



JACKSONVILLE
BEACHES
FLORIDA

FERNANDINA BEACH TO ST AUGUSTINE BEACH

LUXURY INVENTORY VS. SALES | FEBRUARY 2025

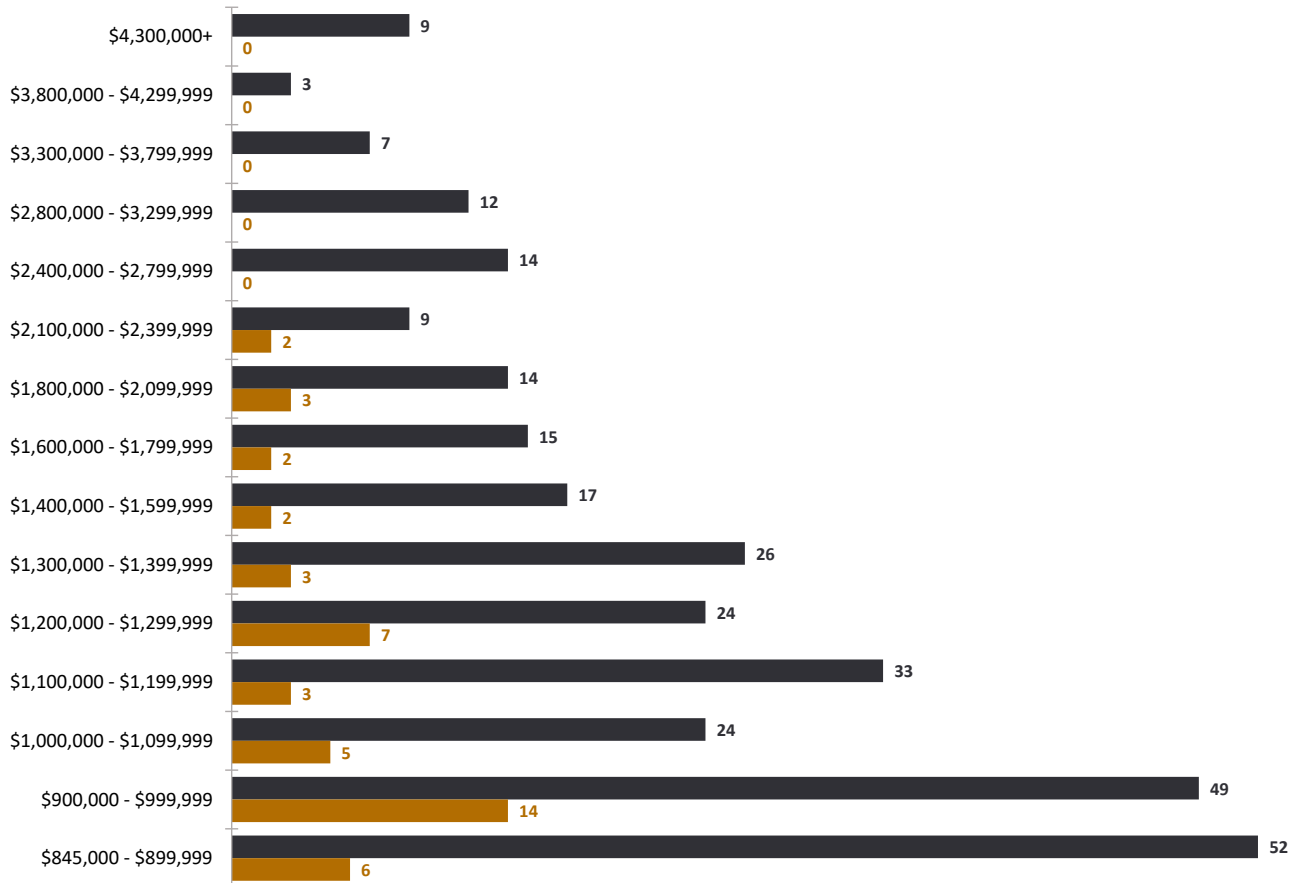
Total Inventory: **308**

Total Sales: **47**

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	\$909,000	3	2	3	23	13%
2,000 - 2,999	\$966,250	4	3	18	126	14%
3,000 - 3,999	\$1,104,979	4	4	24	112	21%
4,000 - 4,999	\$1,678,000	5	5	2	39	5%
5,000 - 5,999	NA	NA	NA	0	0	NA
6,000+	NA	NA	NA	0	7	0%

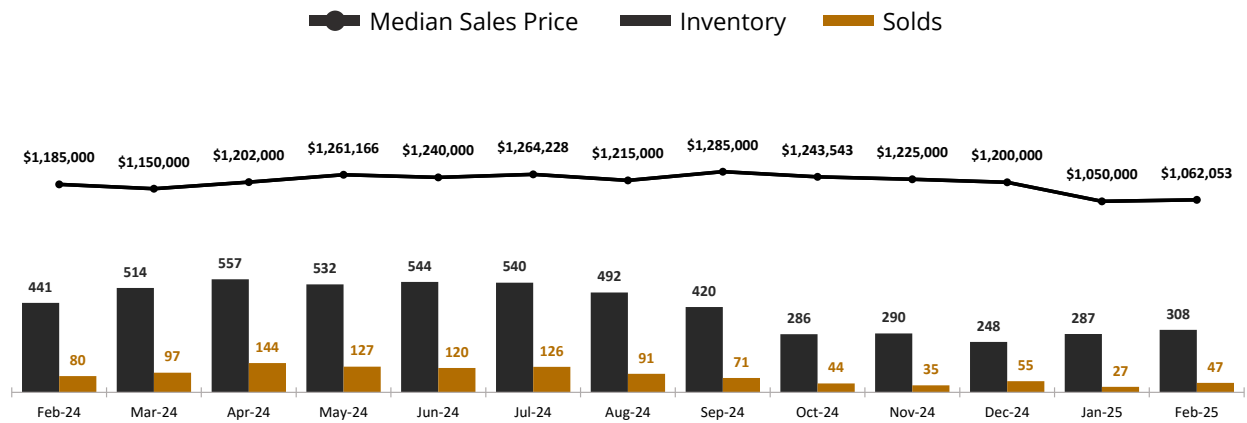
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

JACKSONVILLE BEACHES

SINGLE-FAMILY HOMES

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

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | FEBRUARY

TOTAL INVENTORY

Feb. 2024: 441
Feb. 2025: 308

VARIANCE: **-30%**

TOTAL SOLD

Feb. 2024: 80
Feb. 2025: 47

VARIANCE: **-41%**

SALES PRICE

Feb. 2024: \$1.19m
Feb. 2025: \$1.06m

VARIANCE: **-10%**

SALE PRICE PER SQFT.

Feb. 2024: \$404
Feb. 2025: \$360

VARIANCE: **-11%**

SALE TO LIST PRICE RATIO

Feb. 2024: 96.44%
Feb. 2025: 97.84%

VARIANCE: **1%**

DAYS ON MARKET

Feb. 2024: 34
Feb. 2025: 21

VARIANCE: **-38%**

JACKSONVILLE BEACHES MARKET SUMMARY | FEBRUARY 2025

- The single-family luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **97.84% of list price** in February 2025.
- The most active price band is **\$900,000-\$999,999**, where the sales ratio is **29%**.
- The median luxury sales price for single-family homes is **\$1,062,053**.
- The median days on market for February 2025 was **21** days, down from **34** in February 2024.

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 | FEBRUARY 2025

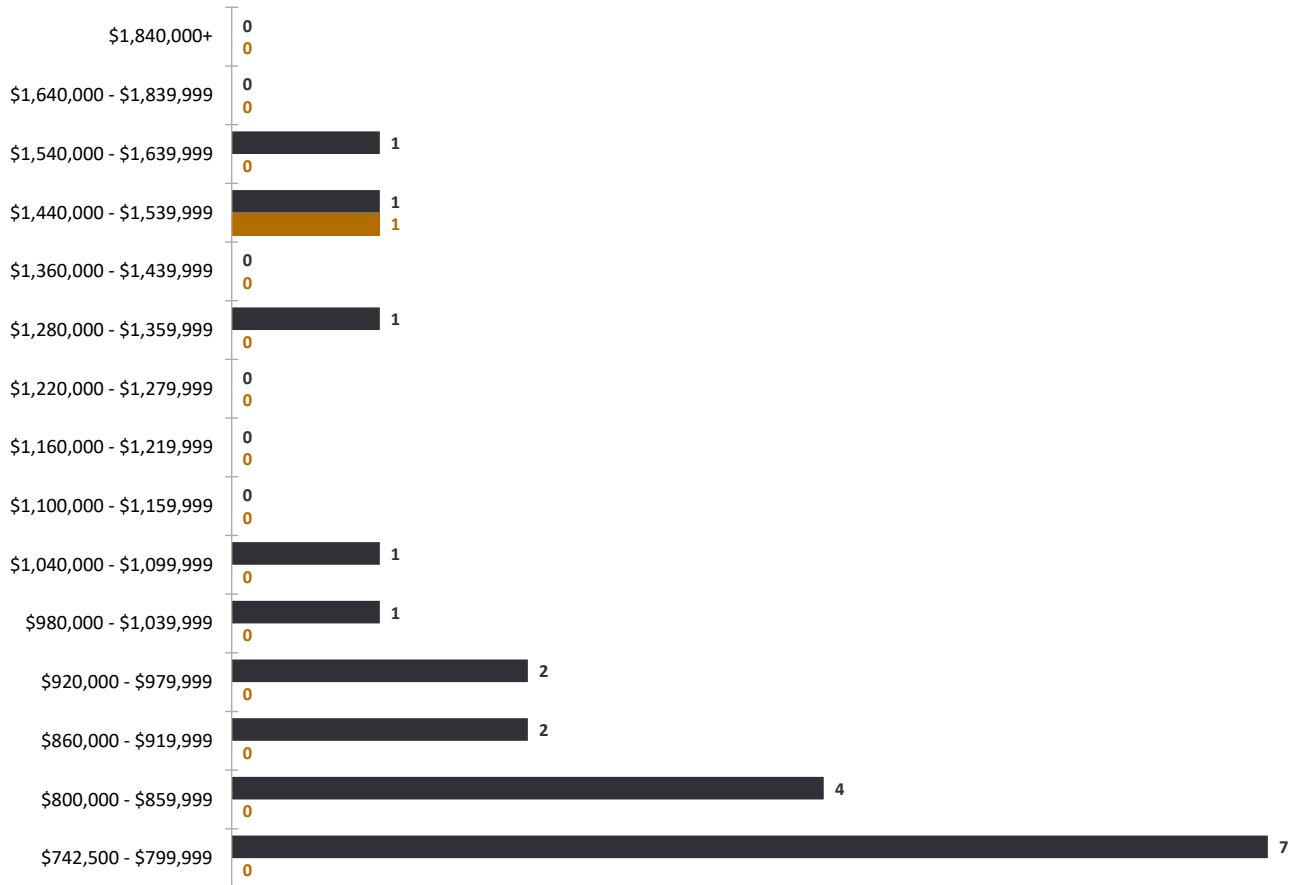
Total Inventory: **20**

Total Sales: **1**

Total Sales Ratio²: **5%**

Buyer's Market

Inventory Sales



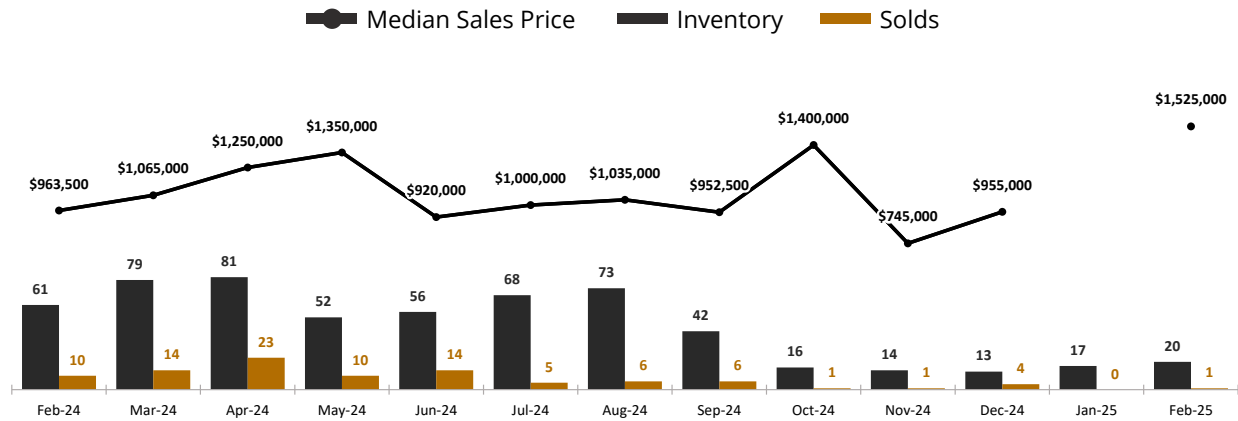
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	NA	NA	NA	0	6	0%
1,500 - 1,999	\$1,525,000	3	2	1	10	10%
2,000 - 2,499	NA	NA	NA	0	1	0%
2,500 - 2,999	NA	NA	NA	0	2	0%
3,000 - 3,499	NA	NA	NA	0	0	NA
3,500+	NA	NA	NA	0	0	NA

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales 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 | FEBRUARY

TOTAL INVENTORY

Feb. 2024: 61
Feb. 2025: 20

VARIANCE: **-67%**

TOTAL SOLDS

Feb. 2024: 10
Feb. 2025: 1

VARIANCE: **-90%**

SALES PRICE

Feb. 2024: \$964k
Feb. 2025: \$1.53m

VARIANCE: **58%**

SALE PRICE PER SQFT.

Feb. 2024: \$746
Feb. 2025: \$922

VARIANCE: **24%**

SALE TO LIST PRICE RATIO

Feb. 2024: 98.29%
Feb. 2025: 100.00%

VARIANCE: **2%**

DAYS ON MARKET

Feb. 2024: 15
Feb. 2025: 3

VARIANCE: **-80%**

JACKSONVILLE BEACHES MARKET SUMMARY | FEBRUARY 2025

- The attached luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in February 2025.
- The most active price band is **\$1,440,000-\$1,539,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$1,525,000**.
- The median days on market for February 2025 was **3** days, down from **15** in February 2024.

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.