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I hope everyone is doing well to start off the new year. This has been the coldest spell ever during my almost 15 years of living in Florida. Hopefully the warmer weather will return soon and lead us into a pleasant Spring!

It has been a busy season for me. Over the years, I have been able to help many customers referred to me by Dwight and Sharon of For Buyers Only Realty. Dwight and Sharon recently retired and I purchased the website ... **WelcomeHomeStJohns.com**. It is a great site that allows for MLS searches and has lots of valuable tools and videos. Please visit and check it out. We have been working on updating the site as well as creating new video content on a variety of new construction neighborhoods.

Please **visit my YouTube channel** by clicking this link [@johnlawrencerealtor](#) and hit the **SUBSCRIBE button**. It does not cost anything and would be a huge favor that would really help me out!

Since I cover a six county area, in this newsletter I am going to try and provide some information about the larger NE Florida market and not just focus on St. Augustine and St. Johns County.

I look forward to hopefully providing some helpful information for you in the First Coast Report. If you ever have any suggestions for content or any questions to ask, please let me know.

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2025 COUNTY BY COUNTY STATISTICS

First Coast Report

February 2026



Real estate markets and statistics can be hyper local. Usually, when we read about real estate facts and figures, we are often getting national data. Here are the 2025 yearly numbers for single family homes in our six county area. The number of closed sales was actually up in Duval, Clay, and Putnam. Median sale price rose in Clay, Putnam, and Nassau. Active inventory was down in every county except Nassau. St. Johns County had the largest drop in dollar volume at -7.8%.

Saint Johns County Single-Family Homes			Annual 2025		
CLOSED SALES	MEDIAN SALE PRICE	ACTIVE INVENTORY	CLOSED SALES	MEDIAN SALE PRICE	ACTIVE INVENTORY
↓ -8.9% from a year ago 5,899	↓ -1.3% from a year ago \$543,000	↓ -5.1% from a year ago 1,743	↓ -8.9% from a year ago 5,899	↓ -1.3% from a year ago \$543,000	↓ -5.1% from a year ago 1,743
DOLLAR VOLUME	NEW LISTINGS	NEW PENDING SALES	DOLLAR VOLUME	NEW LISTINGS	NEW PENDING SALES
↓ -7.8% from a year ago \$4.1 Billion	↓ -4.8% from a year ago 7,659	↓ -7.8% from a year ago 6,193	↓ -7.8% from a year ago \$4.1 Billion	↓ -4.8% from a year ago 7,659	↓ -7.8% from a year ago 6,193

Duval County Single-Family Homes			Annual 2025		
CLOSED SALES	MEDIAN SALE PRICE	ACTIVE INVENTORY	CLOSED SALES	MEDIAN SALE PRICE	ACTIVE INVENTORY
↑ 1.1% from a year ago 10,824	↓ -2.8% from a year ago \$327,999	↓ -4.7% from a year ago 3,001	↑ 1.1% from a year ago 10,824	↓ -2.8% from a year ago \$327,999	↓ -4.7% from a year ago 3,001
DOLLAR VOLUME	NEW LISTINGS	NEW PENDING SALES	DOLLAR VOLUME	NEW LISTINGS	NEW PENDING SALES
↓ -0.3% from a year ago \$4.5 Billion	↑ 0.5% from a year ago 14,735	↑ 0.8% from a year ago 11,801	↓ -0.3% from a year ago \$4.5 Billion	↑ 0.5% from a year ago 14,735	↑ 0.8% from a year ago 11,801

Flagler County Single-Family Homes			Annual 2025		
CLOSED SALES	MEDIAN SALE PRICE	ACTIVE INVENTORY	CLOSED SALES	MEDIAN SALE PRICE	ACTIVE INVENTORY
↓ -1.0% from a year ago 3,011	↓ -0.5% from a year ago \$363,186	↓ -8.4% from a year ago 1,261	↓ -1.0% from a year ago 3,011	↓ -0.5% from a year ago \$363,186	↓ -8.4% from a year ago 1,261
DOLLAR VOLUME	NEW LISTINGS	NEW PENDING SALES	DOLLAR VOLUME	NEW LISTINGS	NEW PENDING SALES
↓ -2.2% from a year ago \$1.4 Billion	↓ -4.5% from a year ago 4,163	↓ -0.4% from a year ago 3,204	↓ -2.2% from a year ago \$1.4 Billion	↓ -4.5% from a year ago 4,163	↓ -0.4% from a year ago 3,204

Clay County Single-Family Homes			Annual 2025		
CLOSED SALES	MEDIAN SALE PRICE	ACTIVE INVENTORY	CLOSED SALES	MEDIAN SALE PRICE	ACTIVE INVENTORY
↑ 2.1% from a year ago 2,918	↑ 0.6% from a year ago \$362,000	↓ -11% from a year ago 899	↑ 2.1% from a year ago 2,918	↑ 0.6% from a year ago \$362,000	↓ -11% from a year ago 899
DOLLAR VOLUME	NEW LISTINGS	NEW PENDING SALES	DOLLAR VOLUME	NEW LISTINGS	NEW PENDING SALES
↑ 2.1% from a year ago \$1.2 Billion	↓ -3.6% from a year ago 3,812	↑ 2.4% from a year ago 3,238	↑ 2.1% from a year ago \$1.2 Billion	↓ -3.6% from a year ago 3,812	↑ 2.4% from a year ago 3,238

Putnam County Single-Family Homes			Annual 2025		
CLOSED SALES	MEDIAN SALE PRICE	ACTIVE INVENTORY	CLOSED SALES	MEDIAN SALE PRICE	ACTIVE INVENTORY
↑ 8.2% from a year ago 618	↑ 3.7% from a year ago \$250,000	↓ -15% from a year ago 299	↑ 8.2% from a year ago 618	↑ 3.7% from a year ago \$250,000	↓ -15% from a year ago 299
DOLLAR VOLUME	NEW LISTINGS	NEW PENDING SALES	DOLLAR VOLUME	NEW LISTINGS	NEW PENDING SALES
↑ 10% from a year ago \$181 Million	↓ -5.1% from a year ago 905	↑ 5.8% from a year ago 680	↑ 10% from a year ago \$181 Million	↓ -5.1% from a year ago 905	↑ 5.8% from a year ago 680

Nassau County Single-Family Homes			Annual 2025		
CLOSED SALES	MEDIAN SALE PRICE	ACTIVE INVENTORY	CLOSED SALES	MEDIAN SALE PRICE	ACTIVE INVENTORY
↓ -3.2% from a year ago 1,742	↑ 2.0% from a year ago \$500,000	↑ 7.5% from a year ago 644	↓ -3.2% from a year ago 1,742	↑ 2.0% from a year ago \$500,000	↑ 7.5% from a year ago 644
DOLLAR VOLUME	NEW LISTINGS	NEW PENDING SALES	DOLLAR VOLUME	NEW LISTINGS	NEW PENDING SALES
↑ 1.5% from a year ago \$1.1 Billion	↑ 1.6% from a year ago 2,339	↓ -3.4% from a year ago 1,842	↑ 1.5% from a year ago \$1.1 Billion	↑ 1.6% from a year ago 2,339	↓ -3.4% from a year ago 1,842

DATA PROVIDED FLORIDA REALTORS SUN STATS



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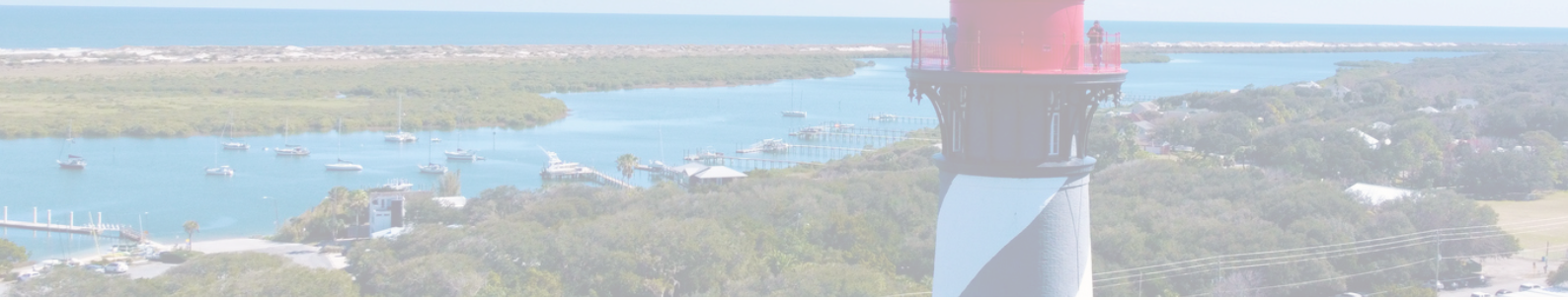


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FEBRUARY 2026 ... AREA EVENTS

First Coast Report

February 2026



FEBRUARY 2026 ... AREA EVENTS

NOTE: THESE ARE CLICKABLE LINKS THAT WILL TAKE YOU TO THE EVENT PAGE

- Feb. 6** - [" I Love You, You're Perfect, Now Change" @ Limelight Theatre \(St. Aug.\)](#)
- Feb. 7** - [Fourth Annual Florida Int. Antique Tackle Show @ WGV Renaissance \(St. Aug.\)](#)
- Feb. 7** - [Pedro Menendez H.S. Annual Car Show @ Classic Car Museum \(St. Aug.\)](#)
- Feb. 7** - [Hellcat 5k and 10k Run @ Historic Lee Field \(Green Cove Springs\)](#)
- Feb. 7** - [Fort Mose Jazz & Blues Series: Gary Clark, Jr. @ Fort Mose State Park \(St. Aug.\)](#)
- Feb. 7-8** - [20th Annual Creekside Festival @ Princess Place \(Palm Coast\)](#)
- Feb. 10** - [Crystal Bowersox @ Cafe Eleven \(St. Aug. Beach\)](#)
- Feb. 11** - [History of Butler Beach Walk @ Frank Butler Park East \(St. Aug.\)](#)
- Feb. 13** - [Fort Mose Jazz & Blues Series: Robert Cray & Ruthie Foster \(St. Aug.\)](#)
- Feb. 17** - [Gipsy Kings featuring Nicolas Reyes @ Ponte Vedra Concert Hall \(Ponte Vedra\)](#)
- Feb. 19-21** - [St. Augustine Spanish Food & Wine Festival @ Flagler College \(St. Aug.\)](#)
- Feb. 19** - [Atlanta Rhythm Section @ Ponte Vedra Concert Hall \(Ponte Vedra\)](#)
- Feb. 20** - [AC/DC Tribute Band @ Colonial Oak Music Park \(St. Aug.\)](#)
- Feb. 20** - [Pro Bull Riders: Unleash the Beast @ Vy Star Veterans Memorial Arena \(Jax\)](#)
- Feb. 21** - [Lighthouse 5K & Fun Run @ St. Augustine Lighthouse & Museum \(St. Aug. Beach\)](#)
- Feb. 21** - [Jax Chocolate, Wine & Whiskey Festival @ The Glass Factory \(Jax\)](#)
- Feb. 21-22** - [Stawberry Festival @ Florida Agricultural Museum \(Palm Coast\)](#)
- Feb. 22** - [Riverside Craft Beer Festival @ Riverside Arts Market \(Jax\)](#)
- Feb. 25-28** - [Florida Z Fest for Nissan/Datsun/Infiniti enthusiasts \(Palatka\)](#)
- Feb. 26** - [Jax Icemen Hockey vs. Atlanta Gladiators @ VyStar Veterans Mem. Arena \(Jax\)](#)
- Feb. 26 - Apr. 5** - [Damn Yankees @ Alhambra Theatre and Dining - \(Jax\)](#)
- Feb. 28** - [Styx @ The Amp \(St. Aug.\) - SOLD OUT](#)



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ST. JOHNS COUNTY UPDATE

St. Johns County (South)

With the population of St. Johns County surging to an estimated 335,000 as of 2024, lots of new retail and commercial development is happening. Blackford Way on US 1 is seeing the old Winn-Dixie grocery store being converted to a new Aldi store and a new McDonald's is being added to the plaza. New construction neighborhoods include Sabal Estates & Maplewood by KB Home, Crescent Shores by Ashton Woods, Marsh Cay by Ashley Homes, & Timber Creek & Brookestone by Richmond American Homes.

SR 207 has seen lots of new businesses in the Publix Treaty Oaks Marketplace area and a new AdventHealth Emergency Department is expected to open this year. A new Southeast Orthopedic Specialists clinic recently opened next to the Grover Boorland building at Epic Theatre Village.

St. Johns County (SR 16 & West)

Thankfully the I-95 interchange is finally complete, although it did not become the full Diverging Diamond Interchange that I envisioned. If you have not traveled it yet, pay attention to the design as it is not very intuitive. A new Publix at Elevation Pointe is being developed along with several large apartment complexes on SR 16. Toll Brothers is building a luxury neighborhood called Iron Branch at the intersection of CR 208 and Joe Ashton Rd. Large 1.5 acre homesites with 3,700 - 4700 sq. ft. homes will be \$1m plus. The new Outback Crabshack on Six Mile Creek & County Rd 13 N is open and a new water accessible restaurant is being built on Trout Creek on St Rd 13 N across from the Trout Creek Marina by the Southern Hospitality Group ... owners of Valley Smoke, Marker 32, Dockside, & Billy Jacks.

St. Johns County (World Golf Village)

The St. Johns Parkway extension is now open from Silverleaf Parkway to International Golf Parkway. Work continues so St. Johns Pkwy will eventually connect to SR 16 just east of Murabella. A new Super Wal Mart will join Home Depot, Costco, Bass Pro Shops and Buc-ee's as large retail additions to that part of the county. Another Publix plaza is being developed in Silverleaf across from the new Baptist Health medical campus currently under construction.

St. Johns County (210)

Construction to widen Co. Rd. 210 to four lanes is ongoing both east and west of I-95. Lots of new retail at the Beachwalk development with a BJ's Wholesale, Lowe's, Publix Shoppes at Beachwalk with many new restaurants and services. A new Margaritaville Hotel is also expected to be added to the area.

Nocatee is in the final phase of development and may be sold out of new construction single family homes in 2026. On Greenbriar Rd across from the Southside Saddle Club, you will notice site construction for a large master planned community called PineWalk. A little further west, Pulte Homes is developing The Landings at St. Johns and Del Webb St. Johns, a 55+ community.



Valued Friends and Customers ...

Thanks for taking the time to read my newsletter!

The real estate market is off to a strong start in January. Last month I closed a listing and went under contract on a new construction builder inventory home. There are some really good deals on these inventory homes and the builders are making concessions. I also signed three "build from dirt" new construction contracts. Most of the people in the industry I talk with are pretty optimistic about the spring market, however NE Florida has so much new construction inventory currently. I think it will be a very competitive market for resale homes with sellers having to be realistic and will need their homes to be in move-in ready condition in order to sell quickly. On a positive note, single family homeowners insurance pricing seems to be improving for owners. The state funded Citizens Insurance has reduced their policies and new companies are entering the state.

MY ACTIVE LISTINGS



[VIEW LISTING](#)



254 OAK SHADOW PL

Owner pride truly shows in this Holton Farmhouse plan by Mattamy Homes featuring 2,508 sq. ft and 4 bedrooms plus a study with french doors to provide lots of family options. Beautiful ceiling fans, light fixtures, and plantation shutters throughout.

[VIEW LISTING](#)



597 NARVAEZ AVE

Owner pride shows in this nicely upgraded Camelia floor plan with 3 car garage. Appreciate the batten trim installation and freshly painted exterior for a coastal look that also provides great protection from the elements!



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