



Real Estate Pulse St. Johns County, FL

February 2026 Update



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Listin' with Kristan

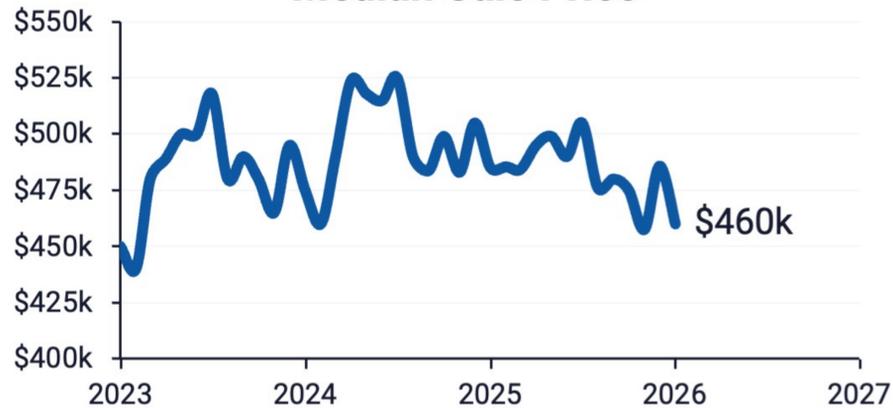
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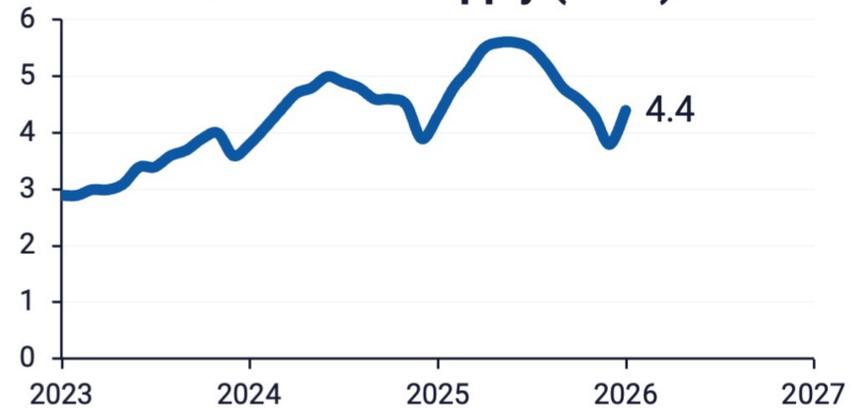
This report is designed to give you the main data points needed to navigate the local real estate market. Insights gained through this report will help you make more informed decisions when buying or selling real estate in the area.

Median Sale Price



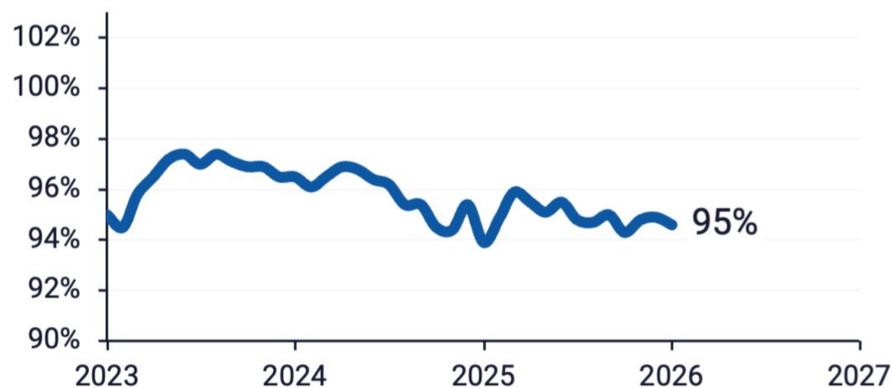
Median prices are the middle price of all homes sold that month. It excludes the high and low prices to show us how the price on a typical home is changing.

Months of Supply (MOS)



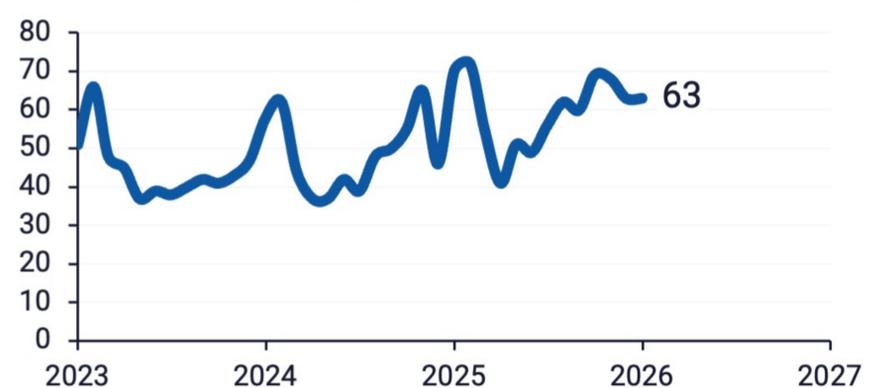
MOS is current active listings divided by the rolling 12-month average of closed sales. Sellers have more power under 4, the market is balanced from 4-6, and buyers are in control over 6.

Median Sold-to-List %



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)



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

- **Buyers got some of the lowest prices in the last 2 years in St. Johns.** The median sale price fell to \$460k, which highlights how attractive opportunities can be buying in the winter months.
- **The market is about to wake up.** March is the month where the weather warms up, and buyers get serious about taking action. Expect more competition to enter the market in the next couple of months.
- **Fresh options to buy should start rolling in.** The best houses to buy will likely be new listings to the market.

Seller Insights

- **On average, it's taking 63 days to sell a property.** 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.
- **St. Johns is one of the few counties with more active listings.** Unlike Duval, Clay, and Baker, the active listings in St. Johns grew in January which limits the control sellers have in the market. Monitor nearby new construction offers.
- **This should be the low point on the year.** January almost always has the lowest prices and activity all year.