

# THE KEY TO REAL ESTATE

## March Newsletter



Spring is just around the corner, and the real estate market is heating up! Our March edition is packed with expert insights to help you navigate the season ahead. Get the latest updates on market trends, mortgage rate shifts, and valuable tips for buyers and sellers in 2025. Plus, discover local events, community highlights, and insider advice to make the most of this exciting time of year. Whether you're thinking about buying, selling, or simply staying informed, The Key to Real Estate has everything you need. Unlock new opportunities this spring—your real estate advantage starts here!

## WHAT TO EXPECT THIS MONTH

- Market Trends & Insights
- Buyer & Seller Tips for 2025
- Local Community & Lifestyle
- What is a Single Agent
- Why Choose Me?
- What I Offer!



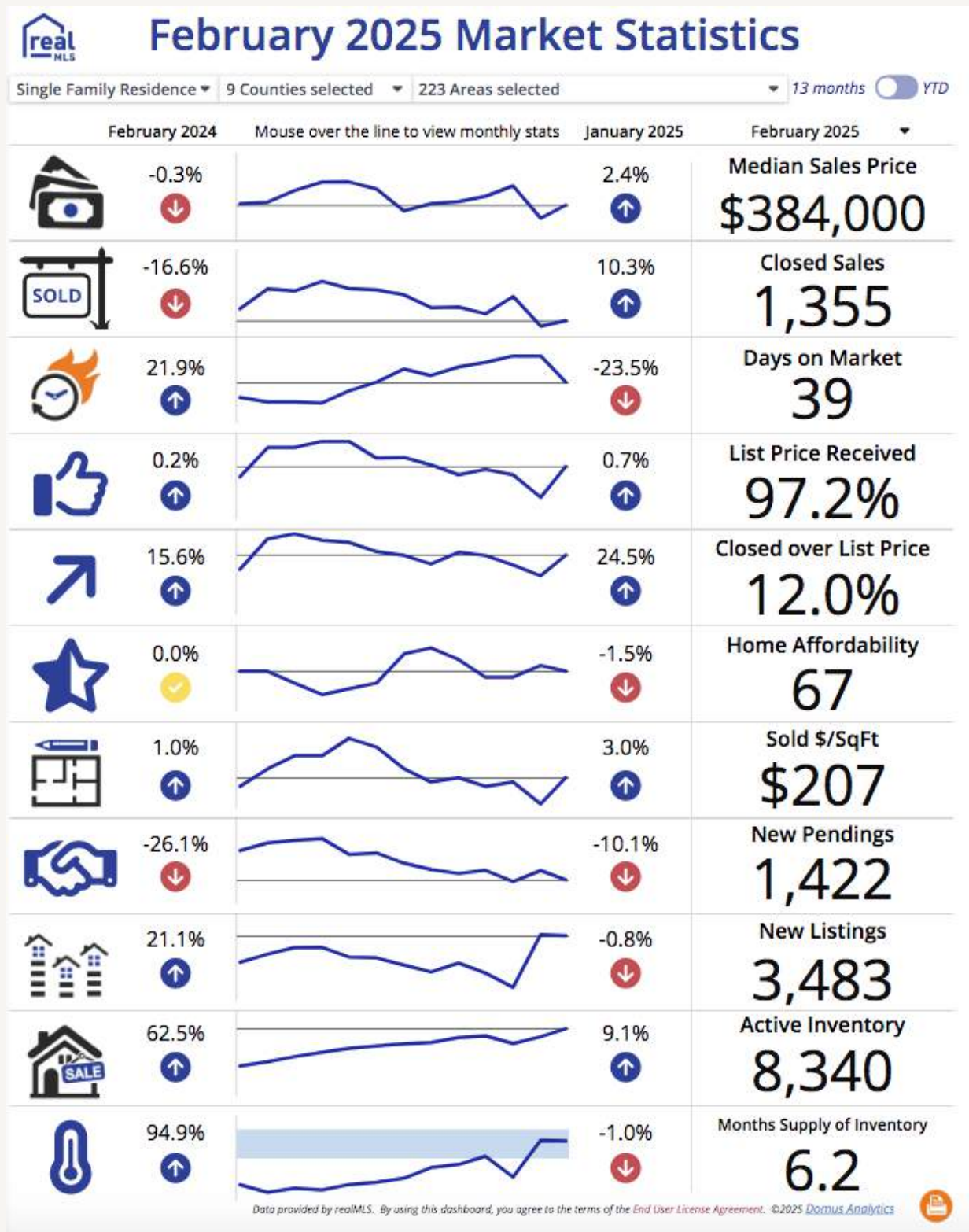
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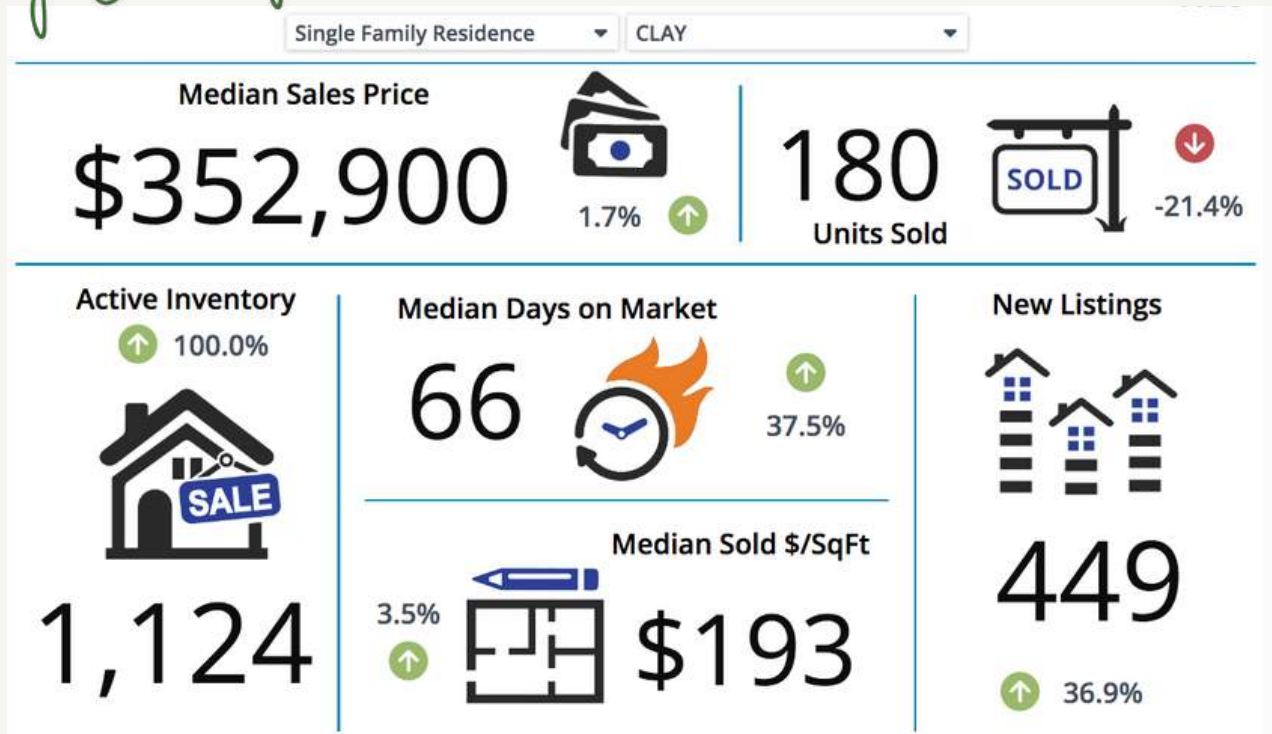
# MARKET TRENDS

Jacksonville, Florida

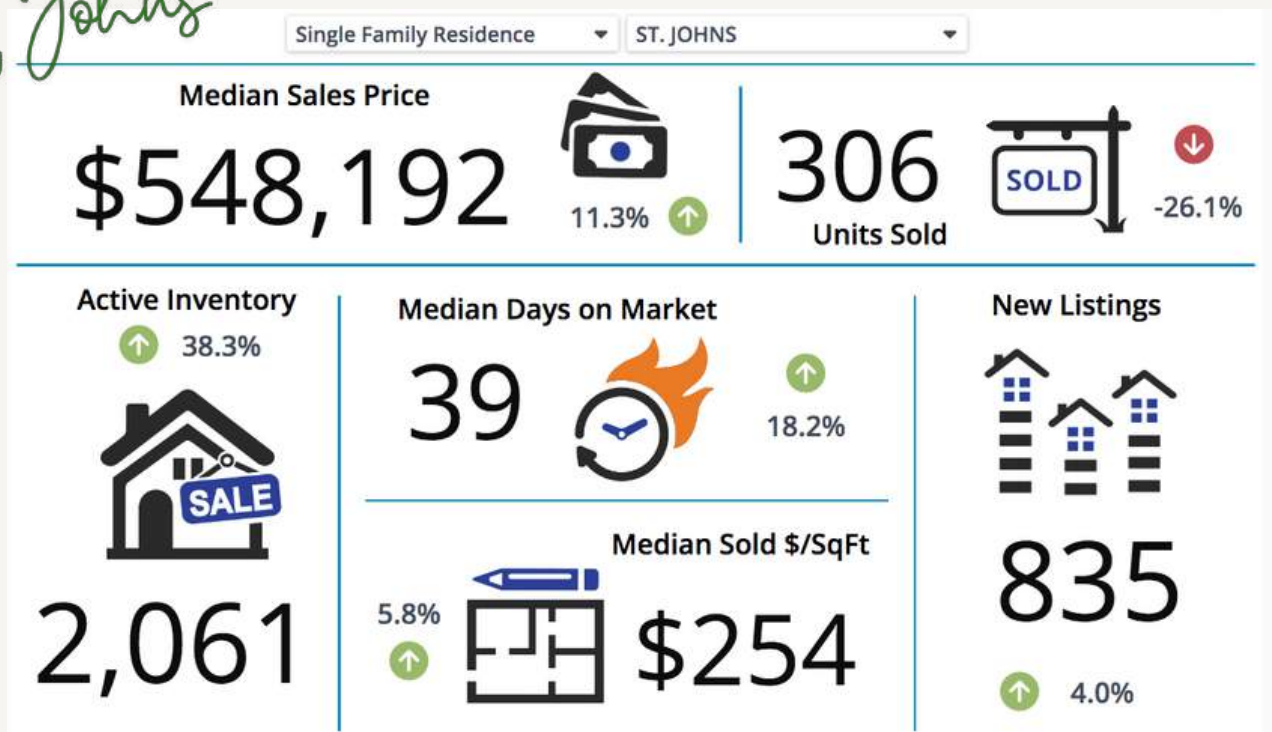


# LOCAL MARKET TRENDS

Clay County



St Johns



# MARKET NEWS



As of March 2025, the Northeast Jacksonville real estate market is experiencing notable shifts. The median sales price across Northeast Florida has decreased by 5% from previous periods, now standing at \$328,000. Additionally, active inventory has surged by 68% compared to last year, increasing from 6,500 to 11,000 listings.

These changes have impacted buyer and seller dynamics. The sale-to-list price ratio has adjusted to approximately 94%, indicating that buyers now have increased negotiating power. Moreover, the average days on market has extended to 72 days, significantly longer than during the 2021-2022 market peak.

Given these developments, how might these trends influence your real estate decisions in the coming months? Let's schedule an appointment to talk about your goals!

*Contact Me!*

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# SMALL UPGRADES - BIG IMPACT

Upgrading your home doesn't have to come with a hefty price tag. Small, budget-friendly improvements can make a big impact on your home's value and appeal. One of the simplest and most cost-effective ways to refresh your space is painting. A fresh coat of neutral or modern colors can instantly brighten up rooms and make them feel more spacious. Updating cabinet hardware, light fixtures, and faucets in kitchens and bathrooms can also give your home a more updated and polished look without requiring a full remodel.



Curb appeal is another affordable way to enhance your home. Landscaping improvements, such as trimming overgrown bushes, adding fresh mulch, and planting seasonal flowers, can instantly boost your home's exterior charm. Power washing your driveway, walkway, and siding can make your home look newer and well-maintained. If your front door is looking worn, consider repainting it to create a welcoming first impression.

Inside, small upgrades like smart home features can add convenience and modern appeal without a large investment. Swapping out old thermostats for smart, programmable ones can improve energy efficiency, while installing smart locks or video doorbells adds both security and value. Decluttering and adding strategic lighting—such as under-cabinet LED strips or new pendant lights—can also make spaces feel more open and inviting. With these affordable updates, you can enhance your home's look and functionality without breaking the bank!



# HOME BUYING IN 2025



Purchasing a home in Northeast Florida in 2025 presents both opportunities and challenges. The region has experienced a notable increase in housing inventory, with active listings rising by 68% compared to last year, reaching approximately 11,000 properties. This surge in available homes provides buyers with a broader selection and potentially more negotiating power. However, affordability remains a concern.

The median sales price in Northeast Florida stands at \$328,000, reflecting a 5% decrease from previous periods. Additionally, elevated mortgage rates, hovering around 6% to 7%, continue to impact purchasing power. Prospective buyers should also be mindful of rising homeowner association (HOA) fees and insurance premiums, which can add to the overall cost of homeownership.

Given these dynamics, it's crucial for buyers to conduct thorough market research, assess their financial readiness, and consult with local real estate professionals to navigate the 2025 Northeast Florida housing market effectively. Working with a licensed, professional Realtor has never been more important! Let's navigate the market together.

# CLICKABLE RESOURCES

A bright, modern kitchen with white cabinetry, a large white island with a gold faucet, and wicker bar stools. A vase of greenery sits on the island.

**FIND OPEN HOUSES**

CLICK HERE

A modern living room featuring a beige sofa with several pillows, a dark wood coffee table with decorative vases, and a large potted plant in the background.

**YOUR HOME VALUE**

CLICK HERE

A close-up of a light blue calendar with a red pushpin stuck to it. The numbers 15, 2, and 6 are visible on the calendar grid.

**BOOK AN APPOINTMENT**

CLICK HERE





# WHAT TO DO IN JAX?

## March 2025



February in Jacksonville offers a vibrant mix of entertainment, culture, and outdoor activities to make the most of the cool winter weather. Whether you're looking for live music, cultural festivals, or food and drink events, there's something for everyone. Here's a roundup of what to look forward to in Jacksonville this February.

### LOCAL MARKETS

Riverside Arts Market every Saturday

Jax Beach Arts Market Saturday

St Augustine Amphitheatre Market

Fleming Island Market

Orange Park Market

Vintage Market Days

3rd Saturday Market in the Park

### EVENTS & FESTIVALS

Jacksonville Icemen Hockey Games

Jacksonville Zoo & Gardens

The Avenues Mall Carnival

Gem & Mineral Show

Beer, Bourbon & BBQ

Jax Pop Con

Art in the Park



### JACKSONVILLE OFFERS SOMETHING FOR EVERYONE

Enjoy beach days at Jacksonville Beach, Neptune Beach, and Atlantic Beach, perfect for swimming, surfing, or relaxing by the shore. Explore nature and parks like Castaway Island Preserve for scenic trails and wildlife spotting. For food lovers, the city's diverse dining scene features everything from fresh seafood to international cuisine. With beautiful outdoor spaces, exciting sports, and fantastic dining, Jacksonville is a great place to explore all year long!

# SINGLE AGENCY

AT ROUND TABLE REALTY

*There are two types of real estate agents*

There are two types of agents:  
single and transaction.

Round Table Realty promotes **single agency**. Most brokerages promote transaction agents because it's easier, but they do NOT have the same *legal* responsibilities as single agents.

## SINGLE AGENTS LEGALLY PROVIDE:

- Dealing honestly and fairly
- Accounting for all funds
- Skill, care, and diligence
- **Loyalty**
- **Confidentiality**
- **Obedience**
- **Full disclosure**

## TRANSACTION AGENTS LEGALLY PROVIDE:

- Dealing honestly and fairly
- Accounting for all funds
- Skill, care, and diligence
- **LIMITED confidentiality**
- **LIMITED disclosure**





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## A little about me!

Hello, I'm Kristie Hamilton, a dedicated Realtor with Round Table Realty. I bring a unique blend of expertise in marketing, leadership, and hospitality to every real estate journey.

My background includes team management, event planning, and running a successful furniture refinishing business, all of which have sharpened my organizational and communication skills, allowing me to guide clients seamlessly through buying or selling their homes.

Helping individuals and families find the perfect home—where they can create cherished memories—is my true passion. I leverage local expertise and industry knowledge to deliver exceptional results and a stress-free experience. I'm excited to help you find a special place to call home!

Your Key To Real Estate Is Me!

# What I Offer...

## AS YOUR REALTOR

As a single agent Realtor, I represent only one party in a transaction—either the buyer or the seller—with full fiduciary responsibility. This means I am legally obligated to act in my client's best interests with loyalty, confidentiality, full disclosure, and unwavering advocacy. Unlike a transaction broker, who facilitates deals without exclusive representation, a single agent provides personalized guidance, stronger negotiation, and a higher level of dedication to ensure the best possible outcome for their client.

### For Buyers

- Customized Buyer Consultation
- Single Agency
- Preferred Lender Referrals
- Navigate Pre-Approval Process
- Targeted Home Searches
- Facilitate Private Showings
- Draft & Submit Strong Offer
- Expert Negotiations
- Contract to Close Management
- Schedule & Monitor Inspection
- Coordinate & Attend Appraisal
- Arrange Final Walk Through
- Review Final Docs & Signing Process
- After Closing Follow Up

### For Sellers

- Customized Seller Consultation
- Single Agency
- Walk Thru & Recommendations
- Comparative Market Analysis
- Professional Photos & Virtual Tours
- Marketing & Social Media Package
- Supra eKey System for Safety
- Provide Home Warranty
- Require Pre-Approval on All Offers
- Navigate Offers & Counter Offers
- Inspections & Navigating Repairs
- Expert Negotiations
- Review Final Docs & Signing Process
- After Closing Follow Up



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