

www.LuxuryHomeMarketing.com

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

## 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 - 2,999	\$3,300,000	4	5	7	78	9%
3,000 - 3,999	\$2,995,000	4	5	7	122	6%
4,000 - 4,999	\$4,000,000	5	6	5	115	4%
5,000 - 5,999	\$4,525,000	6	7	3	69	4%
6,000 - 6,999	\$6,750,000	7	8	3	43	7%
7,000+	\$14,800,000	6	7	1	23	4%

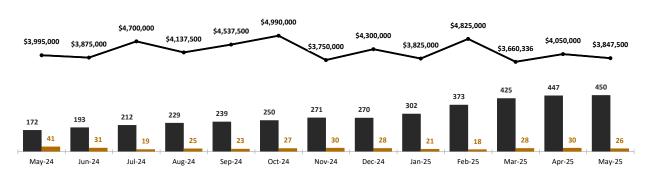
<sup>&</sup>lt;sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

#### SINGLE-FAMILY HOMES

Luxury Benchmark Price<sup>1</sup>: \$2,500,000

#### 13-MONTH LUXURY MARKET TREND4





### MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2024 May 2025

172 450

VARIANCE: 162%

SALE PRICE PER SQFT.

May 2024 May 2025

\$1.028 **\$977** 

VARIANCE: -5%

TOTAL SOLDS

May 2024 May 2025

41 26

VARIANCE: -37%

SALE TO LIST PRICE RATIO

May 2024 May 2025

97.00% 93.72%

VARIANCE: -3%

SALES PRICE

May 2024 May 2025

\$4.00m \$3.85m

VARIANCE: -4%

DAYS ON MARKET

May 2024 May 2025

29 63

VARIANCE: **117**%

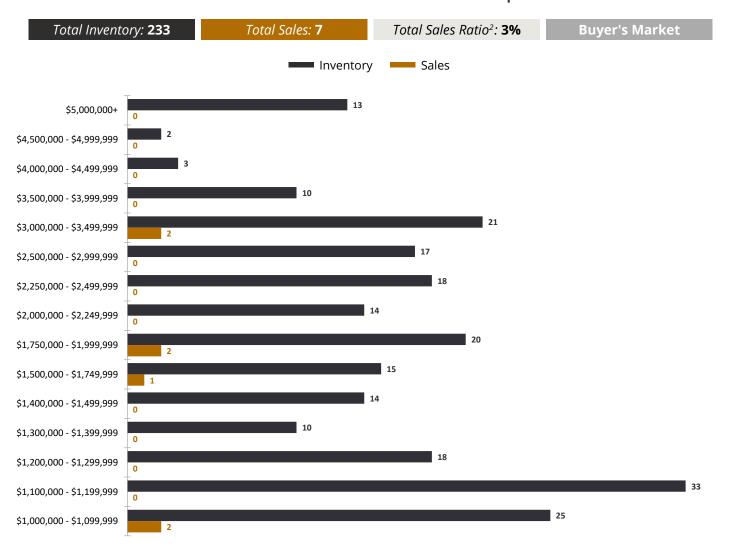
### SOUTH WALTON MARKET SUMMARY | MAY 2025

- The single-family luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **93.72% of list price** in May 2025.
- The most active price band is \$9,000,000-\$9,999,999, where the sales ratio is 25%.
- The median luxury sales price for single-family homes is \$3,847,500.
- The median days on market for May 2025 was 63 days, up from 29 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<sup>1</sup>: \$1,000,000

## LUXURY INVENTORY VS. SALES | MAY 2025

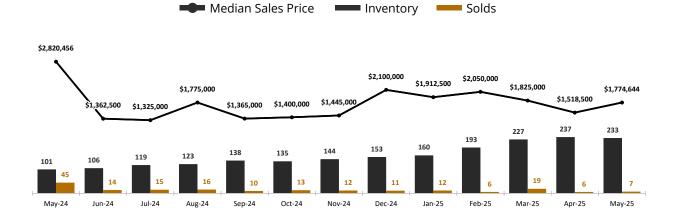


Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$1,520,000	2	3	1	64	2%
1,500 - 1,999	\$1,814,822	3	3	4	61	7%
2,000 - 2,499	\$2,077,500	4	5	2	57	4%
2,500 - 2,999	NA	NA	NA	0	24	0%
3,000 - 3,499	NA	NA	NA	0	8	0%
3,500+	NA	NA	NA	0	19	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<sup>1</sup>: \$1,000,000

#### 13-MONTH LUXURY MARKET TREND4



### MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2024 May 2025

233

VARIANCE: **131**%

101

SALE PRICE PER SQFT.

May 2024 May 2025

\$1,507 \$1,041

VARIANCE: -31%

TOTAL SOLDS

May 2024 May 2025

45 7

VARIANCE: -84%

SALE TO LIST PRICE RATIO

May 2024 May 2025

99.23% 93.54%

VARIANCE: -6%

SALES PRICE

May 2024 May 2025

\$2.82m \$1.77m

VARIANCE: -37%

DAYS ON MARKET

May 2024 May 2025

5 66

VARIANCE: **1220**%

### SOUTH WALTON MARKET SUMMARY | MAY 2025

- The attached luxury market is a **Buyer's Market** with a **3% Sales Ratio**.
- Homes sold for a median of **93.54% of list price** in May 2025.
- The most active price band is \$3,000,000-\$3,499,999, where the sales ratio is 10%.
- The median luxury sales price for attached homes is \$1,774,644.
- The median days on market for May 2025 was 66 days, up from 5 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.