

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS



Required Reprint / Use and Source Credit: NEFAR is happy to share our market statistical report data; prior permission is not required. **Source credit is required, however, for all uses** (including use by NEFAR members) whether the use is written, digital, broadcast, spoken, social media or other. Use of NEFAR data must be accompanied by the following attribution – *Source: Northeast Florida Association of Realtors.*

All data represents Realtor-brokered activity of single-family residential, condo and townhome sales combined. As all Nassau and St. Johns County Realtors are not members of the Northeast Florida Multiple Listing Service – a wholly owned subsidiary of the Northeast Florida Association of Realtors – reports do not represent the full extent of Realtor sales in those counties.

April 2021

April was another strong month for home sales. The busy spring market continues to see many multiple offer situations driving sales prices above asking price. With such strong activity, by the time a property sale closes, the market may have already moved higher than that sold price suggests. Such markets can create stress and frustration for prospective homebuyers, who are frequently having to submit offers on multiple properties before they are able to secure a purchase.

New Listings in the Northeast Florida region increased 26.5 percent to 4,030. Pending Sales were up 51.8 percent to 3,615. Inventory levels fell 58.2 percent to 3,991 units.

Prices continued to gain traction. The Median Sales Price increased 14.1 percent to \$284,941. Days on Market was down 38.8 percent to 41 days. Sellers were encouraged as Months Supply of Inventory was down 66.7 percent to 1.2 months.

In the spirit of the great Wayne Gretzky, buyers, sellers, and their agents are all trying their best to skate to where the puck, or rather, the housing market, is going, not where it has been. While housing affordability remains an area to watch as prices continue to rise, strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer.

Quick Facts

+ 27.2% **+ 14.1%** **- 58.2%**

Change in
Closed Sales Change in
Median Sales Price Change in
Inventory


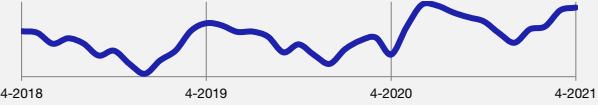

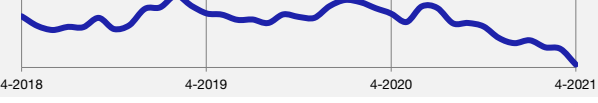


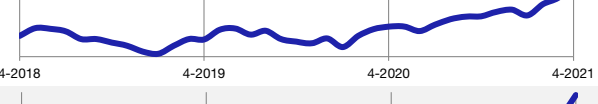




Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days On Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Percent of Properties Sold Over List Price	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
Housing Supply Overview Report	14

Area breakouts of 33 submarkets begin after page 21.



Market Overview

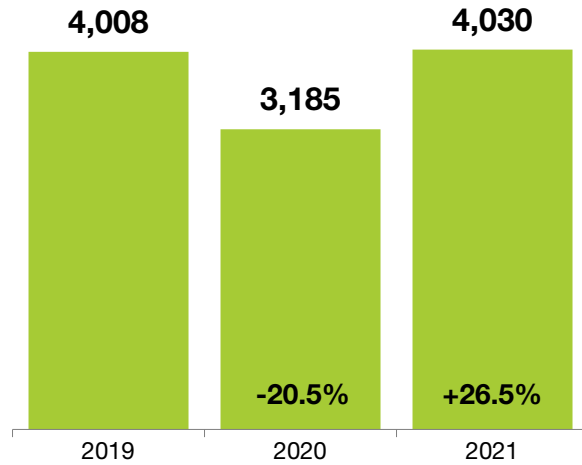
Key market metrics for the current month and year-to-date.

Key Metrics	Historical Sparklines	4-2020	4-2021	+/-	YTD 2020	YTD 2021	+/-
New Listings		3,185	4,030	+ 26.5%	14,206	13,971	- 1.7%
Pending Sales		2,381	3,615	+ 51.8%	10,477	13,323	+ 27.2%
Closed Sales		2,497	3,177	+ 27.2%	9,743	11,676	+ 19.8%
Days on Market Until Sale		67	41	- 38.8%	71	48	- 32.4%
Median Sales Price		\$249,825	\$284,941	+ 14.1%	\$240,000	\$270,000	+ 12.5%
Average Sales Price		\$296,555	\$357,438	+ 20.5%	\$286,104	\$337,274	+ 17.9%
Percent of Original List Price Received		96.4%	99.4%	+ 3.1%	95.9%	98.4%	+ 2.6%
Percent of Properties Sold Over List Price		15.2%	36.9%	+ 142.8%	13.4%	27.1%	+ 102.2%
Housing Affordability Index		135	123	- 8.9%	141	130	- 7.8%
Inventory of Homes for Sale		9,544	3,991	- 58.2%	--	--	--
Months Supply of Homes for Sale		3.6	1.2	- 66.7%	--	--	--

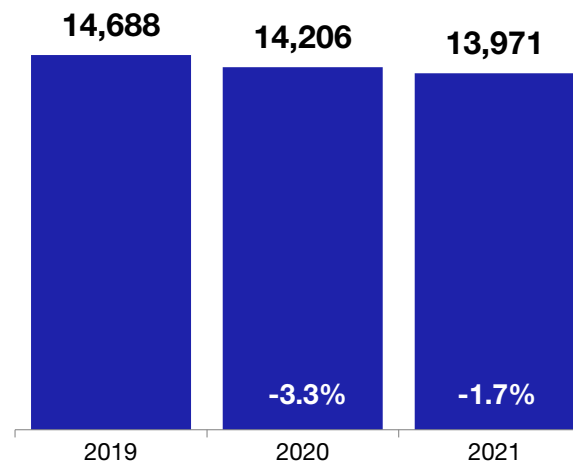
New Listings

A count of the properties that have been newly listed on the market in a given month.

April



Year To Date



Month	Prior Year	Current Year	+ / -
May 2020	4,043	3,357	-17.0%
June 2020	3,562	3,633	+2.0%
July 2020	3,667	3,653	-0.4%
August 2020	3,587	3,578	-0.3%
September 2020	3,031	3,367	+11.1%
October 2020	3,595	3,574	-0.6%
November 2020	2,773	2,770	-0.1%
December 2020	2,188	2,544	+16.3%
January 2021	3,518	3,118	-11.4%
February 2021	3,418	3,052	-10.7%
March 2021	4,085	3,771	-7.7%
April 2021	3,185	4,030	+26.5%
12-Month Avg	3,388	3,371	-0.5%

Historical New Listing Activity

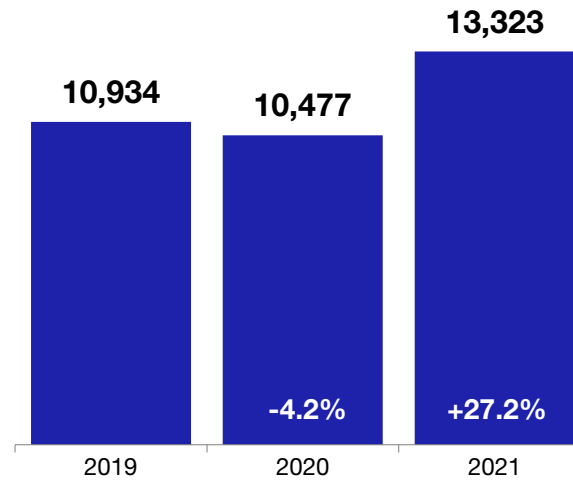
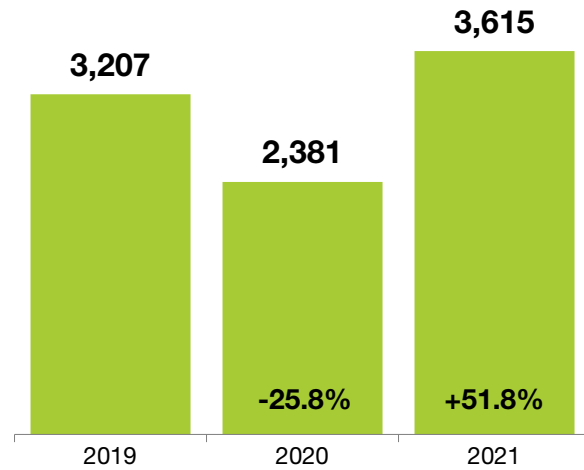


Pending Sales

A count of the properties on which contracts have been written in a given month.

April

Year To Date



Month	Prior Year	Current Year	+ / -
May 2020	3,146	3,101	-1.4%
June 2020	2,976	3,694	+24.1%
July 2020	2,981	3,672	+23.2%
August 2020	2,849	3,491	+22.5%
September 2020	2,435	3,362	+38.1%
October 2020	2,645	3,257	+23.1%
November 2020	2,358	2,942	+24.8%
December 2020	2,136	2,686	+25.7%
January 2021	2,520	3,043	+20.8%
February 2021	2,749	3,117	+13.4%
March 2021	2,827	3,548	+25.5%
April 2021	2,381	3,615	+51.8%
12-Month Avg	2,667	3,294	+23.5%

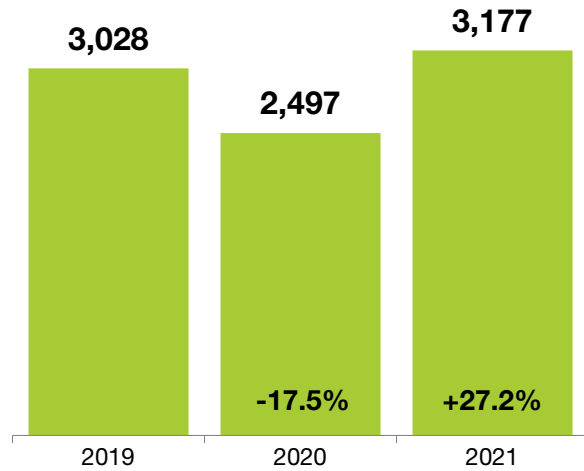
Historical Pending Sales Activity



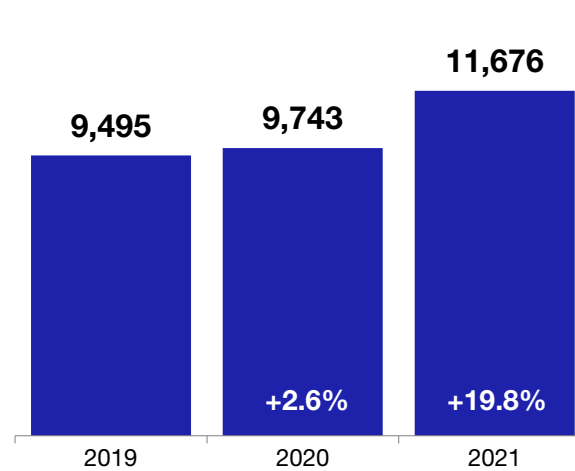
Closed Sales

A count of actual sales that have closed within a given month.

April

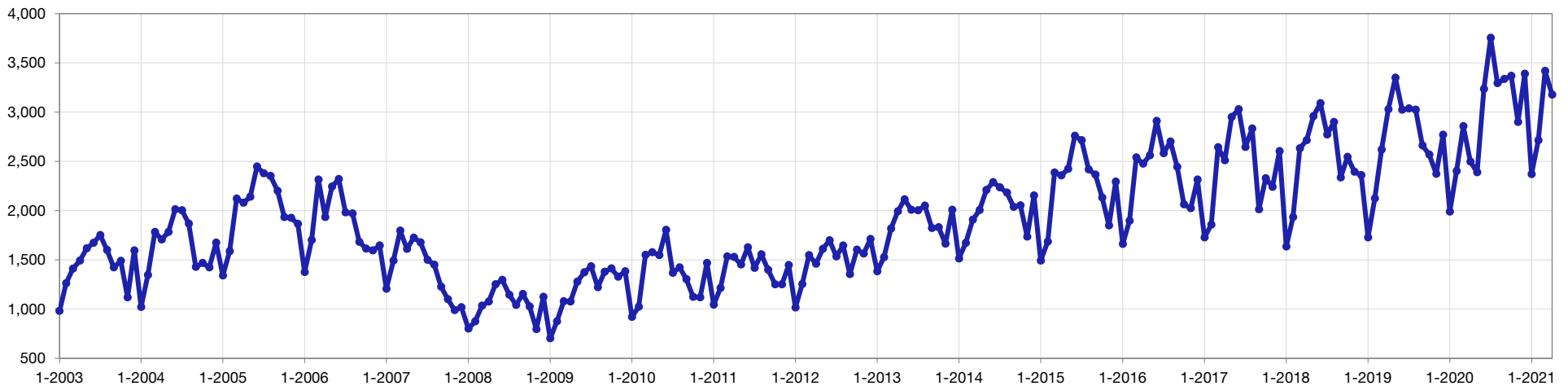


Year To Date



Month	Prior Year	Current Year	+ / -
May 2020	3,347	2,388	-28.7%
June 2020	3,024	3,235	+7.0%
July 2020	3,037	3,754	+23.6%
August 2020	3,022	3,293	+9.0%
September 2020	2,660	3,335	+25.4%
October 2020	2,567	3,366	+31.1%
November 2020	2,371	2,898	+22.2%
December 2020	2,768	3,388	+22.4%
January 2021	1,988	2,369	+19.2%
February 2021	2,401	2,712	+13.0%
March 2021	2,857	3,418	+19.6%
April 2021	2,497	3,177	+27.2%
12-Month Avg	2,712	3,111	+15.9%

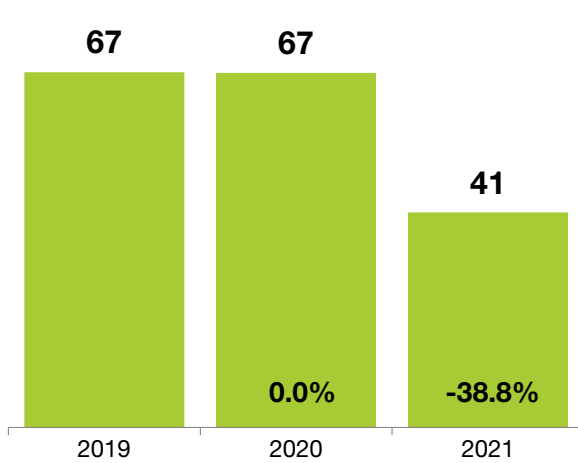
Historical Closed Sales Activity



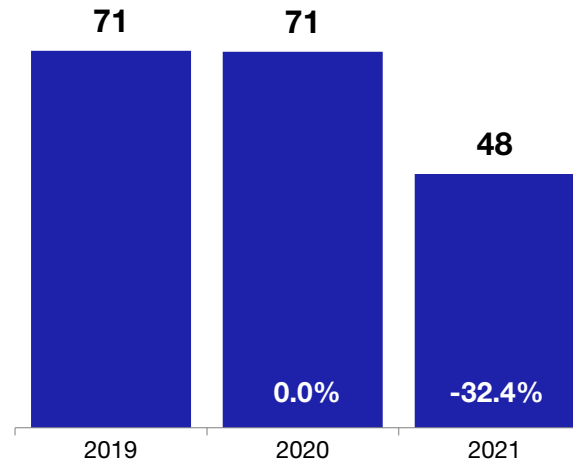
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

April



Year To Date



Month	Prior Year	Current Year	+ / -
May 2020	66	63	-4.5%
June 2020	64	71	+10.9%
July 2020	64	70	+9.4%
August 2020	62	62	0.0%
September 2020	66	62	-6.1%
October 2020	65	60	-7.7%
November 2020	65	54	-16.9%
December 2020	71	52	-26.8%
January 2021	74	53	-28.4%
February 2021	73	50	-31.5%
March 2021	70	49	-30.0%
April 2021	67	41	-38.8%
12-Month Avg	67	57	-14.3%

Historical Days on Market Until Sale

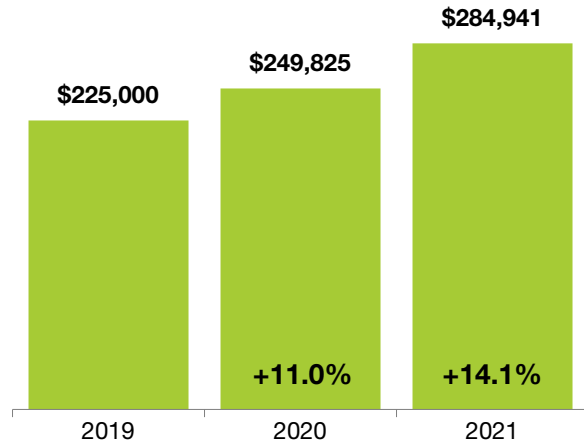


Median Sales Price

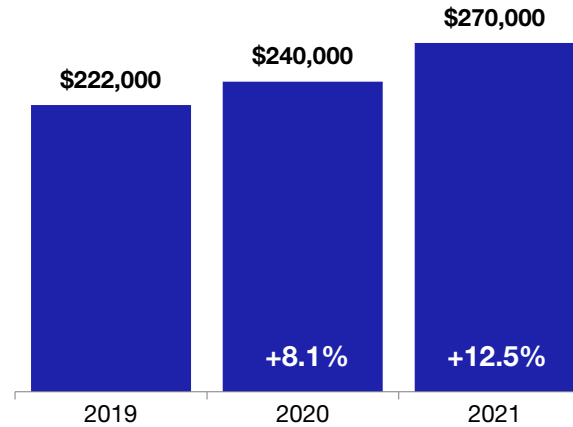
Median price point for all closed sales, not accounting for seller concessions, in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
May 2020	\$232,000	\$248,000	+6.9%
June 2020	\$242,000	\$255,000	+5.4%
July 2020	\$241,500	\$263,995	+9.3%
August 2020	\$240,700	\$261,577	+8.7%
September 2020	\$235,000	\$255,000	+8.5%
October 2020	\$235,000	\$262,100	+11.5%
November 2020	\$232,000	\$262,000	+12.9%
December 2020	\$240,000	\$266,732	+11.1%
January 2021	\$231,943	\$256,000	+10.4%
February 2021	\$237,250	\$264,000	+11.3%
March 2021	\$244,000	\$274,445	+12.5%
April 2021	\$249,825	\$284,941	+14.1%
12-Month Med	\$239,000	\$263,000	+10.0%

Historical Median Sales Price

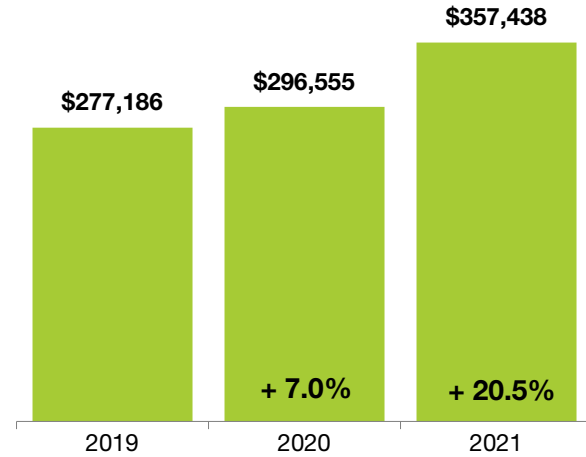


Average Sales Price

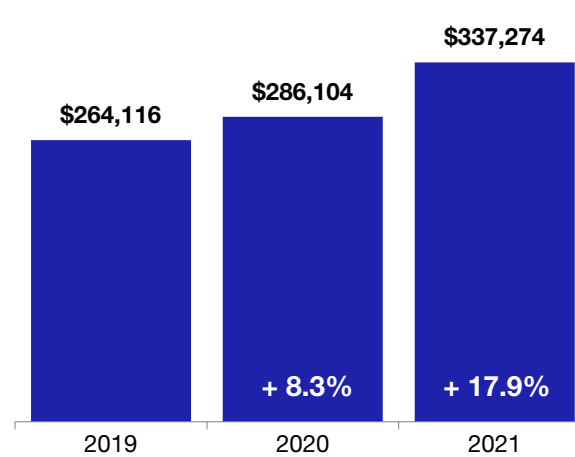
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
May 2020	\$274,964	\$287,948	+4.7%
June 2020	\$297,599	\$309,319	+3.9%
July 2020	\$282,788	\$322,406	+14.0%
August 2020	\$288,747	\$317,798	+10.1%
September 2020	\$271,754	\$317,081	+16.7%
October 2020	\$272,615	\$327,021	+20.0%
November 2020	\$270,948	\$315,648	+16.5%
December 2020	\$289,489	\$328,471	+13.5%
January 2021	\$275,787	\$317,064	+15.0%
February 2021	\$283,541	\$323,716	+14.2%
March 2021	\$286,307	\$343,292	+19.9%
April 2021	\$296,555	\$357,438	+20.5%
12-Month Avg	\$282,909	\$323,277	+14.3%

Historical Average Sales Price

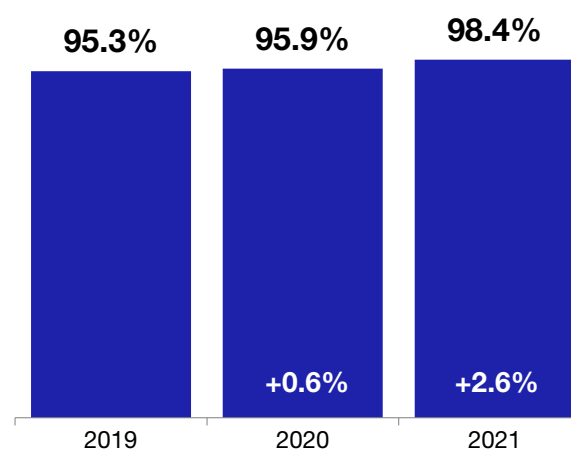
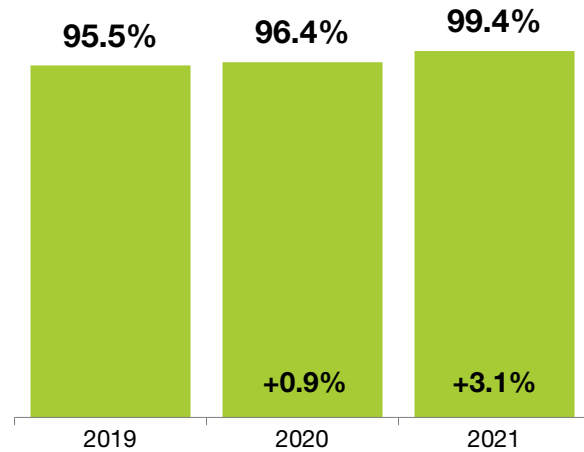


Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

April

Year To Date



Month	Prior Year	Current Year	+ / -
May 2020	96.2%	96.5%	+0.3%
June 2020	96.3%	96.1%	-0.2%
July 2020	95.9%	96.6%	+0.7%
August 2020	96.1%	97.0%	+0.9%
September 2020	95.6%	97.2%	+1.7%
October 2020	95.4%	97.2%	+1.9%
November 2020	95.3%	97.5%	+2.3%
December 2020	95.6%	97.6%	+2.1%
January 2021	95.0%	97.2%	+2.3%
February 2021	95.8%	98.0%	+2.3%
March 2021	96.3%	98.5%	+2.3%
April 2021	96.4%	99.4%	+3.1%
12-Month Avg	95.9%	97.4%	+1.6%

Historical Percent of Original List Price Received

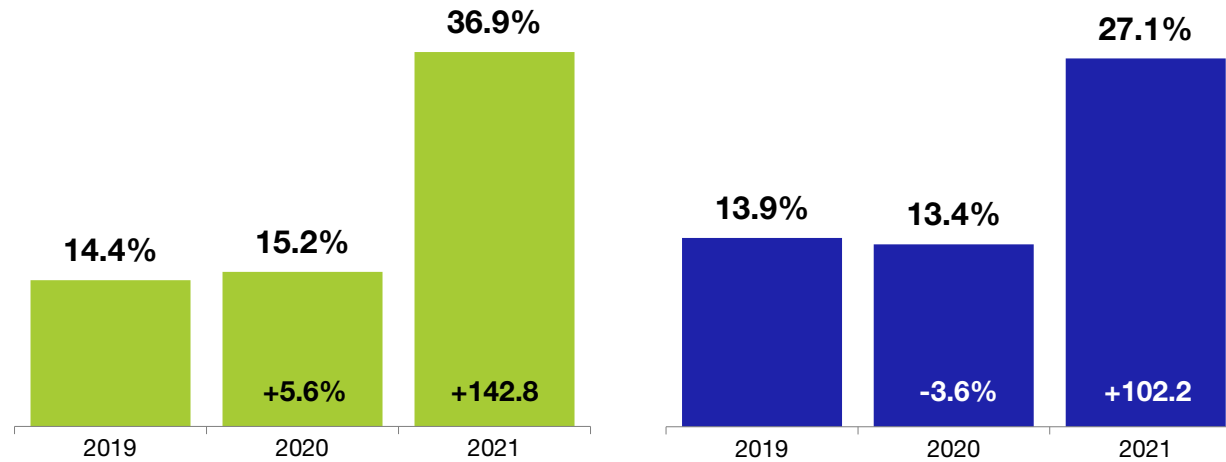


Percent of Properties Sold Over List Price

Percent of closed sales that sold for more than the most recent list price.

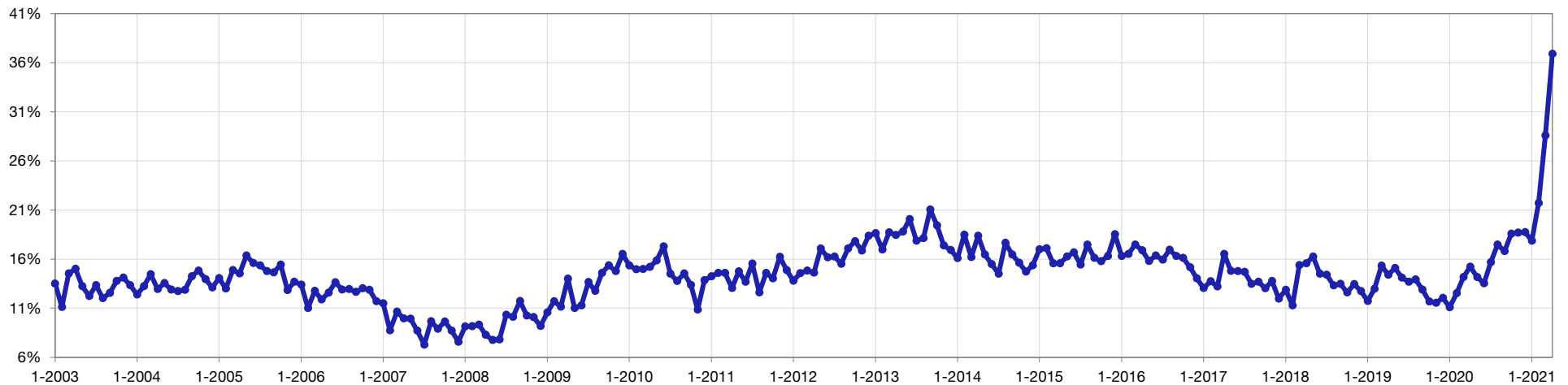
April

Year To Date



Month	Prior Year	Current Year	+ / -
May 2020	15.1%	14.2%	-6.0%
June 2020	14.1%	13.5%	-4.3%
July 2020	13.7%	15.7%	+14.6%
August 2020	13.9%	17.5%	+25.9%
September 2020	12.9%	16.8%	+30.2%
October 2020	11.7%	18.6%	+59.0%
November 2020	11.5%	18.7%	+62.6%
December 2020	12.0%	18.7%	+55.8%
January 2021	11.1%	17.9%	+61.3%
February 2021	12.5%	21.7%	+73.6%
March 2021	14.2%	28.6%	+101.4%
April 2021	15.2%	36.9%	+142.8%
12-Month Avg	13.3%	20.0%	+50.5%

Historical Percent of Properties Sold Over List Price

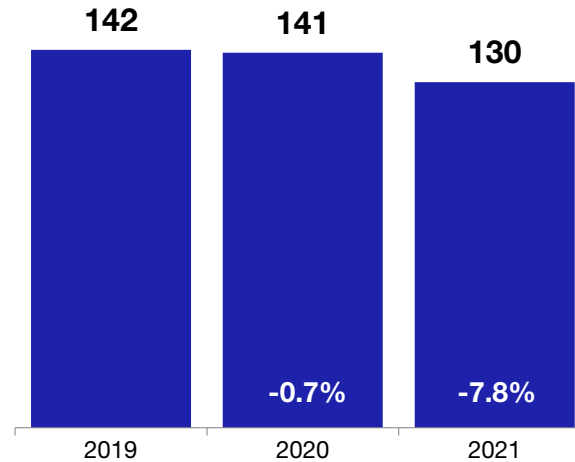
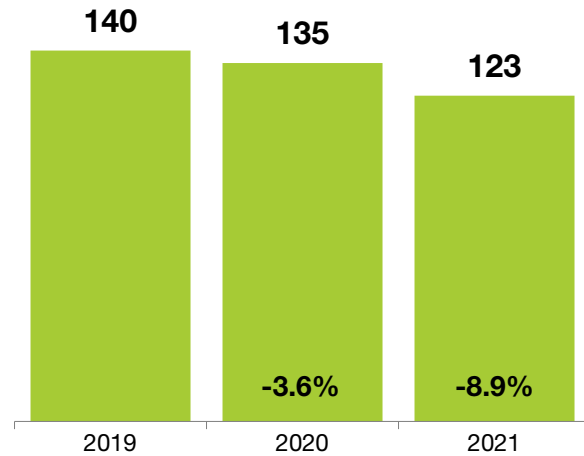


Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

April

Year To Date



Month	Prior Year	Current Year	+ / -
May 2020	136	138	+1.5%
June 2020	130	136	+4.6%
July 2020	133	134	+0.8%
August 2020	137	136	-0.7%
September 2020	137	141	+2.9%
October 2020	137	137	0.0%
November 2020	142	139	-2.1%
December 2020	137	137	0.0%
January 2021	146	142	-2.7%
February 2021	142	133	-6.3%
March 2021	138	128	-7.2%
April 2021	135	123	-8.9%
12-Month Avg	138	135	-1.5%

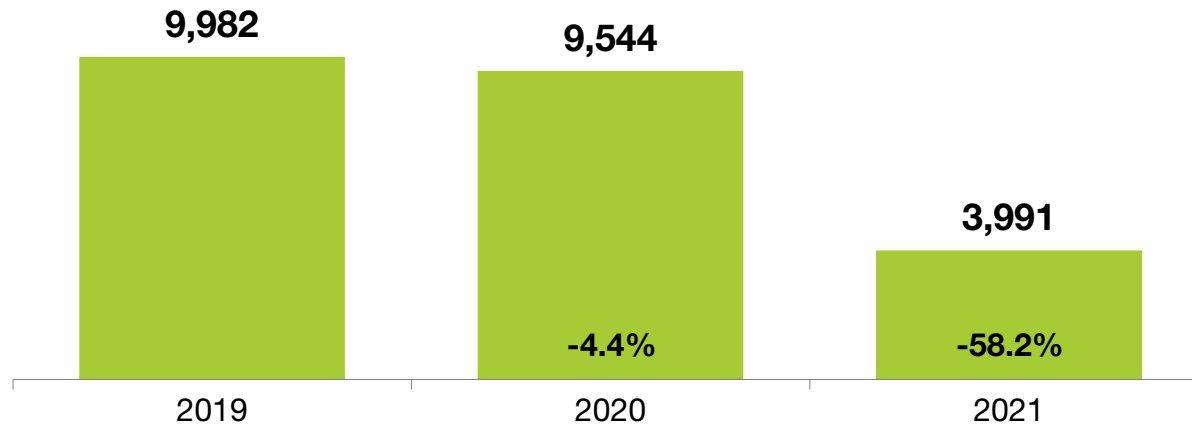
Historical Housing Affordability Index



Inventory of Homes for Sale

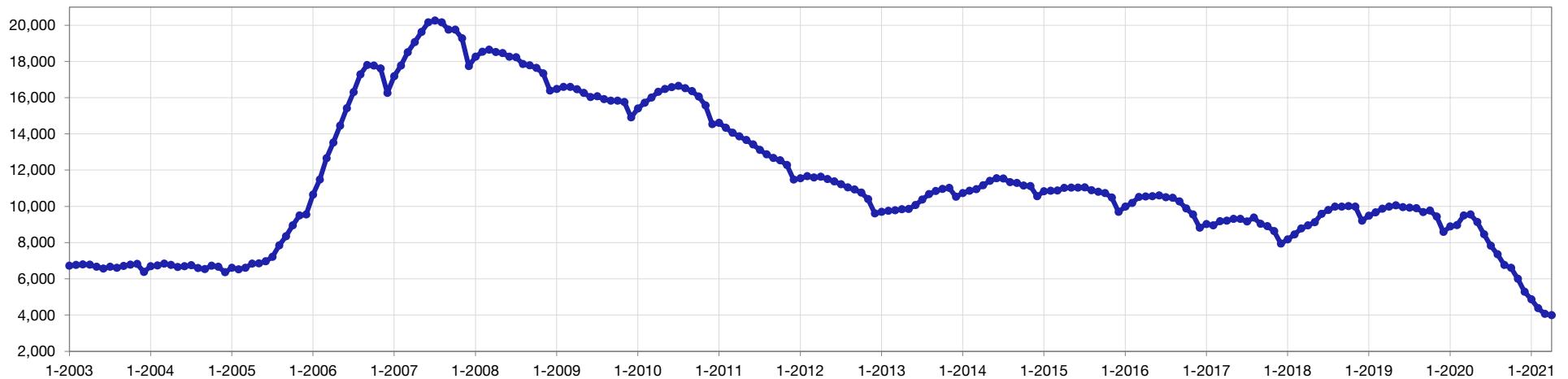
The number of properties available for sale in active status at the end of the month.

April



Month	Prior Year	Current Year	+ / -
May 2020	10,056	9,138	-9.1%
June 2020	9,957	8,449	-15.1%
July 2020	9,923	7,819	-21.2%
August 2020	9,891	7,354	-25.6%
September 2020	9,678	6,766	-30.1%
October 2020	9,764	6,606	-32.3%
November 2020	9,433	6,002	-36.4%
December 2020	8,580	5,277	-38.5%
January 2021	8,887	4,862	-45.3%
February 2021	8,955	4,379	-51.1%
March 2021	9,490	4,062	-57.2%
April 2021	9,544	3,991	-58.2%
12-Month Avg	9,513	6,225	-35.0%

Historical Inventory of Homes for Sale

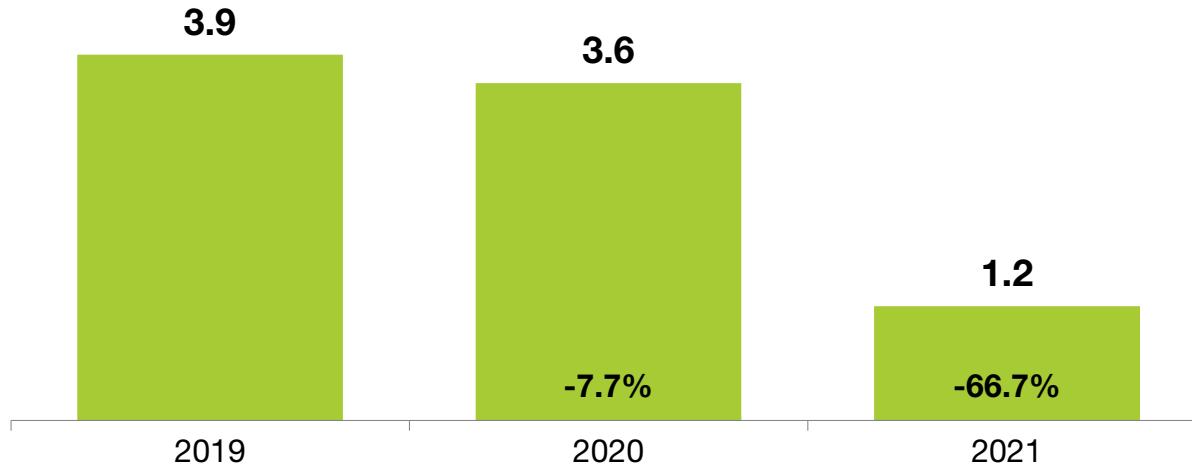


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

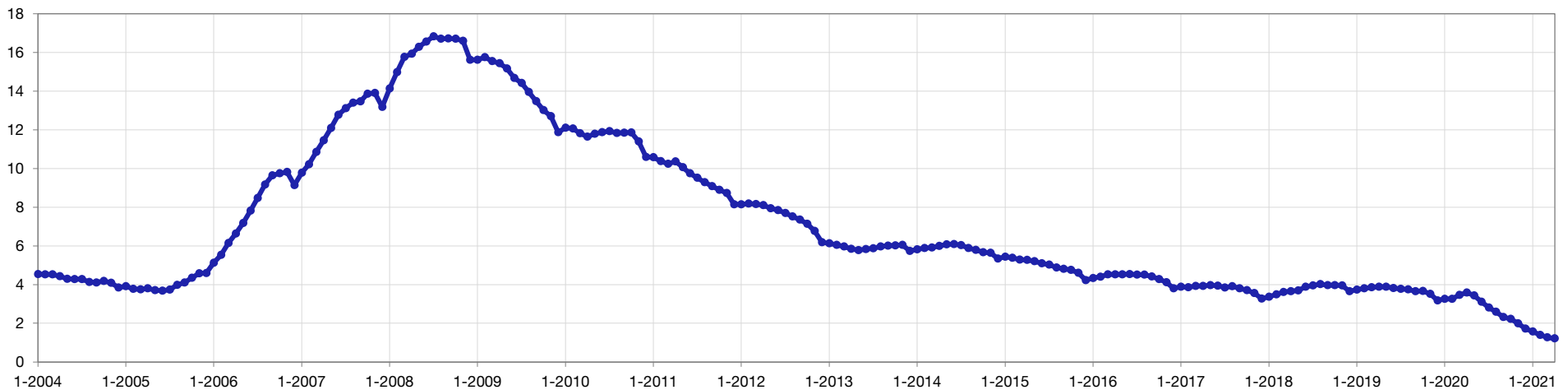


April



Month	Prior Year	Current Year	+ / -
May 2020	3.9	3.4	-12.8%
June 2020	3.8	3.1	-18.4%
July 2020	3.8	2.8	-26.3%
August 2020	3.7	2.6	-29.7%
September 2020	3.7	2.3	-37.8%
October 2020	3.7	2.2	-40.5%
November 2020	3.5	2.0	-42.9%
December 2020	3.2	1.7	-46.9%
January 2021	3.3	1.6	-51.5%
February 2021	3.3	1.4	-57.6%
March 2021	3.5	1.3	-62.9%
April 2021	3.6	1.2	-66.7%
12-Month Avg	3.6	2.1	-40.0%

Historical Months Supply of Inventory



Housing Supply Overview

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS



Required Reprint / Use and Source Credit: NEFAR is happy to share our market statistical report data; prior permission is not required. **Source credit is required, however, for all uses** (including use by NEFAR members) whether the use is written, digital, broadcast, spoken, social media or other. Use of NEFAR data must be accompanied by the following attribution – *Source: Northeast Florida Association of Realtors.*

All data represents Realtor-brokered activity of single-family residential, condo and townhome sales combined. As all Nassau and St. Johns County Realtors are not members of the Northeast Florida Multiple Listing Service – a wholly owned subsidiary of the Northeast Florida Association of Realtors – reports do not represent the full extent of Realtor sales in those counties.

April 2021

A RESEARCH TOOL PROVIDED BY THE
NORTHEAST FLORIDA ASSOCIATION OF REALTORS

Quick Facts

+ 101.1%	+ 24.7%	+ 29.2%
Price Range With Strongest Sales: \$1,000,000 and Above	Construction Status With Strongest Sales: New Construction	Property Type With Strongest Sales: Condo-Townhouse

Pending Sales	15
Days on Market Until Sale	16
Median Sales Price	17
Percent of Original List Price Received	18
Percent of Properties Sold Over List Price	19
Inventory of Homes for Sale	20
Months Supply of Inventory	21

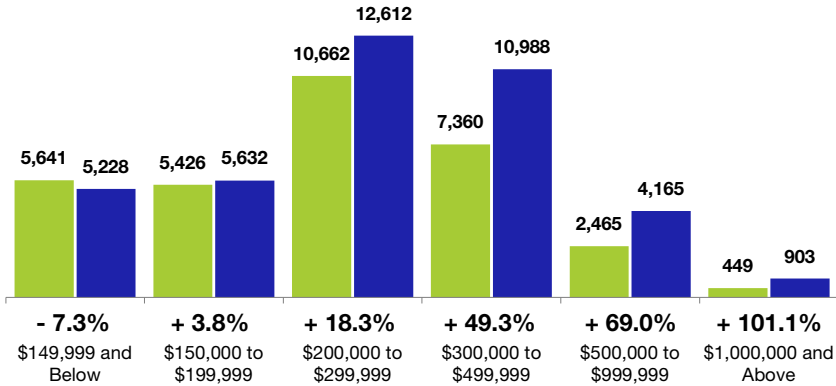


Pending Sales

A count of properties on which offers have been accepted. Based on a rolling 12-month total.

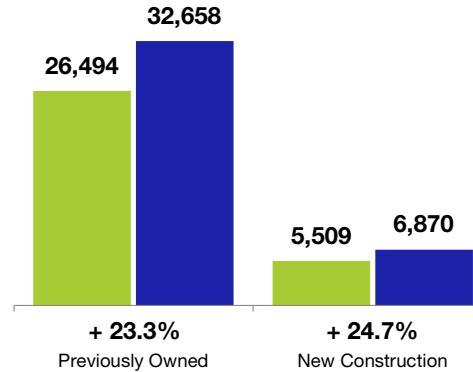
By Price Range

■ 4-2020 ■ 4-2021



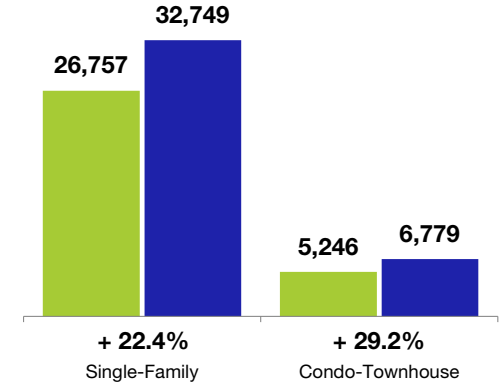
By Construction Status

■ 4-2020 ■ 4-2021



By Property Type

■ 4-2020 ■ 4-2021



All Properties

By Price Range

	4-2020	4-2021	Change
\$149,999 and Below	5,641	5,228	- 7.3%
\$150,000 to \$199,999	5,426	5,632	+ 3.8%
\$200,000 to \$299,999	10,662	12,612	+ 18.3%
\$300,000 to \$499,999	7,360	10,988	+ 49.3%
\$500,000 to \$999,999	2,465	4,165	+ 69.0%
\$1,000,000 and Above	449	903	+ 101.1%
All Price Ranges	32,003	39,528	+ 23.5%

Single-Family

	4-2020	4-2021	Change
Previously Owned	3,978	3,694	- 7.1%
New Construction	3,905	3,806	- 2.5%
Condo-Townhouse	9,521	10,663	+ 12.0%
Single-Family	6,727	10,051	+ 49.4%
Condo-Townhouse	2,239	3,738	+ 66.9%
Single-Family	387	797	+ 105.9%
All Single-Family	26,757	32,749	+ 22.4%

Condo-Townhouse

	4-2020	4-2021	Change
Single-Family	1,663	1,534	- 7.8%
Condo-Townhouse	1,521	1,826	+ 20.1%
Single-Family	1,141	1,949	+ 70.8%
Condo-Townhouse	633	937	+ 48.0%
Single-Family	226	427	+ 88.9%
Condo-Townhouse	62	106	+ 71.0%
All Condo-Townhouse	5,246	6,779	+ 29.2%

By Construction Status

	4-2020	4-2021	Change
Previously Owned	26,494	32,658	+ 23.3%
New Construction	5,509	6,870	+ 24.7%
All Property Types	32,003	39,528	+ 23.5%

	4-2020	4-2021	Change
Previously Owned	21,695	26,909	+ 24.0%
New Construction	5,062	5,840	+ 15.4%
All Single-Family	26,757	32,749	+ 22.4%

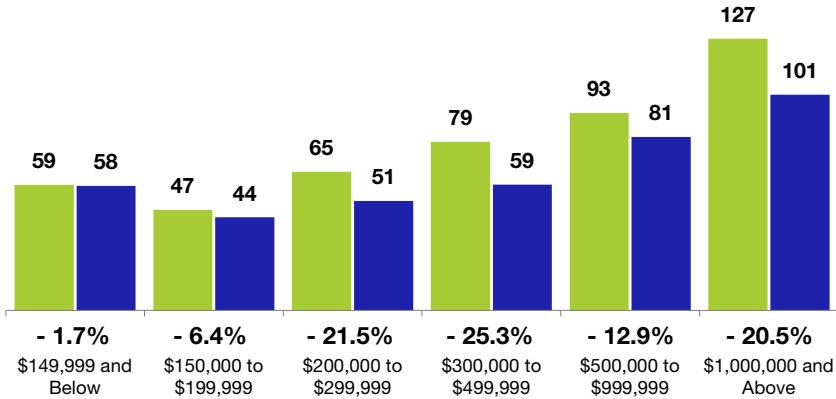
	4-2020	4-2021	Change
Single-Family	4,799	5,749	+ 19.8%
Condo-Townhouse	447	1,030	+ 130.4%
All Condo-Townhouse	5,246	6,779	+ 29.2%

Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.

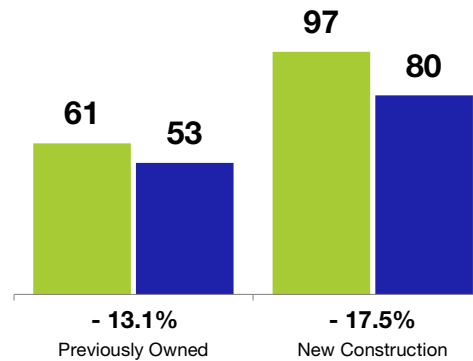
By Price Range

■ 4-2020 ■ 4-2021



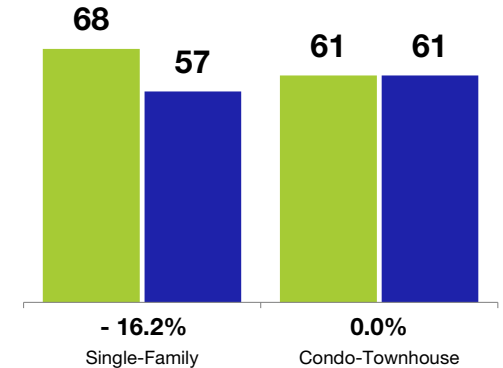
By Construction Status

■ 4-2020 ■ 4-2021



By Property Type

■ 4-2020 ■ 4-2021



All Properties

By Price Range	4-2020	4-2021	Change
\$149,999 and Below	59	58	- 1.7%
\$150,000 to \$199,999	47	44	- 6.4%
\$200,000 to \$299,999	65	51	- 21.5%
\$300,000 to \$499,999	79	59	- 25.3%
\$500,000 to \$999,999	93	81	- 12.9%
\$1,000,000 and Above	127	101	- 20.5%
All Price Ranges	67	57	- 14.9%

Single-Family

4-2020	4-2021	Change	4-2020	4-2021	Change
62	61	- 1.6%	52	53	+ 1.9%
46	42	- 8.7%	49	47	- 4.1%
65	50	- 23.1%	67	59	- 11.9%
79	57	- 27.8%	81	85	+ 4.9%
91	78	- 14.3%	109	108	- 0.9%
129	103	- 20.2%	121	89	- 26.4%
68	57	- 16.2%	61	61	0.0%

Condo-Townhouse

By Construction Status	4-2020	4-2021	Change
Previously Owned	61	53	- 13.1%
New Construction	97	80	- 17.5%
All Property Types	67	57	- 14.9%

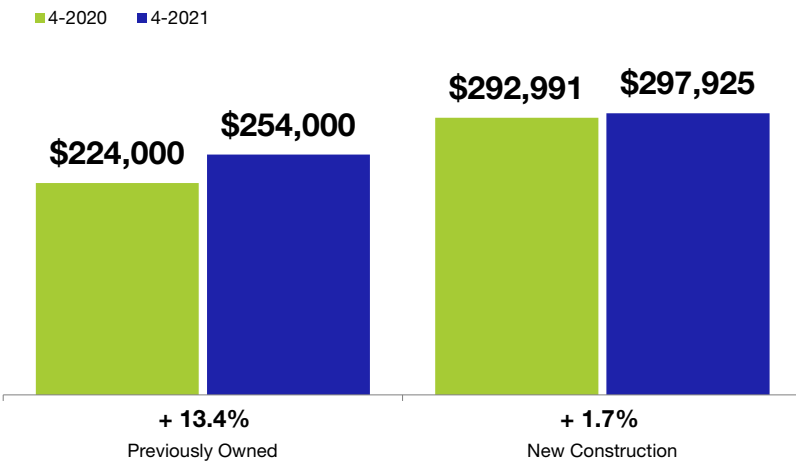
4-2020	4-2021	Change	4-2020	4-2021	Change
61	52	- 14.8%	59	56	- 5.1%
99	78	- 21.2%	83	96	+ 15.7%
68	57	- 16.2%	61	61	0.0%

Median Sales Price

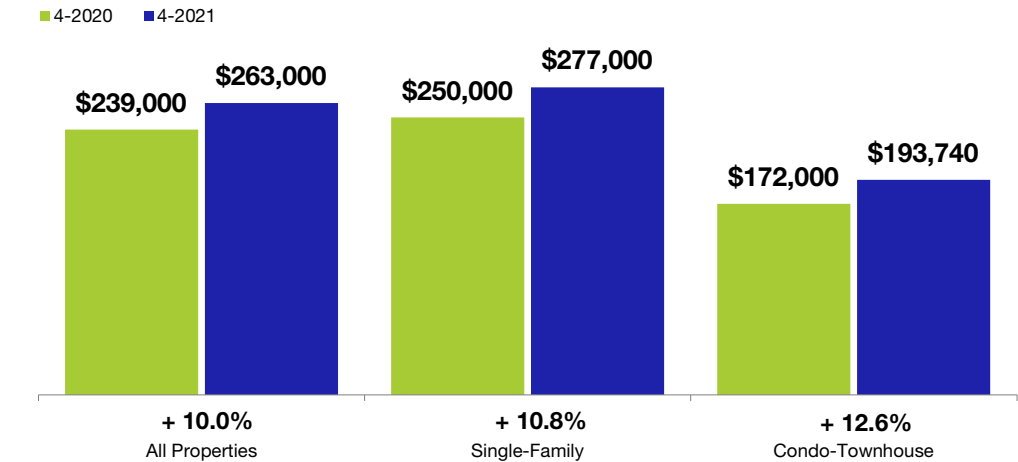
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Construction Status



By Property Type



All Properties

By Construction Status	4-2020	4-2021	Change
Previously Owned	\$224,000	\$254,000	+ 13.4%
New Construction	\$292,991	\$297,925	+ 1.7%
All Construction Statuses	\$239,000	\$263,000	+ 10.0%

Single-Family

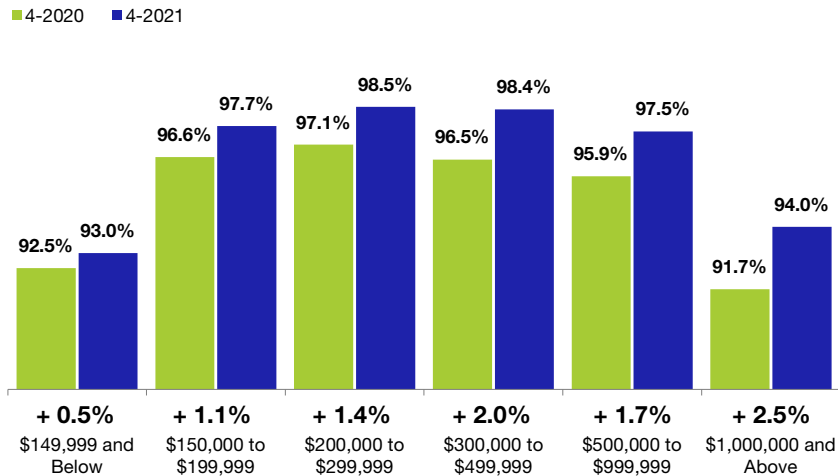
4-2020	4-2021	Change	4-2020	4-2021	Change
\$236,375	\$269,000	+ 13.8%	\$165,000	\$182,000	+ 10.3%
\$299,180	\$307,000	+ 2.6%	\$249,228	\$238,390	- 4.3%
\$250,000	\$277,000	+ 10.8%	\$172,000	\$193,740	+ 12.6%

Condo-Townhouse

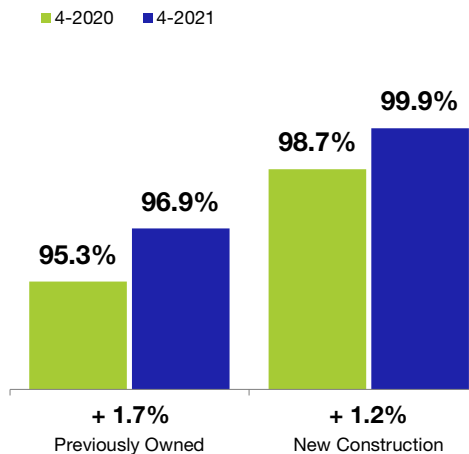
Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

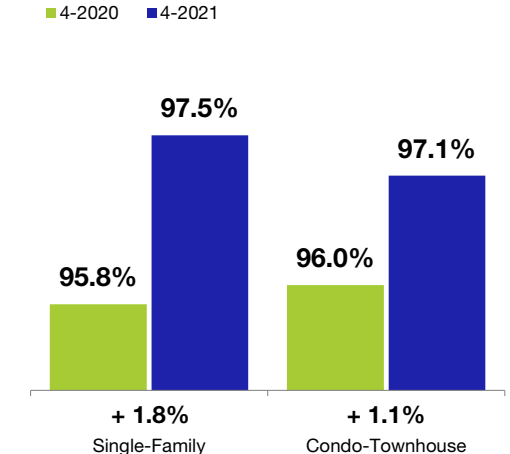
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	4-2020	4-2021	Change
\$149,999 and Below	92.5%	93.0%	+ 0.5%
\$150,000 to \$199,999	96.6%	97.7%	+ 1.1%
\$200,000 to \$299,999	97.1%	98.5%	+ 1.4%
\$300,000 to \$499,999	96.5%	98.4%	+ 2.0%
\$500,000 to \$999,999	95.9%	97.5%	+ 1.7%
\$1,000,000 and Above	91.7%	94.0%	+ 2.5%
All Price Ranges	95.9%	97.4%	+ 1.6%

Single-Family

4-2020	4-2021	Change	4-2020	4-2021	Change
91.3%	91.9%	+ 0.7%	95.3%	95.7%	+ 0.4%
96.4%	97.6%	+ 1.2%	97.1%	98.0%	+ 0.9%
97.2%	98.5%	+ 1.3%	96.3%	98.0%	+ 1.8%
96.6%	98.5%	+ 2.0%	95.7%	97.0%	+ 1.4%
96.0%	97.8%	+ 1.9%	95.1%	95.5%	+ 0.4%
91.6%	94.0%	+ 2.6%	92.1%	94.1%	+ 2.2%
95.8%	97.5%	+ 1.8%	96.0%	97.1%	+ 1.1%

Condo-Townhouse

By Construction Status	4-2020	4-2021	Change
Previously Owned	95.3%	96.9%	+ 1.7%
New Construction	98.7%	99.9%	+ 1.2%
All Property Types	95.9%	97.4%	+ 1.6%

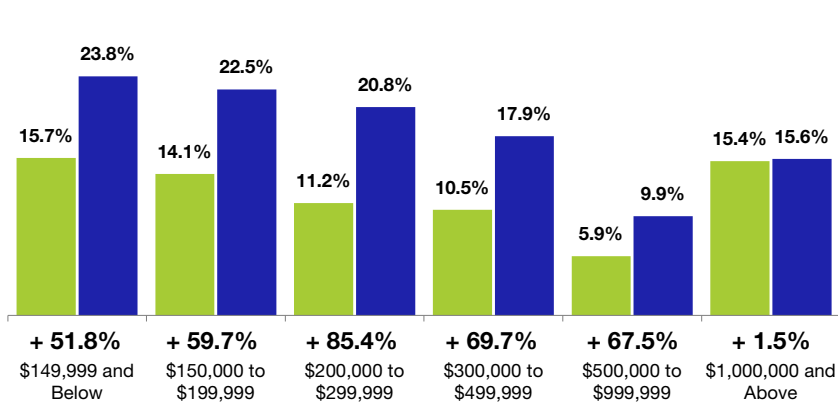
4-2020	4-2021	Change	4-2020	4-2021	Change
95.2%	96.9%	+ 1.8%	95.8%	96.9%	+ 1.1%
98.7%	100.2%	+ 1.5%	98.1%	98.4%	+ 0.3%
95.8%	97.5%	+ 1.8%	96.0%	97.1%	+ 1.1%

Percent of Properties Sold Over List Price

Percent of closed sales that sold for more than the most recent list price. Based on a rolling 12-month average.

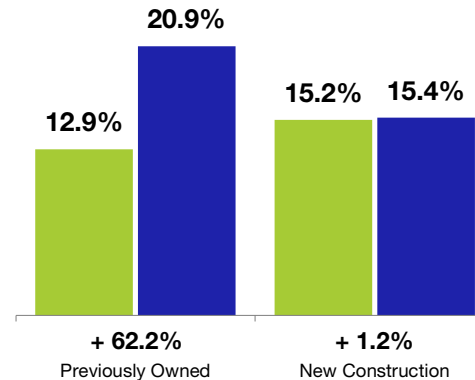
By Price Range

■ 4-2020 ■ 4-2021



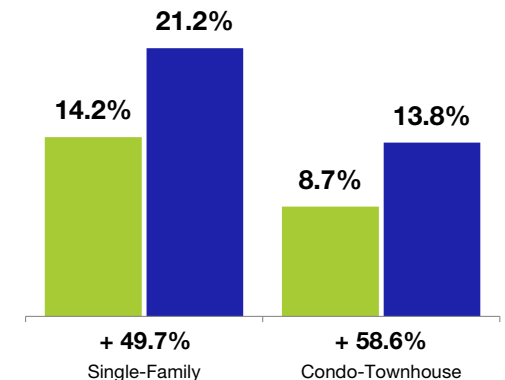
By Construction Status

■ 4-2020 ■ 4-2021



By Property Type

■ 4-2020 ■ 4-2021



All Properties

By Price Range	4-2020	4-2021	Change
\$149,999 and Below	15.7%	23.8%	+ 51.8%
\$150,000 to \$199,999	14.1%	22.5%	+ 59.7%
\$200,000 to \$299,999	11.2%	20.8%	+ 85.4%
\$300,000 to \$499,999	10.5%	17.9%	+ 69.7%
\$500,000 to \$999,999	5.9%	9.9%	+ 67.5%
\$1,000,000 and Above	15.4%	15.6%	+ 1.5%
All Price Ranges	13.3%	20.0%	+ 50.5%

Single-Family

4-2020	4-2021	Change	4-2020	4-2021	Change
17.9%	26.2%	+ 46.1%	9.5%	18.6%	+ 95.1%
14.9%	23.8%	+ 60.0%	7.6%	14.4%	+ 89.6%
11.7%	21.8%	+ 86.0%	5.8%	9.4%	+ 62.0%
11.4%	18.8%	+ 65.4%	2.0%	9.4%	+ 373.6%
6.2%	10.5%	+ 71.1%	4.2%	4.3%	+ 0.7%
17.2%	16.8%	- 2.2%	11.0%	12.8%	+ 15.7%
14.2%	21.2%	+ 49.7%	8.7%	13.8%	+ 58.6%

Condo-Townhouse

By Construction Status	4-2020	4-2021	Change
Previously Owned	12.9%	20.9%	+ 62.2%
New Construction	15.2%	15.4%	+ 1.2%
All Property Types	13.3%	20.0%	+ 50.5%

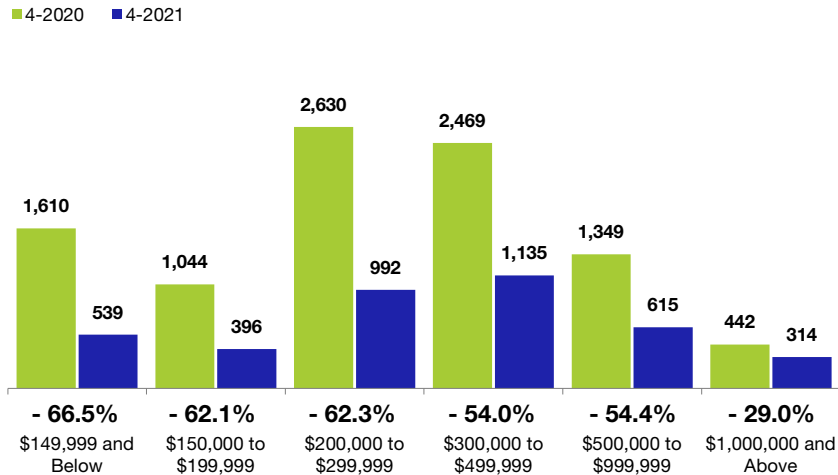
4-2020	4-2021	Change	4-2020	4-2021	Change
13.9%	22.3%	+ 60.6%	8.5%	14.4%	+ 70.0%
15.5%	16.3%	+ 4.6%	10.9%	9.2%	- 15.6%
14.2%	21.2%	+ 49.7%	8.7%	13.8%	+ 58.6%

Inventory of Homes for Sale

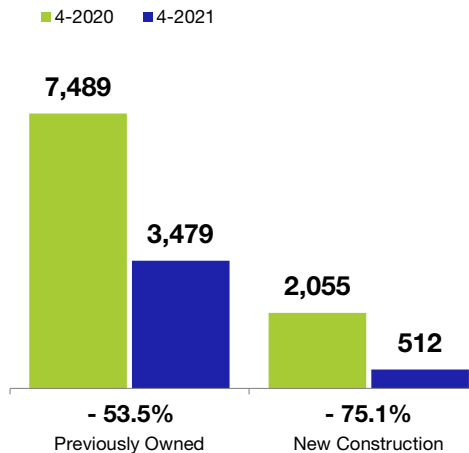
The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



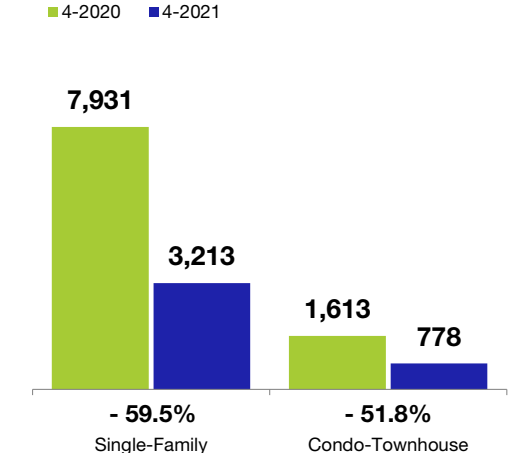
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	4-2020	4-2021	Change
\$149,999 and Below	1,610	539	-66.5%
\$150,000 to \$199,999	1,044	396	-62.1%
\$200,000 to \$299,999	2,630	992	-62.3%
\$300,000 to \$499,999	2,469	1,135	-54.0%
\$500,000 to \$999,999	1,349	615	-54.4%
\$1,000,000 and Above	442	314	-29.0%
All Price Ranges	9,544	3,991	-58.2%

Single-Family

4-2020	4-2021	Change	4-2020	4-2021	Change
1,217	401	-67.1%	393	138	-64.9%
720	278	-61.4%	324	118	-63.6%
2,267	721	-68.2%	363	271	-25.3%
2,173	990	-54.4%	296	145	-51.0%
1,153	538	-53.3%	196	77	-60.7%
401	285	-28.9%	41	29	-29.3%
7,931	3,213	-59.5%	1,613	778	-51.8%

Condo-Townhouse

By Construction Status	4-2020	4-2021	Change
Previously Owned	7,489	3,479	-53.5%
New Construction	2,055	512	-75.1%
All Property Types	9,544	3,991	-58.2%

4-2020	4-2021	Change	4-2020	4-2021	Change
6,154	2,884	-53.1%	1,335	595	-55.4%
1,777	329	-81.5%	278	183	-34.2%
7,931	3,213	-59.5%	1,613	778	-51.8%

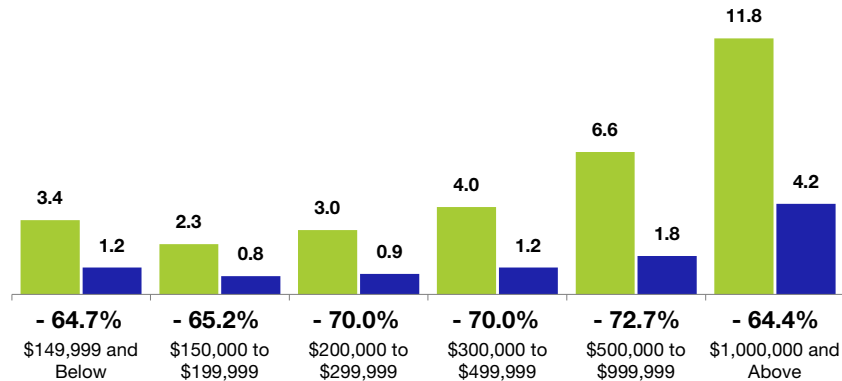
Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, based on one month of activity, divided by the average monthly pending sales from the last 12 months.



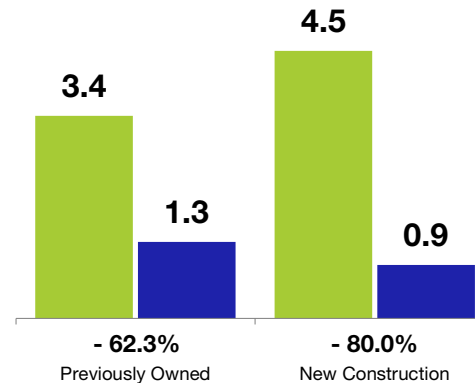
By Price Range

■ 4-2020 ■ 4-2021



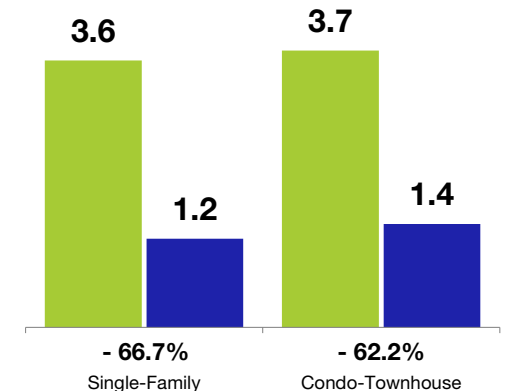
By Construction Status

■ 4-2020 ■ 4-2021



By Property Type

■ 4-2020 ■ 4-2021



All Properties

By Price Range	4-2020	4-2021	Change
\$149,999 and Below	3.4	1.2	-64.7%
\$150,000 to \$199,999	2.3	0.8	-65.2%
\$200,000 to \$299,999	3.0	0.9	-70.0%
\$300,000 to \$499,999	4.0	1.2	-70.0%
\$500,000 to \$999,999	6.6	1.8	-72.7%
\$1,000,000 and Above	11.8	4.2	-64.4%
All Price Ranges	3.6	1.2	-66.7%

Single-Family

4-2020	4-2021	Change	4-2020	4-2021	Change
3.7	1.3	-64.9%	2.8	1.1	-60.7%
2.2	0.9	-59.1%	2.6	0.8	-69.2%
2.9	0.8	-72.4%	3.8	1.7	-55.3%
3.9	1.2	-69.2%	5.6	1.9	-66.1%
6.2	1.7	-72.6%	10.4	2.2	-78.8%
12.4	4.3	-65.3%	7.9	3.3	-58.2%
3.6	1.2	-66.7%	3.7	1.4	-62.2%

Condo-Townhouse

By Construction Status	4-2020	4-2021	Change
Previously Owned	3.4	1.3	-62.3%
New Construction	4.5	0.9	-80.0%
All Property Types	3.6	1.2	-66.7%

4-2020	4-2021	Change	4-2020	4-2021	Change
3.4	1.3	-62.2%	3.3	1.2	-62.8%
4.2	0.7	-84.0%	7.5	2.1	-71.4%
3.6	1.2	-66.7%	3.7	1.4	-62.2%

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Southside / Mandarin / Bartram

Region 01

+ 36.5%

Change in
New Listings

+ 32.6%

Change in
Closed Sales

+ 18.7%

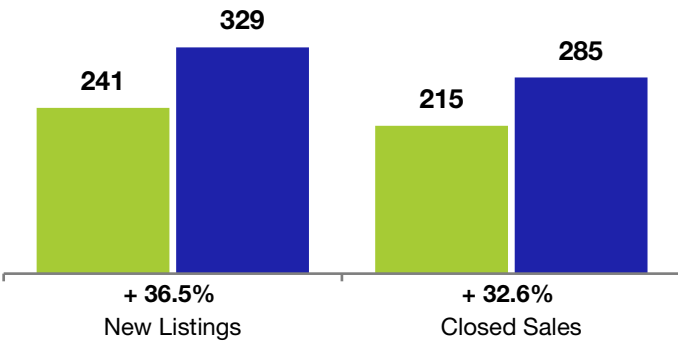
Change in
Median Sales Price

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	241	329	+ 36.5%	1,138	1,127	- 1.0%
Closed Sales	215	285	+ 32.6%	782	956	+ 22.3%
Median Sales Price*	\$257,000	\$305,000	+ 18.7%	\$250,000	\$275,000	+ 10.0%
Percent of Original List Price Received*	97.5%	100.4%	+ 3.0%	96.7%	98.9%	+ 2.3%
Percent of Properties Sold Over List Price*	19.1%	46.7%	+ 144.5%	15.4%	35.4%	+ 129.9%
Days on Market Until Sale	57	34	- 40.4%	60	43	- 28.3%
Inventory of Homes for Sale	667	377	- 43.5%	--	--	--
Months Supply of Inventory	3.0	1.4	- 53.3%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

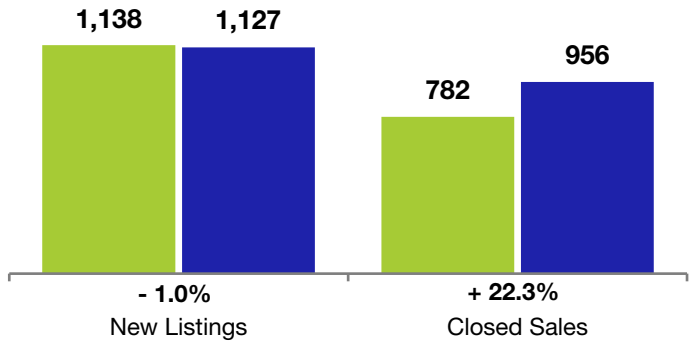
April

■ 2020 ■ 2021

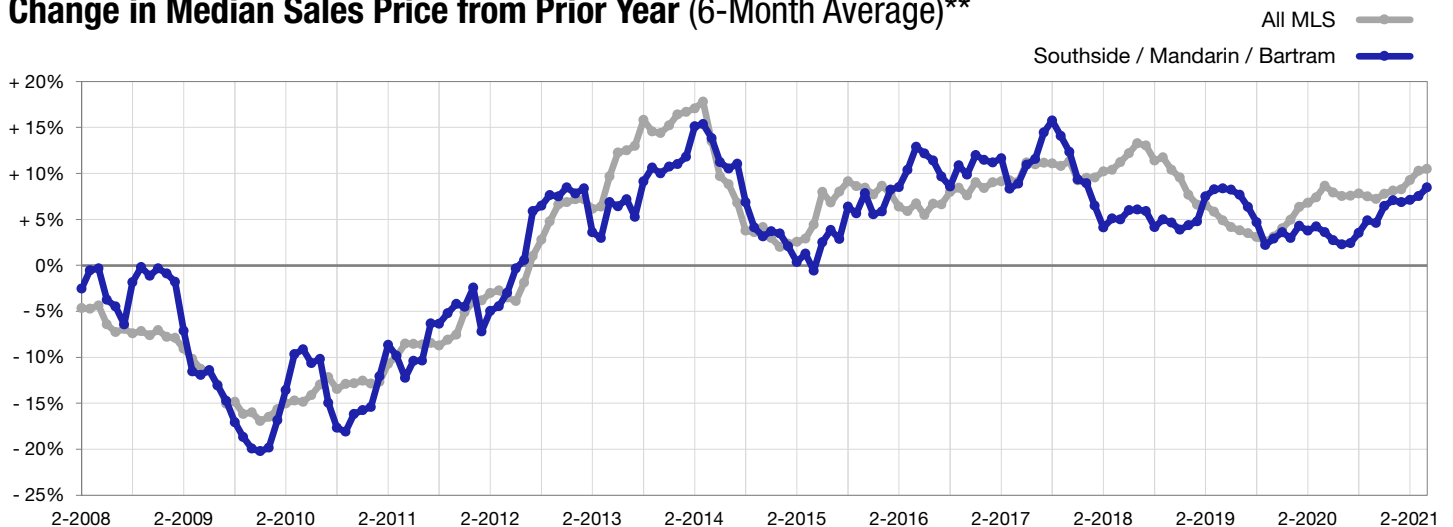


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Southside

+ 37.8%

Change in
New Listings

+ 31.6%

Change in
Closed Sales

+ 8.2%

Change in
Median Sales Price

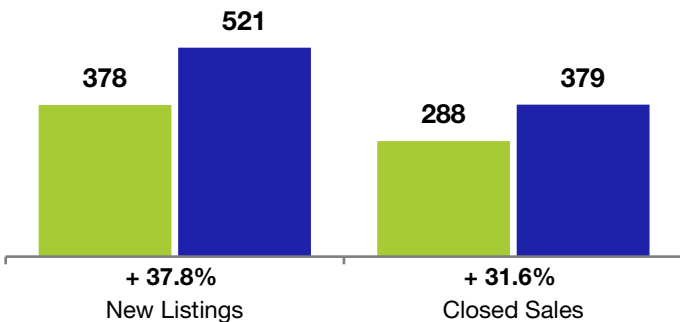
Region 02

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	378	521	+ 37.8%	1,662	1,721	+ 3.5%
Closed Sales	288	379	+ 31.6%	1,164	1,412	+ 21.3%
Median Sales Price*	\$245,000	\$265,000	+ 8.2%	\$237,995	\$246,695	+ 3.7%
Percent of Original List Price Received*	96.7%	100.1%	+ 3.5%	96.6%	99.1%	+ 2.6%
Percent of Properties Sold Over List Price*	15.3%	39.1%	+ 155.6%	13.4%	29.7%	+ 121.6%
Days on Market Until Sale	57	33	- 42.1%	62	41	- 33.9%
Inventory of Homes for Sale	964	445	- 53.8%	--	--	--
Months Supply of Inventory	3.0	1.1	- 63.3%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

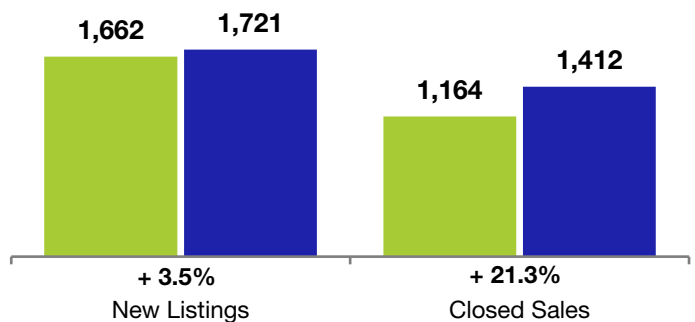
April

■ 2020 ■ 2021

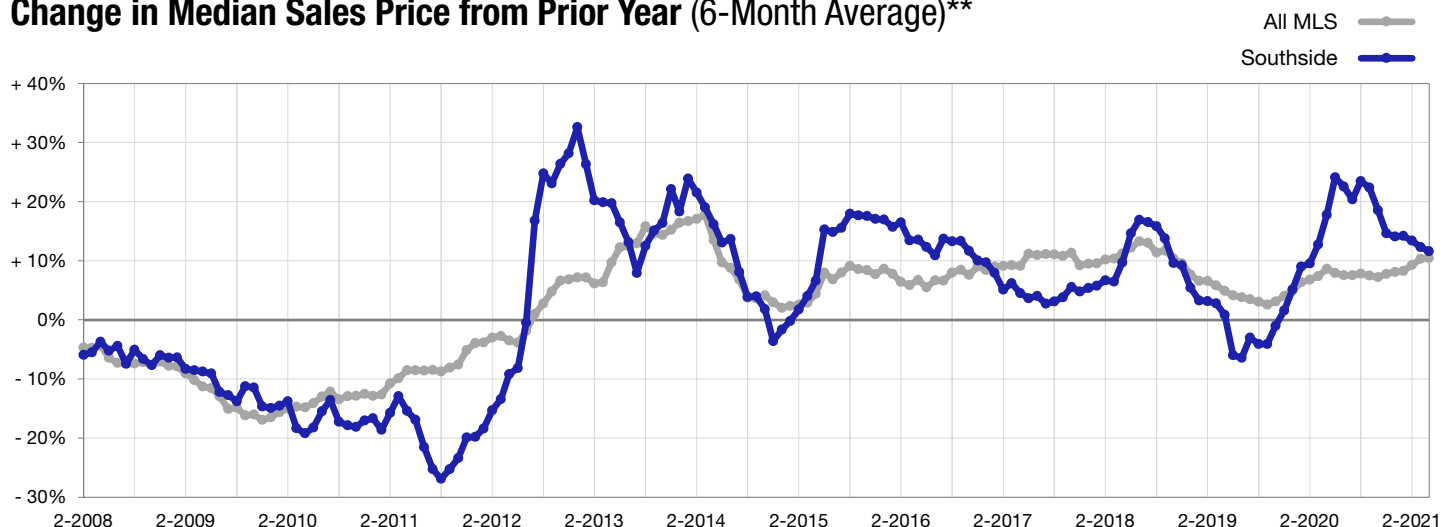


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Riverside / Avondale / Ortega

Region 03

+ 100.0% **+ 44.7%** **+ 22.4%**

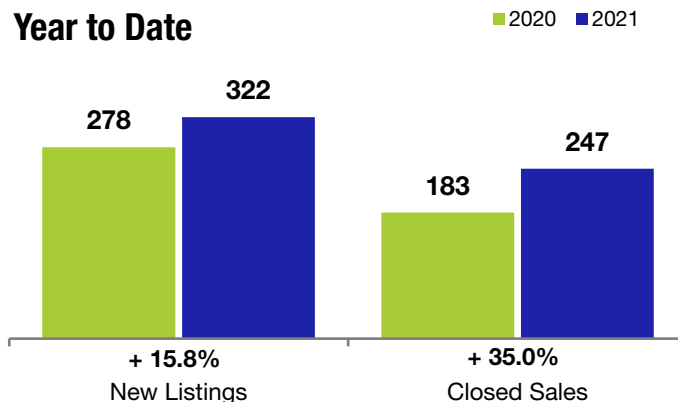
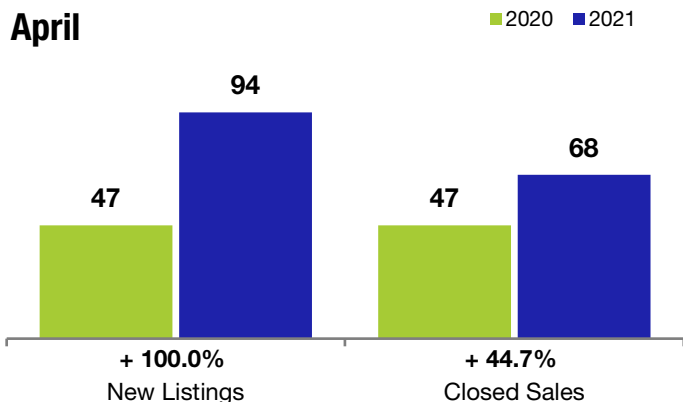
Change in
New Listings

Change in
Closed Sales

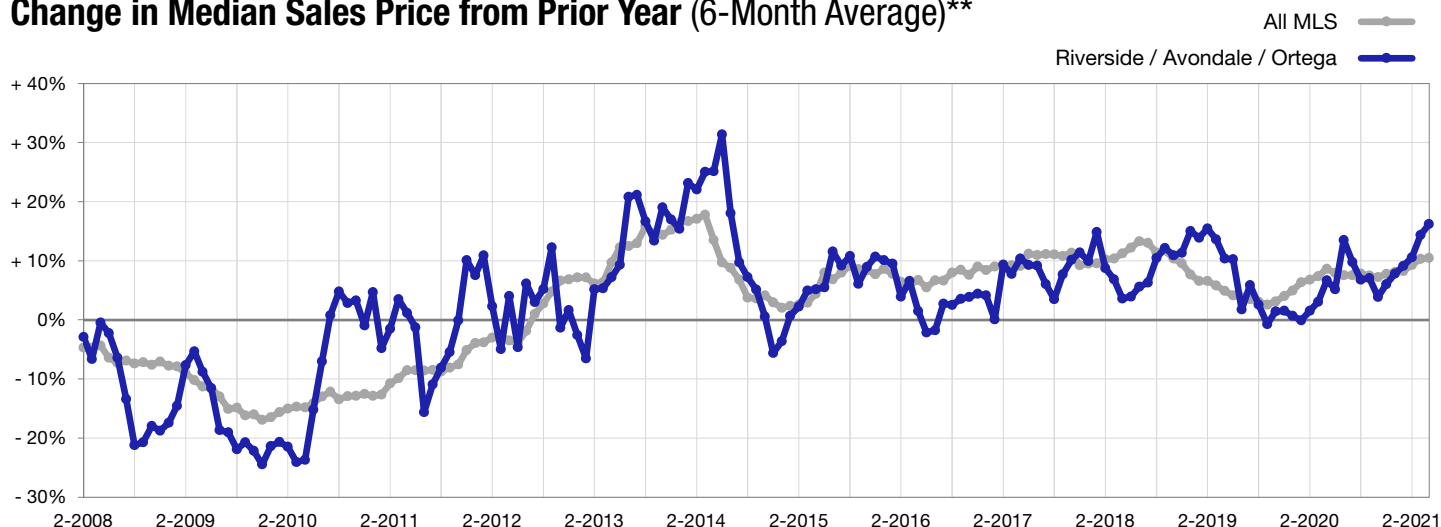
Change in
Median Sales Price

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	47	94	+ 100.0%	278	322	+ 15.8%
Closed Sales	47	68	+ 44.7%	183	247	+ 35.0%
Median Sales Price*	\$290,000	\$355,000	+ 22.4%	\$300,000	\$349,400	+ 16.5%
Percent of Original List Price Received*	94.2%	97.7%	+ 3.7%	94.4%	96.7%	+ 2.4%
Percent of Properties Sold Over List Price*	19.1%	26.5%	+ 38.7%	14.2%	25.5%	+ 79.6%
Days on Market Until Sale	94	46	- 51.1%	84	66	- 21.4%
Inventory of Homes for Sale	200	130	- 35.0%	--	--	--
Months Supply of Inventory	4.1	2.1	- 48.8%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Arlington / Fort Caroline

Region 04

+ 28.1%

+ 24.5%

+ 15.3%

Change in
New Listings

Change in
Closed Sales

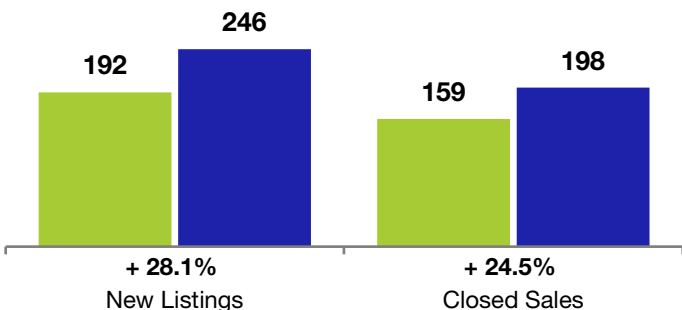
Change in
Median Sales Price

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	192	246	+ 28.1%	830	863	+ 4.0%
Closed Sales	159	198	+ 24.5%	589	675	+ 14.6%
Median Sales Price*	\$215,000	\$248,000	+ 15.3%	\$215,000	\$237,945	+ 10.7%
Percent of Original List Price Received*	97.2%	100.3%	+ 3.2%	97.0%	99.1%	+ 2.2%
Percent of Properties Sold Over List Price*	25.2%	46.0%	+ 82.5%	17.0%	35.9%	+ 111.2%
Days on Market Until Sale	36	29	- 19.4%	45	37	- 17.8%
Inventory of Homes for Sale	394	218	- 44.7%	--	--	--
Months Supply of Inventory	2.4	1.2	- 50.0%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

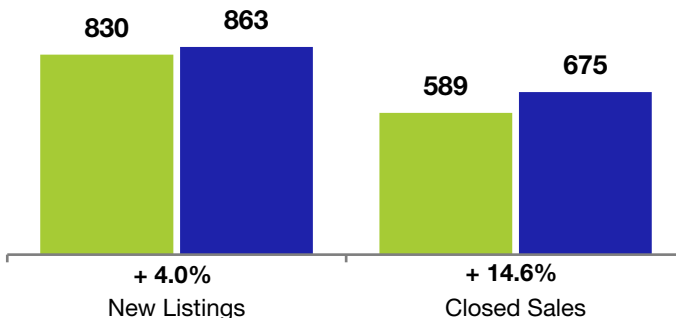
April

■ 2020 ■ 2021

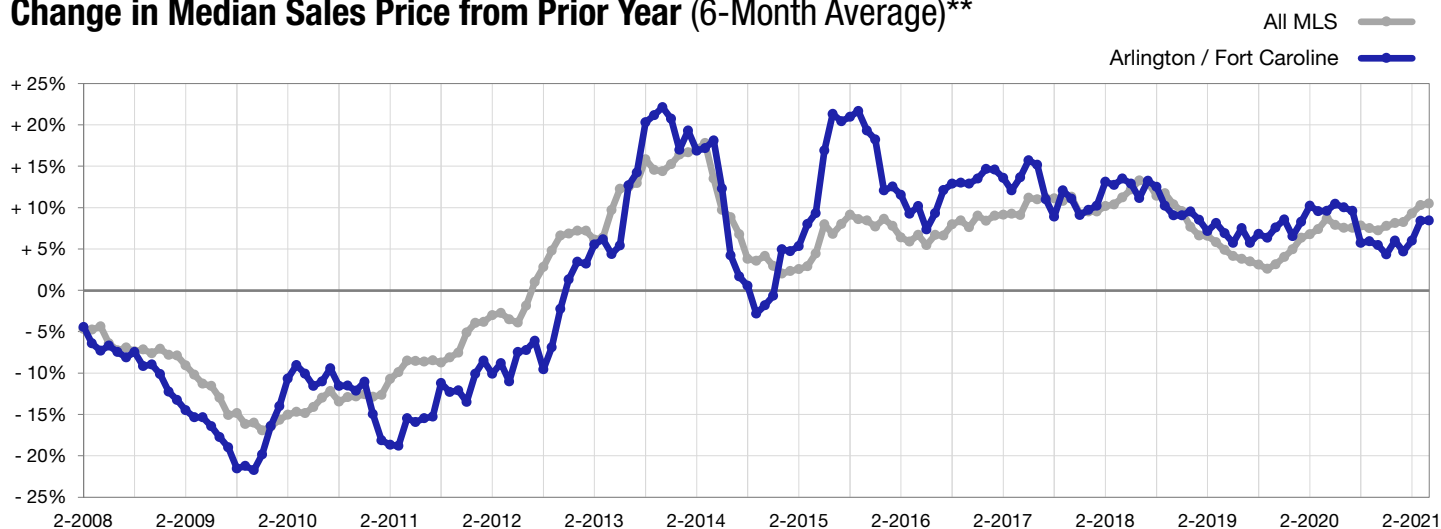


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Hyde Grove / Murray Hill / Lakeshore / Wesconnett

+ 64.7%

+ 59.3%

+ 19.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 05

April

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	119	196	+ 64.7%	564	710	+ 25.9%
Closed Sales	86	137	+ 59.3%	418	513	+ 22.7%
Median Sales Price*	\$153,000	\$182,500	+ 19.3%	\$151,450	\$175,000	+ 15.5%
Percent of Original List Price Received*	95.2%	98.9%	+ 3.9%	94.9%	97.7%	+ 3.0%
Percent of Properties Sold Over List Price*	22.6%	34.3%	+ 51.8%	17.8%	25.2%	+ 41.6%
Days on Market Until Sale	58	38	- 34.5%	57	38	- 33.3%
Inventory of Homes for Sale	308	195	- 36.7%	--	--	--
Months Supply of Inventory	2.8	1.4	- 50.0%	--	--	--

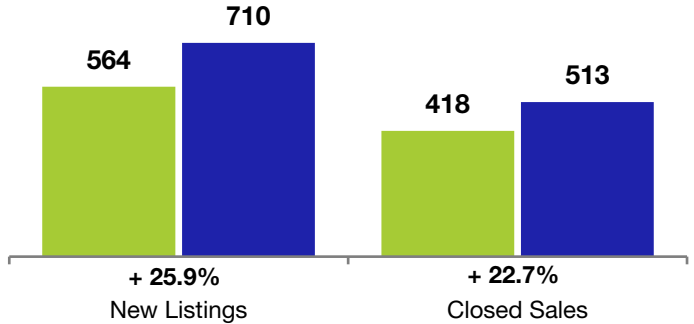
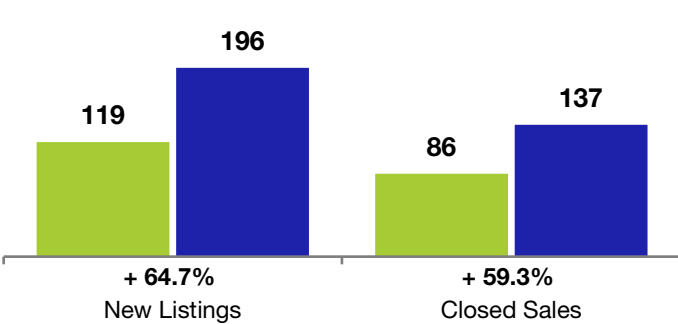
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

April

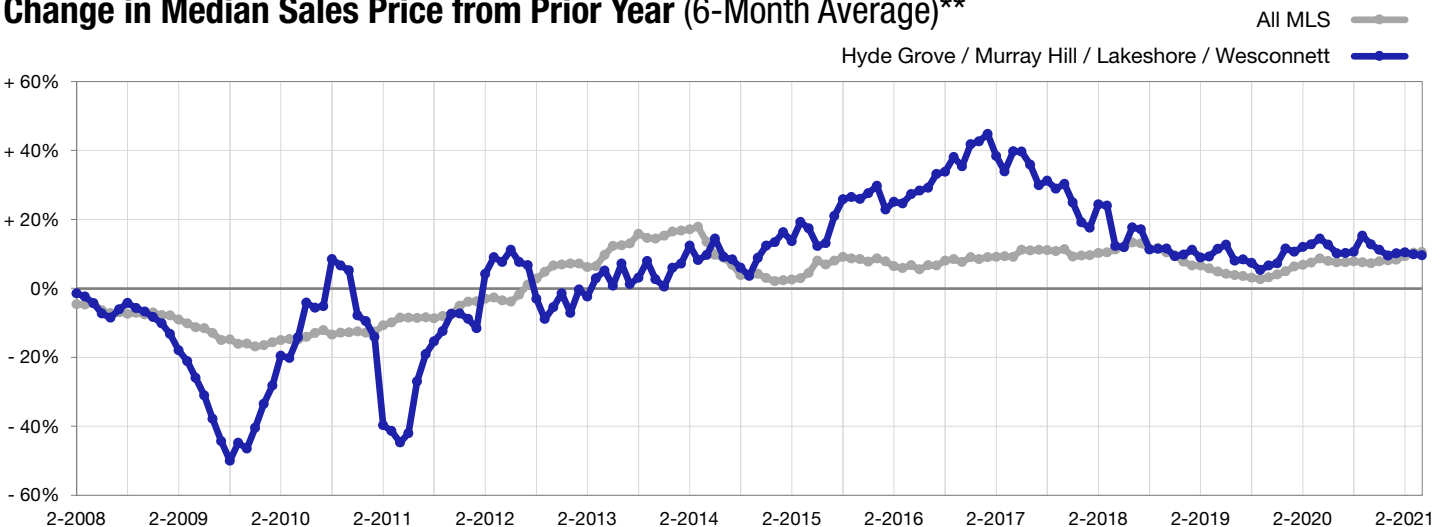
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



West Jacksonville

- 12.7%

+ 3.0%

+ 12.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 06

April

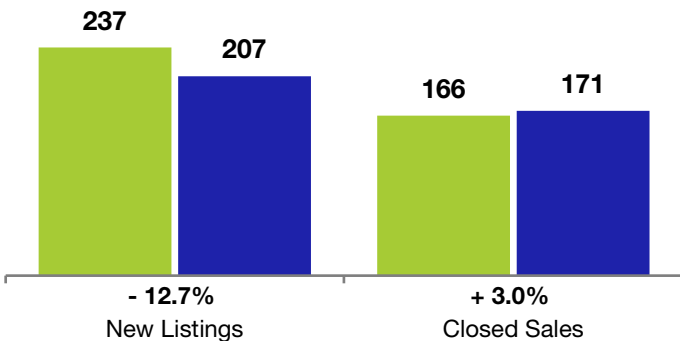
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	237	207	- 12.7%	870	804	- 7.6%
Closed Sales	166	171	+ 3.0%	630	732	+ 16.2%
Median Sales Price*	\$207,495	\$233,900	+ 12.7%	\$197,000	\$229,243	+ 16.4%
Percent of Original List Price Received*	98.0%	100.0%	+ 2.0%	96.9%	99.1%	+ 2.3%
Percent of Properties Sold Over List Price*	18.7%	36.3%	+ 94.1%	17.3%	27.2%	+ 57.2%
Days on Market Until Sale	62	35	- 43.5%	61	41	- 32.8%
Inventory of Homes for Sale	484	158	- 67.4%	--	--	--
Months Supply of Inventory	3.0	0.8	- 73.3%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

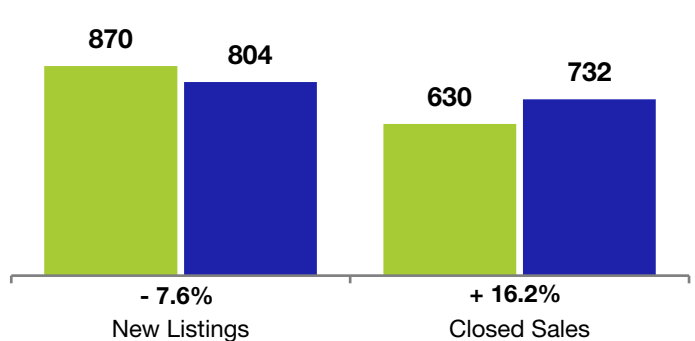
April

■ 2020 ■ 2021

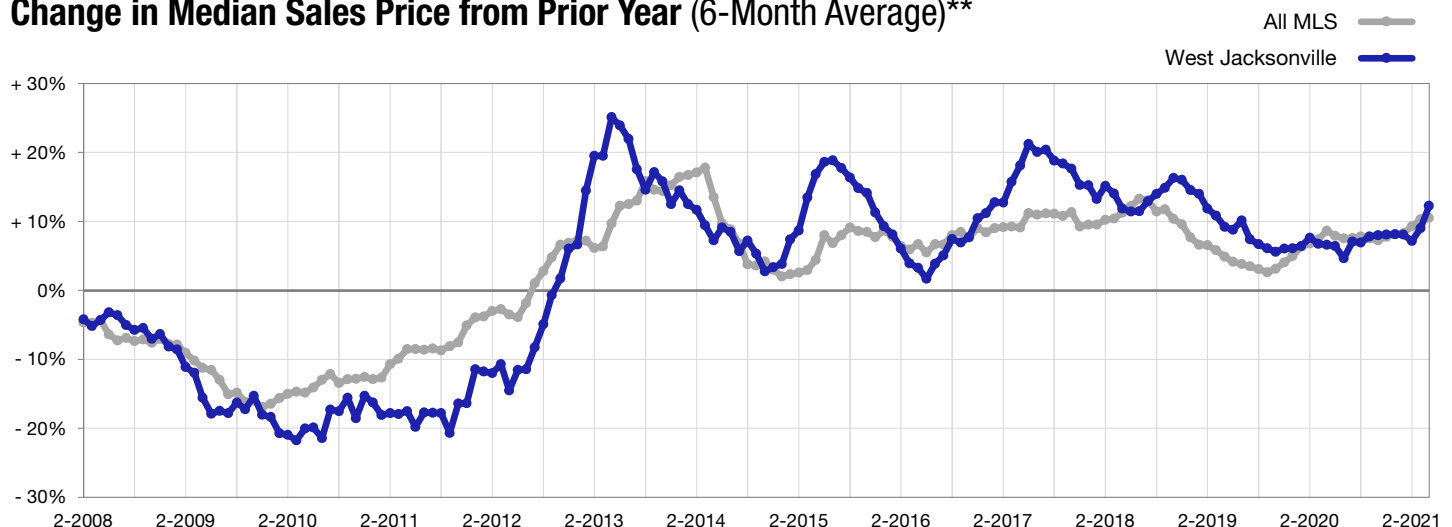


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Springfield / Downtown / Paxon / Trout River South / Downtown Jacksonville - E

+ 12.6% **+ 83.1%** **+ 49.2%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

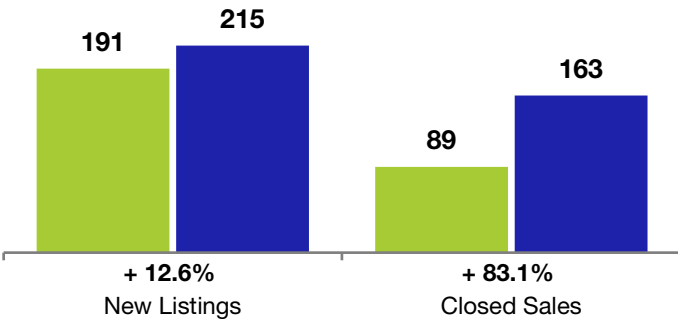
Region 07

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	191	215	+ 12.6%	769	888	+ 15.5%
Closed Sales	89	163	+ 83.1%	422	617	+ 46.2%
Median Sales Price*	\$81,750	\$122,000	+ 49.2%	\$70,000	\$119,000	+ 70.0%
Percent of Original List Price Received*	90.7%	93.9%	+ 3.5%	89.6%	93.7%	+ 4.6%
Percent of Properties Sold Over List Price*	15.1%	12.9%	- 14.6%	12.8%	10.9%	- 14.8%
Days on Market Until Sale	54	41	- 24.1%	70	48	- 31.4%
Inventory of Homes for Sale	604	286	- 52.6%	--	--	--
Months Supply of Inventory	5.2	1.8	- 65.4%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

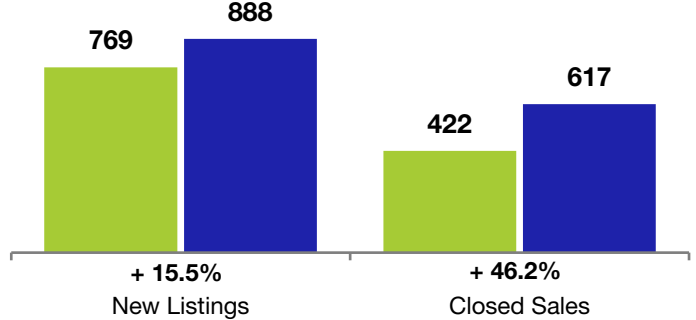
April

■ 2020 ■ 2021



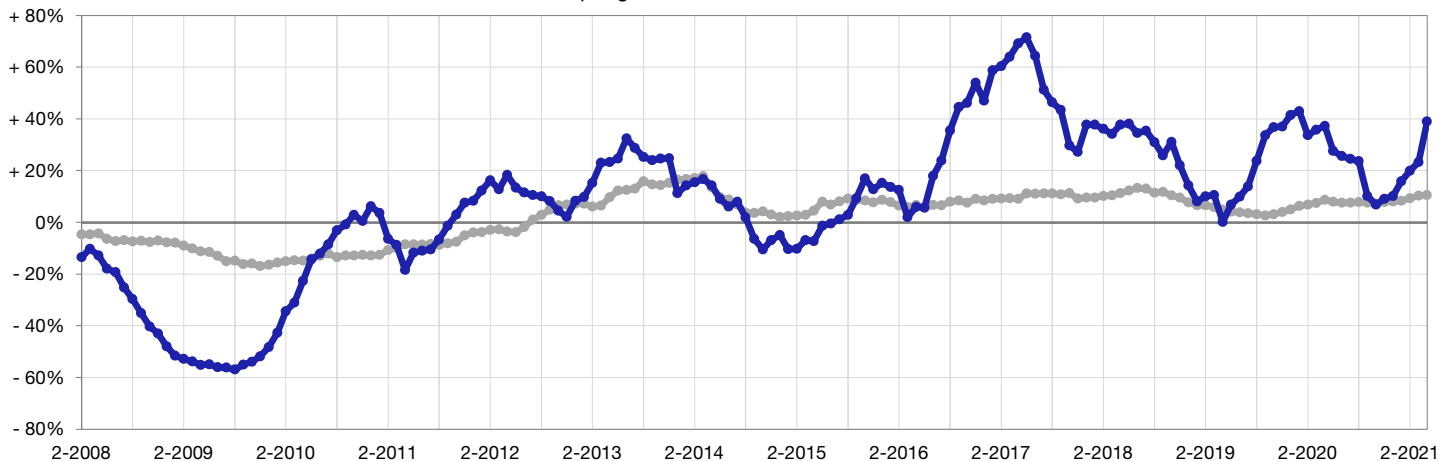
Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**

Springfield / Downtown / Paxon / Trout River South / Downtown Jacksonville - E



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Marietta / Whitehouse / Baldwin / Garden St / Dinsmore

- 22.0%

- 13.3%

+ 36.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 08

April

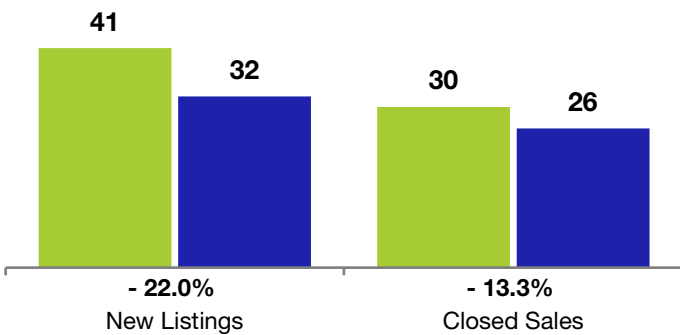
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	41	32	- 22.0%	165	114	- 30.9%
Closed Sales	30	26	- 13.3%	103	88	- 14.6%
Median Sales Price*	\$199,000	\$271,000	+ 36.2%	\$186,000	\$252,000	+ 35.5%
Percent of Original List Price Received*	97.3%	100.9%	+ 3.7%	97.4%	97.8%	+ 0.4%
Percent of Properties Sold Over List Price*	10.0%	52.0%	+ 420.0%	17.8%	25.3%	+ 42.1%
Days on Market Until Sale	33	32	- 3.0%	45	41	- 8.9%
Inventory of Homes for Sale	75	38	- 49.3%	--	--	--
Months Supply of Inventory	3.0	1.4	- 53.3%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

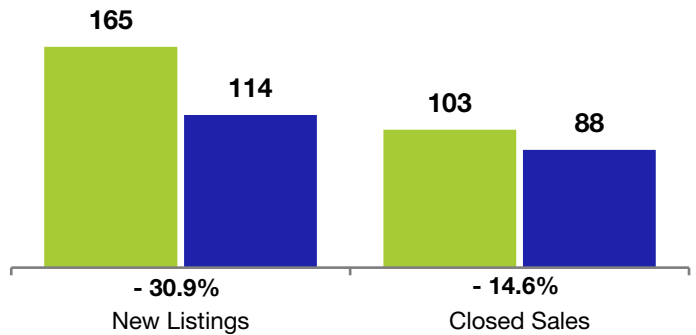
April

■ 2020 ■ 2021

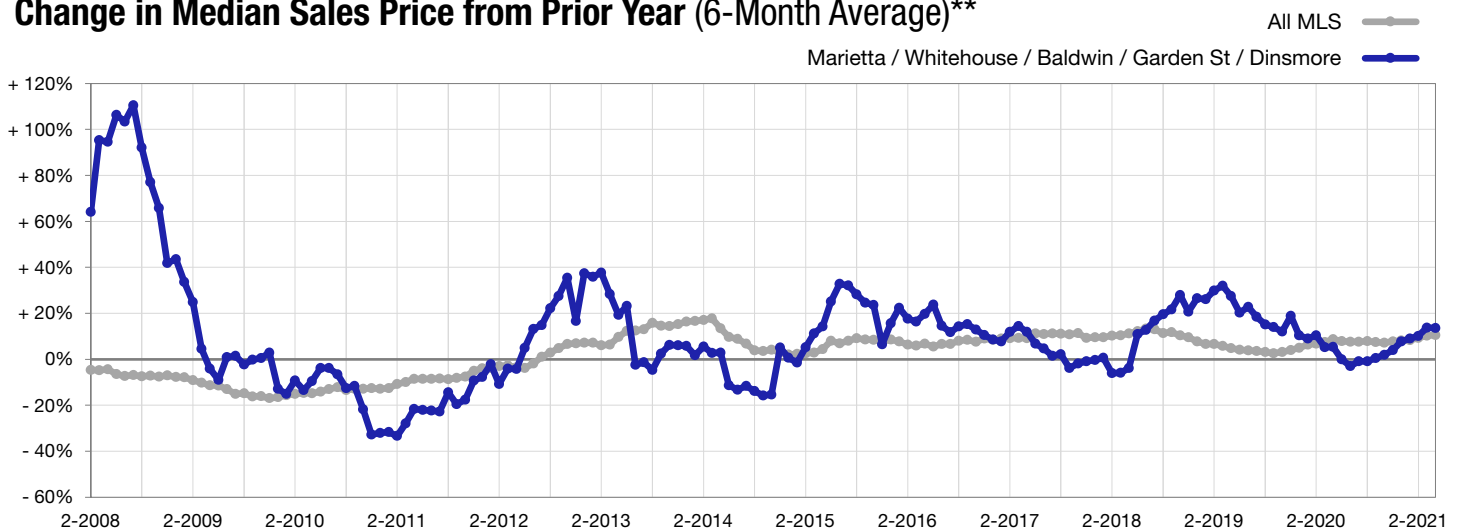


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Jacksonville - North

- 3.2%

Change in
New Listings

- 4.0%

Change in
Closed Sales

+ 12.3%

Change in
Median Sales Price

Region 09

April

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	219	212	- 3.2%	786	677	- 13.9%
Closed Sales	150	144	- 4.0%	589	619	+ 5.1%
Median Sales Price*	\$231,445	\$260,000	+ 12.3%	\$228,635	\$258,848	+ 13.2%
Percent of Original List Price Received*	97.5%	100.3%	+ 2.9%	97.2%	99.7%	+ 2.6%
Percent of Properties Sold Over List Price*	16.7%	31.9%	+ 91.0%	14.6%	27.7%	+ 89.7%
Days on Market Until Sale	63	48	- 23.8%	69	44	- 36.2%
Inventory of Homes for Sale	460	163	- 64.6%	--	--	--
Months Supply of Inventory	2.9	0.9	- 69.0%	--	--	--

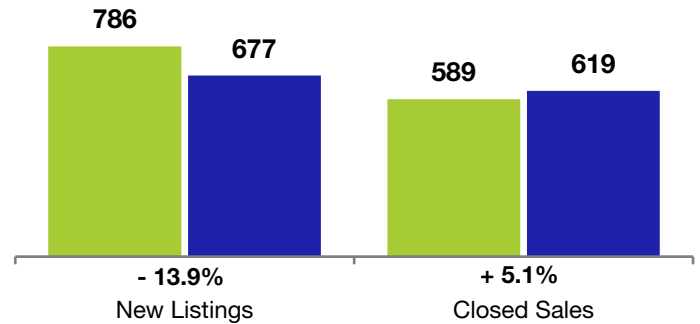
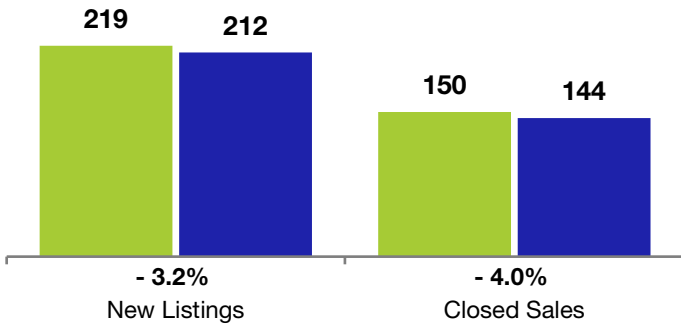
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

April

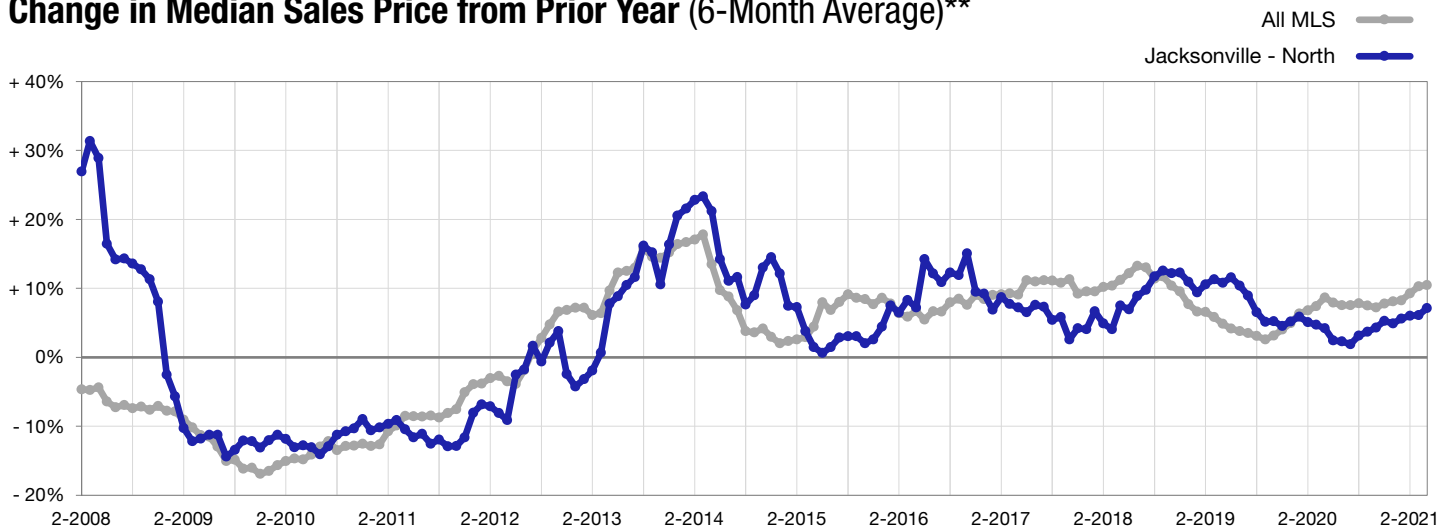
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Fleming Island Area

+ 13.2%

Change in
New Listings

+ 53.5%

Change in
Closed Sales

+ 19.2%

Change in
Median Sales Price

Region 12

April

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	68	77	+ 13.2%	257	258	+ 0.4%
Closed Sales	43	66	+ 53.5%	170	211	+ 24.1%
Median Sales Price*	\$314,900	\$375,250	+ 19.2%	\$289,945	\$365,000	+ 25.9%
Percent of Original List Price Received*	97.9%	100.2%	+ 2.3%	97.0%	99.3%	+ 2.4%
Percent of Properties Sold Over List Price*	20.9%	48.5%	+ 132.1%	17.1%	31.8%	+ 86.0%
Days on Market Until Sale	52	23	- 55.8%	57	36	- 36.8%
Inventory of Homes for Sale	142	55	- 61.3%	--	--	--
Months Supply of Inventory	2.8	0.9	- 67.9%	--	--	--

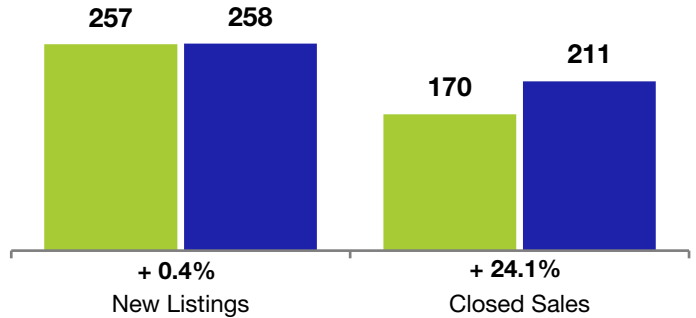
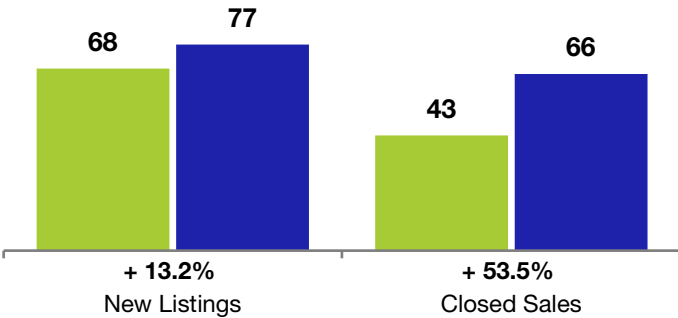
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

April

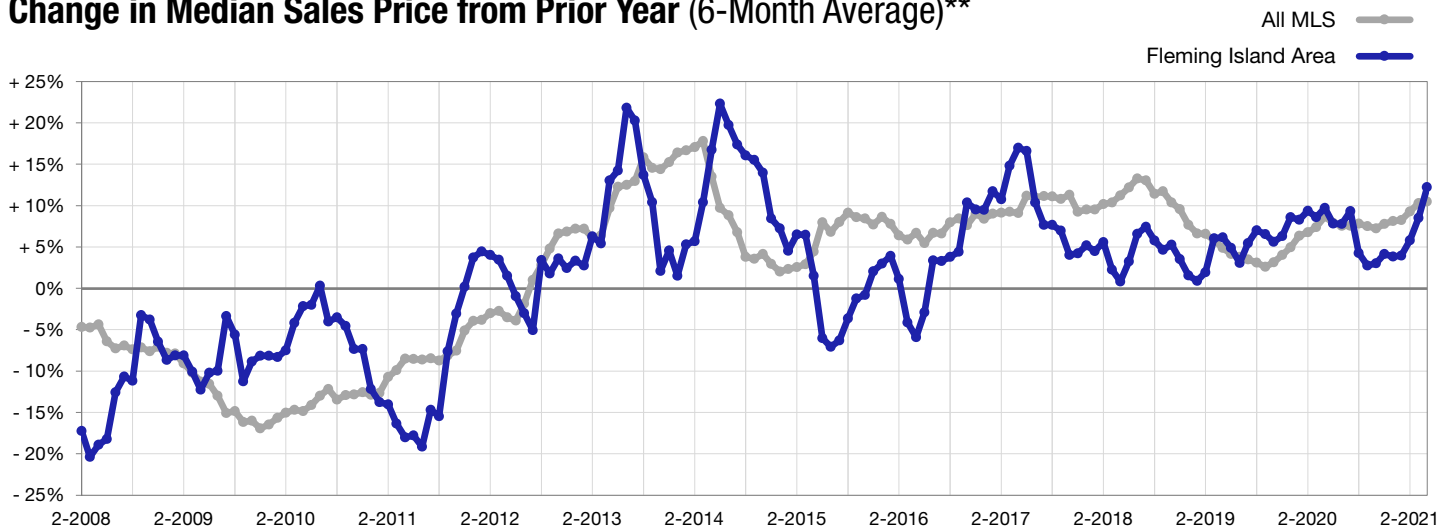
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Orange Park

+ 33.6% **+ 22.7%** **+ 15.2%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 13

April

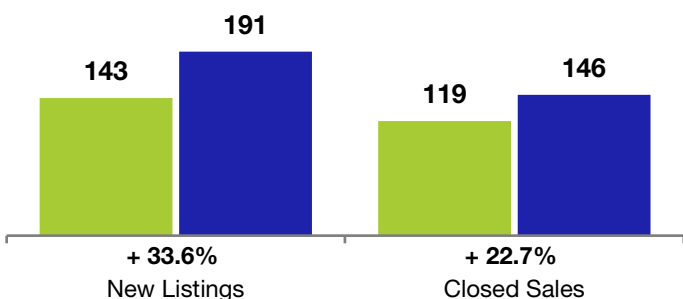
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	143	191	+ 33.6%	607	650	+ 7.1%
Closed Sales	119	146	+ 22.7%	455	502	+ 10.3%
Median Sales Price*	\$230,000	\$265,000	+ 15.2%	\$218,142	\$250,000	+ 14.6%
Percent of Original List Price Received*	98.2%	100.8%	+ 2.6%	97.3%	99.1%	+ 1.8%
Percent of Properties Sold Over List Price*	21.8%	48.6%	+ 122.9%	19.6%	36.9%	+ 88.3%
Days on Market Until Sale	59	23	- 61.0%	63	33	- 47.6%
Inventory of Homes for Sale	330	169	- 48.8%	--	--	--
Months Supply of Inventory	2.6	1.2	- 53.8%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

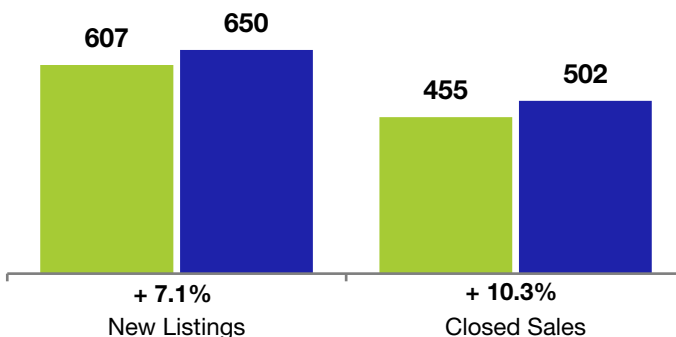
April

■ 2020 ■ 2021

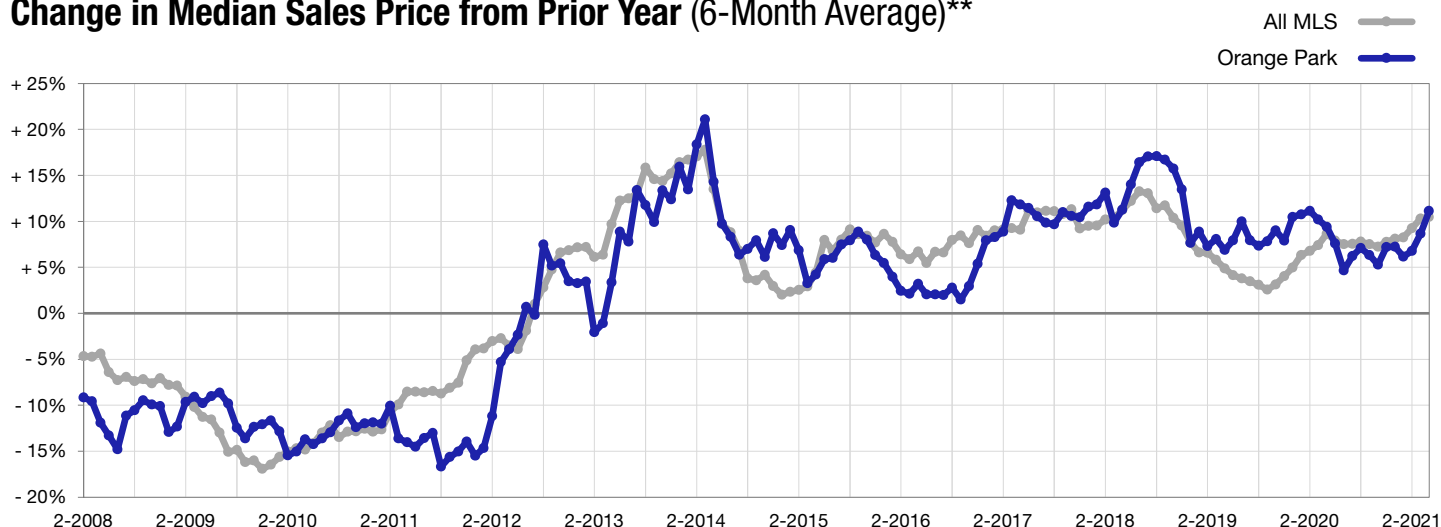


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Middleburg Vicinity

- 5.6%

+ 52.2%

+ 12.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 14

April

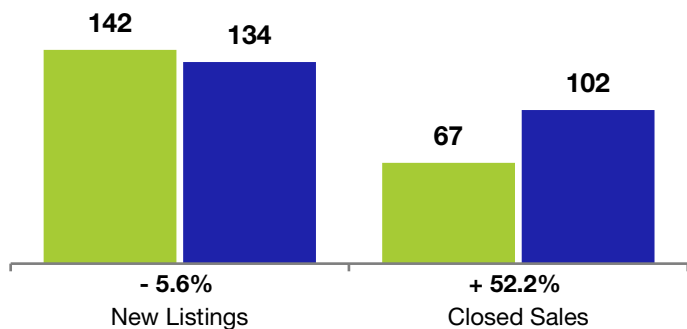
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	142	134	- 5.6%	473	437	- 7.6%
Closed Sales	67	102	+ 52.2%	279	363	+ 30.1%
Median Sales Price*	\$222,000	\$249,000	+ 12.2%	\$220,000	\$248,000	+ 12.7%
Percent of Original List Price Received*	97.5%	101.1%	+ 3.7%	96.7%	99.5%	+ 2.9%
Percent of Properties Sold Over List Price*	17.9%	56.9%	+ 217.9%	19.1%	36.9%	+ 93.2%
Days on Market Until Sale	53	42	- 20.8%	64	46	- 28.1%
Inventory of Homes for Sale	324	114	- 64.8%	--	--	--
Months Supply of Inventory	3.8	1.0	- 73.7%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

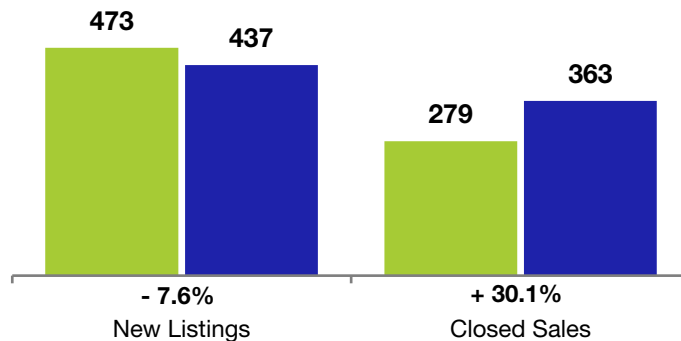
April

■ 2020 ■ 2021

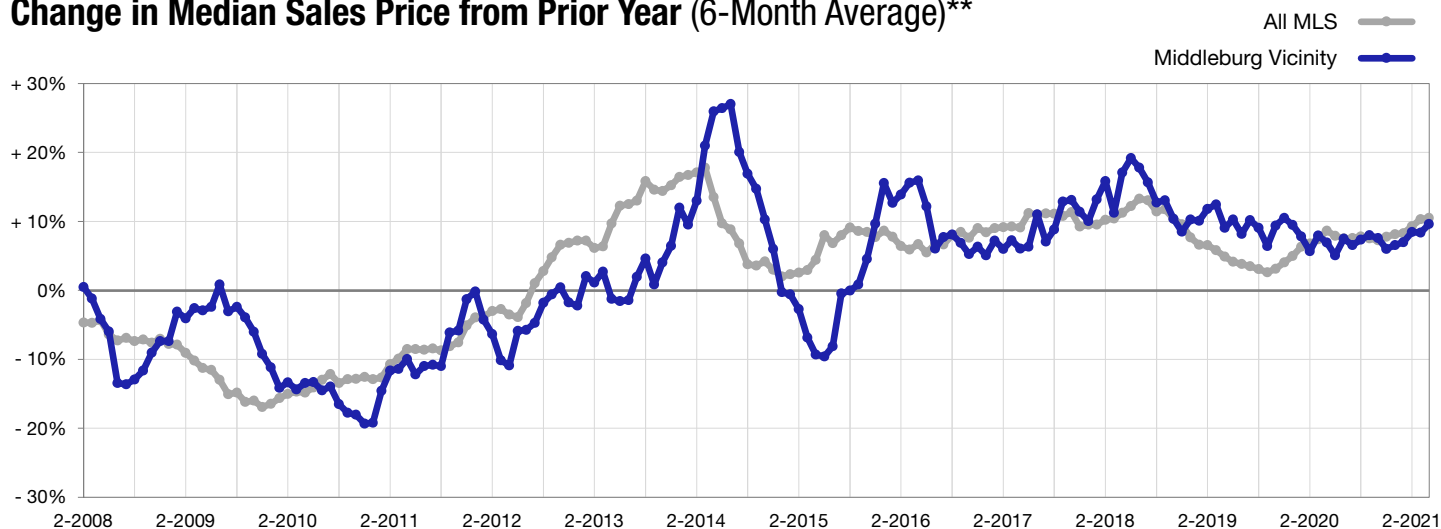


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Keystone Heights Vicinity

Region 15

+ 55.6% **+ 91.7%** **+ 26.2%**

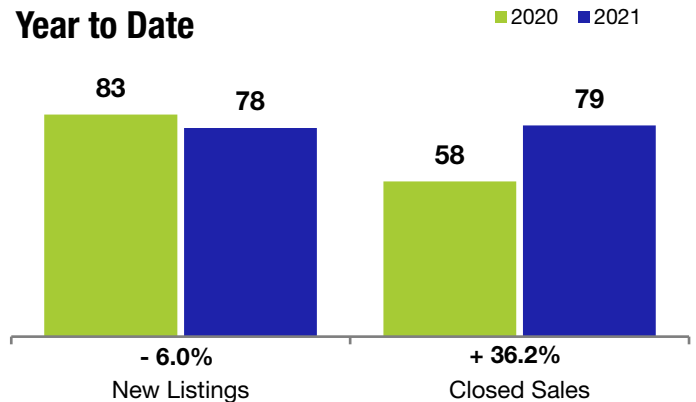
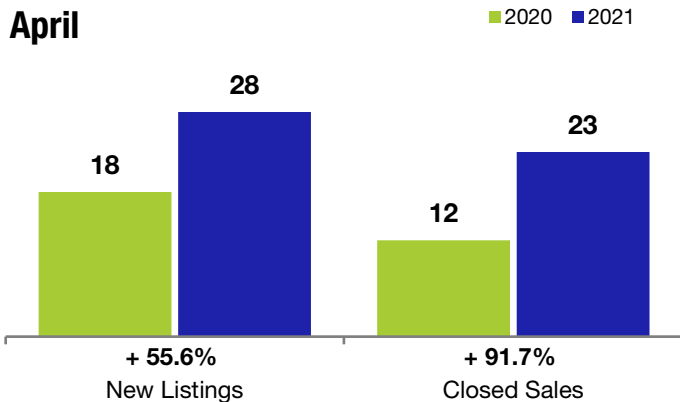
Change in
New Listings

Change in
Closed Sales

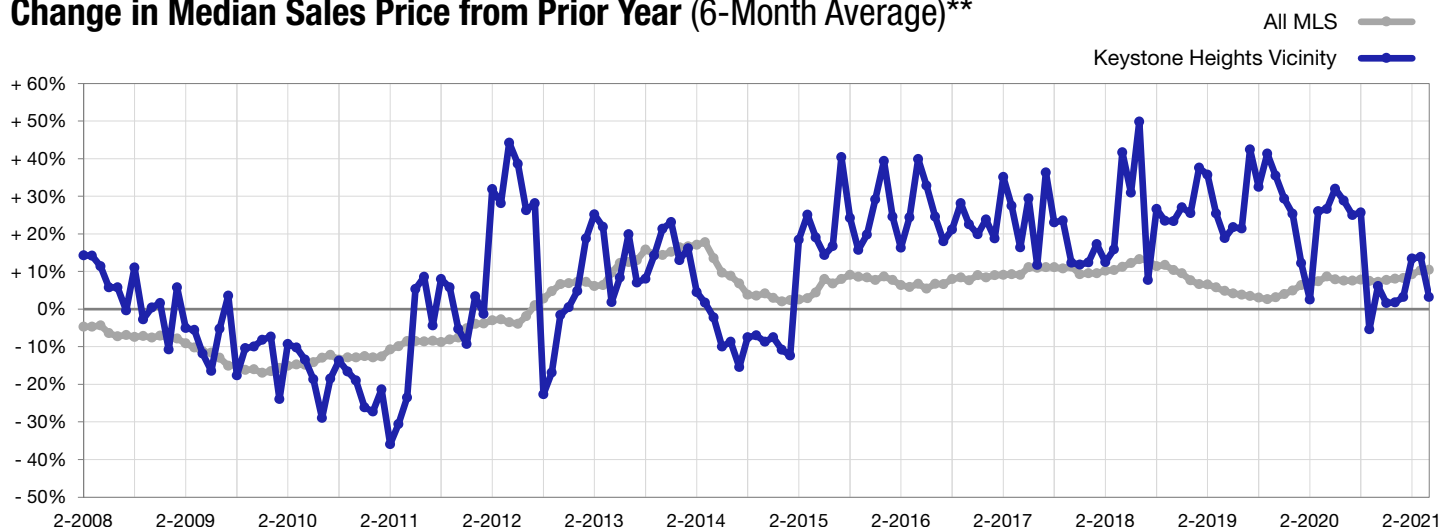
Change in
Median Sales Price

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	18	28	+ 55.6%	83	78	- 6.0%
Closed Sales	12	23	+ 91.7%	58	79	+ 36.2%
Median Sales Price*	\$138,700	\$175,000	+ 26.2%	\$142,500	\$172,000	+ 20.7%
Percent of Original List Price Received*	93.6%	94.3%	+ 0.7%	91.4%	94.1%	+ 3.0%
Percent of Properties Sold Over List Price*	0.0%	21.7%	--	10.3%	19.0%	+ 84.5%
Days on Market Until Sale	53	82	+ 54.7%	90	69	- 23.3%
Inventory of Homes for Sale	84	37	- 56.0%	--	--	--
Months Supply of Inventory	4.9	1.9	- 61.2%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Green Cove Springs

- 17.1%

+ 38.3%

+ 22.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 16

April

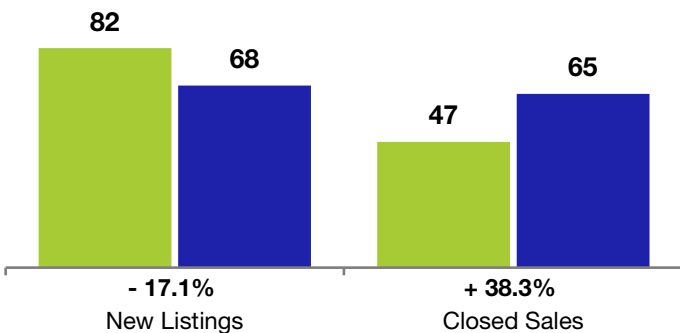
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	82	68	- 17.1%	396	277	- 30.1%
Closed Sales	47	65	+ 38.3%	214	248	+ 15.9%
Median Sales Price*	\$220,990	\$270,000	+ 22.2%	\$219,000	\$260,000	+ 18.7%
Percent of Original List Price Received*	98.0%	99.0%	+ 1.0%	97.7%	98.6%	+ 0.9%
Percent of Properties Sold Over List Price*	4.3%	36.9%	+ 758.1%	13.1%	23.4%	+ 78.6%
Days on Market Until Sale	70	36	- 48.6%	71	45	- 36.6%
Inventory of Homes for Sale	280	79	- 71.8%	--	--	--
Months Supply of Inventory	4.7	1.0	- 78.7%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

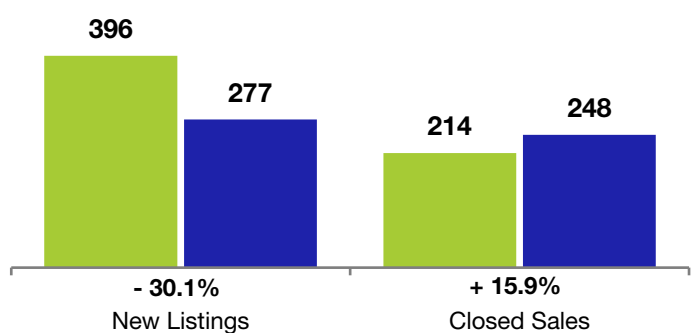
April

■ 2020 ■ 2021

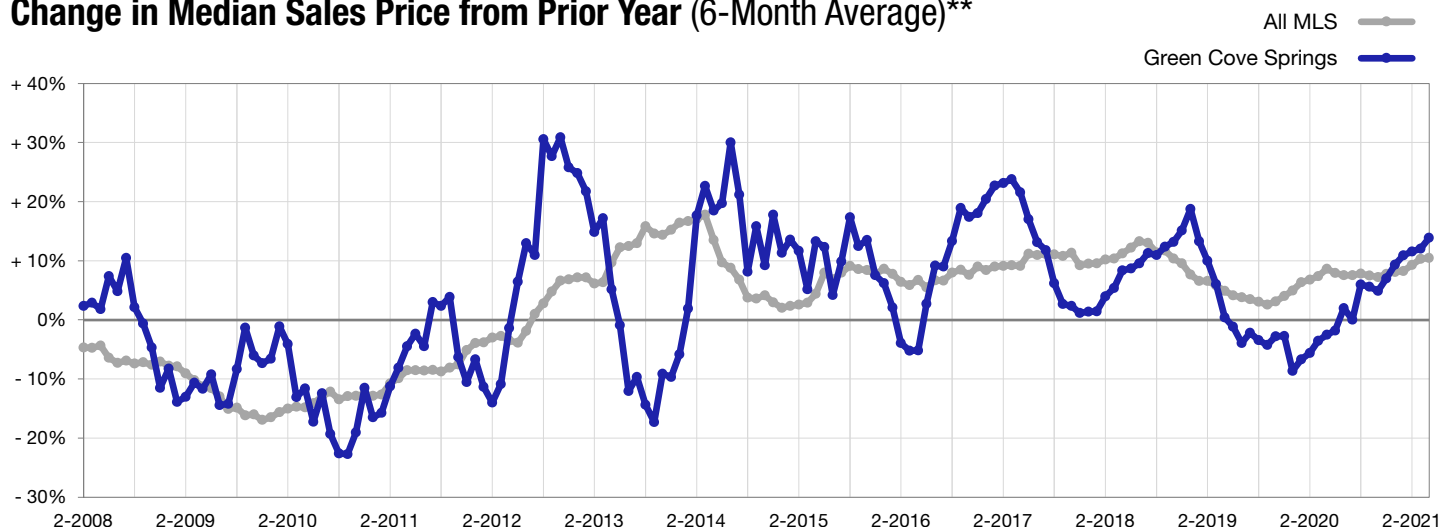


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Jacksonville Beach

+ 31.5%

+ 62.7%

+ 28.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 21

April

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	54	71	+ 31.5%	298	252	- 15.4%
Closed Sales	51	83	+ 62.7%	185	243	+ 31.4%
Median Sales Price*	\$425,000	\$544,000	+ 28.0%	\$422,500	\$512,500	+ 21.3%
Percent of Original List Price Received*	95.2%	100.0%	+ 5.0%	95.5%	99.1%	+ 3.8%
Percent of Properties Sold Over List Price*	5.9%	36.1%	+ 511.9%	7.6%	27.6%	+ 263.2%
Days on Market Until Sale	86	39	- 54.7%	73	42	- 42.5%
Inventory of Homes for Sale	200	77	- 61.5%	--	--	--
Months Supply of Inventory	3.9	1.2	- 69.2%	--	--	--

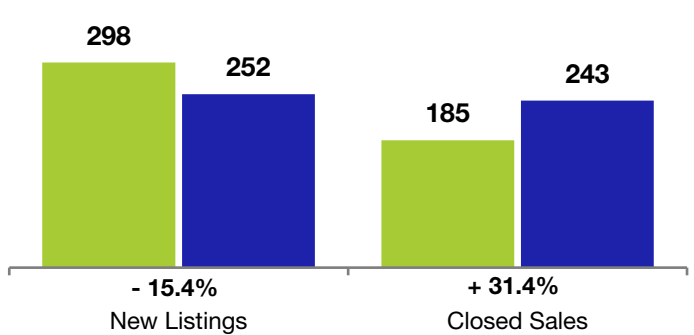
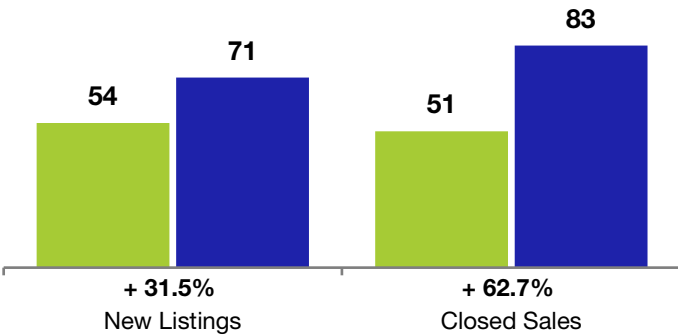
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

April

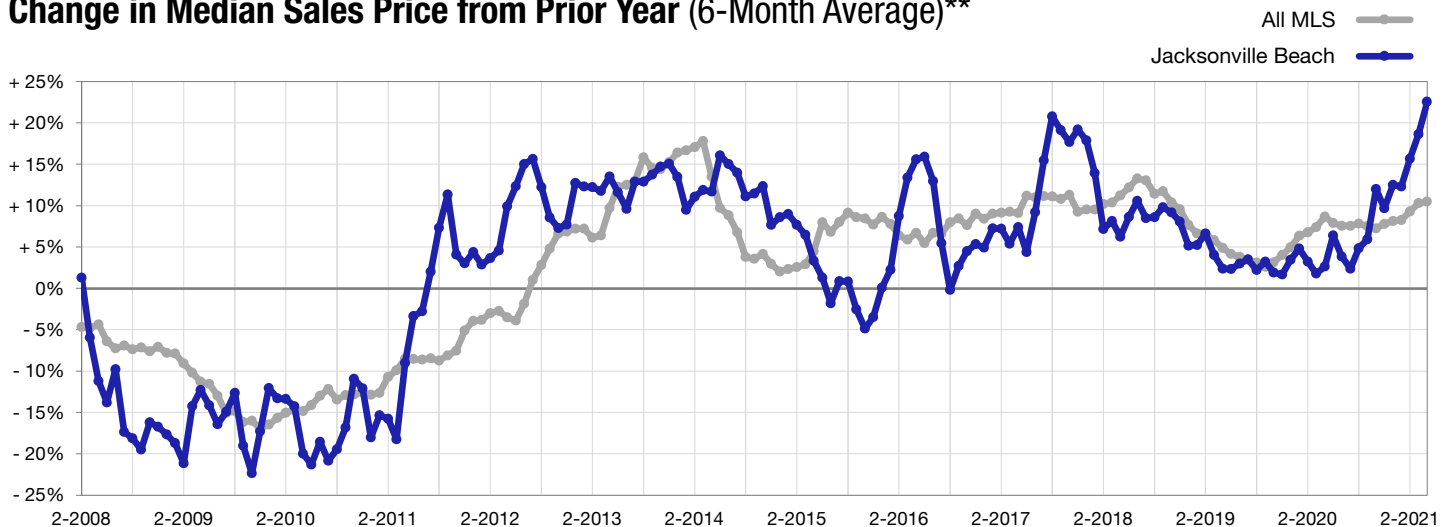
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Neptune Beach

+ 45.5%

+ 55.6%

+ 41.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 22

April

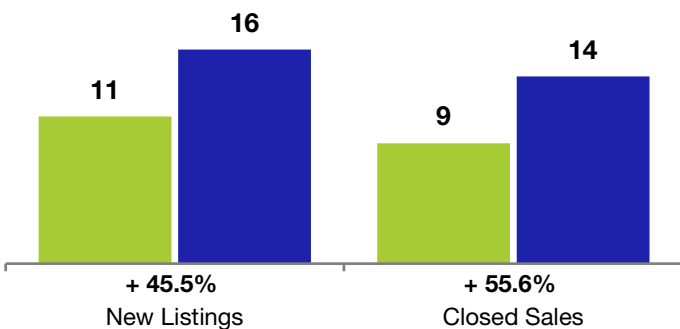
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	11	16	+ 45.5%	62	59	- 4.8%
Closed Sales	9	14	+ 55.6%	45	44	- 2.2%
Median Sales Price*	\$430,000	\$607,500	+ 41.3%	\$440,000	\$582,500	+ 32.4%
Percent of Original List Price Received*	97.3%	99.7%	+ 2.5%	95.4%	99.2%	+ 4.0%
Percent of Properties Sold Over List Price*	0.0%	35.7%	--	4.4%	36.4%	+ 727.3%
Days on Market Until Sale	32	22	- 31.3%	64	35	- 45.3%
Inventory of Homes for Sale	38	20	- 47.4%	--	--	--
Months Supply of Inventory	3.6	1.9	- 47.2%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

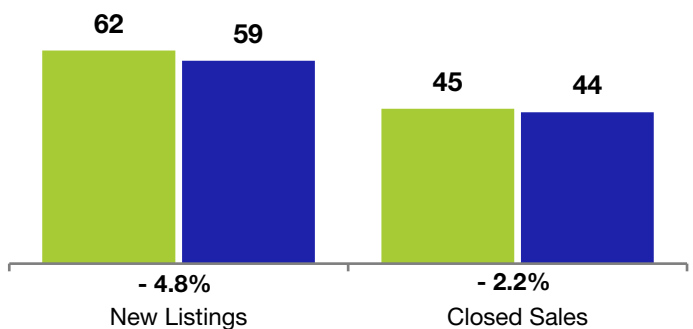
April

■ 2020 ■ 2021

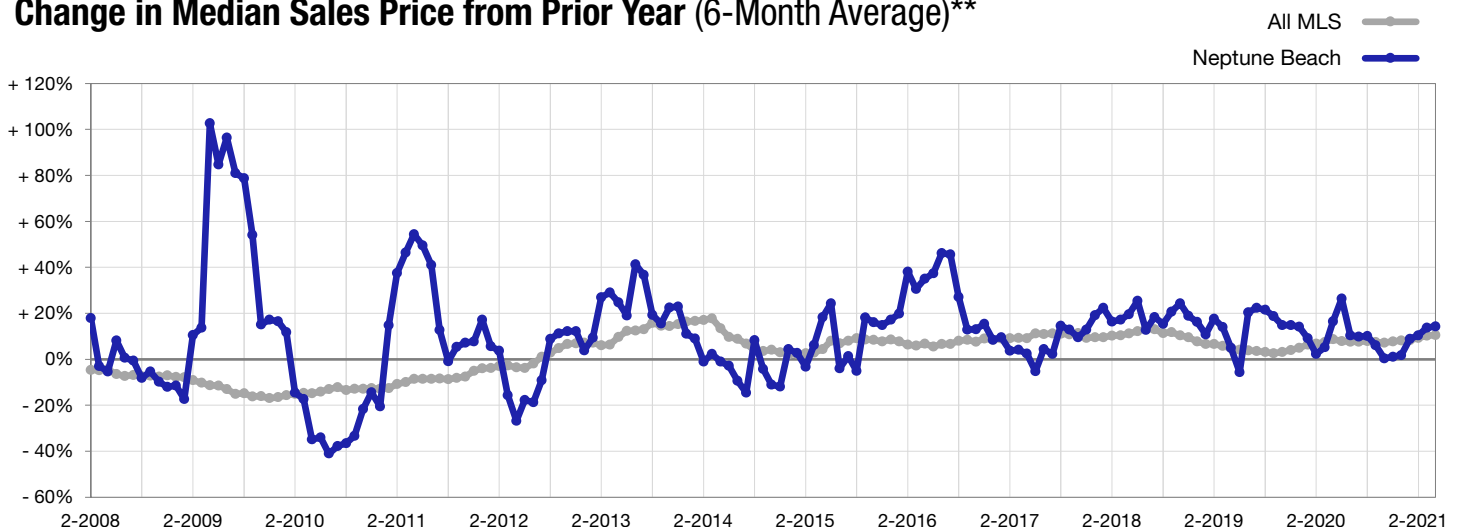


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Atlantic Beach

+ 61.5%

+ 94.7%

+ 70.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 23

April

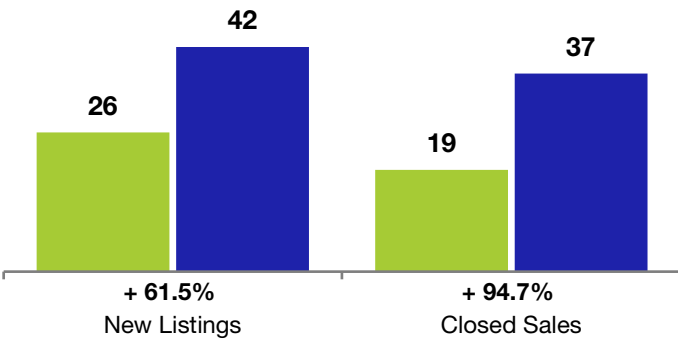
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	26	42	+ 61.5%	104	132	+ 26.9%
Closed Sales	19	37	+ 94.7%	73	112	+ 53.4%
Median Sales Price*	\$385,000	\$657,000	+ 70.6%	\$376,000	\$469,950	+ 25.0%
Percent of Original List Price Received*	94.4%	97.5%	+ 3.3%	95.1%	98.1%	+ 3.2%
Percent of Properties Sold Over List Price*	15.8%	35.1%	+ 122.2%	17.8%	35.7%	+ 100.6%
Days on Market Until Sale	66	43	- 34.8%	79	45	- 43.0%
Inventory of Homes for Sale	80	44	- 45.0%	--	--	--
Months Supply of Inventory	3.8	1.6	- 57.9%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

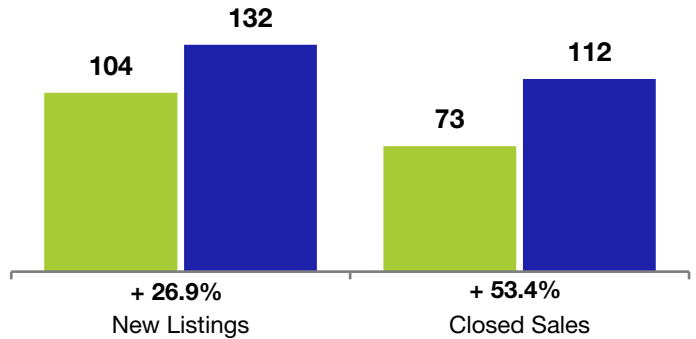
April

■ 2020 ■ 2021

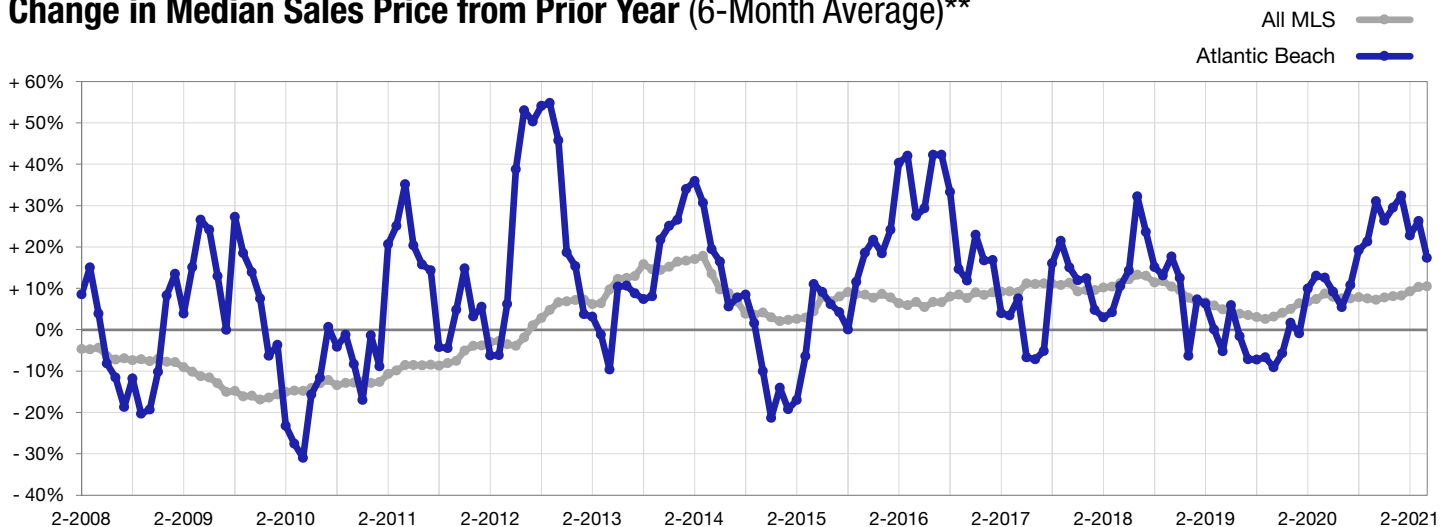


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



North Beach / Mayport

Region 24

+ 7.1%

0.0%

+ 21.7%

Change in
New Listings

Change in
Closed Sales

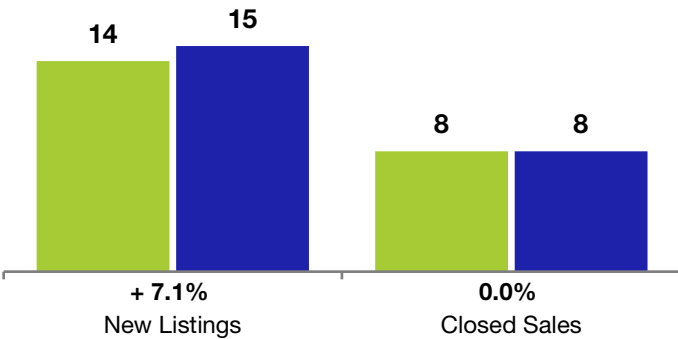
Change in
Median Sales Price

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	14	15	+ 7.1%	58	54	- 6.9%
Closed Sales	8	8	0.0%	47	47	0.0%
Median Sales Price*	\$217,000	\$264,000	+ 21.7%	\$229,000	\$241,600	+ 5.5%
Percent of Original List Price Received*	96.6%	98.0%	+ 1.4%	98.1%	100.1%	+ 2.0%
Percent of Properties Sold Over List Price*	12.5%	25.0%	+ 100.0%	31.9%	27.7%	- 13.2%
Days on Market Until Sale	27	37	+ 37.0%	35	21	- 40.0%
Inventory of Homes for Sale	21	14	- 33.3%	--	--	--
Months Supply of Inventory	2.1	1.4	- 33.3%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

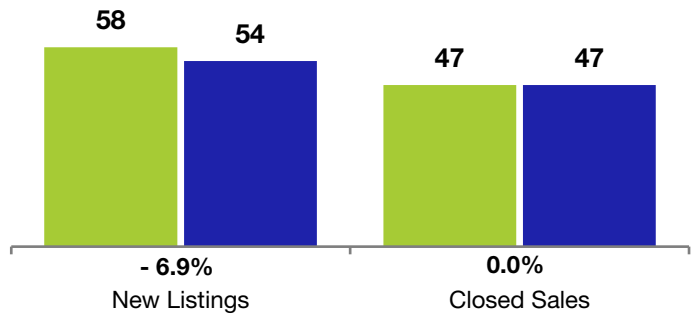
April

■ 2020 ■ 2021

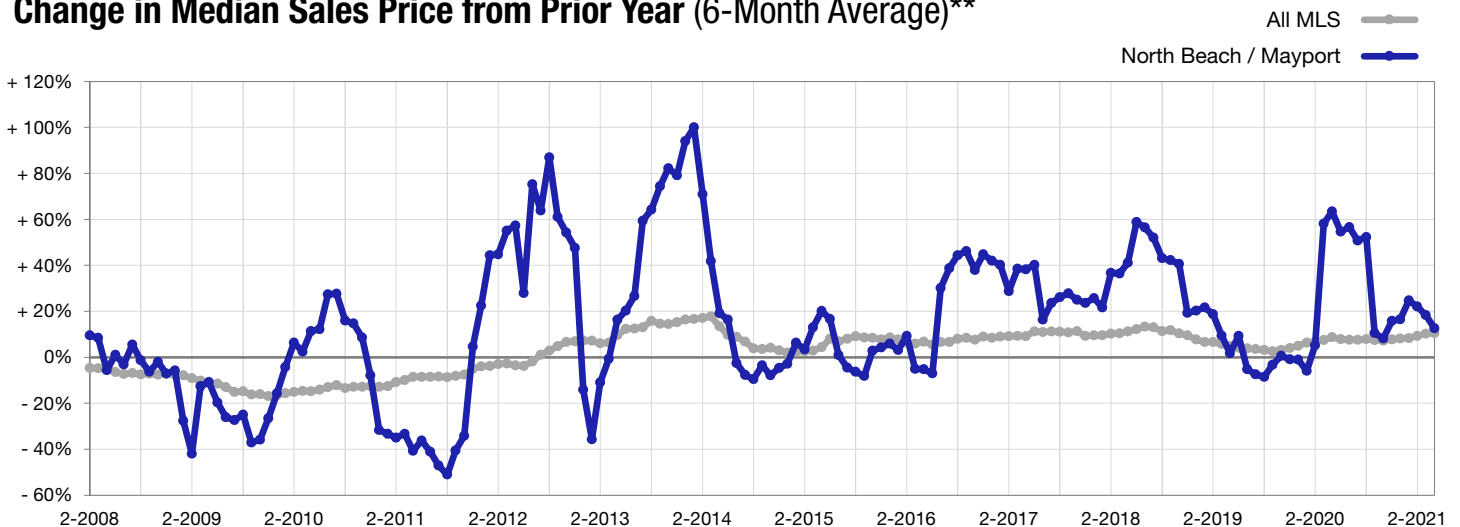


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



NE St. Johns County – Ponte Vedra Beach North

+ 12.1%

+ 26.1%

+ 1.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 25

April

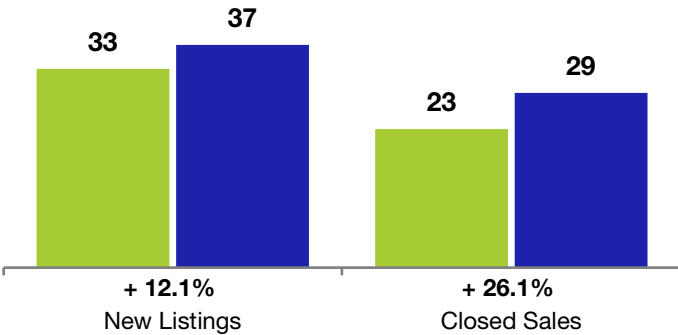
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	33	37	+ 12.1%	132	116	- 12.1%
Closed Sales	23	29	+ 26.1%	76	98	+ 28.9%
Median Sales Price*	\$855,000	\$869,000	+ 1.6%	\$530,045	\$854,500	+ 61.2%
Percent of Original List Price Received*	94.7%	99.1%	+ 4.6%	94.8%	97.6%	+ 3.0%
Percent of Properties Sold Over List Price*	4.3%	34.5%	+ 702.3%	6.6%	20.4%	+ 209.1%
Days on Market Until Sale	82	44	- 46.3%	74	55	- 25.7%
Inventory of Homes for Sale	109	41	- 62.4%	--	--	--
Months Supply of Inventory	5.3	1.5	- 71.7%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

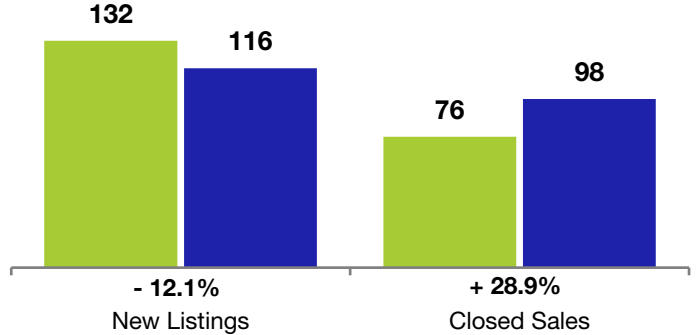
April

■ 2020 ■ 2021

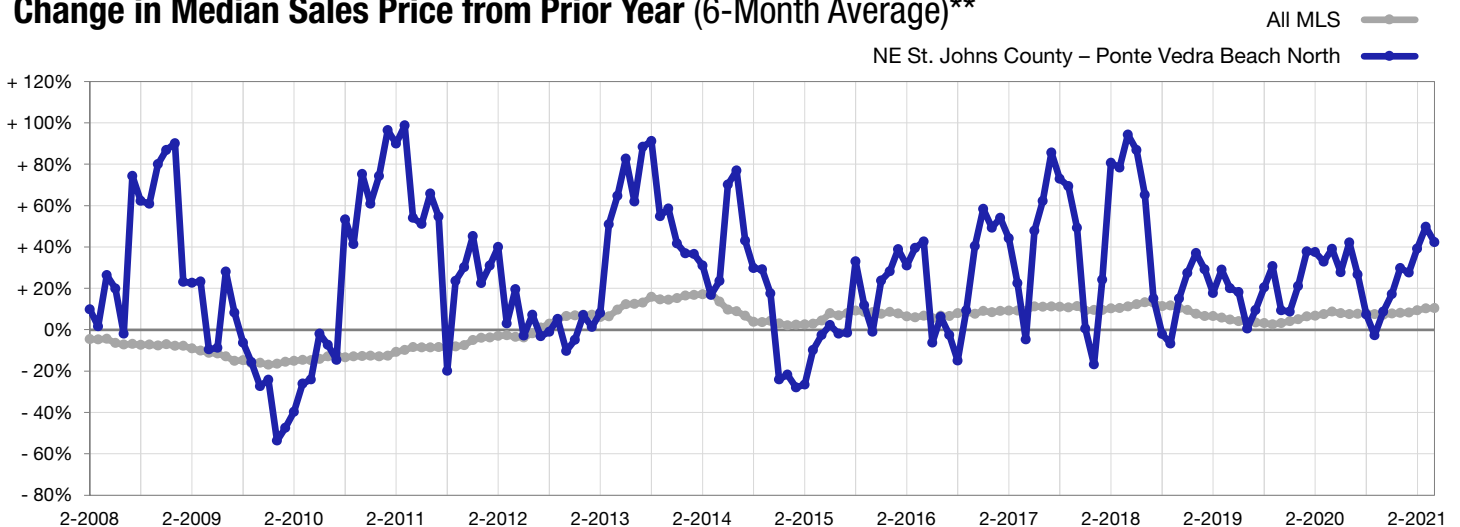


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Ponte Vedra Bch / S Ponte Vedra Beach / Vilano Bch / Palm Valley

+ 49.2% **+ 70.6%** **+ 33.5%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 26

April

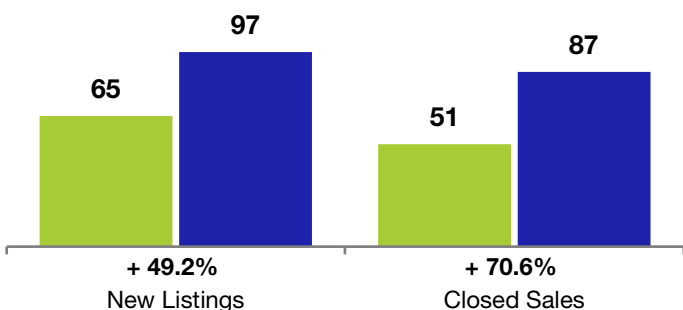
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	65	97	+ 49.2%	356	333	- 6.5%
Closed Sales	51	87	+ 70.6%	245	304	+ 24.1%
Median Sales Price*	\$499,000	\$665,990	+ 33.5%	\$470,000	\$595,000	+ 26.6%
Percent of Original List Price Received*	95.4%	99.8%	+ 4.6%	95.0%	98.5%	+ 3.7%
Percent of Properties Sold Over List Price*	9.8%	36.8%	+ 275.5%	5.3%	28.3%	+ 434.0%
Days on Market Until Sale	81	39	- 51.9%	103	54	- 47.6%
Inventory of Homes for Sale	326	79	- 75.8%	--	--	--
Months Supply of Inventory	5.0	0.9	- 82.0%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

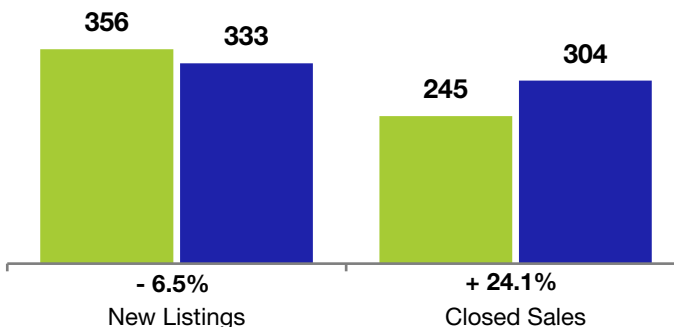
April

■ 2020 ■ 2021



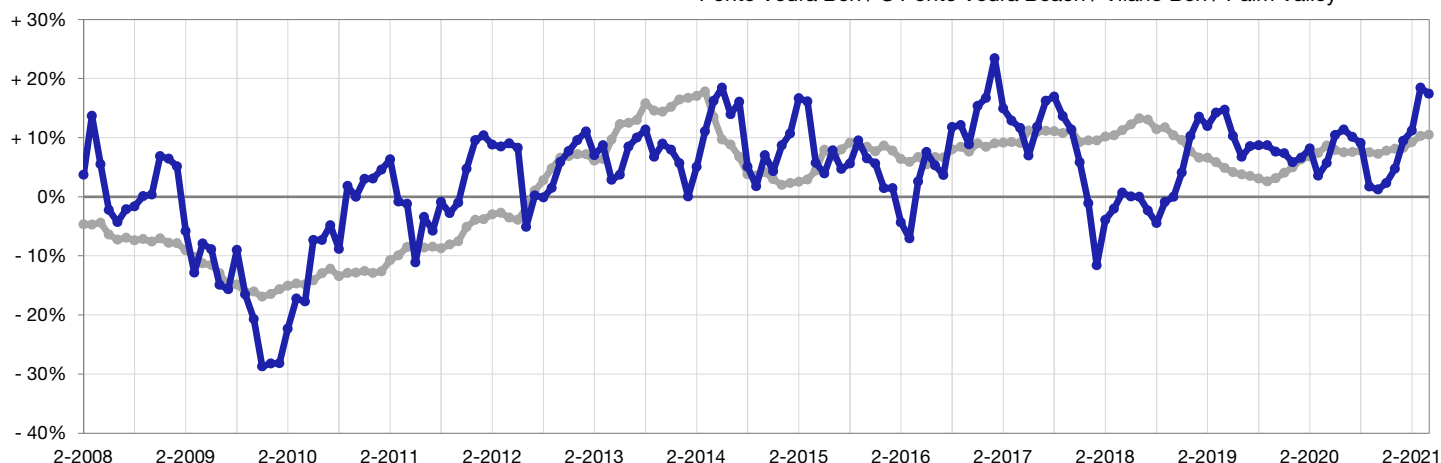
Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS — Pontе Vedra Bch / S Ponte Vedra Beach / Vilano Bch / Palm Valley —



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Ponte Vedra / Nocatee (St. Johns County)

+ 24.3%

+ 17.2%

+ 11.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 27

April

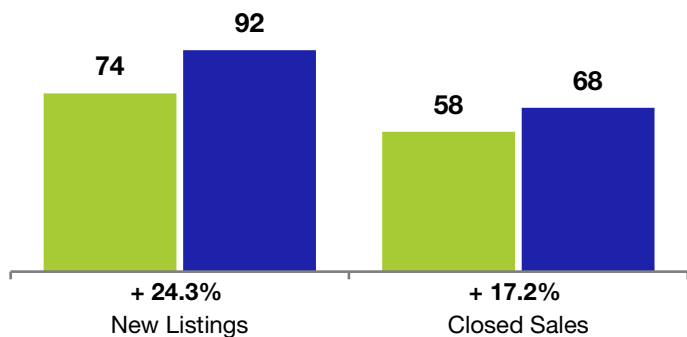
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	74	92	+ 24.3%	379	288	- 24.0%
Closed Sales	58	68	+ 17.2%	261	267	+ 2.3%
Median Sales Price*	\$468,973	\$525,000	+ 11.9%	\$449,000	\$496,760	+ 10.6%
Percent of Original List Price Received*	98.8%	103.7%	+ 5.0%	98.2%	102.1%	+ 4.0%
Percent of Properties Sold Over List Price*	10.3%	51.5%	+ 400.0%	13.0%	38.2%	+ 193.8%
Days on Market Until Sale	67	27	- 59.7%	66	37	- 43.9%
Inventory of Homes for Sale	256	58	- 77.3%	--	--	--
Months Supply of Inventory	3.2	0.6	- 81.3%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

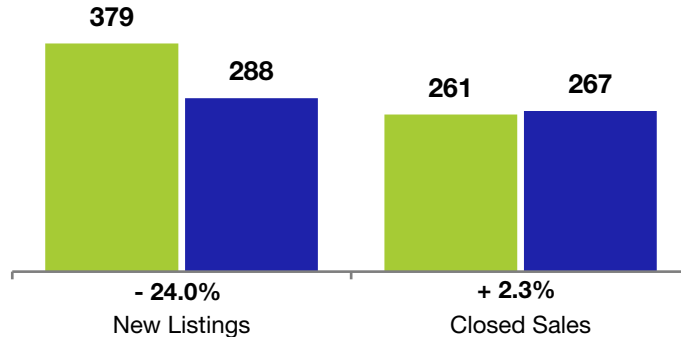
April

■ 2020 ■ 2021

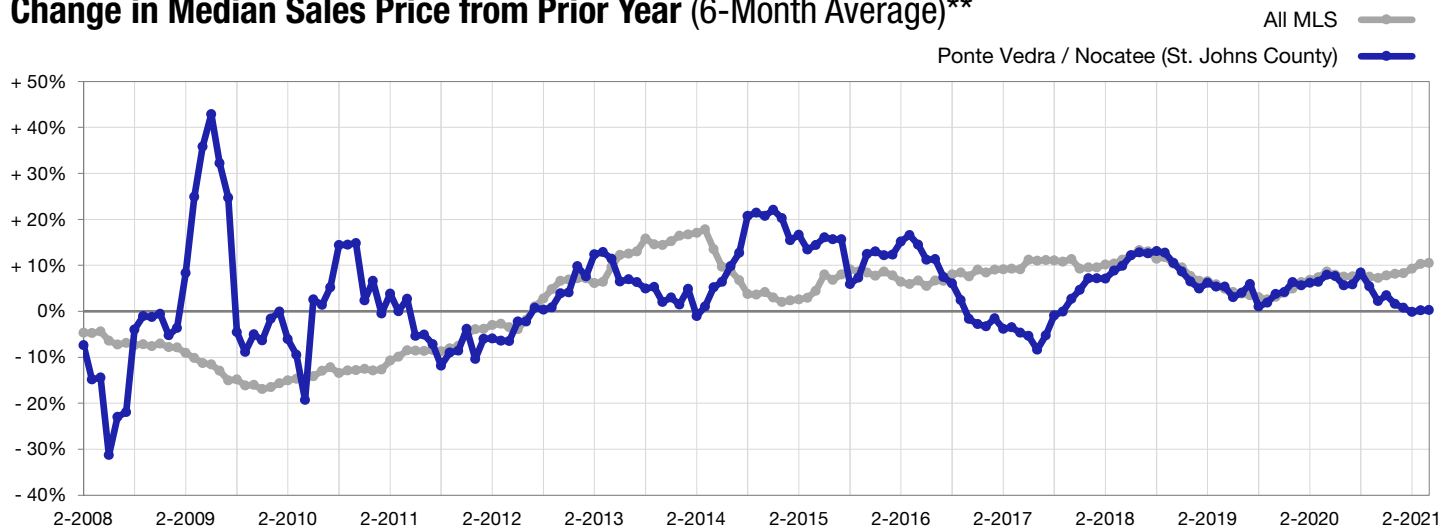


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



St. Johns County - NW

Region 30

+ 43.6%

+ 13.0%

+ 13.1%

Change in
New Listings

Change in
Closed Sales

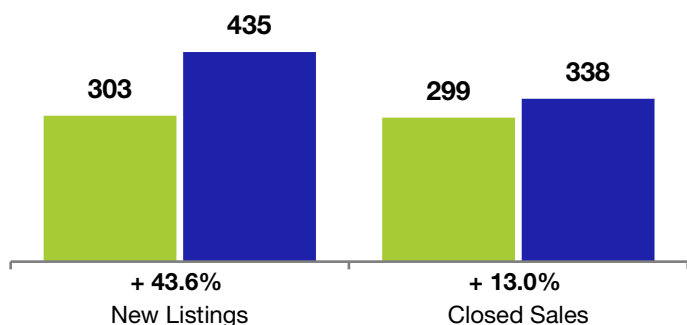
Change in
Median Sales Price

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	303	435	+ 43.6%	1,465	1,302	- 11.1%
Closed Sales	299	338	+ 13.0%	1,049	1,115	+ 6.3%
Median Sales Price*	\$340,000	\$384,683	+ 13.1%	\$335,000	\$364,485	+ 8.8%
Percent of Original List Price Received*	97.8%	100.9%	+ 3.2%	97.2%	100.1%	+ 3.0%
Percent of Properties Sold Over List Price*	14.4%	42.0%	+ 191.7%	10.7%	28.4%	+ 165.4%
Days on Market Until Sale	76	42	- 44.7%	83	48	- 42.2%
Inventory of Homes for Sale	954	329	- 65.5%	--	--	--
Months Supply of Inventory	3.3	0.9	- 72.7%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

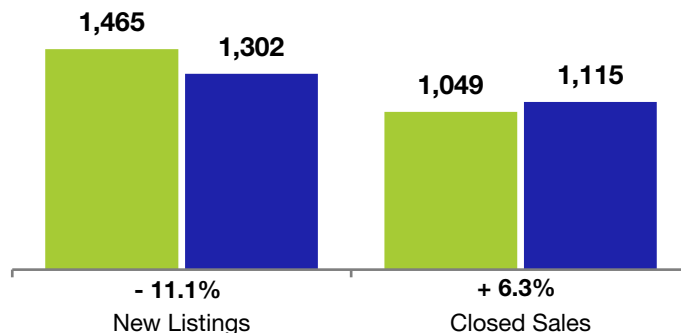
April

■ 2020 ■ 2021

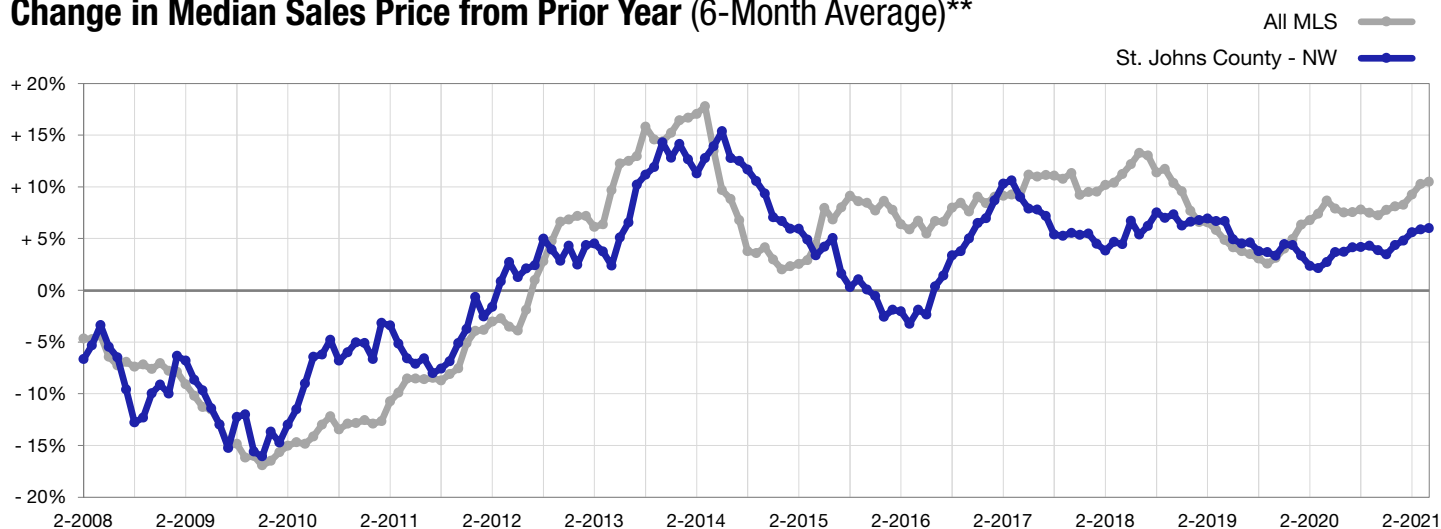


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



St. Johns County - NE

+ 140.0%

+ 77.3%

+ 6.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 31

April

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	15	36	+ 140.0%	141	131	- 7.1%
Closed Sales	22	39	+ 77.3%	83	142	+ 71.1%
Median Sales Price*	\$361,375	\$384,900	+ 6.5%	\$355,000	\$415,990	+ 17.2%
Percent of Original List Price Received*	98.4%	99.7%	+ 1.3%	96.7%	98.9%	+ 2.3%
Percent of Properties Sold Over List Price*	27.3%	30.8%	+ 12.8%	12.0%	17.6%	+ 46.7%
Days on Market Until Sale	100	33	- 67.0%	89	54	- 39.3%
Inventory of Homes for Sale	128	26	- 79.7%	--	--	--
Months Supply of Inventory	4.8	0.7	- 85.4%	--	--	--

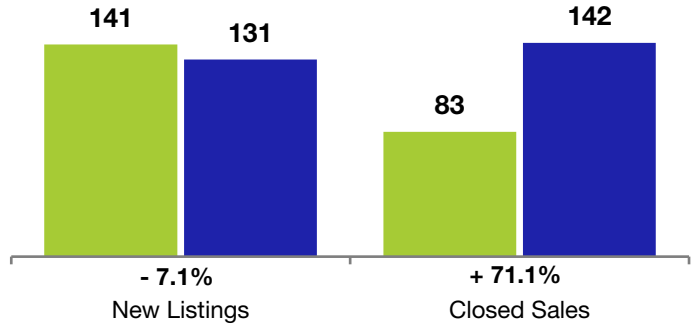
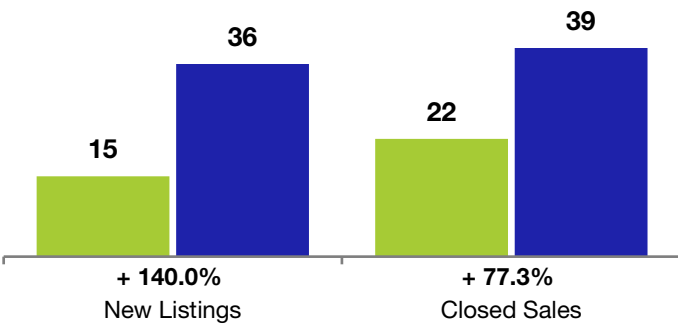
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

April

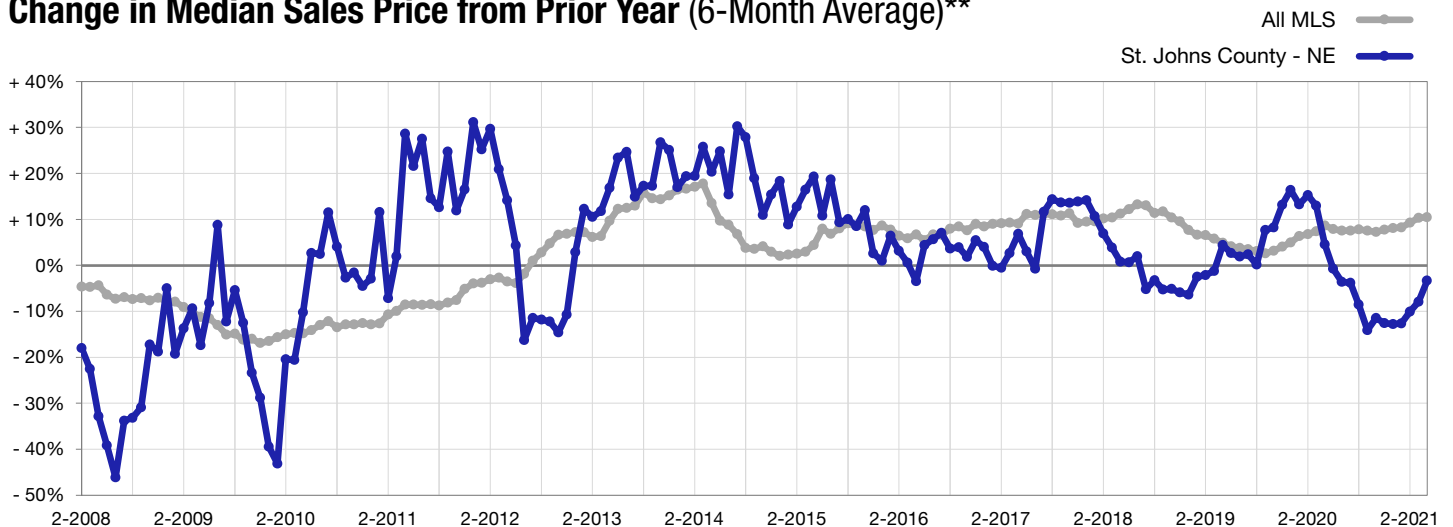
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



St. Johns County - St. Augustine Area - East of US 1

+ 14.8% **+ 25.0%** **+ 111.8%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 32

April

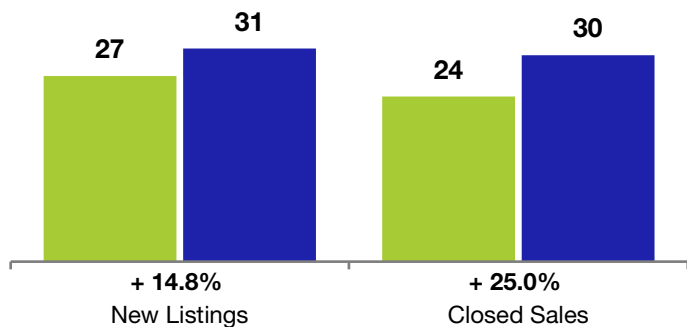
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	27	31	+ 14.8%	132	114	- 13.6%
Closed Sales	24	30	+ 25.0%	76	121	+ 59.2%
Median Sales Price*	\$220,750	\$467,500	+ 111.8%	\$319,724	\$405,000	+ 26.7%
Percent of Original List Price Received*	94.3%	97.8%	+ 3.7%	94.2%	95.7%	+ 1.6%
Percent of Properties Sold Over List Price*	0.0%	10.0%	--	6.7%	9.1%	+ 35.8%
Days on Market Until Sale	88	120	+ 36.4%	97	111	+ 14.4%
Inventory of Homes for Sale	160	52	- 67.5%	--	--	--
Months Supply of Inventory	8.4	1.7	- 79.8%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

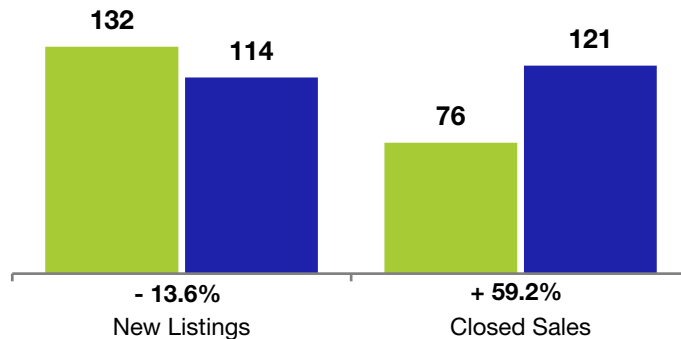
April

■ 2020 ■ 2021



Year to Date

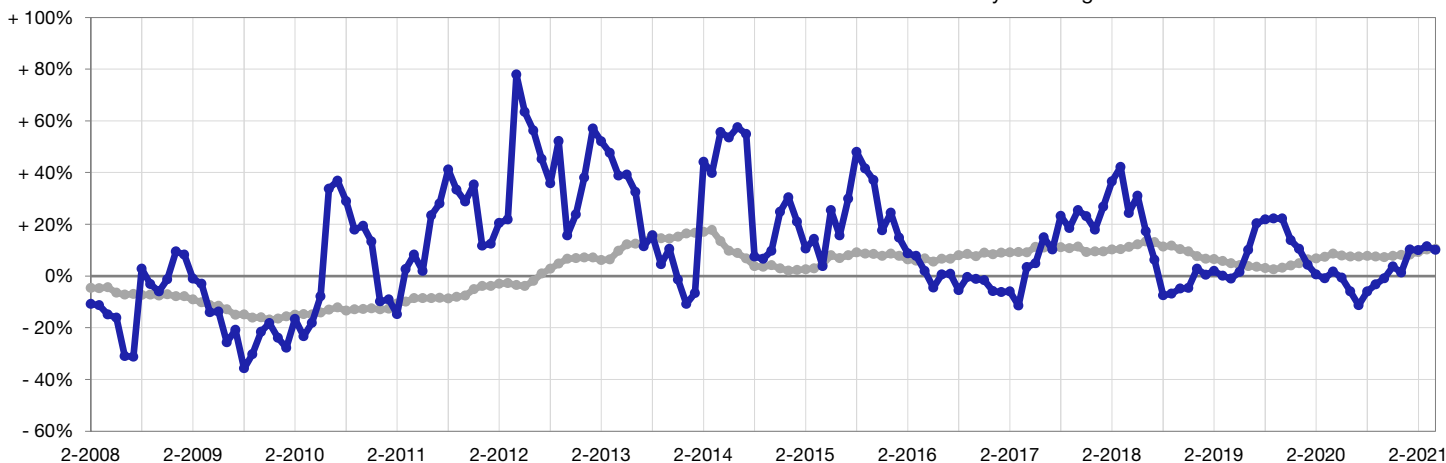
■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS —

St. Johns County - St. Augustine Area - East of US 1 —



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



St. Johns County - SE

+ 35.0%

+ 22.2%

+ 16.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 33

April

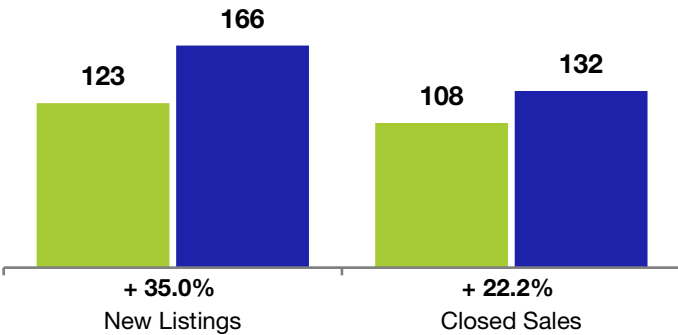
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	123	166	+ 35.0%	646	625	- 3.3%
Closed Sales	108	132	+ 22.2%	486	542	+ 11.5%
Median Sales Price*	\$270,000	\$315,500	+ 16.9%	\$264,990	\$308,485	+ 16.4%
Percent of Original List Price Received*	95.1%	99.6%	+ 4.7%	95.0%	97.9%	+ 3.1%
Percent of Properties Sold Over List Price*	2.8%	32.6%	+ 1064.3%	4.3%	19.2%	+ 346.5%
Days on Market Until Sale	99	51	- 48.5%	90	60	- 33.3%
Inventory of Homes for Sale	542	184	- 66.1%	--	--	--
Months Supply of Inventory	4.5	1.2	- 73.3%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

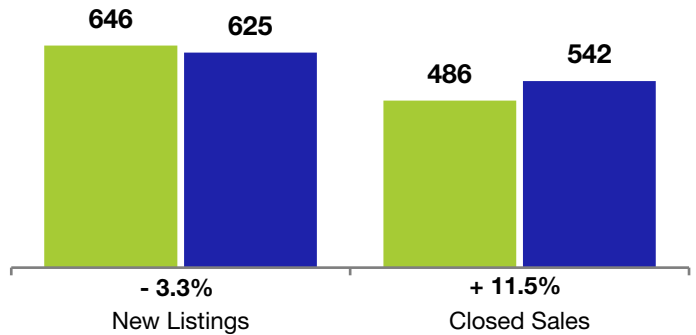
April

■ 2020 ■ 2021

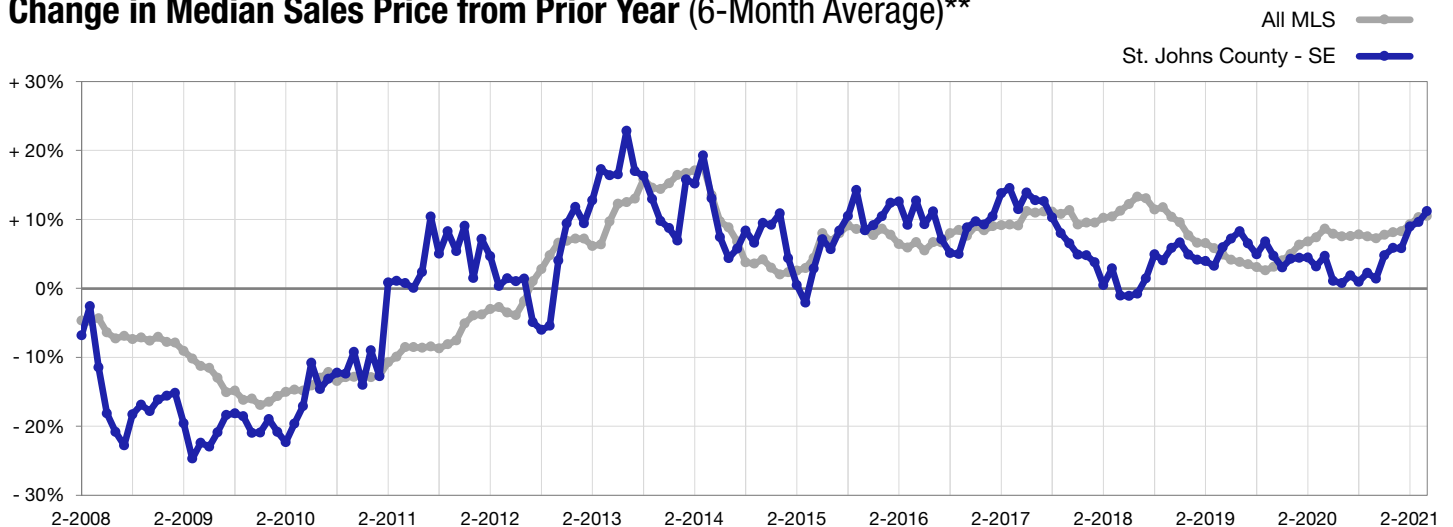


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



St. Johns County - SW

Region 34

+ 36.4%

- 23.5%

+ 7.1%

Change in
New Listings

Change in
Closed Sales

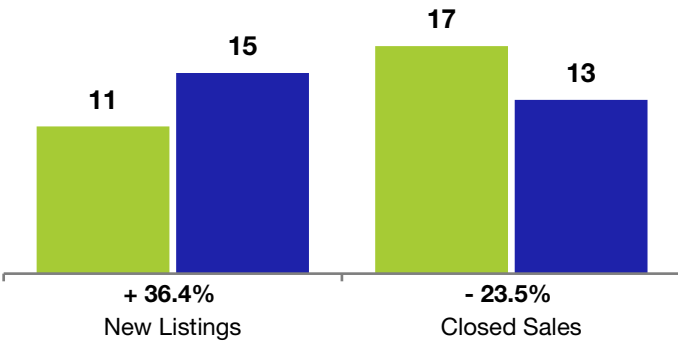
Change in
Median Sales Price

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	11	15	+ 36.4%	65	62	- 4.6%
Closed Sales	17	13	- 23.5%	39	60	+ 53.8%
Median Sales Price*	\$210,000	\$225,000	+ 7.1%	\$235,000	\$269,000	+ 14.5%
Percent of Original List Price Received*	95.7%	95.0%	- 0.7%	95.7%	96.4%	+ 0.7%
Percent of Properties Sold Over List Price*	0.0%	23.1%	--	12.8%	20.0%	+ 56.3%
Days on Market Until Sale	58	126	+ 117.2%	58	84	+ 44.8%
Inventory of Homes for Sale	48	25	- 47.9%	--	--	--
Months Supply of Inventory	4.9	1.8	- 63.3%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

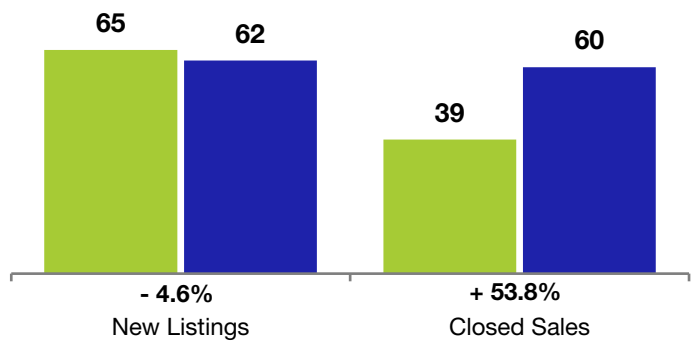
April

■ 2020 ■ 2021

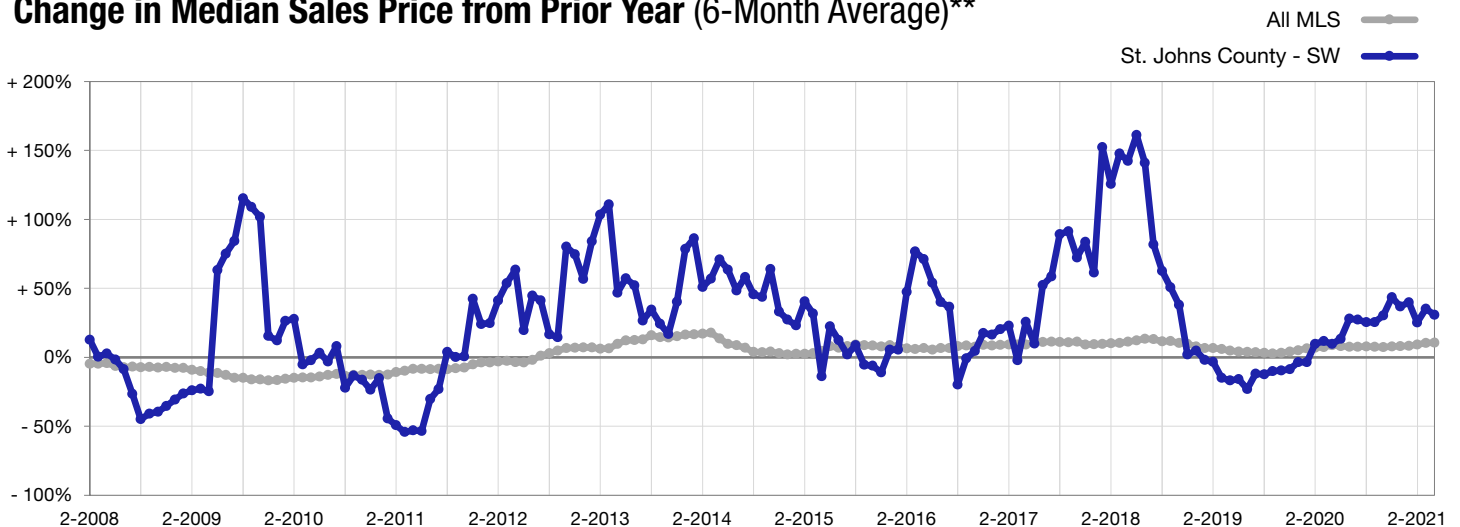


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Putnam County NE

+ 29.4%

Change in
New Listings

+ 23.3%

Change in
Closed Sales

+ 16.2%

Change in
Median Sales Price

Region 56

April

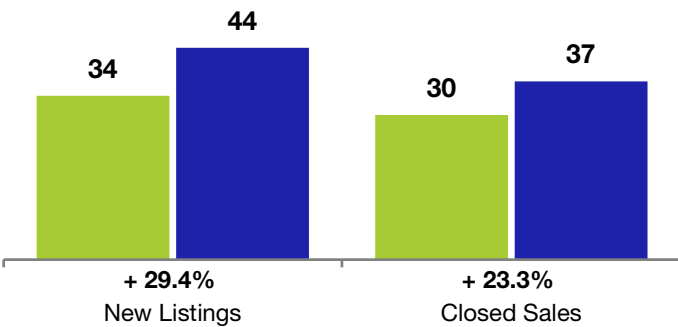
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	34	44	+ 29.4%	162	183	+ 13.0%
Closed Sales	30	37	+ 23.3%	110	139	+ 26.4%
Median Sales Price*	\$135,950	\$158,000	+ 16.2%	\$132,250	\$153,000	+ 15.7%
Percent of Original List Price Received*	88.5%	94.6%	+ 6.9%	90.9%	93.8%	+ 3.2%
Percent of Properties Sold Over List Price*	13.3%	16.2%	+ 21.8%	12.7%	15.1%	+ 18.9%
Days on Market Until Sale	92	63	- 31.5%	89	75	- 15.7%
Inventory of Homes for Sale	167	78	- 53.3%	--	--	--
Months Supply of Inventory	5.3	2.0	- 62.3%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

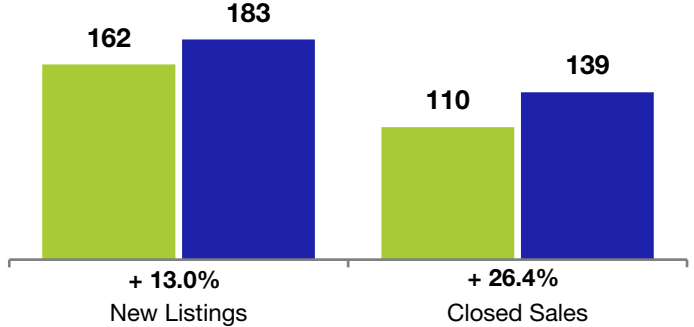
April

■ 2020 ■ 2021

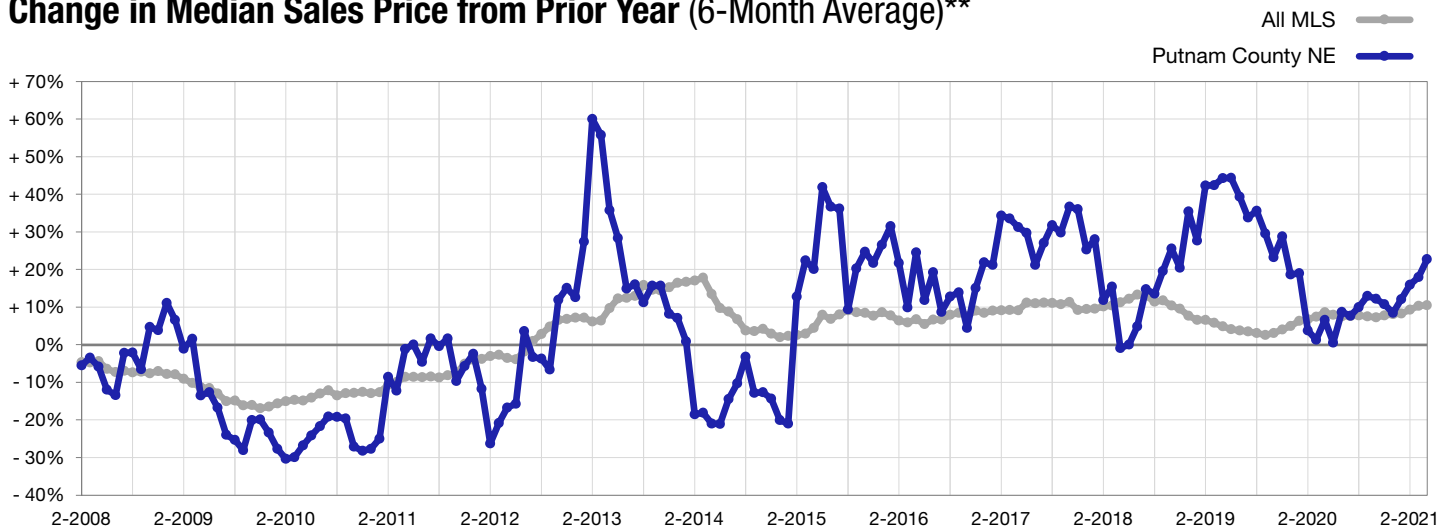


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Putnam County - West

Region 57

+ 65.2%

+ 23.1%

- 19.1%

Change in
New Listings

Change in
Closed Sales

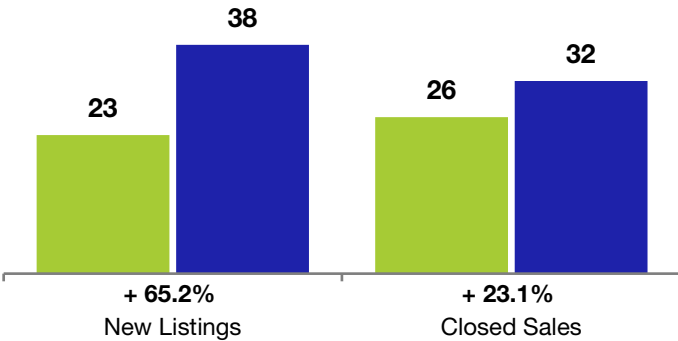
Change in
Median Sales Price

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	23	38	+ 65.2%	106	137	+ 29.2%
Closed Sales	26	32	+ 23.1%	82	104	+ 26.8%
Median Sales Price*	\$117,450	\$95,000	- 19.1%	\$94,500	\$105,000	+ 11.1%
Percent of Original List Price Received*	88.3%	89.0%	+ 0.8%	87.9%	90.8%	+ 3.3%
Percent of Properties Sold Over List Price*	3.8%	9.7%	+ 155.3%	9.8%	6.8%	- 30.6%
Days on Market Until Sale	99	82	- 17.2%	108	63	- 41.7%
Inventory of Homes for Sale	110	57	- 48.2%	--	--	--
Months Supply of Inventory	4.9	2.2	- 55.1%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

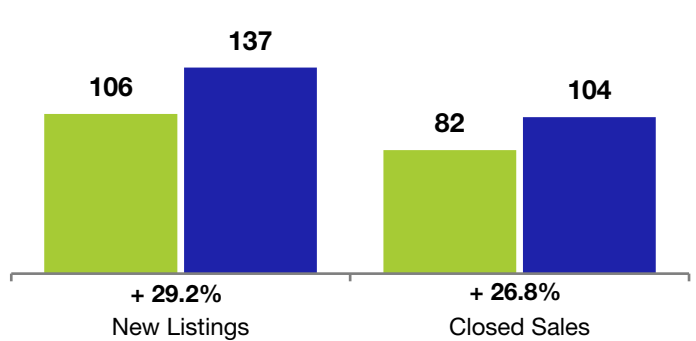
April

■ 2020 ■ 2021

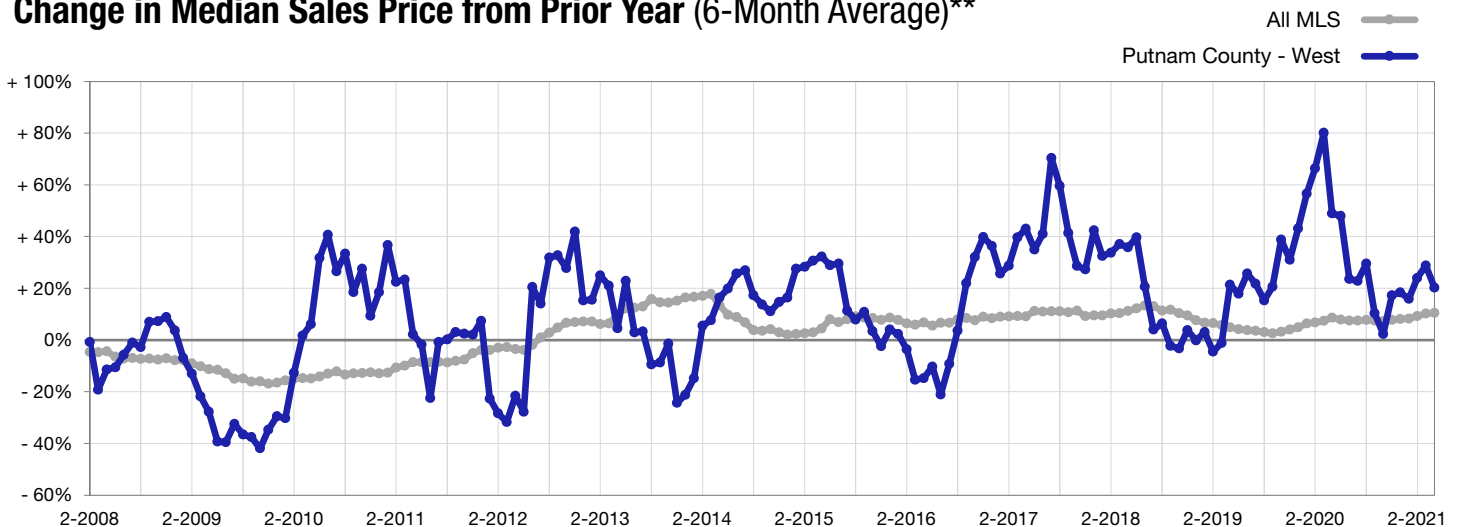


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Putnam County - South

Region 58

+ 86.7%

+ 11.1%

+ 4.0%

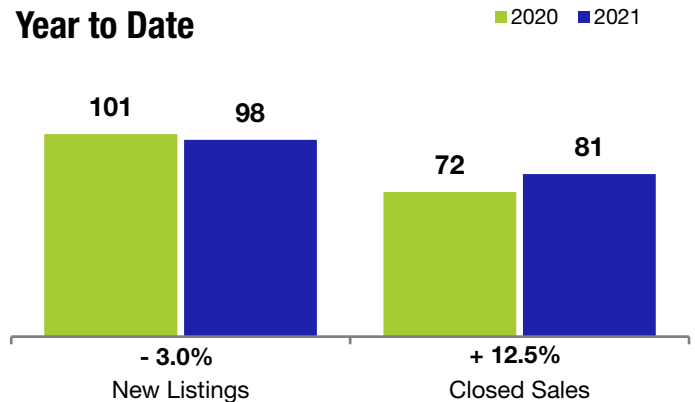
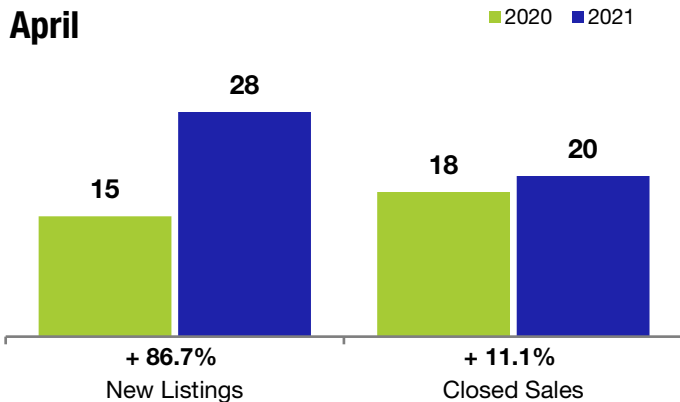
Change in
New Listings

Change in
Closed Sales

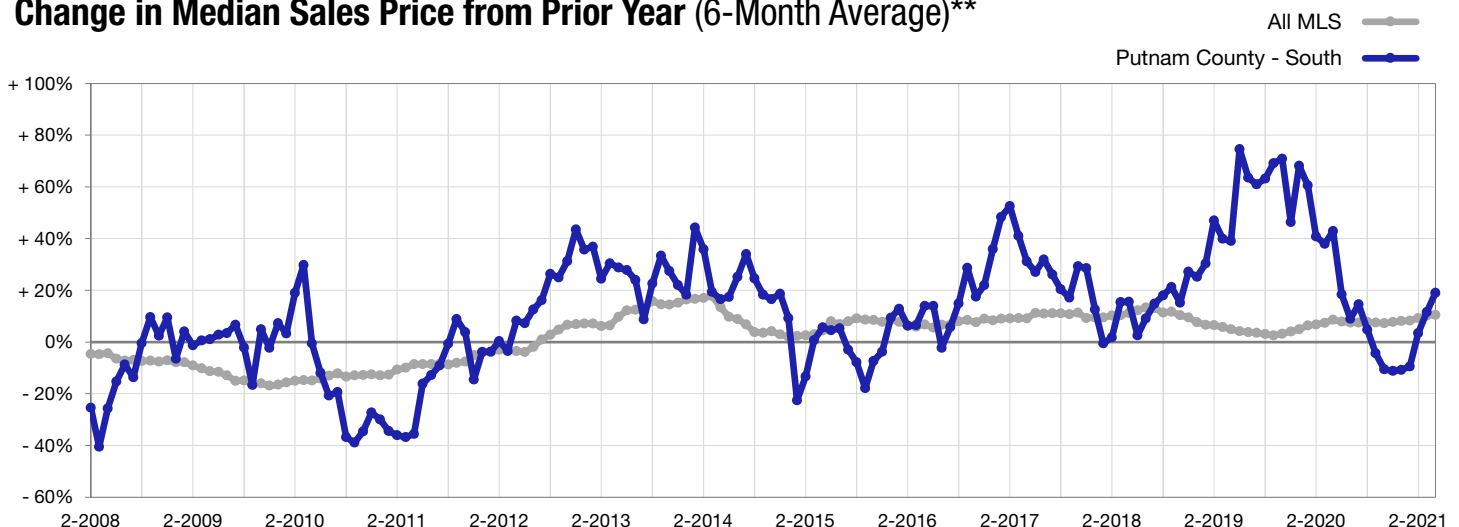
Change in
Median Sales Price

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	15	28	+ 86.7%	101	98	- 3.0%
Closed Sales	18	20	+ 11.1%	72	81	+ 12.5%
Median Sales Price*	\$153,725	\$159,900	+ 4.0%	\$119,500	\$159,900	+ 33.8%
Percent of Original List Price Received*	94.3%	95.4%	+ 1.2%	90.1%	92.3%	+ 2.4%
Percent of Properties Sold Over List Price*	16.7%	10.0%	- 40.1%	8.3%	12.3%	+ 48.2%
Days on Market Until Sale	130	85	- 34.6%	112	91	- 18.8%
Inventory of Homes for Sale	112	61	- 45.5%	--	--	--
Months Supply of Inventory	6.2	2.8	- 54.8%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Baker County

+ 73.3%

Change in
New Listings

+ 48.0%

Change in
Closed Sales

+ 12.0%

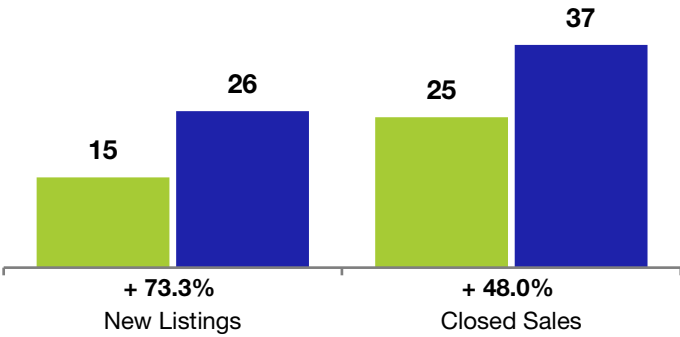
Change in
Median Sales Price

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	15	26	+ 73.3%	112	136	+ 21.4%
Closed Sales	25	37	+ 48.0%	83	121	+ 45.8%
Median Sales Price*	\$210,599	\$235,900	+ 12.0%	\$209,900	\$254,420	+ 21.2%
Percent of Original List Price Received*	96.8%	95.9%	- 0.9%	94.9%	98.0%	+ 3.3%
Percent of Properties Sold Over List Price*	12.0%	32.4%	+ 170.0%	14.5%	24.8%	+ 71.0%
Days on Market Until Sale	44	64	+ 45.5%	74	68	- 8.1%
Inventory of Homes for Sale	78	33	- 57.7%	--	--	--
Months Supply of Inventory	3.8	1.1	- 71.1%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

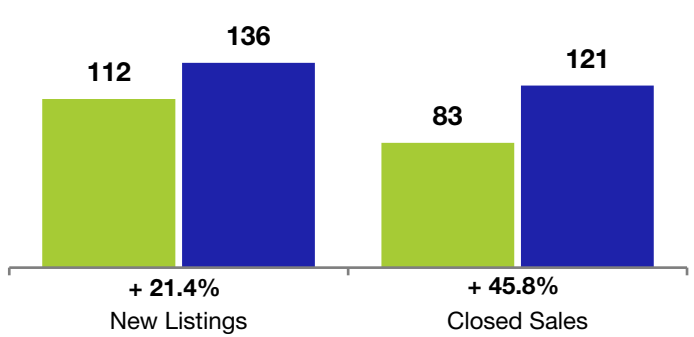
April

■ 2020 ■ 2021

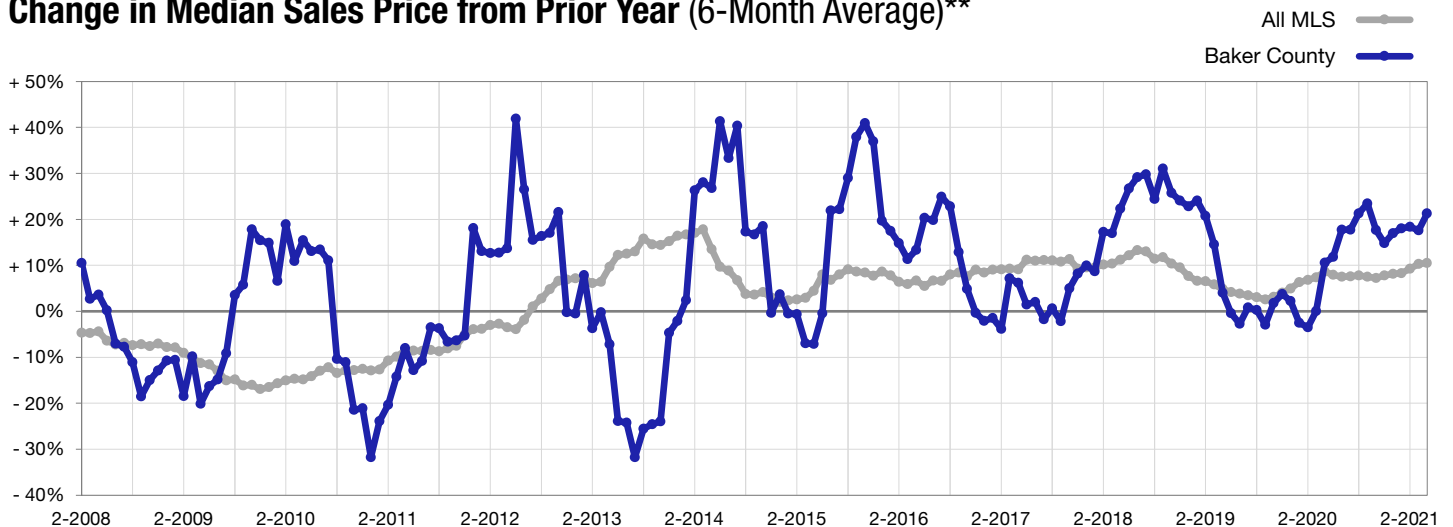


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Clay County

+ 10.0% **+ 39.2%** **+ 17.8%**

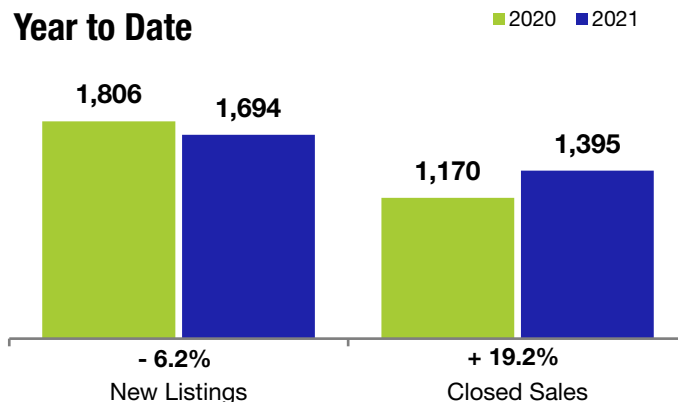
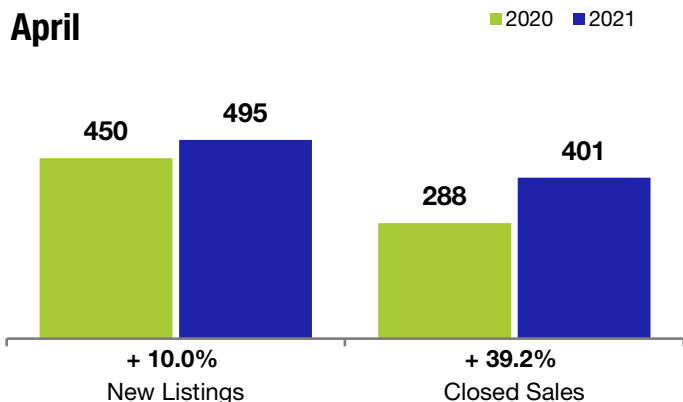
Change in
New Listings

Change in
Closed Sales

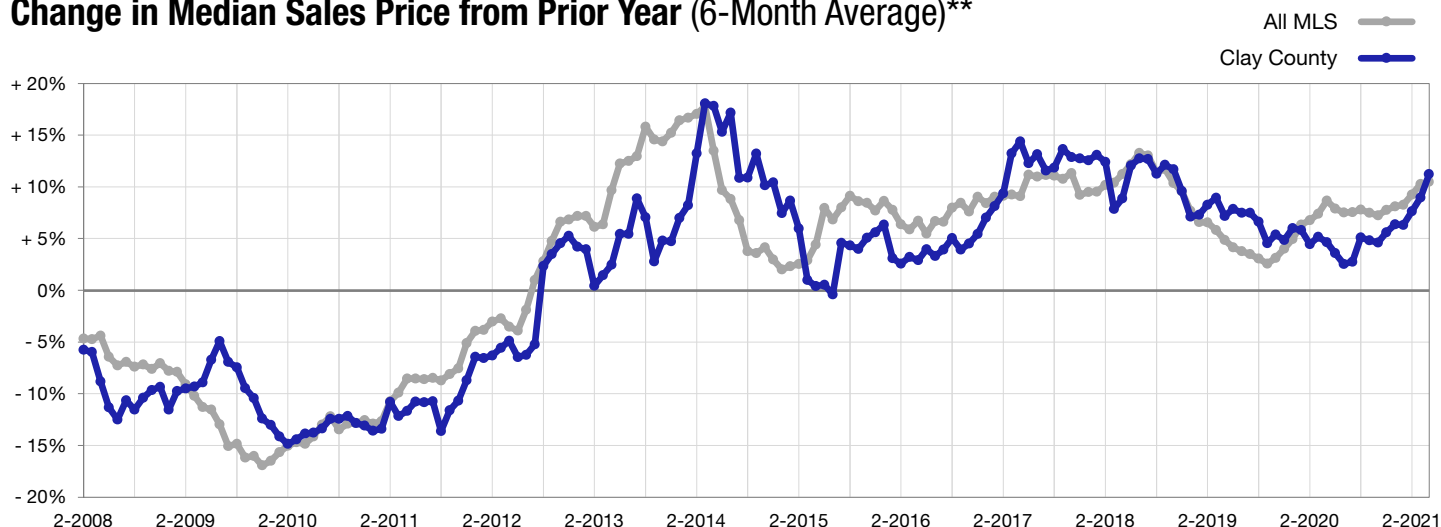
Change in
Median Sales Price

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	450	495	+ 10.0%	1,806	1,694	- 6.2%
Closed Sales	288	401	+ 39.2%	1,170	1,395	+ 19.2%
Median Sales Price*	\$230,000	\$271,000	+ 17.8%	\$222,500	\$257,000	+ 15.5%
Percent of Original List Price Received*	97.8%	100.1%	+ 2.4%	96.9%	98.9%	+ 2.1%
Percent of Properties Sold Over List Price*	17.0%	47.4%	+ 178.8%	17.5%	32.9%	+ 88.0%
Days on Market Until Sale	58	33	- 43.1%	65	41	- 36.9%
Inventory of Homes for Sale	1,156	452	- 60.9%	--	--	--
Months Supply of Inventory	3.4	1.1	- 67.6%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Duval County

+ 23.6%

+ 29.8%

+ 11.7%

Change in
New Listings

Change in
Closed Sales

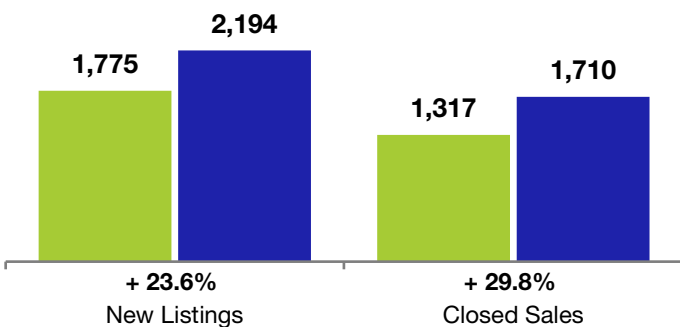
Change in
Median Sales Price

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	1,775	2,194	+ 23.6%	7,605	7,700	+ 1.2%
Closed Sales	1,317	1,710	+ 29.8%	5,254	6,303	+ 20.0%
Median Sales Price*	\$226,525	\$253,000	+ 11.7%	\$217,000	\$240,000	+ 10.6%
Percent of Original List Price Received*	96.5%	99.4%	+ 3.0%	96.0%	98.4%	+ 2.5%
Percent of Properties Sold Over List Price*	17.7%	36.7%	+ 107.3%	15.0%	28.3%	+ 88.7%
Days on Market Until Sale	57	36	- 36.8%	61	43	- 29.5%
Inventory of Homes for Sale	4,512	2,163	- 52.1%	--	--	--
Months Supply of Inventory	3.1	1.3	- 58.1%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

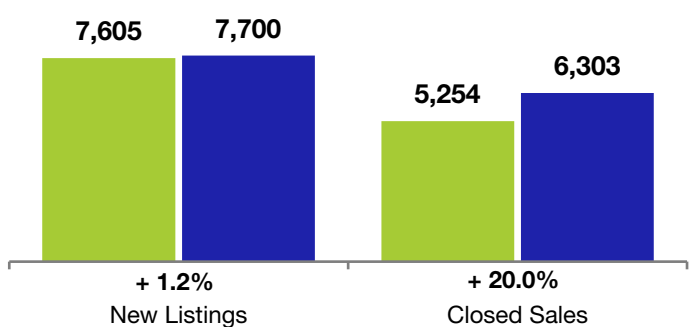
April

■ 2020 ■ 2021

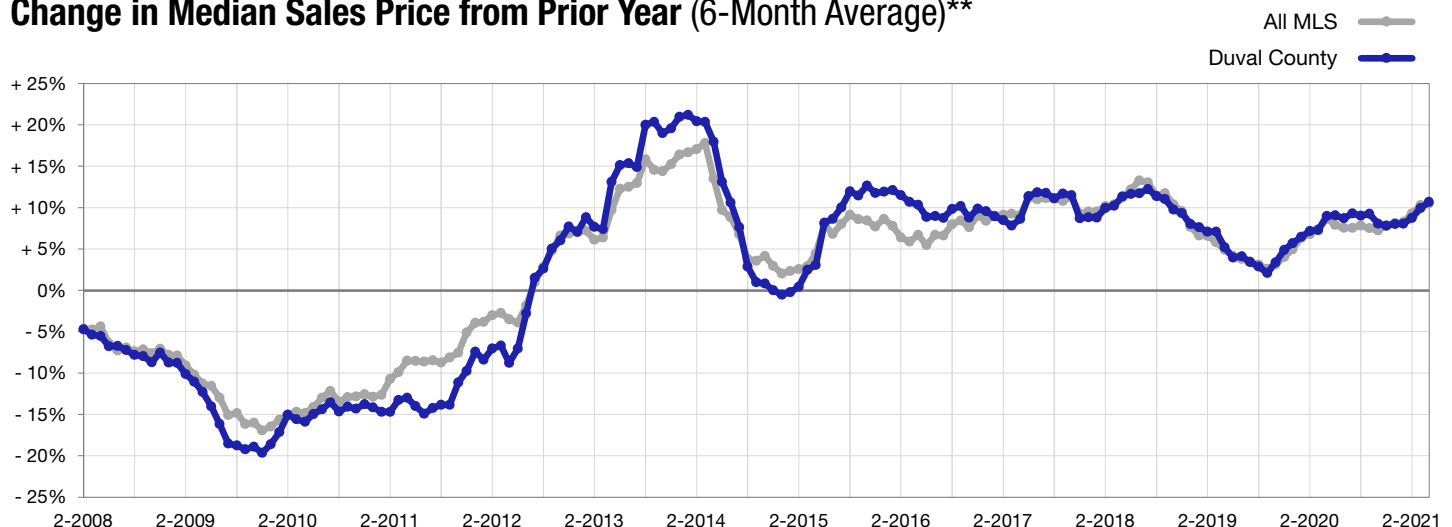


Year to Date

■ 2020 ■ 2021



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Nassau County

+ 40.0%

- 13.5%

+ 15.2%

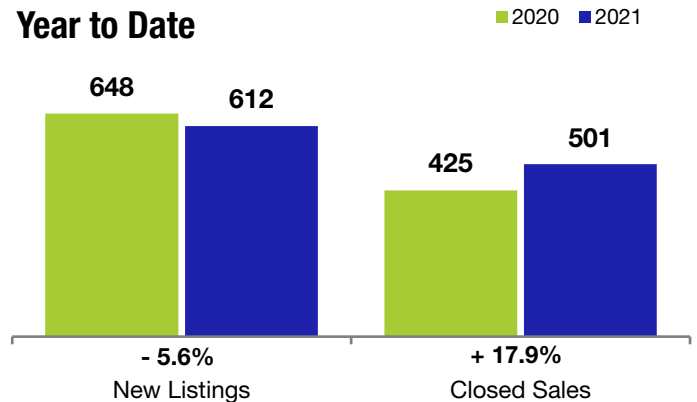
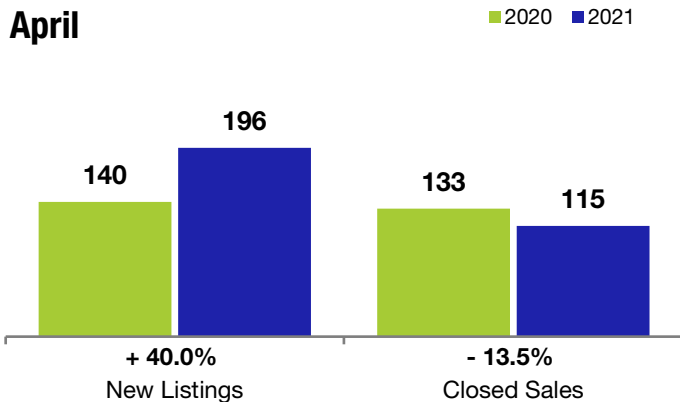
Change in
New Listings

Change in
Closed Sales

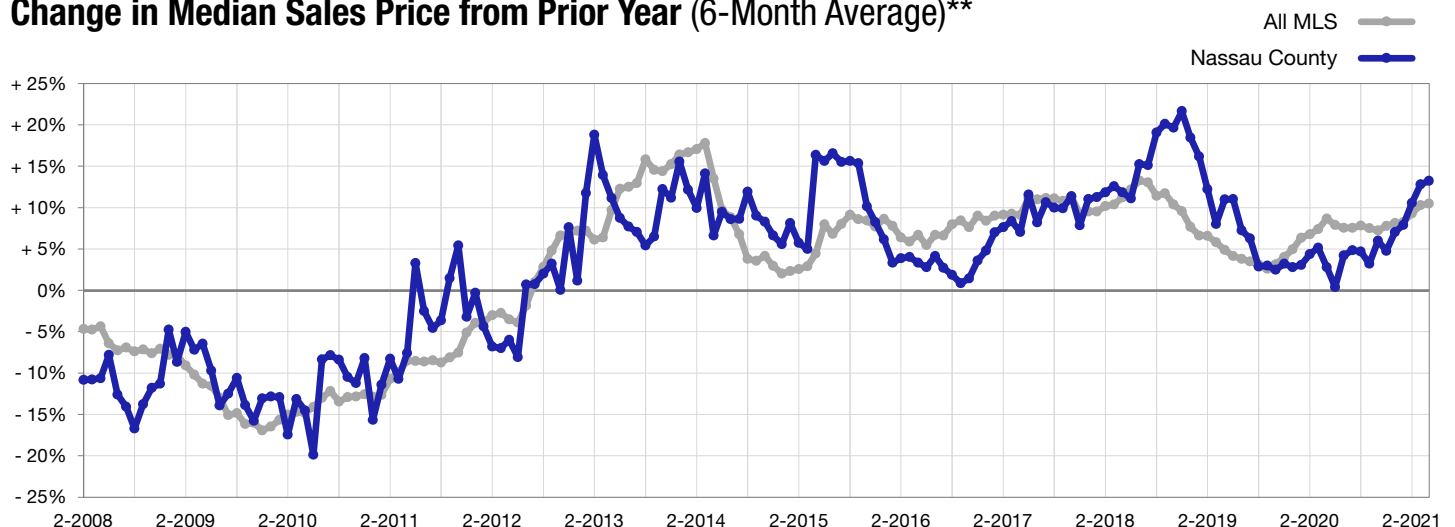
Change in
Median Sales Price

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	140	196	+ 40.0%	648	612	- 5.6%
Closed Sales	133	115	- 13.5%	425	501	+ 17.9%
Median Sales Price*	\$291,500	\$335,900	+ 15.2%	\$279,000	\$321,500	+ 15.2%
Percent of Original List Price Received*	96.1%	98.9%	+ 2.9%	96.0%	97.7%	+ 1.8%
Percent of Properties Sold Over List Price*	12.0%	25.2%	+ 110.0%	11.1%	19.2%	+ 73.0%
Days on Market Until Sale	90	50	- 44.4%	87	57	- 34.5%
Inventory of Homes for Sale	524	198	- 62.2%	--	--	--
Months Supply of Inventory	4.5	1.3	- 71.1%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



Putnam County

+ 52.8% **+ 20.3%** **- 4.7%**

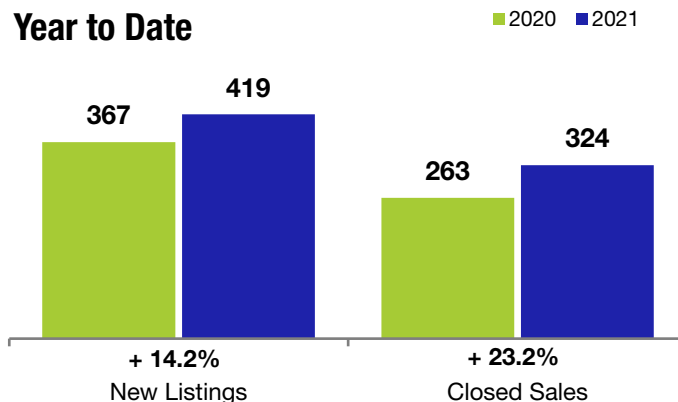
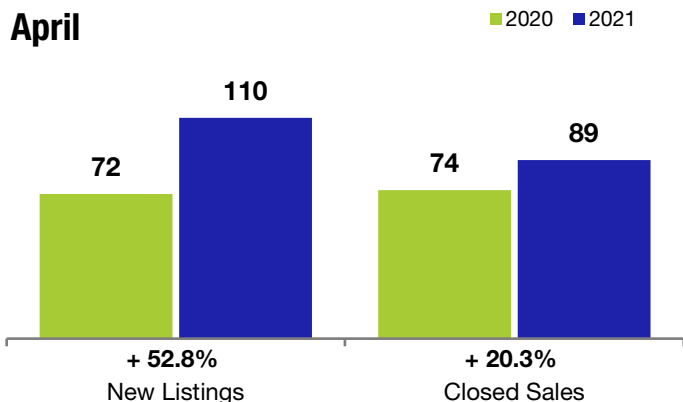
Change in
New Listings

Change in
Closed Sales

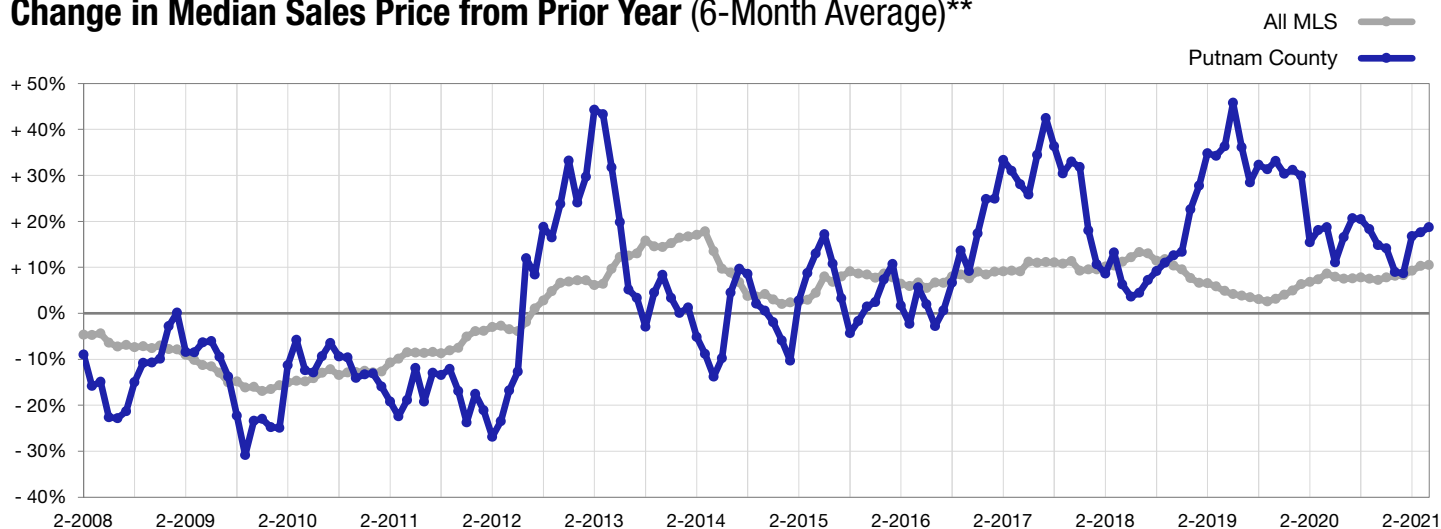
Change in
Median Sales Price

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	72	110	+ 52.8%	367	419	+ 14.2%
Closed Sales	74	89	+ 20.3%	263	324	+ 23.2%
Median Sales Price*	\$137,450	\$131,000	- 4.7%	\$120,900	\$140,000	+ 15.8%
Percent of Original List Price Received*	89.9%	92.8%	+ 3.2%	89.7%	92.5%	+ 3.1%
Percent of Properties Sold Over List Price*	10.8%	12.5%	+ 15.7%	10.6%	11.8%	+ 11.3%
Days on Market Until Sale	104	75	- 27.9%	102	75	- 26.5%
Inventory of Homes for Sale	386	196	- 49.2%	--	--	--
Months Supply of Inventory	5.4	2.2	- 59.3%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



St. Johns County

+ 39.1%

+ 21.4%

+ 21.1%

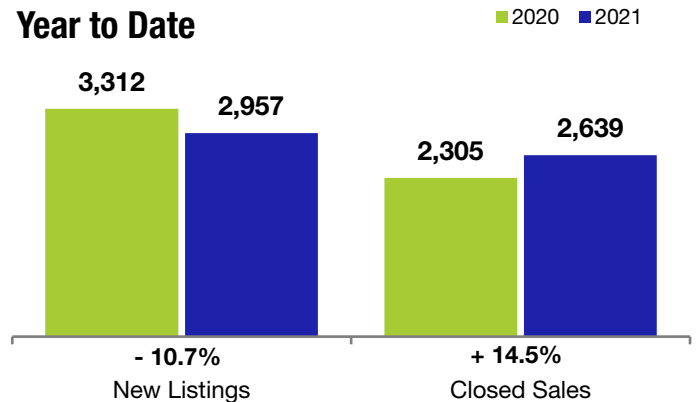
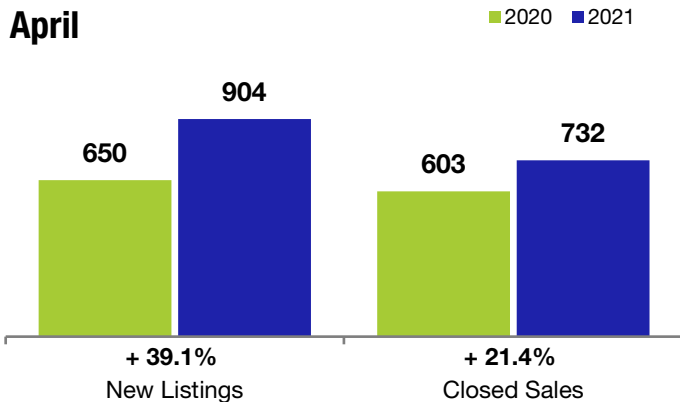
Change in
New Listings

Change in
Closed Sales

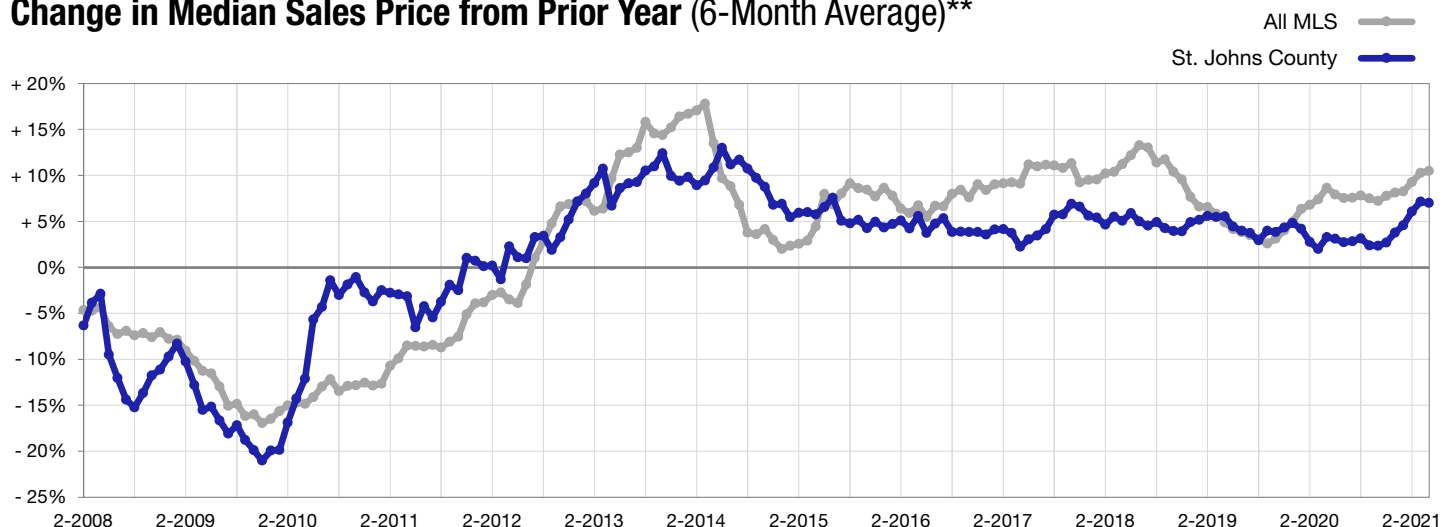
Change in
Median Sales Price

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	650	904	+ 39.1%	3,312	2,957	- 10.7%
Closed Sales	603	732	+ 21.4%	2,305	2,639	+ 14.5%
Median Sales Price*	\$337,500	\$408,600	+ 21.1%	\$338,000	\$380,000	+ 12.4%
Percent of Original List Price Received*	96.9%	100.4%	+ 3.6%	96.4%	99.2%	+ 2.9%
Percent of Properties Sold Over List Price*	10.6%	38.0%	+ 258.5%	8.9%	25.5%	+ 186.5%
Days on Market Until Sale	80	46	- 42.5%	85	55	- 35.3%
Inventory of Homes for Sale	2,515	791	- 68.5%	--	--	--
Months Supply of Inventory	4.0	1.0	- 75.0%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.