

# Monthly Indicators

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



## September 2011

People talk about the national housing market like it's some static thing, like a toaster. The thing is, there is no national housing market. Just like there is no national weather forecast. That doesn't mean national averages don't have their place, but you don't grab a raincoat and an umbrella in Miami based on the weather in Seattle. Like the weather, all real estate is local. As we embark on the fourth and final quarter of 2011, let's take a look at our local forecast.

New Listings in the Northeast Florida region decreased 23.4 percent to 2,076. Pending Sales were up 24.1 percent to 1,528. Inventory levels shrank 32.4 percent to 11,011 units, a positive supply-side trend that should bring additional stability.

Prices were still soft. The Median Sales Price decreased 4.6 percent to \$124,000. Days on Market increased 12.9 percent to 115 days. Absorption rates improved as Months Supply of Inventory was down 33.6 percent to 7.7 months.

A dash of uplifting economic news was overshadowed by debt clouds from the ongoing turmoil in Greece and the threat of bank contagion. Manufacturing activity, construction spending and overall job growth all picked up in September, temporarily calming fears of the dreaded double-dip storm. As for the lending climate, the Fed's recent "Operation Twist" helped push mortgage rates to record lows – under 4.0 percent for the first time ever. Despite the cheap money, "Jobs, Jobs, Jobs!" should still be the battle cry.

## Quick Facts

**+ 0.9%**

Change in  
Closed Sales

**- 4.6%**

Change in  
Median Sales Price

**- 32.4%**

Change in  
Inventory

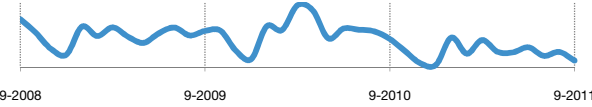

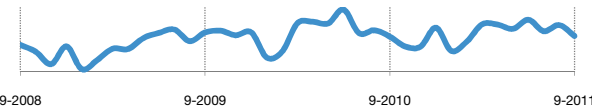
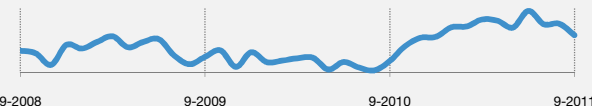
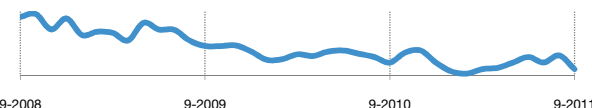
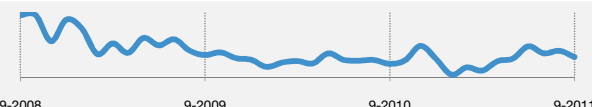
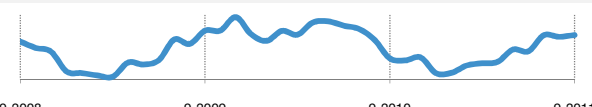
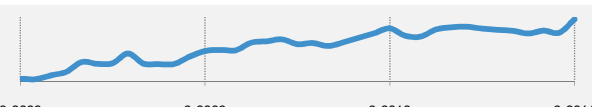
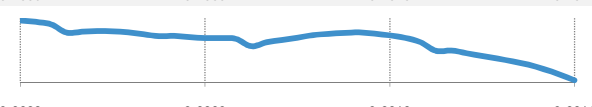
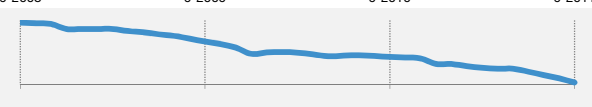
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**Area breakouts of 29 submarkets begin after page 19.**

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# Market Overview

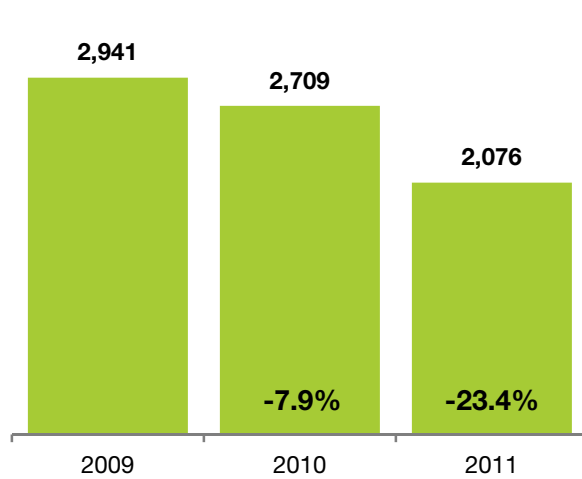
Key market metrics for the current month and year-to-date.

Key Metrics	Historical Sparklines	9-2010	9-2011	+/-	YTD 2010	YTD 2011	+/-
<b>New Listings</b>		2,709	<b>2,076</b>	- 23.4%	27,619	<b>21,425</b>	- 22.4%
<b>Pending Sales</b>		1,231	<b>1,528</b>	+ 24.1%	12,921	<b>13,811</b>	+ 6.9%
<b>Closed Sales</b>		1,303	<b>1,315</b>	+ 0.9%	12,505	<b>12,593</b>	+ 0.7%
<b>Days on Market Until Sale</b>		102	<b>115</b>	+ 12.9%	101	<b>121</b>	+ 20.1%
<b>Median Sales Price</b>		\$130,000	<b>\$124,000</b>	- 4.6%	\$136,000	<b>\$127,700</b>	- 6.1%
<b>Average Sales Price</b>		\$165,747	<b>\$172,722</b>	+ 4.2%	\$168,721	<b>\$170,432</b>	+ 1.0%
<b>Percent of Original List Price Received</b>		87.3%	<b>89.0%</b>	+ 1.9%	89.2%	<b>87.8%</b>	- 1.5%
<b>Housing Affordability Index</b>		215	<b>228</b>	+ 5.9%	207	<b>223</b>	+ 7.3%
<b>Inventory of Homes for Sale</b>		16,280	<b>11,011</b>	- 32.4%	--	--	--
<b>Months Supply of Homes for Sale</b>		11.6	<b>7.7</b>	- 33.6%	--	--	--

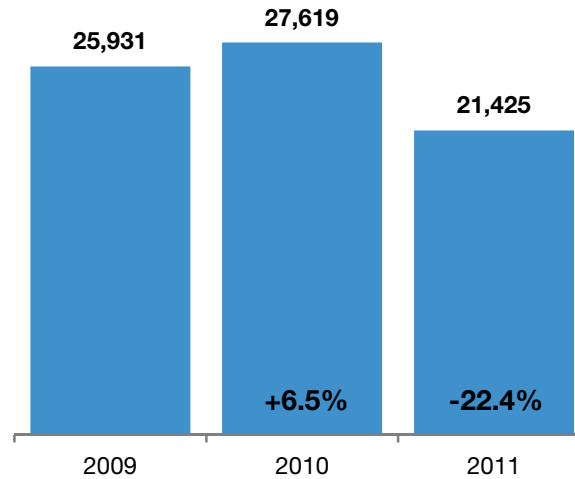
# New Listings

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

## September



## Year To Date



Month	Prior Year	Current Year	+/-
October	2,950	2,345	-20.5%
November	2,365	1,992	-15.8%
December	2,118	1,950	-7.9%
January	3,075	2,749	-10.6%
February	2,967	2,276	-23.3%
March	3,690	2,676	-27.5%
April	3,540	2,332	-34.1%
May	2,724	2,314	-15.1%
June	3,012	2,463	-18.2%
July	2,976	2,213	-25.6%
August	2,926	2,326	-20.5%
September	2,709	2,076	-23.4%
<b>12-Month Avg</b>	<b>2,921</b>	<b>2,309</b>	<b>-20.9%</b>

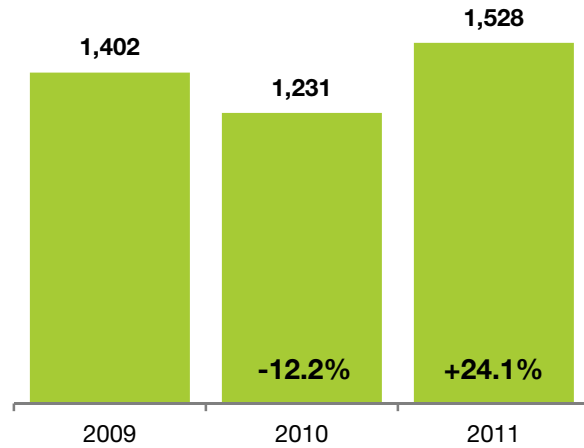
## Historical New Listing Activity



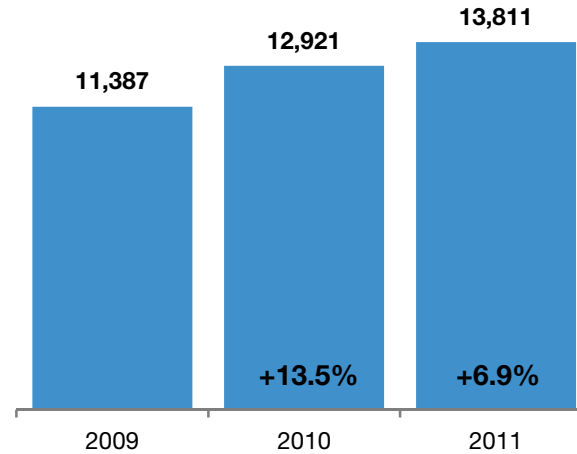
# Pending Sales

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

## September

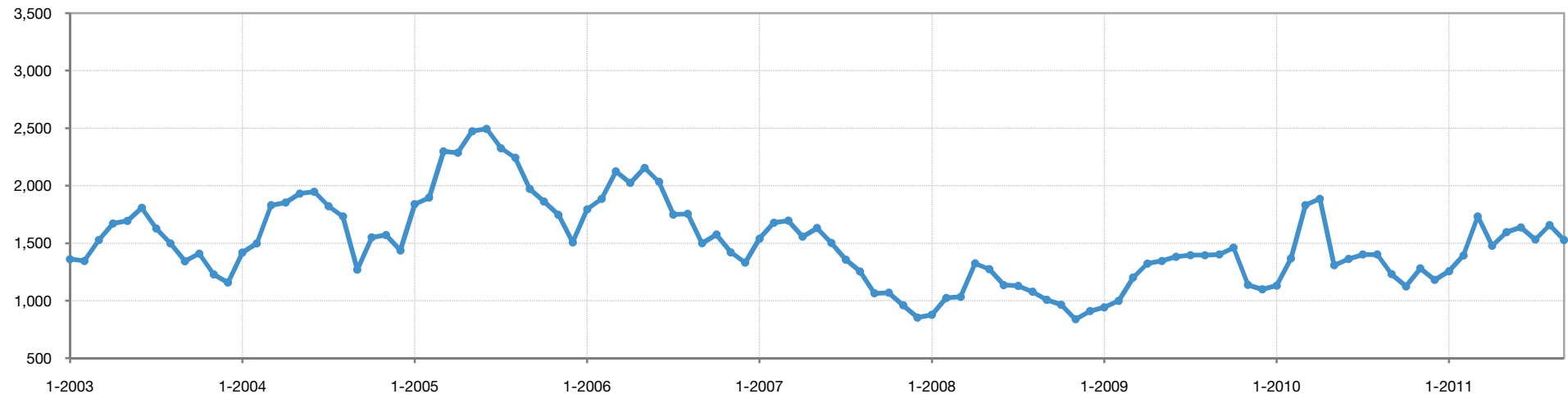


## Year To Date



Month	Prior Year	Current Year	+/-
October	1,461	1,125	-23.0%
November	1,137	1,281	+12.7%
December	1,098	1,181	+7.6%
January	1,131	1,257	+11.1%
February	1,368	1,394	+1.9%
March	1,831	1,733	-5.4%
April	1,886	1,477	-21.7%
May	1,308	1,596	+22.0%
June	1,363	1,637	+20.1%
July	1,402	1,531	+9.2%
August	1,401	1,658	+18.3%
September	1,231	1,528	+24.1%
12-Month Avg	1,385	1,450	+4.7%

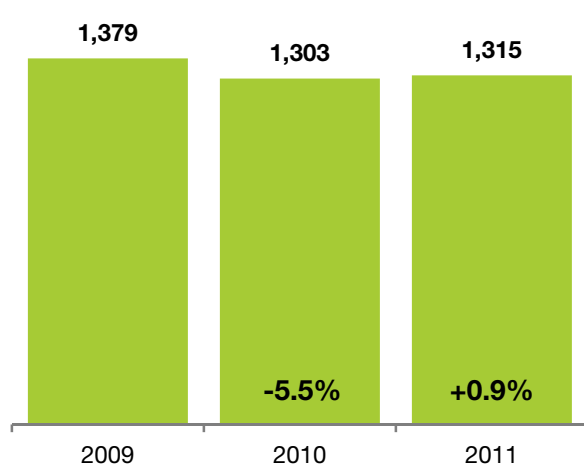
## Historical Pending Sales Activity



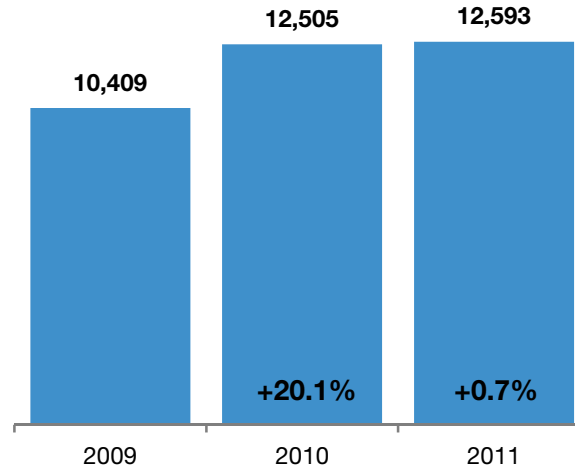
# Closed Sales

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

## September



## Year To Date



Month	Prior Year	Current Year	+/-
October	1,411	1,122	-20.5%
November	1,327	1,118	-15.7%
December	1,381	1,467	+6.2%
January	920	1,040	+13.0%
February	1,024	1,210	+18.2%
March	1,549	1,528	-1.4%
April	1,575	1,524	-3.2%
May	1,546	1,446	-6.5%
June	1,801	1,613	-10.4%
July	1,367	1,402	+2.6%
August	1,420	1,515	+6.7%
September	1,303	1,315	+0.9%
<b>12-Month Avg</b>	<b>1,385</b>	<b>1,358</b>	<b>-0.8%</b>

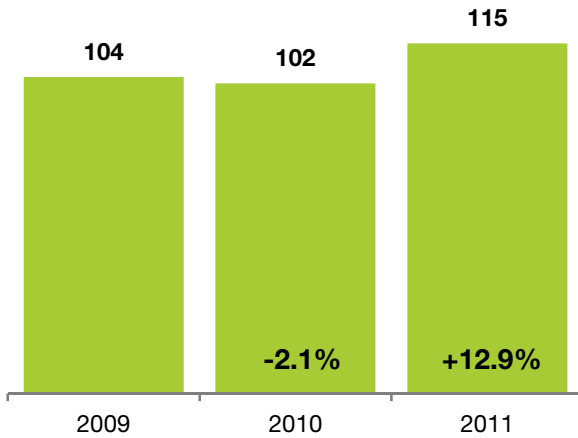
## Historical Closed Sales Activity



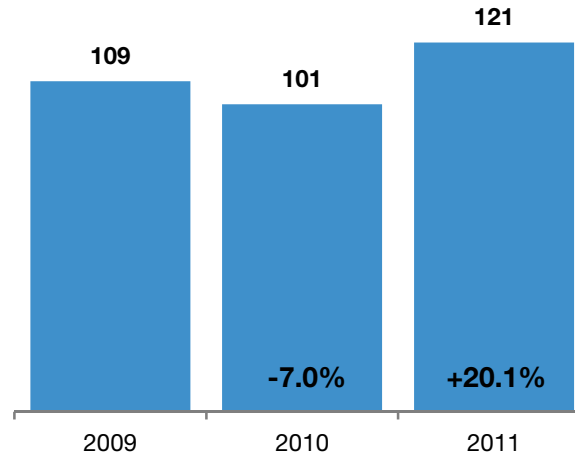
# Days on Market Until Sale

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

## September

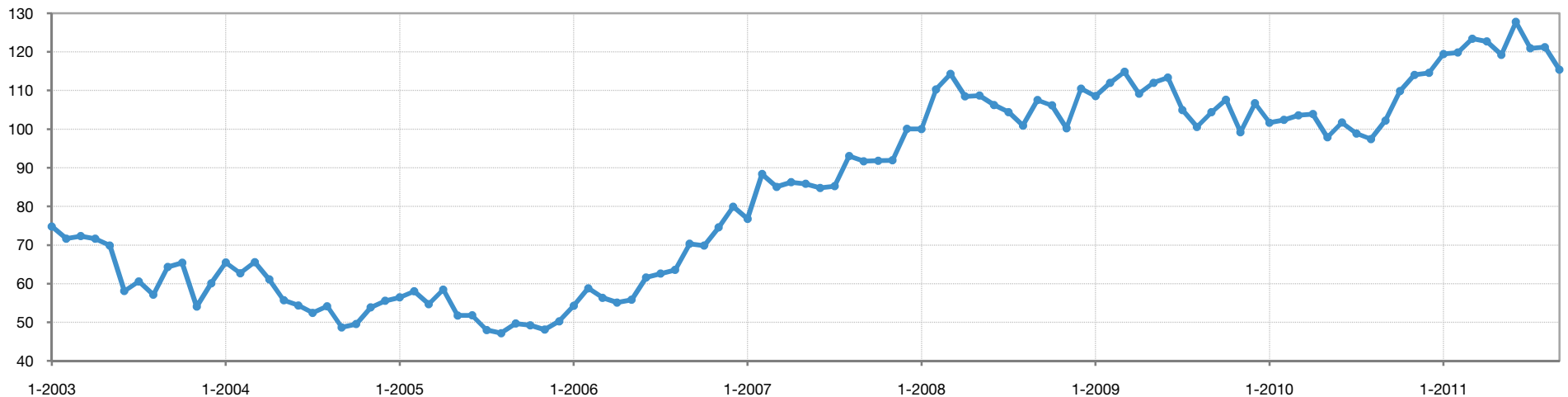


## Year To Date



Month	Prior Year	Current Year	+/-
October	108	110	+2.1%
November	99	114	+14.9%
December	107	115	+7.4%
January	102	119	+17.5%
February	102	120	+17.0%
March	104	123	+19.1%
April	104	123	+18.1%
May	98	119	+21.8%
June	102	128	+25.6%
July	99	121	+22.3%
August	97	121	+24.4%
September	102	115	+12.9%
<b>12-Month Avg</b>	<b>102</b>	<b>119</b>	<b>+17.2%</b>

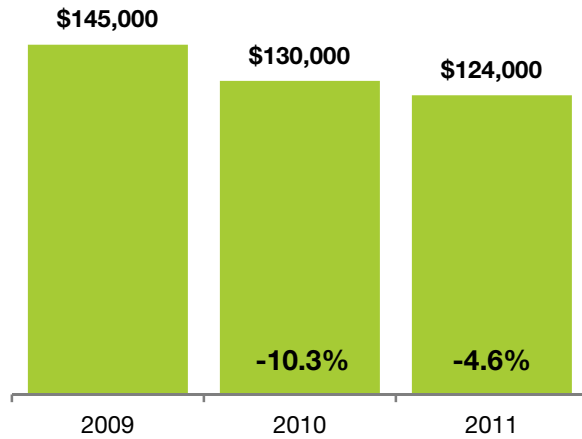
## Historical Days on Market Until Sale



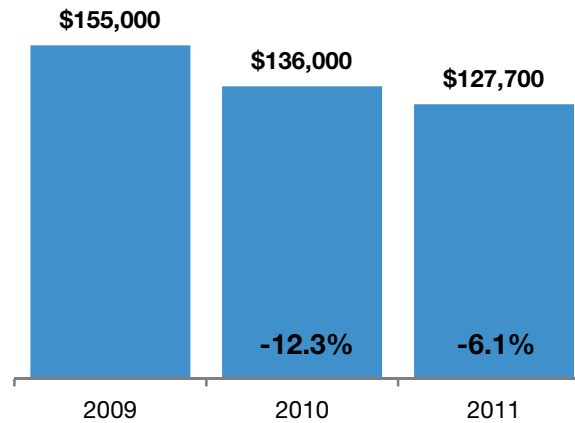
# Median Sales Price

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

## September



## Year To Date



Month	Prior Year	Current Year	+/-
October	\$145,000	<b>\$139,050</b>	-4.1%
November	\$145,473	<b>\$140,900</b>	-3.1%
December	\$140,000	<b>\$130,000</b>	-7.1%
January	\$132,500	<b>\$122,000</b>	-7.9%
February	\$133,000	<b>\$120,000</b>	-9.8%
March	\$137,500	<b>\$124,063</b>	-9.8%
April	\$136,000	<b>\$125,250</b>	-7.9%
May	\$140,000	<b>\$130,000</b>	-7.1%
June	\$140,919	<b>\$135,000</b>	-4.2%
July	\$137,990	<b>\$130,000</b>	-5.8%
August	\$135,000	<b>\$136,500</b>	+1.1%
September	\$130,000	<b>\$124,000</b>	-4.6%
12-Month Med	<b>\$139,000</b>	<b>\$129,900</b>	<b>-6.5%</b>

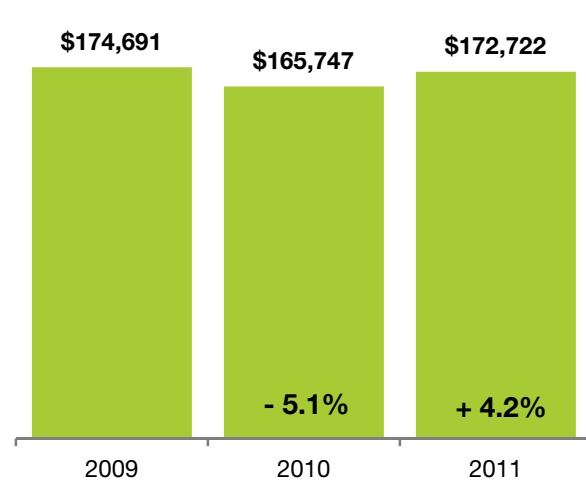
## Historical Median Sales Price



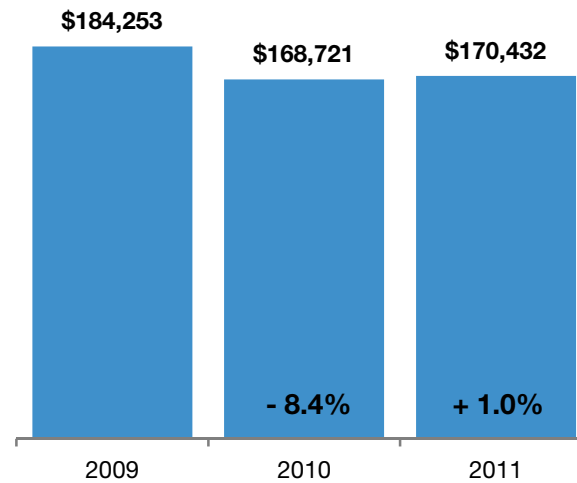
# Average Sales Price

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

## September

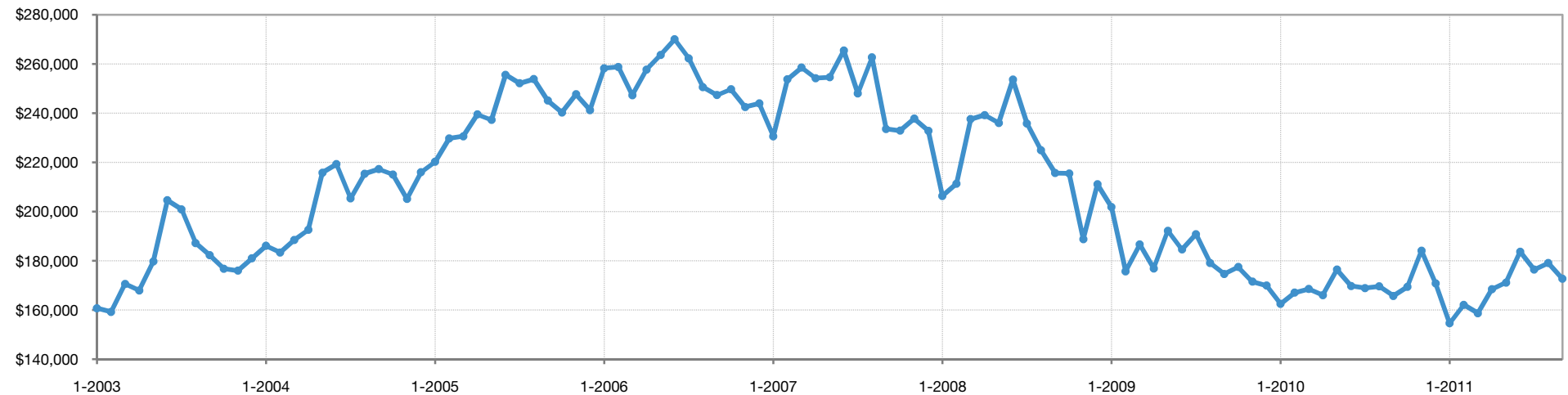


## Year To Date



Month	Prior Year	Current Year	+/-
October	\$177,494	<b>\$169,419</b>	-4.5%
November	\$171,568	<b>\$184,124</b>	+7.3%
December	\$169,934	<b>\$170,867</b>	+0.5%
January	\$162,531	<b>\$154,628</b>	-4.9%
February	\$167,078	<b>\$162,117</b>	-3.0%
March	\$168,585	<b>\$158,744</b>	-5.8%
April	\$166,079	<b>\$168,487</b>	+1.4%
May	\$176,462	<b>\$171,169</b>	-3.0%
June	\$169,772	<b>\$183,708</b>	+8.2%
July	\$168,916	<b>\$176,416</b>	+4.4%
August	\$169,658	<b>\$179,097</b>	+5.6%
September	\$165,747	<b>\$172,722</b>	+4.2%
<b>12-Month Avg</b>	<b>\$169,798</b>	<b>\$171,328</b>	<b>+0.9%</b>

## Historical Average Sales Price

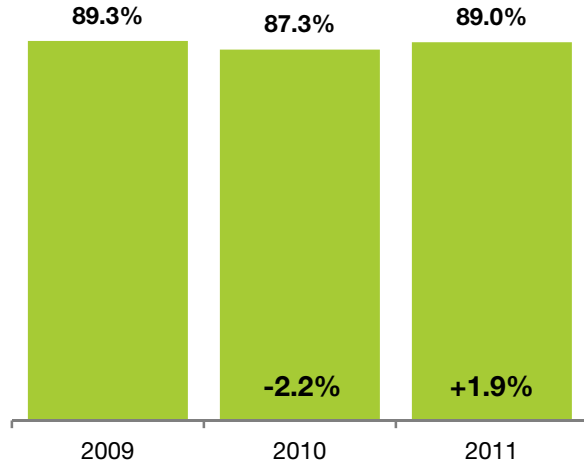


# Percent of Original List Price Received

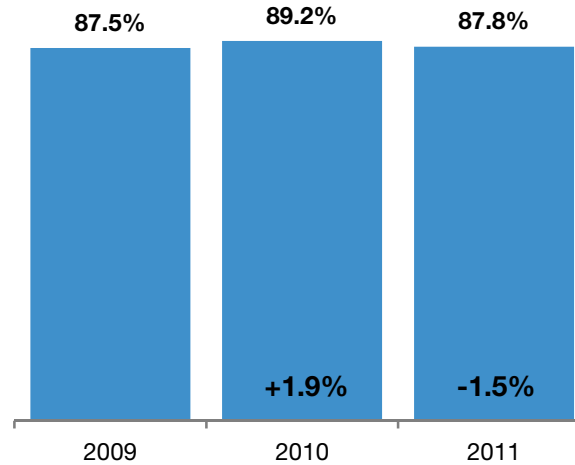
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## September

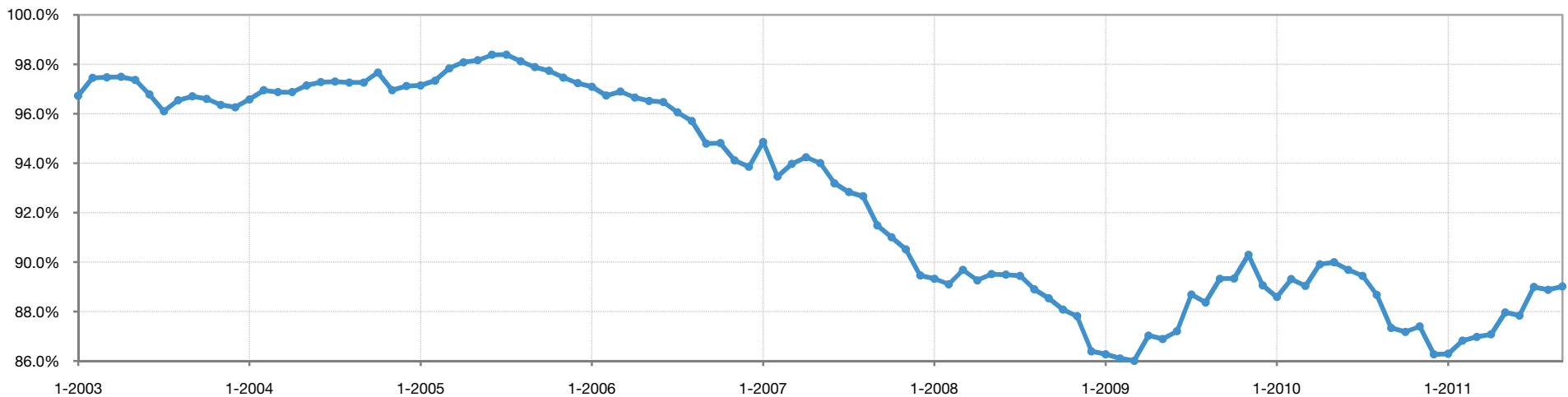


## Year To Date



Month	Prior Year	Current Year	+/-
October	89.3%	87.2%	-2.4%
November	90.3%	87.4%	-3.2%
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%	-2.2%
June	89.7%	87.8%	-2.1%
July	89.4%	89.0%	-0.5%
August	88.7%	88.9%	+0.2%
September	87.3%	89.0%	+1.9%
12-Month Avg	91.6%	90.1%	-1.7%

## Historical Percent of Original List Price Received

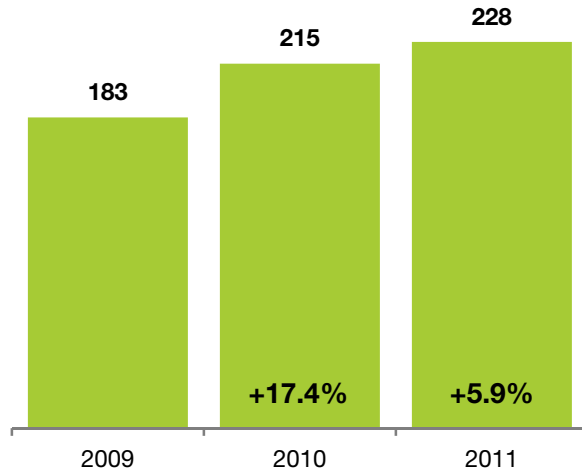


# Housing Affordability Index

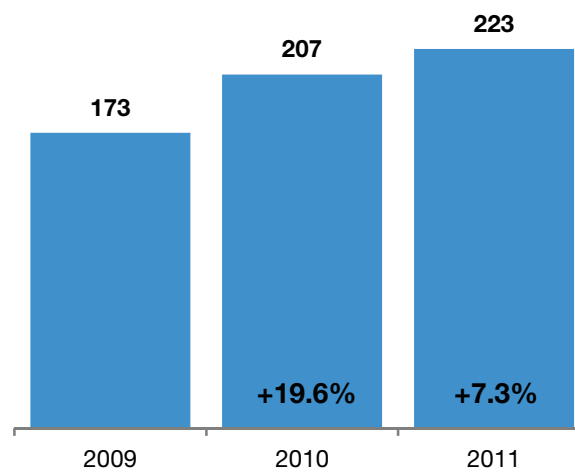
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## September

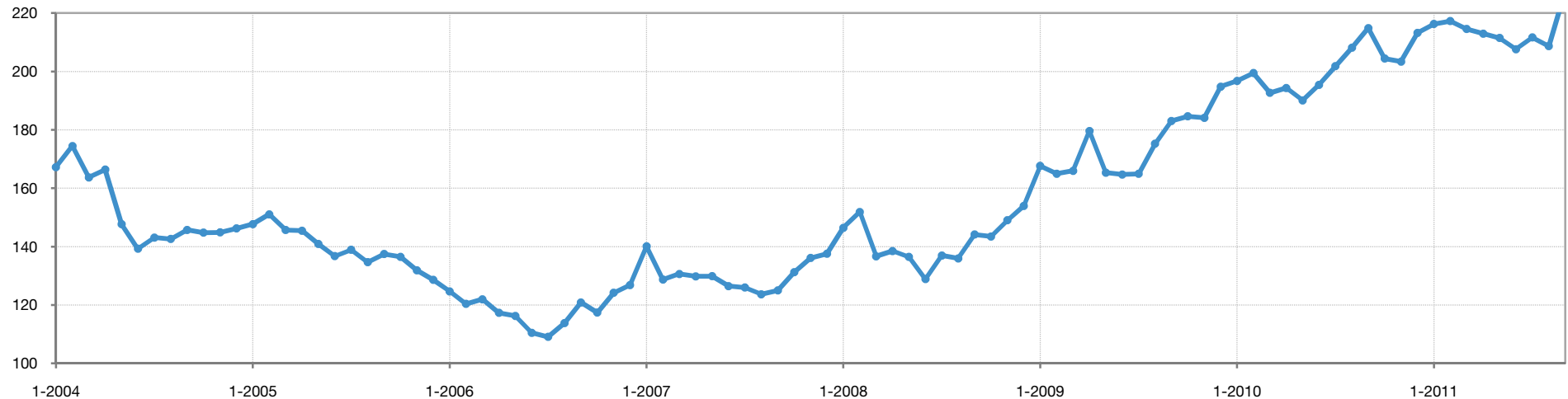


## Year To Date



Month	Prior Year	Current Year	+/-
October	185	204	+10.7%
November	184	203	+10.4%
December	195	213	+9.5%
January	197	216	+9.9%
February	199	217	+8.9%
March	193	215	+11.4%
April	194	213	+9.6%
May	190	211	+11.3%
June	195	208	+6.2%
July	202	212	+4.9%
August	208	209	+0.3%
September	215	228	+5.9%
<b>12-Month Avg</b>	<b>196</b>	<b>212</b>	<b>+8.2%</b>

## Historical Housing Affordability Index

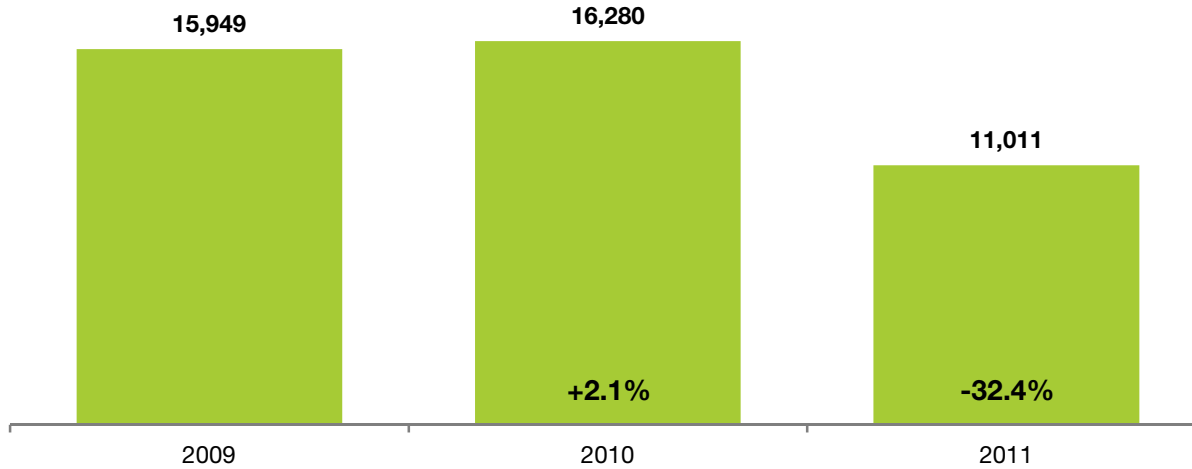


# Inventory of Homes for Sale

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

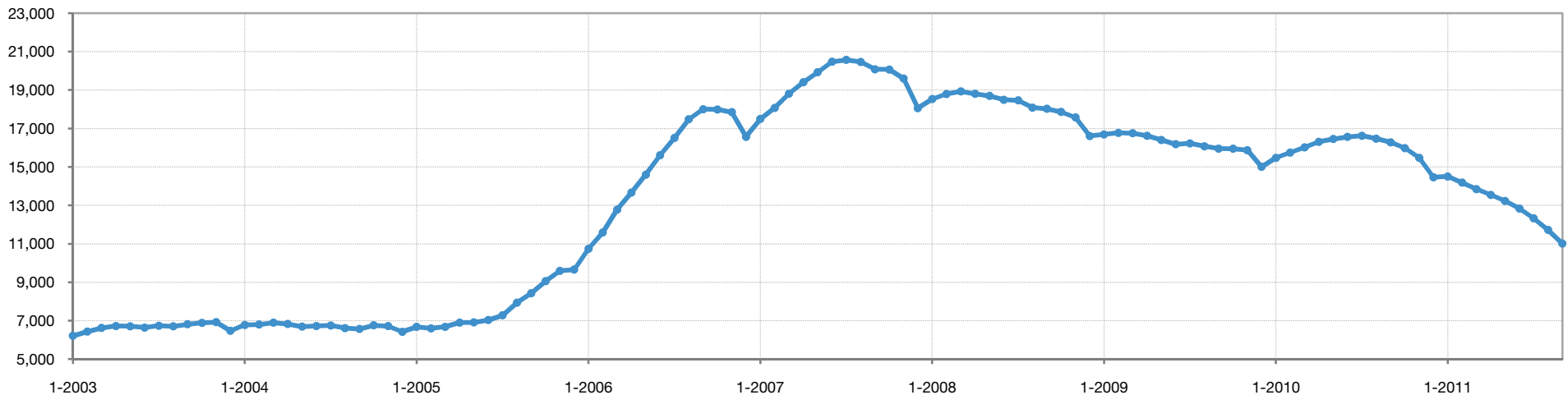


## September



Month	Prior Year	Current Year	+/-
October	15,948	15,981	+0.2%
November	15,867	15,473	-2.5%
December	15,005	14,461	-3.6%
January	15,472	14,500	-6.3%
February	15,747	14,179	-10.0%
March	16,011	13,849	-13.5%
April	16,306	13,549	-16.9%
May	16,450	13,231	-19.6%
June	16,561	12,839	-22.5%
July	16,619	12,326	-25.8%
August	16,474	11,721	-28.9%
September	16,280	11,011	-32.4%
12-Month Avg	16,062	13,593	-15.1%

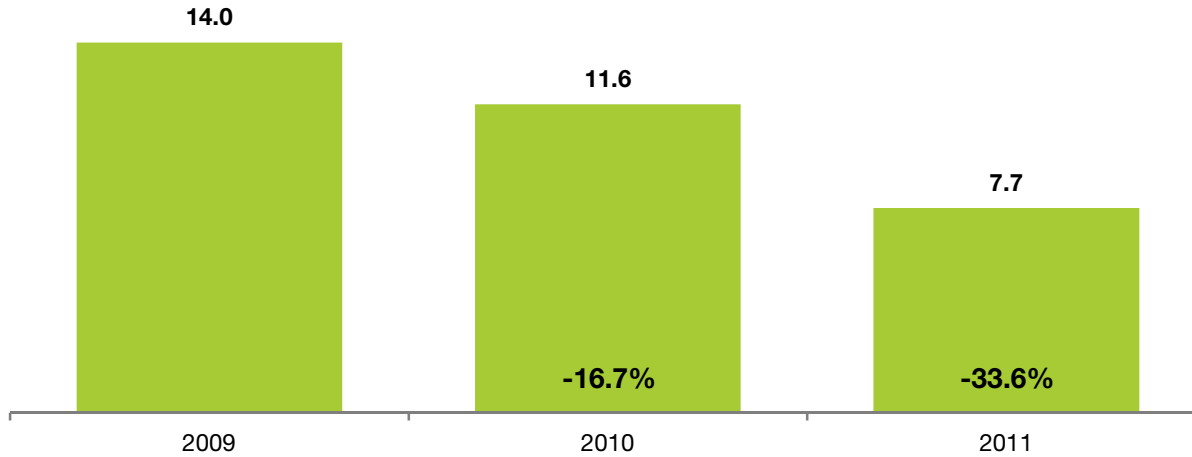
## Historical Inventory of Homes for Sale



# Months Supply of Inventory

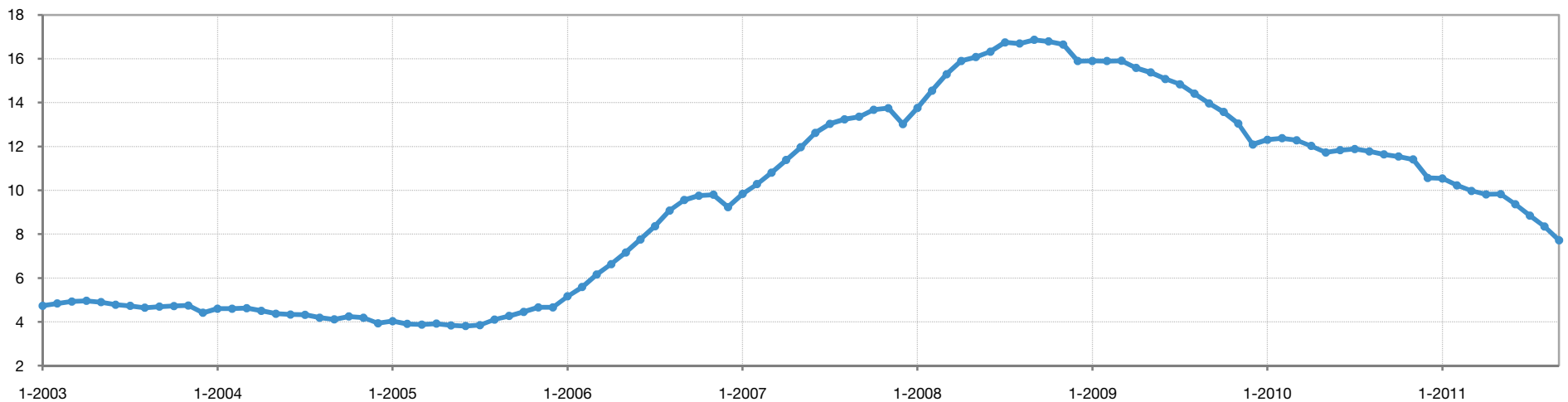
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

## September



Month	Prior Year	Current Year	+/-
October	13.6	11.5	-15.0%
November	13.0	11.4	-12.6%
December	12.1	10.6	-12.6%
January	12.3	10.5	-14.4%
February	12.4	10.2	-17.3%
March	12.3	10.0	-18.8%
April	12.0	9.8	-18.4%
May	11.7	9.8	-16.2%
June	11.8	9.4	-20.8%
July	11.9	8.8	-25.6%
August	11.8	8.4	-29.1%
September	11.6	7.7	-33.6%
12-Month Avg	12.2	9.8	-19.4%

## Historical Months Supply of Inventory



# Housing Supply Overview



## September 2011

A RESEARCH TOOL PROVIDED BY THE  
NORTHEAST FLORIDA ASSOCIATION OF REALTORS

## Quick Facts

**+ 11.7%**

**- 7.3%**

**- 1.7%**

Price Range With  
Strongest Sales:  
**\$500,000 to \$999,999**

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

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

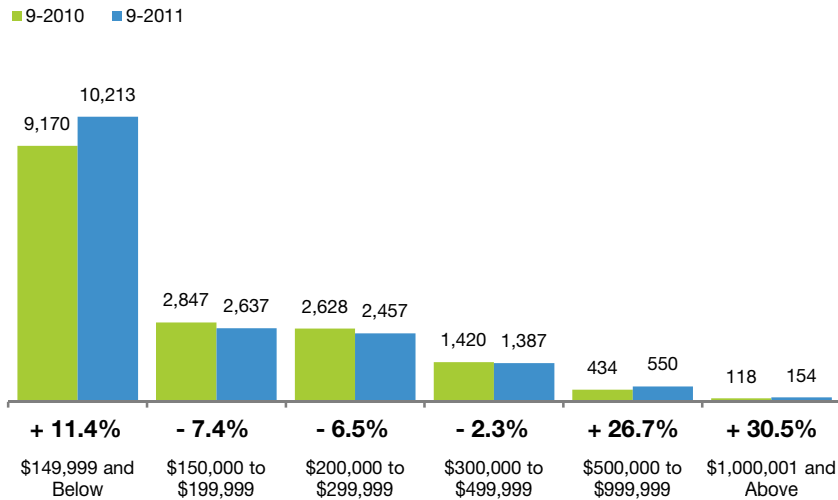
Pending Sales	<b>14</b>
Days on Market Until Sale	<b>15</b>
Median Sales Price	<b>16</b>
Percent of Original List Price Received	<b>17</b>
Inventory of Homes for Sale	<b>18</b>
Months Supply of Inventory	<b>19</b>

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

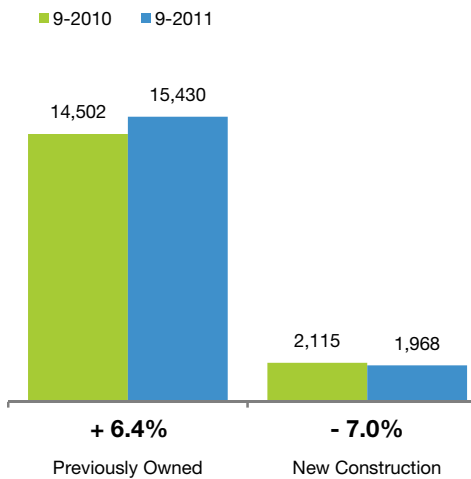
# Pending Sales

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

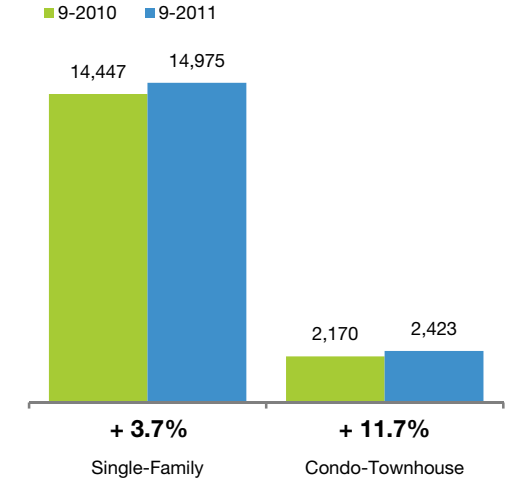
## By Price Range



## By Construction Status



## By Property Type



### All Properties

By Price Range	9-2010	9-2011	Change
\$149,999 and Below	9,170	10,213	+ 11.4%
\$150,000 to \$199,999	2,847	2,637	- 7.4%
\$200,000 to \$299,999	2,628	2,457	- 6.5%
\$300,000 to \$499,999	1,420	1,387	- 2.3%
\$500,000 to \$999,999	434	550	+ 26.7%
\$1,000,001 and Above	118	154	+ 30.5%
<b>All Price Ranges</b>	<b>16,617</b>	<b>17,398</b>	<b>+ 4.7%</b>

### Single-Family

9-2010	9-2011	Change	9-2010	9-2011	Change
7,433	8,302	+ 11.7%	1,737	1,911	+ 10.0%
2,714	2,482	- 8.5%	133	155	+ 16.5%
2,486	2,304	- 7.3%	142	153	+ 7.7%
1,314	1,271	- 3.3%	106	116	+ 9.4%
391	480	+ 22.8%	43	70	+ 62.8%
109	136	+ 24.8%	9	18	+ 100.0%
<b>14,447</b>	<b>14,975</b>	<b>+ 3.7%</b>	<b>2,170</b>	<b>2,423</b>	<b>+ 11.7%</b>

### Condo-Townhouse

By Construction Status	9-2010	9-2011	Change
Previously Owned	14,502	15,430	+ 6.4%
New Construction	2,115	1,968	- 7.0%
<b>All Property Types</b>	<b>16,617</b>	<b>17,398</b>	<b>+ 4.7%</b>

9-2010	9-2011	Change	9-2010	9-2011	Change
12,543	13,202	+ 5.3%	1,959	2,228	+ 13.7%
1,904	1,773	- 6.9%	211	195	- 7.6%
<b>14,447</b>	<b>14,975</b>	<b>+ 3.7%</b>	<b>2,170</b>	<b>2,423</b>	<b>+ 11.7%</b>

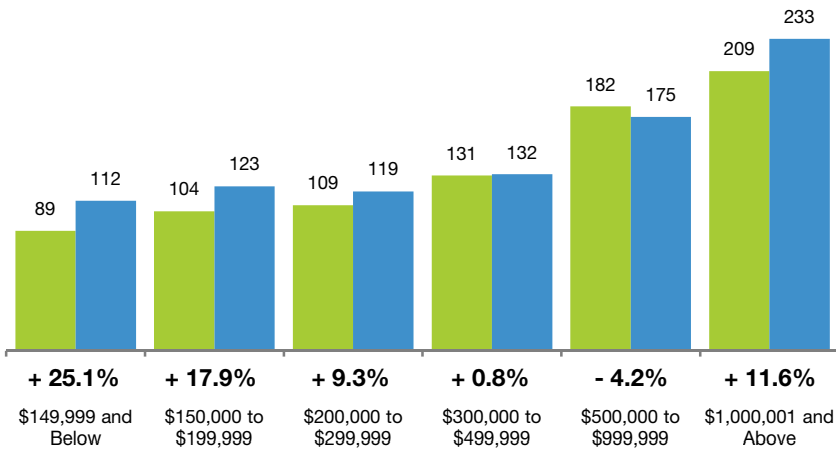
# Days on Market Until Sale

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



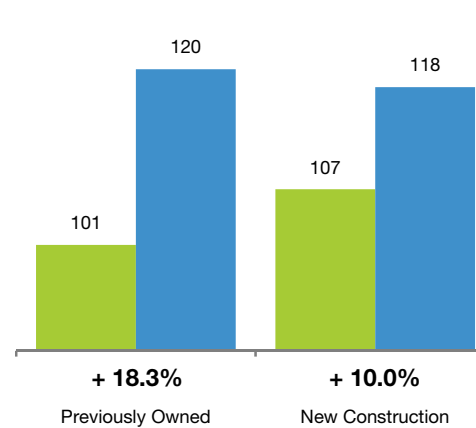
## By Price Range

■ 9-2010 ■ 9-2011



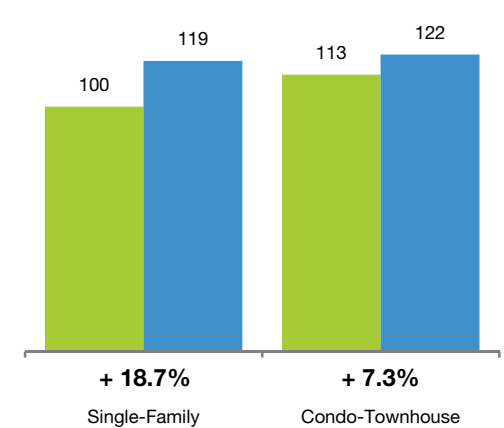
## By Construction Status

■ 9-2010 ■ 9-2011



## By Property Type

■ 9-2010 ■ 9-2011



### All Properties

#### By Price Range

	9-2010	9-2011	Change
\$149,999 and Below	89	112	+ 25.1%
\$150,000 to \$199,999	104	123	+ 17.9%
\$200,000 to \$299,999	109	119	+ 9.3%
\$300,000 to \$499,999	131	132	+ 0.8%
\$500,000 to \$999,999	182	175	- 4.2%
\$1,000,001 and Above	209	233	+ 11.6%
<b>All Price Ranges</b>	<b>102</b>	<b>119</b>	<b>+ 17.2%</b>

### Single-Family

	9-2010	9-2011	Change
Previously Owned	87	112	+ 28.2%
New Construction	101	122	+ 20.8%
Single-Family	107	117	+ 9.8%
Condo-Townhouse	128	127	- 0.7%
Single-Family	174	173	- 0.4%
Condo-Townhouse	208	232	+ 11.3%
<b>All Property Types</b>	<b>100</b>	<b>119</b>	<b>+ 18.7%</b>

### Condo-Townhouse

#### By Construction Status

	9-2010	9-2011	Change
Previously Owned	101	120	+ 18.3%
New Construction	107	118	+ 10.0%
<b>All Property Types</b>	<b>102</b>	<b>119</b>	<b>+ 17.2%</b>

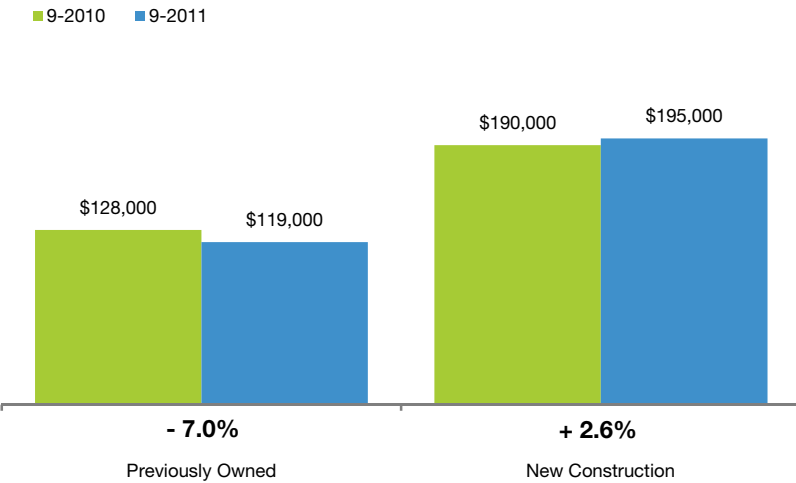
	9-2010	9-2011	Change
Single-Family	100	119	+ 19.2%
Condo-Townhouse	101	117	+ 15.6%
<b>All Property Types</b>	<b>100</b>	<b>119</b>	<b>+ 18.7%</b>

# Median Sales Price

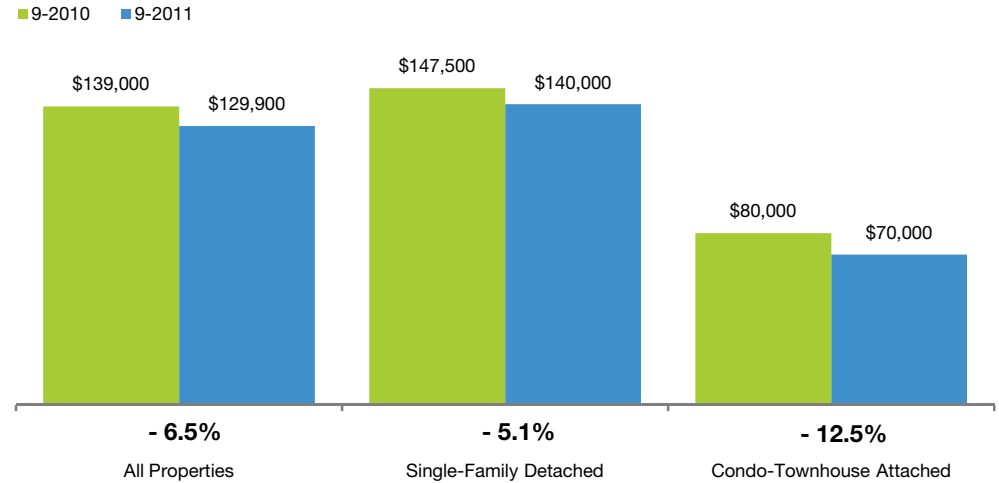
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Construction Status



## By Property Type

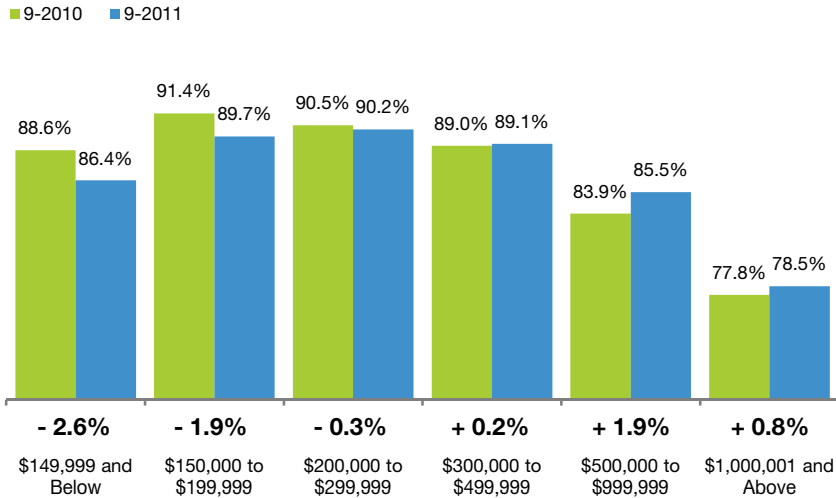


By Construction Status	All Properties			Single-Family Detached			Condo-Townhouse Attached		
	9-2010	9-2011	Change	9-2010	9-2011	Change	9-2010	9-2011	Change
Previously Owned	\$128,000	\$119,000	- 7.0%	\$137,700	\$128,875	- 6.4%	\$75,000	\$66,100	- 11.9%
New Construction	\$190,000	\$195,000	+ 2.6%	\$197,174	\$199,900	+ 1.4%	\$130,000	\$150,000	+ 15.4%
<b>All Construction Statuses</b>	<b>\$139,000</b>	<b>\$129,900</b>	<b>- 6.5%</b>	<b>\$147,500</b>	<b>\$140,000</b>	<b>- 5.1%</b>	<b>\$80,000</b>	<b>\$70,000</b>	<b>- 12.5%</b>

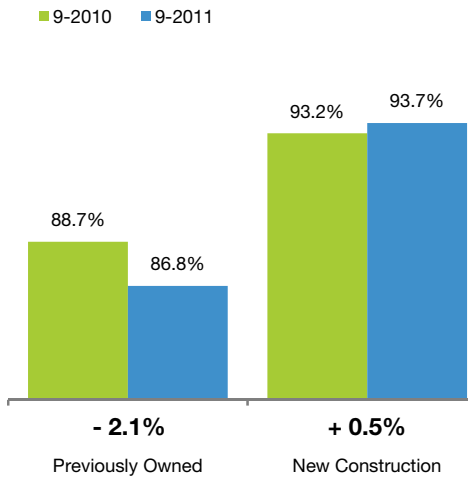
# Percent of Original List Price Received

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.**

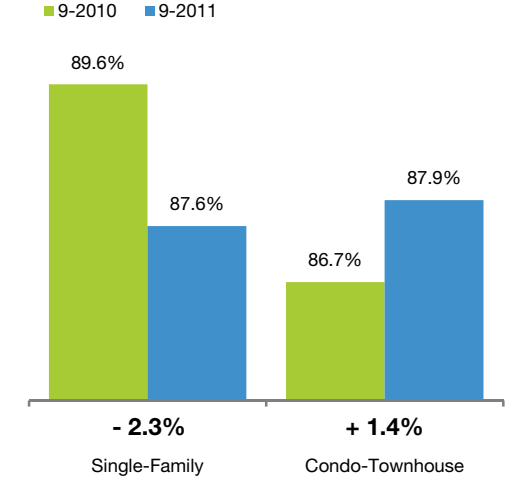
## By Price Range



## By Construction Status



## By Property Type



### All Properties

By Price Range	9-2010	9-2011	Change
\$149,999 and Below	88.6%	86.4%	- 2.6%
\$150,000 to \$199,999	91.4%	89.7%	- 1.9%
\$200,000 to \$299,999	90.5%	90.2%	- 0.3%
\$300,000 to \$499,999	89.0%	89.1%	+ 0.2%
\$500,000 to \$999,999	83.9%	85.5%	+ 1.9%
\$1,000,001 and Above	77.8%	78.5%	+ 0.8%
<b>All Price Ranges</b>	<b>89.3%</b>	<b>87.6%</b>	<b>- 1.9%</b>

### Single-Family

9-2010	9-2011	Change
89.0%	86.0%	- 3.4%
91.5%	89.7%	- 2.0%
90.6%	90.3%	- 0.3%
89.4%	89.4%	- 0.0%
84.4%	85.7%	+ 1.6%
77.9%	78.3%	+ 0.5%
<b>89.6%</b>	<b>87.6%</b>	<b>- 2.3%</b>

### Condo-Townhouse

9-2010	9-2011	Change
86.9%	88.1%	+ 1.3%
87.9%	89.0%	+ 1.2%
88.9%	89.0%	+ 0.1%
83.6%	86.1%	+ 3.0%
79.6%	83.9%	+ 5.4%
77.0%	80.0%	+ 3.9%
<b>86.7%</b>	<b>87.9%</b>	<b>+ 1.4%</b>

### By Construction Status

9-2010	9-2011	Change
88.7%	86.8%	- 2.1%
93.2%	93.7%	+ 0.5%
<b>89.3%</b>	<b>87.6%</b>	<b>- 1.9%</b>

9-2010	9-2011	Change
89.0%	86.7%	- 2.6%
93.8%	93.8%	- 0.0%
<b>89.6%</b>	<b>87.6%</b>	<b>- 2.3%</b>

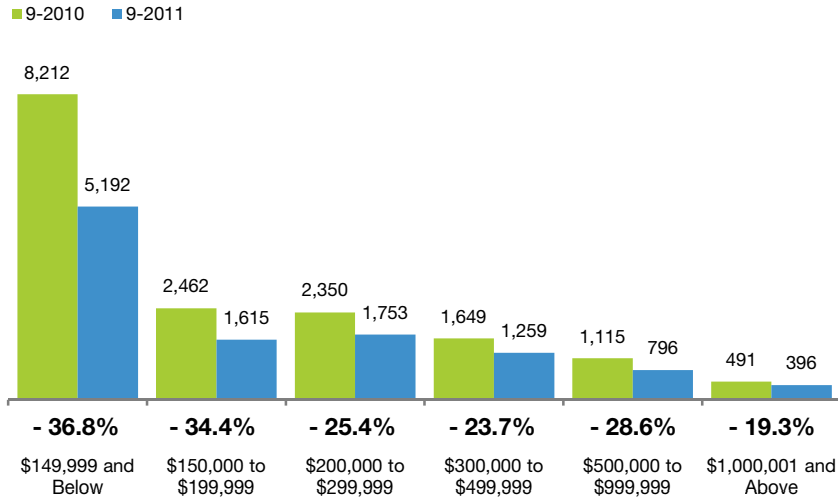
9-2010	9-2011	Change
86.6%	87.5%	+ 1.1%
88.0%	92.2%	+ 4.7%
<b>86.7%</b>	<b>87.9%</b>	<b>+ 1.4%</b>

# Inventory of Homes for Sale

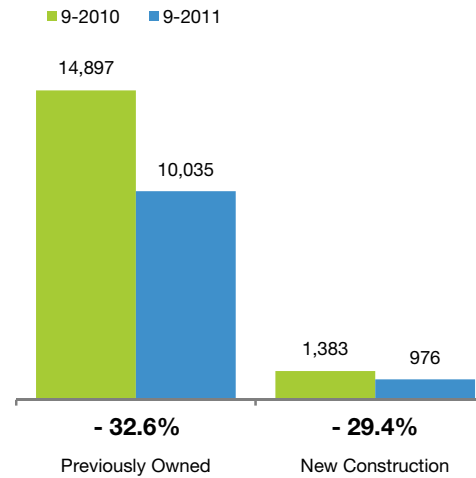
The number of properties available for sale in active status at the end of the most recent month. **Based on one month of activity.**



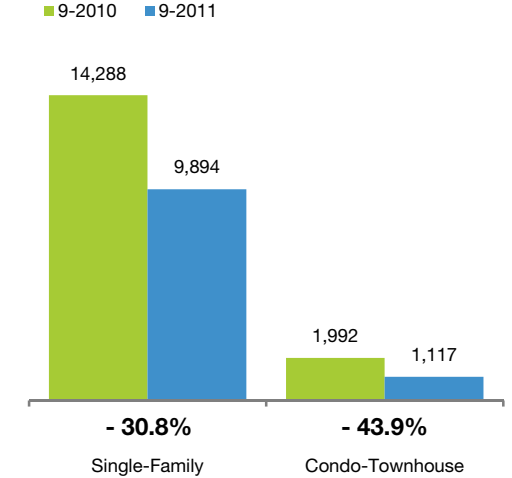
## By Price Range



## By Construction Status



## By Property Type



### All Properties

By Price Range	9-2010	9-2011	Change
\$149,999 and Below	8,212	<b>5,192</b>	-36.8%
\$150,000 to \$199,999	2,462	<b>1,615</b>	-34.4%
\$200,000 to \$299,999	2,350	<b>1,753</b>	-25.4%
\$300,000 to \$499,999	1,649	<b>1,259</b>	-23.7%
\$500,000 to \$999,999	1,115	<b>796</b>	-28.6%
\$1,000,001 and Above	491	<b>396</b>	-19.3%
<b>All Price Ranges</b>	<b>16,280</b>	<b>11,011</b>	<b>-32.4%</b>

### Single-Family

9-2010	9-2011	Change	9-2010	9-2011	Change
6,951	<b>4,644</b>	-33.2%	1,261	<b>548</b>	-56.5%
2,288	<b>1,485</b>	-35.1%	174	<b>130</b>	-25.3%
2,156	<b>1,597</b>	-25.9%	194	<b>156</b>	-19.6%
1,470	<b>1,120</b>	-23.8%	179	<b>139</b>	-22.3%
975	<b>682</b>	-30.1%	140	<b>114</b>	-18.6%
447	<b>366</b>	-18.1%	44	<b>30</b>	-31.8%
<b>14,288</b>	<b>9,894</b>	<b>-30.8%</b>	<b>1,992</b>	<b>1,117</b>	<b>-43.9%</b>

### Condo-Townhouse

By Construction Status	9-2010	9-2011	Change
Previously Owned	14,897	<b>10,035</b>	-32.6%
New Construction	1,383	<b>976</b>	-29.4%
<b>All Property Types</b>	<b>16,280</b>	<b>11,011</b>	<b>-32.4%</b>

9-2010	9-2011	Change	9-2010	9-2011	Change
13,105	<b>9,016</b>	-31.2%	1,792	<b>1,019</b>	-43.1%
1,183	<b>878</b>	-25.8%	200	<b>98</b>	-51.0%
<b>14,288</b>	<b>9,894</b>	<b>-30.8%</b>	<b>1,992</b>	<b>1,117</b>	<b>-43.9%</b>

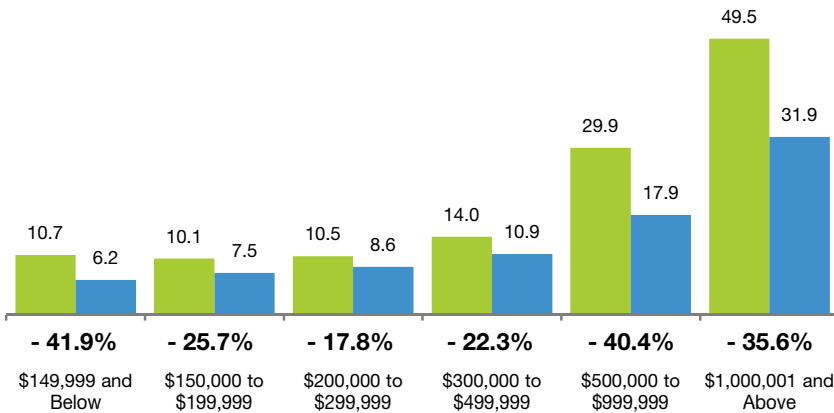
# Months Supply of Inventory

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.



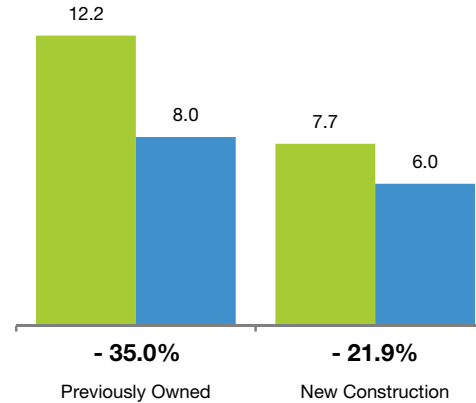
## By Price Range

■ 9-2010 ■ 9-2011



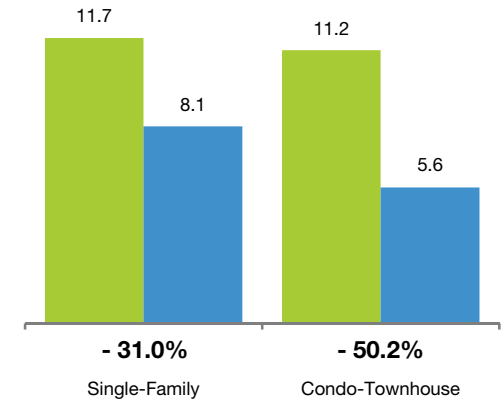
## By Construction Status

■ 9-2010 ■ 9-2011



## By Property Type

■ 9-2010 ■ 9-2011



### All Properties

#### By Price Range

	9-2010	9-2011	Change
\$149,999 and Below	10.7	6.2	- 41.9%
\$150,000 to \$199,999	10.1	7.5	- 25.7%
\$200,000 to \$299,999	10.5	8.6	- 17.8%
\$300,000 to \$499,999	14.0	10.9	- 22.3%
\$500,000 to \$999,999	29.9	17.9	- 40.4%
\$1,000,001 and Above	49.5	31.9	- 35.6%
<b>All Price Ranges</b>	<b>11.6</b>	<b>7.7</b>	<b>- 33.6%</b>

### Single-Family

	9-2010	9-2011	Change
Single-Family	11.2	6.9	- 38.4%
Condo-Townhouse	8.8	3.5	- 60.7%
Single-Family	9.8	7.3	- 25.5%
Condo-Townhouse	15.8	10.5	- 33.4%
Single-Family	10.1	8.4	- 16.8%
Condo-Townhouse	17.8	11.3	- 36.2%
Single-Family	13.5	10.5	- 21.8%
Condo-Townhouse	20.3	14.6	- 27.8%
Single-Family	29.2	17.5	- 39.9%
Condo-Townhouse	33.5	20.1	- 39.9%
Single-Family	48.8	33.5	- 31.2%
Condo-Townhouse	24.4	15.0	- 38.6%
<b>All Property Types</b>	<b>11.7</b>	<b>8.1</b>	<b>- 31.0%</b>
<b>All Property Types</b>	<b>11.2</b>	<b>5.6</b>	<b>- 50.2%</b>

### Condo-Townhouse

#### By Construction Status

	9-2010	9-2011	Change
Previously Owned	12.2	8.0	- 35.0%
New Construction	7.7	6.0	- 21.9%
<b>All Property Types</b>	<b>11.6</b>	<b>7.7</b>	<b>- 33.6%</b>

	9-2010	9-2011	Change
Single-Family	12.4	8.4	- 32.3%
Condo-Townhouse	11.3	5.5	- 51.1%
Single-Family	7.4	6.0	- 18.7%
Condo-Townhouse	10.3	6.1	- 40.8%
<b>All Property Types</b>	<b>11.7</b>	<b>8.1</b>	<b>- 31.0%</b>
<b>All Property Types</b>	<b>11.2</b>	<b>5.6</b>	<b>- 50.2%</b>

# Local Market Update – September 2011

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



## Southside / Mandarin /

**- 9.5%**

**+ 10.0%**

**0.0%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 01

### September

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	221	200	- 9.5%	2,613	1,978	- 24.3%
Closed Sales	120	132	+ 10.0%	1,184	1,175	- 0.8%
Median Sales Price*	\$145,000	\$145,000	0.0%	\$152,000	\$142,000	- 6.6%
Percent of Original List Price Received*	87.9%	89.6%	+ 2.0%	90.2%	88.4%	- 2.1%
Days on Market Until Sale	89	113	+ 26.7%	103	123	+ 19.8%
Inventory of Homes for Sale	1,445	981	- 32.1%	--	--	--
Months Supply of Inventory	11.2	7.1	- 36.3%	--	--	--

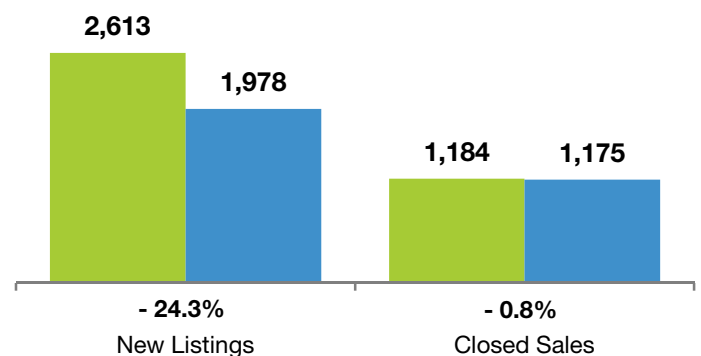
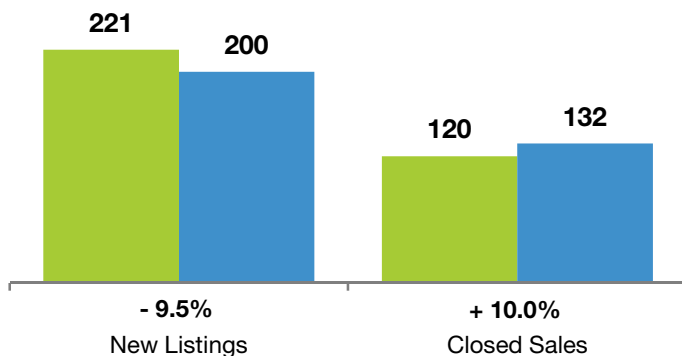
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### September

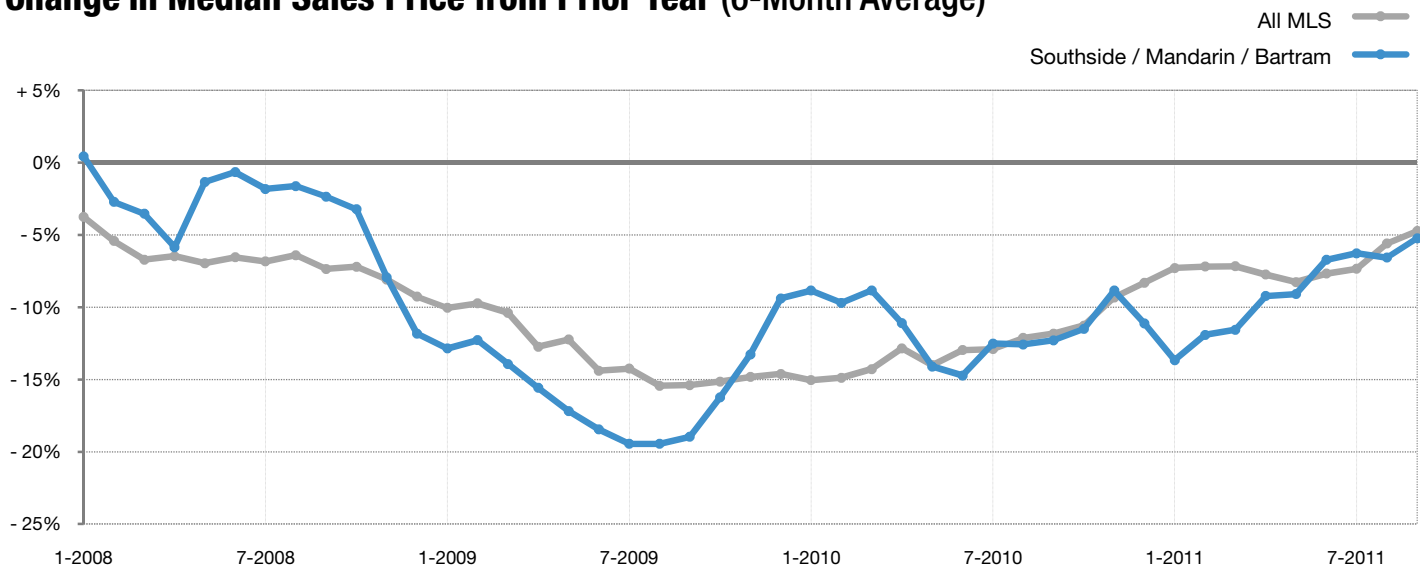
■ 2010 ■ 2011

### 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. | Current as of October 11, 2011. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

# Local Market Update – September 2011

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



NORTHEAST FLORIDA  
ASSOCIATION OF REALTORS

## Southside

**- 25.6%**

**+ 7.0%**

**- 34.1%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 02

### September

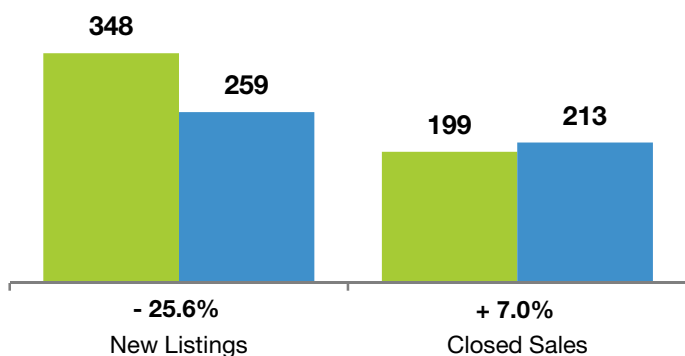
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	348	259	- 25.6%	3,616	2,659	- 26.5%
Closed Sales	199	213	+ 7.0%	1,811	1,842	+ 1.7%
Median Sales Price*	\$140,000	\$92,250	- 34.1%	\$127,650	\$98,200	- 23.1%
Percent of Original List Price Received*	88.1%	91.5%	+ 3.8%	90.1%	88.7%	- 1.5%
Days on Market Until Sale	96	97	+ 0.6%	95	114	+ 19.6%
Inventory of Homes for Sale	1,901	1,104	- 41.9%	--	--	--
Months Supply of Inventory	9.6	5.5	- 42.9%	--	--	--

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

### September

■ 2010 ■ 2011

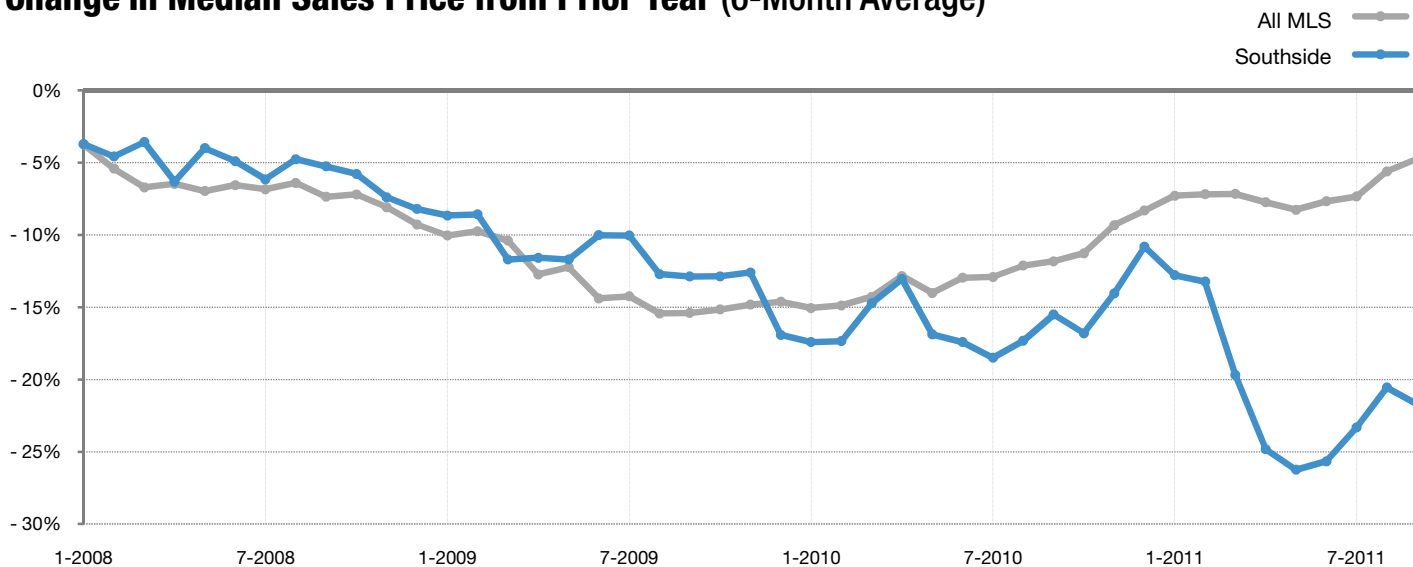


### Year to Date

■ 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. | Current as of October 11, 2011. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

# Local Market Update – September 2011

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



## Riverside / Avondale / Ortega

Region 03

**- 29.0%**

Change in  
New Listings

**+ 66.7%**

Change in  
Closed Sales

**- 35.8%**

Change in  
Median Sales Price

**September**

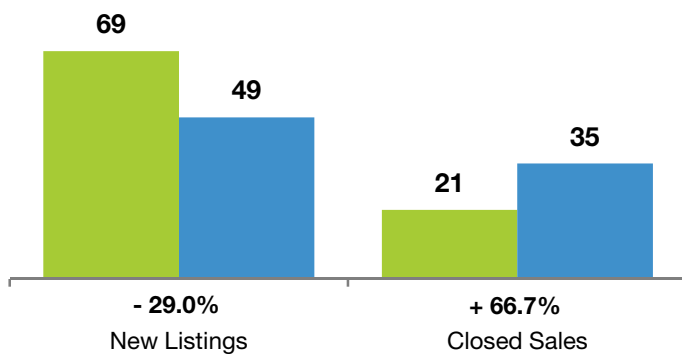
**Year to Date**

	2010	2011	+ / -	2010	2011	+ / -
New Listings	69	49	- 29.0%	610	545	- 10.7%
Closed Sales	21	35	+ 66.7%	207	242	+ 16.9%
Median Sales Price*	\$265,001	\$170,000	- 35.8%	\$190,000	\$178,500	- 6.1%
Percent of Original List Price Received*	84.5%	86.4%	+ 2.3%	86.5%	86.3%	- 0.2%
Days on Market Until Sale	123	142	+ 15.7%	120	146	+ 21.4%
Inventory of Homes for Sale	382	309	- 19.1%	--	--	--
Months Supply of Inventory	17.2	11.1	- 35.1%	--	--	--

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

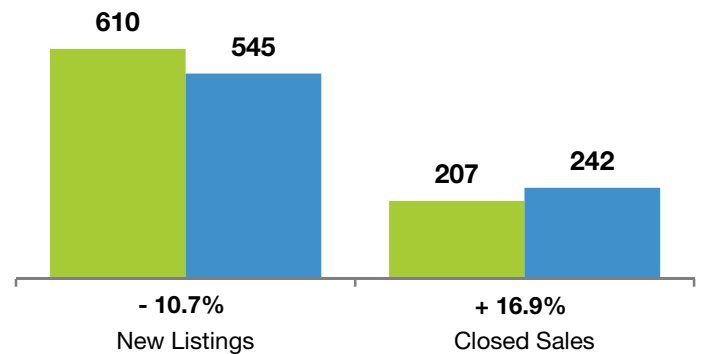
### September

■ 2010 ■ 2011

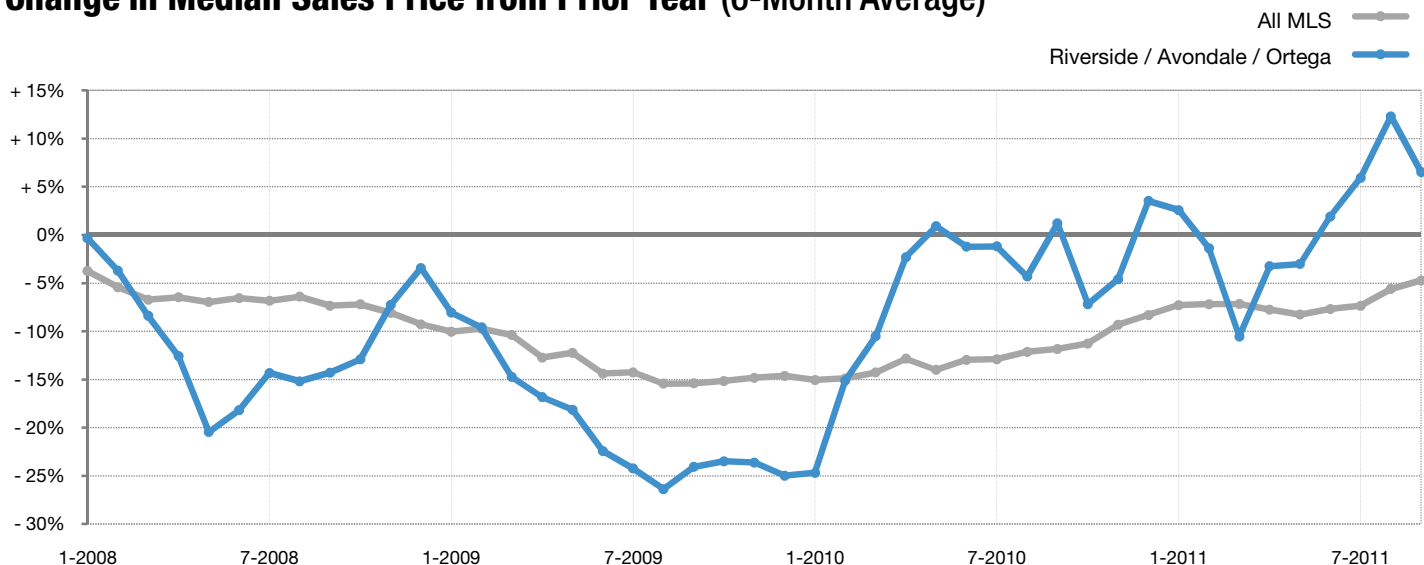


### Year to Date

■ 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. | Current as of October 11, 2011. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

# Local Market Update – September 2011

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



## Arlington / Fort Caroline

Region 04

**- 27.9%**

**+ 13.4%**

**+ 1.8%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	204	147	- 27.9%	2,095	1,551	- 26.0%
Closed Sales	97	110	+ 13.4%	969	925	- 4.5%
Median Sales Price*	\$100,000	\$101,750	+ 1.8%	\$120,000	\$107,000	- 10.8%
Percent of Original List Price Received*	85.6%	85.9%	+ 0.3%	89.8%	86.0%	- 4.2%
Days on Market Until Sale	92	122	+ 33.4%	87	115	+ 32.5%
Inventory of Homes for Sale	1,145	742	- 35.2%	--	--	--
Months Supply of Inventory	10.4	7.1	- 32.4%	--	--	--

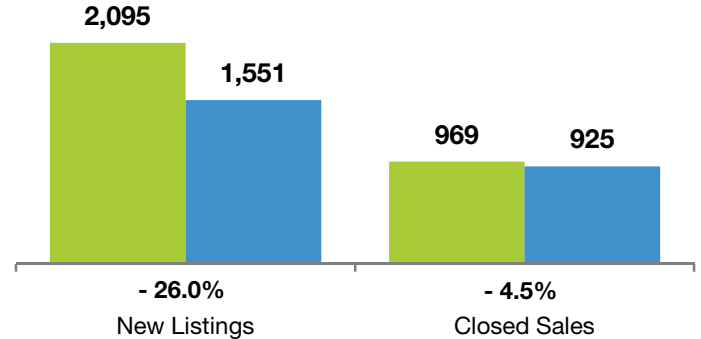
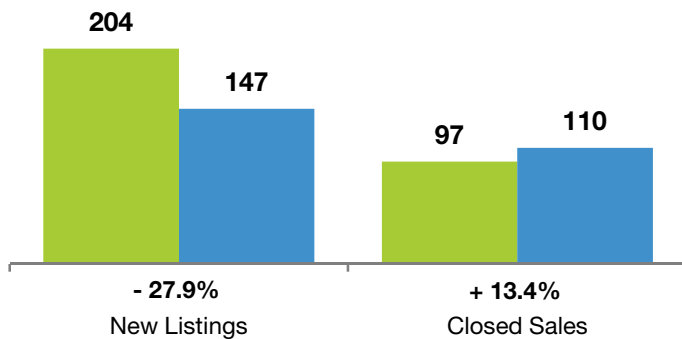
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### September

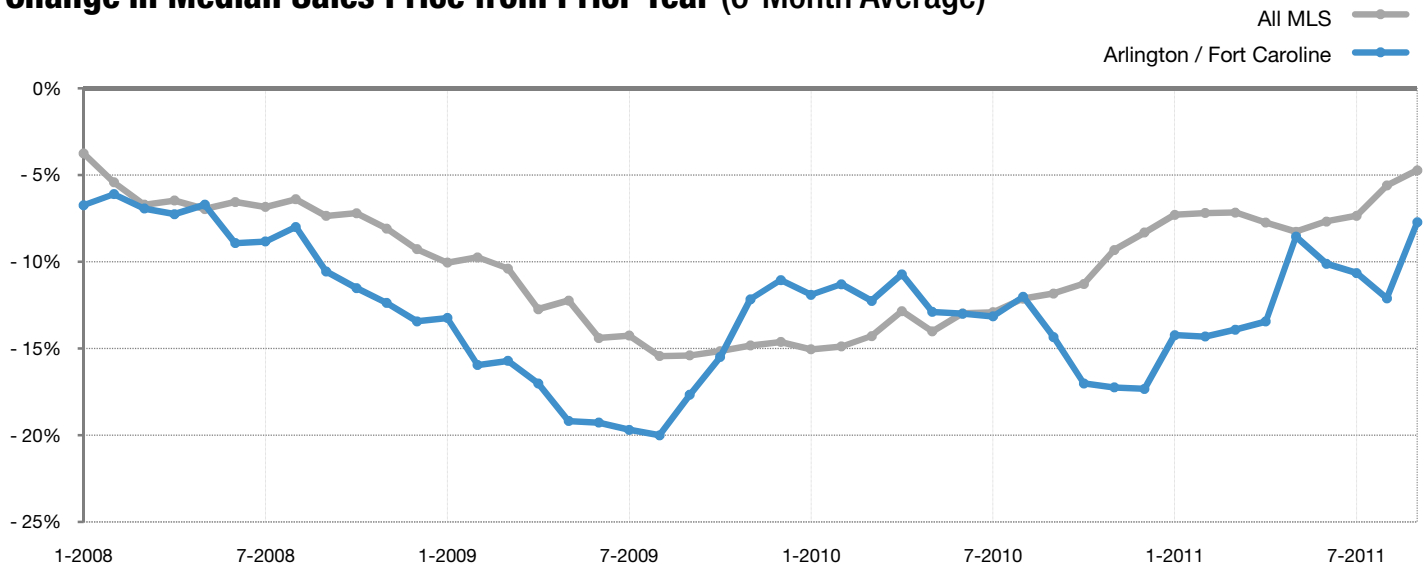
■ 2010 ■ 2011

### 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. | Current as of October 11, 2011. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

# Local Market Update – September 2011

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



## Hyde Grove / Murray Hill / Lakeshore / Wesconnett

**- 23.0%**

Change in  
New Listings

**- 1.5%**

Change in  
Closed Sales

**+ 17.1%**

Change in  
Median Sales Price

### Region 05

### September

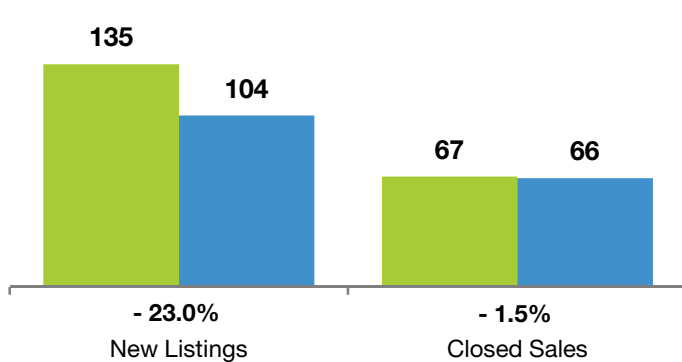
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	135	104	- 23.0%	1,268	987	- 22.2%
Closed Sales	67	66	- 1.5%	553	508	- 8.1%
Median Sales Price*	\$51,250	\$60,000	+ 17.1%	\$65,500	\$54,400	- 16.9%
Percent of Original List Price Received*	86.4%	90.5%	+ 4.8%	88.2%	87.1%	- 1.2%
Days on Market Until Sale	82	80	- 1.7%	84	103	+ 23.4%
Inventory of Homes for Sale	686	476	- 30.6%	--	--	--
Months Supply of Inventory	10.8	8.4	- 21.8%	--	--	--

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

### September

■ 2010 ■ 2011

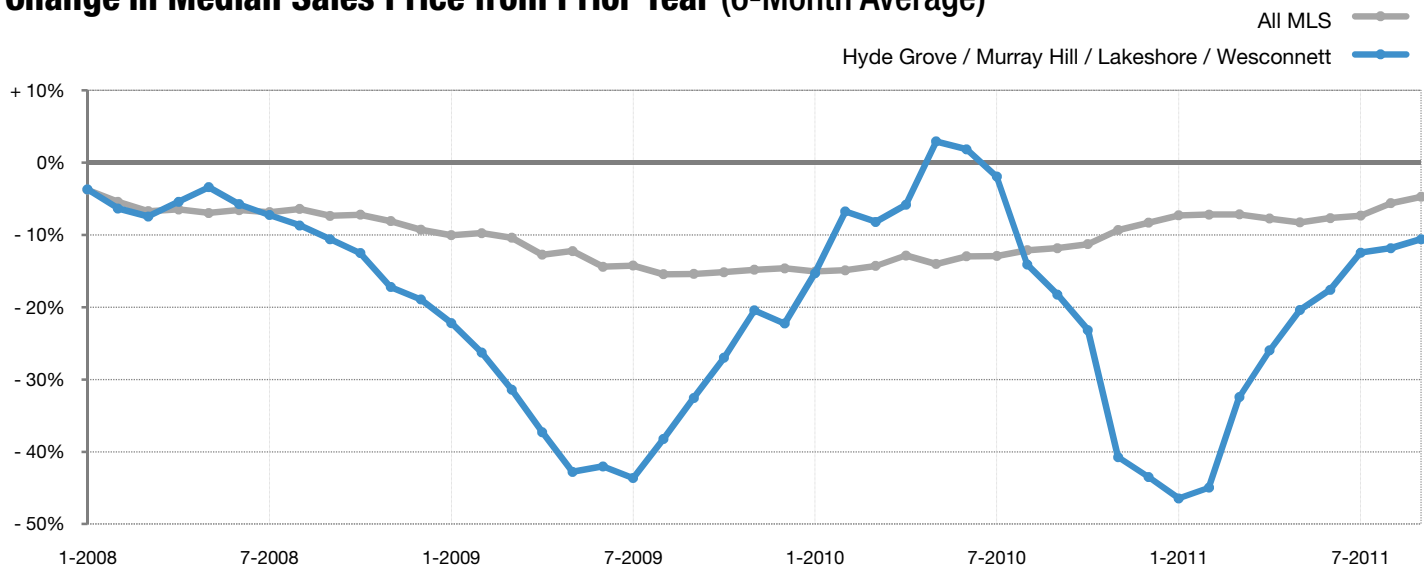


### Year to Date

■ 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. | Current as of October 11, 2011. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

# Local Market Update – September 2011

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



## West Jacksonville

**- 36.1%**

Change in  
New Listings

**- 24.7%**

Change in  
Closed Sales

**+ 8.0%**

Change in  
Median Sales Price

### Region 06

### September

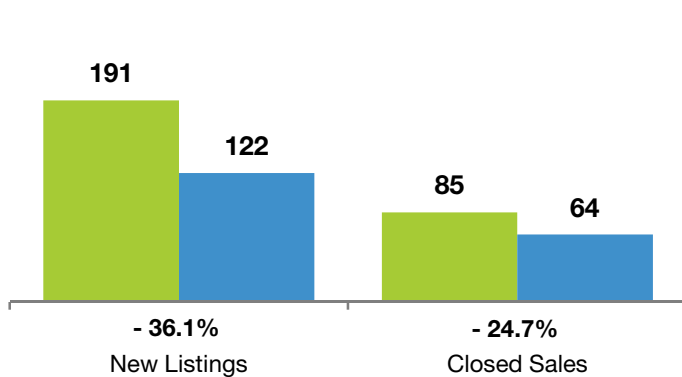
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	191	122	- 36.1%	1,899	1,296	- 31.8%
Closed Sales	85	64	- 24.7%	918	814	- 11.3%
Median Sales Price*	\$75,000	\$81,000	+ 8.0%	\$104,920	\$88,000	- 16.1%
Percent of Original List Price Received*	85.9%	83.6%	- 2.6%	91.4%	86.4%	- 5.4%
Days on Market Until Sale	102	139	+ 36.1%	86	123	+ 43.1%
Inventory of Homes for Sale	1,009	581	- 42.4%	--	--	--
Months Supply of Inventory	9.6	6.3	- 34.6%	--	--	--

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

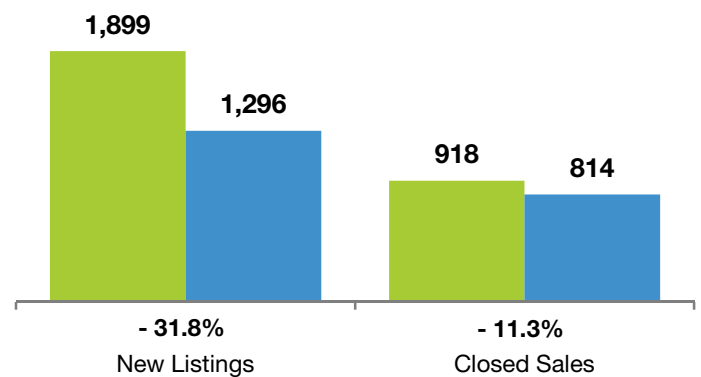
### September

■ 2010 ■ 2011

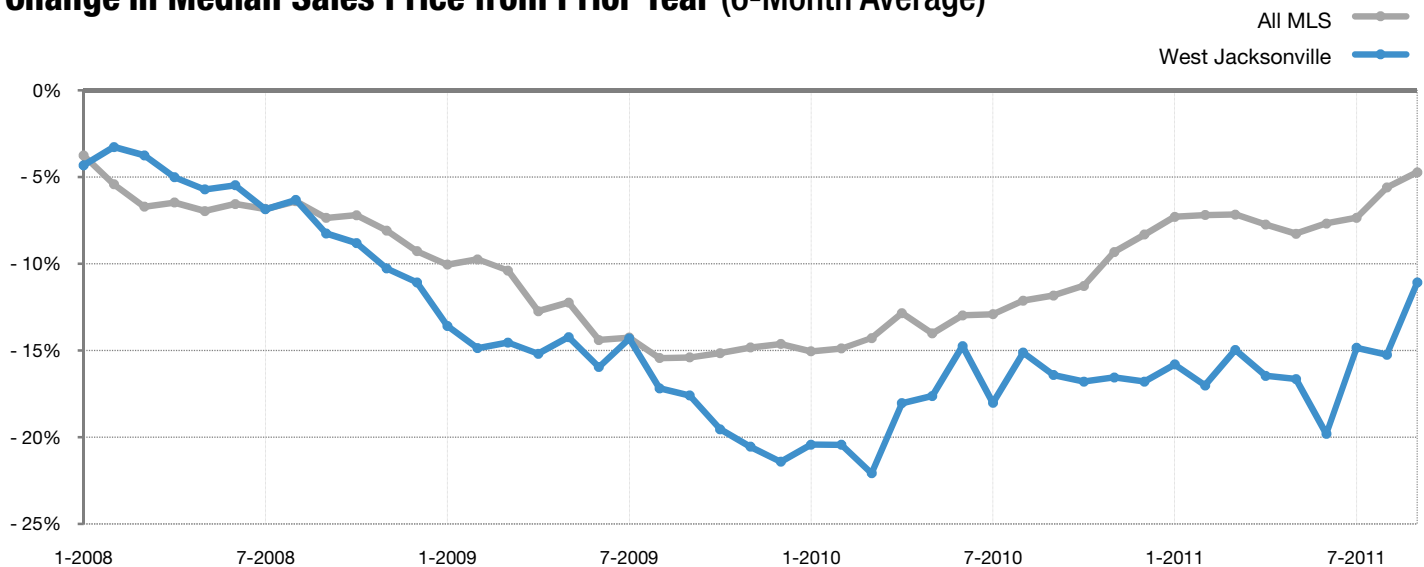


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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



## Springfield / Downtown / Paxon / Trout River South

**+ 0.8%**

Change in  
New Listings

**- 18.6%**

Change in  
Closed Sales

**+ 15.3%**

Change in  
Median Sales Price

### Region 07

### September

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	127	128	+ 0.8%	1,684	1,238	- 26.5%
Closed Sales	70	57	- 18.6%	742	603	- 18.7%
Median Sales Price*	\$19,000	\$21,900	+ 15.3%	\$19,500	\$20,150	+ 3.3%
Percent of Original List Price Received*	82.3%	86.7%	+ 5.4%	87.3%	86.3%	- 1.1%
Days on Market Until Sale	87	110	+ 27.0%	73	103	+ 40.8%
Inventory of Homes for Sale	927	660	- 28.8%	--	--	--
Months Supply of Inventory	11.3	9.3	- 17.3%	--	--	--

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

### September

■ 2010 ■ 2011

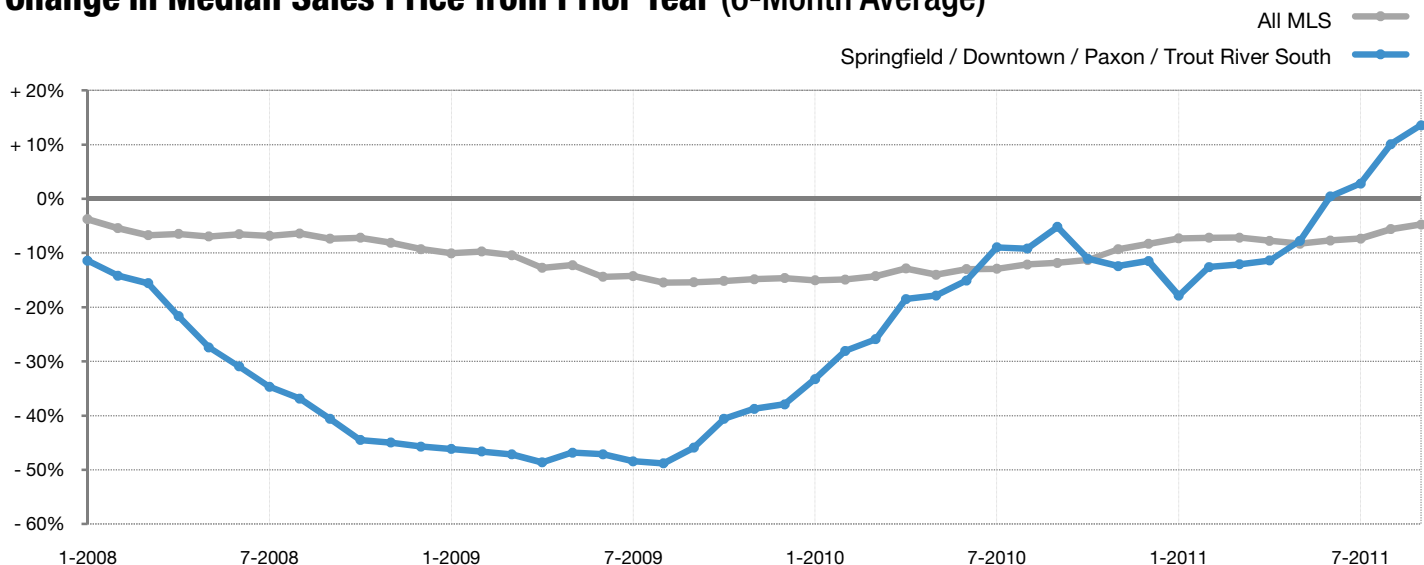


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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



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

Region 08

**+ 42.9%**

**- 80.0%**

**- 6.6%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

September

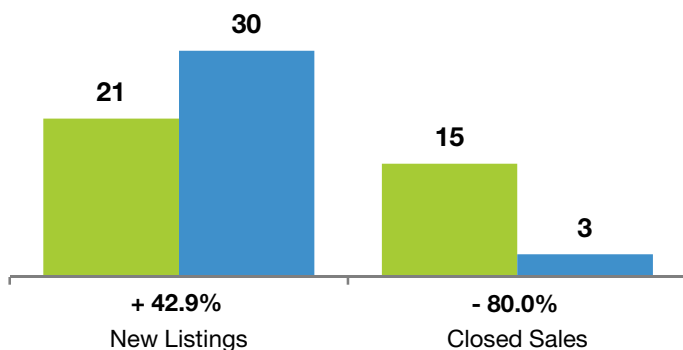
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	21	30	+ 42.9%	314	227	- 27.7%
Closed Sales	15	3	- 80.0%	119	119	0.0%
Median Sales Price*	\$109,750	\$102,520	- 6.6%	\$119,970	\$106,000	- 11.6%
Percent of Original List Price Received*	81.3%	74.6%	- 8.3%	88.0%	84.8%	- 3.6%
Days on Market Until Sale	112	92	- 17.7%	93	122	+ 31.1%
Inventory of Homes for Sale	185	131	- 29.2%	--	--	--
Months Supply of Inventory	12.9	10.1	- 21.9%	--	--	--

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

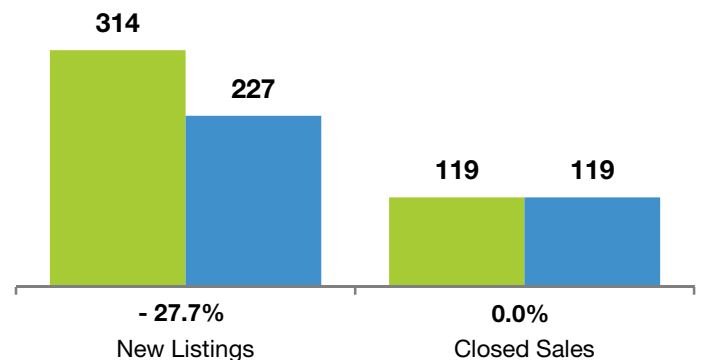
### September

■ 2010 ■ 2011

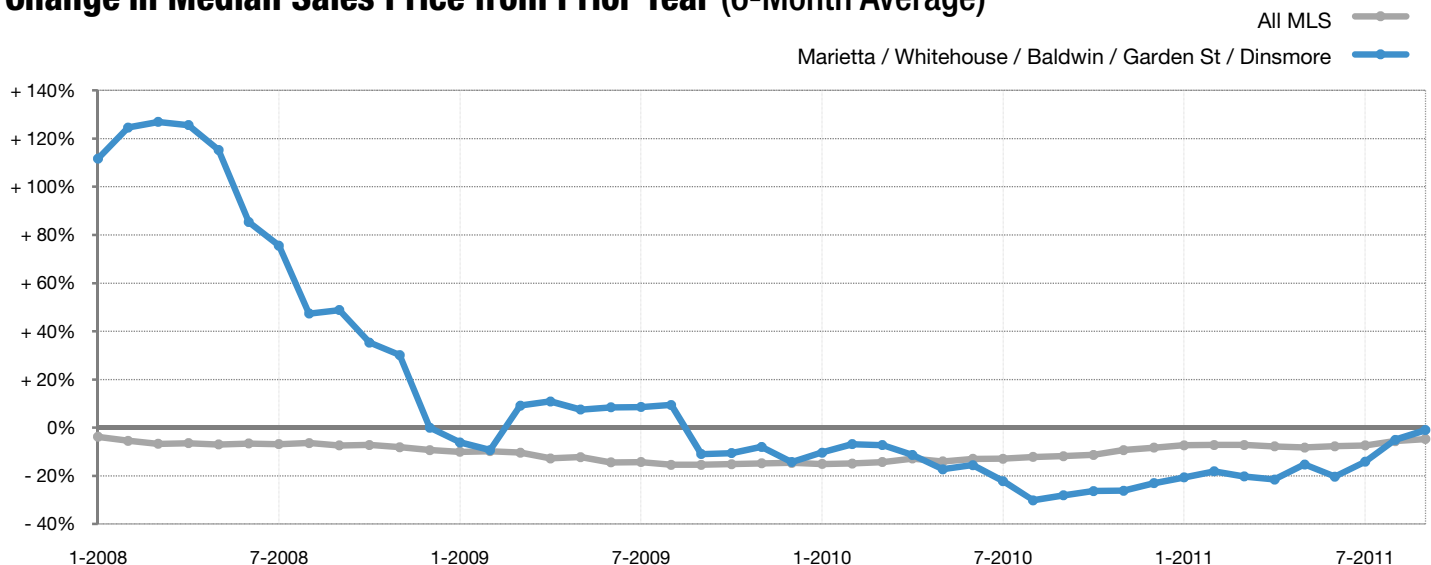


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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



## Jacksonville - North

Region 09

**- 33.3%**

Change in  
New Listings

**- 23.6%**

Change in  
Closed Sales

**- 1.2%**

Change in  
Median Sales Price

	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	153	102	- 33.3%	1,442	1,064	- 26.2%
Closed Sales	72	55	- 23.6%	684	616	- 9.9%
Median Sales Price*	\$123,950	\$122,500	- 1.2%	\$144,000	\$124,950	- 13.2%
Percent of Original List Price Received*	87.3%	87.8%	+ 0.6%	90.1%	87.5%	- 2.9%
Days on Market Until Sale	122	141	+ 15.8%	105	129	+ 22.8%
Inventory of Homes for Sale	833	561	- 32.7%	--	--	--
Months Supply of Inventory	10.9	7.6	- 30.7%	--	--	--

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

### September

■ 2010 ■ 2011

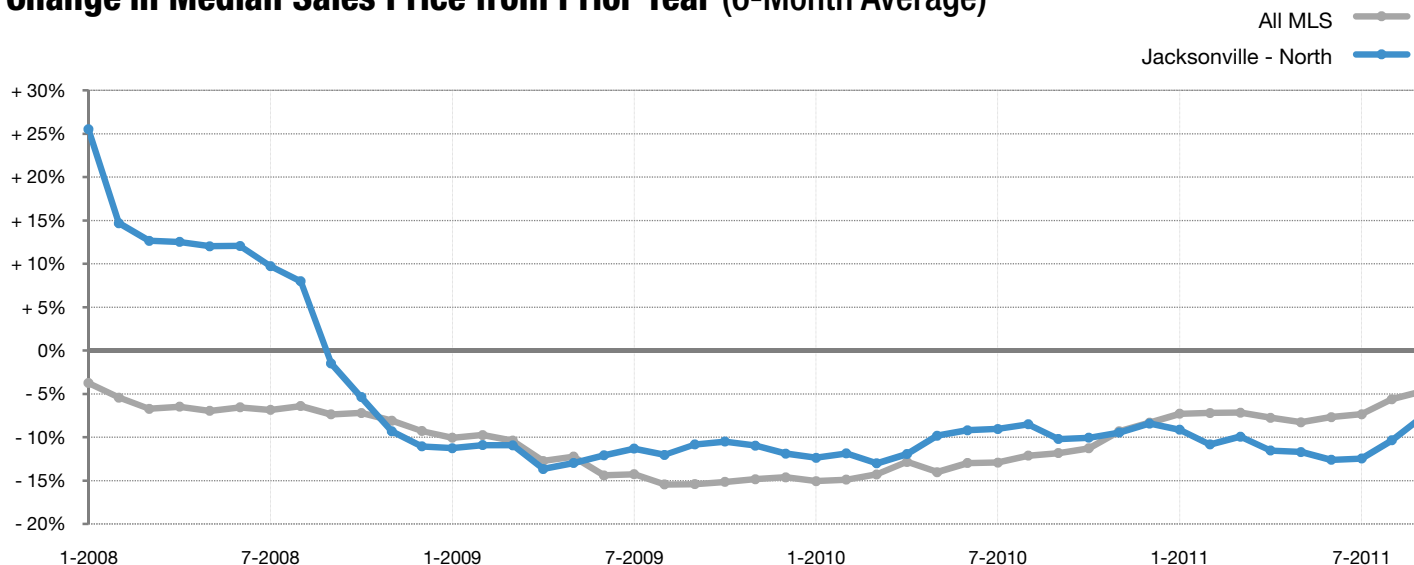


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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## Fleming Island Area

Region 12

**- 46.5%**

**+ 27.3%**

**+ 3.3%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	86	46	- 46.5%	782	567	- 27.5%
Closed Sales	33	42	+ 27.3%	274	342	+ 24.8%
Median Sales Price*	\$184,000	\$190,000	+ 3.3%	\$203,000	\$190,000	- 6.4%
Percent of Original List Price Received*	91.8%	90.0%	- 1.9%	90.2%	89.0%	- 1.4%
Days on Market Until Sale	87	118	+ 35.3%	105	114	+ 8.8%
Inventory of Homes for Sale	404	244	- 39.6%	--	--	--
Months Supply of Inventory	12.2	6.2	- 48.7%	--	--	--

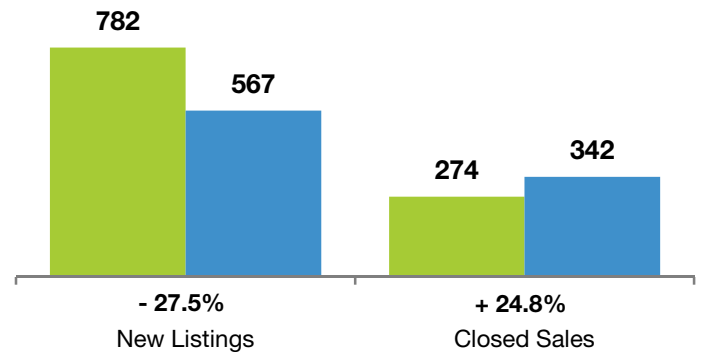
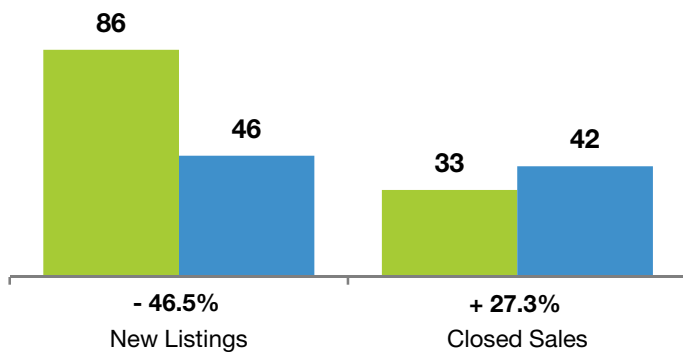
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### September

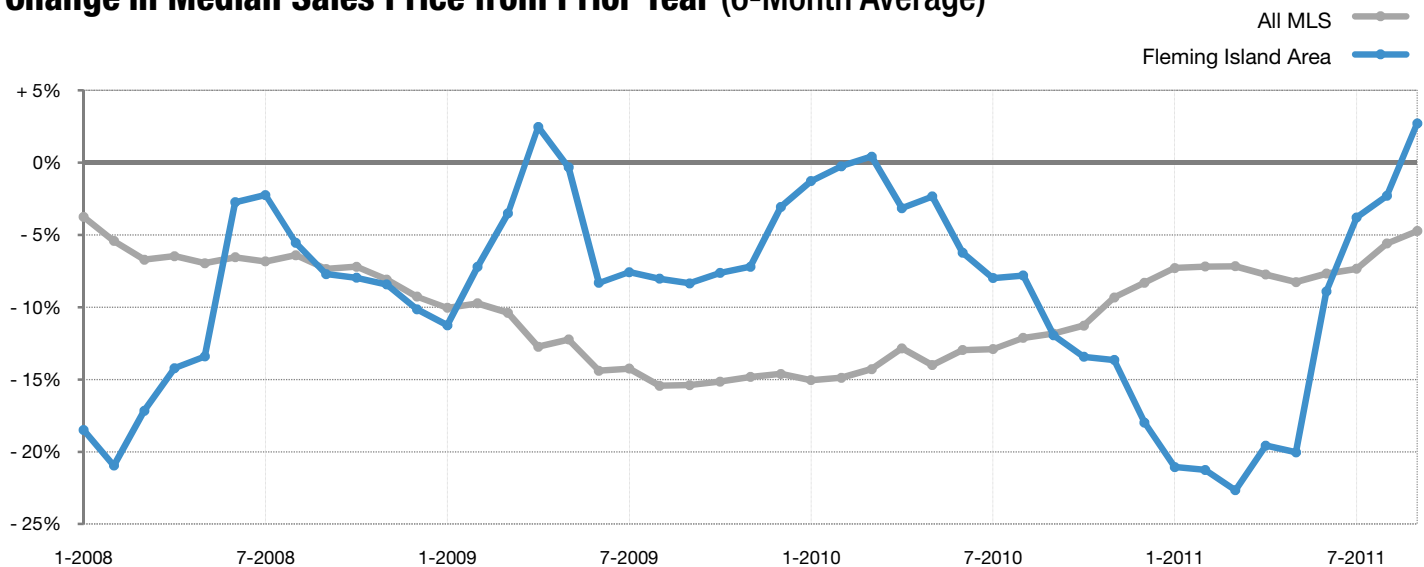
■ 2010 ■ 2011

### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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## Orange Park

**- 29.5%**

Change in  
New Listings

**- 6.9%**

Change in  
Closed Sales

**- 13.1%**

Change in  
Median Sales Price

### Region 13

### September

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	176	124	- 29.5%	1,629	1,252	- 23.1%
Closed Sales	87	81	- 6.9%	797	861	+ 8.0%
Median Sales Price*	\$130,000	\$112,950	- 13.1%	\$135,250	\$120,000	- 11.3%
Percent of Original List Price Received*	87.7%	89.9%	+ 2.5%	89.6%	89.1%	- 0.5%
Days on Market Until Sale	104	110	+ 6.5%	94	111	+ 18.5%
Inventory of Homes for Sale	872	519	- 40.5%	--	--	--
Months Supply of Inventory	9.5	5.3	- 43.9%	--	--	--

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### September

■ 2010 ■ 2011

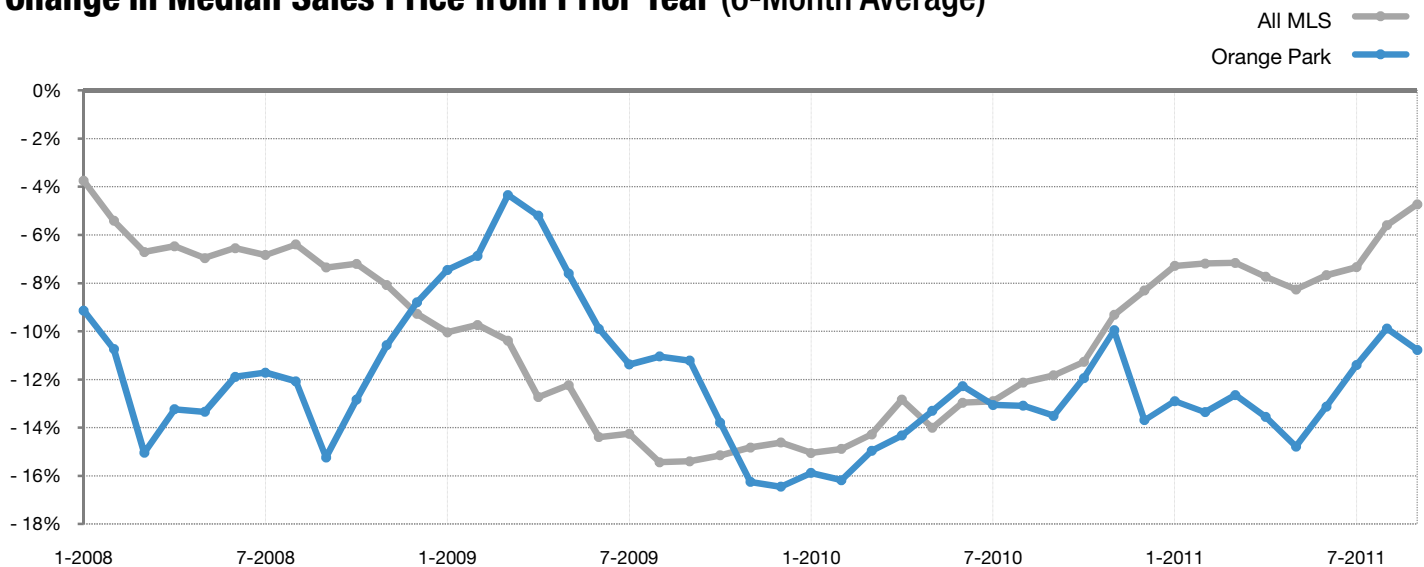


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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ASSOCIATION OF REALTORS

## Middleburg Vicinity

Region 14

**- 17.6%**

Change in  
New Listings

**+ 37.2%**

Change in  
Closed Sales

**+ 10.7%**

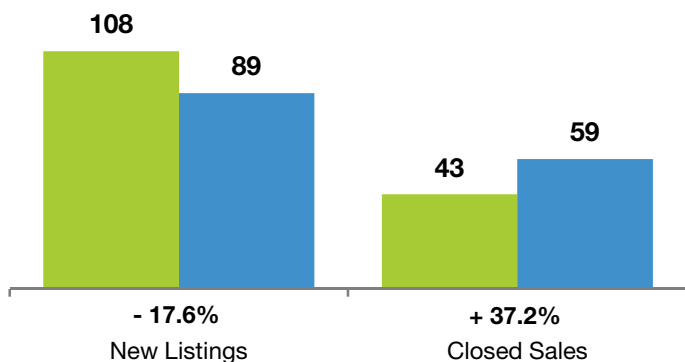
Change in  
Median Sales Price

	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	108	89	- 17.6%	982	775	- 21.1%
Closed Sales	43	59	+ 37.2%	475	459	- 3.4%
Median Sales Price*	\$117,000	<b>\$129,500</b>	+ 10.7%	\$133,990	<b>\$127,000</b>	- 5.2%
Percent of Original List Price Received*	93.4%	<b>91.3%</b>	- 2.3%	91.0%	<b>89.8%</b>	- 1.3%
Days on Market Until Sale	48	<b>106</b>	+ 121.6%	86	<b>113</b>	+ 32.0%
Inventory of Homes for Sale	517	<b>382</b>	- 26.1%	--	--	--
Months Supply of Inventory	9.5	<b>7.4</b>	- 22.3%	--	--	--

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

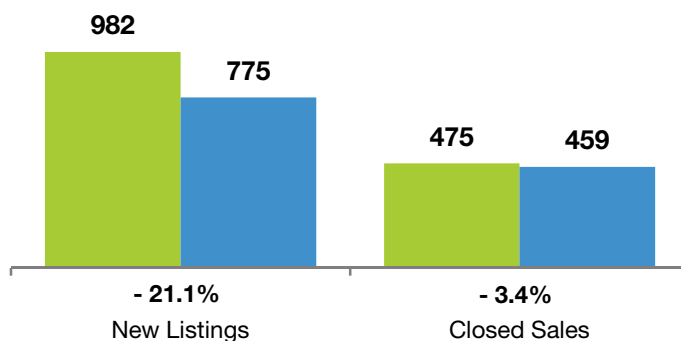
### September

■ 2010 ■ 2011

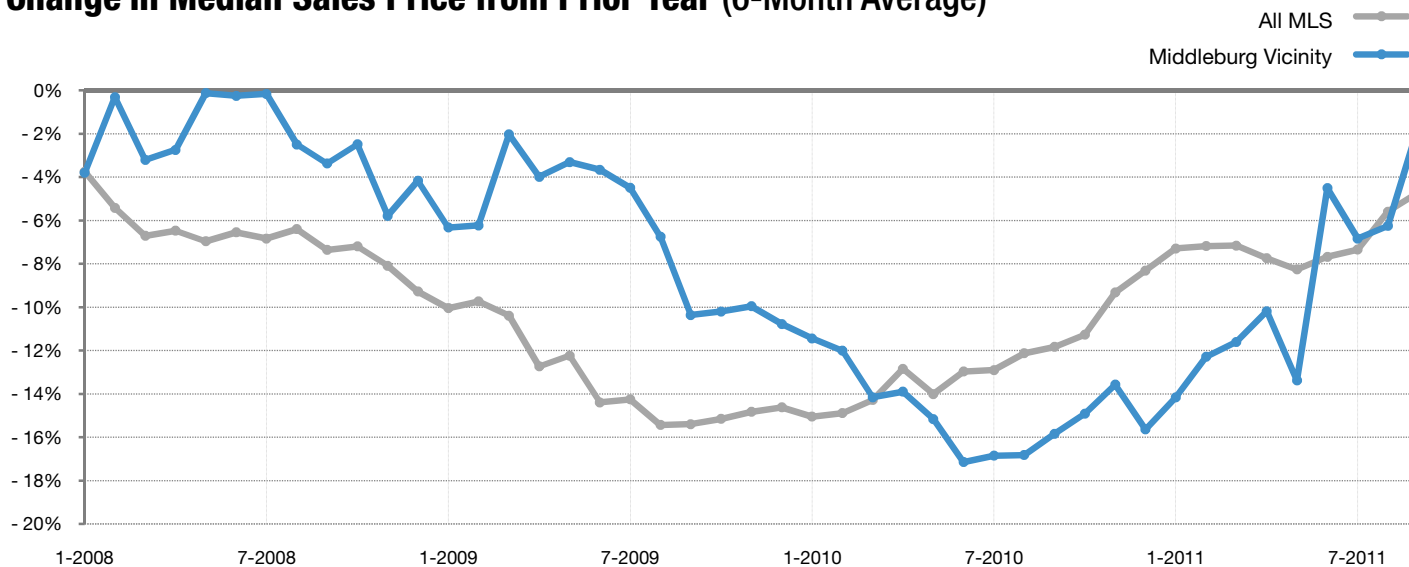


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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## Keystone Heights Vicinity

Region 15

**+ 10.5%**

Change in  
New Listings

**- 15.4%**

Change in  
Closed Sales

**+ 56.2%**

Change in  
Median Sales Price

September

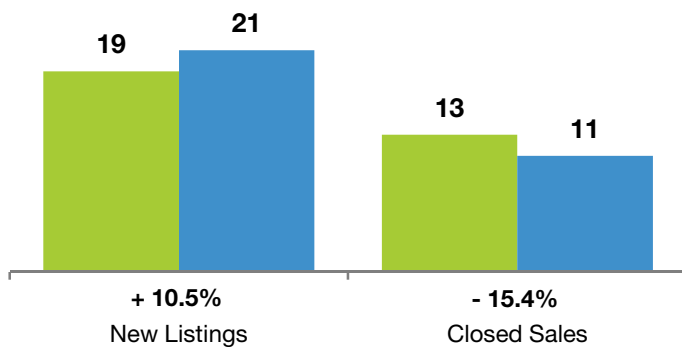
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	19	21	+ 10.5%	224	192	- 14.3%
Closed Sales	13	11	- 15.4%	81	84	+ 3.7%
Median Sales Price*	\$58,900	<b>\$92,000</b>	+ 56.2%	\$71,500	<b>\$75,000</b>	+ 4.9%
Percent of Original List Price Received*	84.2%	<b>78.6%</b>	- 6.7%	84.3%	<b>79.7%</b>	- 5.4%
Days on Market Until Sale	138	<b>193</b>	+ 40.4%	146	<b>170</b>	+ 16.0%
Inventory of Homes for Sale	201	<b>163</b>	- 18.9%	--	--	--
Months Supply of Inventory	24.1	<b>17.6</b>	- 26.9%	--	--	--

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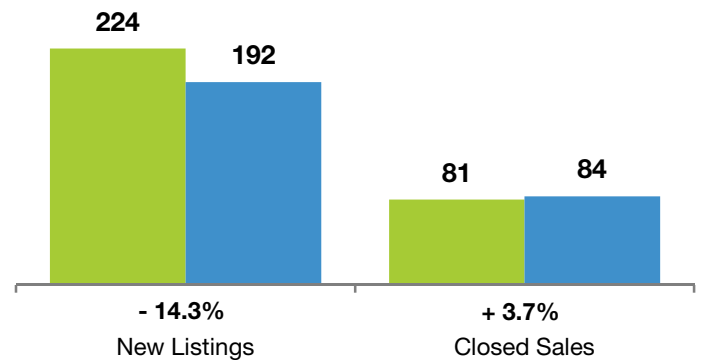
### September

■ 2010 ■ 2011

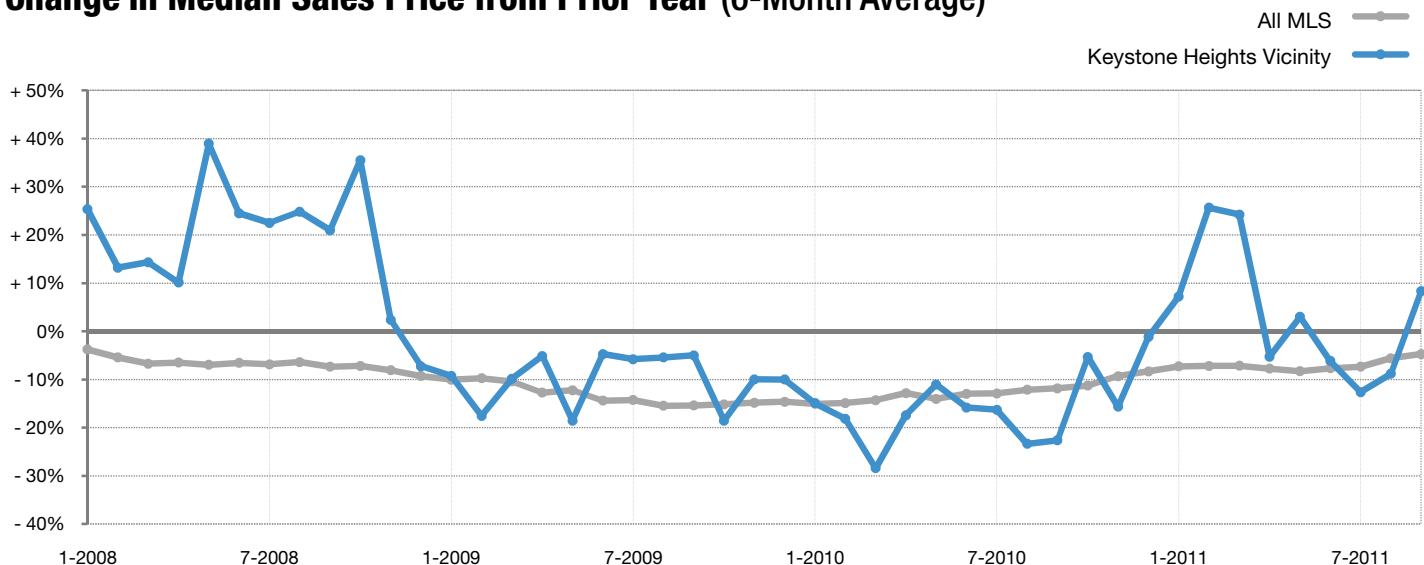


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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## Green Cove Springs

Region 16

**+ 9.5%**

Change in  
New Listings

**- 13.3%**

Change in  
Closed Sales

**+ 2.5%**

Change in  
Median Sales Price

September

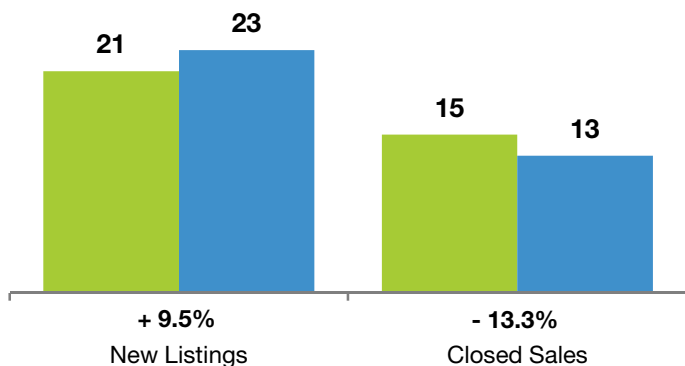
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	21	23	+ 9.5%	228	210	- 7.9%
Closed Sales	15	13	- 13.3%	91	94	+ 3.3%
Median Sales Price*	\$111,250	<b>\$114,000</b>	+ 2.5%	\$156,000	<b>\$133,000</b>	- 14.7%
Percent of Original List Price Received*	90.1%	<b>79.8%</b>	- 11.4%	87.3%	<b>84.9%</b>	- 2.8%
Days on Market Until Sale	140	<b>135</b>	- 3.4%	117	<b>124</b>	+ 6.1%
Inventory of Homes for Sale	157	<b>113</b>	- 28.0%	--	--	--
Months Supply of Inventory	14.6	<b>11.3</b>	- 22.6%	--	--	--

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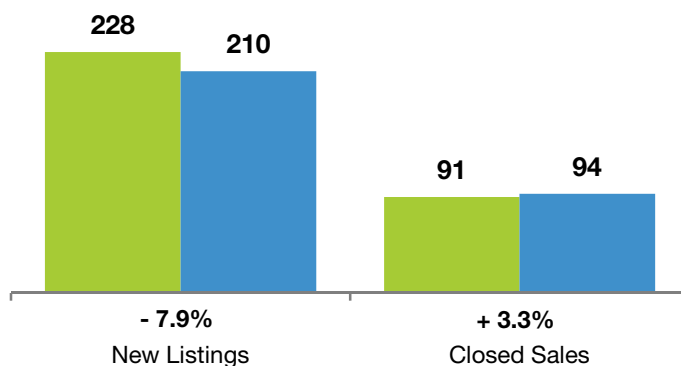
### September

■ 2010 ■ 2011

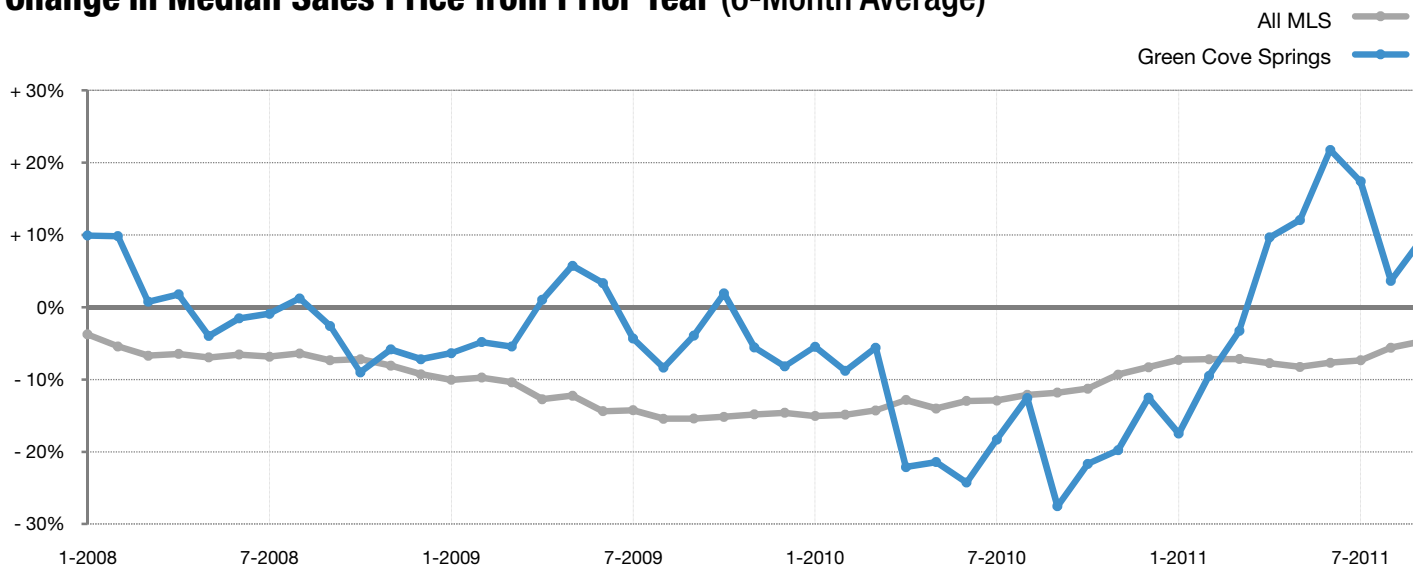


### Year to Date

■ 2010 ■ 2011



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# Local Market Update – September 2011

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



## Jacksonville Beach

**+ 20.8%**

Change in  
New Listings

**- 9.5%**

Change in  
Closed Sales

**- 20.5%**

Change in  
Median Sales Price

### Region 21

### September

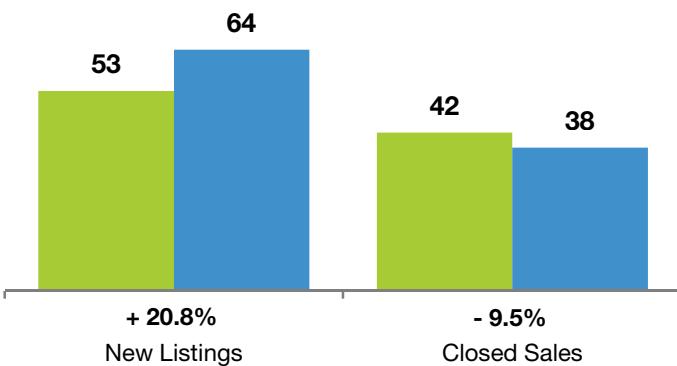
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	53	64	+ 20.8%	577	620	+ 7.5%
Closed Sales	42	38	- 9.5%	301	379	+ 25.9%
Median Sales Price*	\$213,000	\$169,250	- 20.5%	\$223,000	\$223,000	0.0%
Percent of Original List Price Received*	92.1%	94.8%	+ 3.0%	88.5%	89.9%	+ 1.6%
Days on Market Until Sale	137	81	- 41.3%	133	112	- 15.9%
Inventory of Homes for Sale	413	296	- 28.3%	--	--	--
Months Supply of Inventory	12.5	7.4	- 41.0%	--	--	--

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

### September

■ 2010 ■ 2011

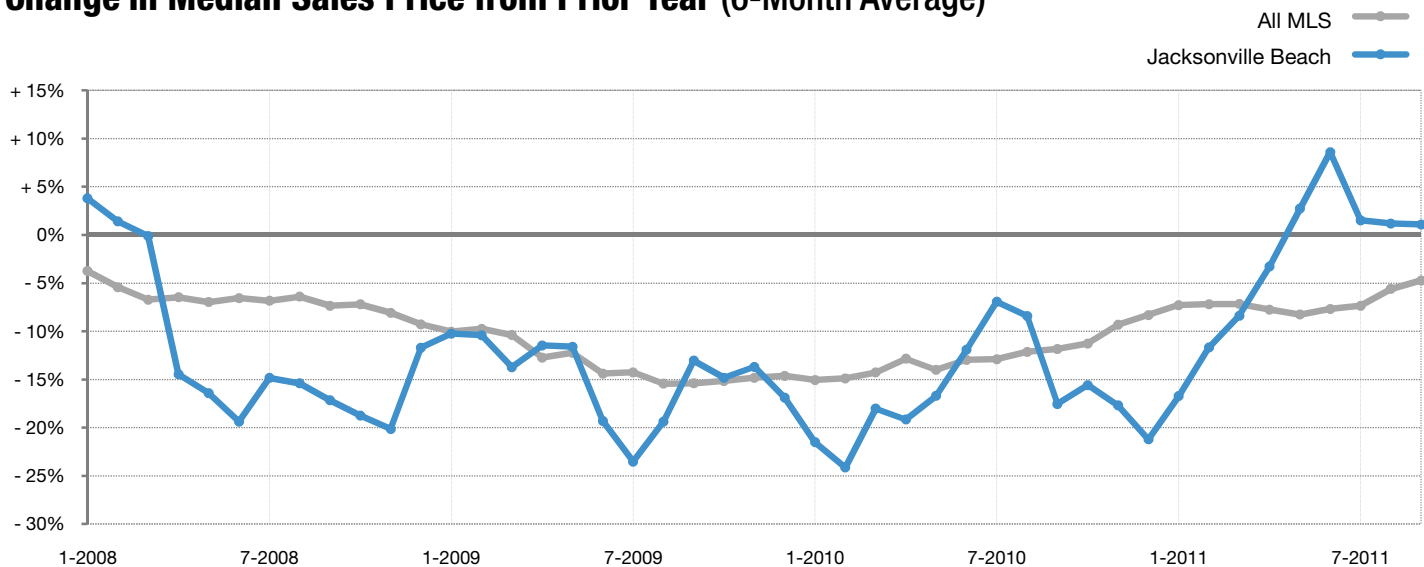


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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



## Neptune Beach

**- 12.5%**

Change in  
New Listings

**- 25.0%**

Change in  
Closed Sales

**+ 51.4%**

Change in  
Median Sales Price

### Region 22

### September

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	8	7	- 12.5%	120	89	- 25.8%
Closed Sales	4	3	- 25.0%	47	51	+ 8.5%
Median Sales Price*	\$236,125	<b>\$357,500</b>	+ 51.4%	\$240,000	<b>\$280,000</b>	+ 16.7%
Percent of Original List Price Received*	83.8%	<b>83.5%</b>	- 0.4%	88.6%	<b>89.3%</b>	+ 0.7%
Days on Market Until Sale	83	<b>164</b>	+ 97.0%	77	<b>110</b>	+ 43.4%
Inventory of Homes for Sale	87	<b>47</b>	- 46.0%	--	--	--
Months Supply of Inventory	16.3	<b>8.2</b>	- 49.9%	--	--	--

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

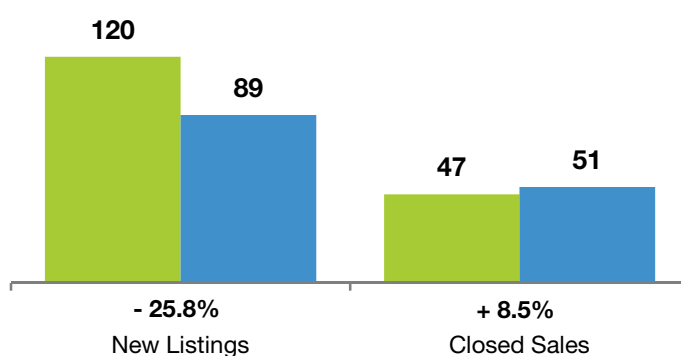
### September

■ 2010 ■ 2011

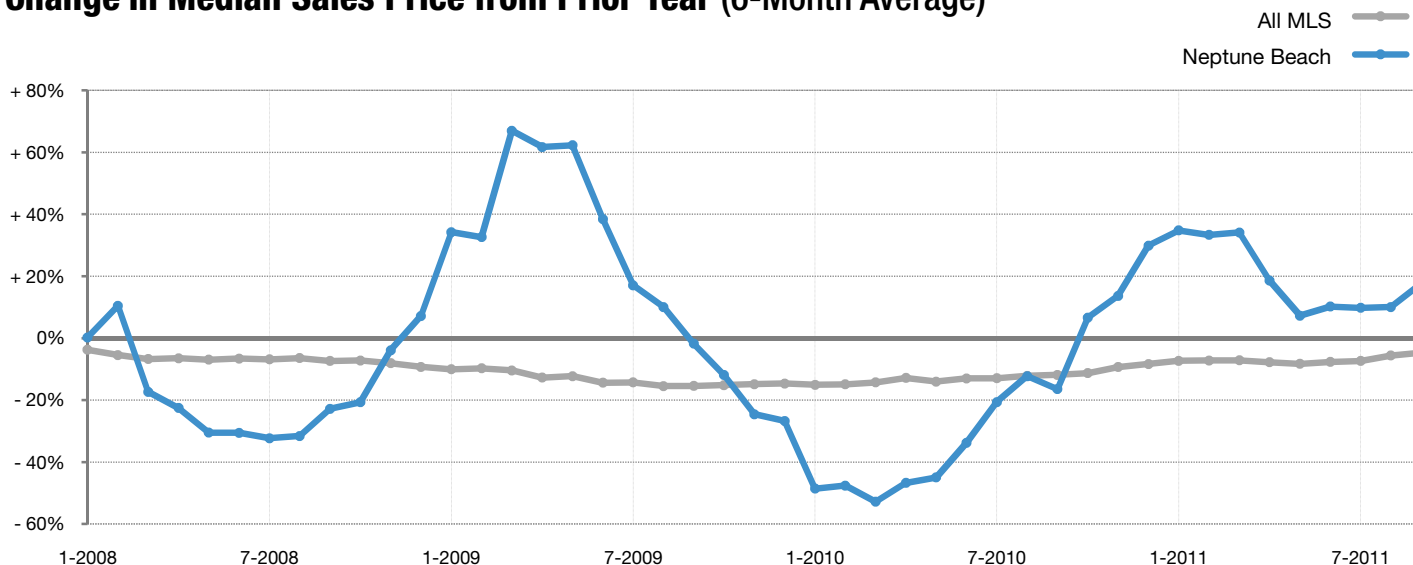


### Year to Date

■ 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. | Current as of October 11, 2011. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

# Local Market Update – September 2011

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



NORTHEAST FLORIDA  
ASSOCIATION OF REALTORS

## Atlantic Beach

**+ 27.3%**

Change in  
New Listings

**- 15.8%**

Change in  
Closed Sales

**+ 3.5%**

Change in  
Median Sales Price

### Region 23

### September

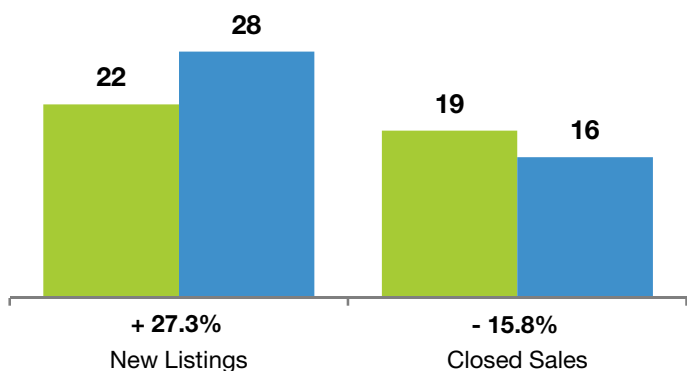
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	22	<b>28</b>	+ 27.3%	327	<b>264</b>	- 19.3%
Closed Sales	19	<b>16</b>	- 15.8%	172	<b>159</b>	- 7.6%
Median Sales Price*	\$142,450	<b>\$147,500</b>	+ 3.5%	\$164,350	<b>\$170,000</b>	+ 3.4%
Percent of Original List Price Received*	86.9%	<b>91.6%</b>	+ 5.4%	87.4%	<b>85.9%</b>	- 1.7%
Days on Market Until Sale	110	<b>117</b>	+ 6.1%	124	<b>125</b>	+ 1.1%
Inventory of Homes for Sale	189	<b>132</b>	- 30.2%	--	--	--
Months Supply of Inventory	10.1	<b>7.3</b>	- 27.9%	--	--	--

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

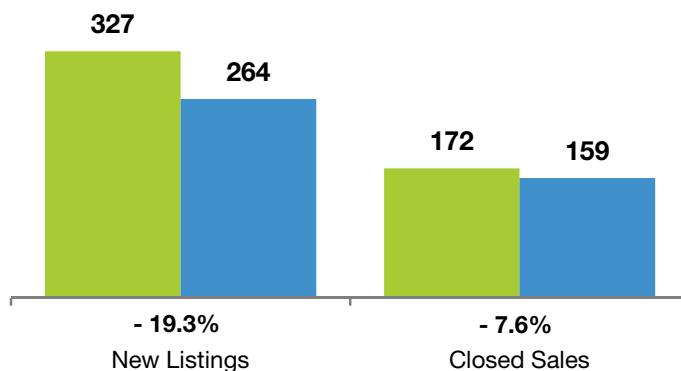
### September

■ 2010 ■ 2011

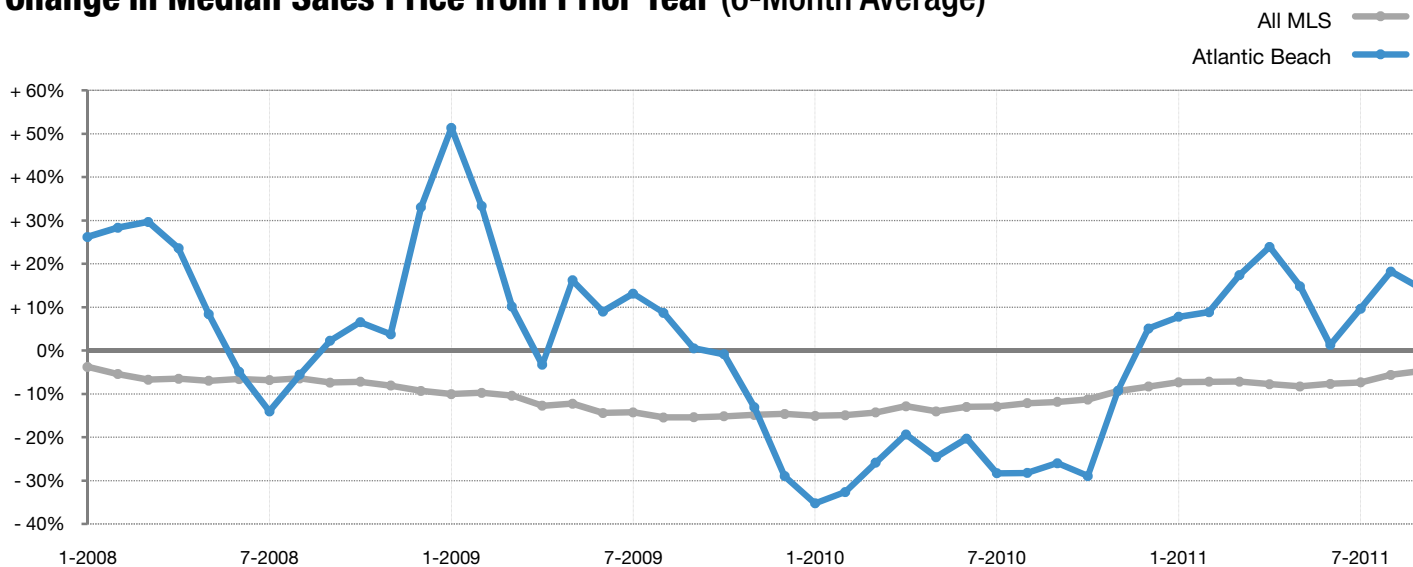


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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



## Ponte Vedra Beach North

Region 25

**- 60.0%**

Change in  
New Listings

**+ 8.3%**

Change in  
Closed Sales

**- 64.8%**

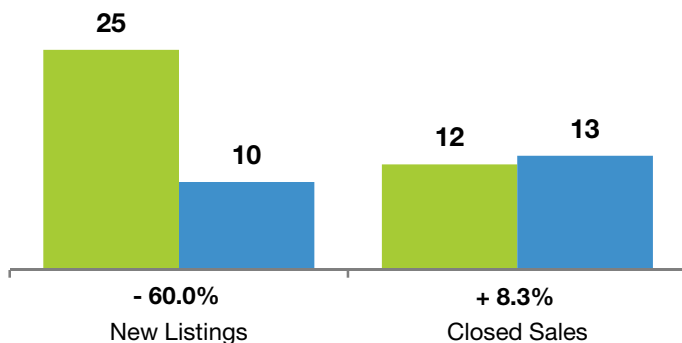
Change in  
Median Sales Price

	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	25	10	- 60.0%	281	213	- 24.2%
Closed Sales	12	13	+ 8.3%	118	114	- 3.4%
Median Sales Price*	\$712,500	\$251,000	- 64.8%	\$449,500	\$390,000	- 13.2%
Percent of Original List Price Received*	81.9%	91.8%	+ 12.1%	83.5%	85.4%	+ 2.3%
Days on Market Until Sale	196	110	- 44.0%	149	132	- 11.3%
Inventory of Homes for Sale	182	134	- 26.4%	--	--	--
Months Supply of Inventory	14.9	10.1	- 32.4%	--	--	--

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

### September

■ 2010 ■ 2011

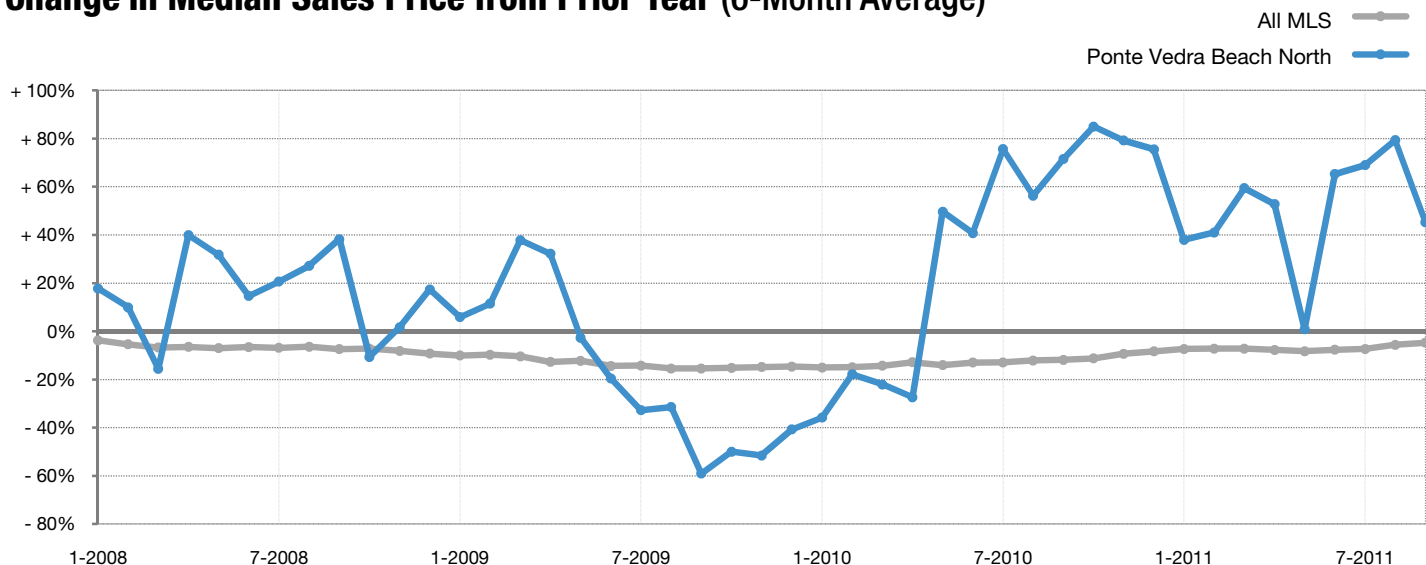


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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

**- 17.5%**

**+ 20.9%**

**+ 18.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 26

### September

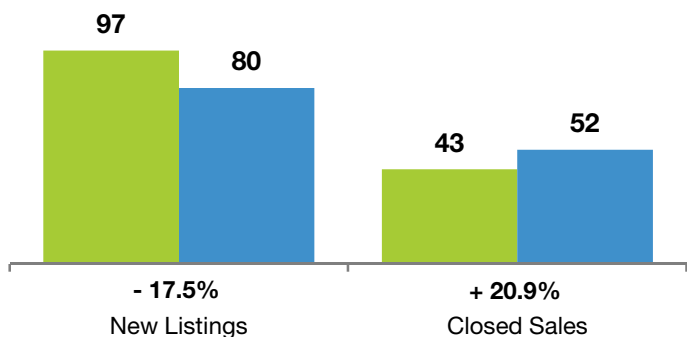
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	97	80	- 17.5%	1,102	954	- 13.4%
Closed Sales	43	52	+ 20.9%	436	583	+ 33.7%
Median Sales Price*	\$251,513	\$298,925	+ 18.9%	\$304,990	\$299,500	- 1.8%
Percent of Original List Price Received*	89.9%	88.8%	- 1.2%	87.4%	88.6%	+ 1.4%
Days on Market Until Sale	107	130	+ 21.2%	139	150	+ 8.3%
Inventory of Homes for Sale	766	549	- 28.3%	--	--	--
Months Supply of Inventory	15.5	8.5	- 45.3%	--	--	--

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

### September

■ 2010 ■ 2011

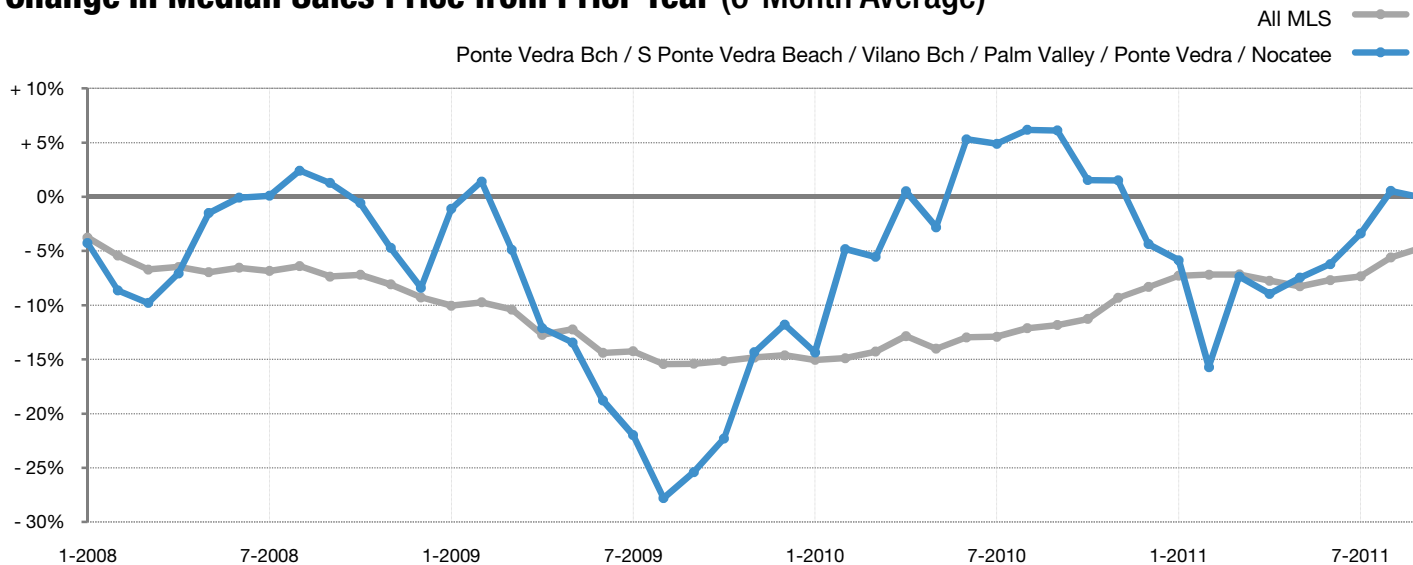


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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



NORTHEAST FLORIDA ASSOCIATION OF REALTORS

## St. Johns County - NW

Region 30

**- 34.7%**

Change in  
New Listings

**- 0.9%**

Change in  
Closed Sales

**+ 8.0%**

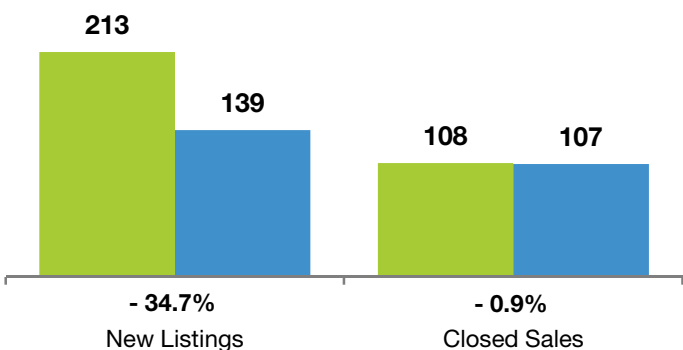
Change in  
Median Sales Price

	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	213	139	- 34.7%	1,981	1,608	- 18.8%
Closed Sales	108	107	- 0.9%	1,007	1,032	+ 2.5%
Median Sales Price*	\$202,400	\$218,688	+ 8.0%	\$220,000	\$211,525	- 3.9%
Percent of Original List Price Received*	90.2%	92.6%	+ 2.6%	90.9%	91.0%	+ 0.1%
Days on Market Until Sale	104	117	+ 12.2%	106	122	+ 15.9%
Inventory of Homes for Sale	1,052	759	- 27.9%	--	--	--
Months Supply of Inventory	9.4	6.7	- 29.0%	--	--	--

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

### September

■ 2010 ■ 2011

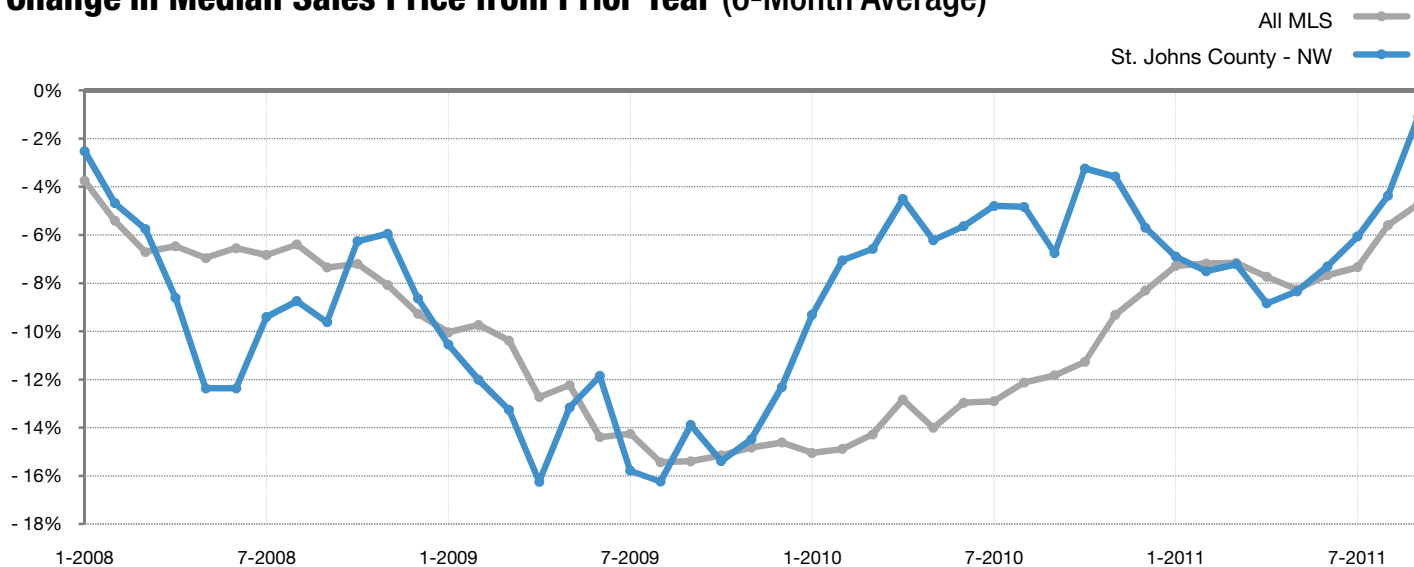


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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



## St. Johns County - NE

**+ 80.0%**

**+ 180.0%**

**+ 128.2%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 31

### September

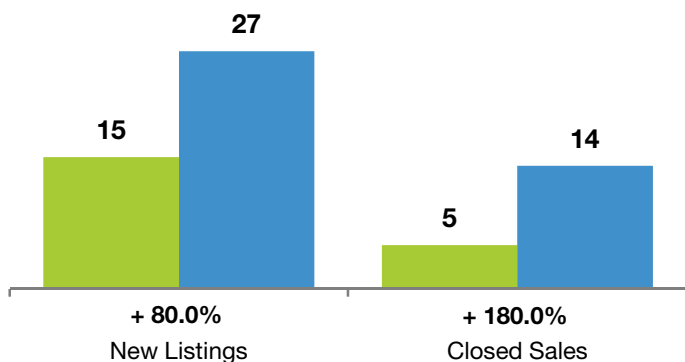
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	15	27	+ 80.0%	228	186	- 18.4%
Closed Sales	5	14	+ 180.0%	108	102	- 5.6%
Median Sales Price*	\$69,900	\$159,500	+ 128.2%	\$247,000	\$260,000	+ 5.3%
Percent of Original List Price Received*	83.3%	87.9%	+ 5.5%	89.3%	89.1%	- 0.2%
Days on Market Until Sale	153	124	- 19.0%	113	143	+ 26.5%
Inventory of Homes for Sale	147	91	- 38.1%	--	--	--
Months Supply of Inventory	11.8	8.4	- 28.6%	--	--	--

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

### September

■ 2010 ■ 2011

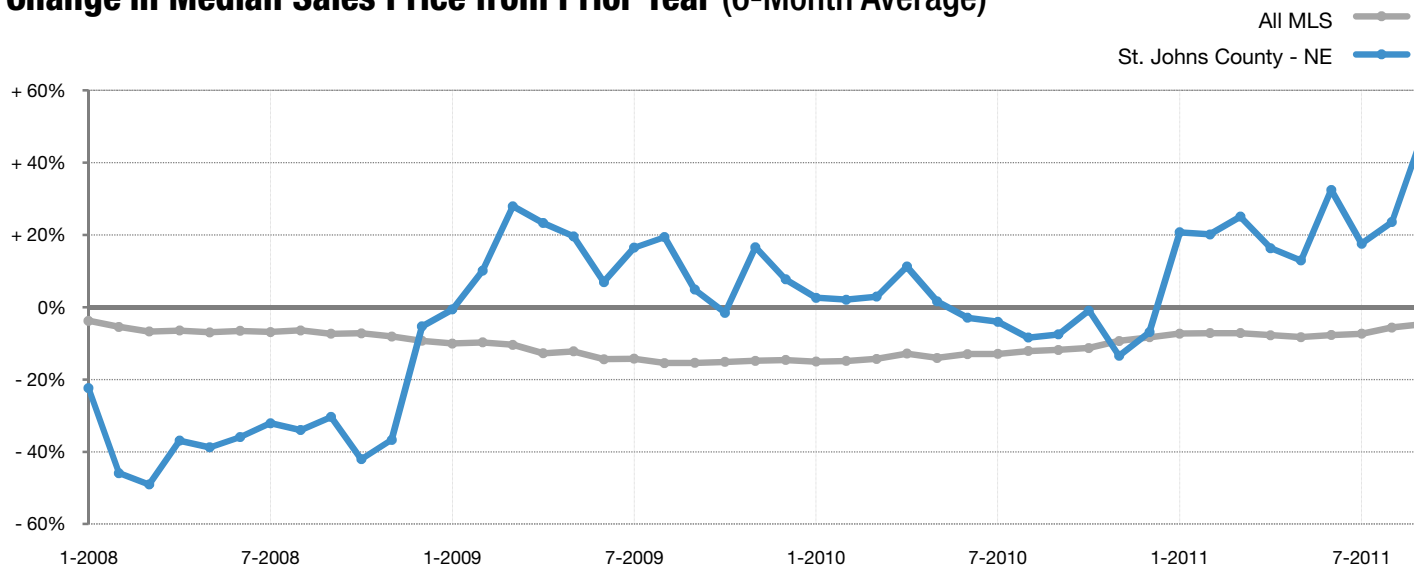


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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



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

**- 5.9%**

Change in  
New Listings

**- 20.0%**

Change in  
Closed Sales

**+ 9.1%**

Change in  
Median Sales Price

### Region 32

### September

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	17	16	- 5.9%	136	109	- 19.9%
Closed Sales	5	4	- 20.0%	67	64	- 4.5%
Median Sales Price*	\$127,000	<b>\$138,500</b>	+ 9.1%	\$167,000	<b>\$177,225</b>	+ 6.1%
Percent of Original List Price Received*	72.7%	<b>89.1%</b>	+ 22.5%	86.4%	<b>85.0%</b>	- 1.7%
Days on Market Until Sale	170	<b>80</b>	- 52.8%	127	<b>146</b>	+ 15.0%
Inventory of Homes for Sale	112	<b>76</b>	- 32.1%	--	--	--
Months Supply of Inventory	15.1	<b>9.7</b>	- 35.8%	--	--	--

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

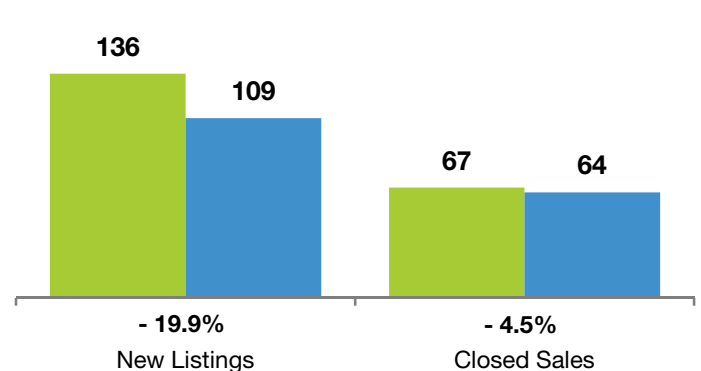
### September

■ 2010 ■ 2011



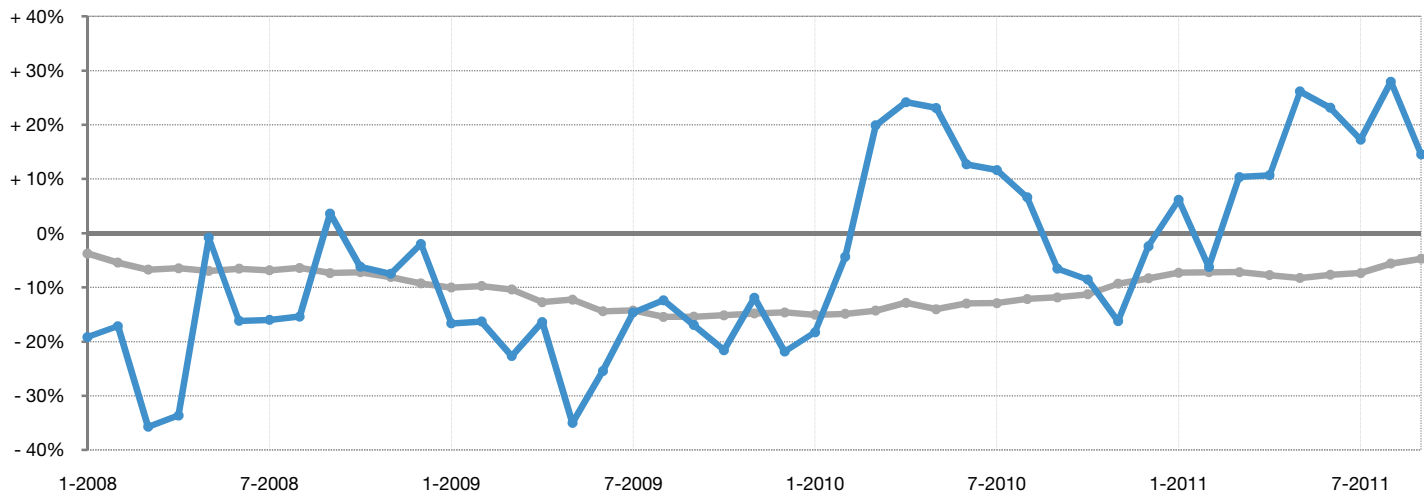
### Year to Date

■ 2010 ■ 2011



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

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



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# Local Market Update – September 2011

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



## St. Johns County - SE

Region 33

**- 58.4%**

Change in  
New Listings

**0.0%**

Change in  
Closed Sales

**- 15.0%**

Change in  
Median Sales Price

September

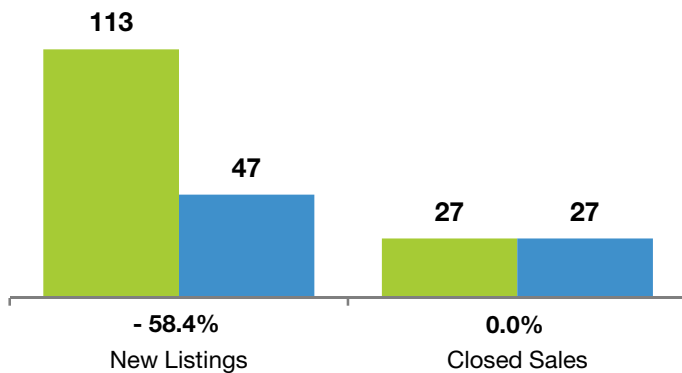
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	113	47	- 58.4%	886	678	- 23.5%
Closed Sales	27	27	0.0%	395	422	+ 6.8%
Median Sales Price*	\$190,000	\$161,500	- 15.0%	\$146,495	\$153,000	+ 4.4%
Percent of Original List Price Received*	86.7%	87.4%	+ 0.8%	88.5%	86.8%	- 1.9%
Days on Market Until Sale	127	152	+ 19.1%	105	137	+ 30.4%
Inventory of Homes for Sale	580	373	- 35.7%	--	--	--
Months Supply of Inventory	13.1	7.6	- 41.8%	--	--	--

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

### September

■ 2010 ■ 2011

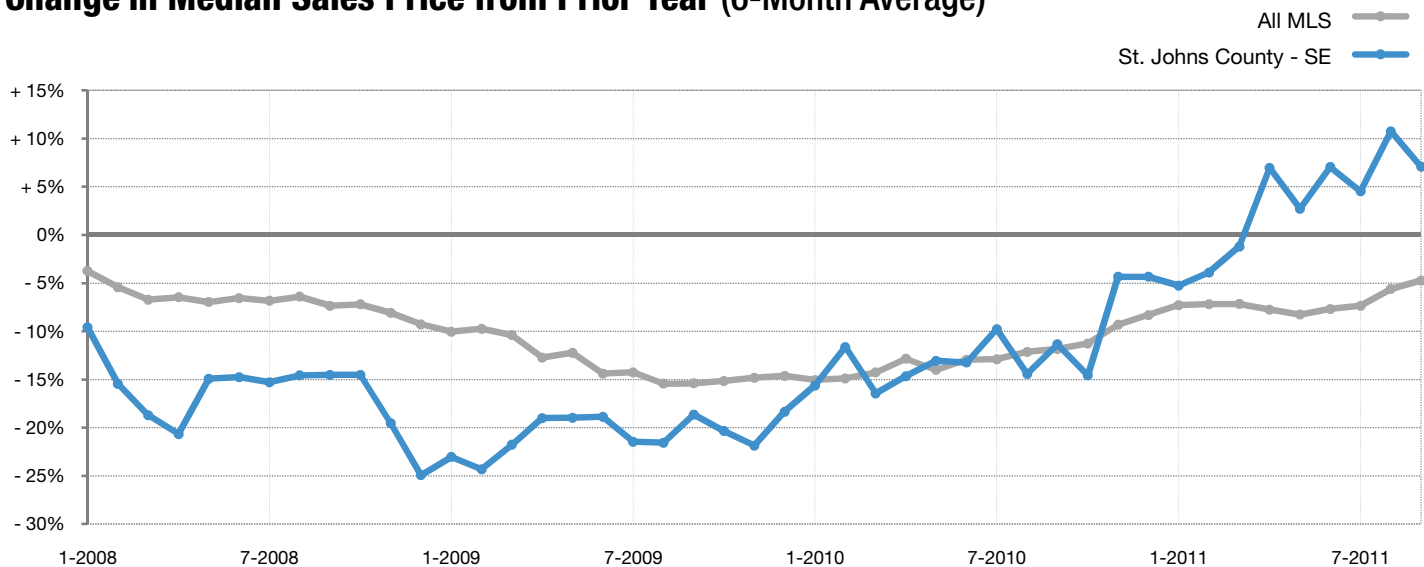


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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## St. Johns County - SW

Region 34

**- 40.0%**

Change in  
New Listings

**+ 75.0%**

Change in  
Closed Sales

**- 27.6%**

Change in  
Median Sales Price

September

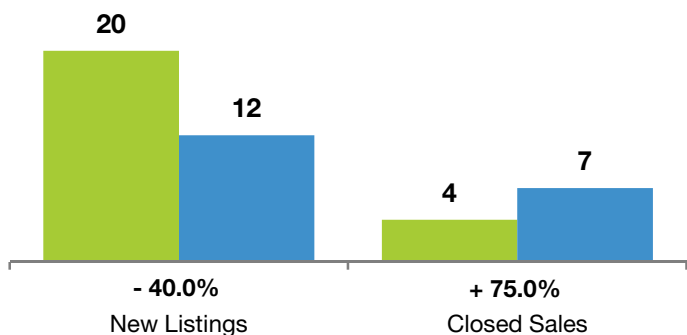
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	20	12	- 40.0%	159	112	- 29.6%
Closed Sales	4	7	+ 75.0%	57	59	+ 3.5%
Median Sales Price*	\$75,950	\$55,000	- 27.6%	\$93,000	\$70,700	- 24.0%
Percent of Original List Price Received*	95.0%	87.6%	- 7.9%	88.5%	88.4%	- 0.2%
Days on Market Until Sale	73	105	+ 43.8%	86	103	+ 20.1%
Inventory of Homes for Sale	122	67	- 45.1%	--	--	--
Months Supply of Inventory	19.5	9.7	- 50.4%	--	--	--

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

### September

■ 2010 ■ 2011

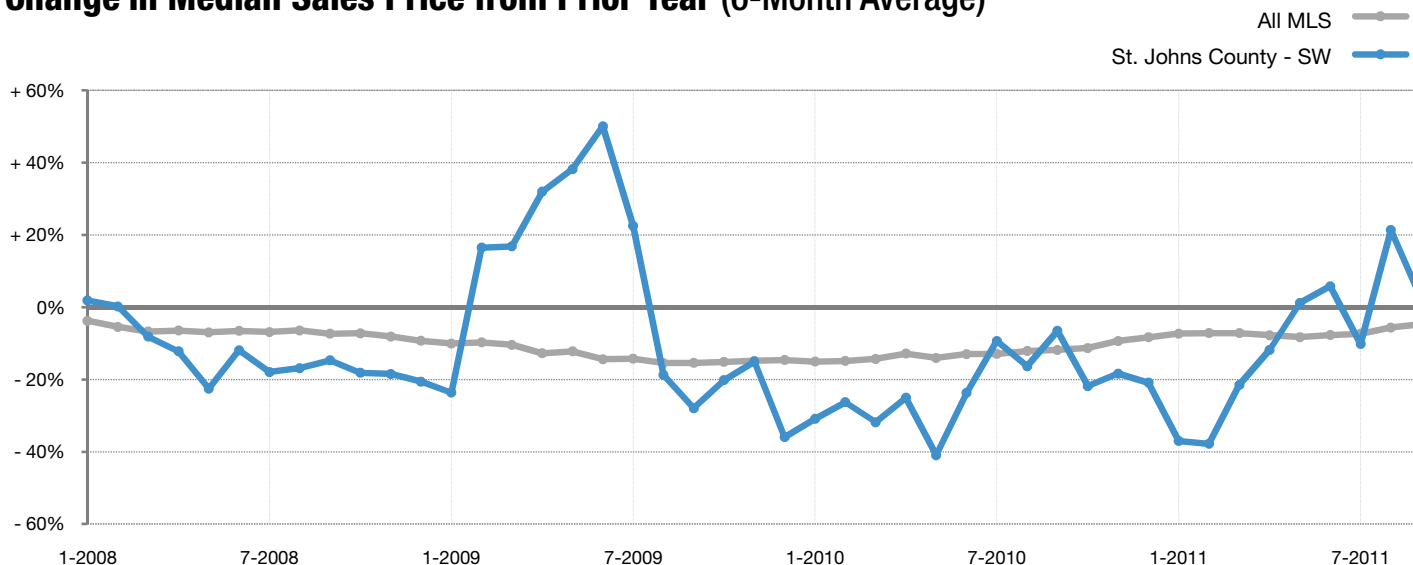


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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



## Nassau County

**- 4.5%**

Change in  
New Listings

**- 10.8%**

Change in  
Closed Sales

**- 12.5%**

Change in  
Median Sales Price

### Region 40

### September

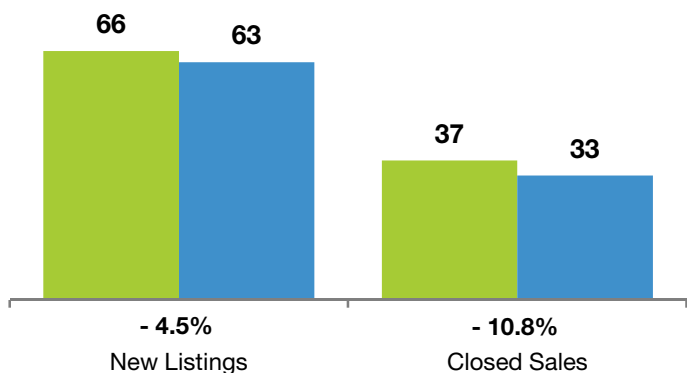
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	66	63	- 4.5%	656	584	- 11.0%
Closed Sales	37	33	- 10.8%	307	335	+ 9.1%
Median Sales Price*	\$160,000	\$140,000	- 12.5%	\$145,000	\$143,520	- 1.0%
Percent of Original List Price Received*	87.9%	89.8%	+ 2.2%	86.7%	88.3%	+ 1.9%
Days on Market Until Sale	100	111	+ 10.8%	118	117	- 1.1%
Inventory of Homes for Sale	443	332	- 25.1%	--	--	--
Months Supply of Inventory	13.4	8.6	- 35.6%	--	--	--

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

### September

■ 2010 ■ 2011

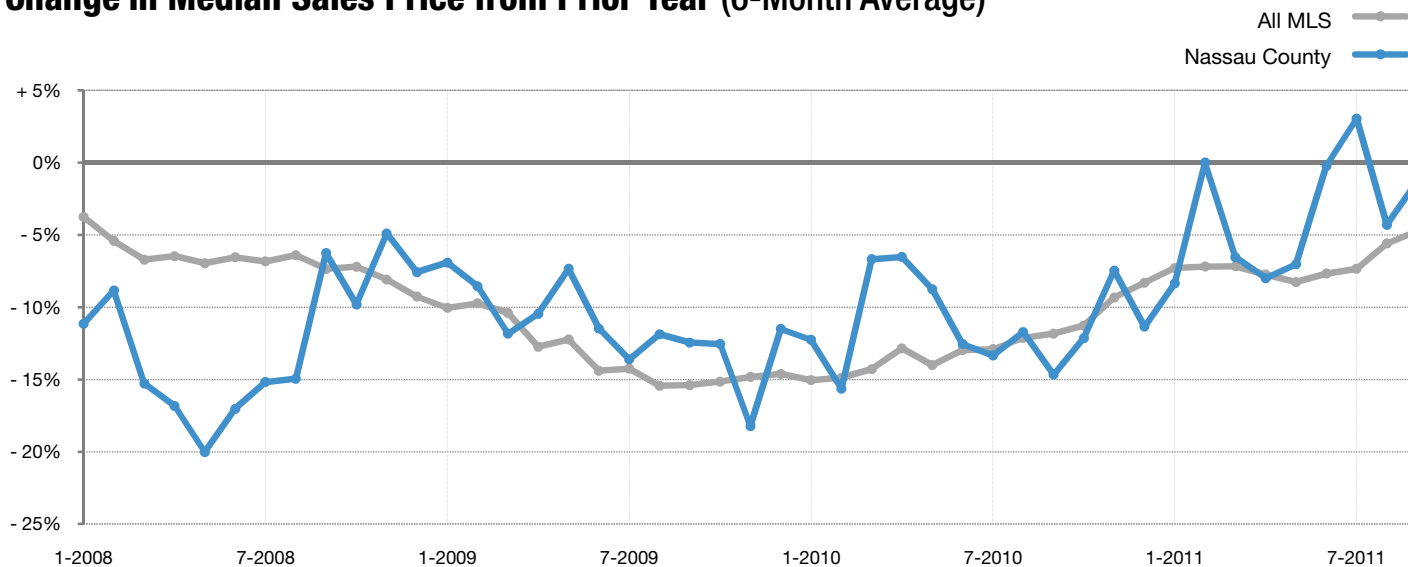


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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



## Baker County

**- 17.2%**

Change in  
New Listings

**+ 11.1%**

Change in  
Closed Sales

**+ 89.2%**

Change in  
Median Sales Price

### Region 50

### September

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	29	24	- 17.2%	244	203	- 16.8%
Closed Sales	9	10	+ 11.1%	92	87	- 5.4%
Median Sales Price*	\$70,000	\$132,453	+ 89.2%	\$125,000	\$125,000	0.0%
Percent of Original List Price Received*	87.5%	87.2%	- 0.4%	89.0%	87.7%	- 1.6%
Days on Market Until Sale	126	58	- 54.0%	141	108	- 23.6%
Inventory of Homes for Sale	148	116	- 21.6%	--	--	--
Months Supply of Inventory	15.4	11.3	- 26.7%	--	--	--

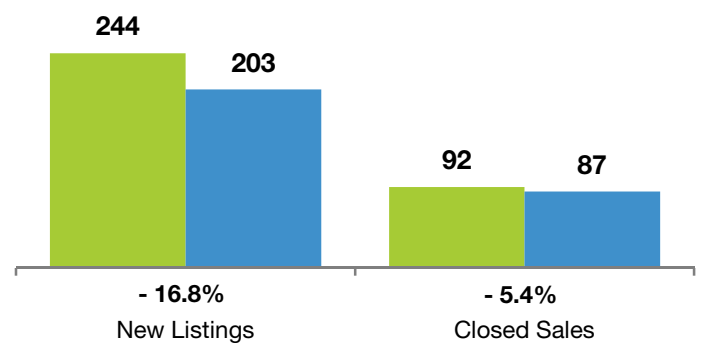
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### September

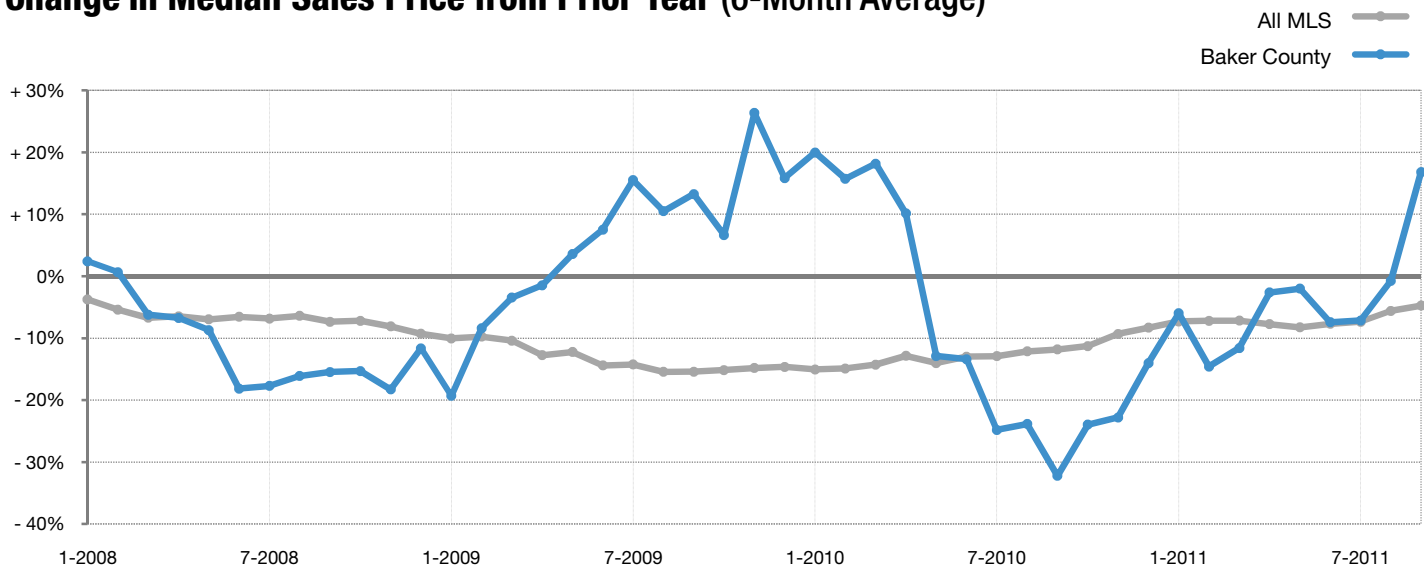
■ 2010 ■ 2011

### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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## Putnam County NE

**- 26.1%**

Change in  
New Listings

**0.0%**

Change in  
Closed Sales

**- 23.6%**

Change in  
Median Sales Price

### Region 56

### September

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	46	34	- 26.1%	443	336	- 24.2%
Closed Sales	15	15	0.0%	150	141	- 6.0%
Median Sales Price*	\$85,000	\$64,950	- 23.6%	\$75,000	\$70,000	- 6.7%
Percent of Original List Price Received*	79.7%	81.8%	+ 2.6%	81.1%	79.0%	- 2.6%
Days on Market Until Sale	161	202	+ 25.7%	139	180	+ 29.7%
Inventory of Homes for Sale	416	311	- 25.2%	--	--	--
Months Supply of Inventory	25.2	19.9	- 21.3%	--	--	--

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

### September

■ 2010 ■ 2011

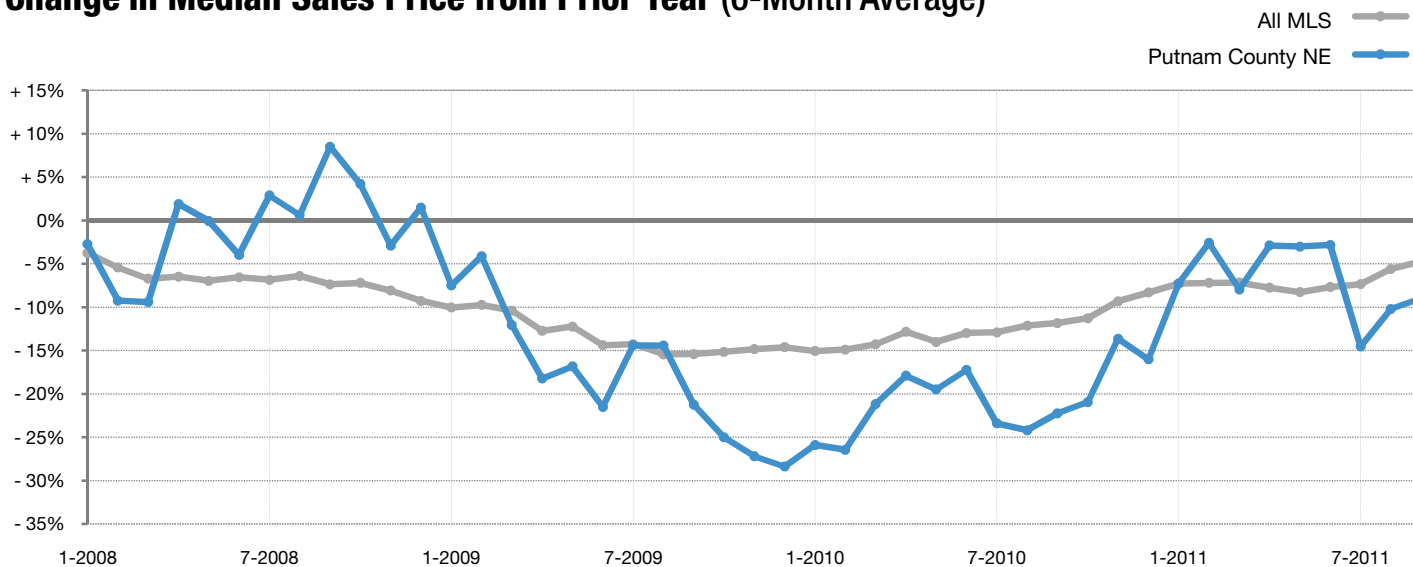


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – September 2011

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



## Putnam County - West

Region 57

**- 48.6%**

Change in  
New Listings

**+ 44.4%**

Change in  
Closed Sales

**- 64.4%**

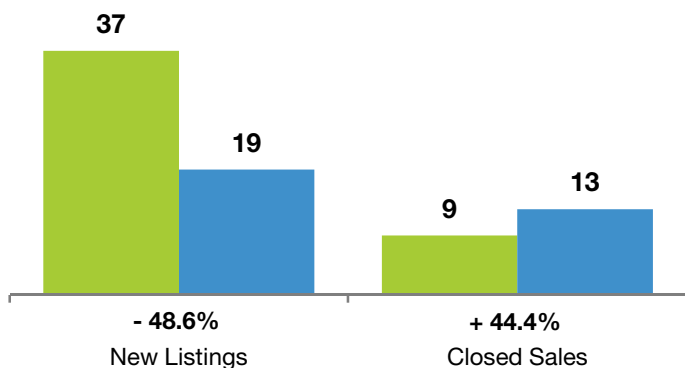
Change in  
Median Sales Price

	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	37	19	- 48.6%	252	245	- 2.8%
Closed Sales	9	13	+ 44.4%	69	111	+ 60.9%
Median Sales Price*	\$88,000	\$31,299	- 64.4%	\$57,000	\$38,300	- 32.8%
Percent of Original List Price Received*	83.9%	83.1%	- 1.0%	81.7%	78.6%	- 3.8%
Days on Market Until Sale	89	76	- 15.5%	137	162	+ 18.4%
Inventory of Homes for Sale	229	207	- 9.6%	--	--	--
Months Supply of Inventory	27.5	16.9	- 38.6%	--	--	--

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

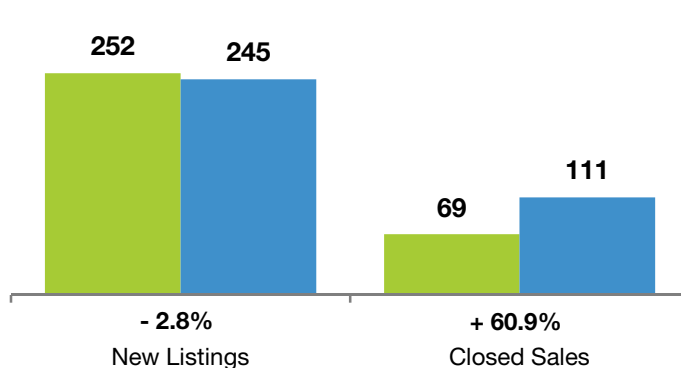
### September

■ 2010 ■ 2011

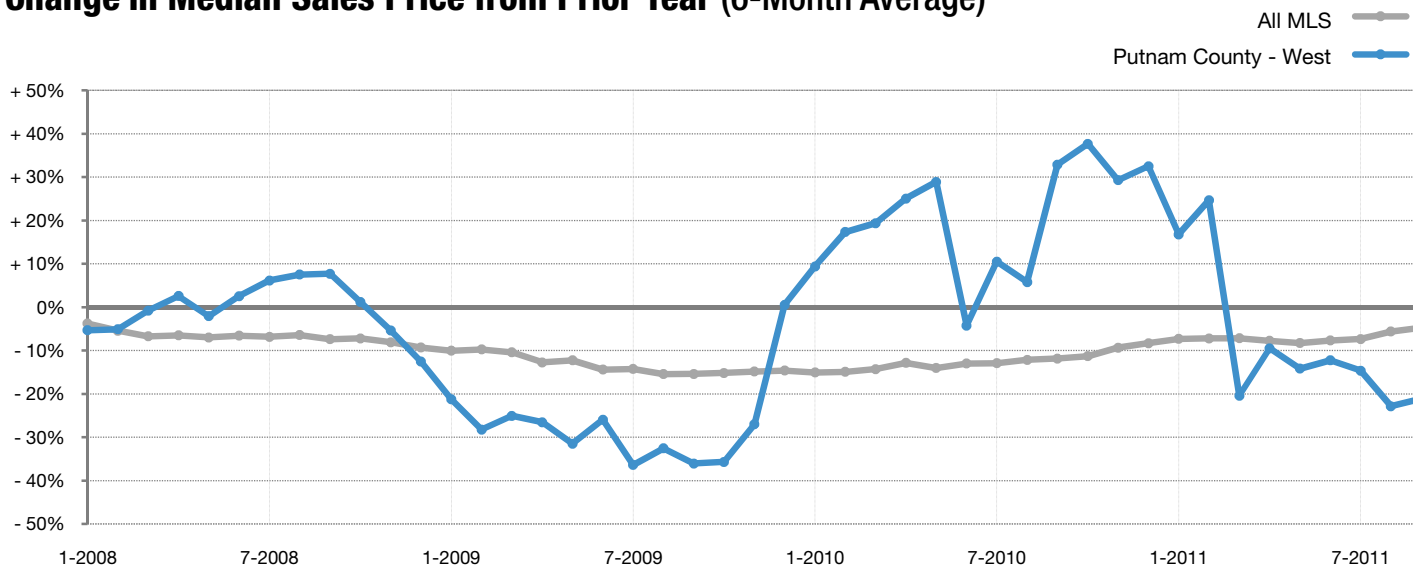


### Year to Date

■ 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. | Current as of October 11, 2011. All data from Northeast Florida Multiple Listing Service. | Powered by 10K Research and Marketing.

# Local Market Update – September 2011

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



NORTHEAST FLORIDA  
ASSOCIATION OF REALTORS

## Putnam County - South

Region 58

**- 21.2%**

Change in  
New Listings

**- 46.2%**

Change in  
Closed Sales

**+ 150.0%**

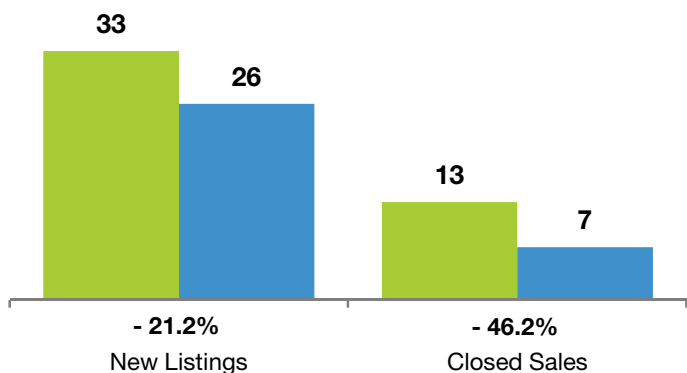
Change in  
Median Sales Price

	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	33	26	- 21.2%	330	270	- 18.2%
Closed Sales	13	7	- 46.2%	101	83	- 17.8%
Median Sales Price*	\$42,000	\$105,000	+ 150.0%	\$50,000	\$40,000	- 20.0%
Percent of Original List Price Received*	71.7%	77.8%	+ 8.5%	78.3%	80.6%	+ 3.0%
Days on Market Until Sale	167	289	+ 72.9%	187	167	- 10.9%
Inventory of Homes for Sale	321	257	- 19.9%	--	--	--
Months Supply of Inventory	27.7	26.1	- 5.7%	--	--	--

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

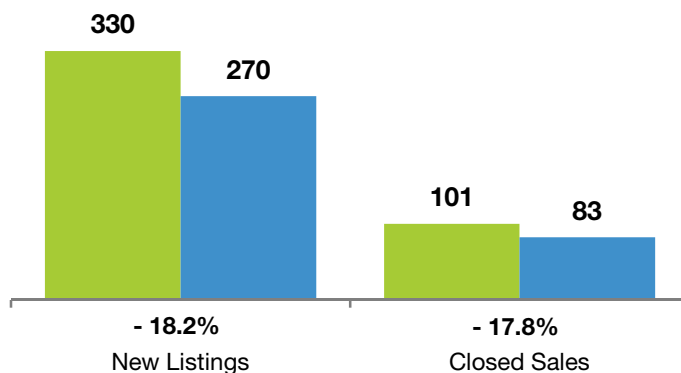
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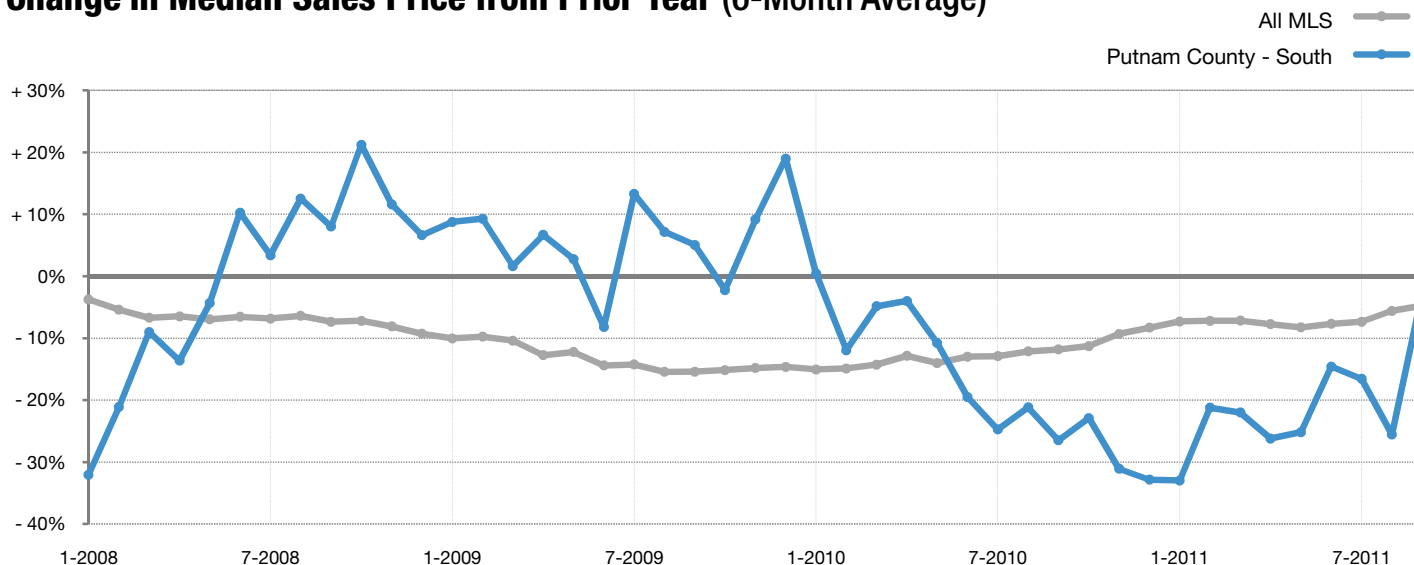


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