

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

NOVEMBER
2024

JACKSONVILLE
BEACHES
FLORIDA

FERNANDINA BEACH TO ST AUGUSTINE BEACH

www.LuxuryHomeMarketing.com

JACKSONVILLE BEACHES

SINGLE-FAMILY HOMES

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

LUXURY INVENTORY VS. SALES | OCTOBER 2024

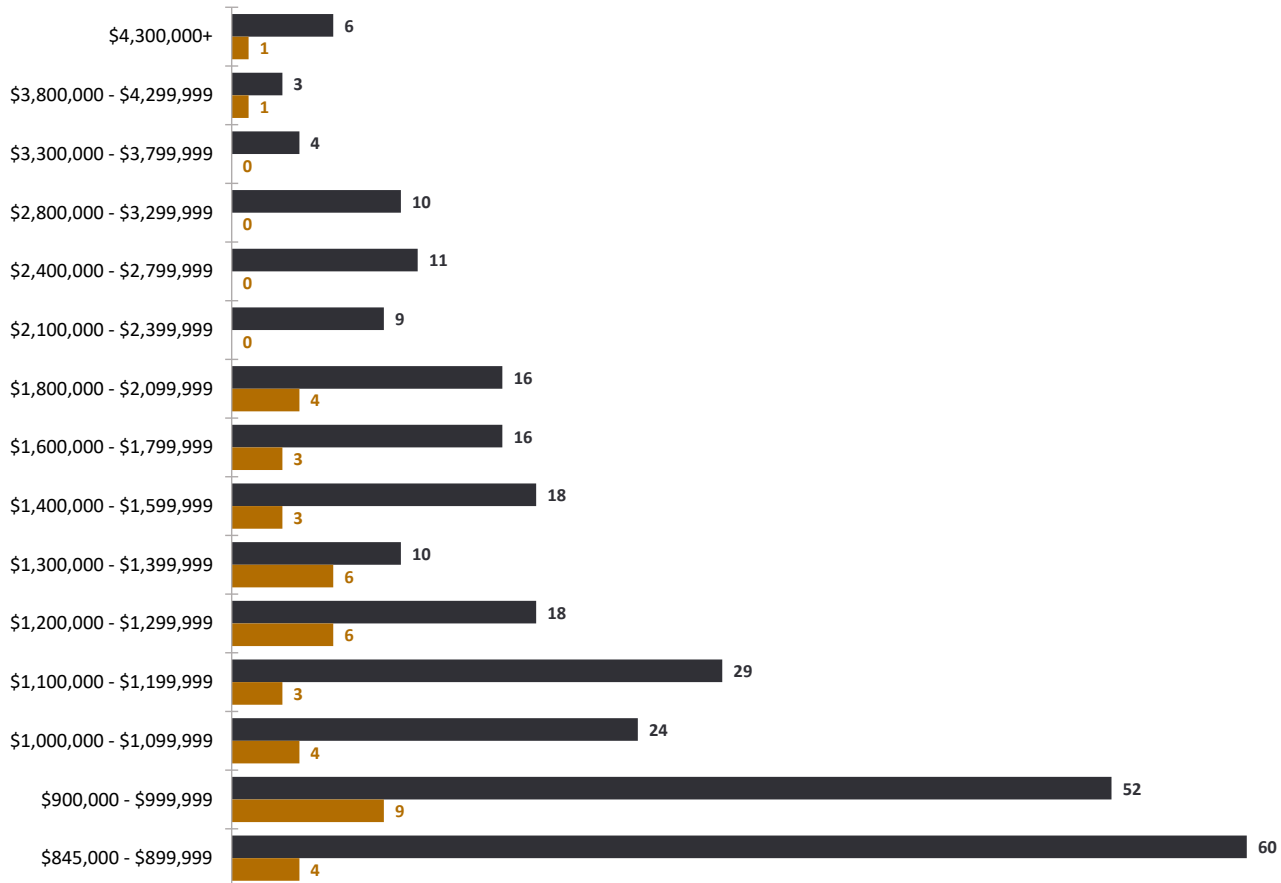
Total Inventory: **286**

Total Sales: **44**

Total Sales Ratio²: **15%**

Balanced 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	\$1,070,000	3	2	4	26	15%
2,000 - 2,999	\$1,277,000	4	3	9	100	9%
3,000 - 3,999	\$1,062,627	4	4	19	114	17%
4,000 - 4,999	\$1,348,269	5	5	10	38	26%
5,000 - 5,999	\$4,250,000	5	7	1	1	100%
6,000+	\$5,750,000	6	9	1	6	17%

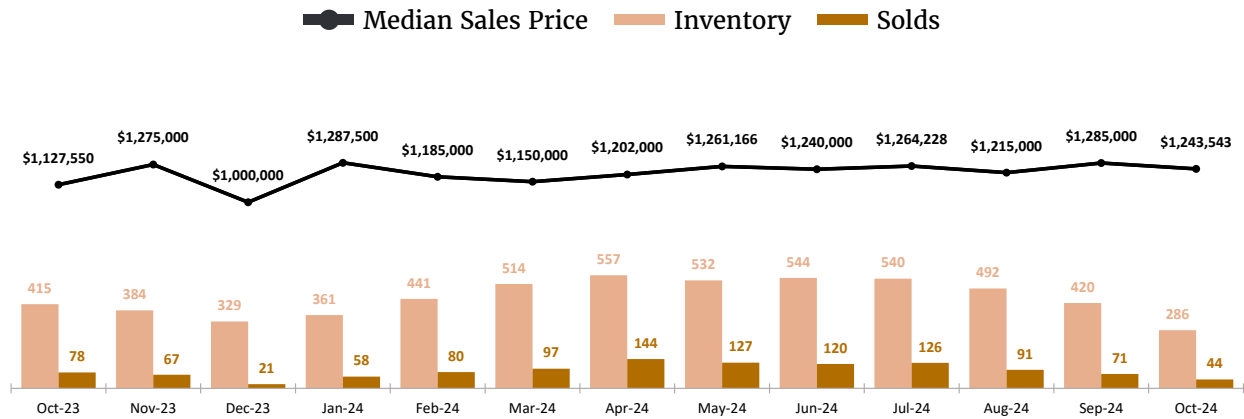
¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS[®] data reported previous month's sales exceeded current inventory.

JACKSONVILLE BEACHES

SINGLE-FAMILY HOMES

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

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | OCTOBER

TOTAL INVENTORY

Oct. 2023 Oct. 2024
415 **286**

VARIANCE: **-31%**

TOTAL SOLDS

Oct. 2023 Oct. 2024
78 **44**

VARIANCE: **-44%**

SALES PRICE

Oct. 2023 Oct. 2024
\$1.13m **\$1.24m**

VARIANCE: **10%**

SALE PRICE PER SQFT.

Oct. 2023 Oct. 2024
\$383 **\$358**

VARIANCE: **-7%**

SALE TO LIST PRICE RATIO

Oct. 2023 Oct. 2024
97.95% **98.25%**

VARIANCE: **0%**

DAYS ON MARKET

Oct. 2023 Oct. 2024
26 **4**

VARIANCE: **-85%**

JACKSONVILLE BEACHES MARKET SUMMARY | OCTOBER 2024

- The single-family luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **98.25% of list price** in October 2024.
- The most active price band is **\$1,300,000-\$1,399,999**, where the sales ratio is **60%**.
- The median luxury sales price for single-family homes is **\$1,243,543**.
- The median days on market for October 2024 was **4** days, down from **26** in October 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 | OCTOBER 2024

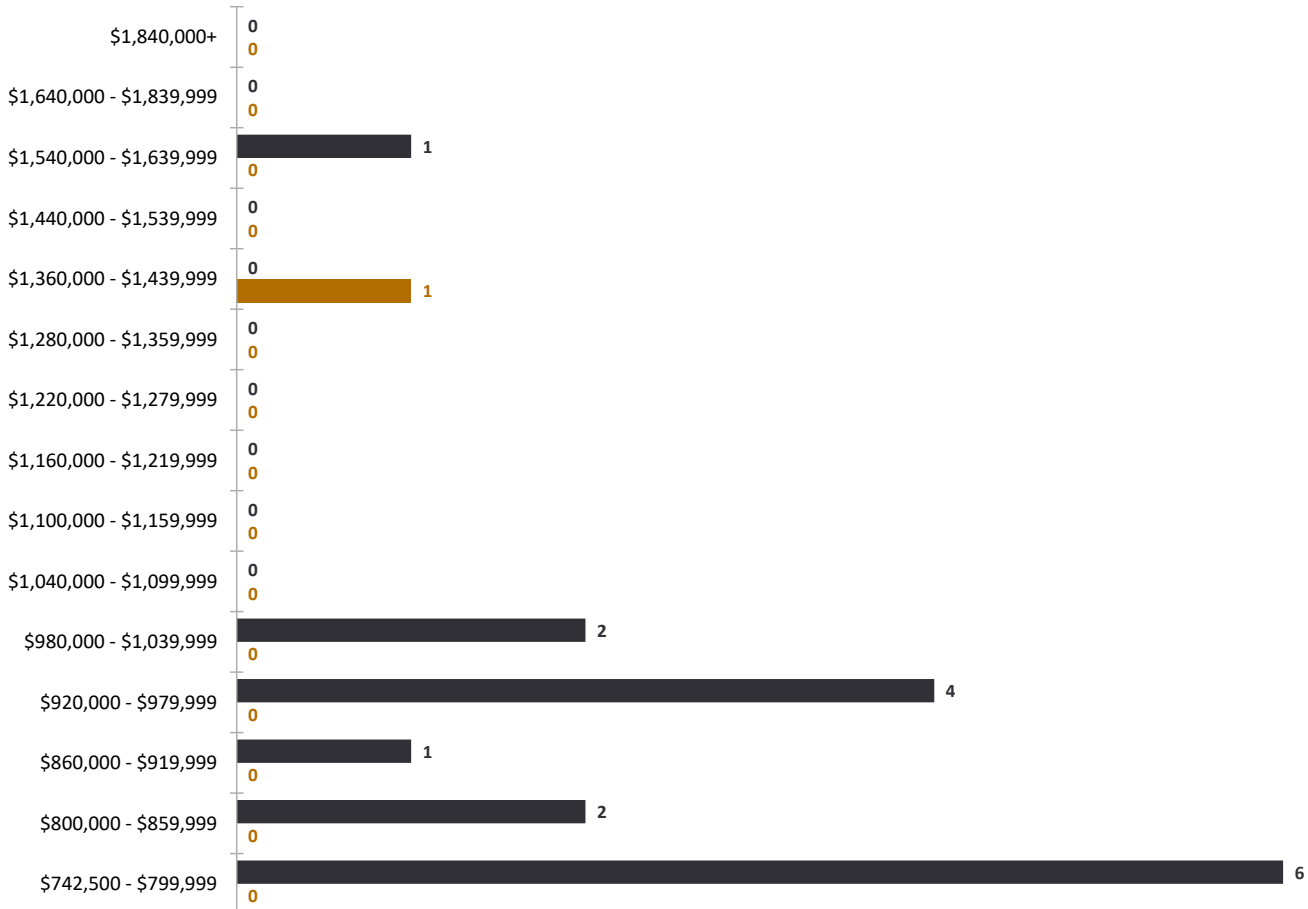
Total Inventory: **16**

Total Sales: **1**

Total Sales Ratio²: **6%**

Buyer's Market

Inventory Sales



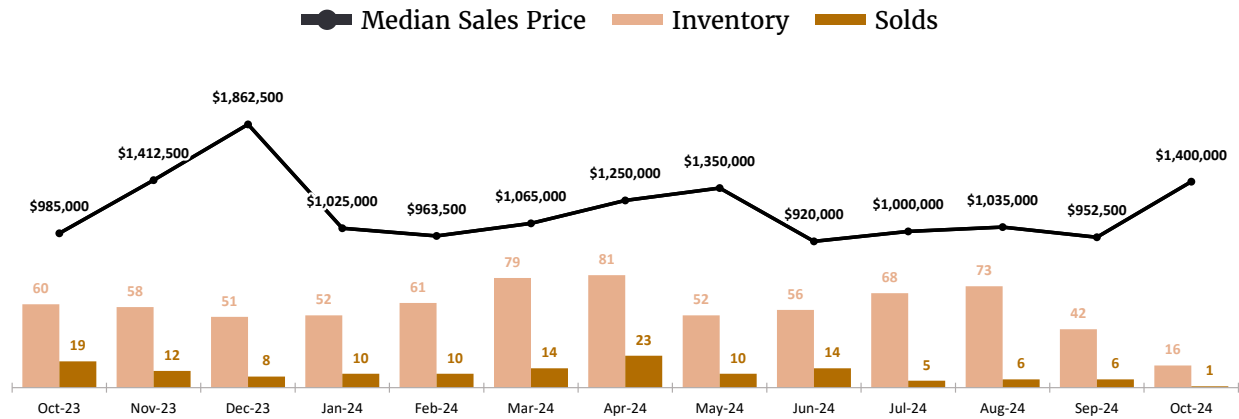
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	NA	NA	NA	0	6	0%
1,500 - 1,999	\$1,400,000	3	2	1	6	17%
2,000 - 2,499	NA	NA	NA	0	2	0%
2,500 - 2,999	NA	NA	NA	0	1	0%
3,000 - 3,499	NA	NA	NA	0	0	NA
3,500+	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 < 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 | OCTOBER

TOTAL INVENTORY

Oct. 2023 Oct. 2024

60 **16**

VARIANCE: **-73%**

TOTAL SOLD

Oct. 2023 Oct. 2024

19 **1**

VARIANCE: **-95%**

SALES PRICE

Oct. 2023 Oct. 2024

\$985k **\$1.40m**

VARIANCE: **42%**

SALE PRICE PER SQFT.

Oct. 2023 Oct. 2024

\$538 **\$846**

VARIANCE: **57%**

SALE TO LIST PRICE RATIO

Oct. 2023 Oct. 2024

96.16% **100.00%**

VARIANCE: **4%**

DAYS ON MARKET

Oct. 2023 Oct. 2024

26 **0**

VARIANCE: **-100%**

JACKSONVILLE BEACHES MARKET SUMMARY | OCTOBER 2024

- The attached luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in October 2024.
- The most active price band is **\$742,500-\$799,999**, where the sales ratio is **0%**.
- The median luxury sales price for attached homes is **\$1,400,000**.
- The median days on market for October 2024 was **0** days, down from **26** in October 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.