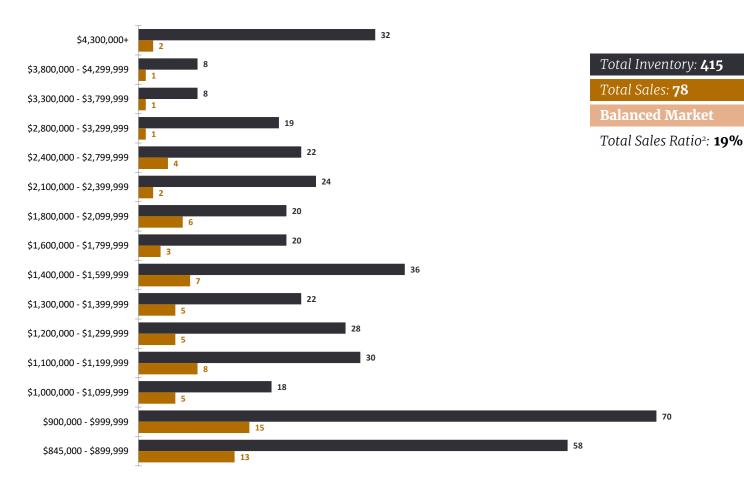


# LUXURY INVENTORY VS. SALES | OCTOBER 2023

Inventory Sales

Luxury Benchmark Price1: \$845,000



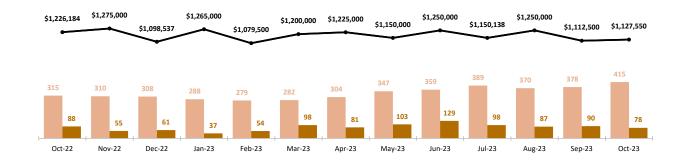
Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio
0 - 1,999	\$1,380,000	3	2	4	48	8%
2,000 - 2,999	\$937,500	4	3	26	148	18%
3,000 - 3,999	\$1,102,108	4	4	32	133	24%
4,000 - 4,999	\$1,750,000	4	5	11	53	21%
5,000 - 5,999	\$3,190,000	4	6	4	18	22%
6,000+	\$3,200,000	6	5	1	14	7%

<sup>&</sup>lt;sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales 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 | OCTOBER

TOTAL INVENTORY

Oct. 2022 Oct. 2023

315 415

VARIANCE: 32%

SALE PRICE PER SQFT.

Oct. 2022 Oct. 2023

\$**414** 

VARIANCE: -7%

TOTAL SOLDS

Oct. 2022 Oct. 2023

> 88 78

**VARIANCE:** -**11**%

SALE TO LIST PRICE RATIO

Oct. 2022 Oct. 2023

97.04%

VARIANCE: 1%

SALES PRICE

Oct. 2022 Oct. 2023

\$1.23m <sup>\$</sup>1.13m

VARIANCE: -8%

DAYS ON MARKET

Oct. 2022 Oct. 2023

26 38

VARIANCE: -32%

# JACKSONVILLE BEACHES MARKET SUMMARY | OCTOBER 2023

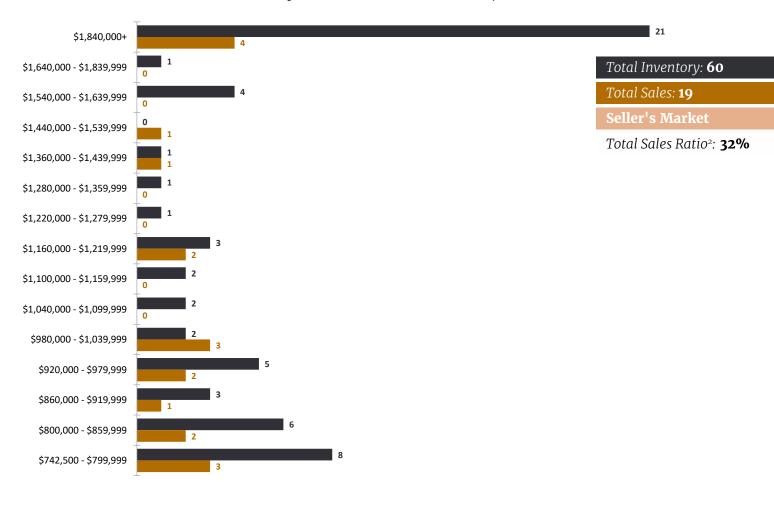
- · The Jacksonville Beaches single-family luxury market is a **Balanced Market** with a 19% Sales Ratio.
- Homes sold for a median of **97.95% of list price** in October 2023.
- The most active price band is **\$1,800,000-\$2,099,999**, where the sales ratio is **30%**.
- The median luxury sales price for single-family homes is \$1,127,550.
- The median days on market for October 2023 was 26 days, down from 38 in October 2022.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed. <sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

## LUXURY INVENTORY VS. SALES | OCTOBER 2023

Inventory Sales

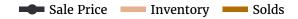
Luxury Benchmark Price<sup>1</sup>: \$742,500

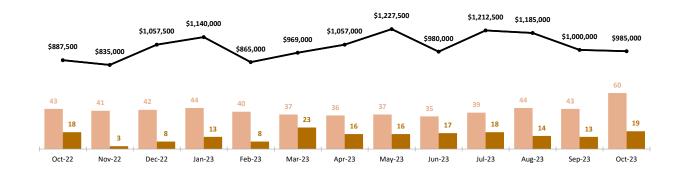


Square Feet <sup>3</sup>	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,499	\$789,000	2	2	5	13	38%
1,500 - 1,999	\$1,113,250	3	3	4	17	24%
2,000 - 2,499	\$1,086,750	3	3	4	16	25%
2,500 - 2,999	\$1,002,500	4	4	4	9	44%
3,000 - 3,499	NA	NA	NA	0	3	0%
3,500+	\$3,325,000	4	5	2	1	200%

<sup>&</sup>lt;sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales 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 | OCTOBER

TOTAL INVENTORY

Oct. 2022 Oct. 2023

43 60

VARIANCE: 40%

SALE PRICE PER SQFT.

Oct. 2022 Oct. 2023

\$617 \$538

VARIANCE: -13%

TOTAL SOLDS

Oct. 2022 Oct. 2023

18 19

VARIANCE: 6%

SALE TO LIST PRICE RATIO

Oct. 2022 Oct. 2023

97.10% 96.16%

VARIANCE: -1%

SALES PRICE

Oct. 2022 Oct. 2023

\$888k \$985k

VARIANCE: 11%

DAYS ON MARKET

Oct. 2022 Oct. 2023

31 26

VARIANCE: -16%

# JACKSONVILLE BEACHES MARKET SUMMARY | OCTOBER 2023

- The Jacksonville Beaches attached luxury market is a **Seller's Market** with a **32% Sales Ratio**.
- Homes sold for a median of **96.16% of list price** in October 2023.
- The most active price band is \$980,000-\$1,039,999, where the sales ratio is 150%.
- The median luxury sales price for attached homes is **\$985,000**.
- The median days on market for October 2023 was **26** days, down from **31** in October 2022.