

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2025

BREVARD COUNTY

FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | DECEMBER 2024

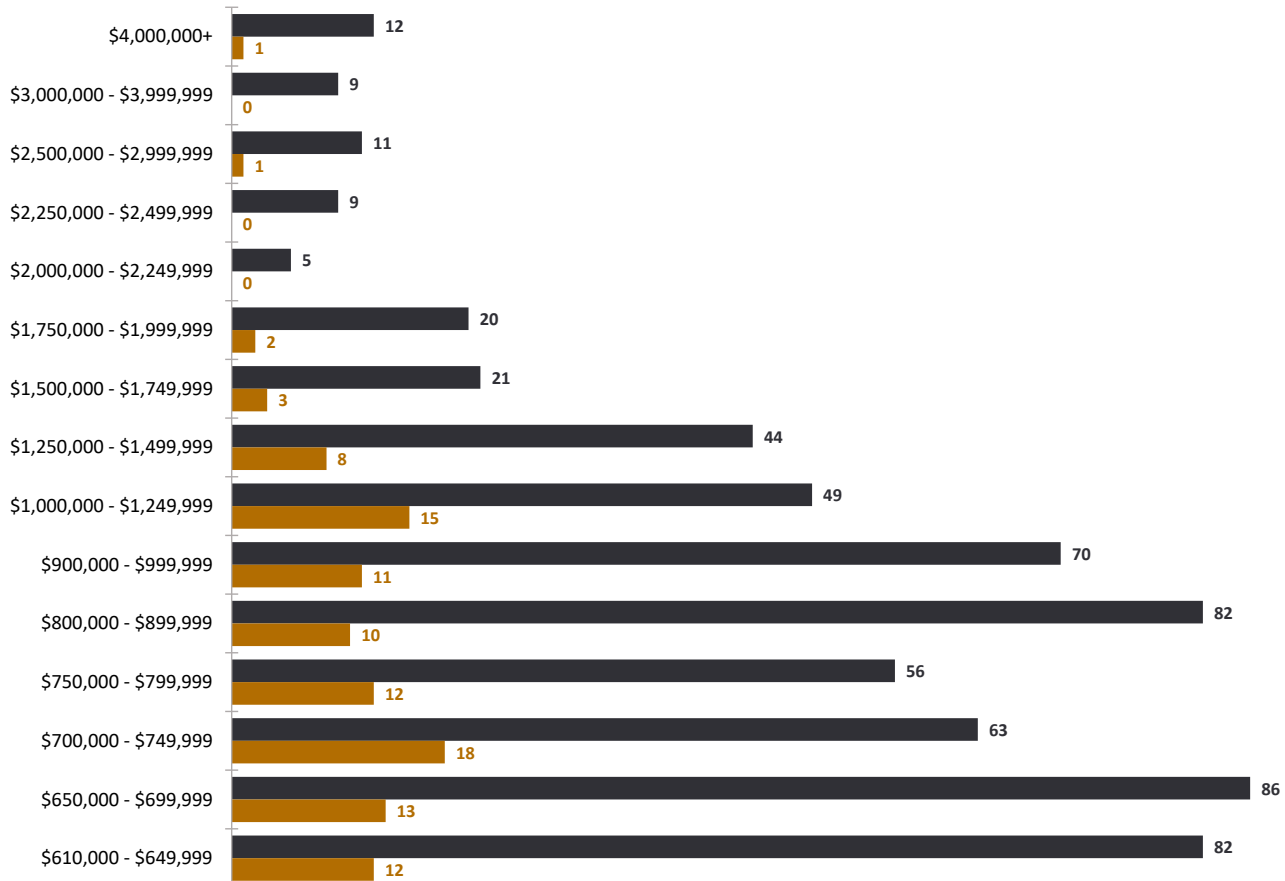
Total Inventory: **619**

Total Sales: **106**

Total Sales Ratio²: **17%**

Balanced Market

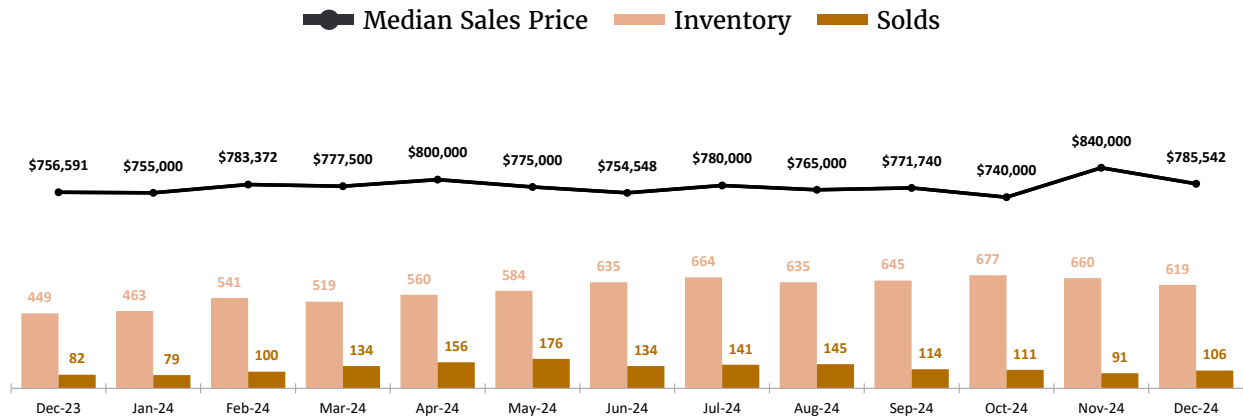
Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$749,000	3	2	7	89	8%
2,000 - 2,499	\$720,000	4	3	29	171	17%
2,500 - 2,999	\$775,000	4	3	37	146	25%
3,000 - 3,499	\$944,716	4	4	16	118	14%
3,500 - 3,999	\$994,354	5	5	10	44	23%
4,000+	\$1,348,688	6	5	7	51	14%

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 | DECEMBER

TOTAL INVENTORY

Dec. 2023 Dec. 2024
449 **619**

VARIANCE: **38%**

TOTAL SOLDS

Dec. 2023 Dec. 2024
82 **106**

VARIANCE: **29%**

SALES PRICE

Dec. 2023 Dec. 2024
\$757k **\$786k**

VARIANCE: **4%**

SALE PRICE PER SQFT.

Dec. 2023 Dec. 2024
\$300 **\$293**

VARIANCE: **-2%**

SALE TO LIST PRICE RATIO

Dec. 2023 Dec. 2024
97.34% **97.72%**

VARIANCE: **0%**

DAYS ON MARKET

Dec. 2023 Dec. 2024
21 **35**

VARIANCE: **67%**

BREVARD COUNTY MARKET SUMMARY | DECEMBER 2024

- The single-family luxury market is a **Balanced Market** with a **17% Sales Ratio**.
- Homes sold for a median of **97.72% of list price** in December 2024.
- The most active price band is **\$1,000,000-\$1,249,999**, where the sales ratio is **31%**.
- The median luxury sales price for single-family homes is **\$785,542**.
- The median days on market for December 2024 was **35** days, up from **21** in December 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 | DECEMBER 2024

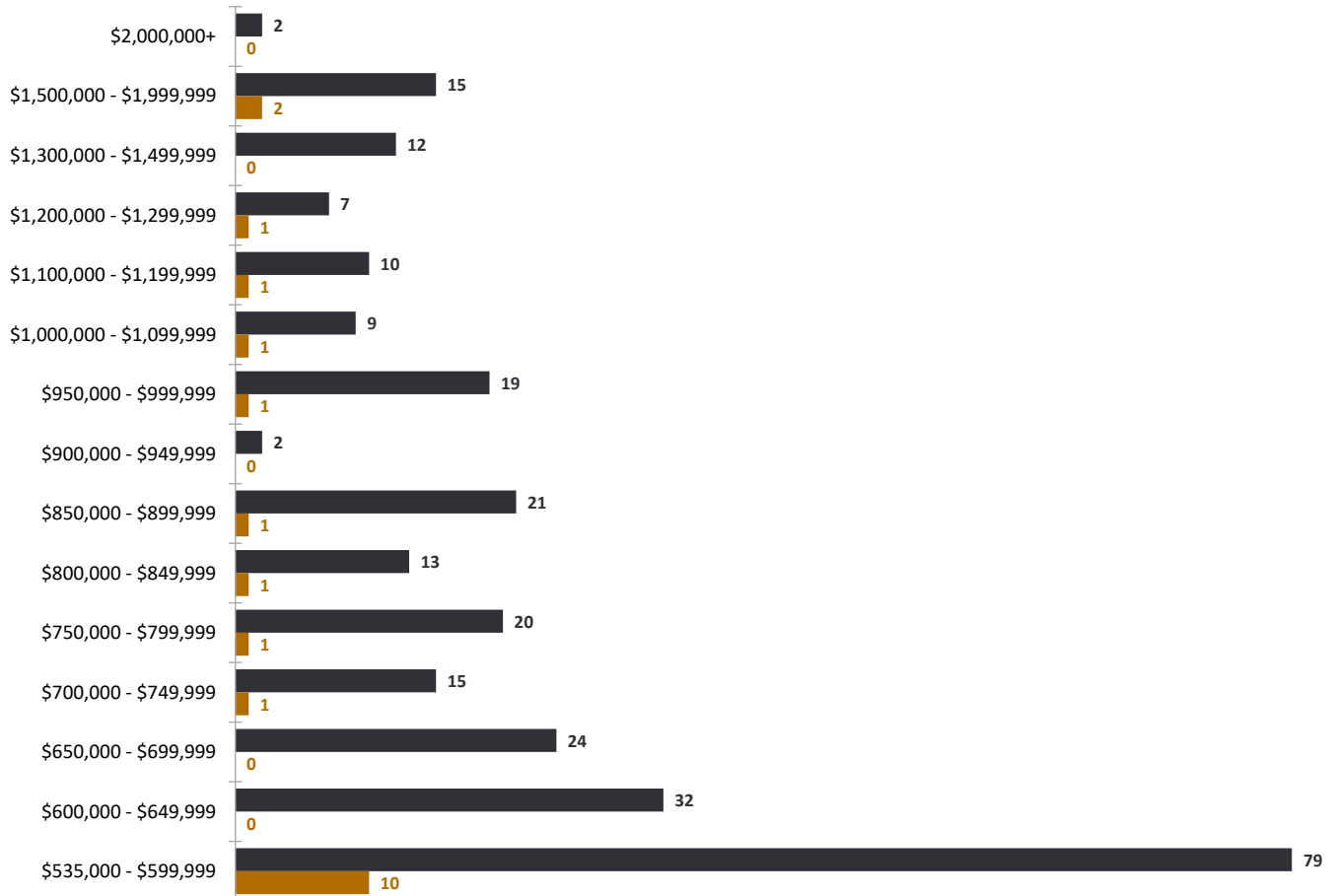
Total Inventory: **280**

Total Sales: **20**

Total Sales Ratio²: **7%**

Buyer's Market

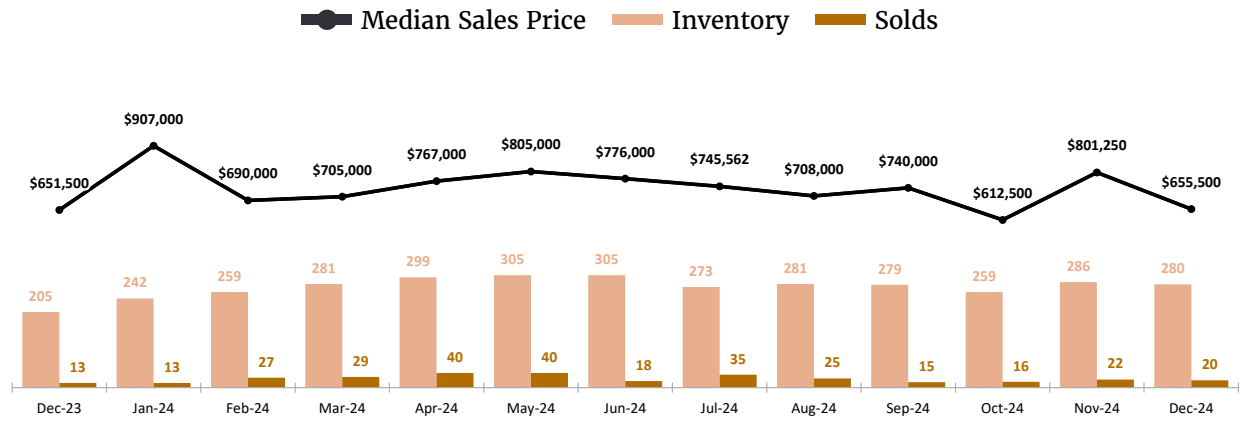
Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$580,500	2	2	6	65	9%
1,500 - 1,999	\$784,000	3	2	7	73	10%
2,000 - 2,499	\$585,000	3	3	3	101	3%
2,500 - 2,999	\$1,000,000	3	4	3	29	10%
3,000 - 3,499	NA	NA	NA	0	3	0%
3,500+	\$1,750,000	3	4	1	9	11%

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 | DECEMBER

TOTAL INVENTORY

Dec. 2023 Dec. 2024
205 **280**

VARIANCE: **37%**

TOTAL SOLDS

Dec. 2023 Dec. 2024
13 **20**

VARIANCE: **54%**

SALES PRICE

Dec. 2023 Dec. 2024
\$652k **\$656k**

VARIANCE: **1%**

SALE PRICE PER SQFT.

Dec. 2023 Dec. 2024
\$406 **\$411**

VARIANCE: **1%**

SALE TO LIST PRICE RATIO

Dec. 2023 Dec. 2024
96.23% **96.42%**

VARIANCE: **0%**

DAYS ON MARKET

Dec. 2023 Dec. 2024
78 **58**

VARIANCE: **-26%**

BREVARD COUNTY MARKET SUMMARY | DECEMBER 2024

- The attached luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **96.42% of list price** in December 2024.
- The most active price band is **\$1,200,000-\$1,299,999**, where the sales ratio is **14%**.
- The median luxury sales price for attached homes is **\$655,500**.
- The median days on market for December 2024 was **58** days, down from **78** in December 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.