

# 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.

## January 2018

Last year, U.S. consumers seemed to be operating with a renewed but cautious optimism. The stock market was strong, wages were edging upwards and home buying activity was extremely competitive. Not much has changed in 2018 in terms of those measures, yet there is a sort of seasoned prudence mixed into the high emotions that go with a major expense like a home purchase. We are now several years deep into a period of rising prices and low inventory. Those in the market to buy a home have caught on. As sellers attempt take advantage of rising prices, expect buyers to be more selective.

New Listings in the Northeast Florida region decreased 4.0 percent to 2,942. Pending Sales were up 0.9 percent to 2,105. Inventory levels fell 17.5 percent to 7,397 units.

Prices continued to gain traction. The Median Sales Price increased 16.6 percent to \$204,060. Days on Market was down 10.3 percent to 70 days. Sellers were encouraged as Months Supply of Inventory was down 23.1 percent to 3.0 months.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not necessarily following that trend, but monthly increases are expected until at least late summer.

## Quick Facts

**- 11.5%**      **+ 16.6%**      **- 17.5%**

| Change in<br>Closed Sales | Change in<br>Median Sales Price | Change in<br>Inventory |
|---------------------------|---------------------------------|------------------------|
|---------------------------|---------------------------------|------------------------|

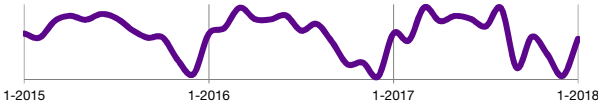
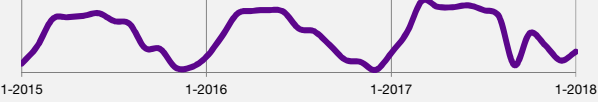





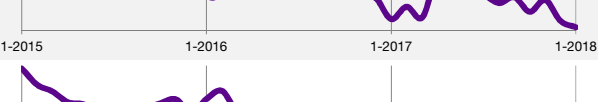



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# Market Overview

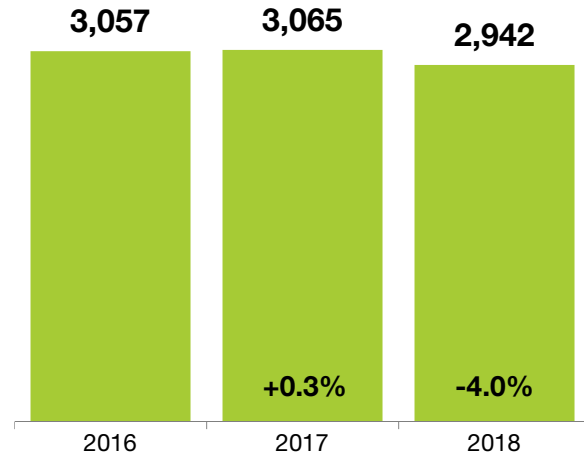
Key market metrics for the current month and year-to-date.

| Key Metrics                                       | Historical Sparklines  | 1-2017    | 1-2018           | +/-     | YTD 2017  | YTD 2018         | +/-     |
|---|--|-----------|------------------|---------|-----------|------------------|---------|
| <b>New Listings</b>                               |    | 3,065     | <b>2,942</b>     | - 4.0%  | 3,065     | <b>2,942</b>     | - 4.0%  |
| <b>Pending Sales</b>                              |    | 2,087     | <b>2,105</b>     | + 0.9%  | 2,087     | <b>2,105</b>     | + 0.9%  |
| <b>Closed Sales</b>                               |    | 1,725     | <b>1,526</b>     | - 11.5% | 1,725     | <b>1,526</b>     | - 11.5% |
| <b>Days on Market Until Sale</b>                  |    | 78        | <b>70</b>        | - 10.3% | 78        | <b>70</b>        | - 10.3% |
| <b>Median Sales Price</b>                         |    | \$175,000 | <b>\$204,060</b> | + 16.6% | \$175,000 | <b>\$204,060</b> | + 16.6% |
| <b>Average Sales Price</b>                        |    | \$217,619 | <b>\$244,795</b> | + 12.5% | \$217,619 | <b>\$244,795</b> | + 12.5% |
| <b>Percent of Original List Price Received</b>    |  | 95.0%     | <b>95.4%</b>     | + 0.4%  | 95.0%     | <b>95.4%</b>     | + 0.4%  |
| <b>Percent of Properties Sold Over List Price</b> |  | 10.2%     | <b>9.7%</b>      | - 4.9%  | 10.2%     | <b>9.7%</b>      | - 4.9%  |
| <b>Housing Affordability Index</b>                |  | 182       | <b>156</b>       | - 14.3% | 182       | <b>156</b>       | - 14.3% |
| <b>Inventory of Homes for Sale</b>                |  | 8,964     | <b>7,397</b>     | - 17.5% | --        | --               | --      |
| <b>Months Supply of Homes for Sale</b>            |  | 3.9       | <b>3.0</b>       | - 23.1% | --        | --               | --      |

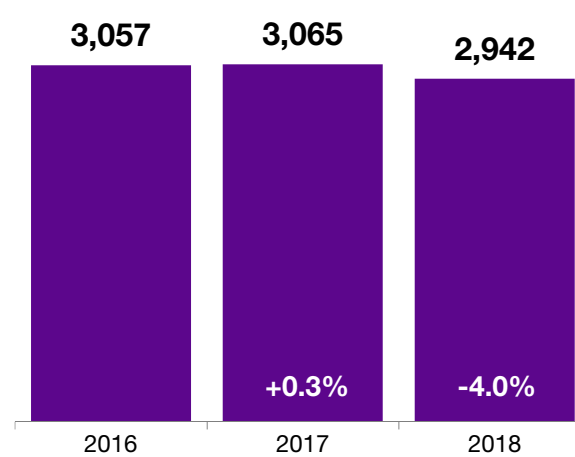
# New Listings

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

## January

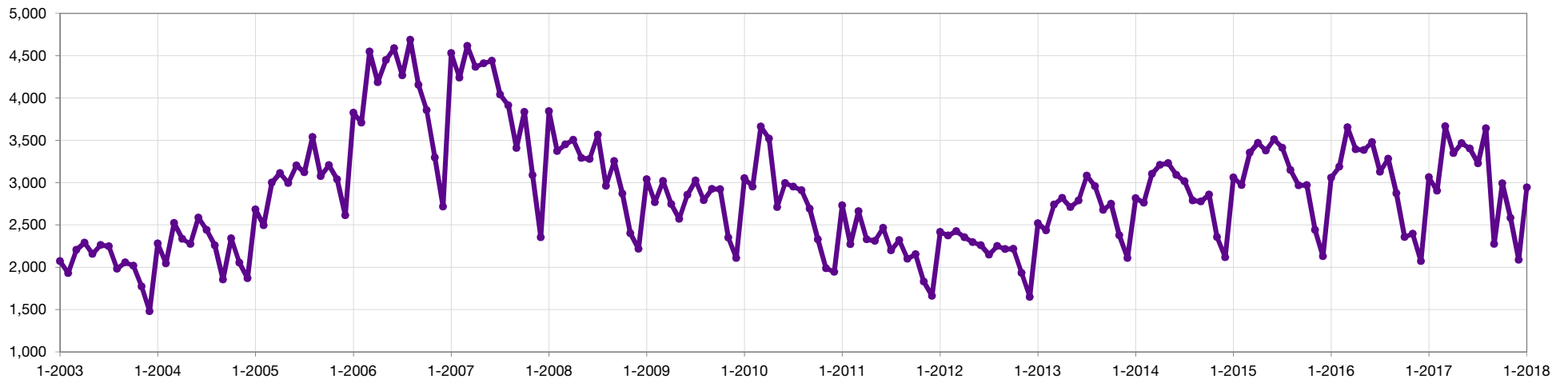


## Year To Date



| Month               | Prior Year   | Current Year | + / -        |
|---------------------|--------------|--------------|--------------|
| February 2017       | 3,187        | 2,903        | -8.9%        |
| March 2017          | 3,654        | 3,665        | +0.3%        |
| April 2017          | 3,393        | 3,348        | -1.3%        |
| May 2017            | 3,385        | 3,466        | +2.4%        |
| June 2017           | 3,479        | 3,402        | -2.2%        |
| July 2017           | 3,127        | 3,226        | +3.2%        |
| August 2017         | 3,282        | 3,641        | +10.9%       |
| September 2017      | 2,872        | 2,274        | -20.8%       |
| October 2017        | 2,357        | 2,990        | +26.9%       |
| November 2017       | 2,394        | 2,583        | +7.9%        |
| December 2017       | 2,073        | 2,088        | +0.7%        |
| <b>January 2018</b> | <b>3,065</b> | <b>2,942</b> | <b>-4.0%</b> |
| 12-Month Avg        | 3,022        | 3,044        | +0.7%        |

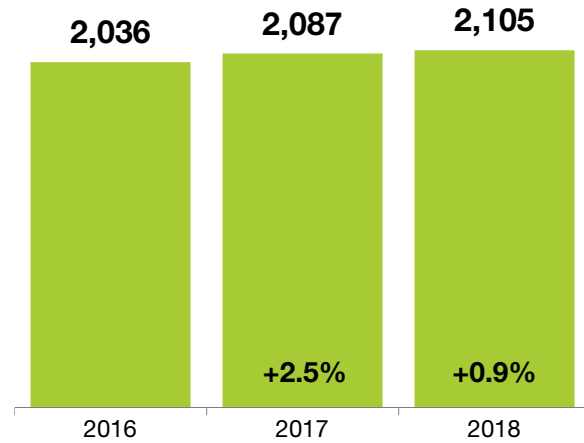
## Historical New Listing Activity



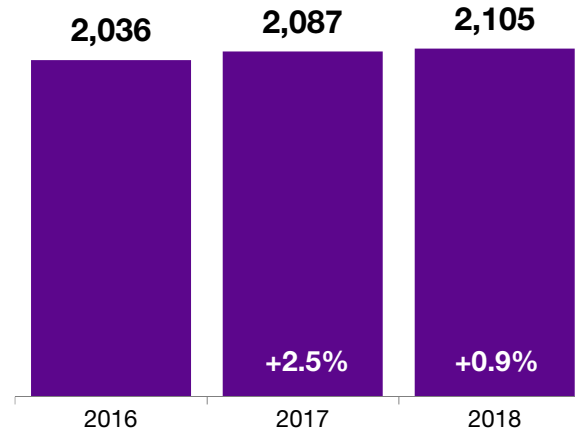
# Pending Sales

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

## January

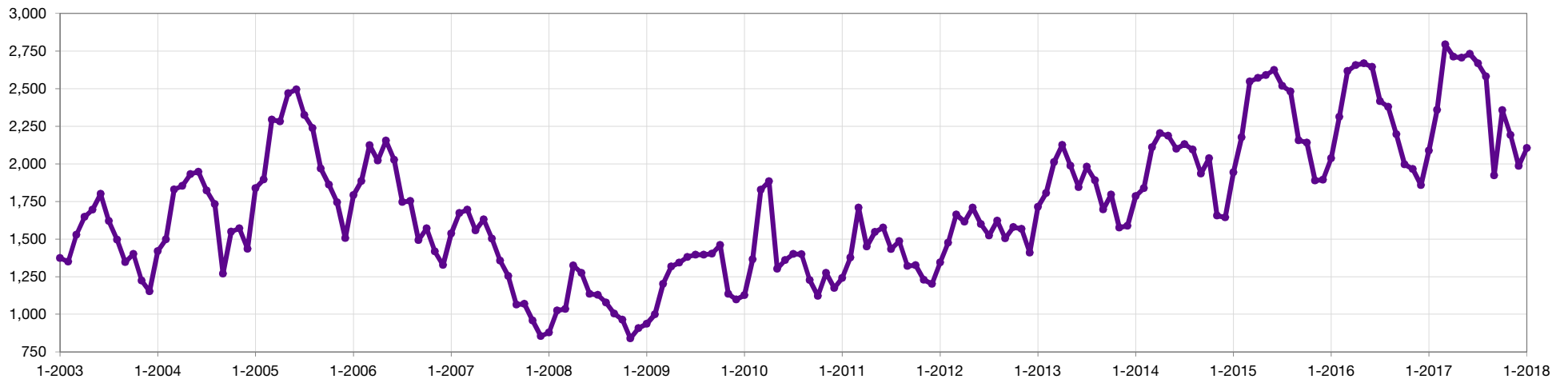


## Year To Date



| Month               | Prior Year   | Current Year | + / -        |
|---------------------|--------------|--------------|--------------|
| February 2017       | 2,312        | 2,358        | +2.0%        |
| March 2017          | 2,617        | 2,794        | +6.8%        |
| April 2017          | 2,656        | 2,712        | +2.1%        |
| May 2017            | 2,668        | 2,706        | +1.4%        |
| June 2017           | 2,644        | 2,731        | +3.3%        |
| July 2017           | 2,416        | 2,667        | +10.4%       |
| August 2017         | 2,379        | 2,581        | +8.5%        |
| September 2017      | 2,197        | 1,922        | -12.5%       |
| October 2017        | 1,996        | 2,356        | +18.0%       |
| November 2017       | 1,966        | 2,191        | +11.4%       |
| December 2017       | 1,858        | 1,985        | +6.8%        |
| <b>January 2018</b> | <b>2,087</b> | <b>2,105</b> | <b>+0.9%</b> |
| 12-Month Avg        | 2,316        | 2,426        | +4.7%        |

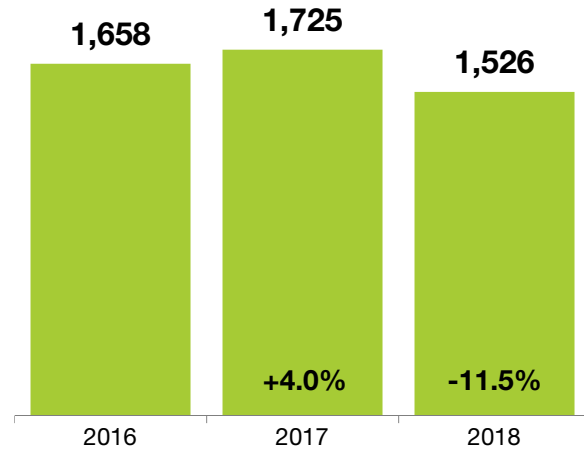
## Historical Pending Sales Activity



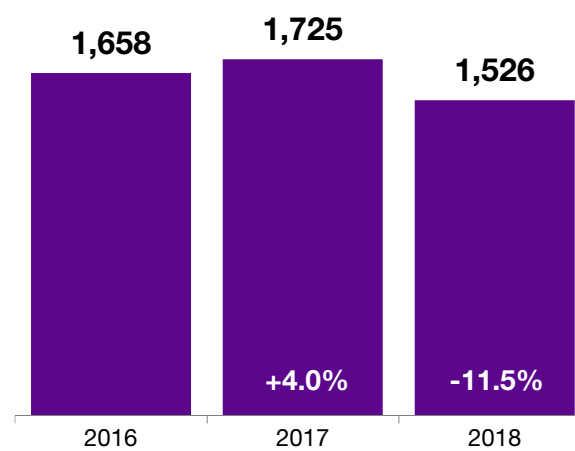
# Closed Sales

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

## January

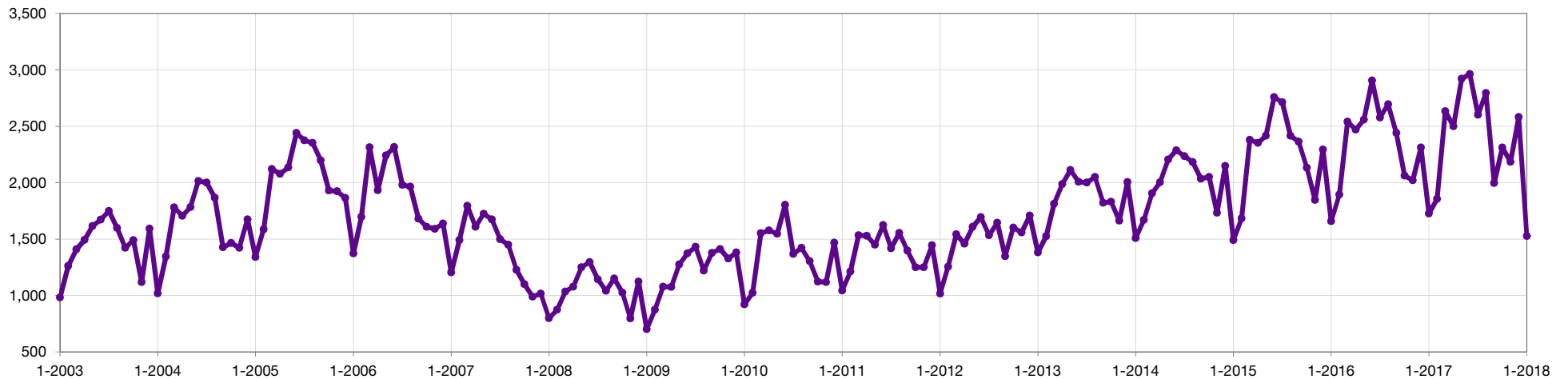


## Year To Date



| Month               | Prior Year   | Current Year | + / -         |
|---------------------|--------------|--------------|---------------|
| February 2017       | 1,894        | 1,856        | -2.0%         |
| March 2017          | 2,539        | 2,632        | +3.7%         |
| April 2017          | 2,469        | 2,500        | +1.3%         |
| May 2017            | 2,558        | 2,920        | +14.2%        |
| June 2017           | 2,905        | 2,962        | +2.0%         |
| July 2017           | 2,577        | 2,602        | +1.0%         |
| August 2017         | 2,695        | 2,793        | +3.6%         |
| September 2017      | 2,440        | 1,996        | -18.2%        |
| October 2017        | 2,061        | 2,311        | +12.1%        |
| November 2017       | 2,020        | 2,185        | +8.2%         |
| December 2017       | 2,310        | 2,580        | +11.7%        |
| <b>January 2018</b> | <b>1,725</b> | <b>1,526</b> | <b>-11.5%</b> |
| 12-Month Avg        | 2,349        | 2,405        | +2.2%         |

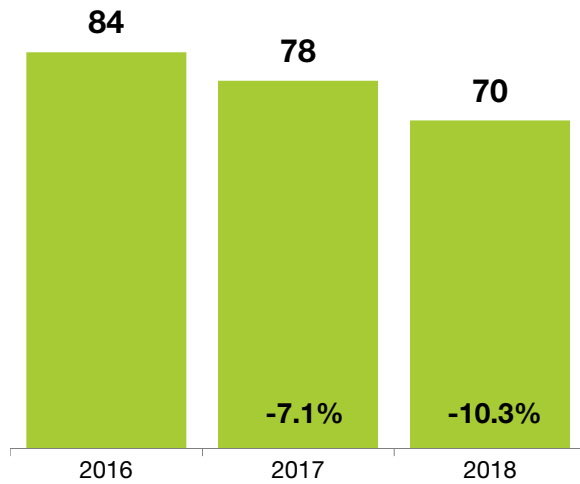
## Historical Closed Sales Activity



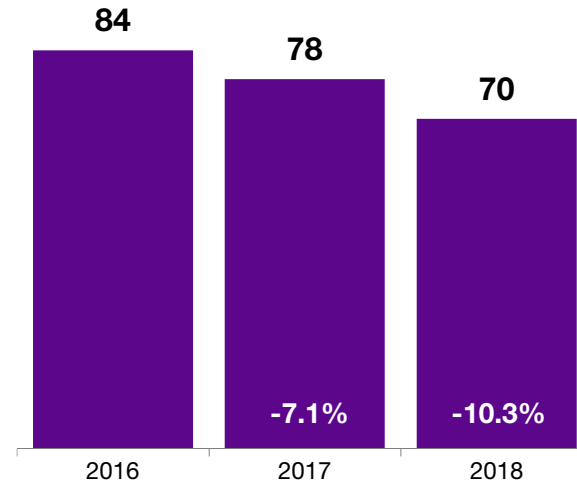
# Days on Market Until Sale

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

## January

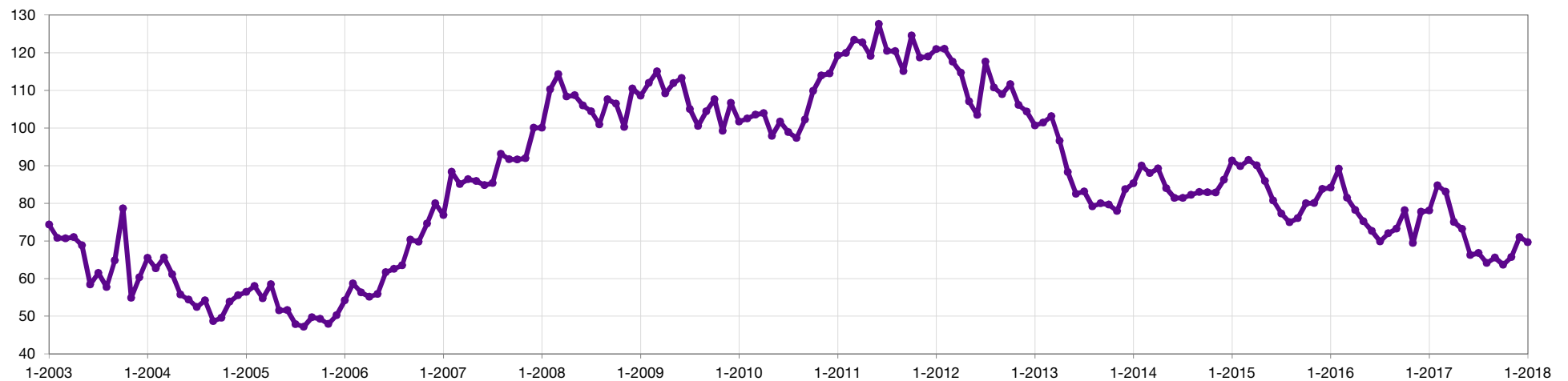


## Year To Date



| Month               | Prior Year | Current Year | + / -         |
|---------------------|------------|--------------|---------------|
| February 2017       | 89         | 85           | -4.5%         |
| March 2017          | 81         | 83           | +2.5%         |
| April 2017          | 78         | 75           | -3.8%         |
| May 2017            | 75         | 73           | -2.7%         |
| June 2017           | 73         | 66           | -9.6%         |
| 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%         |
| <b>January 2018</b> | <b>78</b>  | <b>70</b>    | <b>-10.3%</b> |
| 12-Month Avg        | 76         | 71           | -7.0%         |

## Historical Days on Market Until Sale

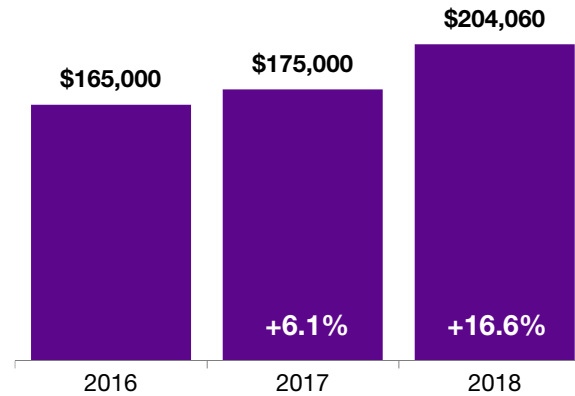
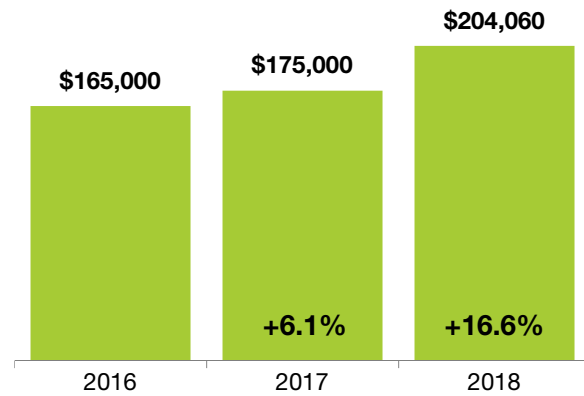


# Median Sales Price

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

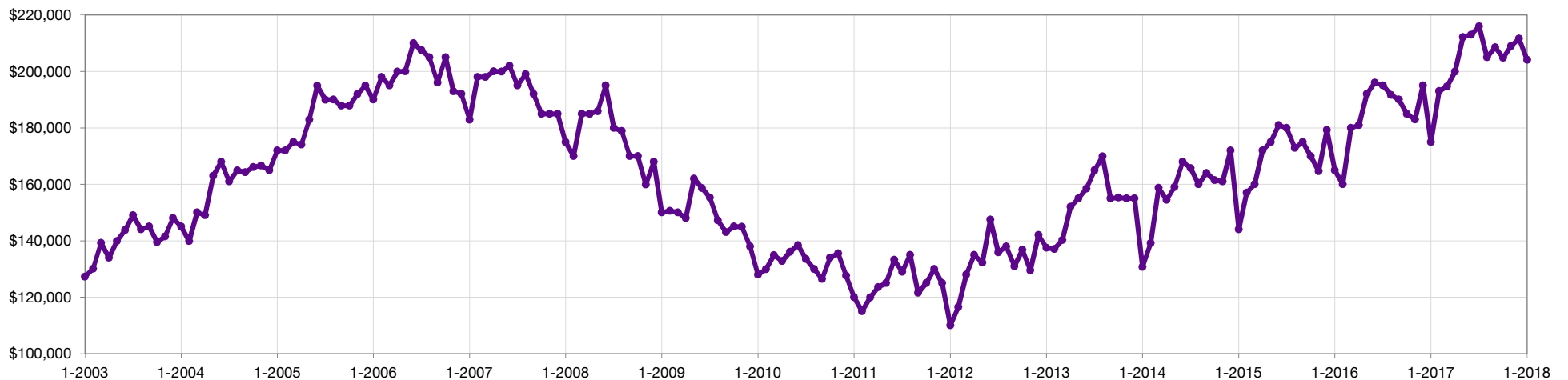
## January

## Year To Date



| Month               | Prior Year       | Current Year     | + / -         |
|---------------------|------------------|------------------|---------------|
| February 2017       | \$160,000        | \$192,990        | +20.6%        |
| March 2017          | \$180,000        | \$194,700        | +8.2%         |
| April 2017          | \$181,000        | \$199,900        | +10.4%        |
| May 2017            | \$192,000        | \$212,200        | +10.5%        |
| June 2017           | \$196,000        | \$213,000        | +8.7%         |
| July 2017           | \$195,000        | \$216,000        | +10.8%        |
| August 2017         | \$191,638        | \$205,000        | +7.0%         |
| September 2017      | \$190,000        | \$208,500        | +9.7%         |
| October 2017        | \$185,000        | \$204,825        | +10.7%        |
| November 2017       | \$183,000        | \$209,000        | +14.2%        |
| December 2017       | \$195,000        | \$211,650        | +8.5%         |
| <b>January 2018</b> | <b>\$175,000</b> | <b>\$204,060</b> | <b>+16.6%</b> |
| 12-Month Med        | \$186,500        | \$206,000        | +10.5%        |

## Historical Median Sales Price

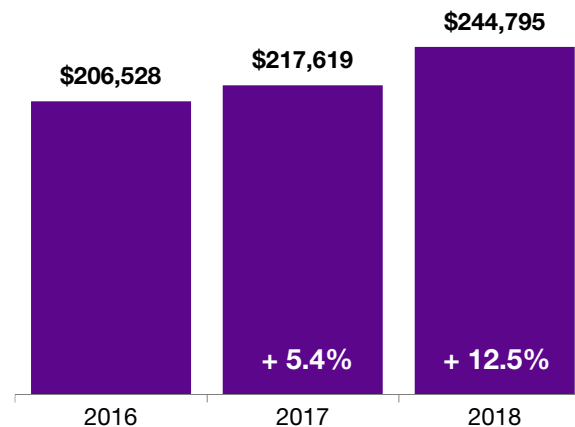
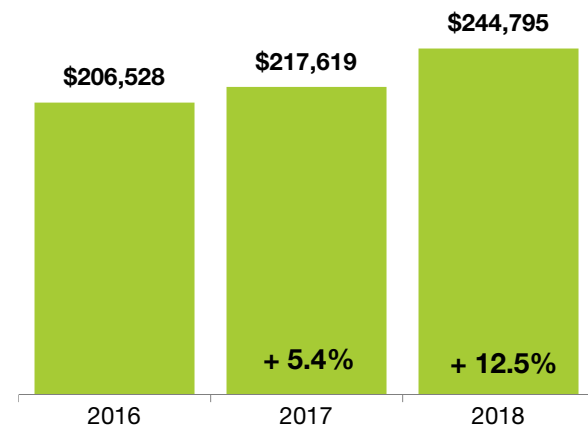


# Average Sales Price

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

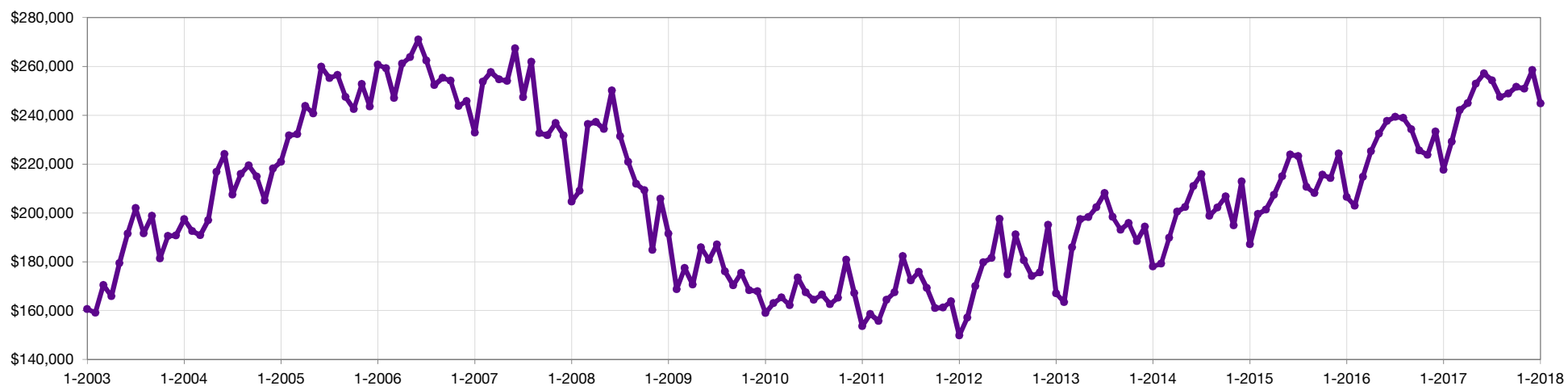
## January

## Year To Date



| Month               | Prior Year       | Current Year     | + / -         |
|---------------------|------------------|------------------|---------------|
| February 2017       | \$202,912        | \$229,122        | +12.9%        |
| March 2017          | \$214,776        | \$242,067        | +12.7%        |
| April 2017          | \$225,260        | \$244,972        | +8.8%         |
| May 2017            | \$232,492        | \$252,878        | +8.8%         |
| June 2017           | \$237,594        | \$257,059        | +8.2%         |
| July 2017           | \$239,294        | \$254,265        | +6.3%         |
| August 2017         | \$238,850        | \$247,506        | +3.6%         |
| September 2017      | \$234,213        | \$248,869        | +6.3%         |
| October 2017        | \$225,527        | \$251,636        | +11.6%        |
| November 2017       | \$223,721        | \$250,865        | +12.1%        |
| December 2017       | \$233,314        | \$258,512        | +10.8%        |
| <b>January 2018</b> | <b>\$217,619</b> | <b>\$244,795</b> | <b>+12.5%</b> |
| 12-Month Avg        | \$228,202        | \$249,261        | +9.2%         |

## Historical Average Sales Price



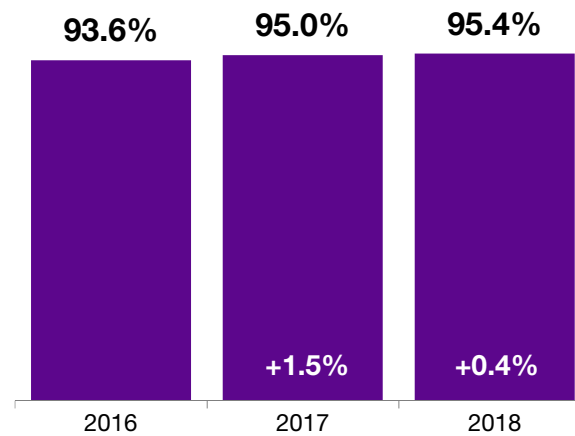
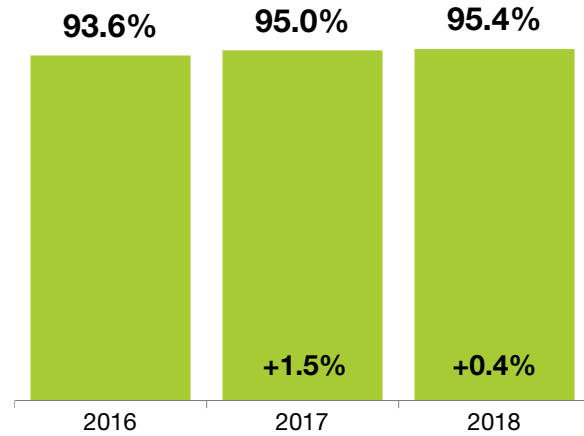


# Percent of Original List Price Received

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.

## January

## Year To Date



| Month               | Prior Year   | Current Year | + / -        |
|---------------------|--------------|--------------|--------------|
| February 2017       | 93.5%        | 94.6%        | +1.2%        |
| March 2017          | 94.6%        | 95.1%        | +0.5%        |
| April 2017          | 95.0%        | 95.6%        | +0.6%        |
| May 2017            | 95.2%        | 95.7%        | +0.5%        |
| June 2017           | 95.4%        | 95.9%        | +0.5%        |
| 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%        |
| <b>January 2018</b> | <b>95.0%</b> | <b>95.4%</b> | <b>+0.4%</b> |
| 12-Month Avg        | 95.1%        | 95.5%        | +0.4%        |

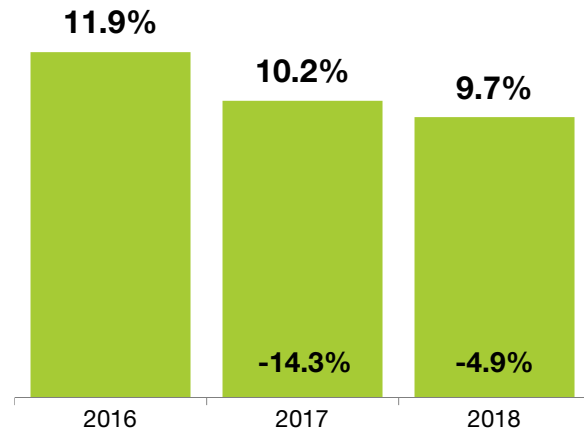
## Historical Percent of Original List Price Received



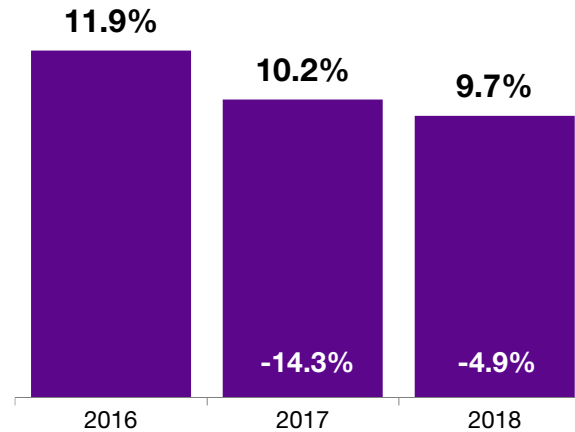
# Percent of Properties Sold Over List Price

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

## January

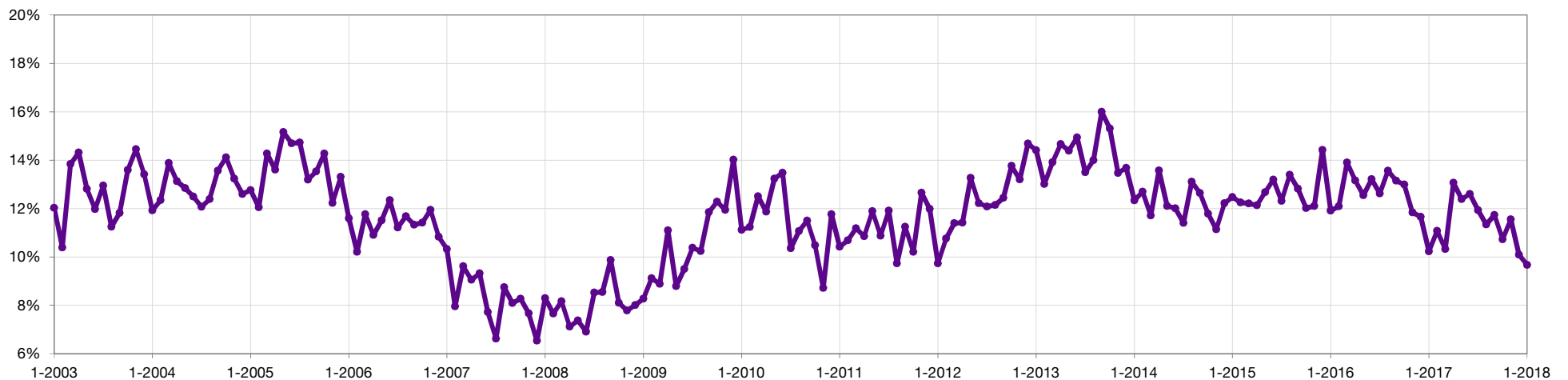


## Year To Date



| Month               | Prior Year   | Current Year | + / -        |
|---------------------|--------------|--------------|--------------|
| February 2017       | 12.1%        | 11.1%        | -8.3%        |
| March 2017          | 13.9%        | 10.3%        | -25.9%       |
| April 2017          | 13.2%        | 13.1%        | -0.8%        |
| May 2017            | 12.5%        | 12.4%        | -0.8%        |
| June 2017           | 13.2%        | 12.6%        | -4.5%        |
| July 2017           | 12.6%        | 11.9%        | -5.6%        |
| August 2017         | 13.6%        | 11.3%        | -16.9%       |
| September 2017      | 13.2%        | 11.7%        | -11.4%       |
| October 2017        | 13.0%        | 10.7%        | -17.7%       |
| November 2017       | 11.8%        | 11.5%        | -2.5%        |
| December 2017       | 11.7%        | 10.1%        | -13.7%       |
| <b>January 2018</b> | <b>10.2%</b> | <b>9.7%</b>  | <b>-4.9%</b> |
| 12-Month Avg        | 12.7%        | 11.4%        | -9.6%        |

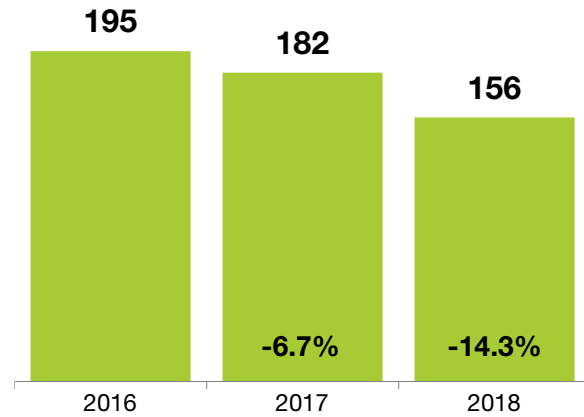
## Historical Percent of Properties Sold Over List Price



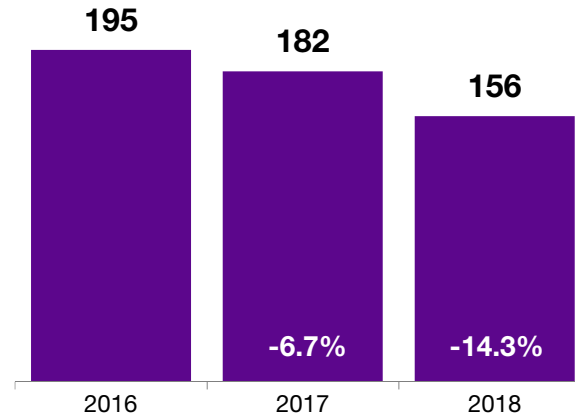
# Housing Affordability Index

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.**

## January

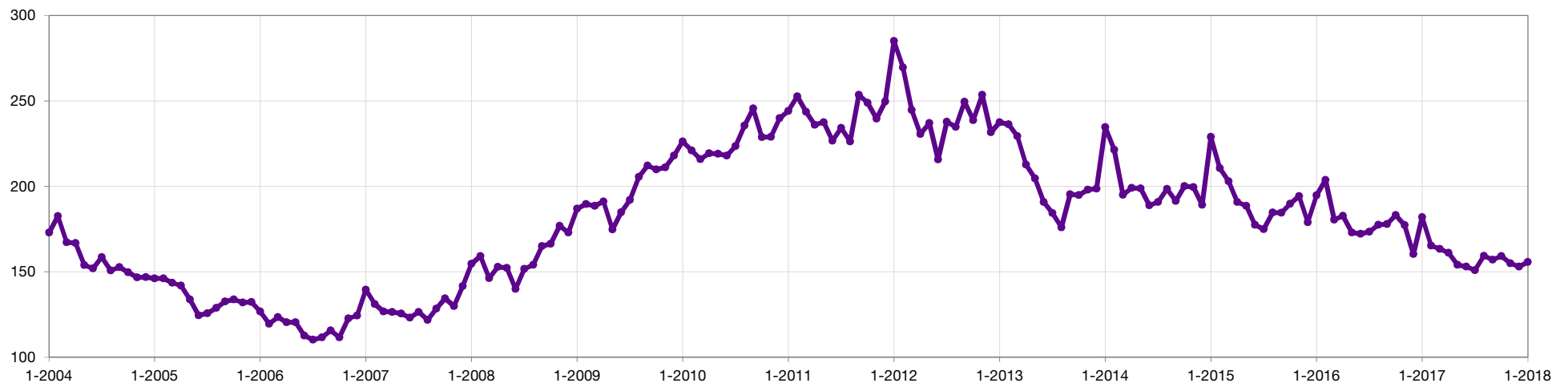


## Year To Date



| Month               | Prior Year | Current Year | + / -         |
|---------------------|------------|--------------|---------------|
| February 2017       | 204        | 165          | -19.1%        |
| March 2017          | 180        | 163          | -9.4%         |
| April 2017          | 183        | 161          | -12.0%        |
| May 2017            | 173        | 154          | -11.0%        |
| June 2017           | 172        | 153          | -11.0%        |
| 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%         |
| <b>January 2018</b> | <b>182</b> | <b>156</b>   | <b>-14.3%</b> |
| 12-Month Avg        | 179        | 157          | -11.8%        |

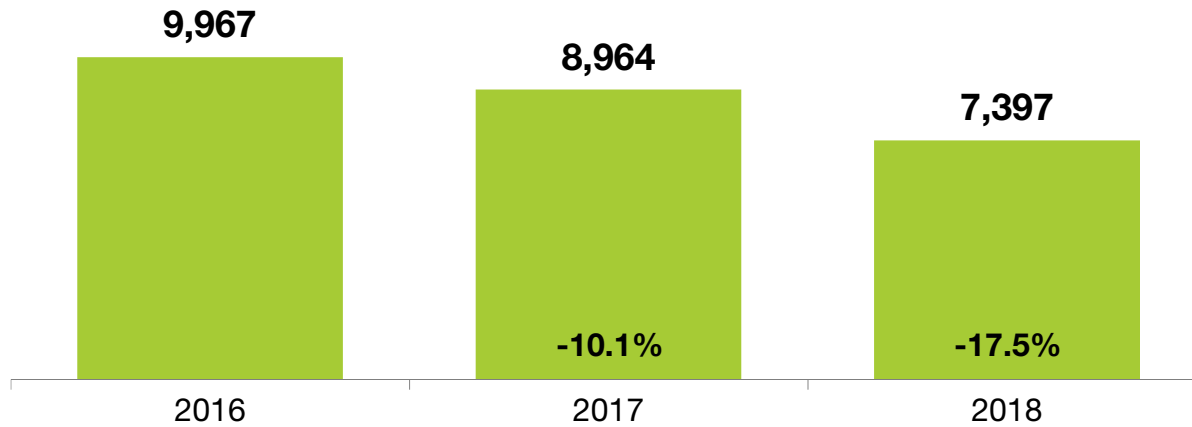
## Historical Housing Affordability Index



# Inventory of Homes for Sale

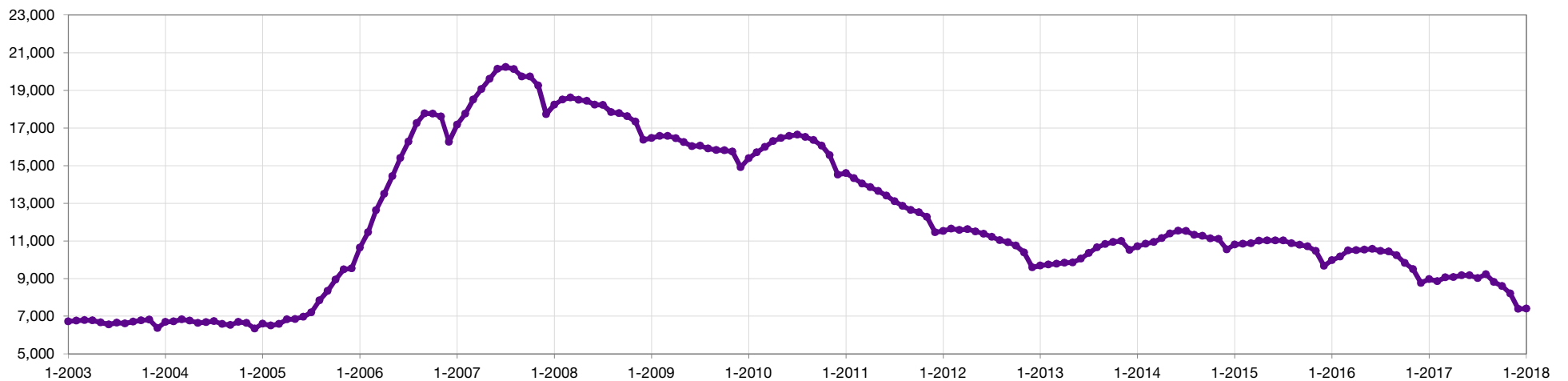
The number of properties available for sale in active status at the end of the month.

## January



| Month               | Prior Year   | Current Year | + / -         |
|---------------------|--------------|--------------|---------------|
| February 2017       | 10,165       | 8,864        | -12.8%        |
| March 2017          | 10,486       | 9,060        | -13.6%        |
| April 2017          | 10,507       | 9,079        | -13.6%        |
| May 2017            | 10,534       | 9,177        | -12.9%        |
| June 2017           | 10,568       | 9,172        | -13.2%        |
| July 2017           | 10,459       | 9,021        | -13.7%        |
| August 2017         | 10,431       | 9,219        | -11.6%        |
| September 2017      | 10,225       | 8,811        | -13.8%        |
| October 2017        | 9,824        | 8,596        | -12.5%        |
| November 2017       | 9,502        | 8,206        | -13.6%        |
| December 2017       | 8,765        | 7,383        | -15.8%        |
| <b>January 2018</b> | <b>8,964</b> | <b>7,397</b> | <b>-17.5%</b> |
| 12-Month Avg        | 10,036       | 8,665        | -13.7%        |

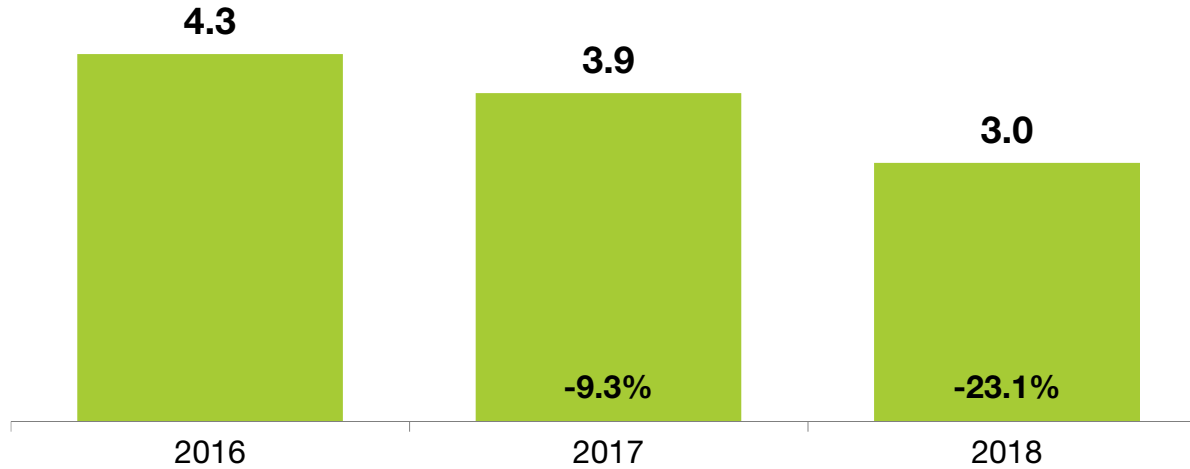
## Historical Inventory of Homes for Sale



# Months Supply of Inventory

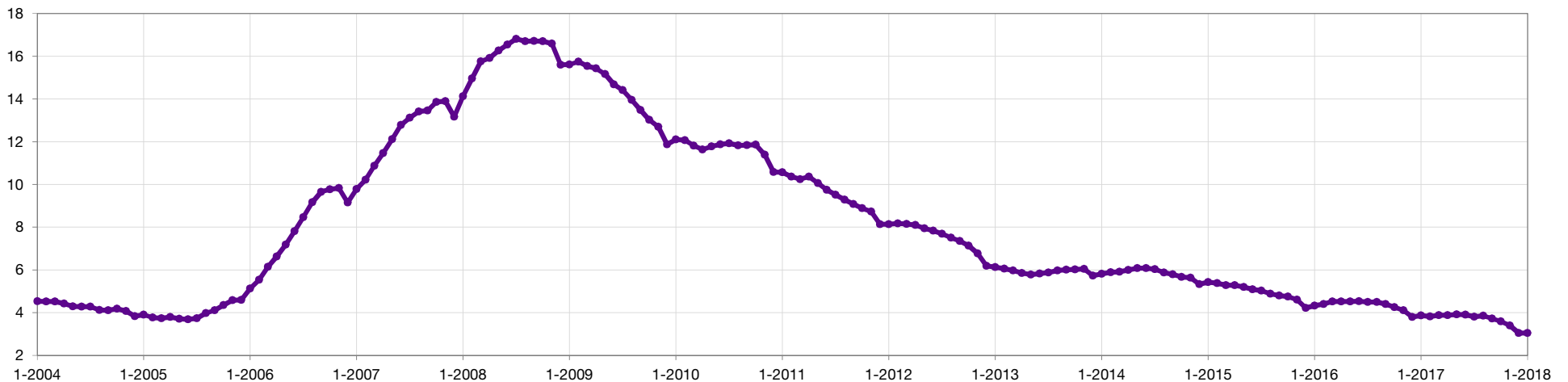
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

## January



| Month               | Prior Year | Current Year | + / -         |
|---------------------|------------|--------------|---------------|
| February 2017       | 4.4        | 3.8          | -13.6%        |
| March 2017          | 4.5        | 3.9          | -13.3%        |
| April 2017          | 4.5        | 3.9          | -13.3%        |
| May 2017            | 4.5        | 3.9          | -13.3%        |
| June 2017           | 4.5        | 3.9          | -13.3%        |
| July 2017           | 4.5        | 3.8          | -15.6%        |
| August 2017         | 4.5        | 3.9          | -13.3%        |
| September 2017      | 4.4        | 3.7          | -15.9%        |
| October 2017        | 4.3        | 3.6          | -16.3%        |
| November 2017       | 4.1        | 3.4          | -17.1%        |
| December 2017       | 3.8        | 3.0          | -21.1%        |
| <b>January 2018</b> | <b>3.9</b> | <b>3.0</b>   | <b>-23.1%</b> |
| 12-Month Avg        | 4.3        | 3.7          | -15.5%        |

## Historical Months Supply of Inventory



# Housing Supply Overview

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.

## January 2018

A RESEARCH TOOL PROVIDED BY THE  
NORTHEAST FLORIDA ASSOCIATION OF REALTORS

## Quick Facts

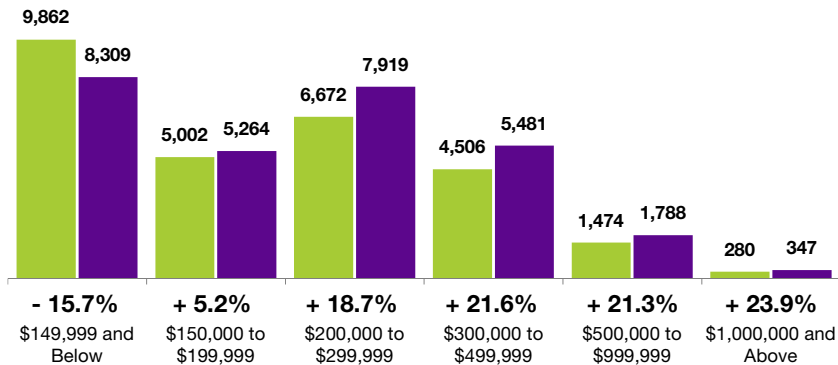
| + 23.9%   | + 24.2%  | + 8.5%  |
|---|--|---|
| Price Range With<br>Strongest Sales:<br>\$1,000,000 and Above | Construction Status With<br>Strongest Sales:<br>New Construction | Property Type With<br>Strongest Sales:<br>Condo-Townhouse |
| Pending Sales   |  | 15  |
| Days on Market Until Sale                                     |  | 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.

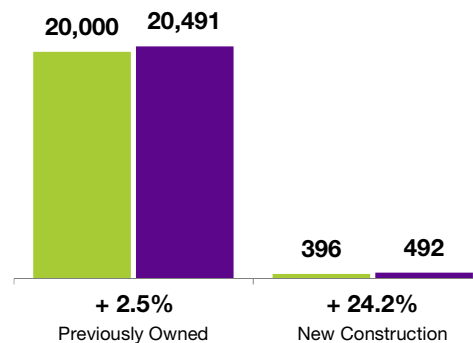
## By Price Range

■ 1-2017 ■ 1-2018



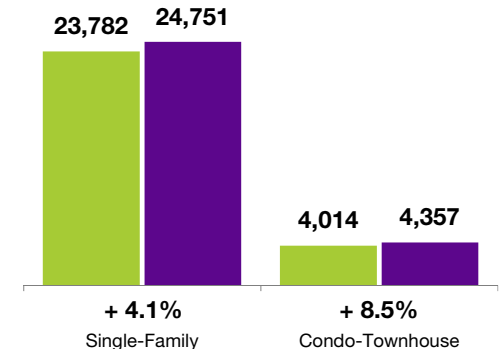
## By Construction Status

■ 1-2017 ■ 1-2018



## By Property Type

■ 1-2017 ■ 1-2018



## All Properties

| By Price Range          | 1-2017        | 1-2018        | Change        |
|-------------------------|---------------|---------------|---------------|
| \$149,999 and Below     | 9,862         | 8,309         | - 15.7%       |
| \$150,000 to \$199,999  | 5,002         | 5,264         | + 5.2%        |
| \$200,000 to \$299,999  | 6,672         | 7,919         | + 18.7%       |
| \$300,000 to \$499,999  | 4,506         | 5,481         | + 21.6%       |
| \$500,000 to \$999,999  | 1,474         | 1,788         | + 21.3%       |
| \$1,000,000 and Above   | 280           | 347           | + 23.9%       |
| <b>All Price Ranges</b> | <b>27,796</b> | <b>29,108</b> | <b>+ 4.7%</b> |

## Single-Family

| 1-2017        | 1-2018        | Change        |
|---------------|---------------|---------------|
| 7,521         | 6,126         | - 18.5%       |
| 4,268         | 4,321         | + 1.2%        |
| 6,209         | 7,278         | + 17.2%       |
| 4,197         | 5,109         | + 21.7%       |
| 1,336         | 1,626         | + 21.7%       |
| 251           | 291           | + 15.9%       |
| <b>23,782</b> | <b>24,751</b> | <b>+ 4.1%</b> |

## Condo-Townhouse

| 1-2017       | 1-2018       | Change        |
|--------------|--------------|---------------|
| 2,341        | 2,183        | - 6.7%        |
| 734          | 943          | + 28.5%       |
| 463          | 641          | + 38.4%       |
| 309          | 372          | + 20.4%       |
| 138          | 162          | + 17.4%       |
| 29           | 56           | + 93.1%       |
| <b>4,014</b> | <b>4,357</b> | <b>+ 8.5%</b> |

| By Construction Status    | 1-2017        | 1-2018        | Change        |
|---------------------------|---------------|---------------|---------------|
| Previously Owned          | 20,000        | 20,491        | + 2.5%        |
| New Construction          | 396           | 492           | + 24.2%       |
| <b>All Property Types</b> | <b>27,796</b> | <b>29,108</b> | <b>+ 4.7%</b> |

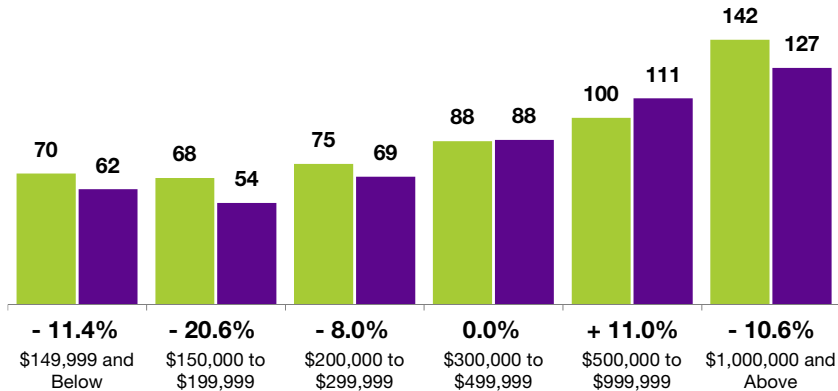
| 1-2017        | 1-2018        | Change        | 1-2017       | 1-2018       | Change        |
|---------------|---------------|---------------|--------------|--------------|---------------|
| 4,184         | 4,773         | + 14.1%       | 67           | 498          | + 643.3%      |
| 6             | 21            | + 250.0%      | 3,782        | 4,260        | + 12.6%       |
| <b>23,782</b> | <b>24,751</b> | <b>+ 4.1%</b> | <b>4,014</b> | <b>4,357</b> | <b>+ 8.5%</b> |

# 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.

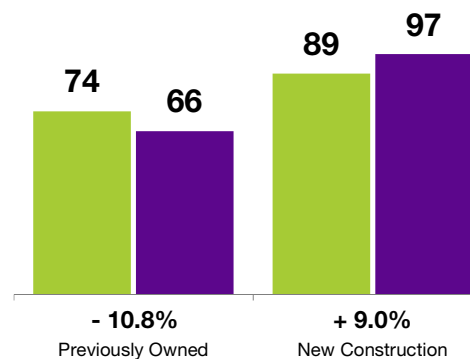
## By Price Range

■ 1-2017 ■ 1-2018



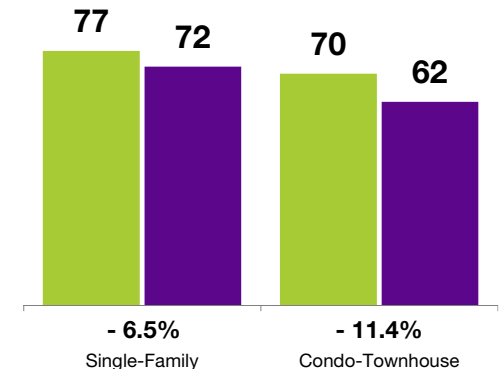
## By Construction Status

■ 1-2017 ■ 1-2018



## By Property Type

■ 1-2017 ■ 1-2018



## All Properties

| By Price Range          | 1-2017    | 1-2018    | Change        |
|-------------------------|-----------|-----------|---------------|
| \$149,999 and Below     | 70        | 62        | - 11.4%       |
| \$150,000 to \$199,999  | 68        | 54        | - 20.6%       |
| \$200,000 to \$299,999  | 75        | 69        | - 8.0%        |
| \$300,000 to \$499,999  | 88        | 88        | 0.0%          |
| \$500,000 to \$999,999  | 100       | 111       | + 11.0%       |
| \$1,000,000 and Above   | 142       | 127       | - 10.6%       |
| <b>All Price Ranges</b> | <b>76</b> | <b>71</b> | <b>- 6.6%</b> |

## Single-Family

| 1-2017    | 1-2018    | Change        |
|-----------|-----------|---------------|
| 74        | 67        | - 9.5%        |
| 67        | 53        | - 20.9%       |
| 74        | 68        | - 8.1%        |
| 86        | 88        | + 2.3%        |
| 99        | 109       | + 10.1%       |
| 142       | 128       | - 9.9%        |
| <b>77</b> | <b>72</b> | <b>- 6.5%</b> |

## Condo-Townhouse

| 1-2017    | 1-2018    | Change         |
|-----------|-----------|----------------|
| 57        | 48        | - 15.8%        |
| 71        | 60        | - 15.5%        |
| 93        | 77        | - 17.2%        |
| 114       | 92        | - 19.3%        |
| 108       | 124       | + 14.8%        |
| 142       | 120       | - 15.5%        |
| <b>70</b> | <b>62</b> | <b>- 11.4%</b> |

| By Construction Status    | 1-2017    | 1-2018    | Change        |
|---------------------------|-----------|-----------|---------------|
| Previously Owned          | 74        | 66        | - 10.8%       |
| New Construction          | 89        | 97        | + 9.0%        |
| <b>All Property Types</b> | <b>76</b> | <b>71</b> | <b>- 6.6%</b> |

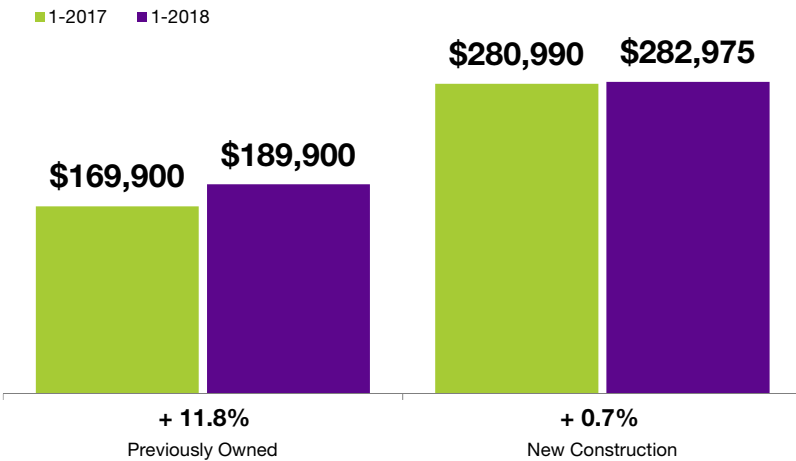
| 1-2017    | 1-2018    | Change        |
|-----------|-----------|---------------|
| 75        | 67        | - 10.7%       |
| 87        | 97        | + 11.5%       |
| <b>77</b> | <b>72</b> | <b>- 6.5%</b> |



# 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



## By Property Type



### All Properties

| By Construction Status           | 1-2017           | 1-2018           | Change         |
|----------------------------------|------------------|------------------|----------------|
| Previously Owned                 | \$169,900        | \$189,900        | + 11.8%        |
| New Construction                 | \$280,990        | \$282,975        | + 0.7%         |
| <b>All Construction Statuses</b> | <b>\$186,500</b> | <b>\$206,000</b> | <b>+ 10.5%</b> |

### Single-Family

| 1-2017           | 1-2018           | Change        |
|------------------|------------------|---------------|
| \$179,900        | \$200,000        | + 11.2%       |
| \$290,972        | \$296,593        | + 1.9%        |
| <b>\$199,900</b> | <b>\$218,800</b> | <b>+ 9.5%</b> |

### Condo-Townhouse

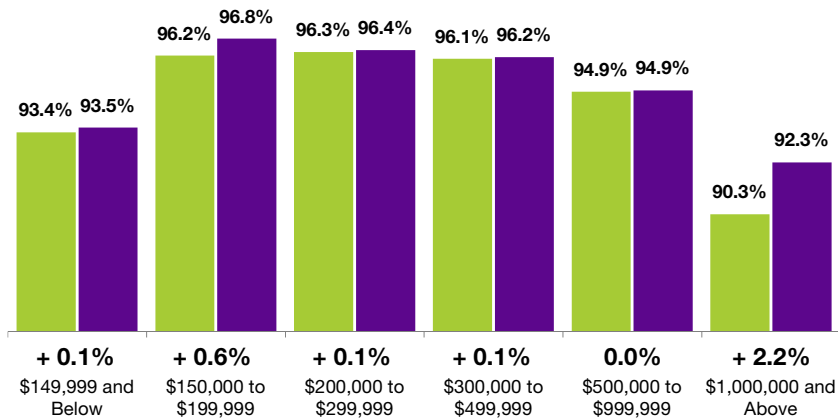
| 1-2017           | 1-2018           | Change        |
|------------------|------------------|---------------|
| \$129,000        | \$141,389        | + 9.6%        |
| \$157,945        | \$167,740        | + 6.2%        |
| <b>\$132,900</b> | <b>\$145,000</b> | <b>+ 9.1%</b> |

# 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.**

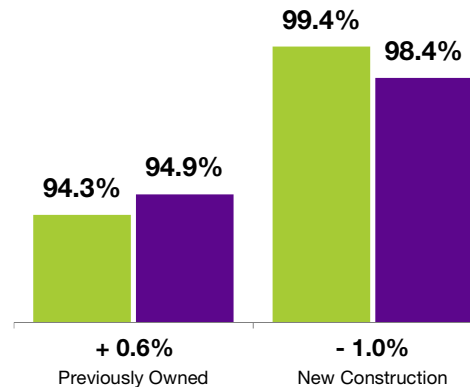
## By Price Range

■ 1-2017 ■ 1-2018



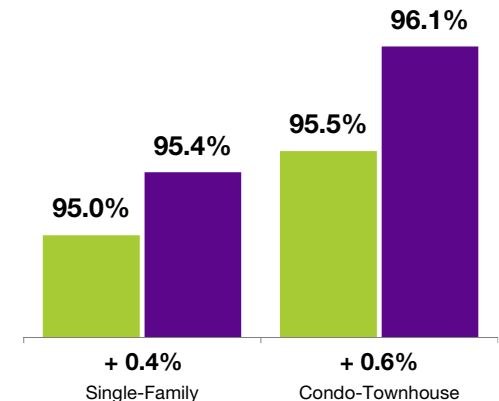
## By Construction Status

■ 1-2017 ■ 1-2018



## By Property Type

■ 1-2017 ■ 1-2018



## All Properties

| By Price Range          | 1-2017       | 1-2018       | Change        |
|-------------------------|--------------|--------------|---------------|
| \$149,999 and Below     | 93.4%        | 93.5%        | + 0.1%        |
| \$150,000 to \$199,999  | 96.2%        | 96.8%        | + 0.6%        |
| \$200,000 to \$299,999  | 96.3%        | 96.4%        | + 0.1%        |
| \$300,000 to \$499,999  | 96.1%        | 96.2%        | + 0.1%        |
| \$500,000 to \$999,999  | 94.9%        | 94.9%        | 0.0%          |
| \$1,000,000 and Above   | 90.3%        | 92.3%        | + 2.2%        |
| <b>All Price Ranges</b> | <b>95.1%</b> | <b>95.5%</b> | <b>+ 0.4%</b> |

## Single-Family

| 1-2017       | 1-2018       | Change        |
|--------------|--------------|---------------|
| 92.8%        | 92.7%        | - 0.1%        |
| 96.1%        | 96.8%        | + 0.7%        |
| 96.4%        | 96.4%        | 0.0%          |
| 96.1%        | 96.1%        | 0.0%          |
| 94.9%        | 95.0%        | + 0.1%        |
| 90.0%        | 92.2%        | + 2.4%        |
| <b>95.0%</b> | <b>95.4%</b> | <b>+ 0.4%</b> |

## Condo-Townhouse

| 1-2017       | 1-2018       | Change        |
|--------------|--------------|---------------|
| 95.1%        | 95.8%        | + 0.7%        |
| 96.9%        | 97.1%        | + 0.2%        |
| 95.9%        | 96.1%        | + 0.2%        |
| 95.3%        | 96.6%        | + 1.4%        |
| 94.2%        | 94.0%        | - 0.2%        |
| 92.9%        | 92.4%        | - 0.5%        |
| <b>95.5%</b> | <b>96.1%</b> | <b>+ 0.6%</b> |

| By Construction Status    | 1-2017       | 1-2018       | Change        |
|---------------------------|--------------|--------------|---------------|
| Previously Owned          | 94.3%        | 94.9%        | + 0.6%        |
| New Construction          | 99.4%        | 98.4%        | - 1.0%        |
| <b>All Property Types</b> | <b>95.1%</b> | <b>95.5%</b> | <b>+ 0.4%</b> |

| 1-2017       | 1-2018       | Change        |
|--------------|--------------|---------------|
| 94.2%        | 94.8%        | + 0.6%        |
| 99.2%        | 98.3%        | - 0.9%        |
| <b>95.0%</b> | <b>95.4%</b> | <b>+ 0.4%</b> |

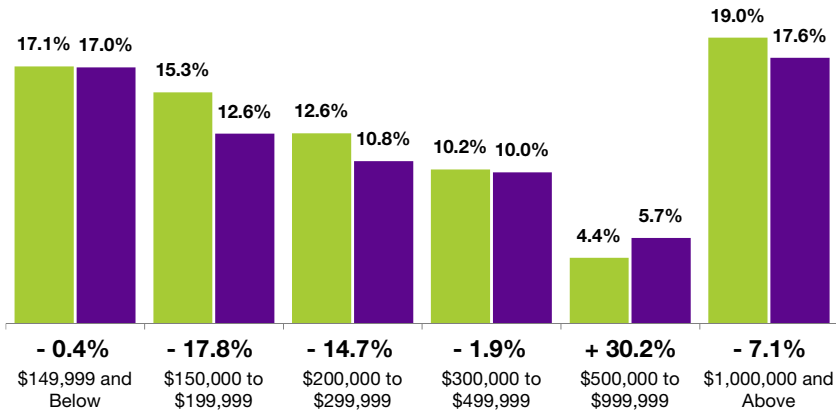
| 1-2017       | 1-2018       | Change        |
|--------------|--------------|---------------|
| 94.9%        | 95.6%        | + 0.7%        |
| 100.9%       | 99.8%        | - 1.1%        |
| <b>95.5%</b> | <b>96.1%</b> | <b>+ 0.6%</b> |

# 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.

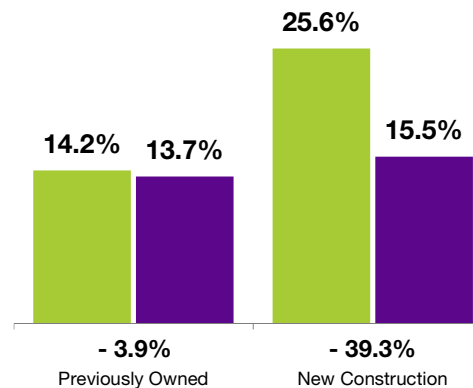
## By Price Range

■ 1-2017 ■ 1-2018



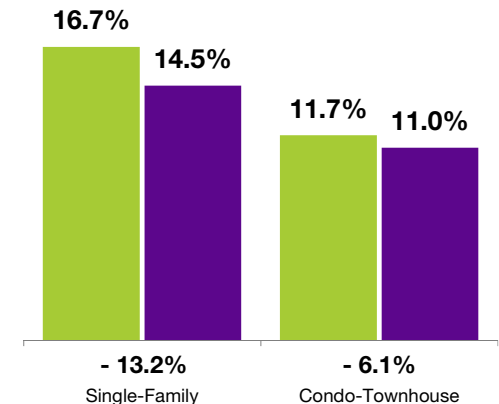
## By Construction Status

■ 1-2017 ■ 1-2018



## By Property Type

■ 1-2017 ■ 1-2018



## All Properties

| By Price Range          | 1-2017       | 1-2018       | Change         |
|-------------------------|--------------|--------------|----------------|
| \$149,999 and Below     | 17.1%        | 17.0%        | - 0.4%         |
| \$150,000 to \$199,999  | 15.3%        | 12.6%        | - 17.8%        |
| \$200,000 to \$299,999  | 12.6%        | 10.8%        | - 14.7%        |
| \$300,000 to \$499,999  | 10.2%        | 10.0%        | - 1.9%         |
| \$500,000 to \$999,999  | 4.4%         | 5.7%         | + 30.2%        |
| \$1,000,000 and Above   | 19.0%        | 17.6%        | - 7.1%         |
| <b>All Price Ranges</b> | <b>16.0%</b> | <b>14.0%</b> | <b>- 12.5%</b> |

## Single-Family

| 1-2017       | 1-2018       | Change         |
|--------------|--------------|----------------|
| 17.9%        | 18.4%        | + 3.0%         |
| 16.0%        | 12.9%        | - 19.5%        |
| 13.1%        | 10.7%        | - 18.8%        |
| 10.8%        | 10.5%        | - 3.3%         |
| 4.5%         | 6.4%         | + 41.1%        |
| 20.6%        | 19.4%        | - 6.1%         |
| <b>16.7%</b> | <b>14.5%</b> | <b>- 13.2%</b> |

## Condo-Townhouse

| 1-2017       | 1-2018       | Change        |
|--------------|--------------|---------------|
| 12.4%        | 10.1%        | - 19.0%       |
| 7.1%         | 9.7%         | + 36.1%       |
| 5.9%         | 12.3%        | + 107.7%      |
| 3.6%         | 5.6%         | + 54.4%       |
| 2.8%         | 1.6%         | - 41.9%       |
| 13.7%        | 12.7%        | - 7.2%        |
| <b>11.7%</b> | <b>11.0%</b> | <b>- 6.1%</b> |

| By Construction Status    | 1-2017       | 1-2018       | Change         |
|---------------------------|--------------|--------------|----------------|
| Previously Owned          | 14.2%        | 13.7%        | - 3.9%         |
| New Construction          | 25.6%        | 15.5%        | - 39.3%        |
| <b>All Property Types</b> | <b>16.0%</b> | <b>14.0%</b> | <b>- 12.5%</b> |

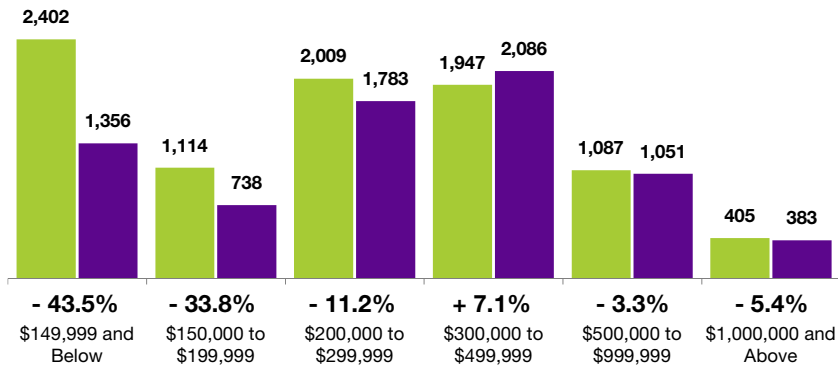
| 1-2017       | 1-2018       | Change         | 1-2017       | 1-2018       | Change        |
|--------------|--------------|----------------|--------------|--------------|---------------|
| 15.0%        | 14.4%        | - 4.2%         | 10.2%        | 10.2%        | - 0.7%        |
| 25.7%        | 15.4%        | - 40.3%        | 24.5%        | 17.1%        | - 30.4%       |
| <b>16.7%</b> | <b>14.5%</b> | <b>- 13.2%</b> | <b>11.7%</b> | <b>11.0%</b> | <b>- 6.1%</b> |

# 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.**

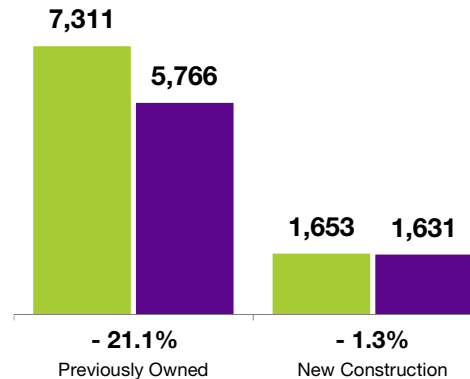
## By Price Range

■ 1-2017 ■ 1-2018



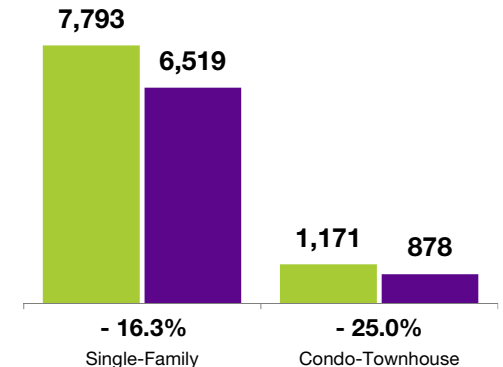
## By Construction Status

■ 1-2017 ■ 1-2018



## By Property Type

■ 1-2017 ■ 1-2018



## All Properties

| By Price Range          | 1-2017       | 1-2018       | Change         |
|-------------------------|--------------|--------------|----------------|
| \$149,999 and Below     | 2,402        | 1,356        | - 43.5%        |
| \$150,000 to \$199,999  | 1,114        | 738          | - 33.8%        |
| \$200,000 to \$299,999  | 2,009        | 1,783        | - 11.2%        |
| \$300,000 to \$499,999  | 1,947        | 2,086        | + 7.1%         |
| \$500,000 to \$999,999  | 1,087        | 1,051        | - 3.3%         |
| \$1,000,000 and Above   | 405          | 383          | - 5.4%         |
| <b>All Price Ranges</b> | <b>8,964</b> | <b>7,397</b> | <b>- 17.5%</b> |

## Single-Family

| 1-2017       | 1-2018       | Change         |
|--------------|--------------|----------------|
| 1,963        | 1,123        | - 42.8%        |
| 924          | 572          | - 38.1%        |
| 1,817        | 1,639        | - 9.8%         |
| 1,755        | 1,907        | + 8.7%         |
| 970          | 924          | - 4.7%         |
| 364          | 354          | - 2.7%         |
| <b>7,793</b> | <b>6,519</b> | <b>- 16.3%</b> |

## Condo-Townhouse

| 1-2017       | 1-2018     | Change         |
|--------------|------------|----------------|
| 439          | 233        | - 46.9%        |
| 190          | 166        | - 12.6%        |
| 192          | 144        | - 25.0%        |
| 192          | 179        | - 6.8%         |
| 117          | 127        | + 8.5%         |
| 41           | 29         | - 29.3%        |
| <b>1,171</b> | <b>878</b> | <b>- 25.0%</b> |

| By Construction Status    | 1-2017       | 1-2018       | Change         |
|---------------------------|--------------|--------------|----------------|
| Previously Owned          | 7,311        | 5,766        | - 21.1%        |
| New Construction          | 1,653        | 1,631        | - 1.3%         |
| <b>All Property Types</b> | <b>8,964</b> | <b>7,397</b> | <b>- 17.5%</b> |

| 1-2017       | 1-2018       | Change         |
|--------------|--------------|----------------|
| 6,333        | 4,980        | - 21.4%        |
| 1,460        | 1,539        | + 5.4%         |
| <b>7,793</b> | <b>6,519</b> | <b>- 16.3%</b> |

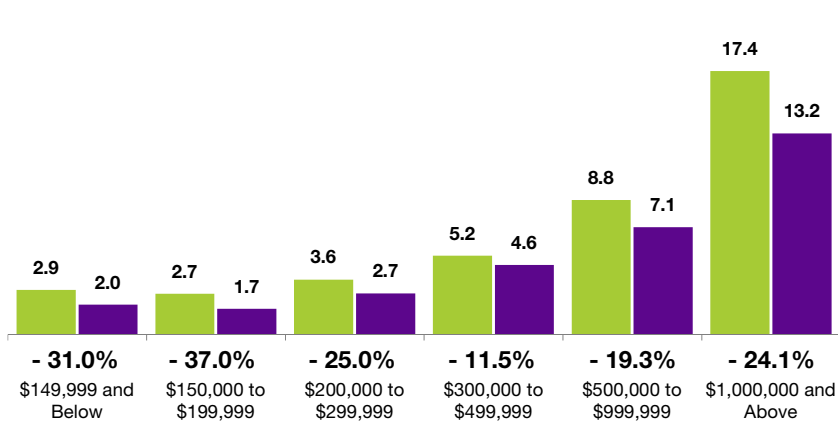
| 1-2017       | 1-2018     | Change         |
|--------------|------------|----------------|
| 978          | 786        | - 19.6%        |
| 193          | 92         | - 52.3%        |
| <b>1,171</b> | <b>878</b> | <b>- 25.0%</b> |

# 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.

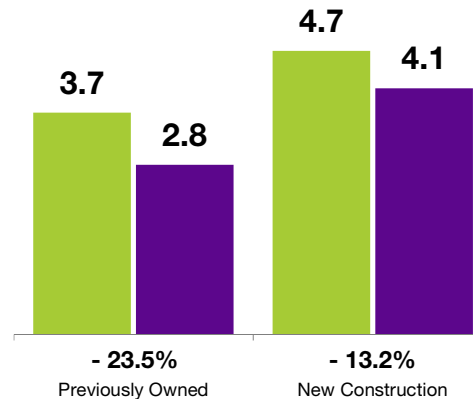
## By Price Range

■ 1-2017 ■ 1-2018



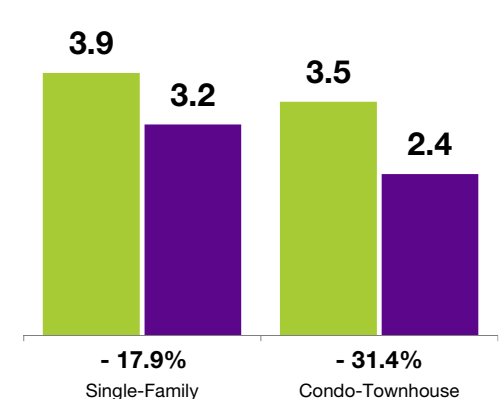
## By Construction Status

■ 1-2017 ■ 1-2018



## By Property Type

■ 1-2017 ■ 1-2018



## All Properties

| By Price Range          | 1-2017     | 1-2018     | Change         |
|-------------------------|------------|------------|----------------|
| \$149,999 and Below     | 2.9        | 2.0        | - 31.0%        |
| \$150,000 to \$199,999  | 2.7        | 1.7        | - 37.0%        |
| \$200,000 to \$299,999  | 3.6        | 2.7        | - 25.0%        |
| \$300,000 to \$499,999  | 5.2        | 4.6        | - 11.5%        |
| \$500,000 to \$999,999  | 8.8        | 7.1        | - 19.3%        |
| \$1,000,000 and Above   | 17.4       | 13.2       | - 24.1%        |
| <b>All Price Ranges</b> | <b>3.9</b> | <b>3.0</b> | <b>- 23.1%</b> |

## Single-Family

| 1-2017     | 1-2018     | Change         | 1-2017     | 1-2018     | Change         |
|------------|------------|----------------|------------|------------|----------------|
| 3.1        | 2.2        | - 29.0%        | 2.3        | 1.3        | - 43.5%        |
| 2.6        | 1.6        | - 38.5%        | 3.1        | 2.1        | - 32.3%        |
| 3.5        | 2.7        | - 22.9%        | 5.0        | 2.7        | - 46.0%        |
| 5.0        | 4.5        | - 10.0%        | 7.5        | 5.8        | - 22.7%        |
| 8.7        | 6.8        | - 21.8%        | 10.2       | 9.4        | - 7.8%         |
| 17.4       | 14.6       | - 16.1%        | 17.0       | 6.2        | - 63.5%        |
| <b>3.9</b> | <b>3.2</b> | <b>- 17.9%</b> | <b>3.5</b> | <b>2.4</b> | <b>- 31.4%</b> |

## Condo-Townhouse

| By Construction Status    | 1-2017     | 1-2018     | Change         |
|---------------------------|------------|------------|----------------|
| Previously Owned          | 3.7        | 2.8        | - 23.5%        |
| New Construction          | 4.7        | 4.1        | - 13.2%        |
| <b>All Property Types</b> | <b>3.9</b> | <b>3.0</b> | <b>- 23.1%</b> |

| 1-2017     | 1-2018     | Change         | 1-2017     | 1-2018     | Change         |
|------------|------------|----------------|------------|------------|----------------|
| 3.8        | 2.9        | - 23.2%        | 3.2        | 2.4        | - 24.8%        |
| 4.6        | 4.3        | - 6.4%         | 5.8        | 2.2        | - 61.6%        |
| <b>3.9</b> | <b>3.2</b> | <b>- 17.9%</b> | <b>3.5</b> | <b>2.4</b> | <b>- 31.4%</b> |

# Local Market Update – January 2018

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



## Southside / Mandarin / Bartram

Region 01

**- 16.0%**

**+ 4.6%**

**+ 7.2%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

|   | January   |           |         | Year to Date |           |         |
|---|-----------|-----------|---------|--------------|-----------|---------|
|   | 2017      | 2018      | + / -   | 2017         | 2018      | + / -   |
| New Listings                                | 288       | 242       | - 16.0% | 288          | 242       | - 16.0% |
| Closed Sales                                | 152       | 159       | + 4.6%  | 152          | 159       | + 4.6%  |
| Median Sales Price*                         | \$216,000 | \$231,509 | + 7.2%  | \$216,000    | \$231,509 | + 7.2%  |
| Percent of Original List Price Received*    | 95.5%     | 95.6%     | + 0.1%  | 95.5%        | 95.6%     | + 0.1%  |
| Percent of Properties Sold Over List Price* | 9.9%      | 14.5%     | + 46.5% | 9.9%         | 14.5%     | + 46.5% |
| Days on Market Until Sale                   | 65        | 60        | - 7.7%  | 65           | 60        | - 7.7%  |
| Inventory of Homes for Sale                 | 678       | 570       | - 15.9% | --           | --        | --      |
| Months Supply of Inventory                  | 3.1       | 2.5       | - 19.4% | --           | --        | --      |

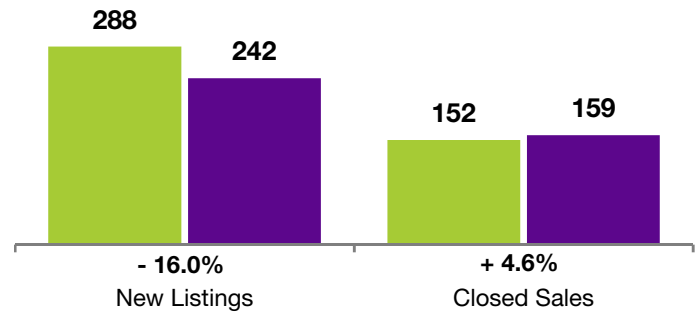
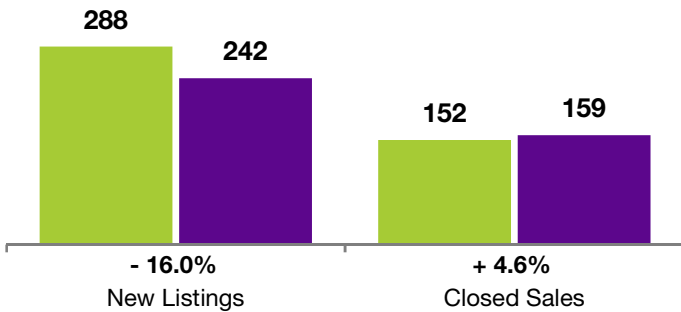
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### January

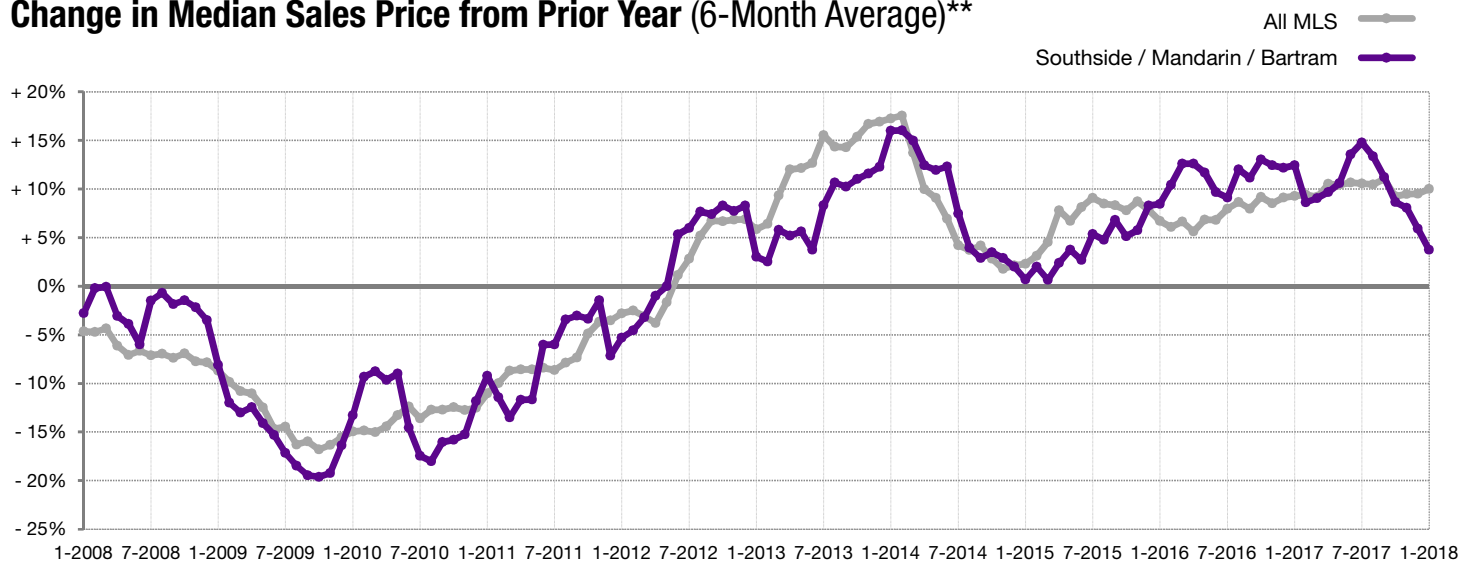
■ 2017 ■ 2018

### 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 February 8, 2018. All data from Northeast Florida Multiple Listing Service. | Powered by ShowingTime 10K.

# Local Market Update – January 2018

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



## Southside

Region 02

**+ 8.0%**

Change in  
New Listings

**- 7.8%**

Change in  
Closed Sales

**+ 28.5%**

Change in  
Median Sales Price

|   | January   |           |         | Year to Date |           |         |
|---|-----------|-----------|---------|--------------|-----------|---------|
|   | 2017      | 2018      | + / -   | 2017         | 2018      | + / -   |
| New Listings                                | 337       | 364       | + 8.0%  | 337          | 364       | + 8.0%  |
| Closed Sales                                | 204       | 188       | - 7.8%  | 204          | 188       | - 7.8%  |
| Median Sales Price*                         | \$151,750 | \$195,000 | + 28.5% | \$151,750    | \$195,000 | + 28.5% |
| Percent of Original List Price Received*    | 96.5%     | 95.4%     | - 1.1%  | 96.5%        | 95.4%     | - 1.1%  |
| Percent of Properties Sold Over List Price* | 10.3%     | 11.2%     | + 8.7%  | 10.3%        | 11.2%     | + 8.7%  |
| Days on Market Until Sale                   | 65        | 56        | - 13.8% | 65           | 56        | - 13.8% |
| Inventory of Homes for Sale                 | 852       | 667       | - 21.7% | --           | --        | --      |
| Months Supply of Inventory                  | 3.0       | 2.3       | - 23.3% | --           | --        | --      |

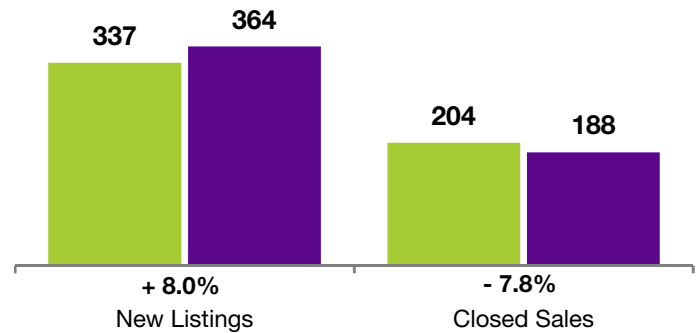
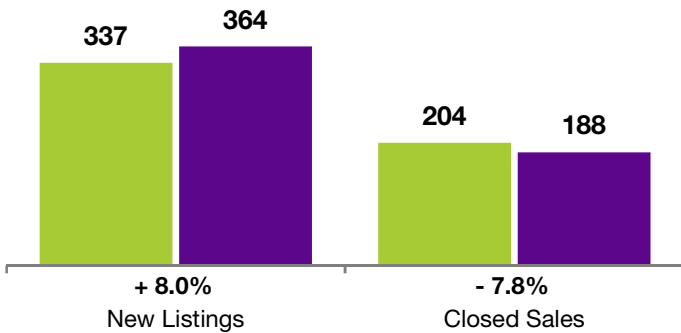
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### January

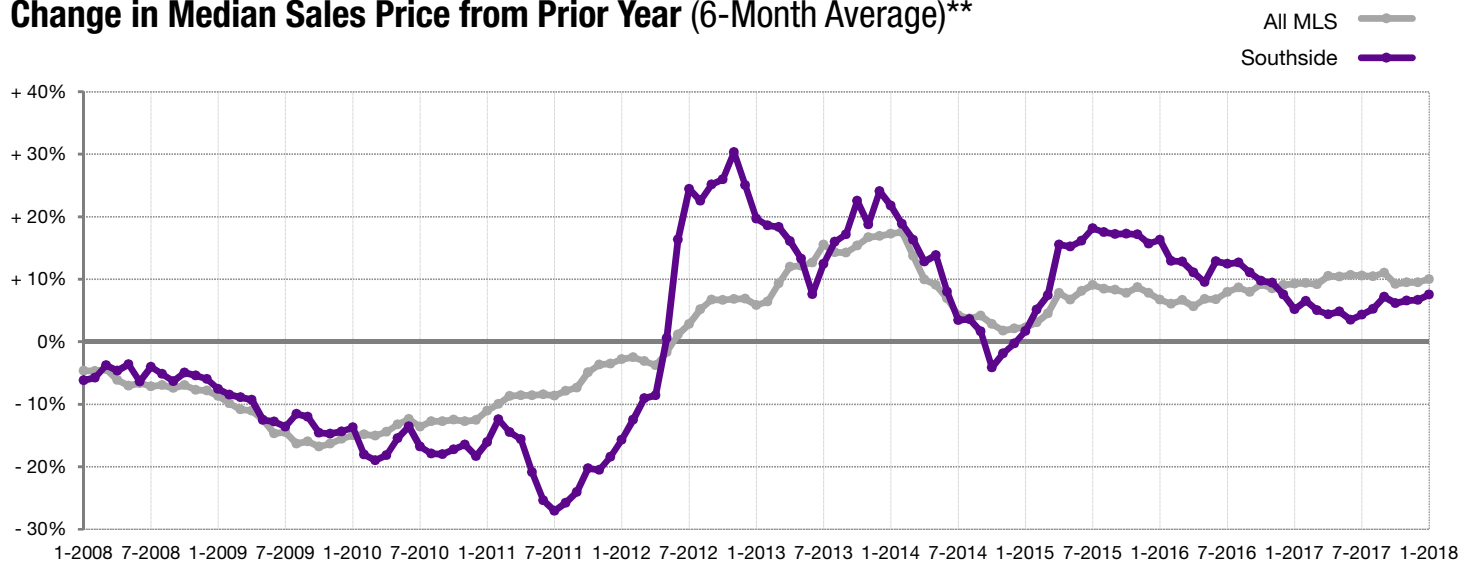
■ 2017 ■ 2018

### 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 February 8, 2018. All data from Northeast Florida Multiple Listing Service. | Powered by ShowingTime 10K.

# Local Market Update – January 2018

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



## Riverside / Avondale / Ortega

Region 03

**- 29.2%**

Change in  
New Listings

**- 46.7%**

Change in  
Closed Sales

**+ 13.8%**

Change in  
Median Sales Price

|   | January   |                  |         | Year to Date |                  |         |
|---|-----------|------------------|---------|--------------|------------------|---------|
|   | 2017      | 2018             | + / -   | 2017         | 2018             | + / -   |
| New Listings                                | 72        | 51               | - 29.2% | 72           | 51               | - 29.2% |
| Closed Sales                                | 45        | 24               | - 46.7% | 45           | 24               | - 46.7% |
| Median Sales Price*                         | \$245,000 | <b>\$278,750</b> | + 13.8% | \$245,000    | <b>\$278,750</b> | + 13.8% |
| Percent of Original List Price Received*    | 92.5%     | <b>94.3%</b>     | + 1.9%  | 92.5%        | <b>94.3%</b>     | + 1.9%  |
| Percent of Properties Sold Over List Price* | 4.4%      | <b>4.2%</b>      | - 4.5%  | 4.4%         | <b>4.2%</b>      | - 4.5%  |
| Days on Market Until Sale                   | 91        | <b>93</b>        | + 2.2%  | 91           | <b>93</b>        | + 2.2%  |
| Inventory of Homes for Sale                 | 204       | <b>138</b>       | - 32.4% | --           | --               | --      |
| Months Supply of Inventory                  | 4.0       | <b>3.2</b>       | - 20.0% | --           | --               | --      |

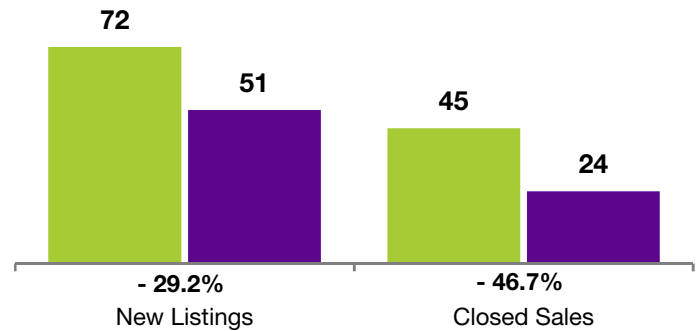
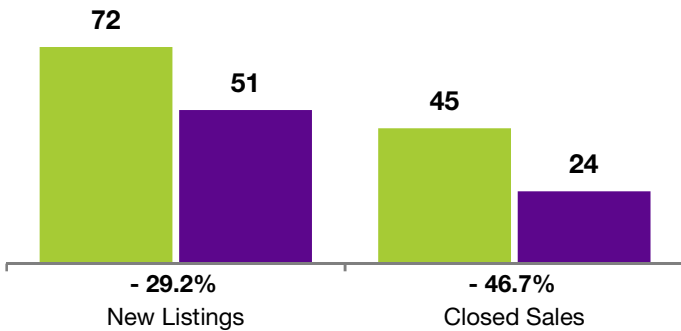
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### January

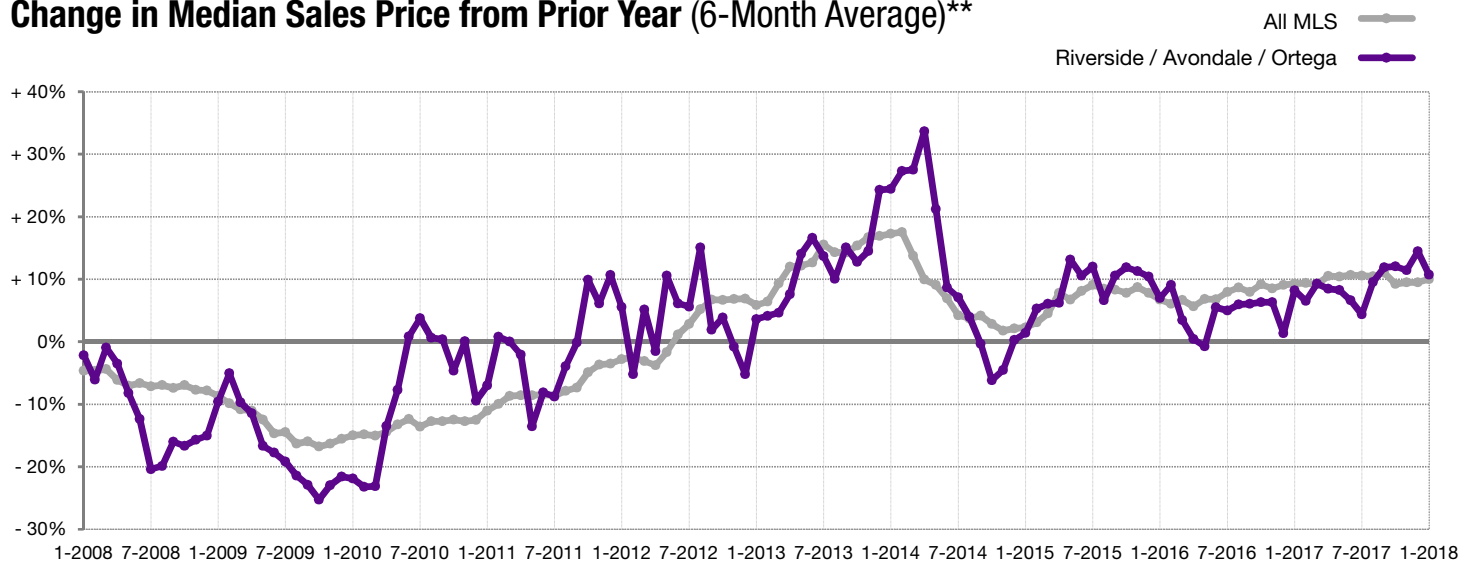
■ 2017 ■ 2018

### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## Arlington / Fort Caroline

Region 04

**- 17.4%**

Change in  
New Listings

**- 9.2%**

Change in  
Closed Sales

**+ 18.8%**

Change in  
Median Sales Price

|   | January   |                  |         | Year to Date |                  |         |
|---|-----------|------------------|---------|--------------|------------------|---------|
|   | 2017      | 2018             | + / -   | 2017         | 2018             | + / -   |
| New Listings                                | 195       | 161              | - 17.4% | 195          | 161              | - 17.4% |
| Closed Sales                                | 130       | 118              | - 9.2%  | 130          | 118              | - 9.2%  |
| Median Sales Price*                         | \$165,000 | <b>\$196,000</b> | + 18.8% | \$165,000    | <b>\$196,000</b> | + 18.8% |
| Percent of Original List Price Received*    | 97.1%     | <b>96.9%</b>     | - 0.2%  | 97.1%        | <b>96.9%</b>     | - 0.2%  |
| Percent of Properties Sold Over List Price* | 13.1%     | <b>16.9%</b>     | + 29.0% | 13.1%        | <b>16.9%</b>     | + 29.0% |
| Days on Market Until Sale                   | 63        | <b>50</b>        | - 20.6% | 63           | <b>50</b>        | - 20.6% |
| Inventory of Homes for Sale                 | 473       | <b>294</b>       | - 37.8% | --           | --               | --      |
| Months Supply of Inventory                  | 2.9       | <b>1.7</b>       | - 41.4% | --           | --               | --      |

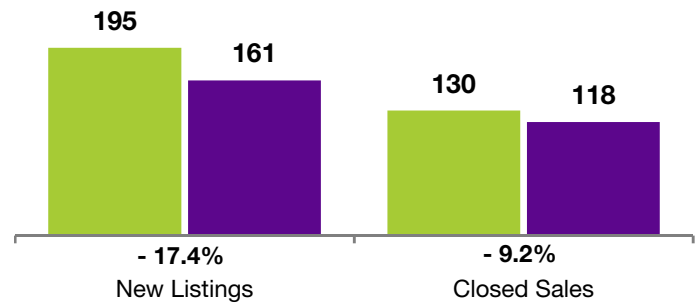
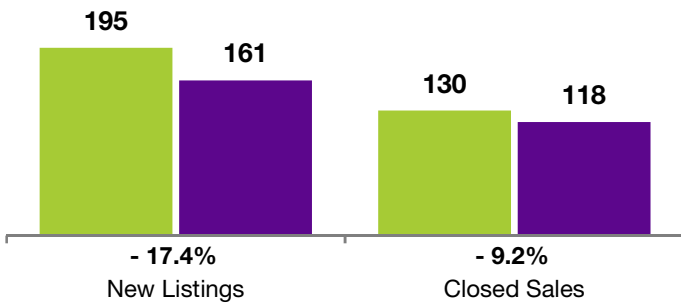
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### January

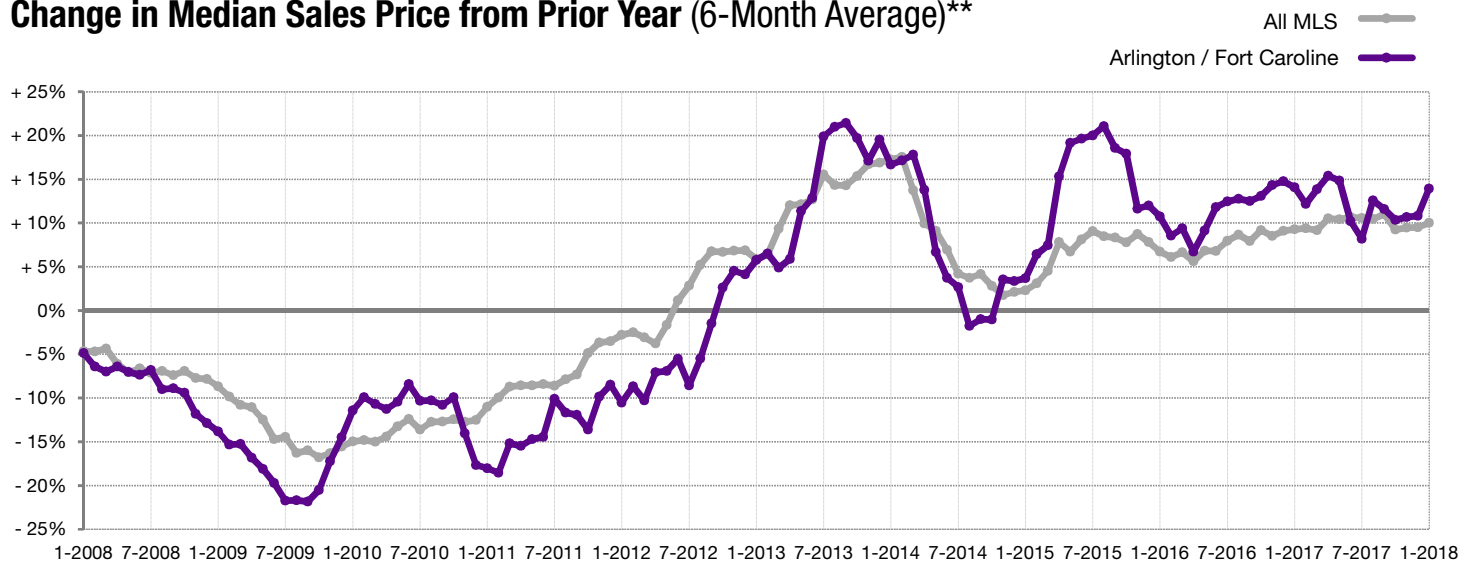
■ 2017 ■ 2018

### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## Hyde Grove / Murray Hill / Lakeshore / Wesconnett

**+ 15.4%**

**- 7.5%**

**- 7.1%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 05

#### January

#### Year to Date

|   | 2017      | 2018      | + / -   | 2017      | 2018      | + / -   |
|---|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                | 130       | 150       | + 15.4% | 130       | 150       | + 15.4% |
| Closed Sales                                | 80        | 74        | - 7.5%  | 80        | 74        | - 7.5%  |
| Median Sales Price*                         | \$119,450 | \$111,000 | - 7.1%  | \$119,450 | \$111,000 | - 7.1%  |
| Percent of Original List Price Received*    | 93.1%     | 97.6%     | + 4.8%  | 93.1%     | 97.6%     | + 4.8%  |
| Percent of Properties Sold Over List Price* | 16.3%     | 17.6%     | + 8.0%  | 16.3%     | 17.6%     | + 8.0%  |
| Days on Market Until Sale                   | 73        | 44        | - 39.7% | 73        | 44        | - 39.7% |
| Inventory of Homes for Sale                 | 323       | 233       | - 27.9% | --        | --        | --      |
| Months Supply of Inventory                  | 3.3       | 2.2       | - 33.3% | --        | --        | --      |

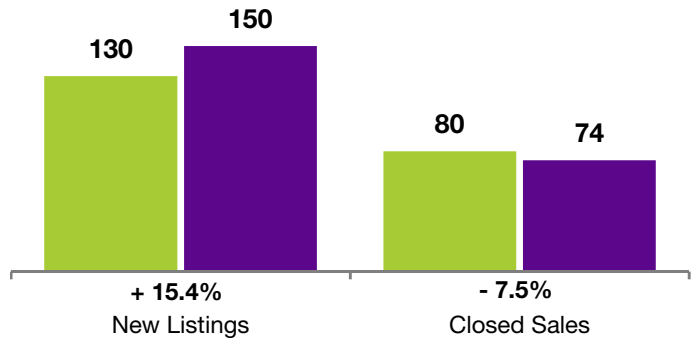
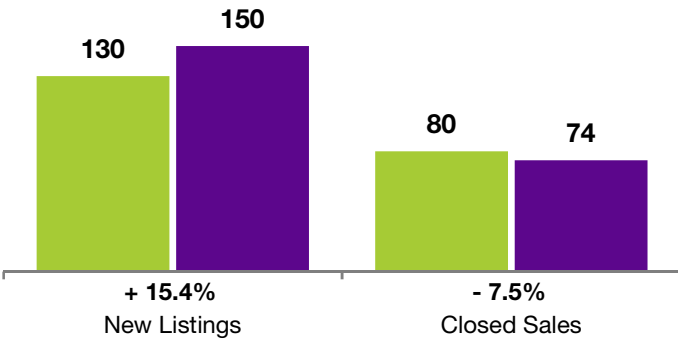
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#### January

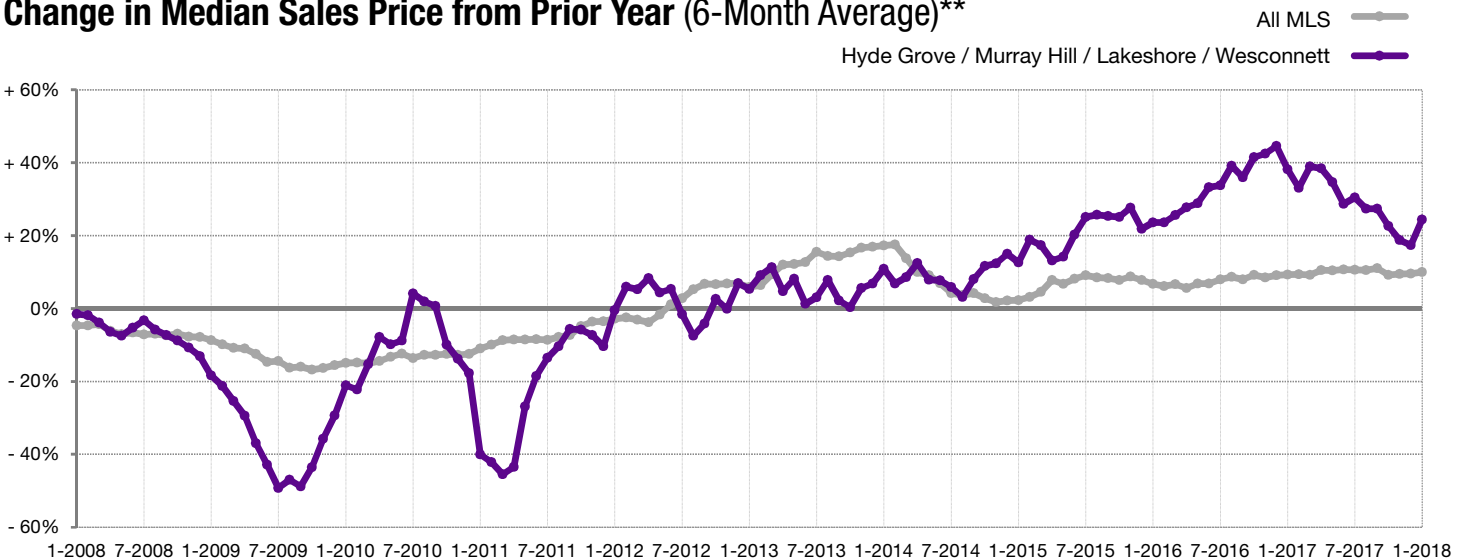
■ 2017 ■ 2018

#### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## West Jacksonville

**- 2.2%**

Change in  
New Listings

**0.0%**

Change in  
Closed Sales

**+ 5.9%**

Change in  
Median Sales Price

### Region 06

|   | January   |           |          | Year to Date |           |          |
|---|-----------|-----------|----------|--------------|-----------|----------|
|   | 2017      | 2018      | + / -    | 2017         | 2018      | + / -    |
| New Listings                                | 137       | 134       | - 2.2%   | 137          | 134       | - 2.2%   |
| Closed Sales                                | 96        | 96        | 0.0%     | 96           | 96        | 0.0%     |
| Median Sales Price*                         | \$152,500 | \$161,500 | + 5.9%   | \$152,500    | \$161,500 | + 5.9%   |
| Percent of Original List Price Received*    | 94.2%     | 99.0%     | + 5.1%   | 94.2%        | 99.0%     | + 5.1%   |
| Percent of Properties Sold Over List Price* | 13.5%     | 27.1%     | + 100.7% | 13.5%        | 27.1%     | + 100.7% |
| Days on Market Until Sale                   | 74        | 51        | - 31.1%  | 74           | 51        | - 31.1%  |
| Inventory of Homes for Sale                 | 351       | 277       | - 21.1%  | --           | --        | --       |
| Months Supply of Inventory                  | 2.6       | 2.0       | - 23.1%  | --           | --        | --       |

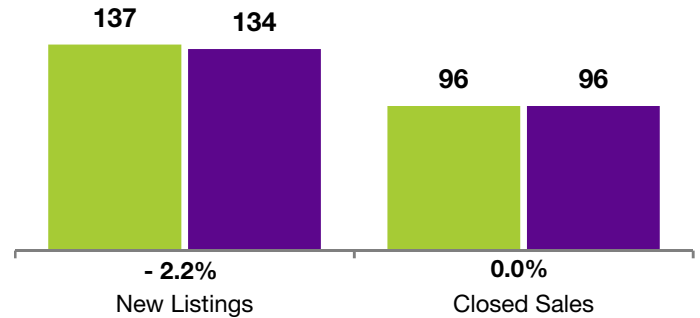
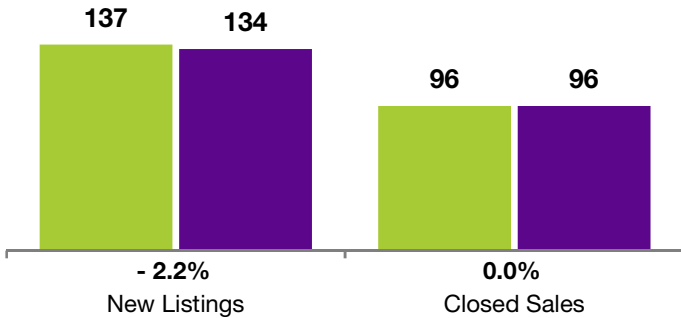
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### January

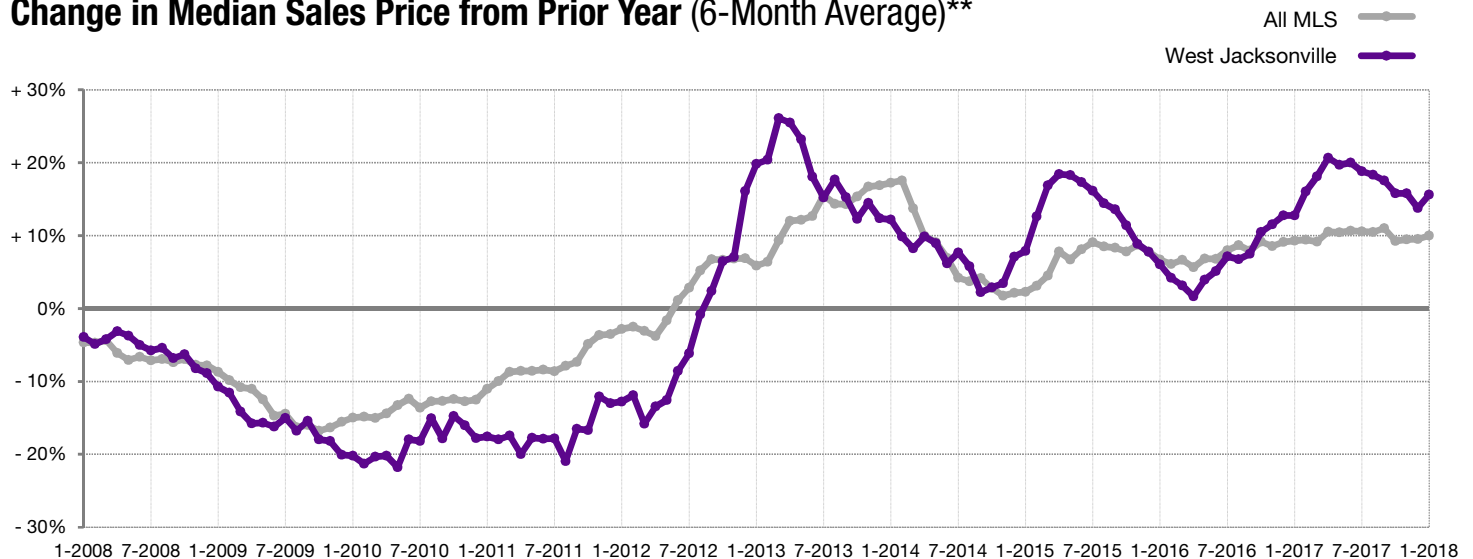
■ 2017 ■ 2018

### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



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

**- 2.0%**

Change in  
New Listings

**- 35.2%**

Change in  
Closed Sales

**+ 17.8%**

Change in  
Median Sales Price

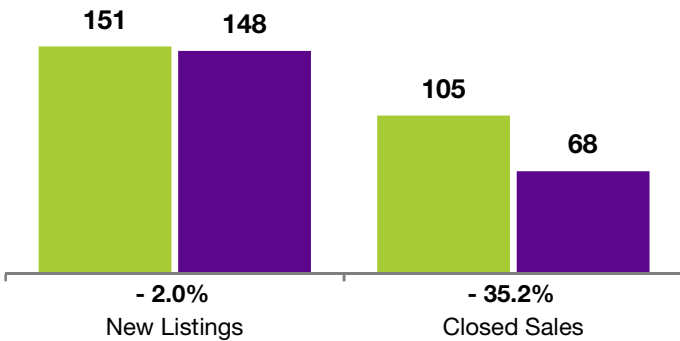
### Region 07

|   | January  |                 |         | Year to Date |                 |         |
|---|----------|-----------------|---------|--------------|-----------------|---------|
|   | 2017     | 2018            | + / -   | 2017         | 2018            | + / -   |
| New Listings                                | 151      | 148             | - 2.0%  | 151          | 148             | - 2.0%  |
| Closed Sales                                | 105      | 68              | - 35.2% | 105          | 68              | - 35.2% |
| Median Sales Price*                         | \$53,500 | <b>\$63,000</b> | + 17.8% | \$53,500     | <b>\$63,000</b> | + 17.8% |
| Percent of Original List Price Received*    | 94.1%    | <b>91.8%</b>    | - 2.4%  | 94.1%        | <b>91.8%</b>    | - 2.4%  |
| Percent of Properties Sold Over List Price* | 15.2%    | <b>9.0%</b>     | - 40.8% | 15.2%        | <b>9.0%</b>     | - 40.8% |
| Days on Market Until Sale                   | 56       | <b>66</b>       | + 17.9% | 56           | <b>66</b>       | + 17.9% |
| Inventory of Homes for Sale                 | 471      | <b>357</b>      | - 24.2% | --           | --              | --      |
| Months Supply of Inventory                  | 5.1      | <b>3.5</b>      | - 31.4% | --           | --              | --      |

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

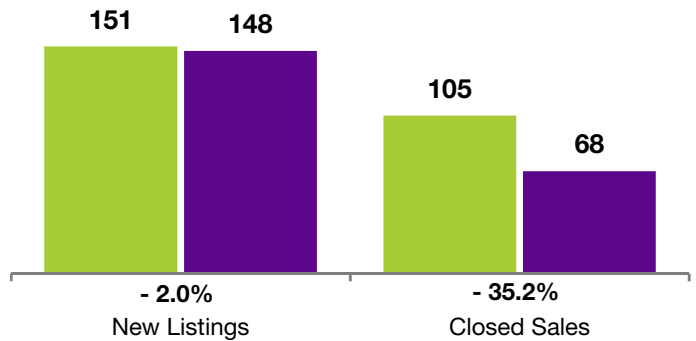
### January

■ 2017 ■ 2018



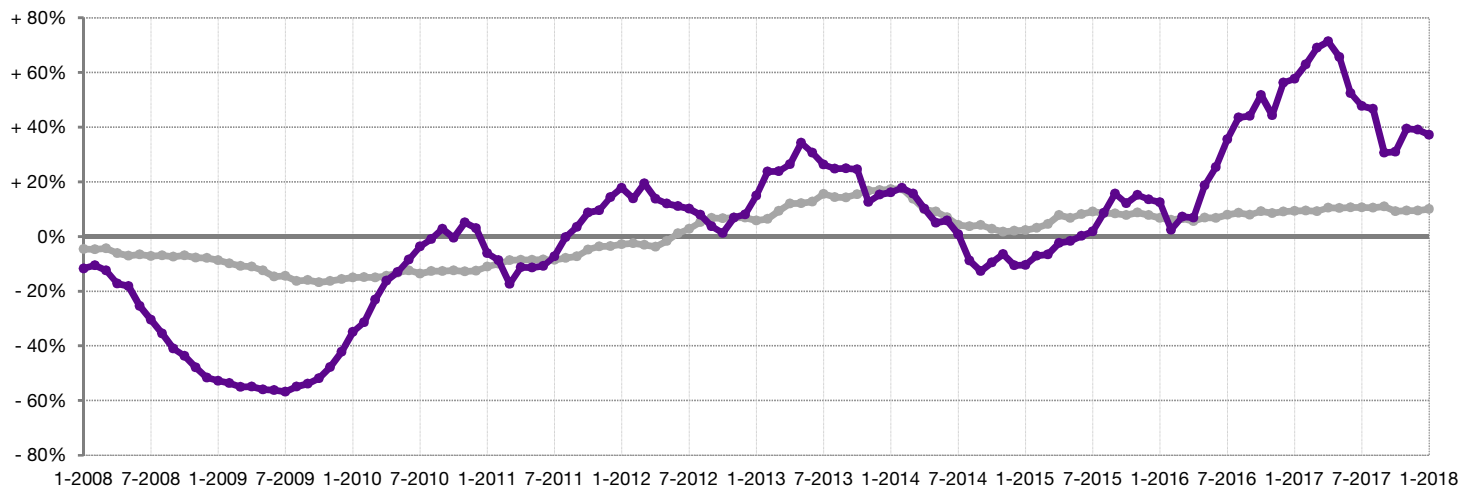
### Year to Date

■ 2017 ■ 2018



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

All MLS — Springfield / Downtown / Paxon / Trout River South / Downtown Jacksonville - E —



\*\* 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 February 8, 2018. All data from Northeast Florida Multiple Listing Service. | Powered by ShowingTime 10K.

# Local Market Update – January 2018

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



## Marietta / Whitehouse / Baldwin / Garden St / Dinsmore

**+ 3.8%**

**- 43.8%**

**+ 13.2%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 08

#### January

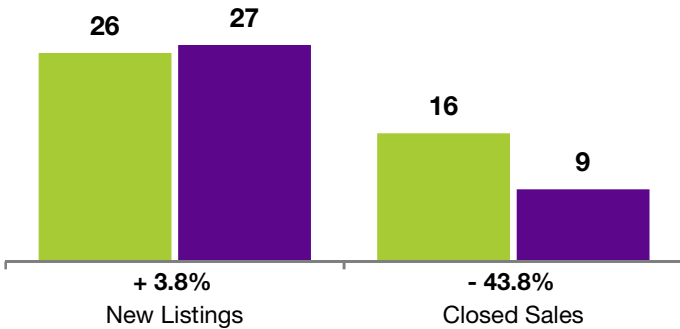
#### Year to Date

|   | 2017      | 2018      | + / -   | 2017      | 2018      | + / -   |
|---|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                | 26        | 27        | + 3.8%  | 26        | 27        | + 3.8%  |
| Closed Sales                                | 16        | 9         | - 43.8% | 16        | 9         | - 43.8% |
| Median Sales Price*                         | \$137,000 | \$155,103 | + 13.2% | \$137,000 | \$155,103 | + 13.2% |
| Percent of Original List Price Received*    | 91.7%     | 96.8%     | + 5.6%  | 91.7%     | 96.8%     | + 5.6%  |
| Percent of Properties Sold Over List Price* | 12.5%     | 11.1%     | - 11.2% | 12.5%     | 11.1%     | - 11.2% |
| Days on Market Until Sale                   | 75        | 30        | - 60.0% | 75        | 30        | - 60.0% |
| Inventory of Homes for Sale                 | 68        | 59        | - 13.2% | --        | --        | --      |
| Months Supply of Inventory                  | 2.9       | 3.2       | + 10.3% | --        | --        | --      |

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

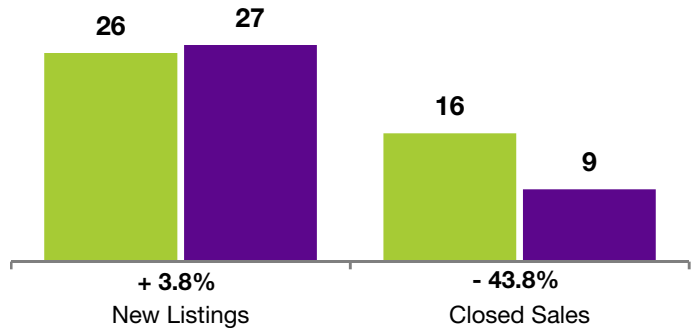
#### January

■ 2017 ■ 2018



#### Year to Date

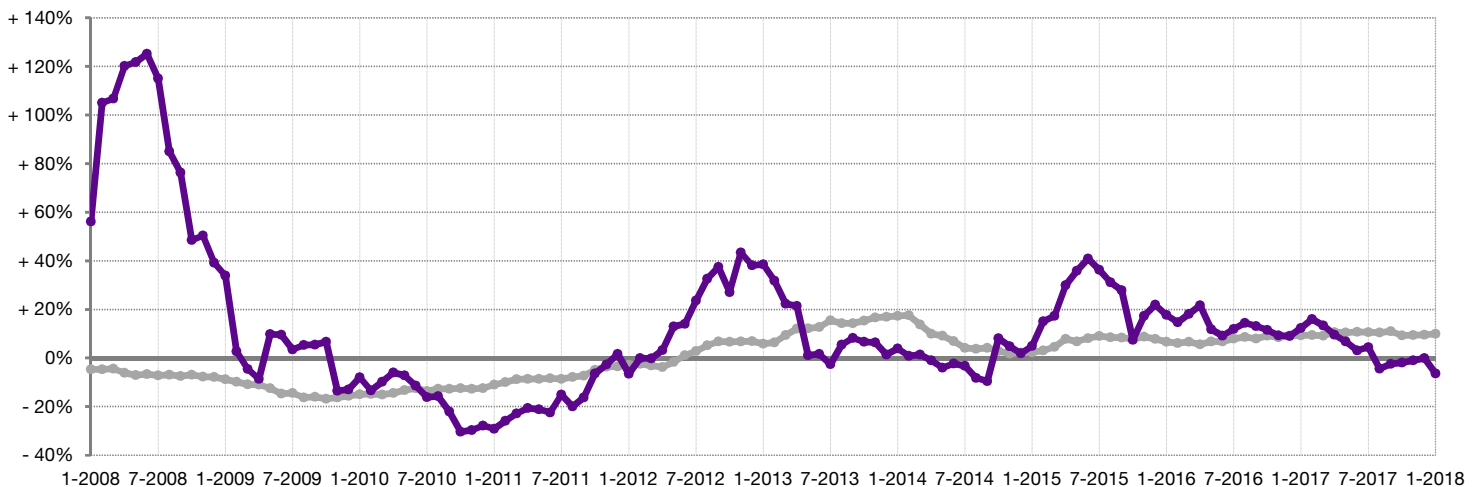
■ 2017 ■ 2018



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

All MLS —

Marietta / Whitehouse / Baldwin / Garden St / Dinsmore —



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# Local Market Update – January 2018

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



## Jacksonville - North

- 7.8%

Change in  
New Listings

- 20.4%

Change in  
Closed Sales

+ 13.1%

Change in  
Median Sales Price

### Region 09

#### January

#### Year to Date

|   | 2017      | 2018      | + / -   | 2017      | 2018      | + / -   |
|---|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                | 167       | 154       | - 7.8%  | 167       | 154       | - 7.8%  |
| Closed Sales                                | 103       | 82        | - 20.4% | 103       | 82        | - 20.4% |
| Median Sales Price*                         | \$178,500 | \$201,950 | + 13.1% | \$178,500 | \$201,950 | + 13.1% |
| Percent of Original List Price Received*    | 95.4%     | 96.0%     | + 0.6%  | 95.4%     | 96.0%     | + 0.6%  |
| Percent of Properties Sold Over List Price* | 18.6%     | 12.2%     | - 34.4% | 18.6%     | 12.2%     | - 34.4% |
| Days on Market Until Sale                   | 71        | 67        | - 5.6%  | 71        | 67        | - 5.6%  |
| Inventory of Homes for Sale                 | 447       | 331       | - 26.0% | --        | --        | --      |
| Months Supply of Inventory                  | 3.7       | 2.6       | - 29.7% | --        | --        | --      |

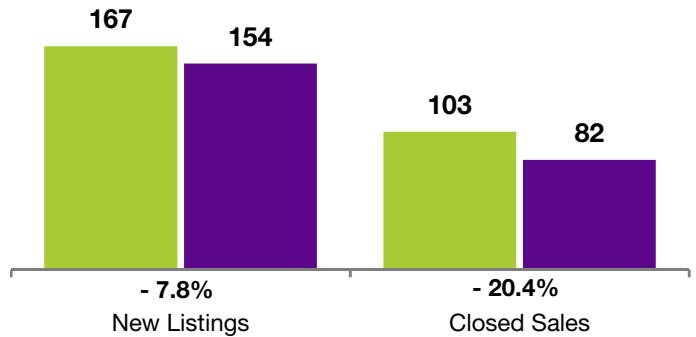
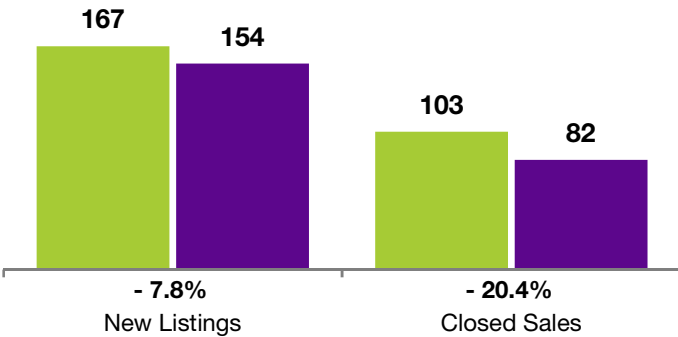
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

#### January

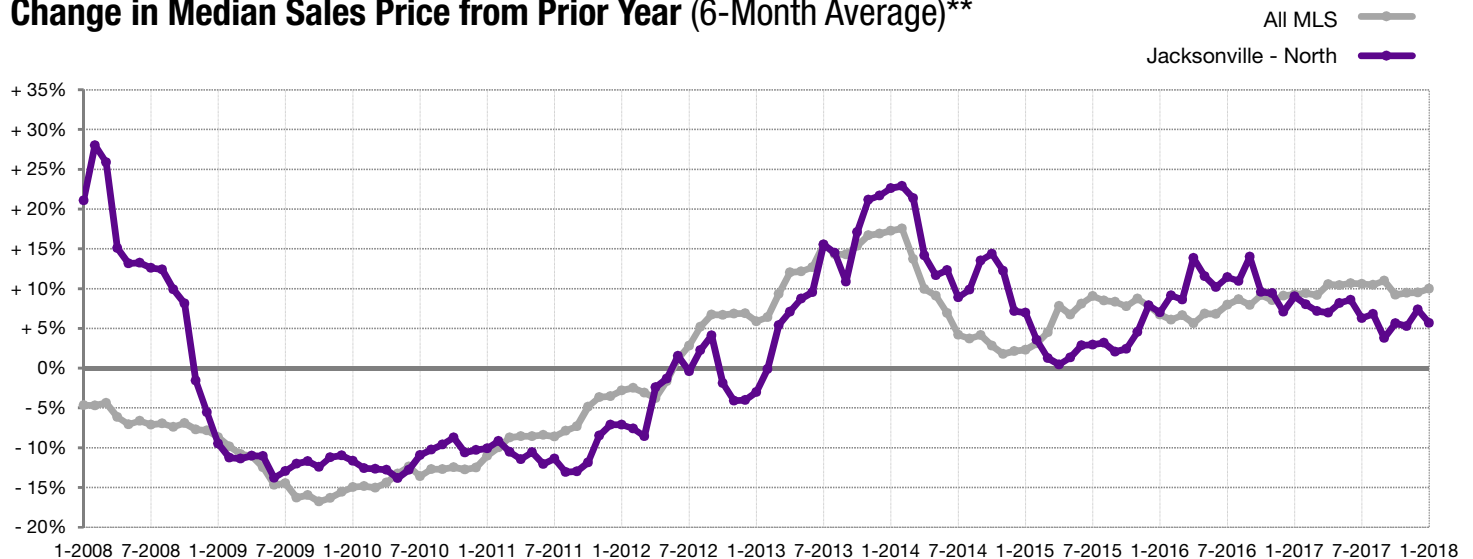
■ 2017 ■ 2018

#### 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 February 8, 2018. All data from Northeast Florida Multiple Listing Service. | Powered by ShowingTime 10K.

# Local Market Update – January 2018

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



## Fleming Island Area

**- 17.5%**

**- 37.5%**

**- 1.7%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 12

### January

### Year to Date

|   | 2017      | 2018             | + / -   | 2017      | 2018             | + / -   |
|---|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                                | 57        | 47               | - 17.5% | 57        | 47               | - 17.5% |
| Closed Sales                                | 32        | 20               | - 37.5% | 32        | 20               | - 37.5% |
| Median Sales Price*                         | \$237,950 | <b>\$234,000</b> | - 1.7%  | \$237,950 | <b>\$234,000</b> | - 1.7%  |
| Percent of Original List Price Received*    | 94.2%     | <b>96.3%</b>     | + 2.2%  | 94.2%     | <b>96.3%</b>     | + 2.2%  |
| Percent of Properties Sold Over List Price* | 9.4%      | <b>15.0%</b>     | + 59.6% | 9.4%      | <b>15.0%</b>     | + 59.6% |
| Days on Market Until Sale                   | 101       | <b>70</b>        | - 30.7% | 101       | <b>70</b>        | - 30.7% |
| Inventory of Homes for Sale                 | 188       | <b>132</b>       | - 29.8% | --        | --               | --      |
| Months Supply of Inventory                  | 3.6       | <b>2.4</b>       | - 33.3% | --        | --               | --      |

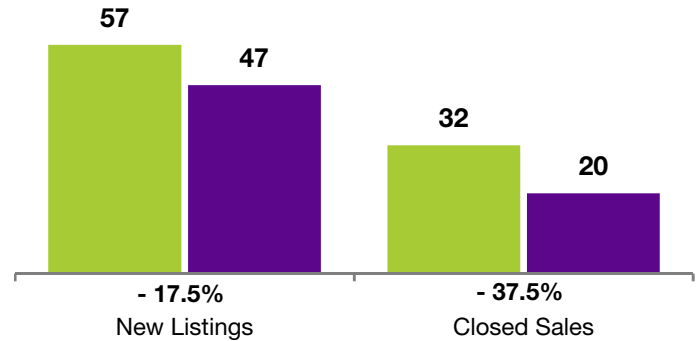
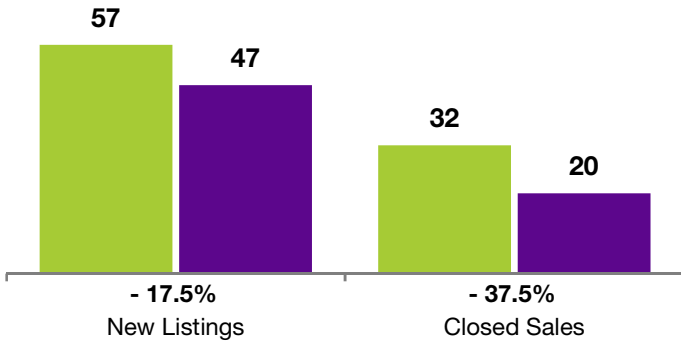
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### January

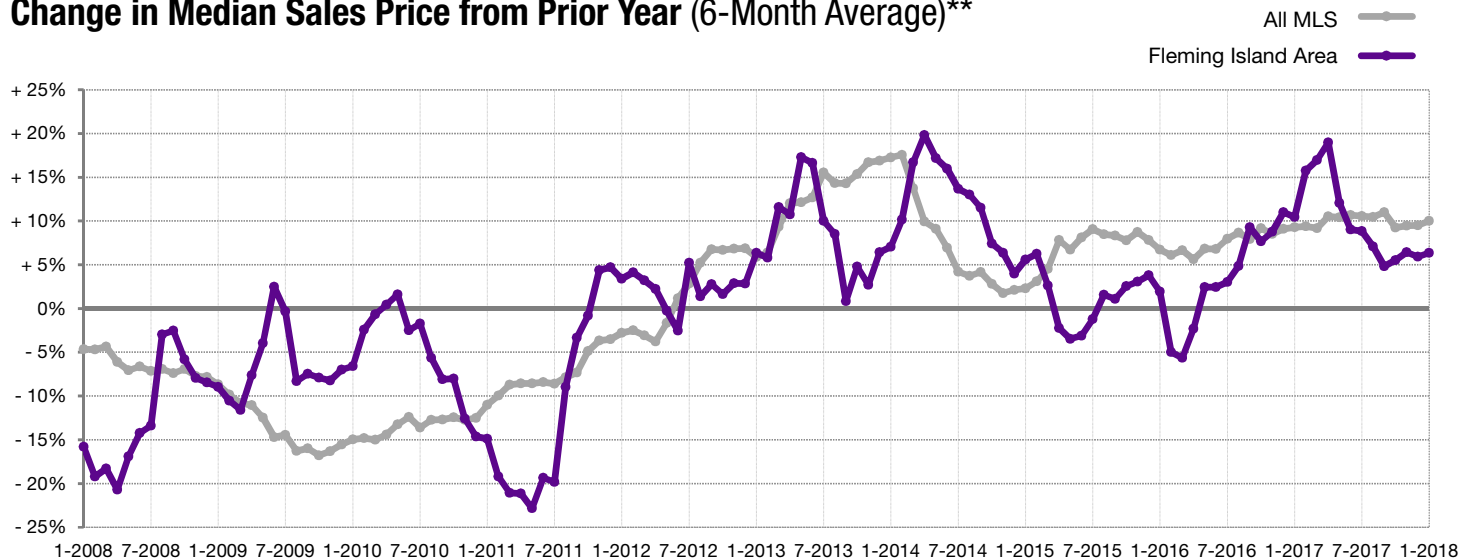
■ 2017 ■ 2018

### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## Orange Park

**- 12.7%**

**- 32.8%**

**+ 19.0%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 13

### January

### Year to Date

|   | 2017      | 2018             | + / -   | 2017      | 2018             | + / -   |
|---|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                                | 166       | 145              | - 12.7% | 166       | 145              | - 12.7% |
| Closed Sales                                | 125       | 84               | - 32.8% | 125       | 84               | - 32.8% |
| Median Sales Price*                         | \$155,000 | <b>\$184,500</b> | + 19.0% | \$155,000 | <b>\$184,500</b> | + 19.0% |
| Percent of Original List Price Received*    | 94.4%     | <b>96.9%</b>     | + 2.6%  | 94.4%     | <b>96.9%</b>     | + 2.6%  |
| Percent of Properties Sold Over List Price* | 10.4%     | <b>19.0%</b>     | + 82.7% | 10.4%     | <b>19.0%</b>     | + 82.7% |
| Days on Market Until Sale                   | 74        | <b>59</b>        | - 20.3% | 74        | <b>59</b>        | - 20.3% |
| Inventory of Homes for Sale                 | 379       | <b>247</b>       | - 34.8% | --        | --               | --      |
| Months Supply of Inventory                  | 2.6       | <b>1.8</b>       | - 30.8% | --        | --               | --      |

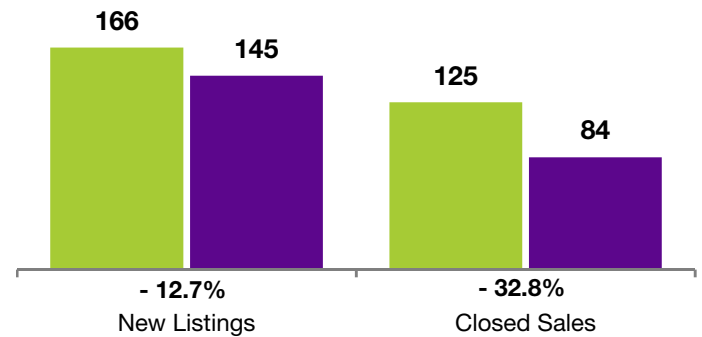
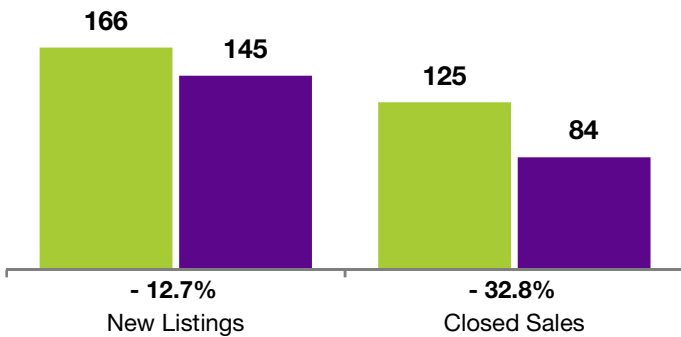
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### January

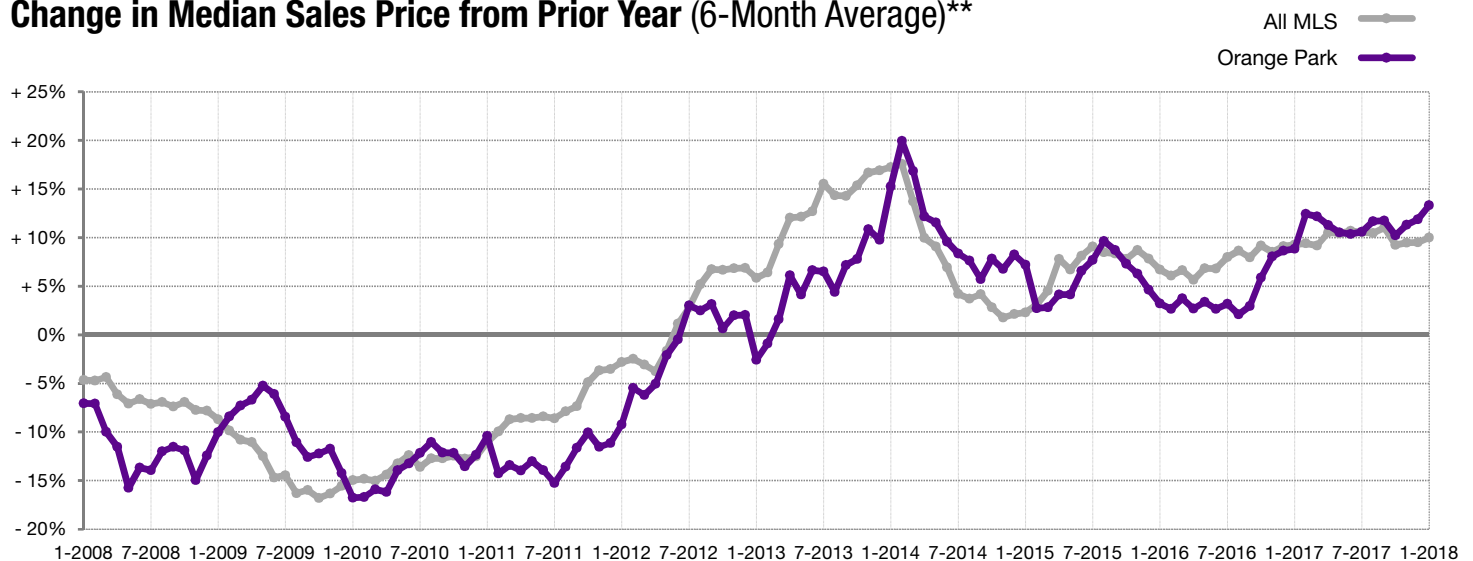
■ 2017 ■ 2018

### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## Middleburg Vicinity

**- 23.1%**

Change in  
New Listings

**- 9.5%**

Change in  
Closed Sales

**+ 17.1%**

Change in  
Median Sales Price

### Region 14

|   | January   |                  |         | Year to Date |                  |         |
|---|-----------|------------------|---------|--------------|------------------|---------|
|   | 2017      | 2018             | + / -   | 2017         | 2018             | + / -   |
| New Listings                                | 121       | 93               | - 23.1% | 121          | 93               | - 23.1% |
| Closed Sales                                | 63        | 57               | - 9.5%  | 63           | 57               | - 9.5%  |
| Median Sales Price*                         | \$175,000 | <b>\$204,900</b> | + 17.1% | \$175,000    | <b>\$204,900</b> | + 17.1% |
| Percent of Original List Price Received*    | 93.7%     | <b>94.8%</b>     | + 1.2%  | 93.7%        | <b>94.8%</b>     | + 1.2%  |
| Percent of Properties Sold Over List Price* | 17.5%     | <b>10.5%</b>     | - 40.0% | 17.5%        | <b>10.5%</b>     | - 40.0% |
| Days on Market Until Sale                   | 81        | <b>72</b>        | - 11.1% | 81           | <b>72</b>        | - 11.1% |
| Inventory of Homes for Sale                 | 303       | <b>221</b>       | - 27.1% | --           | --               | --      |
| Months Supply of Inventory                  | 3.7       | <b>2.7</b>       | - 27.0% | --           | --               | --      |

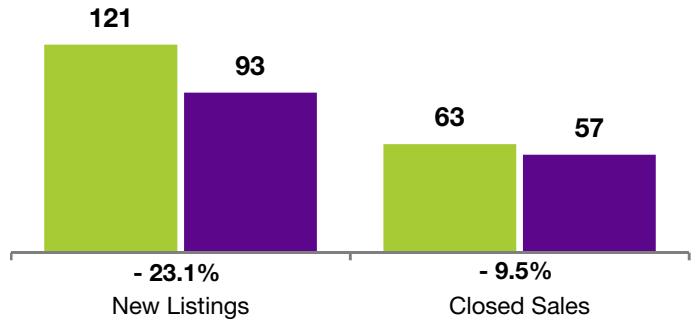
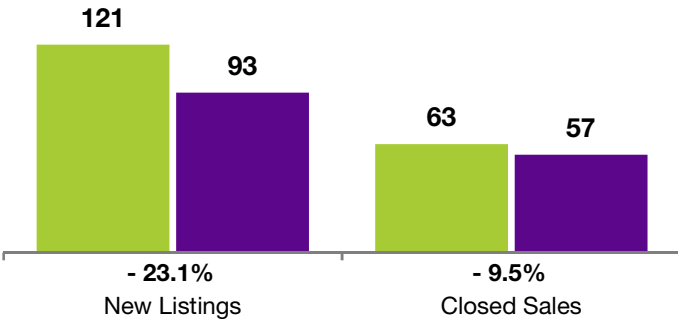
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### January

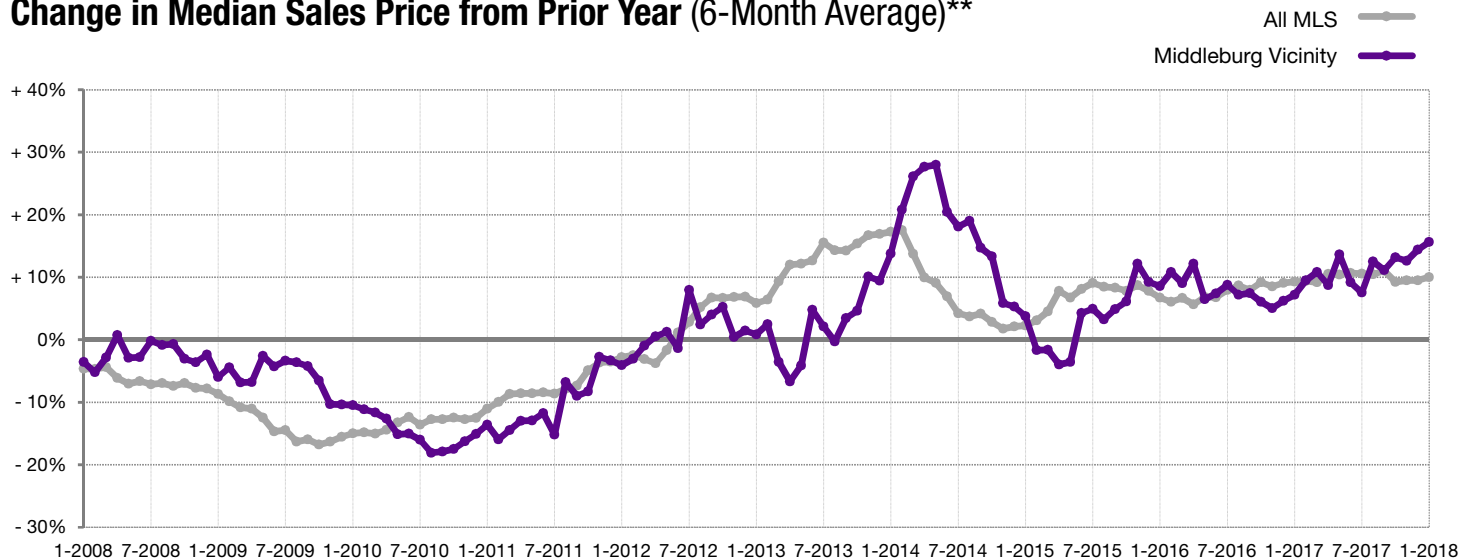
■ 2017 ■ 2018

### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## Keystone Heights Vicinity

Region 15

**- 25.0%**

**+ 11.1%**

**+ 82.4%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

|   | January  |                  |         | Year to Date |                  |         |
|---|----------|------------------|---------|--------------|------------------|---------|
|   | 2017     | 2018             | + / -   | 2017         | 2018             | + / -   |
| New Listings                                | 24       | 18               | - 25.0% | 24           | 18               | - 25.0% |
| Closed Sales                                | 9        | 10               | + 11.1% | 9            | 10               | + 11.1% |
| Median Sales Price*                         | \$74,000 | <b>\$135,000</b> | + 82.4% | \$74,000     | <b>\$135,000</b> | + 82.4% |
| Percent of Original List Price Received*    | 91.7%    | <b>89.7%</b>     | - 2.2%  | 91.7%        | <b>89.7%</b>     | - 2.2%  |
| Percent of Properties Sold Over List Price* | 22.2%    | <b>20.0%</b>     | - 9.9%  | 22.2%        | <b>20.0%</b>     | - 9.9%  |
| Days on Market Until Sale                   | 157      | <b>177</b>       | + 12.7% | 157          | <b>177</b>       | + 12.7% |
| Inventory of Homes for Sale                 | 122      | <b>72</b>        | - 41.0% | --           | --               | --      |
| Months Supply of Inventory                  | 8.2      | <b>3.9</b>       | - 52.4% | --           | --               | --      |

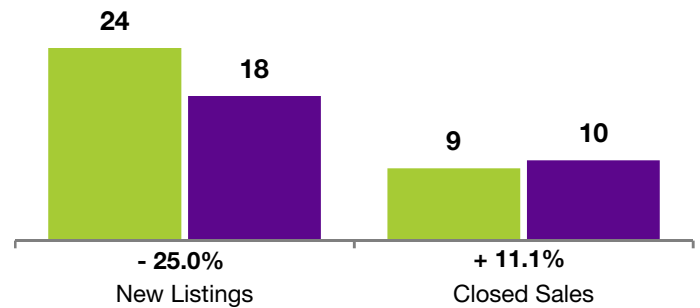
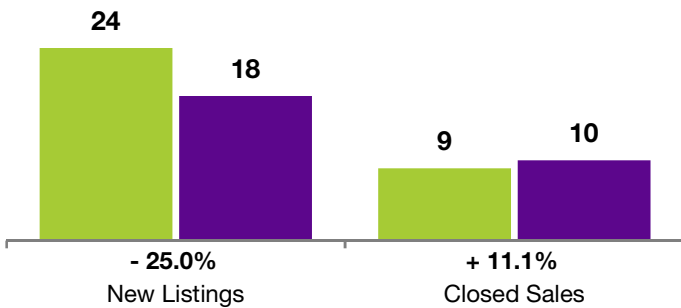
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### January

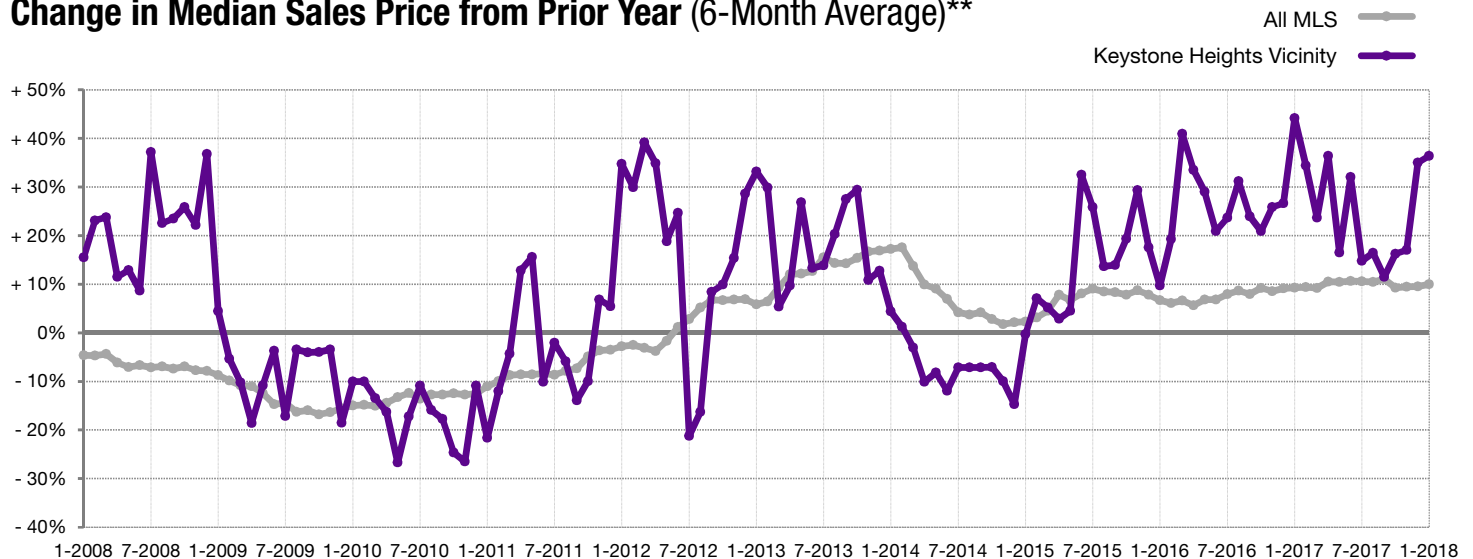
■ 2017 ■ 2018

### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## Green Cove Springs

**+ 13.8%**

**- 26.3%**

**+ 29.7%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 16

#### January

#### Year to Date

|   | 2017      | 2018      | + / -   | 2017      | 2018      | + / -   |
|---|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                | 29        | 33        | + 13.8% | 29        | 33        | + 13.8% |
| Closed Sales                                | 19        | 14        | - 26.3% | 19        | 14        | - 26.3% |
| Median Sales Price*                         | \$185,000 | \$240,030 | + 29.7% | \$185,000 | \$240,030 | + 29.7% |
| Percent of Original List Price Received*    | 100.6%    | 95.3%     | - 5.3%  | 100.6%    | 95.3%     | - 5.3%  |
| Percent of Properties Sold Over List Price* | 26.3%     | 14.3%     | - 45.6% | 26.3%     | 14.3%     | - 45.6% |
| Days on Market Until Sale                   | 66        | 89        | + 34.8% | 66        | 89        | + 34.8% |
| Inventory of Homes for Sale                 | 104       | 105       | + 1.0%  | --        | --        | --      |
| Months Supply of Inventory                  | 5.0       | 4.0       | - 20.0% | --        | --        | --      |

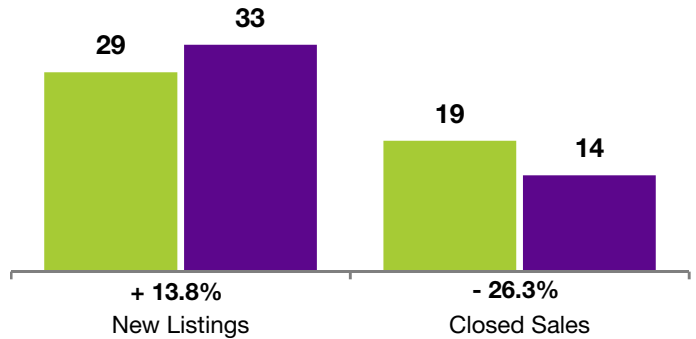
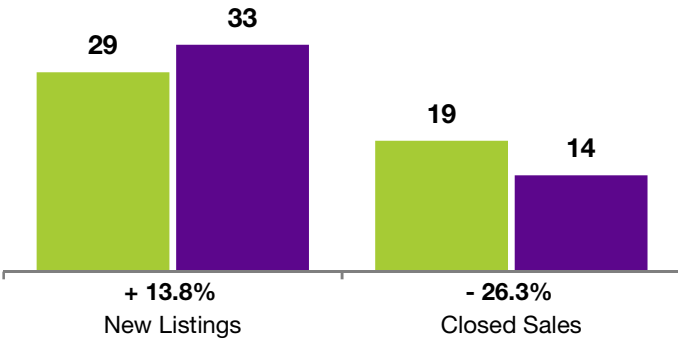
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#### January

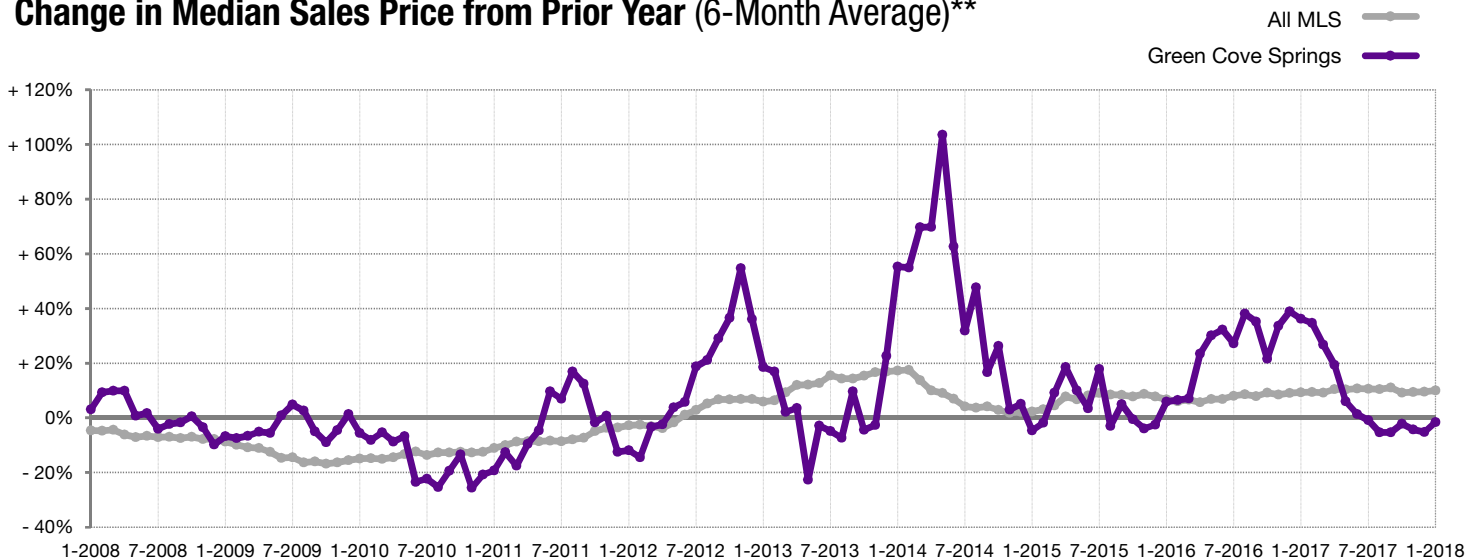
■ 2017 ■ 2018

#### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## Jacksonville Beach

**- 11.8%**

**- 14.7%**

**+ 8.3%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 21

#### January

#### Year to Date

|   | 2017      | 2018             | + / -   | 2017      | 2018             | + / -   |
|---|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                                | 85        | 75               | - 11.8% | 85        | 75               | - 11.8% |
| Closed Sales                                | 34        | 29               | - 14.7% | 34        | 29               | - 14.7% |
| Median Sales Price*                         | \$378,750 | <b>\$410,000</b> | + 8.3%  | \$378,750 | <b>\$410,000</b> | + 8.3%  |
| Percent of Original List Price Received*    | 97.3%     | <b>96.9%</b>     | - 0.4%  | 97.3%     | <b>96.9%</b>     | - 0.4%  |
| Percent of Properties Sold Over List Price* | 14.7%     | <b>3.4%</b>      | - 76.9% | 14.7%     | <b>3.4%</b>      | - 76.9% |
| Days on Market Until Sale                   | 78        | <b>92</b>        | + 17.9% | 78        | <b>92</b>        | + 17.9% |
| Inventory of Homes for Sale                 | 202       | <b>195</b>       | - 3.5%  | --        | --               | --      |
| Months Supply of Inventory                  | 4.0       | <b>3.8</b>       | - 5.0%  | --        | --               | --      |

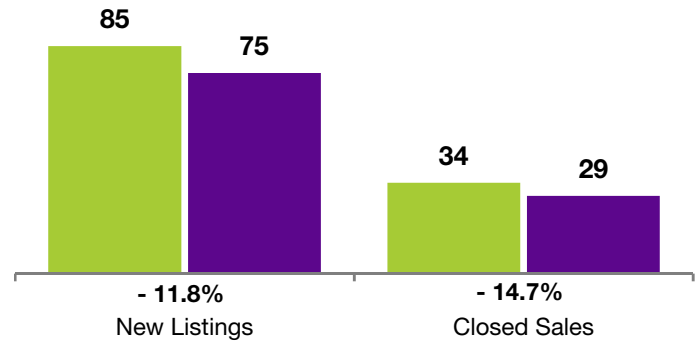
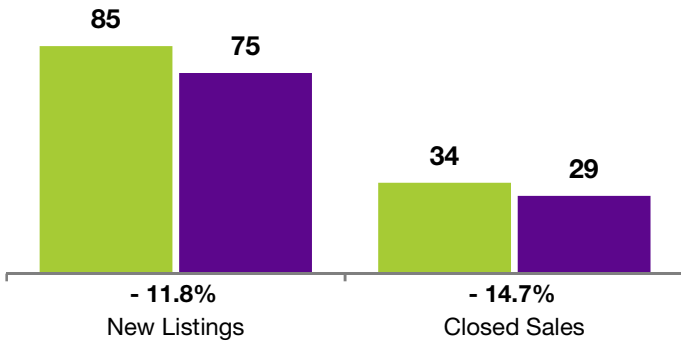
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#### January

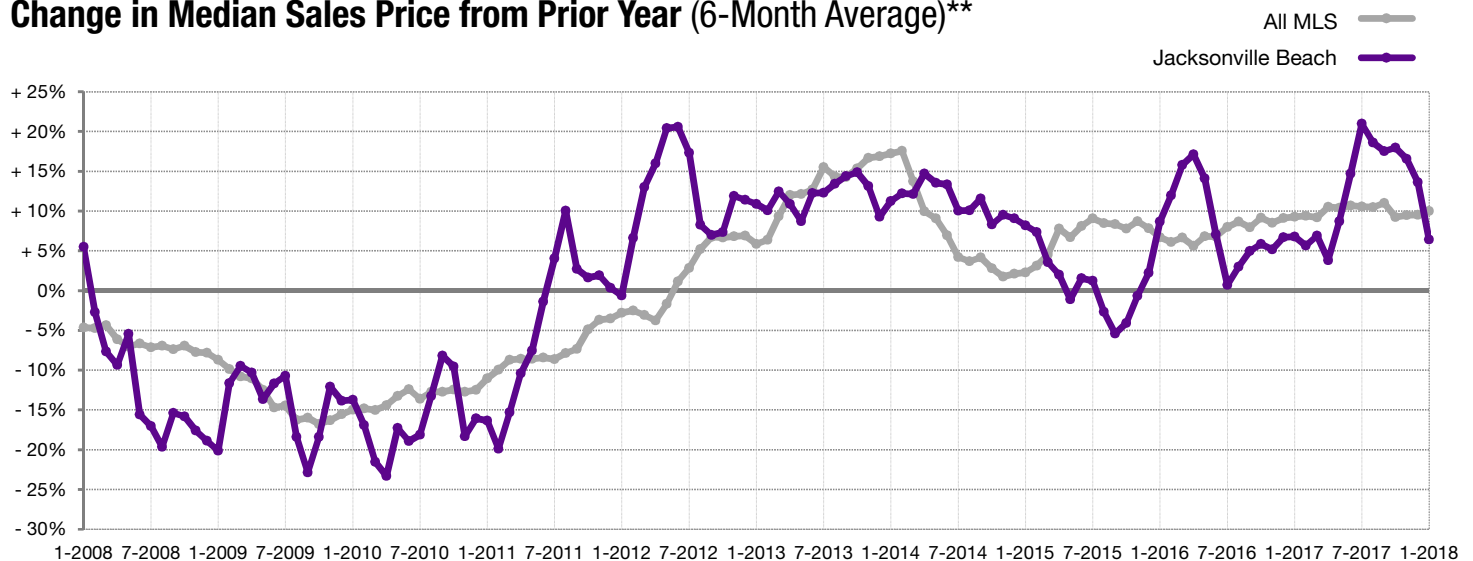
■ 2017 ■ 2018

#### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## Neptune Beach

**+ 27.3%**

**+ 40.0%**

**+ 4.1%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 22

#### January

#### Year to Date

|   | 2017      | 2018             | + / -   | 2017      | 2018             | + / -   |
|---|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                                | 11        | 14               | + 27.3% | 11        | 14               | + 27.3% |
| Closed Sales                                | 5         | 7                | + 40.0% | 5         | 7                | + 40.0% |
| Median Sales Price*                         | \$437,000 | <b>\$455,000</b> | + 4.1%  | \$437,000 | <b>\$455,000</b> | + 4.1%  |
| Percent of Original List Price Received*    | 93.2%     | <b>95.6%</b>     | + 2.6%  | 93.2%     | <b>95.6%</b>     | + 2.6%  |
| Percent of Properties Sold Over List Price* | 0.0%      | <b>14.3%</b>     | --      | 0.0%      | <b>14.3%</b>     | --      |
| Days on Market Until Sale                   | 81        | <b>91</b>        | + 12.3% | 81        | <b>91</b>        | + 12.3% |
| Inventory of Homes for Sale                 | 37        | <b>28</b>        | - 24.3% | --        | --               | --      |
| Months Supply of Inventory                  | 3.8       | <b>2.8</b>       | - 26.3% | --        | --               | --      |

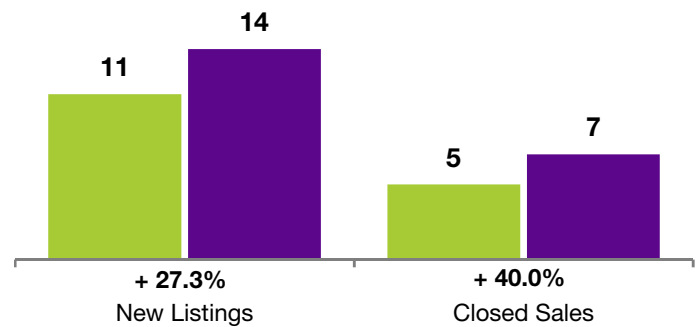
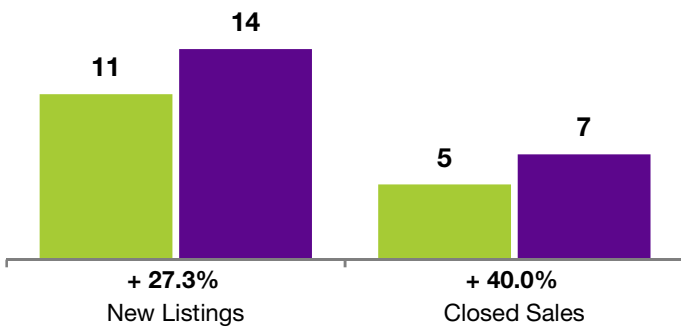
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#### January

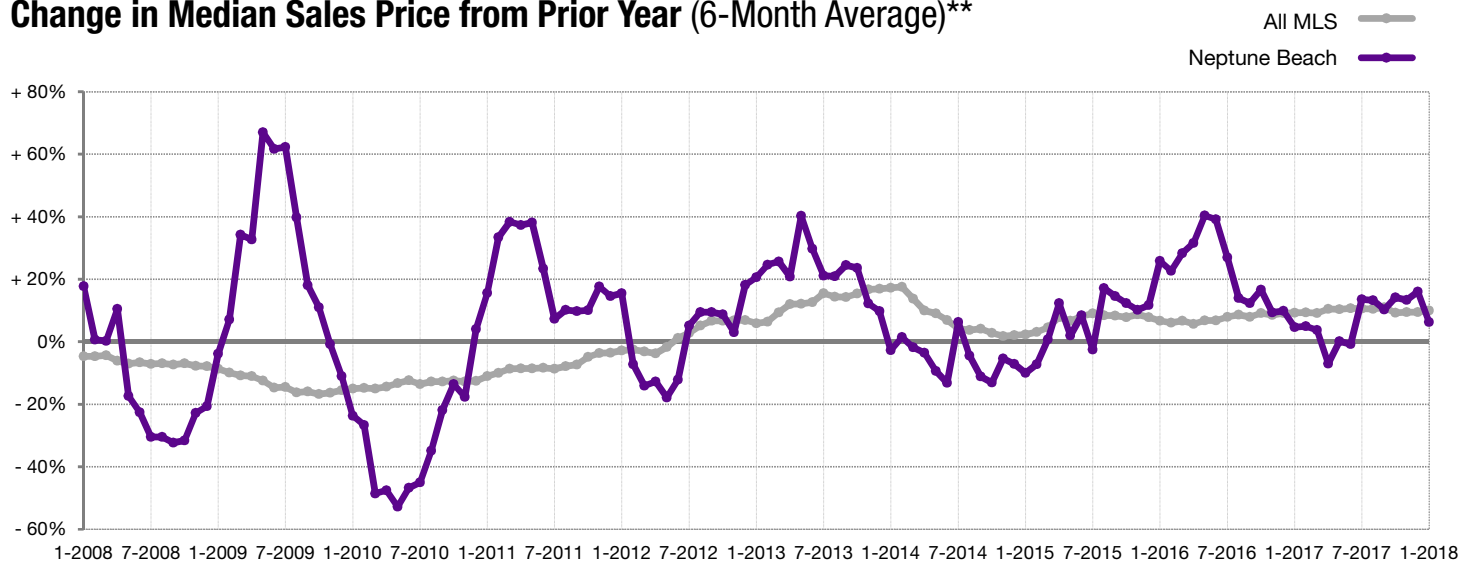
■ 2017 ■ 2018

#### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## Atlantic Beach

**+ 33.3%**

**+ 71.4%**

**+ 63.1%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 23

#### January

#### Year to Date

|   | 2017      | 2018             | + / -   | 2017      | 2018             | + / -   |
|---|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                                | 39        | 52               | + 33.3% | 39        | 52               | + 33.3% |
| Closed Sales                                | 14        | 24               | + 71.4% | 14        | 24               | + 71.4% |
| Median Sales Price*                         | \$218,177 | <b>\$355,900</b> | + 63.1% | \$218,177 | <b>\$355,900</b> | + 63.1% |
| Percent of Original List Price Received*    | 98.4%     | <b>96.4%</b>     | - 2.0%  | 98.4%     | <b>96.4%</b>     | - 2.0%  |
| Percent of Properties Sold Over List Price* | 21.4%     | <b>16.7%</b>     | - 22.0% | 21.4%     | <b>16.7%</b>     | - 22.0% |
| Days on Market Until Sale                   | 50        | <b>89</b>        | + 78.0% | 50        | <b>89</b>        | + 78.0% |
| Inventory of Homes for Sale                 | 125       | <b>124</b>       | - 0.8%  | --        | --               | --      |
| Months Supply of Inventory                  | 4.6       | <b>3.7</b>       | - 19.6% | --        | --               | --      |

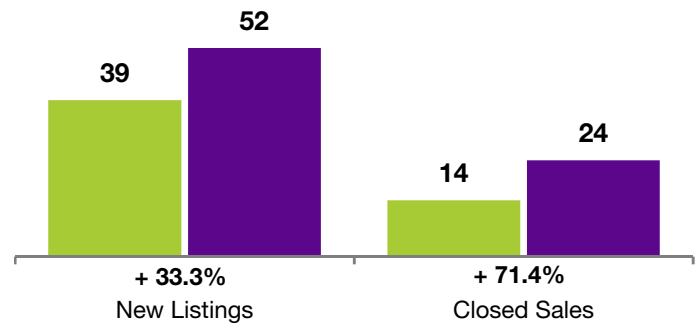
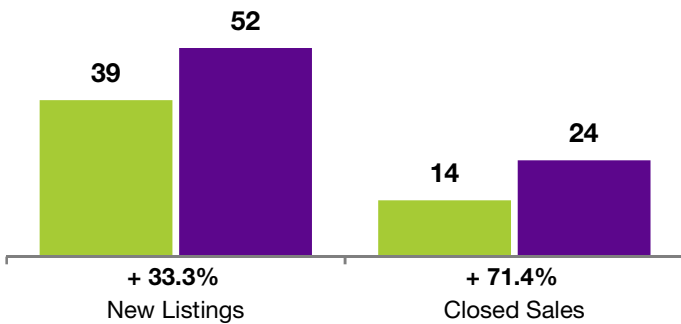
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#### January

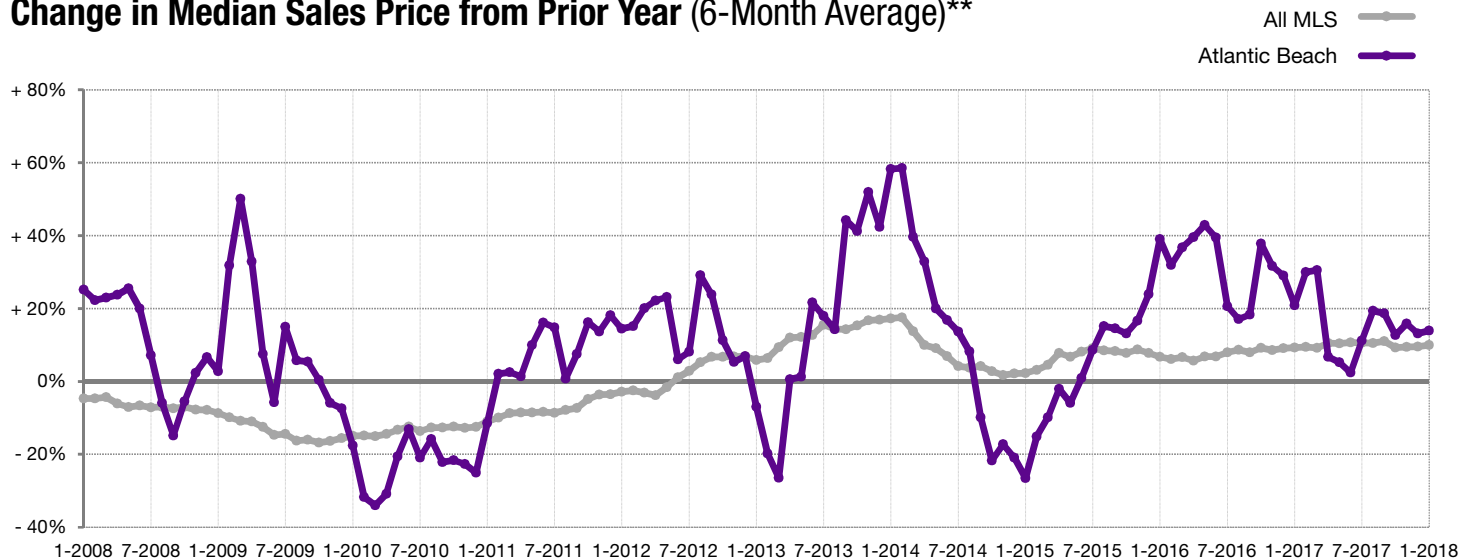
■ 2017 ■ 2018

#### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## NE St. Johns County – Ponte Vedra Beach North

**+ 6.7%**

**+ 66.7%**

**- 21.1%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 25

### January

### Year to Date

|   | 2017      | 2018             | + / -   | 2017      | 2018             | + / -   |
|---|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                                | 30        | 32               | + 6.7%  | 30        | 32               | + 6.7%  |
| Closed Sales                                | 9         | 15               | + 66.7% | 9         | 15               | + 66.7% |
| Median Sales Price*                         | \$355,000 | <b>\$280,000</b> | - 21.1% | \$355,000 | <b>\$280,000</b> | - 21.1% |
| Percent of Original List Price Received*    | 92.3%     | <b>91.1%</b>     | - 1.3%  | 92.3%     | <b>91.1%</b>     | - 1.3%  |
| Percent of Properties Sold Over List Price* | 0.0%      | <b>13.3%</b>     | --      | 0.0%      | <b>13.3%</b>     | --      |
| Days on Market Until Sale                   | 115       | <b>114</b>       | - 0.9%  | 115       | <b>114</b>       | - 0.9%  |
| Inventory of Homes for Sale                 | 112       | <b>106</b>       | - 5.4%  | --        | --               | --      |
| Months Supply of Inventory                  | 6.8       | <b>5.8</b>       | - 14.7% | --        | --               | --      |

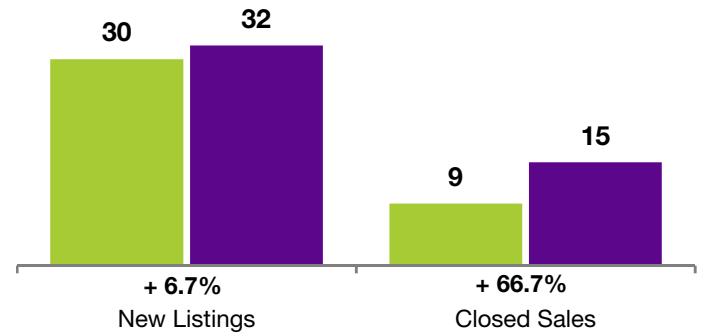
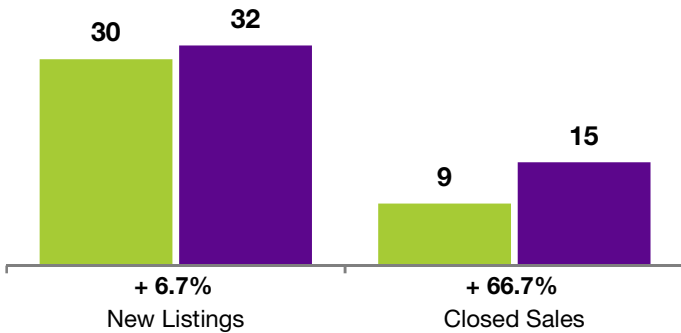
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### January

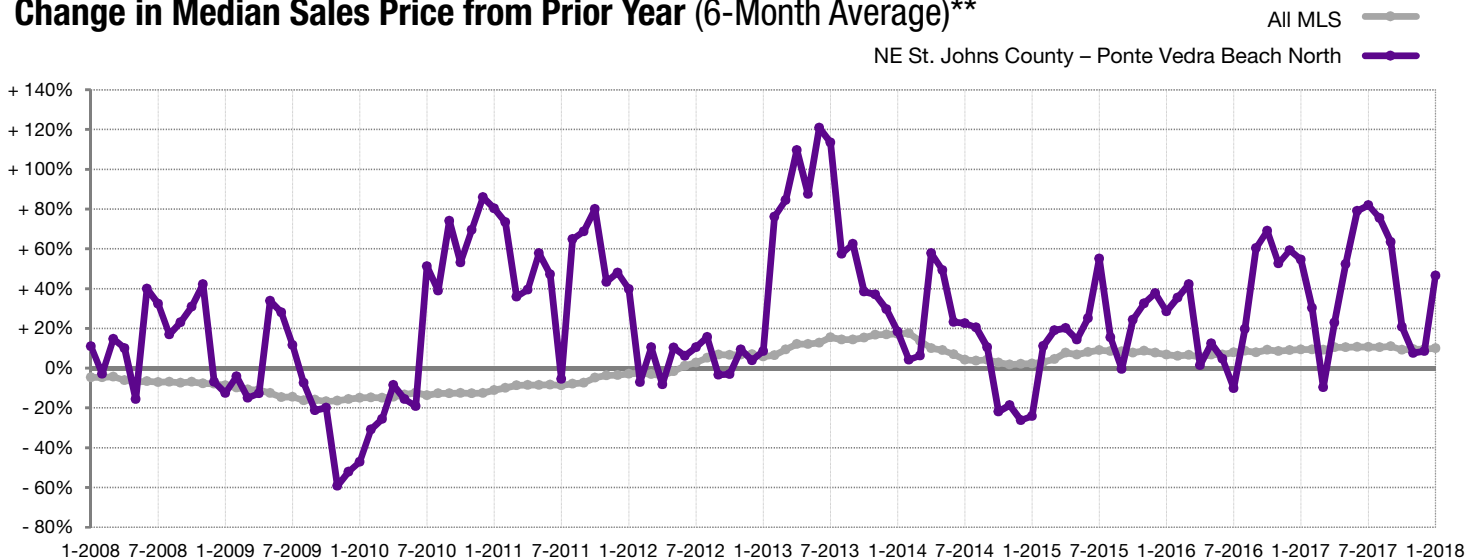
■ 2017 ■ 2018

### 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 February 8, 2018. All data from Northeast Florida Multiple Listing Service. | Powered by ShowingTime 10K.

# Local Market Update – January 2018

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



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

**+ 5.0%**

Change in  
New Listings

**+ 16.1%**

Change in  
Closed Sales

**+ 4.2%**

Change in  
Median Sales Price

### Region 26

#### January

#### Year to Date

|   | 2017      | 2018      | + / -   | 2017      | 2018      | + / -   |
|---|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                | 80        | 84        | + 5.0%  | 80        | 84        | + 5.0%  |
| Closed Sales                                | 31        | 36        | + 16.1% | 31        | 36        | + 16.1% |
| Median Sales Price*                         | \$410,000 | \$427,250 | + 4.2%  | \$410,000 | \$427,250 | + 4.2%  |
| Percent of Original List Price Received*    | 95.1%     | 92.5%     | - 2.7%  | 95.1%     | 92.5%     | - 2.7%  |
| Percent of Properties Sold Over List Price* | 22.6%     | 8.3%      | - 63.3% | 22.6%     | 8.3%      | - 63.3% |
| Days on Market Until Sale                   | 94        | 140       | + 48.9% | 94        | 140       | + 48.9% |
| Inventory of Homes for Sale                 | 317       | 311       | - 1.9%  | --        | --        | --      |
| Months Supply of Inventory                  | 5.9       | 5.3       | - 10.2% | --        | --        | --      |

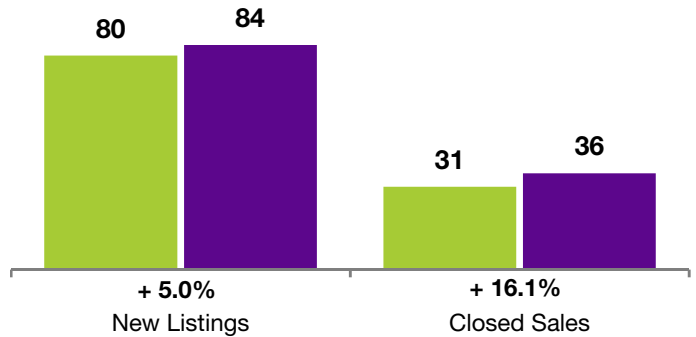
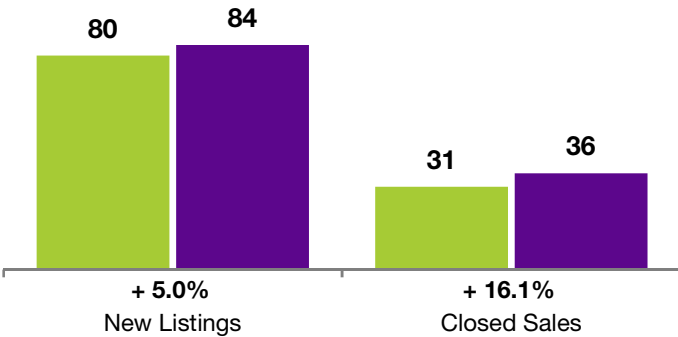
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

#### January

■ 2017 ■ 2018

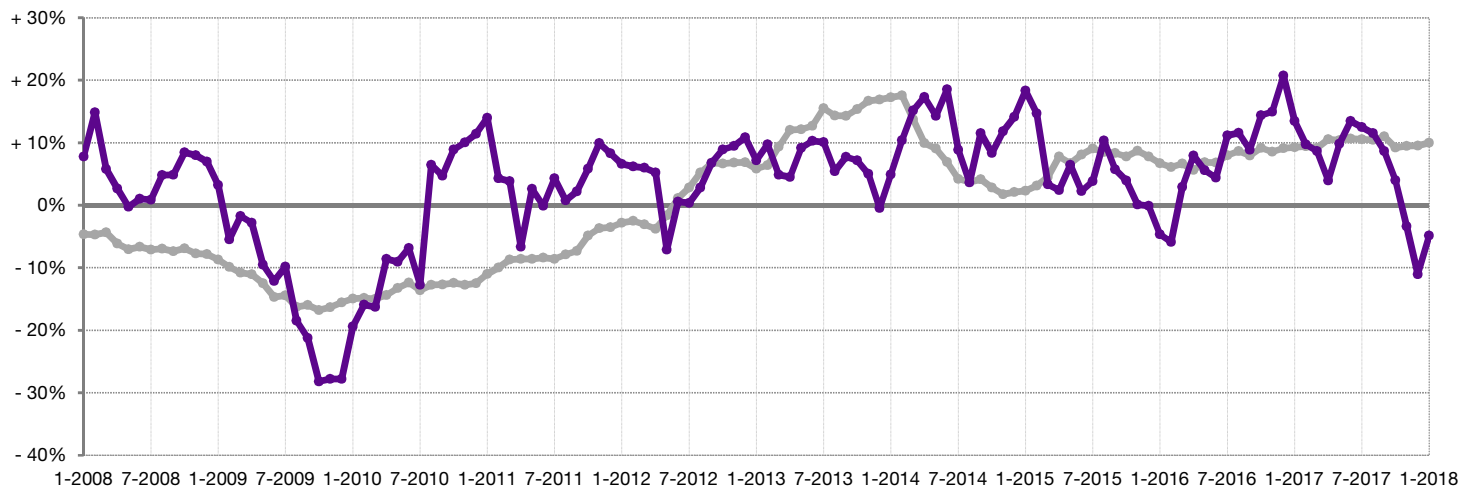
#### Year to Date

■ 2017 ■ 2018



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

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



\*\* 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 February 8, 2018. All data from Northeast Florida Multiple Listing Service. | Powered by ShowingTime 10K.



# Local Market Update – January 2018

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



## Ponte Vedra / Nocatee (St. Johns County)

**- 8.5%**

Change in  
New Listings

**- 19.5%**

Change in  
Closed Sales

**+ 13.3%**

Change in  
Median Sales Price

### Region 27

### January

### Year to Date

|   | 2017      | 2018             | + / -   | 2017      | 2018             | + / -   |
|---|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                                | 82        | 75               | - 8.5%  | 82        | 75               | - 8.5%  |
| Closed Sales                                | 41        | 33               | - 19.5% | 41        | 33               | - 19.5% |
| Median Sales Price*                         | \$325,770 | <b>\$369,000</b> | + 13.3% | \$325,770 | <b>\$369,000</b> | + 13.3% |
| Percent of Original List Price Received*    | 97.2%     | <b>97.8%</b>     | + 0.6%  | 97.2%     | <b>97.8%</b>     | + 0.6%  |
| Percent of Properties Sold Over List Price* | 12.2%     | <b>15.2%</b>     | + 24.6% | 12.2%     | <b>15.2%</b>     | + 24.6% |
| Days on Market Until Sale                   | 66        | <b>34</b>        | - 48.5% | 66        | <b>34</b>        | - 48.5% |
| Inventory of Homes for Sale                 | 254       | <b>192</b>       | - 24.4% | --        | --               | --      |
| Months Supply of Inventory                  | 3.6       | <b>2.6</b>       | - 27.8% | --        | --               | --      |

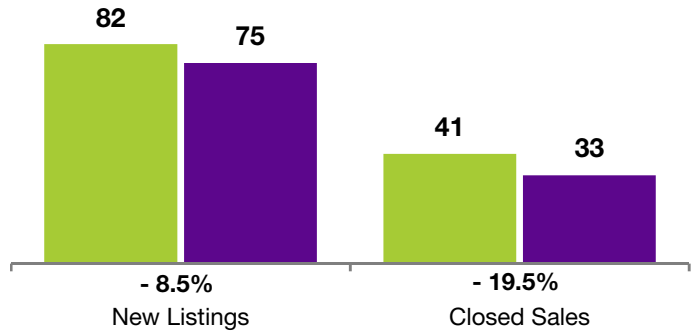
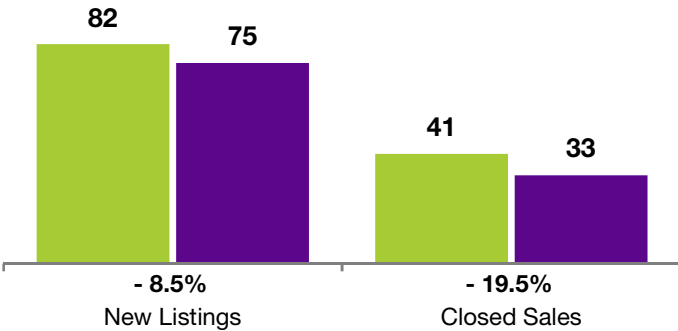
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### January

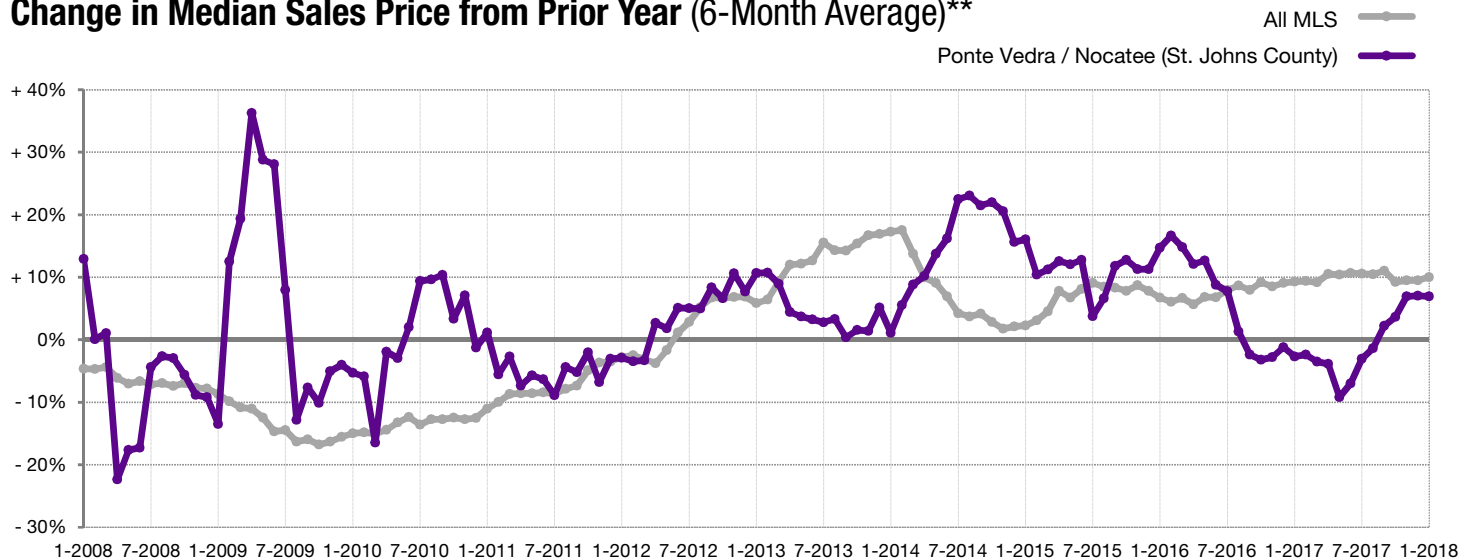
■ 2017 ■ 2018

### 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 February 8, 2018. All data from Northeast Florida Multiple Listing Service. | Powered by ShowingTime 10K.

# Local Market Update – January 2018

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



## St. Johns County - NW

Region 30

**- 5.7%**

Change in  
New Listings

**- 14.4%**

Change in  
Closed Sales

**+ 4.2%**

Change in  
Median Sales Price

|   | January   |                  |         | Year to Date |                  |         |
|---|-----------|------------------|---------|--------------|------------------|---------|
|   | 2017      | 2018             | + / -   | 2017         | 2018             | + / -   |
| New Listings                                | 282       | 266              | - 5.7%  | 282          | 266              | - 5.7%  |
| Closed Sales                                | 160       | 137              | - 14.4% | 160          | 137              | - 14.4% |
| Median Sales Price*                         | \$277,450 | <b>\$289,000</b> | + 4.2%  | \$277,450    | <b>\$289,000</b> | + 4.2%  |
| Percent of Original List Price Received*    | 96.5%     | <b>97.0%</b>     | + 0.5%  | 96.5%        | <b>97.0%</b>     | + 0.5%  |
| Percent of Properties Sold Over List Price* | 14.4%     | <b>7.3%</b>      | - 49.3% | 14.4%        | <b>7.3%</b>      | - 49.3% |
| Days on Market Until Sale                   | 84        | <b>65</b>        | - 22.6% | 84           | <b>65</b>        | - 22.6% |
| Inventory of Homes for Sale                 | 803       | <b>862</b>       | + 7.3%  | --           | --               | --      |
| Months Supply of Inventory                  | 3.7       | <b>3.7</b>       | 0.0%    | --           | --               | --      |

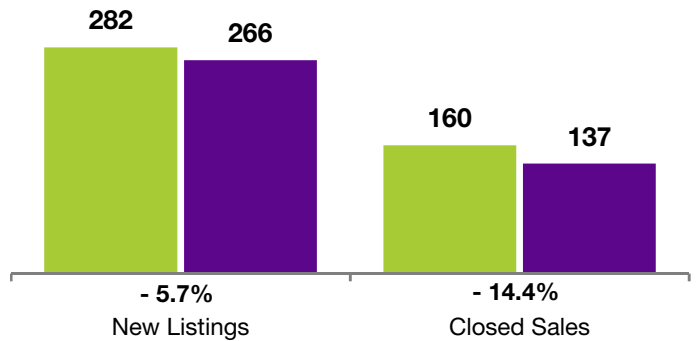
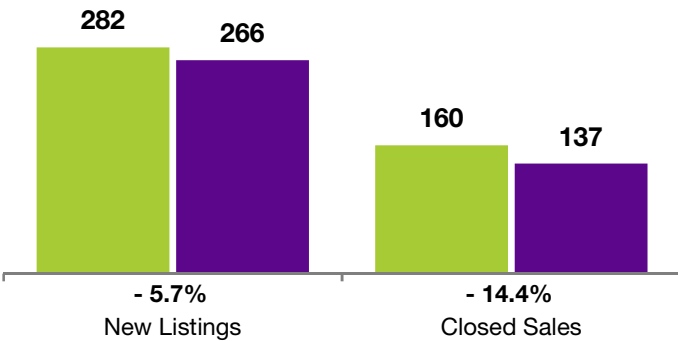
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### January

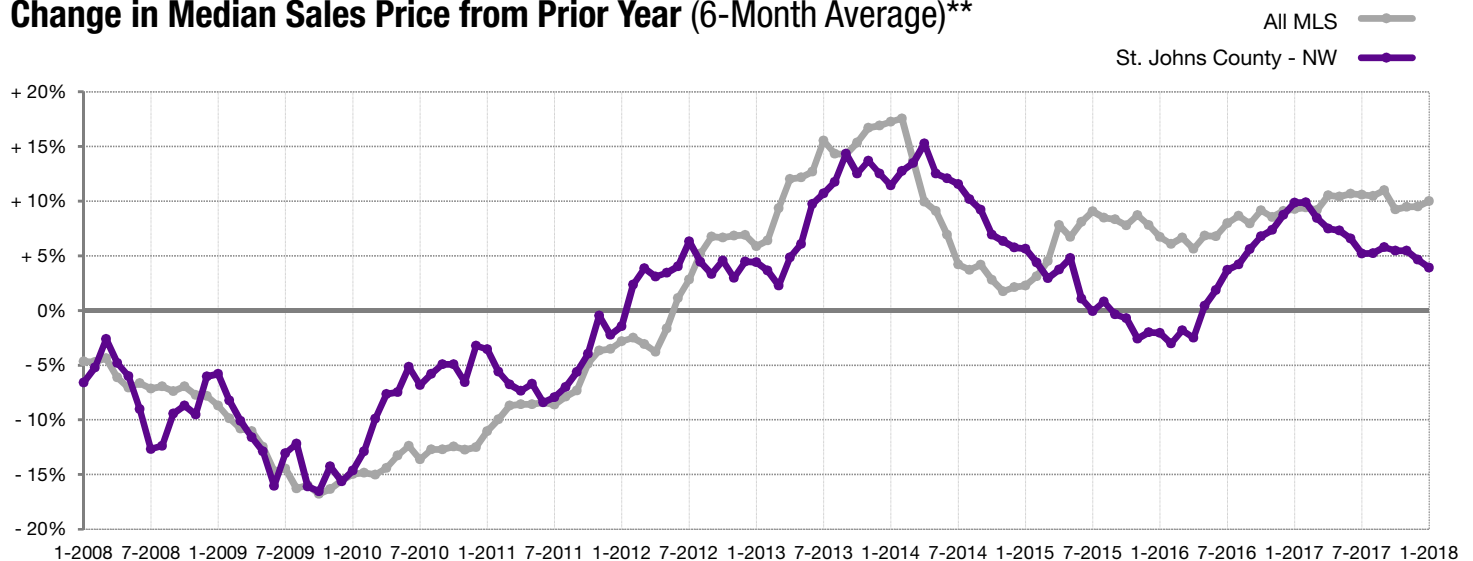
■ 2017 ■ 2018

### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## St. Johns County - NE

Region 31

- 7.3%

+ 30.0%

- 6.1%

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

|   | January   |           |         | Year to Date |           |         |
|---|-----------|-----------|---------|--------------|-----------|---------|
|   | 2017      | 2018      | + / -   | 2017         | 2018      | + / -   |
| New Listings                                | 41        | 38        | - 7.3%  | 41           | 38        | - 7.3%  |
| Closed Sales                                | 10        | 13        | + 30.0% | 10           | 13        | + 30.0% |
| Median Sales Price*                         | \$367,495 | \$345,000 | - 6.1%  | \$367,495    | \$345,000 | - 6.1%  |
| Percent of Original List Price Received*    | 93.8%     | 98.1%     | + 4.6%  | 93.8%        | 98.1%     | + 4.6%  |
| Percent of Properties Sold Over List Price* | 0.0%      | 15.4%     | --      | 0.0%         | 15.4%     | --      |
| Days on Market Until Sale                   | 117       | 117       | 0.0%    | 117          | 117       | 0.0%    |
| Inventory of Homes for Sale                 | 157       | 160       | + 1.9%  | --           | --        | --      |
| Months Supply of Inventory                  | 6.1       | 6.0       | - 1.6%  | --           | --        | --      |

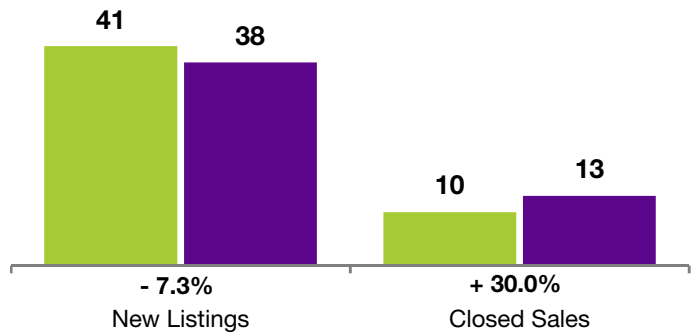
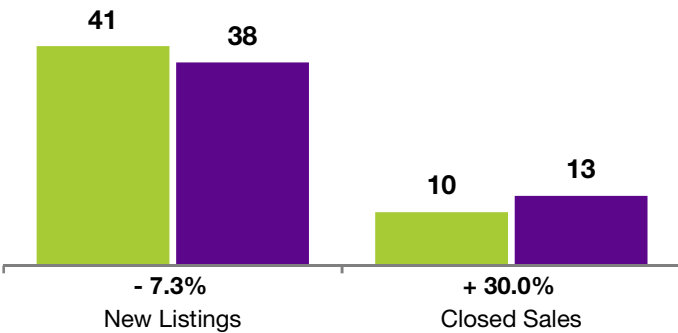
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### January

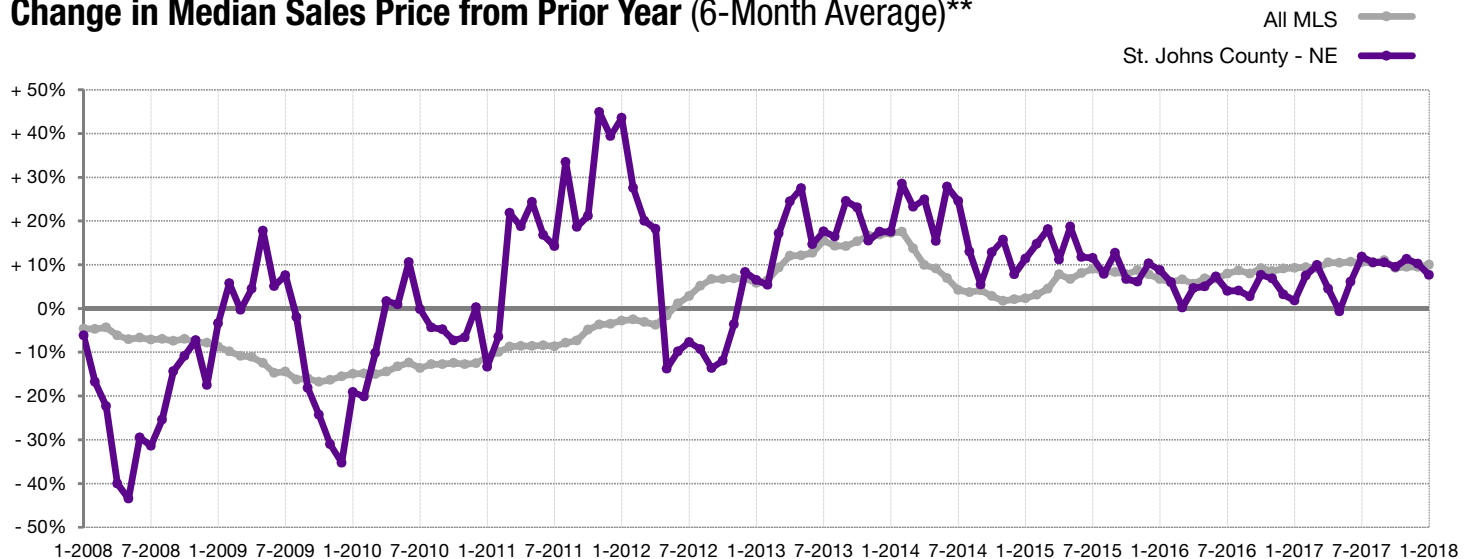
■ 2017 ■ 2018

### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



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

**+ 314.3%**    **+ 200.0%**    **- 11.5%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 32

### January

### Year to Date

|   | 2017      | 2018             | + / -    | 2017      | 2018             | + / -    |
|---|-----------|------------------|----------|-----------|------------------|----------|
| New Listings                                | 7         | 29               | + 314.3% | 7         | 29               | + 314.3% |
| Closed Sales                                | 2         | 6                | + 200.0% | 2         | 6                | + 200.0% |
| Median Sales Price*                         | \$344,250 | <b>\$304,750</b> | - 11.5%  | \$344,250 | <b>\$304,750</b> | - 11.5%  |
| Percent of Original List Price Received*    | 94.9%     | <b>93.5%</b>     | - 1.5%   | 94.9%     | <b>93.5%</b>     | - 1.5%   |
| Percent of Properties Sold Over List Price* | 0.0%      | <b>0.0%</b>      | --       | 0.0%      | <b>0.0%</b>      | --       |
| Days on Market Until Sale                   | 74        | <b>80</b>        | + 8.1%   | 74        | <b>80</b>        | + 8.1%   |
| Inventory of Homes for Sale                 | 89        | <b>92</b>        | + 3.4%   | --        | --               | --       |
| Months Supply of Inventory                  | 8.9       | <b>8.3</b>       | - 6.7%   | --        | --               | --       |

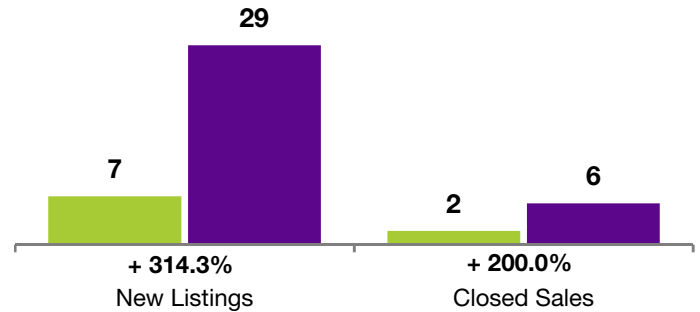
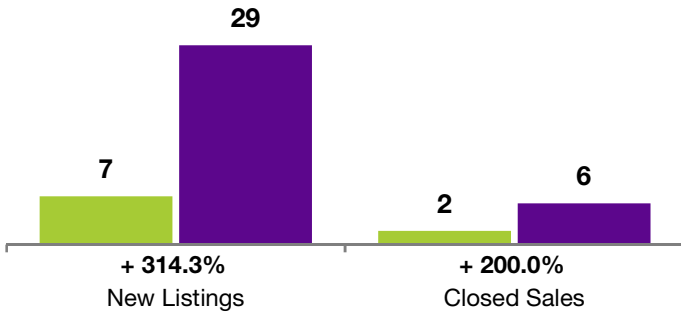
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### January

■ 2017 ■ 2018

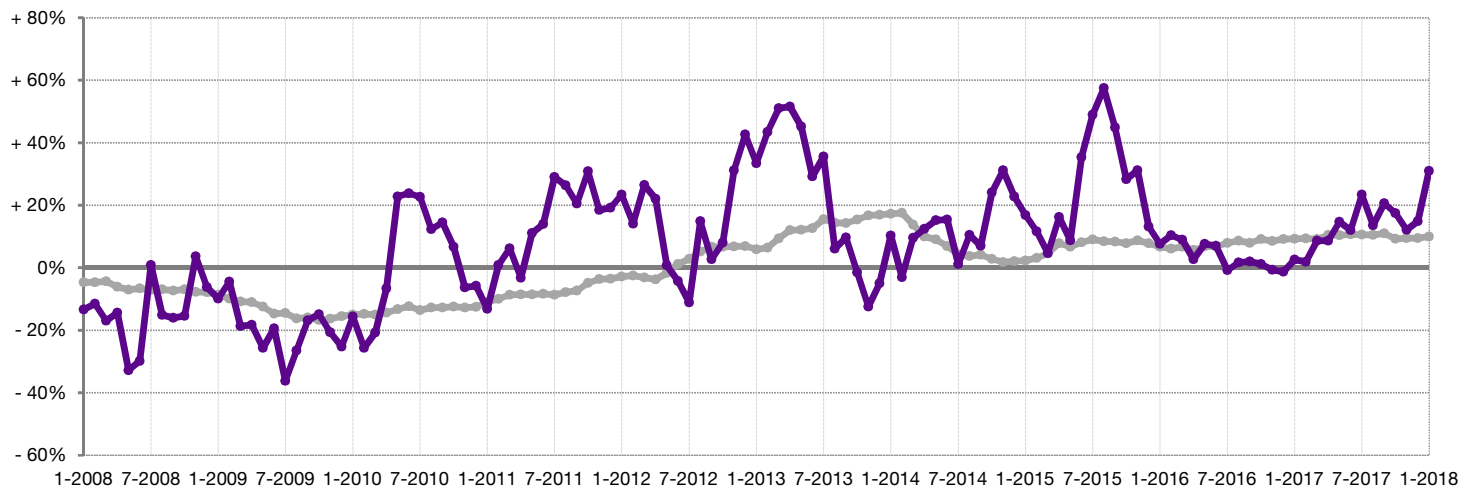
### Year to Date

■ 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 – January 2018

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



## St. Johns County - SE

Region 33

**+ 2.6%**

Change in  
New Listings

**+ 8.5%**

Change in  
Closed Sales

**- 6.8%**

Change in  
Median Sales Price

|   | January   |           |         | Year to Date |           |         |
|---|-----------|-----------|---------|--------------|-----------|---------|
|   | 2017      | 2018      | + / -   | 2017         | 2018      | + / -   |
| New Listings                                | 151       | 155       | + 2.6%  | 151          | 155       | + 2.6%  |
| Closed Sales                                | 59        | 64        | + 8.5%  | 59           | 64        | + 8.5%  |
| Median Sales Price*                         | \$249,000 | \$231,995 | - 6.8%  | \$249,000    | \$231,995 | - 6.8%  |
| Percent of Original List Price Received*    | 95.2%     | 94.4%     | - 0.8%  | 95.2%        | 94.4%     | - 0.8%  |
| Percent of Properties Sold Over List Price* | 10.2%     | 1.6%      | - 84.3% | 10.2%        | 1.6%      | - 84.3% |
| Days on Market Until Sale                   | 99        | 94        | - 5.1%  | 99           | 94        | - 5.1%  |
| Inventory of Homes for Sale                 | 484       | 490       | + 1.2%  | --           | --        | --      |
| Months Supply of Inventory                  | 5.1       | 4.6       | - 9.8%  | --           | --        | --      |

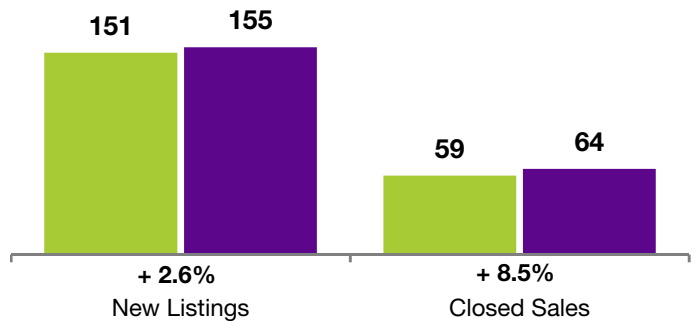
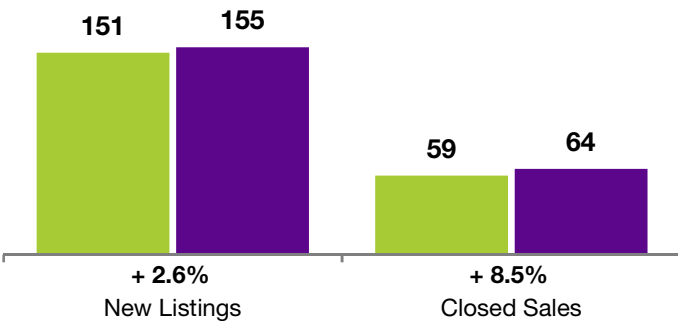
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### January

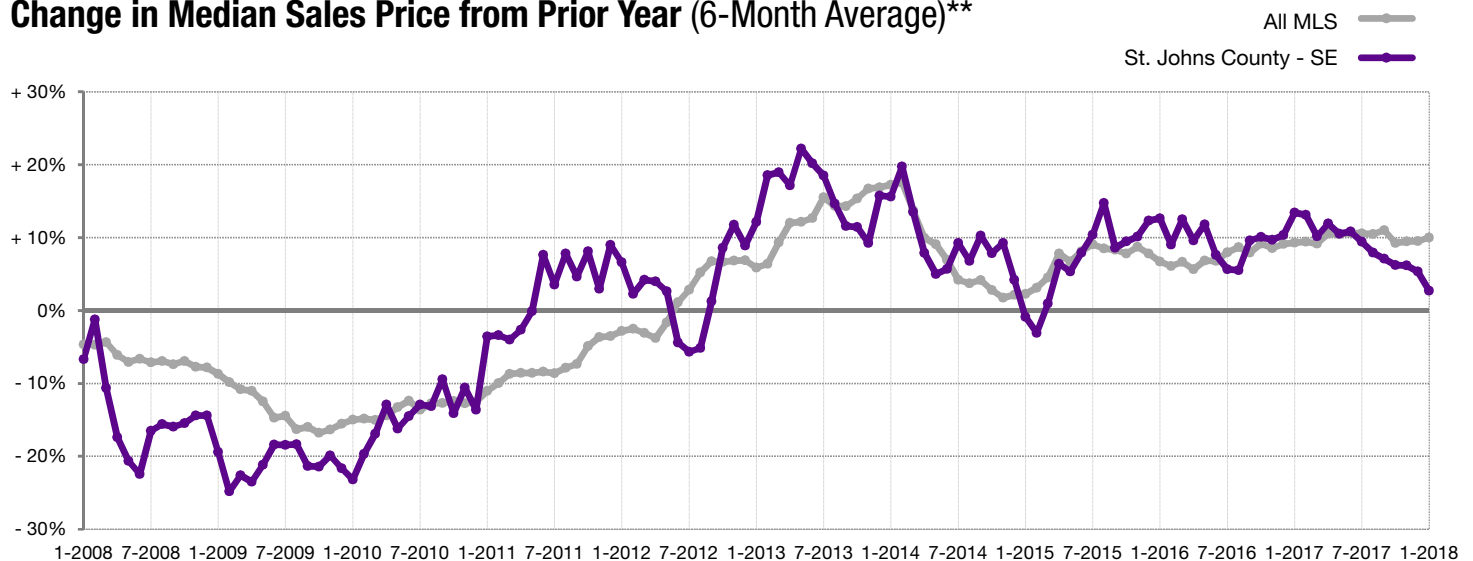
■ 2017 ■ 2018

### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## St. Johns County - SW

Region 34

**- 36.8%**

**+ 66.7%**

**+ 106.0%**

Change in  
New Listings

Change in  
Closed Sales

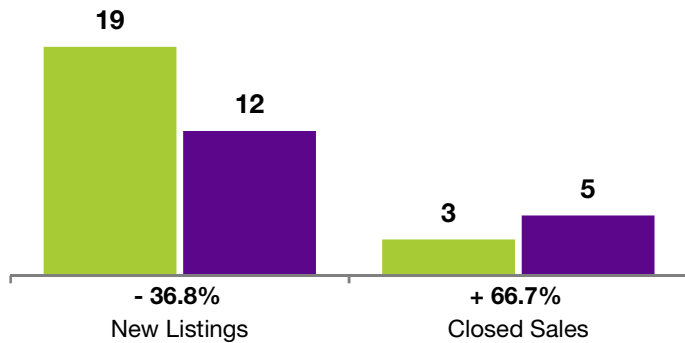
Change in  
Median Sales Price

|   | January   |                  |          | Year to Date |                  |          |
|---|-----------|------------------|----------|--------------|------------------|----------|
|   | 2017      | 2018             | + / -    | 2017         | 2018             | + / -    |
| New Listings                                | 19        | 12               | - 36.8%  | 19           | 12               | - 36.8%  |
| Closed Sales                                | 3         | 5                | + 66.7%  | 3            | 5                | + 66.7%  |
| Median Sales Price*                         | \$133,500 | <b>\$275,000</b> | + 106.0% | \$133,500    | <b>\$275,000</b> | + 106.0% |
| Percent of Original List Price Received*    | 79.5%     | <b>95.3%</b>     | + 19.9%  | 79.5%        | <b>95.3%</b>     | + 19.9%  |
| Percent of Properties Sold Over List Price* | 0.0%      | <b>20.0%</b>     | --       | 0.0%         | <b>20.0%</b>     | --       |
| Days on Market Until Sale                   | 135       | <b>106</b>       | - 21.5%  | 135          | <b>106</b>       | - 21.5%  |
| Inventory of Homes for Sale                 | 48        | <b>47</b>        | - 2.1%   | --           | --               | --       |
| Months Supply of Inventory                  | 5.8       | <b>5.5</b>       | - 5.2%   | --           | --               | --       |

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

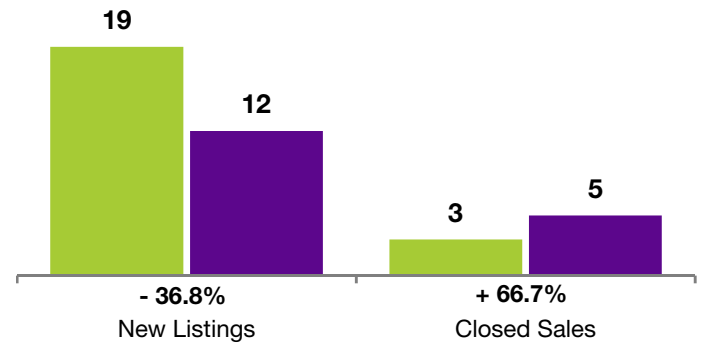
### January

■ 2017 ■ 2018

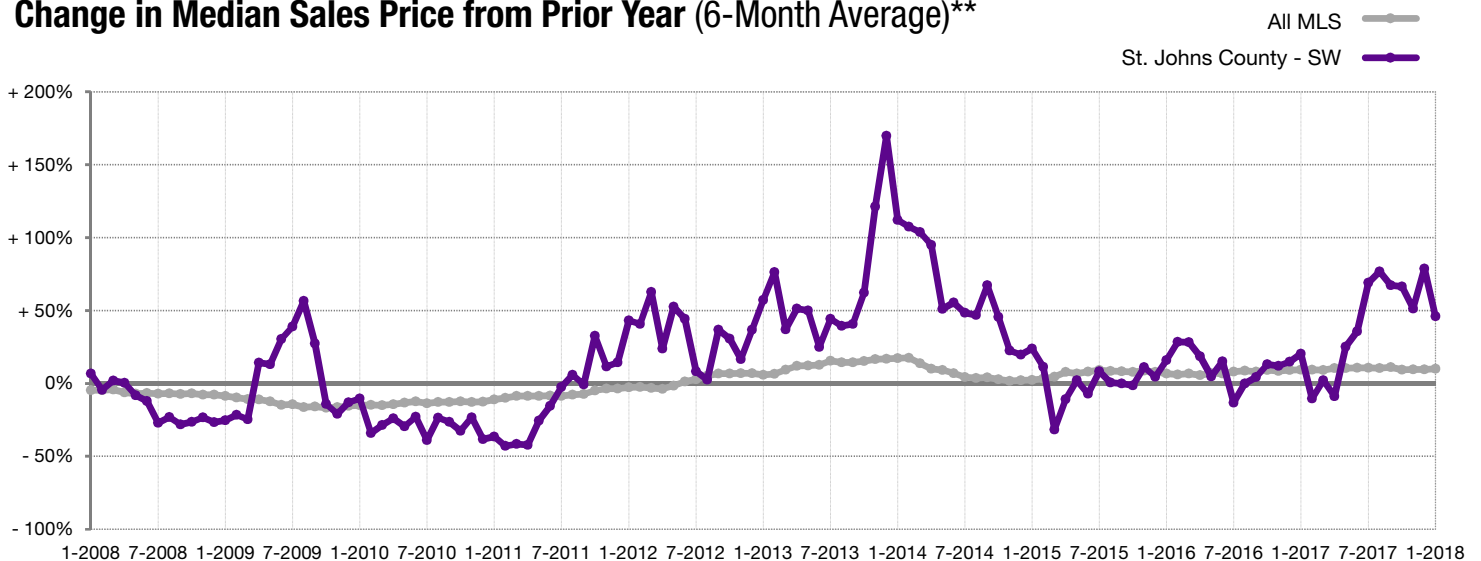


### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## Putnam County NE

**+ 2.6%**

**- 8.3%**

**- 24.8%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 56

#### January

#### Year to Date

|   | 2017      | 2018            | + / -   | 2017      | 2018            | + / -   |
|---|-----------|-----------------|---------|-----------|-----------------|---------|
| New Listings                                | 39        | 40              | + 2.6%  | 39        | 40              | + 2.6%  |
| Closed Sales                                | 24        | 22              | - 8.3%  | 24        | 22              | - 8.3%  |
| Median Sales Price*                         | \$102,388 | <b>\$77,000</b> | - 24.8% | \$102,388 | <b>\$77,000</b> | - 24.8% |
| Percent of Original List Price Received*    | 88.3%     | <b>81.5%</b>    | - 7.7%  | 88.3%     | <b>81.5%</b>    | - 7.7%  |
| Percent of Properties Sold Over List Price* | 8.3%      | <b>9.1%</b>     | + 9.6%  | 8.3%      | <b>9.1%</b>     | + 9.6%  |
| Days on Market Until Sale                   | 182       | <b>130</b>      | - 28.6% | 182       | <b>130</b>      | - 28.6% |
| Inventory of Homes for Sale                 | 183       | <b>161</b>      | - 12.0% | --        | --              | --      |
| Months Supply of Inventory                  | 5.5       | <b>5.0</b>      | - 9.1%  | --        | --              | --      |

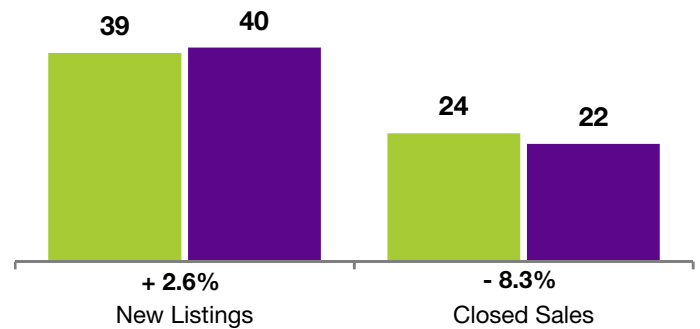
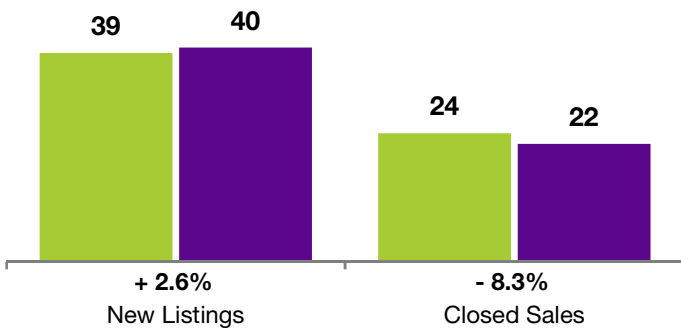
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#### January

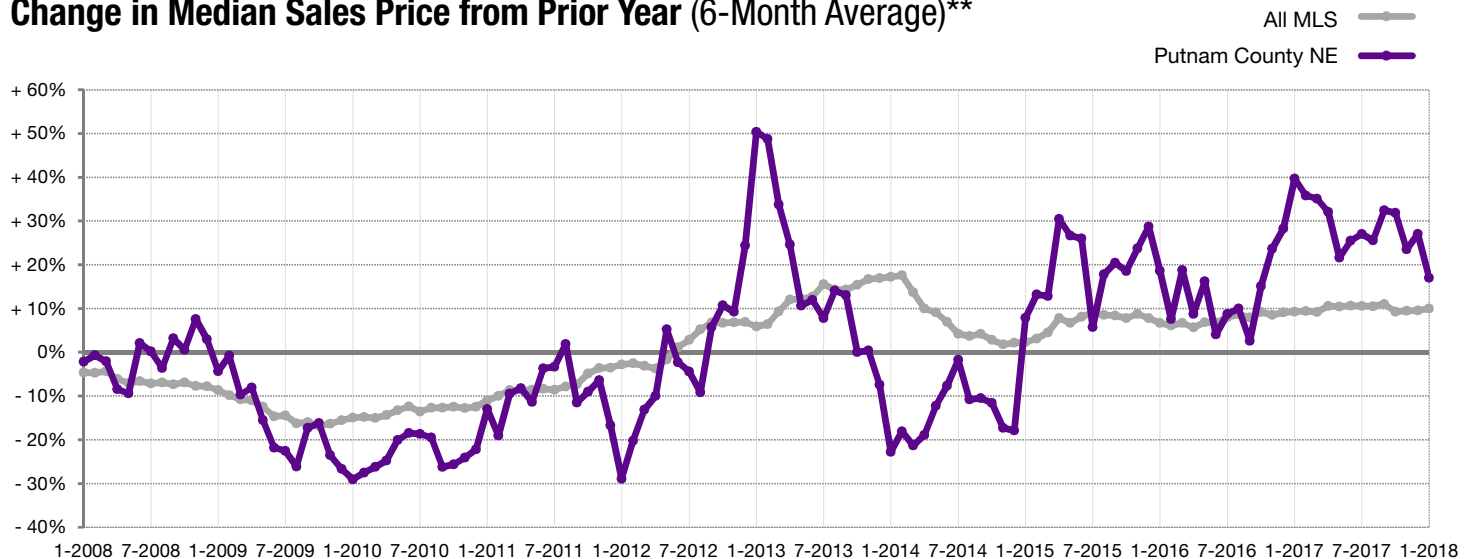
■ 2017 ■ 2018

#### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## Putnam County - West

Region 57

**- 30.0%**

Change in  
New Listings

**- 13.3%**

Change in  
Closed Sales

**- 32.4%**

Change in  
Median Sales Price

|   | January  |                 |          | Year to Date |                 |          |
|---|----------|-----------------|----------|--------------|-----------------|----------|
|   | 2017     | 2018            | + / -    | 2017         | 2018            | + / -    |
| New Listings                                | 30       | 21              | - 30.0%  | 30           | 21              | - 30.0%  |
| Closed Sales                                | 15       | 13              | - 13.3%  | 15           | 13              | - 13.3%  |
| Median Sales Price*                         | \$74,000 | <b>\$50,000</b> | - 32.4%  | \$74,000     | <b>\$50,000</b> | - 32.4%  |
| Percent of Original List Price Received*    | 87.5%    | <b>90.4%</b>    | + 3.3%   | 87.5%        | <b>90.4%</b>    | + 3.3%   |
| Percent of Properties Sold Over List Price* | 7.7%     | <b>15.4%</b>    | + 100.0% | 7.7%         | <b>15.4%</b>    | + 100.0% |
| Days on Market Until Sale                   | 161      | <b>180</b>      | + 11.8%  | 161          | <b>180</b>      | + 11.8%  |
| Inventory of Homes for Sale                 | 150      | <b>89</b>       | - 40.7%  | --           | --              | --       |
| Months Supply of Inventory                  | 7.7      | <b>4.3</b>      | - 44.2%  | --           | --              | --       |

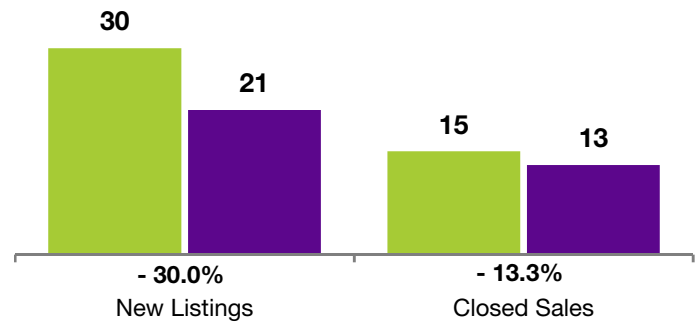
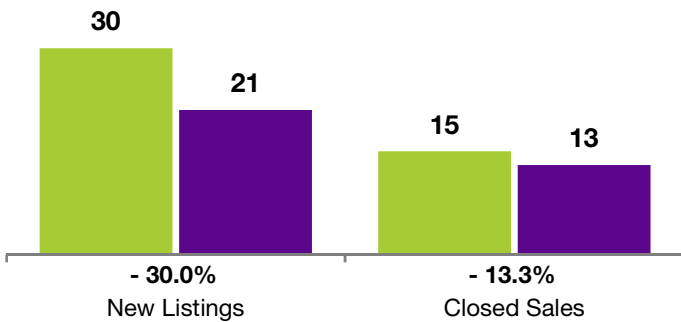
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### January

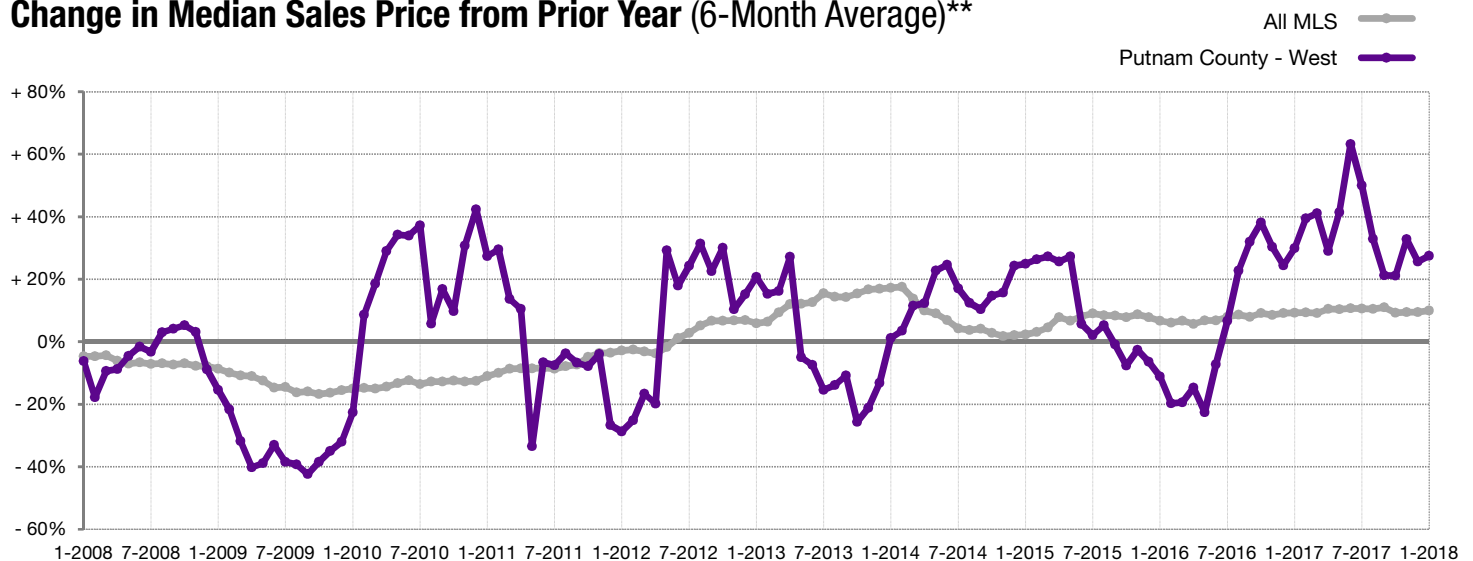
■ 2017 ■ 2018

### 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 February 8, 2018. All data from Northeast Florida Multiple Listing Service. | Powered by ShowingTime 10K.



# Local Market Update – January 2018

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



## Putnam County - South

Region 58

**+ 13.8%**

**- 22.2%**

**+ 52.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

|   | January  |                 |         | Year to Date |                 |         |
|---|----------|-----------------|---------|--------------|-----------------|---------|
|   | 2017     | 2018            | + / -   | 2017         | 2018            | + / -   |
| New Listings                                | 29       | 33              | + 13.8% | 29           | 33              | + 13.8% |
| Closed Sales                                | 18       | 14              | - 22.2% | 18           | 14              | - 22.2% |
| Median Sales Price*                         | \$53,450 | <b>\$81,700</b> | + 52.9% | \$53,450     | <b>\$81,700</b> | + 52.9% |
| Percent of Original List Price Received*    | 89.8%    | <b>87.5%</b>    | - 2.6%  | 89.8%        | <b>87.5%</b>    | - 2.6%  |
| Percent of Properties Sold Over List Price* | 5.6%     | <b>7.1%</b>     | + 26.8% | 5.6%         | <b>7.1%</b>     | + 26.8% |
| Days on Market Until Sale                   | 150      | <b>111</b>      | - 26.0% | 150          | <b>111</b>      | - 26.0% |
| Inventory of Homes for Sale                 | 150      | <b>145</b>      | - 3.3%  | --           | --              | --      |
| Months Supply of Inventory                  | 6.0      | <b>7.5</b>      | + 25.0% | --           | --              | --      |

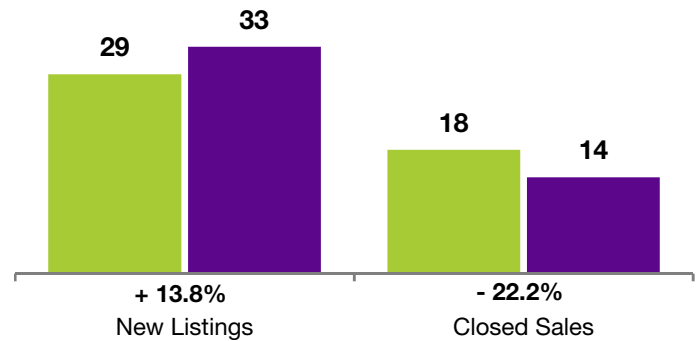
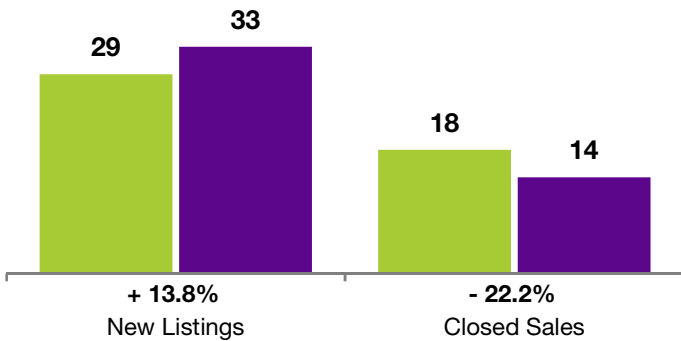
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### January

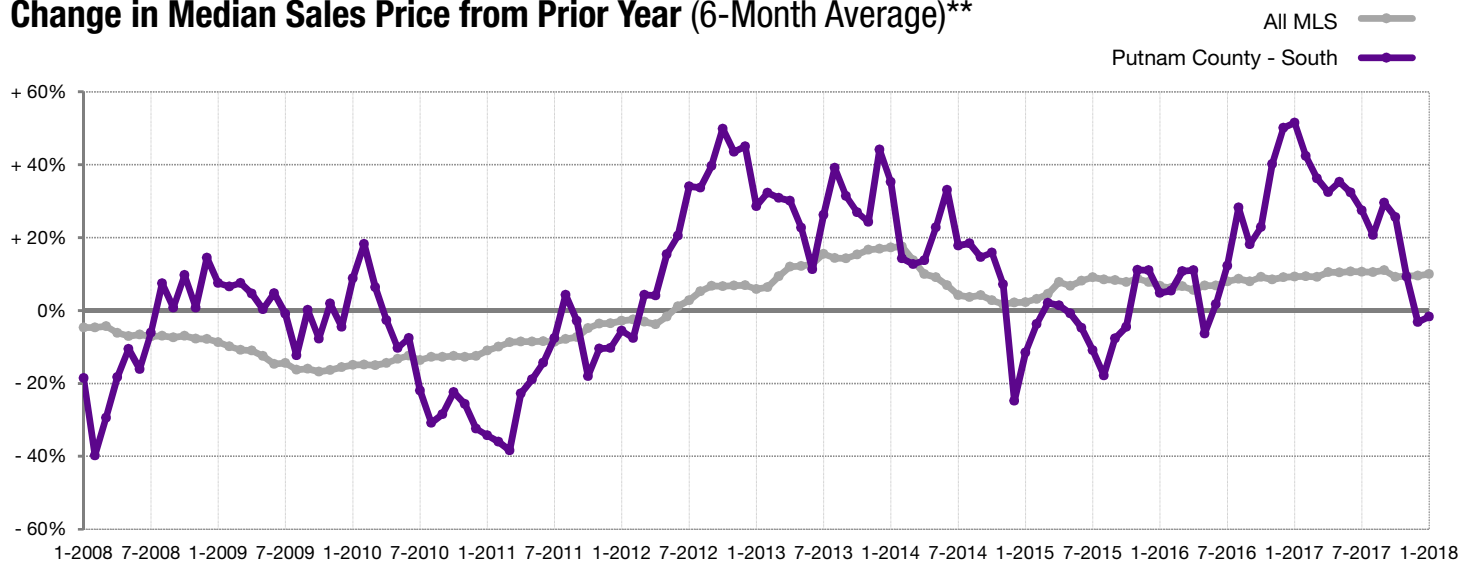
■ 2017 ■ 2018

### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## Baker County

**+ 26.1%**

**+ 38.5%**

**+ 76.1%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

|   | January   |           |         | Year to Date |           |         |
|---|-----------|-----------|---------|--------------|-----------|---------|
|   | 2017      | 2018      | + / -   | 2017         | 2018      | + / -   |
| New Listings                                | 23        | 29        | + 26.1% | 23           | 29        | + 26.1% |
| Closed Sales                                | 13        | 18        | + 38.5% | 13           | 18        | + 38.5% |
| Median Sales Price*                         | \$101,064 | \$177,950 | + 76.1% | \$101,064    | \$177,950 | + 76.1% |
| Percent of Original List Price Received*    | 96.9%     | 96.3%     | - 0.6%  | 96.9%        | 96.3%     | - 0.6%  |
| Percent of Properties Sold Over List Price* | 38.5%     | 27.8%     | - 27.8% | 38.5%        | 27.8%     | - 27.8% |
| Days on Market Until Sale                   | 104       | 87        | - 16.3% | 104          | 87        | - 16.3% |
| Inventory of Homes for Sale                 | 76        | 50        | - 34.2% | --           | --        | --      |
| Months Supply of Inventory                  | 3.9       | 2.2       | - 43.6% | --           | --        | --      |

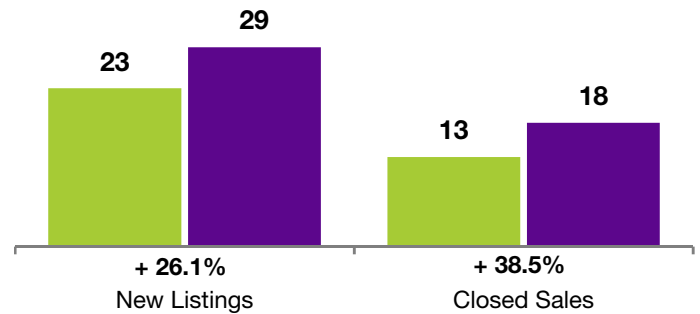
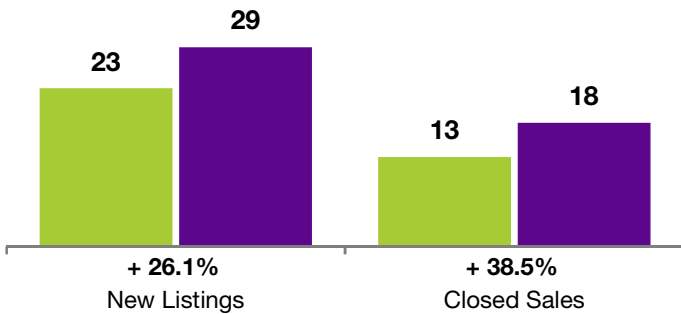
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### January

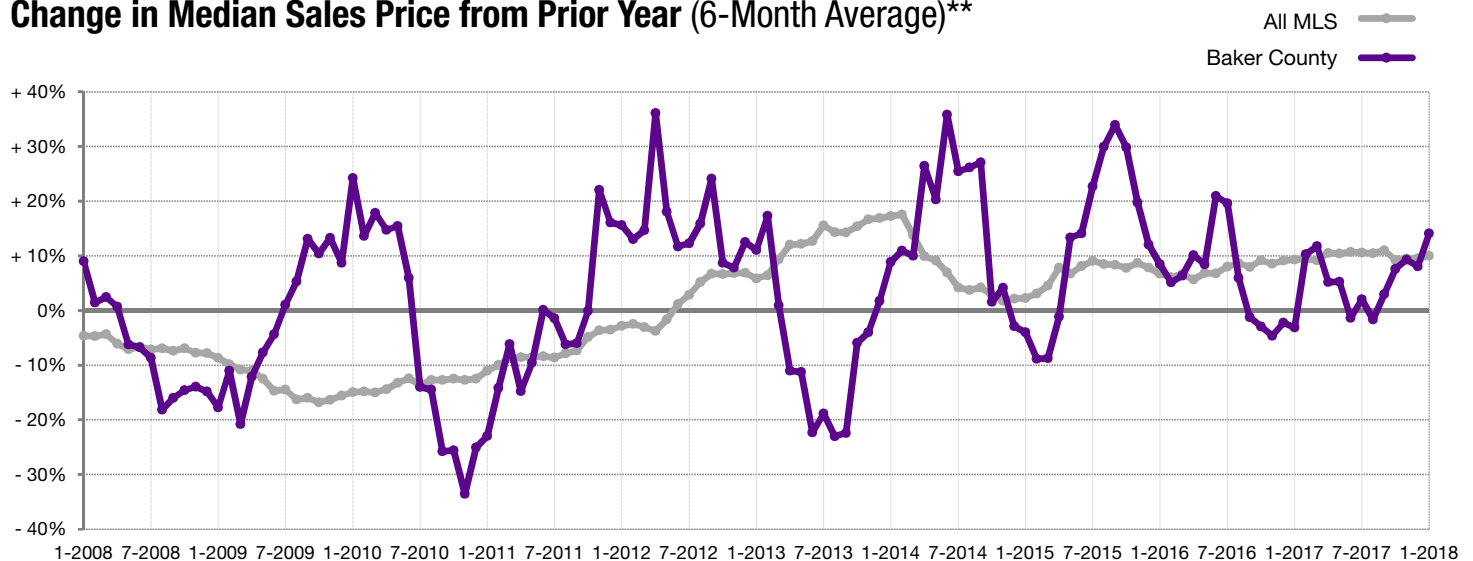
■ 2017 ■ 2018

### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## Clay County

**- 16.6%**

Change in  
New Listings

**- 25.5%**

Change in  
Closed Sales

**+ 17.1%**

Change in  
Median Sales Price

|   | January   |                  |         | Year to Date |                  |         |
|---|-----------|------------------|---------|--------------|------------------|---------|
|   | 2017      | 2018             | + / -   | 2017         | 2018             | + / -   |
| New Listings                                | 392       | 327              | - 16.6% | 392          | 327              | - 16.6% |
| Closed Sales                                | 247       | 184              | - 25.5% | 247          | 184              | - 25.5% |
| Median Sales Price*                         | \$166,500 | <b>\$195,000</b> | + 17.1% | \$166,500    | <b>\$195,000</b> | + 17.1% |
| Percent of Original List Price Received*    | 94.6%     | <b>95.7%</b>     | + 1.2%  | 94.6%        | <b>95.7%</b>     | + 1.2%  |
| Percent of Properties Sold Over List Price* | 13.4%     | <b>15.8%</b>     | + 17.9% | 13.4%        | <b>15.8%</b>     | + 17.9% |
| Days on Market Until Sale                   | 82        | <b>73</b>        | - 11.0% | 82           | <b>73</b>        | - 11.0% |
| Inventory of Homes for Sale                 | 1,087     | <b>764</b>       | - 29.7% | --           | --               | --      |
| Months Supply of Inventory                  | 3.5       | <b>2.4</b>       | - 31.4% | --           | --               | --      |

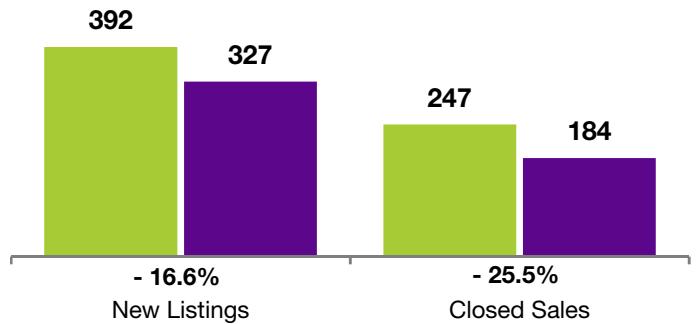
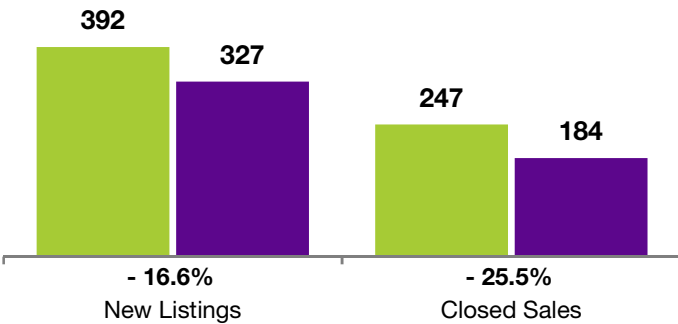
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### January

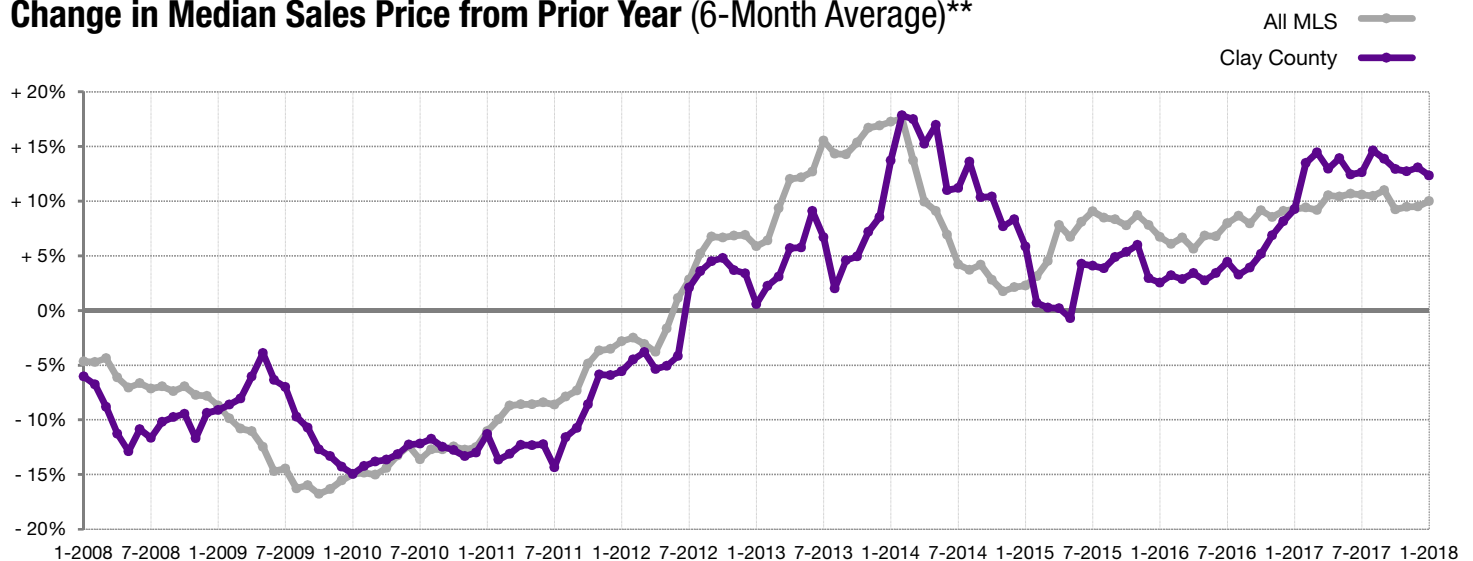
■ 2017 ■ 2018

### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## Duval County

**- 4.6%**

Change in  
New Listings

**- 10.9%**

Change in  
Closed Sales

**+ 16.3%**

Change in  
Median Sales Price

|   | January   |                  |         | Year to Date |                  |         |
|---|-----------|------------------|---------|--------------|------------------|---------|
|   | 2017      | 2018             | + / -   | 2017         | 2018             | + / -   |
| New Listings                                | 1,663     | <b>1,586</b>     | - 4.6%  | 1,663        | <b>1,586</b>     | - 4.6%  |
| Closed Sales                                | 993       | <b>885</b>       | - 10.9% | 993          | <b>885</b>       | - 10.9% |
| Median Sales Price*                         | \$159,900 | <b>\$185,963</b> | + 16.3% | \$159,900    | <b>\$185,963</b> | + 16.3% |
| Percent of Original List Price Received*    | 95.3%     | <b>96.1%</b>     | + 0.8%  | 95.3%        | <b>96.1%</b>     | + 0.8%  |
| Percent of Properties Sold Over List Price* | 13.0%     | <b>14.4%</b>     | + 10.8% | 13.0%        | <b>14.4%</b>     | + 10.8% |
| Days on Market Until Sale                   | 67        | <b>59</b>        | - 11.9% | 67           | <b>59</b>        | - 11.9% |
| Inventory of Homes for Sale                 | 4,285     | <b>3,307</b>     | - 22.8% | --           | --               | --      |
| Months Supply of Inventory                  | 3.3       | <b>2.5</b>       | - 24.2% | --           | --               | --      |

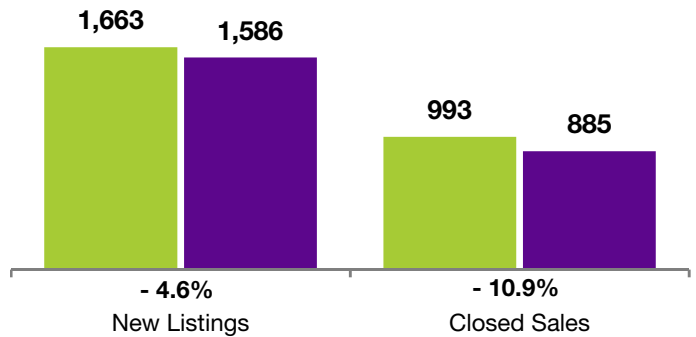
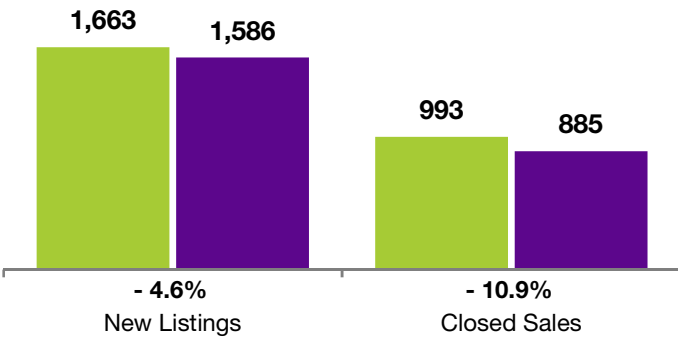
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### January

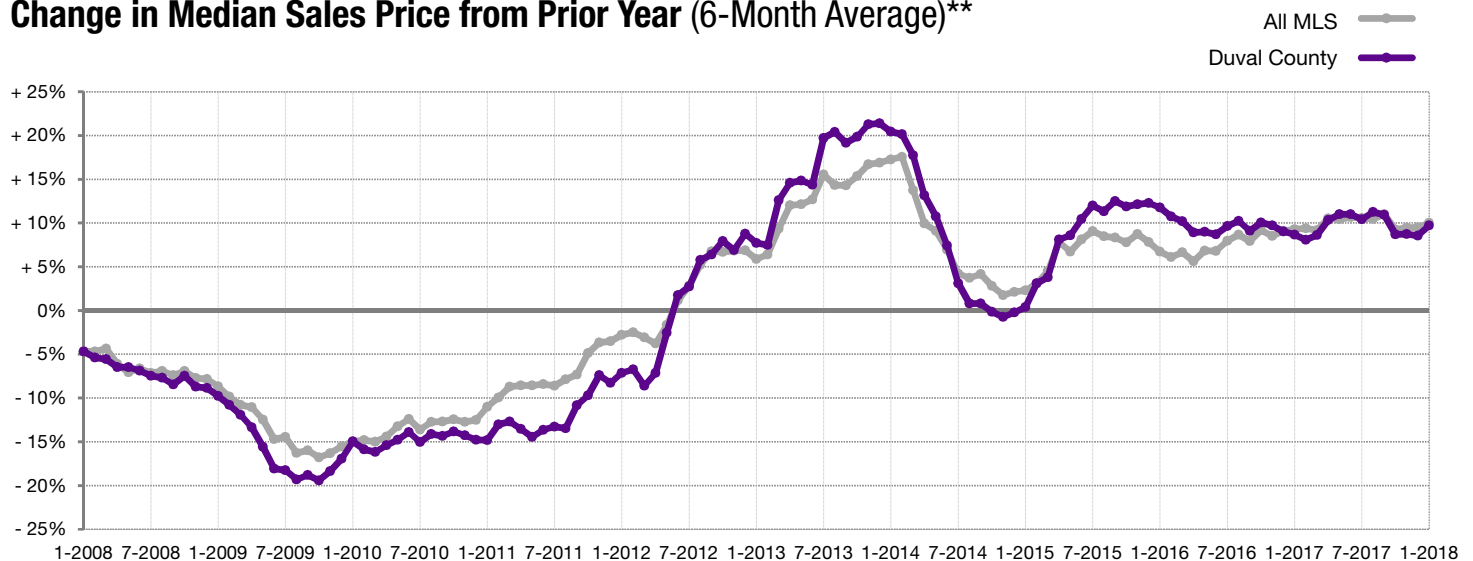
■ 2017 ■ 2018

### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## Nassau County

**+ 4.3%**

**- 36.8%**

**+ 1.3%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

|   | January   |                  |         | Year to Date |                  |         |
|---|-----------|------------------|---------|--------------|------------------|---------|
|   | 2017      | 2018             | + / -   | 2017         | 2018             | + / -   |
| New Listings                                | 116       | 121              | + 4.3%  | 116          | 121              | + 4.3%  |
| Closed Sales                                | 68        | 43               | - 36.8% | 68           | 43               | - 36.8% |
| Median Sales Price*                         | \$227,000 | <b>\$230,000</b> | + 1.3%  | \$227,000    | <b>\$230,000</b> | + 1.3%  |
| Percent of Original List Price Received*    | 93.8%     | <b>94.2%</b>     | + 0.4%  | 93.8%        | <b>94.2%</b>     | + 0.4%  |
| Percent of Properties Sold Over List Price* | 16.2%     | <b>9.3%</b>      | - 42.6% | 16.2%        | <b>9.3%</b>      | - 42.6% |
| Days on Market Until Sale                   | 89        | <b>72</b>        | - 19.1% | 89           | <b>72</b>        | - 19.1% |
| Inventory of Homes for Sale                 | 398       | <b>307</b>       | - 22.9% | --           | --               | --      |
| Months Supply of Inventory                  | 4.6       | <b>3.3</b>       | - 28.3% | --           | --               | --      |

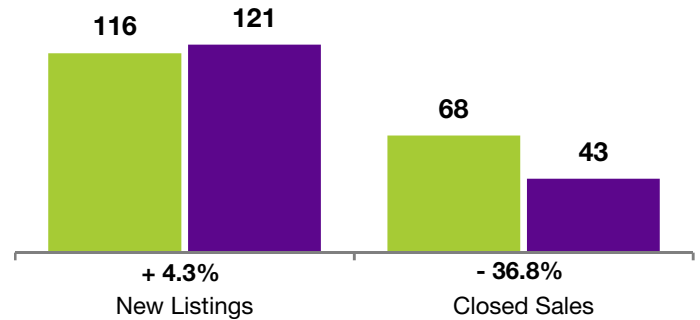
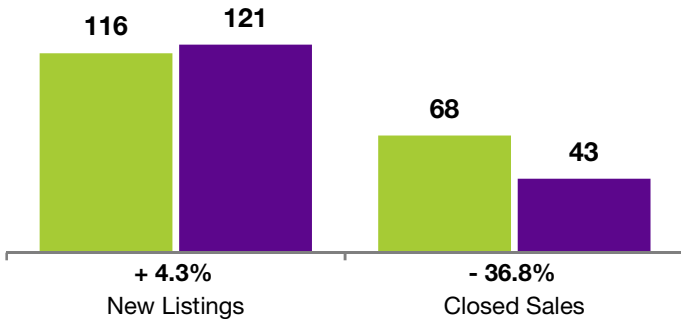
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### January

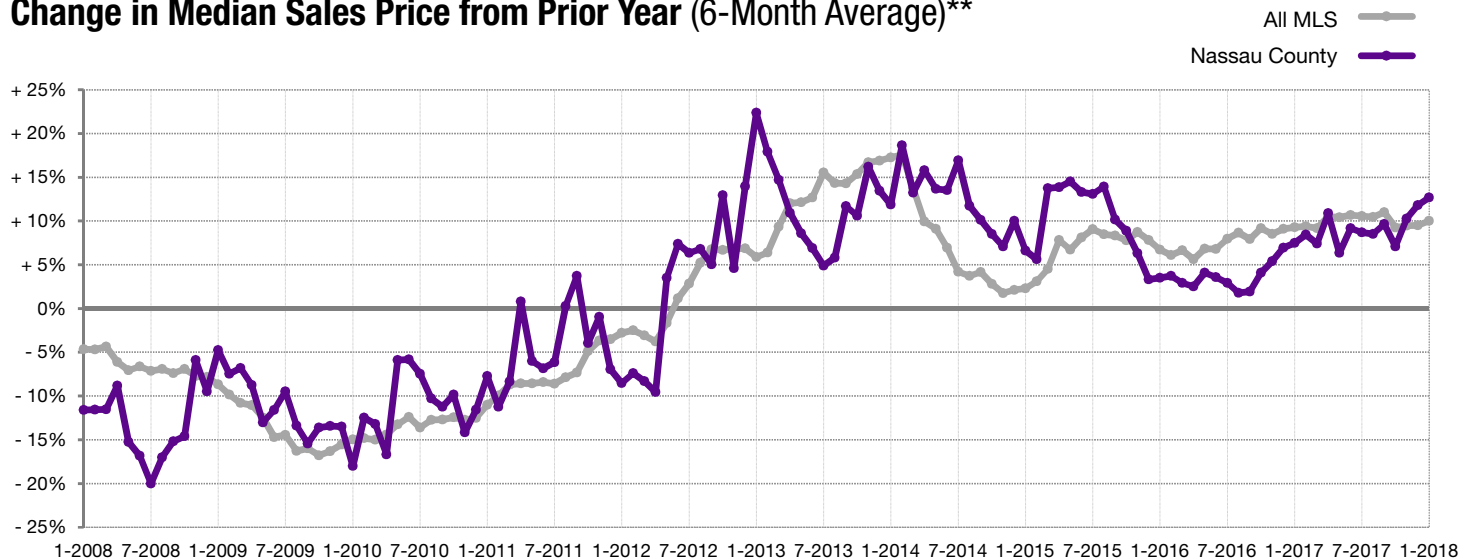
■ 2017 ■ 2018

### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## Putnam County

**- 4.1%**

Change in  
New Listings

**- 14.0%**

Change in  
Closed Sales

**- 5.0%**

Change in  
Median Sales Price

|   | January  |                 |         | Year to Date |                 |         |
|---|----------|-----------------|---------|--------------|-----------------|---------|
|   | 2017     | 2018            | + / -   | 2017         | 2018            | + / -   |
| New Listings                                | 98       | 94              | - 4.1%  | 98           | 94              | - 4.1%  |
| Closed Sales                                | 57       | 49              | - 14.0% | 57           | 49              | - 14.0% |
| Median Sales Price*                         | \$80,000 | <b>\$76,000</b> | - 5.0%  | \$80,000     | <b>\$76,000</b> | - 5.0%  |
| Percent of Original List Price Received*    | 88.6%    | 85.5%           | - 3.5%  | 88.6%        | 85.5%           | - 3.5%  |
| Percent of Properties Sold Over List Price* | 7.3%     | 10.2%           | + 39.7% | 7.3%         | 10.2%           | + 39.7% |
| Days on Market Until Sale                   | 166      | 138             | - 16.9% | 166          | 138             | - 16.9% |
| Inventory of Homes for Sale                 | 484      | 395             | - 18.4% | --           | --              | --      |
| Months Supply of Inventory                  | 6.2      | 5.4             | - 12.9% | --           | --              | --      |

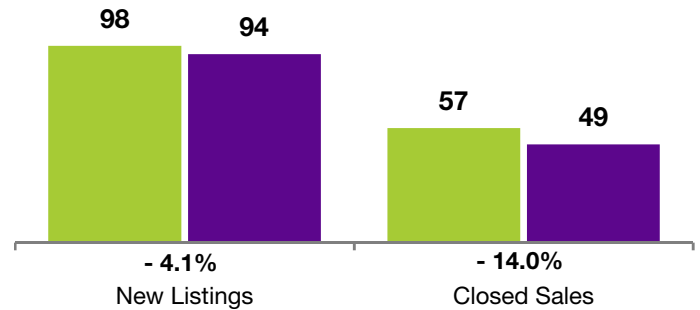
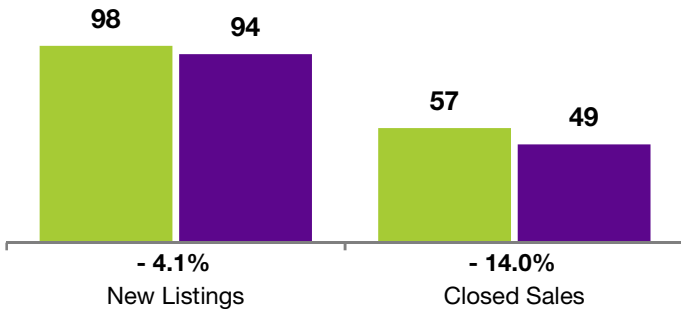
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### January

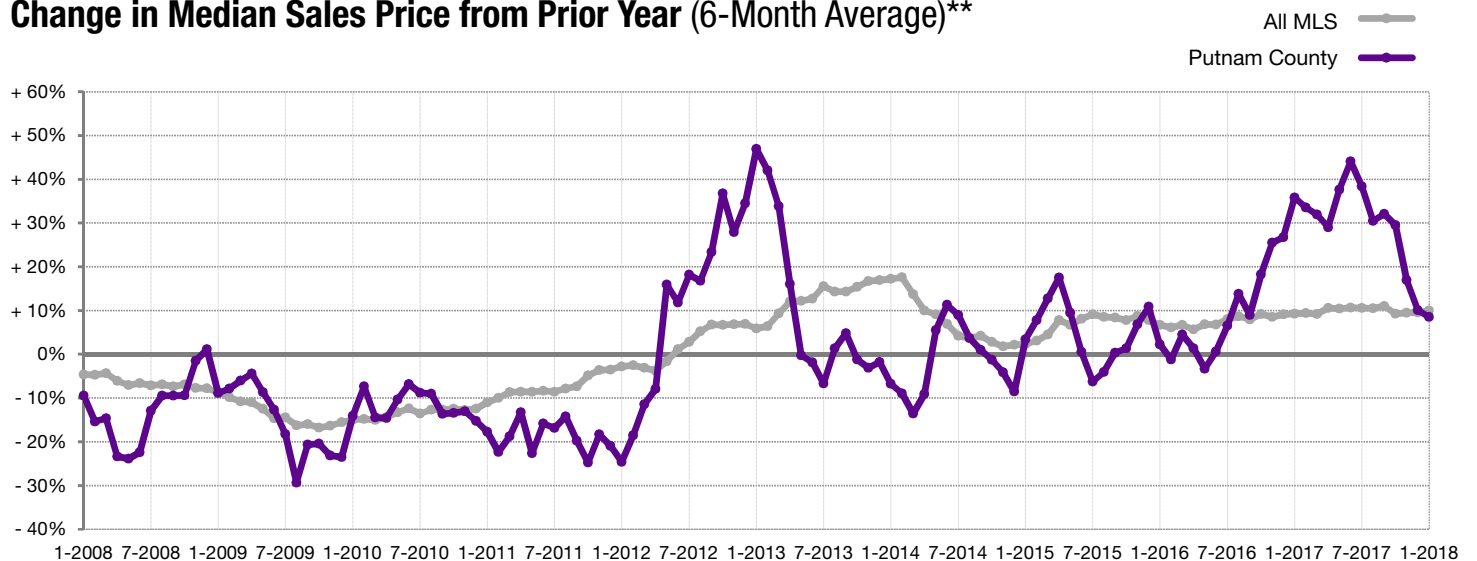
■ 2017 ■ 2018

### Year to Date

■ 2017 ■ 2018



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



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# Local Market Update – January 2018

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



## St. Johns County

**+ 0.3%**

Change in  
New Listings

**- 2.6%**

Change in  
Closed Sales

**+ 6.7%**

Change in  
Median Sales Price

|   | January   |                  |         | Year to Date |                  |         |
|---|-----------|------------------|---------|--------------|------------------|---------|
|   | 2017      | 2018             | + / -   | 2017         | 2018             | + / -   |
| New Listings                                | 685       | 687              | + 0.3%  | 685          | 687              | + 0.3%  |
| Closed Sales                                | 313       | 305              | - 2.6%  | 313          | 305              | - 2.6%  |
| Median Sales Price*                         | \$282,000 | <b>\$300,900</b> | + 6.7%  | \$282,000    | <b>\$300,900</b> | + 6.7%  |
| Percent of Original List Price Received*    | 95.8%     | 95.6%            | - 0.2%  | 95.8%        | 95.6%            | - 0.2%  |
| Percent of Properties Sold Over List Price* | 12.8%     | 7.9%             | - 38.3% | 12.8%        | 7.9%             | - 38.3% |
| Days on Market Until Sale                   | 88        | 83               | - 5.7%  | 88           | 83               | - 5.7%  |
| Inventory of Homes for Sale                 | 2,246     | 2,248            | + 0.1%  | --           | --               | --      |
| Months Supply of Inventory                  | 4.6       | 4.2              | - 8.7%  | --           | --               | --      |

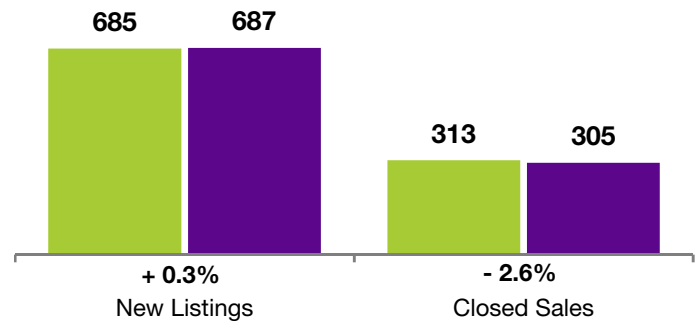
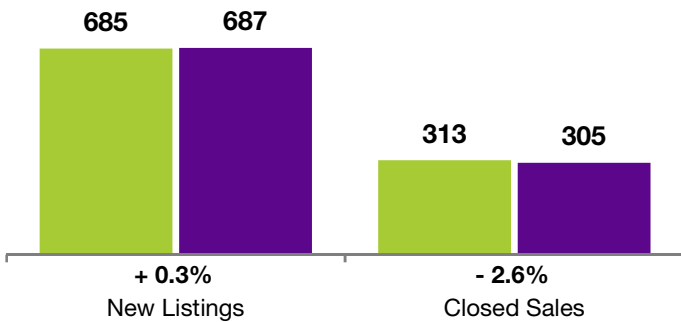
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### January

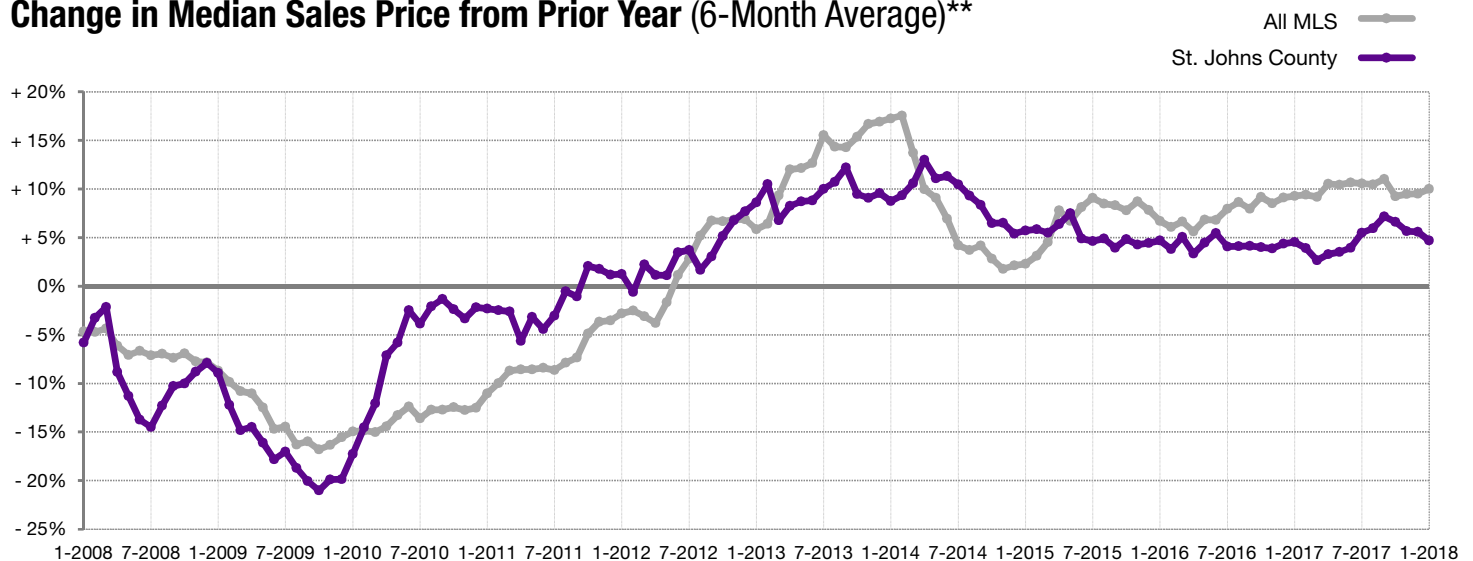
■ 2017 ■ 2018

### Year to Date

■ 2017 ■ 2018



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



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