### Black Bear/Clar-Mart



Johanna Chandler

321-445-9302 johanna@johannachandler.com





# **Table of Contents**



Key information about your home

(Homeowner specific)



Home Appreciation Data



Your Local Area Sales Trends



Your Market Analysis



My Review

# Home Appreciation in Florida

Florida home prices have generally continued their long-term upward trend. We saw solid growth through the end of 2024, a typical seasonal pullback in early 2025, and then a strong rebound in Q2 2025. This pattern shows that demand remains healthy and the market is still appreciating overall. a subheading

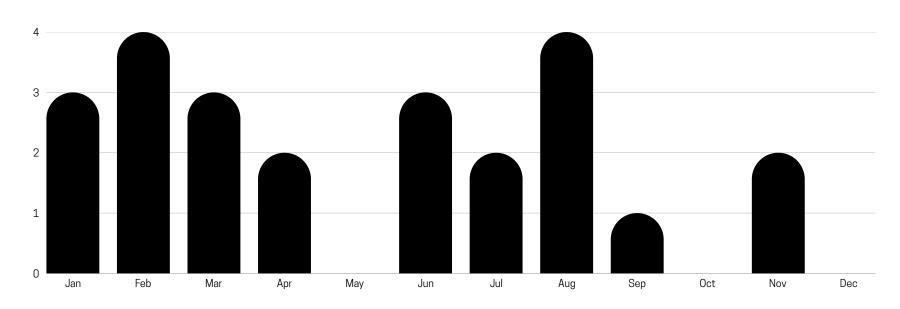
#### All-Transactions House Price Index for Florida (FLSTHPI) Frequency: Observations > Units: Edit Graph 🗹 02 2025: 824.64 Index 1980:Q1=100, Quarterly 10Y Updated: Aug 26, 2025 9:02 AM CDT Not Seasonally Adjusted Download & to 2025-04-01 Next Release Date: Nov 25, 2025 2024-04-01 View Map 9 FRED 📈 All-Transactions House Price Index for Florida 825 Index 1980:Q1=100 820 815 810 805 O3 2024 Q4 2024 Q1 2025 Q2 202 Source: U.S. Federal Housing Finance Agency via FRED®

### Your Local Area Sales Trends

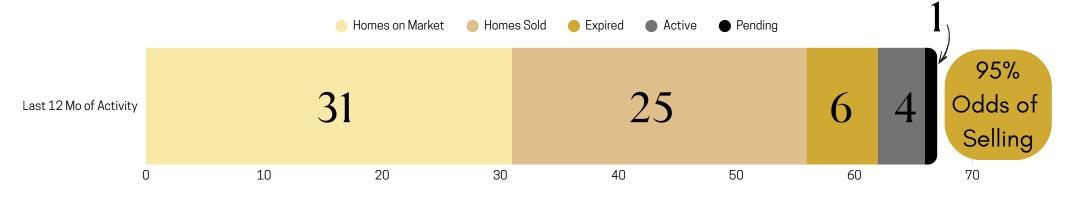
### The Buying Pattern for Your Area 2025

Black Bear/ClarMart area

The Buying
Pattern shows
when homes sold
in the last year



### The Odds of Selling Your Home



Homes are selling at 2.1 per month, with 1.9 months of inventory available.

# Your Market Analysis/MLS Data

### Market Analysis Summary | Residential

Listings as of 11/19/2025 at 7:29 am, Page 1 of 6

#	MLS#	Address	్తి Subdivision		FB HE				☐ YrBlt	Acres	[] H SqFt	\$ P/H SqFt	Ta List Price	\$ Sale Price	Sale Date	% SP/LP	⊟ CDOM
List	tings: Acti	ive															
1	G5100072	24353 CALUSA BLVD	VILLAGE AT BLACK BEAR UNIT 02 LT 94 PB 51 VILLAGE AT	3	2	0	2	No	2005	0.31	2,035	\$194	\$394,900				110
2	G5102670	36711 ALAQUA CT	BLACK BEAR UNIT 04 PB 51 PG 68-69 LT 83 VILLAGE AT	5	3	0	2	No	2006	0.31	2,723	\$169	\$460,000				35
3	O6361091	36732 ALAQUA CT	BLACK BEAR ESTATES AT	4	2	0	2	Yes	2019	0.30	1,759	\$276	\$485,000				2
4	O6354008	23800 MILFORD DR	BLACK BEAR	6	4	1	3	No	2006	1.38	4,305	\$188	\$810,000				26
			Min	3	2	0	2		2005	0.30	1,759	\$169	\$394,900				2
			Max	6	4	1	3		2019	1.38	4,305	\$276	\$810,000				110
			Avg	5	3	0	2		2009	0.58	2,706	\$207	\$537,475				43
			Med	5	3	0	2		2006	0.31	2,379	\$191	\$472,500				31

#	MLS#	Address	گ Subdivision	BR I	E FB HE	∯ Gar	a Pool		☐ YrBlt	Acres	[] H SqFt	\$ P/H SqFt	☐ List Price	\$ Sale Price	Sale Date	% SP/LP	⊟ CDOM
List	tings: Exp	ired															
1	O6302442	36725 OCONEE AVE	VILLAGE AT BLACK BEAR UNIT 01 LT 33 PB 51	4	3	0	2	Yes	2005	0.33	2,500	\$177	\$442,000				164
2	G5079475	36646 OCONEE AVE	VILLAGE AT BLACK BEAR UNIT 01 LT 33 PB 51	4	3	0	2	No	2005	0.32	2,116	\$213	\$450,000				502
3	G5096519	36700 OCONEE AVE	VILLAGE AT BLACK BEAR UNIT 01 LT 33 PB 51	4	3	0	2	No	2005	0.32	2,143	\$212	\$455,000				186
4	O6253196	36711 ALAQUA CT	VILLAGE AT BLACK BEAR UNIT 04 LT 59 PB 51	5	3	0	2	No	2006	0.31	2,723	\$171	\$465,000				225
5	G5089584	36729 ALAQUA CT	VILLAGE AT BLACK BEAR	4	3	0	3	No	2012	0.29	2,639	\$180	\$475,000				150
6	G5087581	23555 MILFORD DR	BLACK BEAR RESERVE	5	3	1	3	No	2019	1.11	2,899	\$273	\$789,990				119
			Min	4	3	0	2		2005	0.29	2,116	\$171	\$442,000				119
			Max	5	3	1	3		2019	1.11	2,899	\$273	\$789,990				502
			Avg	4	3	0	2		2009	0.45	2,503	\$204	\$512,832				224
			Med	4	3	0	2		2006	0.32	2,570	\$196	\$460,000				175

#	MLS#	Address	چے Subdivision		₽ FB HE		a Pool	Ħ	☐ YrBlt	Acres	[] H SqFt	\$ P/H SqFt	†□ List Price	\$ Sale Price	Sale Date	% SP/LP	⊟ CDOM
Lis	tings: Pen	ding															
1	G5102436	36729 ALAQUA CT	VILLAGE AT BLACK BEAR	4	3	0	3	No	2012	0.29	2,639	\$177	\$468,000				5
			Min	4	3	0	3		2012	0.29	2,639	\$177	\$468,000				5
			Max	4	3	0	3		2012	0.29	2,639	\$177	\$468,000				5
			Avg	4	3	0	3		2012	0.29	2,639	\$177	\$468,000				5
			Med	4	3	0	3		2012	0.29	2,639	\$177	\$468,000				5

#	MLS#	Address	ૂટ Subdivision		E FB HE		a Pool	Ħ	☐ YrBlt	Acres	[] H SqFt	\$ P/H SqFt	☐ List Price	\$ Sale Price	Sale Date	% SP/LP	⊟ CDOM
	ings: Solo		Cubarrioron	DI (	<i>D</i> 112	, Gui	7 00.		,,, <u>D</u> ,,	Hores	n oqn	i i i i i i i i i i i i i i i i i i i	2,5177760	oute / free	oute Date	OI /LI	ODOM
1		36730 OCONEE AVE	VILLAGE AT BLACK BEAR UNIT 01 LT 33 PB 51	4	3	0	3	No	2005	0.63	2,565	\$115	\$345,000	\$295,000	09/08/2025	85.5%	60
2	O6266914	36622 OCONEE AVE	VILLAGE AT BLACK BEAR UNIT 01	3	2	0	2	No	2005	0.31	2,035	\$189	\$384,900	\$384,900	04/04/2025	100.0%	51
3	O6248980	24242 CALUSA BLVD	VILLAGE AT BLACK BEAR UNIT 2	3	2	0	3	No	2019	0.36	1,810	\$227	\$415,000	\$410,000	02/19/2025	98.8%	104
4	O6273738	36502 BARRINGTON DR	ESTATES AT BLACK BEAR	4	3	0	2	No	2005	0.76	3,029	\$144	\$435,000	\$435,000	06/10/2025	100.0%	87
5	V4940177	24502 CALUSA BLVD	VILLAGE AT BLACK BEAR SUB	3	2	0	2	No	2018	0.30	2,241	\$201	\$450,000	\$449,500	02/28/2025	99.9%	9
6	O6269279	36516 CLARA ST	CLAR-MART SUB	4	2	0	2	No	2006	1.06	2,046	\$222	\$469,000	\$455,000	04/01/2025	97.0%	19
7	O6245072	24341 MILFORD DR	UPSON DOWNS SUB	4	3	0	2	No	2005	0.76	3,009	\$153	\$490,000	\$460,000	07/18/2025	93.9%	253
8	O6318177	23717 MILFORD DR	ESTATES AT BLACK BEAR	4	3	0	2	No	2006	1.04	3,029	\$157	\$499,000	\$475,000	11/03/2025	95.2%	41
9	U8230911	36343 BARRINGTON DR	UPSON DOWNS SUB	4	3	0	3	No	2005	0.76	2,565	\$185	\$499,000	\$475,000	02/21/2025	95.2%	340
10	O6226031	24714 MARTIN ST	CLAR-MART SUB	4	3	0	3	No	2006	1.00	2,316	\$210	\$500,000	\$487,000	06/10/2025	97.4%	242
11	O6241180	36526 BARRINGTON DR	ESTATES AT BLACK BEAR RESERVE	4	3	0	2	No	2005	0.76	3,029	\$163	\$490,000	\$495,000	11/19/2024	101.0%	188
12	G5090517	36601 BARRINGTON DR	ESTATES AT BLACK BEAR	4	3	0	2	No	2012	0.76	2,924	\$178	\$520,000	\$520,000	01/31/2025	100.0%	2
13	G5096883	36455 CLARA ST	CLAR MART PH TWO	4	2	0	4	Yes	2005	1.00	2,160	\$243	\$515,000	\$525,000	06/20/2025	101.9%	5
14	G5099524	24232 MILFORD DR	UPSON DOWNS SUB	4	3	0	3	Yes	2006	0.76	2,657	\$201	\$525,000	\$535,000	08/14/2025	101.9%	3
15	O6322090	24041 MILFORD DR	UPSON DOWNS SUB	4	3	0	3	No	2020	0.76	2,624	\$204	\$534,900	\$535,000	08/01/2025	100.0%	2
16	O6274881	24728 CALUSA BLVD	VILLAGE AT BLACK BEAR SUB	4	3	0	3	Yes	2004	0.33	2,618	\$204	\$535,000	\$535,000	08/01/2025	100.0%	167

#### Presented by: Johanna Chandler

#	MLS#	Address	Subdivision		E FB HE	∯ B Gai	Poo		☐ YrBlt	Acres	[] H SqFt	\$ P/H SqFt	☐ List Price	\$ Sale Price	Sale Date	% SP/LP	⊟ CDOM
Listings: Sold																	
17	G5092667	24548 CALUSA BLVD	VILLAGE AT BLACK BEAR SUB	4	3	0	2	No	2005	0.32	3,029	\$183	\$555,000	\$555,000	07/16/2025	100.0%	163
18	A4638606	24932 SARANAC CT	VILLAGE AT BLACK BEAR SUB	4	2	0	2	Yes	2006	0.56	2,692	\$216	\$579,999	\$581,000	03/12/2025	100.2%	11
19	O6180676	36525 BARRINGTON DR	ESTATES AT BLACK BEAR	6	4	1	3	No	2006	0.75	4,305	\$140	\$699,000	\$602,000	03/28/2025	86.1%	269
20	O6245719	24216 WELDON DR	BLACK BEAR RESERVE	3	2	0	3	Yes	2020	0.78	2,508	\$241	\$610,000	\$605,000	11/26/2024	99.2%	7
21	G5098830	36914 BEE MEADOW	ESTATES AT BLACK BEAR	5	3	2	3	No	2006	0.76	3,493	\$176	\$625,000	\$615,000	09/05/2025	98.4%	35
22	G5099221	24739 MARTIN ST	CLAR-MART SUBDIVISION PHASE TWO SUB	5	4	1	10	No	2005	1.00	3,448	\$186	\$650,000	\$640,000	08/08/2025	98.5%	13
23	G5089084	36732 BARRINGTON DR	ESTATES AT BLACK BEAR RESERVE	4	3	1	3	Yes	2006	0.80	3,522	\$203	\$737,900	\$716,500	03/27/2025	97.1%	102
24	O6296388	36813 BARRINGTON DR	ESTATES AT BLACK BEAR	5	4	0	2	Yes	2009	1.24	4,781	\$157	\$899,000	\$750,000	09/17/2025	83.4%	141
25	O6237362	36925 BEE MEADOW CT	ESTATES AT BLACK BEAR	5	3	1	3	No	2024	1.07	3,978	\$214	\$849,999	\$849,999	01/24/2025	100.0%	101
			Min	3	2	0	2		2004	0.30	1,810	\$115	\$345,000	\$295,000		83.4%	2
			Max	6	4	2	10		2024	1.24	4,781	\$243	\$899,000	\$849,999		101.9%	340
			Avg	4	3	0	3		2009	0.75	2,897	\$188	\$552,508	\$535,436		97.2%	97
			Med	4	3	0	3		2006	0.76	2,692	\$189	\$520,000	\$525,000		99.2%	60
		Total	Average for all:	4	3	0	3		2009	0.66	2,803	<b>\$193</b>	\$541,877	\$535,436		97.2%	109
	36	Total Listings	Median for all:	4	3	0	3		2006	0.76	2,648	\$189	\$499,000	\$525,000		99.2%	94

		Min	Max	Avg	Med
Quick	List Price	\$345,000	\$899,000	\$541,877	\$499,000
Statistics	Sale Price	\$295,000	\$849,999	\$535,436	\$525,000
	Sale / List	83.4%	101.9%	97.2%	99.2%

### My Review

Annual Market Review: Black Bear Area Properties

The Buying Pattern For Your Area - 2025

Based on the CMA data, the Black Bear area showed strong and consistent buyer activity throughout the year:

Monthly Sales Pattern:

The area averaged approximately 2 properties sold per month throughout the year

25 total properties closed during the tracking period

Sales activity remained relatively steady across months, with peak transactions occurring during spring and summer seasons

The market maintained consistent absorption with buyers actively purchasing homes in various price ranges

Price Point Activity:

Most active range: \$435,000 - \$555,000 (13 sales - 52% of transactions)

Entry level: \$295,000 - \$410,000 (3 sales) Mid-range: \$449,500 - \$525,000 (7 sales) Upper tier: \$535,000 - \$640,000 (7 sales) Luxury: \$615,000 - \$849,999 (8 sales)

**Buyer Preferences:** 

Average home size purchased: 2,897 square feet

Most popular: 3-4 bedroom homes with 4 full bathrooms

Properties with 0.75+ acres showed strong appeal

Homes built between 2005-2006 had highest transaction volume

#### Note:

The information provided is for activity in your neighborhood regardless of bedrooms, improvements, etc. If you are interested in selling, we would need to do a comparative market analysis specific to your home.

# My Review

The Odds of Selling Your Home
Last 12 Months of Activity
25 PROPERTIES CLOSED | 1 UNDER CONTRACT | 4 FOR SALE | ≈83% ODDS OF SELLING
Homes are selling at 2.1 per month, with 1.9 months of inventory available.
Summary of Market Activity
25 PROPERTIES CLOSED | 4 FOR SALE | 6 DID NOT SELL | 81% ODDS OF SELLING
Properties that sold averaged 97 days on market; expired listings averaged 224 days on market.

#### **Key Selling Statistics:**

Average Days on Market:

• Sold Properties: 97 days

• Expired Listings: 224 days

• Currently Active: 43 days

#### **Price Performance:**

• Average Sale Price: \$535,436

• Median Sale Price: \$525,000

• Sale-to-List Ratio: 97.2% average, 99.2% median

• Range: 83.4% to 101.9%

#### Market Velocity:

• Fastest sale: 2 days on market

• Slowest sale: 340 days on market

• Median time to sell: 60 days

In the last 12 months, the Average Days on Market for your area was:

97 days

The Average Sold Price was:

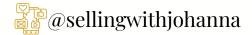
\$535,436

Bottom Line: With 25 successful closings versus only 6 expired listings, properly priced homes in the Black Bear area have shown strong selling probability. The current low inventory of just 4 active listings combined with steady buyer demand creates favorable conditions for sellers. Properties priced competitively based on recent sales data and in good condition demonstrate approximately 80-85% odds of selling within a reasonable timeframe.

# Your Annual Property Review



# Johanna Chandler Your Trusted Real Estate Advisor



### A Complimentary Service for All My Clients

Just as you schedule annual checkups with your doctor to monitor your health and meet with your accountant to review your finances, your home deserves the same level of professional attention and care.

Your home is likely one of—if not THE—largest asset in your financial portfolio. It deserves consistent monitoring and professional oversight.

I proudly provide this comprehensive Annual Property Review to all of my clients at no cost. This service keeps you informed about your property's current market position, local trends, and the overall health of your real estate investment.

Whether you're planning to sell soon or simply want to stay informed about your home's value, this annual checkup ensures you have the information you need to make confident decisions about your most valuable asset.

### Thank you for trusting me with your real estate needs.

### The Best Thank You? Your Referrals!

If you know friends, family, or colleagues who could benefit from the same level of dedicated service and market expertise, I would be honored to help them. I promise to provide them with the same amazing customer service and professional care that you've experienced.