INSTITUTE for LUXURY HOME MARKETING®
by Colibri Real Estate

AUGUST 2025

# JACKSONVILLE FLORIDA

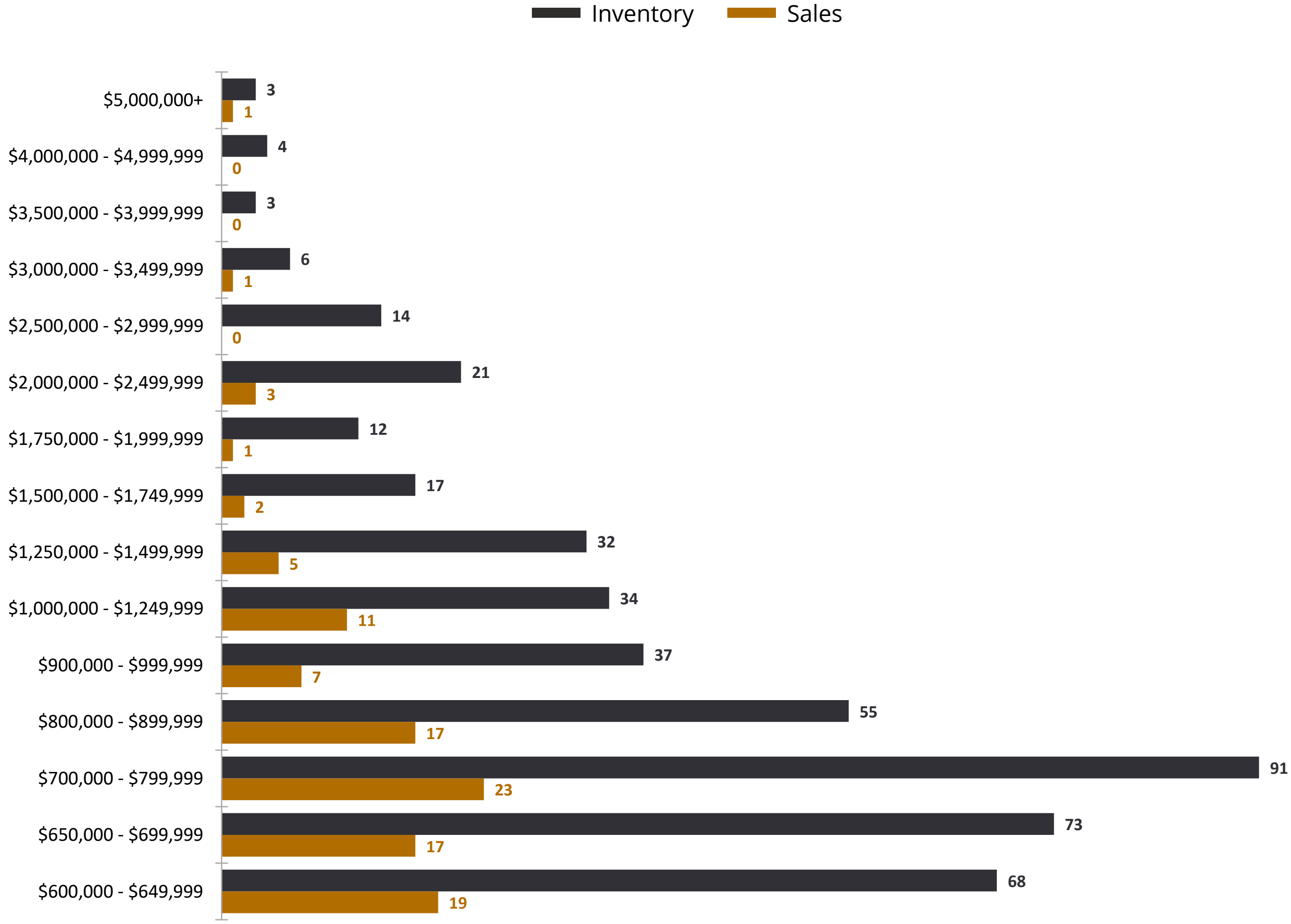
# JACKSONVILLE

SINGLE-FAMILY HOMES

*Luxury Benchmark Price[1]*: **$600,000**

## LUXURY INVENTORY VS. SALES | JULY 2025

*Total Inventory:* **470** | *Total Sales:* **107** | *Total Sales Ratio[2]:* **23%** | **Seller's Market**




| Square Feet[3] -Range- | Price -Median Sold- | Beds -Median Sold- | Baths -Median Sold- | Sold -Total- | Inventory -Total- | Sales Ratio -Sold/Inventory- |
|---|---|---|---|---|---|---|
| 0 - 2,999 | $730,000 | 4 | 3 | **61** | **239** | **26%** |
| 3,000 - 3,999 | $859,900 | 4 | 4 | **37** | **152** | **24%** |
| 4,000 - 4,999 | $1,150,000 | 5 | 5 | **6** | **54** | **11%** |
| 5,000 - 5,999 | $1,650,000 | 6 | 6 | **2** | **14** | **14%** |
| 6,000 - 6,999 | NA | NA | NA | **0** | **6** | **0%** |
| 7,000+ | $5,500,000 | 7 | 7 | **1** | **4** | **25%** |

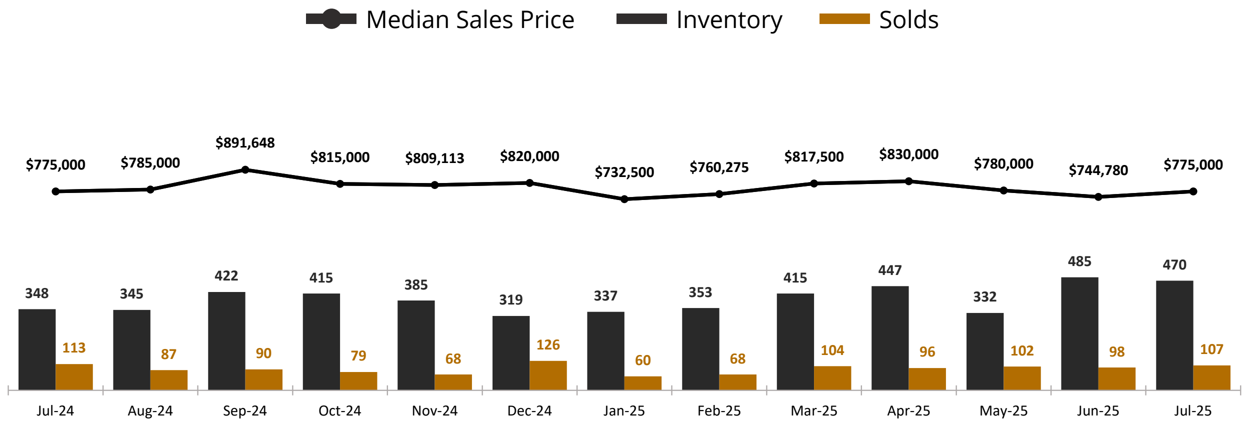
*[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.*

# JACKSONVILLE

SINGLE-FAMILY HOMES

*Luxury Benchmark Price*[1]*:* **$600,000**

## 13-MONTH LUXURY MARKET TREND[4]




## MEDIAN DATA REVIEW | JULY

### TOTAL INVENTORY

| Jul. 2024 | Jul. 2025 |
|---|---|
| 348 | 470 |

VARIANCE: **35%**

### TOTAL SOLDS

| Jul. 2024 | Jul. 2025 |
|---|---|
| 113 | 107 |

VARIANCE: **-5%**

### SALES PRICE

| Jul. 2024 | Jul. 2025 |
|---|---|
| $775k | $775k |

VARIANCE: **0%**

### SALE PRICE PER SQFT.

| Jul. 2024 | Jul. 2025 |
|---|---|
| $281 | $277 |

VARIANCE: **-1%**

### SALE TO LIST PRICE RATIO

| Jul. 2024 | Jul. 2025 |
|---|---|
| 98.93% | 97.14% |

VARIANCE: **-2%**

### DAYS ON MARKET

| Jul. 2024 | Jul. 2025 |
|---|---|
| 26 | 29 |

VARIANCE: **12%**

## JACKSONVILLE MARKET SUMMARY | JULY 2025

- The single-family luxury market is a **Seller's Market** with a **23% Sales Ratio**.
- Homes sold for a median of **97.14% of list price** in July 2025.
- The most active price band is **$5,000,000**+, where the sales ratio is **33%**.
- The median luxury sales price for single-family homes is **$775,000**.
- The median days on market for July 2025 was **29** days, up from **26** in July 2024.

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

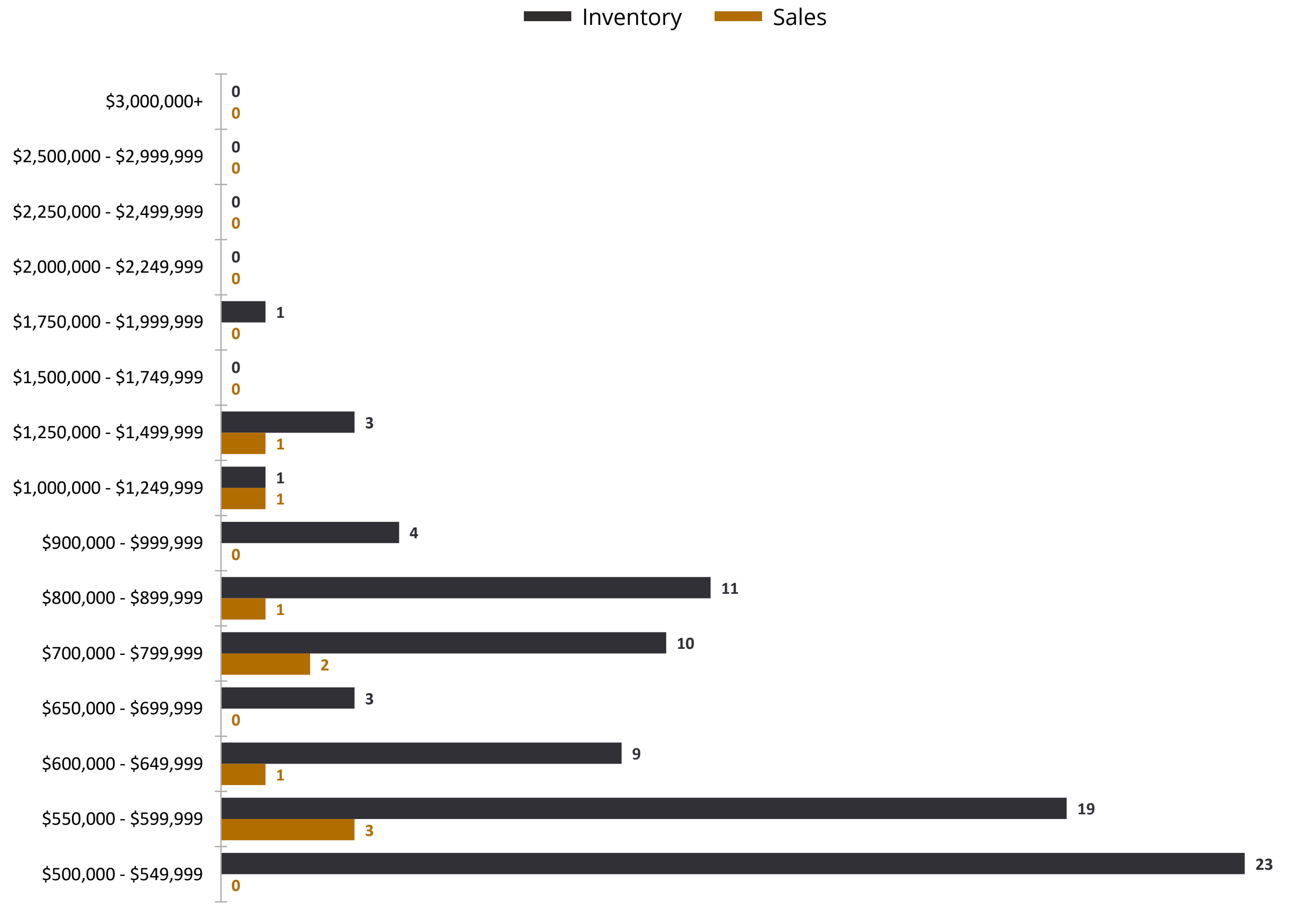
# JACKSONVILLE

## ATTACHED HOMES

*Luxury Benchmark Price[1]:* **$500,000**

## LUXURY INVENTORY VS. SALES | JULY 2025

*Total Inventory:* **84** | *Total Sales:* **9** | *Total Sales Ratio[2]:* **11%** | **Buyer's Market**




| Square Feet[3] -Range- | Price -Median Sold- | Beds -Median Sold- | Baths -Median Sold- | Sold -Total- | Inventory -Total- | Sales Ratio -Sold/Inventory- |
|---|---|---|---|---|---|---|
| 0 - 1,499 | NA | NA | NA | **0** | **4** | **0%** |
| 1,500 - 1,999 | $786,495 | 3 | 4 | **2** | **37** | **5%** |
| 2,000 - 2,499 | $600,000 | 3 | 3 | **6** | **27** | **22%** |
| 2,500 - 2,999 | $1,000,000 | 3 | 3 | **1** | **11** | **9%** |
| 3,000 - 3,499 | NA | NA | NA | **0** | **5** | **0%** |
| 3,500+ | NA | NA | NA | **0** | **0** | **NA** |

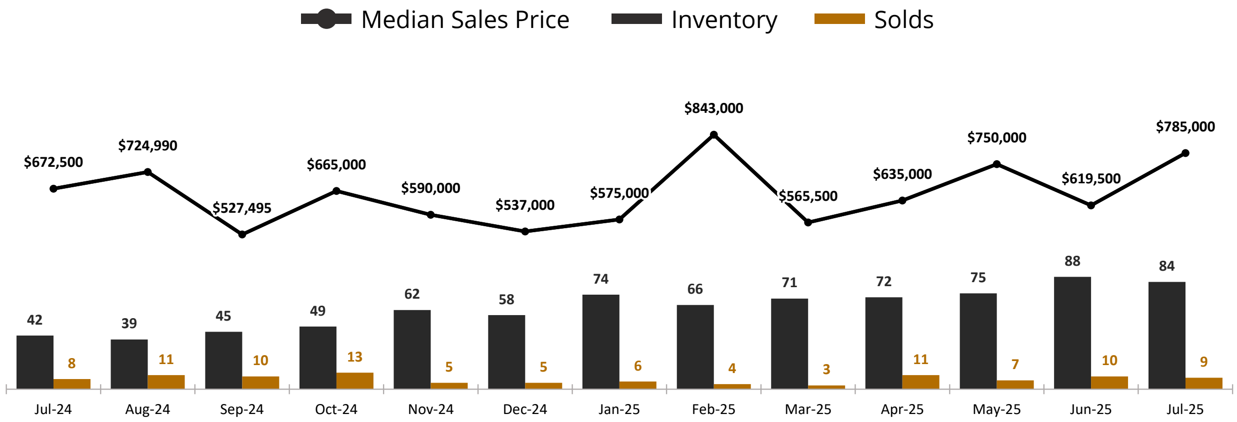
*[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.*

# JACKSONVILLE

ATTACHED HOMES

*Luxury Benchmark Price*[1]*:* **$500,000**

## 13-MONTH LUXURY MARKET TREND[4]




## MEDIAN DATA REVIEW | JULY

### TOTAL INVENTORY

| Jul. 2024 | Jul. 2025 |
|---|---|
| 42 | 84 |

VARIANCE: **100%**

### TOTAL SOLDS

| Jul. 2024 | Jul. 2025 |
|---|---|
| 8 | 9 |

VARIANCE: **13%**

### SALES PRICE

| Jul. 2024 | Jul. 2025 |
|---|---|
| $673k | $785k |

VARIANCE: **17%**

### SALE PRICE PER SQFT.

| Jul. 2024 | Jul. 2025 |
|---|---|
| $312 | $334 |

VARIANCE: **7%**

### SALE TO LIST PRICE RATIO

| Jul. 2024 | Jul. 2025 |
|---|---|
| 99.64% | 97.60% |

VARIANCE: **-2%**

### DAYS ON MARKET

| Jul. 2024 | Jul. 2025 |
|---|---|
| 101 | 70 |

VARIANCE: **-31%**

## JACKSONVILLE MARKET SUMMARY | JULY 2025

- The attached luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **97.60% of list price** in July 2025.
- The most active price band is **$1,000,000-$1,249,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **$785,000**.
- The median days on market for July 2025 was **70** days, down from **101** in July 2024.

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