

Real Estate Pulse St. Johns County, FL

May 2026 Update



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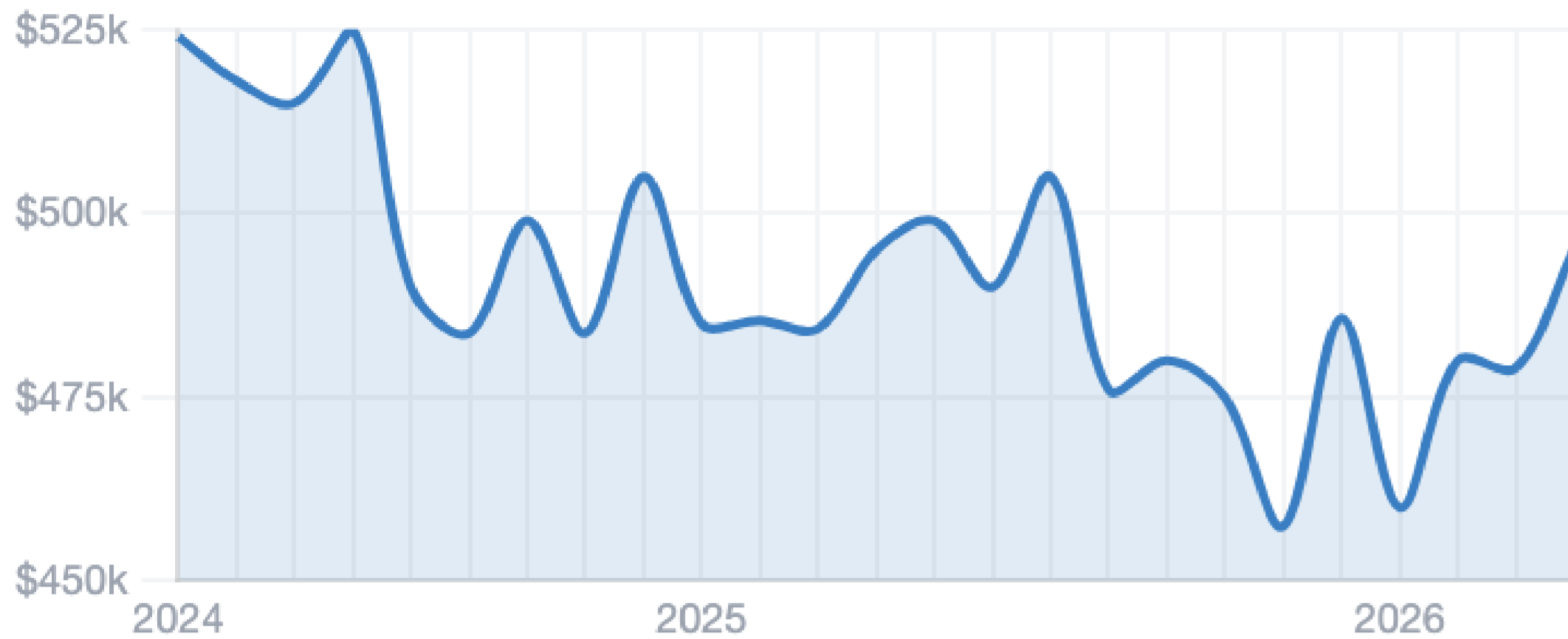
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This report is designed to give you the main data points needed to navigate the local real estate market. Insights gained through this report will help you make more informed decisions when buying or selling real estate in the area.

Median Sale Price

0% YOY +3% MOM

\$495k

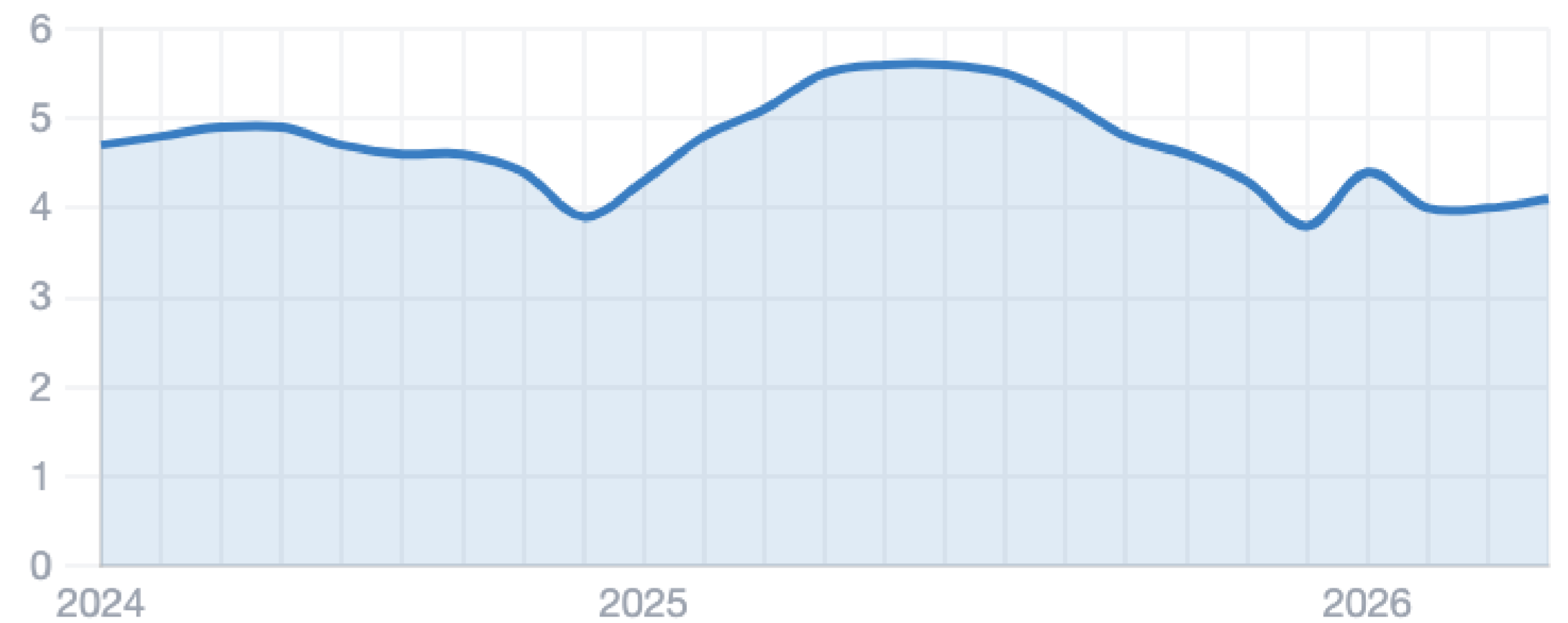


Median prices are the middle price of all homes sold that month. It excludes the high and low prices to show us how the price on a typical home is changing.

Months of Supply (MOS)

-25% YOY +2% MOM

4.1

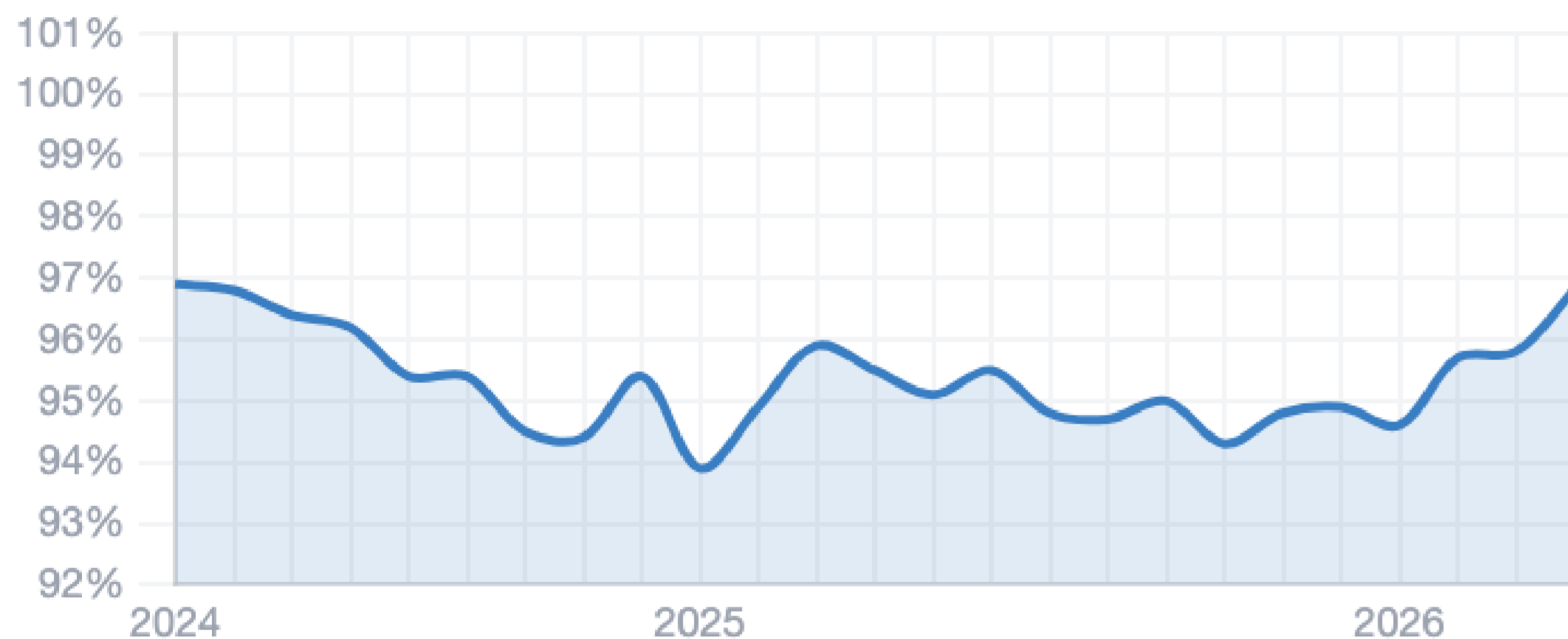


MOS is current active listings divided by the rolling 12-month average of closed sales. Sellers have more power under 4, the market is balanced from 4-6, and buyers are in control over 6.

Median Sold-to-List %

+1% YOY +1% MOM

96.8%

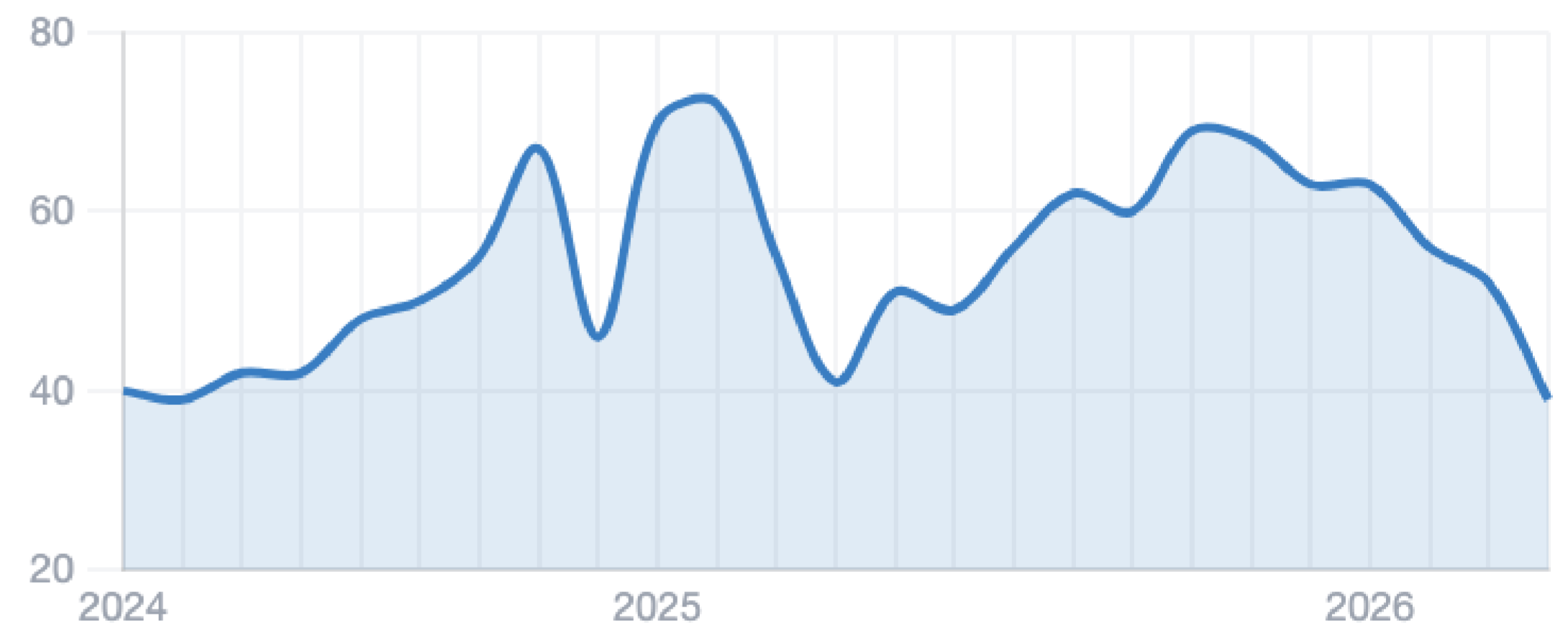


Median sold-to-list % tells us how much sellers are discounting from their original price in general. The lower the number, the more favorable for buyers and vice versa.

Median Days on Market (DOM)

-5% YOY -25% MOM

39 Days



Sellers get a sense for how long it takes to sell by considering median DOM. Buyers should manage expectations of price discounts using a property's DOM.

Buyer Insights

The market's speeding up again. Homes sold 13 days faster in April than in March, the biggest jump in the region. Well-priced listings are getting offers quickly.

New construction is actually cheaper than existing homes here. Builders' homes sold for about \$22k less than existing homes in April. Worth shopping side by side before you commit.

Watch rates more than prices. Prices have been stable since 2025, with slight dips and increases depending on the month. A meaningful move in mortgage rates would affect your buying power more than the price fluctuations will.

Seller Insights

Buyer demand is catching up to supply. The number of homes for sale fell more here than anywhere else in the region this year. Leverage is shifting back to sellers, slowly.

Right-priced homes are getting near asking. Existing homes sold at 96% of asking in April, the strongest in the region. Pricing near comparable sales rewards you the most.

Don't let the momentum slip away. Demand is building now, but homes still listed in June and July face more pressure as the market cools toward fall.

Source: Florida Realtors

Data is deemed reliable but not guaranteed. Market conditions change, and this report is for informational purposes only. Buyers and sellers should consult a licensed real estate professional for personalized advice.



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