

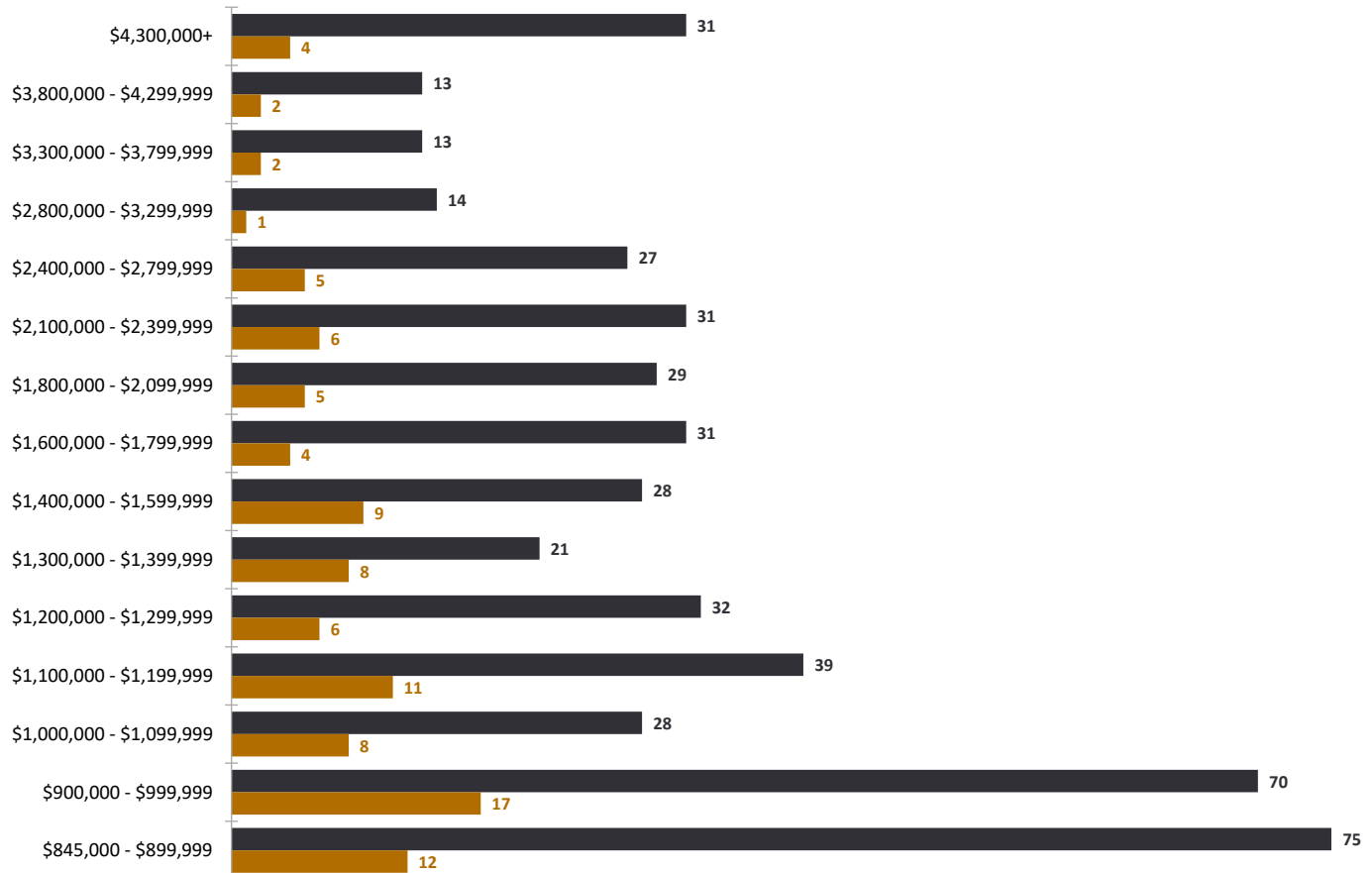
JACKSONVILLE
BEACHES
FLORIDA

FERNANDINA BEACH TO ST AUGUSTINE BEACH

LUXURY INVENTORY VS. SALES | SEPTEMBER 2025

Total Inventory: 482**Total Sales: 100****Total Sales Ratio²: 21%****Seller's Market**

Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,200,000	3	2	3	40	8%
2,000 - 2,999	\$975,000	4	3	35	169	21%
3,000 - 3,999	\$1,302,500	4	4	44	162	27%
4,000 - 4,999	\$2,200,000	5	5	11	58	19%
5,000 - 5,999	\$2,422,000	5	6	3	28	11%
6,000+	\$3,400,000	5	7	4	25	16%

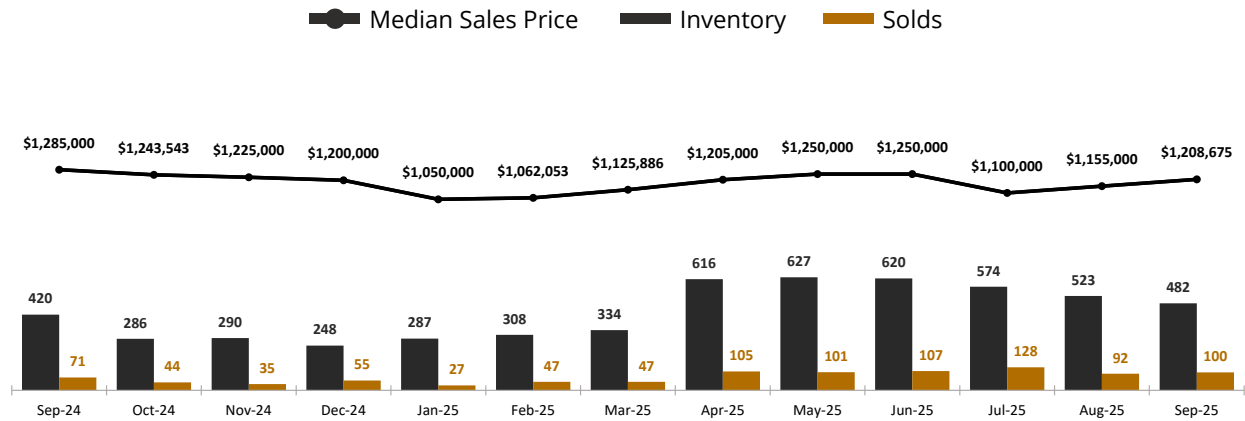
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

JACKSONVILLE BEACHES

SINGLE-FAMILY HOMES

Luxury Benchmark Price¹: **\$845,000**

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | SEPTEMBER

TOTAL INVENTORY

Sept. 2024: **420**
Sept. 2025: **482**

VARIANCE: **15%**

TOTAL SOLDs

Sept. 2024: **71**
Sept. 2025: **100**

VARIANCE: **41%**

SALES PRICE

Sept. 2024: **\$1.29m**
Sept. 2025: **\$1.21m**

VARIANCE: **-6%**

SALE PRICE PER SQFT.

Sept. 2024: **\$413**
Sept. 2025: **\$406**

VARIANCE: **-2%**

SALE TO LIST PRICE RATIO

Sept. 2024: **96.36%**
Sept. 2025: **96.40%**

VARIANCE: **0%**

DAYS ON MARKET

Sept. 2024: **47**
Sept. 2025: **44**

VARIANCE: **-6%**

JACKSONVILLE BEACHES MARKET SUMMARY | SEPTEMBER 2025

- The single-family luxury market is a **Seller's Market** with a **21% Sales Ratio**.
- Homes sold for a median of **96.40% of list price** in September 2025.
- The most active price band is **\$1,300,000-\$1,399,999**, where the sales ratio is **38%**.
- The median luxury sales price for single-family homes is **\$1,208,675**.
- The median days on market for September 2025 was **44** days, down from **47** in September 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.

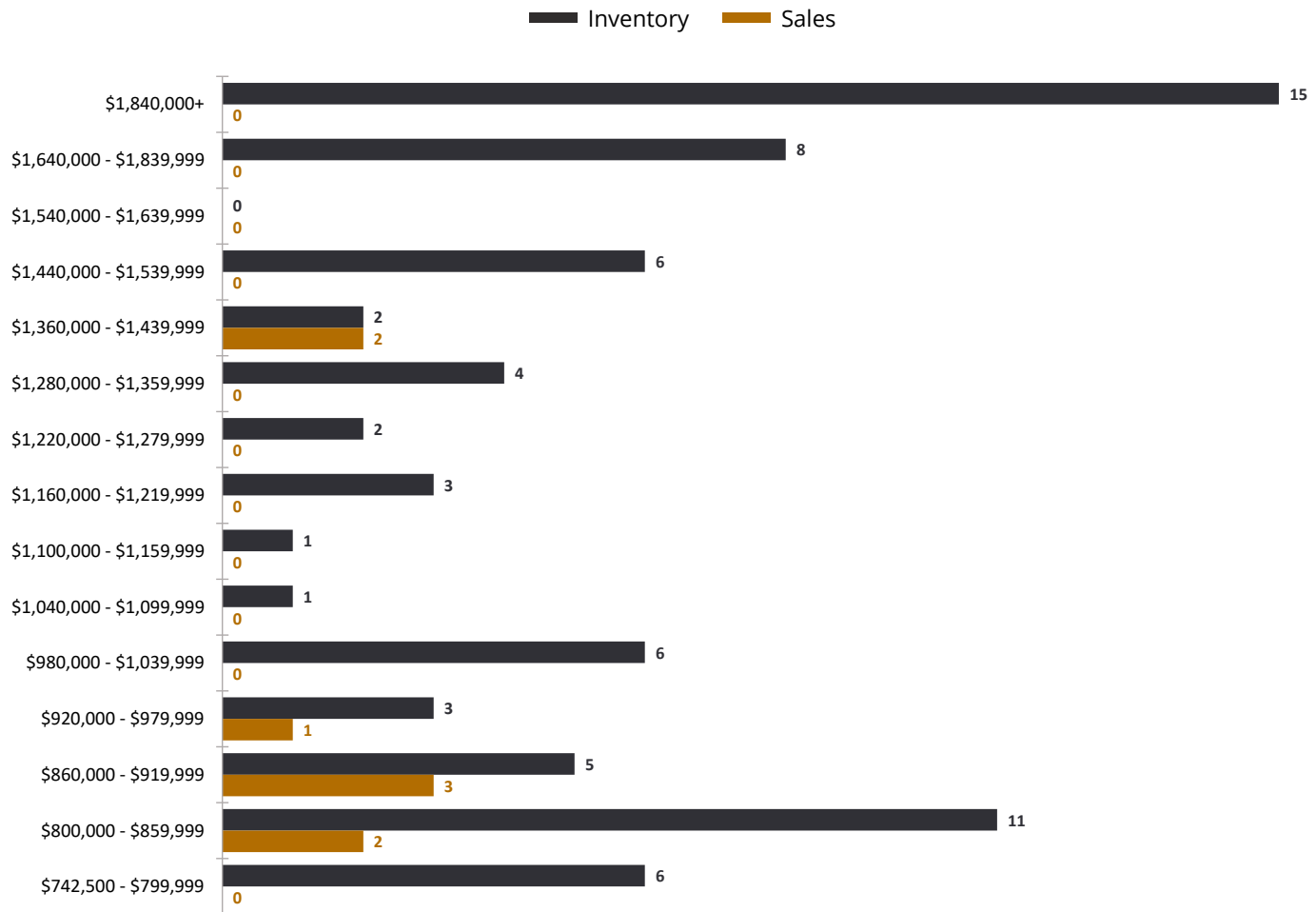
LUXURY INVENTORY VS. SALES | SEPTEMBER 2025

Total Inventory: **73**

Total Sales: **8**

Total Sales Ratio²: **11%**

Buyer's Market



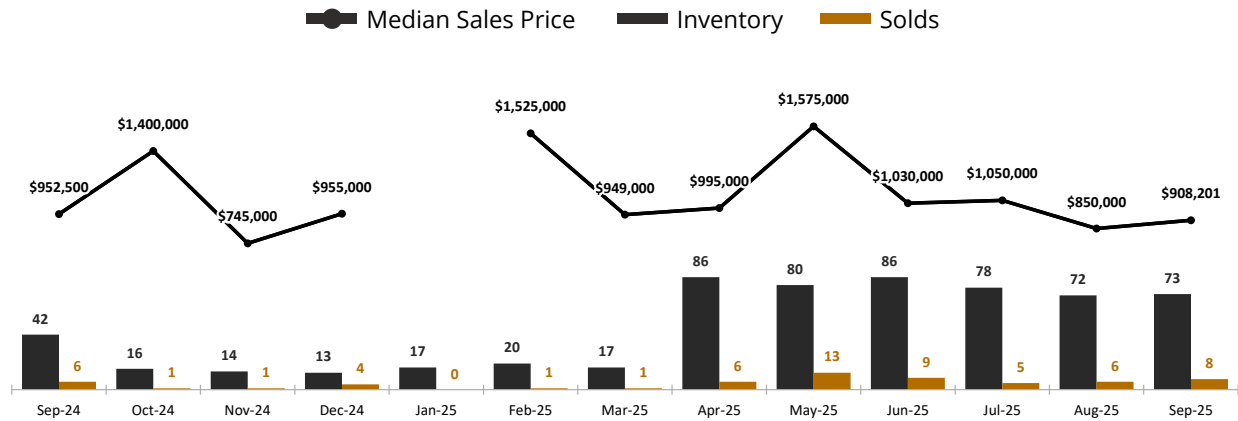
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$818,000	3	2	3	25	12%
1,500 - 1,999	\$906,401	3	3	3	19	16%
2,000 - 2,499	\$1,420,000	3	3	1	9	11%
2,500 - 2,999	\$950,000	4	4	1	19	5%
3,000 - 3,499	NA	NA	NA	0	1	0%
3,500+	NA	NA	NA	0	0	NA

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.

JACKSONVILLE BEACHES

ATTACHED HOMES
Luxury Benchmark Price¹: **\$742,500**

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | SEPTEMBER

TOTAL INVENTORY

Sept. 2024 Sept. 2025
42 **73**

VARIANCE: **74%**

TOTAL SOLD

Sept. 2024 Sept. 2025
6 **8**

VARIANCE: **33%**

SALES PRICE

Sept. 2024 Sept. 2025
\$953k **\$908k**

VARIANCE: **-5%**

SALE PRICE PER SQFT.

Sept. 2024 Sept. 2025
\$454 **\$565**

VARIANCE: **24%**

SALE TO LIST PRICE RATIO

Sept. 2024 Sept. 2025
96.09% **96.11%**

VARIANCE: **0%**

DAYS ON MARKET

Sept. 2024 Sept. 2025
32 **79**

VARIANCE: **147%**

JACKSONVILLE BEACHES MARKET SUMMARY | SEPTEMBER 2025

- The attached luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **96.11% of list price** in September 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 **\$908,201**.
- The median days on market for September 2025 was **79** days, up from **32** in September 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.