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Familiar names dominate island real estate lists

BY STEVEN M. THOMAS (Week of July 23, 2026)

Real Trends has authoritatively ranked the dollars and cents success of real estate agents and brokerages at the state and national level for years.

This year, it extended its analysis to individual cities, including Vero Beach, and the names at the top of its local lists are familiar.

While there has been an influx of high-profile brokerages and talented real estate agents on the island in recent years, a handful of longtime leading players have maintained a strong grip on the Vero Beach market.

Matilde Sorensen at Dale Sorensen Real Estate was the No. 1 agent in Vero Beach in 2025, same as she has been for many years, with \$165.7 million sales. That was almost three times as much as the No. 2 agent and good enough to make her No. 22 in Florida.

She was not alone in her success at the family-owned brokerage her husband Dale Sorensen Sr. founded on the island in the 1970s.

Four of the five top performers in Vero in 2025 were Sorensen agents. Along with Matilde, they included Cathy Curley (No. 2 with \$58.8 million in sales), Elizabeth Sorensen (No. 4 with \$47.3 million) and Christine Hughes (No. 5 with \$30.2 million).

The outlier in the top five was Luke Webb, founder/broker of Luke Webb & Associates, who ranked No. 3 with \$54.3 million worth of deals last year.

Teams are ranked separately from individual agents.

The top small team on the island and in Vero Beach was the Brown Talley Group at Premier Estate Properties, which was founded by Kay Brown, one of the island's most successful real estate professionals. The group, now bolstered by the talents of Brown's niece Melissa Talley, rang up \$80.3 million in sales last year. The Daley Group at Douglas Elliman led by Sally Daley was the No. 2 small team, with \$49.8 million worth of deals.

The top medium-sized team was – no surprise – the formidable O’Dare Boga Dobson Group at ONE Sotheby’s International Realty, with \$150 million in sales. Cindy O’Dare and Richard Boga have a long history of record-breaking luxury sales in Vero Beach, including the 7-bedroom, 14-bath, 15,900-square-foot house at 1920 A1A in the Estate Section that went for \$27 million, the highest price ever paid for a home in Indian River County.

Real Trends defines small groups as those with 3 to 5 agents and medium-size groups as those with 6 to 10 agents.

No large teams – 11-20 agents – were ranked. Mega-teams have 21 to 50 agents and The Reynolds Group at Compass was tops in Vero in that category, with \$245.2 million in sales.

An important caveat: John’s Island Real Estate had a huge year in 2025, but its sales are not included in the Real Trends rankings because the brokerage does not list properties on the local MLS/multiple listing service.

Real Trends is a long-established real estate information, education and ranking company best known for its annual lists of the most successful real estate agents and brokerages in the United States.

Since 2020, it has been part of HW Media, founded by Vero Beach native Clayton Collins, who is well on his way to becoming the Bloomberg of real estate, producing multiple real estate publications, information subscription services for real estate professionals, and national real estate and mortgage banking events.

“Business is great,” Collins told Vero Beach 32963 last week. “We continue to build our real estate solutions business and recently acquired Keeping Current Matters, a company that serves real estate professionals with content, analysis, research and marketing assets that help agents explain the market to their home buyers and sellers. This was a big deal for us, bringing 20-plus new team members into the organization and over 10,000 active users.”