Real Estate Pulse
St. Johns County, FL
June 2026 Update

Kristan Cloud-Malin, PA ®
Listin' with Kristan
(904) 382-5526
kmalin63@gmail.com
www.ListingWithKristan.com

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.

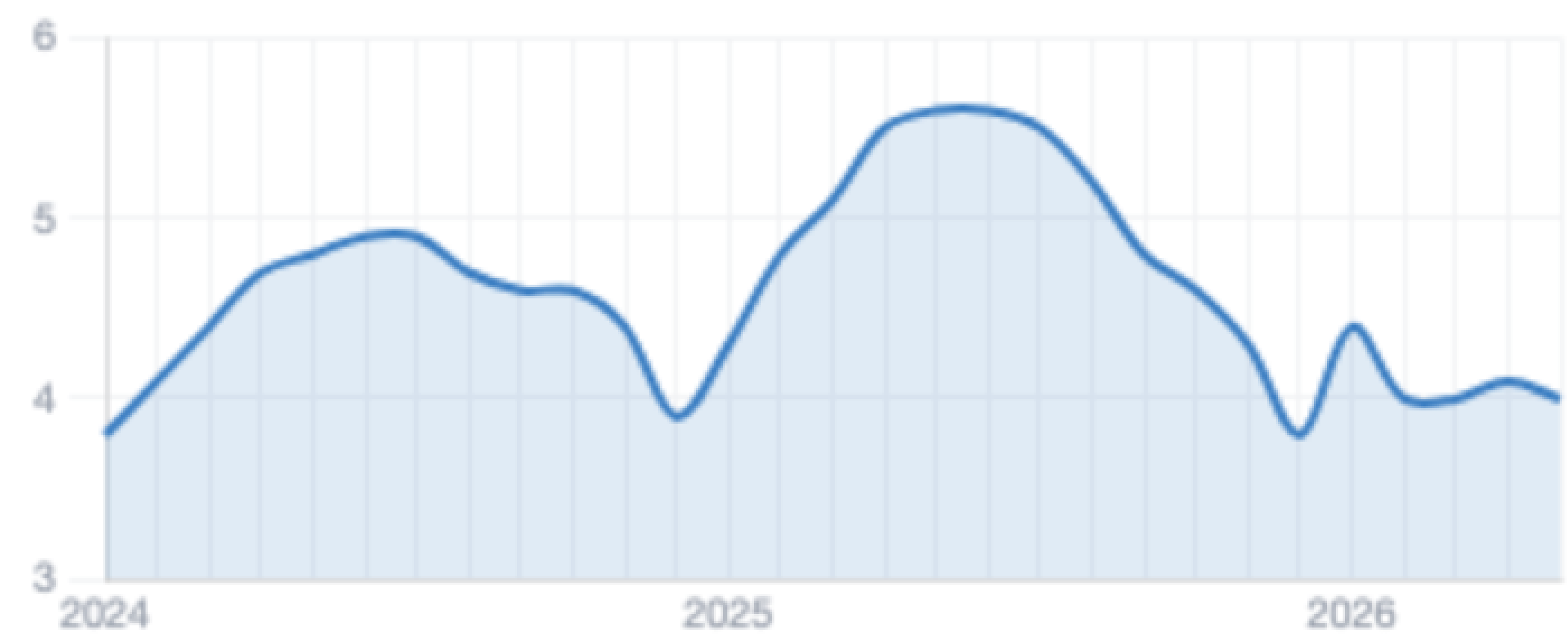
Median Sale Price
+4% YOY +4% MOM

$517k

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)
-29% YOY -2% MOM

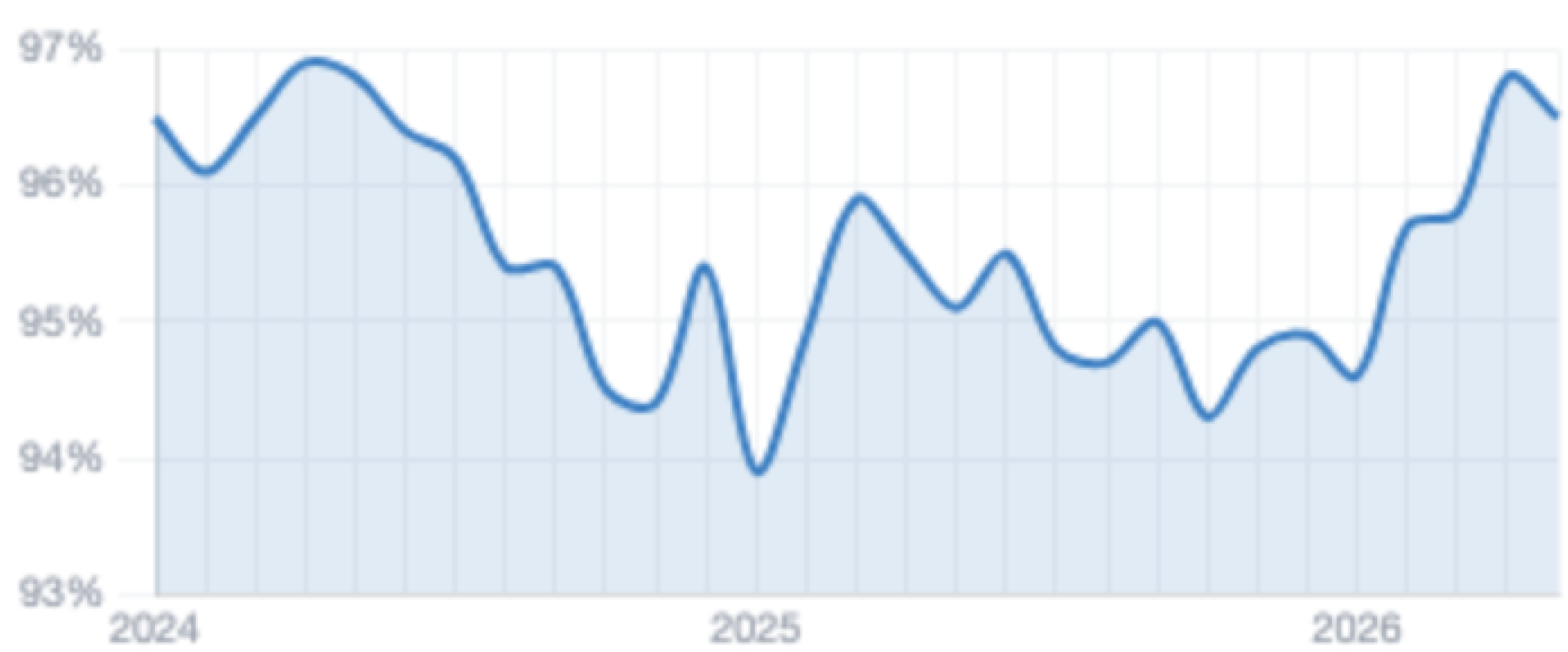
4.0



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 0% MOM

96.5%



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)
-24% YOY 0% 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

St. Johns is up 4% in price from a year ago and supply dropped nearly 30% in the same window. If you've been waiting for a better entry point, the data isn't supporting that strategy right now. Know your criteria and be ready to act.

Homes here are selling in 39 days, 12 days faster than May 2025. Work with your agent to set up instant alerts for new listings in your price range. In a market moving this fast, being first to tour is often the advantage that matters.

MOS fell from 5.6 to 4.0 year over year. That means fewer homes available relative to demand than buyers faced a year ago. Focus your search, get pre-approved, and plan to make a decision within a day or two of finding the right home.

Seller Insights

Supply here dropped nearly 30% in one year and prices are up 4%. That's likely the strongest seller setup this county has seen in the past 18 months. If you've been on the fence about selling, the timing is as good as it's been.

Buyers are watching carefully. Sellers averaged 96.5% of asking in May, which means a home priced 5% above comparable sales will probably sit while similar homes clear. Price it to sell, not to negotiate down.

Talk to your agent about working backward from your ideal close date. Listings that go under contract in June are likely to close before the August slowdown. That conversation is worth having now.

Source: **Florida Realtors**