

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

LUXURY INVENTORY VS. SALES | JUNE 2025



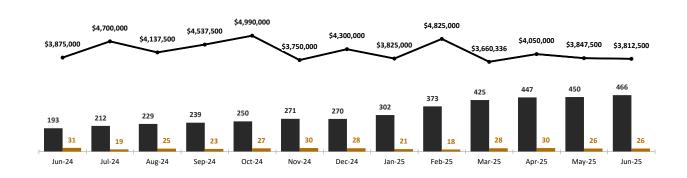
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$2,685,000	3	4	3	73	4%
3,000 - 3,999	\$3,637,500	5	5	12	123	10%
4,000 - 4,999	\$4,865,000	5	6	7	131	5%
5,000 - 5,999	\$3,600,000	6	7	2	74	3%
6,000 - 6,999	\$5,050,000	6	8	2	45	4%
7,000+	NA	NA	NA	0	20	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: \$2,500,000

13-MONTH LUXURY MARKET TREND⁴





MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY

Jun. 2024 Jun. 2025

193 466

VARIANCE: 141%

SALE PRICE PER SQFT.

Jun. 2024 Jun. 2025

\$1.049 \$915

VARIANCE: -13%

TOTAL SOLDS

Jun. 2024 Jun. 2025

31 26

VARIANCE: -16%

SALE TO LIST PRICE RATIO

Jun. 2024 Jun. 2025

95.00% 94.65%

VARIANCE: **0**%

SALES PRICE

Jun. 2024 Jun. 2025

\$3.88m \$3.81m

VARIANCE: -2%

DAYS ON MARKET

Jun. 2024 Jun. 2025

59 83

VARIANCE: 41%

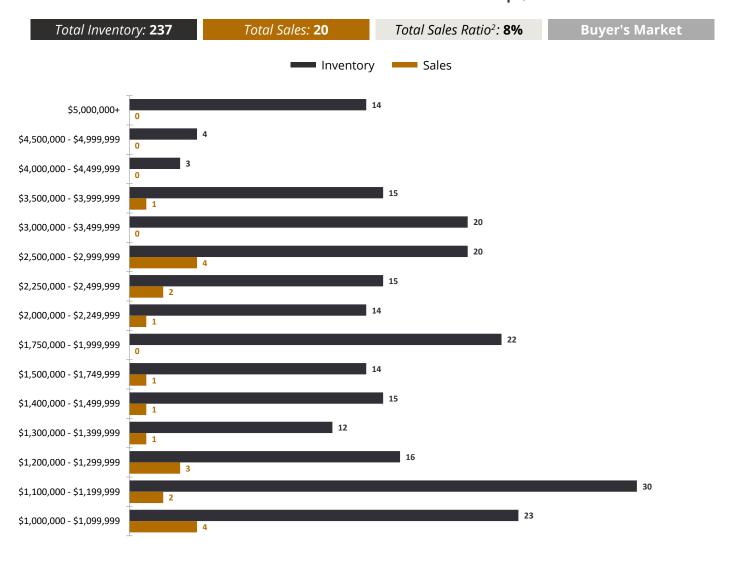
SOUTH WALTON MARKET SUMMARY | JUNE 2025

- The single-family luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **94.65% of list price** in June 2025.
- The most active price band is \$3,000,000-\$3,249,999, where the sales ratio is 16%.
- The median luxury sales price for single-family homes is \$3,812,500.
- The median days on market for June 2025 was 83 days, up from 59 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 Price¹: \$1,000,000

LUXURY INVENTORY VS. SALES | JUNE 2025

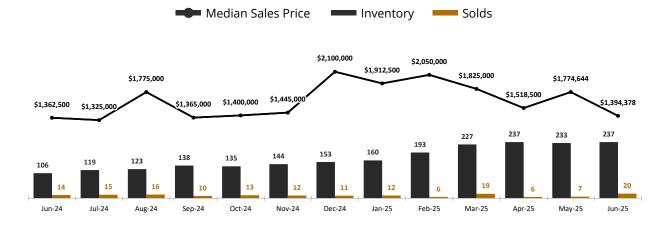


Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$1,289,378	3	3	2	59	3%
1,500 - 1,999	\$1,275,000	3	3	7	66	11%
2,000 - 2,499	\$1,512,500	4	5	6	57	11%
2,500 - 2,999	\$1,993,750	3	4	4	26	15%
3,000 - 3,499	NA	NA	NA	0	8	0%
3,500+	\$3,650,000	5	5	1	21	5%

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 Price¹: \$1,000,000

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY

Jun. 2024 Jun. 2025

106 237

VARIANCE: 124%

SALE PRICE PER SQFT.

Jun. 2024 Jun. 2025

\$832 \$866

VARIANCE: **4**%

TOTAL SOLDS

Jun. 2024 Jun. 2025

14 20

VARIANCE: 43%

SALE TO LIST PRICE RATIO

Jun. 2024 Jun. 2025

97.53% 94.32%

VARIANCE: -3%

SALES PRICE

Jun. 2024 Jun. 2025

\$1.36m \$1.39m

VARIANCE: **2**%

DAYS ON MARKET

Jun. 2024 Jun. 2025

31 174

VARIANCE: **461**%

SOUTH WALTON MARKET SUMMARY | JUNE 2025

- The attached luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **94.32% of list price** in June 2025.
- The most active price band is \$2,500,000-\$2,999,999, where the sales ratio is 20%.
- The median luxury sales price for attached homes is \$1,394,378.
- The median days on market for June 2025 was 174 days, up from 31 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.