

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS



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All data represents Realtor-brokered activity of single-family residential, condo and townhome sales combined. As all Nassau and St. Johns County Realtors are not members of the Northeast Florida Multiple Listing Service – a wholly owned subsidiary of the Northeast Florida Association of Realtors – reports do not represent the full extent of Realtor sales in those counties.

June 2018

Housing markets across the nation are most assuredly active this summer, and buyer competition is manifesting itself into several quick sales above asking price. While the strength of the U.S. economy has helped purchase offers pile up, the Fed recently increased the federal funds rate by 0.25 percent, marking the second rate hike this year and seventh since late 2015. Although the 30-year mortgage rate did not increase, buyers often react by locking in at the current rate ahead of assumed higher rates later. When this happens, accelerated price increases are possible, causing further strain on affordability.

New Listings in the Northeast Florida region increased 13.4 percent to 3,868. Pending Sales were down 3.4 percent to 2,647. Inventory levels fell 3.5 percent to 8,923 units.

Prices continued to gain traction. The Median Sales Price increased 10.3 percent to \$234,900. Days on Market was down 10.6 percent to 59 days. Sellers were encouraged as Months Supply of Inventory was down 7.7 percent to 3.6 months.

Inventory may be persistently lower in year-over-year comparisons, and home prices are still more likely to rise than not, but sales and new listings may finish the summer on the upswing. The housing supply outlook in several markets is beginning to show an increase in new construction and a move by builders away from overstocked rental units to new developments for sale. These are encouraging signs in an already healthy marketplace.

Quick Facts

- 3.6%

+ 10.3%

- 3.5%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory


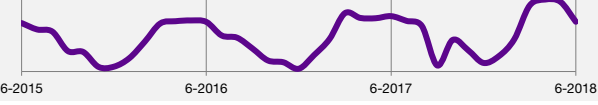






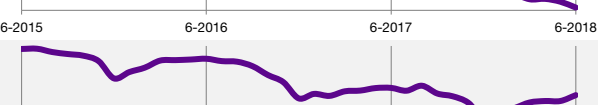


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Market Overview

Key market metrics for the current month and year-to-date.

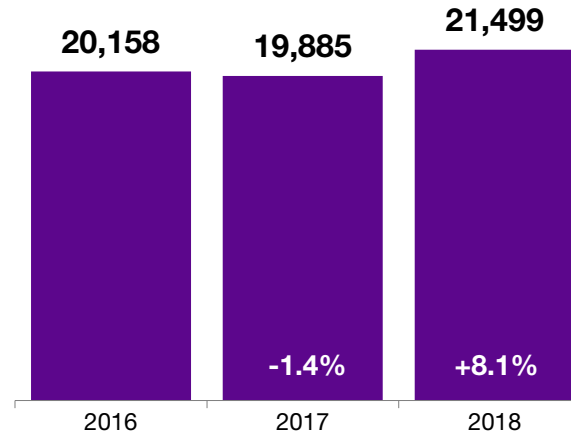
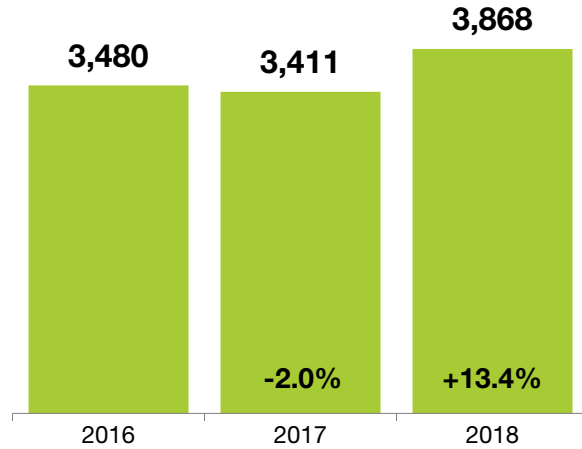
Key Metrics	Historical Sparklines	6-2017	6-2018	+/-	YTD 2017	YTD 2018	+/-
New Listings		3,411	3,868	+ 13.4%	19,885	21,499	+ 8.1%
Pending Sales		2,741	2,647	- 3.4%	15,393	15,989	+ 3.9%
Closed Sales		2,981	2,873	- 3.6%	14,630	14,582	- 0.3%
Days on Market Until Sale		66	59	- 10.6%	76	65	- 14.5%
Median Sales Price		\$212,995	\$234,900	+ 10.3%	\$200,000	\$222,000	+ 11.0%
Average Sales Price		\$256,838	\$282,008	+ 9.8%	\$243,134	\$267,396	+ 10.0%
Percent of Original List Price Received		95.9%	96.3%	+ 0.4%	95.4%	95.9%	+ 0.5%
Percent of Properties Sold Over List Price		12.7%	12.1%	- 4.7%	11.7%	11.9%	+ 1.7%
Housing Affordability Index		153	129	- 15.7%	163	137	- 16.0%
Inventory of Homes for Sale		9,251	8,923	- 3.5%	--	--	--
Months Supply of Homes for Sale		3.9	3.6	- 7.7%	--	--	--

New Listings

A count of the properties that have been newly listed on the market in a given month.

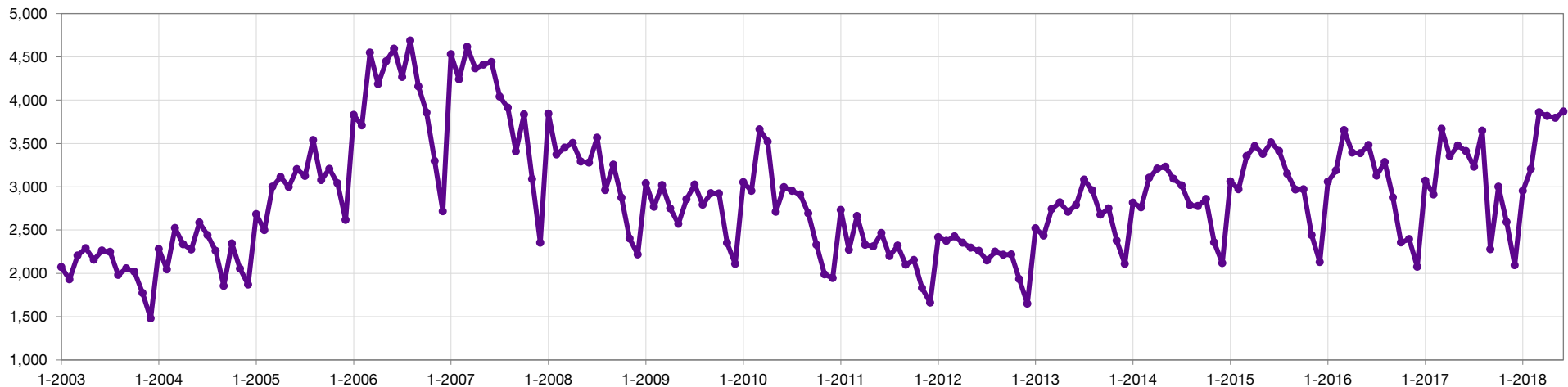
June

Year To Date



Month	Prior Year	Current Year	+ / -
July 2017	3,128	3,230	+3.3%
August 2017	3,283	3,648	+11.1%
September 2017	2,875	2,279	-20.7%
October 2017	2,357	3,001	+27.3%
November 2017	2,395	2,591	+8.2%
December 2017	2,074	2,093	+0.9%
January 2018	3,069	2,952	-3.8%
February 2018	2,910	3,206	+10.2%
March 2018	3,668	3,859	+5.2%
April 2018	3,353	3,817	+13.8%
May 2018	3,474	3,797	+9.3%
June 2018	3,411	3,868	+13.4%
12-Month Avg	3,000	3,195	+6.5%

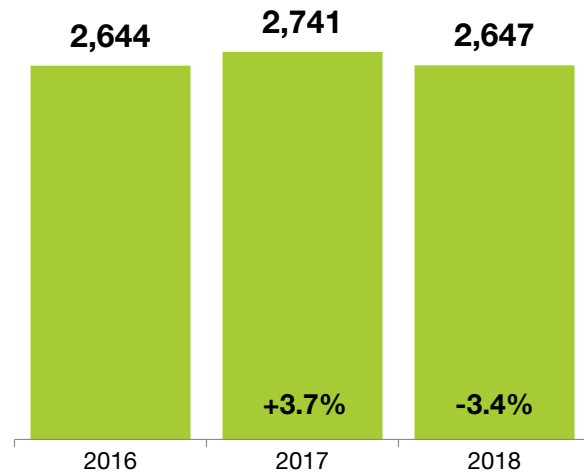
Historical New Listing Activity



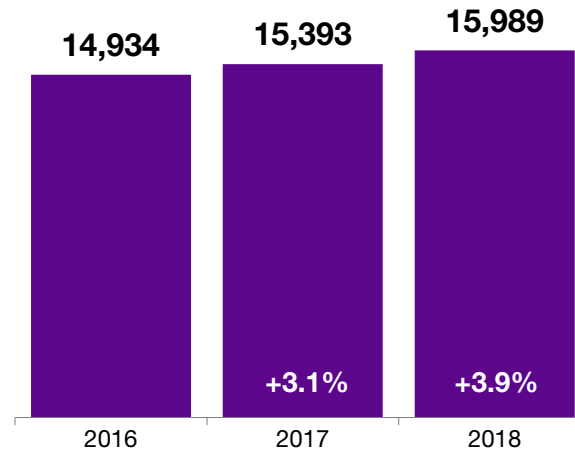
Pending Sales

A count of the properties on which contracts have been written in a given month.

June

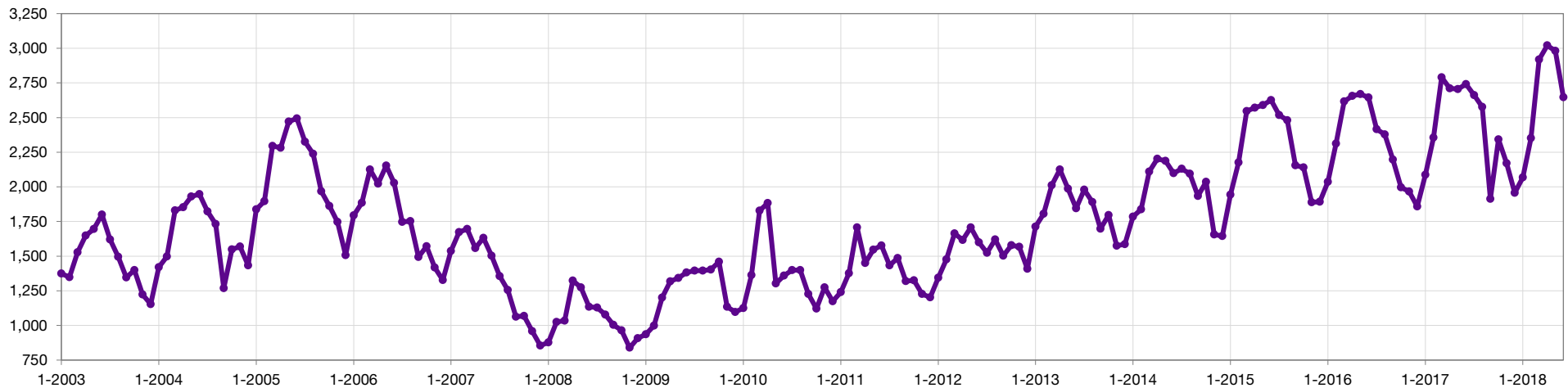


Year To Date



Month	Prior Year	Current Year	+ / -
July 2017	2,416	2,662	+10.2%
August 2017	2,379	2,576	+8.3%
September 2017	2,197	1,913	-12.9%
October 2017	1,997	2,342	+17.3%
November 2017	1,967	2,171	+10.4%
December 2017	1,858	1,956	+5.3%
January 2018	2,088	2,069	-0.9%
February 2018	2,356	2,352	-0.2%
March 2018	2,791	2,919	+4.6%
April 2018	2,711	3,020	+11.4%
May 2018	2,706	2,982	+10.2%
June 2018	2,741	2,647	-3.4%
12-Month Avg	2,351	2,467	+5.0%

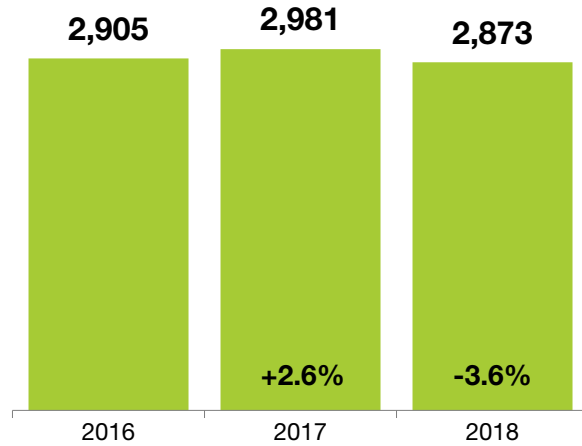
Historical Pending Sales Activity



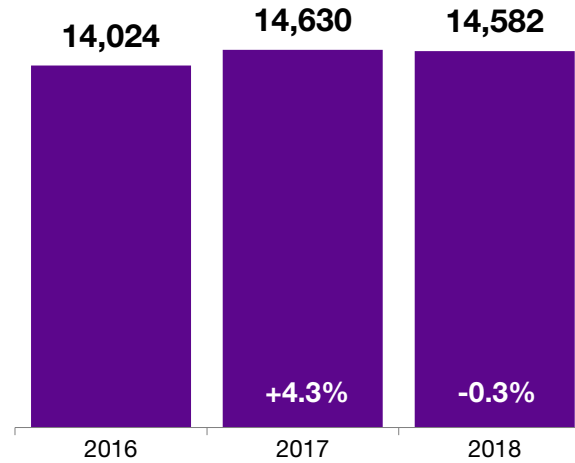
Closed Sales

A count of actual sales that have closed within a given month.

June

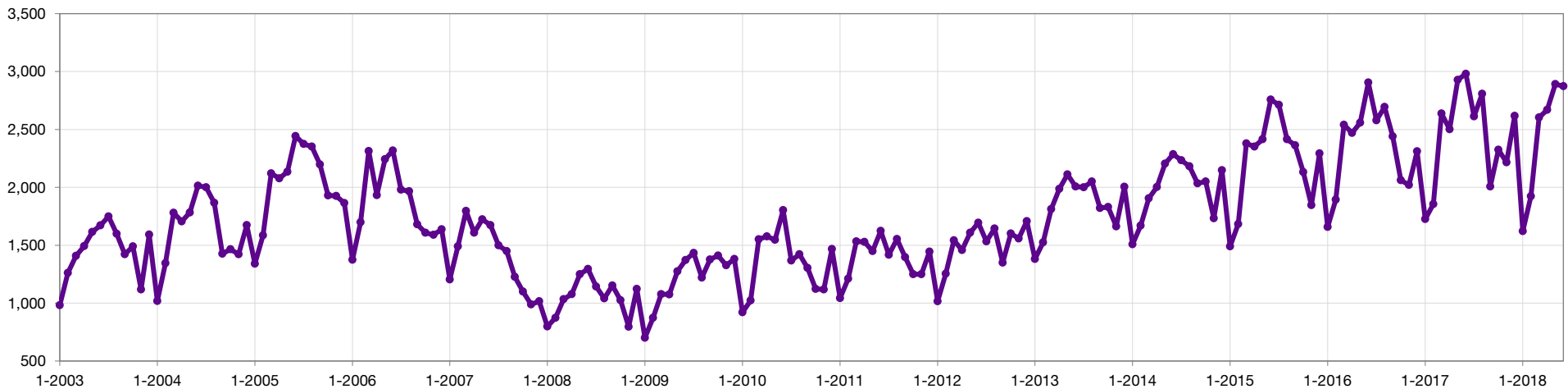


Year To Date



Month	Prior Year	Current Year	+ / -
July 2017	2,578	2,612	+1.3%
August 2017	2,695	2,808	+4.2%
September 2017	2,441	2,006	-17.8%
October 2017	2,061	2,325	+12.8%
November 2017	2,021	2,215	+9.6%
December 2017	2,312	2,616	+13.1%
January 2018	1,726	1,621	-6.1%
February 2018	1,856	1,922	+3.6%
March 2018	2,637	2,604	-1.3%
April 2018	2,502	2,670	+6.7%
May 2018	2,928	2,892	-1.2%
June 2018	2,981	2,873	-3.6%
12-Month Avg	2,395	2,430	+1.8%

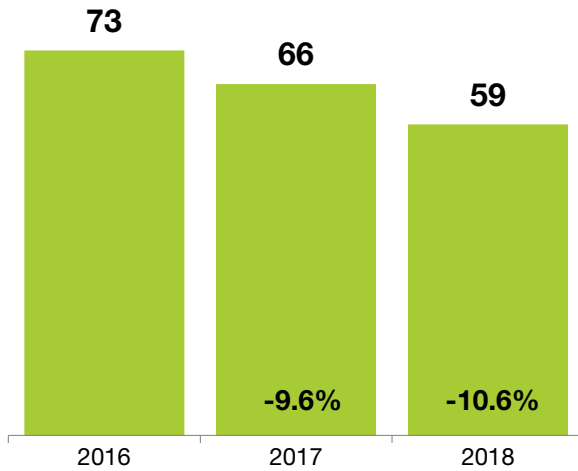
Historical Closed Sales Activity



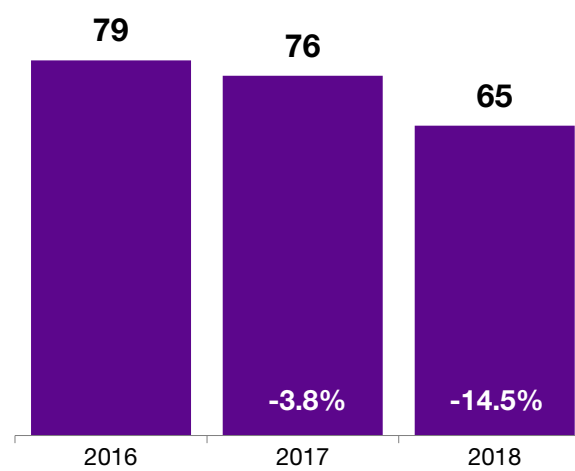
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

June



Year To Date



Month	Prior Year	Current Year	+ / -
July 2017	70	67	-4.3%
August 2017	72	64	-11.1%
September 2017	73	66	-9.6%
October 2017	78	64	-17.9%
November 2017	69	66	-4.3%
December 2017	78	71	-9.0%
January 2018	78	69	-11.5%
February 2018	85	73	-14.1%
March 2018	83	71	-14.5%
April 2018	75	65	-13.3%
May 2018	73	60	-17.8%
June 2018	66	59	-10.6%
12-Month Avg	75	66	-11.7%

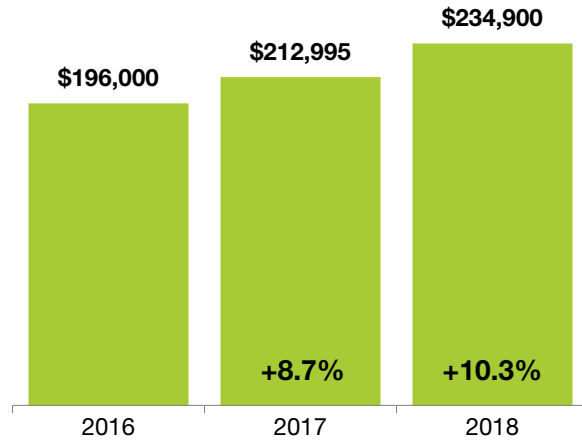
Historical Days on Market Until Sale



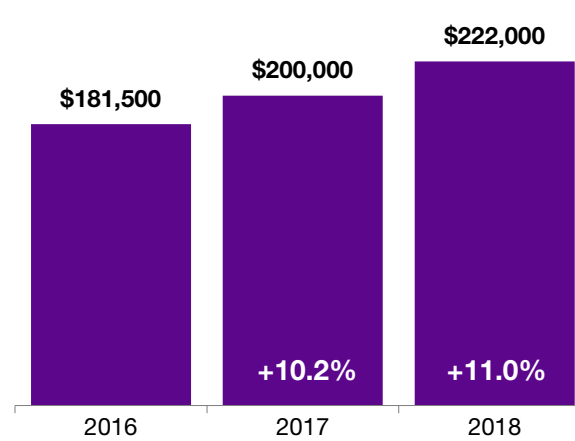
Median Sales Price

Median price point for all closed sales, not accounting for seller concessions, in a given month.

June



Year To Date



Month	Prior Year	Current Year	+ / -
July 2017	\$195,000	\$216,000	+10.8%
August 2017	\$191,638	\$205,000	+7.0%
September 2017	\$190,000	\$208,850	+9.9%
October 2017	\$185,000	\$204,825	+10.7%
November 2017	\$183,000	\$208,900	+14.2%
December 2017	\$195,000	\$211,986	+8.7%
January 2018	\$175,000	\$204,000	+16.6%
February 2018	\$192,990	\$216,500	+12.2%
March 2018	\$194,850	\$224,900	+15.4%
April 2018	\$199,900	\$220,000	+10.1%
May 2018	\$212,750	\$225,000	+5.8%
June 2018	\$212,995	\$234,900	+10.3%
12-Month Med	\$195,000	\$215,000	+10.3%

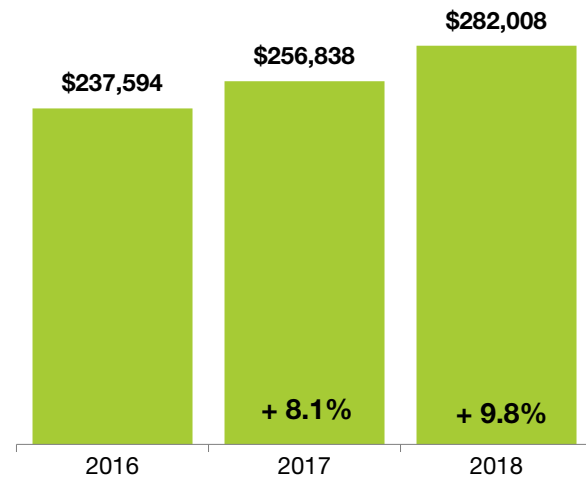
Historical Median Sales Price



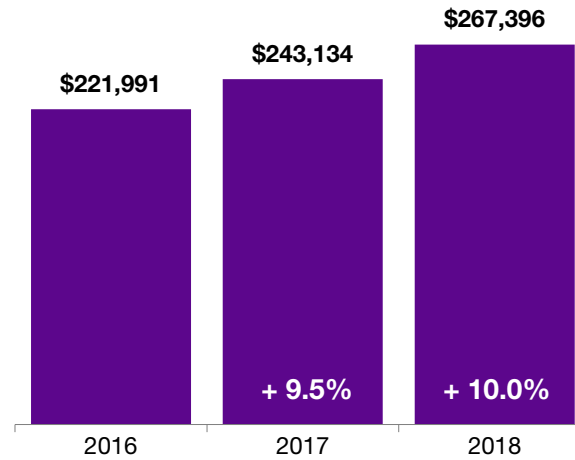
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

June

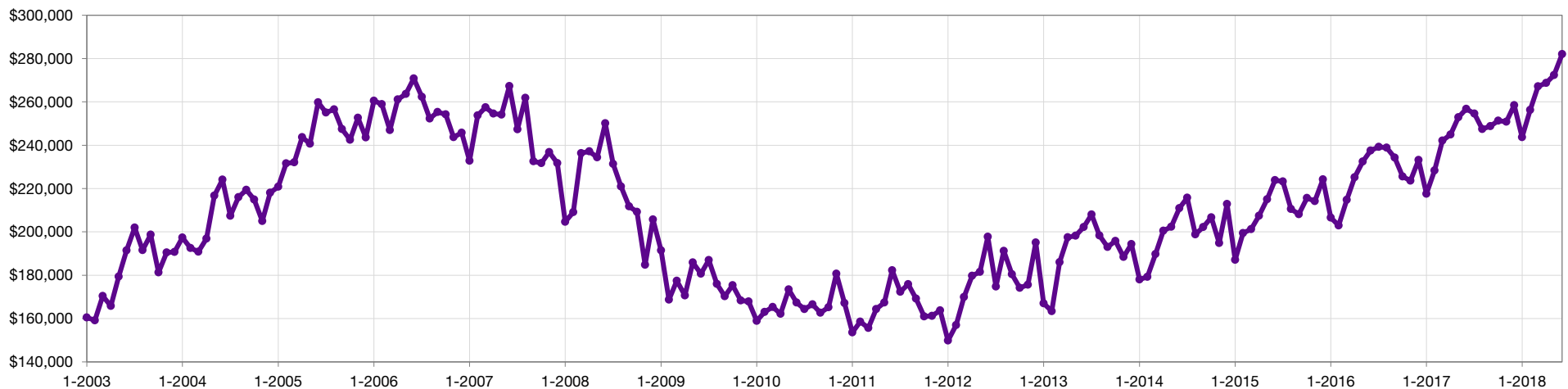


Year To Date



Month	Prior Year	Current Year	+ / -
July 2017	\$239,253	\$254,565	+6.4%
August 2017	\$238,850	\$247,502	+3.6%
September 2017	\$234,339	\$248,851	+6.2%
October 2017	\$225,527	\$251,362	+11.5%
November 2017	\$223,655	\$250,895	+12.2%
December 2017	\$233,187	\$258,509	+10.9%
January 2018	\$217,638	\$243,695	+12.0%
February 2018	\$228,394	\$256,323	+12.2%
March 2018	\$242,149	\$267,235	+10.4%
April 2018	\$244,905	\$268,755	+9.7%
May 2018	\$252,915	\$272,404	+7.7%
June 2018	\$256,838	\$282,008	+9.8%
12-Month Avg	\$238,204	\$259,730	+9.0%

Historical Average Sales Price

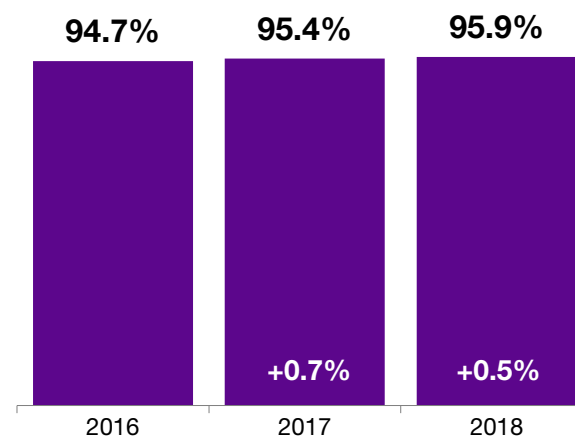
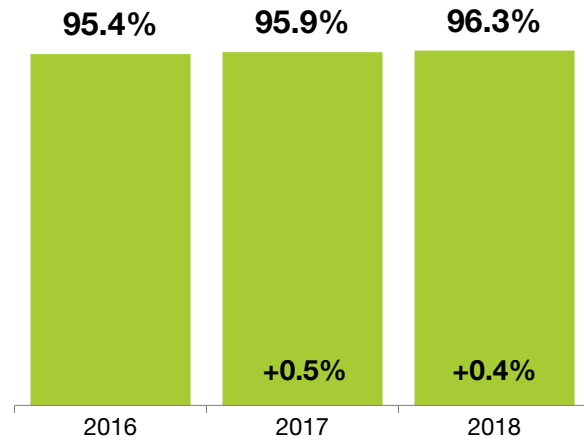


Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

June

Year To Date



Month	Prior Year	Current Year	+ / -
July 2017	95.7%	95.6%	-0.1%
August 2017	95.6%	95.6%	0.0%
September 2017	95.5%	95.7%	+0.2%
October 2017	95.0%	95.5%	+0.5%
November 2017	94.9%	95.4%	+0.5%
December 2017	94.8%	95.2%	+0.4%
January 2018	95.0%	95.4%	+0.4%
February 2018	94.6%	95.1%	+0.5%
March 2018	95.1%	96.0%	+0.9%
April 2018	95.6%	95.7%	+0.1%
May 2018	95.6%	96.3%	+0.7%
June 2018	95.9%	96.3%	+0.4%
12-Month Avg	95.3%	95.7%	+0.4%

Historical Percent of Original List Price Received

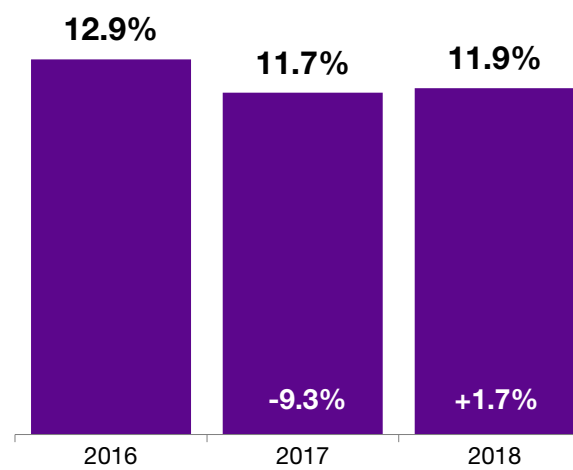
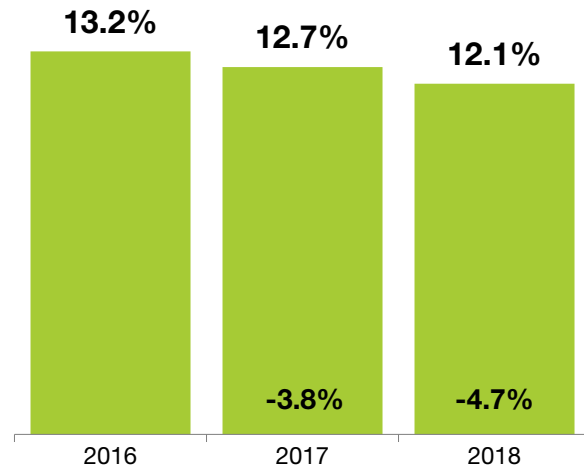


Percent of Properties Sold Over List Price

Percent of closed sales that sold for more than the most recent list price.

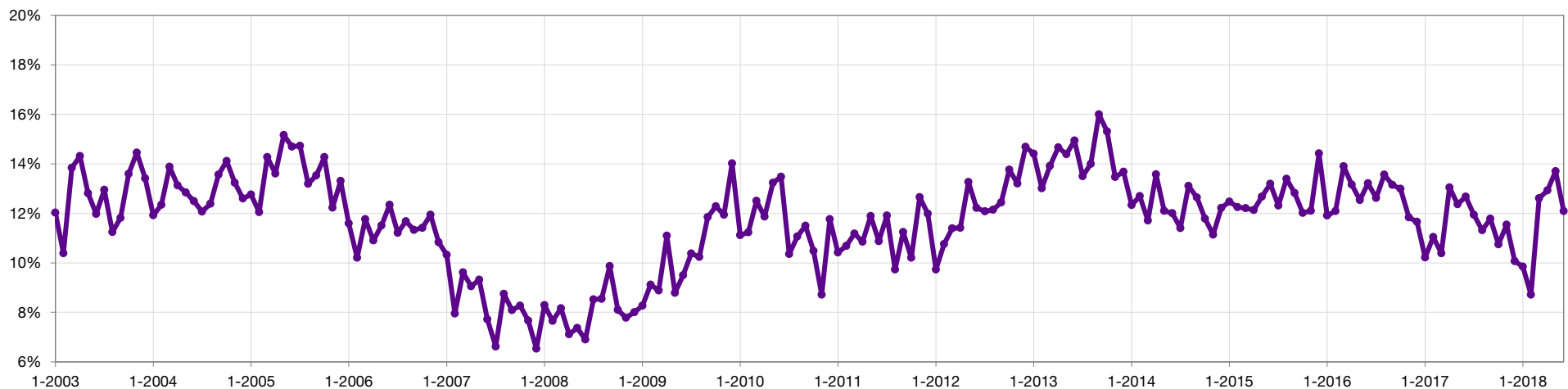
June

Year To Date



Month	Prior Year	Current Year	+ / -
July 2017	12.6%	11.9%	-5.6%
August 2017	13.6%	11.3%	-16.9%
September 2017	13.1%	11.8%	-9.9%
October 2017	13.0%	10.7%	-17.7%
November 2017	11.8%	11.5%	-2.5%
December 2017	11.7%	10.1%	-13.7%
January 2018	10.2%	9.8%	-3.9%
February 2018	11.0%	8.7%	-20.9%
March 2018	10.4%	12.6%	+21.2%
April 2018	13.0%	12.9%	-0.8%
May 2018	12.4%	13.7%	+10.5%
June 2018	12.7%	12.1%	-4.7%
12-Month Avg	12.2%	11.6%	-5.2%

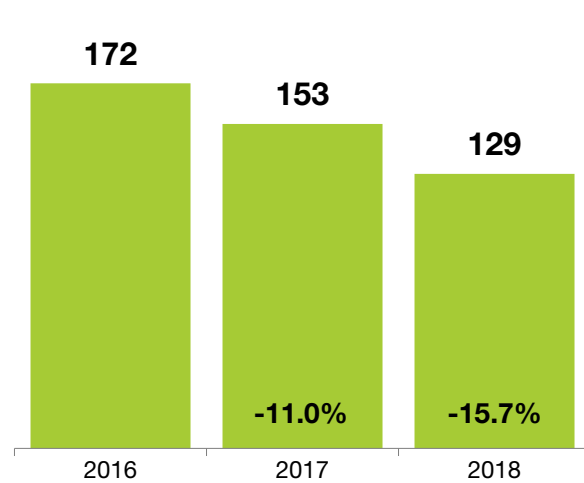
Historical Percent of Properties Sold Over List Price



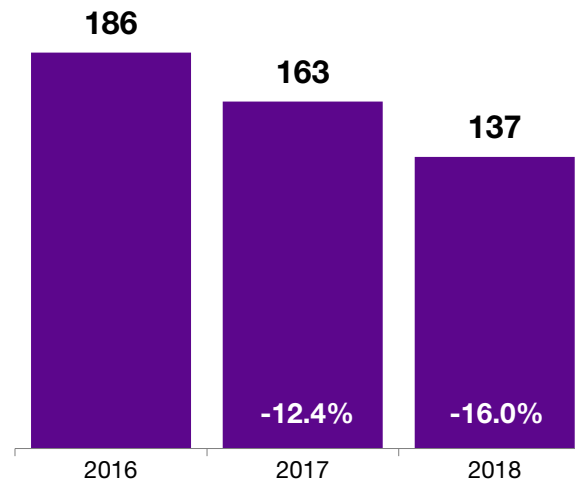
Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

June

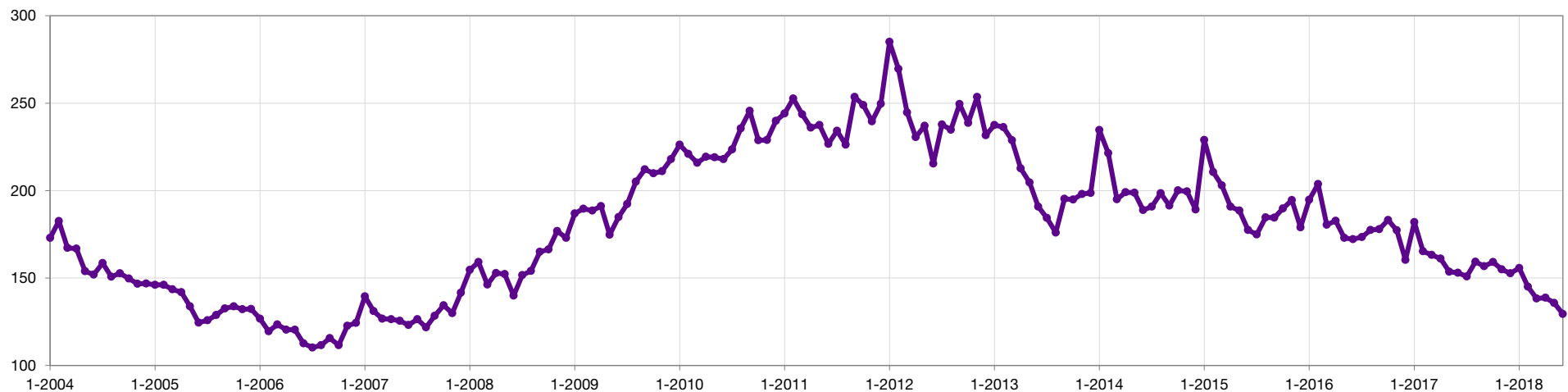


Year To Date



Month	Prior Year	Current Year	+ / -
July 2017	173	151	-12.7%
August 2017	177	159	-10.2%
September 2017	178	157	-11.8%
October 2017	183	159	-13.1%
November 2017	177	155	-12.4%
December 2017	160	153	-4.4%
January 2018	182	156	-14.3%
February 2018	165	145	-12.1%
March 2018	163	138	-15.3%
April 2018	161	139	-13.7%
May 2018	154	136	-11.7%
June 2018	153	129	-15.7%
12-Month Avg	169	148	-12.3%

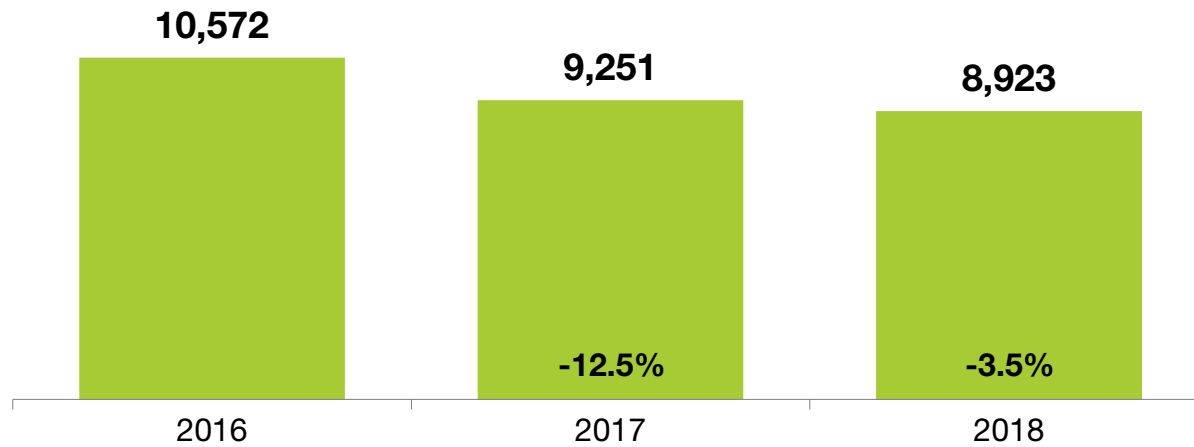
Historical Housing Affordability Index



Inventory of Homes for Sale

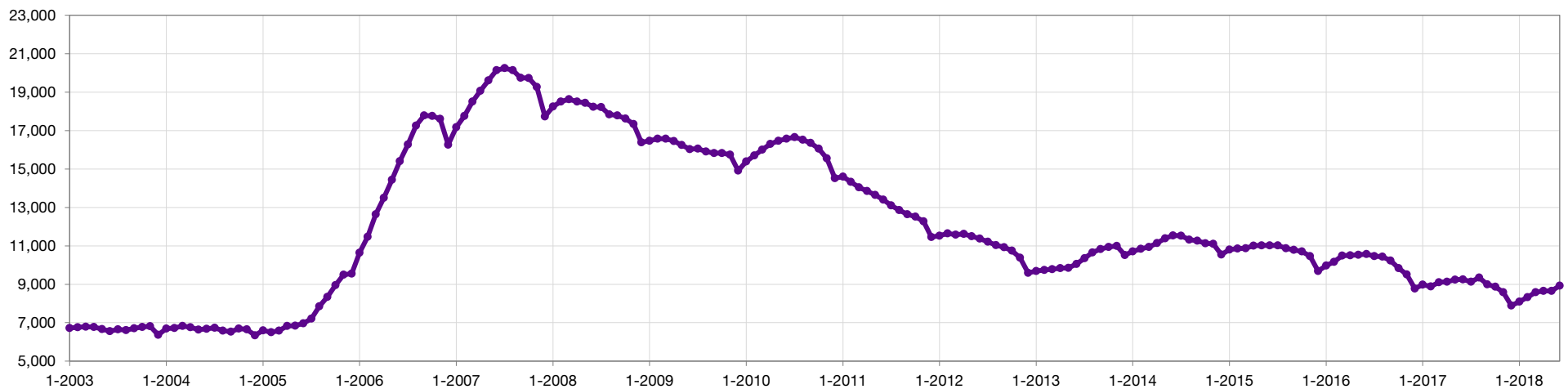
The number of properties available for sale in active status at the end of the month.

June



Month	Prior Year	Current Year	+ / -
July 2017	10,465	9,123	-12.8%
August 2017	10,438	9,349	-10.4%
September 2017	10,235	8,996	-12.1%
October 2017	9,834	8,871	-9.8%
November 2017	9,512	8,585	-9.7%
December 2017	8,776	7,888	-10.1%
January 2018	8,979	8,092	-9.9%
February 2018	8,889	8,329	-6.3%
March 2018	9,097	8,590	-5.6%
April 2018	9,129	8,656	-5.2%
May 2018	9,244	8,657	-6.4%
June 2018	9,251	8,923	-3.5%
12-Month Avg	9,487	8,672	-8.5%

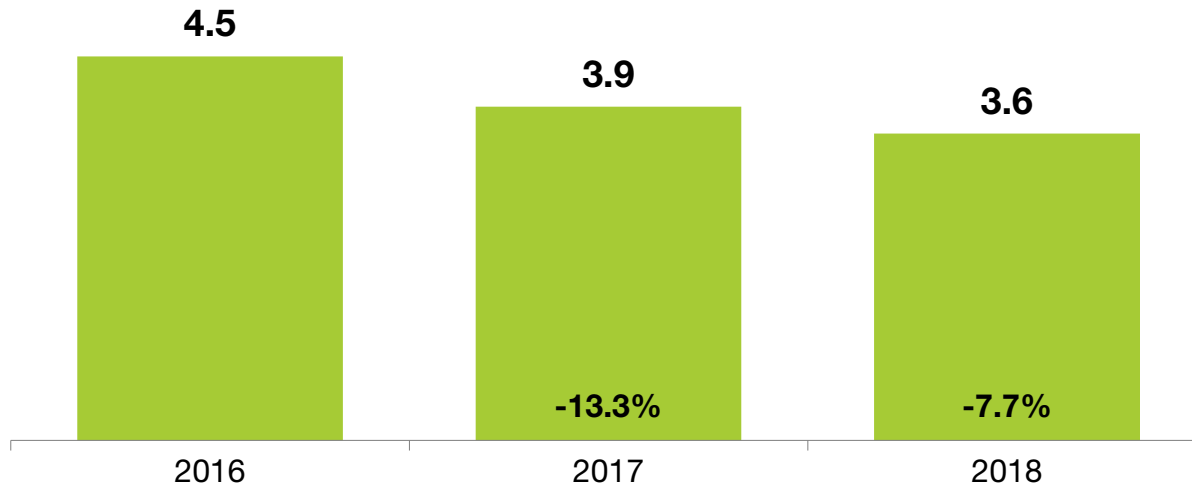
Historical Inventory of Homes for Sale



Months Supply of Inventory

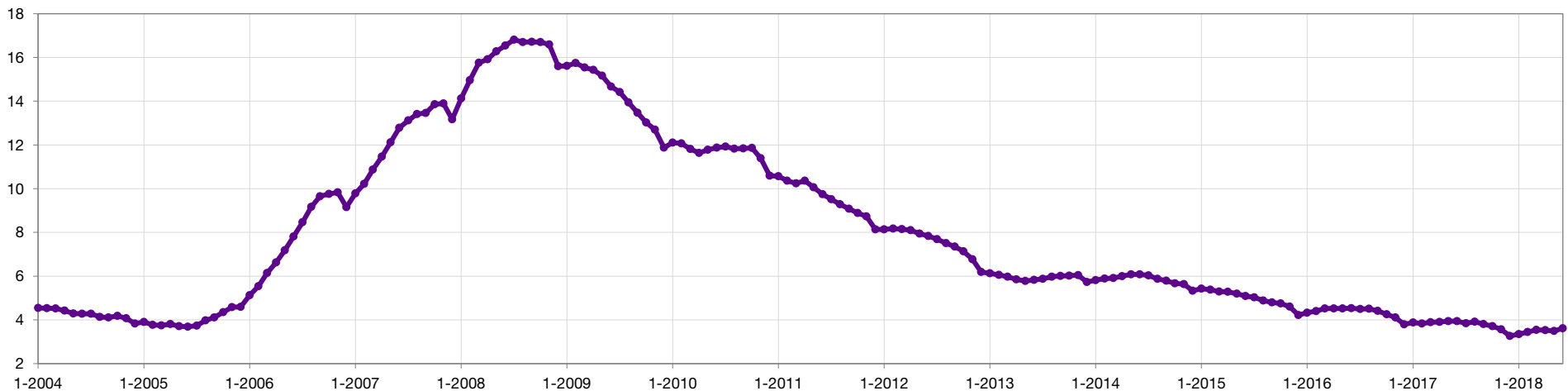
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

June



Month	Prior Year	Current Year	+ / -
July 2017	4.5	3.8	-15.6%
August 2017	4.5	3.9	-13.3%
September 2017	4.4	3.8	-13.6%
October 2017	4.3	3.7	-14.0%
November 2017	4.1	3.6	-12.2%
December 2017	3.8	3.3	-13.2%
January 2018	3.9	3.3	-15.4%
February 2018	3.8	3.4	-10.5%
March 2018	3.9	3.5	-10.3%
April 2018	3.9	3.5	-10.3%
May 2018	3.9	3.5	-10.3%
June 2018	3.9	3.6	-7.7%
12-Month Avg	4.1	3.6	-12.0%

Historical Months Supply of Inventory



Housing Supply Overview

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June 2018

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Quick Facts

+ 21.0%	+ 3.1%	+ 10.4%
Price Range With Strongest Sales: \$300,000 to \$499,999	Construction Status With Strongest Sales: Previously Owned	Property Type With Strongest Sales: Condo-Townhouse

Pending Sales	15
Days on Market Until Sale	16
Median Sales Price	17
Percent of Original List Price Received	18
Percent of Properties Sold Over List Price	19
Inventory of Homes for Sale	20
Months Supply of Inventory	21

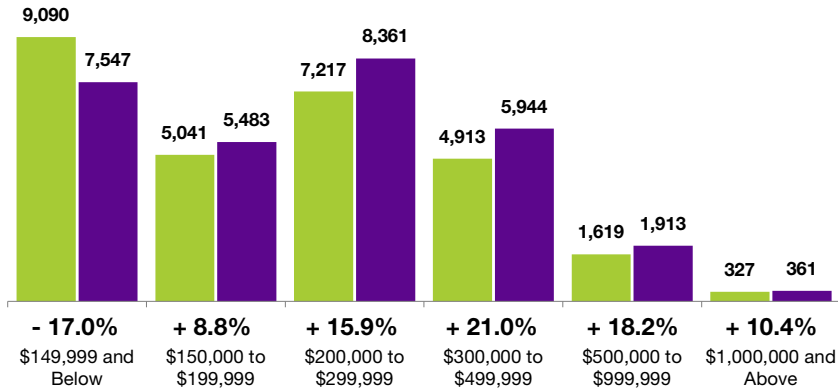


Pending Sales

A count of properties on which offers have been accepted. Based on a rolling 12-month total.

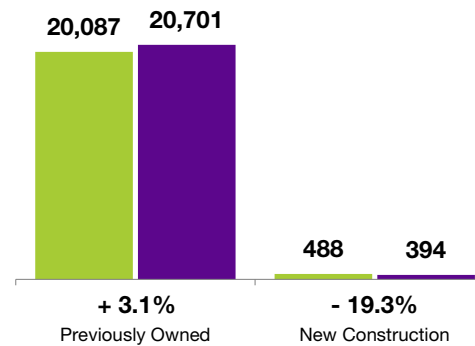
By Price Range

■ 6-2017 ■ 6-2018



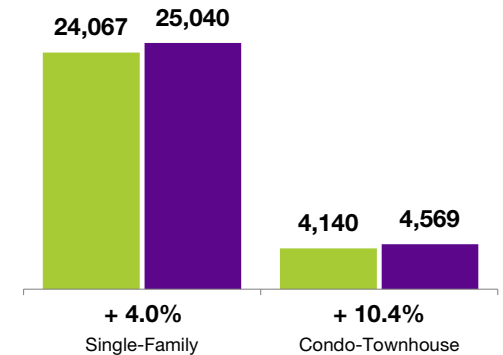
By Construction Status

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



All Properties

By Price Range	6-2017	6-2018	Change
\$149,999 and Below	9,090	7,547	- 17.0%
\$150,000 to \$199,999	5,041	5,483	+ 8.8%
\$200,000 to \$299,999	7,217	8,361	+ 15.9%
\$300,000 to \$499,999	4,913	5,944	+ 21.0%
\$500,000 to \$999,999	1,619	1,913	+ 18.2%
\$1,000,000 and Above	327	361	+ 10.4%
All Price Ranges	28,207	29,609	+ 5.0%

Single-Family

6-2017	6-2018	Change	6-2017	6-2018	Change
6,830	5,475	- 19.8%	2,260	2,072	- 8.3%
4,241	4,329	+ 2.1%	800	1,154	+ 44.3%
6,677	7,645	+ 14.5%	540	716	+ 32.6%
4,574	5,554	+ 21.4%	339	390	+ 15.0%
1,464	1,727	+ 18.0%	155	186	+ 20.0%
281	310	+ 10.3%	46	51	+ 10.9%
24,067	25,040	+ 4.0%	4,140	4,569	+ 10.4%

Condo-Townhouse

By Construction Status	6-2017	6-2018	Change
Previously Owned	20,087	20,701	+ 3.1%
New Construction	488	394	- 19.3%
All Property Types	28,207	29,609	+ 5.0%

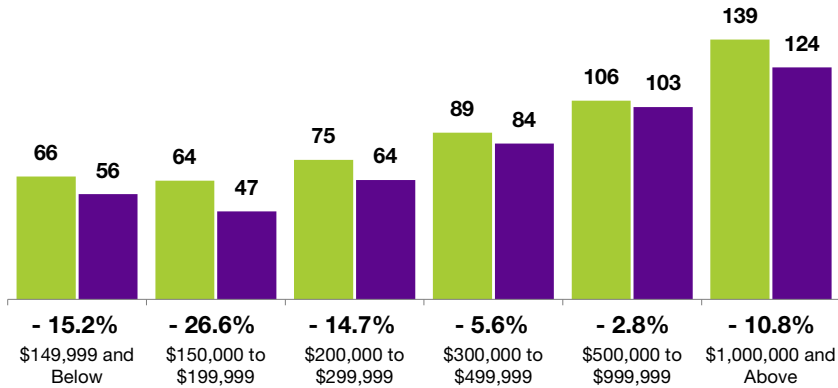
6-2017	6-2018	Change	6-2017	6-2018	Change
4,488	4,738	+ 5.6%	272	220	- 19.1%
20	5	- 75.0%	3,980	4,339	+ 9.0%
24,067	25,040	+ 4.0%	4,140	4,569	+ 10.4%

Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.

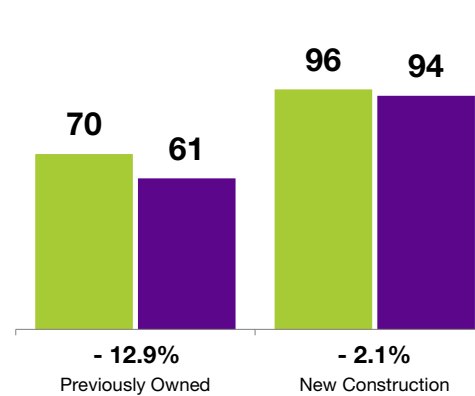
By Price Range

■ 6-2017 ■ 6-2018



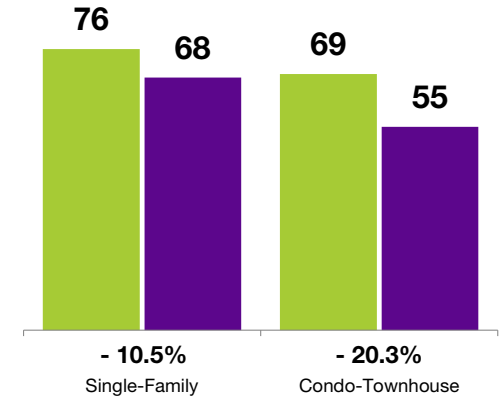
By Construction Status

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



All Properties

By Price Range	6-2017	6-2018	Change
\$149,999 and Below	66	56	-15.2%
\$150,000 to \$199,999	64	47	-26.6%
\$200,000 to \$299,999	75	64	-14.7%
\$300,000 to \$499,999	89	84	-5.6%
\$500,000 to \$999,999	106	103	-2.8%
\$1,000,000 and Above	139	124	-10.8%
All Price Ranges	75	66	-12.0%

Single-Family

6-2017	6-2018	Change	6-2017	6-2018	Change
70	61	-12.9%	54	43	-20.4%
63	47	-25.4%	70	47	-32.9%
73	64	-12.3%	93	68	-26.9%
89	83	-6.7%	99	88	-11.1%
105	103	-1.9%	122	102	-16.4%
135	129	-4.4%	166	97	-41.6%
76	68	-10.5%	69	55	-20.3%

Condo-Townhouse

By Construction Status	6-2017	6-2018	Change
Previously Owned	70	61	-12.9%
New Construction	96	94	-2.1%
All Property Types	75	66	-12.0%

6-2017	6-2018	Change	6-2017	6-2018	Change
72	62	-13.9%	64	52	-18.8%
96	95	-1.0%	104	82	-21.2%
76	68	-10.5%	69	55	-20.3%

Median Sales Price

Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

By Construction Status

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



All Properties

By Construction Status	6-2017	6-2018	Change
Previously Owned	\$178,500	\$199,000	+ 11.5%
New Construction	\$280,000	\$289,905	+ 3.5%
All Construction Statuses	\$195,000	\$215,000	+ 10.3%

Single-Family

6-2017	6-2018	Change
\$188,000	\$211,000	+ 12.2%
\$293,237	\$299,134	+ 2.0%
\$208,000	\$229,000	+ 10.1%

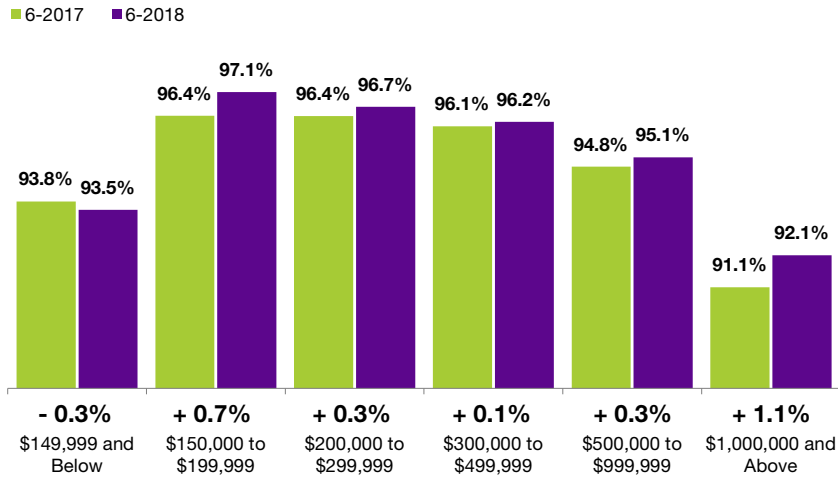
Condo-Townhouse

6-2017	6-2018	Change
\$135,125	\$149,000	+ 10.3%
\$155,900	\$186,990	+ 19.9%
\$139,500	\$154,505	+ 10.8%

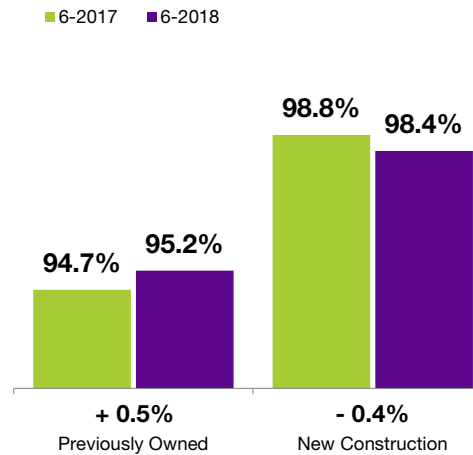
Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

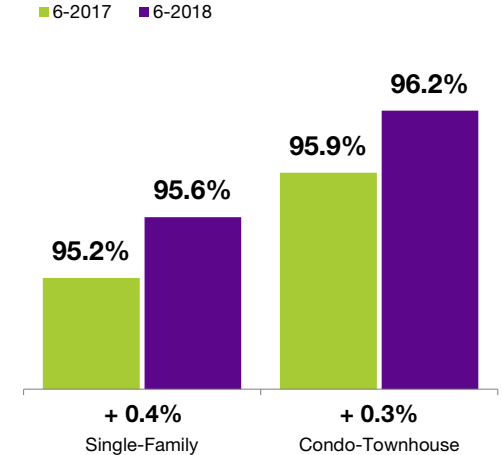
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	6-2017	6-2018	Change
\$149,999 and Below	93.8%	93.5%	- 0.3%
\$150,000 to \$199,999	96.4%	97.1%	+ 0.7%
\$200,000 to \$299,999	96.4%	96.7%	+ 0.3%
\$300,000 to \$499,999	96.1%	96.2%	+ 0.1%
\$500,000 to \$999,999	94.8%	95.1%	+ 0.3%
\$1,000,000 and Above	91.1%	92.1%	+ 1.1%
All Price Ranges	95.3%	95.7%	+ 0.4%

Single-Family

6-2017	6-2018	Change	6-2017	6-2018	Change
93.1%	92.7%	- 0.4%	95.7%	95.7%	0.0%
96.3%	97.1%	+ 0.8%	96.9%	97.3%	+ 0.4%
96.4%	96.7%	+ 0.3%	95.8%	96.7%	+ 0.9%
96.1%	96.2%	+ 0.1%	95.8%	96.2%	+ 0.4%
94.9%	95.1%	+ 0.2%	94.1%	95.1%	+ 1.1%
91.0%	92.0%	+ 1.1%	91.9%	92.7%	+ 0.9%
95.2%	95.6%	+ 0.4%	95.9%	96.2%	+ 0.3%

Condo-Townhouse

By Construction Status	6-2017	6-2018	Change
Previously Owned	94.7%	95.2%	+ 0.5%
New Construction	98.8%	98.4%	- 0.4%
All Property Types	95.3%	95.7%	+ 0.4%

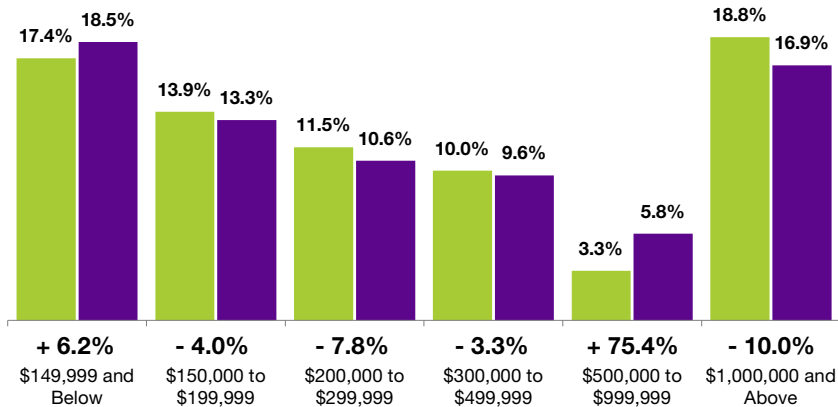
6-2017	6-2018	Change	6-2017	6-2018	Change
94.5%	95.0%	+ 0.5%	95.3%	95.9%	+ 0.6%
98.7%	98.3%	- 0.4%	100.1%	99.1%	- 1.0%
95.2%	95.6%	+ 0.4%	95.9%	96.2%	+ 0.3%

Percent of Properties Sold Over List Price

Percent of closed sales that sold for more than the most recent list price. Based on a rolling 12-month average.

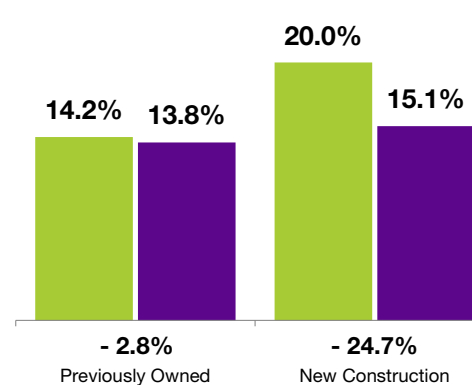
By Price Range

■ 6-2017 ■ 6-2018



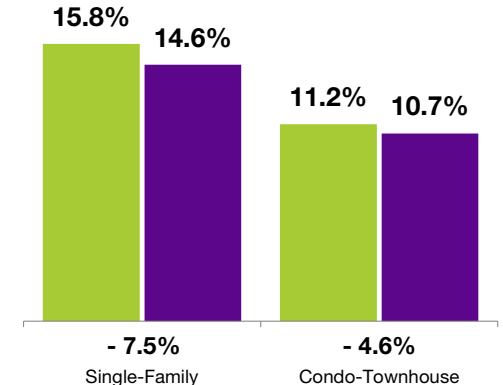
By Construction Status

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



All Properties

By Price Range	6-2017	6-2018	Change
\$149,999 and Below	17.4%	18.5%	+ 6.2%
\$150,000 to \$199,999	13.9%	13.3%	- 4.0%
\$200,000 to \$299,999	11.5%	10.6%	- 7.8%
\$300,000 to \$499,999	10.0%	9.6%	- 3.3%
\$500,000 to \$999,999	3.3%	5.8%	+ 75.4%
\$1,000,000 and Above	18.8%	16.9%	- 10.0%
All Price Ranges	15.2%	14.0%	- 7.5%

Single-Family

6-2017	6-2018	Change	6-2017	6-2018	Change
18.6%	20.2%	+ 8.8%	10.9%	11.6%	+ 6.3%
14.4%	13.7%	- 4.7%	7.7%	9.2%	+ 19.7%
11.9%	10.6%	- 11.0%	6.4%	11.1%	+ 72.9%
10.6%	10.2%	- 3.4%	3.7%	4.3%	+ 17.1%
3.7%	6.4%	+ 72.9%	0.0%	1.6%	0.0%
20.4%	18.7%	- 8.3%	13.9%	12.3%	- 11.3%
15.8%	14.6%	- 7.5%	11.2%	10.7%	- 4.6%

Condo-Townhouse

By Construction Status	6-2017	6-2018	Change
Previously Owned	14.2%	13.8%	- 2.8%
New Construction	20.0%	15.1%	- 24.7%
All Property Types	15.2%	14.0%	- 7.5%

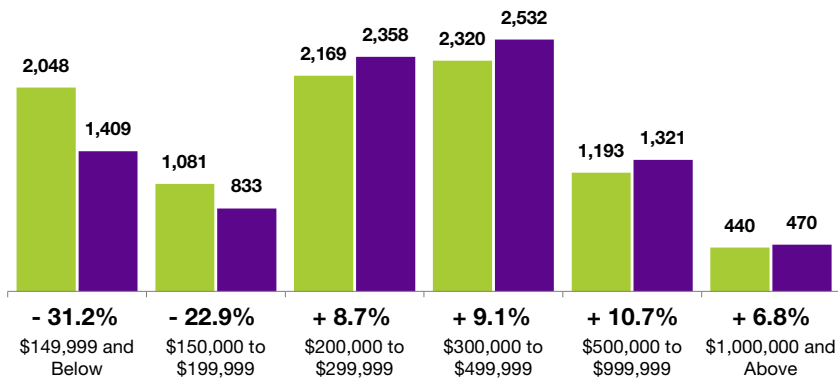
6-2017	6-2018	Change	6-2017	6-2018	Change
14.9%	14.5%	- 2.4%	10.5%	10.3%	- 2.5%
20.4%	15.1%	- 26.0%	16.7%	14.9%	- 10.7%
15.8%	14.6%	- 7.5%	11.2%	10.7%	- 4.6%

Inventory of Homes for Sale

The number of properties available for sale in active status at the end of the most recent month. **Based on one month of activity.**

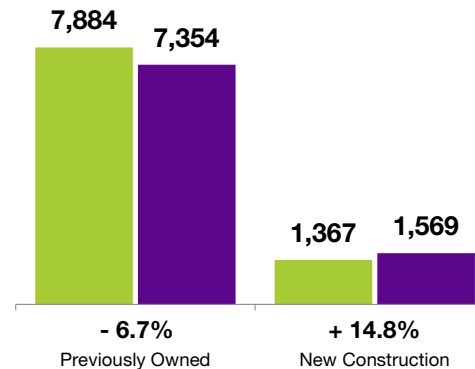
By Price Range

■ 6-2017 ■ 6-2018



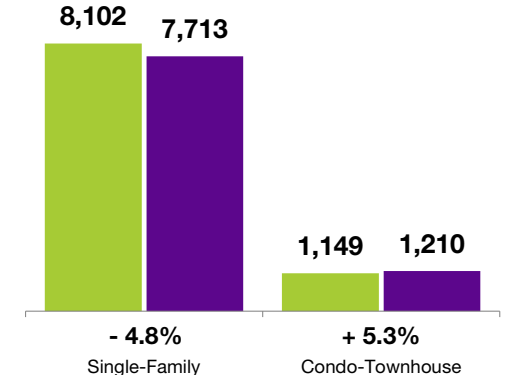
By Construction Status

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



All Properties

By Price Range	6-2017	6-2018	Change
\$149,999 and Below	2,048	1,409	- 31.2%
\$150,000 to \$199,999	1,081	833	- 22.9%
\$200,000 to \$299,999	2,169	2,358	+ 8.7%
\$300,000 to \$499,999	2,320	2,532	+ 9.1%
\$500,000 to \$999,999	1,193	1,321	+ 10.7%
\$1,000,000 and Above	440	470	+ 6.8%
All Price Ranges	9,251	8,923	- 3.5%

Single-Family

6-2017	6-2018	Change	6-2017	6-2018	Change
1,660	1,100	- 33.7%	388	309	- 20.4%
890	609	- 31.6%	191	224	+ 17.3%
1,960	2,137	+ 9.0%	209	221	+ 5.7%
2,113	2,282	+ 8.0%	207	250	+ 20.8%
1,078	1,165	+ 8.1%	115	156	+ 35.7%
401	420	+ 4.7%	39	50	+ 28.2%
8,102	7,713	- 4.8%	1,149	1,210	+ 5.3%

Condo-Townhouse

By Construction Status	6-2017	6-2018	Change
Previously Owned	7,884	7,354	- 6.7%
New Construction	1,367	1,569	+ 14.8%
All Property Types	9,251	8,923	- 3.5%

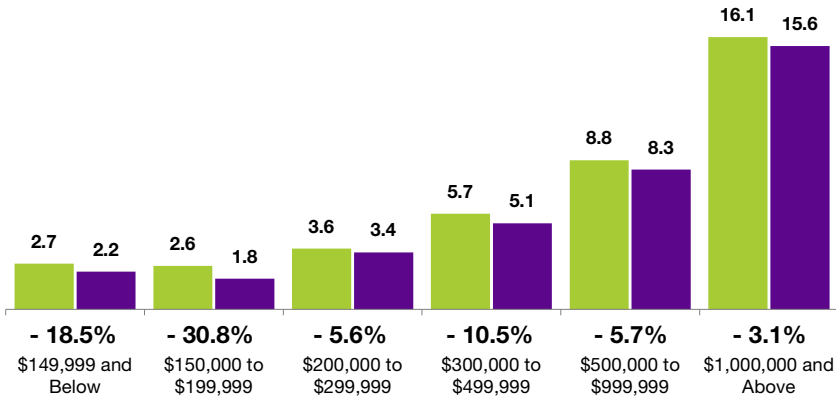
6-2017	6-2018	Change	6-2017	6-2018	Change
6,863	6,254	- 8.9%	1,021	1,100	+ 7.7%
1,239	1,459	+ 17.8%	128	110	- 14.1%
8,102	7,713	- 4.8%	1,149	1,210	+ 5.3%

Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, based on one month of activity, divided by the average monthly pending sales from the last 12 months.

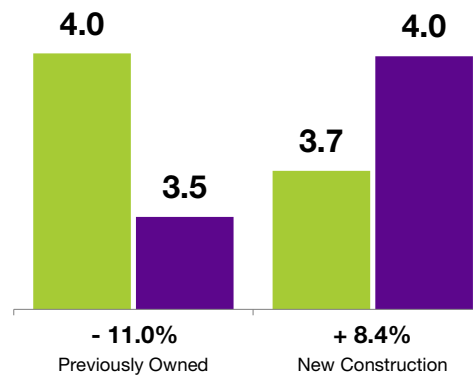
By Price Range

■ 6-2017 ■ 6-2018



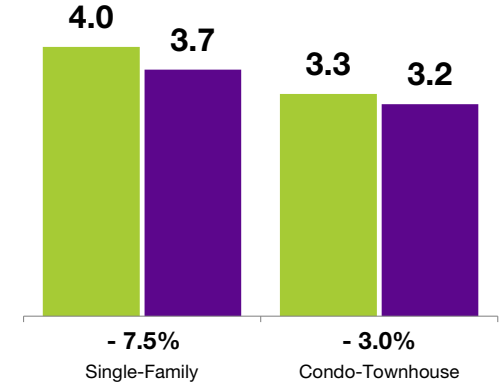
By Construction Status

■ 6-2017 ■ 6-2018



By Property Type

■ 6-2017 ■ 6-2018



All Properties

By Price Range	6-2017	6-2018	Change
\$149,999 and Below	2.7	2.2	- 18.5%
\$150,000 to \$199,999	2.6	1.8	- 30.8%
\$200,000 to \$299,999	3.6	3.4	- 5.6%
\$300,000 to \$499,999	5.7	5.1	- 10.5%
\$500,000 to \$999,999	8.8	8.3	- 5.7%
\$1,000,000 and Above	16.1	15.6	- 3.1%
All Price Ranges	3.9	3.6	- 7.7%

Single-Family

6-2017	6-2018	Change	6-2017	6-2018	Change
2.9	2.4	- 17.2%	2.1	1.8	- 14.3%
2.5	1.7	- 32.0%	2.9	2.3	- 20.7%
3.5	3.4	- 2.9%	4.6	3.7	- 19.6%
5.5	4.9	- 10.9%	7.3	7.7	+ 5.5%
8.8	8.1	- 8.0%	8.9	10.1	+ 13.5%
17.1	16.3	- 4.7%	10.2	11.8	+ 15.7%
4.0	3.7	- 7.5%	3.3	3.2	- 3.0%

Condo-Townhouse

By Construction Status	6-2017	6-2018	Change
Previously Owned	4.0	3.5	- 11.0%
New Construction	3.7	4.0	+ 8.4%
All Property Types	3.9	3.6	- 7.7%

6-2017	6-2018	Change	6-2017	6-2018	Change
4.1	3.6	- 11.6%	3.4	3.2	- 5.8%
3.7	4.0	+ 8.0%	3.1	3.4	+ 6.4%
4.0	3.7	- 7.5%	3.3	3.2	- 3.0%

Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Southside / Mandarin / Bartram

Region 01

+ 5.4%

Change in
New Listings

- 5.5%

Change in
Closed Sales

+ 9.0%

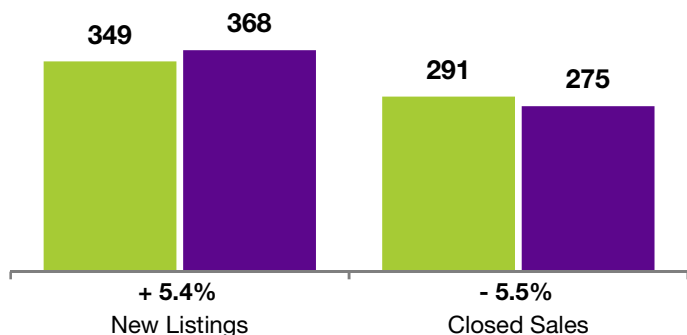
Change in
Median Sales Price

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	349	368	+ 5.4%	1,918	2,005	+ 4.5%
Closed Sales	291	275	- 5.5%	1,375	1,398	+ 1.7%
Median Sales Price*	\$222,000	\$242,000	+ 9.0%	\$225,000	\$235,000	+ 4.4%
Percent of Original List Price Received*	96.8%	96.5%	- 0.3%	96.3%	96.1%	- 0.2%
Percent of Properties Sold Over List Price*	17.5%	16.7%	- 4.6%	14.6%	14.8%	+ 1.4%
Days on Market Until Sale	53	49	- 7.5%	61	56	- 8.2%
Inventory of Homes for Sale	786	775	- 1.4%	--	--	--
Months Supply of Inventory	3.5	3.3	- 5.7%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

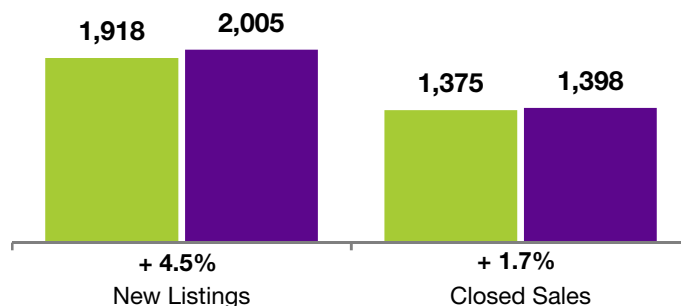
June

■ 2017 ■ 2018

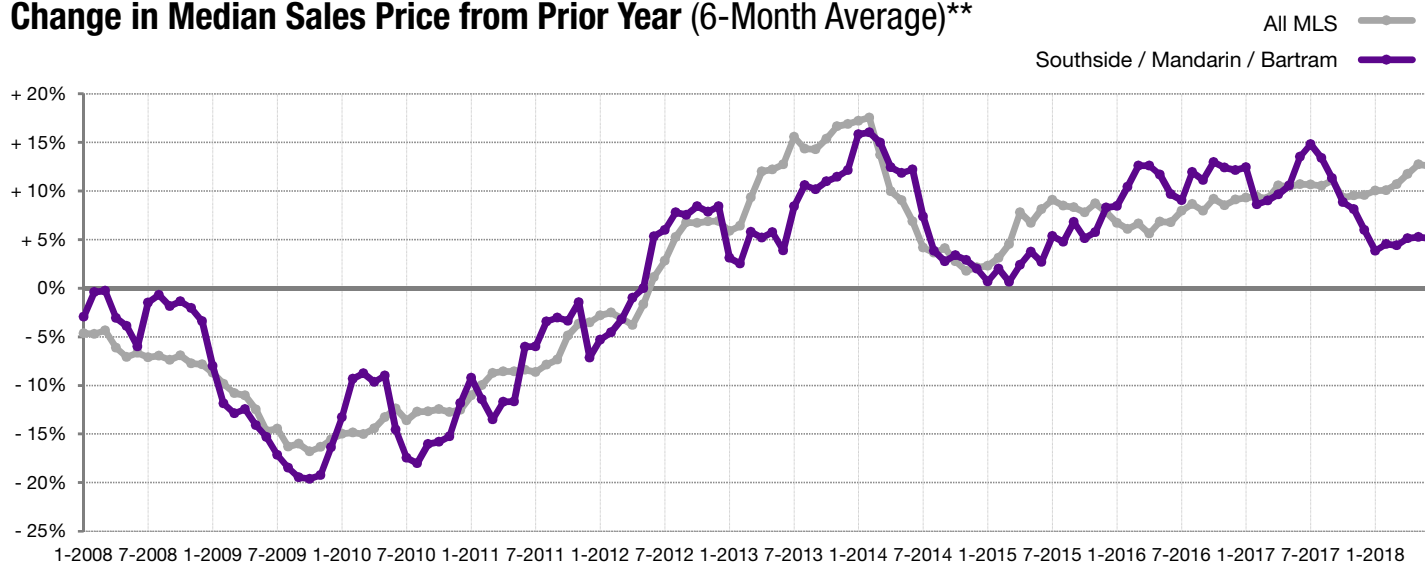


Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of July 8, 2018. All data from Northeast Florida Multiple Listing Service. | Powered by ShowingTime 10K.

Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Southside

+ 12.4%

Change in
New Listings

+ 2.1%

Change in
Closed Sales

+ 2.3%

Change in
Median Sales Price

Region 02

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	388	436	+ 12.4%	2,253	2,516	+ 11.7%
Closed Sales	334	341	+ 2.1%	1,762	1,815	+ 3.0%
Median Sales Price*	\$215,000	\$219,997	+ 2.3%	\$188,000	\$210,000	+ 11.7%
Percent of Original List Price Received*	97.0%	96.8%	- 0.2%	96.4%	96.4%	0.0%
Percent of Properties Sold Over List Price*	16.8%	14.1%	- 16.1%	13.7%	15.5%	+ 13.1%
Days on Market Until Sale	61	43	- 29.5%	67	50	- 25.4%
Inventory of Homes for Sale	874	841	- 3.8%	--	--	--
Months Supply of Inventory	3.1	2.8	- 9.7%	--	--	--

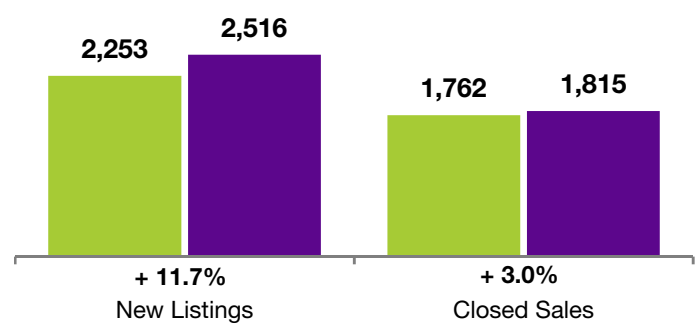
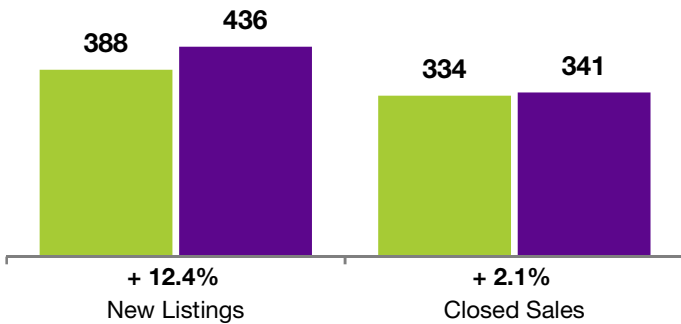
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

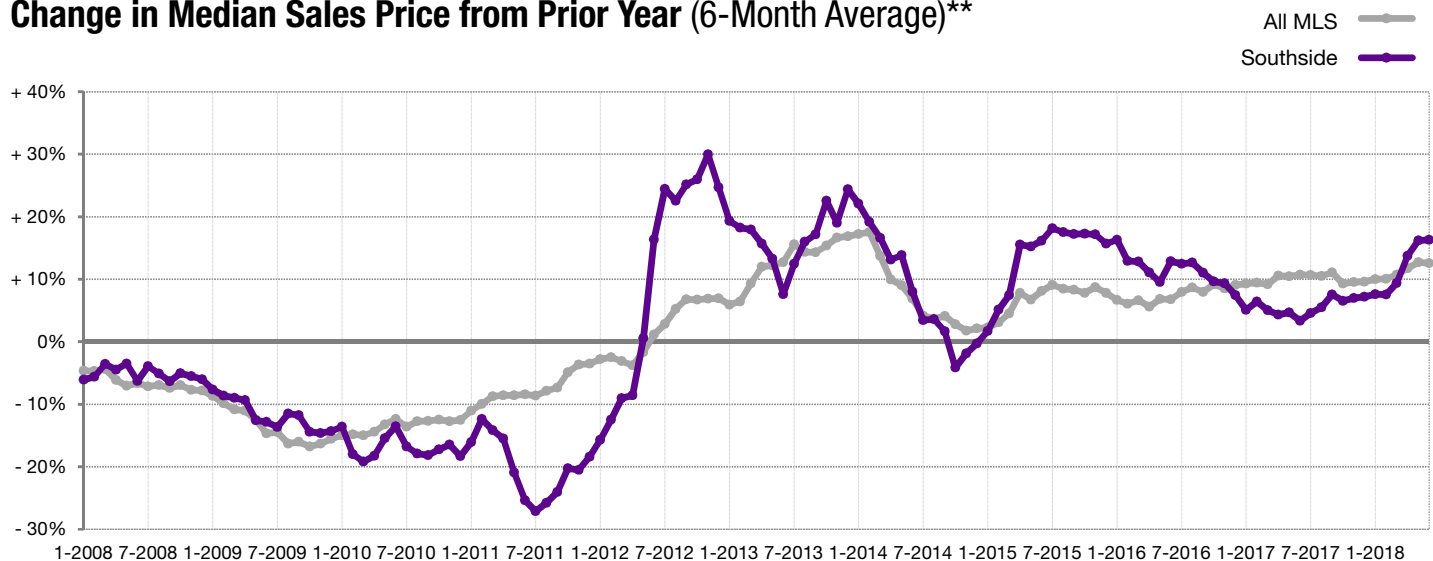
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of July 8, 2018. All data from Northeast Florida Multiple Listing Service. | Powered by ShowingTime 10K.

Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Riverside / Avondale / Ortega

Region 03

+ 7.7%

- 39.1%

+ 21.9%

Change in
New Listings

Change in
Closed Sales

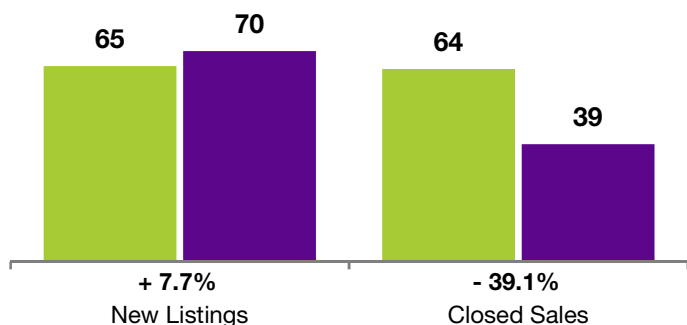
Change in
Median Sales Price

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	65	70	+ 7.7%	404	433	+ 7.2%
Closed Sales	64	39	- 39.1%	284	257	- 9.5%
Median Sales Price*	\$291,110	\$355,000	+ 21.9%	\$260,000	\$285,000	+ 9.6%
Percent of Original List Price Received*	93.7%	95.6%	+ 2.0%	93.0%	94.7%	+ 1.8%
Percent of Properties Sold Over List Price*	10.9%	12.8%	+ 17.4%	7.7%	10.1%	+ 31.2%
Days on Market Until Sale	77	53	- 31.2%	83	68	- 18.1%
Inventory of Homes for Sale	191	206	+ 7.9%	--	--	--
Months Supply of Inventory	4.0	4.8	+ 20.0%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

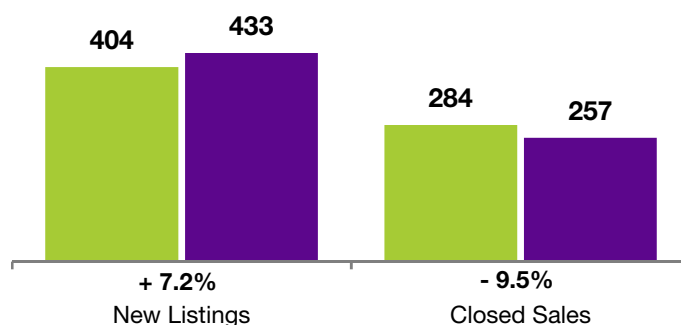
June

■ 2017 ■ 2018

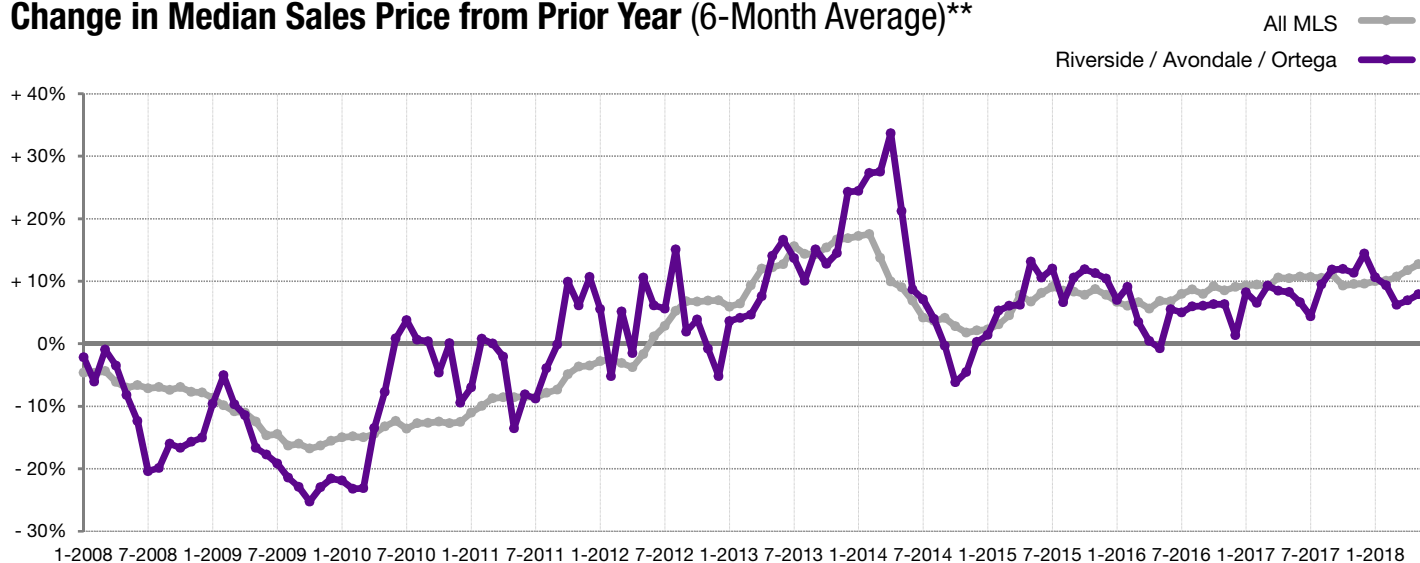


Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of July 8, 2018. All data from Northeast Florida Multiple Listing Service. | Powered by ShowingTime 10K.

Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Arlington / Fort Caroline

Region 04

+ 10.9%

- 15.5%

+ 2.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	229	254	+ 10.9%	1,354	1,297	- 4.2%
Closed Sales	207	175	- 15.5%	1,032	908	- 12.0%
Median Sales Price*	\$195,000	\$200,000	+ 2.6%	\$175,000	\$192,250	+ 9.9%
Percent of Original List Price Received*	96.1%	96.6%	+ 0.5%	96.5%	96.6%	+ 0.1%
Percent of Properties Sold Over List Price*	16.4%	15.4%	- 6.1%	18.1%	19.9%	+ 9.9%
Days on Market Until Sale	45	47	+ 4.4%	58	52	- 10.3%
Inventory of Homes for Sale	520	429	- 17.5%	--	--	--
Months Supply of Inventory	3.2	2.6	- 18.8%	--	--	--

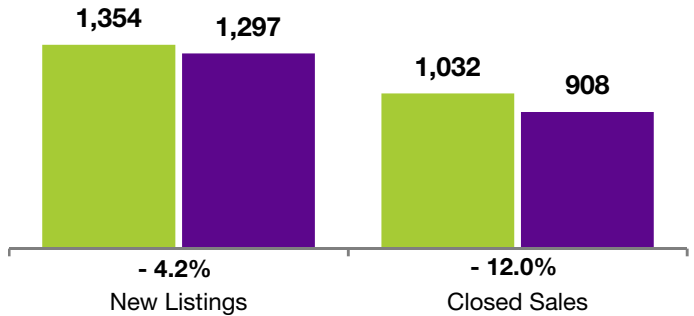
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

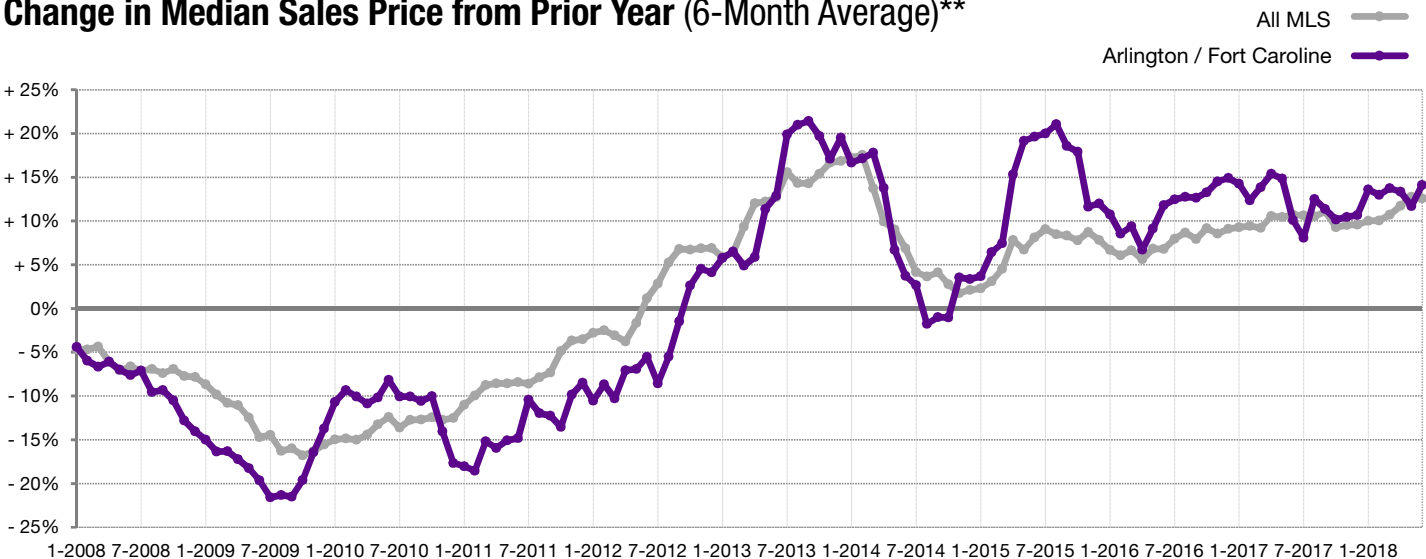
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Hyde Grove / Murray Hill / Lakeshore / Wesconnett

+ 11.5%

- 18.3%

+ 12.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 05

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	139	155	+ 11.5%	747	834	+ 11.6%
Closed Sales	120	98	- 18.3%	616	605	- 1.8%
Median Sales Price*	\$125,450	\$140,500	+ 12.0%	\$117,500	\$130,000	+ 10.6%
Percent of Original List Price Received*	96.6%	97.2%	+ 0.6%	94.8%	96.2%	+ 1.5%
Percent of Properties Sold Over List Price*	22.5%	21.4%	- 4.9%	18.2%	21.2%	+ 16.5%
Days on Market Until Sale	57	43	- 24.6%	70	48	- 31.4%
Inventory of Homes for Sale	269	256	- 4.8%	--	--	--
Months Supply of Inventory	2.7	2.4	- 11.1%	--	--	--

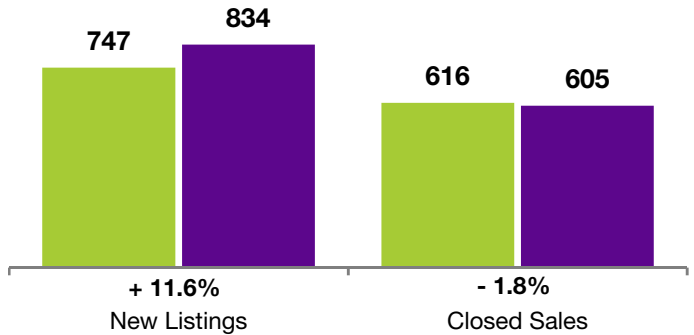
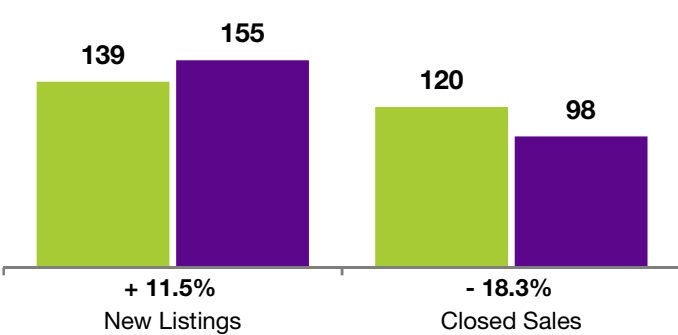
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2017 ■ 2018

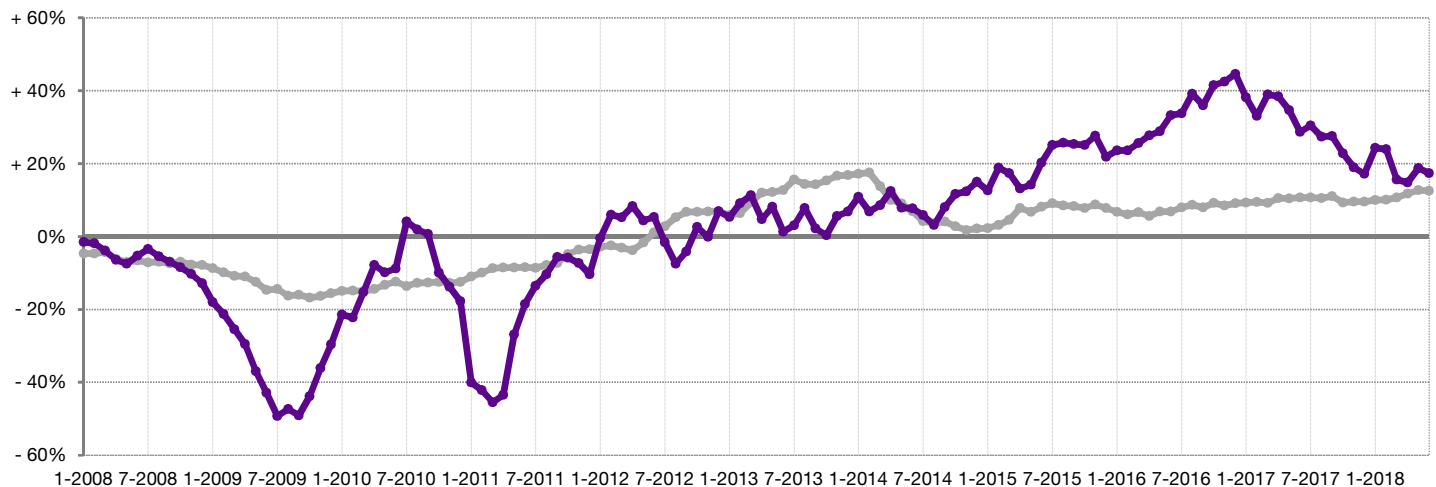
Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS —
Hyde Grove / Murray Hill / Lakeshore / Wesconnett —



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of July 8, 2018. All data from Northeast Florida Multiple Listing Service. | Powered by ShowingTime 10K.

Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



West Jacksonville

+ 26.3%

- 5.8%

+ 16.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 06

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	171	216	+ 26.3%	1,019	1,052	+ 3.2%
Closed Sales	154	145	- 5.8%	770	794	+ 3.1%
Median Sales Price*	\$154,750	\$179,900	+ 16.3%	\$150,000	\$172,000	+ 14.7%
Percent of Original List Price Received*	96.3%	97.8%	+ 1.6%	96.1%	97.3%	+ 1.2%
Percent of Properties Sold Over List Price*	21.4%	18.6%	- 13.1%	18.3%	21.0%	+ 14.8%
Days on Market Until Sale	54	44	- 18.5%	59	56	- 5.1%
Inventory of Homes for Sale	396	354	- 10.6%	--	--	--
Months Supply of Inventory	3.0	2.5	- 16.7%	--	--	--

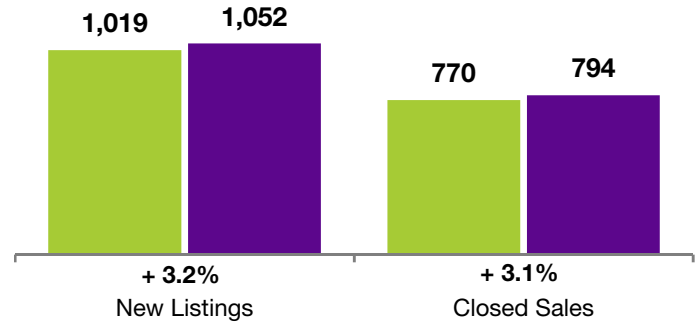
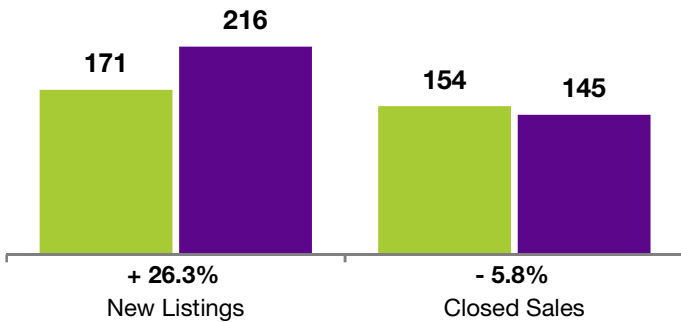
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

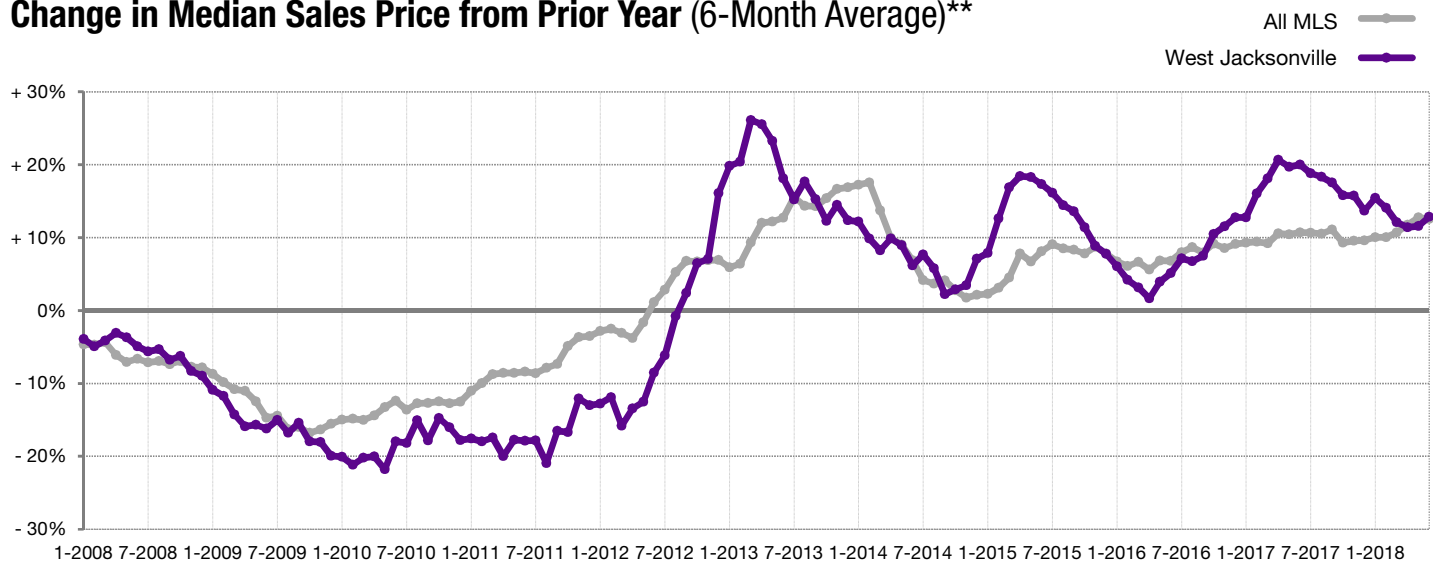
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



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Local Market Update – June 2018

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+ 8.9%

Change in
New Listings

+ 4.2%

Change in
Closed Sales

- 2.3%

Change in
Median Sales Price

Springfield / Downtown / Paxon / Trout River South / Downtown Jacksonville - E

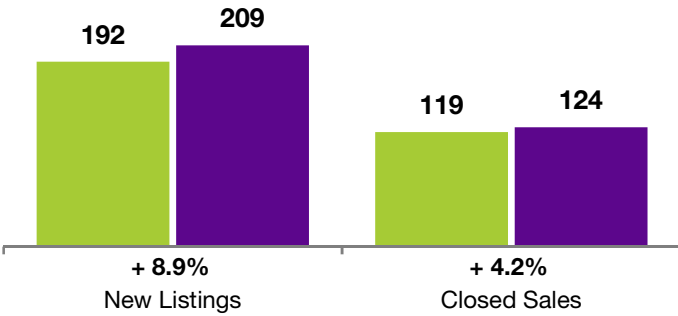
Region 07

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	192	209	+ 8.9%	982	1,122	+ 14.3%
Closed Sales	119	124	+ 4.2%	638	606	- 5.0%
Median Sales Price*	\$55,100	\$53,850	- 2.3%	\$46,950	\$55,460	+ 18.1%
Percent of Original List Price Received*	90.9%	91.9%	+ 1.1%	90.5%	92.0%	+ 1.7%
Percent of Properties Sold Over List Price*	14.5%	11.3%	- 22.1%	14.2%	13.1%	- 7.7%
Days on Market Until Sale	67	47	- 29.9%	73	55	- 24.7%
Inventory of Homes for Sale	451	433	- 4.0%	--	--	--
Months Supply of Inventory	4.5	4.1	- 8.9%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

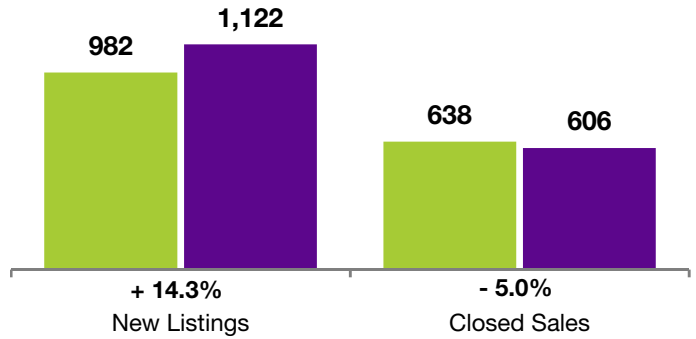
June

■ 2017 ■ 2018



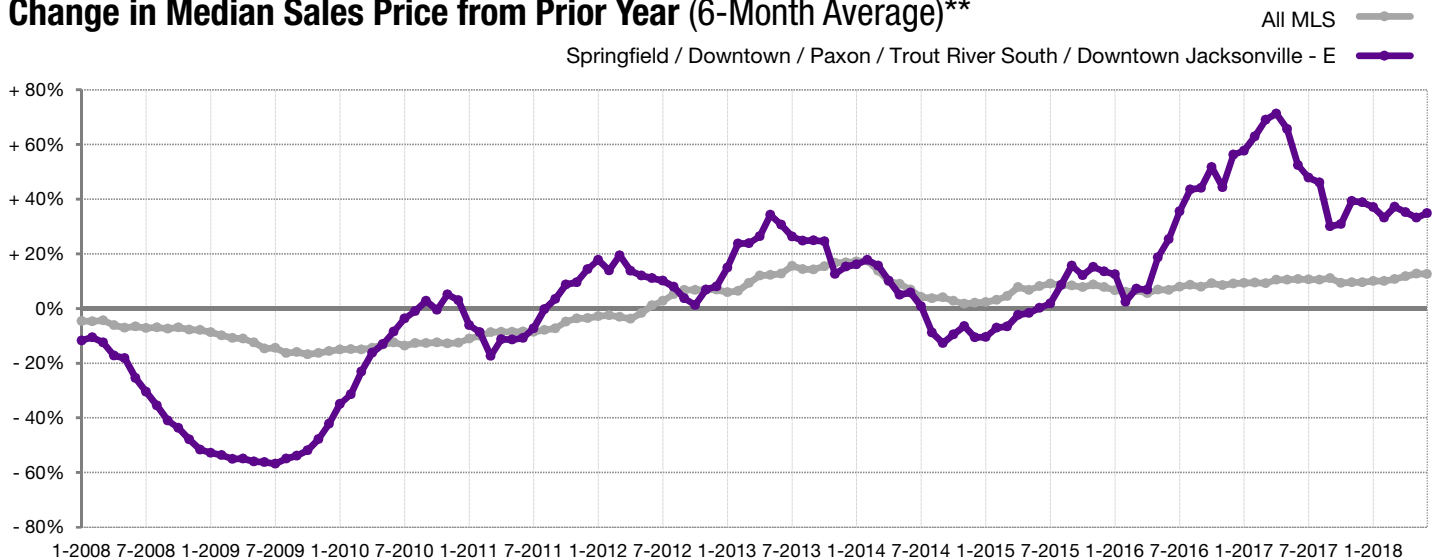
Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**

Springfield / Downtown / Paxon / Trout River South / Downtown Jacksonville - E



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Local Market Update – June 2018

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Marietta / Whitehouse / Baldwin / Garden St / Dinsmore

- 6.7%

+ 10.0%

+ 20.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

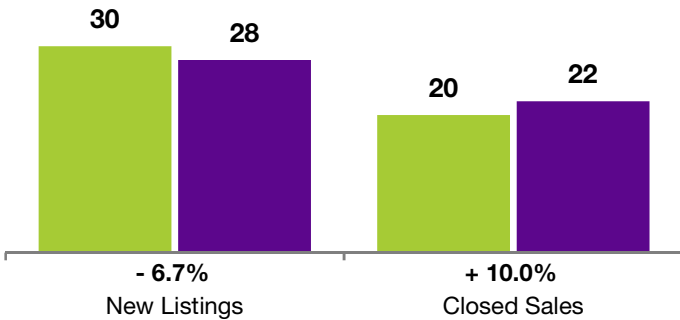
Region 08

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	30	28	- 6.7%	139	197	+ 41.7%
Closed Sales	20	22	+ 10.0%	114	122	+ 7.0%
Median Sales Price*	\$142,500	\$171,388	+ 20.3%	\$145,500	\$172,388	+ 18.5%
Percent of Original List Price Received*	95.7%	95.7%	0.0%	93.5%	96.0%	+ 2.7%
Percent of Properties Sold Over List Price*	25.0%	31.8%	+ 27.2%	14.9%	23.0%	+ 54.4%
Days on Market Until Sale	75	38	- 49.3%	72	52	- 27.8%
Inventory of Homes for Sale	65	73	+ 12.3%	--	--	--
Months Supply of Inventory	3.2	3.4	+ 6.3%	--	--	--

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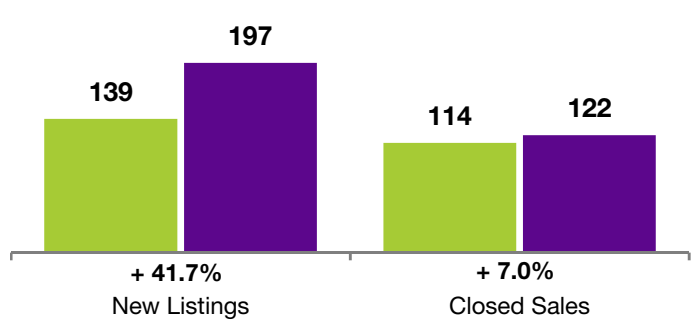
June

■ 2017 ■ 2018

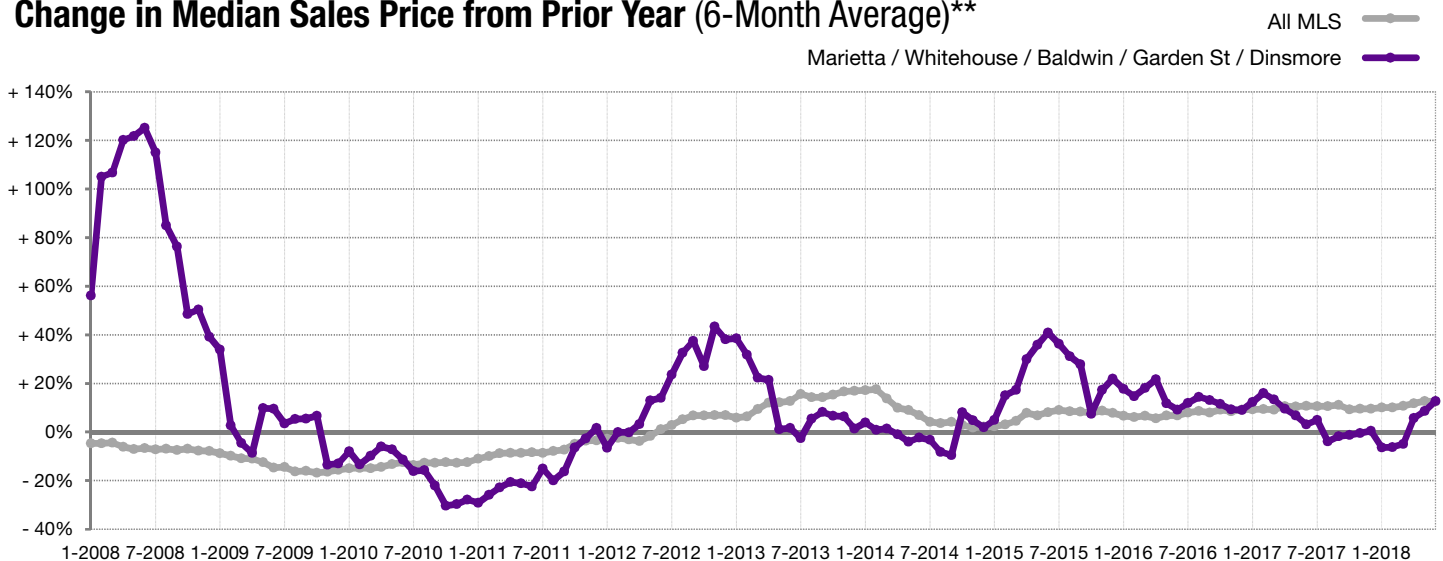


Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



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Local Market Update – June 2018

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Jacksonville - North

- 5.3%

Change in
New Listings

- 1.9%

Change in
Closed Sales

+ 12.0%

Change in
Median Sales Price

Region 09

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	187	177	- 5.3%	1,024	1,049	+ 2.4%
Closed Sales	160	157	- 1.9%	818	795	- 2.8%
Median Sales Price*	\$199,995	\$223,990	+ 12.0%	\$190,000	\$212,200	+ 11.7%
Percent of Original List Price Received*	95.6%	97.6%	+ 2.1%	95.7%	96.7%	+ 1.0%
Percent of Properties Sold Over List Price*	15.6%	14.6%	- 6.4%	17.4%	15.1%	- 13.2%
Days on Market Until Sale	69	78	+ 13.0%	74	76	+ 2.7%
Inventory of Homes for Sale	442	364	- 17.6%	--	--	--
Months Supply of Inventory	3.6	2.8	- 22.2%	--	--	--

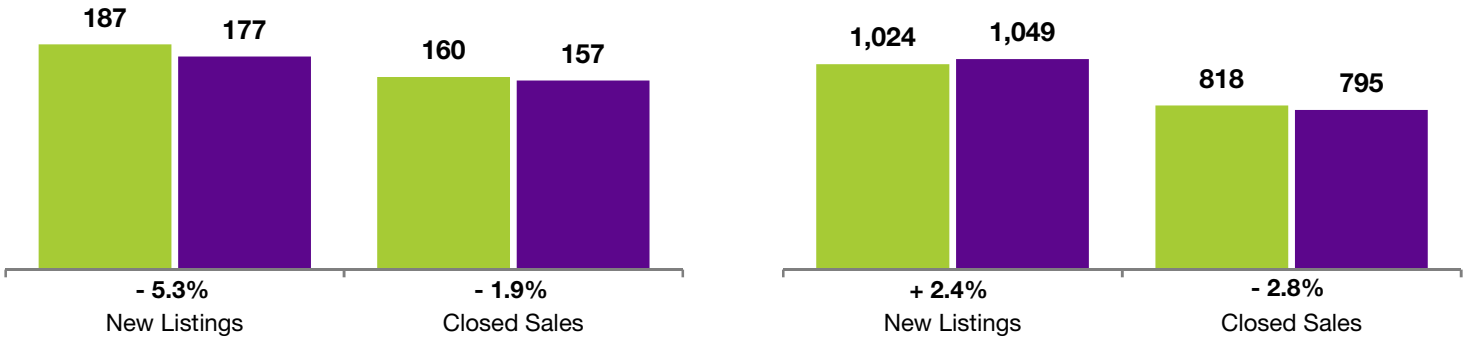
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June

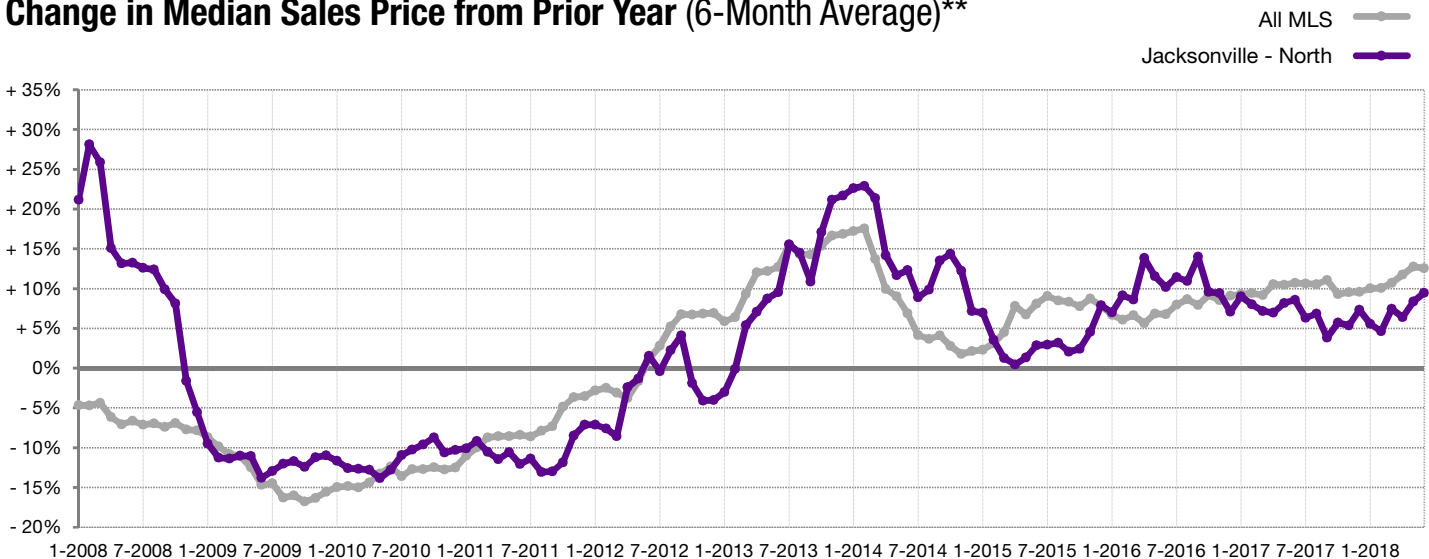
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



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Local Market Update – June 2018

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Fleming Island Area

+ 22.1%

- 1.2%

- 7.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 12

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	86	105	+ 22.1%	497	492	- 1.0%
Closed Sales	84	83	- 1.2%	378	306	- 19.0%
Median Sales Price*	\$286,450	\$265,000	- 7.5%	\$255,000	\$264,950	+ 3.9%
Percent of Original List Price Received*	96.5%	96.7%	+ 0.2%	95.9%	96.9%	+ 1.0%
Percent of Properties Sold Over List Price*	16.7%	10.8%	- 35.3%	13.5%	10.5%	- 22.2%
Days on Market Until Sale	58	43	- 25.9%	81	52	- 35.8%
Inventory of Homes for Sale	202	189	- 6.4%	--	--	--
Months Supply of Inventory	3.6	3.7	+ 2.8%	--	--	--

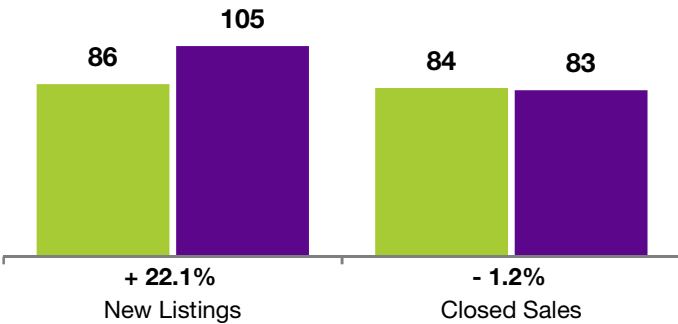
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

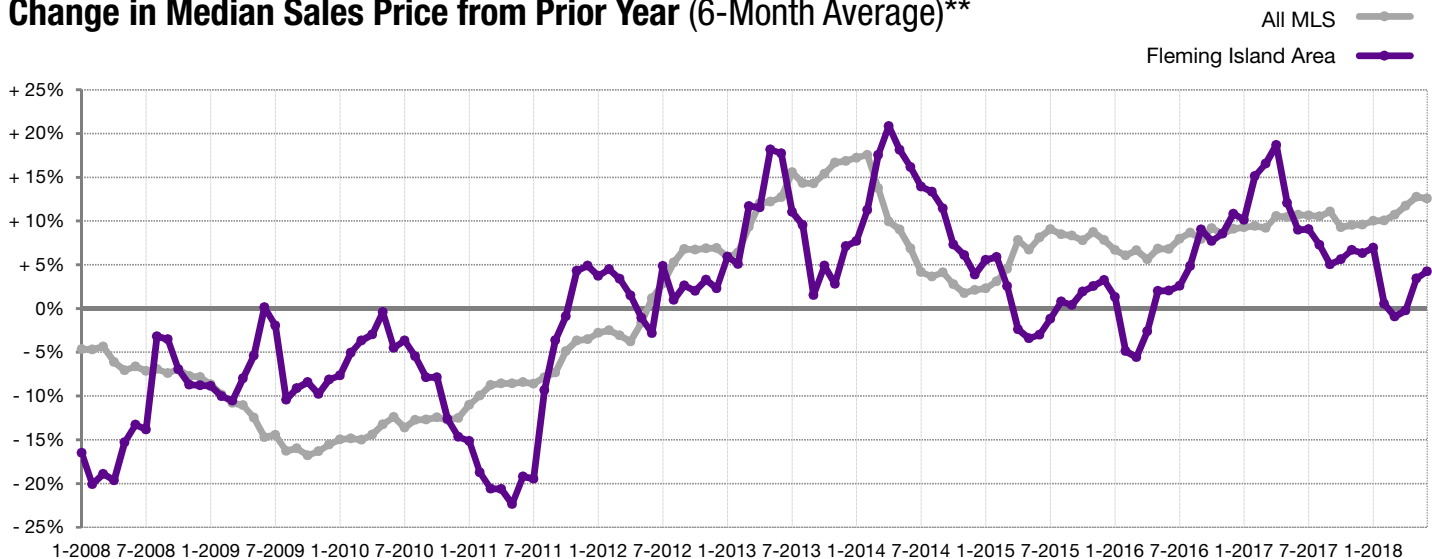
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



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Local Market Update – June 2018

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Orange Park

+ 22.4%

+ 0.7%

+ 4.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 13

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	161	197	+ 22.4%	996	1,062	+ 6.6%
Closed Sales	149	150	+ 0.7%	806	693	- 14.0%
Median Sales Price*	\$189,000	\$197,500	+ 4.5%	\$170,000	\$195,000	+ 14.7%
Percent of Original List Price Received*	97.9%	97.9%	0.0%	97.0%	97.2%	+ 0.2%
Percent of Properties Sold Over List Price*	18.8%	26.0%	+ 38.3%	20.5%	19.0%	- 7.3%
Days on Market Until Sale	51	45	- 11.8%	60	47	- 21.7%
Inventory of Homes for Sale	331	349	+ 5.4%	--	--	--
Months Supply of Inventory	2.6	2.8	+ 7.7%	--	--	--

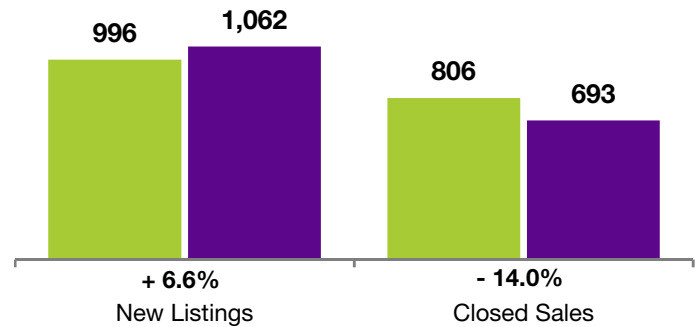
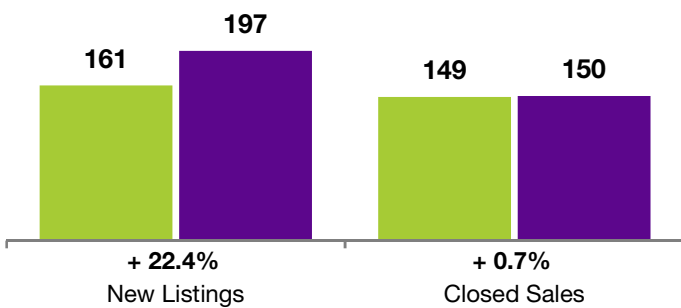
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June

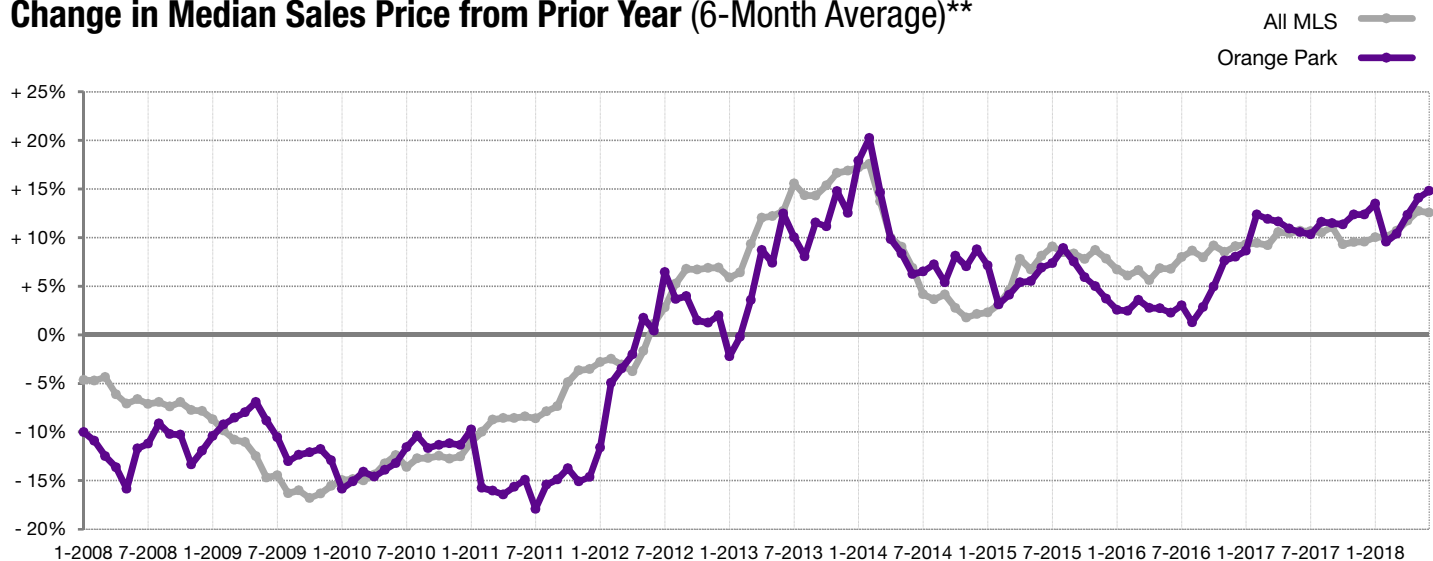
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



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Local Market Update – June 2018

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Middleburg Vicinity

+ 43.3%

+ 2.2%

+ 12.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

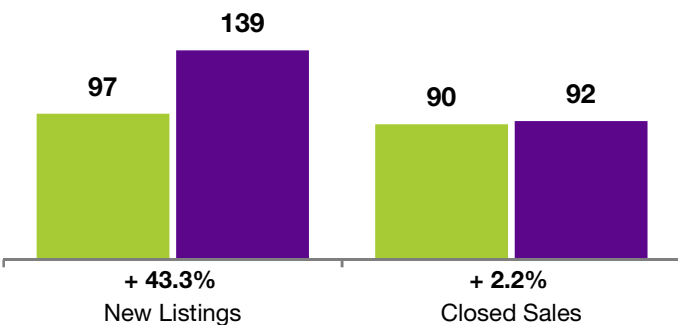
Region 14

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	97	139	+ 43.3%	568	661	+ 16.4%
Closed Sales	90	92	+ 2.2%	485	442	- 8.9%
Median Sales Price*	\$191,500	\$215,500	+ 12.5%	\$170,990	\$195,000	+ 14.0%
Percent of Original List Price Received*	95.6%	97.9%	+ 2.4%	95.4%	96.6%	+ 1.3%
Percent of Properties Sold Over List Price*	22.2%	20.7%	- 6.8%	17.3%	20.6%	+ 19.1%
Days on Market Until Sale	67	44	- 34.3%	73	46	- 37.0%
Inventory of Homes for Sale	252	259	+ 2.8%	--	--	--
Months Supply of Inventory	3.3	3.4	+ 3.0%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

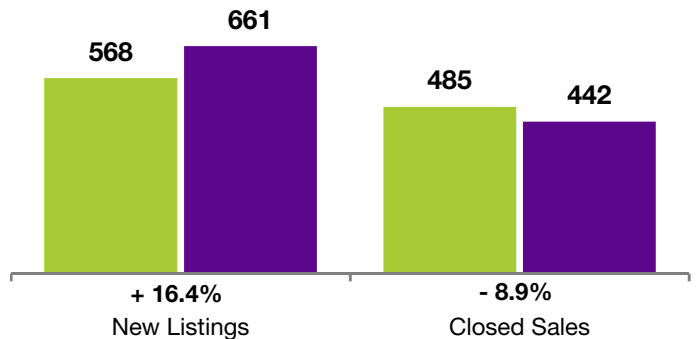
June

■ 2017 ■ 2018

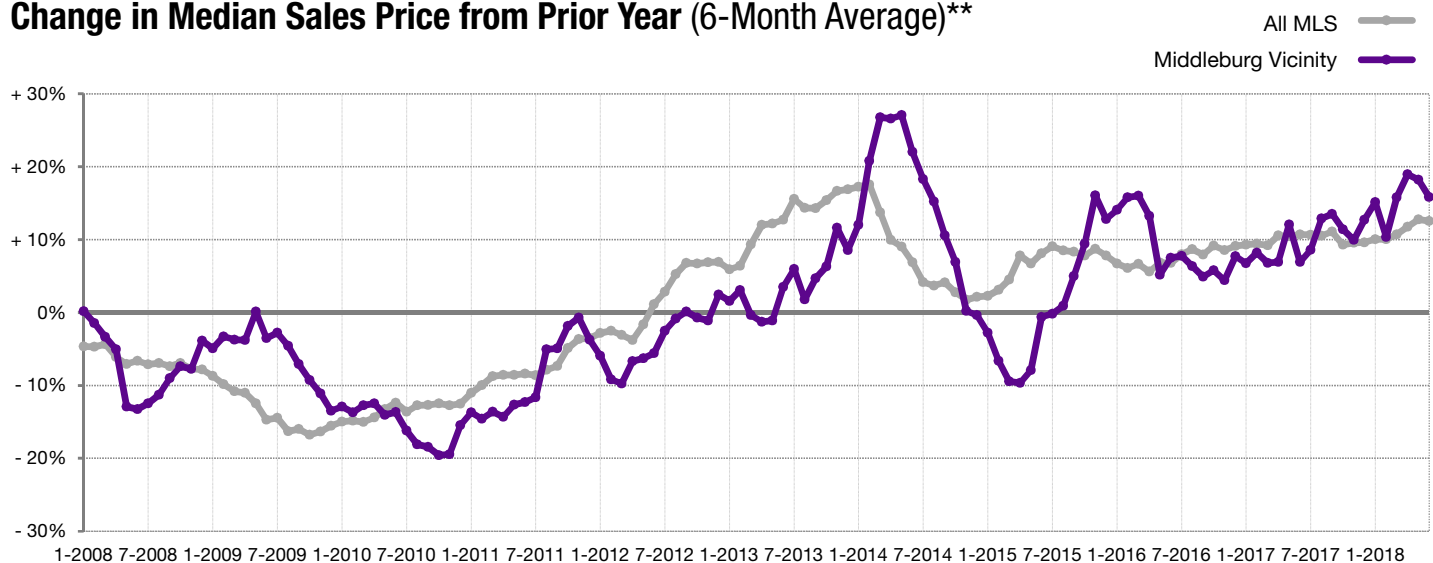


Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



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Local Market Update – June 2018

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Keystone Heights Vicinity

Region 15

- 15.8%

+ 5.0%

+ 23.9%

Change in
New Listings

Change in
Closed Sales

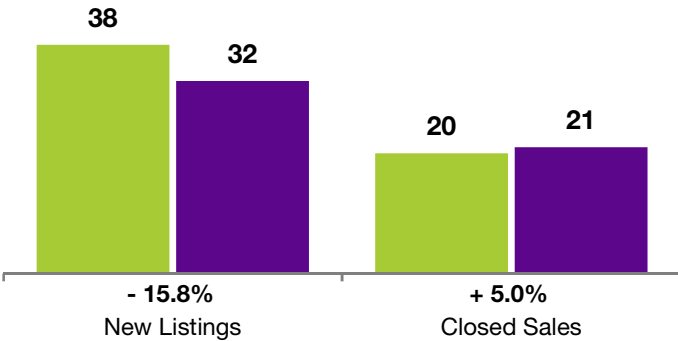
Change in
Median Sales Price

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	38	32	- 15.8%	172	149	- 13.4%
Closed Sales	20	21	+ 5.0%	110	104	- 5.5%
Median Sales Price*	\$125,000	\$154,900	+ 23.9%	\$106,700	\$125,500	+ 17.6%
Percent of Original List Price Received*	93.9%	92.9%	- 1.1%	91.3%	92.1%	+ 0.9%
Percent of Properties Sold Over List Price*	20.0%	14.3%	- 28.5%	14.5%	18.3%	+ 26.2%
Days on Market Until Sale	84	104	+ 23.8%	98	116	+ 18.4%
Inventory of Homes for Sale	126	80	- 36.5%	--	--	--
Months Supply of Inventory	7.6	4.5	- 40.8%	--	--	--

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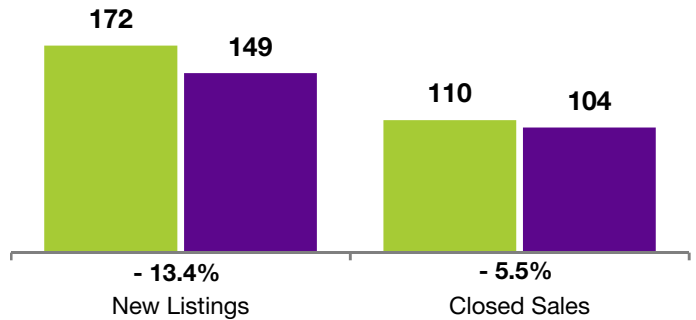
June

■ 2017 ■ 2018



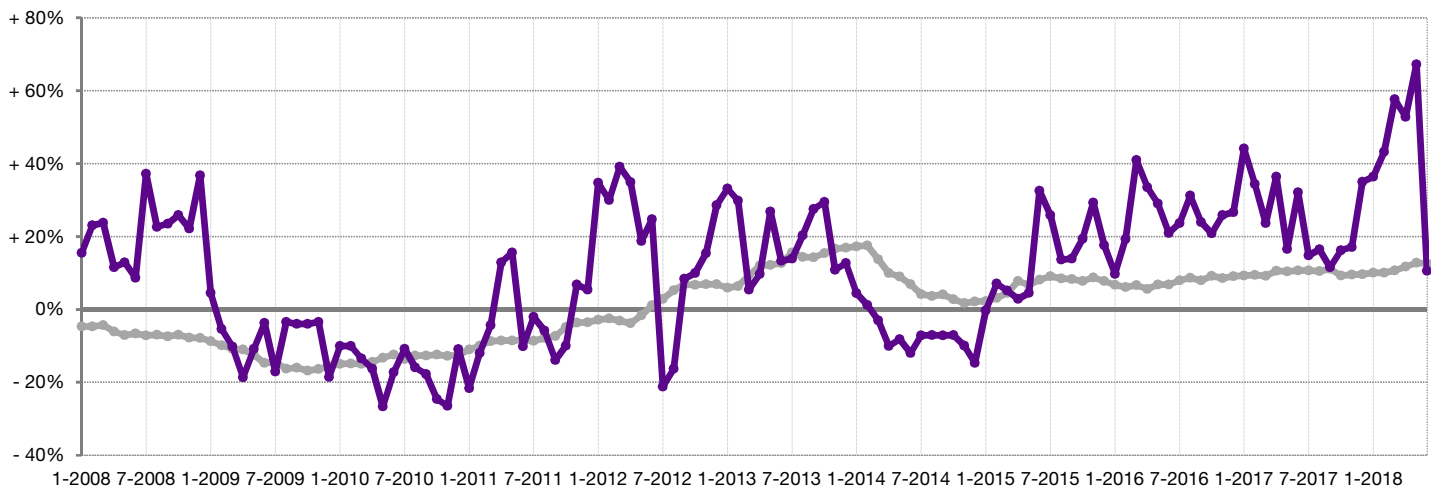
Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS — Keystone Heights Vicinity —



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Local Market Update – June 2018

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Green Cove Springs

- 10.4%

- 27.1%

+ 18.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

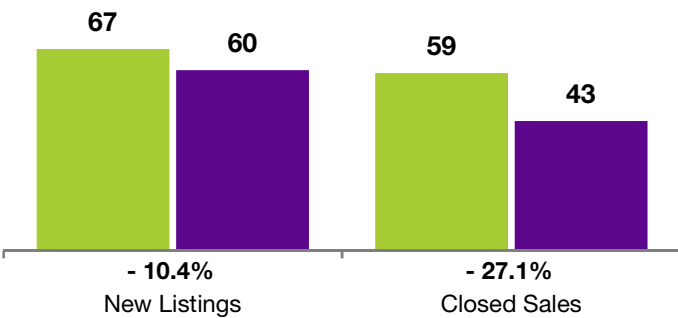
Region 16

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	67	60	- 10.4%	343	351	+ 2.3%
Closed Sales	59	43	- 27.1%	253	266	+ 5.1%
Median Sales Price*	\$203,000	\$239,900	+ 18.2%	\$203,000	\$228,200	+ 12.4%
Percent of Original List Price Received*	96.4%	98.7%	+ 2.4%	95.9%	98.2%	+ 2.4%
Percent of Properties Sold Over List Price*	13.6%	25.6%	+ 88.2%	11.1%	17.3%	+ 55.9%
Days on Market Until Sale	53	44	- 17.0%	82	74	- 9.8%
Inventory of Homes for Sale	177	156	- 11.9%	--	--	--
Months Supply of Inventory	4.3	3.5	- 18.6%	--	--	--

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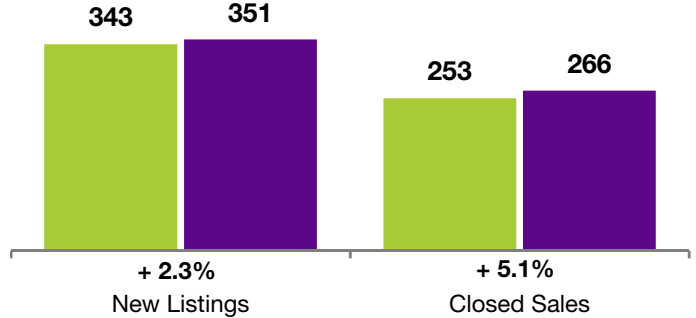
June

■ 2017 ■ 2018

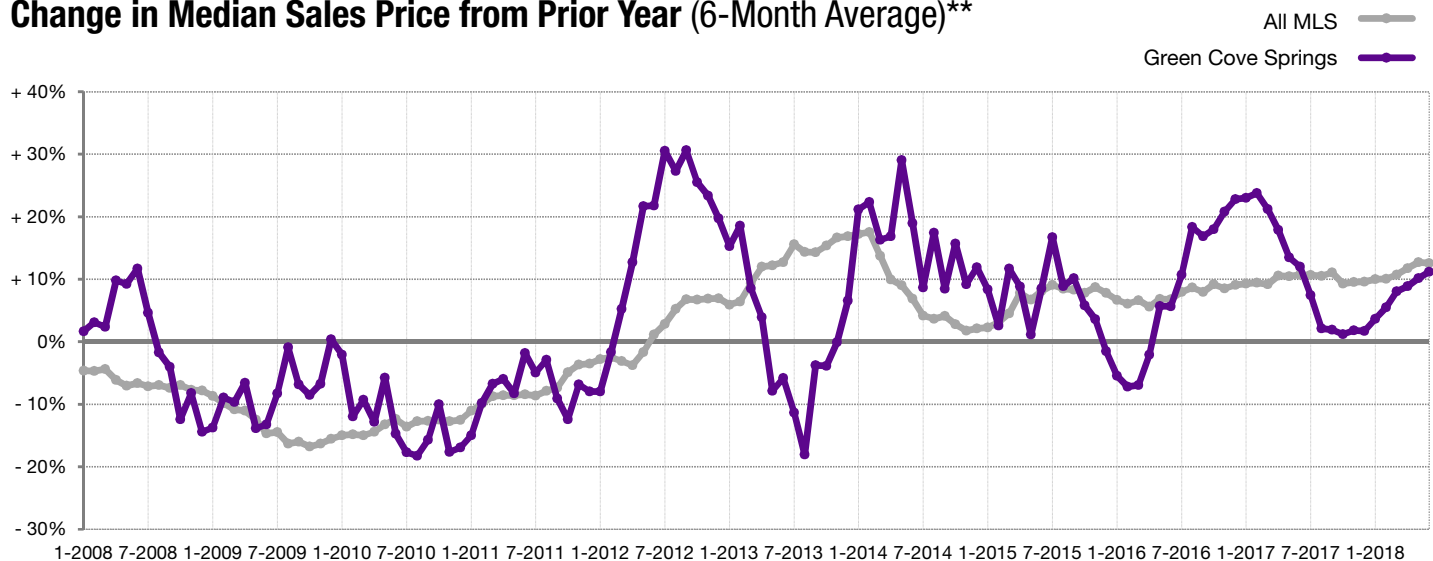


Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



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Local Market Update – June 2018

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Jacksonville Beach

+ 17.4%

+ 9.1%

+ 14.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

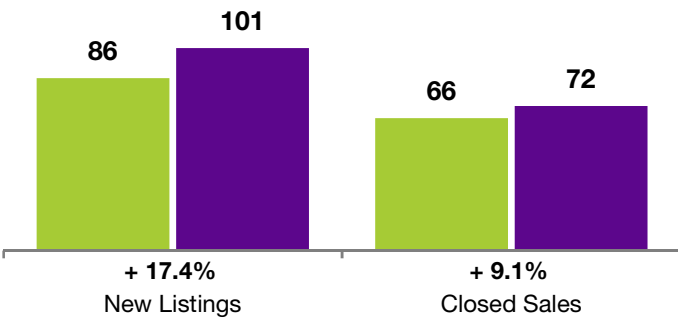
Region 21

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	86	101	+ 17.4%	509	550	+ 8.1%
Closed Sales	66	72	+ 9.1%	327	321	- 1.8%
Median Sales Price*	\$346,250	\$395,000	+ 14.1%	\$355,000	\$385,000	+ 8.5%
Percent of Original List Price Received*	95.4%	95.0%	- 0.4%	95.8%	95.8%	0.0%
Percent of Properties Sold Over List Price*	9.1%	5.6%	- 38.5%	11.0%	8.4%	- 23.6%
Days on Market Until Sale	56	83	+ 48.2%	65	70	+ 7.7%
Inventory of Homes for Sale	230	256	+ 11.3%	--	--	--
Months Supply of Inventory	4.6	5.0	+ 8.7%	--	--	--

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June

■ 2017 ■ 2018

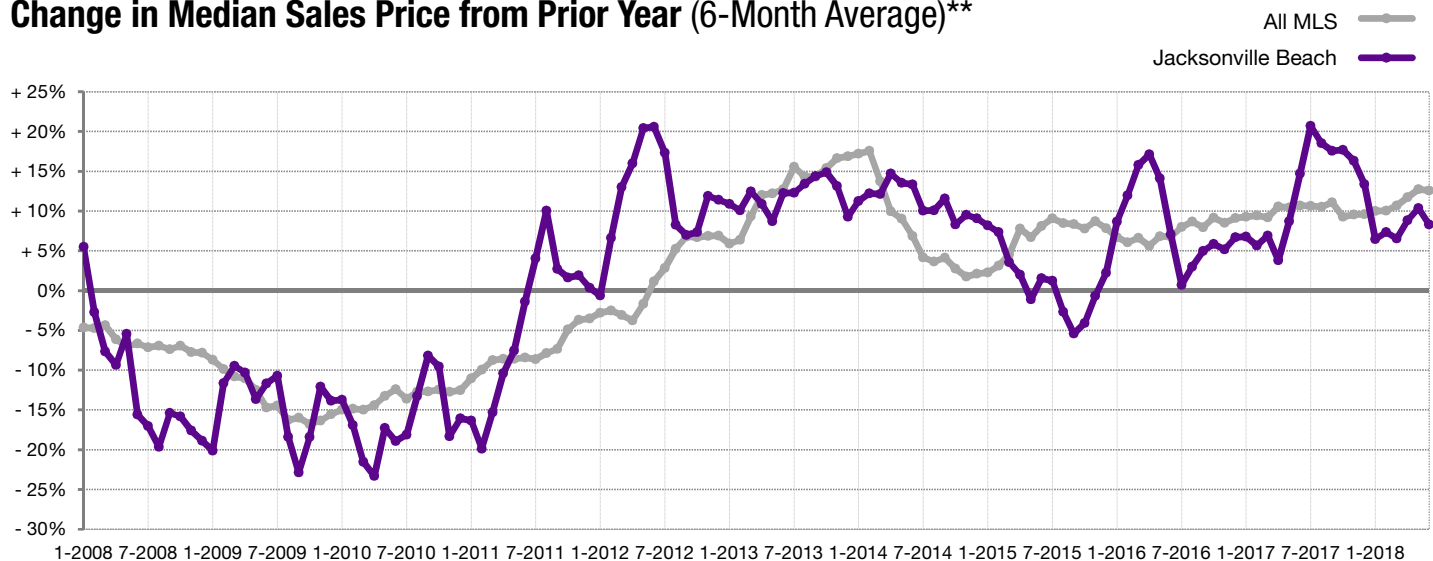


Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



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Local Market Update – June 2018

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Neptune Beach

- 7.1%

+ 22.2%

+ 34.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

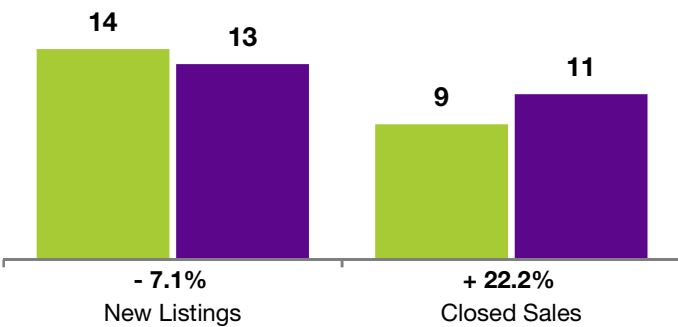
Region 22

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	14	13	- 7.1%	83	79	- 4.8%
Closed Sales	9	11	+ 22.2%	68	57	- 16.2%
Median Sales Price*	\$362,000	\$485,000	+ 34.0%	\$365,000	\$442,800	+ 21.3%
Percent of Original List Price Received*	96.4%	94.6%	- 1.9%	94.0%	94.8%	+ 0.9%
Percent of Properties Sold Over List Price*	11.1%	0.0%	- 100.0%	11.8%	10.5%	- 11.0%
Days on Market Until Sale	87	67	- 23.0%	76	67	- 11.8%
Inventory of Homes for Sale	34	33	- 2.9%	--	--	--
Months Supply of Inventory	3.2	3.5	+ 9.4%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

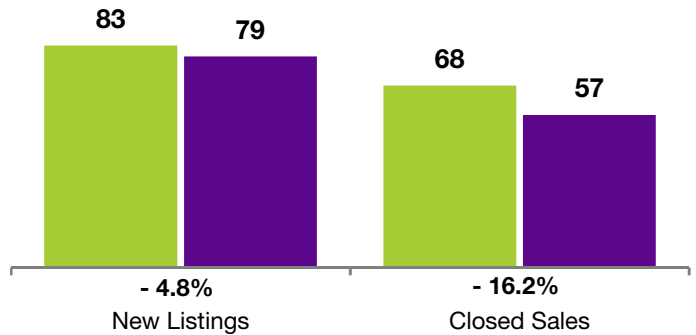
June

■ 2017 ■ 2018

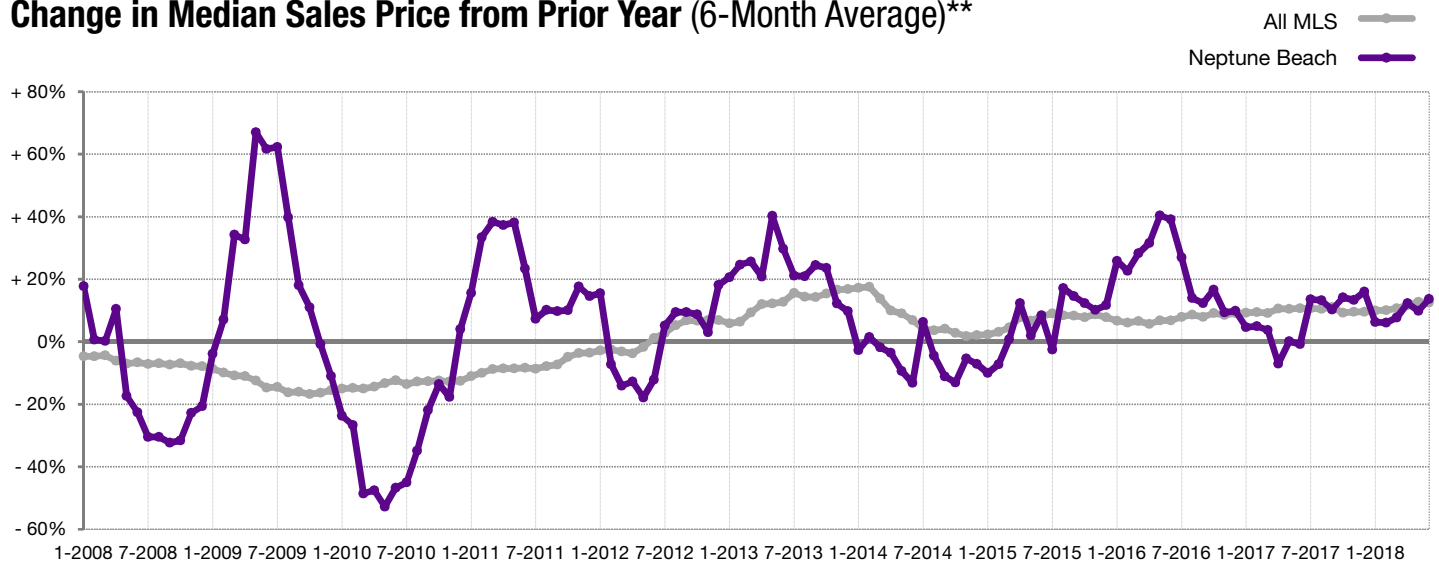


Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of July 8, 2018. All data from Northeast Florida Multiple Listing Service. | Powered by ShowingTime 10K.

Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Atlantic Beach

+ 16.1%

- 35.5%

+ 42.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

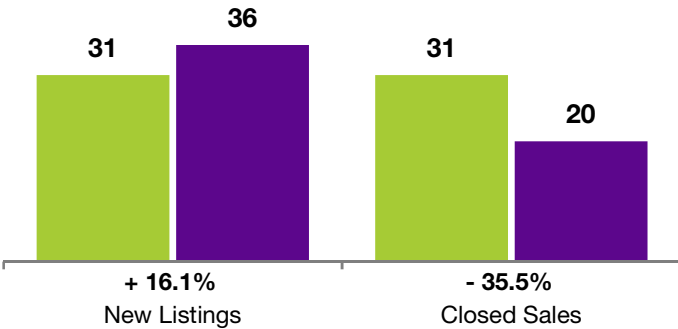
Region 23

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	31	36	+ 16.1%	187	200	+ 7.0%
Closed Sales	31	20	- 35.5%	129	146	+ 13.2%
Median Sales Price*	\$360,000	\$512,000	+ 42.2%	\$413,750	\$413,000	- 0.2%
Percent of Original List Price Received*	95.5%	98.0%	+ 2.6%	95.5%	95.6%	+ 0.1%
Percent of Properties Sold Over List Price*	6.5%	15.0%	+ 130.8%	11.7%	13.7%	+ 17.1%
Days on Market Until Sale	58	24	- 58.6%	79	75	- 5.1%
Inventory of Homes for Sale	95	92	- 3.2%	--	--	--
Months Supply of Inventory	4.0	3.8	- 5.0%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2017 ■ 2018

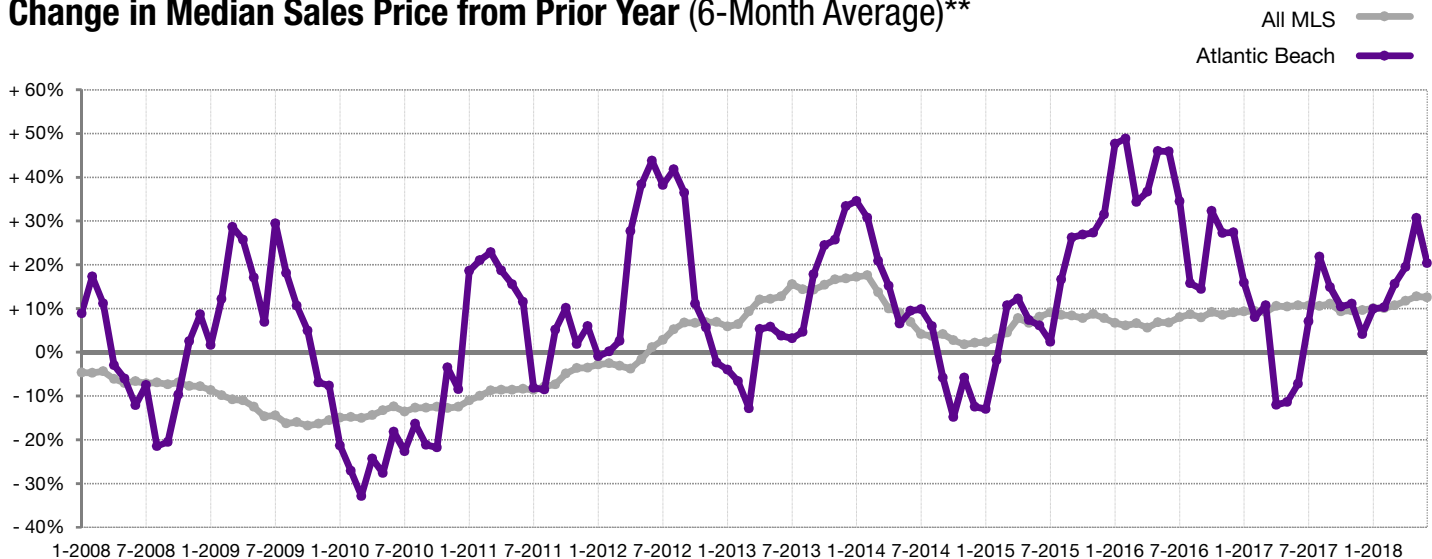


Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



NE St. Johns County – Ponte Vedra Beach North

+ 80.0%

- 7.4%

- 31.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

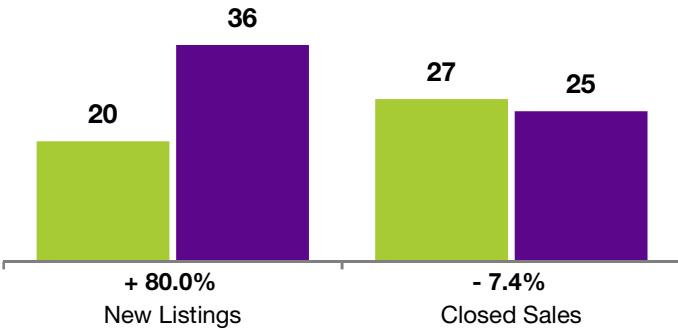
Region 25

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	20	36	+ 80.0%	185	225	+ 21.6%
Closed Sales	27	25	- 7.4%	114	134	+ 17.5%
Median Sales Price*	\$675,000	\$464,500	- 31.2%	\$677,500	\$499,450	- 26.3%
Percent of Original List Price Received*	96.0%	94.2%	- 1.9%	93.8%	93.1%	- 0.7%
Percent of Properties Sold Over List Price*	22.2%	4.0%	- 82.0%	11.4%	6.0%	- 47.4%
Days on Market Until Sale	85	83	- 2.4%	90	99	+ 10.0%
Inventory of Homes for Sale	125	140	+ 12.0%	--	--	--
Months Supply of Inventory	7.4	7.1	- 4.1%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

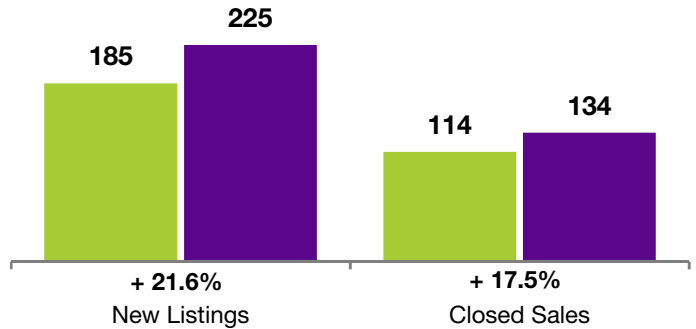
June

■ 2017 ■ 2018



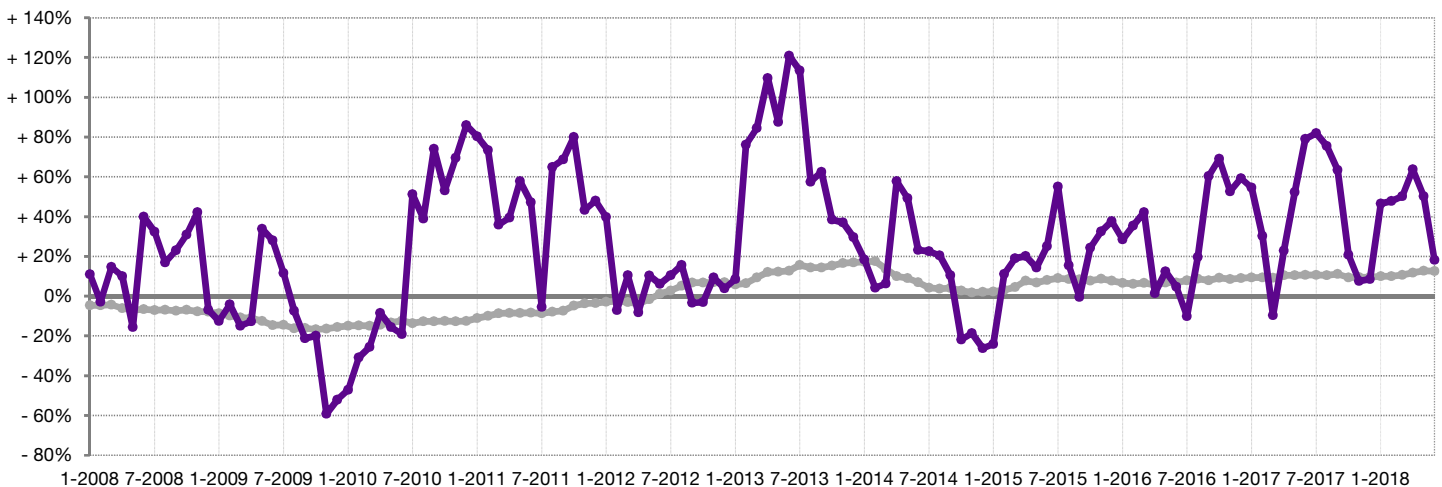
Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS — NE St. Johns County – Ponte Vedra Beach North



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Ponte Vedra Bch / S Ponte Vedra Beach / Vilano Bch / Palm Valley

+ 29.5% **+ 30.0%** **+ 19.3%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

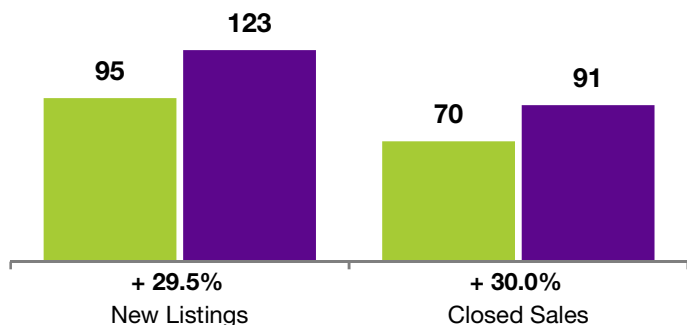
Region 26

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	95	123	+ 29.5%	600	711	+ 18.5%
Closed Sales	70	91	+ 30.0%	354	409	+ 15.5%
Median Sales Price*	\$437,450	\$522,000	+ 19.3%	\$475,000	\$464,500	- 2.2%
Percent of Original List Price Received*	94.6%	94.7%	+ 0.1%	95.1%	94.7%	- 0.4%
Percent of Properties Sold Over List Price*	5.7%	5.5%	- 3.5%	9.3%	7.3%	- 21.5%
Days on Market Until Sale	92	71	- 22.8%	91	83	- 8.8%
Inventory of Homes for Sale	376	391	+ 4.0%	--	--	--
Months Supply of Inventory	6.5	6.2	- 4.6%	--	--	--

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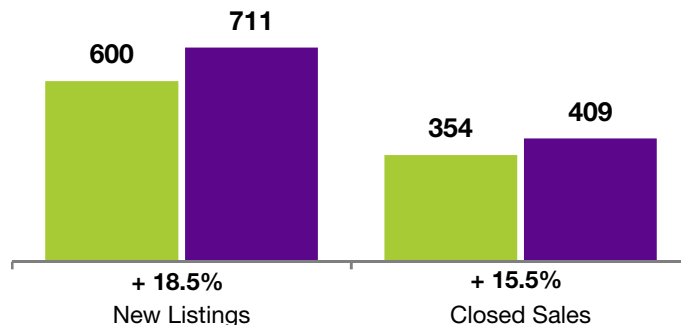
June

■ 2017 ■ 2018



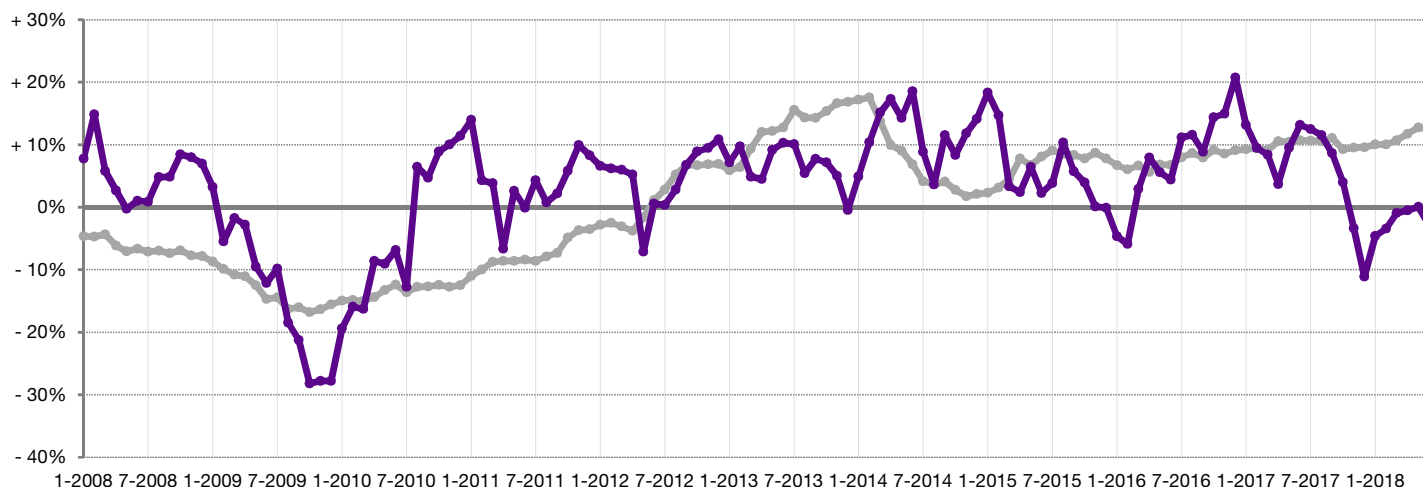
Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS — All MLS
Ponte Vedra Bch / S Ponte Vedra Beach / Vilano Bch / Palm Valley — Ponte Vedra Bch / S Ponte Vedra Beach / Vilano Bch / Palm Valley



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Ponte Vedra / Nocatee (St. Johns County)

+ 21.6%

- 19.0%

+ 14.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

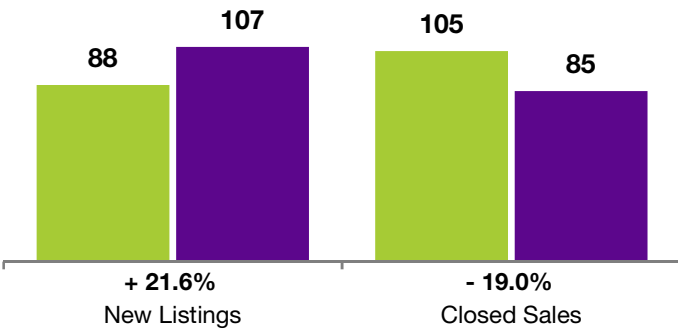
Region 27

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	88	107	+ 21.6%	524	576	+ 9.9%
Closed Sales	105	85	- 19.0%	420	365	- 13.1%
Median Sales Price*	\$390,000	\$444,980	+ 14.1%	\$375,000	\$423,220	+ 12.9%
Percent of Original List Price Received*	98.1%	97.7%	- 0.4%	98.2%	97.6%	- 0.6%
Percent of Properties Sold Over List Price*	10.5%	10.6%	+ 1.0%	14.3%	13.4%	- 6.3%
Days on Market Until Sale	89	66	- 25.8%	96	63	- 34.4%
Inventory of Homes for Sale	212	236	+ 11.3%	--	--	--
Months Supply of Inventory	2.9	3.3	+ 13.8%	--	--	--

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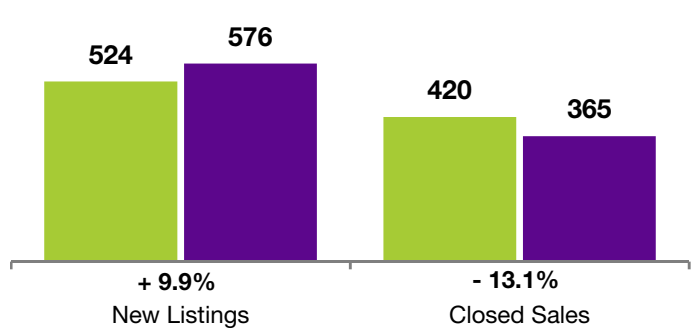
June

■ 2017 ■ 2018



Year to Date

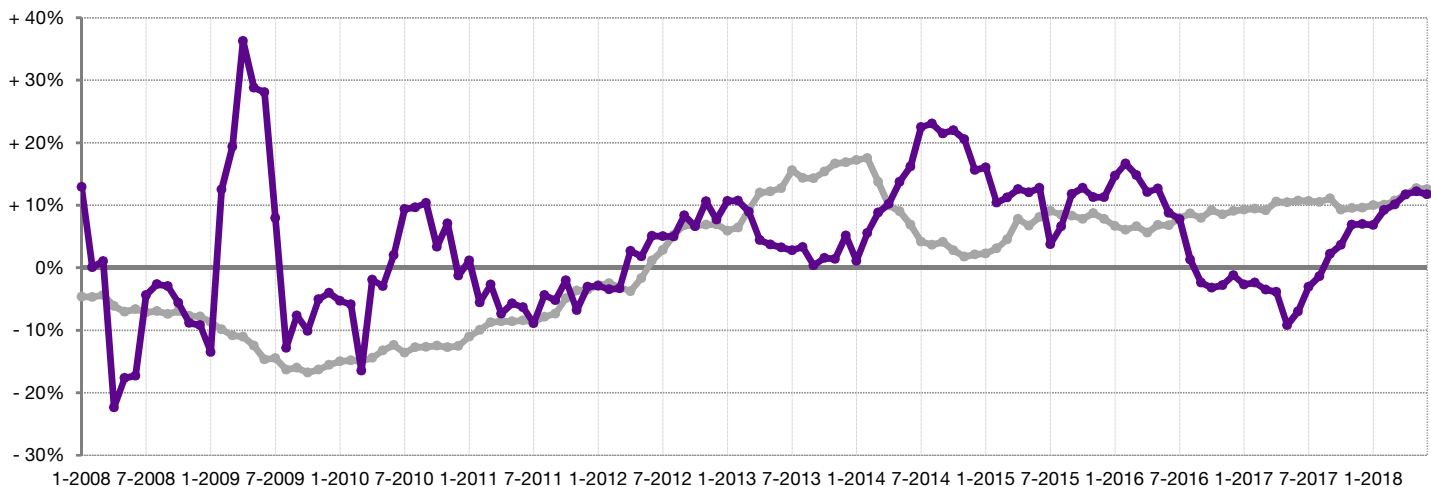
■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS —

Ponte Vedra / Nocatee (St. Johns County) —



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



St. Johns County - NW

Region 30

+ 20.1%

Change in
New Listings

+ 1.3%

Change in
Closed Sales

+ 4.2%

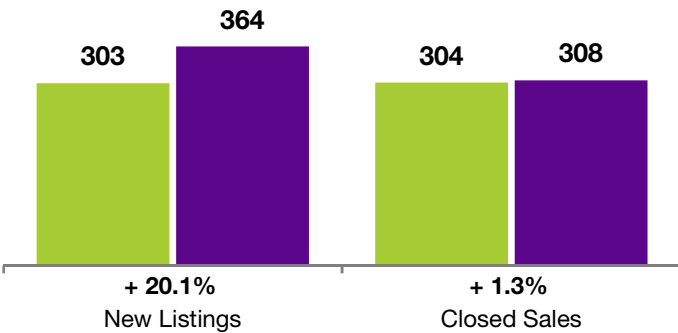
Change in
Median Sales Price

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	303	364	+ 20.1%	1,961	2,034	+ 3.7%
Closed Sales	304	308	+ 1.3%	1,402	1,485	+ 5.9%
Median Sales Price*	\$302,995	\$315,750	+ 4.2%	\$291,000	\$313,990	+ 7.9%
Percent of Original List Price Received*	96.6%	96.9%	+ 0.3%	96.3%	96.7%	+ 0.4%
Percent of Properties Sold Over List Price*	9.5%	10.7%	+ 12.6%	11.6%	10.1%	- 12.9%
Days on Market Until Sale	80	72	- 10.0%	85	82	- 3.5%
Inventory of Homes for Sale	900	941	+ 4.6%	--	--	--
Months Supply of Inventory	4.0	3.9	- 2.5%	--	--	--

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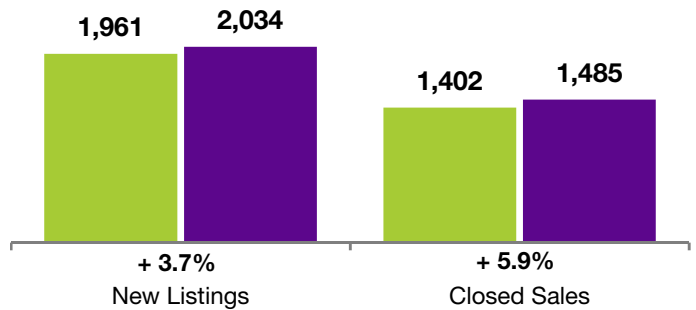
June

■ 2017 ■ 2018

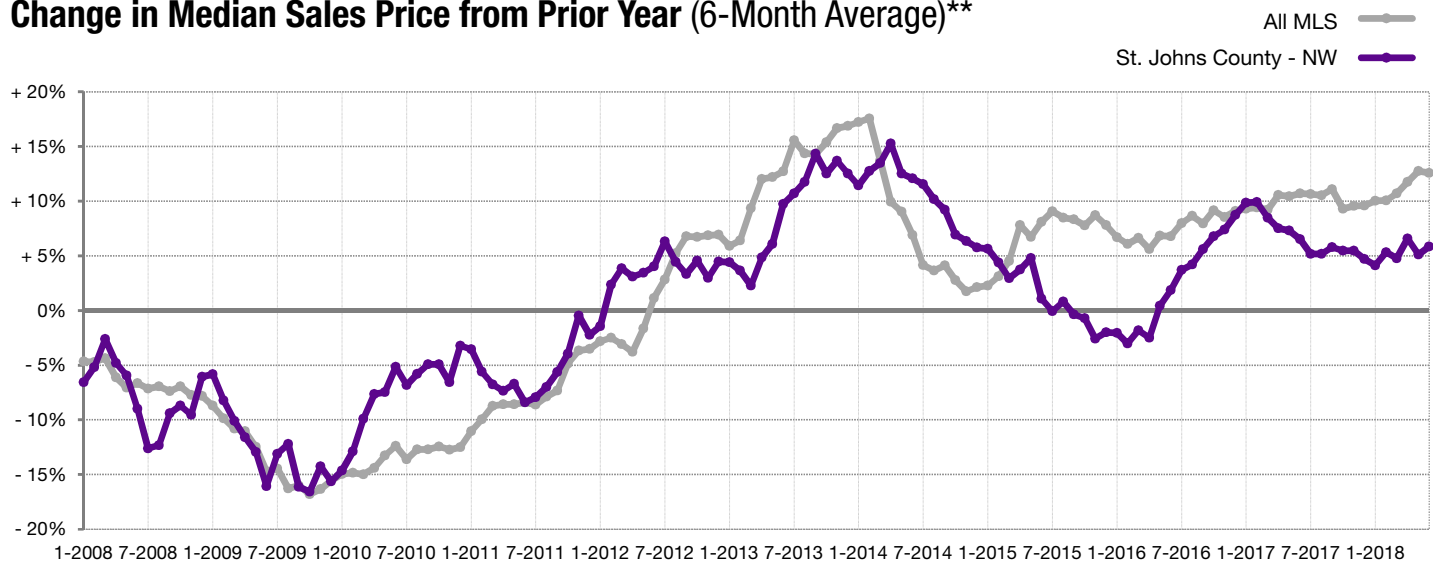


Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



St. Johns County - NE

+ 23.8%

- 26.2%

- 13.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

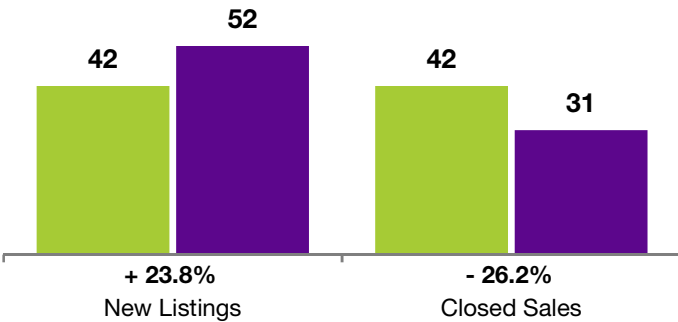
Region 31

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	42	52	+ 23.8%	269	265	- 1.5%
Closed Sales	42	31	- 26.2%	157	151	- 3.8%
Median Sales Price*	\$393,200	\$341,180	- 13.2%	\$393,480	\$380,000	- 3.4%
Percent of Original List Price Received*	94.8%	95.0%	+ 0.2%	95.3%	95.6%	+ 0.3%
Percent of Properties Sold Over List Price*	11.9%	12.9%	+ 8.4%	8.3%	12.6%	+ 51.8%
Days on Market Until Sale	76	97	+ 27.6%	107	98	- 8.4%
Inventory of Homes for Sale	164	166	+ 1.2%	--	--	--
Months Supply of Inventory	6.2	6.2	0.0%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

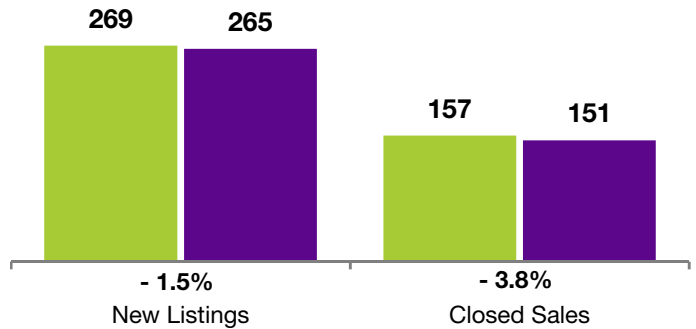
June

■ 2017 ■ 2018

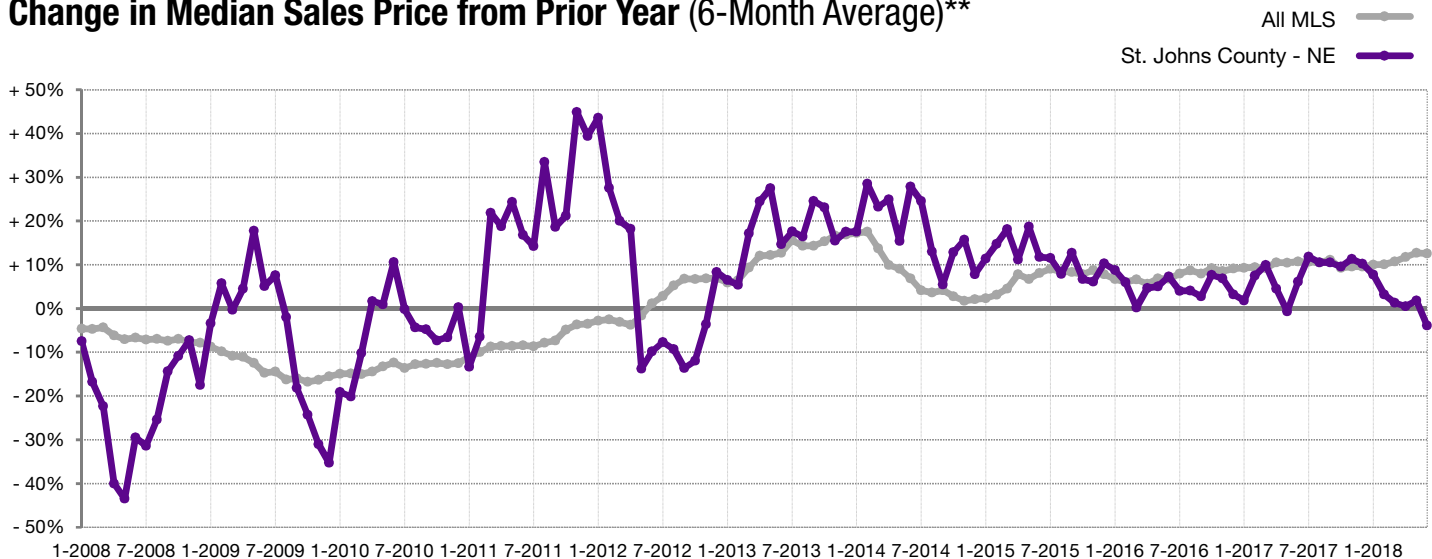


Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



St. Johns County - St. Augustine Area - East of US 1

- 26.9%

- 35.3%

+ 2.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

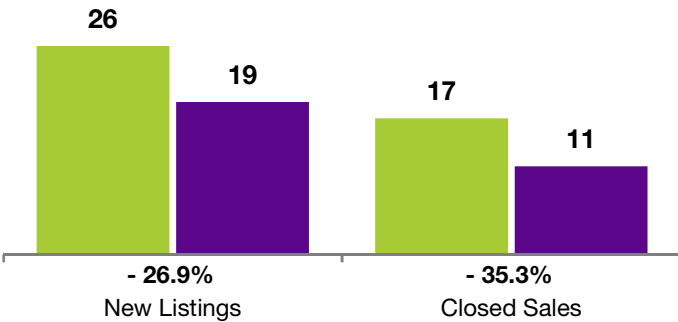
Region 32

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	26	19	- 26.9%	106	134	+ 26.4%
Closed Sales	17	11	- 35.3%	57	77	+ 35.1%
Median Sales Price*	\$292,000	\$300,000	+ 2.7%	\$320,000	\$287,000	- 10.3%
Percent of Original List Price Received*	91.2%	92.3%	+ 1.2%	91.9%	92.4%	+ 0.5%
Percent of Properties Sold Over List Price*	5.9%	0.0%	- 100.0%	7.0%	3.9%	- 44.3%
Days on Market Until Sale	113	109	- 3.5%	127	97	- 23.6%
Inventory of Homes for Sale	103	91	- 11.7%	--	--	--
Months Supply of Inventory	10.7	7.3	- 31.8%	--	--	--

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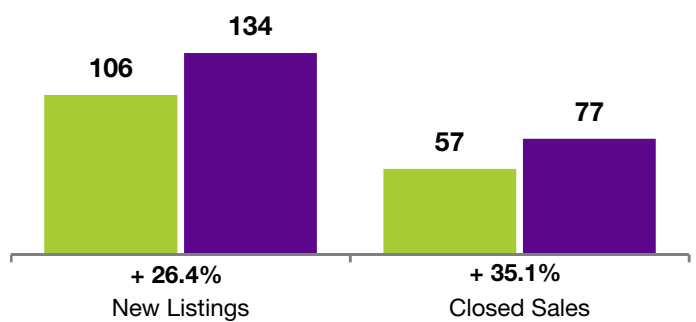
June

■ 2017 ■ 2018



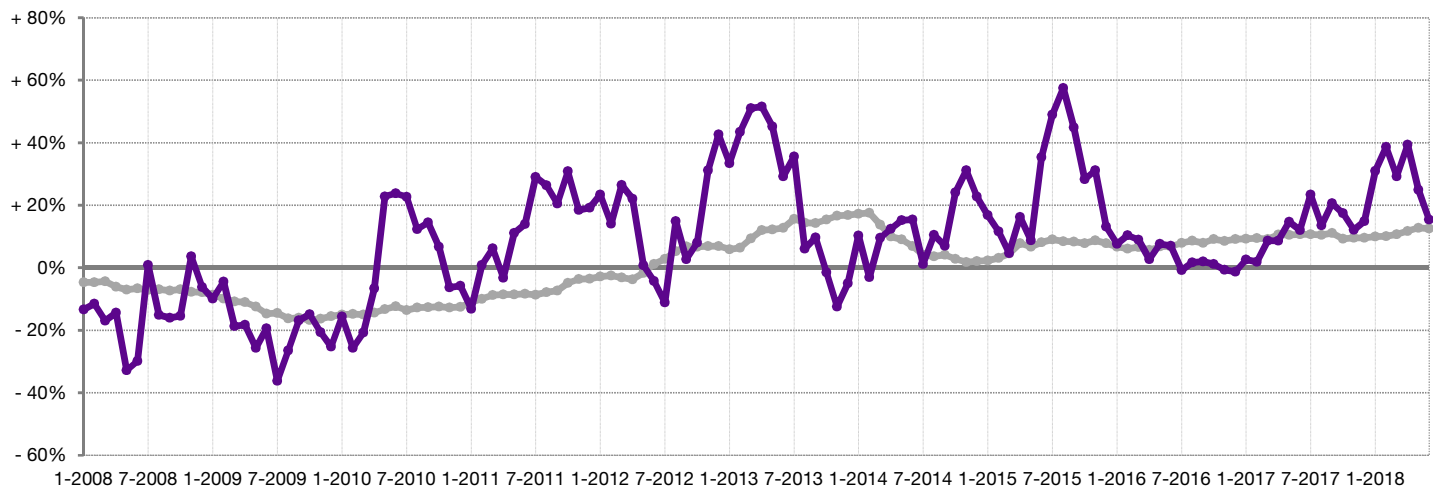
Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS — St. Johns County - St. Augustine Area - East of US 1 —



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



St. Johns County - SE

Region 33

+ 9.6%

Change in
New Listings

+ 6.3%

Change in
Closed Sales

+ 5.2%

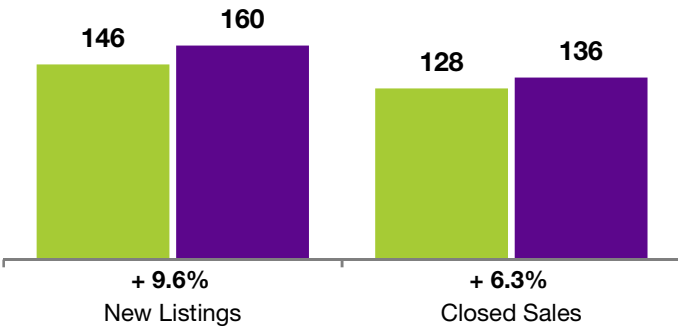
Change in
Median Sales Price

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	146	160	+ 9.6%	901	997	+ 10.7%
Closed Sales	128	136	+ 6.3%	579	683	+ 18.0%
Median Sales Price*	\$232,613	\$244,700	+ 5.2%	\$235,162	\$244,900	+ 4.1%
Percent of Original List Price Received*	96.6%	96.1%	- 0.5%	95.4%	95.3%	- 0.1%
Percent of Properties Sold Over List Price*	7.0%	8.1%	+ 15.7%	8.8%	5.9%	- 33.0%
Days on Market Until Sale	75	86	+ 14.7%	90	89	- 1.1%
Inventory of Homes for Sale	496	541	+ 9.1%	--	--	--
Months Supply of Inventory	5.0	4.9	- 2.0%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

■ 2017 ■ 2018

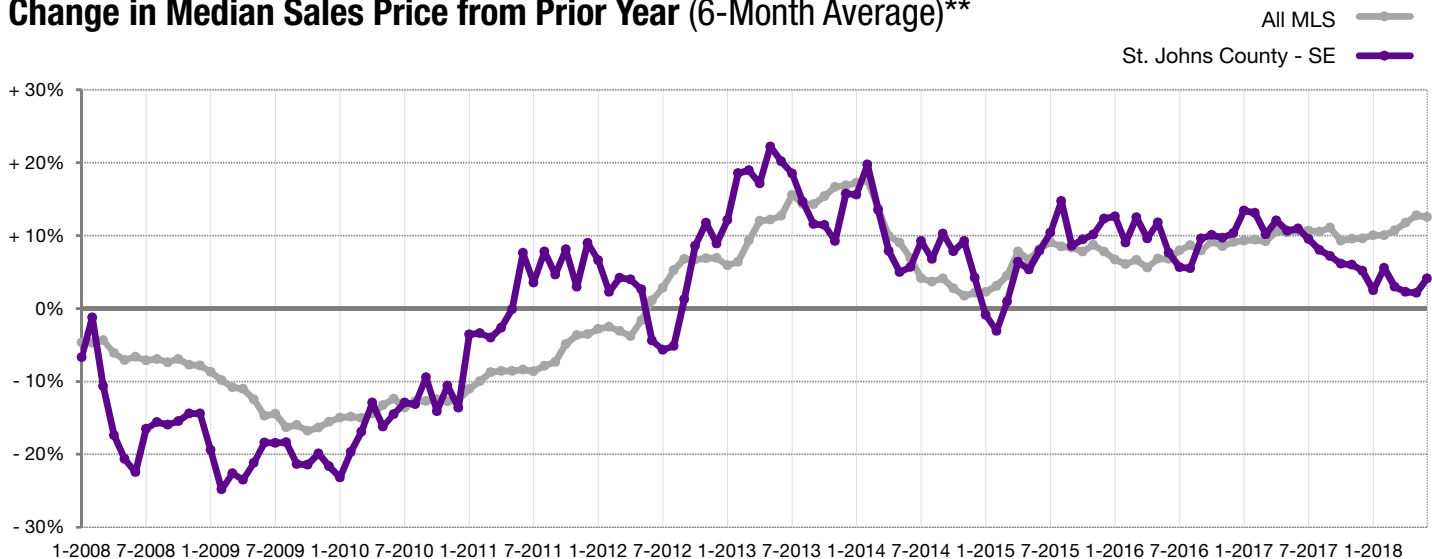


Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



St. Johns County - SW

Region 34

- 11.1% **+ 112.5%** **+ 39.1%**

Change in
New Listings

Change in
Closed Sales

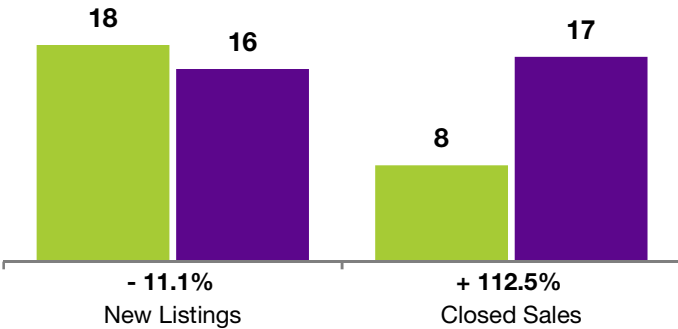
Change in
Median Sales Price

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	18	16	- 11.1%	82	98	+ 19.5%
Closed Sales	8	17	+ 112.5%	51	71	+ 39.2%
Median Sales Price*	\$157,750	\$219,400	+ 39.1%	\$199,500	\$232,500	+ 16.5%
Percent of Original List Price Received*	99.3%	94.3%	- 5.0%	96.9%	96.0%	- 0.9%
Percent of Properties Sold Over List Price*	62.5%	11.8%	- 81.1%	27.5%	15.5%	- 43.6%
Days on Market Until Sale	50	76	+ 52.0%	76	91	+ 19.7%
Inventory of Homes for Sale	49	50	+ 2.0%	--	--	--
Months Supply of Inventory	5.6	5.4	- 3.6%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

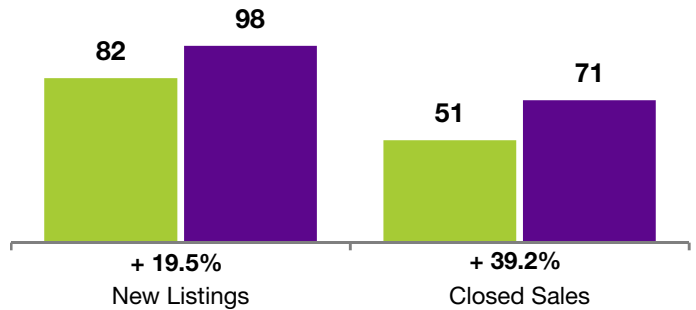
June

■ 2017 ■ 2018

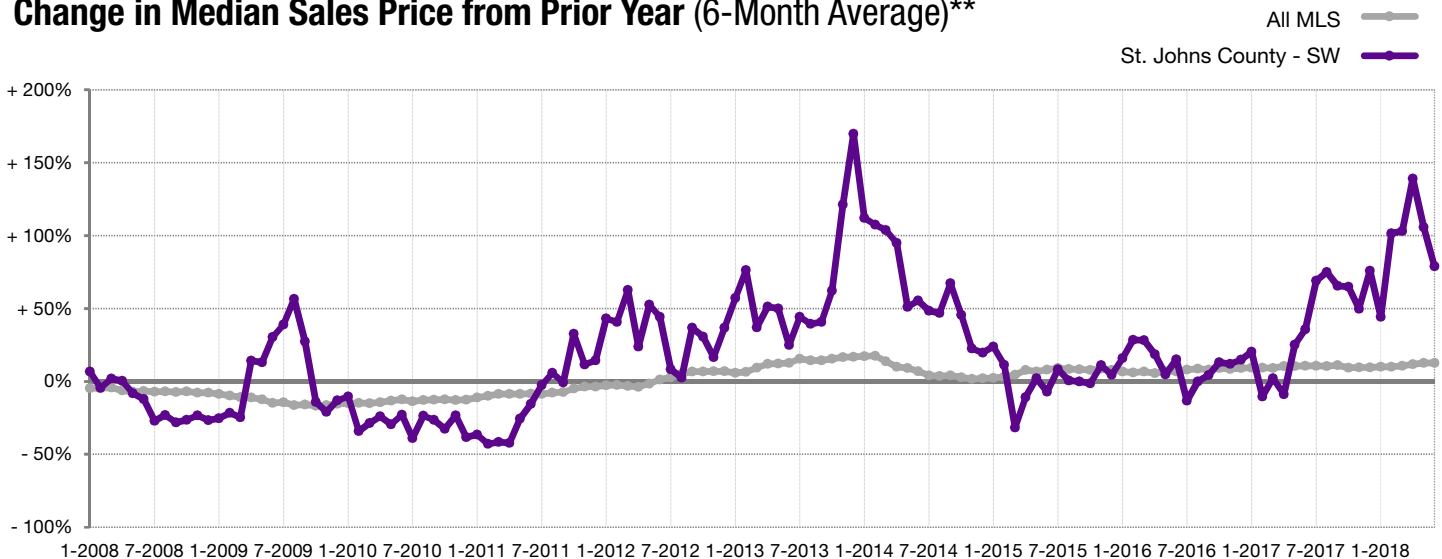


Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Putnam County NE

- 21.2%

Change in
New Listings

- 26.0%

Change in
Closed Sales

+ 48.6%

Change in
Median Sales Price

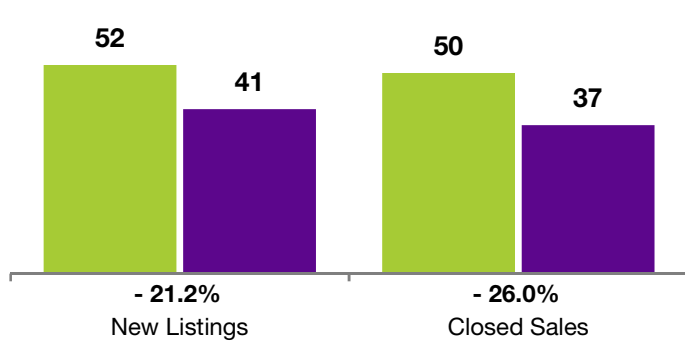
Region 56

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	52	41	- 21.2%	284	253	- 10.9%
Closed Sales	50	37	- 26.0%	211	196	- 7.1%
Median Sales Price*	\$74,000	\$110,000	+ 48.6%	\$83,000	\$93,950	+ 13.2%
Percent of Original List Price Received*	91.6%	94.4%	+ 3.1%	89.6%	90.6%	+ 1.1%
Percent of Properties Sold Over List Price*	16.0%	16.2%	+ 1.3%	12.3%	12.8%	+ 4.1%
Days on Market Until Sale	75	73	- 2.7%	120	86	- 28.3%
Inventory of Homes for Sale	193	139	- 28.0%	--	--	--
Months Supply of Inventory	5.5	4.5	- 18.2%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

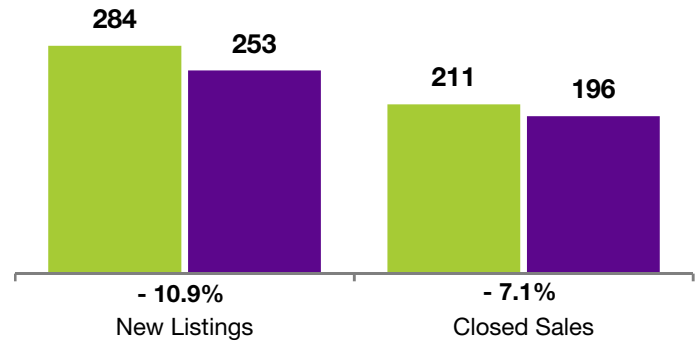
June

■ 2017 ■ 2018

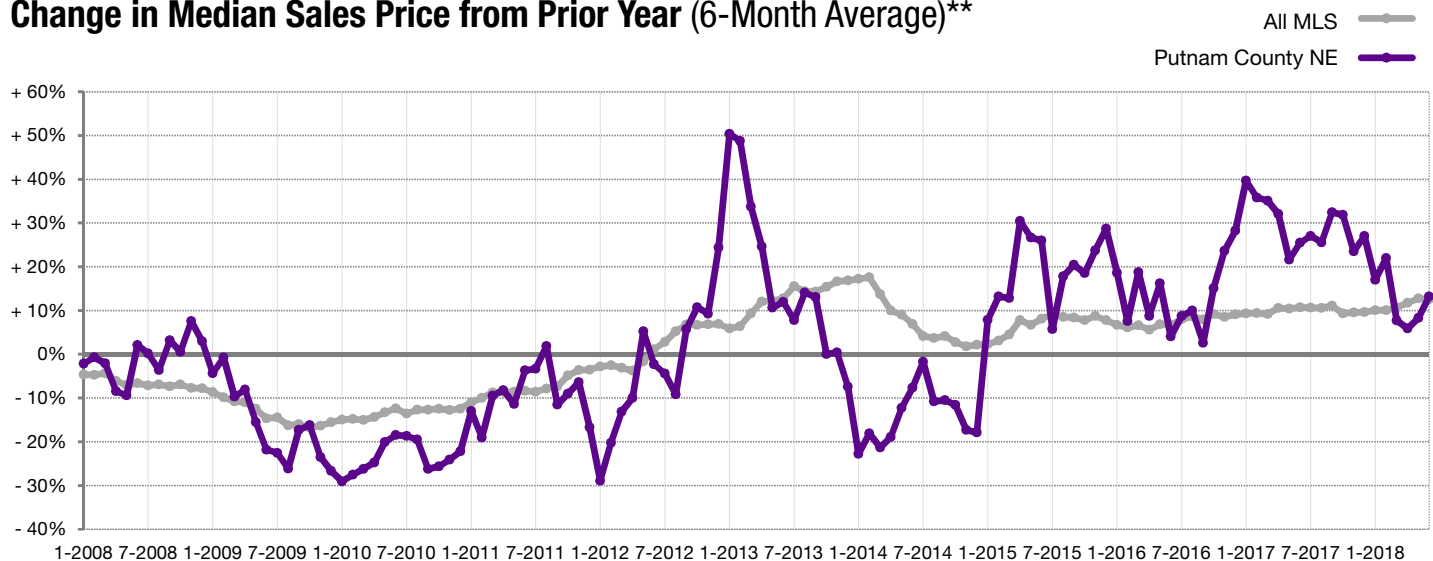


Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of July 8, 2018. All data from Northeast Florida Multiple Listing Service. | Powered by ShowingTime 10K.

Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Putnam County - West

Region 57

+ 11.5%

- 12.5%

- 38.0%

Change in
New Listings

Change in
Closed Sales

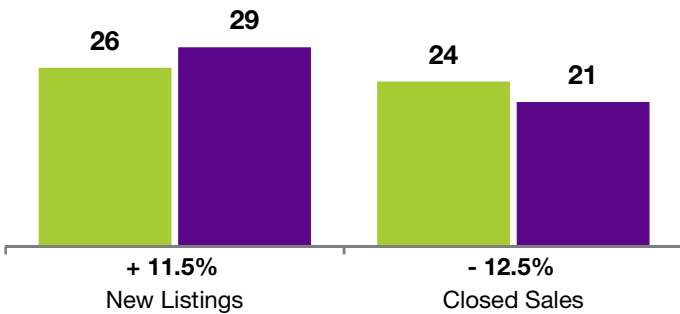
Change in
Median Sales Price

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	26	29	+ 11.5%	173	182	+ 5.2%
Closed Sales	24	21	- 12.5%	131	119	- 9.2%
Median Sales Price*	\$100,000	\$62,000	- 38.0%	\$60,000	\$65,000	+ 8.3%
Percent of Original List Price Received*	88.2%	87.3%	- 1.0%	89.2%	89.1%	- 0.1%
Percent of Properties Sold Over List Price*	8.3%	4.8%	- 42.2%	11.7%	8.5%	- 27.4%
Days on Market Until Sale	87	114	+ 31.0%	132	109	- 17.4%
Inventory of Homes for Sale	141	96	- 31.9%	--	--	--
Months Supply of Inventory	6.9	4.6	- 33.3%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

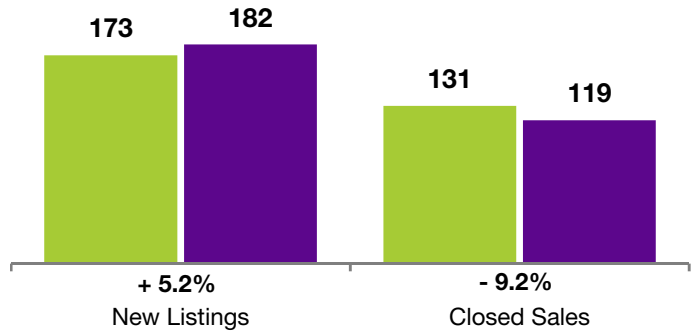
June

■ 2017 ■ 2018

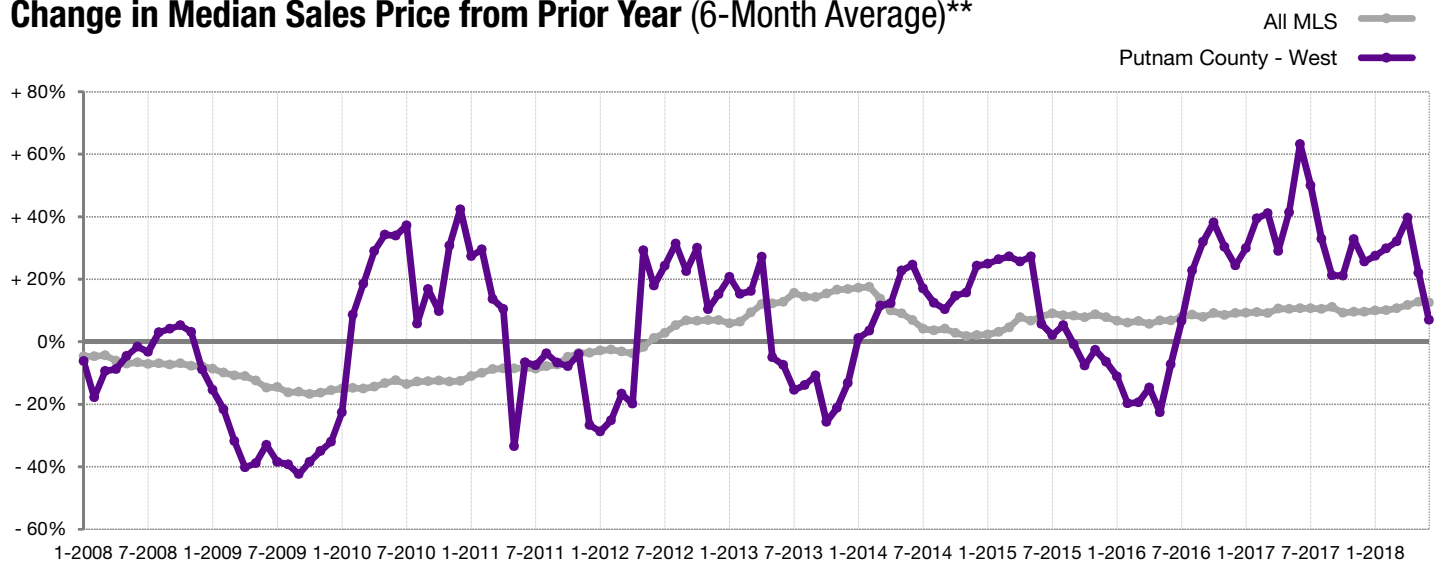


Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Putnam County - South

Region 58

+ 33.3%

- 7.1%

+ 63.1%

Change in
New Listings

Change in
Closed Sales

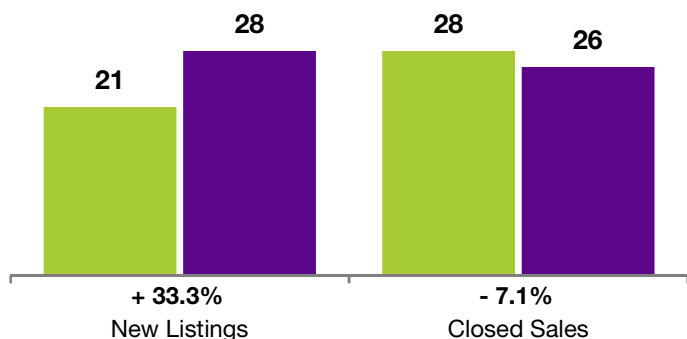
Change in
Median Sales Price

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	21	28	+ 33.3%	191	172	- 9.9%
Closed Sales	28	26	- 7.1%	146	120	- 17.8%
Median Sales Price*	\$60,250	\$98,250	+ 63.1%	\$64,250	\$83,950	+ 30.7%
Percent of Original List Price Received*	91.7%	87.5%	- 4.6%	88.6%	87.9%	- 0.8%
Percent of Properties Sold Over List Price*	14.3%	0.0%	- 100.0%	7.5%	10.0%	+ 33.3%
Days on Market Until Sale	83	119	+ 43.4%	122	117	- 4.1%
Inventory of Homes for Sale	143	127	- 11.2%	--	--	--
Months Supply of Inventory	6.0	6.9	+ 15.0%	--	--	--

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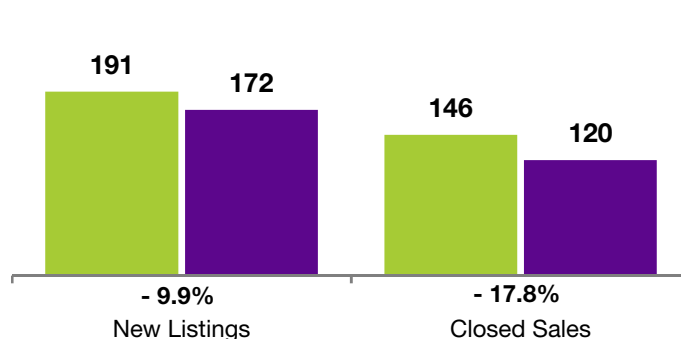
June

■ 2017 ■ 2018



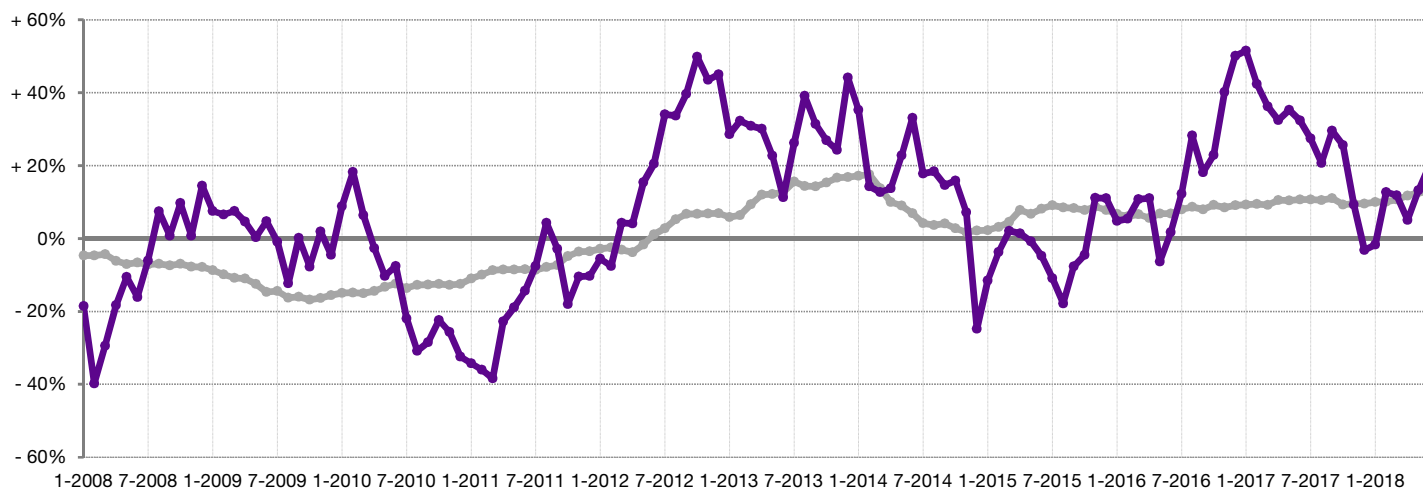
Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS — Putnam County - South —



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Baker County

+ 48.0%

+ 30.4%

+ 55.0%

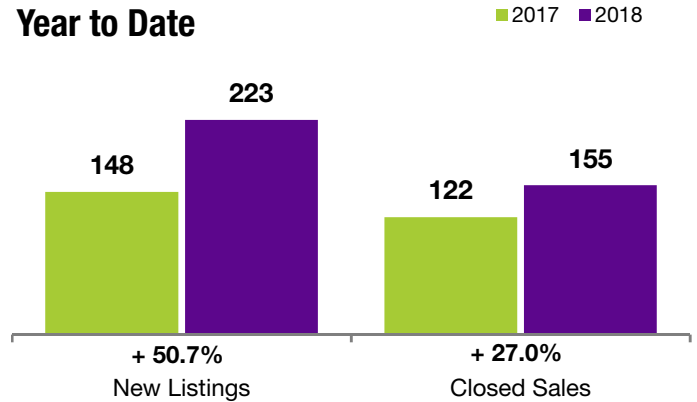
Change in
New Listings

Change in
Closed Sales

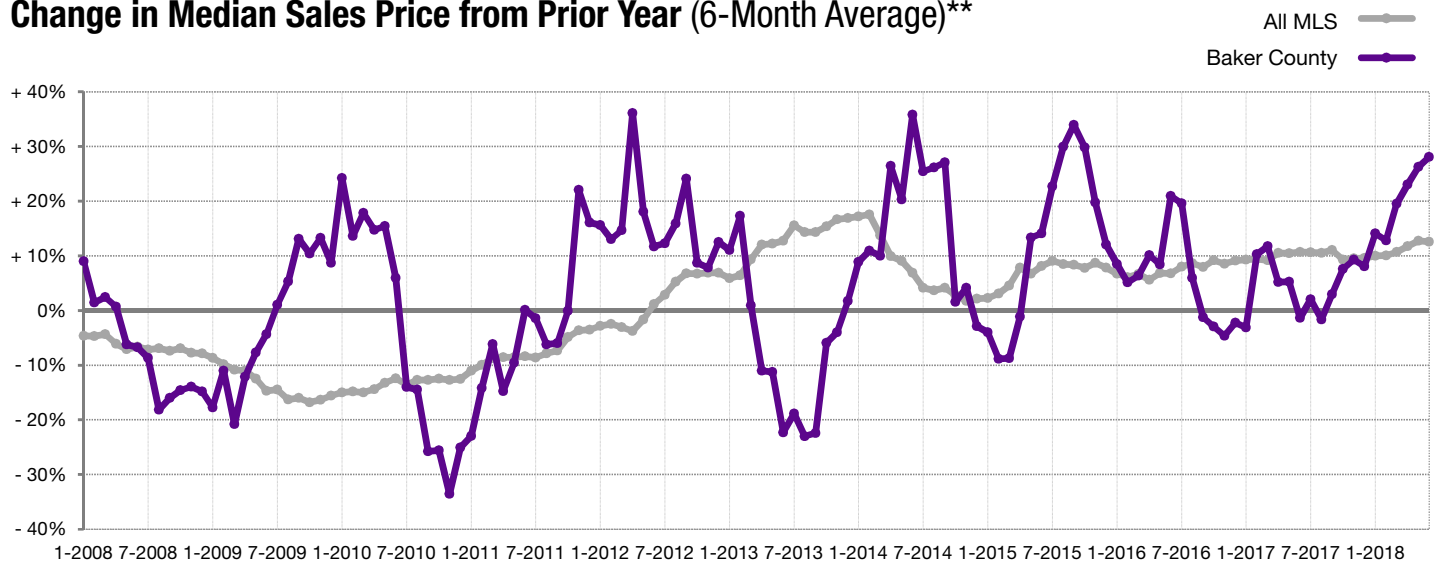
Change in
Median Sales Price

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	25	37	+ 48.0%	148	223	+ 50.7%
Closed Sales	23	30	+ 30.4%	122	155	+ 27.0%
Median Sales Price*	\$133,000	\$206,200	+ 55.0%	\$142,500	\$185,000	+ 29.8%
Percent of Original List Price Received*	96.1%	95.8%	- 0.3%	94.6%	95.7%	+ 1.2%
Percent of Properties Sold Over List Price*	13.0%	13.3%	+ 2.3%	18.0%	15.5%	- 13.9%
Days on Market Until Sale	83	44	- 47.0%	80	47	- 41.3%
Inventory of Homes for Sale	76	74	- 2.6%	--	--	--
Months Supply of Inventory	4.0	2.8	- 30.0%	--	--	--

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Change in Median Sales Price from Prior Year (6-Month Average)**



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Clay County

+ 18.3%

- 3.7%

+ 10.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	447	529	+ 18.3%	2,560	2,693	+ 5.2%
Closed Sales	401	386	- 3.7%	2,020	1,799	- 10.9%
Median Sales Price*	\$205,500	\$226,088	+ 10.0%	\$185,000	\$210,000	+ 13.5%
Percent of Original List Price Received*	96.7%	97.5%	+ 0.8%	96.0%	96.9%	+ 0.9%
Percent of Properties Sold Over List Price*	18.5%	20.7%	+ 11.9%	16.9%	17.6%	+ 4.1%
Days on Market Until Sale	58	47	- 19.0%	72	56	- 22.2%
Inventory of Homes for Sale	1,082	1,025	- 5.3%	--	--	--
Months Supply of Inventory	3.4	3.3	- 2.9%	--	--	--

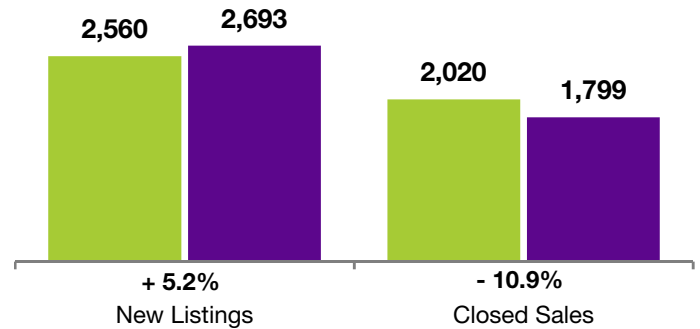
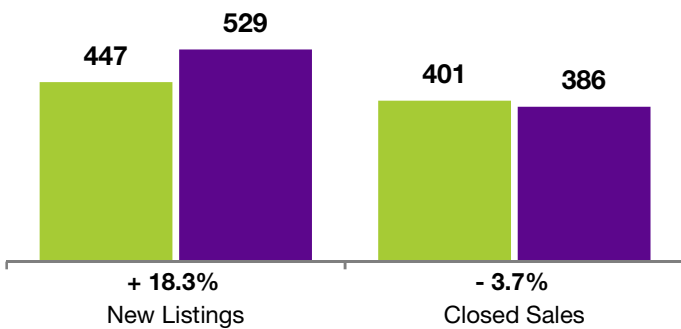
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June

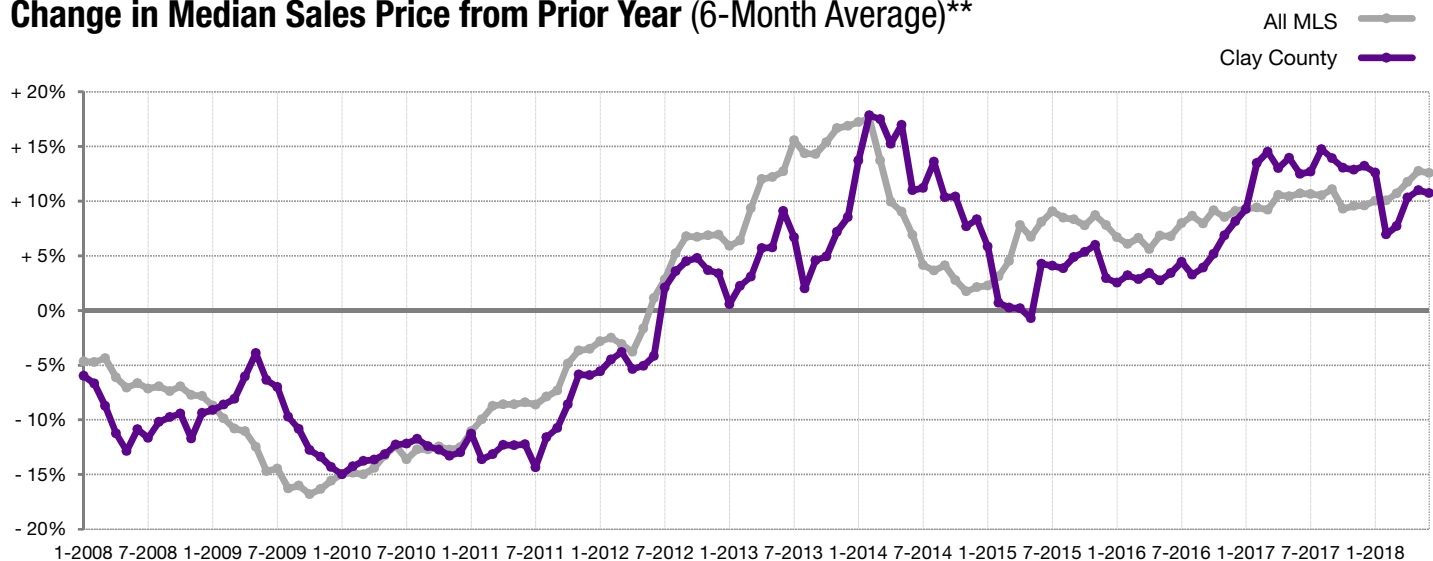
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Duval County

+ 9.2%

Change in
New Listings

- 6.4%

Change in
Closed Sales

+ 9.0%

Change in
Median Sales Price

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	1,910	2,085	+ 9.2%	10,814	11,510	+ 6.4%
Closed Sales	1,602	1,500	- 6.4%	8,079	7,960	- 1.5%
Median Sales Price*	\$188,000	\$205,000	+ 9.0%	\$176,451	\$197,000	+ 11.6%
Percent of Original List Price Received*	95.9%	96.4%	+ 0.5%	95.5%	96.1%	+ 0.6%
Percent of Properties Sold Over List Price*	16.9%	15.3%	- 9.5%	15.5%	16.5%	+ 6.5%
Days on Market Until Sale	58	51	- 12.1%	66	57	- 13.6%
Inventory of Homes for Sale	4,422	4,156	- 6.0%	--	--	--
Months Supply of Inventory	3.4	3.1	- 8.8%	--	--	--

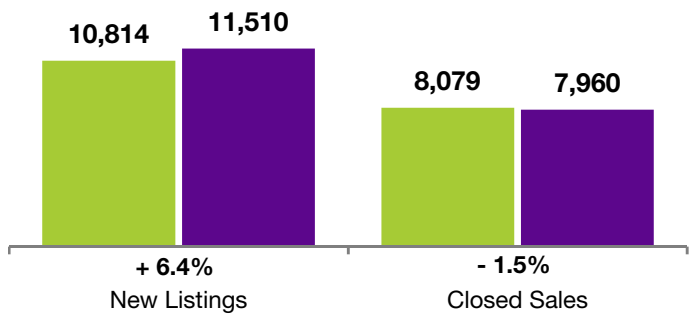
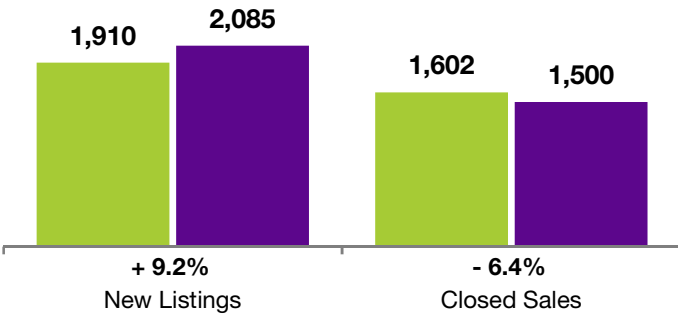
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June

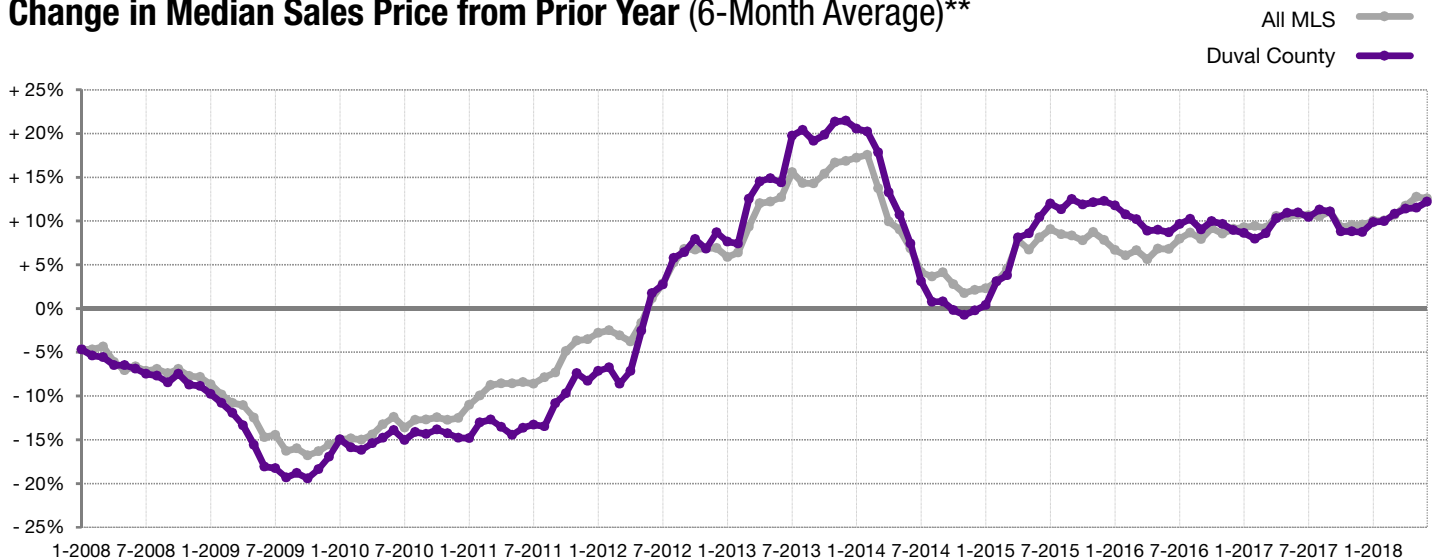
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Nassau County

+ 7.8%

Change in
New Listings

+ 5.5%

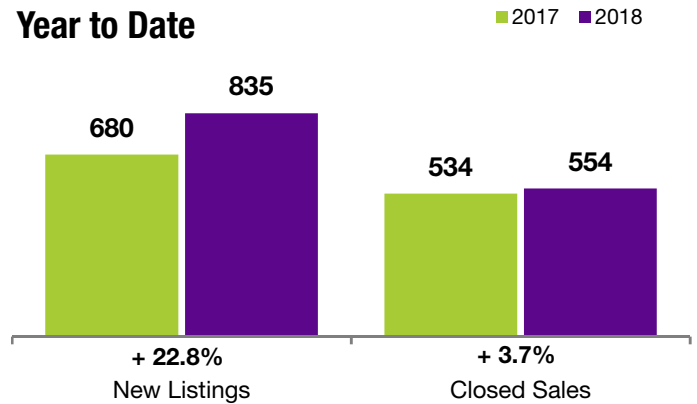
Change in
Closed Sales

+ 19.2%

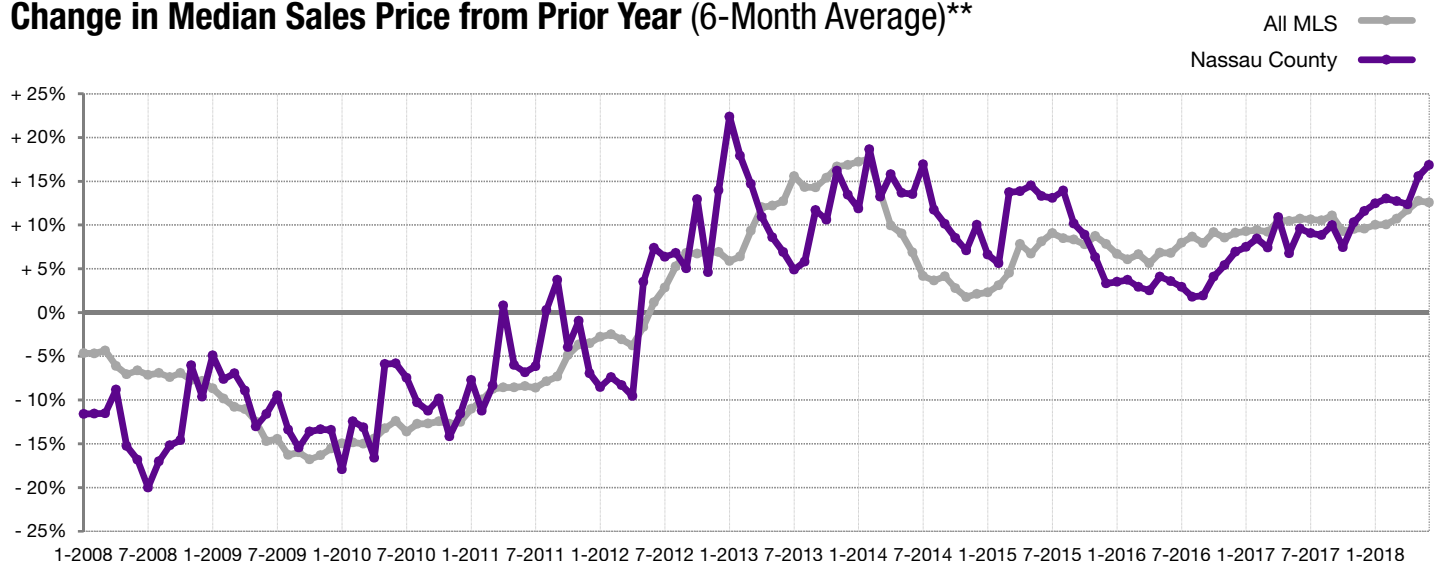
Change in
Median Sales Price

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	129	139	+ 7.8%	680	835	+ 22.8%
Closed Sales	109	115	+ 5.5%	534	554	+ 3.7%
Median Sales Price*	\$222,950	\$265,762	+ 19.2%	\$223,000	\$262,900	+ 17.9%
Percent of Original List Price Received*	96.2%	96.6%	+ 0.4%	95.5%	96.6%	+ 1.2%
Percent of Properties Sold Over List Price*	9.3%	17.4%	+ 87.1%	13.5%	14.5%	+ 7.4%
Days on Market Until Sale	86	69	- 19.8%	101	80	- 20.8%
Inventory of Homes for Sale	394	365	- 7.4%	--	--	--
Months Supply of Inventory	4.7	3.6	- 23.4%	--	--	--

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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Putnam County

- 2.0%

Change in
New Listings

- 17.6%

Change in
Closed Sales

+ 29.2%

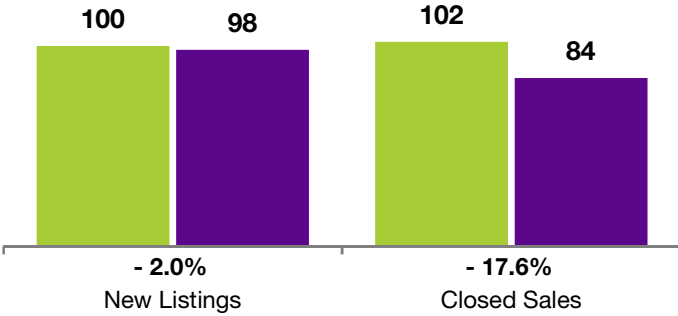
Change in
Median Sales Price

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	100	98	- 2.0%	648	607	- 6.3%
Closed Sales	102	84	- 17.6%	487	434	- 10.9%
Median Sales Price*	\$71,550	\$92,450	+ 29.2%	\$73,000	\$80,100	+ 9.7%
Percent of Original List Price Received*	90.8%	90.5%	- 0.3%	89.1%	89.5%	+ 0.4%
Percent of Properties Sold Over List Price*	13.7%	8.3%	- 39.4%	10.5%	10.9%	+ 3.8%
Days on Market Until Sale	80	98	+ 22.5%	124	101	- 18.5%
Inventory of Homes for Sale	477	363	- 23.9%	--	--	--
Months Supply of Inventory	6.0	5.2	- 13.3%	--	--	--

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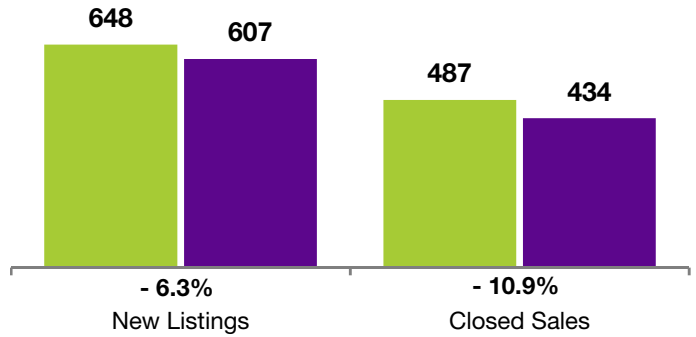
June

■ 2017 ■ 2018

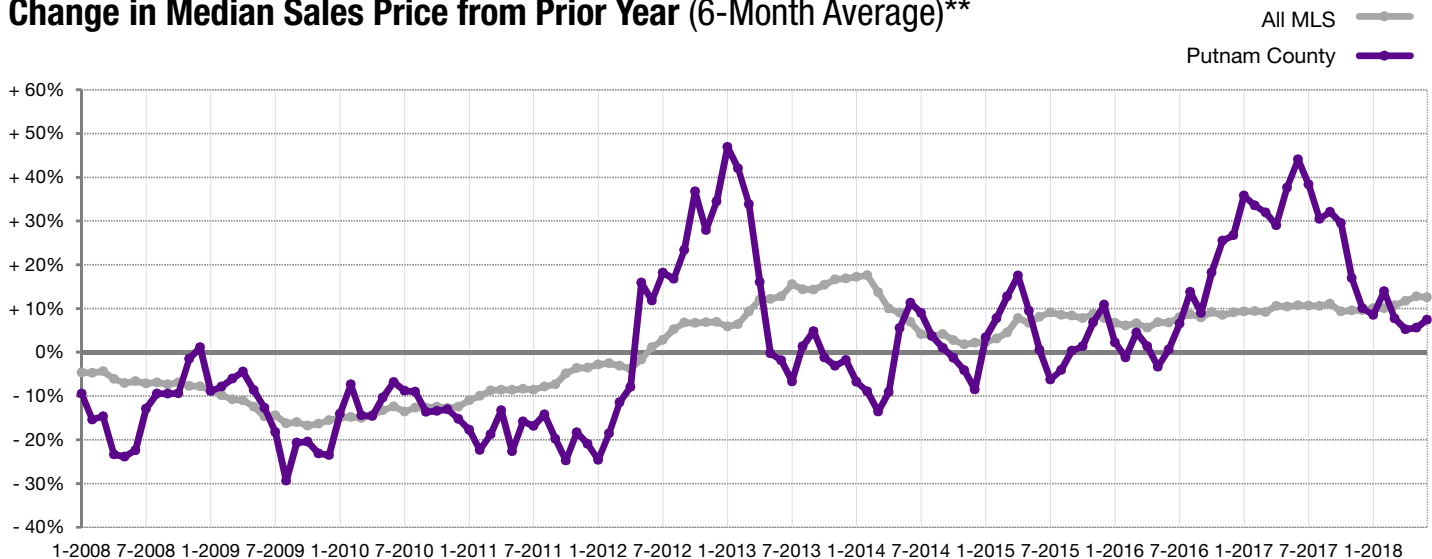


Year to Date

■ 2017 ■ 2018



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Local Market Update – June 2018

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St. Johns County

+ 20.4%

+ 1.6%

+ 3.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	726	874	+ 20.4%	4,574	5,001	+ 9.3%
Closed Sales	691	702	+ 1.6%	3,097	3,354	+ 8.3%
Median Sales Price*	\$320,000	\$330,000	+ 3.1%	\$310,000	\$322,203	+ 3.9%
Percent of Original List Price Received*	96.3%	96.2%	- 0.1%	96.0%	95.9%	- 0.1%
Percent of Properties Sold Over List Price*	10.0%	9.3%	- 7.0%	11.2%	9.2%	- 17.9%
Days on Market Until Sale	83	76	- 8.4%	90	84	- 6.7%
Inventory of Homes for Sale	2,407	2,541	+ 5.6%	--	--	--
Months Supply of Inventory	4.7	4.6	- 2.1%	--	--	--

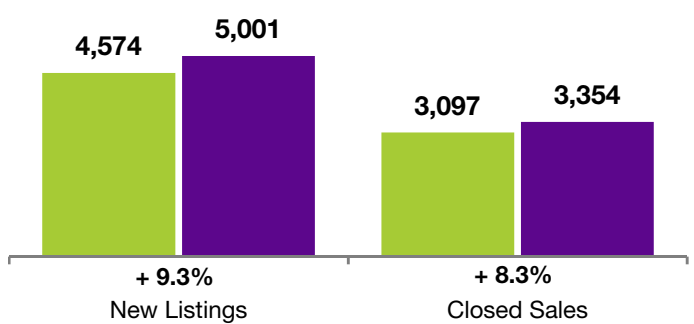
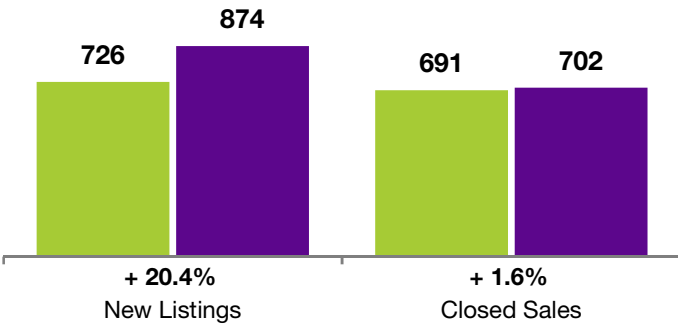
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June

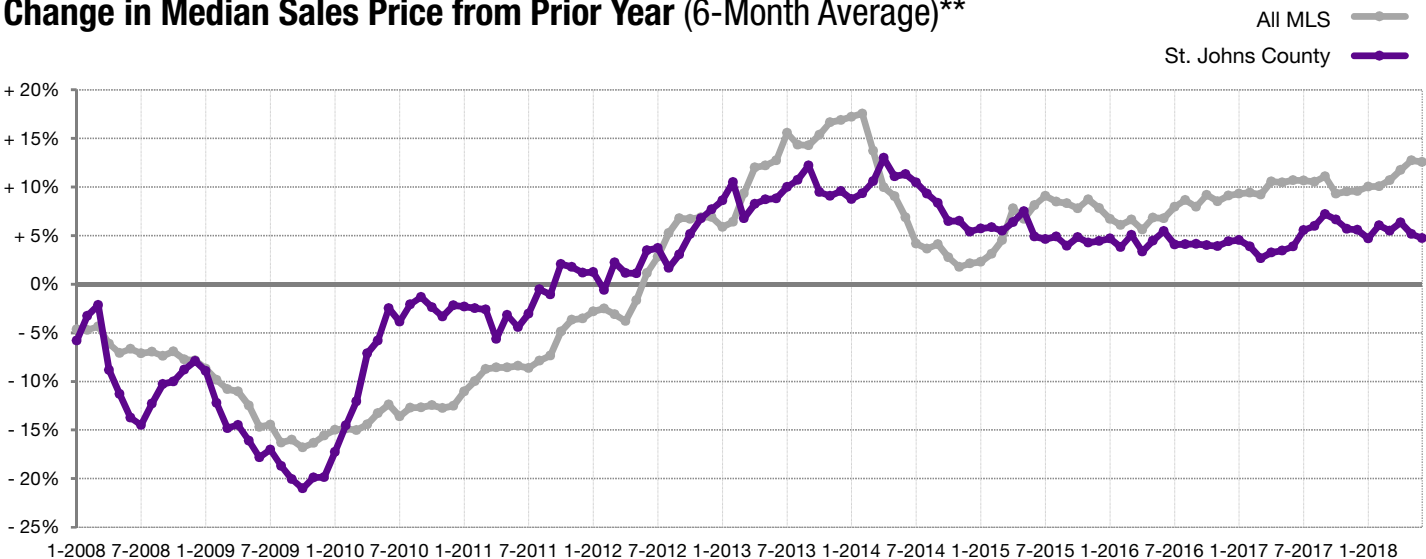
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



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