

PALM VALLEY

March 2026 | Real Estate Market Report

Another.....
Listin' with Kristan!

SOLD for
\$3,000,000!



513 Canal Road, Ponte Vedra Beach, FL 32082

SOLD for \$783 per square foot. Built in 2025 and 93 front feet on the intracoastal.
Call me for an authentic discussion about the market and your property.



KELLERWILLIAMS
Luxury
INTERNATIONAL

Presented by Kristan Cloud-Malin
Your Palm Valley Real Estate Specialist & Neighbor



Call me if you are looking for an ICW lot that isn't on the market or to discuss selling your ICW property. **Who you hire matters!**
904.382.5526

Listin' with **Kristan**



HOMES CURRENTLY LISTED IN PALM VALLEY

INTRACOASTAL HOMES

Intracoastal Homes Currently Active: 5
 List Price Range: **\$2,800,000 - \$6,250,000**

NON-ICW HOMES

Non-ICW Homes Currently Active: 4
 List Price Range: **\$1,795,000 - \$2,582,000**

LOTS CURRENTLY LISTED IN PALM VALLEY

INTRACOASTAL LOTS

Intracoastal Lots Currently Active: 4
 List Price Range: **\$1,680,000 - \$2,200,000**

NON-ICW LOTS

Non-ICW Lots Currently Active: 4
 List Price Range: **\$524,995 - \$3,650,000**

Since our last newsletter: one home on the intracoastal and one non-intracoastal home sold. You can see them in red below. There was one price reduction, three properties went under contract, there were two new listings and two properties were removed from the market.

PROPERTIES SOLD MARCH 1ST, 2025 - FEBRUARY 28TH, 2026

Status	Address	Property Type	Intracoastal Y/N	Beds	Baths	Est. Sq. Ft.	Original List Price	Sold Price	Sold PSF PFF/PA	Sold Date	Days on Market
Sold	139 S. Roscoe Boulevard	Single-Family Home	Yes	4	3.5	2,900	\$2,675,000	\$2,255,000	\$778	01/15/26	73
Sold	185 N. Roscoe Boulevard	Single-Family Home	Yes	5	4.5	6,065	\$4,250,000	\$3,750,000	\$618	01/09/26	98
Sold	199 S. Roscoe Boulevard	Single-Family Home	Yes	4	4.5	3,745	\$2,600,000	\$2,534,000	\$677	01/09/26	69
Sold	231 N. Roscoe Boulevard	Single-Family Home	Yes	4	4.5	3,625	\$3,723,000	\$3,450,415	\$952	12/18/25	178
Sold	329 N. Roscoe Boulevard	Single-Family Home	Yes	4	3.5	3,321	\$2,500,000	\$1,900,000	\$572	10/23/25	21
Sold	19 S. Roscoe Boulevard	Single-Family Home	Yes	7	6.5	16,417	\$10,500,000	\$7,500,000	\$457	07/11/25	56
Sold	347 S. Roscoe Boulevard	Single-Family Home	Yes	6	5	5,408	\$4,500,000	\$3,900,000	\$721	07/07/25	371
Sold	83 N. Roscoe Boulevard	Single-Family Home	Yes	11	7	4,205	\$2,950,000	\$2,400,000	\$571	04/30/25	126
Sold	9 S. Roscoe Boulevard	Single-Family Home	Yes	4	3.5	3,149	\$4,995,000	\$4,800,000	\$1,524	04/13/25	10
Sold	225 S. Roscoe Boulevard	Single-Family Home	Yes	5	4.5	3,919	\$4,250,000	\$3,275,000	\$836	03/26/25	286
Sold	105 S. Roscoe Boulevard	Single-Family Home	Yes	3	2.5	1,884	\$2,075,000	\$2,100,000	\$1,115	03/03/25	2
Sold	260 Autumn Tide Trail	Single-Family Home	Yes	5	4.5	6,647	\$6,995,000	\$6,250,000	\$940	02/27/26	356
Sold	513 Canal Road	Single-Family Home	Yes	4	5	3,828	\$3,325,000	\$3,000,000	\$784	12/30/25	109
Sold	543 Canal Road	Single-Family Home	Yes	4	4	4,072	\$3,925,000	\$3,800,000	\$933	10/23/25	27
Sold	224 Clatterbridge Road	Single-Family Home	Yes	4	3.5	2,749	\$2,995,000	\$1,800,000	\$655	12/23/25	153
Sold	206 Sanctuary Estates	Single-Family Home	No	4	3.5	4,275	\$1,875,000	\$1,820,000	\$426	03/14/25	9
Sold	252 N. Roscoe Boulevard	Single-Family Home	No	3	2	1,838	NL	\$715,000	\$389	02/06/26	NL
Sold	28-32 S. Roscoe Boulevard	Single-Family Home	No	4	3	1,820	\$3,499,000	\$3,100,000	\$1,703	01/30/26	153
Sold	264 N. Roscoe Boulevard	Single-Family Home	No	6	5	4,689	\$3,250,000	\$3,030,000	\$646	01/05/26	130
Sold	350 N. Roscoe Boulevard	Single-Family Home	No	3	2.5	2,626	NL	\$1,540,000	\$376	10/31/25	NL
Sold	356 N. Roscoe Boulevard	Single-Family Home	No	5	5	4,489	\$2,595,000	\$2,500,000	\$557	09/29/25	8
Sold	260 S. Roscoe Boulevard	Single-Family Home	No	4	3.5	2,860	\$1,895,000	\$1,767,500	\$618	05/28/25	63
Sold	96 Valley Gardens Road	Single-Family Home	No	5	4.5	3,599	\$2,325,000	\$2,043,047	\$568	10/17/25	266
Sold	179 Coastal Grove Court	Single-Family Home	No	5	4.5	4,294	\$3,050,000	\$2,650,000	\$617	08/20/25	131
Sold	110 S. Wilderness Trail	Single-Family Home	No	5	3.5	3,797	\$1,900,000	\$2,195,000	\$500	02/20/26	117
Sold	204 S. Wilderness Trail	Single-Family Home	No	4	2	2,433	\$1,600,000	\$1,600,000	\$658	04/23/25	8
Sold	45 N. Roscoe Boulevard	75' x 400'	Yes	N/A	N/A	N/A	\$1,975,000	\$1,875,000	\$25,000	12/02/25	143
Sold	443 Shell Ridge Lane (60)	100' x 197'	Yes	N/A	N/A	N/A	\$1,600,000	\$1,425,000	\$14,250	11/07/25	102
Sold	466 Autumn Tide Trail (39)	105' x 240'	Yes	N/A	N/A	N/A	NL	\$1,870,000	\$17,810	07/23/25	NL
Sold	295 Shell Ridge Lane (52)	100' x 210'	Yes	N/A	N/A	N/A	\$1,800,000	\$1,594,000	\$15,940	11/10/25	92
Sold	295 Shell Ridge Lane (52)	100' x 210'	Yes	N/A	N/A	N/A	Foreclosure	\$1,220,000	\$12,200	06/10/25	NL
Sold	520 Autumn Tide Trail (36)	105' x 229'	Yes	N/A	N/A	N/A	\$1,800,000	\$1,800,000	\$17,143	03/04/25	230
Sold	300 N. Roscoe Boulevard	2.5 Acres	No	N/A	N/A	N/A	NL	\$1,500,000	\$600,000	08/06/25	NL
Sold	28 & 30 S. Roscoe Boulevard	5 Acres	No	N/A	N/A	N/A	NL	\$2,000,000	\$400,000	07/18/25	NL
Sold	18 S. Roscoe Boulevard	5 Acres	No	N/A	N/A	N/A	NL	\$2,000,000	\$400,000	07/18/25	NL
Sold	247 Canal Boulevard	0.53 Acres	No	N/A	N/A	N/A	\$725,000	\$725,000	\$1,367,924	08/13/25	412
Sold	XX N. Wilderness Trail	36 Acres	No	N/A	N/A	N/A	\$4,265,000	\$3,995,000	\$109,602	01/09/26	59
Sold	150 S. Wilderness Trail	3.75 Acres	No	N/A	N/A	N/A	NL	\$1,200,000	\$320,000	10/27/25	NL

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“Kristan is amazing!!! From an out-of-state cold call, she jumped right on our needs, asked a lot of questions to find out about us, and led us to just the right home. She was non-stop throughout the purchase process and made everything seem simple for us as an out-of-state buyer. Great experience.”

— Greg and Liesel Cooper
513 Canal Road, Ponte Vedra Beach, FL 32082



Intracoastal Homes

Median Active List Price (5)	\$3,995,000
Median Sold Price (15)	\$3,275,000
Median Sold Price/List Price Ratio (15)	88%



Median Sold Price Per SQ. FT.



Median Days on Market (Sold)

Non-ICW Homes

Median Active List Price (4)	\$2,268,500
Median Sold Price (11)	\$2,043,047
Median Sold Price/List Price Ratio (9)	93%



Median Sold Price Per SQ. FT.



Median Days on Market (Sold)

Intracoastal Lots

Median Active List Price (4)	\$1,820,000
Median Sold Price (6)	\$1,697,000
Median Sold Price/List Price Ratio (4)	92%



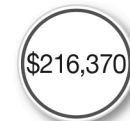
Average Sold Price Per Front Foot



Median Days on Market (Sold)

Non-ICW Lots

Median Active List Price (4)	\$824,995
Median Sold Price (6)	\$1,750,000
Median Sold Price/List Price Ratio (2)	97%



Average Sold Price Per Acre



Median Days on Market (Sold)

*Data pulled from the NEF MLS for the period of March 1st, 2025 - February 28th, 2026.

Whether you're looking for an investment property or looking to relocate, I can help you achieve your goals. Call me today at **904.382.5526**.



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REALTOR®, CRS

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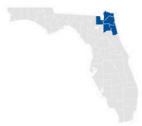
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Northeast Florida
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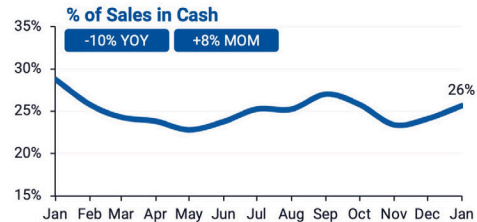
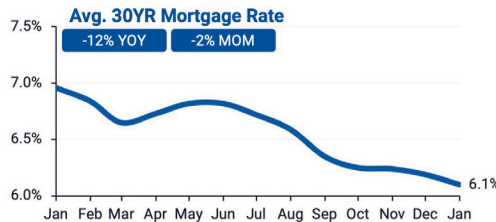


Market Overview

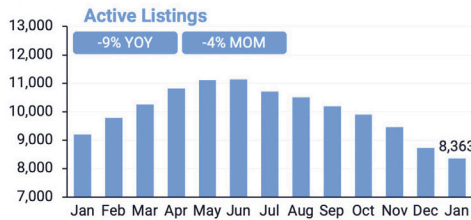
- The freezing temps didn't help our market much as January's stats look ice cold on the surface. Closed sales were down -40% from December and -7% lower than January 2025. The market balance of power favored buyers in January.
- Buyers got some of the lowest prices in the last 2 years in St. Johns County. The median sale price fell to \$460K, which highlights how attractive opportunities can be buying in the winter months.
- On average, it's taking 63 days to sell a property in St. Johns County. This is because buyers are still hesitant if the house needs repairs or feels overpriced. There are a good number of houses that sell faster, but you've got to be priced well and in good shape.



Financing



Supply



Demand

