

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.

July 2018

Housing price bubble chatter has increased this summer, as market observers attempt to predict the next residential real estate shift. It is too early to predict a change from higher prices and lower inventory, but the common markers that caused the last housing cooldown are present. Wages are up but not at the same pace as home prices, leading to the kind of affordability concerns that can cause fewer sales at lower prices. At the same time, demand is still outpacing what is available for sale in many markets.

New Listings in the Northeast Florida region increased 17.5 percent to 3,807. Pending Sales were up 4.5 percent to 2,808. Inventory levels fell 0.7 percent to 9,088 units.

Prices continued to gain traction. The Median Sales Price increased 7.0 percent to \$230,000. Days on Market was down 9.0 percent to 61 days. Sellers were encouraged as Months Supply of Inventory was down 2.6 percent to 3.7 months.

Consumer spending on home goods and renovations are up, and more people are entering the workforce. Employed people spending money is good for the housing market. Meanwhile, GDP growth was 4.1% in the second quarter, the strongest showing since 2014. Housing starts are down, but that is more reflective of low supply than anything else. With a growing economy, solid lending practices and the potential for improved inventory from new listing and building activity, market balance is more likely than a bubble.

Quick Facts

- 2.5% **+ 7.0%** **- 0.7%**

Change in
Closed Sales Change in
Median Sales Price Change in
Inventory


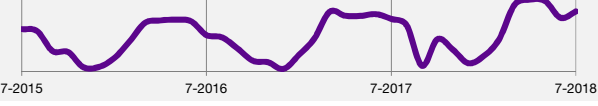






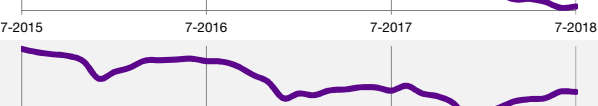


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Market Overview

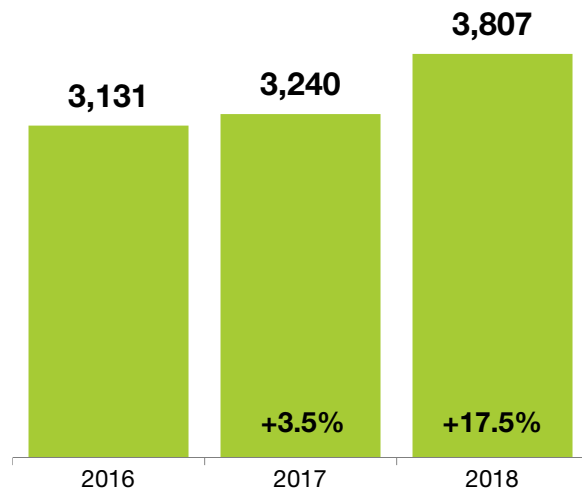
Key market metrics for the current month and year-to-date.

Key Metrics	Historical Sparklines	7-2017	7-2018	+/-	YTD 2017	YTD 2018	+/-
New Listings		3,240	3,807	+ 17.5%	23,256	25,327	+ 8.9%
Pending Sales		2,686	2,808	+ 4.5%	18,176	18,825	+ 3.6%
Closed Sales		2,643	2,578	- 2.5%	17,355	17,380	+ 0.1%
Days on Market Until Sale		67	61	- 9.0%	75	65	- 13.3%
Median Sales Price		\$215,000	\$230,000	+ 7.0%	\$201,990	\$224,431	+ 11.1%
Average Sales Price		\$254,131	\$275,364	+ 8.4%	\$244,484	\$268,633	+ 9.9%
Percent of Original List Price Received		95.6%	96.0%	+ 0.4%	95.4%	95.9%	+ 0.5%
Percent of Properties Sold Over List Price		14.7%	14.3%	- 2.7%	14.5%	14.6%	+ 0.7%
Housing Affordability Index		152	131	- 13.8%	161	134	- 16.8%
Inventory of Homes for Sale		9,149	9,088	- 0.7%	--	--	--
Months Supply of Homes for Sale		3.8	3.7	- 2.6%	--	--	--

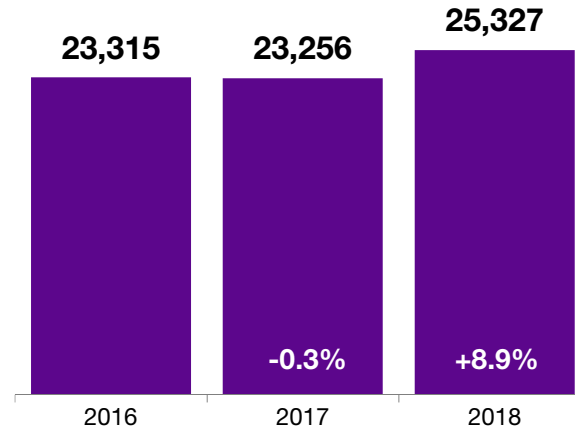
New Listings

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

July



Year To Date



Month	Prior Year	Current Year	+ / -
August 2017	3,288	3,656	+11.2%
September 2017	2,880	2,285	-20.7%
October 2017	2,369	3,006	+26.9%
November 2017	2,400	2,594	+8.1%
December 2017	2,078	2,093	+0.7%
January 2018	3,082	2,956	-4.1%
February 2018	2,933	3,208	+9.4%
March 2018	3,691	3,860	+4.6%
April 2018	3,386	3,820	+12.8%
May 2018	3,491	3,800	+8.9%
June 2018	3,433	3,876	+12.9%
July 2018	3,240	3,807	+17.5%
12-Month Avg	3,023	3,247	+7.4%

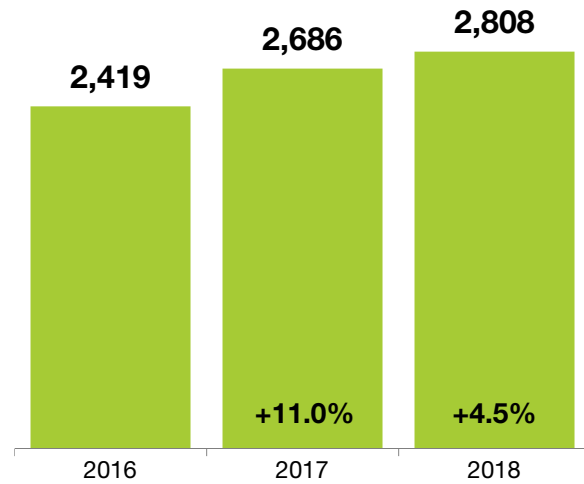
Historical New Listing Activity



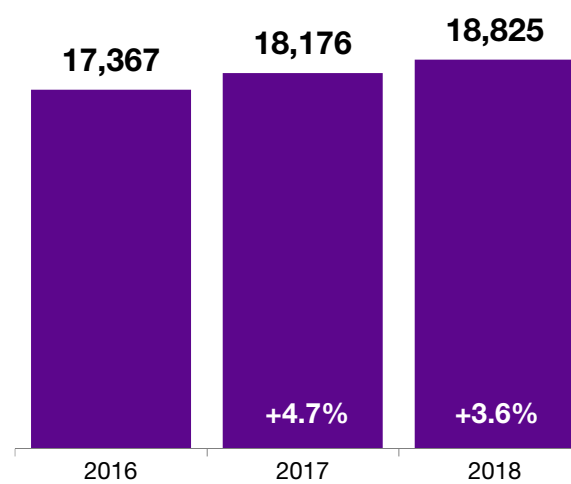
Pending Sales

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

July

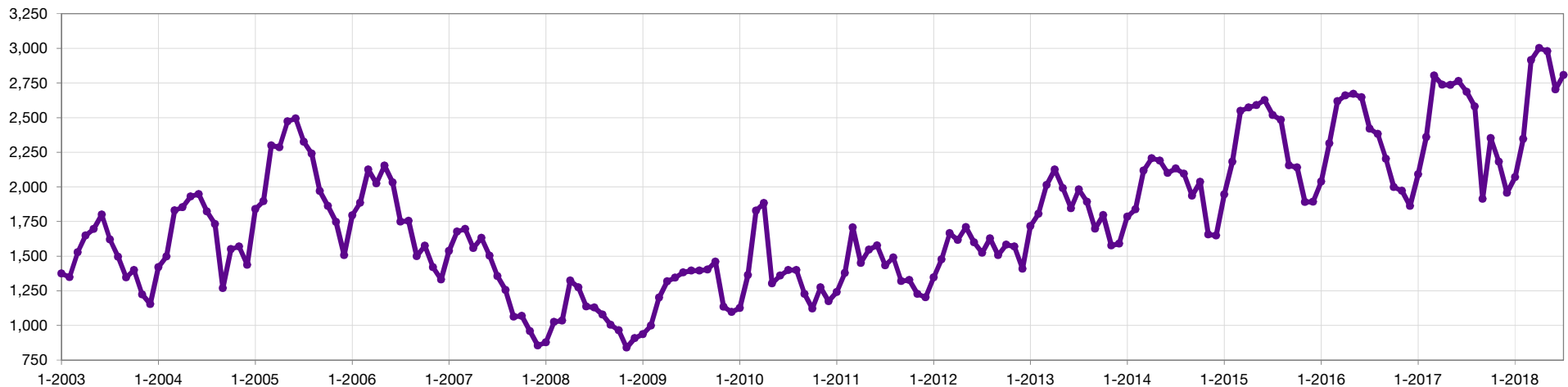


Year To Date



Month	Prior Year	Current Year	+ / -
August 2017	2,382	2,580	+8.3%
September 2017	2,202	1,913	-13.1%
October 2017	1,998	2,352	+17.7%
November 2017	1,972	2,181	+10.6%
December 2017	1,862	1,956	+5.0%
January 2018	2,091	2,071	-1.0%
February 2018	2,360	2,346	-0.6%
March 2018	2,803	2,915	+4.0%
April 2018	2,737	3,002	+9.7%
May 2018	2,735	2,980	+9.0%
June 2018	2,764	2,703	-2.2%
July 2018	2,686	2,808	+4.5%
12-Month Avg	2,383	2,484	+4.2%

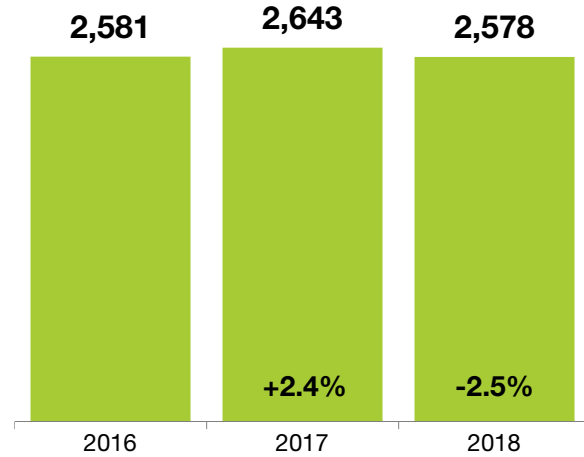
Historical Pending Sales Activity



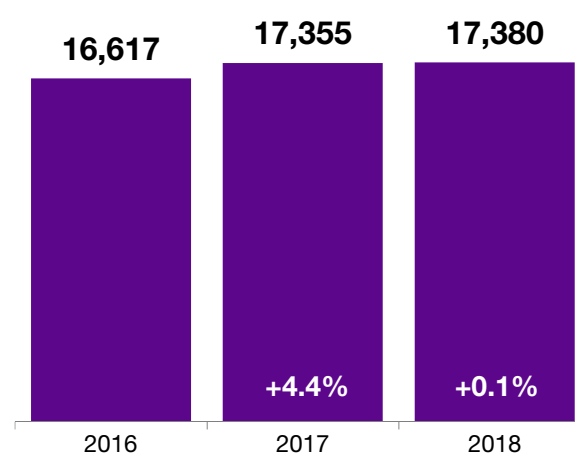
Closed Sales

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

July

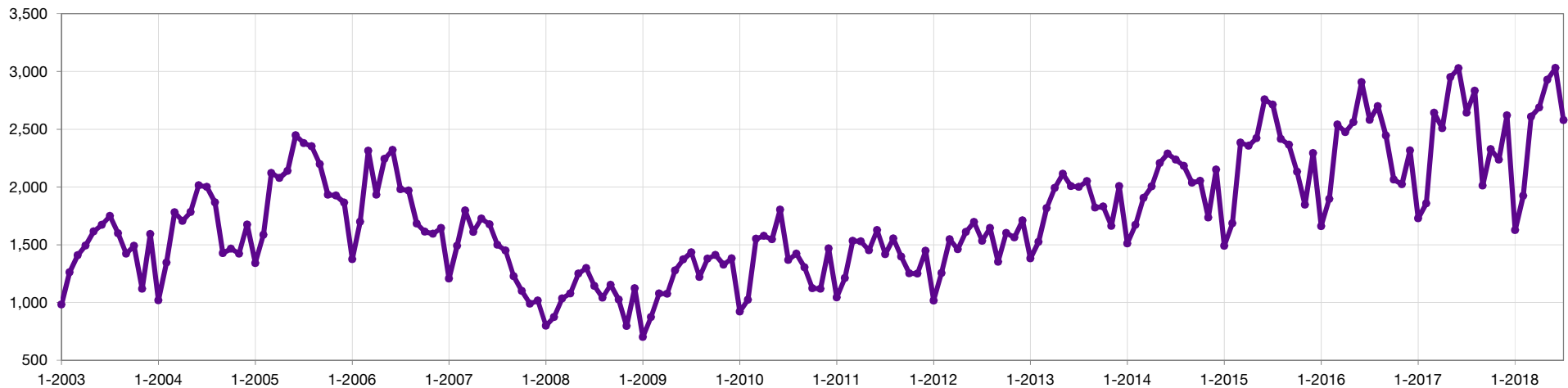


Year To Date



Month	Prior Year	Current Year	+ / -
August 2017	2,699	2,832	+4.9%
September 2017	2,444	2,011	-17.7%
October 2017	2,063	2,326	+12.7%
November 2017	2,023	2,235	+10.5%
December 2017	2,315	2,619	+13.1%
January 2018	1,727	1,626	-5.8%
February 2018	1,857	1,923	+3.6%
March 2018	2,642	2,607	-1.3%
April 2018	2,509	2,688	+7.1%
May 2018	2,950	2,928	-0.7%
June 2018	3,027	3,030	+0.1%
July 2018	2,643	2,578	-2.5%
12-Month Avg	2,408	2,450	+2.0%

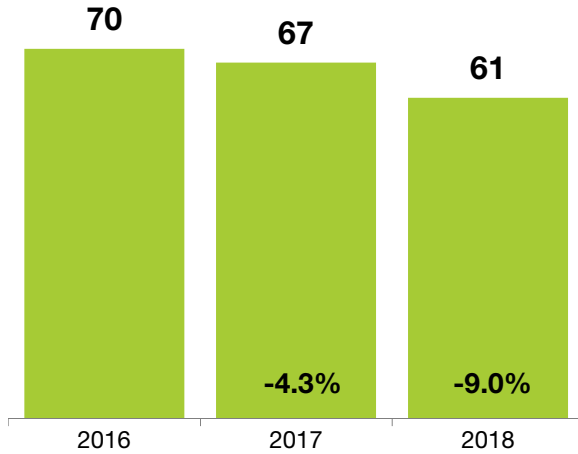
Historical Closed Sales Activity



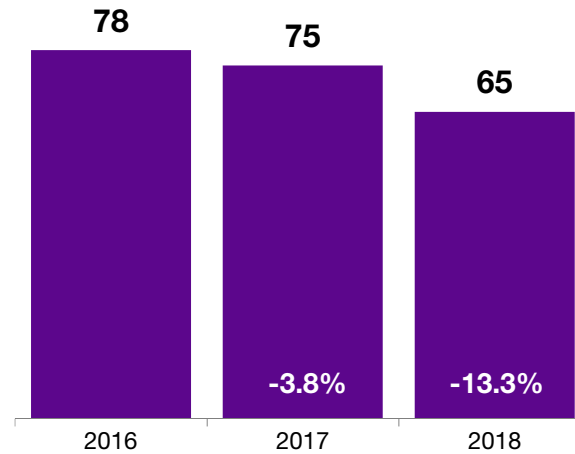
Days on Market Until Sale

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

July

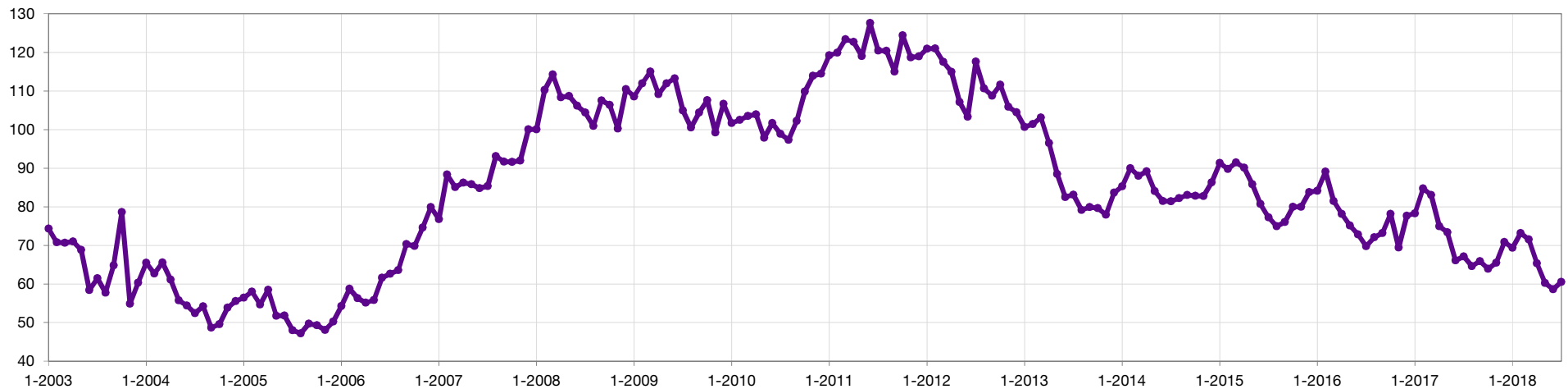


Year To Date



Month	Prior Year	Current Year	+ / -
August 2017	72	65	-9.7%
September 2017	73	66	-9.6%
October 2017	78	64	-17.9%
November 2017	69	65	-5.8%
December 2017	78	71	-9.0%
January 2018	78	69	-11.5%
February 2018	85	73	-14.1%
March 2018	83	72	-13.3%
April 2018	75	65	-13.3%
May 2018	73	60	-17.8%
June 2018	66	59	-10.6%
July 2018	67	61	-9.0%
12-Month Avg	74	65	-12.1%

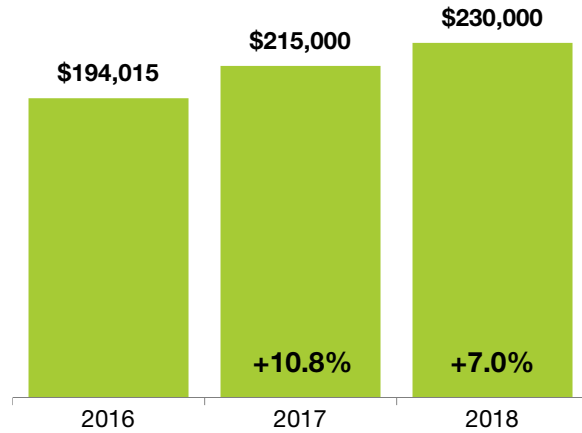
Historical Days on Market Until Sale



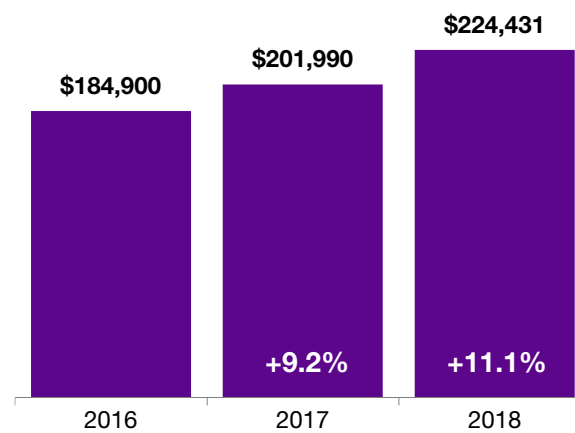
Median Sales Price

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

July



Year To Date



Month	Prior Year	Current Year	+ / -
August 2017	\$191,638	\$205,000	+7.0%
September 2017	\$190,000	\$208,875	+9.9%
October 2017	\$185,000	\$204,750	+10.7%
November 2017	\$182,000	\$208,000	+14.3%
December 2017	\$195,000	\$211,971	+8.7%
January 2018	\$175,000	\$204,000	+16.6%
February 2018	\$192,990	\$216,500	+12.2%
March 2018	\$194,500	\$224,900	+15.6%
April 2018	\$199,694	\$220,000	+10.2%
May 2018	\$211,500	\$225,000	+6.4%
June 2018	\$211,214	\$235,000	+11.3%
July 2018	\$215,000	\$230,000	+7.0%
12-Month Med	\$197,000	\$216,000	+9.6%

Historical Median Sales Price

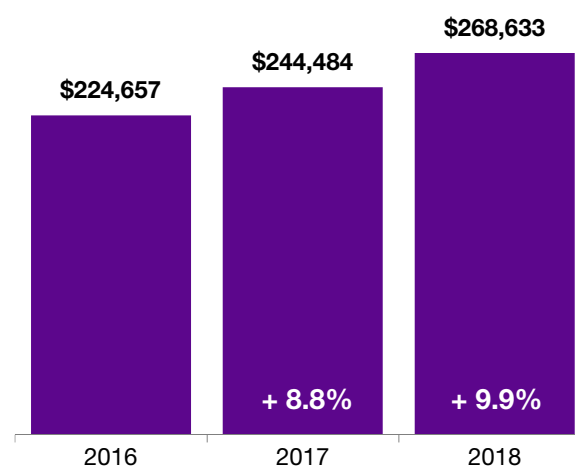
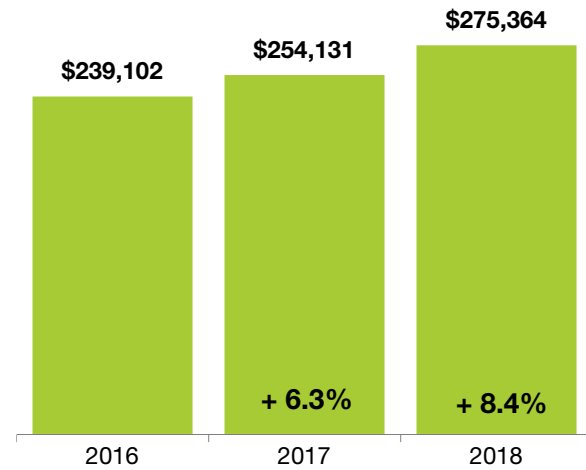


Average Sales Price

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

July

Year To Date



Month	Prior Year	Current Year	+ / -
August 2017	\$238,788	\$247,080	+3.5%
September 2017	\$234,202	\$248,860	+6.3%
October 2017	\$225,475	\$251,304	+11.5%
November 2017	\$223,524	\$250,309	+12.0%
December 2017	\$232,995	\$258,522	+11.0%
January 2018	\$217,738	\$243,842	+12.0%
February 2018	\$228,399	\$256,197	+12.2%
March 2018	\$241,999	\$267,091	+10.4%
April 2018	\$244,796	\$268,585	+9.7%
May 2018	\$252,392	\$272,460	+8.0%
June 2018	\$255,375	\$281,802	+10.3%
July 2018	\$254,131	\$275,364	+8.4%
12-Month Avg	\$239,338	\$261,542	+9.3%

Historical Average Sales Price

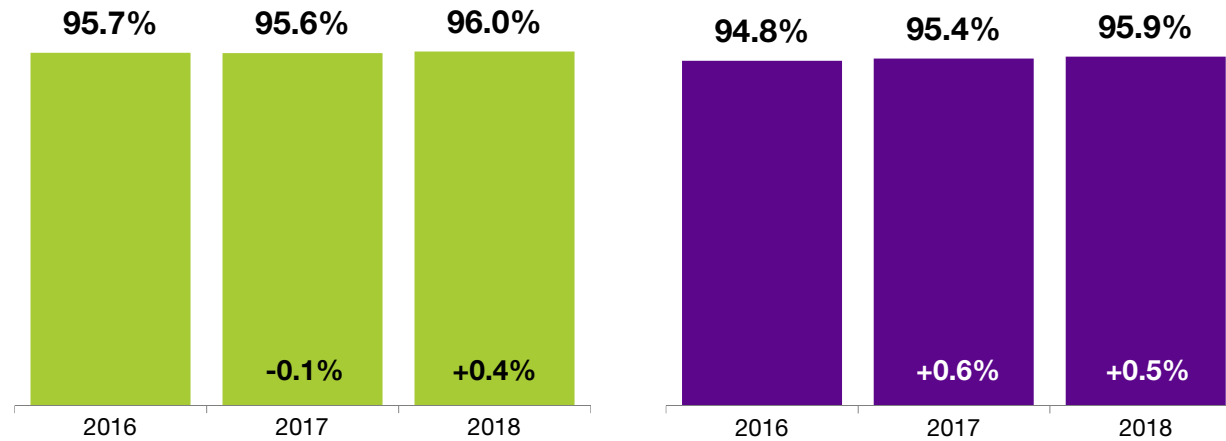


Percent of Original List Price Received

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.

July

Year To Date



Month	Prior Year	Current Year	+ / -
August 2017	95.6%	95.6%	0.0%
September 2017	95.5%	95.7%	+0.2%
October 2017	95.0%	95.5%	+0.5%
November 2017	94.9%	95.4%	+0.5%
December 2017	94.8%	95.2%	+0.4%
January 2018	95.0%	95.4%	+0.4%
February 2018	94.6%	95.1%	+0.5%
March 2018	95.1%	96.0%	+0.9%
April 2018	95.6%	95.8%	+0.2%
May 2018	95.6%	96.3%	+0.7%
June 2018	95.9%	96.3%	+0.4%
July 2018	95.6%	96.0%	+0.4%
12-Month Avg	95.3%	95.7%	+0.4%

Historical Percent of Original List Price Received

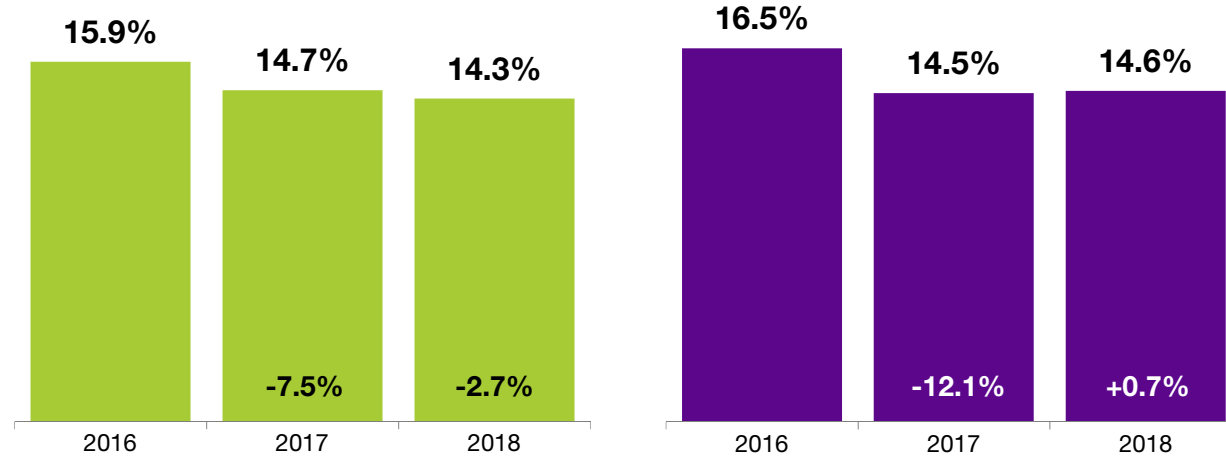


Percent of Properties Sold Over List Price

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

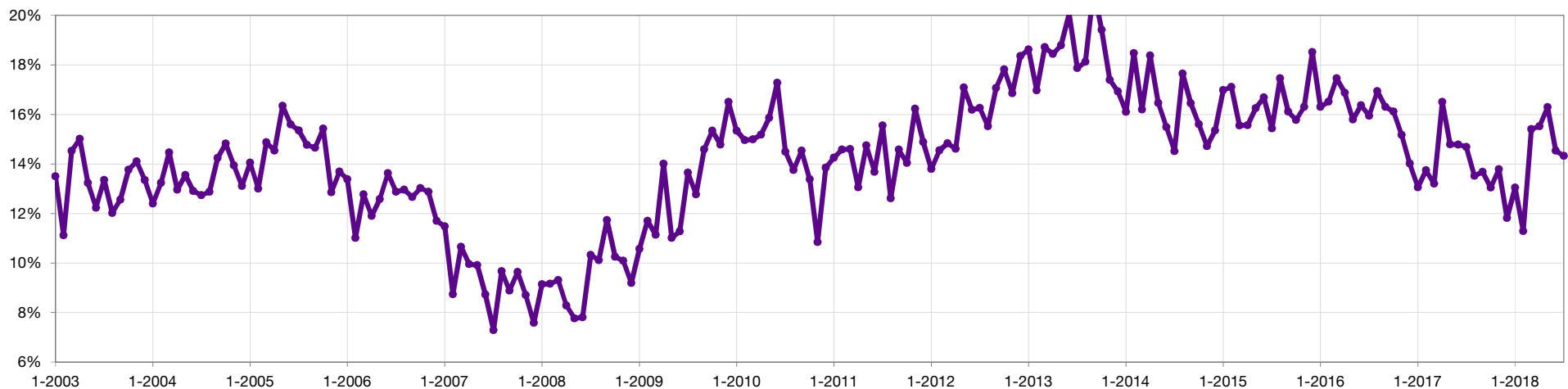
July

Year To Date



Month	Prior Year	Current Year	+ / -
August 2017	16.9%	13.5%	-20.1%
September 2017	16.3%	13.7%	-16.0%
October 2017	16.1%	13.0%	-19.3%
November 2017	15.2%	13.8%	-9.2%
December 2017	14.0%	11.8%	-15.7%
January 2018	13.1%	13.0%	-0.8%
February 2018	13.7%	11.3%	-17.5%
March 2018	13.2%	15.4%	+16.7%
April 2018	16.5%	15.5%	-6.1%
May 2018	14.8%	16.3%	+10.1%
June 2018	14.8%	14.5%	-2.0%
July 2018	14.7%	14.3%	-2.7%
12-Month Avg	15.0%	14.0%	-6.7%

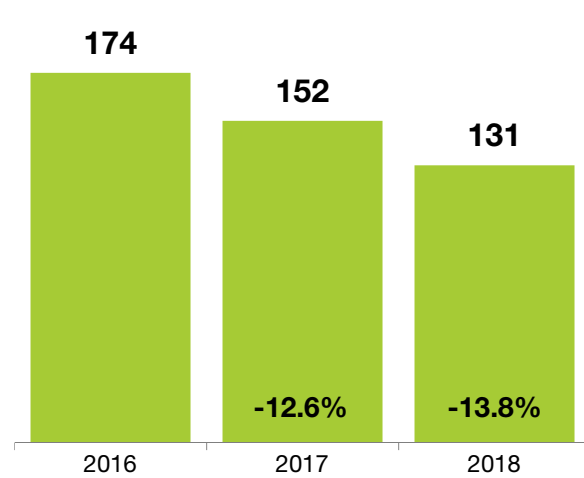
Historical Percent of Properties Sold Over List Price



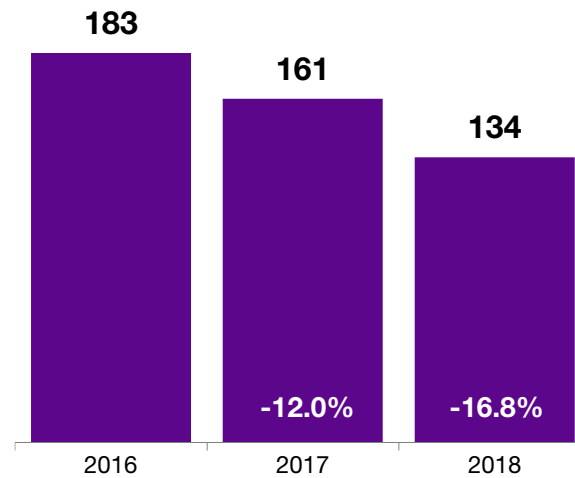
Housing Affordability Index

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.**

July

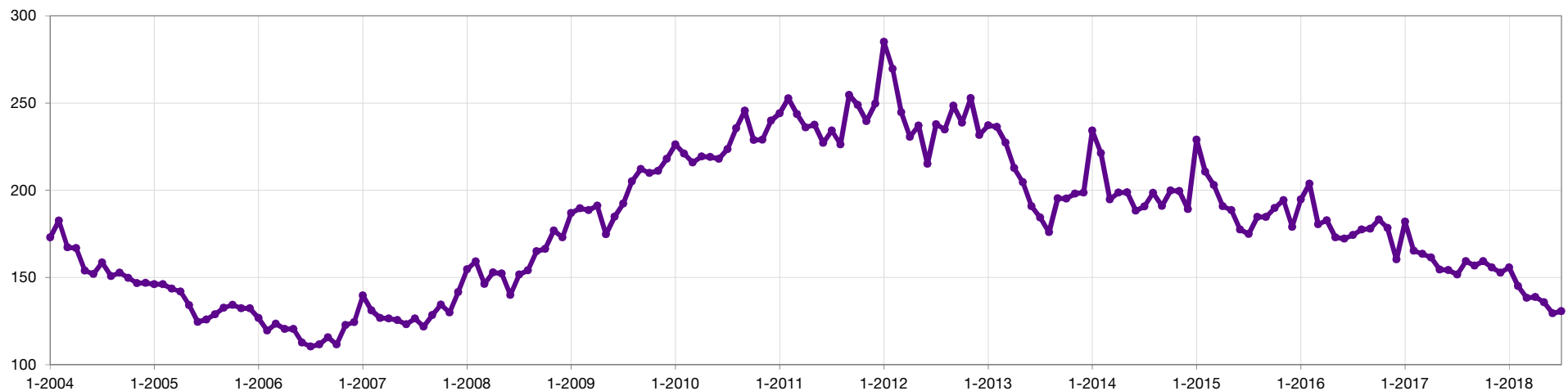


Year To Date



Month	Prior Year	Current Year	+ / -
August 2017	177	159	-10.2%
September 2017	178	157	-11.8%
October 2017	183	159	-13.1%
November 2017	178	156	-12.4%
December 2017	160	153	-4.4%
January 2018	182	156	-14.3%
February 2018	165	145	-12.1%
March 2018	163	138	-15.3%
April 2018	161	139	-13.7%
May 2018	154	136	-11.7%
June 2018	154	129	-16.2%
July 2018	152	131	-13.8%
12-Month Avg	167	146	-12.4%

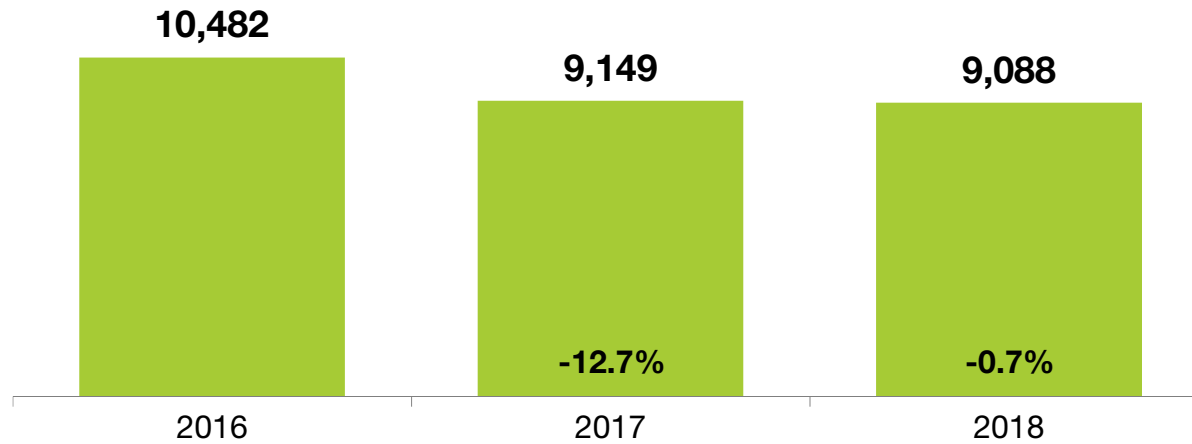
Historical Housing Affordability Index



Inventory of Homes for Sale

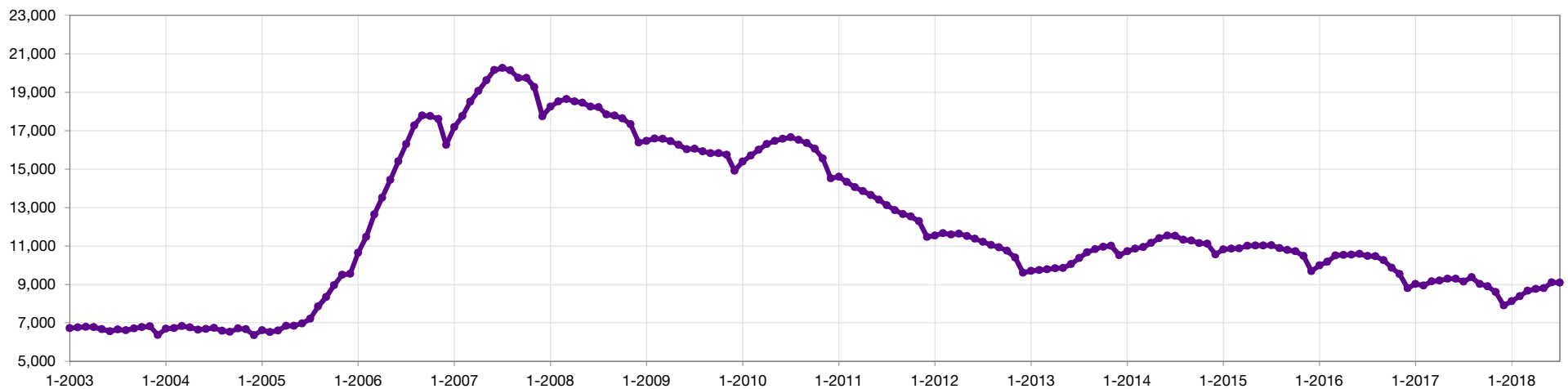
The number of properties available for sale in active status at the end of the month.

July



Month	Prior Year	Current Year	+ / -
August 2017	10,457	9,370	-10.4%
September 2017	10,254	9,023	-12.0%
October 2017	9,864	8,895	-9.8%
November 2017	9,543	8,603	-9.9%
December 2017	8,805	7,909	-10.2%
January 2018	9,016	8,122	-9.9%
February 2018	8,944	8,380	-6.3%
March 2018	9,161	8,662	-5.4%
April 2018	9,199	8,765	-4.7%
May 2018	9,299	8,808	-5.3%
June 2018	9,296	9,106	-2.0%
July 2018	9,149	9,088	-0.7%
12-Month Avg	9,416	8,728	-7.2%

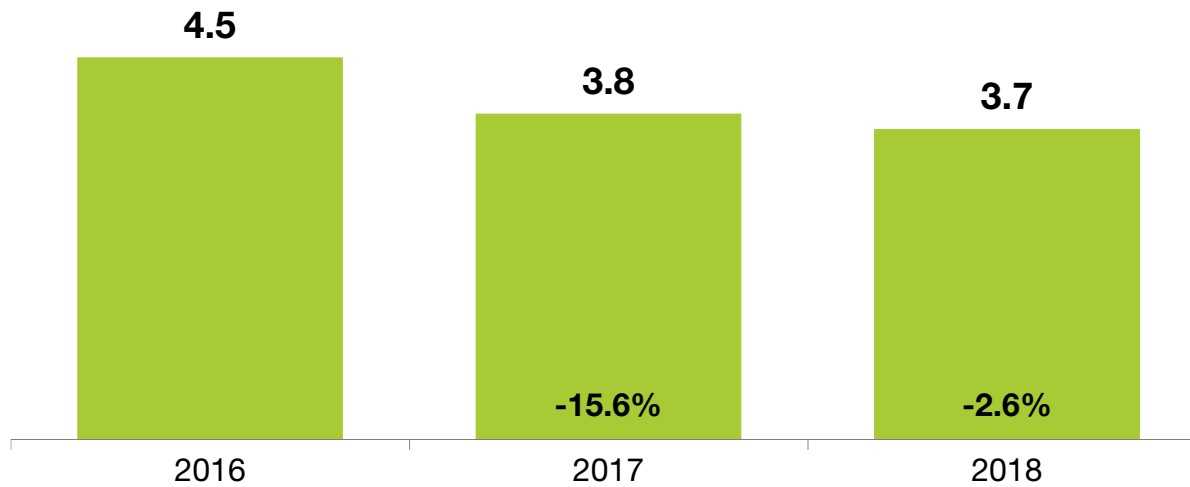
Historical Inventory of Homes for Sale



Months Supply of Inventory

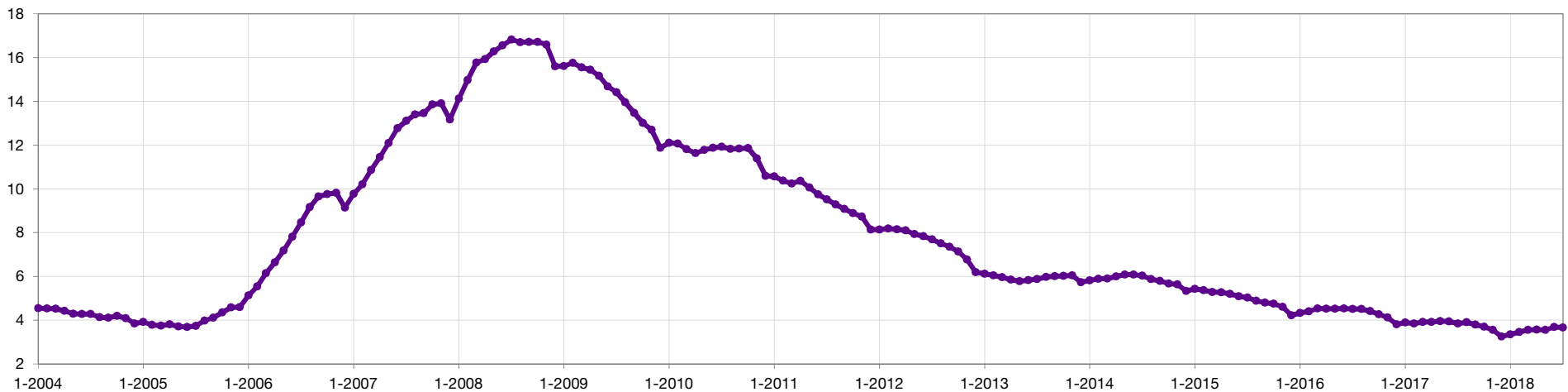
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

July



Month	Prior Year	Current Year	+ / -
August 2017	4.5	3.9	-13.3%
September 2017	4.4	3.8	-13.6%
October 2017	4.3	3.7	-14.0%
November 2017	4.1	3.6	-12.2%
December 2017	3.8	3.3	-13.2%
January 2018	3.9	3.3	-15.4%
February 2018	3.8	3.5	-7.9%
March 2018	3.9	3.6	-7.7%
April 2018	3.9	3.6	-7.7%
May 2018	4.0	3.6	-10.0%
June 2018	3.9	3.7	-5.1%
July 2018	3.8	3.7	-2.6%
12-Month Avg	4.0	3.6	-11.2%

Historical Months Supply of Inventory



Housing Supply Overview

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July 2018

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Quick Facts

+ 21.4%	+ 5.5%	+ 9.7%
Price Range With Strongest Sales: \$300,000 to \$499,999	Construction Status With Strongest Sales: New Construction	Property Type With Strongest Sales: Condo-Townhouse

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

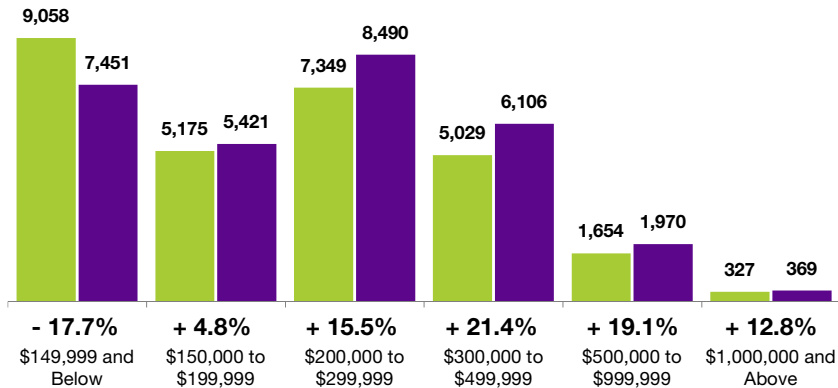


Pending Sales

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

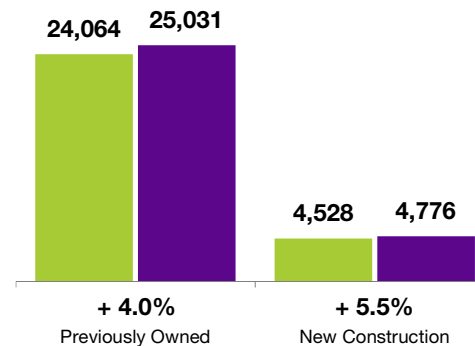
By Price Range

■ 7-2017 ■ 7-2018



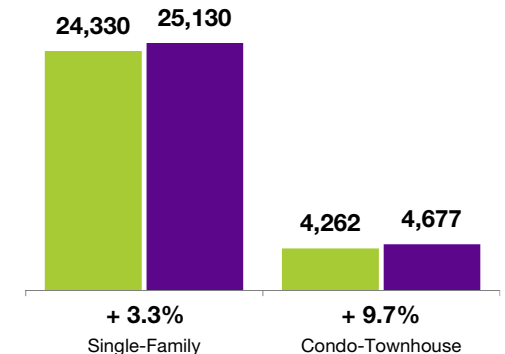
By Construction Status

■ 7-2017 ■ 7-2018



By Property Type

■ 7-2017 ■ 7-2018



All Properties

By Price Range	7-2017	7-2018	Change
\$149,999 and Below	9,058	7,451	- 17.7%
\$150,000 to \$199,999	5,175	5,421	+ 4.8%
\$200,000 to \$299,999	7,349	8,490	+ 15.5%
\$300,000 to \$499,999	5,029	6,106	+ 21.4%
\$500,000 to \$999,999	1,654	1,970	+ 19.1%
\$1,000,000 and Above	327	369	+ 12.8%
All Price Ranges	28,592	29,807	+ 4.2%

Single-Family

7-2017	7-2018	Change	7-2017	7-2018	Change
6,764	5,357	- 20.8%	2,294	2,094	- 8.7%
4,319	4,237	- 1.9%	856	1,184	+ 38.3%
6,788	7,765	+ 14.4%	561	725	+ 29.2%
4,688	5,683	+ 21.2%	341	423	+ 24.0%
1,494	1,767	+ 18.3%	160	203	+ 26.9%
277	321	+ 15.9%	50	48	- 4.0%
24,330	25,130	+ 3.3%	4,262	4,677	+ 9.7%

Condo-Townhouse

By Construction Status	7-2017	7-2018	Change
Previously Owned	24,064	25,031	+ 4.0%
New Construction	4,528	4,776	+ 5.5%
All Property Types	28,592	29,807	+ 4.2%

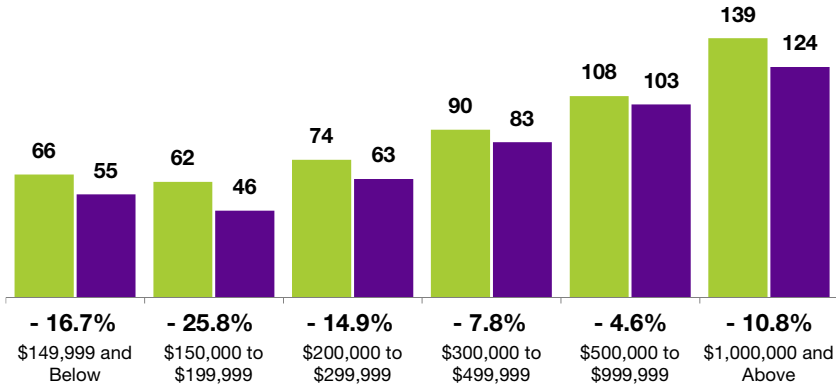
7-2017	7-2018	Change	7-2017	7-2018	Change
20,313	20,740	+ 2.1%	3,751	4,291	+ 14.4%
4,017	4,390	+ 9.3%	511	386	- 24.5%
24,330	25,130	+ 3.3%	4,262	4,677	+ 9.7%

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.

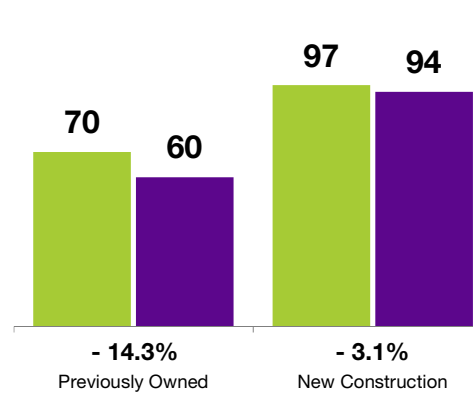
By Price Range

■ 7-2017 ■ 7-2018



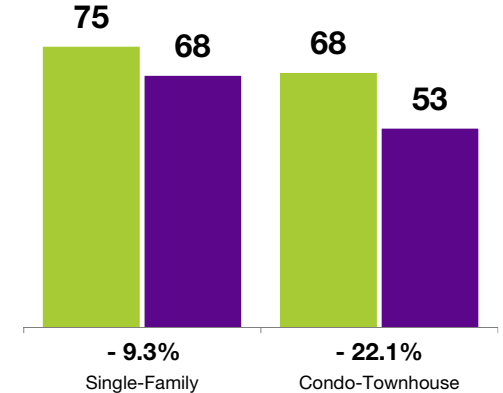
By Construction Status

■ 7-2017 ■ 7-2018



By Property Type

■ 7-2017 ■ 7-2018



All Properties

By Price Range

	7-2017	7-2018	Change
\$149,999 and Below	66	55	-16.7%
\$150,000 to \$199,999	62	46	-25.8%
\$200,000 to \$299,999	74	63	-14.9%
\$300,000 to \$499,999	90	83	-7.8%
\$500,000 to \$999,999	108	103	-4.6%
\$1,000,000 and Above	139	124	-10.8%
All Price Ranges	74	65	-12.2%

Single-Family

	7-2017	7-2018	Change	7-2017	7-2018	Change
Previously Owned	70	61	-12.9%	53	42	-20.8%
New Construction	61	47	-23.0%	69	46	-33.3%
	73	63	-13.7%	89	65	-27.0%
	89	83	-6.7%	101	86	-14.9%
	105	104	-1.0%	134	100	-25.4%
	135	127	-5.9%	163	101	-38.0%
All Property Types	75	68	-9.3%	68	53	-22.1%

Condo-Townhouse

By Construction Status

	7-2017	7-2018	Change
Previously Owned	70	60	-14.3%
New Construction	97	94	-3.1%
All Property Types	74	65	-12.2%

	7-2017	7-2018	Change	7-2017	7-2018	Change
Previously Owned	71	62	-12.7%	64	51	-20.3%
New Construction	96	96	0.0%	102	80	-21.6%
All Property Types	75	68	-9.3%	68	53	-22.1%

Median Sales Price

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

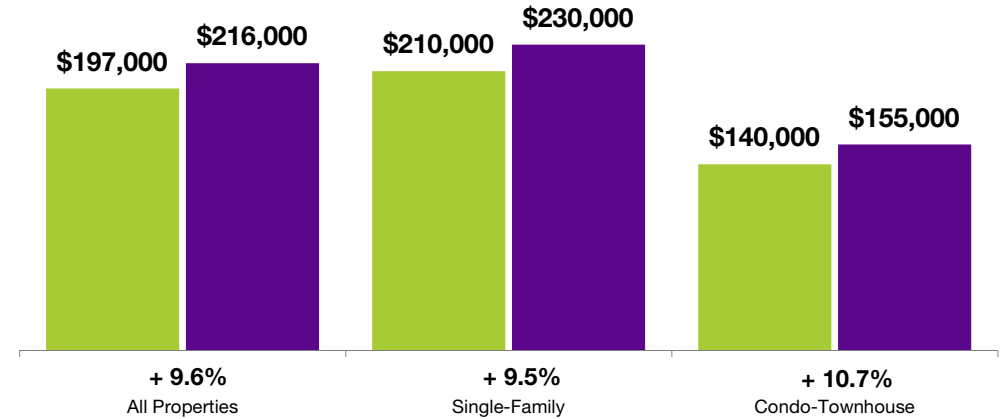
By Construction Status

7-2017 7-2018



By Property Type

7-2017 7-2018



All Properties

By Construction Status	7-2017	7-2018	Change
Previously Owned	\$180,000	\$200,000	+ 11.1%
New Construction	\$281,508	\$293,000	+ 4.1%
All Construction Statuses	\$197,000	\$216,000	+ 9.6%

Single-Family

7-2017	7-2018	Change	7-2017	7-2018	Change
\$190,000	\$214,500	+ 12.9%	\$137,000	\$150,000	+ 9.5%
\$295,000	\$300,000	+ 1.7%	\$155,945	\$189,000	+ 21.2%
\$210,000	\$230,000	+ 9.5%	\$140,000	\$155,000	+ 10.7%

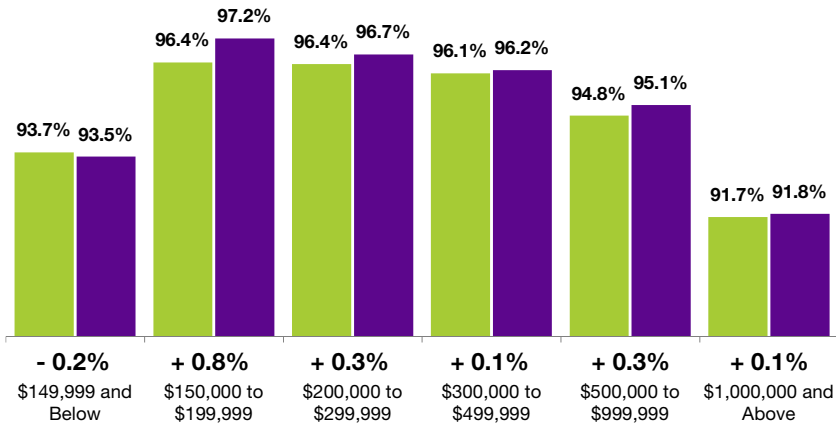
Condo-Townhouse

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.**

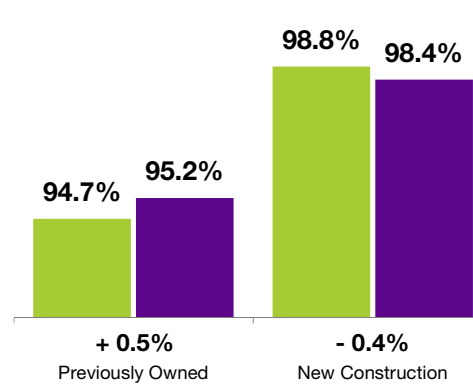
By Price Range

■ 7-2017 ■ 7-2018



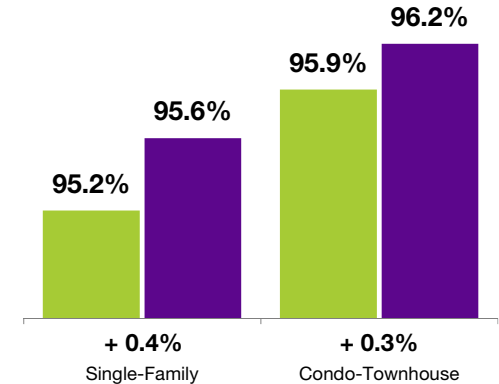
By Construction Status

■ 7-2017 ■ 7-2018



By Property Type

■ 7-2017 ■ 7-2018



All Properties

By Price Range	7-2017	7-2018	Change
\$149,999 and Below	93.7%	93.5%	- 0.2%
\$150,000 to \$199,999	96.4%	97.2%	+ 0.8%
\$200,000 to \$299,999	96.4%	96.7%	+ 0.3%
\$300,000 to \$499,999	96.1%	96.2%	+ 0.1%
\$500,000 to \$999,999	94.8%	95.1%	+ 0.3%
\$1,000,000 and Above	91.7%	91.8%	+ 0.1%
All Price Ranges	95.3%	95.7%	+ 0.4%

Single-Family

7-2017	7-2018	Change	7-2017	7-2018	Change
92.9%	92.7%	- 0.2%	95.8%	95.6%	- 0.2%
96.4%	97.1%	+ 0.7%	96.9%	97.3%	+ 0.4%
96.4%	96.7%	+ 0.3%	95.8%	96.7%	+ 0.9%
96.1%	96.2%	+ 0.1%	95.9%	96.2%	+ 0.3%
94.9%	95.1%	+ 0.2%	93.8%	95.2%	+ 1.5%
91.6%	91.7%	+ 0.1%	92.0%	92.4%	+ 0.4%
95.2%	95.6%	+ 0.4%	95.9%	96.2%	+ 0.3%

Condo-Townhouse

By Construction Status	7-2017	7-2018	Change
Previously Owned	94.7%	95.2%	+ 0.5%
New Construction	98.8%	98.4%	- 0.4%
All Property Types	95.3%	95.7%	+ 0.4%

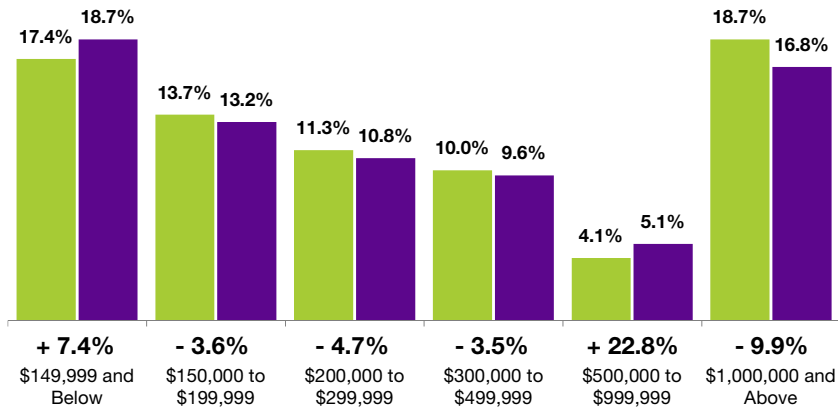
7-2017	7-2018	Change	7-2017	7-2018	Change
94.5%	95.1%	+ 0.6%	95.4%	95.9%	+ 0.5%
98.6%	98.4%	- 0.2%	100.0%	99.0%	- 1.0%
95.2%	95.6%	+ 0.4%	95.9%	96.2%	+ 0.3%

Percent of Properties Sold Over List Price

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

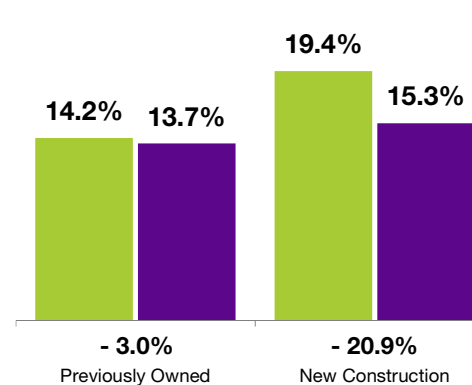
By Price Range

■ 7-2017 ■ 7-2018



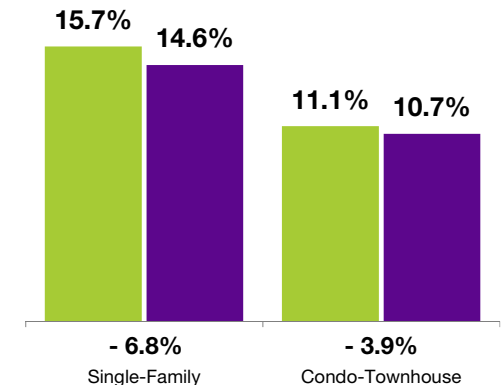
By Construction Status

■ 7-2017 ■ 7-2018



By Property Type

■ 7-2017 ■ 7-2018



All Properties

By Price Range	7-2017	7-2018	Change
\$149,999 and Below	17.4%	18.7%	+ 7.4%
\$150,000 to \$199,999	13.7%	13.2%	- 3.6%
\$200,000 to \$299,999	11.3%	10.8%	- 4.7%
\$300,000 to \$499,999	10.0%	9.6%	- 3.5%
\$500,000 to \$999,999	4.1%	5.1%	+ 22.8%
\$1,000,000 and Above	18.7%	16.8%	- 9.9%
All Price Ranges	15.0%	14.0%	- 6.7%

Single-Family

7-2017	7-2018	Change	7-2017	7-2018	Change
18.8%	20.4%	+ 8.9%	9.9%	12.0%	+ 21.3%
14.2%	13.6%	- 4.2%	7.7%	9.1%	+ 17.0%
11.6%	10.8%	- 7.2%	7.4%	10.8%	+ 44.8%
10.6%	10.1%	- 4.7%	3.6%	5.5%	+ 51.6%
4.8%	5.6%	+ 17.9%	0.0%	1.7%	0.0%
20.2%	18.7%	- 7.6%	14.0%	12.1%	- 13.5%
15.7%	14.6%	- 6.8%	11.1%	10.7%	- 3.9%

Condo-Townhouse

By Construction Status	7-2017	7-2018	Change
Previously Owned	14.2%	13.7%	- 3.0%
New Construction	19.4%	15.3%	- 20.9%
All Property Types	15.0%	14.0%	- 6.7%

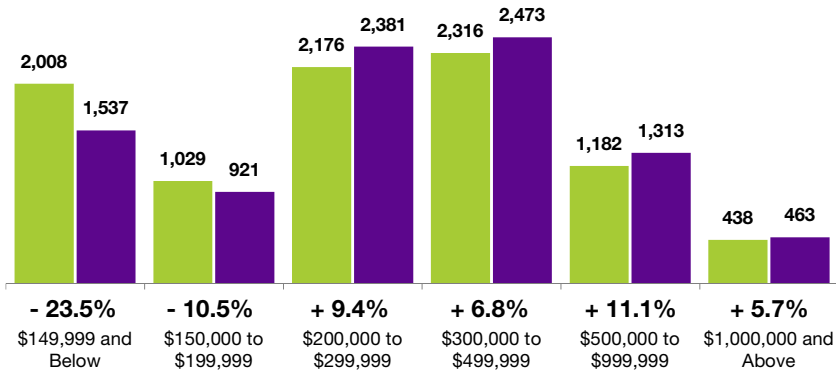
7-2017	7-2018	Change	7-2017	7-2018	Change
14.9%	14.4%	- 3.0%	10.2%	10.4%	+ 1.2%
19.6%	15.5%	- 21.1%	17.6%	13.9%	- 20.7%
15.7%	14.6%	- 6.8%	11.1%	10.7%	- 3.9%

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.

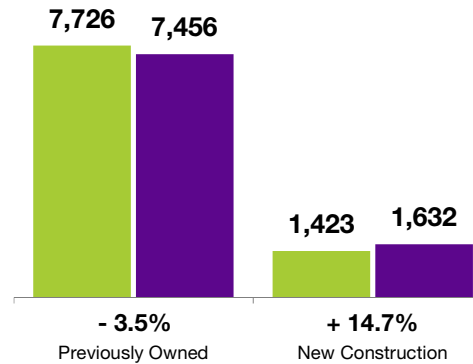
By Price Range

■ 7-2017 ■ 7-2018



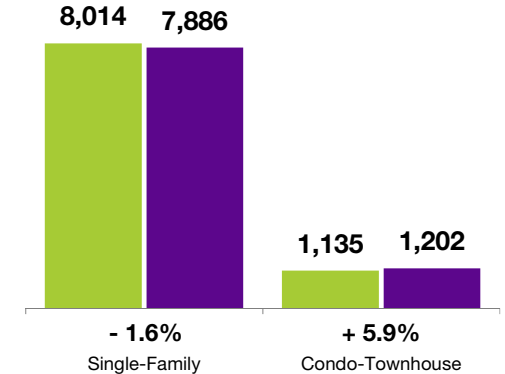
By Construction Status

■ 7-2017 ■ 7-2018



By Property Type

■ 7-2017 ■ 7-2018



All Properties

By Price Range

	7-2017	7-2018	Change
\$149,999 and Below	2,008	1,537	- 23.5%
\$150,000 to \$199,999	1,029	921	- 10.5%
\$200,000 to \$299,999	2,176	2,381	+ 9.4%
\$300,000 to \$499,999	2,316	2,473	+ 6.8%
\$500,000 to \$999,999	1,182	1,313	+ 11.1%
\$1,000,000 and Above	438	463	+ 5.7%
All Price Ranges	9,149	9,088	- 0.7%

Single-Family

	7-2017	7-2018	Change
Previously Owned	6,714	6,375	- 5.0%
New Construction	1,300	1,511	+ 16.2%
All Single-Family	8,014	7,886	- 1.6%

Condo-Townhouse

	7-2017	7-2018	Change
Single-Family	1,012	1,081	+ 6.8%
Condo-Townhouse	123	121	- 1.6%
All Condo-Townhouse	1,135	1,202	+ 5.9%

By Construction Status

	7-2017	7-2018	Change
Previously Owned	7,726	7,456	- 3.5%
New Construction	1,423	1,632	+ 14.7%
All Property Types	9,149	9,088	- 0.7%

	7-2017	7-2018	Change
Single-Family	6,714	6,375	- 5.0%
Condo-Townhouse	1,300	1,511	+ 16.2%
All Property Types	8,014	7,886	- 1.6%

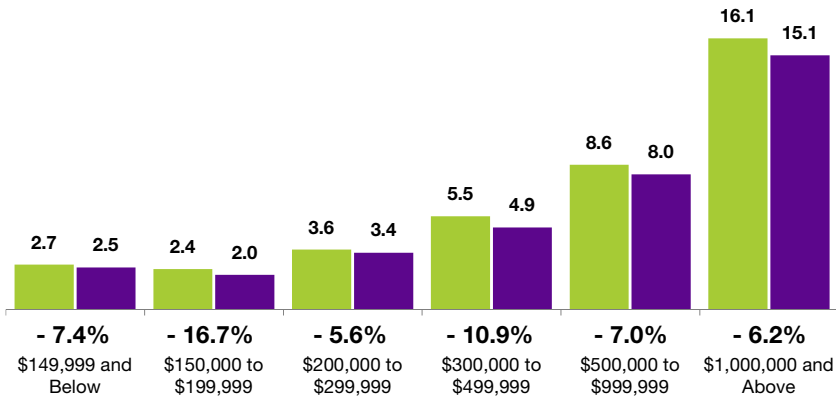
	7-2017	7-2018	Change
Single-Family	1,012	1,081	+ 6.8%
Condo-Townhouse	123	121	- 1.6%
All Property Types	1,135	1,202	+ 5.9%

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.

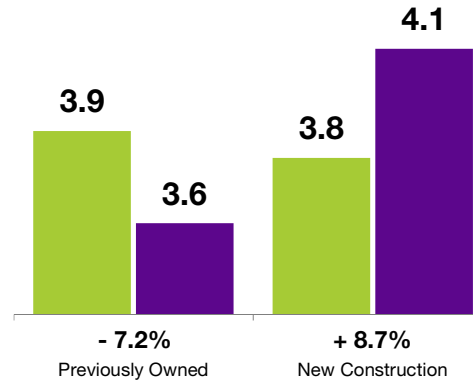
By Price Range

7-2017 7-2018



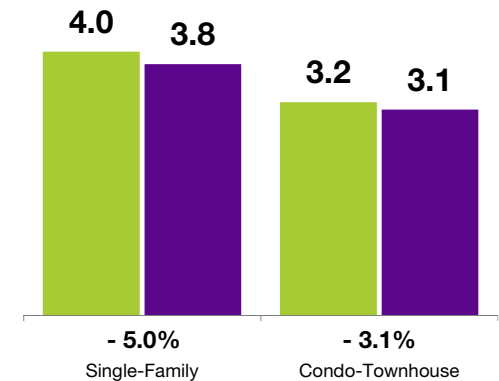
By Construction Status

7-2017 7-2018



By Property Type

7-2017 7-2018



All Properties

By Price Range	7-2017	7-2018	Change
\$149,999 and Below	2.7	2.5	- 7.4%
\$150,000 to \$199,999	2.4	2.0	- 16.7%
\$200,000 to \$299,999	3.6	3.4	- 5.6%
\$300,000 to \$499,999	5.5	4.9	- 10.9%
\$500,000 to \$999,999	8.6	8.0	- 7.0%
\$1,000,000 and Above	16.1	15.1	- 6.2%
All Price Ranges	3.8	3.7	- 2.6%

Single-Family

7-2017	7-2018	Change	7-2017	7-2018	Change
2.9	2.7	- 6.9%	2.0	1.9	- 5.0%
2.4	2.0	- 16.7%	2.6	2.3	- 11.5%
3.5	3.4	- 2.9%	4.1	3.1	- 24.4%
5.4	4.7	- 13.0%	7.3	6.5	- 11.0%
8.5	7.8	- 8.2%	9.3	10.0	+ 7.5%
17.3	15.4	- 11.0%	9.1	12.8	+ 40.7%
4.0	3.8	- 5.0%	3.2	3.1	- 3.1%

Condo-Townhouse

By Construction Status	7-2017	7-2018	Change
Previously Owned	3.9	3.6	- 7.2%
New Construction	3.8	4.1	+ 8.7%
All Property Types	3.8	3.7	- 2.6%

7-2017	7-2018	Change	7-2017	7-2018	Change
4.0	3.7	- 7.0%	3.2	3.0	- 6.6%
3.9	4.1	+ 6.4%	2.9	3.8	+ 30.2%
4.0	3.8	- 5.0%	3.2	3.1	- 3.1%

Local Market Update – July 2018

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



Southside / Mandarin / Bartram

Region 01

+ 5.0%

- 12.5%

+ 4.3%

Change in
New Listings

Change in
Closed Sales

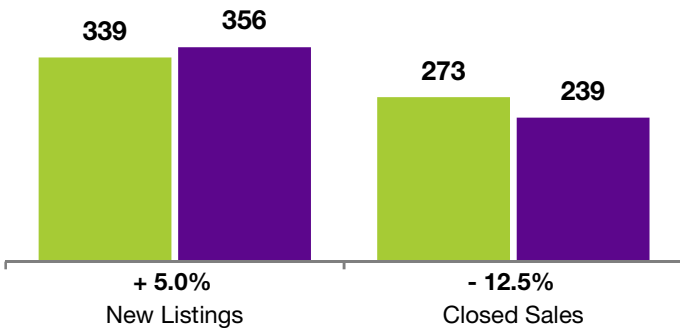
Change in
Median Sales Price

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	339	356	+ 5.0%	2,274	2,363	+ 3.9%
Closed Sales	273	239	- 12.5%	1,662	1,651	- 0.7%
Median Sales Price*	\$230,000	\$240,000	+ 4.3%	\$225,000	\$235,000	+ 4.4%
Percent of Original List Price Received*	96.2%	96.9%	+ 0.7%	96.3%	96.2%	- 0.1%
Percent of Properties Sold Over List Price*	18.7%	13.8%	- 26.2%	15.3%	14.9%	- 2.6%
Days on Market Until Sale	60	46	- 23.3%	61	55	- 9.8%
Inventory of Homes for Sale	787	803	+ 2.0%	--	--	--
Months Supply of Inventory	3.5	3.5	0.0%	--	--	--

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

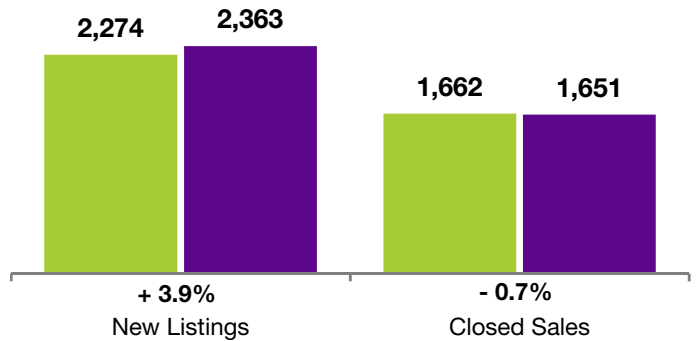
July

■ 2017 ■ 2018

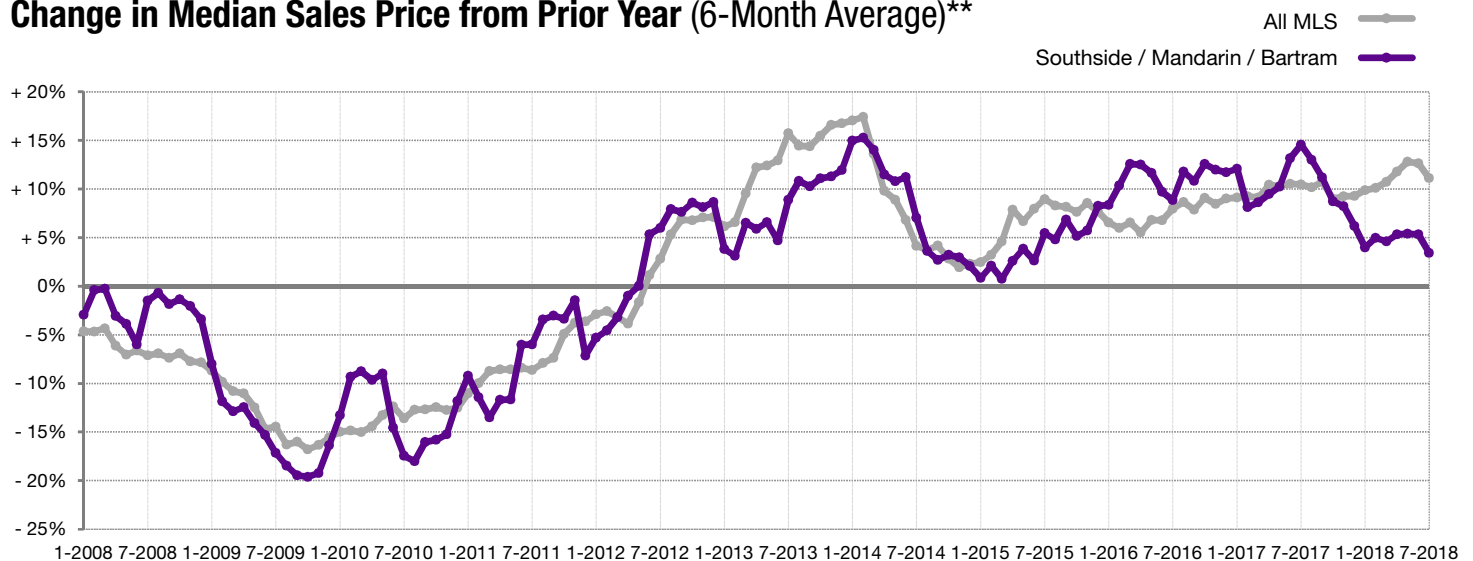


Year to Date

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

Local Market Update – July 2018

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



Southside

+ 35.6%

+ 6.0%

- 3.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

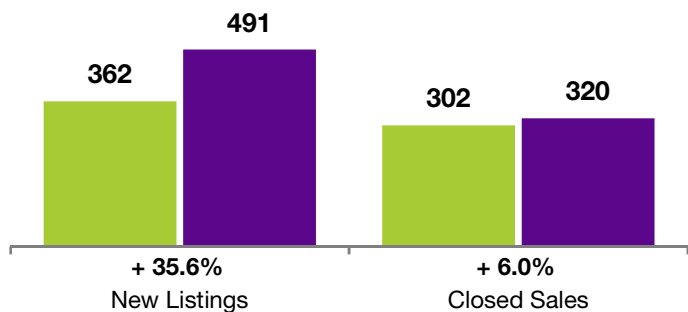
Region 02

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	362	491	+ 35.6%	2,646	3,008	+ 13.7%
Closed Sales	302	320	+ 6.0%	2,079	2,161	+ 3.9%
Median Sales Price*	\$206,500	\$200,000	- 3.1%	\$189,500	\$210,000	+ 10.8%
Percent of Original List Price Received*	96.6%	97.2%	+ 0.6%	96.4%	96.5%	+ 0.1%
Percent of Properties Sold Over List Price*	13.6%	15.9%	+ 16.9%	13.6%	15.6%	+ 14.7%
Days on Market Until Sale	51	49	- 3.9%	64	50	- 21.9%
Inventory of Homes for Sale	855	868	+ 1.5%	--	--	--
Months Supply of Inventory	3.0	2.8	- 6.7%	--	--	--

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

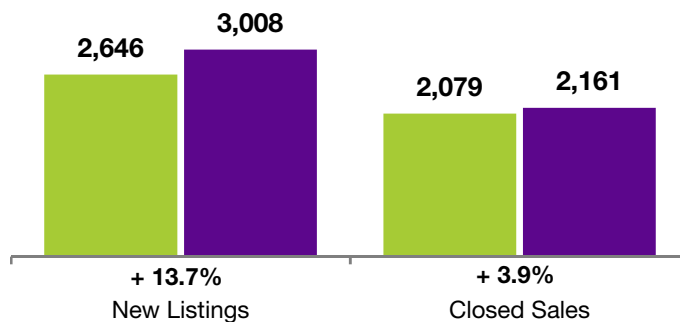
July

■ 2017 ■ 2018

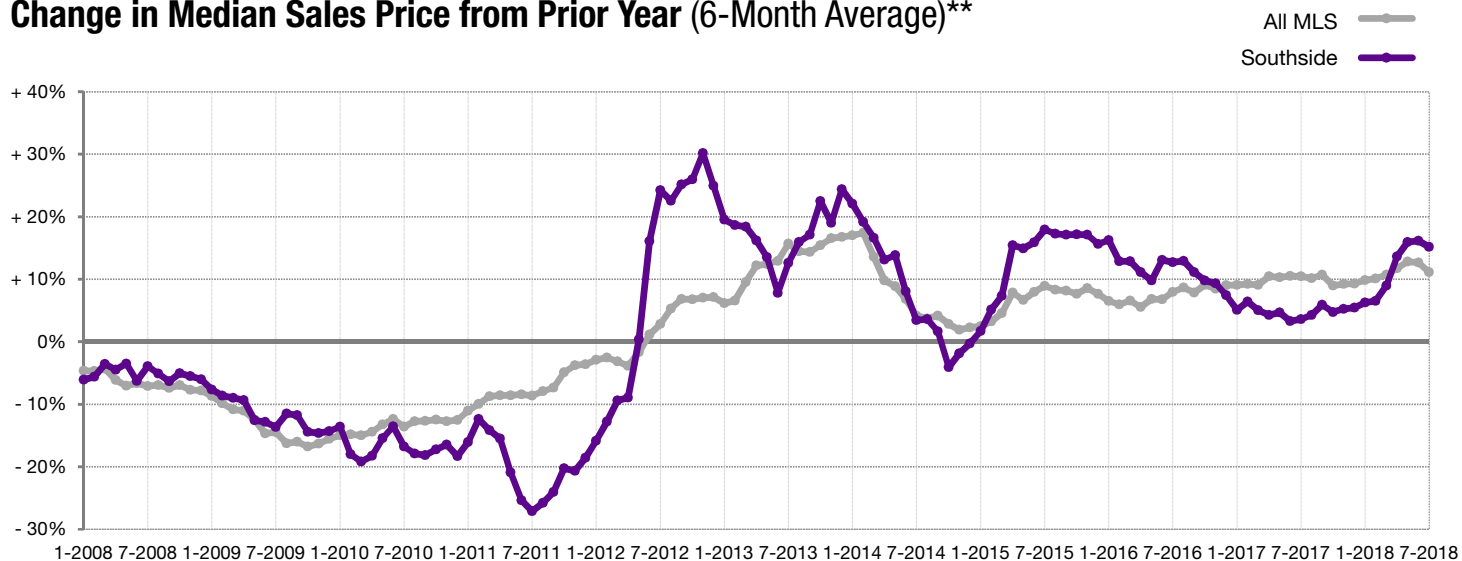


Year to Date

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

Local Market Update – July 2018

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Riverside / Avondale / Ortega

Region 03

+ 30.8%

Change in
New Listings

+ 3.7%

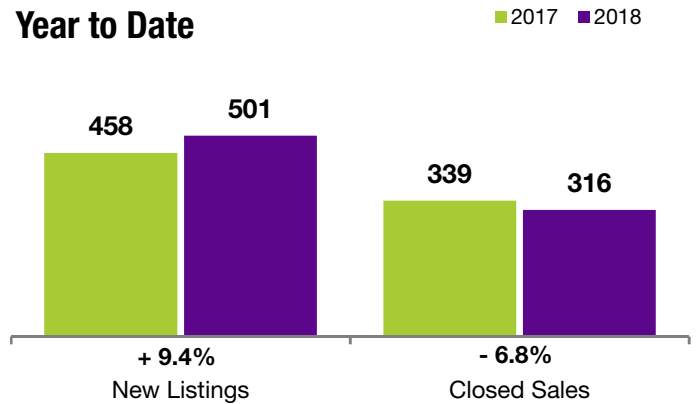
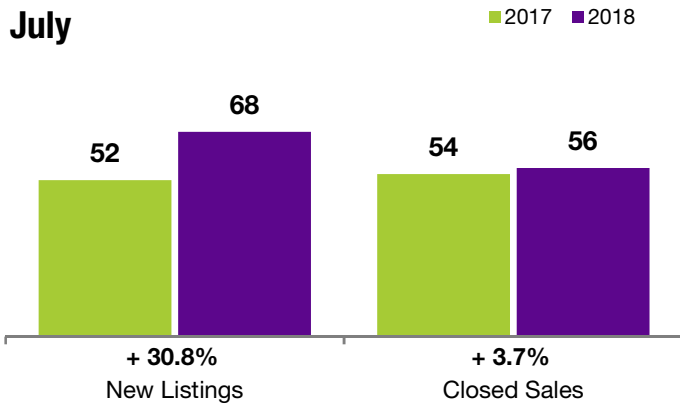
Change in
Closed Sales

+ 6.5%

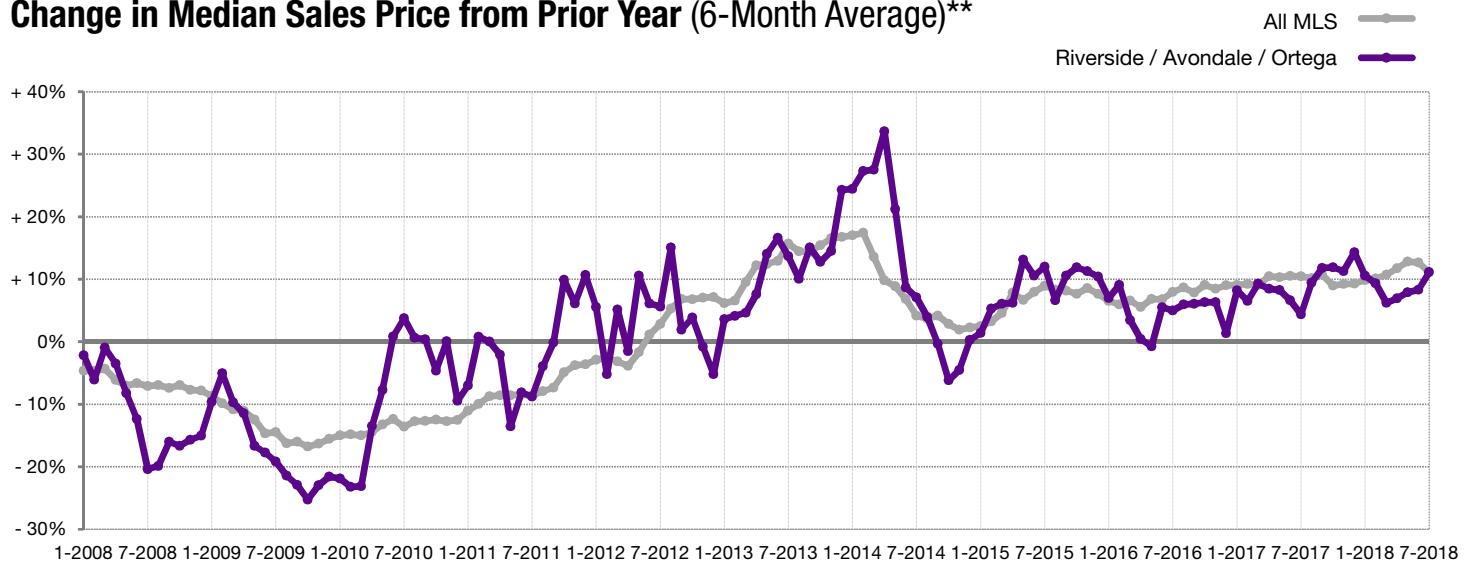
Change in
Median Sales Price

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	52	68	+ 30.8%	458	501	+ 9.4%
Closed Sales	54	56	+ 3.7%	339	316	- 6.8%
Median Sales Price*	\$290,950	\$310,000	+ 6.5%	\$268,900	\$294,750	+ 9.6%
Percent of Original List Price Received*	95.7%	94.5%	- 1.3%	93.4%	94.6%	+ 1.3%
Percent of Properties Sold Over List Price*	7.4%	8.9%	+ 20.3%	7.7%	10.1%	+ 31.2%
Days on Market Until Sale	66	68	+ 3.0%	80	68	- 15.0%
Inventory of Homes for Sale	192	210	+ 9.4%	--	--	--
Months Supply of Inventory	4.0	4.9	+ 22.5%	--	--	--

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



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

Local Market Update – July 2018

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Arlington / Fort Caroline

Region 04

+ 1.7%

Change in
New Listings

- 0.6%

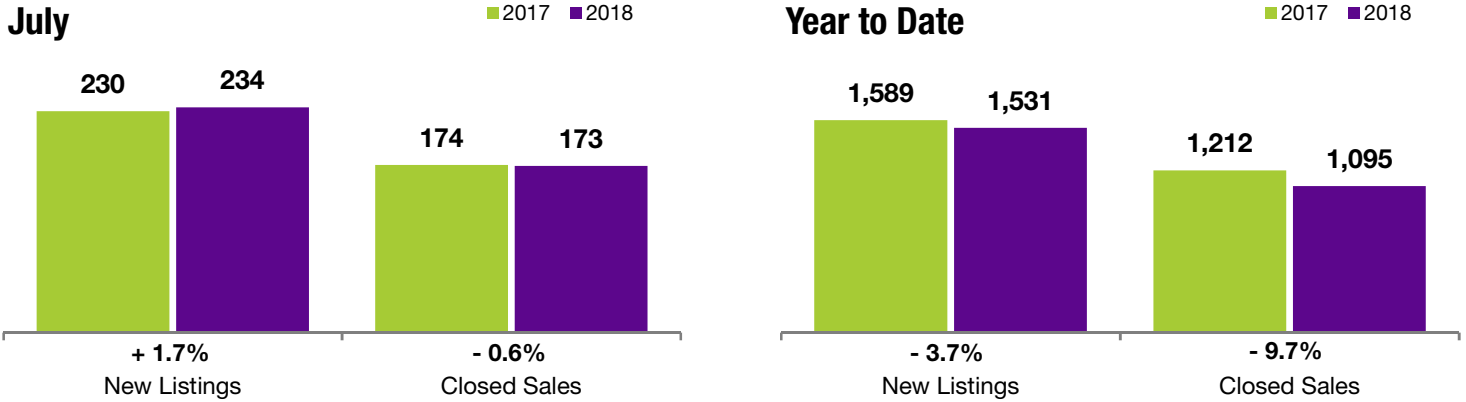
Change in
Closed Sales

+ 9.5%

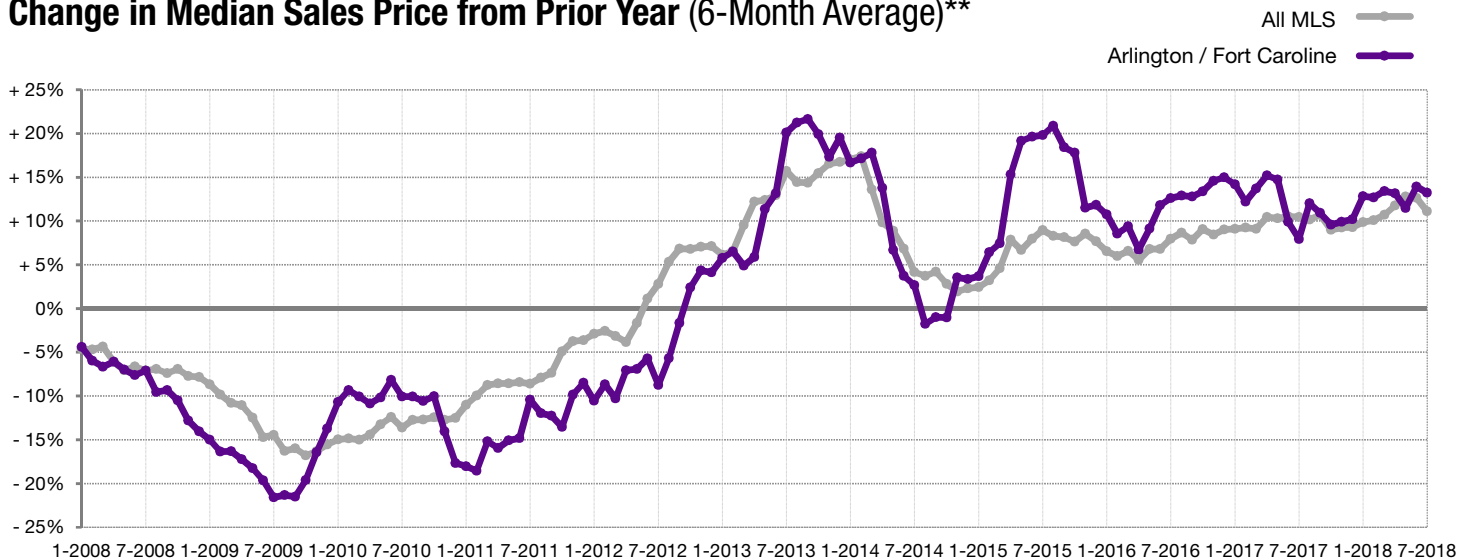
Change in
Median Sales Price

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	230	234	+ 1.7%	1,589	1,531	- 3.7%
Closed Sales	174	173	- 0.6%	1,212	1,095	- 9.7%
Median Sales Price*	\$178,950	\$196,000	+ 9.5%	\$175,000	\$192,800	+ 10.2%
Percent of Original List Price Received*	97.0%	96.9%	- 0.1%	96.6%	96.6%	0.0%
Percent of Properties Sold Over List Price*	24.1%	17.9%	- 25.7%	19.0%	19.7%	+ 3.7%
Days on Market Until Sale	45	46	+ 2.2%	56	51	- 8.9%
Inventory of Homes for Sale	498	451	- 9.4%	--	--	--
Months Supply of Inventory	3.0	2.8	- 6.7%	--	--	--

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



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

Local Market Update – July 2018

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Hyde Grove / Murray Hill / Lakeshore / Wesconnett

+ 9.8%

+ 2.2%

- 0.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

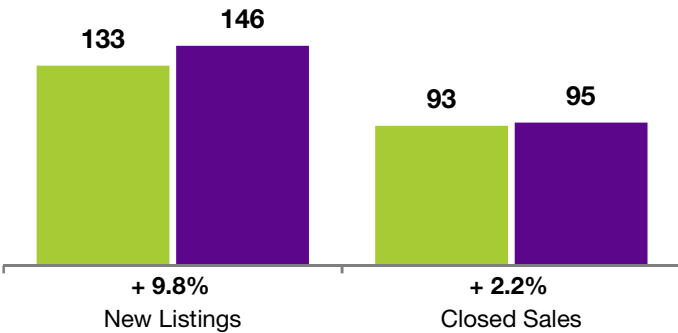
Region 05

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	133	146	+ 9.8%	885	981	+ 10.8%
Closed Sales	93	95	+ 2.2%	713	705	- 1.1%
Median Sales Price*	\$131,000	\$130,000	- 0.8%	\$120,000	\$130,000	+ 8.3%
Percent of Original List Price Received*	94.3%	94.3%	0.0%	94.7%	96.0%	+ 1.4%
Percent of Properties Sold Over List Price*	16.1%	18.9%	+ 17.4%	17.8%	20.9%	+ 17.4%
Days on Market Until Sale	59	44	- 25.4%	68	48	- 29.4%
Inventory of Homes for Sale	258	274	+ 6.2%	--	--	--
Months Supply of Inventory	2.6	2.6	0.0%	--	--	--

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

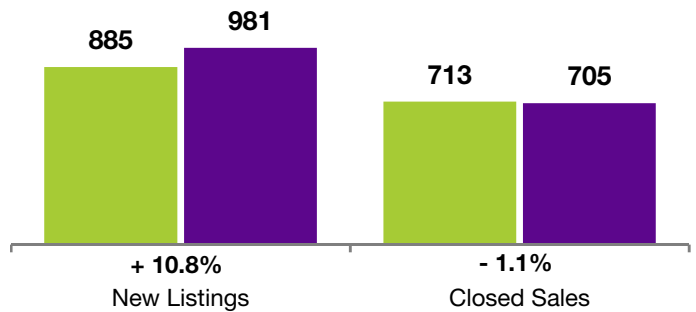
July

■ 2017 ■ 2018



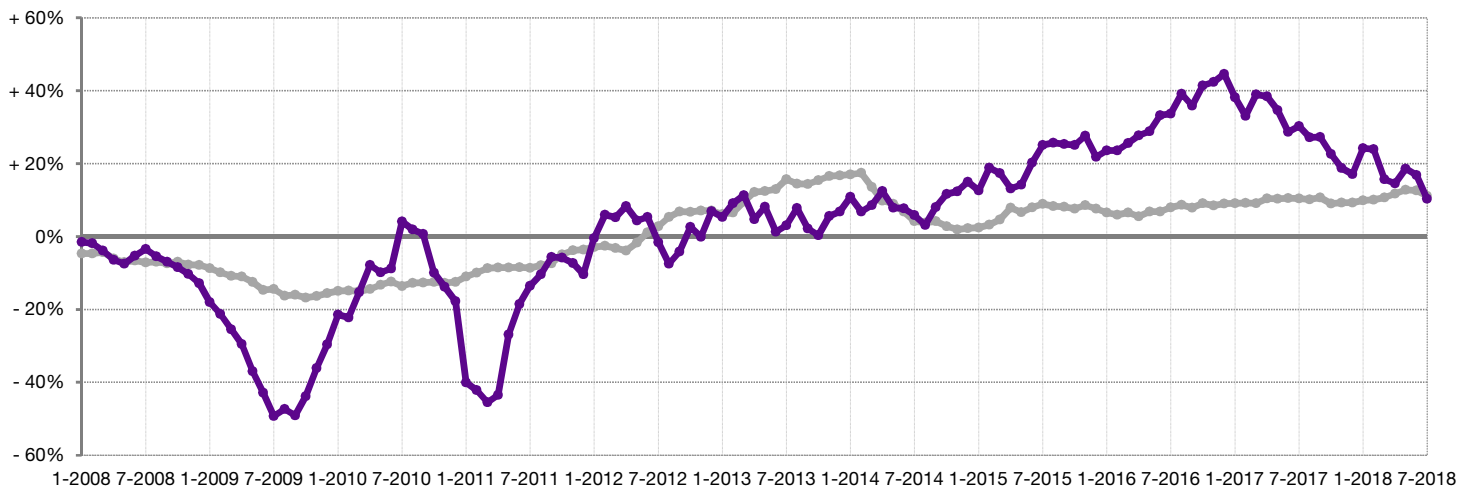
Year to Date

■ 2017 ■ 2018



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

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



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

Local Market Update – July 2018

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



West Jacksonville

+ 29.3%

- 8.6%

+ 17.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

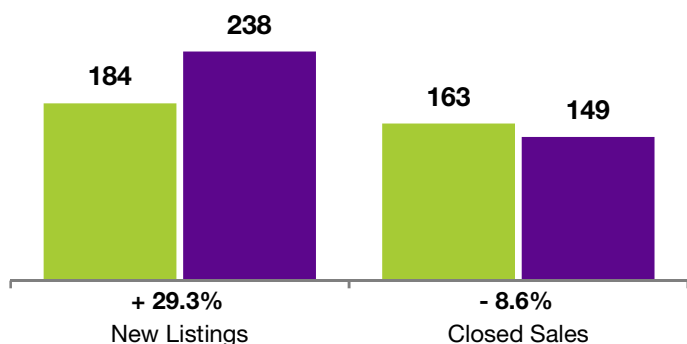
Region 06

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	184	238	+ 29.3%	1,205	1,291	+ 7.1%
Closed Sales	163	149	- 8.6%	935	951	+ 1.7%
Median Sales Price*	\$157,000	\$185,000	+ 17.8%	\$152,000	\$174,900	+ 15.1%
Percent of Original List Price Received*	96.1%	97.7%	+ 1.7%	96.1%	97.4%	+ 1.4%
Percent of Properties Sold Over List Price*	16.6%	16.8%	+ 1.2%	18.0%	20.3%	+ 12.8%
Days on Market Until Sale	60	58	- 3.3%	59	56	- 5.1%
Inventory of Homes for Sale	394	405	+ 2.8%	--	--	--
Months Supply of Inventory	3.0	2.9	- 3.3%	--	--	--

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

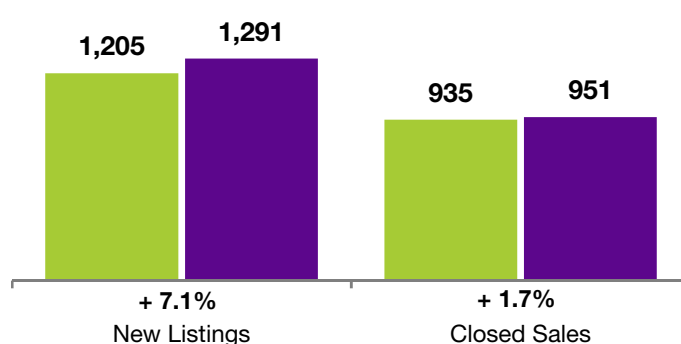
July

■ 2017 ■ 2018

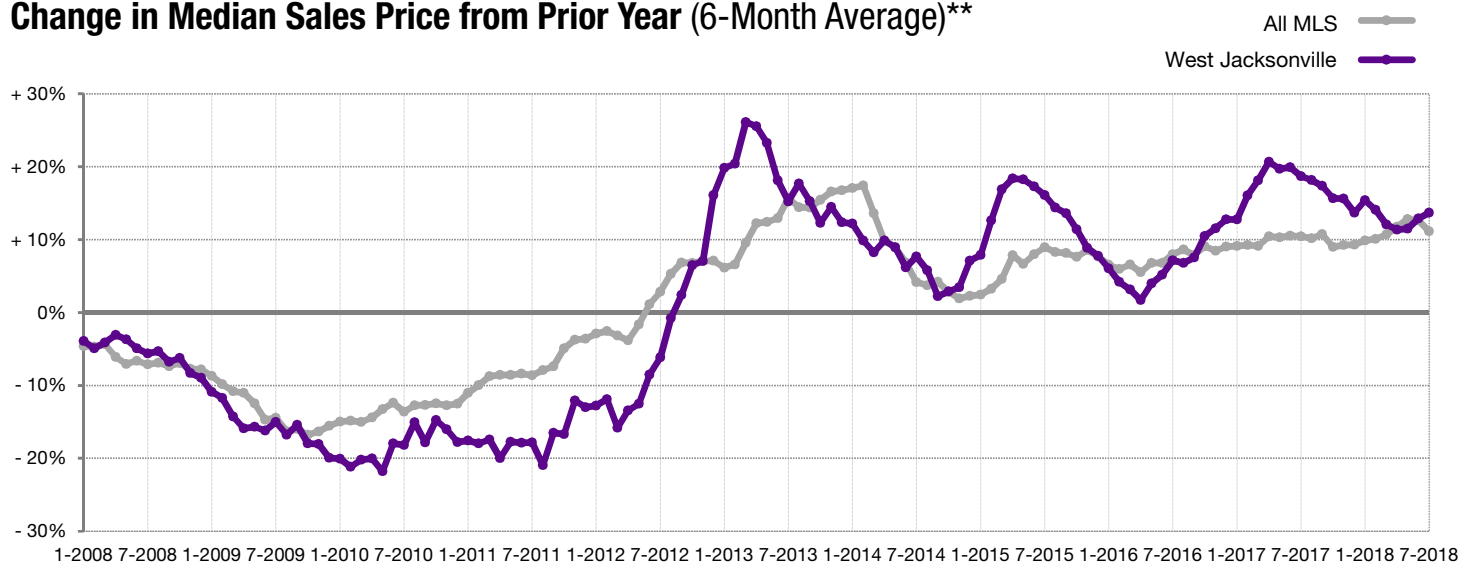


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – July 2018

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



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

+ 37.2% **- 16.7%** **+ 31.7%**

Change in
New Listings

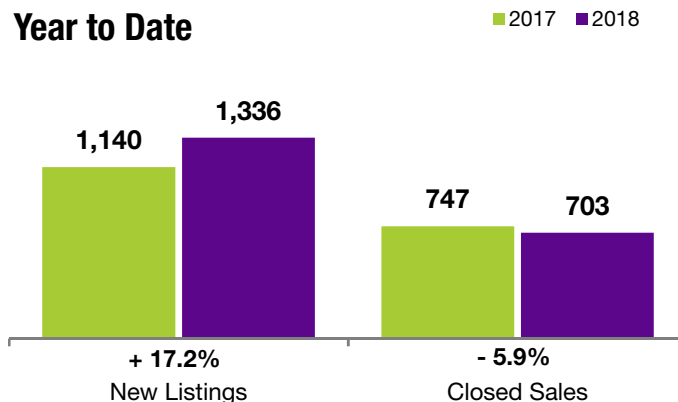
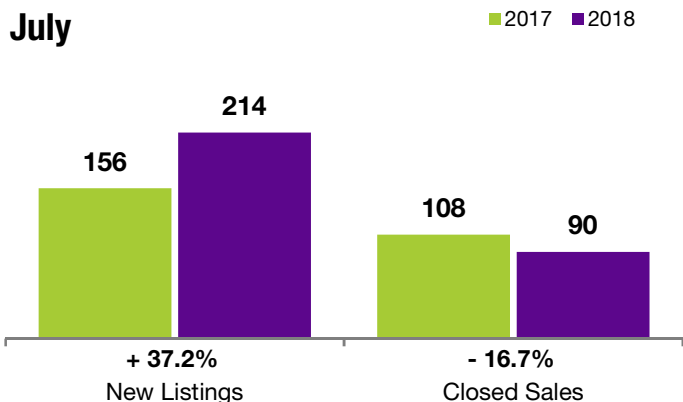
Change in
Closed Sales

Change in
Median Sales Price

Region 07

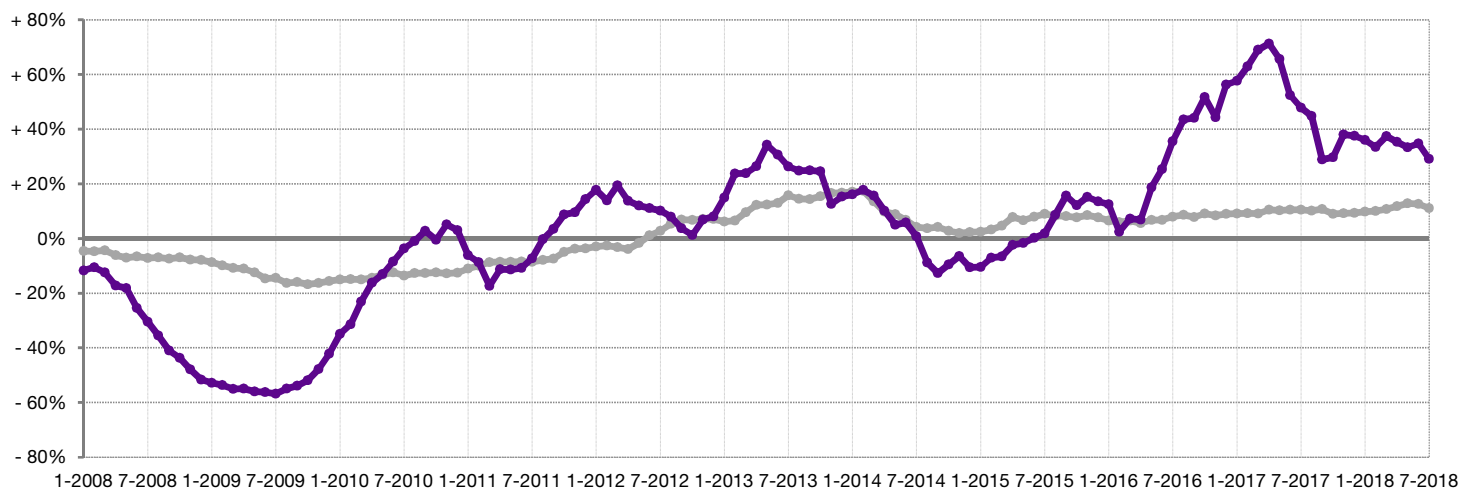
	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	156	214	+ 37.2%	1,140	1,336	+ 17.2%
Closed Sales	108	90	- 16.7%	747	703	- 5.9%
Median Sales Price*	\$41,750	\$55,000	+ 31.7%	\$46,000	\$55,000	+ 19.6%
Percent of Original List Price Received*	86.5%	90.0%	+ 4.0%	89.9%	91.7%	+ 2.0%
Percent of Properties Sold Over List Price*	8.3%	11.2%	+ 34.9%	13.3%	13.0%	- 2.3%
Days on Market Until Sale	66	58	- 12.1%	72	56	- 22.2%
Inventory of Homes for Sale	433	468	+ 8.1%	--	--	--
Months Supply of Inventory	4.2	4.5	+ 7.1%	--	--	--

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



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

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



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Local Market Update – July 2018

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



Marietta / Whitehouse / Baldwin / Garden St / Dinsmore

+ 41.7%

0.0%

+ 42.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

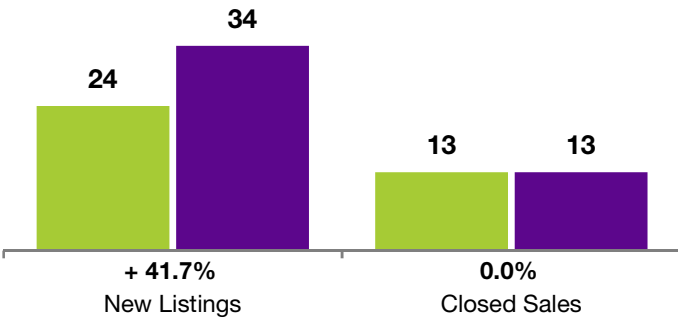
Region 08

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	24	34	+ 41.7%	163	231	+ 41.7%
Closed Sales	13	13	0.0%	127	136	+ 7.1%
Median Sales Price*	\$120,682	\$172,500	+ 42.9%	\$145,500	\$172,250	+ 18.4%
Percent of Original List Price Received*	98.1%	94.0%	- 4.2%	94.0%	95.8%	+ 1.9%
Percent of Properties Sold Over List Price*	33.3%	23.1%	- 30.6%	16.7%	22.8%	+ 36.5%
Days on Market Until Sale	69	55	- 20.3%	72	52	- 27.8%
Inventory of Homes for Sale	71	78	+ 9.9%	--	--	--
Months Supply of Inventory	3.7	3.6	- 2.7%	--	--	--

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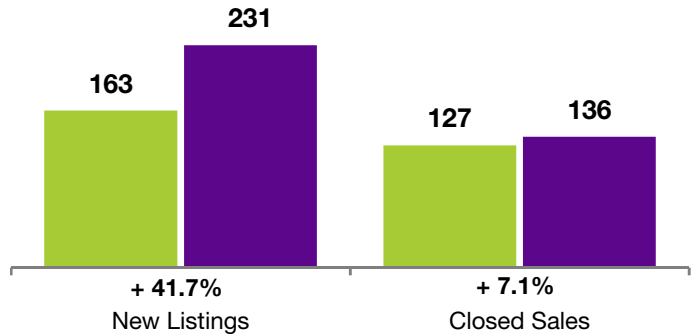
July

■ 2017 ■ 2018

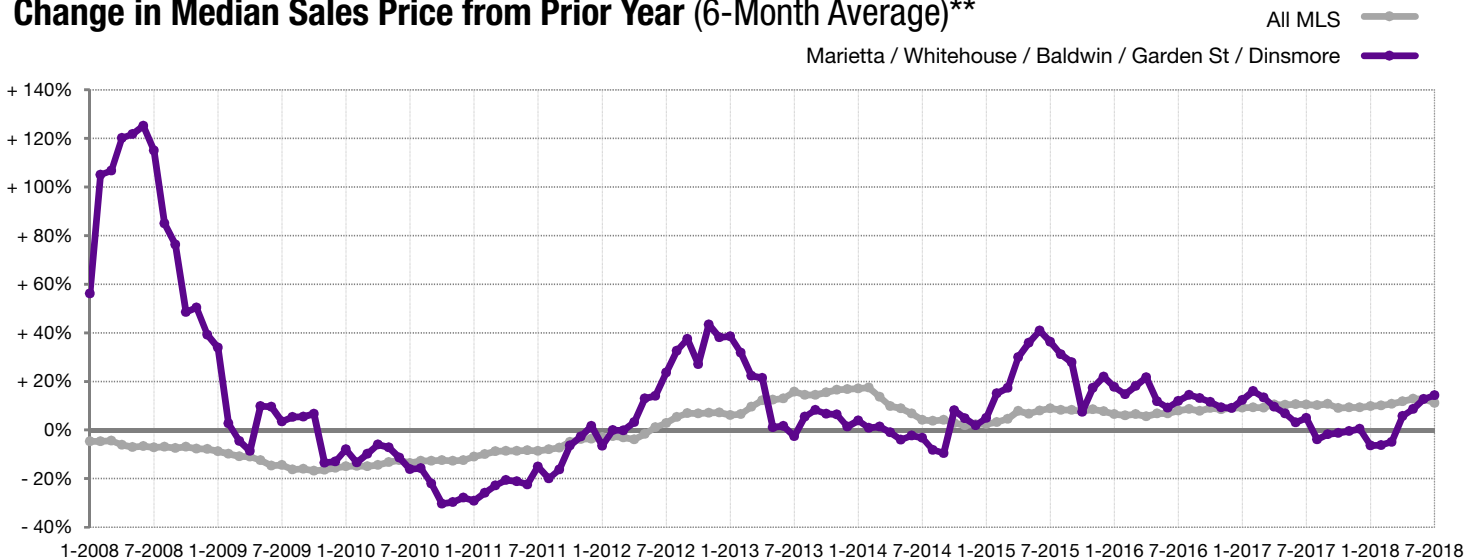


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – July 2018

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Jacksonville - North

+ 30.1%

- 0.8%

+ 7.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 09

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	176	229	+ 30.1%	1,202	1,278	+ 6.3%
Closed Sales	126	125	- 0.8%	946	926	- 2.1%
Median Sales Price*	\$189,945	\$205,000	+ 7.9%	\$189,990	\$211,170	+ 11.1%
Percent of Original List Price Received*	96.3%	96.6%	+ 0.3%	95.7%	96.7%	+ 1.0%
Percent of Properties Sold Over List Price*	11.1%	19.2%	+ 73.0%	16.5%	15.4%	- 6.7%
Days on Market Until Sale	55	53	- 3.6%	71	73	+ 2.8%
Inventory of Homes for Sale	442	411	- 7.0%	--	--	--
Months Supply of Inventory	3.5	3.2	- 8.6%	--	--	--

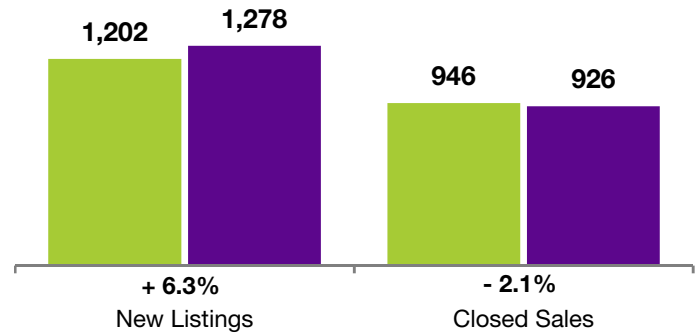
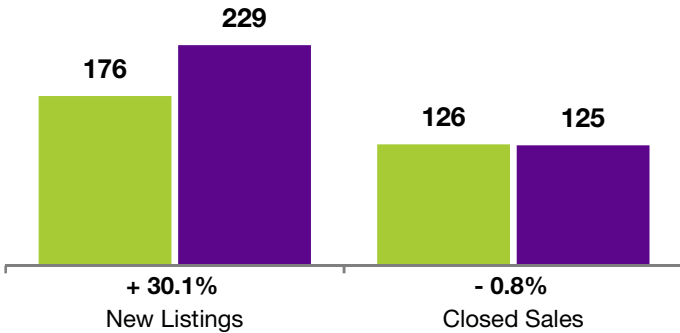
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July

■ 2017 ■ 2018

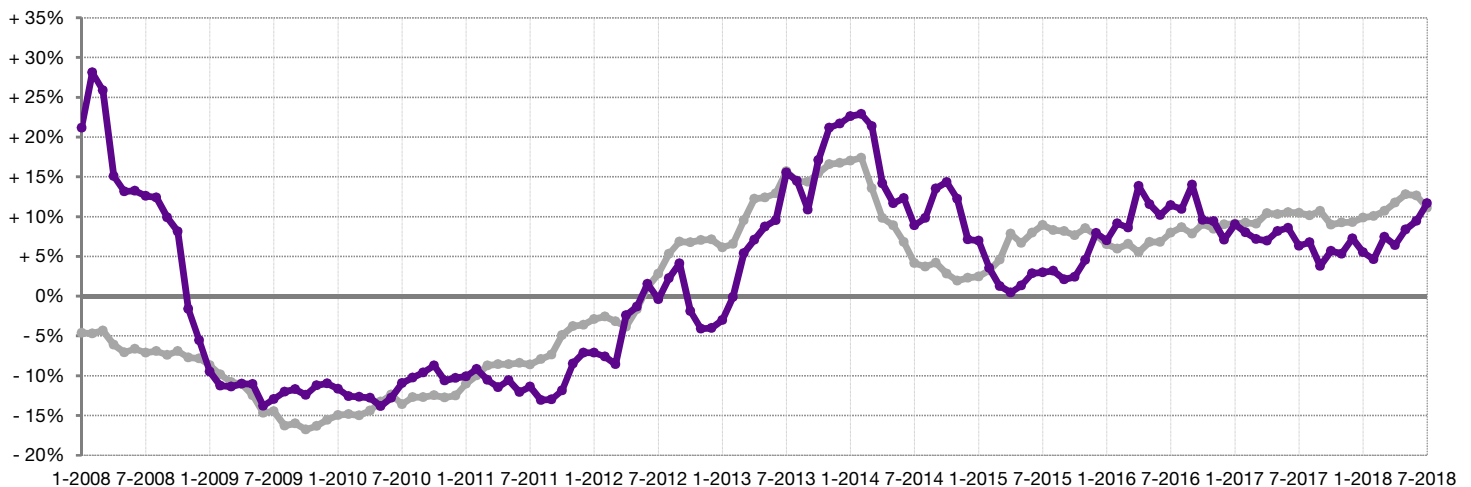
Year to Date

■ 2017 ■ 2018



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

All MLS —
Jacksonville - North —



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Local Market Update – July 2018

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Fleming Island Area

- 18.3%

Change in
New Listings

- 3.3%

Change in
Closed Sales

+ 4.3%

Change in
Median Sales Price

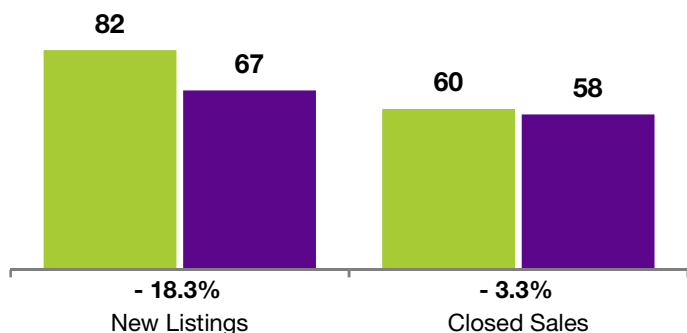
Region 12

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	82	67	- 18.3%	582	559	- 4.0%
Closed Sales	60	58	- 3.3%	442	369	- 16.5%
Median Sales Price*	\$273,250	\$285,000	+ 4.3%	\$257,000	\$268,990	+ 4.7%
Percent of Original List Price Received*	97.4%	97.0%	- 0.4%	96.1%	97.0%	+ 0.9%
Percent of Properties Sold Over List Price*	11.7%	15.5%	+ 32.5%	13.1%	11.4%	- 13.0%
Days on Market Until Sale	51	59	+ 15.7%	76	53	- 30.3%
Inventory of Homes for Sale	216	176	- 18.5%	--	--	--
Months Supply of Inventory	3.9	3.3	- 15.4%	--	--	--

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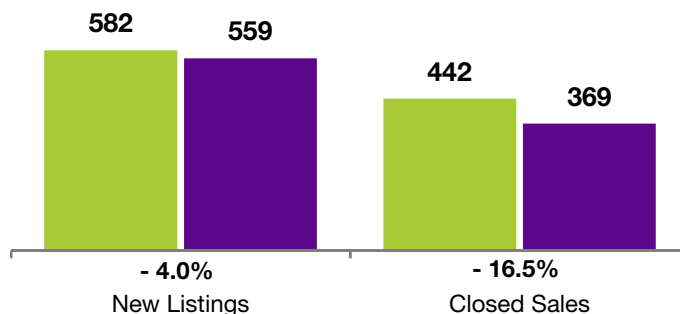
July

■ 2017 ■ 2018

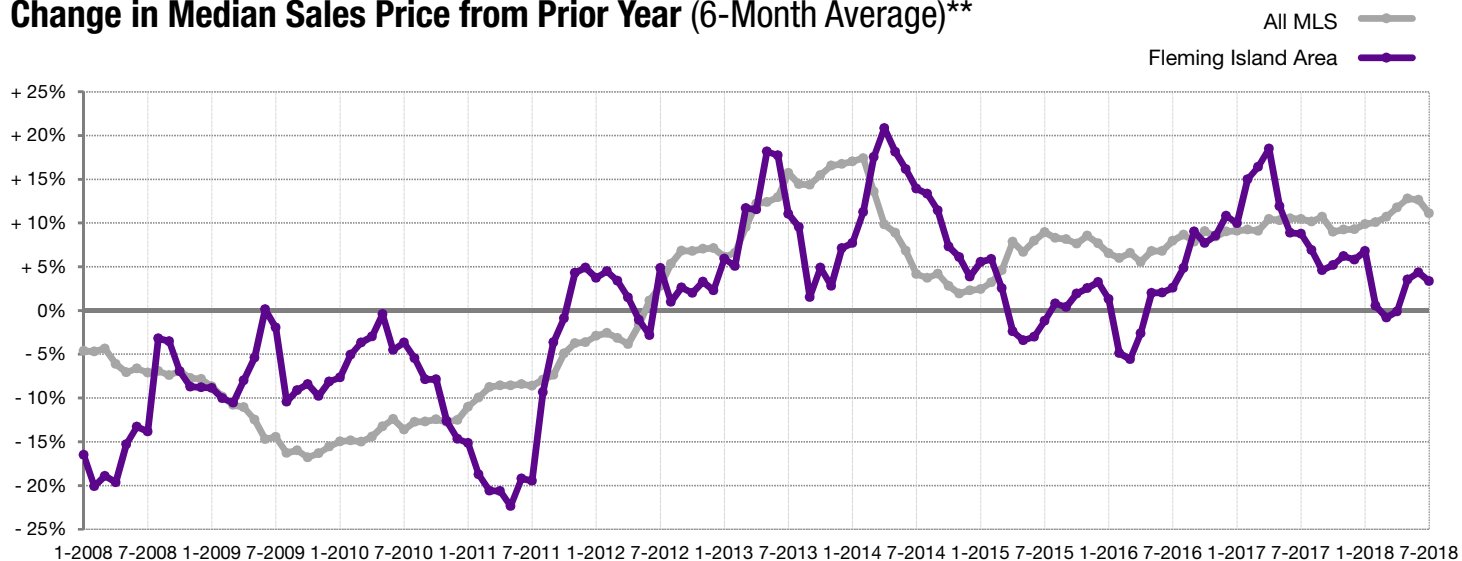


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – July 2018

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Orange Park

- 2.7%

Change in
New Listings

- 11.2%

Change in
Closed Sales

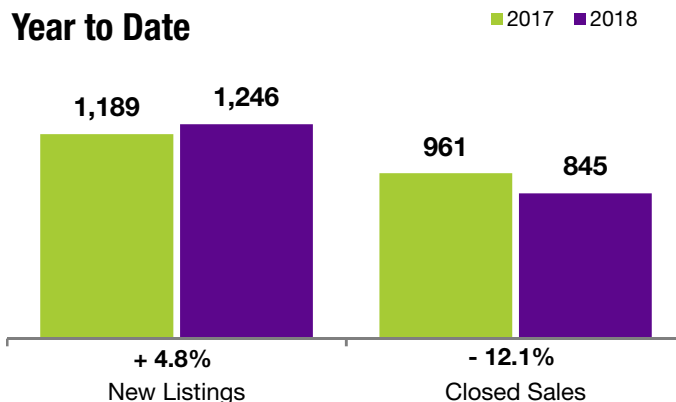
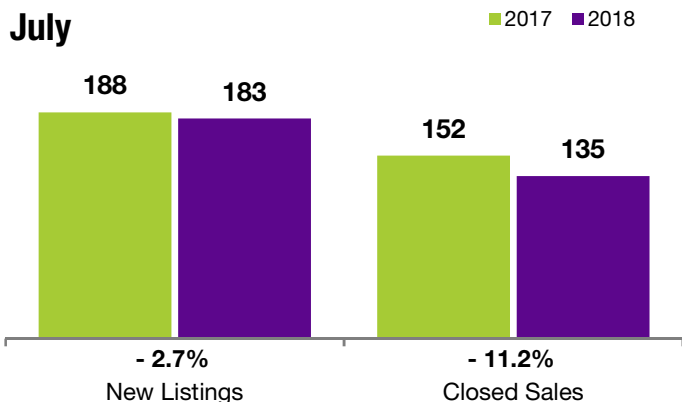
+ 12.3%

Change in
Median Sales Price

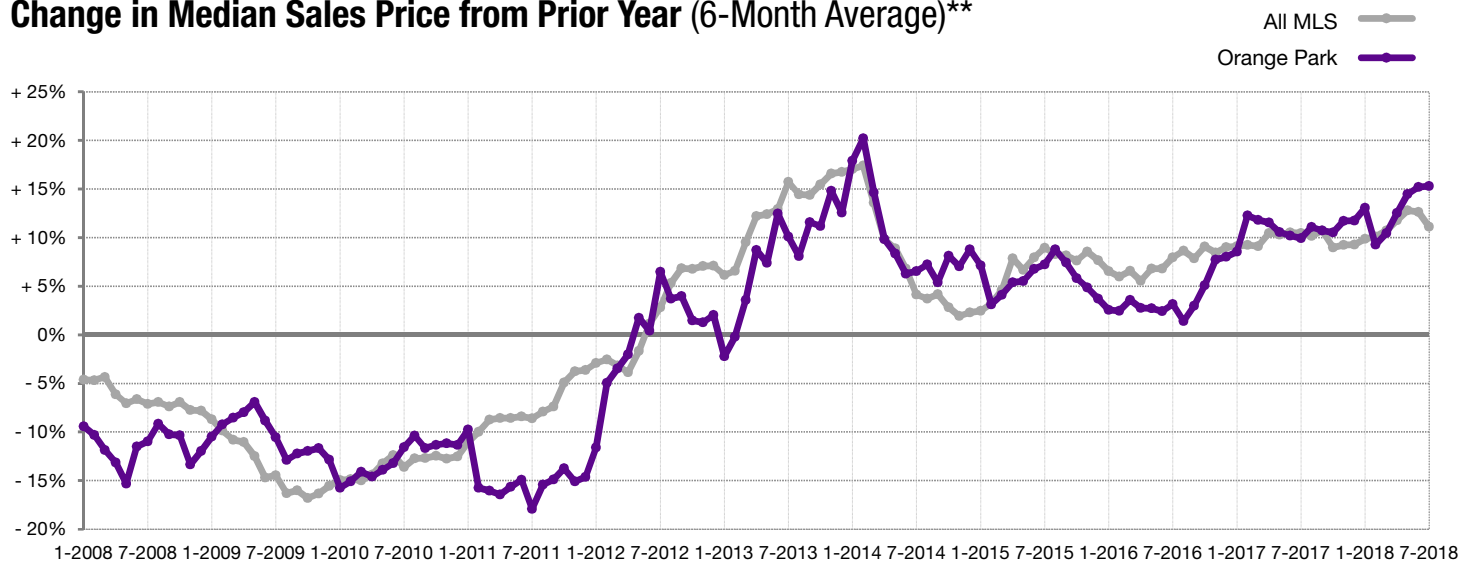
Region 13

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	188	183	- 2.7%	1,189	1,246	+ 4.8%
Closed Sales	152	135	- 11.2%	961	845	- 12.1%
Median Sales Price*	\$177,250	\$199,000	+ 12.3%	\$170,000	\$195,000	+ 14.7%
Percent of Original List Price Received*	97.1%	97.5%	+ 0.4%	97.0%	97.3%	+ 0.3%
Percent of Properties Sold Over List Price*	25.0%	21.5%	- 14.0%	21.1%	19.3%	- 8.5%
Days on Market Until Sale	48	49	+ 2.1%	58	47	- 19.0%
Inventory of Homes for Sale	350	351	+ 0.3%	--	--	--
Months Supply of Inventory	2.7	2.8	+ 3.7%	--	--	--

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



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Local Market Update – July 2018

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Middleburg Vicinity

+ 61.6%

+ 4.7%

+ 14.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 14

July

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	86	139	+ 61.6%	654	801	+ 22.5%
Closed Sales	86	90	+ 4.7%	571	540	- 5.4%
Median Sales Price*	\$170,600	\$194,500	+ 14.0%	\$170,990	\$194,000	+ 13.5%
Percent of Original List Price Received*	94.6%	97.0%	+ 2.5%	95.3%	96.6%	+ 1.4%
Percent of Properties Sold Over List Price*	14.0%	18.9%	+ 35.0%	16.8%	20.4%	+ 21.4%
Days on Market Until Sale	69	51	- 26.1%	73	47	- 35.6%
Inventory of Homes for Sale	219	279	+ 27.4%	--	--	--
Months Supply of Inventory	2.8	3.7	+ 32.1%	--	--	--

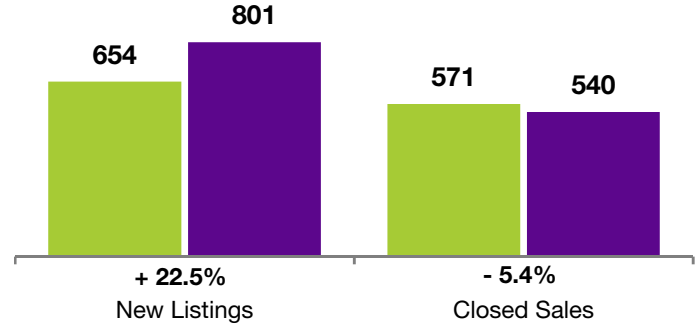
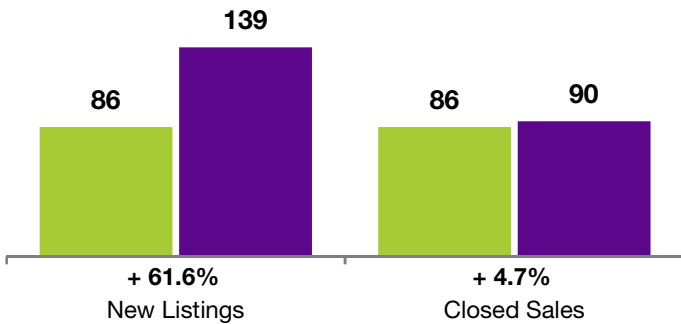
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July

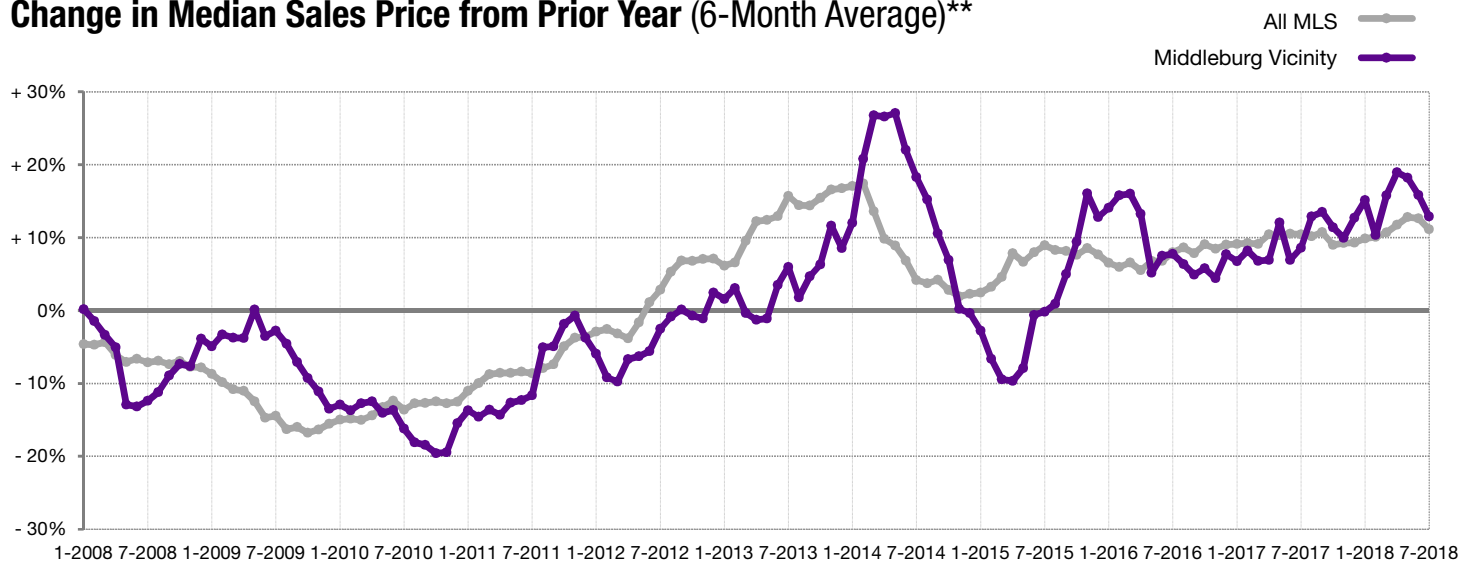
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



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Local Market Update – July 2018

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Keystone Heights Vicinity

Region 15

+ 36.8%

- 28.6%

+ 41.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	19	26	+ 36.8%	191	175	- 8.4%
Closed Sales	14	10	- 28.6%	124	114	- 8.1%
Median Sales Price*	\$80,000	\$113,500	+ 41.9%	\$98,250	\$124,750	+ 27.0%
Percent of Original List Price Received*	91.8%	92.7%	+ 1.0%	91.4%	92.1%	+ 0.8%
Percent of Properties Sold Over List Price*	7.1%	20.0%	+ 181.7%	13.7%	18.4%	+ 34.3%
Days on Market Until Sale	133	108	- 18.8%	102	115	+ 12.7%
Inventory of Homes for Sale	116	85	- 26.7%	--	--	--
Months Supply of Inventory	6.8	4.9	- 27.9%	--	--	--

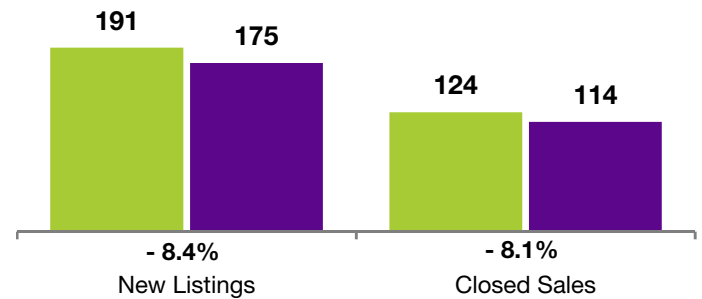
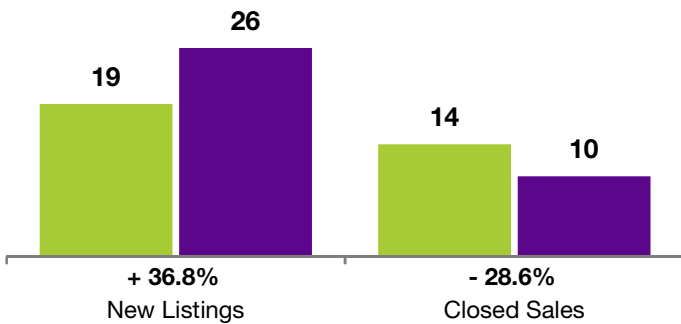
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July

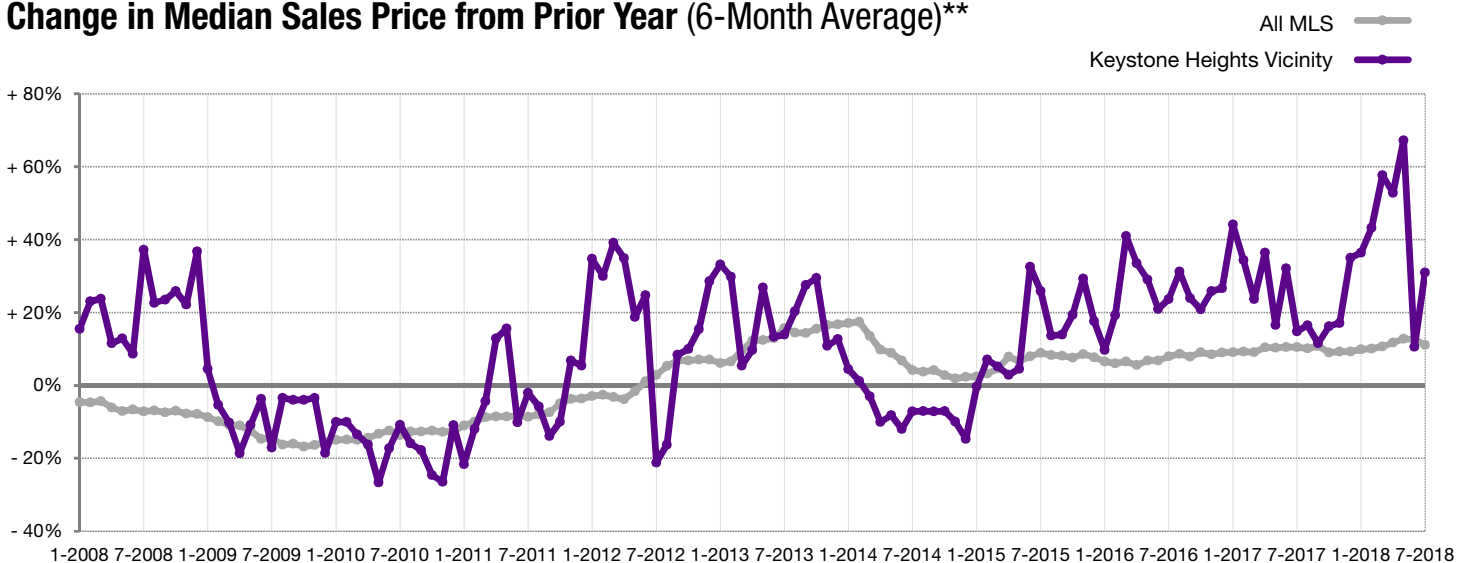
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



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



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Local Market Update – July 2018

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Green Cove Springs

- 15.5%

- 4.3%

+ 19.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 16

July

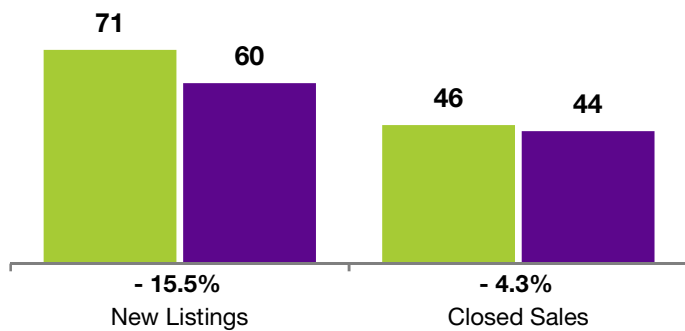
Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	71	60	- 15.5%	414	411	- 0.7%
Closed Sales	46	44	- 4.3%	299	316	+ 5.7%
Median Sales Price*	\$190,995	\$227,950	+ 19.3%	\$201,990	\$228,755	+ 13.3%
Percent of Original List Price Received*	97.6%	96.7%	- 0.9%	96.1%	98.0%	+ 2.0%
Percent of Properties Sold Over List Price*	19.6%	9.1%	- 53.6%	12.4%	16.1%	+ 29.8%
Days on Market Until Sale	69	64	- 7.2%	80	72	- 10.0%
Inventory of Homes for Sale	177	167	- 5.6%	--	--	--
Months Supply of Inventory	4.1	3.9	- 4.9%	--	--	--

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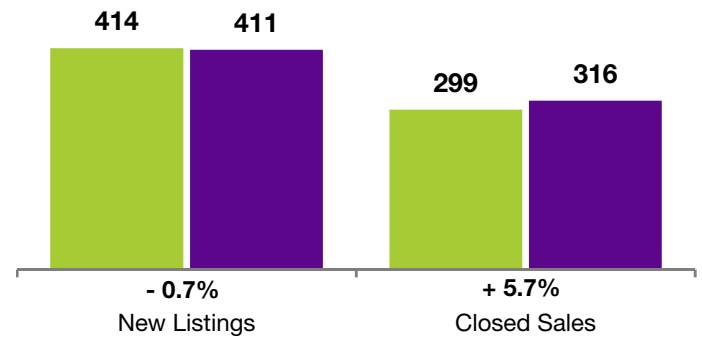
July

■ 2017 ■ 2018

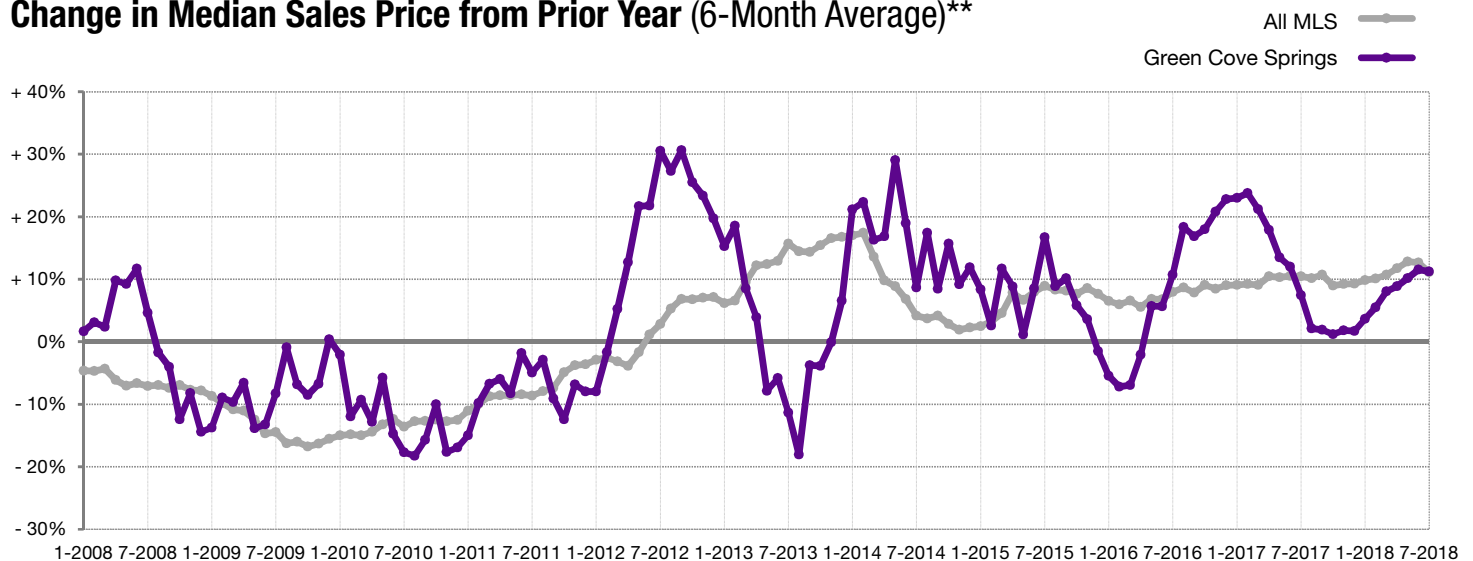


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – July 2018

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Jacksonville Beach

+ 44.4%

+ 32.0%

+ 6.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 21

July

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	63	91	+ 44.4%	581	642	+ 10.5%
Closed Sales	50	66	+ 32.0%	383	390	+ 1.8%
Median Sales Price*	\$386,000	\$409,850	+ 6.2%	\$360,000	\$385,500	+ 7.1%
Percent of Original List Price Received*	95.6%	95.7%	+ 0.1%	95.7%	95.7%	0.0%
Percent of Properties Sold Over List Price*	4.0%	9.1%	+ 127.5%	9.9%	8.5%	- 14.1%
Days on Market Until Sale	63	68	+ 7.9%	65	69	+ 6.2%
Inventory of Homes for Sale	212	260	+ 22.6%	--	--	--
Months Supply of Inventory	4.1	5.1	+ 24.4%	--	--	--

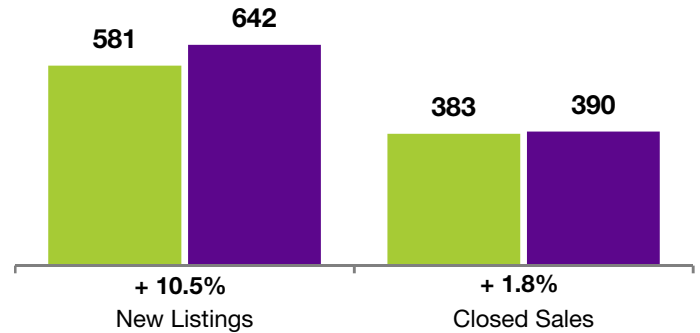
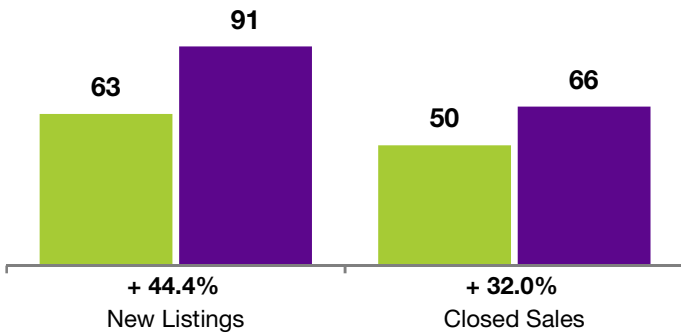
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July

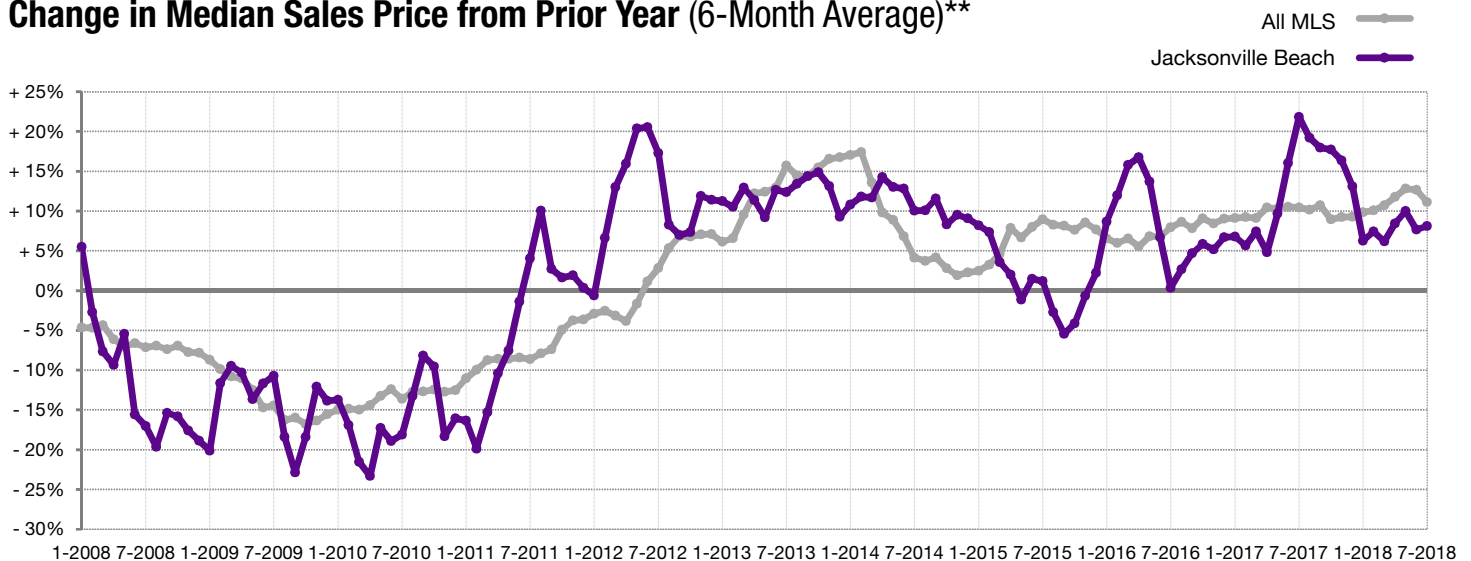
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



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



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Local Market Update – July 2018

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Neptune Beach

+ 100.0%

0.0%

+ 35.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 22

July

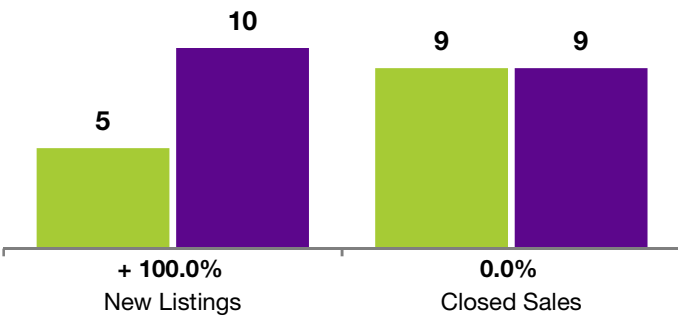
Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	5	10	+ 100.0%	88	89	+ 1.1%
Closed Sales	9	9	0.0%	77	67	- 13.0%
Median Sales Price*	\$370,000	\$500,000	+ 35.1%	\$366,000	\$450,000	+ 23.0%
Percent of Original List Price Received*	96.6%	96.8%	+ 0.2%	94.3%	95.1%	+ 0.8%
Percent of Properties Sold Over List Price*	22.2%	0.0%	- 100.0%	13.0%	9.0%	- 30.8%
Days on Market Until Sale	57	24	- 57.9%	74	60	- 18.9%
Inventory of Homes for Sale	30	32	+ 6.7%	--	--	--
Months Supply of Inventory	2.9	3.4	+ 17.2%	--	--	--

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

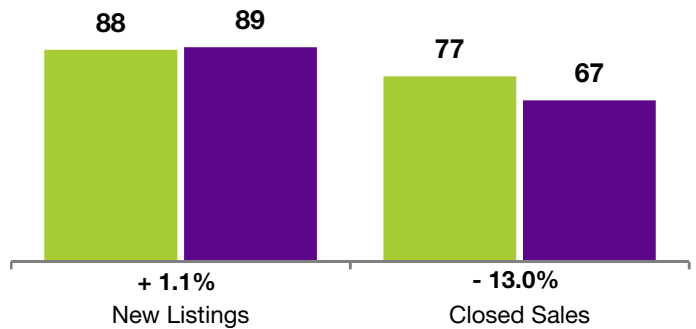
July

■ 2017 ■ 2018

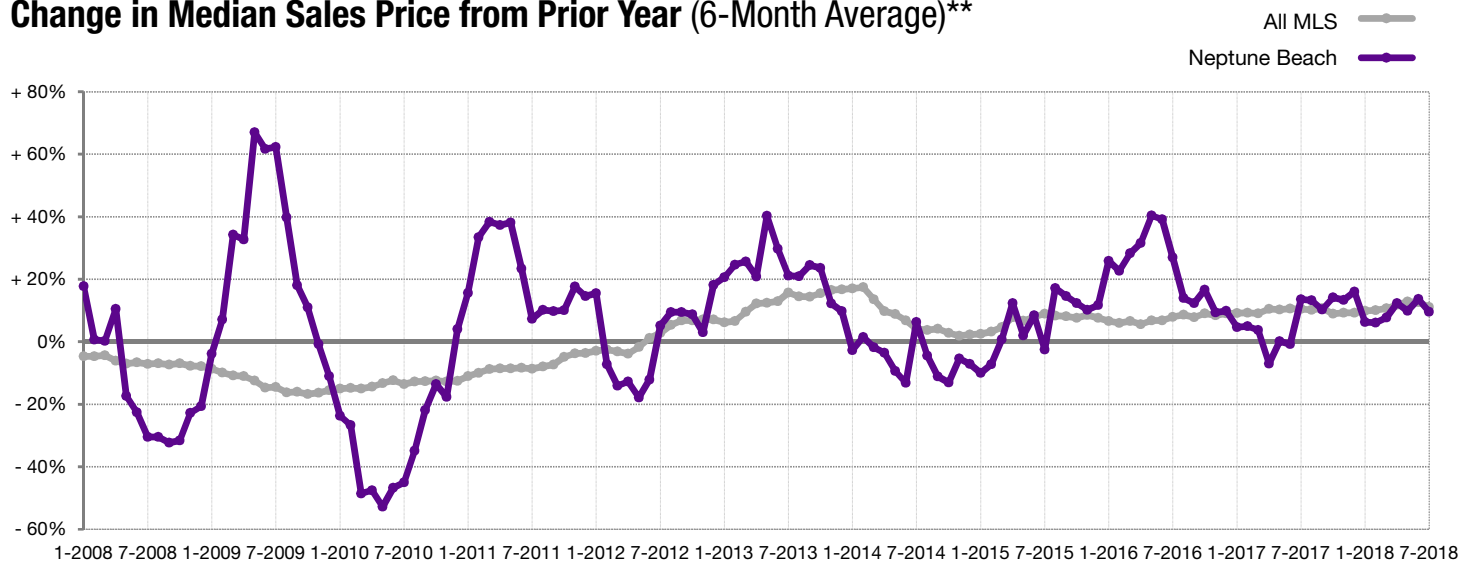


Year to Date

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

Local Market Update – July 2018

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



Atlantic Beach

+ 75.0%

- 3.8%

+ 39.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 23

July

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	28	49	+ 75.0%	215	249	+ 15.8%
Closed Sales	26	25	- 3.8%	155	173	+ 11.6%
Median Sales Price*	\$336,700	\$469,950	+ 39.6%	\$409,000	\$425,000	+ 3.9%
Percent of Original List Price Received*	94.6%	95.2%	+ 0.6%	95.3%	95.6%	+ 0.3%
Percent of Properties Sold Over List Price*	7.7%	12.0%	+ 55.8%	11.0%	13.9%	+ 26.4%
Days on Market Until Sale	105	139	+ 32.4%	83	84	+ 1.2%
Inventory of Homes for Sale	90	107	+ 18.9%	--	--	--
Months Supply of Inventory	3.7	4.5	+ 21.6%	--	--	--

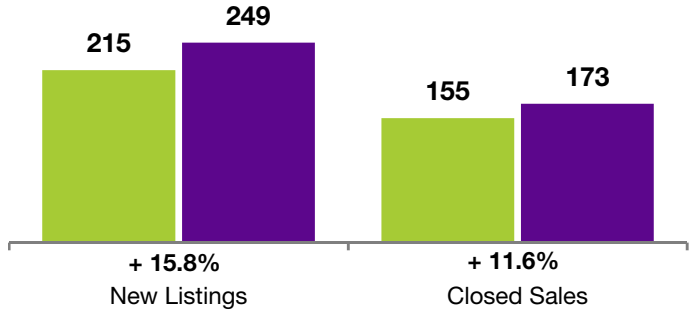
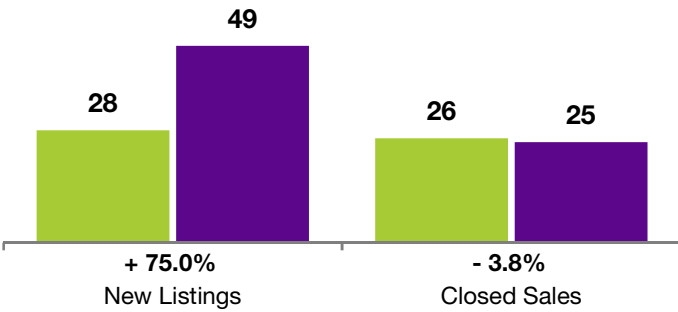
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July

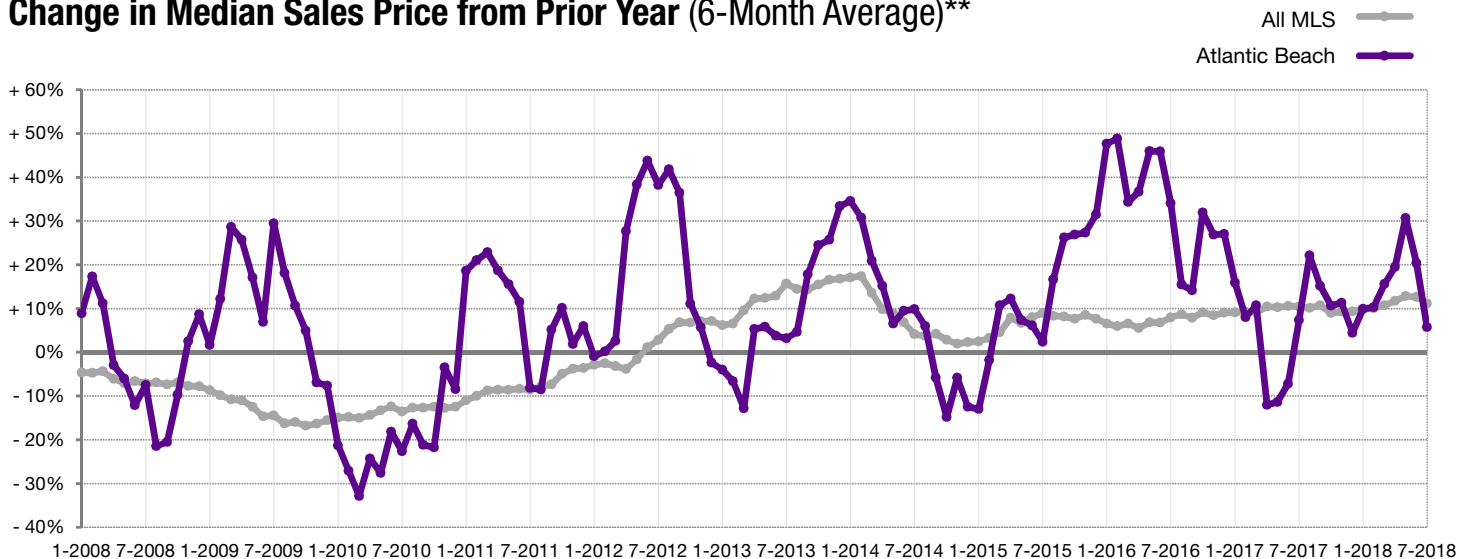
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



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



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Local Market Update – July 2018

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



NE St. Johns County – Ponte Vedra Beach North

+ 100.0% **+ 114.3%** **+ 139.2%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 25

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	16	32	+ 100.0%	205	257	+ 25.4%
Closed Sales	14	30	+ 114.3%	131	165	+ 26.0%
Median Sales Price*	\$317,750	\$760,000	+ 139.2%	\$657,000	\$534,900	- 18.6%
Percent of Original List Price Received*	93.9%	95.0%	+ 1.2%	93.9%	93.5%	- 0.4%
Percent of Properties Sold Over List Price*	0.0%	6.7%	--	9.9%	6.1%	- 38.4%
Days on Market Until Sale	76	74	- 2.6%	88	94	+ 6.8%
Inventory of Homes for Sale	120	131	+ 9.2%	--	--	--
Months Supply of Inventory	7.0	6.2	- 11.4%	--	--	--

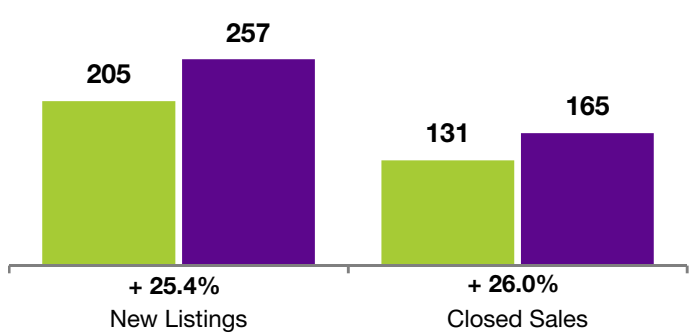
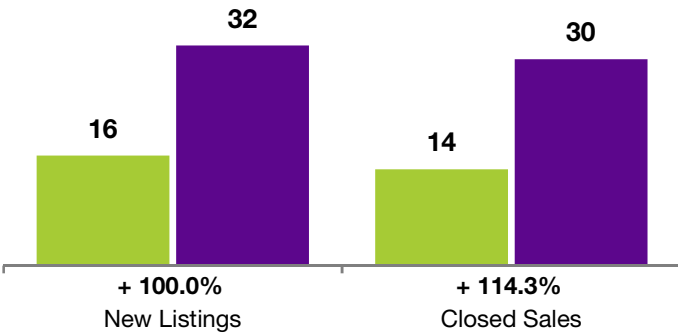
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July

■ 2017 ■ 2018

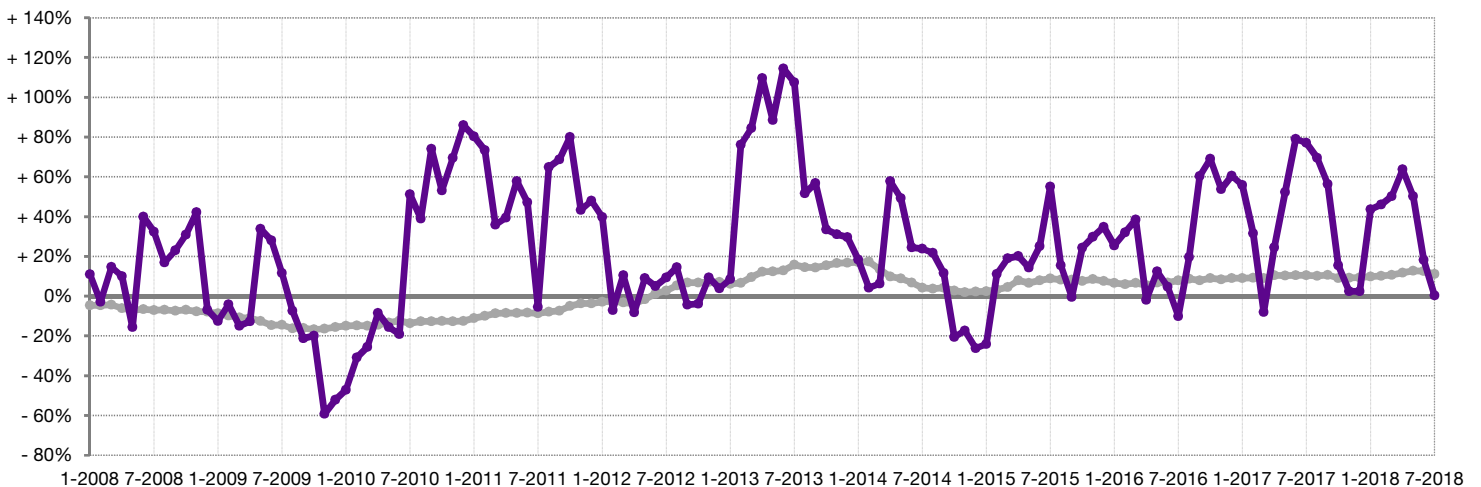
Year to Date

■ 2017 ■ 2018



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

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



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Local Market Update – July 2018

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



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

- 6.9%

Change in
New Listings

- 1.4%

Change in
Closed Sales

+ 9.4%

Change in
Median Sales Price

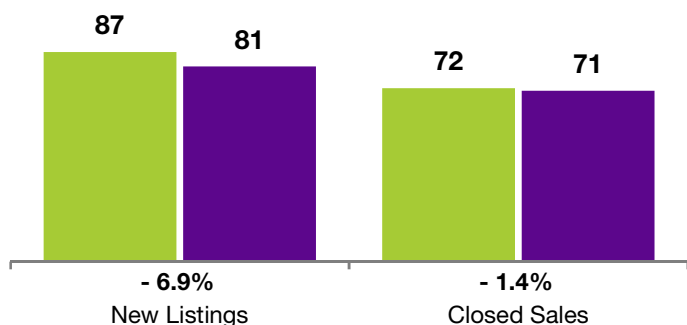
Region 26

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	87	81	- 6.9%	696	794	+ 14.1%
Closed Sales	72	71	- 1.4%	428	482	+ 12.6%
Median Sales Price*	\$425,000	\$465,000	+ 9.4%	\$454,500	\$464,370	+ 2.2%
Percent of Original List Price Received*	95.0%	94.0%	- 1.1%	95.1%	94.6%	- 0.5%
Percent of Properties Sold Over List Price*	8.3%	4.2%	- 49.4%	9.1%	6.8%	- 25.3%
Days on Market Until Sale	67	91	+ 35.8%	87	84	- 3.4%
Inventory of Homes for Sale	385	363	- 5.7%	--	--	--
Months Supply of Inventory	6.6	5.6	- 15.2%	--	--	--

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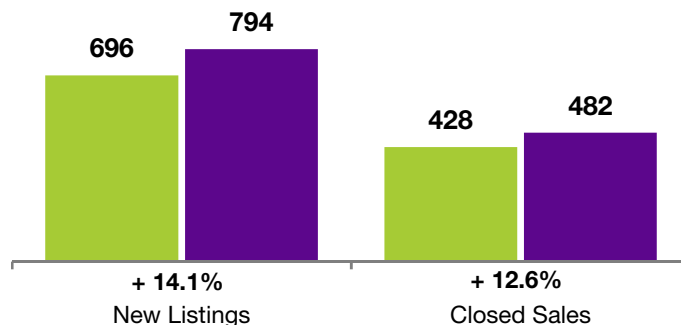
July

■ 2017 ■ 2018



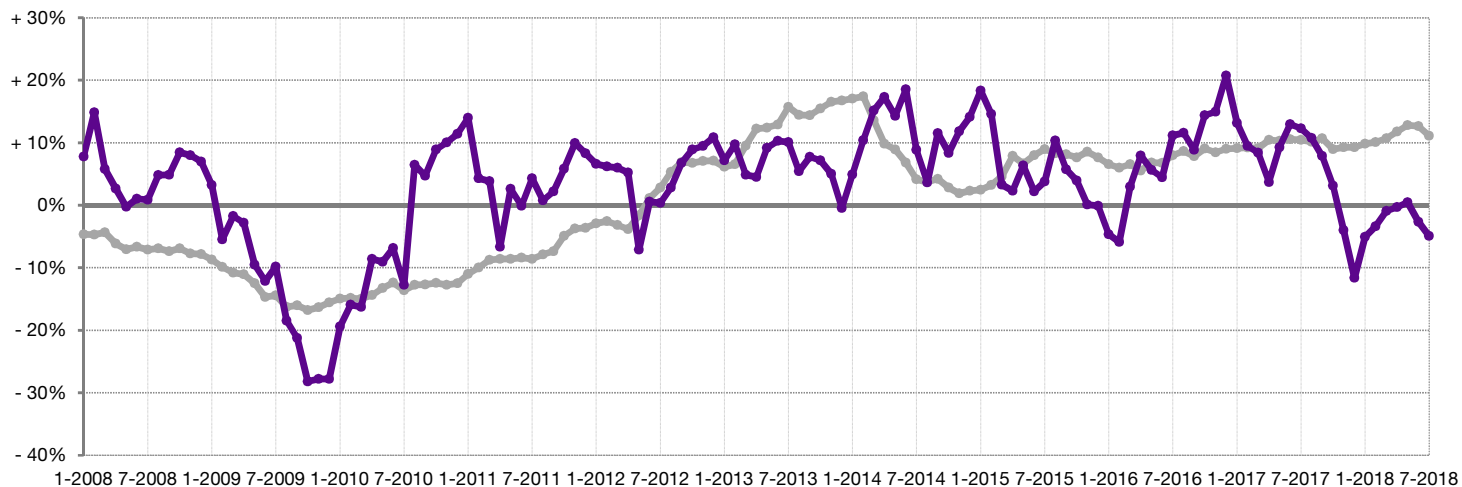
Year to Date

■ 2017 ■ 2018



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

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



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Local Market Update – July 2018

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



Ponte Vedra / Nocatee (St. Johns County)

+ 37.0%

- 19.4%

+ 1.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 27

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	73	100	+ 37.0%	597	676	+ 13.2%
Closed Sales	98	79	- 19.4%	518	452	- 12.7%
Median Sales Price*	\$395,985	\$400,000	+ 1.0%	\$379,950	\$418,090	+ 10.0%
Percent of Original List Price Received*	99.0%	97.0%	- 2.0%	98.3%	97.5%	- 0.8%
Percent of Properties Sold Over List Price*	15.3%	12.7%	- 17.0%	14.5%	13.3%	- 8.3%
Days on Market Until Sale	88	62	- 29.5%	95	63	- 33.7%
Inventory of Homes for Sale	198	231	+ 16.7%	--	--	--
Months Supply of Inventory	2.7	3.2	+ 18.5%	--	--	--

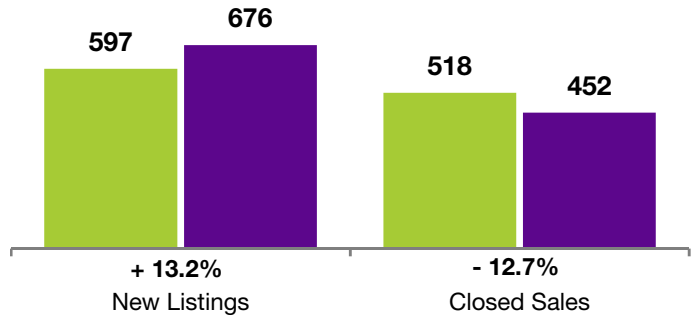
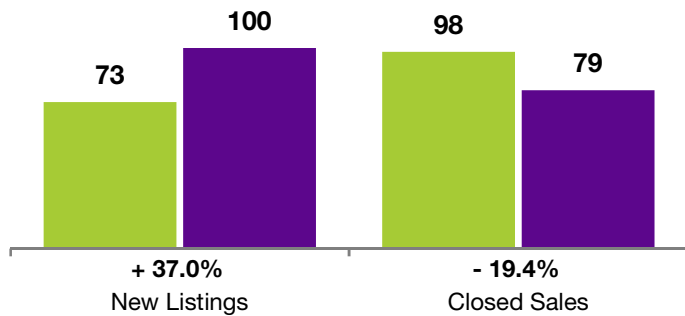
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July

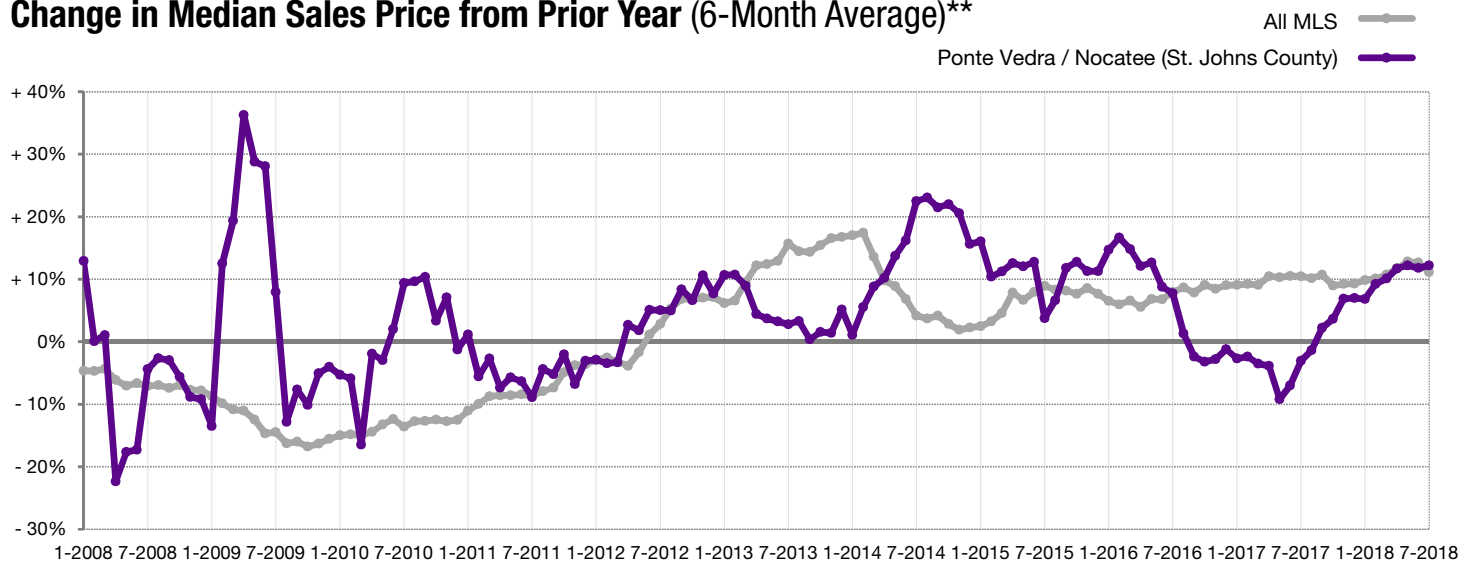
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



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



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Local Market Update – July 2018

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St. Johns County - NW

Region 30

+ 9.7%

Change in
New Listings

- 4.9%

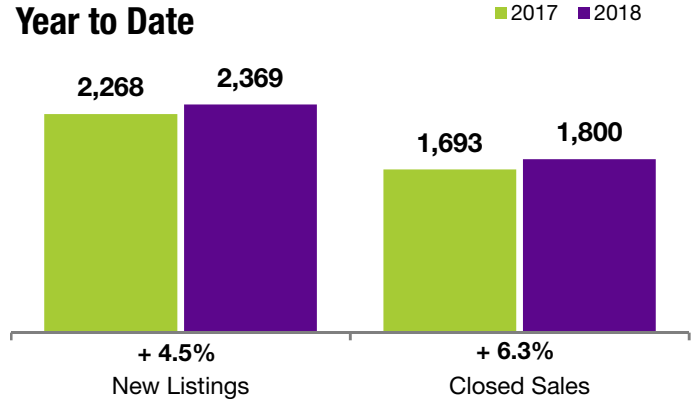
Change in
Closed Sales

+ 5.9%

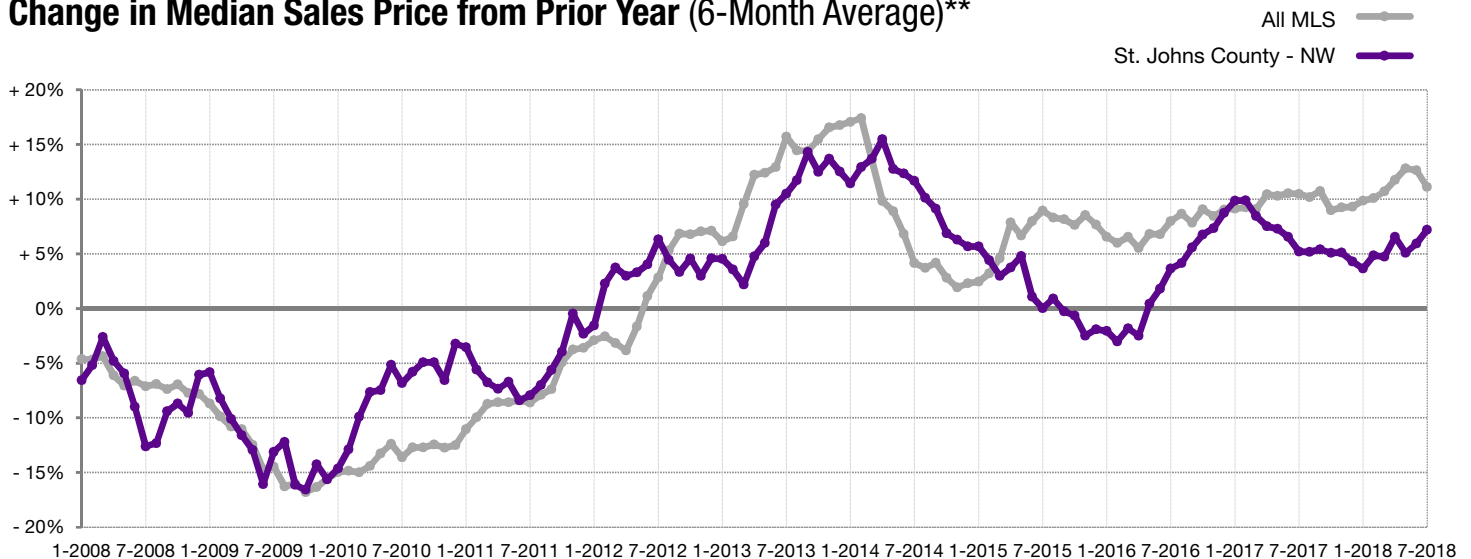
Change in
Median Sales Price

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	300	329	+ 9.7%	2,268	2,369	+ 4.5%
Closed Sales	287	273	- 4.9%	1,693	1,800	+ 6.3%
Median Sales Price*	\$305,000	\$323,000	+ 5.9%	\$295,000	\$316,500	+ 7.3%
Percent of Original List Price Received*	96.9%	96.9%	0.0%	96.4%	96.7%	+ 0.3%
Percent of Properties Sold Over List Price*	13.6%	13.2%	- 2.9%	11.9%	10.6%	- 10.9%
Days on Market Until Sale	69	67	- 2.9%	82	80	- 2.4%
Inventory of Homes for Sale	927	902	- 2.7%	--	--	--
Months Supply of Inventory	4.1	3.6	- 12.2%	--	--	--

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



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Local Market Update – July 2018

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



St. Johns County - NE

Region 31

- 7.0%

Change in
New Listings

+ 9.4%

Change in
Closed Sales

- 8.3%

Change in
Median Sales Price

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	43	40	- 7.0%	313	305	- 2.6%
Closed Sales	32	35	+ 9.4%	189	189	0.0%
Median Sales Price*	\$359,950	\$330,000	- 8.3%	\$385,000	\$364,990	- 5.2%
Percent of Original List Price Received*	95.3%	93.0%	- 2.4%	95.3%	95.1%	- 0.2%
Percent of Properties Sold Over List Price*	3.1%	2.9%	- 6.5%	7.4%	11.1%	+ 50.0%
Days on Market Until Sale	83	119	+ 43.4%	103	103	0.0%
Inventory of Homes for Sale	165	158	- 4.2%	--	--	--
Months Supply of Inventory	6.4	5.8	- 9.4%	--	--	--

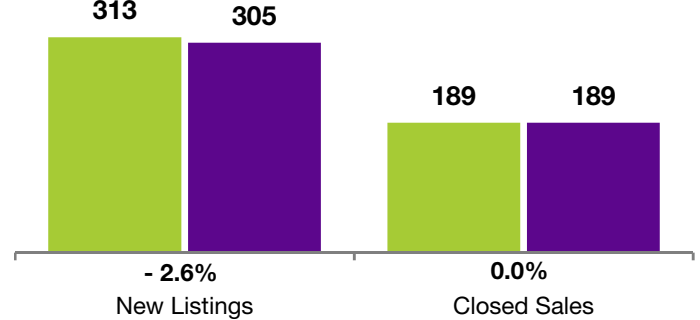
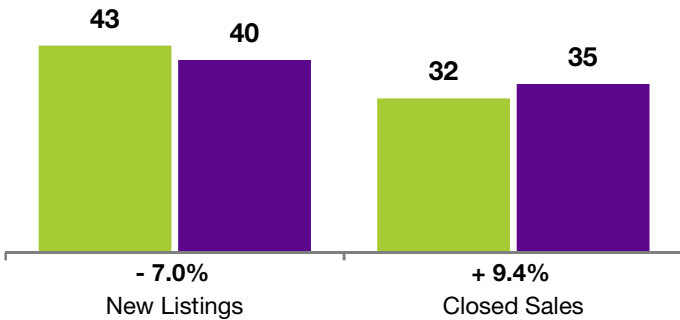
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July

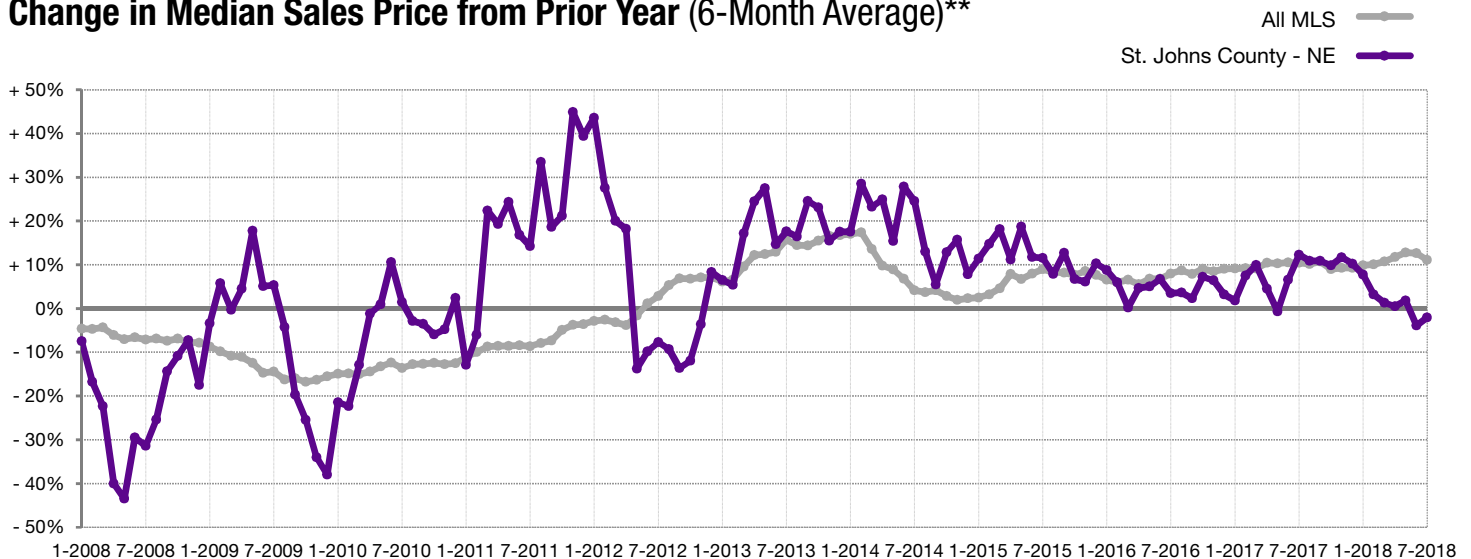
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



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



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Local Market Update – July 2018

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

+ 95.7%

+ 50.0%

+ 4.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

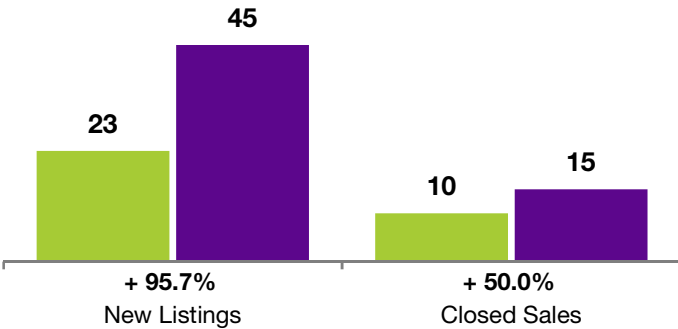
Region 32

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	23	45	+ 95.7%	131	179	+ 36.6%
Closed Sales	10	15	+ 50.0%	69	93	+ 34.8%
Median Sales Price*	\$310,000	\$322,500	+ 4.0%	\$315,000	\$290,000	- 7.9%
Percent of Original List Price Received*	92.5%	92.9%	+ 0.4%	92.1%	92.6%	+ 0.5%
Percent of Properties Sold Over List Price*	0.0%	0.0%	--	5.8%	4.3%	- 25.9%
Days on Market Until Sale	73	61	- 16.4%	118	91	- 22.9%
Inventory of Homes for Sale	107	104	- 2.8%	--	--	--
Months Supply of Inventory	10.7	8.1	- 24.3%	--	--	--

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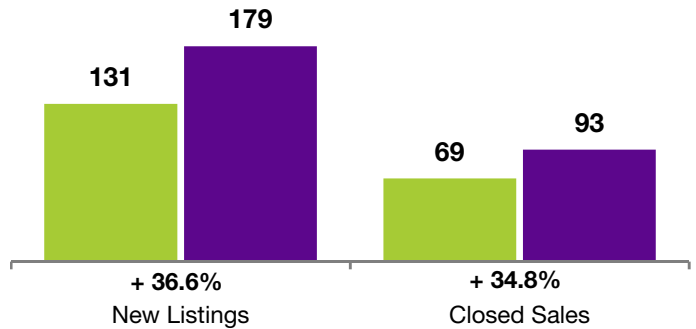
July

■ 2017 ■ 2018



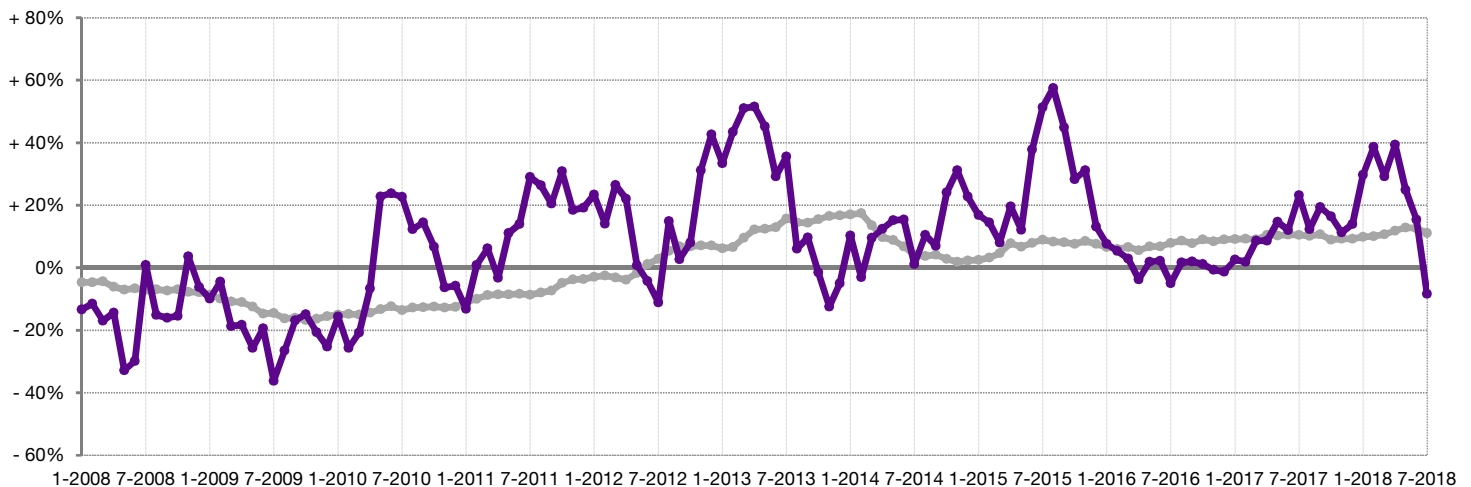
Year to Date

■ 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 – July 2018

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



St. Johns County - SE

Region 33

- 12.3% **- 28.1%** **+ 1.8%**

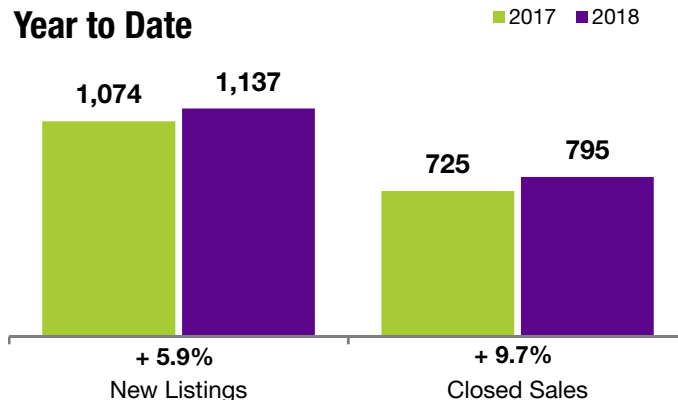
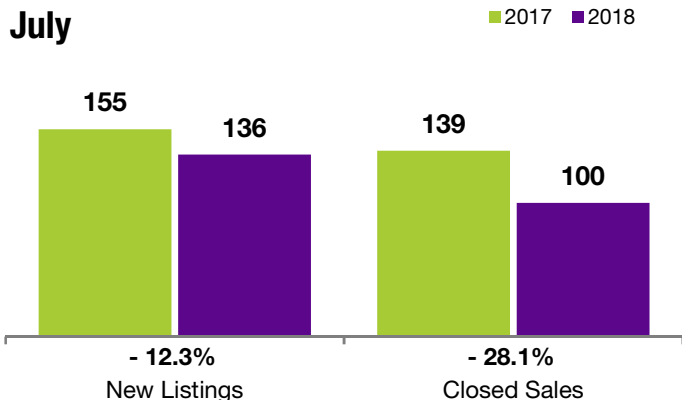
Change in
New Listings

Change in
Closed Sales

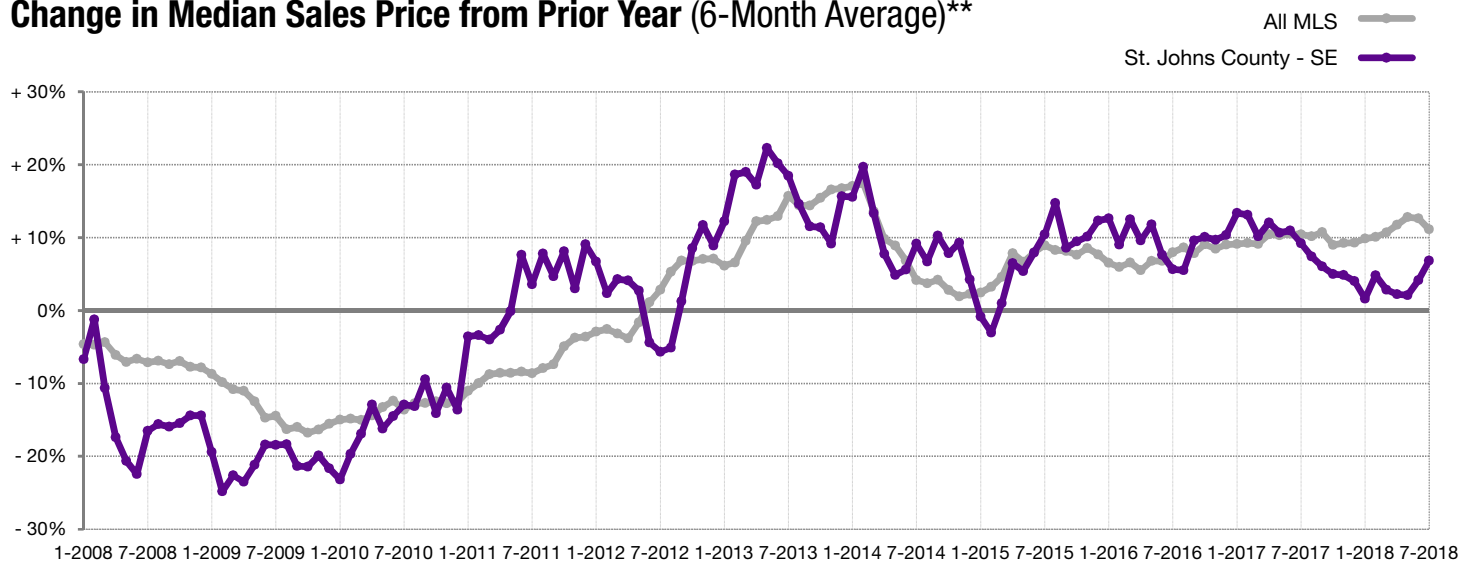
Change in
Median Sales Price

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	155	136	- 12.3%	1,074	1,137	+ 5.9%
Closed Sales	139	100	- 28.1%	725	795	+ 9.7%
Median Sales Price*	\$255,000	\$259,694	+ 1.8%	\$240,000	\$245,000	+ 2.1%
Percent of Original List Price Received*	95.0%	94.9%	- 0.1%	95.3%	95.3%	0.0%
Percent of Properties Sold Over List Price*	5.0%	5.0%	0.0%	8.0%	5.9%	- 26.3%
Days on Market Until Sale	100	89	- 11.0%	91	88	- 3.3%
Inventory of Homes for Sale	504	511	+ 1.4%	--	--	--
Months Supply of Inventory	4.9	4.6	- 6.1%	--	--	--

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



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Local Market Update – July 2018

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



St. Johns County - SW

Region 34

- 23.5% **+ 133.3%** **+ 4.2%**

Change in
New Listings

Change in
Closed Sales

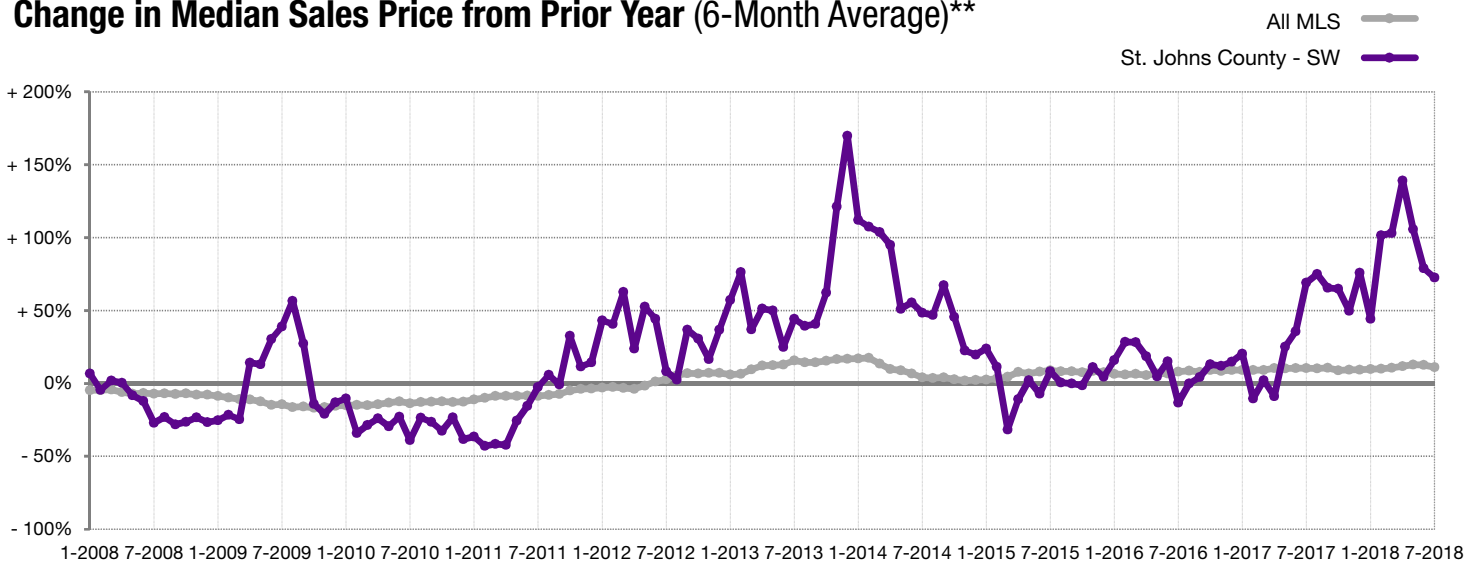
Change in
Median Sales Price

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	17	13	- 23.5%	99	111	+ 12.1%
Closed Sales	3	7	+ 133.3%	54	80	+ 48.1%
Median Sales Price*	\$226,000	\$235,500	+ 4.2%	\$204,250	\$234,000	+ 14.6%
Percent of Original List Price Received*	98.4%	92.4%	- 6.1%	97.0%	95.6%	- 1.4%
Percent of Properties Sold Over List Price*	33.3%	0.0%	- 100.0%	27.8%	13.8%	- 50.4%
Days on Market Until Sale	28	69	+ 146.4%	74	88	+ 18.9%
Inventory of Homes for Sale	55	52	- 5.5%	--	--	--
Months Supply of Inventory	6.4	5.6	- 12.5%	--	--	--

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



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Local Market Update – July 2018

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



Putnam County NE

+ 17.1%

- 5.0%

+ 19.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 56

July

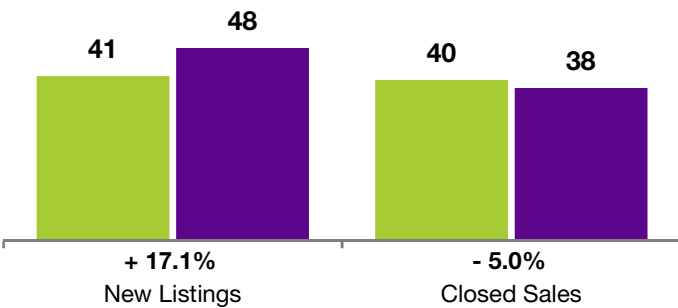
Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	41	48	+ 17.1%	326	301	- 7.7%
Closed Sales	40	38	- 5.0%	252	233	- 7.5%
Median Sales Price*	\$123,350	\$147,500	+ 19.6%	\$88,700	\$99,900	+ 12.6%
Percent of Original List Price Received*	94.1%	92.7%	- 1.5%	90.3%	90.9%	+ 0.7%
Percent of Properties Sold Over List Price*	12.5%	15.8%	+ 26.4%	12.3%	13.3%	+ 8.1%
Days on Market Until Sale	119	93	- 21.8%	119	87	- 26.9%
Inventory of Homes for Sale	197	136	- 31.0%	--	--	--
Months Supply of Inventory	5.7	4.3	- 24.6%	--	--	--

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

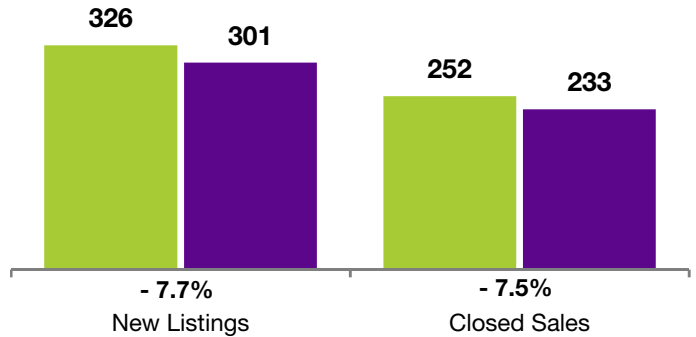
July

■ 2017 ■ 2018

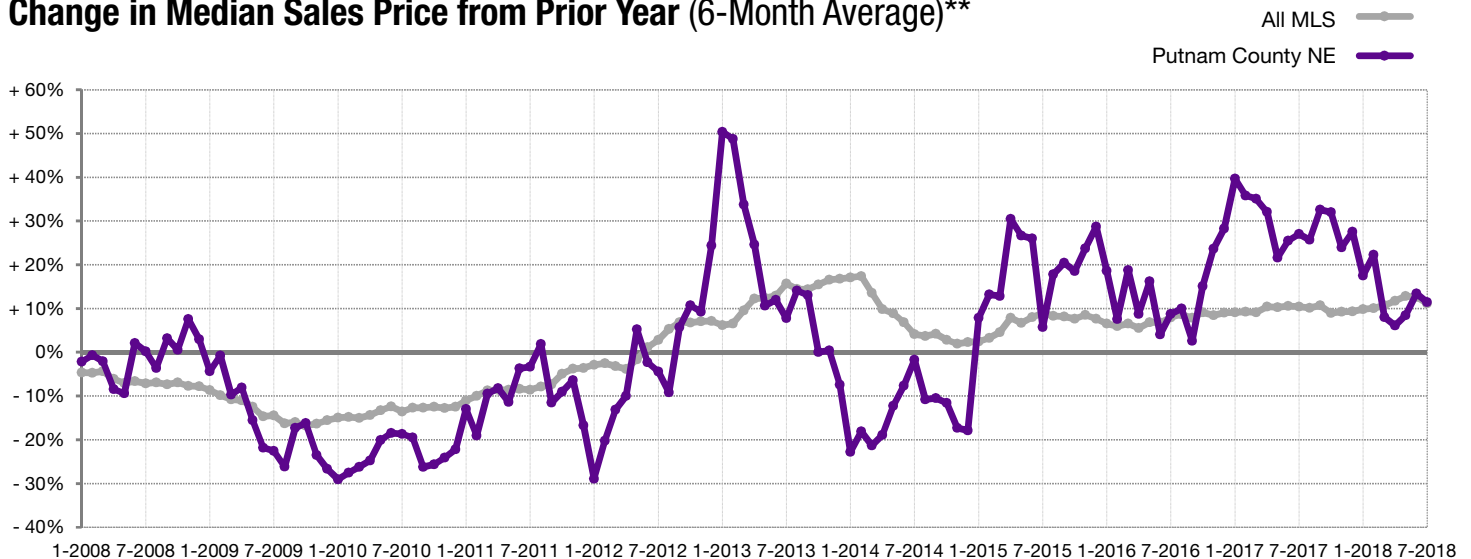


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – July 2018

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



Putnam County - West

Region 57

+ 3.8%

- 20.8%

- 22.3%

Change in
New Listings

Change in
Closed Sales

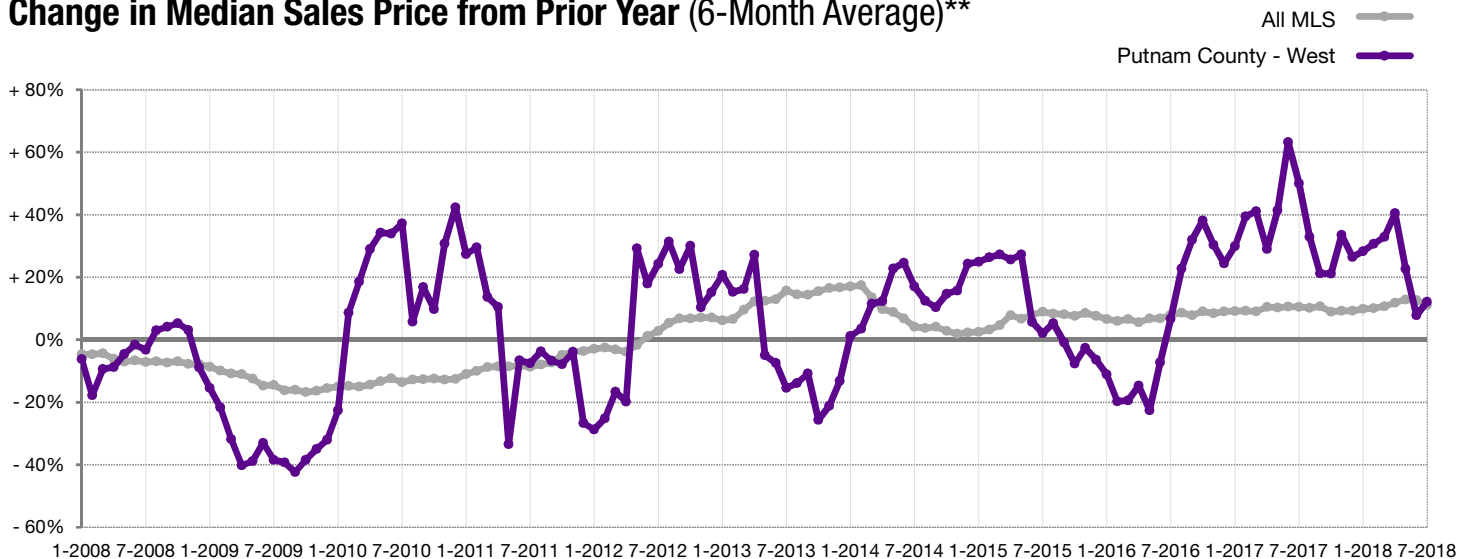
Change in
Median Sales Price

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	26	27	+ 3.8%	200	209	+ 4.5%
Closed Sales	24	19	- 20.8%	155	140	- 9.7%
Median Sales Price*	\$51,500	\$40,000	- 22.3%	\$59,700	\$62,000	+ 3.9%
Percent of Original List Price Received*	87.9%	86.4%	- 1.7%	89.0%	88.8%	- 0.2%
Percent of Properties Sold Over List Price*	16.7%	5.3%	- 68.3%	12.5%	7.9%	- 36.8%
Days on Market Until Sale	115	40	- 65.2%	129	99	- 23.3%
Inventory of Homes for Sale	141	94	- 33.3%	--	--	--
Months Supply of Inventory	6.9	4.4	- 36.2%	--	--	--

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



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



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Local Market Update – July 2018

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



Putnam County - South

Region 58

- 3.2%

Change in
New Listings

- 20.8%

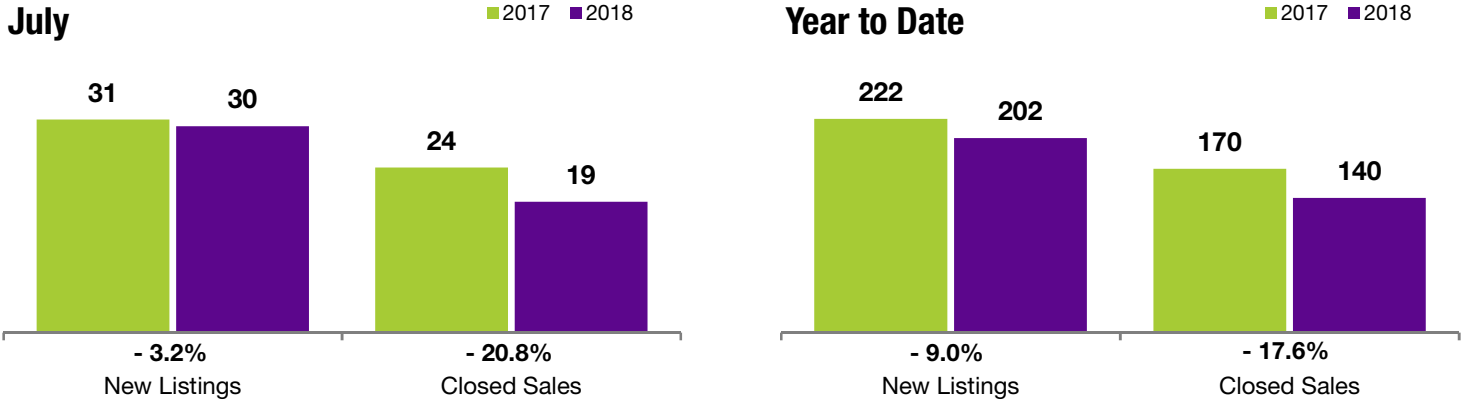
Change in
Closed Sales

+ 11.1%

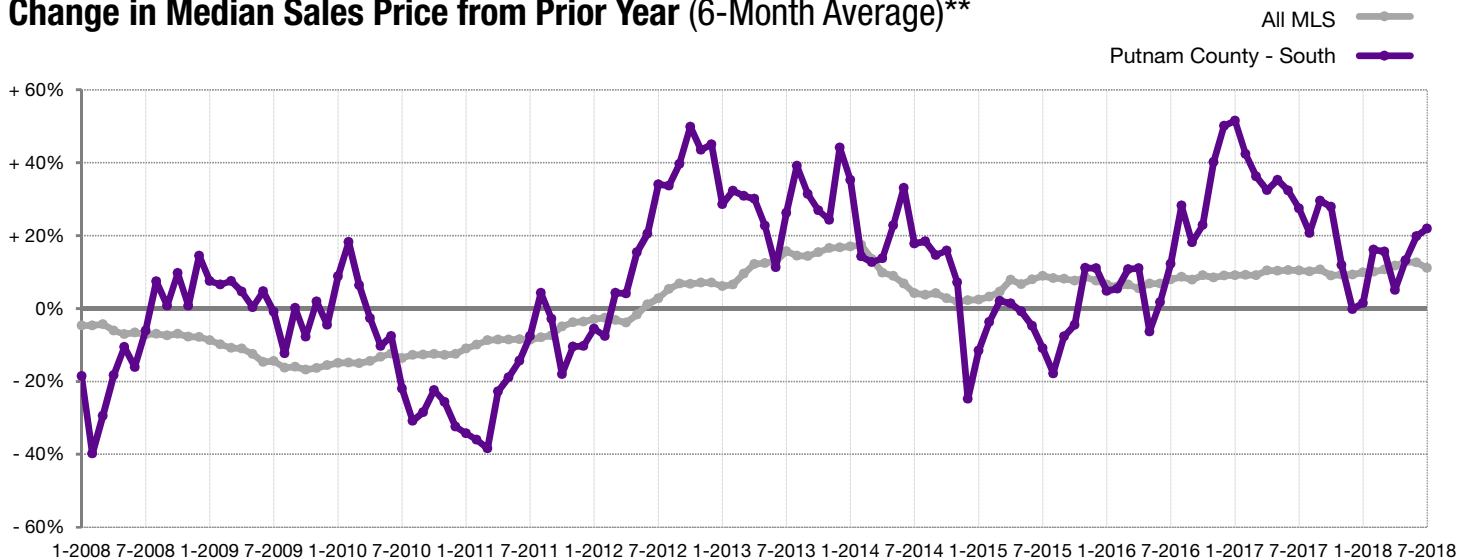
Change in
Median Sales Price

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	31	30	- 3.2%	222	202	- 9.0%
Closed Sales	24	19	- 20.8%	170	140	- 17.6%
Median Sales Price*	\$112,500	\$125,000	+ 11.1%	\$70,000	\$87,900	+ 25.6%
Percent of Original List Price Received*	91.0%	89.7%	- 1.4%	88.9%	88.1%	- 0.9%
Percent of Properties Sold Over List Price*	4.2%	5.3%	+ 26.2%	7.1%	10.0%	+ 40.8%
Days on Market Until Sale	104	80	- 23.1%	119	114	- 4.2%
Inventory of Homes for Sale	140	123	- 12.1%	--	--	--
Months Supply of Inventory	5.9	6.6	+ 11.9%	--	--	--

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



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Local Market Update – July 2018

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



Baker County

+ 45.5%

+ 5.6%

+ 20.6%

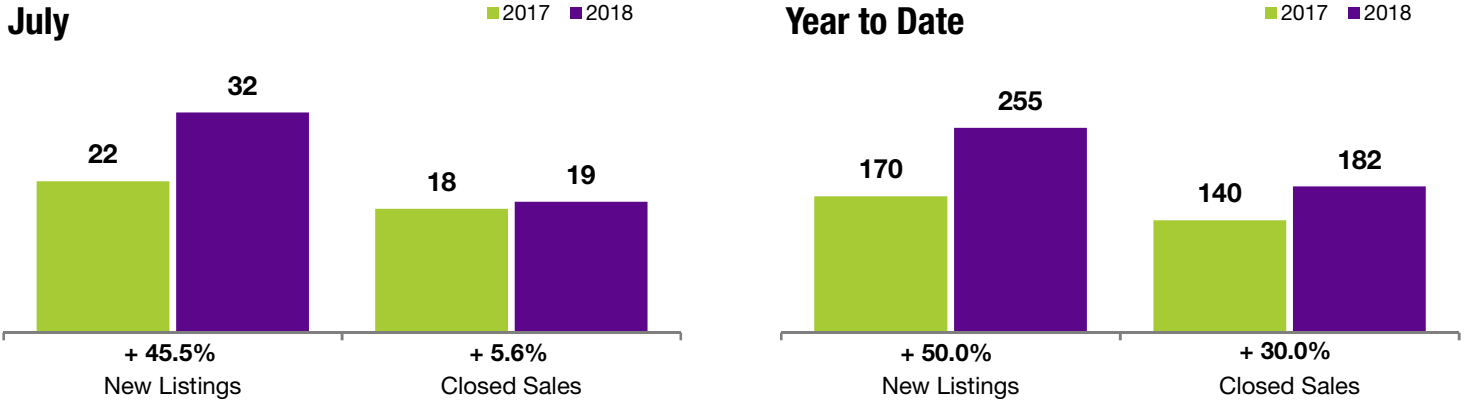
Change in
New Listings

Change in
Closed Sales

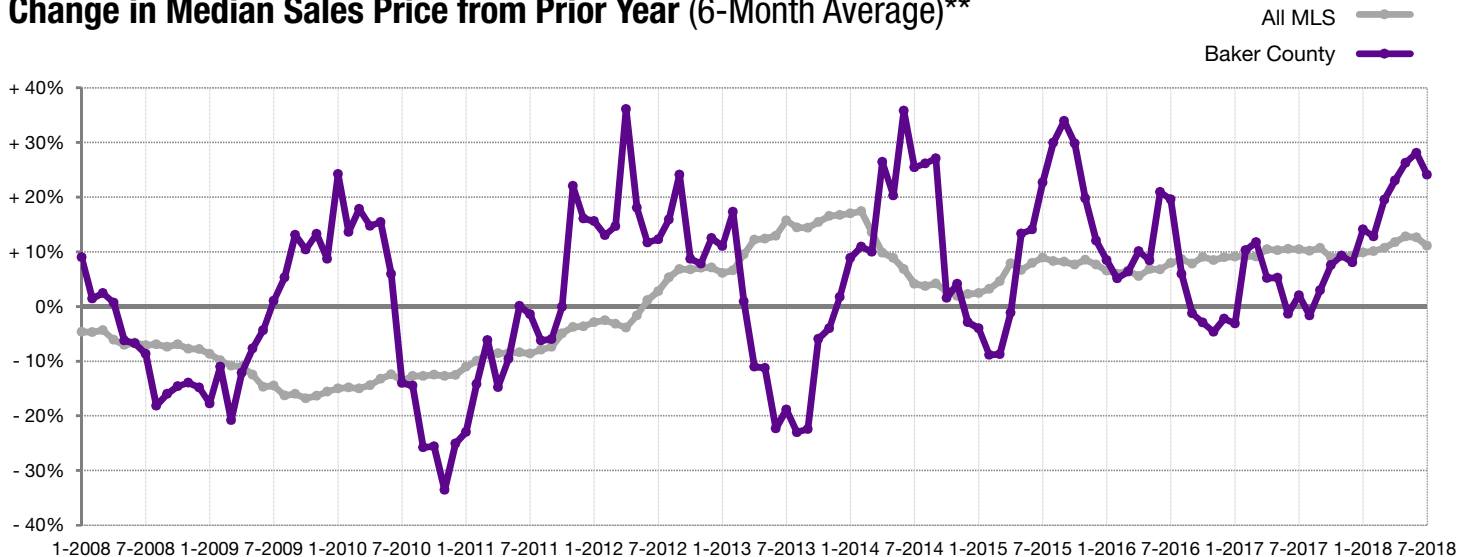
Change in
Median Sales Price

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	22	32	+ 45.5%	170	255	+ 50.0%
Closed Sales	18	19	+ 5.6%	140	182	+ 30.0%
Median Sales Price*	\$160,000	\$192,900	+ 20.6%	\$144,500	\$185,000	+ 28.0%
Percent of Original List Price Received*	89.6%	95.2%	+ 6.3%	93.9%	95.6%	+ 1.8%
Percent of Properties Sold Over List Price*	16.7%	10.5%	- 37.1%	17.9%	14.9%	- 16.8%
Days on Market Until Sale	99	58	- 41.4%	82	47	- 42.7%
Inventory of Homes for Sale	72	81	+ 12.5%	--	--	--
Months Supply of Inventory	3.6	3.1	- 13.9%	--	--	--

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



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Local Market Update – July 2018

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Clay County

+ 6.1%

Change in
New Listings

- 5.6%

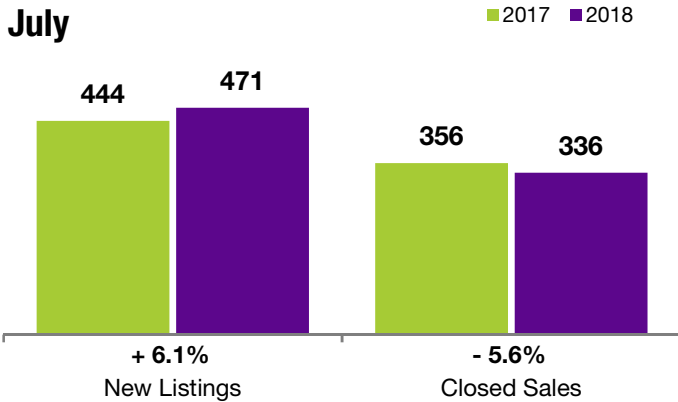
Change in
Closed Sales

+ 13.2%

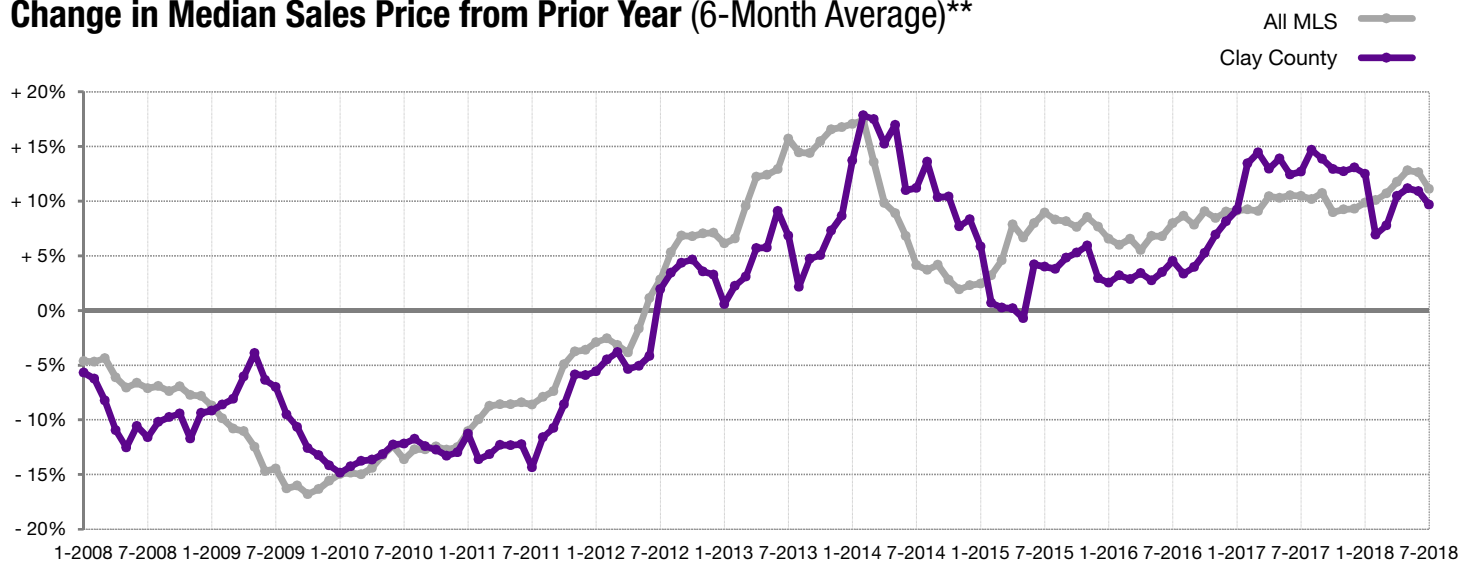
Change in
Median Sales Price

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	444	471	+ 6.1%	3,012	3,166	+ 5.1%
Closed Sales	356	336	- 5.6%	2,383	2,171	- 8.9%
Median Sales Price*	\$189,700	\$214,750	+ 13.2%	\$186,000	\$210,000	+ 12.9%
Percent of Original List Price Received*	96.5%	97.0%	+ 0.5%	96.1%	96.9%	+ 0.8%
Percent of Properties Sold Over List Price*	18.8%	17.9%	- 4.8%	17.2%	17.6%	+ 2.3%
Days on Market Until Sale	58	54	- 6.9%	70	55	- 21.4%
Inventory of Homes for Sale	1,075	1,051	- 2.2%	--	--	--
Months Supply of Inventory	3.3	3.3	0.0%	--	--	--

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



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Local Market Update – July 2018

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



Duval County

+ 23.5%

- 2.8%

+ 7.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	1,775	2,192	+ 23.5%	12,664	13,710	+ 8.3%
Closed Sales	1,414	1,374	- 2.8%	9,544	9,428	- 1.2%
Median Sales Price*	\$189,500	\$204,500	+ 7.9%	\$178,650	\$198,000	+ 10.8%
Percent of Original List Price Received*	95.4%	96.2%	+ 0.8%	95.5%	96.1%	+ 0.6%
Percent of Properties Sold Over List Price*	15.6%	15.5%	- 0.6%	15.5%	16.4%	+ 5.8%
Days on Market Until Sale	57	53	- 7.0%	64	56	- 12.5%
Inventory of Homes for Sale	4,325	4,415	+ 2.1%	--	--	--
Months Supply of Inventory	3.3	3.3	0.0%	--	--	--

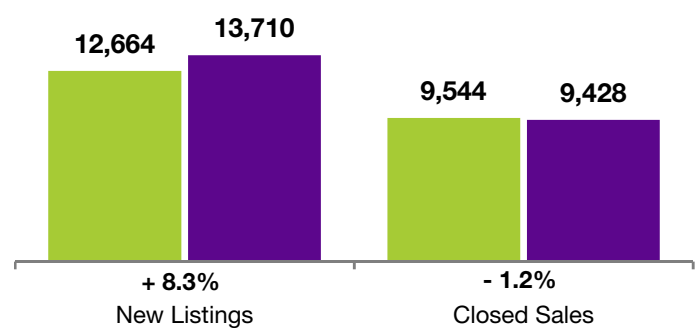
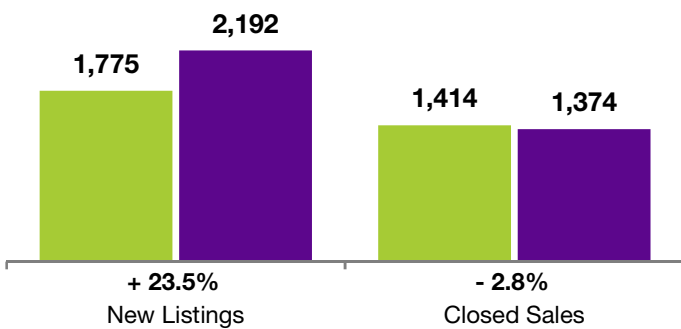
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July

■ 2017 ■ 2018

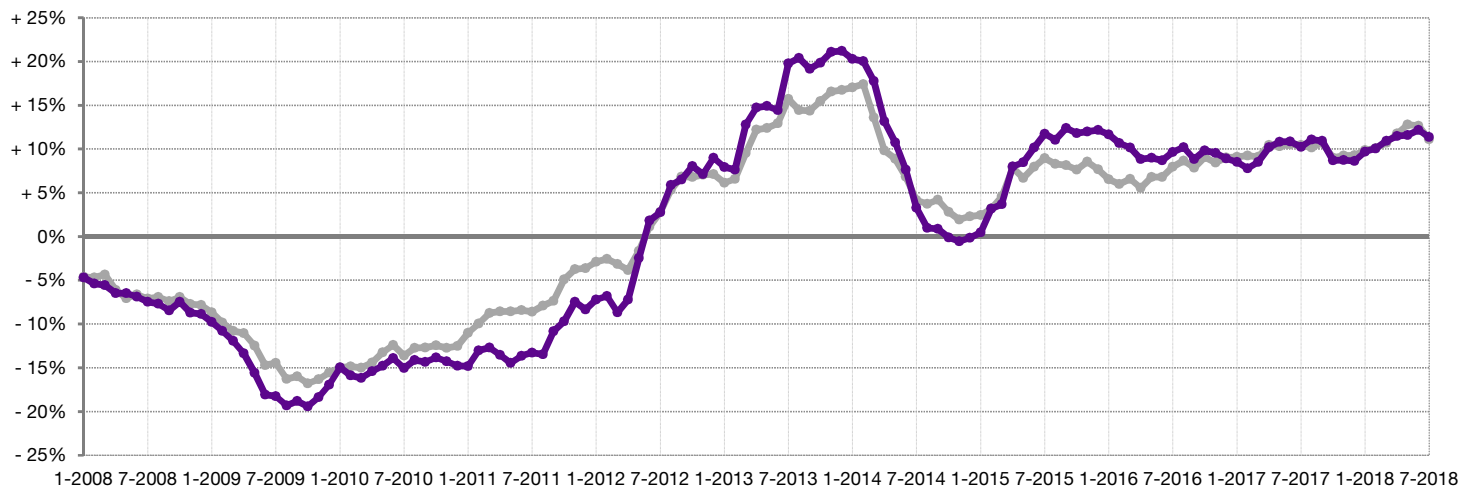
Year to Date

■ 2017 ■ 2018



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

All MLS — Duval County —



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Local Market Update – July 2018

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Nassau County

+ 15.7%

Change in
New Listings

+ 35.9%

Change in
Closed Sales

+ 6.4%

Change in
Median Sales Price

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	127	147	+ 15.7%	811	982	+ 21.1%
Closed Sales	78	106	+ 35.9%	615	665	+ 8.1%
Median Sales Price*	\$231,500	\$246,266	+ 6.4%	\$223,631	\$260,000	+ 16.3%
Percent of Original List Price Received*	96.1%	97.4%	+ 1.4%	95.5%	96.7%	+ 1.3%
Percent of Properties Sold Over List Price*	12.8%	17.9%	+ 39.8%	13.4%	14.9%	+ 11.2%
Days on Market Until Sale	95	58	- 38.9%	100	76	- 24.0%
Inventory of Homes for Sale	391	361	- 7.7%	--	--	--
Months Supply of Inventory	4.6	3.5	- 23.9%	--	--	--

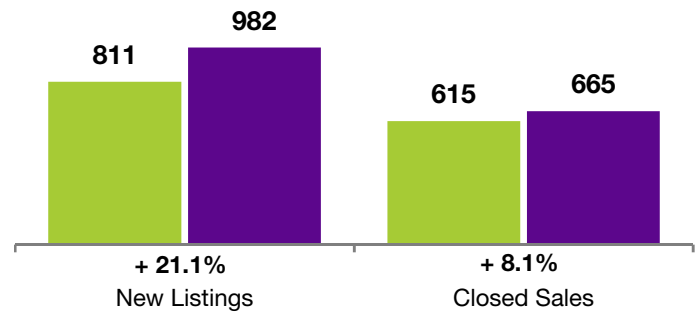
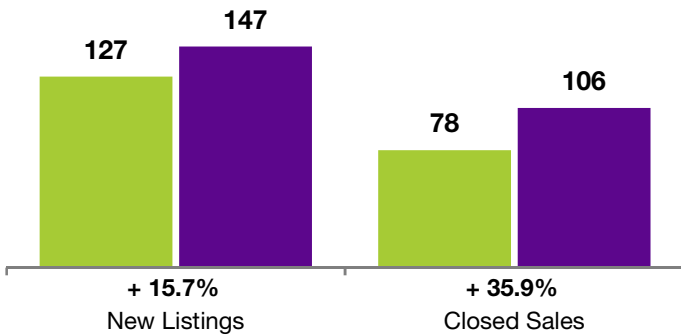
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July

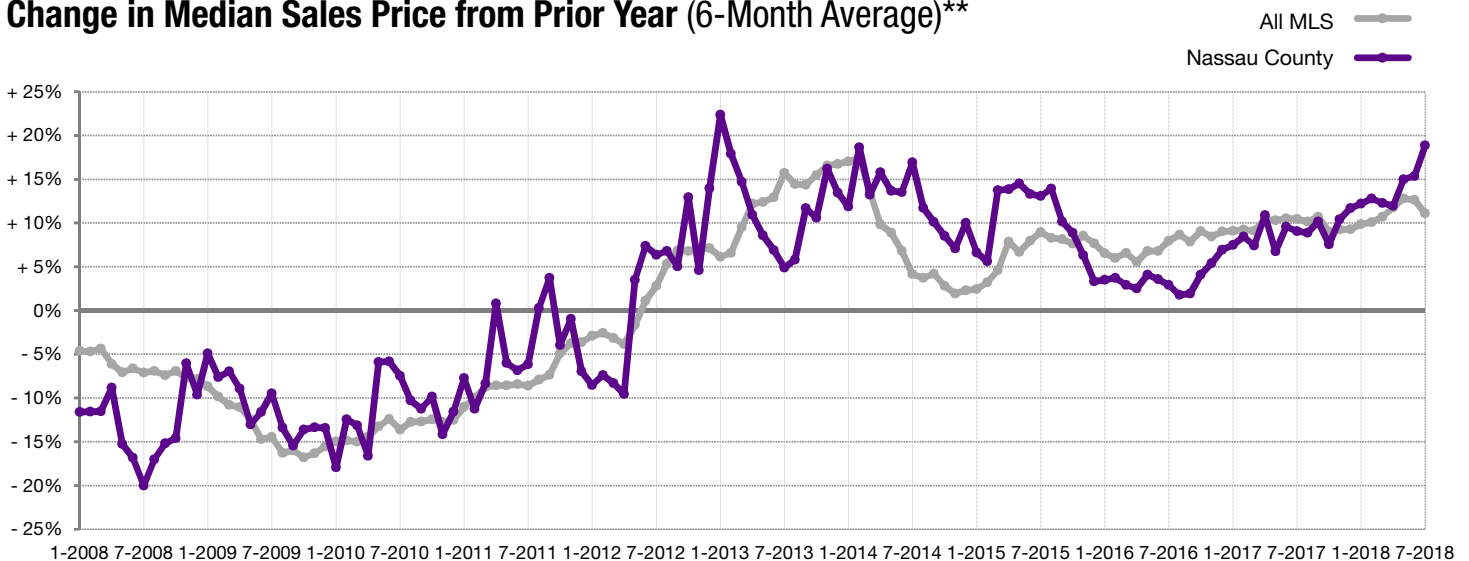
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



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



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Local Market Update – July 2018

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Putnam County

+ 6.1%

- 13.6%

+ 10.4%

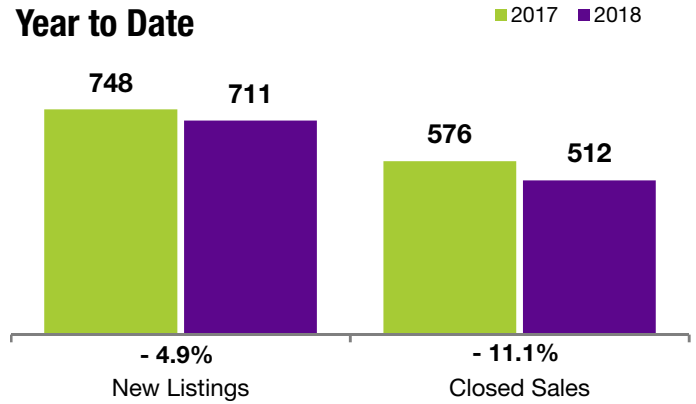
Change in
New Listings

Change in
Closed Sales

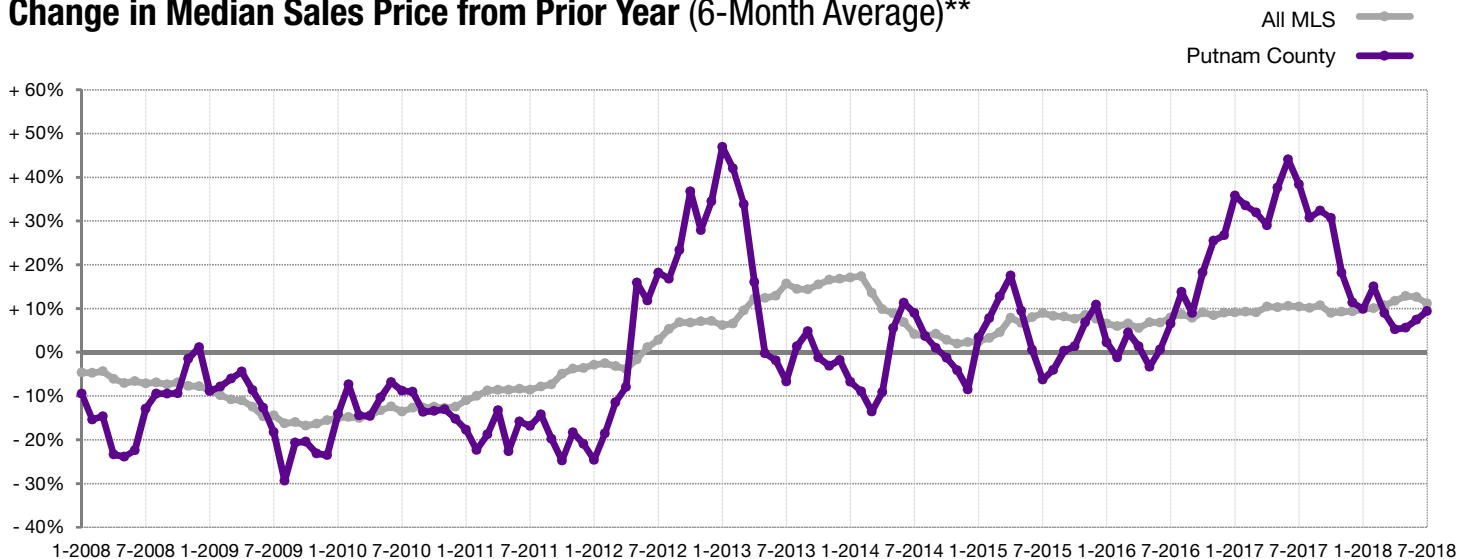
Change in
Median Sales Price

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	98	104	+ 6.1%	748	711	- 4.9%
Closed Sales	88	76	- 13.6%	576	512	- 11.1%
Median Sales Price*	\$91,950	\$101,500	+ 10.4%	\$75,000	\$85,000	+ 13.3%
Percent of Original List Price Received*	91.5%	90.4%	- 1.2%	89.5%	89.6%	+ 0.1%
Percent of Properties Sold Over List Price*	11.4%	10.5%	- 7.9%	10.6%	11.0%	+ 3.8%
Days on Market Until Sale	114	76	- 33.3%	122	98	- 19.7%
Inventory of Homes for Sale	479	354	- 26.1%	--	--	--
Months Supply of Inventory	6.1	5.0	- 18.0%	--	--	--

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Local Market Update – July 2018

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St. Johns County

+ 7.9%

Change in
New Listings

- 6.4%

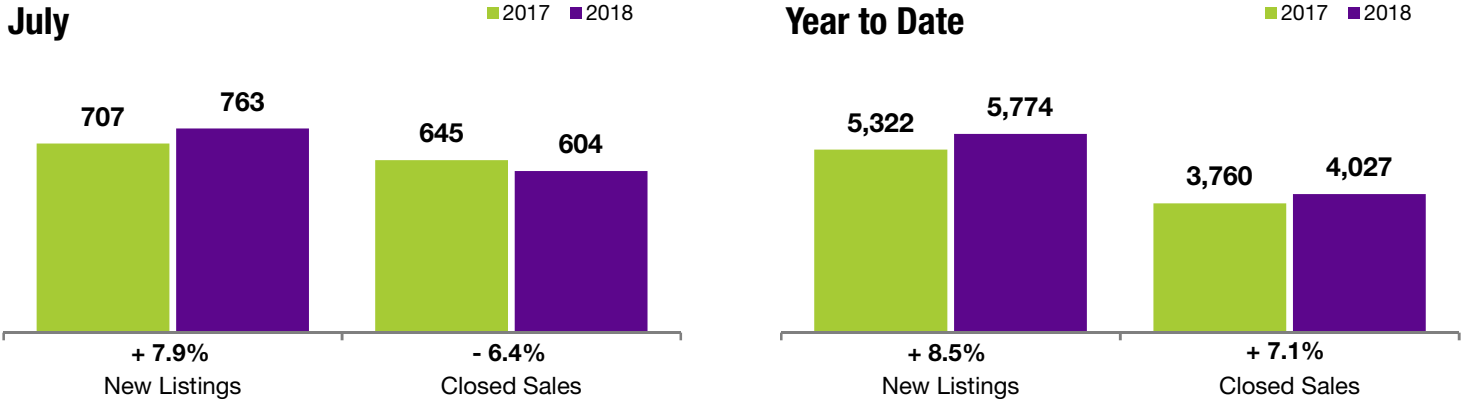
Change in
Closed Sales

+ 3.4%

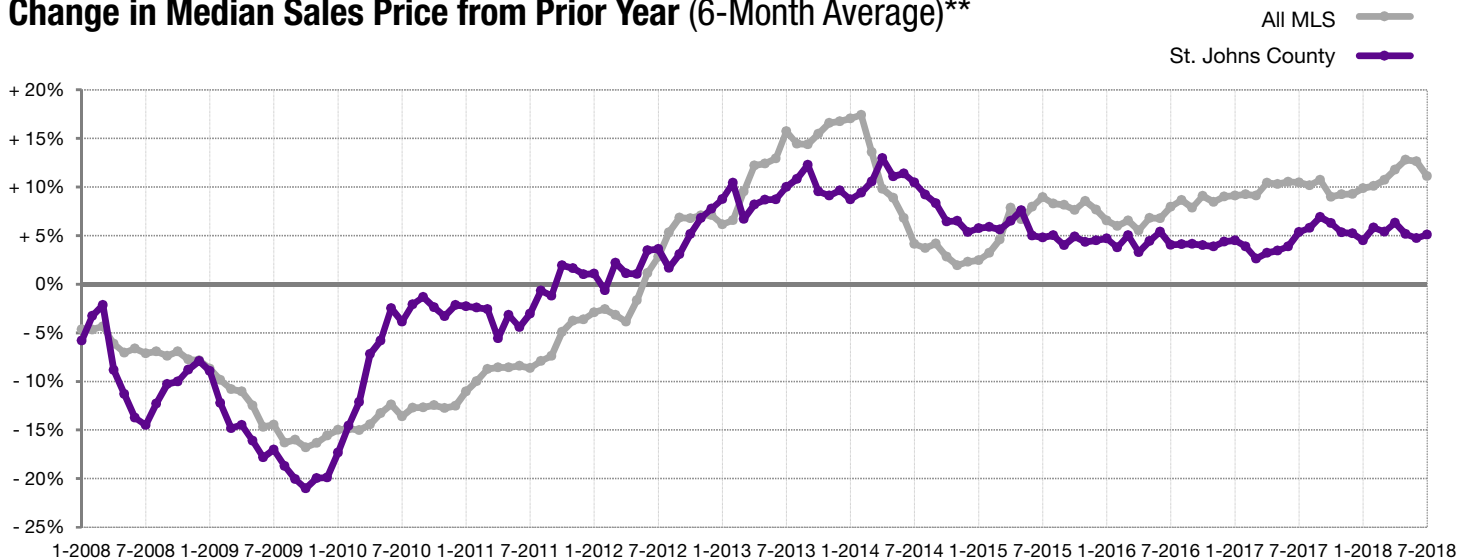
Change in
Median Sales Price

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	707	763	+ 7.9%	5,322	5,774	+ 8.5%
Closed Sales	645	604	- 6.4%	3,760	4,027	+ 7.1%
Median Sales Price*	\$323,000	\$333,995	+ 3.4%	\$310,000	\$325,000	+ 4.8%
Percent of Original List Price Received*	96.4%	95.8%	- 0.6%	96.1%	95.9%	- 0.2%
Percent of Properties Sold Over List Price*	10.1%	9.4%	- 6.9%	11.0%	9.3%	- 15.5%
Days on Market Until Sale	79	77	- 2.5%	88	83	- 5.7%
Inventory of Homes for Sale	2,443	2,434	- 0.4%	--	--	--
Months Supply of Inventory	4.8	4.3	- 10.4%	--	--	--

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