

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.

December 2017

The number of homes for sale, days on market and months of supply were all down in year-over-year comparisons in a majority of the country for the entirety of 2017, as was housing affordability. And although total sales volumes were mixed, prices were consistently up in most markets. Buyers may not benefit from higher prices, but sellers do, and there should be more listing activity by more confident sellers in 2018. At least that would be the most viable prediction for an economic landscape pointing toward improved conditions for sellers.

New Listings in the Northeast Florida region increased 1.0 percent to 2,093. Pending Sales were up 7.4 percent to 1,996. Inventory levels fell 19.4 percent to 7,062 units.

Prices continued to gain traction. The Median Sales Price increased 9.2 percent to \$213,000. Days on Market was down 9.0 percent to 71 days. Sellers were encouraged as Months Supply of Inventory was down 23.7 percent to 2.9 months.

Unemployment rates have remained low throughout 2017, and wages have shown improvement, though not always to levels that match home price increases. Yet housing demand remained incredibly strong in 2017, even in the face of higher mortgage rates that are likely to increase further in 2018. Home building and selling professionals are both cautiously optimistic for the year ahead. Housing and economic indicators give reason for this optimism, with or without new federal tax legislation.

Quick Facts

+ 4.8%

+ 9.2%

- 19.4%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

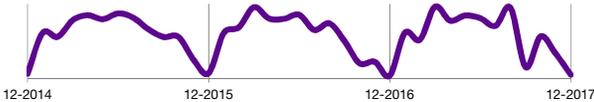
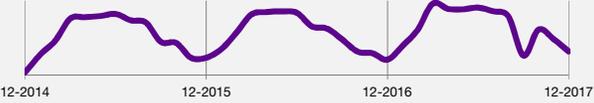
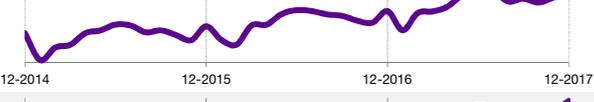
Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days On Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Percent of Properties Sold Over List Price	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
Housing Supply Overview Report	14

Area breakouts of 33 submarkets begin after page 21.



Market Overview

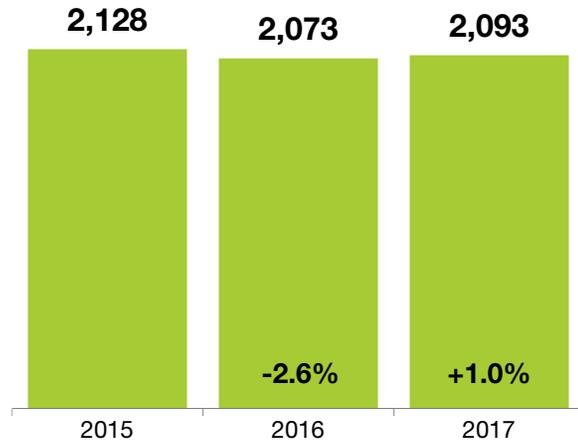
Key market metrics for the current month and year-to-date.

Key Metrics	Historical Sparklines	12-2016	12-2017	+/-	YTD 2016	YTD 2017	+/-
New Listings		2,073	2,093	+ 1.0%	36,259	36,615	+ 1.0%
Pending Sales		1,859	1,996	+ 7.4%	27,746	29,137	+ 5.0%
Closed Sales		2,308	2,419	+ 4.8%	28,124	28,824	+ 2.5%
Days on Market Until Sale		78	71	- 9.0%	76	71	- 6.6%
Median Sales Price		\$195,000	\$213,000	+ 9.2%	\$185,900	\$205,000	+ 10.3%
Average Sales Price		\$233,096	\$261,947	+ 12.4%	\$227,556	\$247,783	+ 8.9%
Percent of Original List Price Received		94.8%	95.1%	+ 0.3%	95.0%	95.4%	+ 0.4%
Percent of Properties Sold Over List Price		11.7%	9.8%	- 16.2%	12.8%	11.5%	- 10.2%
Housing Affordability Index		160	152	- 5.0%	168	158	- 6.0%
Inventory of Homes for Sale		8,763	7,062	- 19.4%	--	--	--
Months Supply of Homes for Sale		3.8	2.9	- 23.7%	--	--	--

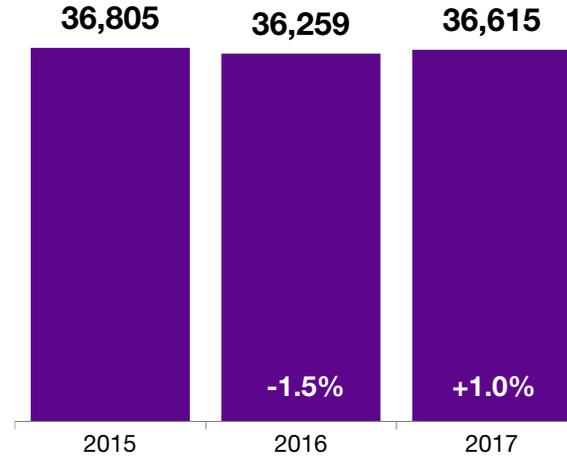
New Listings

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

December



Year To Date



Month	Prior Year	Current Year	+ / -
January 2017	3,057	3,062	+0.2%
February 2017	3,187	2,902	-8.9%
March 2017	3,654	3,665	+0.3%
April 2017	3,393	3,343	-1.5%
May 2017	3,385	3,462	+2.3%
June 2017	3,479	3,399	-2.3%
July 2017	3,127	3,222	+3.0%
August 2017	3,281	3,639	+10.9%
September 2017	2,872	2,270	-21.0%
October 2017	2,357	2,980	+26.4%
November 2017	2,394	2,578	+7.7%
December 2017	2,073	2,093	+1.0%
12-Month Avg	3,022	3,051	+1.0%

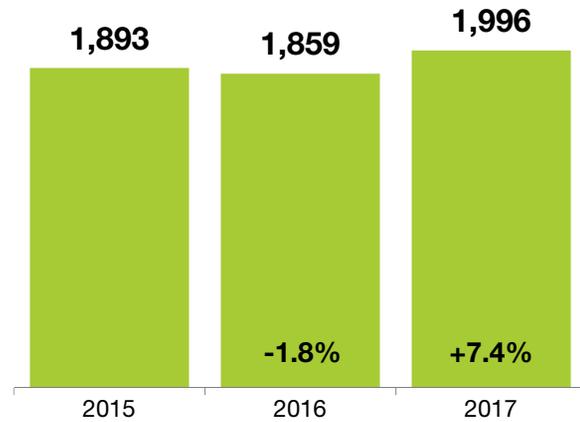
Historical New Listing Activity



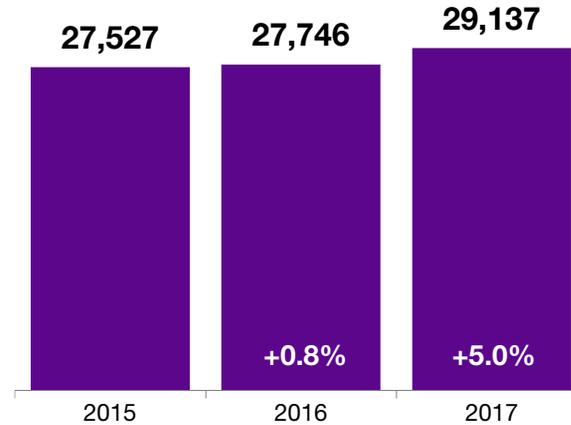
Pending Sales

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

December

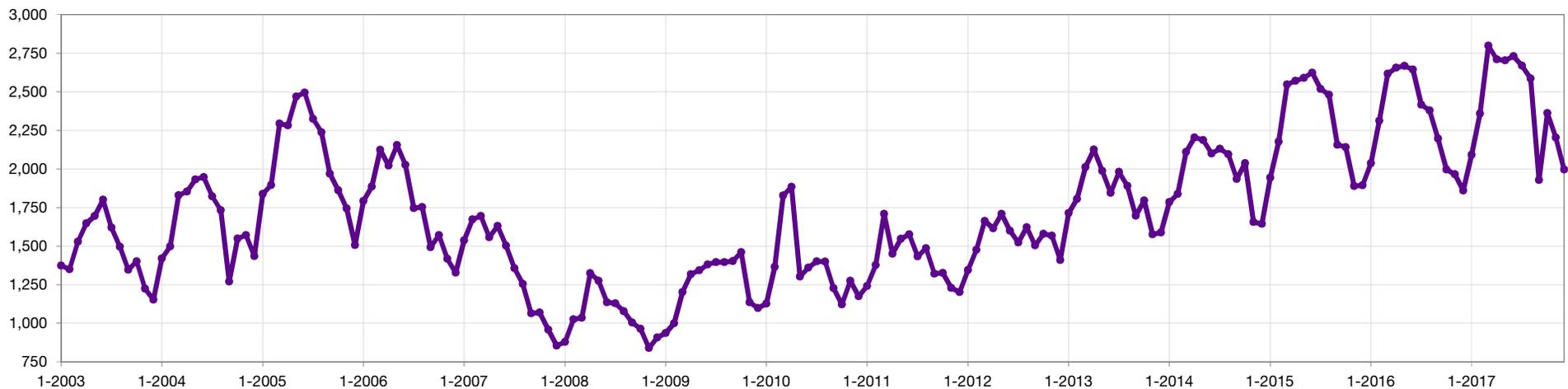


Year To Date



Month	Prior Year	Current Year	+ / -
January 2017	2,036	2,091	+2.7%
February 2017	2,312	2,359	+2.0%
March 2017	2,617	2,798	+6.9%
April 2017	2,656	2,710	+2.0%
May 2017	2,668	2,703	+1.3%
June 2017	2,644	2,730	+3.3%
July 2017	2,416	2,669	+10.5%
August 2017	2,379	2,587	+8.7%
September 2017	2,197	1,928	-12.2%
October 2017	1,996	2,362	+18.3%
November 2017	1,966	2,204	+12.1%
December 2017	1,859	1,996	+7.4%
12-Month Avg	2,312	2,428	+5.0%

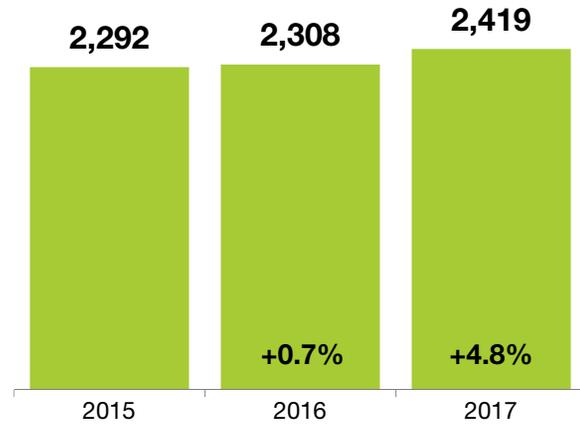
Historical Pending Sales Activity



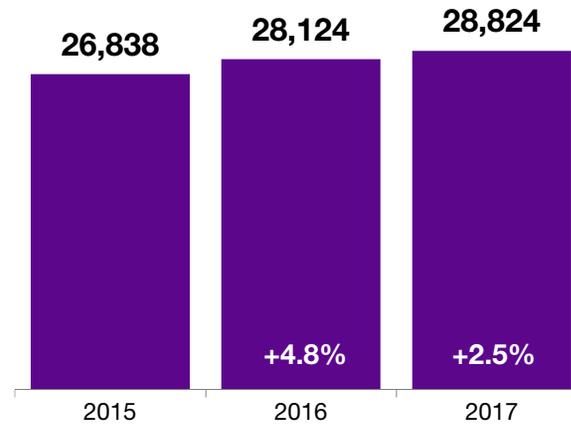
Closed Sales

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

December

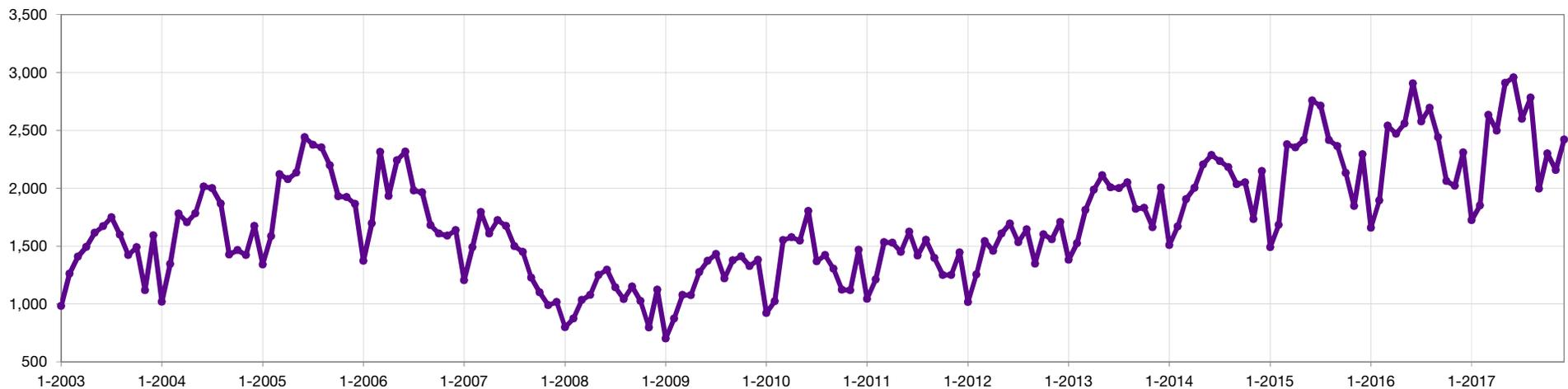


Year To Date



Month	Prior Year	Current Year	+ / -
January 2017	1,658	1,723	+3.9%
February 2017	1,894	1,851	-2.3%
March 2017	2,539	2,632	+3.7%
April 2017	2,469	2,498	+1.2%
May 2017	2,558	2,909	+13.7%
June 2017	2,905	2,958	+1.8%
July 2017	2,577	2,600	+0.9%
August 2017	2,695	2,783	+3.3%
September 2017	2,440	1,995	-18.2%
October 2017	2,061	2,299	+11.5%
November 2017	2,020	2,157	+6.8%
December 2017	2,308	2,419	+4.8%
12-Month Avg	2,344	2,402	+2.6%

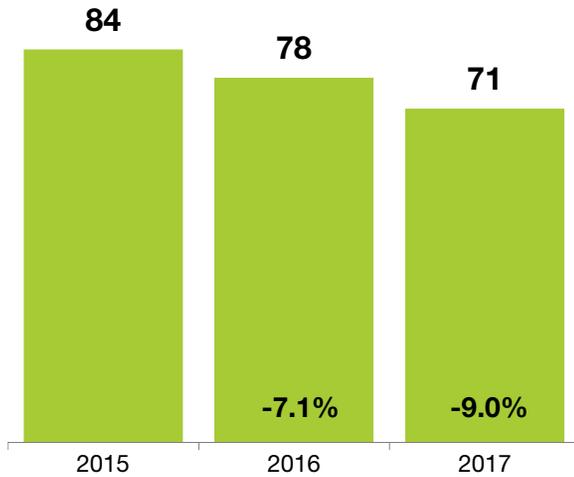
Historical Closed Sales Activity



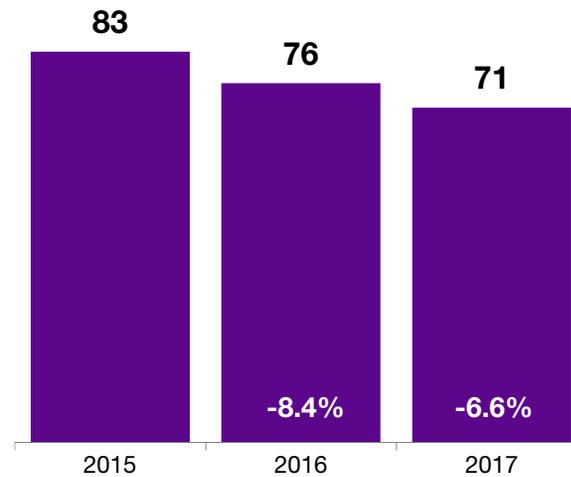
Days on Market Until Sale

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

December

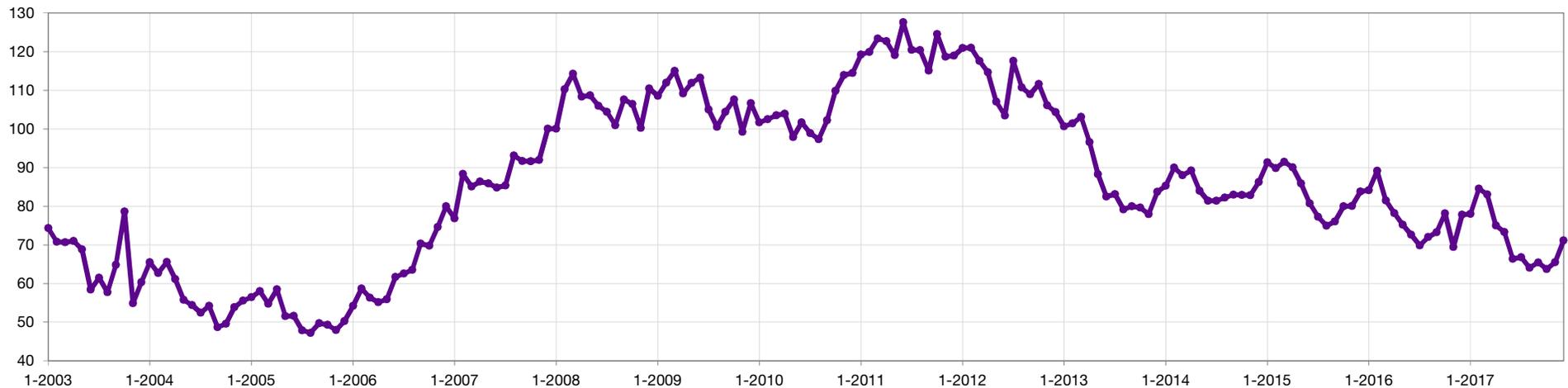


Year To Date



Month	Prior Year	Current Year	+ / -
January 2017	84	78	-7.1%
February 2017	89	85	-4.5%
March 2017	81	83	+2.5%
April 2017	78	75	-3.8%
May 2017	75	73	-2.7%
June 2017	73	66	-9.6%
July 2017	70	67	-4.3%
August 2017	72	64	-11.1%
September 2017	73	65	-11.0%
October 2017	78	64	-17.9%
November 2017	69	65	-5.8%
December 2017	78	71	-9.0%
12-Month Avg	76	71	-6.8%

Historical Days on Market Until Sale

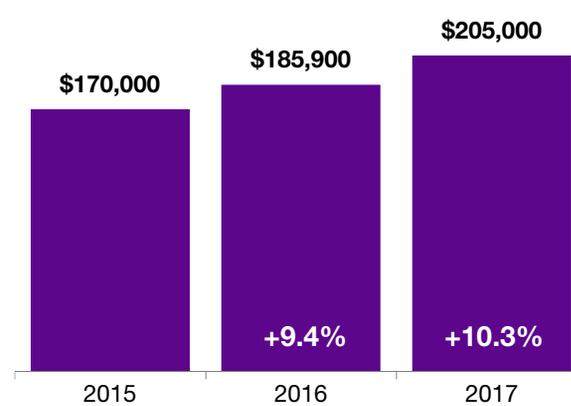
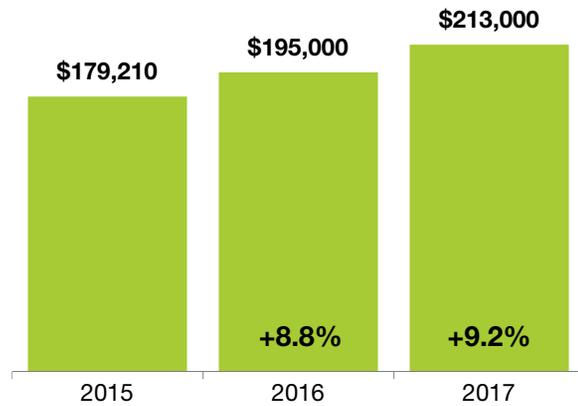


Median Sales Price

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

December

Year To Date



Month	Prior Year	Current Year	+ / -
January 2017	\$165,000	\$175,000	+6.1%
February 2017	\$160,000	\$192,990	+20.6%
March 2017	\$180,000	\$194,700	+8.2%
April 2017	\$181,000	\$199,888	+10.4%
May 2017	\$192,000	\$212,000	+10.4%
June 2017	\$196,000	\$212,990	+8.7%
July 2017	\$195,000	\$215,800	+10.7%
August 2017	\$191,638	\$205,000	+7.0%
September 2017	\$190,000	\$208,000	+9.5%
October 2017	\$185,000	\$203,950	+10.2%
November 2017	\$183,000	\$209,000	+14.2%
December 2017	\$195,000	\$213,000	+9.2%
12-Month Med	\$185,900	\$205,000	+10.3%

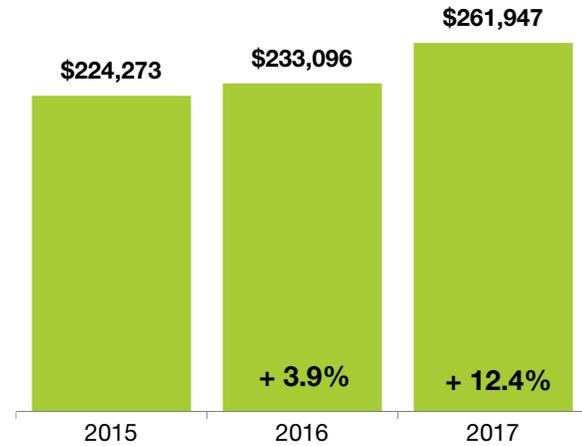
Historical Median Sales Price



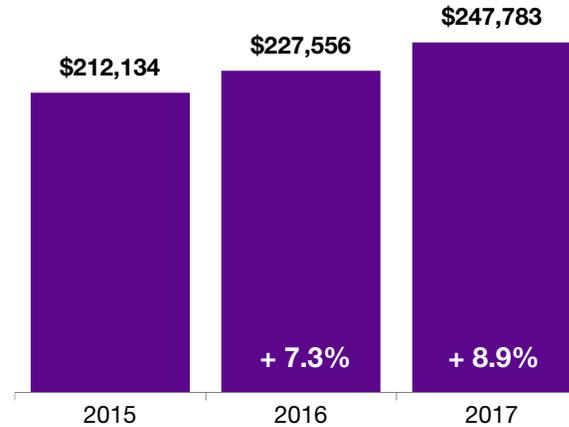
Average Sales Price

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

December



Year To Date



Month	Prior Year	Current Year	+ / -
January 2017	\$206,528	\$217,765	+5.4%
February 2017	\$202,912	\$229,207	+13.0%
March 2017	\$214,776	\$242,067	+12.7%
April 2017	\$225,260	\$244,857	+8.7%
May 2017	\$232,492	\$252,192	+8.5%
June 2017	\$237,594	\$257,069	+8.2%
July 2017	\$239,294	\$254,283	+6.3%
August 2017	\$238,850	\$247,634	+3.7%
September 2017	\$234,213	\$248,485	+6.1%
October 2017	\$225,527	\$251,492	+11.5%
November 2017	\$223,721	\$251,255	+12.3%
December 2017	\$233,096	\$261,947	+12.4%
12-Month Avg	\$227,556	\$247,783	+8.9%

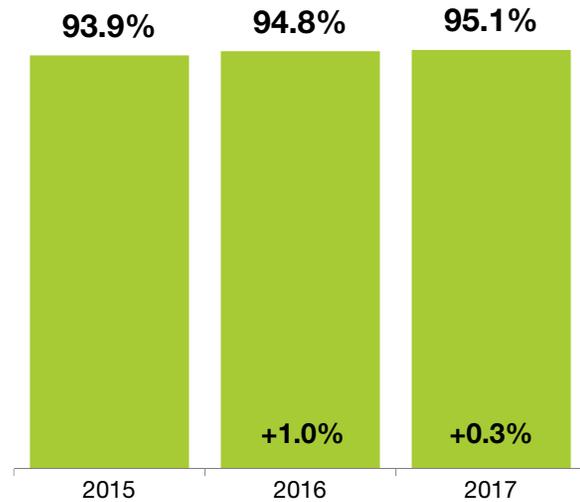
Historical Average Sales Price



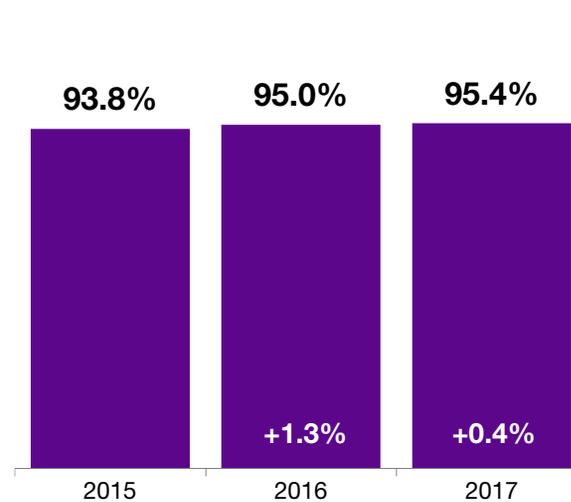
Percent of Original List Price Received

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.

December



Year To Date



Month	Prior Year	Current Year	+ / -
January 2017	93.6%	95.0%	+1.5%
February 2017	93.5%	94.6%	+1.2%
March 2017	94.6%	95.1%	+0.5%
April 2017	95.0%	95.6%	+0.6%
May 2017	95.2%	95.6%	+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%	95.1%	+0.3%
12-Month Avg	95.0%	95.4%	+0.4%

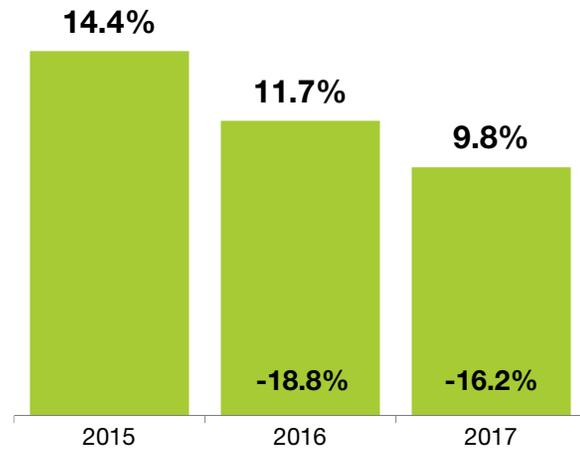
Historical Percent of Original List Price Received



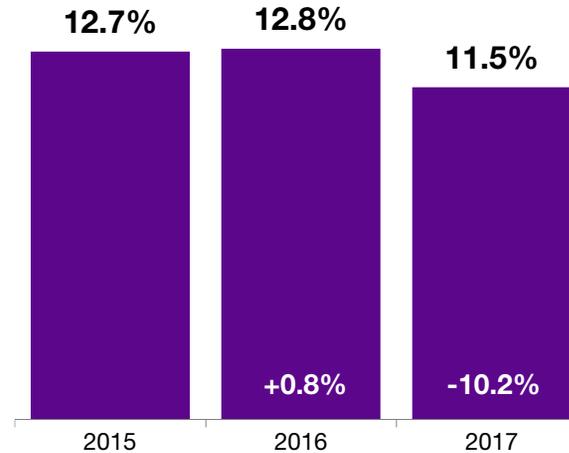
Percent of Properties Sold Over List Price

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

December

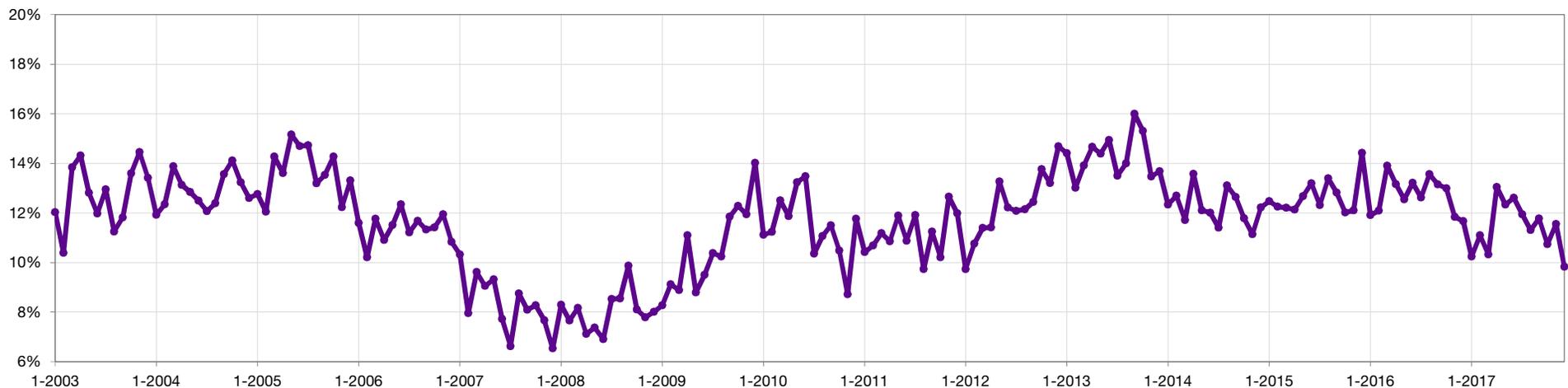


Year To Date



Month	Prior Year	Current Year	+ / -
January 2017	11.9%	10.2%	-14.3%
February 2017	12.1%	11.1%	-8.3%
March 2017	13.9%	10.3%	-25.9%
April 2017	13.2%	13.0%	-1.5%
May 2017	12.5%	12.3%	-1.6%
June 2017	13.2%	12.6%	-4.5%
July 2017	12.6%	11.9%	-5.6%
August 2017	13.6%	11.3%	-16.9%
September 2017	13.2%	11.8%	-10.6%
October 2017	13.0%	10.7%	-17.7%
November 2017	11.8%	11.6%	-1.7%
December 2017	11.7%	9.8%	-16.2%
12-Month Avg	12.8%	11.5%	-10.3%

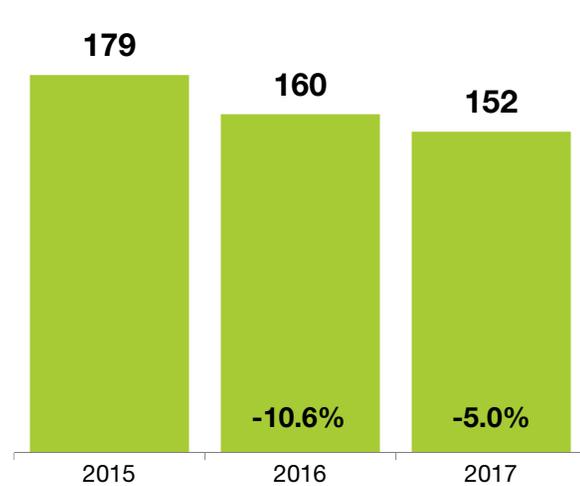
Historical Percent of Properties Sold Over List Price



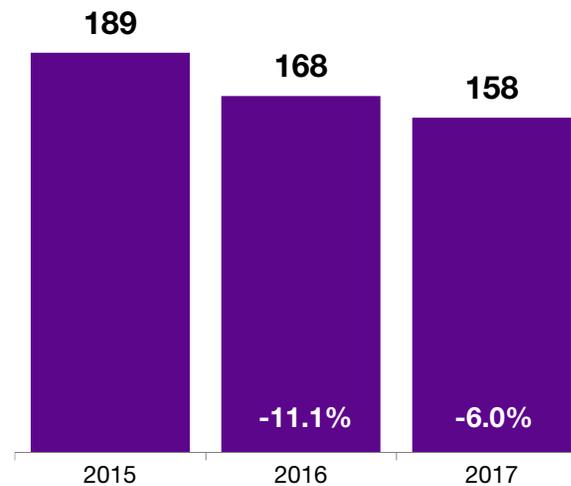
Housing Affordability Index

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.**

December



Year To Date



Month	Prior Year	Current Year	+ / -
January 2017	195	182	-6.7%
February 2017	204	165	-19.1%
March 2017	180	163	-9.4%
April 2017	183	161	-12.0%
May 2017	173	154	-11.0%
June 2017	172	153	-11.0%
July 2017	173	151	-12.7%
August 2017	177	159	-10.2%
September 2017	178	157	-11.8%
October 2017	183	160	-12.6%
November 2017	177	155	-12.4%
December 2017	160	152	-5.0%
12-Month Avg	180	159	-11.2%

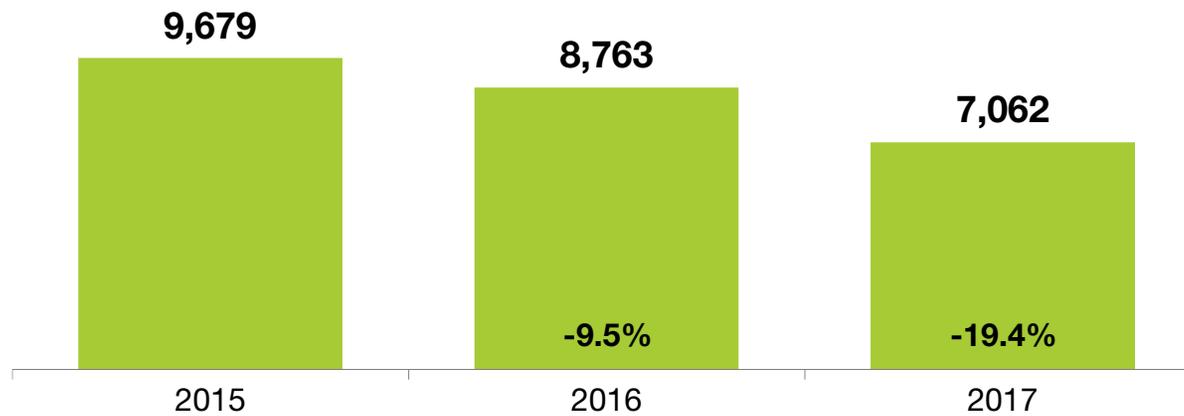
Historical Housing Affordability Index



Inventory of Homes for Sale

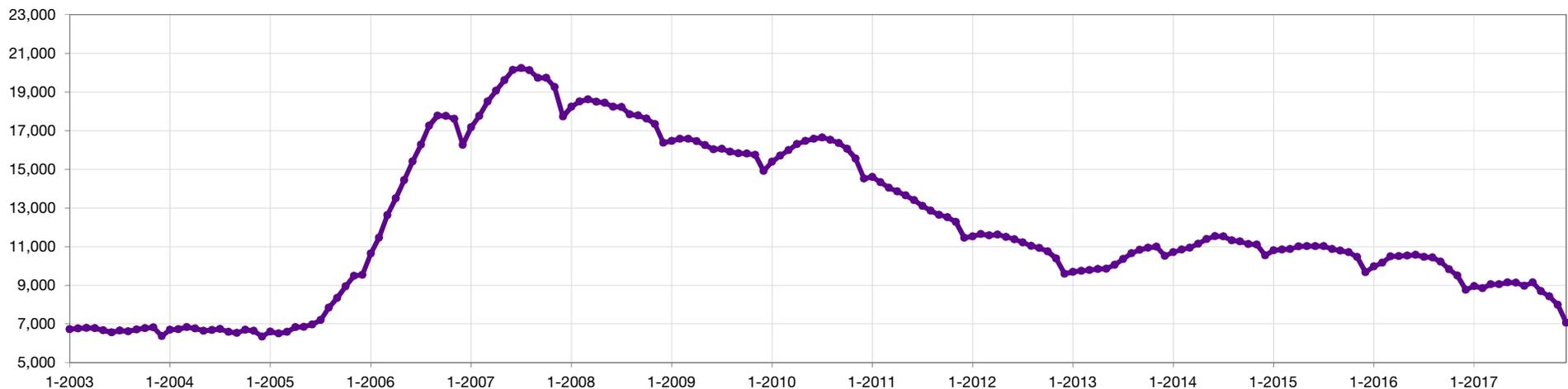
The number of properties available for sale in active status at the end of the month.

December



Month	Prior Year	Current Year	+ / -
January 2017	9,967	8,954	-10.2%
February 2017	10,165	8,849	-12.9%
March 2017	10,486	9,041	-13.8%
April 2017	10,507	9,054	-13.8%
May 2017	10,534	9,147	-13.2%
June 2017	10,568	9,134	-13.6%
July 2017	10,459	8,969	-14.2%
August 2017	10,430	9,142	-12.3%
September 2017	10,224	8,696	-14.9%
October 2017	9,823	8,424	-14.2%
November 2017	9,501	7,982	-16.0%
December 2017	8,763	7,062	-19.4%
12-Month Avg	10,119	8,705	-14.1%

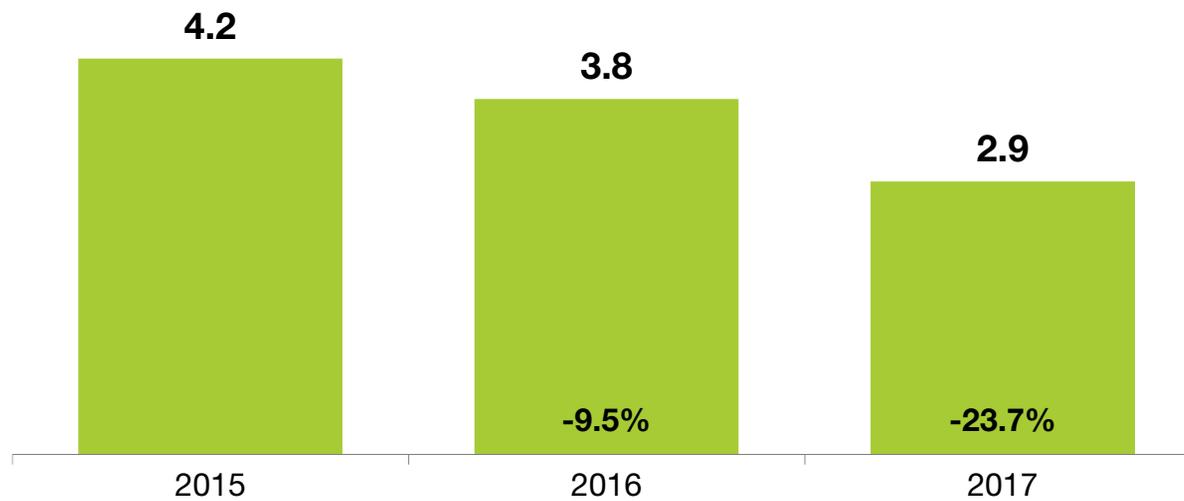
Historical Inventory of Homes for Sale



Months Supply of Inventory

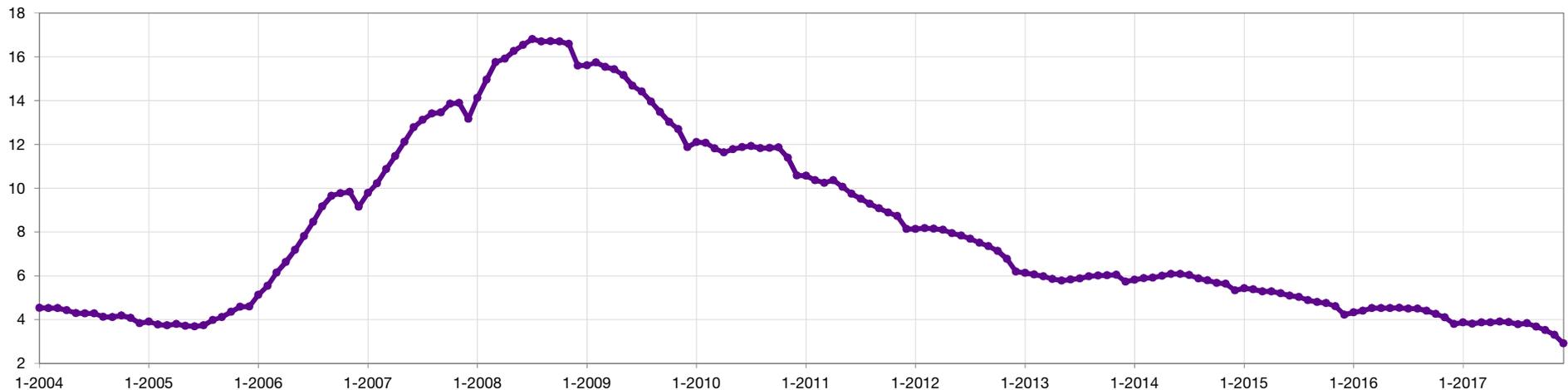
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

December



Month	Prior Year	Current Year	+ / -
January 2017	4.3	3.9	-9.3%
February 2017	4.4	3.8	-13.6%
March 2017	4.5	3.9	-13.3%
April 2017	4.5	3.9	-13.3%
May 2017	4.5	3.9	-13.3%
June 2017	4.5	3.9	-13.3%
July 2017	4.5	3.8	-15.6%
August 2017	4.5	3.8	-15.6%
September 2017	4.4	3.7	-15.9%
October 2017	4.3	3.5	-18.6%
November 2017	4.1	3.3	-19.5%
December 2017	3.8	2.9	-23.7%
12-Month Avg	4.4	3.7	-15.6%

Historical Months Supply of Inventory



Housing Supply Overview

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December 2017

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Quick Facts

+ 22.0%	+ 24.9%	+ 6.1%
Price Range With Strongest Sales: \$300,000 to \$499,999	Construction Status With Strongest Sales: New Construction	Property Type With Strongest Sales: Condo-Townhouse

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

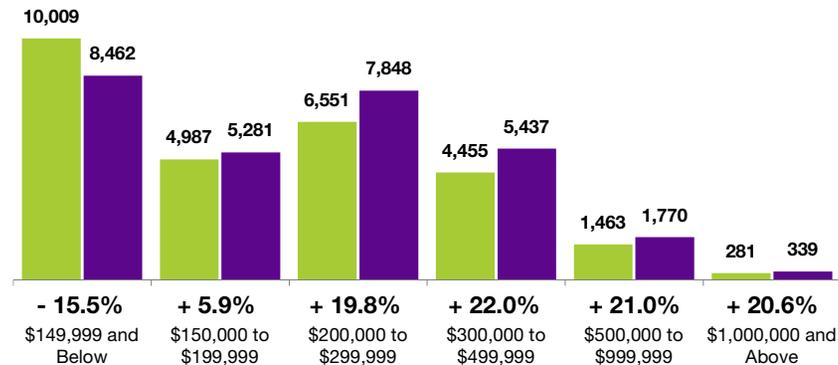


Pending Sales

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

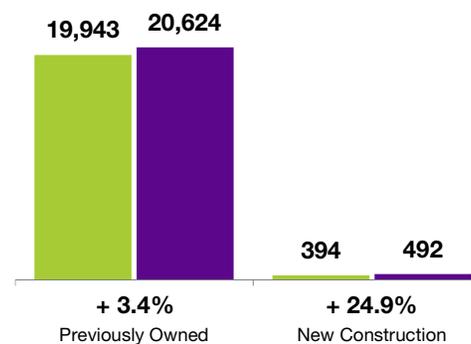
By Price Range

■ 12-2016 ■ 12-2017



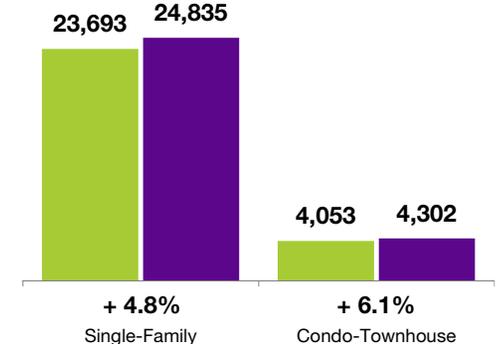
By Construction Status

■ 12-2016 ■ 12-2017



By Property Type

■ 12-2016 ■ 12-2017



All Properties

By Price Range	12-2016	12-2017	Change
\$149,999 and Below	10,009	8,462	- 15.5%
\$150,000 to \$199,999	4,987	5,281	+ 5.9%
\$200,000 to \$299,999	6,551	7,848	+ 19.8%
\$300,000 to \$499,999	4,455	5,437	+ 22.0%
\$500,000 to \$999,999	1,463	1,770	+ 21.0%
\$1,000,000 and Above	281	339	+ 20.6%
All Price Ranges	27,746	29,137	+ 5.0%

Single-Family

12-2016	12-2017	Change	12-2016	12-2017	Change
7,632	6,273	- 17.8%	2,377	2,189	- 7.9%
4,245	4,363	+ 2.8%	742	918	+ 23.7%
6,090	7,238	+ 18.9%	461	610	+ 32.3%
4,144	5,066	+ 22.2%	311	371	+ 19.3%
1,330	1,610	+ 21.1%	133	160	+ 20.3%
252	285	+ 13.1%	29	54	+ 86.2%
23,693	24,835	+ 4.8%	4,053	4,302	+ 6.1%

Condo-Townhouse

By Construction Status	12-2016	12-2017	Change
Previously Owned	19,943	20,624	+ 3.4%
New Construction	394	492	+ 24.9%
All Property Types	27,746	29,137	+ 5.0%

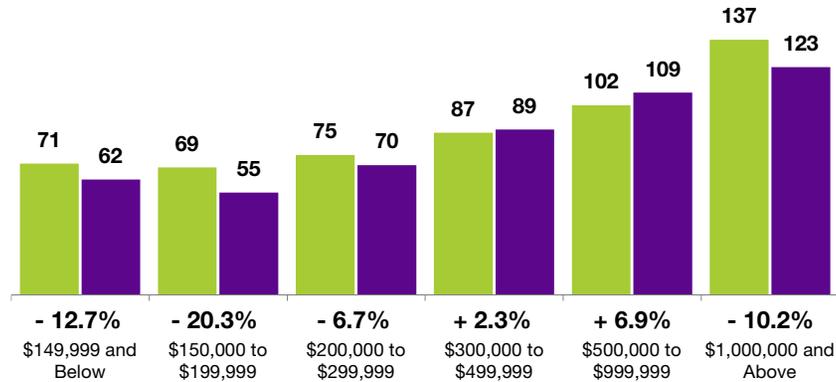
12-2016	12-2017	Change	12-2016	12-2017	Change
4,150	4,726	+ 13.9%	62	519	+ 737.1%
6	23	+ 283.3%	3,750	4,211	+ 12.3%
23,693	24,835	+ 4.8%	4,053	4,302	+ 6.1%

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.

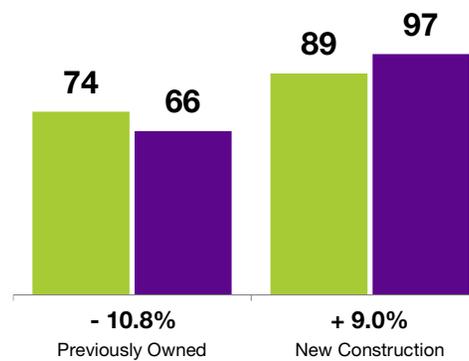
By Price Range

■ 12-2016 ■ 12-2017



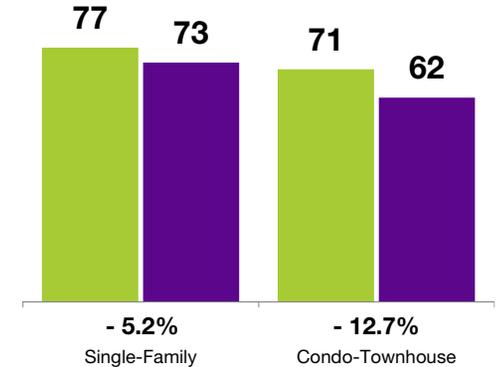
By Construction Status

■ 12-2016 ■ 12-2017



By Property Type

■ 12-2016 ■ 12-2017



All Properties

By Price Range	12-2016	12-2017	Change
\$149,999 and Below	71	62	- 12.7%
\$150,000 to \$199,999	69	55	- 20.3%
\$200,000 to \$299,999	75	70	- 6.7%
\$300,000 to \$499,999	87	89	+ 2.3%
\$500,000 to \$999,999	102	109	+ 6.9%
\$1,000,000 and Above	137	123	- 10.2%
All Price Ranges	76	71	- 6.6%

Single-Family

12-2016	12-2017	Change	12-2016	12-2017	Change
75	67	- 10.7%	58	47	- 19.0%
68	54	- 20.6%	74	61	- 17.6%
74	69	- 6.8%	90	81	- 10.0%
85	89	+ 4.7%	116	92	- 20.7%
102	107	+ 4.9%	108	123	+ 13.9%
139	123	- 11.5%	123	124	+ 0.8%
77	73	- 5.2%	71	62	- 12.7%

Condo-Townhouse

By Construction Status	12-2016	12-2017	Change
Previously Owned	74	66	- 10.8%
New Construction	89	97	+ 9.0%
All Property Types	76	71	- 6.6%

12-2016	12-2017	Change	12-2016	12-2017	Change
75	68	- 9.3%	66	58	- 12.1%
87	98	+ 12.6%	108	90	- 16.7%
77	73	- 5.2%	71	62	- 12.7%

Median Sales Price

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

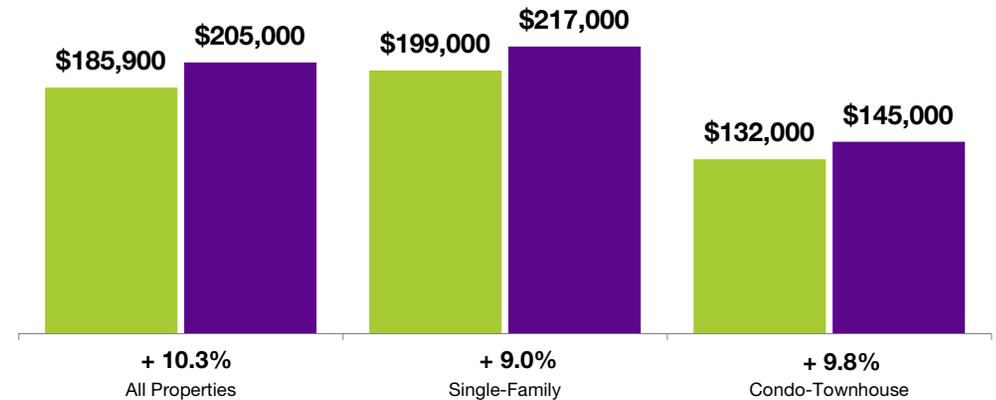
By Construction Status

■ 12-2016 ■ 12-2017



By Property Type

■ 12-2016 ■ 12-2017



All Properties

By Construction Status	12-2016	12-2017	Change
Previously Owned	\$169,000	\$188,000	+ 11.2%
New Construction	\$280,811	\$282,863	+ 0.7%
All Construction Statuses	\$185,900	\$205,000	+ 10.3%

Single-Family

12-2016	12-2017	Change	12-2016	12-2017	Change
\$179,000	\$199,000	+ 11.2%	\$128,000	\$141,000	+ 10.2%
\$291,000	\$296,725	+ 2.0%	\$159,570	\$163,995	+ 2.8%
\$199,000	\$217,000	+ 9.0%	\$132,000	\$145,000	+ 9.8%

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.**

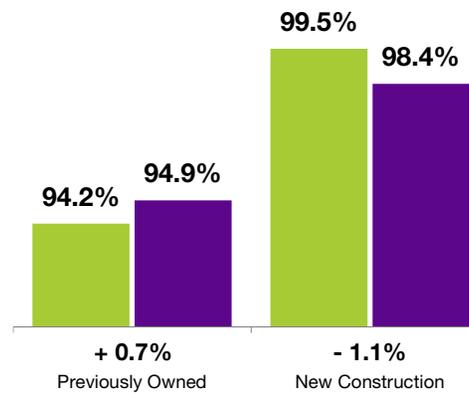
By Price Range

■ 12-2016 ■ 12-2017



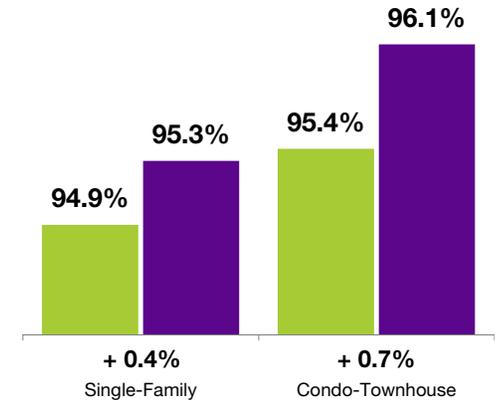
By Construction Status

■ 12-2016 ■ 12-2017



By Property Type

■ 12-2016 ■ 12-2017



All Properties

By Price Range	12-2016	12-2017	Change
\$149,999 and Below	93.2%	93.5%	+ 0.3%
\$150,000 to \$199,999	96.1%	96.8%	+ 0.7%
\$200,000 to \$299,999	96.3%	96.4%	+ 0.1%
\$300,000 to \$499,999	96.1%	96.1%	0.0%
\$500,000 to \$999,999	94.9%	95.0%	+ 0.1%
\$1,000,000 and Above	90.3%	92.4%	+ 2.3%
All Price Ranges	95.0%	95.4%	+ 0.4%

Single-Family

12-2016	12-2017	Change	12-2016	12-2017	Change
92.7%	92.7%	0.0%	95.0%	95.8%	+ 0.8%
96.0%	96.7%	+ 0.7%	96.8%	97.1%	+ 0.3%
96.3%	96.4%	+ 0.1%	95.9%	96.0%	+ 0.1%
96.2%	96.0%	- 0.2%	95.3%	96.4%	+ 1.2%
94.9%	95.1%	+ 0.2%	94.4%	94.1%	- 0.3%
90.0%	92.4%	+ 2.7%	93.5%	92.4%	- 1.2%
94.9%	95.3%	+ 0.4%	95.4%	96.1%	+ 0.7%

Condo-Townhouse

By Construction Status	12-2016	12-2017	Change
Previously Owned	94.2%	94.9%	+ 0.7%
New Construction	99.5%	98.4%	- 1.1%
All Property Types	95.0%	95.4%	+ 0.4%

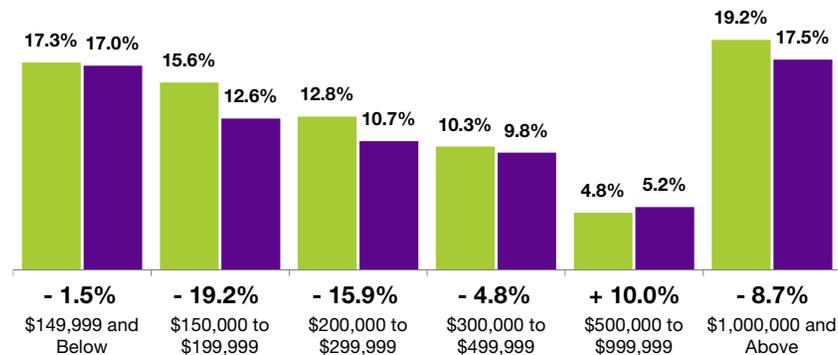
12-2016	12-2017	Change	12-2016	12-2017	Change
94.0%	94.7%	+ 0.7%	94.8%	95.6%	+ 0.8%
99.3%	98.2%	- 1.1%	101.0%	99.9%	- 1.1%
94.9%	95.3%	+ 0.4%	95.4%	96.1%	+ 0.7%

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.

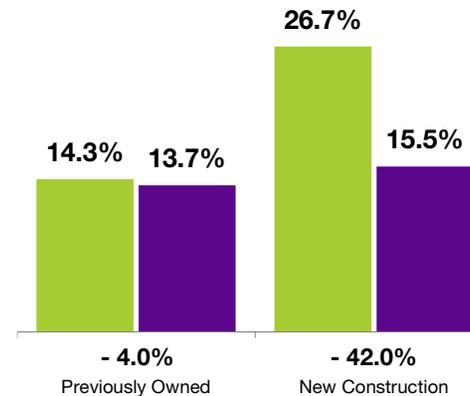
By Price Range

■ 12-2016 ■ 12-2017



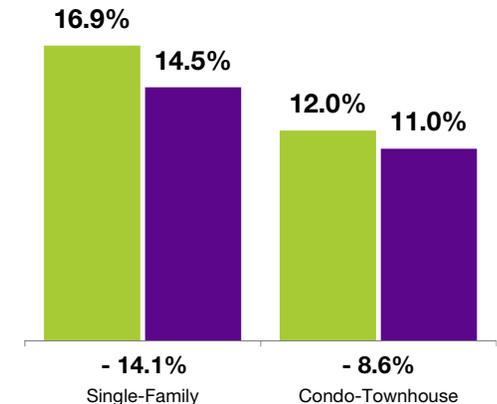
By Construction Status

■ 12-2016 ■ 12-2017



By Property Type

■ 12-2016 ■ 12-2017



All Properties

By Price Range	12-2016	12-2017	Change
\$149,999 and Below	17.3%	17.0%	- 1.5%
\$150,000 to \$199,999	15.6%	12.6%	- 19.2%
\$200,000 to \$299,999	12.8%	10.7%	- 15.9%
\$300,000 to \$499,999	10.3%	9.8%	- 4.8%
\$500,000 to \$999,999	4.8%	5.2%	+ 10.0%
\$1,000,000 and Above	19.2%	17.5%	- 8.7%
All Price Ranges	16.2%	14.0%	- 13.6%

Single-Family

12-2016	12-2017	Change	12-2016	12-2017	Change
18.0%	18.5%	+ 2.3%	13.2%	9.9%	- 25.0%
16.3%	12.9%	- 20.9%	7.2%	9.8%	+ 35.7%
13.3%	10.6%	- 19.9%	5.7%	12.2%	+ 111.4%
10.8%	10.2%	- 6.1%	4.3%	5.7%	+ 34.3%
5.0%	6.1%	+ 23.6%	2.9%	0.0%	- 100.0%
20.8%	19.2%	- 7.8%	14.0%	12.7%	- 8.8%
16.9%	14.5%	- 14.1%	12.0%	11.0%	- 8.6%

Condo-Townhouse

By Construction Status	12-2016	12-2017	Change
Previously Owned	14.3%	13.7%	- 4.0%
New Construction	26.7%	15.5%	- 42.0%
All Property Types	16.2%	14.0%	- 13.6%

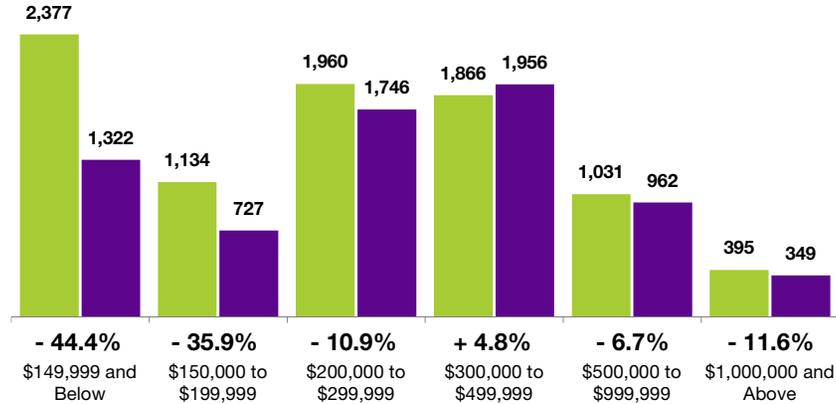
12-2016	12-2017	Change	12-2016	12-2017	Change
15.0%	14.4%	- 4.2%	10.4%	10.2%	- 2.0%
26.7%	15.3%	- 42.8%	26.6%	17.1%	- 35.8%
16.9%	14.5%	- 14.1%	12.0%	11.0%	- 8.6%

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.

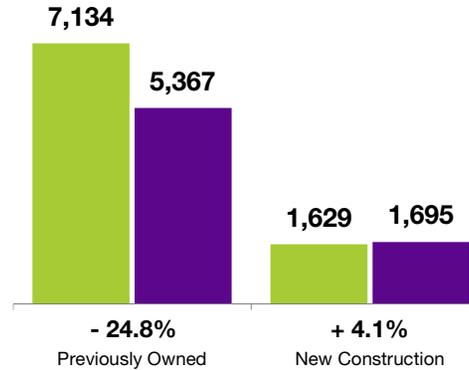
By Price Range

■ 12-2016 ■ 12-2017



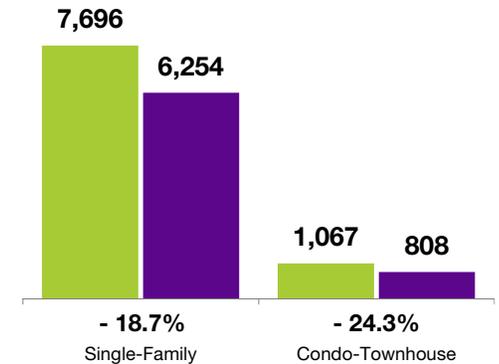
By Construction Status

■ 12-2016 ■ 12-2017



By Property Type

■ 12-2016 ■ 12-2017



All Properties

By Price Range	12-2016	12-2017	Change
\$149,999 and Below	2,377	1,322	- 44.4%
\$150,000 to \$199,999	1,134	727	- 35.9%
\$200,000 to \$299,999	1,960	1,746	- 10.9%
\$300,000 to \$499,999	1,866	1,956	+ 4.8%
\$500,000 to \$999,999	1,031	962	- 6.7%
\$1,000,000 and Above	395	349	- 11.6%
All Price Ranges	8,763	7,062	- 19.4%

Single-Family

12-2016	12-2017	Change	12-2016	12-2017	Change
1,968	1,093	- 44.5%	409	229	- 44.0%
957	573	- 40.1%	177	154	- 13.0%
1,790	1,623	- 9.3%	170	123	- 27.6%
1,696	1,781	+ 5.0%	170	175	+ 2.9%
929	858	- 7.6%	102	104	+ 2.0%
356	326	- 8.4%	39	23	- 41.0%
7,696	6,254	- 18.7%	1,067	808	- 24.3%

Condo-Townhouse

By Construction Status	12-2016	12-2017	Change
Previously Owned	7,134	5,367	- 24.8%
New Construction	1,629	1,695	+ 4.1%
All Property Types	8,763	7,062	- 19.4%

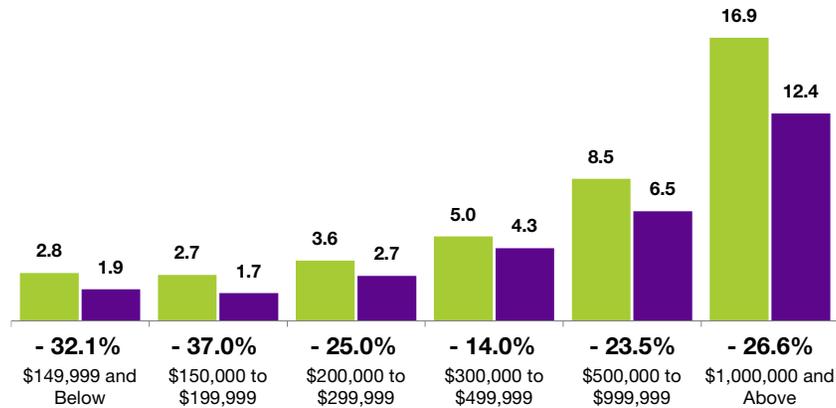
12-2016	12-2017	Change	12-2016	12-2017	Change
6,221	4,659	- 25.1%	913	708	- 22.5%
1,475	1,595	+ 8.1%	154	100	- 35.1%
7,696	6,254	- 18.7%	1,067	808	- 24.3%

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.

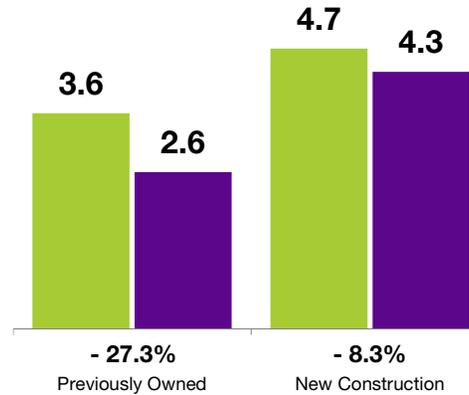
By Price Range

■ 12-2016 ■ 12-2017



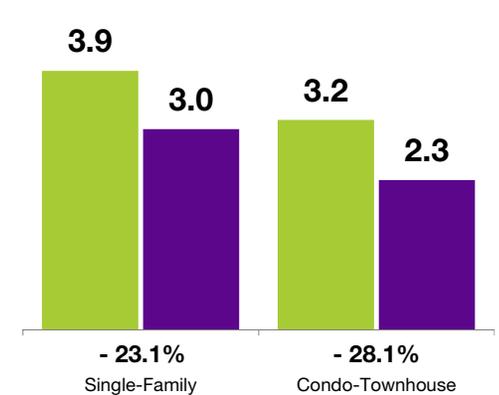
By Construction Status

■ 12-2016 ■ 12-2017



By Property Type

■ 12-2016 ■ 12-2017



All Properties

By Price Range	12-2016	12-2017	Change
\$149,999 and Below	2.8	1.9	- 32.1%
\$150,000 to \$199,999	2.7	1.7	- 37.0%
\$200,000 to \$299,999	3.6	2.7	- 25.0%
\$300,000 to \$499,999	5.0	4.3	- 14.0%
\$500,000 to \$999,999	8.5	6.5	- 23.5%
\$1,000,000 and Above	16.9	12.4	- 26.6%
All Price Ranges	3.8	2.9	- 23.7%

Single-Family

12-2016	12-2017	Change	12-2016	12-2017	Change
3.1	2.1	- 32.3%	2.1	1.3	- 38.1%
2.7	1.6	- 40.7%	2.9	2.0	- 31.0%
3.5	2.7	- 22.9%	4.4	2.4	- 45.5%
4.9	4.2	- 14.3%	6.6	5.7	- 13.6%
8.4	6.4	- 23.8%	9.2	7.8	- 15.2%
17.0	13.7	- 19.4%	16.1	5.1	- 68.3%
3.9	3.0	- 23.1%	3.2	2.3	- 28.1%

Condo-Townhouse

By Construction Status	12-2016	12-2017	Change
Previously Owned	3.6	2.6	- 27.3%
New Construction	4.7	4.3	- 8.3%
All Property Types	3.8	2.9	- 23.7%

12-2016	12-2017	Change	12-2016	12-2017	Change
3.7	2.7	- 27.6%	3.0	2.2	- 25.5%
4.7	4.5	- 3.7%	4.7	2.4	- 48.0%
3.9	3.0	- 23.1%	3.2	2.3	- 28.1%

Local Market Update – December 2017

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



Southside / Mandarin / Bartram

Region 01

- 1.1%

+ 11.2%

+ 3.7%

Change in
New Listings

Change in
Closed Sales

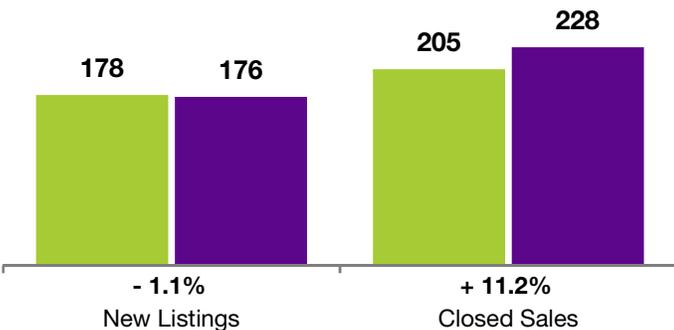
Change in
Median Sales Price

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
New Listings	178	176	- 1.1%	3,310	3,479	+ 5.1%
Closed Sales	205	228	+ 11.2%	2,692	2,746	+ 2.0%
Median Sales Price*	\$203,500	\$210,978	+ 3.7%	\$202,000	\$222,135	+ 10.0%
Percent of Original List Price Received*	95.6%	95.2%	- 0.4%	95.8%	96.3%	+ 0.5%
Percent of Properties Sold Over List Price*	12.2%	12.7%	+ 4.1%	15.9%	14.7%	- 7.5%
Days on Market Until Sale	59	63	+ 6.8%	64	58	- 9.4%
Inventory of Homes for Sale	650	561	- 13.7%	--	--	--
Months Supply of Inventory	3.0	2.4	- 20.0%	--	--	--

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

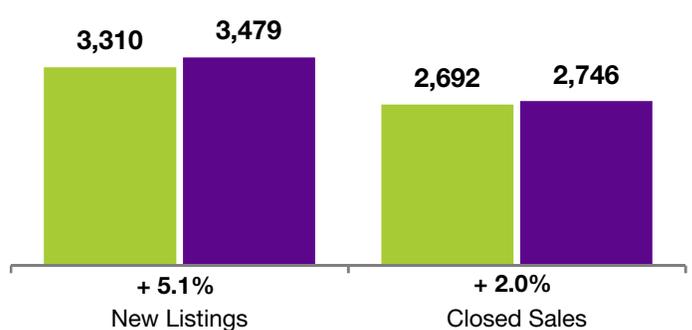
December

■ 2016 ■ 2017



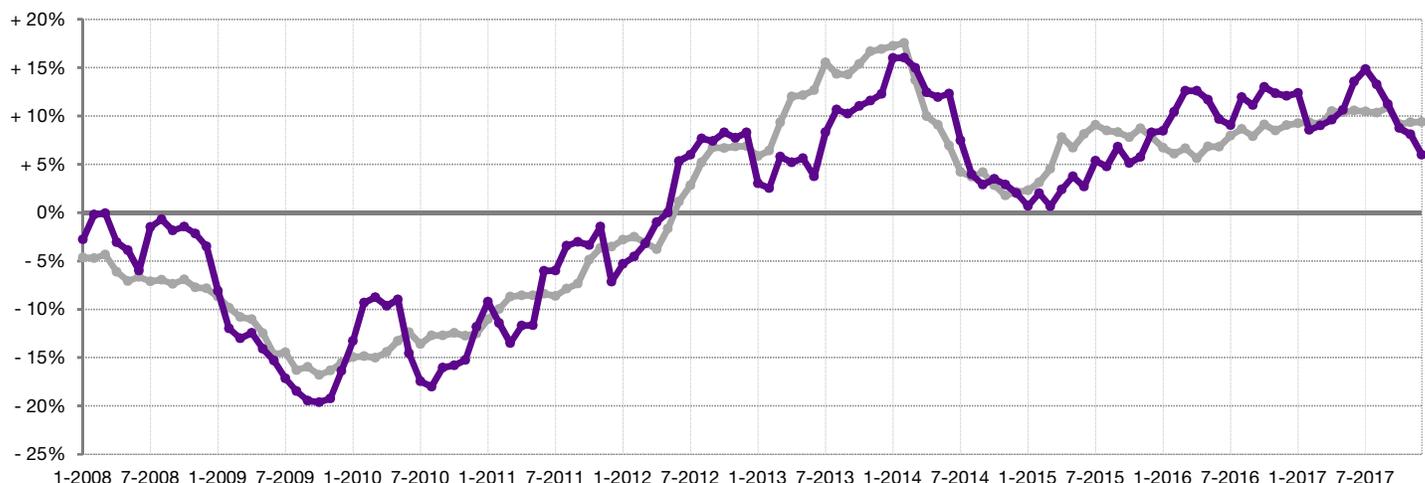
Year to Date

■ 2016 ■ 2017



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

All MLS — Southside / Mandarin / Bartram —



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

Local Market Update – December 2017

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



Southside

+ 15.7%

Change in
New Listings

+ 15.4%

Change in
Closed Sales

+ 18.9%

Change in
Median Sales Price

Region 02

December

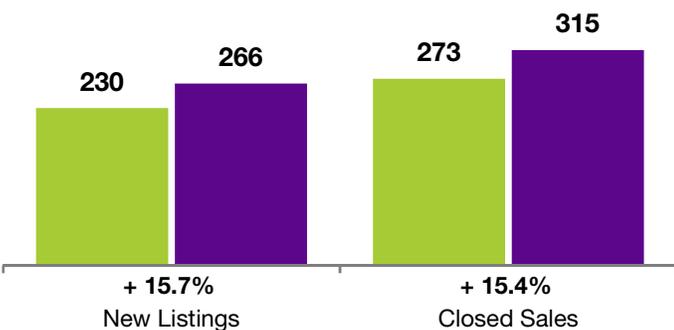
Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	230	266	+ 15.7%	4,285	4,197	- 2.1%
Closed Sales	273	315	+ 15.4%	3,528	3,512	- 0.5%
Median Sales Price*	\$182,500	\$217,000	+ 18.9%	\$180,000	\$190,325	+ 5.7%
Percent of Original List Price Received*	96.0%	95.9%	- 0.1%	96.0%	96.2%	+ 0.2%
Percent of Properties Sold Over List Price*	14.3%	14.0%	- 2.1%	16.0%	13.3%	- 16.9%
Days on Market Until Sale	64	68	+ 6.3%	63	63	0.0%
Inventory of Homes for Sale	840	604	- 28.1%	--	--	--
Months Supply of Inventory	2.9	2.0	- 31.0%	--	--	--

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

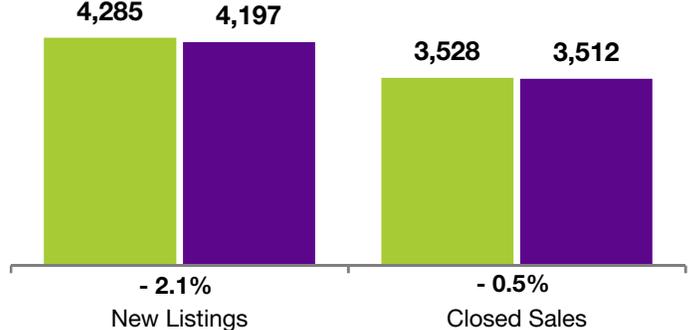
December

■ 2016 ■ 2017

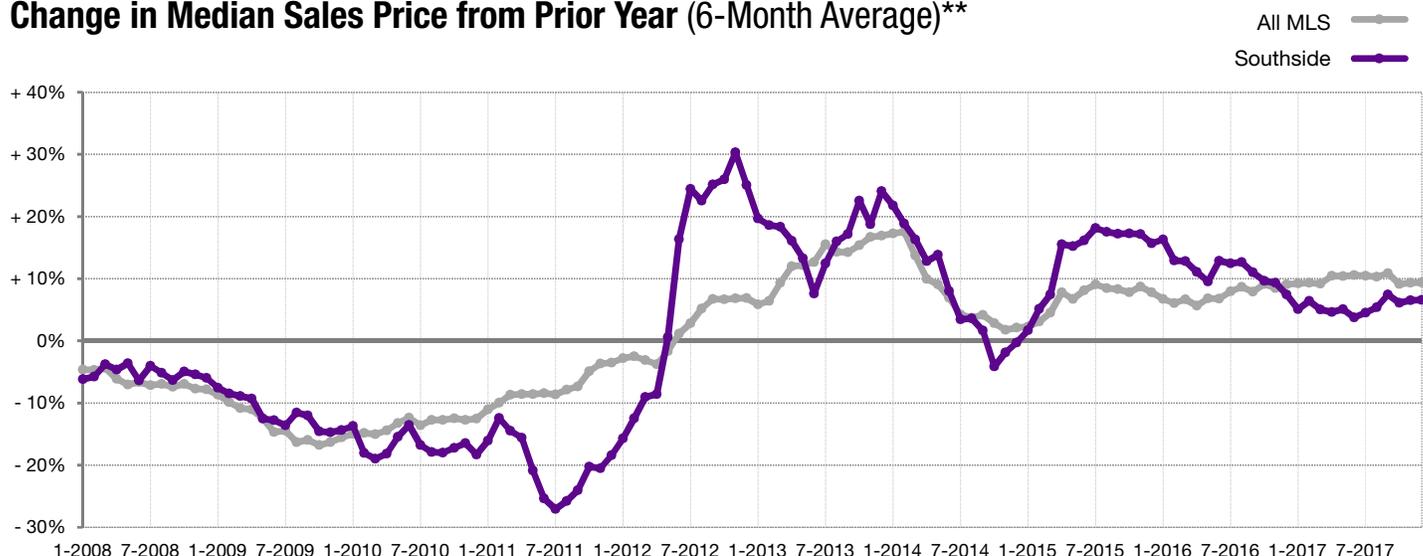


Year to Date

■ 2016 ■ 2017



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

Local Market Update – December 2017

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



Riverside / Avondale / Ortega

Region 03

- 23.9%

0.0%

+ 15.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
New Listings	46	35	- 23.9%	842	711	- 15.6%
Closed Sales	49	49	0.0%	599	538	- 10.2%
Median Sales Price*	\$225,000	\$260,000	+ 15.6%	\$245,000	\$260,000	+ 6.1%
Percent of Original List Price Received*	88.6%	93.6%	+ 5.6%	93.1%	93.5%	+ 0.4%
Percent of Properties Sold Over List Price*	8.2%	8.2%	0.0%	8.2%	8.2%	0.0%
Days on Market Until Sale	96	84	- 12.5%	82	79	- 3.7%
Inventory of Homes for Sale	191	142	- 25.7%	--	--	--
Months Supply of Inventory	3.8	3.3	- 13.2%	--	--	--

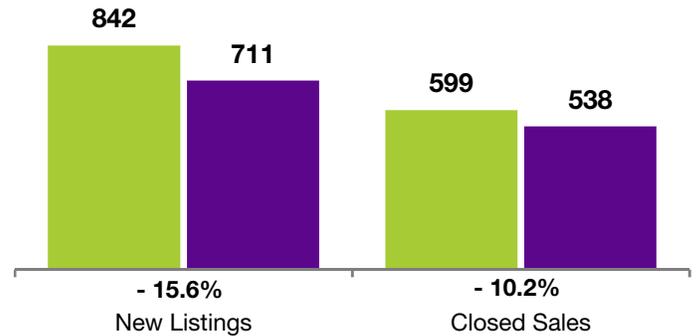
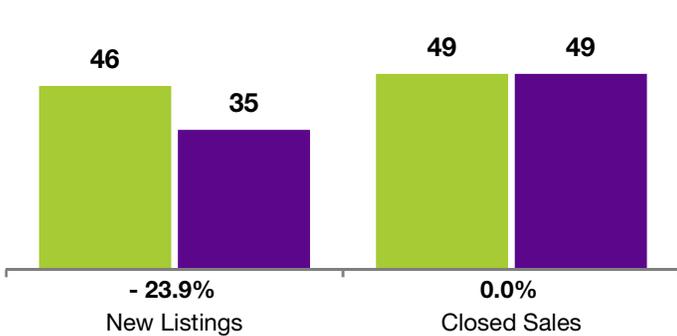
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

■ 2016 ■ 2017

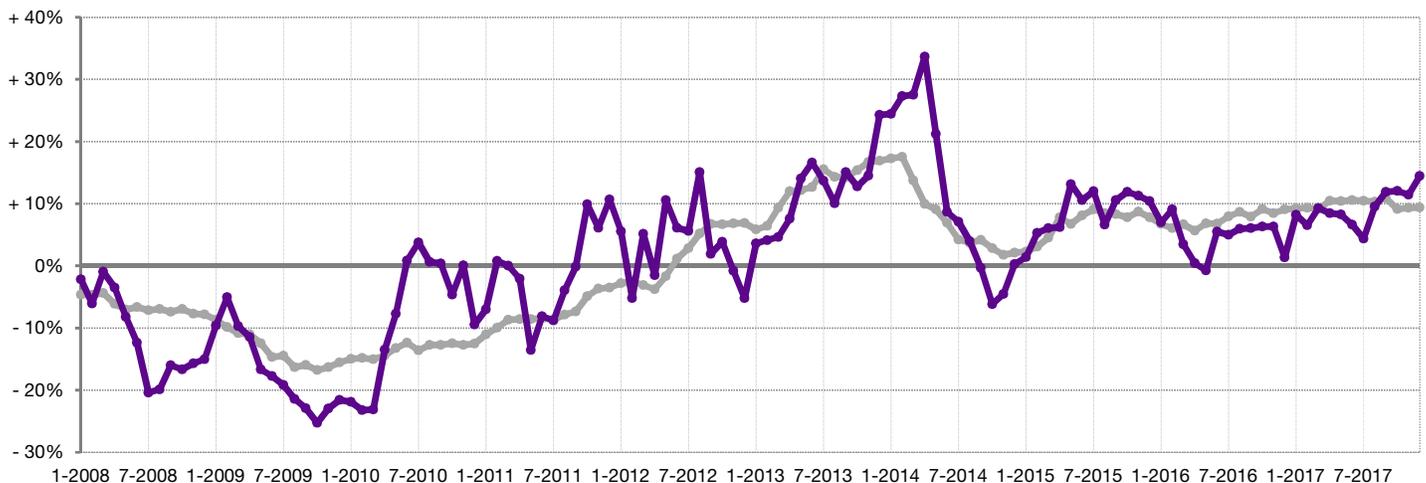
Year to Date

■ 2016 ■ 2017



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

All MLS — Riverside / Avondale / Ortega —



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

Local Market Update – December 2017

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



Arlington / Fort Caroline

Region 04

- 22.9%

Change in
New Listings

- 3.8%

Change in
Closed Sales

+ 19.9%

Change in
Median Sales Price

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
New Listings	144	111	- 22.9%	2,398	2,458	+ 2.5%
Closed Sales	159	153	- 3.8%	1,992	2,060	+ 3.4%
Median Sales Price*	\$154,900	\$185,750	+ 19.9%	\$158,000	\$178,650	+ 13.1%
Percent of Original List Price Received*	95.6%	96.3%	+ 0.7%	95.8%	96.6%	+ 0.8%
Percent of Properties Sold Over List Price*	15.7%	13.1%	- 16.6%	19.0%	17.3%	- 8.9%
Days on Market Until Sale	66	55	- 16.7%	64	54	- 15.6%
Inventory of Homes for Sale	460	291	- 36.7%	--	--	--
Months Supply of Inventory	2.8	1.7	- 39.3%	--	--	--

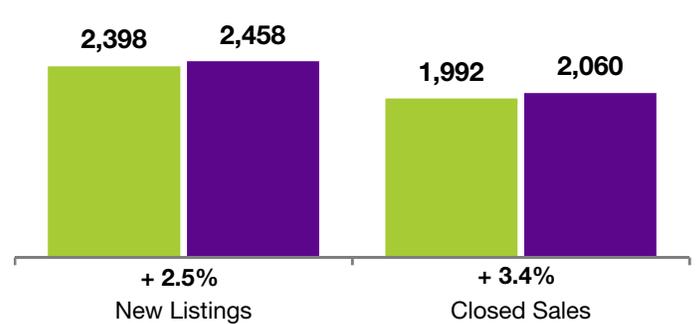
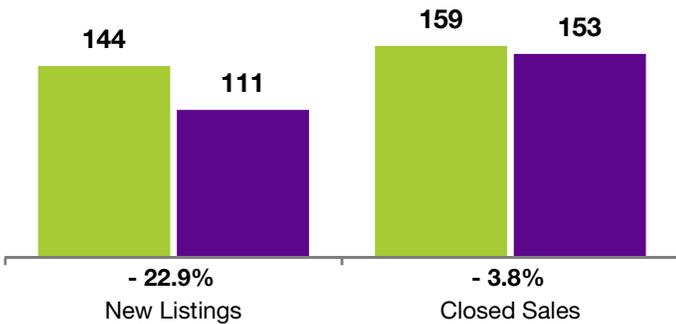
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

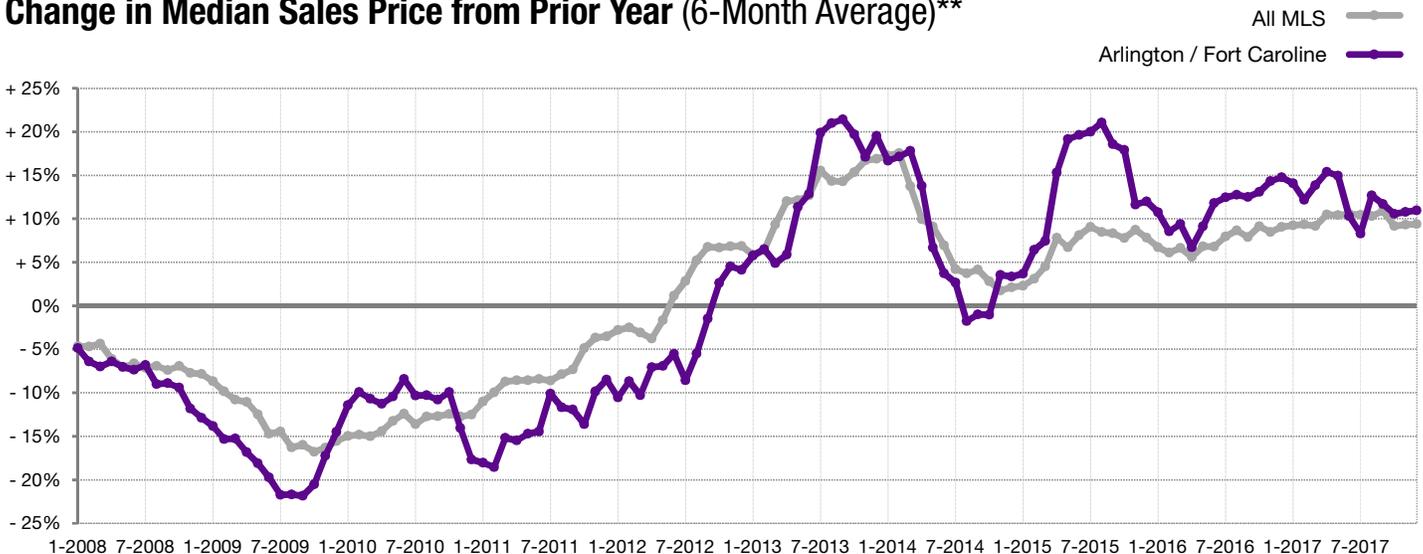
■ 2016 ■ 2017

Year to Date

■ 2016 ■ 2017



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

Local Market Update – December 2017

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



Hyde Grove / Murray Hill / Lakeshore / Wesconnett

- 11.0%

- 9.1%

+ 8.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 05

December

Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	100	89	- 11.0%	1,540	1,503	- 2.4%
Closed Sales	99	90	- 9.1%	1,190	1,232	+ 3.5%
Median Sales Price*	\$115,000	\$125,000	+ 8.7%	\$99,900	\$124,100	+ 24.2%
Percent of Original List Price Received*	92.7%	94.6%	+ 2.0%	94.1%	94.8%	+ 0.7%
Percent of Properties Sold Over List Price*	14.1%	10.1%	- 28.4%	18.8%	16.8%	- 10.6%
Days on Market Until Sale	85	56	- 34.1%	64	59	- 7.8%
Inventory of Homes for Sale	314	216	- 31.2%	--	--	--
Months Supply of Inventory	3.1	2.1	- 32.3%	--	--	--

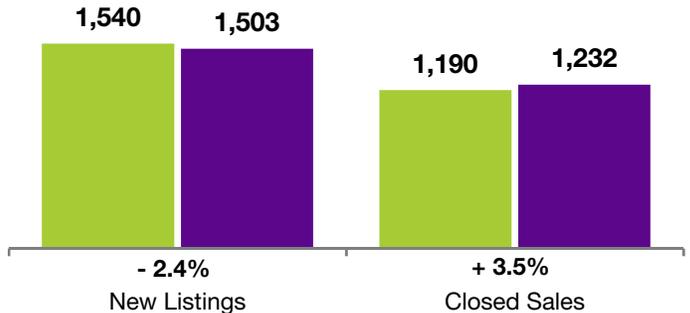
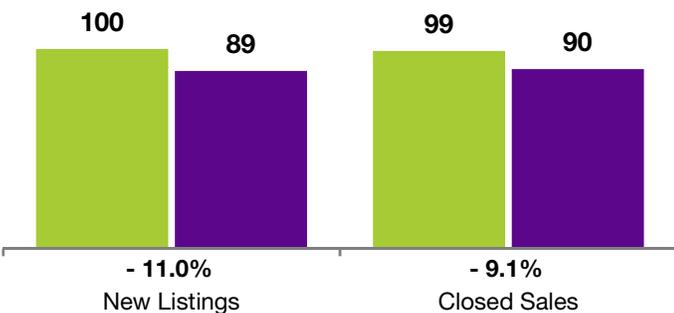
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

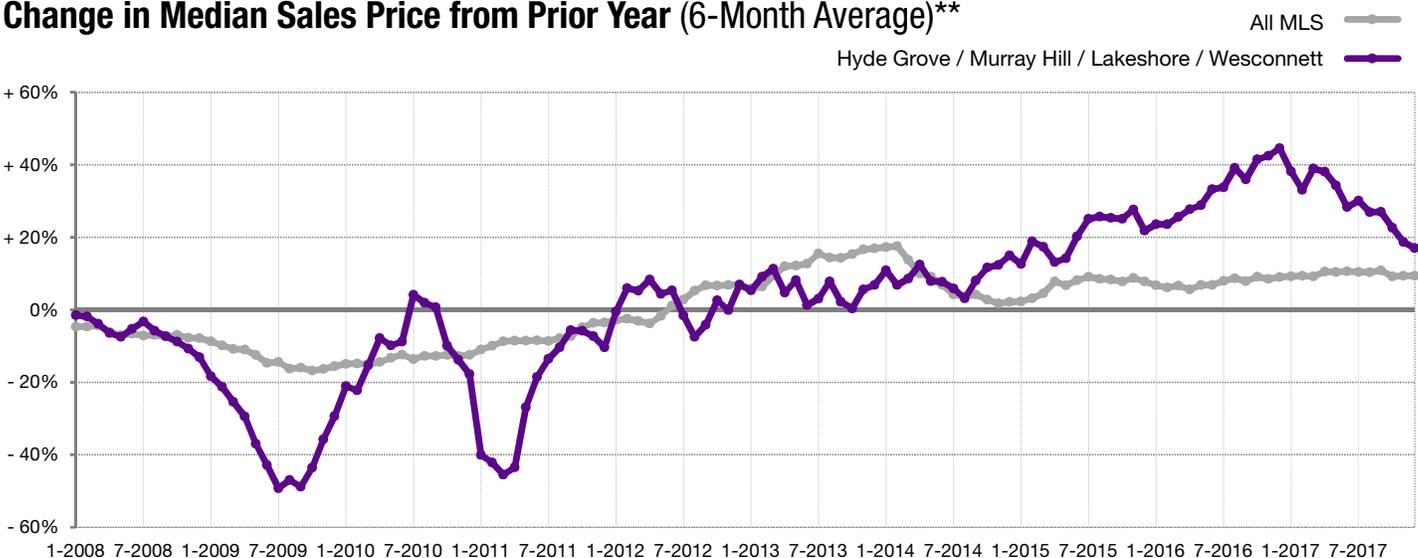
■ 2016 ■ 2017

Year to Date

■ 2016 ■ 2017



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



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Local Market Update – December 2017

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



West Jacksonville

- 18.8%

+ 6.1%

+ 9.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 06

December

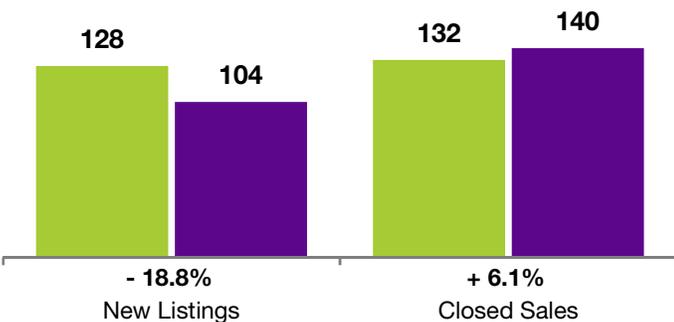
Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	128	104	- 18.8%	1,974	1,911	- 3.2%
Closed Sales	132	140	+ 6.1%	1,663	1,587	- 4.6%
Median Sales Price*	\$150,500	\$165,000	+ 9.6%	\$134,900	\$157,000	+ 16.4%
Percent of Original List Price Received*	95.8%	97.0%	+ 1.3%	95.8%	96.3%	+ 0.5%
Percent of Properties Sold Over List Price*	11.4%	17.1%	+ 50.0%	19.2%	18.2%	- 5.2%
Days on Market Until Sale	65	49	- 24.6%	65	58	- 10.8%
Inventory of Homes for Sale	350	291	- 16.9%	--	--	--
Months Supply of Inventory	2.5	2.2	- 12.0%	--	--	--

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

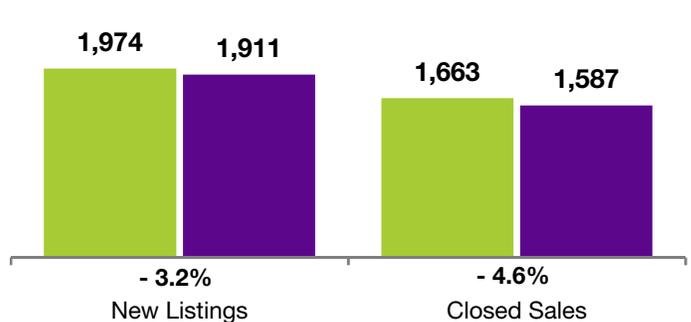
December

■ 2016 ■ 2017

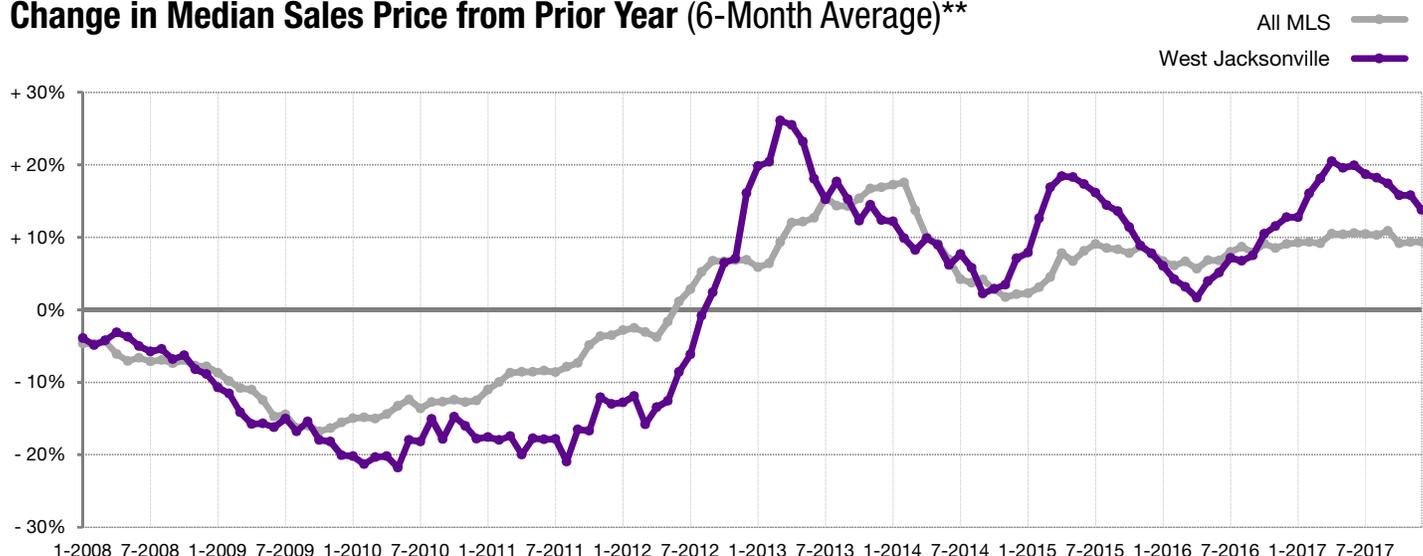


Year to Date

■ 2016 ■ 2017



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



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Local Market Update – December 2017

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



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

- 3.2%

Change in
New Listings

- 9.3%

Change in
Closed Sales

+ 26.3%

Change in
Median Sales Price

Region 07

December

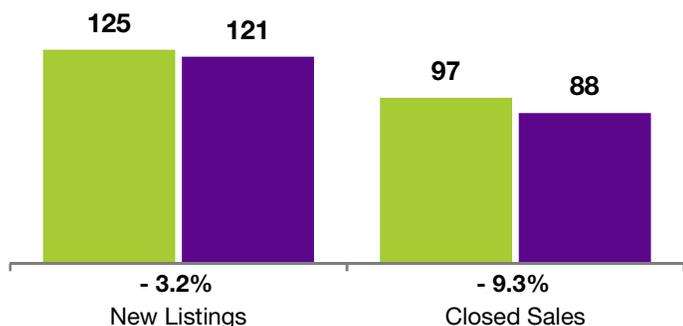
Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	125	121	- 3.2%	1,725	1,814	+ 5.2%
Closed Sales	97	88	- 9.3%	1,074	1,206	+ 12.3%
Median Sales Price*	\$38,000	\$48,000	+ 26.3%	\$35,000	\$48,900	+ 39.7%
Percent of Original List Price Received*	88.5%	89.0%	+ 0.6%	90.0%	89.8%	- 0.2%
Percent of Properties Sold Over List Price*	13.7%	6.8%	- 50.4%	18.8%	11.6%	- 38.3%
Days on Market Until Sale	64	60	- 6.3%	81	66	- 18.5%
Inventory of Homes for Sale	472	336	- 28.8%	--	--	--
Months Supply of Inventory	5.1	3.2	- 37.3%	--	--	--

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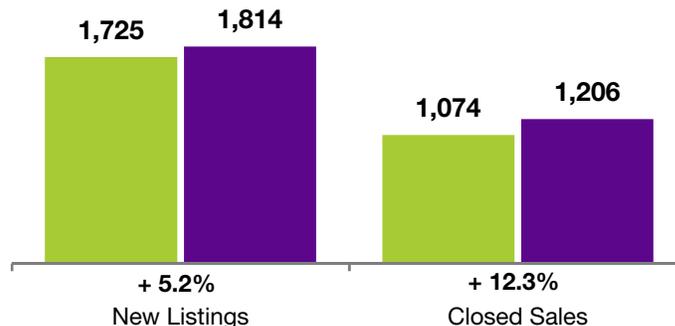
December

■ 2016 ■ 2017



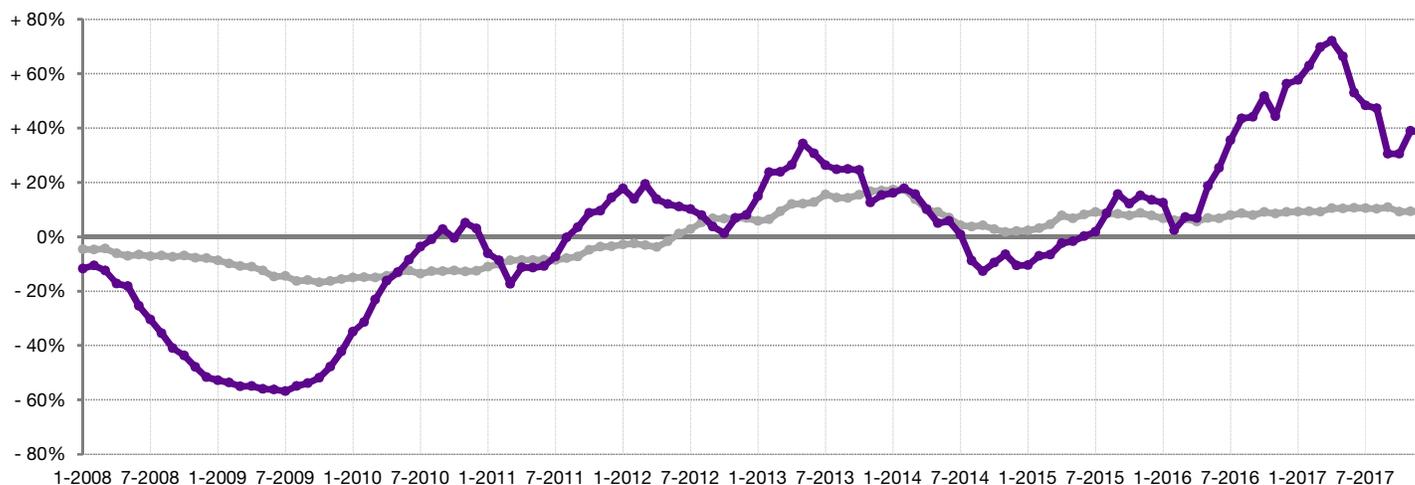
Year to Date

■ 2016 ■ 2017



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 – December 2017

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



Marietta / Whitehouse / Baldwin / Garden St / Dinsmore

+ 100.0%

- 8.3%

- 8.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 08

December

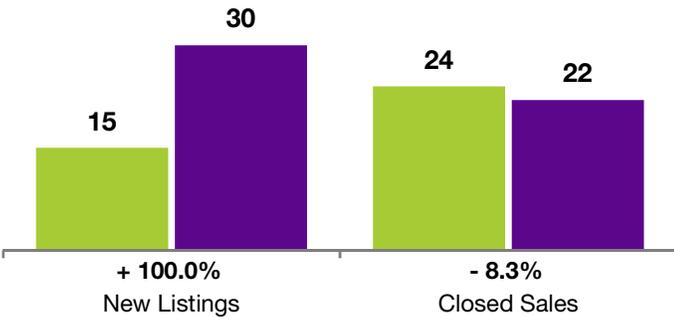
Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	15	30	+ 100.0%	373	269	- 27.9%
Closed Sales	24	22	- 8.3%	300	218	- 27.3%
Median Sales Price*	\$150,688	\$138,500	- 8.1%	\$150,000	\$144,450	- 3.7%
Percent of Original List Price Received*	91.9%	90.8%	- 1.2%	95.9%	93.3%	- 2.7%
Percent of Properties Sold Over List Price*	8.3%	18.2%	+ 119.3%	22.5%	13.9%	- 38.2%
Days on Market Until Sale	73	59	- 19.2%	75	69	- 8.0%
Inventory of Homes for Sale	66	62	- 6.1%	--	--	--
Months Supply of Inventory	2.6	3.5	+ 34.6%	--	--	--

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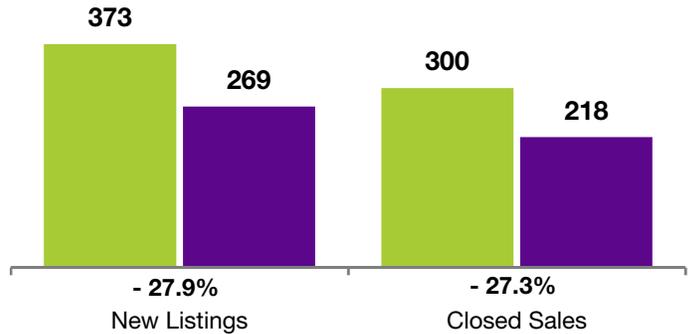
December

■ 2016 ■ 2017



Year to Date

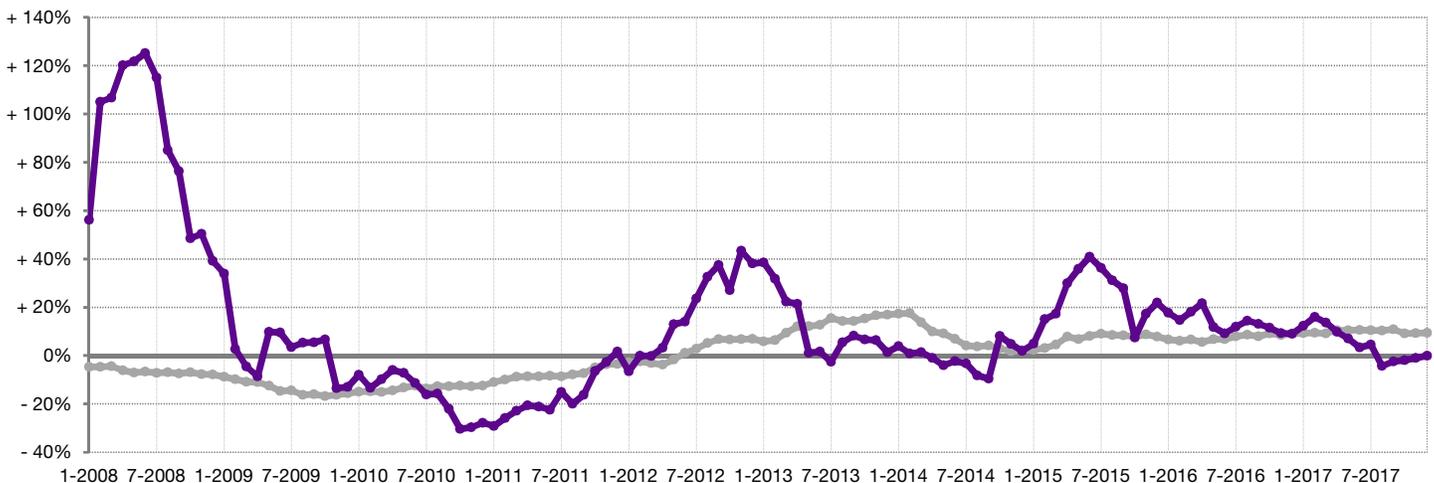
■ 2016 ■ 2017



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 – December 2017

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



Jacksonville - North

- 8.0%

Change in
New Listings

- 9.3%

Change in
Closed Sales

+ 0.5%

Change in
Median Sales Price

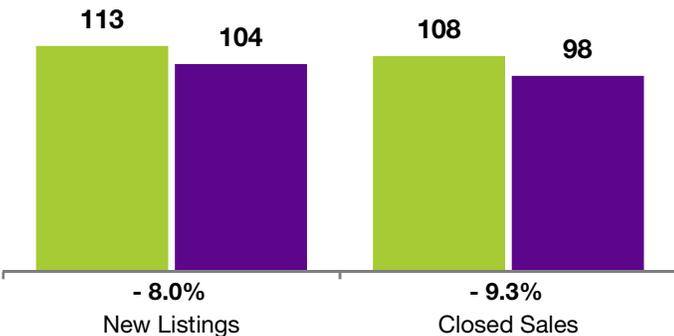
Region 09

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
New Listings	113	104	- 8.0%	1,846	1,845	- 0.1%
Closed Sales	108	98	- 9.3%	1,441	1,494	+ 3.7%
Median Sales Price*	\$189,495	\$190,500	+ 0.5%	\$183,000	\$190,000	+ 3.8%
Percent of Original List Price Received*	94.4%	95.3%	+ 1.0%	96.0%	96.1%	+ 0.1%
Percent of Properties Sold Over List Price*	15.7%	16.7%	+ 6.4%	19.7%	16.3%	- 17.3%
Days on Market Until Sale	98	72	- 26.5%	80	67	- 16.3%
Inventory of Homes for Sale	458	351	- 23.4%	--	--	--
Months Supply of Inventory	3.8	2.8	- 26.3%	--	--	--

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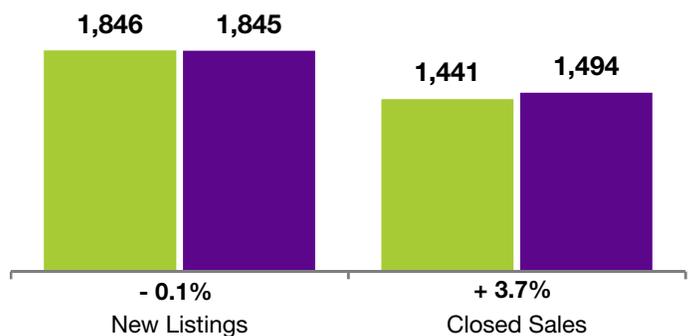
December

■ 2016 ■ 2017



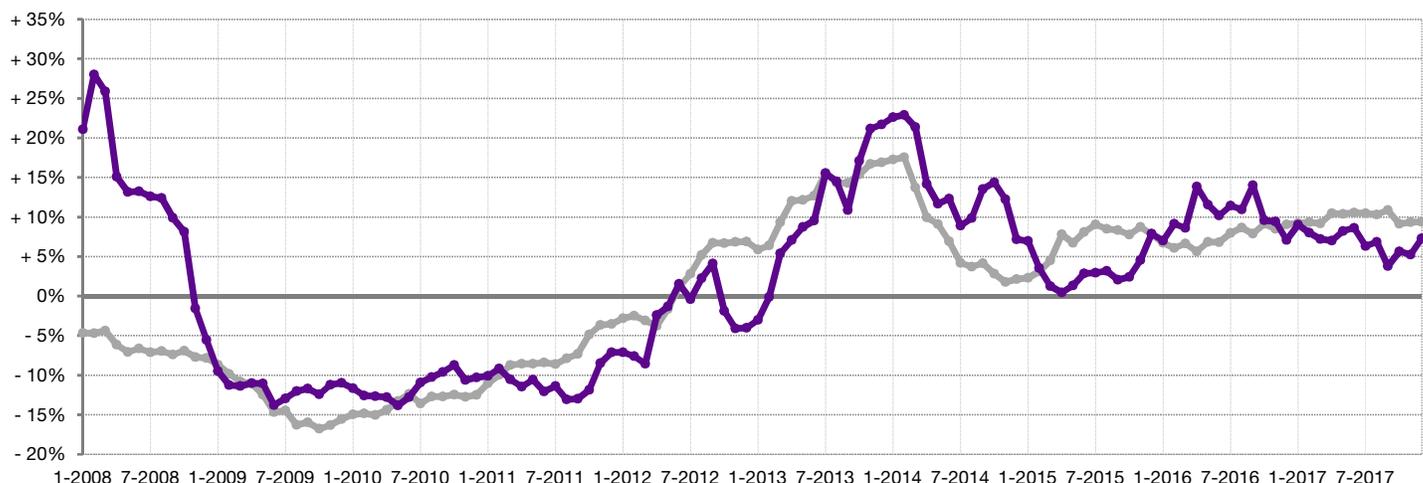
Year to Date

■ 2016 ■ 2017



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

All MLS —
Jacksonville - North —



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Local Market Update – December 2017

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



Fleming Island Area

+ 39.0%

+ 5.2%

- 8.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 12

December

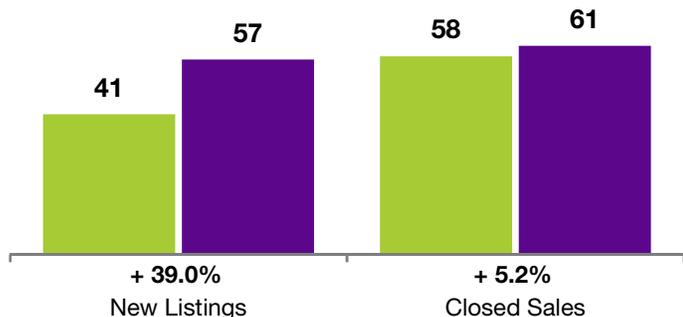
Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	41	57	+ 39.0%	881	855	- 3.0%
Closed Sales	58	61	+ 5.2%	635	677	+ 6.6%
Median Sales Price*	\$244,500	\$224,000	- 8.4%	\$249,000	\$259,900	+ 4.4%
Percent of Original List Price Received*	95.7%	96.4%	+ 0.7%	95.9%	95.9%	0.0%
Percent of Properties Sold Over List Price*	19.0%	3.3%	- 82.6%	18.0%	12.3%	- 31.7%
Days on Market Until Sale	69	48	- 30.4%	69	71	+ 2.9%
Inventory of Homes for Sale	205	135	- 34.1%	--	--	--
Months Supply of Inventory	4.0	2.4	- 40.0%	--	--	--

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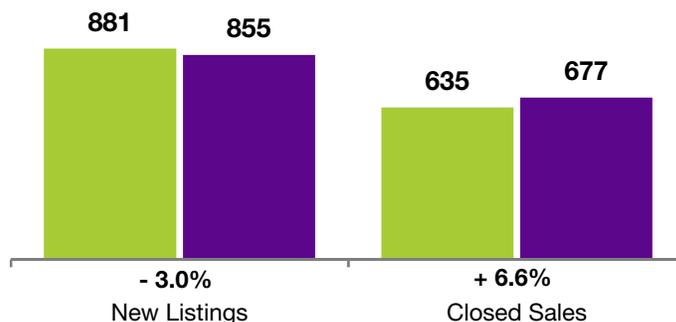
December

■ 2016 ■ 2017

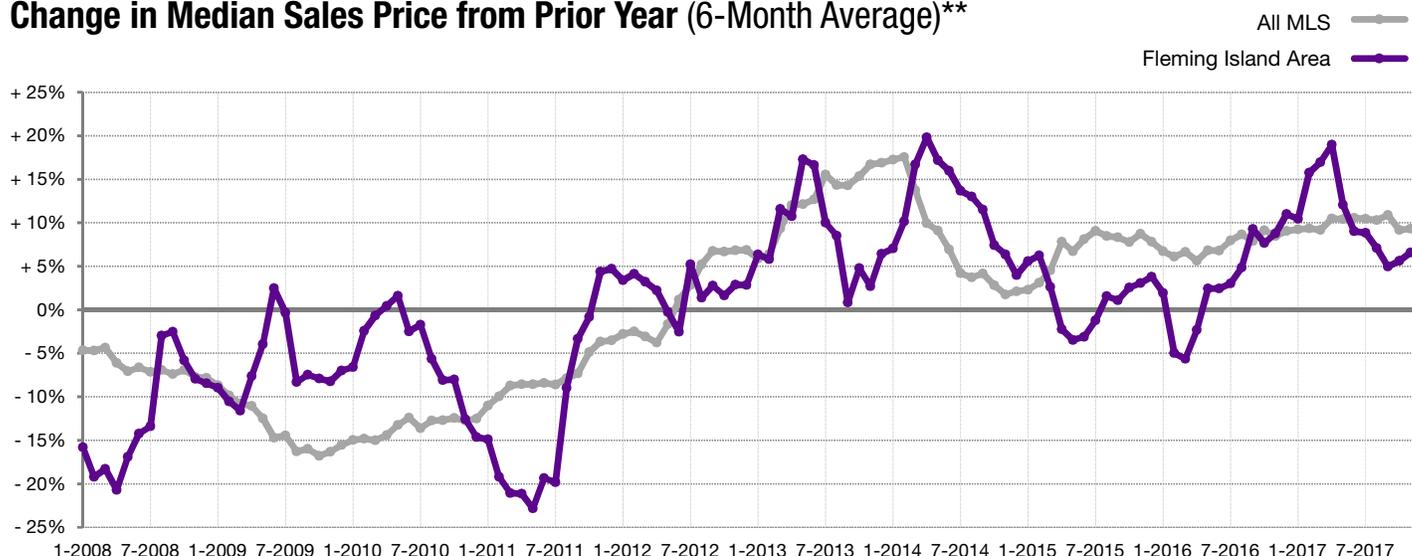


Year to Date

■ 2016 ■ 2017



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



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Local Market Update – December 2017

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



Orange Park

- 21.3%

+ 7.8%

+ 2.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 13

December

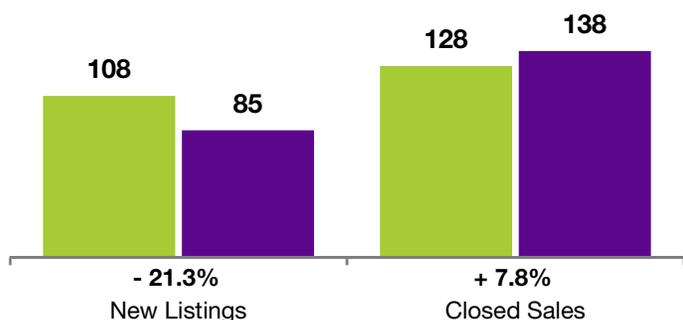
Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	108	85	- 21.3%	2,087	1,928	- 7.6%
Closed Sales	128	138	+ 7.8%	1,752	1,765	+ 0.7%
Median Sales Price*	\$180,500	\$185,500	+ 2.8%	\$160,000	\$177,500	+ 10.9%
Percent of Original List Price Received*	95.8%	96.2%	+ 0.4%	96.0%	97.0%	+ 1.0%
Percent of Properties Sold Over List Price*	20.3%	18.4%	- 9.4%	19.2%	20.4%	+ 6.3%
Days on Market Until Sale	71	58	- 18.3%	71	55	- 22.5%
Inventory of Homes for Sale	366	220	- 39.9%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--

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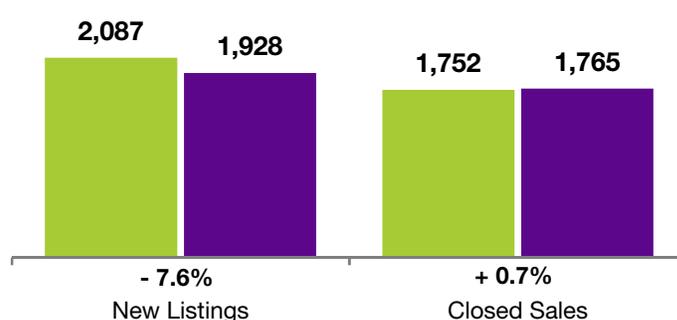
December

■ 2016 ■ 2017

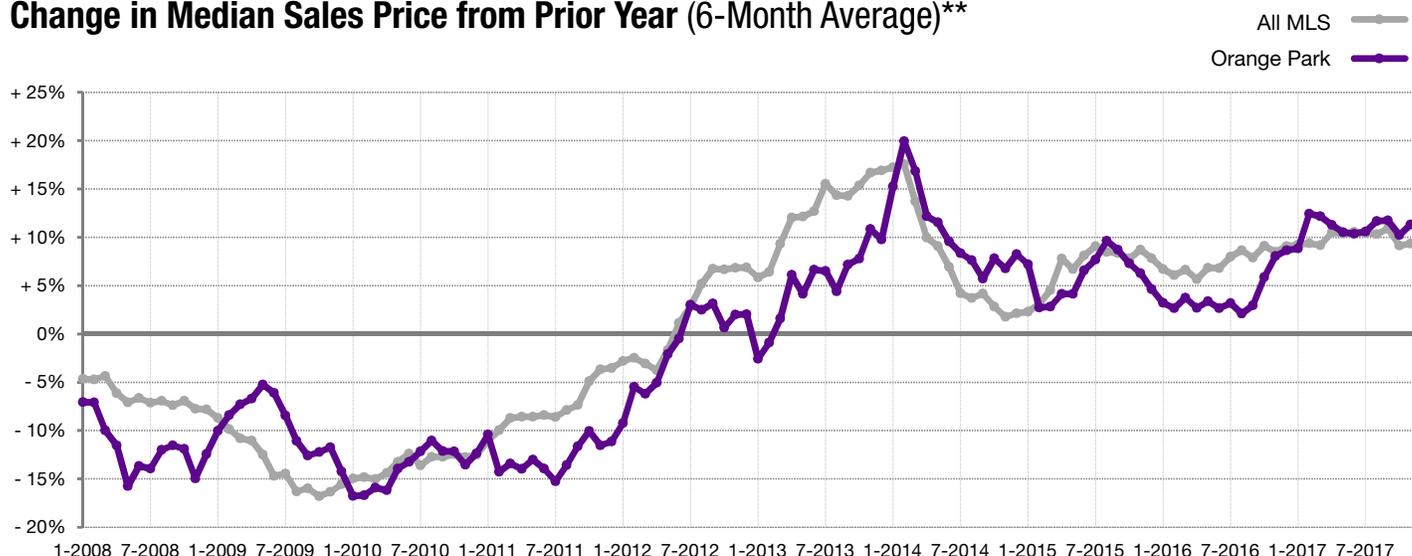


Year to Date

■ 2016 ■ 2017



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



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Local Market Update – December 2017

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NORTHEAST FLORIDA
ASSOCIATION OF REALTORS

Middleburg Vicinity

+ 7.2%

- 11.9%

+ 8.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 14

December

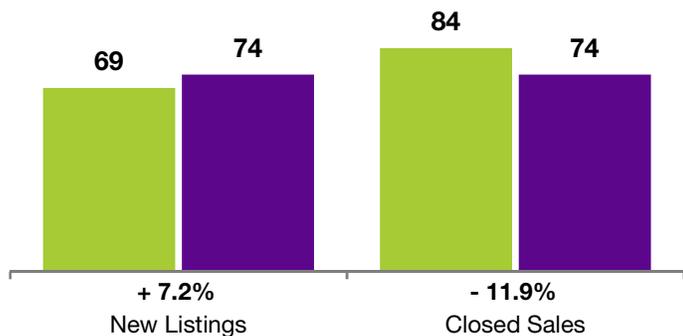
Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	69	74	+ 7.2%	1,205	1,163	- 3.5%
Closed Sales	84	74	- 11.9%	1,009	962	- 4.7%
Median Sales Price*	\$168,500	\$182,500	+ 8.3%	\$167,500	\$183,000	+ 9.3%
Percent of Original List Price Received*	96.2%	95.4%	- 0.8%	94.5%	95.8%	+ 1.4%
Percent of Properties Sold Over List Price*	14.3%	17.6%	+ 23.1%	15.4%	16.6%	+ 7.8%
Days on Market Until Sale	71	59	- 16.9%	79	66	- 16.5%
Inventory of Homes for Sale	300	203	- 32.3%	--	--	--
Months Supply of Inventory	3.7	2.4	- 35.1%	--	--	--

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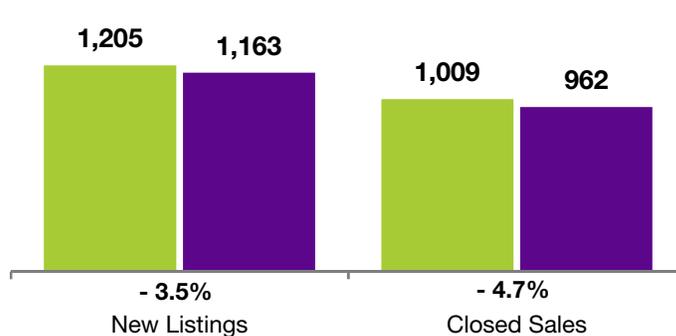
December

■ 2016 ■ 2017

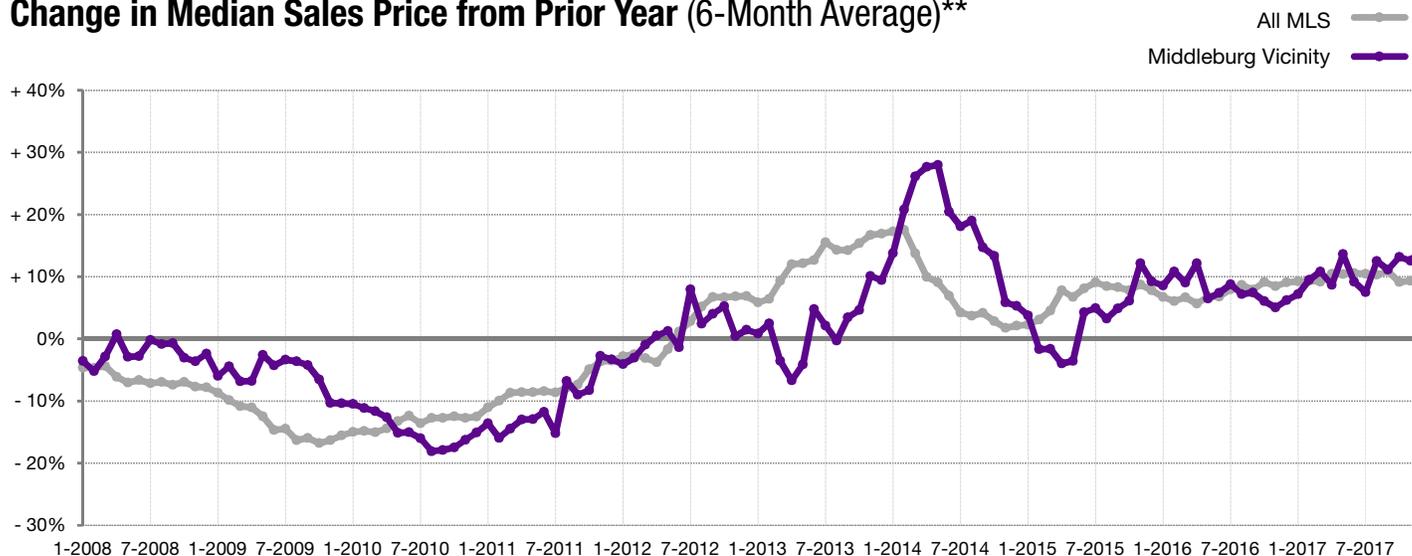


Year to Date

■ 2016 ■ 2017



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



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Keystone Heights Vicinity

Region 15

- 35.7%

0.0%

+ 60.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

December

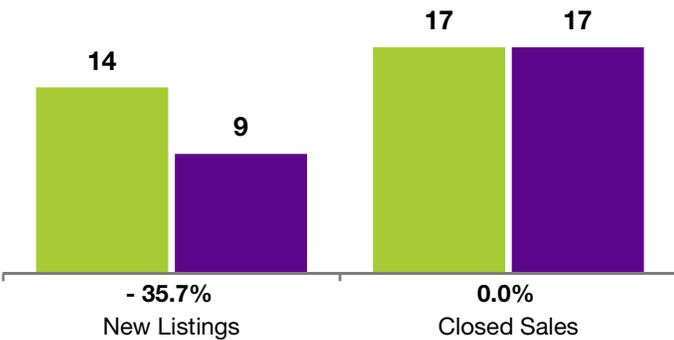
Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	14	9	- 35.7%	282	288	+ 2.1%
Closed Sales	17	17	0.0%	180	220	+ 22.2%
Median Sales Price*	\$89,000	\$142,500	+ 60.1%	\$95,000	\$120,000	+ 26.3%
Percent of Original List Price Received*	86.9%	95.6%	+ 10.0%	89.4%	92.1%	+ 3.0%
Percent of Properties Sold Over List Price*	11.8%	17.6%	+ 49.2%	10.6%	15.5%	+ 46.2%
Days on Market Until Sale	75	155	+ 106.7%	118	103	- 12.7%
Inventory of Homes for Sale	118	76	- 35.6%	--	--	--
Months Supply of Inventory	8.1	4.1	- 49.4%	--	--	--

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

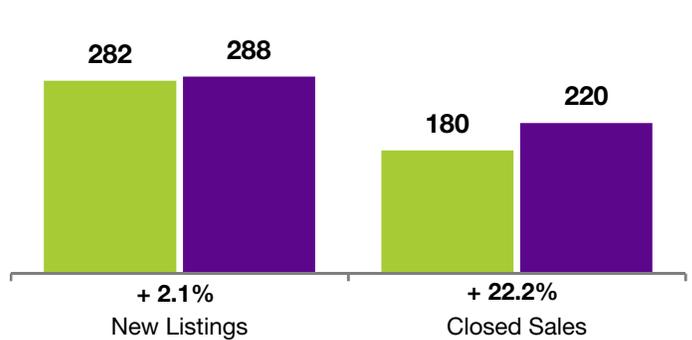
December

■ 2016 ■ 2017

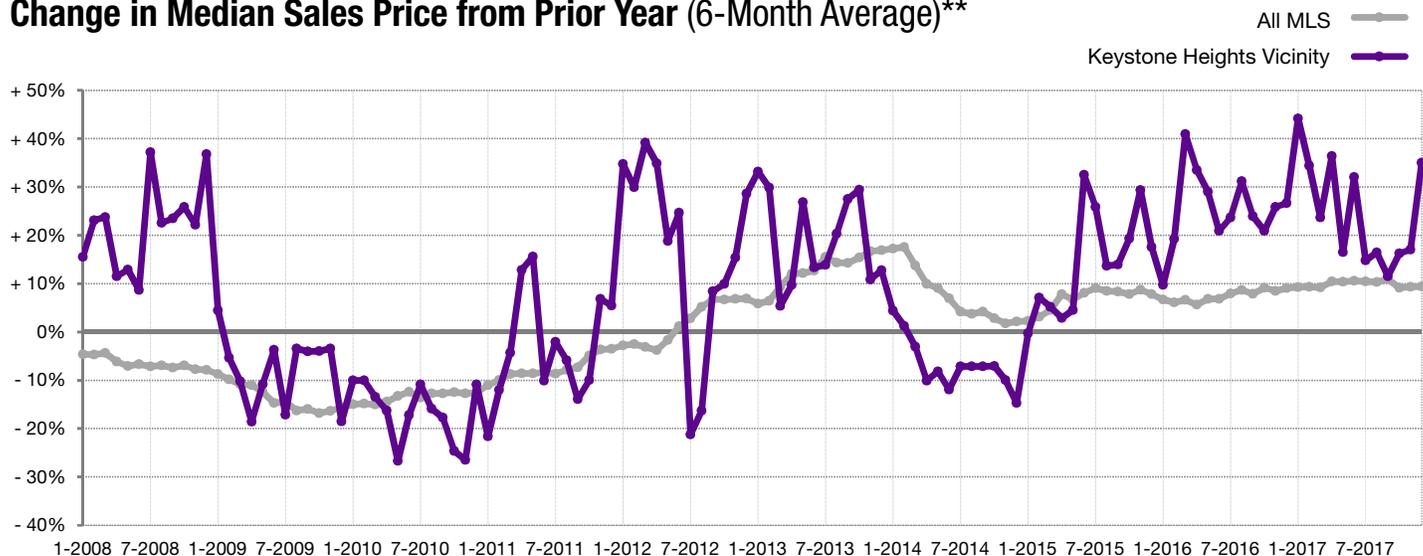


Year to Date

■ 2016 ■ 2017



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



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Local Market Update – December 2017

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



Green Cove Springs

+ 18.2%

Change in
New Listings

+ 20.0%

Change in
Closed Sales

+ 6.8%

Change in
Median Sales Price

Region 16

December

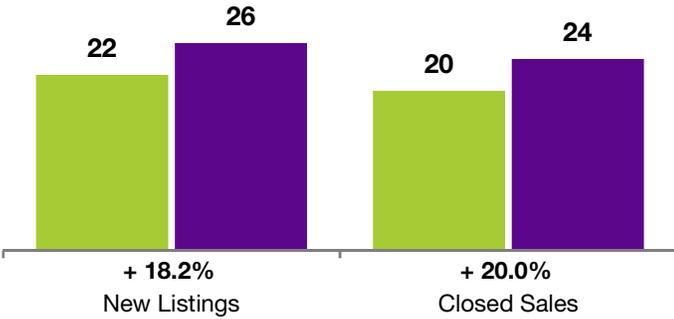
Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	22	26	+ 18.2%	342	406	+ 18.7%
Closed Sales	20	24	+ 20.0%	271	294	+ 8.5%
Median Sales Price*	\$204,495	\$218,500	+ 6.8%	\$206,000	\$200,000	- 2.9%
Percent of Original List Price Received*	97.2%	97.9%	+ 0.7%	95.8%	96.1%	+ 0.3%
Percent of Properties Sold Over List Price*	35.0%	8.3%	- 76.3%	22.6%	9.5%	- 58.0%
Days on Market Until Sale	77	89	+ 15.6%	89	86	- 3.4%
Inventory of Homes for Sale	112	104	- 7.1%	--	--	--
Months Supply of Inventory	5.4	3.9	- 27.8%	--	--	--

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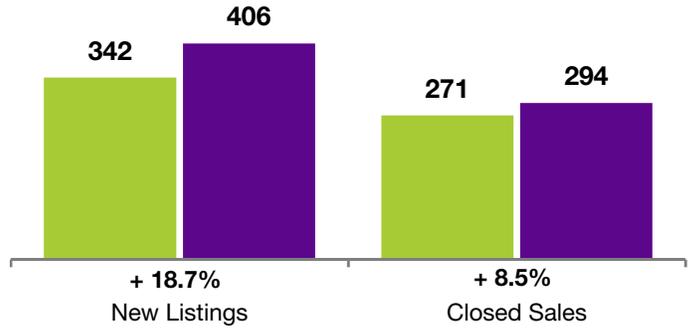
December

■ 2016 ■ 2017

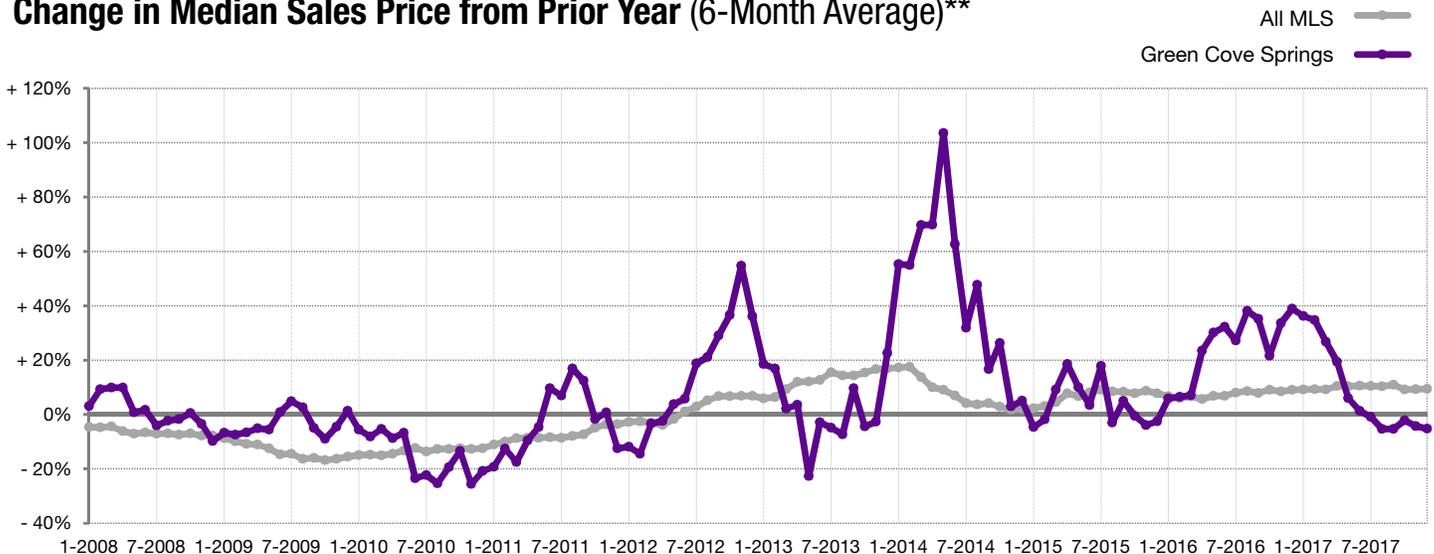


Year to Date

■ 2016 ■ 2017



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



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Local Market Update – December 2017

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Jacksonville Beach

0.0%

Change in
New Listings

- 8.9%

Change in
Closed Sales

+ 8.5%

Change in
Median Sales Price

Region 21

December

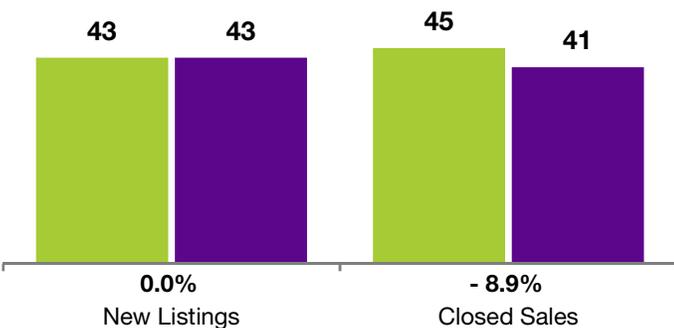
Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	43	43	0.0%	764	847	+ 10.9%
Closed Sales	45	41	- 8.9%	605	611	+ 1.0%
Median Sales Price*	\$341,000	\$370,000	+ 8.5%	\$320,650	\$360,000	+ 12.3%
Percent of Original List Price Received*	96.1%	95.3%	- 0.8%	95.2%	95.5%	+ 0.3%
Percent of Properties Sold Over List Price*	6.7%	7.3%	+ 9.0%	7.9%	9.8%	+ 24.1%
Days on Market Until Sale	70	70	0.0%	79	66	- 16.5%
Inventory of Homes for Sale	169	162	- 4.1%	--	--	--
Months Supply of Inventory	3.4	3.2	- 5.9%	--	--	--

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

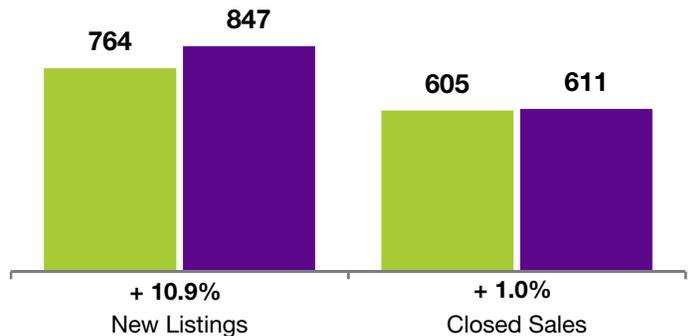
December

■ 2016 ■ 2017

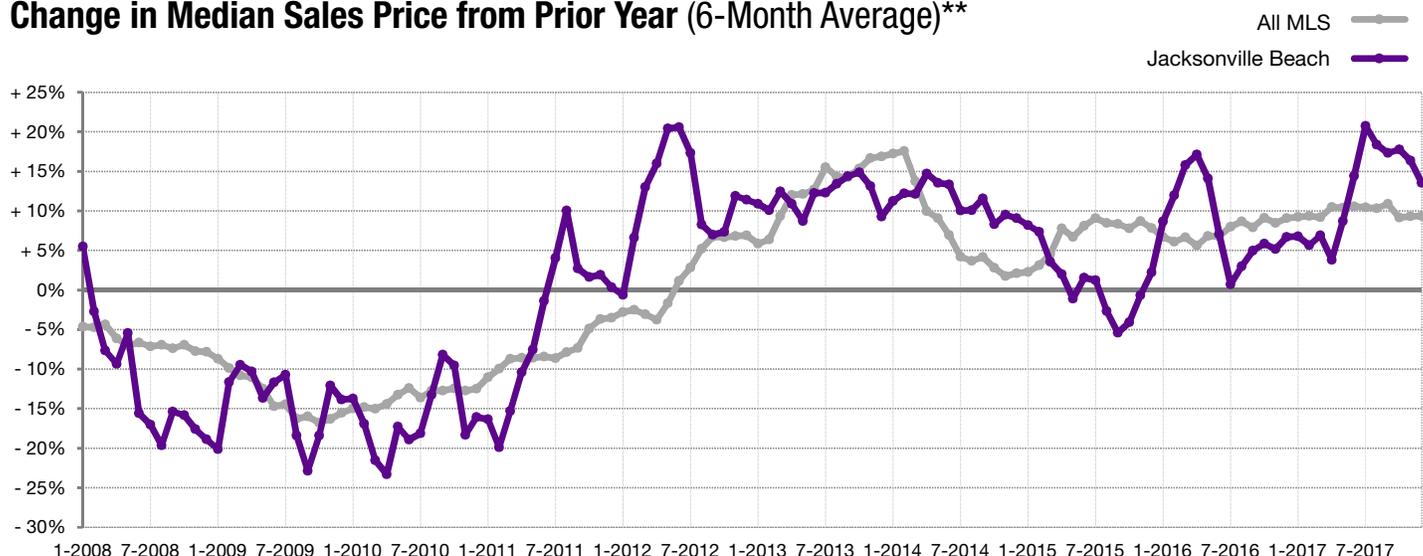


Year to Date

■ 2016 ■ 2017



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

Local Market Update – December 2017

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



NORTHEAST FLORIDA
ASSOCIATION OF REALTORS

Neptune Beach

- 11.1%

- 14.3%

- 3.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 22

December

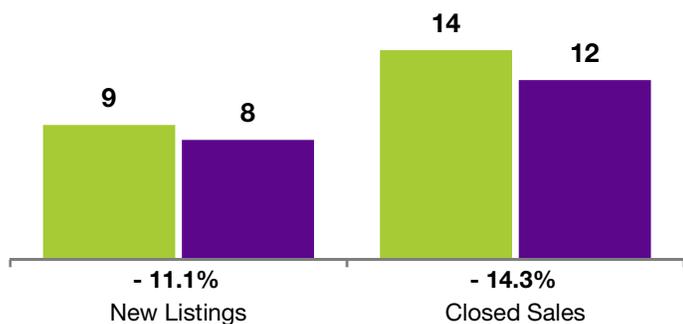
Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	9	8	- 11.1%	167	148	- 11.4%
Closed Sales	14	12	- 14.3%	122	120	- 1.6%
Median Sales Price*	\$412,500	\$399,500	- 3.2%	\$362,000	\$393,500	+ 8.7%
Percent of Original List Price Received*	91.0%	91.9%	+ 1.0%	95.0%	94.4%	- 0.6%
Percent of Properties Sold Over List Price*	14.3%	8.3%	- 42.0%	15.6%	11.7%	- 25.0%
Days on Market Until Sale	104	80	- 23.1%	67	67	0.0%
Inventory of Homes for Sale	40	24	- 40.0%	--	--	--
Months Supply of Inventory	4.1	2.4	- 41.5%	--	--	--

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December

■ 2016 ■ 2017

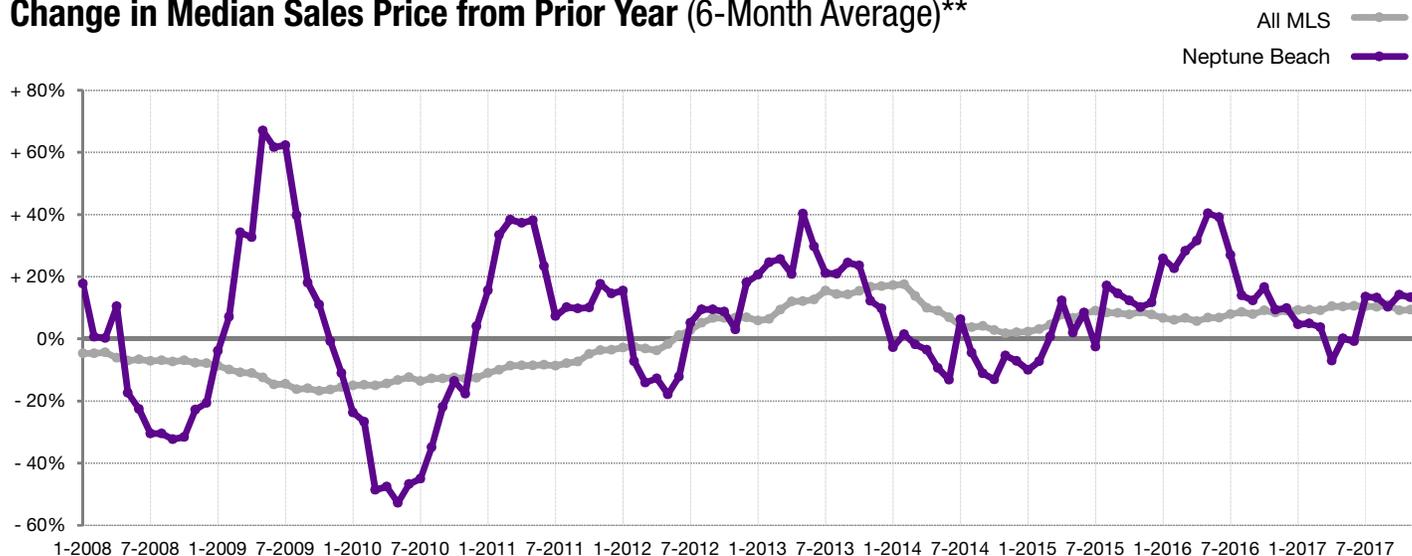


Year to Date

■ 2016 ■ 2017



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



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Local Market Update – December 2017

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



Atlantic Beach

+ 7.7%

- 22.2%

+ 3.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 23

December

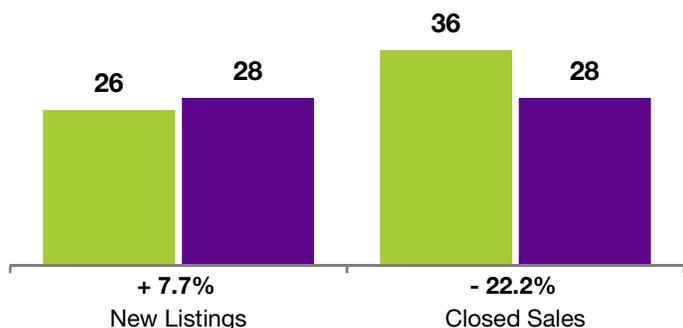
Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	26	28	+ 7.7%	462	491	+ 6.3%
Closed Sales	36	28	- 22.2%	345	365	+ 5.8%
Median Sales Price*	\$267,500	\$277,225	+ 3.6%	\$262,500	\$296,110	+ 12.8%
Percent of Original List Price Received*	94.6%	93.9%	- 0.7%	94.5%	95.8%	+ 1.4%
Percent of Properties Sold Over List Price*	22.2%	10.7%	- 51.8%	15.7%	16.5%	+ 5.1%
Days on Market Until Sale	63	60	- 4.8%	71	70	- 1.4%
Inventory of Homes for Sale	119	121	+ 1.7%	--	--	--
Months Supply of Inventory	4.4	3.8	- 13.6%	--	--	--

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

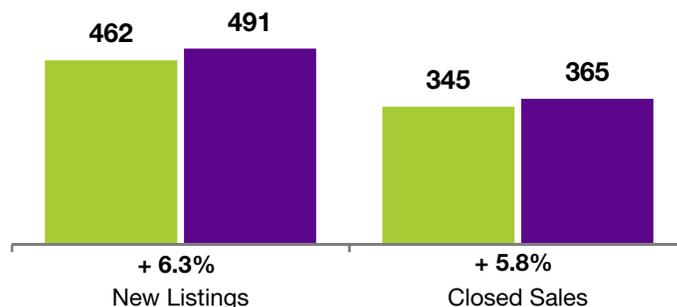
December

■ 2016 ■ 2017

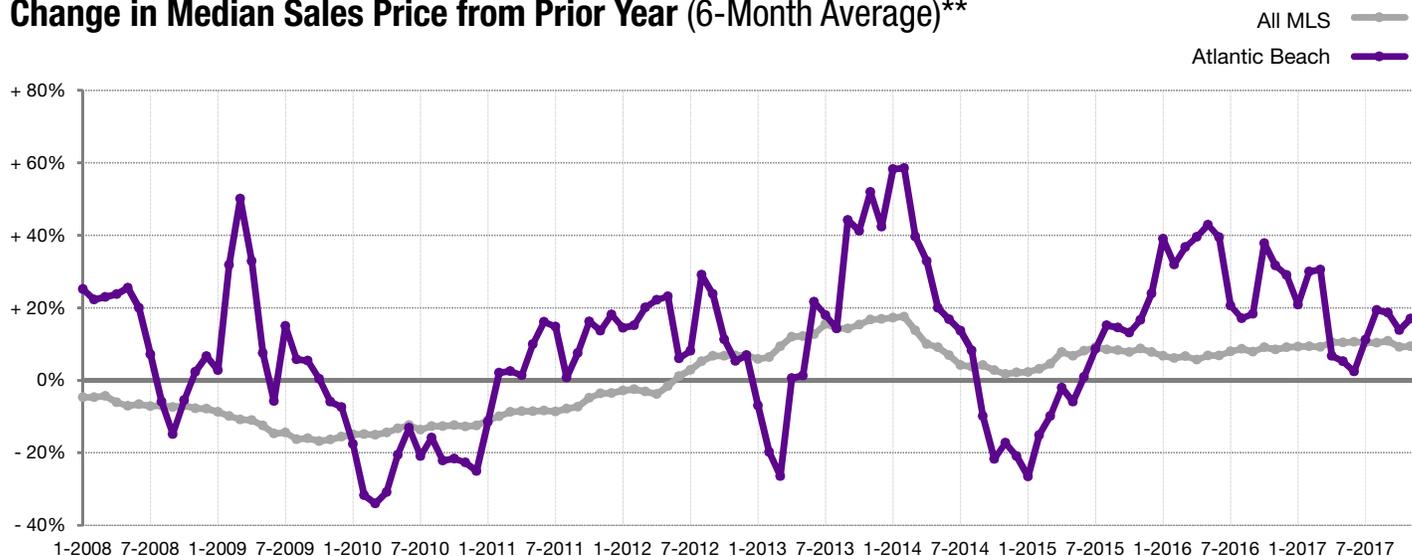


Year to Date

■ 2016 ■ 2017



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



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Local Market Update – December 2017

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



NE St. Johns County – Ponte Vedra Beach North

+ 54.5%

+ 11.1%

- 2.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 25

December

Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	11	17	+ 54.5%	308	318	+ 3.2%
Closed Sales	18	20	+ 11.1%	200	214	+ 7.0%
Median Sales Price*	\$360,000	\$352,500	- 2.1%	\$308,500	\$586,250	+ 90.0%
Percent of Original List Price Received*	92.2%	91.7%	- 0.5%	93.4%	93.0%	- 0.4%
Percent of Properties Sold Over List Price*	0.0%	0.0%	--	8.0%	7.9%	- 1.3%
Days on Market Until Sale	95	96	+ 1.1%	83	93	+ 12.0%
Inventory of Homes for Sale	98	95	- 3.1%	--	--	--
Months Supply of Inventory	5.9	5.4	- 8.5%	--	--	--

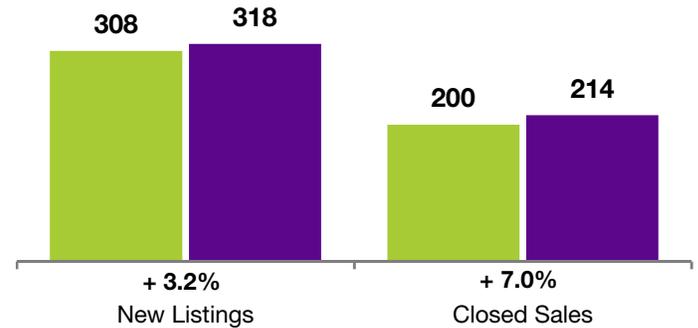
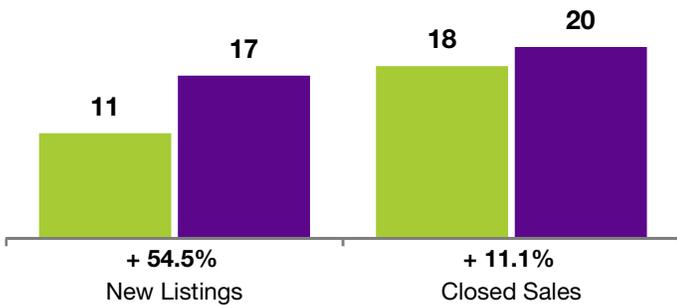
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

■ 2016 ■ 2017

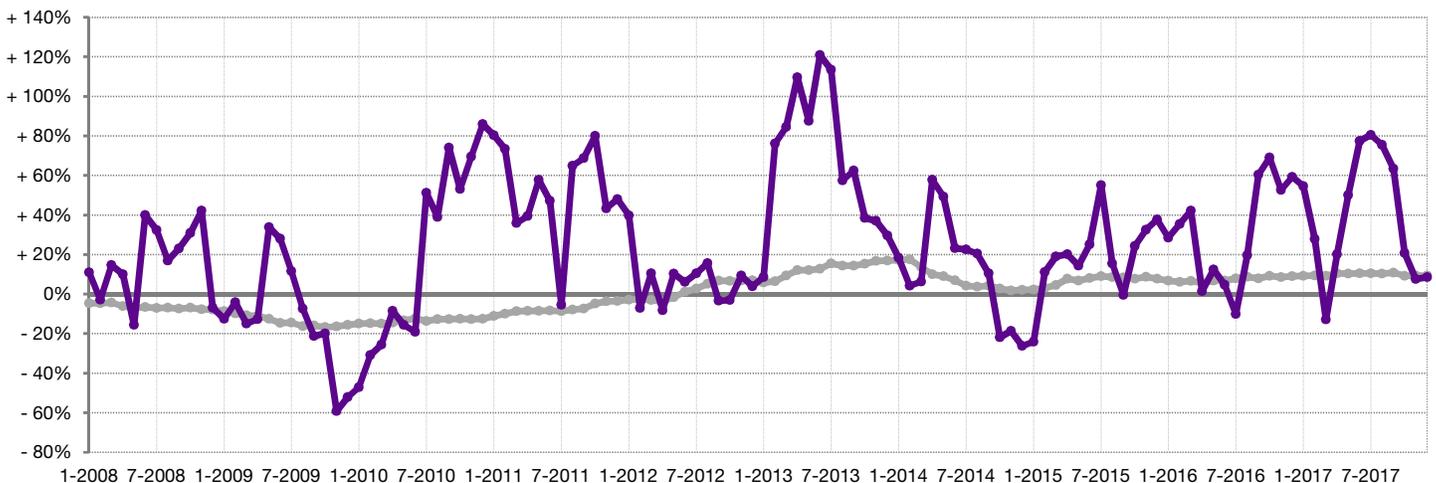
Year to Date

■ 2016 ■ 2017



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 – December 2017

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



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

+ 23.8%

+ 5.3%

- 2.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 26

December

Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	42	52	+ 23.8%	1,025	1,036	+ 1.1%
Closed Sales	57	60	+ 5.3%	651	705	+ 8.3%
Median Sales Price*	\$407,400	\$395,500	- 2.9%	\$424,000	\$445,000	+ 5.0%
Percent of Original List Price Received*	92.4%	92.7%	+ 0.3%	93.3%	94.7%	+ 1.5%
Percent of Properties Sold Over List Price*	7.0%	3.3%	- 52.9%	5.1%	8.1%	+ 58.8%
Days on Market Until Sale	116	92	- 20.7%	105	90	- 14.3%
Inventory of Homes for Sale	301	292	- 3.0%	--	--	--
Months Supply of Inventory	5.6	5.0	- 10.7%	--	--	--

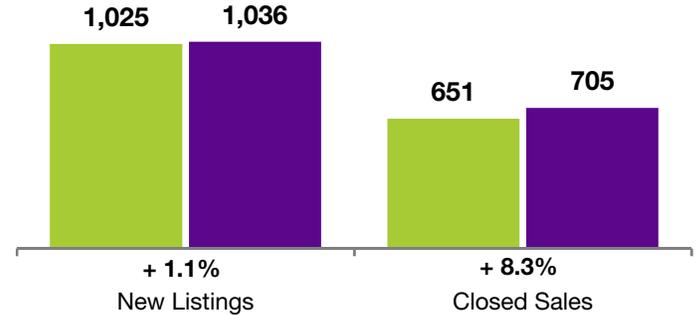
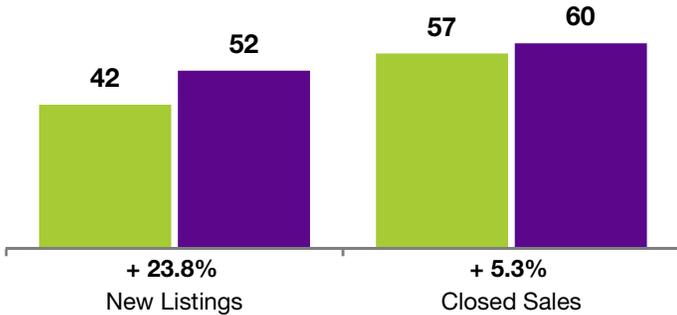
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December

■ 2016 ■ 2017

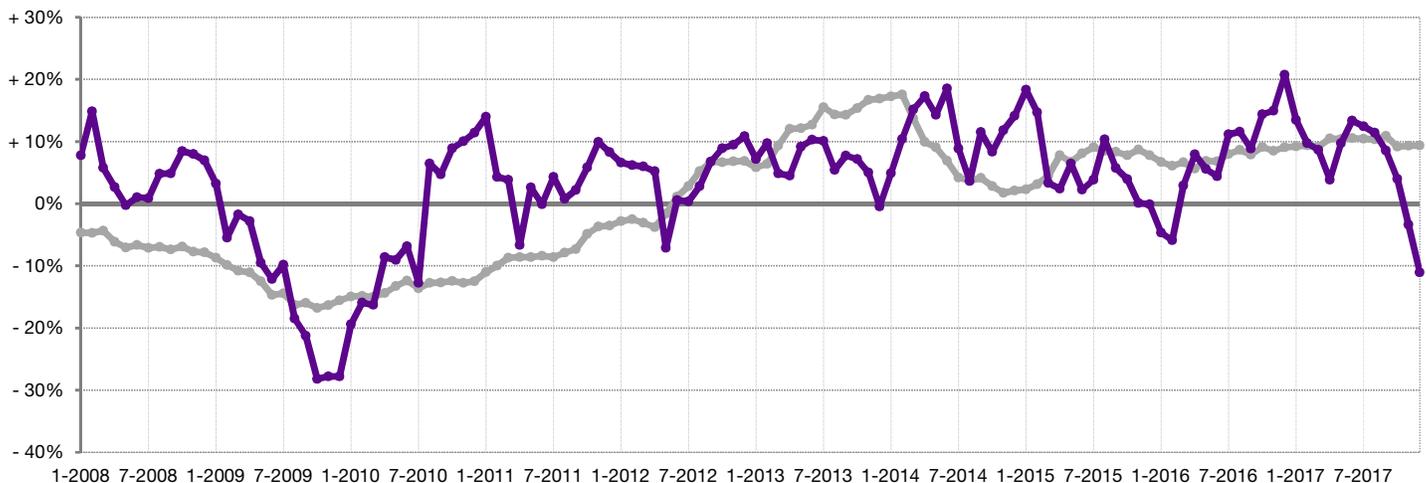
Year to Date

■ 2016 ■ 2017



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 – December 2017

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



Ponte Vedra / Nocatee (St. Johns County)

+ 25.9%

+ 25.3%

+ 12.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 27

December

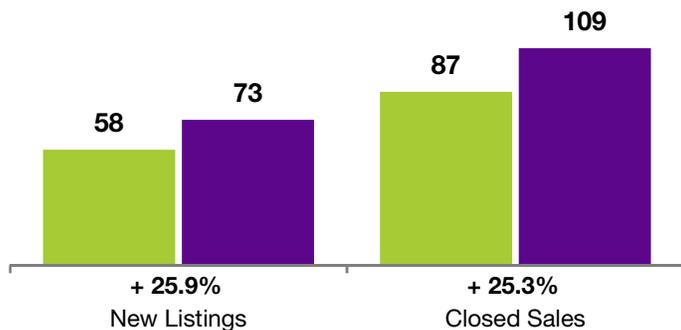
Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	58	73	+ 25.9%	1,036	982	- 5.2%
Closed Sales	87	109	+ 25.3%	859	903	+ 5.1%
Median Sales Price*	\$365,594	\$410,000	+ 12.1%	\$376,680	\$389,900	+ 3.5%
Percent of Original List Price Received*	98.3%	98.5%	+ 0.2%	98.4%	98.7%	+ 0.3%
Percent of Properties Sold Over List Price*	13.8%	14.7%	+ 6.5%	21.0%	14.3%	- 31.9%
Days on Market Until Sale	73	65	- 11.0%	66	82	+ 24.2%
Inventory of Homes for Sale	232	169	- 27.2%	--	--	--
Months Supply of Inventory	3.3	2.3	- 30.3%	--	--	--

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

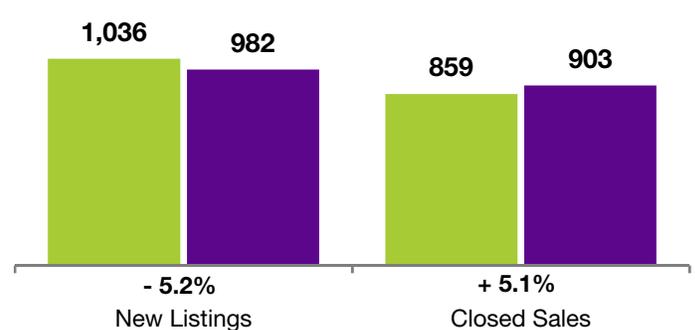
December

■ 2016 ■ 2017



Year to Date

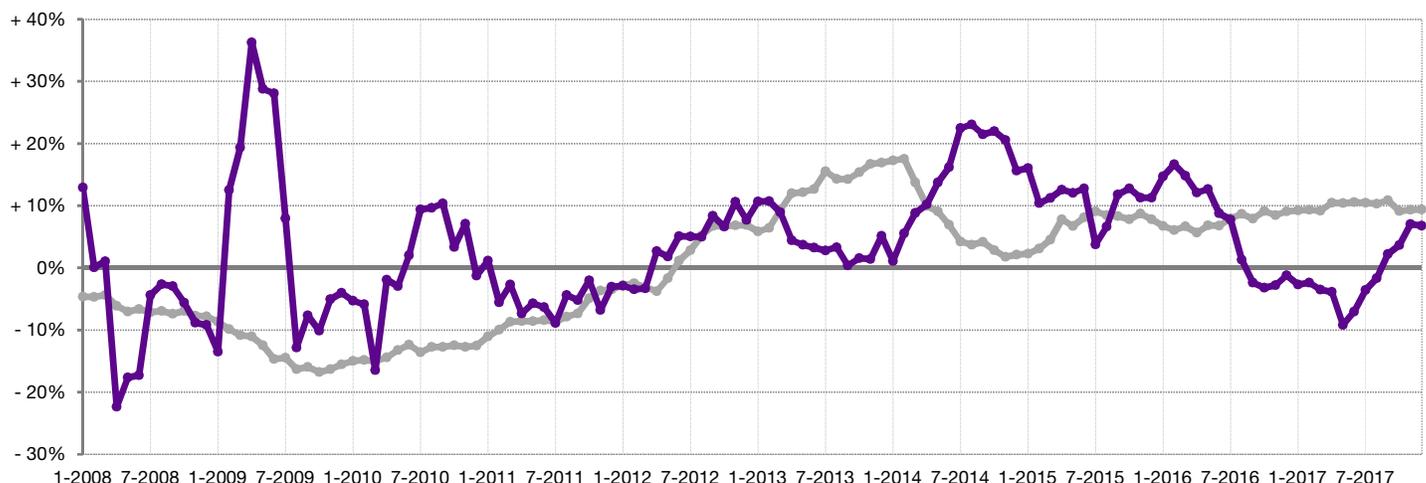
■ 2016 ■ 2017



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 – December 2017

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



St. Johns County - NW

Region 30

+ 31.4%

Change in
New Listings

+ 3.8%

Change in
Closed Sales

+ 11.5%

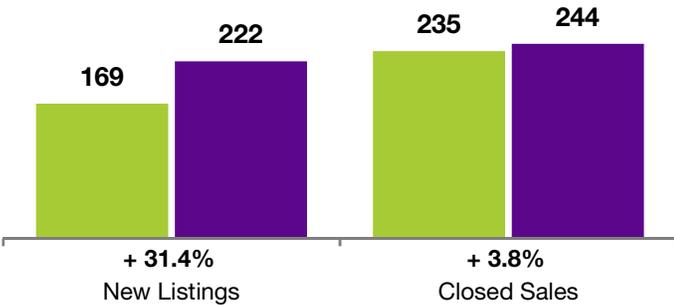
Change in
Median Sales Price

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
New Listings	169	222	+ 31.4%	3,406	3,600	+ 5.7%
Closed Sales	235	244	+ 3.8%	2,562	2,763	+ 7.8%
Median Sales Price*	\$286,980	\$319,950	+ 11.5%	\$285,000	\$297,745	+ 4.5%
Percent of Original List Price Received*	96.2%	96.7%	+ 0.5%	96.5%	96.3%	- 0.2%
Percent of Properties Sold Over List Price*	13.2%	9.0%	- 31.8%	15.5%	11.8%	- 23.9%
Days on Market Until Sale	79	84	+ 6.3%	74	81	+ 9.5%
Inventory of Homes for Sale	775	843	+ 8.8%	--	--	--
Months Supply of Inventory	3.6	3.6	0.0%	--	--	--

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

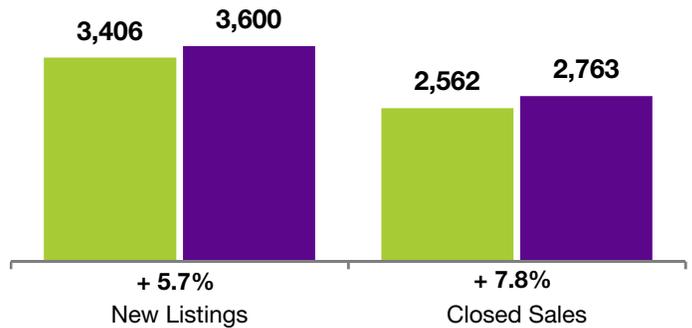
December

■ 2016 ■ 2017



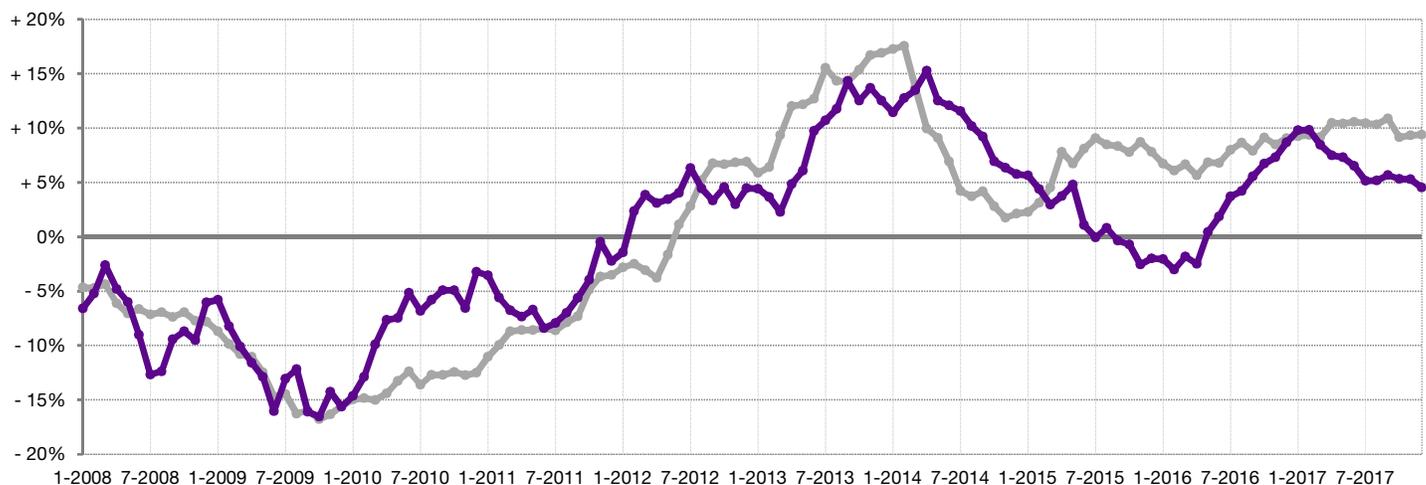
Year to Date

■ 2016 ■ 2017



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

All MLS — St. Johns County - NW —



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Local Market Update – December 2017

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



St. Johns County - NE

+ 50.0%

+ 72.2%

- 2.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 31

December

Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	20	30	+ 50.0%	443	494	+ 11.5%
Closed Sales	18	31	+ 72.2%	332	312	- 6.0%
Median Sales Price*	\$428,740	\$417,500	- 2.6%	\$355,000	\$377,950	+ 6.5%
Percent of Original List Price Received*	95.9%	94.5%	- 1.5%	95.8%	94.7%	- 1.1%
Percent of Properties Sold Over List Price*	5.6%	6.5%	+ 16.1%	9.6%	7.4%	- 22.9%
Days on Market Until Sale	71	94	+ 32.4%	108	98	- 9.3%
Inventory of Homes for Sale	147	146	- 0.7%	--	--	--
Months Supply of Inventory	5.5	5.5	0.0%	--	--	--

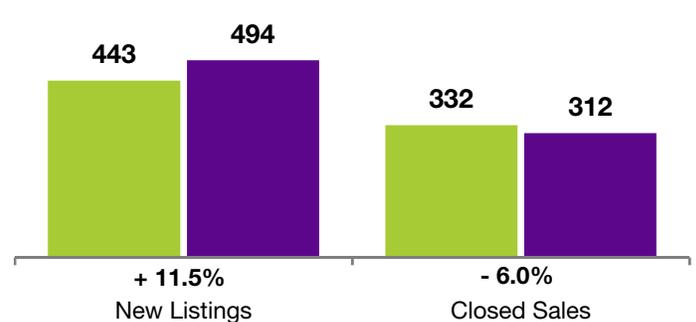
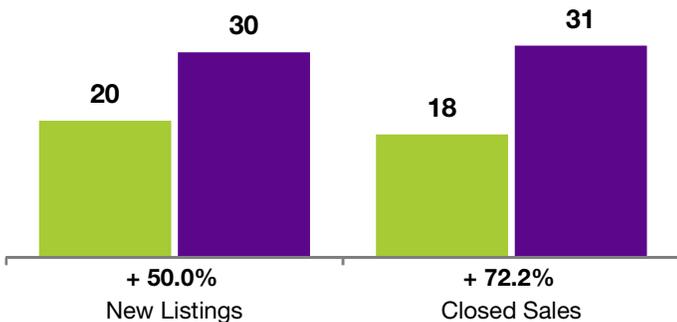
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December

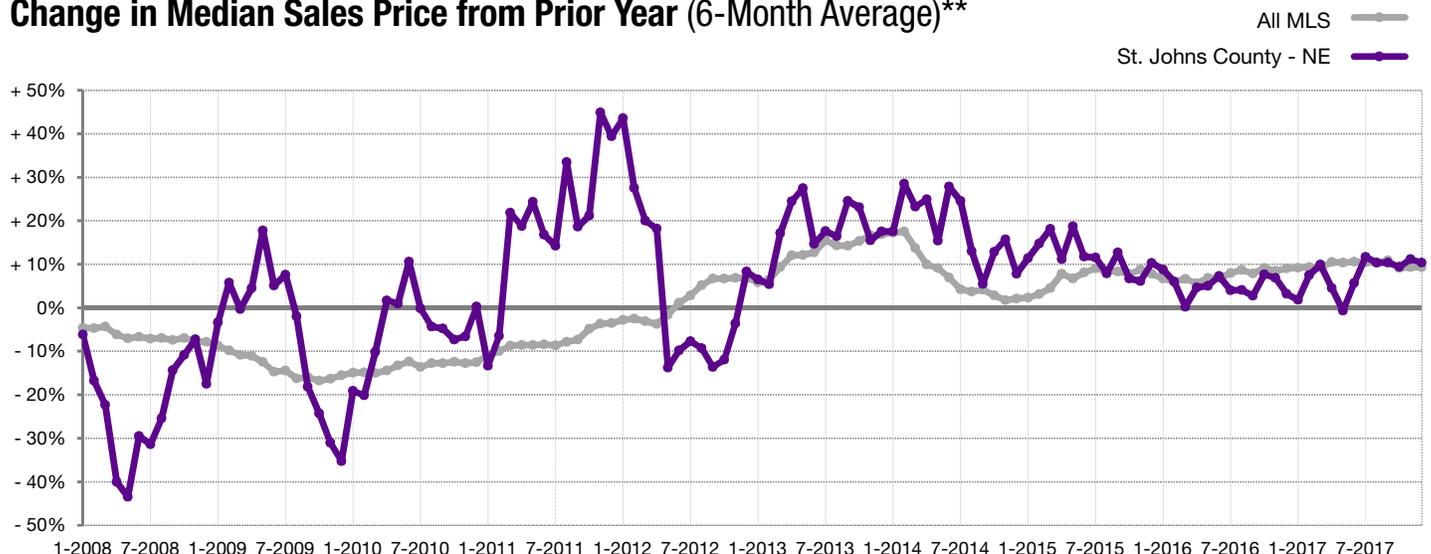
■ 2016 ■ 2017

Year to Date

■ 2016 ■ 2017



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



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Local Market Update – December 2017

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



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

+ 23.1%

- 18.2%

+ 21.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 32

December

Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	13	16	+ 23.1%	202	210	+ 4.0%
Closed Sales	11	9	- 18.2%	131	121	- 7.6%
Median Sales Price*	\$285,000	\$345,000	+ 21.1%	\$265,000	\$320,000	+ 20.8%
Percent of Original List Price Received*	93.4%	93.0%	- 0.4%	91.6%	91.5%	- 0.1%
Percent of Properties Sold Over List Price*	0.0%	0.0%	--	4.6%	4.1%	- 10.9%
Days on Market Until Sale	94	66	- 29.8%	113	122	+ 8.0%
Inventory of Homes for Sale	90	83	- 7.8%	--	--	--
Months Supply of Inventory	8.6	8.1	- 5.8%	--	--	--

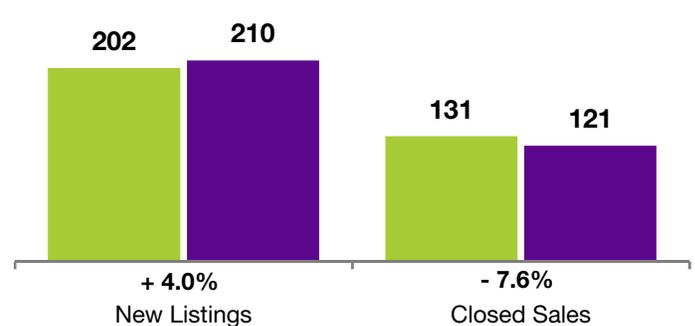
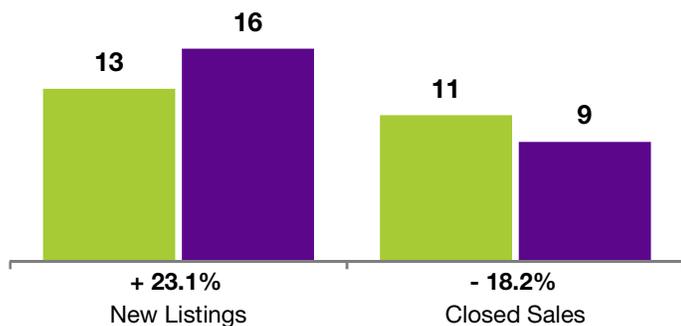
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December

■ 2016 ■ 2017

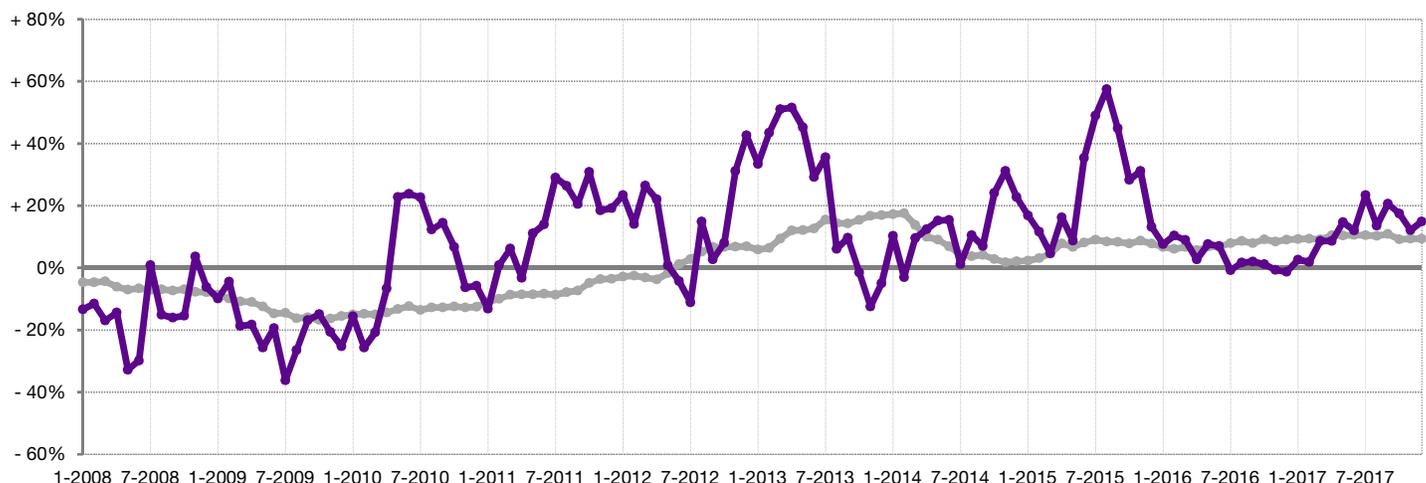
Year to Date

■ 2016 ■ 2017



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 – December 2017

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



St. Johns County - SE

Region 33

- 1.1%

Change in
New Listings

- 3.6%

Change in
Closed Sales

+ 12.3%

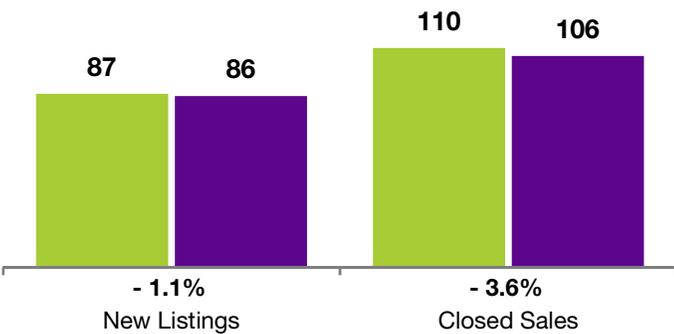
Change in
Median Sales Price

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
New Listings	87	86	- 1.1%	1,485	1,716	+ 15.6%
Closed Sales	110	106	- 3.6%	1,136	1,204	+ 6.0%
Median Sales Price*	\$218,250	\$245,000	+ 12.3%	\$225,000	\$241,479	+ 7.3%
Percent of Original List Price Received*	96.5%	94.1%	- 2.5%	95.3%	95.4%	+ 0.1%
Percent of Properties Sold Over List Price*	14.5%	5.7%	- 60.7%	8.2%	7.6%	- 7.3%
Days on Market Until Sale	85	81	- 4.7%	91	89	- 2.2%
Inventory of Homes for Sale	449	456	+ 1.6%	--	--	--
Months Supply of Inventory	4.8	4.4	- 8.3%	--	--	--

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

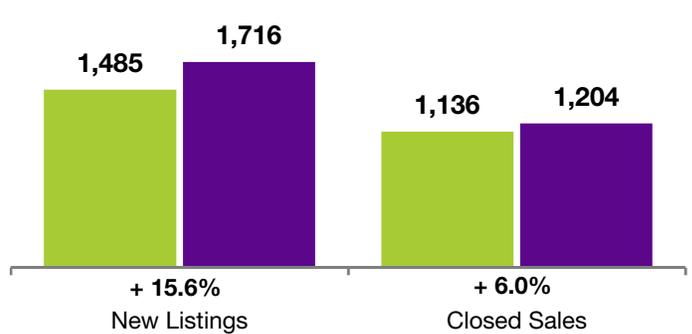
December

■ 2016 ■ 2017

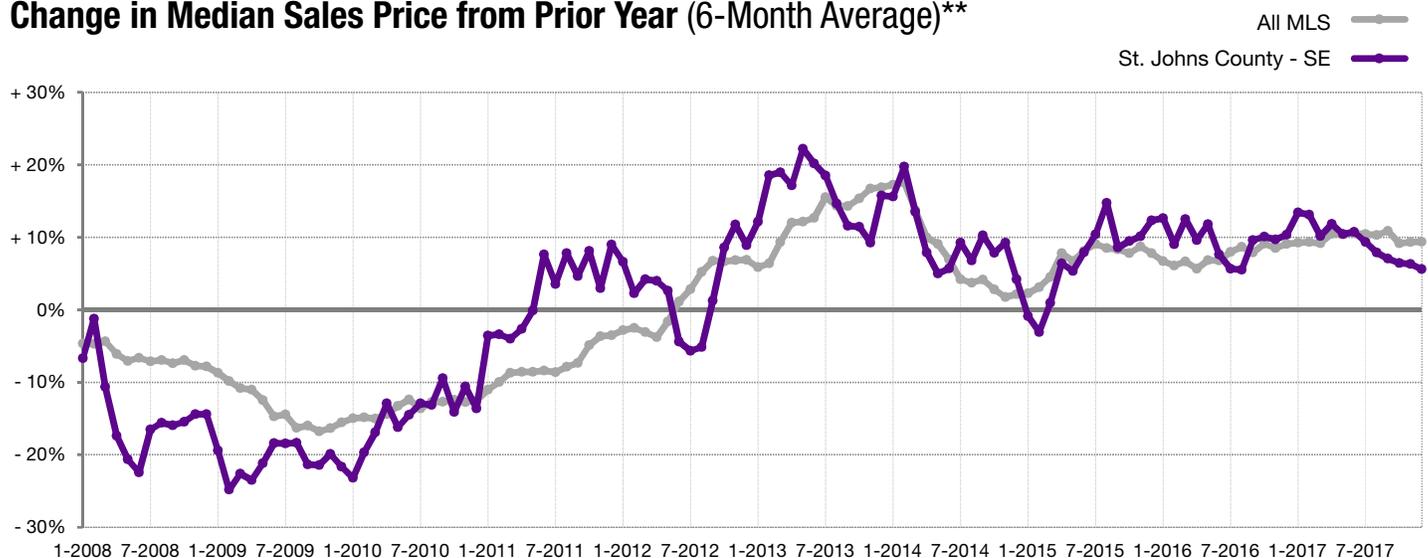


Year to Date

■ 2016 ■ 2017



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



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Local Market Update – December 2017

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



St. Johns County - SW

Region 34

+ 22.2%

0.0%

+ 236.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
New Listings	9	11	+ 22.2%	158	156	- 1.3%
Closed Sales	8	8	0.0%	105	86	- 18.1%
Median Sales Price*	\$89,250	\$300,000	+ 236.1%	\$140,000	\$225,000	+ 60.7%
Percent of Original List Price Received*	97.8%	85.1%	- 13.0%	93.5%	94.9%	+ 1.5%
Percent of Properties Sold Over List Price*	37.5%	0.0%	- 100.0%	16.2%	20.0%	+ 23.5%
Days on Market Until Sale	30	132	+ 340.0%	80	77	- 3.8%
Inventory of Homes for Sale	40	52	+ 30.0%	--	--	--
Months Supply of Inventory	4.6	6.6	+ 43.5%	--	--	--

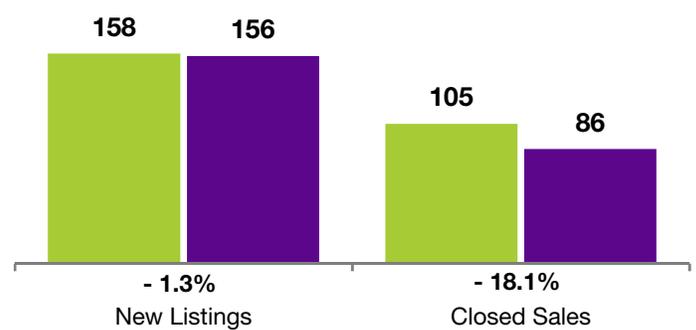
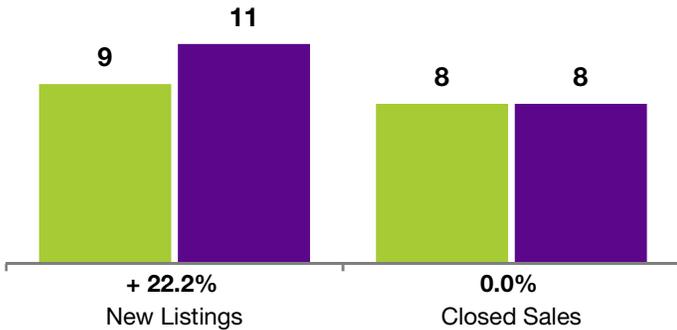
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

December

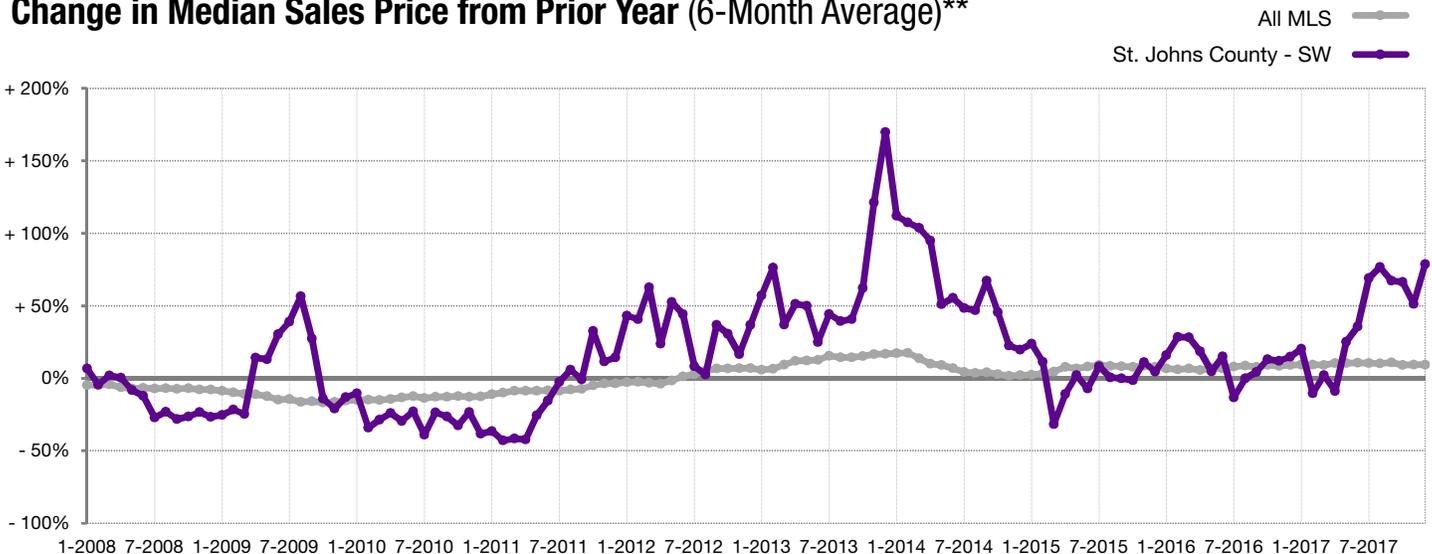
■ 2016 ■ 2017

Year to Date

■ 2016 ■ 2017



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

Local Market Update – December 2017

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



Putnam County NE

- 20.0%

Change in
New Listings

- 39.5%

Change in
Closed Sales

+ 20.3%

Change in
Median Sales Price

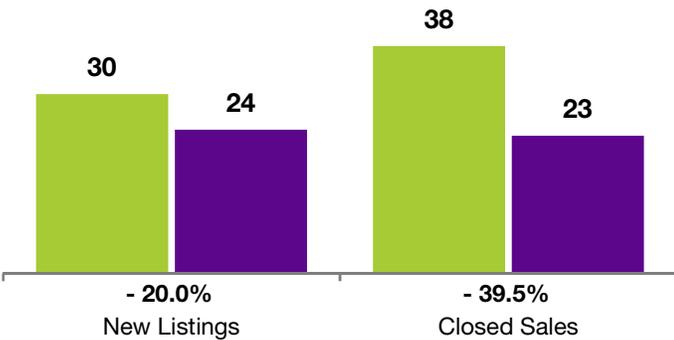
Region 56

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
New Listings	30	24	- 20.0%	505	505	0.0%
Closed Sales	38	23	- 39.5%	389	389	0.0%
Median Sales Price*	\$79,000	\$95,000	+ 20.3%	\$75,000	\$89,900	+ 19.9%
Percent of Original List Price Received*	89.0%	87.2%	- 2.0%	88.2%	90.1%	+ 2.2%
Percent of Properties Sold Over List Price*	10.5%	8.7%	- 17.1%	12.9%	11.8%	- 8.5%
Days on Market Until Sale	137	156	+ 13.9%	112	114	+ 1.8%
Inventory of Homes for Sale	191	169	- 11.5%	--	--	--
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.

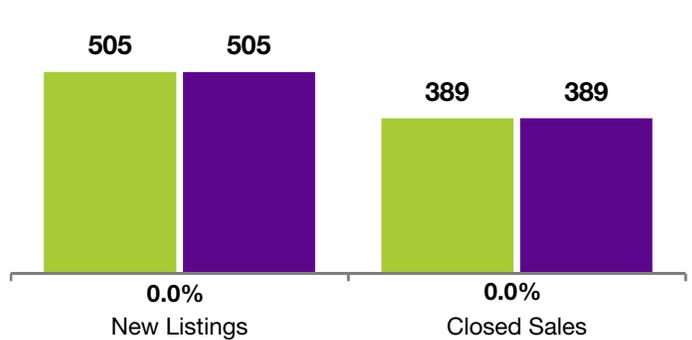
December

■ 2016 ■ 2017

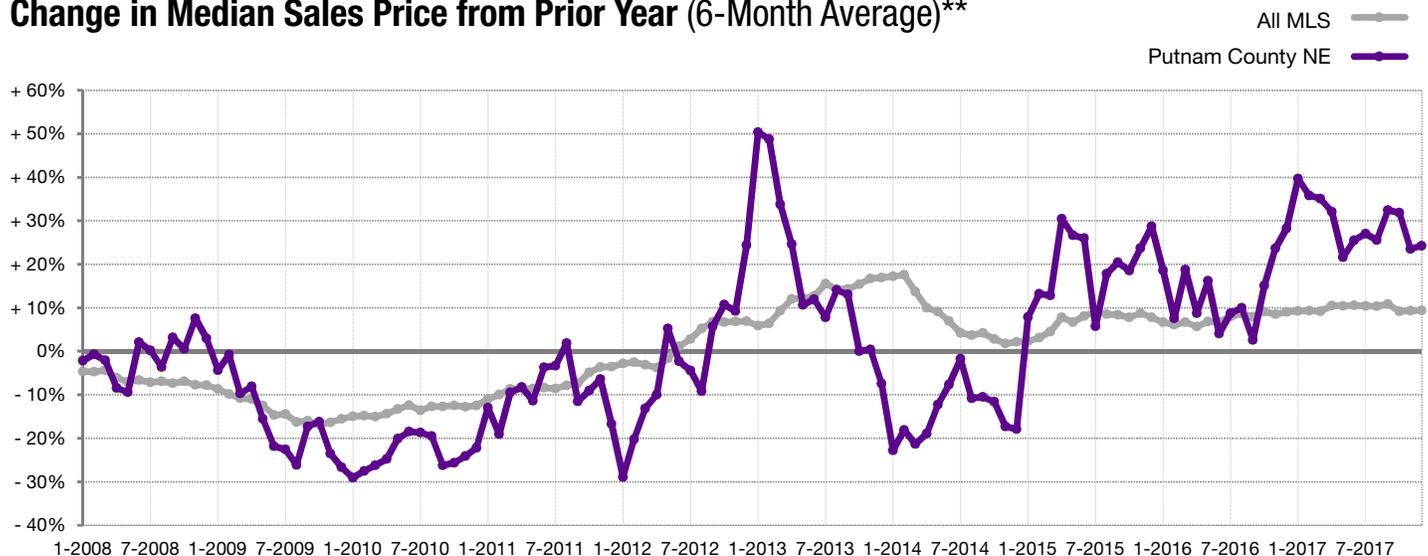


Year to Date

■ 2016 ■ 2017



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



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Local Market Update – December 2017

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



NORTHEAST FLORIDA
ASSOCIATION OF REALTORS

Putnam County - West

Region 57

- 25.0%

+ 76.9%

+ 35.1%

Change in
New Listings

Change in
Closed Sales

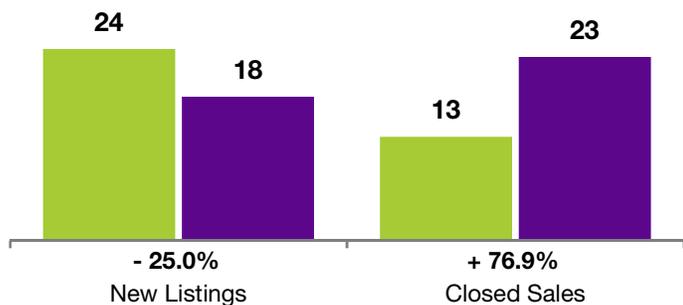
Change in
Median Sales Price

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
New Listings	24	18	- 25.0%	335	315	- 6.0%
Closed Sales	13	23	+ 76.9%	236	251	+ 6.4%
Median Sales Price*	\$62,900	\$85,000	+ 35.1%	\$45,000	\$60,750	+ 35.0%
Percent of Original List Price Received*	92.1%	85.8%	- 6.8%	86.5%	87.7%	+ 1.4%
Percent of Properties Sold Over List Price*	15.4%	4.3%	- 72.1%	9.4%	11.3%	+ 20.2%
Days on Market Until Sale	124	120	- 3.2%	123	133	+ 8.1%
Inventory of Homes for Sale	151	95	- 37.1%	--	--	--
Months Supply of Inventory	7.9	4.5	- 43.0%	--	--	--

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

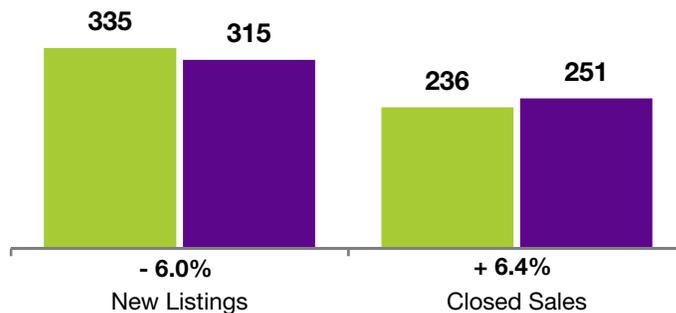
December

■ 2016 ■ 2017

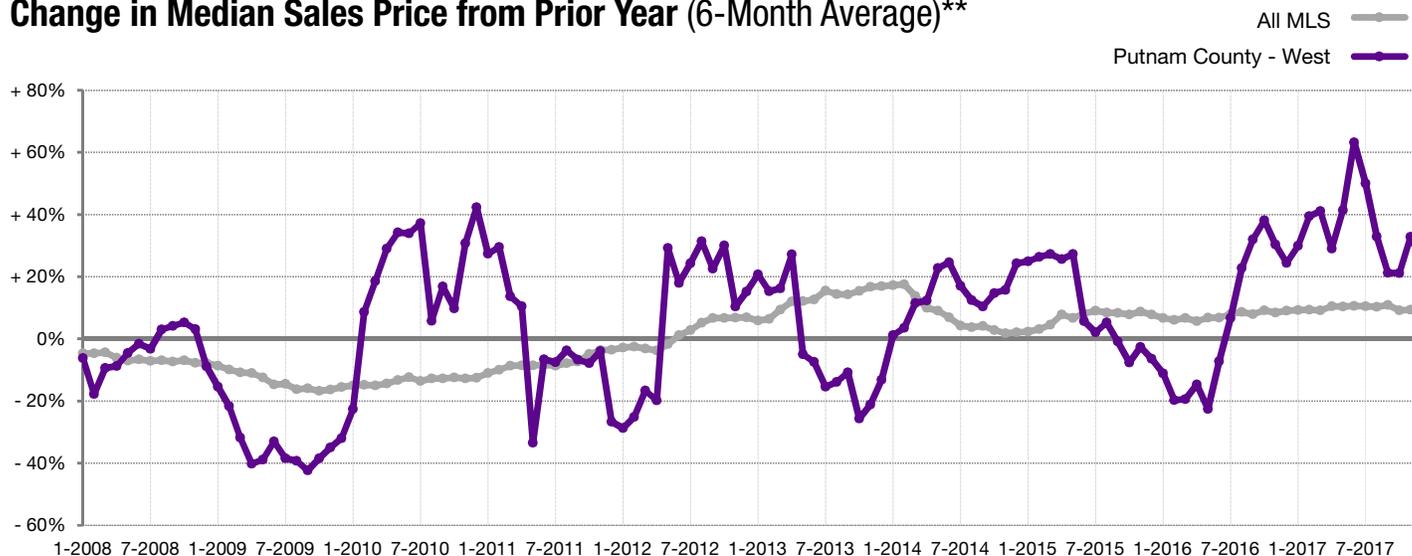


Year to Date

■ 2016 ■ 2017



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



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Putnam County - South

Region 58

- 24.1%

+ 33.3%

+ 44.0%

Change in
New Listings

Change in
Closed Sales

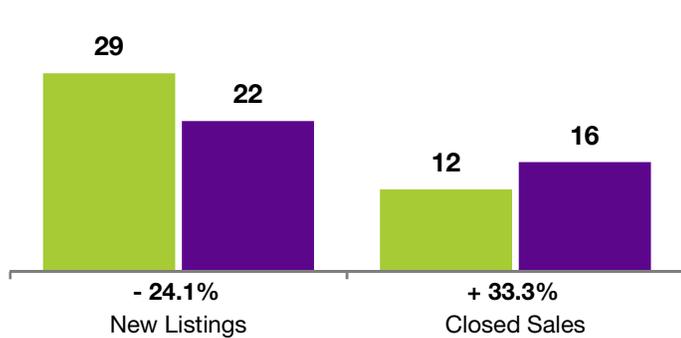
Change in
Median Sales Price

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
New Listings	29	22	- 24.1%	378	347	- 8.2%
Closed Sales	12	16	+ 33.3%	291	251	- 13.7%
Median Sales Price*	\$54,500	\$78,500	+ 44.0%	\$65,000	\$70,000	+ 7.7%
Percent of Original List Price Received*	86.8%	90.8%	+ 4.6%	86.9%	88.8%	+ 2.2%
Percent of Properties Sold Over List Price*	16.7%	0.0%	- 100.0%	9.0%	8.0%	- 11.1%
Days on Market Until Sale	82	106	+ 29.3%	143	120	- 16.1%
Inventory of Homes for Sale	167	140	- 16.2%	--	--	--
Months Supply of Inventory	6.9	6.8	- 1.4%	--	--	--

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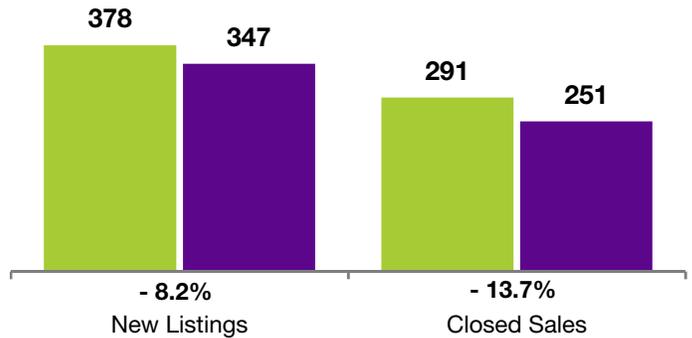
December

■ 2016 ■ 2017

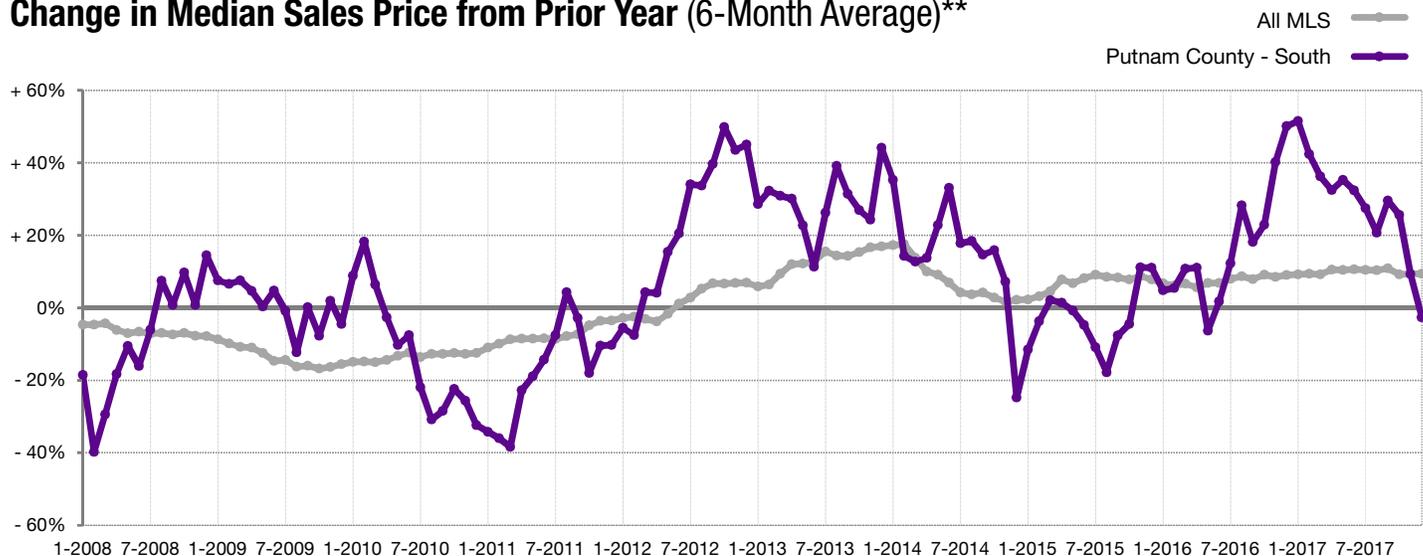


Year to Date

■ 2016 ■ 2017



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



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Local Market Update – December 2017

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



Baker County

- 22.2% **+ 106.3%** **- 0.3%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

December

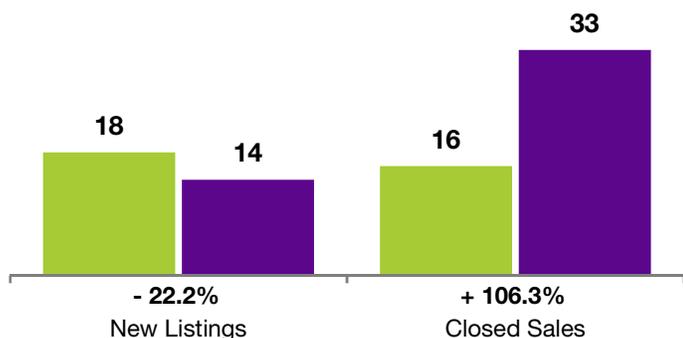
Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	18	14	- 22.2%	284	301	+ 6.0%
Closed Sales	16	33	+ 106.3%	212	272	+ 28.3%
Median Sales Price*	\$176,100	\$175,500	- 0.3%	\$135,000	\$161,900	+ 19.9%
Percent of Original List Price Received*	91.8%	96.5%	+ 5.1%	92.0%	95.3%	+ 3.6%
Percent of Properties Sold Over List Price*	31.3%	3.0%	- 90.4%	16.2%	12.9%	- 20.4%
Days on Market Until Sale	81	77	- 4.9%	98	71	- 27.6%
Inventory of Homes for Sale	88	42	- 52.3%	--	--	--
Months Supply of Inventory	5.0	1.8	- 64.0%	--	--	--

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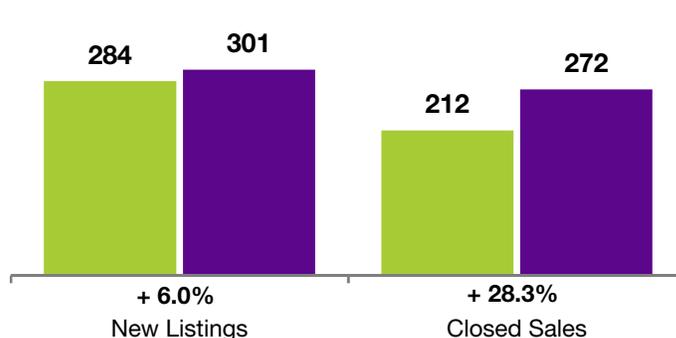
December

■ 2016 ■ 2017

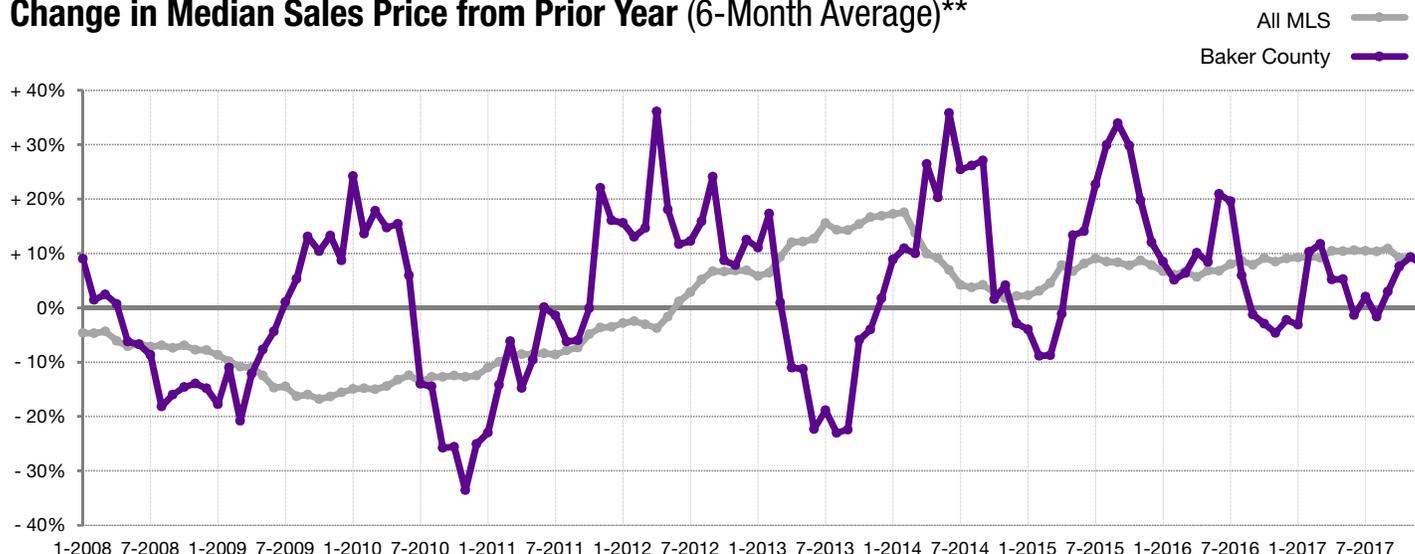


Year to Date

■ 2016 ■ 2017



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



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Local Market Update – December 2017

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



Clay County

+ 0.8%

Change in
New Listings

+ 3.3%

Change in
Closed Sales

+ 0.4%

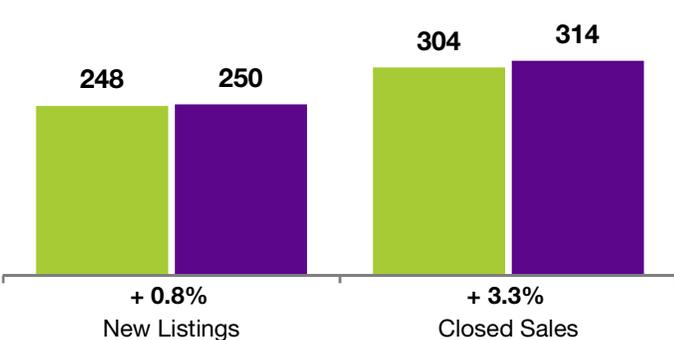
Change in
Median Sales Price

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
New Listings	248	250	+ 0.8%	4,742	4,615	- 2.7%
Closed Sales	304	314	+ 3.3%	3,800	3,896	+ 2.5%
Median Sales Price*	\$186,750	\$187,500	+ 0.4%	\$173,000	\$189,000	+ 9.2%
Percent of Original List Price Received*	95.6%	96.1%	+ 0.5%	95.3%	96.2%	+ 0.9%
Percent of Properties Sold Over List Price*	19.1%	14.4%	- 24.6%	17.8%	17.0%	- 4.5%
Days on Market Until Sale	70	64	- 8.6%	76	66	- 13.2%
Inventory of Homes for Sale	1,092	733	- 32.9%	--	--	--
Months Supply of Inventory	3.5	2.3	- 34.3%	--	--	--

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

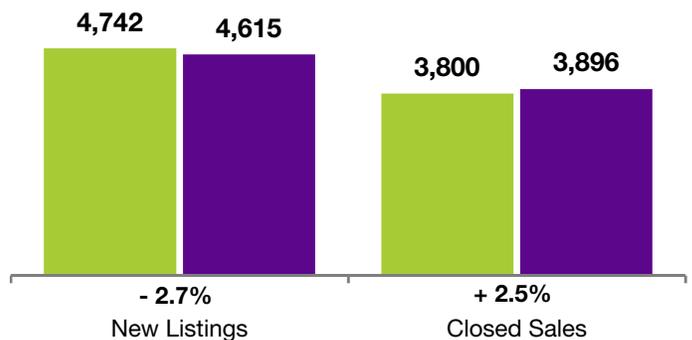
December

■ 2016 ■ 2017

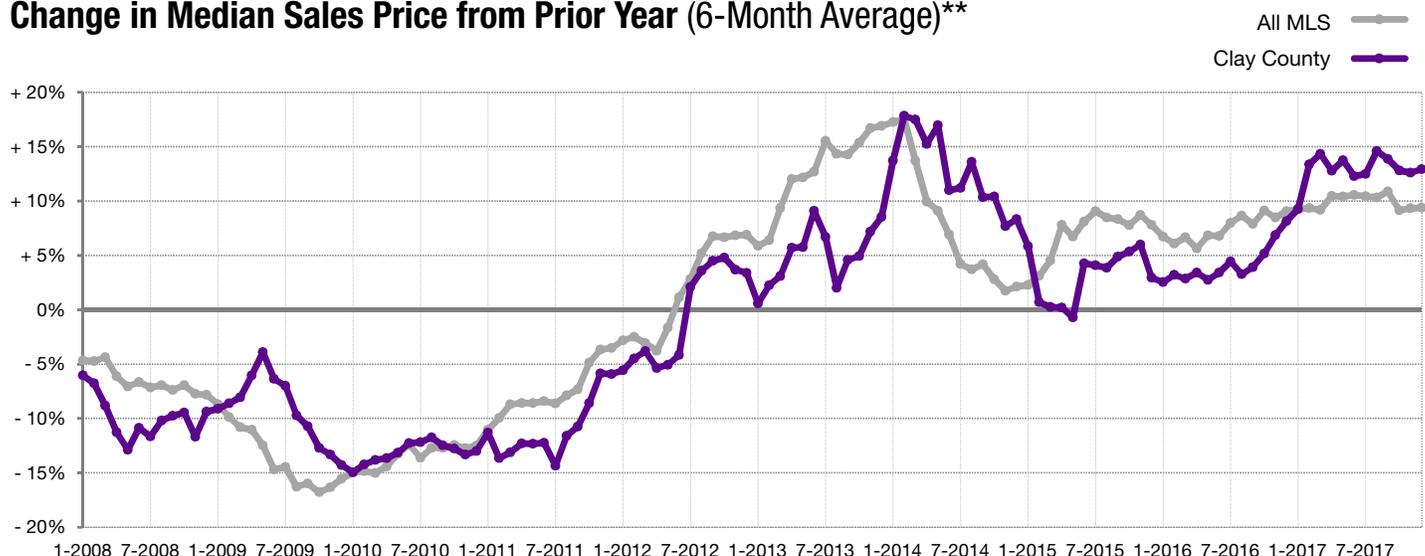


Year to Date

■ 2016 ■ 2017



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



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Local Market Update – December 2017

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



Duval County

- 4.4%

+ 1.7%

+ 11.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
New Listings	1,180	1,128	- 4.4%	19,888	19,872	- 0.1%
Closed Sales	1,253	1,274	+ 1.7%	15,667	15,862	+ 1.2%
Median Sales Price*	\$166,700	\$186,000	+ 11.6%	\$164,000	\$180,000	+ 9.8%
Percent of Original List Price Received*	94.4%	95.1%	+ 0.7%	95.2%	95.5%	+ 0.3%
Percent of Properties Sold Over List Price*	13.3%	12.8%	- 3.8%	16.9%	14.9%	- 11.8%
Days on Market Until Sale	70	63	- 10.0%	68	62	- 8.8%
Inventory of Homes for Sale	4,181	3,191	- 23.7%	--	--	--
Months Supply of Inventory	3.2	2.4	- 25.0%	--	--	--

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

December

■ 2016 ■ 2017



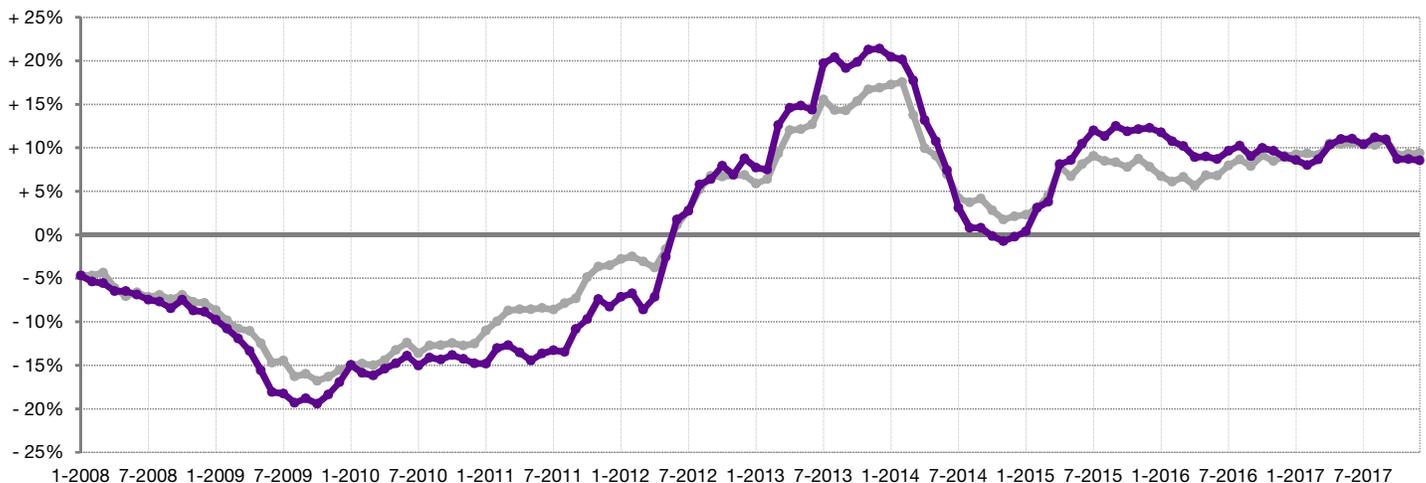
Year to Date

■ 2016 ■ 2017



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

All MLS — Duval County —



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Local Market Update – December 2017

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Nassau County

+ 27.5%

+ 11.4%

+ 10.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

December

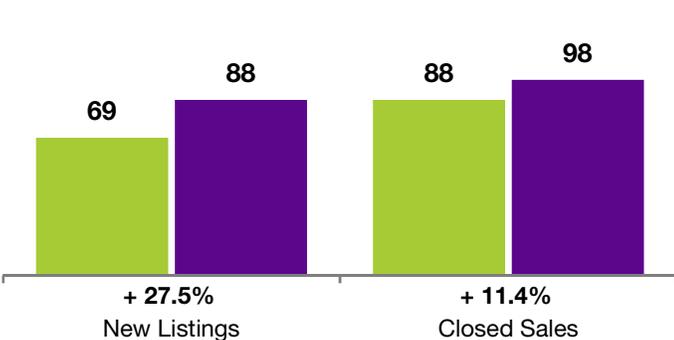
Year to Date

	2016	2017	+ / -	2016	2017	+ / -
New Listings	69	88	+ 27.5%	1,320	1,322	+ 0.2%
Closed Sales	88	98	+ 11.4%	1,097	1,106	+ 0.8%
Median Sales Price*	\$218,595	\$241,250	+ 10.4%	\$209,299	\$229,000	+ 9.4%
Percent of Original List Price Received*	95.9%	96.6%	+ 0.7%	95.2%	95.7%	+ 0.5%
Percent of Properties Sold Over List Price*	15.9%	17.3%	+ 8.8%	23.4%	13.8%	- 41.0%
Days on Market Until Sale	94	93	- 1.1%	91	89	- 2.2%
Inventory of Homes for Sale	400	264	- 34.0%	--	--	--
Months Supply of Inventory	4.6	2.8	- 39.1%	--	--	--

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

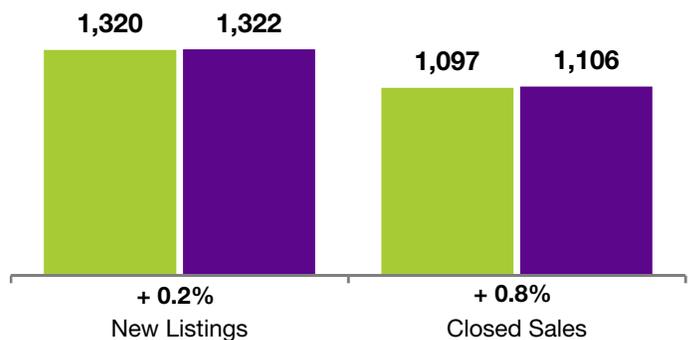
December

■ 2016 ■ 2017

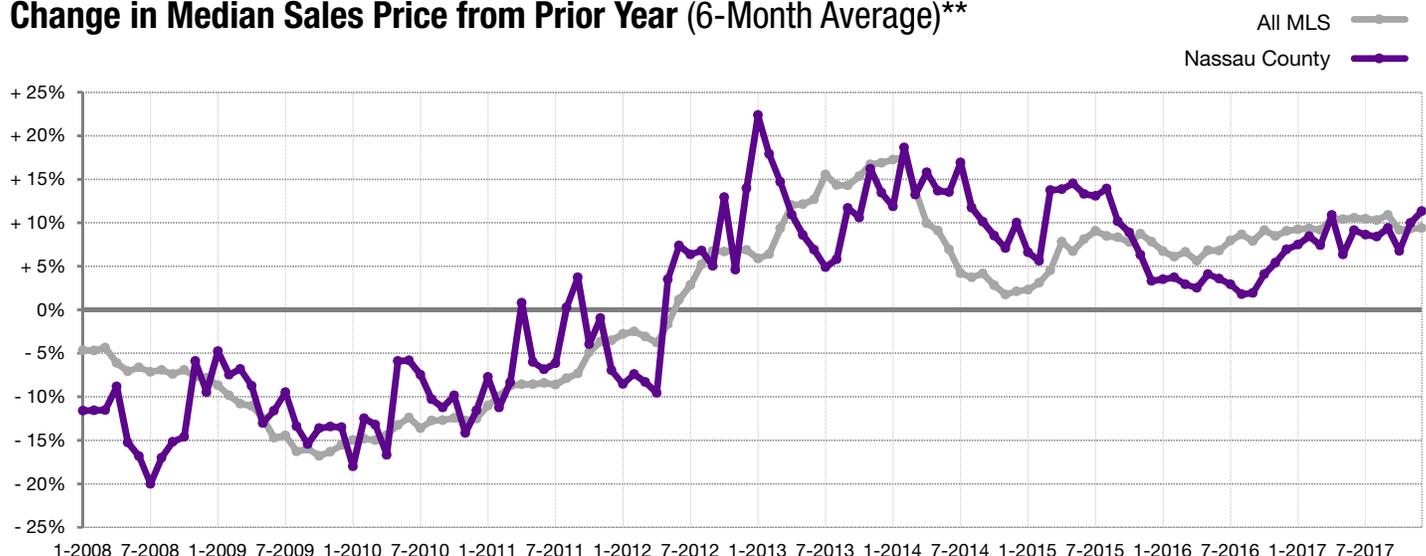


Year to Date

■ 2016 ■ 2017



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



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Local Market Update – December 2017

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Putnam County

- 24.4%

- 1.6%

+ 17.6%

Change in
New Listings

Change in
Closed Sales

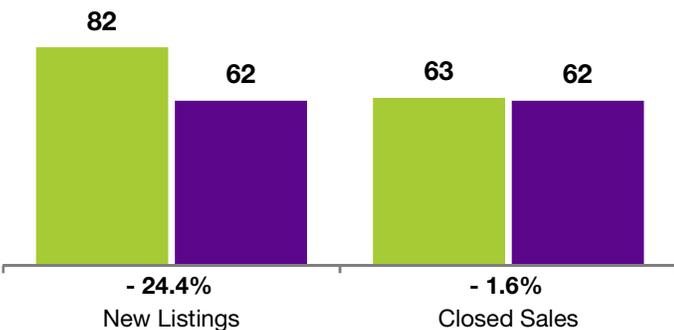
Change in
Median Sales Price

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
New Listings	82	62	- 24.4%	1,216	1,164	- 4.3%
Closed Sales	63	62	- 1.6%	919	889	- 3.3%
Median Sales Price*	\$73,500	\$86,450	+ 17.6%	\$65,000	\$75,000	+ 15.4%
Percent of Original List Price Received*	89.2%	87.6%	- 1.8%	87.4%	89.1%	+ 1.9%
Percent of Properties Sold Over List Price*	12.7%	4.8%	- 62.2%	10.8%	10.5%	- 2.8%
Days on Market Until Sale	124	129	+ 4.0%	125	121	- 3.2%
Inventory of Homes for Sale	510	403	- 21.0%	--	--	--
Months Supply of Inventory	6.7	5.5	- 17.9%	--	--	--

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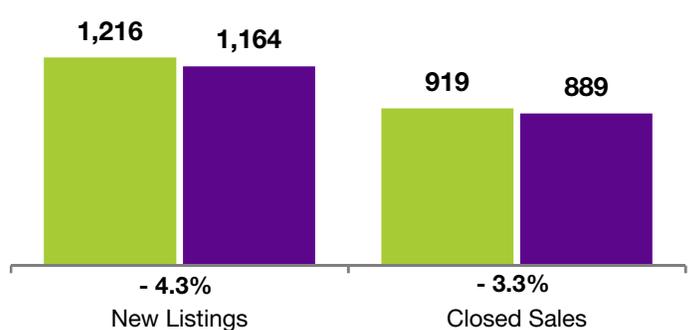
December

■ 2016 ■ 2017



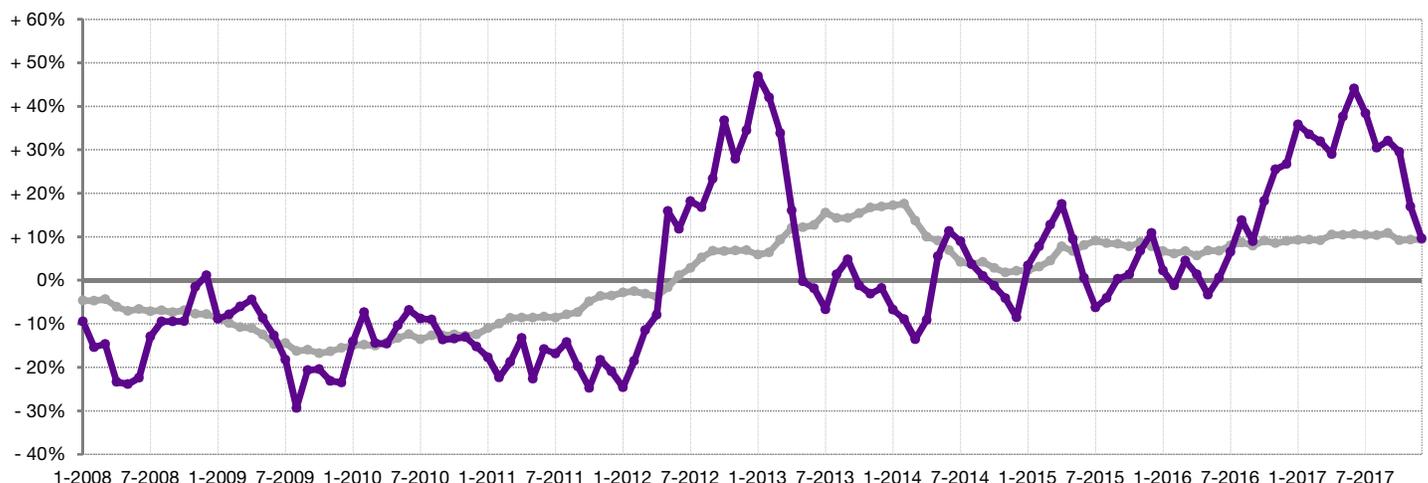
Year to Date

■ 2016 ■ 2017



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

All MLS — Putnam County —



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Local Market Update – December 2017

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



St. Johns County

+ 23.5%

+ 8.0%

+ 10.5%

Change in
New Listings

Change in
Closed Sales

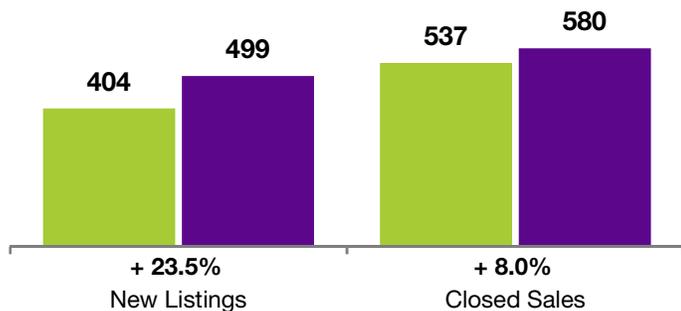
Change in
Median Sales Price

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
New Listings	404	499	+ 23.5%	7,969	8,424	+ 5.7%
Closed Sales	537	580	+ 8.0%	5,925	6,234	+ 5.2%
Median Sales Price*	\$298,630	\$329,900	+ 10.5%	\$295,000	\$312,500	+ 5.9%
Percent of Original List Price Received*	96.1%	95.6%	- 0.5%	95.9%	96.0%	+ 0.1%
Percent of Properties Sold Over List Price*	12.5%	8.3%	- 33.6%	12.9%	10.5%	- 18.6%
Days on Market Until Sale	83	83	0.0%	83	86	+ 3.6%
Inventory of Homes for Sale	2,111	2,125	+ 0.7%	--	--	--
Months Supply of Inventory	4.3	4.0	- 7.0%	--	--	--

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December

■ 2016 ■ 2017



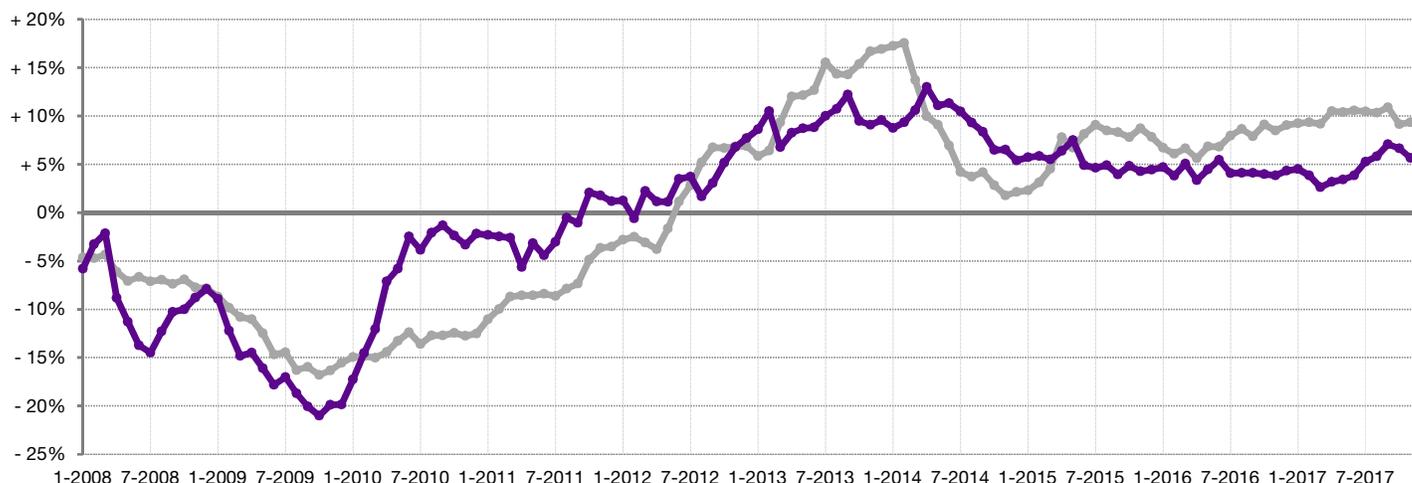
Year to Date

■ 2016 ■ 2017



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

All MLS — St. Johns County —



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