

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.

October 2018

If the last few months are an indication of the temperature of housing markets across the country, a period of relative calm can be expected during the last three months of the year. A trend of market balance is emerging as we approach the end of 2018. Prices are still rising in most areas, and the number of homes for sale is still low, but there is a general shrinking of year-over-year percentage change gaps in sales, inventory and prices.

New Listings in the Northeast Florida region increased 13.6 percent to 3,416. Pending Sales were up 6.1 percent to 2,492. Inventory levels rose 3.5 percent to 9,238 units.

Prices continued to gain traction. The Median Sales Price increased 3.5 percent to \$211,900. Days on Market was down 9.4 percent to 58 days. Sellers were encouraged as Months Supply of Inventory was down 2.7 percent to 3.6 months.

Stock markets experienced an October setback, but that does not necessarily translate to a decline in the real estate market. The national unemployment rate has been below 4.0 percent for three straight months and during five of the last six months. This is exceptional news for industries related to real estate. Meanwhile, homebuilder confidence remains positive, homeownership rates have increased in the key under-35 buyer group and prices, though still rising, have widely reduced the march toward record highs.

Quick Facts

- 0.3%

+ 3.5%

+ 3.5%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory


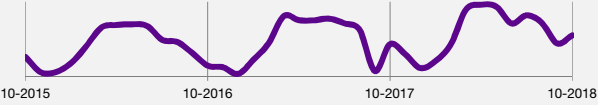

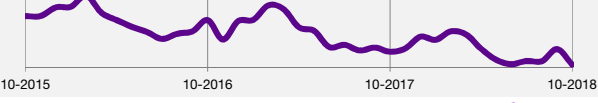
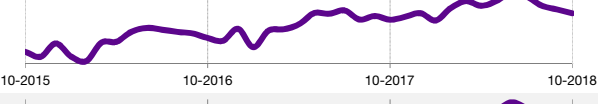



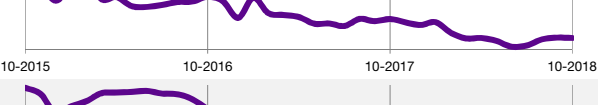


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Market Overview

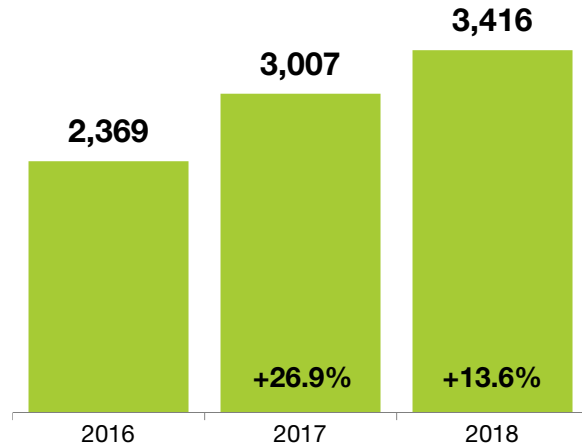
Key market metrics for the current month and year-to-date.

Key Metrics	Historical Sparklines	10-2017	10-2018	+/-	YTD 2017	YTD 2018	+/-
New Listings		3,007	3,416	+ 13.6%	32,205	35,694	+ 10.8%
Pending Sales		2,348	2,492	+ 6.1%	25,016	26,330	+ 5.3%
Closed Sales		2,329	2,323	- 0.3%	24,529	25,085	+ 2.3%
Days on Market Until Sale		64	58	- 9.4%	72	64	- 11.1%
Median Sales Price		\$204,825	\$211,900	+ 3.5%	\$203,200	\$221,000	+ 8.8%
Average Sales Price		\$251,264	\$263,043	+ 4.7%	\$245,797	\$266,523	+ 8.4%
Percent of Original List Price Received		95.5%	95.2%	- 0.3%	95.5%	95.8%	+ 0.3%
Percent of Properties Sold Over List Price		13.0%	12.9%	- 0.8%	14.2%	14.2%	0.0%
Housing Affordability Index		159	139	- 12.6%	160	133	- 16.9%
Inventory of Homes for Sale		8,925	9,238	+ 3.5%	--	--	--
Months Supply of Homes for Sale		3.7	3.6	- 2.7%	--	--	--

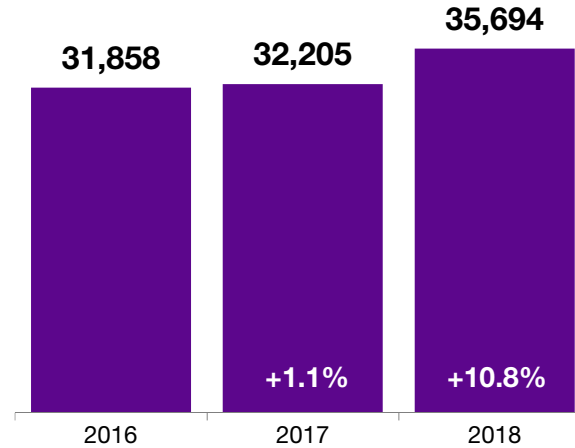
New Listings

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

October



Year To Date



Month	Prior Year	Current Year	+ / -
November 2017	2,400	2,596	+8.2%
December 2017	2,078	2,098	+1.0%
January 2018	3,082	2,961	-3.9%
February 2018	2,933	3,215	+9.6%
March 2018	3,691	3,867	+4.8%
April 2018	3,386	3,825	+13.0%
May 2018	3,491	3,801	+8.9%
June 2018	3,433	3,886	+13.2%
July 2018	3,240	3,812	+17.7%
August 2018	3,657	3,750	+2.5%
September 2018	2,285	3,161	+38.3%
October 2018	3,007	3,416	+13.6%
12-Month Avg	3,057	3,366	+10.1%

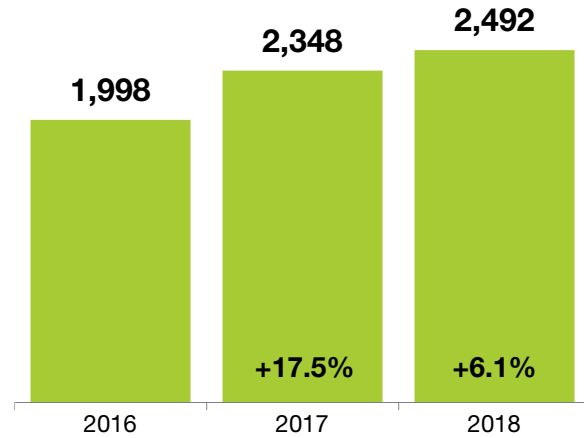
Historical New Listing Activity



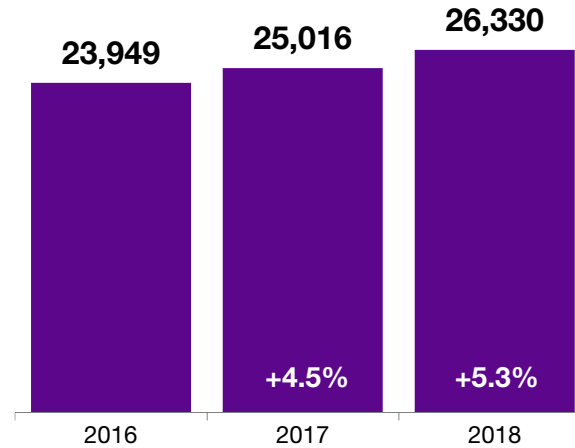
Pending Sales

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

October

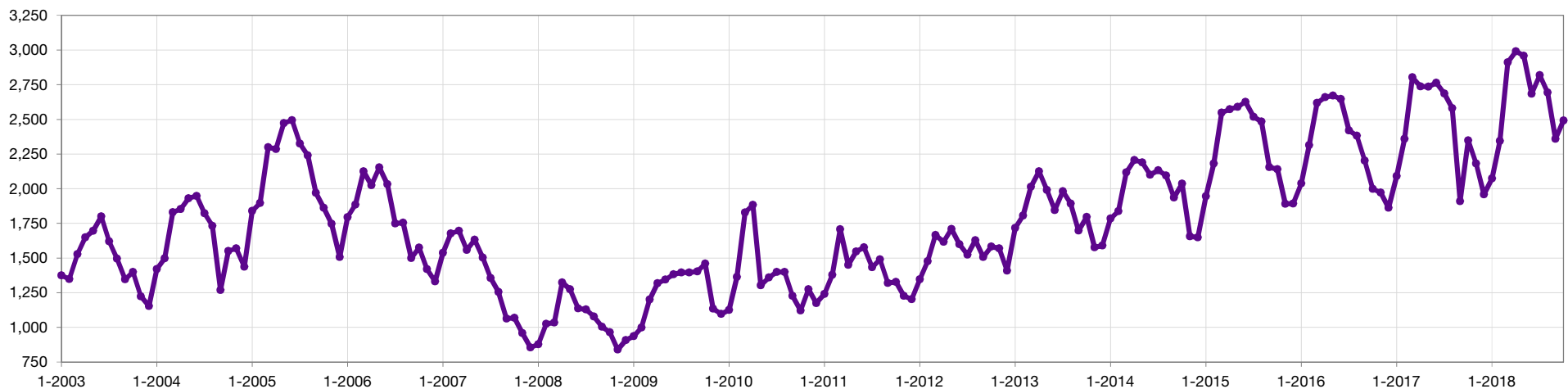


Year To Date



Month	Prior Year	Current Year	+ / -
November 2017	1,972	2,182	+10.6%
December 2017	1,863	1,958	+5.1%
January 2018	2,090	2,073	-0.8%
February 2018	2,360	2,345	-0.6%
March 2018	2,803	2,912	+3.9%
April 2018	2,738	2,991	+9.2%
May 2018	2,736	2,959	+8.2%
June 2018	2,764	2,685	-2.9%
July 2018	2,687	2,819	+4.9%
August 2018	2,580	2,694	+4.4%
September 2018	1,910	2,360	+23.6%
October 2018	2,348	2,492	+6.1%
12-Month Avg	2,404	2,539	+5.6%

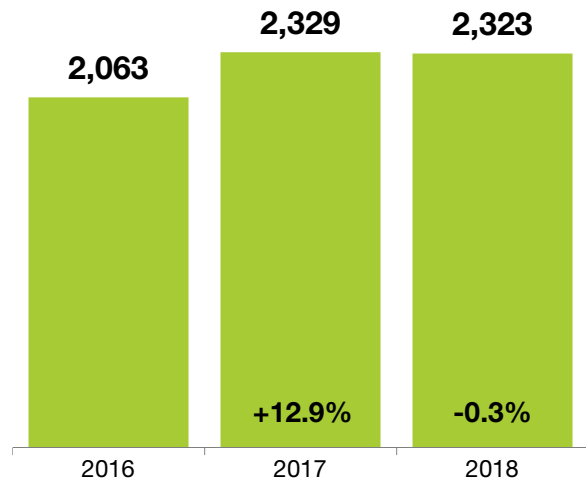
Historical Pending Sales Activity



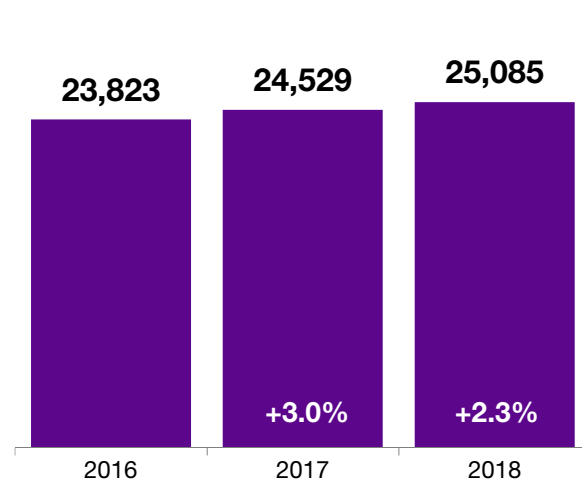
Closed Sales

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

October



Year To Date



Month	Prior Year	Current Year	+ / -
November 2017	2,023	2,238	+10.6%
December 2017	2,315	2,624	+13.3%
January 2018	1,727	1,628	-5.7%
February 2018	1,857	1,930	+3.9%
March 2018	2,642	2,615	-1.0%
April 2018	2,509	2,698	+7.5%
May 2018	2,949	2,942	-0.2%
June 2018	3,027	3,080	+1.8%
July 2018	2,644	2,751	+4.0%
August 2018	2,832	2,855	+0.8%
September 2018	2,013	2,263	+12.4%
October 2018	2,329	2,323	-0.3%
12-Month Avg	2,406	2,496	+3.9%

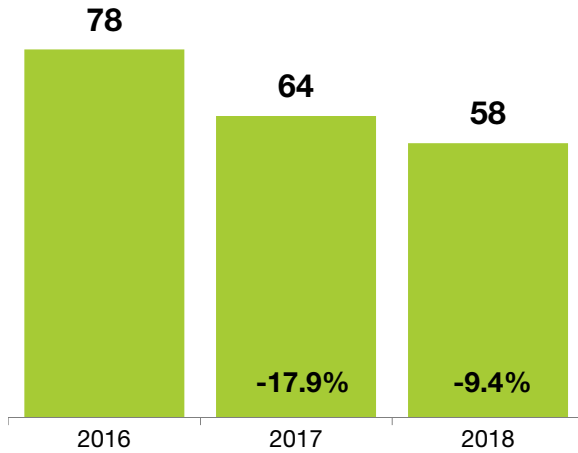
Historical Closed Sales Activity



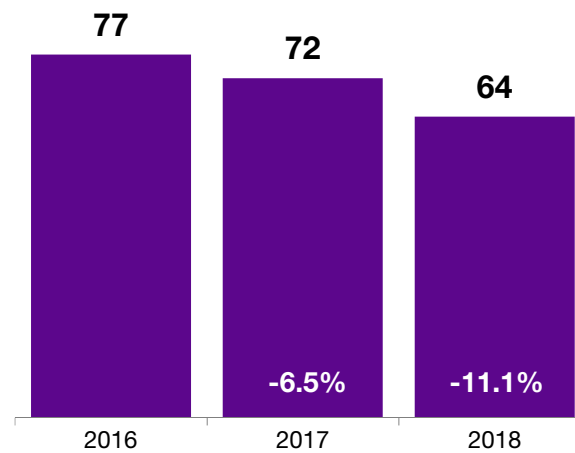
Days on Market Until Sale

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

October

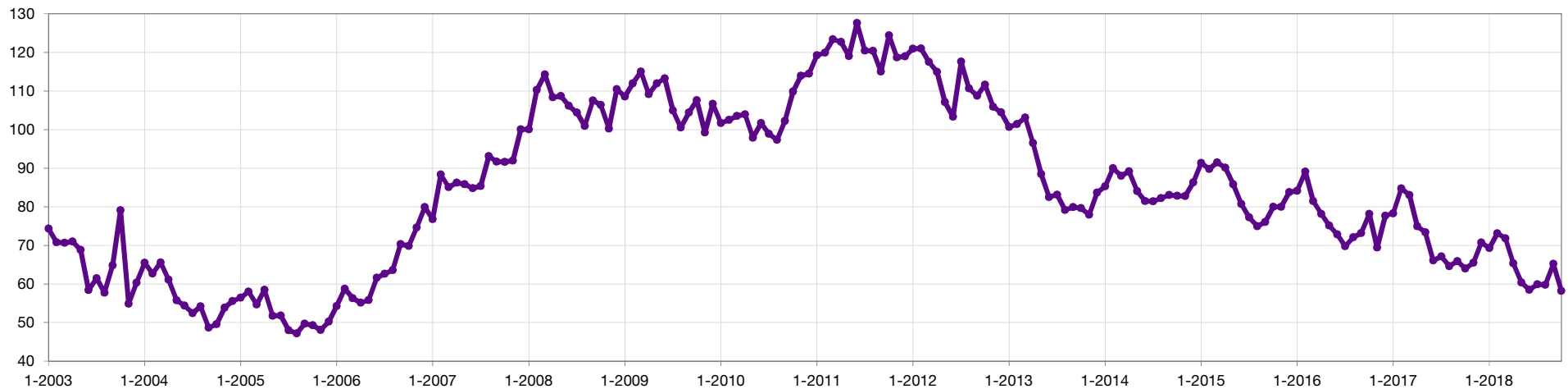


Year To Date



Month	Prior Year	Current Year	+ / -
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	58	-12.1%
July 2018	67	60	-10.4%
August 2018	65	60	-7.7%
September 2018	66	65	-1.5%
October 2018	64	58	-9.4%
12-Month Avg	72	64	-10.7%

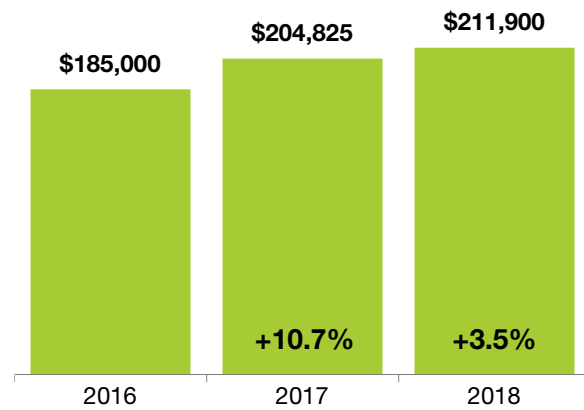
Historical Days on Market Until Sale



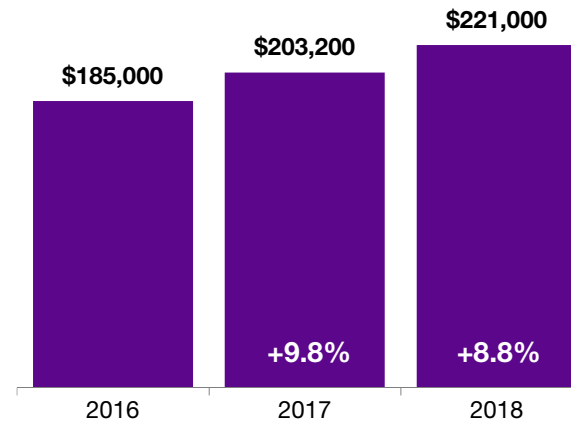
Median Sales Price

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

October



Year To Date



Month	Prior Year	Current Year	+ / -
November 2017	\$182,000	\$208,000	+14.3%
December 2017	\$195,000	\$212,000	+8.7%
January 2018	\$175,000	\$204,000	+16.6%
February 2018	\$192,990	\$217,490	+12.7%
March 2018	\$194,500	\$224,945	+15.7%
April 2018	\$199,694	\$220,000	+10.2%
May 2018	\$212,000	\$225,000	+6.1%
June 2018	\$211,214	\$235,000	+11.3%
July 2018	\$215,000	\$230,000	+7.0%
August 2018	\$205,000	\$220,000	+7.3%
September 2018	\$208,850	\$216,010	+3.4%
October 2018	\$204,825	\$211,900	+3.5%
12-Month Med	\$200,000	\$220,000	+10.0%

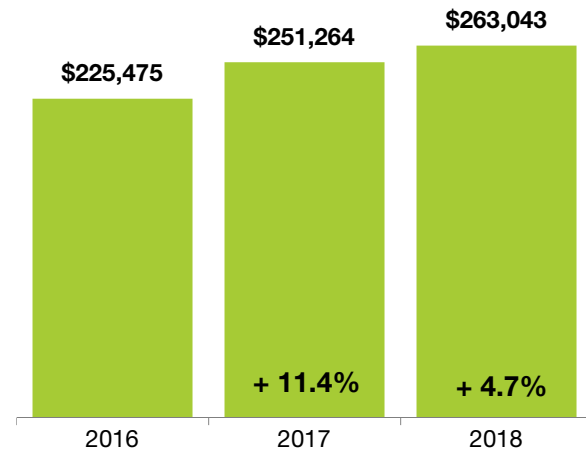
Historical Median Sales Price



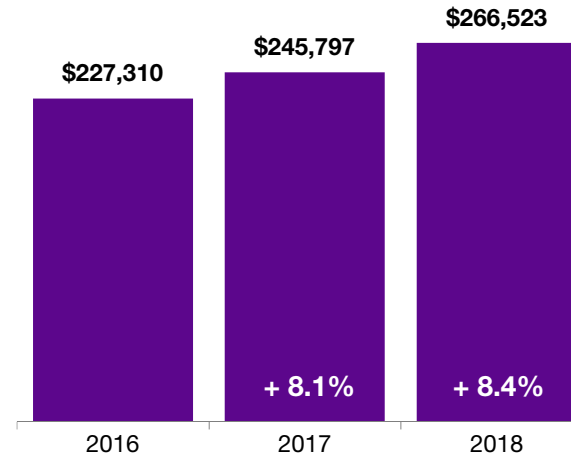
Average Sales Price

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

October

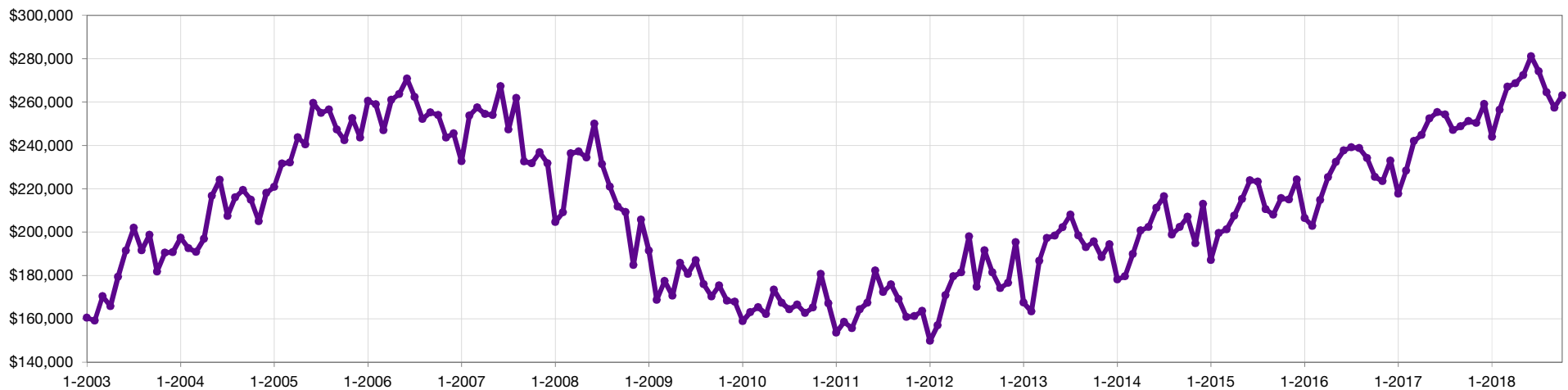


Year To Date



Month	Prior Year	Current Year	+ / -
November 2017	\$223,524	\$250,389	+12.0%
December 2017	\$232,995	\$259,085	+11.2%
January 2018	\$217,738	\$243,943	+12.0%
February 2018	\$228,399	\$256,471	+12.3%
March 2018	\$241,999	\$267,108	+10.4%
April 2018	\$244,796	\$268,662	+9.7%
May 2018	\$252,430	\$272,334	+7.9%
June 2018	\$255,375	\$281,151	+10.1%
July 2018	\$254,211	\$274,254	+7.9%
August 2018	\$247,080	\$264,563	+7.1%
September 2018	\$248,831	\$257,333	+3.4%
October 2018	\$251,264	\$263,043	+4.7%
12-Month Avg	\$243,208	\$264,665	+8.8%

Historical Average Sales Price

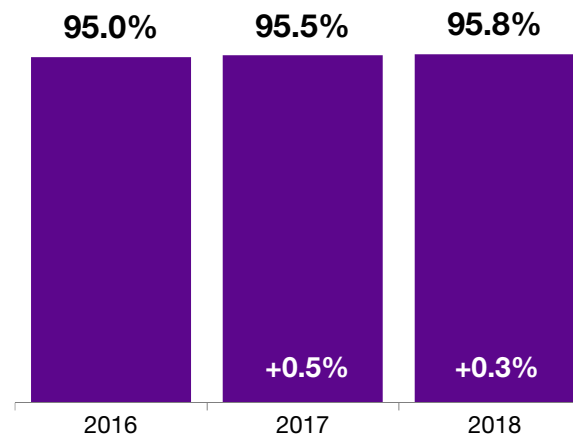
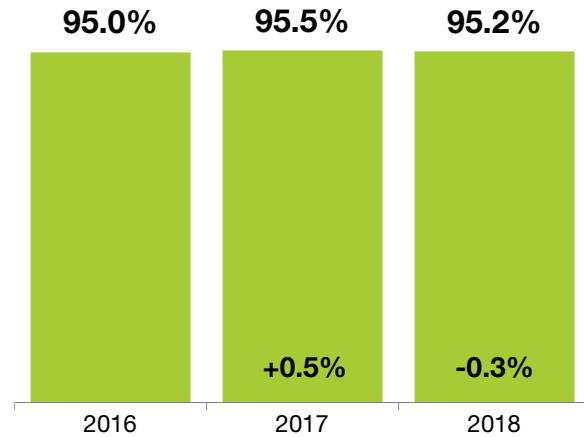


Percent of Original List Price Received

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.

October

Year To Date



Month	Prior Year	Current Year	+ / -
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%	96.1%	+0.5%
August 2018	95.6%	95.6%	0.0%
September 2018	95.7%	95.5%	-0.2%
October 2018	95.5%	95.2%	-0.3%
12-Month Avg	95.4%	95.7%	+0.3%

Historical Percent of Original List Price Received

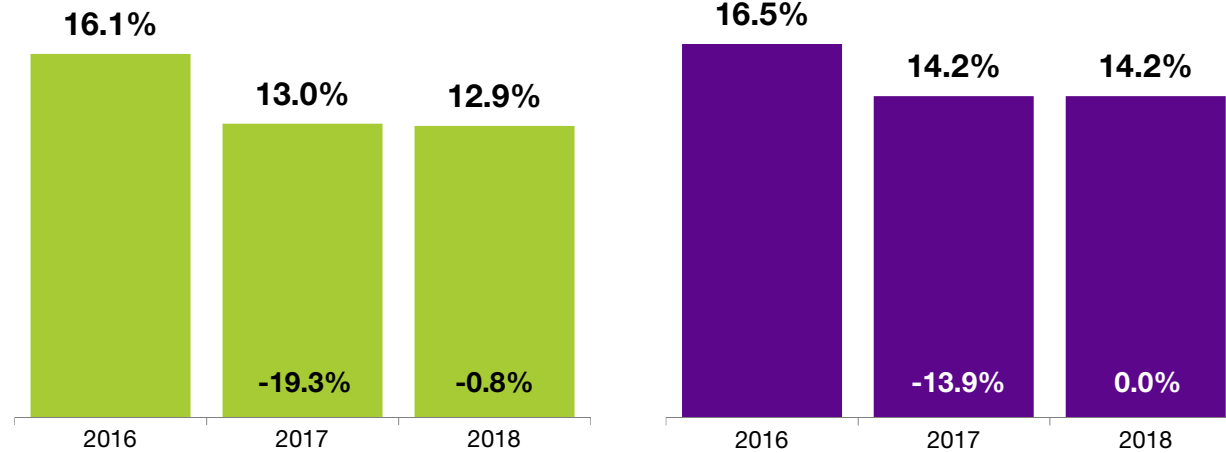


Percent of Properties Sold Over List Price

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

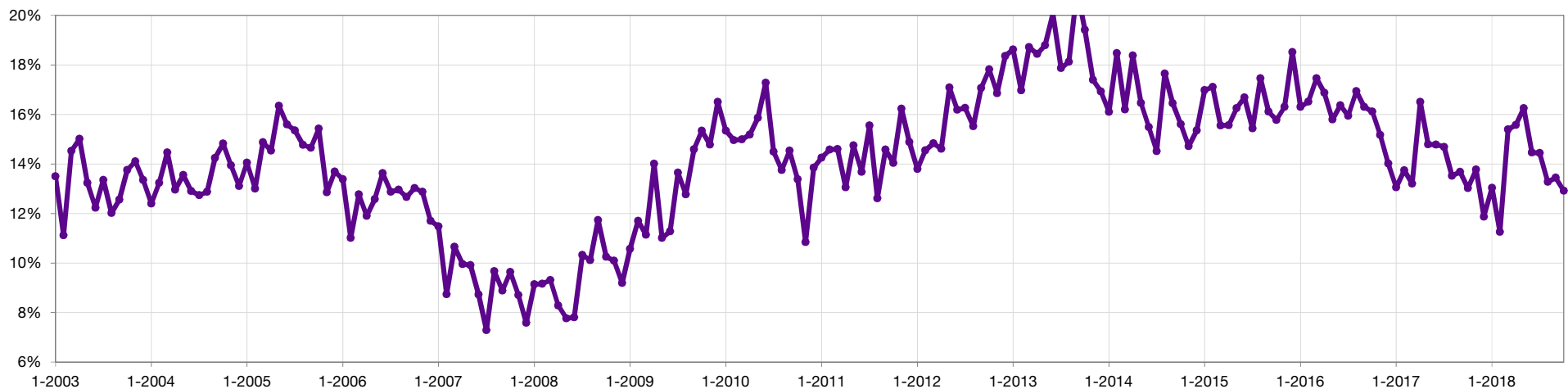
October

Year To Date



Month	Prior Year	Current Year	+ / -
November 2017	15.2%	13.8%	-9.2%
December 2017	14.0%	11.9%	-15.0%
January 2018	13.1%	13.0%	-0.8%
February 2018	13.7%	11.2%	-18.2%
March 2018	13.2%	15.4%	+16.7%
April 2018	16.5%	15.6%	-5.5%
May 2018	14.8%	16.3%	+10.1%
June 2018	14.8%	14.5%	-2.0%
July 2018	14.7%	14.4%	-2.0%
August 2018	13.5%	13.3%	-1.5%
September 2018	13.7%	13.4%	-2.2%
October 2018	13.0%	12.9%	-0.8%
12-Month Avg	14.2%	13.9%	-2.0%

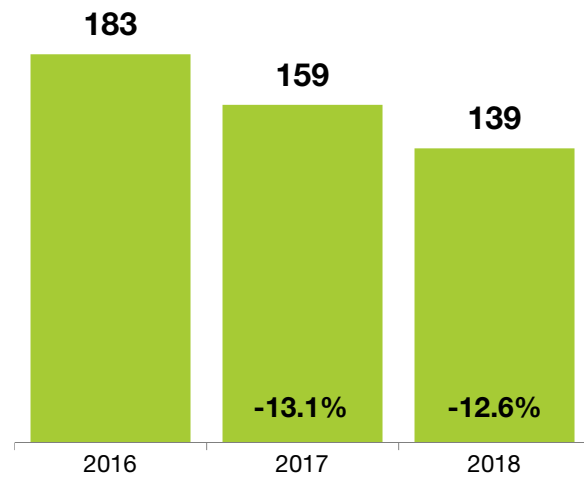
Historical Percent of Properties Sold Over List Price



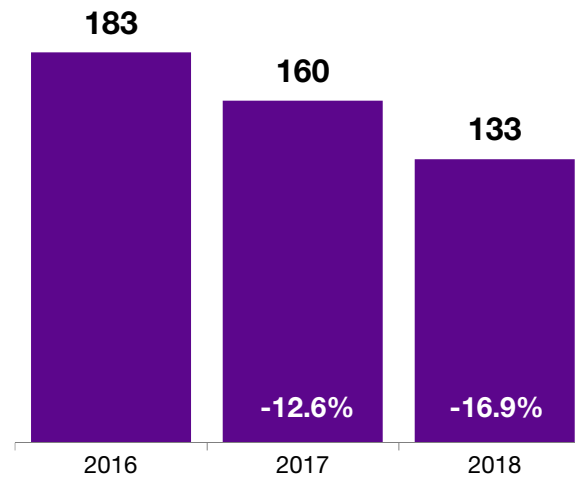
Housing Affordability Index

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.**

October

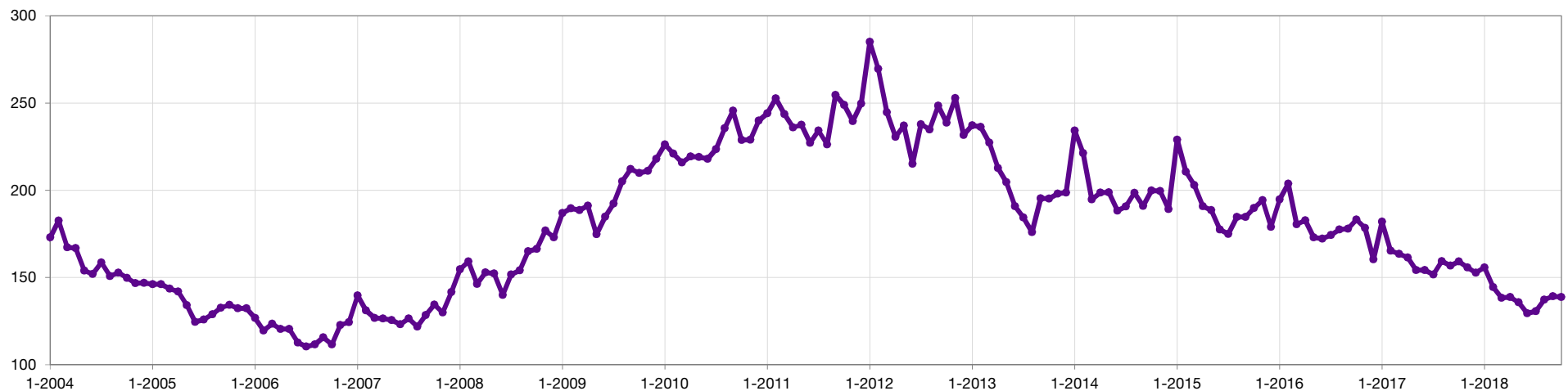


Year To Date



Month	Prior Year	Current Year	+ / -
November 2017	178	156	-12.4%
December 2017	160	153	-4.4%
January 2018	182	156	-14.3%
February 2018	165	144	-12.7%
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%
August 2018	159	137	-13.8%
September 2018	157	139	-11.5%
October 2018	159	139	-12.6%
12-Month Avg	162	141	-12.7%

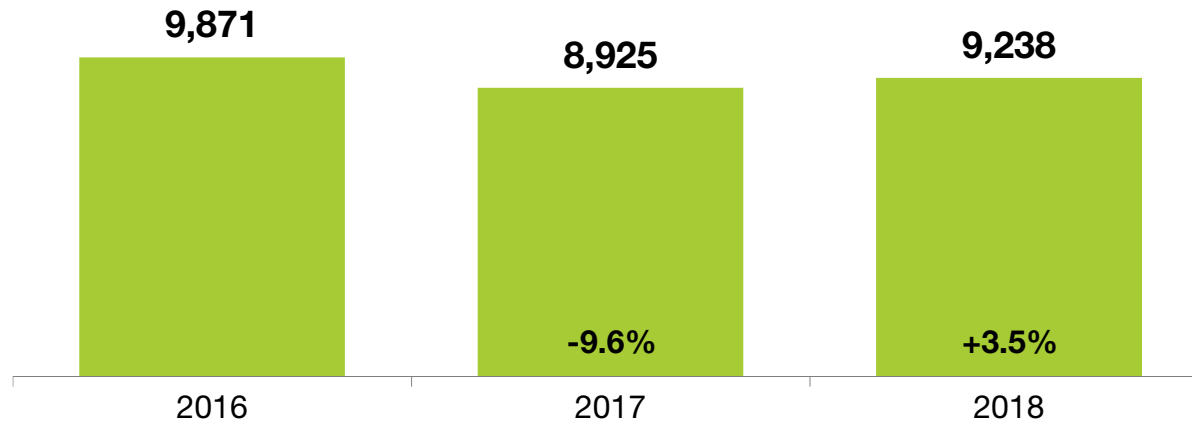
Historical Housing Affordability Index



Inventory of Homes for Sale

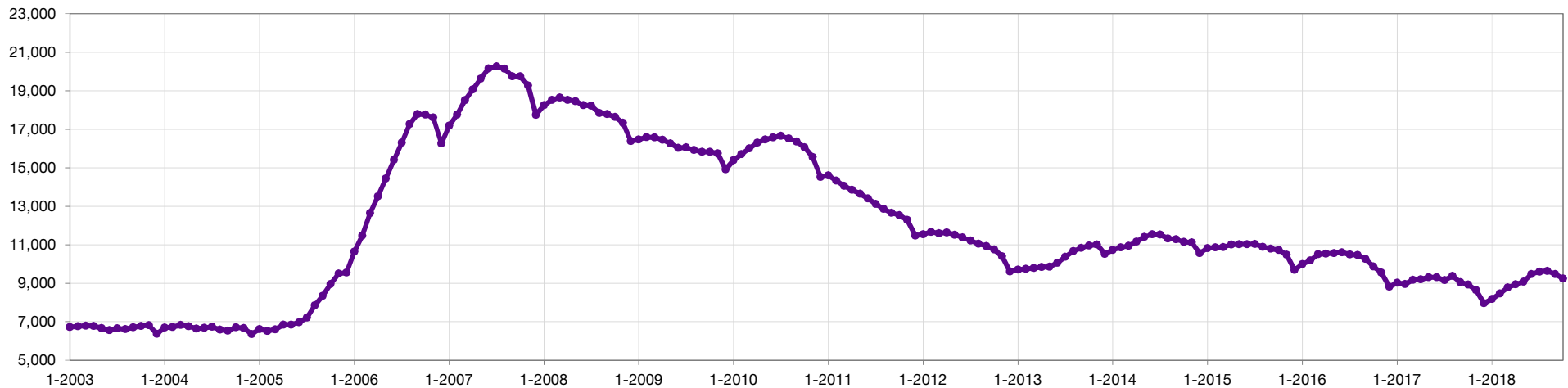
The number of properties available for sale in active status at the end of the month.

October



Month	Prior Year	Current Year	+ / -
November 2017	9,550	8,640	-9.5%
December 2017	8,811	7,955	-9.7%
January 2018	9,023	8,179	-9.4%
February 2018	8,951	8,456	-5.5%
March 2018	9,168	8,770	-4.3%
April 2018	9,204	8,935	-2.9%
May 2018	9,305	9,069	-2.5%
June 2018	9,303	9,472	+1.8%
July 2018	9,155	9,593	+4.8%
August 2018	9,379	9,632	+2.7%
September 2018	9,042	9,469	+4.7%
October 2018	8,925	9,238	+3.5%
12-Month Avg	9,151	8,951	-2.2%

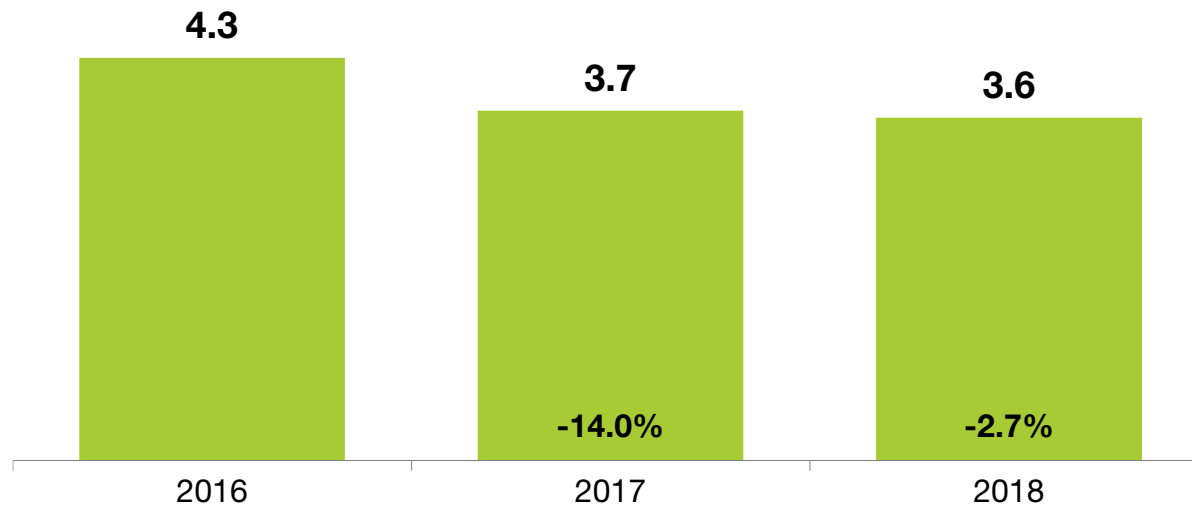
Historical Inventory of Homes for Sale



Months Supply of Inventory

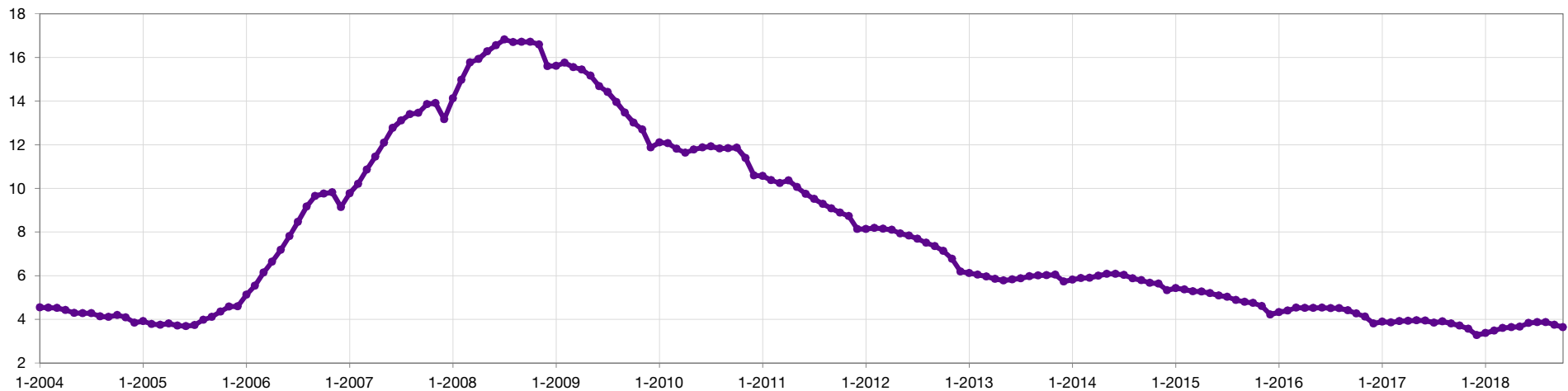
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

October



Month	Prior Year	Current Year	+ / -
November 2017	4.1	3.6	-12.2%
December 2017	3.8	3.3	-13.2%
January 2018	3.9	3.4	-12.8%
February 2018	3.9	3.5	-10.3%
March 2018	3.9	3.6	-7.7%
April 2018	3.9	3.6	-7.7%
May 2018	4.0	3.7	-7.5%
June 2018	3.9	3.8	-2.6%
July 2018	3.8	3.9	+2.6%
August 2018	3.9	3.9	0.0%
September 2018	3.8	3.7	-2.6%
October 2018	3.7	3.6	-2.7%
12-Month Avg	3.9	3.6	-6.7%

Historical Months Supply of Inventory



Housing Supply Overview

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October 2018

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Quick Facts

+ 23.1%	+ 6.9%	+ 11.1%
Price Range With Strongest Sales: \$500,000 to \$999,999	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

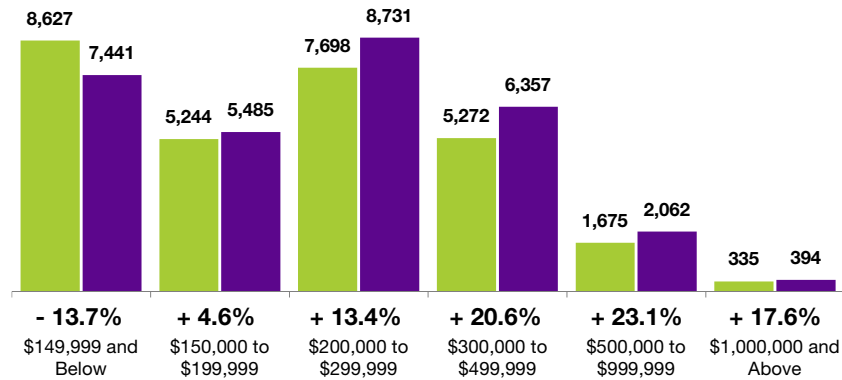


Pending Sales

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

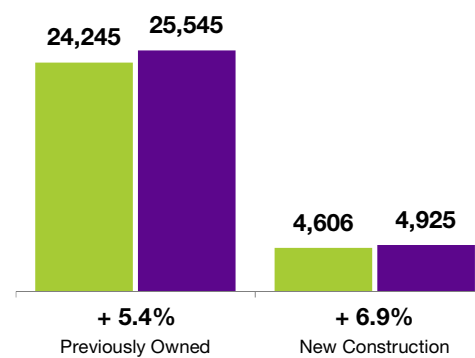
By Price Range

■ 10-2017 ■ 10-2018



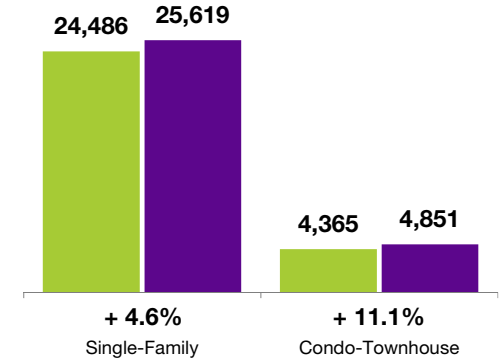
By Construction Status

■ 10-2017 ■ 10-2018



By Property Type

■ 10-2017 ■ 10-2018



All Properties

By Price Range	10-2017	10-2018	Change
\$149,999 and Below	8,627	7,441	- 13.7%
\$150,000 to \$199,999	5,244	5,485	+ 4.6%
\$200,000 to \$299,999	7,698	8,731	+ 13.4%
\$300,000 to \$499,999	5,272	6,357	+ 20.6%
\$500,000 to \$999,999	1,675	2,062	+ 23.1%
\$1,000,000 and Above	335	394	+ 17.6%
All Price Ranges	28,851	30,470	+ 5.6%

Single-Family

10-2017	10-2018	Change
6,376	5,300	- 16.9%
4,323	4,211	- 2.6%
7,093	7,995	+ 12.7%
4,901	5,918	+ 20.8%
1,514	1,845	+ 21.9%
279	350	+ 25.4%
24,486	25,619	+ 4.6%

Condo-Townhouse

10-2017	10-2018	Change
2,251	2,141	- 4.9%
921	1,274	+ 38.3%
605	736	+ 21.7%
371	439	+ 18.3%
161	217	+ 34.8%
56	44	- 21.4%
4,365	4,851	+ 11.1%

By Construction Status	10-2017	10-2018	Change
Previously Owned	24,245	25,545	+ 5.4%
New Construction	4,606	4,925	+ 6.9%
All Property Types	28,851	30,470	+ 5.6%

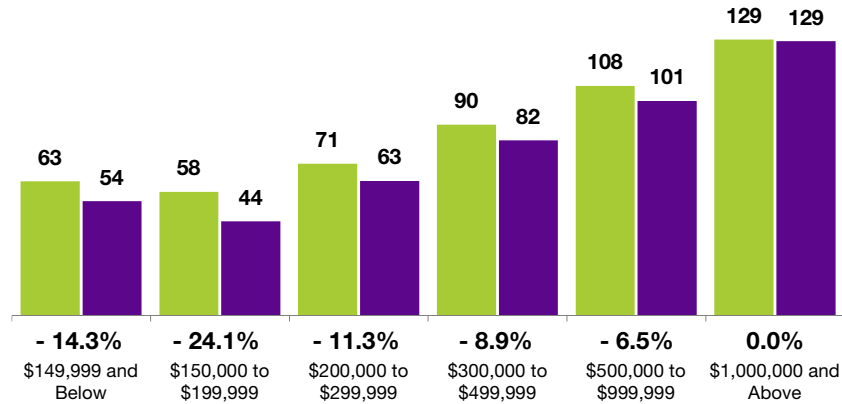
10-2017	10-2018	Change	10-2017	10-2018	Change
20,389	21,137	+ 3.7%	3,856	4,408	+ 14.3%
4,097	4,482	+ 9.4%	509	443	- 13.0%
24,486	25,619	+ 4.6%	4,365	4,851	+ 11.1%

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.

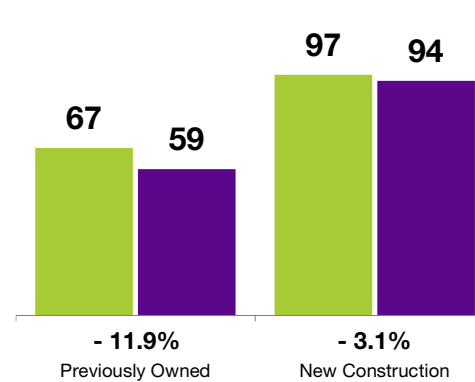
By Price Range

10-2017 10-2018



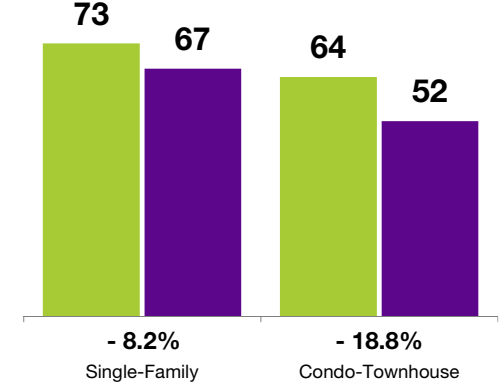
By Construction Status

10-2017 10-2018



By Property Type

10-2017 10-2018



All Properties

By Price Range	10-2017	10-2018	Change
\$149,999 and Below	63	54	-14.3%
\$150,000 to \$199,999	58	44	-24.1%
\$200,000 to \$299,999	71	63	-11.3%
\$300,000 to \$499,999	90	82	-8.9%
\$500,000 to \$999,999	108	101	-6.5%
\$1,000,000 and Above	129	129	0.0%
All Price Ranges	72	64	-11.1%

Single-Family

10-2017	10-2018	Change	10-2017	10-2018	Change
68	59	-13.2%	49	41	-16.3%
57	45	-21.1%	64	42	-34.4%
70	63	-10.0%	82	65	-20.7%
89	81	-9.0%	101	92	-8.9%
106	100	-5.7%	128	101	-21.1%
129	131	+1.6%	131	110	-16.0%
73	67	-8.2%	64	52	-18.8%

Condo-Townhouse

By Construction Status	10-2017	10-2018	Change
Previously Owned	67	59	-11.9%
New Construction	97	94	-3.1%
All Property Types	72	64	-11.1%

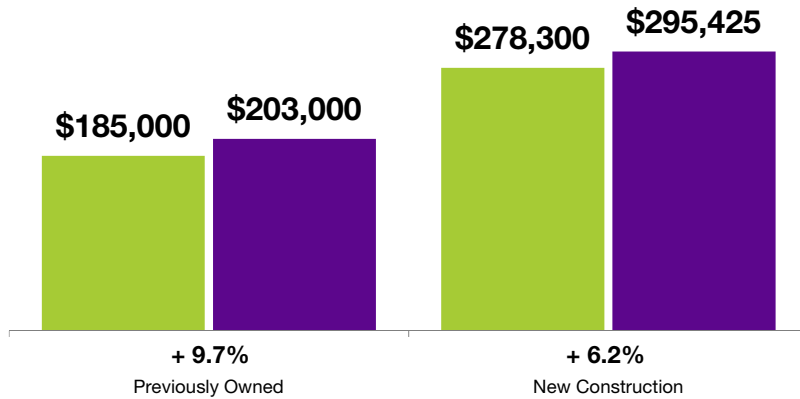
10-2017	10-2018	Change	10-2017	10-2018	Change
69	60	-13.0%	60	51	-15.0%
97	97	0.0%	92	69	-25.0%
73	67	-8.2%	64	52	-18.8%

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

■ 10-2017 ■ 10-2018



By Property Type

■ 10-2017 ■ 10-2018



All Properties

By Construction Status	10-2017	10-2018	Change
Previously Owned	\$185,000	\$203,000	+ 9.7%
New Construction	\$278,300	\$295,425	+ 6.2%
All Construction Statuses	\$200,000	\$220,000	+ 10.0%

Single-Family

10-2017	10-2018	Change	10-2017	10-2018	Change
\$195,000	\$216,000	+ 10.8%	\$140,000	\$152,000	+ 8.6%
\$294,937	\$302,585	+ 2.6%	\$158,010	\$187,010	+ 18.4%
\$215,000	\$234,000	+ 8.8%	\$143,500	\$155,000	+ 8.0%

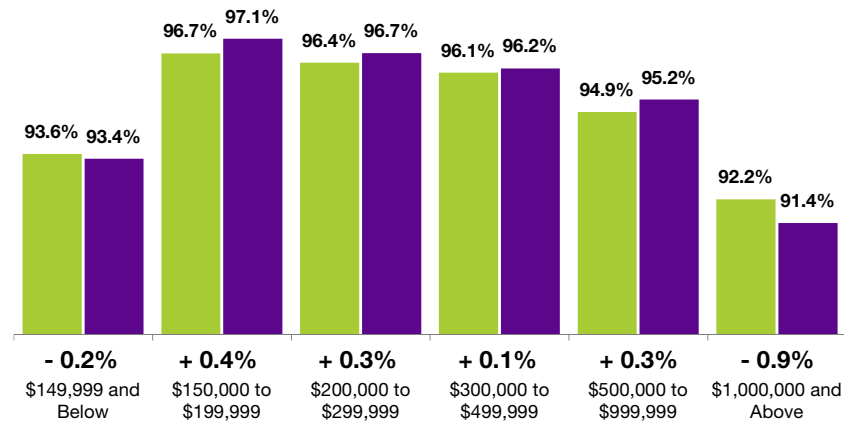
Condo-Townhouse

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.**

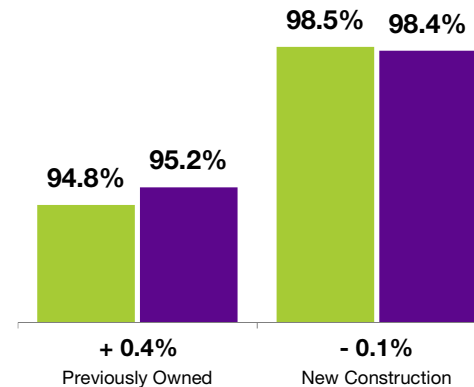
By Price Range

■ 10-2017 ■ 10-2018



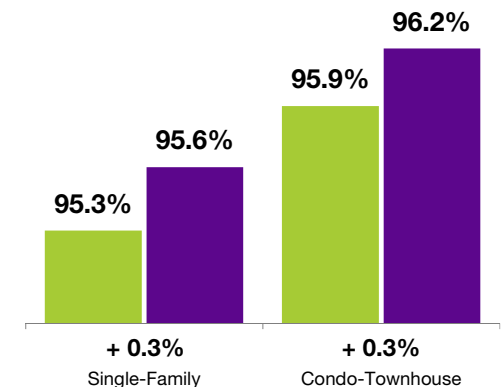
By Construction Status

■ 10-2017 ■ 10-2018



By Property Type

■ 10-2017 ■ 10-2018



All Properties

By Price Range	10-2017	10-2018	Change
\$149,999 and Below	93.6%	93.4%	- 0.2%
\$150,000 to \$199,999	96.7%	97.1%	+ 0.4%
\$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	94.9%	95.2%	+ 0.3%
\$1,000,000 and Above	92.2%	91.4%	- 0.9%
All Price Ranges	95.4%	95.7%	+ 0.3%

Single-Family

10-2017	10-2018	Change	10-2017	10-2018	Change
92.8%	92.5%	- 0.3%	95.7%	95.6%	- 0.1%
96.6%	97.0%	+ 0.4%	97.0%	97.4%	+ 0.4%
96.4%	96.7%	+ 0.3%	95.9%	96.8%	+ 0.9%
96.1%	96.2%	+ 0.1%	96.0%	96.2%	+ 0.2%
95.0%	95.3%	+ 0.3%	93.8%	95.1%	+ 1.4%
92.2%	91.4%	- 0.9%	92.2%	91.7%	- 0.5%
95.3%	95.6%	+ 0.3%	95.9%	96.2%	+ 0.3%

Condo-Townhouse

By Construction Status	10-2017	10-2018	Change
Previously Owned	94.8%	95.2%	+ 0.4%
New Construction	98.5%	98.4%	- 0.1%
All Property Types	95.4%	95.7%	+ 0.3%

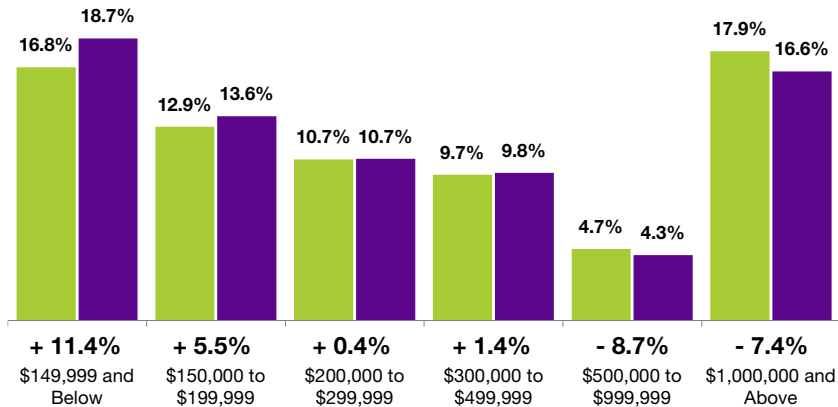
10-2017	10-2018	Change	10-2017	10-2018	Change
94.7%	95.0%	+ 0.3%	95.4%	95.9%	+ 0.5%
98.3%	98.4%	+ 0.1%	99.8%	99.1%	- 0.7%
95.3%	95.6%	+ 0.3%	95.9%	96.2%	+ 0.3%

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.

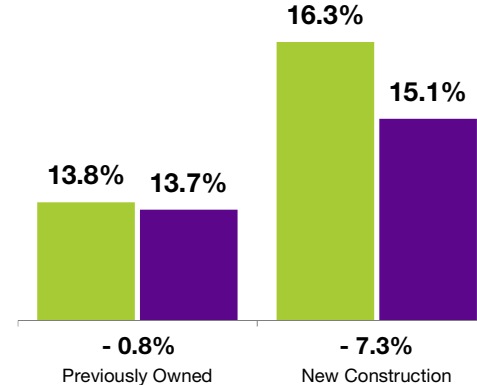
By Price Range

■ 10-2017 ■ 10-2018



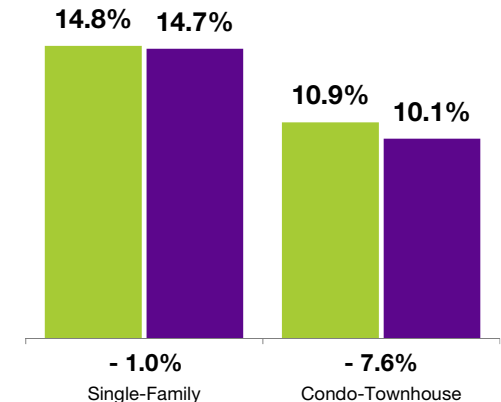
By Construction Status

■ 10-2017 ■ 10-2018



By Property Type

■ 10-2017 ■ 10-2018



All Properties

By Price Range	10-2017	10-2018	Change
\$149,999 and Below	16.8%	18.7%	+ 11.4%
\$150,000 to \$199,999	12.9%	13.6%	+ 5.5%
\$200,000 to \$299,999	10.7%	10.7%	+ 0.4%
\$300,000 to \$499,999	9.7%	9.8%	+ 1.4%
\$500,000 to \$999,999	4.7%	4.3%	- 8.7%
\$1,000,000 and Above	17.9%	16.6%	- 7.4%
All Price Ranges	14.2%	13.9%	- 2.0%

Single-Family

10-2017	10-2018	Change	10-2017	10-2018	Change
18.3%	20.7%	+ 13.2%	9.5%	11.7%	+ 23.7%
13.2%	14.1%	+ 6.9%	8.9%	7.8%	- 12.6%
10.8%	10.8%	- 0.1%	9.2%	10.0%	+ 8.9%
10.2%	10.3%	+ 1.1%	4.7%	5.6%	+ 18.9%
5.6%	4.6%	- 18.0%	0.0%	2.0%	0.0%
19.5%	18.7%	- 4.0%	13.3%	11.3%	- 15.5%
14.8%	14.7%	- 1.0%	10.9%	10.1%	- 7.6%

Condo-Townhouse

By Construction Status	10-2017	10-2018	Change
Previously Owned	13.8%	13.7%	- 0.8%
New Construction	16.3%	15.1%	- 7.3%
All Property Types	14.2%	13.9%	- 2.0%

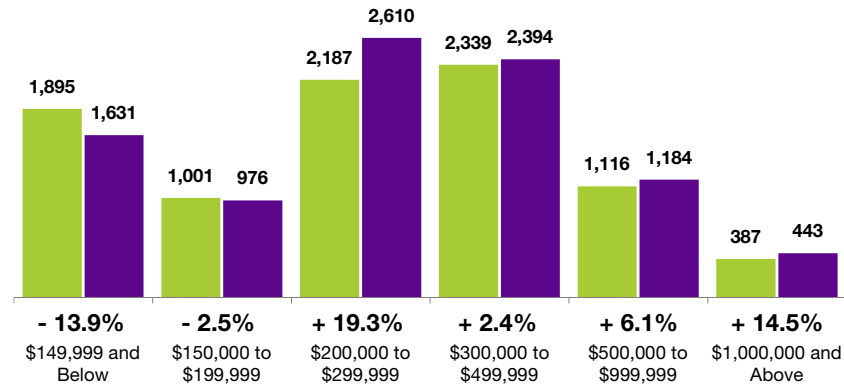
10-2017	10-2018	Change	10-2017	10-2018	Change
14.5%	14.5%	+ 0.1%	10.2%	9.8%	- 3.7%
16.4%	15.3%	- 6.2%	16.1%	13.0%	- 19.2%
14.8%	14.7%	- 1.0%	10.9%	10.1%	- 7.6%

Inventory of Homes for Sale

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

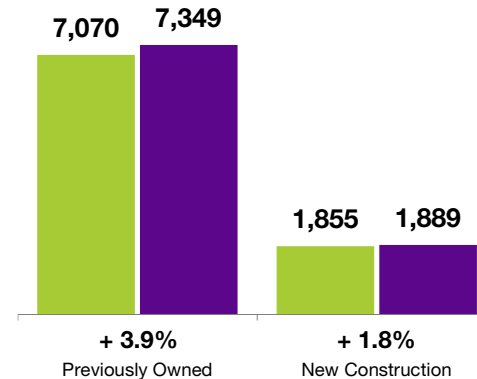
By Price Range

10-2017 10-2018



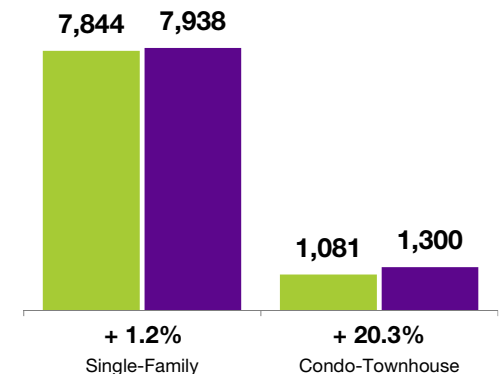
By Construction Status

10-2017 10-2018



By Property Type

10-2017 10-2018



All Properties

By Price Range	10-2017	10-2018	Change
\$149,999 and Below	1,895	1,631	- 13.9%
\$150,000 to \$199,999	1,001	976	- 2.5%
\$200,000 to \$299,999	2,187	2,610	+ 19.3%
\$300,000 to \$499,999	2,339	2,394	+ 2.4%
\$500,000 to \$999,999	1,116	1,184	+ 6.1%
\$1,000,000 and Above	387	443	+ 14.5%
All Price Ranges	8,925	9,238	+ 3.5%

Single-Family

10-2017	10-2018	Change	10-2017	10-2018	Change
1,526	1,255	- 17.8%	369	376	+ 1.9%
813	732	- 10.0%	188	244	+ 29.8%
2,025	2,395	+ 18.3%	162	215	+ 32.7%
2,129	2,157	+ 1.3%	210	237	+ 12.9%
995	1,016	+ 2.1%	121	168	+ 38.8%
356	383	+ 7.6%	31	60	+ 93.5%
7,844	7,938	+ 1.2%	1,081	1,300	+ 20.3%

Condo-Townhouse

By Construction Status	10-2017	10-2018	Change
Previously Owned	7,070	7,349	+ 3.9%
New Construction	1,855	1,889	+ 1.8%
All Property Types	8,925	9,238	+ 3.5%

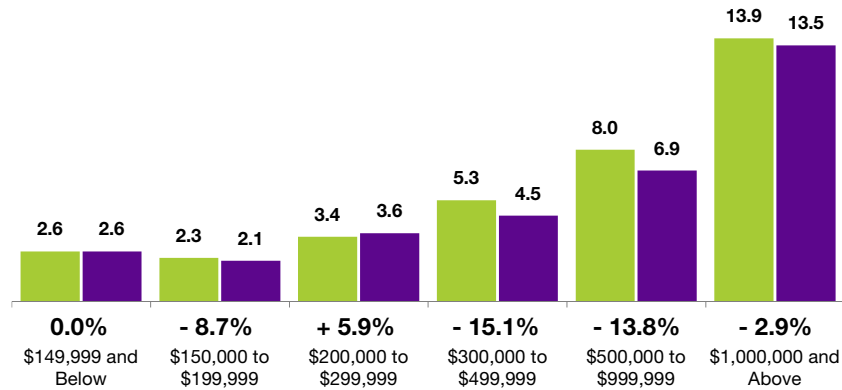
10-2017	10-2018	Change	10-2017	10-2018	Change
6,111	6,193	+ 1.3%	959	1,156	+ 20.5%
1,733	1,745	+ 0.7%	122	144	+ 18.0%
7,844	7,938	+ 1.2%	1,081	1,300	+ 20.3%

Months Supply of Inventory

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

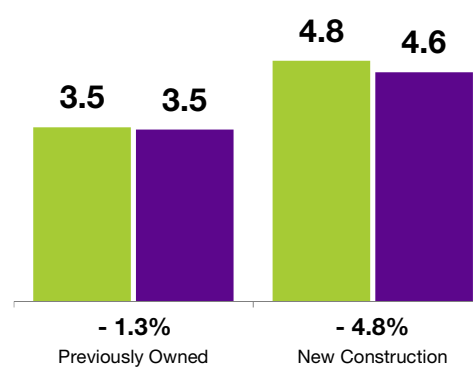
By Price Range

10-2017 10-2018



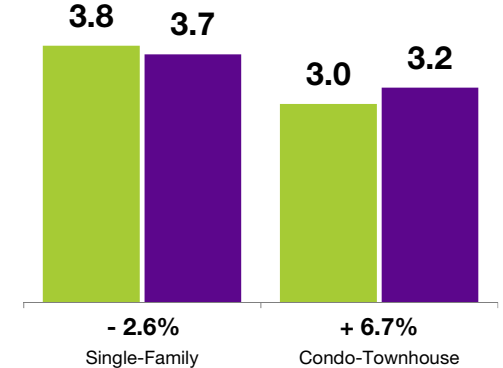
By Construction Status

10-2017 10-2018



By Property Type

10-2017 10-2018



All Properties

By Price Range	10-2017	10-2018	Change
\$149,999 and Below	2.6	2.6	0.0%
\$150,000 to \$199,999	2.3	2.1	- 8.7%
\$200,000 to \$299,999	3.4	3.6	+ 5.9%
\$300,000 to \$499,999	5.3	4.5	- 15.1%
\$500,000 to \$999,999	8.0	6.9	- 13.8%
\$1,000,000 and Above	13.9	13.5	- 2.9%
All Price Ranges	3.7	3.6	- 2.7%

Single-Family

10-2017	10-2018	Change	10-2017	10-2018	Change
2.9	2.8	- 3.4%	2.0	2.1	+ 5.0%
2.3	2.1	- 8.7%	2.4	2.3	- 4.2%
3.4	3.6	+ 5.9%	3.2	3.5	+ 9.4%
5.2	4.4	- 15.4%	6.8	6.5	- 4.4%
7.9	6.6	- 16.5%	9.0	9.3	+ 3.3%
15.3	13.1	- 14.4%	6.6	16.4	+ 148.5%
3.8	3.7	- 2.6%	3.0	3.2	+ 6.7%

Condo-Townhouse

By Construction Status	10-2017	10-2018	Change
Previously Owned	3.5	3.5	- 1.3%
New Construction	4.8	4.6	- 4.8%
All Property Types	3.7	3.6	- 2.7%

10-2017	10-2018	Change	10-2017	10-2018	Change
3.6	3.5	- 2.2%	3.0	3.1	+ 5.4%
5.1	4.7	- 8.0%	2.9	3.9	+ 35.6%
3.8	3.7	- 2.6%	3.0	3.2	+ 6.7%

Local Market Update – October 2018

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



Southside / Mandarin / Bartram

Region 01

+ 33.8%

+ 4.9%

+ 6.8%

Change in
New Listings

Change in
Closed Sales

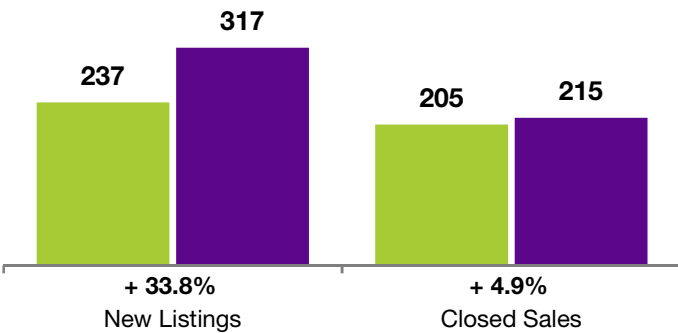
Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	237	317	+ 33.8%	3,072	3,315	+ 7.9%
Closed Sales	205	215	+ 4.9%	2,348	2,342	- 0.3%
Median Sales Price*	\$220,000	\$235,000	+ 6.8%	\$223,750	\$235,000	+ 5.0%
Percent of Original List Price Received*	96.4%	95.2%	- 1.2%	96.3%	96.1%	- 0.2%
Percent of Properties Sold Over List Price*	13.2%	9.8%	- 25.8%	15.0%	14.0%	- 6.7%
Days on Market Until Sale	58	53	- 8.6%	58	54	- 6.9%
Inventory of Homes for Sale	703	772	+ 9.8%	--	--	--
Months Supply of Inventory	3.0	3.3	+ 10.0%	--	--	--

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

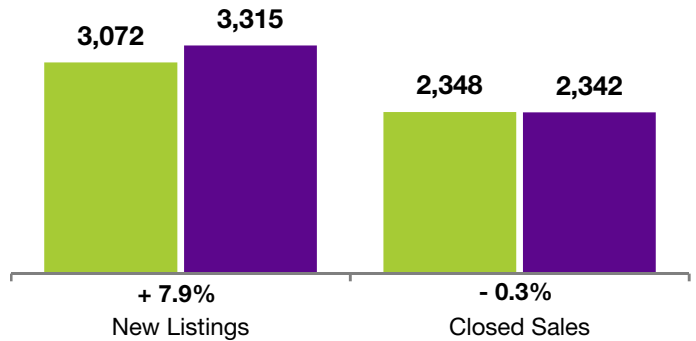
October

■ 2017 ■ 2018

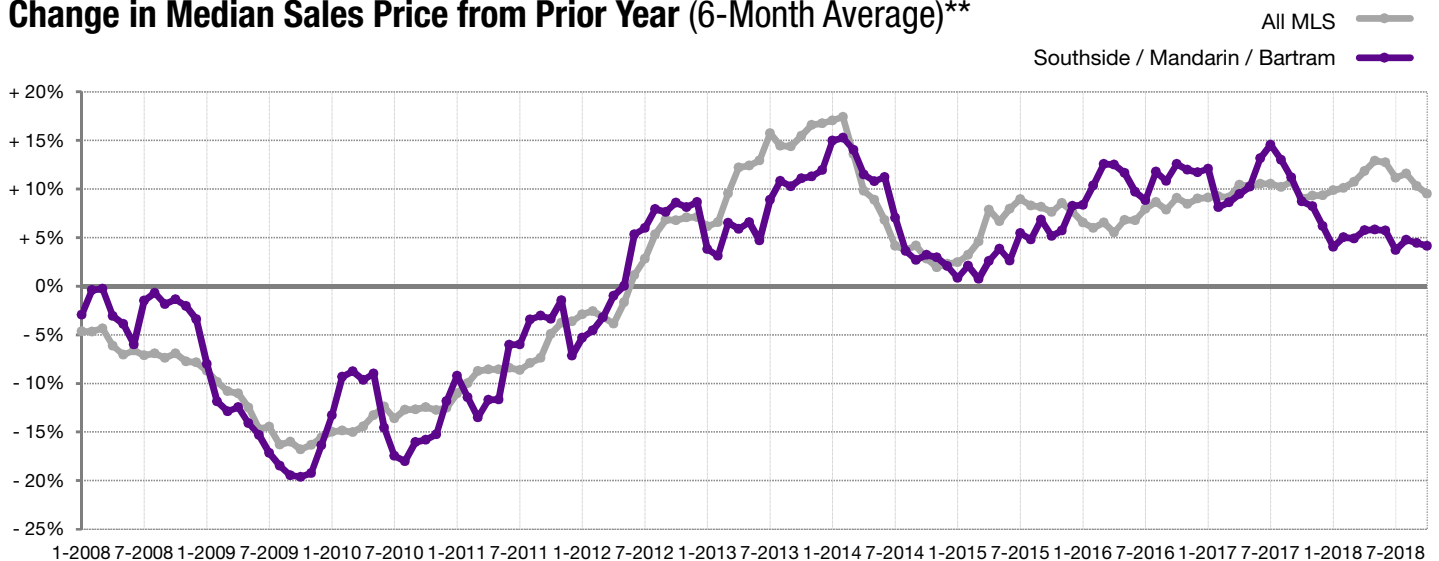


Year to Date

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

Local Market Update – October 2018

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



Southside

+ 38.4%

+ 7.0%

- 9.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

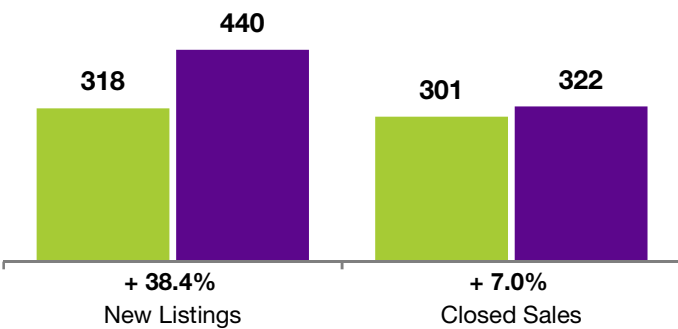
Region 02

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	318	440	+ 38.4%	3,722	4,260	+ 14.5%
Closed Sales	301	322	+ 7.0%	2,981	3,158	+ 5.9%
Median Sales Price*	\$180,000	\$162,250	- 9.9%	\$187,000	\$200,000	+ 7.0%
Percent of Original List Price Received*	95.1%	96.4%	+ 1.4%	96.3%	96.5%	+ 0.2%
Percent of Properties Sold Over List Price*	9.6%	10.2%	+ 6.3%	13.1%	14.5%	+ 10.7%
Days on Market Until Sale	57	45	- 21.1%	62	48	- 22.6%
Inventory of Homes for Sale	840	850	+ 1.2%	--	--	--
Months Supply of Inventory	2.9	2.7	- 6.9%	--	--	--

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

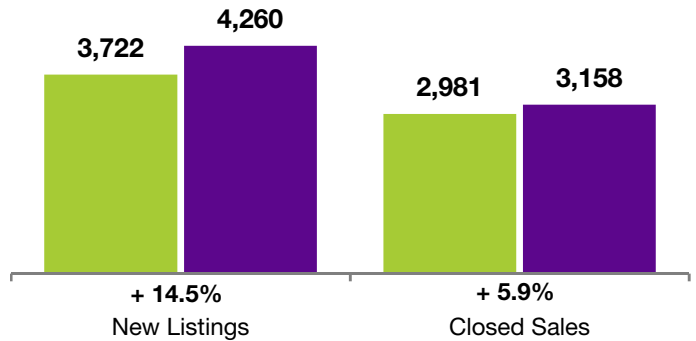
October

■ 2017 ■ 2018

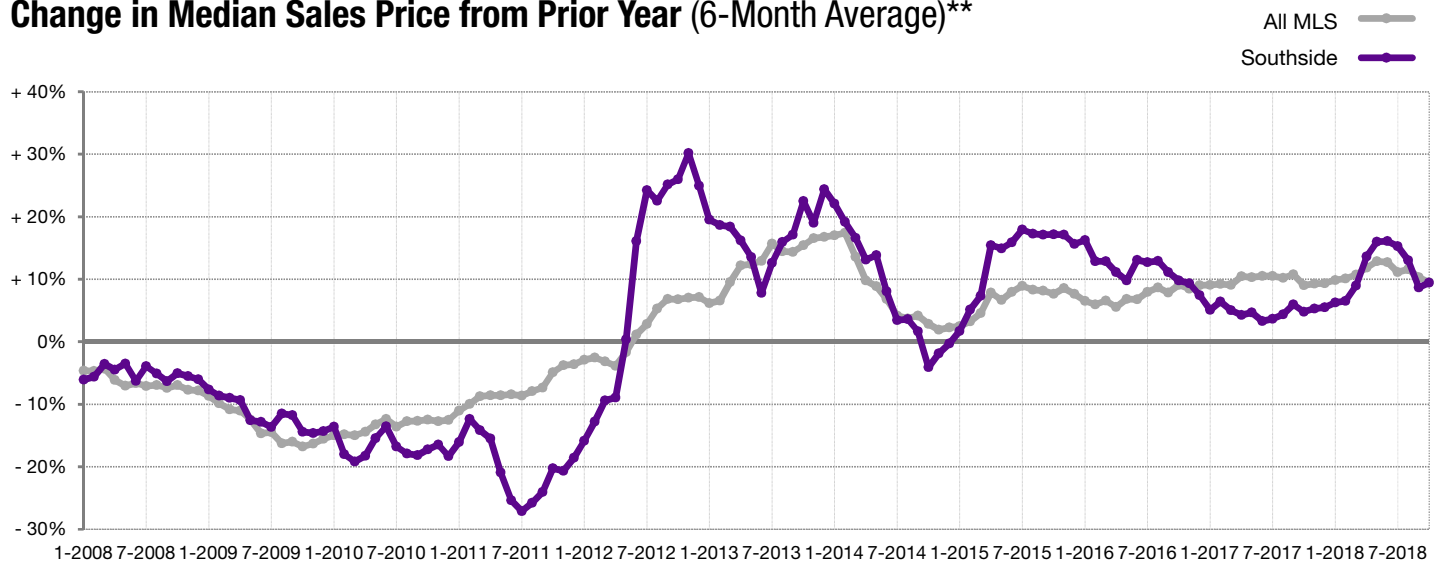


Year to Date

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

Local Market Update – October 2018

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



Riverside / Avondale / Ortega

Region 03

- 6.6%

0.0%

- 0.9%

Change in
New Listings

Change in
Closed Sales

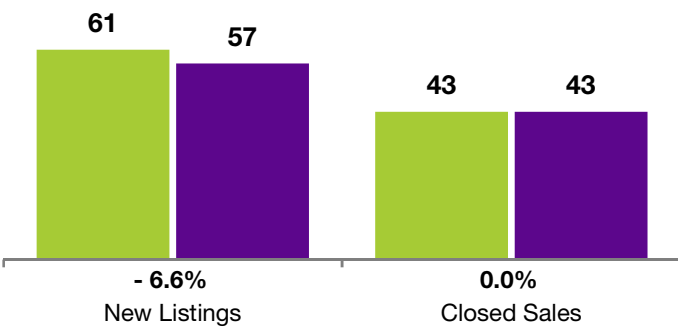
Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	61	57	- 6.6%	638	705	+ 10.5%
Closed Sales	43	43	0.0%	462	451	- 2.4%
Median Sales Price*	\$250,000	\$247,860	- 0.9%	\$260,000	\$285,000	+ 9.6%
Percent of Original List Price Received*	93.4%	91.8%	- 1.7%	93.4%	93.8%	+ 0.4%
Percent of Properties Sold Over List Price*	7.0%	0.0%	- 100.0%	8.2%	8.4%	+ 2.4%
Days on Market Until Sale	99	81	- 18.2%	80	69	- 13.8%
Inventory of Homes for Sale	187	214	+ 14.4%	--	--	--
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.

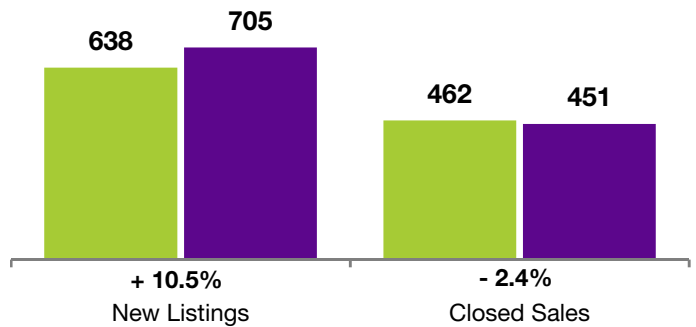
October

■ 2017 ■ 2018

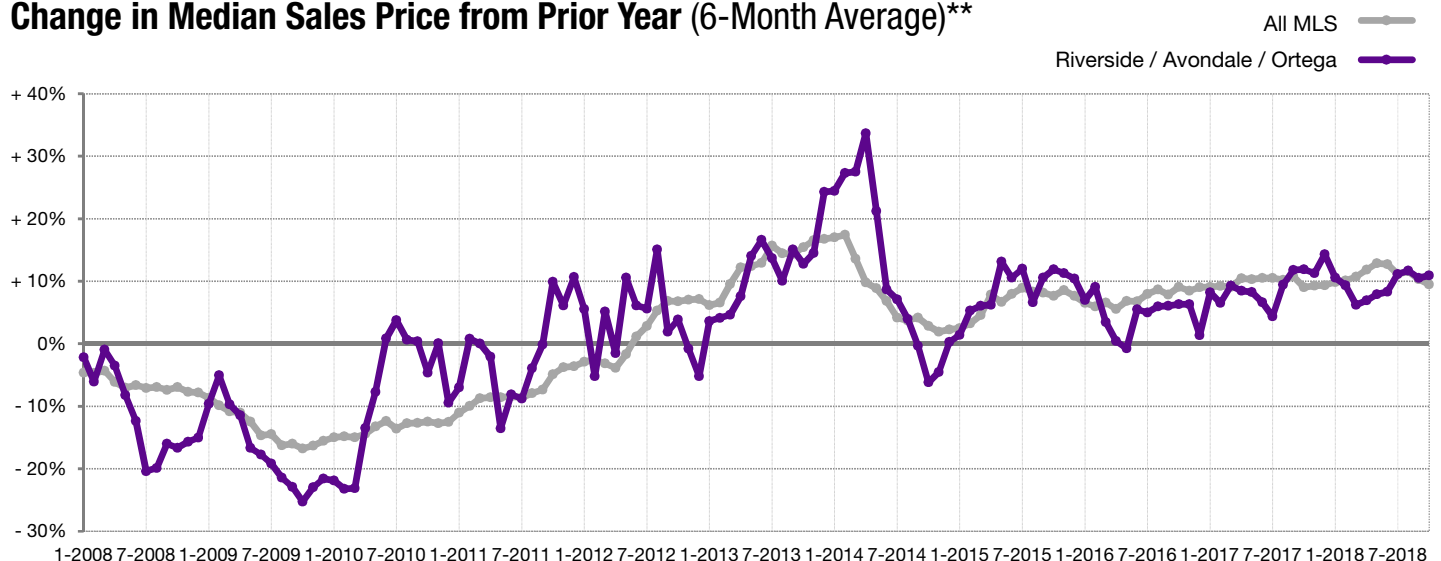


Year to Date

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

Local Market Update – October 2018

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



Arlington / Fort Caroline

Region 04

+ 11.0%

- 26.1%

+ 12.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	181	201	+ 11.0%	2,191	2,186	- 0.2%
Closed Sales	207	153	- 26.1%	1,764	1,605	- 9.0%
Median Sales Price*	\$185,000	\$208,000	+ 12.4%	\$177,000	\$195,000	+ 10.2%
Percent of Original List Price Received*	96.3%	95.7%	- 0.6%	96.6%	96.6%	0.0%
Percent of Properties Sold Over List Price*	15.0%	16.3%	+ 8.7%	17.5%	18.6%	+ 6.3%
Days on Market Until Sale	54	47	- 13.0%	54	49	- 9.3%
Inventory of Homes for Sale	453	465	+ 2.6%	--	--	--
Months Supply of Inventory	2.7	2.8	+ 3.7%	--	--	--

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

October

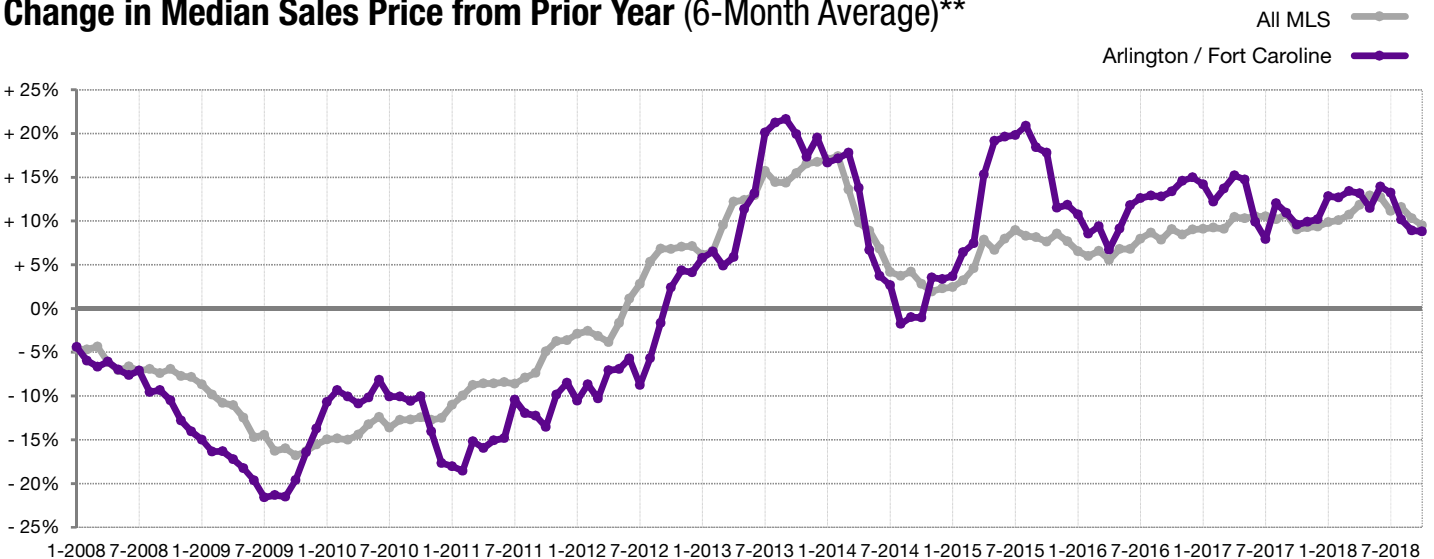
■ 2017 ■ 2018

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

Local Market Update – October 2018

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



Hyde Grove / Murray Hill / Lakeshore / Wesconnett

+ 4.8%

- 8.5%

+ 14.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 05

October

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	147	154	+ 4.8%	1,305	1,424	+ 9.1%
Closed Sales	117	107	- 8.5%	1,044	1,030	- 1.3%
Median Sales Price*	\$120,000	\$137,000	+ 14.2%	\$122,500	\$130,000	+ 6.1%
Percent of Original List Price Received*	94.8%	94.0%	- 0.8%	95.0%	95.8%	+ 0.8%
Percent of Properties Sold Over List Price*	17.1%	15.0%	- 12.3%	17.5%	20.1%	+ 14.9%
Days on Market Until Sale	45	48	+ 6.7%	61	48	- 21.3%
Inventory of Homes for Sale	282	288	+ 2.1%	--	--	--
Months Supply of Inventory	2.7	2.7	0.0%	--	--	--

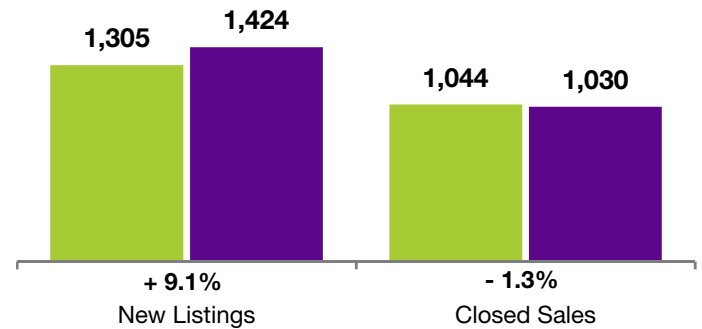
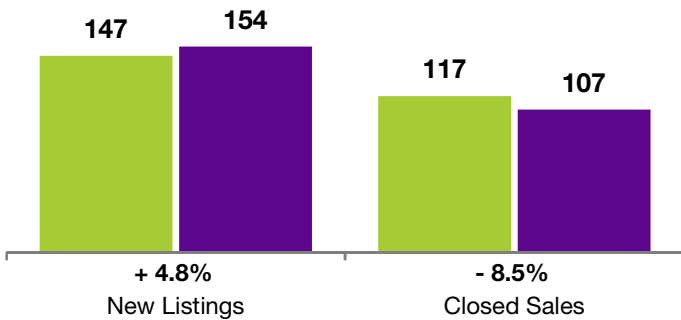
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

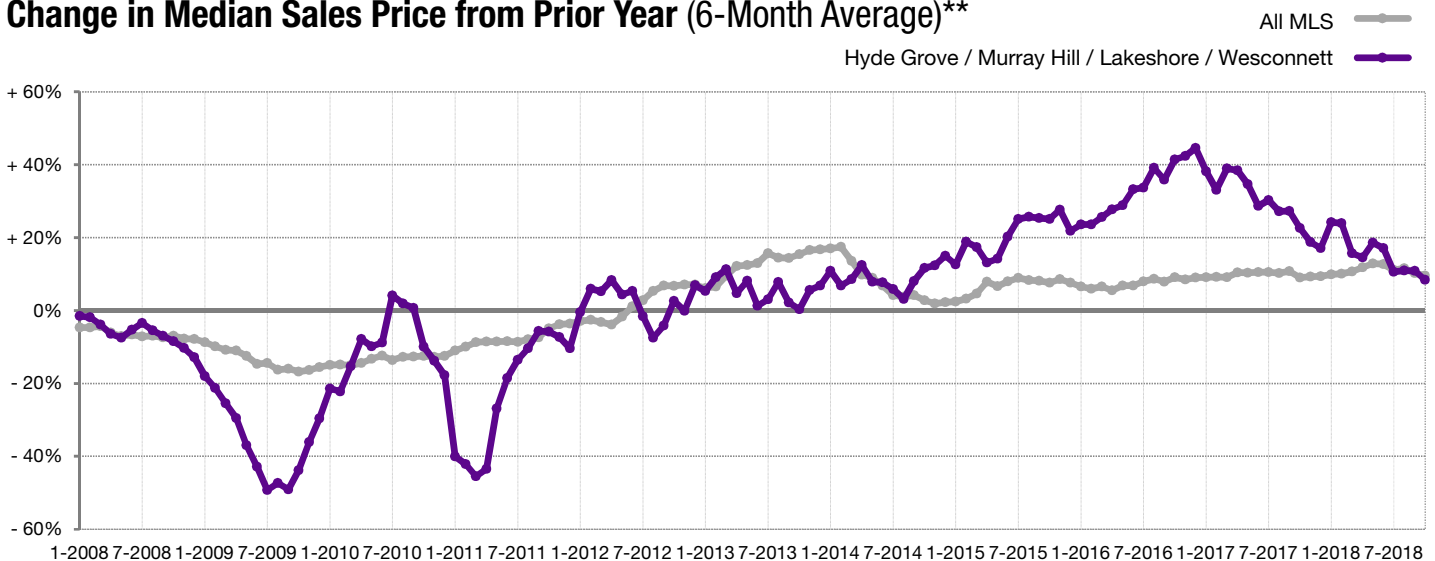
■ 2017 ■ 2018

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

Local Market Update – October 2018

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



West Jacksonville

+ 9.2%

Change in
New Listings

+ 13.6%

Change in
Closed Sales

+ 12.5%

Change in
Median Sales Price

Region 06

October

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	152	166	+ 9.2%	1,686	1,834	+ 8.8%
Closed Sales	125	142	+ 13.6%	1,312	1,423	+ 8.5%
Median Sales Price*	\$160,000	\$180,000	+ 12.5%	\$155,000	\$174,900	+ 12.8%
Percent of Original List Price Received*	96.9%	97.3%	+ 0.4%	96.2%	97.3%	+ 1.1%
Percent of Properties Sold Over List Price*	22.4%	16.3%	- 27.2%	18.4%	18.8%	+ 2.2%
Days on Market Until Sale	58	47	- 19.0%	60	53	- 11.7%
Inventory of Homes for Sale	398	404	+ 1.5%	--	--	--
Months Supply of Inventory	3.0	2.8	- 6.7%	--	--	--

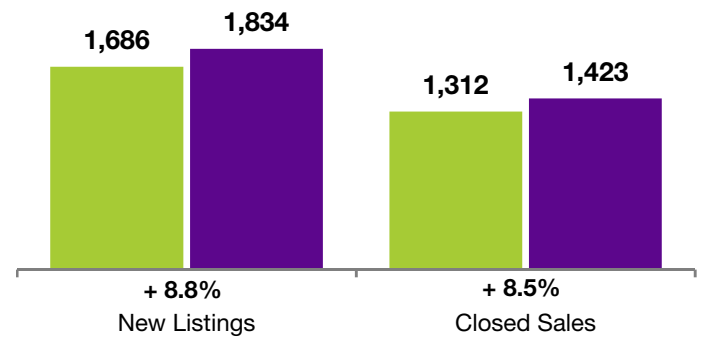
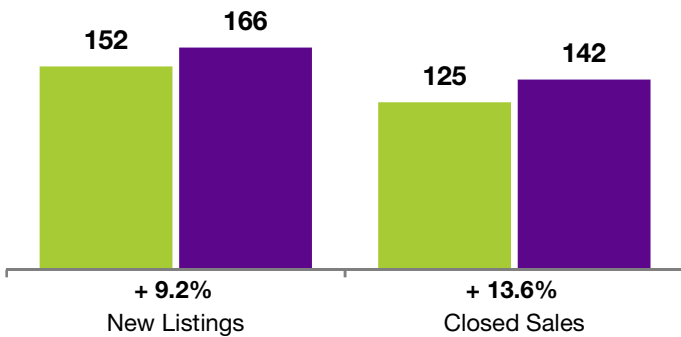
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October

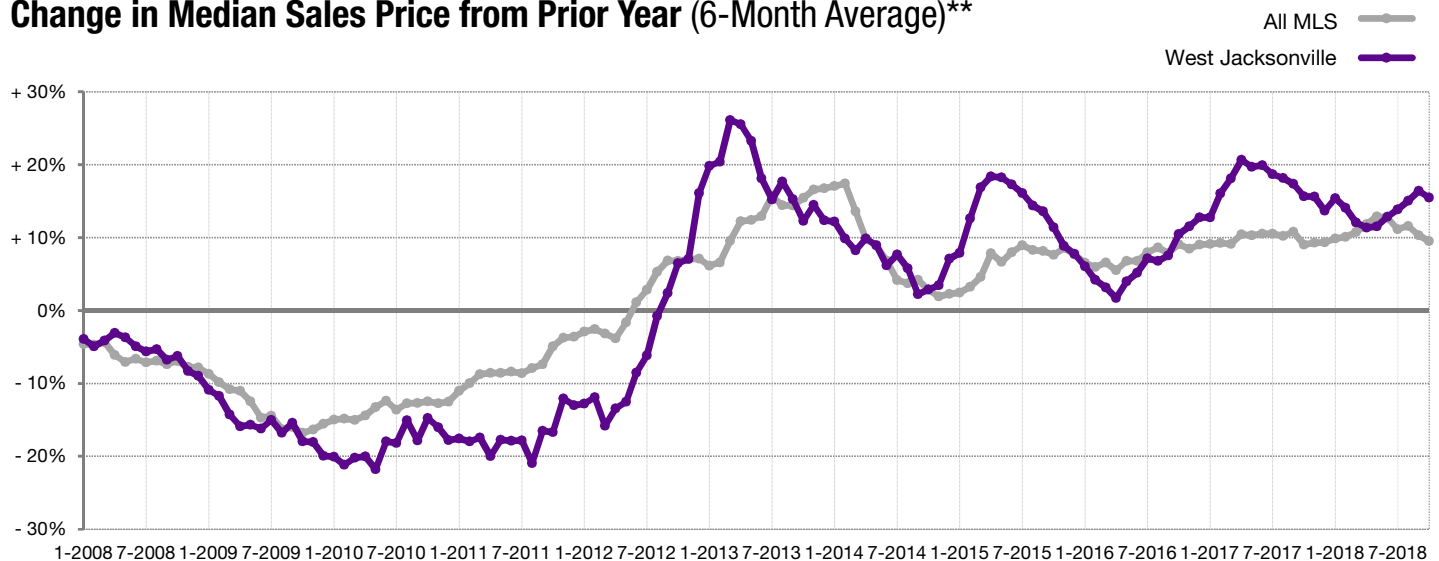
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



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



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Local Market Update – October 2018

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



+ 31.3%

- 9.0%

- 4.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

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

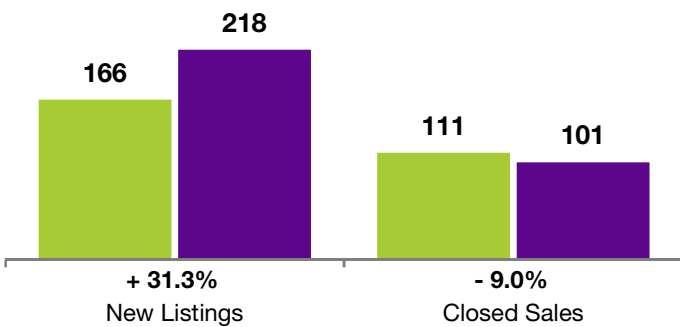
Region 07

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	166	218	+ 31.3%	1,562	1,983	+ 27.0%
Closed Sales	111	101	- 9.0%	1,036	1,064	+ 2.7%
Median Sales Price*	\$63,000	\$60,400	- 4.1%	\$50,000	\$57,150	+ 14.3%
Percent of Original List Price Received*	91.1%	91.0%	- 0.1%	89.9%	91.6%	+ 1.9%
Percent of Properties Sold Over List Price*	13.5%	10.9%	- 19.3%	12.3%	13.2%	+ 7.3%
Days on Market Until Sale	60	52	- 13.3%	69	56	- 18.8%
Inventory of Homes for Sale	424	509	+ 20.0%	--	--	--
Months Supply of Inventory	4.1	4.6	+ 12.2%	--	--	--

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

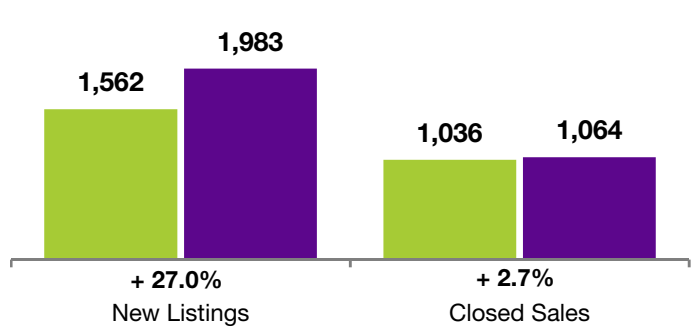
October

■ 2017 ■ 2018



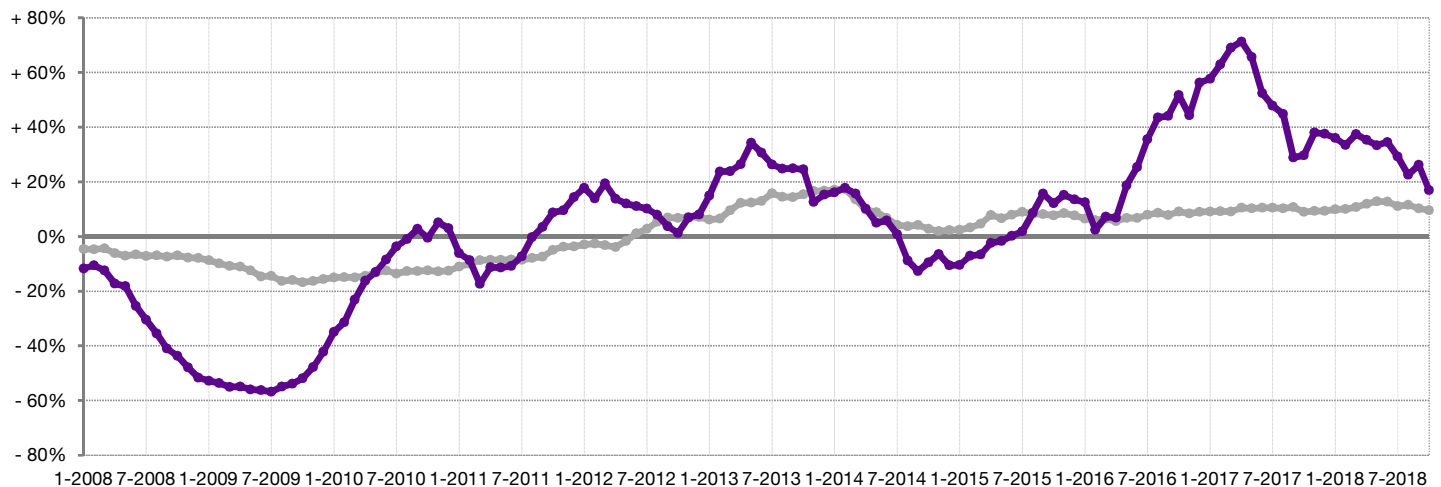
Year to Date

■ 2017 ■ 2018



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

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



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Local Market Update – October 2018

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



Marietta / Whitehouse / Baldwin / Garden St / Dinsmore

+ 104.8% **+ 37.5%** **+ 27.0%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 08

October

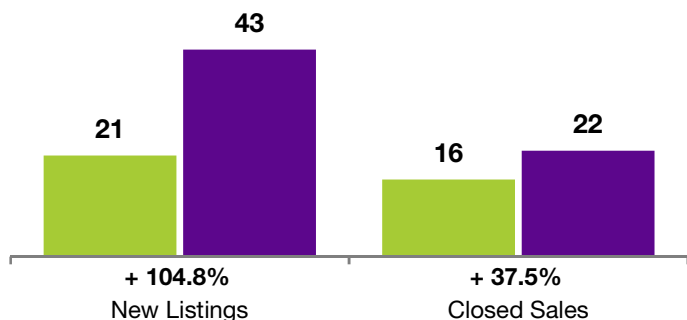
Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	21	43	+ 104.8%	224	344	+ 53.6%
Closed Sales	16	22	+ 37.5%	180	212	+ 17.8%
Median Sales Price*	\$157,500	\$200,000	+ 27.0%	\$145,000	\$175,000	+ 20.7%
Percent of Original List Price Received*	91.2%	95.9%	+ 5.2%	93.8%	95.3%	+ 1.6%
Percent of Properties Sold Over List Price*	6.3%	27.3%	+ 333.3%	12.9%	23.6%	+ 82.9%
Days on Market Until Sale	42	60	+ 42.9%	69	57	- 17.4%
Inventory of Homes for Sale	64	111	+ 73.4%	--	--	--
Months Supply of Inventory	3.5	5.2	+ 48.6%	--	--	--

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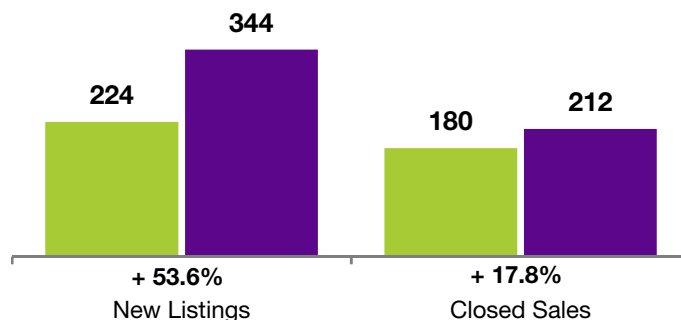
October

■ 2017 ■ 2018



Year to Date

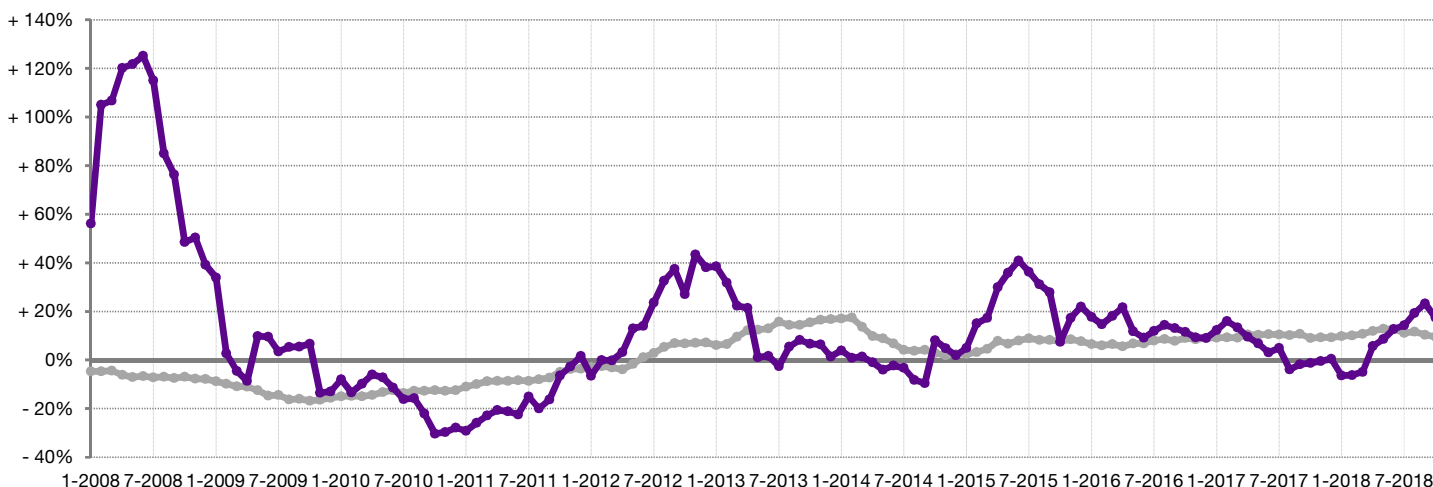
■ 2017 ■ 2018



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 – October 2018

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



Jacksonville - North

+ 53.1%

+ 21.2%

+ 6.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 09

October

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	130	199	+ 53.1%	1,643	1,874	+ 14.1%
Closed Sales	104	126	+ 21.2%	1,291	1,345	+ 4.2%
Median Sales Price*	\$193,000	\$205,000	+ 6.2%	\$190,000	\$210,840	+ 11.0%
Percent of Original List Price Received*	97.1%	96.2%	- 0.9%	96.2%	96.6%	+ 0.4%
Percent of Properties Sold Over List Price*	18.3%	19.0%	+ 3.8%	16.4%	15.7%	- 4.3%
Days on Market Until Sale	46	46	0.0%	66	66	0.0%
Inventory of Homes for Sale	449	503	+ 12.0%	--	--	--
Months Supply of Inventory	3.6	3.7	+ 2.8%	--	--	--

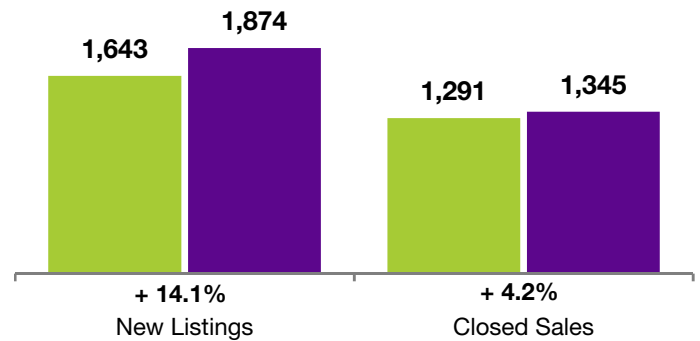
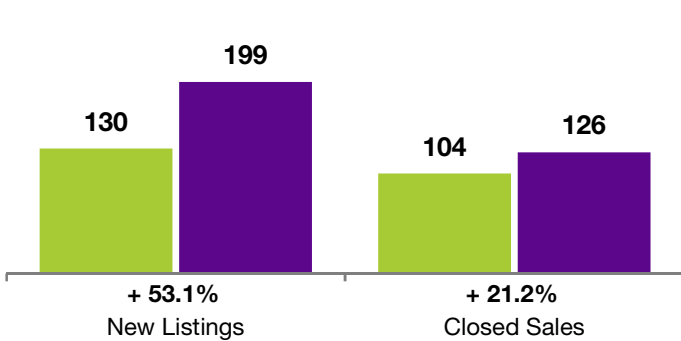
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October

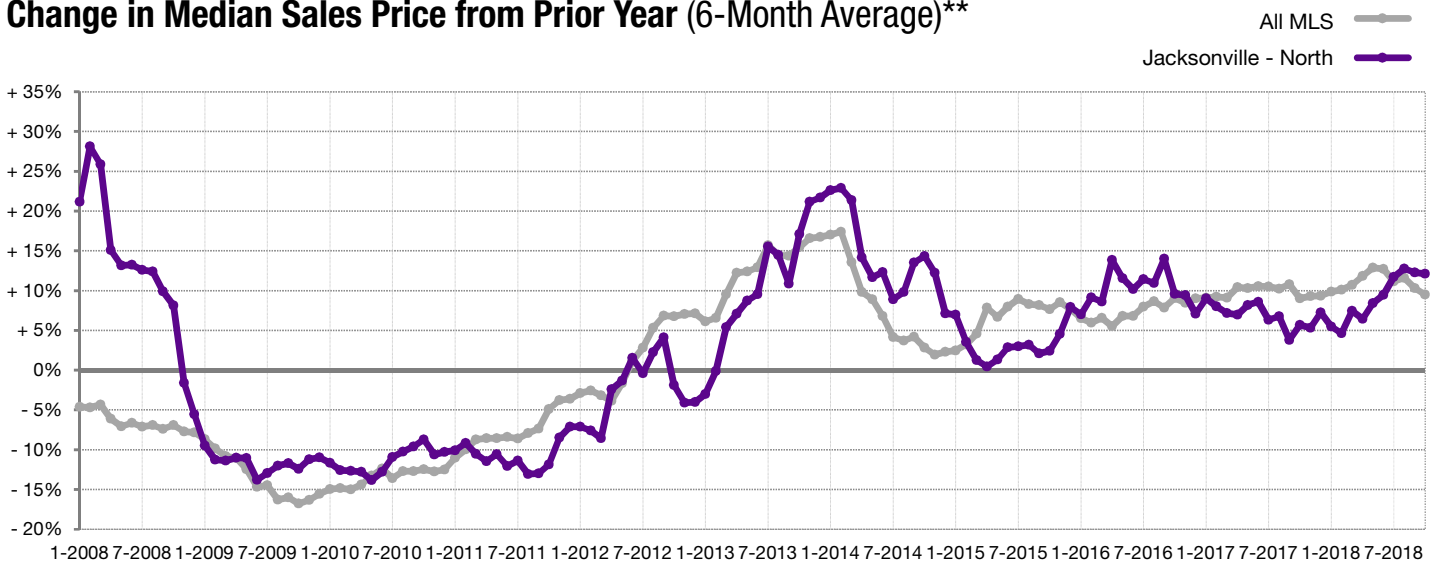
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



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



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Local Market Update – October 2018

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



Fleming Island Area

+ 3.2%

Change in
New Listings

- 2.4%

Change in
Closed Sales

+ 1.4%

Change in
Median Sales Price

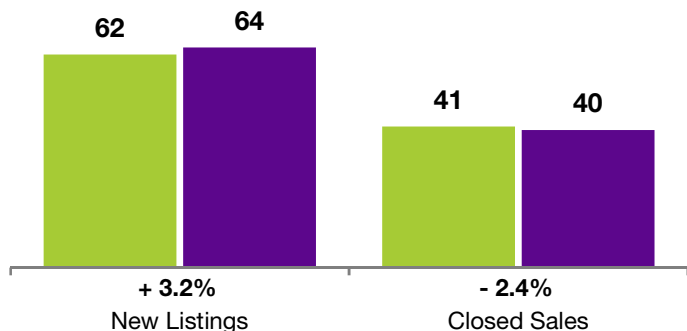
Region 12

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	62	64	+ 3.2%	749	747	- 0.3%
Closed Sales	41	40	- 2.4%	572	509	- 11.0%
Median Sales Price*	\$260,000	\$263,750	+ 1.4%	\$259,950	\$270,000	+ 3.9%
Percent of Original List Price Received*	94.7%	96.2%	+ 1.6%	95.9%	96.7%	+ 0.8%
Percent of Properties Sold Over List Price*	12.2%	10.0%	- 18.0%	13.1%	11.2%	- 14.5%
Days on Market Until Sale	78	66	- 15.4%	73	54	- 26.0%
Inventory of Homes for Sale	169	156	- 7.7%	--	--	--
Months Supply of Inventory	3.0	2.9	- 3.3%	--	--	--

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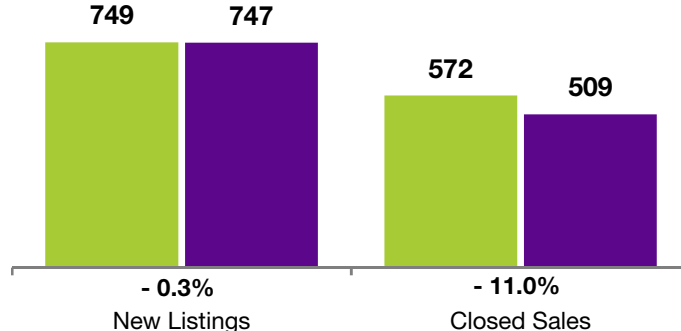
October

■ 2017 ■ 2018

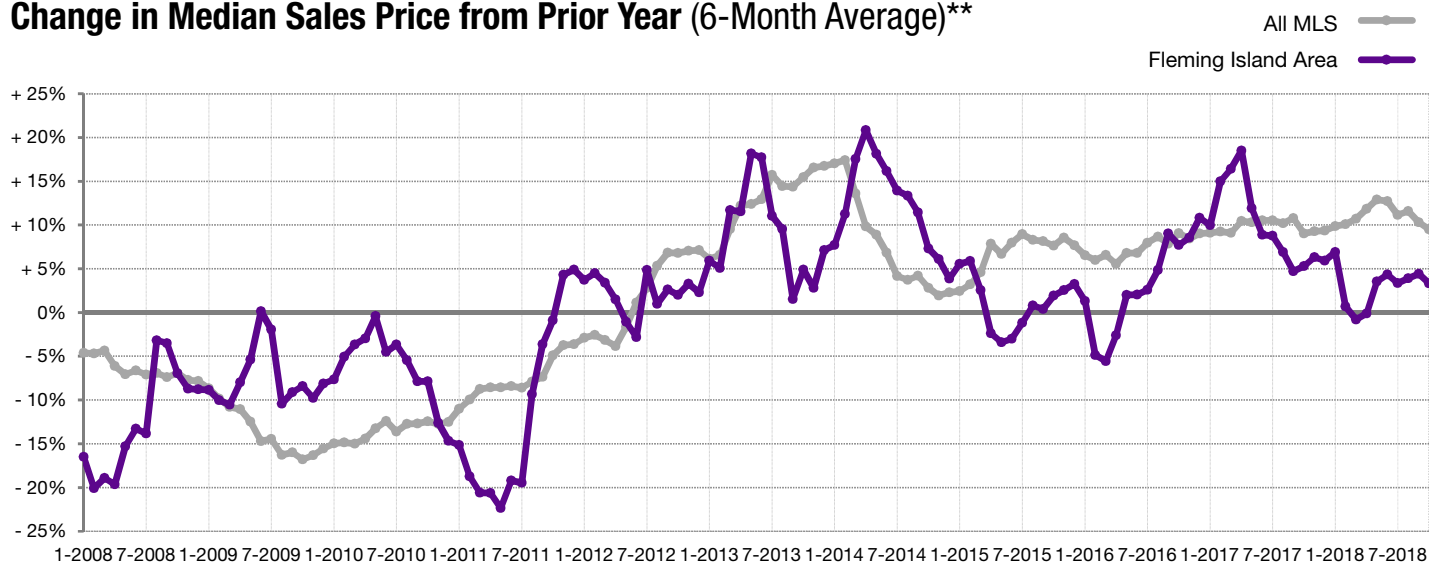


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – October 2018

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Orange Park

+ 19.8%

+ 25.6%

+ 18.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 13

October

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	131	157	+ 19.8%	1,594	1,831	+ 14.9%
Closed Sales	121	152	+ 25.6%	1,365	1,294	- 5.2%
Median Sales Price*	\$169,000	\$199,500	+ 18.0%	\$175,000	\$195,000	+ 11.4%
Percent of Original List Price Received*	97.0%	95.9%	- 1.1%	97.1%	97.0%	- 0.1%
Percent of Properties Sold Over List Price*	17.4%	18.4%	+ 5.7%	20.4%	18.6%	- 8.8%
Days on Market Until Sale	54	54	0.0%	57	47	- 17.5%
Inventory of Homes for Sale	284	365	+ 28.5%	--	--	--
Months Supply of Inventory	2.2	2.8	+ 27.3%	--	--	--

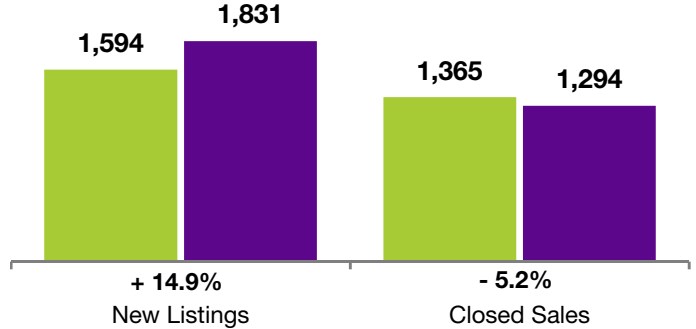
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October

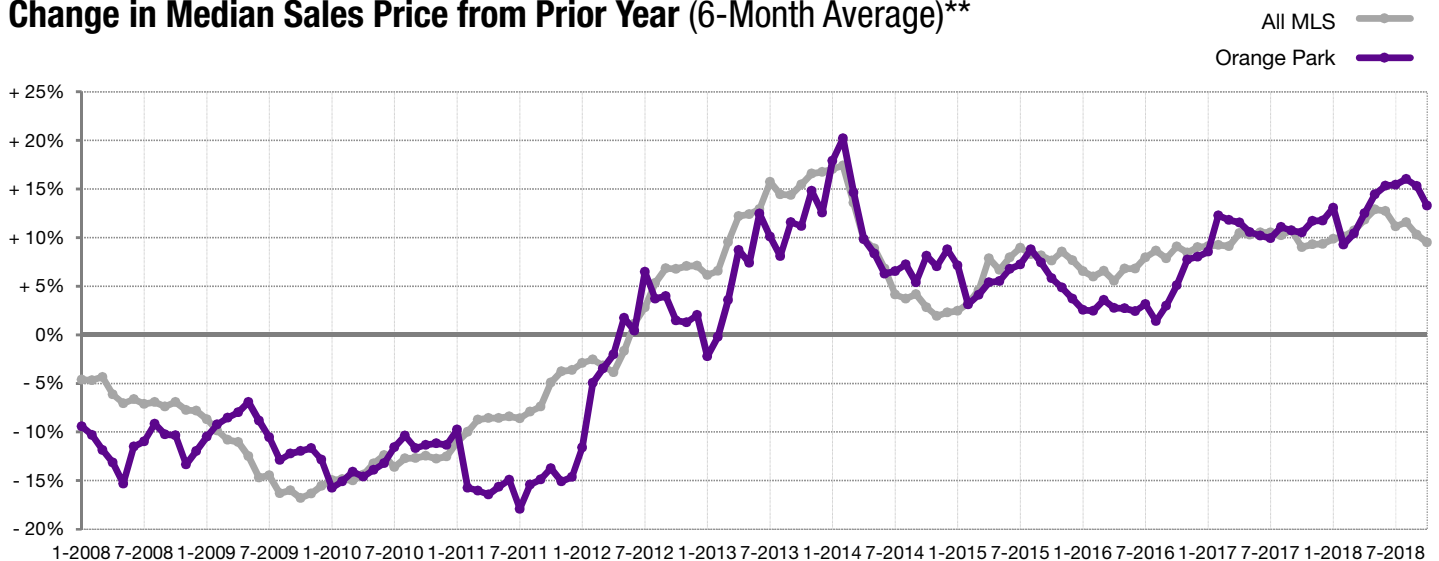
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



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



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Local Market Update – October 2018

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Middleburg Vicinity

+ 64.0%

+ 25.8%

+ 7.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 14

October

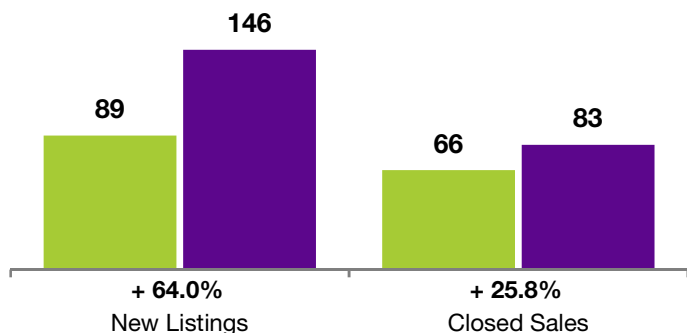
Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	89	146	+ 64.0%	911	1,134	+ 24.5%
Closed Sales	66	83	+ 25.8%	783	805	+ 2.8%
Median Sales Price*	\$185,000	\$199,500	+ 7.8%	\$174,000	\$195,000	+ 12.1%
Percent of Original List Price Received*	98.0%	96.3%	- 1.7%	95.7%	96.4%	+ 0.7%
Percent of Properties Sold Over List Price*	26.2%	19.3%	- 26.3%	17.4%	19.5%	+ 12.1%
Days on Market Until Sale	43	41	- 4.7%	68	48	- 29.4%
Inventory of Homes for Sale	224	319	+ 42.4%	--	--	--
Months Supply of Inventory	3.0	4.0	+ 33.3%	--	--	--

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

October

■ 2017 ■ 2018

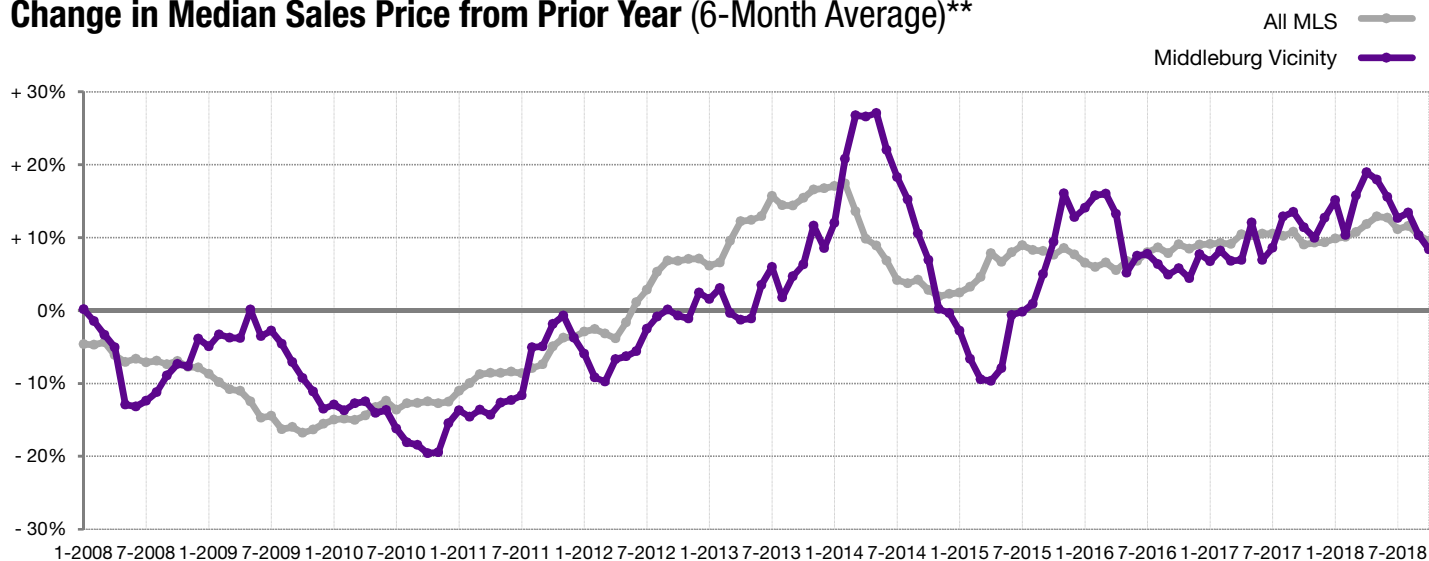


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – October 2018

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



Keystone Heights Vicinity

Region 15

- 13.3% **- 25.0%** **- 6.9%**

Change in
New Listings

Change in
Closed Sales

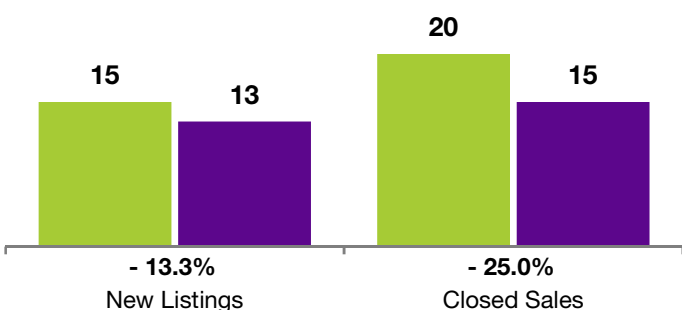
Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	15	13	- 13.3%	254	229	- 9.8%
Closed Sales	20	15	- 25.0%	189	168	- 11.1%
Median Sales Price*	\$137,450	\$128,000	- 6.9%	\$119,900	\$130,000	+ 8.4%
Percent of Original List Price Received*	94.1%	90.6%	- 3.7%	91.5%	92.4%	+ 1.0%
Percent of Properties Sold Over List Price*	30.0%	20.0%	- 33.3%	15.3%	19.0%	+ 24.2%
Days on Market Until Sale	82	73	- 11.0%	102	99	- 2.9%
Inventory of Homes for Sale	99	77	- 22.2%	--	--	--
Months Supply of Inventory	5.3	4.6	- 13.2%	--	--	--

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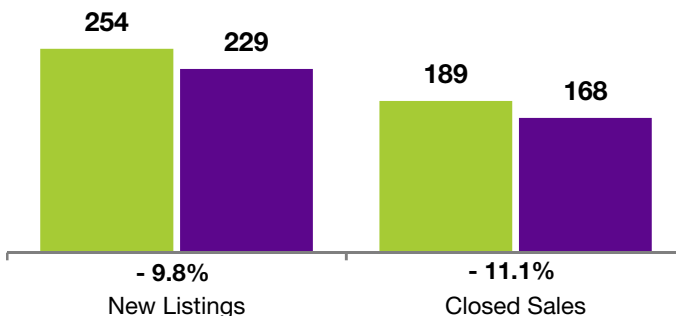
October

■ 2017 ■ 2018



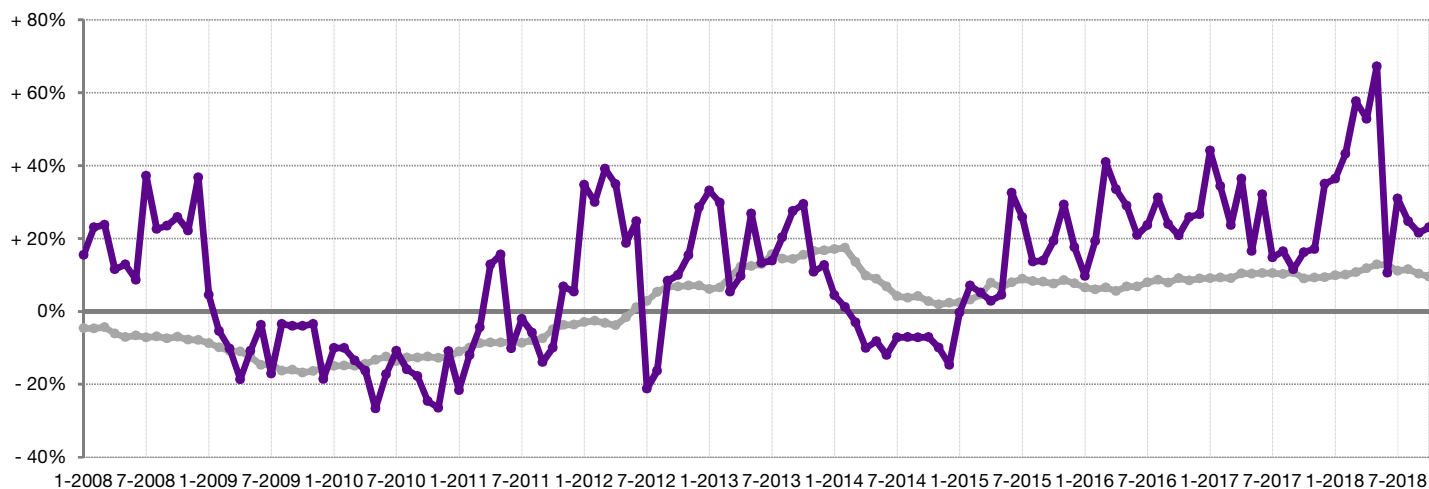
Year to Date

■ 2017 ■ 2018



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

All MLS — Keystone Heights Vicinity —



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Local Market Update – October 2018

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Green Cove Springs

+ 32.2%

- 48.6%

- 19.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 16

October

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	59	78	+ 32.2%	587	561	- 4.4%
Closed Sales	35	18	- 48.6%	435	402	- 7.6%
Median Sales Price*	\$229,000	\$183,500	- 19.9%	\$203,950	\$226,950	+ 11.3%
Percent of Original List Price Received*	96.5%	93.5%	- 3.1%	96.2%	97.2%	+ 1.0%
Percent of Properties Sold Over List Price*	2.9%	11.1%	+ 282.8%	12.0%	16.2%	+ 35.0%
Days on Market Until Sale	82	46	- 43.9%	76	71	- 6.6%
Inventory of Homes for Sale	179	187	+ 4.5%	--	--	--
Months Supply of Inventory	4.2	4.7	+ 11.9%	--	--	--

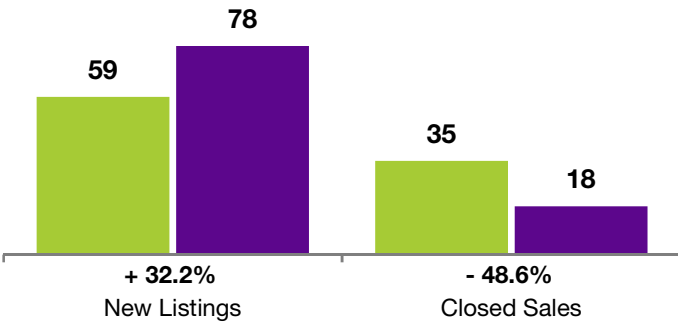
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

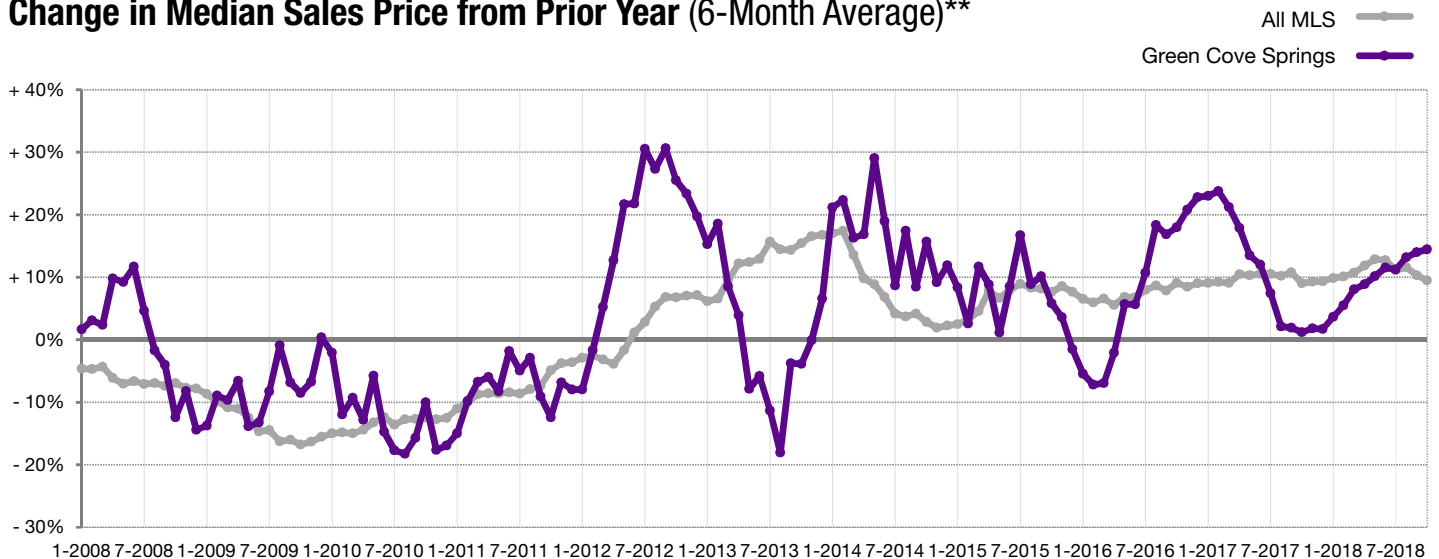
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



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



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Local Market Update – October 2018

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



Jacksonville Beach

+ 18.0%

+ 7.3%

+ 0.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 21

October

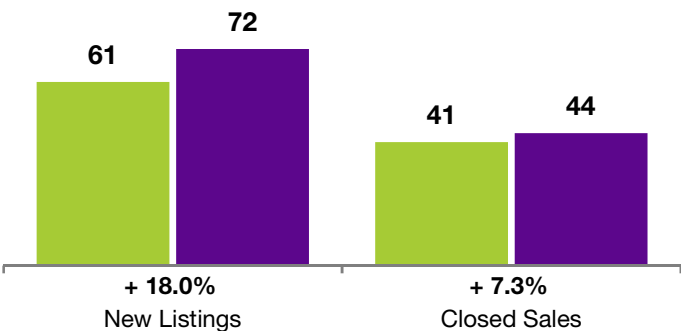
Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	61	72	+ 18.0%	761	861	+ 13.1%
Closed Sales	41	44	+ 7.3%	537	542	+ 0.9%
Median Sales Price*	\$366,000	\$367,500	+ 0.4%	\$360,000	\$385,000	+ 6.9%
Percent of Original List Price Received*	94.9%	92.9%	- 2.1%	95.5%	95.2%	- 0.3%
Percent of Properties Sold Over List Price*	4.9%	9.1%	+ 85.7%	9.7%	7.9%	- 18.6%
Days on Market Until Sale	74	87	+ 17.6%	65	71	+ 9.2%
Inventory of Homes for Sale	193	253	+ 31.1%	--	--	--
Months Supply of Inventory	3.7	4.8	+ 29.7%	--	--	--

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

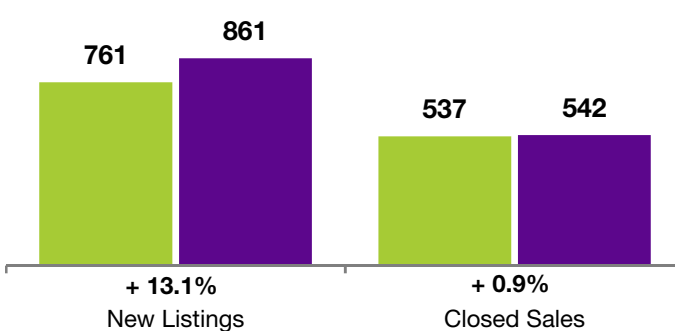
October

■ 2017 ■ 2018

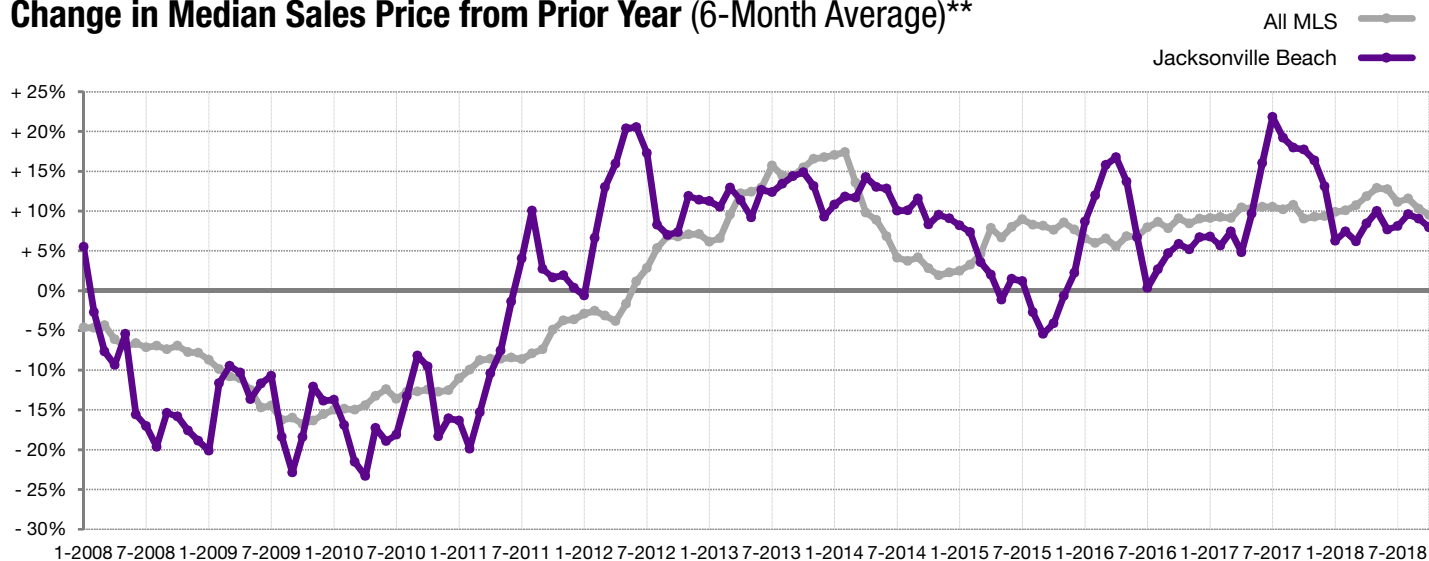


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – October 2018

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



Neptune Beach

- 23.8%

0.0%

- 5.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 22

October

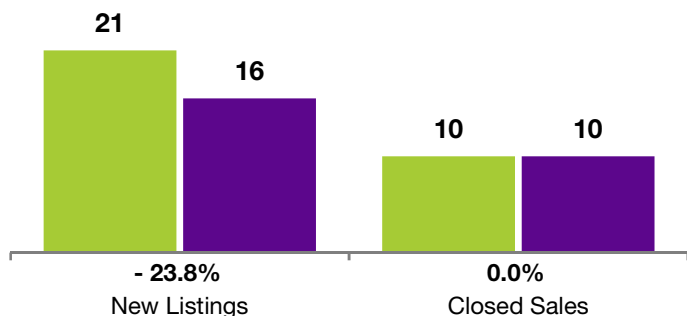
Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	21	16	- 23.8%	128	132	+ 3.1%
Closed Sales	10	10	0.0%	96	101	+ 5.2%
Median Sales Price*	\$437,500	\$412,000	- 5.8%	\$385,000	\$438,000	+ 13.8%
Percent of Original List Price Received*	94.7%	95.7%	+ 1.1%	94.3%	94.8%	+ 0.5%
Percent of Properties Sold Over List Price*	20.0%	0.0%	- 100.0%	13.5%	9.9%	- 26.7%
Days on Market Until Sale	38	33	- 13.2%	67	60	- 10.4%
Inventory of Homes for Sale	38	31	- 18.4%	--	--	--
Months Supply of Inventory	3.8	3.0	- 21.1%	--	--	--

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

October

■ 2017 ■ 2018

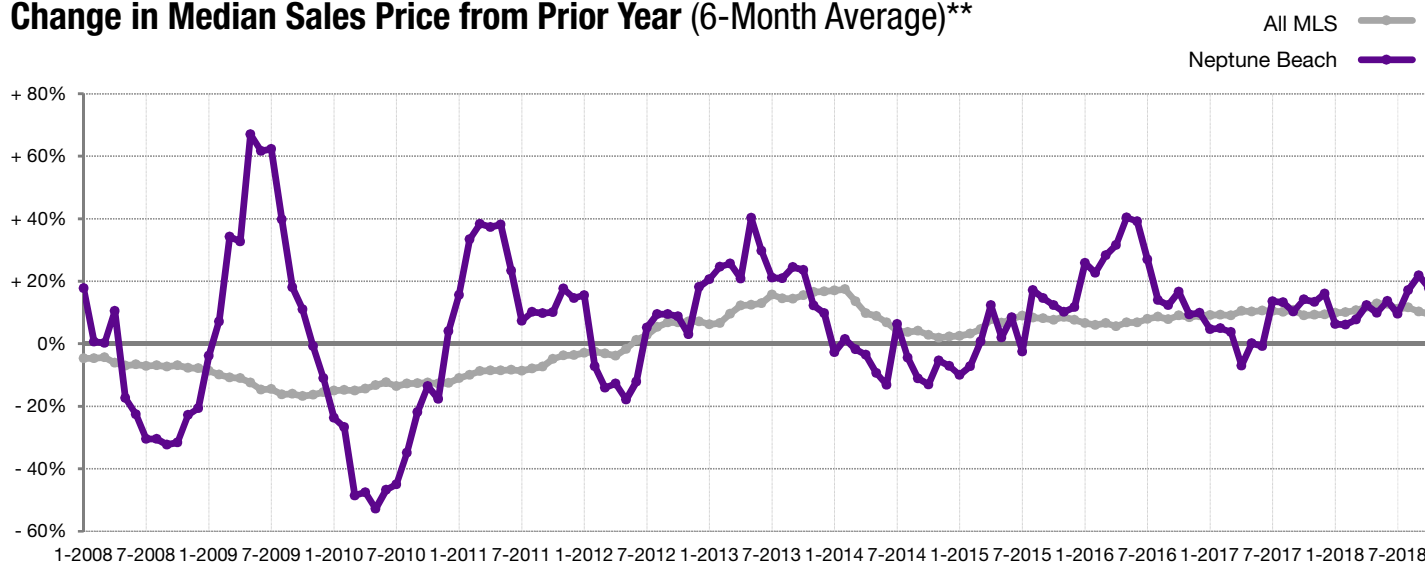


Year to Date

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

Local Market Update – October 2018

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



Atlantic Beach

- 47.4%

+ 27.8%

+ 38.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 23

October

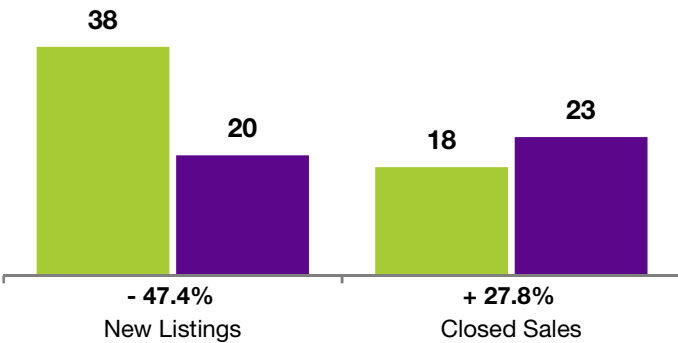
Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	38	20	- 47.4%	315	326	+ 3.5%
Closed Sales	18	23	+ 27.8%	230	245	+ 6.5%
Median Sales Price*	\$324,950	\$450,000	+ 38.5%	\$404,000	\$420,000	+ 4.0%
Percent of Original List Price Received*	94.8%	93.7%	- 1.2%	95.3%	95.5%	+ 0.2%
Percent of Properties Sold Over List Price*	0.0%	13.0%	--	11.8%	14.3%	+ 21.2%
Days on Market Until Sale	69	68	- 1.4%	83	78	- 6.0%
Inventory of Homes for Sale	96	86	- 10.4%	--	--	--
Months Supply of Inventory	4.0	3.7	- 7.5%	--	--	--

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

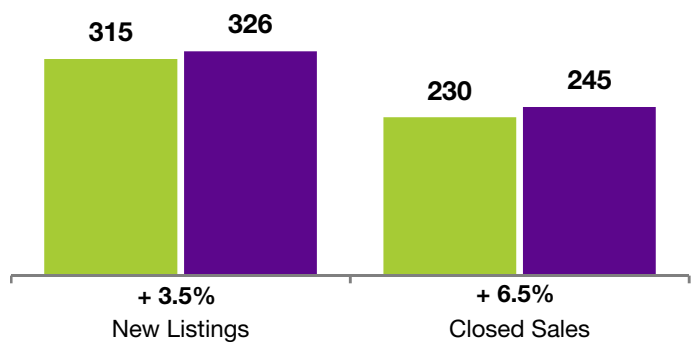
October

■ 2017 ■ 2018

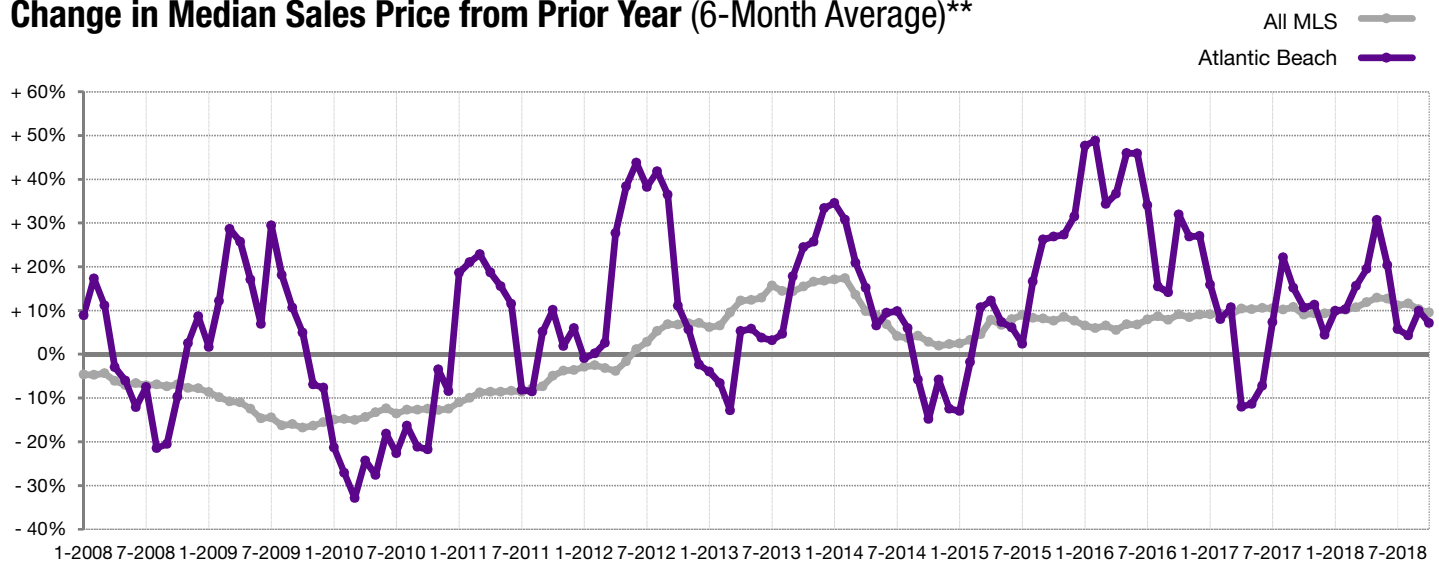


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – October 2018

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



NE St. Johns County – Ponte Vedra Beach North

- 11.8% **+ 110.0%** **- 60.6%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 25

October

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	34	30	- 11.8%	275	340	+ 23.6%
Closed Sales	10	21	+ 110.0%	179	234	+ 30.7%
Median Sales Price*	\$761,750	\$299,900	- 60.6%	\$595,000	\$469,750	- 21.1%
Percent of Original List Price Received*	93.9%	93.8%	- 0.1%	93.3%	93.4%	+ 0.1%
Percent of Properties Sold Over List Price*	0.0%	0.0%	--	8.9%	5.1%	- 42.7%
Days on Market Until Sale	82	67	- 18.3%	91	90	- 1.1%
Inventory of Homes for Sale	111	119	+ 7.2%	--	--	--
Months Supply of Inventory	6.3	5.2	- 17.5%	--	--	--

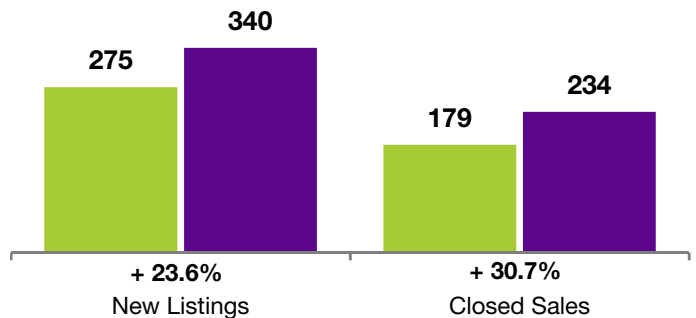
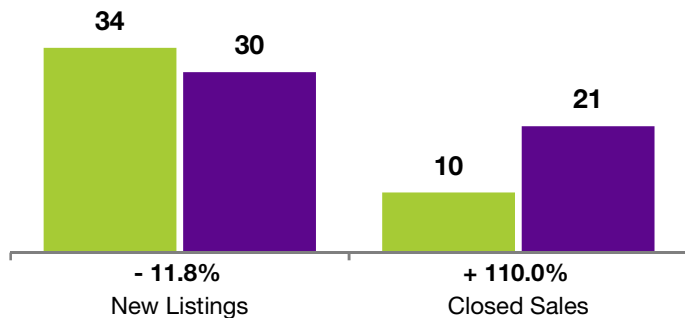
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

■ 2017 ■ 2018

Year to Date

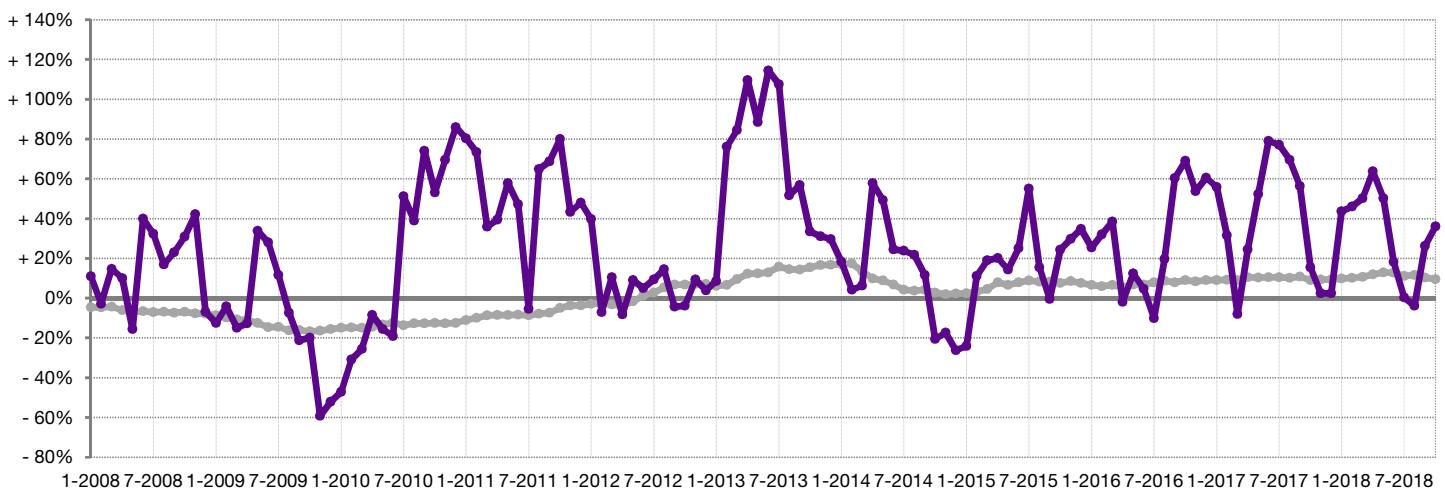
■ 2017 ■ 2018



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 – October 2018

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



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

- 14.0%

+ 1.9%

- 4.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 26

October

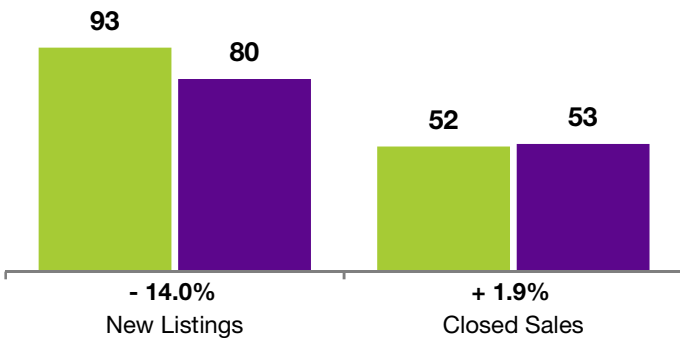
Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	93	80	- 14.0%	930	1,036	+ 11.4%
Closed Sales	52	53	+ 1.9%	599	654	+ 9.2%
Median Sales Price*	\$438,350	\$419,000	- 4.4%	\$441,250	\$464,370	+ 5.2%
Percent of Original List Price Received*	93.7%	92.9%	- 0.9%	95.0%	94.4%	- 0.6%
Percent of Properties Sold Over List Price*	3.9%	5.7%	+ 46.2%	8.9%	6.6%	- 25.8%
Days on Market Until Sale	124	91	- 26.6%	89	85	- 4.5%
Inventory of Homes for Sale	342	344	+ 0.6%	--	--	--
Months Supply of Inventory	5.8	5.4	- 6.9%	--	--	--

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

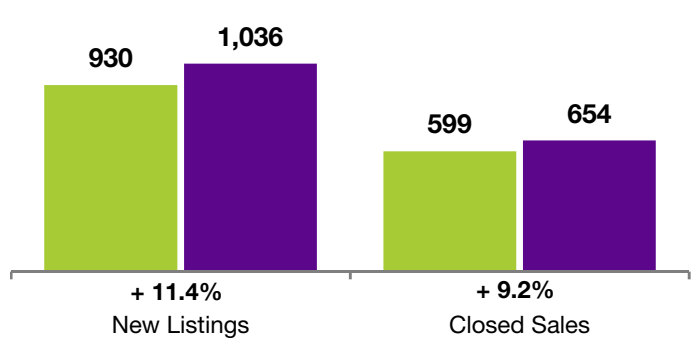
October

■ 2017 ■ 2018



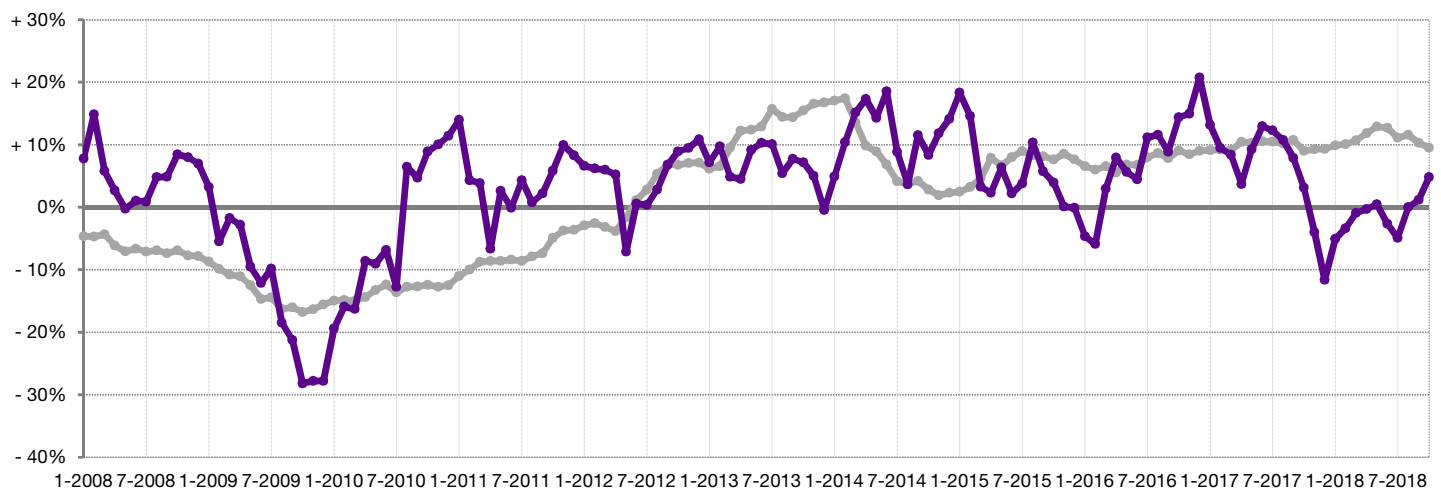
Year to Date

■ 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 —



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Local Market Update – October 2018

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



Ponte Vedra / Nocatee (St. Johns County)

- 33.0%

- 2.9%

- 5.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 27

October

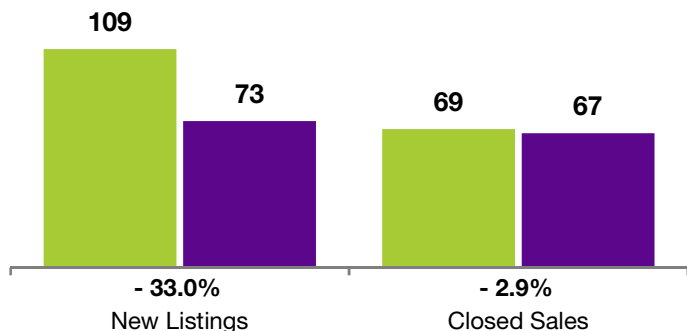
Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	109	73	- 33.0%	838	916	+ 9.3%
Closed Sales	69	67	- 2.9%	722	674	- 6.6%
Median Sales Price*	\$430,392	\$406,000	- 5.7%	\$383,942	\$417,500	+ 8.7%
Percent of Original List Price Received*	101.0%	98.4%	- 2.6%	98.7%	97.6%	- 1.1%
Percent of Properties Sold Over List Price*	18.8%	26.9%	+ 43.1%	14.7%	14.4%	- 2.0%
Days on Market Until Sale	75	51	- 32.0%	87	64	- 26.4%
Inventory of Homes for Sale	190	214	+ 12.6%	--	--	--
Months Supply of Inventory	2.6	2.9	+ 11.5%	--	--	--

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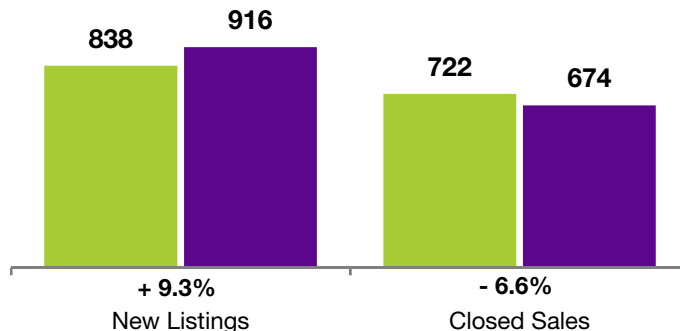
October

■ 2017 ■ 2018



Year to Date

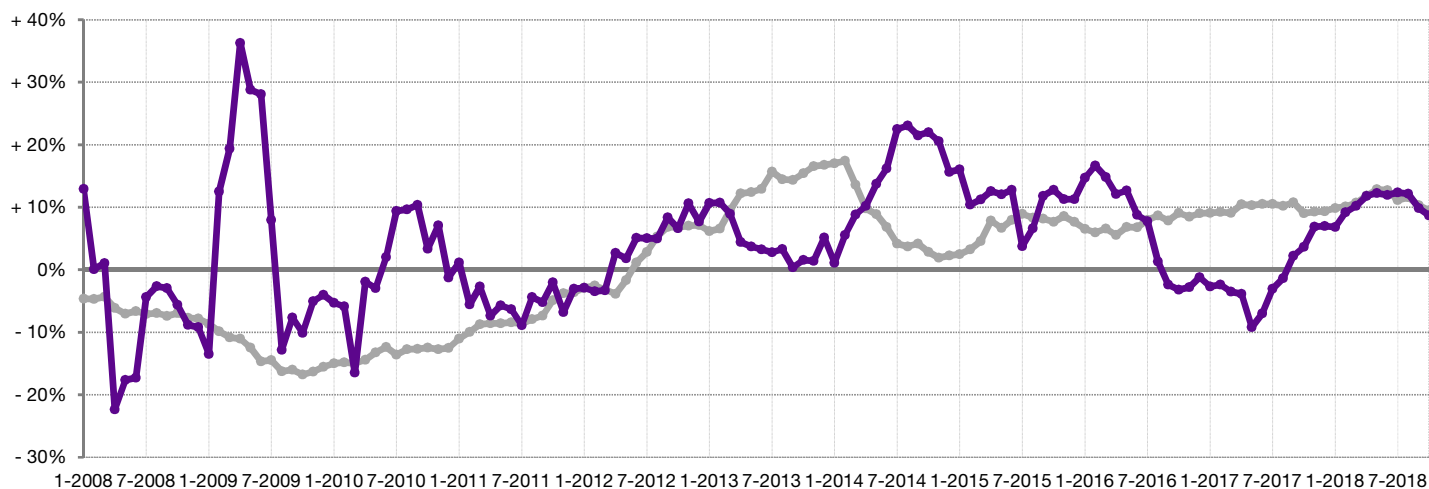
■ 2017 ■ 2018



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

All MLS —

Ponte Vedra / Nocatee (St. Johns County) —



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Local Market Update – October 2018

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



St. Johns County - NW

Region 30

0.0%

Change in
New Listings

- 18.8%

Change in
Closed Sales

+ 4.5%

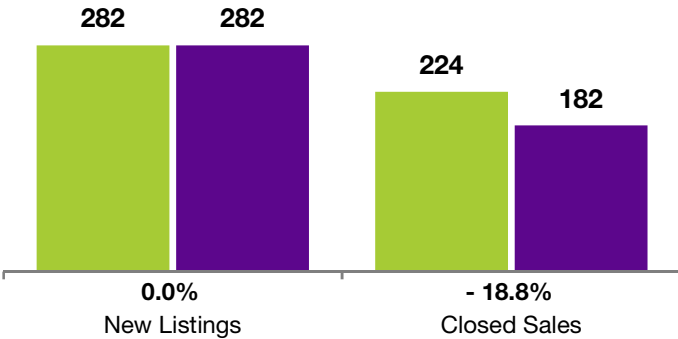
Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	282	282	0.0%	3,131	3,255	+ 4.0%
Closed Sales	224	182	- 18.8%	2,357	2,508	+ 6.4%
Median Sales Price*	\$299,900	\$313,493	+ 4.5%	\$295,000	\$315,000	+ 6.8%
Percent of Original List Price Received*	95.5%	96.1%	+ 0.6%	96.3%	96.7%	+ 0.4%
Percent of Properties Sold Over List Price*	9.4%	9.9%	+ 5.3%	11.9%	10.5%	- 11.8%
Days on Market Until Sale	74	75	+ 1.4%	80	80	0.0%
Inventory of Homes for Sale	966	864	- 10.6%	--	--	--
Months Supply of Inventory	4.2	3.4	- 19.0%	--	--	--

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

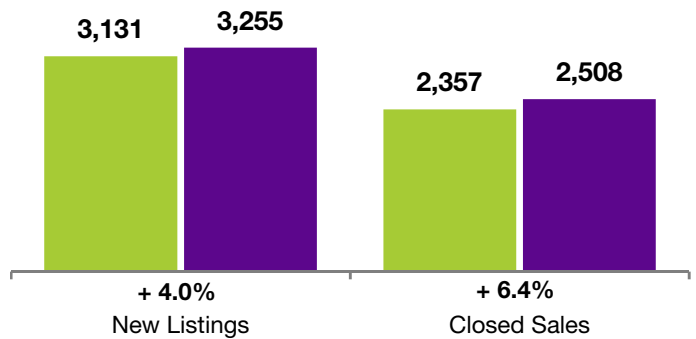
October

■ 2017 ■ 2018

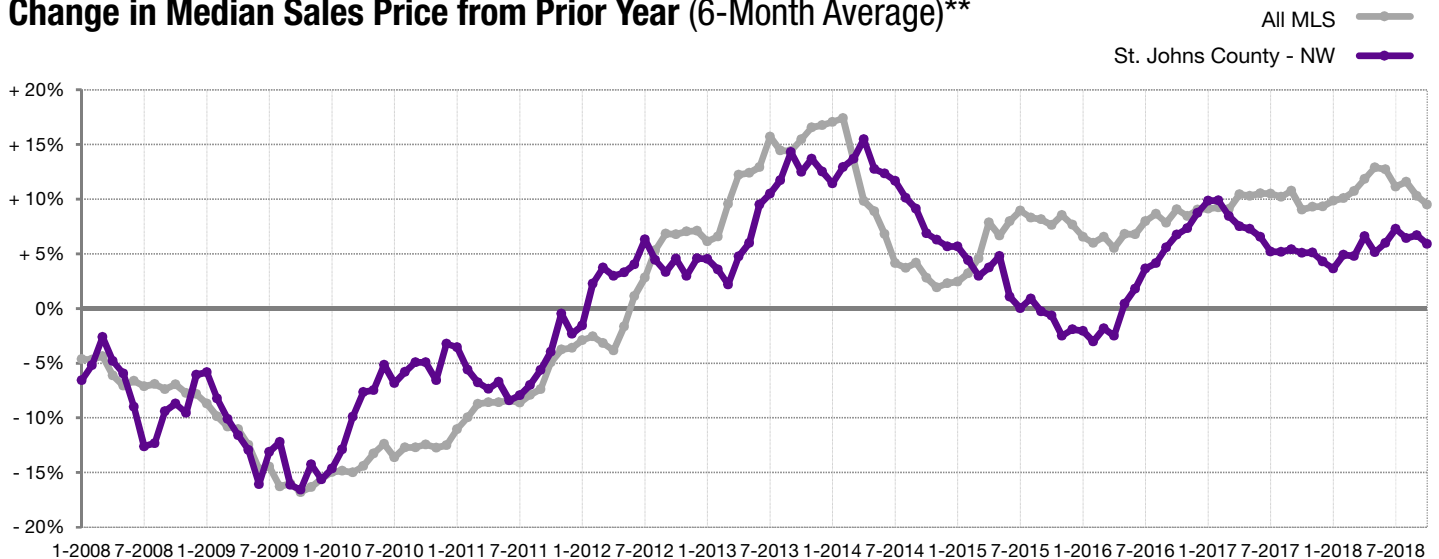


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – October 2018

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



St. Johns County - NE

+ 29.7%

+ 55.6%

+ 5.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 31

October

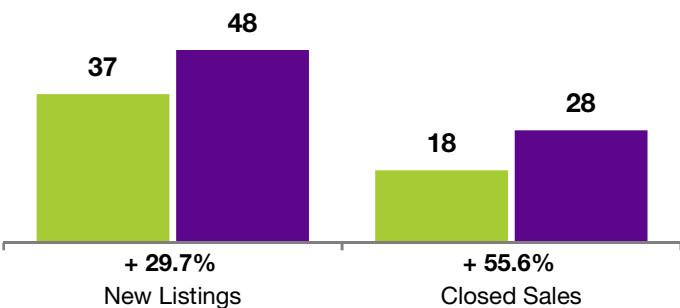
Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	37	48	+ 29.7%	430	420	- 2.3%
Closed Sales	18	28	+ 55.6%	259	281	+ 8.5%
Median Sales Price*	\$377,000	\$397,500	+ 5.4%	\$379,000	\$365,000	- 3.7%
Percent of Original List Price Received*	92.9%	96.9%	+ 4.3%	94.8%	95.5%	+ 0.7%
Percent of Properties Sold Over List Price*	11.1%	10.7%	- 3.6%	7.7%	11.4%	+ 48.1%
Days on Market Until Sale	115	63	- 45.2%	99	105	+ 6.1%
Inventory of Homes for Sale	155	148	- 4.5%	--	--	--
Months Supply of Inventory	5.9	5.2	- 11.9%	--	--	--

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

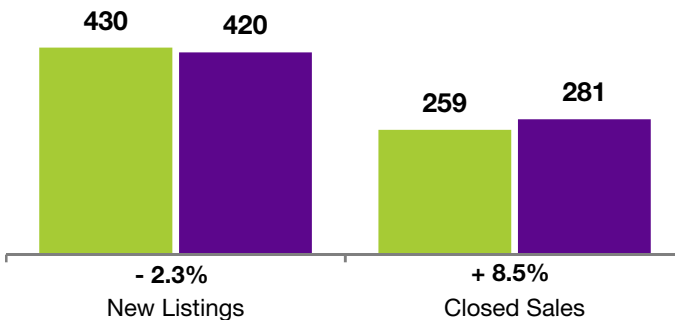
October

■ 2017 ■ 2018

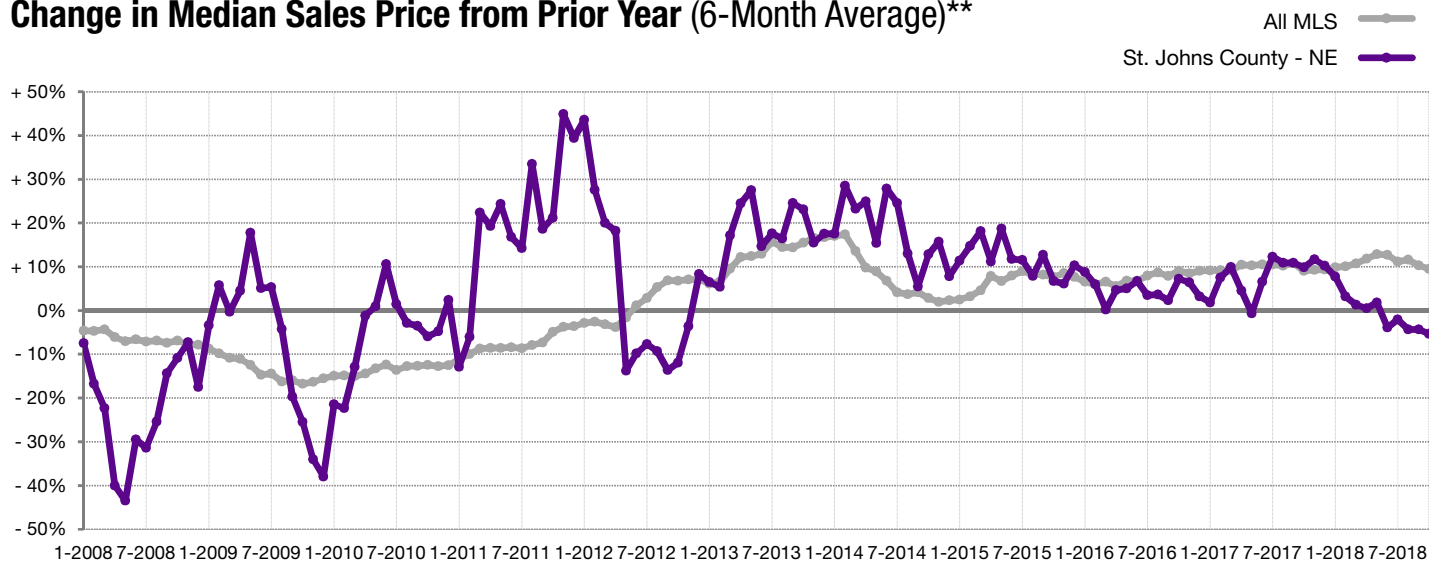


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – October 2018

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



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

+ 23.5% **+ 225.0%** **- 22.9%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

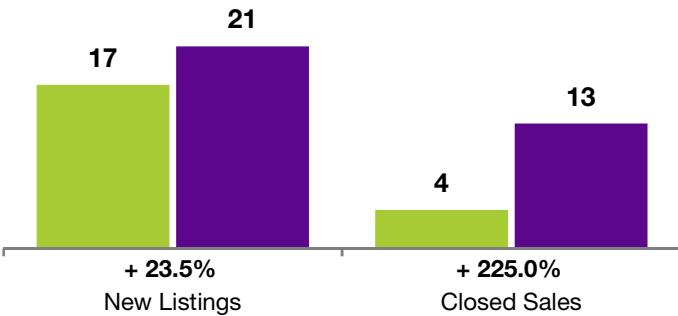
Region 32

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	17	21	+ 23.5%	178	271	+ 52.2%
Closed Sales	4	13	+ 225.0%	99	139	+ 40.4%
Median Sales Price*	\$454,000	\$350,000	- 22.9%	\$310,000	\$300,000	- 3.2%
Percent of Original List Price Received*	91.6%	94.9%	+ 3.6%	92.0%	92.9%	+ 1.0%
Percent of Properties Sold Over List Price*	0.0%	23.1%	--	4.0%	6.5%	+ 62.5%
Days on Market Until Sale	101	113	+ 11.9%	117	92	- 21.4%
Inventory of Homes for Sale	95	108	+ 13.7%	--	--	--
Months Supply of Inventory	9.2	7.5	- 18.5%	--	--	--

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

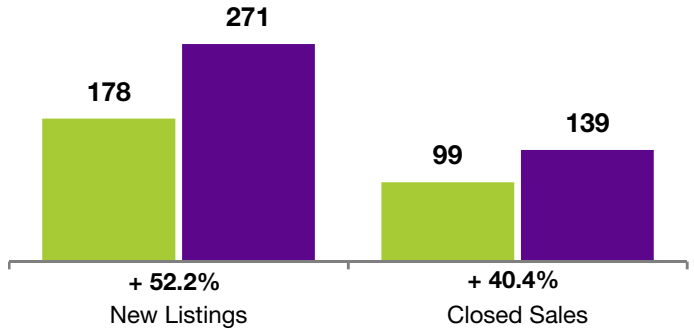
October

■ 2017 ■ 2018



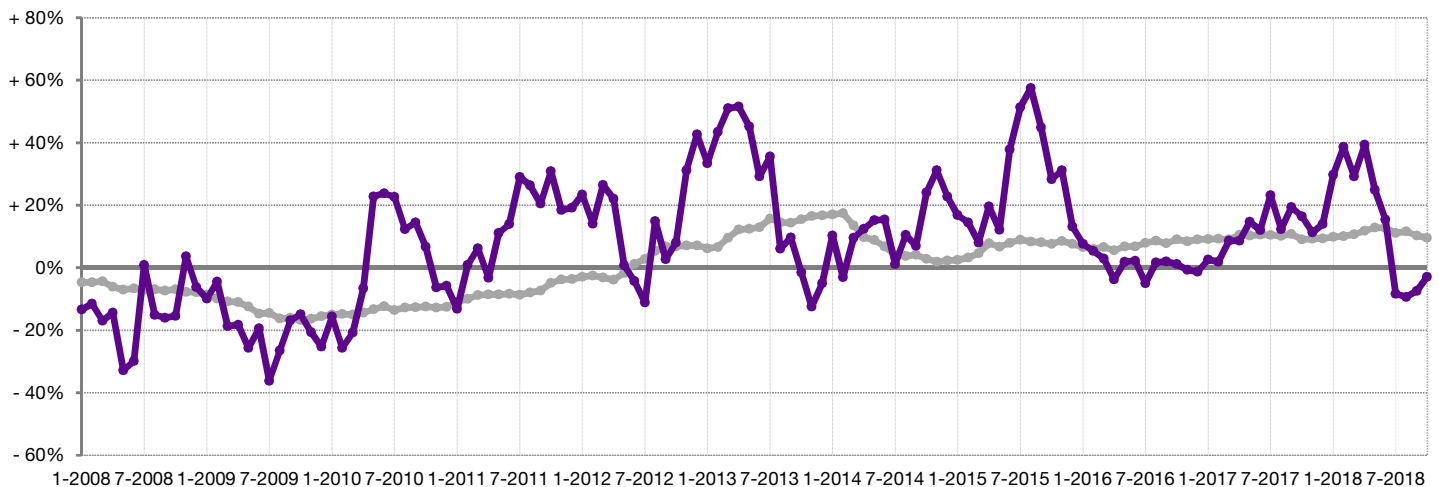
Year to Date

■ 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 – October 2018

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



St. Johns County - SE

Region 33

- 1.2%

+ 11.1%

+ 5.9%

Change in
New Listings

Change in
Closed Sales

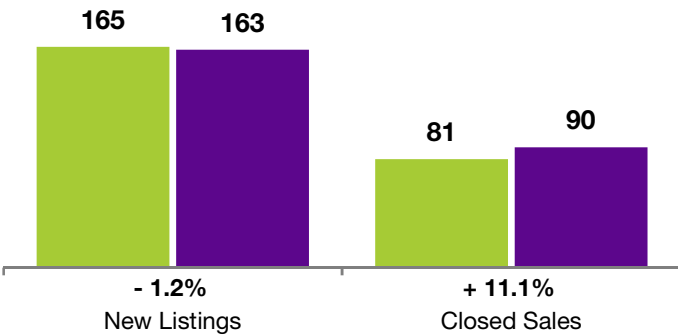
Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	165	163	- 1.2%	1,537	1,596	+ 3.8%
Closed Sales	81	90	+ 11.1%	1,050	1,119	+ 6.6%
Median Sales Price*	\$245,000	\$259,500	+ 5.9%	\$241,769	\$248,000	+ 2.6%
Percent of Original List Price Received*	95.7%	94.7%	- 1.0%	95.4%	95.3%	- 0.1%
Percent of Properties Sold Over List Price*	3.7%	4.4%	+ 18.9%	7.8%	6.5%	- 16.7%
Days on Market Until Sale	63	85	+ 34.9%	91	90	- 1.1%
Inventory of Homes for Sale	567	531	- 6.3%	--	--	--
Months Supply of Inventory	5.5	4.8	- 12.7%	--	--	--

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

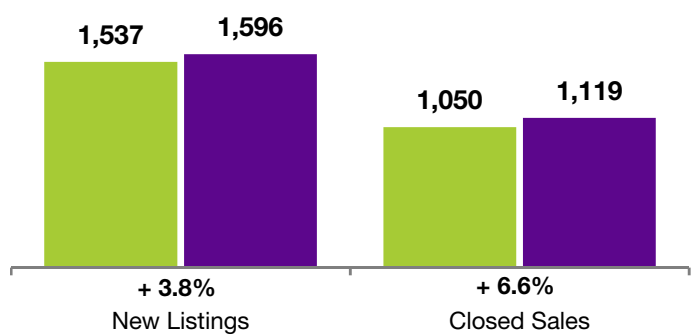
October

■ 2017 ■ 2018

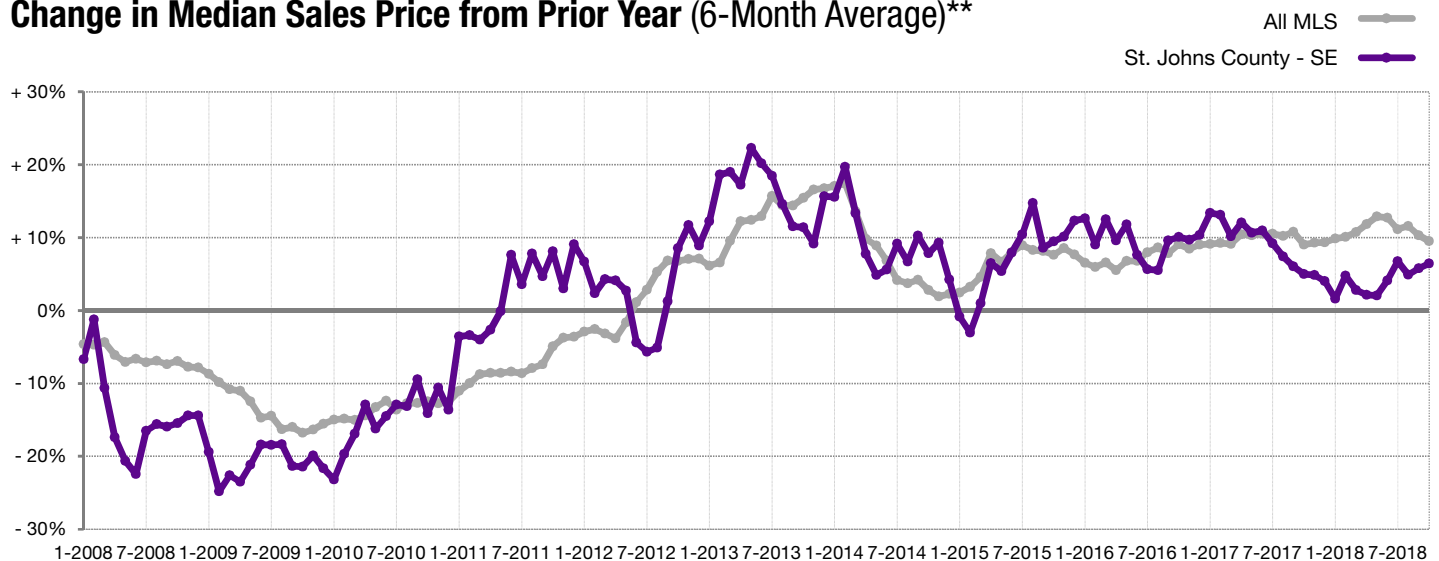


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – October 2018

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



St. Johns County - SW

Region 34

- 18.2% **+ 233.3%** **- 67.6%**

Change in
New Listings

Change in
Closed Sales

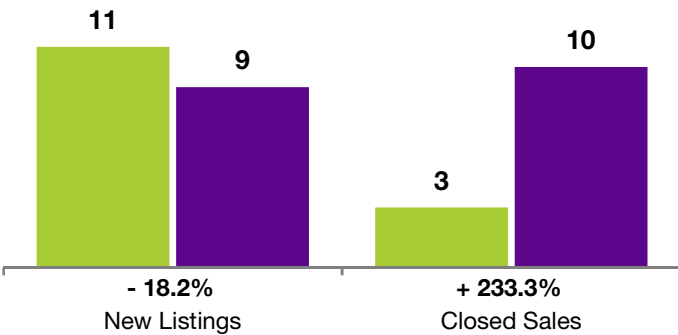
Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	11	9	- 18.2%	130	150	+ 15.4%
Closed Sales	3	10	+ 233.3%	69	107	+ 55.1%
Median Sales Price*	\$595,000	\$192,900	- 67.6%	\$209,000	\$223,250	+ 6.8%
Percent of Original List Price Received*	88.8%	86.9%	- 2.1%	96.2%	94.6%	- 1.7%
Percent of Properties Sold Over List Price*	0.0%	0.0%	--	23.2%	11.2%	- 51.7%
Days on Market Until Sale	91	51	- 44.0%	73	80	+ 9.6%
Inventory of Homes for Sale	55	38	- 30.9%	--	--	--
Months Supply of Inventory	7.3	3.7	- 49.3%	--	--	--

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

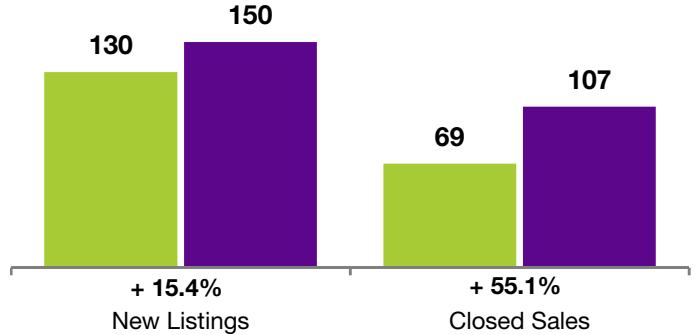
October

■ 2017 ■ 2018

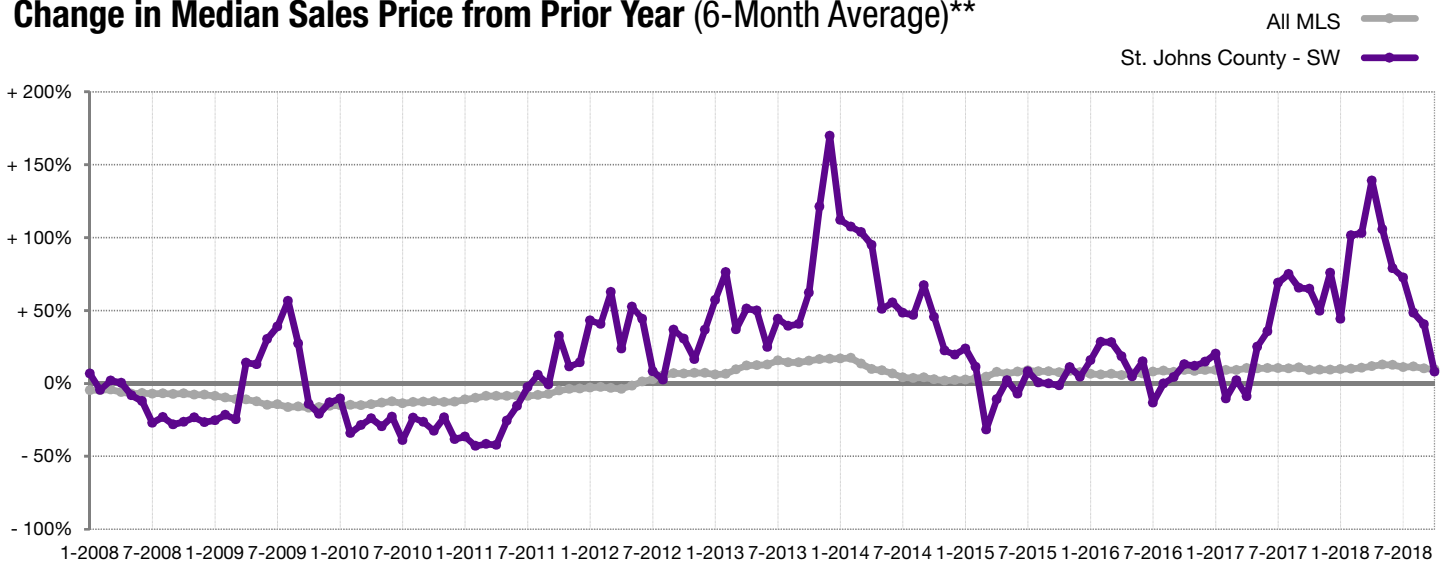


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – October 2018

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



NORTHEAST FLORIDA
ASSOCIATION OF REALTORS

Putnam County NE

- 8.7%

Change in
New Listings

- 9.1%

Change in
Closed Sales

+ 28.3%

Change in
Median Sales Price

Region 56

October

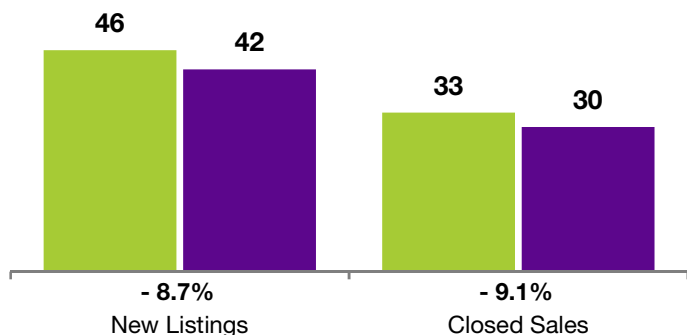
Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	46	42	- 8.7%	444	425	- 4.3%
Closed Sales	33	30	- 9.1%	345	320	- 7.2%
Median Sales Price*	\$100,000	\$128,250	+ 28.3%	\$89,900	\$104,500	+ 16.2%
Percent of Original List Price Received*	91.4%	93.7%	+ 2.5%	90.5%	91.4%	+ 1.0%
Percent of Properties Sold Over List Price*	9.1%	20.0%	+ 119.8%	12.8%	14.7%	+ 14.8%
Days on Market Until Sale	107	71	- 33.6%	114	87	- 23.7%
Inventory of Homes for Sale	199	146	- 26.6%	--	--	--
Months Supply of Inventory	5.9	4.7	- 20.3%	--	--	--

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

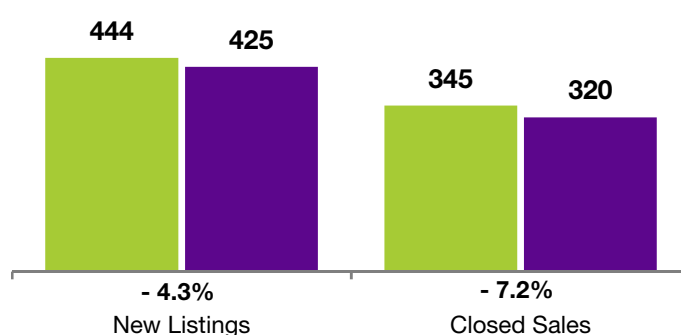
October

■ 2017 ■ 2018



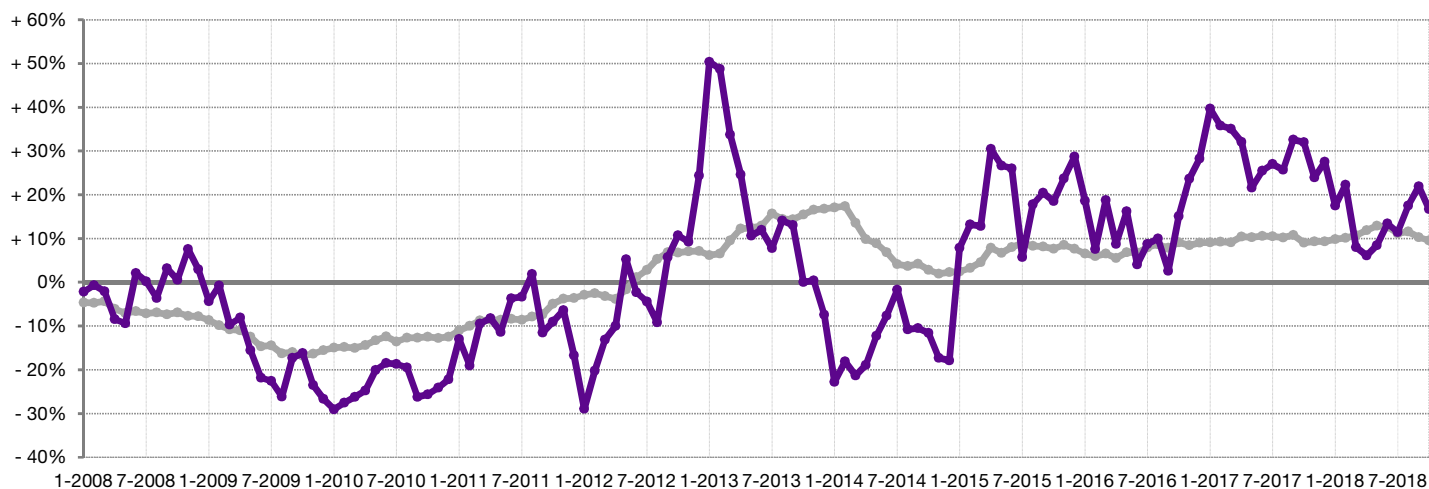
Year to Date

■ 2017 ■ 2018



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

All MLS — Putnam County NE —



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

Local Market Update – October 2018

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



Putnam County - West

Region 57

+ 80.0%

- 15.8%

+ 2.0%

Change in
New Listings

Change in
Closed Sales

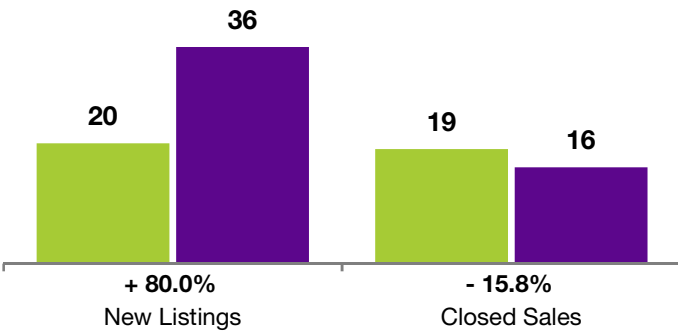
Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	20	36	+ 80.0%	264	308	+ 16.7%
Closed Sales	19	16	- 15.8%	209	203	- 2.9%
Median Sales Price*	\$59,900	\$61,100	+ 2.0%	\$58,500	\$62,250	+ 6.4%
Percent of Original List Price Received*	84.7%	89.0%	+ 5.1%	88.0%	88.8%	+ 0.9%
Percent of Properties Sold Over List Price*	5.3%	12.5%	+ 135.8%	11.7%	7.9%	- 32.5%
Days on Market Until Sale	206	87	- 57.8%	133	97	- 27.1%
Inventory of Homes for Sale	114	114	0.0%	--	--	--
Months Supply of Inventory	5.7	5.3	- 7.0%	--	--	--

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

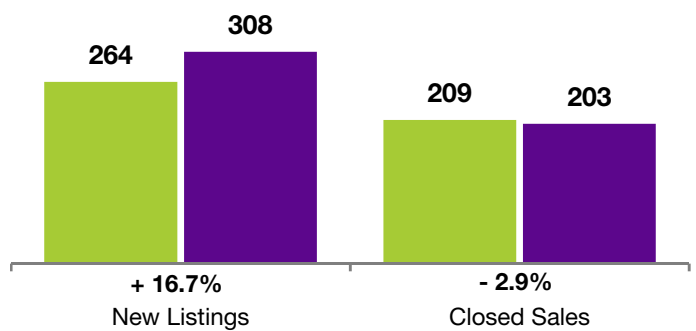
October

■ 2017 ■ 2018

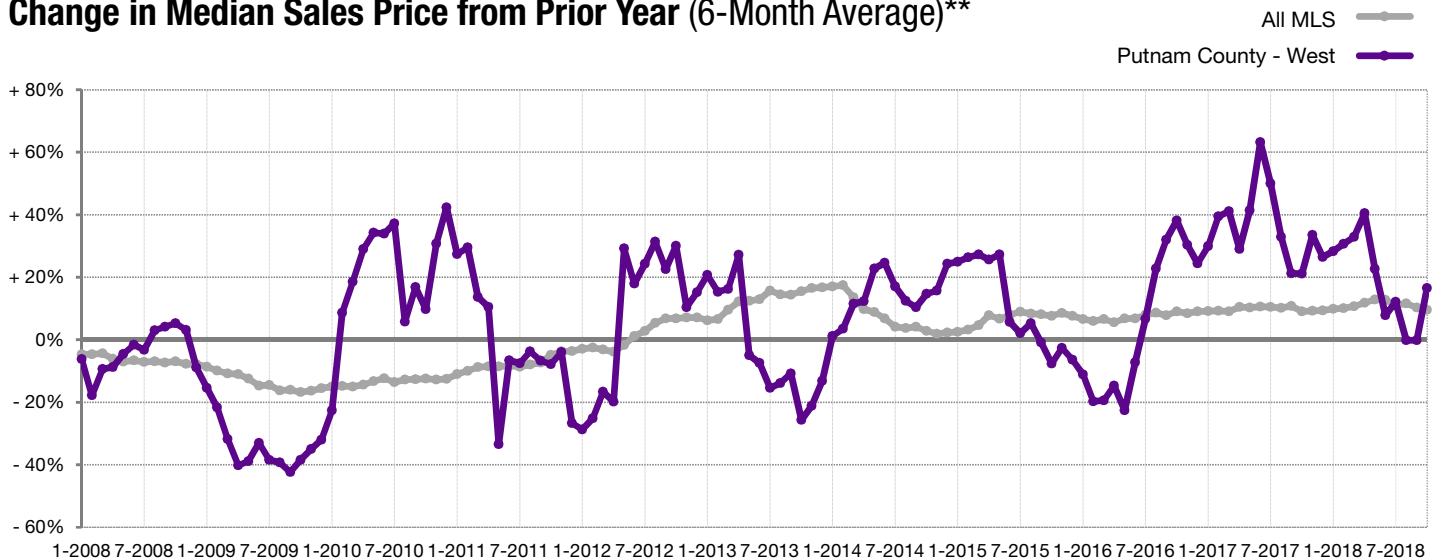


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – October 2018

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



Putnam County - South

Region 58

- 20.7%

+ 35.7%

+ 64.6%

Change in
New Listings

Change in
Closed Sales

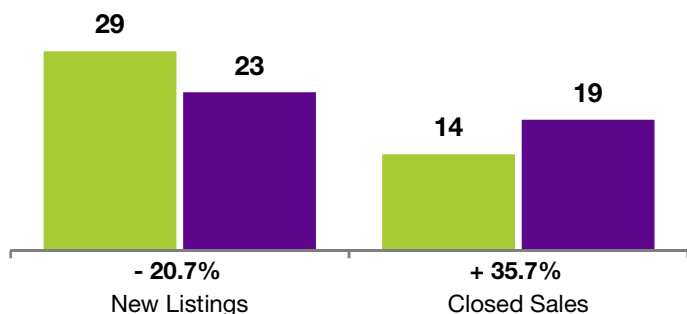
Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	29	23	- 20.7%	303	286	- 5.6%
Closed Sales	14	19	+ 35.7%	224	194	- 13.4%
Median Sales Price*	\$66,816	\$110,000	+ 64.6%	\$70,500	\$90,000	+ 27.7%
Percent of Original List Price Received*	90.2%	91.0%	+ 0.9%	88.9%	88.5%	- 0.4%
Percent of Properties Sold Over List Price*	7.1%	10.5%	+ 47.9%	7.6%	9.3%	+ 22.4%
Days on Market Until Sale	139	119	- 14.4%	122	112	- 8.2%
Inventory of Homes for Sale	153	128	- 16.3%	--	--	--
Months Supply of Inventory	7.2	6.7	- 6.9%	--	--	--

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

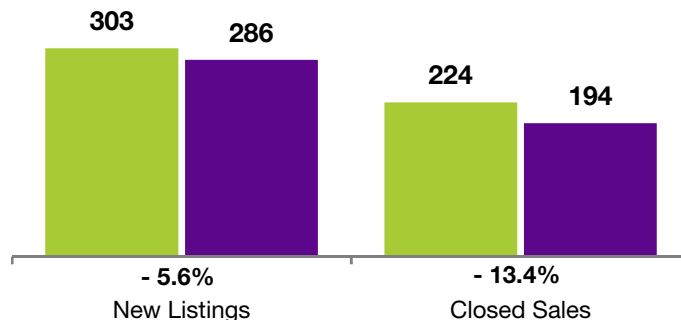
October

■ 2017 ■ 2018

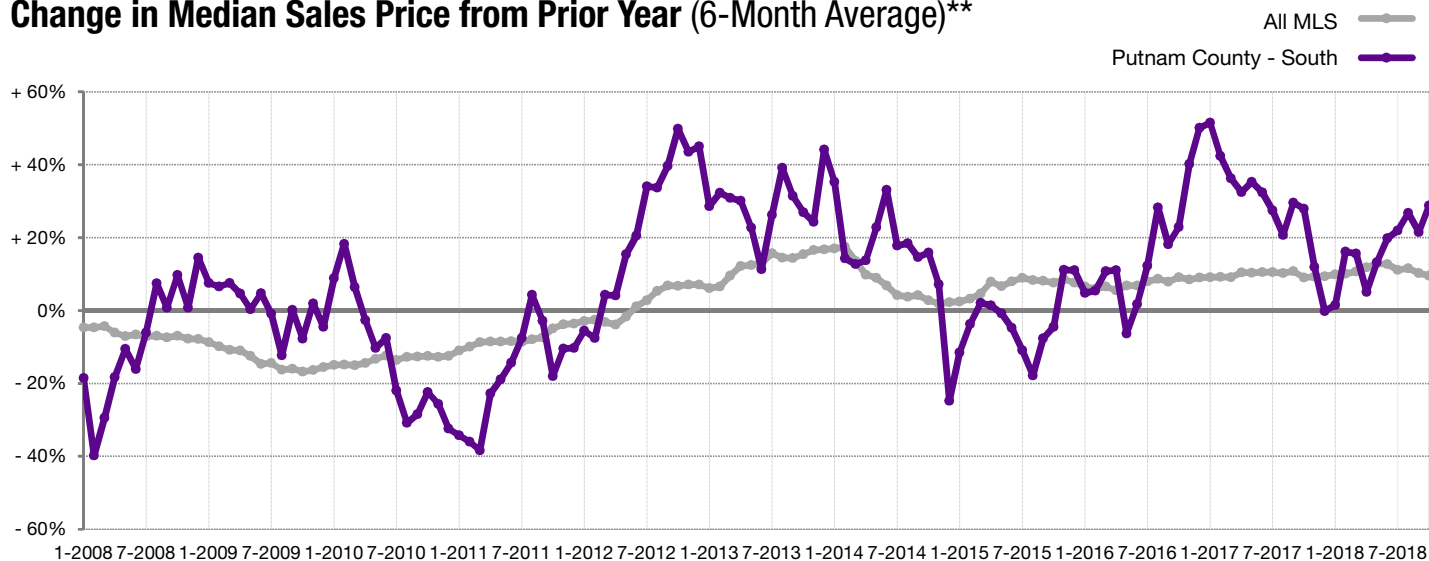


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – October 2018

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



Baker County

+ 12.5%

+ 9.5%

+ 14.3%

Change in
New Listings

Change in
Closed Sales

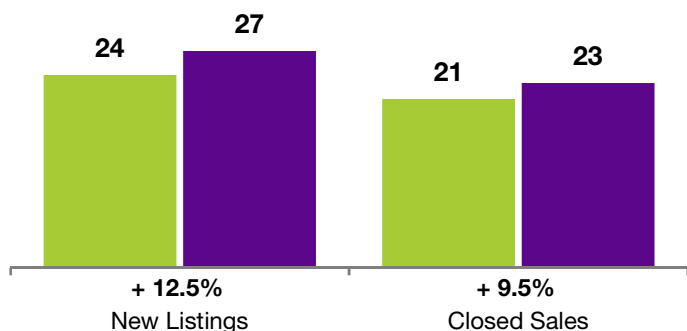
Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	24	27	+ 12.5%	263	341	+ 29.7%
Closed Sales	21	23	+ 9.5%	214	259	+ 21.0%
Median Sales Price*	\$168,900	\$193,000	+ 14.3%	\$155,000	\$187,500	+ 21.0%
Percent of Original List Price Received*	94.8%	92.1%	- 2.8%	94.7%	95.0%	+ 0.3%
Percent of Properties Sold Over List Price*	9.5%	0.0%	- 100.0%	15.0%	13.5%	- 10.0%
Days on Market Until Sale	57	63	+ 10.5%	74	52	- 29.7%
Inventory of Homes for Sale	76	82	+ 7.9%	--	--	--
Months Supply of Inventory	3.6	3.2	- 11.1%	--	--	--

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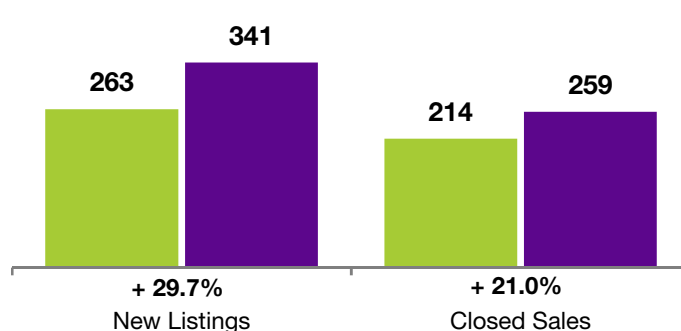
October

■ 2017 ■ 2018



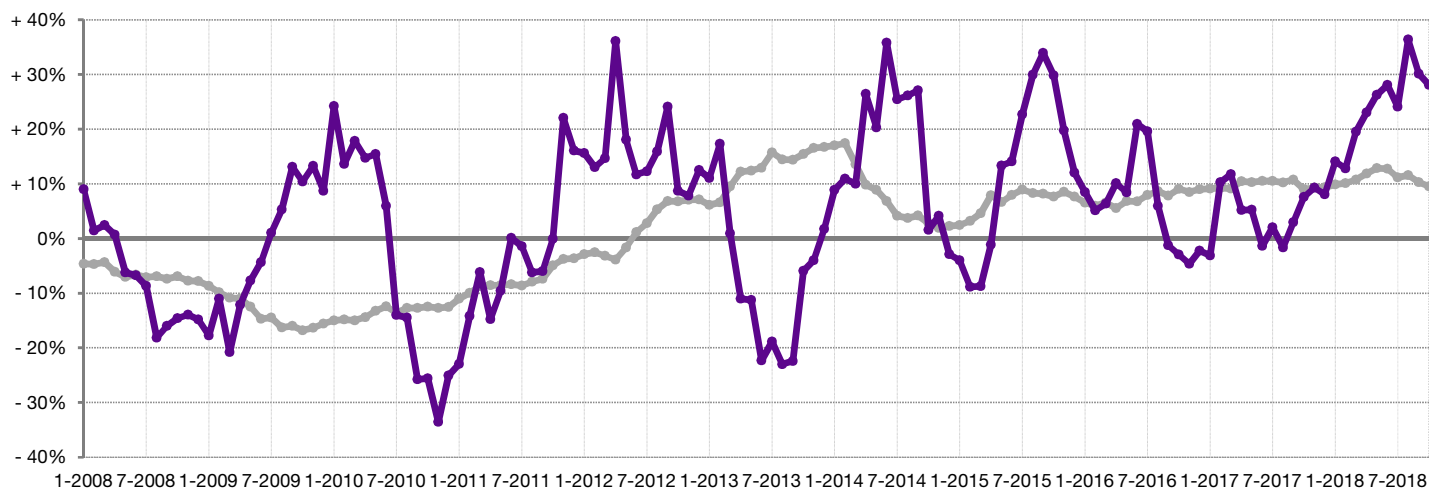
Year to Date

■ 2017 ■ 2018



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

All MLS — Baker County —



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Local Market Update – October 2018

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



Clay County

+ 28.2%

+ 8.5%

+ 8.9%

Change in
New Listings

Change in
Closed Sales

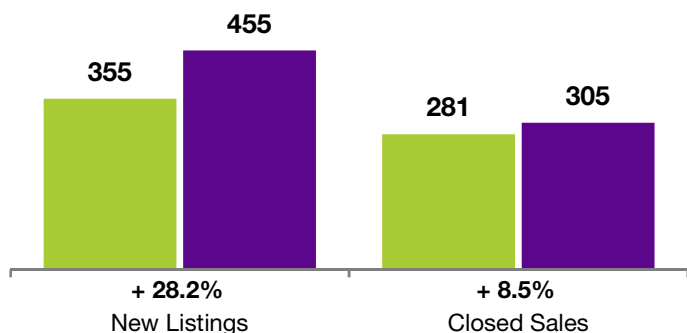
Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	355	455	+ 28.2%	4,071	4,467	+ 9.7%
Closed Sales	281	305	+ 8.5%	3,325	3,156	- 5.1%
Median Sales Price*	\$186,450	\$203,000	+ 8.9%	\$188,475	\$209,900	+ 11.4%
Percent of Original List Price Received*	96.6%	95.6%	- 1.0%	96.1%	96.6%	+ 0.5%
Percent of Properties Sold Over List Price*	17.9%	17.0%	- 5.0%	17.1%	17.3%	+ 1.2%
Days on Market Until Sale	60	53	- 11.7%	67	54	- 19.4%
Inventory of Homes for Sale	951	1,100	+ 15.7%	--	--	--
Months Supply of Inventory	3.0	3.5	+ 16.7%	--	--	--

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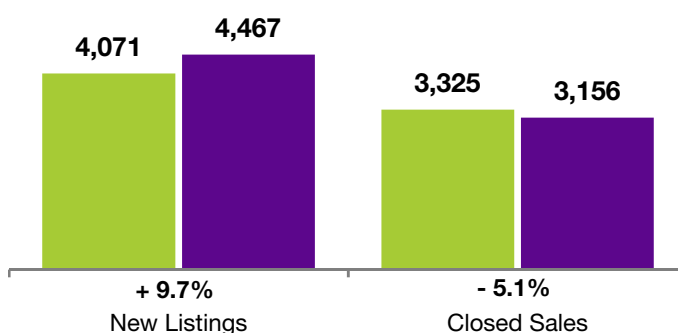
October

■ 2017 ■ 2018

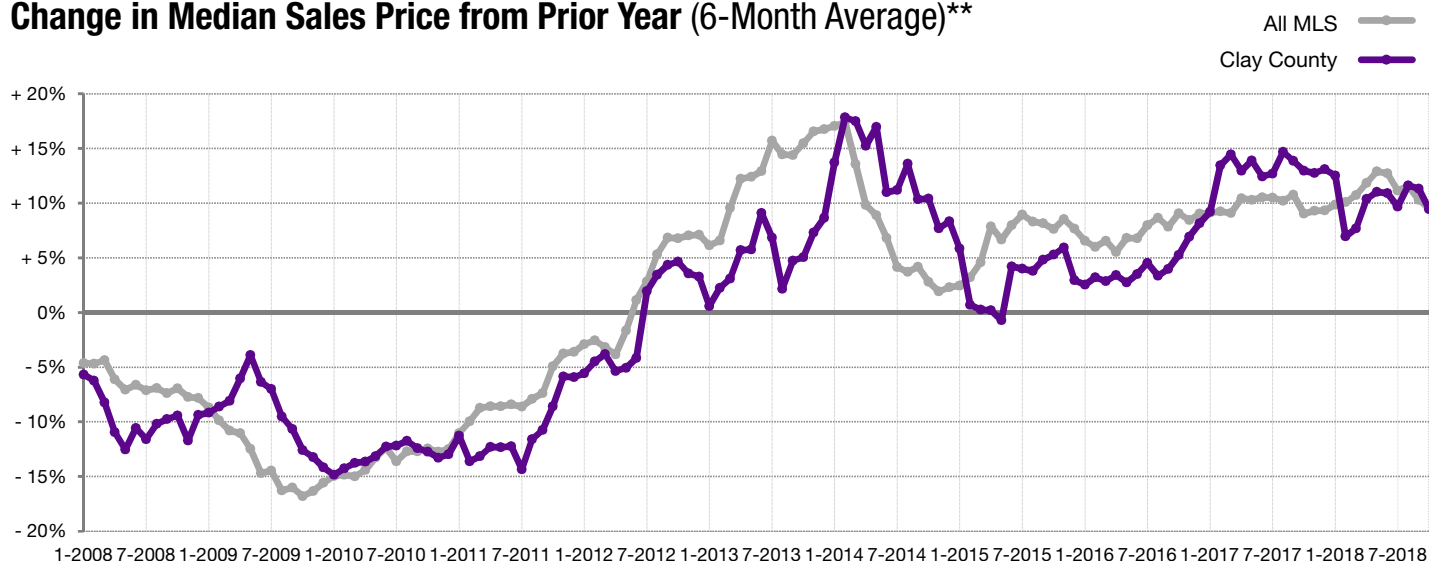


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – October 2018

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



Duval County

+ 23.3%

+ 0.8%

+ 8.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	1,555	1,918	+ 23.3%	17,538	19,526	+ 11.3%
Closed Sales	1,317	1,328	+ 0.8%	13,515	13,736	+ 1.6%
Median Sales Price*	\$176,000	\$190,000	+ 8.0%	\$179,152	\$195,275	+ 9.0%
Percent of Original List Price Received*	95.4%	95.3%	- 0.1%	95.5%	95.9%	+ 0.4%
Percent of Properties Sold Over List Price*	13.7%	13.0%	- 5.1%	15.0%	15.6%	+ 4.0%
Days on Market Until Sale	57	51	- 10.5%	62	55	- 11.3%
Inventory of Homes for Sale	4,190	4,540	+ 8.4%	--	--	--
Months Supply of Inventory	3.2	3.3	+ 3.1%	--	--	--

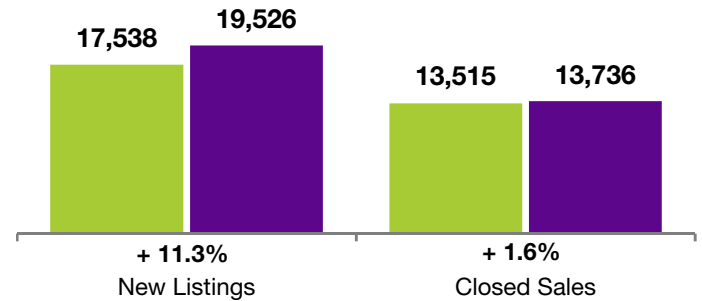
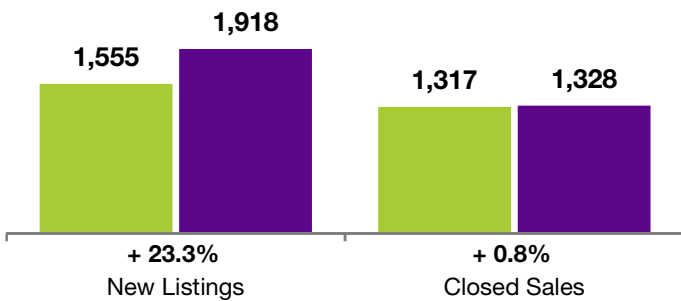
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

■ 2017 ■ 2018

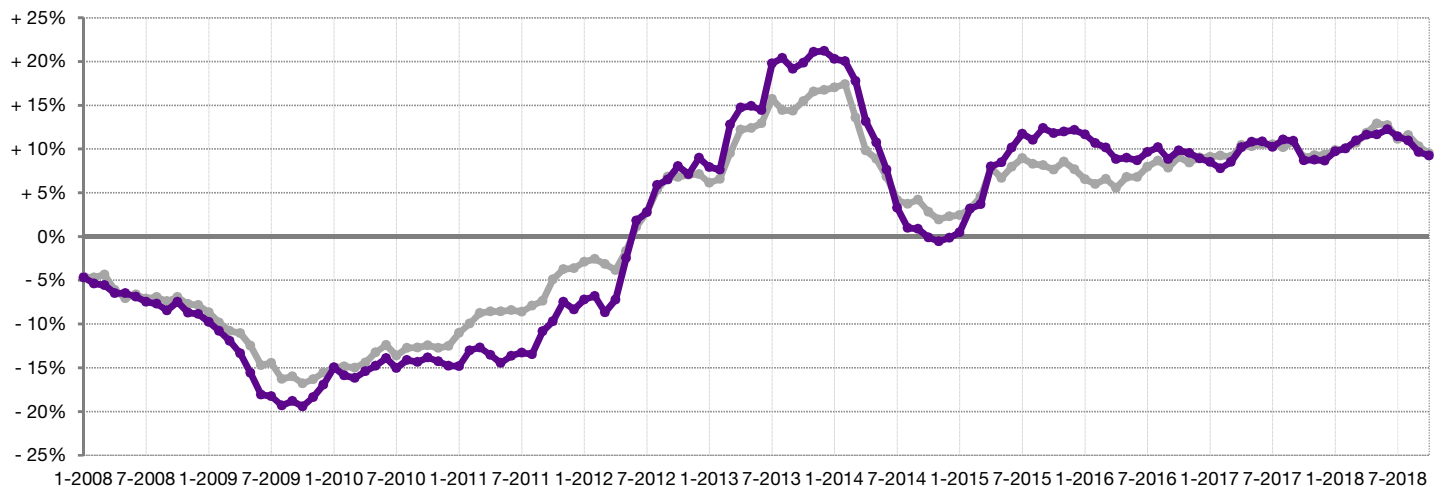
Year to Date

■ 2017 ■ 2018



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

All MLS — Duval County —



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Local Market Update – October 2018

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



Nassau County

- 16.6%

Change in
New Listings

- 43.8%

Change in
Closed Sales

+ 8.9%

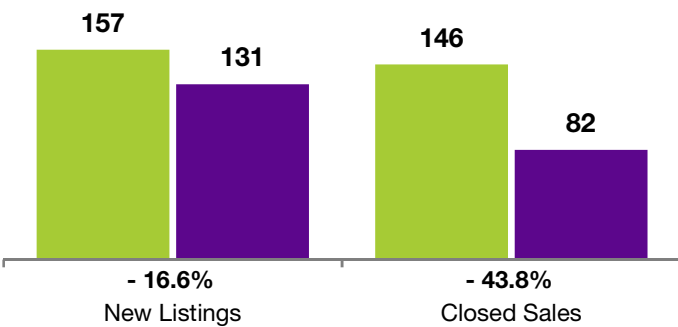
Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	157	131	- 16.6%	1,151	1,406	+ 22.2%
Closed Sales	146	82	- 43.8%	945	953	+ 0.8%
Median Sales Price*	\$255,000	\$277,592	+ 8.9%	\$226,000	\$260,000	+ 15.0%
Percent of Original List Price Received*	95.9%	96.1%	+ 0.2%	95.6%	96.5%	+ 0.9%
Percent of Properties Sold Over List Price*	11.0%	13.4%	+ 21.8%	12.9%	14.5%	+ 12.4%
Days on Market Until Sale	47	61	+ 29.8%	88	75	- 14.8%
Inventory of Homes for Sale	354	397	+ 12.1%	--	--	--
Months Supply of Inventory	3.8	3.9	+ 2.6%	--	--	--

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

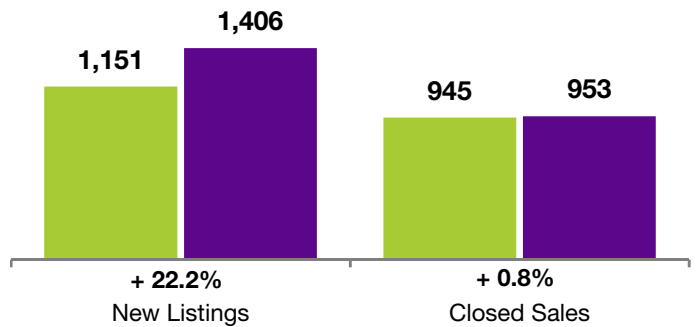
October

■ 2017 ■ 2018



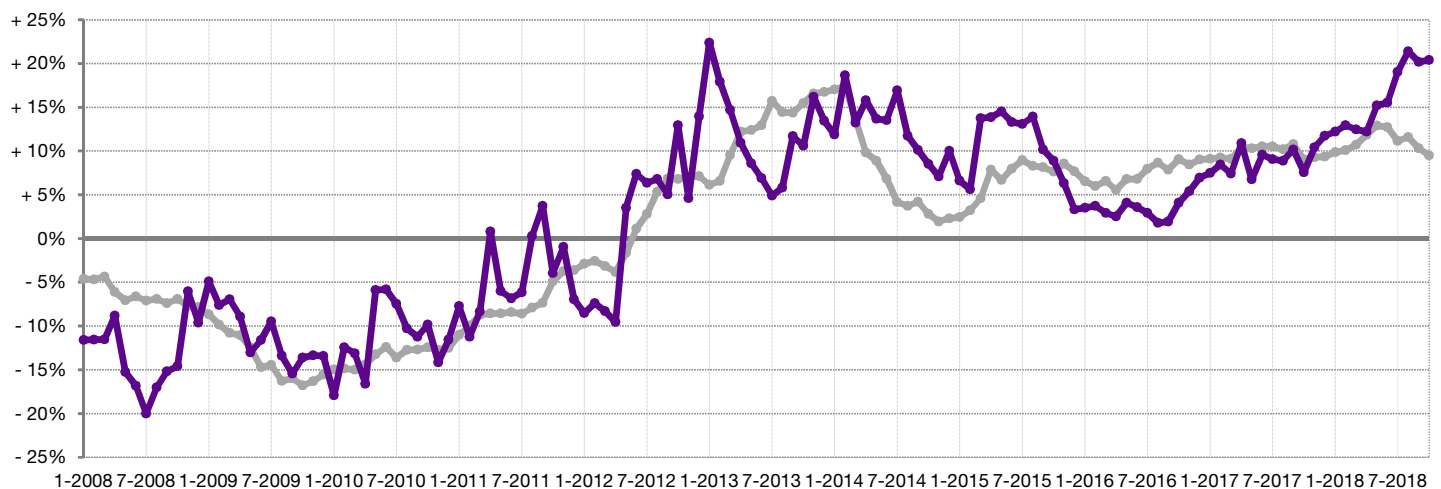
Year to Date

■ 2017 ■ 2018



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

All MLS —
Nassau County —



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Local Market Update – October 2018

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Putnam County

+ 6.3%

Change in
New Listings

- 3.0%

Change in
Closed Sales

+ 52.5%

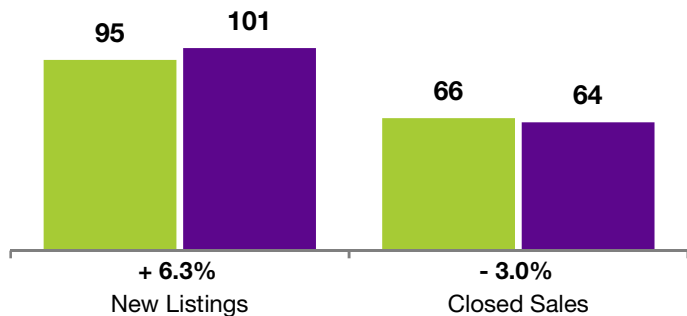
Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	95	101	+ 6.3%	1,010	1,014	+ 0.4%
Closed Sales	66	64	- 3.0%	776	715	- 7.9%
Median Sales Price*	\$76,700	\$117,000	+ 52.5%	\$75,000	\$89,000	+ 18.7%
Percent of Original List Price Received*	89.2%	91.5%	+ 2.6%	89.3%	89.9%	+ 0.7%
Percent of Properties Sold Over List Price*	7.6%	14.1%	+ 85.5%	10.9%	11.2%	+ 2.8%
Days on Market Until Sale	142	90	- 36.6%	121	97	- 19.8%
Inventory of Homes for Sale	467	385	- 17.6%	--	--	--
Months Supply of Inventory	6.3	5.4	- 14.3%	--	--	--

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

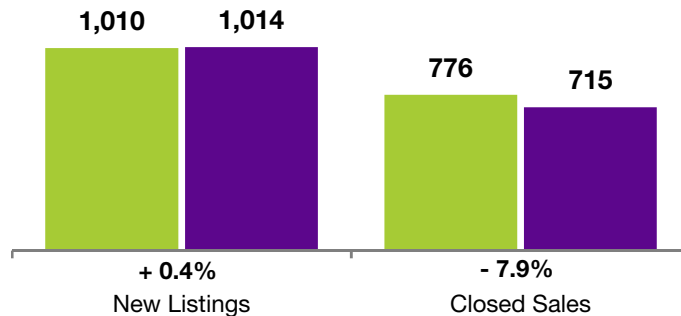
October

■ 2017 ■ 2018

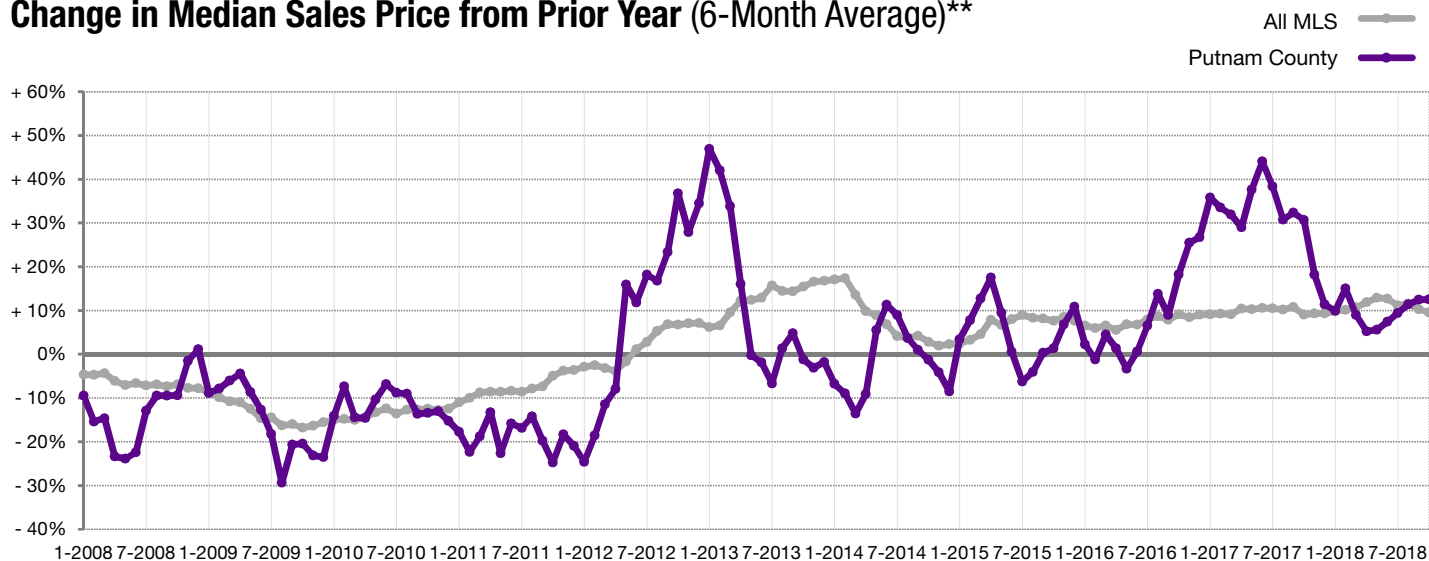


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – October 2018

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



St. Johns County

- 5.5%

+ 1.8%

+ 5.4%

Change in
New Listings

Change in
Closed Sales

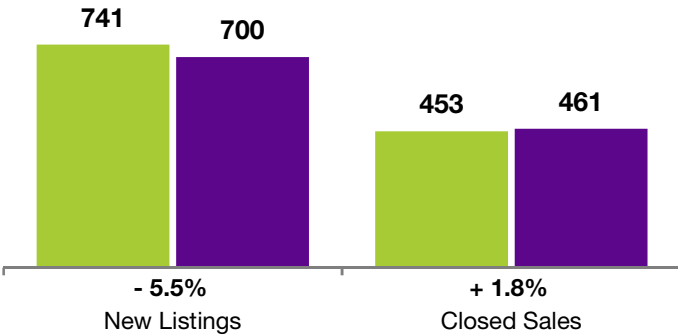
Change in
Median Sales Price

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	741	700	- 5.5%	7,371	7,915	+ 7.4%
Closed Sales	453	461	+ 1.8%	5,269	5,672	+ 7.6%
Median Sales Price*	\$315,000	\$332,000	+ 5.4%	\$309,990	\$325,000	+ 4.8%
Percent of Original List Price Received*	95.9%	95.5%	- 0.4%	96.0%	95.9%	- 0.1%
Percent of Properties Sold Over List Price*	8.6%	10.4%	+ 20.9%	10.8%	9.4%	- 13.0%
Days on Market Until Sale	80	75	- 6.3%	86	83	- 3.5%
Inventory of Homes for Sale	2,469	2,347	- 4.9%	--	--	--
Months Supply of Inventory	4.7	4.1	- 12.8%	--	--	--

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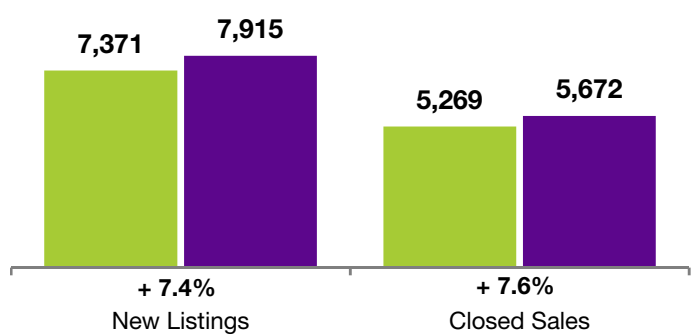
October

■ 2017 ■ 2018

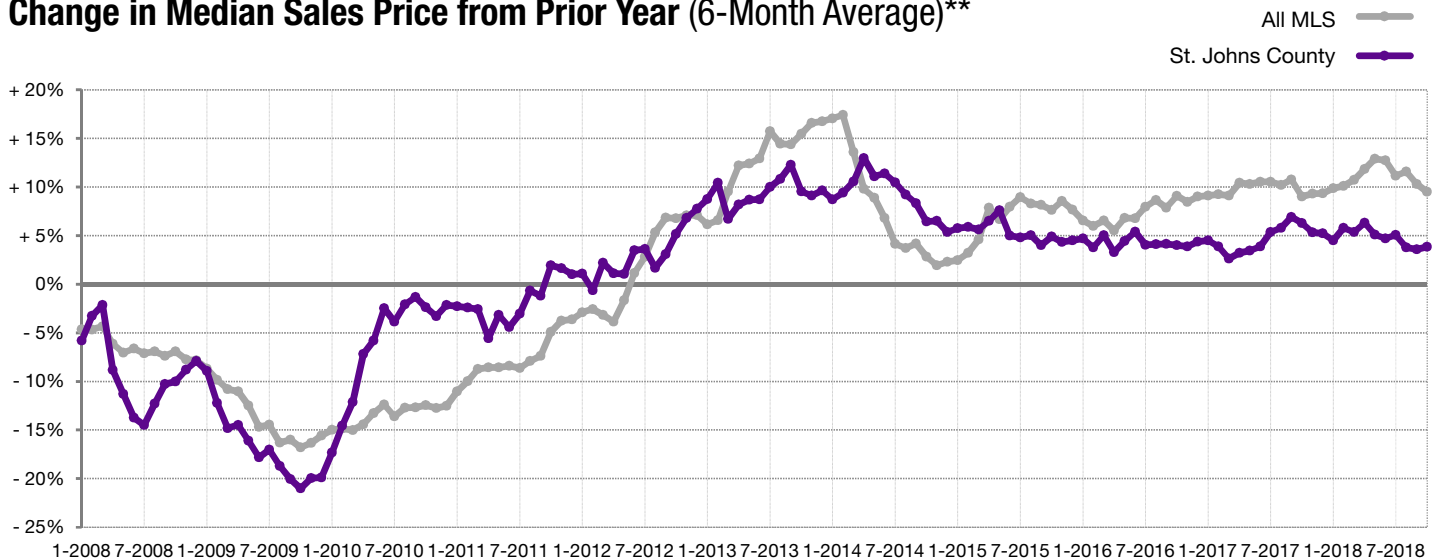


Year to Date

■ 2017 ■ 2018



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



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