

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to section 13 or 15 (d) of the Securities Exchange Act of 1934

Date of report (Date of earliest event reported): May 6, 2008

THE ST. JOE COMPANY

(Exact Name of Registrant as Specified in Its Charter)

Florida

(State or Other Jurisdiction
of Incorporation)

1-10466

(Commission File Number)

59-0432511

(IRS Employer
Identification No.)

245 Riverside Avenue, Suite 500
Jacksonville, FL

(Address of Principal Executive Offices)

32202

(Zip Code)

(904) 301-4200

(Registrant's Telephone Number, Including Area Code)

Not Applicable

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

ITEM 2.02. RESULTS OF OPERATIONS AND FINANCIAL CONDITION

On May 6, 2008, The St. Joe Company (the "Company") issued a press release announcing the Company's financial results for the quarter ended March 31, 2008. A copy of the press release is furnished with this Form 8-K as Exhibit 99.1.

Also furnished herewith as Exhibit 99.2 are tables containing certain additional information regarding the results of operations of the Company for the quarter ended March 31, 2008.

ITEM 9.01. FINANCIAL STATEMENTS AND EXHIBITS

(c) Exhibits

99.1 Press Release dated May 6, 2008

99.2 Additional information tables for the quarter ended March 31, 2008

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

THE ST. JOE COMPANY

Date: May 6, 2008

By: /s/ William S. McCalmont

William S. McCalmont

Chief Financial Officer

The St. Joe Company (JOE) Reports First Quarter 2008 Financial Results

Panama City – Bay County International Airport Construction Progresses on Schedule

JACKSONVILLE, Fla.--(BUSINESS WIRE)--The St. Joe Company (NYSE:JOE) today announced Net Income for the first quarter 2008 increased \$12.4 million to \$32.1 million, or \$0.40 per share, compared to Net Income of \$19.7 million, or \$0.27 per share, for the first quarter of 2007. JOE's first quarter results included pre-tax impairment charges of \$2.3 million, or \$.02 per share after taxes, as a result of continuing declines in sales and listing prices principally in our primary communities. Also included in 2008 results are pre-tax restructuring charges of \$0.5 million, or less than \$0.01 per share after tax, compared to \$3.2 million, or \$0.03 per share after tax, in 2007. All per share references in this release are presented on a diluted basis.

“Like the rest of the country, Florida is facing very challenging real estate market conditions. Consumer confidence is declining and many consumers seem to be deferring residential real estate purchases until there is more economic clarity,” said chairman and CEO Peter S. Rummell. “With the U.S. and Florida economies battling rising home foreclosures, a tightening of credit and a significant inventory of unsold homes, predicting when residential real estate markets will return to health remains difficult. However, demand for rural land remains strong, and we are having success selling non-strategic rural land parcels to a wide variety of customers.”

During the first quarter, significant progress was achieved in four areas:

- Construction of the Panama City - Bay County International Airport moved forward on time and on budget after several favorable judicial decisions;
 - JOE's successful equity offering made JOE virtually debt free and increased its financial flexibility to weather the current market downturn;
 - JOE sold 57,435 acres of non-strategic rural lands for a total of \$91.1 million; and
 - JOE's succession plan was implemented smoothly with president and COO Britt Greene slated to become CEO on May 13th.
-

“While it is impossible to predict when conditions in JOE residential markets will improve, we are taking important steps to be properly positioned when they do,” said Rummell. “We have become a leaner, more nimble company.”

“Looking ahead two years from today, 2010 will be an important time for JOE,” said Rummell. “The new Panama City - Bay County airport is scheduled to open at that point and many economists think economic conditions will be improving by then. Our job between now and then is to focus on the demand side of the equation and work with a broad range of strategic allies - from the state economic development organizations to third-party developers - to ensure West Bay and the new airport are a success.”

Airport Progress Continues

“We are pleased that the construction of the Panama City – Bay County International Airport is progressing on schedule,” said Rummell. “Each day the Airport Authority continues with construction brings us one day closer to a new airport capable of attracting better air service and stronger economic development to the region. It also brings us closer to the permanent protection of West Bay and the establishment of the West Bay Preservation Area.”

The Airport Authority has received all final permits, completed and approved the airport relocation financial package and construction is well underway. The Airport Authority continues to estimate that the new airport will open in mid-2010, barring unexpected delays or additional legal challenges. Airport opponents have filed suits in three different federal courts in an effort to halt or delay the relocation of the airport. To date these courts have consistently issued rulings allowing construction to continue.

“On a separate front, Coastal Vision 3000, a rapidly growing business group with members from across Northwest Florida, has initiated a regional effort to attract improved air service to Northwest Florida,” said Rummell. “With the airport now well under construction, we must focus our attention on efforts to drive demand for real estate in Northwest Florida. That includes air service marketing and economic development. The new airport is an extraordinary economic development tool that we intend to take full advantage of.”

JOE’s Balance Sheet

On March 3, 2008, JOE sold 17,145,000 shares of its common stock. The approximately \$580 million of net proceeds from the public offering were used to repay substantially all of JOE's outstanding indebtedness.

“JOE’s successful equity offering has dramatically increased our financial flexibility in weathering the current market downturn,” said William S. McCalmont, JOE’s CFO. “As we move forward, we are committed to maintaining a strong balance sheet.”

At March 31, 2008, JOE’s debt was \$288.7 million, including \$30.2 million of defeased debt. On April 4, 2008, JOE paid off \$240 million of Senior Notes making it virtually debt free. At the end of the first quarter, JOE had approximately \$480.3 million of available capacity under its \$500 million Revolving Credit Facility.

Additionally, JOE continues to focus on reducing its capital expenditures and overhead expenses. JOE expects capital expenditures in 2008 to be less than \$90 million and even lower in 2009.

Operating Results

During the fourth quarter of 2007, JOE announced it was marketing non-strategic rural lands for sale. During the quarter that ended March 31, 2008, JOE sold 57,435 acres for a total of \$91.1 million, with prices ranging from \$1,330 to \$4,500 per acre.

“Demand for both large and small tracts of rural land has held up well during this current market downturn,” said JOE president and COO Britt Greene. “We continue to see interest from large landowners, recreational land buyers, conservation land buyers and pension funds.”

Resort and primary residential sales generated \$9.7 million in revenue. As anticipated, conditions in JOE’s residential markets remain difficult. JOE did not close any commercial land sales during the first quarter. Due to the challenges facing the retail industry, as well as the nature of commercial land transactions, JOE expects its revenue from commercial land sales to remain lumpy.

“We continue to see interest in strategically located commercial and industrial property,” said Greene. “We have had solid interest from prospective retail, hospitality and commercial users and strategic partners in property in the West Bay Sector near the new airport. However, we are going to be strategic in how best to realize this land’s value. We are evaluating ways to build sustainable recurring income streams from commercial development on this very valuable land.”

Land Holdings and Entitlements

On March 31, 2008, JOE owned approximately 638,000 acres, concentrated primarily in Northwest Florida. Approximately 430,000 acres, or 68 percent, of JOE’s total land holdings are within 15 miles of the coast of the Gulf of Mexico.

On March 31, 2008, JOE’s land-use entitlements in hand or in process totaled approximately 46,200 residential units and approximately 14.5 million square feet of commercial space, as well as an additional 611 acres with land-use entitlements for commercial uses.

Management Succession

On May 13, 2008, the date of JOE’s 2008 annual meeting of shareholders, Britt Greene will assume the position of CEO of JOE. Peter Rummell will continue to serve as Chairman of the Board of Directors.

“I am immensely proud of what we have accomplished during the last 11 years,” said Rummell. “I am equally proud that Britt comes from within the organization, providing stability and context as we move forward.”

FINANCIAL DATA
(\$ in millions except per share amounts)

Consolidated Results

	Quarter Ended March 31,	
	2008	2007
Revenues		
Real estate sales	\$ 101.3	\$ 82.4
Timber sales	7.6	4.8
Rental revenue	0.6	1.2
Other revenues	7.3	6.6
Total revenues	116.8	95.0
Expenses		
Cost of real estate sales	18.9	26.5
Cost of timber sales	4.9	4.4
Cost of rental revenue	0.7	1.1
Cost of other revenues	9.5	8.0
Other operating expenses	15.5	14.7
Corporate expense, net	8.6	7.9
Restructuring charge	0.5	3.2
Impairment losses	2.3	--
Depreciation and amortization	4.7	5.0
Total expenses	65.6	70.8
Operating profit	51.2	24.2
Other income (expense)	(1.7)	0.8
Pretax income from continuing operations	49.5	25.0
Income tax expense	(17.8)	(6.2)
Minority interest	0.4	(0.4)
Equity (loss) in income of unconsolidated affiliates	(0.1)	0.9
Discontinued operations, net of tax	0.1	0.4
Net income	\$ 32.1	\$ 19.7
Net income per share	\$ 0.40	\$ 0.27
 Weighted average shares outstanding	79,502,018 (1)	74,257,412

(1) As a result of the recent equity offering, shares outstanding at March 31, 2008 totaled 92,452,108.

Revenues by Segment

	Quarter Ended March 31,	
	2008	2007
Residential		
Real estate sales	\$ 9.8	\$ 30.1
Rental revenue	0.4	0.2
Other revenues	7.4	6.7
Total Residential	17.6	37.0
Commercial		
Real estate sales	0.4	5.5
Rental revenue	0.1	1.0
Other revenues	--	--
Total Commercial	0.5	6.5
Rural Land sales		
Real estate sales	91.1	46.7
Total Rural Land sales	91.1	46.7
Forestry sales	7.6	4.8
Total revenues	\$ 116.8	\$ 95.0

Summary Balance Sheet

	March 31, 2008	December 31, 2007
Assets		
Investment in real estate	\$ 950.7	\$ 943.5
Cash and cash equivalents	308.9	24.3
Pledged treasury securities	30.2	30.7
Notes receivable	130.2	56.3
Prepaid pension asset	110.9	109.3
Property, plant and equipment, net	22.6	23.7
Other assets	70.5	68.0
Assets held for sale	8.1	8.1
Total assets	\$ 1,632.1	\$ 1,263.9
Liabilities and Stockholders' Equity		
Debt	\$ 288.7	\$ 541.2
Accounts payable, accrued liabilities	135.9	152.3
Deferred income taxes	107.3	83.5
Liabilities of assets held for sale	0.3	0.3
Total liabilities	532.2	777.3
Minority interest	4.3	6.3
Total stockholders' equity	1,095.6	480.3
Total liabilities and stockholders' equity	\$ 1,632.1	\$ 1,263.9

Debt Schedule

	<u>March 31, 2008</u>	<u>December 31, 2007</u>
Senior revolving credit facility	\$ --	\$ 132.0
Senior notes	240.0 (1)	240.0
Term loan	--	100.0
Debt secured by securities, certain commercial and residential property	48.7 (2)	69.2 (2)
Total debt	<u>\$ 288.7</u>	<u>\$ 541.2</u>

(1) All Senior Notes were paid off on April 4, 2008. Also paid on April 4, 2008 were \$29.7 million of "make-whole" fees.

(2) Includes \$30.2 million of debt defeased in connection with the sale of our office portfolio.

Additional Information

Additional information with respect to the Company's results for the first quarter 2008 will be made available in a Form 8-K and Form 10-Q that will be filed with the Securities and Exchange Commission today.

Conference Call Information

On Tuesday, May 6, 2008, at 10:30 a.m. (EDT), JOE will host an interactive conference call to review the company's results for the quarter ended March 31, 2008.

To participate in the call, please phone 888-600-4885 (for domestic calls from the United States) or 913-312-0385 (for international calls) approximately ten minutes before the scheduled start time. You will be asked for a Confirmation Code which is 5754866. Approximately three hours following the call, you may access a replay of the call by phoning 888-203-1112 (domestic) or 719-457-0820 (international) using access code 5754866. The replay will be available for one week.

JOE will also web cast the conference call live over the internet in a listen-only format. Listeners can participate by visiting the company's web site at www.joe.com. Access will be available 15 minutes prior to the scheduled start time. A replay of the conference call will be posted to the JOE web site approximately three hours following the call. The replay of the call will be available for one week.

About JOE

The St. Joe Company (NYSE:JOE), a publicly held company based in Jacksonville, is one of Florida's largest real estate development companies. We are primarily engaged in real estate development and sales, with significant interests in timber. Our mission is to create places that inspire people and make JOE's Florida an even better place to live, work and play. We're no ordinary JOE.

More information about JOE can be found at our web site at www.joe.com.

Forward-Looking Statements

We have made forward-looking statements in this earnings release pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Any statements in this release that are not historical facts are forward-looking statements. You can find many of these forward-looking statements by looking for words such as “intend”, “anticipate”, “believe”, “estimate”, “expect”, “plan”, “should”, “forecast” or similar expressions. In particular, forward-looking statements include, among others, statements about the following:

- future operating performance, revenues, earnings, cash flows, and short and long-term revenue and earnings growth rates;
- future residential and commercial entitlements;
- expected development timetables and projected timing for sales or closings of housing units or home sites in a community;
- development approvals and the ability to obtain such approvals, including possible legal challenges;
- the anticipated price ranges of developments;
- the number of units or commercial square footage that can be supported upon full build out of a development;
- the number, price and timing of anticipated land sales or acquisitions;
- estimated land holdings for a particular use within a specific time frame;
- absorption rates and expected gains on land and home site sales;
- the levels of resale inventory in our developments and the regions in which they are located;
- the development of relationships with strategic partners, including homebuilders;
- the pace at which we release new products for sale;
- comparisons to historical projects;
- the amount of dividends, if any, we pay; and
- the number or dollar amount of shares of company stock which may be purchased under our existing or future share-repurchase programs.

Forward-looking statements are not guarantees of future performance. You are cautioned not to place undue reliance on any of these forward-looking statements. These statements are made as of the date hereof based on our current expectations, and we undertake no obligation to update the information contained in this release. New information, future events or risks may cause the forward-looking events we discuss in this earnings release not to occur.

Forward-looking statements are subject to numerous assumptions, risks and uncertainties. Factors that could cause actual results to differ materially from those contemplated by a forward-looking statement include the risk factors described in our annual report on Form 10-K for the year ended December 31, 2007 and our quarterly reports on Form 10-Q, as well as, among others, the following:

- a continued downturn in the real estate markets in Florida and across the nation;
 - economic conditions, particularly in Northwest Florida, Florida as a whole and key areas of the southeastern United States that serve as feeder markets to our Northwest Florida operations;
 - the lack of available mortgage financing, increases in foreclosures and changes in interest rates and conditions in the financial markets;
 - changes in the demographics affecting projected population growth in Florida, including the demographic migration of Baby Boomers;
 - the inability to raise sufficient cash to enhance and maintain our operations and to develop our real estate holdings;
 - an event of default under our credit facility or the restructuring of such debt on terms less favorable to us;
 - possible future write-downs to the book value of our real estate assets;
 - the termination of sales contracts or letters of intent due to, among other factors, the failure of one or more closing conditions or market changes;
-

- a failure to attract homebuilding customers for our developments, or their failure to satisfy their purchase commitments;
- the failure to attract desirable strategic partners, complete agreements with strategic partners and/or manage relationships with strategic partners going forward;
- natural disasters, including hurricanes and other severe weather conditions, and the impact on current and future demand for our products in Florida;
- whether our developments receive all land-use entitlements or other permits necessary for development and/or full build-out or are subject to legal challenge;
- local conditions such as the supply of homes and home sites and residential or resort properties or a change in the demand for real estate in an area;
- timing and costs associated with property developments;
- the pace of commercial development in Northwest Florida;
- competition from other real estate developers;
- changes in pricing of our products and changes in the related profit margins;
- changes in operating costs, including real estate taxes and the cost of construction materials;
- changes in the amount or timing of federal and state income tax liabilities resulting from either a change in our application of tax laws, an adverse determination by a taxing authority or court, or legislative changes to existing laws;
- the failure to realize significant improvements in job creation and public infrastructure in Northwest Florida, including the development of a proposed new airport in Bay County, which is dependent on the availability of adequate funding and the successful resolution of any legal challenges;
- potential liability under environmental laws or other laws or regulations;
- changes in laws, regulations or the regulatory environment affecting the development of real estate;
- fluctuations in the size and number of transactions from period to period;
- the prices and availability of labor and building materials;
- changes in insurance rates and deductibles for property in Florida, particularly in coastal areas;
- high property tax rates in Florida, and future changes in such rates;
- changes in gasoline prices; and
- acts of war, terrorism or other geopolitical events.

The foregoing list is not exhaustive and should be read in conjunction with other cautionary statements contained in our periodic and other filings with the Securities and Exchange Commission.

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or

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dchilders@joe.com

Table 1
Summary of Land-Use Entitlements⁽¹⁾
Active JOE Residential and Mixed-Use Projects in Florida
March 31, 2008

Project	Class. ⁽²⁾	County	Project Acres	Project Units ⁽³⁾	Residential		Total Residential Units Remaining	Remaining Commercial Entitlements (Sq. Ft.) ⁽⁴⁾
					Residential Units Closed Since Inception	Units Under Contract as of 3/31/08		
In Development:⁽⁵⁾								
Artisan Park ⁽⁶⁾	PR	Osceola	175	618	573	--	45	--
Cutter Ridge	PR	Franklin	10	25	--	--	25	--
Hawks Landing	PR	Bay	88	168	129	--	39	--
Landings at Wetappo	RR	Gulf	113	24	7	--	17	--
Palmetto Trace	PR	Bay	141	481	480	--	1	--
PineWood	PR	Bay	104	264	--	--	264	--
RiverCamps on Crooked Creek	RS	Bay	1,491	408	186	--	222	--
RiverSide at Chipola	RR	Calhoun	120	10	2	--	8	--
RiverTown	PR	St. Johns	4,170	4,500	30	--	4,470	500,000
SevenShores	VAR	Manatee	192	686	--	--	686	9,000
SouthWood	VAR	Leon	3,370	4,770	2,243	300	2,227	4,577,360
St. Johns Golf & Country Club	PR	St. Johns	880	799	796	--	3	--
SummerCamp Beach	RS	Franklin	762	499	80	--	419	25,000
Victoria Park	VAR	Volusia	1,859	4,200	1,403	81	2,716	818,654
WaterColor	RS	Walton	499	1,140	882	--	258	47,600
WaterSound	VAR	Walton	2,425	1,432	22	--	1,410	457,380
WaterSound Beach	RS	Walton	256	511	440	--	71	29,000
WaterSound West Beach	RS	Walton	62	199	33	--	166	--
Wild Heron ⁽⁷⁾	RS	Bay	17	28	1	--	27	--
WindMark Beach	RS	Gulf	2,020	1,662	134	--	1,528	75,000
Subtotal			18,754	22,424	7,441	381	14,602	6,538,994
In Pre-Development:⁽⁵⁾								
Avenue A	PR	Gulf	6	96	--	--	96	--
Bayview Estates	PR	Gulf	31	45	--	--	45	--
Bayview Multifamily	PR	Gulf	20	300	--	--	300	--
Beacon Hill	RR	Gulf	3	12	--	--	12	--
Beckrich NE	PR	Bay	15	70	--	--	70	--
Boggy Creek	PR	Bay	630	526	--	--	526	--
Bonfire Beach	RS	Bay	550	750	--	--	750	70,000
Breakfast Point, Phase 1	VAR	Bay	115	320	--	--	320	--
Carrabelle East	PR	Franklin	200	600	--	--	600	--
College Station	PR	Bay	567	800	--	--	800	--
DeerPoint Cedar Grove	PR	Bay	668	950	--	--	950	--
East Lake Creek	PR	Bay	81	313	--	--	313	--
East Lake Powell	RS	Bay	181	360	--	--	360	30,000
Howards Creek	RR	Gulf	8	33	--	--	33	--
Laguna Beach West	PR	Bay	59	382	--	--	382	--
Long Avenue	PR	Gulf	10	30	--	--	30	--
Palmetto Bayou	PR	Bay	58	217	--	--	217	90,000
ParkSide	PR	Bay	48	480	--	--	480	--
Pier Park NE	VAR	Bay	57	460	--	--	460	190,000
Pier Park Timeshare	RS	Bay	13	125	--	--	125	--
Port St. Joe Draper, Phase 1	PR	Gulf	639	1,200	--	--	1,200	--
Port St. Joe Draper, Phase 2	PR	Gulf	981	2,125	--	--	2,125	150,000
Port St. Joe Town Center	VAR	Gulf	180	624	--	--	624	500,000
Powell Adams	RS	Bay	56	3,131	--	--	3,131	--
Sabal Island	RS	Gulf	45	18	--	--	18	--
South Walton Multifamily	PR	Walton	40	212	--	--	212	--
St. James Island Granite Point	RS	Franklin	1,000	2,000	--	--	2,000	--
Star Avenue North	VAR	Bay	271	1,248	--	--	1,248	380,000
The Cove	RR	Gulf	64	107	--	--	107	--
	RS	Franklin	49	407	--	--	407	14,500

Timber Island ⁽⁸⁾								
Topsail	VAR	Walton	115	627	--	--	627	300,000
Wavecrest	RS	Bay	7	95	--	--	95	--
WestBay Corners SE	VAR	Bay	100	524	--	--	524	50,000
WestBay Corners SW	PR	Bay	64	160	--	--	160	--
WestBay DSAP	VAR	Bay	15,089	5,628	--	--	5,628	4,330,000
WestBay Landing ⁽⁹⁾	VAR	Bay	950	214	--	--	214	--
Subtotal			<u>22,970</u>	<u>25,189</u>	<u>--</u>	<u>--</u>	<u>25,189</u>	<u>6,104,500</u>
Total			<u><u>41,724</u></u>	<u><u>47,613</u></u>	<u><u>7,441</u></u>	<u><u>381</u></u>	<u><u>39,791</u></u>	<u><u>12,643,494</u></u>

- (1) A project is deemed land-use entitled when all major discretionary governmental land-use approvals have been received. Some of these projects may require additional permits for development and/or build-out; they also may be subject to legal challenge.
- (2) Current JOE land classifications:
- PR – Primary residential.
 - RS – Resort and seasonal residential.
 - RR – Rural residential.
 - VAR – Includes multiple classifications. For example, a project may have substantial commercial and residential acres.
- (3) Project units represent the maximum number of units entitled or currently expected at full build-out. The actual number of units or square feet to be constructed at full build-out may be lower than the number entitled or currently expected.
- (4) Represents the remaining square feet with land-use entitlements as designated in a development order or expected given the existing property land use or zoning and present plans. Commercial entitlements include retail, office and industrial uses. Industrial uses total 6,128,381 square feet including SouthWood, RiverTown and the West Bay DSAP.
- (5) A project is “in development” when construction on the project has commenced. A project in “pre-development” has land-use entitlements but is still under internal evaluation or requires one or more additional permits prior to the commencement of construction.
- (6) Artisan Park is 74 percent owned by JOE.
- (7) In August 2007, we acquired certain home sites within the Wild Heron community.
- (8) Timber Island entitlements include seven residential units and 400 units for hotel or other transient uses (including units held with fractional ownership such as private residence clubs) and include 480 wet/dry marina slips.
- (9) West Bay Landing is a sub-project within WestBay DSAP.

Table 2
Proposed JOE Residential and Mixed-Use Projects
In the Land-Use Entitlement Process in Florida ⁽¹⁾
March 31, 2008

Project	Class ⁽²⁾	County	Project Acres	Estimated Project Units ⁽³⁾	Estimated Commercial Entitlements (Sq. Ft.) ⁽³⁾
Breakfast Point, Phase 2	VAR	Bay	1,299	2,780	635,000
SouthSide	VAR	Leon	1,625	2,800	1,150,000
St. James Island McIntyre	RR	Franklin	1,704	340	--
St. James Island RiverCamps	RS	Franklin	2,500	500	--
Total			7,128	6,420	1,785,000

- (1) A project is deemed to be in the land-use entitlement process when customary steps necessary for the preparation and submittal of an application, such as conducting pre-application meetings or similar discussions with governmental officials, have commenced and/or an application has been filed. All projects listed have significant entitlement steps remaining that could affect their timing, scale and viability. There can be no assurance that these entitlements will ultimately be received.
- (2) Current JOE land classifications:
- PR – Primary residential.
 - RS – Resort and seasonal residential.
 - RR – Rural residential.
 - VAR – Includes multiple classifications. For example, a project may have substantial commercial and residential acres.
- (3) The actual number of units or square feet to be constructed at full build-out may be lower than the number ultimately entitled.

Table 3
Summary of Additional Commercial Land-Use Entitlements ⁽¹⁾
(Commercial Projects Not Included in Tables 1 and 2 Above)
Active JOE Florida Commercial Projects
March 31, 2008

Project	County	Project Acres	Acres Sold Since Inception	Acres Under Contract As of 3/31/08	Total Acres Remaining
Airport Commerce	Leon	45	7	--	38
Alf Coleman Retail	Bay	25	23	--	2
Beach Commerce	Bay	157	151	--	6
Beach Commerce II	Bay	112	13	--	99
Beckrich Office Park	Bay	17	12	--	5
Beckrich Retail	Bay	44	41	3	--
Cedar Grove Commerce	Bay	51	1	4	46
Franklin Industrial	Franklin	7	--	--	7
Glades Retail	Bay	14	--	--	14
Gulf Boulevard	Bay	78	27	--	51
Hammock Creek Commerce	Gadsden	165	27	--	138
Mill Creek Commerce	Bay	37	--	--	37
Nautilus Court	Bay	11	7	--	4
Port St. Joe Commerce II	Gulf	39	9	--	30
Port St. Joe Commerce III	Gulf	50	--	--	50
Port St. Joe Medical	Gulf	19	--	--	19
Powell Hills Retail	Bay	44	--	--	44
South Walton Commerce	Walton	38	17	--	21
Total		953	335	7	611

⁽¹⁾ A project is deemed land-use entitled when all major discretionary governmental land-use approvals have been received. Some of these projects may require additional permits for development and/or build-out; they also may be subject to legal challenge. Includes significant JOE projects that are either operating, under development or in the pre-development stage.

Table 4
Stock Repurchase Activity
Through March 31, 2008

Period	Shares			Total Cost (in millions)	Average Price
	Purchased	Surrendered ⁽¹⁾	Total		
1998	2,574,200	11,890	2,586,090	\$55.5	\$21.41
1999	2,843,200	11,890	2,855,090	69.5	24.31
2000	3,517,066	--	3,517,066	80.2	22.78
2001	7,071,300	58,550	7,129,850	176.0	24.67
2002	5,169,906	256,729	5,426,635	157.6	29.03
2003	2,555,174	812,802	3,367,976	102.9	30.55
2004	1,561,565	884,633	2,446,198	105.0	42.90
2005	1,705,000	68,648	1,773,648	124.8	70.33
2006	948,200	148,417	1,096,617	57.3	52.22
2007	--	58,338	58,338	2.1	35.35
First Quarter 2008	--	3,721	3,721	0.1	38.57
Total/Weighted Average	27,945,611	2,315,618	30,261,229	\$931.1	\$30.74

⁽¹⁾ Shares surrendered by company executives as payment for the strike price and taxes due on exercised stock options and the taxes due on the vesting of restricted stock.

Table 5
Residential Real Estate
Sales Activity
Three Months Ended March 31,
(\$ in millions)

	2008				2007			
	Number of Units Closed	Revenue	Cost of Sales ⁽¹⁾	Gross Profit	Number of Units Closed	Revenue	Cost of Sales ⁽¹⁾	Gross Profit
Home Sites ⁽²⁾	5	\$1.2	\$0.7	\$0.5	77	\$12.3	\$5.4	\$6.9
Homes ⁽³⁾	13	8.5	8.6	(0.1)	52	17.8	13.7	4.1
Total	18	\$9.7	\$9.3	\$0.4	129	\$30.1	\$19.1	\$11.0

⁽¹⁾ Cost of sales for home sites in the first quarter of 2008 consisted of \$0.6 million in direct costs, \$0.1 million in selling costs and less than \$0.1 million in indirect costs. Cost of sales for home sites in the first quarter of 2007 consisted of \$4.5 million in direct costs, \$0.4 million in selling costs and \$0.5 million in indirect costs. Cost of sales for homes in the first quarter of 2008 consisted of \$6.2 million in direct costs, \$0.5 million in selling costs and \$1.9 million in indirect costs. Cost of sales for homes in the first quarter of 2007 consisted of \$11.0 million in direct costs, \$0.8 million in selling costs and \$1.9 million in indirect costs.

⁽²⁾ Profit has been deferred as a result of continuing development obligations at SummerCamp Beach in 2008 and 2007 and WaterSound West Beach in 2007. As a consequence, revenue recognition and closings may occur in different periods.

⁽³⁾ Homes include single-family, multifamily and Private Residence Club (PRC) units. Multifamily and PRC revenue is recognized, if preconditions are met, on a percentage-of-completion basis. As a consequence, revenue recognition and closings may occur in different periods. Paseos and Rivercrest, two joint ventures 50 percent owned by JOE, are not included; sales are complete at both of these communities.

Table 6
Residential Real Estate
Units Placed Under Contract
Three Months Ended March 31,

	2008	2007	Percentage Change
Home Sites	4	63	(93.7) %
Homes ⁽¹⁾	12	17	(29.4) %
Total	16	80	(80.0) %

⁽¹⁾ Homes include single-family homes, multifamily and PRC units. Paseos and Rivercrest, two unconsolidated joint ventures, are not included; sales are complete at both of these communities.

Table 7
Residential Real Estate
Backlog ⁽¹⁾
(\$ in millions)

	March 31, 2008		March 31, 2007	
	Units	Revenues	Units	Revenues
Home Sites	81	\$3.1	7	\$1.5
Homes	--	--	21	12.1
Total	81	\$3.1	28	\$13.6

⁽¹⁾ Backlog represents units under contract but not yet closed.

Table 8
Residential Real Estate
National Homebuilder Summary
of Home Site Commitments and Purchases

Activity During the
Three Months Ended March 31, 2008

	<u>12/31/2007</u> <u>Commitments ⁽¹⁾</u>	<u>Closed</u>	<u>Average Price</u> <u>Closed Units</u>	<u>Change in</u> <u>Commitments</u>	<u>3/31/2008</u> <u>Commitments</u>
Beazer Homes					
Laguna West	232	--	--	--	232
SouthWood	20	--	--	--	20
Shea Homes					
Victoria Park	618	--	--	--	618
David Weekley Homes					
RiverTown	87	3	72,500	--	84
SouthWood	106	--	--	--	106
American Home Builders					
RiverTown	59	--	--	--	59
Cornerstone Homes					
RiverTown	23	--	--	--	23
Issa Homes					
RiverTown	66	--	--	--	66
Lakeridge Homes					
Victoria Park	--	--	--	--	--
Total	<u>1,211</u>	<u>3</u>		<u>--</u>	<u>1,208</u>

⁽¹⁾ Includes agreements with minimal down payments. Homebuilders may be more willing to delay or cancel commitments if they have only minimal down payments at risk.

Table 9
Residential Real Estate Sales Activity
Three Months Ended March 31,
(\$ in thousands)

	2008				2007			
	Units Closed	Avg. Price	Accepted (1)	Avg. Price	Units Closed	Avg. Price	Accepted (1)	Avg. Price
Artisan Park ⁽²⁾								
Home Sites	--	\$ --	--	\$ --	--	\$ --	--	\$ --
Single-Family Homes	5	621.2	5	621.2	10	642.4	13	579.9
Multifamily Homes	4	314.3	4	314.3	24	508.3	--	--
Hawks Landing								
Home Sites	--	--	--	--	21	65.5	19	64.1
Palmetto Trace								
Home Sites	--	--	--	--	5	83.5	5	83.5
Single-Family Homes	--	--	--	--	1	269.5	1	269.5
Rivercrest ⁽²⁾								
Single-Family Homes	--	--	--	--	12	231.0	8	221.4
RiverTown								
Home Sites	3	72.5	3	72.5	--	--	--	--
SevenShores								
Multifamily Homes	--	--	--	--	--	--	(6)	1,025.4
SouthWood								
Home Sites	--	--	(1)	115.0	35	81.3	26	78.1
Single-Family Homes	--	--	--	--	4	370.7	--	--
St. Johns G & CC								
Home Sites	--	--	--	--	2	157.5	--	--
Single-Family Homes	--	--	--	--	6	474.2	4	433.3
SummerCamp Beach								
Single-Family Homes	--	--	--	--	--	--	(1)	968.7
The Hammocks								
Single-Family Homes	--	--	--	--	1	153.7	1	153.7
Victoria Park								
Home Sites	--	--	--	--	1	299.0	--	--
Single-Family Homes	1	214.2	1	214.2	3	310.3	2	298.0
WaterColor								
Home Sites	1	782.0	1	782.0	2	1,362.7	3	1,117.3
Single/Multifamily Homes	1	1,815.0	1	1,815.0	1	775.0	1	775.0
WaterSound								
Home Sites	--	--	--	--	3	150.4	3	150.4
WaterSound Beach								
Home Sites	--	--	--	--	1	1,421.4	--	--
Single-Family Homes	--	--	--	--	2	2,286.2	2	2,172.5
WaterSound West Beach								
Home Sites	1	177.2	1	177.2	4	293.4	4	293.4
Single-Family Homes	1	837.0	1	837.0	--	--	--	--
WindMark Beach								
Home Sites	--	--	--	--	3	194.2	3	194.2
Single-Family Homes	1	1,299.5	--	--	--	--	--	--
Total Home Sites	<u>5</u>	<u>\$ 235.3</u>	<u>4</u>	<u>\$ 265.4</u>	<u>77</u>	<u>\$ 150.7</u>	<u>63</u>	<u>\$ 146.4</u>
Total Single/Multifamily Homes	<u>13</u>	<u>\$ 656.1</u>	<u>12</u>	<u>\$ 602.4</u>	<u>64</u>	<u>\$ 506.6</u>	<u>25</u>	<u>\$ 401.0</u>

(1) Contracts accepted during the quarter. Contracts accepted and closed in the same quarter are also included as units closed. Average prices shown reflect variations in the product mix across time periods as well as price changes for similar product.

(2) JOE owns 74 percent of Artisan Park and 50 percent of Rivercrest. Sales from Rivercrest are not consolidated with the financial results of residential real estate.

Table 10
Commercial Land Sales
Three Months Ended March 31,
(\$ in thousands)

	<u>Number of Sales</u>	<u>Acres Sold</u>	<u>Gross Sales Price</u>	<u>Average Price/Acre</u>
2008				
Northwest Florida	--	--	\$ --	\$ --
2007				
Northwest Florida	6	13	\$1,943	\$146.5
Other	3	19	3,256	175.3
Total	9	32	\$5,199	\$163.3

Table 11
Rural Land Sales
Three Months Ended March 31,

	<u>Number of Sales</u>	<u>Acres Sold</u>	<u>Gross Sales Price</u> (in thousands)	<u>Average Price/Acre</u>
2008				
Woodlands	6	57,435	\$91,074	\$1,586
2007				
Florida Wild	2	3,883	\$9,905	\$2,551
Woodlands	6	27,320	35,541	1,300
Other	2	92	1,230	13,370
Total	10	31,295	\$46,676	\$1,491

FINANCIAL DATA
(\$ in millions)

Quarterly Segment Pretax Income (Loss)
From Continuing Operations

	<u>Mar 31,</u> <u>2008</u>	<u>Dec 31,</u> <u>2007</u>	<u>Sept 30,</u> <u>2007</u>	<u>June 30,</u> <u>2007</u>	<u>Mar 31,</u> <u>2007</u>	<u>Dec 31,</u> <u>2006</u>	<u>Sept 30,</u> <u>2006</u>	<u>June 30,</u> <u>2006</u>	<u>Mar 31,</u> <u>2006</u>
Residential	\$ (18.7)	\$ (11.4)	\$ (26.2)	\$ (0.8)	\$ (5.4)	4.3	\$ (7.6)	17.2	\$ 10.2
Commercial	(0.9)	4.6	2.3	8.4	0.1	13.6	8.2	1.6	0.6
Rural Land sales	80.1	24.5	27.8	7.2	40.4	26.7	12.2	22.1	11.4
Forestry	1.9	(1.9)	1.3	0.9	0.1	1.5	1.0	0.7	2.0
Corporate and other	(12.9)	(11.0)	(15.8)	(16.4)	(10.2)	(18.9)	(16.3)	(17.2)	(20.3)
Pretax income (loss) from continuing operations	\$ 49.5	\$ 4.8	\$ (10.6)	\$ (0.7)	\$ 25.0	\$ 27.2	\$ (2.5)	\$ 24.4	\$ 3.9

Discontinued Operations, Net of Tax

	Quarter Ended March 31,	
	2008	2007
Income from Saussy Burbank operations, net of tax ⁽¹⁾	\$ --	\$0.7
Income (loss) from office buildings, net of tax	--	(0.5)
Income (loss) from Sunshine State Cypress operations, net of tax	0.1	0.2
Net income (loss) from discontinued operations	<u>\$0.1</u>	<u>\$0.4</u>

(1) Quarter ended March 31, 2007 includes a \$2.2 million impairment charge to approximate fair value, less costs to sell, of Saussy Burbank.

Other Income (Expense)

	Quarter Ended March 31,	
	2008	2007
Dividend and interest income	\$1.8	\$1.3
Interest expense	(4.2)	(4.7)
Other	0.7	4.2
Total	<u>\$(1.7)</u>	<u>\$0.8</u>