

National Trend Indicator Report

For 1/1/2018 To 12/31/2018

Today's date: 1/3/2019

Existing Homes

For Regions: , 01-SOUTHSIDE/MANDARI, 02-SOUTHSIDE, 03-RIVERSIDE/AVONDAL, 04-ARLINGTON/FT CARO, 05-HYDE GROVE/MURRAY, 06-WEST JACKSONVILLE, 07-SPRINGFIELD/DOWNT, 08-MARRIETTA/WHITEHO, 09-JACKSONVILLE NORT, 12-FLEMING ISLAND AR, 13-ORANGE PARK, 14-MIDDLEBURG VICINI, 21-JACKSONVILLE BEAC, 22-NEPTUNE BEACH, 23-ATLANTIC BEACH, 24-NORTH BEACH/MAYPO, 25-PONTE VEDRA BEACH, 26-PONTE VEDRA BEACH, 27-PONTE VEDRA-NOCAT, 30-ST JOHNS COUNTY-N, 31-ST JOHNS COUNTY-N, 32-ST JOHNS COUNTY-S, 33-ST JOHNS COUNTY-S, 34-ST JOHNS COUNTY-S

Single Family Unit Sales
Number of Bedrooms

Condominium Unit Sales
Number of Bedrooms

| Price Class | 2 or less | 3 | 4 or more | Total | 2 or less | 3 | 4 or more | Total | Total Unit Sales | Single Active | Condo Active |
|---------------------------|-----------|---------|-----------|---------|-----------------------------------|---------|-----------|---------|------------------|---------------|--------------|
| \$19,999.99 and under | 47 | 46 | 12 | 105 | | 5 | | 5 | 110 | 15 | 1 |
| \$20,000 to \$29,999.99 | 54 | 71 | 18 | 143 | | 5 | | 5 | 148 | 36 | 1 |
| \$30,000 to \$39,999.99 | 63 | 126 | 20 | 209 | | 10 | 2 | 12 | 221 | 44 | |
| \$40,000 to \$49,999.99 | 55 | 166 | 23 | 244 | | 14 | 4 | 18 | 262 | 58 | 4 |
| \$50,000 to \$59,999.99 | 62 | 153 | 31 | 246 | | 36 | 6 | 42 | 288 | 63 | 6 |
| \$60,000 to \$69,999.99 | 67 | 130 | 26 | 223 | | 49 | 11 | 60 | 283 | 73 | 4 |
| \$70,000 to \$79,999.99 | 59 | 152 | 29 | 240 | 1488 / 12 = 124 sales per month | 68 | 8 | 76 | 316 | 47 | 18 |
| \$80,000 to \$89,999.99 | 63 | 150 | 27 | 240 | | 98 | 24 | 122 | 362 | 49 | 24 |
| \$90,000 to \$99,999.99 | 80 | 165 | 34 | 279 | 195 / 124 = 1.57 months inventory | 94 | 26 | 120 | 399 | 52 | 26 |
| \$100,000 to \$119,999.99 | 143 | 465 | 70 | 678 | | 287 | 68 | 355 | 1033 | 109 | 61 |
| \$120,000 to \$139,999.99 | 203 | 708 | 158 | 1069 | | 304 | 153 | 457 | 1526 | 182 | 114 |
| \$140,000 to \$159,999.99 | 285 | 994 | 209 | 1488 | | 190 | 160 | 350 | 1838 | 195 | 81 |
| \$160,000 to \$179,999.99 | 159 | 1139 | 289 | 1587 | | 129 | 109 | 238 | 1825 | 219 | 61 |
| \$180,000 to \$199,999.99 | 89 | 1007 | 401 | 1497 | 1098 / 12 = 91.5 sales per month | 71 | 66 | 137 | 1634 | 227 | 27 |
| \$200,000 to \$249,999.99 | 129 | 2000 | 1241 | 3370 | | 111 | 71 | 182 | 3552 | 626 | 60 |
| \$250,000 to \$299,999.99 | 104 | 1022 | 1367 | 2493 | 408 / 91.5 = 4.5 months inventory | 83 | 11 | 94 | 2587 | 576 | 45 |
| \$300,000 to \$399,999.99 | 88 | 844 | 1726 | 2658 | | 88 | 80 | 168 | 2826 | 764 | 72 |
| \$400,000 to \$499,999.99 | 20 | 289 | 789 | 1098 | | 31 | 48 | 79 | 1177 | 408 | 56 |
| \$500,000 to \$749,999.99 | 14 | 203 | 681 | 898 | | 24 | 76 | 100 | 998 | 395 | 61 |
| \$750,000 to \$999,999.99 | 3 | 44 | 257 | 304 | | 10 | 23 | 33 | 337 | 215 | 16 |
| \$1,000,000 and over | | 29 | 230 | 259 | | 1 | 14 | 15 | 274 | 258 | 27 |
| ***Totals*** | 1787 | 9903 | 7638 | 19328 | 1708 | 960 | 55 | 2723 | 22051 | 4611 | 765 |
| ***Average*** | 149,419 | 210,929 | 365,971 | 266,511 | 162,409 | 252,320 | 624,285 | 203,436 | 258,723 | 405,807 | 291,808 |
| ***Median*** | 139,900 | 188,500 | 294,900 | 220,000 | 130,000 | 161,000 | 320,000 | 144,000 | 210,000 | 278,900 | 172,000 |

| Property Type | Volume | Median Sold Price | Unit Sales by Financing Type | 109 | Unit Sales by Time on Market |
|---------------|---------------|-------------------|------------------------------|-----------|------------------------------|
| Residential | 5,151,133,803 | 220,000 | -Res- | -Cnd- | -Res- -Cond- |
| Condo | 553,957,554 | 144,000 | | 0 0 | 1-30 Days 8144 1181 |
| All | 5,705,091,358 | 210,000 | Assumed | 1 0 | 31-60 Days 4381 633 |
| | | | Bond | 166 10 | 61-90 Days 2211 302 |
| | | | Cash | 4592 1337 | 91-120 Days 1246 184 |

So, there is 3x as much inventory for a buyer to choose from in the higher price point