

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

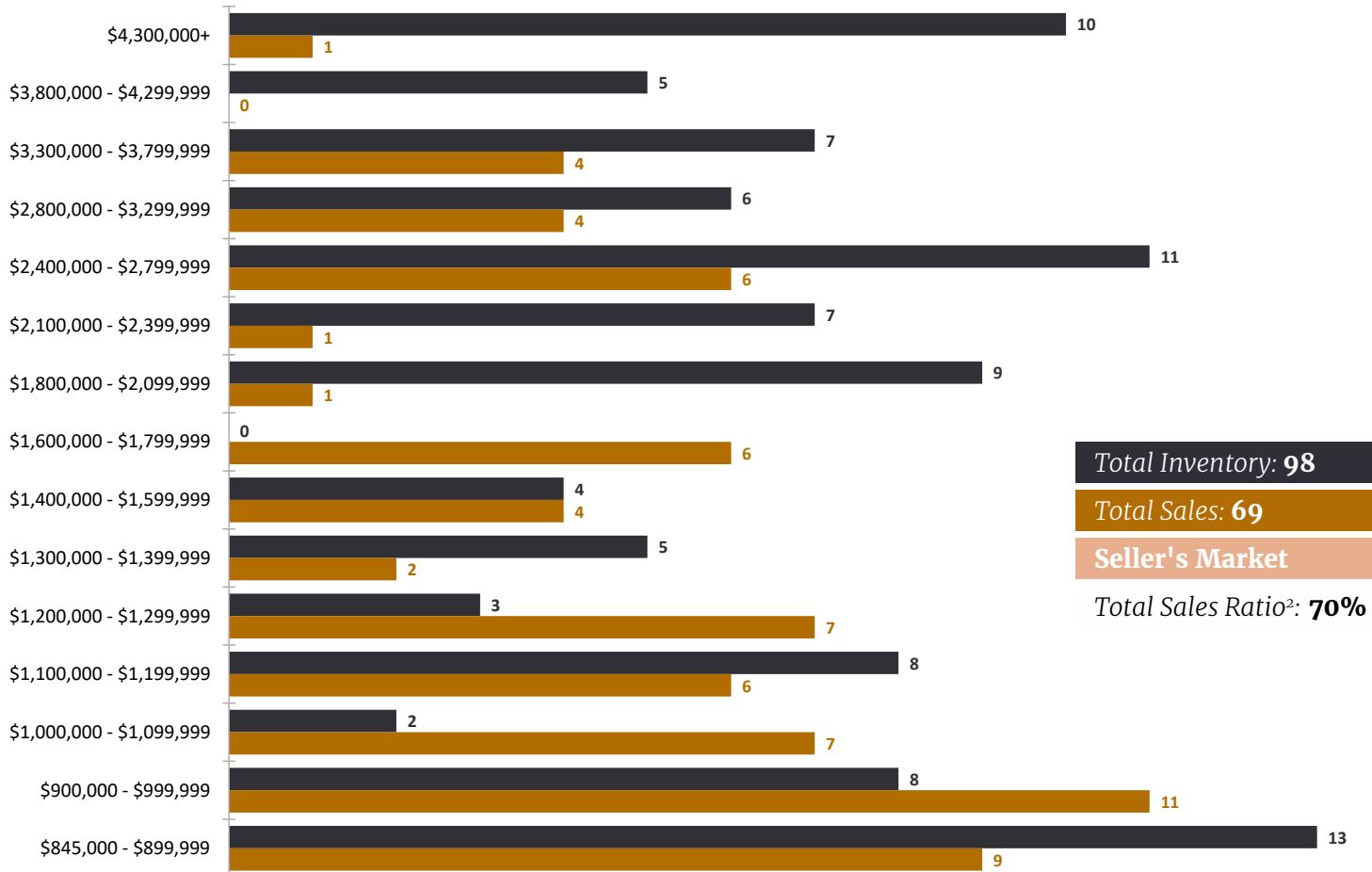
JANUARY
2022

JACKSONVILLE BEACHES FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | DECEMBER 2021

Inventory Sales

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

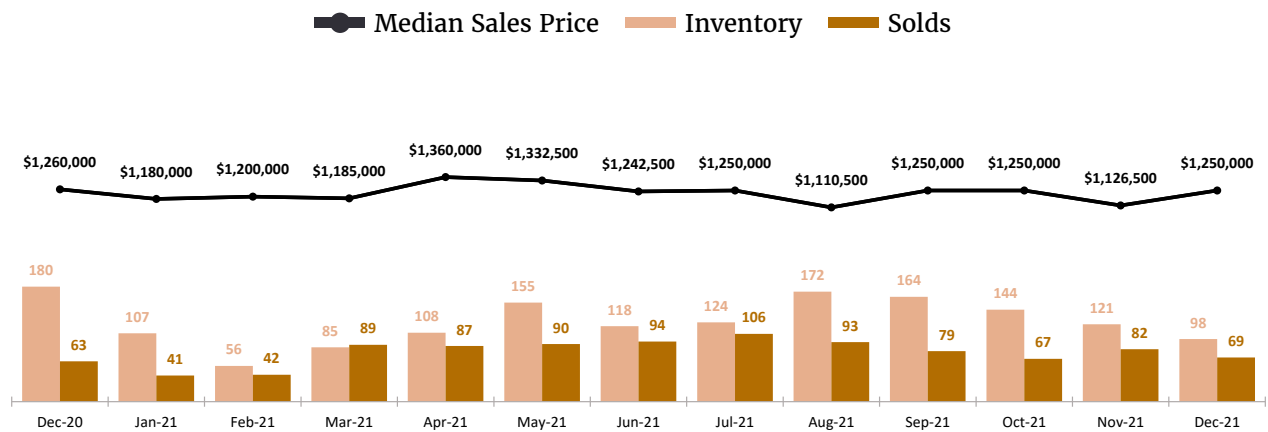
Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 2,999	\$1,050,000	3	3	17	35	49%
3,000 - 3,999	\$1,065,500	4	4	28	25	112%
4,000 - 4,999	\$1,600,000	4	5	13	15	87%
5,000 - 5,999	\$2,575,000	5	6	5	16	31%
6,000 - 6,999	\$2,700,000	4	5	1	3	33%
7,000+	\$3,325,000	7	9	5	4	125%

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 < 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 | DECEMBER

TOTAL INVENTORY

Dec. 2020 Dec. 2021

180 98

VARIANCE: -46%

TOTAL SOLDs

Dec. 2020 Dec. 2021

63 69

VARIANCE: 10%

SALES PRICE

Dec. 2020 Dec. 2021

\$1.26m \$1.25m

VARIANCE: -1%

SALE PRICE PER SQFT.

Dec. 2020 Dec. 2021

\$383 \$381

VARIANCE: -1%

SALE TO LIST PRICE RATIO

Dec. 2020 Dec. 2021

97.05% 100.00%

VARIANCE: 3%

DAYS ON MARKET

Dec. 2020 Dec. 2021

42 15

VARIANCE: -64%

JACKSONVILLE BEACHES MARKET SUMMARY | DECEMBER 2021

- The Jacksonville Beaches single-family luxury market is a **Seller's Market** with a **70% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in December 2021.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **350%**.
- The median luxury sales price for single-family homes is **\$1,250,000**.
- The median days on market for December 2021 was **15** days, down from **42** in December 2020.

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 2021

Inventory Sales

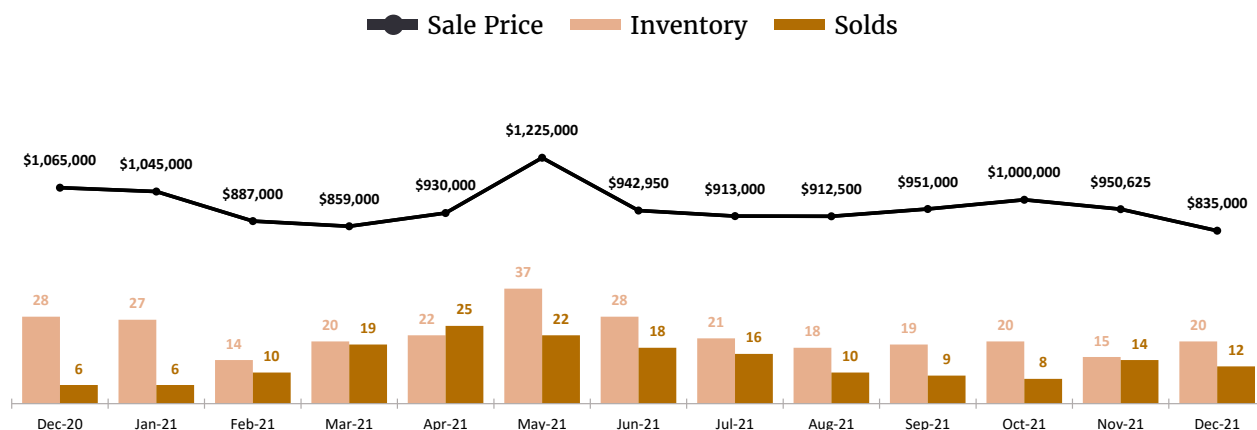
Luxury Benchmark Price¹: **\$742,500**



Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,499	\$750,000	2	2	1	4	25%
1,500 - 1,999	\$835,000	3	3	4	3	133%
2,000 - 2,499	\$800,000	3	3	5	6	83%
2,500 - 2,999	\$920,000	3	3	1	2	50%
3,000 - 3,499	\$1,095,000	4	4	1	3	33%
3,500+	NA	NA	NA	0	2	0%

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 < 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 | DECEMBER

TOTAL INVENTORY

Dec. 2020 Dec. 2021

28 20

VARIANCE: -29%

TOTAL SOLD

Dec. 2020 Dec. 2021

6 12

VARIANCE: 100%

SALES PRICE

Dec. 2020 Dec. 2021

\$1.07m \$835k

VARIANCE: -22%

SALE PRICE PER SQFT.

Dec. 2020 Dec. 2021

\$489 \$473

VARIANCE: -3%

SALE TO LIST PRICE RATIO

Dec. 2020 Dec. 2021

98.79% 96.37%

VARIANCE: -2%

DAYS ON MARKET

Dec. 2020 Dec. 2021

46 49

VARIANCE: 7%

JACKSONVILLE BEACHES MARKET SUMMARY | DECEMBER 2021

- The Jacksonville Beaches attached luxury market is a **Seller's Market** with a **60% Sales Ratio**.
- Homes sold for a median of **96.37% of list price** in December 2021.
- The most active price band is **\$742,500-\$799,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$835,000**.
- The median days on market for December 2021 was **49** days, up from **46** in December 2020.

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.