

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

APRIL
2024

JACKSONVILLE
BEACHES
FLORIDA

www.LuxuryHomeMarketing.com

JACKSONVILLE BEACHES

SINGLE-FAMILY HOMES

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

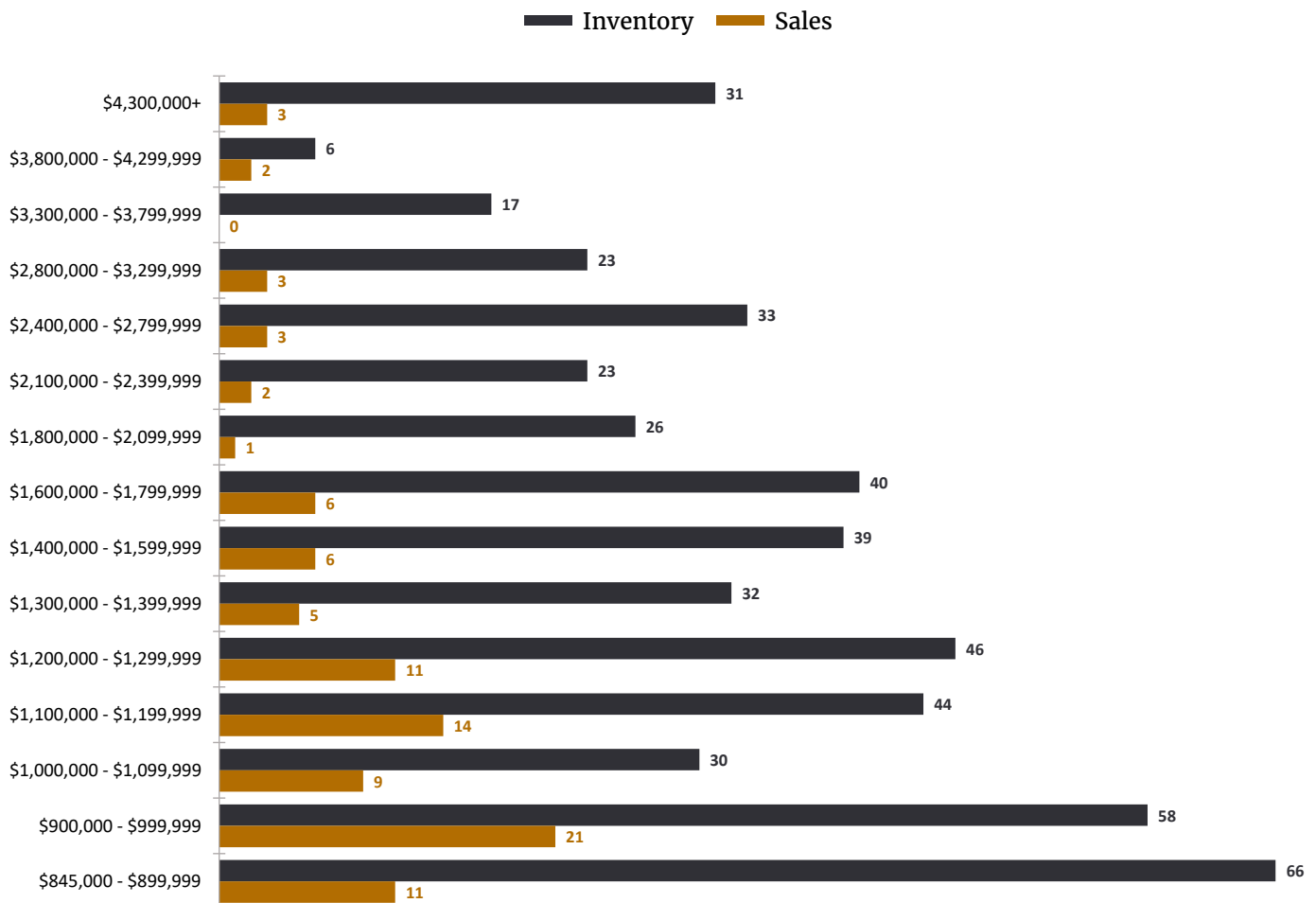
LUXURY INVENTORY VS. SALES | MARCH 2024

Total Inventory: **514**

Total Sales: **97**

Total Sales Ratio²: **19%**

Balanced Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,100,000	3	2	9	42	21%
2,000 - 2,999	\$999,950	4	3	36	200	18%
3,000 - 3,999	\$1,137,525	4	4	30	186	16%
4,000 - 4,999	\$1,724,000	5	5	13	52	25%
5,000 - 5,999	\$2,670,000	5	6	7	15	47%
6,000+	\$4,500,000	6	4	1	18	6%

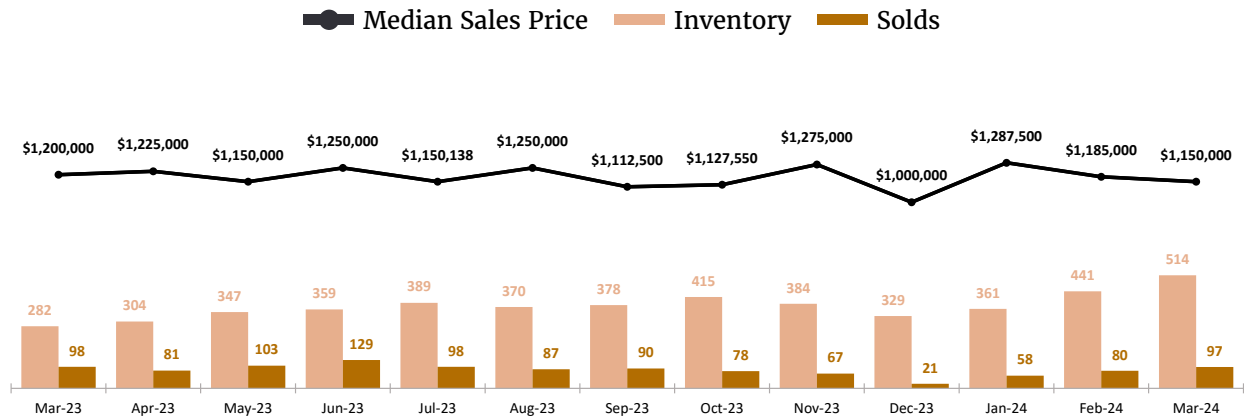
¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS[®] data reported previous month's sales exceeded current inventory.

JACKSONVILLE BEACHES

SINGLE-FAMILY HOMES

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

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2023 Mar. 2024
282 **514**

VARIANCE: **82%**

TOTAL SOLDS

Mar. 2023 Mar. 2024
98 **97**

VARIANCE: **-1%**

SALES PRICE

Mar. 2023 Mar. 2024
\$1.20m **\$1.15m**

VARIANCE: **-4%**

SALE PRICE PER SQFT.

Mar. 2023 Mar. 2024
\$372 **\$402**

VARIANCE: **8%**

SALE TO LIST PRICE RATIO

Mar. 2023 Mar. 2024
96.05% **97.84%**

VARIANCE: **2%**

DAYS ON MARKET

Mar. 2023 Mar. 2024
37 **14**

VARIANCE: **-62%**

JACKSONVILLE BEACHES MARKET SUMMARY | MARCH 2024

- The single-family luxury market is a **Balanced Market** with a **19% Sales Ratio**.
- Homes sold for a median of **97.84% of list price** in March 2024.
- The most active price band is **\$900,000-\$999,999**, where the sales ratio is **36%**.
- The median luxury sales price for single-family homes is **\$1,150,000**.
- The median days on market for March 2024 was **14** days, down from **37** in March 2023.

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.

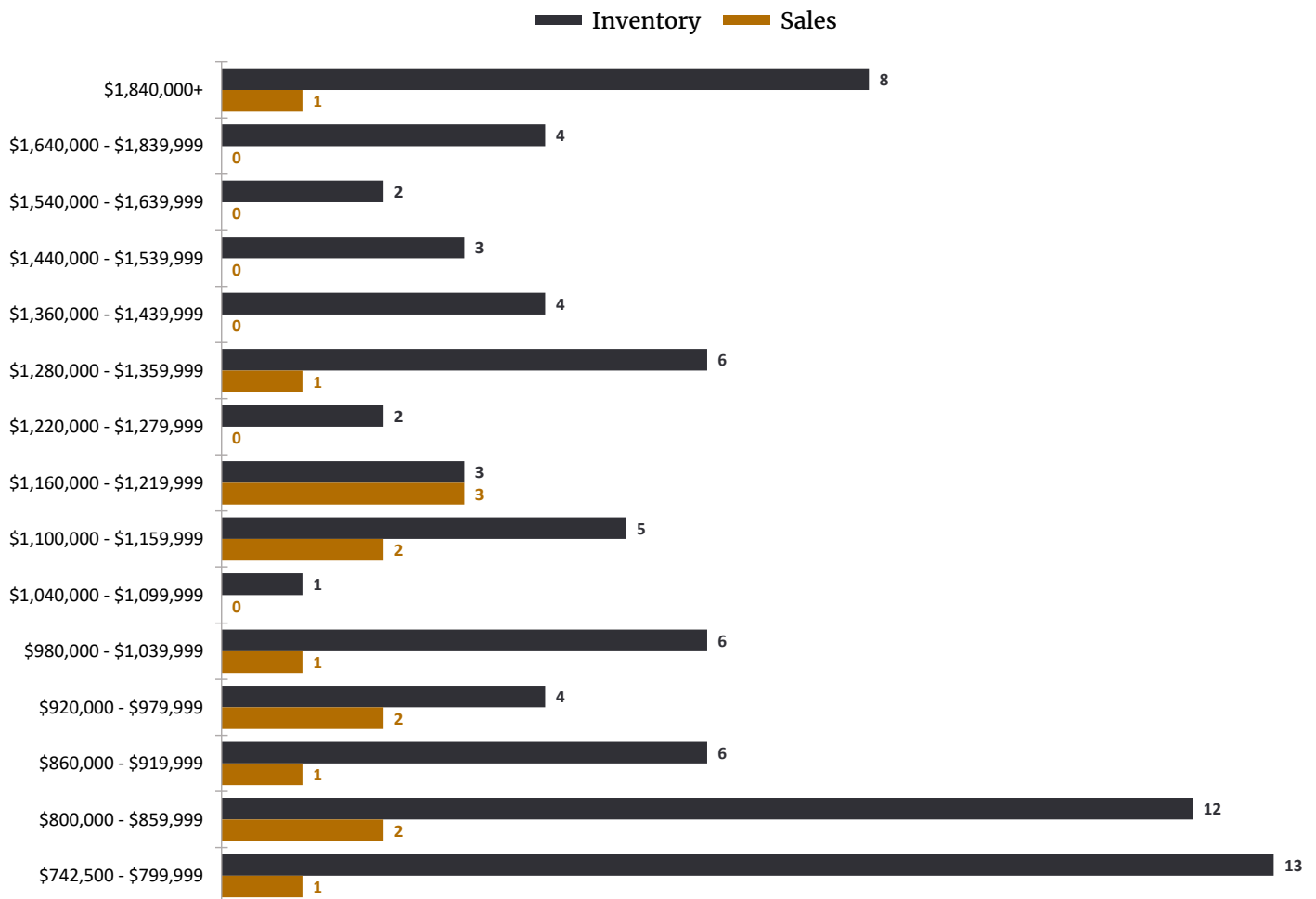
LUXURY INVENTORY VS. SALES | MARCH 2024

Total Inventory: **79**

Total Sales: **14**

Total Sales Ratio²: **18%**

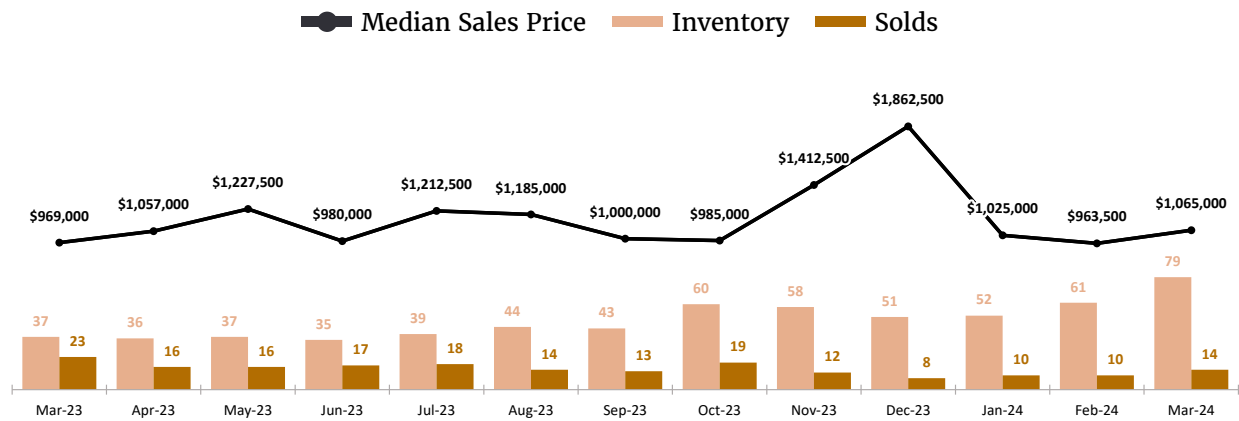
Balanced Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$997,500	2	2	2	25	8%
1,500 - 1,999	\$1,157,500	3	3	6	25	24%
2,000 - 2,499	\$915,000	3	4	1	20	5%
2,500 - 2,999	\$1,010,000	3	4	5	6	83%
3,000 - 3,499	NA	NA	NA	0	1	0%
3,500+	NA	NA	NA	0	1	0%

¹The 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.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | MARCH

TOTAL INVENTORY

Mar. 2023 Mar. 2024
37 **79**

VARIANCE: **114%**

TOTAL SOLDS

Mar. 2023 Mar. 2024
23 **14**

VARIANCE: **-39%**

SALES PRICE

Mar. 2023 Mar. 2024
\$969k **\$1.07m**

VARIANCE: **10%**

SALE PRICE PER SQFT.

Mar. 2023 Mar. 2024
\$654 **\$555**

VARIANCE: **-15%**

SALE TO LIST PRICE RATIO

Mar. 2023 Mar. 2024
97.57% **95.57%**

VARIANCE: **-2%**

DAYS ON MARKET

Mar. 2023 Mar. 2024
43 **38**

VARIANCE: **-12%**

JACKSONVILLE BEACHES MARKET SUMMARY | MARCH 2024

- The attached luxury market is a **Balanced Market** with an **18% Sales Ratio**.
- Homes sold for a median of **95.57% of list price** in March 2024.
- The most active price band is **\$1,160,000-\$1,219,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$1,065,000**.
- The median days on market for March 2024 was **38** days, down from **43** in March 2023.

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.