

Real Estate Pulse St. Johns County, FL

March 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

-1% YOY +4% MOM

\$480k

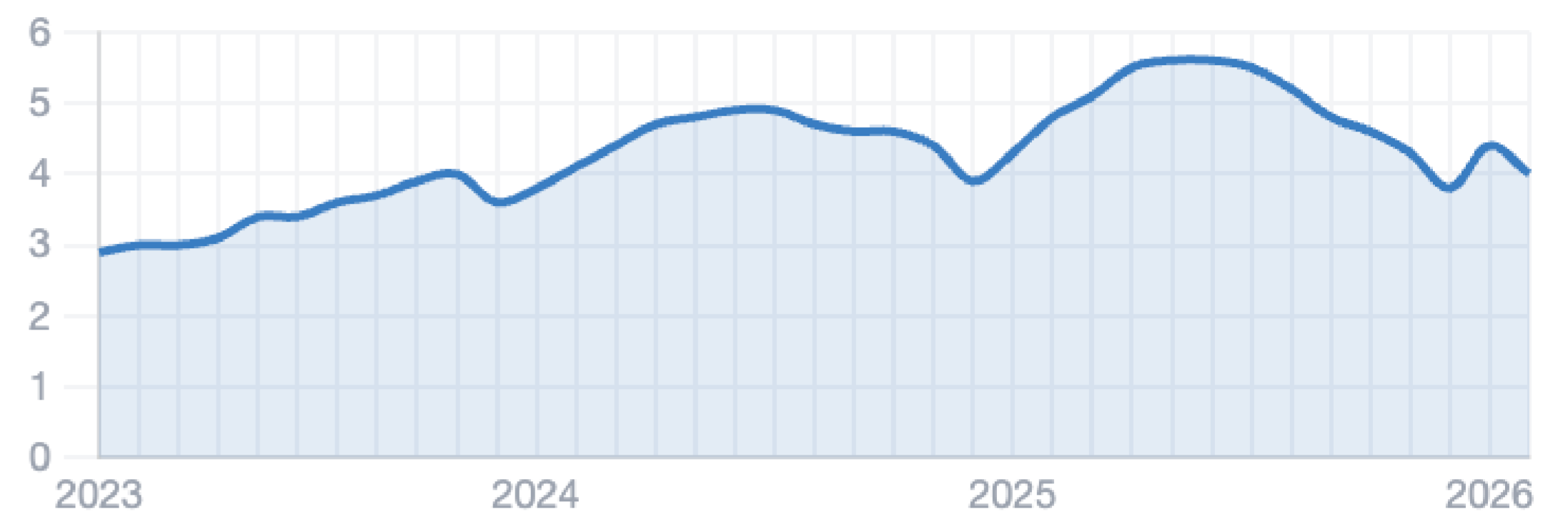


Median prices are the middle price of all homes sold that month. It excludes the high and low prices to show us how the price on a typical home is changing.

Months of Supply (MOS)

-17% YOY -9% 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 +1% MOM

95.7%

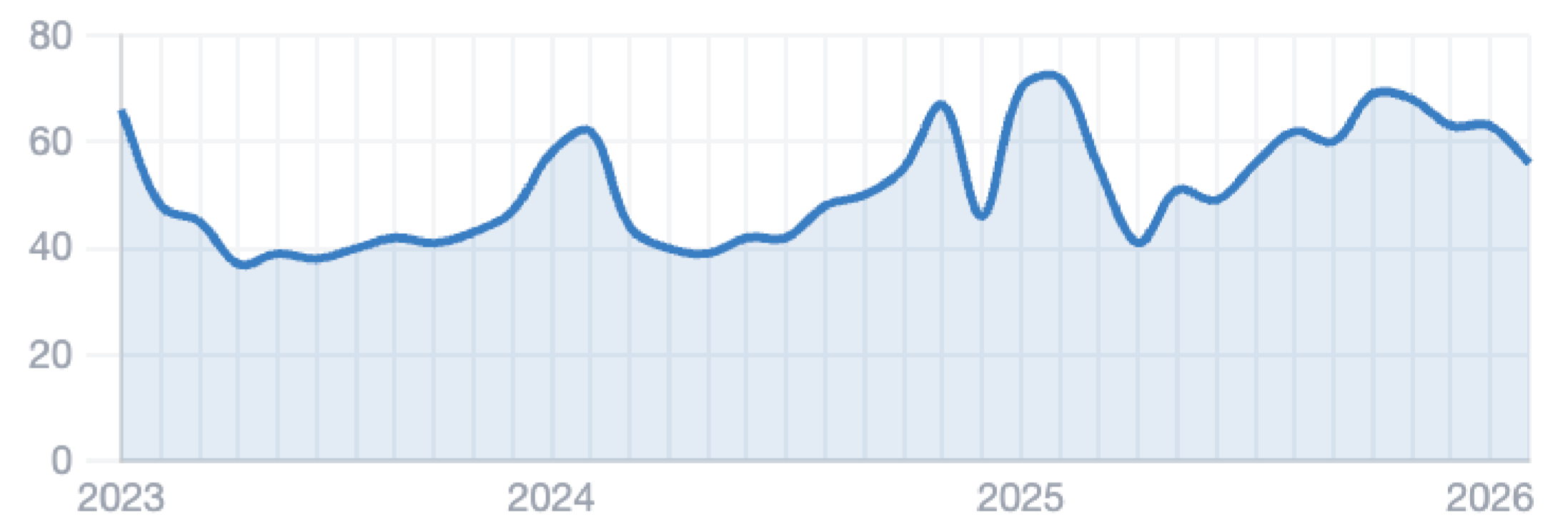


Median sold-to-list % tells us how much sellers are discounting from their original price in general. The lower the number, the more favorable for buyers and vice versa.

Median Days on Market (DOM)

-22% YOY -11% MOM

56 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 has the second-highest prices in Northeast Florida at \$480k, but new construction is active here. Builders are currently offering incentives like rate buydowns and closing cost contributions that can make a new build more affordable than it first appears.

Months of supply dropped from 4.8 to 4.0 over the past year, meaning more buyers are competing for available homes than before. Builder activity here adds options beyond what the listing data alone shows.

Homes are going under contract 16 days faster than this time last year. Whether you're buying resale or new construction, being pre-approved and ready to decide quickly will give you a real advantage.

Seller Insights

St. Johns has an active new construction market, and builders are offering incentives (rate buydowns, upgrades, closing cost help) that resale homes can't easily match. Your pricing and presentation need to account for this competition, not just other listings.

February's jump from \$460k to \$480k shows demand picking back up as spring buyers enter the market. Buyers who prefer the character and location of resale over new builds are still there, but they're comparison shopping.

Inventory tightened from 4.8 to 4.0 months, reducing competing listings. That works in your favor, but your price still needs to hold up against nearby builder incentives.