INSTITUTE for LUXURY HOME MARKETING®

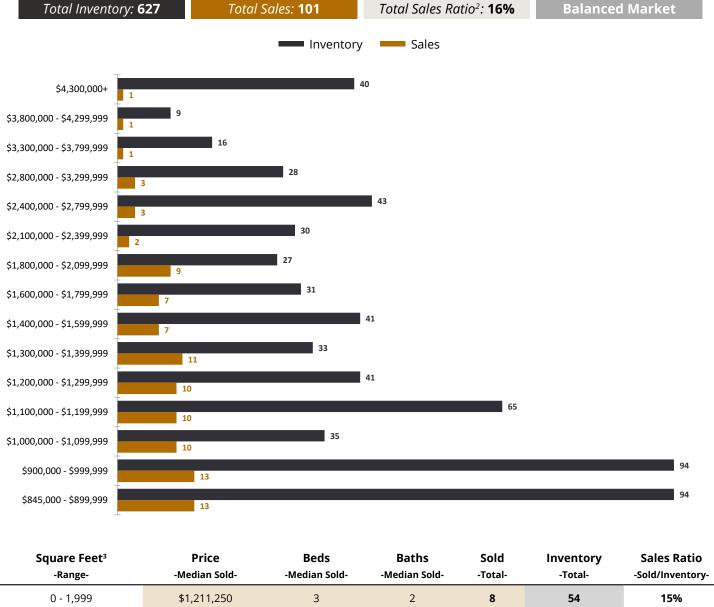
<sup>by</sup>Colibri Real Estate





Luxury Benchmark Price 1: \$845,000

## LUXURY INVENTORY VS. SALES | MAY 2025



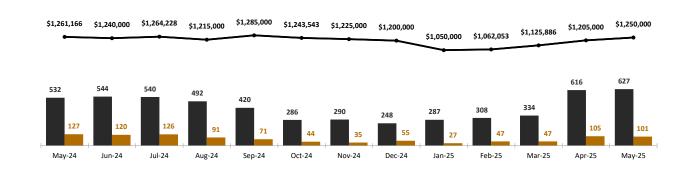
Square Feet <sup>5</sup> -Range-	-Median Sold-	-Median Sold-	-Median Sold-	SOIG -Total-	-Total-	-Sold/Inventory-
0 - 1,999	\$1,211,250	3	2	8	54	15%
2,000 - 2,999	\$1,064,250	4	3	40	227	18%
3,000 - 3,999	\$1,325,000	5	4	36	219	16%
4,000 - 4,999	\$2,075,000	5	5	13	79	16%
5,000 - 5,999	\$1,762,500	5	6	2	23	9%
6,000+	\$2,450,000	5	6	1	25	4%

<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: \$845,000

#### 13-MONTH LUXURY MARKET TREND4





### MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2024 May 2025

532 627

VARIANCE: 18%

SALE PRICE PER SQFT.

May 2024 May 2025

\$389 \$423

VARIANCE: 9%

TOTAL SOLDS

May 2024 May 2025

127 101

VARIANCE: -20%

SALE TO LIST PRICE RATIO

May 2024 May 2025

97.90% 96.61%

VARIANCE: -1%

SALES PRICE

May 2024 May 2025

\$1.26m \$1.25m

VARIANCE: -1%

DAYS ON MARKET

May 2024 May 2025

21 35

VARIANCE: 67%

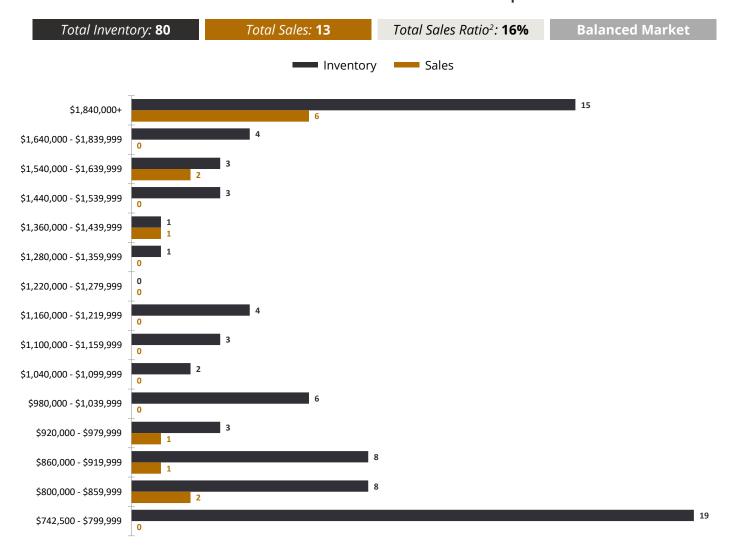
### JACKSONVILLE BEACHES MARKET SUMMARY | MAY 2025

- The single-family luxury market is a **Balanced Market** with a **16% Sales Ratio**.
- Homes sold for a median of **96.61% of list price** in May 2025.
- The most active price band is \$1,300,000-\$1,399,999, where the sales ratio is 33%.
- The median luxury sales price for single-family homes is \$1,250,000.
- The median days on market for May 2025 was 35 days, up from 21 in May 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 1: \$742,500

## LUXURY INVENTORY VS. SALES | MAY 2025

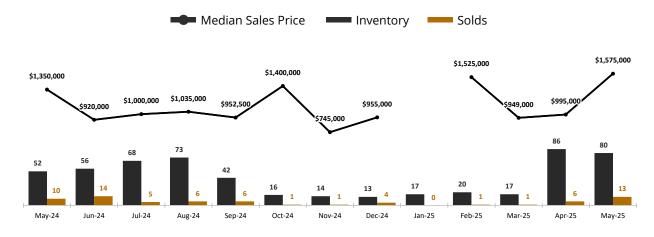


Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$800,000	1	1	1	31	3%
1,500 - 1,999	\$1,177,500	3	3	6	27	22%
2,000 - 2,499	\$2,437,500	3	3	2	11	18%
2,500 - 2,999	\$2,550,000	3	4	2	10	20%
3,000 - 3,499	\$3,450,000	4	4	2	0	NA
3,500+	NA	NA	NA	0	1	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: \$742,500

#### 13-MONTH LUXURY MARKET TREND4



### MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY TOTAL SOLDS SALES PRICE May 2024 May 2024 May 2024 May 2025 May 2025 May 2025 52 \$1.35m \$1.58m 10 13 80 VARIANCE: **54**% VARIANCE: 30% VARIANCE: 17% SALE PRICE PER SQFT. SALE TO LIST PRICE RATIO DAYS ON MARKET May 2024 May 2024 May 2024 May 2025 May 2025 May 2025 \$738 \$909 95.95% 95.16% 34 6 VARIANCE: -82% VARIANCE: 23% VARIANCE: -1 %

## JACKSONVILLE BEACHES MARKET SUMMARY | MAY 2025

- The attached luxury market is a **Balanced Market** with a **16% Sales Ratio**.
- Homes sold for a median of **95.16% of list price** in May 2025.
- The most active price band is \$1,360,000-\$1,439,999, where the sales ratio is 100%.
- The median luxury sales price for attached homes is **\$1,575,000**.
- The median days on market for May 2025 was 6 days, down from 34 in May 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.