

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.

April 2018

Many sellers and builders are in a good position for financial gains, as the economy continues to favor putting existing homes on the market and building new homes for sale. We are finally beginning to see some upward movement in new listings after at least two years of a positive outlook. There may not be massive increases in inventory from week to week, but a longer-term trend toward more new listings would be a good sign. Low inventory should continue to create a competitive situation for buyers, causing price increases over the next several months.

New Listings in the Northeast Florida region increased 13.8 percent to 3,810. Pending Sales were up 10.6 percent to 2,998. Inventory levels fell 9.4 percent to 8,264 units.

Prices continued to gain traction. The Median Sales Price increased 9.3 percent to \$218,500. Days on Market was down 16.0 percent to 63 days. Sellers were encouraged as Months Supply of Inventory was down 12.8 percent to 3.4 months.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

Quick Facts

- 2.4% **+ 9.3%** **- 9.4%**

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


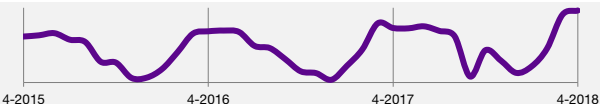




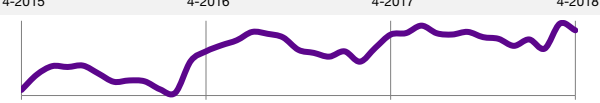
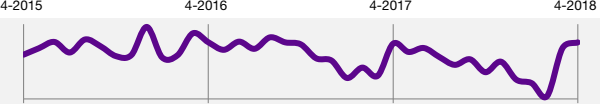

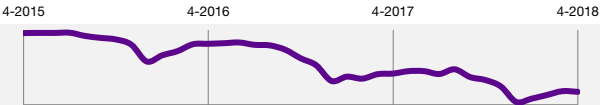

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Market Overview

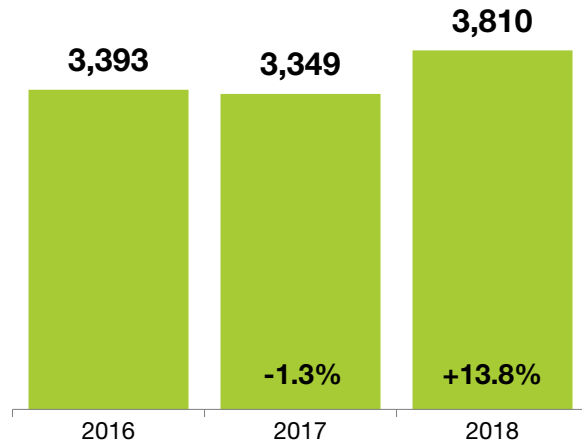
Key market metrics for the current month and year-to-date.

Key Metrics	Historical Sparklines	4-2017	4-2018	+/-	YTD 2017	YTD 2018	+/-
New Listings		3,349	3,810	+ 13.8%	12,990	13,814	+ 6.3%
Pending Sales		2,710	2,998	+ 10.6%	9,940	10,377	+ 4.4%
Closed Sales		2,502	2,441	- 2.4%	8,721	8,533	- 2.2%
Days on Market Until Sale		75	63	- 16.0%	80	69	- 13.8%
Median Sales Price		\$199,900	\$218,500	+ 9.3%	\$191,000	\$215,789	+ 13.0%
Average Sales Price		\$244,905	\$269,251	+ 9.9%	\$235,275	\$261,359	+ 11.1%
Percent of Original List Price Received		95.6%	95.7%	+ 0.1%	95.1%	95.6%	+ 0.5%
Percent of Properties Sold Over List Price		13.0%	13.1%	+ 0.8%	11.2%	11.3%	+ 0.9%
Housing Affordability Index		161	140	- 13.0%	169	141	- 16.6%
Inventory of Homes for Sale		9,117	8,264	- 9.4%	--	--	--
Months Supply of Homes for Sale		3.9	3.4	- 12.8%	--	--	--

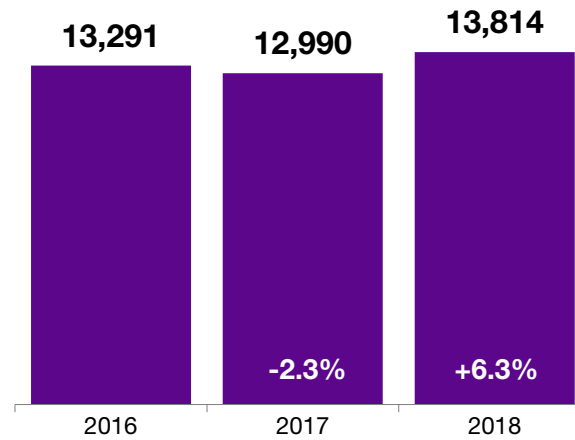
New Listings

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

April

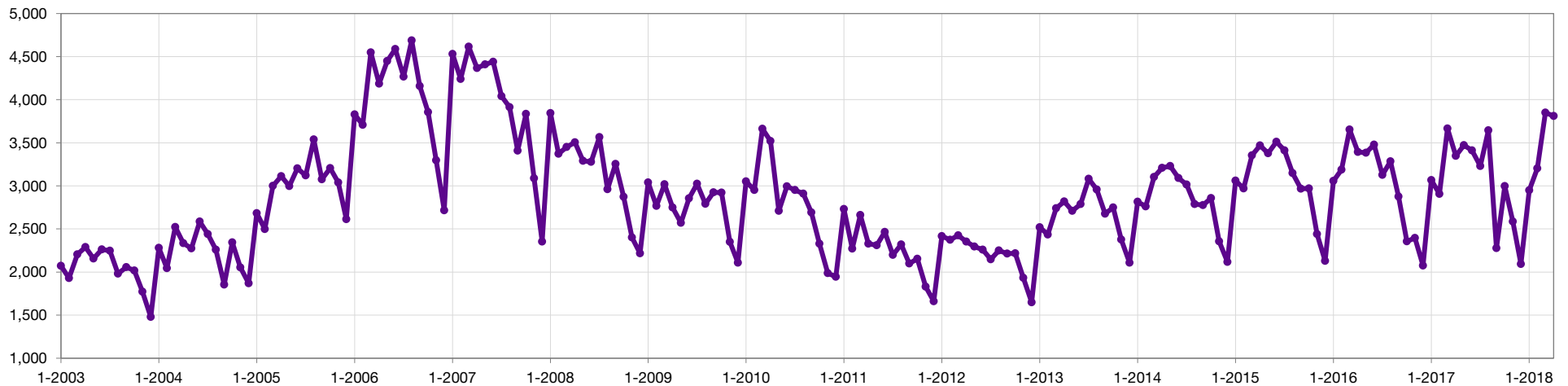


Year To Date



Month	Prior Year	Current Year	+ / -
May 2017	3,385	3,472	+2.6%
June 2017	3,479	3,410	-2.0%
July 2017	3,127	3,229	+3.3%
August 2017	3,283	3,645	+11.0%
September 2017	2,875	2,276	-20.8%
October 2017	2,357	2,998	+27.2%
November 2017	2,395	2,587	+8.0%
December 2017	2,074	2,093	+0.9%
January 2018	3,066	2,950	-3.8%
February 2018	2,908	3,204	+10.2%
March 2018	3,667	3,850	+5.0%
April 2018	3,349	3,810	+13.8%
12-Month Avg	2,997	3,127	+4.3%

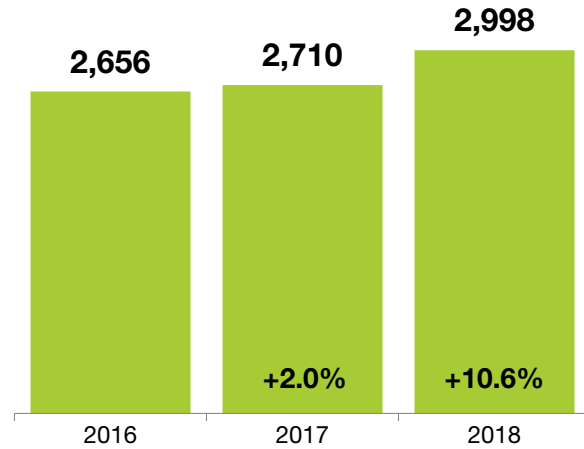
Historical New Listing Activity



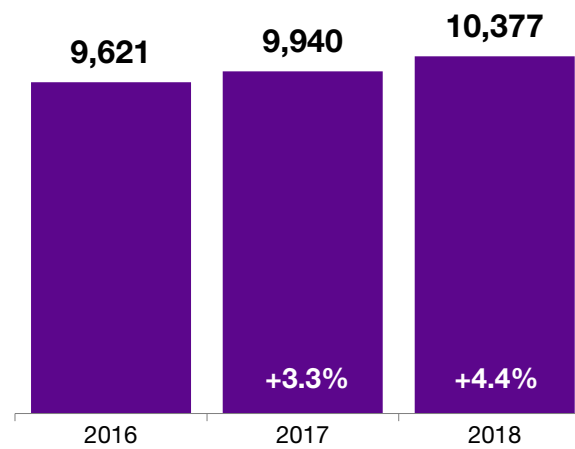
Pending Sales

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

April

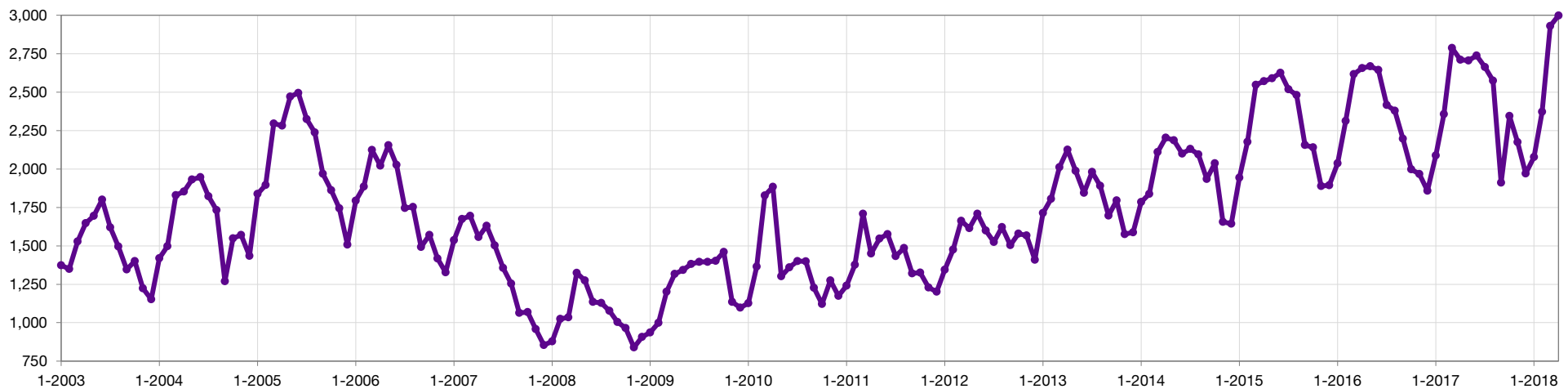


Year To Date



Month	Prior Year	Current Year	+ / -
May 2017	2,668	2,705	+1.4%
June 2017	2,644	2,738	+3.6%
July 2017	2,416	2,663	+10.2%
August 2017	2,379	2,574	+8.2%
September 2017	2,197	1,911	-13.0%
October 2017	1,997	2,345	+17.4%
November 2017	1,967	2,174	+10.5%
December 2017	1,858	1,971	+6.1%
January 2018	2,087	2,078	-0.4%
February 2018	2,356	2,372	+0.7%
March 2018	2,787	2,929	+5.1%
April 2018	2,710	2,998	+10.6%
12-Month Avg	2,339	2,455	+5.0%

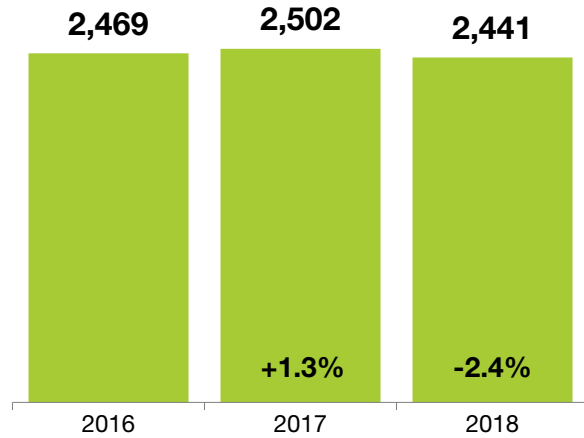
Historical Pending Sales Activity



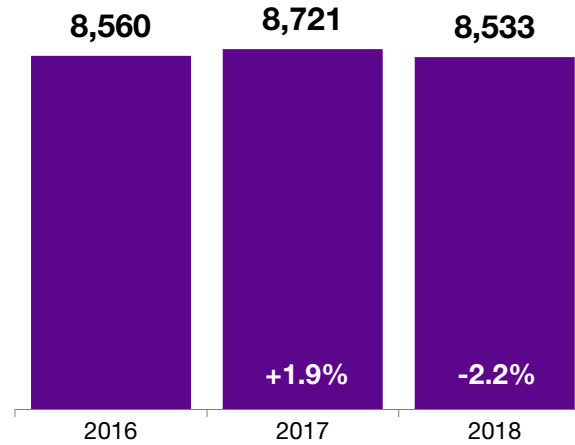
Closed Sales

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

April

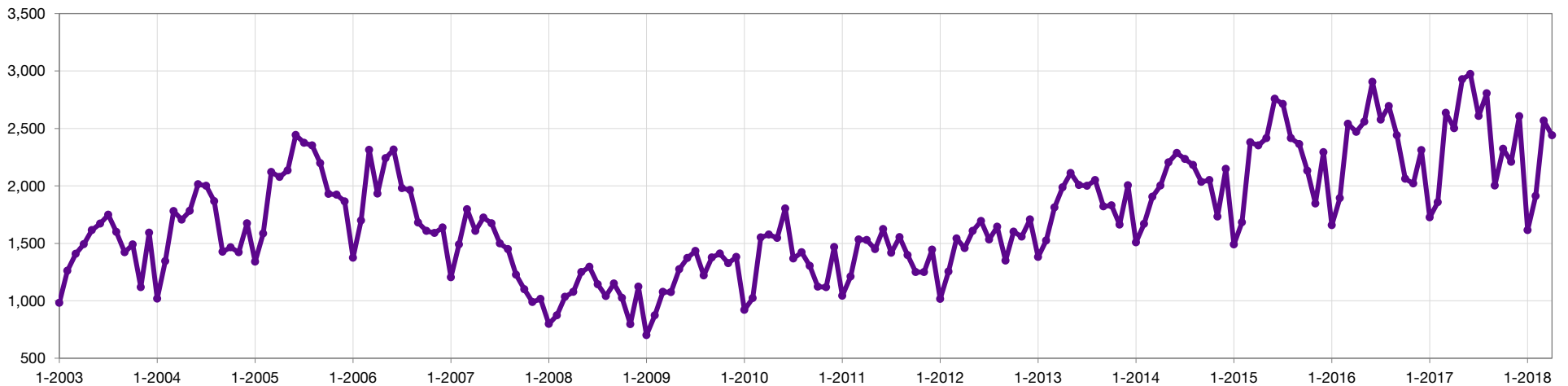


Year To Date



Month	Prior Year	Current Year	+ / -
May 2017	2,558	2,927	+14.4%
June 2017	2,905	2,973	+2.3%
July 2017	2,577	2,608	+1.2%
August 2017	2,695	2,805	+4.1%
September 2017	2,441	2,003	-17.9%
October 2017	2,061	2,322	+12.7%
November 2017	2,021	2,209	+9.3%
December 2017	2,312	2,605	+12.7%
January 2018	1,726	1,614	-6.5%
February 2018	1,857	1,911	+2.9%
March 2018	2,636	2,567	-2.6%
April 2018	2,502	2,441	-2.4%
12-Month Avg	2,358	2,415	+2.5%

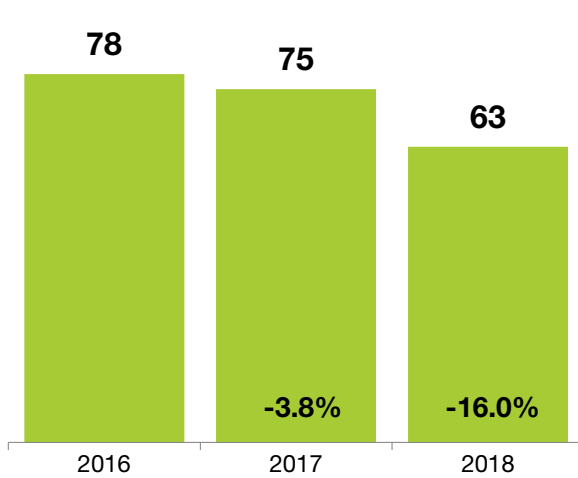
Historical Closed Sales Activity



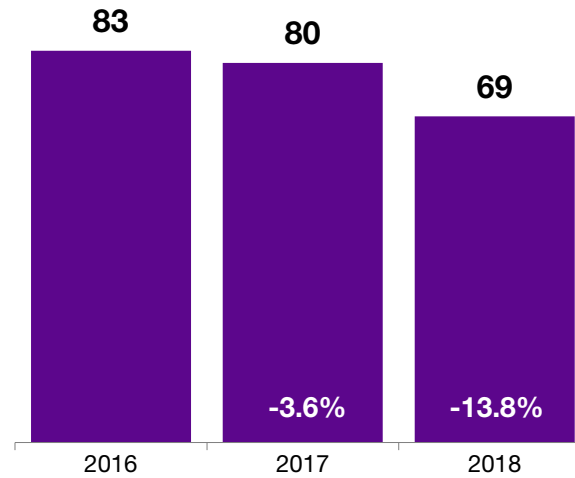
Days on Market Until Sale

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

April



Year To Date



Month	Prior Year	Current Year	+ / -
May 2017	75	73	-2.7%
June 2017	73	66	-9.6%
July 2017	70	67	-4.3%
August 2017	72	64	-11.1%
September 2017	73	66	-9.6%
October 2017	78	64	-17.9%
November 2017	69	66	-4.3%
December 2017	78	71	-9.0%
January 2018	78	69	-11.5%
February 2018	85	73	-14.1%
March 2018	83	71	-14.5%
April 2018	75	63	-16.0%
12-Month Avg	76	68	-10.2%

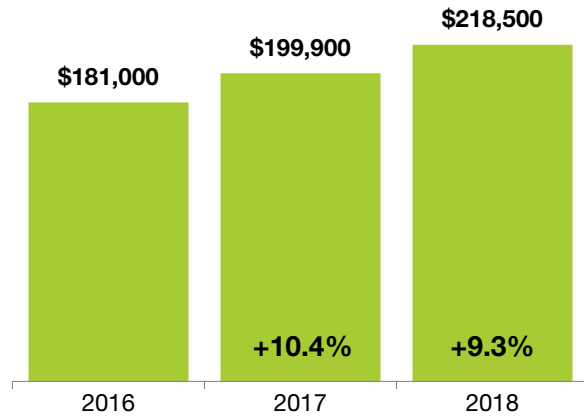
Historical Days on Market Until Sale



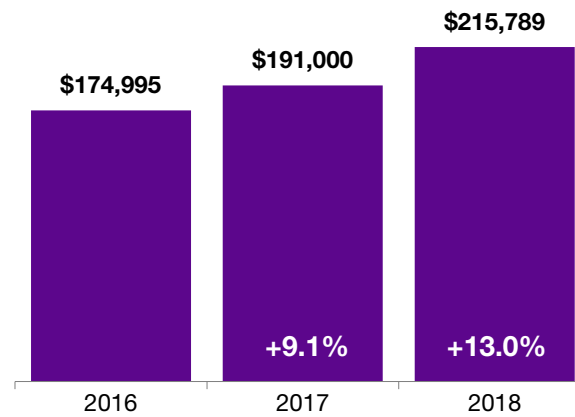
Median Sales Price

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

April



Year To Date



Month	Prior Year	Current Year	+ / -
May 2017	\$192,000	\$212,500	+10.7%
June 2017	\$196,000	\$213,000	+8.7%
July 2017	\$195,000	\$216,000	+10.8%
August 2017	\$191,638	\$205,000	+7.0%
September 2017	\$190,000	\$208,675	+9.8%
October 2017	\$185,000	\$204,900	+10.8%
November 2017	\$183,000	\$208,403	+13.9%
December 2017	\$195,000	\$211,650	+8.5%
January 2018	\$175,000	\$204,000	+16.6%
February 2018	\$192,990	\$217,465	+12.7%
March 2018	\$194,700	\$225,000	+15.6%
April 2018	\$199,900	\$218,500	+9.3%
12-Month Med	\$191,000	\$211,981	+11.0%

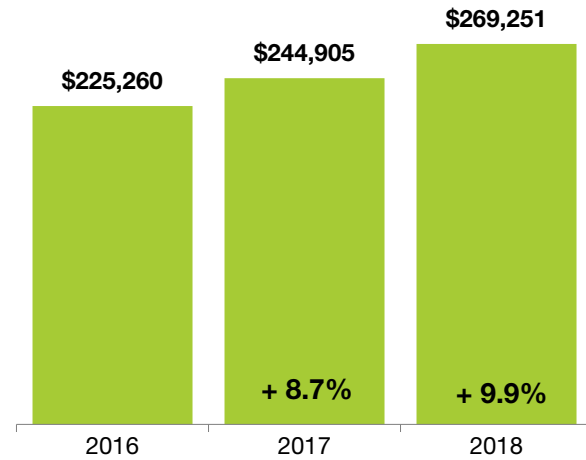
Historical Median Sales Price



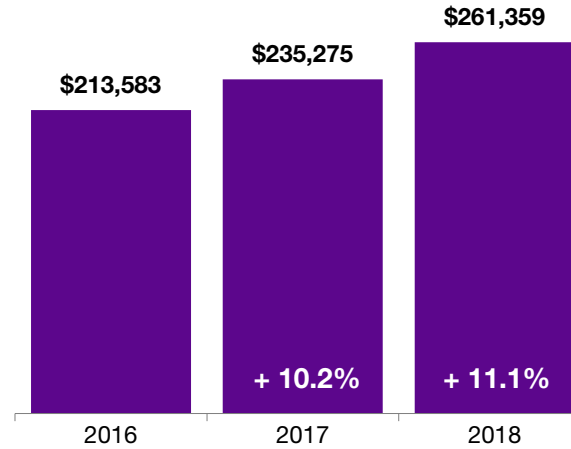
Average Sales Price

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

April

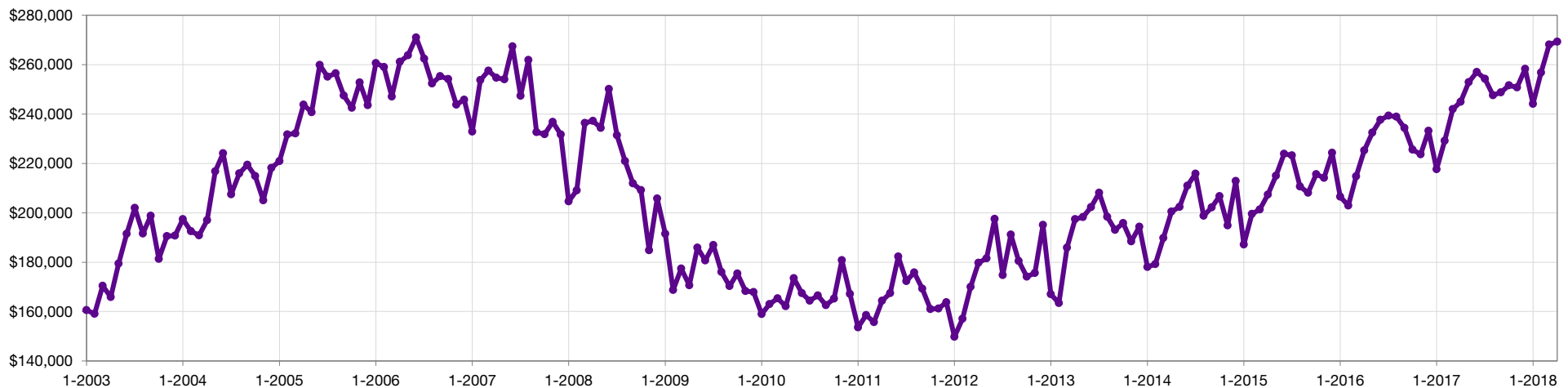


Year To Date



Month	Prior Year	Current Year	+ / -
May 2017	\$232,492	\$252,908	+8.8%
June 2017	\$237,594	\$256,954	+8.1%
July 2017	\$239,294	\$254,216	+6.2%
August 2017	\$238,850	\$247,551	+3.6%
September 2017	\$234,339	\$248,790	+6.2%
October 2017	\$225,527	\$251,554	+11.5%
November 2017	\$223,655	\$250,787	+12.1%
December 2017	\$233,187	\$258,312	+10.8%
January 2018	\$217,638	\$244,131	+12.2%
February 2018	\$229,133	\$256,740	+12.0%
March 2018	\$242,002	\$268,132	+10.8%
April 2018	\$244,905	\$269,251	+9.9%
12-Month Avg	\$234,176	\$255,342	+9.0%

Historical Average Sales Price

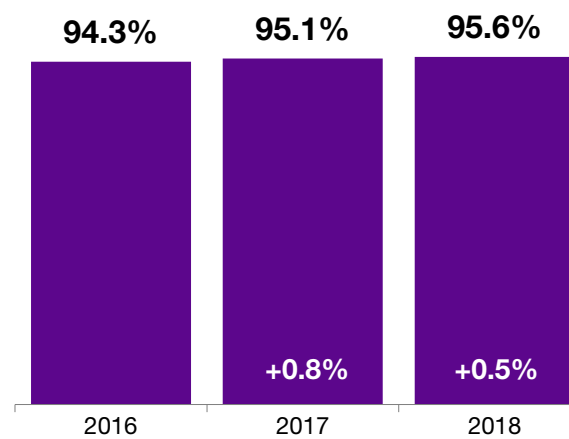
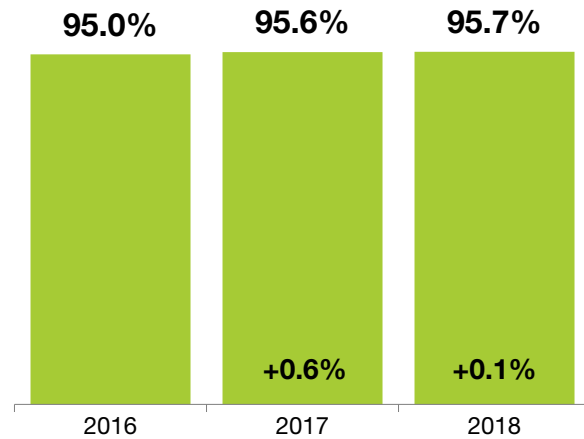


Percent of Original List Price Received

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

April

Year To Date



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

Historical Percent of Original List Price Received

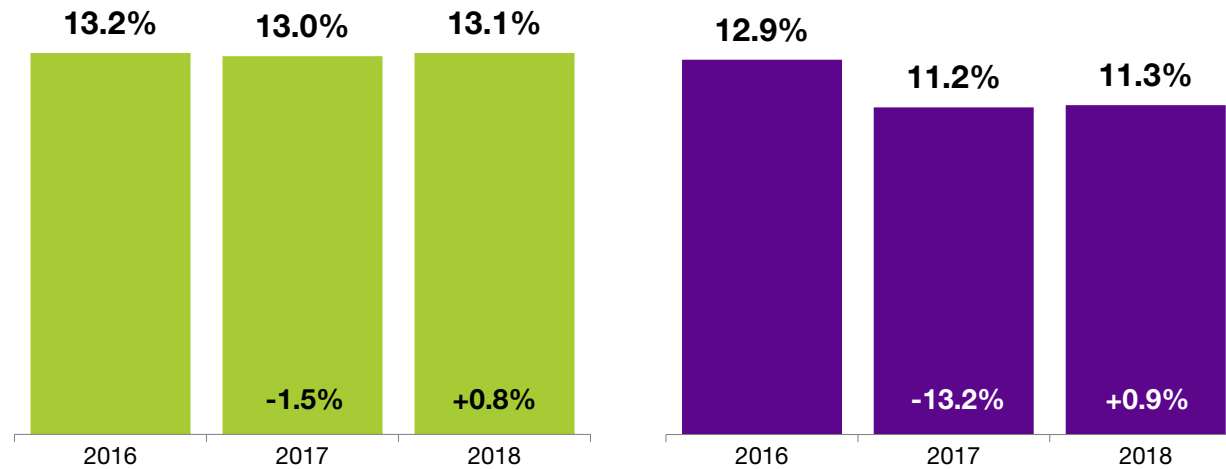


Percent of Properties Sold Over List Price

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

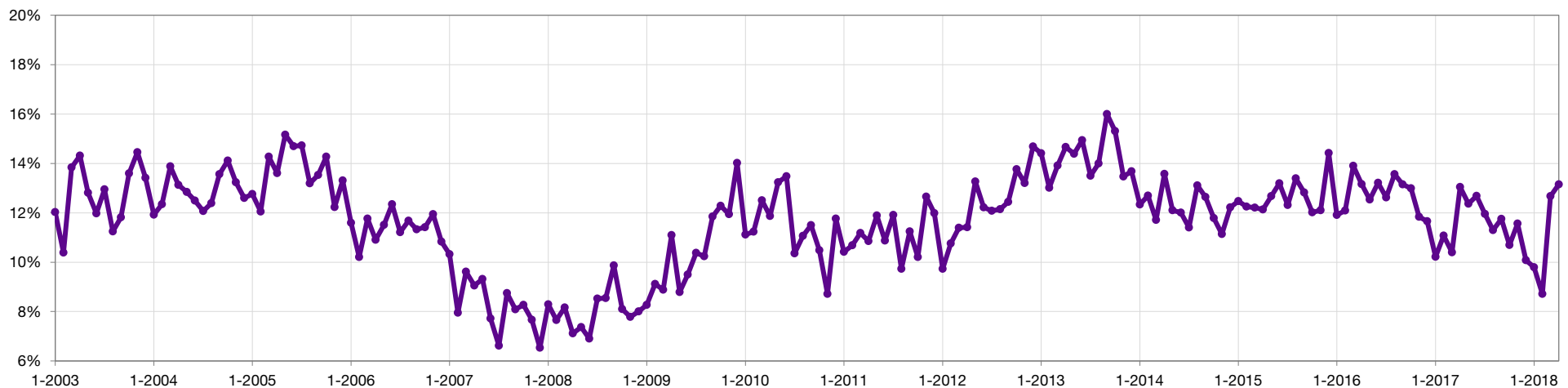
April

Year To Date



Month	Prior Year	Current Year	+ / -
May 2017	12.5%	12.4%	-0.8%
June 2017	13.2%	12.7%	-3.8%
July 2017	12.6%	11.9%	-5.6%
August 2017	13.6%	11.3%	-16.9%
September 2017	13.1%	11.8%	-9.9%
October 2017	13.0%	10.7%	-17.7%
November 2017	11.8%	11.6%	-1.7%
December 2017	11.7%	10.1%	-13.7%
January 2018	10.2%	9.8%	-3.9%
February 2018	11.1%	8.7%	-21.6%
March 2018	10.4%	12.7%	+22.1%
April 2018	13.0%	13.1%	+0.8%
12-Month Avg	12.3%	11.5%	-6.2%

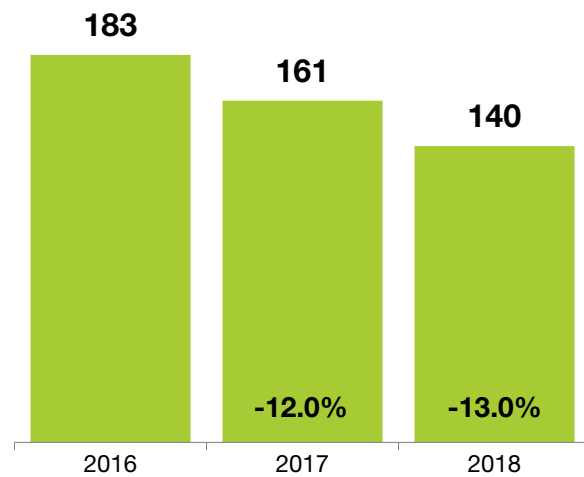
Historical Percent of Properties Sold Over List Price



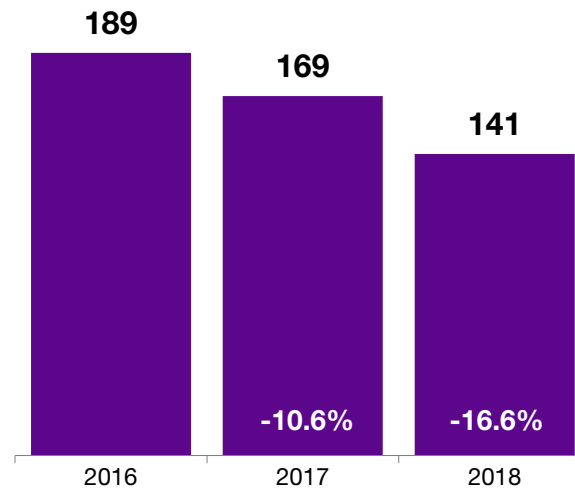
Housing Affordability Index

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

April

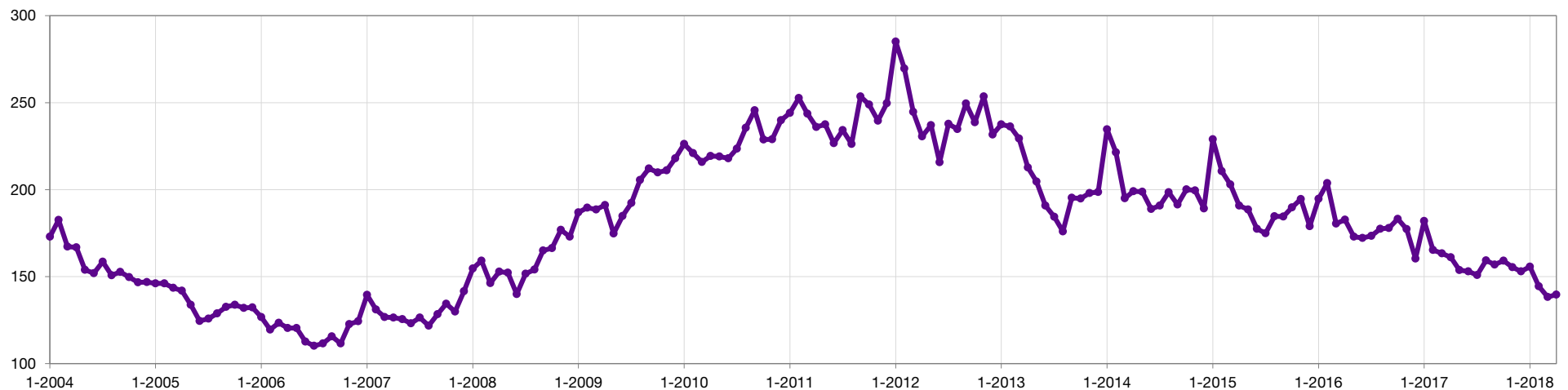


Year To Date



Month	Prior Year	Current Year	+ / -
May 2017	173	154	-11.0%
June 2017	172	153	-11.0%
July 2017	173	151	-12.7%
August 2017	177	159	-10.2%
September 2017	178	157	-11.8%
October 2017	183	159	-13.1%
November 2017	177	155	-12.4%
December 2017	160	153	-4.4%
January 2018	182	156	-14.3%
February 2018	165	144	-12.7%
March 2018	163	138	-15.3%
April 2018	161	140	-13.0%
12-Month Avg	172	152	-11.8%

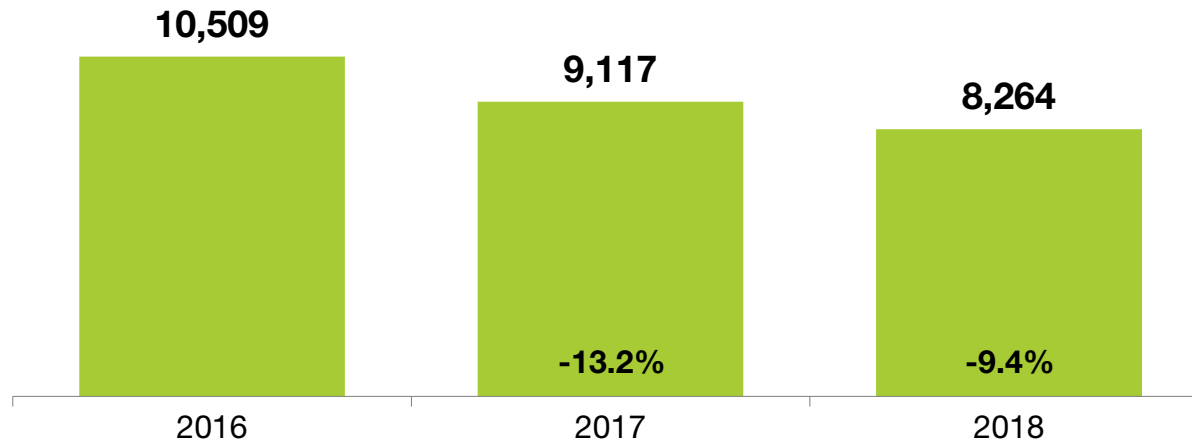
Historical Housing Affordability Index



Inventory of Homes for Sale

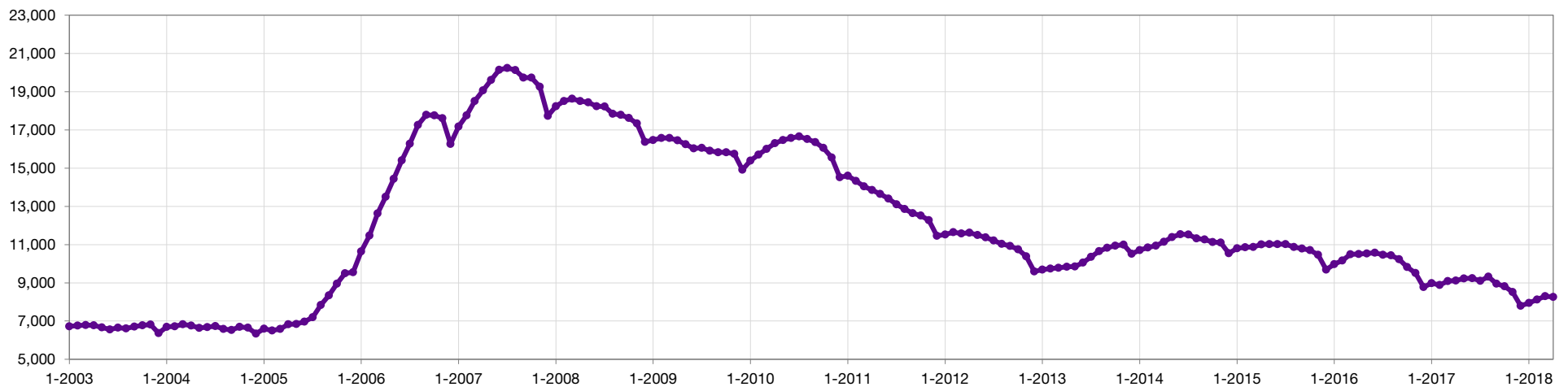
The number of properties available for sale in active status at the end of the month.

April



Month	Prior Year	Current Year	+ / -
May 2017	10,536	9,230	-12.4%
June 2017	10,570	9,232	-12.7%
July 2017	10,461	9,097	-13.0%
August 2017	10,434	9,316	-10.7%
September 2017	10,231	8,955	-12.5%
October 2017	9,830	8,814	-10.3%
November 2017	9,508	8,514	-10.5%
December 2017	8,772	7,790	-11.2%
January 2018	8,973	7,944	-11.5%
February 2018	8,880	8,117	-8.6%
March 2018	9,090	8,295	-8.7%
April 2018	9,117	8,264	-9.4%
12-Month Avg	9,700	8,631	-11.0%

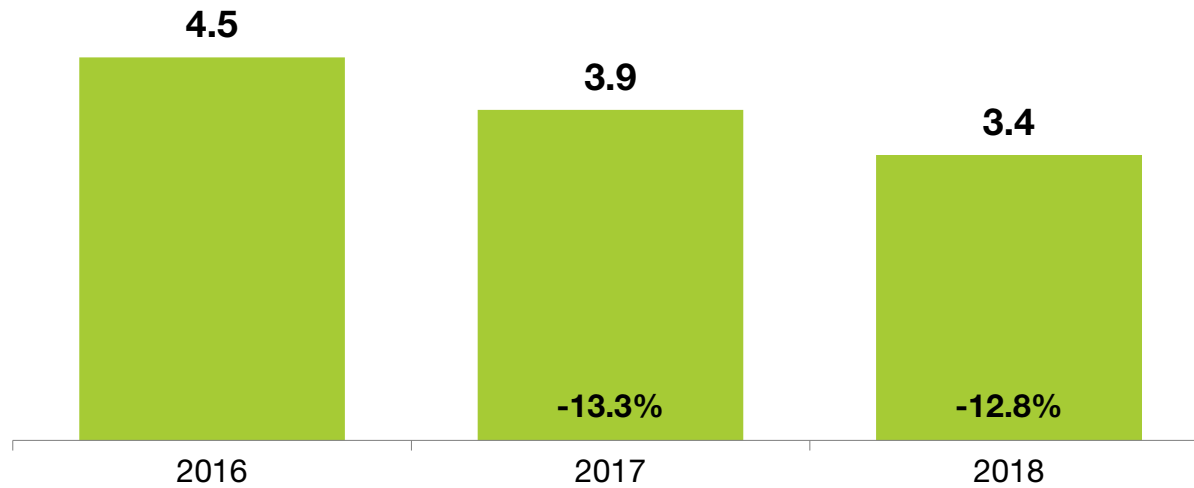
Historical Inventory of Homes for Sale



Months Supply of Inventory

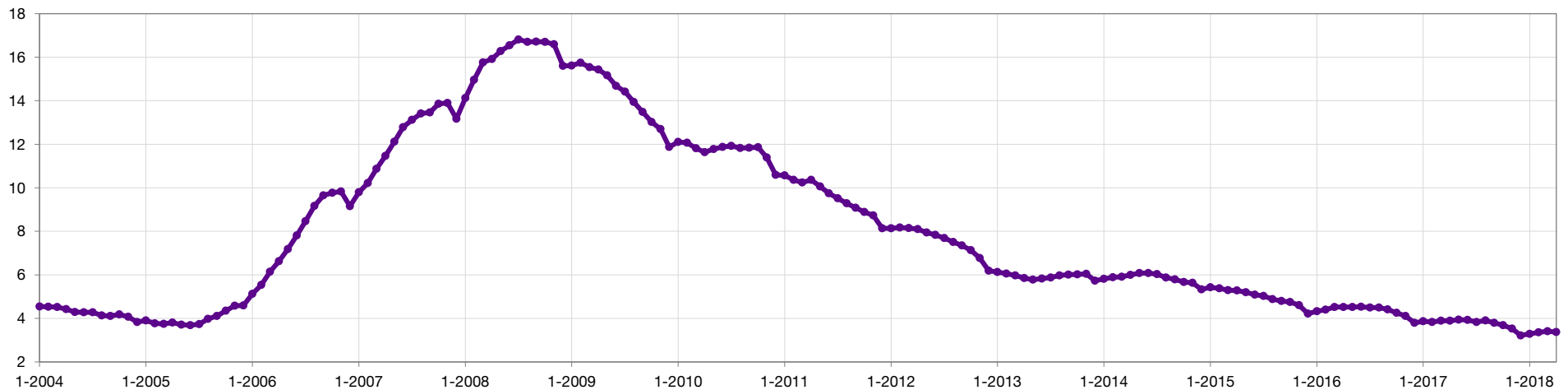
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

April



Month	Prior Year	Current Year	+ / -
May 2017	4.5	3.9	-13.3%
June 2017	4.5	3.9	-13.3%
July 2017	4.5	3.8	-15.6%
August 2017	4.5	3.9	-13.3%
September 2017	4.4	3.8	-13.6%
October 2017	4.3	3.7	-14.0%
November 2017	4.1	3.5	-14.6%
December 2017	3.8	3.2	-15.8%
January 2018	3.9	3.3	-15.4%
February 2018	3.8	3.4	-10.5%
March 2018	3.9	3.4	-12.8%
April 2018	3.9	3.4	-12.8%
12-Month Avg	4.2	3.6	-13.7%

Historical Months Supply of Inventory



Housing Supply Overview

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April 2018

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Quick Facts

+ 22.5%	+ 3.4%	+ 9.0%
Price Range With Strongest Sales: \$300,000 to \$499,999	Construction Status With Strongest Sales: Previously Owned	Property Type With Strongest Sales: Condo-Townhouse

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

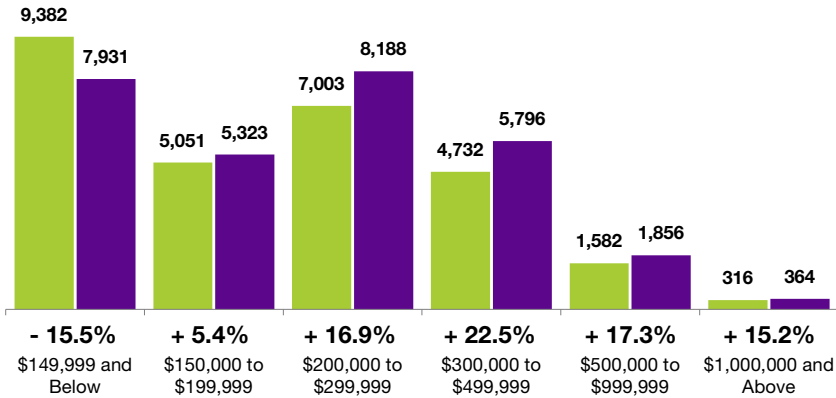


Pending Sales

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

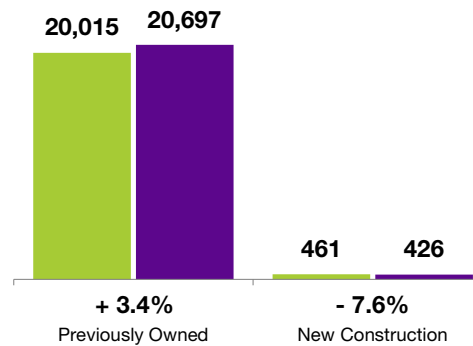
By Price Range

■ 4-2017 ■ 4-2018



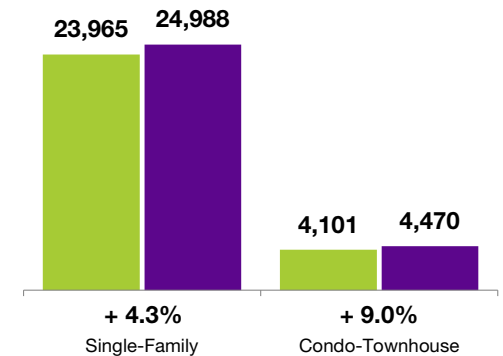
By Construction Status

■ 4-2017 ■ 4-2018



By Property Type

■ 4-2017 ■ 4-2018



All Properties

By Price Range	4-2017	4-2018	Change
\$149,999 and Below	9,382	7,931	- 15.5%
\$150,000 to \$199,999	5,051	5,323	+ 5.4%
\$200,000 to \$299,999	7,003	8,188	+ 16.9%
\$300,000 to \$499,999	4,732	5,796	+ 22.5%
\$500,000 to \$999,999	1,582	1,856	+ 17.3%
\$1,000,000 and Above	316	364	+ 15.2%
All Price Ranges	28,066	29,458	+ 5.0%

Single-Family

4-2017	4-2018	Change	4-2017	4-2018	Change
7,106	5,809	- 18.3%	2,276	2,122	- 6.8%
4,258	4,276	+ 0.4%	793	1,047	+ 32.0%
6,502	7,494	+ 15.3%	501	694	+ 38.5%
4,396	5,415	+ 23.2%	336	381	+ 13.4%
1,423	1,682	+ 18.2%	159	174	+ 9.4%
280	312	+ 11.4%	36	52	+ 44.4%
23,965	24,988	+ 4.3%	4,101	4,470	+ 9.0%

Condo-Townhouse

By Construction Status	4-2017	4-2018	Change
Previously Owned	20,015	20,697	+ 3.4%
New Construction	461	426	- 7.6%
All Property Types	28,066	29,458	+ 5.0%

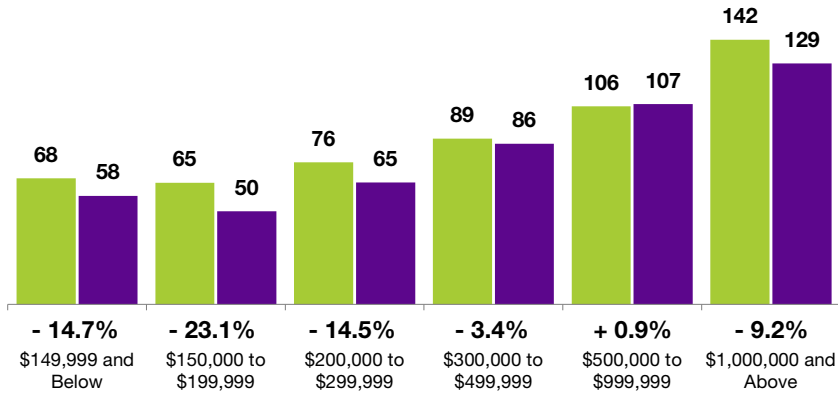
4-2017	4-2018	Change	4-2017	4-2018	Change
4,421	4,733	+ 7.1%	117	404	+ 245.3%
10	16	+ 60.0%	3,950	4,291	+ 8.6%
23,965	24,988	+ 4.3%	4,101	4,470	+ 9.0%

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.

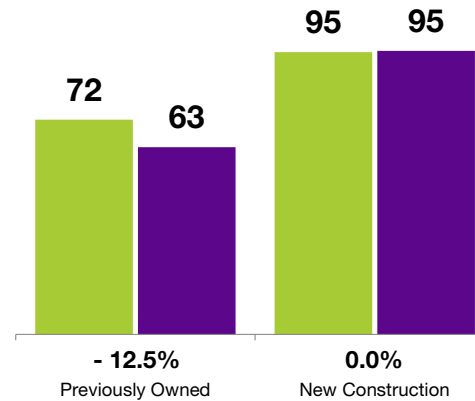
By Price Range

■ 4-2017 ■ 4-2018



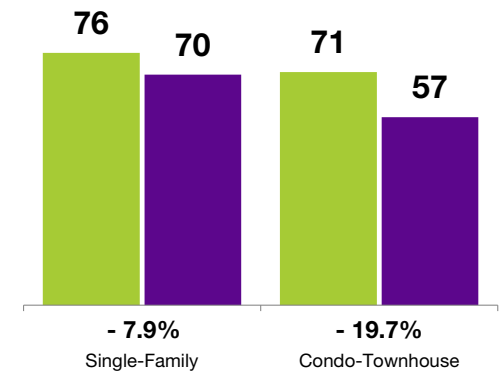
By Construction Status

■ 4-2017 ■ 4-2018



By Property Type

■ 4-2017 ■ 4-2018



All Properties

By Price Range	4-2017	4-2018	Change
\$149,999 and Below	68	58	- 14.7%
\$150,000 to \$199,999	65	50	- 23.1%
\$200,000 to \$299,999	76	65	- 14.5%
\$300,000 to \$499,999	89	86	- 3.4%
\$500,000 to \$999,999	106	107	+ 0.9%
\$1,000,000 and Above	142	129	- 9.2%
All Price Ranges	76	68	- 10.5%

Single-Family

4-2017	4-2018	Change	4-2017	4-2018	Change
71	63	- 11.3%	57	44	- 22.8%
64	49	- 23.4%	72	52	- 27.8%
75	65	- 13.3%	93	73	- 21.5%
87	86	- 1.1%	110	90	- 18.2%
105	108	+ 2.9%	122	103	- 15.6%
142	132	- 7.0%	144	115	- 20.1%
76	70	- 7.9%	71	57	- 19.7%

Condo-Townhouse

By Construction Status	4-2017	4-2018	Change
Previously Owned	72	63	- 12.5%
New Construction	95	95	0.0%
All Property Types	76	68	- 10.5%

4-2017	4-2018	Change	4-2017	4-2018	Change
73	64	- 12.3%	66	54	- 18.2%
93	96	+ 3.2%	107	83	- 22.4%
76	70	- 7.9%	71	57	- 19.7%

Median Sales Price

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

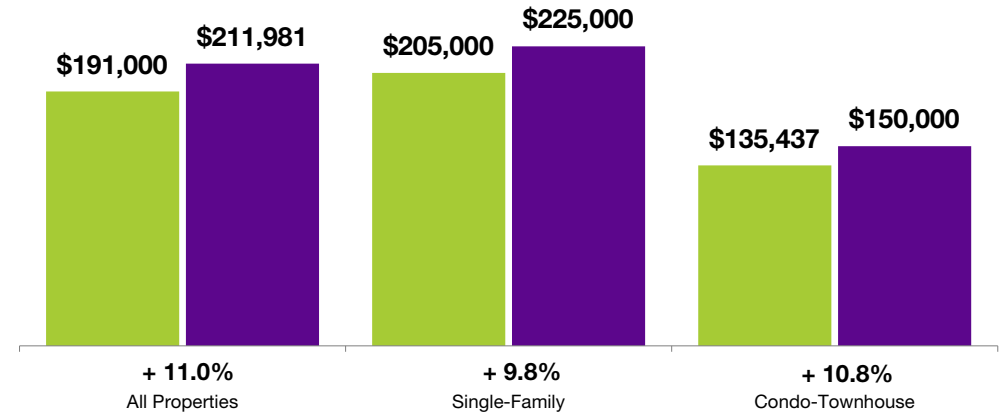
By Construction Status

■ 4-2017 ■ 4-2018



By Property Type

■ 4-2017 ■ 4-2018



All Properties

By Construction Status	4-2017	4-2018	Change
Previously Owned	\$175,000	\$195,000	+ 11.4%
New Construction	\$279,407	\$290,485	+ 4.0%
All Construction Statuses	\$191,000	\$211,981	+ 11.0%

Single-Family

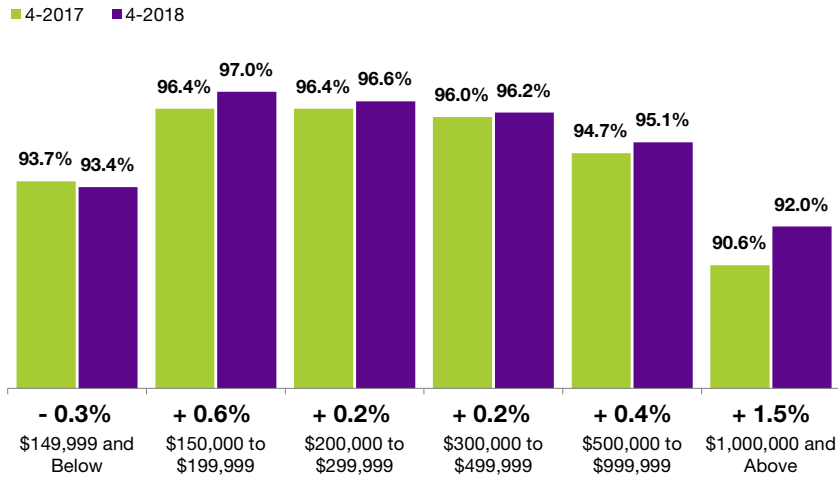
4-2017	4-2018	Change	4-2017	4-2018	Change
\$185,000	\$207,000	+ 11.9%	\$133,000	\$145,000	+ 9.0%
\$290,000	\$300,000	+ 3.4%	\$154,945	\$179,500	+ 15.8%
\$205,000	\$225,000	+ 9.8%	\$135,437	\$150,000	+ 10.8%

Condo-Townhouse

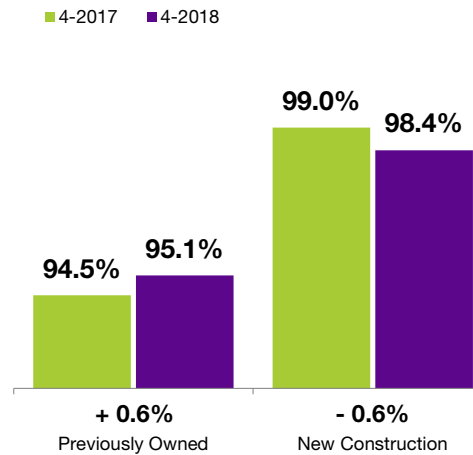
Percent of Original List Price Received

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.**

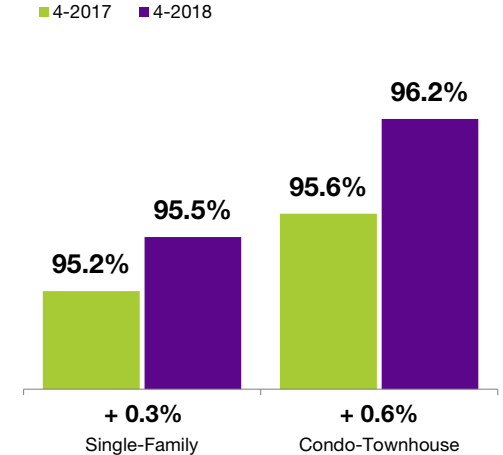
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	4-2017	4-2018	Change
\$149,999 and Below	93.7%	93.4%	- 0.3%
\$150,000 to \$199,999	96.4%	97.0%	+ 0.6%
\$200,000 to \$299,999	96.4%	96.6%	+ 0.2%
\$300,000 to \$499,999	96.0%	96.2%	+ 0.2%
\$500,000 to \$999,999	94.7%	95.1%	+ 0.4%
\$1,000,000 and Above	90.6%	92.0%	+ 1.5%
All Price Ranges	95.2%	95.6%	+ 0.4%

Single-Family

4-2017	4-2018	Change	4-2017	4-2018	Change
93.1%	92.6%	- 0.5%	95.4%	95.7%	+ 0.3%
96.2%	97.0%	+ 0.8%	97.0%	97.1%	+ 0.1%
96.4%	96.6%	+ 0.2%	95.9%	96.6%	+ 0.7%
96.1%	96.2%	+ 0.1%	95.1%	96.5%	+ 1.5%
94.8%	95.1%	+ 0.3%	93.7%	95.2%	+ 1.6%
90.3%	91.9%	+ 1.8%	92.4%	92.7%	+ 0.3%
95.2%	95.5%	+ 0.3%	95.6%	96.2%	+ 0.6%

Condo-Townhouse

By Construction Status	4-2017	4-2018	Change
Previously Owned	94.5%	95.1%	+ 0.6%
New Construction	99.0%	98.4%	- 0.6%
All Property Types	95.2%	95.6%	+ 0.4%

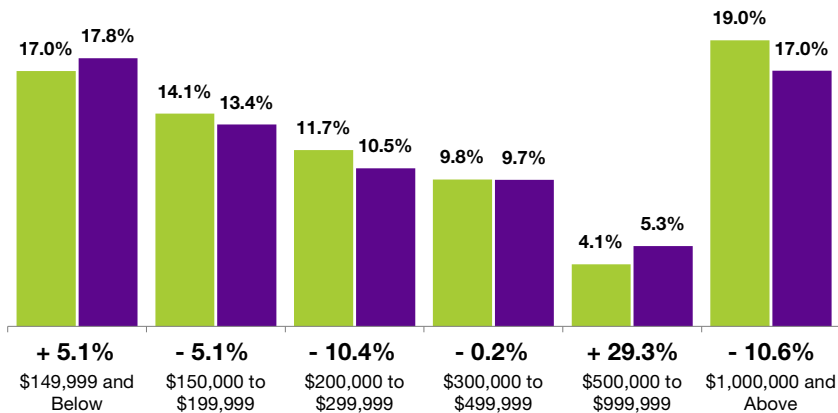
4-2017	4-2018	Change	4-2017	4-2018	Change
94.4%	94.9%	+ 0.5%	95.0%	95.8%	+ 0.8%
98.9%	98.3%	- 0.6%	100.4%	99.4%	- 1.0%
95.2%	95.5%	+ 0.3%	95.6%	96.2%	+ 0.6%

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.

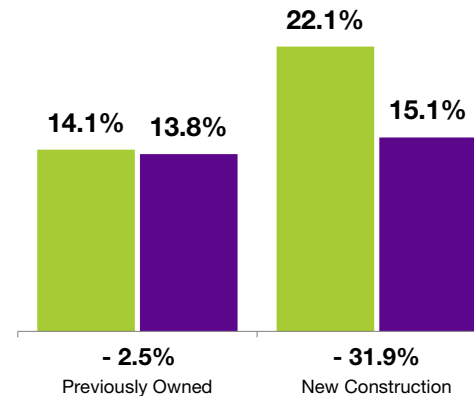
By Price Range

■ 4-2017 ■ 4-2018



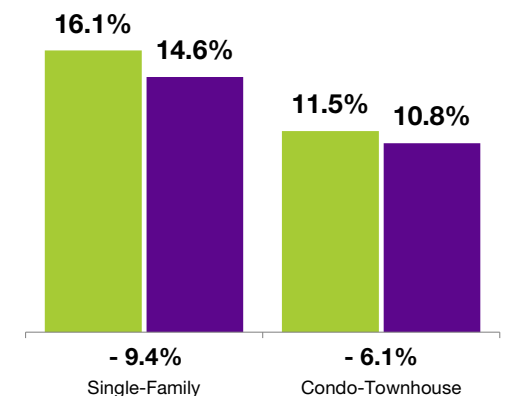
By Construction Status

■ 4-2017 ■ 4-2018



By Property Type

■ 4-2017 ■ 4-2018



All Properties

By Price Range	4-2017	4-2018	Change
\$149,999 and Below	17.0%	17.8%	+ 5.1%
\$150,000 to \$199,999	14.1%	13.4%	- 5.1%
\$200,000 to \$299,999	11.7%	10.5%	- 10.4%
\$300,000 to \$499,999	9.8%	9.7%	- 0.2%
\$500,000 to \$999,999	4.1%	5.3%	+ 29.3%
\$1,000,000 and Above	19.0%	17.0%	- 10.6%
All Price Ranges	15.4%	14.0%	- 9.2%

Single-Family

4-2017	4-2018	Change	4-2017	4-2018	Change
18.1%	19.4%	+ 7.0%	10.7%	11.1%	+ 3.1%
14.7%	13.7%	- 7.0%	6.7%	10.4%	+ 55.3%
12.2%	10.3%	- 15.5%	4.7%	12.8%	+ 169.5%
10.5%	10.2%	- 2.7%	2.5%	5.5%	+ 115.9%
4.6%	5.9%	+ 28.9%	0.0%	1.7%	0.0%
20.4%	18.9%	- 7.8%	14.5%	12.0%	- 17.4%
16.1%	14.6%	- 9.4%	11.5%	10.8%	- 6.1%

Condo-Townhouse

By Construction Status	4-2017	4-2018	Change
Previously Owned	14.1%	13.8%	- 2.5%
New Construction	22.1%	15.1%	- 31.9%
All Property Types	15.4%	14.0%	- 9.2%

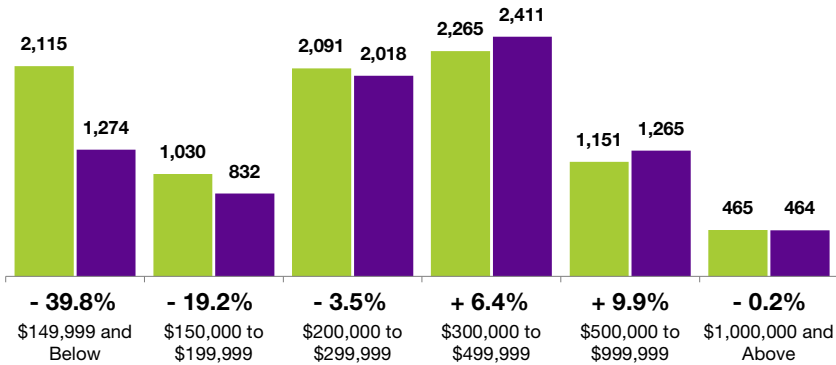
4-2017	4-2018	Change	4-2017	4-2018	Change
14.8%	14.5%	- 1.9%	10.5%	10.1%	- 4.4%
22.5%	14.9%	- 33.8%	19.1%	16.9%	- 11.6%
16.1%	14.6%	- 9.4%	11.5%	10.8%	- 6.1%

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.**

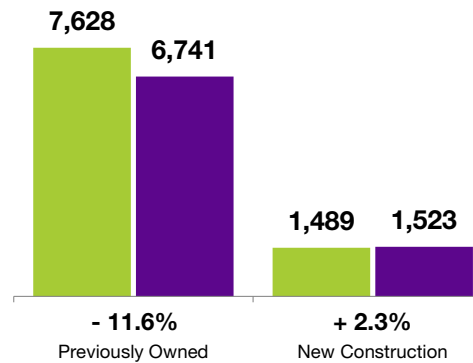
By Price Range

■ 4-2017 ■ 4-2018



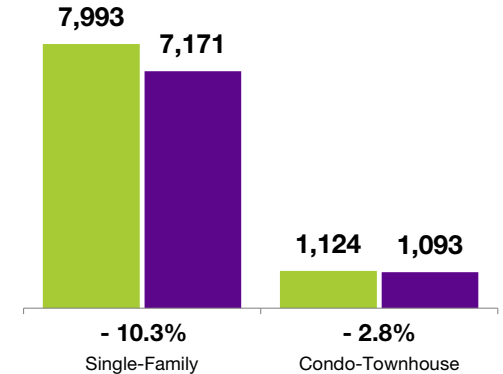
By Construction Status

■ 4-2017 ■ 4-2018



By Property Type

■ 4-2017 ■ 4-2018



All Properties

By Price Range	4-2017	4-2018	Change
\$149,999 and Below	2,115	1,274	- 39.8%
\$150,000 to \$199,999	1,030	832	- 19.2%
\$200,000 to \$299,999	2,091	2,018	- 3.5%
\$300,000 to \$499,999	2,265	2,411	+ 6.4%
\$500,000 to \$999,999	1,151	1,265	+ 9.9%
\$1,000,000 and Above	465	464	- 0.2%
All Price Ranges	9,117	8,264	- 9.4%

Single-Family

4-2017	4-2018	Change	4-2017	4-2018	Change
1,741	1,016	- 41.6%	374	258	- 31.0%
848	615	- 27.5%	182	217	+ 19.2%
1,877	1,829	- 2.6%	214	189	- 11.7%
2,062	2,178	+ 5.6%	203	233	+ 14.8%
1,041	1,111	+ 6.7%	110	154	+ 40.0%
424	422	- 0.5%	41	42	+ 2.4%
7,993	7,171	- 10.3%	1,124	1,093	- 2.8%

Condo-Townhouse

By Construction Status	4-2017	4-2018	Change
Previously Owned	7,628	6,741	- 11.6%
New Construction	1,489	1,523	+ 2.3%
All Property Types	9,117	8,264	- 9.4%

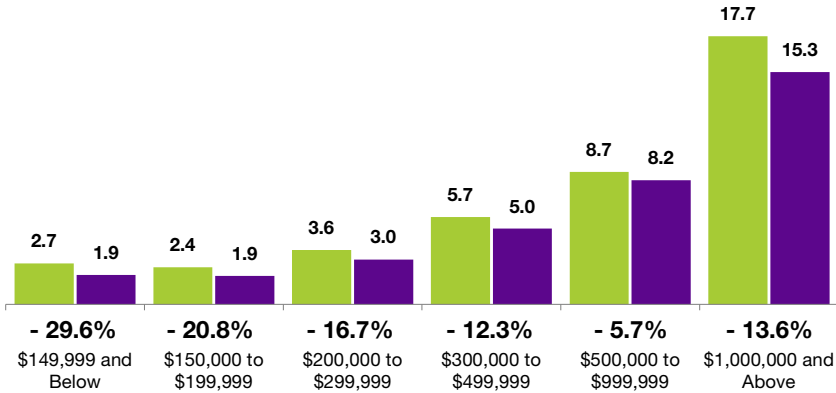
4-2017	4-2018	Change	4-2017	4-2018	Change
6,666	5,746	- 13.8%	962	995	+ 3.4%
1,327	1,425	+ 7.4%	162	98	- 39.5%
7,993	7,171	- 10.3%	1,124	1,093	- 2.8%

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.

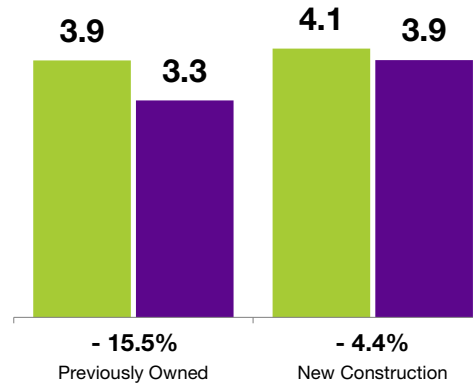
By Price Range

■ 4-2017 ■ 4-2018



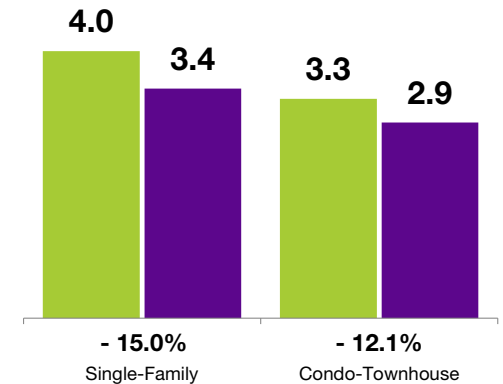
By Construction Status

■ 4-2017 ■ 4-2018



By Property Type

■ 4-2017 ■ 4-2018



All Properties

By Price Range	4-2017	4-2018	Change
\$149,999 and Below	2.7	1.9	- 29.6%
\$150,000 to \$199,999	2.4	1.9	- 20.8%
\$200,000 to \$299,999	3.6	3.0	- 16.7%
\$300,000 to \$499,999	5.7	5.0	- 12.3%
\$500,000 to \$999,999	8.7	8.2	- 5.7%
\$1,000,000 and Above	17.7	15.3	- 13.6%
All Price Ranges	3.9	3.4	- 12.8%

Single-Family

4-2017	4-2018	Change	4-2017	4-2018	Change
2.9	2.1	- 27.6%	2.0	1.5	- 25.0%
2.4	1.7	- 29.2%	2.8	2.5	- 10.7%
3.5	2.9	- 17.1%	5.1	3.3	- 35.3%
5.6	4.8	- 14.3%	7.3	7.3	0.0%
8.8	7.9	- 10.2%	8.3	10.6	+ 27.7%
18.2	16.2	- 11.0%	13.7	9.7	- 29.2%
4.0	3.4	- 15.0%	3.3	2.9	- 12.1%

Condo-Townhouse

By Construction Status	4-2017	4-2018	Change
Previously Owned	3.9	3.3	- 15.5%
New Construction	4.1	3.9	- 4.4%
All Property Types	3.9	3.4	- 12.8%

4-2017	4-2018	Change	4-2017	4-2018	Change
4.0	3.3	- 16.6%	3.2	3.0	- 6.9%
4.0	4.0	- 1.1%	4.2	2.8	- 34.5%
4.0	3.4	- 15.0%	3.3	2.9	- 12.1%

Local Market Update – April 2018

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



Southside / Mandarin / Bartram

+ 12.2%

- 2.9%

+ 2.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

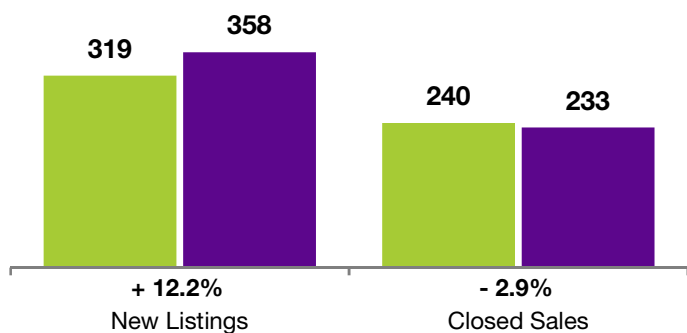
Region 01

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	319	358	+ 12.2%	1,242	1,256	+ 1.1%
Closed Sales	240	233	- 2.9%	806	803	- 0.4%
Median Sales Price*	\$225,500	\$230,000	+ 2.0%	\$222,000	\$231,509	+ 4.3%
Percent of Original List Price Received*	96.5%	95.9%	- 0.6%	96.1%	95.7%	- 0.4%
Percent of Properties Sold Over List Price*	17.9%	13.3%	- 25.7%	13.5%	13.0%	- 3.7%
Days on Market Until Sale	62	45	- 27.4%	65	59	- 9.2%
Inventory of Homes for Sale	757	690	- 8.9%	--	--	--
Months Supply of Inventory	3.5	3.0	- 14.3%	--	--	--

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

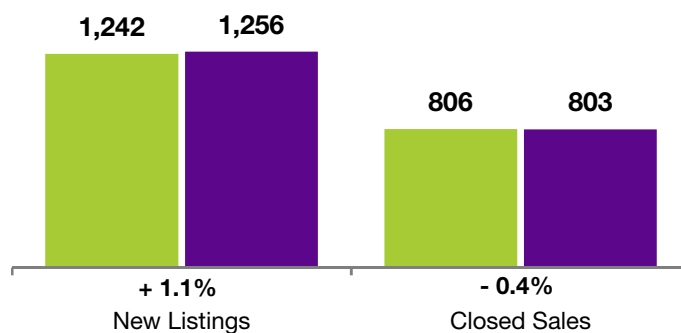
April

■ 2017 ■ 2018

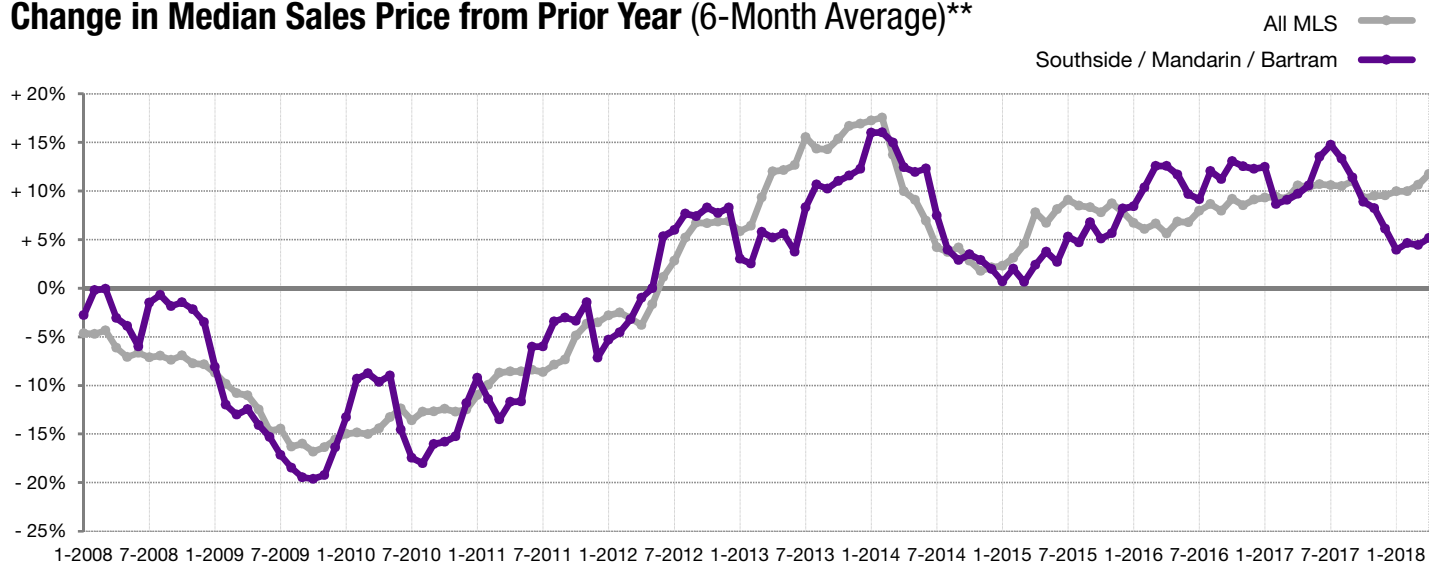


Year to Date

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

Local Market Update – April 2018

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



Southside

+ 30.5%

- 1.0%

+ 5.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

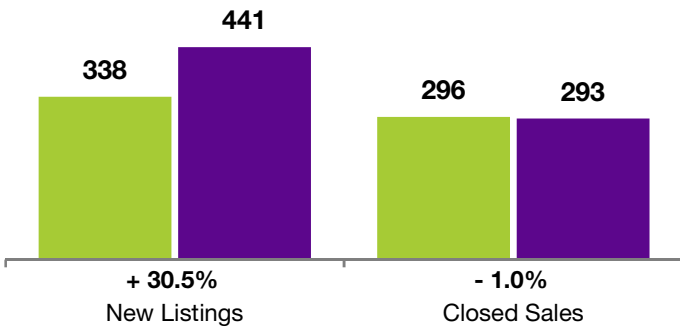
Region 02

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	338	441	+ 30.5%	1,336	1,551	+ 16.1%
Closed Sales	296	293	- 1.0%	1,022	1,059	+ 3.6%
Median Sales Price*	\$180,000	\$189,900	+ 5.5%	\$170,000	\$197,500	+ 16.2%
Percent of Original List Price Received*	96.7%	96.9%	+ 0.2%	96.3%	96.2%	- 0.1%
Percent of Properties Sold Over List Price*	18.6%	18.4%	- 1.1%	13.2%	15.3%	+ 15.9%
Days on Market Until Sale	62	42	- 32.3%	70	53	- 24.3%
Inventory of Homes for Sale	735	718	- 2.3%	--	--	--
Months Supply of Inventory	2.7	2.5	- 7.4%	--	--	--

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

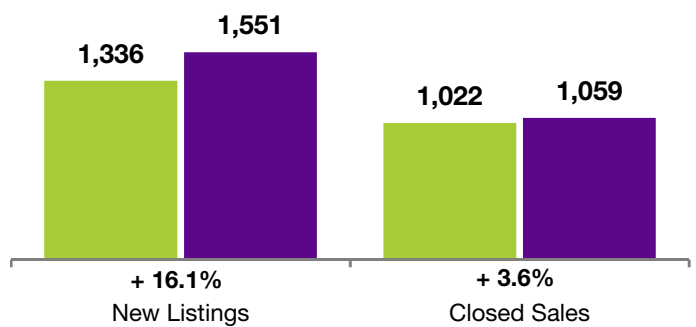
April

■ 2017 ■ 2018

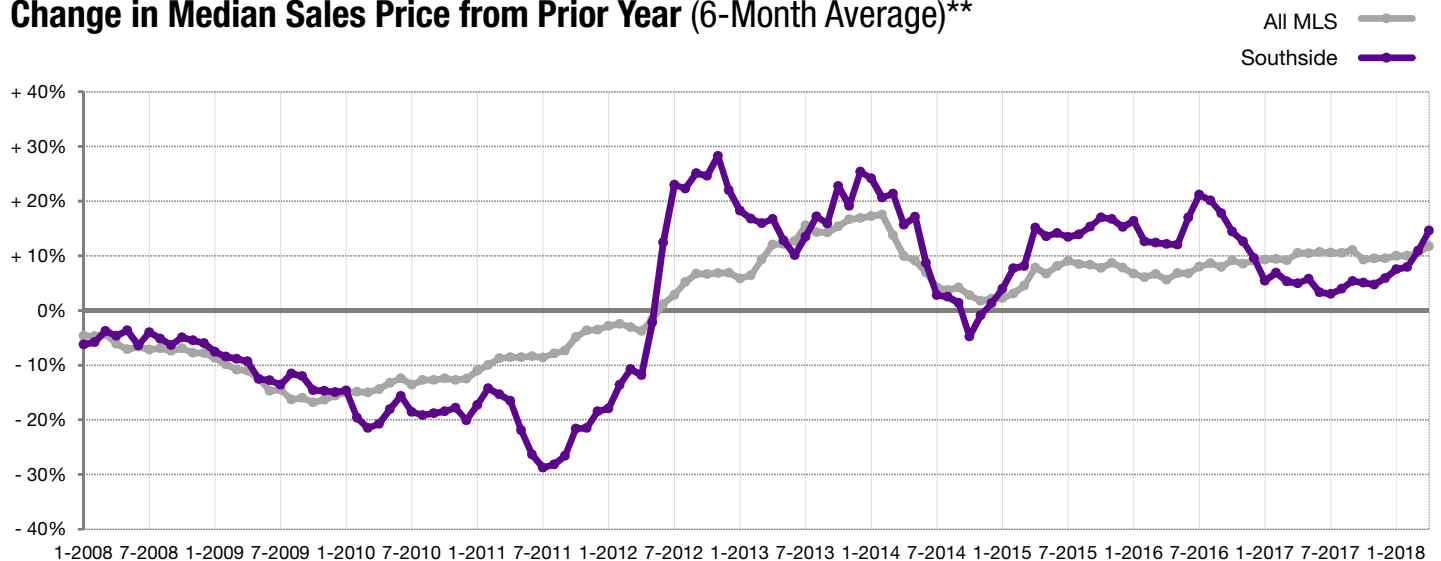


Year to Date

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

Local Market Update – April 2018

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Riverside / Avondale / Ortega

Region 03

+ 27.9% **+ 29.7%** **+ 6.5%**

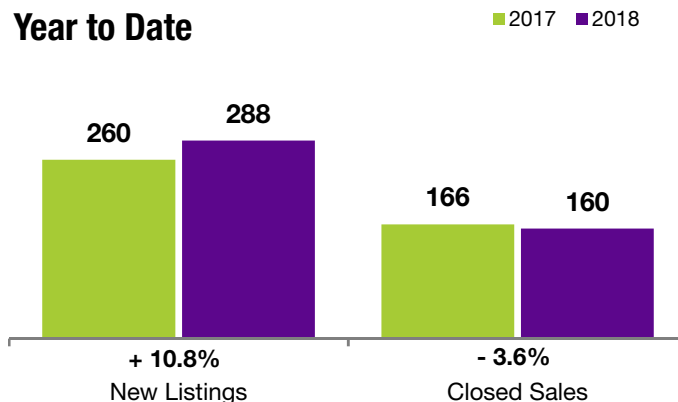
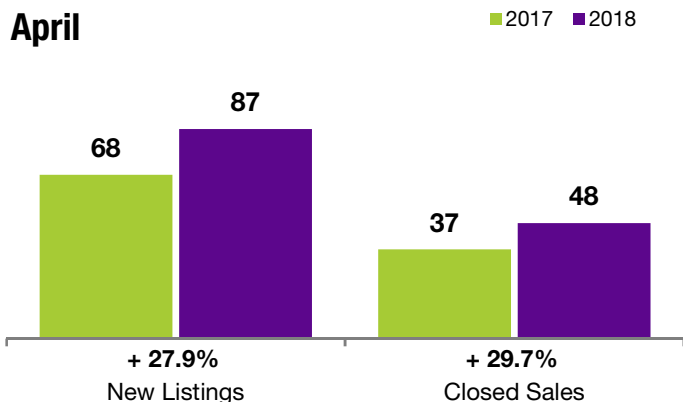
Change in
New Listings

Change in
Closed Sales

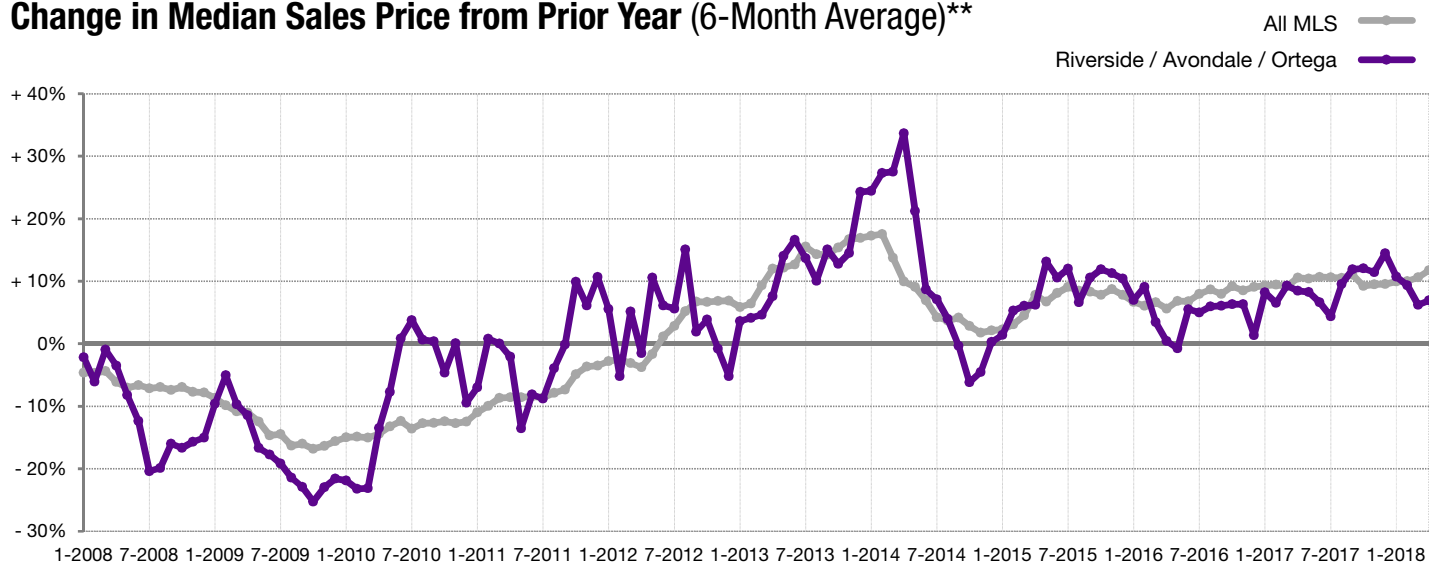
Change in
Median Sales Price

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	68	87	+ 27.9%	260	288	+ 10.8%
Closed Sales	37	48	+ 29.7%	166	160	- 3.6%
Median Sales Price*	\$230,000	\$245,000	+ 6.5%	\$249,000	\$264,950	+ 6.4%
Percent of Original List Price Received*	93.0%	97.7%	+ 5.1%	92.9%	94.7%	+ 1.9%
Percent of Properties Sold Over List Price*	5.4%	16.7%	+ 209.3%	6.6%	10.6%	+ 60.6%
Days on Market Until Sale	82	59	- 28.0%	93	78	- 16.1%
Inventory of Homes for Sale	217	195	- 10.1%	--	--	--
Months Supply of Inventory	4.6	4.3	- 6.5%	--	--	--

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



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



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

Local Market Update – April 2018

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



Arlington / Fort Caroline

Region 04

+ 1.5%

- 27.2%

+ 14.3%

Change in
New Listings

Change in
Closed Sales

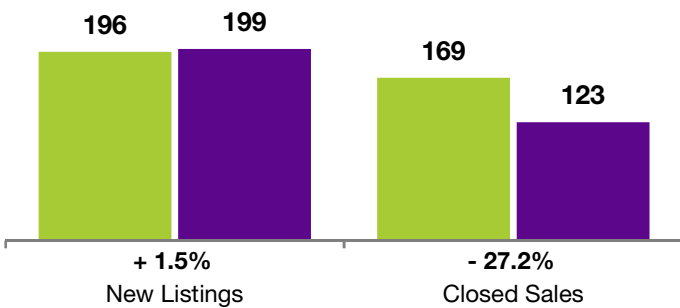
Change in
Median Sales Price

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	196	199	+ 1.5%	756	719	- 4.9%
Closed Sales	169	123	- 27.2%	545	494	- 9.4%
Median Sales Price*	\$166,250	\$190,000	+ 14.3%	\$158,000	\$178,500	+ 13.0%
Percent of Original List Price Received*	96.5%	96.3%	- 0.2%	96.5%	96.2%	- 0.3%
Percent of Properties Sold Over List Price*	18.5%	22.8%	+ 23.2%	18.6%	19.4%	+ 4.3%
Days on Market Until Sale	57	57	0.0%	61	54	- 11.5%
Inventory of Homes for Sale	392	325	- 17.1%	--	--	--
Months Supply of Inventory	2.8	2.2	- 21.4%	--	--	--

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

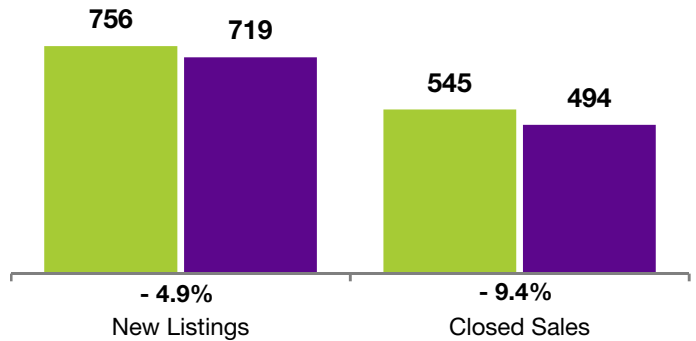
April

■ 2017 ■ 2018

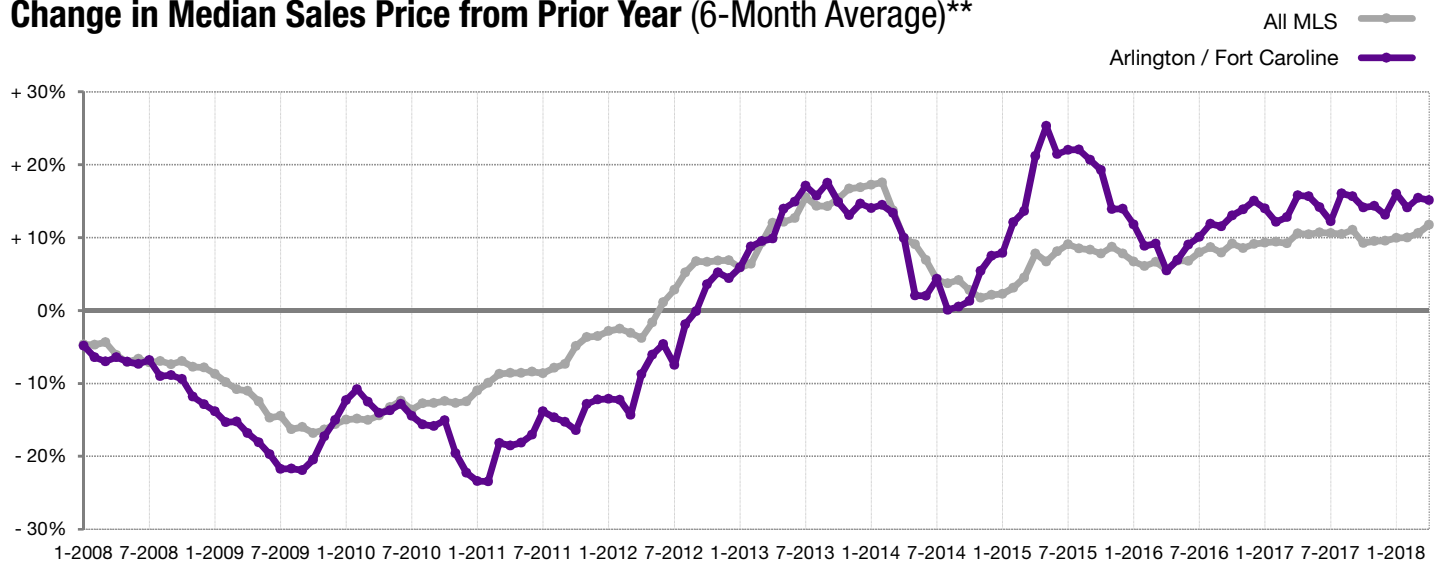


Year to Date

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

Local Market Update – April 2018

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



Hyde Grove / Murray Hill / Lakeshore / Wesconnett

+ 15.4%

+ 15.7%

+ 2.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 05

April

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	117	135	+ 15.4%	483	532	+ 10.1%
Closed Sales	108	125	+ 15.7%	381	393	+ 3.1%
Median Sales Price*	\$116,750	\$120,000	+ 2.8%	\$115,000	\$125,100	+ 8.8%
Percent of Original List Price Received*	93.4%	94.1%	+ 0.7%	93.9%	95.8%	+ 2.0%
Percent of Properties Sold Over List Price*	13.0%	20.0%	+ 53.8%	15.0%	20.4%	+ 36.0%
Days on Market Until Sale	80	51	- 36.3%	74	51	- 31.1%
Inventory of Homes for Sale	268	209	- 22.0%	--	--	--
Months Supply of Inventory	2.7	2.0	- 25.9%	--	--	--

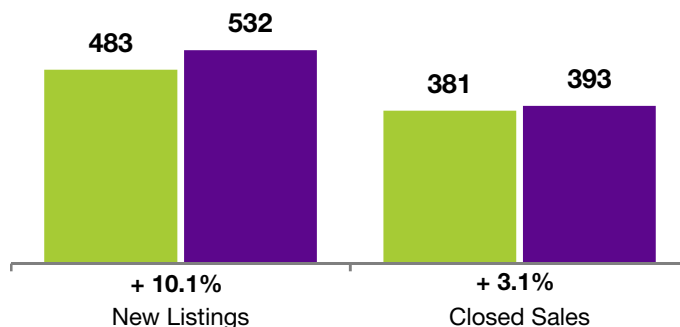
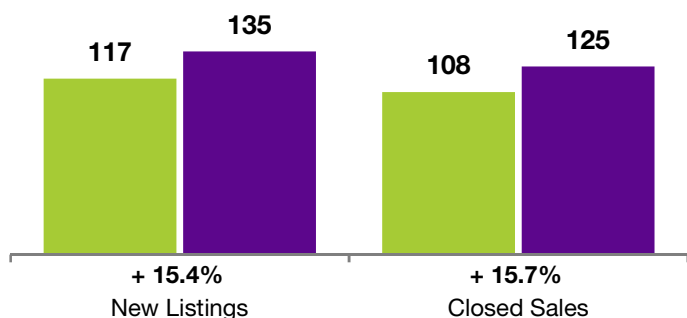
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

April

■ 2017 ■ 2018

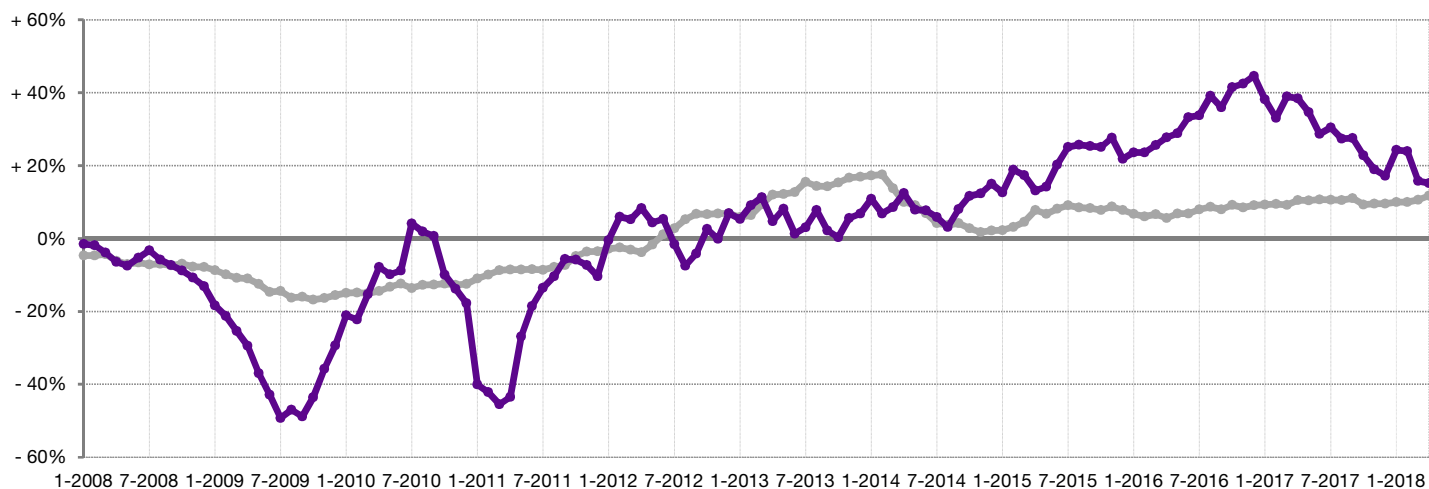
Year to Date

■ 2017 ■ 2018



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

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



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Local Market Update – April 2018

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



West Jacksonville

- 0.6%

Change in
New Listings

- 29.2%

Change in
Closed Sales

+ 12.8%

Change in
Median Sales Price

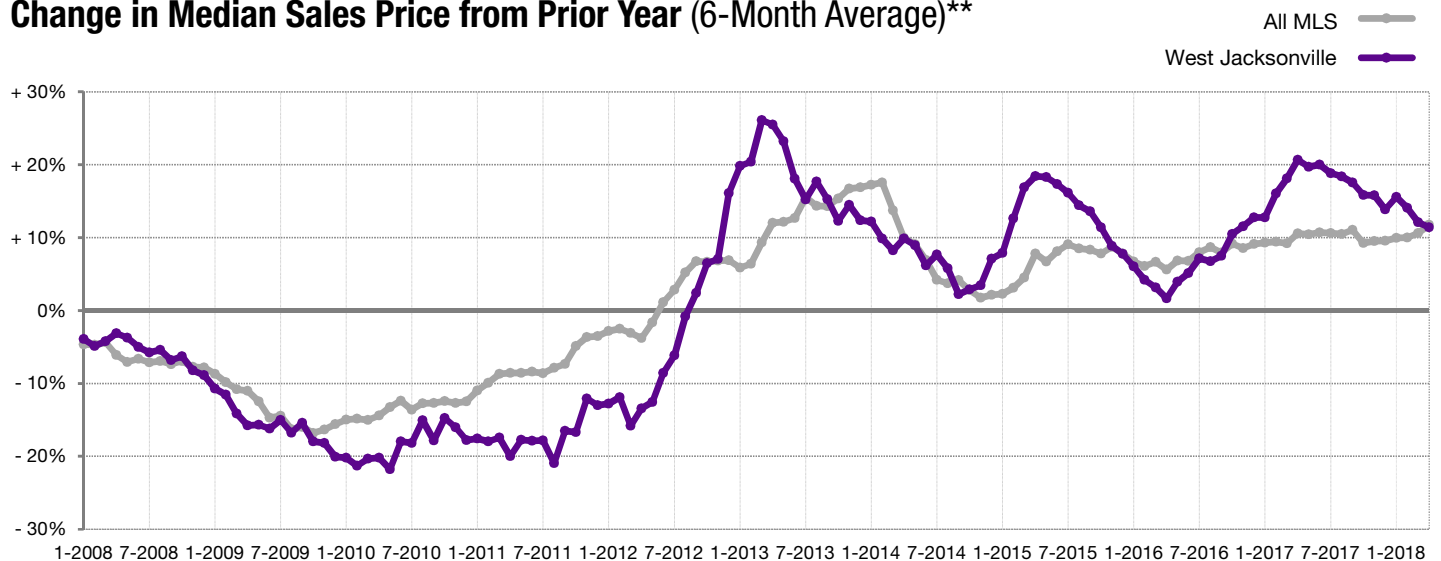
Region 06

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	170	169	- 0.6%	655	645	- 1.5%
Closed Sales	154	109	- 29.2%	481	472	- 1.9%
Median Sales Price*	\$154,250	\$174,000	+ 12.8%	\$152,000	\$168,000	+ 10.5%
Percent of Original List Price Received*	96.5%	97.0%	+ 0.5%	95.5%	97.3%	+ 1.9%
Percent of Properties Sold Over List Price*	21.4%	22.0%	+ 2.8%	16.6%	22.5%	+ 35.5%
Days on Market Until Sale	53	64	+ 20.8%	63	62	- 1.6%
Inventory of Homes for Sale	384	286	- 25.5%	--	--	--
Months Supply of Inventory	2.9	2.1	- 27.6%	--	--	--

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



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



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Local Market Update – April 2018

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



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

+ 33.1%

Change in
New Listings

- 5.6%

Change in
Closed Sales

+ 35.6%

Change in
Median Sales Price

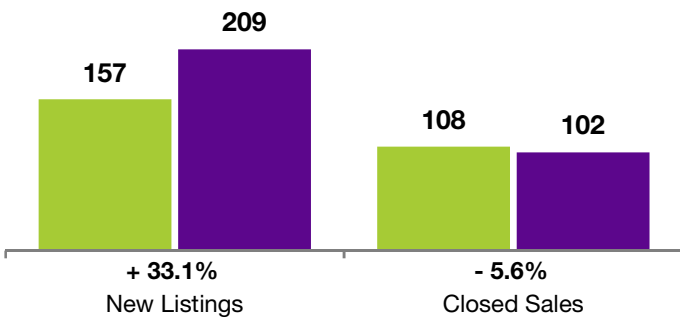
Region 07

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	157	209	+ 33.1%	612	727	+ 18.8%
Closed Sales	108	102	- 5.6%	401	355	- 11.5%
Median Sales Price*	\$45,000	\$61,029	+ 35.6%	\$45,000	\$60,000	+ 33.3%
Percent of Original List Price Received*	93.2%	91.3%	- 2.0%	91.2%	91.3%	+ 0.1%
Percent of Properties Sold Over List Price*	16.7%	16.8%	+ 0.6%	15.0%	13.4%	- 10.7%
Days on Market Until Sale	69	49	- 29.0%	75	56	- 25.3%
Inventory of Homes for Sale	432	372	- 13.9%	--	--	--
Months Supply of Inventory	4.5	3.5	- 22.2%	--	--	--

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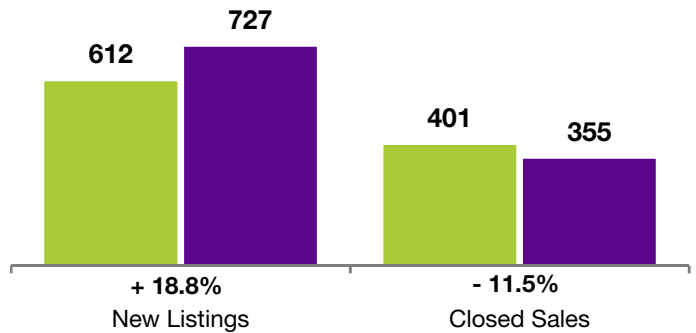
April

■ 2017 ■ 2018



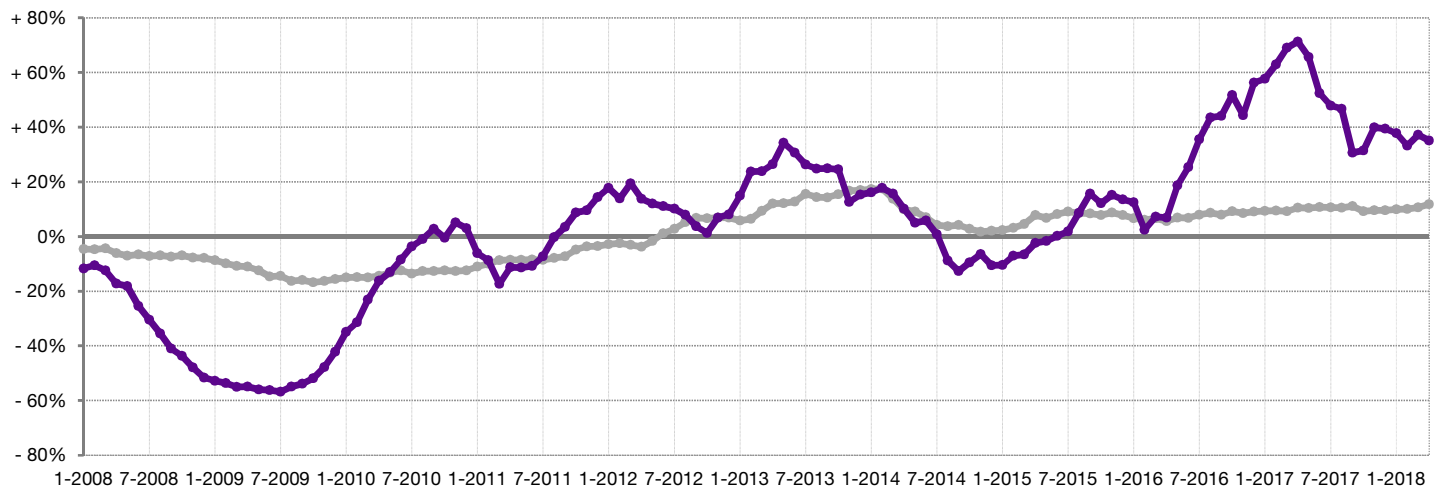
Year to Date

■ 2017 ■ 2018



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

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



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Local Market Update – April 2018

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



Marietta / Whitehouse / Baldwin / Garden St / Dinsmore

+ 142.9%

+ 23.5%

+ 25.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

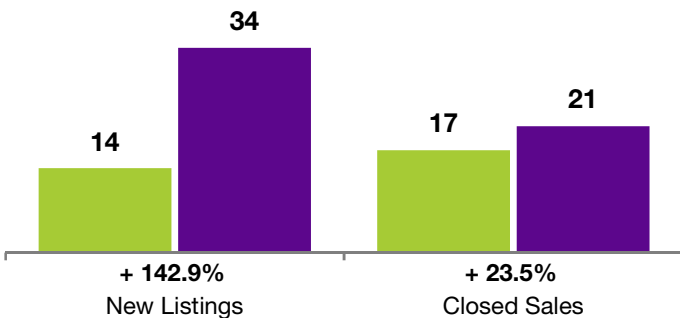
Region 08

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	14	34	+ 142.9%	85	141	+ 65.9%
Closed Sales	17	21	+ 23.5%	72	69	- 4.2%
Median Sales Price*	\$151,000	\$190,000	+ 25.8%	\$145,000	\$175,000	+ 20.7%
Percent of Original List Price Received*	94.7%	100.1%	+ 5.7%	92.7%	96.5%	+ 4.1%
Percent of Properties Sold Over List Price*	17.6%	33.3%	+ 89.2%	11.1%	17.4%	+ 56.8%
Days on Market Until Sale	64	62	- 3.1%	74	52	- 29.7%
Inventory of Homes for Sale	55	77	+ 40.0%	--	--	--
Months Supply of Inventory	2.4	3.9	+ 62.5%	--	--	--

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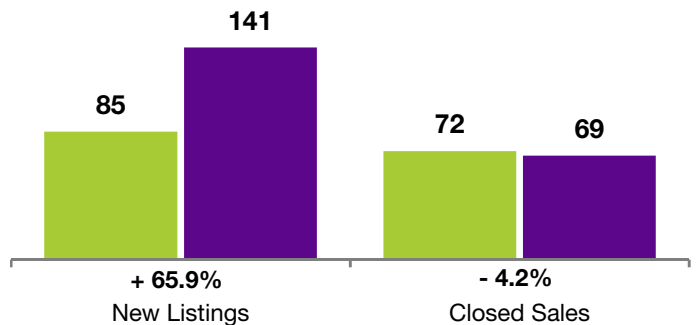
April

■ 2017 ■ 2018

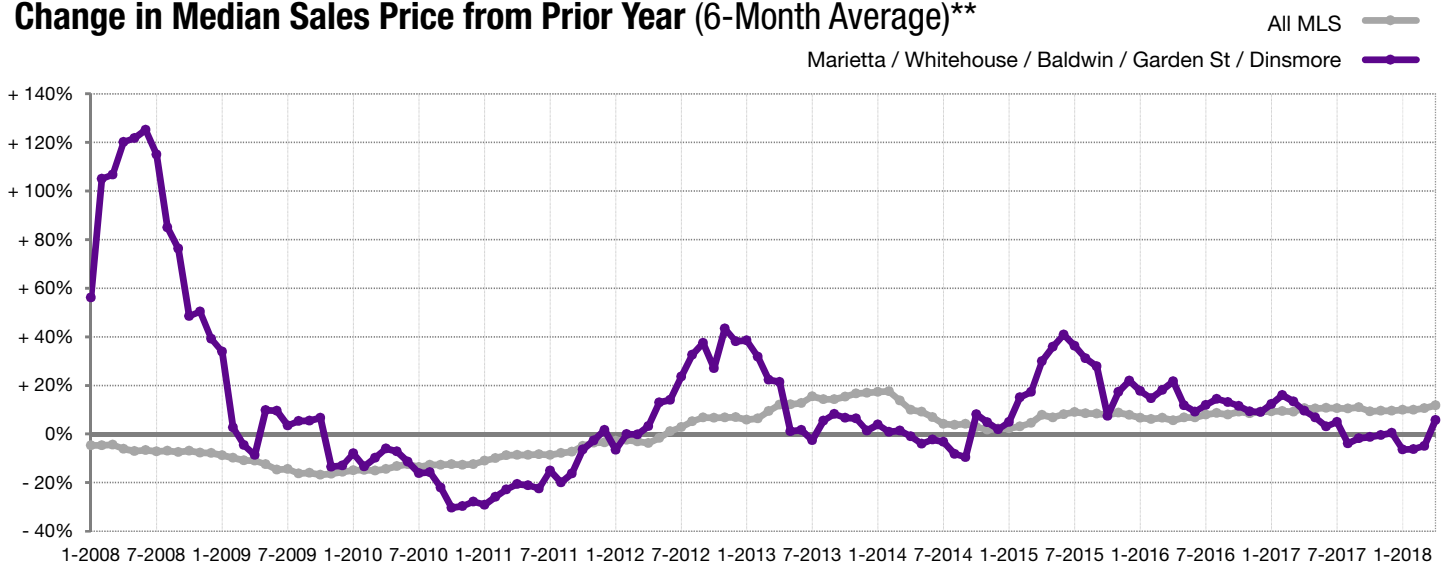


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – April 2018

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



Jacksonville - North

0.0%

+ 21.4%

+ 18.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 09

April

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	185	185	0.0%	685	692	+ 1.0%
Closed Sales	112	136	+ 21.4%	484	472	- 2.5%
Median Sales Price*	\$183,000	\$215,995	+ 18.0%	\$185,610	\$209,705	+ 13.0%
Percent of Original List Price Received*	96.2%	95.5%	- 0.7%	95.5%	96.2%	+ 0.7%
Percent of Properties Sold Over List Price*	17.0%	17.6%	+ 3.5%	18.0%	14.4%	- 20.0%
Days on Market Until Sale	66	71	+ 7.6%	77	74	- 3.9%
Inventory of Homes for Sale	447	330	- 26.2%	--	--	--
Months Supply of Inventory	3.6	2.6	- 27.8%	--	--	--

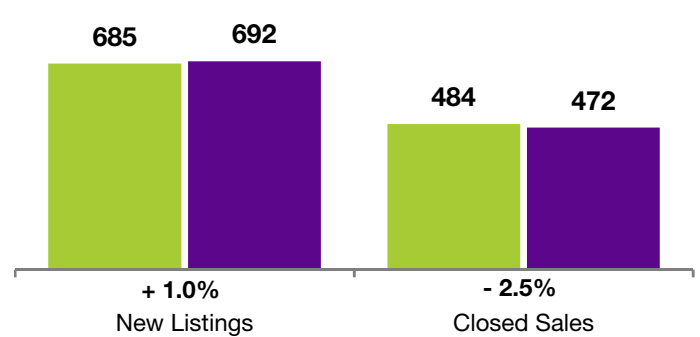
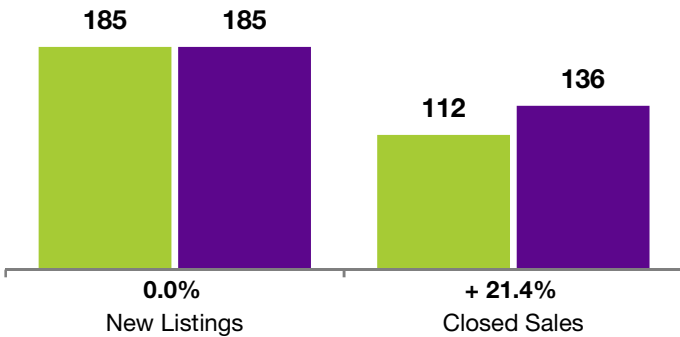
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April

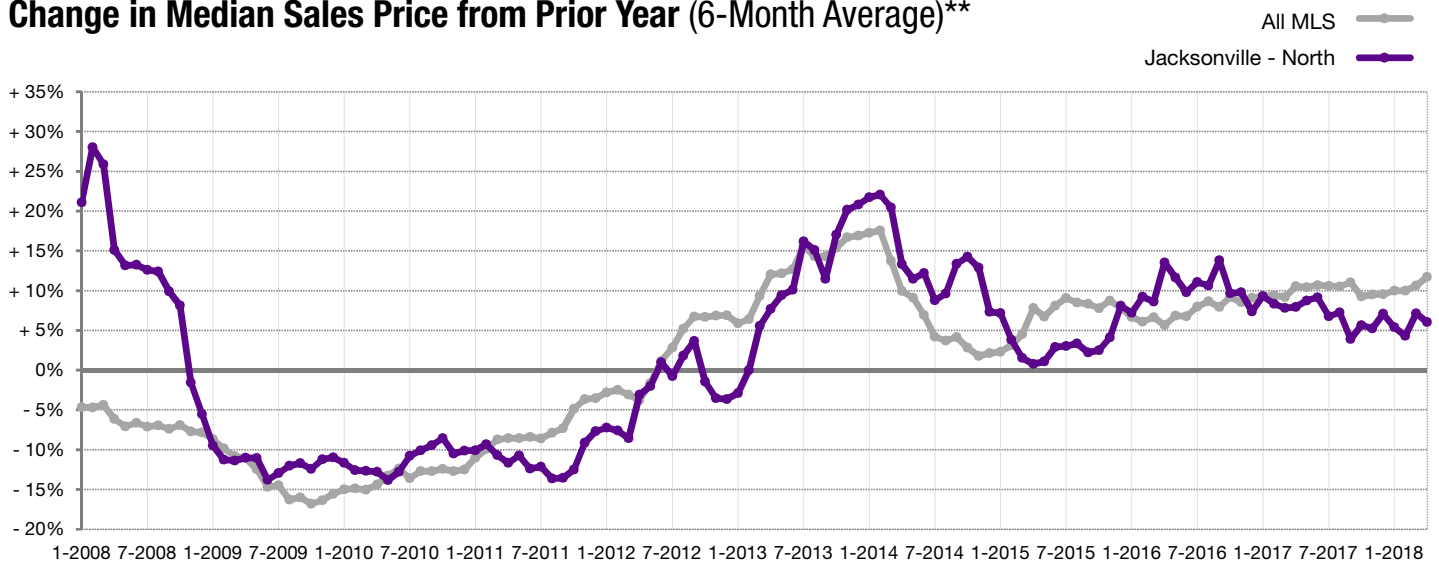
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



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



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Local Market Update – April 2018

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Fleming Island Area

+ 6.7%

- 38.2%

+ 3.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 12

April

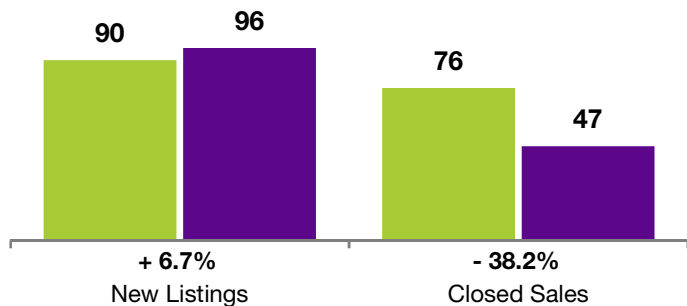
Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	90	96	+ 6.7%	328	293	- 10.7%
Closed Sales	76	47	- 38.2%	222	160	- 27.9%
Median Sales Price*	\$243,450	\$251,000	+ 3.1%	\$241,000	\$265,250	+ 10.1%
Percent of Original List Price Received*	96.4%	98.1%	+ 1.8%	95.8%	96.7%	+ 0.9%
Percent of Properties Sold Over List Price*	14.5%	4.3%	- 70.3%	12.2%	8.8%	- 27.9%
Days on Market Until Sale	69	43	- 37.7%	90	56	- 37.8%
Inventory of Homes for Sale	200	178	- 11.0%	--	--	--
Months Supply of Inventory	3.7	3.6	- 2.7%	--	--	--

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April

■ 2017 ■ 2018

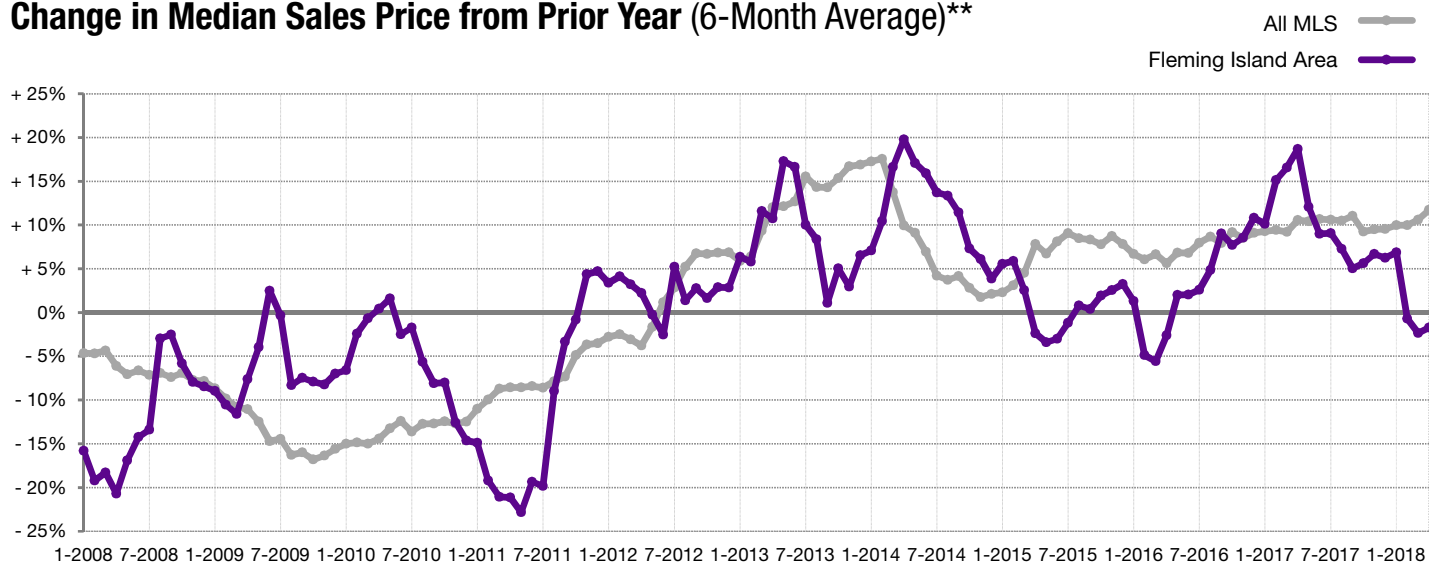


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – April 2018

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



Orange Park

+ 3.7%

- 4.5%

+ 10.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 13

April

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	191	198	+ 3.7%	763	758	- 0.7%
Closed Sales	156	149	- 4.5%	582	463	- 20.4%
Median Sales Price*	\$167,500	\$185,000	+ 10.4%	\$159,783	\$186,000	+ 16.4%
Percent of Original List Price Received*	97.7%	97.7%	0.0%	96.3%	97.1%	+ 0.8%
Percent of Properties Sold Over List Price*	29.5%	21.6%	- 26.8%	19.6%	17.5%	- 10.7%
Days on Market Until Sale	57	43	- 24.6%	64	48	- 25.0%
Inventory of Homes for Sale	392	308	- 21.4%	--	--	--
Months Supply of Inventory	2.6	2.1	- 19.2%	--	--	--

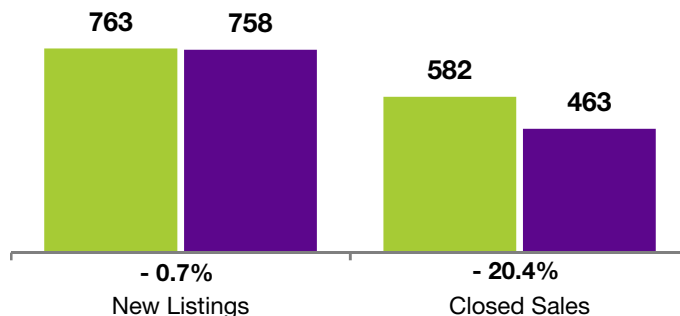
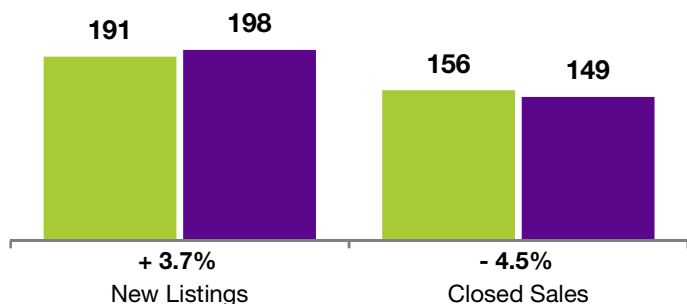
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April

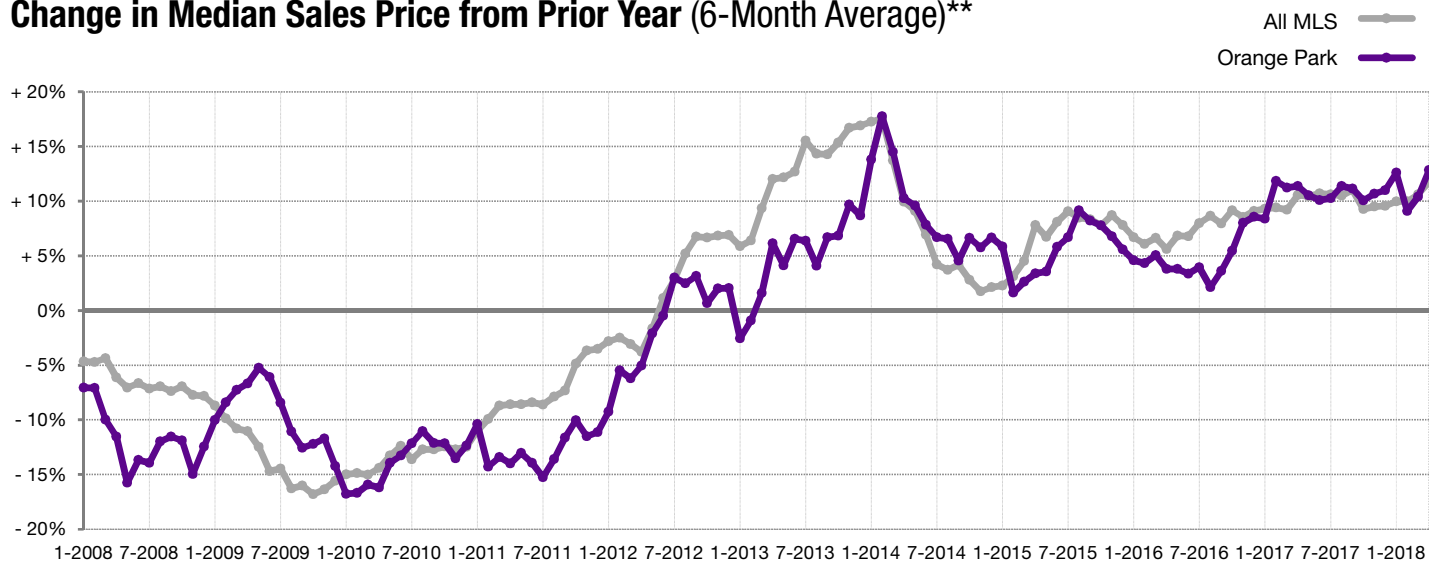
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



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Local Market Update – April 2018

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



Middleburg Vicinity

+ 21.4%

- 2.8%

+ 13.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

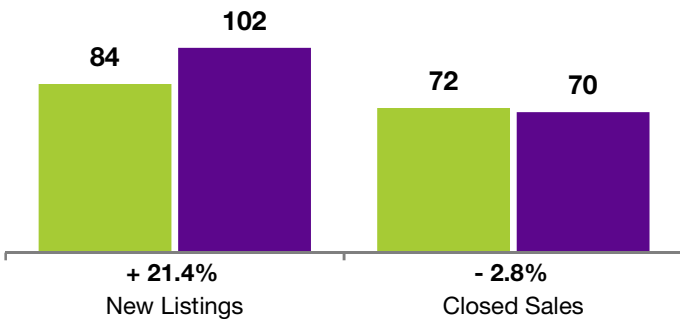
Region 14

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	84	102	+ 21.4%	370	386	+ 4.3%
Closed Sales	72	70	- 2.8%	270	242	- 10.4%
Median Sales Price*	\$175,000	\$198,000	+ 13.1%	\$180,000	\$205,000	+ 13.9%
Percent of Original List Price Received*	96.6%	94.4%	- 2.3%	95.3%	95.9%	+ 0.6%
Percent of Properties Sold Over List Price*	16.7%	21.4%	+ 28.1%	14.4%	17.4%	+ 20.8%
Days on Market Until Sale	92	64	- 30.4%	87	62	- 28.7%
Inventory of Homes for Sale	247	217	- 12.1%	--	--	--
Months Supply of Inventory	3.2	3.0	- 6.3%	--	--	--

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

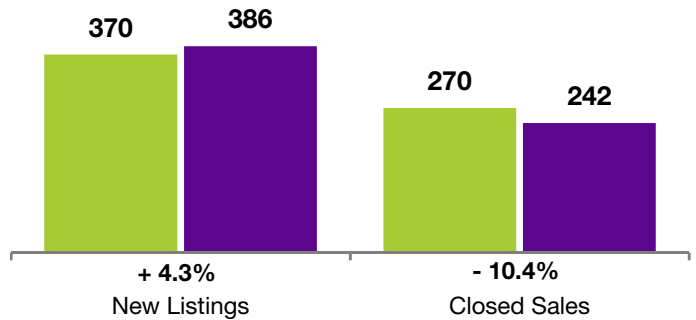
April

■ 2017 ■ 2018

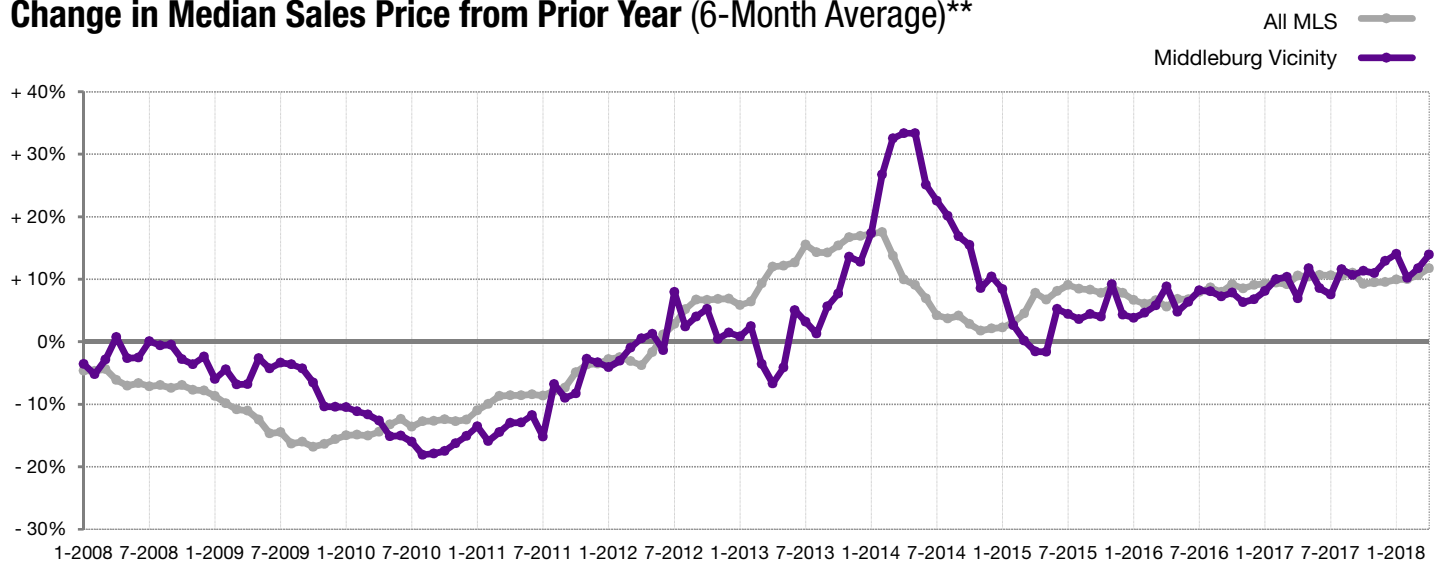


Year to Date

■ 2017 ■ 2018



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Local Market Update – April 2018

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Keystone Heights Vicinity

Region 15

- 14.3%

+ 25.0%

- 43.6%

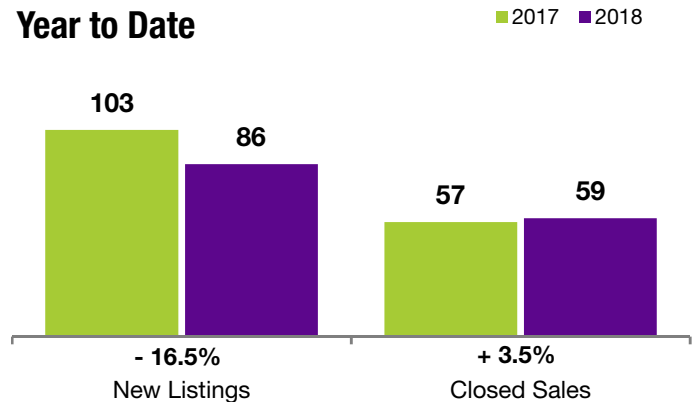
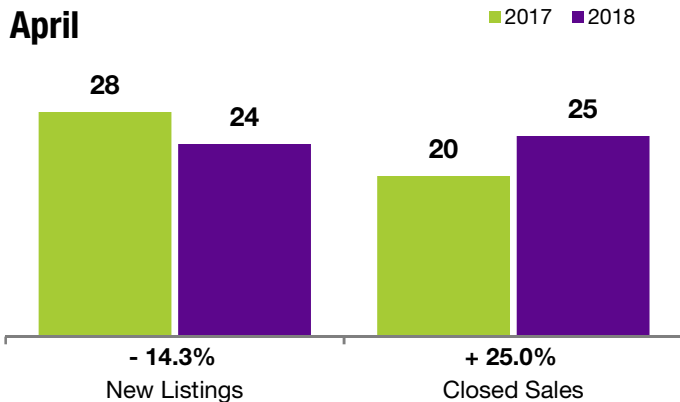
Change in
New Listings

Change in
Closed Sales

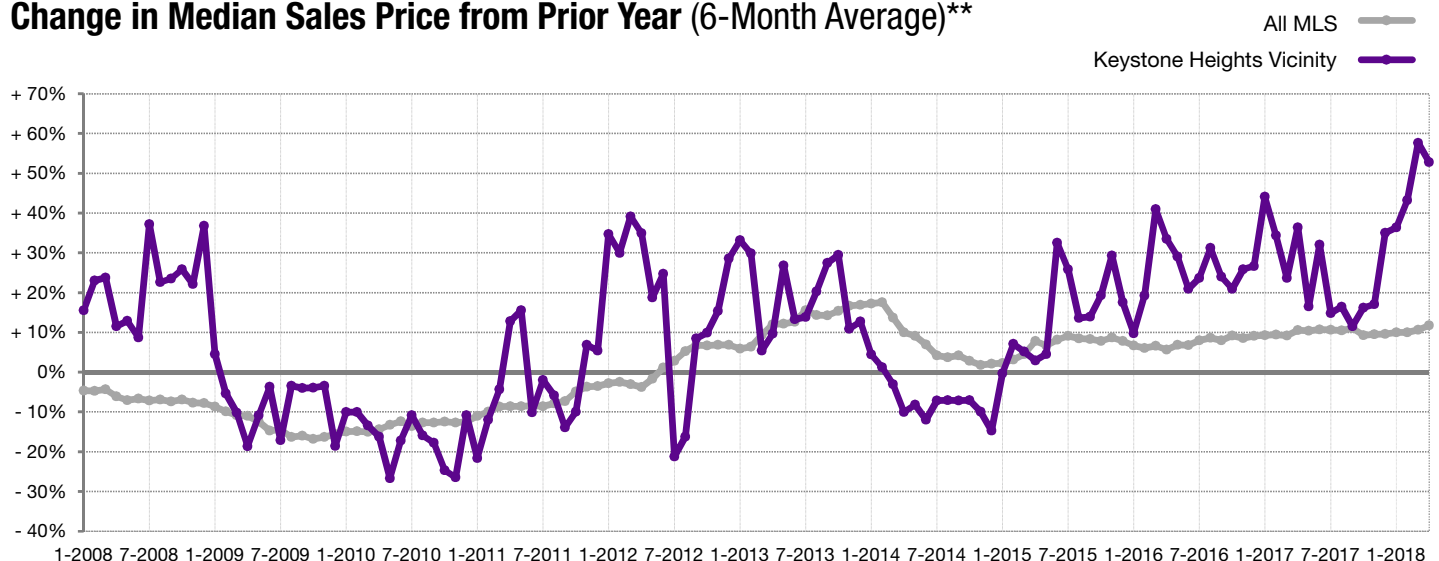
Change in
Median Sales Price

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	28	24	- 14.3%	103	86	- 16.5%
Closed Sales	20	25	+ 25.0%	57	59	+ 3.5%
Median Sales Price*	\$143,500	\$81,000	- 43.6%	\$94,900	\$100,000	+ 5.4%
Percent of Original List Price Received*	89.3%	91.6%	+ 2.6%	91.0%	91.1%	+ 0.1%
Percent of Properties Sold Over List Price*	20.0%	20.0%	0.0%	15.8%	23.7%	+ 50.0%
Days on Market Until Sale	103	102	- 1.0%	102	121	+ 18.6%
Inventory of Homes for Sale	122	65	- 46.7%	--	--	--
Months Supply of Inventory	8.0	3.5	- 56.3%	--	--	--

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



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Local Market Update – April 2018

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



Green Cove Springs

+ 15.6%

- 48.3%

+ 45.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 16

April

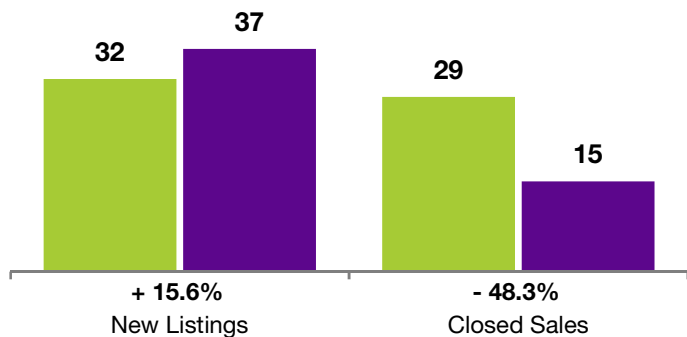
Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	32	37	+ 15.6%	136	128	- 5.9%
Closed Sales	29	15	- 48.3%	90	98	+ 8.9%
Median Sales Price*	\$182,000	\$265,000	+ 45.6%	\$185,000	\$225,000	+ 21.6%
Percent of Original List Price Received*	98.9%	95.0%	- 3.9%	96.5%	98.2%	+ 1.8%
Percent of Properties Sold Over List Price*	13.8%	6.7%	- 51.4%	13.3%	16.3%	+ 22.6%
Days on Market Until Sale	95	107	+ 12.6%	94	99	+ 5.3%
Inventory of Homes for Sale	115	108	- 6.1%	--	--	--
Months Supply of Inventory	5.6	4.3	- 23.2%	--	--	--

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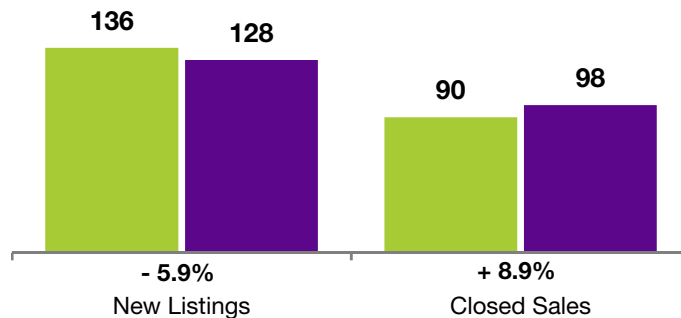
April

■ 2017 ■ 2018

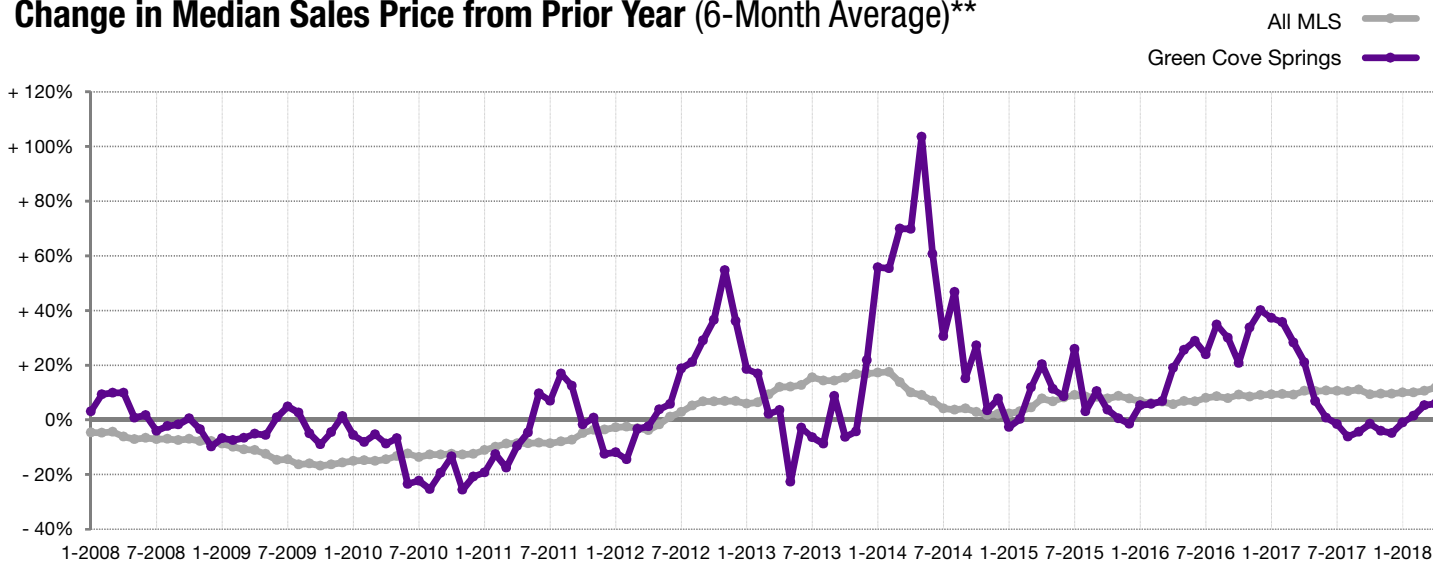


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – April 2018

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



Jacksonville Beach

- 10.4%

Change in
New Listings

- 7.6%

Change in
Closed Sales

+ 2.8%

Change in
Median Sales Price

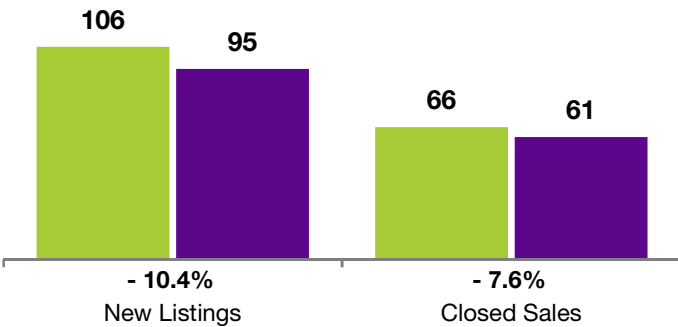
Region 21

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	106	95	- 10.4%	333	350	+ 5.1%
Closed Sales	66	61	- 7.6%	186	177	- 4.8%
Median Sales Price*	\$366,250	\$376,500	+ 2.8%	\$350,000	\$385,000	+ 10.0%
Percent of Original List Price Received*	96.2%	97.5%	+ 1.4%	95.6%	95.9%	+ 0.3%
Percent of Properties Sold Over List Price*	12.1%	9.8%	- 19.0%	11.3%	8.5%	- 24.8%
Days on Market Until Sale	60	60	0.0%	69	72	+ 4.3%
Inventory of Homes for Sale	209	237	+ 13.4%	--	--	--
Months Supply of Inventory	4.1	4.7	+ 14.6%	--	--	--

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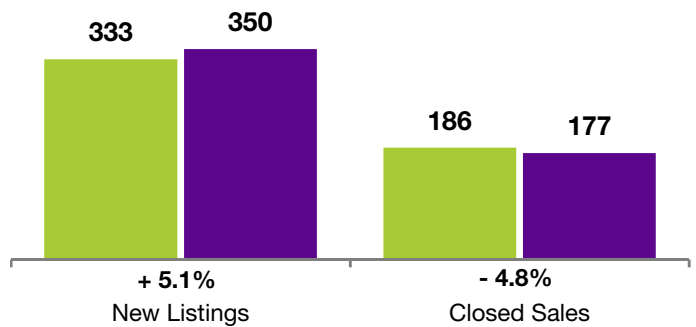
April

■ 2017 ■ 2018

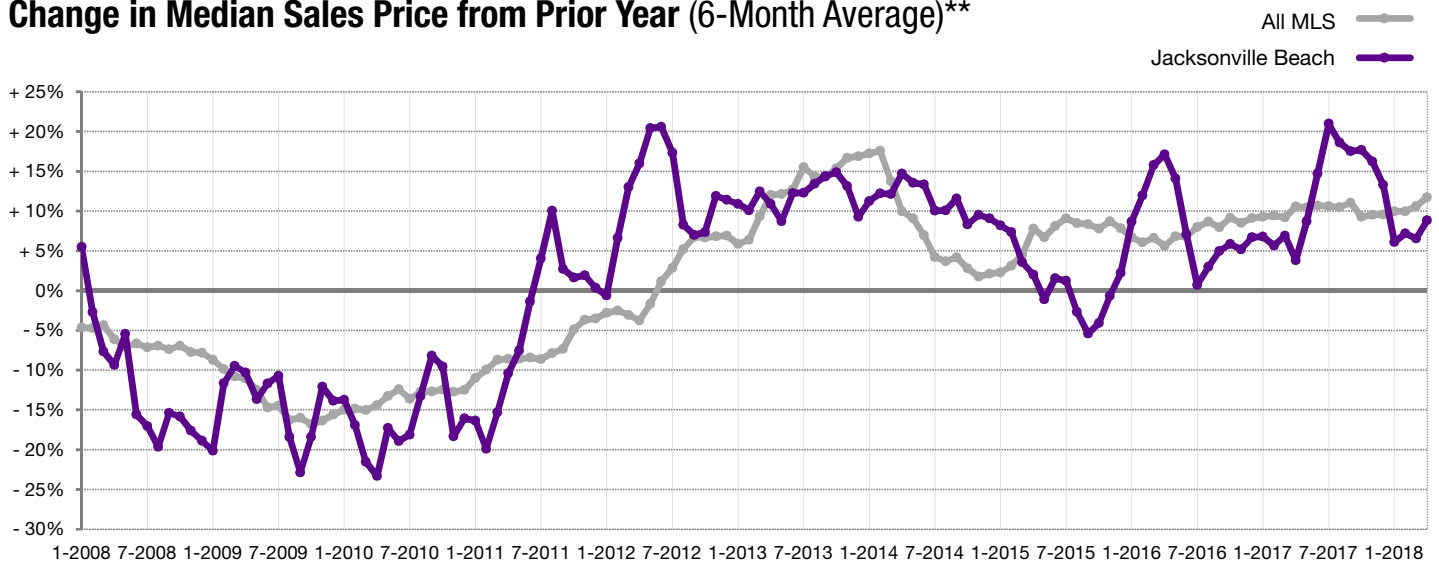


Year to Date

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

Local Market Update – April 2018

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



Neptune Beach

+ 6.7%

- 44.4%

+ 30.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

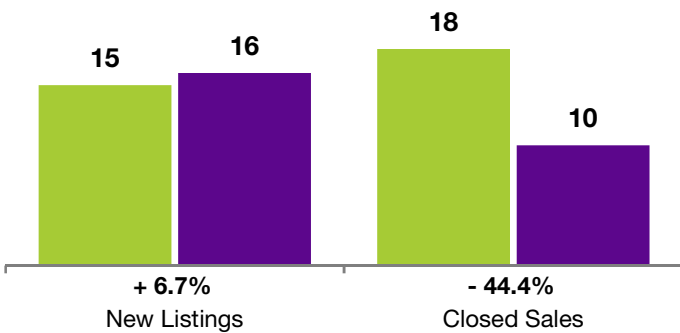
Region 22

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	15	16	+ 6.7%	55	52	- 5.5%
Closed Sales	18	10	- 44.4%	42	30	- 28.6%
Median Sales Price*	\$342,500	\$446,000	+ 30.2%	\$353,000	\$442,400	+ 25.3%
Percent of Original List Price Received*	94.7%	95.6%	+ 1.0%	93.5%	95.4%	+ 2.0%
Percent of Properties Sold Over List Price*	5.6%	20.0%	+ 257.1%	9.5%	13.3%	+ 40.0%
Days on Market Until Sale	91	55	- 39.6%	76	63	- 17.1%
Inventory of Homes for Sale	30	39	+ 30.0%	--	--	--
Months Supply of Inventory	2.7	4.5	+ 66.7%	--	--	--

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

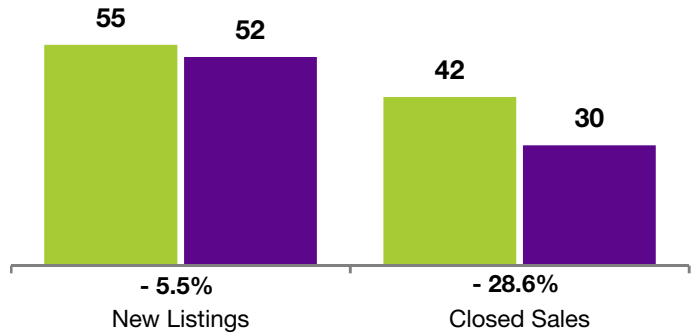
April

■ 2017 ■ 2018

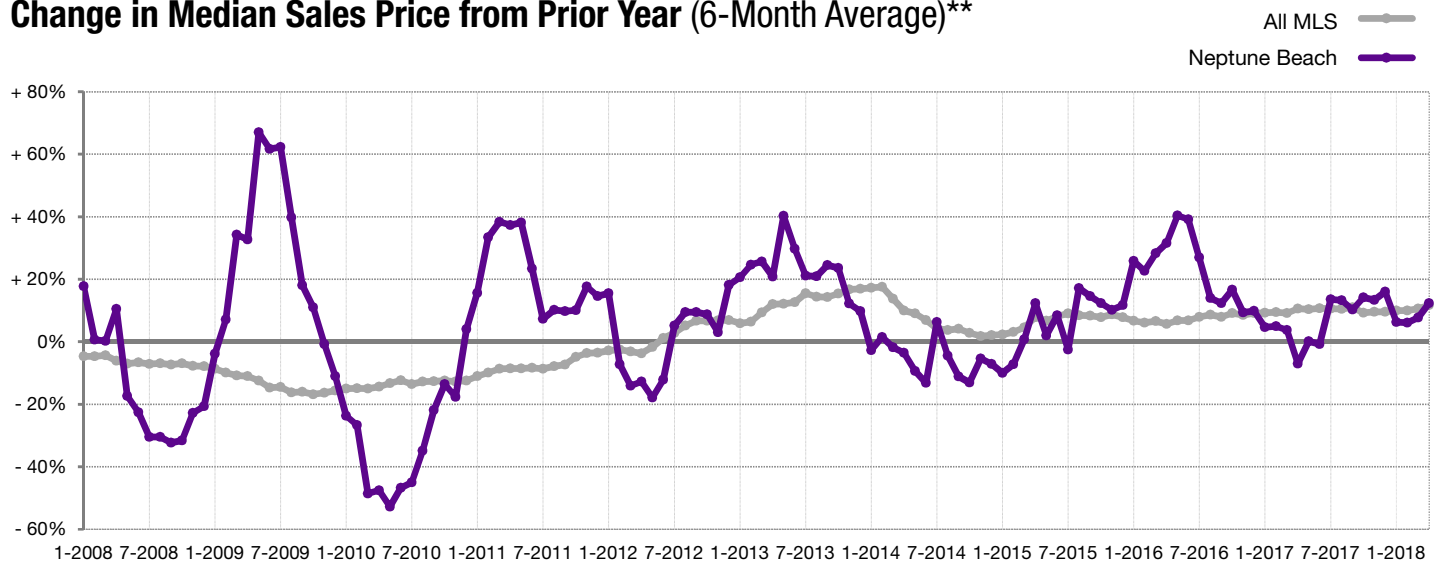


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – April 2018

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



Atlantic Beach

+ 73.9%

+ 63.2%

- 38.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 23

April

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	23	40	+ 73.9%	115	132	+ 14.8%
Closed Sales	19	31	+ 63.2%	80	89	+ 11.3%
Median Sales Price*	\$540,000	\$335,000	- 38.0%	\$429,900	\$375,000	- 12.8%
Percent of Original List Price Received*	94.8%	95.5%	+ 0.7%	94.8%	95.1%	+ 0.3%
Percent of Properties Sold Over List Price*	21.1%	9.7%	- 54.0%	13.9%	11.2%	- 19.4%
Days on Market Until Sale	146	64	- 56.2%	84	87	+ 3.6%
Inventory of Homes for Sale	91	90	- 1.1%	--	--	--
Months Supply of Inventory	4.1	3.6	- 12.2%	--	--	--

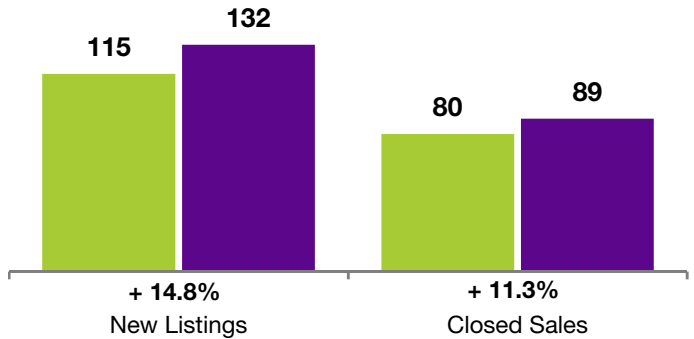
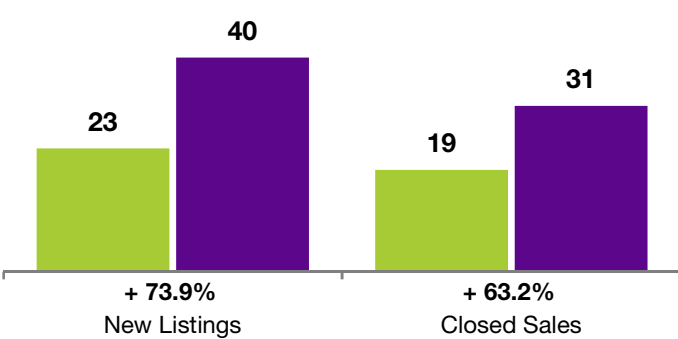
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

April

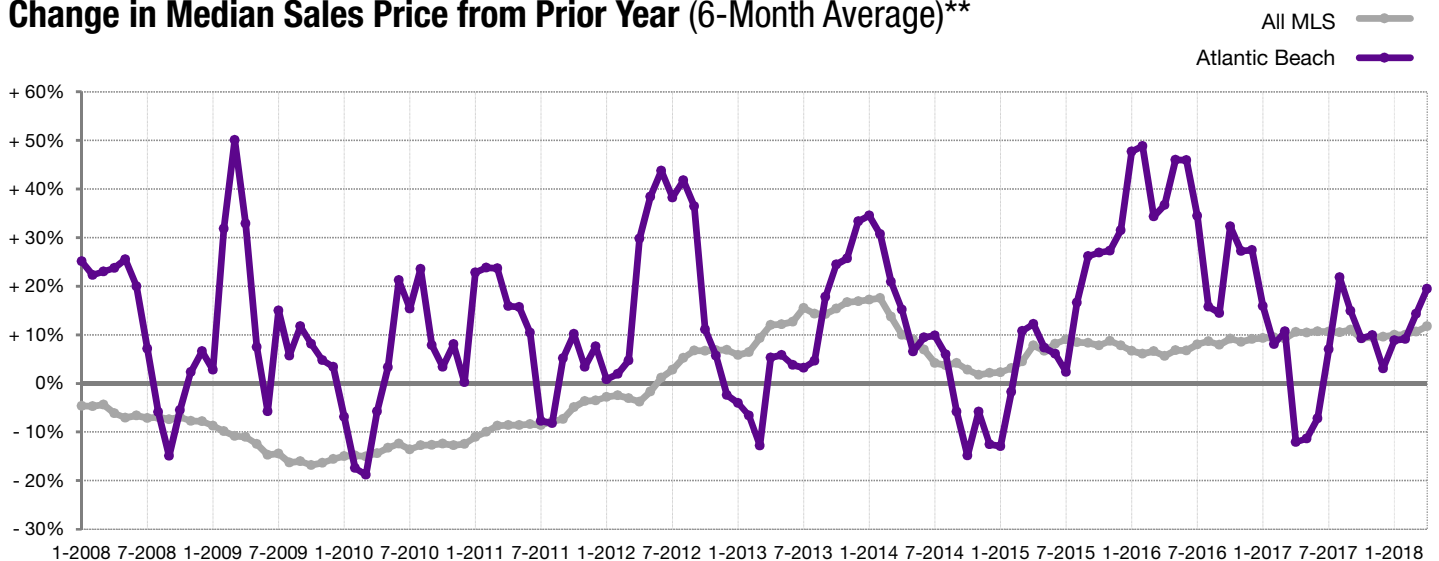
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



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



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Local Market Update – April 2018

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



NE St. Johns County – Ponte Vedra Beach North

+ 96.6%

+ 16.0%

+ 22.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

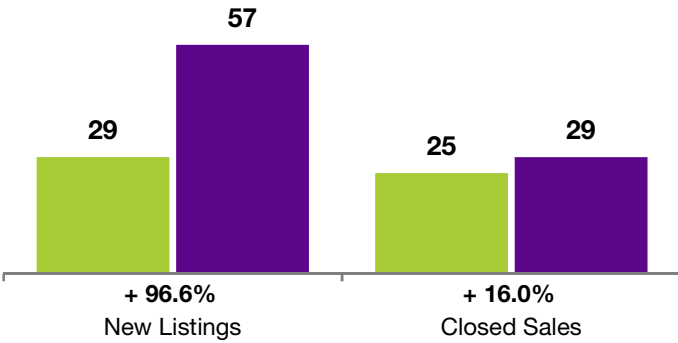
Region 25

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	29	57	+ 96.6%	127	153	+ 20.5%
Closed Sales	25	29	+ 16.0%	73	84	+ 15.1%
Median Sales Price*	\$695,000	\$850,000	+ 22.3%	\$696,000	\$630,000	- 9.5%
Percent of Original List Price Received*	92.4%	91.6%	- 0.9%	93.1%	92.0%	- 1.2%
Percent of Properties Sold Over List Price*	12.0%	6.9%	- 42.5%	8.2%	7.1%	- 13.4%
Days on Market Until Sale	96	131	+ 36.5%	98	120	+ 22.4%
Inventory of Homes for Sale	125	139	+ 11.2%	--	--	--
Months Supply of Inventory	7.2	7.4	+ 2.8%	--	--	--

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April

■ 2017 ■ 2018



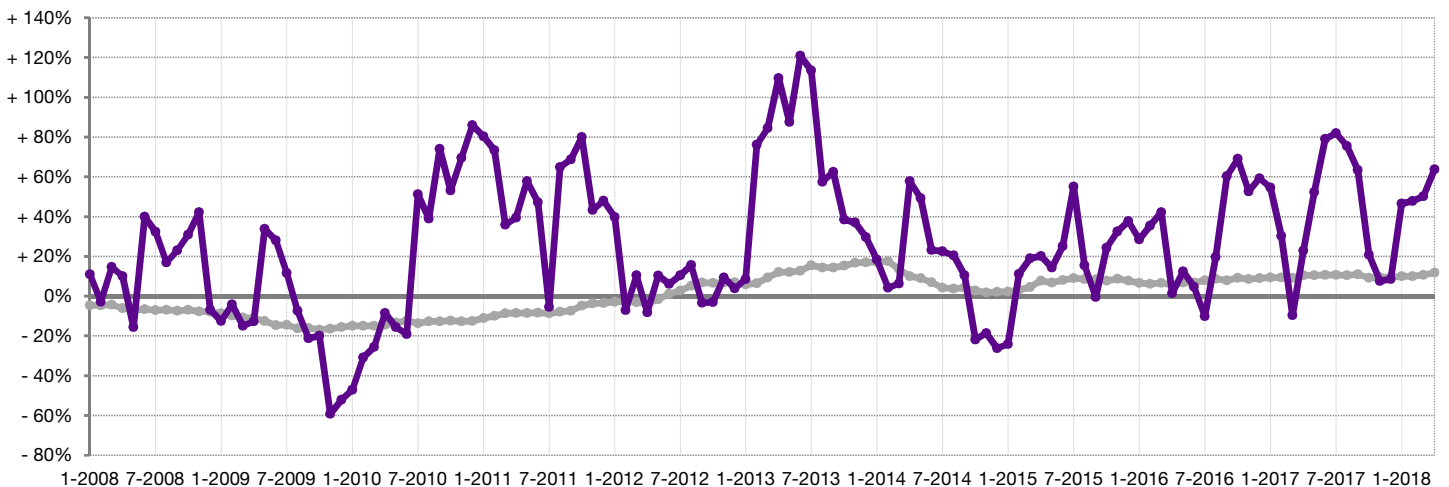
Year to Date

■ 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 – April 2018

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



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

+ 25.5% **+ 31.3%** **- 20.1%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

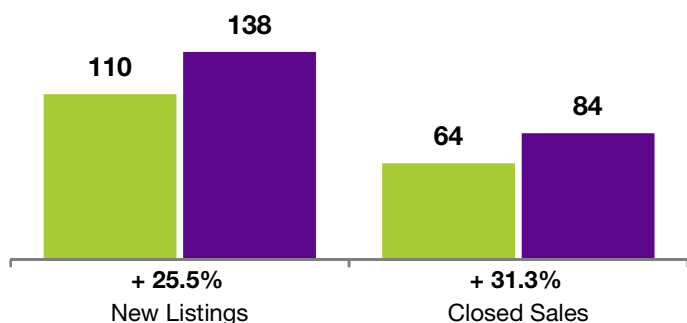
Region 26

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	110	138	+ 25.5%	409	477	+ 16.6%
Closed Sales	64	84	+ 31.3%	200	236	+ 18.0%
Median Sales Price*	\$524,000	\$418,500	- 20.1%	\$485,000	\$425,000	- 12.4%
Percent of Original List Price Received*	95.5%	95.0%	- 0.5%	95.0%	94.4%	- 0.6%
Percent of Properties Sold Over List Price*	12.5%	7.1%	- 43.2%	12.5%	7.2%	- 42.4%
Days on Market Until Sale	86	79	- 8.1%	94	92	- 2.1%
Inventory of Homes for Sale	375	391	+ 4.3%	--	--	--
Months Supply of Inventory	6.6	6.3	- 4.5%	--	--	--

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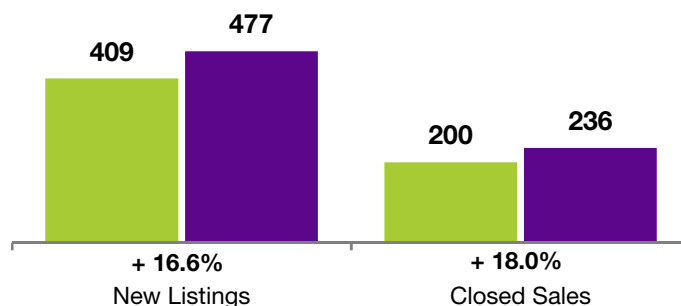
April

■ 2017 ■ 2018



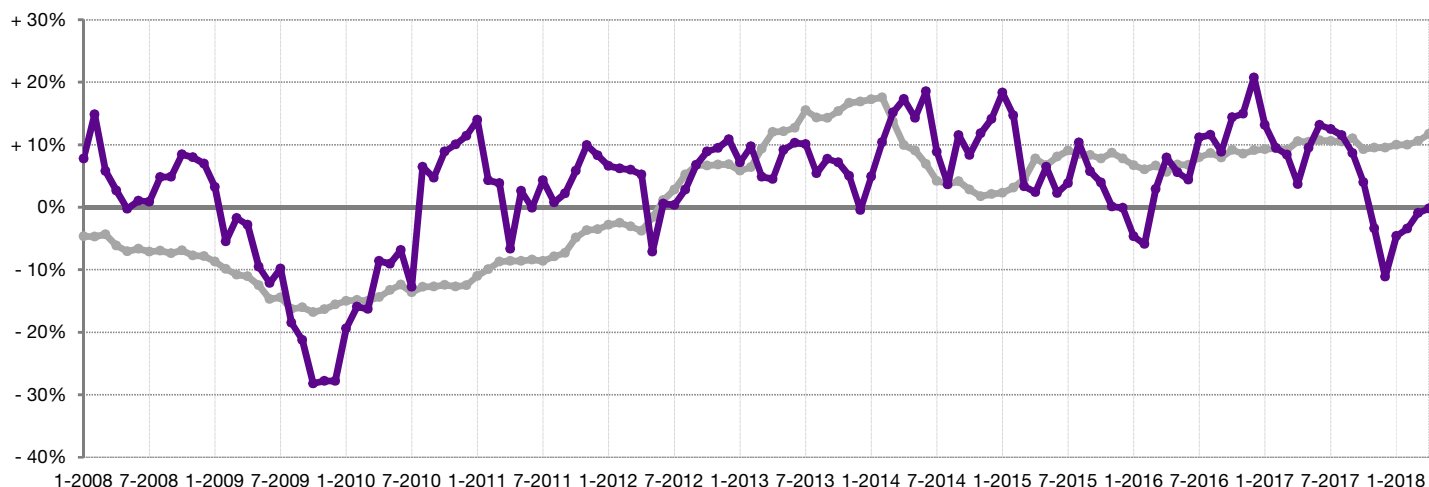
Year to Date

■ 2017 ■ 2018



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

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



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Local Market Update – April 2018

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



Ponte Vedra / Nocatee (St. Johns County)

- 14.7%

+ 6.5%

+ 8.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 27

April

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	109	93	- 14.7%	350	374	+ 6.9%
Closed Sales	62	66	+ 6.5%	224	204	- 8.9%
Median Sales Price*	\$379,210	\$411,543	+ 8.5%	\$368,250	\$415,550	+ 12.8%
Percent of Original List Price Received*	97.2%	98.6%	+ 1.4%	97.8%	97.8%	0.0%
Percent of Properties Sold Over List Price*	12.9%	19.7%	+ 52.7%	16.5%	15.7%	- 4.8%
Days on Market Until Sale	114	65	- 43.0%	100	56	- 44.0%
Inventory of Homes for Sale	270	229	- 15.2%	--	--	--
Months Supply of Inventory	3.8	3.1	- 18.4%	--	--	--

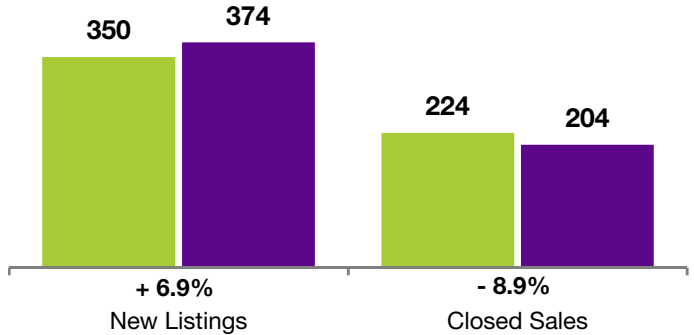
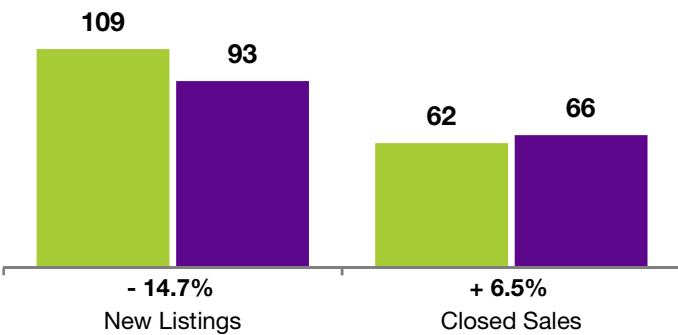
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

April

■ 2017 ■ 2018

Year to Date

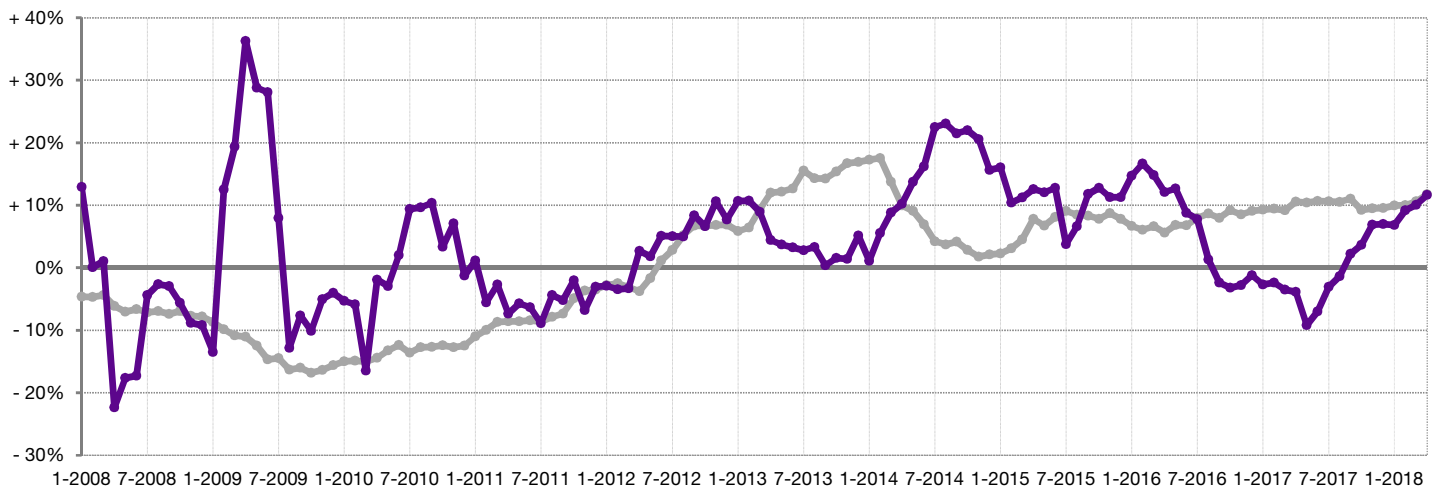
■ 2017 ■ 2018



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 – April 2018

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



St. Johns County - NW

Region 30

+ 7.5%

Change in
New Listings

- 11.1%

Change in
Closed Sales

+ 8.8%

Change in
Median Sales Price

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	348	374	+ 7.5%	1,306	1,324	+ 1.4%
Closed Sales	217	193	- 11.1%	781	806	+ 3.2%
Median Sales Price*	\$285,000	\$310,085	+ 8.8%	\$288,000	\$311,490	+ 8.2%
Percent of Original List Price Received*	95.7%	96.5%	+ 0.8%	96.1%	96.6%	+ 0.5%
Percent of Properties Sold Over List Price*	11.5%	10.4%	- 9.6%	12.0%	9.6%	- 20.0%
Days on Market Until Sale	76	92	+ 21.1%	86	87	+ 1.2%
Inventory of Homes for Sale	913	939	+ 2.8%	--	--	--
Months Supply of Inventory	4.1	3.9	- 4.9%	--	--	--

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

April

■ 2017 ■ 2018

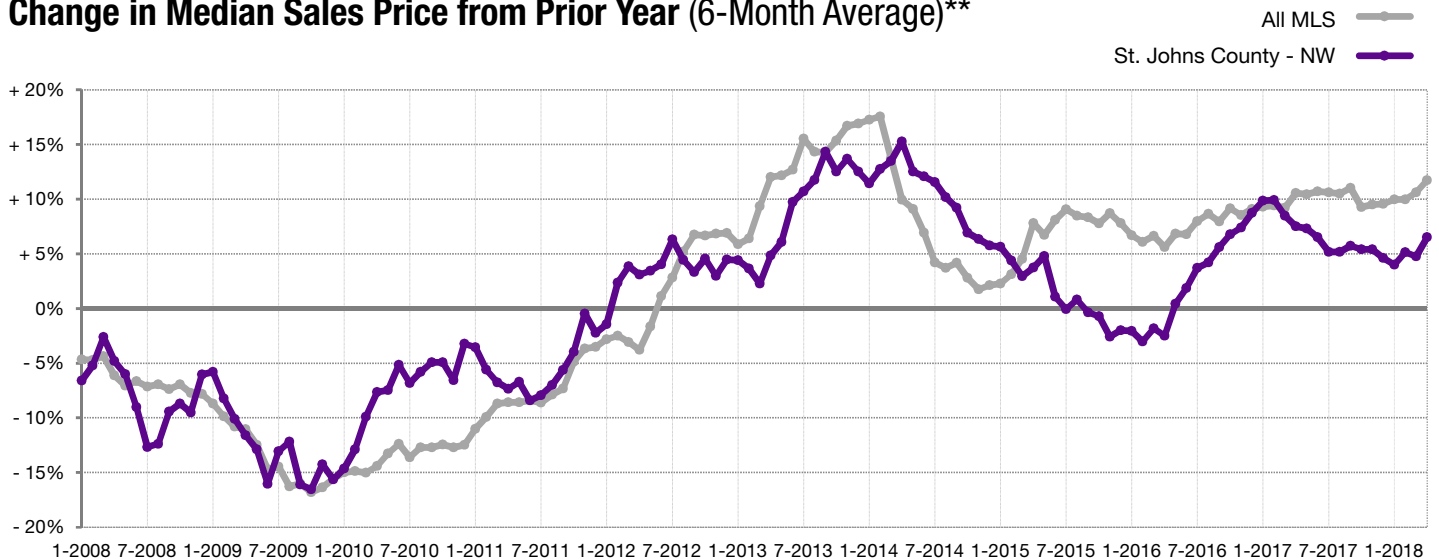


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – April 2018

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



St. Johns County - NE

0.0%

+ 26.3%

- 15.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 31

April

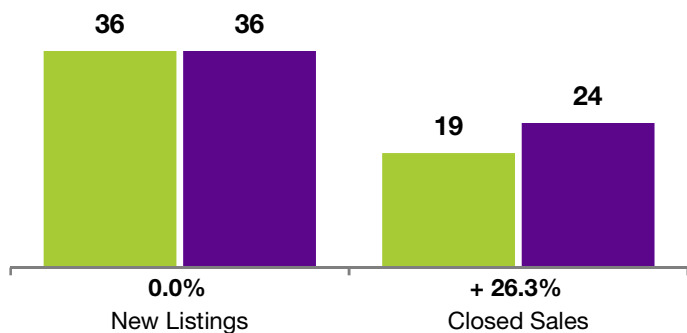
Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	36	36	0.0%	183	163	- 10.9%
Closed Sales	19	24	+ 26.3%	79	84	+ 6.3%
Median Sales Price*	\$450,000	\$380,000	- 15.6%	\$397,500	\$380,000	- 4.4%
Percent of Original List Price Received*	94.2%	95.5%	+ 1.4%	95.4%	96.0%	+ 0.6%
Percent of Properties Sold Over List Price*	21.1%	20.8%	- 1.4%	7.6%	11.9%	+ 56.6%
Days on Market Until Sale	131	112	- 14.5%	109	107	- 1.8%
Inventory of Homes for Sale	165	157	- 4.8%	--	--	--
Months Supply of Inventory	6.4	5.8	- 9.4%	--	--	--

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

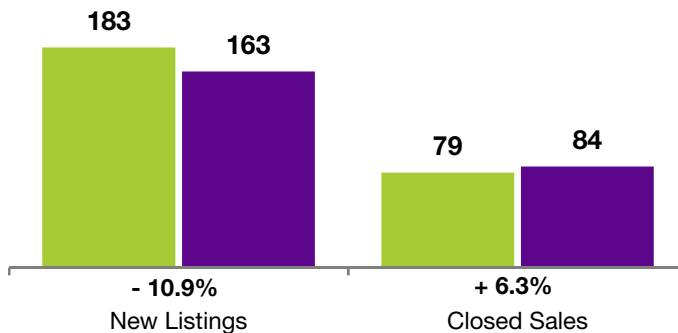
April

■ 2017 ■ 2018

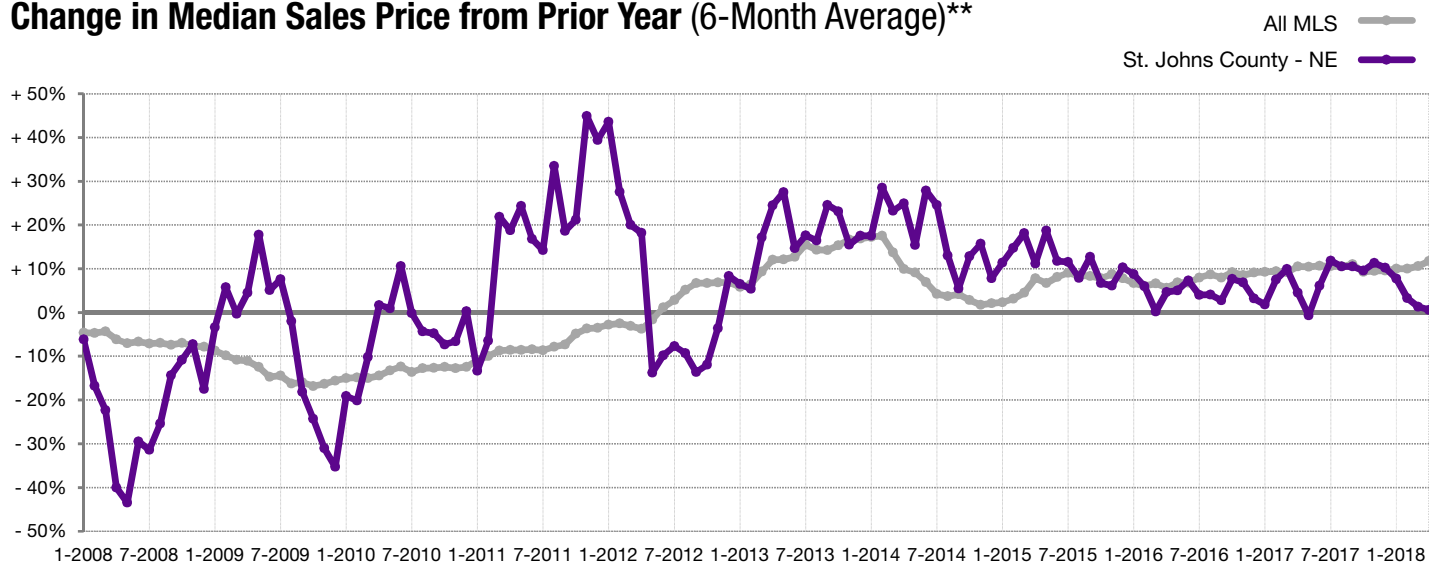


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – April 2018

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



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

+ 21.1% **+ 112.5%** **- 15.0%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

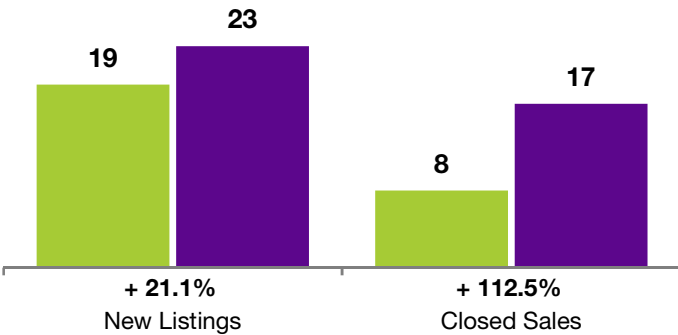
Region 32

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	19	23	+ 21.1%	55	97	+ 76.4%
Closed Sales	8	17	+ 112.5%	24	53	+ 120.8%
Median Sales Price*	\$337,500	\$287,000	- 15.0%	\$328,425	\$287,000	- 12.6%
Percent of Original List Price Received*	94.7%	89.9%	- 5.1%	93.3%	92.4%	- 1.0%
Percent of Properties Sold Over List Price*	0.0%	0.0%	--	8.3%	3.8%	- 54.2%
Days on Market Until Sale	129	102	- 20.9%	126	96	- 23.8%
Inventory of Homes for Sale	91	89	- 2.2%	--	--	--
Months Supply of Inventory	9.9	7.0	- 29.3%	--	--	--

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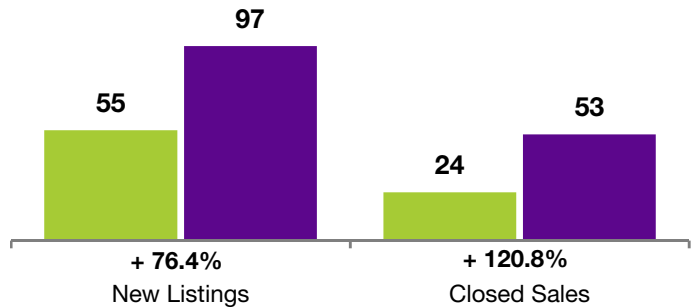
April

■ 2017 ■ 2018



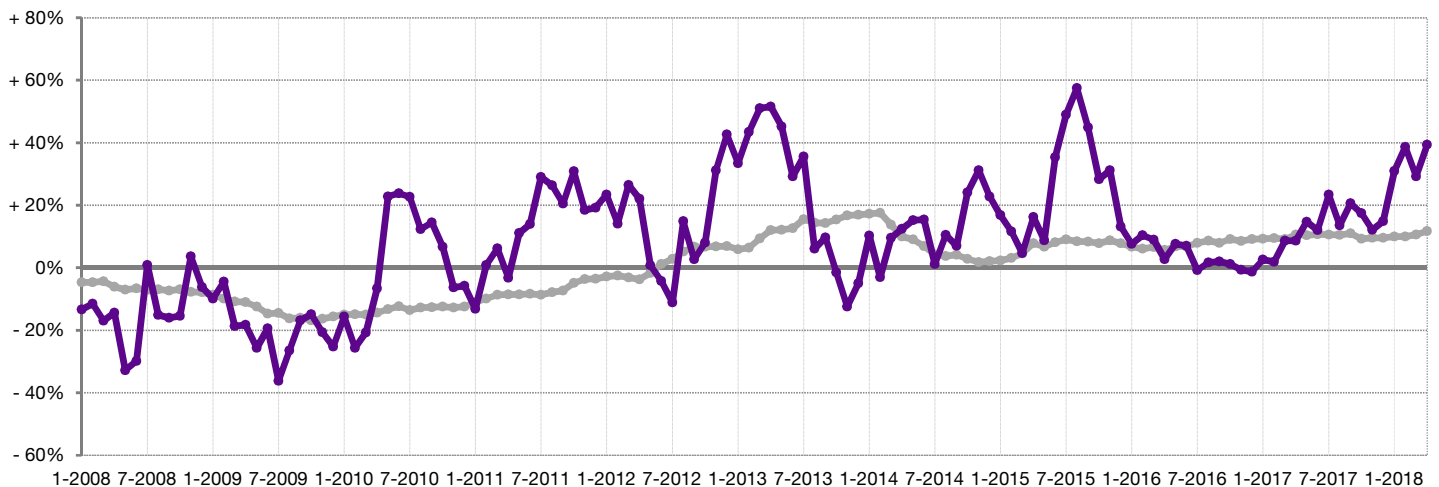
Year to Date

■ 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 – April 2018

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



St. Johns County - SE

+ 10.4%

+ 7.7%

+ 12.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 33

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	144	159	+ 10.4%	621	671	+ 8.1%
Closed Sales	91	98	+ 7.7%	337	377	+ 11.9%
Median Sales Price*	\$230,000	\$258,500	+ 12.4%	\$235,000	\$245,000	+ 4.3%
Percent of Original List Price Received*	95.2%	95.2%	0.0%	94.8%	95.0%	+ 0.2%
Percent of Properties Sold Over List Price*	15.4%	10.2%	- 33.8%	9.5%	5.3%	- 44.2%
Days on Market Until Sale	89	66	- 25.8%	94	88	- 6.4%
Inventory of Homes for Sale	520	528	+ 1.5%	--	--	--
Months Supply of Inventory	5.3	4.8	- 9.4%	--	--	--

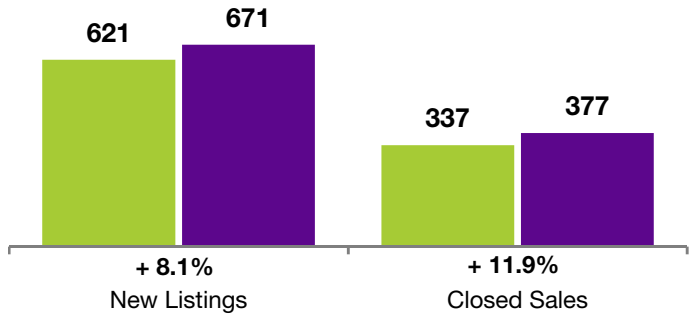
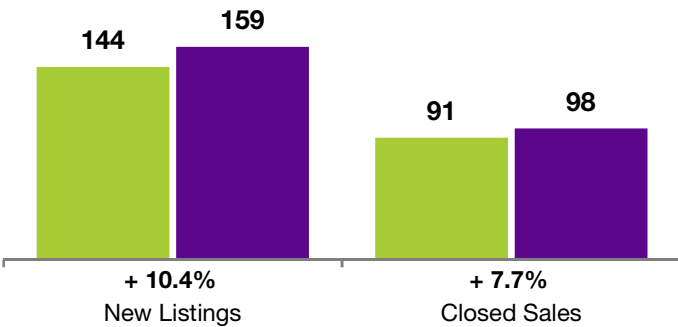
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April

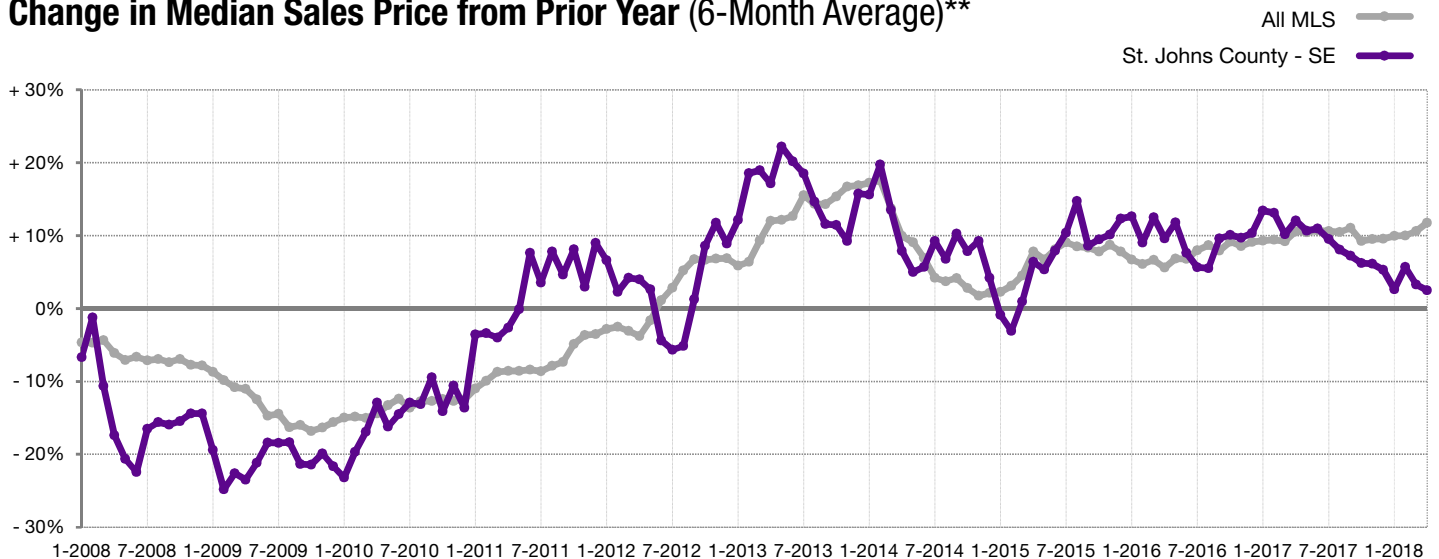
■ 2017 ■ 2018

Year to Date

■ 2017 ■ 2018



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



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Local Market Update – April 2018

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



St. Johns County - SW

Region 34

+ 27.3%

Change in
New Listings

- 40.0%

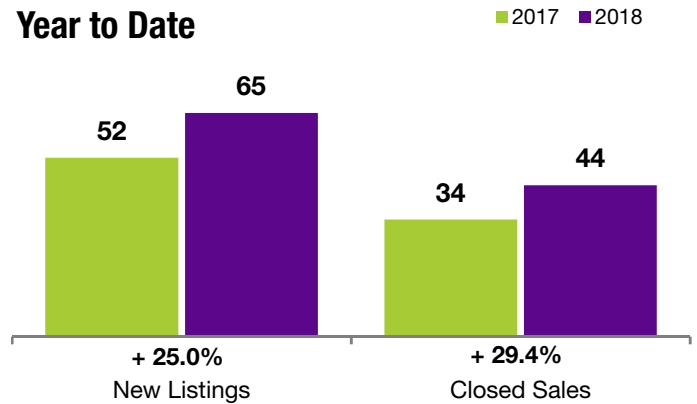
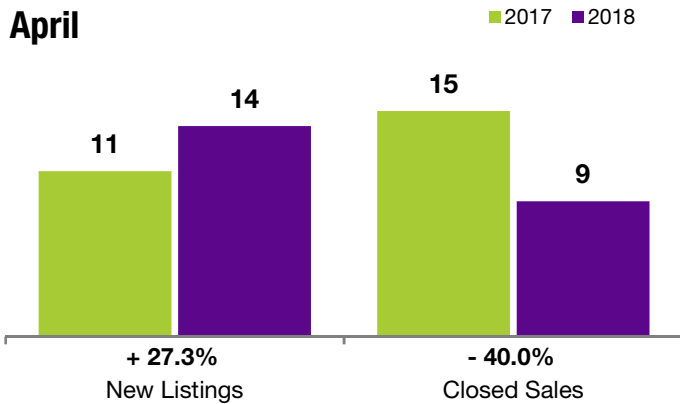
Change in
Closed Sales

- 1.5%

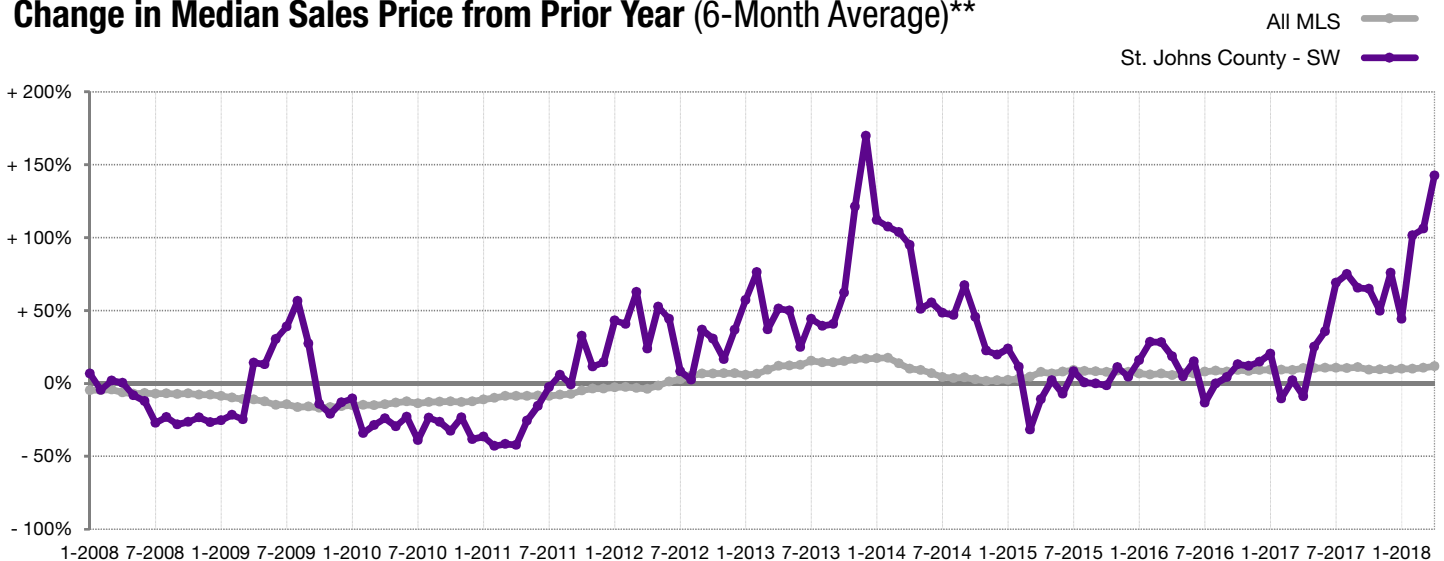
Change in
Median Sales Price

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	11	14	+ 27.3%	52	65	+ 25.0%
Closed Sales	15	9	- 40.0%	34	44	+ 29.4%
Median Sales Price*	\$226,000	\$222,500	- 1.5%	\$225,500	\$245,500	+ 8.9%
Percent of Original List Price Received*	96.9%	98.1%	+ 1.2%	96.9%	96.3%	- 0.6%
Percent of Properties Sold Over List Price*	26.7%	11.1%	- 58.4%	23.5%	11.4%	- 51.5%
Days on Market Until Sale	79	56	- 29.1%	86	98	+ 14.0%
Inventory of Homes for Sale	33	47	+ 42.4%	--	--	--
Months Supply of Inventory	3.6	5.5	+ 52.8%	--	--	--

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



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Local Market Update – April 2018

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



Putnam County NE

+ 14.0%

- 5.9%

+ 69.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 56

April

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	43	49	+ 14.0%	178	179	+ 0.6%
Closed Sales	34	32	- 5.9%	129	119	- 7.8%
Median Sales Price*	\$72,950	\$123,750	+ 69.6%	\$88,000	\$91,000	+ 3.4%
Percent of Original List Price Received*	87.6%	95.6%	+ 9.1%	88.5%	90.1%	+ 1.8%
Percent of Properties Sold Over List Price*	14.7%	12.5%	- 15.0%	12.4%	10.9%	- 12.1%
Days on Market Until Sale	125	66	- 47.2%	144	87	- 39.6%
Inventory of Homes for Sale	187	150	- 19.8%	--	--	--
Months Supply of Inventory	5.6	4.6	- 17.9%	--	--	--

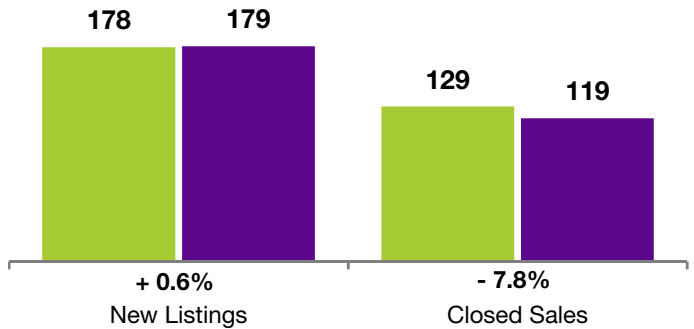
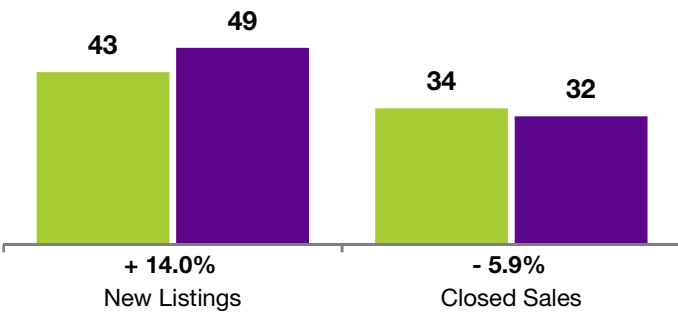
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

April

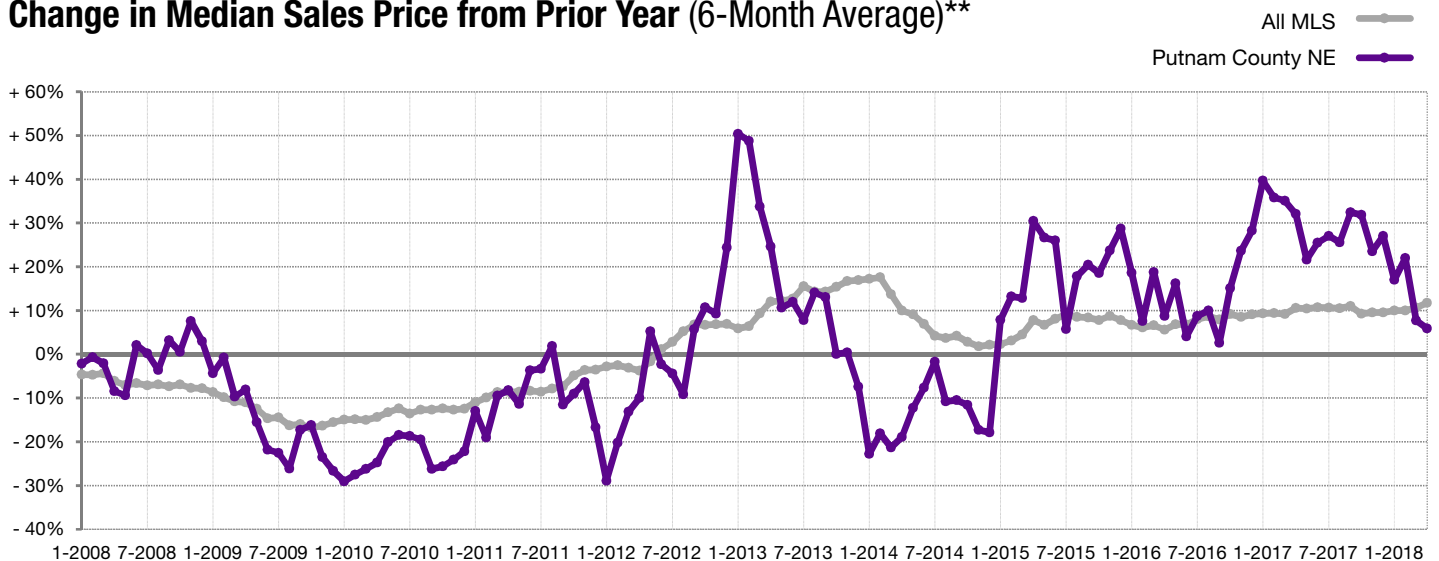
■ 2017 ■ 2018

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

Local Market Update – April 2018

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



Putnam County - West

Region 57

+ 10.3%

Change in
New Listings

- 18.2%

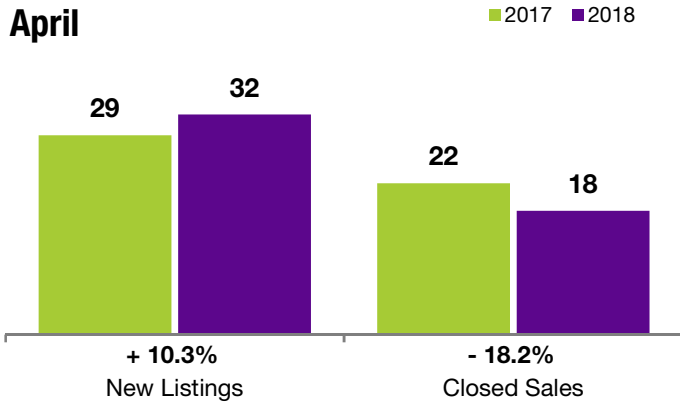
Change in
Closed Sales

- 15.1%

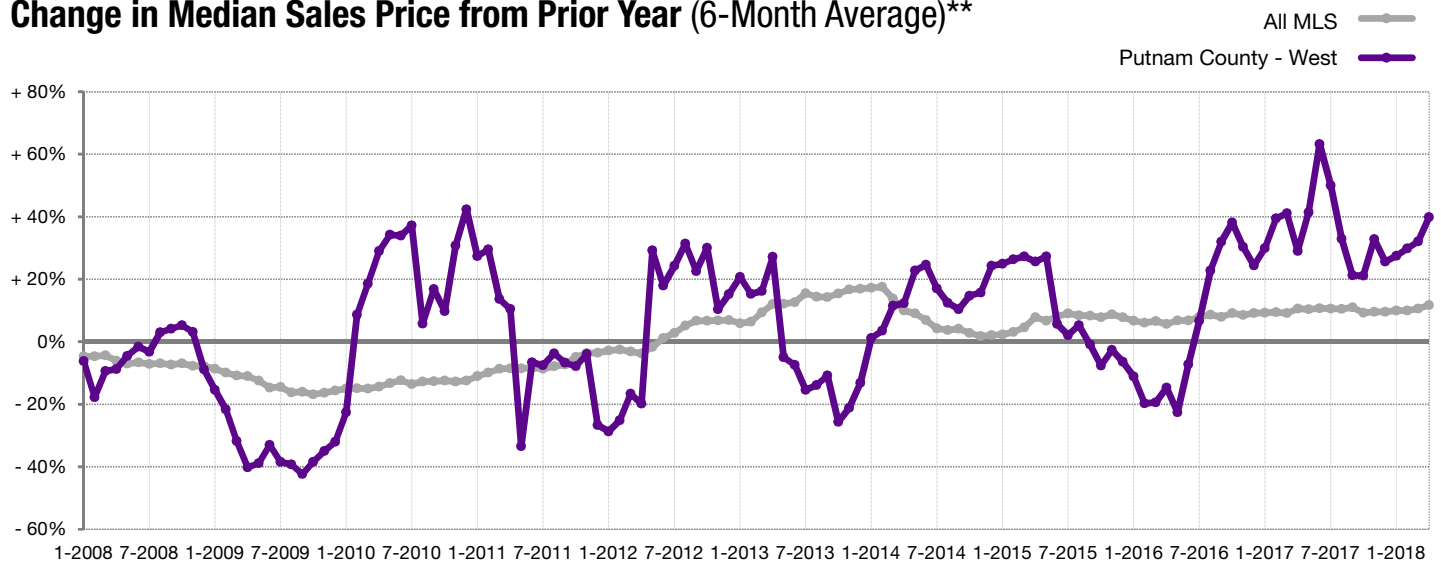
Change in
Median Sales Price

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	29	32	+ 10.3%	111	114	+ 2.7%
Closed Sales	22	18	- 18.2%	80	69	- 13.8%
Median Sales Price*	\$90,000	\$76,394	- 15.1%	\$55,000	\$51,450	- 6.5%
Percent of Original List Price Received*	93.3%	91.2%	- 2.3%	90.1%	87.6%	- 2.8%
Percent of Properties Sold Over List Price*	13.6%	11.1%	- 18.4%	14.3%	5.9%	- 58.7%
Days on Market Until Sale	108	130	+ 20.4%	128	129	+ 0.8%
Inventory of Homes for Sale	144	96	- 33.3%	--	--	--
Months Supply of Inventory	7.4	4.7	- 36.5%	--	--	--

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



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



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Local Market Update – April 2018

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



Putnam County - South

Region 58

- 36.6%

Change in
New Listings

- 21.7%

Change in
Closed Sales

+ 21.4%

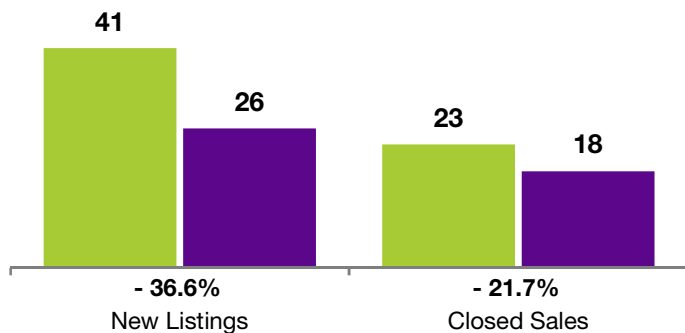
Change in
Median Sales Price

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	41	26	- 36.6%	136	121	- 11.0%
Closed Sales	23	18	- 21.7%	94	78	- 17.0%
Median Sales Price*	\$70,000	\$85,000	+ 21.4%	\$70,500	\$81,700	+ 15.9%
Percent of Original List Price Received*	86.7%	85.0%	- 2.0%	88.0%	88.3%	+ 0.3%
Percent of Properties Sold Over List Price*	4.3%	5.6%	+ 30.2%	5.3%	11.5%	+ 117.0%
Days on Market Until Sale	132	155	+ 17.4%	142	115	- 19.0%
Inventory of Homes for Sale	161	144	- 10.6%	--	--	--
Months Supply of Inventory	6.7	7.4	+ 10.4%	--	--	--

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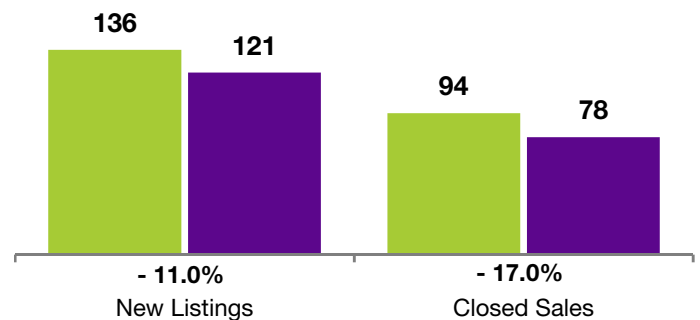
April

■ 2017 ■ 2018

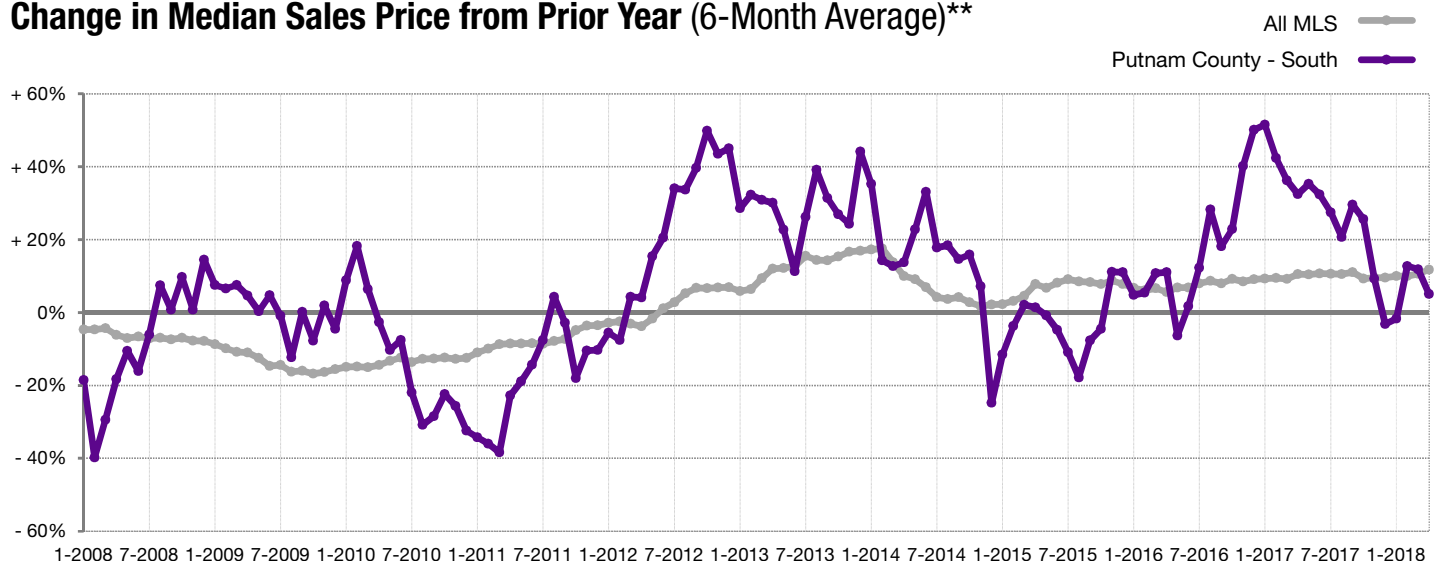


Year to Date

■ 2017 ■ 2018



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



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Local Market Update – April 2018

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



Baker County

+ 195.0%

+ 50.0%

+ 9.9%

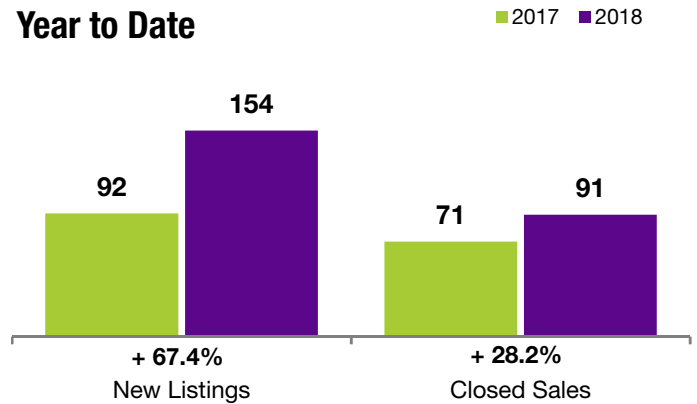
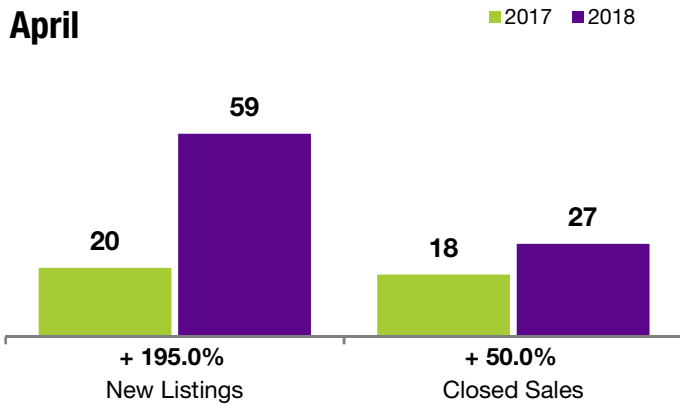
Change in
New Listings

Change in
Closed Sales

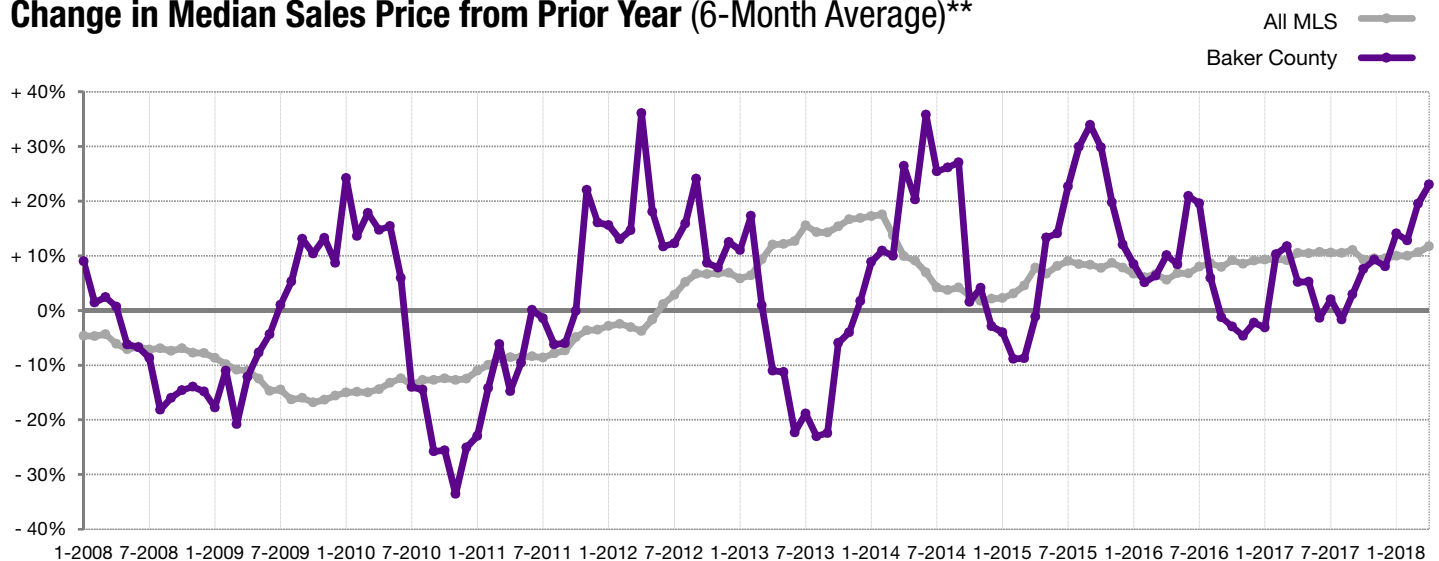
Change in
Median Sales Price

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	20	59	+ 195.0%	92	154	+ 67.4%
Closed Sales	18	27	+ 50.0%	71	91	+ 28.2%
Median Sales Price*	\$150,000	\$164,900	+ 9.9%	\$144,000	\$177,000	+ 22.9%
Percent of Original List Price Received*	92.8%	91.0%	- 1.9%	93.5%	95.2%	+ 1.8%
Percent of Properties Sold Over List Price*	16.7%	14.8%	- 11.4%	19.7%	15.4%	- 21.8%
Days on Market Until Sale	55	41	- 25.5%	87	55	- 36.8%
Inventory of Homes for Sale	80	69	- 13.8%	--	--	--
Months Supply of Inventory	4.2	2.7	- 35.7%	--	--	--

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



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



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Local Market Update – April 2018

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



Clay County

+ 8.3%

- 13.1%

+ 4.7%

Change in
New Listings

Change in
Closed Sales

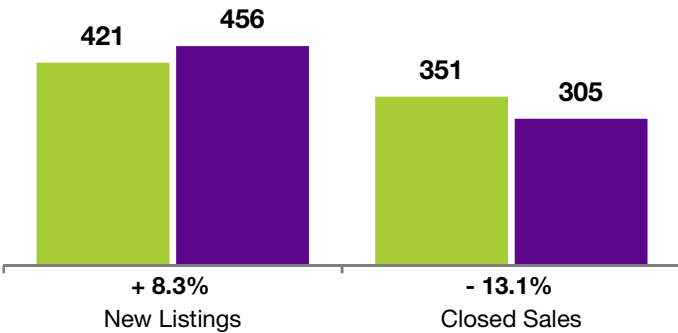
Change in
Median Sales Price

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	421	456	+ 8.3%	1,688	1,638	- 3.0%
Closed Sales	351	305	- 13.1%	1,214	1,015	- 16.4%
Median Sales Price*	\$181,400	\$190,000	+ 4.7%	\$176,000	\$200,000	+ 13.6%
Percent of Original List Price Received*	96.9%	96.4%	- 0.5%	95.8%	96.5%	+ 0.7%
Percent of Properties Sold Over List Price*	21.9%	18.1%	- 17.4%	16.5%	16.3%	- 1.2%
Days on Market Until Sale	72	55	- 23.6%	78	62	- 20.5%
Inventory of Homes for Sale	1,070	869	- 18.8%	--	--	--
Months Supply of Inventory	3.4	2.8	- 17.6%	--	--	--

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April

■ 2017 ■ 2018



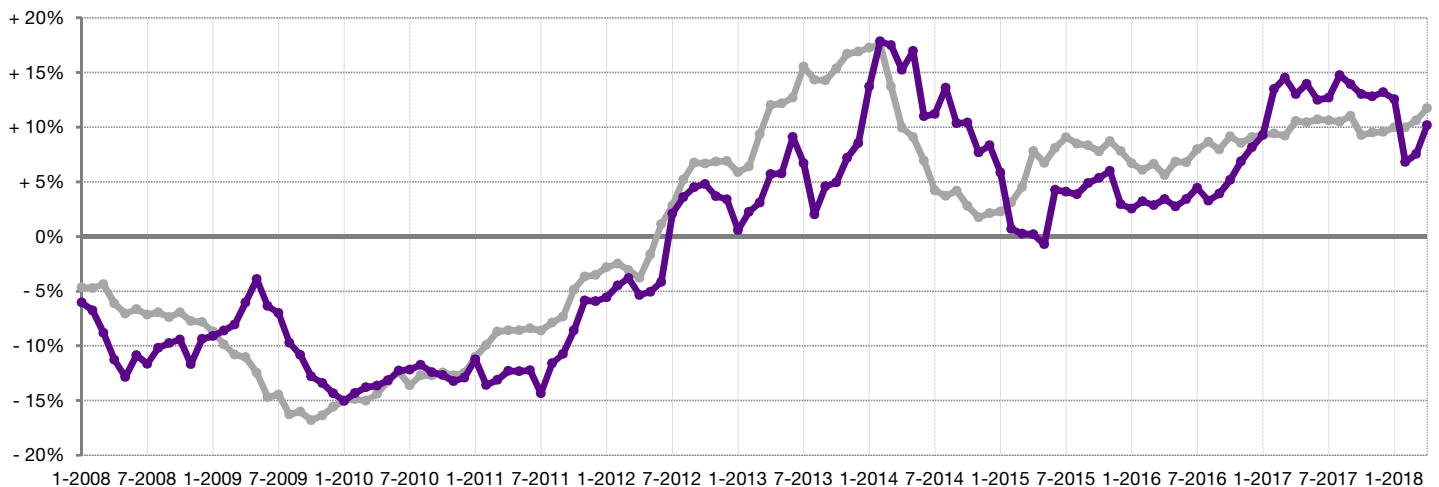
Year to Date

■ 2017 ■ 2018



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

All MLS — Clay County



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Local Market Update – April 2018

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



Duval County

+ 13.8%

- 4.5%

+ 10.2%

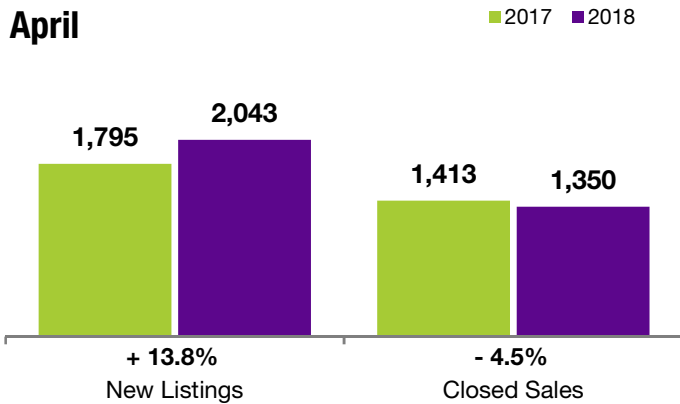
Change in
New Listings

Change in
Closed Sales

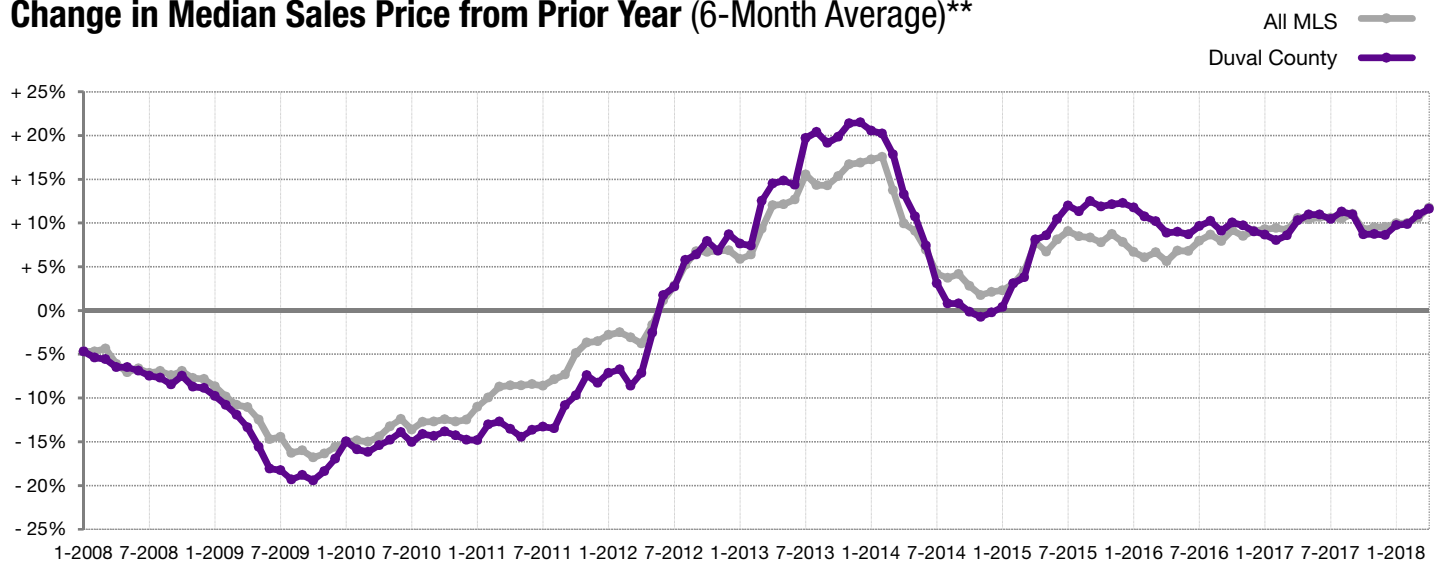
Change in
Median Sales Price

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	1,795	2,043	+ 13.8%	6,963	7,392	+ 6.2%
Closed Sales	1,413	1,350	- 4.5%	4,878	4,760	- 2.4%
Median Sales Price*	\$177,000	\$195,000	+ 10.2%	\$170,819	\$193,000	+ 13.0%
Percent of Original List Price Received*	95.8%	96.0%	+ 0.2%	95.3%	95.8%	+ 0.5%
Percent of Properties Sold Over List Price*	17.1%	18.2%	+ 6.4%	14.7%	16.2%	+ 10.2%
Days on Market Until Sale	65	53	- 18.5%	70	59	- 15.7%
Inventory of Homes for Sale	4,231	3,721	- 12.1%	--	--	--
Months Supply of Inventory	3.3	2.8	- 15.2%	--	--	--

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



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Local Market Update – April 2018

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



Nassau County

+ 10.9%

Change in
New Listings

+ 39.8%

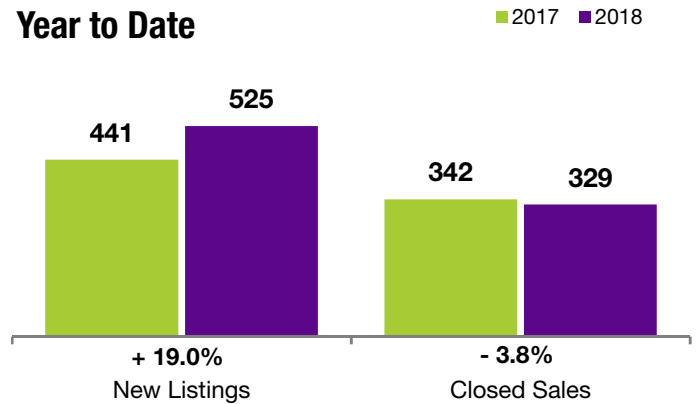
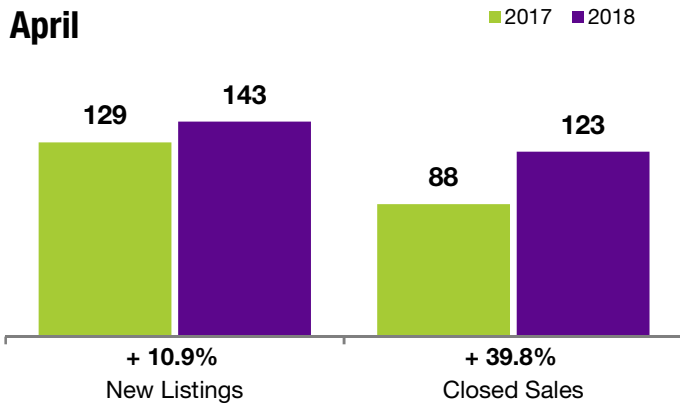
Change in
Closed Sales

+ 17.0%

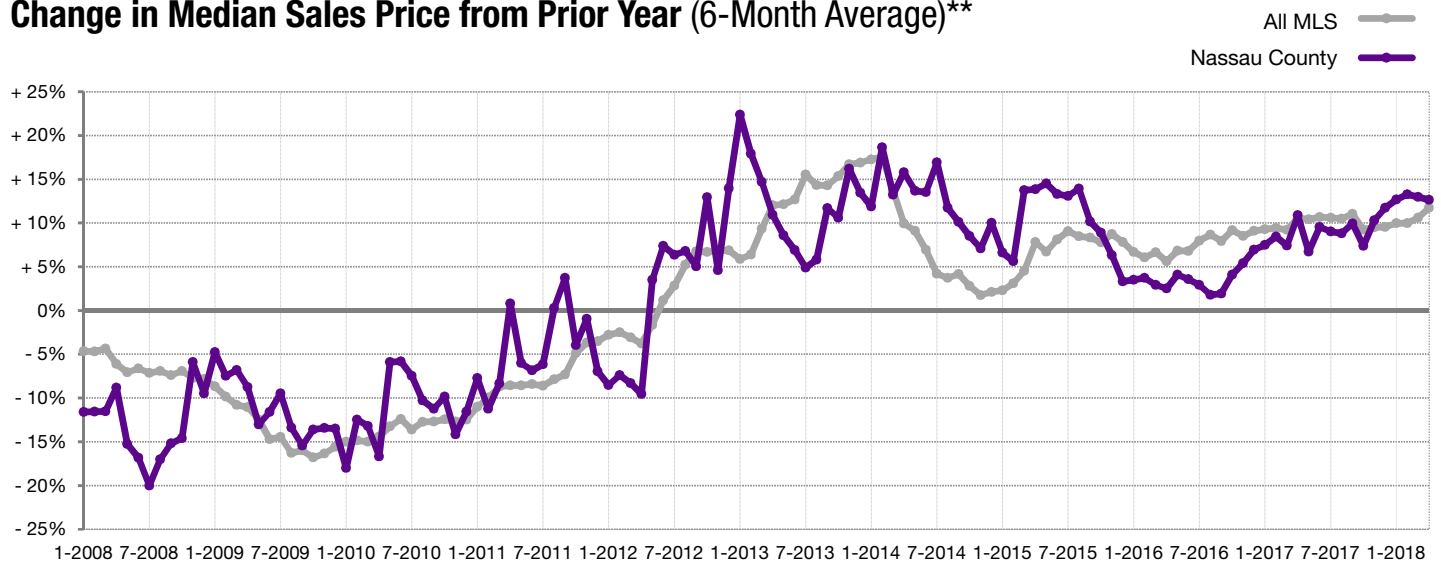
Change in
Median Sales Price

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	129	143	+ 10.9%	441	525	+ 19.0%
Closed Sales	88	123	+ 39.8%	342	329	- 3.8%
Median Sales Price*	\$230,000	\$269,000	+ 17.0%	\$222,000	\$249,900	+ 12.6%
Percent of Original List Price Received*	95.9%	96.4%	+ 0.5%	95.0%	96.6%	+ 1.7%
Percent of Properties Sold Over List Price*	11.4%	11.4%	0.0%	14.6%	13.1%	- 10.3%
Days on Market Until Sale	104	72	- 30.8%	105	84	- 20.0%
Inventory of Homes for Sale	378	328	- 13.2%	--	--	--
Months Supply of Inventory	4.4	3.4	- 22.7%	--	--	--

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



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Local Market Update – April 2018

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



Putnam County

- 5.3%

Change in
New Listings

- 15.0%

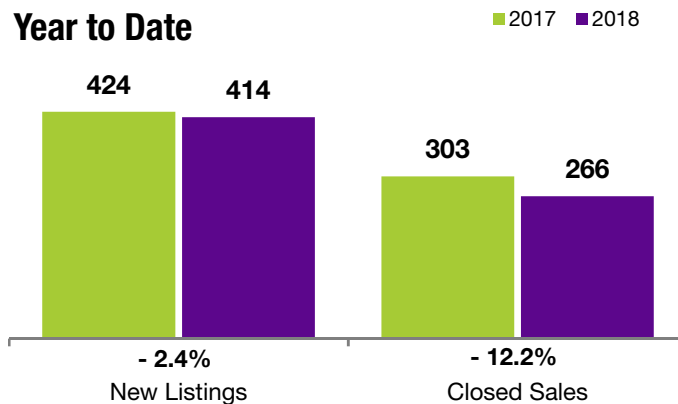
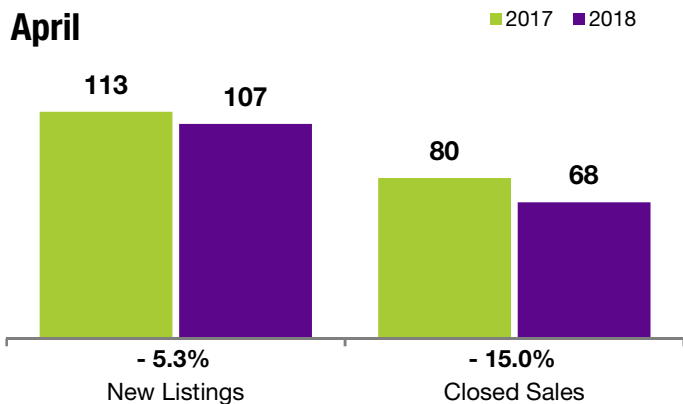
Change in
Closed Sales

+ 23.4%

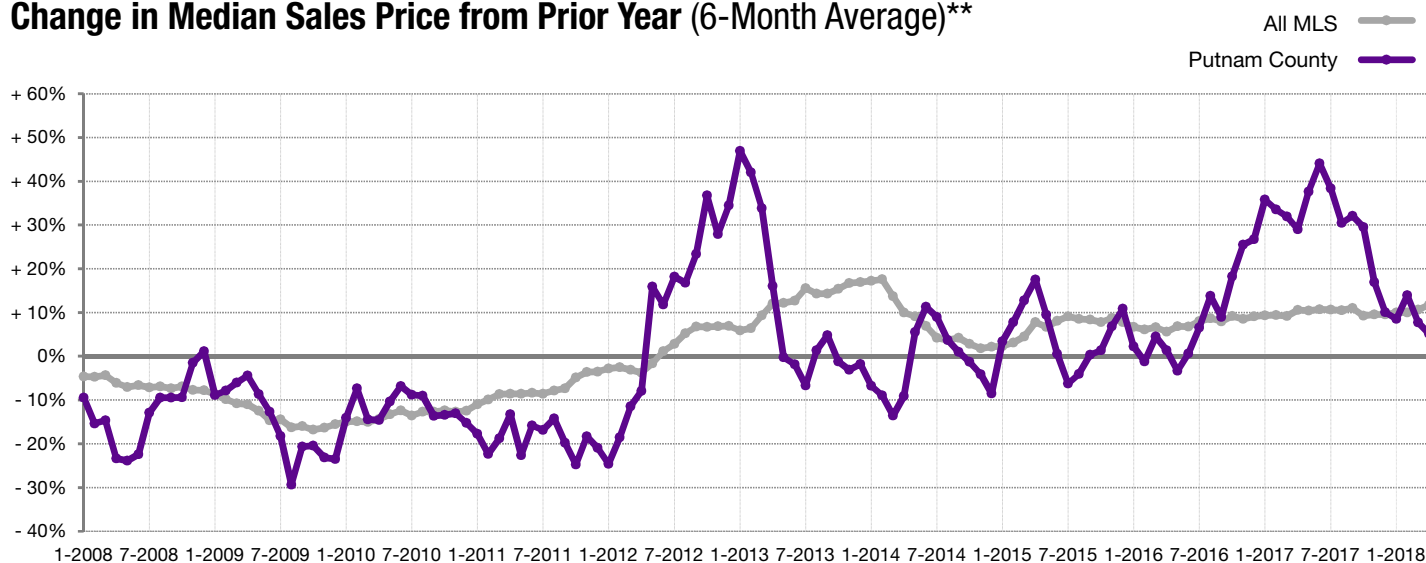
Change in
Median Sales Price

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	113	107	- 5.3%	424	414	- 2.4%
Closed Sales	80	68	- 15.0%	303	266	- 12.2%
Median Sales Price*	\$74,950	\$92,500	+ 23.4%	\$75,000	\$78,000	+ 4.0%
Percent of Original List Price Received*	88.6%	91.6%	+ 3.4%	88.7%	88.9%	+ 0.2%
Percent of Properties Sold Over List Price*	11.3%	10.3%	- 8.8%	10.7%	9.8%	- 8.4%
Days on Market Until Sale	122	106	- 13.1%	140	106	- 24.3%
Inventory of Homes for Sale	491	391	- 20.4%	--	--	--
Months Supply of Inventory	6.4	5.4	- 15.6%	--	--	--

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Local Market Update – April 2018

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St. Johns County

+ 10.5%

+ 4.6%

+ 8.2%

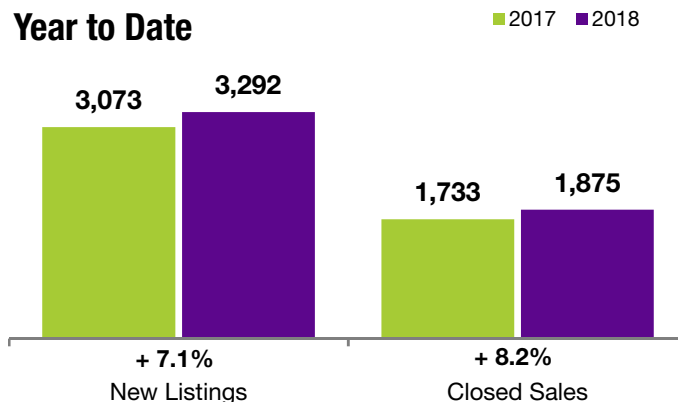
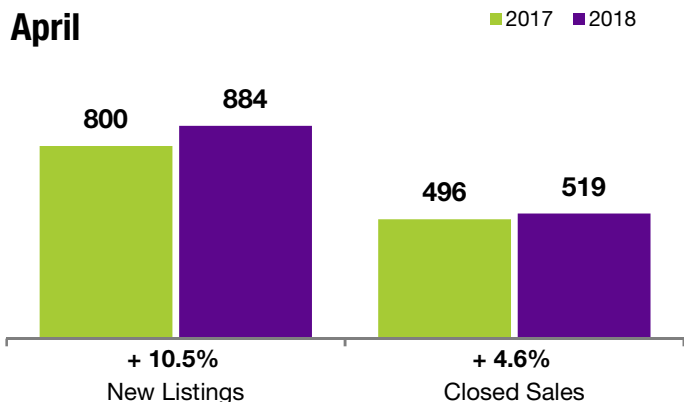
Change in
New Listings

Change in
Closed Sales

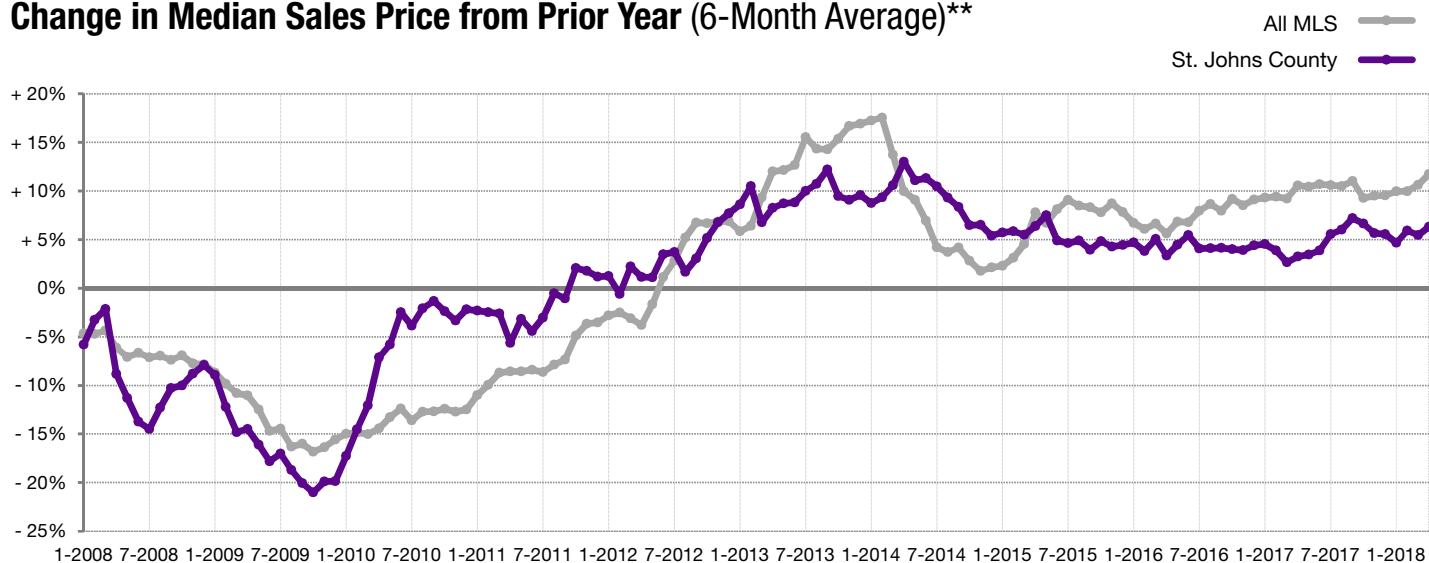
Change in
Median Sales Price

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	800	884	+ 10.5%	3,073	3,292	+ 7.1%
Closed Sales	496	519	+ 4.6%	1,733	1,875	+ 8.2%
Median Sales Price*	\$305,000	\$330,000	+ 8.2%	\$302,500	\$319,464	+ 5.6%
Percent of Original List Price Received*	95.6%	95.8%	+ 0.2%	95.8%	95.8%	0.0%
Percent of Properties Sold Over List Price*	13.3%	11.0%	- 17.3%	12.0%	8.9%	- 25.8%
Days on Market Until Sale	88	85	- 3.4%	93	88	- 5.4%
Inventory of Homes for Sale	2,476	2,497	+ 0.8%	--	--	--
Months Supply of Inventory	4.9	4.6	- 6.1%	--	--	--

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