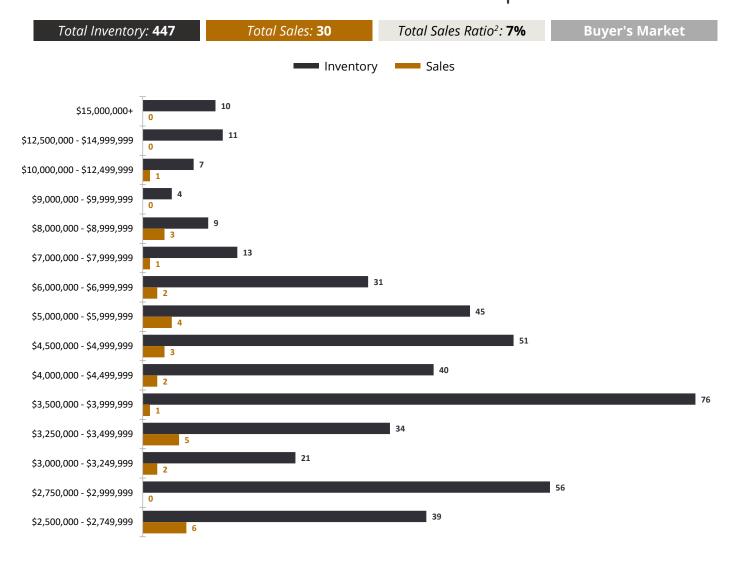


Luxury Benchmark Price 1: \$2,500,000

## LUXURY INVENTORY VS. SALES | APRIL 2025



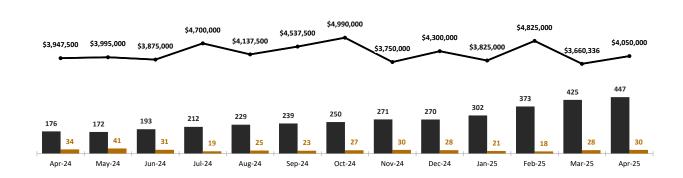
Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$2,985,000	4	4	6	79	8%
3,000 - 3,999	\$3,300,000	5	5	9	123	7%
4,000 - 4,999	\$4,700,000	5	7	7	118	6%
5,000 - 5,999	\$5,500,000	6	7	5	61	8%
6,000 - 6,999	\$4,875,000	6	7	3	41	7%
7,000+	NA	NA	NA	0	25	0%

<sup>&</sup>lt;sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

Luxury Benchmark Price 1: \$2,500,000

#### 13-MONTH LUXURY MARKET TREND4





#### MEDIAN DATA REVIEW | APRIL

TOTAL INVENTORY

Apr. 2024 Apr. 2025

176 447

VARIANCE: **154**%

SALE PRICE PER SQFT.

Apr. 2024 Apr. 2025

\$1,140 \$1,048

VARIANCE: -8%

TOTAL SOLDS

Apr. 2024 Apr. 2025

34 30

VARIANCE: -12%

SALE TO LIST PRICE RATIO

Apr. 2024 Apr. 2025

96.37% 97.25%

VARIANCE: 1%

SALES PRICE

Apr. 2024 Apr. 2025

\$3.95m \$4.05m

VARIANCE: 3%

DAYS ON MARKET

Apr. 2024 Apr. 2025

31 56

VARIANCE: 81%

## SOUTH WALTON MARKET SUMMARY | APRIL 2025

- The single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **97.25% of list price** in April 2025.
- The most active price band is \$8,000,000-\$8,999,999, where the sales ratio is 33%.
- The median luxury sales price for single-family homes is \$4,050,000.
- The median days on market for April 2025 was 56 days, up from 31 in April 2024.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed. <sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

Luxury Benchmark Price<sup>1</sup>: \$1,000,000

## LUXURY INVENTORY VS. SALES | APRIL 2025

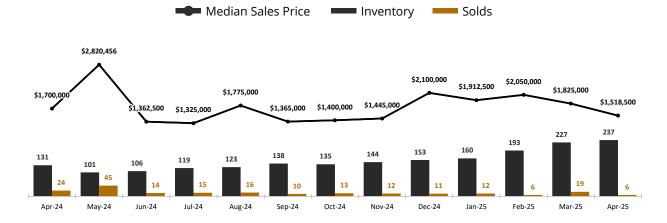


Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$1,576,000	3	2	2	62	3%
1,500 - 1,999	\$1,250,000	3	4	2	64	3%
2,000 - 2,499	NA	NA	NA	0	53	0%
2,500 - 2,999	\$1,525,000	3	4	1	31	3%
3,000 - 3,499	NA	NA	NA	0	8	0%
3,500+	\$3,200,000	5	5	1	19	5%

<sup>&</sup>lt;sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

Luxury Benchmark Price<sup>1</sup>: \$1,000,000

#### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



#### MEDIAN DATA REVIEW | APRIL

TOTAL INVENTORY TOTAL SOLDS SALES PRICE Apr. 2024 Apr. 2024 Apr. 2024 Apr. 2025 Apr. 2025 Apr. 2025 \$1.70m \$1.52m 131 237 24 6 VARIANCE: 81% VARIANCE: -75% VARIANCE: -11% DAYS ON MARKET SALE PRICE PER SQFT. SALE TO LIST PRICE RATIO Apr. 2024 Apr. 2025 Apr. 2024 Apr. 2024 Apr. 2025 Apr. 2025 \$1.107 93.45% 95.69% 66 \$793 49 VARIANCE: -26% VARIANCE: -28% VARIANCE: **2**%

### SOUTH WALTON MARKET SUMMARY | APRIL 2025

- The attached luxury market is a **Buyer's Market** with a **3% Sales Ratio**.
- Homes sold for a median of **95.69% of list price** in April 2025.
- The most active price band is \$1,500,000-\$1,749,999, where the sales ratio is 16%.
- The median luxury sales price for attached homes is \$1,518,500.
- The median days on market for April 2025 was 49 days, down from 66 in April 2024.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed. <sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.