



# NORTHEAST FLORIDA ASSOCIATION OF REALTORS

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## Monthly Indicators

### September 2010

With this month's report, be mindful of the fact that activity was uniquely strong last year at this time due to the approaching deadline for the first federal tax credit. This means that we're entering an apples-to-oranges comparison period which may make this year's activity look especially slow for the next few months. Combine that with the fact that this time of year typically endures slowed sales activity in any kind of market and that buyers in 2010 were driven to enter contracts by the April 30, 2010 tax credit deadline, and you'll see that September 2010's numbers should be taken with a grain of proverbial salt.

Pending Sales in the Northeast Florida region increased by 6.6 percent from last September to arrive at 1,502. New Listings decreased by 9.0 percent since last September and the overall inventory of 15,266 decreased by 5.2 percent.

Median Sales Price decreased by 10.3 percent compared to last September, registering in at \$130,000. Average Days on Market, at 103, decreased by 1.6 percent versus last year. Months Supply of Inventory decreased by 26.9 percent to weigh in at 9.9 months.

For the sake of long-term market stability, be wary of an overabundance of listing activity and overall inventory. Although it's been coming down in recent months, if it remains high, it could continue to put pressure on prices. Balanced supply and demand, as always, is the ultimate goal.

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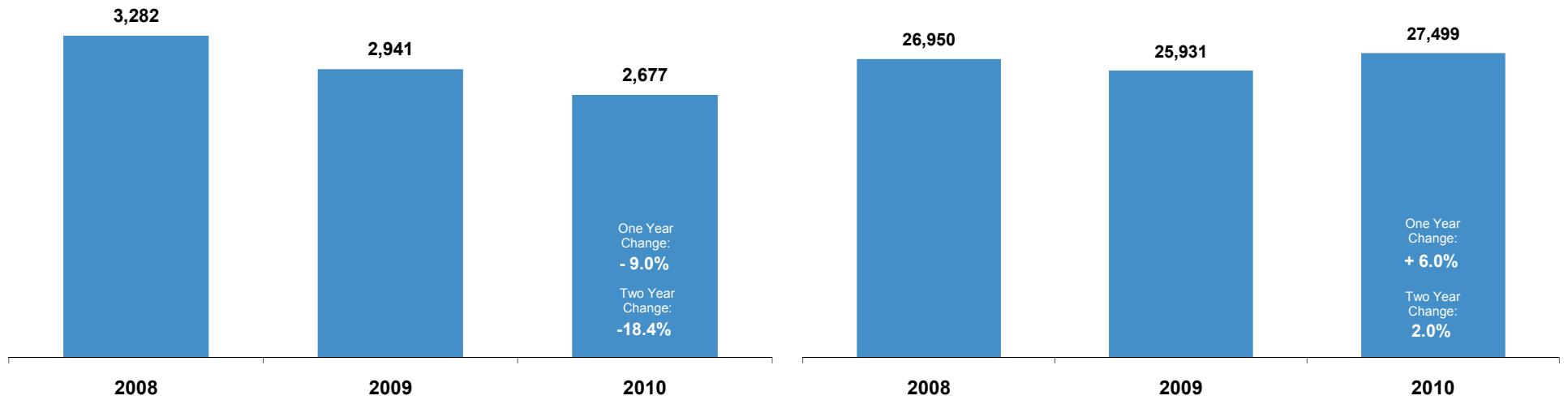
# New Listings

A Monthly Indicator from the **Northeast Florida Association of REALTORS®**

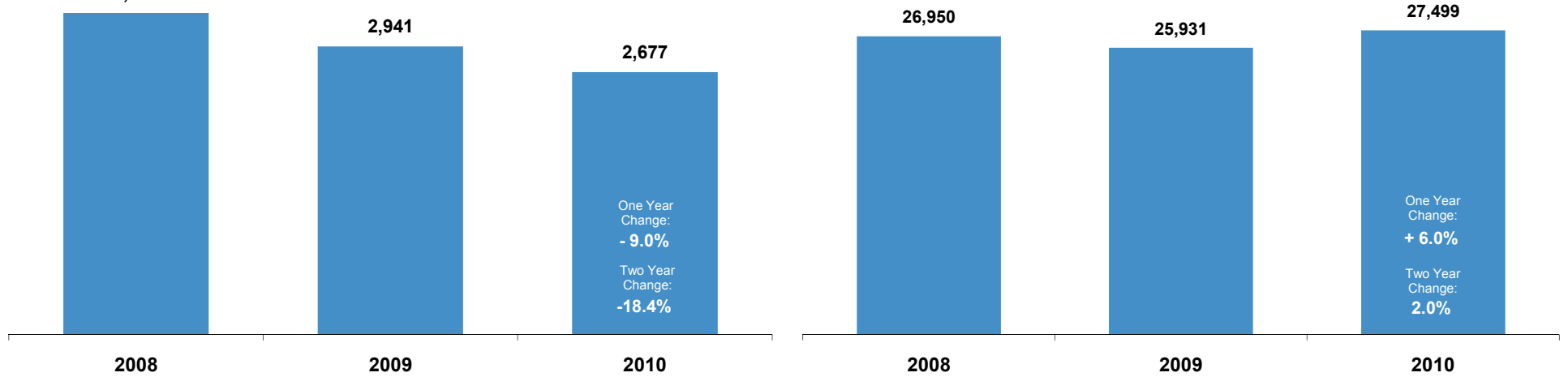


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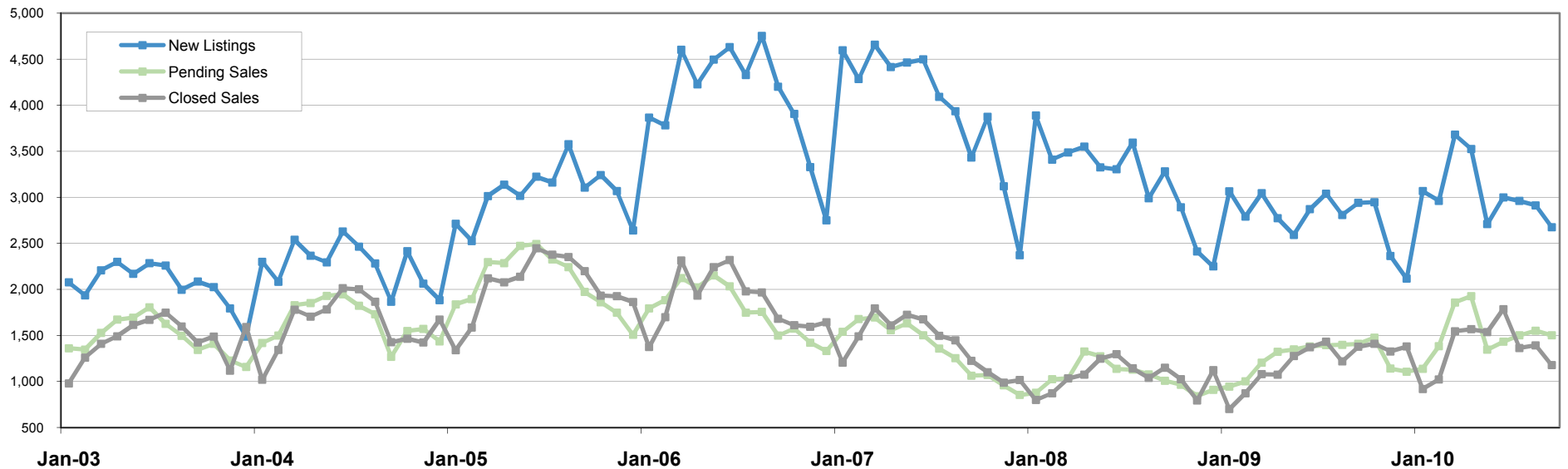
## September



## Year to Date



## Historical Market Activity



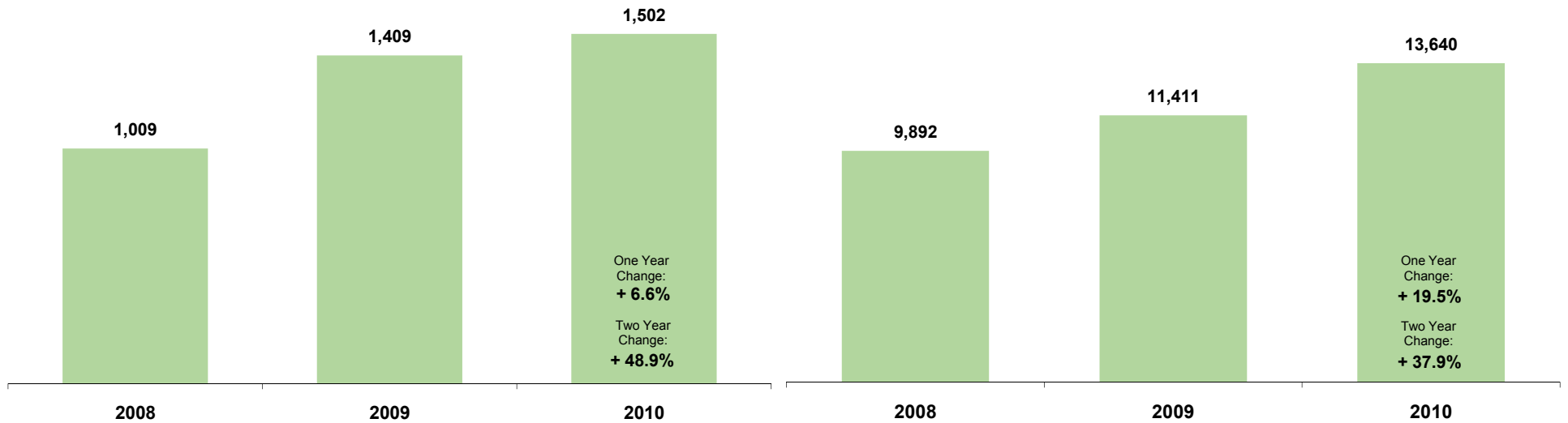
# Pending Sales

A Monthly Indicator from the Northeast Florida Association of REALTORS®

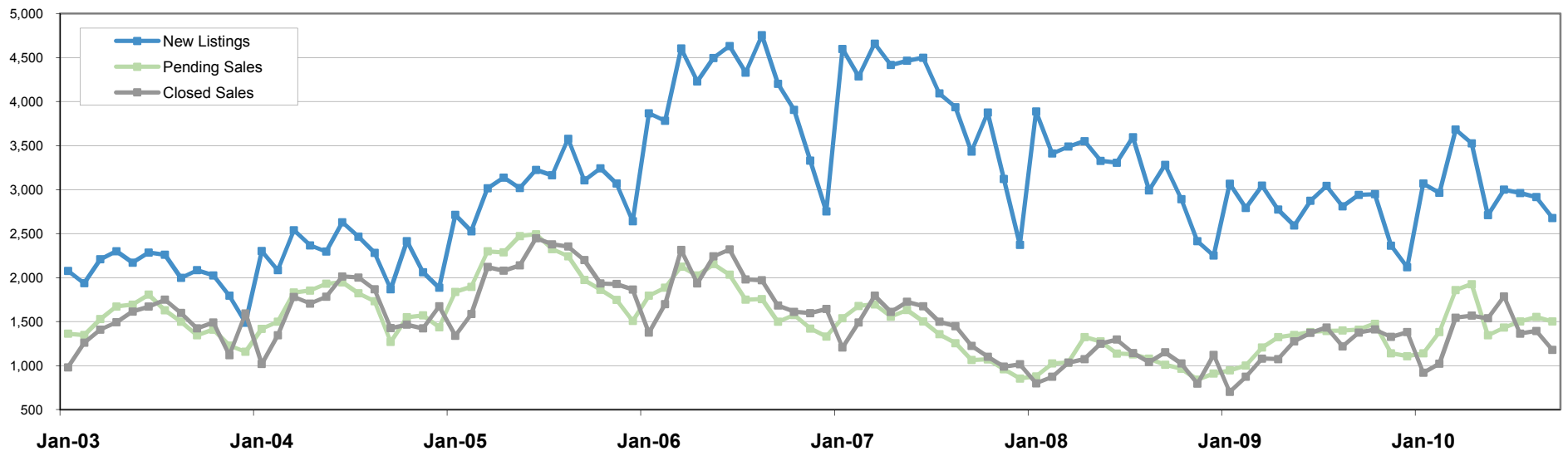


## September

## Year to Date



## Historical Market Activity



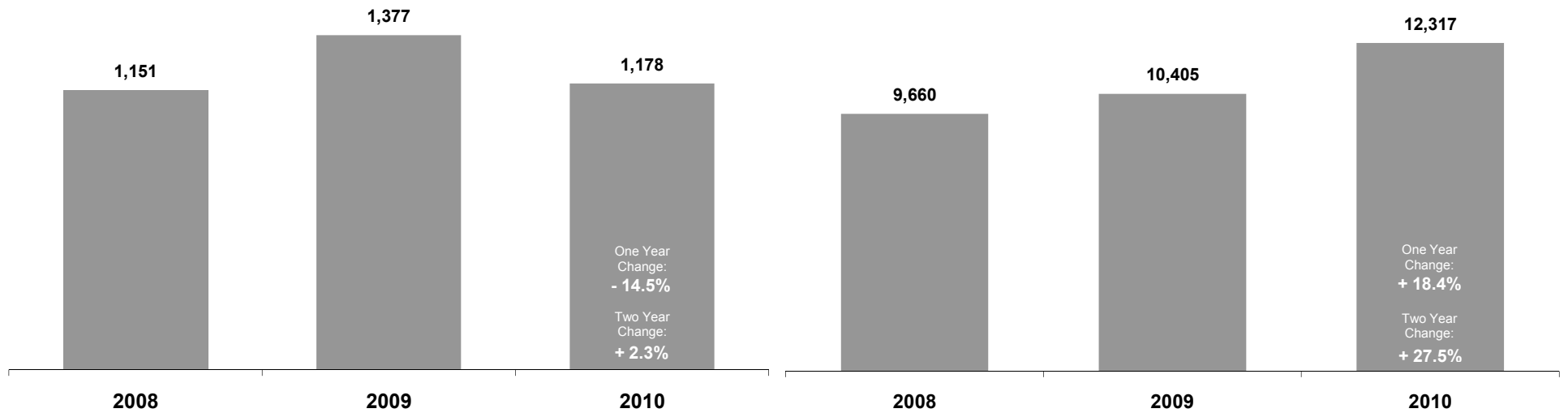
# Closed Sales

A Monthly Indicator from the **Northeast Florida Association of REALTORS®**

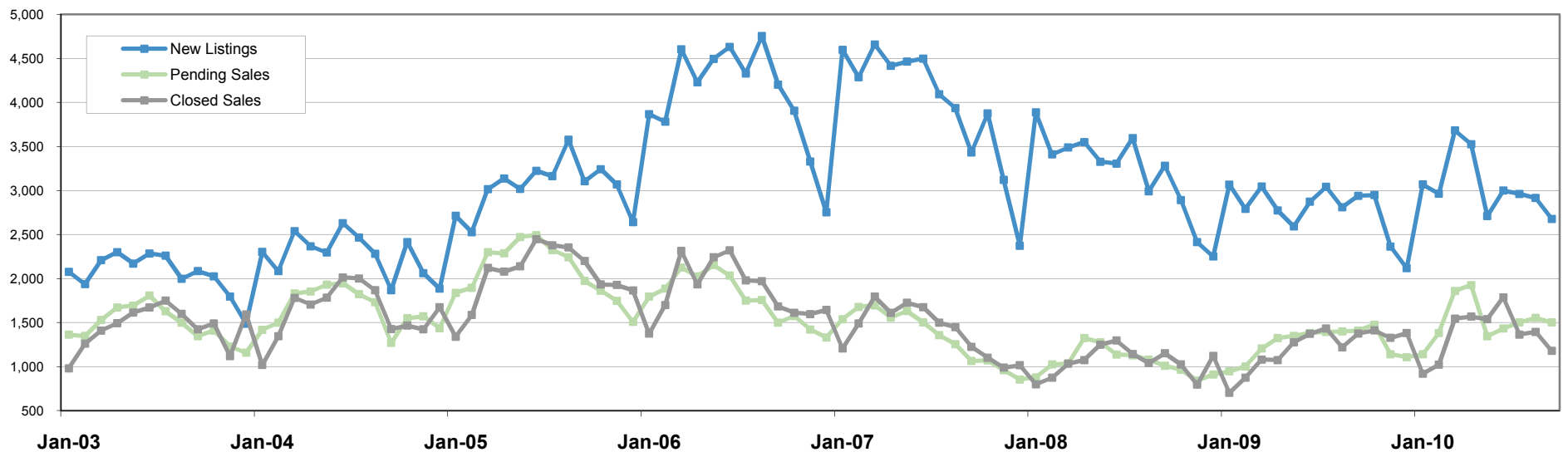


## September

## Year to Date



## Historical Market Activity



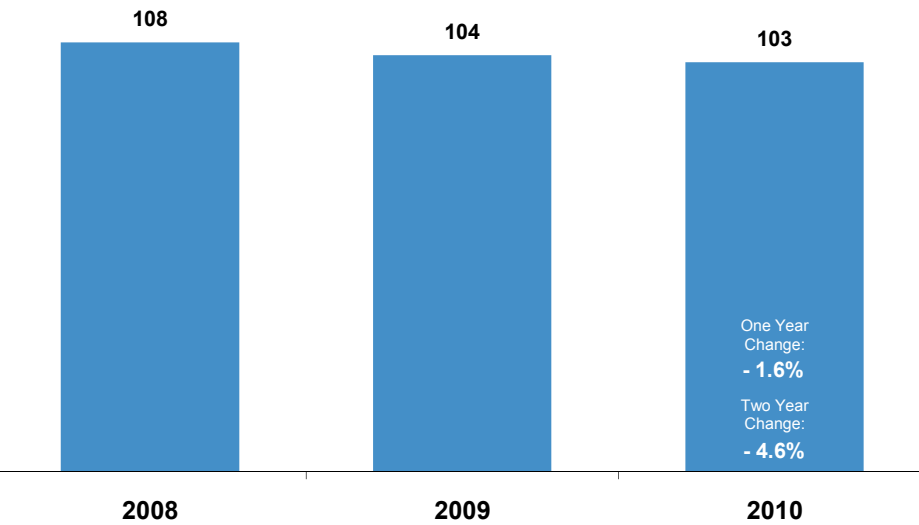
# Days on Market Until Sale

A Monthly Indicator from the Northeast Florida Association of REALTORS®

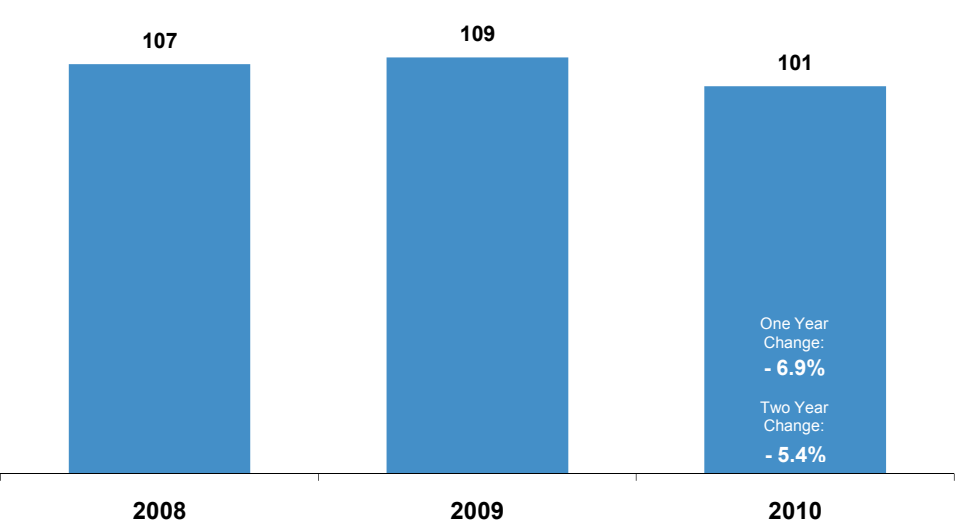


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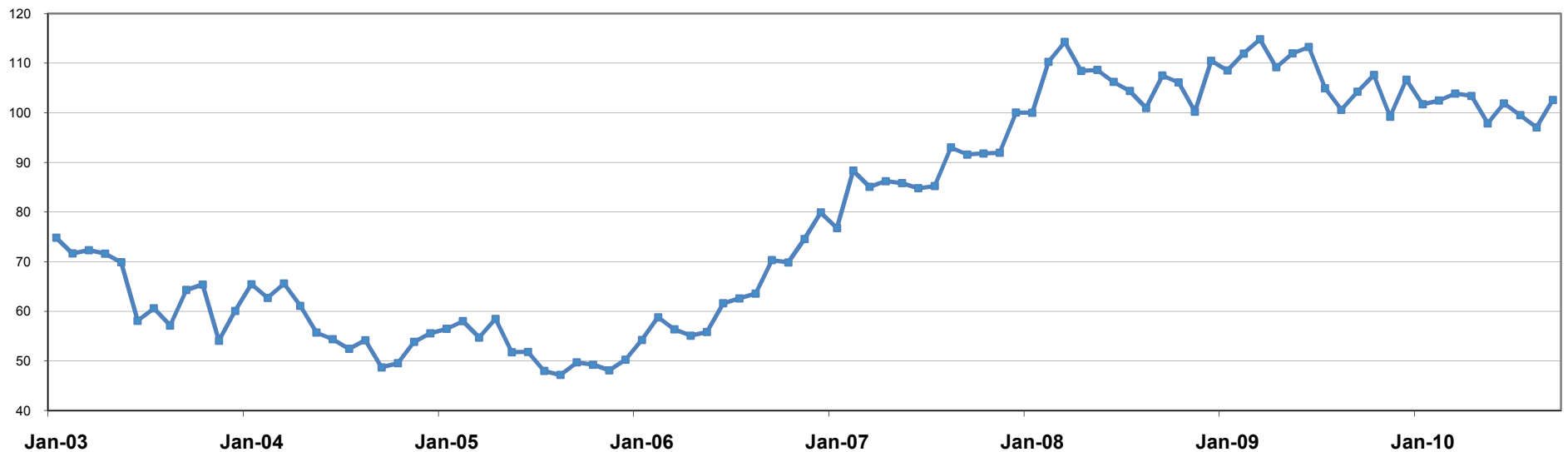
## September



## Year to Date



## Historical Days on Market Until Sale



# Median Sales Price

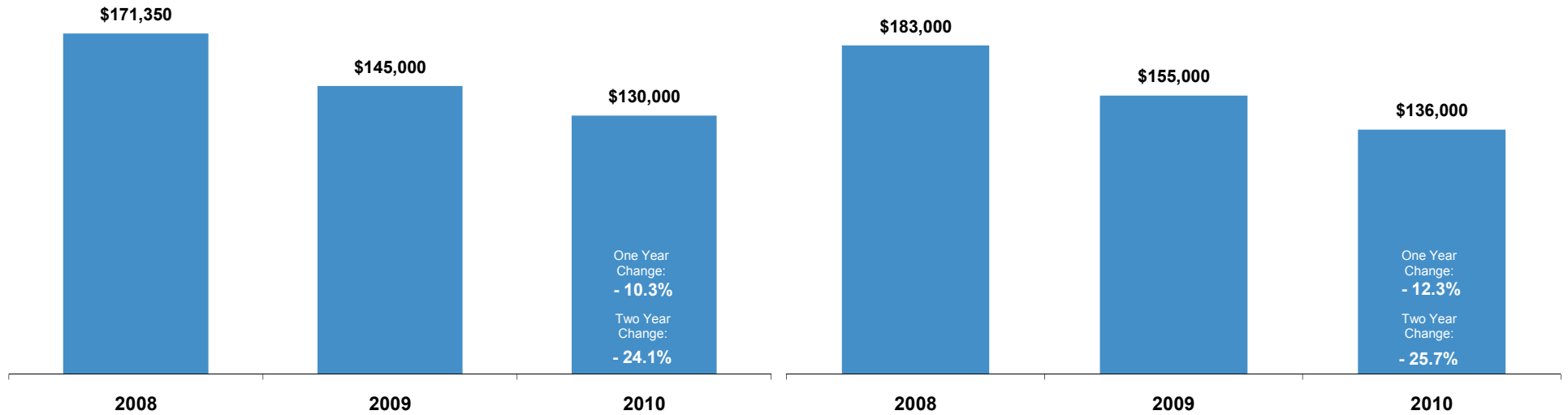
A Monthly Indicator from the **Northeast Florida Association of REALTORS®**



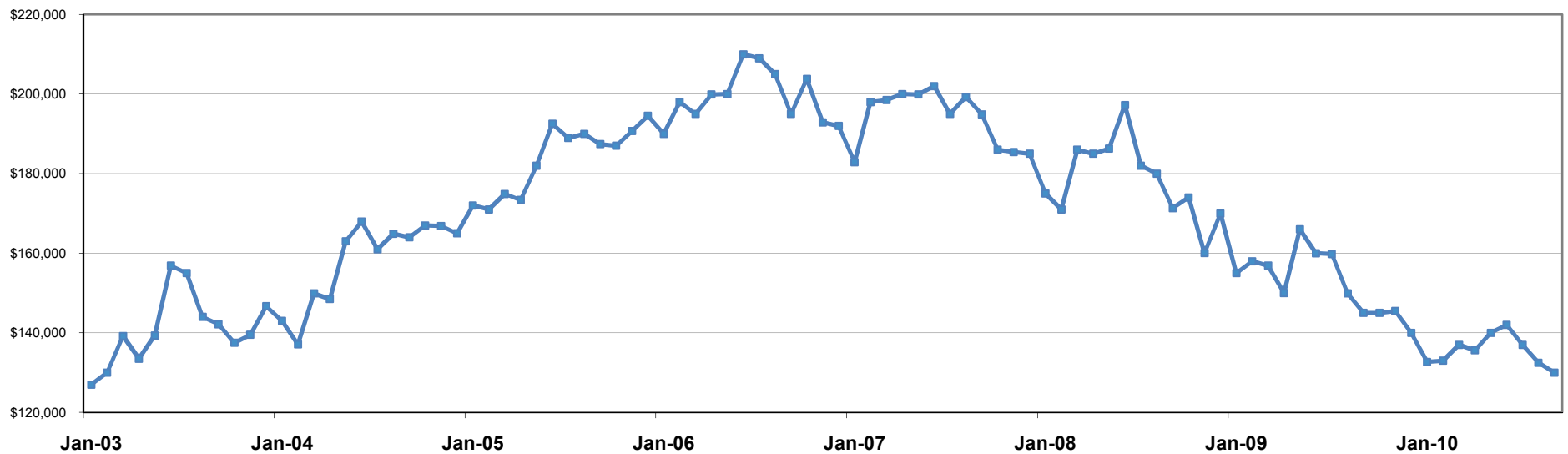
## September

## Year to Date

Figures do not take into account seller concessions.



## Historical Median Prices



# Average Sales Price

A Monthly Indicator from the Northeast Florida Association of REALTORS®

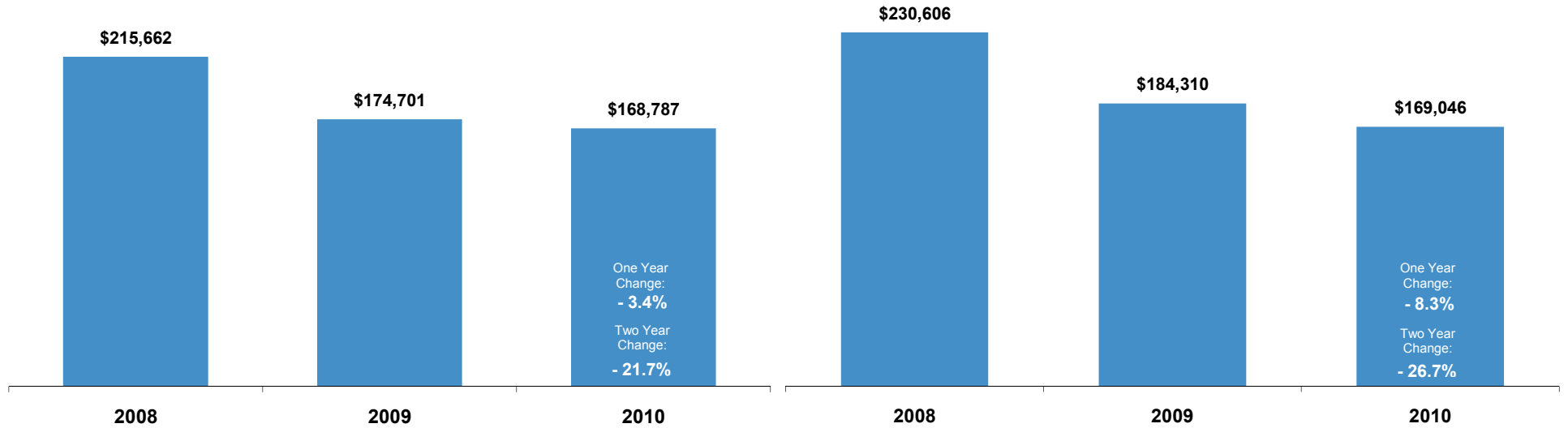


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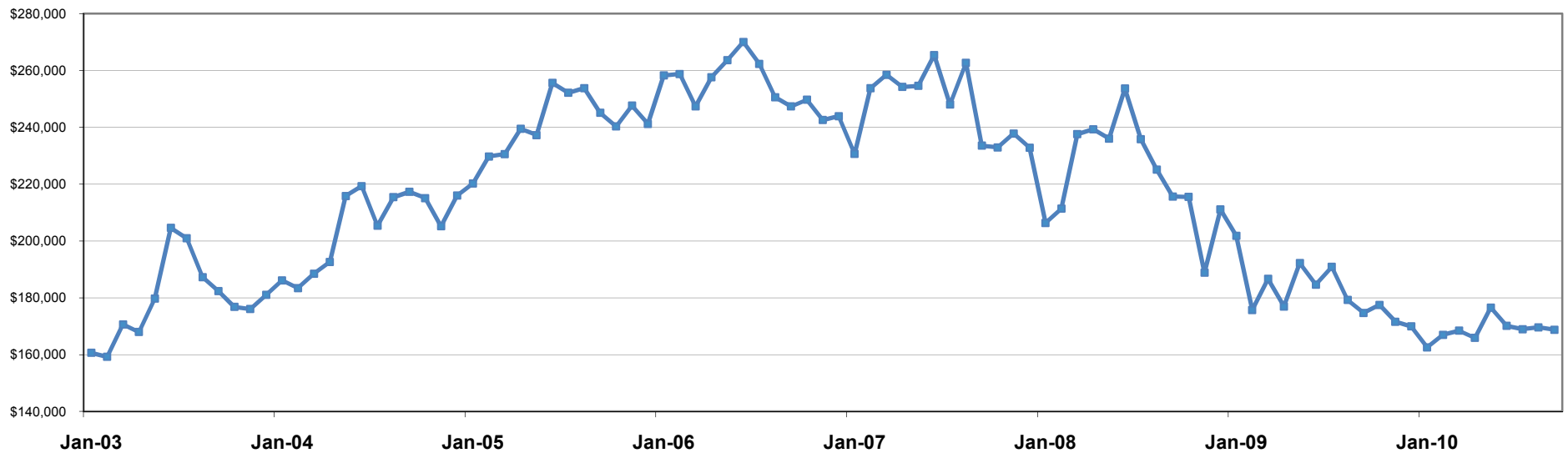
## September

## Year to Date

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## Historical Average Prices

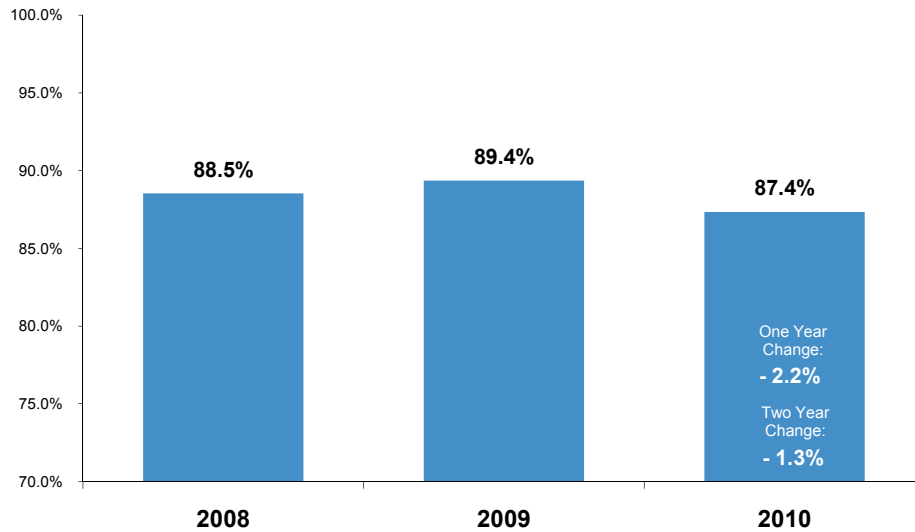


# Percent of Original List Price Received at Sale

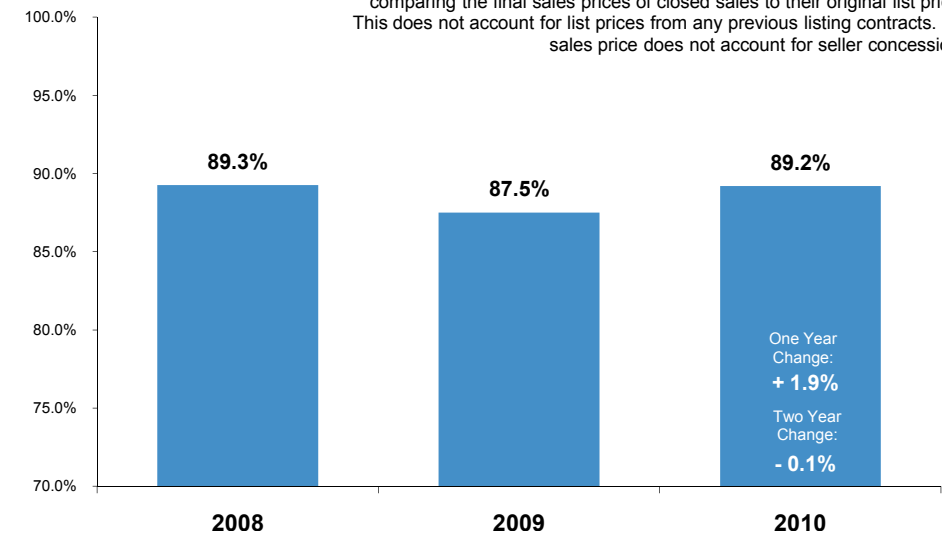
A Monthly Indicator from the Northeast Florida Association of REALTORS®



## September

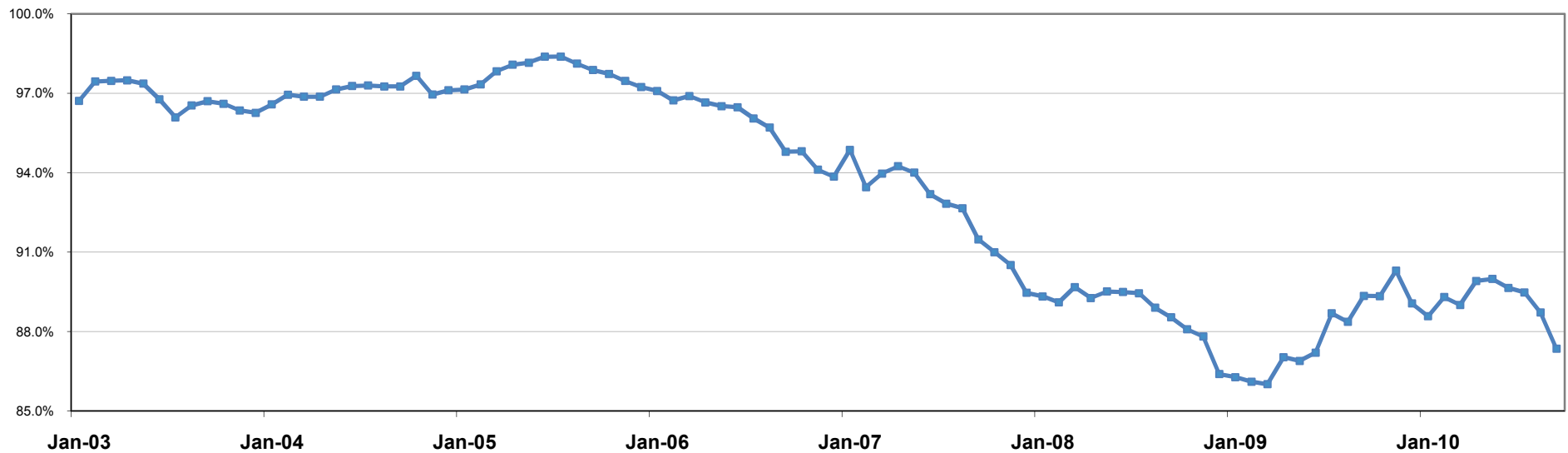


## Year to Date



The Percent of Original List Price Received at Sale is calculated by comparing the final sales prices of closed sales to their original list prices. This does not account for list prices from any previous listing contracts. The sales price does not account for seller concessions.

## Historical Percent of Original List Price Received at Sale





# Housing Affordability Index

A Monthly Indicator from the **Northeast Florida Association of REALTORS®**

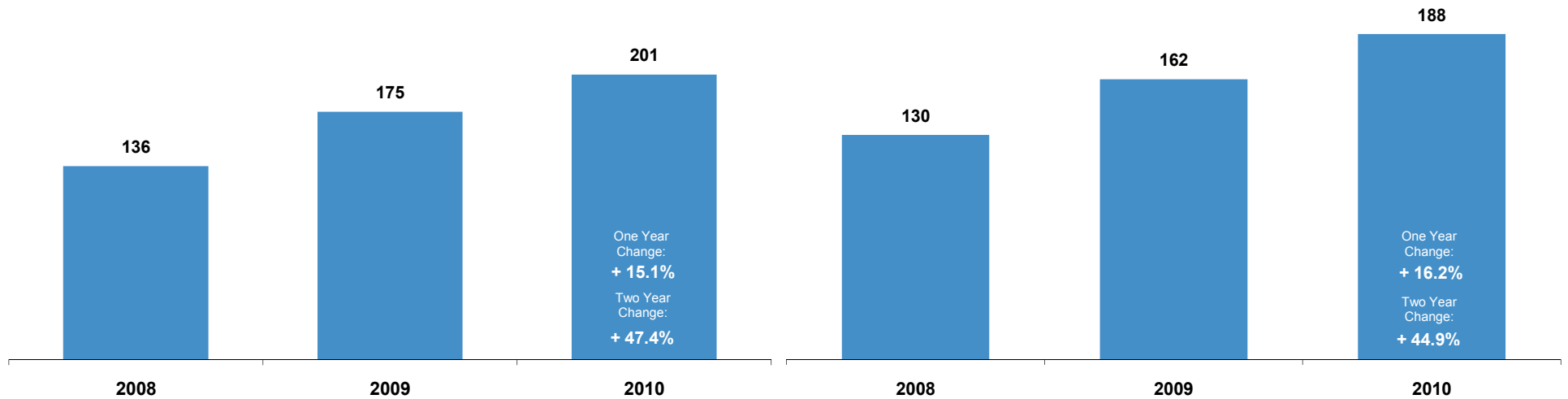


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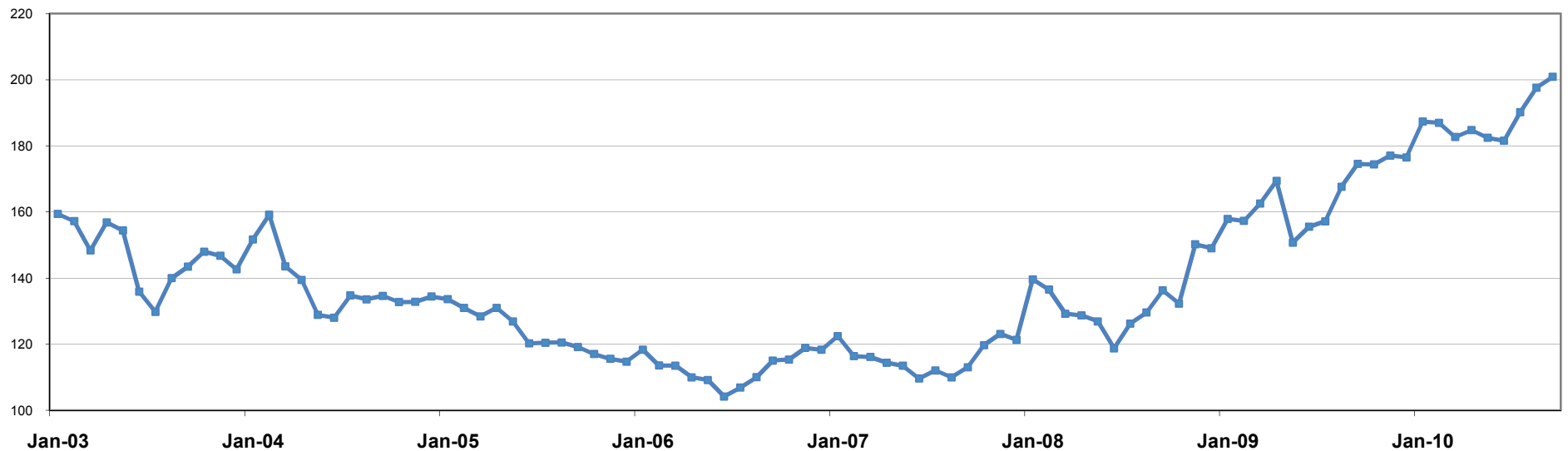
September

Year to Date

The HAI formula measures housing affordability for the Northeast Florida Housing Market. An HAI of 120 means the median family income is 120% of the necessary income to qualify for the median priced home using a 20% down, 30-year fixed rate mortgage.



## Historical Housing Affordability Index



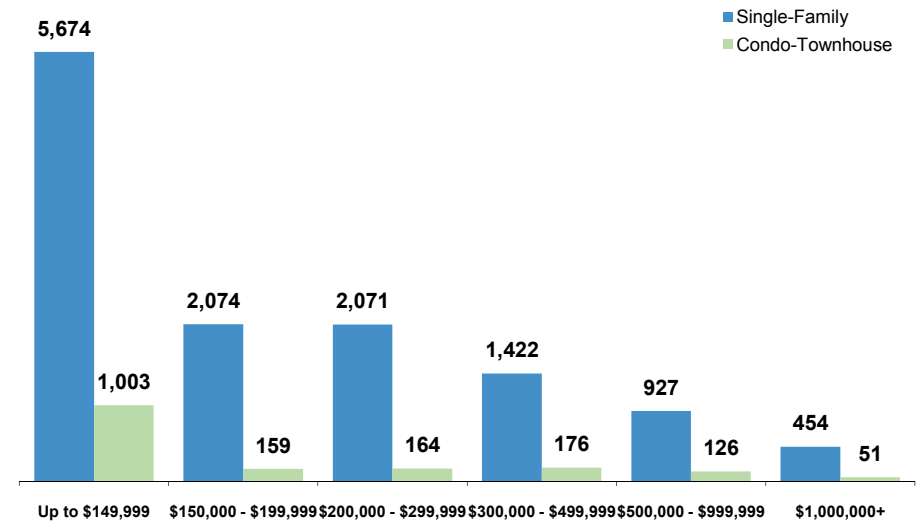
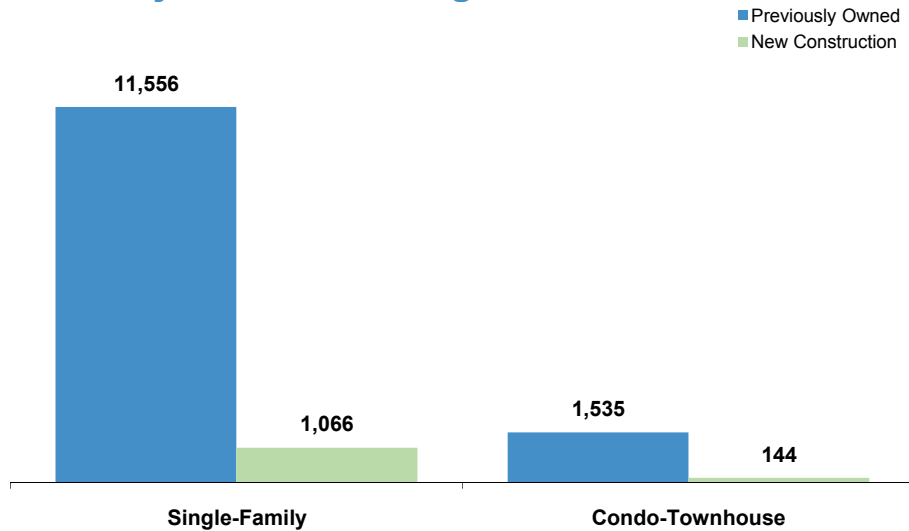
# Housing Supply Outlook

A Monthly Indicator from the **Northeast Florida Association of REALTORS®**

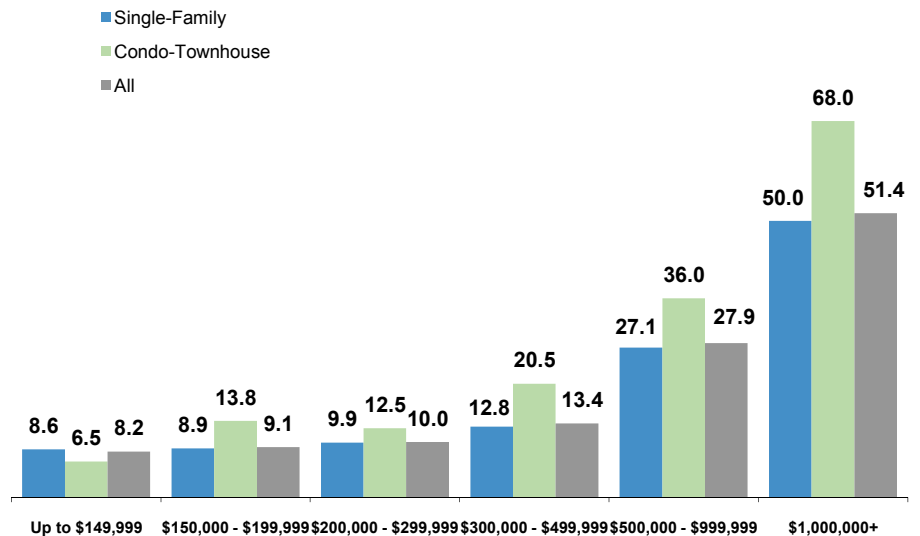
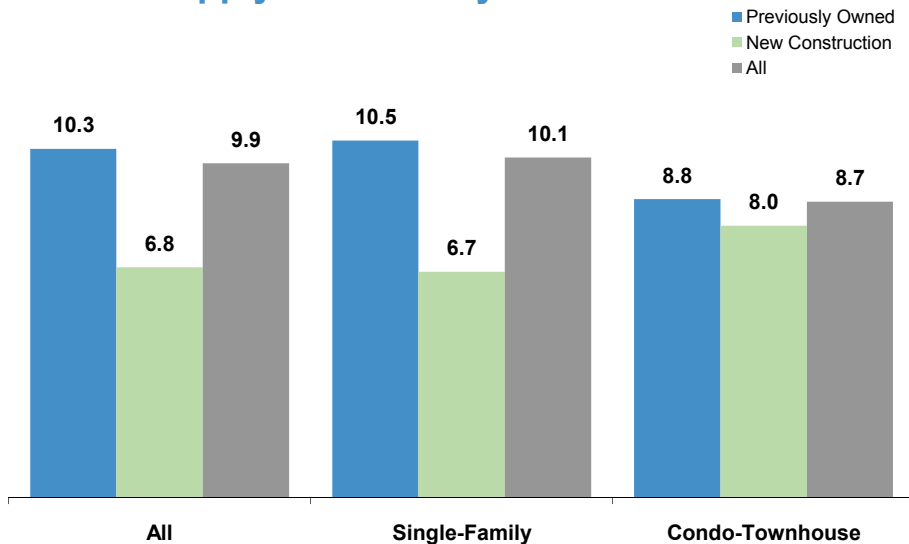


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## Inventory of Active Listings



## Months Supply of Inventory



A market is considered balanced between buyers and sellers when there is roughly a 5 to 6-month supply of homes available for purchase

# Housing Supply Outlook

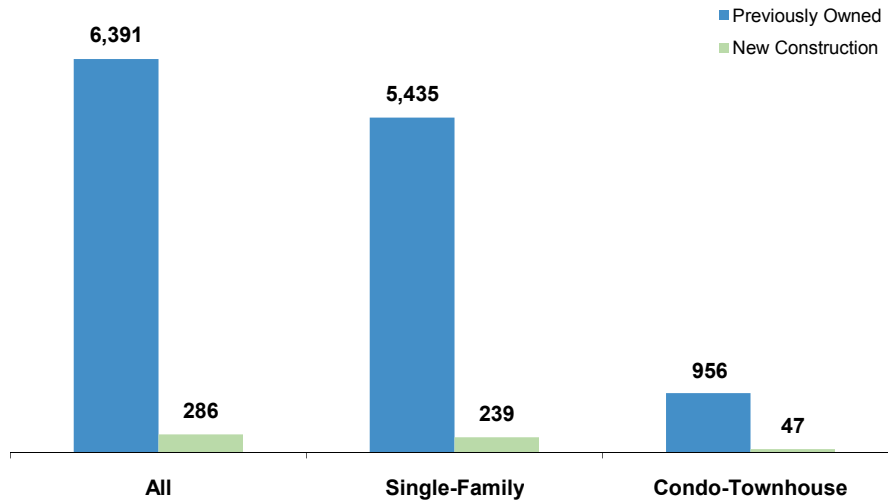
A Monthly Indicator from the Northeast Florida Association of REALTORS®



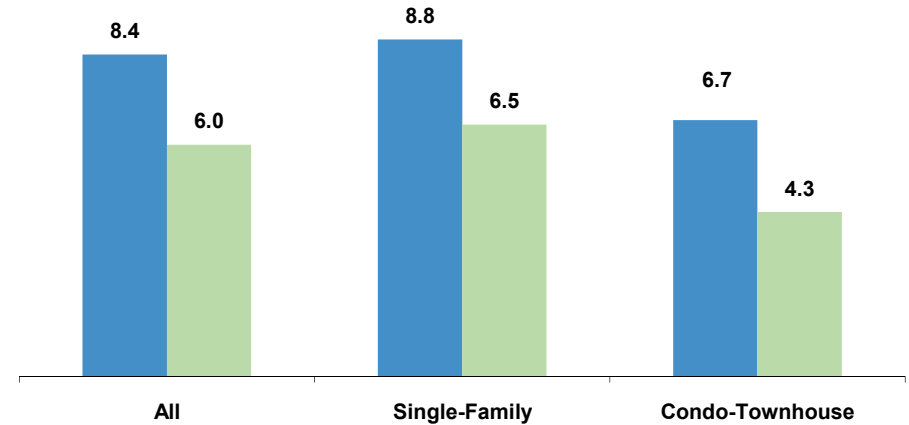
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## Up to \$149,999

### Inventory

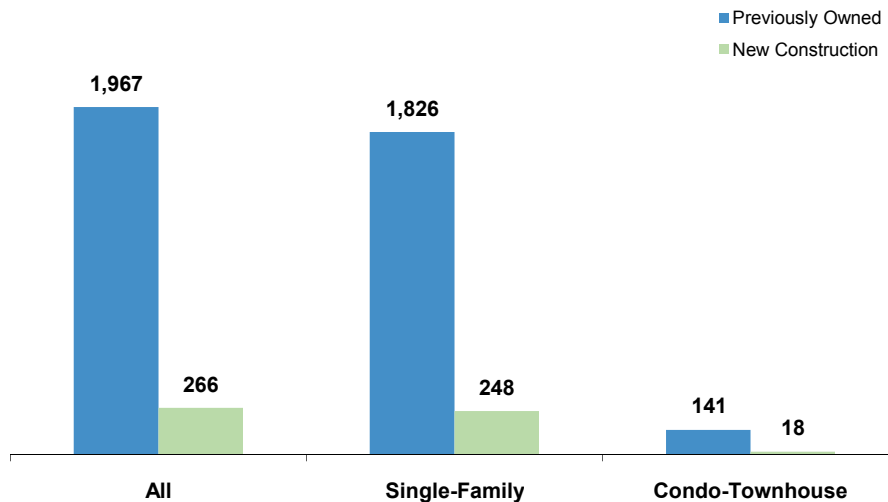


### Months Supply

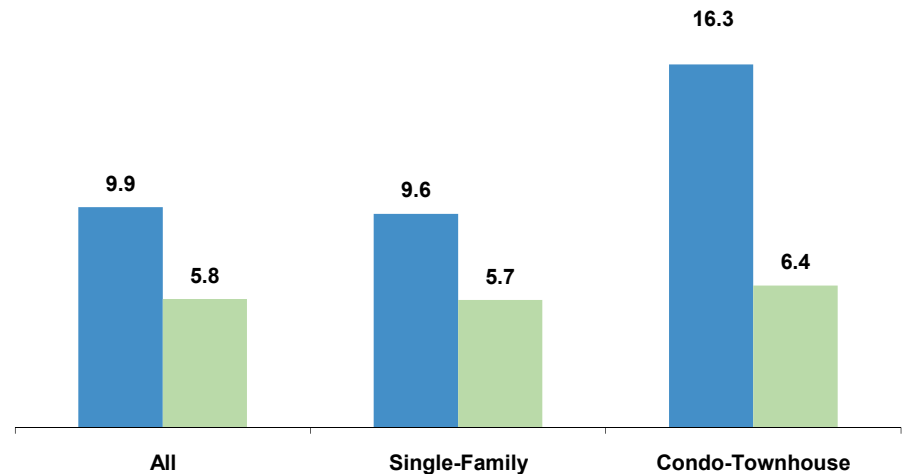


## \$150,000 to \$199,999

### Inventory



### Months Supply



# Housing Supply Outlook

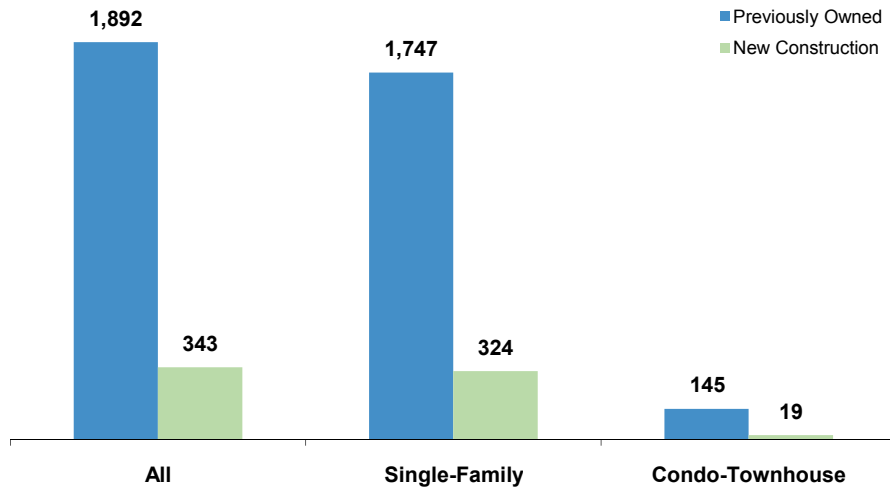
A Monthly Indicator from the Northeast Florida Association of REALTORS®



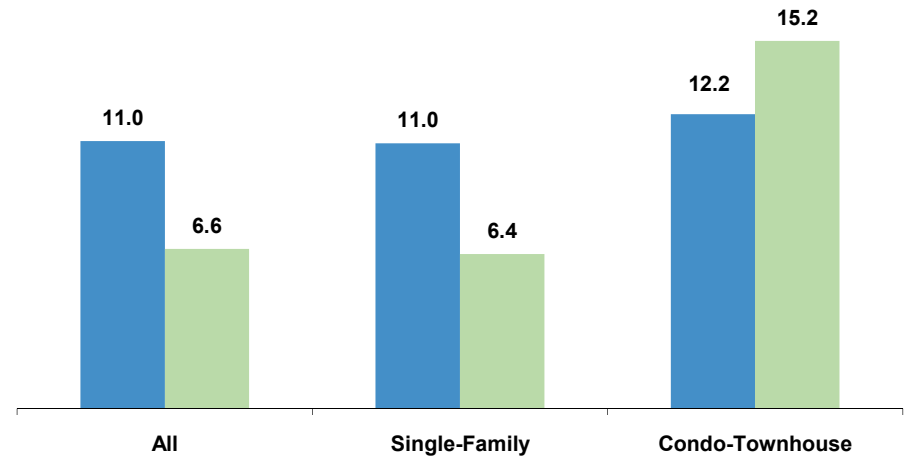
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## \$200,000 to \$299,999

### Inventory

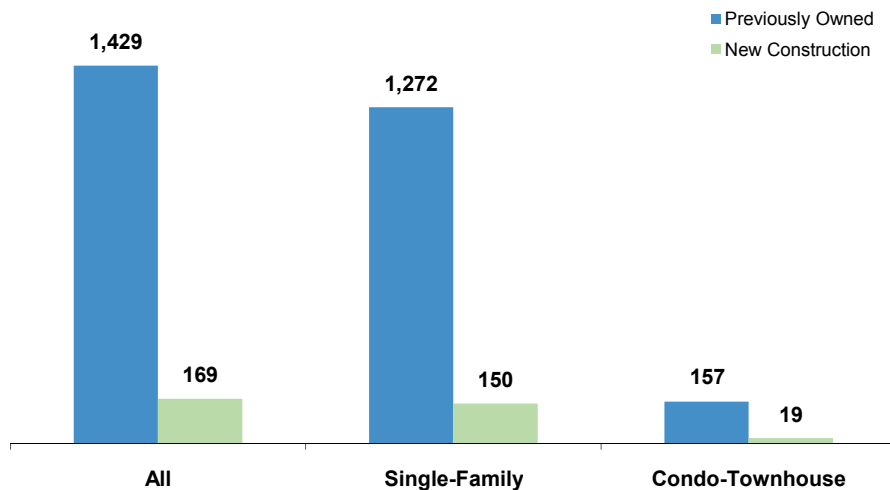


### Months Supply

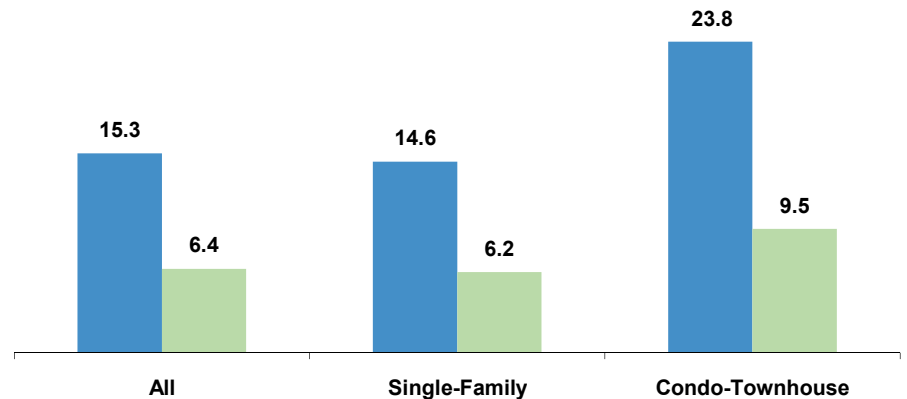


## \$300,000 to \$499,999

### Inventory



### Months Supply



# Housing Supply Outlook

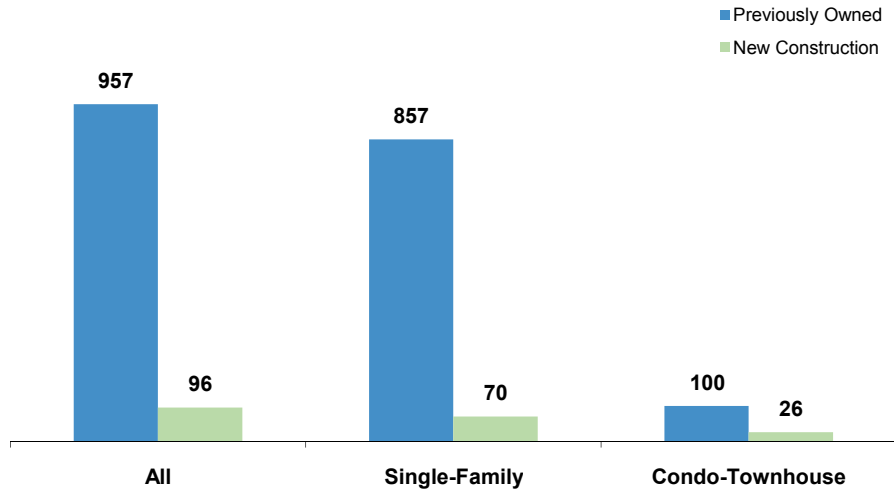
A Monthly Indicator from the Northeast Florida Association of REALTORS®



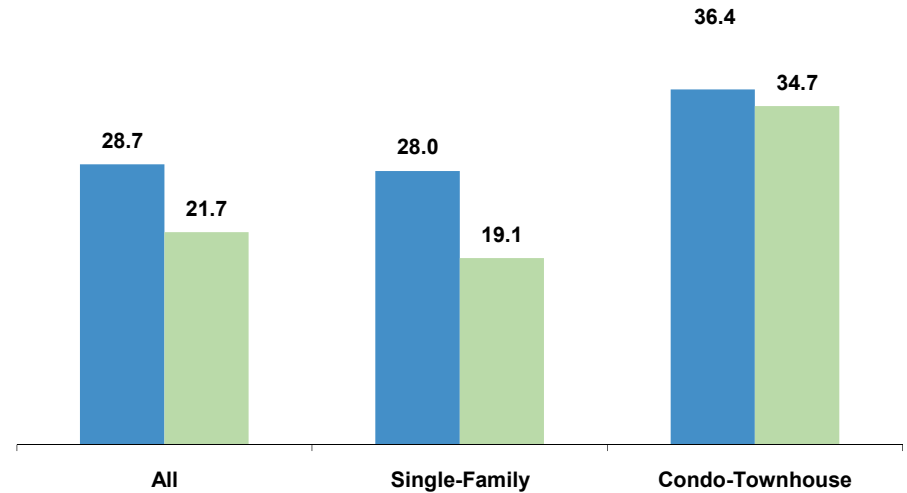
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## \$500,000 to \$999,999

### Inventory

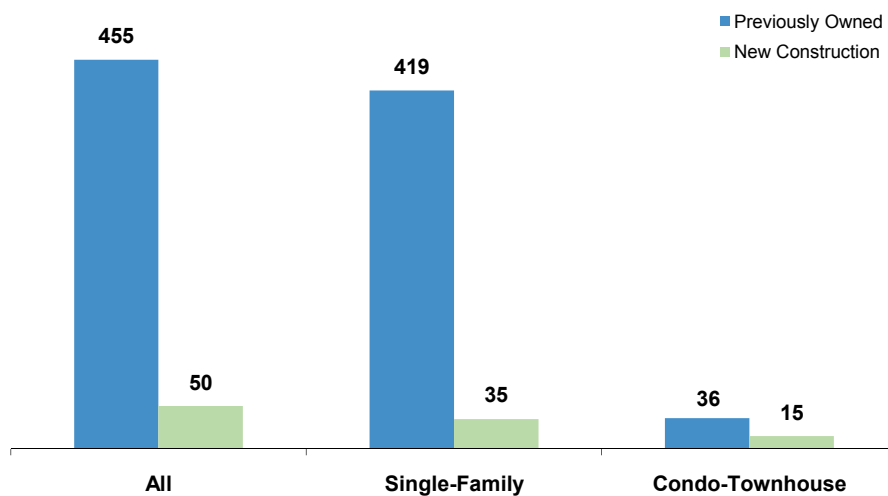


### Months Supply

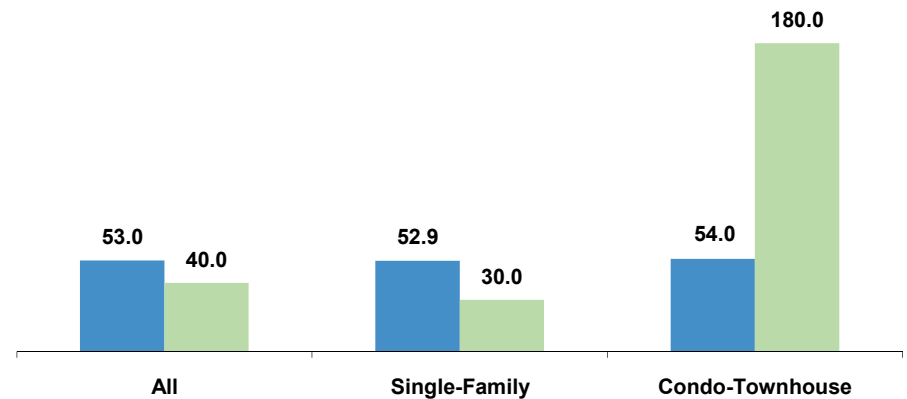


## \$1,000,000 and above

### Inventory



### Months Supply



# Market Overview

A Monthly Indicator from the Northeast Florida Association of REALTORS®



September 2010		This Year	Previous Year	Percent Change	5-Year Average	This Year Year-to-Date	Previous Year Year-to-Date	Percent Change	5-Year Year-to-Date Average
<b>New Listings</b>	Jul	2,961	3,041	- 2.6%	3,604	21,908	20,181	+ 8.6%	24,743
	Aug	2,914	2,809	+ 3.7%	3,481	24,822	22,990	+ 8.0%	28,224
	<b>Sep</b>	<b>2,677</b>	<b>2,941</b>	<b>- 9.0%</b>	<b>3,307</b>	<b>27,499</b>	<b>25,931</b>	<b>+ 6.0%</b>	<b>31,531</b>
<b>Pending Sales</b>	Jul	1,502	1,395	+ 7.7%	1,426	10,585	8,603	+ 23.0%	10,344
	Aug	1,553	1,399	+ 11.0%	1,408	12,138	10,002	+ 21.4%	11,752
	<b>Sep</b>	<b>1,502</b>	<b>1,409</b>	<b>+ 6.6%</b>	<b>1,297</b>	<b>13,640</b>	<b>11,411</b>	<b>+ 19.5%</b>	<b>13,049</b>
<b>Closed Sales</b>	Jul	1,364	1,433	- 4.8%	1,484	9,745	7,809	+ 24.8%	9,978
	Aug	1,394	1,219	+ 14.4%	1,414	11,139	9,028	+ 23.4%	11,391
	<b>Sep</b>	<b>1,178</b>	<b>1,377</b>	<b>- 14.5%</b>	<b>1,323</b>	<b>12,317</b>	<b>10,405</b>	<b>+ 18.4%</b>	<b>12,714</b>
<b>Days on Market Until Sale</b>	Jul	100	105	- 5.2%	91	102	111	- 8.2%	93
	Aug	97	101	- 3.5%	91	101	109	- 7.6%	92
	<b>Sep</b>	<b>103</b>	<b>104</b>	<b>- 1.6%</b>	<b>95</b>	<b>101</b>	<b>109</b>	<b>- 6.9%</b>	<b>93</b>
<b>Median Sales Price</b>	Jul	\$137,000	\$159,800	- 14.3%	\$176,560	\$137,500	\$159,900	- 14.0%	\$176,040
	Aug	\$132,500	\$149,900	- 11.6%	\$173,330	\$136,988	\$157,500	- 13.0%	\$175,498
	<b>Sep</b>	<b>\$130,000</b>	<b>\$145,000</b>	<b>- 10.3%</b>	<b>\$167,250</b>	<b>\$136,000</b>	<b>\$155,000</b>	<b>- 12.3%</b>	<b>\$174,281</b>
<b>Average Sales Price</b>	Jul	\$168,974	\$190,903	- 11.5%	\$221,198	\$168,995	\$186,794	- 9.5%	\$220,493
	Aug	\$169,620	\$179,254	- 5.4%	\$217,449	\$169,073	\$185,776	- 9.0%	\$220,087
	<b>Sep</b>	<b>\$168,787</b>	<b>\$174,701</b>	<b>- 3.4%</b>	<b>\$208,008</b>	<b>\$169,046</b>	<b>\$184,310</b>	<b>- 8.3%</b>	<b>\$218,795</b>
<b>Total Active Listings Available</b>	Jul	15,985	16,158	- 1.1%					
	Aug	15,762	16,179	- 2.6%	--	--	--	--	--
	<b>Sep</b>	<b>15,266</b>	<b>16,108</b>	<b>- 5.2%</b>					
<b>Percent of Original List Price Received At Sale</b>	Jul	89.5%	88.7%	+ 0.9%	91.3%	91.3%	87.0%	+ 4.9%	89.5%
	Aug	88.7%	88.4%	+ 0.4%	90.9%	90.9%	87.2%	+ 4.2%	89.4%
	<b>Sep</b>	<b>87.4%</b>	<b>89.4%</b>	<b>- 2.2%</b>	<b>90.3%</b>	<b>90.3%</b>	<b>87.5%</b>	<b>+ 3.2%</b>	<b>89.2%</b>
<b>Housing Affordability Index</b>	Jul	190	157	+ 21.0%	139	185	158	+ 16.6%	
	Aug	198	168	+ 17.9%	143	186	160	+ 16.7%	--
	<b>Sep</b>	<b>201</b>	<b>175</b>	<b>+ 15.1%</b>	<b>148</b>	<b>188</b>	<b>162</b>	<b>+ 16.2%</b>	
<b>Months Supply of Inventory</b>	Jul	11.0	14.5	- 23.7%					
	Aug	10.6	14.1	- 24.7%	--	--	--	--	--
	<b>Sep</b>	<b>9.9</b>	<b>13.5</b>	<b>- 26.9%</b>					

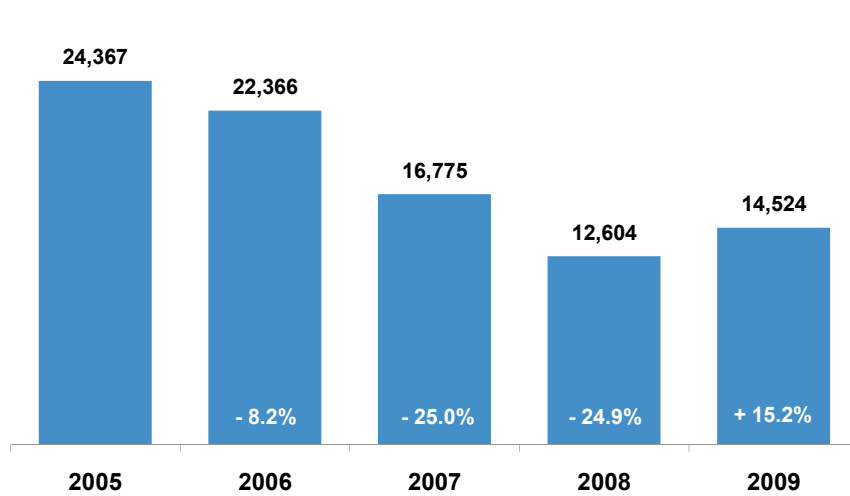
# Annual Review

A Monthly Indicator from the Northeast Florida Association of REALTORS®

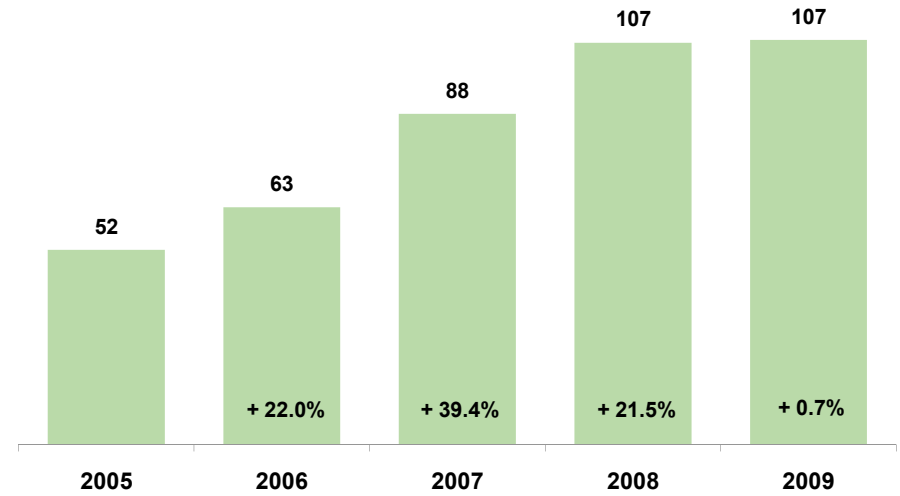


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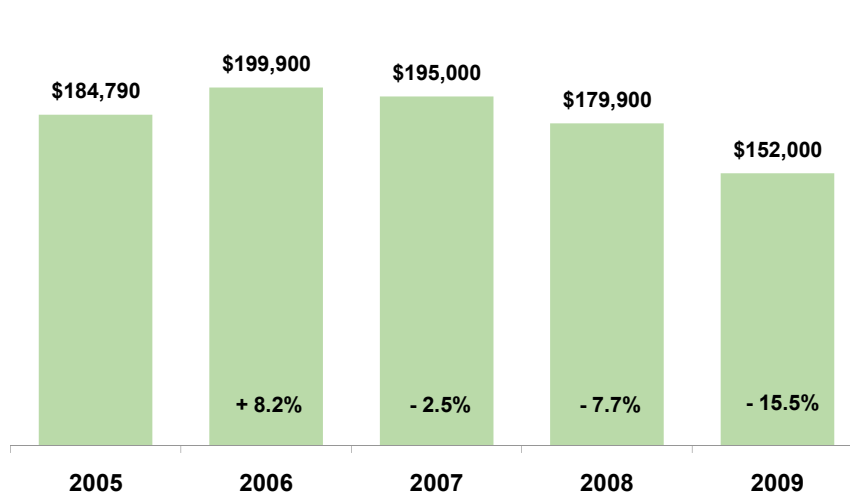
## Closed Sales



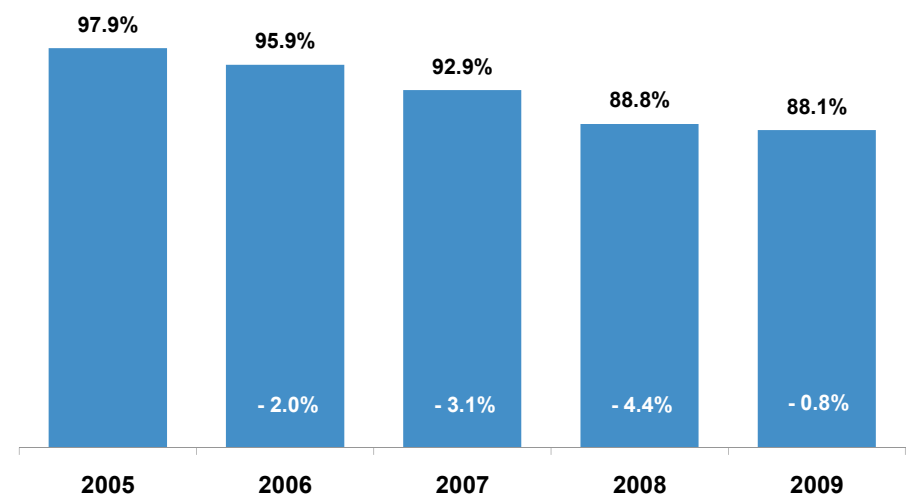
## Days on Market Until Sale



## Median Sales Price



## Percent of Original List Price Received at Sale



# Local Market Updates

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## Region 01 Southside/Mandarin/ Bartram

### September

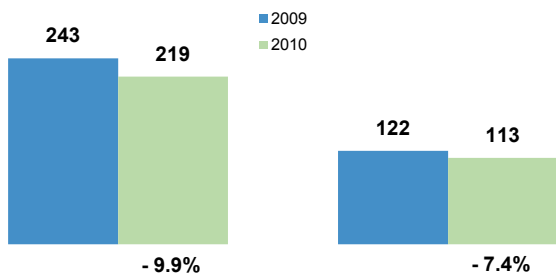
### Year to Date

Duval County, FL

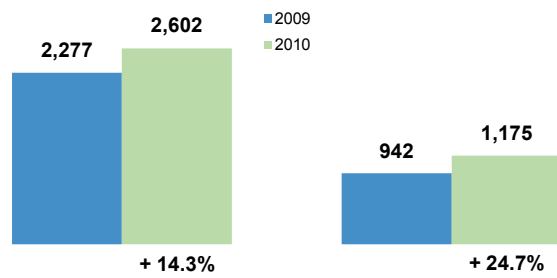
	2009	2010	Change	2009	2010	Change
New Listings	243	219	- 9.9%	2,277	2,602	+ 14.3%
Closed Sales	122	113	- 7.4%	942	1,175	+ 24.7%
Median Sales Price*	\$161,250	\$143,750	- 10.9%	\$176,000	\$152,000	- 13.6%
Percent of Original List Price Received at Sale*	92.0%	87.5%	- 4.9%	88.6%	90.2%	+ 1.7%
Average Days on Market Until Sale	93	92	- 1.0%	111	103	- 6.6%
Single-Family Detached Inventory	1,063	1,105	+ 4.0%	--	--	--
Townhouse-Condo Inventory	278	186	- 33.1%	--	--	--

\*Does not account for seller concessions

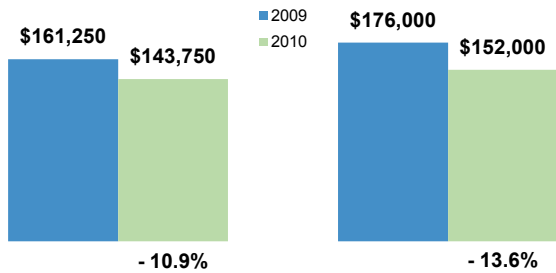
Activity—Most Recent Month



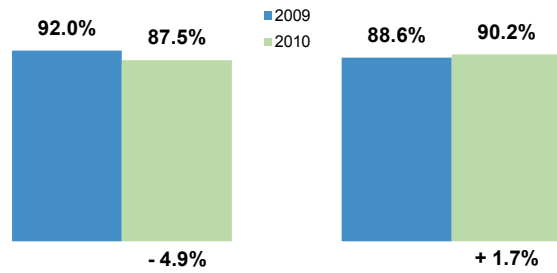
Activity—Year to Date



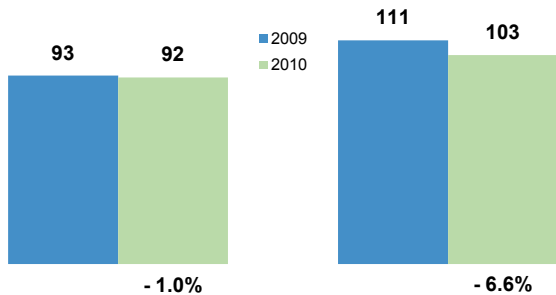
Median Sales Price



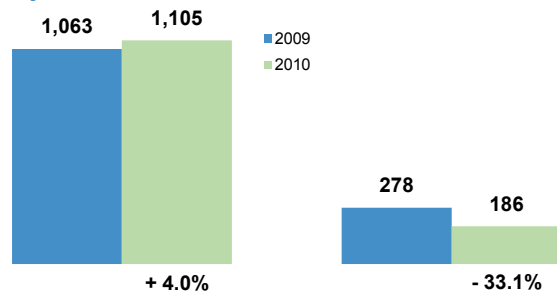
Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month





# Local Market Updates

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## Region 02

### Southside

### September

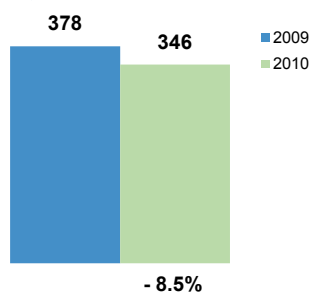
### Year to Date

Duval County, FL

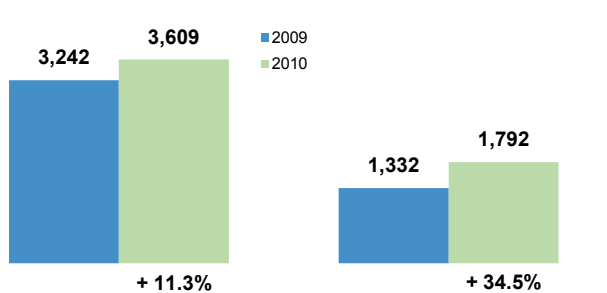
	2009	2010	Change	2009	2010	Change
<b>New Listings</b>	378	346	- 8.5%	3,242	3,609	+ 11.3%
<b>Closed Sales</b>	163	185	+ 13.5%	1,332	1,792	+ 34.5%
<b>Median Sales Price*</b>	\$133,000	\$144,500	+ 8.6%	\$152,360	\$129,000	- 15.3%
<b>Percent of Original List Price Received at Sale*</b>	90.2%	88.3%	- 2.1%	88.5%	90.1%	+ 1.8%
<b>Average Days on Market Until Sale</b>	87	96	+ 10.8%	101	95	- 5.4%
<b>Single-Family Detached Inventory</b>	1,247	1,169	- 6.3%	--	--	--
<b>Townhouse-Condo Inventory</b>	604	451	- 25.3%	--	--	--

\*Does not account for seller concessions

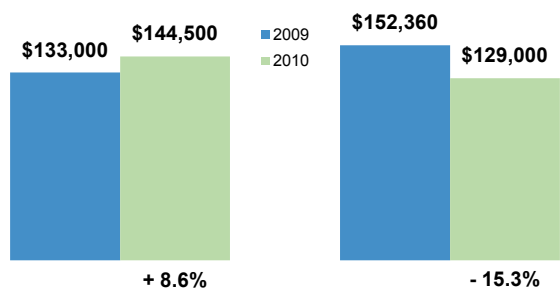
#### Activity—Most Recent Month



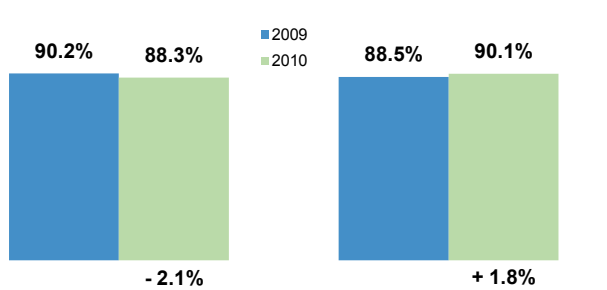
#### Activity—Year to Date



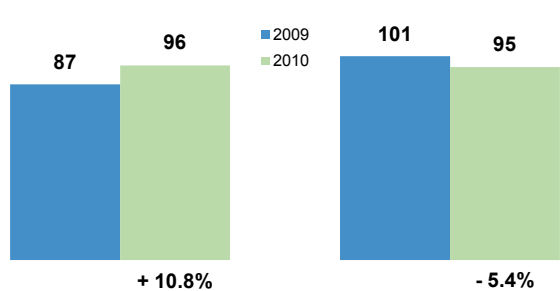
#### Median Sales Price



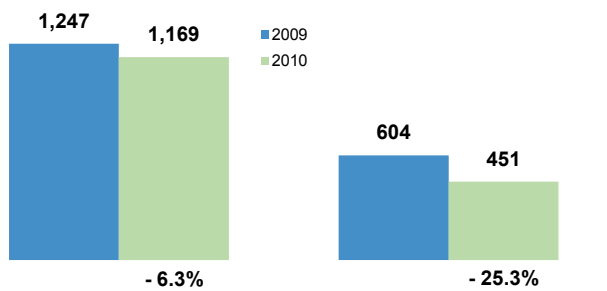
#### Percent of Original List Price Received at Sale



#### Days on Market Until Sale



#### Activity—Most Recent Month



# Local Market Updates

A free research tool from the Northeast Florida Association of REALTORS®



## Region 03

### Riverside/Avondale/ Ortega

Duval County, FL

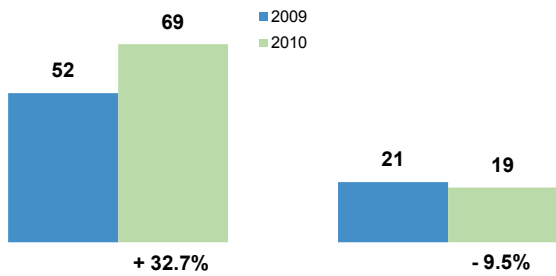
### September

### Year to Date

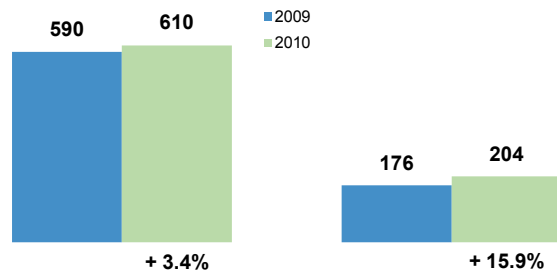
	2009	2010	Change	2009	2010	Change
New Listings	52	69	+ 32.7%	590	610	+ 3.4%
Closed Sales	21	19	- 9.5%	176	204	+ 15.9%
Median Sales Price*	\$182,500	\$258,750	+ 41.8%	\$190,000	\$187,500	- 1.3%
Percent of Original List Price Received at Sale*	87.3%	84.6%	- 3.2%	85.5%	86.6%	+ 1.3%
Average Days on Market Until Sale	82	120	+ 46.5%	123	120	- 2.0%
Single-Family Detached Inventory	319	303	- 5.0%	--	--	--
Townhouse-Condo Inventory	78	63	- 19.2%	--	--	--

\*Does not account for seller concessions

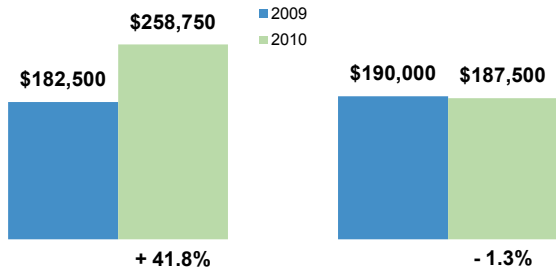
Activity—Most Recent Month



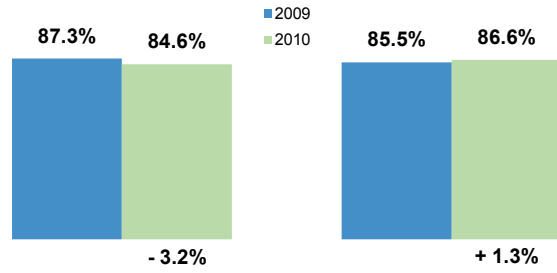
Activity—Year to Date



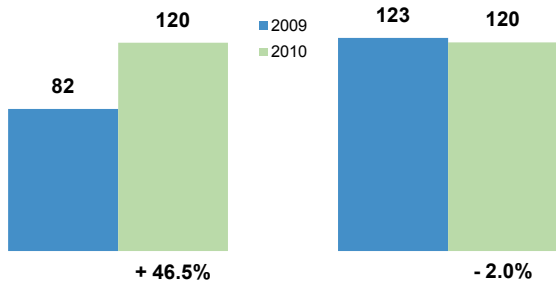
Median Sales Price



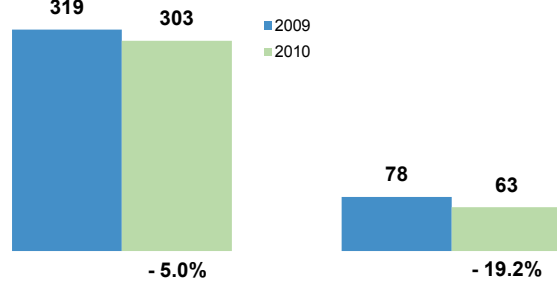
Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month



# Local Market Updates

A free research tool from the Northeast Florida Association of REALTORS®



## Region 04 Arlington/Fort Caroline

### September

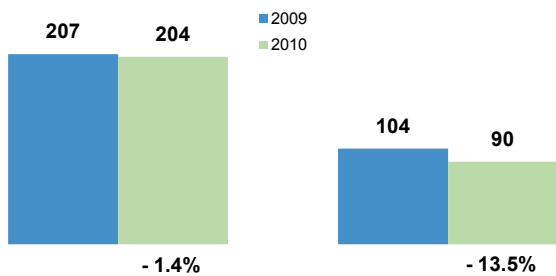
### Year to Date

Duval County, FL

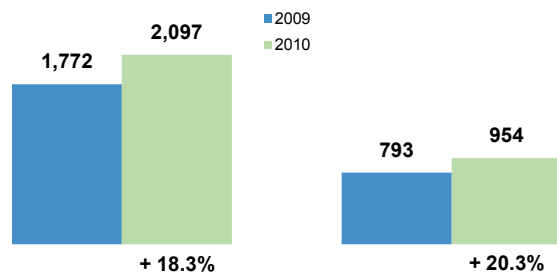
	2009	2010	Change	2009	2010	Change
New Listings	207	204	- 1.4%	1,772	2,097	+ 18.3%
Closed Sales	104	90	- 13.5%	793	954	+ 20.3%
Median Sales Price*	\$137,250	\$99,000	- 27.9%	\$139,900	\$120,000	- 14.2%
Percent of Original List Price Received at Sale*	91.4%	85.5%	- 6.5%	87.6%	90.0%	+ 2.6%
Average Days on Market Until Sale	83	91	+ 9.4%	102	86	- 15.9%
Single-Family Detached Inventory	904	938	+ 3.8%	--	--	--
Townhouse-Condo Inventory	109	71	- 34.9%	--	--	--

\*Does not account for seller concessions

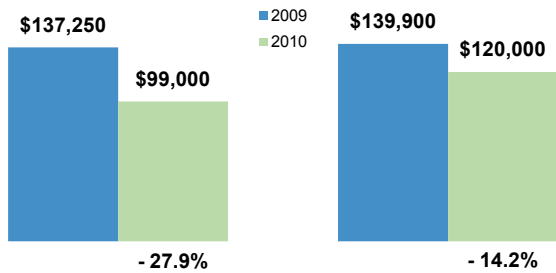
Activity—Most Recent Month



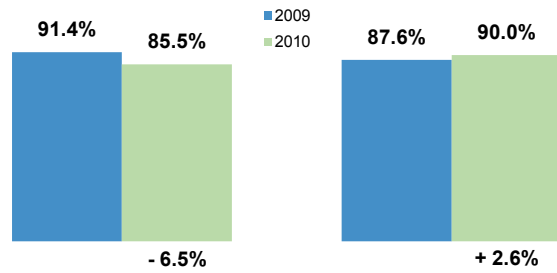
Activity—Year to Date



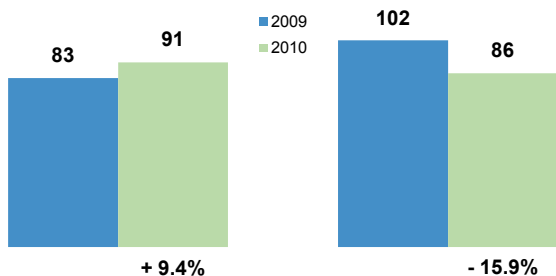
Median Sales Price



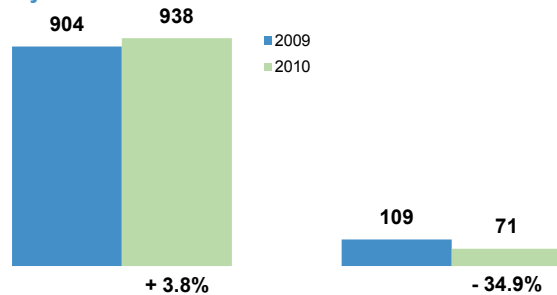
Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month



# Local Market Updates

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## Region 05

### Hyde Grove/Murray Hill/Lakeshore/Wesconnett

### September

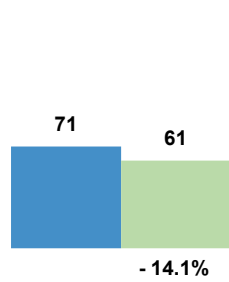
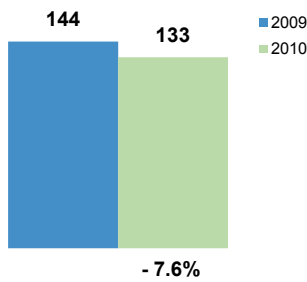
### Year to Date

Duval County, FL

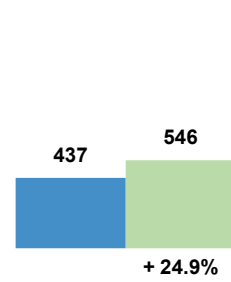
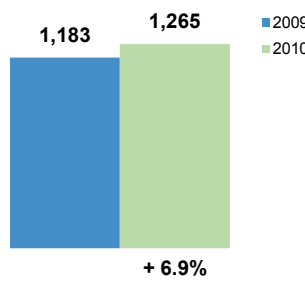
	2009	2010	Change	2009	2010	Change
New Listings	144	133	- 7.6%	1,183	1,265	+ 6.9%
Closed Sales	71	61	- 14.1%	437	546	+ 24.9%
Median Sales Price*	\$99,000	\$56,700	- 42.7%	\$84,000	\$66,500	- 20.8%
Percent of Original List Price Received at Sale*	84.8%	86.4%	+ 1.9%	84.6%	88.3%	+ 4.4%
Average Days on Market Until Sale	128	84	- 34.3%	95	84	- 11.5%
Single-Family Detached Inventory	589	550	- 6.6%	--	--	--
Townhouse-Condo Inventory	50	38	- 24.0%	--	--	--

\*Does not account for seller concessions

#### Activity—Most Recent Month



#### Activity—Year to Date



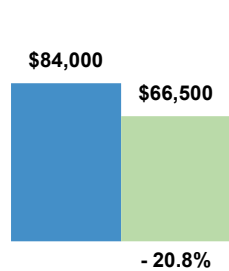
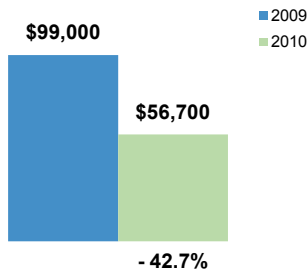
New Listings

Closed Sales

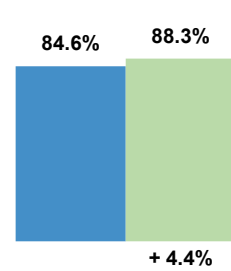
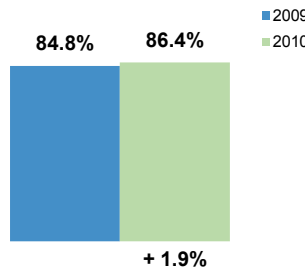
New Listings

Closed Sales

#### Median Sales Price



#### Percent of Original List Price Received at Sale



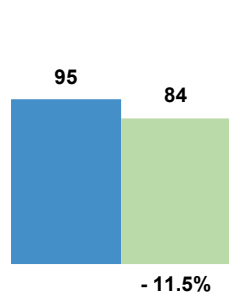
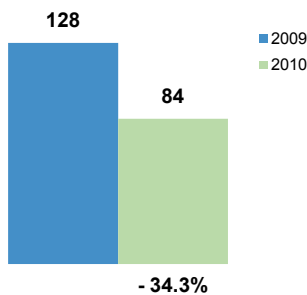
September

Year to Date

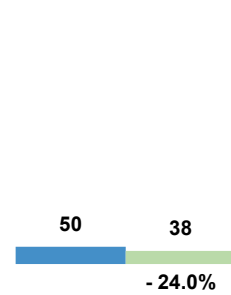
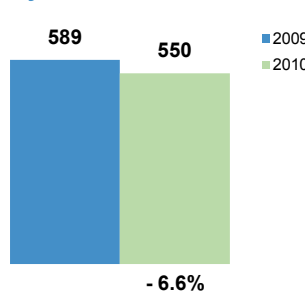
September

Year to Date

#### Days on Market Until Sale



#### Activity—Most Recent Month



September

Year to Date

Single-Family Detached

Townhouse-Condo Attached

# Local Market Updates

A free research tool from the Northeast Florida Association of REALTORS®



## Region 06

### West Jacksonville

### September

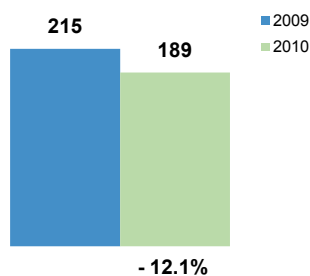
### Year to Date

Duval County, FL

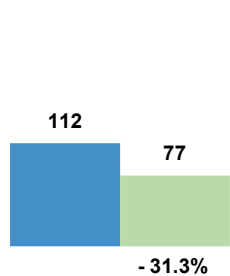
	2009	2010	Change	2009	2010	Change
New Listings	215	189	- 12.1%	1,664	1,890	+ 13.6%
Closed Sales	112	77	- 31.3%	740	902	+ 21.9%
Median Sales Price*	\$117,500	\$74,900	- 36.3%	\$125,000	\$104,450	- 16.4%
Percent of Original List Price Received at Sale*	91.2%	85.4%	- 6.3%	88.5%	91.4%	+ 3.3%
Average Days on Market Until Sale	84	104	+ 24.7%	102	86	- 15.8%
Single-Family Detached Inventory	888	854	- 3.8%	--	--	--
Townhouse-Condo Inventory	39	32	- 17.9%	--	--	--

\*Does not account for seller concessions

#### Activity—Most Recent Month

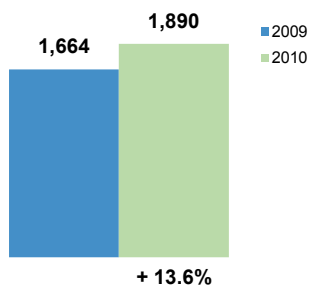


New Listings

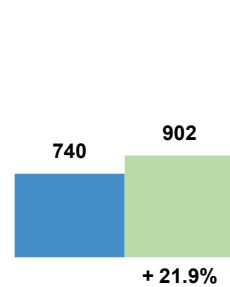


Closed Sales

#### Activity—Year to Date

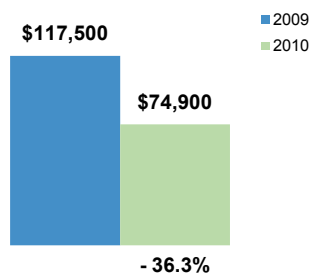


New Listings

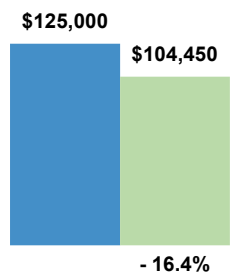


Closed Sales

#### Median Sales Price

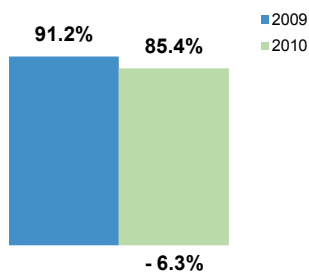


September

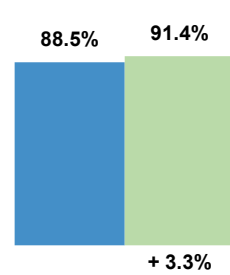


Year to Date

#### Percent of Original List Price Received at Sale

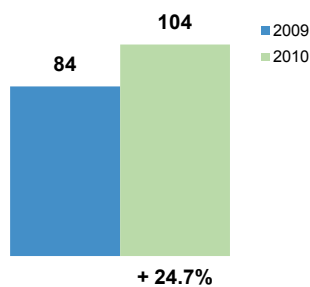


September

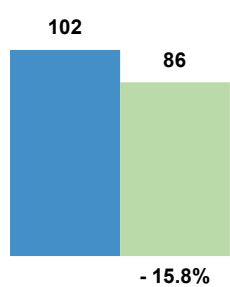


Year to Date

#### Days on Market Until Sale

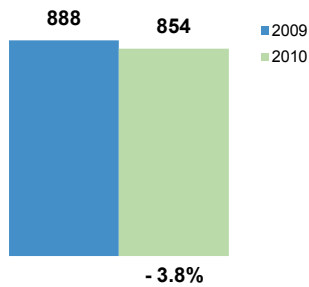


September

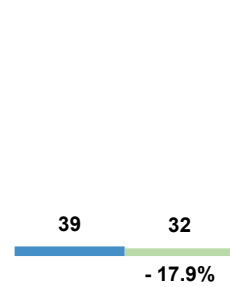


Year to Date

#### Activity—Most Recent Month



Single-Family Detached



Townhouse-Condo Attached

# Local Market Updates

A free research tool from the Northeast Florida Association of REALTORS®



## Region 07

Springfield/Downtown/Paxon/Trout  
River South

September

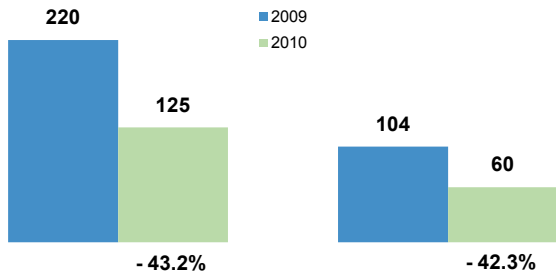
Year to Date

Duval County, FL

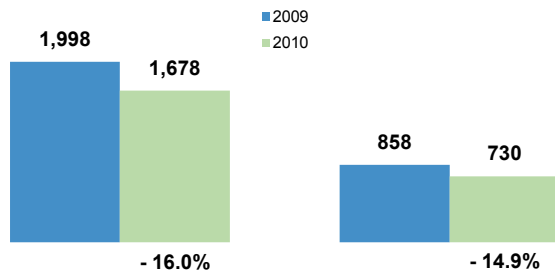
	2009	2010	Change	2009	2010	Change
New Listings	220	125	- 43.2%	1,998	1,678	- 16.0%
Closed Sales	104	60	- 42.3%	858	730	- 14.9%
Median Sales Price*	\$20,000	\$19,500	- 2.5%	\$21,000	\$19,800	- 5.7%
Percent of Original List Price Received at Sale*	86.2%	81.8%	- 5.1%	82.2%	87.3%	+ 6.2%
Average Days on Market Until Sale	81	91	+ 11.7%	88	74	- 16.0%
Single-Family Detached Inventory	976	761	- 22.0%	--	--	--
Townhouse-Condo Inventory	110	29	- 73.6%	--	--	--

\*Does not account for seller concessions

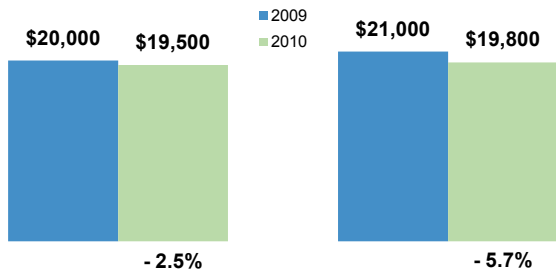
### Activity—Most Recent Month



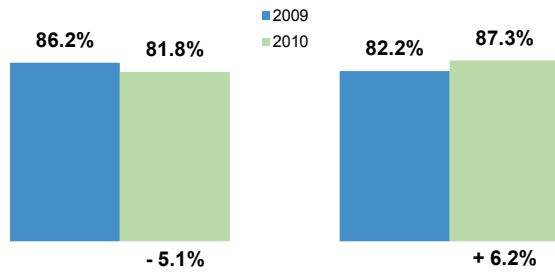
### Activity—Year to Date



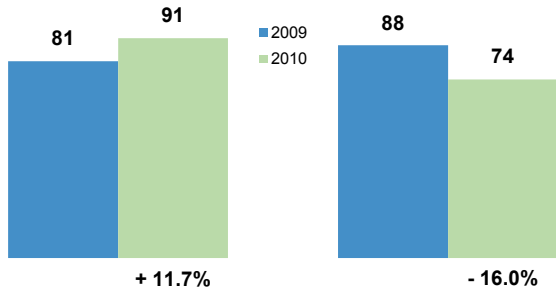
### Median Sales Price



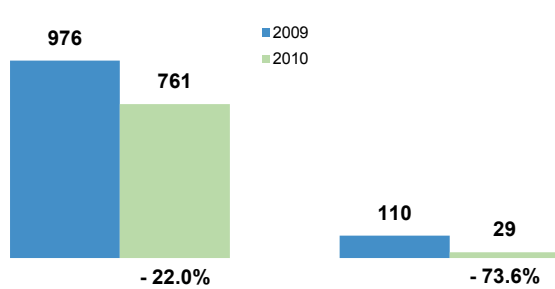
### Percent of Original List Price Received at Sale



### Days on Market Until Sale



### Activity—Most Recent Month



# Local Market Updates



A free research tool from the Northeast Florida Association of REALTORS®

## Region 08

Marietta/Whitehouse/Baldwin/Garden  
St/Dinsmore

September

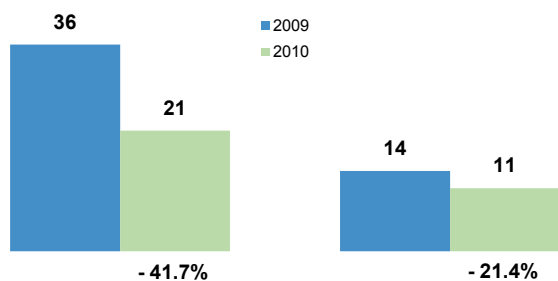
Year to Date

Duval County, FL

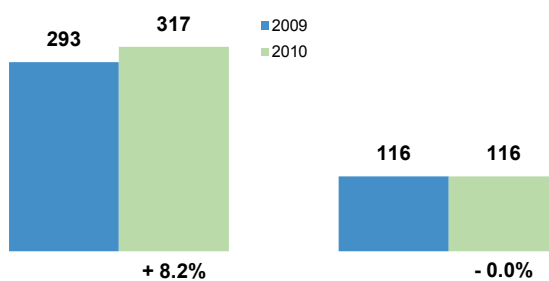
	2009	2010	Change	2009	2010	Change
New Listings	36	21	- 41.7%	293	317	+ 8.2%
Closed Sales	14	11	- 21.4%	116	116	- 0.0%
Median Sales Price*	\$124,500	\$132,450	+ 6.4%	\$145,000	\$119,985	- 17.3%
Percent of Original List Price Received at Sale*	89.8%	85.5%	- 4.9%	87.3%	88.8%	+ 1.7%
Average Days on Market Until Sale	73	91	+ 25.5%	106	90	- 15.4%
Single-Family Detached Inventory	179	156	- 12.8%	--	--	--
Townhouse-Condo Inventory	0	0	NA	--	--	--

\*Does not account for seller concessions

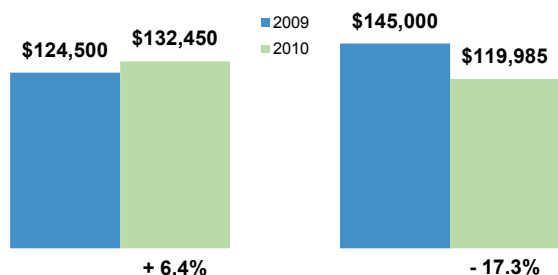
Activity—Most Recent Month



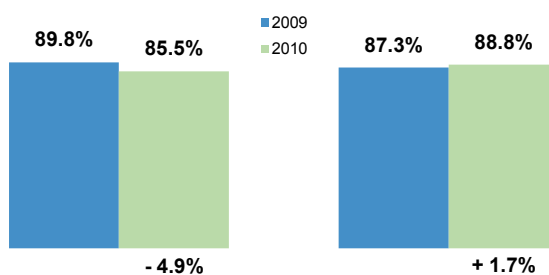
Activity—Year to Date



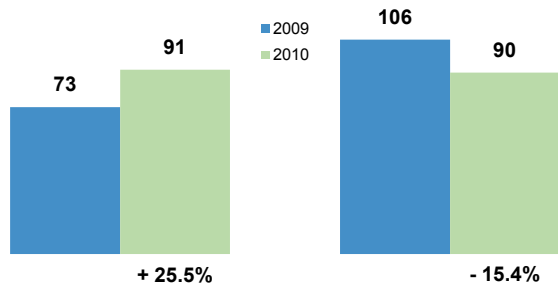
Median Sales Price



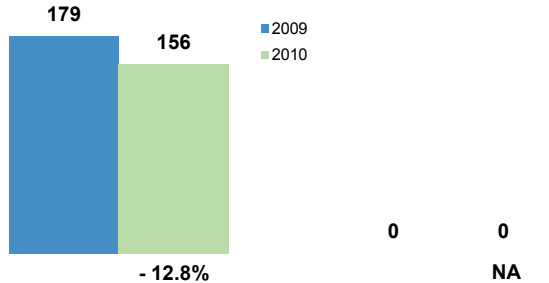
Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month



# Local Market Updates

A free research tool from the Northeast Florida Association of REALTORS®



## Region 09

### Jacksonville – North

### September

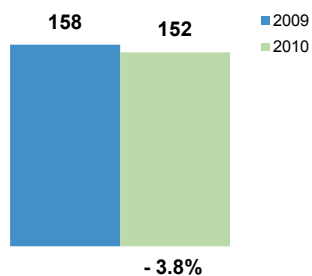
### Year to Date

Duval County, FL

	2009	2010	Change	2009	2010	Change
New Listings	158	152	- 3.8%	1,357	1,440	+ 6.1%
Closed Sales	89	60	- 32.6%	612	666	+ 8.8%
Median Sales Price*	\$163,500	\$116,900	- 28.5%	\$158,763	\$144,885	- 8.7%
Percent of Original List Price Received at Sale*	91.3%	86.8%	- 4.9%	88.9%	90.1%	+ 1.4%
Average Days on Market Until Sale	105	123	+ 17.2%	108	104	- 3.8%
Single-Family Detached Inventory	781	723	- 7.4%	--	--	--
Townhouse-Condo Inventory	0	0	NA	--	--	--

\*Does not account for seller concessions

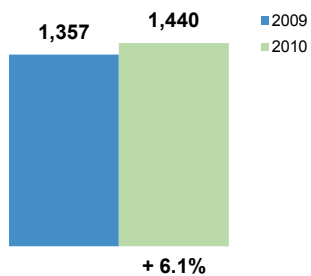
#### Activity—Most Recent Month



New Listings

Closed Sales

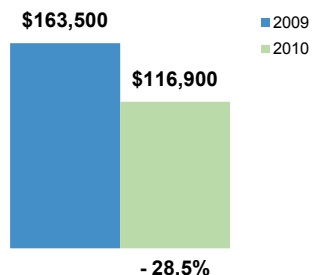
#### Activity—Year to Date



New Listings

Closed Sales

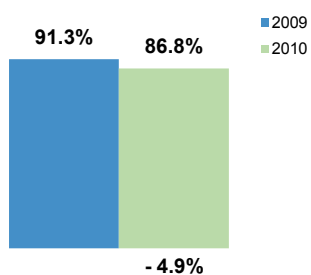
#### Median Sales Price



September

Year to Date

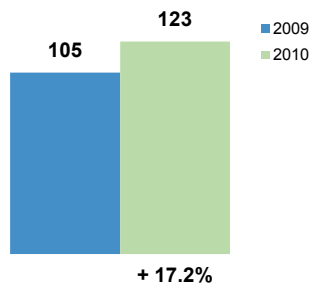
#### Percent of Original List Price Received at Sale



September

Year to Date

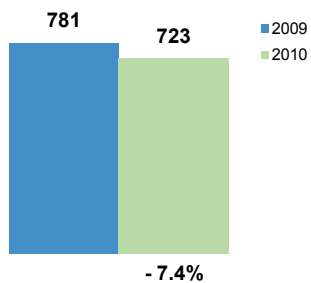
#### Days on Market Until Sale



September

Year to Date

#### Activity—Most Recent Month



Single-Family Detached

Townhouse-Condo Attached



# Local Market Updates

A free research tool from the Northeast Florida Association of REALTORS®



## Region 12

### Fleming Island Area

### September

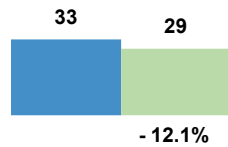
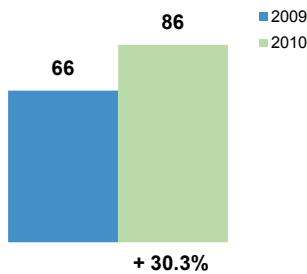
### Year to Date

Clay County, FL

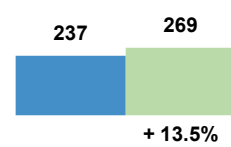
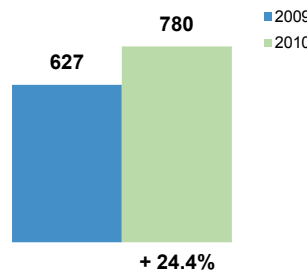
	2009	2010	Change	2009	2010	Change
New Listings	66	86	+ 30.3%	627	780	+ 24.4%
Closed Sales	33	29	- 12.1%	237	269	+ 13.5%
Median Sales Price*	\$223,000	\$184,000	- 17.5%	\$223,000	\$204,000	- 8.5%
Percent of Original List Price Received at Sale*	89.5%	90.7%	+ 1.4%	89.7%	90.1%	+ 0.4%
Average Days on Market Until Sale	94	92	- 1.7%	111	106	- 4.4%
Single-Family Detached Inventory	307	328	+ 6.8%	--	--	--
Townhouse-Condo Inventory	28	25	- 10.7%	--	--	--

\*Does not account for seller concessions

#### Activity—Most Recent Month



#### Activity—Year to Date



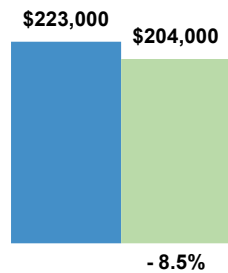
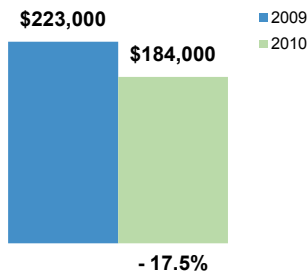
New Listings

Closed Sales

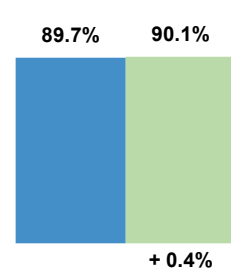
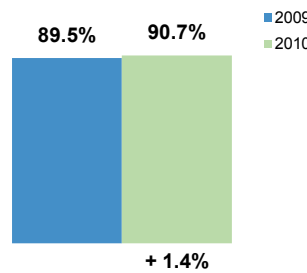
New Listings

Closed Sales

#### Median Sales Price



#### Percent of Original List Price Received at Sale



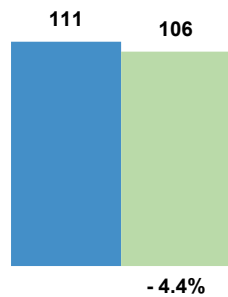
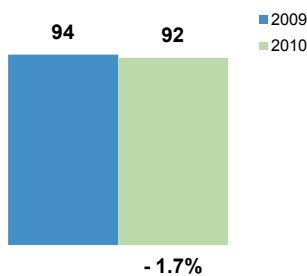
September

Year to Date

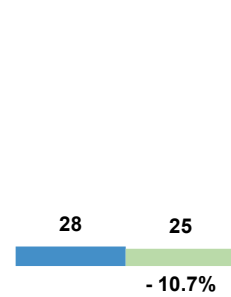
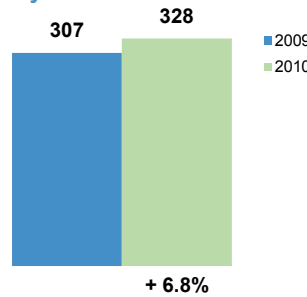
September

Year to Date

#### Days on Market Until Sale



#### Activity—Most Recent Month



September

Year to Date

Single-Family Detached

Townhouse-Condo Attached

# Local Market Updates

A free research tool from the Northeast Florida Association of REALTORS®



## Region 13

### Orange Park

### September

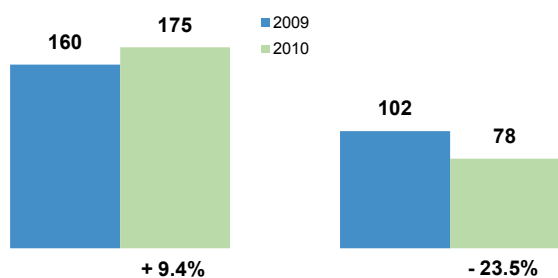
### Year to Date

Clay County, FL

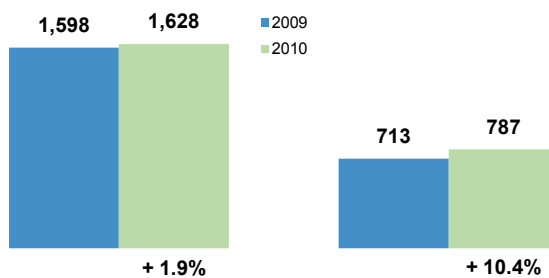
	2009	2010	Change	2009	2010	Change
<b>New Listings</b>	160	175	+ 9.4%	1,598	1,628	+ 1.9%
<b>Closed Sales</b>	102	78	- 23.5%	713	787	+ 10.4%
<b>Median Sales Price*</b>	\$145,000	\$130,000	- 10.3%	\$155,500	\$135,000	- 13.2%
<b>Percent of Original List Price Received at Sale*</b>	90.0%	87.7%	- 2.6%	89.5%	89.6%	+ 0.1%
<b>Average Days on Market Until Sale</b>	109	105	- 3.4%	100	94	- 6.3%
<b>Single-Family Detached Inventory</b>	797	705	- 11.5%	--	--	--
<b>Townhouse-Condo Inventory</b>	67	53	- 20.9%	--	--	--

\*Does not account for seller concessions

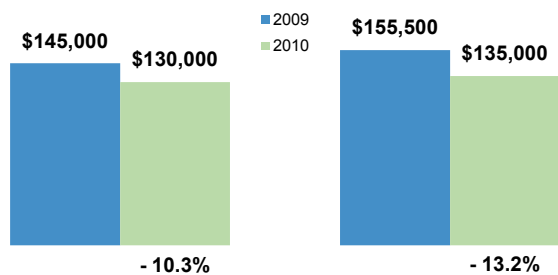
#### Activity—Most Recent Month



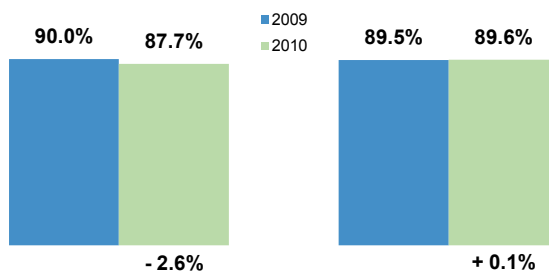
#### Activity—Year to Date



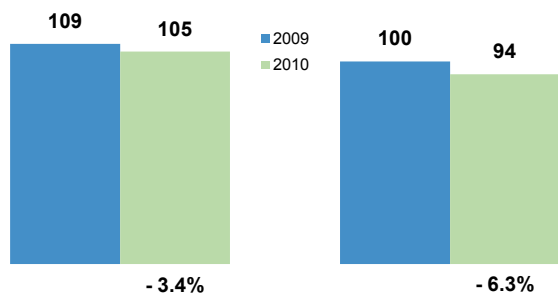
#### Median Sales Price



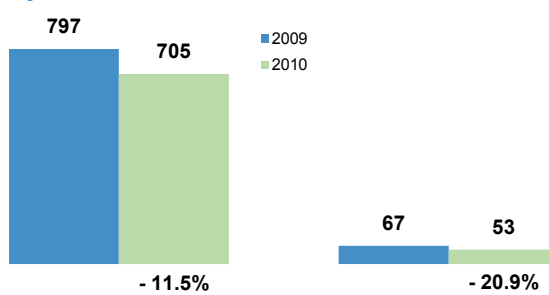
#### Percent of Original List Price Received at Sale



#### Days on Market Until Sale



#### Activity—Most Recent Month



# Local Market Updates

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## Region 14

### Middleburg Vicinity

### September

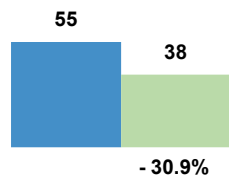
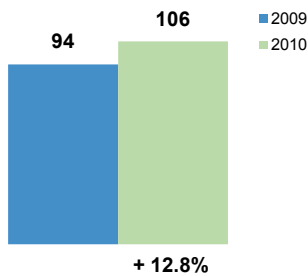
### Year to Date

Clay County, FL

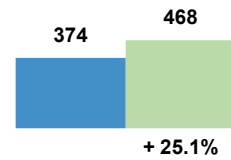
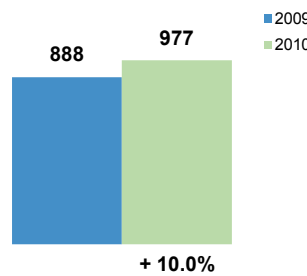
	2009	2010	Change	2009	2010	Change
<b>New Listings</b>	94	106	+ 12.8%	888	977	+ 10.0%
<b>Closed Sales</b>	55	38	- 30.9%	374	468	+ 25.1%
<b>Median Sales Price*</b>	\$149,457	\$118,450	- 20.7%	\$159,990	\$134,250	- 16.1%
<b>Percent of Original List Price Received at Sale*</b>	92.3%	92.7%	+ 0.4%	90.7%	90.9%	+ 0.2%
<b>Average Days on Market Until Sale</b>	100	48	- 51.8%	101	86	- 15.1%
<b>Single-Family Detached Inventory</b>	493	452	- 8.3%	--	--	--
<b>Townhouse-Condo Inventory</b>	8	5	- 37.5%	--	--	--

\*Does not account for seller concessions

#### Activity—Most Recent Month



#### Activity—Year to Date



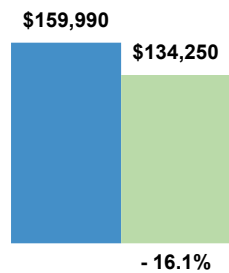
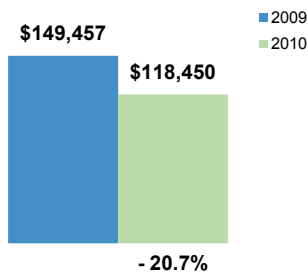
New Listings

Closed Sales

New Listings

Closed Sales

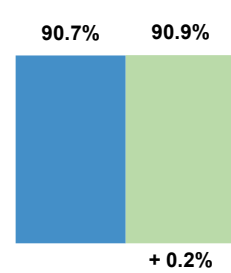
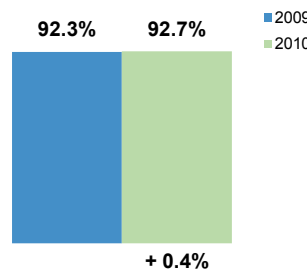
#### Median Sales Price



September

Year to Date

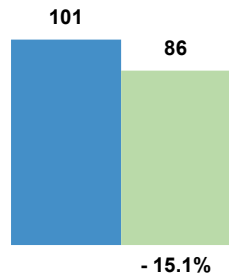
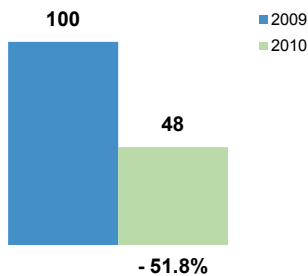
#### Percent of Original List Price Received at Sale



September

Year to Date

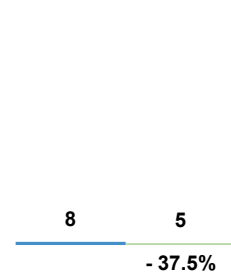
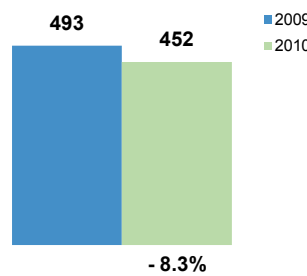
#### Days on Market Until Sale



September

Year to Date

#### Activity—Most Recent Month



Single-Family Detached

Townhouse-Condo Attached

# Local Market Updates



A free research tool from the Northeast Florida Association of REALTORS®

## Region 15 Keystone Heights Vicinity

### September

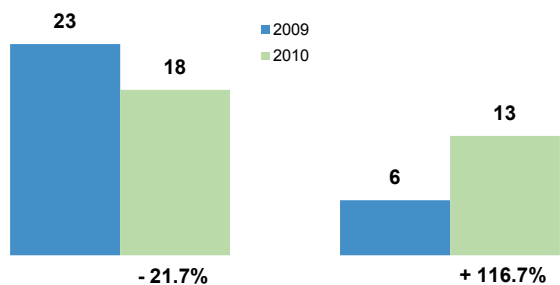
### Year to Date

Clay County, FL

	2009	2010	Change	2009	2010	Change
New Listings	23	18	- 21.7%	231	223	- 3.5%
Closed Sales	6	13	+ 116.7%	74	81	+ 9.5%
Median Sales Price*	\$87,450	\$62,950	- 28.0%	\$106,000	\$72,250	- 31.8%
Percent of Original List Price Received at Sale*	80.6%	84.5%	+ 4.8%	85.3%	84.3%	- 1.1%
Average Days on Market Until Sale	70	135	+ 92.9%	135	146	+ 7.6%
Single-Family Detached Inventory	202	181	- 10.4%	--	--	--
Townhouse-Condo Inventory	0	0	NA	--	--	--

\*Does not account for seller concessions

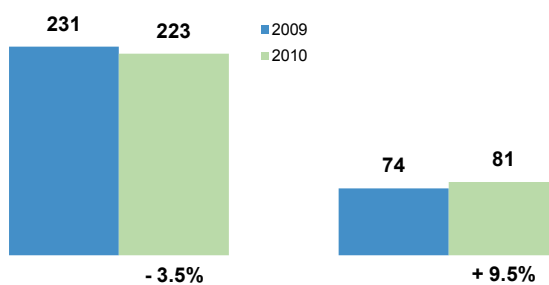
Activity—Most Recent Month



New Listings

Closed Sales

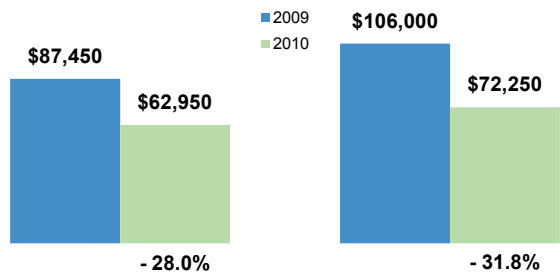
Activity—Year to Date



New Listings

Closed Sales

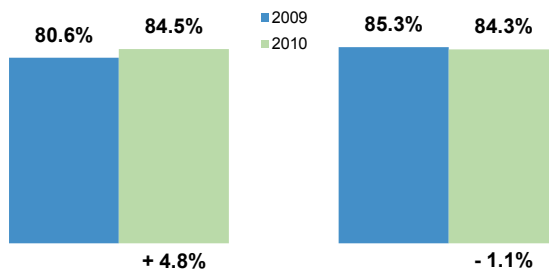
Median Sales Price



September

Year to Date

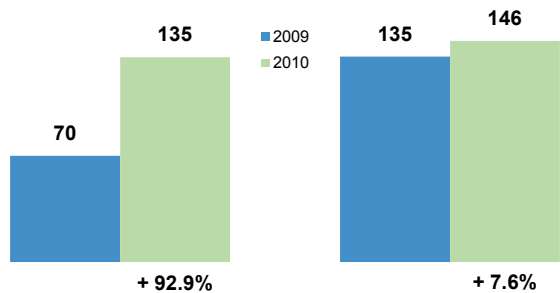
Percent of Original List Price Received at Sale



September

Year to Date

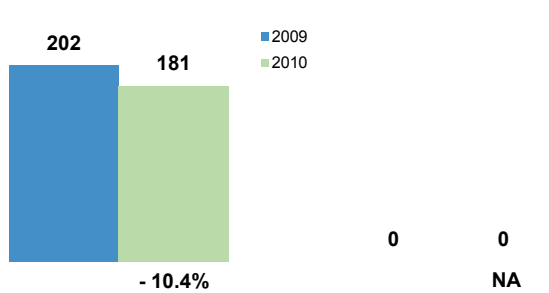
Days on Market Until Sale



September

Year to Date

Activity—Most Recent Month



Single-Family Detached

Townhouse-Condo Attached

# Local Market Updates

A free research tool from the Northeast Florida Association of REALTORS®



## Region 16

### Green Cove Springs

### September

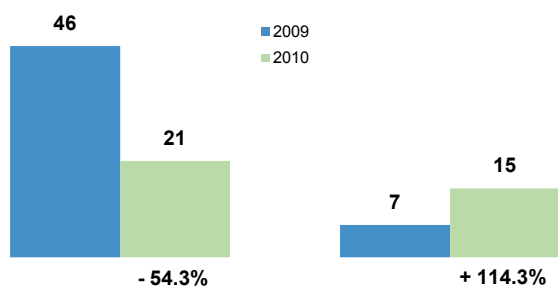
### Year to Date

Clay County, FL

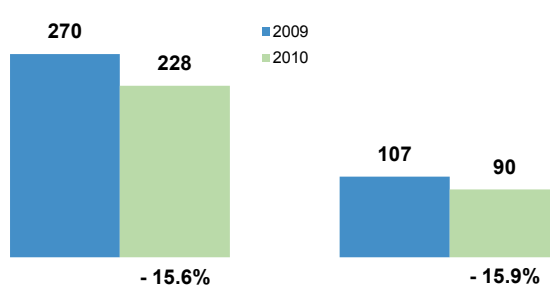
	2009	2010	Change	2009	2010	Change
New Listings	46	21	- 54.3%	270	228	- 15.6%
Closed Sales	7	15	+ 114.3%	107	90	- 15.9%
Median Sales Price*	\$210,650	\$111,250	- 47.2%	\$189,873	\$151,075	- 20.4%
Percent of Original List Price Received at Sale*	84.8%	90.1%	+ 6.3%	86.6%	87.2%	+ 0.6%
Average Days on Market Until Sale	270	140	- 48.0%	145	117	- 19.1%
Single-Family Detached Inventory	176	138	- 21.6%	--	--	--
Townhouse-Condo Inventory	7	6	- 14.3%	--	--	--

\*Does not account for seller concessions

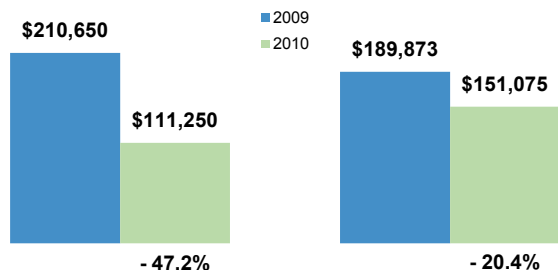
#### Activity—Most Recent Month



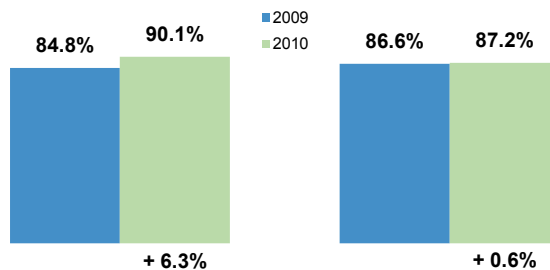
#### Activity—Year to Date



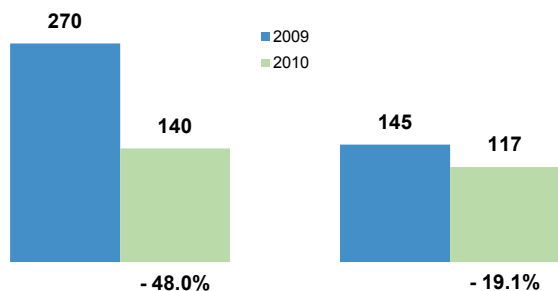
#### Median Sales Price



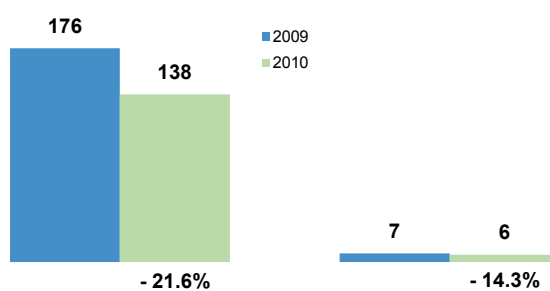
#### Percent of Original List Price Received at Sale



#### Days on Market Until Sale



#### Activity—Most Recent Month



# Local Market Updates

A free research tool from the Northeast Florida Association of REALTORS®



## Region 21

### Jacksonville Bch

### September

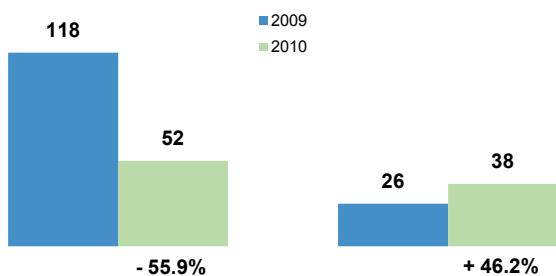
### Year to Date

Duval County, FL

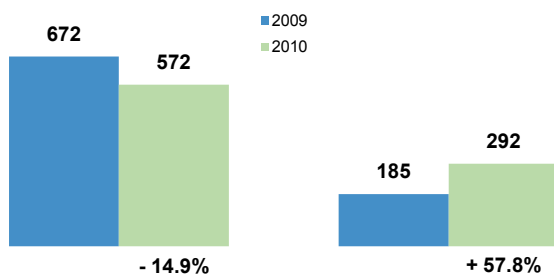
	2009	2010	Change	2009	2010	Change
New Listings	118	52	- 55.9%	672	572	- 14.9%
Closed Sales	26	38	+ 46.2%	185	292	+ 57.8%
Median Sales Price*	\$312,000	\$225,000	- 27.9%	\$270,000	\$225,500	- 16.5%
Percent of Original List Price Received at Sale*	85.2%	92.4%	+ 8.4%	86.0%	88.4%	+ 2.8%
Average Days on Market Until Sale	172	142	- 17.4%	118	133	+ 11.9%
Single-Family Detached Inventory	228	163	- 28.5%	--	--	--
Townhouse-Condo Inventory	285	201	- 29.5%	--	--	--

\*Does not account for seller concessions

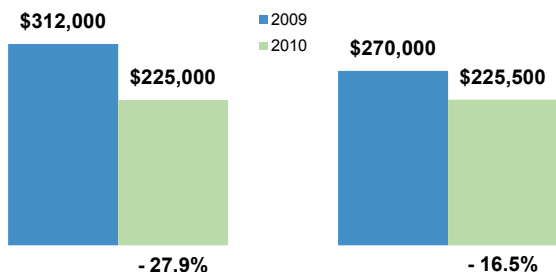
#### Activity—Most Recent Month



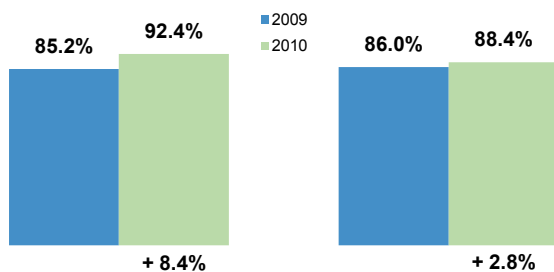
#### Activity—Year to Date



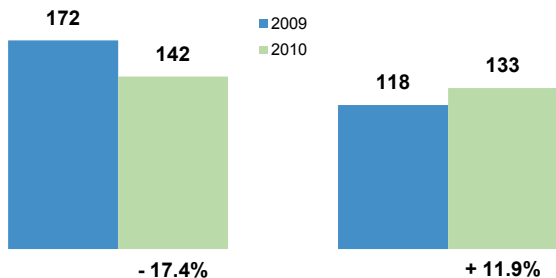
#### Median Sales Price



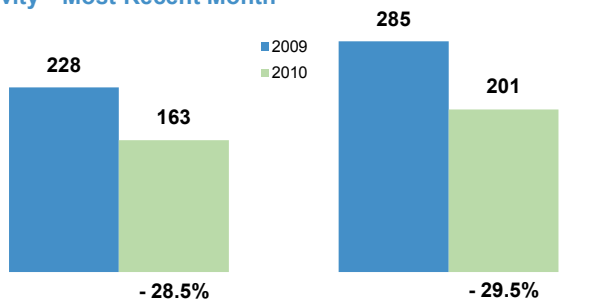
#### Percent of Original List Price Received at Sale



#### Days on Market Until Sale



#### Activity—Most Recent Month



# Local Market Updates

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## Region 22

### Neptune Bch

### September

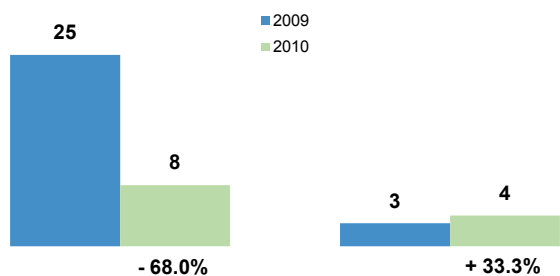
### Year to Date

Duval County, FL

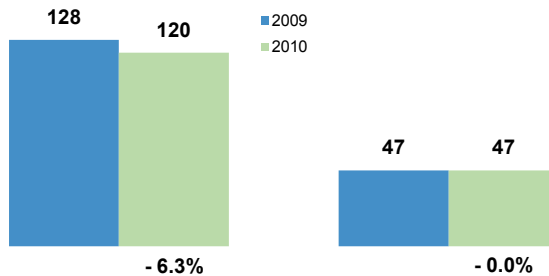
	2009	2010	Change	2009	2010	Change
<b>New Listings</b>	25	8	- 68.0%	128	120	- 6.3%
<b>Closed Sales</b>	3	4	+ 33.3%	47	47	- 0.0%
<b>Median Sales Price*</b>	\$415,000	\$236,125	- 43.1%	\$330,000	\$240,000	- 27.3%
<b>Percent of Original List Price Received at Sale*</b>	96.6%	83.8%	- 13.3%	86.8%	88.6%	+ 2.1%
<b>Average Days on Market Until Sale</b>	44	83	+ 87.8%	112	77	- 31.3%
<b>Single-Family Detached Inventory</b>	72	78	+ 8.3%	--	--	--
<b>Townhouse-Condo Inventory</b>	1	1	- 0.0%	--	--	--

\*Does not account for seller concessions

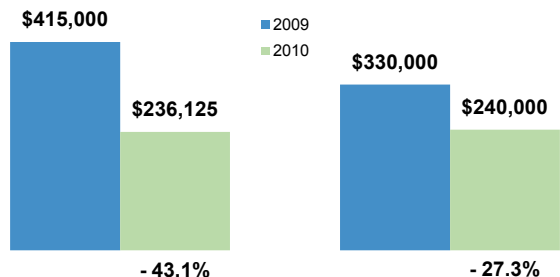
#### Activity—Most Recent Month



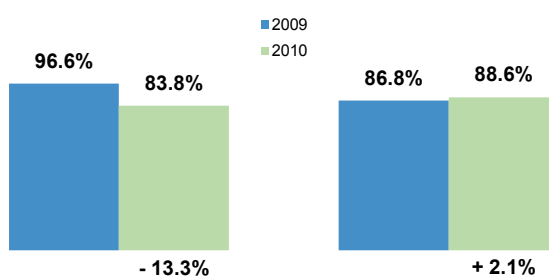
#### Activity—Year to Date



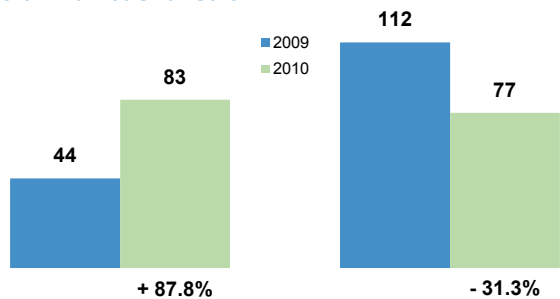
#### Median Sales Price



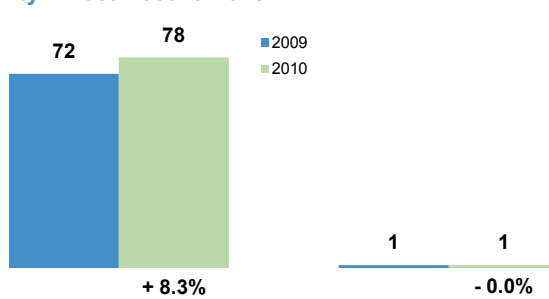
#### Percent of Original List Price Received at Sale



#### Days on Market Until Sale



#### Activity—Most Recent Month



# Local Market Updates



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## Region 23

### Atlantic Bch

### September

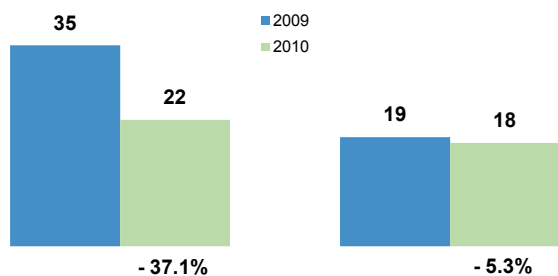
### Year to Date

Duval County, FL

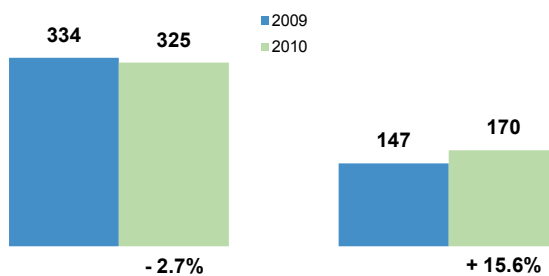
	2009	2010	Change	2009	2010	Change
New Listings	35	22	- 37.1%	334	325	- 2.7%
Closed Sales	19	18	- 5.3%	147	170	+ 15.6%
Median Sales Price*	\$159,900	\$145,000	- 9.3%	\$202,500	\$165,000	- 18.5%
Percent of Original List Price Received at Sale*	87.8%	86.6%	- 1.4%	84.8%	87.3%	+ 2.9%
Average Days on Market Until Sale	112	112	+ 0.2%	119	125	+ 5.5%
Single-Family Detached Inventory	184	134	- 27.2%	--	--	--
Townhouse-Condo Inventory	30	27	- 10.0%	--	--	--

\*Does not account for seller concessions

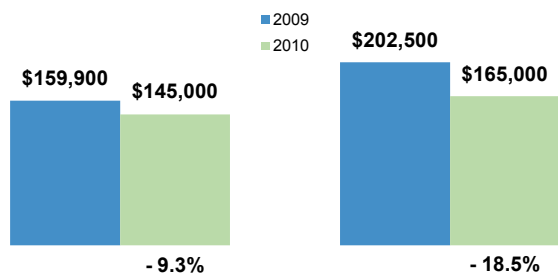
#### Activity—Most Recent Month



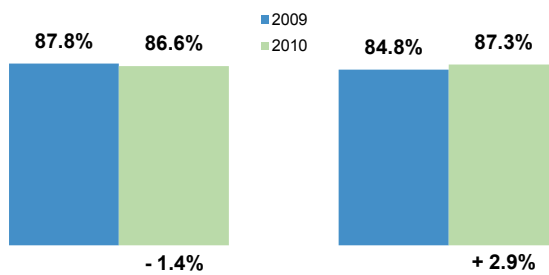
#### Activity—Year to Date



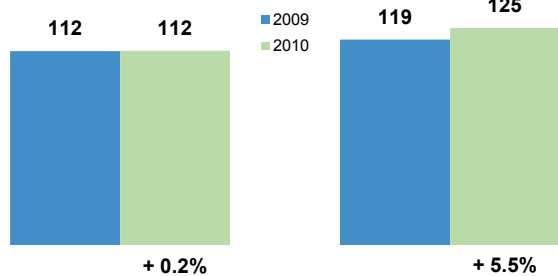
#### Median Sales Price



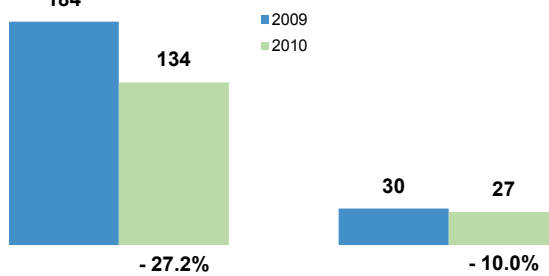
#### Percent of Original List Price Received at Sale



#### Days on Market Until Sale



#### Activity—Most Recent Month





# Local Market Updates

A free research tool from the Northeast Florida Association of REALTORS®



## Region 25 Ponte Vedra Bch North

### September

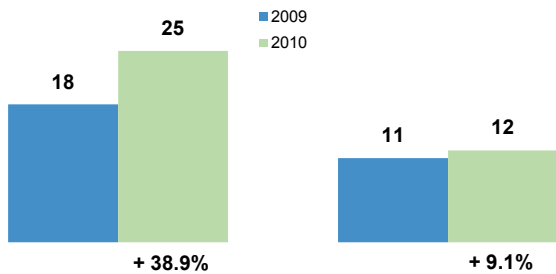
### Year to Date

St. John's County, FL

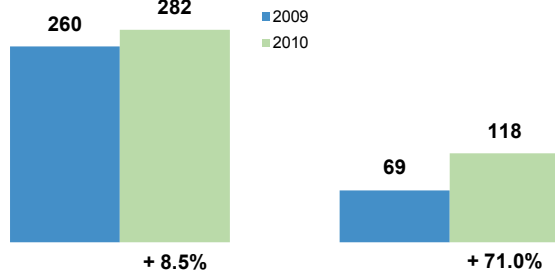
	2009	2010	Change	2009	2010	Change
<b>New Listings</b>	18	25	+ 38.9%	260	282	+ 8.5%
<b>Closed Sales</b>	11	12	+ 9.1%	69	118	+ 71.0%
<b>Median Sales Price*</b>	\$495,000	\$712,500	+ 43.9%	\$342,500	\$449,500	+ 31.2%
<b>Percent of Original List Price Received at Sale*</b>	85.1%	81.9%	- 3.7%	85.6%	83.5%	- 2.4%
<b>Average Days on Market Until Sale</b>	127	196	+ 53.9%	120	149	+ 24.4%
<b>Single-Family Detached Inventory</b>	170	143	- 15.9%	--	--	--
<b>Townhouse-Condo Inventory</b>	29	26	- 10.3%	--	--	--

\*Does not account for seller concessions

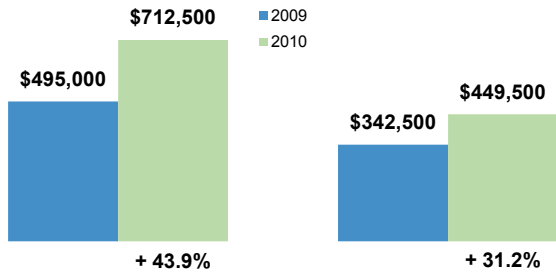
Activity—Most Recent Month



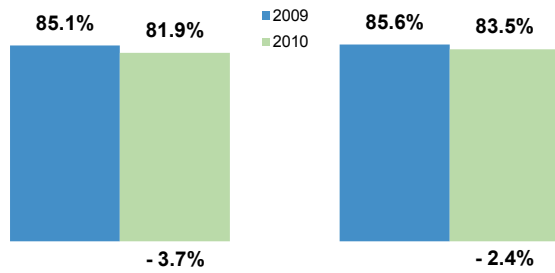
Activity—Year to Date



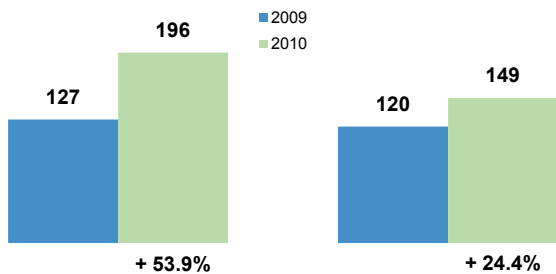
Median Sales Price



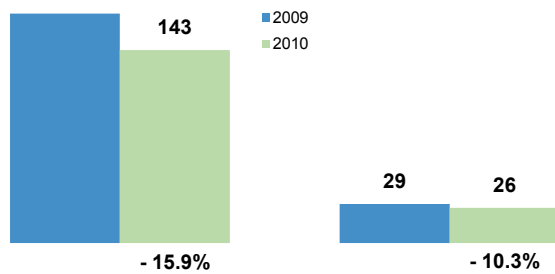
Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month



# Local Market Updates

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## Region 26

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

September

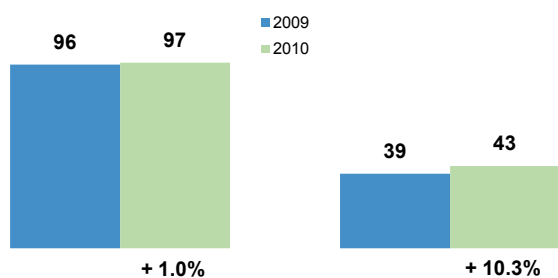
Year to Date

St. John's County, FL

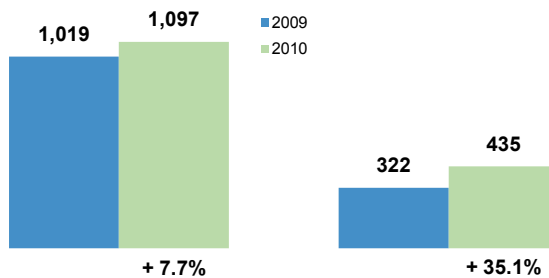
	2009	2010	Change	2009	2010	Change
New Listings	96	97	+ 1.0%	1,019	1,097	+ 7.7%
Closed Sales	39	43	+ 10.3%	322	435	+ 35.1%
Median Sales Price*	\$315,000	\$251,513	- 20.2%	\$305,000	\$303,870	- 0.4%
Percent of Original List Price Received at Sale*	87.3%	89.9%	+ 3.0%	85.5%	87.5%	+ 2.3%
Average Days on Market Until Sale	175	107	- 38.9%	133	139	+ 4.0%
Single-Family Detached Inventory	522	529	+ 1.3%	--	--	--
Townhouse-Condo Inventory	222	166	- 25.2%	--	--	--

\*Does not account for seller concessions

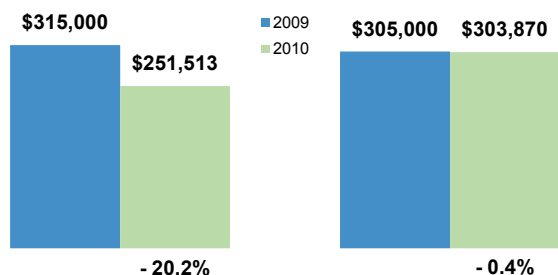
### Activity—Most Recent Month



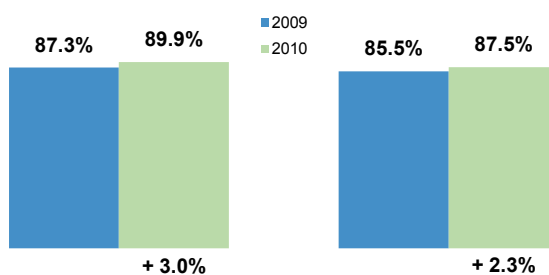
### Activity—Year to Date



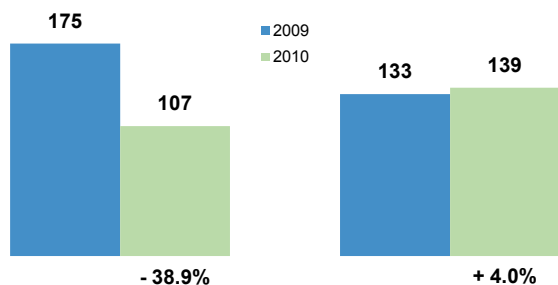
### Median Sales Price



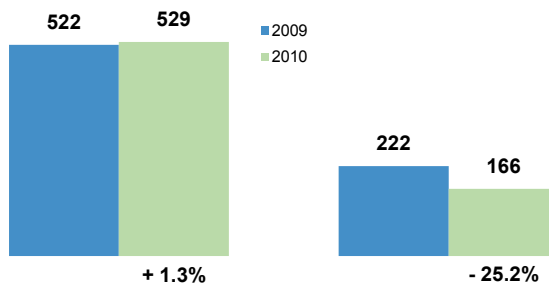
### Percent of Original List Price Received at Sale



### Days on Market Until Sale



### Activity—Most Recent Month



# Local Market Updates

A free research tool from the Northeast Florida Association of REALTORS®



## Region 30 St. Johns County – NW

### September

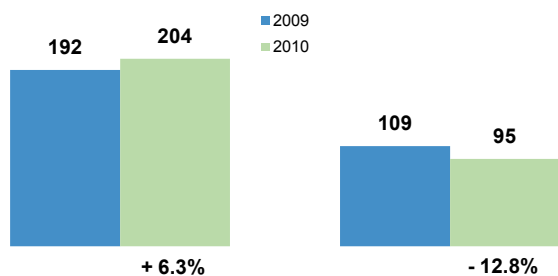
### Year to Date

St. John's County, FL

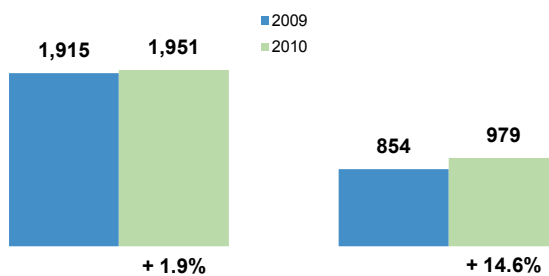
	2009	2010	Change	2009	2010	Change
New Listings	192	204	+ 6.3%	1,915	1,951	+ 1.9%
Closed Sales	109	95	- 12.8%	854	979	+ 14.6%
Median Sales Price*	\$239,900	\$204,900	- 14.6%	\$235,000	\$220,000	- 6.4%
Percent of Original List Price Received at Sale*	90.3%	90.3%	- 0.0%	89.0%	90.8%	+ 2.1%
Average Days on Market Until Sale	115	109	- 5.2%	118	107	- 9.3%
Single-Family Detached Inventory	971	874	- 10.0%	--	--	--
Townhouse-Condo Inventory	170	69	- 59.4%	--	--	--

\*Does not account for seller concessions

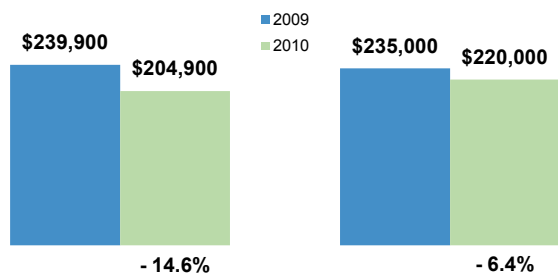
#### Activity—Most Recent Month



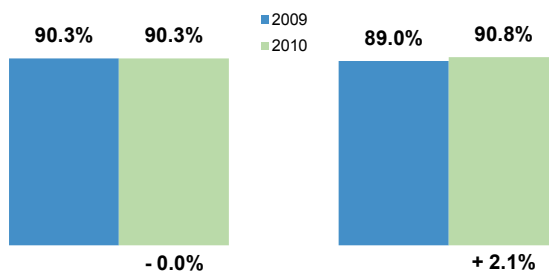
#### Activity—Year to Date



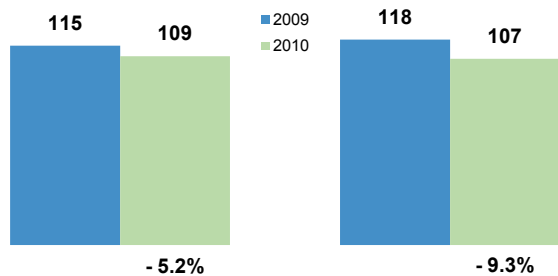
#### Median Sales Price



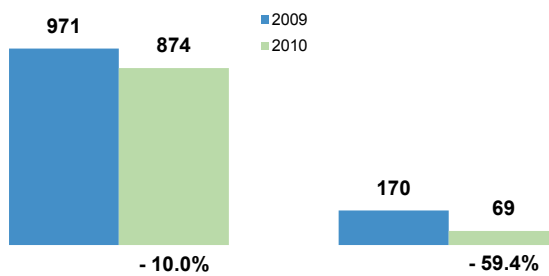
#### Percent of Original List Price Received at Sale



#### Days on Market Until Sale



#### Activity—Most Recent Month



# Local Market Updates



A free research tool from the Northeast Florida Association of REALTORS®

## Region 31 St. Johns County – NE (West of Intracoastal Waterway) St. John's County, FL

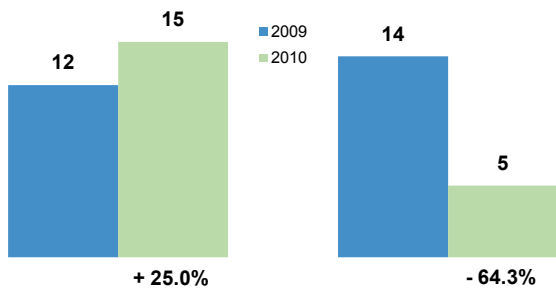
### September

### Year to Date

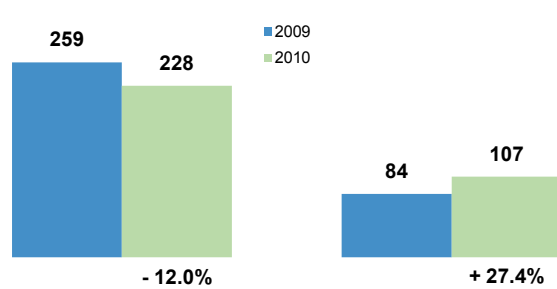
	2009	2010	Change	2009	2010	Change
New Listings	12	15	+ 25.0%	259	228	- 12.0%
Closed Sales	14	5	- 64.3%	84	107	+ 27.4%
Median Sales Price*	\$207,250	\$69,900	- 66.3%	\$235,773	\$245,000	+ 3.9%
Percent of Original List Price Received at Sale*	89.2%	83.3%	- 6.6%	86.6%	89.2%	+ 3.0%
Average Days on Market Until Sale	97	153	+ 56.7%	122	114	- 6.0%
Single-Family Detached Inventory	146	125	- 14.4%	--	--	--
Townhouse-Condo Inventory	53	8	- 84.9%	--	--	--

\*Does not account for seller concessions

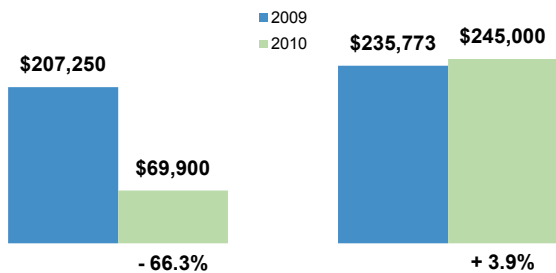
Activity—Most Recent Month



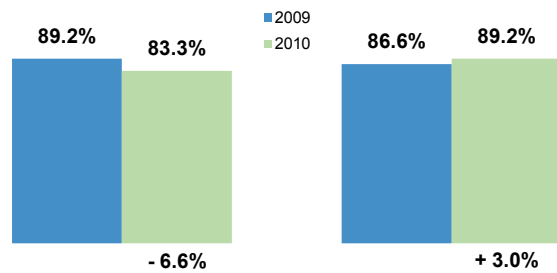
Activity—Year to Date



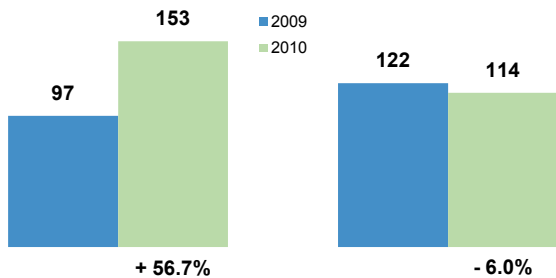
Median Sales Price



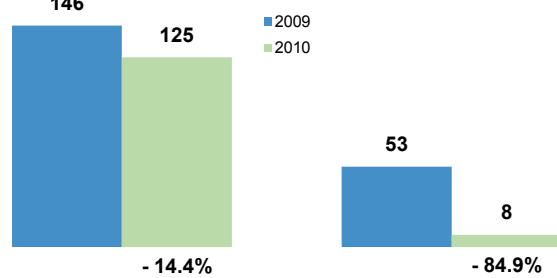
Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month



# Local Market Updates



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## Region 32 St. John's County — St. Augustine Area (East of US 1)

St. John's County, FL

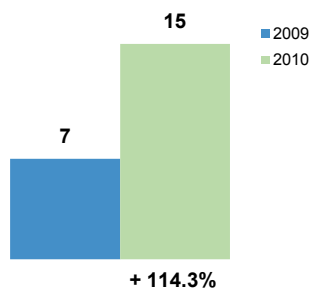
### September

### Year to Date

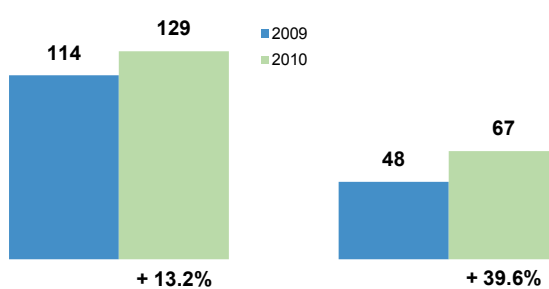
	2009	2010	Change	2009	2010	Change
New Listings	7	15	+ 114.3%	114	129	+ 13.2%
Closed Sales	5	5	- 0.0%	48	67	+ 39.6%
Median Sales Price*	\$165,000	\$127,000	- 23.0%	\$160,000	\$167,000	+ 4.4%
Percent of Original List Price Received at Sale*	87.4%	72.7%	- 16.8%	85.4%	86.4%	+ 1.2%
Average Days on Market Until Sale	380	170	- 55.3%	184	127	- 30.9%
Single-Family Detached Inventory	71	74	+ 4.2%	--	--	--
Townhouse-Condo Inventory	37	21	- 43.2%	--	--	--

\*Does not account for seller concessions

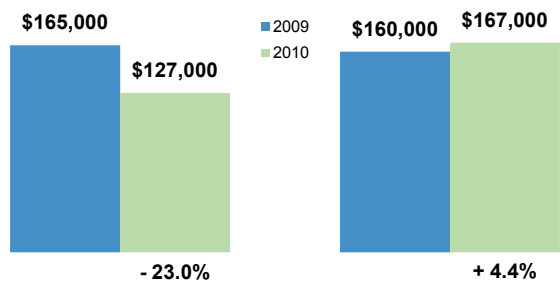
Activity—Most Recent Month



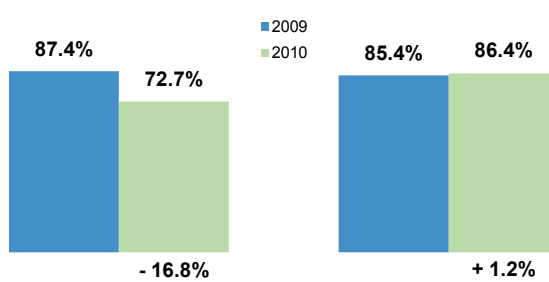
Activity—Year to Date



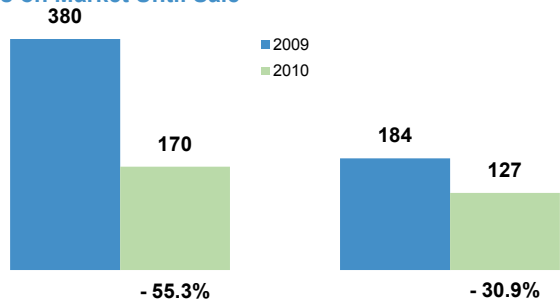
Median Sales Price



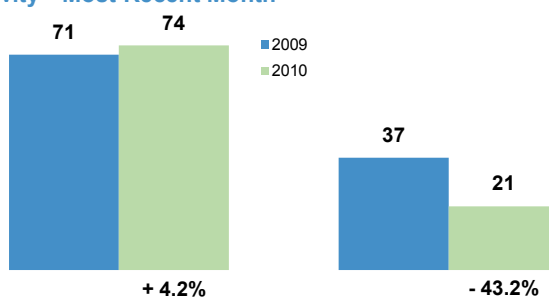
Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month



# Local Market Updates

A free research tool from the Northeast Florida Association of REALTORS®



## Region 33 St. Johns County – SE

### September

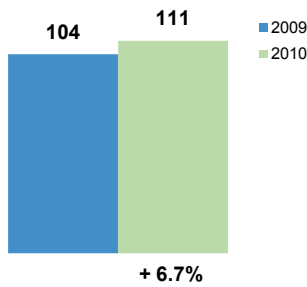
### Year to Date

St. John's County, FL

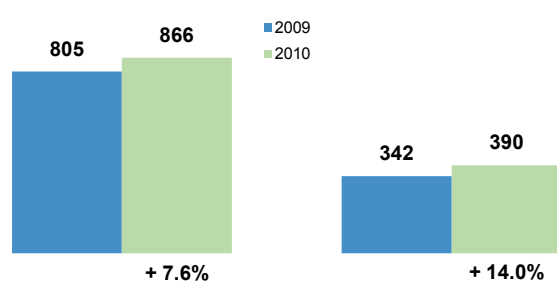
	2009	2010	Change	2009	2010	Change
New Listings	104	111	+ 6.7%	805	866	+ 7.6%
Closed Sales	41	21	- 48.8%	342	390	+ 14.0%
Median Sales Price*	\$179,990	\$199,900	+ 11.1%	\$169,900	\$146,990	- 13.5%
Percent of Original List Price Received at Sale*	89.6%	87.6%	- 2.2%	87.8%	88.6%	+ 0.9%
Average Days on Market Until Sale	97	134	+ 38.3%	100	106	+ 5.3%
Single-Family Detached Inventory	387	356	- 8.0%	--	--	--
Townhouse-Condo Inventory	124	134	+ 8.1%	--	--	--

\*Does not account for seller concessions

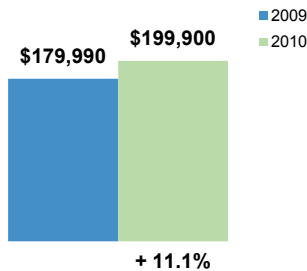
Activity—Most Recent Month



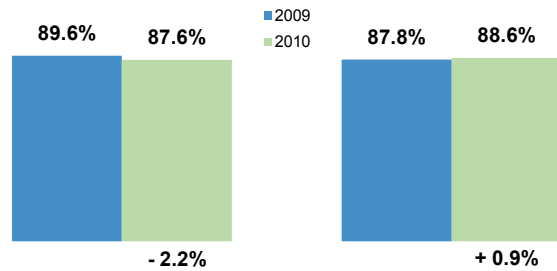
Activity—Year to Date



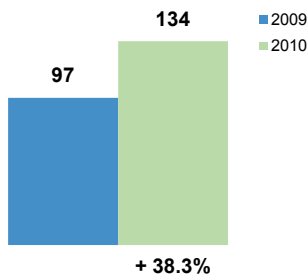
Median Sales Price



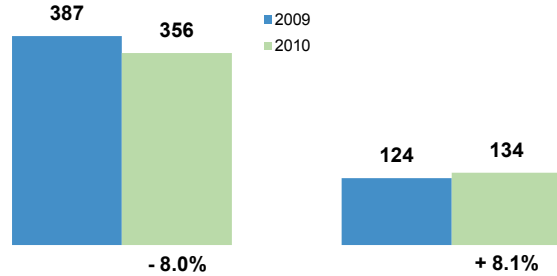
Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month



# Local Market Updates



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## Region 34 St. Johns County – SW

### September

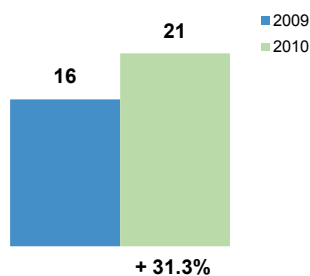
### Year to Date

St. John's County, FL

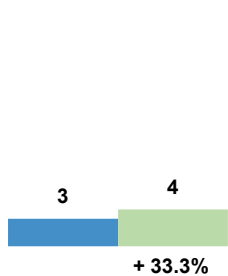
	2009	2010	Change	2009	2010	Change
New Listings	16	21	+ 31.3%	113	160	+ 41.6%
Closed Sales	3	4	+ 33.3%	41	57	+ 39.0%
Median Sales Price*	\$74,000	\$75,950	+ 2.6%	\$141,580	\$93,000	- 34.3%
Percent of Original List Price Received at Sale*	88.7%	95.0%	+ 7.2%	87.5%	88.5%	+ 1.2%
Average Days on Market Until Sale	97	73	- 24.7%	127	86	- 32.1%
Single-Family Detached Inventory	96	109	+ 13.5%	--	--	--
Townhouse-Condo Inventory	0	0	NA	--	--	--

\*Does not account for seller concessions

Activity—Most Recent Month

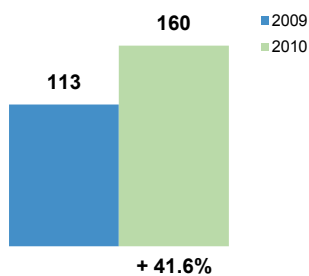


New Listings

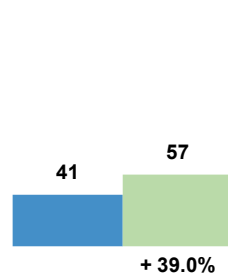


Closed Sales

Activity—Year to Date

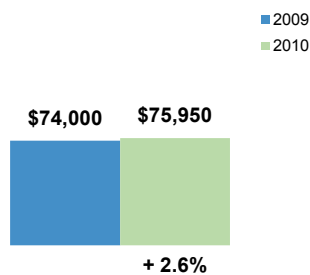


New Listings

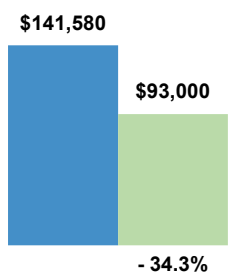


Closed Sales

Median Sales Price

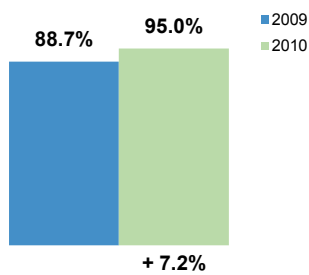


September

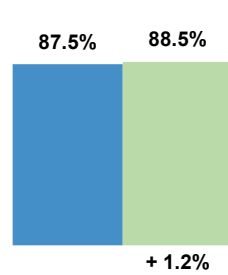


Year to Date

Percent of Original List Price Received at Sale

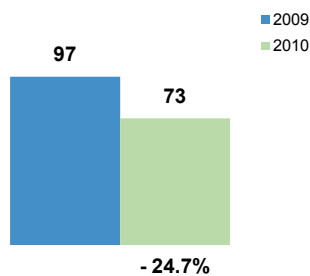


September

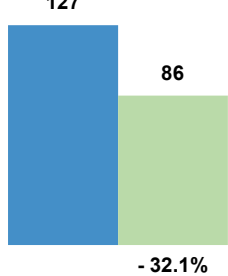


Year to Date

Days on Market Until Sale

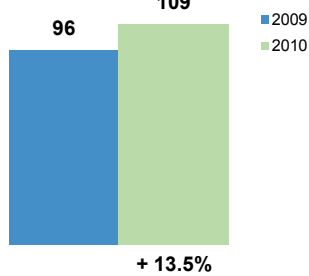


September



Year to Date

Activity—Most Recent Month



Single-Family Detached



Townhouse-Condo Attached

# Local Market Updates

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## Region 40

### Nassau County

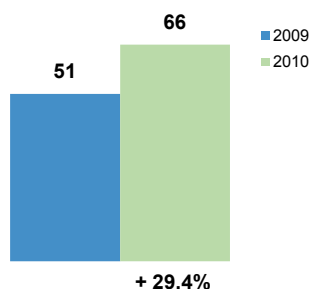
### September

### Year to Date

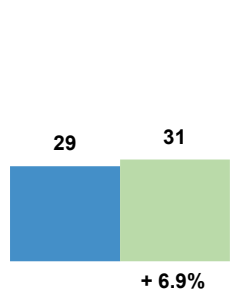
Nassau County, FL		2009	2010	Change	2009	2010	Change
<b>New Listings</b>		51	66	+ 29.4%	598	652	+ 9.0%
<b>Closed Sales</b>		29	31	+ 6.9%	243	299	+ 23.0%
<b>Median Sales Price*</b>		\$153,000	\$160,000	+ 4.6%	\$178,000	\$145,000	- 18.5%
<b>Percent of Original List Price Received at Sale*</b>		89.2%	89.3%	+ 0.1%	87.5%	86.8%	- 0.8%
<b>Average Days on Market Until Sale</b>		93	80	- 13.7%	115	115	+ 0.6%
<b>Single-Family Detached Inventory</b>		350	328	- 6.3%	--	--	--
<b>Townhouse-Condo Inventory</b>		39	39	- 0.0%	--	--	--

\*Does not account for seller concessions

#### Activity—Most Recent Month

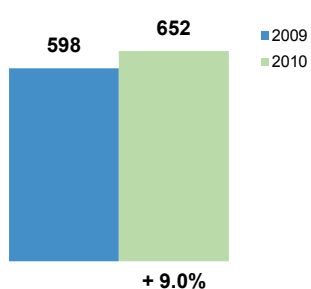


New Listings

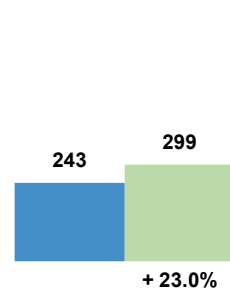


Closed Sales

#### Activity—Year to Date

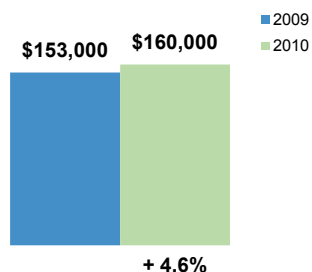


New Listings

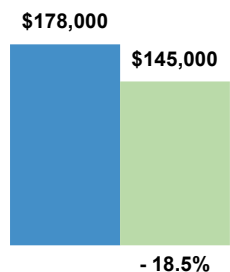


Closed Sales

#### Median Sales Price

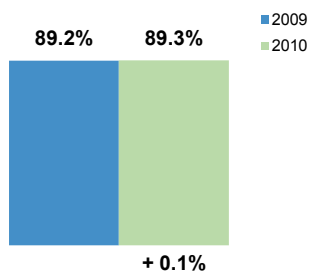


September

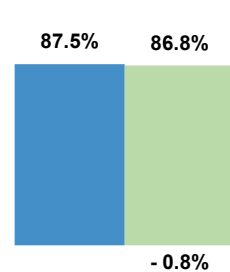


Year to Date

#### Percent of Original List Price Received at Sale

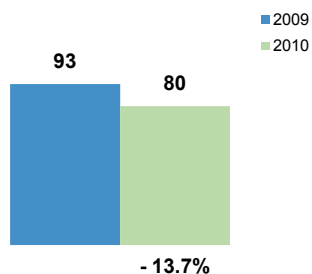


September

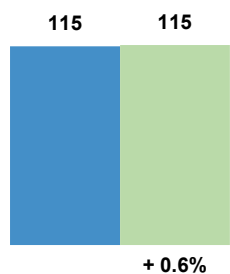


Year to Date

#### Days on Market Until Sale

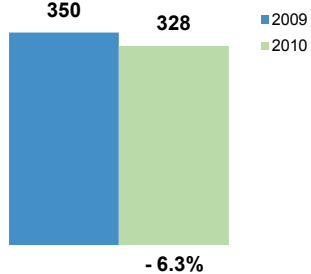


September

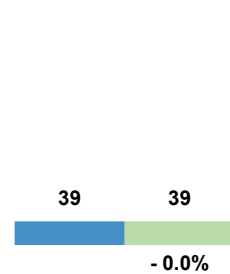


Year to Date

#### Activity—Most Recent Month



Single-Family Detached



Townhouse-Condo Attached



# Local Market Updates

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## Region 50

### Baker County

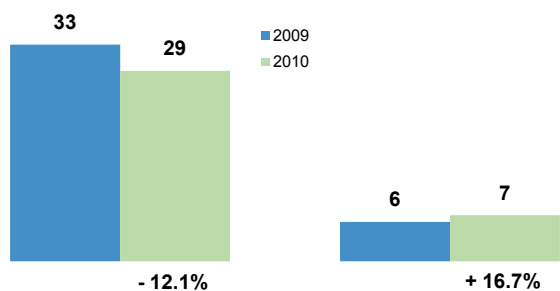
### September

### Year to Date

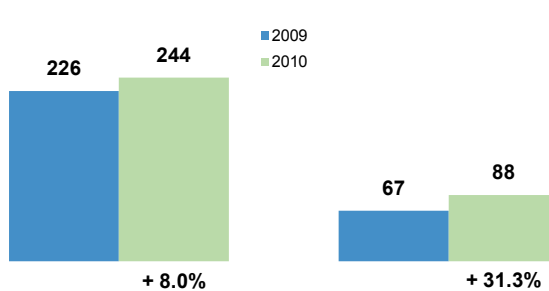
Baker County, FL	2009	2010	Change	2009	2010	Change
New Listings	33	29	- 12.1%	226	244	+ 8.0%
Closed Sales	6	7	+ 16.7%	67	88	+ 31.3%
Median Sales Price*	\$129,000	\$60,000	- 53.5%	\$147,000	\$127,500	- 13.3%
Percent of Original List Price Received at Sale*	85.6%	85.6%	- 0.1%	88.6%	89.2%	+ 0.7%
Average Days on Market Until Sale	120	119	- 1.3%	123	137	+ 11.7%
Single-Family Detached Inventory	149	137	- 8.1%	--	--	--
Townhouse-Condo Inventory	0	0	NA	--	--	--

\*Does not account for seller concessions

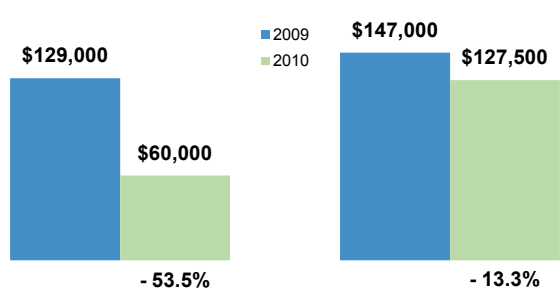
Activity—Most Recent Month



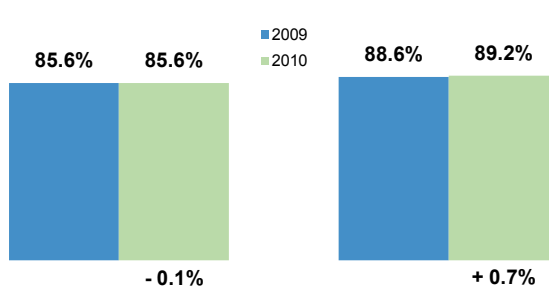
Activity—Year to Date



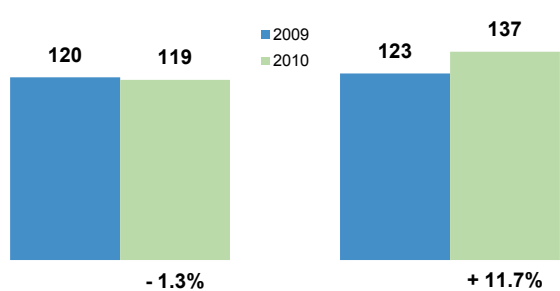
Median Sales Price



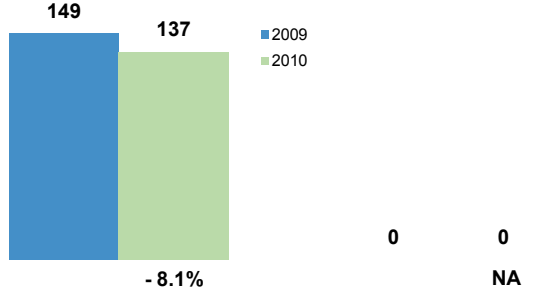
Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month



# Local Market Updates

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## Region 56

### Putnam County NE

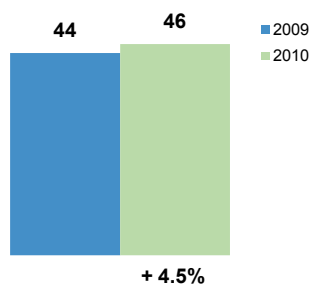
### September

### Year to Date

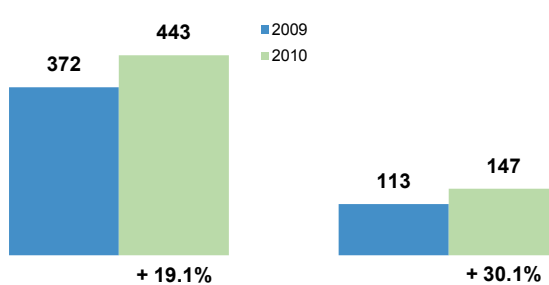
Putnam County, FL		2009	2010	Change	2009	2010	Change
New Listings		44	46	+ 4.5%	372	443	+ 19.1%
Closed Sales		22	13	- 40.9%	113	147	+ 30.1%
Median Sales Price*		\$85,675	\$99,900	+ 16.6%	\$90,000	\$76,450	- 15.1%
Percent of Original List Price Received at Sale*		84.8%	82.6%	- 2.7%	82.0%	81.2%	- 1.0%
Average Days on Market Until Sale		160	151	- 5.4%	149	139	- 6.8%
Single-Family Detached Inventory		354	386	+ 9.0%	--	--	--
Townhouse-Condo Inventory		4	2	- 50.0%	--	--	--

\*Does not account for seller concessions

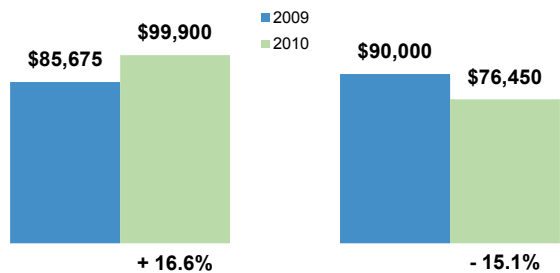
Activity—Most Recent Month



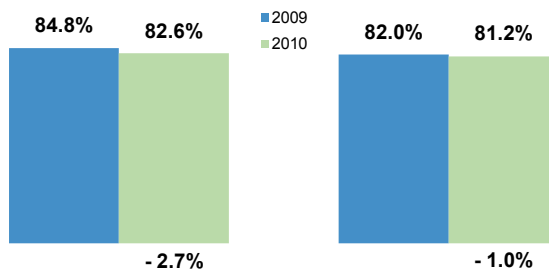
Activity—Year to Date



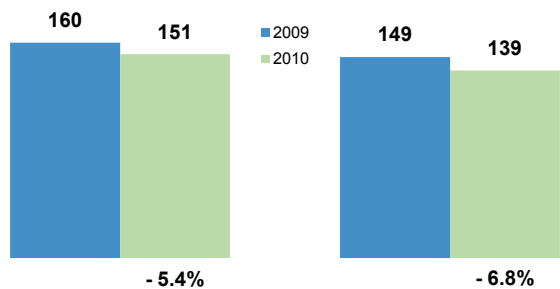
Median Sales Price



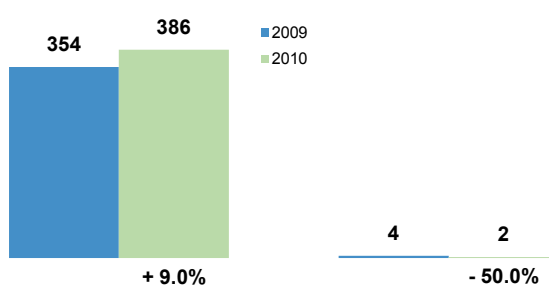
Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month



# Local Market Updates

A free research tool from the Northeast Florida Association of REALTORS®



## Region 57 Putnam County – West

### September

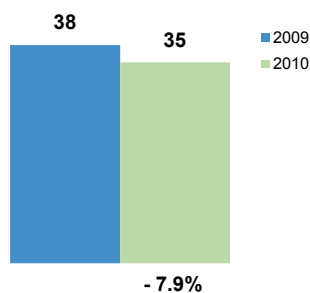
### Year to Date

Putnam County, FL

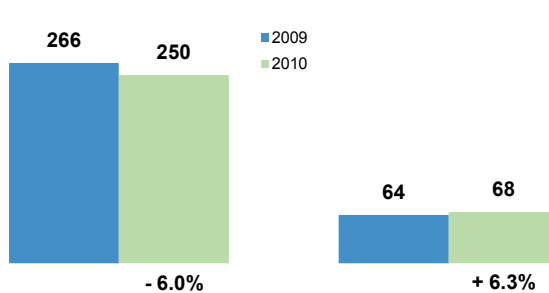
	2009	2010	Change	2009	2010	Change
New Listings	38	35	- 7.9%	266	250	- 6.0%
Closed Sales	8	8	- 0.0%	64	68	+ 6.3%
Median Sales Price*	\$35,125	\$95,000	+ 170.5%	\$42,000	\$58,450	+ 39.2%
Percent of Original List Price Received at Sale*	77.0%	86.4%	+ 12.3%	78.1%	82.0%	+ 5.0%
Average Days on Market Until Sale	185	79	- 57.4%	161	136	- 15.5%
Single-Family Detached Inventory	225	207	- 8.0%	--	--	--
Townhouse-Condo Inventory	0	0	NA	--	--	--

\*Does not account for seller concessions

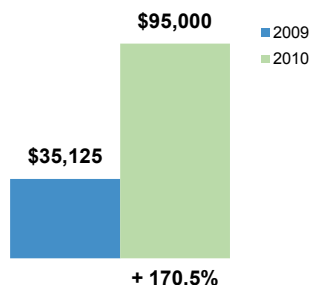
Activity—Most Recent Month



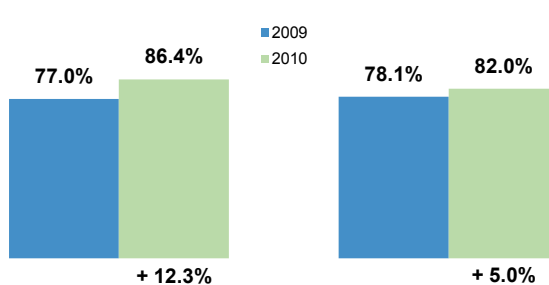
Activity—Year to Date



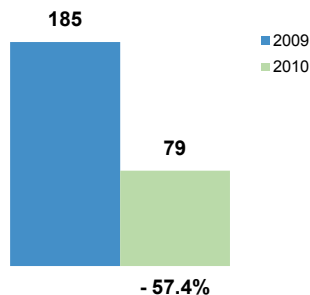
Median Sales Price



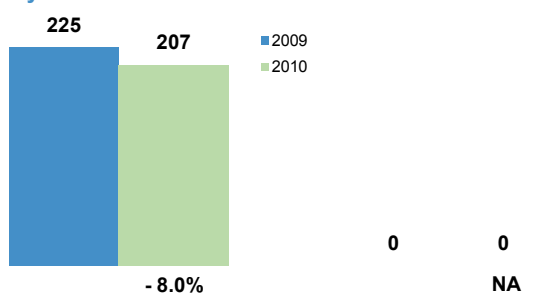
Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month



# Local Market Updates

A free research tool from the Northeast Florida Association of REALTORS®



## Region 58 Putnam County - South

### September

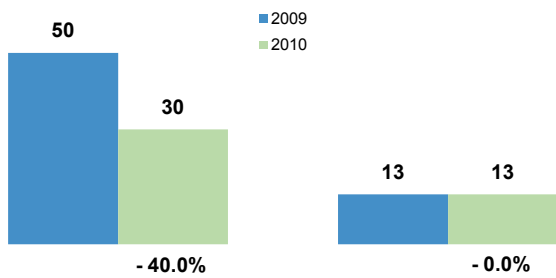
### Year to Date

Putnam County, FL

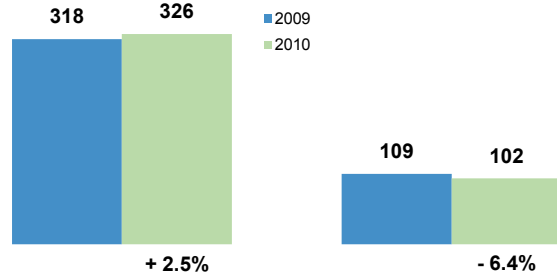
	2009	2010	Change	2009	2010	Change
New Listings	50	30	- 40.0%	318	326	+ 2.5%
Closed Sales	13	13	- 0.0%	109	102	- 6.4%
Median Sales Price*	\$55,000	\$42,000	- 23.6%	\$66,000	\$50,000	- 24.2%
Percent of Original List Price Received at Sale*	77.7%	71.7%	- 7.7%	80.9%	78.3%	- 3.2%
Average Days on Market Until Sale	149	167	+ 12.0%	164	188	+ 14.9%
Single-Family Detached Inventory	302	286	- 5.3%	--	--	--
Townhouse-Condo Inventory	5	7	+ 40.0%	--	--	--

\*Does not account for seller concessions

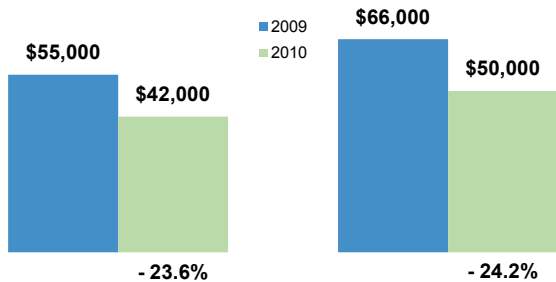
Activity—Most Recent Month



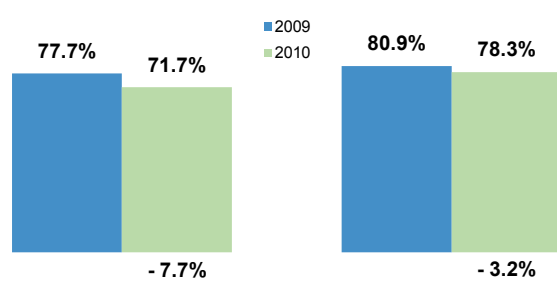
Activity—Year to Date



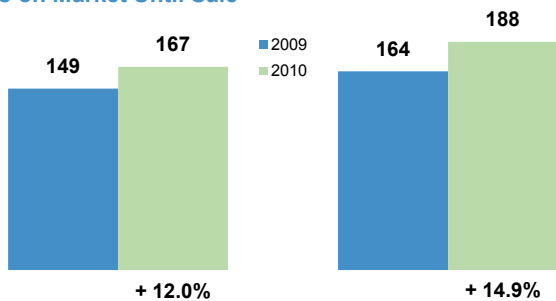
Median Sales Price



Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month

