

# Monthly Indicators



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## 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.

Closed Sales increased 3.6 percent for Single-Family homes and 11.2 percent for Condominium homes. Pending Sales increased 4.9 percent for Single-Family homes and 22.0 percent for Condominium homes. Inventory decreased 18.7 percent for Single-Family homes and 24.6 percent for Condominium homes.

The Median Sales Price increased 13.2 percent to \$232,000 for Single-Family homes and 0.7 percent to \$146,000 for Condominium homes. Months Supply of Inventory decreased 23.1 percent for Single-Family homes and 31.3 percent for Condominium homes.

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

**+ 9.1%**

Year-Over-Year Change in  
Median Sales Price  
**All Properties**

**+ 13.2%**

Year-Over-Year Change in  
Median Sales Price  
**Single-Family Only**

**+ 0.7%**

Year-Over-Year Change in  
Median Sales Price  
**Condominium Only**

This is a research tool provided by RealtyWEB.Net for residential real estate activity covered by the Northeast Florida Multiple Listing Services, Inc. comprised of single-family properties and condominiums. Percent changes are calculated using rounded figures.

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# Single-Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single-Family properties only.



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Key Metrics	Historical Sparkbars	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		1,789	<b>1,757</b>	- 1.8%	31,276	<b>31,470</b>	+ 0.6%
<b>Pending Sales</b>		1,595	<b>1,673</b>	+ 4.9%	23,693	<b>24,835</b>	+ 4.8%
<b>Closed Sales</b>		1,991	<b>2,063</b>	+ 3.6%	24,028	<b>24,550</b>	+ 2.2%
<b>Days on Market Until Sale</b>		80	<b>75</b>	- 6.3%	79	<b>74</b>	- 6.3%
<b>Median Sales Price</b>		\$205,000	<b>\$232,000</b>	+ 13.2%	\$199,000	<b>\$217,000</b>	+ 9.0%
<b>Average Sales Price</b>		\$239,807	<b>\$274,439</b>	+ 14.4%	\$236,737	<b>\$256,783</b>	+ 8.5%
<b>Percent of List Price Received</b>		97.1%	<b>96.9%</b>	- 0.2%	97.4%	<b>97.3%</b>	- 0.1%
<b>Housing Affordability Index</b>		131	<b>121</b>	- 7.6%	135	<b>129</b>	- 4.4%
<b>Inventory of Homes for Sale</b>		7,696	<b>6,254</b>	- 18.7%	--	--	--
<b>Months Supply of Inventory</b>		3.9	<b>3.0</b>	- 23.1%	--	--	--

# Condominium Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condominium properties only.



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Key Metrics	Historical Sparkbars	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		289	<b>341</b>	+ 18.0%	5,053	<b>5,359</b>	+ 6.1%
<b>Pending Sales</b>		268	<b>327</b>	+ 22.0%	4,091	<b>4,477</b>	+ 9.4%
<b>Closed Sales</b>		321	<b>357</b>	+ 11.2%	4,128	<b>4,449</b>	+ 7.8%
<b>Days on Market Until Sale</b>		75	<b>59</b>	- 21.3%	71	<b>64</b>	- 9.9%
<b>Median Sales Price</b>		\$145,000	<b>\$146,000</b>	+ 0.7%	\$132,000	<b>\$145,000</b>	+ 9.8%
<b>Average Sales Price</b>		\$189,836	<b>\$189,347</b>	- 0.3%	\$173,730	<b>\$195,894</b>	+ 12.8%
<b>Percent of List Price Received</b>		96.8%	<b>97.1%</b>	+ 0.3%	96.9%	<b>97.1%</b>	+ 0.2%
<b>Housing Affordability Index</b>		200	<b>198</b>	- 1.0%	220	<b>200</b>	- 9.1%
<b>Inventory of Homes for Sale</b>		1,102	<b>831</b>	- 24.6%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		3.2	<b>2.2</b>	- 31.3%	--	<b>--</b>	--

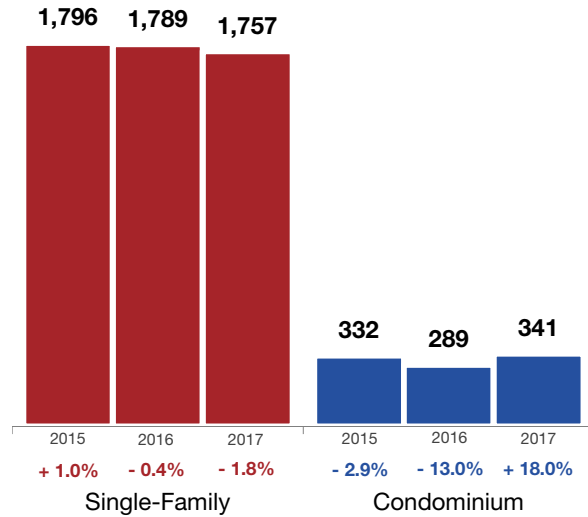
# New Listings

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

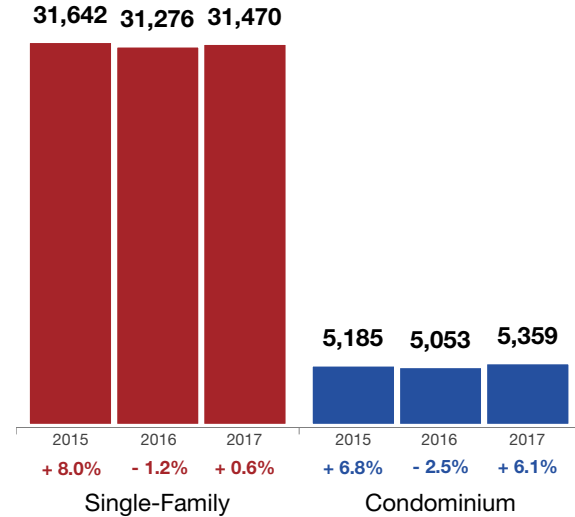


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## December

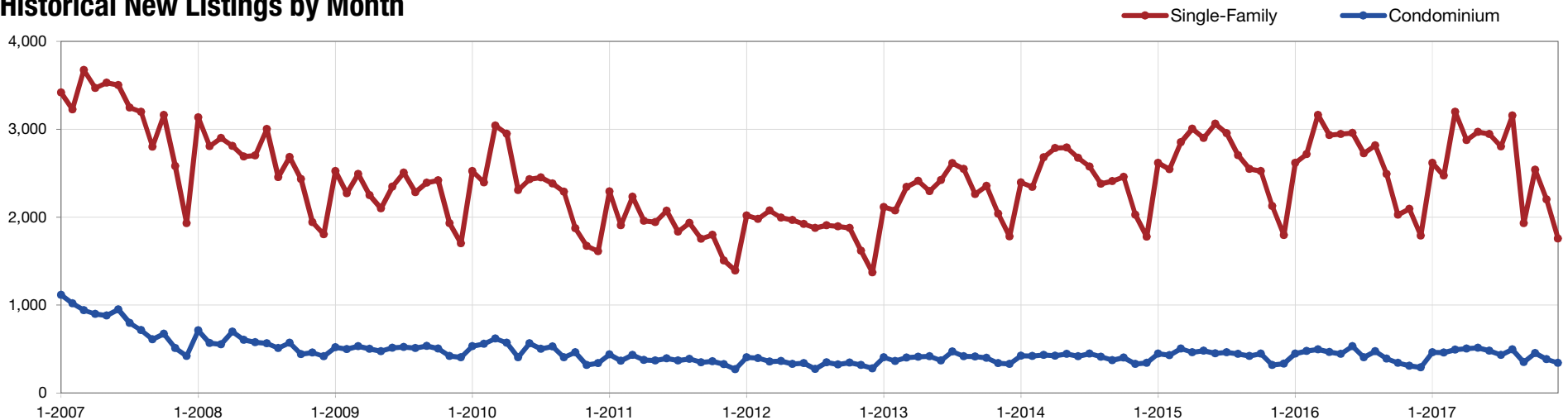


## Year to Date



New Listings	Single-Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	2,617	0.0%	462	+3.8%
Feb-2017	2,473	-8.9%	459	-3.6%
Mar-2017	3,199	+1.2%	491	-0.8%
Apr-2017	2,875	-2.0%	504	+8.9%
May-2017	2,971	+0.8%	513	+15.5%
Jun-2017	2,944	-0.4%	479	-9.5%
Jul-2017	2,804	+2.8%	431	+6.9%
Aug-2017	3,157	+12.1%	493	+4.4%
Sep-2017	1,930	-22.6%	349	-10.1%
Oct-2017	2,540	+25.3%	453	+32.5%
Nov-2017	2,203	+5.3%	384	+25.1%
<b>Dec-2017</b>	<b>1,757</b>	<b>-1.8%</b>	<b>341</b>	<b>+18.0%</b>
12-Month Avg	2,623	+0.6%	447	+6.1%

## Historical New Listings by Month



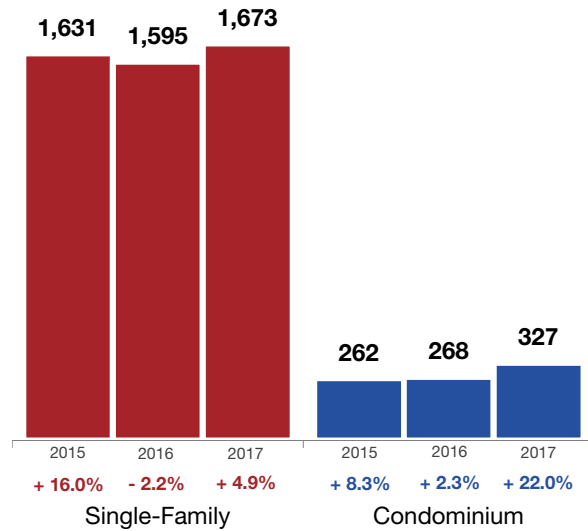
# Pending Sales

A count of the properties on which offers have been accepted in a given month.

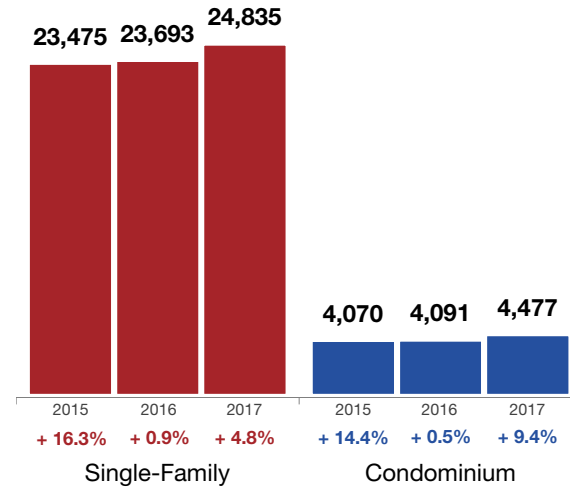


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## December

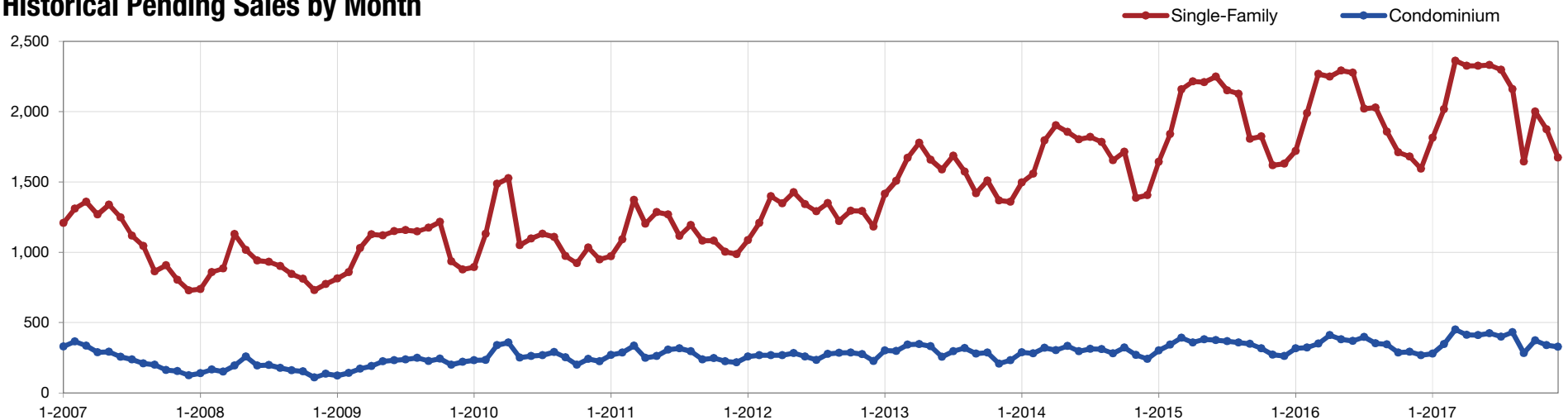


## Year to Date



Pending Sales	Single-Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	1,815	+5.5%	279	-12.0%
Feb-2017	2,017	+1.4%	346	+7.1%
Mar-2017	2,363	+4.2%	451	+28.5%
Apr-2017	2,327	+3.4%	412	+0.5%
May-2017	2,327	+1.5%	410	+7.9%
Jun-2017	2,332	+2.4%	424	+14.9%
Jul-2017	2,299	+13.7%	400	+0.8%
Aug-2017	2,161	+6.5%	432	+22.7%
Sep-2017	1,645	-11.4%	283	-18.0%
Oct-2017	2,001	+16.9%	373	+30.0%
Nov-2017	1,875	+11.6%	340	+16.4%
<b>Dec-2017</b>	<b>1,673</b>	<b>+4.9%</b>	<b>327</b>	<b>+22.0%</b>
12-Month Avg	2,070	+4.8%	373	+9.4%

## Historical Pending Sales by Month



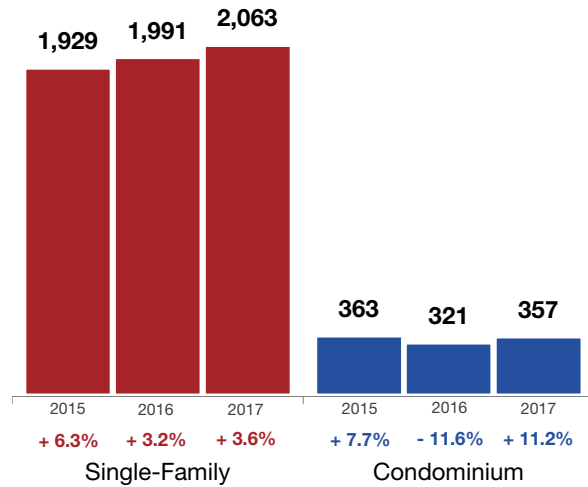
# Closed Sales

A count of the actual sales that closed in a given month.

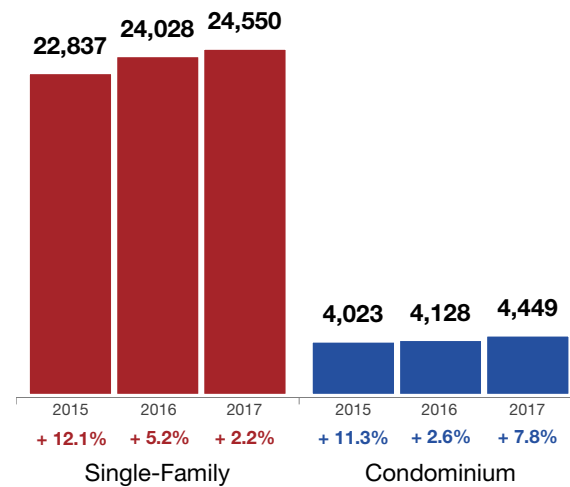


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## December

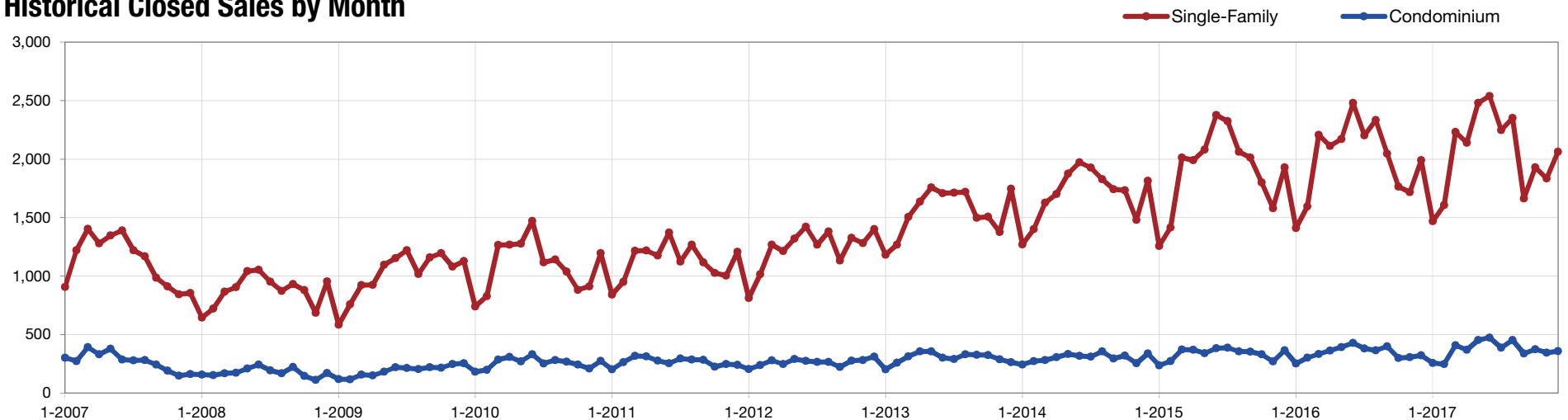


## Year to Date



Closed Sales	Single-Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	1,469	+4.3%	255	+2.0%
Feb-2017	1,606	+0.8%	246	-18.3%
Mar-2017	2,231	+1.1%	406	+21.9%
Apr-2017	2,138	+1.2%	368	+1.9%
May-2017	2,481	+14.3%	452	+15.9%
Jun-2017	2,539	+2.3%	473	+10.8%
Jul-2017	2,247	+2.0%	387	+2.1%
Aug-2017	2,352	+0.8%	452	+23.8%
Sep-2017	1,662	-18.8%	337	-15.1%
Oct-2017	1,928	+9.2%	372	+24.8%
Nov-2017	1,834	+6.8%	344	+12.4%
<b>Dec-2017</b>	<b>2,063</b>	<b>+3.6%</b>	<b>357</b>	<b>+11.2%</b>
12-Month Avg	2,046	+2.2%	371	+7.8%

## Historical Closed Sales by Month



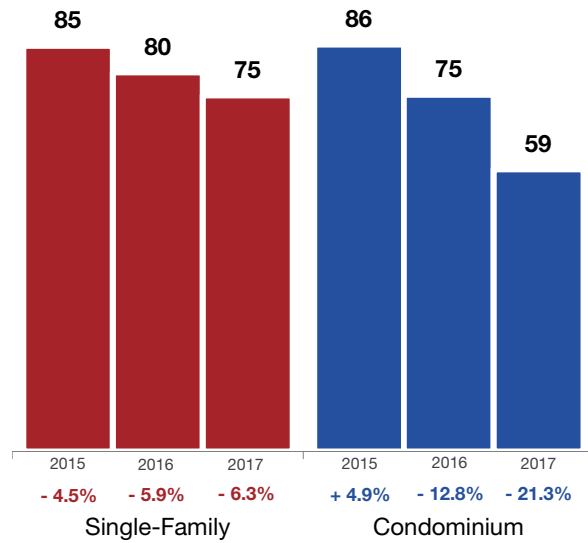
# Days on Market Until Sale

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

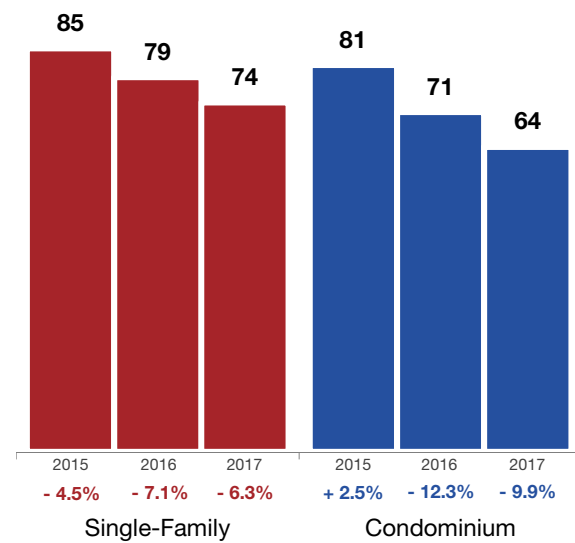


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## December



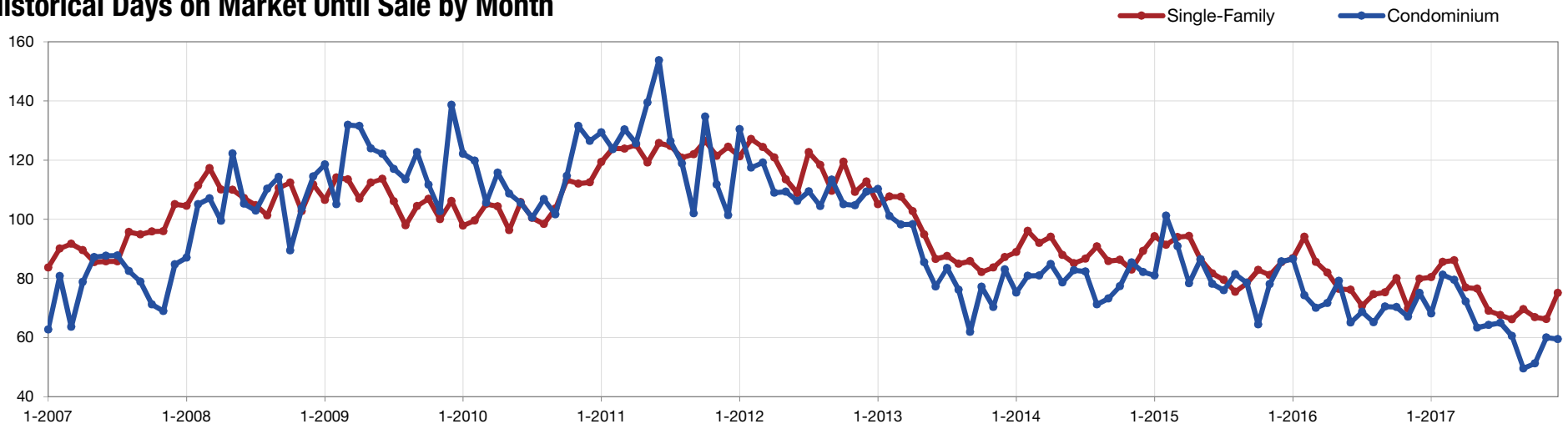
## Year to Date



Days on Market	Single-Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	80	-8.0%	68	-21.8%
Feb-2017	86	-8.5%	81	+9.5%
Mar-2017	86	0.0%	79	+12.9%
Apr-2017	77	-6.1%	72	0.0%
May-2017	76	0.0%	63	-20.3%
Jun-2017	69	-9.2%	64	-1.5%
Jul-2017	68	-4.2%	65	-5.8%
Aug-2017	66	-12.0%	61	-6.2%
Sep-2017	70	-6.7%	50	-28.6%
Oct-2017	67	-16.3%	51	-27.1%
Nov-2017	66	-5.7%	60	-10.4%
<b>Dec-2017</b>	<b>75</b>	<b>-6.3%</b>	<b>59</b>	<b>-21.3%</b>
12-Month Avg*	74	-6.7%	64	-10.3%

\* Days on Market for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



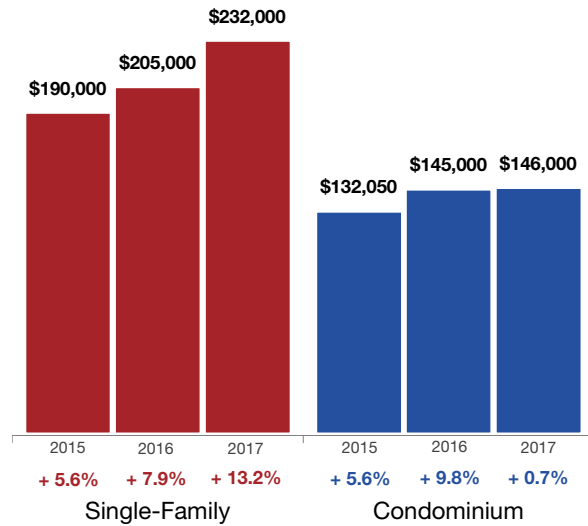
# Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

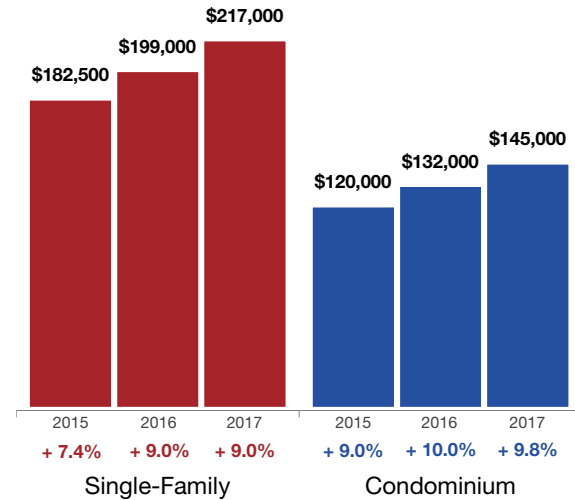


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## December



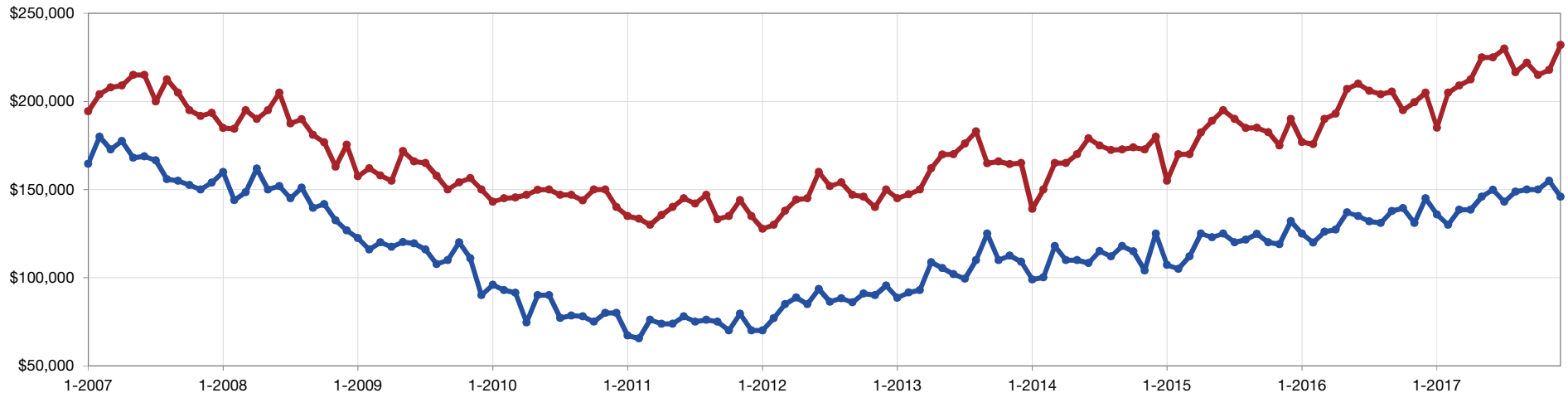
## Year to Date



Median Sales Price	Single-Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	\$185,000	+4.5%	\$135,785	+8.6%
Feb-2017	\$205,000	+16.7%	\$130,000	+8.4%
Mar-2017	\$208,995	+10.0%	\$138,600	+10.0%
Apr-2017	\$212,500	+10.1%	\$138,500	+8.8%
May-2017	\$225,000	+8.7%	\$146,000	+6.6%
Jun-2017	\$224,995	+7.1%	\$149,900	+11.1%
Jul-2017	\$230,000	+11.7%	\$143,000	+8.3%
Aug-2017	\$216,500	+6.1%	\$148,851	+13.6%
Sep-2017	\$222,000	+8.0%	\$150,000	+8.8%
Oct-2017	\$215,000	+10.3%	\$150,000	+7.5%
Nov-2017	\$217,825	+9.2%	\$155,000	+18.3%
<b>Dec-2017</b>	<b>\$232,000</b>	<b>+13.2%</b>	<b>\$146,000</b>	<b>+0.7%</b>
12-Month Avg*	\$217,000	+9.0%	\$145,000	+9.8%

\* Median Sales Price for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

## Historical Median Sales Price by Month





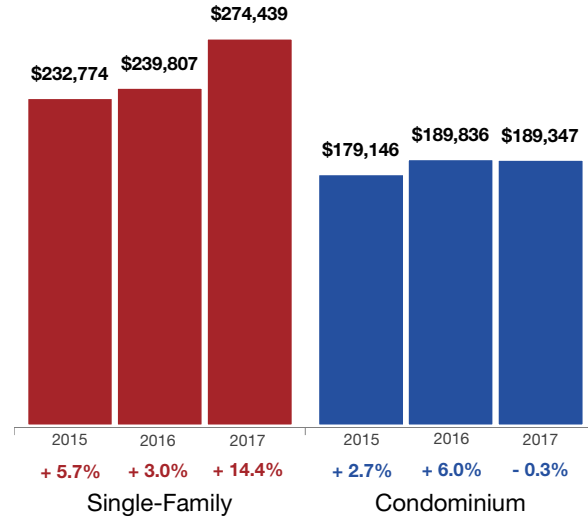
# Average Sales Price

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

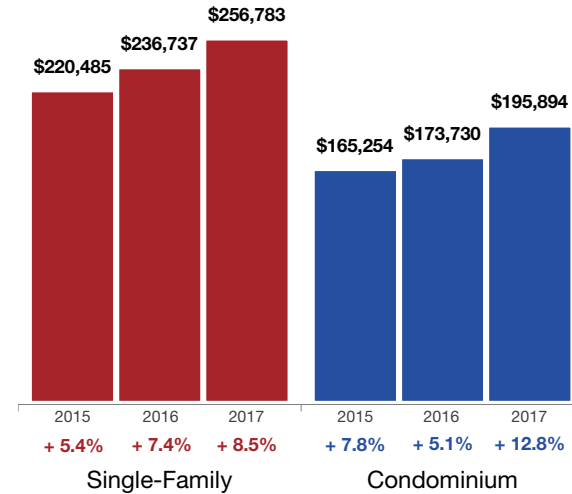


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## December



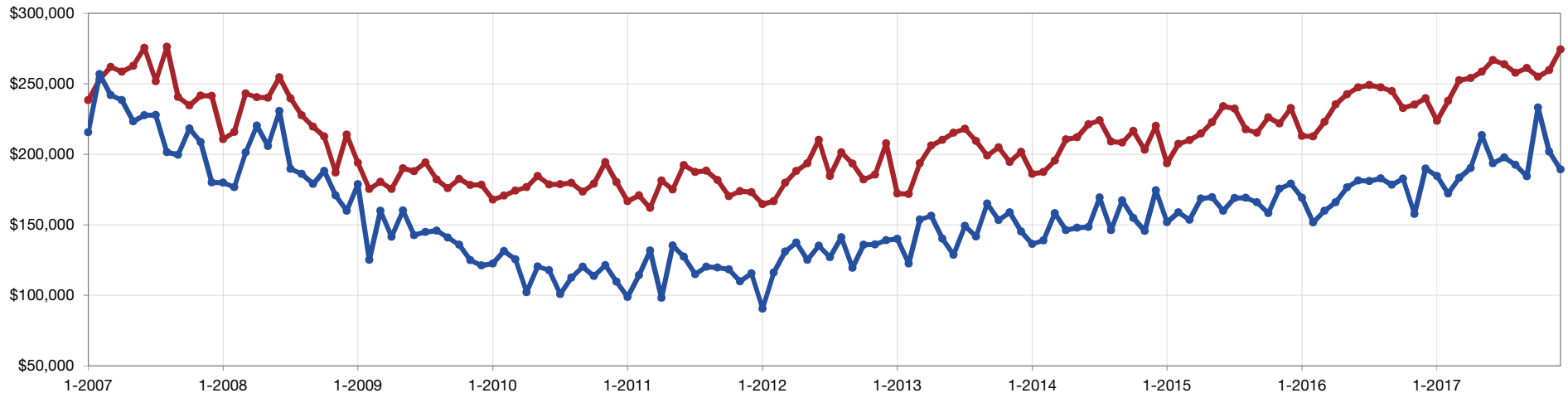
## Year to Date



Avg. Sales Price	Single-Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	\$223,656	+5.0%	\$184,578	+9.1%
Feb-2017	\$237,942	+11.9%	\$172,250	+13.6%
Mar-2017	\$252,607	+13.2%	\$183,302	+14.6%
Apr-2017	\$254,072	+7.9%	\$190,246	+14.6%
May-2017	\$258,564	+6.6%	\$213,627	+21.1%
Jun-2017	\$266,908	+7.9%	\$193,653	+6.8%
Jul-2017	\$263,887	+5.9%	\$197,778	+9.3%
Aug-2017	\$257,745	+4.1%	\$192,554	+5.3%
Sep-2017	\$261,188	+6.7%	\$184,360	+3.3%
Oct-2017	\$254,963	+9.6%	\$233,169	+27.6%
Nov-2017	\$259,753	+10.4%	\$201,935	+28.1%
<b>Dec-2017</b>	<b>\$274,439</b>	<b>+14.4%</b>	<b>\$189,347</b>	<b>-0.3%</b>
12-Month Avg*	\$256,783	+8.5%	\$195,894	+12.8%

\* Avg. Sales Price for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



# Percent of List Price Received

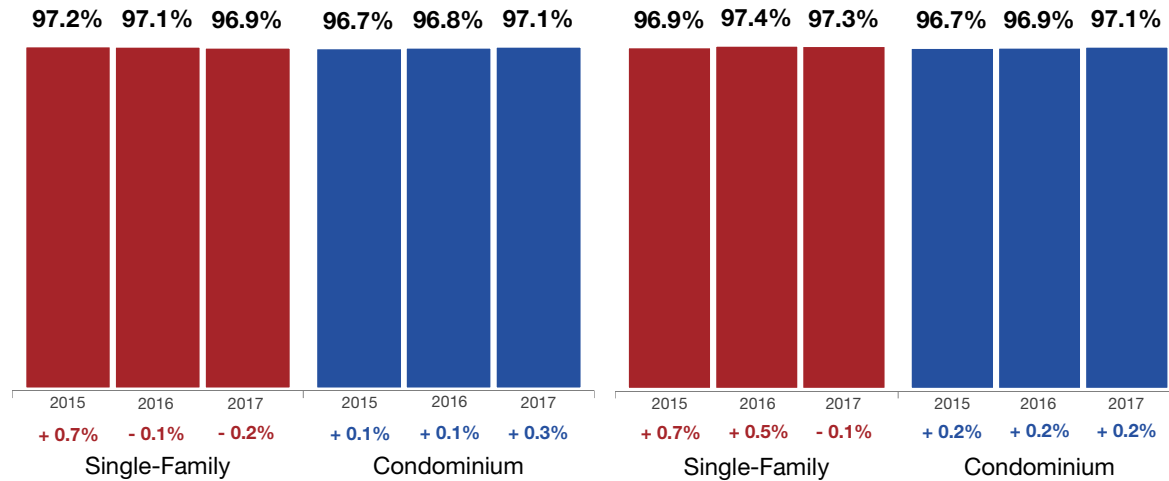
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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## December

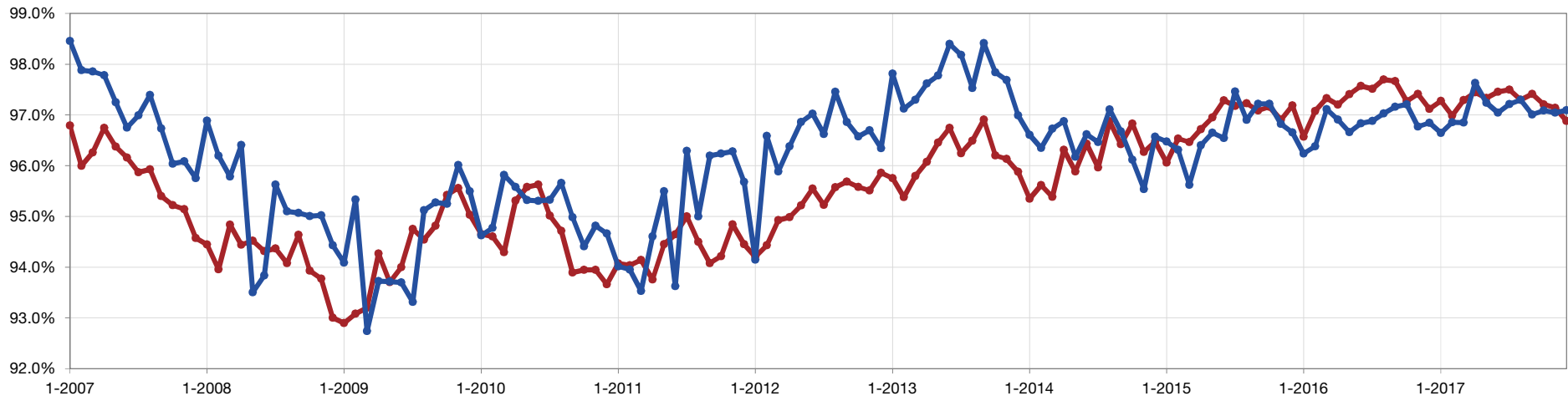
## Year to Date



Pct. of List Price Received	Single-Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	97.3%	+0.7%	96.6%	+0.4%
Feb-2017	97.0%	-0.1%	96.9%	+0.5%
Mar-2017	97.3%	0.0%	96.8%	-0.3%
Apr-2017	97.4%	+0.2%	97.6%	+0.7%
May-2017	97.3%	-0.1%	97.2%	+0.5%
Jun-2017	97.5%	-0.1%	97.0%	+0.2%
Jul-2017	97.5%	0.0%	97.2%	+0.3%
Aug-2017	97.3%	-0.4%	97.3%	+0.3%
Sep-2017	97.4%	-0.3%	97.0%	-0.2%
Oct-2017	97.2%	-0.1%	97.1%	-0.1%
Nov-2017	97.1%	-0.3%	97.0%	+0.2%
<b>Dec-2017</b>	<b>96.9%</b>	<b>-0.2%</b>	<b>97.1%</b>	<b>+0.3%</b>
12-Month Avg*	97.3%	-0.1%	97.1%	+0.3%

\* Pct. of List Price Received for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



# Housing Affordability Index

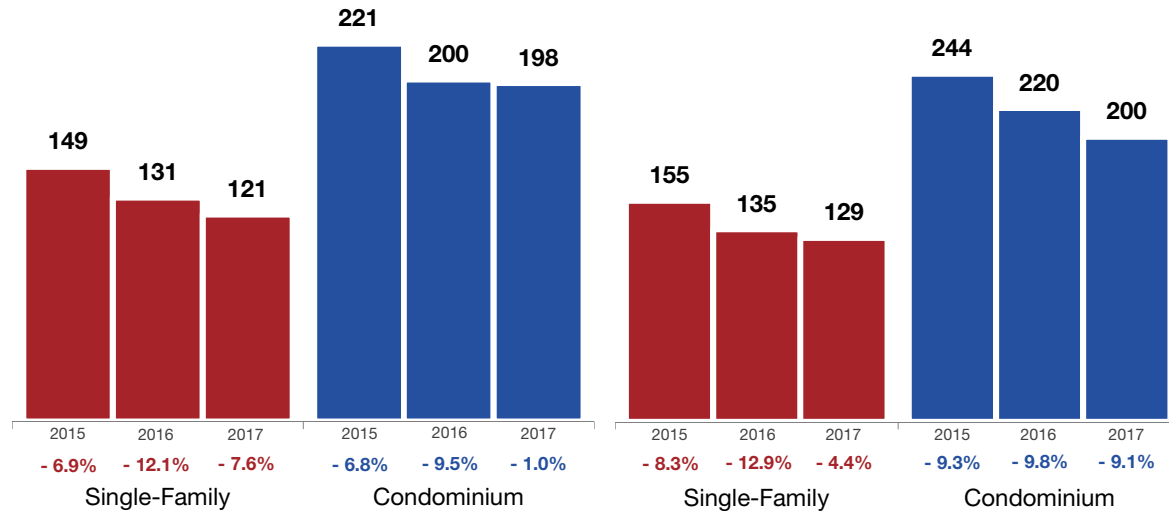
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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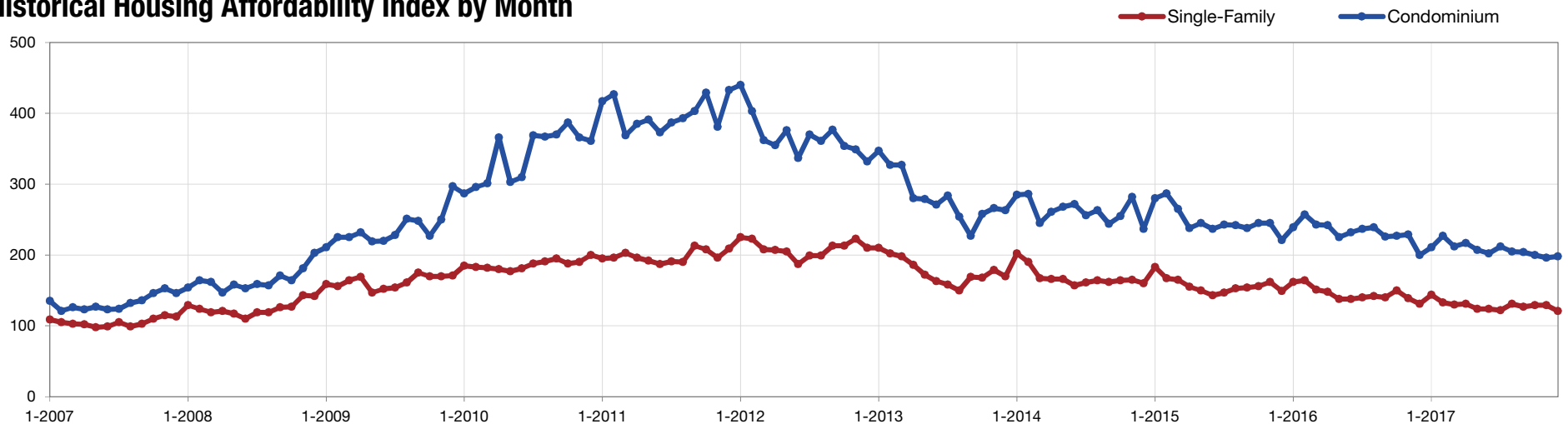
## December

## Year to Date



Affordability Index	Single-Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	144	-11.1%	211	-11.7%
Feb-2017	133	-18.9%	227	-11.7%
Mar-2017	130	-13.9%	212	-12.8%
Apr-2017	131	-11.5%	217	-10.3%
May-2017	124	-10.1%	207	-8.0%
Jun-2017	124	-10.1%	202	-12.9%
Jul-2017	122	-12.9%	212	-10.5%
Aug-2017	131	-7.7%	205	-14.2%
Sep-2017	127	-9.3%	204	-9.7%
Oct-2017	129	-14.0%	200	-11.9%
Nov-2017	129	-7.2%	196	-14.4%
<b>Dec-2017</b>	<b>121</b>	<b>-7.6%</b>	<b>198</b>	<b>-1.0%</b>
12-Month Avg	129	-4.4%	208	-9.1%

## Historical Housing Affordability Index by Month



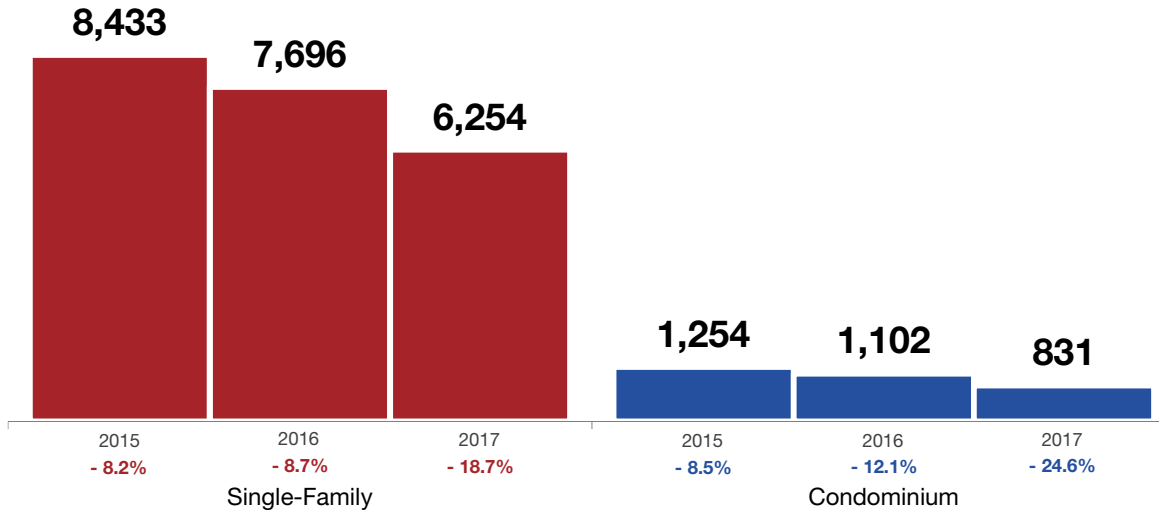
# Inventory of Homes for Sale

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



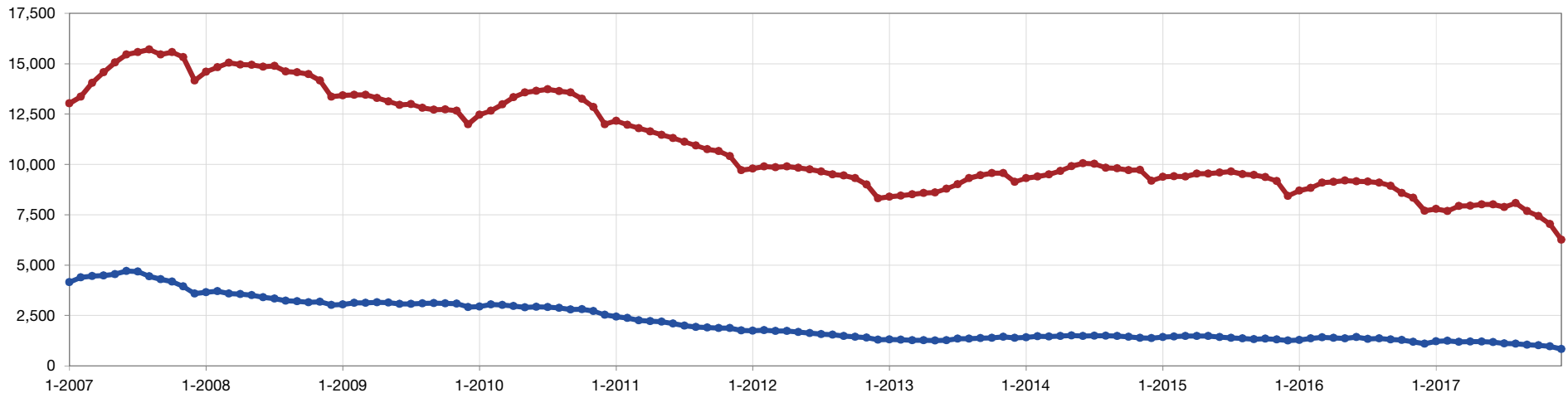
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## December



Homes for Sale	Single-Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	7,785	-10.4%	1,216	-5.4%
Feb-2017	7,684	-12.9%	1,237	-8.6%
Mar-2017	7,932	-12.7%	1,188	-15.9%
Apr-2017	7,943	-13.0%	1,196	-13.9%
May-2017	8,012	-12.9%	1,206	-10.9%
Jun-2017	8,011	-12.6%	1,180	-17.1%
Jul-2017	7,883	-13.8%	1,115	-16.2%
Aug-2017	8,074	-11.2%	1,090	-20.1%
Sep-2017	7,678	-14.1%	1,048	-20.1%
Oct-2017	7,436	-13.4%	1,019	-20.2%
Nov-2017	7,037	-15.7%	968	-18.7%
<b>Dec-2017</b>	<b>6,254</b>	<b>-18.7%</b>	<b>831</b>	<b>-24.6%</b>
12-Month Avg	7,644	-13.4%	1,108	-15.8%

## Historical Inventory of Homes for Sale by Month



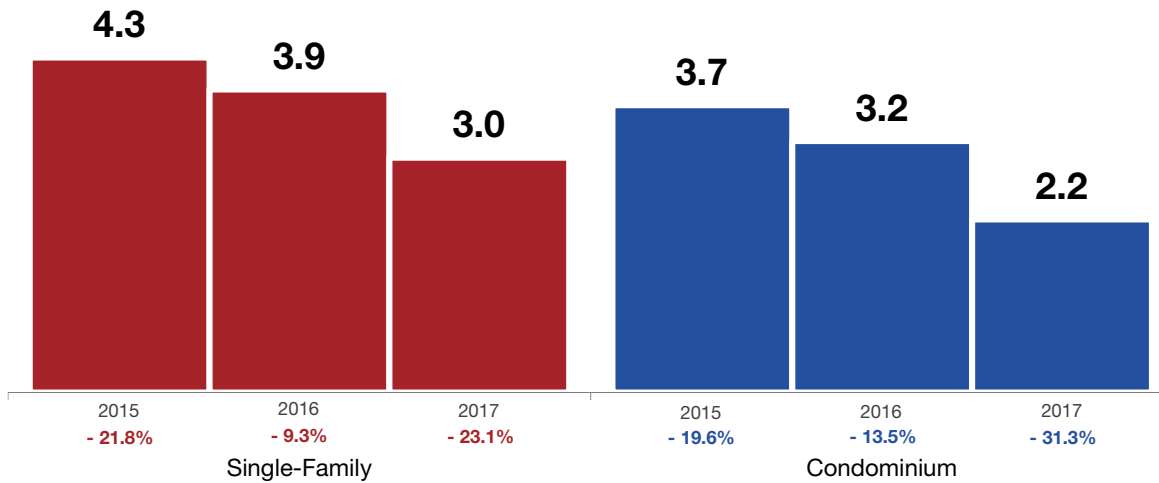
# Months Supply of Inventory

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.



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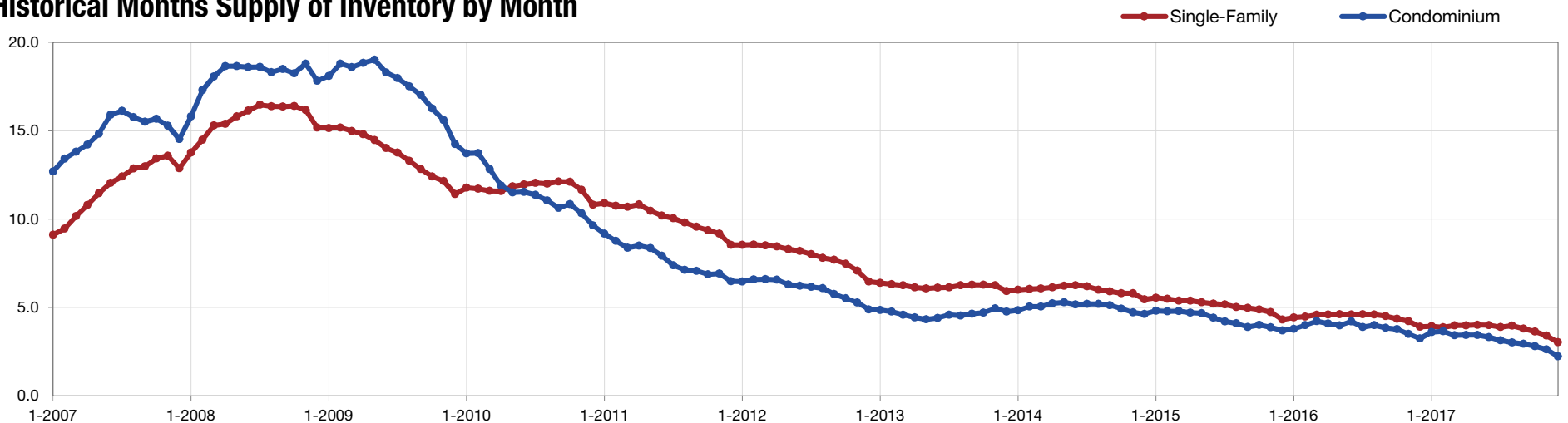
## December



Months Supply	Single-Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	3.9	-11.4%	3.6	-5.3%
Feb-2017	3.9	-13.3%	3.6	-10.0%
Mar-2017	4.0	-13.0%	3.4	-19.0%
Apr-2017	4.0	-13.0%	3.4	-17.1%
May-2017	4.0	-13.0%	3.4	-15.0%
Jun-2017	4.0	-13.0%	3.3	-21.4%
Jul-2017	3.9	-15.2%	3.1	-20.5%
Aug-2017	4.0	-13.0%	3.0	-25.0%
Sep-2017	3.8	-15.6%	2.9	-23.7%
Oct-2017	3.6	-18.2%	2.8	-26.3%
Nov-2017	3.4	-19.0%	2.6	-25.7%
<b>Dec-2017</b>	<b>3.0</b>	<b>-23.1%</b>	<b>2.2</b>	<b>-31.3%</b>
12-Month Avg*	3.8	-15.0%	3.1	-19.1%

\* Months Supply for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Properties Combined Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



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Key Metrics	Historical Sparkbars	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		2,078	<b>2,098</b>	+ 1.0%	36,329	<b>36,829</b>	+ 1.4%
<b>Pending Sales</b>		1,863	<b>2,000</b>	+ 7.4%	27,784	<b>29,312</b>	+ 5.5%
<b>Closed Sales</b>		2,312	<b>2,420</b>	+ 4.7%	28,156	<b>28,999</b>	+ 3.0%
<b>Days on Market Until Sale</b>		79	<b>73</b>	- 7.6%	78	<b>72</b>	- 7.7%
<b>Median Sales Price</b>		\$195,000	<b>\$212,815</b>	+ 9.1%	\$185,500	<b>\$204,990</b>	+ 10.5%
<b>Average Sales Price</b>		\$232,857	<b>\$261,890</b>	+ 12.5%	\$227,489	<b>\$247,436</b>	+ 8.8%
<b>Percent of List Price Received</b>		97.1%	<b>96.9%</b>	- 0.2%	97.3%	<b>97.3%</b>	0.0%
<b>Housing Affordability Index</b>		138	<b>132</b>	- 4.3%	145	<b>137</b>	- 5.5%
<b>Inventory of Homes for Sale</b>		8,798	<b>7,085</b>	- 19.5%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		3.8	<b>2.9</b>	- 23.7%	--	<b>--</b>	--

This Report was provided by:



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Thank You for your Interest....

Contact us at:

[glen@neflpg.com](mailto:glen@neflpg.com)

904-638-9020