INSTITUTE for LUXURY HOME MARKETING®

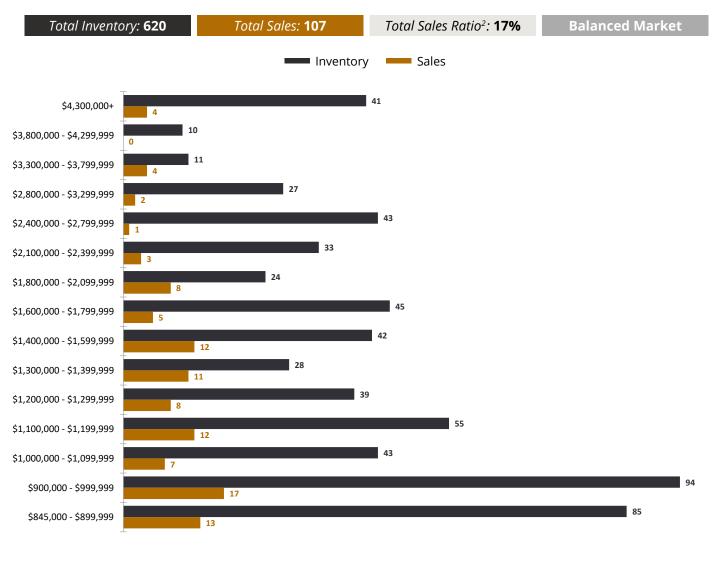
^{by}Colibri Real Estate





Luxury Benchmark Price 1: \$845,000

LUXURY INVENTORY VS. SALES | JUNE 2025



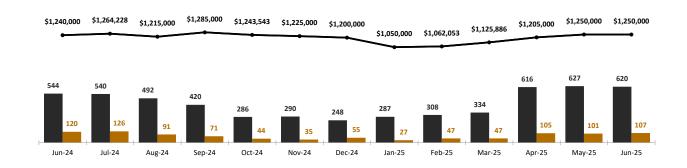
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$920,000	3	3	6	45	13%
2,000 - 2,999	\$1,050,000	4	3	36	212	17%
3,000 - 3,999	\$1,300,000	4	4	45	232	19%
4,000 - 4,999	\$1,650,000	5	5	13	80	16%
5,000 - 5,999	\$2,694,250	5	6	6	27	22%
6,000+	\$3,355,000	5	5	1	24	4%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales 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 | JUNE

TOTAL INVENTORY

Jun. 2024 Jun. 2025

544 620

VARIANCE: 14%

SALE PRICE PER SQFT.

Jun. 2024 Jun. 2025

\$393 \$404

VARI<u>ANCE: **3**%</u>

TOTAL SOLDS

Jun. 2024 Jun. 2025

120 107

VARIANCE: -11%

SALE TO LIST PRICE RATIO

Jun. 2024 Jun. 2025

97.23% 96.30%

VARIANCE: -1%

SALES PRICE

Jun. 2024 Jun. 2025

\$1.24m \$1.25m

VARIANCE: 1%

DAYS ON MARKET

Jun. 2024 Jun. 2025

24 42

VARIANCE: 75%

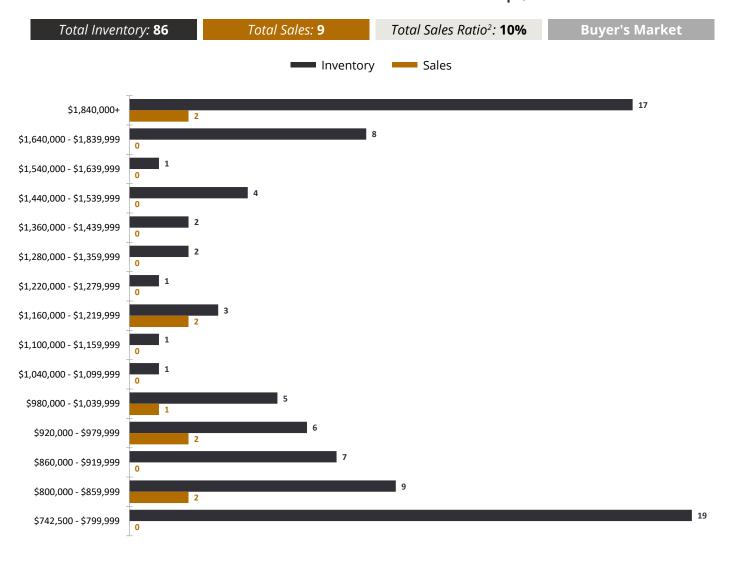
JACKSONVILLE BEACHES MARKET SUMMARY | JUNE 2025

- The single-family luxury market is a **Balanced Market** with a **17% Sales Ratio**.
- Homes sold for a median of **96.30% of list price** in June 2025.
- The most active price band is \$1,300,000-\$1,399,999, where the sales ratio is 39%.
- The median luxury sales price for single-family homes is \$1,250,000.
- The median days on market for June 2025 was 42 days, up from 24 in June 2024.

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

Luxury Benchmark Price 1: \$742,500

LUXURY INVENTORY VS. SALES | JUNE 2025

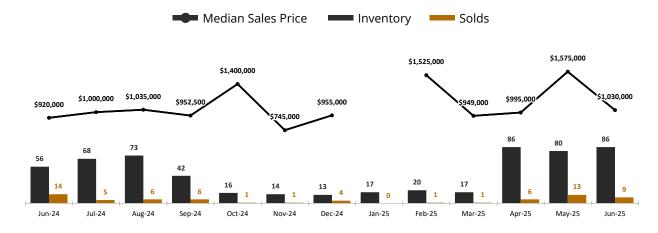


Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$977,500	3	3	2	30	7%
1,500 - 1,999	\$1,201,750	3	3	5	24	21%
2,000 - 2,499	\$895,000	3	3	2	13	15%
2,500 - 2,999	NA	NA	NA	0	17	0%
3,000 - 3,499	NA	NA	NA	0	1	0%
3,500+	NA	NA	NA	0	1	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales 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 | JUNE

TOTAL INVENTORY TOTAL SOLDS SALES PRICE Jun. 2024 Jun. 2024 Jun. 2025 Jun. 2024 Jun. 2025 Jun. 2025 56 14 \$920k \$1.03m 86 VARIANCE: **54**% VARIANCE: -36% VARIANCE: 12% SALE PRICE PER SQFT. SALE TO LIST PRICE RATIO DAYS ON MARKET Jun. 2024 Jun. 2024 Jun. 2025 Jun. 2024 Jun. 2025 Jun. 2025 \$632 96.31% 97.74% 41 \$704 33 VARIANCE: 11% VARIANCE: -20% VARIANCE: 1%

JACKSONVILLE BEACHES MARKET SUMMARY | JUNE 2025

- The attached luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **97.74% of list price** in June 2025.
- The most active price band is \$1,160,000-\$1,219,999, where the sales ratio is 67%.
- The median luxury sales price for attached homes is \$1,030,000.
- The median days on market for June 2025 was 33 days, down from 41 in June 2024.

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