

# Monthly Indicators

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



## August 2011

Despite some choppy waters in August, there have been noteworthy shifts on both sides of the closing table. Nationally, buyer activity is moving back in line with historical trends while sellers are making fewer concessions in order to sell their homes. Falling supply and improving absorption rates in many regions also suggest that market balance is realigning towards neutral. Locally, both sales and prices posted positive movement over August 2010, but do the rest of the numbers provide reason for optimism?

New Listings in the Northeast Florida region decreased 20.7 percent to 2,319. Pending Sales were up 24.4 percent to 1,744. Inventory levels shrank 32.2 percent to 11,167 units, dampening any potential oversupply issues down the road.

Prices moved higher. The Median Sales Price increased 2.2 percent to \$138,000. Days on Market increased 23.3 percent to 120 days. Absorption rates improved as Months Supply of Inventory was down 33.1 percent to 7.9 months.

The economy bobbed along just this side of positive in August. Consumer confidence, which often affects housing demand, showed some slack even as personal income and spending both increased modestly. Low interest rates, declining supply and stabilizing prices are beacons of hope in the harbor, but the recovery still needs wind in its sails.

## Quick Facts

**+ 1.5%**

Change in  
Closed Sales

**+ 2.2%**

Change in  
Median Sales Price

**- 32.2%**

Change in  
Inventory

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**Area breakouts of 29 submarkets begin after page 19.**

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# Market Overview

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

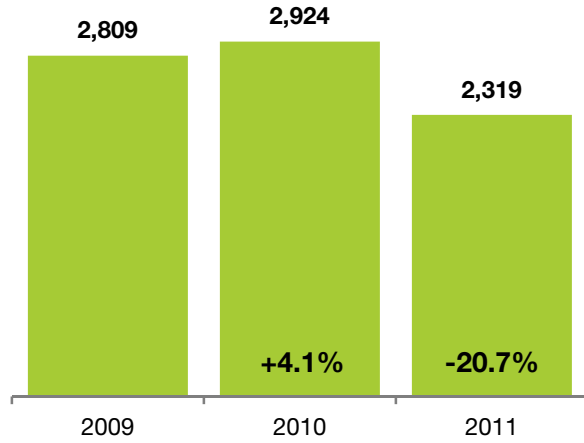


Key Metrics	Historical Sparklines	8-2010	8-2011	+/-	YTD 2010	YTD 2011	+/-
<b>New Listings</b>		2,924	<b>2,319</b>	- 20.7%	24,903	<b>19,328</b>	- 22.4%
<b>Pending Sales</b>		1,402	<b>1,744</b>	+ 24.4%	11,689	<b>12,523</b>	+ 7.1%
<b>Closed Sales</b>		1,420	<b>1,441</b>	+ 1.5%	11,199	<b>11,174</b>	- 0.2%
<b>Days on Market Until Sale</b>		97	<b>120</b>	+ 23.3%	101	<b>122</b>	+ 20.9%
<b>Median Sales Price</b>		\$135,000	<b>\$138,000</b>	+ 2.2%	\$137,000	<b>\$128,000</b>	- 6.6%
<b>Average Sales Price</b>		\$169,658	<b>\$180,823</b>	+ 6.6%	\$169,053	<b>\$170,209</b>	+ 0.7%
<b>Percent of Original List Price Received</b>		88.7%	<b>88.9%</b>	+ 0.2%	89.4%	<b>87.6%</b>	- 2.0%
<b>Housing Affordability Index</b>		208	<b>207</b>	- 0.6%	206	<b>219</b>	+ 6.6%
<b>Inventory of Homes for Sale</b>		16,464	<b>11,167</b>	- 32.2%	--	--	--
<b>Months Supply of Homes for Sale</b>		11.8	<b>7.9</b>	- 33.1%	--	--	--

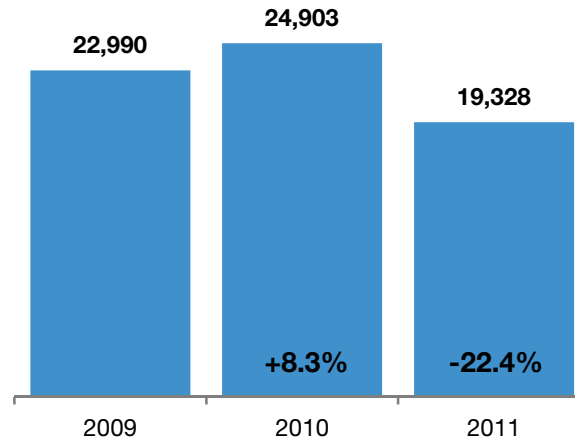
# New Listings

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

## August



## Year To Date



Month	Prior Year	Current Year	+/-
September	2,941	2,709	-7.9%
October	2,950	2,343	-20.6%
November	2,365	1,992	-15.8%
December	2,118	1,945	-8.2%
January	3,075	2,747	-10.7%
February	2,967	2,276	-23.3%
March	3,690	2,673	-27.6%
April	3,540	2,331	-34.2%
May	2,722	2,314	-15.0%
June	3,011	2,458	-18.4%
July	2,974	2,210	-25.7%
August	2,924	2,319	-20.7%
<b>12-Month Avg</b>	<b>2,940</b>	<b>2,360</b>	<b>-19.7%</b>

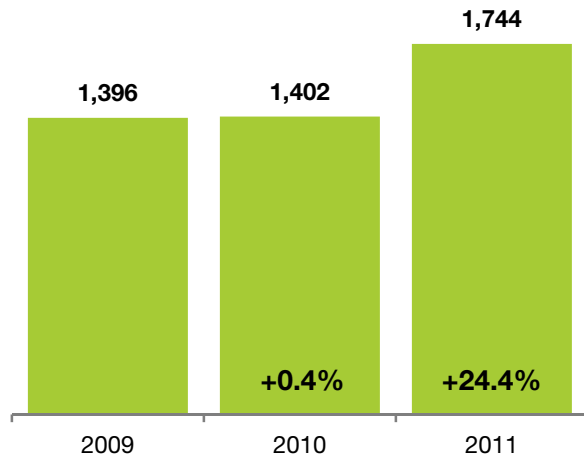
## Historical New Listing Activity



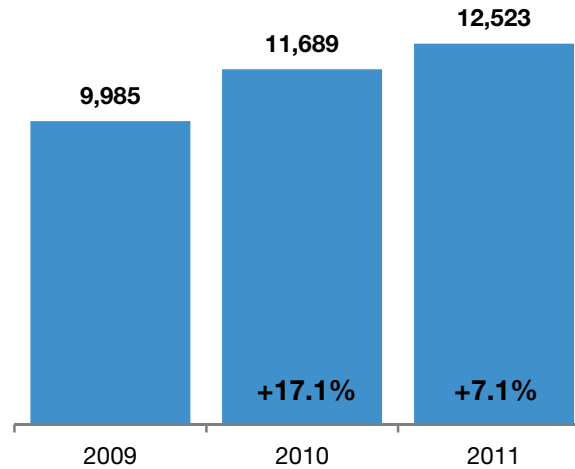
# Pending Sales

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

## August

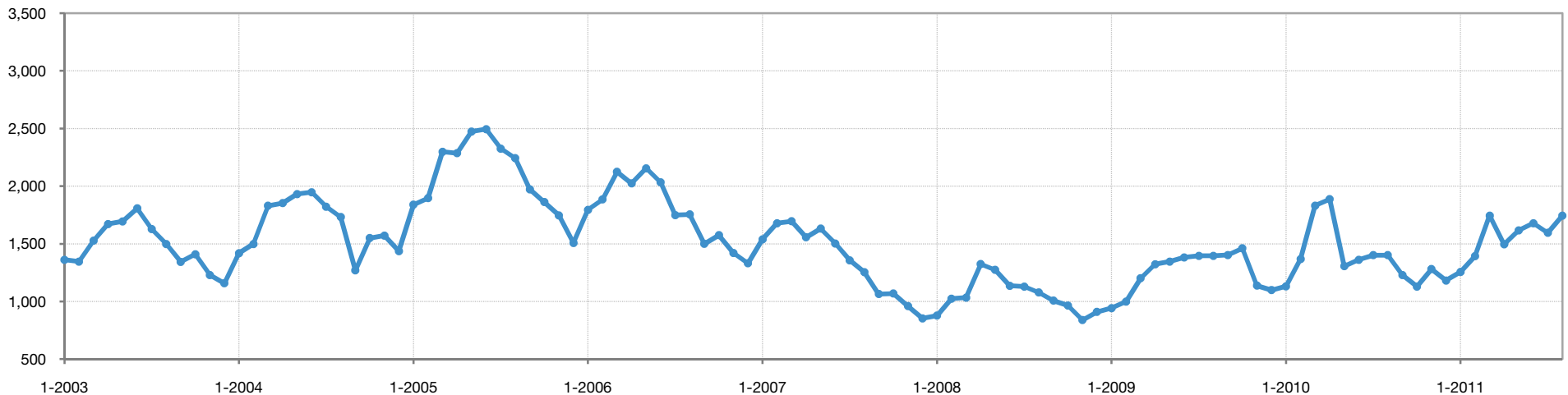


## Year To Date



Month	Prior Year	Current Year	+/-
September	1,403	1,230	-12.3%
October	1,461	1,129	-22.7%
November	1,137	1,281	+12.7%
December	1,098	1,182	+7.7%
January	1,132	1,256	+11.0%
February	1,368	1,394	+1.9%
March	1,831	1,744	-4.8%
April	1,887	1,495	-20.8%
May	1,306	1,617	+23.8%
June	1,362	1,678	+23.2%
July	1,401	1,595	+13.8%
August	1,402	1,744	+24.4%
<b>12-Month Avg</b>	<b>1,399</b>	<b>1,445</b>	<b>+3.3%</b>

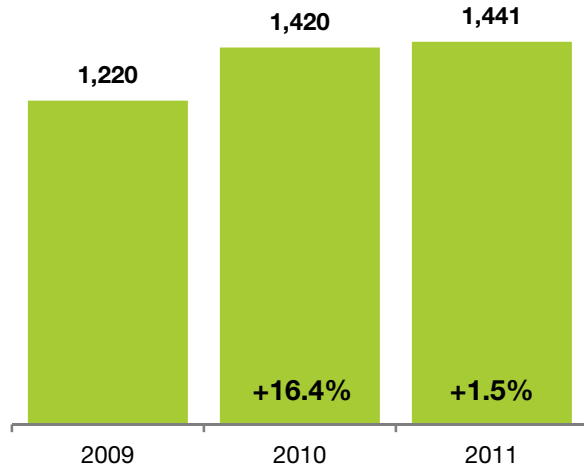
## Historical Pending Sales Activity



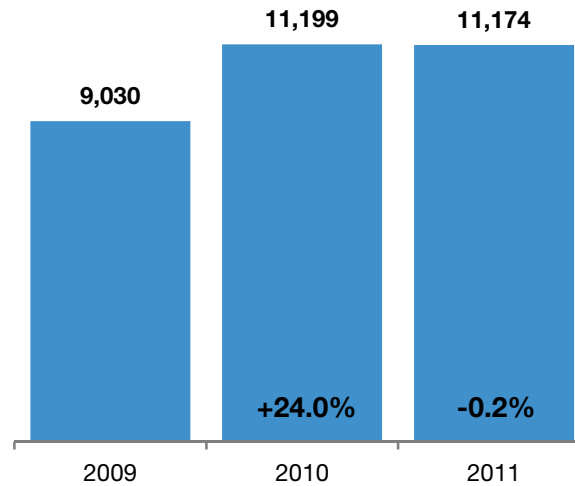
# Closed Sales

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

## August



## Year To Date



Month	Prior Year	Current Year	+/-
September	1,379	1,303	-5.5%
October	1,411	1,122	-20.5%
November	1,327	1,112	-16.2%
December	1,381	1,465	+6.1%
January	920	1,039	+12.9%
February	1,024	1,209	+18.1%
March	1,549	1,527	-1.4%
April	1,575	1,521	-3.4%
May	1,544	1,444	-6.5%
June	1,800	1,604	-10.9%
July	1,367	1,389	+1.6%
August	1,420	1,441	+1.5%
<b>12-Month Avg</b>	<b>1,391</b>	<b>1,348</b>	<b>-2.0%</b>

## Historical Closed Sales Activity

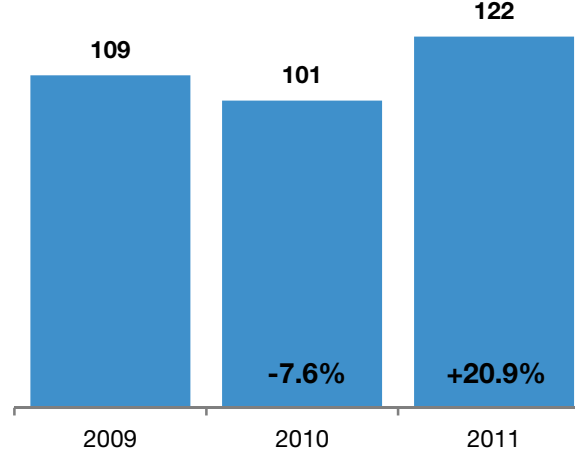
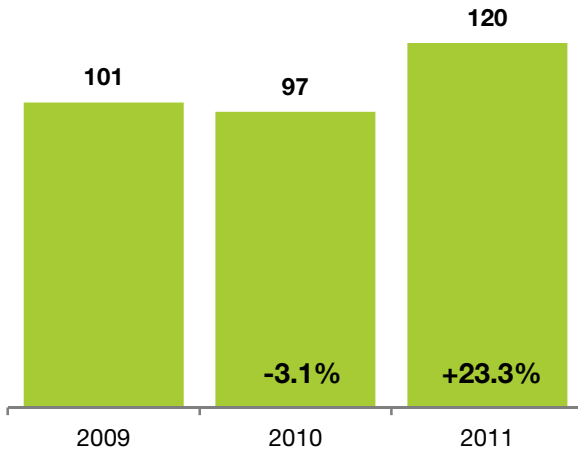


# Days on Market Until Sale

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

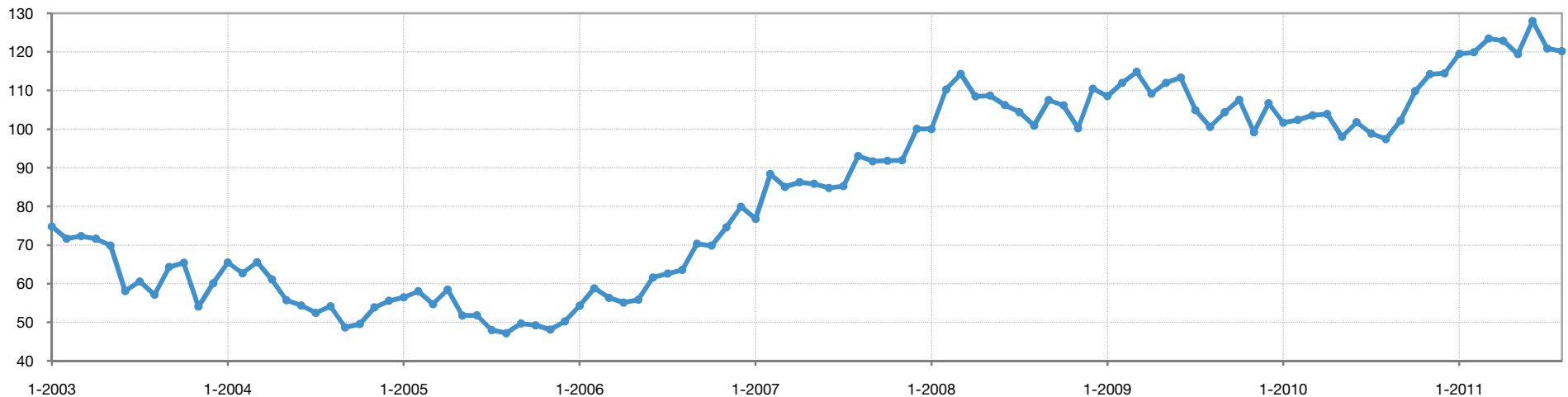
## August

## Year To Date



Month	Prior Year	Current Year	+/-
September	104	102	-2.1%
October	108	110	+2.1%
November	99	114	+15.1%
December	107	114	+7.3%
January	102	119	+17.5%
February	102	120	+17.1%
March	104	123	+19.2%
April	104	123	+18.3%
May	98	119	+21.8%
June	102	128	+25.8%
July	99	121	+22.3%
August	97	120	+23.3%
<b>12-Month Avg</b>	<b>102</b>	<b>118</b>	<b>+15.9%</b>

## Historical Days on Market Until Sale

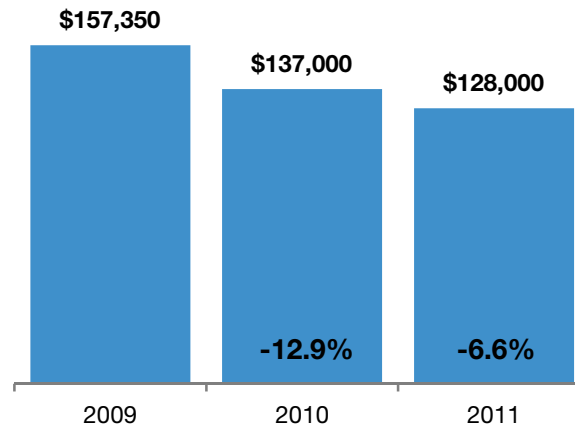
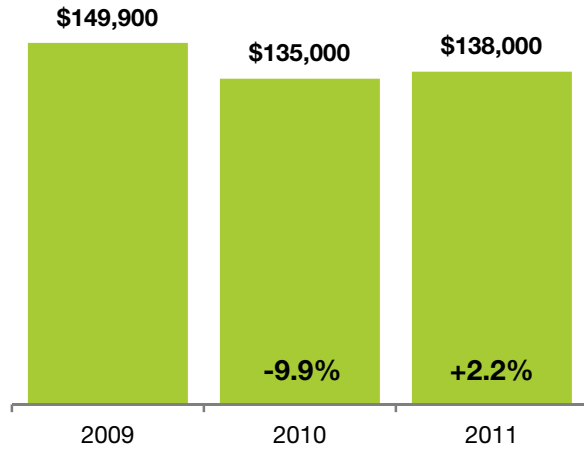


# Median Sales Price

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

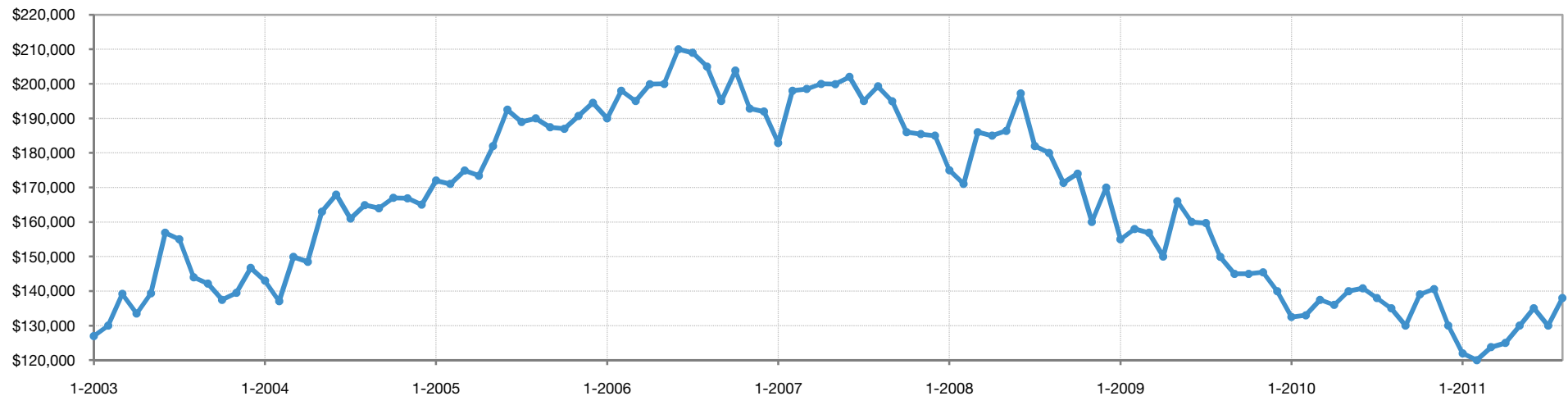
## August

## Year To Date



Month	Prior Year	Current Year	+/-
September	\$145,000	\$130,000	-10.3%
October	\$145,000	\$139,050	-4.1%
November	\$145,473	\$140,600	-3.3%
December	\$140,000	\$130,000	-7.1%
January	\$132,500	\$122,000	-7.9%
February	\$133,000	\$120,000	-9.8%
March	\$137,500	\$123,782	-10.0%
April	\$136,000	\$125,000	-8.1%
May	\$140,000	\$130,000	-7.1%
June	\$140,838	\$135,064	-4.1%
July	\$137,990	\$130,000	-5.8%
August	\$135,000	\$138,000	+2.2%
12-Month Med	\$140,000	\$130,000	-7.1%

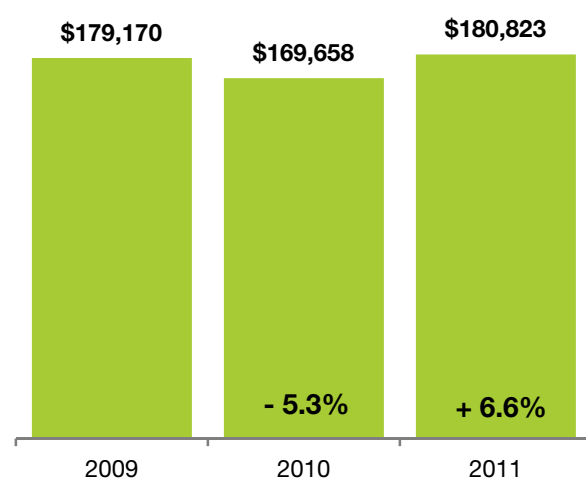
## Historical Median Sales Price



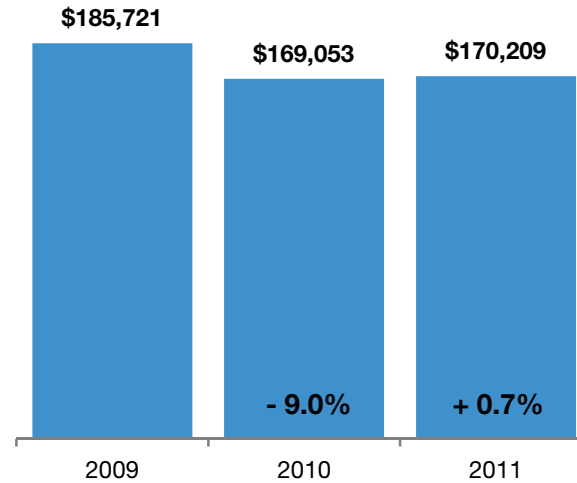
# Average Sales Price

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

## August

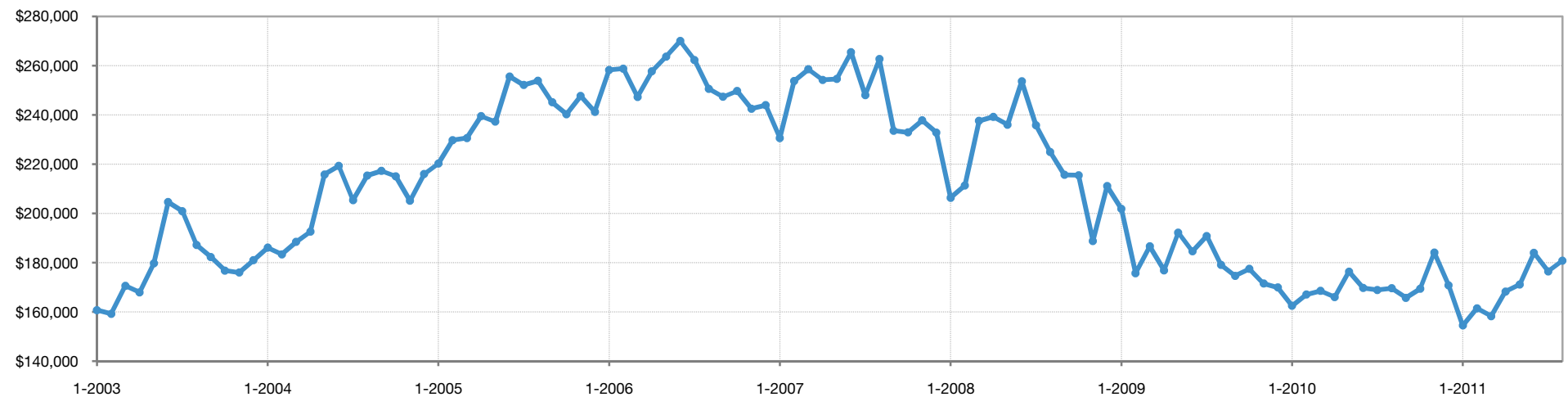


## Year To Date



Month	Prior Year	Current Year	+/-
September	\$174,691	<b>\$165,747</b>	-5.1%
October	\$177,494	<b>\$169,419</b>	-4.5%
November	\$171,568	<b>\$184,134</b>	+7.3%
December	\$169,934	<b>\$170,847</b>	+0.5%
January	\$162,531	<b>\$154,558</b>	-4.9%
February	\$167,078	<b>\$161,523</b>	-3.3%
March	\$168,585	<b>\$158,323</b>	-6.1%
April	\$166,079	<b>\$168,310</b>	+1.3%
May	\$176,407	<b>\$171,155</b>	-3.0%
June	\$169,750	<b>\$183,972</b>	+8.4%
July	\$168,916	<b>\$176,504</b>	+4.5%
August	\$169,658	<b>\$180,823</b>	+6.6%
<b>12-Month Avg</b>	<b>\$170,505</b>	<b>\$170,797</b>	<b>+0.2%</b>

## Historical Average Sales Price

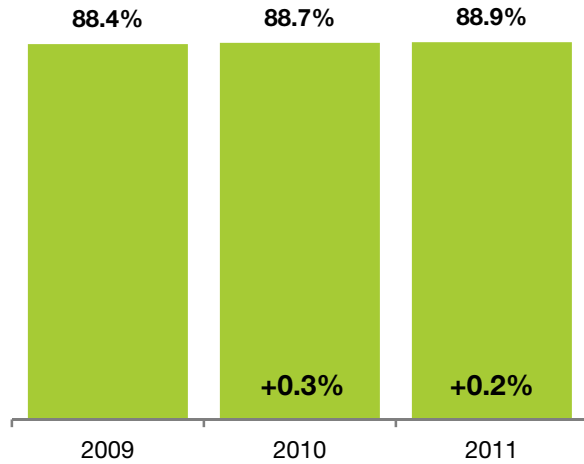


# Percent of Original List Price Received

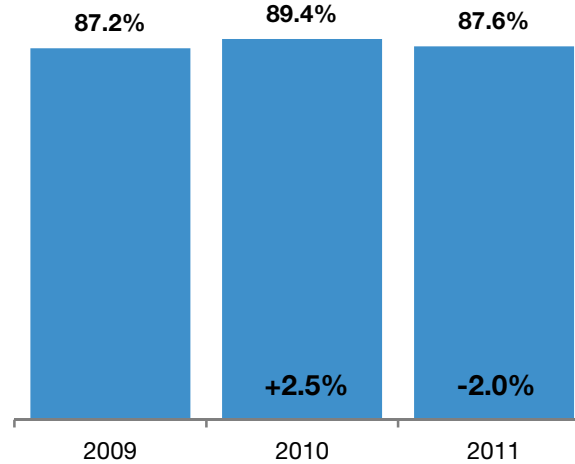
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## August

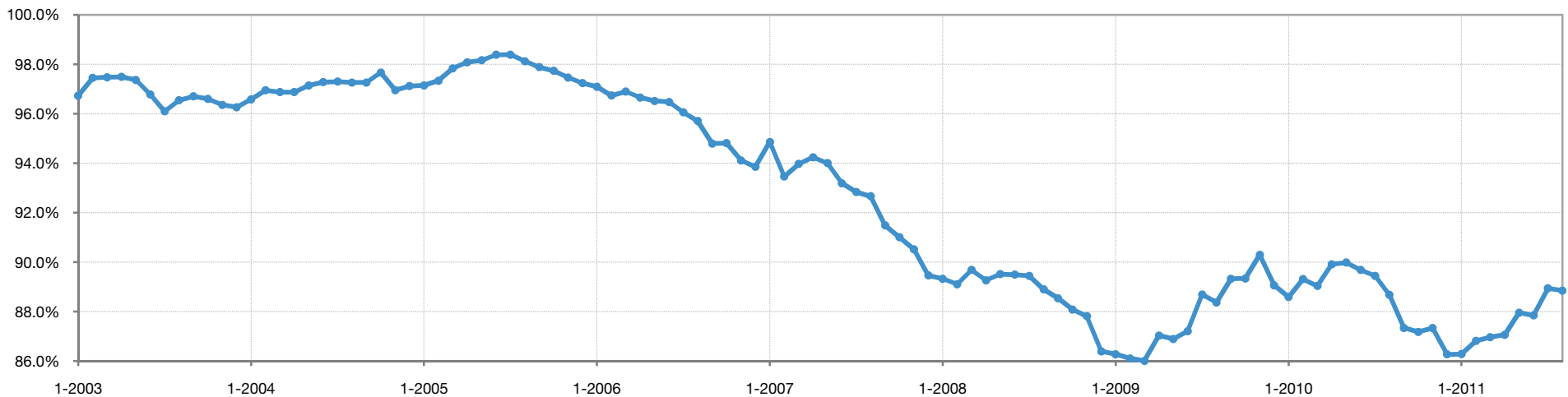


## Year To Date



Month	Prior Year	Current Year	+/-
September	89.3%	87.3%	-2.2%
October	89.3%	87.2%	-2.4%
November	90.3%	87.3%	-3.3%
December	89.1%	86.3%	-3.1%
January	88.6%	86.3%	-2.6%
February	89.3%	86.8%	-2.8%
March	89.0%	87.0%	-2.3%
April	89.9%	87.1%	-3.2%
May	90.0%	88.0%	-2.3%
June	89.7%	87.8%	-2.1%
July	89.4%	88.9%	-0.6%
August	88.7%	88.9%	+0.2%
<b>12-Month Avg</b>	<b>91.7%</b>	<b>90.0%</b>	<b>-1.9%</b>

## Historical Percent of Original List Price Received

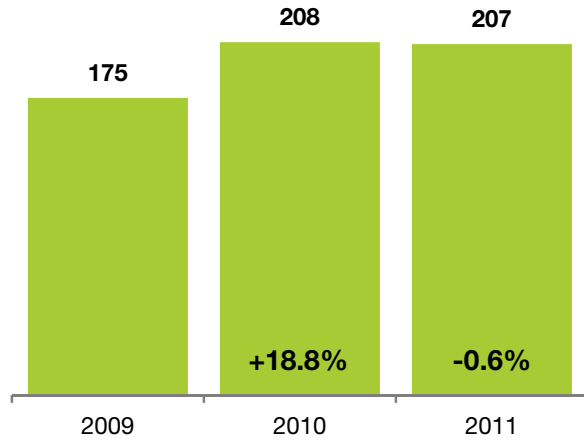


# Housing Affordability Index

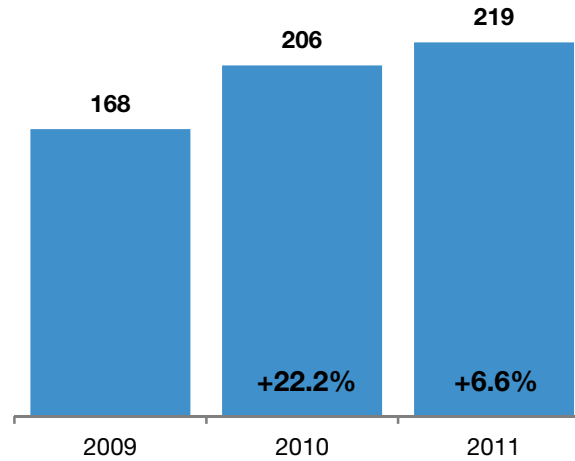
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## August

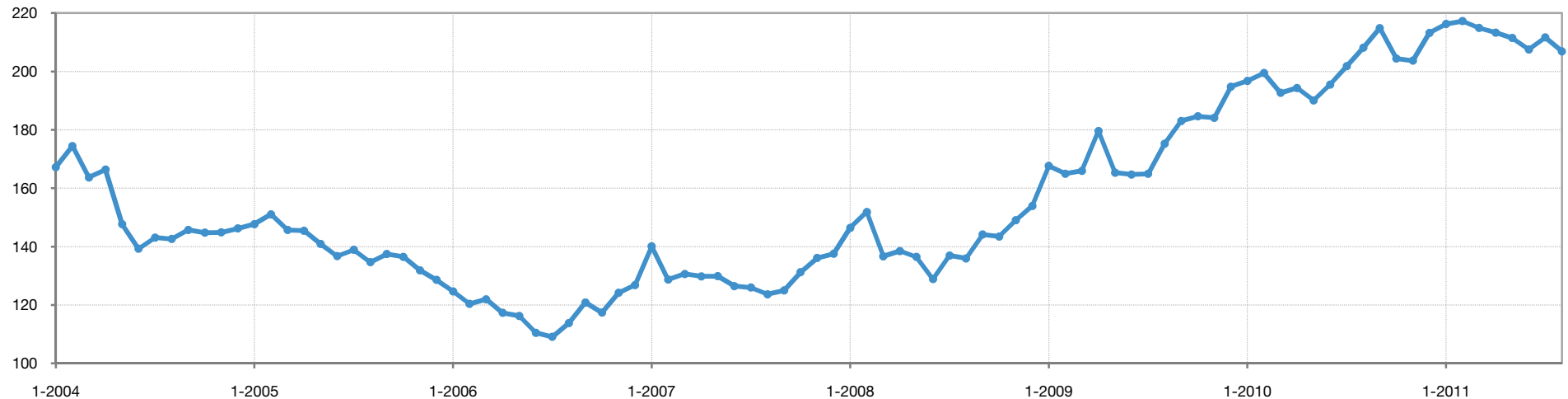


## Year To Date



Month	Prior Year	Current Year	+/-
September	183	215	+17.4%
October	185	204	+10.7%
November	184	204	+10.6%
December	195	213	+9.5%
January	197	216	+9.9%
February	199	217	+8.9%
March	193	215	+11.6%
April	194	213	+9.8%
May	190	211	+11.3%
June	196	208	+6.1%
July	202	212	+4.9%
August	208	207	-0.6%
<b>12-Month Avg</b>	<b>194</b>	<b>211</b>	<b>+9.2%</b>

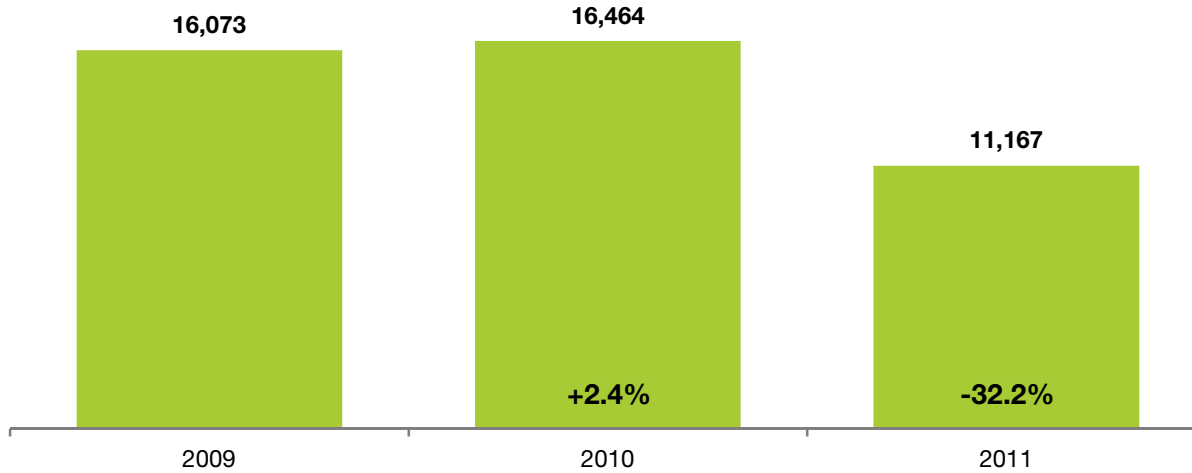
## Historical Housing Affordability Index



# Inventory of Homes for Sale

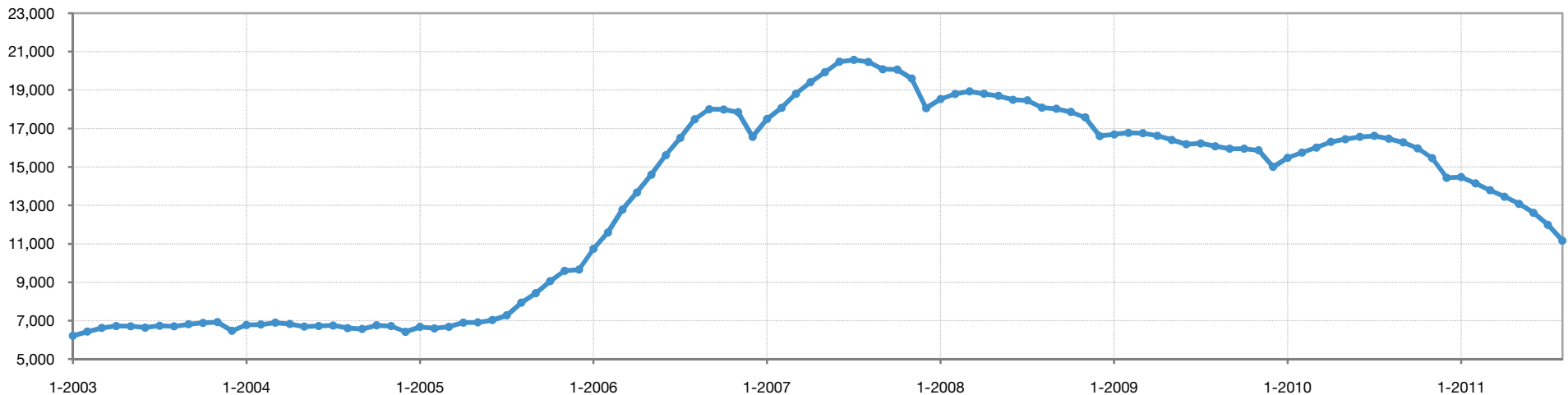
The number of properties available for sale in active status at the end of the month.

## August



Month	Prior Year	Current Year	+/-
September	15,948	16,271	+2.0%
October	15,947	15,964	+0.1%
November	15,866	15,452	-2.6%
December	15,004	14,432	-3.8%
January	15,471	14,468	-6.5%
February	15,744	14,141	-10.2%
March	16,008	13,784	-13.9%
April	16,302	13,449	-17.5%
May	16,447	13,084	-20.4%
June	16,558	12,614	-23.8%
July	16,615	11,985	-27.9%
August	16,464	11,167	-32.2%
12-Month Avg	16,031	13,901	-13.1%

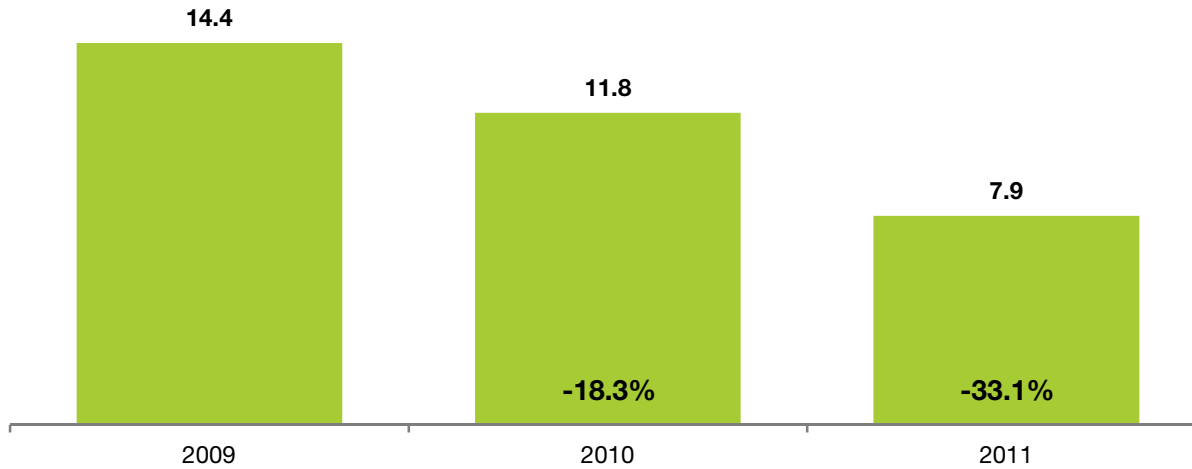
## Historical Inventory of Homes for Sale



# Months Supply of Inventory

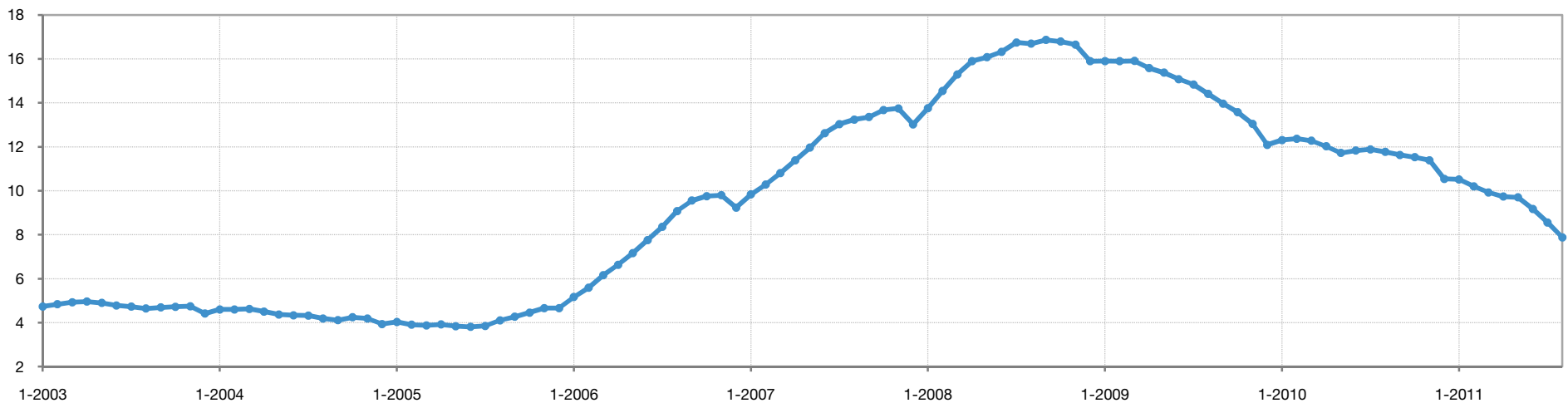
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

## August



Month	Prior Year	Current Year	+/-
September	14.0	11.6	-16.7%
October	13.6	11.5	-15.0%
November	13.0	11.4	-12.7%
December	12.1	10.5	-12.8%
January	12.3	10.5	-14.6%
February	12.4	10.2	-17.5%
March	12.3	9.9	-19.2%
April	12.0	9.7	-19.0%
May	11.7	9.7	-17.2%
June	11.8	9.2	-22.4%
July	11.9	8.6	-28.0%
August	11.8	7.9	-33.1%
<b>12-Month Avg</b>	<b>12.4</b>	<b>10.1</b>	<b>-18.9%</b>

## Historical Months Supply of Inventory



# Housing Supply Overview



## August 2011

A RESEARCH TOOL PROVIDED BY THE  
NORTHEAST FLORIDA ASSOCIATION OF REALTORS

## Quick Facts

**+ 18.5%**

**- 0.6%**

**+ 8.4%**

Price Range With  
Strongest Sales:  
**\$1,000,001 and Above**

Construction Status With  
Strongest Sales:  
**Previously Owned**

Property Type With  
Strongest Sales:  
**Condo-Townhouse**

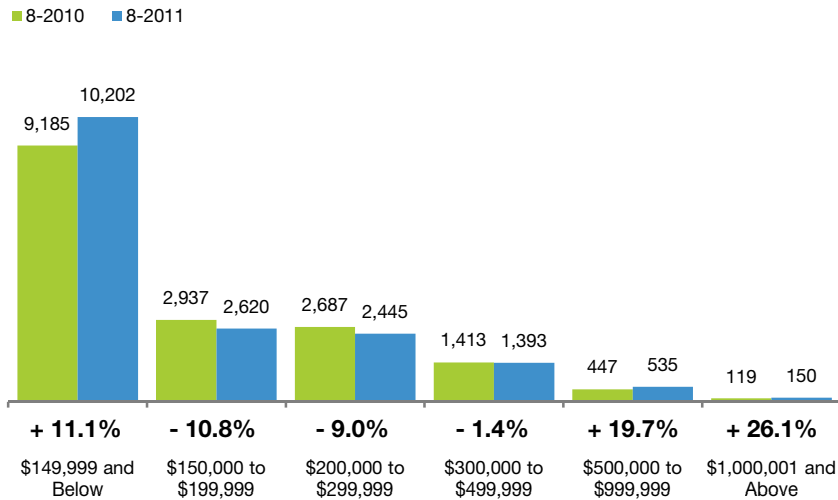
Pending Sales	<b>14</b>
Days on Market Until Sale	<b>15</b>
Median Sales Price	<b>16</b>
Percent of Original List Price Received	<b>17</b>
Inventory of Homes for Sale	<b>18</b>
Months Supply of Inventory	<b>19</b>

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

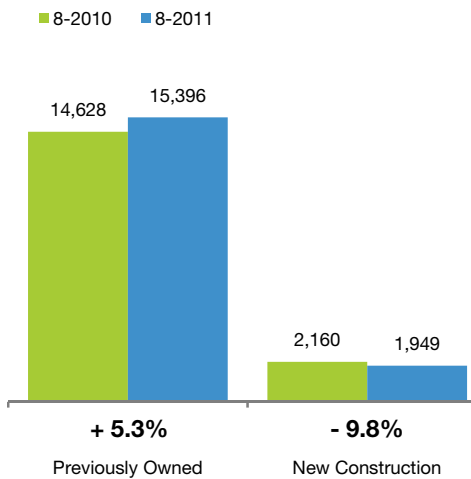
# Pending Sales

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

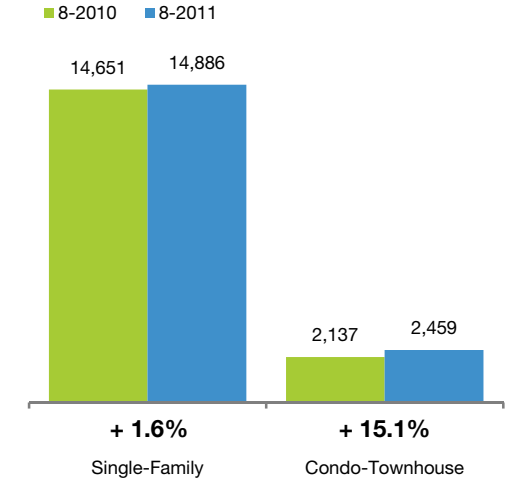
## By Price Range



## By Construction Status



## By Property Type



### All Properties

By Price Range	8-2010	8-2011	Change
\$149,999 and Below	9,185	10,202	+ 11.1%
\$150,000 to \$199,999	2,937	2,620	- 10.8%
\$200,000 to \$299,999	2,687	2,445	- 9.0%
\$300,000 to \$499,999	1,413	1,393	- 1.4%
\$500,000 to \$999,999	447	535	+ 19.7%
\$1,000,001 and Above	119	150	+ 26.1%
<b>All Price Ranges</b>	<b>16,788</b>	<b>17,345</b>	<b>+ 3.3%</b>

### Single-Family

8-2010	8-2011	Change
7,472	8,256	+ 10.5%
2,805	2,472	- 11.9%
2,556	2,276	- 11.0%
1,307	1,281	- 2.0%
401	469	+ 17.0%
110	132	+ 20.0%
<b>14,651</b>	<b>14,886</b>	<b>+ 1.6%</b>

### Condo-Townhouse

8-2010	8-2011	Change
1,713	1,946	+ 13.6%
132	148	+ 12.1%
131	169	+ 29.0%
106	112	+ 5.7%
46	66	+ 43.5%
9	18	+ 100.0%
<b>2,137</b>	<b>2,459</b>	<b>+ 15.1%</b>

By Construction Status	8-2010	8-2011	Change
Previously Owned	14,628	15,396	+ 5.3%
New Construction	2,160	1,949	- 9.8%
<b>All Property Types</b>	<b>16,788</b>	<b>17,345</b>	<b>+ 3.3%</b>

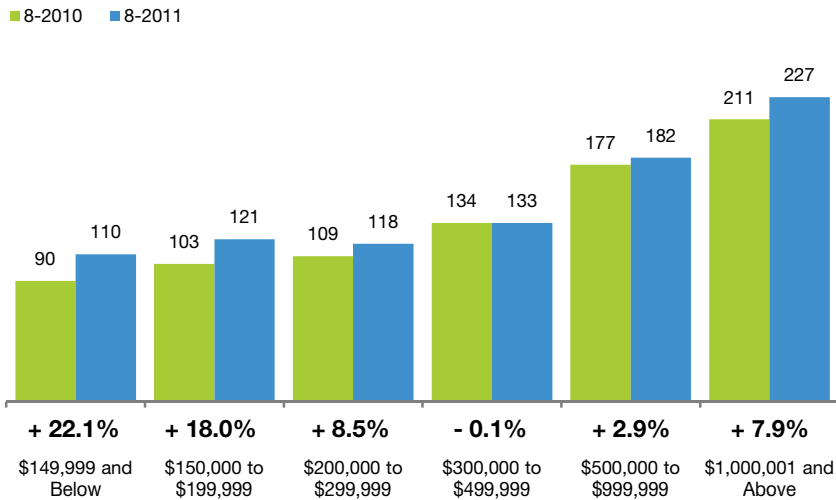
8-2010	8-2011	Change
12,724	13,130	+ 3.2%
1,927	1,756	- 8.9%
<b>14,651</b>	<b>14,886</b>	<b>+ 1.6%</b>

# Days on Market Until Sale

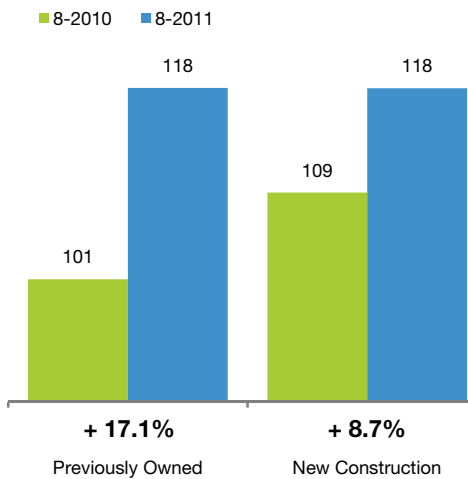
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



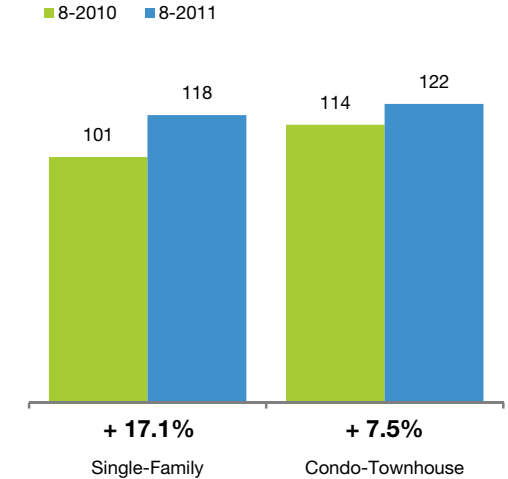
## By Price Range



## By Construction Status



## By Property Type



### All Properties

By Price Range	8-2010	8-2011	Change
\$149,999 and Below	90	110	+ 22.1%
\$150,000 to \$199,999	103	121	+ 18.0%
\$200,000 to \$299,999	109	118	+ 8.5%
\$300,000 to \$499,999	134	133	- 0.1%
\$500,000 to \$999,999	177	182	+ 2.9%
\$1,000,001 and Above	211	227	+ 7.9%
<b>All Price Ranges</b>	<b>102</b>	<b>118</b>	<b>+ 15.9%</b>

### Single-Family

8-2010	8-2011	Change
88	110	+ 24.6%
100	121	+ 20.8%
107	116	+ 7.9%
130	129	- 0.7%
169	178	+ 5.2%
209	224	+ 7.3%
<b>101</b>	<b>118</b>	<b>+ 17.1%</b>

### Condo-Townhouse

8-2010	8-2011	Change
100	111	+ 11.9%
166	131	- 21.3%
142	148	+ 4.2%
175	182	+ 4.0%
245	215	- 12.3%
233	252	+ 8.2%
<b>114</b>	<b>122</b>	<b>+ 7.5%</b>

By Construction Status	8-2010	8-2011	Change
Previously Owned	101	118	+ 17.1%
New Construction	109	118	+ 8.7%
<b>All Property Types</b>	<b>102</b>	<b>118</b>	<b>+ 15.9%</b>

8-2010	8-2011	Change
100	118	+ 17.5%
102	117	+ 14.5%
<b>101</b>	<b>118</b>	<b>+ 17.1%</b>

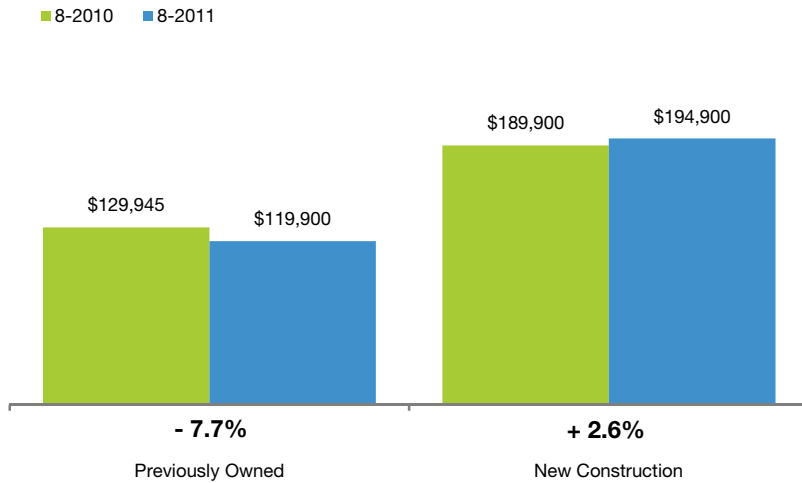
8-2010	8-2011	Change
107	122	+ 13.8%
164	129	- 21.0%
<b>114</b>	<b>122</b>	<b>+ 7.5%</b>

# Median Sales Price

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



## By Construction Status



## By Property Type

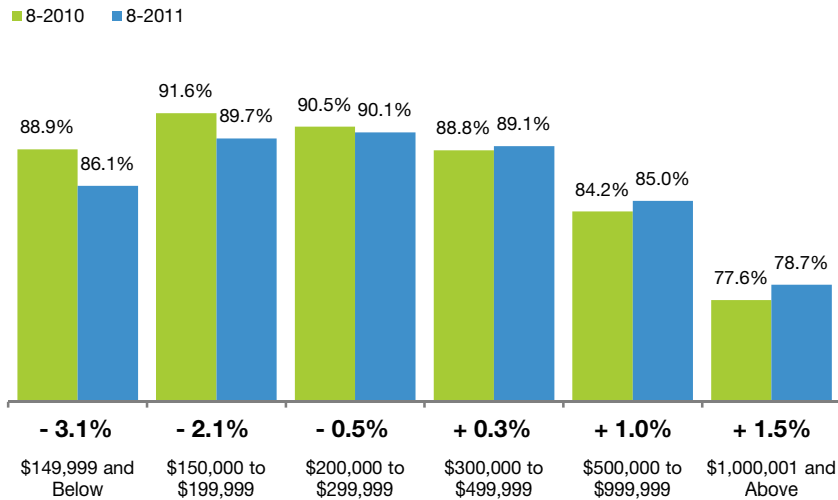


By Construction Status	All Properties			Single-Family Detached			Condo-Townhouse Attached		
	8-2010	8-2011	Change	8-2010	8-2011	Change	8-2010	8-2011	Change
Previously Owned	\$129,945	\$119,900	- 7.7%	\$138,500	\$129,900	- 6.2%	\$76,000	\$66,000	- 13.2%
New Construction	\$189,900	\$194,900	+ 2.6%	\$195,995	\$199,900	+ 2.0%	\$131,990	\$149,920	+ 13.6%
<b>All Construction Statuses</b>	<b>\$140,000</b>	<b>\$130,000</b>	<b>- 7.1%</b>	<b>\$148,500</b>	<b>\$140,000</b>	<b>- 5.7%</b>	<b>\$84,000</b>	<b>\$70,000</b>	<b>- 16.7%</b>

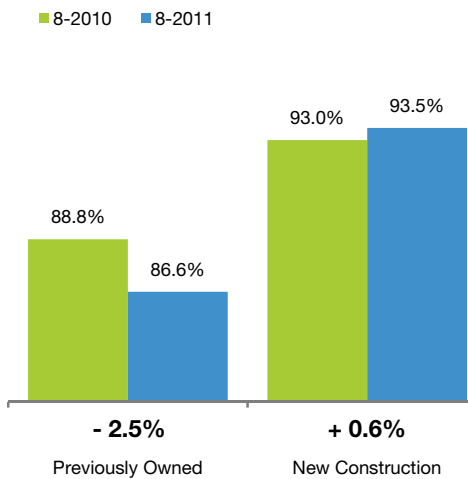
# Percent of Original List Price Received

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

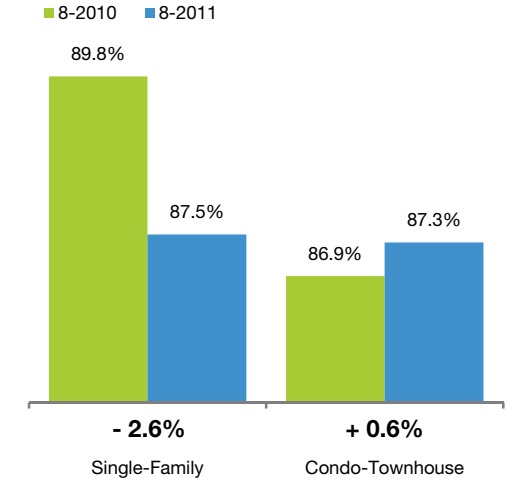
## By Price Range



## By Construction Status



## By Property Type



### All Properties

By Price Range	8-2010	8-2011	Change
\$149,999 and Below	88.9%	86.1%	- 3.1%
\$150,000 to \$199,999	91.6%	89.7%	- 2.1%
\$200,000 to \$299,999	90.5%	90.1%	- 0.5%
\$300,000 to \$499,999	88.8%	89.1%	+ 0.3%
\$500,000 to \$999,999	84.2%	85.0%	+ 1.0%
\$1,000,001 and Above	77.6%	78.7%	+ 1.5%
<b>All Price Ranges</b>	<b>89.4%</b>	<b>87.4%</b>	<b>- 2.2%</b>

### Single-Family

8-2010	8-2011	Change
89.2%	85.8%	- 3.8%
91.7%	89.7%	- 2.2%
90.6%	90.2%	- 0.5%
89.3%	89.3%	+ 0.1%
84.7%	85.3%	+ 0.7%
77.6%	78.6%	+ 1.3%
<b>89.8%</b>	<b>87.5%</b>	<b>- 2.6%</b>

### Condo-Townhouse

8-2010	8-2011	Change
87.2%	87.3%	+ 0.1%
87.4%	89.0%	+ 1.8%
88.5%	89.2%	+ 0.9%
83.0%	86.1%	+ 3.7%
79.2%	82.5%	+ 4.2%
77.5%	80.2%	+ 3.4%
<b>86.9%</b>	<b>87.3%</b>	<b>+ 0.6%</b>

By Construction Status	8-2010	8-2011	Change
Previously Owned	88.8%	86.6%	- 2.5%
New Construction	93.0%	93.5%	+ 0.6%
<b>All Property Types</b>	<b>89.4%</b>	<b>87.4%</b>	<b>- 2.2%</b>

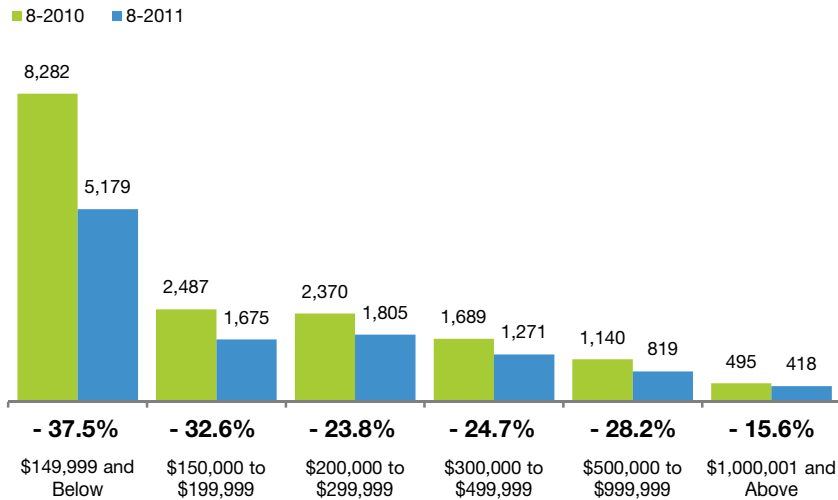
8-2010	8-2011	Change	8-2010	8-2011	Change
89.1%	86.6%	- 2.9%	86.7%	86.9%	+ 0.2%
93.7%	93.7%	- 0.0%	87.5%	92.2%	+ 5.4%
<b>89.8%</b>	<b>87.5%</b>	<b>- 2.6%</b>	<b>86.9%</b>	<b>87.3%</b>	<b>+ 0.6%</b>

# Inventory of Homes for Sale

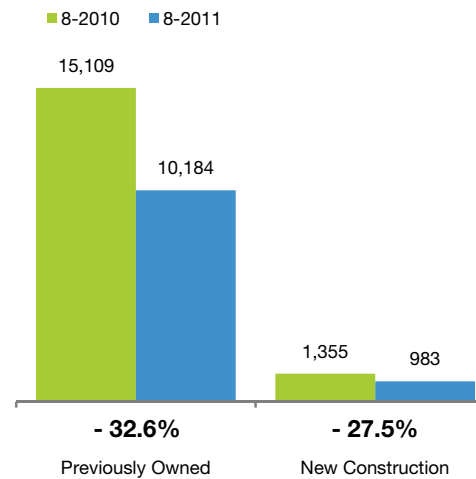
The number of properties available for sale in active status at the end of the most recent month. **Based on one month of activity.**



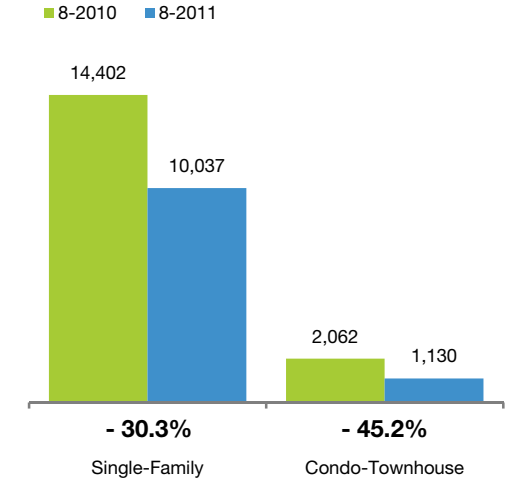
## By Price Range



## By Construction Status



## By Property Type



### All Properties

By Price Range	8-2010	8-2011	Change
\$149,999 and Below	8,282	5,179	- 37.5%
\$150,000 to \$199,999	2,487	1,675	- 32.6%
\$200,000 to \$299,999	2,370	1,805	- 23.8%
\$300,000 to \$499,999	1,689	1,271	- 24.7%
\$500,000 to \$999,999	1,140	819	- 28.2%
\$1,000,001 and Above	495	418	- 15.6%
<b>All Price Ranges</b>	<b>16,464</b>	<b>11,167</b>	<b>- 32.2%</b>

### Single-Family

8-2010	8-2011	Change
6,985	4,625	- 33.8%
2,302	1,531	- 33.5%
2,164	1,667	- 23.0%
1,505	1,121	- 25.5%
996	708	- 28.9%
449	385	- 14.3%
<b>14,402</b>	<b>10,037</b>	<b>- 30.3%</b>

### Condo-Townhouse

8-2010	8-2011	Change
1,297	554	- 57.3%
185	144	- 22.2%
206	138	- 33.0%
184	150	- 18.5%
144	111	- 22.9%
46	33	- 28.3%
<b>2,062</b>	<b>1,130</b>	<b>- 45.2%</b>

By Construction Status	8-2010	8-2011	Change
Previously Owned	15,109	10,184	- 32.6%
New Construction	1,355	983	- 27.5%
<b>All Property Types</b>	<b>16,464</b>	<b>11,167</b>	<b>- 32.2%</b>

8-2010	8-2011	Change
13,261	9,168	- 30.9%
1,141	869	- 23.8%
<b>14,402</b>	<b>10,037</b>	<b>- 30.3%</b>

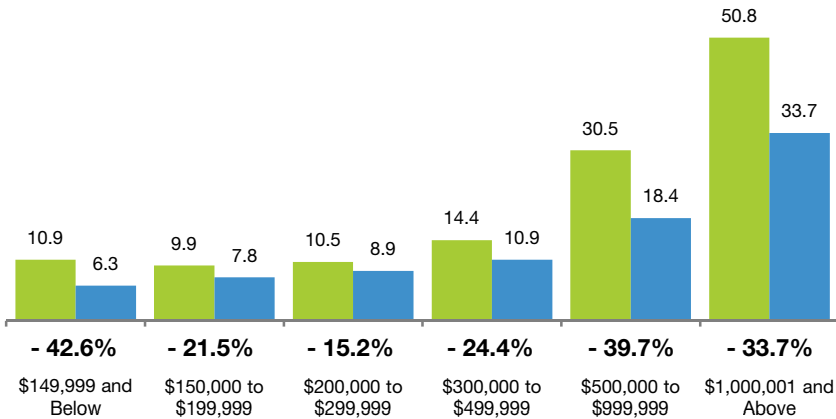
# Months Supply of Inventory

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



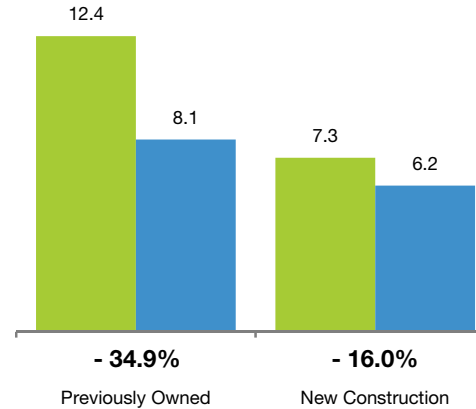
## By Price Range

■ 8-2010 ■ 8-2011



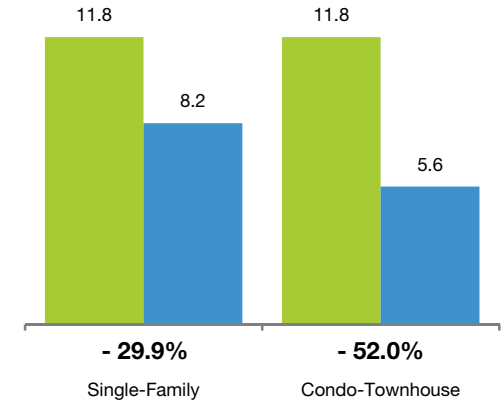
## By Construction Status

■ 8-2010 ■ 8-2011



## By Property Type

■ 8-2010 ■ 8-2011



### All Properties

#### By Price Range

	8-2010	8-2011	Change
\$149,999 and Below	10.9	6.3	-42.6%
\$150,000 to \$199,999	9.9	7.8	-21.5%
\$200,000 to \$299,999	10.5	8.9	-15.2%
\$300,000 to \$499,999	14.4	10.9	-24.4%
\$500,000 to \$999,999	30.5	18.4	-39.7%
\$1,000,001 and Above	50.8	33.7	-33.7%
<b>All Price Ranges</b>	<b>11.8</b>	<b>7.9</b>	<b>-33.1%</b>

### Single-Family

	8-2010	8-2011	Change
\$149,999 and Below	11.3	6.9	-38.7%
\$150,000 to \$199,999	9.6	7.5	-21.8%
\$200,000 to \$299,999	10.1	8.9	-11.9%
\$300,000 to \$499,999	13.9	10.4	-24.9%
\$500,000 to \$999,999	29.7	18.1	-39.1%
\$1,000,001 and Above	50.4	35.3	-30.0%
<b>All Price Ranges</b>	<b>11.8</b>	<b>8.2</b>	<b>-29.9%</b>

### Condo-Townhouse

	8-2010	8-2011	Change
\$149,999 and Below	9.3	3.5	-62.2%
\$150,000 to \$199,999	15.4	11.8	-23.8%
\$200,000 to \$299,999	20.4	9.8	-52.0%
\$300,000 to \$499,999	21.0	16.7	-20.7%
\$500,000 to \$999,999	34.4	20.5	-40.5%
\$1,000,001 and Above	23.0	16.5	-28.3%
<b>All Price Ranges</b>	<b>11.8</b>	<b>5.6</b>	<b>-52.0%</b>

#### By Construction Status

	8-2010	8-2011	Change
Previously Owned	12.4	8.1	-34.9%
New Construction	7.3	6.2	-16.0%
<b>All Property Types</b>	<b>11.8</b>	<b>7.9</b>	<b>-33.1%</b>

	8-2010	8-2011	Change
Previously Owned	12.5	8.5	-31.6%
New Construction	7.0	6.0	-14.1%
<b>All Property Types</b>	<b>11.8</b>	<b>8.2</b>	<b>-29.9%</b>

# Local Market Update – August 2011

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



## Southside / Mandarin /

**- 20.4%**

Change in  
New Listings

**- 7.5%**

Change in  
Closed Sales

**- 9.1%**

Change in  
Median Sales Price

### Region 01

### August

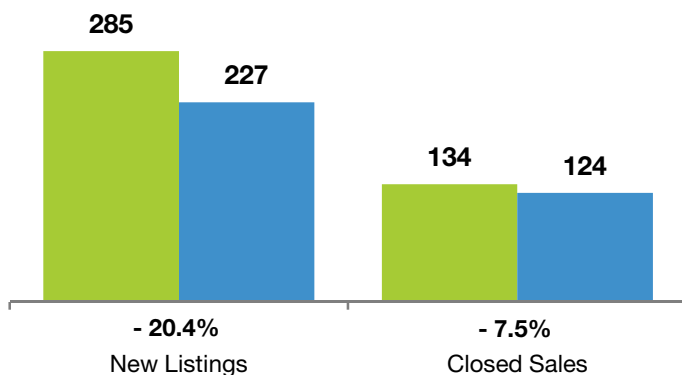
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	285	227	- 20.4%	2,391	1,778	- 25.6%
Closed Sales	134	124	- 7.5%	1,063	1,035	- 2.6%
Median Sales Price*	\$154,500	\$140,365	- 9.1%	\$153,400	\$140,750	- 8.2%
Percent of Original List Price Received*	89.9%	90.2%	+ 0.3%	90.5%	88.1%	- 2.6%
Days on Market Until Sale	87	107	+ 22.8%	104	124	+ 19.2%
Inventory of Homes for Sale	1,484	988	- 33.4%	--	--	--
Months Supply of Inventory	11.4	7.4	- 35.2%	--	--	--

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

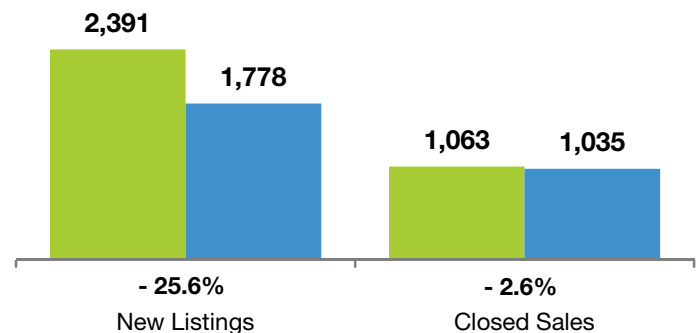
### August

■ 2010 ■ 2011

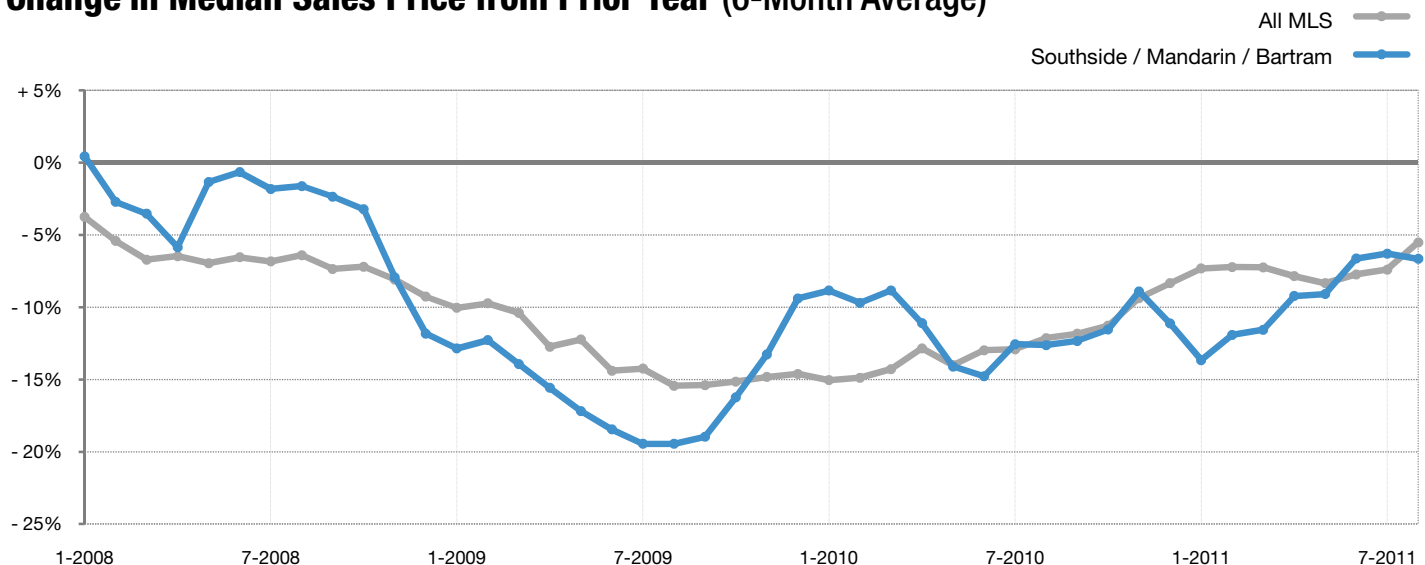


### Year to Date

■ 2010 ■ 2011



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



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

# Local Market Update – August 2011

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



## Southside

**- 31.0%**

**+ 10.7%**

**- 3.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 02

### August

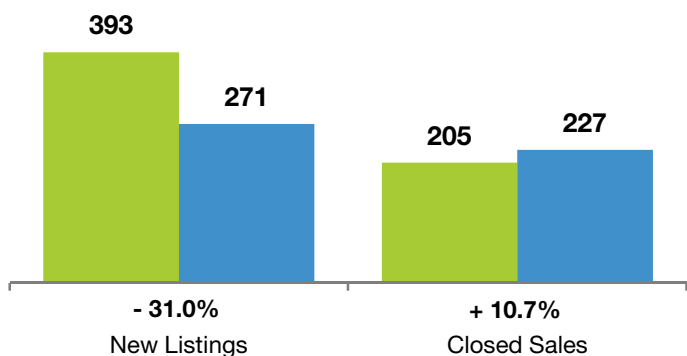
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	393	271	- 31.0%	3,268	2,397	- 26.7%
Closed Sales	205	227	+ 10.7%	1,612	1,618	+ 0.4%
Median Sales Price*	\$114,450	\$110,000	- 3.9%	\$127,000	\$99,900	- 21.3%
Percent of Original List Price Received*	90.0%	90.2%	+ 0.3%	90.3%	88.3%	- 2.2%
Days on Market Until Sale	87	109	+ 26.0%	95	116	+ 22.0%
Inventory of Homes for Sale	1,895	1,130	- 40.4%	--	--	--
Months Supply of Inventory	9.6	5.7	- 41.3%	--	--	--

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

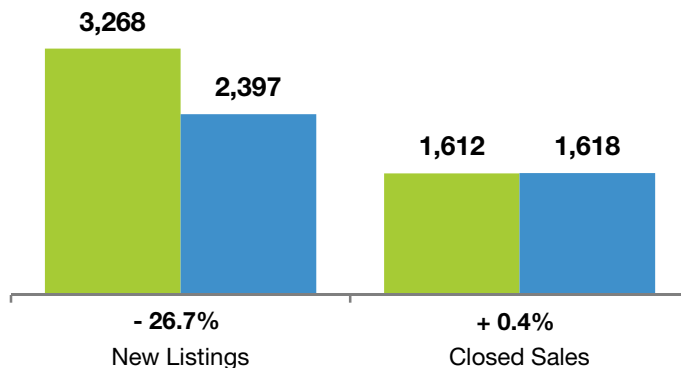
### August

■ 2010 ■ 2011

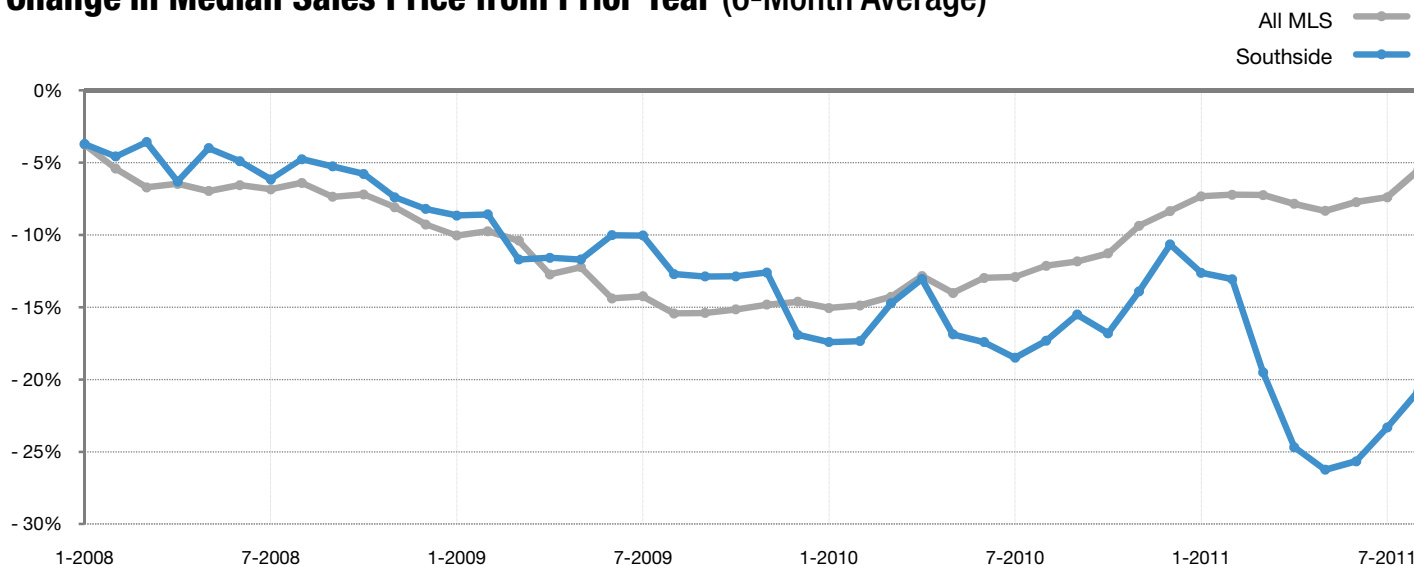


### Year to Date

■ 2010 ■ 2011



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



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

# Local Market Update – August 2011

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## Riverside / Avondale / Ortega

Region 03

**- 8.8%**

Change in  
New Listings

**+ 34.8%**

Change in  
Closed Sales

**+ 12.8%**

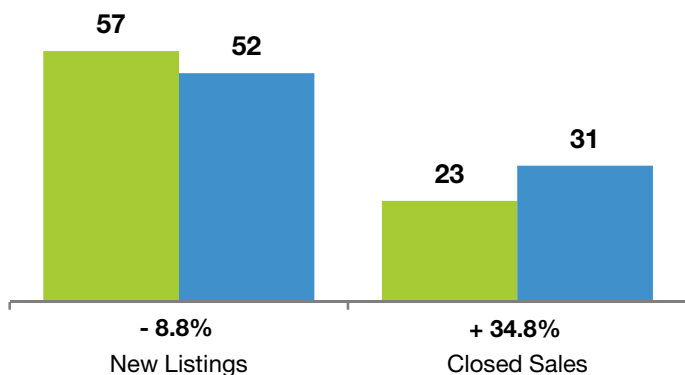
Change in  
Median Sales Price

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	57	52	- 8.8%	541	495	- 8.5%
Closed Sales	23	31	+ 34.8%	186	207	+ 11.3%
Median Sales Price*	\$150,250	<b>\$169,500</b>	+ 12.8%	\$179,000	<b>\$180,000</b>	+ 0.6%
Percent of Original List Price Received*	86.5%	<b>86.5%</b>	+ 0.1%	86.7%	<b>86.3%</b>	- 0.5%
Days on Market Until Sale	113	166	+ 46.7%	120	146	+ 22.3%
Inventory of Homes for Sale	399	328	- 17.8%	--	--	--
Months Supply of Inventory	17.5	12.7	- 27.3%	--	--	--

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

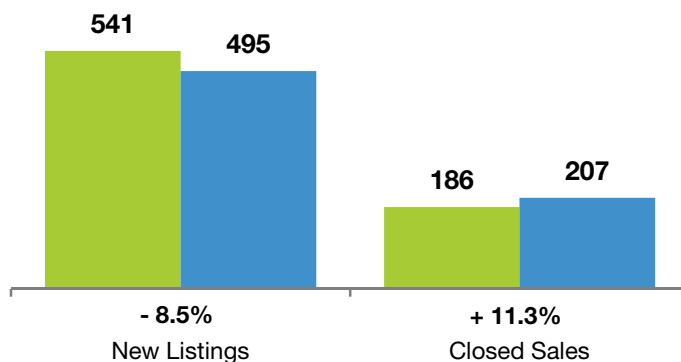
### August

■ 2010 ■ 2011

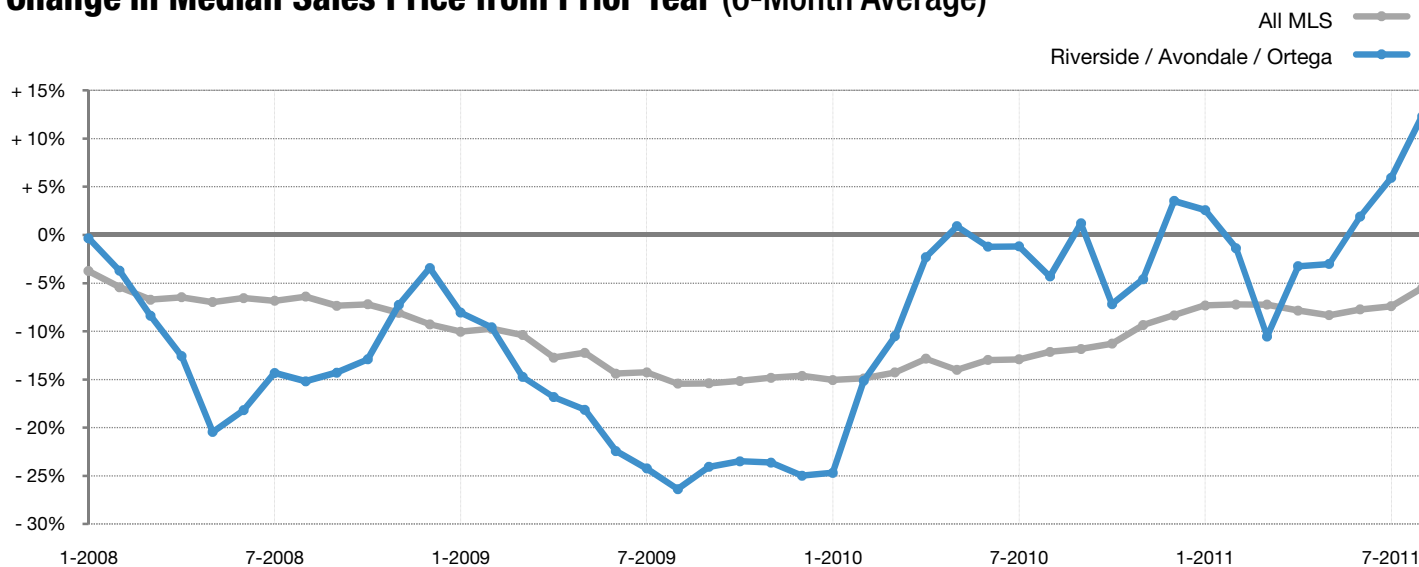


### Year to Date

■ 2010 ■ 2011



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



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

# Local Market Update – August 2011

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



## Arlington / Fort Caroline

Region 04

**- 9.5%**

Change in  
New Listings

**- 15.9%**

Change in  
Closed Sales

**- 20.0%**

Change in  
Median Sales Price

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	211	191	- 9.5%	1,891	1,403	- 25.8%
Closed Sales	113	95	- 15.9%	872	808	- 7.3%
Median Sales Price*	\$121,900	\$97,550	- 20.0%	\$121,000	\$107,000	- 11.6%
Percent of Original List Price Received*	89.1%	85.1%	- 4.5%	90.3%	86.1%	- 4.6%
Days on Market Until Sale	87	125	+ 43.9%	86	114	+ 32.0%
Inventory of Homes for Sale	1,141	793	- 30.5%	--	--	--
Months Supply of Inventory	10.5	7.5	- 27.9%	--	--	--

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

### August

■ 2010 ■ 2011

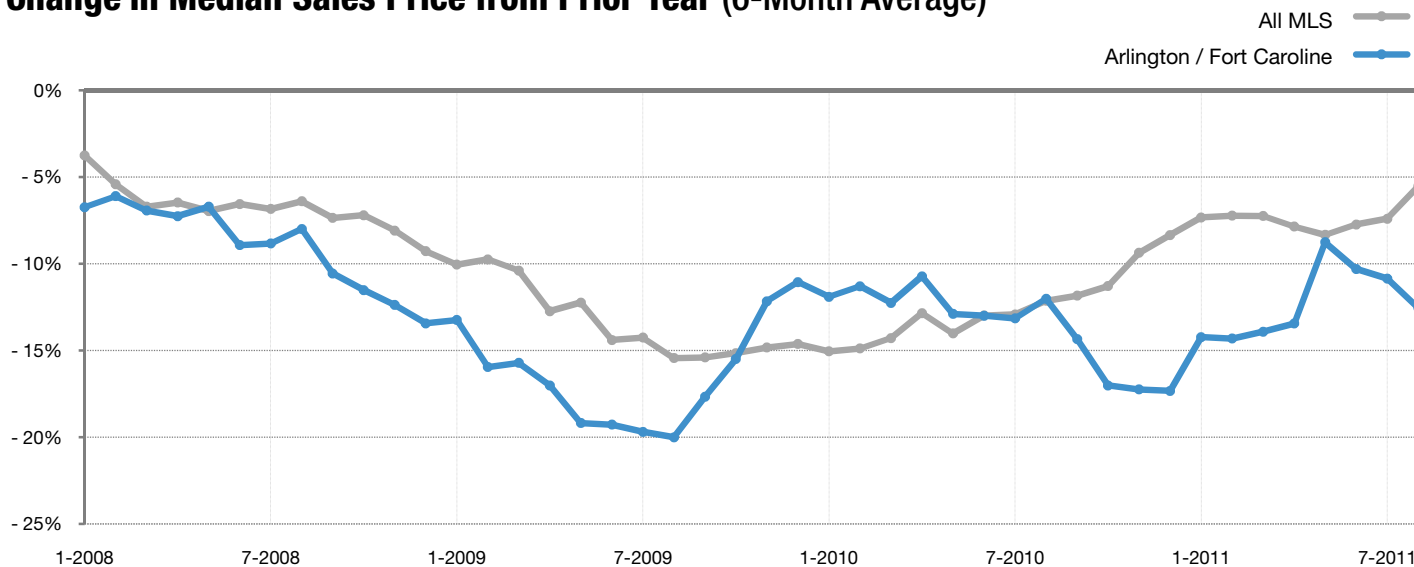


### Year to Date

■ 2010 ■ 2011



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



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

# Local Market Update – August 2011

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## Hyde Grove / Murray Hill / Lakeshore / Wesconnett

**- 12.8%**

Change in  
New Listings

**0.0%**

Change in  
Closed Sales

**- 26.3%**

Change in  
Median Sales Price

### Region 05

### August

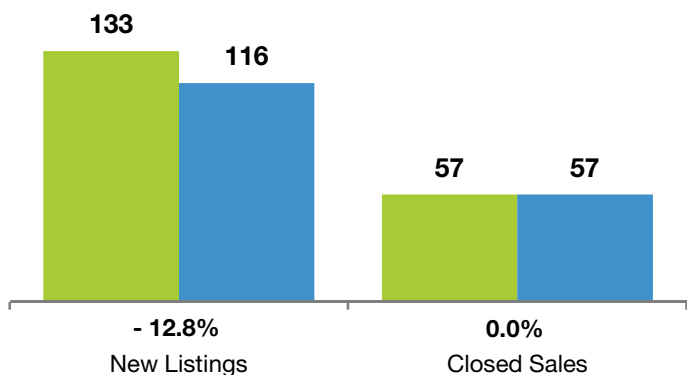
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	133	116	- 12.8%	1,133	880	- 22.3%
Closed Sales	57	57	0.0%	486	440	- 9.5%
Median Sales Price*	\$56,330	<b>\$41,500</b>	- 26.3%	\$67,005	<b>\$52,850</b>	- 21.1%
Percent of Original List Price Received*	86.1%	<b>83.5%</b>	- 2.9%	88.5%	<b>86.6%</b>	- 2.1%
Days on Market Until Sale	100	<b>94</b>	- 6.1%	84	<b>107</b>	+ 27.5%
Inventory of Homes for Sale	663	<b>455</b>	- 31.4%	--	--	--
Months Supply of Inventory	10.3	<b>8.1</b>	- 21.9%	--	--	--

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

### August

■ 2010 ■ 2011

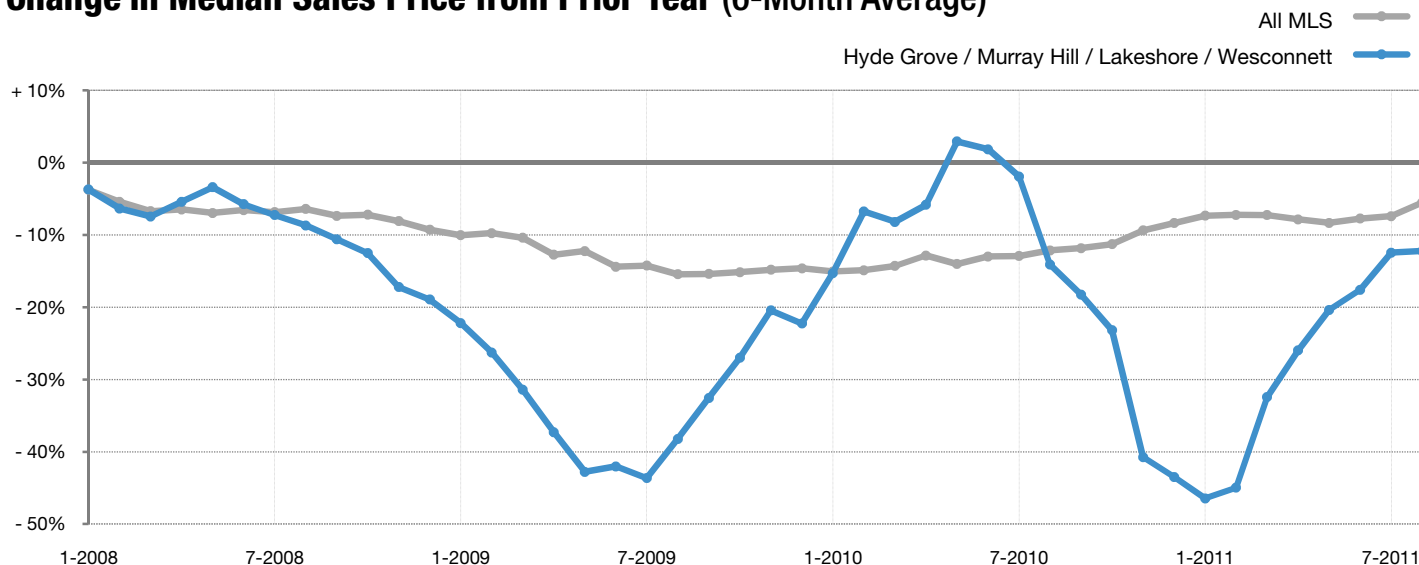


### Year to Date

■ 2010 ■ 2011



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



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

# Local Market Update – August 2011

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



## West Jacksonville

**- 20.8%**

Change in  
New Listings

**+ 2.2%**

Change in  
Closed Sales

**- 17.0%**

Change in  
Median Sales Price

### Region 06

### August

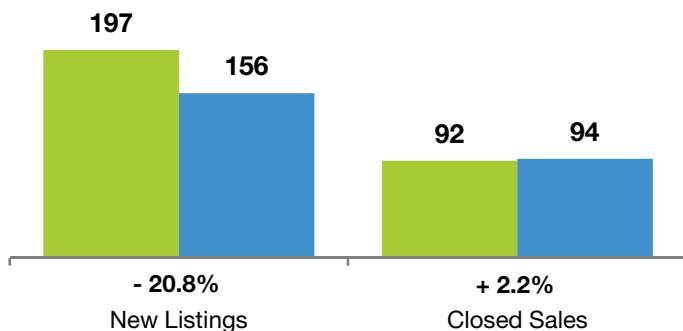
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	197	156	- 20.8%	1,708	1,175	- 31.2%
Closed Sales	92	94	+ 2.2%	833	748	- 10.2%
Median Sales Price*	\$100,000	<b>\$83,000</b>	- 17.0%	\$107,000	<b>\$88,750</b>	- 17.1%
Percent of Original List Price Received*	93.5%	<b>84.9%</b>	- 9.1%	91.9%	<b>86.7%</b>	- 5.7%
Days on Market Until Sale	76	144	+ 90.7%	84	122	+ 44.6%
Inventory of Homes for Sale	1,015	613	- 39.6%	--	--	--
Months Supply of Inventory	9.6	6.6	- 31.1%	--	--	--

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

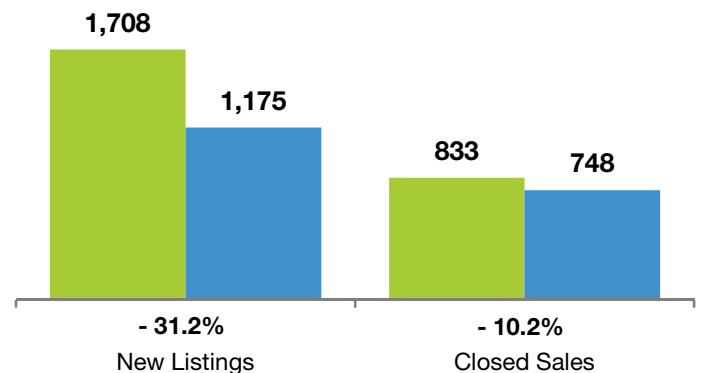
### August

■ 2010 ■ 2011

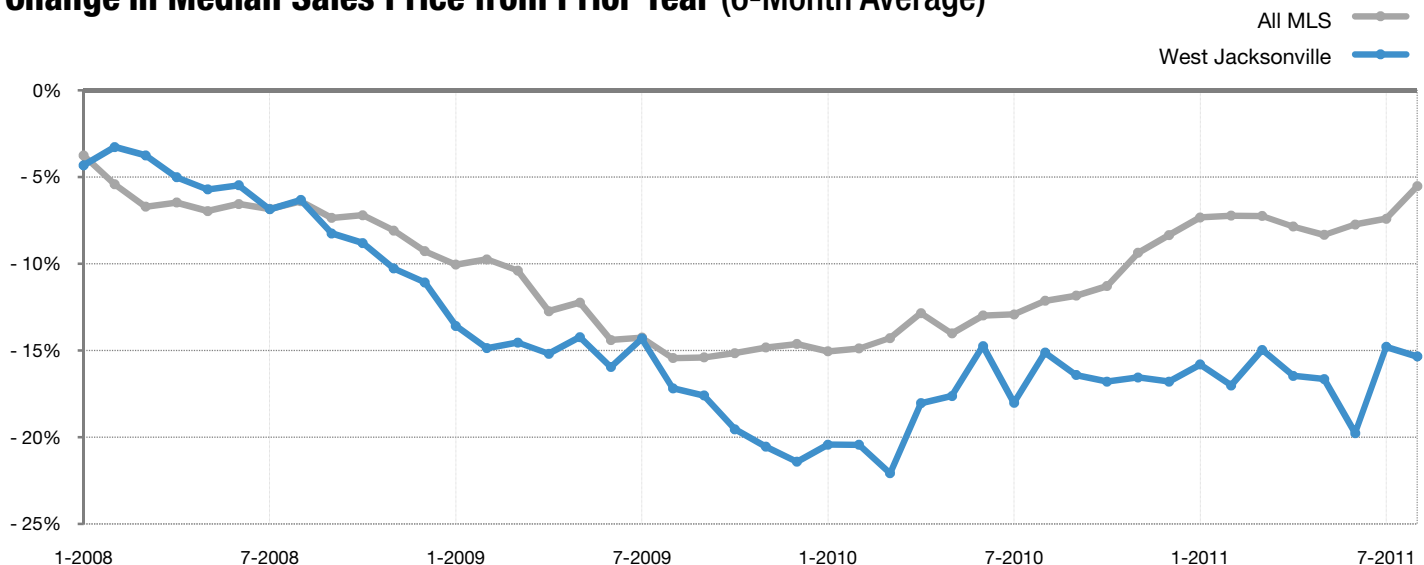


### Year to Date

■ 2010 ■ 2011



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



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

# Local Market Update – August 2011

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



## Springfield / Downtown / Paxon / Trout River South

**- 19.7%**

Change in  
New Listings

**- 36.0%**

Change in  
Closed Sales

**+ 37.2%**

Change in  
Median Sales Price

### Region 07

### August

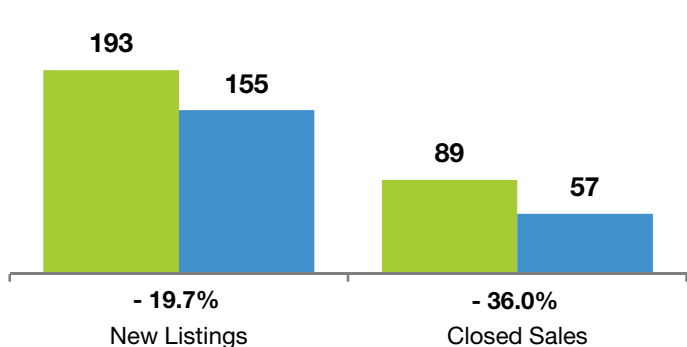
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	193	155	- 19.7%	1,557	1,109	- 28.8%
Closed Sales	89	57	- 36.0%	672	537	- 20.1%
Median Sales Price*	\$14,945	\$20,500	+ 37.2%	\$19,850	\$19,950	+ 0.5%
Percent of Original List Price Received*	84.9%	92.2%	+ 8.6%	87.8%	86.1%	- 2.0%
Days on Market Until Sale	83	88	+ 6.5%	72	101	+ 40.5%
Inventory of Homes for Sale	994	650	- 34.6%	--	--	--
Months Supply of Inventory	11.8	9.1	- 22.6%	--	--	--

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

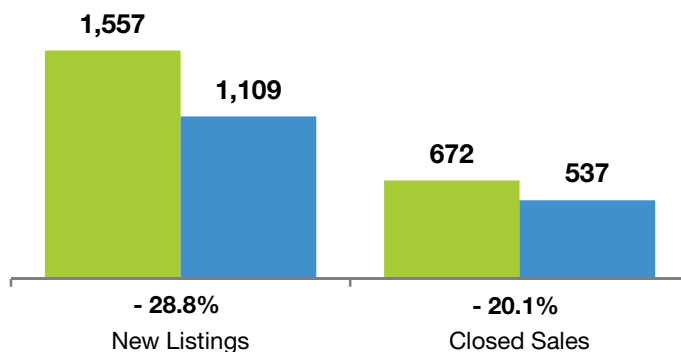
### August

■ 2010 ■ 2011

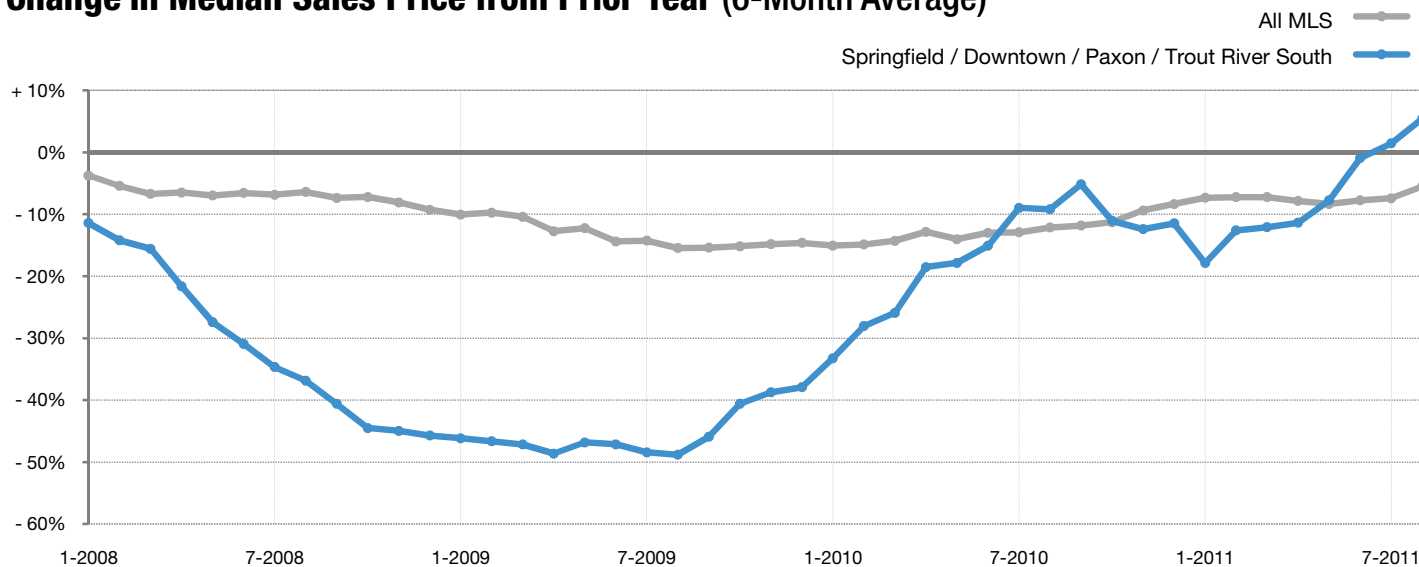


### Year to Date

■ 2010 ■ 2011



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# Local Market Update – August 2011

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

Region 08

**- 41.7%**

Change in  
New Listings

**- 56.3%**

Change in  
Closed Sales

**+ 69.9%**

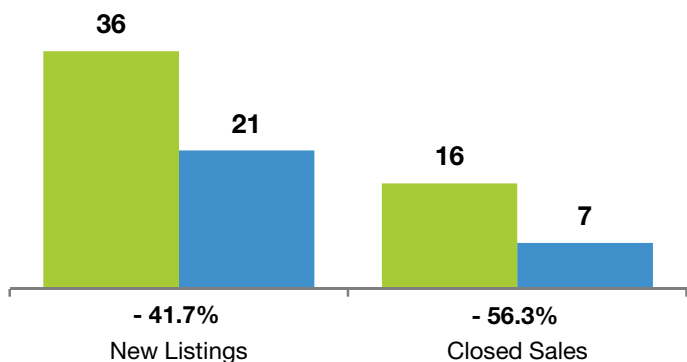
Change in  
Median Sales Price

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	36	21	- 41.7%	293	197	- 32.8%
Closed Sales	16	7	- 56.3%	104	115	+ 10.6%
Median Sales Price*	\$80,063	<b>\$136,000</b>	+ 69.9%	\$119,970	<b>\$106,500</b>	- 11.2%
Percent of Original List Price Received*	89.1%	<b>90.5%</b>	+ 1.6%	88.9%	<b>85.1%</b>	- 4.4%
Days on Market Until Sale	74	<b>107</b>	+ 45.4%	90	<b>122</b>	+ 35.6%
Inventory of Homes for Sale	203	<b>124</b>	- 38.9%	--	--	--
Months Supply of Inventory	14.7	<b>8.7</b>	- 41.0%	--	--	--

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### August

■ 2010 ■ 2011

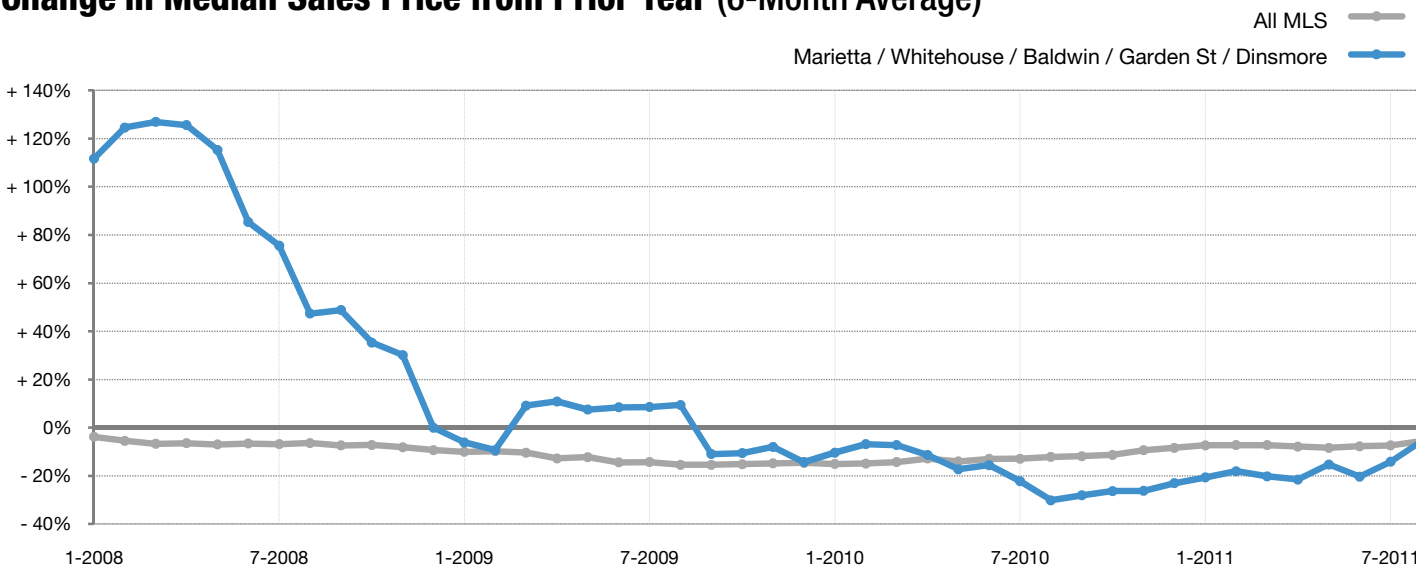


### Year to Date

■ 2010 ■ 2011



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# Local Market Update – August 2011

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## Jacksonville - North

Region 09

**- 43.2%**

Change in  
New Listings

**- 22.7%**

Change in  
Closed Sales

**- 8.8%**

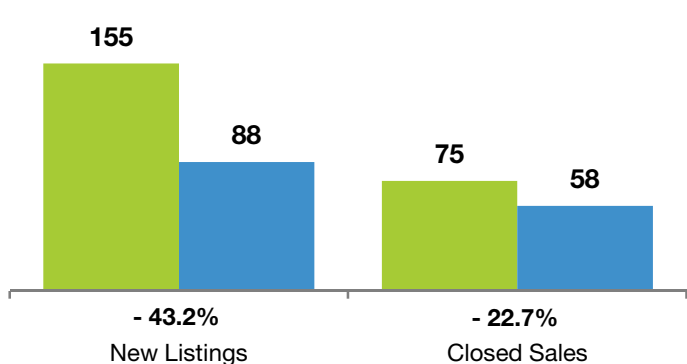
Change in  
Median Sales Price

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	155	88	- 43.2%	1,289	962	- 25.4%
Closed Sales	75	58	- 22.7%	612	556	- 9.2%
Median Sales Price*	\$137,000	<b>\$125,000</b>	- 8.8%	\$145,000	<b>\$124,699</b>	- 14.0%
Percent of Original List Price Received*	89.5%	<b>88.2%</b>	- 1.5%	90.5%	<b>87.4%</b>	- 3.4%
Days on Market Until Sale	113	<b>115</b>	+ 1.9%	103	<b>128</b>	+ 24.4%
Inventory of Homes for Sale	829	<b>561</b>	- 32.3%	--	--	--
Months Supply of Inventory	10.7	<b>7.6</b>	- 28.7%	--	--	--

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

### August

■ 2010 ■ 2011

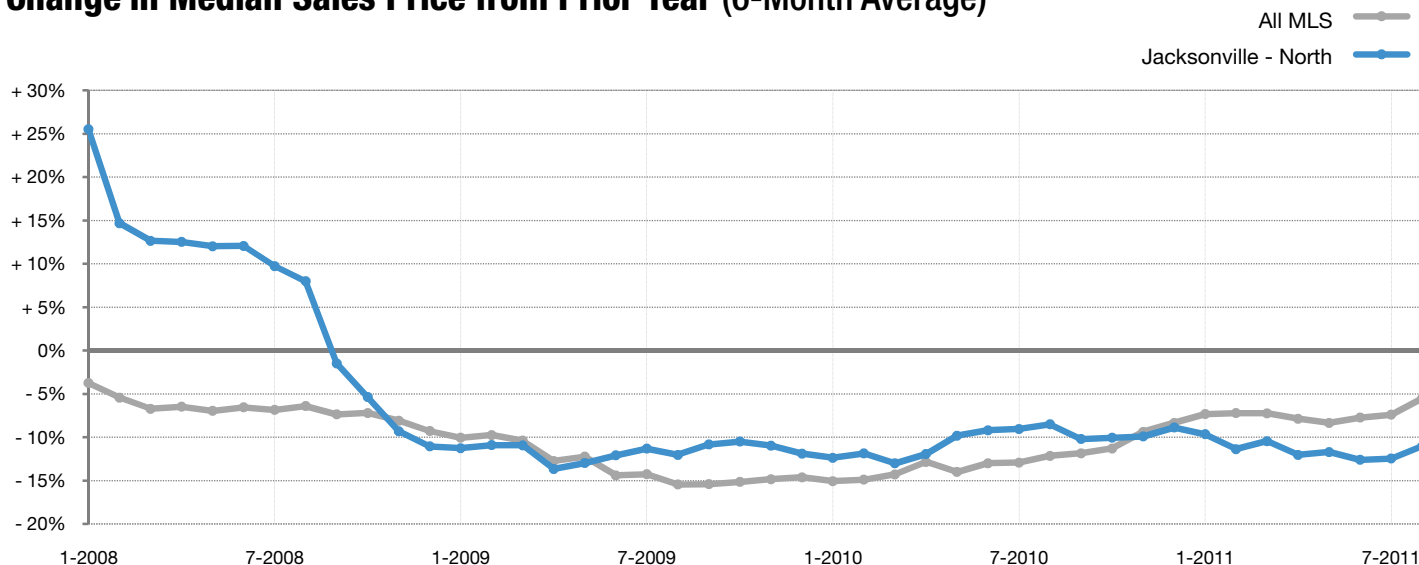


### Year to Date

■ 2010 ■ 2011



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# Local Market Update – August 2011

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## Fleming Island Area

Region 12

**- 46.5%**

Change in  
New Listings

**+ 30.8%**

Change in  
Closed Sales

**+ 11.1%**

Change in  
Median Sales Price

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	101	54	- 46.5%	696	523	- 24.9%
Closed Sales	26	34	+ 30.8%	241	300	+ 24.5%
Median Sales Price*	\$189,000	<b>\$210,000</b>	+ 11.1%	\$207,500	<b>\$189,750</b>	- 8.6%
Percent of Original List Price Received*	87.1%	<b>89.6%</b>	+ 2.9%	90.0%	<b>88.9%</b>	- 1.2%
Days on Market Until Sale	107	124	+ 16.5%	107	113	+ 5.1%
Inventory of Homes for Sale	416	261	- 37.3%	--	--	--
Months Supply of Inventory	13.0	6.4	- 50.5%	--	--	--

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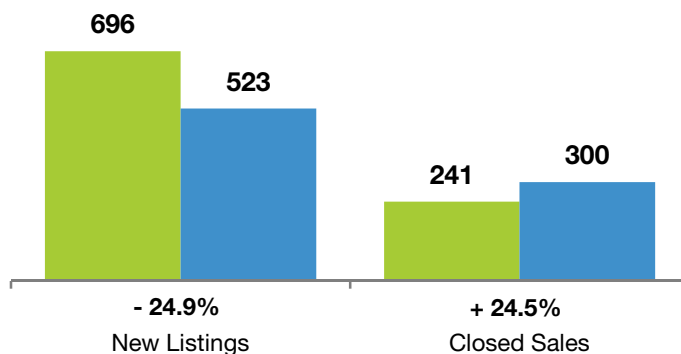
### August

■ 2010 ■ 2011

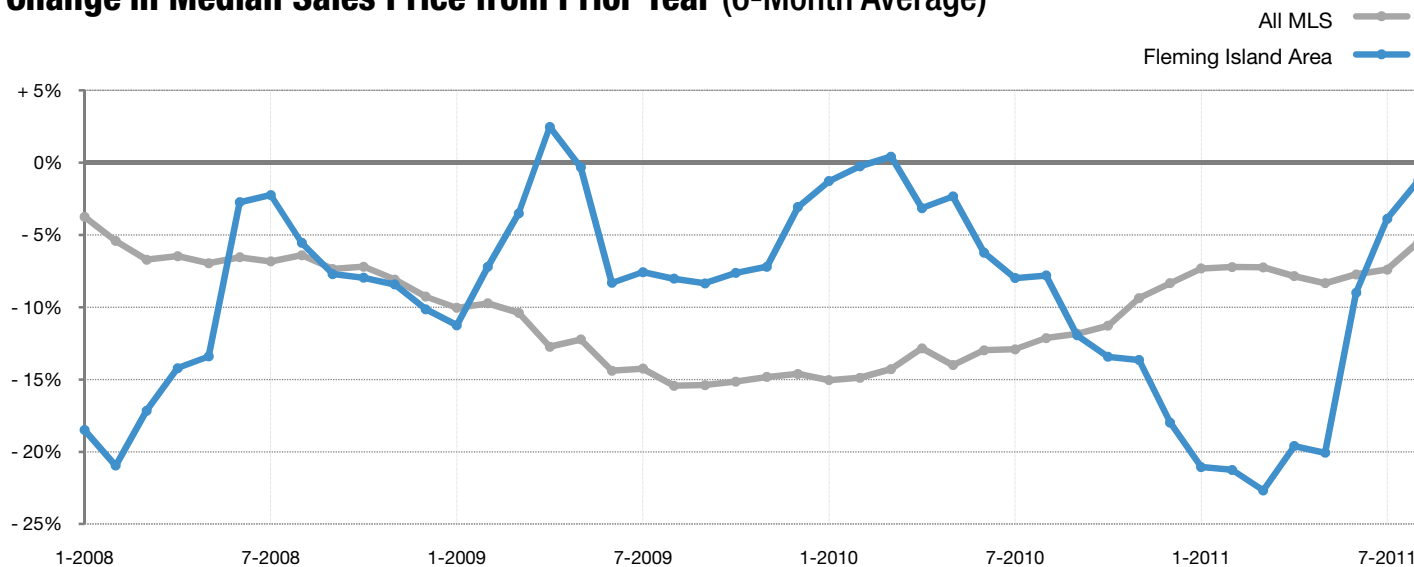


### Year to Date

■ 2010 ■ 2011



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# Local Market Update – August 2011

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## Orange Park

**- 28.1%**

Change in  
New Listings

**0.0%**

Change in  
Closed Sales

**+ 0.2%**

Change in  
Median Sales Price

### Region 13

### August

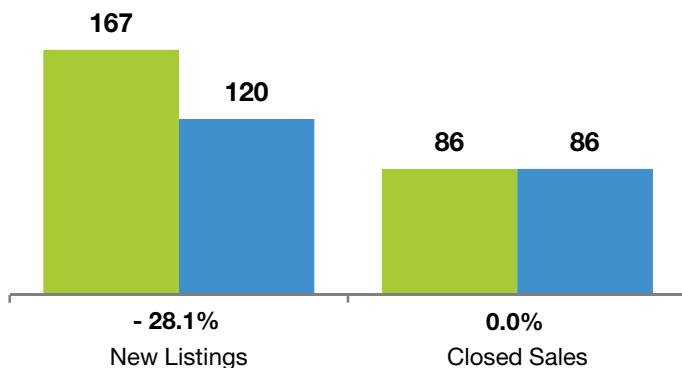
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	167	120	- 28.1%	1,452	1,124	- 22.6%
Closed Sales	86	86	0.0%	709	769	+ 8.5%
Median Sales Price*	\$136,500	\$136,750	+ 0.2%	\$135,750	\$120,000	- 11.6%
Percent of Original List Price Received*	88.8%	90.8%	+ 2.2%	89.8%	89.0%	- 0.8%
Days on Market Until Sale	84	104	+ 23.1%	93	112	+ 20.4%
Inventory of Homes for Sale	867	511	- 41.1%	--	--	--
Months Supply of Inventory	9.4	5.2	- 45.0%	--	--	--

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### August

■ 2010 ■ 2011

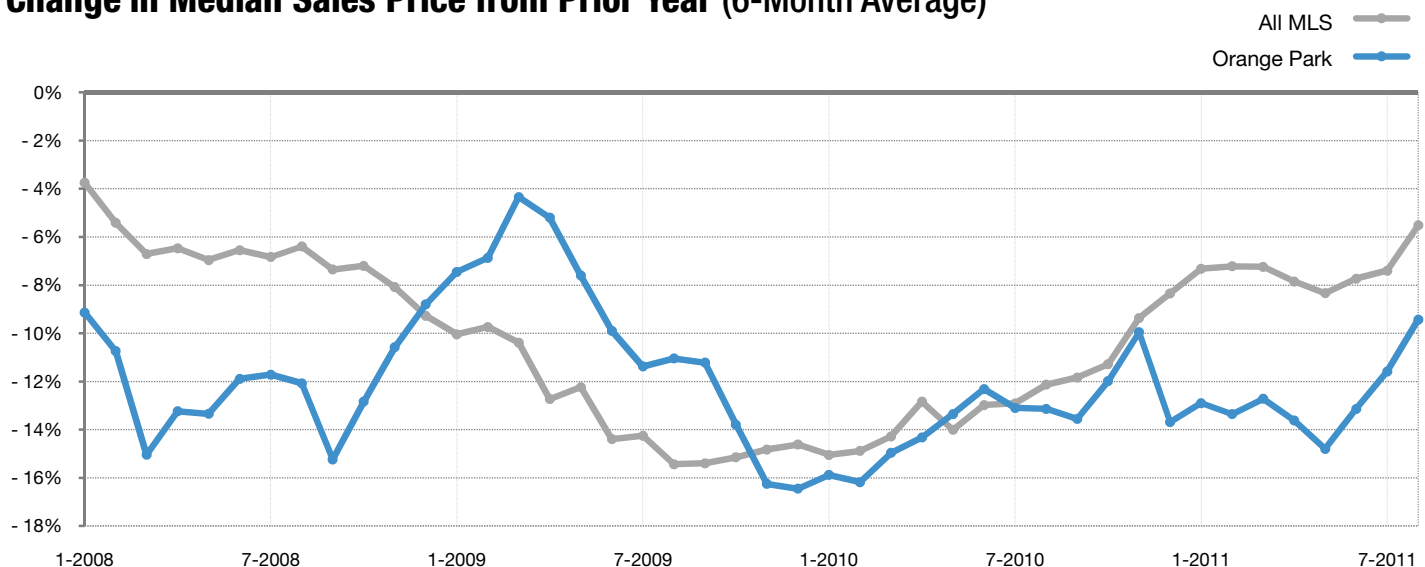


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – August 2011

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## Middleburg Vicinity

Region 14

**- 17.8%**

Change in  
New Listings

**+ 61.9%**

Change in  
Closed Sales

**- 3.8%**

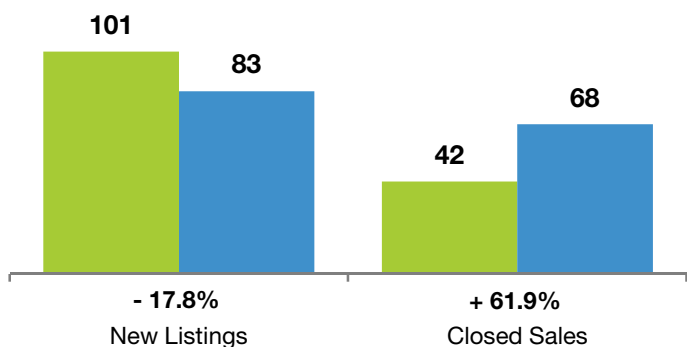
Change in  
Median Sales Price

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	101	83	- 17.8%	874	686	- 21.5%
Closed Sales	42	68	+ 61.9%	432	396	- 8.3%
Median Sales Price*	\$129,900	<b>\$125,000</b>	- 3.8%	\$135,000	<b>\$126,300</b>	- 6.4%
Percent of Original List Price Received*	88.9%	<b>88.5%</b>	- 0.5%	90.7%	<b>89.6%</b>	- 1.3%
Days on Market Until Sale	79	131	+ 64.5%	89	113	+ 27.0%
Inventory of Homes for Sale	516	372	- 27.9%	--	--	--
Months Supply of Inventory	9.5	7.3	- 22.8%	--	--	--

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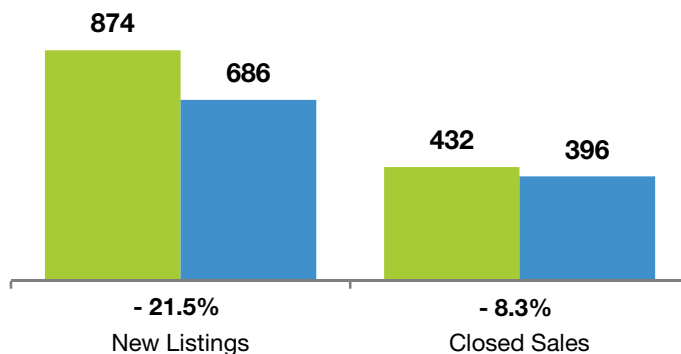
### August

■ 2010 ■ 2011

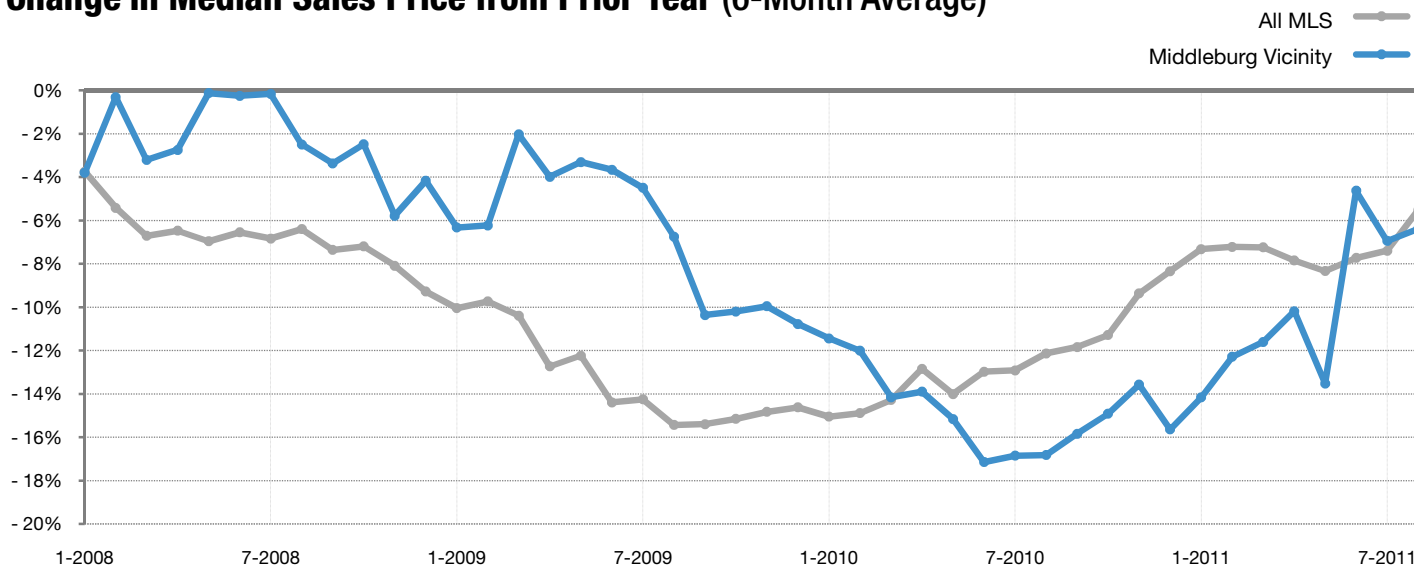


### Year to Date

■ 2010 ■ 2011



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# Local Market Update – August 2011

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## Keystone Heights Vicinity

Region 15

**- 50.0%**

Change in  
New Listings

**+ 20.0%**

Change in  
Closed Sales

**+ 25.4%**

Change in  
Median Sales Price

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	30	15	- 50.0%	205	171	- 16.6%
Closed Sales	10	12	+ 20.0%	68	73	+ 7.4%
Median Sales Price*	\$45,800	\$57,450	+ 25.4%	\$73,950	\$73,000	- 1.3%
Percent of Original List Price Received*	84.1%	81.9%	- 2.6%	84.3%	79.9%	- 5.3%
Days on Market Until Sale	70	210	+ 200.5%	148	166	+ 12.3%
Inventory of Homes for Sale	211	160	- 24.2%	--	--	--
Months Supply of Inventory	26.1	16.7	- 36.0%	--	--	--

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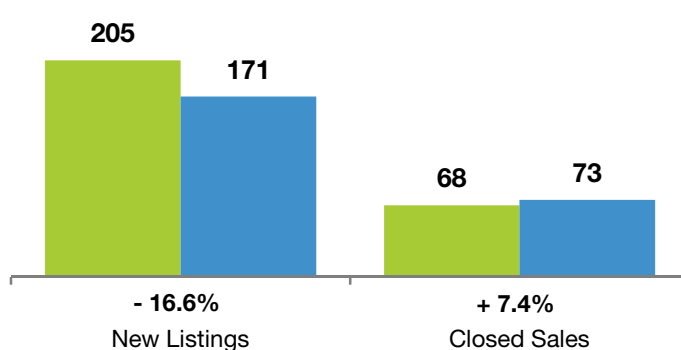
### August

■ 2010 ■ 2011

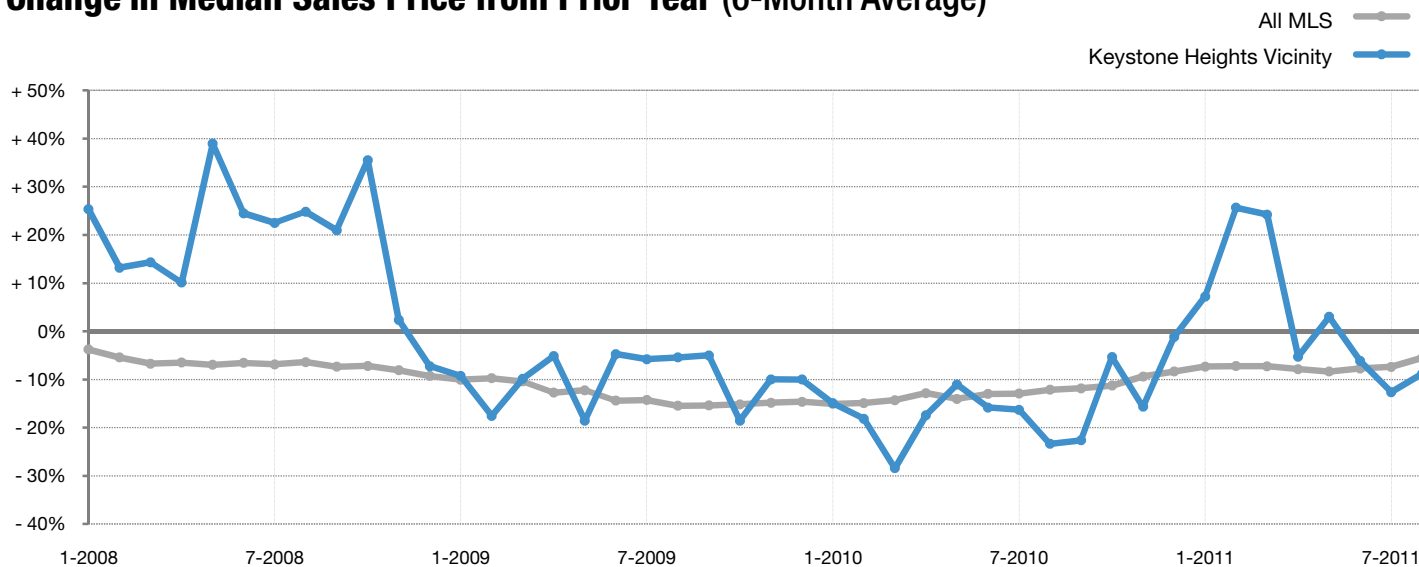


### Year to Date

■ 2010 ■ 2011



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# Local Market Update – August 2011

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## Green Cove Springs

Region 16

**0.0%**

Change in  
New Listings

**0.0%**

Change in  
Closed Sales

**- 11.8%**

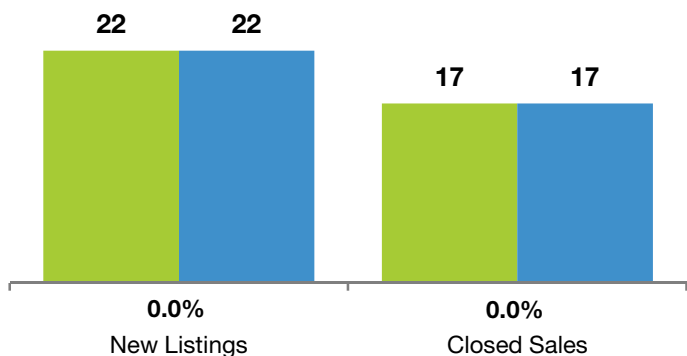
Change in  
Median Sales Price

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	22	22	0.0%	207	187	- 9.7%
Closed Sales	17	17	0.0%	76	81	+ 6.6%
Median Sales Price*	\$170,000	\$150,000	- 11.8%	\$159,000	\$138,000	- 13.2%
Percent of Original List Price Received*	92.8%	88.0%	- 5.2%	86.8%	85.6%	- 1.4%
Days on Market Until Sale	62	161	+ 159.6%	112	122	+ 8.9%
Inventory of Homes for Sale	154	109	- 29.2%	--	--	--
Months Supply of Inventory	14.6	10.8	- 25.7%	--	--	--

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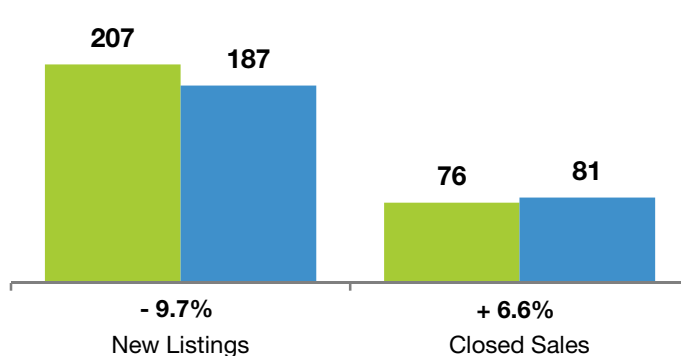
### August

■ 2010 ■ 2011

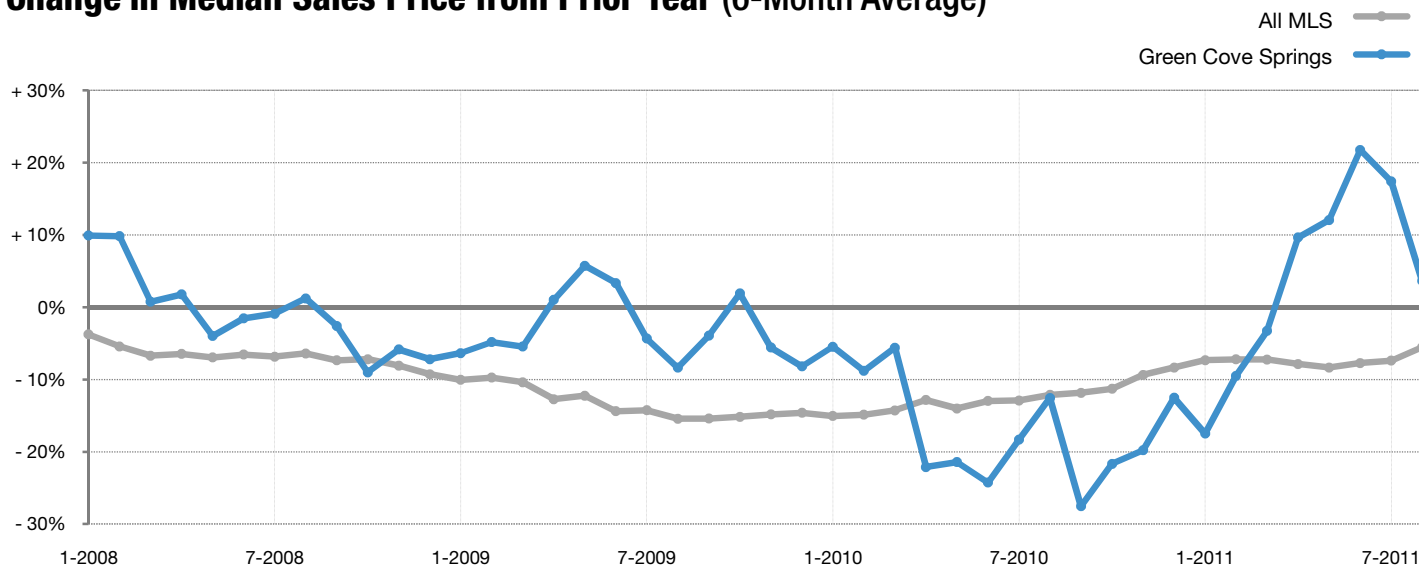


### Year to Date

■ 2010 ■ 2011



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# Local Market Update – August 2011

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## Jacksonville Beach

**+ 10.1%**

Change in  
New Listings

**+ 10.8%**

Change in  
Closed Sales

**- 0.5%**

Change in  
Median Sales Price

### Region 21

### August

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	69	76	+ 10.1%	524	555	+ 5.9%
Closed Sales	37	41	+ 10.8%	259	337	+ 30.1%
Median Sales Price*	\$221,000	\$220,000	- 0.5%	\$224,000	\$225,000	+ 0.4%
Percent of Original List Price Received*	86.5%	90.3%	+ 4.3%	87.9%	89.2%	+ 1.5%
Days on Market Until Sale	184	106	- 42.2%	132	116	- 12.1%
Inventory of Homes for Sale	426	295	- 30.8%	--	--	--
Months Supply of Inventory	13.0	7.6	- 41.6%	--	--	--

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### August

■ 2010 ■ 2011

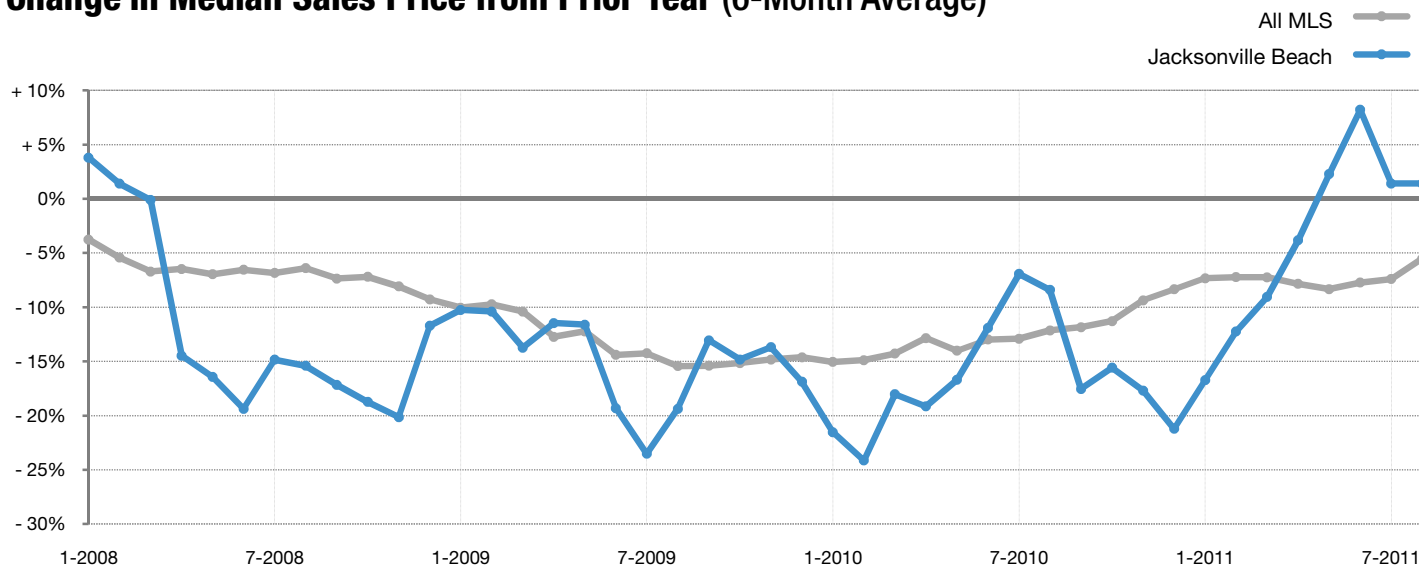


### Year to Date

■ 2010 ■ 2011



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# Local Market Update – August 2011

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



## Neptune Beach

**- 45.5%**

**+ 125.0%**

**+ 10.6%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 22

### August

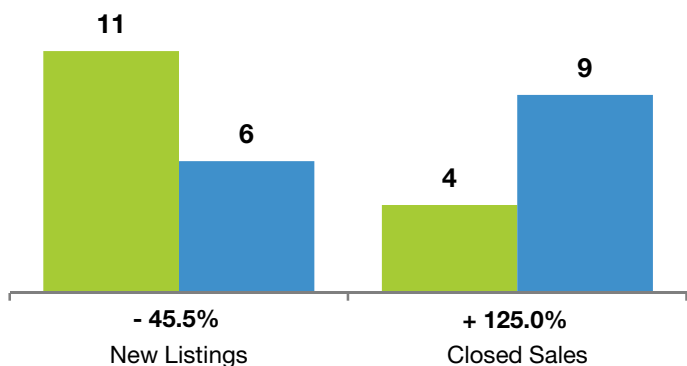
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	11	6	- 45.5%	112	82	- 26.8%
Closed Sales	4	9	+ 125.0%	43	48	+ 11.6%
Median Sales Price*	\$253,100	<b>\$280,000</b>	+ 10.6%	\$240,000	<b>\$280,000</b>	+ 16.7%
Percent of Original List Price Received*	94.3%	<b>88.4%</b>	- 6.3%	89.1%	<b>89.7%</b>	+ 0.6%
Days on Market Until Sale	70	100	+ 41.7%	76	107	+ 40.1%
Inventory of Homes for Sale	88	48	- 45.5%	--	--	--
Months Supply of Inventory	17.0	8.1	- 52.4%	--	--	--

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### August

■ 2010 ■ 2011

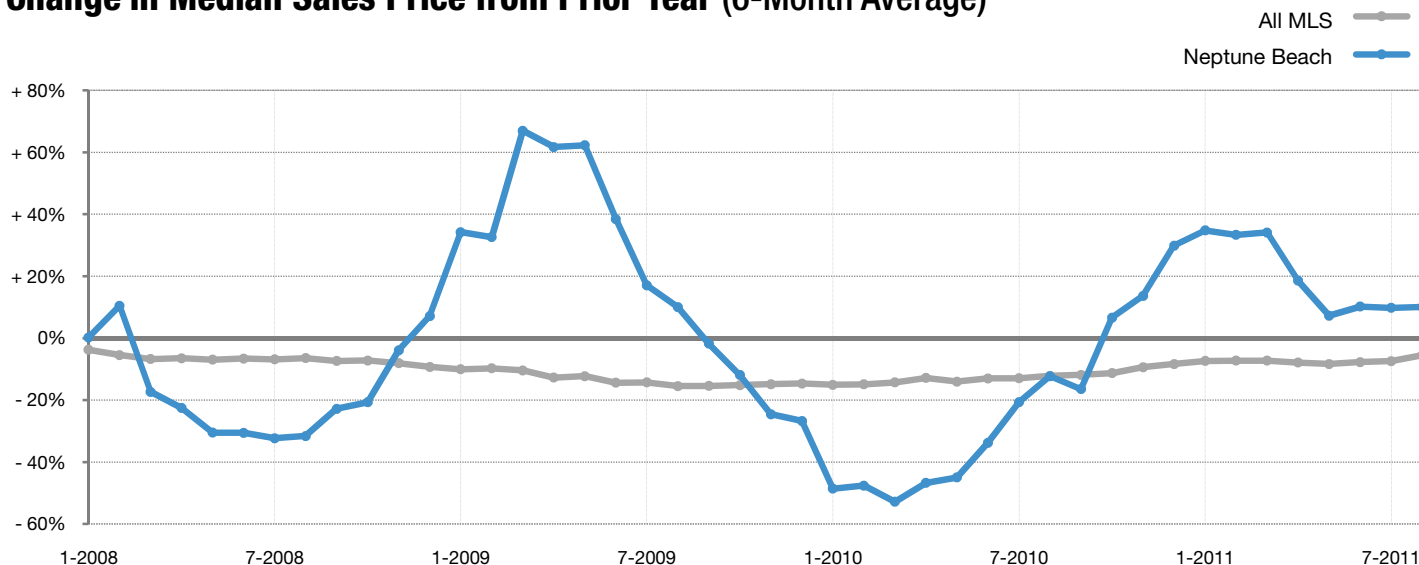


### Year to Date

■ 2010 ■ 2011



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# Local Market Update – August 2011

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## Atlantic Beach

**- 9.1%**

Change in  
New Listings

**- 33.3%**

Change in  
Closed Sales

**+ 30.9%**

Change in  
Median Sales Price

### Region 23

### August

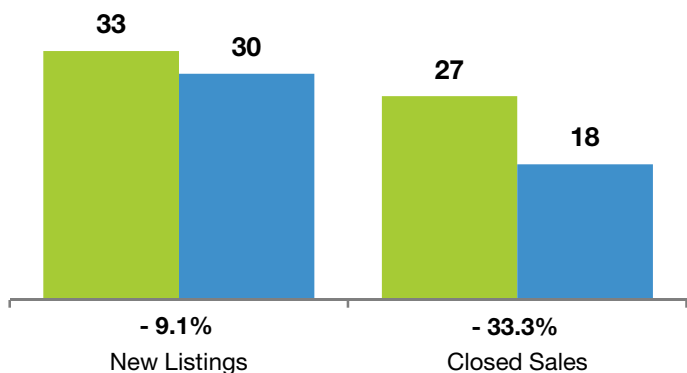
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	33	30	- 9.1%	305	236	- 22.6%
Closed Sales	27	18	- 33.3%	153	143	- 6.5%
Median Sales Price*	\$195,000	\$255,250	+ 30.9%	\$165,000	\$187,500	+ 13.6%
Percent of Original List Price Received*	87.1%	87.4%	+ 0.4%	87.5%	85.3%	- 2.5%
Days on Market Until Sale	102	171	+ 68.6%	126	126	+ 0.5%
Inventory of Homes for Sale	204	134	- 34.3%	--	--	--
Months Supply of Inventory	11.0	7.2	- 34.9%	--	--	--

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### August

■ 2010 ■ 2011

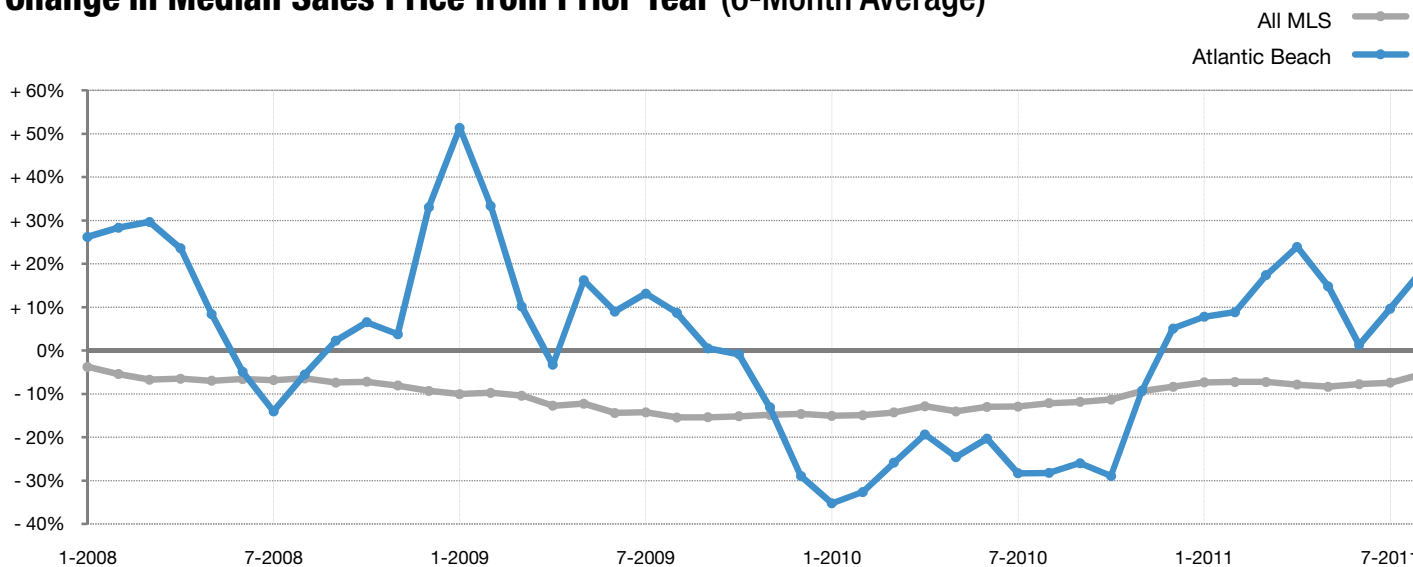


### Year to Date

■ 2010 ■ 2011



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# Local Market Update – August 2011

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## Ponte Vedra Beach North

Region 25

**- 21.9%**

**+ 11.8%**

**+ 57.3%**

Change in  
New Listings

Change in  
Closed Sales

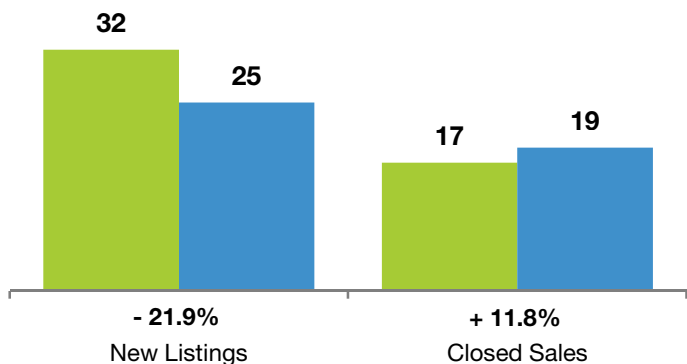
Change in  
Median Sales Price

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	32	25	- 21.9%	256	203	- 20.7%
Closed Sales	17	19	+ 11.8%	106	98	- 7.5%
Median Sales Price*	\$481,000	<b>\$756,500</b>	+ 57.3%	\$397,500	<b>\$440,000</b>	+ 10.7%
Percent of Original List Price Received*	86.0%	<b>84.8%</b>	- 1.5%	83.7%	<b>84.9%</b>	+ 1.5%
Days on Market Until Sale	164	<b>122</b>	- 25.2%	144	<b>132</b>	- 8.0%
Inventory of Homes for Sale	193	<b>151</b>	- 21.8%	--	--	--
Months Supply of Inventory	16.7	<b>11.4</b>	- 31.6%	--	--	--

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

### August

■ 2010 ■ 2011

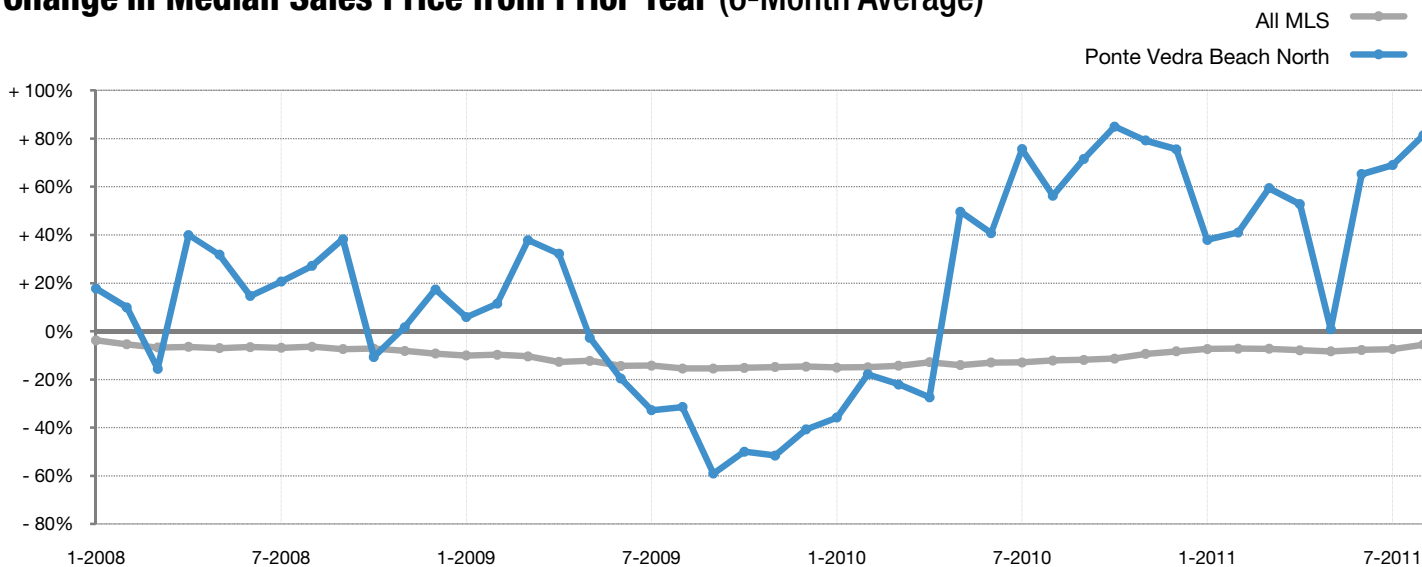


### Year to Date

■ 2010 ■ 2011



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



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

# Local Market Update – August 2011

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



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

**- 5.7%**

**+ 30.0%**

**- 0.7%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 26

### August

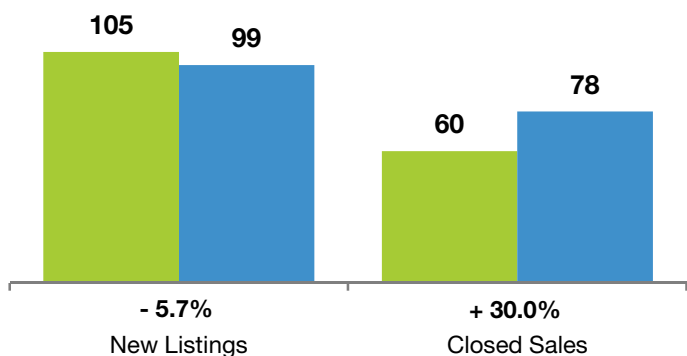
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	105	99	- 5.7%	1,004	873	- 13.0%
Closed Sales	60	78	+ 30.0%	393	525	+ 33.6%
Median Sales Price*	\$280,000	\$278,148	- 0.7%	\$306,000	\$298,643	- 2.4%
Percent of Original List Price Received*	85.7%	90.3%	+ 5.4%	87.2%	88.5%	+ 1.6%
Days on Market Until Sale	152	136	- 11.0%	142	154	+ 7.9%
Inventory of Homes for Sale	803	562	- 30.0%	--	--	--
Months Supply of Inventory	16.5	8.9	- 46.3%	--	--	--

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

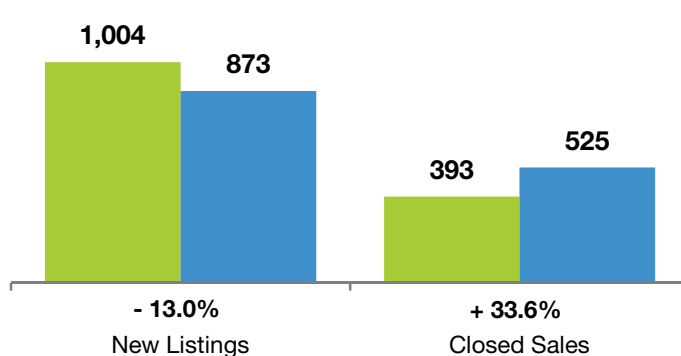
### August

■ 2010 ■ 2011

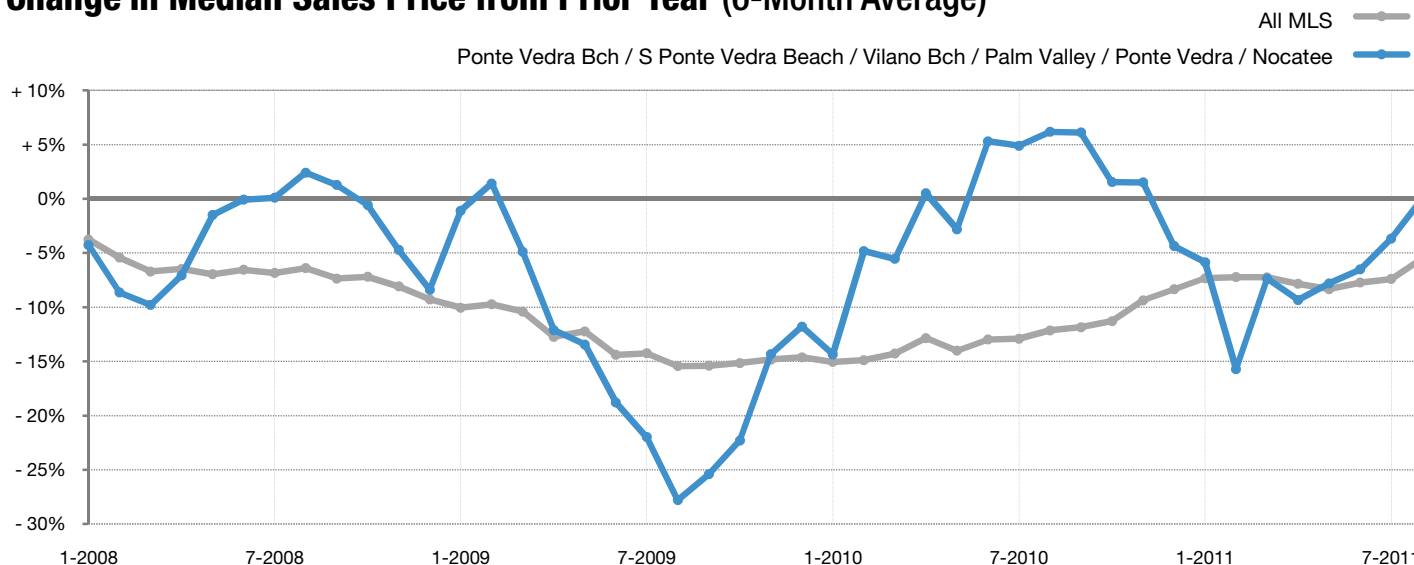


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – August 2011

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



## St. Johns County - NW

Region 30

**- 18.0%**

Change in  
New Listings

**+ 16.9%**

Change in  
Closed Sales

**+ 1.8%**

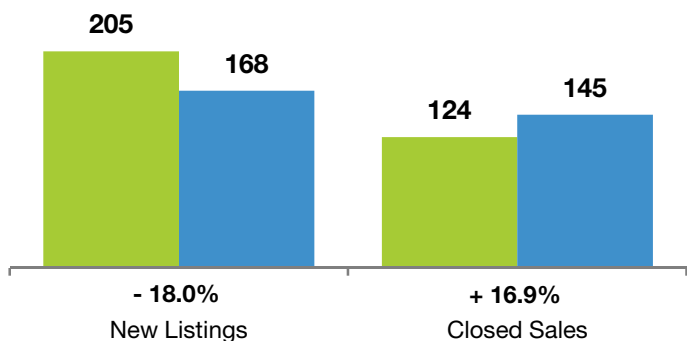
Change in  
Median Sales Price

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	205	168	- 18.0%	1,765	1,466	- 16.9%
Closed Sales	124	145	+ 16.9%	898	911	+ 1.4%
Median Sales Price*	\$219,995	\$223,875	+ 1.8%	\$221,000	\$210,000	- 5.0%
Percent of Original List Price Received*	92.0%	92.1%	+ 0.2%	91.0%	90.8%	- 0.2%
Days on Market Until Sale	96	107	+ 12.3%	106	123	+ 15.9%
Inventory of Homes for Sale	1,057	782	- 26.0%	--	--	--
Months Supply of Inventory	9.6	6.9	- 28.4%	--	--	--

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

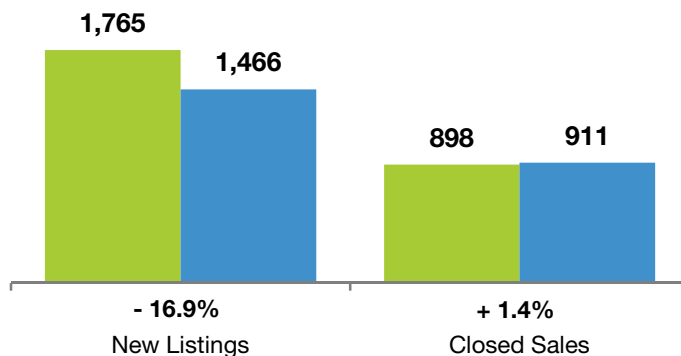
### August

■ 2010 ■ 2011

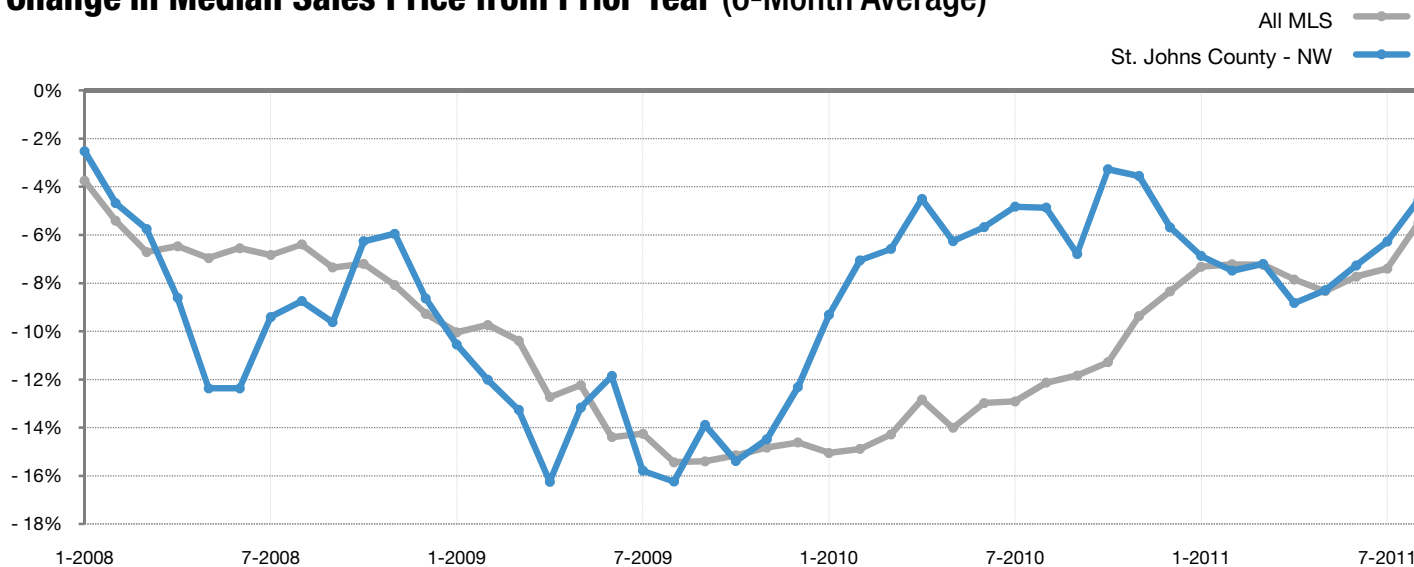


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – August 2011

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



## St. Johns County - NE

**- 35.3%**

**+ 75.0%**

**+ 31.5%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 31

### August

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	17	11	- 35.3%	213	158	- 25.8%
Closed Sales	8	14	+ 75.0%	103	87	- 15.5%
Median Sales Price*	\$191,225	<b>\$251,500</b>	+ 31.5%	\$249,990	<b>\$270,410</b>	+ 8.2%
Percent of Original List Price Received*	87.7%	<b>93.6%</b>	+ 6.7%	89.6%	<b>89.2%</b>	- 0.4%
Days on Market Until Sale	66	<b>136</b>	+ 104.5%	111	<b>147</b>	+ 32.0%
Inventory of Homes for Sale	151	<b>81</b>	- 46.4%	--	--	--
Months Supply of Inventory	11.7	<b>7.9</b>	- 32.4%	--	--	--

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

### August

■ 2010 ■ 2011

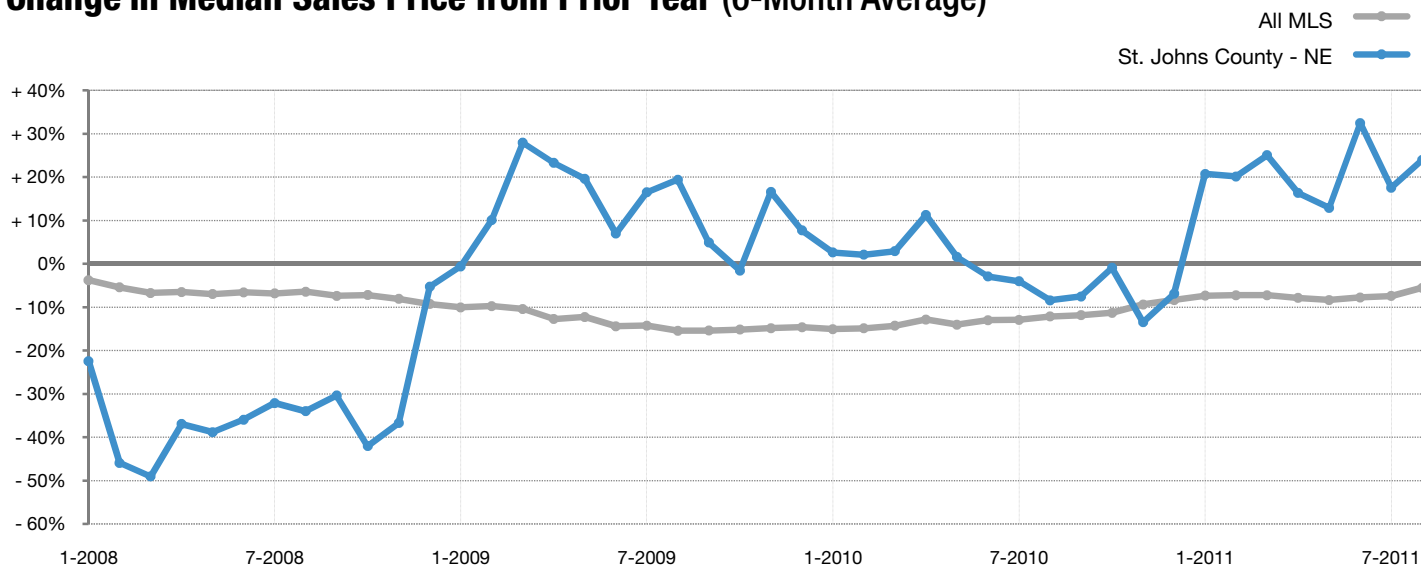


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – August 2011

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

**+ 21.4%**

Change in  
New Listings

**- 66.7%**

Change in  
Closed Sales

**- 22.0%**

Change in  
Median Sales Price

### Region 32

### August

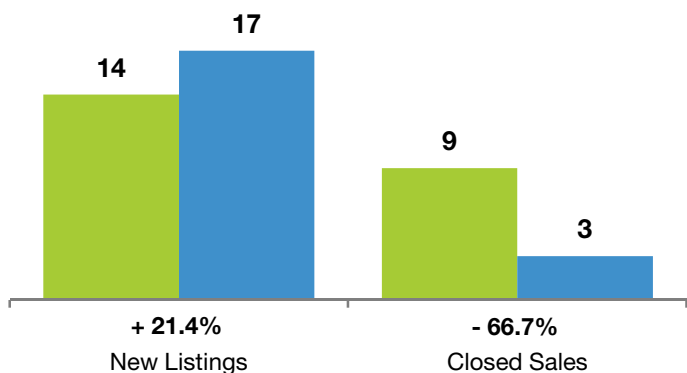
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	14	17	+ 21.4%	119	93	- 21.8%
Closed Sales	9	3	- 66.7%	62	59	- 4.8%
Median Sales Price*	\$191,000	<b>\$149,000</b>	- 22.0%	\$168,500	<b>\$180,113</b>	+ 6.9%
Percent of Original List Price Received*	91.2%	<b>101.3%</b>	+ 11.1%	87.6%	<b>84.7%</b>	- 3.3%
Days on Market Until Sale	98	<b>39</b>	- 59.7%	124	<b>150</b>	+ 21.0%
Inventory of Homes for Sale	104	<b>70</b>	- 32.7%	--	--	--
Months Supply of Inventory	14.3	<b>9.2</b>	- 35.7%	--	--	--

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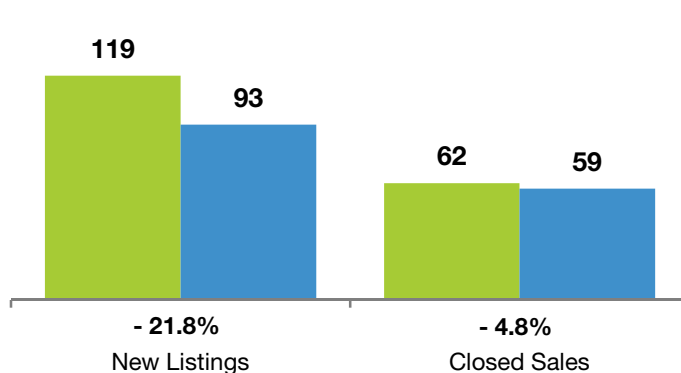
### August

■ 2010 ■ 2011

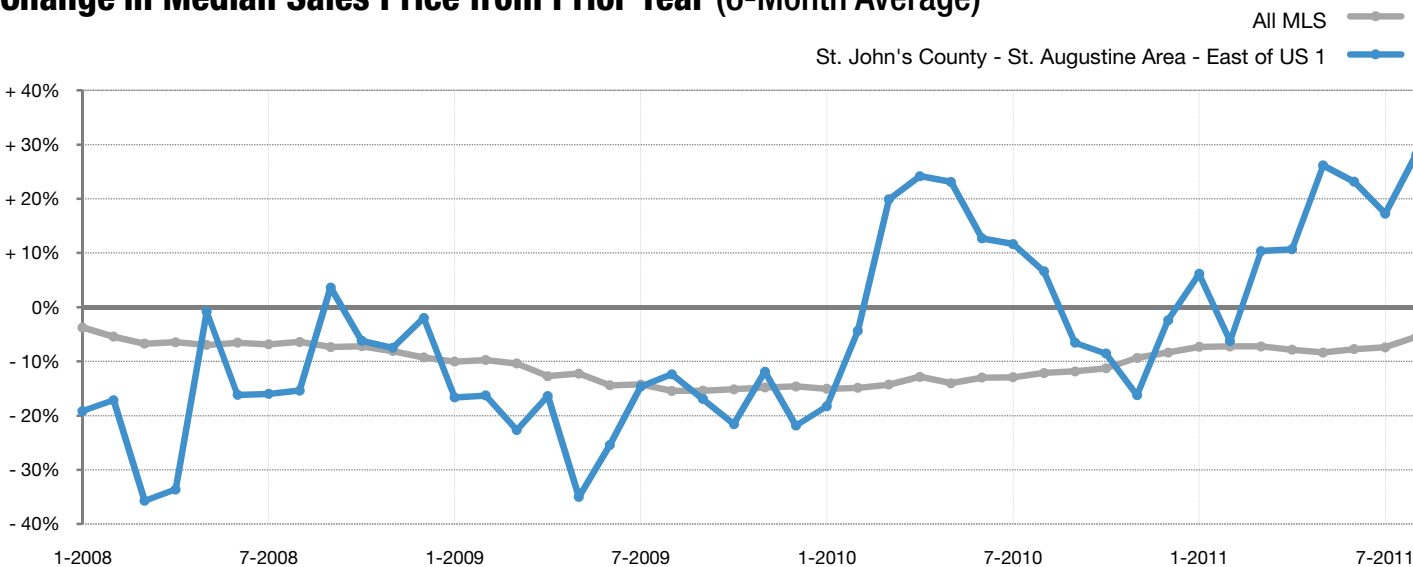


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – August 2011

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## St. Johns County - SE

**- 31.6%**

Change in  
New Listings

**- 4.3%**

Change in  
Closed Sales

**+ 8.5%**

Change in  
Median Sales Price

### Region 33

### August

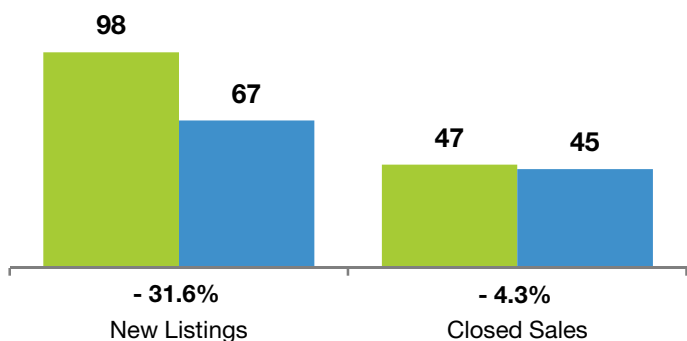
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	98	67	- 31.6%	772	629	- 18.5%
Closed Sales	47	45	- 4.3%	368	391	+ 6.3%
Median Sales Price*	\$129,000	<b>\$140,000</b>	+ 8.5%	\$144,000	<b>\$151,511</b>	+ 5.2%
Percent of Original List Price Received*	87.3%	<b>89.0%</b>	+ 1.9%	88.6%	<b>86.7%</b>	- 2.2%
Days on Market Until Sale	84	<b>117</b>	+ 40.2%	103	<b>135</b>	+ 31.2%
Inventory of Homes for Sale	566	<b>408</b>	- 27.9%	--	--	--
Months Supply of Inventory	12.5	<b>8.5</b>	- 32.1%	--	--	--

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### August

■ 2010 ■ 2011

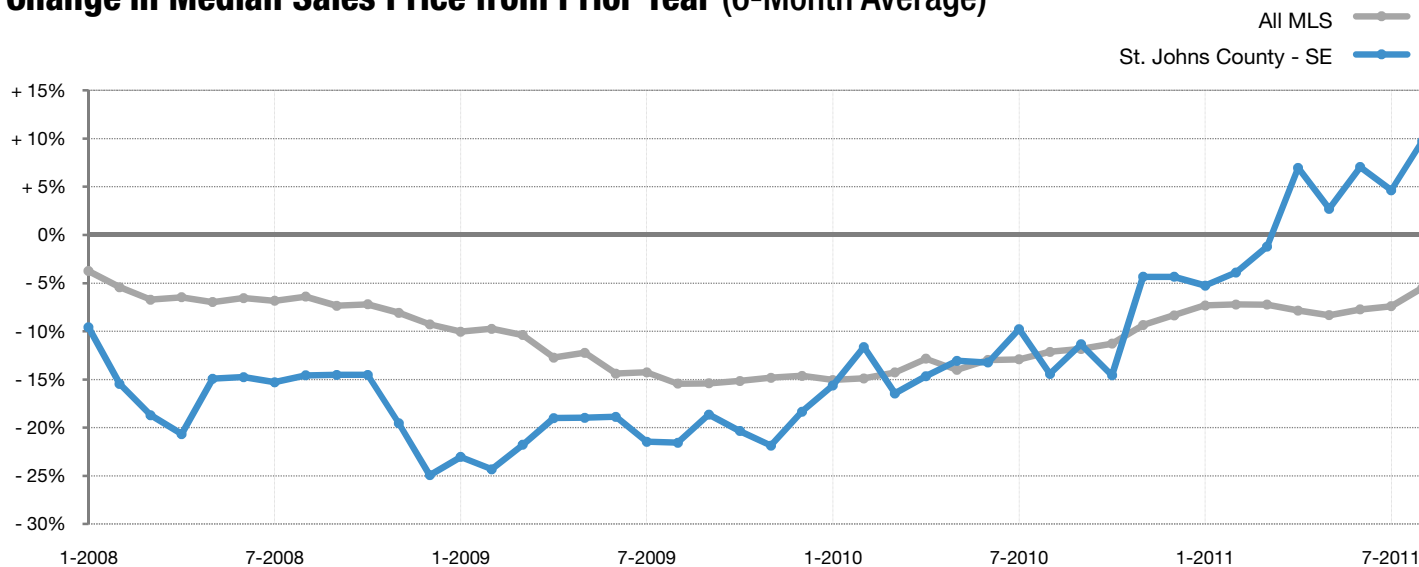


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – August 2011

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## St. Johns County - SW

Region 34

**- 15.0%**

Change in  
New Listings

**+ 20.0%**

Change in  
Closed Sales

**+ 157.9%**

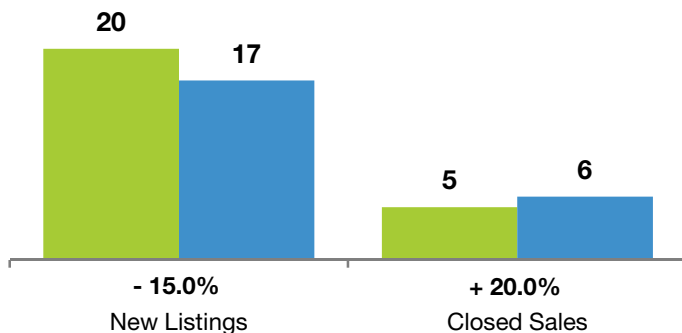
Change in  
Median Sales Price

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	20	17	- 15.0%	139	100	- 28.1%
Closed Sales	5	6	+ 20.0%	53	52	- 1.9%
Median Sales Price*	\$59,900	\$154,500	+ 157.9%	\$93,500	\$75,000	- 19.8%
Percent of Original List Price Received*	80.8%	90.1%	+ 11.5%	88.0%	88.5%	+ 0.6%
Days on Market Until Sale	94	240	+ 154.8%	87	103	+ 18.5%
Inventory of Homes for Sale	119	68	- 42.9%	--	--	--
Months Supply of Inventory	20.1	9.8	- 51.1%	--	--	--

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

### August

■ 2010 ■ 2011

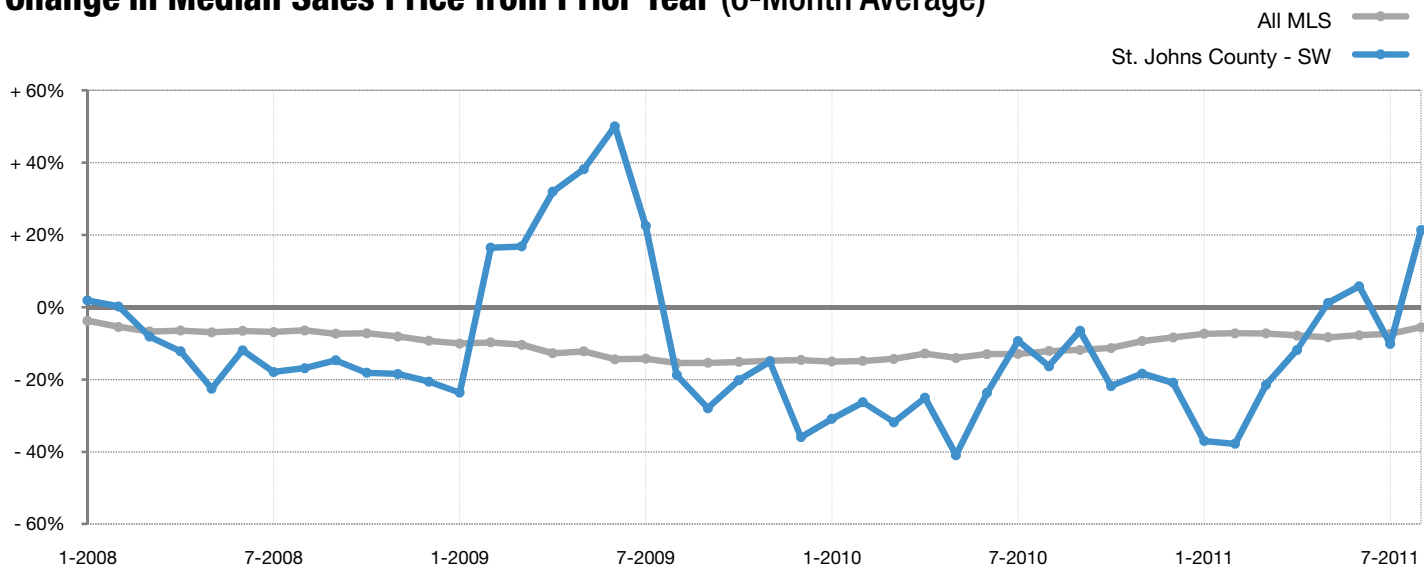


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – August 2011

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## Nassau County

**+ 1.5%**

Change in  
New Listings

**+ 2.8%**

Change in  
Closed Sales

**- 12.7%**

Change in  
Median Sales Price

### Region 40

### August

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	68	69	+ 1.5%	590	519	- 12.0%
Closed Sales	36	37	+ 2.8%	270	298	+ 10.4%
Median Sales Price*	\$159,000	<b>\$138,750</b>	- 12.7%	\$144,995	<b>\$143,760</b>	- 0.9%
Percent of Original List Price Received*	83.9%	<b>89.3%</b>	+ 6.4%	86.5%	<b>88.2%</b>	+ 1.9%
Days on Market Until Sale	146	<b>136</b>	- 7.1%	120	<b>116</b>	- 3.2%
Inventory of Homes for Sale	440	<b>317</b>	- 28.0%	--	--	--
Months Supply of Inventory	13.8	<b>8.3</b>	- 39.9%	--	--	--

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### August

■ 2010 ■ 2011

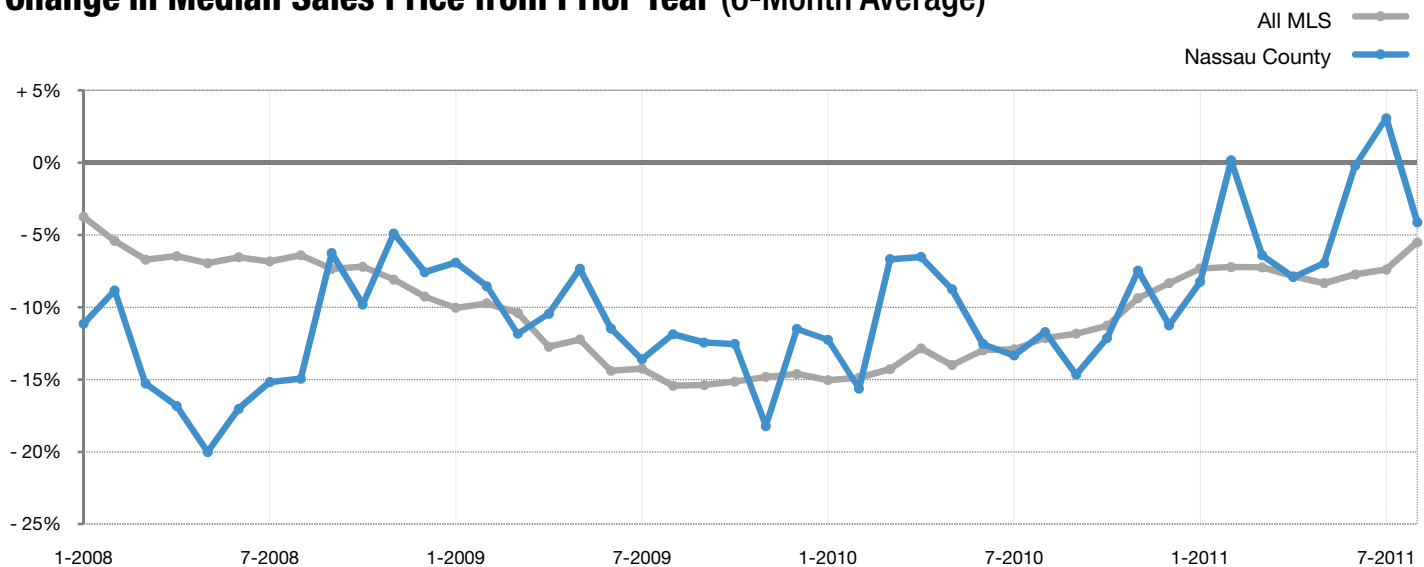


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – August 2011

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## Baker County

**+ 15.8%**

Change in  
New Listings

**- 11.1%**

Change in  
Closed Sales

**- 16.9%**

Change in  
Median Sales Price

### Region 50

### August

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	19	22	+ 15.8%	215	179	- 16.7%
Closed Sales	9	8	- 11.1%	83	76	- 8.4%
Median Sales Price*	\$135,900	<b>\$113,000</b>	- 16.9%	\$130,000	<b>\$125,000</b>	- 3.8%
Percent of Original List Price Received*	92.8%	<b>87.4%</b>	- 5.8%	89.2%	<b>87.5%</b>	- 1.9%
Days on Market Until Sale	56	156	+ 175.7%	143	115	- 19.5%
Inventory of Homes for Sale	152	119	- 21.7%	--	--	--
Months Supply of Inventory	16.1	11.5	- 28.7%	--	--	--

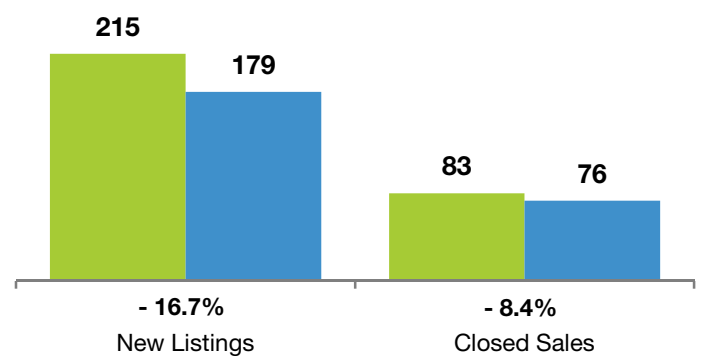
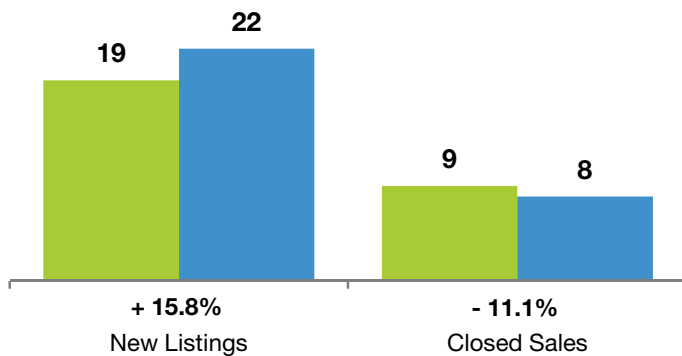
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### August

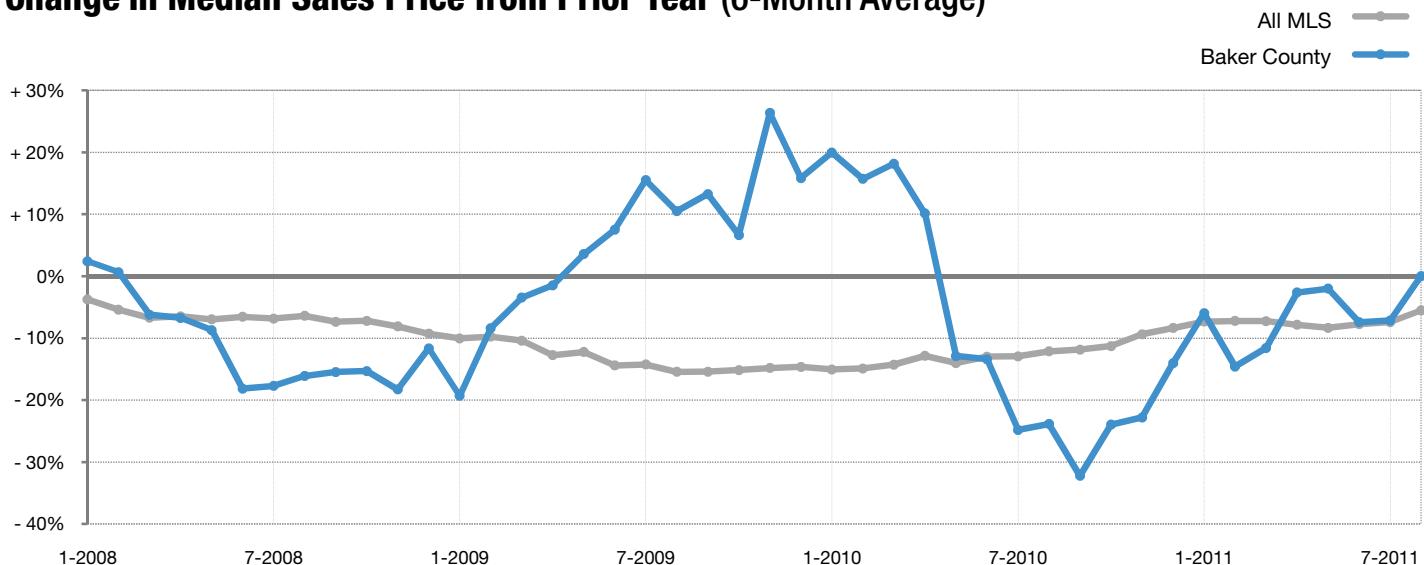
■ 2010 ■ 2011

### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – August 2011

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## Putnam County NE

**- 10.9%**

Change in  
New Listings

**- 31.3%**

Change in  
Closed Sales

**+ 37.9%**

Change in  
Median Sales Price

### Region 56

### August

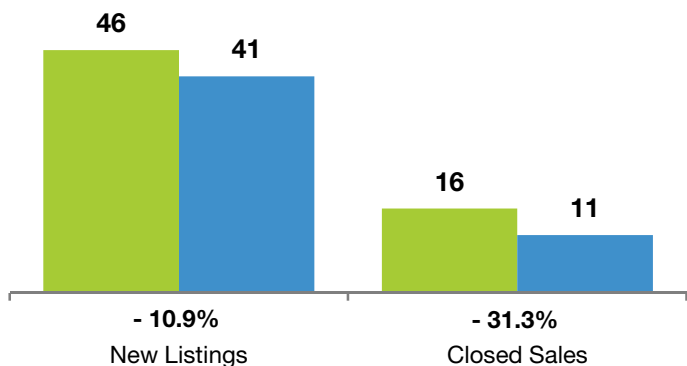
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	46	41	- 10.9%	397	302	- 23.9%
Closed Sales	16	11	- 31.3%	135	126	- 6.7%
Median Sales Price*	\$58,000	<b>\$80,000</b>	+ 37.9%	\$75,000	<b>\$72,000</b>	- 4.0%
Percent of Original List Price Received*	78.9%	<b>78.2%</b>	- 0.9%	81.3%	<b>78.7%</b>	- 3.2%
Days on Market Until Sale	130	<b>219</b>	+ 68.4%	137	<b>178</b>	+ 30.1%
Inventory of Homes for Sale	412	<b>308</b>	- 25.2%	--	--	--
Months Supply of Inventory	23.9	<b>20.0</b>	- 16.4%	--	--	--

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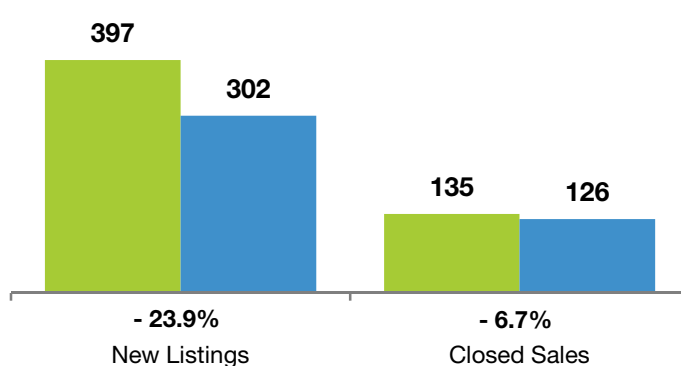
### August

■ 2010 ■ 2011

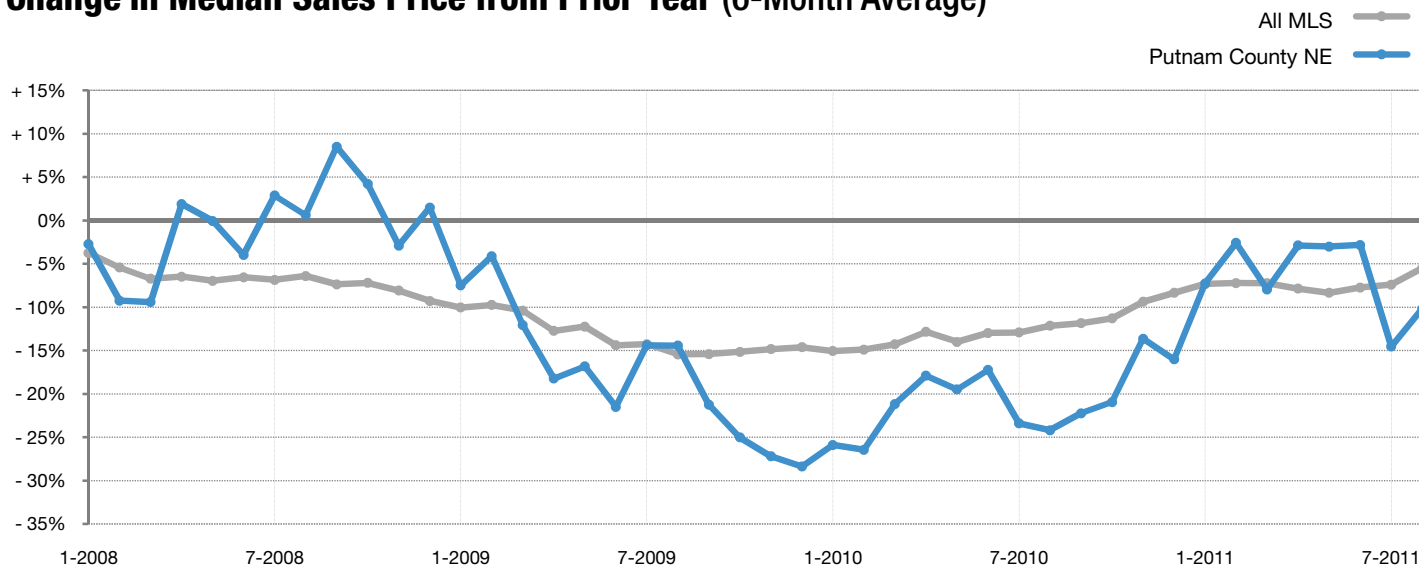


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – August 2011

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## Putnam County - West

Region 57

**+ 30.4%**

Change in  
New Listings

**0.0%**

Change in  
Closed Sales

**- 18.2%**

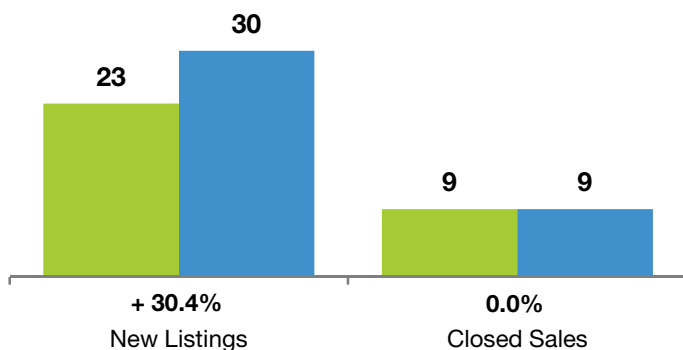
Change in  
Median Sales Price

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	23	30	+ 30.4%	215	225	+ 4.7%
Closed Sales	9	9	0.0%	60	96	+ 60.0%
Median Sales Price*	\$55,000	\$45,000	- 18.2%	\$55,000	\$38,950	- 29.2%
Percent of Original List Price Received*	80.3%	78.5%	- 2.2%	81.3%	77.9%	- 4.2%
Days on Market Until Sale	91	174	+ 91.7%	144	173	+ 20.3%
Inventory of Homes for Sale	218	210	- 3.7%	--	--	--
Months Supply of Inventory	27.3	16.7	- 38.6%	--	--	--

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

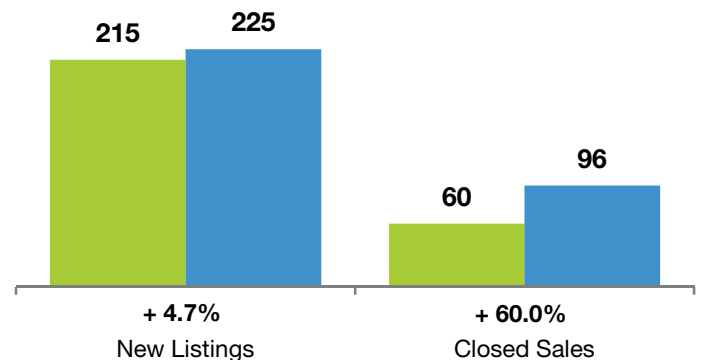
### August

■ 2010 ■ 2011

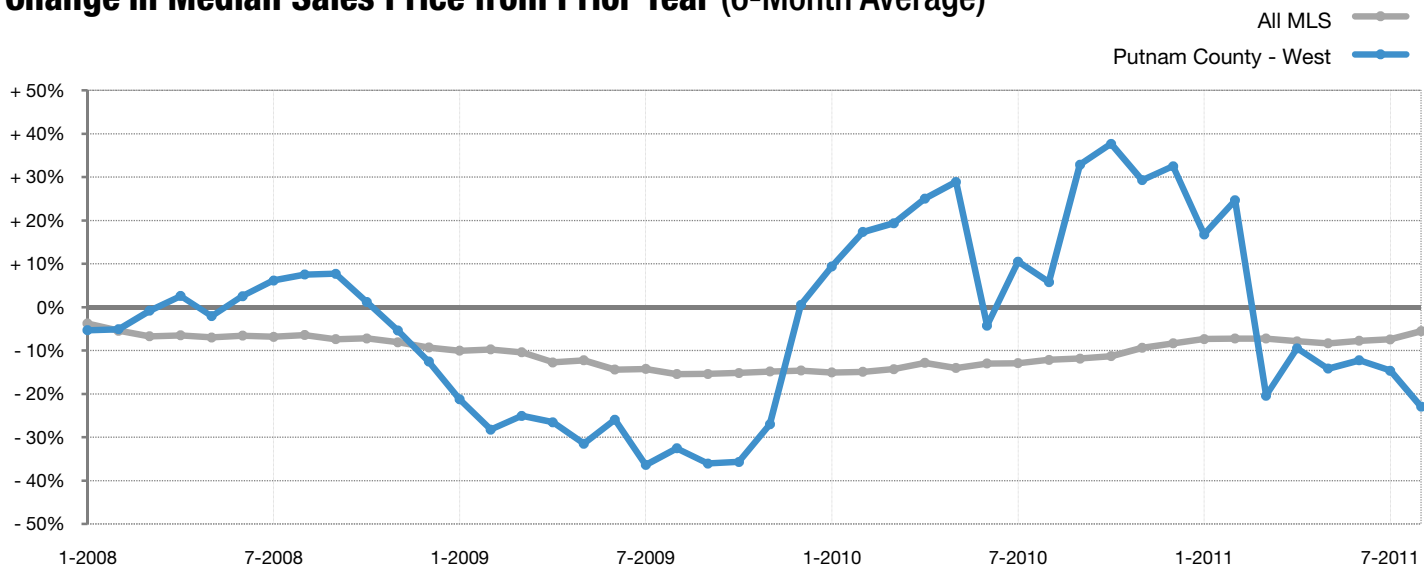


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – August 2011

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## Putnam County - South

Region 58

**- 7.4%**

Change in  
New Listings

**+ 50.0%**

Change in  
Closed Sales

**- 7.5%**

Change in  
Median Sales Price

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	27	25	- 7.4%	297	244	- 17.8%
Closed Sales	6	9	+ 50.0%	88	75	- 14.8%
Median Sales Price*	\$53,450	<b>\$49,450</b>	- 7.5%	\$50,000	<b>\$40,000</b>	- 20.0%
Percent of Original List Price Received*	58.9%	<b>92.3%</b>	+ 56.8%	79.1%	<b>80.9%</b>	+ 2.4%
Days on Market Until Sale	205	150	- 27.1%	190	157	- 17.3%
Inventory of Homes for Sale	317	257	- 18.9%	--	--	--
Months Supply of Inventory	26.6	26.6	- 0.1%	--	--	--

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

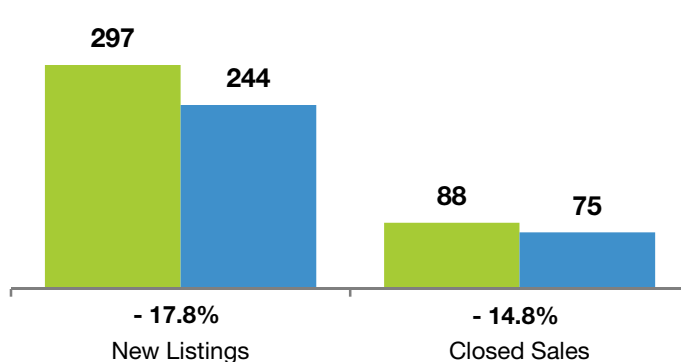
### August

■ 2010 ■ 2011

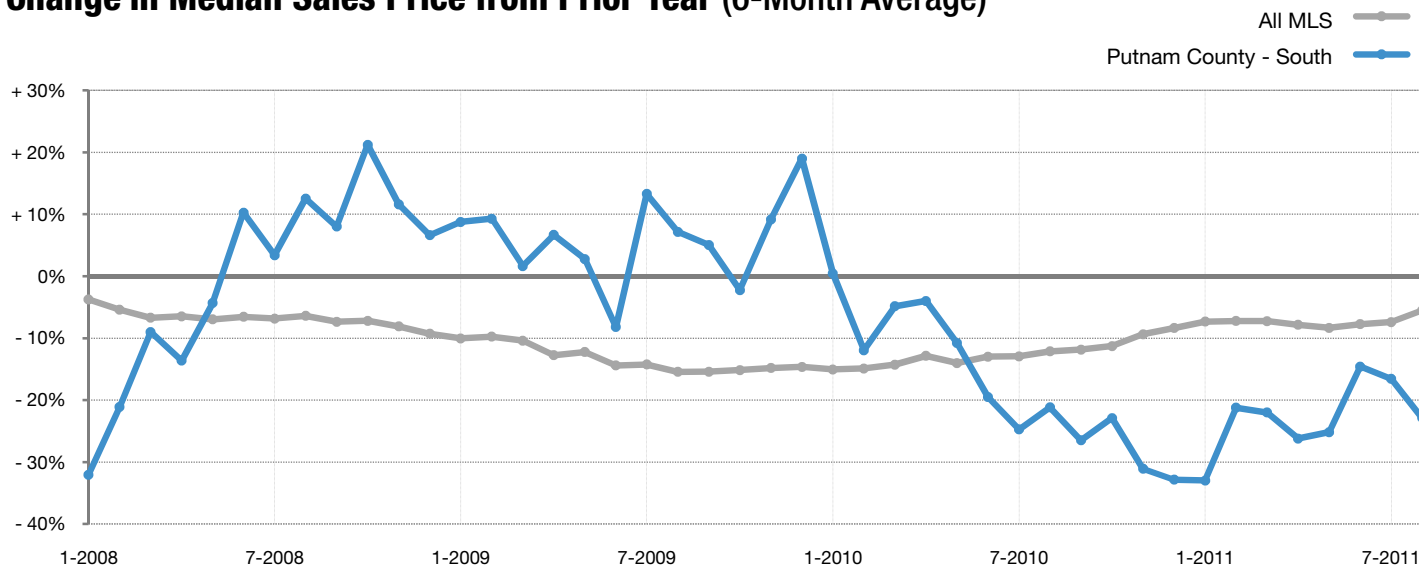


### Year to Date

■ 2010 ■ 2011



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



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