

PALM VALLEY RESIDENT

July 2026 | Real Estate Market Report



FROM IOWA TO PONTE VEDRA BEACH. FROM TEACHER TO TOP PRODUCER.

- Took a leap of faith into real estate in 2004 and never looked back.
- Luxury waterfront expert, avid angler, business owner of Angie's Subs, and community advocate.
- Co-founder of the Two Titmice Foundation, helping breast cancer patients with everyday living expenses.

THE KRISTAN DIFFERENCE

"I'm honest to a fault. I sincerely believe my clients deserve that."

"I think my job is to protect the clients, even when the truth is very uncomfortable."

"The clients who want a strategist with a spine tend to stay with me for years."



THE POWER OF STRAIGHTFORWARD

22 Years of Trust, Integrity & Results

- Built a successful real estate career on one simple principle: honesty, even when the truth is uncomfortable.
- Serving Ponte Vedra Beach and Jacksonville's coastal communities since 2004.
- Luxury waterfront specialist with firsthand knowledge of the coastal lifestyle.



Kristan and her husband fish for redfish, flounder, trout and compete in kingfish tournaments. Kristan won the Lady's Angler division in the Old School Kingfish Tournament, reeling in a fish weighing more than 35 pounds.



KRISTAN MALIN

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VISIT OUR WEBSITE HERE



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 have an authentic discussion about your property or the market. *Who you hire matters!*
904.382.5526

Listin' with
Kristan



HOMES CURRENTLY LISTED
IN PALM VALLEY

INTRACOASTAL HOMES

Intracoastal Homes Currently Active: 6
List Price Range: \$1,700,000 - \$5,895,000

NON-ICW HOMES

Non-ICW Homes Currently Active: 8
List Price Range: \$1,100,000 - \$2,995,000

LOTS CURRENTLY LISTED
IN PALM VALLEY

INTRACOASTAL LOTS

Intracoastal Lots Currently Active: 7
List Price Range: \$1,595,000 - \$2,960,000

NON-ICW LOTS

Non-ICW Lots Currently Active: 6
List Price Range: \$550,000 - \$3,250,000

Since our last newsletter: four homes sold on the intracoastal and one lot sold on the intracoastal. You can see them in red below. There were six price reductions, five properties went under contract and two properties were removed from the market.

PROPERTIES SOLD JULY 1ST, 2025 - JUNE 30TH, 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	143 S. Roscoe Boulevard	Single-Family Home	Yes	6	4.5	6,769	\$6,500,000	\$3,400,000	\$502	06/23/26	507
Sold	153 S. Roscoe Boulevard	Single-Family Home	Yes	3	3.5	3,829	\$3,995,000	\$3,995,000	\$1,043	06/19/26	8
Sold	87 N. Roscoe Boulevard	Single-Family Home	Yes	5	6	4,121	\$3,590,000	\$3,300,000	\$801	06/18/26	81
Sold	205 S. Roscoe Boulevard	Single-Family Home	Yes	3	3.5	2,574	\$2,600,000	\$2,350,000	\$913	05/01/26	160
Sold	301 S. Roscoe Boulevard	Single-Family Home	Yes	4	5.5	5,734	\$6,750,000	\$5,800,000	\$1,012	04/20/26	320
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	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	11 Cat Road	Single-Family Home	Yes	5	3.5	3,682	\$2,800,000	\$2,500,000	\$679	06/29/26	71
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	362 N. Roscoe Boulevard	Single-Family Home	No	5	3	2,803	\$1,750,000	\$1,700,000	\$606	05/27/26	7
Sold	252 N. Roscoe Boulevard	Single-Family Home	No	3	2	1,838	NL	\$175,000	\$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	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	\$2,195,000	\$1,900,000	\$500	02/20/26	117
Sold	293/295 N. Roscoe Boulevard	150' x 400'	Yes	N/A	N/A	N/A	\$4,200,000	\$3,900,000	\$26,000	06/01/26	72
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	506 Autumn Tide Trail (37)	105' x 308'	Yes	N/A	N/A	N/A	\$2,200,000	\$2,050,000	\$19,524	05/29/26	66
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	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	834 S. Harbor Lights Drive Lot 5	100' x 495'	Yes	N/A	N/A	N/A	\$1,750,000	\$1,750,000	\$17,500	06/26/26	61
Sold	776 S. Harbor Lights Drive Lot 2	99' x 460'	Yes	N/A	N/A	N/A	\$1,680,000	\$1,680,000	\$16,970	04/20/26	43
Sold	814 S. Harbor Lights Drive Lot 4	99' x 485'	Yes	N/A	N/A	N/A	\$1,740,000	\$1,740,000	\$17,576	04/03/26	76
Sold	946 S. Harbor Lights Drive Lot 10	100' x 508'	Yes	N/A	N/A	N/A	\$1,900,000	\$1,900,000	\$19,000	03/10/26	106
Sold	244 N. Roscoe Boulevard	1.67 Acres	No	N/A	N/A	N/A	\$950,000	\$750,000	\$449,102	03/19/26	205
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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My husband and I live on Roscoe. We own several properties on the east side and live on the water. It is a location and lifestyle that is second to none, especially if privacy, large lots, great schools, and water access (whether directly behind your home or via a boat ramp) are important to you. We have lived on Roscoe since 1999, and my husband grew up on the lot we live on, so we have witnessed and experienced all the changes. For some seasoned homeowners, the evolving landscape of the area and their personal life stages often prompt the search for a new residence. If this resonates with you, I invite you to contact me. There are a lot of agents to choose from...very few that will be authentic with you about the market and your property. If you are looking for results and the truth, *I am the agent for you. **Who you hire matters!***



JULY 1ST, 2025 -
JUNE 30TH, 2026

PALM VALLEY

Intracoastal Homes

Median Active List Price (6)	\$3,225,000
Median Sold Price (17)	\$3,400,000
Median Sold Price/List Price Ratio (17)	89%



Median Sold
Price Per SQ. FT.



Median Days
on Market (Sold)

Non-ICW Homes

Median Active List Price (8)	\$2,091,500
Median Sold Price (9)	\$2,195,000
Median Sold Price/List Price Ratio (7)	89%



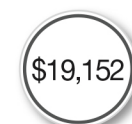
Median Sold
Price Per SQ. FT.



Median Days
on Market (Sold)

Intracoastal Lots

Median Active List Price (7)	\$1,790,000
Median Sold Price (10)	\$1,810,000
Median Sold Price/List Price Ratio (9)	95%



Average Sold Price
Per Front Foot



Median Days
on Market (Sold)

Non-ICW Lots

Median Active List Price (6)	\$1,335,000
Median Sold Price (7)	\$1,500,000
Median Sold Price/List Price Ratio (3)	94%



Average Sold Price
Per Acre



Median Days
on Market (Sold)

*Data pulled from the NEF MLS for the period of July 1st, 2025 - June 30th, 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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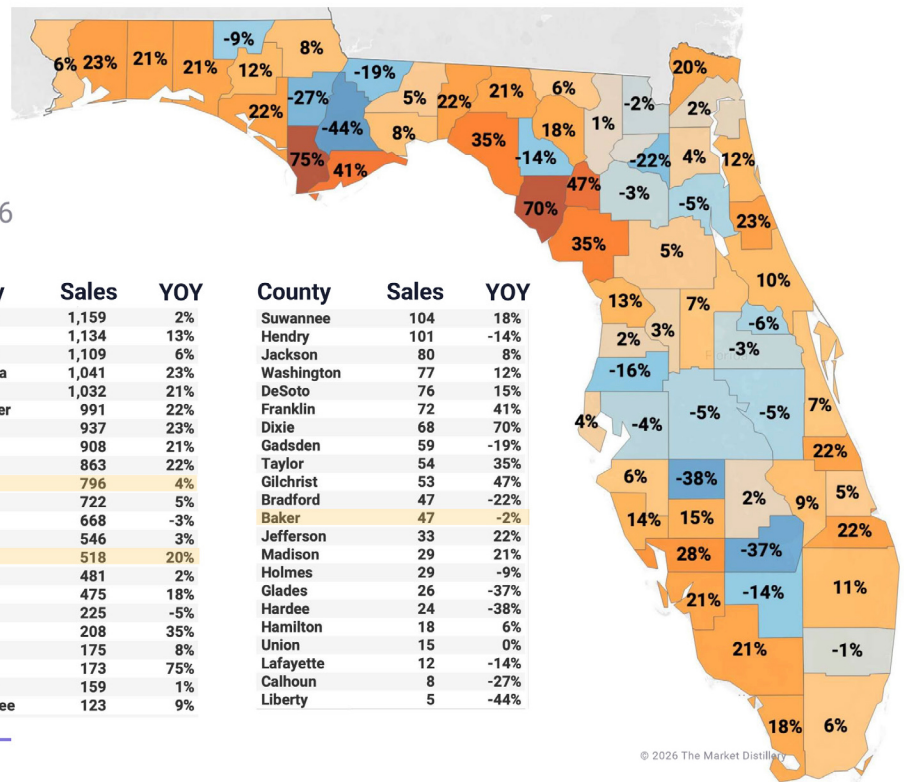
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HOME SALES by County

All Properties | First Quarter 2026

County	Sales	YOY	County	Sales	YOY	County	Sales	YOY
Palm Beach	6,028	11%	Hernando	1,159	2%	Suwannee	104	18%
Lee	5,335	21%	Citrus	1,134	13%	Hendry	101	-14%
Broward	5,270	-1%	Escambia	1,109	6%	Jackson	80	8%
Miami-Dade	5,113	6%	Santa Rosa	1,041	23%	Washington	77	12%
Pinellas	4,229	4%	Okaloosa	1,032	21%	DeSoto	76	15%
Hillsborough	4,068	-4%	Indian River	991	22%	Franklin	72	41%
Orange	3,421	-3%	Flagler	937	23%	Dixie	68	70%
Sarasota	3,241	14%	Walton	908	21%	Gadsden	59	-19%
Polk	3,019	-5%	Martin	863	22%	Taylor	54	35%
Duval	3,016	2%	Clay	796	4%	Gilchrist	53	47%
Brevard	2,809	7%	Leon	722	5%	Bradford	47	-22%
Collier	2,697	21%	Alachua	668	-3%	Baker	47	-2%
Manatee	2,668	6%	Sumter	546	3%	Jefferson	33	22%
Pasco	2,662	-16%	Nassau	518	20%	Madison	29	21%
Volusia	2,601	10%	Highlands	481	2%	Holmes	29	-9%
Marion	2,364	5%	Monroe	475	18%	Glades	26	-37%
Charlotte	1,930	28%	Putnam	225	-5%	Hardee	24	-38%
Lake	1,855	7%	Levy	208	35%	Hamilton	18	6%
Osceola	1,799	-5%	Wakulla	175	8%	Union	15	0%
St. Johns	1,756	12%	Gulf	173	75%	Lafayette	12	-14%
St. Lucie	1,522	5%	Columbia	159	1%	Calhoun	8	-27%
Bay	1,193	22%	Okeechobee	123	9%	Liberty	5	-44%
Seminole	1,187	-6%						

Source: FloridaRealtors® MARKET DISTILLERY



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Florida's real estate market is becoming increasingly local. Although some regions of the state are experiencing slower sales activity, many of the highlighted Northeast Florida counties continue to post positive year-over-year growth. This reinforces an important point: statewide headlines don't always reflect what's happening in your neighborhood. Buyers and sellers should base decisions on local market conditions, where demand in many Northeast Florida communities remains healthy, and well-priced homes continue to attract strong interest.