



**CARPENTER | KESSEL**  
REAL ESTATE ADVISORY TEAM

**COMPASS**

# LUXURY & WATERFRONT INSIGHTS

3RD QUARTER 2025



**ACTIVE – \$2,795,000**

787 Oak Ridge Drive  
Indialantic, FL 32903

4,177sf • 5 Bedroom • 4 Bath

A Waterfront Masterpiece with  
100 ft of Direct River Frontage.



**ACTIVE – \$2,300,000**

Duval N. Highway A1A #302  
Indialantic, FL 32903

3,231sf • 3 Bedroom • 3.1 Bath

The Most Prestigious Oceanfront  
Address on the Space Coast.

**SEE PAGE 6 FOR DETAILS**

# Third Quarter Market Update

You've heard the Wall Street line —“buy the rumor, sell the news.” Mortgage rates followed this market behavior to the letter in September.

Rates started the month around 6.53%, dipped to 6.13%, then after the Fed cut, rose to 6.40%.

**Why:** mortgages follow the bond market (10-year Treasuries/MBS), not the Fed funds rate directly. Traders price where inflation, growth and Fed policy are headed months ahead.

**Into the cut** (buy the rumor): markets expected easier policy and cooler inflation, so longer-term yields fell first; lenders passed that through as lower mortgage rates.

**After the cut** (sell the news): fresh data/guidance made investors reprice risk; they demanded more return to hold long bonds and lenders added cushion for volatility. Long yields bounced—mortgage rates rose even as the Fed's short rate fell.

**Inventory isn't normal this year:** instead of peaking in October, levels peaked in March and have eased. More unsold homes are being withdrawn rather than price-cut for a quick sale; sellers are waiting for conditions to meet their number.

**Why sellers can wait:**

- Lock-in effect: many owners still have 2–3% mortgages, so moving doesn't pencil at today's rates or accepting a lower price than what's in their head.
- Low distress: roughly 40% of U.S. homeowners own free and clear. Translation: less pressure to sell, more patience.

**Buyers:** unfortunately seller withdrawals shrink choices just when rates improve. expect choppy dips. Have a lock strategy and be ready to act; - time your life, trying to time the market is a fool's game.

~Dewayne Carpenter

Inventory  
isn't normal  
this year

## By The Numbers

**TOP .00438%**

OF ALL THE REALTORS IN THE USA

**691**

TRANSACTIONS IN 2024

**#7**

TEAM IN THE NATION

**#1**

AREA LEADER FOR  
TRANSACTIONS & VOLUME

**100+**

COMBINED YEARS EXPERIENCE

**1000+**

WATERFRONT HOMES SOLD

**100+**

SALES RECORDS BROKEN

**#1**

AGENTS FOR PROPERTIES  
SOLD OVER \$1M – 2024



Dewayne Carpenter,  
Kirk Kessel &  
Leslie Mink



Dewayne Carpenter, Kirk Kessel, and Leslie Mink of the Carpenter | Kessel Team are recognized as top leaders in Florida's luxury real estate market, focusing exclusively on representing homes priced in excess of \$1 million and waterfront properties.

In 2019, Leslie Mink's promotion to Chief Operating Officer marked a turning point for the team, allowing Dewayne and Kirk to focus on client relationships and marketing strategies. This move contributed to the team's exponential growth, with sales soaring from \$80 million to \$340 million in just four years. Despite this rapid expansion, trust and reliability have remained central to their business.

Your luxury property will be represented by a team with cutting-edge marketing, deep market knowledge and an operational backbone that ensures every detail is executed flawlessly.

# The Unequivocal Leaders in Waterfront & Luxury Real Estate



**4655 Tea Tree Court  
Rockledge, FL 32955**

**\$3,150,000 • 4,212sf • 3 Bedroom • 4 Bath**

Another example of clients putting their trust in us to deliver results at the highest level of the market.



**336 Lansing Island Drive  
Satellite Beach, FL 32937**

**\$2,500,000 • 4,400sf • 5 Bedroom • 4 Bath**

We've sold this home twice representing both sides each time and since 2025, we've been trusted with 55% of the island's sales.



**600 Atlantic Street  
Melbourne Beach, FL 32951**

**\$2,380,000 • 5,028sf • 5 Bedroom • 5 Bath**

The result: a record-breaking sale — the highest non-waterfront home to ever close beachside.



**606 Hibiscus Trail  
Melbourne Beach, FL 32951**

**\$1,200,000 • 2,562sf • 4 Bedroom • 4 Bath**

A showcase of modern coastal living, this home is proof that thoughtful presentation and smart marketing deliver results at every level of the market.

# SALES IN SOUTH BREVARD 1.25M AND OVER • 3RD QUARTER 2025

★★★★★ Compass Represents 19% of \$1.25M+ Sales ★★★★★

LIST PRICE	SOLD PRICE	PROPERTY ADDRESS	CITY	LIVING SQ FT	BED	BATH	VIEW	SOLD PRICE/SF	DAYS ON MARKET	
\$7,500,000	\$6,150,000	8215 S Highway A1A	Melbourne Beach	5,714	5	5.3	Ocean Front	\$1,076.30	76	
\$3,550,000	\$3,100,000	5259 Highway A1A Highway	Melbourne Beach	3,250	4	2.1	Ocean Front	\$953.85	112	
\$3,350,000	\$3,025,000	7021 S Tropical Trail	Merritt Island	4,089	5	3.1	River Front	\$739.79	102	
\$3,100,000	\$3,150,000	4655 Tea Tree Court	Rockledge	4,212	3	4	Lake Front	\$747.86	1	COMPASS
\$3,000,000	\$2,900,000	671 Indian River Drive	Melbourne	5,052	4	5	River Front	\$574.03	19	
\$2,995,000	\$2,700,000	200 Lansing Island Drive	Indian Harbour Bch	5,138	5	5.1	Grand Canal	\$525.50	159	
\$2,995,000	\$2,700,000	789 Shell Street	Satellite Beach	3,702	5	5.1	Ocean Front	\$729.34	52	
\$2,800,000	\$2,685,000	1825 Rockledge Drive	Rockledge	3,431	4	3	River Front	\$782.57	96	
\$2,780,000	\$2,400,000	3698 Lake Adelaide Place	Rockledge	3,820	4	4.1	Lake Front	\$628.27	140	
\$2,700,000	\$2,500,000	336 Lansing Island Drive	Satellite Beach	4,400	5	4	Grand Canal	\$568.18	44	COMPASS
\$2,595,000	\$2,200,000	6505 N Highway 1	Melbourne	2,907	3	2	River Front	\$756.79	75	
\$2,500,000	\$2,220,000	286 Lansing Island Drive	Indian Harbour Bch	4,545	4	4	Canal Front	\$488.45	386	COMPASS
\$2,500,000	\$2,380,000	600 Atlantic Street	Melbourne Beach	5,028	5	5	Golden Triangle	\$473.35	34	COMPASS
\$2,500,000	\$2,300,000	500 S Riverside Drive	Indialantic	5,330	5	3.2	River Front	\$431.52	3	
\$2,420,000	\$2,420,000	5435 S Hwy A1A	Melbourne Beach	2,693	4	3	Ocean Front	\$898.63	0	
\$2,150,000	\$1,900,000	124 Lansing Island Drive	Indian Harbour Bch	4,559	5	5	Grand Canal	\$416.76	243	
\$2,145,000	\$1,700,000	2186 Rockledge Drive	Rockledge	3,333	4	4	River Front	\$510.05	150	
\$2,049,000	\$2,000,000	11 Pisces Lane	Rockledge	3,543	5	4	River Front	\$564.49	5	COMPASS
\$1,999,500	\$1,999,500	4722 Tennyson Drive	Rockledge	3,595	5	4	Lake Front	\$556.19	106	COMPASS
\$1,995,000	\$1,850,000	2120 N Indian River Drive	Cocoa	6,299	6	4.2	River Front	\$293.70	159	
\$1,995,000	\$1,875,000	7321 S Hwy A1A	Melbourne Beach	2,267	3	2	Ocean Front	\$827.08	108	
\$1,990,000	\$1,950,000	303 Deland Avenue	Indialantic	4,132	5	4.1	South Of Fifth	\$471.93	7	
\$1,850,000	\$1,605,000	7655 Highway A1A	Melbourne Beach	2,652	3	2.1	Ocean Front	\$605.20	131	
\$1,725,000	\$1,595,000	3233 Bellwind Circle	Rockledge	3,762	4	3.1	Lake Front	\$423.98	43	
\$1,699,000	\$1,630,000	495 Lanternback Island Drive	Satellite Beach	3,747	4	4	Canal Front	\$435.01	44	
\$1,639,000	\$1,570,000	7346 Gorda Peak Court	Melbourne	3,893	4	4	Lake Front	\$403.29	49	
\$1,605,000	\$1,605,000	215 Sea Crest Drive	Melbourne Beach	1,670	2	2	River Front	\$961.08	0	
\$1,500,000	\$1,610,000	3745 Highway A1A	Melbourne Beach	2,045	3	2	Ocean Front	\$787.29	6	COMPASS
\$1,500,000	\$1,425,000	4022 Tradewinds Trail	Merritt Island	5,488	5	4.1	Acreage	\$259.66	9	COMPASS
\$1,499,000	\$1,300,000	905 Trinidad Road	Cocoa Beach	2,650	4	3	Canal Front	\$490.57	207	
\$1,499,000	\$1,380,000	278 Antigua Drive	Cocoa Beach	3,168	4	3	Canal Front	\$435.61	6	
\$1,497,000	\$1,357,000	2325 Brookside Way	Indialantic	3,158	4	3.1	Canal Front	\$429.70	5	
\$1,475,000	\$1,360,500	1175 Faulkingham Road	Merritt Island	2,435	3	2.1	River Front	\$558.73	106	
\$1,450,000	\$1,450,000	489 Lanternback Island Drive	Satellite Beach	3,238	4	3.1	Canal Front	\$447.81	4	
\$1,445,000	\$1,445,000	64 Country Club Road	Cocoa Beach	4,713	5	5	Golf Course	\$306.60	0	
\$1,395,000	\$1,285,000	450 Ross Avenue	Melbourne Beach	2,400	4	3	Canal Front	\$535.42	96	
\$1,370,000	\$1,278,000	2090 Schooner Road	Merritt Island	2,458	3	3	River Front	\$519.93	7	
\$1,370,000	\$1,320,000	175 Stewart Drive	Merritt Island	4,015	4	3.2	Hacienda	\$328.77	46	
\$1,365,000	\$1,300,000	130 Utopia Circle	Merritt Island	3,150	4	4	Boat Slip	\$412.70	83	
\$1,350,000	\$1,300,000	5121 Craig Road	Cocoa	3,953	3	2.1	Acreage	\$328.86	20	
\$1,340,000	\$1,285,000	6260 Capstan Court	Rockledge	2,300	4	2.1	Canal Front	\$558.70	191	
\$1,320,000	\$1,300,000	4959 Duson Way	Rockledge	3,228	5	3	Lake Front	\$402.73	10	
\$1,289,000	\$1,289,000	3432 Durksly Drive	Melbourne	2,913	4	3	Lake Front	\$442.50	20	
\$1,285,000	\$1,249,000	400 St Georges Court	Satellite Beach	2,301	4	3	Canal Front	\$542.81	21	
\$1,249,990	\$1,245,000	3077 Cortona Drive	Melbourne	3,565	4	4	Lake Front	\$349.23	46	COMPASS
\$1,249,000	\$1,249,000	212 1st Avenue	Indialantic	2,792	5	4	Indialantic	\$447.35	8	COMPASS
\$1,200,000	\$1,200,000	606 Hibiscus Trail	Melbourne Beach	2,562	4	4	South Of Fifth	\$468.38	2	

All sales information was obtained from the Brevard County MLS

AVERAGE PRICE PER SF – \$550.99

AVERAGE DAYS ON MARKET – 69

# THE MOST PRESTIGIOUS OCEANFRONT ADDRESS ON THE SPACE COAST

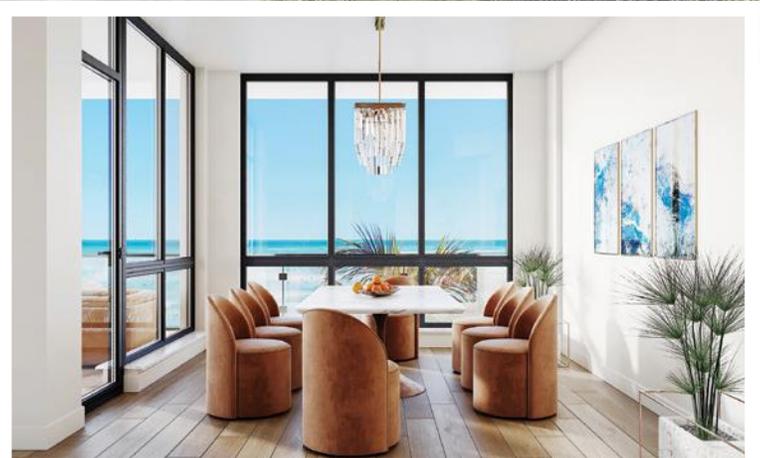


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 **CARPENTER | KESSEL**  
HOMESELLING TEAM



# OCEANFRONT CONDO SALES IN SOUTH BREVARD • 3RD QUARTER 2025

★★★★★ Compass Represents 35% of Oceanfront Condo Sales ★★★★★

LIST PRICE	SOLD PRICE	SUBDIVISION CONDO NAME	UNIT	CITY	LIVING SQ FT	BED	BATH	SOLD PRICE/SF	DAYS ON MARKET	
\$1,400,000	\$1,220,000	The Horizon	462	Satellite Beach	3,604	5	4	\$338.51	72	
\$1,300,000	\$1,200,000	Indialantic One	314	Indialantic	2,590	4	3.1	\$463.32	17	
\$969,000	\$950,000	Silver Sands	511	Satellite Beach	1,970	3	2	\$482.23	34	COMPASS
\$899,000	\$848,850	Somerset	4502	Indian Harbour Beach	2,225	3	2.1	\$381.51	178	
\$829,000	\$670,000	Cristal	201	Indian Harbour Beach	2,280	3	2	\$293.86	83	COMPASS
\$799,000	\$715,000	Versailles	1d	Melbourne Beach	2,036	4	2.1	\$351.18	93	
\$799,000	\$762,500	Monaco	401	Satellite Beach	1,980	3	2	\$385.10	94	
\$769,000	\$763,000	Lantana	1105	Indian Harbour Beach	2,051	3	2.1	\$372.01	22	
\$750,000	\$725,000	The Horizon	241	Satellite Beach	2,150	3	2	\$337.21	2	
\$713,000	\$650,000	Tradewinds	105	Melbourne Beach	1,850	3	3	\$351.35	85	COMPASS
\$685,000	\$625,000	The Horizon	153	Satellite Beach	1,736	3	2	\$360.02	38	
\$665,000	\$645,000	Buccaneer Beach Club	701	Satellite Beach	1,650	3	2.1	\$390.91	18	
\$650,000	\$650,000	Reflections	202	Satellite Beach	1,950	3	3	\$333.33	197	COMPASS
\$650,000	\$655,000	Buccaneer Beach Club	301	Satellite Beach	1,650	3	2	\$396.97	53	COMPASS
\$595,000	\$540,000	The Horizon	233	Satellite Beach	1,736	3	2	\$311.06	196	
\$510,000	\$477,650	Ocean Walk	204	Indian Harbour Beach	1,120	2	2	\$426.47	56	
\$475,000	\$471,000	Silver Sands	203	Satellite Beach	1,627	2	2	\$289.49	7	COMPASS
\$425,000	\$425,000	Villager	904	Indialantic	1,200	2	2	\$354.17	99	COMPASS

All sales information was obtained from the Brevard County MLS

AVERAGE PRICE PER SF – \$367.70

AVERAGE DAYS ON MARKET – 75

## Five things we've learned from 400+ Oceanfront Properties on the Space Coast since 1998:

- 1** Having a vast network of high-net worth buyers is paramount
- 2** Compass's massive exposure to Brevard's feeder markets is key
- 3** Personally living on the ocean provides a powerful advantage
- 4** Wealth Mapping via Compass outlines who potential buyers are
- 5** 69 years of combined experience instills confidence in buyers

A dark grey map of the United States is shown. A white line connects a callout point in New York to a callout point in South Florida. The callout points are represented by concentric circles. The South Florida callout point is highlighted with a blue glow.

# Carpenter Kessel, your direct *Connection* to NY and S. Florida

Compass, the #1 brokerage in the Northeast and South Florida—two of the top feeder markets to the Space Coast.

No one connects your property with qualified buyers from these markets like Carpenter Kessel.

\$231 Billion in Sales | 228,785 Transactions

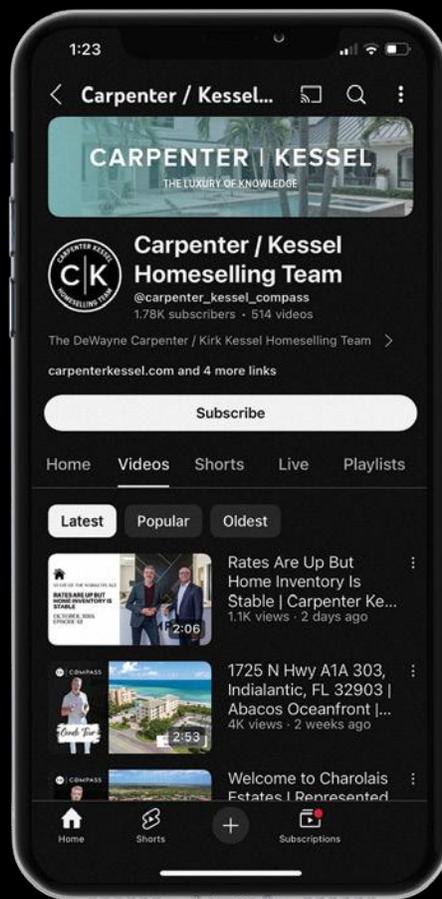
As most high-net-worth individuals own multiple luxury residential properties in different markets, real estate has become a global asset class. That's why The Private Client Network is uniquely positioned to deliver a seamless brokerage services experience across our clients' entire real estate portfolio. Not only can we help a client buy/sell their main residence, but we can also help that same client buy/sell their summer house, ski house or urban pied-a-terre.

# THE POWER OF SOCIAL MEDIA

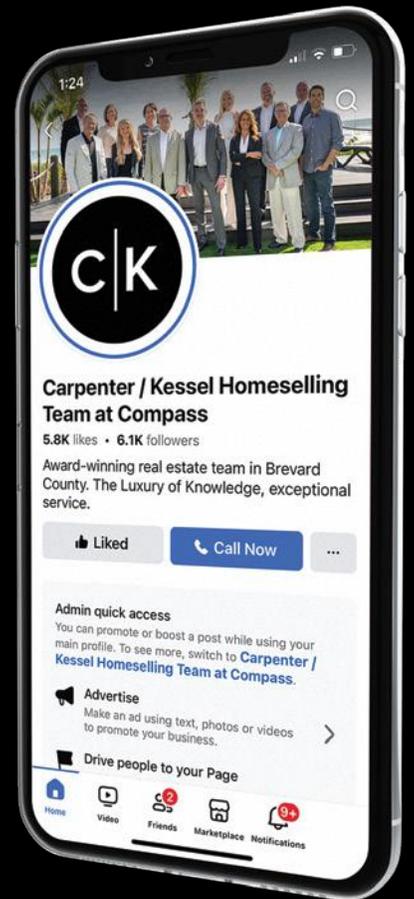
17,000,000 IMPRESSIONS | 24,000 HOURS OF YOUTUBE WATCHED



@carpenter\_kessel



@carpenter\_kessel



@carpenterkessel



The Most Watched Social Media Channels  
Of Any Brevard County Real Estate Firm



4645 S Tropical Trail  
Merritt Island, FL \$6,000,000 · 12,845sf  
7 Bedroom · 9.3 Bath



6855 S Tropical Trail  
Merritt Island, FL \$5,505,000 · 10,472sf  
4 Bedroom · 5.3 Bath



301 Oak Street  
Melbourne Beach, FL \$4,400,000 · 5,035sf  
5 Bedroom · 6.1 Bath



8735 S Highway A1A  
Melbourne Beach, FL \$4,300,000 · 5,948sf  
4 Bedroom · 5.1 Bath



3950 N Riverside Drive  
Indialantic, FL \$4,250,000 · 5,156sf  
3 Bedroom · 5.1 Bath



10280 S Tropical Trail  
Merritt Island, FL \$4,200,000 · 9,027sf  
5 Bedroom · 6.1 Bath



241 Lansing Island Drive  
Indian Harbour Beach, FL \$3,805,000 · 6,242sf  
4 Bedroom · 4.2 Bath



7045 S Tropical Trail  
Merritt Island, FL \$3,700,000 · 6,123sf  
6 Bedroom · 5.2 Bath



4655 Tea Tree Court  
Rockledge, FL \$3,150,000 · 4,212sf  
3 Bedroom · 4 Bath



305 Oak Street  
Melbourne Beach, FL \$3,118,279 · 2,674sf  
4 Bedroom · 2.1 Bath



1505 Atlantic Street  
Melbourne Beach, FL \$2,900,000 · 3,472sf  
4 Bedroom · 5.2 Bath

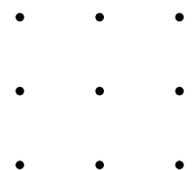


300 Riverside Drive  
Melbourne Beach, FL \$2,900,000 · 3,886sf  
5 Bedroom · 3 Bath



**Dewayne Carpenter**  
**Kirk Kessel**

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sales@carpenterkessel.com



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**SOLD**

4690 S Highway A1A  
Melbourne Beach, FL  
\$2,899,950 • 3,069sf  
4 Bedroom • 4 Bath



**SOLD**

3669 Lake Adelaide Place  
Rockledge, FL  
\$2,700,000 • 4,844sf  
4 Bedroom • 4.1 Bath



**SOLD**

6225 Capstan Court  
Rockledge, FL  
\$2,700,000 • 4,362sf  
5 Bedroom • 3.2 Bath



**SOLD**

300 Lansing Island Drive  
Satellite Beach, FL  
\$2,695,000 • 6,299sf  
7 Bedroom • 5.1 Bath



**SOLD**

125 Lansing Island Drive  
Indian Harbour Beach, FL  
\$2,650,000 • 4,995sf  
4 Bedroom • 5.1 Bath



**SOLD**

4503 Milost Drive  
Rockledge, FL  
\$2,650,000 • 4,488sf  
4 Bedroom • 4 Bath



**SOLD**

10400 S Tropical Trail  
Merritt Island, FL  
\$2,600,000 • 5,545sf  
6 Bedroom • 5.2 Bath



**SOLD**

3053 S Highway A1A  
Melbourne Beach, FL  
\$2,500,000 • 2,206sf  
4 Bedroom • 4.1 Bath



**SOLD**

100 Lansing Island Drive  
Indian Harbour Beach, FL  
\$2,500,000 • 5,387sf  
5 Bedroom • 5.1 Bath



**SOLD**

336 Lansing Island Drive  
Satellite Beach, FL  
\$2,500,000 • 4,400sf  
5 Bedroom • 4 Bath



**SOLD**

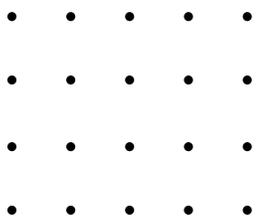
4504 Milost Drive  
Viera, FL  
\$2,450,000 • 3,454sf  
4 Bedroom • 3 Bath



**SOLD**

6005 S Tropical Trail  
Merritt Island, FL  
\$2,200,000 • 4,967sf  
6 Bedroom • 5.1 Bath

## The Unequivocal Luxury and Waterfront Leaders on the Space Coast



**CARPENTER | KESSEL**  
**COMPASS**

# Strategic Social Campaigns *For Your Home*

Statistics from 09/01/2024 to 09/30/2025

We develop a unique social campaign for every listing we take & the results speak for themselves

FACEBOOK, INSTAGRAM & GOOGLE

14,108,754

TOTAL AD IMPRESSIONS

FACEBOOK, INSTAGRAM & GOOGLE

1,103,011

TOTAL AD CLICKS

FACEBOOK, INSTAGRAM & GOOGLE

\$89,312

TOTAL AD SPEND

YOUTUBE

995,900

TOTAL VIDEO VIEWS

YOUTUBE

47,803

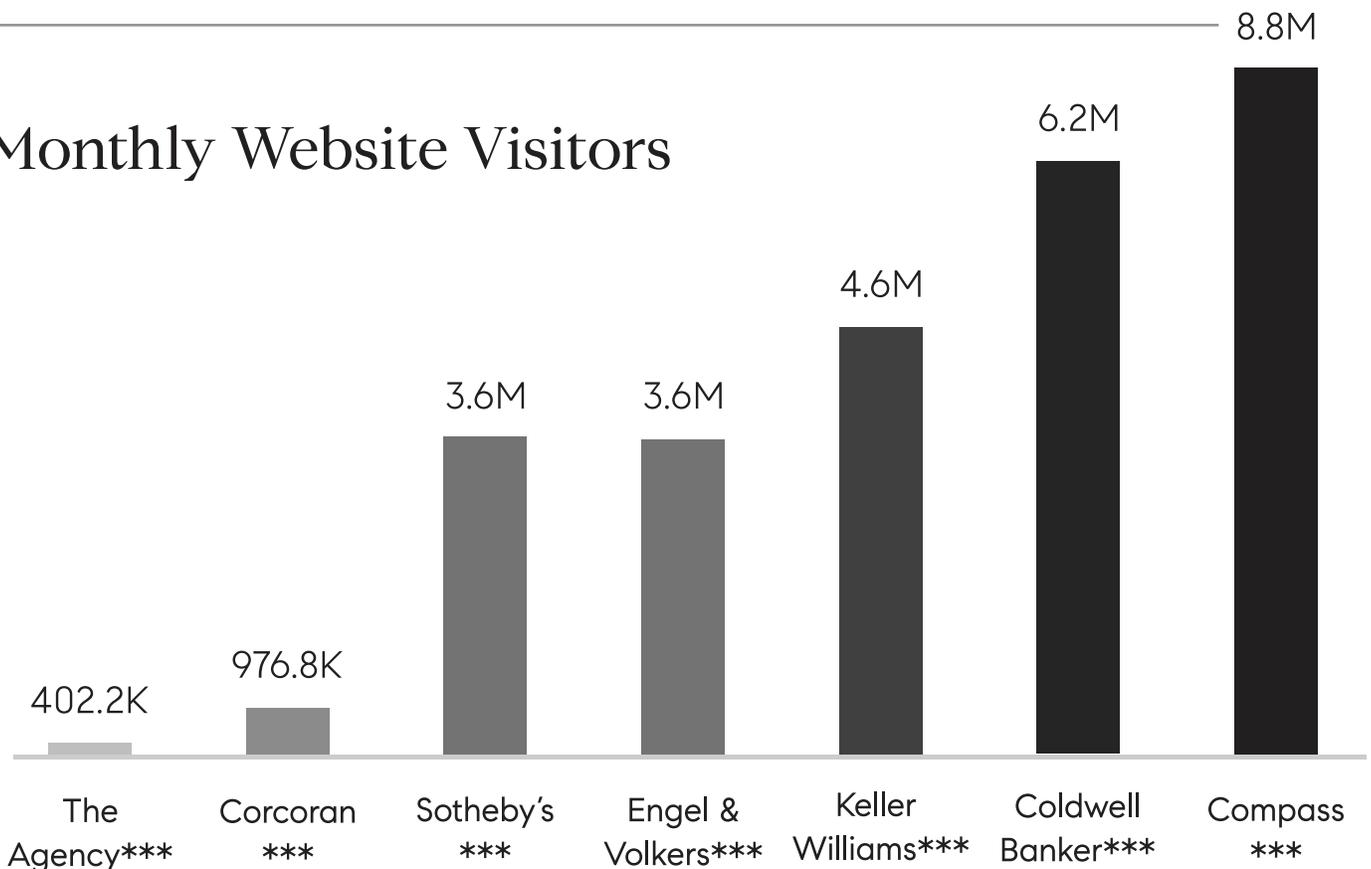
TOTAL VIDEO CLICKS

YOUTUBE

30,900

TOTAL HOURS WATCHED

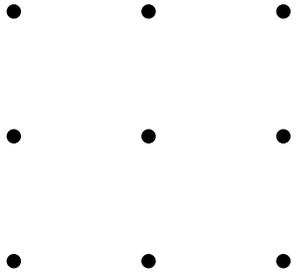
## Monthly Website Visitors



\*Sourced via Sprout Social and Google Analytics, 1.1.2020-12.31.2020.

\*\*Sourced via Meltwater, 1.1.2021-12.31.2021.\*\*\*Website traffic sourced via SimilarWeb, 08.1.2023-08.31.2023.

# State Of The Marketplace



Join Dewayne Carpenter and Kirk Kessel as they share their new video series "State of the Marketplace." Each month Dewayne and Kirk will dive into what transpired in the previous month and provide insight on what we are seeing happen in the current marketplace.



## Real Estate Video Series

THE LUXURY OF KNOWLEDGE

Scan the QR code to watch the latest episode.



# Featured Properties



**4533 Milost Drive  
Rockledge, FL 32955**

**\$4,000,000 • 4,350sf • 4 Bedroom • 5 Bath**  
Custom .83-Acre Lakefront Lot in the Exclusive Gated Adelaide Community.



**787 Oak Ridge Drive  
Indialantic, FL 32903**

**\$2,795,000 • 4,177sf • 5 Bedroom • 4 Bath**  
A Waterfront Masterpiece with 100 ft of Direct River Frontage.



**327 Lansing Island Drive  
Satellite Beach, FL 32937**

**\$2,700,000 • 5,998sf • 4 Bedroom • 5.2 Bath**  
Rare Lansing Island Estate with Nearly 6,000 sq ft on over 1/2 acre Along the Banana River.



**3768 Lake Adelaide Place  
Rockledge, FL 32955**

**\$2,375,000 • 4,011sf • 3 Bedroom • 3.1 Bath**  
Lakefront Showpiece in Adelaide Redefines Residential Modernism.



**116 Cat Cay Lane  
Indian Harbour Beach, FL 32937**

**\$1,650,000 • 2,925sf • 5 Bedroom • 3.1 Bath**  
Life on the Water Takes Center Stage with 195 ft of Canal Frontage.



**1806 Pine Street  
Melbourne Beach, FL 32951**

**\$1,525,000 • 2,394sf • 4 Bedroom • 3 Bath**  
Direct Indian River Frontage Defines this Home.



**2075 Highway A1A #2601B  
Indian Harbour Beach, FL 32937**

**\$1,000,000 • 2,578sf • 3 Bedroom • 2.1 Bath**  
Corner-Unit Condo with Endless Ocean Views.



**227 Loggerhead Drive  
Melbourne Beach, FL 32951**

**\$925,000 • 2,395sf • 3 Bedroom • 3 Bath**  
Fully Reimagined 3-Bedroom Behind the Gates of Turtle Bay.



**2001 Julep Drive Unit 206  
Cocoa Beach, FL 32931**

**\$899,000 • 2,455sf • 3 Bedroom • 3 Bath**  
Top Floor Panoramic-View Condo overlooking the Intracoastal.



**1177 N Highway A1A #402  
Indialantic, FL 32903**

**\$799,000 • 1,885sf • 3 Bedroom • 2 Bath**  
Reimagined Boutique Oceanfront Condo in the Heart of Indialantic.



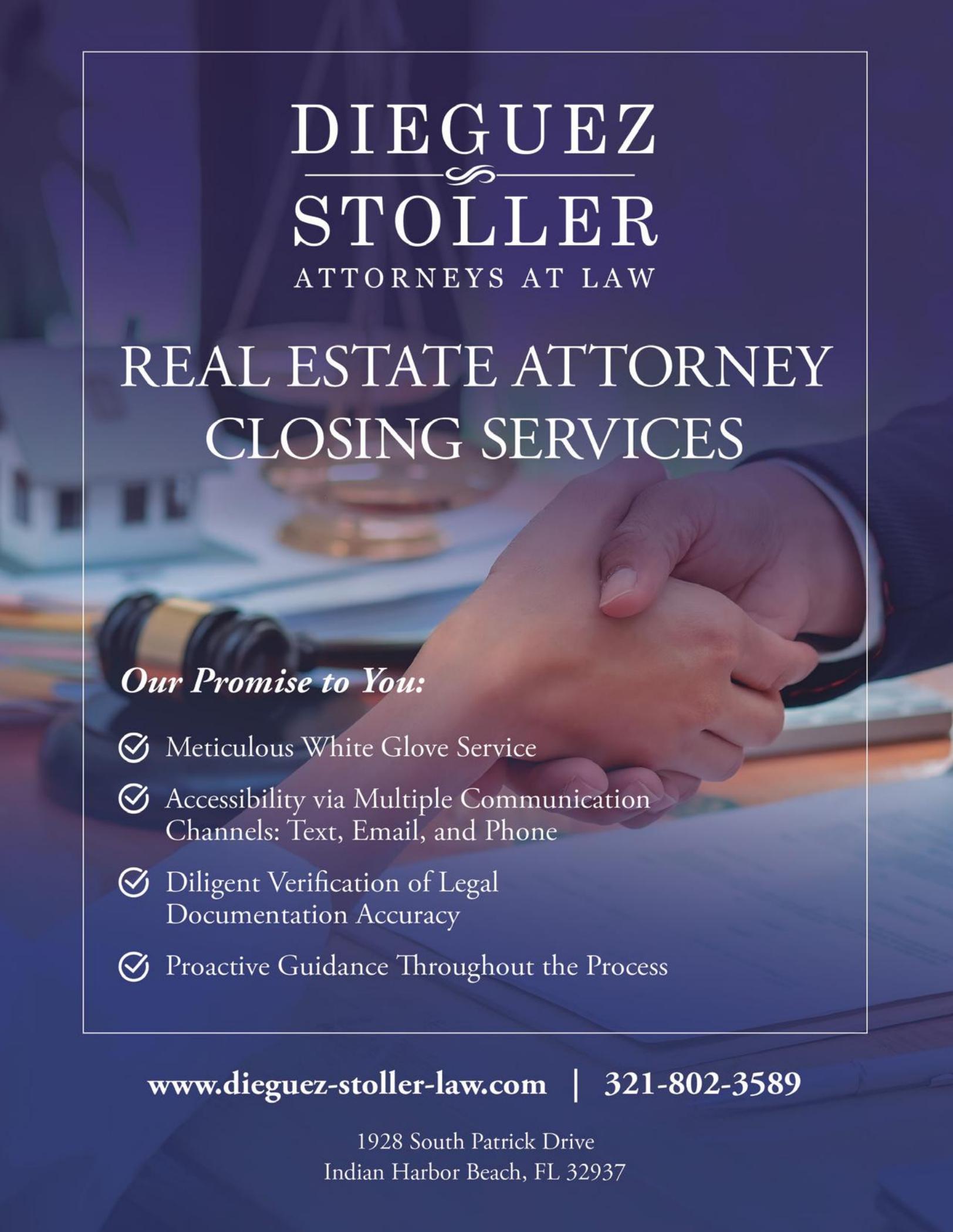
**443 Port Royal Blvd  
Satellite Beach, FL 32937**

**\$759,000 • 1,949sf • 3 Bedroom • 2 Bath**  
3-Bedroom Home with Sweeping Water Views and Direct Canal Access.



**5635 Highway A1A Apt A802  
Melbourne Beach, FL 32951**

**\$725,000 • 2,029sf • 3 Bedroom • 3 Bath**  
Eighth-Floor Oceanfront Condo with Endless Horizon Views.



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—  
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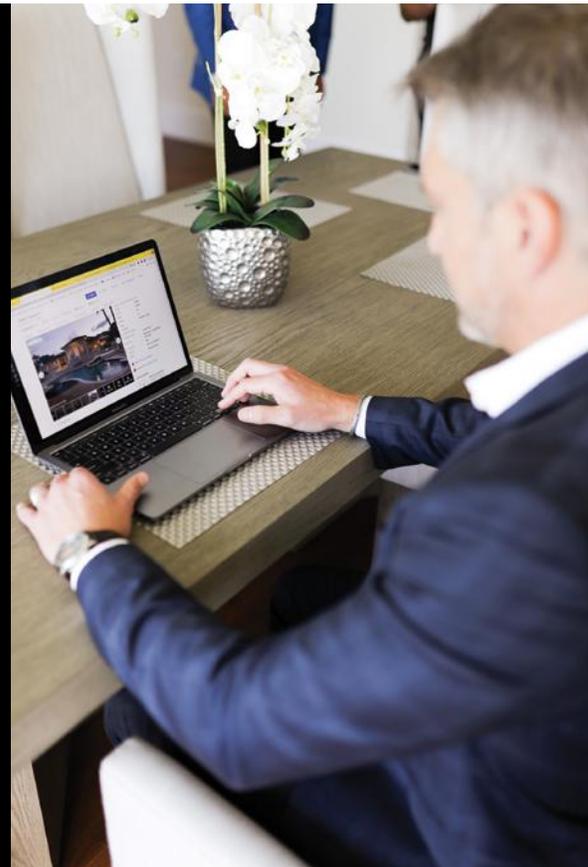
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