INSTITUTE *for* LUXURY HOME MARKETING®
by Colibri Real Estate

OCTOBER
2025

JACKSONVILLE
FLORIDA

www.LuxuryHomeMarketing.com

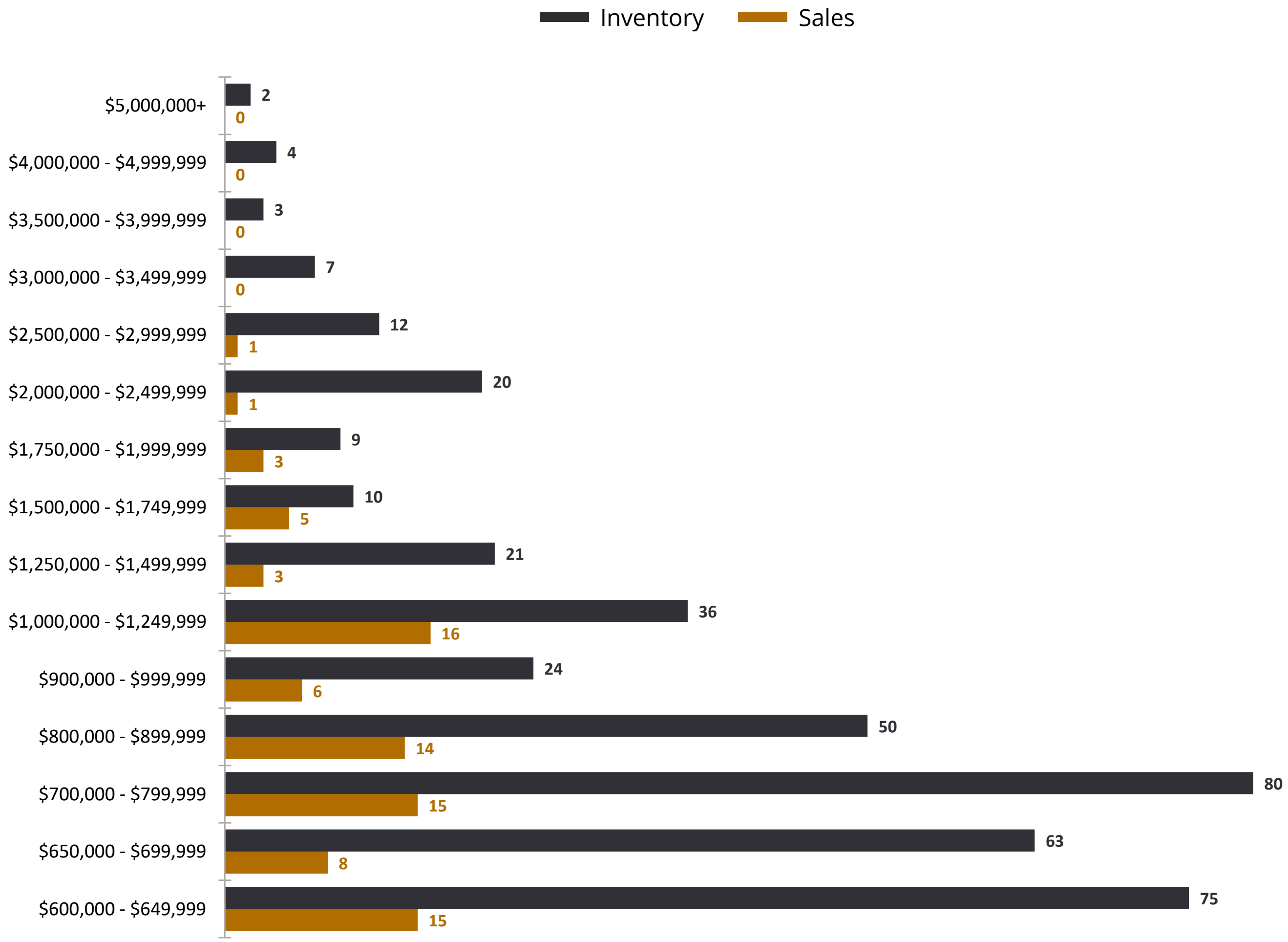
JACKSONVILLE

SINGLE-FAMILY HOMES

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

LUXURY INVENTORY VS. SALES | SEPTEMBER 2025

Total Inventory: **416** | *Total Sales:* **87** | *Total Sales Ratio*[2]: **21%** | **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	$723,070	4	3	**45**	**221**	**20%**
3,000 - 3,999	$1,012,500	4	4	**34**	**129**	**26%**
4,000 - 4,999	$1,310,000	5	5	**7**	**40**	**18%**
5,000 - 5,999	$1,744,141	6	6	**1**	**16**	**6%**
6,000 - 6,999	NA	NA	NA	**0**	**5**	**0%**
7,000+	NA	NA	NA	**0**	**4**	**0%**

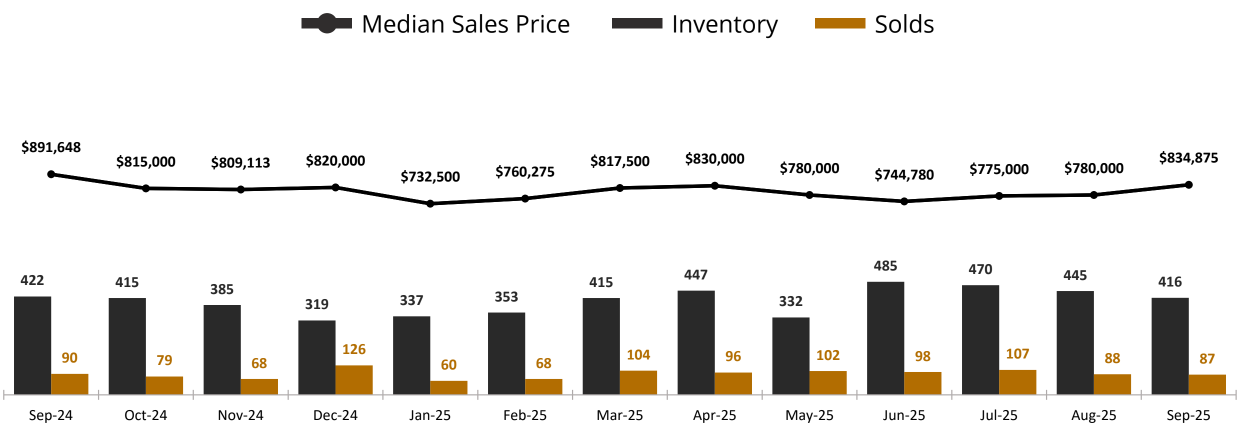
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

JACKSONVILLE

SINGLE-FAMILY HOMES

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

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | SEPTEMBER

TOTAL INVENTORY

Sept. 2024	Sept. 2025
422	416

VARIANCE: -1%

TOTAL SOLDS

Sept. 2024	Sept. 2025
90	87

VARIANCE: -3%

SALES PRICE

Sept. 2024	Sept. 2025
$892k	$835k

VARIANCE: -6%

SALE PRICE PER SQFT.

Sept. 2024	Sept. 2025
$301	$291

VARIANCE: -3%

SALE TO LIST PRICE RATIO

Sept. 2024	Sept. 2025
98.50%	97.03%

VARIANCE: -1%

DAYS ON MARKET

Sept. 2024	Sept. 2025
37	45

VARIANCE: 22%

JACKSONVILLE 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 **97.03% of list price** in September 2025.
- The most active price band is **$1,500,000-$1,749,999**, where the sales ratio is **50%**.
- The median luxury sales price for single-family homes is **$834,875**.
- The median days on market for September 2025 was **45** days, up from **37** in September 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.

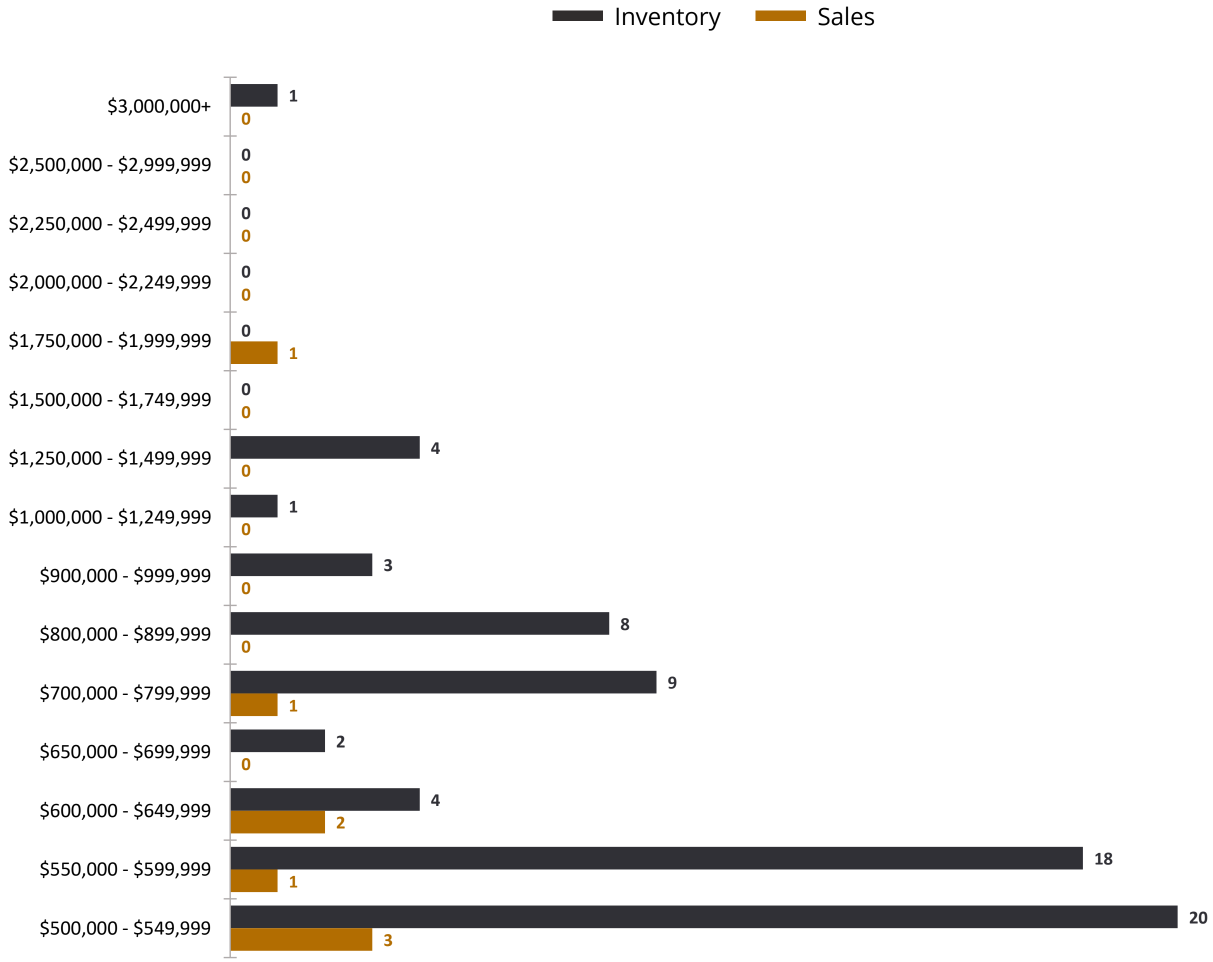
JACKSONVILLE

ATTACHED HOMES

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

LUXURY INVENTORY VS. SALES | SEPTEMBER 2025

Total Inventory: **70** | *Total Sales:* **8** | *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**	**3**	**0%**
1,500 - 1,999	$522,950	3	3	**4**	**34**	**12%**
2,000 - 2,499	$607,508	3	3	**3**	**21**	**14%**
2,500 - 2,999	$1,900,000	3	3	**1**	**7**	**14%**
3,000 - 3,499	NA	NA	NA	**0**	**4**	**0%**
3,500+	NA	NA	NA	**0**	**1**	**0%**

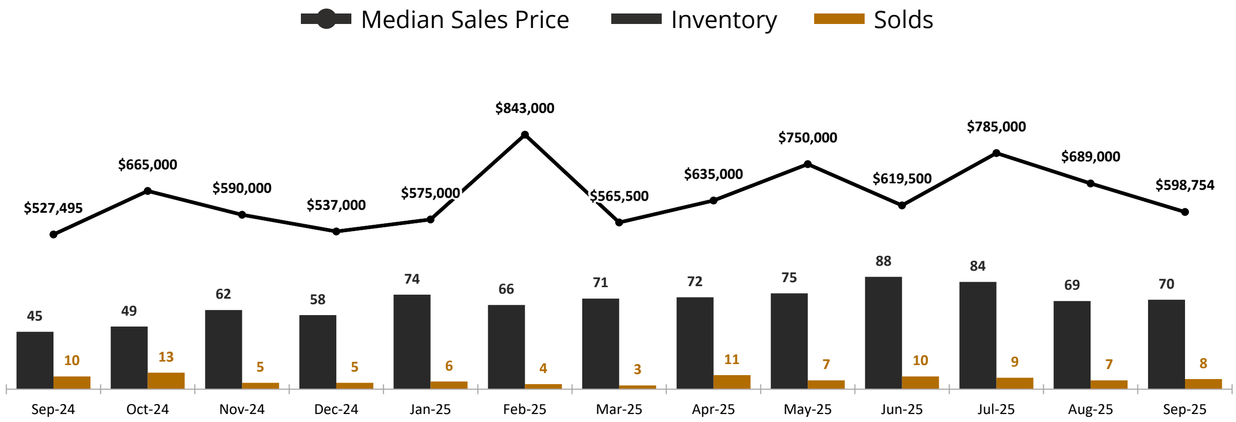
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

JACKSONVILLE

ATTACHED HOMES

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

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | SEPTEMBER

TOTAL INVENTORY

Sept. 2024	Sept. 2025
45	70

VARIANCE: **56%**

TOTAL SOLDS

Sept. 2024	Sept. 2025
10	8

VARIANCE: **-20%**

SALES PRICE

Sept. 2024	Sept. 2025
$527k	$599k

VARIANCE: **14%**

SALE PRICE PER SQFT.

Sept. 2024	Sept. 2025
$253	$300

VARIANCE: **19%**

SALE TO LIST PRICE RATIO

Sept. 2024	Sept. 2025
98.46%	97.89%

VARIANCE: **-1%**

DAYS ON MARKET

Sept. 2024	Sept. 2025
41	95

VARIANCE: **132%**

JACKSONVILLE MARKET SUMMARY | SEPTEMBER 2025

- The attached luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **97.89% of list price** in September 2025.
- The most active price band is **$600,000-$649,999**, where the sales ratio is **50%**.
- The median luxury sales price for attached homes is **$598,754**.
- The median days on market for September 2025 was **95** days, up from **41** in September 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.