

Monthly Indicators

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



March 2014

During this year's spring refresh, seller activity is the first item on the watch list. Low inventory has been a national headline grabber, and many are eager to see if this is the year that brings a bevy of new properties to market for ready-to-buyers. Investor activity and cash purchases should be monitored, as well, along with any increases in new construction. And although interest rates are up from their all-time lows, borrowing costs are still remarkably affordable. It's cheaper to own than to rent in most of the country.

New Listings in the Northeast Florida region increased 12.5 percent to 3,085. Pending Sales were up 12.0 percent to 2,271. Inventory levels grew 0.2 percent to 9,716 units.

Prices marched higher. The Median Sales Price increased 11.9 percent to \$158,300. Days on Market was down 14.6 percent to 88 days. Absorption rates improved as Months Supply of Inventory was down 13.6 percent to 5.1 months.

Consumers are in better shape for the current financial landscape, just in time for the primary home-buying season. Along with an uptick in consumer confidence, GDP growth was revised up to 2.6 percent by the Commerce Department. Consumer spending has risen and claims for unemployment benefits have decreased. Economic health fuels housing market growth. Employed, confident people with rising incomes tend to purchase real property.

Quick Facts

+ 1.5%

Change in
Closed Sales

+ 11.9%

Change in
Median Sales Price

+ 0.2%

Change in
Inventory

Residential real estate activity comprised of single-family properties, townhomes, and condominiums combined.

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 29 submarkets begin after page 21.

[Click on desired metric to jump to that page.](#)

Market Overview

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

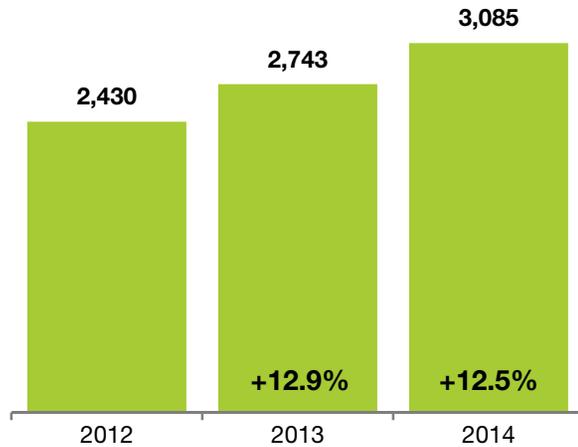


Key Metrics	Historical Sparklines	3-2013	3-2014	+/-	YTD 2013	YTD 2014	+/-
New Listings		2,743	3,085	+ 12.5%	7,697	8,639	+ 12.2%
Pending Sales		2,027	2,271	+ 12.0%	5,572	6,091	+ 9.3%
Closed Sales		1,814	1,842	+ 1.5%	4,718	4,982	+ 5.6%
Days on Market Until Sale		103	88	- 14.6%	102	88	- 13.7%
Median Sales Price		\$141,500	\$158,300	+ 11.9%	\$139,990	\$143,740	+ 2.7%
Average Sales Price		\$186,839	\$189,877	+ 1.6%	\$173,697	\$183,003	+ 5.4%
Percent of Original List Price Received		92.8%	91.9%	- 1.0%	92.4%	91.5%	- 1.0%
Percent of Properties Sold Over List Price		13.9%	11.9%	- 14.4%	13.8%	12.3%	- 10.9%
Housing Affordability Index		212	188	- 11.3%	214	202	- 5.6%
Inventory of Homes for Sale		9,699	9,716	+ 0.2%	--	--	--
Months Supply of Homes for Sale		5.9	5.1	- 13.6%	--	--	--

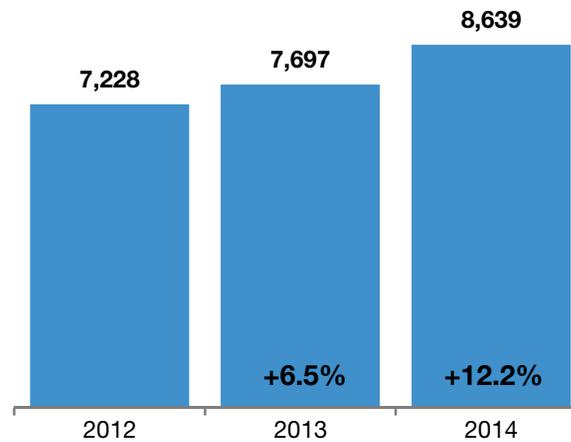
New Listings

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

March

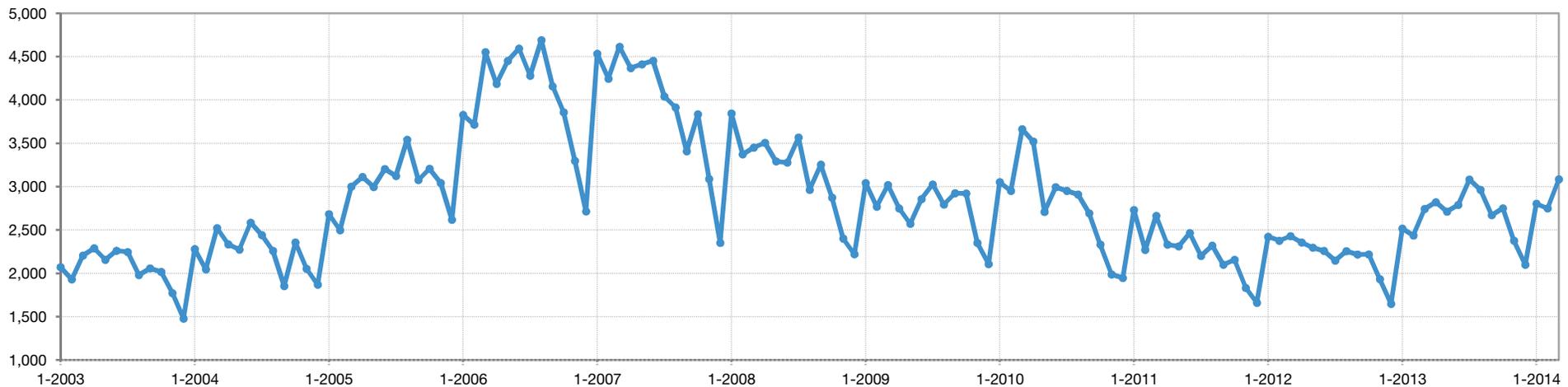


Year To Date



Month	Prior Year	Current Year	+/-
April	2,357	2,821	+19.7%
May	2,297	2,712	+18.1%
June	2,259	2,790	+23.5%
July	2,148	3,083	+43.5%
August	2,257	2,963	+31.3%
September	2,218	2,672	+20.5%
October	2,219	2,751	+24.0%
November	1,933	2,376	+22.9%
December	1,649	2,100	+27.3%
January	2,517	2,804	+11.4%
February	2,437	2,750	+12.8%
March	2,743	3,085	+12.5%
12-Month Avg	2,253	2,742	+21.7%

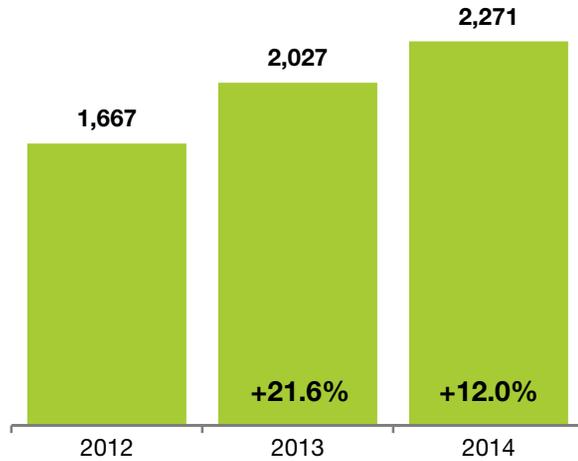
Historical New Listing Activity



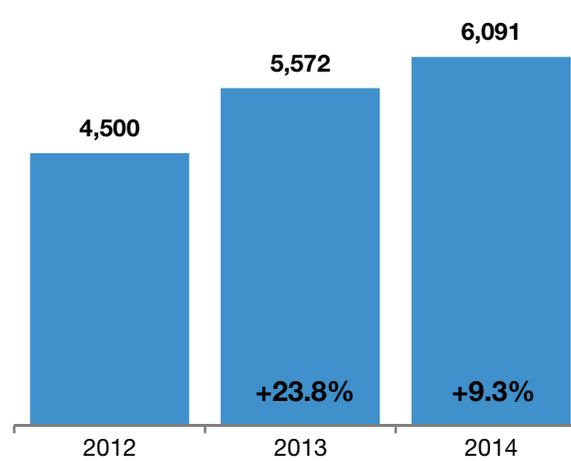
Pending Sales

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

March

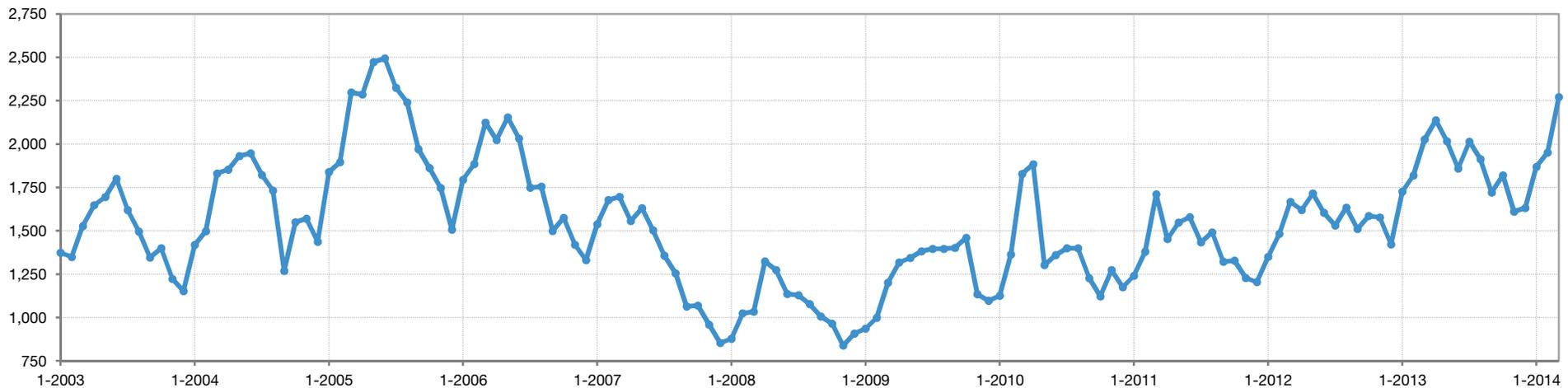


Year To Date



Month	Prior Year	Current Year	+/-
April	1,620	2,137	+31.9%
May	1,716	2,016	+17.5%
June	1,604	1,859	+15.9%
July	1,531	2,014	+31.5%
August	1,634	1,913	+17.1%
September	1,511	1,721	+13.9%
October	1,586	1,820	+14.8%
November	1,577	1,611	+2.2%
December	1,422	1,632	+14.8%
January	1,726	1,869	+8.3%
February	1,819	1,951	+7.3%
March	2,027	2,271	+12.0%
12-Month Avg	1,648	1,901	+15.4%

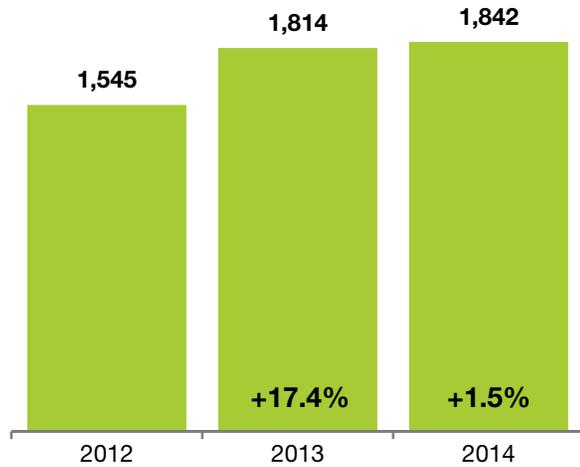
Historical Pending Sales Activity



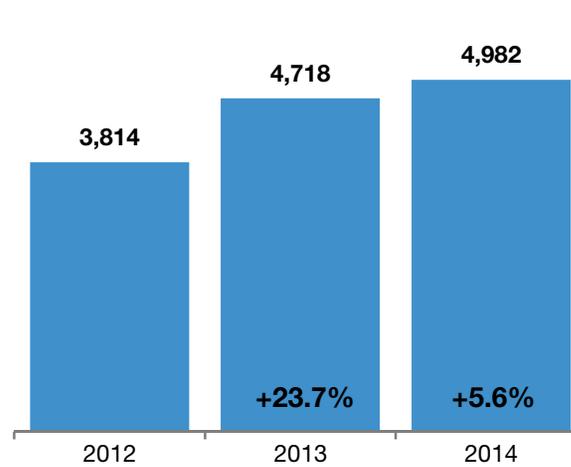
Closed Sales

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

March

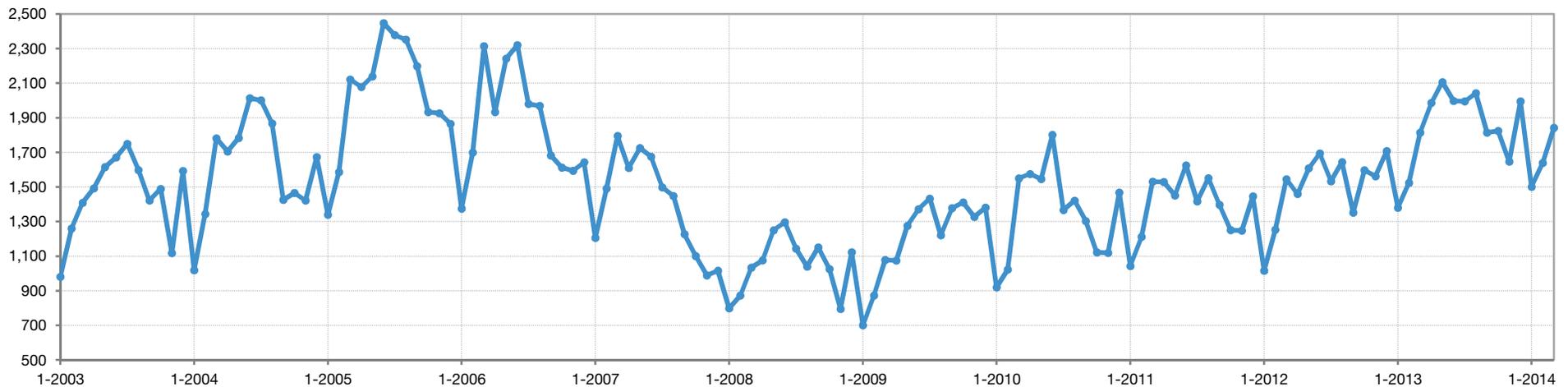


Year To Date



Month	Prior Year	Current Year	+/-
April	1,460	1,986	+36.0%
May	1,608	2,106	+31.0%
June	1,694	1,997	+17.9%
July	1,533	1,995	+30.1%
August	1,644	2,042	+24.2%
September	1,352	1,814	+34.2%
October	1,597	1,824	+14.2%
November	1,562	1,647	+5.4%
December	1,708	1,995	+16.8%
January	1,380	1,501	+8.8%
February	1,524	1,639	+7.5%
March	1,814	1,842	+1.5%
12-Month Avg	1,573	1,866	+19.0%

Historical Closed Sales Activity

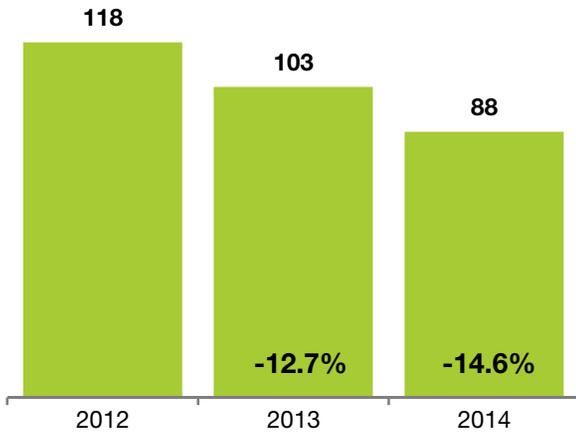


Days on Market Until Sale

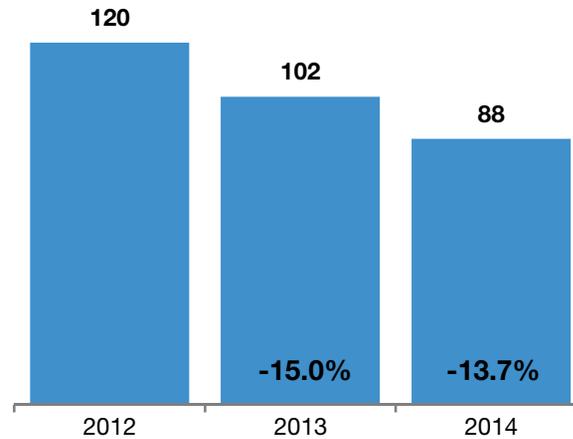
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

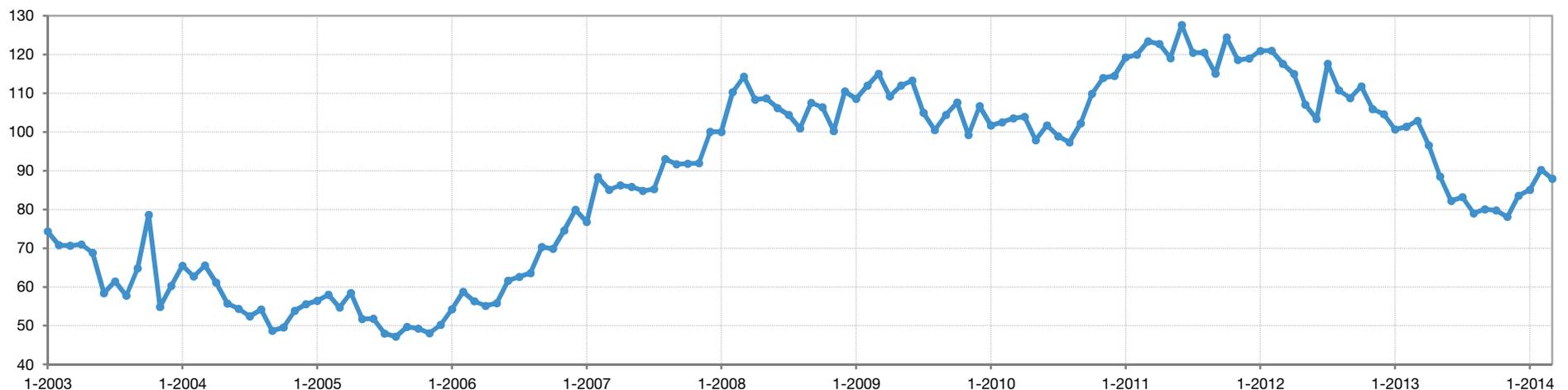


Year To Date



Month	Prior Year	Current Year	+/-
April	115	97	-15.7%
May	107	89	-16.8%
June	103	82	-20.4%
July	118	83	-29.7%
August	111	79	-28.8%
September	109	80	-26.6%
October	112	80	-28.6%
November	106	78	-26.4%
December	105	84	-20.0%
January	101	85	-15.8%
February	101	90	-10.9%
March	103	88	-14.6%
12-Month Avg	107	85	-21.3%

Historical Days on Market Until Sale

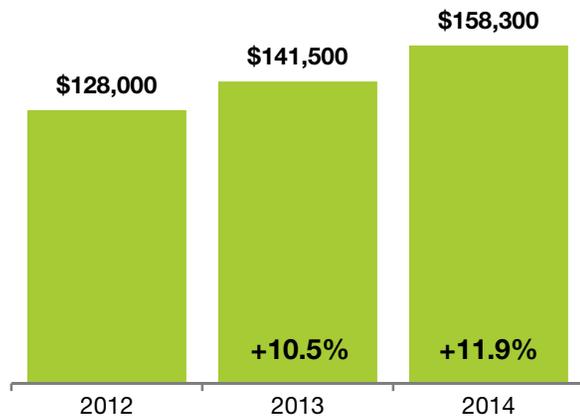


Median Sales Price

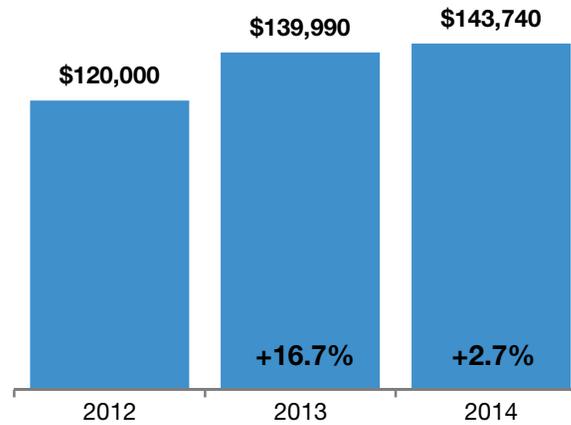
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March

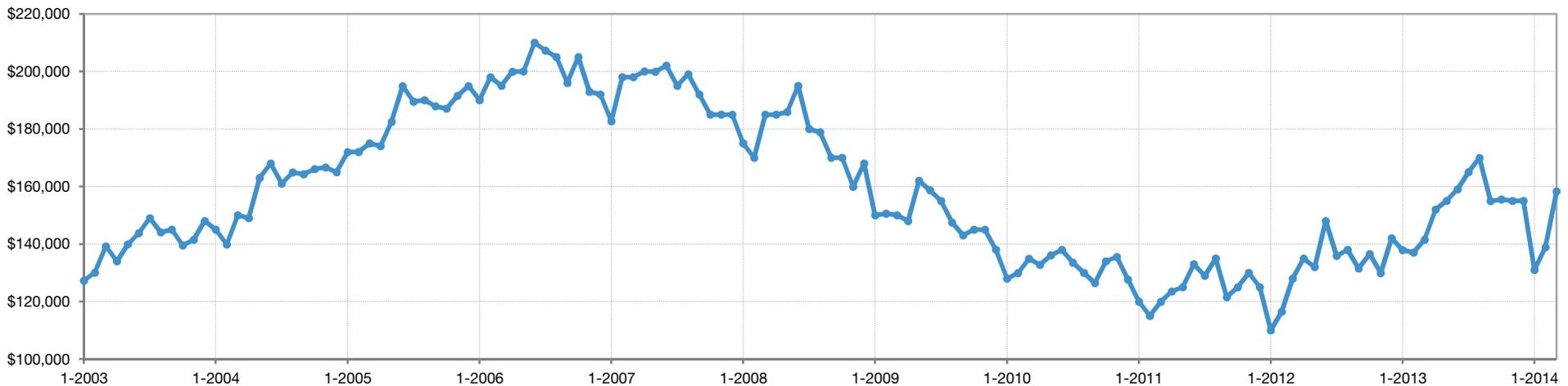


Year To Date



Month	Prior Year	Current Year	+/-
April	\$134,950	\$152,000	+12.6%
May	\$132,000	\$155,000	+17.4%
June	\$148,000	\$159,000	+7.4%
July	\$135,900	\$165,000	+21.4%
August	\$138,000	\$169,900	+23.1%
September	\$131,500	\$154,950	+17.8%
October	\$136,500	\$155,500	+13.9%
November	\$129,900	\$155,000	+19.3%
December	\$142,000	\$155,000	+9.2%
January	\$137,902	\$131,000	-5.0%
February	\$137,050	\$138,885	+1.3%
March	\$141,500	\$158,300	+11.9%
12-Month Med	\$138,000	\$155,000	+12.3%

Historical Median Sales Price



Average Sales Price

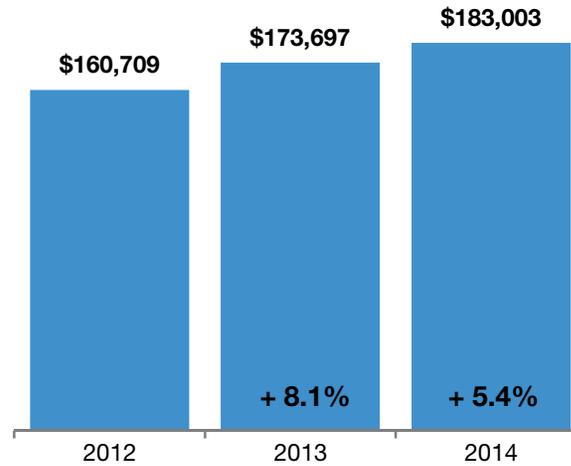
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

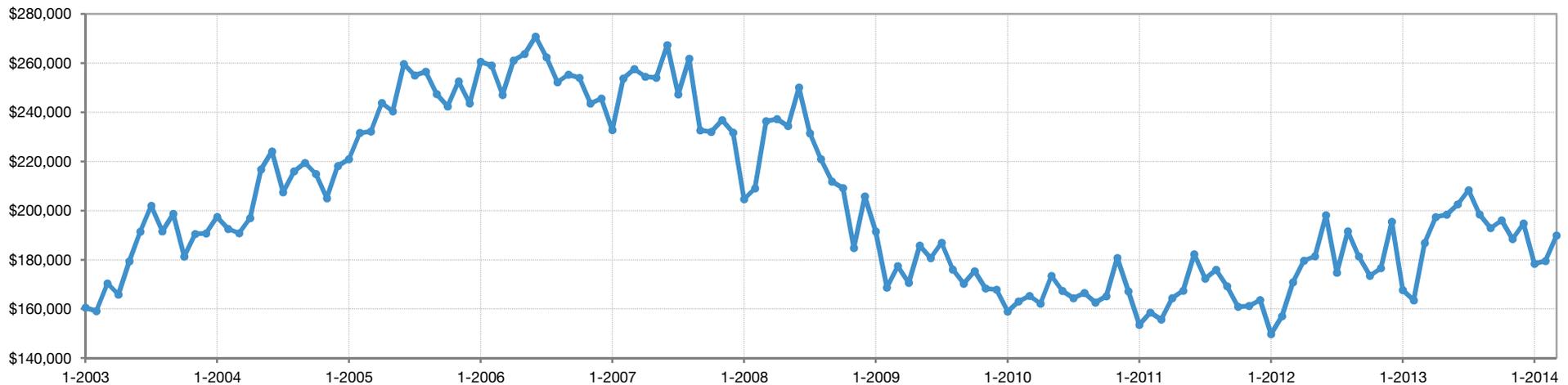


Year To Date



Month	Prior Year	Current Year	+/-
April	\$179,616	\$197,376	+9.9%
May	\$181,419	\$198,391	+9.4%
June	\$198,128	\$202,542	+2.2%
July	\$174,733	\$208,290	+19.2%
August	\$191,574	\$198,440	+3.6%
September	\$181,369	\$192,909	+6.4%
October	\$173,498	\$196,052	+13.0%
November	\$176,608	\$188,455	+6.7%
December	\$195,479	\$194,770	-0.4%
January	\$167,660	\$178,394	+6.4%
February	\$163,518	\$179,501	+9.8%
March	\$186,839	\$189,877	+1.6%
12-Month Avg	\$181,392	\$194,446	+7.2%

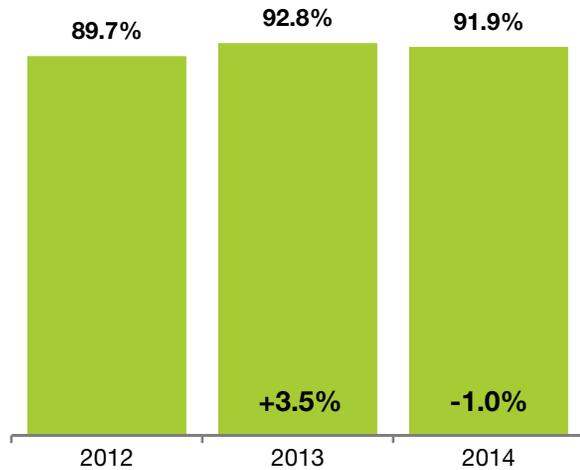
Historical Average Sales Price



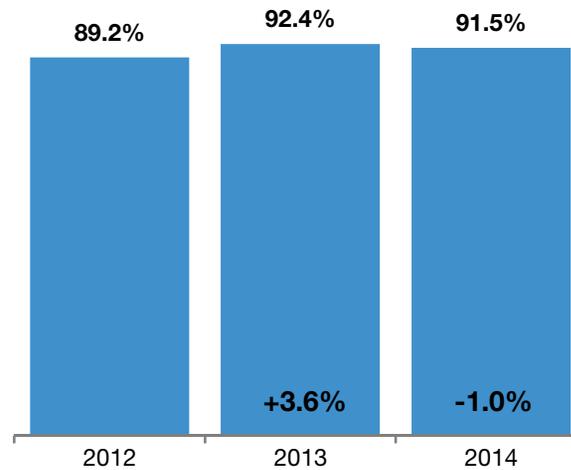
Percent of Original List Price Received

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.

March

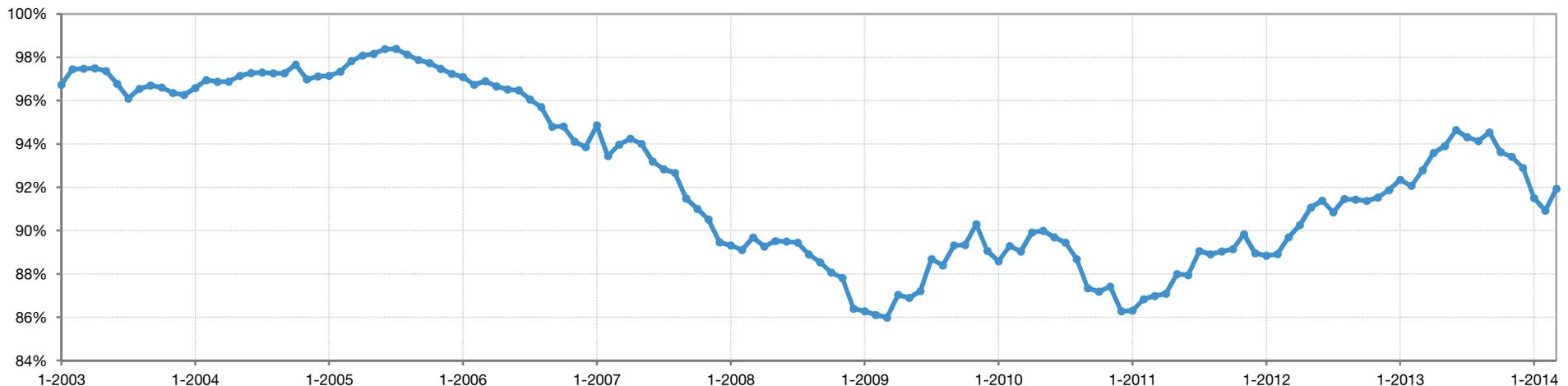


Year To Date



Month	Prior Year	Current Year	+/-
April	90.3%	93.6%	+3.7%
May	91.1%	93.9%	+3.1%
June	91.4%	94.6%	+3.5%
July	90.9%	94.3%	+3.7%
August	91.5%	94.1%	+2.8%
September	91.4%	94.5%	+3.4%
October	91.4%	93.6%	+2.4%
November	91.5%	93.4%	+2.1%
December	91.9%	92.9%	+1.1%
January	92.3%	91.5%	-0.9%
February	92.1%	90.9%	-1.3%
March	92.8%	91.9%	-1.0%
12-Month Avg	91.6%	93.4%	+2.0%

Historical Percent of Original List Price Received



Percent of Properties Sold Over List Price

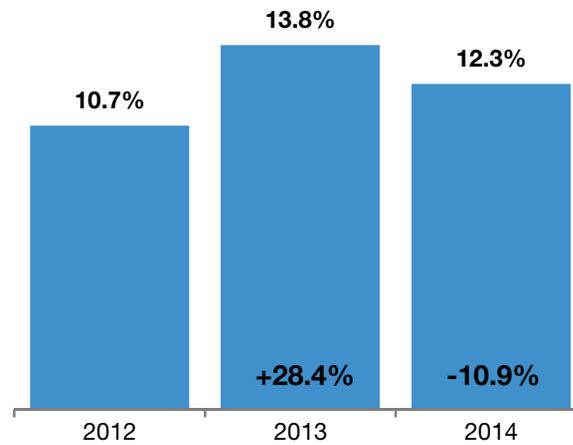
Percent of closed sales that sold for more than the most recent list price.



March

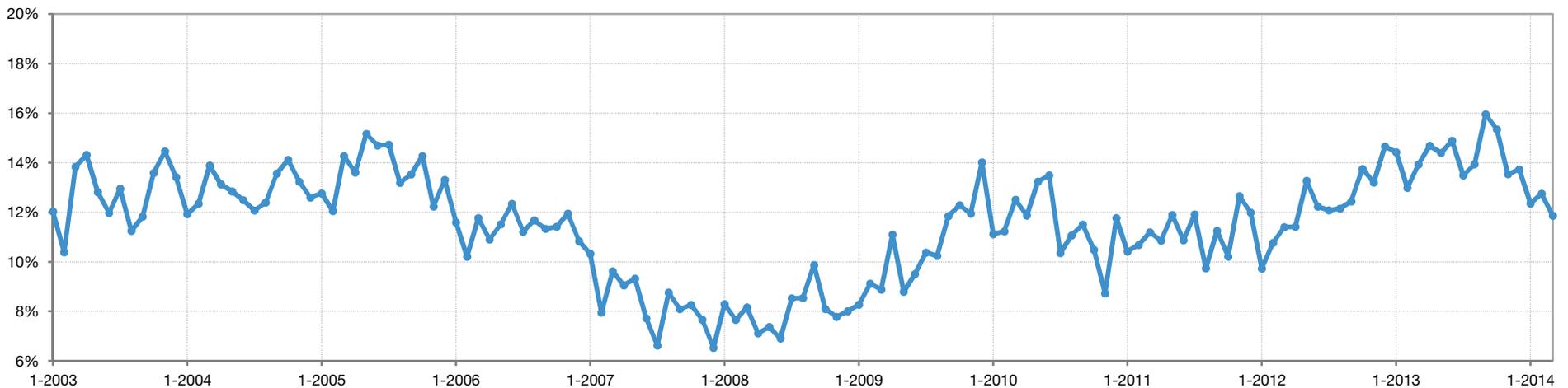


Year To Date



Month	Prior Year	Current Year	+/-
April	11.4%	14.7%	+28.9%
May	13.3%	14.4%	+8.3%
June	12.2%	14.9%	+22.1%
July	12.1%	13.5%	+11.6%
August	12.1%	13.9%	+14.9%
September	12.4%	16.0%	+29.0%
October	13.7%	15.3%	+11.7%
November	13.2%	13.5%	+2.3%
December	14.6%	13.7%	-6.2%
January	14.4%	12.4%	-13.9%
February	13.0%	12.7%	-2.3%
March	13.9%	11.9%	-14.4%
12-Month Avg	13.0%	13.9%	+6.7%

Historical Percent of Properties Sold Over List Price

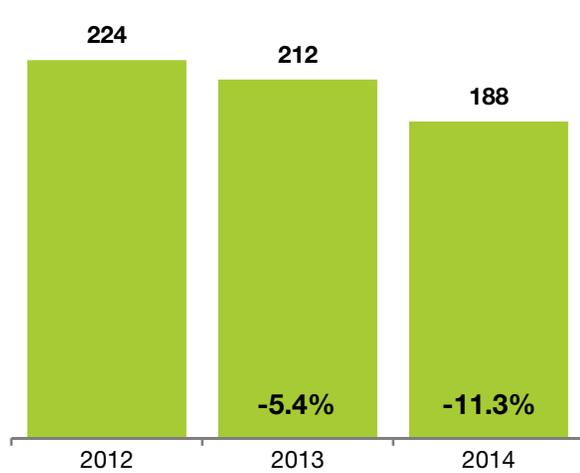


Housing Affordability Index

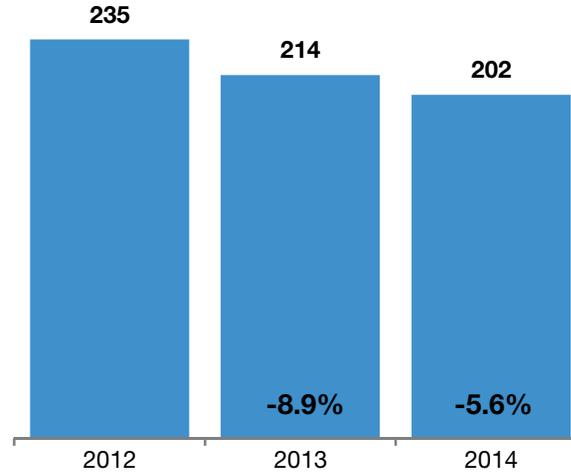
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



March

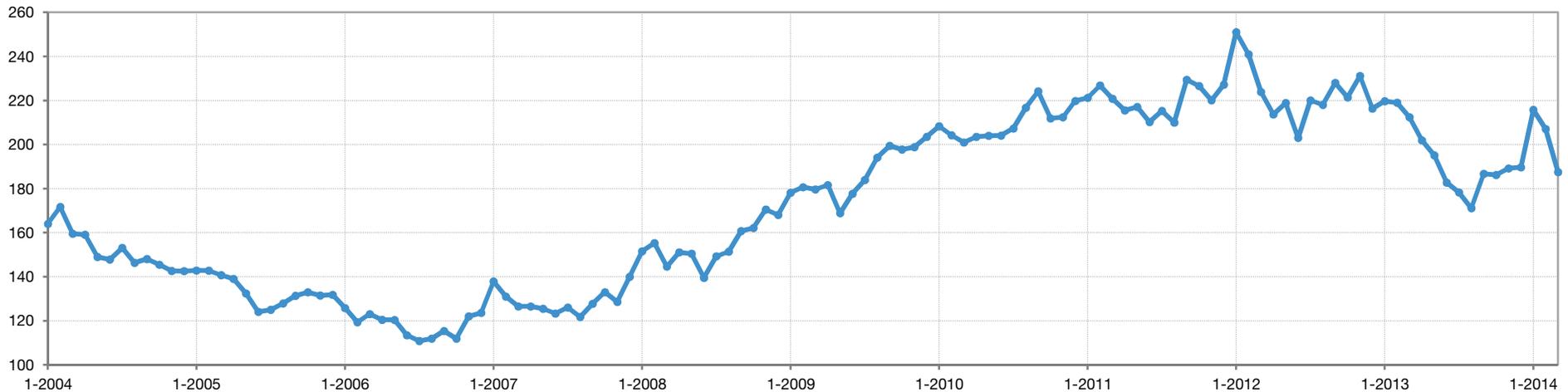


Year To Date



Month	Prior Year	Current Year	+/-
April	214	202	-5.6%
May	219	195	-11.0%
June	203	183	-9.9%
July	220	178	-19.1%
August	218	171	-21.6%
September	228	187	-18.0%
October	221	186	-15.8%
November	231	189	-18.2%
December	216	190	-12.0%
January	220	216	-1.8%
February	219	207	-5.5%
March	212	188	-11.3%
12-Month Avg	218	191	-12.5%

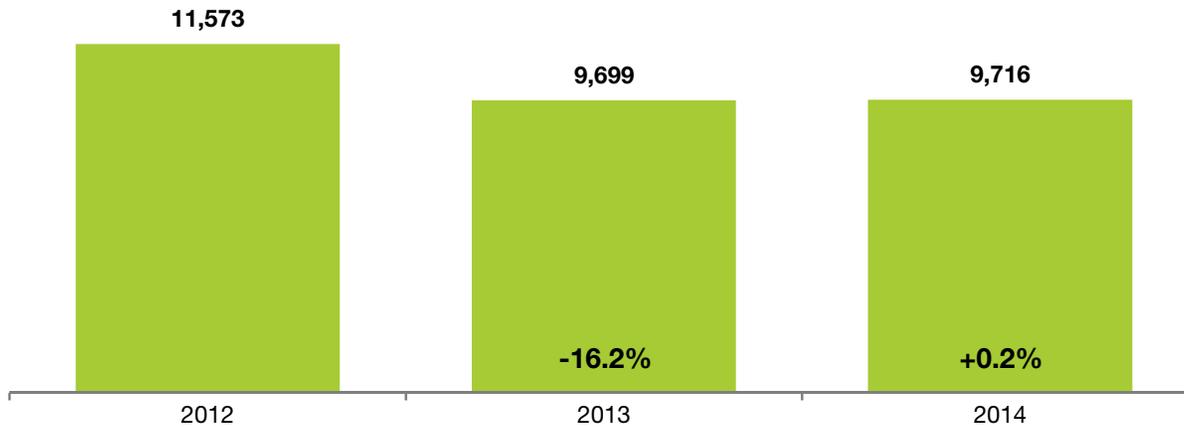
Historical Housing Affordability Index



Inventory of Homes for Sale

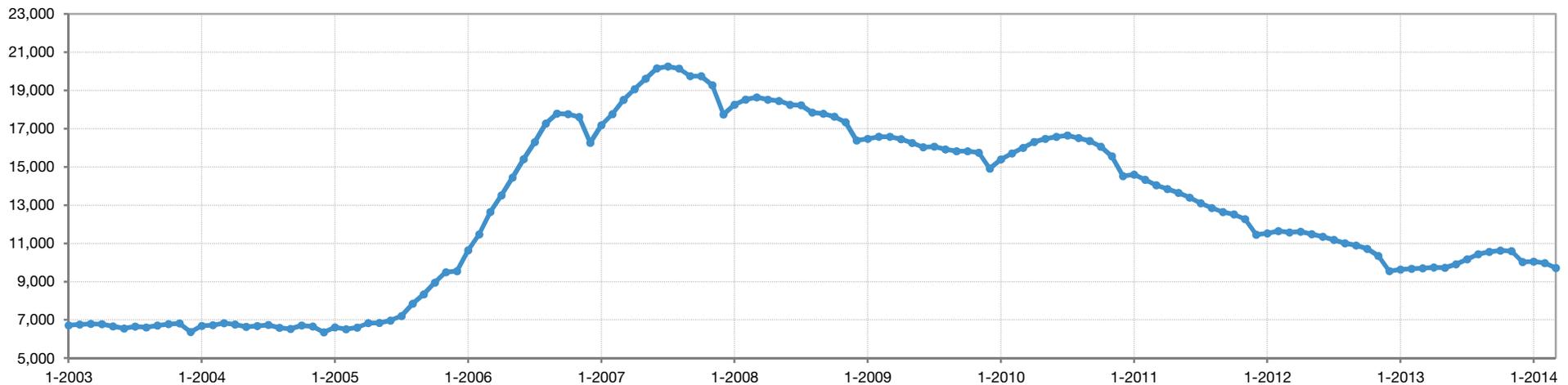
The number of properties available for sale in active status at the end of the month.

March



Month	Prior Year	Current Year	+/-
April	11,613	9,745	-16.1%
May	11,482	9,726	-15.3%
June	11,351	9,910	-12.7%
July	11,188	10,170	-9.1%
August	11,010	10,433	-5.2%
September	10,892	10,560	-3.0%
October	10,716	10,624	-0.9%
November	10,348	10,597	+2.4%
December	9,555	10,026	+4.9%
January	9,634	10,049	+4.3%
February	9,676	9,971	+3.0%
March	9,699	9,716	+0.2%
12-Month Avg	10,597	10,127	-4.0%

Historical Inventory of Homes for Sale

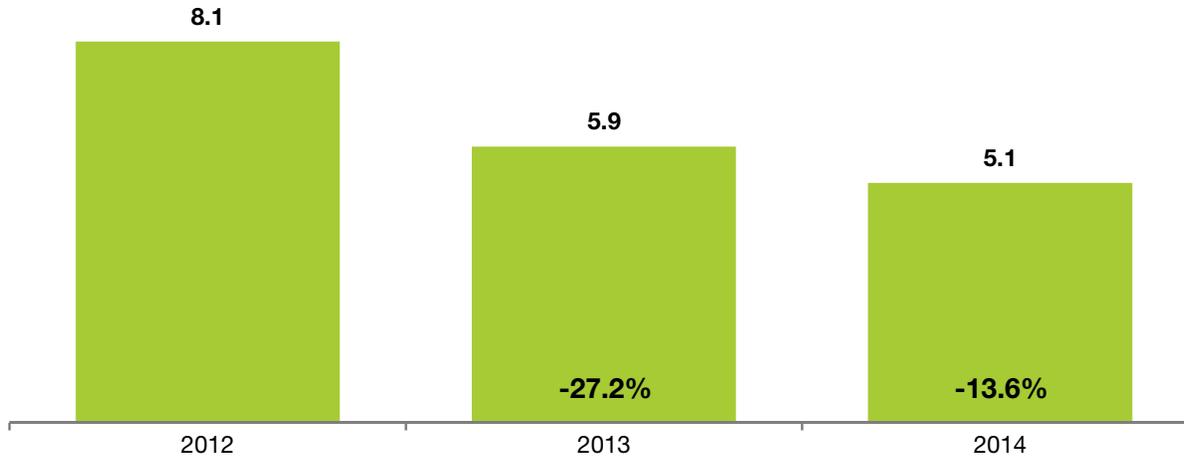


Months Supply of Inventory

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

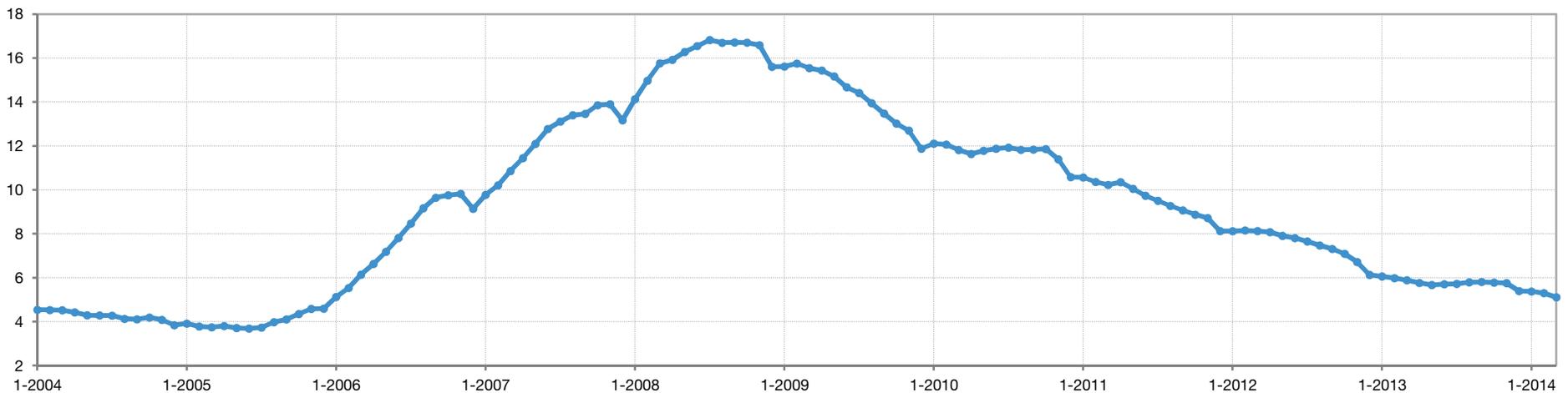


March



Month	Prior Year	Current Year	+/-
April	8.1	5.8	-28.4%
May	7.9	5.7	-27.8%
June	7.8	5.7	-26.9%
July	7.7	5.7	-26.0%
August	7.5	5.8	-22.7%
September	7.3	5.8	-20.5%
October	7.1	5.8	-18.3%
November	6.7	5.8	-13.4%
December	6.1	5.4	-11.5%
January	6.1	5.4	-11.5%
February	6.0	5.3	-11.7%
March	5.9	5.1	-13.6%
12-Month Avg	7.0	5.6	-20.1%

Historical Months Supply of Inventory



Housing Supply Overview



March 2014

A RESEARCH TOOL PROVIDED BY THE
NORTHEAST FLORIDA ASSOCIATION OF REALTORS

Quick Facts

+ 38.5%	+ 19.1%	+ 17.1%
Price Range With Strongest Sales: \$300,000 to \$499,999	Construction Status With Strongest Sales: New Construction	Property Type With Strongest Sales: Single-Family

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

[Click on desired metric to jump to that page.](#)

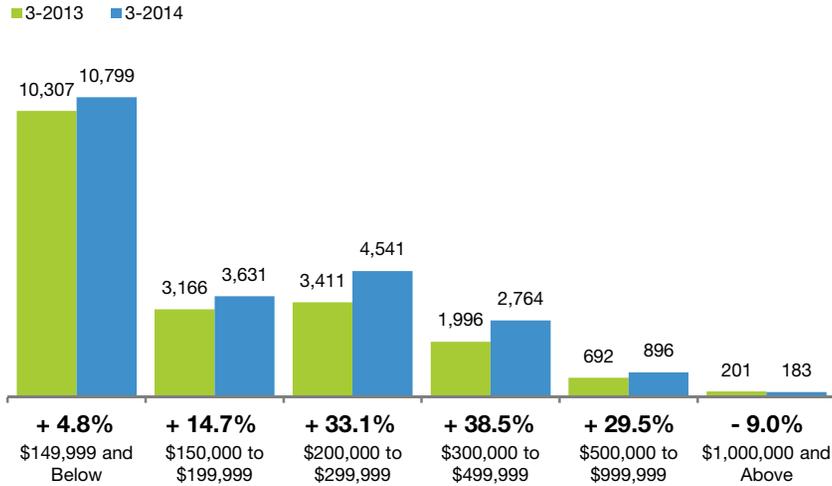


Pending Sales

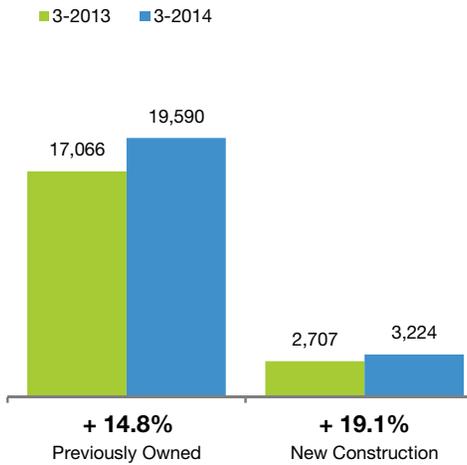
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



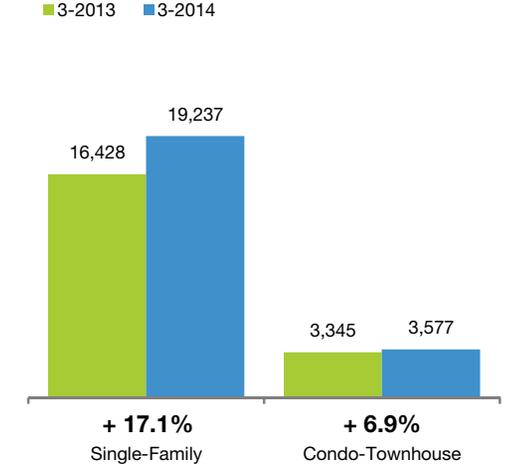
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	3-2013	3-2014	Change
\$149,999 and Below	10,307	10,799	+ 4.8%
\$150,000 to \$199,999	3,166	3,631	+ 14.7%
\$200,000 to \$299,999	3,411	4,541	+ 33.1%
\$300,000 to \$499,999	1,996	2,764	+ 38.5%
\$500,000 to \$999,999	692	896	+ 29.5%
\$1,000,000 and Above	201	183	- 9.0%
All Price Ranges	19,773	22,814	+ 15.4%

Single-Family

3-2013	3-2014	Change	3-2013	3-2014	Change
7,919	8,300	+ 4.8%	2,388	2,499	+ 4.6%
2,862	3,230	+ 12.9%	304	401	+ 31.9%
3,045	4,184	+ 37.4%	366	357	- 2.5%
1,822	2,546	+ 39.7%	174	218	+ 25.3%
598	809	+ 35.3%	94	87	- 7.4%
182	168	- 7.7%	19	15	- 21.1%
16,428	19,237	+ 17.1%	3,345	3,577	+ 6.9%

Condo-Townhouse

By Construction Status	3-2013	3-2014	Change
Previously Owned	17,066	19,590	+ 14.8%
New Construction	2,707	3,224	+ 19.1%
All Property Types	19,773	22,814	+ 15.4%

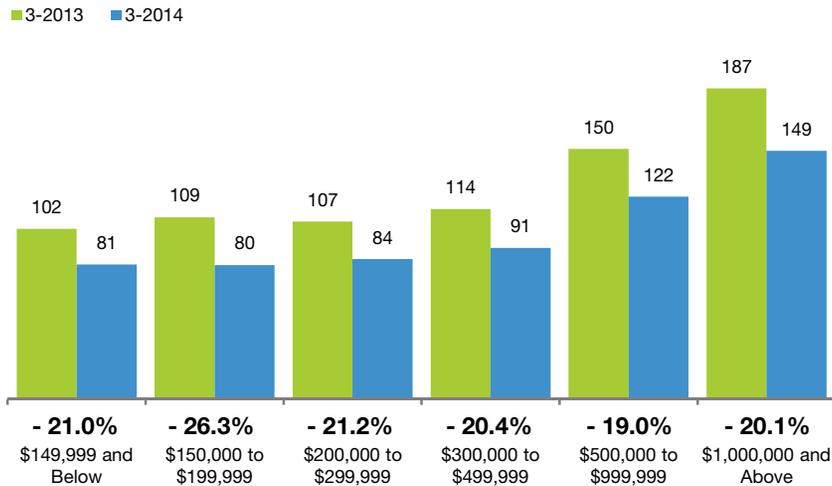
3-2013	3-2014	Change	3-2013	3-2014	Change
14,180	16,334	+ 15.2%	2,886	3,256	+ 12.8%
2,248	2,903	+ 29.1%	459	321	- 30.1%
16,428	19,237	+ 17.1%	3,345	3,577	+ 6.9%

Days on Market Until Sale

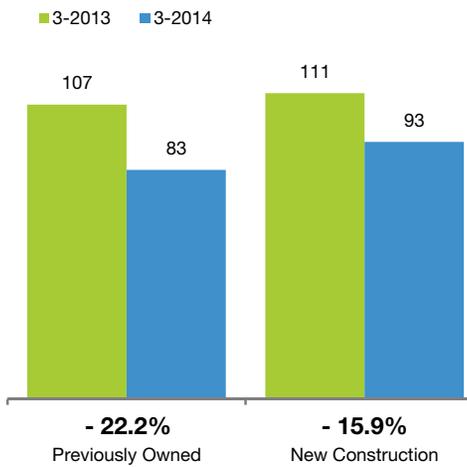
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



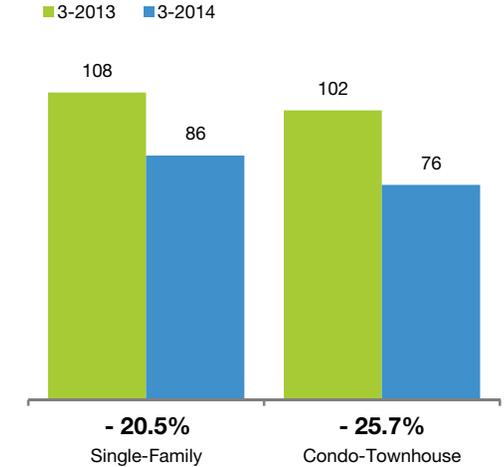
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	3-2013	3-2014	Change
\$149,999 and Below	102	81	- 21.0%
\$150,000 to \$199,999	109	80	- 26.3%
\$200,000 to \$299,999	107	84	- 21.2%
\$300,000 to \$499,999	114	91	- 20.4%
\$500,000 to \$999,999	150	122	- 19.0%
\$1,000,000 and Above	187	149	- 20.1%
All Price Ranges	107	85	- 21.3%

Single-Family

3-2013	3-2014	Change	3-2013	3-2014	Change
107	85	- 20.6%	87	67	- 22.6%
107	80	- 25.4%	135	88	- 35.1%
104	83	- 19.6%	131	90	- 31.5%
108	90	- 17.4%	175	106	- 39.8%
144	120	- 16.6%	188	133	- 29.3%
191	155	- 18.8%	121	82	- 31.6%
108	86	- 20.5%	102	76	- 25.7%

Condo-Townhouse

By Construction Status	3-2013	3-2014	Change
Previously Owned	107	83	- 22.2%
New Construction	111	93	- 15.9%
All Property Types	107	85	- 21.3%

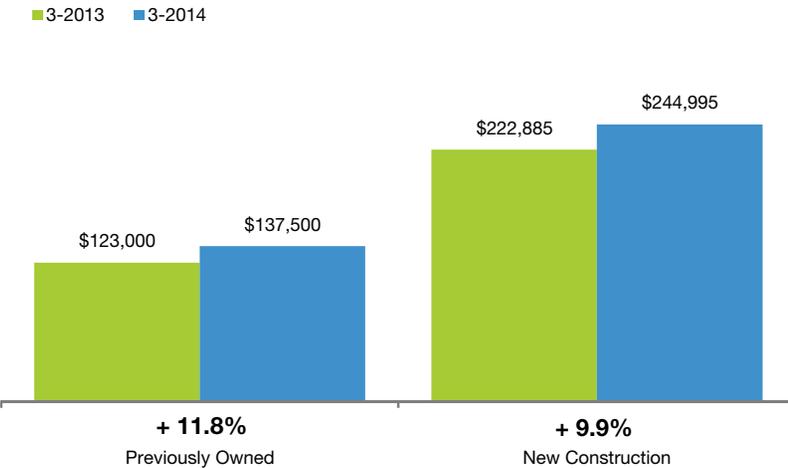
3-2013	3-2014	Change	3-2013	3-2014	Change
109	85	- 22.1%	97	75	- 23.0%
106	95	- 10.5%	137	83	- 39.7%
108	86	- 20.5%	102	76	- 25.7%

Median Sales Price

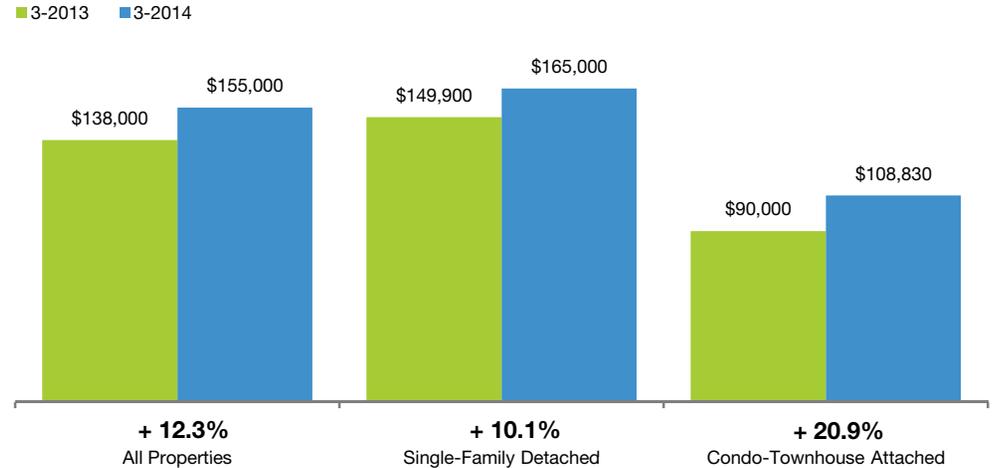
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Construction Status



By Property Type



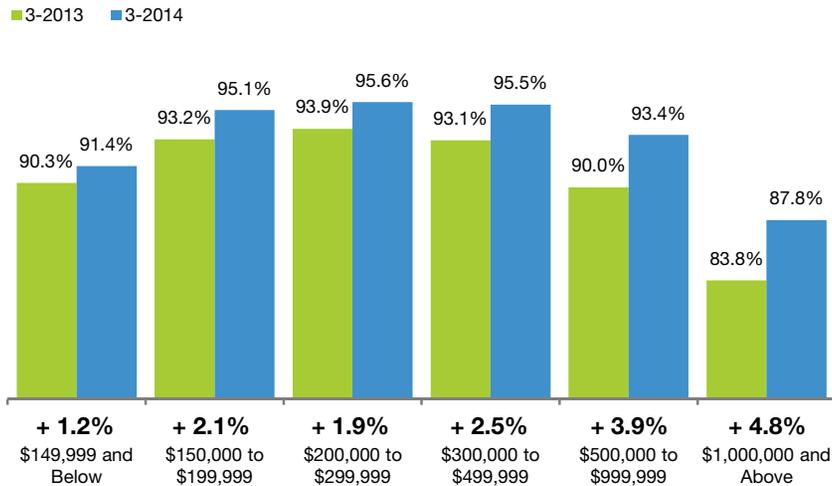
By Construction Status	All Properties			Single-Family Detached			Condo-Townhouse Attached		
	3-2013	3-2014	Change	3-2013	3-2014	Change	3-2013	3-2014	Change
Previously Owned	\$123,000	\$137,500	+ 11.8%	\$132,000	\$147,500	+ 11.7%	\$82,135	\$100,000	+ 21.8%
New Construction	\$222,885	\$244,995	+ 9.9%	\$232,000	\$252,623	+ 8.9%	\$151,360	\$186,330	+ 23.1%
All Construction Statuses	\$138,000	\$155,000	+ 12.3%	\$149,900	\$165,000	+ 10.1%	\$90,000	\$108,830	+ 20.9%

Percent of Original List Price Received

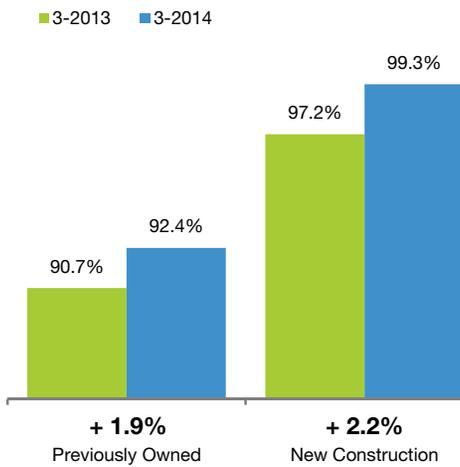


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

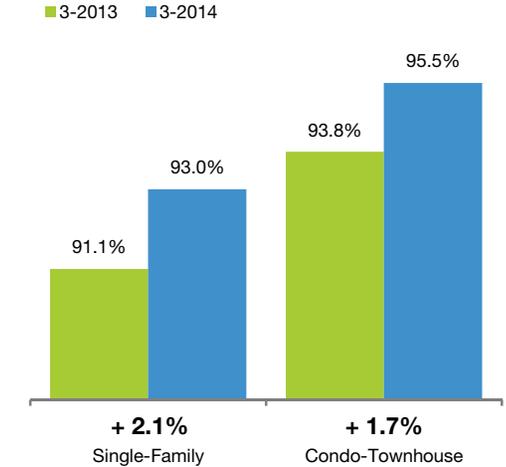
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	3-2013	3-2014	Change
\$149,999 and Below	90.3%	91.4%	+ 1.2%
\$150,000 to \$199,999	93.2%	95.1%	+ 2.1%
\$200,000 to \$299,999	93.9%	95.6%	+ 1.9%
\$300,000 to \$499,999	93.1%	95.5%	+ 2.5%
\$500,000 to \$999,999	90.0%	93.4%	+ 3.9%
\$1,000,000 and Above	83.8%	87.8%	+ 4.8%
All Price Ranges	91.6%	93.4%	+ 2.0%

Single-Family

3-2013	3-2014	Change
89.1%	90.2%	+ 1.2%
93.2%	95.0%	+ 2.0%
93.8%	95.5%	+ 1.8%
93.4%	95.5%	+ 2.3%
90.1%	93.7%	+ 3.9%
83.2%	87.6%	+ 5.2%
91.1%	93.0%	+ 2.1%

Condo-Townhouse

3-2013	3-2014	Change
94.2%	95.4%	+ 1.2%
93.2%	95.7%	+ 2.7%
94.5%	97.1%	+ 2.8%
90.3%	94.5%	+ 4.7%
88.9%	91.5%	+ 2.9%
93.1%	90.9%	- 2.4%
93.8%	95.5%	+ 1.7%

By Construction Status	3-2013	3-2014	Change
Previously Owned	90.7%	92.4%	+ 1.9%
New Construction	97.2%	99.3%	+ 2.2%
All Property Types	91.6%	93.4%	+ 2.0%

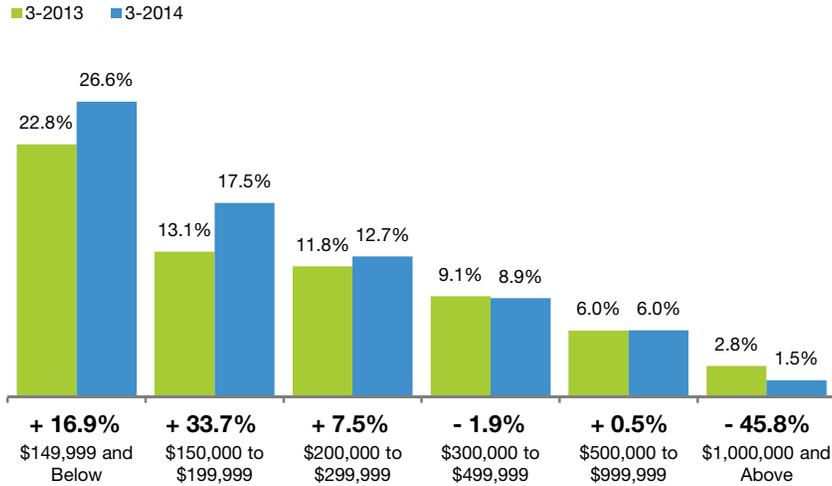
3-2013	3-2014	Change	3-2013	3-2014	Change
90.2%	91.9%	+ 1.9%	93.1%	94.7%	+ 1.7%
96.9%	99.0%	+ 2.2%	98.9%	101.7%	+ 2.8%
91.1%	93.0%	+ 2.1%	93.8%	95.5%	+ 1.7%

Percent of Properties Sold Over List Price

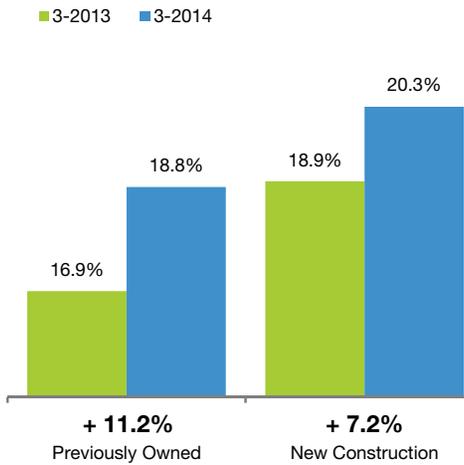
Percent of closed sales that sold for more than the most recent list price. Based on a rolling 12-month average.



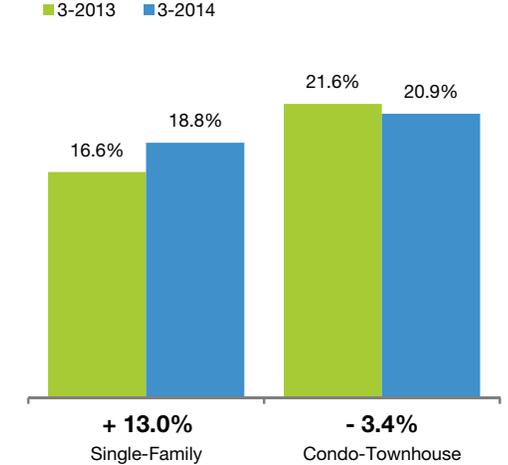
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	3-2013	3-2014	Change
\$149,999 and Below	22.8%	26.6%	+ 16.9%
\$150,000 to \$199,999	13.1%	17.5%	+ 33.7%
\$200,000 to \$299,999	11.8%	12.7%	+ 7.5%
\$300,000 to \$499,999	9.1%	8.9%	- 1.9%
\$500,000 to \$999,999	6.0%	6.0%	+ 0.5%
\$1,000,000 and Above	2.8%	1.5%	- 45.8%
All Price Ranges	17.2%	19.0%	+ 10.5%

Single-Family

3-2013	3-2014	Change
21.8%	26.6%	+ 21.7%
13.5%	18.0%	+ 33.3%
12.0%	13.1%	+ 9.3%
9.5%	9.0%	- 5.0%
6.4%	6.2%	- 2.7%
3.1%	1.7%	- 46.0%
16.6%	18.8%	+ 13.0%

Condo-Townhouse

3-2013	3-2014	Change
27.6%	26.8%	- 3.1%
6.2%	8.9%	+ 44.6%
8.3%	3.3%	- 60.0%
2.6%	6.7%	+ 153.3%
3.5%	4.2%	+ 18.1%
0.0%	0.0%	0.0%
21.6%	20.9%	- 3.4%

By Construction Status

3-2013	3-2014	Change
16.9%	18.8%	+ 11.2%
18.9%	20.3%	+ 7.2%
17.2%	19.0%	+ 10.5%

Single-Family

3-2013	3-2014	Change
16.2%	18.6%	+ 14.7%
19.2%	20.2%	+ 4.8%
16.6%	18.8%	+ 13.0%

Condo-Townhouse

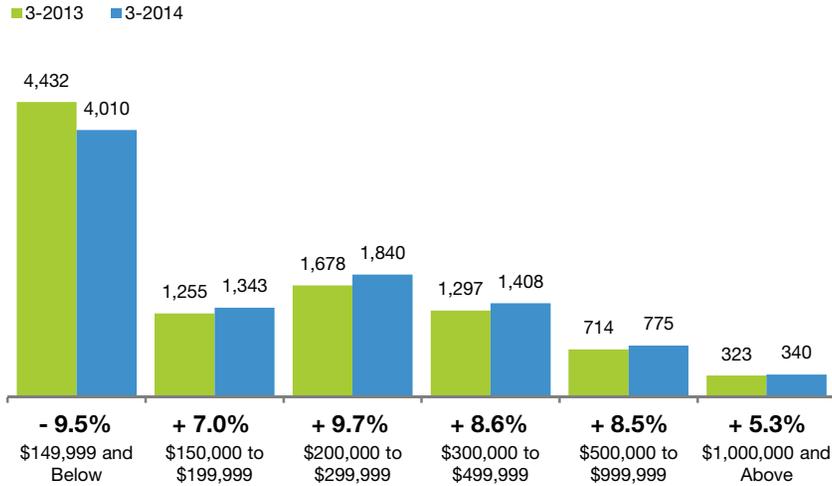
3-2013	3-2014	Change
22.2%	20.8%	- 6.2%
13.9%	22.0%	+ 57.8%
21.6%	20.9%	- 3.4%

Inventory of Homes for Sale

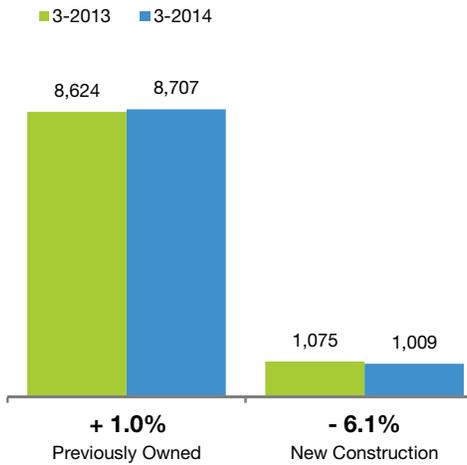
The number of properties available for sale in active status at the end of the most recent month. **Based on one month of activity.**



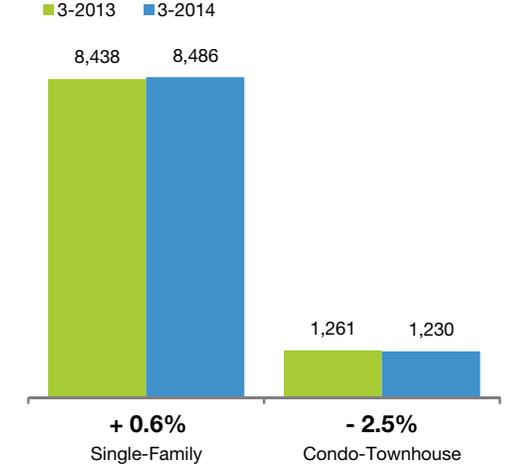
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	3-2013	3-2014	Change
\$149,999 and Below	4,432	4,010	-9.5%
\$150,000 to \$199,999	1,255	1,343	+7.0%
\$200,000 to \$299,999	1,678	1,840	+9.7%
\$300,000 to \$499,999	1,297	1,408	+8.6%
\$500,000 to \$999,999	714	775	+8.5%
\$1,000,000 and Above	323	340	+5.3%
All Price Ranges	9,699	9,716	+0.2%

Single-Family

3-2013	3-2014	Change
3,700	3,364	-9.1%
1,118	1,176	+5.2%
1,500	1,681	+12.1%
1,182	1,255	+6.2%
638	695	+8.9%
300	315	+5.0%
8,438	8,486	+0.6%

Condo-Townhouse

3-2013	3-2014	Change
732	646	-11.7%
137	167	+21.9%
178	159	-10.7%
115	153	+33.0%
76	80	+5.3%
23	25	+8.7%
1,261	1,230	-2.5%

By Construction Status	3-2013	3-2014	Change
Previously Owned	8,624	8,707	+1.0%
New Construction	1,075	1,009	-6.1%
All Property Types	9,699	9,716	+0.2%

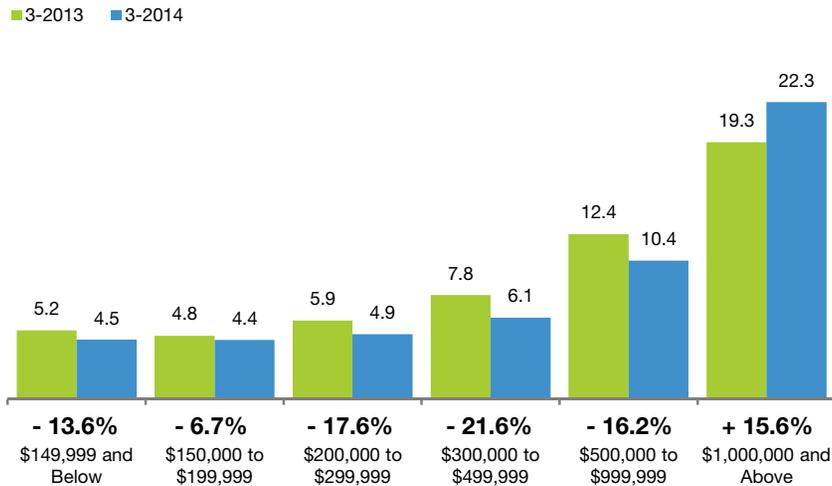
3-2013	3-2014	Change	3-2013	3-2014	Change
7,487	7,593	+1.4%	1,137	1,114	-2.0%
951	893	-6.1%	124	116	-6.5%
8,438	8,486	+0.6%	1,261	1,230	-2.5%

Months Supply of Inventory

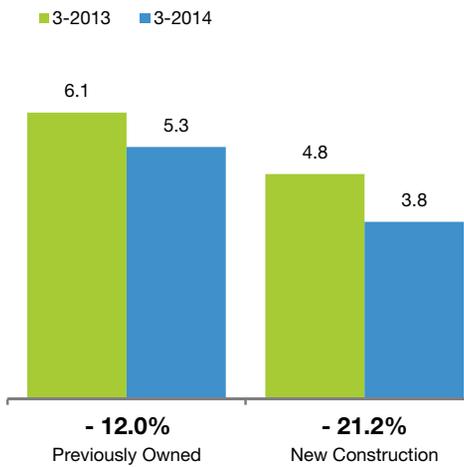
The inventory of homes for sale at the end of the most recent month, based on one month of activity, divided by the average monthly pending sales from the last 12 months.



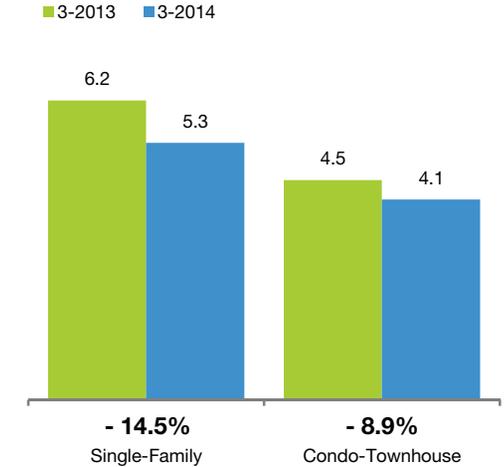
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	3-2013	3-2014	Change
\$149,999 and Below	5.2	4.5	-13.6%
\$150,000 to \$199,999	4.8	4.4	-6.7%
\$200,000 to \$299,999	5.9	4.9	-17.6%
\$300,000 to \$499,999	7.8	6.1	-21.6%
\$500,000 to \$999,999	12.4	10.4	-16.2%
\$1,000,000 and Above	19.3	22.3	+15.6%
All Price Ranges	5.9	5.1	-13.6%

Single-Family

3-2013	3-2014	Change	3-2013	3-2014	Change
5.6	4.9	-13.3%	3.7	3.1	-15.7%
4.7	4.4	-6.8%	5.4	5.0	-7.6%
5.9	4.8	-18.4%	5.8	5.3	-8.4%
7.8	5.9	-24.0%	7.9	8.4	+6.2%
12.8	10.3	-19.5%	9.7	11.0	+13.7%
19.8	22.5	+13.8%	12.1	15.0	+23.9%
6.2	5.3	-14.5%	4.5	4.1	-8.9%

Condo-Townhouse

By Construction Status	3-2013	3-2014	Change
Previously Owned	6.1	5.3	-12.0%
New Construction	4.8	3.8	-21.2%
All Property Types	5.9	5.1	-13.6%

3-2013	3-2014	Change	3-2013	3-2014	Change
6.3	5.6	-12.0%	4.7	4.1	-13.2%
5.1	3.7	-27.3%	3.2	4.3	+33.8%
6.2	5.3	-14.5%	4.5	4.1	-8.9%

Local Market Update – March 2014

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



Southside / Mandarin /

+ 8.4%

Change in
New Listings

+ 3.2%

Change in
Closed Sales

+ 5.0%

Change in
Median Sales Price

Region 01

March

Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	273	296	+ 8.4%	747	850	+ 13.8%
Closed Sales	189	195	+ 3.2%	468	535	+ 14.3%
Median Sales Price*	\$160,000	\$168,000	+ 5.0%	\$159,650	\$165,000	+ 3.4%
Percent of Original List Price Received*	94.1%	92.4%	- 1.8%	94.3%	92.2%	- 2.2%
Percent of Properties Sold Over List Price*	21.7%	15.9%	- 26.7%	17.5%	16.5%	- 5.7%
Days on Market Until Sale	97	81	- 16.5%	87	84	- 3.4%
Inventory of Homes for Sale	827	805	- 2.7%	--	--	--
Months Supply of Inventory	4.8	4.1	- 14.6%	--	--	--

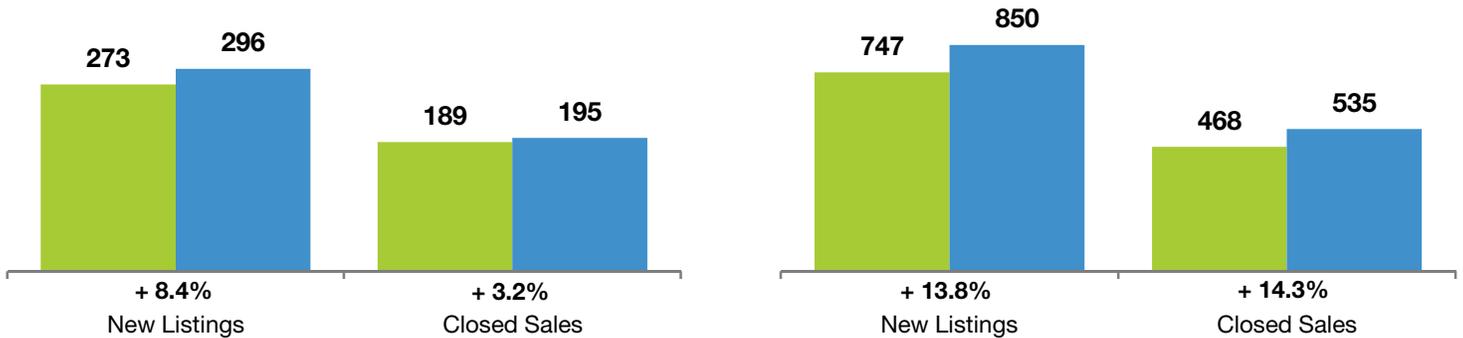
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March

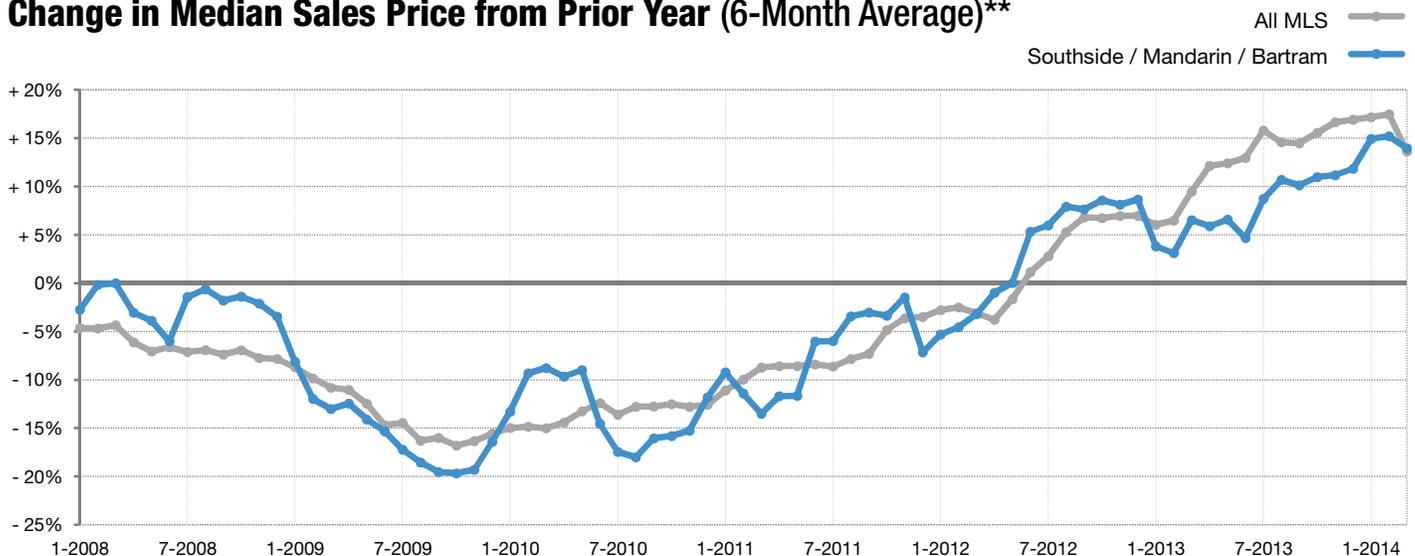
■ 2013 ■ 2014

Year to Date

■ 2013 ■ 2014



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 April 23, 2014. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

Local Market Update – March 2014

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



Southside

+ 20.2%

Change in
New Listings

- 5.0%

Change in
Closed Sales

+ 0.9%

Change in
Median Sales Price

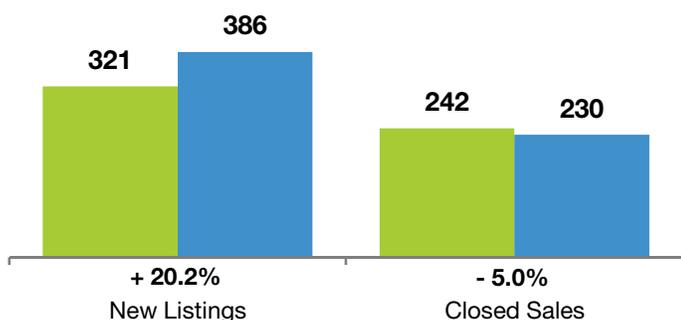
Region 02

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	321	386	+ 20.2%	891	1,111	+ 24.7%
Closed Sales	242	230	- 5.0%	597	660	+ 10.6%
Median Sales Price*	\$137,000	\$138,250	+ 0.9%	\$113,000	\$124,955	+ 10.6%
Percent of Original List Price Received*	95.4%	93.5%	- 2.0%	94.6%	92.7%	- 2.0%
Percent of Properties Sold Over List Price*	21.9%	17.0%	- 22.4%	22.3%	18.3%	- 17.9%
Days on Market Until Sale	76	66	- 13.2%	86	67	- 22.1%
Inventory of Homes for Sale	867	979	+ 12.9%	--	--	--
Months Supply of Inventory	4.0	4.0	0.0%	--	--	--

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

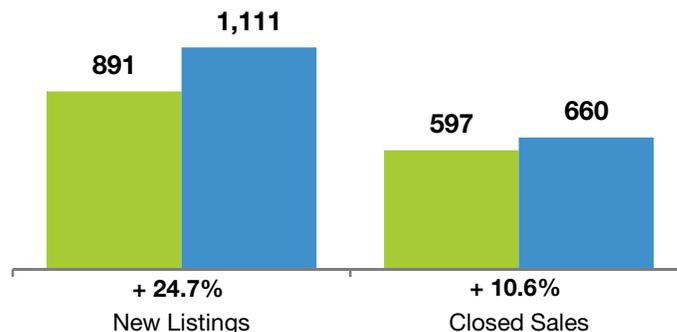
March

■ 2013 ■ 2014

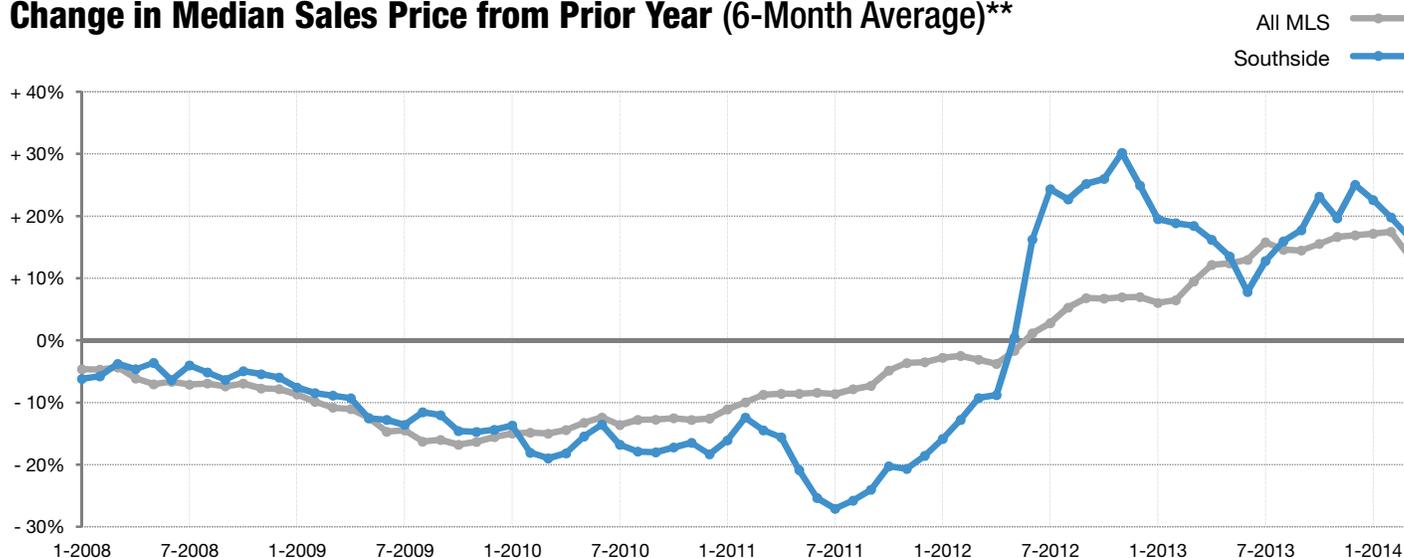


Year to Date

■ 2013 ■ 2014



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



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Local Market Update – March 2014

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



Riverside / Avondale / Ortega

Region 03

0.0%

Change in
New Listings

+ 83.3%

Change in
Closed Sales

- 26.8%

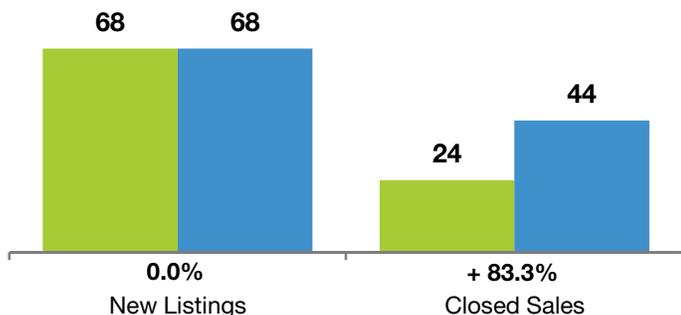
Change in
Median Sales Price

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	68	68	0.0%	188	199	+ 5.9%
Closed Sales	24	44	+ 83.3%	93	119	+ 28.0%
Median Sales Price*	\$257,500	\$188,500	- 26.8%	\$179,000	\$223,500	+ 24.9%
Percent of Original List Price Received*	89.8%	91.4%	+ 1.8%	89.5%	91.3%	+ 2.0%
Percent of Properties Sold Over List Price*	0.0%	9.1%	--	9.8%	10.9%	+ 11.2%
Days on Market Until Sale	103	111	+ 7.8%	112	100	- 10.7%
Inventory of Homes for Sale	239	244	+ 2.1%	--	--	--
Months Supply of Inventory	7.1	5.5	- 22.5%	--	--	--

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

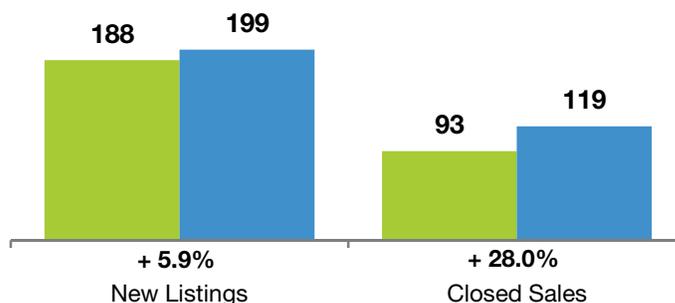
March

■ 2013 ■ 2014

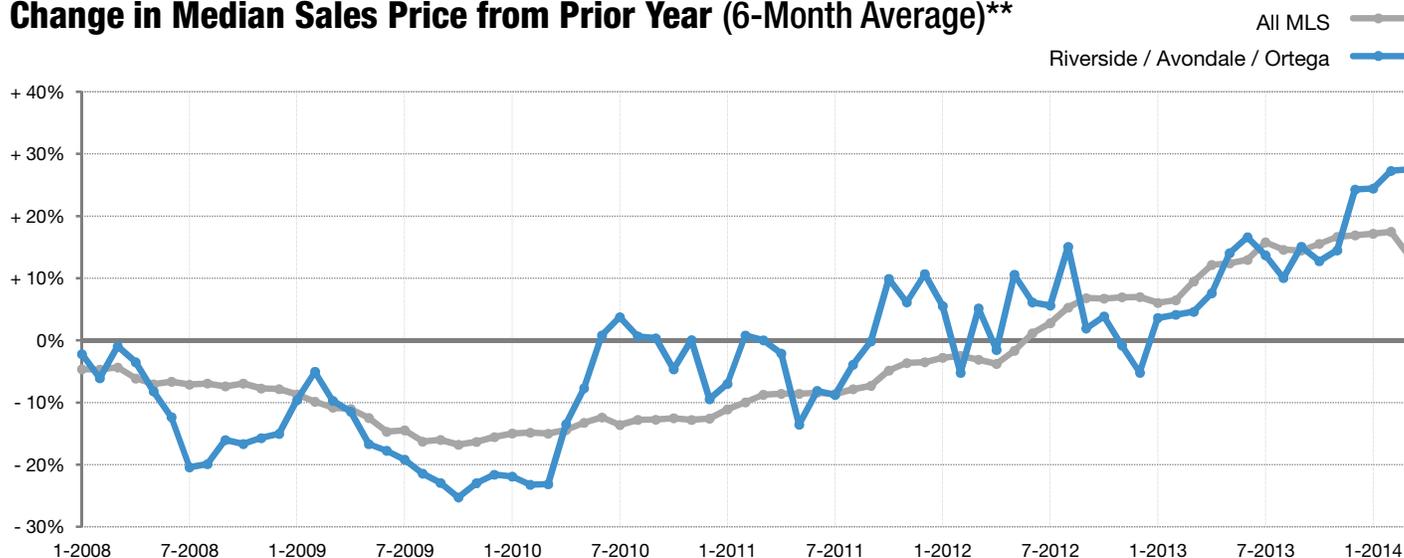


Year to Date

■ 2013 ■ 2014



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 April 23, 2014. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

Local Market Update – March 2014

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



Arlington / Fort Caroline

Region 04

+ 21.9%

Change in
New Listings

+ 3.3%

Change in
Closed Sales

- 21.1%

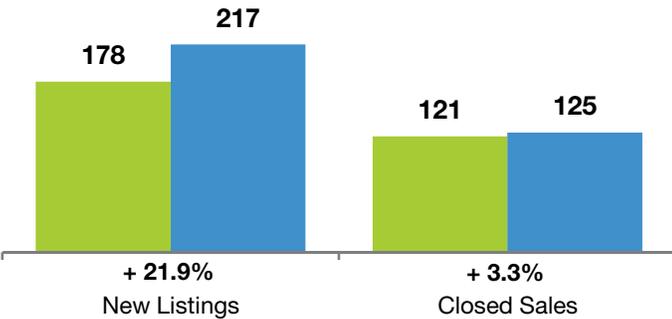
Change in
Median Sales Price

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	178	217	+ 21.9%	531	607	+ 14.3%
Closed Sales	121	125	+ 3.3%	368	341	- 7.3%
Median Sales Price*	\$133,250	\$105,100	- 21.1%	\$110,000	\$98,005	- 10.9%
Percent of Original List Price Received*	93.1%	91.5%	- 1.7%	92.0%	90.5%	- 1.6%
Percent of Properties Sold Over List Price*	27.3%	22.4%	- 17.9%	24.5%	22.9%	- 6.5%
Days on Market Until Sale	94	83	- 11.7%	92	83	- 9.8%
Inventory of Homes for Sale	576	612	+ 6.3%	--	--	--
Months Supply of Inventory	4.7	4.4	- 6.4%	--	--	--

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

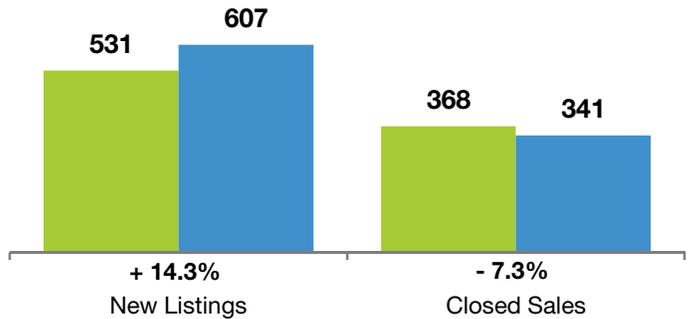
March

■ 2013 ■ 2014

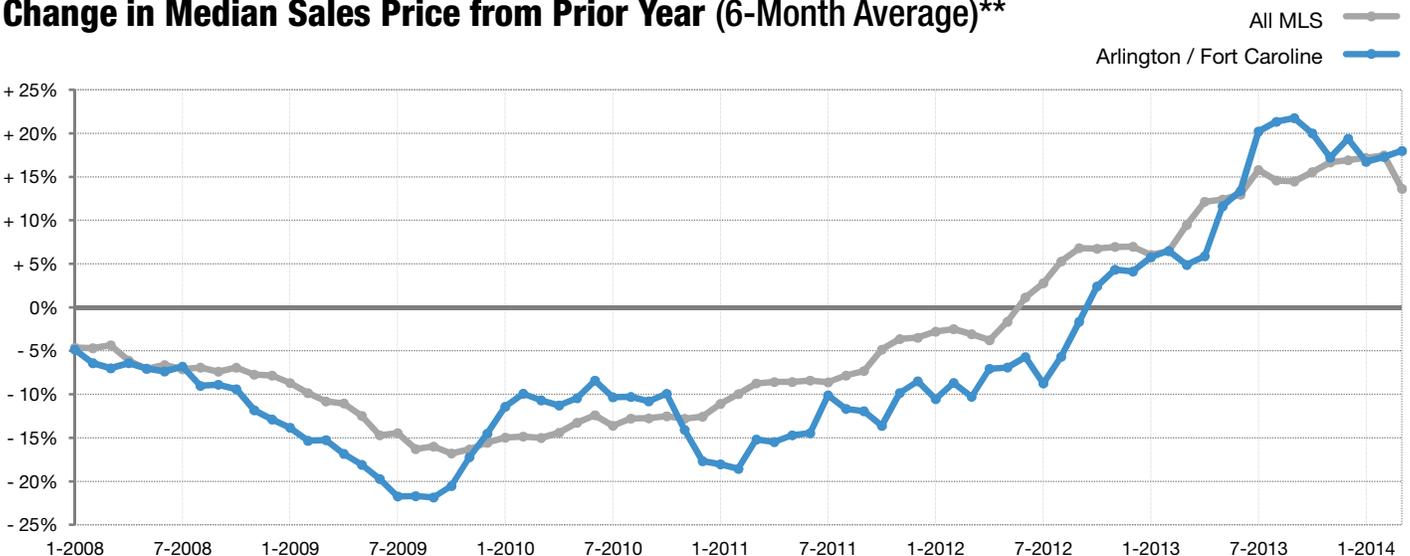


Year to Date

■ 2013 ■ 2014



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 April 23, 2014. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

Local Market Update – March 2014

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



Hyde Grove / Murray Hill / Lakeshore / Wesconnett

0.0%

Change in
New Listings

- 11.1%

Change in
Closed Sales

+ 0.7%

Change in
Median Sales Price

Region 05

March

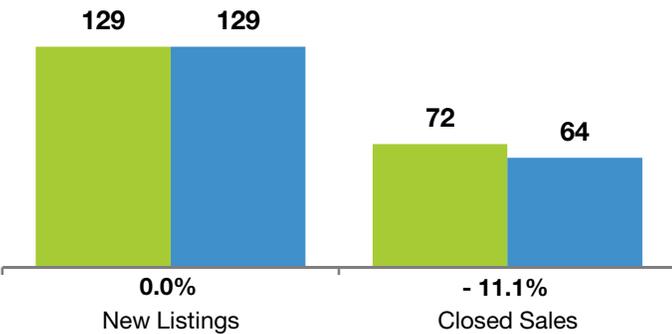
Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	129	129	0.0%	349	382	+ 9.5%
Closed Sales	72	64	- 11.1%	201	230	+ 14.4%
Median Sales Price*	\$52,750	\$53,133	+ 0.7%	\$49,700	\$51,883	+ 4.4%
Percent of Original List Price Received*	88.4%	86.8%	- 1.8%	88.7%	87.8%	- 1.0%
Percent of Properties Sold Over List Price*	18.6%	10.9%	- 41.4%	20.2%	14.9%	- 26.2%
Days on Market Until Sale	83	77	- 7.2%	95	73	- 23.2%
Inventory of Homes for Sale	399	422	+ 5.8%	--	--	--
Months Supply of Inventory	5.6	5.1	- 8.9%	--	--	--

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

March

■ 2013 ■ 2014



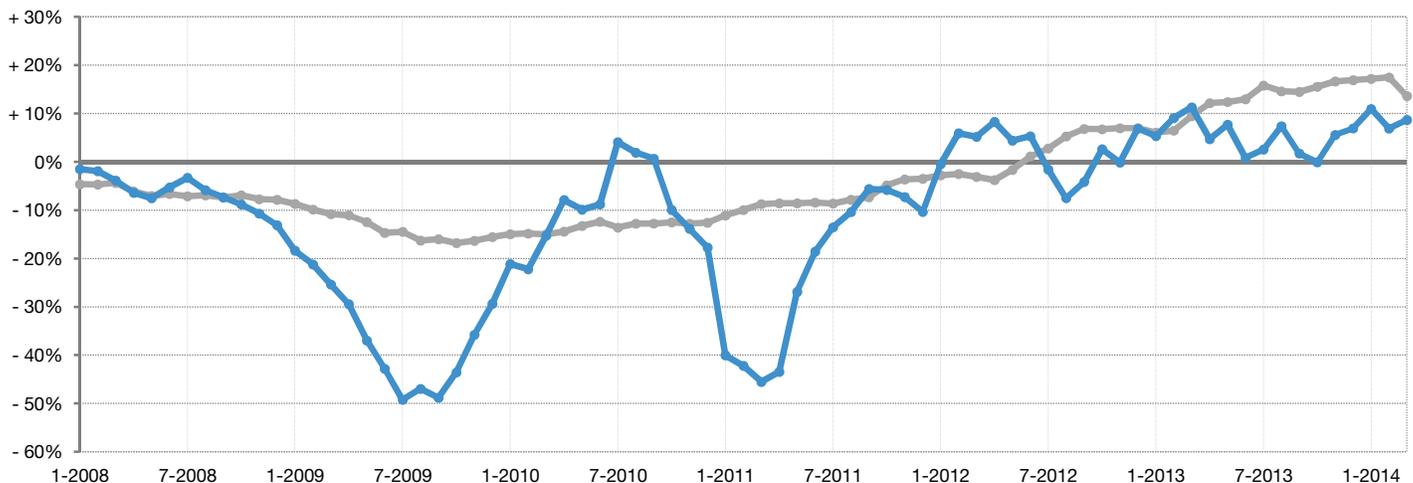
Year to Date

■ 2013 ■ 2014



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

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



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of April 23, 2014. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

Local Market Update – March 2014

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



West Jacksonville

+ 3.5%

Change in
New Listings

- 18.7%

Change in
Closed Sales

+ 9.8%

Change in
Median Sales Price

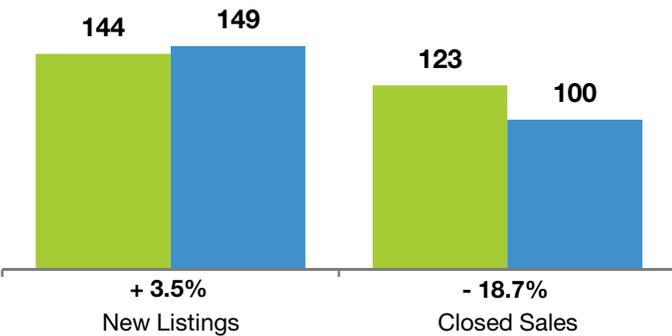
Region 06

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	144	149	+ 3.5%	422	447	+ 5.9%
Closed Sales	123	100	- 18.7%	314	293	- 6.7%
Median Sales Price*	\$92,000	\$101,007	+ 9.8%	\$90,000	\$99,450	+ 10.5%
Percent of Original List Price Received*	95.0%	92.3%	- 2.8%	93.1%	91.1%	- 2.1%
Percent of Properties Sold Over List Price*	30.1%	23.0%	- 23.6%	24.6%	18.5%	- 24.8%
Days on Market Until Sale	90	99	+ 10.0%	101	84	- 16.8%
Inventory of Homes for Sale	469	446	- 4.9%	--	--	--
Months Supply of Inventory	4.4	4.0	- 9.1%	--	--	--

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

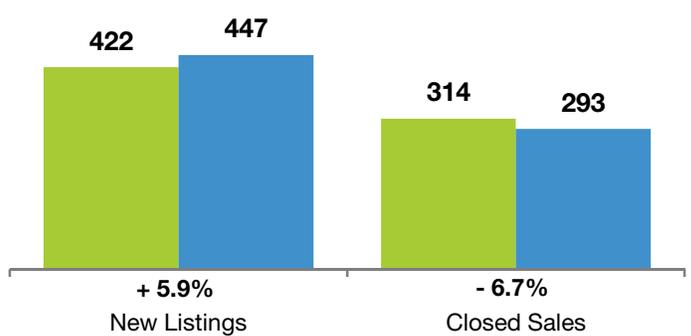
March

■ 2013 ■ 2014

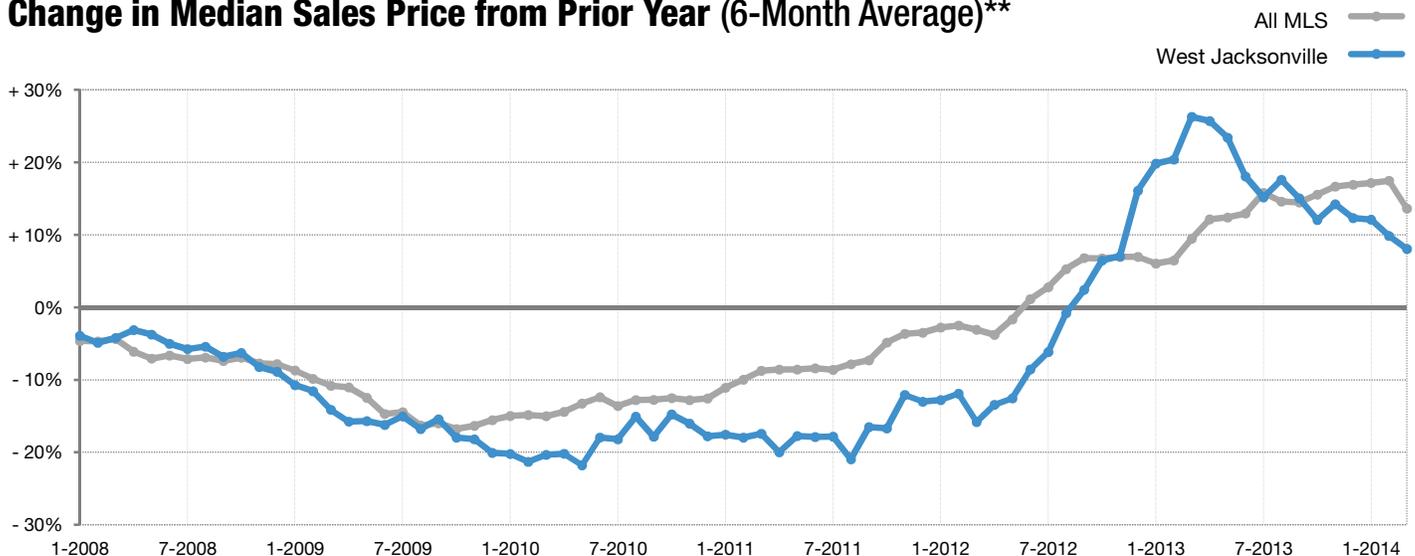


Year to Date

■ 2013 ■ 2014



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 April 23, 2014. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

Local Market Update – March 2014

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



Springfield / Downtown / Paxon / Trout River South

+ 9.1%

Change in
New Listings

+ 18.4%

Change in
Closed Sales

- 25.0%

Change in
Median Sales Price

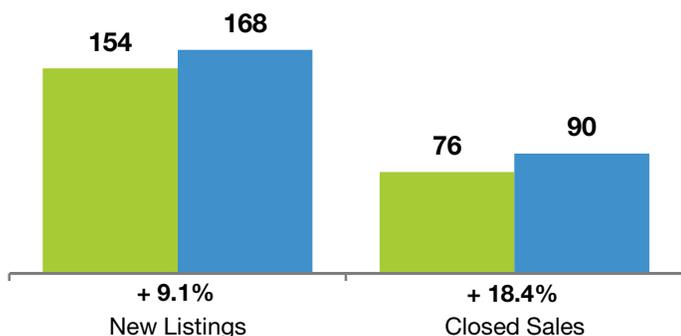
Region 07

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	154	168	+ 9.1%	423	470	+ 11.1%
Closed Sales	76	90	+ 18.4%	193	259	+ 34.2%
Median Sales Price*	\$28,000	\$21,000	- 25.0%	\$24,900	\$21,000	- 15.7%
Percent of Original List Price Received*	88.5%	82.6%	- 6.7%	86.7%	83.4%	- 3.8%
Percent of Properties Sold Over List Price*	20.0%	14.6%	- 27.0%	18.8%	19.5%	+ 3.7%
Days on Market Until Sale	96	88	- 8.3%	105	89	- 15.2%
Inventory of Homes for Sale	620	610	- 1.6%	--	--	--
Months Supply of Inventory	8.9	7.5	- 15.7%	--	--	--

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

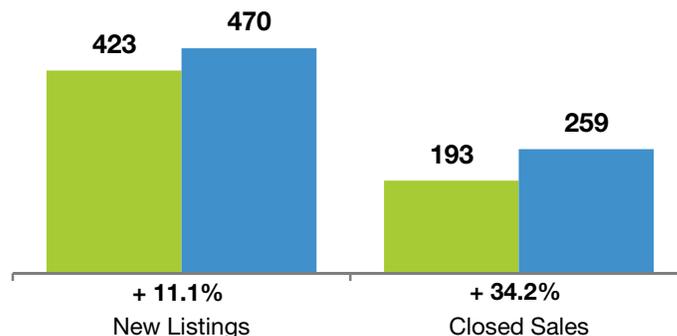
March

■ 2013 ■ 2014



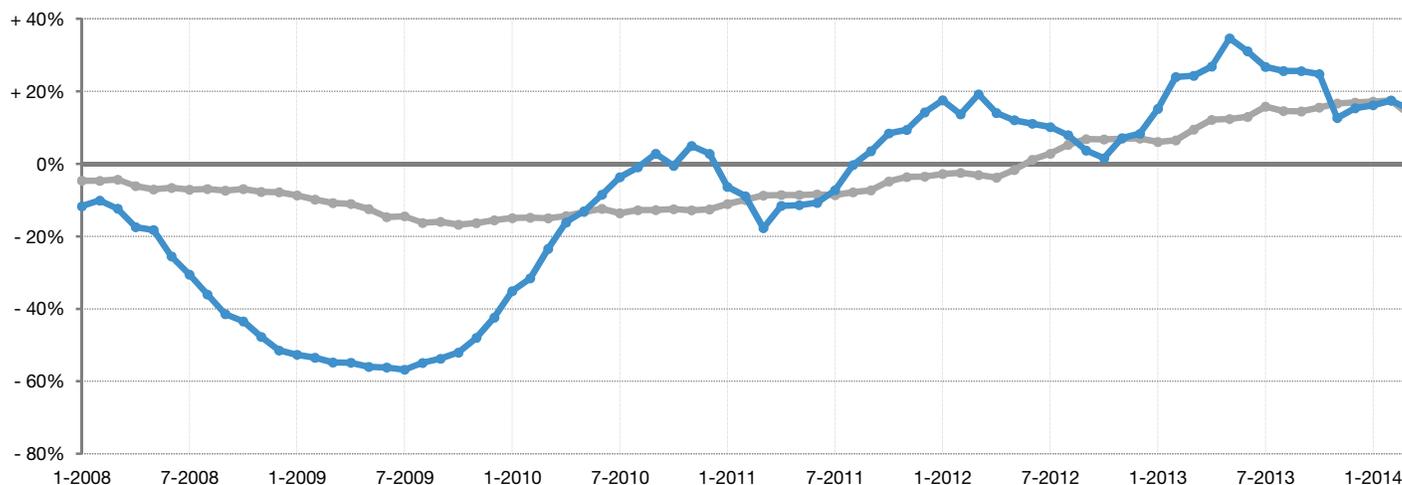
Year to Date

■ 2013 ■ 2014



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

All MLS — Springfield / Downtown / Paxon / Trout River South



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Local Market Update – March 2014

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



Marietta / Whitehouse / Baldwin / Garden St / Dinsmore

Region 08

- 21.9% **+ 15.0%** **- 9.0%**

Change in
New Listings

Change in
Closed Sales

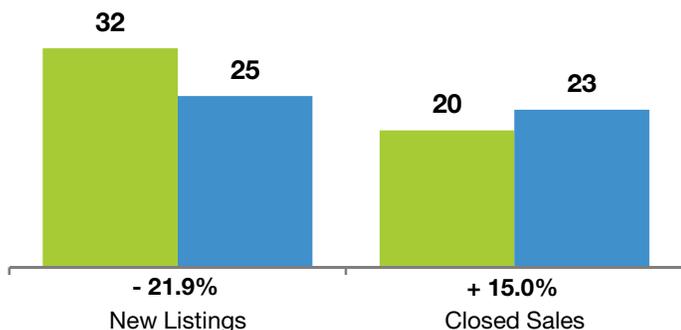
Change in
Median Sales Price

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	32	25	- 21.9%	78	80	+ 2.6%
Closed Sales	20	23	+ 15.0%	50	41	- 18.0%
Median Sales Price*	\$133,000	\$121,000	- 9.0%	\$126,000	\$115,500	- 8.3%
Percent of Original List Price Received*	90.5%	90.8%	+ 0.3%	89.3%	88.5%	- 0.9%
Percent of Properties Sold Over List Price*	10.0%	13.6%	+ 36.0%	12.2%	15.0%	+ 23.0%
Days on Market Until Sale	158	67	- 57.6%	145	70	- 51.7%
Inventory of Homes for Sale	105	108	+ 2.9%	--	--	--
Months Supply of Inventory	7.0	6.7	- 4.3%	--	--	--

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

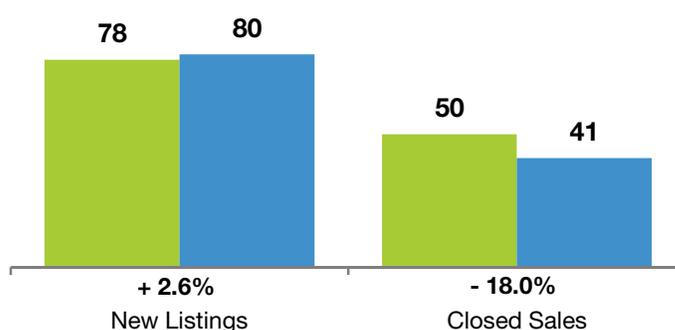
March

■ 2013 ■ 2014



Year to Date

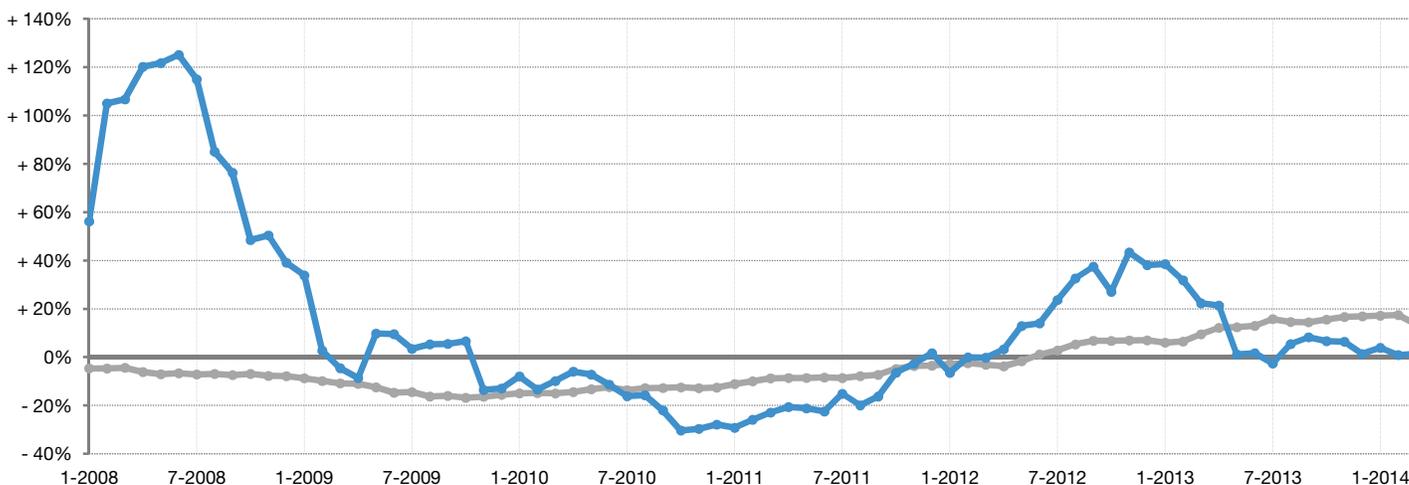
■ 2013 ■ 2014



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 – March 2014

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



Jacksonville - North

Region 09

+ 14.5%

Change in
New Listings

+ 13.9%

Change in
Closed Sales

+ 12.3%

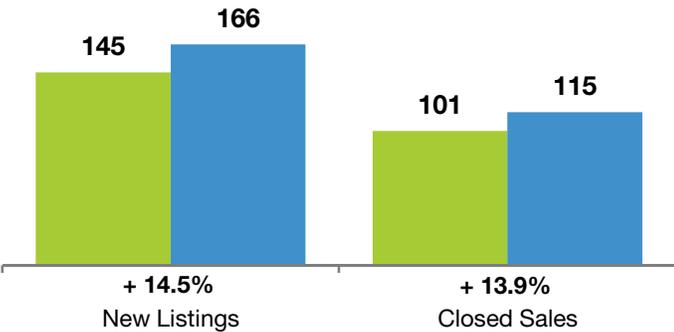
Change in
Median Sales Price

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	145	166	+ 14.5%	382	454	+ 18.8%
Closed Sales	101	115	+ 13.9%	281	294	+ 4.6%
Median Sales Price*	\$138,000	\$155,000	+ 12.3%	\$141,000	\$148,038	+ 5.0%
Percent of Original List Price Received*	93.1%	92.4%	- 0.8%	93.7%	92.6%	- 1.2%
Percent of Properties Sold Over List Price*	19.8%	16.5%	- 16.7%	17.9%	16.7%	- 6.7%
Days on Market Until Sale	103	92	- 10.7%	107	91	- 15.0%
Inventory of Homes for Sale	472	461	- 2.3%	--	--	--
Months Supply of Inventory	5.5	4.7	- 14.5%	--	--	--

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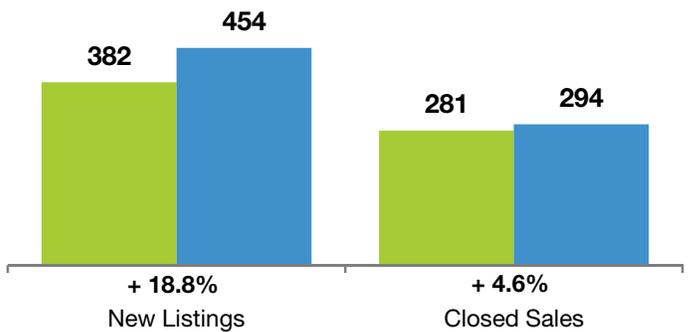
March

■ 2013 ■ 2014



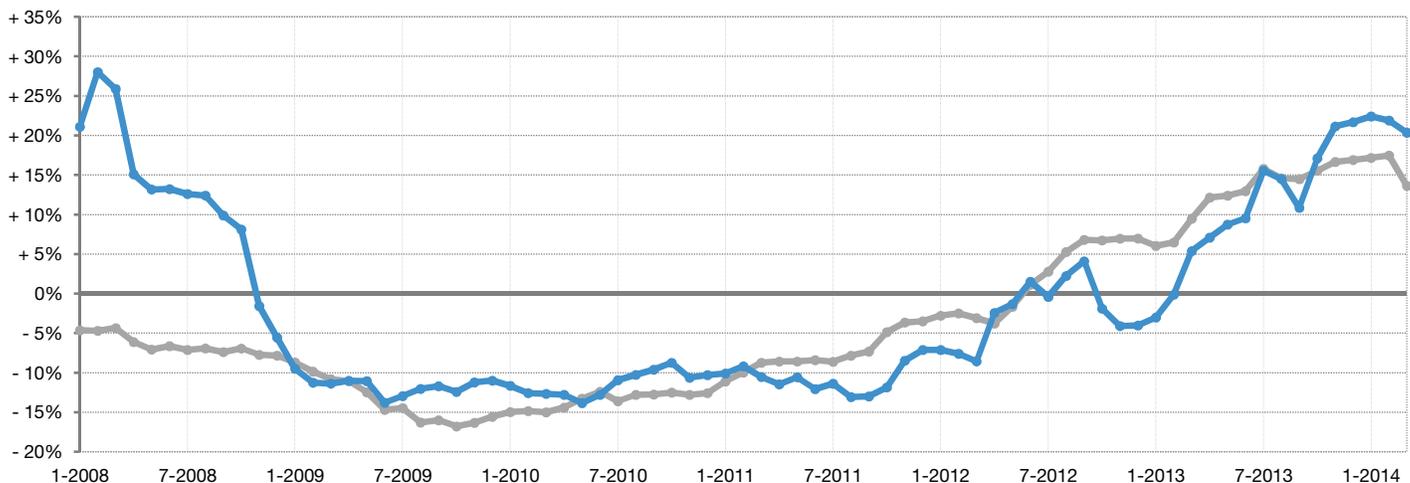
Year to Date

■ 2013 ■ 2014



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

All MLS —
Jacksonville - North —



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Local Market Update – March 2014

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Fleming Island Area

Region 12

- 2.6%

Change in
New Listings

+ 11.4%

Change in
Closed Sales

+ 4.7%

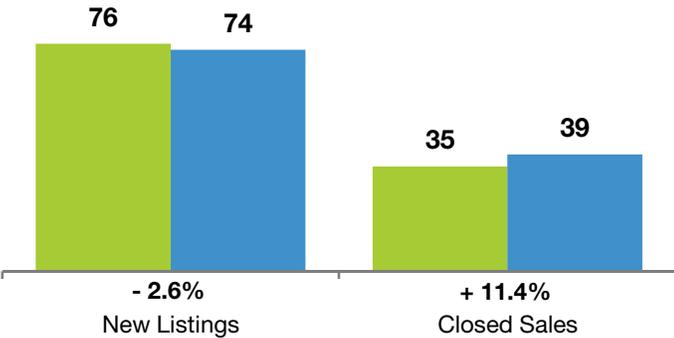
Change in
Median Sales Price

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	76	74	- 2.6%	178	214	+ 20.2%
Closed Sales	35	39	+ 11.4%	101	94	- 6.9%
Median Sales Price*	\$215,000	\$225,000	+ 4.7%	\$200,000	\$248,500	+ 24.3%
Percent of Original List Price Received*	92.2%	95.5%	+ 3.6%	93.3%	94.5%	+ 1.3%
Percent of Properties Sold Over List Price*	17.1%	12.8%	- 25.1%	16.8%	8.5%	- 49.4%
Days on Market Until Sale	129	54	- 58.1%	107	78	- 27.1%
Inventory of Homes for Sale	201	205	+ 2.0%	--	--	--
Months Supply of Inventory	5.3	4.7	- 11.3%	--	--	--

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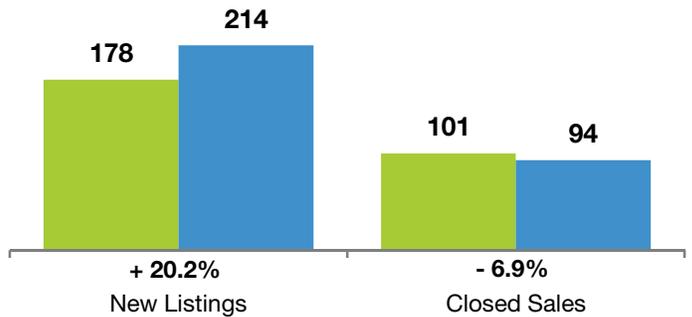
March

■ 2013 ■ 2014

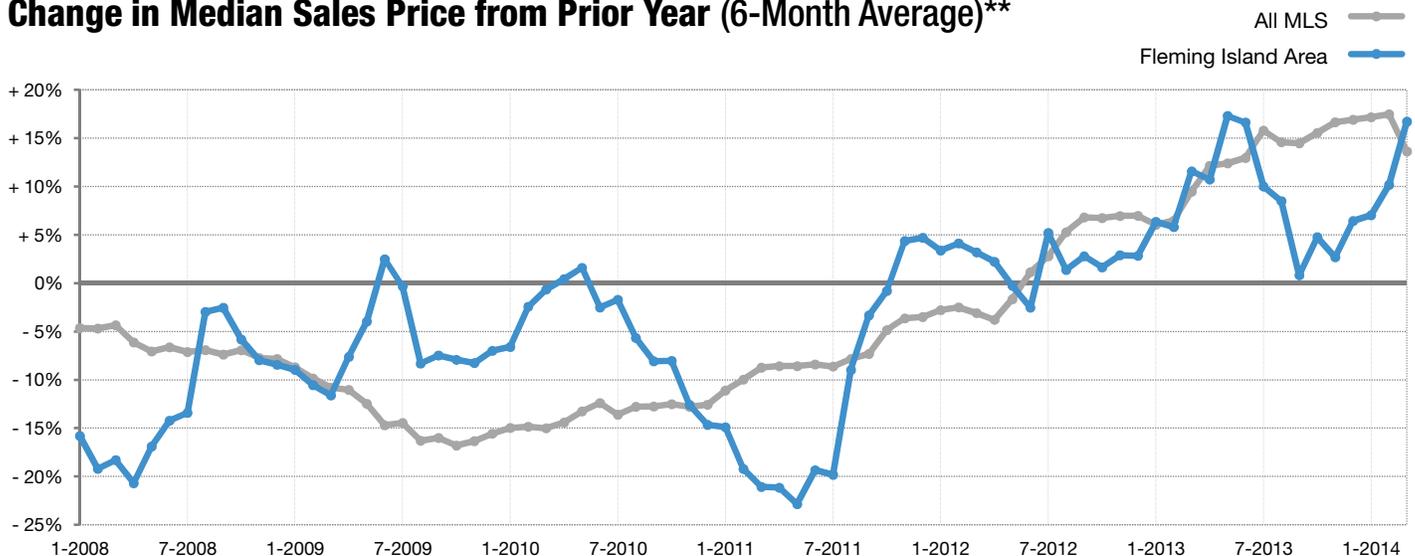


Year to Date

■ 2013 ■ 2014



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



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Local Market Update – March 2014

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



Orange Park

+ 0.5%

Change in
New Listings

- 22.8%

Change in
Closed Sales

+ 13.1%

Change in
Median Sales Price

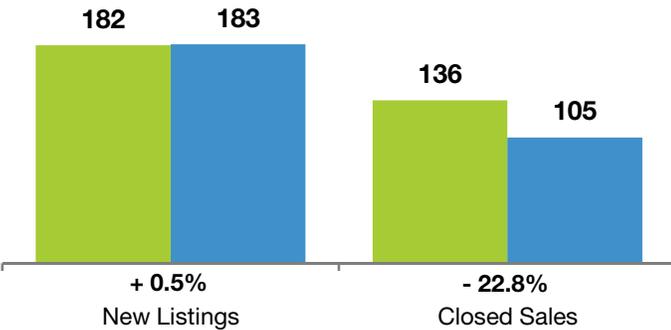
Region 13

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	182	183	+ 0.5%	502	523	+ 4.2%
Closed Sales	136	105	- 22.8%	307	297	- 3.3%
Median Sales Price*	\$124,911	\$141,300	+ 13.1%	\$125,000	\$133,000	+ 6.4%
Percent of Original List Price Received*	95.9%	92.0%	- 4.1%	94.5%	91.7%	- 3.0%
Percent of Properties Sold Over List Price*	25.0%	14.3%	- 42.8%	22.1%	16.8%	- 24.0%
Days on Market Until Sale	98	83	- 15.3%	91	85	- 6.6%
Inventory of Homes for Sale	503	528	+ 5.0%	--	--	--
Months Supply of Inventory	4.6	4.4	- 4.3%	--	--	--

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

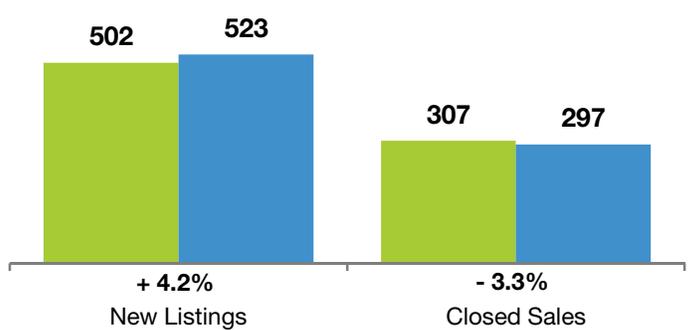
March

■ 2013 ■ 2014

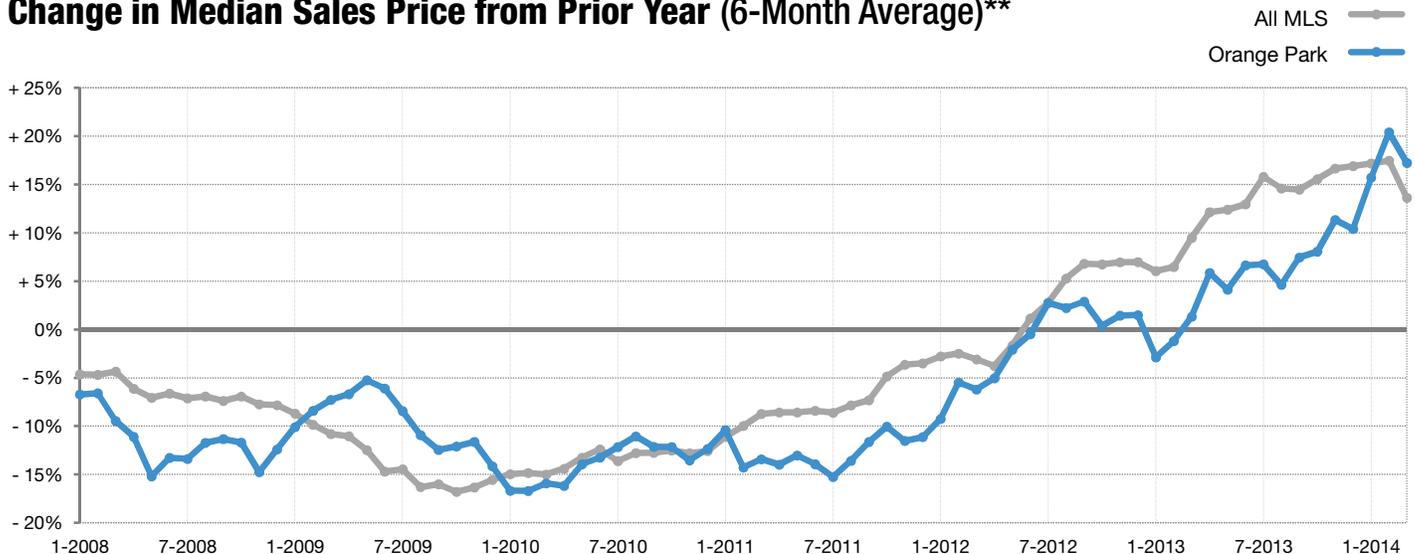


Year to Date

■ 2013 ■ 2014



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



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Local Market Update – March 2014

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Middleburg Vicinity

Region 14

+ 15.2%

Change in
New Listings

+ 3.4%

Change in
Closed Sales

+ 33.7%

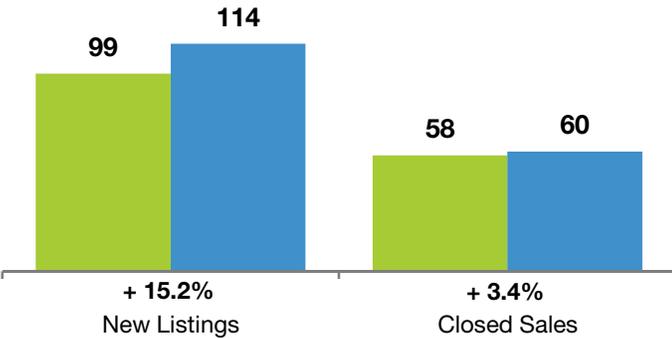
Change in
Median Sales Price

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	99	114	+ 15.2%	257	312	+ 21.4%
Closed Sales	58	60	+ 3.4%	151	166	+ 9.9%
Median Sales Price*	\$124,950	\$167,000	+ 33.7%	\$118,500	\$145,000	+ 22.4%
Percent of Original List Price Received*	89.4%	94.1%	+ 5.3%	90.5%	93.0%	+ 2.8%
Percent of Properties Sold Over List Price*	15.5%	10.0%	- 35.5%	21.2%	17.6%	- 17.0%
Days on Market Until Sale	128	107	- 16.4%	107	96	- 10.3%
Inventory of Homes for Sale	338	355	+ 5.0%	--	--	--
Months Supply of Inventory	6.3	5.6	- 11.1%	--	--	--

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

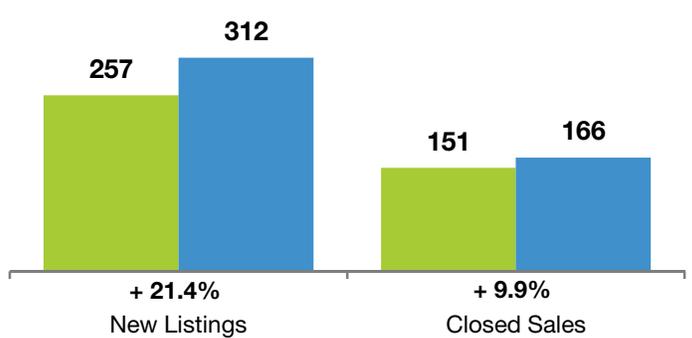
March

■ 2013 ■ 2014



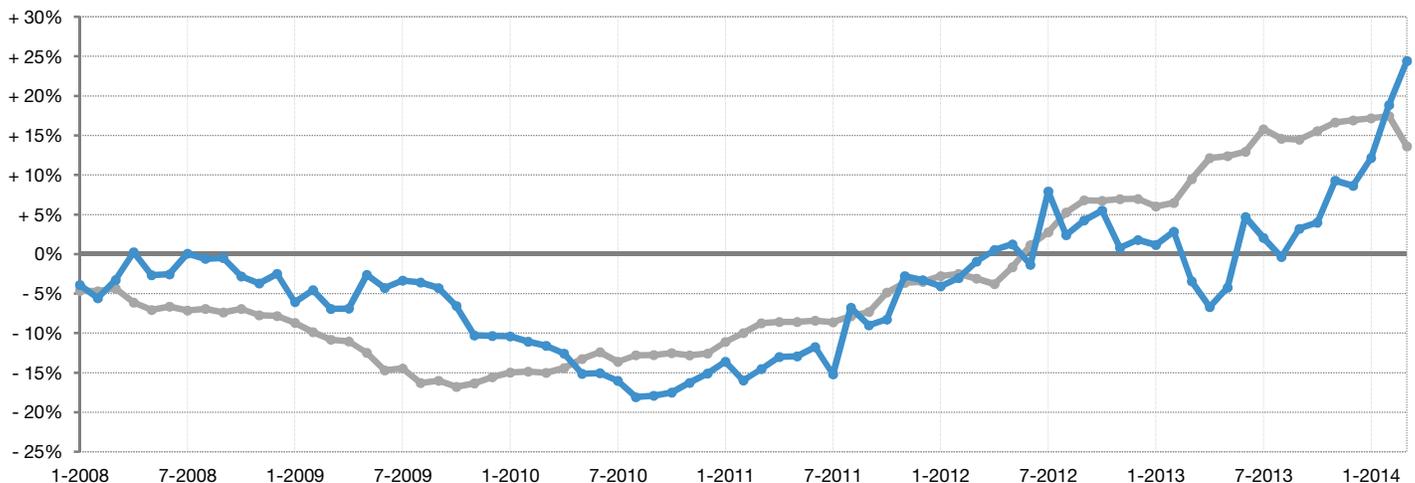
Year to Date

■ 2013 ■ 2014



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

All MLS — Middleburg Vicinity —



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Local Market Update – March 2014

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



Keystone Heights Vicinity

Region 15

0.0%

Change in
New Listings

- 27.3%

Change in
Closed Sales

- 3.5%

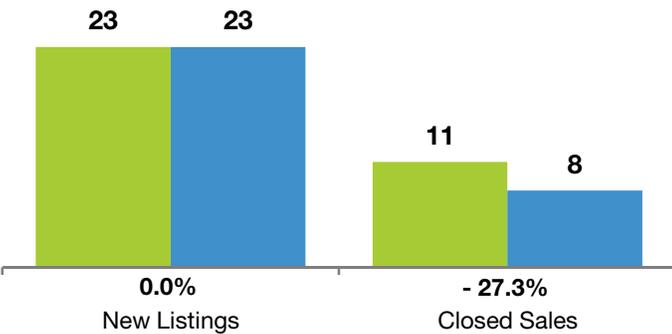
Change in
Median Sales Price

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	23	23	0.0%	65	61	- 6.2%
Closed Sales	11	8	- 27.3%	27	30	+ 11.1%
Median Sales Price*	\$85,000	\$82,000	- 3.5%	\$82,000	\$80,250	- 2.1%
Percent of Original List Price Received*	88.8%	91.9%	+ 3.5%	87.1%	86.3%	- 0.9%
Percent of Properties Sold Over List Price*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	162	167	+ 3.1%	171	190	+ 11.1%
Inventory of Homes for Sale	178	132	- 25.8%	--	--	--
Months Supply of Inventory	18.4	12.0	- 34.8%	--	--	--

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

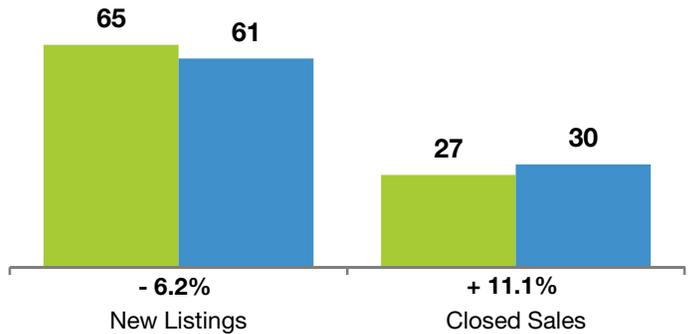
March

■ 2013 ■ 2014



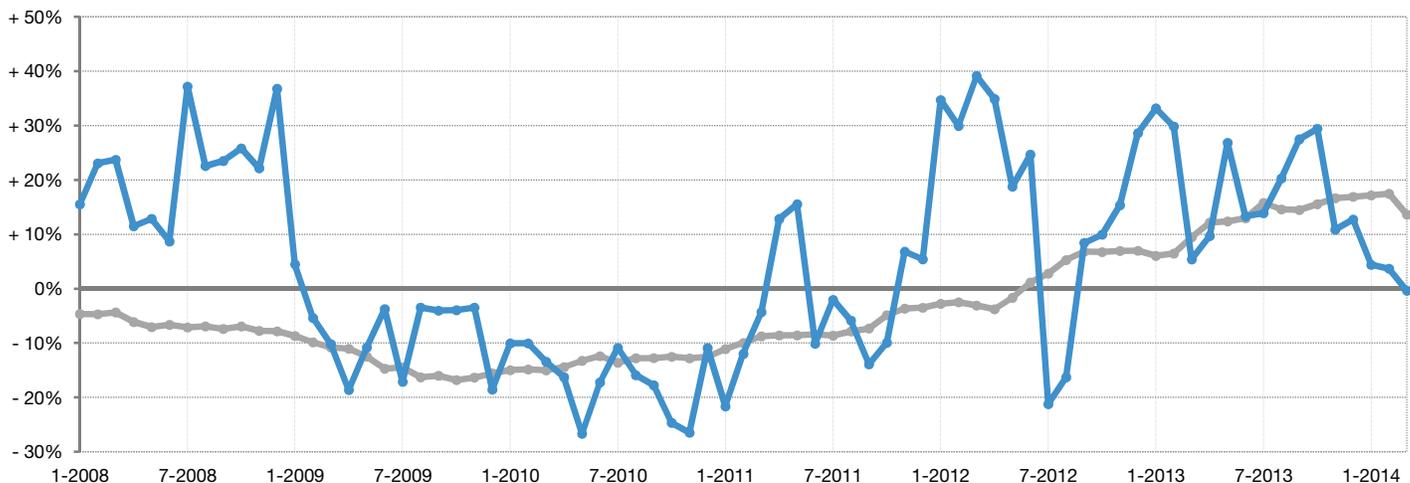
Year to Date

■ 2013 ■ 2014



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

All MLS — Keystone Heights Vicinity —



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Local Market Update – March 2014

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Green Cove Springs

Region 16

+ 45.8%

Change in
New Listings

+ 111.1%

Change in
Closed Sales

+ 133.7%

Change in
Median Sales Price

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	24	35	+ 45.8%	71	87	+ 22.5%
Closed Sales	9	19	+ 111.1%	28	43	+ 53.6%
Median Sales Price*	\$92,000	\$215,000	+ 133.7%	\$119,100	\$157,000	+ 31.8%
Percent of Original List Price Received*	86.0%	88.0%	+ 2.3%	88.7%	86.0%	- 3.0%
Percent of Properties Sold Over List Price*	11.1%	15.8%	+ 42.3%	14.3%	11.6%	- 18.9%
Days on Market Until Sale	199	140	- 29.6%	164	125	- 23.8%
Inventory of Homes for Sale	118	111	- 5.9%	--	--	--
Months Supply of Inventory	10.3	7.3	- 29.1%	--	--	--

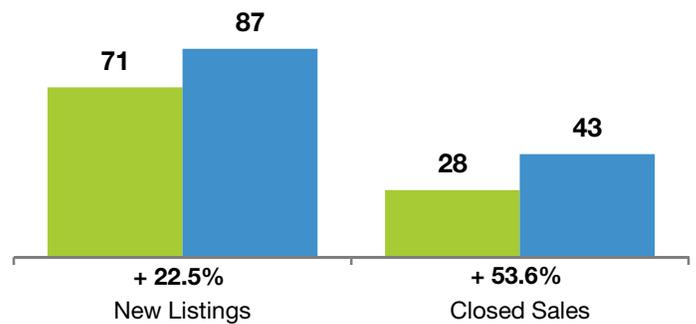
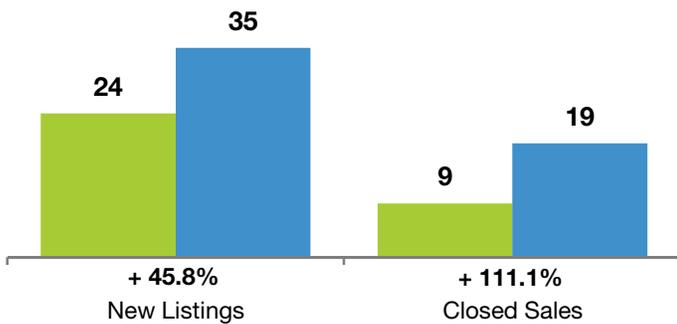
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March

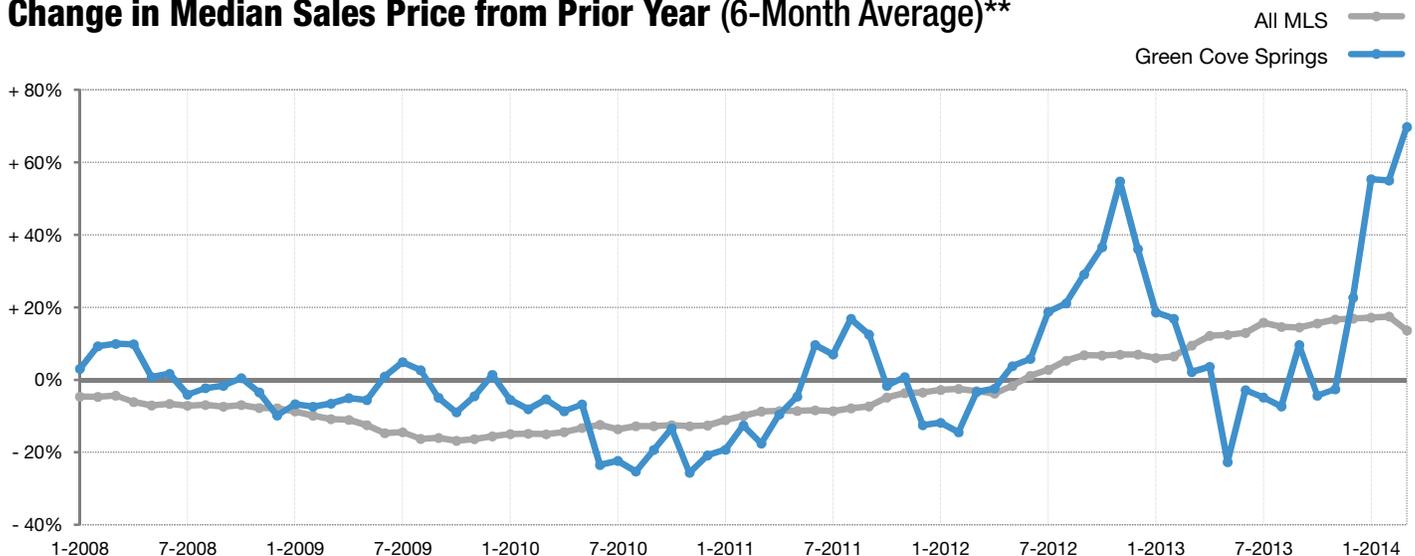
■ 2013 ■ 2014

Year to Date

■ 2013 ■ 2014



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



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Local Market Update – March 2014

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



Jacksonville Beach

- 18.8%

Change in
New Listings

- 3.6%

Change in
Closed Sales

+ 2.4%

Change in
Median Sales Price

Region 21

March

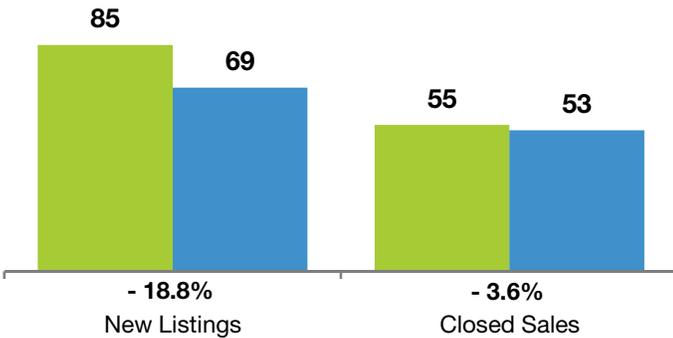
Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	85	69	- 18.8%	238	201	- 15.5%
Closed Sales	55	53	- 3.6%	134	121	- 9.7%
Median Sales Price*	\$305,000	\$312,250	+ 2.4%	\$260,750	\$312,500	+ 19.8%
Percent of Original List Price Received*	95.1%	93.6%	- 1.6%	94.7%	93.6%	- 1.2%
Percent of Properties Sold Over List Price*	16.4%	11.5%	- 29.9%	17.2%	10.0%	- 41.9%
Days on Market Until Sale	90	68	- 24.4%	87	83	- 4.6%
Inventory of Homes for Sale	217	210	- 3.2%	--	--	--
Months Supply of Inventory	4.7	4.3	- 8.5%	--	--	--

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

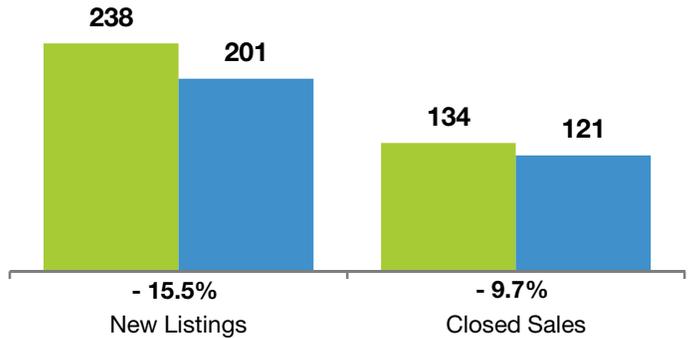
March

■ 2013 ■ 2014

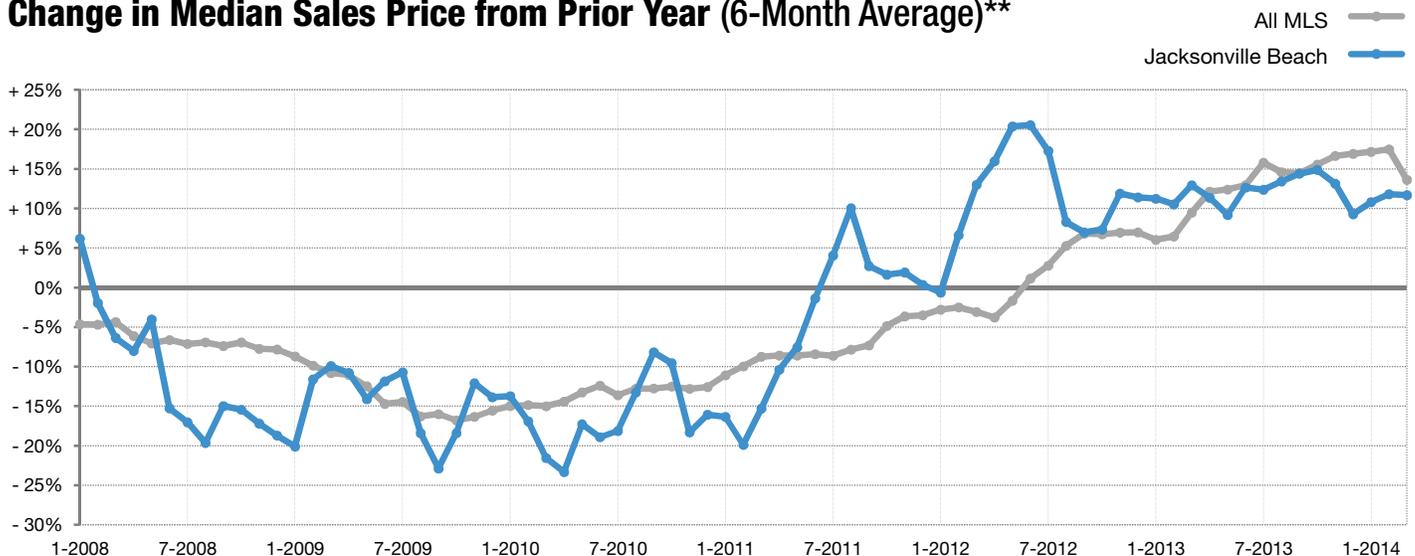


Year to Date

■ 2013 ■ 2014



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



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Local Market Update – March 2014

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



Neptune Beach

- 17.6%

Change in
New Listings

- 60.0%

Change in
Closed Sales

- 12.9%

Change in
Median Sales Price

Region 22

March

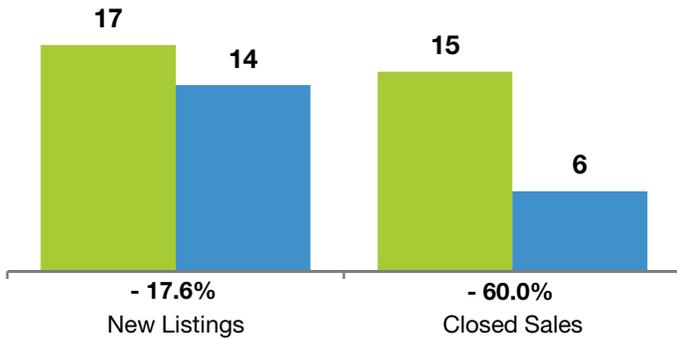
Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	17	14	- 17.6%	43	33	- 23.3%
Closed Sales	15	6	- 60.0%	31	14	- 54.8%
Median Sales Price*	\$315,000	\$274,500	- 12.9%	\$295,000	\$250,000	- 15.3%
Percent of Original List Price Received*	90.2%	92.2%	+ 2.2%	93.4%	93.6%	+ 0.2%
Percent of Properties Sold Over List Price*	0.0%	16.7%	--	16.1%	21.4%	+ 32.9%
Days on Market Until Sale	128	65	- 49.2%	93	129	+ 38.7%
Inventory of Homes for Sale	46	38	- 17.4%	--	--	--
Months Supply of Inventory	5.0	4.7	- 6.0%	--	--	--

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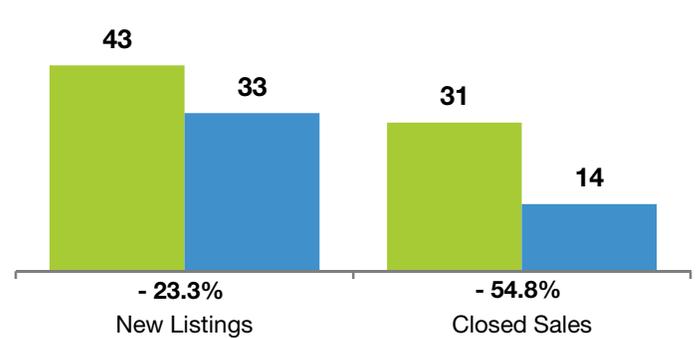
March

■ 2013 ■ 2014

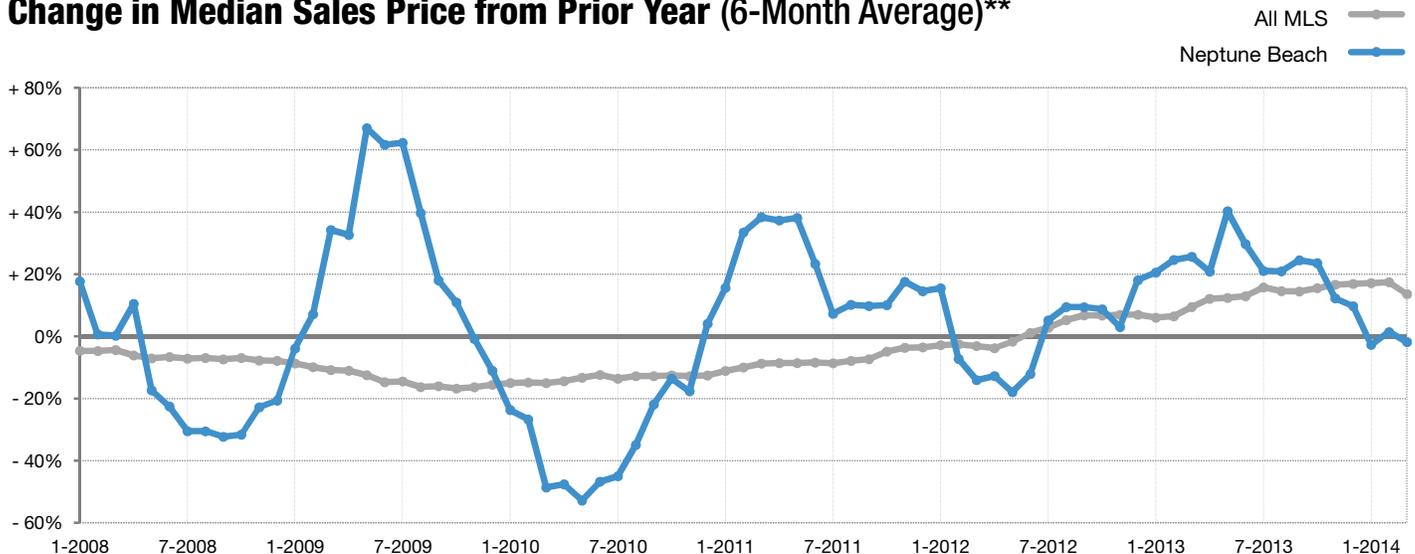


Year to Date

■ 2013 ■ 2014



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 April 23, 2014. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

Local Market Update – March 2014

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



Atlantic Beach

+ 31.0%

Change in
New Listings

- 12.0%

Change in
Closed Sales

- 10.8%

Change in
Median Sales Price

Region 23

March

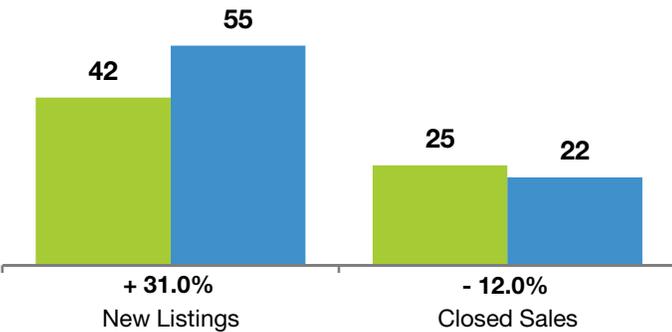
Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	42	55	+ 31.0%	121	122	+ 0.8%
Closed Sales	25	22	- 12.0%	56	69	+ 23.2%
Median Sales Price*	\$230,900	\$206,000	- 10.8%	\$216,125	\$213,900	- 1.0%
Percent of Original List Price Received*	91.3%	93.1%	+ 2.0%	92.2%	92.6%	+ 0.4%
Percent of Properties Sold Over List Price*	8.0%	0.0%	- 100.0%	10.7%	13.0%	+ 21.5%
Days on Market Until Sale	110	95	- 13.6%	104	98	- 5.8%
Inventory of Homes for Sale	137	120	- 12.4%	--	--	--
Months Supply of Inventory	6.4	4.6	- 28.1%	--	--	--

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

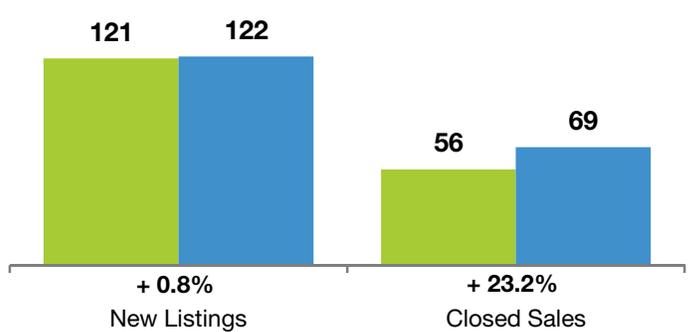
March

■ 2013 ■ 2014

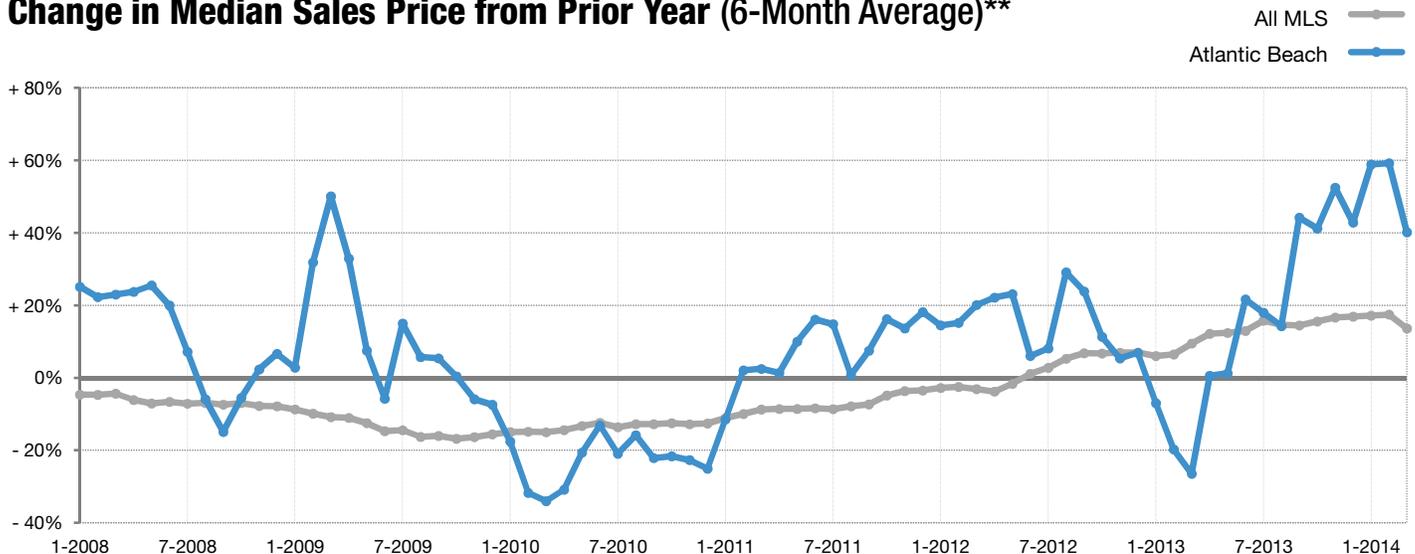


Year to Date

■ 2013 ■ 2014



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



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Local Market Update – March 2014

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



Ponte Vedra Beach North

Region 25

+ 71.4%

Change in
New Listings

+ 11.8%

Change in
Closed Sales

+ 0.3%

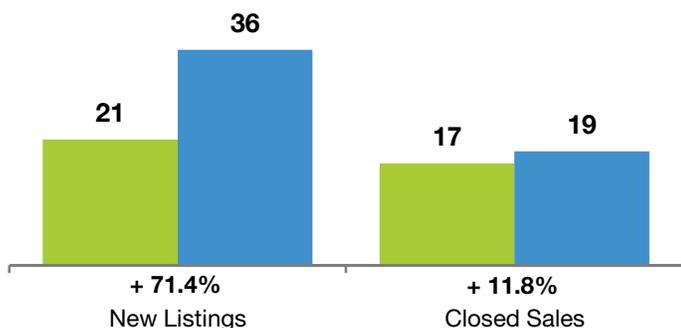
Change in
Median Sales Price

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	21	36	+ 71.4%	65	75	+ 15.4%
Closed Sales	17	19	+ 11.8%	43	47	+ 9.3%
Median Sales Price*	\$673,000	\$675,000	+ 0.3%	\$305,000	\$585,000	+ 91.8%
Percent of Original List Price Received*	92.0%	90.1%	- 2.1%	93.1%	90.6%	- 2.7%
Percent of Properties Sold Over List Price*	17.6%	15.8%	- 10.2%	23.3%	8.5%	- 63.5%
Days on Market Until Sale	220	119	- 45.9%	125	111	- 11.2%
Inventory of Homes for Sale	86	99	+ 15.1%	--	--	--
Months Supply of Inventory	5.0	6.2	+ 24.0%	--	--	--

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

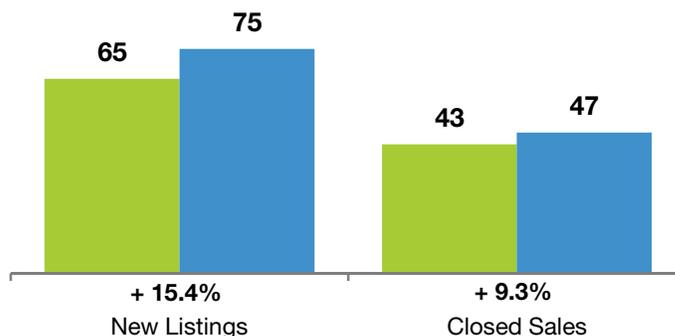
March

■ 2013 ■ 2014

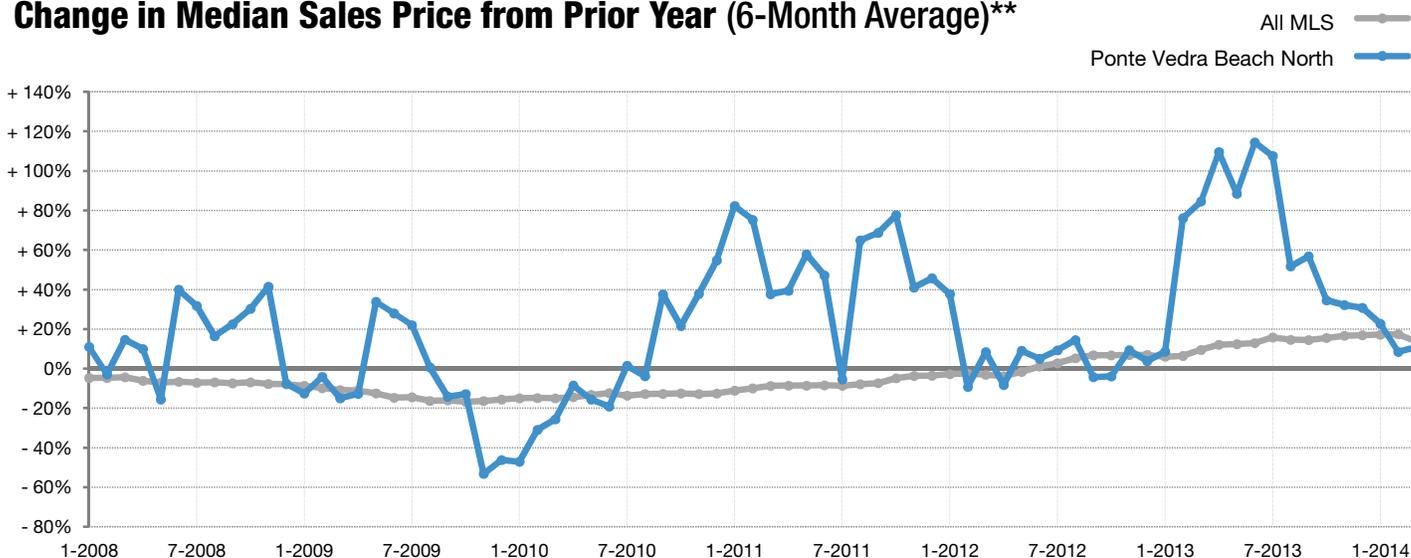


Year to Date

■ 2013 ■ 2014



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



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Local Market Update – March 2014

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



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

+ 21.2%

Change in
New Listings

+ 9.2%

Change in
Closed Sales

+ 4.5%

Change in
Median Sales Price

Region 26

March

Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	132	160	+ 21.2%	402	422	+ 5.0%
Closed Sales	87	95	+ 9.2%	231	239	+ 3.5%
Median Sales Price*	\$325,000	\$339,692	+ 4.5%	\$294,950	\$324,083	+ 9.9%
Percent of Original List Price Received*	93.9%	96.9%	+ 3.2%	94.4%	96.1%	+ 1.8%
Percent of Properties Sold Over List Price*	17.2%	30.5%	+ 77.3%	19.0%	23.4%	+ 23.2%
Days on Market Until Sale	113	72	- 36.3%	96	75	- 21.9%
Inventory of Homes for Sale	460	466	+ 1.3%	--	--	--
Months Supply of Inventory	5.1	4.5	- 11.8%	--	--	--

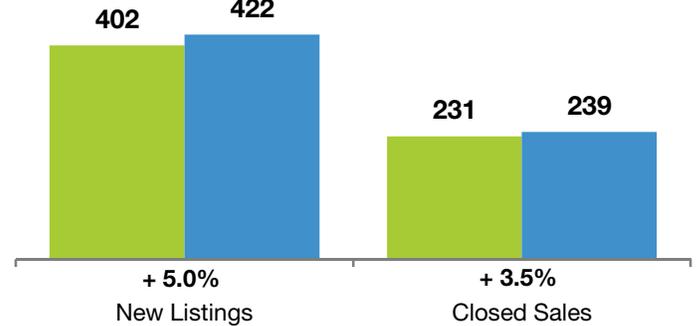
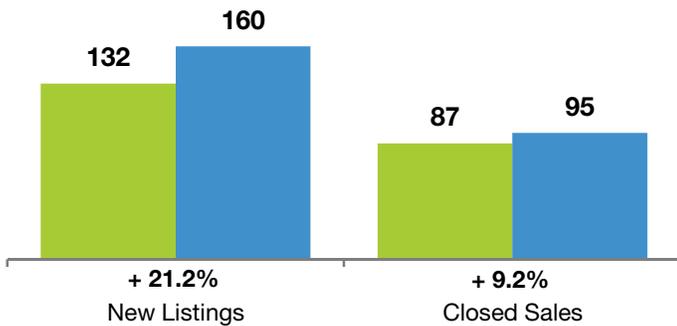
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March

■ 2013 ■ 2014

Year to Date

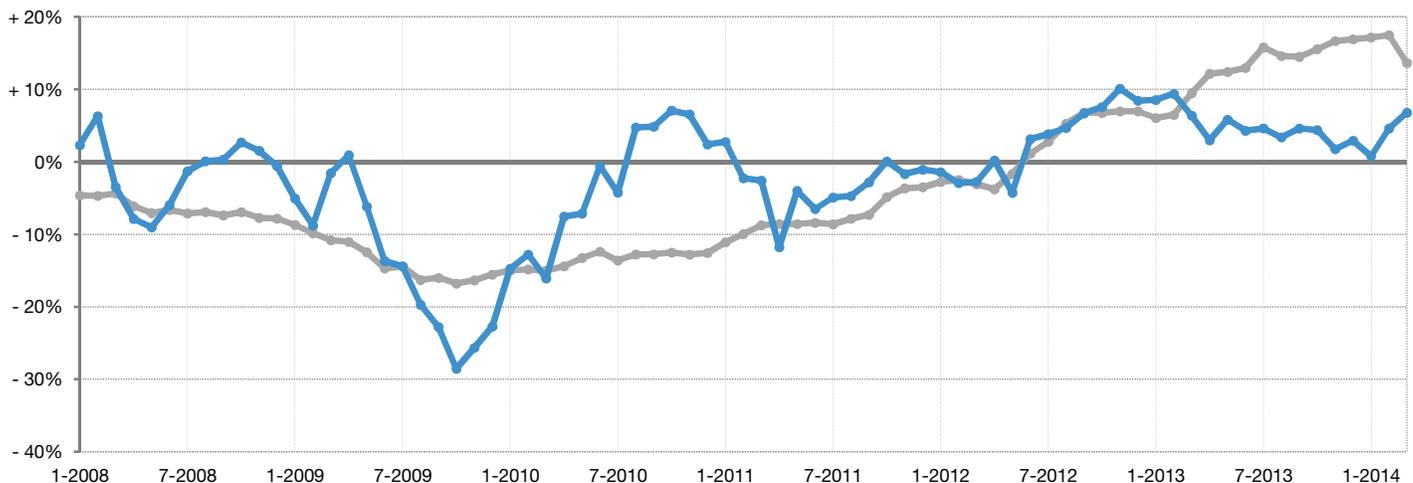
■ 2013 ■ 2014



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

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

All MLS —



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Local Market Update – March 2014

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



St. Johns County - NW

+ 2.2%

Change in
New Listings

+ 14.0%

Change in
Closed Sales

+ 3.1%

Change in
Median Sales Price

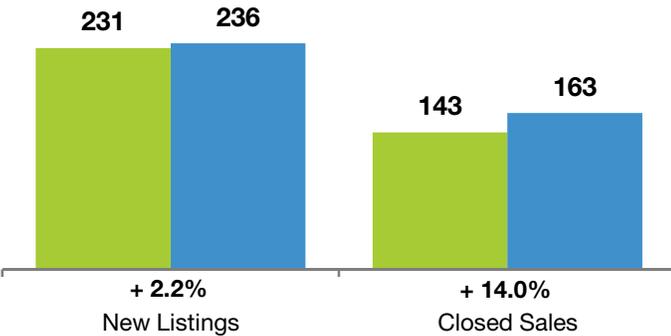
Region 30

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	231	236	+ 2.2%	620	659	+ 6.3%
Closed Sales	143	163	+ 14.0%	424	376	- 11.3%
Median Sales Price*	\$240,000	\$247,528	+ 3.1%	\$225,000	\$256,178	+ 13.9%
Percent of Original List Price Received*	95.8%	94.4%	- 1.5%	95.6%	95.0%	- 0.6%
Percent of Properties Sold Over List Price*	14.7%	17.8%	+ 21.1%	16.0%	19.7%	+ 23.1%
Days on Market Until Sale	92	87	- 5.4%	101	91	- 9.9%
Inventory of Homes for Sale	693	704	+ 1.6%	--	--	--
Months Supply of Inventory	4.7	4.2	- 10.6%	--	--	--

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

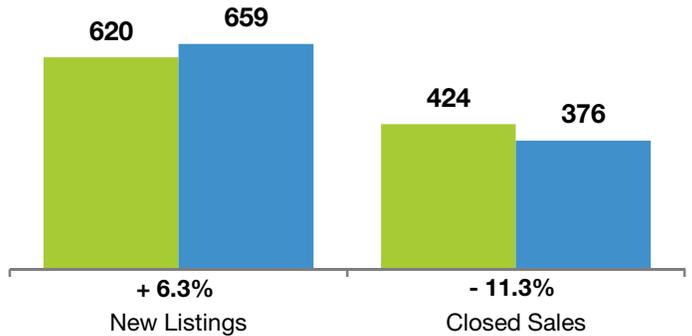
March

■ 2013 ■ 2014

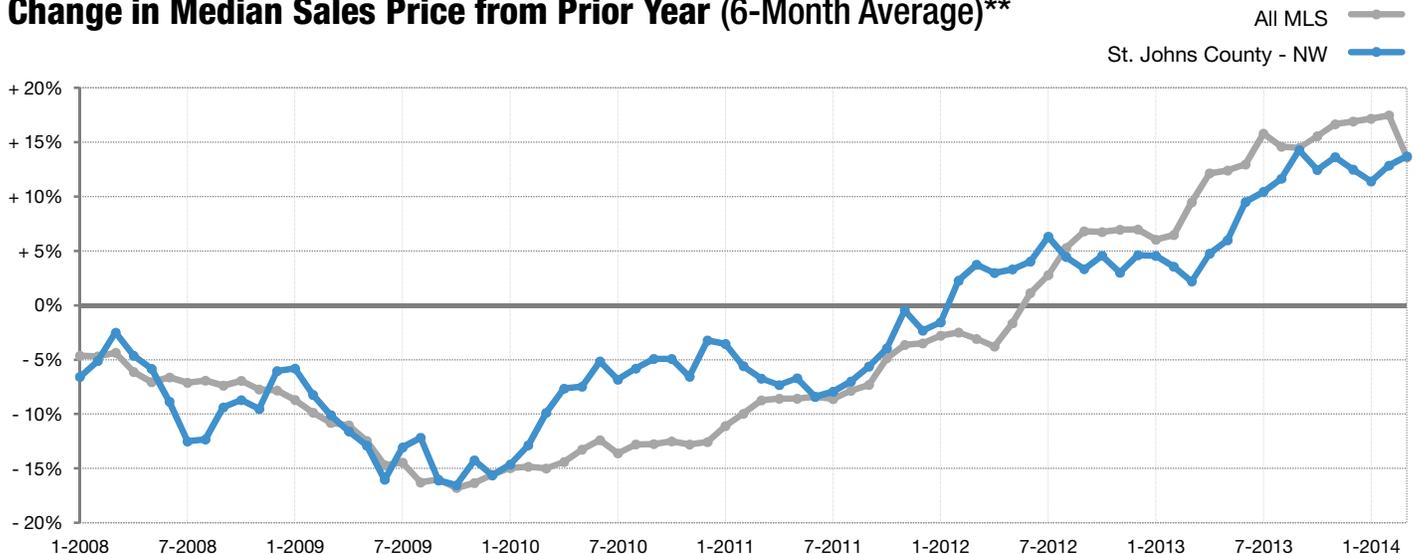


Year to Date

■ 2013 ■ 2014



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



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Local Market Update – March 2014

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



St. Johns County - NE

+ 11.5%

Change in
New Listings

- 6.3%

Change in
Closed Sales

- 32.9%

Change in
Median Sales Price

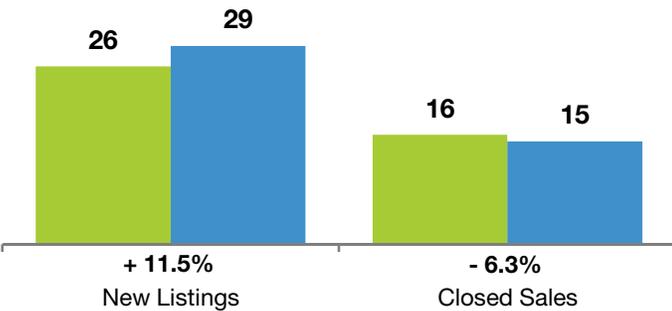
Region 31

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	26	29	+ 11.5%	59	75	+ 27.1%
Closed Sales	16	15	- 6.3%	40	25	- 37.5%
Median Sales Price*	\$356,500	\$239,275	- 32.9%	\$271,276	\$315,950	+ 16.5%
Percent of Original List Price Received*	97.6%	95.2%	- 2.5%	92.8%	95.5%	+ 2.9%
Percent of Properties Sold Over List Price*	37.5%	28.6%	- 23.7%	25.0%	20.8%	- 16.8%
Days on Market Until Sale	89	49	- 44.9%	98	68	- 30.6%
Inventory of Homes for Sale	80	77	- 3.8%	--	--	--
Months Supply of Inventory	6.2	5.8	- 6.5%	--	--	--

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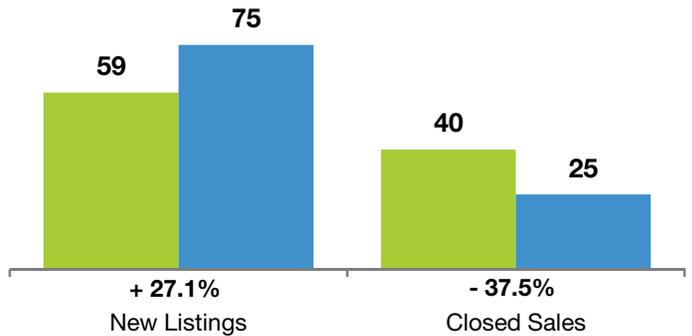
March

■ 2013 ■ 2014



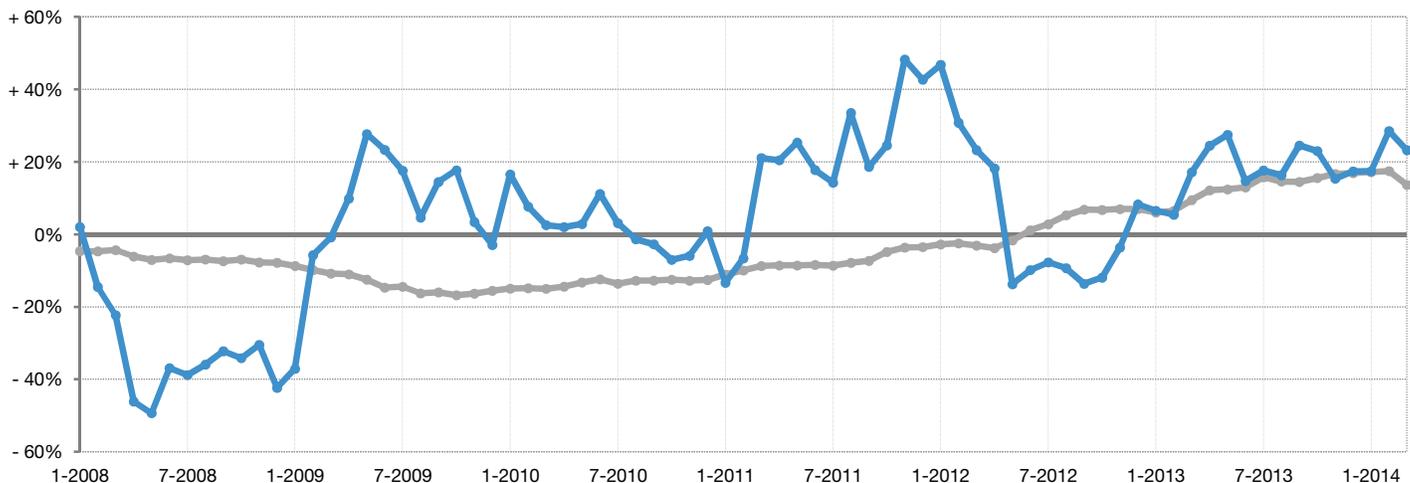
Year to Date

■ 2013 ■ 2014



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

All MLS — St. Johns County - NE —



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Local Market Update – March 2014

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



St. John's County - St. Augustine Area - East of US 1

+ 162.5%

Change in
New Listings

+ 12.5%

Change in
Closed Sales

- 15.7%

Change in
Median Sales Price

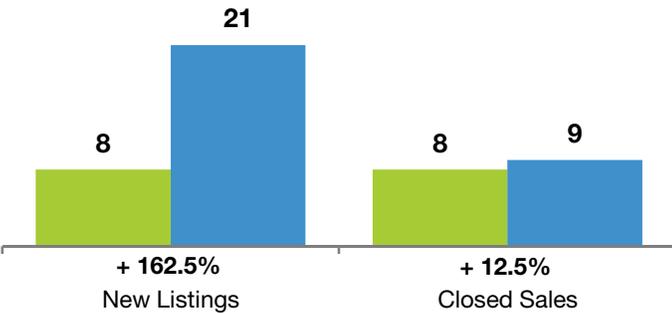
Region 32

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	8	21	+ 162.5%	30	57	+ 90.0%
Closed Sales	8	9	+ 12.5%	16	20	+ 25.0%
Median Sales Price*	\$302,500	\$255,000	- 15.7%	\$187,500	\$247,500	+ 32.0%
Percent of Original List Price Received*	87.1%	93.1%	+ 6.9%	90.4%	93.5%	+ 3.4%
Percent of Properties Sold Over List Price*	0.0%	11.1%	--	6.3%	15.0%	+ 138.1%
Days on Market Until Sale	185	137	- 25.9%	173	105	- 39.3%
Inventory of Homes for Sale	48	67	+ 39.6%	--	--	--
Months Supply of Inventory	7.2	8.0	+ 11.1%	--	--	--

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

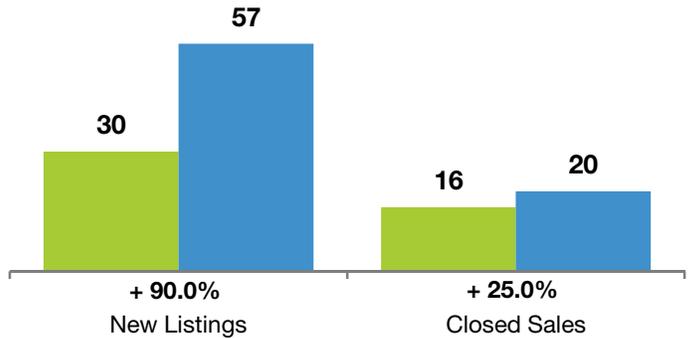
March

■ 2013 ■ 2014



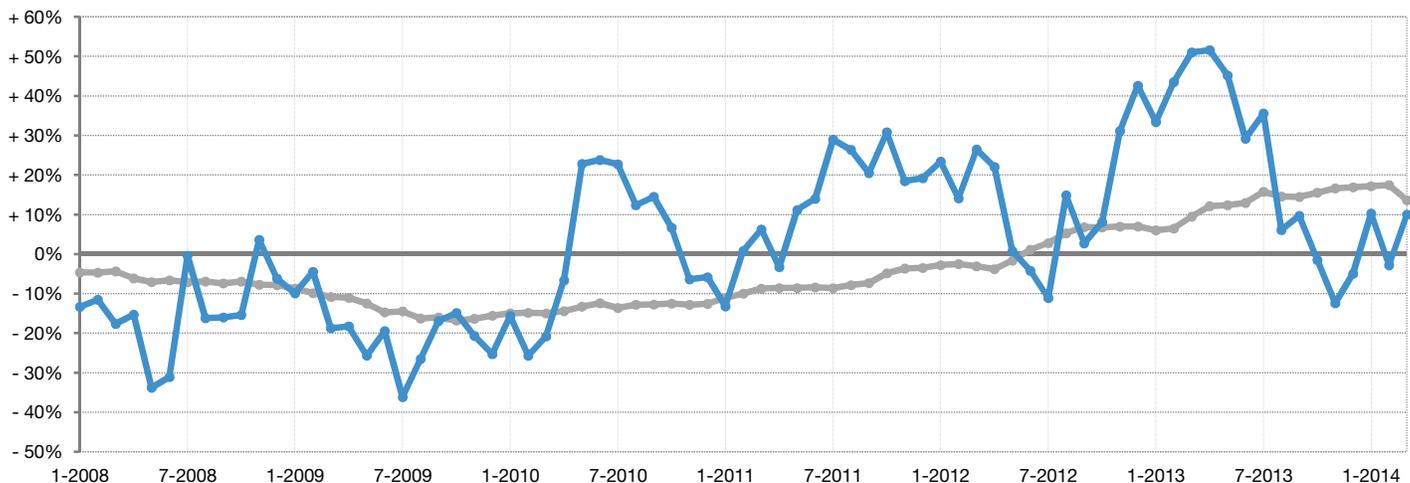
Year to Date

■ 2013 ■ 2014



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

All MLS — St. John's County - St. Augustine Area - East of US 1 —



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Local Market Update – March 2014

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



St. Johns County - SE

- 2.1%

Change in
New Listings

+ 5.7%

Change in
Closed Sales

- 0.8%

Change in
Median Sales Price

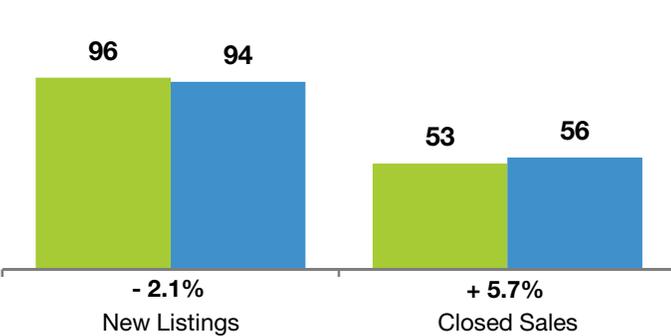
Region 33

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	96	94	- 2.1%	242	283	+ 16.9%
Closed Sales	53	56	+ 5.7%	136	163	+ 19.9%
Median Sales Price*	\$176,860	\$175,500	- 0.8%	\$188,950	\$173,000	- 8.4%
Percent of Original List Price Received*	91.4%	94.1%	+ 3.0%	92.2%	93.4%	+ 1.3%
Percent of Properties Sold Over List Price*	15.1%	12.5%	- 17.2%	8.8%	14.7%	+ 67.0%
Days on Market Until Sale	111	93	- 16.2%	124	96	- 22.6%
Inventory of Homes for Sale	357	352	- 1.4%	--	--	--
Months Supply of Inventory	7.2	5.6	- 22.2%	--	--	--

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

March

■ 2013 ■ 2014

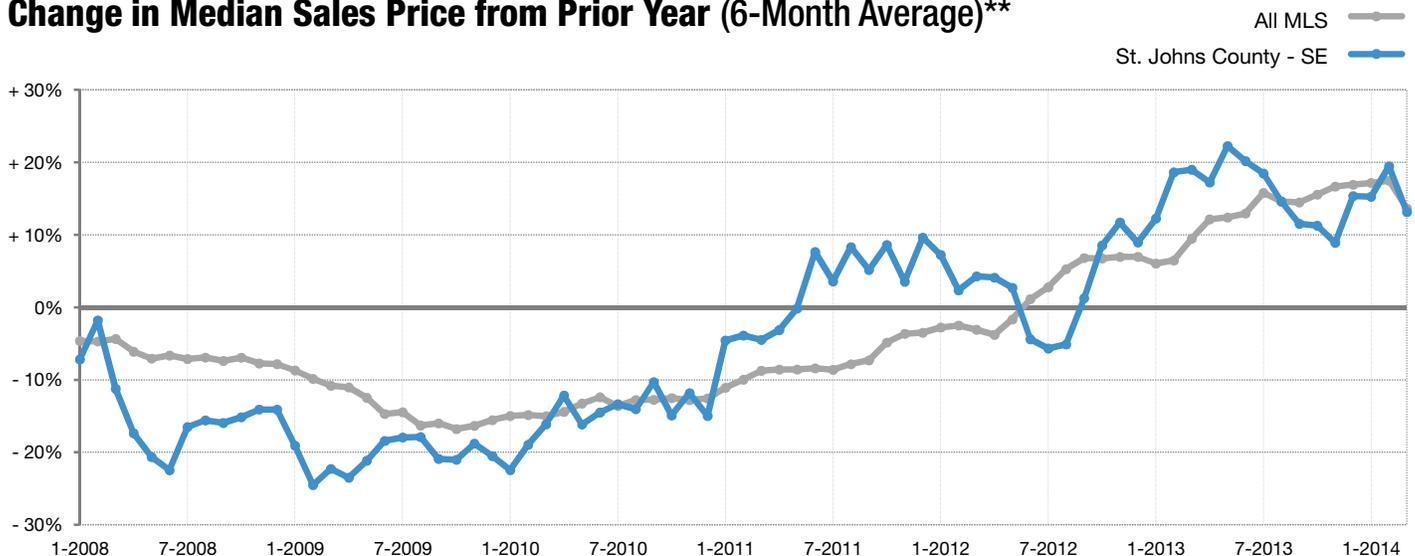


Year to Date

■ 2013 ■ 2014



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



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Local Market Update – March 2014

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



St. Johns County - SW

+ 83.3%

Change in
New Listings

+ 10.0%

Change in
Closed Sales

+ 45.6%

Change in
Median Sales Price

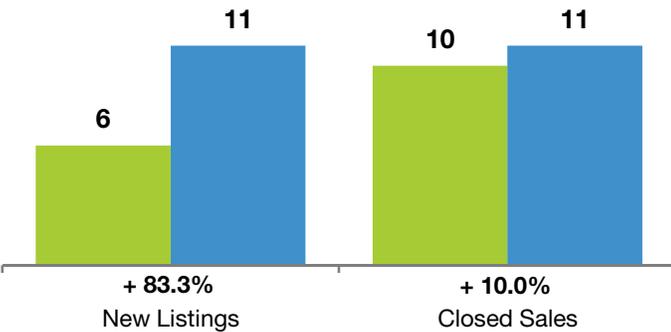
Region 34

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	6	11	+ 83.3%	37	29	- 21.6%
Closed Sales	10	11	+ 10.0%	33	30	- 9.1%
Median Sales Price*	\$128,750	\$187,500	+ 45.6%	\$119,900	\$150,950	+ 25.9%
Percent of Original List Price Received*	84.7%	96.9%	+ 14.4%	86.3%	92.7%	+ 7.4%
Percent of Properties Sold Over List Price*	10.0%	27.3%	+ 173.0%	3.0%	16.7%	+ 456.7%
Days on Market Until Sale	142	146	+ 2.8%	126	121	- 4.0%
Inventory of Homes for Sale	68	60	- 11.8%	--	--	--
Months Supply of Inventory	8.0	7.2	- 10.0%	--	--	--

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

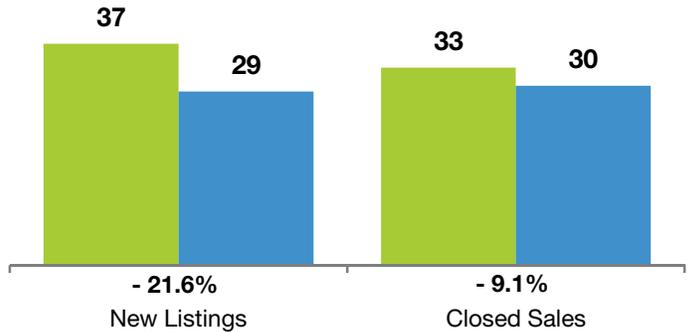
March

■ 2013 ■ 2014

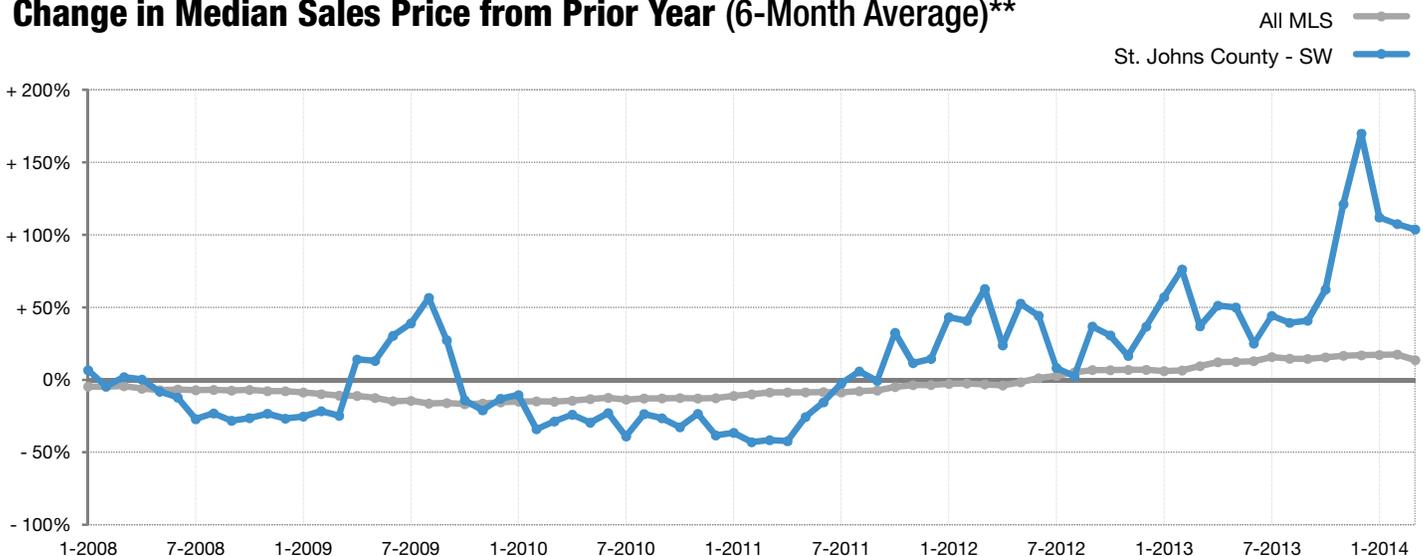


Year to Date

■ 2013 ■ 2014



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



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Local Market Update – March 2014

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



Nassau County

+ 30.4%

Change in
New Listings

+ 3.6%

Change in
Closed Sales

+ 19.0%

Change in
Median Sales Price

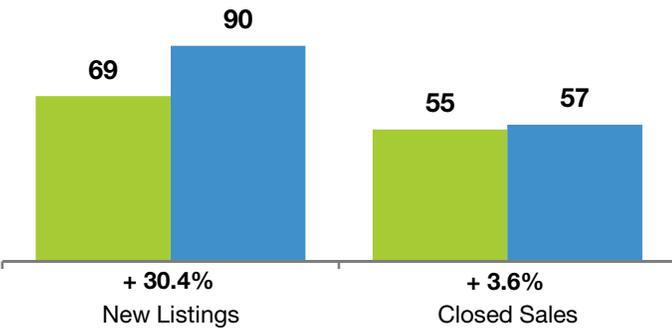
Region 40

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	69	90	+ 30.4%	218	215	- 1.4%
Closed Sales	55	57	+ 3.6%	131	138	+ 5.3%
Median Sales Price*	\$147,000	\$175,000	+ 19.0%	\$148,000	\$160,000	+ 8.1%
Percent of Original List Price Received*	90.1%	95.2%	+ 5.7%	90.0%	92.1%	+ 2.3%
Percent of Properties Sold Over List Price*	5.5%	19.3%	+ 250.9%	7.6%	17.4%	+ 128.9%
Days on Market Until Sale	149	115	- 22.8%	148	108	- 27.0%
Inventory of Homes for Sale	368	317	- 13.9%	--	--	--
Months Supply of Inventory	8.8	5.8	- 34.1%	--	--	--

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

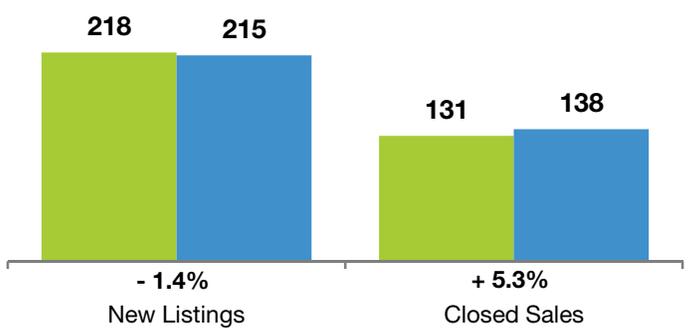
March

■ 2013 ■ 2014



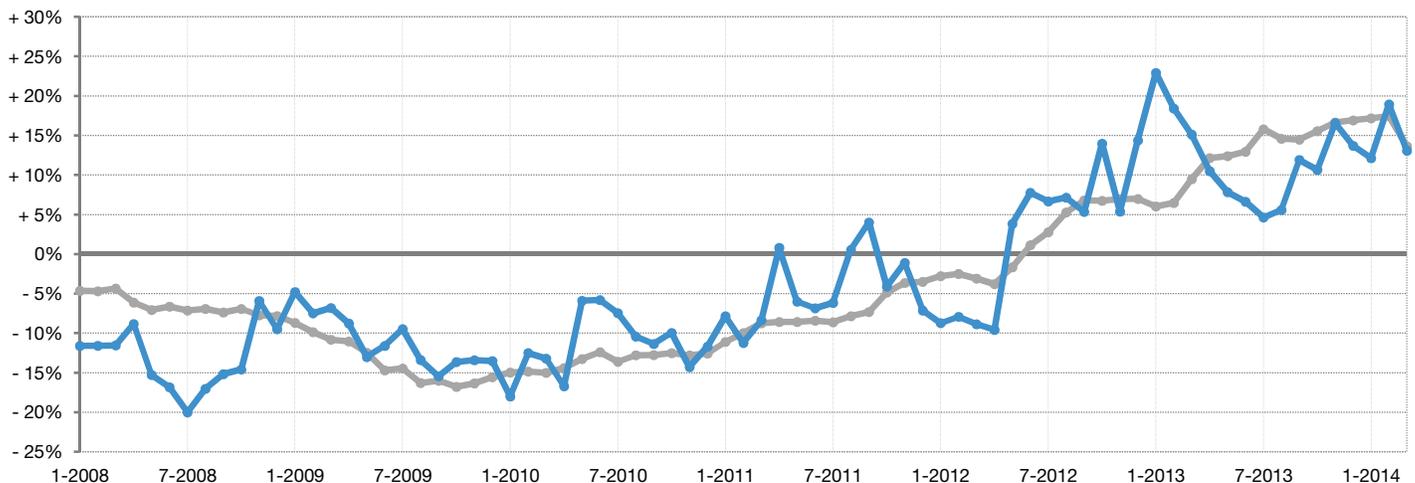
Year to Date

■ 2013 ■ 2014



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

All MLS —
Nassau County —



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Local Market Update – March 2014

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



Baker County

+ 175.0%

- 33.3%

- 30.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 50

March

Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	16	44	+ 175.0%	77	87	+ 13.0%
Closed Sales	18	12	- 33.3%	35	40	+ 14.3%
Median Sales Price*	\$113,500	\$78,500	- 30.8%	\$112,000	\$103,950	- 7.2%
Percent of Original List Price Received*	90.1%	82.3%	- 8.7%	87.7%	83.2%	- 5.1%
Percent of Properties Sold Over List Price*	5.6%	8.3%	+ 48.2%	5.7%	7.5%	+ 31.6%
Days on Market Until Sale	63	108	+ 71.4%	69	129	+ 87.0%
Inventory of Homes for Sale	135	126	- 6.7%	--	--	--
Months Supply of Inventory	13.7	8.4	- 38.7%	--	--	--

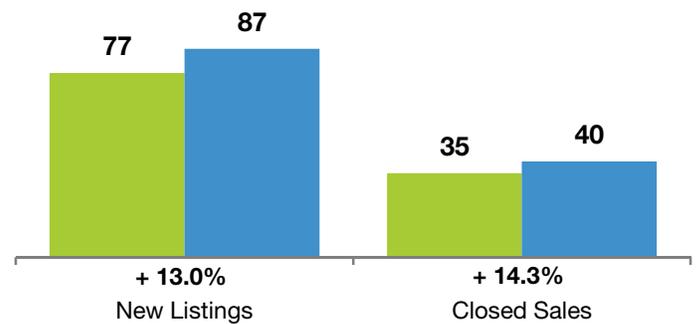
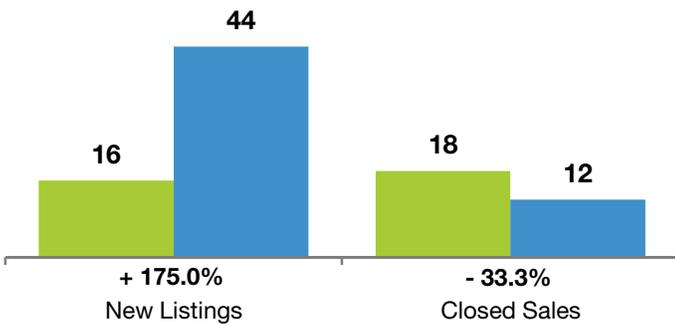
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March

■ 2013 ■ 2014

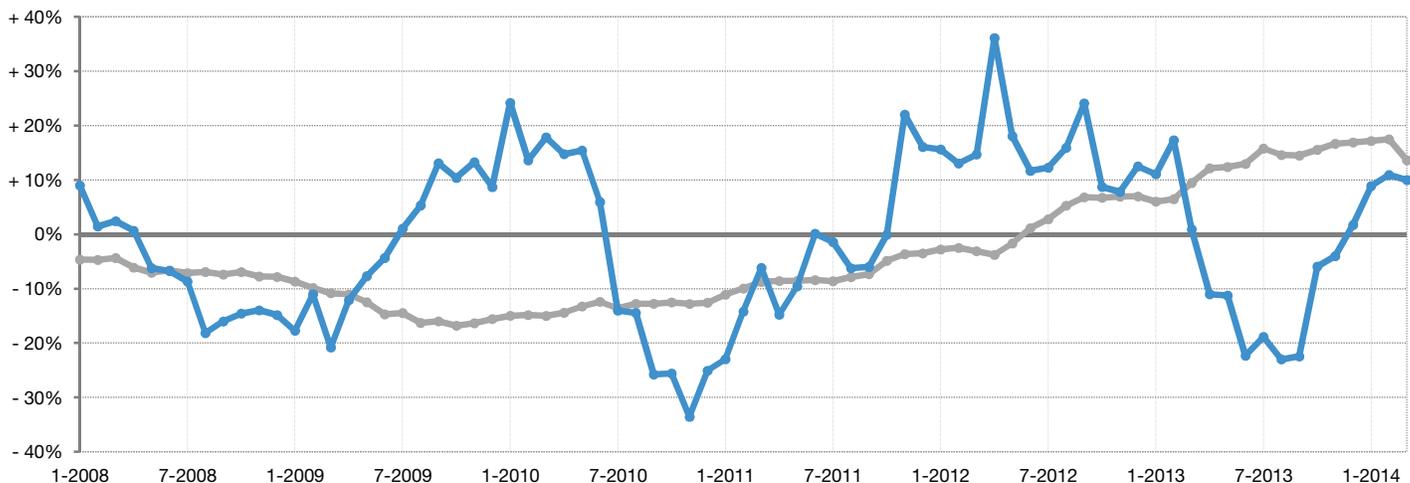
Year to Date

■ 2013 ■ 2014



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

All MLS — Baker County —



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Local Market Update – March 2014

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



Putnam County NE

+ 46.7%

Change in
New Listings

+ 26.1%

Change in
Closed Sales

+ 14.3%

Change in
Median Sales Price

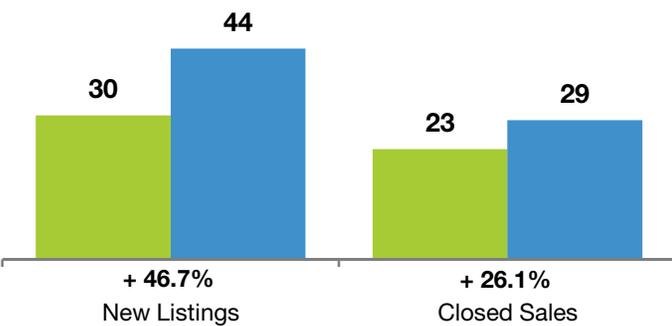
Region 56

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	30	44	+ 46.7%	124	150	+ 21.0%
Closed Sales	23	29	+ 26.1%	65	74	+ 13.8%
Median Sales Price*	\$70,000	\$80,000	+ 14.3%	\$75,900	\$59,450	- 21.7%
Percent of Original List Price Received*	83.2%	82.2%	- 1.2%	81.3%	85.6%	+ 5.3%
Percent of Properties Sold Over List Price*	0.0%	10.3%	--	4.6%	13.5%	+ 193.5%
Days on Market Until Sale	165	145	- 12.1%	158	134	- 15.2%
Inventory of Homes for Sale	338	305	- 9.8%	--	--	--
Months Supply of Inventory	17.7	12.2	- 31.1%	--	--	--

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

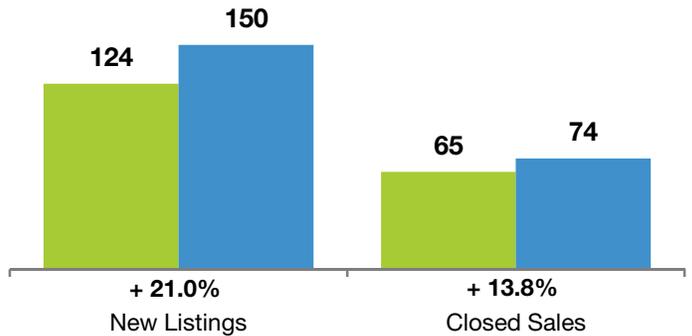
March

■ 2013 ■ 2014

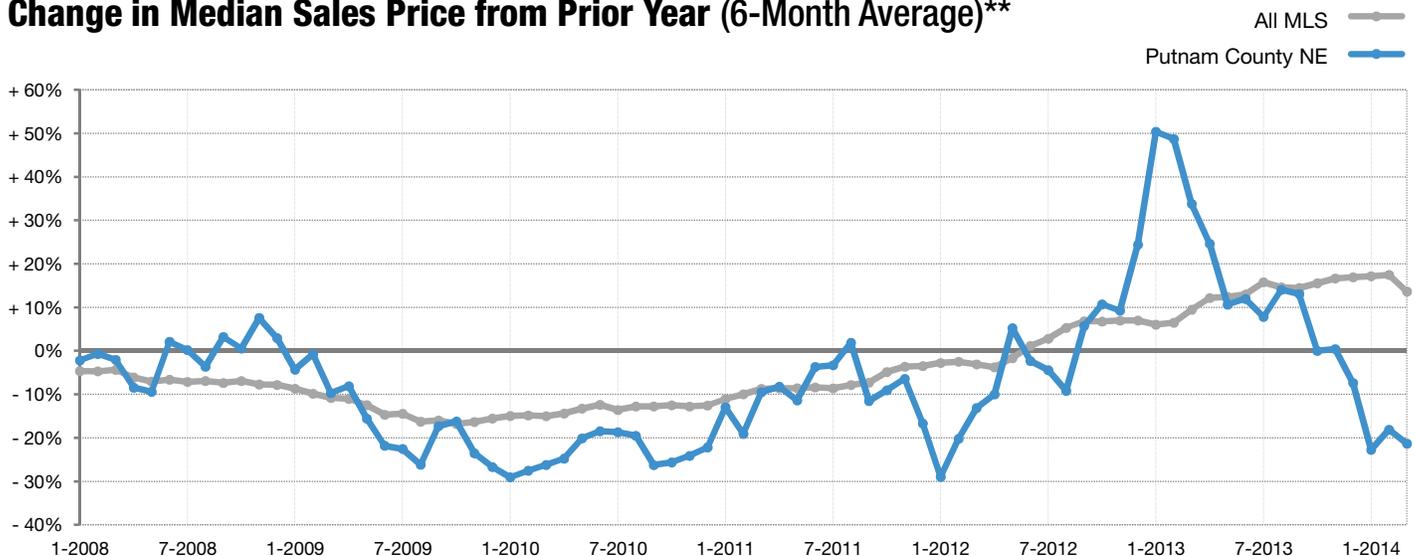


Year to Date

■ 2013 ■ 2014



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 April 23, 2014. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

Local Market Update – March 2014

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



Putnam County - West

Region 57

+ 19.4%

Change in
New Listings

- 37.5%

Change in
Closed Sales

+ 5.5%

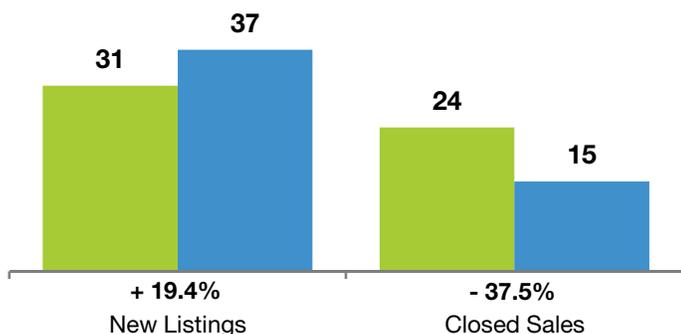
Change in
Median Sales Price

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	31	37	+ 19.4%	93	111	+ 19.4%
Closed Sales	24	15	- 37.5%	46	48	+ 4.3%
Median Sales Price*	\$27,500	\$29,000	+ 5.5%	\$29,000	\$34,500	+ 19.0%
Percent of Original List Price Received*	77.5%	67.9%	- 12.4%	79.5%	77.9%	- 2.0%
Percent of Properties Sold Over List Price*	8.7%	6.7%	- 23.0%	4.4%	12.5%	+ 184.1%
Days on Market Until Sale	107	281	+ 162.6%	100	185	+ 85.0%
Inventory of Homes for Sale	200	215	+ 7.5%	--	--	--
Months Supply of Inventory	16.8	14.3	- 14.9%	--	--	--

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

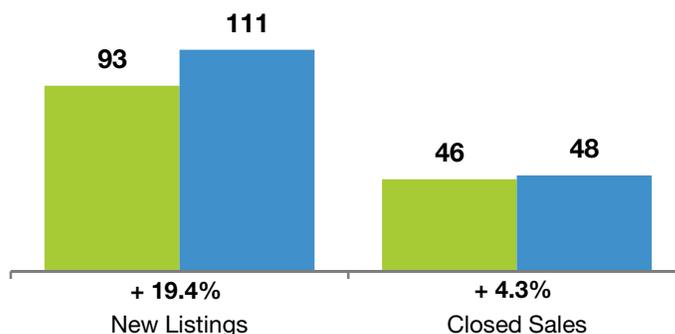
March

■ 2013 ■ 2014



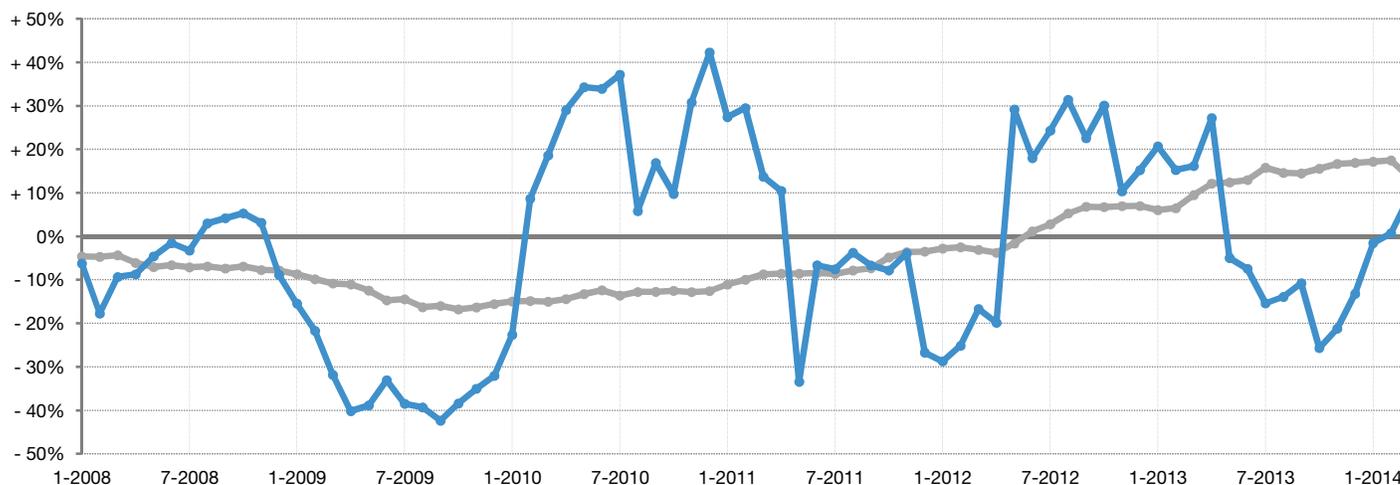
Year to Date

■ 2013 ■ 2014



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

All MLS — Putnam County - West



** 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 April 23, 2014. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

Local Market Update – March 2014

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



Putnam County - South

Region 58

+ 52.0% **- 17.4%** **+ 25.2%**

Change in
New Listings

Change in
Closed Sales

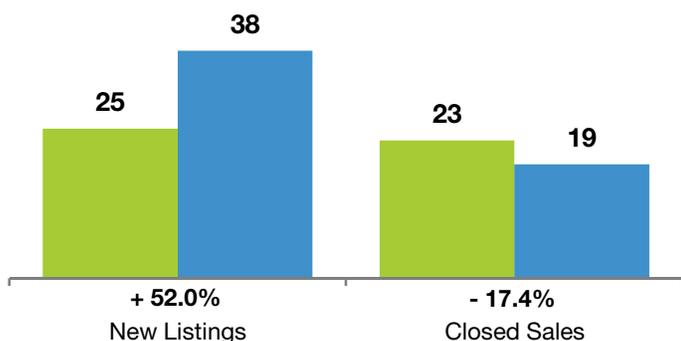
Change in
Median Sales Price

	March			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
New Listings	25	38	+ 52.0%	79	101	+ 27.8%
Closed Sales	23	19	- 17.4%	49	45	- 8.2%
Median Sales Price*	\$59,900	\$75,000	+ 25.2%	\$49,900	\$47,900	- 4.0%
Percent of Original List Price Received*	81.9%	84.1%	+ 2.7%	80.8%	83.2%	+ 3.0%
Percent of Properties Sold Over List Price*	8.7%	0.0%	- 100.0%	4.1%	6.7%	+ 63.4%
Days on Market Until Sale	197	114	- 42.1%	185	122	- 34.1%
Inventory of Homes for Sale	225	222	- 1.3%	--	--	--
Months Supply of Inventory	16.4	13.3	- 18.9%	--	--	--

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

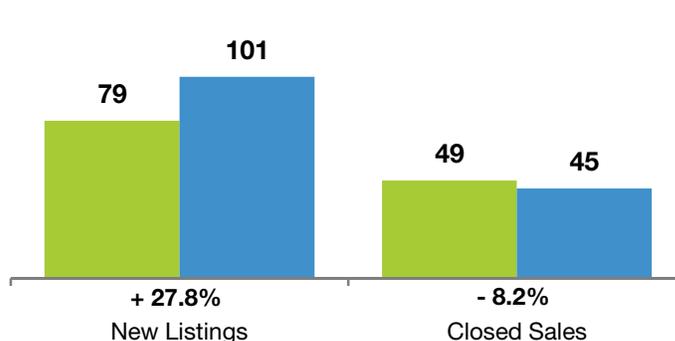
March

■ 2013 ■ 2014

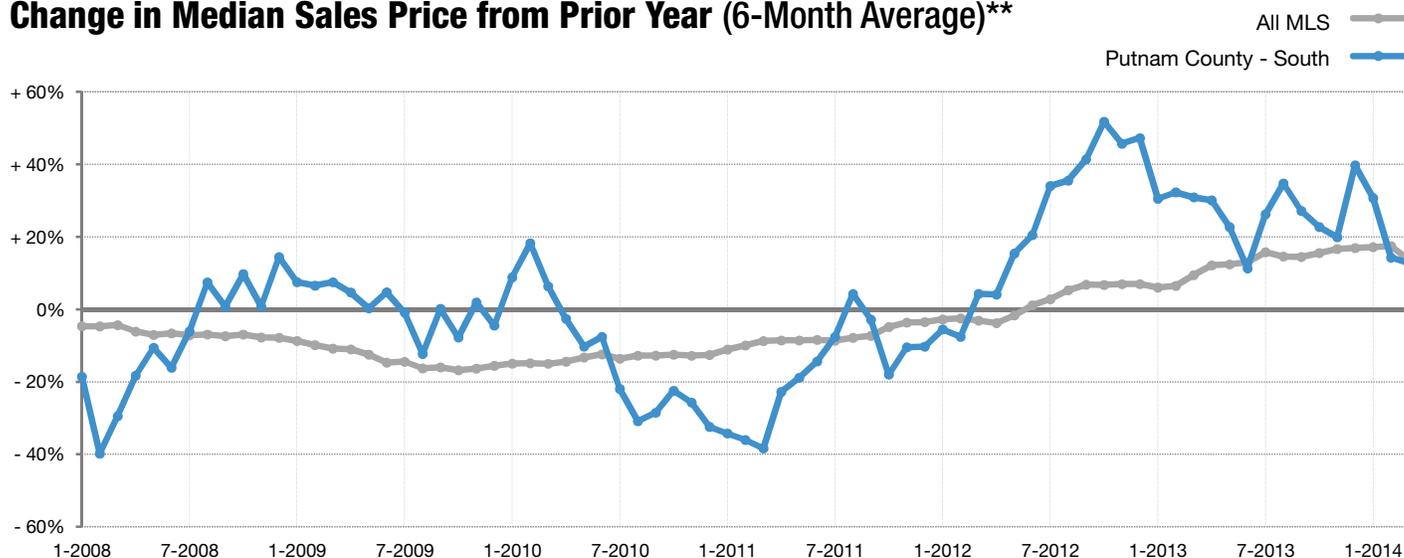


Year to Date

■ 2013 ■ 2014



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



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