



# NORTHEAST FLORIDA ASSOCIATION OF REALTORS

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## Monthly Indicators

### May 2010

May provided our first month of data after the expiration of the federal home buyer's tax credit. Northeast Florida home buyers kept the momentum going, resulting in a continuing trend of year-over-year increases in both pending and closed sales.

Pending Sales increased 14.2 percent compared to last May to 1,543 purchase agreements signed. Keep in mind that Closed Sales will remain strong through the end of June as buyers wrap up before the June 30 closing date deadline.

New Listings posted a smaller increase, with 2,680 new properties being added to available market inventory, representing a 3.4 percent year-over-year increase. This sort of market activity has brought inventory down 8.8 percent to 15,070 Active Listings.

As expected, Median Sales Price did post a 15.7 percent decrease over the same period last year. We anticipate prices remaining relatively soft due to the prevalence of lender-mediated foreclosures and short sales.

|  |           |
|--|-----------|
| <b>New Listings</b>                                    | <b>2</b>  |
| <b>Pending Sales</b>                                   | <b>3</b>  |
| <b>Closed Sales</b>                                    | <b>4</b>  |
| <b>Days On Market Until Sale</b>                       | <b>5</b>  |
| <b>Median Sales Price</b>                              | <b>6</b>  |
| <b>Average Sales Price</b>                             | <b>7</b>  |
| <b>Percent of Original List Price Received at Sale</b> | <b>8</b>  |
| <b>Housing Affordability Index</b>                     | <b>9</b>  |
| <b>Housing Supply Outlook</b>                          |           |
| All Residential Properties                             | <b>10</b> |
| Up to \$149,999 and \$150,000 to \$199,999             | <b>11</b> |
| \$200,000 to \$299,999 and \$300,000 to \$499,999      | <b>12</b> |
| \$500,000 to \$999,999 and \$1,000,000 and above       | <b>13</b> |
| <b>Market Overview</b>                                 | <b>14</b> |
| <b>Annual Review</b>                                   | <b>15</b> |

*Area breakouts of 29 submarkets begin after page 15.*

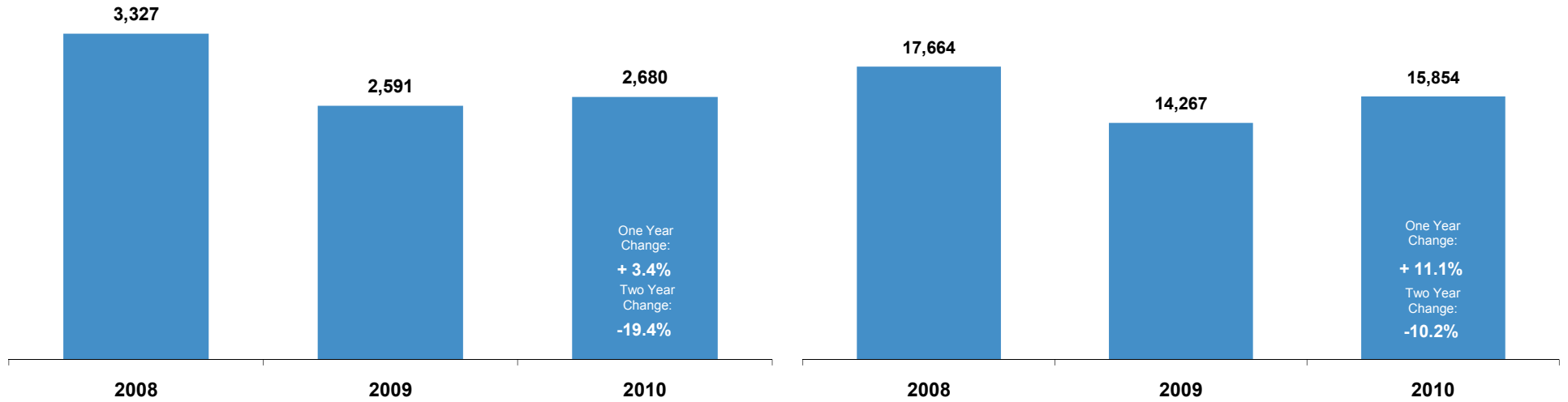
# New Listings

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

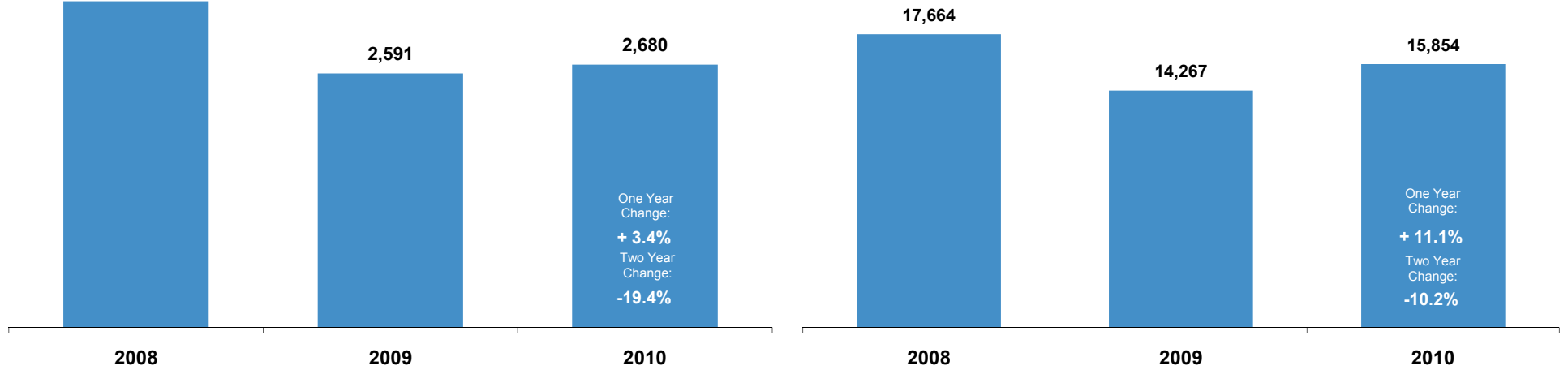


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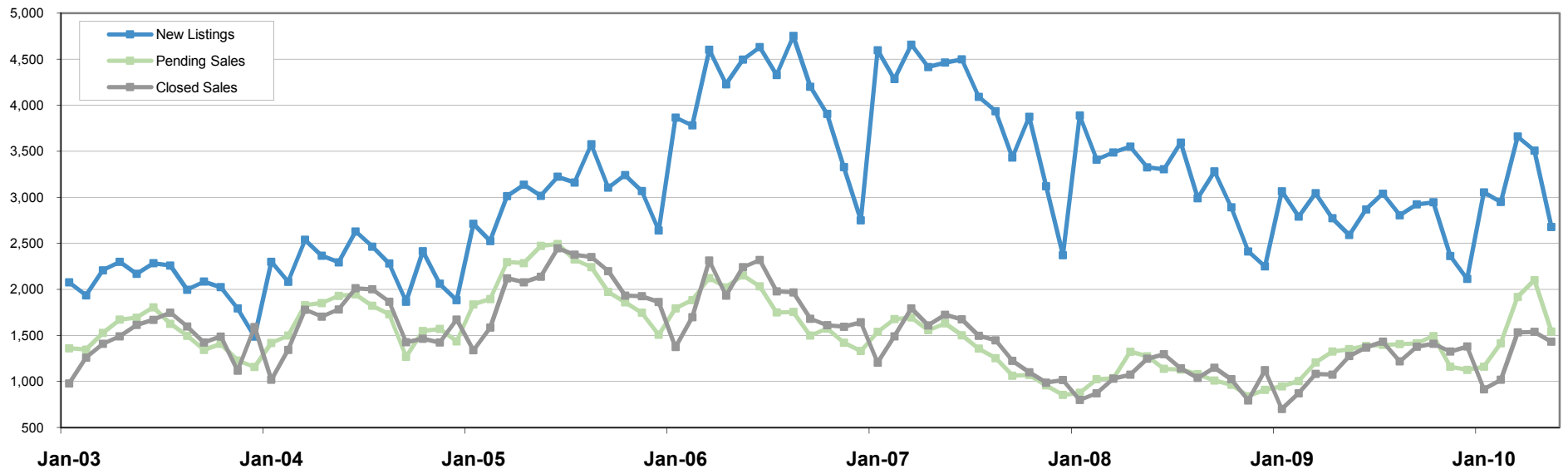
## May



## Year to Date



## Historical Market Activity



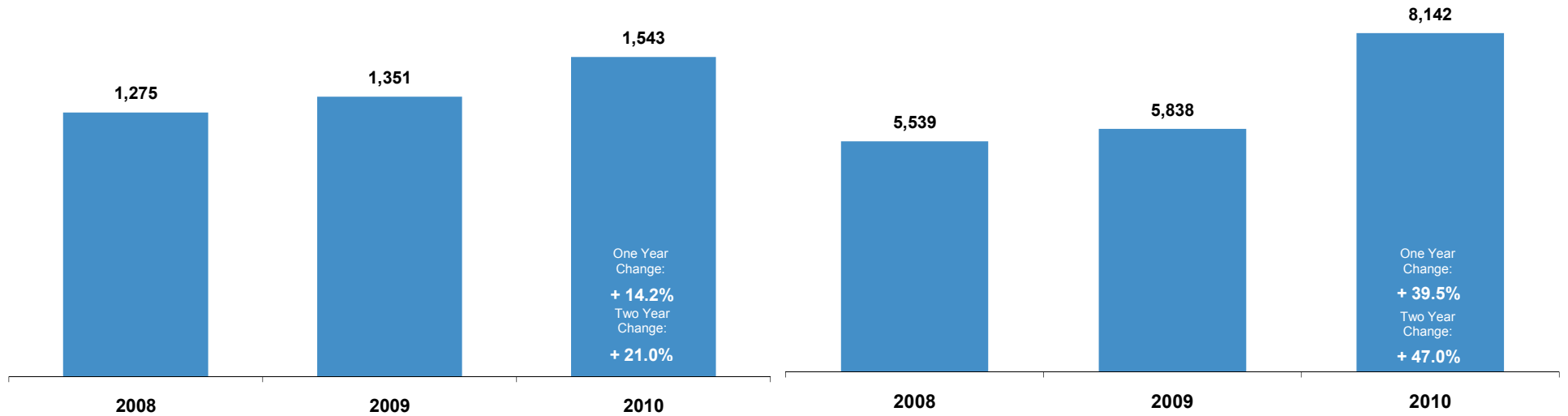
# Pending Sales

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

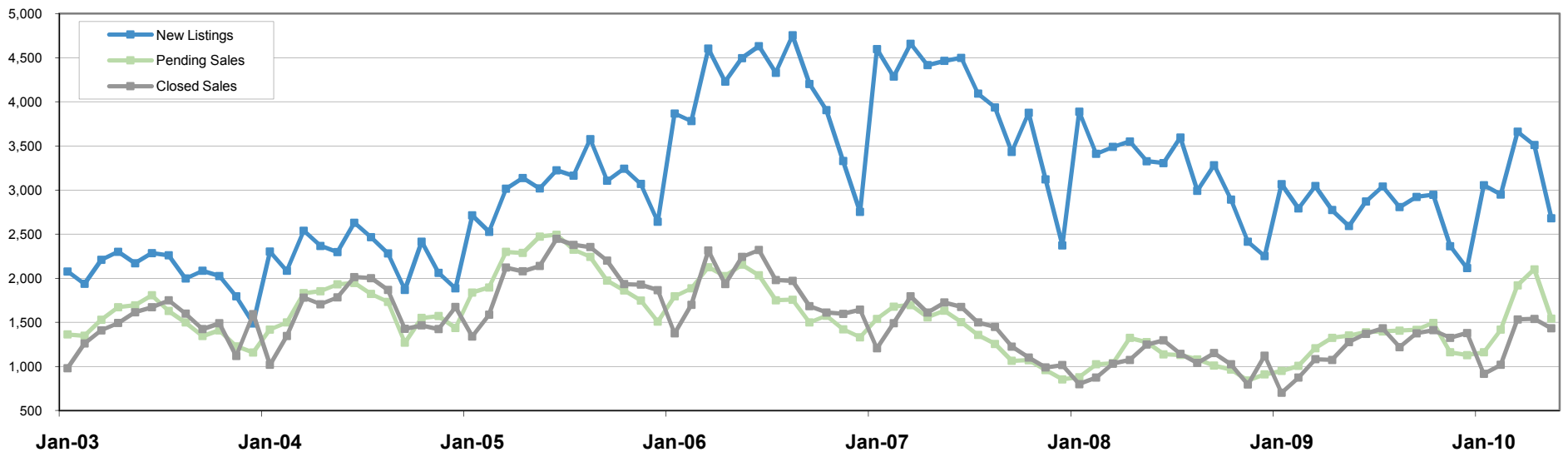


May

Year to Date



## Historical Market Activity



# Closed Sales

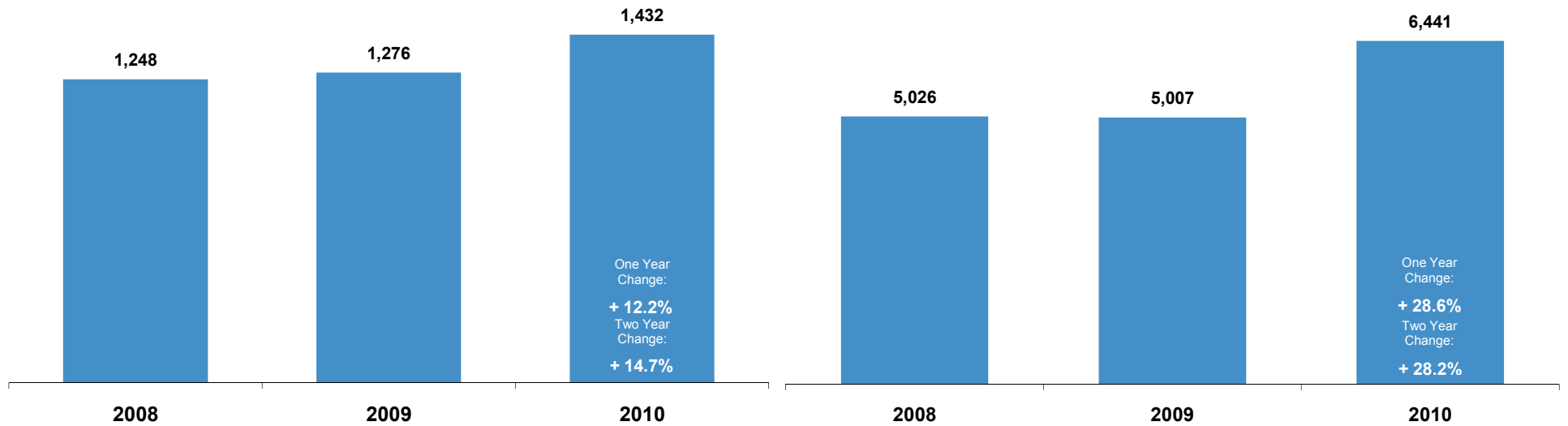
A Monthly Indicator from the **Northeast Florida Association of REALTORS®**



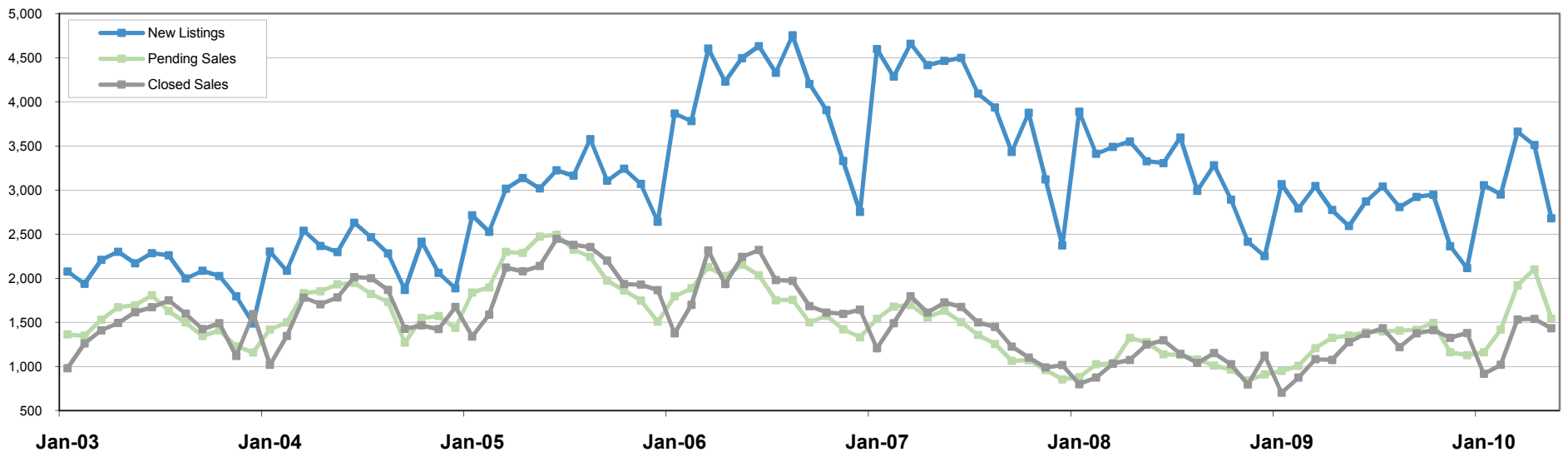
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## May

## Year to Date



## Historical Market Activity



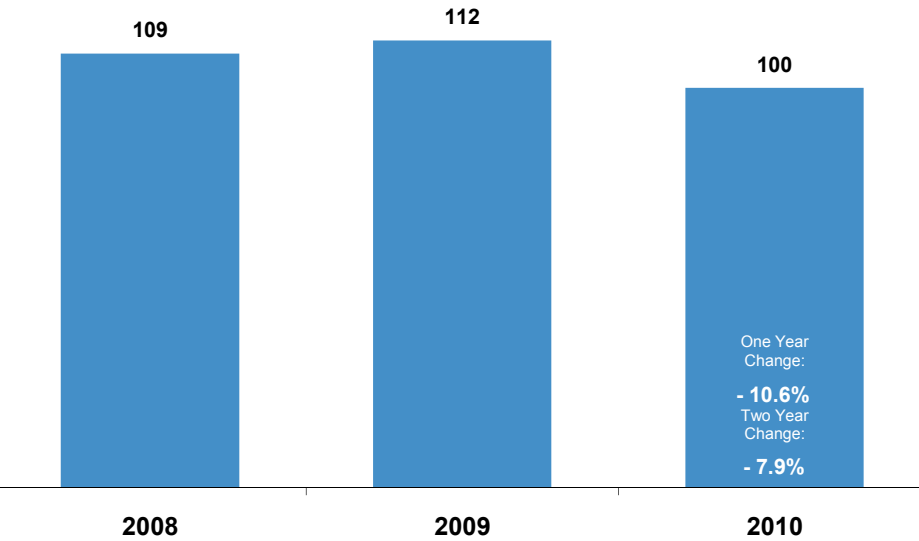
# Days on Market Until Sale

A Monthly Indicator from the Northeast Florida Association of REALTORS®

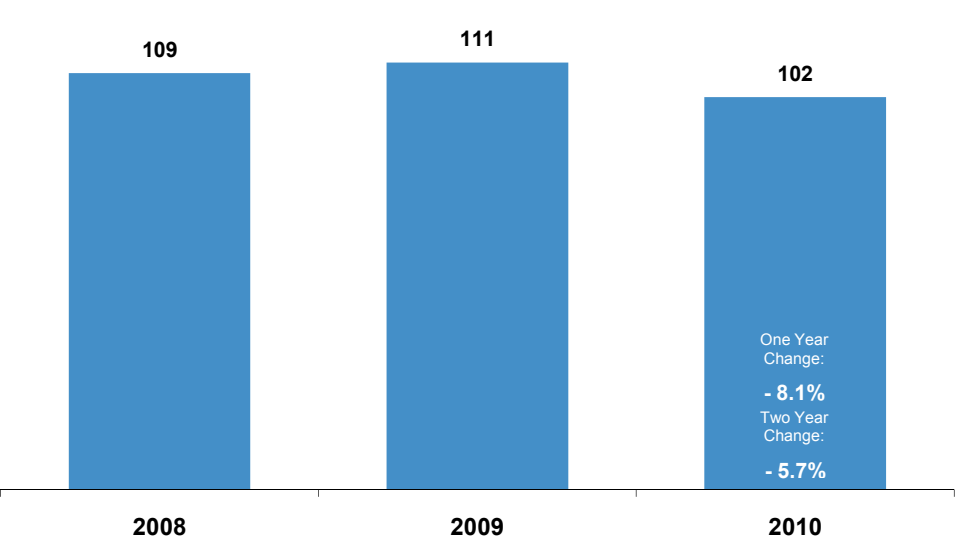


NORTHEAST FLORIDA  
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## May



## Year to Date



## Historical Days on Market Until Sale



# Median Sales Price

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

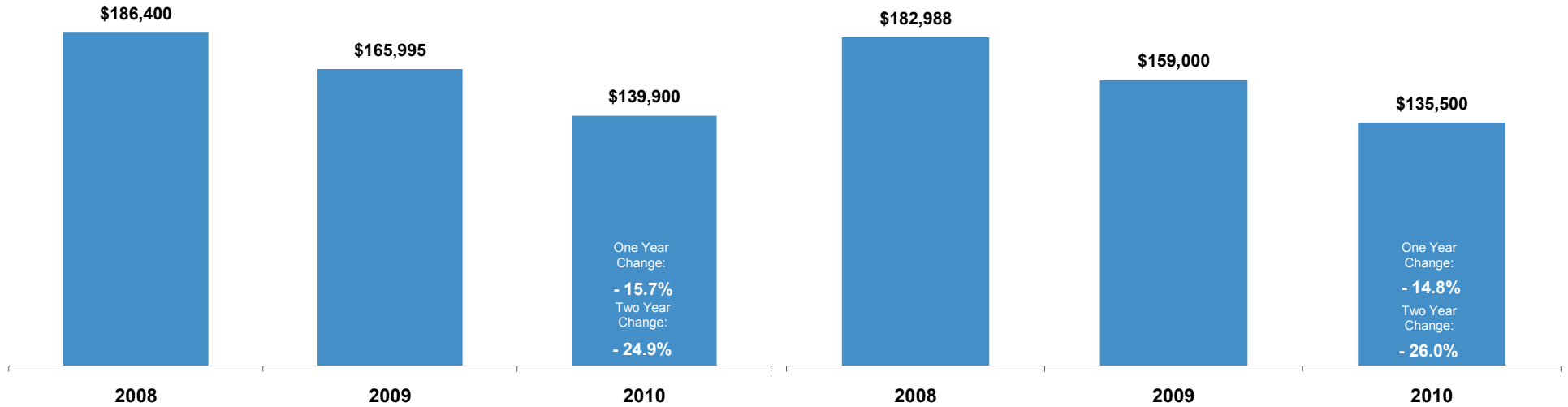


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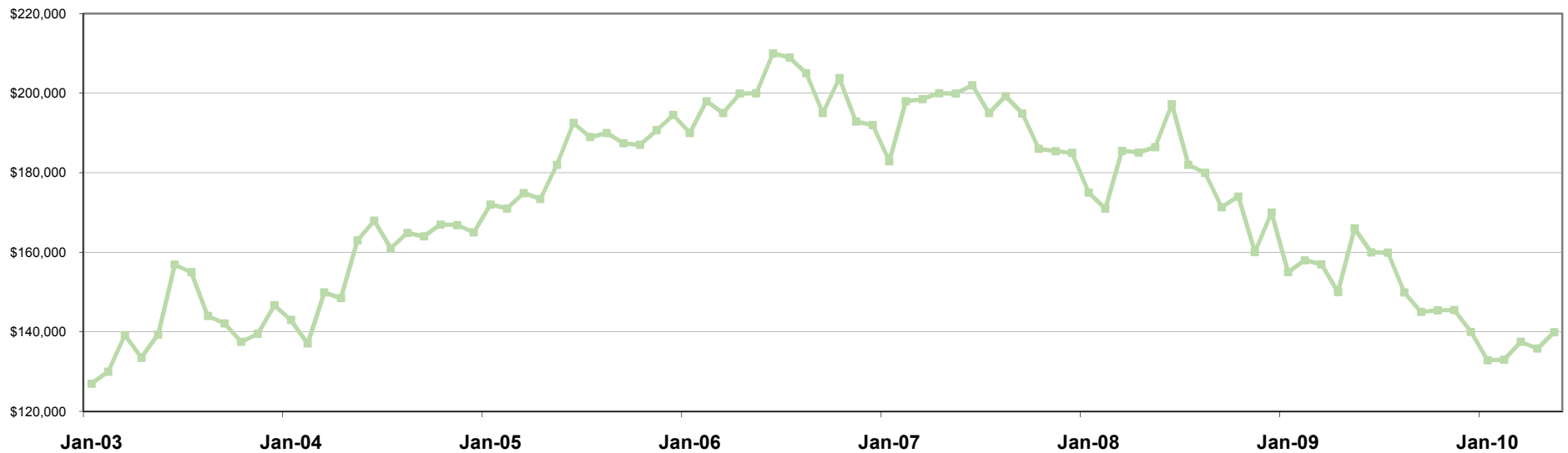
May

Year to Date

Figures do not take into account seller concessions.



## Historical Median Prices



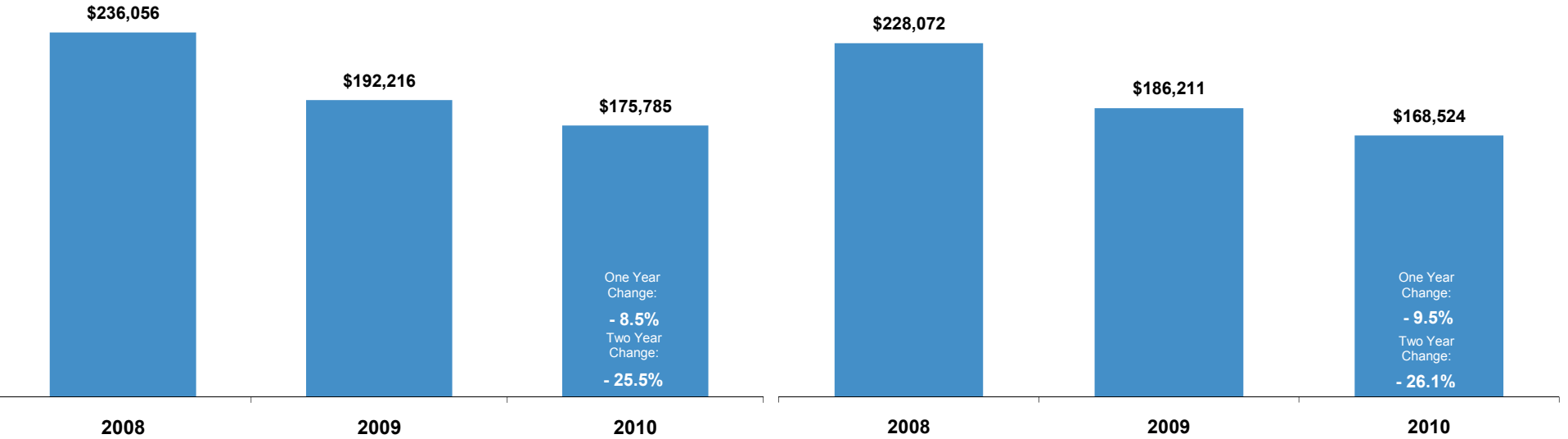
# Average Sales Price

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



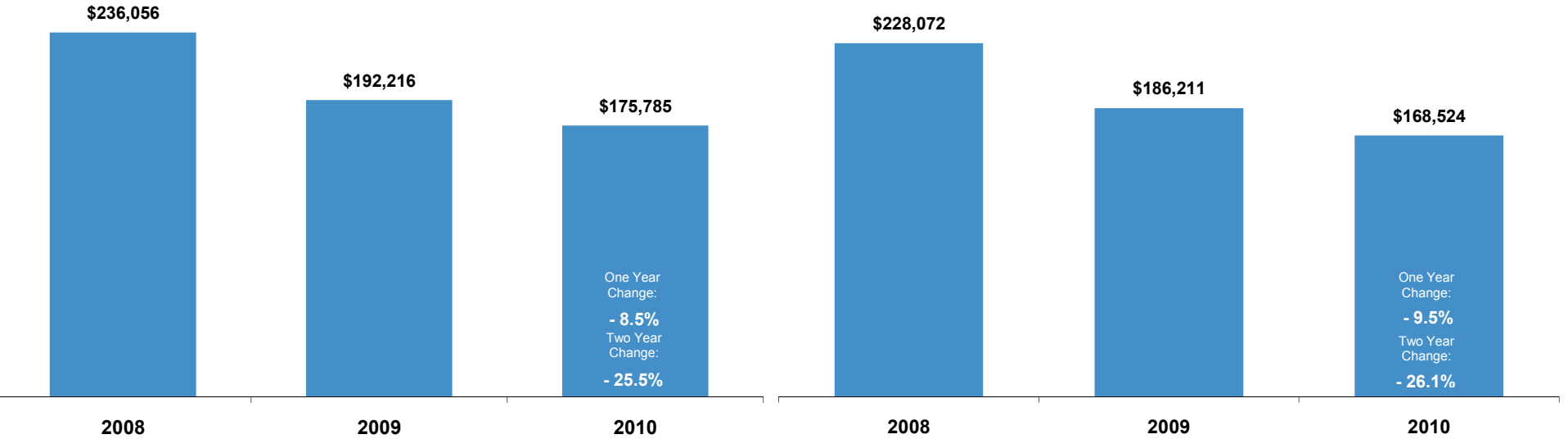
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## May

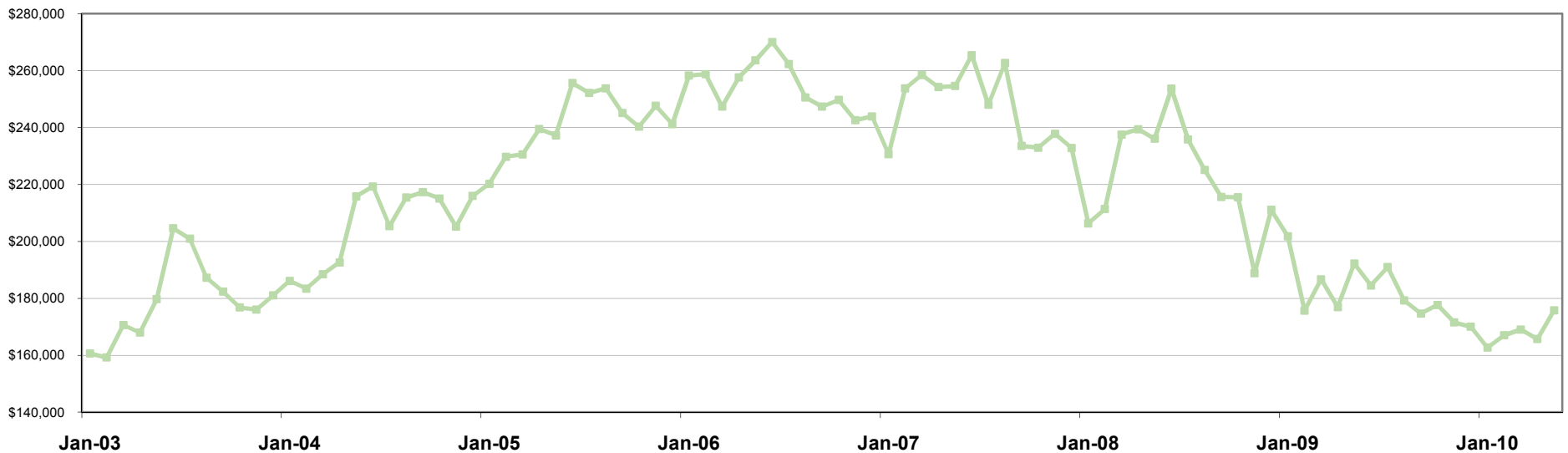


## Year to Date

Figures do not take into account seller concessions.



## Historical Average Prices

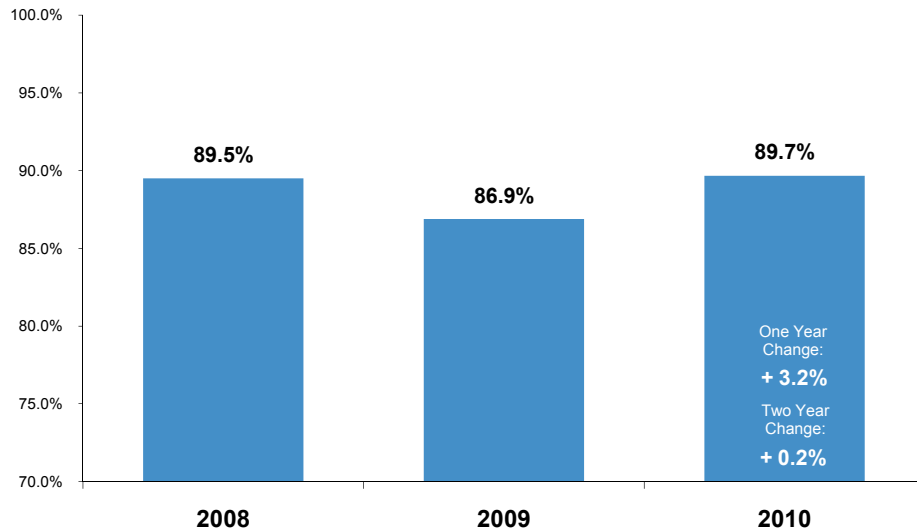


# Percent of Original List Price Received at Sale

A Monthly Indicator from the Northeast Florida Association of REALTORS®

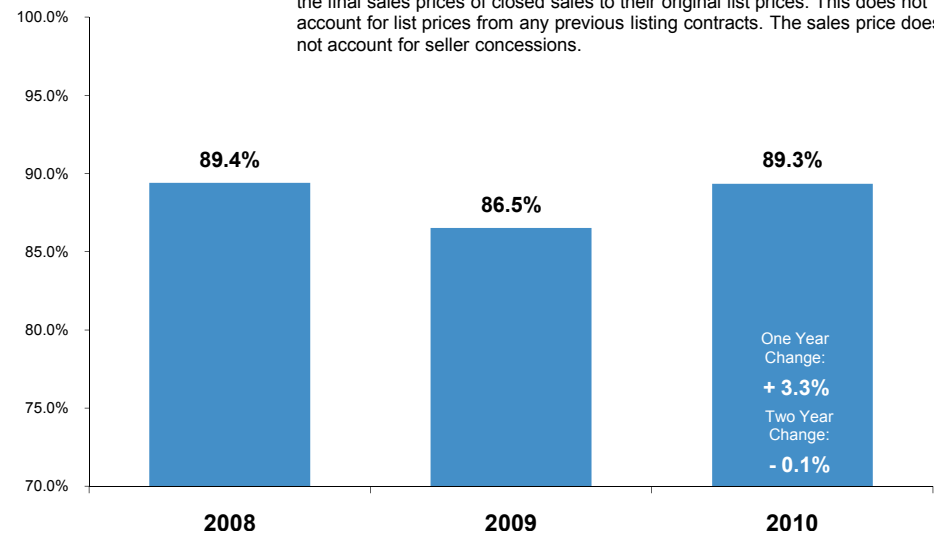


## May

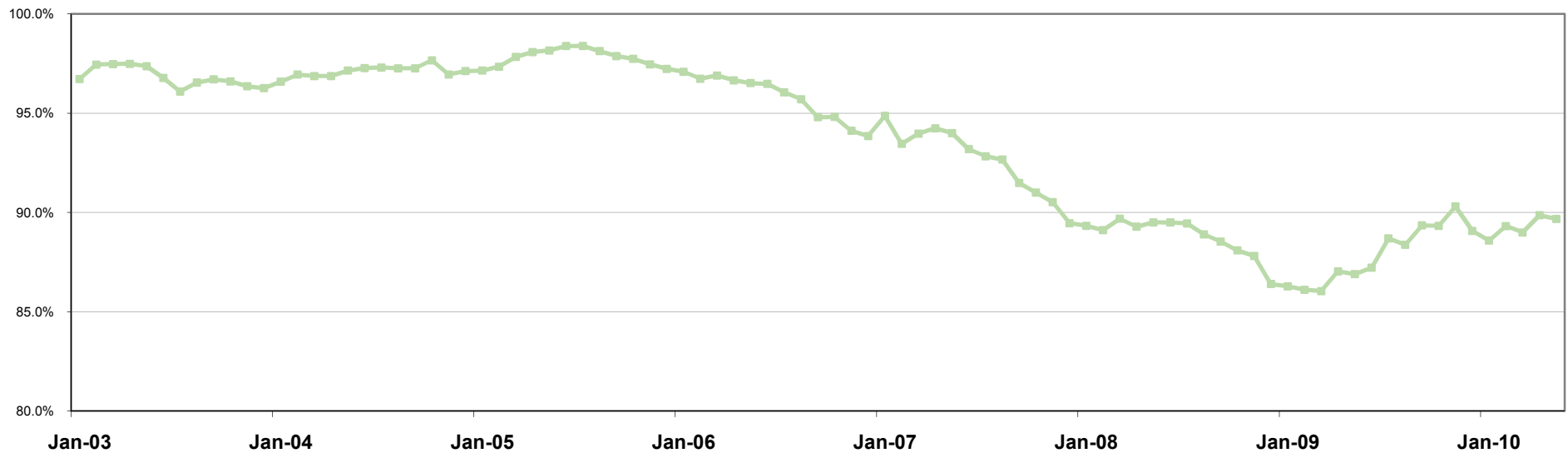


## Year to Date

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®**

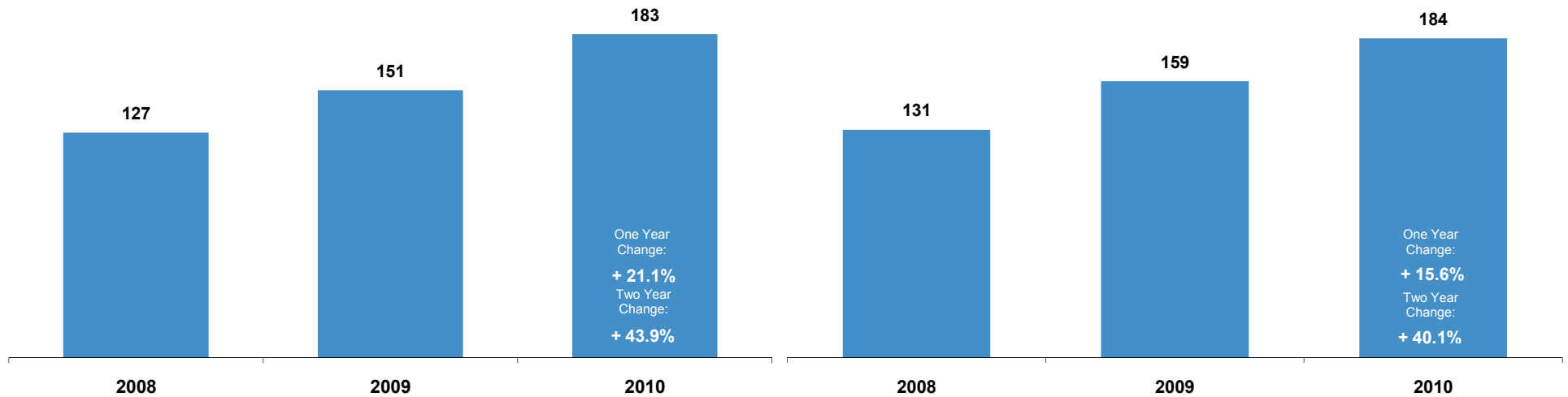


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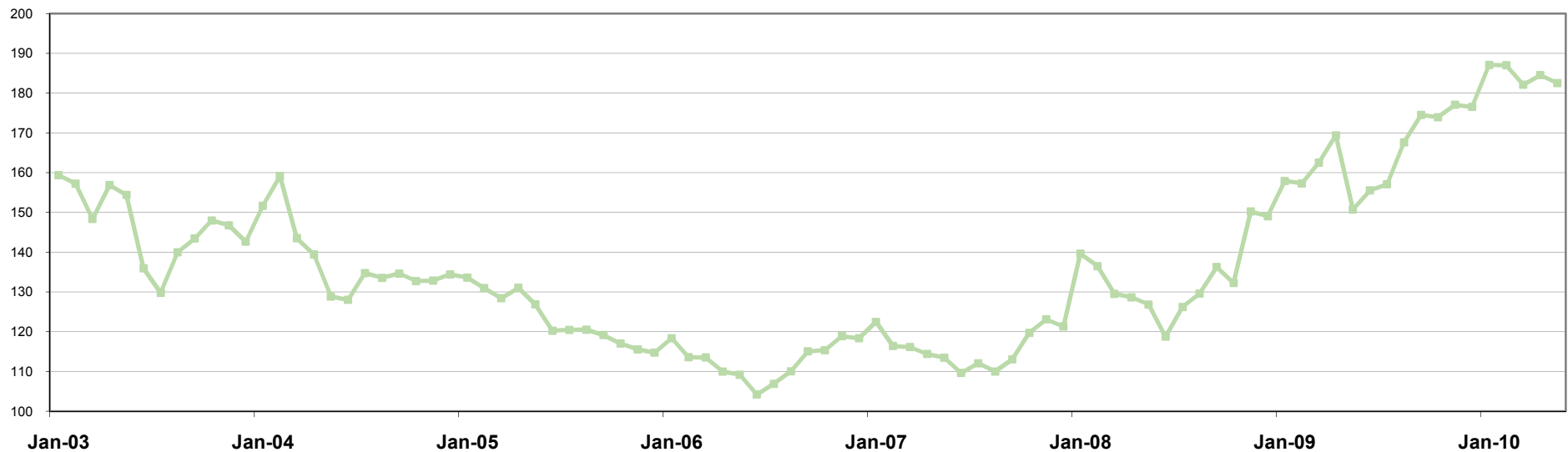
May

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

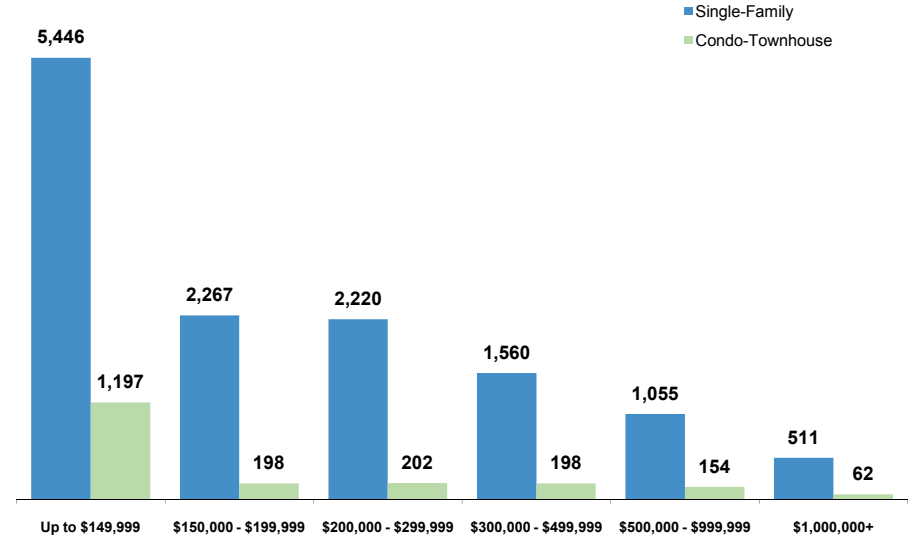
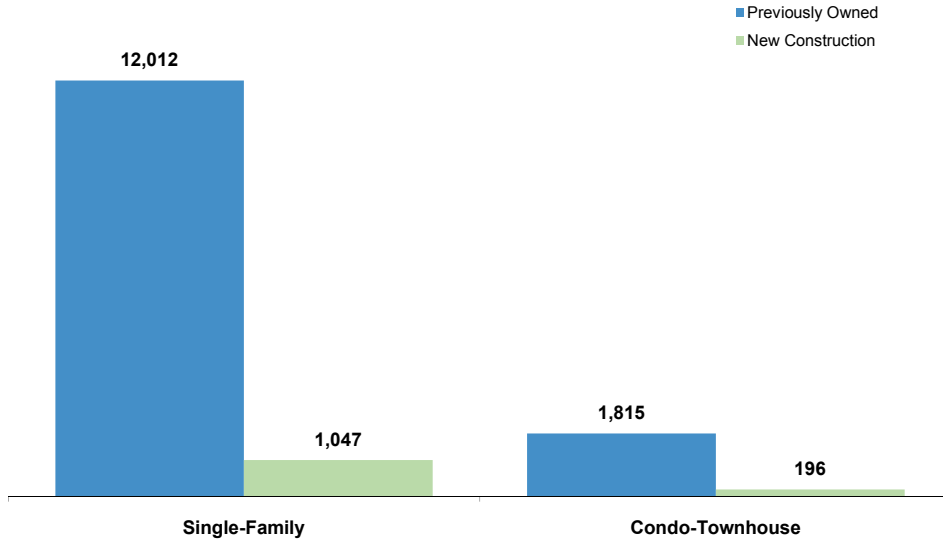


# Housing Supply Outlook

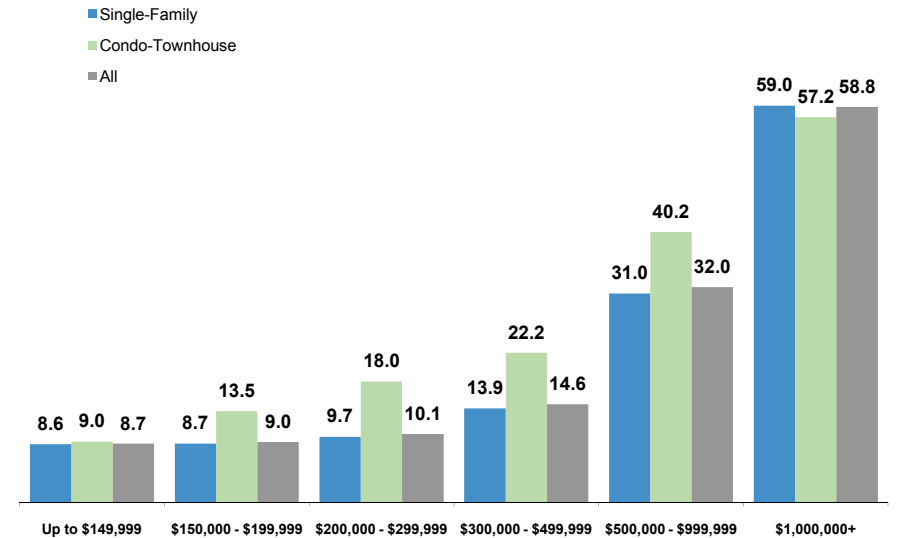
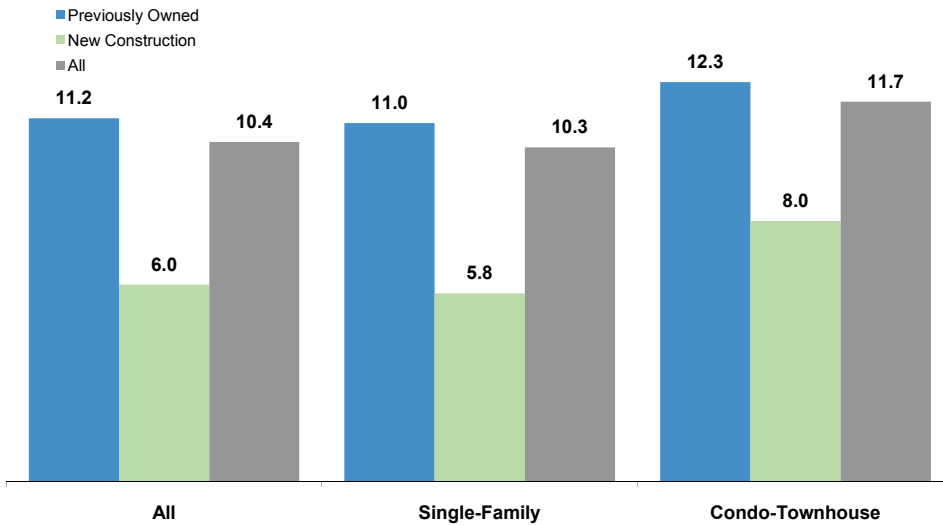
A Monthly Indicator from the Northeast Florida Association of REALTORS®



## 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

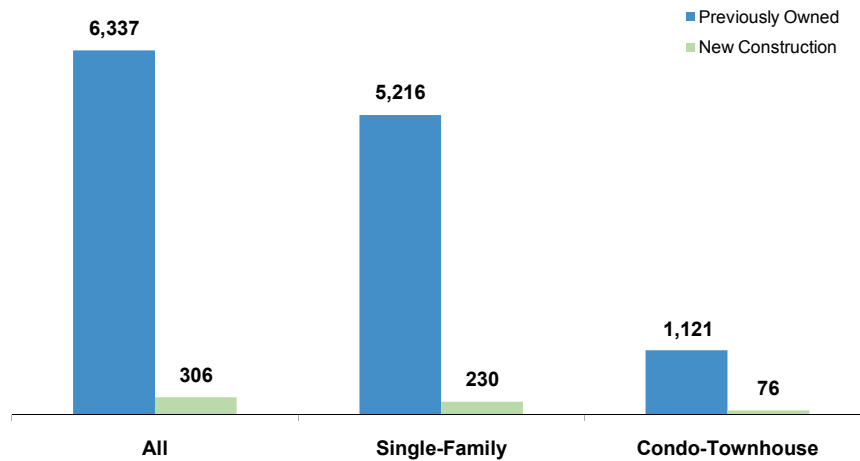
# Housing Supply Outlook

A Monthly Indicator from the Northeast Florida Association of REALTORS®

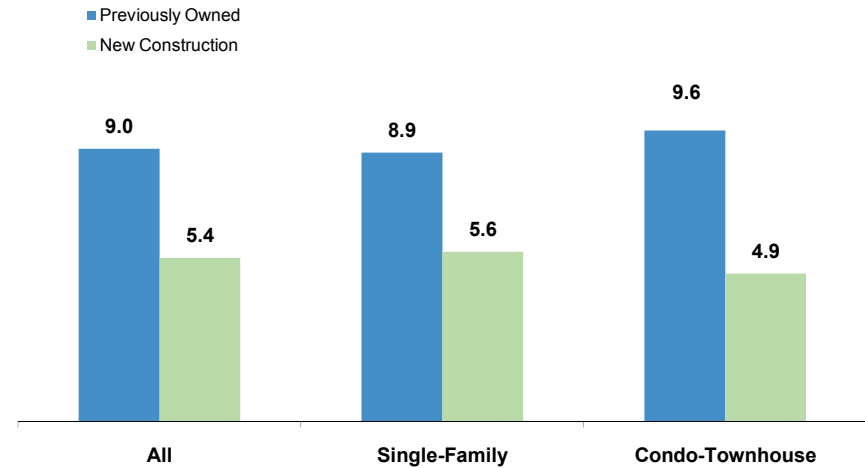


## Up to \$149,999

### Inventory

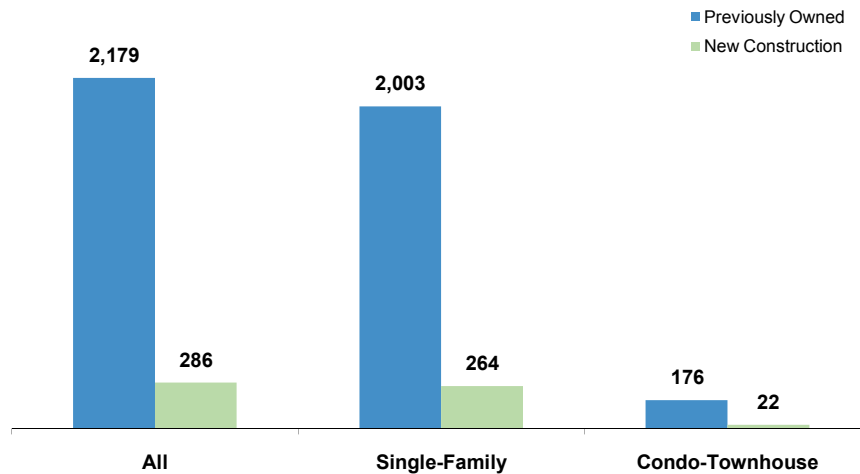


### Months Supply

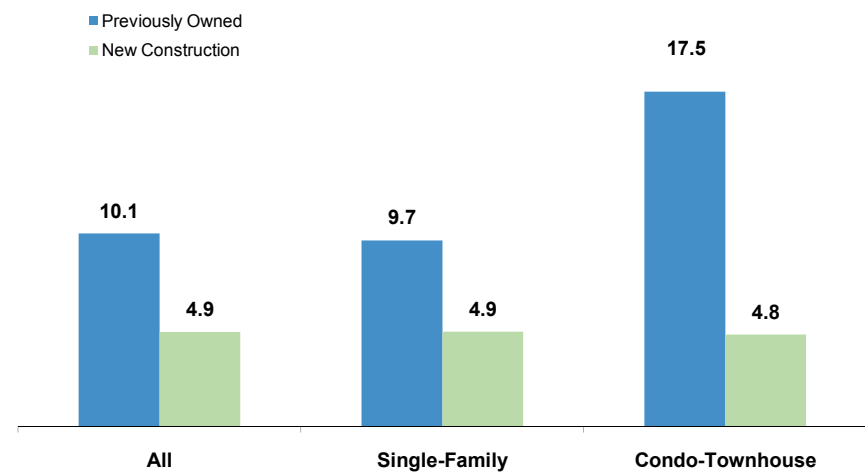


## \$150,000 to \$199,999

### Inventory



### Months Supply



# Housing Supply Outlook

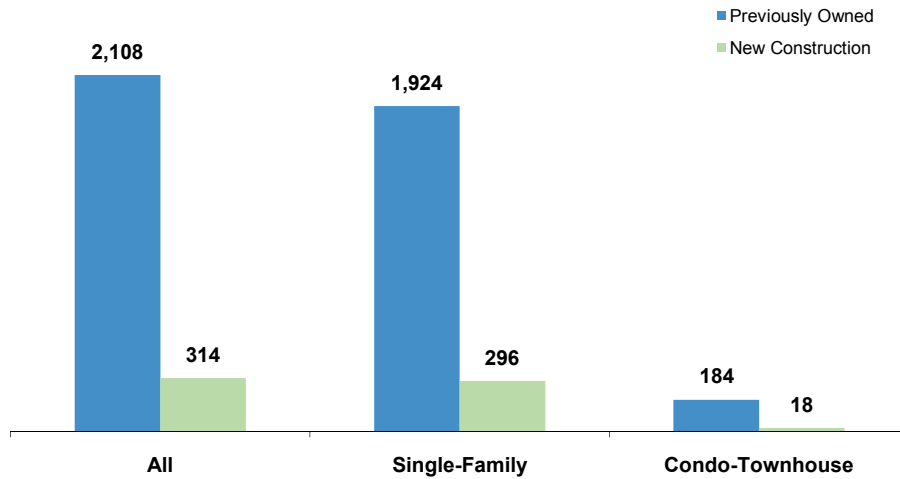
A Monthly Indicator from the **Northeast Florida Association of REALTORS®**



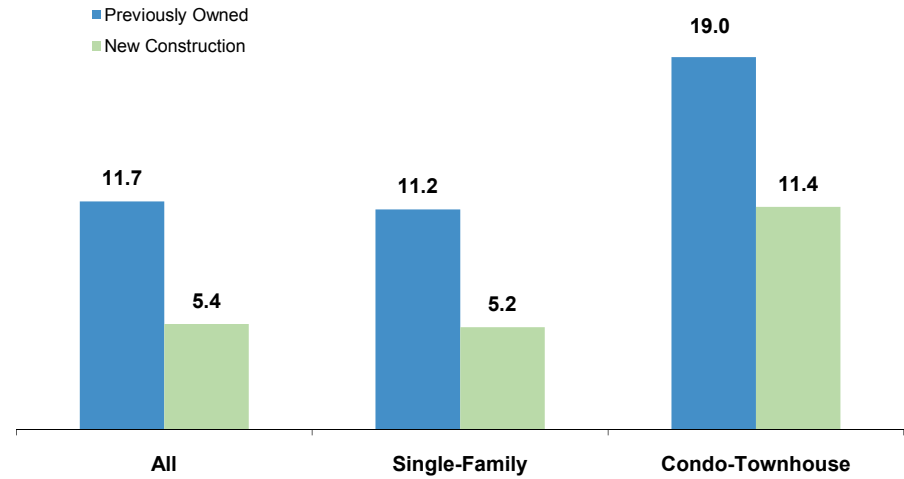
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## \$200,000 to \$299,999

### Inventory

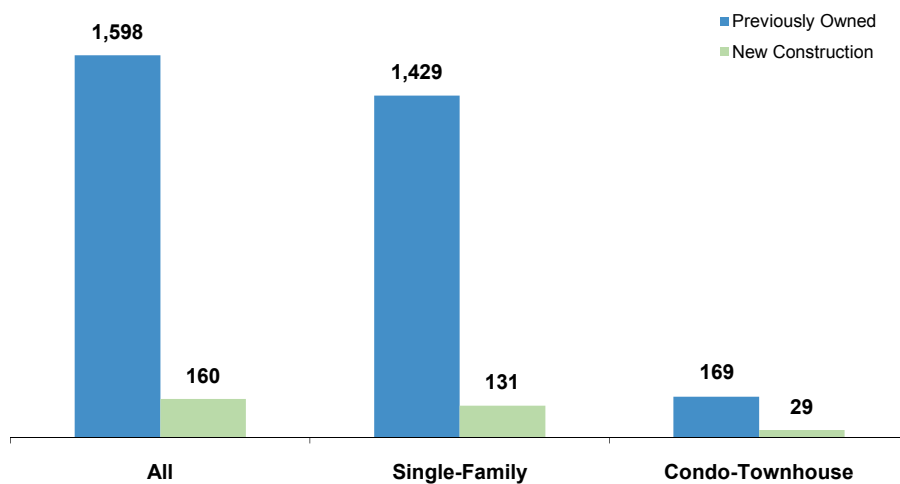


### Months Supply

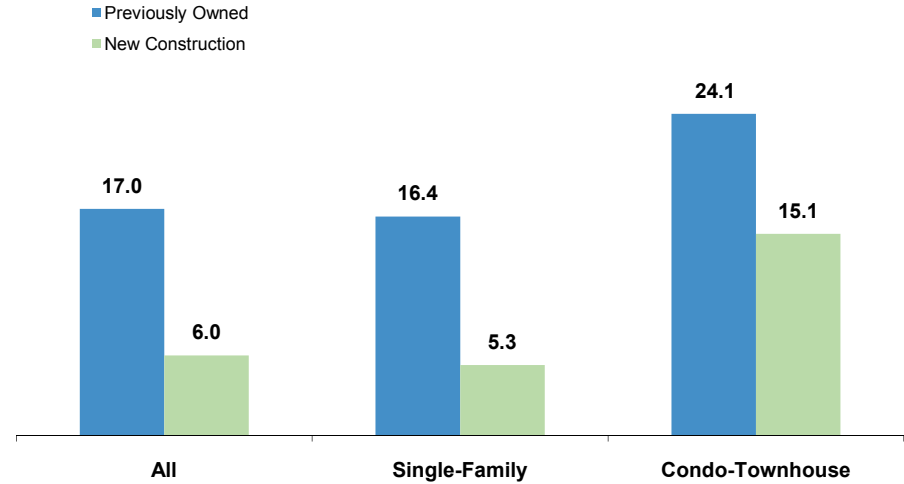


## \$300,000 to \$499,999

### Inventory



### Months Supply



# Housing Supply Outlook

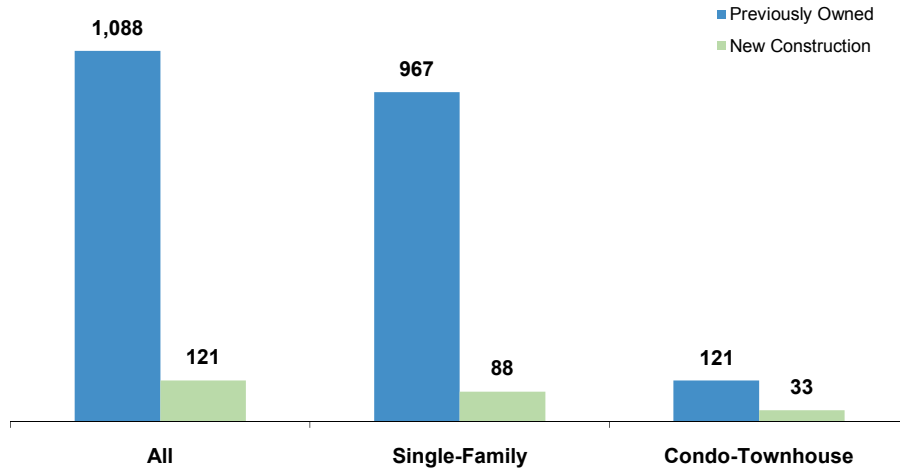
A Monthly Indicator from the Northeast Florida Association of REALTORS®



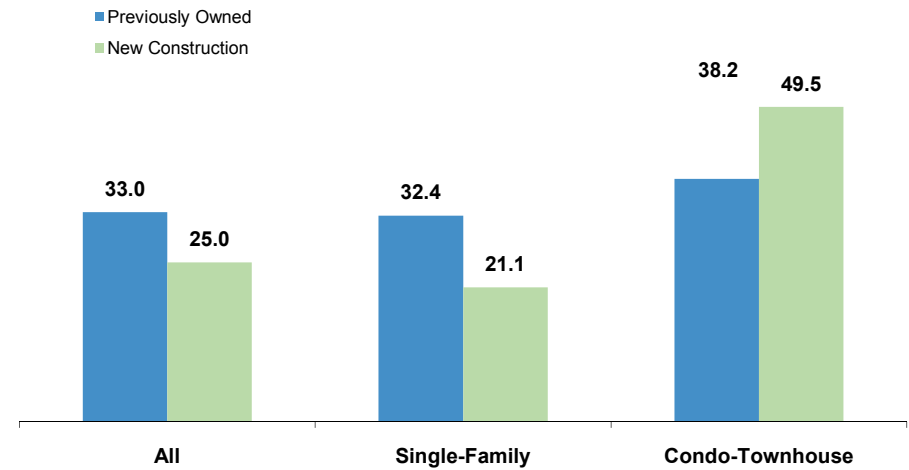
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## \$500,000 to \$999,999

### Inventory

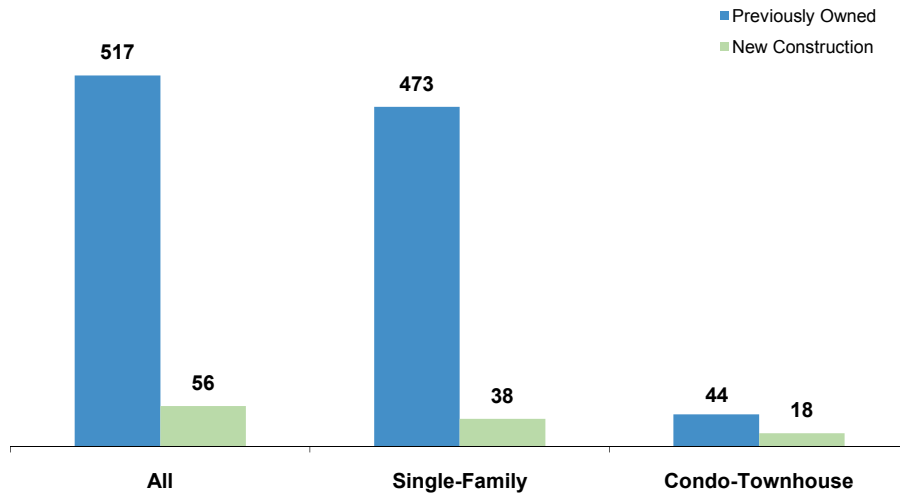


### Months Supply

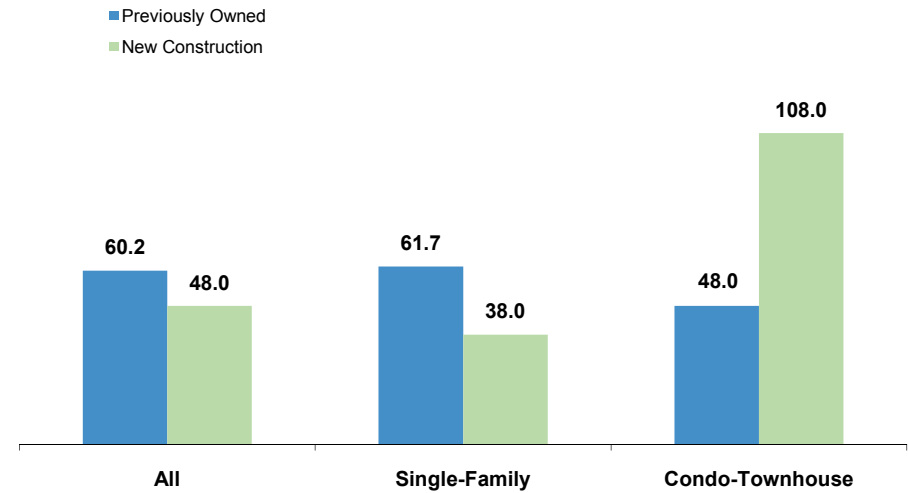


## \$1,000,000 and above

### Inventory



### Months Supply



# Market Overview



A Monthly Indicator from the Northeast Florida Association of REALTORS®

## May 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>                                    | Mar        | 3,660            | 3,045            | + 20.2%        | 3,891            | 9,665                  | 8,903                      | + 8.6%         | 11,030                      |
|  | Apr        | 3,509            | 2,773            | + 26.5%        | 3,695            | 13,174                 | 11,676                     | + 12.8%        | 14,725                      |
|  | <b>May</b> | <b>2,680</b>     | <b>2,591</b>     | <b>+ 3.4%</b>  | <b>3,511</b>     | <b>15,854</b>          | <b>14,267</b>              | <b>+ 11.1%</b> | <b>18,236</b>               |
| <b>Pending Sales</b>                                   | Mar        | 1,920            | 1,207            | + 59.1%        | 1,597            | 4,498                  | 3,162                      | + 42.3%        | 4,264                       |
|  | Apr        | 2,101            | 1,325            | + 58.6%        | 1,666            | 6,599                  | 4,487                      | + 47.1%        | 5,930                       |
|  | <b>May</b> | <b>1,543</b>     | <b>1,351</b>     | <b>+ 14.2%</b> | <b>1,591</b>     | <b>8,142</b>           | <b>5,838</b>               | <b>+ 39.5%</b> | <b>7,521</b>                |
| <b>Closed Sales</b>                                    | Mar        | 1,534            | 1,082            | + 41.8%        | 1,551            | 3,469                  | 2,656                      | + 30.6%        | 3,742                       |
|  | Apr        | 1,540            | 1,075            | + 43.3%        | 1,447            | 5,009                  | 3,731                      | + 34.3%        | 5,188                       |
|  | <b>May</b> | <b>1,432</b>     | <b>1,276</b>     | <b>+ 12.2%</b> | <b>1,585</b>     | <b>6,441</b>           | <b>5,007</b>               | <b>+ 28.6%</b> | <b>6,773</b>                |
| <b>Days on Market Until Sale</b>                       | Mar        | 104              | 115              | - 9.0%         | 95               | 103                    | 112                        | - 8.1%         | 93                          |
|  | Apr        | 103              | 109              | - 5.5%         | 92               | 103                    | 111                        | - 7.4%         | 93                          |
|  | <b>May</b> | <b>100</b>       | <b>112</b>       | <b>- 10.6%</b> | <b>92</b>        | <b>102</b>             | <b>111</b>                 | <b>- 8.1%</b>  | <b>93</b>                   |
| <b>Median Sales Price</b>                              | Mar        | \$137,500        | \$157,000        | - 12.4%        | \$174,700        | \$135,000              | \$157,000                  | - 14.0%        | \$171,688                   |
|  | Apr        | \$135,810        | \$150,000        | - 9.5%         | \$174,163        | \$135,000              | \$155,000                  | - 12.9%        | \$172,200                   |
|  | <b>May</b> | <b>\$139,900</b> | <b>\$165,995</b> | <b>- 15.7%</b> | <b>\$178,439</b> | <b>\$135,500</b>       | <b>\$159,000</b>           | <b>- 14.8%</b> | <b>\$174,298</b>            |
| <b>Average Sales Price</b>                             | Mar        | \$169,049        | \$186,692        | - 9.5%         | \$219,823        | \$166,771              | \$187,084                  | - 10.9%        | \$215,379                   |
|  | Apr        | \$165,720        | \$176,925        | - 6.3%         | \$218,788        | \$166,448              | \$184,157                  | - 9.6%         | \$216,300                   |
|  | <b>May</b> | <b>\$175,785</b> | <b>\$192,216</b> | <b>- 8.5%</b>  | <b>\$224,447</b> | <b>\$168,524</b>       | <b>\$186,211</b>           | <b>- 9.5%</b>  | <b>\$218,239</b>            |
| <b>Total Active Listings Available</b>                 | Mar        | 15,208           | 16,650           | - 8.7%         |                  |                        |                            |                |                             |
|  | Apr        | 15,249           | 16,731           | - 8.9%         | --               | --                     | --                         | --             | --                          |
|  | <b>May</b> | <b>15,070</b>    | <b>16,524</b>    | <b>- 8.8%</b>  |                  |                        |                            |                |                             |
| <b>Percent of Original List Price Received At Sale</b> | Mar        | 89.0%            | 86.0%            | + 3.4%         | 91.1%            | 91.1%                  | 86.1%                      | + 5.8%         | 89.0%                       |
|  | Apr        | 89.9%            | 87.0%            | + 3.2%         | 91.4%            | 91.4%                  | 86.4%                      | + 5.8%         | 89.2%                       |
|  | <b>May</b> | <b>89.7%</b>     | <b>86.9%</b>     | <b>+ 3.2%</b>  | <b>91.3%</b>     | <b>91.3%</b>           | <b>86.5%</b>               | <b>+ 5.6%</b>  | <b>89.3%</b>                |
| <b>Housing Affordability Index</b>                     | Mar        | 182              | 163              | + 12.1%        | 141              | 185                    | 160                        | + 15.8%        |                             |
|  | Apr        | 185              | 169              | + 9.0%         | 141              | 185                    | 162                        | + 13.8%        | --                          |
|  | <b>May</b> | <b>183</b>       | <b>151</b>       | <b>+ 21.1%</b> | <b>137</b>       | <b>184</b>             | <b>159</b>                 | <b>+ 15.6%</b> |                             |
| <b>Months Supply of Inventory</b>                      | Mar        | 11.5             | 15.8             | - 27.0%        |                  |                        |                            |                |                             |
|  | Apr        | 11.0             | 15.6             | - 29.4%        | --               | --                     | --                         | --             | --                          |
|  | <b>May</b> | <b>10.4</b>      | <b>15.4</b>      | <b>- 32.5%</b> |                  |                        |                            |                |                             |

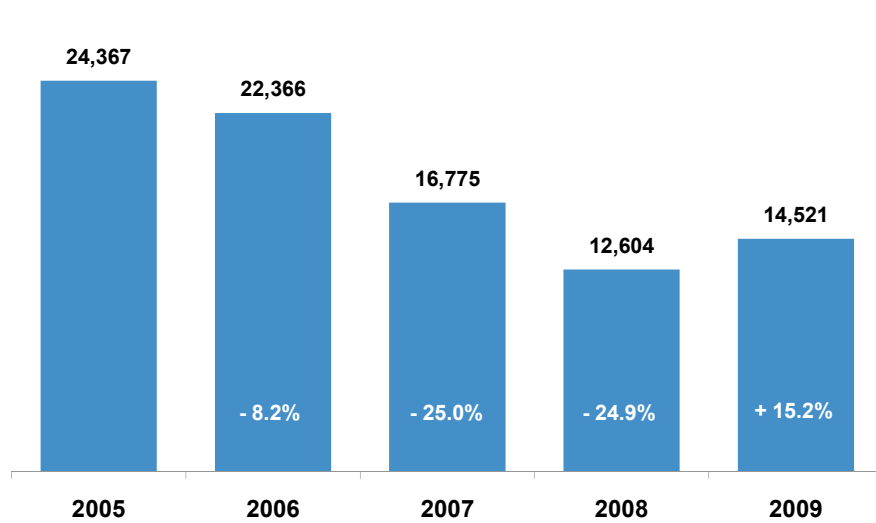
# Annual Review

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

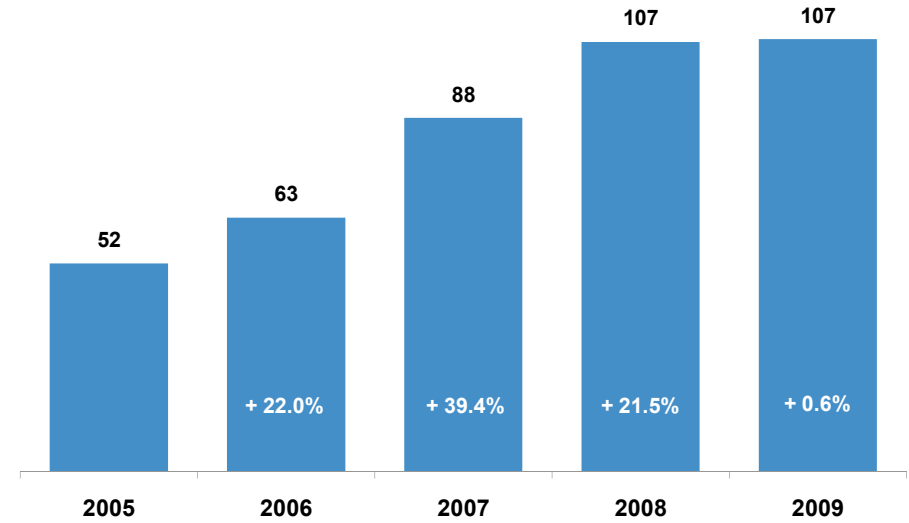


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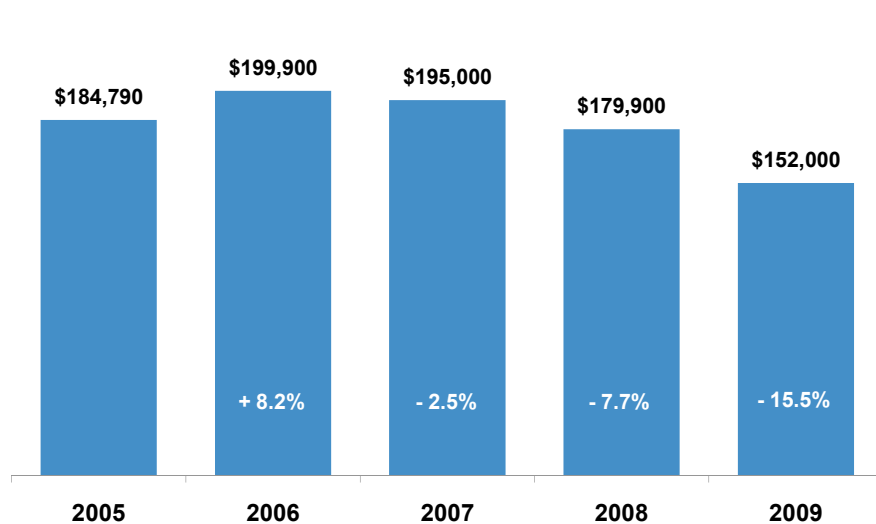
## Closed Sales



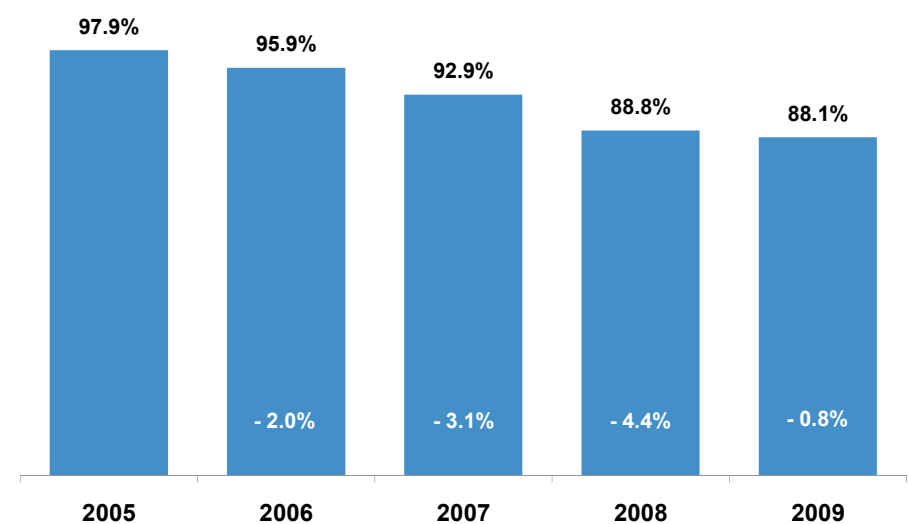
## Days on Market Until Sale



## Median Sales Price



## Percent of Original List Price Received at Sale



# Local Market Updates

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## Region 01 Southside/Mandarin/ Bartram

May

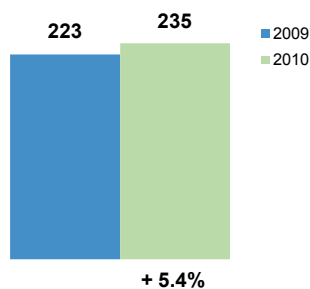
Year to Date

Duval County, FL

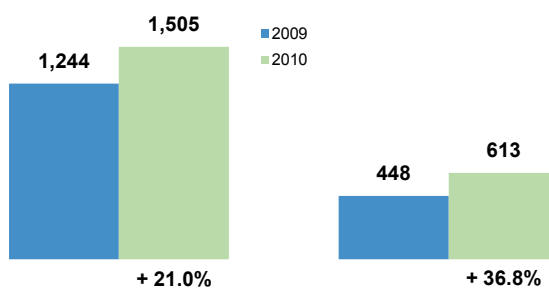
|  | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 223       | 235       | + 5.4%  | 1,244     | 1,505     | + 21.0% |
| Closed Sales                                     | 119       | 145       | + 21.8% | 448       | 613       | + 36.8% |
| Median Sales Price*                              | \$182,500 | \$146,125 | - 19.9% | \$180,000 | \$150,000 | - 16.7% |
| Percent of Original List Price Received at Sale* | 88.1%     | 90.8%     | + 3.1%  | 88.5%     | 90.5%     | + 2.2%  |
| Average Days on Market Until Sale                | 118       | 108       | - 8.6%  | 115       | 109       | - 5.1%  |
| Single-Family Detached Inventory                 | 1,063     | 1,105     | + 4.0%  | --        | --        | --      |
| Townhouse-Condo Inventory                        | 312       | 200       | - 35.9% | --        | --        | --      |

\*Does not account for seller concessions

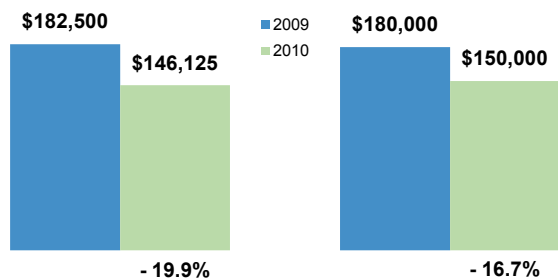
Activity—Most Recent Month



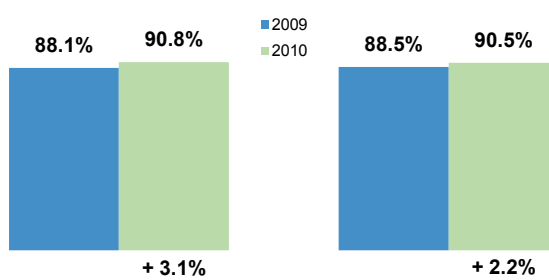
Activity—Year to Date



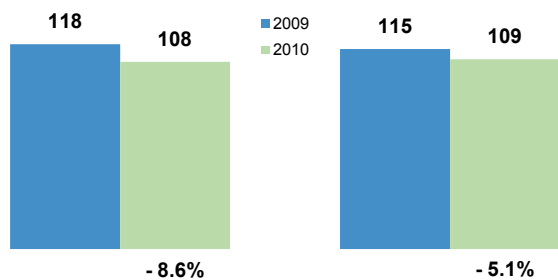
Median Sales Price



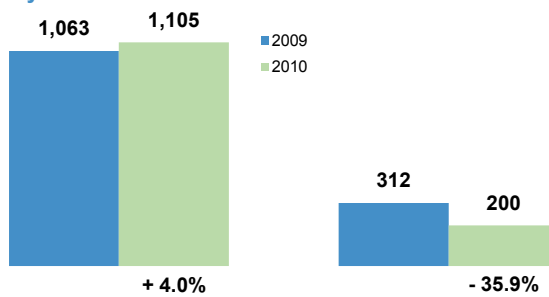
Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month





# Local Market Updates

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## Region 02

### Southside

### May

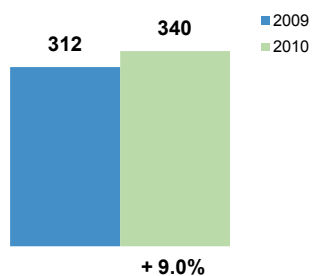
### Year to Date

Duval County, FL

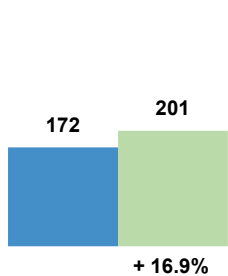
|   | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|---|-----------|-----------|---------|-----------|-----------|---------|
| <b>New Listings</b>                                     | 312       | 340       | + 9.0%  | 1,753     | 2,057     | + 17.3% |
| <b>Closed Sales</b>                                     | 172       | 201       | + 16.9% | 646       | 915       | + 41.6% |
| <b>Median Sales Price*</b>                              | \$165,000 | \$115,000 | - 30.3% | \$156,550 | \$130,000 | - 17.0% |
| <b>Percent of Original List Price Received at Sale*</b> | 87.6%     | 90.7%     | + 3.5%  | 87.6%     | 90.4%     | + 3.2%  |
| <b>Average Days on Market Until Sale</b>                | 97        | 82        | - 15.3% | 103       | 95        | - 8.0%  |
| <b>Single-Family Detached Inventory</b>                 | 1,251     | 1,176     | - 6.0%  | --        | --        | --      |
| <b>Townhouse-Condo Inventory</b>                        | 544       | 530       | - 2.6%  | --        | --        | --      |

\*Does not account for seller concessions

#### Activity—Most Recent Month

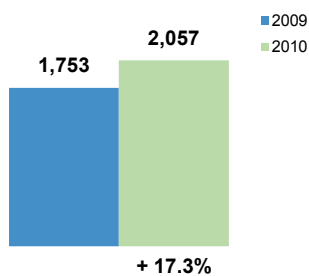


New Listings

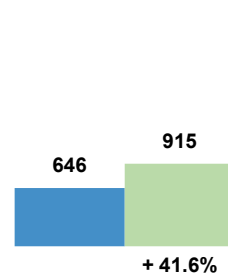


Closed Sales

#### Activity—Year to Date

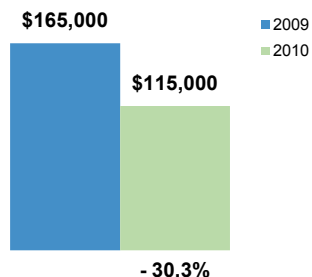


New Listings

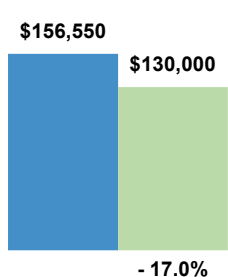


Closed Sales

#### Median Sales Price

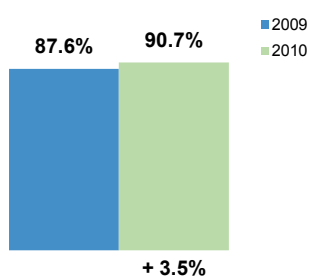


May

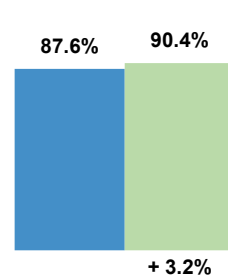


Year to Date

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

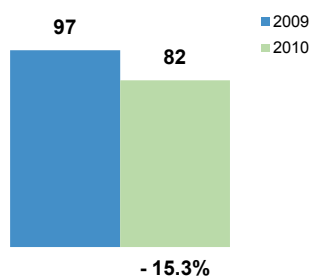


May

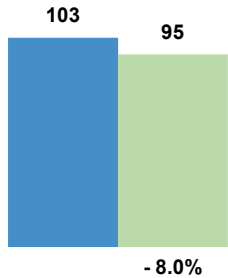


Year to Date

#### Days on Market Until Sale

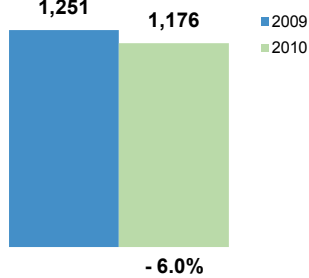


May

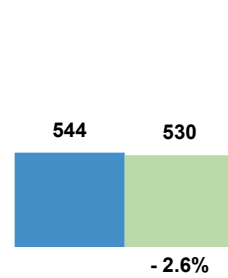


Year to Date

#### 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 03

### Riverside/Avondale/ Ortega

Duval County, FL

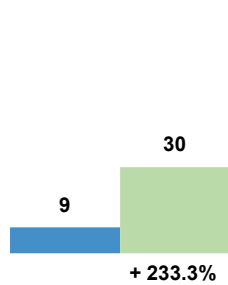
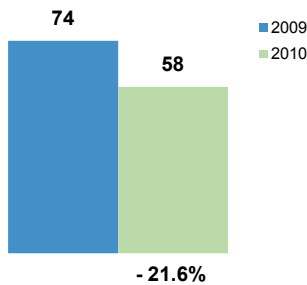
May

Year to Date

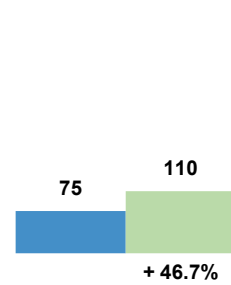
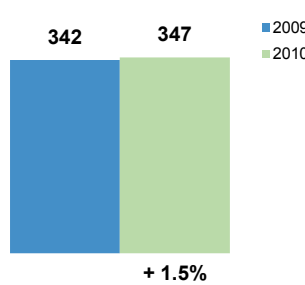
|  | 2009      | 2010      | Change   | 2009      | 2010      | Change  |
|--|-----------|-----------|----------|-----------|-----------|---------|
| New Listings                                     | 74        | 58        | - 21.6%  | 342       | 347       | + 1.5%  |
| Closed Sales                                     | 9         | 30        | + 233.3% | 75        | 110       | + 46.7% |
| Median Sales Price*                              | \$180,000 | \$192,500 | + 6.9%   | \$180,000 | \$197,250 | + 9.6%  |
| Percent of Original List Price Received at Sale* | 85.7%     | 84.2%     | - 1.8%   | 84.2%     | 87.1%     | + 3.4%  |
| Average Days on Market Until Sale                | 104       | 130       | + 24.8%  | 124       | 131       | + 5.3%  |
| Single-Family Detached Inventory                 | 319       | 312       | - 2.2%   | --        | --        | --      |
| Townhouse-Condo Inventory                        | 76        | 62        | - 18.4%  | --        | --        | --      |

\*Does not account for seller concessions

#### Activity—Most Recent Month



#### Activity—Year to Date



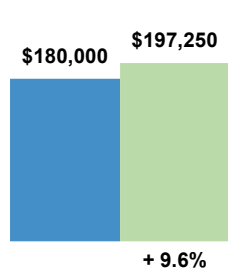
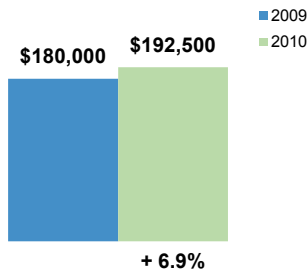
New Listings

Closed Sales

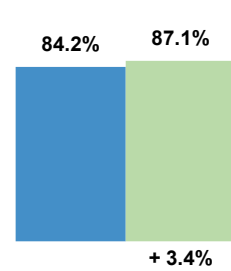
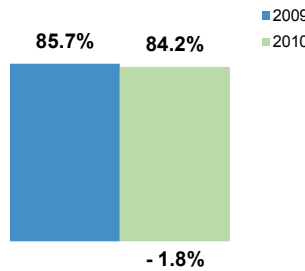
New Listings

Closed Sales

#### Median Sales Price



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



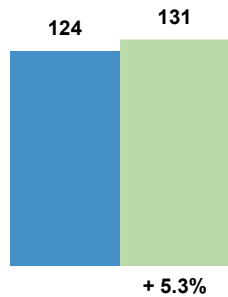
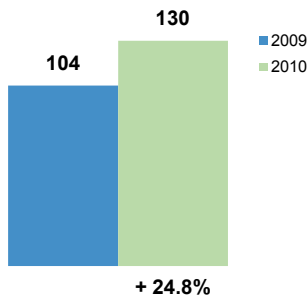
May

Year to Date

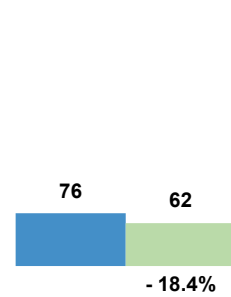
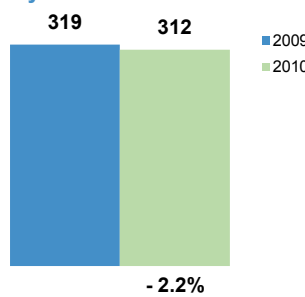
May

Year to Date

#### Days on Market Until Sale



#### Activity—Most Recent Month



May

Year to Date

Single-Family Detached

Townhouse-Condo Attached

# Local Market Updates

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



## Region 04 Arlington/Fort Caroline

May

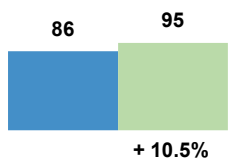
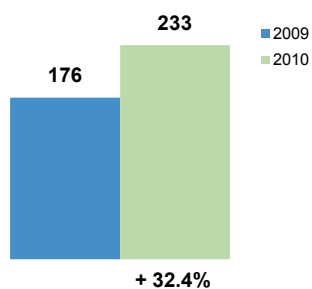
Year to Date

Duval County, FL

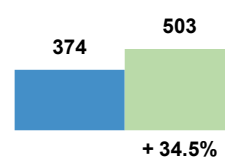
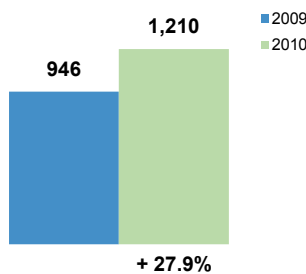
|  | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 176       | 233       | + 32.4% | 946       | 1,210     | + 27.9% |
| Closed Sales                                     | 86        | 95        | + 10.5% | 374       | 503       | + 34.5% |
| Median Sales Price*                              | \$137,500 | \$115,000 | - 16.4% | \$140,000 | \$121,000 | - 13.6% |
| Percent of Original List Price Received at Sale* | 87.7%     | 89.7%     | + 2.3%  | 85.9%     | 91.0%     | + 5.9%  |
| Average Days on Market Until Sale                | 106       | 79        | - 25.7% | 111       | 84        | - 24.5% |
| Single-Family Detached Inventory                 | 940       | 909       | - 3.3%  | --        | --        | --      |
| Townhouse-Condo Inventory                        | 111       | 89        | - 19.8% | --        | --        | --      |

\*Does not account for seller concessions

### Activity—Most Recent Month



### Activity—Year to Date



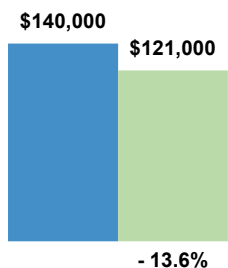
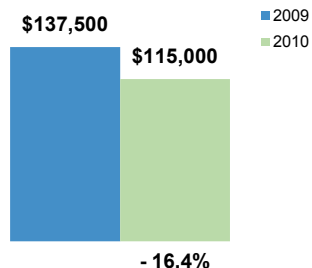
New Listings

Closed Sales

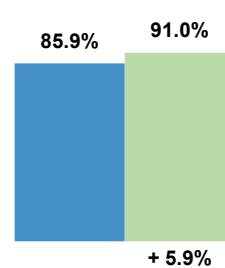
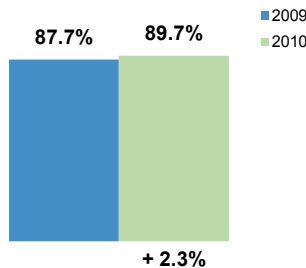
New Listings

Closed Sales

### Median Sales Price



### Percent of Original List Price Received at Sale



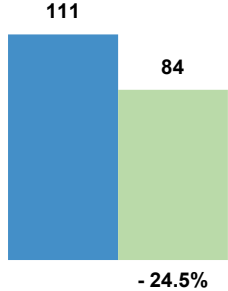
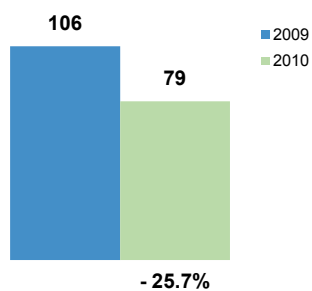
May

Year to Date

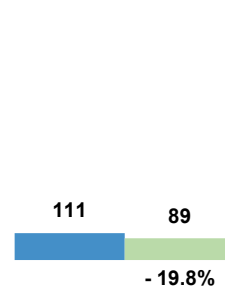
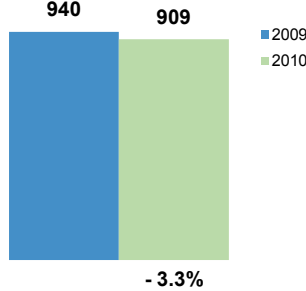
May

Year to Date

### Days on Market Until Sale



### Activity—Most Recent Month



May

Year to Date

Single-Family Detached

Townhouse-Condo Attached

# Local Market Updates

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



## Region 05

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

May

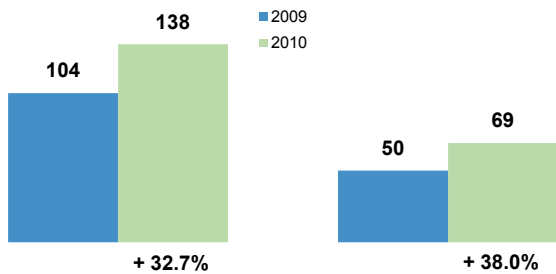
Year to Date

Duval County, FL

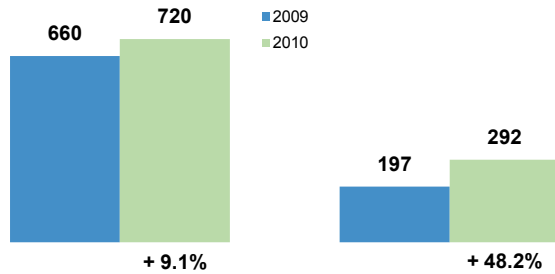
|  | 2009     | 2010     | Change  | 2009     | 2010     | Change  |
|--|----------|----------|---------|----------|----------|---------|
| New Listings                                     | 104      | 138      | + 32.7% | 660      | 720      | + 9.1%  |
| Closed Sales                                     | 50       | 69       | + 38.0% | 197      | 292      | + 48.2% |
| Median Sales Price*                              | \$59,000 | \$80,000 | + 35.6% | \$67,000 | \$72,000 | + 7.5%  |
| Percent of Original List Price Received at Sale* | 84.6%    | 87.6%    | + 3.5%  | 82.8%    | 88.5%    | + 6.9%  |
| Average Days on Market Until Sale                | 81       | 86       | + 6.3%  | 83       | 83       | - 0.9%  |
| Single-Family Detached Inventory                 | 646      | 549      | - 15.0% | --       | --       | --      |
| Townhouse-Condo Inventory                        | 56       | 32       | - 42.9% | --       | --       | --      |

\*Does not account for seller concessions

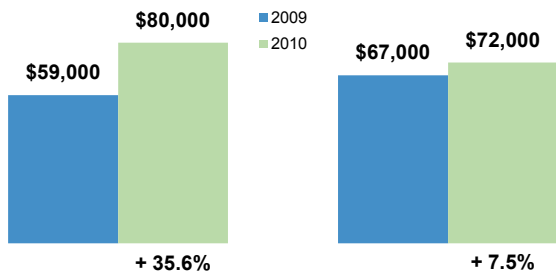
#### Activity—Most Recent Month



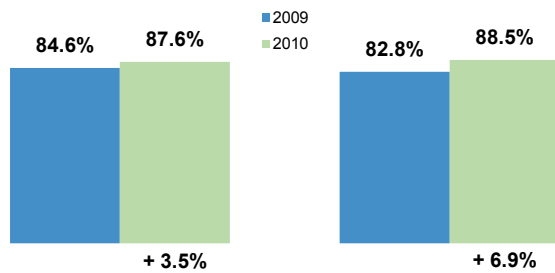
#### Activity—Year to Date



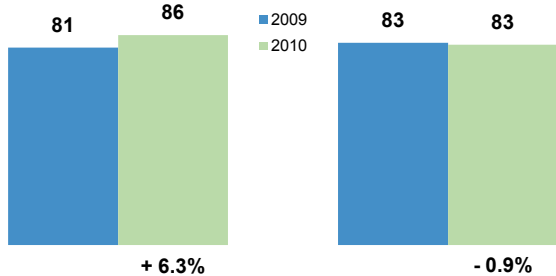
#### Median Sales Price



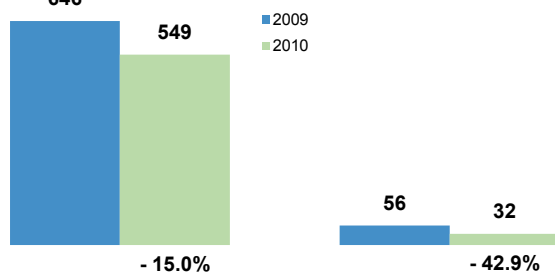
#### Percent of Original List Price Received at Sale



#### Days on Market Until Sale



#### Activity—Most Recent Month



# Local Market Updates

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



## Region 06

### West Jacksonville

May

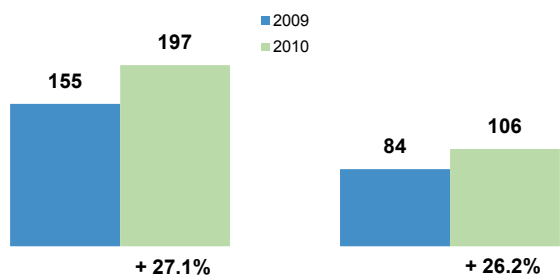
Year to Date

Duval County, FL

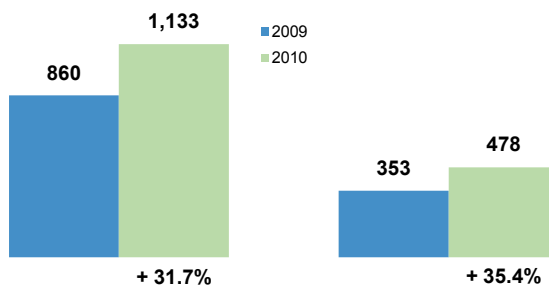
|  | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 155       | 197       | + 27.1% | 860       | 1,133     | + 31.7% |
| Closed Sales                                     | 84        | 106       | + 26.2% | 353       | 478       | + 35.4% |
| Median Sales Price*                              | \$130,000 | \$105,000 | - 19.2% | \$130,000 | \$109,700 | - 15.6% |
| Percent of Original List Price Received at Sale* | 86.5%     | 93.1%     | + 7.6%  | 86.8%     | 92.1%     | + 6.1%  |
| Average Days on Market Until Sale                | 115       | 82        | - 29.0% | 112       | 84        | - 25.1% |
| Single-Family Detached Inventory                 | 881       | 836       | - 5.1%  | --        | --        | --      |
| Townhouse-Condo Inventory                        | 33        | 40        | + 21.2% | --        | --        | --      |

\*Does not account for seller concessions

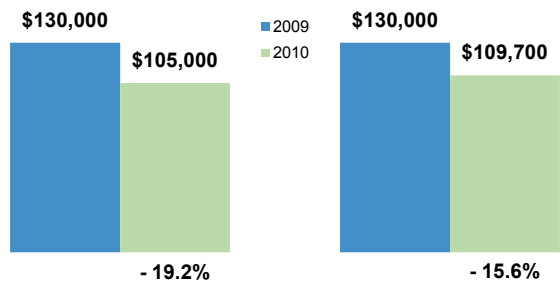
#### Activity—Most Recent Month



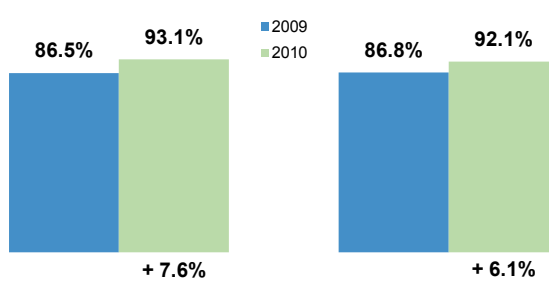
#### Activity—Year to Date



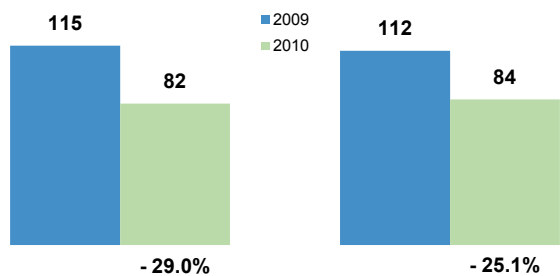
#### Median Sales Price



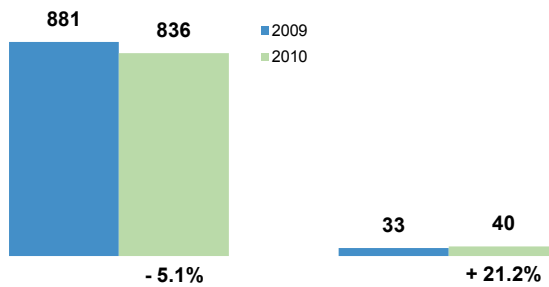
#### Percent of Original List Price Received at Sale



#### Days on Market Until Sale



#### Activity—Most Recent Month



# Local Market Updates

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



## Region 07

Springfield/Downtown/Paxon/Trout  
River South

May

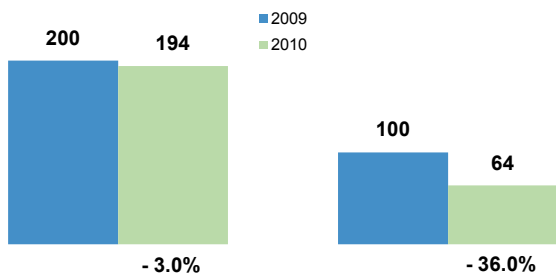
Year to Date

Duval County, FL

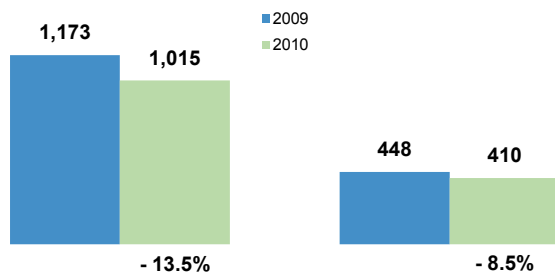
|  | 2009     | 2010     | Change  | 2009     | 2010     | Change  |
|--|----------|----------|---------|----------|----------|---------|
| New Listings                                     | 200      | 194      | - 3.0%  | 1,173    | 1,015    | - 13.5% |
| Closed Sales                                     | 100      | 64       | - 36.0% | 448      | 410      | - 8.5%  |
| Median Sales Price*                              | \$26,000 | \$20,000 | - 23.1% | \$23,000 | \$20,000 | - 13.0% |
| Percent of Original List Price Received at Sale* | 82.2%    | 88.4%    | + 7.6%  | 80.3%    | 87.9%    | + 9.4%  |
| Average Days on Market Until Sale                | 90       | 73       | - 19.2% | 95       | 67       | - 30.1% |
| Single-Family Detached Inventory                 | 1,075    | 846      | - 21.3% | --       | --       | --      |
| Townhouse-Condo Inventory                        | 157      | 43       | - 72.6% | --       | --       | --      |

\*Does not account for seller concessions

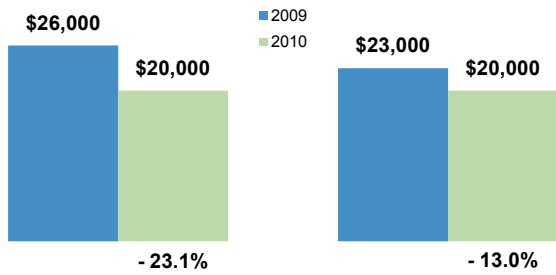
### Activity—Most Recent Month



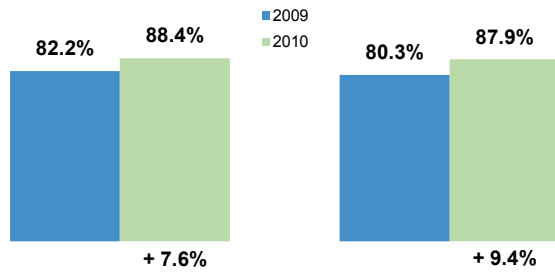
### Activity—Year to Date



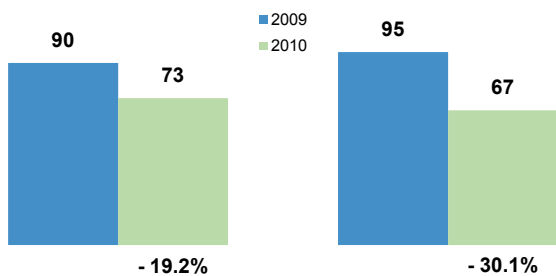
### Median Sales Price



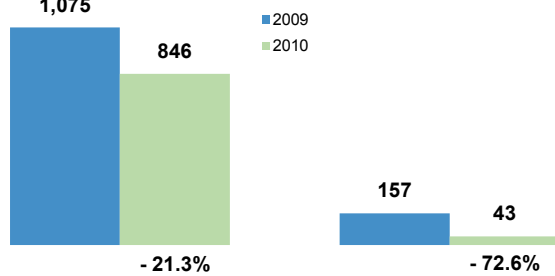
### Percent of Original List Price Received at Sale



### 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

May

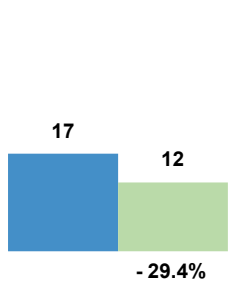
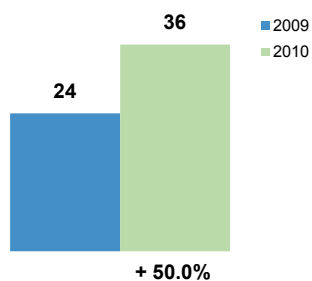
Year to Date

Duval County, FL

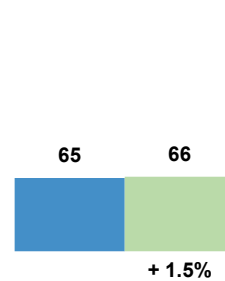
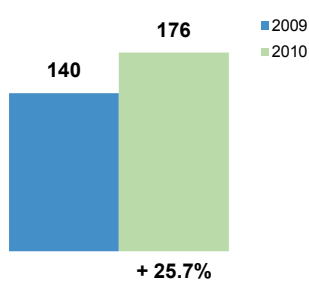
|  | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 24        | 36        | + 50.0% | 140       | 176       | + 25.7% |
| Closed Sales                                     | 17        | 12        | - 29.4% | 65        | 66        | + 1.5%  |
| Median Sales Price*                              | \$145,000 | \$100,500 | - 30.7% | \$146,278 | \$135,000 | - 7.7%  |
| Percent of Original List Price Received at Sale* | 82.9%     | 89.1%     | + 7.5%  | 86.1%     | 88.7%     | + 3.0%  |
| Average Days on Market Until Sale                | 146       | 107       | - 26.6% | 123       | 88        | - 28.7% |
| Single-Family Detached Inventory                 | 150       | 157       | + 4.7%  | --        | --        | --      |
| Townhouse-Condo Inventory                        | 0         | 0         | NA      | --        | --        | --      |

\*Does not account for seller concessions

### Activity—Most Recent Month



### Activity—Year to Date



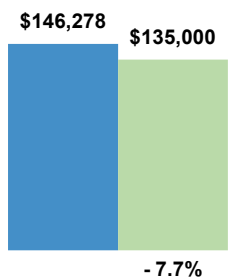
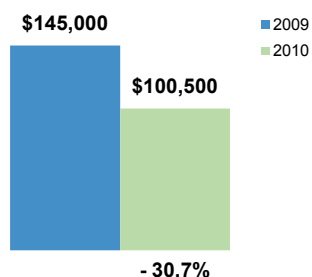
New Listings

Closed Sales

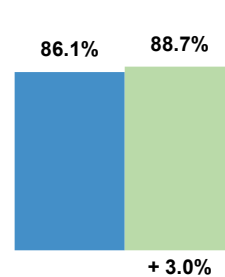
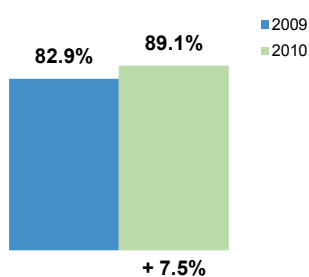
New Listings

Closed Sales

### Median Sales Price



### Percent of Original List Price Received at Sale



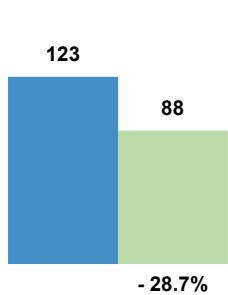
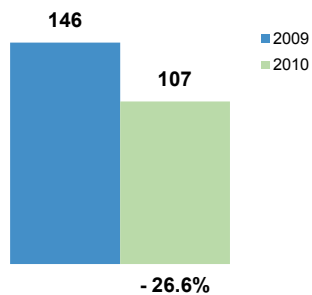
May

Year to Date

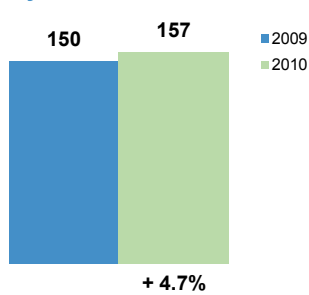
May

Year to Date

### Days on Market Until Sale



### Activity—Most Recent Month



May

Year to Date

Single-Family Detached

Townhouse-Condo Attached

# Local Market Updates

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## Region 09

### Jacksonville – North

May

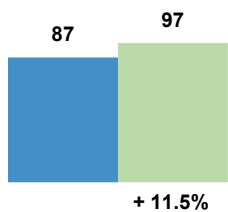
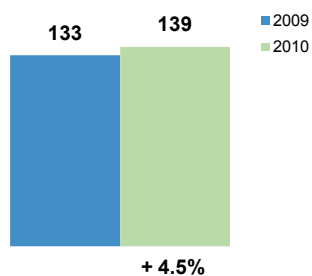
Year to Date

Duval County, FL

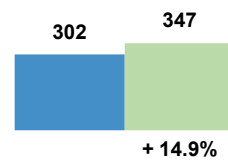
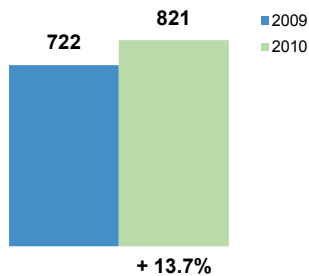
|  | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 133       | 139       | + 4.5%  | 722       | 821       | + 13.7% |
| Closed Sales                                     | 87        | 97        | + 11.5% | 302       | 347       | + 14.9% |
| Median Sales Price*                              | \$160,000 | \$150,000 | - 6.3%  | \$160,000 | \$147,000 | - 8.1%  |
| Percent of Original List Price Received at Sale* | 89.7%     | 90.5%     | + 0.8%  | 87.8%     | 90.1%     | + 2.6%  |
| Average Days on Market Until Sale                | 104       | 109       | + 4.8%  | 107       | 109       | + 2.2%  |
| Single-Family Detached Inventory                 | 773       | 689       | - 10.9% | --        | --        | --      |
| Townhouse-Condo Inventory                        | 0         | 0         | NA      | --        | --        | --      |

\*Does not account for seller concessions

#### Activity—Most Recent Month



#### Activity—Year to Date



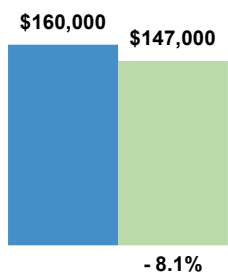
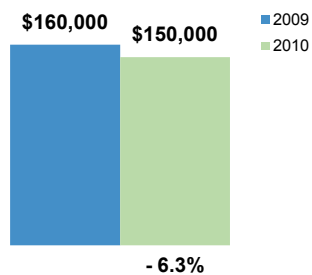
New Listings

Closed Sales

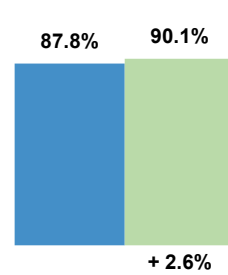
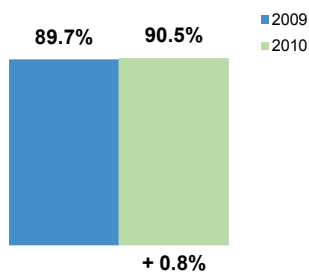
New Listings

Closed Sales

#### Median Sales Price



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



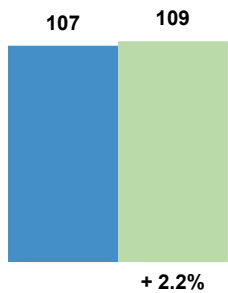
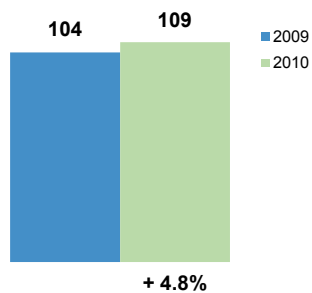
May

Year to Date

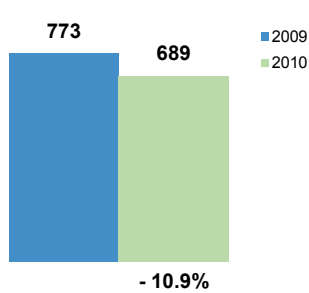
May

Year to Date

#### Days on Market Until Sale



#### Activity—Most Recent Month



May

Year to Date

Single-Family Detached

Townhouse-Condo Attached



# Local Market Updates

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## Region 12

### Fleming Island Area

May

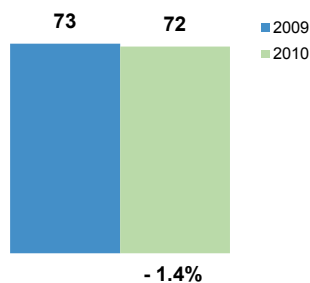
Year to Date

Clay County, FL

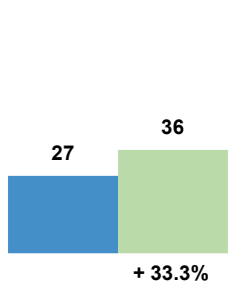
|  | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 73        | 72        | - 1.4%  | 353       | 418       | + 18.4% |
| Closed Sales                                     | 27        | 36        | + 33.3% | 95        | 138       | + 45.3% |
| Median Sales Price*                              | \$224,900 | \$210,000 | - 6.6%  | \$219,000 | \$213,800 | - 2.4%  |
| Percent of Original List Price Received at Sale* | 90.0%     | 89.5%     | - 0.6%  | 90.1%     | 90.0%     | - 0.1%  |
| Average Days on Market Until Sale                | 87        | 111       | + 26.8% | 108       | 109       | + 1.1%  |
| Single-Family Detached Inventory                 | 342       | 322       | - 5.8%  | --        | --        | --      |
| Townhouse-Condo Inventory                        | 23        | 29        | + 26.1% | --        | --        | --      |

\*Does not account for seller concessions

#### Activity—Most Recent Month

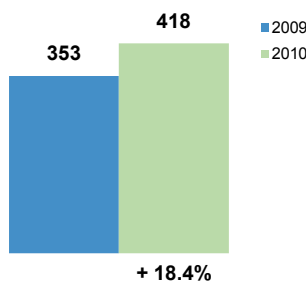


New Listings

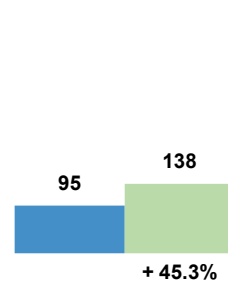


Closed Sales

#### Activity—Year to Date

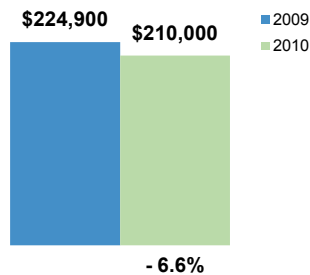


New Listings

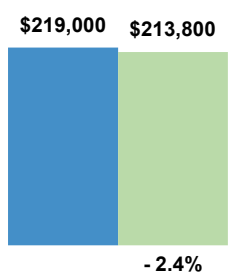


Closed Sales

#### Median Sales Price

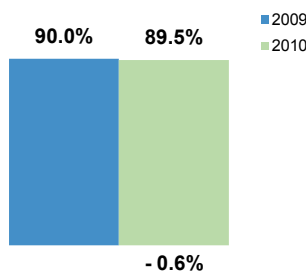


May

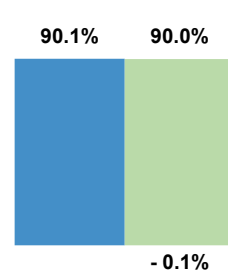


Year to Date

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

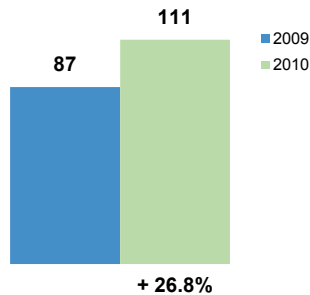


May

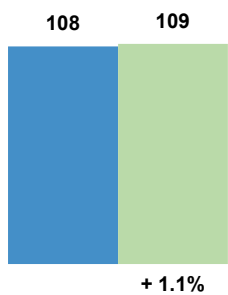


Year to Date

#### Days on Market Until Sale

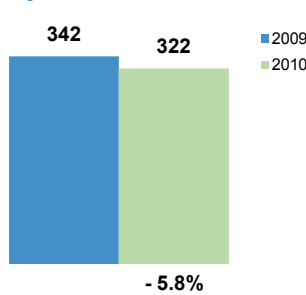


May

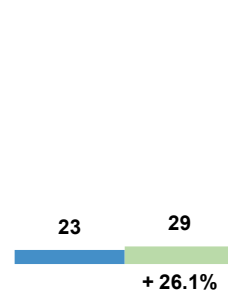


Year to Date

#### Activity—Most Recent Month



Single-Family Detached



Townhouse-Condo Attached

# Local Market Updates

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## Region 13

### Orange Park

May

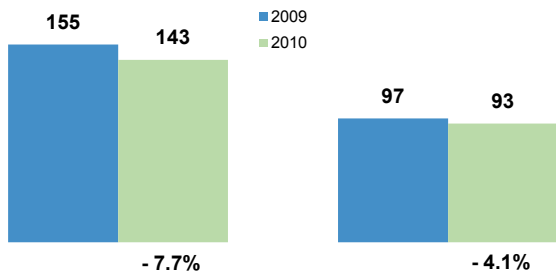
Year to Date

Clay County, FL

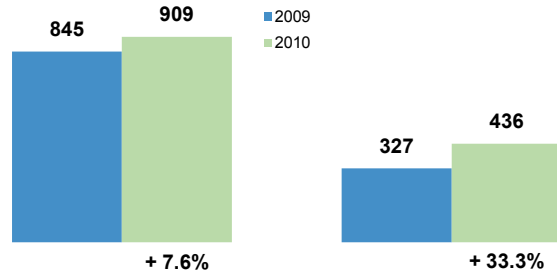
|  | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 155       | 143       | - 7.7%  | 845       | 909       | + 7.6%  |
| Closed Sales                                     | 97        | 93        | - 4.1%  | 327       | 436       | + 33.3% |
| Median Sales Price*                              | \$170,000 | \$141,000 | - 17.1% | \$160,000 | \$135,500 | - 15.3% |
| Percent of Original List Price Received at Sale* | 89.3%     | 90.0%     | + 0.7%  | 88.1%     | 89.4%     | + 1.4%  |
| Average Days on Market Until Sale                | 99        | 97        | - 2.2%  | 107       | 96        | - 10.3% |
| Single-Family Detached Inventory                 | 819       | 714       | - 12.8% | --        | --        | --      |
| Townhouse-Condo Inventory                        | 70        | 47        | - 32.9% | --        | --        | --      |

\*Does not account for seller concessions

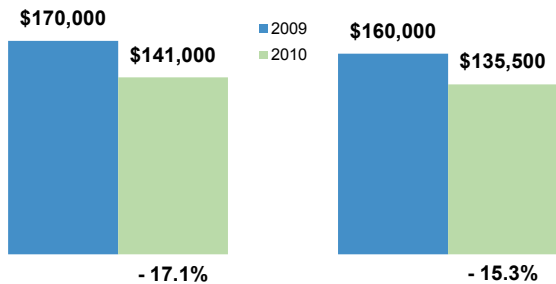
#### Activity—Most Recent Month



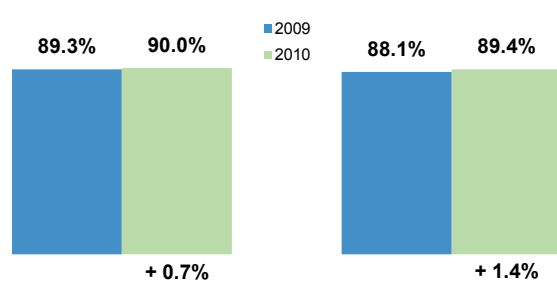
#### Activity—Year to Date



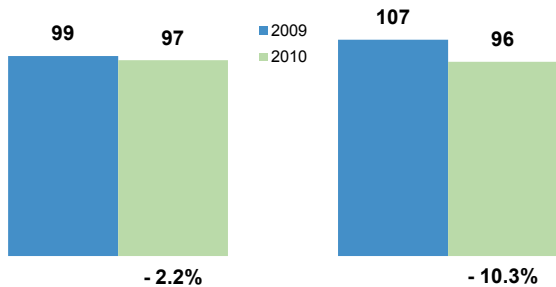
#### Median Sales Price



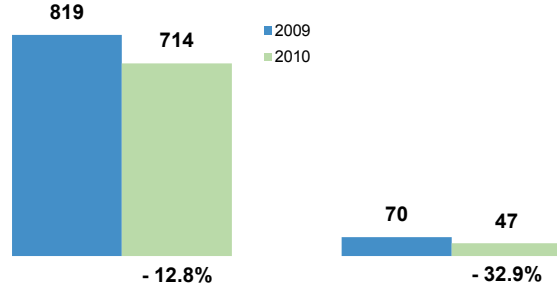
#### Percent of Original List Price Received at Sale



#### Days on Market Until Sale



#### Activity—Most Recent Month



# Local Market Updates

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## Region 14

### Middleburg Vicinity

May

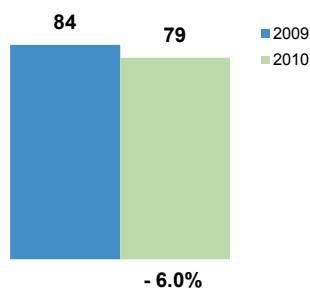
Year to Date

Clay County, FL

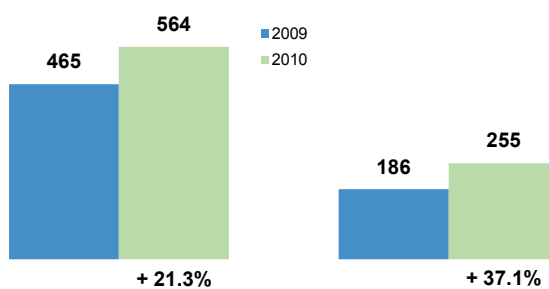
|  | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 84        | 79        | - 6.0%  | 465       | 564       | + 21.3% |
| Closed Sales                                     | 49        | 53        | + 8.2%  | 186       | 255       | + 37.1% |
| Median Sales Price*                              | \$164,500 | \$143,000 | - 13.1% | \$160,000 | \$135,000 | - 15.6% |
| Percent of Original List Price Received at Sale* | 89.5%     | 92.3%     | + 3.1%  | 88.7%     | 90.8%     | + 2.4%  |
| Average Days on Market Until Sale                | 102       | 84        | - 17.1% | 111       | 93        | - 16.6% |
| Single-Family Detached Inventory                 | 460       | 443       | - 3.7%  | --        | --        | --      |
| Townhouse-Condo Inventory                        | 11        | 8         | - 27.3% | --        | --        | --      |

\*Does not account for seller concessions

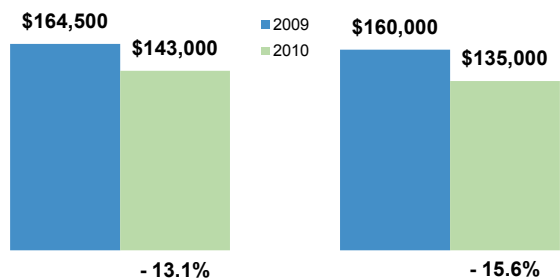
Activity—Most Recent Month



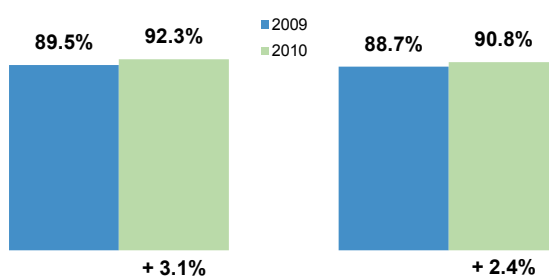
Activity—Year to Date



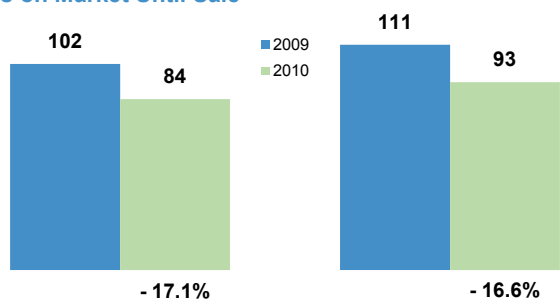
Median Sales Price



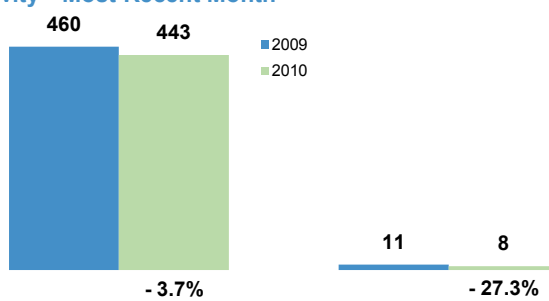
Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month



# Local Market Updates

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## Region 15 Keystone Heights Vicinity

Clay County, FL

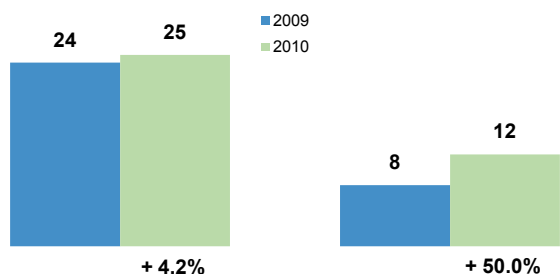
May

Year to Date

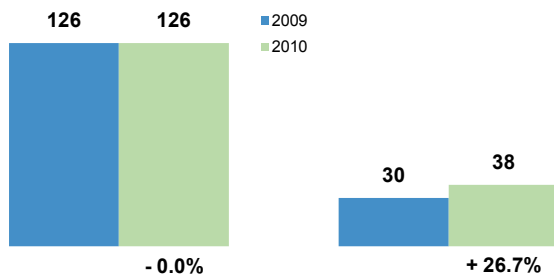
|  | 2009     | 2010      | Change   | 2009      | 2010     | Change  |
|--|----------|-----------|----------|-----------|----------|---------|
| New Listings                                     | 24       | 25        | + 4.2%   | 126       | 126      | - 0.0%  |
| Closed Sales                                     | 8        | 12        | + 50.0%  | 30        | 38       | + 26.7% |
| Median Sales Price*                              | \$95,000 | \$111,250 | + 17.1%  | \$110,000 | \$85,450 | - 22.3% |
| Percent of Original List Price Received at Sale* | 90.3%    | 84.5%     | - 6.4%   | 87.6%     | 83.2%    | - 5.0%  |
| Average Days on Market Until Sale                | 94       | 259       | + 174.4% | 114       | 172      | + 50.7% |
| Single-Family Detached Inventory                 | 190      | 189       | - 0.5%   | --        | --       | --      |
| Townhouse-Condo Inventory                        | 0        | 0         | NA       | --        | --       | --      |

\*Does not account for seller concessions

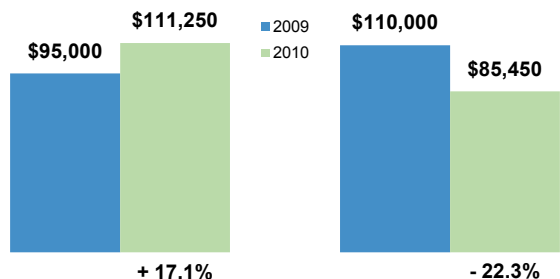
Activity—Most Recent Month



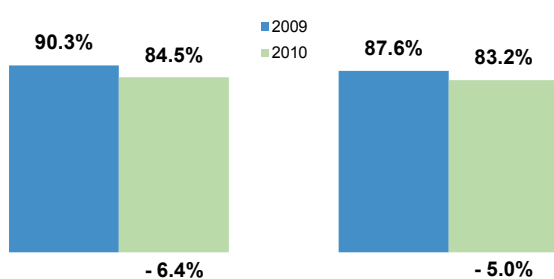
Activity—Year to Date



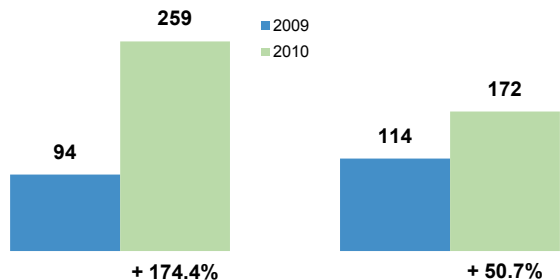
Median Sales Price



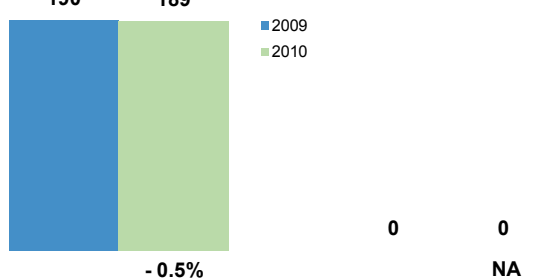
Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month



# Local Market Updates

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



## Region 16

### Green Cove Springs

May

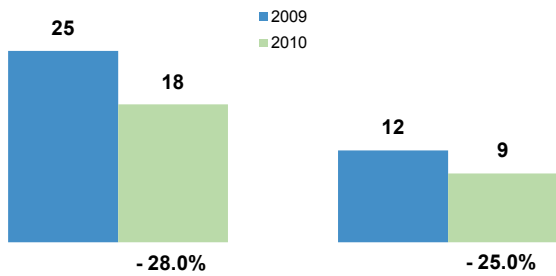
Year to Date

Clay County, FL

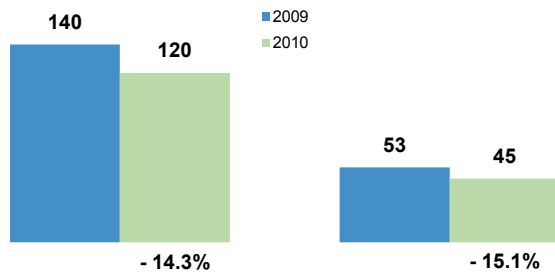
|  | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 25        | 18        | - 28.0% | 140       | 120       | - 14.3% |
| Closed Sales                                     | 12        | 9         | - 25.0% | 53        | 45        | - 15.1% |
| Median Sales Price*                              | \$190,745 | \$159,990 | - 16.1% | \$205,733 | \$159,495 | - 22.5% |
| Percent of Original List Price Received at Sale* | 89.2%     | 87.8%     | - 1.6%  | 89.8%     | 86.6%     | - 3.6%  |
| Average Days on Market Until Sale                | 163       | 163       | + 0.3%  | 134       | 130       | - 3.1%  |
| Single-Family Detached Inventory                 | 172       | 136       | - 20.9% | --        | --        | --      |
| Townhouse-Condo Inventory                        | 8         | 8         | - 0.0%  | --        | --        | --      |

\*Does not account for seller concessions

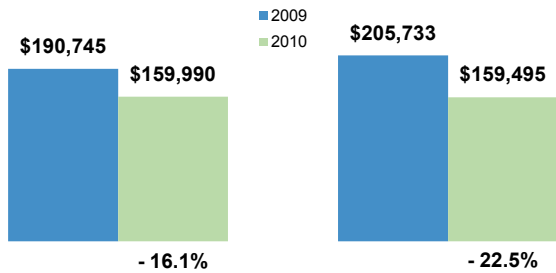
Activity—Most Recent Month



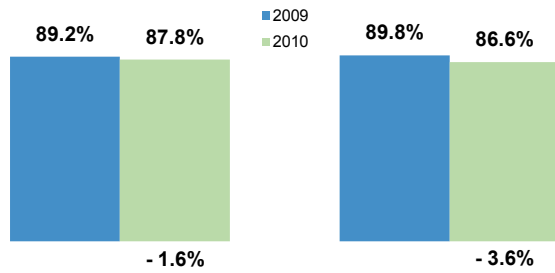
Activity—Year to Date



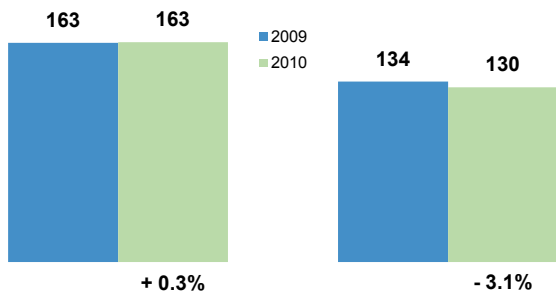
Median Sales Price



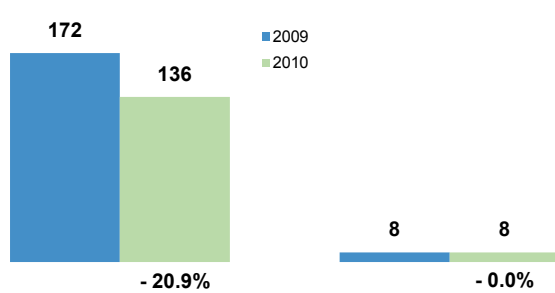
Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month



# Local Market Updates

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



## Region 21

### Jacksonville Bch

May

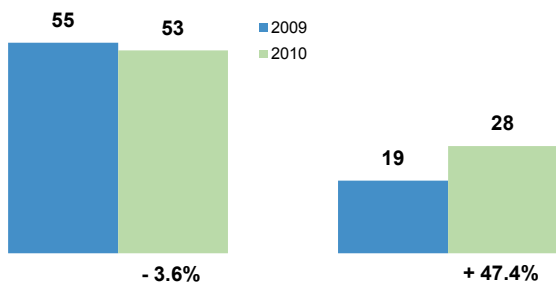
Year to Date

Duval County, FL

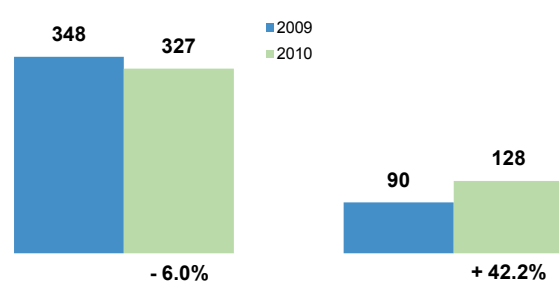
|  | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 55        | 53        | - 3.6%  | 348       | 327       | - 6.0%  |
| Closed Sales                                     | 19        | 28        | + 47.4% | 90        | 128       | + 42.2% |
| Median Sales Price*                              | \$226,700 | \$216,500 | - 4.5%  | \$260,000 | \$215,000 | - 17.3% |
| Percent of Original List Price Received at Sale* | 79.6%     | 90.2%     | + 13.4% | 86.0%     | 88.2%     | + 2.6%  |
| Average Days on Market Until Sale                | 161       | 112       | - 30.4% | 112       | 112       | + 0.1%  |
| Single-Family Detached Inventory                 | 251       | 165       | - 34.3% | --        | --        | --      |
| Townhouse-Condo Inventory                        | 264       | 205       | - 22.3% | --        | --        | --      |

\*Does not account for seller concessions

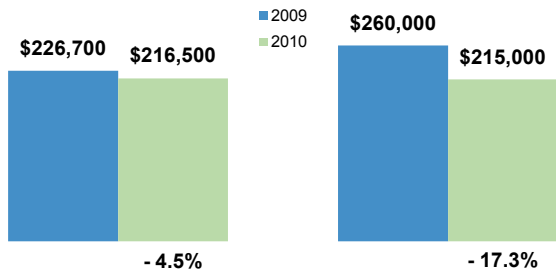
#### Activity—Most Recent Month



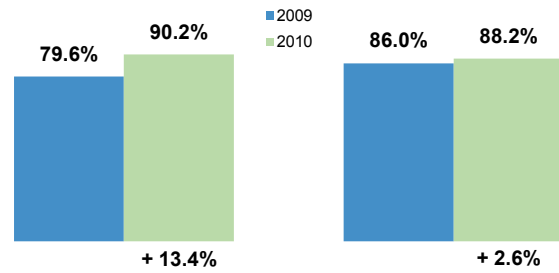
#### Activity—Year to Date



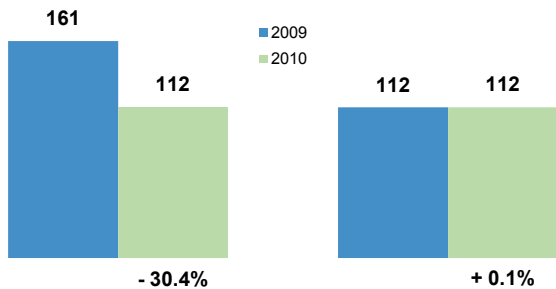
#### Median Sales Price



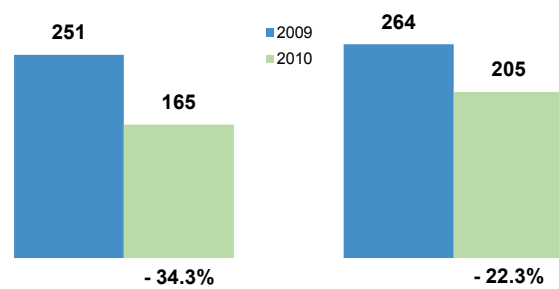
#### Percent of Original List Price Received at Sale



#### Days on Market Until Sale



#### Activity—Most Recent Month



# Local Market Updates

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



## Region 22

### Neptune Bch

### May

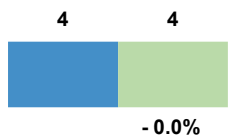
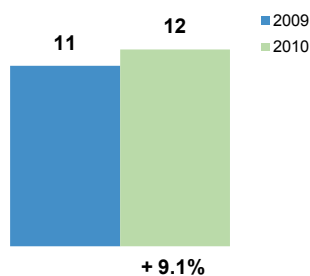
### Year to Date

Duval County, FL

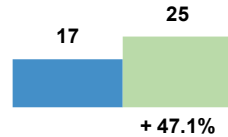
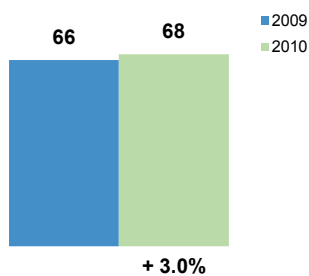
|  | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 11        | 12        | + 9.1%  | 66        | 68        | + 3.0%  |
| Closed Sales                                     | 4         | 4         | - 0.0%  | 17        | 25        | + 47.1% |
| Median Sales Price*                              | \$392,500 | \$241,500 | - 38.5% | \$385,000 | \$233,000 | - 39.5% |
| Percent of Original List Price Received at Sale* | 85.6%     | 94.2%     | + 10.1% | 85.9%     | 87.5%     | + 2.0%  |
| Average Days on Market Until Sale                | 99        | 57        | - 42.4% | 111       | 65        | - 41.1% |
| Single-Family Detached Inventory                 | 72        | 78        | + 8.3%  | --        | --        | --      |
| Townhouse-Condo Inventory                        | 1         | 1         | - 0.0%  | --        | --        | --      |

\*Does not account for seller concessions

#### Activity—Most Recent Month



#### Activity—Year to Date



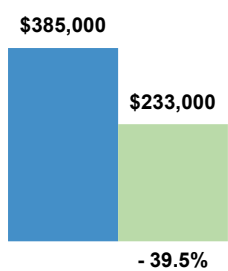
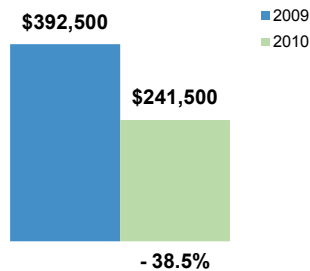
New Listings

Closed Sales

New Listings

Closed Sales

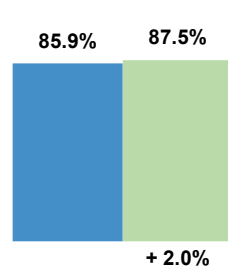
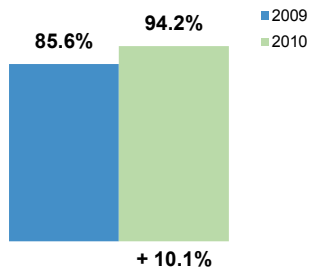
#### Median Sales Price



May

Year to Date

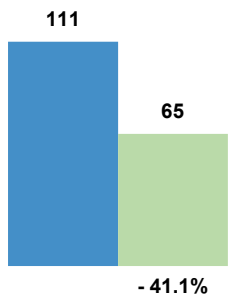
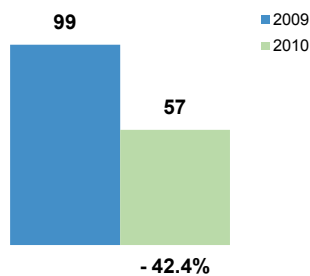
#### Percent of Original List Price Received at Sale



May

Year to Date

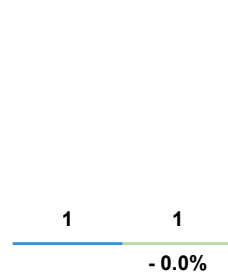
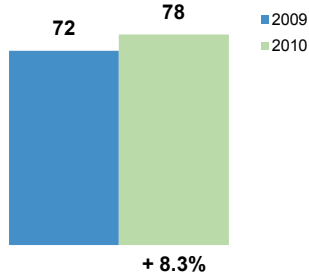
#### Days on Market Until Sale



May

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 23

### Atlantic Bch

### May

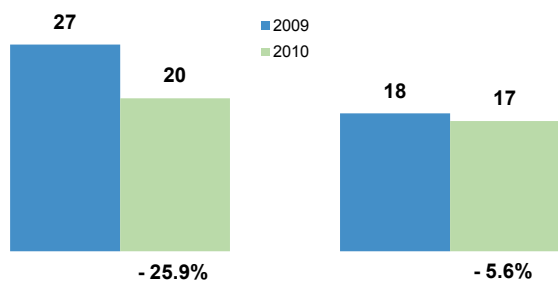
### Year to Date

Duval County, FL

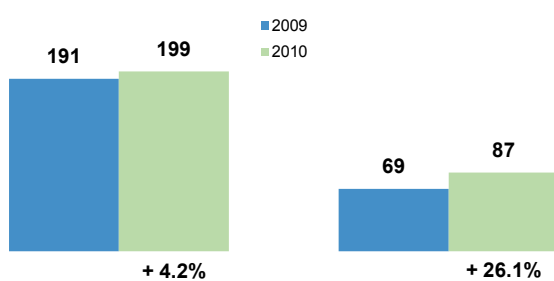
|  | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 27        | 20        | - 25.9% | 191       | 199       | + 4.2%  |
| Closed Sales                                     | 18        | 17        | - 5.6%  | 69        | 87        | + 26.1% |
| Median Sales Price*                              | \$297,500 | \$162,000 | - 45.5% | \$190,000 | \$168,000 | - 11.6% |
| Percent of Original List Price Received at Sale* | 80.7%     | 87.3%     | + 8.3%  | 84.1%     | 86.0%     | + 2.3%  |
| Average Days on Market Until Sale                | 119       | 114       | - 3.7%  | 107       | 146       | + 36.9% |
| Single-Family Detached Inventory                 | 196       | 176       | - 10.2% | --        | --        | --      |
| Townhouse-Condo Inventory                        | 28        | 21        | - 25.0% | --        | --        | --      |

\*Does not account for seller concessions

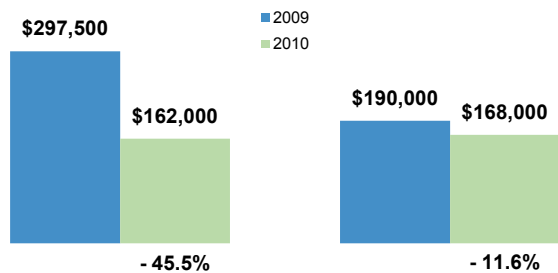
#### Activity—Most Recent Month



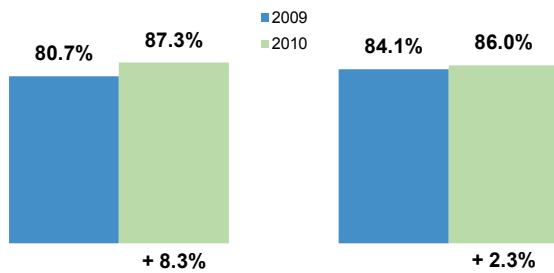
#### Activity—Year to Date



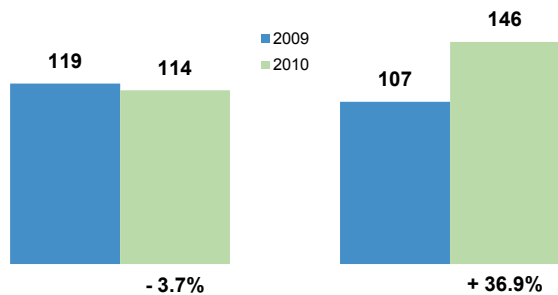
#### Median Sales Price



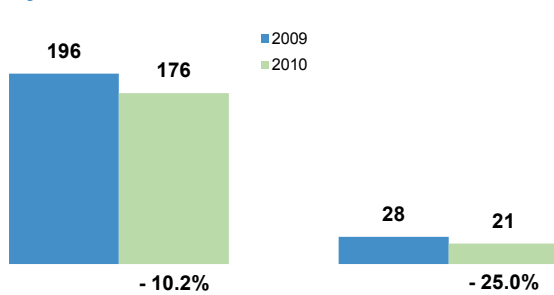
#### Percent of Original List Price Received at Sale



#### 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

May

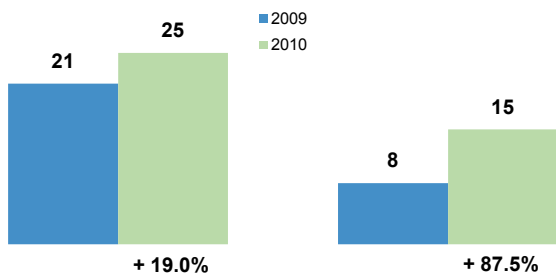
Year to Date

St. John's County, FL

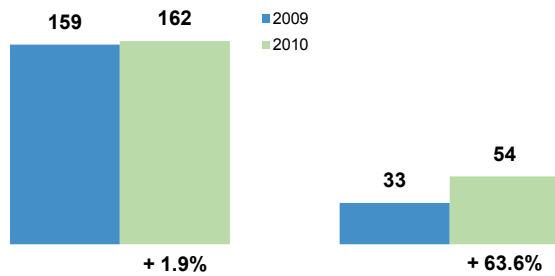
|  | 2009      | 2010      | Change   | 2009      | 2010      | Change  |
|--|-----------|-----------|----------|-----------|-----------|---------|
| New Listings                                     | 21        | 25        | + 19.0%  | 159       | 162       | + 1.9%  |
| Closed Sales                                     | 8         | 15        | + 87.5%  | 33        | 54        | + 63.6% |
| Median Sales Price*                              | \$224,900 | \$810,000 | + 260.2% | \$390,000 | \$364,600 | - 6.5%  |
| Percent of Original List Price Received at Sale* | 77.9%     | 83.8%     | + 7.6%   | 83.3%     | 82.9%     | - 0.5%  |
| Average Days on Market Until Sale                | 199       | 138       | - 30.4%  | 134       | 129       | - 3.7%  |
| Single-Family Detached Inventory                 | 164       | 143       | - 12.8%  | --        | --        | --      |
| Townhouse-Condo Inventory                        | 44        | 32        | - 27.3%  | --        | --        | --      |

\*Does not account for seller concessions

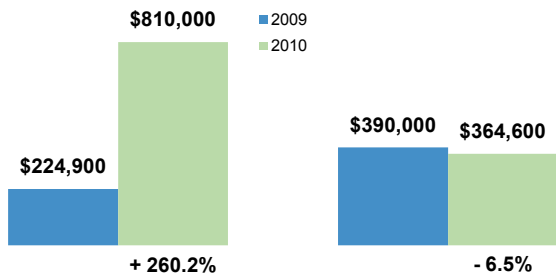
### Activity—Most Recent Month



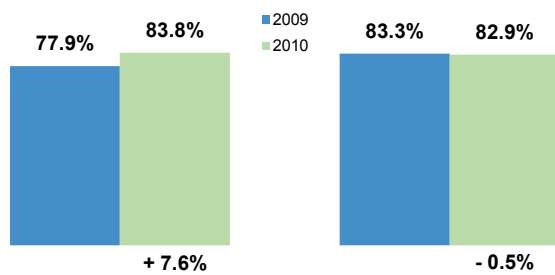
### Activity—Year to Date



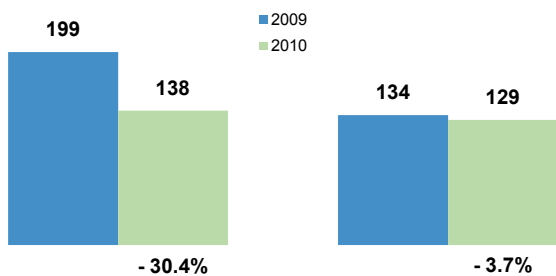
### Median Sales Price



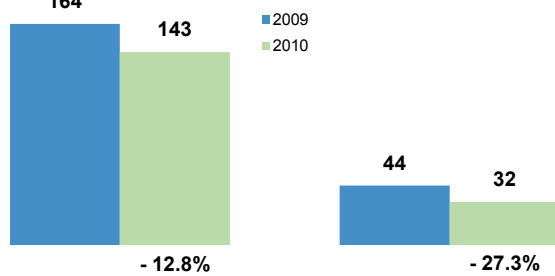
### Percent of Original List Price Received at Sale



### Days on Market Until Sale



### Activity—Most Recent Month



# Local Market Updates

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



## Region 26

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

May

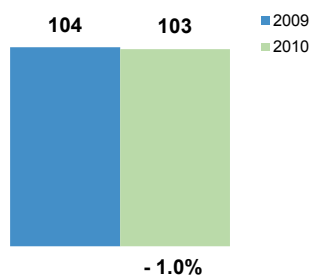
Year to Date

St. John's County, FL

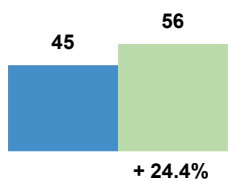
|  | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 104       | 103       | - 1.0%  | 614       | 639       | + 4.1%  |
| Closed Sales                                     | 45        | 56        | + 24.4% | 155       | 211       | + 36.1% |
| Median Sales Price*                              | \$307,000 | \$315,000 | + 2.6%  | \$320,000 | \$310,000 | - 3.1%  |
| Percent of Original List Price Received at Sale* | 88.5%     | 87.3%     | - 1.4%  | 85.2%     | 87.7%     | + 2.9%  |
| Average Days on Market Until Sale                | 107       | 142       | + 32.6% | 124       | 146       | + 17.7% |
| Single-Family Detached Inventory                 | 540       | 566       | + 4.8%  | --        | --        | --      |
| Townhouse-Condo Inventory                        | 260       | 195       | - 25.0% | --        | --        | --      |

\*Does not account for seller concessions

### Activity—Most Recent Month

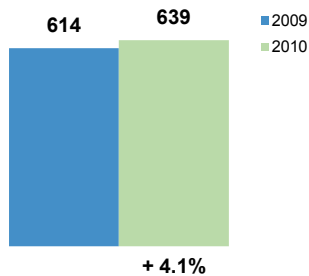


New Listings

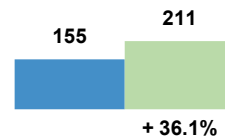


Closed Sales

### Activity—Year to Date

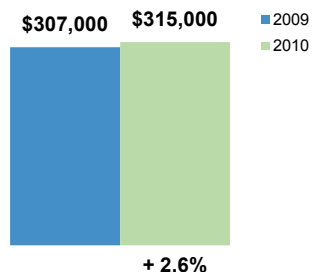


New Listings

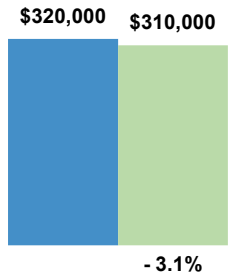


Closed Sales

### Median Sales Price

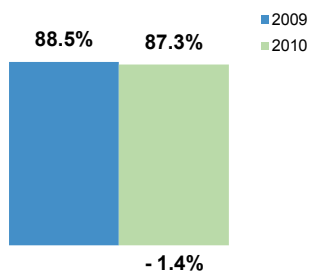


May

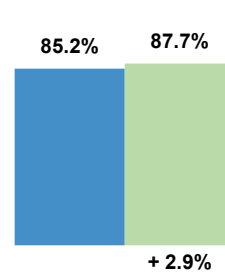


Year to Date

### Percent of Original List Price Received at Sale

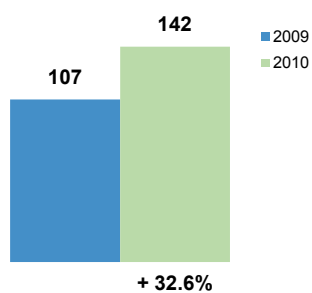


May

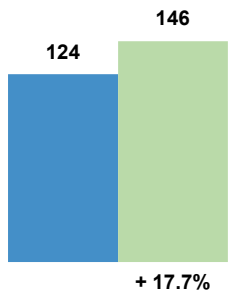


Year to Date

### Days on Market Until Sale

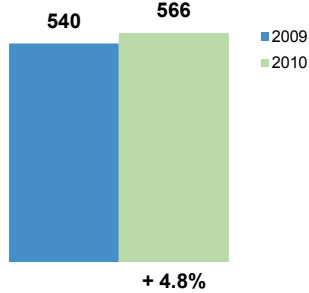


May

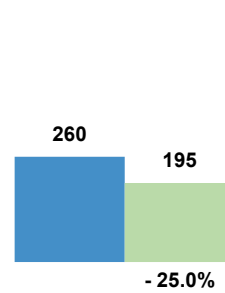


Year to Date

### 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 30 St. Johns County – NW

May

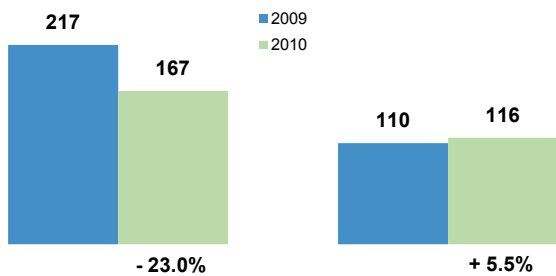
Year to Date

St. John's County, FL

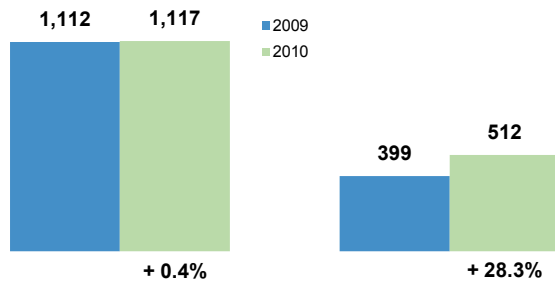
|  | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 217       | 167       | - 23.0% | 1,112     | 1,117     | + 0.4%  |
| Closed Sales                                     | 110       | 116       | + 5.5%  | 399       | 512       | + 28.3% |
| Median Sales Price*                              | \$239,995 | \$219,500 | - 8.5%  | \$235,000 | \$218,048 | - 7.2%  |
| Percent of Original List Price Received at Sale* | 87.7%     | 90.6%     | + 3.3%  | 87.8%     | 90.3%     | + 2.8%  |
| Average Days on Market Until Sale                | 141       | 105       | - 25.9% | 125       | 112       | - 10.3% |
| Single-Family Detached Inventory                 | 1,040     | 868       | - 16.5% | --        | --        | --      |
| Townhouse-Condo Inventory                        | 188       | 74        | - 60.6% | --        | --        | --      |

\*Does not account for seller concessions

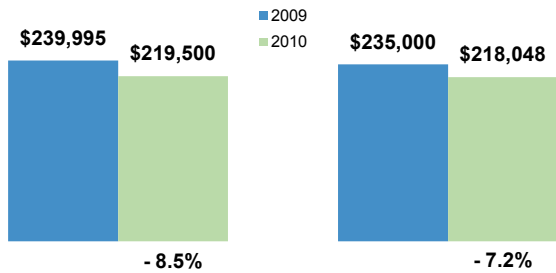
### Activity—Most Recent Month



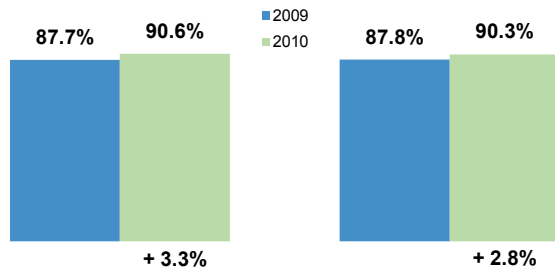
### Activity—Year to Date



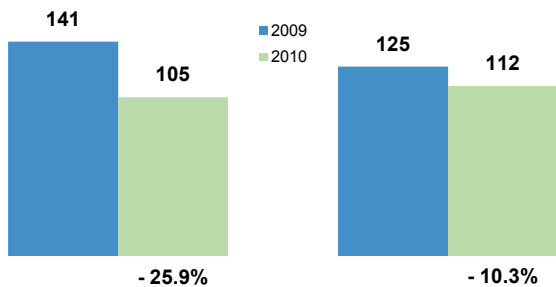
### Median Sales Price



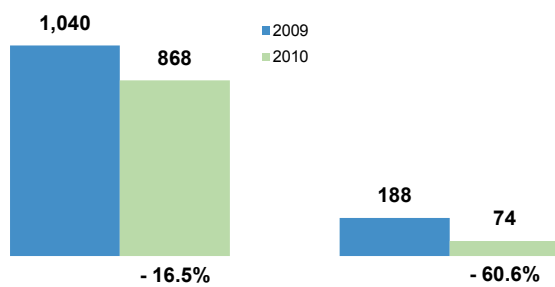
### Percent of Original List Price Received at Sale



### Days on Market Until Sale



### Activity—Most Recent Month



# Local Market Updates

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



## Region 31 St. Johns County – NE (West of Intracoastal Waterway)

St. John's County, FL

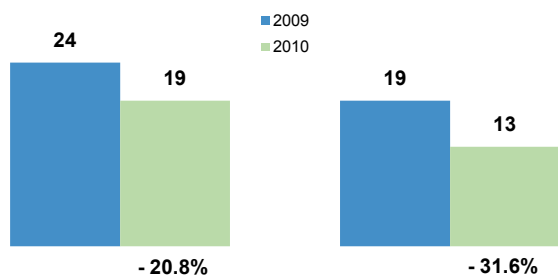
May

Year to Date

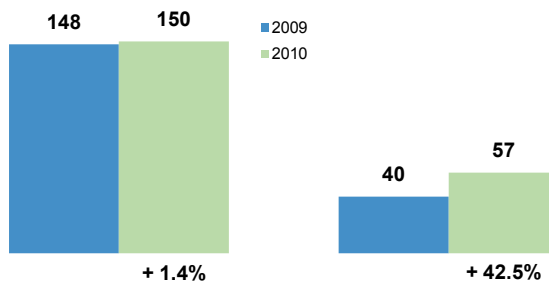
|  | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 24        | 19        | - 20.8% | 148       | 150       | + 1.4%  |
| Closed Sales                                     | 19        | 13        | - 31.6% | 40        | 57        | + 42.5% |
| Median Sales Price*                              | \$203,000 | \$295,055 | + 45.3% | \$212,450 | \$255,000 | + 20.0% |
| Percent of Original List Price Received at Sale* | 80.7%     | 93.1%     | + 15.4% | 83.7%     | 88.4%     | + 5.7%  |
| Average Days on Market Until Sale                | 124       | 110       | - 11.4% | 136       | 128       | - 6.5%  |
| Single-Family Detached Inventory                 | 161       | 124       | - 23.0% | --        | --        | --      |
| Townhouse-Condo Inventory                        | 41        | 16        | - 61.0% | --        | --        | --      |

\*Does not account for seller concessions

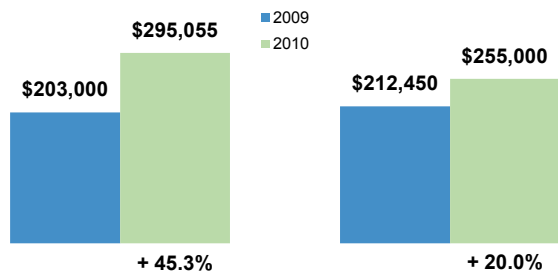
### Activity—Most Recent Month



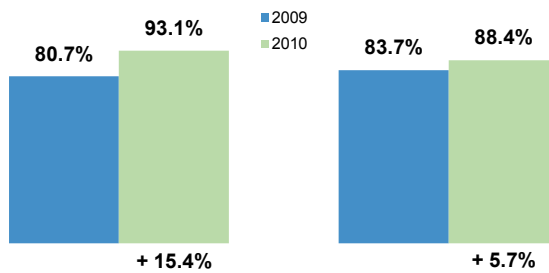
### Activity—Year to Date



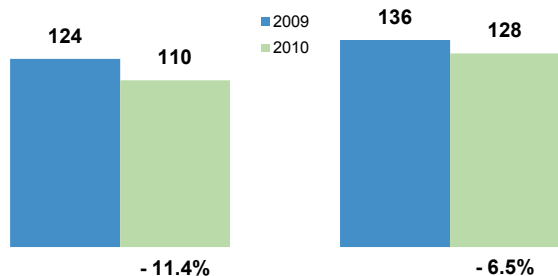
### Median Sales Price



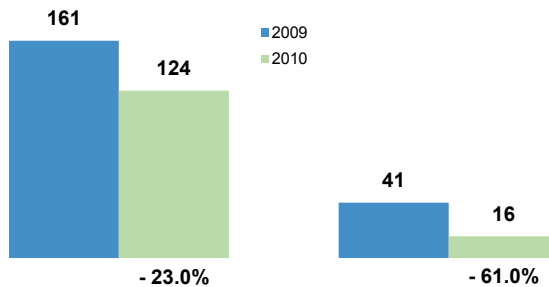
### Percent of Original List Price Received at Sale



### Days on Market Until Sale



### Activity—Most Recent Month



# Local Market Updates

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



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

St. John's County, FL

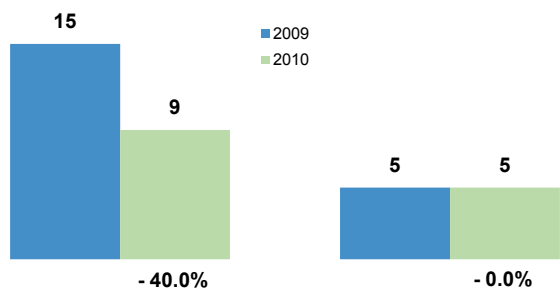
### May

### Year to Date

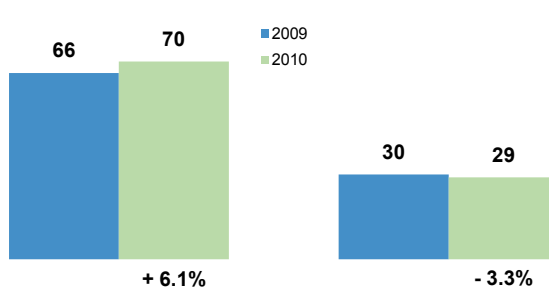
|  | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 15        | 9         | - 40.0% | 66        | 70        | + 6.1%  |
| Closed Sales                                     | 5         | 5         | - 0.0%  | 30        | 29        | - 3.3%  |
| Median Sales Price*                              | \$175,000 | \$155,000 | - 11.4% | \$152,975 | \$189,000 | + 23.5% |
| Percent of Original List Price Received at Sale* | 86.2%     | 87.3%     | + 1.2%  | 85.5%     | 85.1%     | - 0.4%  |
| Average Days on Market Until Sale                | 170       | 135       | - 20.7% | 166       | 137       | - 17.2% |
| Single-Family Detached Inventory                 | 71        | 66        | - 7.0%  | --        | --        | --      |
| Townhouse-Condo Inventory                        | 37        | 33        | - 10.8% | --        | --        | --      |

\*Does not account for seller concessions

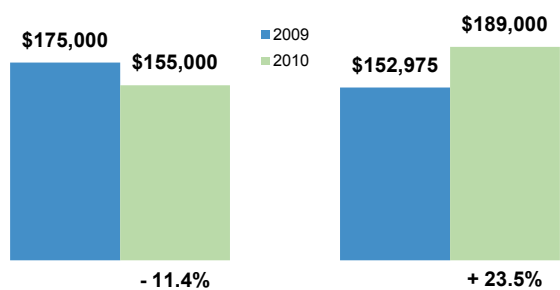
Activity—Most Recent Month



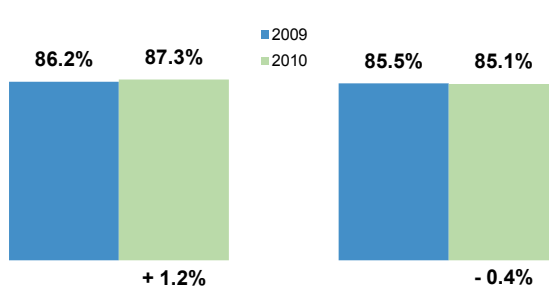
Activity—Year to Date



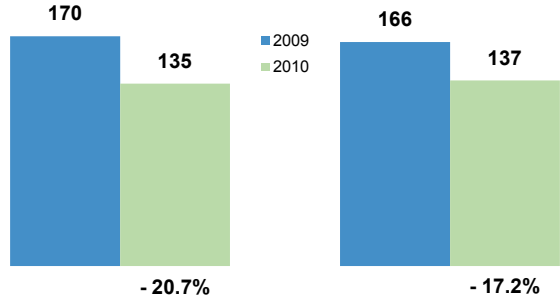
Median Sales Price



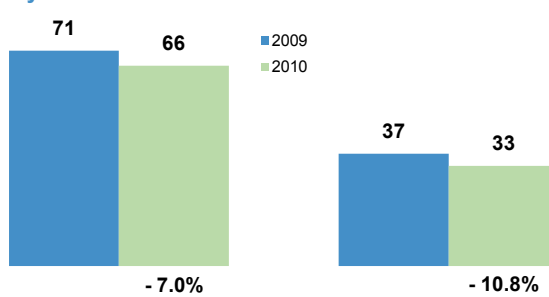
Percent of Original List Price Received at Sale



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

May

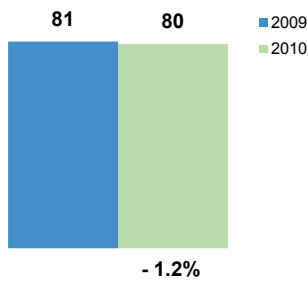
Year to Date

St. John's County, FL

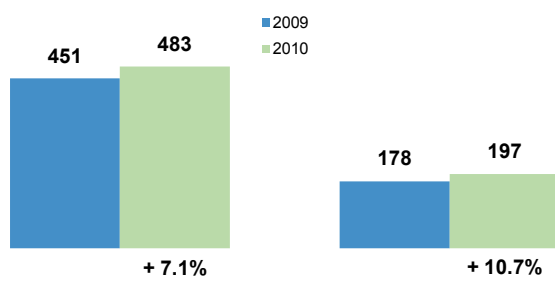
|  | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 81        | 80        | - 1.2%  | 451       | 483       | + 7.1%  |
| Closed Sales                                     | 47        | 44        | - 6.4%  | 178       | 197       | + 10.7% |
| Median Sales Price*                              | \$187,550 | \$149,990 | - 20.0% | \$172,415 | \$143,000 | - 17.1% |
| Percent of Original List Price Received at Sale* | 85.5%     | 88.0%     | + 2.9%  | 87.8%     | 87.9%     | + 0.1%  |
| Average Days on Market Until Sale                | 120       | 118       | - 1.8%  | 96        | 114       | + 19.0% |
| Single-Family Detached Inventory                 | 383       | 350       | - 8.6%  | --        | --        | --      |
| Townhouse-Condo Inventory                        | 142       | 124       | - 12.7% | --        | --        | --      |

\*Does not account for seller concessions

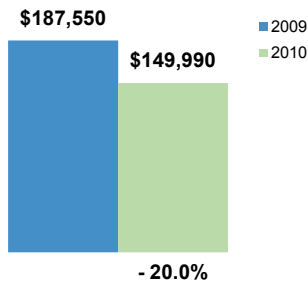
Activity—Most Recent Month



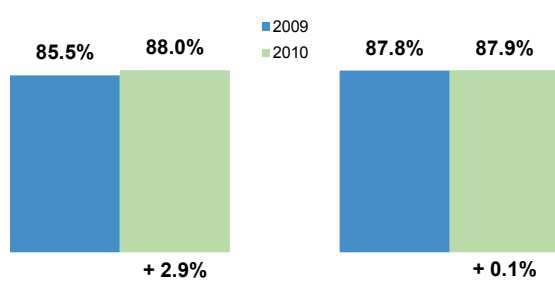
Activity—Year to Date



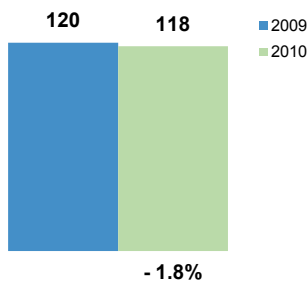
Median Sales Price



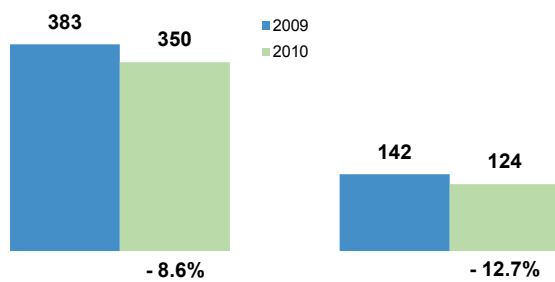
Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month



# Local Market Updates

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



## Region 34 St. Johns County – SW

May

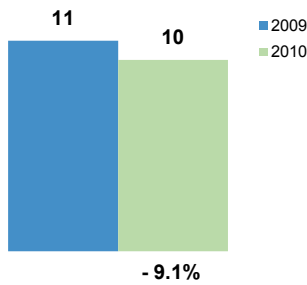
Year to Date

St. John's County, FL

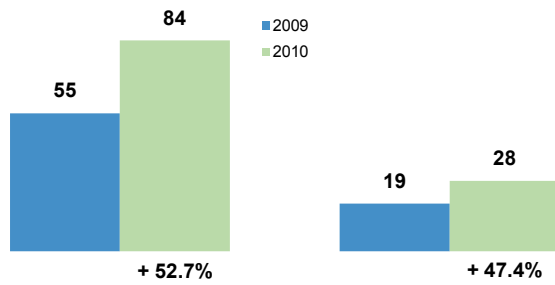
|  | 2009      | 2010     | Change   | 2009      | 2010     | Change  |
|--|-----------|----------|----------|-----------|----------|---------|
| New Listings                                     | 11        | 10       | - 9.1%   | 55        | 84       | + 52.7% |
| Closed Sales                                     | 3         | 9        | + 200.0% | 19        | 28       | + 47.4% |
| Median Sales Price*                              | \$161,000 | \$48,000 | - 70.2%  | \$163,000 | \$78,000 | - 52.1% |
| Percent of Original List Price Received at Sale* | 81.8%     | 82.7%    | + 1.1%   | 86.2%     | 88.4%    | + 2.6%  |
| Average Days on Market Until Sale                | 69        | 69       | - 0.0%   | 138       | 62       | - 55.2% |
| Single-Family Detached Inventory                 | 84        | 93       | + 10.7%  | --        | --       | --      |
| Townhouse-Condo Inventory                        | 4         | 0        | - 100.0% | --        | --       | --      |

\*Does not account for seller concessions

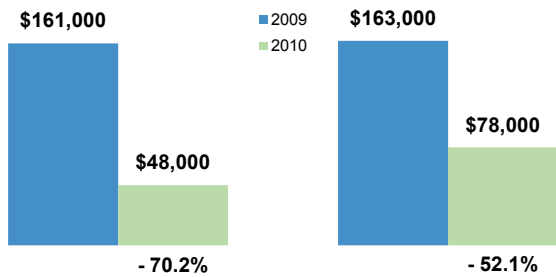
Activity—Most Recent Month



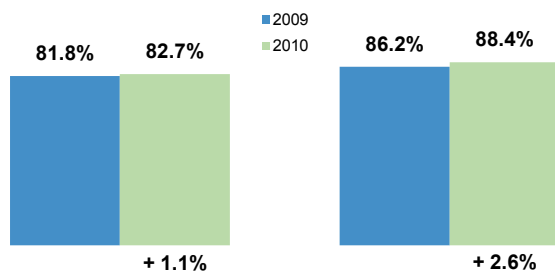
Activity—Year to Date



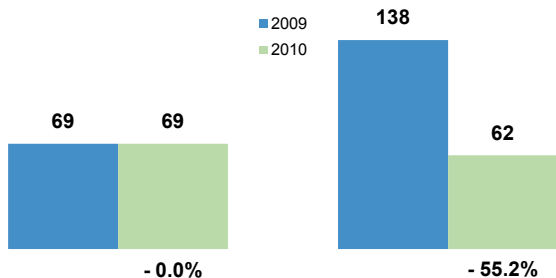
Median Sales Price



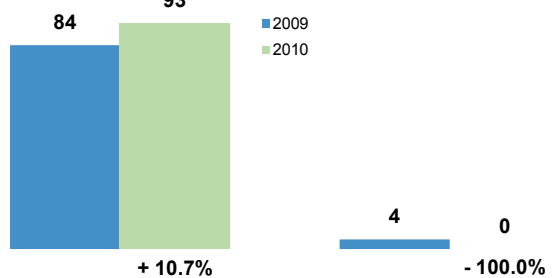
Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month



# Local Market Updates

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



## Region 40

### Nassau County

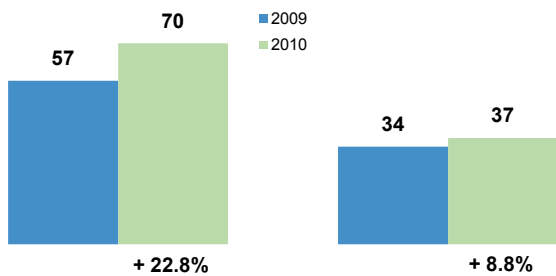
### May

### Year to Date

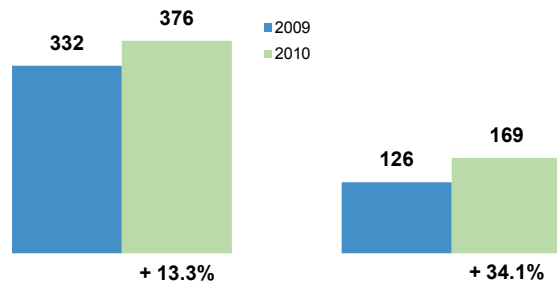
| Nassau County, FL                                | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 57        | 70        | + 22.8% | 332       | 376       | + 13.3% |
| Closed Sales                                     | 34        | 37        | + 8.8%  | 126       | 169       | + 34.1% |
| Median Sales Price*                              | \$212,000 | \$149,990 | - 29.3% | \$183,900 | \$149,900 | - 18.5% |
| Percent of Original List Price Received at Sale* | 90.5%     | 88.4%     | - 2.3%  | 86.7%     | 86.3%     | - 0.5%  |
| Average Days on Market Until Sale                | 128       | 87        | - 31.9% | 112       | 119       | + 6.2%  |
| Single-Family Detached Inventory                 | 349       | 329       | - 5.7%  | --        | --        | --      |
| Townhouse-Condo Inventory                        | 44        | 36        | - 18.2% | --        | --        | --      |

\*Does not account for seller concessions

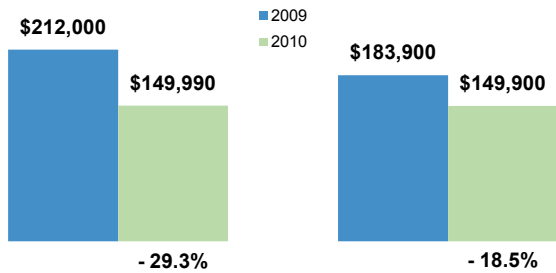
#### Activity—Most Recent Month



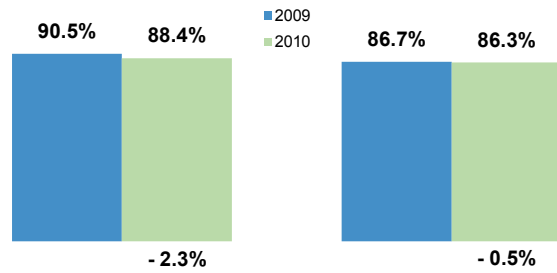
#### Activity—Year to Date



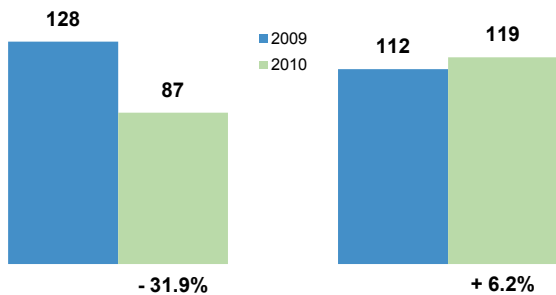
#### Median Sales Price



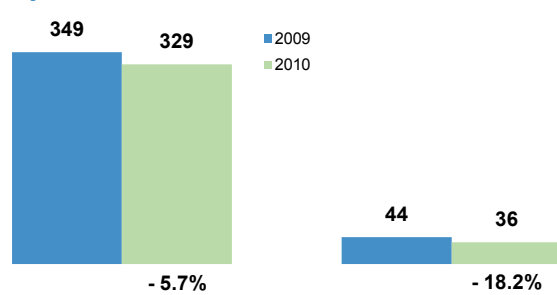
#### Percent of Original List Price Received at Sale



#### Days on Market Until Sale



#### Activity—Most Recent Month





# Local Market Updates

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## Region 50

### Baker County

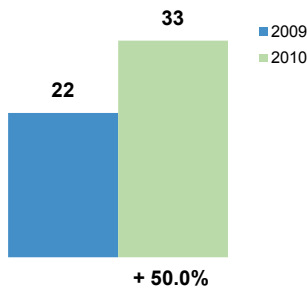
### May

### Year to Date

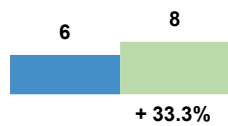
| Baker County, FL                                 | 2009      | 2010      | Change  | 2009      | 2010      | Change  |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                                     | 22        | 33        | + 50.0% | 111       | 139       | + 25.2% |
| Closed Sales                                     | 6         | 8         | + 33.3% | 38        | 44        | + 15.8% |
| Median Sales Price*                              | \$200,000 | \$143,178 | - 28.4% | \$151,000 | \$132,000 | - 12.6% |
| Percent of Original List Price Received at Sale* | 86.7%     | 92.9%     | + 7.2%  | 87.1%     | 89.9%     | + 3.3%  |
| Average Days on Market Until Sale                | 123       | 172       | + 40.4% | 147       | 156       | + 6.1%  |
| Single-Family Detached Inventory                 | 123       | 152       | + 23.6% | --        | --        | --      |
| Townhouse-Condo Inventory                        | 0         | 0         | NA      | --        | --        | --      |

\*Does not account for seller concessions

#### Activity—Most Recent Month

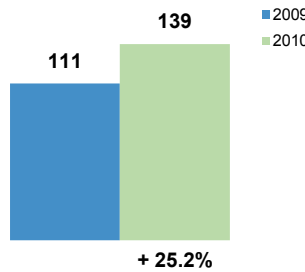


New Listings

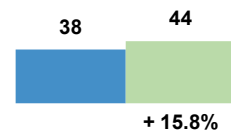


Closed Sales

#### Activity—Year to Date

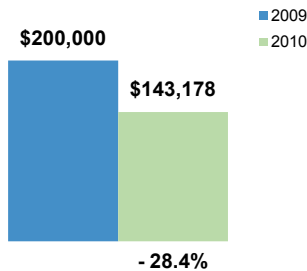


New Listings

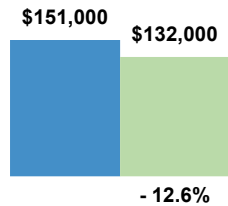


Closed Sales

#### Median Sales Price

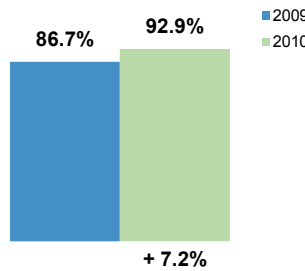


May

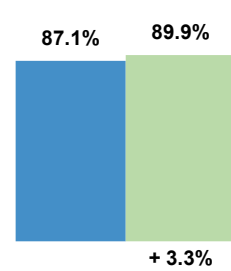


Year to Date

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

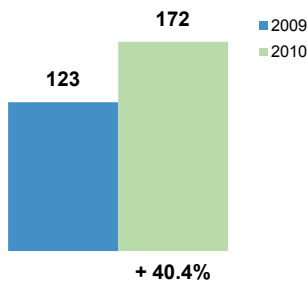


May

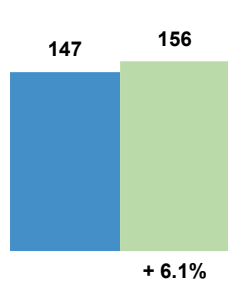


Year to Date

#### Days on Market Until Sale

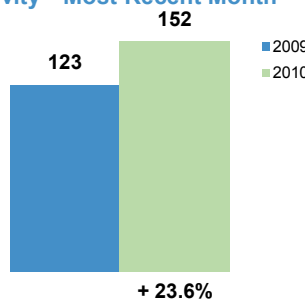


May



Year to Date

#### Activity—Most Recent Month



Single-Family Detached



Townhouse-Condo Attached

# Local Market Updates

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## Region 56

### Putnam County NE

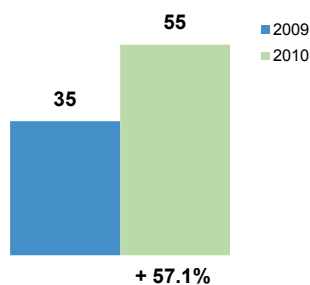
May

Year to Date

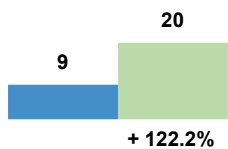
| Putnam County, FL                                       |  | 2009      | 2010     | Change   | 2009     | 2010     | Change  |
|---|--|-----------|----------|----------|----------|----------|---------|
| <b>New Listings</b>                                     |  | 35        | 55       | + 57.1%  | 195      | 254      | + 30.3% |
| <b>Closed Sales</b>                                     |  | 9         | 20       | + 122.2% | 48       | 79       | + 64.6% |
| <b>Median Sales Price*</b>                              |  | \$126,950 | \$72,450 | - 42.9%  | \$90,000 | \$74,900 | - 16.8% |
| <b>Percent of Original List Price Received at Sale*</b> |  | 73.9%     | 78.5%    | + 6.2%   | 80.3%    | 82.8%    | + 3.0%  |
| <b>Average Days on Market Until Sale</b>                |  | 149       | 116      | - 22.2%  | 149      | 133      | - 10.9% |
| <b>Single-Family Detached Inventory</b>                 |  | 354       | 370      | + 4.5%   | --       | --       | --      |
| <b>Townhouse-Condo Inventory</b>                        |  | 6         | 4        | - 33.3%  | --       | --       | --      |

\*Does not account for seller concessions

Activity—Most Recent Month

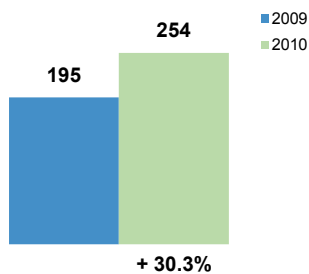


New Listings

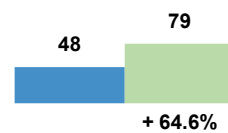


Closed Sales

Activity—Year to Date

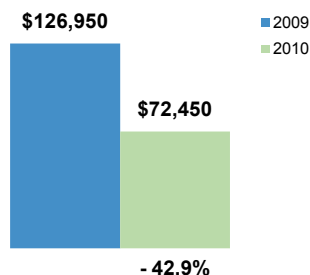


New Listings

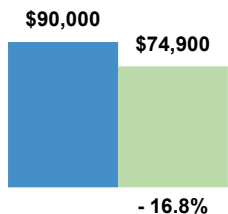


Closed Sales

Median Sales Price

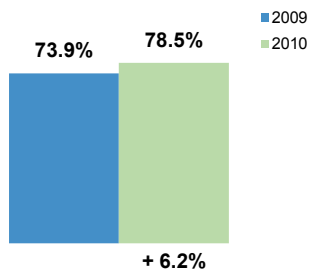


May

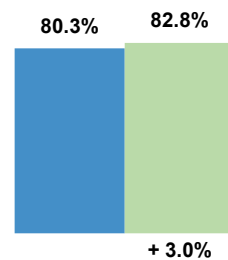


Year to Date

Percent of Original List Price Received at Sale

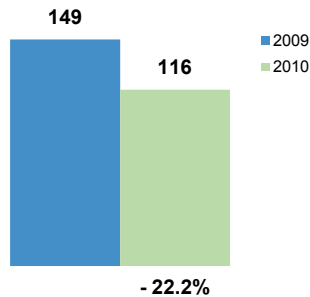


May

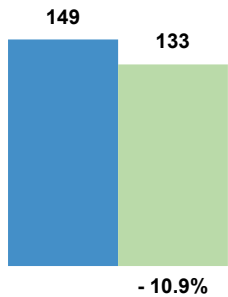


Year to Date

Days on Market Until Sale

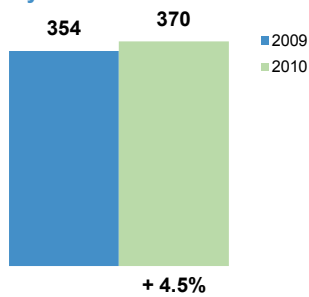


May

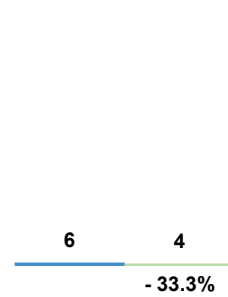


Year to Date

Activity—Most Recent Month



Single-Family Detached



Townhouse-Condo Attached

# Local Market Updates

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## Region 57 Putnam County – West

May

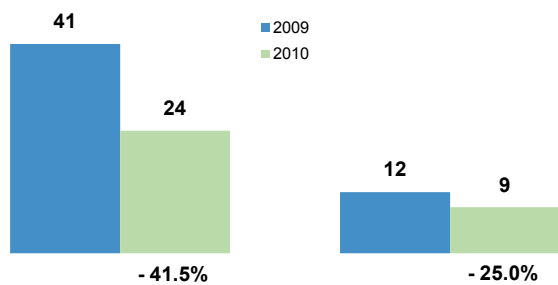
Year to Date

Putnam County, FL

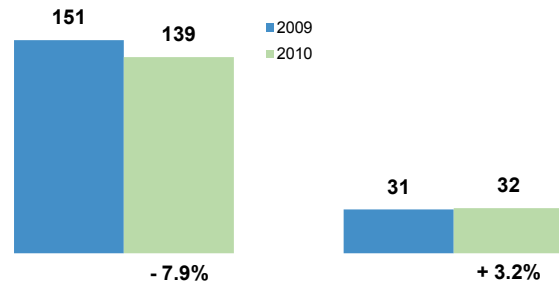
|  | 2009     | 2010     | Change  | 2009     | 2010     | Change  |
|--|----------|----------|---------|----------|----------|---------|
| New Listings                                     | 41       | 24       | - 41.5% | 151      | 139      | - 7.9%  |
| Closed Sales                                     | 12       | 9        | - 25.0% | 31       | 32       | + 3.2%  |
| Median Sales Price*                              | \$35,900 | \$51,000 | + 42.1% | \$39,500 | \$51,000 | + 29.1% |
| Percent of Original List Price Received at Sale* | 71.1%    | 79.0%    | + 11.1% | 76.7%    | 81.8%    | + 6.8%  |
| Average Days on Market Until Sale                | 132      | 216      | + 63.6% | 164      | 174      | + 5.9%  |
| Single-Family Detached Inventory                 | 252      | 212      | - 15.9% | --       | --       | --      |
| Townhouse-Condo Inventory                        | 0        | 0        | NA      | --       | --       | --      |

\*Does not account for seller concessions

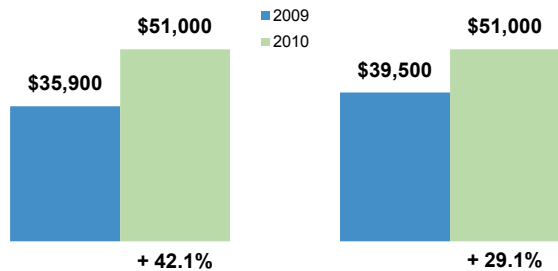
### Activity—Most Recent Month



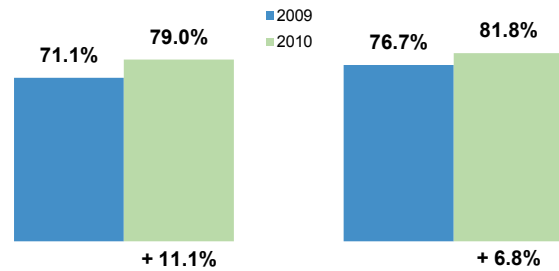
### Activity—Year to Date



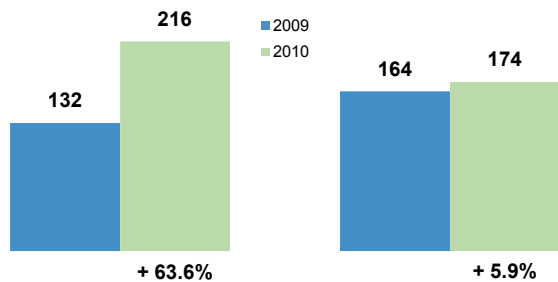
### Median Sales Price



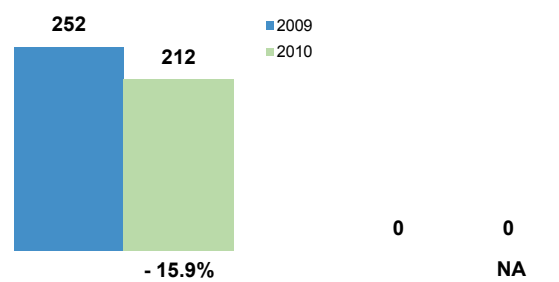
### Percent of Original List Price Received at Sale



### Days on Market Until Sale



### Activity—Most Recent Month



# Local Market Updates

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## Region 58 Putnam County - South

May

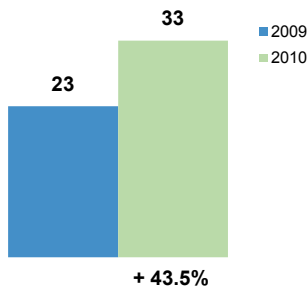
Year to Date

Putnam County, FL

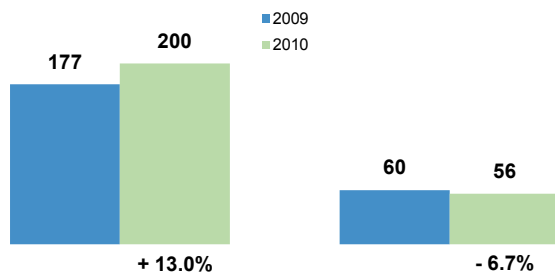
|  | 2009     | 2010     | Change  | 2009     | 2010     | Change  |
|--|----------|----------|---------|----------|----------|---------|
| New Listings                                     | 23       | 33       | + 43.5% | 177      | 200      | + 13.0% |
| Closed Sales                                     | 7        | 8        | + 14.3% | 60       | 56       | - 6.7%  |
| Median Sales Price*                              | \$55,000 | \$54,000 | - 1.8%  | \$70,000 | \$50,000 | - 28.6% |
| Percent of Original List Price Received at Sale* | 85.3%    | 79.9%    | - 6.4%  | 83.0%    | 80.5%    | - 3.0%  |
| Average Days on Market Until Sale                | 172      | 136      | - 21.2% | 151      | 190      | + 26.0% |
| Single-Family Detached Inventory                 | 313      | 304      | - 2.9%  | --       | --       | --      |
| Townhouse-Condo Inventory                        | 6        | 7        | + 16.7% | --       | --       | --      |

\*Does not account for seller concessions

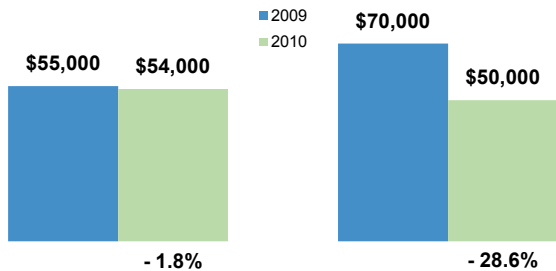
Activity—Most Recent Month



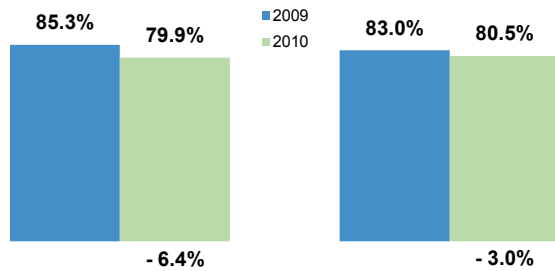
Activity—Year to Date



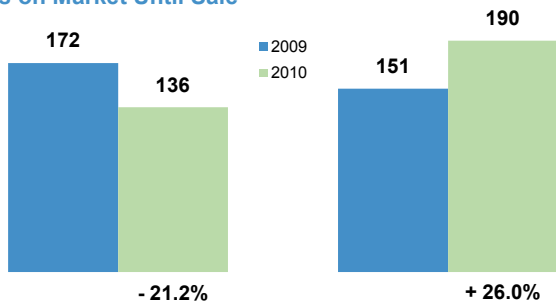
Median Sales Price



Percent of Original List Price Received at Sale



Days on Market Until Sale



Activity—Most Recent Month

