

# Monthly Indicators

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



## March 2013

With spring here in all its bounty, it's time to renew, refresh and revive our understanding of what's fueling the ongoing market recovery. First, tightened inventory levels combined with strong demand are fueling price gains in many areas. Second, consumer demand is shifting from distressed properties to conventional homes. Third, record-low mortgage rates and rising rents are supporting housing recovery. Let's check the local scene.

New Listings in the Northeast Florida region increased 10.8 percent to 2,694. Pending Sales were up 41.2 percent to 2,375. Inventory levels shrank 31.9 percent to 7,825 units.

Prices moved higher. The Median Sales Price increased 9.6 percent to \$140,250. Days on Market was down 11.9 percent to 104 days. Absorption rates improved as Months Supply of Inventory was down 43.8 percent to 4.5 months.

On the economic front, things inched forward. We saw a minor but important upward revision to Q4-2012 GDP growth that put us back in positive territory. In the political arena, key debates over the deficit, marriage, gun law, immigration reform and tax policy rage onward. The squeaky wheel gets the grease, and with this emerging housing recovery, there are no imminent housing-related bills. Perhaps that's a good thing.

## Quick Facts

**+ 9.5%**

Change in  
Closed Sales

**+ 9.6%**

Change in  
Median Sales Price

**- 31.9%**

Change in  
Inventory

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

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Closed Sales	<b>5</b>
Days On Market Until Sale	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of Original List Price Received	<b>9</b>
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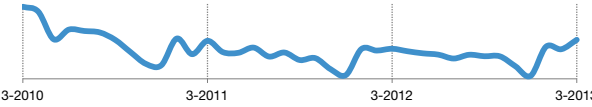
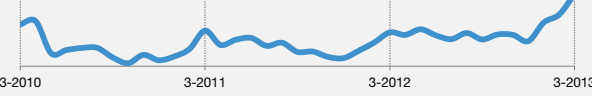
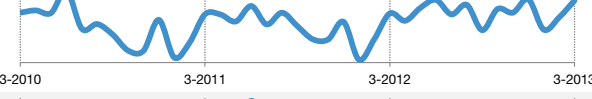




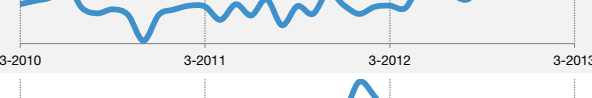

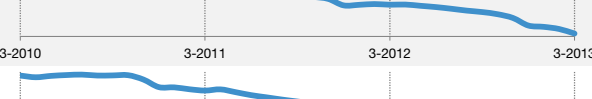

**Area breakouts of 29 submarkets begin after page 21.**

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# Market Overview

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

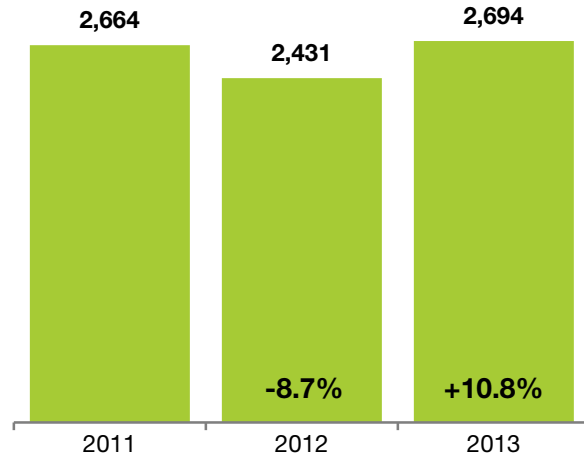


Key Metrics	Historical Sparklines	3-2012	3-2013	+/-	YTD 2012	YTD 2013	+/-
New Listings		2,431	<b>2,694</b>	+ 10.8%	7,231	<b>7,604</b>	+ 5.2%
Pending Sales		1,682	<b>2,375</b>	+ 41.2%	4,533	<b>6,240</b>	+ 37.7%
Closed Sales		1,541	<b>1,687</b>	+ 9.5%	3,811	<b>4,541</b>	+ 19.2%
Days on Market Until Sale		118	<b>104</b>	- 11.9%	119	<b>102</b>	- 14.3%
Median Sales Price		\$128,000	<b>\$140,250</b>	+ 9.6%	\$120,000	<b>\$139,650</b>	+ 16.4%
Average Sales Price		\$171,024	<b>\$188,265</b>	+ 10.1%	\$160,800	<b>\$173,607</b>	+ 8.0%
Percent of Original List Price Received		89.7%	<b>92.6%</b>	+ 3.2%	89.2%	<b>92.3%</b>	+ 3.5%
Percent of Properties Sold Over List Price		15.0%	<b>18.9%</b>	+ 26.4%	14.7%	<b>18.4%</b>	+ 25.0%
Housing Affordability Index		224	<b>214</b>	- 4.5%	235	<b>215</b>	- 8.5%
Inventory of Homes for Sale		11,488	<b>7,825</b>	- 31.9%	--	--	--
Months Supply of Homes for Sale		8.0	<b>4.5</b>	- 43.8%	--	--	--

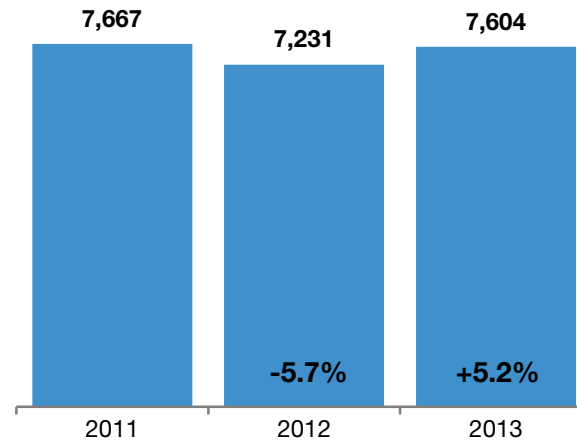
# New Listings

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

## March

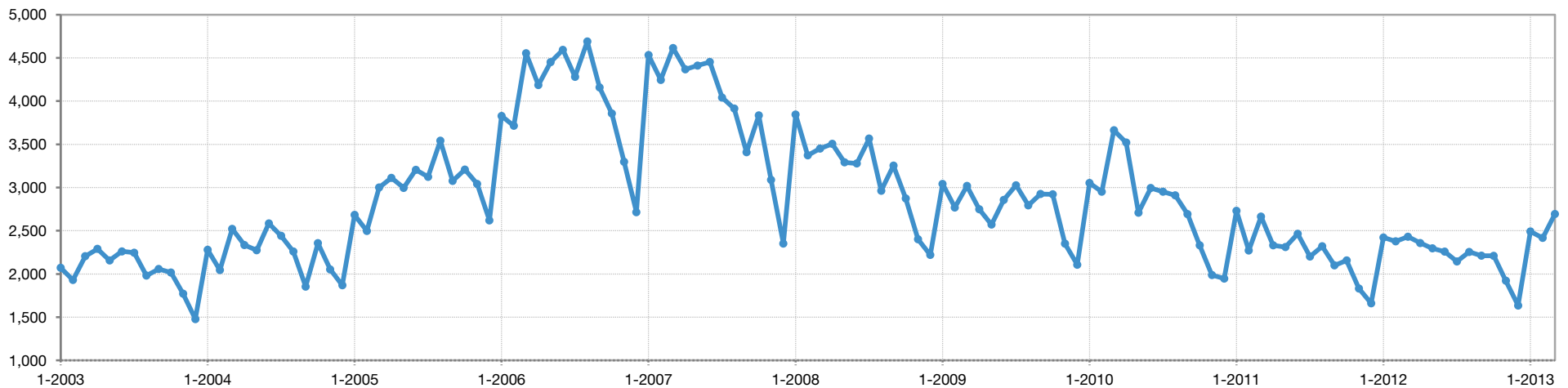


## Year To Date



Month	Prior Year	Current Year	+/-
April	2,332	2,358	+1.1%
May	2,312	2,297	-0.6%
June	2,465	2,259	-8.4%
July	2,202	2,145	-2.6%
August	2,321	2,255	-2.8%
September	2,100	2,212	+5.3%
October	2,157	2,210	+2.5%
November	1,832	1,922	+4.9%
December	1,661	1,635	-1.6%
January	2,422	2,492	+2.9%
February	2,378	2,418	+1.7%
March	2,431	2,694	+10.8%
12-Month Avg	2,218	2,241	+1.1%

## Historical New Listing Activity

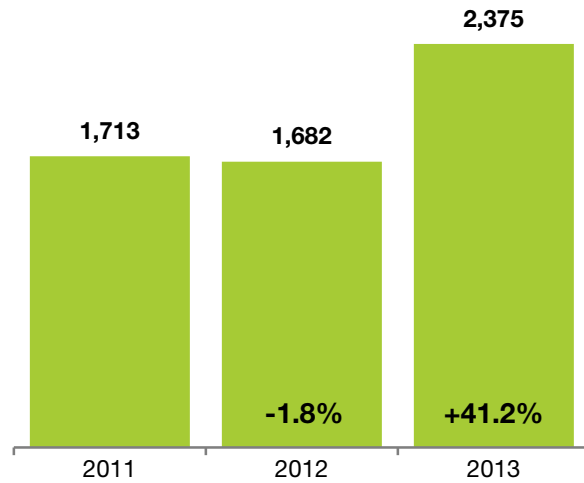


# Pending Sales

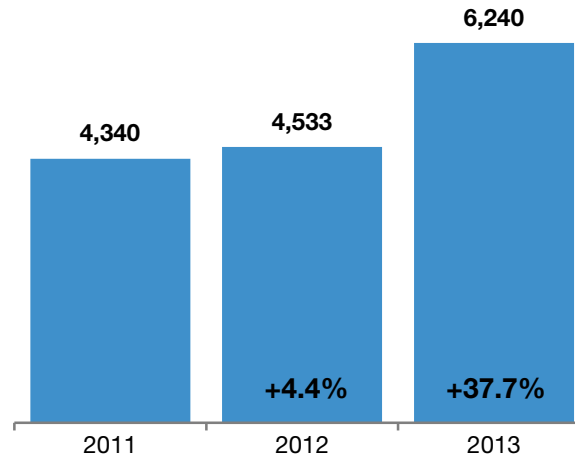
A count of the properties on which contracts have been written in a given month.



## March

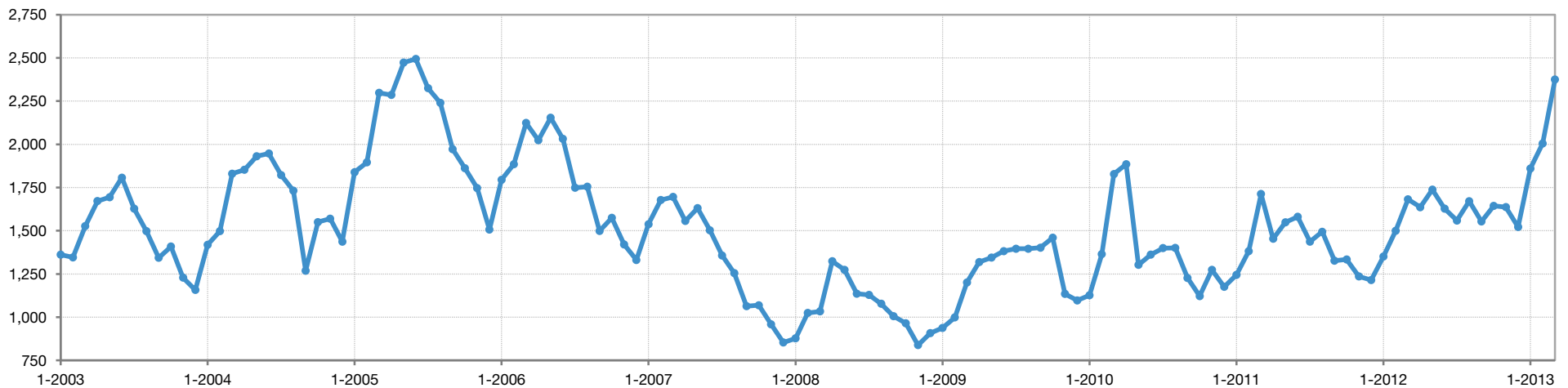


## Year To Date



Month	Prior Year	Current Year	+/-
April	1,454	1,636	+12.5%
May	1,549	1,738	+12.2%
June	1,581	1,628	+3.0%
July	1,437	1,559	+8.5%
August	1,494	1,671	+11.8%
September	1,327	1,554	+17.1%
October	1,334	1,644	+23.2%
November	1,236	1,637	+32.4%
December	1,215	1,522	+25.3%
January	1,351	1,860	+37.7%
February	1,500	2,005	+33.7%
March	1,682	2,375	+41.2%
12-Month Avg	1,430	1,736	+21.4%

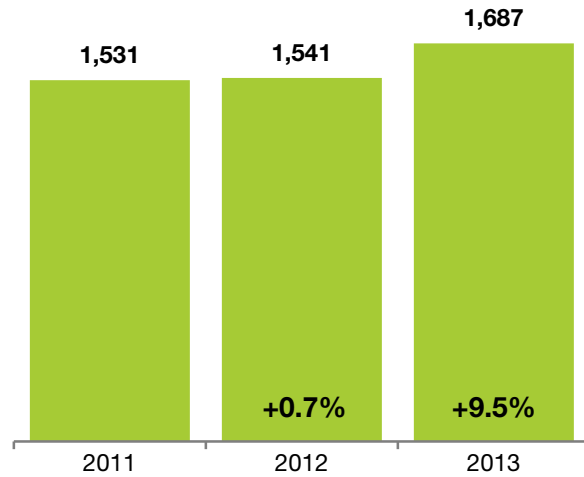
## Historical Pending Sales Activity



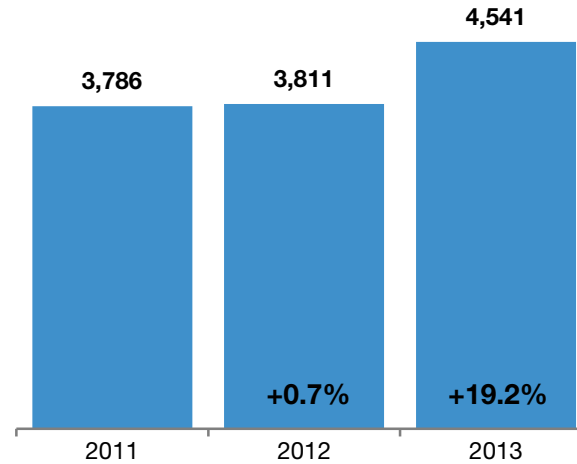
# Closed Sales

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

## March

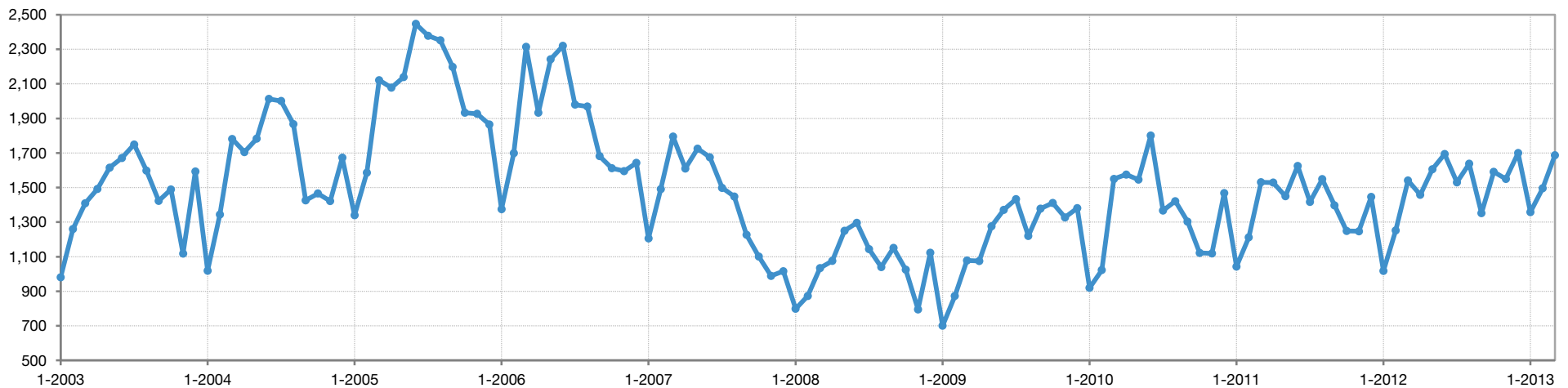


## Year To Date



Month	Prior Year	Current Year	+/-
April	1,529	1,458	-4.6%
May	1,450	1,606	+10.8%
June	1,625	1,694	+4.2%
July	1,417	1,530	+8.0%
August	1,549	1,638	+5.7%
September	1,397	1,352	-3.2%
October	1,249	1,591	+27.4%
November	1,247	1,550	+24.3%
December	1,446	1,700	+17.6%
January	1,018	1,358	+33.4%
February	1,252	1,496	+19.5%
March	1,541	1,687	+9.5%
12-Month Avg	1,393	1,555	+12.7%

## Historical Closed Sales Activity

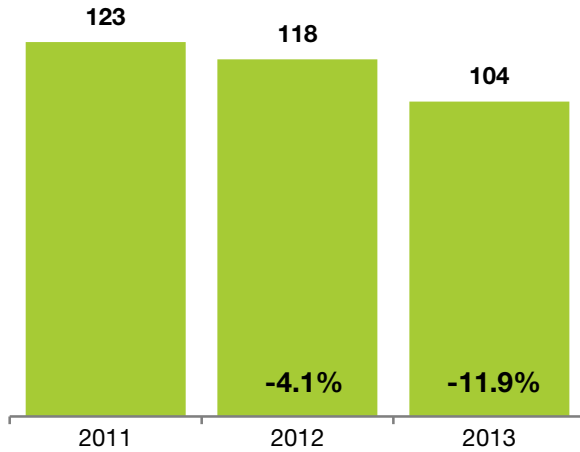


# Days on Market Until Sale

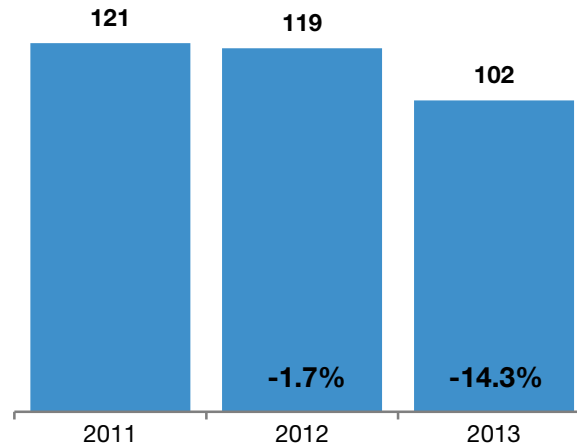
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March

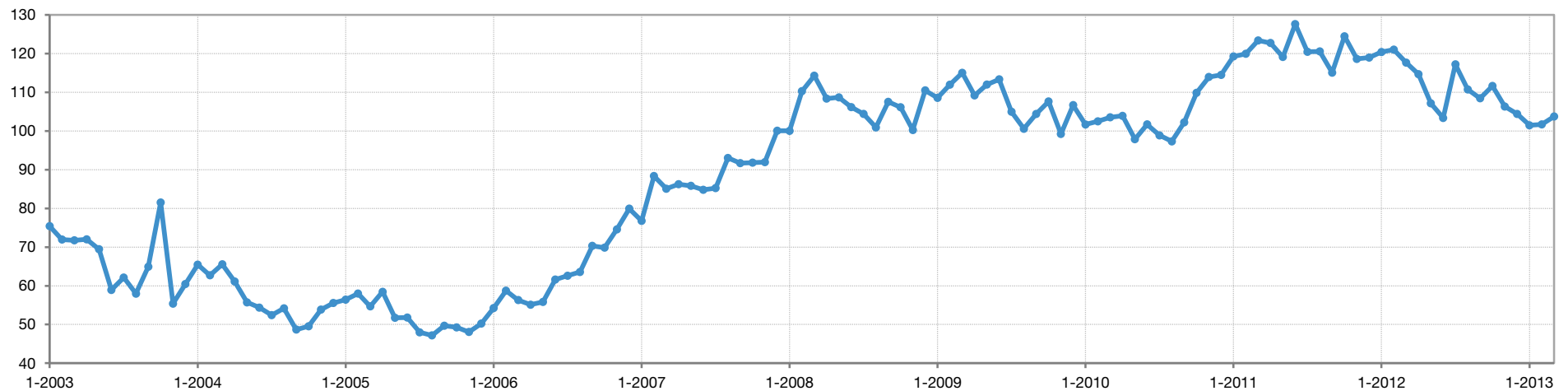


## Year To Date



Month	Prior Year	Current Year	+/-
April	123	115	-6.5%
May	119	107	-10.1%
June	128	103	-19.5%
July	120	117	-2.5%
August	121	111	-8.3%
September	115	108	-6.1%
October	124	112	-9.7%
November	119	106	-10.9%
December	119	104	-12.6%
January	120	101	-15.8%
February	121	102	-15.7%
March	118	104	-11.9%
12-Month Avg	121	108	-10.8%

## Historical Days on Market Until Sale



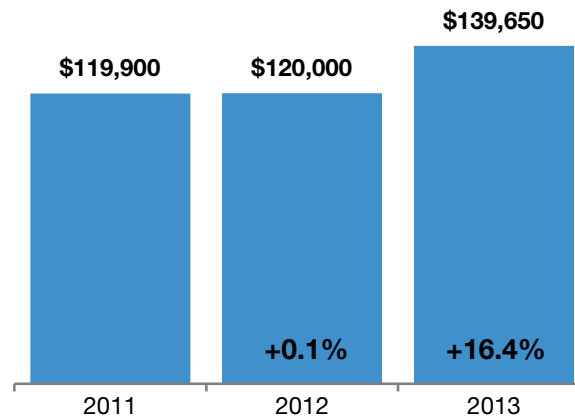
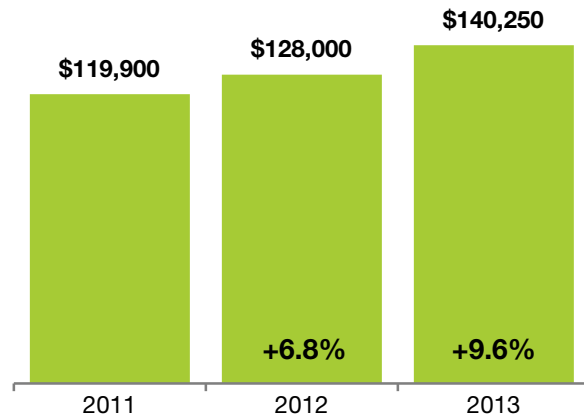
# Median Sales Price

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



## March

## Year To Date



Month	Prior Year	Current Year	+/-
April	\$123,500	\$134,950	+9.3%
May	\$125,000	\$132,000	+5.6%
June	\$133,000	\$148,000	+11.3%
July	\$129,000	\$135,950	+5.4%
August	\$135,000	\$139,250	+3.1%
September	\$121,500	\$132,000	+8.6%
October	\$125,000	\$137,200	+9.8%
November	\$129,950	\$129,900	-0.0%
December	\$125,000	\$142,000	+13.6%
January	\$110,000	\$137,658	+25.1%
February	\$116,700	\$136,900	+17.3%
March	\$128,000	\$140,250	+9.6%
12-Month Med	\$125,000	\$138,000	+10.4%

## Historical Median Sales Price

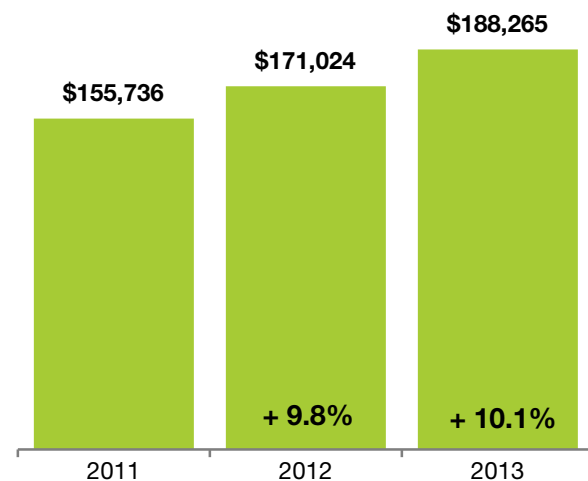


# Average Sales Price

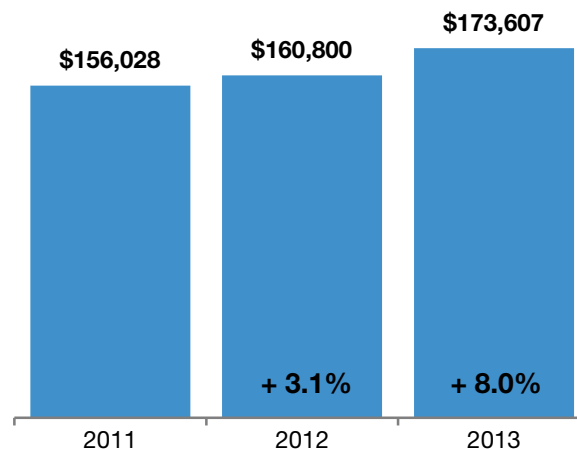
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March

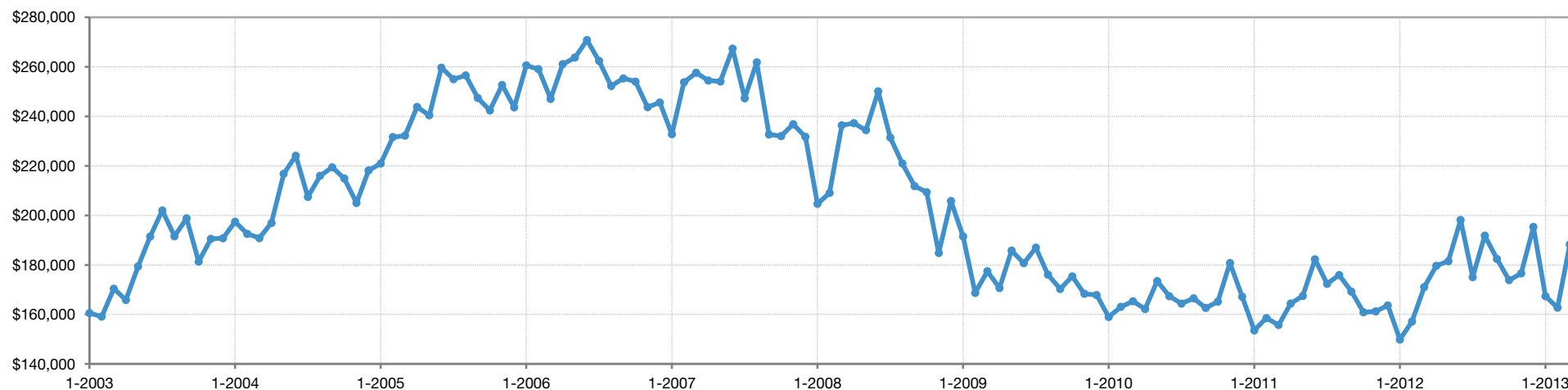


## Year To Date



Month	Prior Year	Current Year	+/-
April	\$164,397	\$179,627	+9.3%
May	\$167,461	\$181,486	+8.4%
June	\$182,256	\$198,128	+8.7%
July	\$172,355	\$175,061	+1.6%
August	\$175,904	\$191,817	+9.0%
September	\$169,226	\$182,375	+7.8%
October	\$160,881	\$173,862	+8.1%
November	\$161,221	\$176,592	+9.5%
December	\$163,620	\$195,321	+19.4%
January	\$149,844	\$167,367	+11.7%
February	\$157,135	\$162,737	+3.6%
March	\$171,024	\$188,265	+10.1%
12-Month Avg	\$167,155	\$181,583	+8.6%

## Historical Average Sales Price



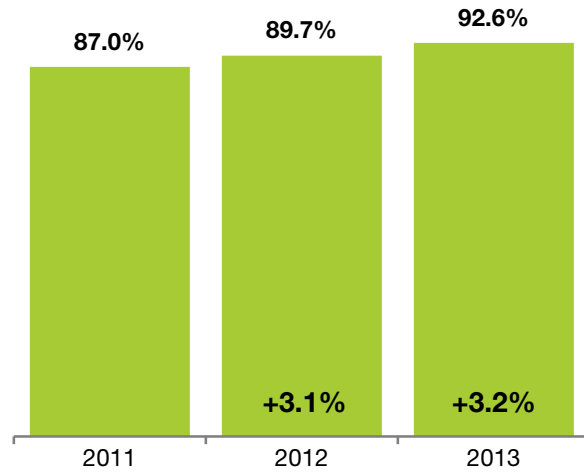


# Percent of Original List Price Received

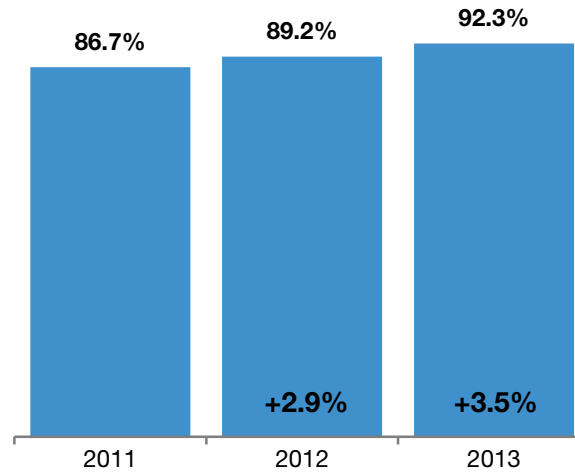
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March

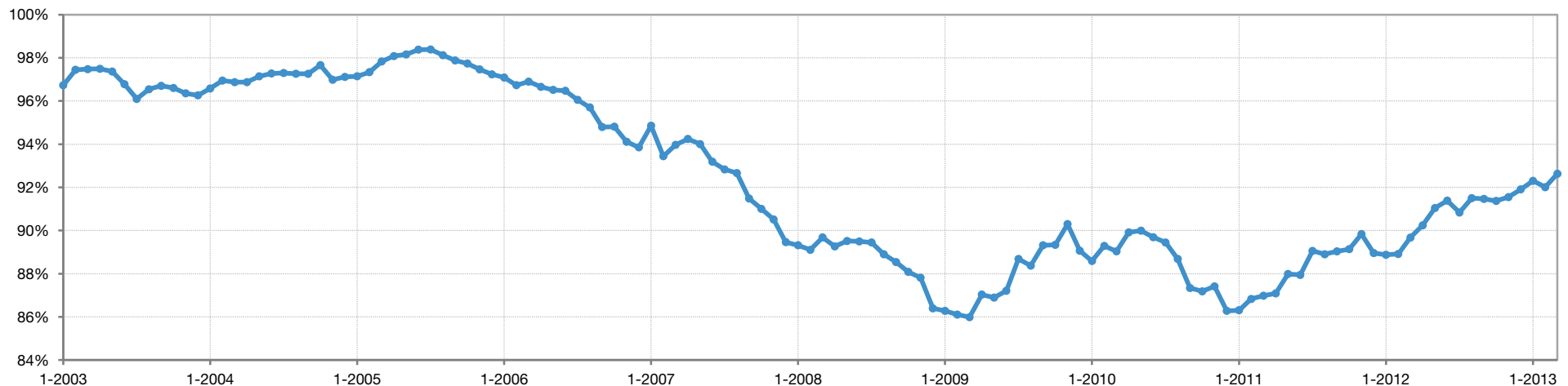


## Year To Date



Month	Prior Year	Current Year	+/-
April	87.1%	90.2%	+3.6%
May	88.0%	91.0%	+3.4%
June	87.9%	91.4%	+4.0%
July	89.1%	90.8%	+1.9%
August	88.9%	91.5%	+2.9%
September	89.0%	91.5%	+2.8%
October	89.1%	91.4%	+2.6%
November	89.8%	91.5%	+1.9%
December	89.0%	91.9%	+3.3%
January	88.9%	92.3%	+3.8%
February	88.9%	92.0%	+3.5%
March	89.7%	92.6%	+3.2%
12-Month Avg	88.8%	91.5%	+3.0%

## Historical Percent of Original List Price Received

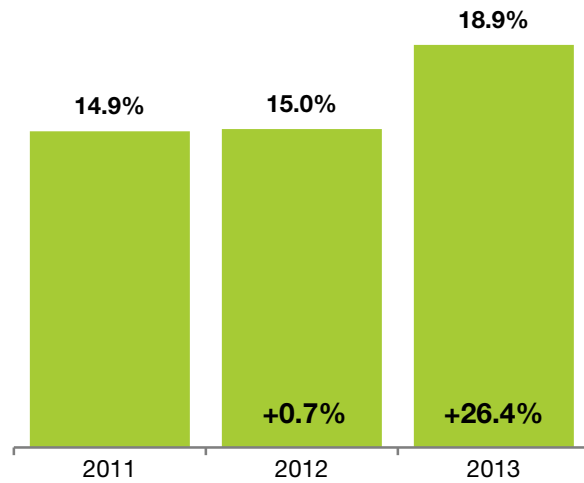


# Percent of Properties Sold Over List Price

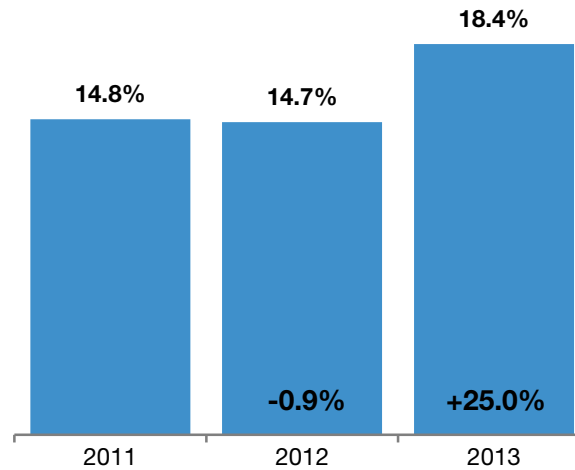
Percent of closed sales that sold for more than the most recent list price.



## March

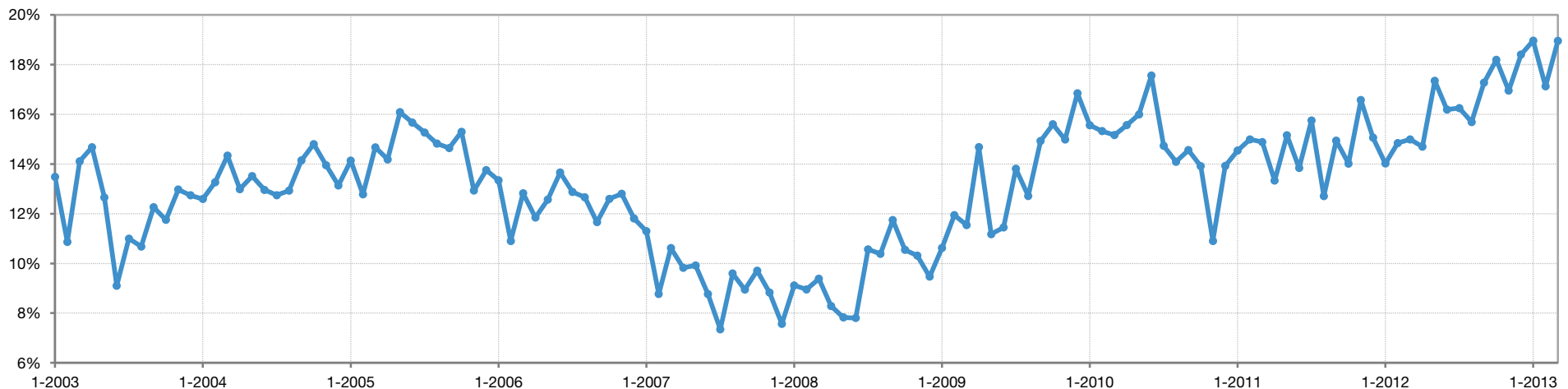


## Year To Date



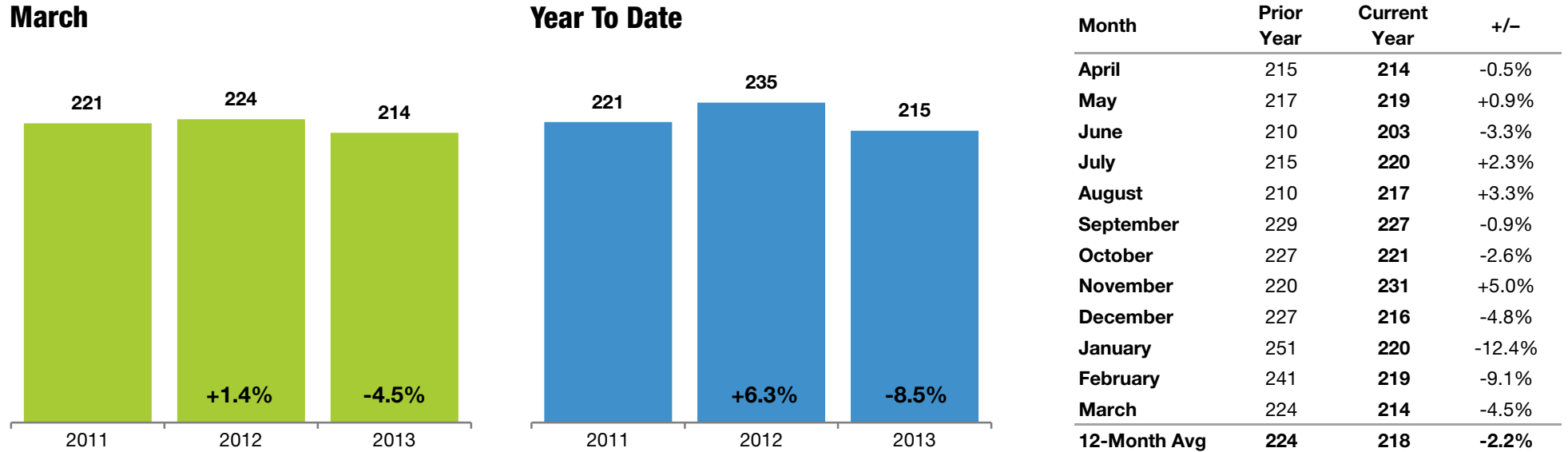
Month	Prior Year	Current Year	+/-
April	13.3%	14.7%	+10.5%
May	15.2%	17.3%	+13.8%
June	13.8%	16.2%	+17.4%
July	15.7%	16.2%	+3.2%
August	12.7%	15.7%	+23.6%
September	14.9%	17.3%	+16.1%
October	14.0%	18.2%	+30.0%
November	16.6%	17.0%	+2.4%
December	15.1%	18.4%	+21.9%
January	14.0%	19.0%	+35.7%
February	14.8%	17.1%	+15.5%
March	15.0%	18.9%	+26.4%
12-Month Avg	14.6%	17.2%	+17.8%

## Historical Percent of Properties Sold Over List Price

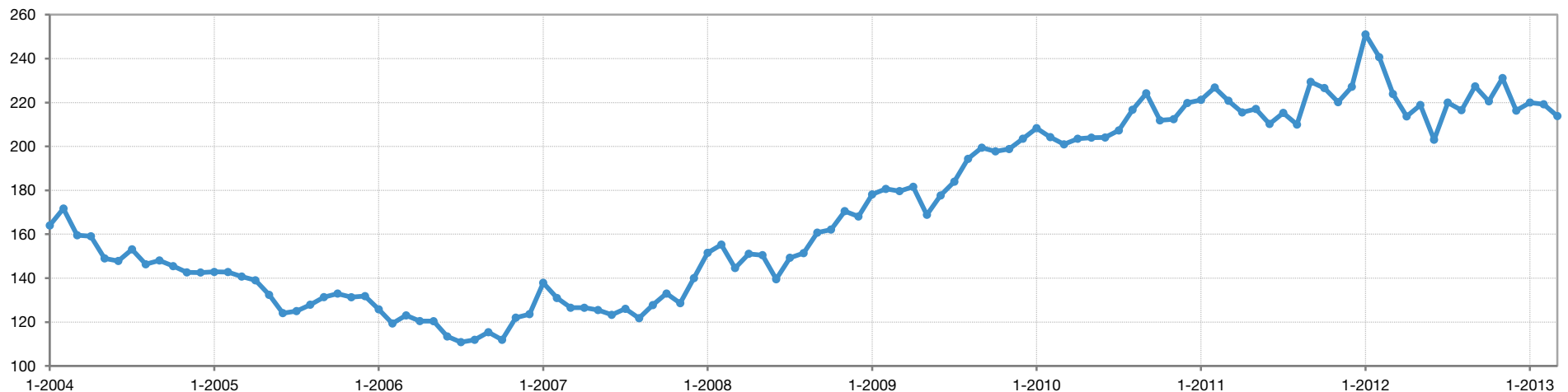


# Housing Affordability Index

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.**



## Historical Housing Affordability Index

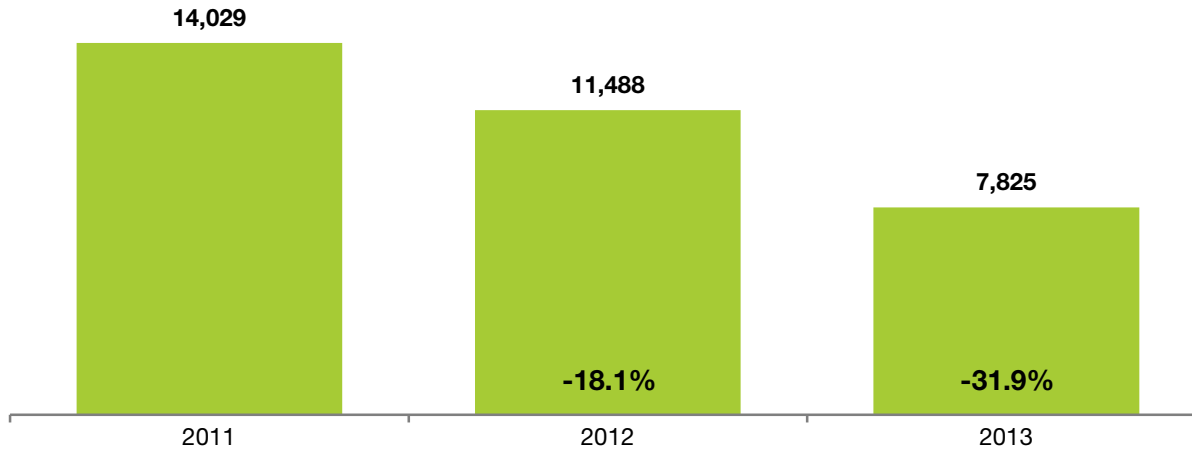


# Inventory of Homes for Sale

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

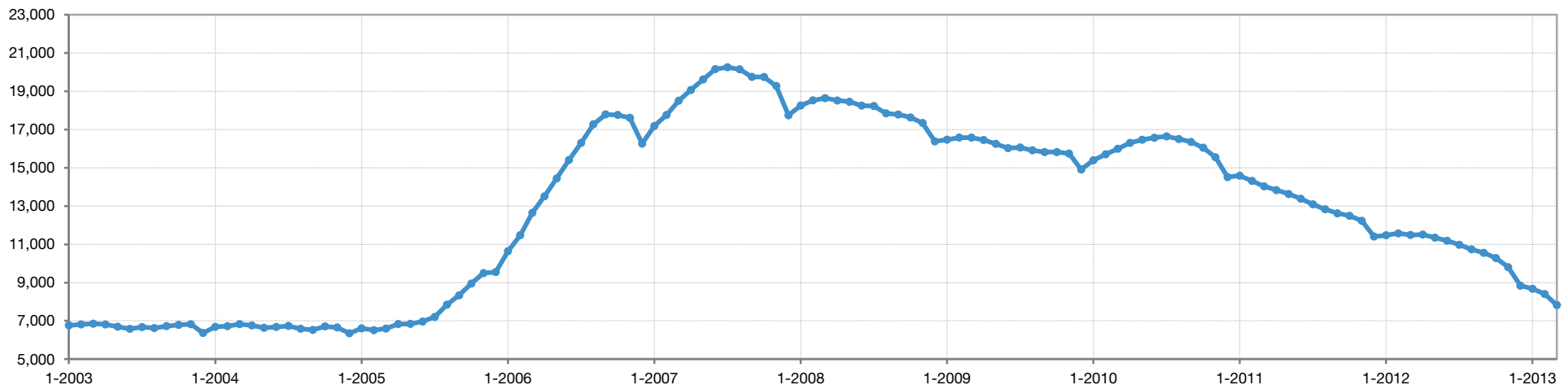


## March



Month	Prior Year	Current Year	+/-
April	13,831	11,511	-16.8%
May	13,631	11,349	-16.7%
June	13,382	11,187	-16.4%
July	13,090	10,975	-16.2%
August	12,833	10,739	-16.3%
September	12,620	10,556	-16.4%
October	12,489	10,282	-17.7%
November	12,229	9,806	-19.8%
December	11,406	8,842	-22.5%
January	11,475	8,677	-24.4%
February	11,573	8,402	-27.4%
March	11,488	7,825	-31.9%
12-Month Avg	12,504	10,013	-20.2%

## Historical Inventory of Homes for Sale

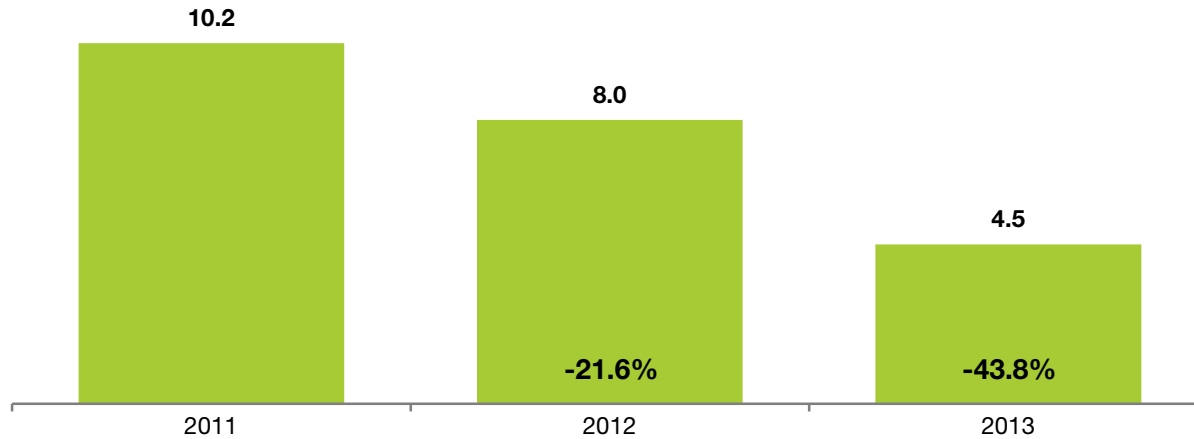


# Months Supply of Inventory

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

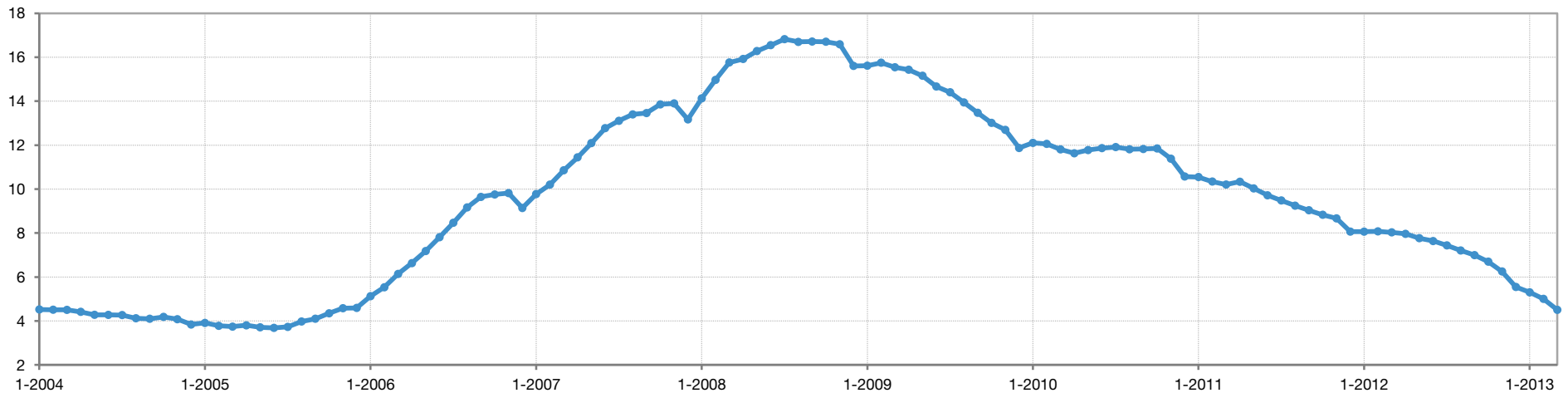


## March



Month	Prior Year	Current Year	+/-
April	10.3	8.0	-22.3%
May	10.0	7.8	-22.0%
June	9.7	7.6	-21.6%
July	9.5	7.4	-22.1%
August	9.2	7.2	-21.7%
September	9.0	7.0	-22.2%
October	8.8	6.7	-23.9%
November	8.7	6.3	-27.6%
December	8.1	5.5	-32.1%
January	8.1	5.3	-34.6%
February	8.1	5.0	-38.3%
March	8.0	4.5	-43.8%
12-Month Avg	9.0	6.5	-27.2%

## Historical Months Supply of Inventory



# Housing Supply Overview



## March 2013

A RESEARCH TOOL PROVIDED BY THE  
NORTHEAST FLORIDA ASSOCIATION OF REALTORS

## Quick Facts

**+ 39.5%**

Price Range With  
Strongest Sales:  
**\$300,000 to \$499,999**

**+ 27.8%**

Construction Status With  
Strongest Sales:  
**New Construction**

**+ 23.5%**

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.](#)

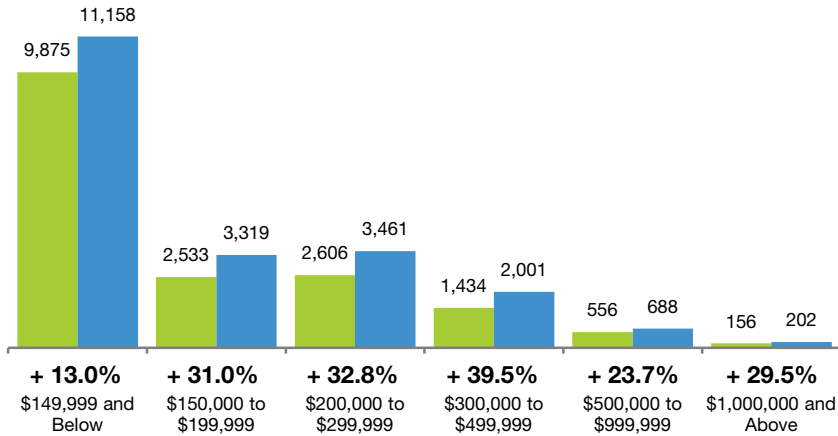
# Pending Sales

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



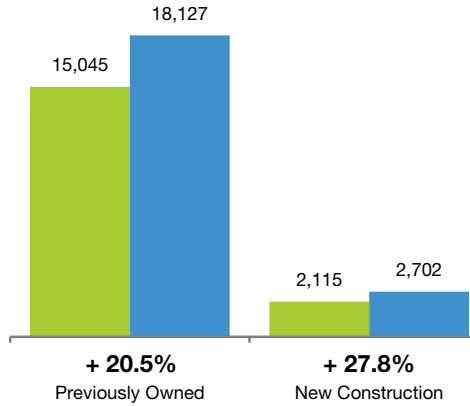
## By Price Range

■ 3-2012 ■ 3-2013



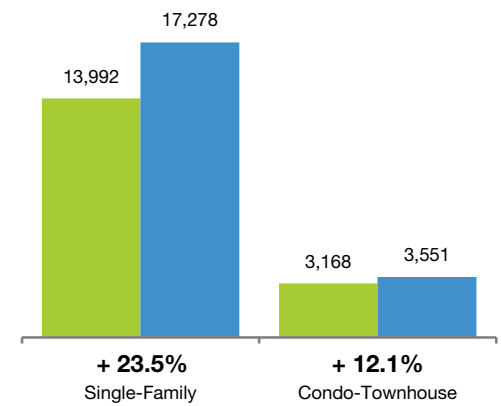
## By Construction Status

■ 3-2012 ■ 3-2013



## By Property Type

■ 3-2012 ■ 3-2013



### All Properties

#### By Price Range

	3-2012	3-2013	Change
\$149,999 and Below	9,875	11,158	+ 13.0%
\$150,000 to \$199,999	2,533	3,319	+ 31.0%
\$200,000 to \$299,999	2,606	3,461	+ 32.8%
\$300,000 to \$499,999	1,434	2,001	+ 39.5%
\$500,000 to \$999,999	556	688	+ 23.7%
\$1,000,000 and Above	156	202	+ 29.5%
<b>All Price Ranges</b>	<b>17,160</b>	<b>20,829</b>	<b>+ 21.4%</b>

### Single-Family

	3-2012	3-2013	Change
\$149,999 and Below	7,432	8,590	+ 15.6%
\$150,000 to \$199,999	2,279	2,999	+ 31.6%
\$200,000 to \$299,999	2,349	3,088	+ 31.5%
\$300,000 to \$499,999	1,306	1,822	+ 39.5%
\$500,000 to \$999,999	488	596	+ 22.1%
\$1,000,000 and Above	138	183	+ 32.6%
<b>All Price Ranges</b>	<b>13,992</b>	<b>17,278</b>	<b>+ 23.5%</b>

### Condo-Townhouse

	3-2012	3-2013	Change
\$149,999 and Below	2,443	2,568	+ 5.1%
\$150,000 to \$199,999	254	320	+ 26.0%
\$200,000 to \$299,999	257	373	+ 45.1%
\$300,000 to \$499,999	128	179	+ 39.8%
\$500,000 to \$999,999	68	92	+ 35.3%
\$1,000,000 and Above	18	19	+ 5.6%
<b>All Price Ranges</b>	<b>3,168</b>	<b>3,551</b>	<b>+ 12.1%</b>

#### By Construction Status

	3-2012	3-2013	Change
Previously Owned	15,045	18,127	+ 20.5%
New Construction	2,115	2,702	+ 27.8%
<b>All Property Types</b>	<b>17,160</b>	<b>20,829</b>	<b>+ 21.4%</b>

	3-2012	3-2013	Change
Previously Owned	12,301	15,052	+ 22.4%
New Construction	1,691	2,226	+ 31.6%
<b>All Property Types</b>	<b>13,992</b>	<b>17,278</b>	<b>+ 23.5%</b>

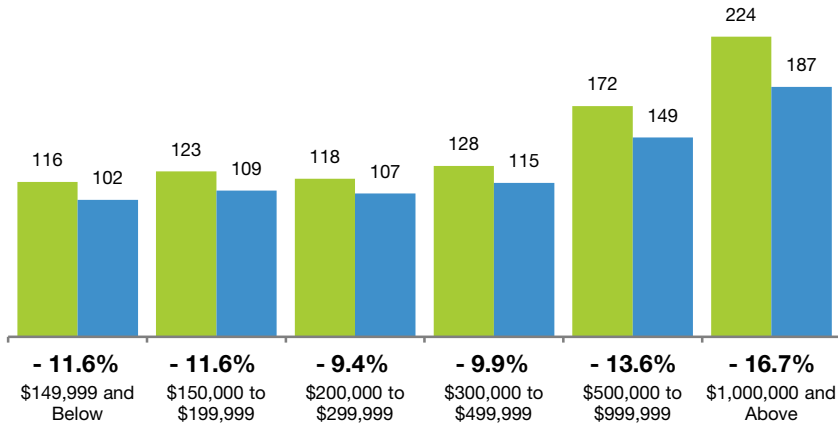
# Days on Market Until Sale

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



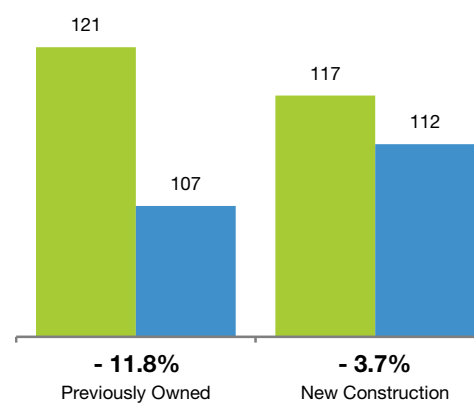
## By Price Range

■ 3-2012 ■ 3-2013



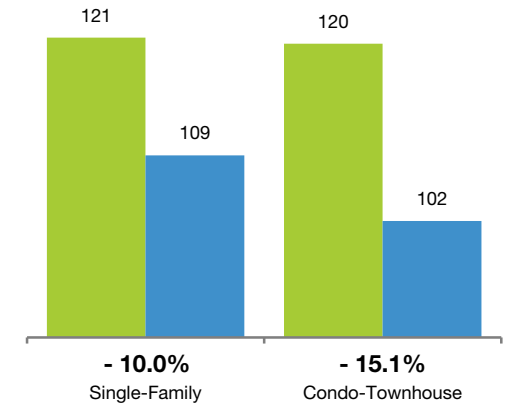
## By Construction Status

■ 3-2012 ■ 3-2013



## By Property Type

■ 3-2012 ■ 3-2013



## All Properties

### By Price Range

	3-2012	3-2013	Change
\$149,999 and Below	116	102	- 11.6%
\$150,000 to \$199,999	123	109	- 11.6%
\$200,000 to \$299,999	118	107	- 9.4%
\$300,000 to \$499,999	128	115	- 9.9%
\$500,000 to \$999,999	172	149	- 13.6%
\$1,000,000 and Above	224	187	- 16.7%
<b>All Price Ranges</b>	<b>121</b>	<b>108</b>	<b>- 10.8%</b>

## Single-Family

	3-2012	3-2013	Change
\$149,999 and Below	116	107	- 7.7%
\$150,000 to \$199,999	124	106	- 13.8%
\$200,000 to \$299,999	118	104	- 11.6%
\$300,000 to \$499,999	124	109	- 11.7%
\$500,000 to \$999,999	166	143	- 13.8%
\$1,000,000 and Above	220	191	- 13.3%
<b>All Price Ranges</b>	<b>121</b>	<b>109</b>	<b>- 10.0%</b>

## Condo-Townhouse

	3-2012	3-2013	Change
\$149,999 and Below	115	87	- 24.7%
\$150,000 to \$199,999	122	135	+ 10.6%
\$200,000 to \$299,999	118	130	+ 9.8%
\$300,000 to \$499,999	167	175	+ 5.1%
\$500,000 to \$999,999	228	185	- 18.9%
\$1,000,000 and Above	260	121	- 53.6%
<b>All Price Ranges</b>	<b>120</b>	<b>102</b>	<b>- 15.1%</b>

### By Construction Status

	3-2012	3-2013	Change
Previously Owned	121	107	- 11.8%
New Construction	117	112	- 3.7%
<b>All Property Types</b>	<b>121</b>	<b>108</b>	<b>- 10.8%</b>

	3-2012	3-2013	Change
Previously Owned	122	109	- 10.5%
New Construction	114	108	- 5.9%
<b>All Property Types</b>	<b>121</b>	<b>109</b>	<b>- 10.0%</b>

	3-2012	3-2013	Change
Single-Family	119	97	- 18.6%
Condo-Townhouse	127	138	+ 9.0%
<b>All Property Types</b>	<b>120</b>	<b>102</b>	<b>- 15.1%</b>

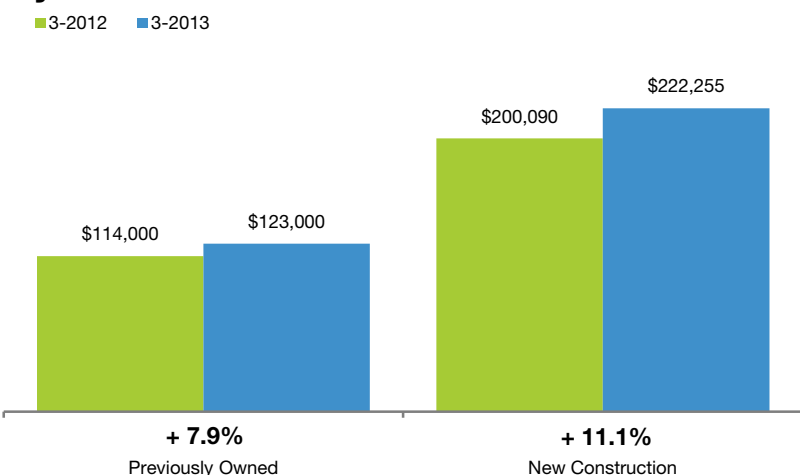


# Median Sales Price

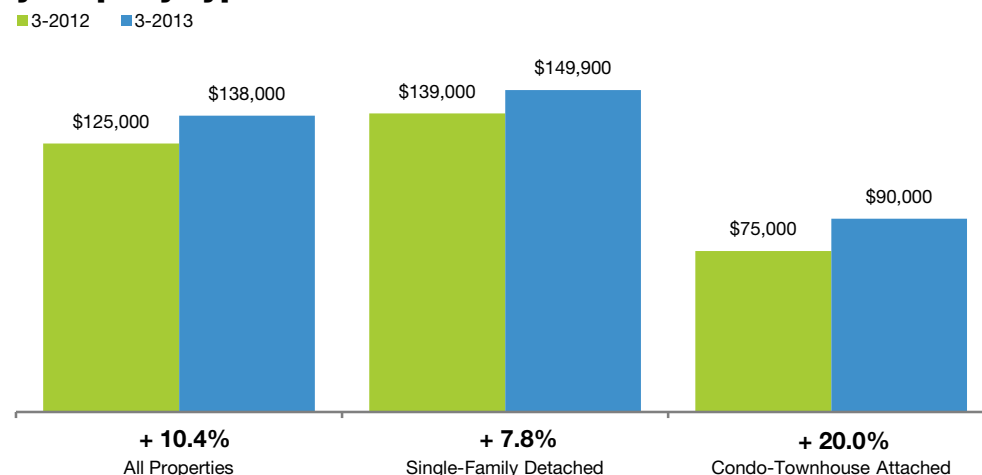
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Construction Status



## By Property Type



	All Properties			Single-Family Detached			Condo-Townhouse Attached		
By Construction Status	3-2012	3-2013	Change	3-2012	3-2013	Change	3-2012	3-2013	Change
Previously Owned	\$114,000	\$123,000	+ 7.9%	\$125,000	\$132,000	+ 5.6%	\$69,000	\$82,525	+ 19.6%
New Construction	\$200,090	\$222,255	+ 11.1%	\$213,400	\$232,000	+ 8.7%	\$140,865	\$152,635	+ 8.4%
All Construction Statuses	\$125,000	\$138,000	+ 10.4%	\$139,000	\$149,900	+ 7.8%	\$75,000	\$90,000	+ 20.0%

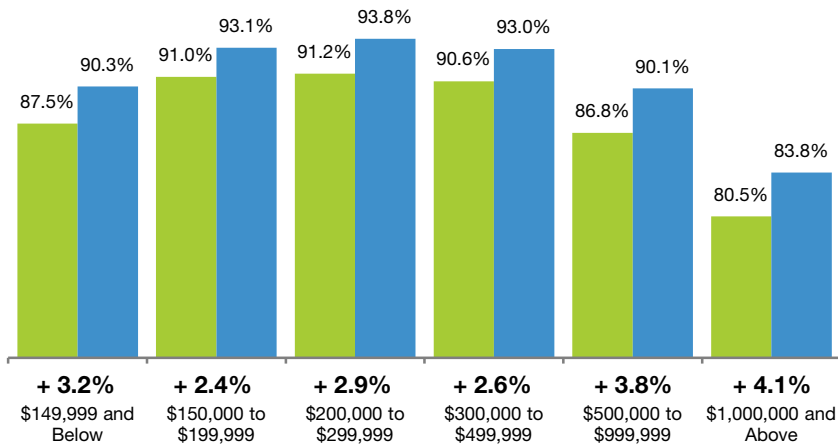
# Percent of Original List Price Received

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.**



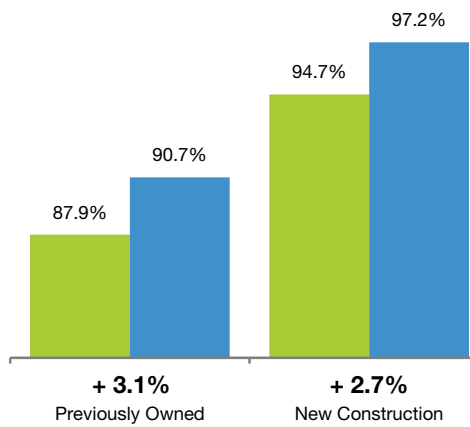
## By Price Range

■ 3-2012 ■ 3-2013



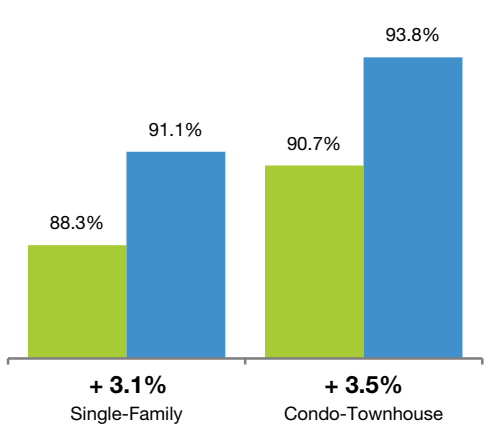
## By Construction Status

■ 3-2012 ■ 3-2013



## By Property Type

■ 3-2012 ■ 3-2013



## All Properties

### By Price Range

	3-2012	3-2013	Change
\$149,999 and Below	87.5%	90.3%	+ 3.2%
\$150,000 to \$199,999	91.0%	93.1%	+ 2.4%
\$200,000 to \$299,999	91.2%	93.8%	+ 2.9%
\$300,000 to \$499,999	90.6%	93.0%	+ 2.6%
\$500,000 to \$999,999	86.8%	90.1%	+ 3.8%
\$1,000,000 and Above	80.5%	83.8%	+ 4.1%
<b>All Price Ranges</b>	<b>88.8%</b>	<b>91.5%</b>	<b>+ 3.1%</b>

## Single-Family

	3-2012	3-2013	Change
\$149,999 and Below	86.4%	89.0%	+ 3.1%
\$150,000 to \$199,999	90.8%	93.1%	+ 2.5%
\$200,000 to \$299,999	91.2%	93.7%	+ 2.8%
\$300,000 to \$499,999	90.8%	93.3%	+ 2.8%
\$500,000 to \$999,999	87.3%	90.3%	+ 3.4%
\$1,000,000 and Above	80.5%	83.2%	+ 3.4%
<b>All Price Ranges</b>	<b>88.3%</b>	<b>91.1%</b>	<b>+ 3.1%</b>

## Condo-Townhouse

	3-2012	3-2013	Change
\$149,999 and Below	90.7%	94.2%	+ 3.8%
\$150,000 to \$199,999	92.2%	93.1%	+ 1.1%
\$200,000 to \$299,999	91.4%	94.7%	+ 3.6%
\$300,000 to \$499,999	88.9%	90.3%	+ 1.5%
\$500,000 to \$999,999	82.3%	89.2%	+ 8.4%
\$1,000,000 and Above	81.1%	93.1%	+ 14.8%
<b>All Price Ranges</b>	<b>90.7%</b>	<b>93.8%</b>	<b>+ 3.5%</b>

### By Construction Status

	3-2012	3-2013	Change
Previously Owned	87.9%	90.7%	+ 3.1%
New Construction	94.7%	97.2%	+ 2.7%
<b>All Property Types</b>	<b>88.8%</b>	<b>91.5%</b>	<b>+ 3.1%</b>

	3-2012	3-2013	Change
Previously Owned	87.5%	90.2%	+ 3.1%
New Construction	94.4%	96.9%	+ 2.6%
<b>All Property Types</b>	<b>88.3%</b>	<b>91.1%</b>	<b>+ 3.1%</b>

	3-2012	3-2013	Change
Single-Family	89.9%	93.1%	+ 3.6%
Condo-Townhouse	95.7%	98.9%	+ 3.4%
<b>All Property Types</b>	<b>90.7%</b>	<b>93.8%</b>	<b>+ 3.5%</b>

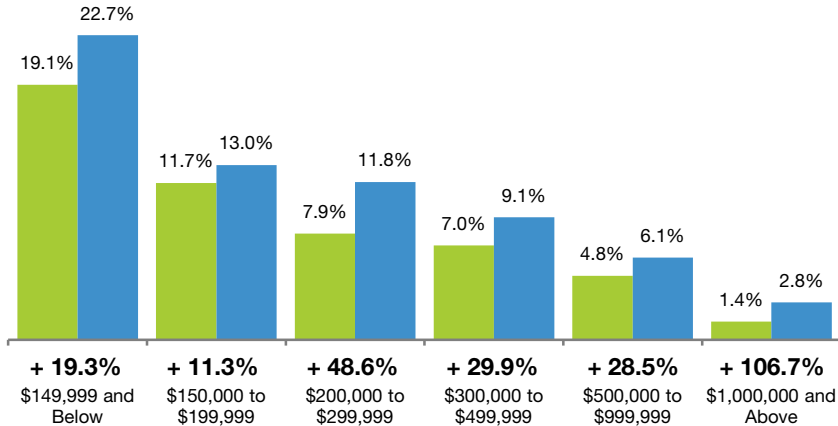
# Percent of Properties Sold Over List Price

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



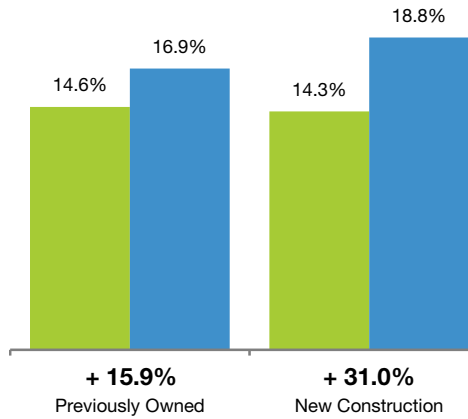
## By Price Range

■ 3-2012 ■ 3-2013



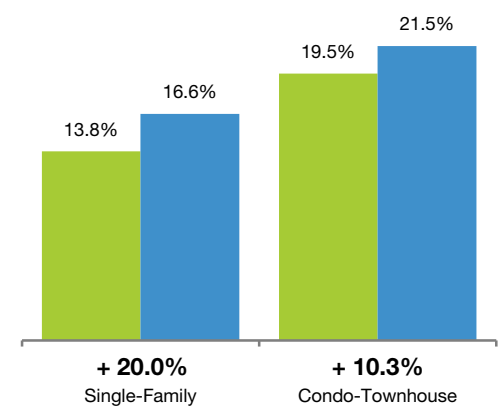
## By Construction Status

■ 3-2012 ■ 3-2013



## By Property Type

■ 3-2012 ■ 3-2013



## All Properties

### By Price Range

	3-2012	3-2013	Change
\$149,999 and Below	19.1%	22.7%	+ 19.3%
\$150,000 to \$199,999	11.7%	13.0%	+ 11.3%
\$200,000 to \$299,999	7.9%	11.8%	+ 48.6%
\$300,000 to \$499,999	7.0%	9.1%	+ 29.9%
\$500,000 to \$999,999	4.8%	6.1%	+ 28.5%
\$1,000,000 and Above	1.4%	2.8%	+ 106.7%
<b>All Price Ranges</b>	<b>14.6%</b>	<b>17.2%</b>	<b>+ 17.8%</b>

## Single-Family

	3-2012	3-2013	Change
	18.0%	<b>21.8%</b>	+ 21.5%
	12.2%	<b>13.4%</b>	+ 9.9%
	8.1%	<b>12.0%</b>	+ 48.2%
	7.3%	<b>9.6%</b>	+ 31.2%
	5.3%	<b>6.5%</b>	+ 22.6%
	1.5%	<b>3.1%</b>	+ 106.8%
	<b>13.8%</b>	<b>16.6%</b>	<b>+ 20.0%</b>

## Condo-Townhouse

	3-2012	3-2013	Change
	24.1%	27.5%	+ 14.0%
	3.5%	6.2%	+ 77.8%
	5.1%	8.5%	+ 64.8%
	3.8%	2.7%	- 30.3%
	0.0%	3.5%	0.0%
	0.0%	0.0%	0.0%
	19.5%	21.5%	+ 10.3%

### By Construction Status

	3-2012	3-2013	Change
Previously Owned	14.6%	16.9%	+ 15.9%
New Construction	14.3%	18.8%	+ 31.0%
<b>All Property Types</b>	<b>14.6%</b>	<b>17.2%</b>	<b>+ 17.8%</b>

3-2012	3-2013	Change
13.6%	16.2%	+ 19.0%
15.3%	19.1%	+ 24.9%
13.8%	16.6%	+ 20.0%

	3-2012	3-2013	Change
	20.9%	22.1%	+ 5.8%
	3.6%	14.0%	+ 285.0%
	19.5%	21.5%	+ 10.3%

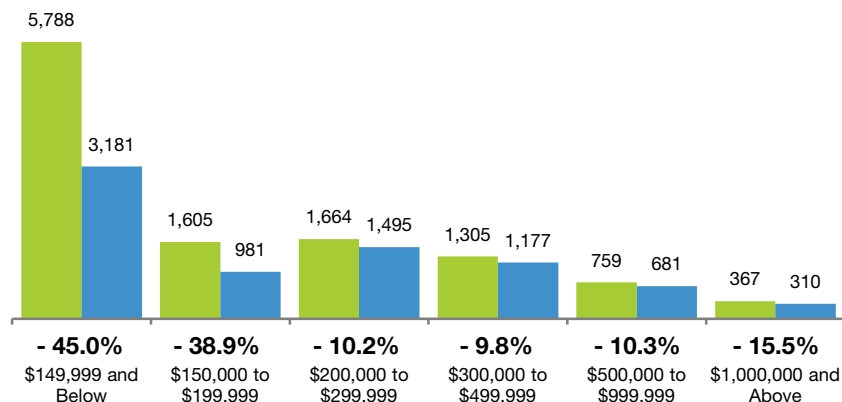
# Inventory of Homes for Sale

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



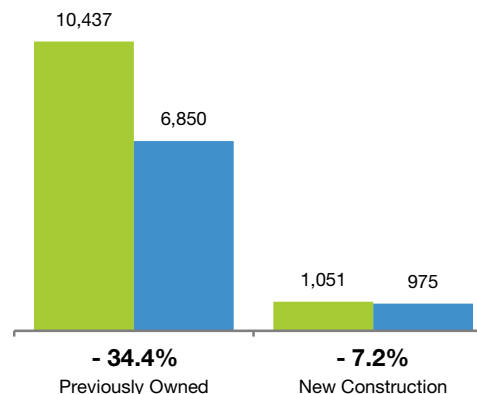
## By Price Range

■ 3-2012 ■ 3-2013



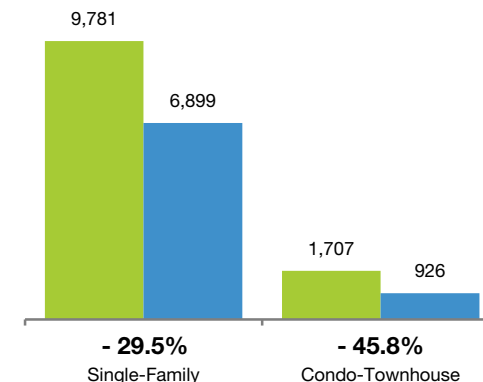
## By Construction Status

■ 3-2012 ■ 3-2013



## By Property Type

■ 3-2012 ■ 3-2013



## All Properties

### By Price Range

	3-2012	3-2013	Change
\$149,999 and Below	5,788	3,181	- 45.0%
\$150,000 to \$199,999	1,605	981	- 38.9%
\$200,000 to \$299,999	1,664	1,495	- 10.2%
\$300,000 to \$499,999	1,305	1,177	- 9.8%
\$500,000 to \$999,999	759	681	- 10.3%
\$1,000,000 and Above	367	310	- 15.5%
<b>All Price Ranges</b>	<b>11,488</b>	<b>7,825</b>	<b>- 31.9%</b>

## Single-Family

	3-2012	3-2013	Change
\$149,999 and Below	4,757	2,708	- 43.1%
\$150,000 to \$199,999	1,412	867	- 38.6%
\$200,000 to \$299,999	1,476	1,335	- 9.6%
\$300,000 to \$499,999	1,148	1,078	- 6.1%
\$500,000 to \$999,999	651	620	- 4.8%
\$1,000,000 and Above	337	291	- 13.6%
<b>All Price Ranges</b>	<b>9,781</b>	<b>6,899</b>	<b>- 29.5%</b>

## Condo-Townhouse

	3-2012	3-2013	Change
\$149,999 and Below	1,031	473	- 54.1%
\$150,000 to \$199,999	193	114	- 40.9%
\$200,000 to \$299,999	188	160	- 14.9%
\$300,000 to \$499,999	157	99	- 36.9%
\$500,000 to \$999,999	108	61	- 43.5%
\$1,000,000 and Above	30	19	- 36.7%
<b>All Price Ranges</b>	<b>1,707</b>	<b>926</b>	<b>- 45.8%</b>

### By Construction Status

	3-2012	3-2013	Change
Previously Owned	10,437	6,850	- 34.4%
New Construction	1,051	975	- 7.2%
<b>All Property Types</b>	<b>11,488</b>	<b>7,825</b>	<b>- 31.9%</b>

	3-2012	3-2013	Change
Previously Owned	8,961	6,026	- 32.8%
New Construction	820	873	+ 6.5%
<b>All Property Types</b>	<b>9,781</b>	<b>6,899</b>	<b>- 29.5%</b>

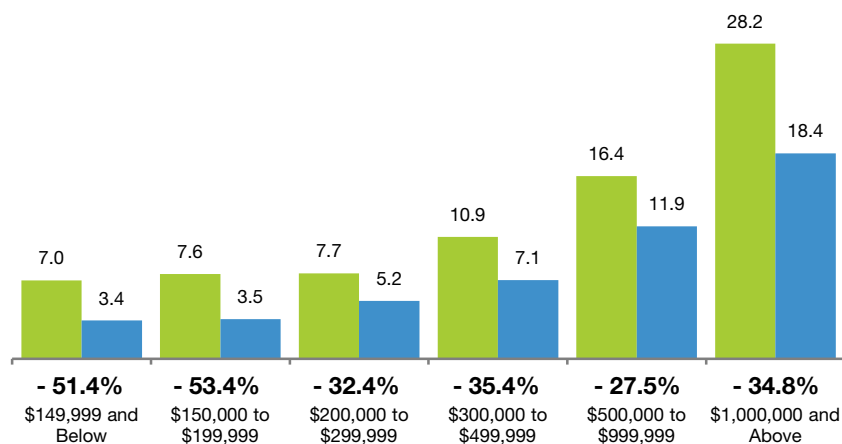
# Months Supply of Inventory

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.



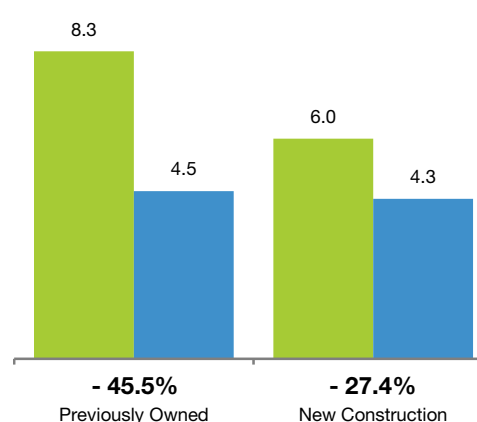
## By Price Range

■ 3-2012 ■ 3-2013



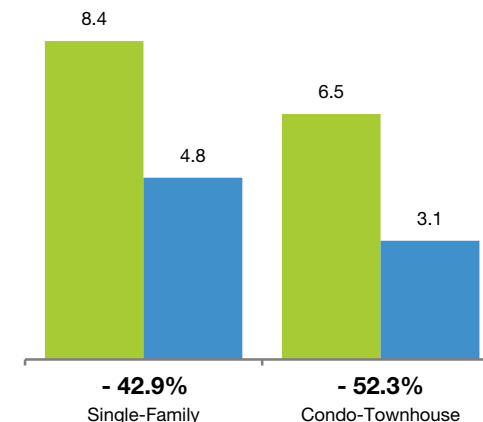
## By Construction Status

■ 3-2012 ■ 3-2013



## By Property Type

■ 3-2012 ■ 3-2013



## All Properties

### By Price Range

	3-2012	3-2013	Change
\$149,999 and Below	7.0	3.4	- 51.4%
\$150,000 to \$199,999	7.6	3.5	- 53.4%
\$200,000 to \$299,999	7.7	5.2	- 32.4%
\$300,000 to \$499,999	10.9	7.1	- 35.4%
\$500,000 to \$999,999	16.4	11.9	- 27.5%
\$1,000,000 and Above	28.2	18.4	- 34.8%
<b>All Price Ranges</b>	<b>8.0</b>	<b>4.5</b>	<b>- 43.8%</b>

## Single-Family

	3-2012	3-2013	Change
\$149,999 and Below	7.7	3.8	- 50.7%
\$150,000 to \$199,999	7.4	3.5	- 53.3%
\$200,000 to \$299,999	7.5	5.2	- 31.2%
\$300,000 to \$499,999	10.5	7.1	- 32.7%
\$500,000 to \$999,999	16.0	12.5	- 22.0%
\$1,000,000 and Above	29.3	19.1	- 34.9%
<b>All Price Ranges</b>	<b>8.4</b>	<b>4.8</b>	<b>- 42.9%</b>

## Condo-Townhouse

	3-2012	3-2013	Change
\$149,999 and Below	5.1	2.2	- 56.4%
\$150,000 to \$199,999	9.1	4.3	- 53.1%
\$200,000 to \$299,999	8.8	5.1	- 41.4%
\$300,000 to \$499,999	14.7	6.6	- 54.9%
\$500,000 to \$999,999	19.1	8.0	- 58.3%
\$1,000,000 and Above	15.0	10.0	- 33.3%
<b>All Price Ranges</b>	<b>6.5</b>	<b>3.1</b>	<b>- 52.3%</b>

### By Construction Status

	3-2012	3-2013	Change
Previously Owned	8.3	4.5	- 45.5%
New Construction	6.0	4.3	- 27.4%
<b>All Property Types</b>	<b>8.0</b>	<b>4.5</b>	<b>- 43.8%</b>

	3-2012	3-2013	Change
Previously Owned	8.7	4.8	- 45.0%
New Construction	5.8	4.7	- 19.1%
<b>All Property Types</b>	<b>8.4</b>	<b>4.8</b>	<b>- 42.9%</b>

	3-2012	3-2013	Change
Previously Owned	6.5	3.2	- 50.2%
New Construction	6.5	2.6	- 60.7%
<b>All Property Types</b>	<b>6.5</b>	<b>3.1</b>	<b>- 52.3%</b>

# Local Market Update – March 2013

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



## Southside / Mandarin /

**+ 13.8%**

Change in  
New Listings

**+ 10.4%**

Change in  
Closed Sales

**+ 7.4%**

Change in  
Median Sales Price

### Region 01

### March

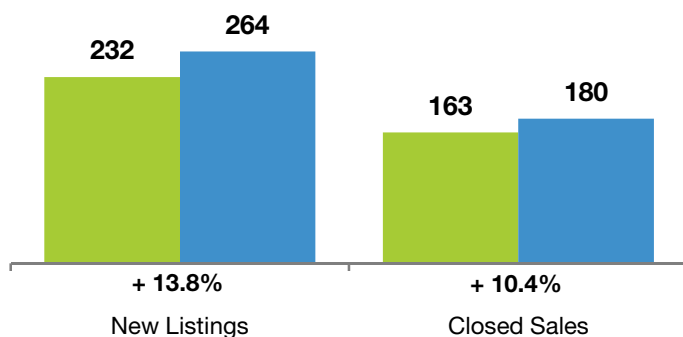
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	232	264	+ 13.8%	728	730	+ 0.3%
Closed Sales	163	180	+ 10.4%	375	456	+ 21.6%
Median Sales Price*	\$149,000	\$160,000	+ 7.4%	\$145,000	\$159,700	+ 10.1%
Percent of Original List Price Received*	89.4%	94.1%	+ 5.3%	89.8%	94.3%	+ 5.0%
Percent of Properties Sold Over List Price*	12.3%	22.2%	+ 80.5%	12.8%	17.8%	+ 39.1%
Days on Market Until Sale	112	96	- 14.3%	116	86	- 25.9%
Inventory of Homes for Sale	1,005	646	- 35.7%	--	--	--
Months Supply of Inventory	7.2	3.6	- 50.0%	--	--	--

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

### March

■ 2012 ■ 2013

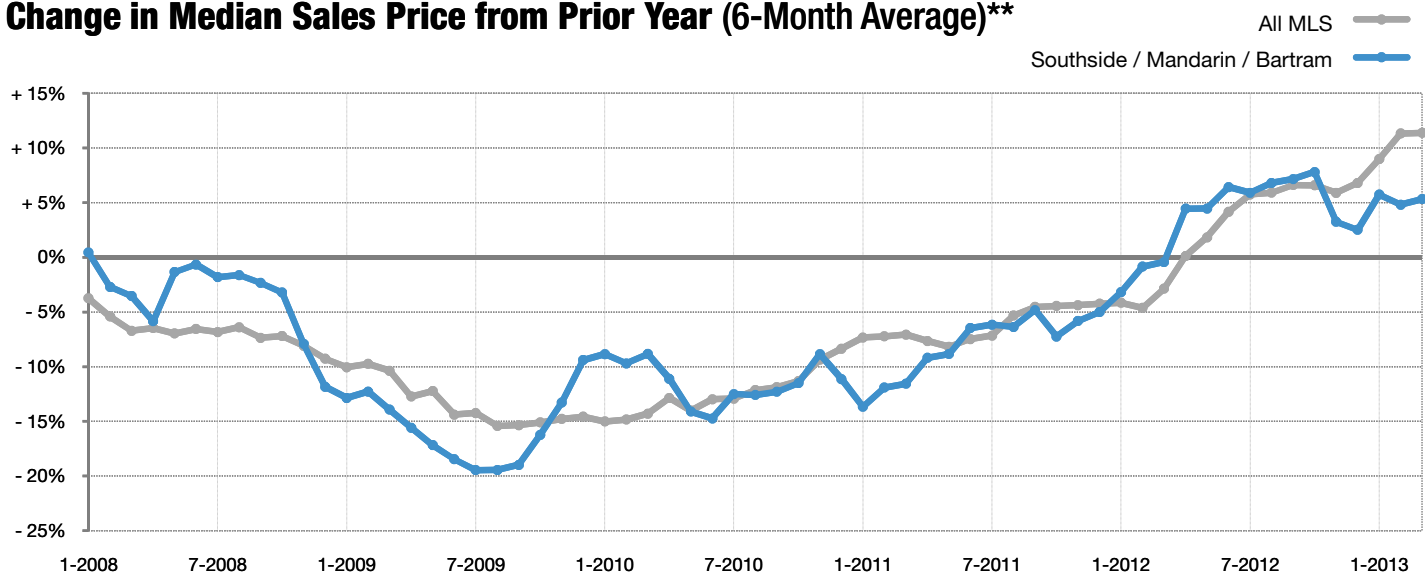


### Year to Date

■ 2012 ■ 2013



### 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 8, 2013. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

# Local Market Update – March 2013

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



## Southside

**0.0%**

Change in  
New Listings

**+ 8.5%**

Change in  
Closed Sales

**+ 31.7%**

Change in  
Median Sales Price

### Region 02

### March

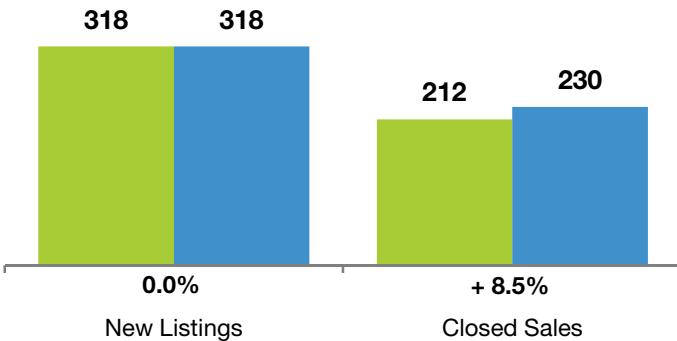
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	318	318	0.0%	889	887	- 0.2%
Closed Sales	212	230	+ 8.5%	524	579	+ 10.5%
Median Sales Price*	\$112,000	\$147,450	+ 31.7%	\$102,750	\$115,000	+ 11.9%
Percent of Original List Price Received*	90.9%	95.2%	+ 4.7%	90.3%	94.4%	+ 4.5%
Percent of Properties Sold Over List Price*	17.5%	21.3%	+ 21.7%	15.1%	22.1%	+ 46.4%
Days on Market Until Sale	99	78	- 21.2%	113	87	- 23.0%
Inventory of Homes for Sale	1,173	674	- 42.5%	--	--	--
Months Supply of Inventory	5.8	2.9	- 50.0%	--	--	--

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

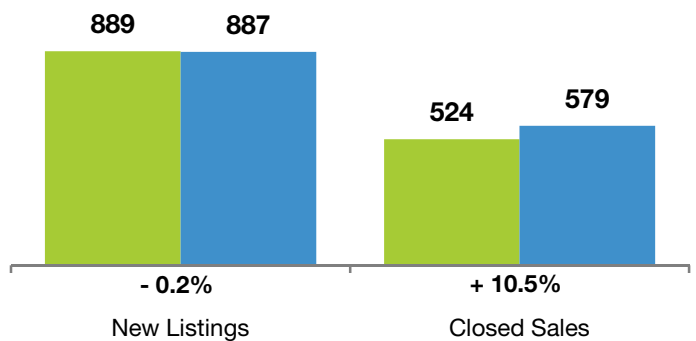
### March

■ 2012 ■ 2013

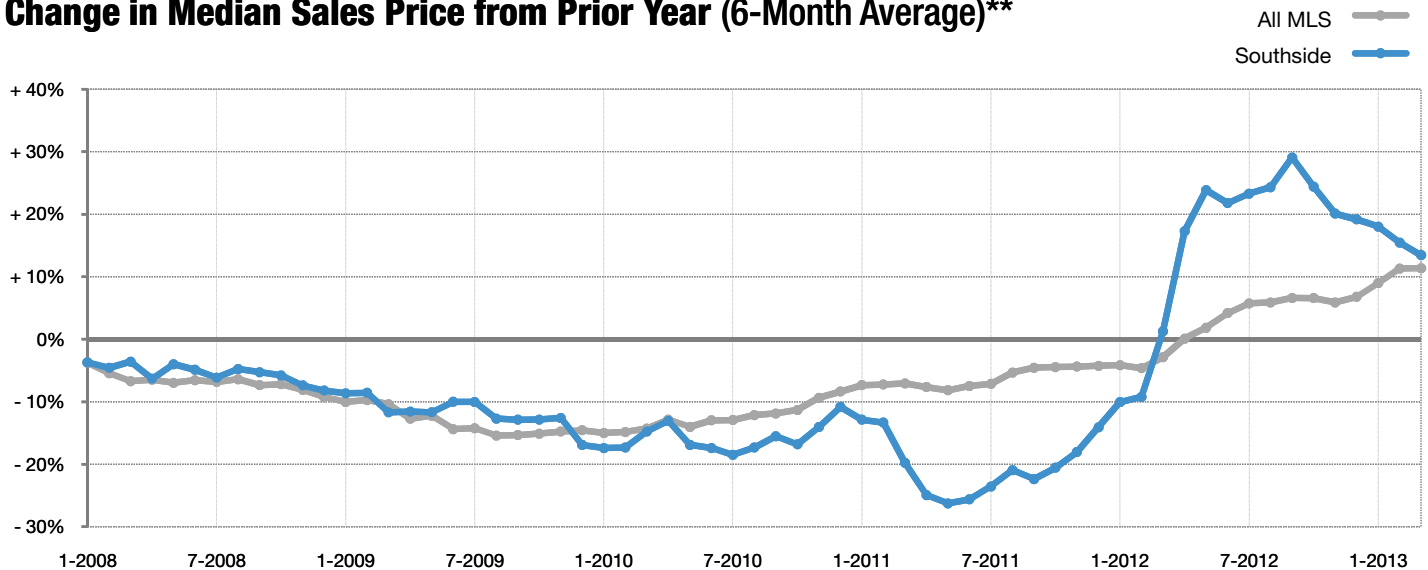


### Year to Date

■ 2012 ■ 2013



### 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 8, 2013. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

# Local Market Update – March 2013

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



## Riverside / Avondale / Ortega

Region 03

**+ 24.1%**

Change in  
New Listings

**- 36.8%**

Change in  
Closed Sales

**+ 47.1%**

Change in  
Median Sales Price

**March**

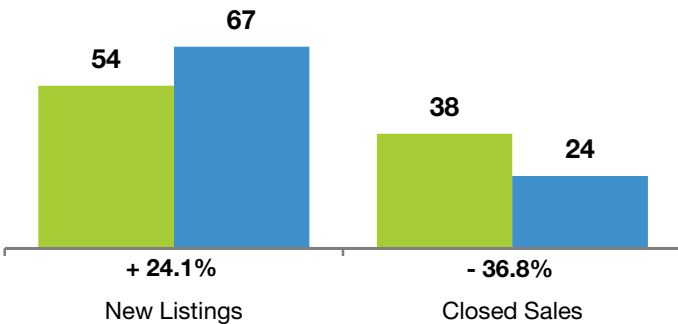
**Year to Date**

	2012	2013	+ / -	2012	2013	+ / -
New Listings	54	67	+ 24.1%	166	187	+ 12.7%
Closed Sales	38	24	- 36.8%	83	91	+ 9.6%
Median Sales Price*	\$175,000	<b>\$257,500</b>	+ 47.1%	\$172,000	<b>\$179,000</b>	+ 4.1%
Percent of Original List Price Received*	85.9%	<b>89.8%</b>	+ 4.5%	84.1%	<b>89.6%</b>	+ 6.5%
Percent of Properties Sold Over List Price*	0.0%	<b>0.0%</b>	--	4.8%	<b>10.0%</b>	+ 108.3%
Days on Market Until Sale	132	<b>103</b>	- 22.0%	135	<b>111</b>	- 17.8%
Inventory of Homes for Sale	300	<b>220</b>	- 26.7%	--	--	--
Months Supply of Inventory	9.8	<b>6.4</b>	- 34.7%	--	--	--

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

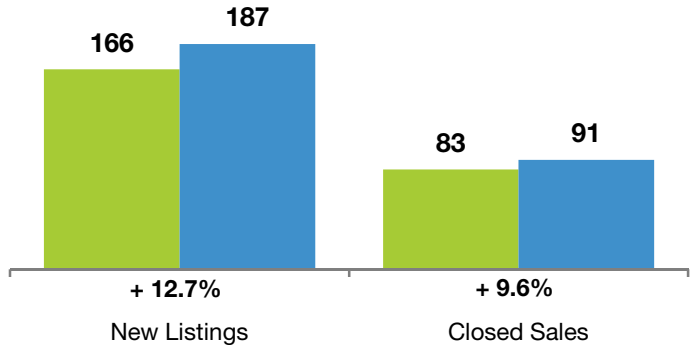
**March**

■ 2012 ■ 2013

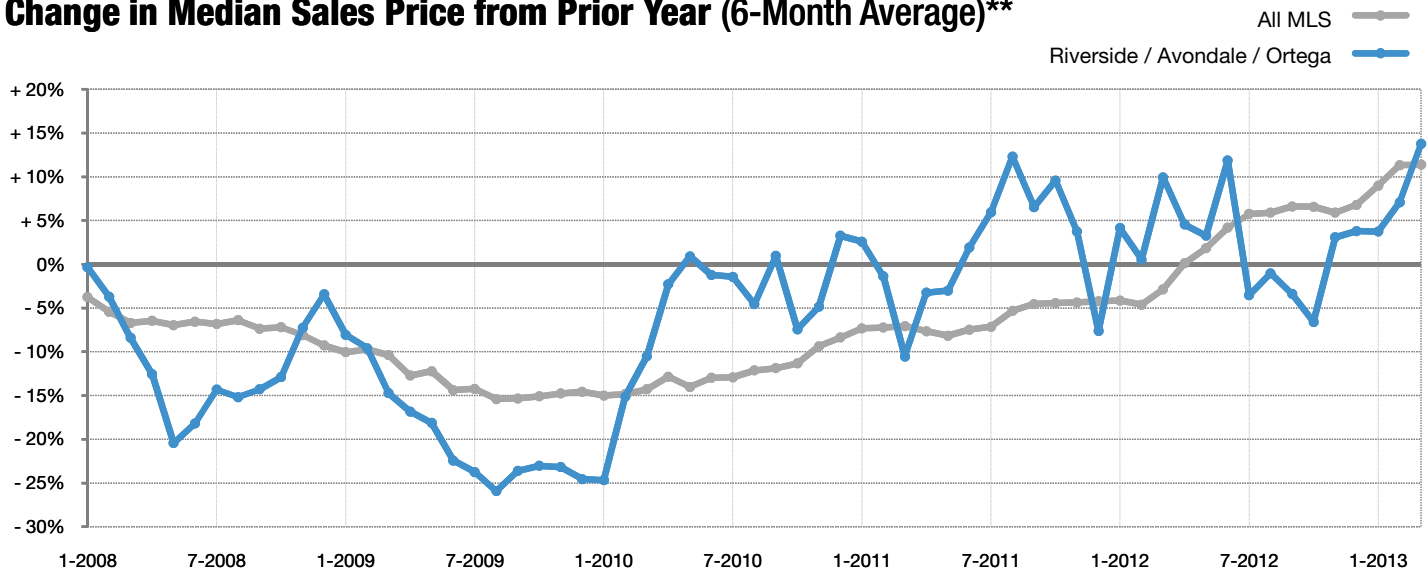


**Year to Date**

■ 2012 ■ 2013



### 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 8, 2013. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.



# Local Market Update – March 2013

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



## Arlington / Fort Caroline

Region 04

**+ 12.6%**

Change in  
New Listings

**- 5.9%**

Change in  
Closed Sales

**+ 45.7%**

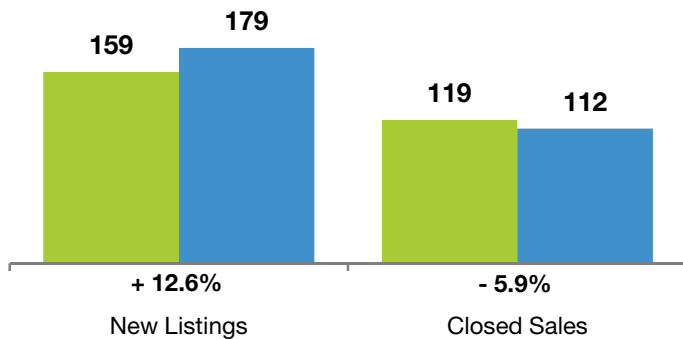
Change in  
Median Sales Price

	March			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	159	179	+ 12.6%	501	531	+ 6.0%
Closed Sales	119	112	- 5.9%	303	355	+ 17.2%
Median Sales Price*	\$91,900	\$133,865	+ 45.7%	\$93,500	\$111,250	+ 19.0%
Percent of Original List Price Received*	88.6%	92.9%	+ 4.9%	88.0%	91.8%	+ 4.3%
Percent of Properties Sold Over List Price*	16.0%	25.9%	+ 61.9%	17.8%	23.7%	+ 33.1%
Days on Market Until Sale	113	94	- 16.8%	122	93	- 23.8%
Inventory of Homes for Sale	701	429	- 38.8%	--	--	--
Months Supply of Inventory	6.3	3.2	- 49.2%	--	--	--

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

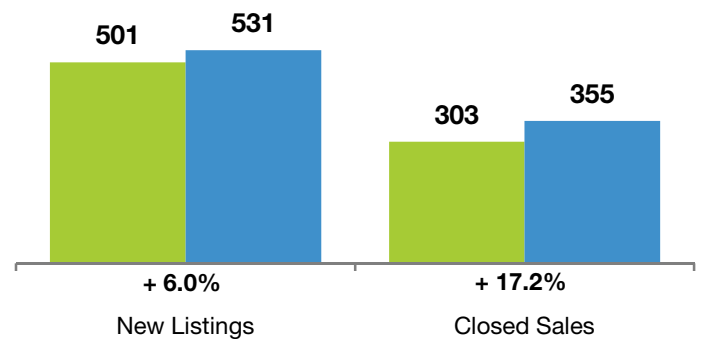
### March

■ 2012 ■ 2013

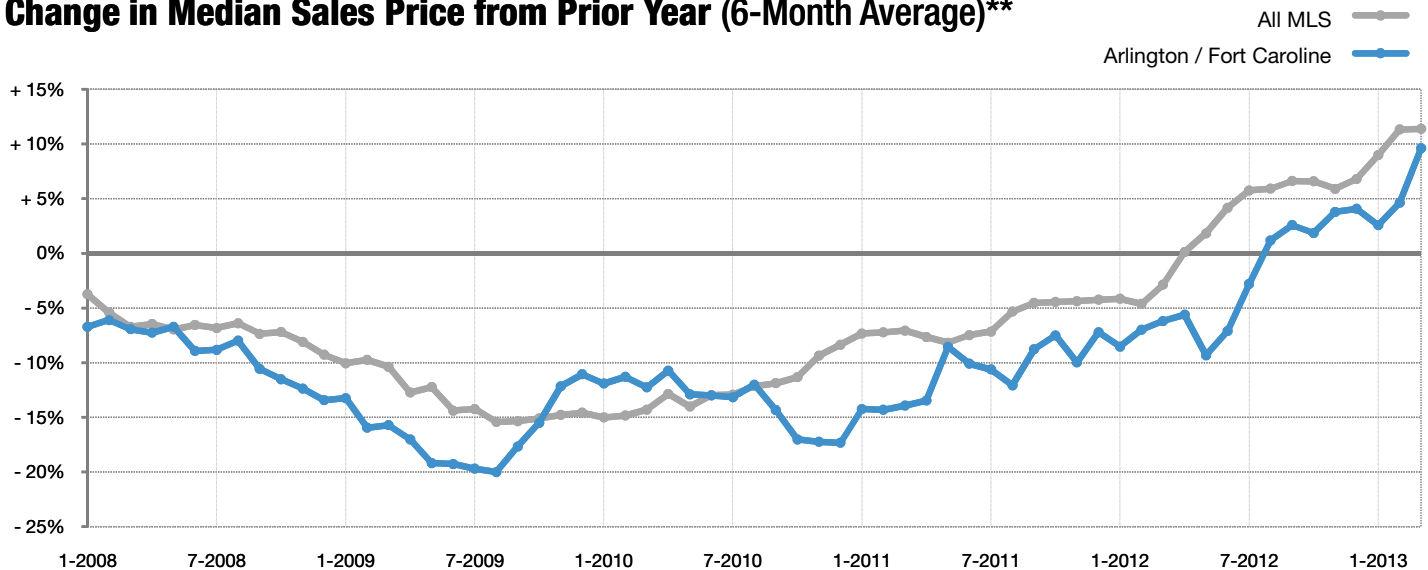


### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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



## Hyde Grove / Murray Hill / Lakeshore / Wesconnett

**+ 33.0%**

Change in  
New Listings

**- 10.0%**

Change in  
Closed Sales

**+ 6.3%**

Change in  
Median Sales Price

### Region 05

### March

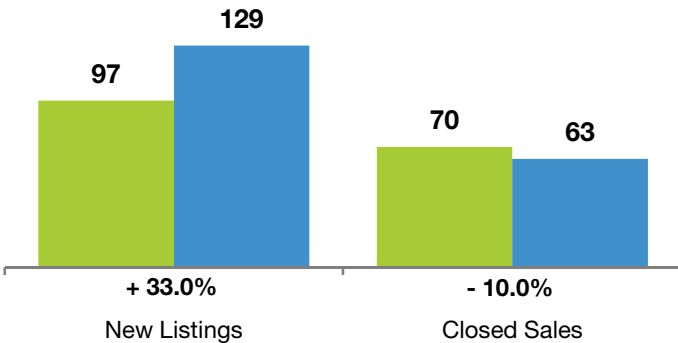
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	97	129	+ 33.0%	309	349	+ 12.9%
Closed Sales	70	63	- 10.0%	179	191	+ 6.7%
Median Sales Price*	\$51,500	\$54,750	+ 6.3%	\$47,000	\$49,500	+ 5.3%
Percent of Original List Price Received*	87.5%	87.8%	+ 0.3%	87.4%	88.5%	+ 1.3%
Percent of Properties Sold Over List Price*	17.1%	17.7%	+ 3.5%	16.8%	20.1%	+ 19.6%
Days on Market Until Sale	116	76	- 34.5%	107	93	- 13.1%
Inventory of Homes for Sale	500	305	- 39.0%	--	--	--
Months Supply of Inventory	8.0	4.0	- 50.0%	--	--	--

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

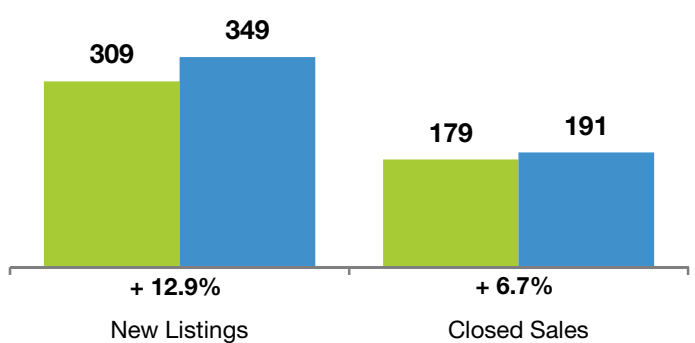
### March

■ 2012 ■ 2013

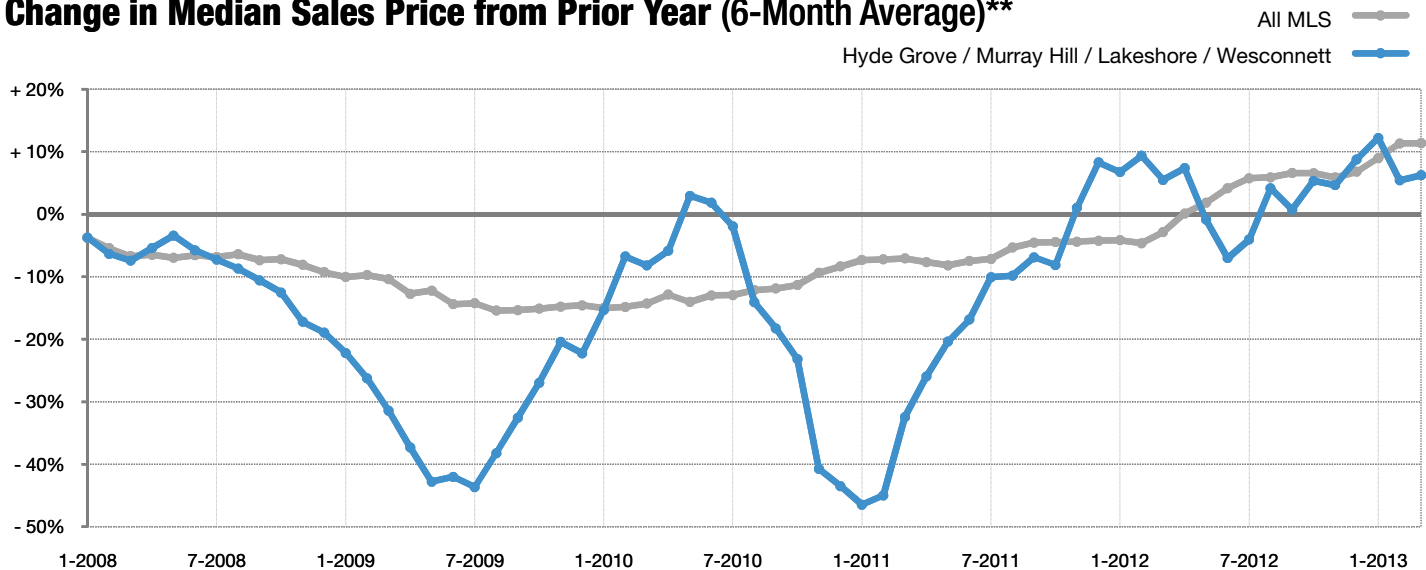


### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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



## West Jacksonville

**+ 5.8%**

Change in  
New Listings

**+ 17.0%**

Change in  
Closed Sales

**+ 5.6%**

Change in  
Median Sales Price

### Region 06

### March

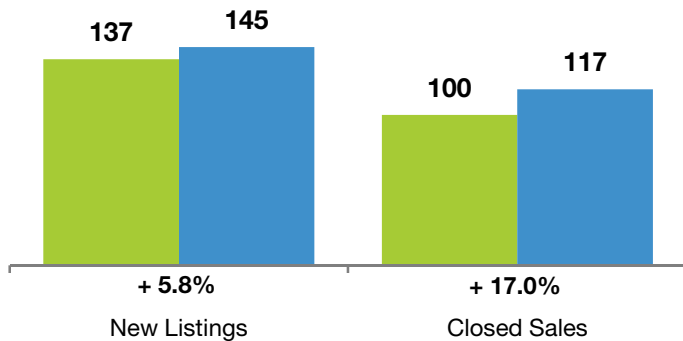
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	137	145	+ 5.8%	415	421	+ 1.4%
Closed Sales	100	117	+ 17.0%	246	306	+ 24.4%
Median Sales Price*	\$89,950	<b>\$95,000</b>	+ 5.6%	\$78,750	<b>\$90,000</b>	+ 14.3%
Percent of Original List Price Received*	92.0%	<b>94.2%</b>	+ 2.4%	89.0%	<b>92.8%</b>	+ 4.3%
Percent of Properties Sold Over List Price*	19.0%	<b>29.9%</b>	+ 57.4%	18.3%	<b>24.3%</b>	+ 32.8%
Days on Market Until Sale	111	<b>92</b>	- 17.1%	102	<b>100</b>	- 2.0%
Inventory of Homes for Sale	633	<b>315</b>	- 50.2%	--	--	--
Months Supply of Inventory	6.9	<b>2.7</b>	- 60.9%	--	--	--

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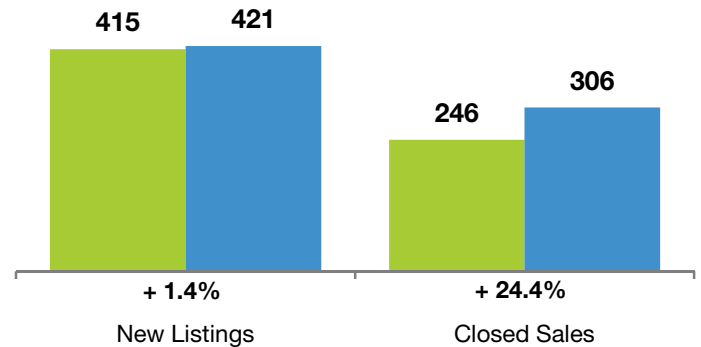
### March

■ 2012 ■ 2013

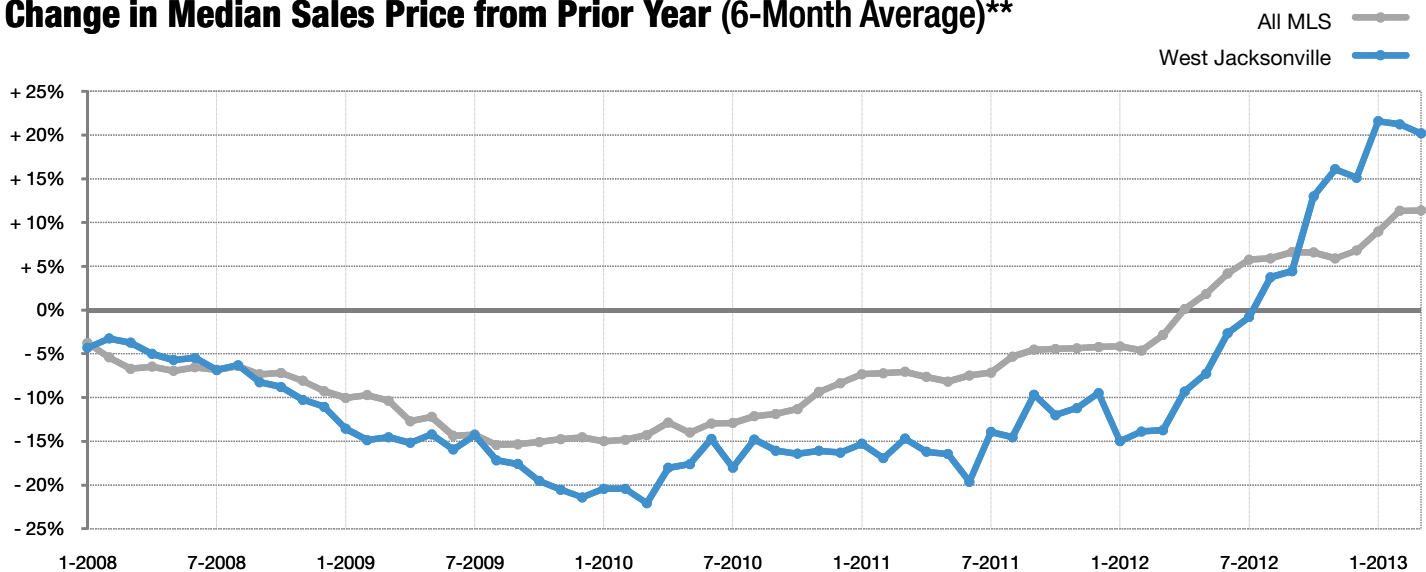


### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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



## Springfield / Downtown / Paxon / Trout River South

**+ 16.9%**

Change in  
New Listings

**+ 3.1%**

Change in  
Closed Sales

**+ 75.0%**

Change in  
Median Sales Price

### Region 07

### March

### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	130	152	+ 16.9%	415	421	+ 1.4%
Closed Sales	65	67	+ 3.1%	204	182	- 10.8%
Median Sales Price*	\$16,000	<b>\$28,000</b>	+ 75.0%	\$20,000	<b>\$24,700</b>	+ 23.5%
Percent of Original List Price Received*	88.4%	<b>89.8%</b>	+ 1.6%	86.0%	<b>87.2%</b>	+ 1.4%
Percent of Properties Sold Over List Price*	20.0%	<b>21.2%</b>	+ 6.0%	15.7%	<b>19.4%</b>	+ 23.6%
Days on Market Until Sale	88	<b>96</b>	+ 9.1%	105	<b>106</b>	+ 1.0%
Inventory of Homes for Sale	680	<b>505</b>	- 25.7%	--	--	--
Months Supply of Inventory	10.3	<b>6.6</b>	- 35.9%	--	--	--

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

### March

■ 2012 ■ 2013



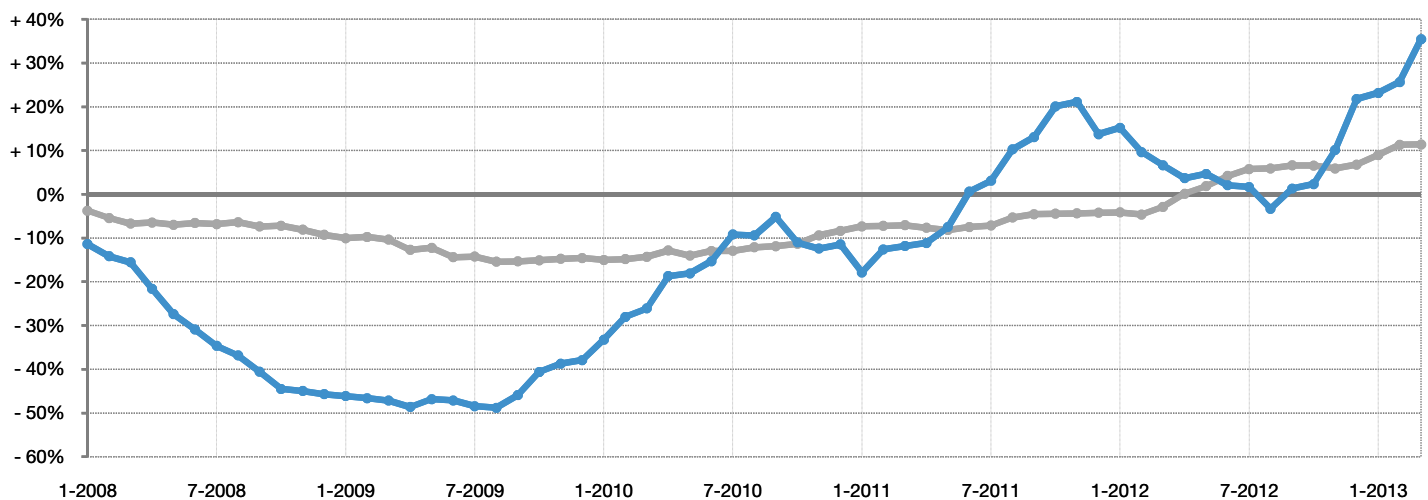
### Year to Date

■ 2012 ■ 2013



### 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 2013

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



## Marietta / Whitehouse / Baldwin / Garden St / Dinsmore

Region 08

**+ 34.8%**

Change in  
New Listings

**+ 12.5%**

Change in  
Closed Sales

**- 10.7%**

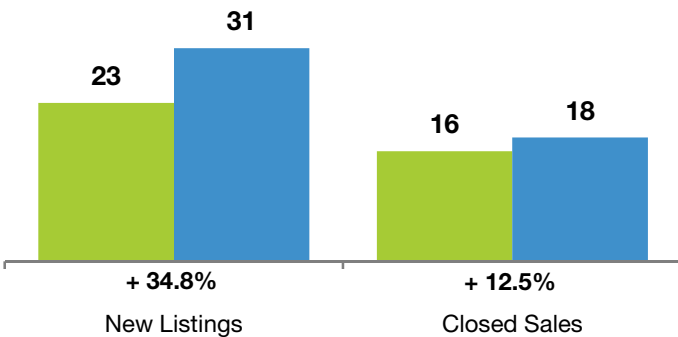
Change in  
Median Sales Price

	March			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	23	31	+ 34.8%	74	77	+ 4.1%
Closed Sales	16	18	+ 12.5%	38	48	+ 26.3%
Median Sales Price*	\$126,245	<b>\$112,750</b>	- 10.7%	\$131,000	<b>\$115,000</b>	- 12.2%
Percent of Original List Price Received*	88.7%	<b>92.9%</b>	+ 4.7%	89.4%	<b>90.2%</b>	+ 0.9%
Percent of Properties Sold Over List Price*	6.3%	<b>11.1%</b>	+ 76.2%	10.5%	<b>12.8%</b>	+ 21.9%
Days on Market Until Sale	139	<b>139</b>	0.0%	153	<b>137</b>	- 10.5%
Inventory of Homes for Sale	136	<b>82</b>	- 39.7%	--	--	--
Months Supply of Inventory	10.8	<b>4.9</b>	- 54.6%	--	--	--

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

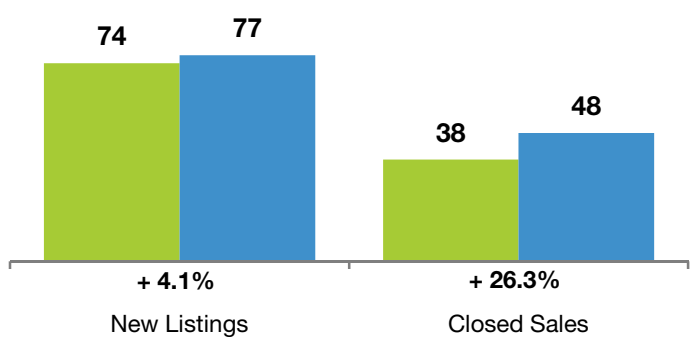
### March

■ 2012 ■ 2013



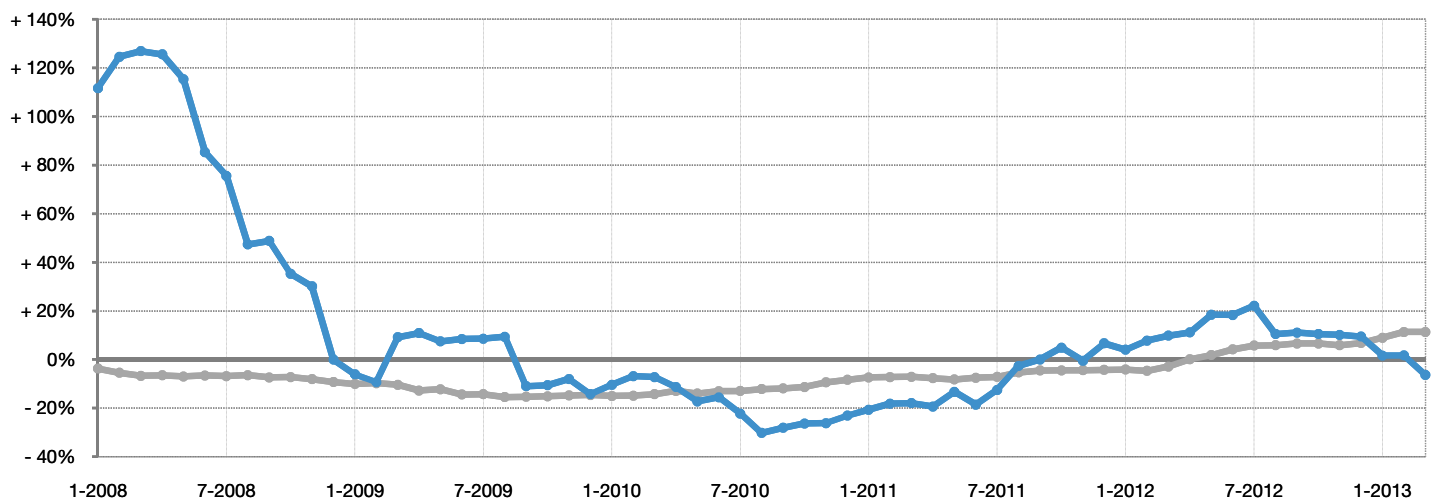
### Year to Date

■ 2012 ■ 2013



### 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 2013

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



## Jacksonville - North

Region 09

**+ 11.7%**

Change in  
New Listings

**+ 3.6%**

Change in  
Closed Sales

**- 1.2%**

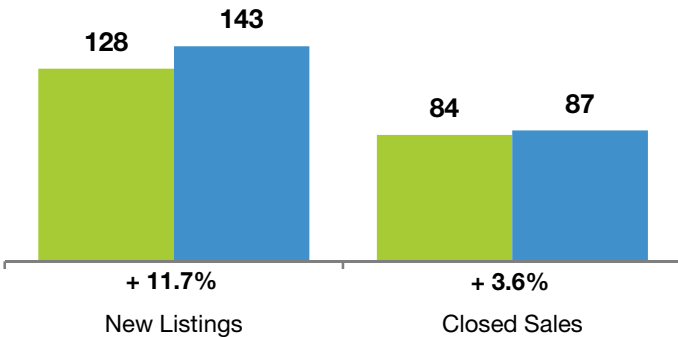
Change in  
Median Sales Price

	March			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	128	143	+ 11.7%	352	380	+ 8.0%
Closed Sales	84	87	+ 3.6%	226	262	+ 15.9%
Median Sales Price*	\$131,450	<b>\$129,900</b>	- 1.2%	\$128,450	<b>\$140,000</b>	+ 9.0%
Percent of Original List Price Received*	91.6%	<b>92.5%</b>	+ 1.0%	90.9%	<b>93.5%</b>	+ 2.9%
Percent of Properties Sold Over List Price*	27.4%	<b>19.5%</b>	- 28.8%	18.6%	<b>17.6%</b>	- 5.4%
Days on Market Until Sale	119	<b>105</b>	- 11.8%	116	<b>110</b>	- 5.2%
Inventory of Homes for Sale	570	<b>355</b>	- 37.7%	--	--	--
Months Supply of Inventory	7.8	<b>3.9</b>	- 50.0%	--	--	--

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

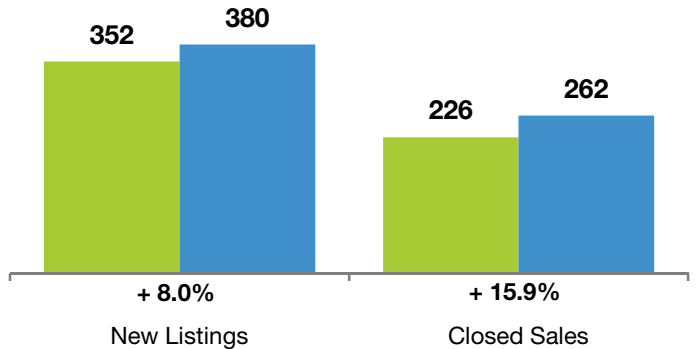
### March

■ 2012 ■ 2013

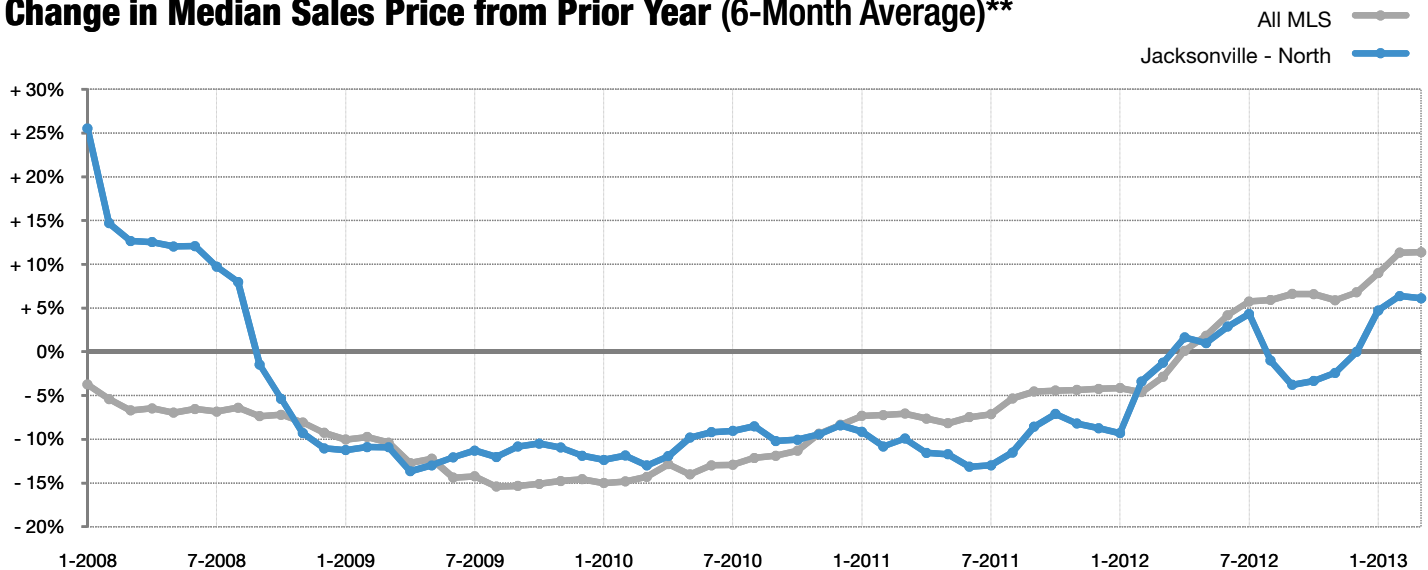


### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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



## Fleming Island Area

Region 12

**+ 23.0%**

Change in  
New Listings

**+ 3.1%**

Change in  
Closed Sales

**+ 39.3%**

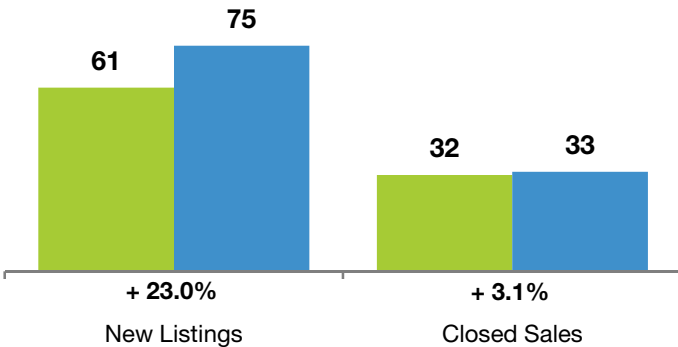
Change in  
Median Sales Price

	March			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	61	75	+ 23.0%	168	175	+ 4.2%
Closed Sales	32	33	+ 3.1%	73	96	+ 31.5%
Median Sales Price*	\$154,375	<b>\$215,000</b>	+ 39.3%	\$155,000	<b>\$198,500</b>	+ 28.1%
Percent of Original List Price Received*	91.3%	<b>92.2%</b>	+ 1.0%	93.0%	<b>93.0%</b>	0.0%
Percent of Properties Sold Over List Price*	21.9%	<b>18.2%</b>	- 16.9%	20.5%	<b>15.6%</b>	- 23.9%
Days on Market Until Sale	165	<b>135</b>	- 18.2%	121	<b>112</b>	- 7.4%
Inventory of Homes for Sale	278	<b>152</b>	- 45.3%	--	--	--
Months Supply of Inventory	7.8	<b>3.8</b>	- 51.3%	--	--	--

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

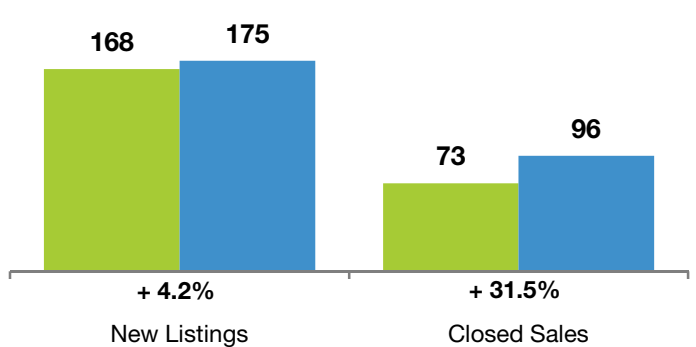
### March

■ 2012 ■ 2013

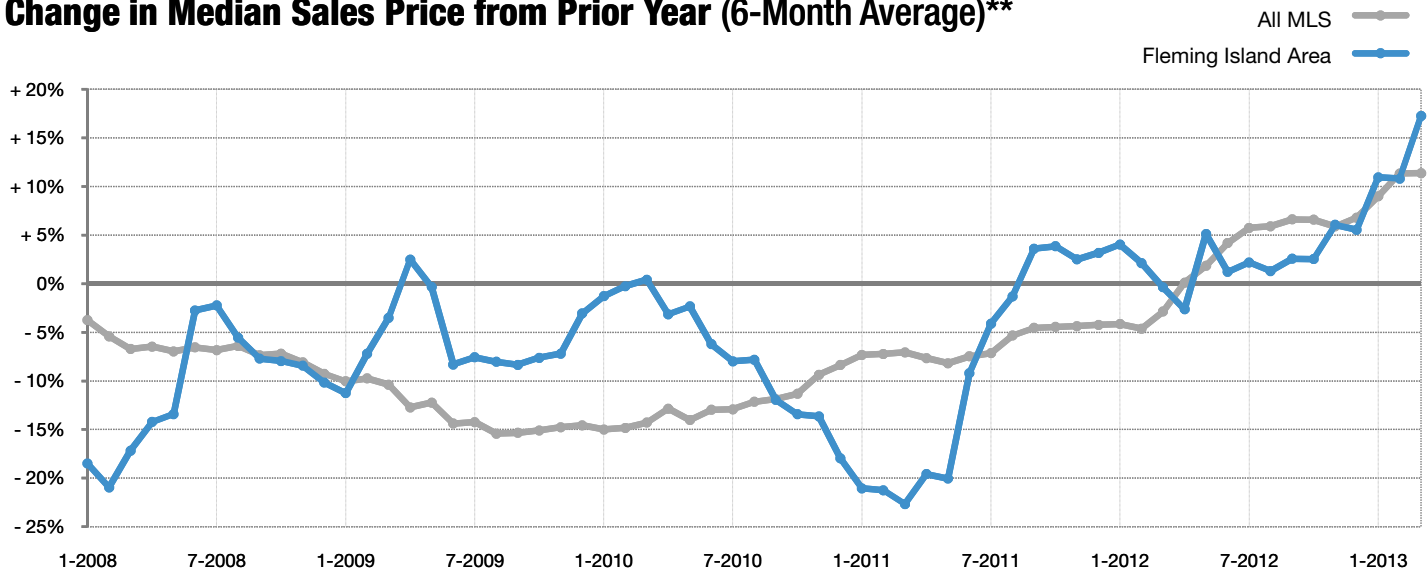


### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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



## Orange Park

**+ 44.4%**

Change in  
New Listings

**+ 34.4%**

Change in  
Closed Sales

**- 1.7%**

Change in  
Median Sales Price

### Region 13

### March

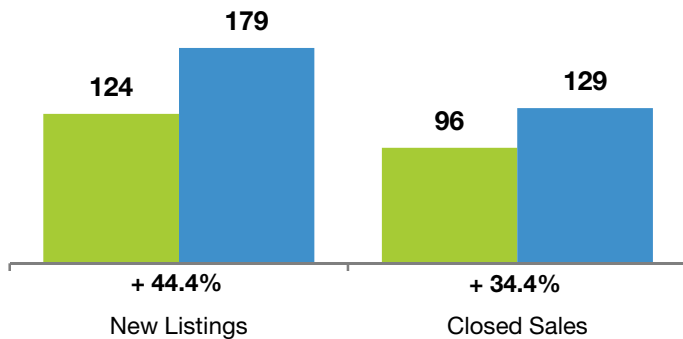
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	124	179	+ 44.4%	411	496	+ 20.7%
Closed Sales	96	129	+ 34.4%	248	296	+ 19.4%
Median Sales Price*	\$127,000	\$124,822	- 1.7%	\$115,000	\$125,000	+ 8.7%
Percent of Original List Price Received*	91.5%	95.7%	+ 4.6%	91.1%	94.4%	+ 3.6%
Percent of Properties Sold Over List Price*	19.8%	24.8%	+ 25.3%	19.0%	22.3%	+ 17.4%
Days on Market Until Sale	104	101	- 2.9%	107	94	- 12.1%
Inventory of Homes for Sale	592	375	- 36.7%	--	--	--
Months Supply of Inventory	6.6	3.2	- 51.5%	--	--	--

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

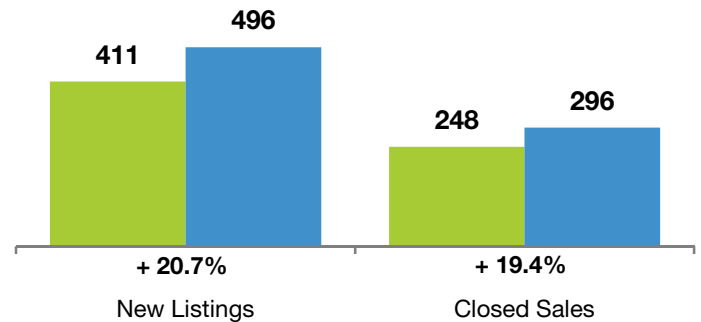
### March

■ 2012 ■ 2013

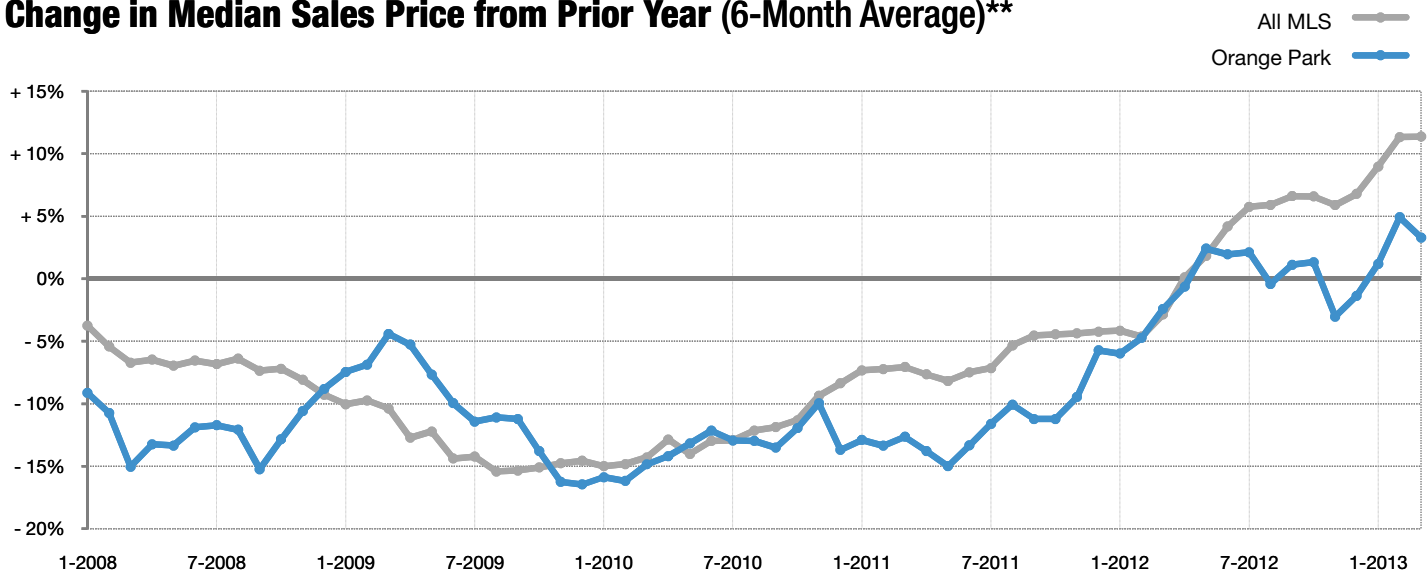


### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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



## Middleburg Vicinity

Region 14

**+ 25.6%**

Change in  
New Listings

**+ 1.9%**

Change in  
Closed Sales

**- 3.4%**

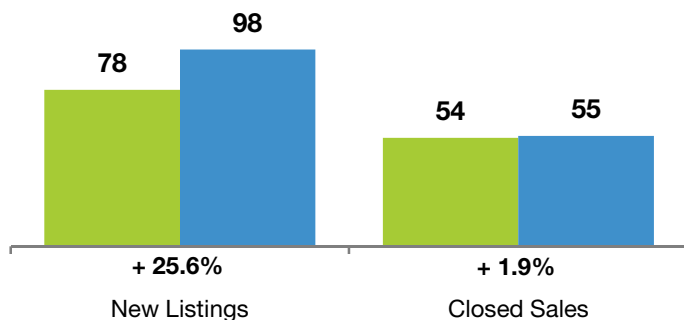
Change in  
Median Sales Price

	March			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	78	98	+ 25.6%	220	254	+ 15.5%
Closed Sales	54	55	+ 1.9%	122	147	+ 20.5%
Median Sales Price*	\$123,500	\$119,299	- 3.4%	\$129,950	\$116,400	- 10.4%
Percent of Original List Price Received*	89.0%	88.8%	- 0.2%	89.5%	90.3%	+ 0.9%
Percent of Properties Sold Over List Price*	16.7%	16.4%	- 1.8%	17.2%	22.4%	+ 30.2%
Days on Market Until Sale	133	131	- 1.5%	136	108	- 20.6%
Inventory of Homes for Sale	383	267	- 30.3%	--	--	--
Months Supply of Inventory	7.6	4.6	- 39.5%	--	--	--

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

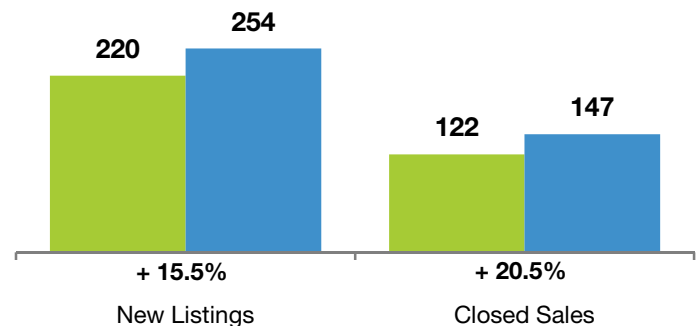
### March

■ 2012 ■ 2013

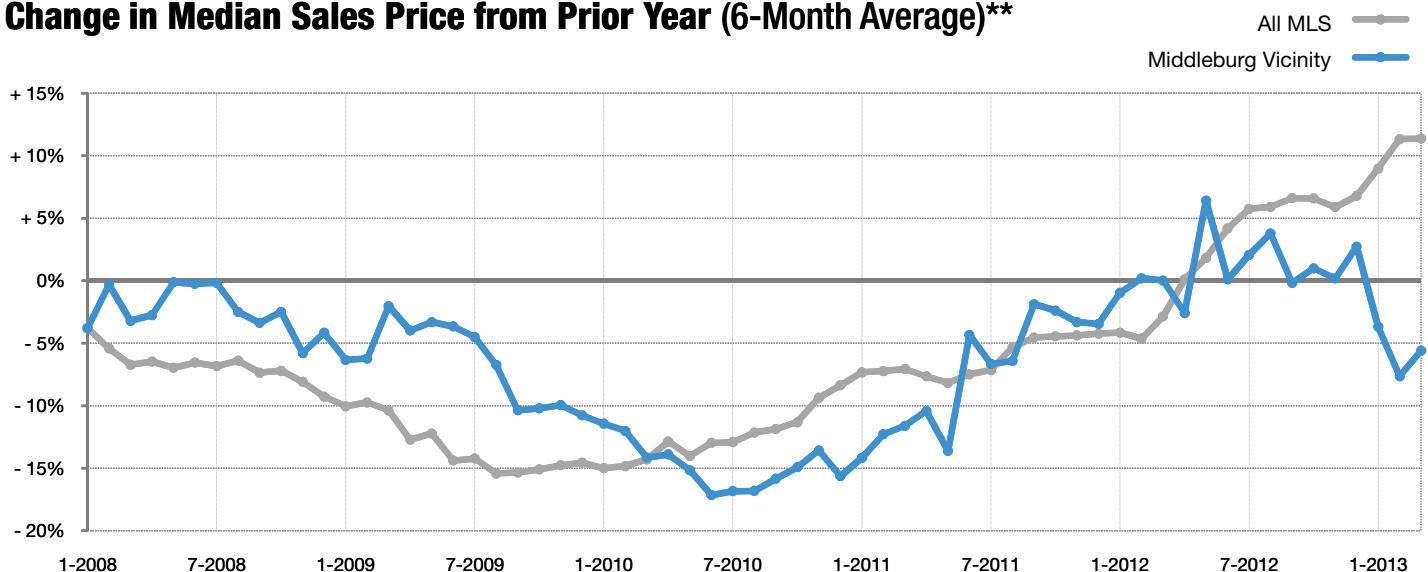


### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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



## Keystone Heights Vicinity

Region 15

**+ 27.8%**

Change in  
New Listings

**+ 25.0%**

Change in  
Closed Sales

**+ 110.4%**

Change in  
Median Sales Price

	March			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	18	23	+ 27.8%	54	65	+ 20.4%
Closed Sales	8	10	+ 25.0%	22	26	+ 18.2%
Median Sales Price*	\$43,950	<b>\$92,450</b>	+ 110.4%	\$59,000	<b>\$83,500</b>	+ 41.5%
Percent of Original List Price Received*	85.6%	<b>89.0%</b>	+ 4.0%	87.7%	<b>87.1%</b>	- 0.7%
Percent of Properties Sold Over List Price*	0.0%	<b>0.0%</b>	--	4.5%	<b>0.0%</b>	- 100.0%
Days on Market Until Sale	213	<b>176</b>	- 17.4%	148	<b>177</b>	+ 19.6%
Inventory of Homes for Sale	162	<b>147</b>	- 9.3%	--	--	--
Months Supply of Inventory	17.7	<b>14.5</b>	- 18.1%	--	--	--

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

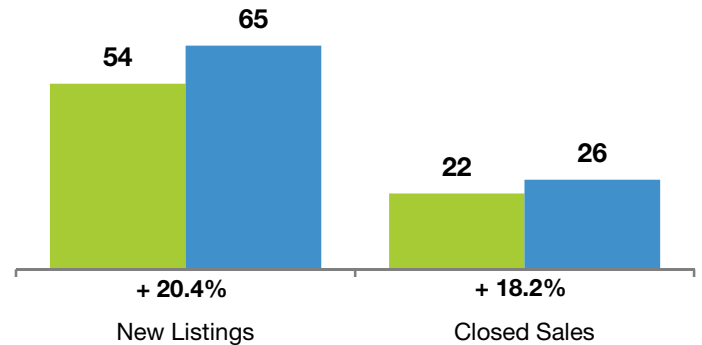
### March

■ 2012 ■ 2013

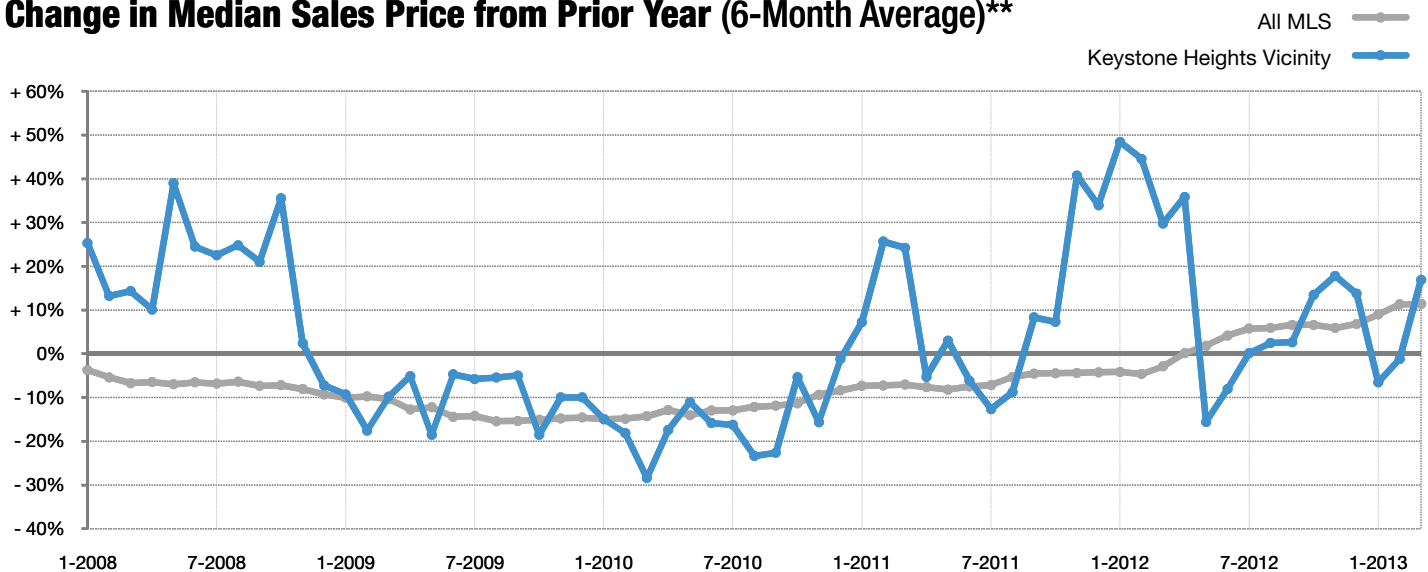


### Year to Date

■ 2012 ■ 2013



### 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 8, 2013. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

# Local Market Update – March 2013

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



## Green Cove Springs

Region 16

**+ 9.5%**

Change in  
New Listings

**- 10.0%**

Change in  
Closed Sales

**- 41.4%**

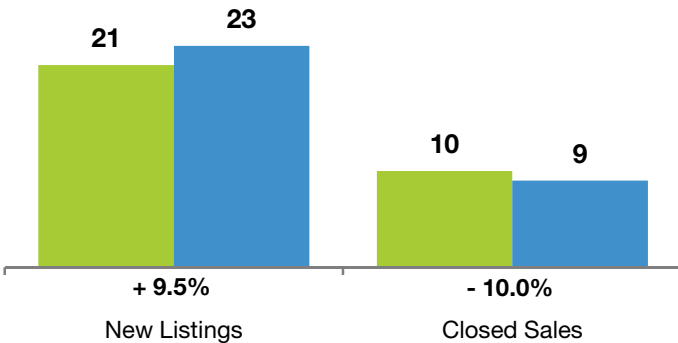
Change in  
Median Sales Price

	March			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	21	23	+ 9.5%	62	70	+ 12.9%
Closed Sales	10	9	- 10.0%	27	28	+ 3.7%
Median Sales Price*	\$156,900	<b>\$92,000</b>	- 41.4%	\$130,000	<b>\$119,100</b>	- 8.4%
Percent of Original List Price Received*	88.4%	<b>86.0%</b>	- 2.7%	83.6%	<b>88.7%</b>	+ 6.1%
Percent of Properties Sold Over List Price*	20.0%	<b>11.1%</b>	- 44.5%	11.1%	<b>14.3%</b>	+ 28.8%
Days on Market Until Sale	118	<b>199</b>	+ 68.6%	197	<b>164</b>	- 16.8%
Inventory of Homes for Sale	112	<b>96</b>	- 14.3%	--	--	--
Months Supply of Inventory	10.2	<b>7.6</b>	- 25.5%	--	--	--

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

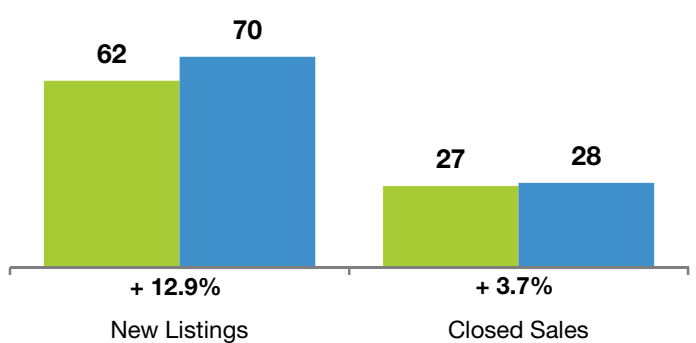
### March

■ 2012 ■ 2013

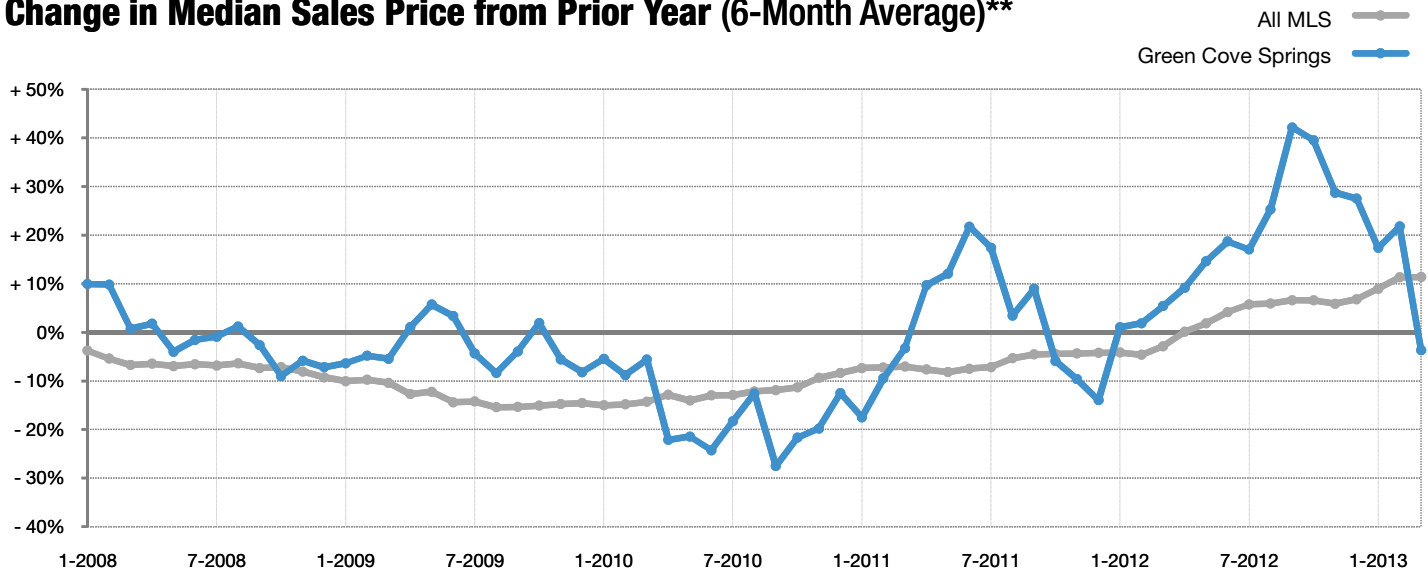


### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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



## Jacksonville Beach

**+ 90.7%**

Change in  
New Listings

**+ 2.0%**

Change in  
Closed Sales

**+ 21.8%**

Change in  
Median Sales Price

### Region 21

### March

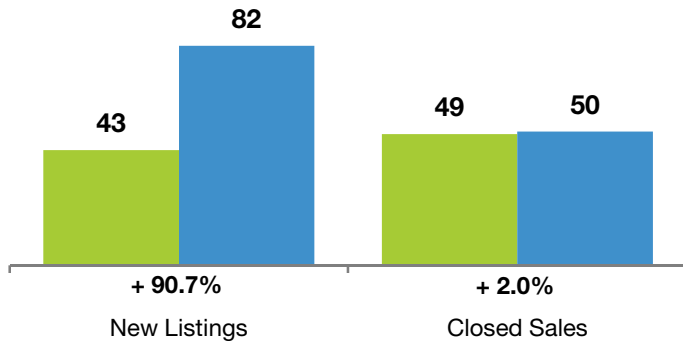
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	43	82	+ 90.7%	149	233	+ 56.4%
Closed Sales	49	50	+ 2.0%	100	129	+ 29.0%
Median Sales Price*	\$252,500	<b>\$307,500</b>	+ 21.8%	\$246,500	<b>\$261,500</b>	+ 6.1%
Percent of Original List Price Received*	92.6%	<b>94.8%</b>	+ 2.4%	91.1%	<b>94.5%</b>	+ 3.7%
Percent of Properties Sold Over List Price*	16.3%	<b>16.0%</b>	- 1.8%	13.0%	<b>17.1%</b>	+ 31.5%
Days on Market Until Sale	97	<b>92</b>	- 5.2%	103	<b>87</b>	- 15.5%
Inventory of Homes for Sale	233	<b>187</b>	- 19.7%	--	--	--
Months Supply of Inventory	5.7	<b>4.0</b>	- 29.8%	--	--	--

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

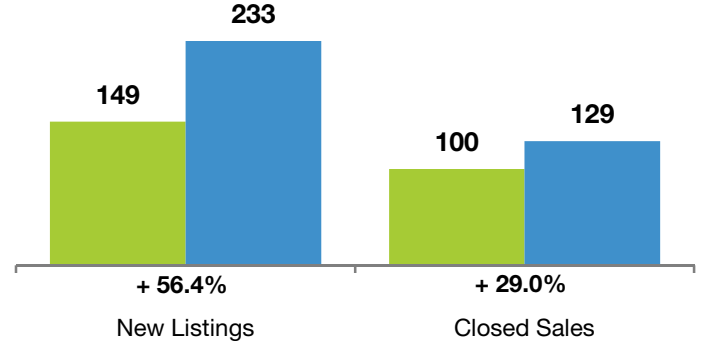
### March

■ 2012 ■ 2013

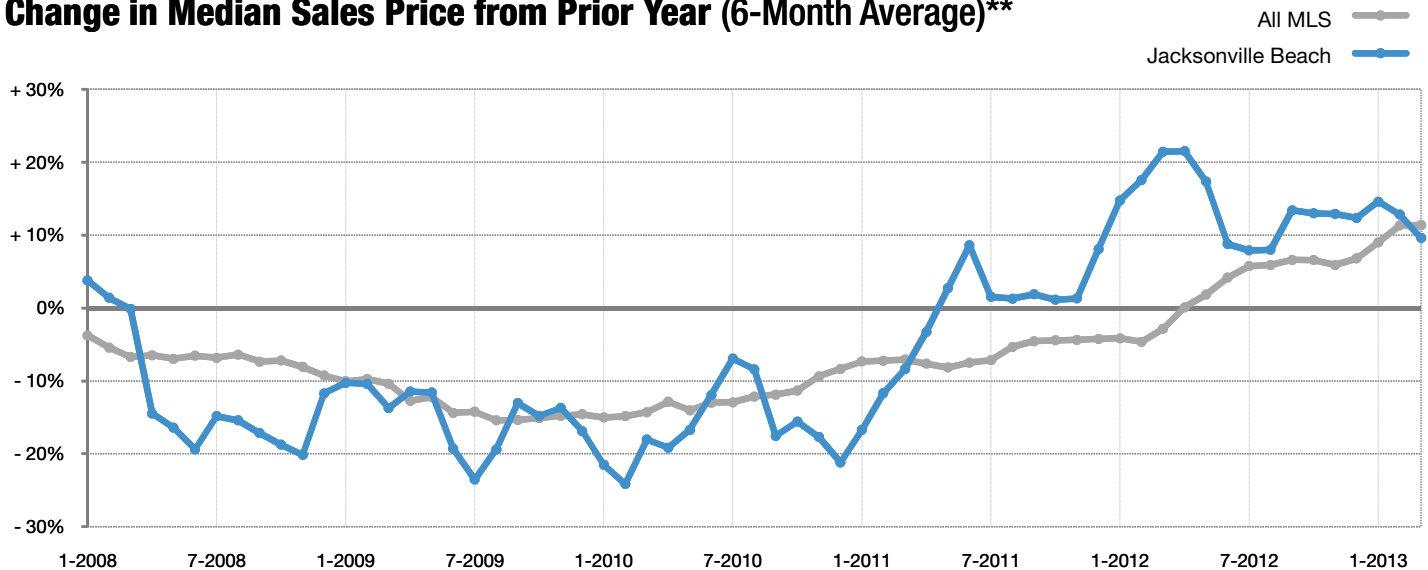


### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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



## Neptune Beach

**- 23.8%**

Change in  
New Listings

**+ 150.0%**

Change in  
Closed Sales

**+ 60.5%**

Change in  
Median Sales Price

### Region 22

### March

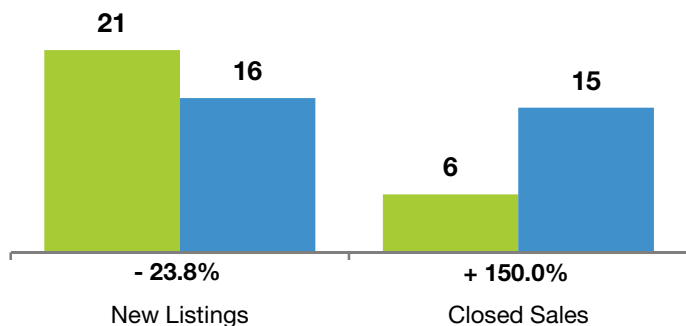
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	21	16	- 23.8%	36	42	+ 16.7%
Closed Sales	6	15	+ 150.0%	15	31	+ 106.7%
Median Sales Price*	\$196,250	<b>\$315,000</b>	+ 60.5%	\$220,000	<b>\$295,000</b>	+ 34.1%
Percent of Original List Price Received*	89.6%	<b>90.2%</b>	+ 0.7%	91.0%	<b>93.4%</b>	+ 2.6%
Percent of Properties Sold Over List Price*	0.0%	<b>0.0%</b>	--	6.7%	<b>16.1%</b>	+ 140.3%
Days on Market Until Sale	190	<b>128</b>	- 32.6%	147	<b>93</b>	- 36.7%
Inventory of Homes for Sale	61	<b>33</b>	- 45.9%	--	--	--
Months Supply of Inventory	10.5	<b>3.4</b>	- 67.6%	--	--	--

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

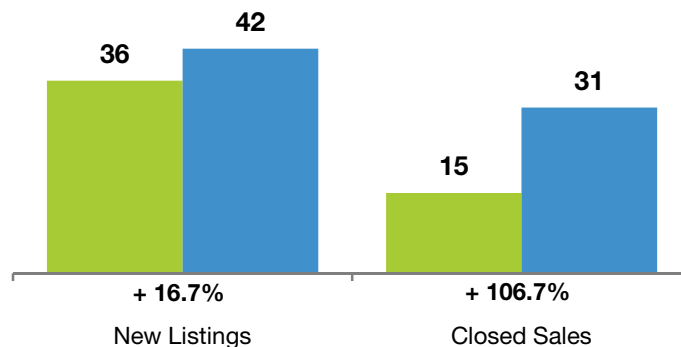
### March

■ 2012 ■ 2013

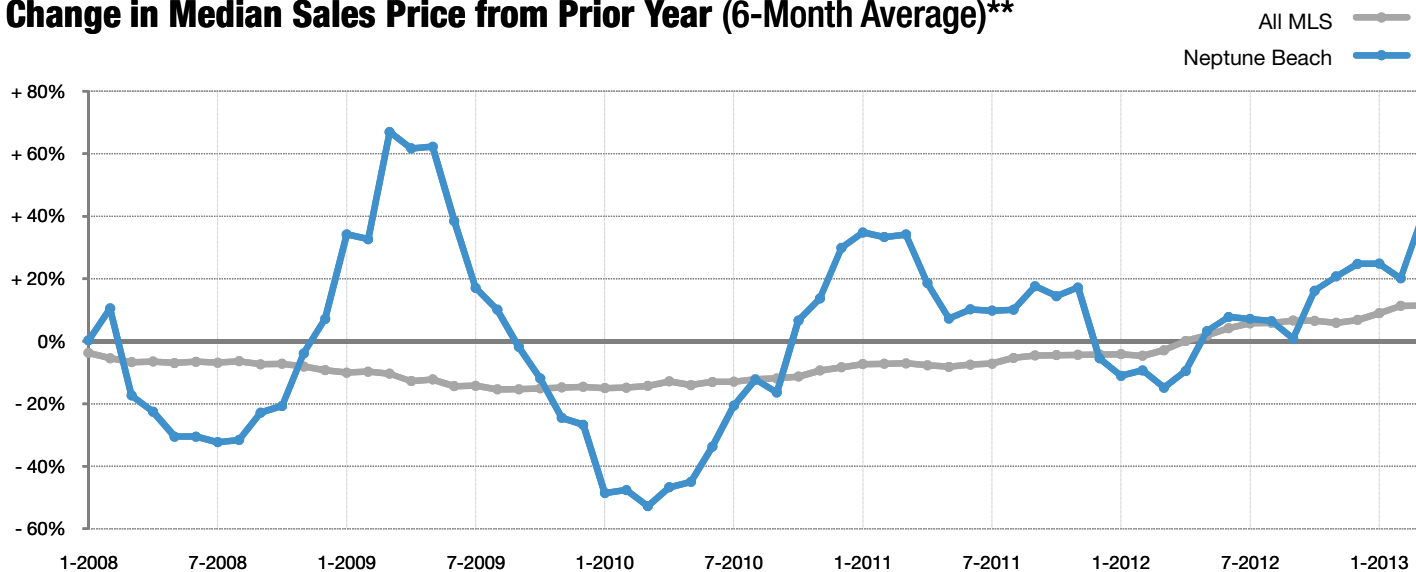


### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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



## Atlantic Beach

**+ 40.0%**

Change in  
New Listings

**- 10.7%**

Change in  
Closed Sales

**- 9.5%**

Change in  
Median Sales Price

### Region 23

### March

### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	30	42	+ 40.0%	86	121	+ 40.7%
Closed Sales	28	25	- 10.7%	57	55	- 3.5%
Median Sales Price*	\$255,000	<b>\$230,900</b>	- 9.5%	\$210,000	<b>\$215,250</b>	+ 2.5%
Percent of Original List Price Received*	87.8%	<b>91.3%</b>	+ 4.0%	88.3%	<b>92.6%</b>	+ 4.9%
Percent of Properties Sold Over List Price*	3.6%	<b>8.0%</b>	+ 122.2%	3.5%	<b>10.9%</b>	+ 211.4%
Days on Market Until Sale	120	<b>110</b>	- 8.3%	124	<b>103</b>	- 16.9%
Inventory of Homes for Sale	134	<b>125</b>	- 6.7%	--	--	--
Months Supply of Inventory	7.4	<b>5.7</b>	- 23.0%	--	--	--

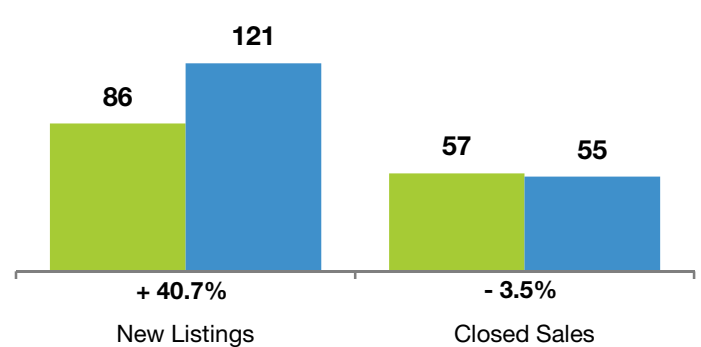
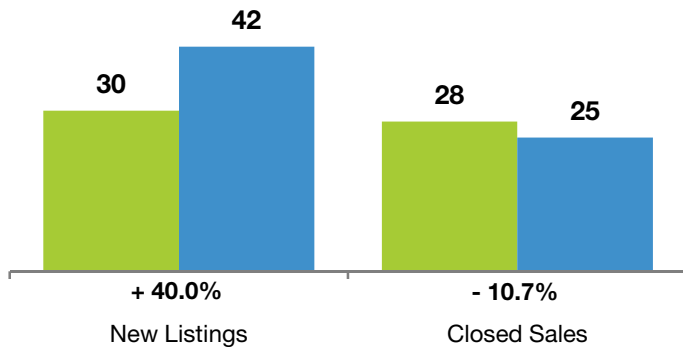
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### March

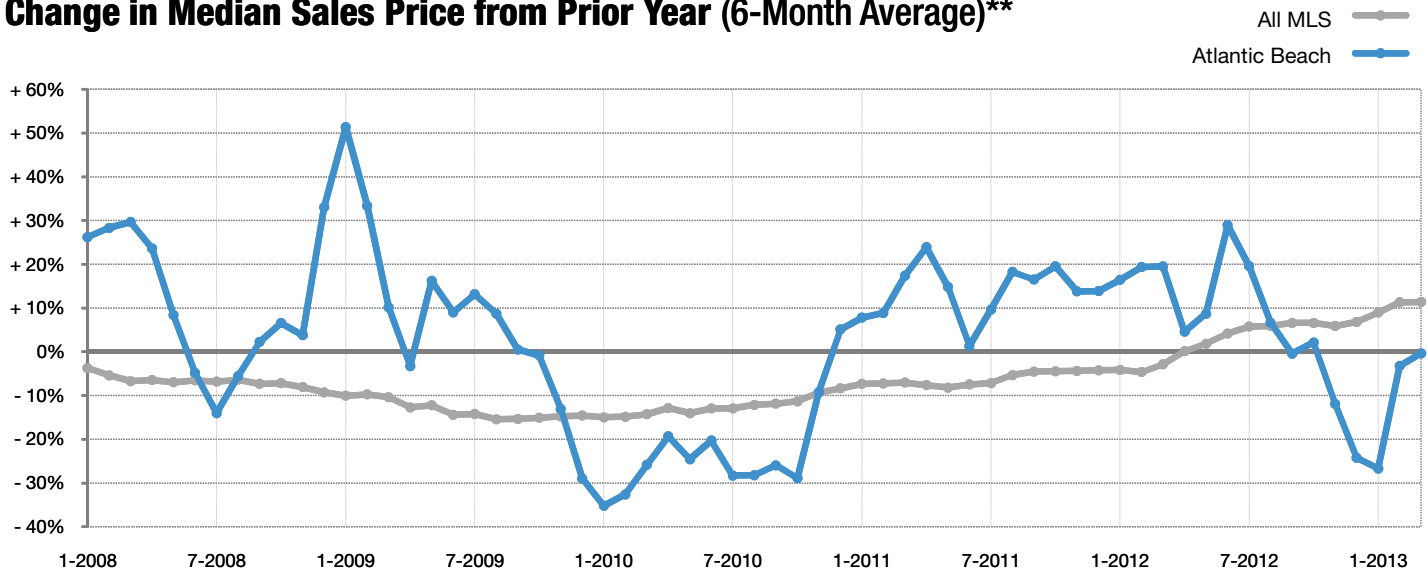
■ 2012 ■ 2013

### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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



## Ponte Vedra Beach North

Region 25

**+ 5.0%**

Change in  
New Listings

**- 33.3%**

Change in  
Closed Sales

**+ 12.7%**

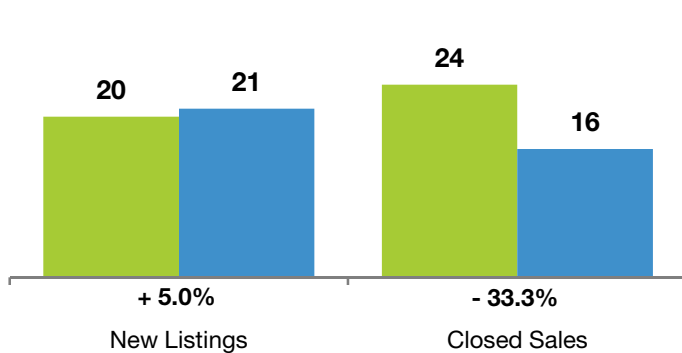
Change in  
Median Sales Price

	March			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	20	21	+ 5.0%	76	65	- 14.5%
Closed Sales	24	16	- 33.3%	49	42	- 14.3%
Median Sales Price*	\$602,500	<b>\$679,000</b>	+ 12.7%	\$445,000	<b>\$312,000</b>	- 29.9%
Percent of Original List Price Received*	85.1%	<b>90.1%</b>	+ 5.9%	87.5%	<b>92.4%</b>	+ 5.6%
Percent of Properties Sold Over List Price*	12.5%	<b>12.5%</b>	0.0%	12.2%	<b>21.4%</b>	+ 75.4%
Days on Market Until Sale	205	<b>187</b>	- 8.8%	203	<b>110</b>	- 45.8%
Inventory of Homes for Sale	128	<b>77</b>	- 39.8%	--	--	--
Months Supply of Inventory	8.2	<b>4.4</b>	- 46.3%	--	--	--

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

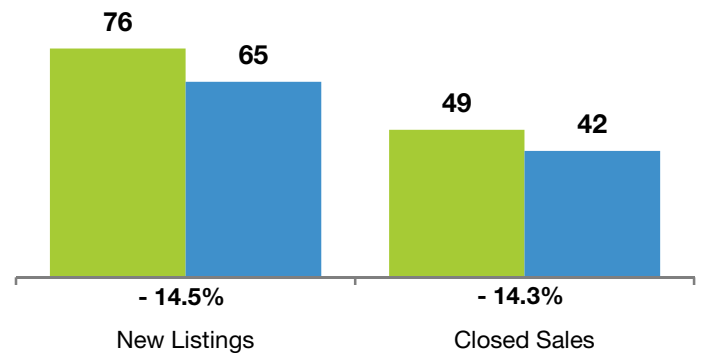
### March

■ 2012 ■ 2013

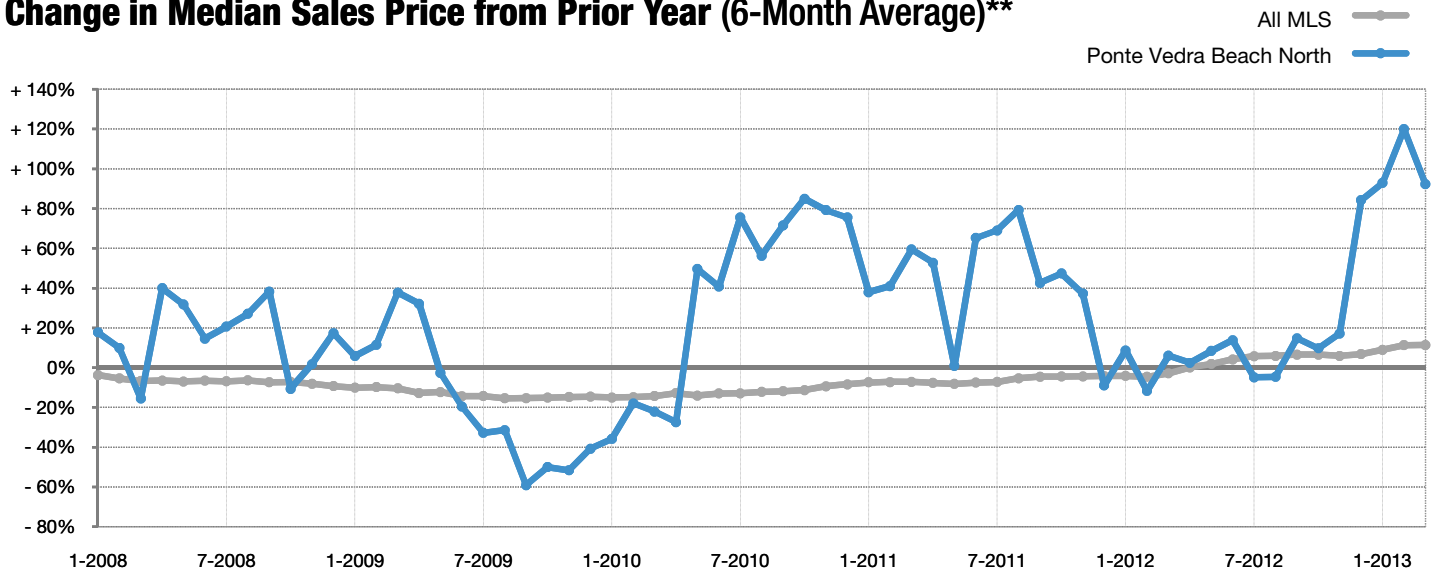


### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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

**- 2.3%**

Change in  
New Listings

**+ 54.7%**

Change in  
Closed Sales

**+ 26.0%**

Change in  
Median Sales Price

### Region 26

### March

### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	129	126	- 2.3%	365	393	+ 7.7%
Closed Sales	53	82	+ 54.7%	165	225	+ 36.4%
Median Sales Price*	\$263,000	\$331,500	+ 26.0%	\$275,000	\$294,950	+ 7.3%
Percent of Original List Price Received*	90.6%	93.8%	+ 3.5%	92.4%	94.4%	+ 2.2%
Percent of Properties Sold Over List Price*	11.3%	19.5%	+ 72.6%	15.2%	19.6%	+ 28.9%
Days on Market Until Sale	123	114	- 7.3%	127	97	- 23.6%
Inventory of Homes for Sale	552	405	- 26.6%	--	--	--
Months Supply of Inventory	8.2	4.4	- 46.3%	--	--	--

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

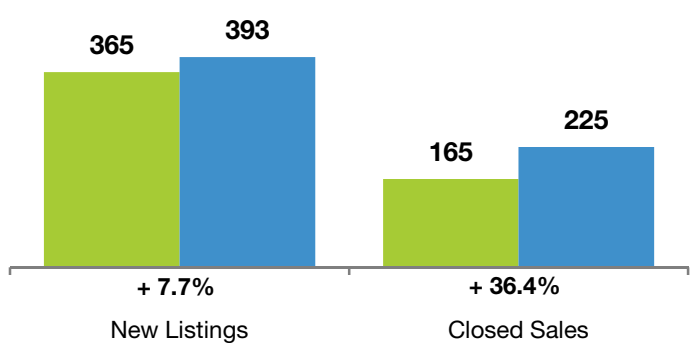
### March

■ 2012 ■ 2013



### Year to Date

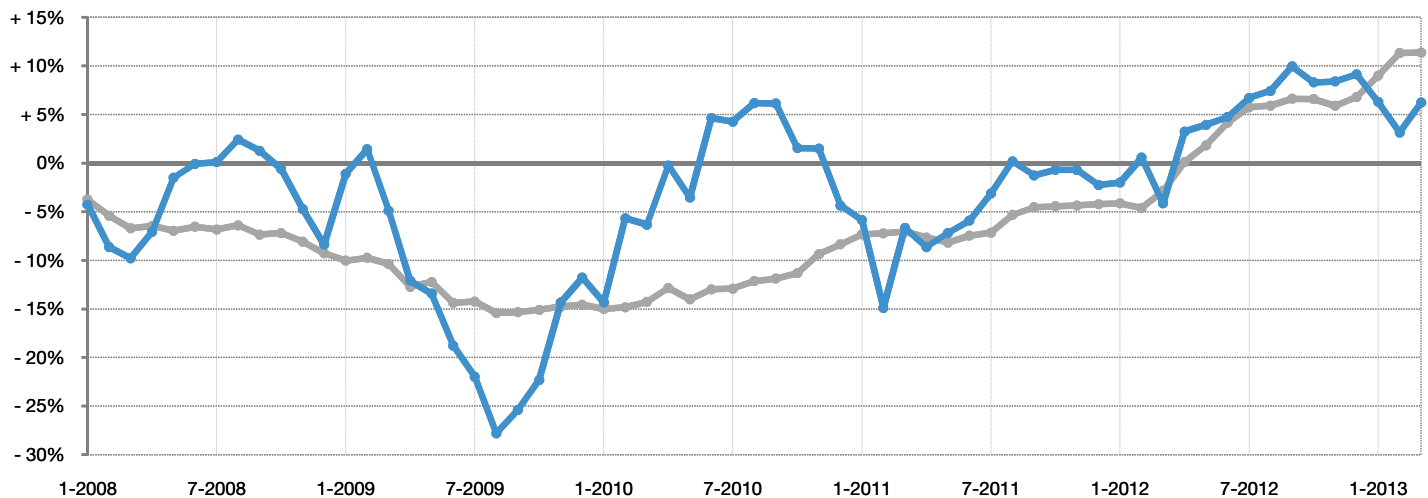
■ 2012 ■ 2013



## 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 2013

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



## St. Johns County - NW

**+ 15.5%**

Change in  
New Listings

**+ 7.7%**

Change in  
Closed Sales

**+ 7.5%**

Change in  
Median Sales Price

### Region 30

### March

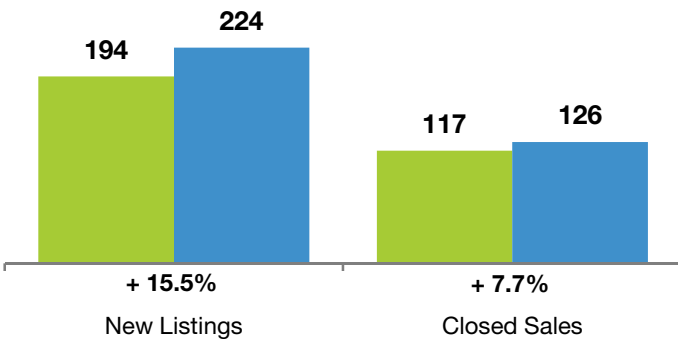
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	194	<b>224</b>	+ 15.5%	623	<b>606</b>	- 2.7%
Closed Sales	117	<b>126</b>	+ 7.7%	276	<b>401</b>	+ 45.3%
Median Sales Price*	\$221,000	<b>\$237,500</b>	+ 7.5%	\$214,495	<b>\$223,800</b>	+ 4.3%
Percent of Original List Price Received*	92.0%	<b>95.6%</b>	+ 3.9%	92.6%	<b>95.4%</b>	+ 3.0%
Percent of Properties Sold Over List Price*	10.3%	<b>15.9%</b>	+ 54.4%	13.0%	<b>16.5%</b>	+ 26.9%
Days on Market Until Sale	120	<b>98</b>	- 18.3%	108	<b>104</b>	- 3.7%
Inventory of Homes for Sale	861	<b>599</b>	- 30.4%	--	--	--
Months Supply of Inventory	7.0	<b>4.0</b>	- 42.9%	--	--	--

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

### March

■ 2012 ■ 2013

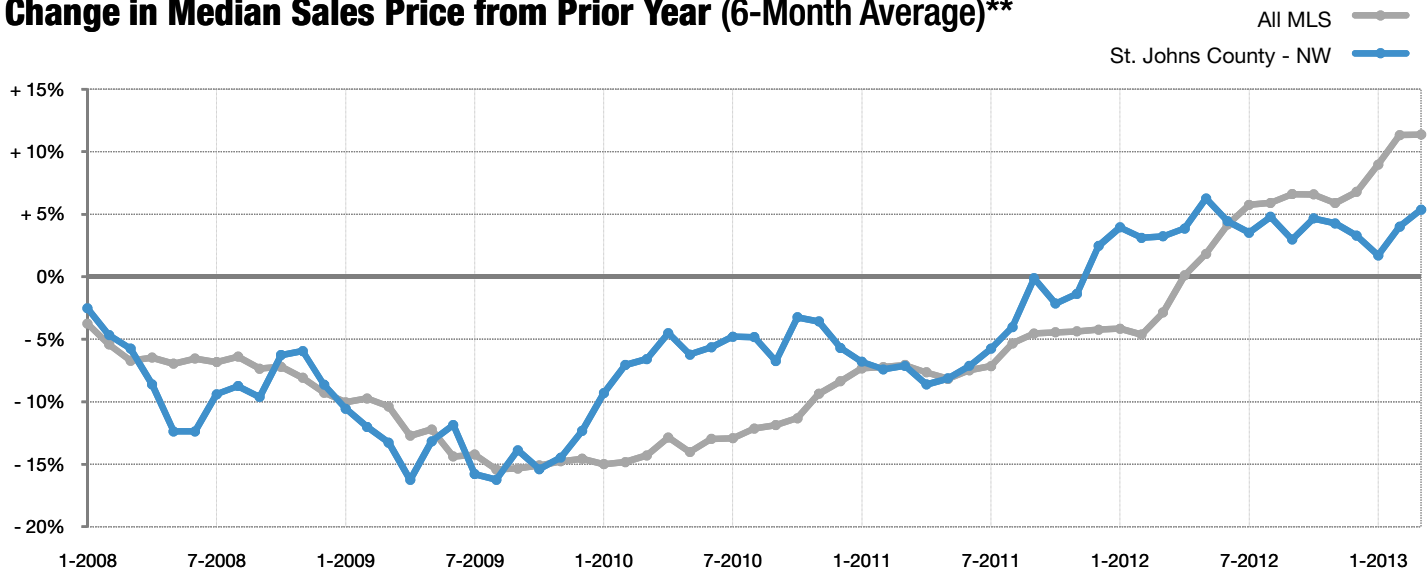


### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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



## St. Johns County - NE

**- 23.3%**

Change in  
New Listings

**0.0%**

Change in  
Closed Sales

**+ 86.4%**

Change in  
Median Sales Price

### Region 31

### March

### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	30	23	- 23.3%	71	53	- 25.4%
Closed Sales	13	13	0.0%	25	35	+ 40.0%
Median Sales Price*	\$228,000	<b>\$425,000</b>	+ 86.4%	\$251,000	<b>\$278,028</b>	+ 10.8%
Percent of Original List Price Received*	86.6%	<b>97.5%</b>	+ 12.6%	86.5%	<b>92.0%</b>	+ 6.4%
Percent of Properties Sold Over List Price*	0.0%	<b>38.5%</b>	--	4.0%	<b>22.9%</b>	+ 472.5%
Days on Market Until Sale	126	<b>98</b>	- 22.2%	137	<b>106</b>	- 22.6%
Inventory of Homes for Sale	106	<b>72</b>	- 32.1%	--	--	--
Months Supply of Inventory	9.2	<b>5.8</b>	- 37.0%	--	--	--

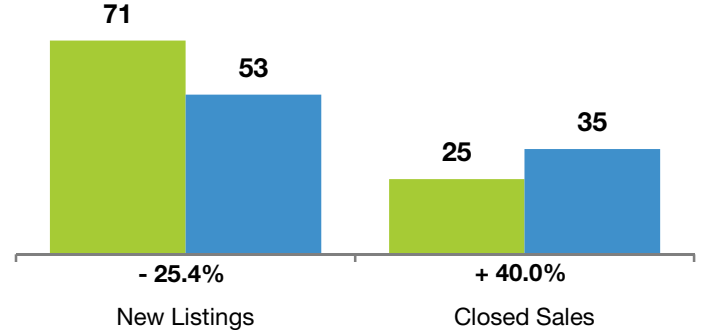
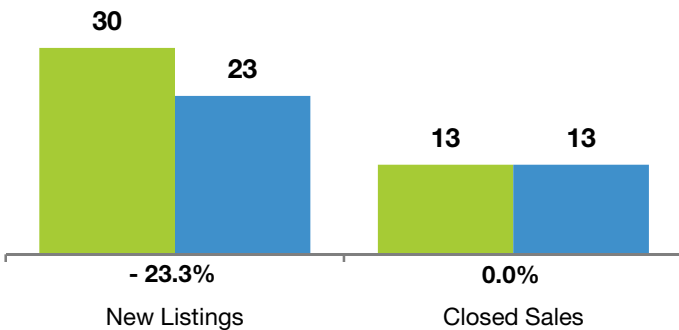
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### March

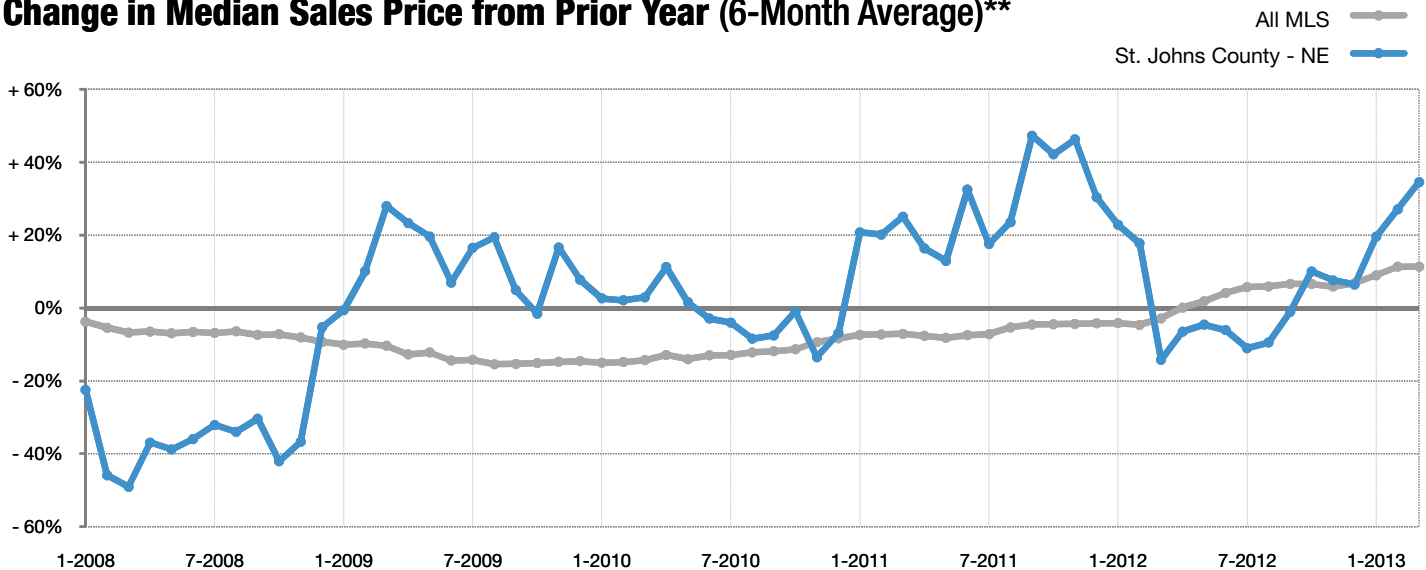
■ 2012 ■ 2013

### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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



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

**- 27.3%**

Change in  
New Listings

**- 27.3%**

Change in  
Closed Sales

**+ 33.0%**

Change in  
Median Sales Price

### Region 32

### March

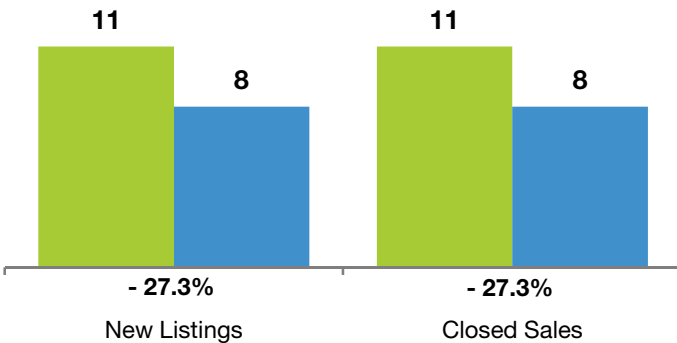
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	11	8	- 27.3%	42	30	- 28.6%
Closed Sales	11	8	- 27.3%	22	16	- 27.3%
Median Sales Price*	\$227,500	<b>\$302,500</b>	+ 33.0%	\$216,025	<b>\$187,500</b>	- 13.2%
Percent of Original List Price Received*	84.5%	<b>87.1%</b>	+ 3.1%	83.7%	<b>90.4%</b>	+ 8.0%
Percent of Properties Sold Over List Price*	0.0%	<b>0.0%</b>	--	0.0%	<b>6.3%</b>	--
Days on Market Until Sale	143	<b>185</b>	+ 29.4%	137	<b>173</b>	+ 26.3%
Inventory of Homes for Sale	77	<b>44</b>	- 42.9%	--	--	--
Months Supply of Inventory	11.4	<b>6.5</b>	- 43.0%	--	--	--

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

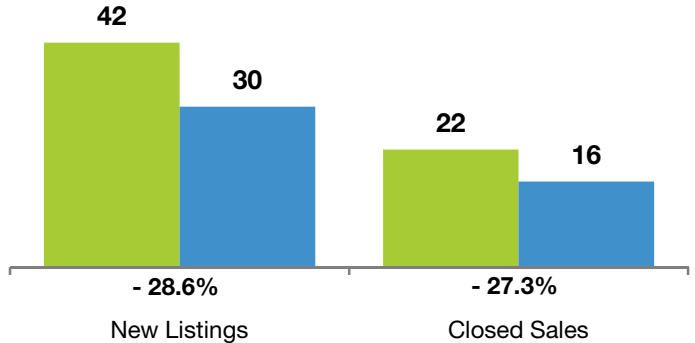
### March

■ 2012 ■ 2013



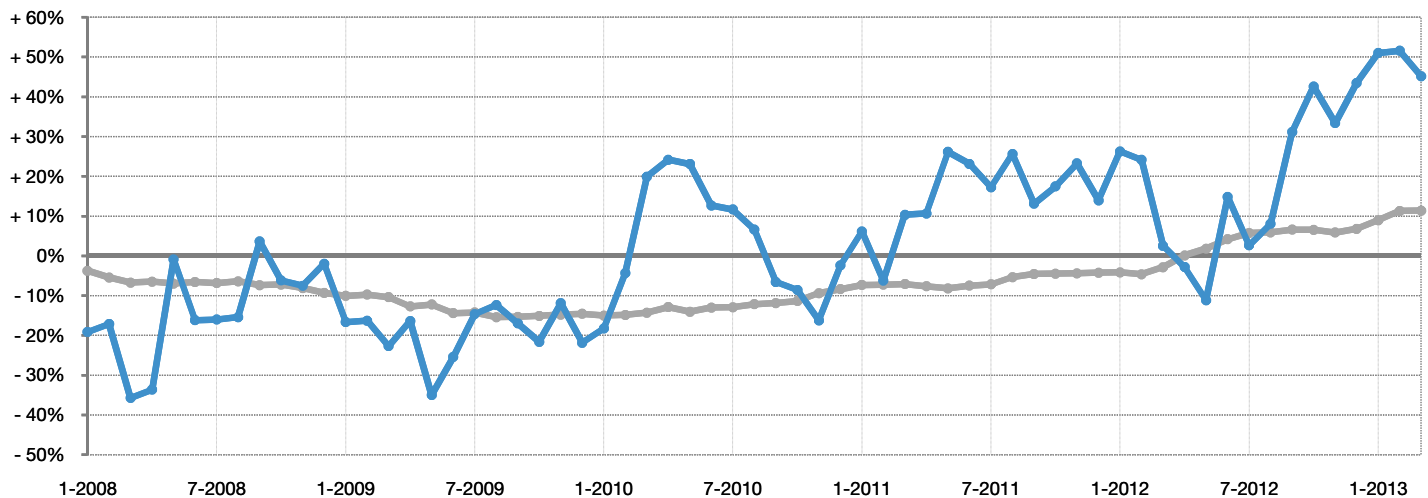
### Year to Date

■ 2012 ■ 2013



### 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 2013

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



## St. Johns County - SE

**+ 3.2%**

Change in  
New Listings

**- 11.3%**

Change in  
Closed Sales

**+ 25.4%**

Change in  
Median Sales Price

### Region 33

### March

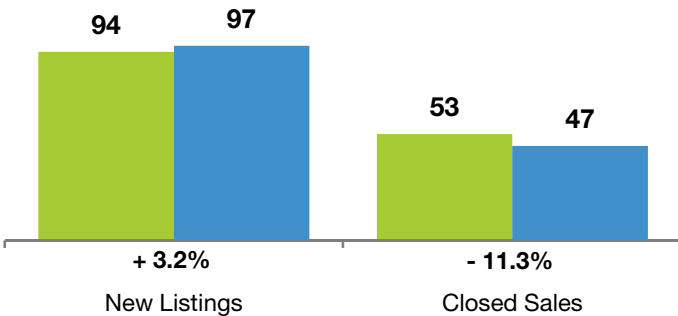
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	94	97	+ 3.2%	278	240	- 13.7%
Closed Sales	53	47	- 11.3%	133	128	- 3.8%
Median Sales Price*	\$133,900	<b>\$167,900</b>	+ 25.4%	\$140,000	<b>\$176,992</b>	+ 26.4%
Percent of Original List Price Received*	90.9%	<b>90.9%</b>	0.0%	88.7%	<b>92.2%</b>	+ 3.9%
Percent of Properties Sold Over List Price*	11.3%	<b>17.0%</b>	+ 50.4%	8.3%	<b>9.4%</b>	+ 13.3%
Days on Market Until Sale	107	<b>116</b>	+ 8.4%	134	<b>126</b>	- 6.0%
Inventory of Homes for Sale	429	<b>301</b>	- 29.8%	--	--	--
Months Supply of Inventory	9.4	<b>6.0</b>	- 36.2%	--	--	--

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

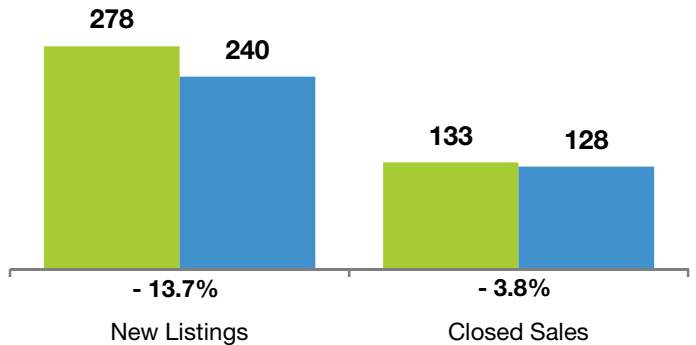
### March

■ 2012 ■ 2013

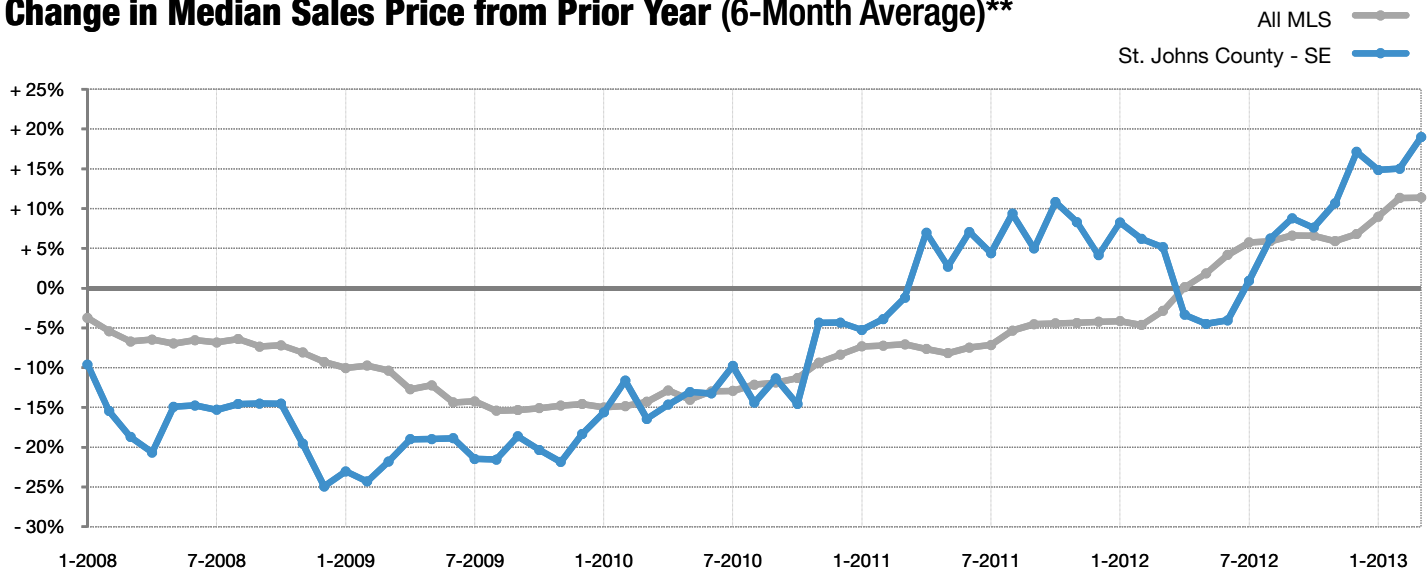


### Year to Date

■ 2012 ■ 2013



### 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 8, 2013. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

# Local Market Update – March 2013

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



## St. Johns County - SW

**- 70.6%**

Change in  
New Listings

**+ 66.7%**

Change in  
Closed Sales

**+ 8.2%**

Change in  
Median Sales Price

### Region 34

### March

### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	17	5	- 70.6%	40	36	- 10.0%
Closed Sales	6	10	+ 66.7%	19	33	+ 73.7%
Median Sales Price*	\$119,000	\$128,750	+ 8.2%	\$53,000	\$119,900	+ 126.2%
Percent of Original List Price Received*	87.3%	84.7%	- 3.0%	84.8%	86.3%	+ 1.8%
Percent of Properties Sold Over List Price*	0.0%	10.0%	--	0.0%	3.0%	--
Days on Market Until Sale	42	142	+ 238.1%	78	126	+ 61.5%
Inventory of Homes for Sale	74	60	- 18.9%	--	--	--
Months Supply of Inventory	10.0	6.8	- 32.0%	--	--	--

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

### March

■ 2012 ■ 2013

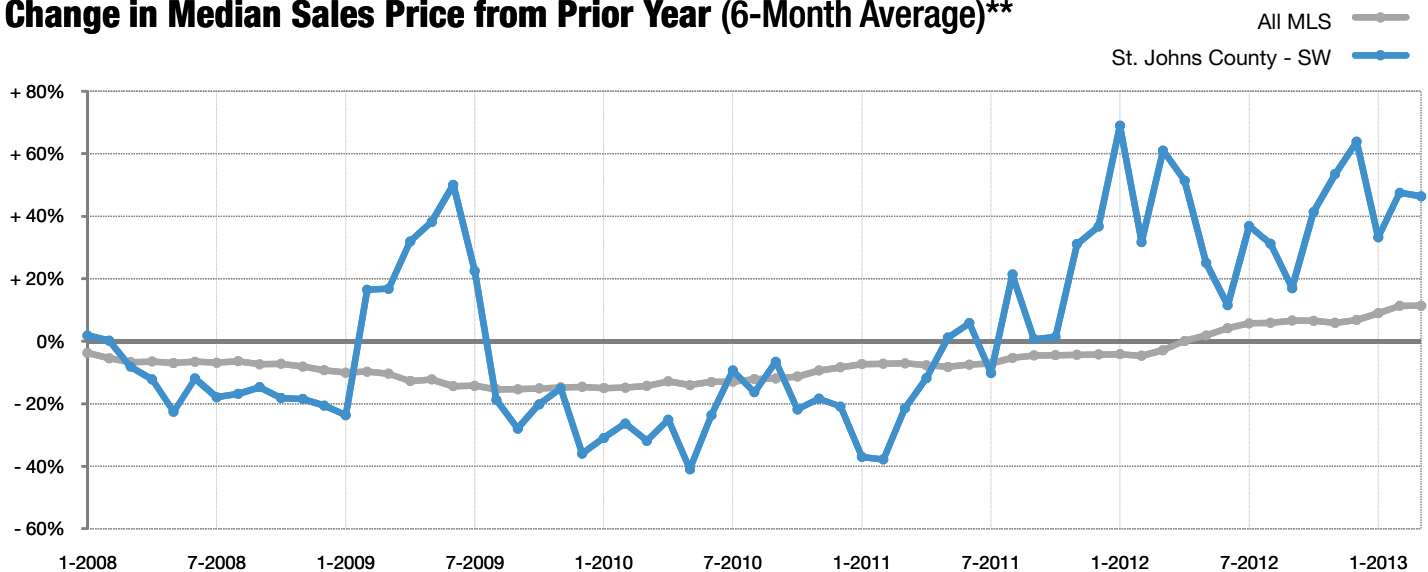


### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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



## Nassau County

**- 19.2%**

Change in  
New Listings

**+ 10.9%**

Change in  
Closed Sales

**- 6.7%**

Change in  
Median Sales Price

### Region 40

### March

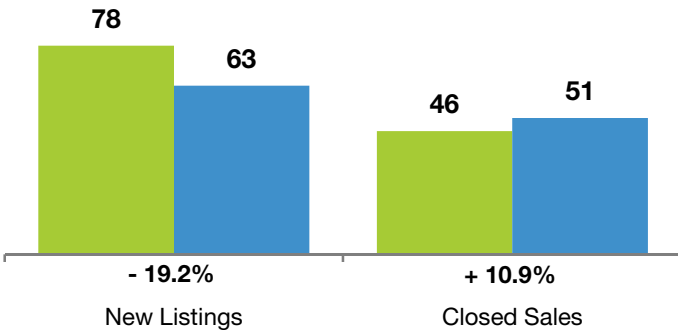
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	78	63	- 19.2%	211	208	- 1.4%
Closed Sales	46	51	+ 10.9%	100	124	+ 24.0%
Median Sales Price*	\$157,500	<b>\$147,000</b>	- 6.7%	\$149,950	<b>\$146,750</b>	- 2.1%
Percent of Original List Price Received*	89.4%	<b>90.6%</b>	+ 1.3%	89.9%	<b>90.1%</b>	+ 0.2%
Percent of Properties Sold Over List Price*	13.0%	<b>5.9%</b>	- 54.6%	13.0%	<b>8.1%</b>	- 37.7%
Days on Market Until Sale	129	<b>141</b>	+ 9.3%	110	<b>144</b>	+ 30.9%
Inventory of Homes for Sale	406	<b>286</b>	- 29.6%	--	--	--
Months Supply of Inventory	11.8	<b>6.5</b>	- 44.9%	--	--	--

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

### March

■ 2012 ■ 2013

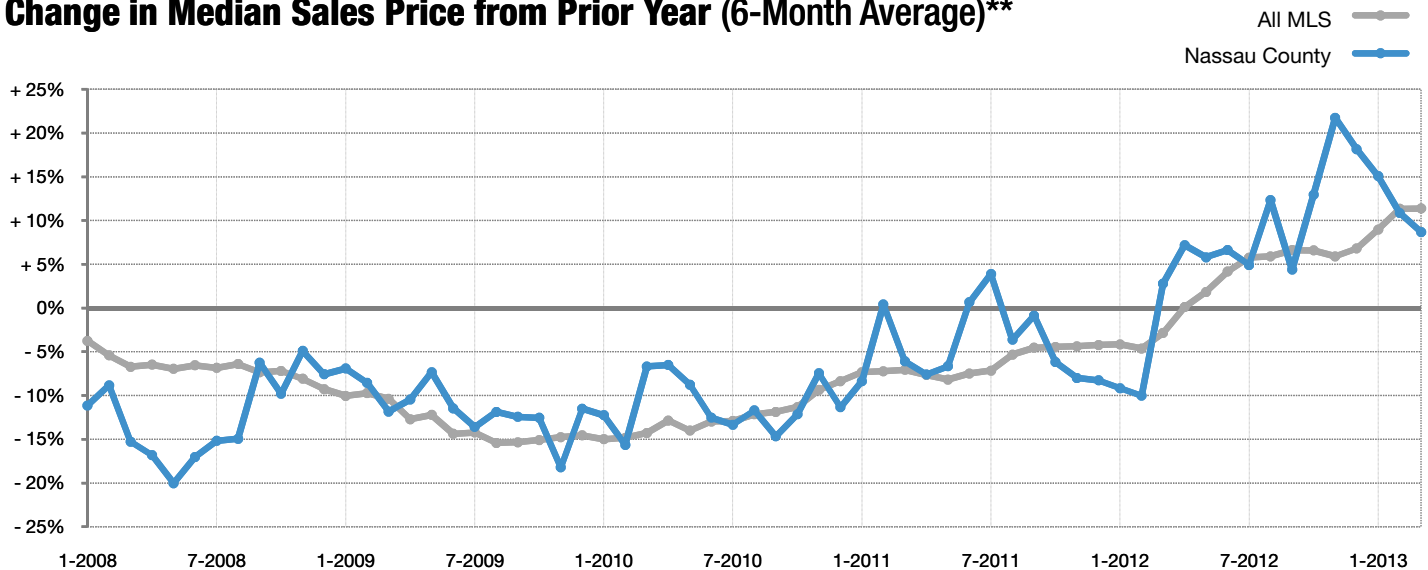


### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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



## Baker County

**- 48.4%**

Change in  
New Listings

**+ 80.0%**

Change in  
Closed Sales

**- 5.8%**

Change in  
Median Sales Price

### Region 50

### March

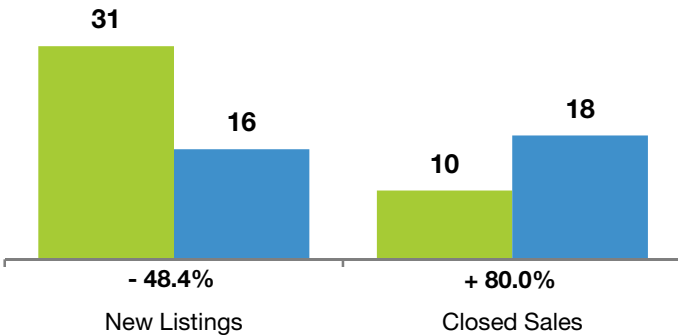
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	31	16	- 48.4%	60	77	+ 28.3%
Closed Sales	10	18	+ 80.0%	23	35	+ 52.2%
Median Sales Price*	\$120,500	<b>\$113,500</b>	- 5.8%	\$121,000	<b>\$112,000</b>	- 7.4%
Percent of Original List Price Received*	88.5%	<b>90.1%</b>	+ 1.8%	85.7%	<b>87.7%</b>	+ 2.3%
Percent of Properties Sold Over List Price*	20.0%	<b>5.6%</b>	- 72.0%	17.4%	<b>5.7%</b>	- 67.2%
Days on Market Until Sale	142	<b>63</b>	- 55.6%	128	<b>69</b>	- 46.1%
Inventory of Homes for Sale	106	<b>111</b>	+ 4.7%	--	--	--
Months Supply of Inventory	10.0	<b>10.2</b>	+ 2.0%	--	--	--

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

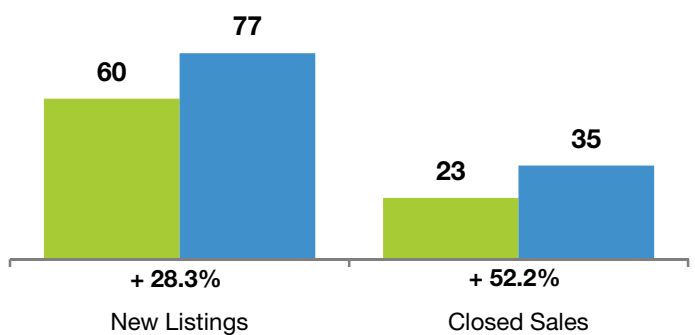
### March

■ 2012 ■ 2013

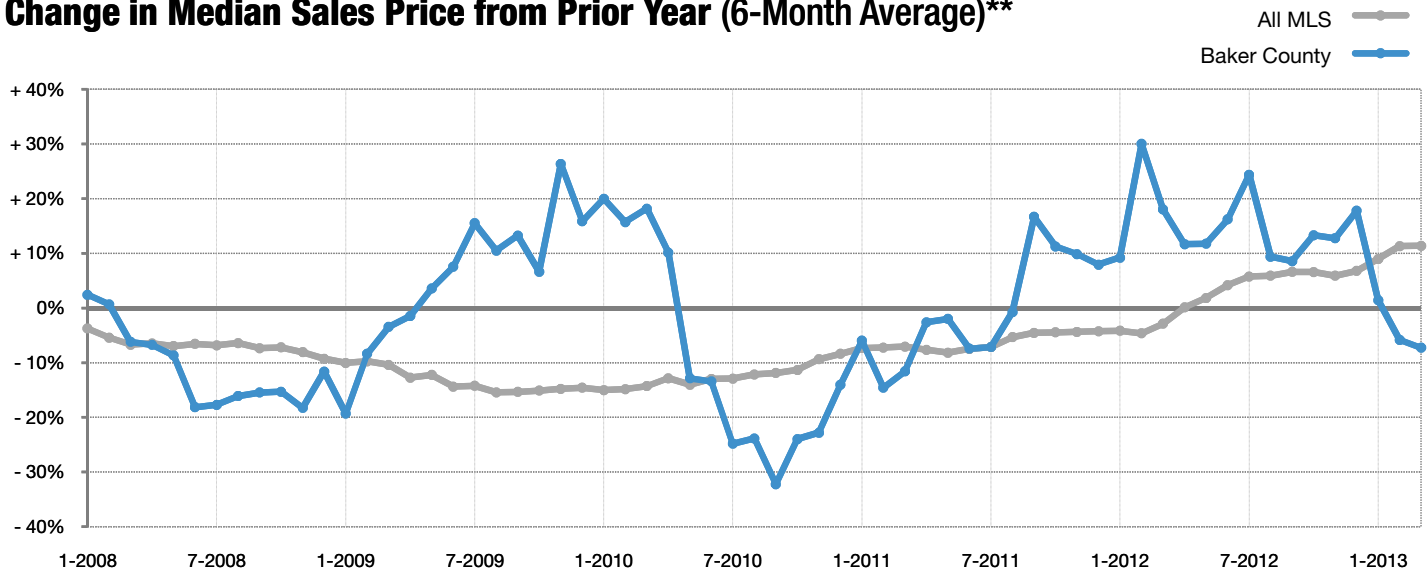


### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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



## Putnam County NE

**- 42.3%**

Change in  
New Listings

**+ 35.3%**

Change in  
Closed Sales

**- 17.8%**

Change in  
Median Sales Price

### Region 56

### March

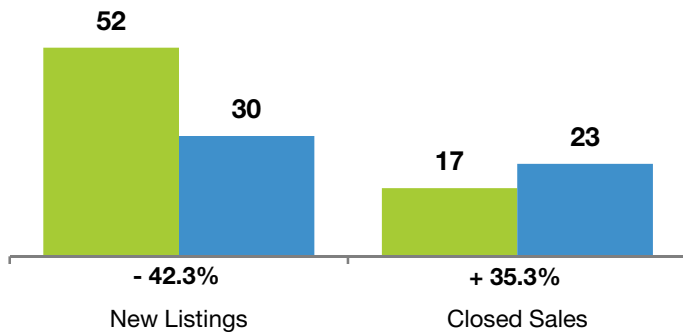
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	52	30	- 42.3%	137	124	- 9.5%
Closed Sales	17	23	+ 35.3%	46	65	+ 41.3%
Median Sales Price*	\$85,200	<b>\$70,000</b>	- 17.8%	\$70,000	<b>\$75,900</b>	+ 8.4%
Percent of Original List Price Received*	83.3%	<b>83.2%</b>	- 0.1%	84.2%	<b>81.3%</b>	- 3.4%
Percent of Properties Sold Over List Price*	0.0%	<b>0.0%</b>	--	11.1%	<b>4.6%</b>	- 58.6%
Days on Market Until Sale	179	<b>165</b>	- 7.8%	170	<b>158</b>	- 7.1%
Inventory of Homes for Sale	314	<b>295</b>	- 6.1%	--	--	--
Months Supply of Inventory	18.9	<b>14.7</b>	- 22.2%	--	--	--

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

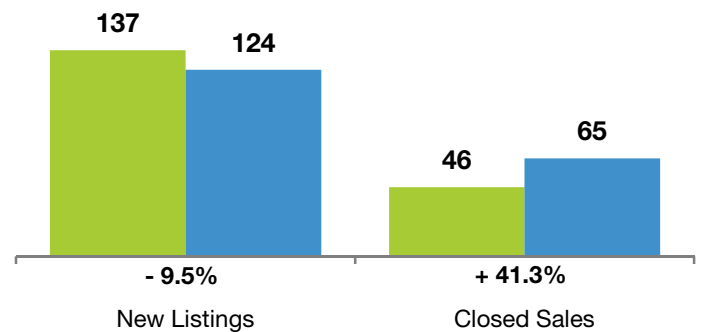
### March

■ 2012 ■ 2013

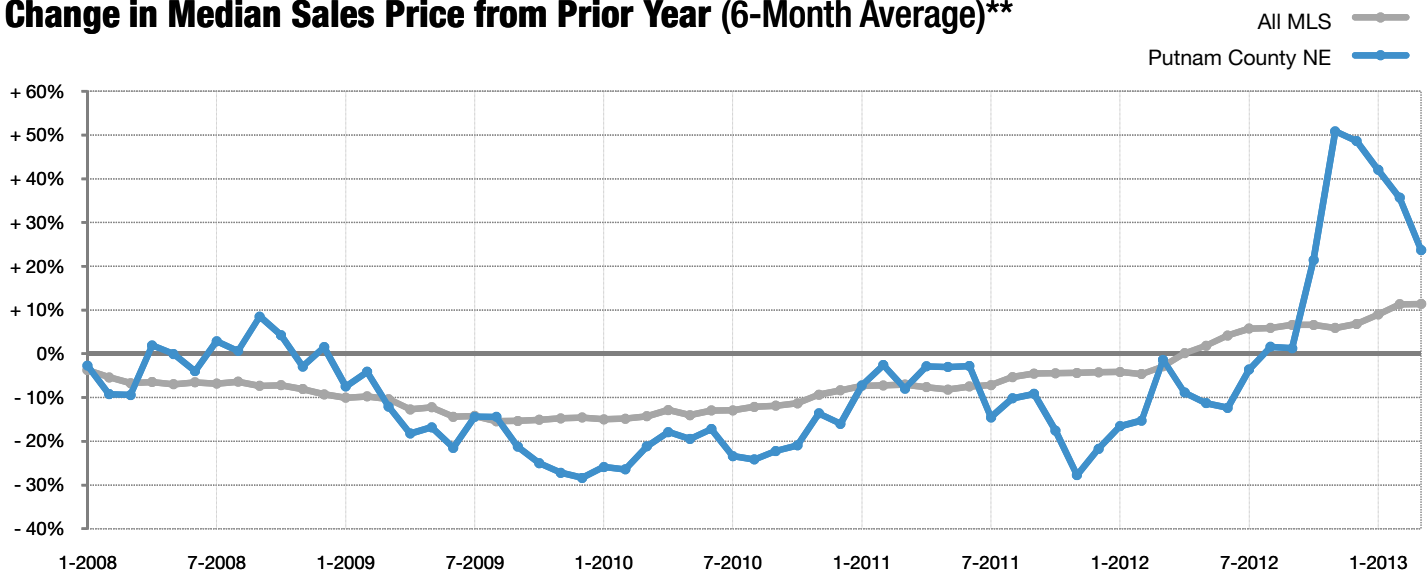


### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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



## Putnam County - West

Region 57

**+ 6.9%**

Change in  
New Listings

**+ 84.6%**

Change in  
Closed Sales

**- 56.3%**

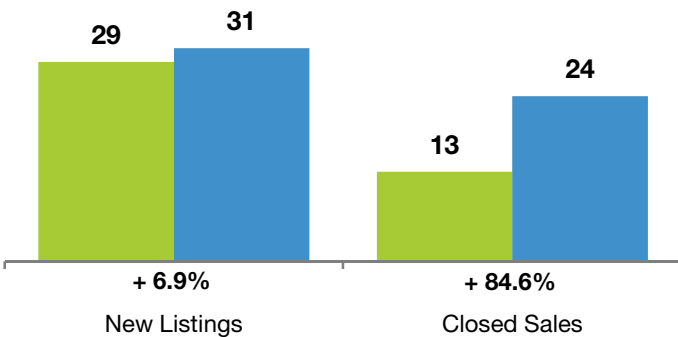
Change in  
Median Sales Price

	March			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	29	31	+ 6.9%	88	93	+ 5.7%
Closed Sales	13	24	+ 84.6%	25	46	+ 84.0%
Median Sales Price*	\$62,950	<b>\$27,500</b>	- 56.3%	\$54,000	<b>\$29,000</b>	- 46.3%
Percent of Original List Price Received*	81.3%	<b>77.5%</b>	- 4.7%	78.7%	<b>79.5%</b>	+ 1.0%
Percent of Properties Sold Over List Price*	16.7%	<b>8.7%</b>	- 47.9%	12.5%	<b>4.4%</b>	- 64.8%
Days on Market Until Sale	147	<b>107</b>	- 27.2%	163	<b>100</b>	- 38.7%
Inventory of Homes for Sale	199	<b>175</b>	- 12.1%	--	--	--
Months Supply of Inventory	18.5	<b>13.8</b>	- 25.4%	--	--	--

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

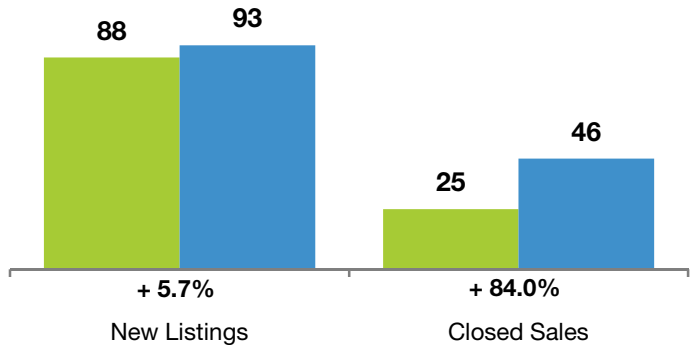
### March

■ 2012 ■ 2013

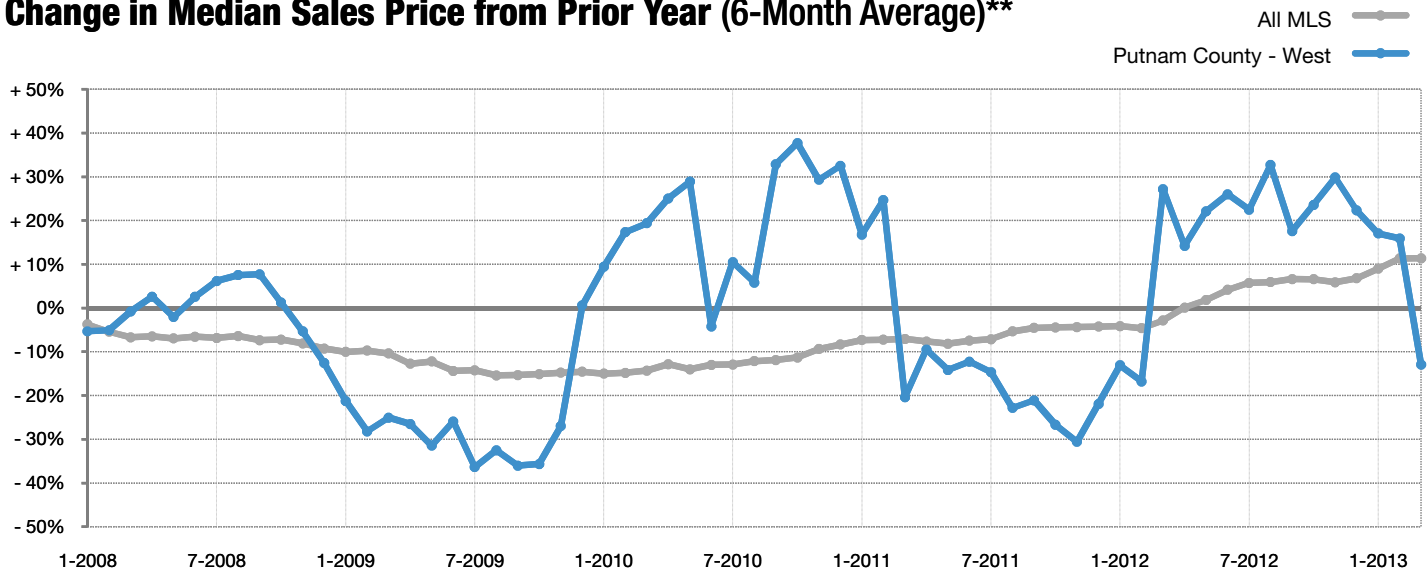


### Year to Date

■ 2012 ■ 2013



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



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# Local Market Update – March 2013

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



## Putnam County - South

Region 58

**- 22.6%**

Change in  
New Listings

**+ 37.5%**

Change in  
Closed Sales

**+ 6.3%**

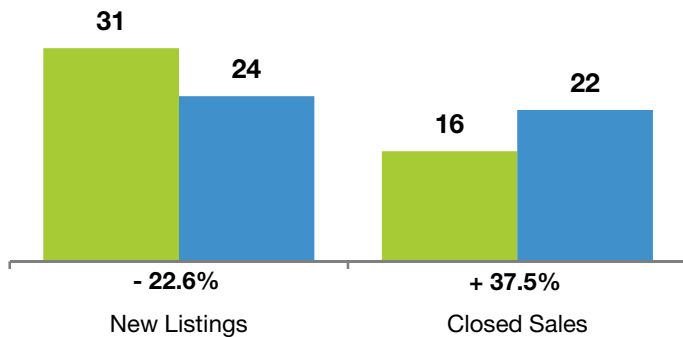
Change in  
Median Sales Price

	March			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	31	24	- 22.6%	96	77	- 19.8%
Closed Sales	16	22	+ 37.5%	44	47	+ 6.8%
Median Sales Price*	\$59,950	<b>\$63,700</b>	+ 6.3%	\$46,000	<b>\$49,900</b>	+ 8.5%
Percent of Original List Price Received*	80.0%	<b>82.5%</b>	+ 3.1%	78.7%	<b>81.0%</b>	+ 2.9%
Percent of Properties Sold Over List Price*	0.0%	<b>9.1%</b>	--	2.3%	<b>4.3%</b>	+ 87.0%
Days on Market Until Sale	161	<b>197</b>	+ 22.4%	179	<b>187</b>	+ 4.5%
Inventory of Homes for Sale	275	<b>207</b>	- 24.7%	--	--	--
Months Supply of Inventory	24.4	<b>14.9</b>	- 38.9%	--	--	--

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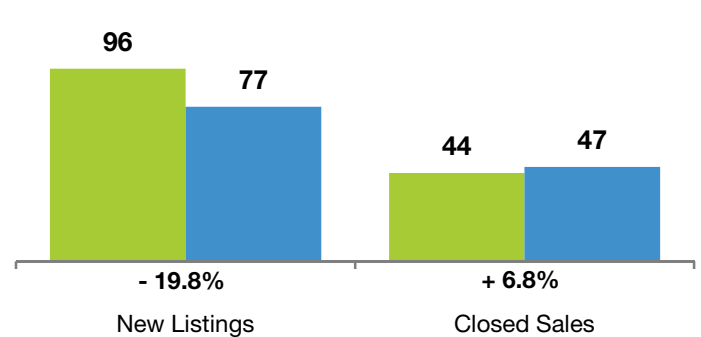
### March

■ 2012 ■ 2013

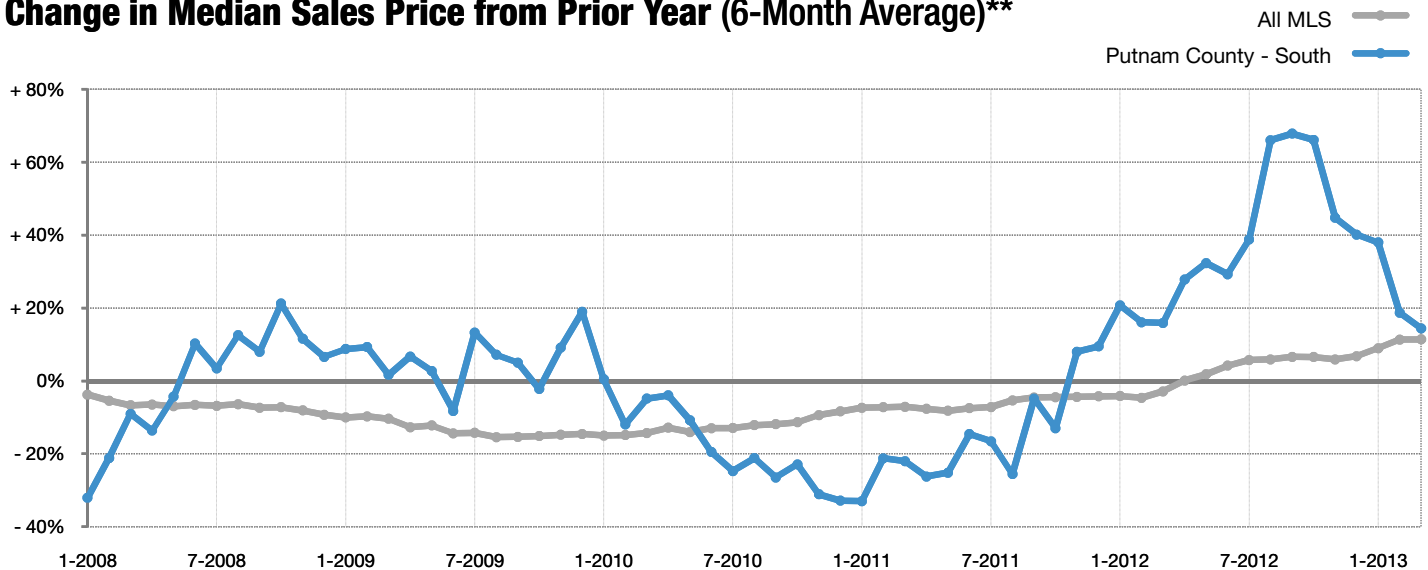


### Year to Date

■ 2012 ■ 2013



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



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