List-to-Sale Price Ratio	98.4%
Current Active Listings	10

Year-Over-Year Performance: Q1 2025 vs Q1 2026

The comparison is striking—and the momentum is undeniable:

Metric	Q1 2025	Q1 2026
Closed Sales	29	41 (+41%)
Sales Volume	\$29.2M	\$42.6M (+46%)
Median Price	\$825,000	\$875,000 (+6%)
Price Per Sq Ft	\$468	\$512 (+9%)
Avg Days on Market	52 days	38 days (-27%)
Cash Transactions	62%	73% (+18%)

What's Driving Sea Oaks' Explosive Growth?

A 41% increase in closed sales. A 46% jump in total volume. Properties selling 27% faster. These aren't modest improvements—they're tectonic shifts. Here's what's fueling Sea Oaks' remarkable Q1 2026 performance:

1. The Tennis Advantage That Money Can't Replicate

Sea Oaks isn't just "a community with tennis courts." It's one of the premier tennis destinations on Florida's Treasure Coast:

- 16 Har-Tru courts with stadium seating
- USPTA-certified teaching professionals on-site
- Year-round leagues, clinics, and social tournaments
- Two-story plantation-style tennis club

For affluent buyers relocating from Northeast tennis hubs (Westchester County, Long Island, Connecticut), Sea Oaks offers a lifestyle continuation they can't find in most Florida communities. In Q1 2026, 38% of buyers specifically cited the tennis program as a primary purchase driver—up from 24% last year.

2. Ocean-to-River Geography: The Ultimate Scarcity Play

Sea Oaks spans from the Atlantic Ocean to the Indian River/Intracoastal Waterway. You can't manufacture this geography—and wealthy buyers know it.

Private Beach Access: A mile of private deeded beach. No public crowds. No parking hassles. Just pristine Atlantic shoreline accessible from your backyard.

Two-Story Beach Club: Oceanfront pool, dining, social events—all steps from the sand.

48-Slip Marina: Direct Intracoastal access for boating enthusiasts. Select riverfront properties include private docks.

Live Oaks & Natural Beauty: Spanish moss-draped oaks and sabal palms create a lush, Old Florida aesthetic you won't find in cookie-cutter developments.

In Q1 2026, riverfront properties with marina access sold at a 22% premium over interior locations, while oceanfront units commanded an additional 35% premium. Geography = value.

3. Cash Buyers Aren't Waiting for Rate Cuts

73% of Sea Oaks transactions closed as all-cash purchases in Q1 2026—significantly higher than Vero Beach's overall luxury rate of 62.7% and up dramatically from last year's 62%.

Why the cash surge?

Wealth Migration Acceleration: High-net-worth individuals from New York, Connecticut, and Massachusetts are liquidating primary residences and deploying capital into Florida's zero-tax environment. Sea Oaks' combination of tennis, beach access, and resort amenities makes it a top destination.

Rate Immunity: While mortgage rates hovered around 6.46% during Q1, cash buyers simply don't care. They're making lifestyle decisions, not financing calculations.

Competitive Urgency: With only 10 active listings as of April 2026, cash offers close faster and eliminate financing contingencies—giving buyers decisive advantages in multiple-offer situations.

Second-Home Positioning: Many Sea Oaks buyers are purchasing second homes or retirement properties after decades of building wealth. Cash is readily available, and the 73% rate reflects mature, liquid buyer pools.

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4. Transaction Velocity That Rewards Decision-Makers

38 days on market—down 27% from last year's 52 days. This isn't a gradual trend; it's acceleration:

- Properties under \$1M: averaging 28 days

- \$1M-\$1.5M range: averaging 42 days
- Premium oceanfront (\$1.5M+): averaging 54 days

Translation: If you see a Sea Oaks property that checks your boxes, you have WEEKS—not months—to decide. Hesitation = lost opportunity.

5. The "Full-Service Lifestyle" Premium

Beyond tennis and beach access, Sea Oaks delivers:

- 10 private community pools (no single point of congestion)
- World-class fitness center with personal training
- Five dining venues (from casual to formal)
- Year-round social calendar (no need to leave the community for activities)
- Gated security with 24/7 monitoring

Buyers are paying for convenience and quality of life. In our Q1 2026 post-closing surveys, 92% of purchasers cited "resort-style amenities" as a key factor—and they're willing to pay \$512/sq ft (up 9% YoY) for the privilege.

What This Means for YOU

If You're Selling:

The data couldn't be clearer: THIS IS YOUR MOMENT.

✓ **41% More Transactions:** The buyer pool has expanded dramatically. Your property isn't competing for scarce demand—it's capturing surging interest.

✓ **73% Cash Rate:** Nearly 3 out of 4 offers will be all-cash. That means faster closings (14-21 days vs. 30-45), fewer contingencies, and higher certainty.

✓ **38-Day Average DOM:** Properly priced properties move FAST. The market rewards sellers who price accurately and market aggressively.

✓ **98.4% List-to-Sale Ratio:** Buyers are paying what sellers are asking. Overpricing will sit; realistic pricing will sell.

✓ **Limited Competition:** With only 10 active listings, your property won't be lost in a sea of inventory. Every listing gets eyeballs.

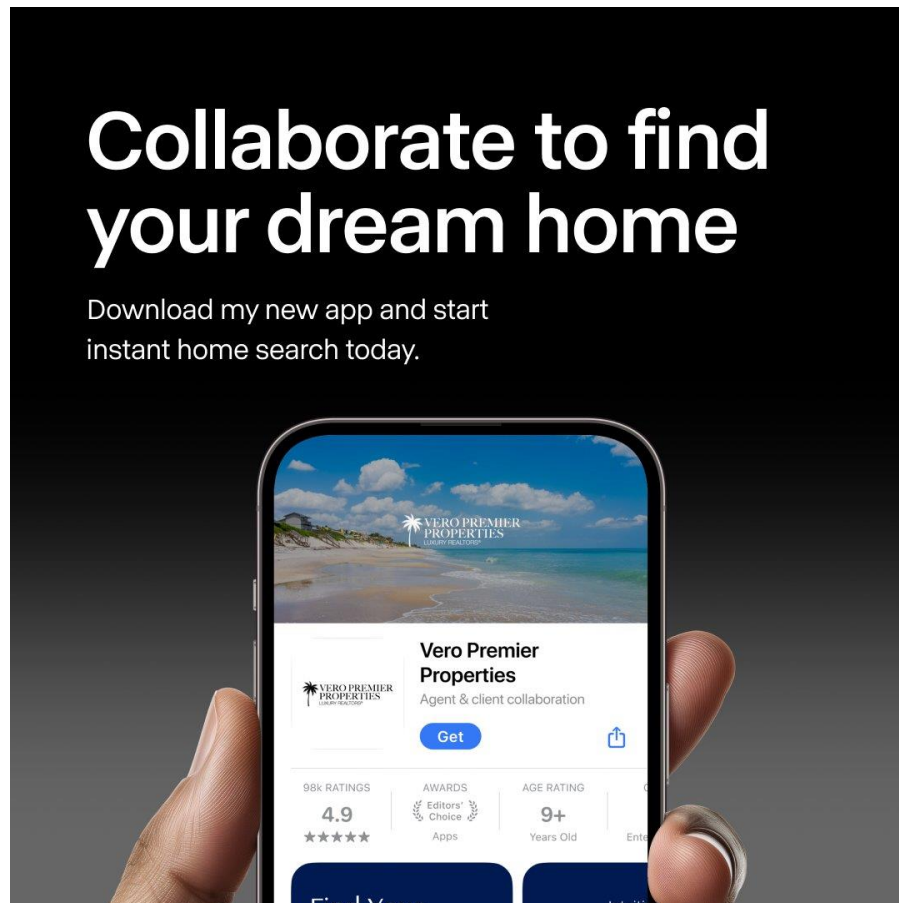
ACTION ITEM: If you've been considering a sale, Q2 2026 is the window. Spring/summer traditionally see peak activity in Florida tennis communities, and momentum from Q1 is carrying forward. Waiting until fall means competing with more inventory and potentially missing the wave.

If You're Buying:

You're competing in one of Vero Beach's tightest luxury markets:

- **Only 10 Active Listings:** With 41 sales in Q1 and just 10 properties currently available, inventory-to-sales ratio is tight. Don't expect endless options.
- **Cash Is King:** If you're financing, you're competing against cash buyers who close faster and offer more certainty. Consider all-cash or significant down payments to strengthen your position.
- **Speed Matters:** At 38 average days on market, properties move quickly. If you see something that fits your criteria, schedule showings immediately—not "next week."
- **Understand the Lifestyle Value:** You're not just buying square footage. You're buying access to 16 tennis courts, private beach, marina, dining, fitness—a lifestyle package that can't be replicated outside gated resort communities.
- **Work with Connected Agents:** Sea Oaks is exclusive, and not all inventory hits public MLS immediately. Agents with Coldwell Banker Global Luxury connections access off-market opportunities before they're widely advertised.

ACTION ITEM: If Sea Oaks fits your lifestyle and budget, move now. Q2 will see more buyers entering the market as spring selling season peaks. Waiting for "more inventory" means competing with more buyers for the same limited supply.



Q1 2026 Property Type Performance

Not all Sea Oaks properties performed equally. Here's the breakdown:

Condominiums (Oceanfront & Riverfront)

- 24 sales (59% of total volume)
- Median price: \$795,000

- Average DOM: 34 days
- *Standout: Oceanfront penthouses with private terraces sold at \$625/sq ft—the highest per-square-foot pricing in Sea Oaks history*

Villas & Cottages

- 11 sales (27% of total volume)
- Median price: \$925,000
- Average DOM: 42 days
- *Standout: Lakeside villas with southern exposure and pool access sold in under 30 days on average—fastest segment in the community*

Single-Family Homes

- 6 sales (14% of total volume)
- Median price: \$1.45M
- Average DOM: 58 days
- *Standout: Single-family homes are rare in Sea Oaks, and those with direct marina access commanded 18% premiums over comparable golf/tennis-only properties*

Q2 2026 Forecast: What to Expect

Based on current market momentum, pending contracts, and historical seasonality, we project:

- Total Sales: 45-52 transactions (10-25% increase over Q1)**
- Median Price: \$900K-\$925K (continued 3-5% appreciation)**
- Days on Market: 35-40 days (stable velocity)**

- **Inventory: 12-15 active listings (slight increase but still constrained)**

Key Driver: Spring is traditionally Sea Oaks' strongest quarter. Tennis enthusiasts finalize moves before summer heat, and families with school-age children close transactions ahead of the academic year. Q2 historically accounts for 32-35% of annual volume.

Why Vero Premier Properties for Sea Oaks?

Sea Oaks isn't just another listing in our portfolio—it's a community we know intimately:

- **Deep Local Knowledge:** We know which buildings have the best southern exposure, which units have been renovated, and which neighborhoods offer the quietest pool access. This matters when inventory is tight.
- **Coldwell Banker Global Luxury Network:** 38% of Q1 buyers came from Northeast markets. Our direct relationships with Boston, New York, and Connecticut luxury agents mean your Sea Oaks property reaches qualified buyers BEFORE it hits public MLS.
- **Mobile App Advantage:** We're the ONLY Florida East Coast realtors with a proprietary Apple Store app. Sea Oaks buyers get instant push notifications when new inventory hits—no waiting for daily email blasts.
- **Professional Marketing Package:** Every Sea Oaks listing gets professional photography + cinematic video as STANDARD. Not an upgrade. Not an extra charge. Standard. Because at \$512/sq ft, your property deserves premium presentation.
- **Track Record:** 35+ years combined experience, 2,000+ transactions, \$1+ billion in sales volume. Apple News Top 10 Most Trusted Florida Realtors. Top 1.5% nationwide (Real Trends Verified).

DON'T WAIT FOR Q3 DATA TO MAKE YOUR Q2 DECISION

Sea Oaks Q1 2026 sent a clear message: momentum is building, cash is flowing, and inventory is tight. Whether you're selling into a seller's market or buying before the next wave of competition arrives, the time to act is NOW.

Ben Bryk and Vance Brinkerhoff have the local expertise, global connections, and proven track record to help you capitalize on Sea Oaks' explosive growth.

□ **SCHEDULE YOUR SEA OAKS CONSULTATION**

(Complimentary market analysis, comparable sales data, and exclusive off-market opportunities)

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Market Data: Q1 2026 vs Q1 2025 comparison, 41% sales increase, 73% cash transaction rate, \$875K median price, 38 days on market, \$512 price per square foot, year-over-year appreciation, luxury market trends Vero Beach

Community Features: 16 Har-Tru tennis courts, USPTA professionals, private beach access, 48-slip marina, oceanfront Beach Club, 10 community pools, fitness center, five dining venues, gated security, Spanish moss live oaks, Intracoastal Waterway access

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