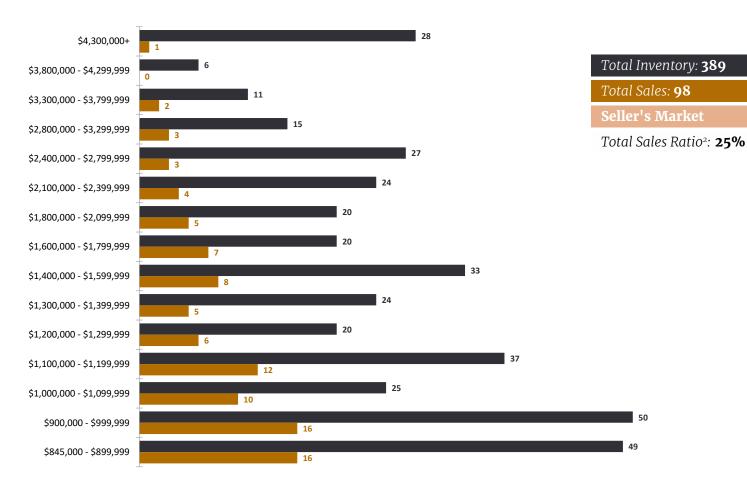


LUXURY INVENTORY VS. SALES | JULY 2023

Inventory Sales

Luxury Benchmark Price1: \$845,000



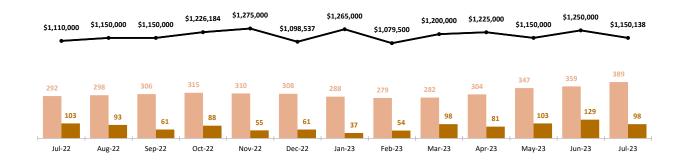
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio
0 - 1,999	\$1,157,000	3	2	7	43	16%
2,000 - 2,999	\$1,009,500	4	3	36	118	31%
3,000 - 3,999	\$1,121,250	4	4	40	139	29%
4,000 - 4,999	\$1,579,950	5	5	8	52	15%
5,000 - 5,999	\$2,325,000	6	7	4	19	21%
6,000+	\$3,650,000	5	6	3	18	17%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

JACKSONVILLE BEACHES SINGLE-FAMILY HOMES

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2022 Jul. 2023

292 389

VARIANCE: 33%

SALE PRICE PER SQFT.

Jul. 2022 Jul. 2023

\$373 \$394

VARIANCE: 6%

TOTAL SOLDS

Jul. 2022 Jul. 2023

103 98

VARIANCE: -5%

SALE TO LIST PRICE RATIO

Jul. 2022 Jul. 2023

100.00% 97.87%

VARIANCE: -2%

SALES PRICE

Jul. 2022 Jul. 2023

\$1.11m \$1.15m

VARIANCE: 4 %

DAYS ON MARKET

Jul. 2022 Jul. 2023

15 34

VARIANCE: 127%

JACKSONVILLE BEACHES MARKET SUMMARY | JULY 2023

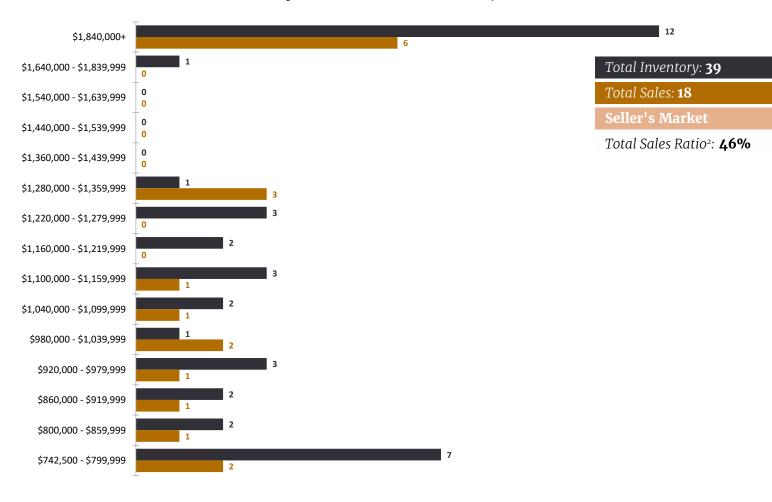
- The Jacksonville Beaches single-family luxury market is a Seller's Market with a 25% Sales Ratio.
- $\cdot\,$ Homes sold for a median of **97.87% of list price** in July 2023.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **40%**.
- The median luxury sales price for single-family homes is \$1,150,138.
- The median days on market for July 2023 was **34** days, up from **15** in July 2022.

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 | JULY 2023

Inventory Sales

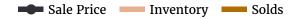
Luxury Benchmark Price¹: \$742,500

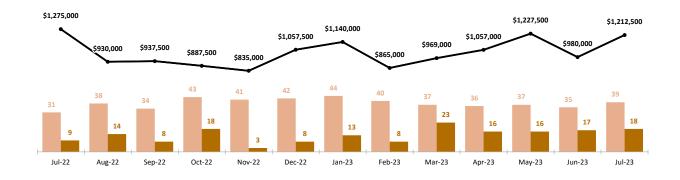


Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio
0 - 1,499	\$1,000,000	2	2	2	9	22%
1,500 - 1,999	\$1,152,500	3	3	6	17	35%
2,000 - 2,499	\$1,350,000	3	3	7	3	233%
2,500 - 2,999	\$1,950,000	4	4	1	7	14%
3,000 - 3,499	\$2,350,000	4	5	1	2	50%
3,500+	NA	NA	NA	0	0	NA

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2022 Jul. 2023

31 39

VARIANCE: 26%

SALE PRICE PER SQFT.

Jul. 2022 Jul. 2023

\$647 \$718

VARIANCE: 11%

TOTAL SOLDS

Jul. 2022 Jul. 2023

9 18

VARIANCE: 100%

SALE TO LIST PRICE RATIO

Jul. 2022 Jul. 2023

100.00[%] 95.72[%]

VARIANCE: -4%

SALES PRICE

Jul. 2022 Jul. 2023

\$1.28m \$1.21m

VARIANCE: -5%

DAYS ON MARKET

Jul. 2022 Jul. 2023

9 39

VARIANCE: 333%

JACKSONVILLE BEACHES MARKET SUMMARY | JULY 2023

- The Jacksonville Beaches attached luxury market is a **Seller's Market** with a **46% Sales Ratio**.
- Homes sold for a median of **95.72% of list price** in July 2023.
- The most active price band is \$1,280,000-\$1,359,999, where the sales ratio is 300%.
- The median luxury sales price for attached homes is **\$1,212,500**.
- The median days on market for July 2023 was 39 days, up from 9 in July 2022.