

Real Estate Pulse St. Johns County, FL

April 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

-1% YOY 0% MOM

\$479k

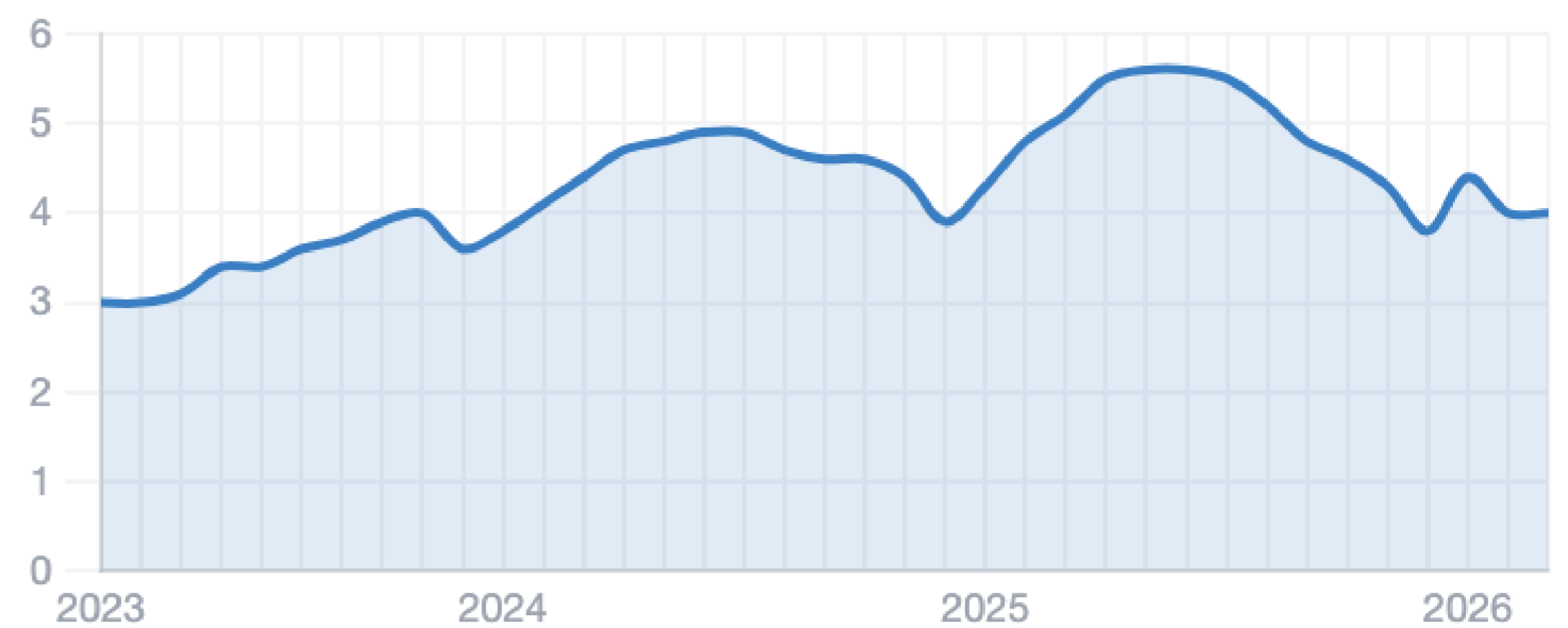


Median prices are the middle price of all homes sold that month. It excludes the high and low prices to show us how the price on a typical home is changing.

Months of Supply (MOS)

-22% YOY 0% MOM

4.0

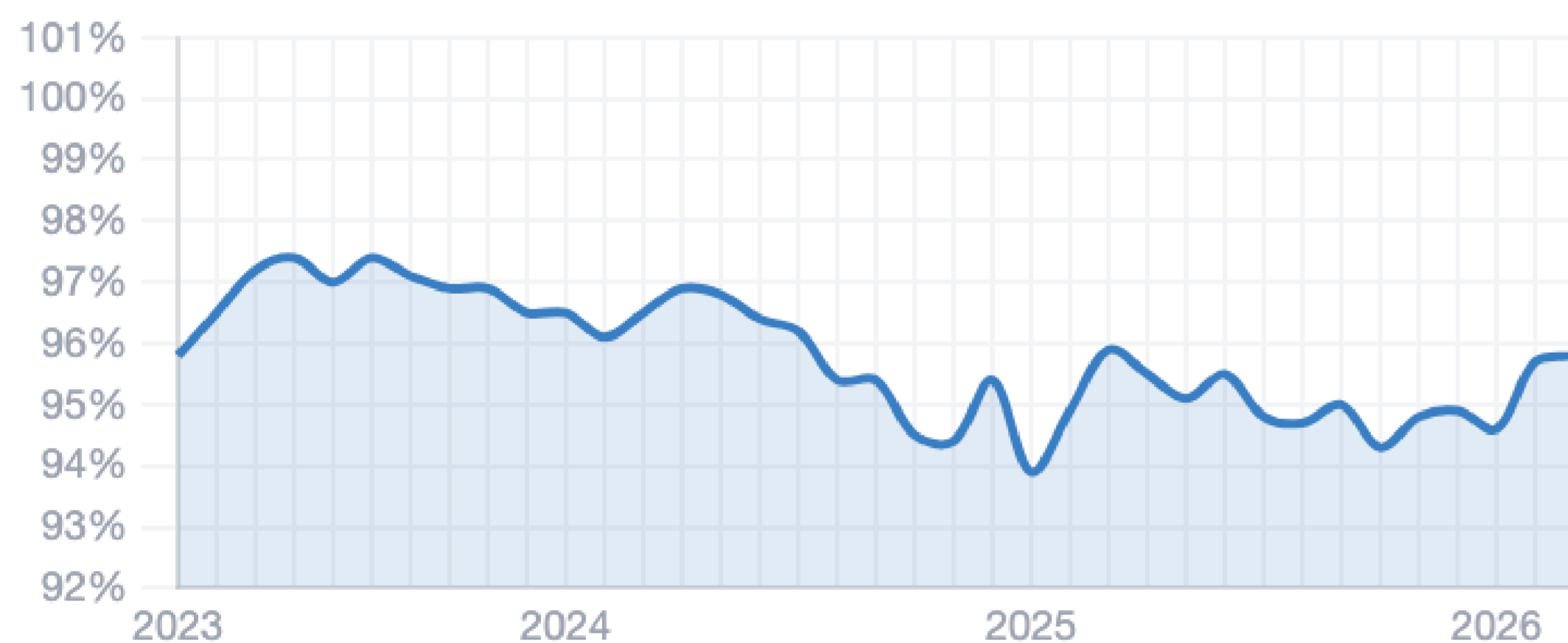


MOS is current active listings divided by the rolling 12-month average of closed sales. Sellers have more power under 4, the market is balanced from 4-6, and buyers are in control over 6.

Median Sold-to-List %

0% YOY 0% MOM

95.8%

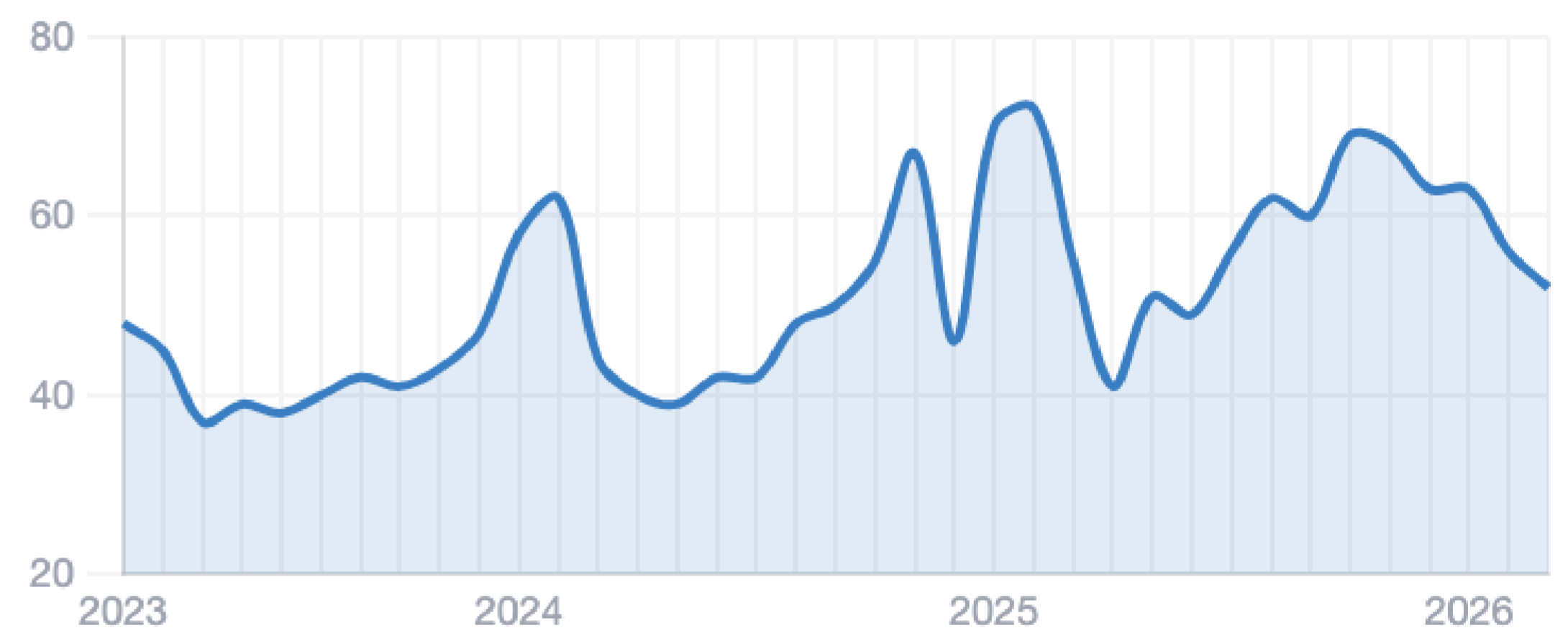


Median sold-to-list % tells us how much sellers are discounting from their original price in general. The lower the number, the more favorable for buyers and vice versa.

Median Days on Market (DOM)

-5% YOY -7% MOM

52 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 prices are nearly flat at \$479k, down 1% from last March and well below the 2024 peak near \$525k. If you were priced out 18 months ago, you can get more for your money today.

Permits dropped 28% year over year as many St. Johns communities finish their last phases. Fewer new homes means builders have less reason to offer discounts or extras, making resale the more competitive option.

Inventory dropped from 5.1 to 4.0 months of supply over the past year - this is no longer a buyer's market. Sellers are less willing to cover closing costs or take low offers than they were in 2025.

Seller Insights

Supply dropped from 5.1 to 4.0 months over the past year. You're under less pressure to price low or cover a buyer's closing costs, and spring should keep that trend going.

Builder permits are down 28% year over year, meaning fewer new homes are entering the market. In a county where buyers often chose new over resale, that's good news for existing home sellers.

Prices are holding near \$479k and buyers are active again. A home that's priced fairly and shows well should sell without needing to drop the price.

Source: Florida Realtors

Data is deemed reliable but not guaranteed. Market conditions change, and this report is for informational purposes only. Buyers and sellers should consult a licensed real estate professional for personalized advice.



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