Real Estate Pulse

Saint Johns County, FL

July 2026 Update

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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

+6% YOY | 0% MOM

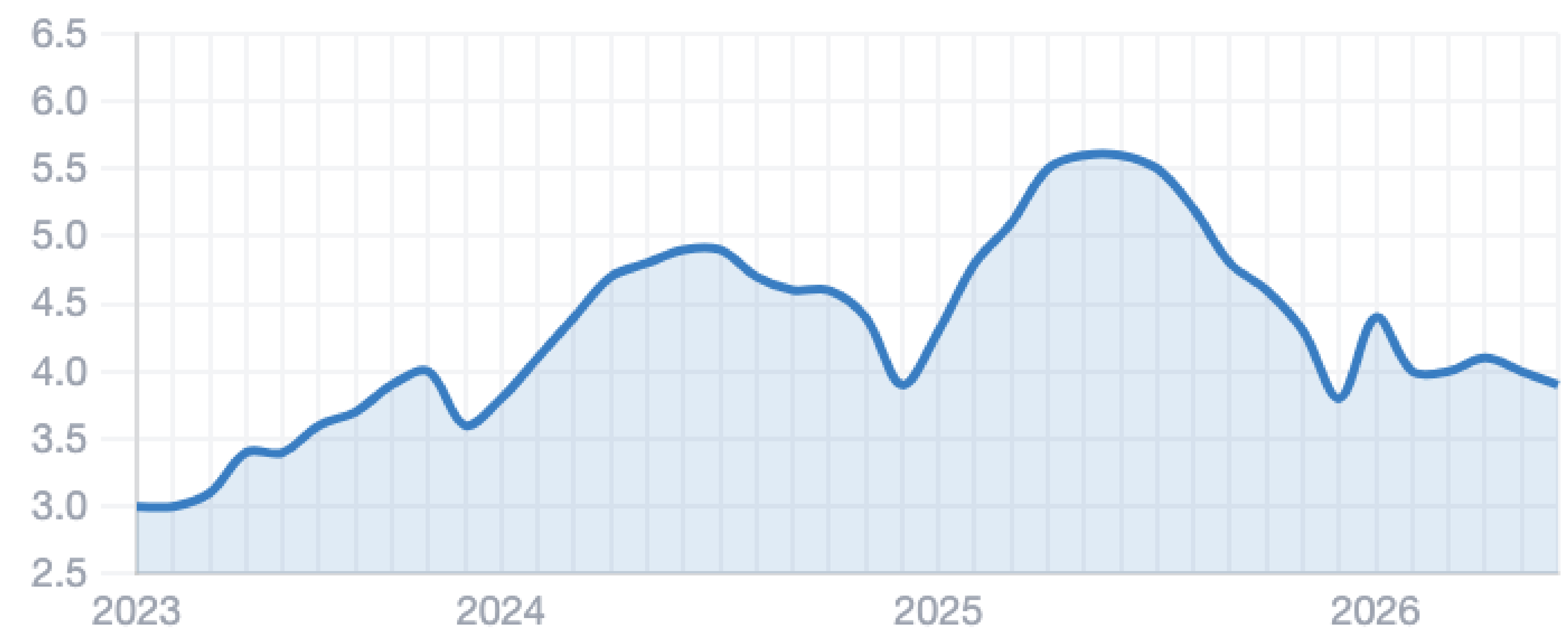
$518k

Median price is the middle price of all homes sold that month. It filters out the extremes so you can see how a typical home is trending in the county.

Months of Supply (MOS)

-30% YOY | -3% MOM

3.9

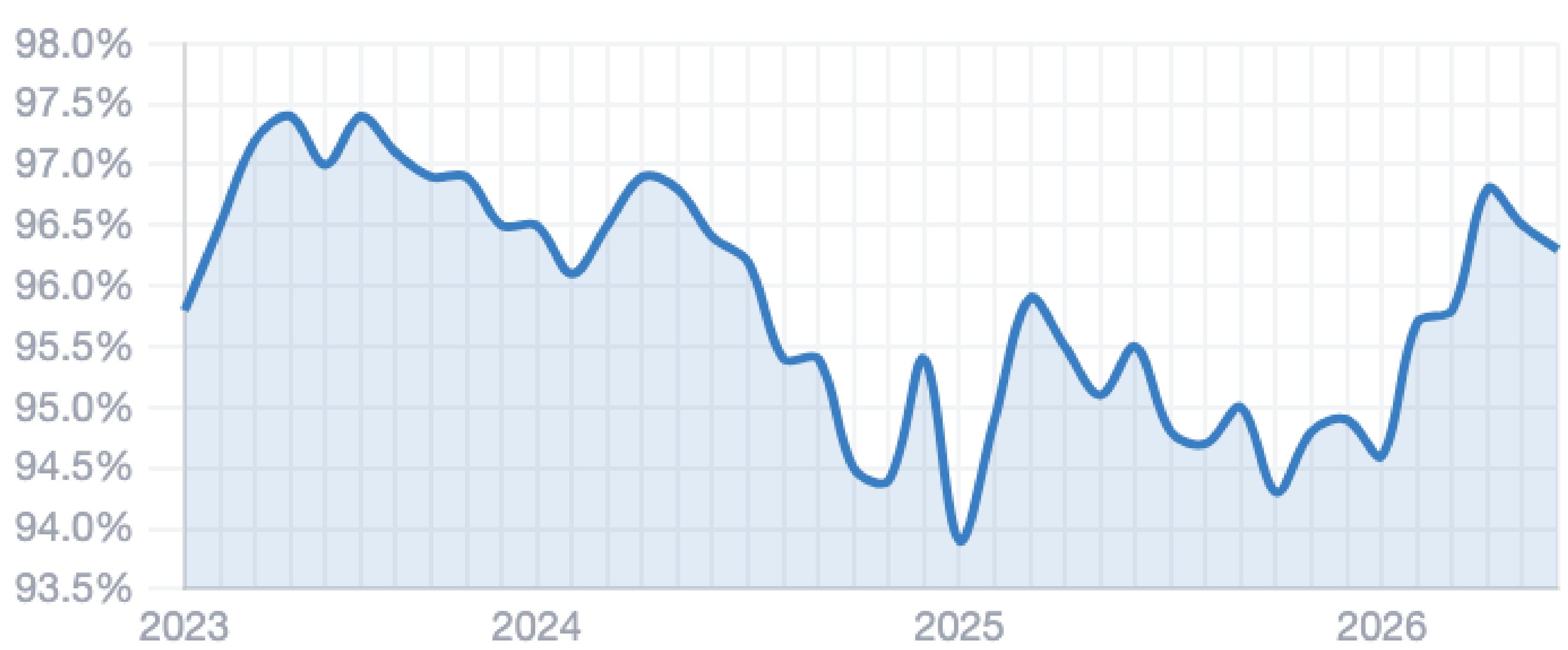


MOS is current active listings divided by the rolling 12-month average of closed sales. Under 4 months leans toward sellers. Over 6 leans toward buyers. 4 to 6 is balanced.

Median Sold-to-List %

+0.8% YOY | -0.2% MOM

96.3%



Sold-to-list % tells you how much sellers are discounting from their original asking price. Closer to 100% means buyers are competing. Lower values mean more room to negotiate.

Median Days on Market (DOM)

-10% YOY | +13% MOM

44 Days

Median DOM measures how long homes take to go under contract. Falling DOM means demand is outpacing supply. Rising DOM gives buyers more time to decide.

Buyer Insights

The family-buyer rush that drives St. Johns demand every summer is over, and I'm watching demand soften. This is a good time to look seriously if you've been on the sidelines.

The market is still seller-leaning at 3.9 months, but I'm seeing more room to negotiate than I did in May. You won't get a steep discount, but we have more leverage now than we did this spring.

Fall is a reasonable time to move in St. Johns. Fewer competing offers, and sellers who've been sitting are more motivated to work with us.

Seller Insights

The families who needed to settle before school starts have made their decisions, and I want you to know that changes things. That buyer pool is largely off the table until next spring.

Your market improved faster than any county in the region this year, but I can't let momentum hide a stale listing. If you haven't gone under contract, it's the price or the presentation.

Sellers who haven't gone under contract should reduce price now rather than carry a stale listing into fall. Homes relisted in spring after sitting all fall rarely command the same price as one that closed in September.

Source: **Florida Realtors SunStats**