

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS



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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.

March 2021

Normal spring increases in sales activity, coupled with relaxing COVID-19 policies, created a very busy March real estate market as buyer demand continued largely unabated in the face of rising home prices and mortgage rates. Existing home seller and new construction activity continue to remain below levels necessary to bring the market back into balance, pointing to a busy and competitive buyer market in the coming months.

New Listings in the Northeast Florida region decreased 10.3 percent to 3,664. Pending Sales were up 24.0 percent to 3,506. Inventory levels fell 60.1 percent to 3,782 units.

Prices continued to gain traction. The Median Sales Price increased 12.7 percent to \$274,900. Days on Market was down 30.0 percent to 49 days. Sellers were encouraged as Months Supply of Inventory was down 65.7 percent to 1.2 months.

While many homebuilders are working to increase their activity, the cost of lumber and other materials and a backlogged supply chain continue to limit new home construction and have increased costs substantially. New methods of construction, including 3d printed homes, could speed construction and reduce costs in the future, but realistically are several years away from making a measurable impact in the market.

Quick Facts

+ 15.2% **+ 12.7%** **- 60.1%**

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

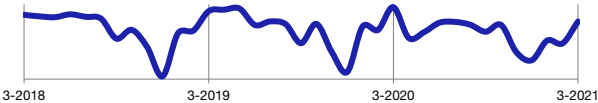
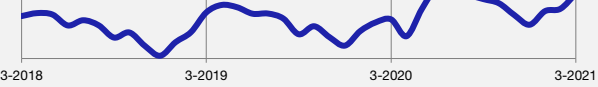








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Area breakouts of 33 submarkets begin after page 21.



Market Overview

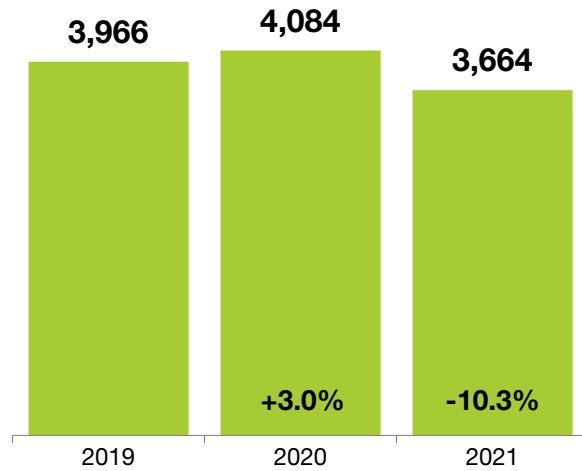
Key market metrics for the current month and year-to-date.

Key Metrics	Historical Sparklines	3-2020	3-2021	+/-	YTD 2020	YTD 2021	+/-
New Listings		4,084	3,664	- 10.3%	11,018	9,801	- 11.0%
Pending Sales		2,827	3,506	+ 24.0%	8,095	9,656	+ 19.3%
Closed Sales		2,857	3,292	+ 15.2%	7,245	8,335	+ 15.0%
Days on Market Until Sale		70	49	- 30.0%	72	50	- 30.6%
Median Sales Price		\$244,000	\$274,900	+ 12.7%	\$238,000	\$265,000	+ 11.3%
Average Sales Price		\$286,307	\$344,643	+ 20.4%	\$282,501	\$330,024	+ 16.8%
Percent of Original List Price Received		96.3%	98.5%	+ 2.3%	95.8%	98.0%	+ 2.3%
Percent of Properties Sold Over List Price		14.2%	28.7%	+ 102.1%	12.8%	23.4%	+ 82.8%
Housing Affordability Index		138	127	- 8.0%	142	132	- 7.0%
Inventory of Homes for Sale		9,484	3,782	- 60.1%	--	--	--
Months Supply of Homes for Sale		3.5	1.2	- 65.7%	--	--	--

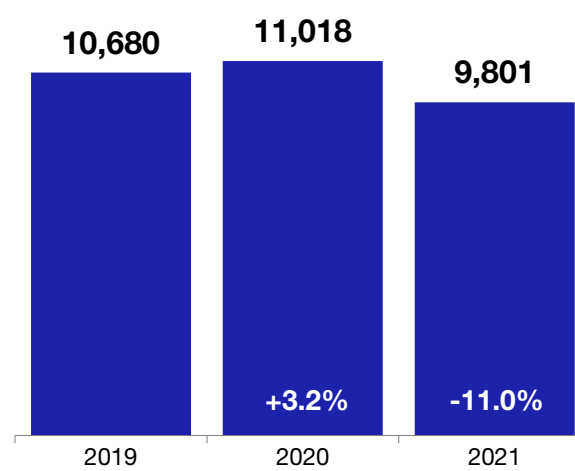
New Listings

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

March



Year To Date



Month	Prior Year	Current Year	+ / -
April 2020	4,008	3,184	-20.6%
May 2020	4,043	3,354	-17.0%
June 2020	3,562	3,630	+1.9%
July 2020	3,667	3,653	-0.4%
August 2020	3,587	3,570	-0.5%
September 2020	3,031	3,365	+11.0%
October 2020	3,595	3,565	-0.8%
November 2020	2,773	2,767	-0.2%
December 2020	2,188	2,534	+15.8%
January 2021	3,517	3,110	-11.6%
February 2021	3,417	3,027	-11.4%
March 2021	4,084	3,664	-10.3%
12-Month Avg	3,456	3,285	-4.9%

Historical New Listing Activity

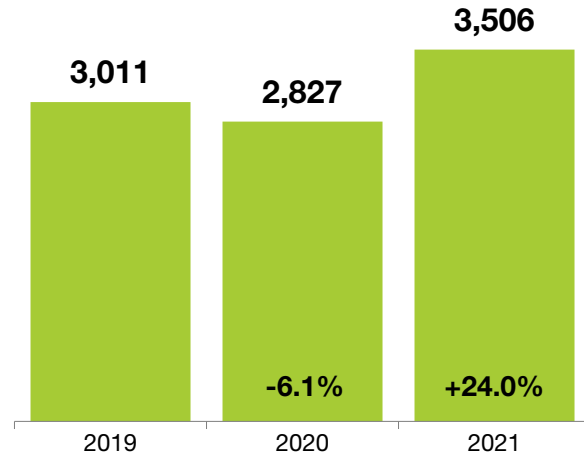


Pending Sales

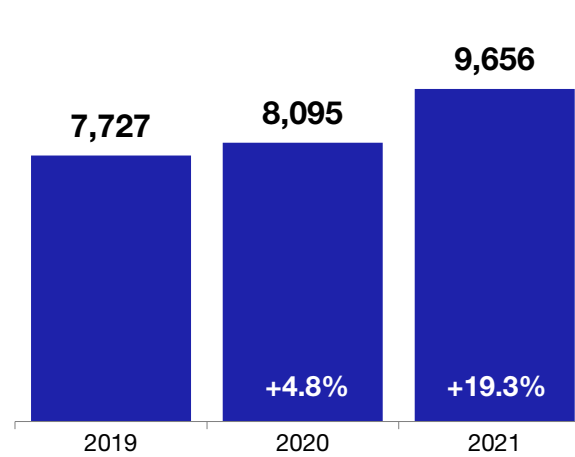
A count of the properties on which contracts have been written in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April 2020	3,207	2,383	-25.7%
May 2020	3,146	3,102	-1.4%
June 2020	2,976	3,692	+24.1%
July 2020	2,981	3,673	+23.2%
August 2020	2,849	3,486	+22.4%
September 2020	2,435	3,361	+38.0%
October 2020	2,646	3,252	+22.9%
November 2020	2,358	2,943	+24.8%
December 2020	2,136	2,686	+25.7%
January 2021	2,520	3,044	+20.8%
February 2021	2,748	3,106	+13.0%
March 2021	2,827	3,506	+24.0%
12-Month Avg	2,736	3,186	+16.5%

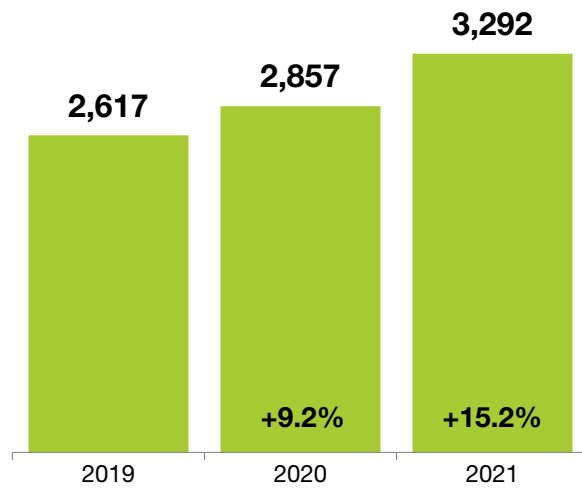
Historical Pending Sales Activity



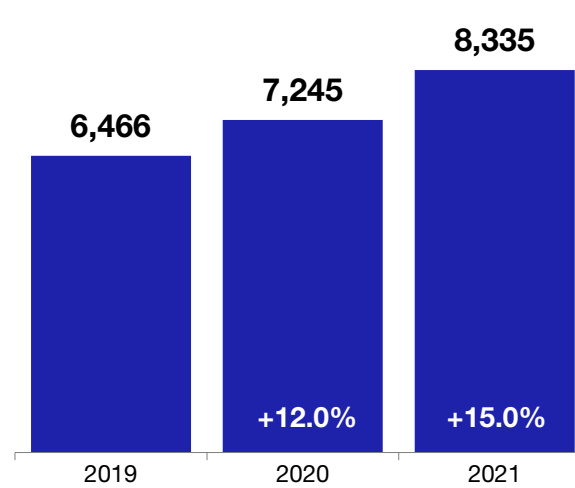
Closed Sales

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

March

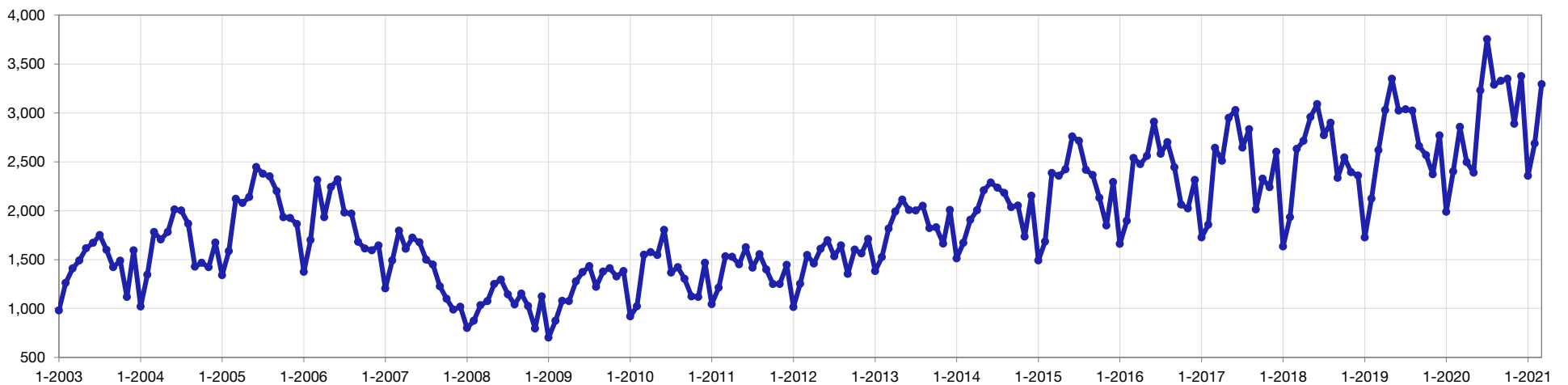


Year To Date



Month	Prior Year	Current Year	+ / -
April 2020	3,028	2,496	-17.6%
May 2020	3,347	2,387	-28.7%
June 2020	3,024	3,229	+6.8%
July 2020	3,037	3,752	+23.5%
August 2020	3,022	3,288	+8.8%
September 2020	2,660	3,328	+25.1%
October 2020	2,567	3,349	+30.5%
November 2020	2,371	2,889	+21.8%
December 2020	2,768	3,374	+21.9%
January 2021	1,988	2,355	+18.5%
February 2021	2,400	2,688	+12.0%
March 2021	2,857	3,292	+15.2%
12-Month Avg	2,756	3,036	+11.5%

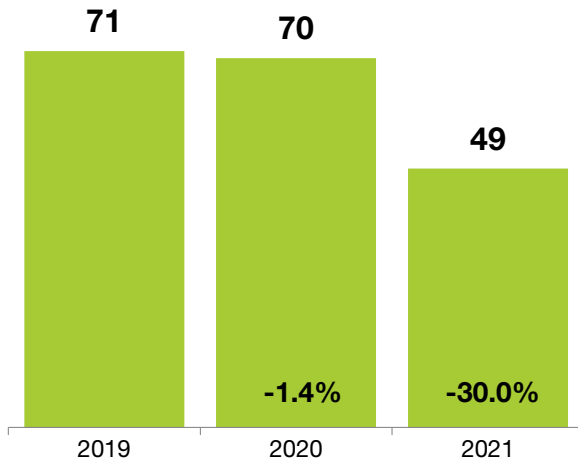
Historical Closed Sales Activity



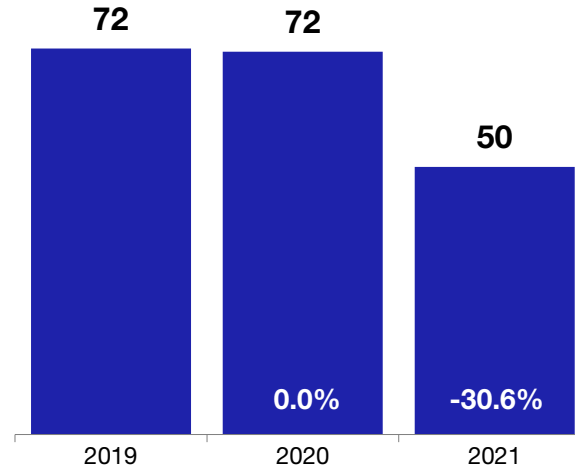
Days on Market Until Sale

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

March



Year To Date



Month	Prior Year	Current Year	+ / -
April 2020	67	67	0.0%
May 2020	66	62	-6.1%
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	49	-32.9%
March 2021	70	49	-30.0%
12-Month Avg	67	59	-11.1%

Historical Days on Market Until Sale

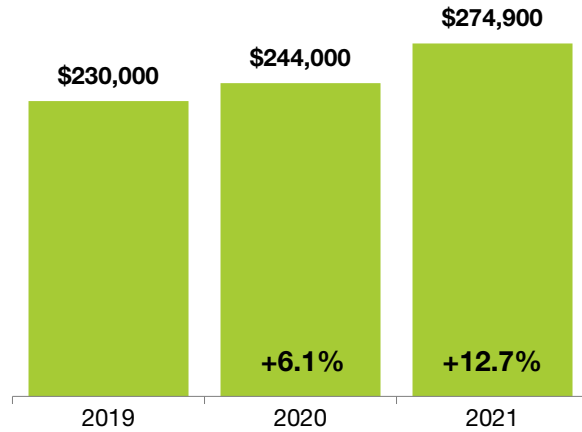


Median Sales Price

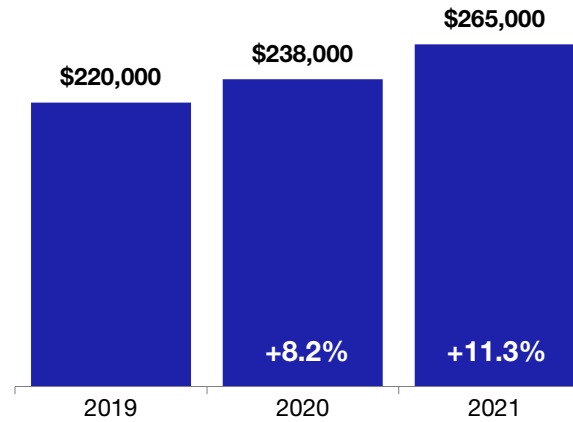
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April 2020	\$225,000	\$249,863	+11.1%
May 2020	\$232,000	\$248,000	+6.9%
June 2020	\$242,000	\$255,000	+5.4%
July 2020	\$241,500	\$264,000	+9.3%
August 2020	\$240,700	\$261,450	+8.6%
September 2020	\$235,000	\$255,250	+8.6%
October 2020	\$235,000	\$262,500	+11.7%
November 2020	\$232,000	\$262,000	+12.9%
December 2020	\$240,000	\$266,950	+11.2%
January 2021	\$231,943	\$256,000	+10.4%
February 2021	\$237,000	\$263,990	+11.4%
March 2021	\$244,000	\$274,900	+12.7%
12-Month Med	\$236,990	\$260,000	+9.7%

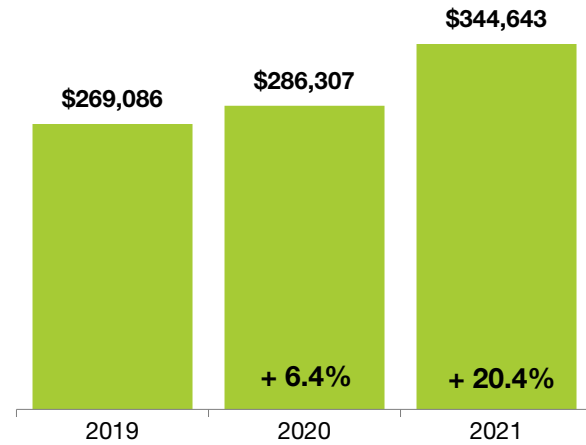
Historical Median Sales Price



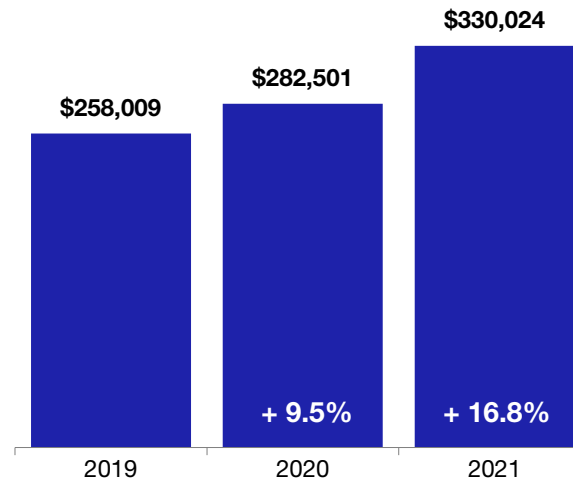
Average Sales Price

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

March



Year To Date



Month	Prior Year	Current Year	+ / -
April 2020	\$277,186	\$296,592	+7.0%
May 2020	\$274,964	\$287,901	+4.7%
June 2020	\$297,599	\$309,523	+4.0%
July 2020	\$282,788	\$322,455	+14.0%
August 2020	\$288,747	\$317,762	+10.0%
September 2020	\$271,754	\$317,205	+16.7%
October 2020	\$272,615	\$327,372	+20.1%
November 2020	\$270,948	\$315,750	+16.5%
December 2020	\$289,489	\$328,735	+13.6%
January 2021	\$275,787	\$317,233	+15.0%
February 2021	\$283,530	\$323,319	+14.0%
March 2021	\$286,307	\$344,643	+20.4%
12-Month Avg	\$281,354	\$318,605	+13.2%

Historical Average Sales Price

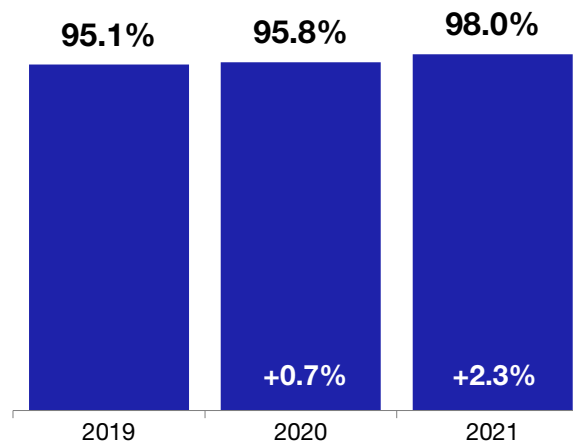
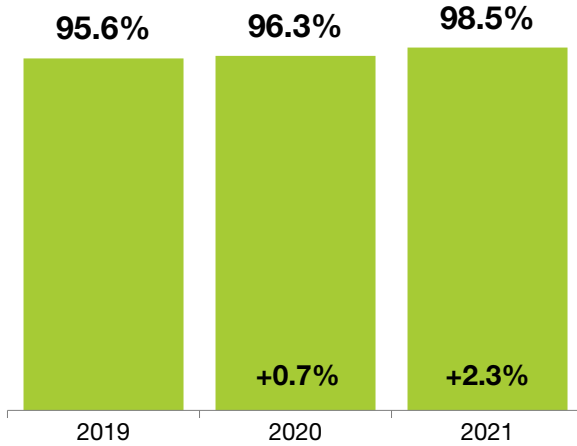


Percent of Original List Price Received

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.

March

Year To Date



Month	Prior Year	Current Year	+ / -
April 2020	95.5%	96.4%	+0.9%
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%	97.1%	+1.6%
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%
12-Month Avg	95.8%	97.1%	+1.4%

Historical Percent of Original List Price Received

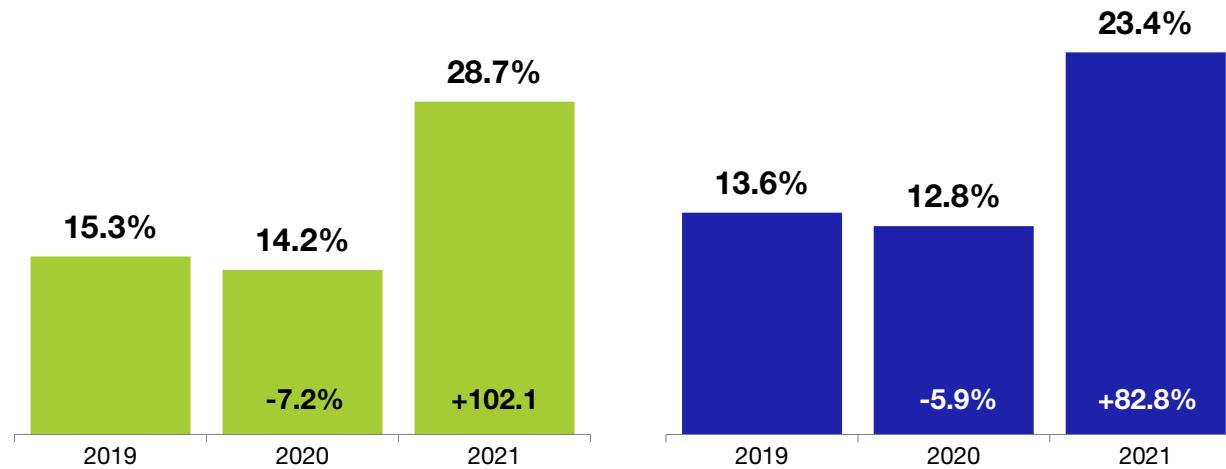


Percent of Properties Sold Over List Price

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

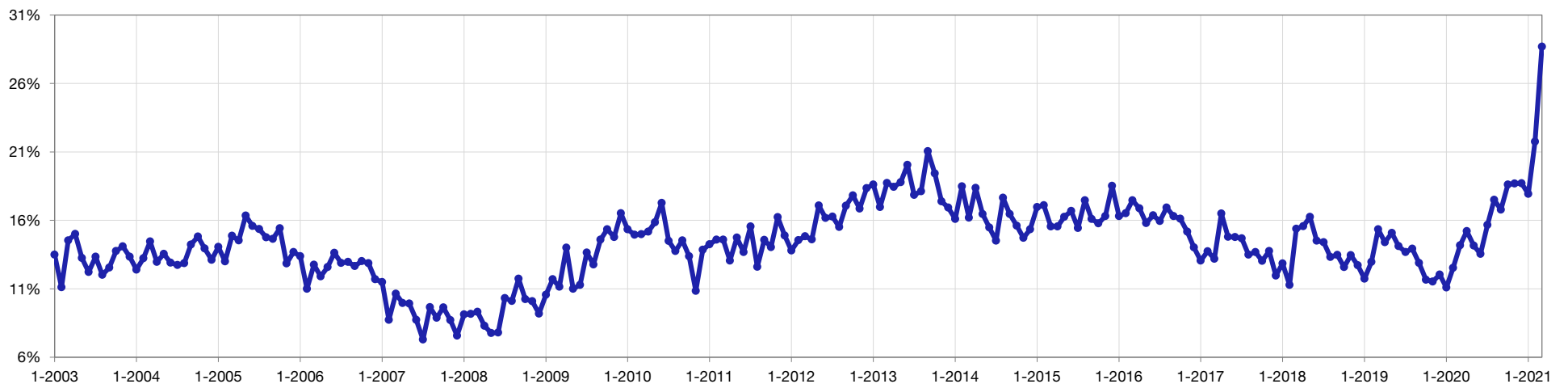
March

Year To Date



Month	Prior Year	Current Year	+ / -
April 2020	14.4%	15.2%	+5.6%
May 2020	15.1%	14.2%	-6.0%
June 2020	14.1%	13.6%	-3.5%
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%	21.8%	+74.4%
March 2021	14.2%	28.7%	+102.1%
12-Month Avg	13.2%	18.2%	+37.3%

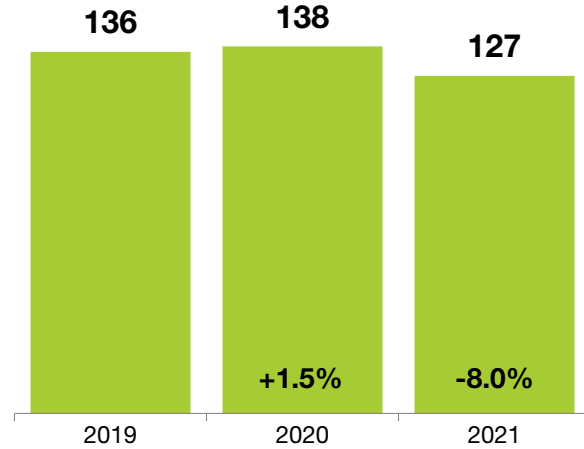
Historical Percent of Properties Sold Over List Price



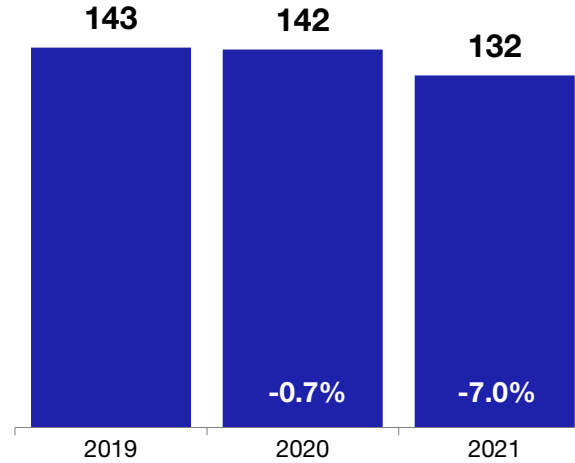
Housing Affordability Index

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.**

March



Year To Date



Month	Prior Year	Current Year	+ / -
April 2020	140	135	-3.6%
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	143	133	-7.0%
March 2021	138	127	-8.0%
12-Month Avg	138	136	-1.2%

Historical Housing Affordability Index

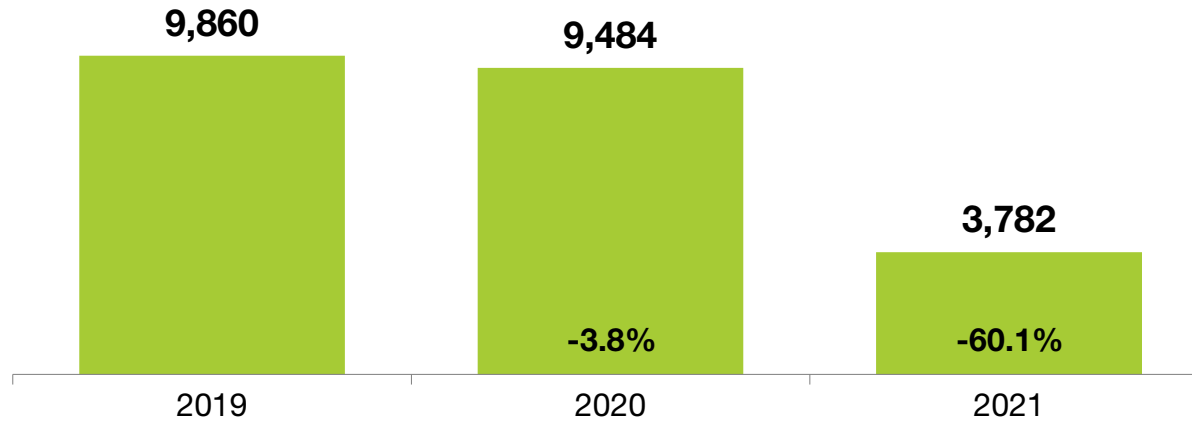


Inventory of Homes for Sale

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

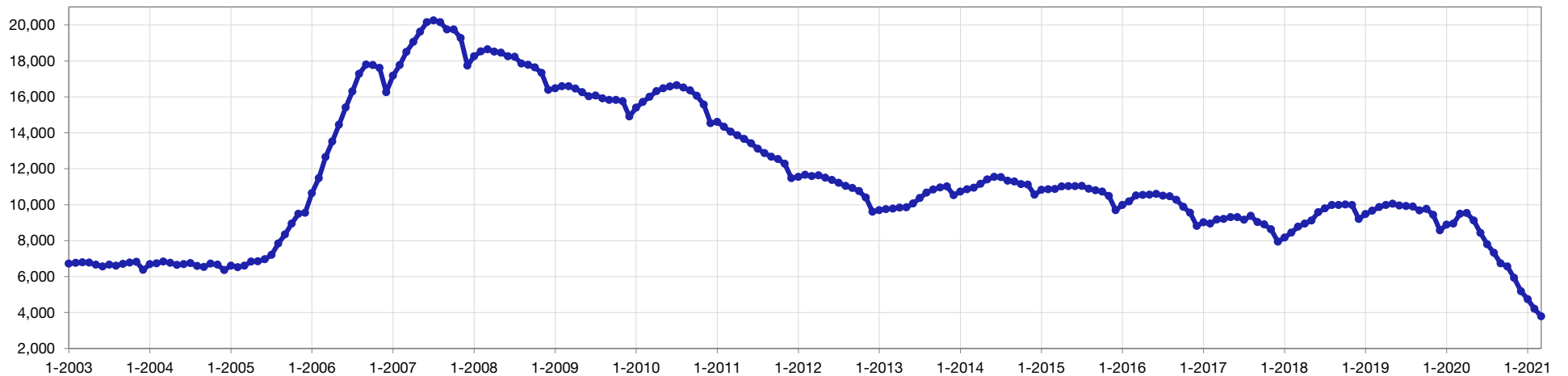


March



Month	Prior Year	Current Year	+ / -
April 2020	9,980	9,533	-4.5%
May 2020	10,054	9,114	-9.3%
June 2020	9,955	8,423	-15.4%
July 2020	9,921	7,791	-21.5%
August 2020	9,889	7,321	-26.0%
September 2020	9,676	6,729	-30.5%
October 2020	9,759	6,557	-32.8%
November 2020	9,428	5,935	-37.0%
December 2020	8,576	5,186	-39.5%
January 2021	8,882	4,736	-46.7%
February 2021	8,950	4,211	-52.9%
March 2021	9,484	3,782	-60.1%
12-Month Avg	9,546	6,610	-31.4%

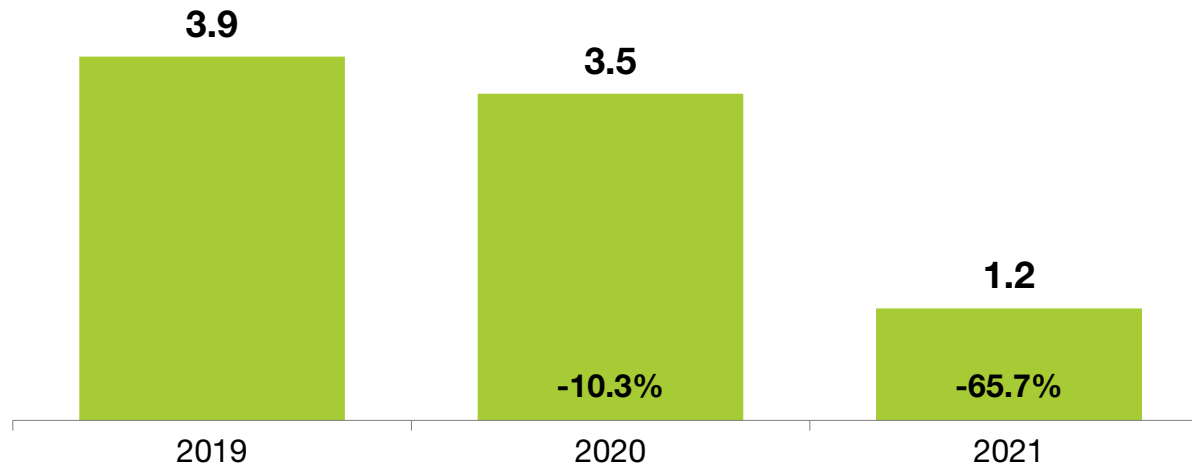
Historical Inventory of Homes for Sale



Months Supply of Inventory

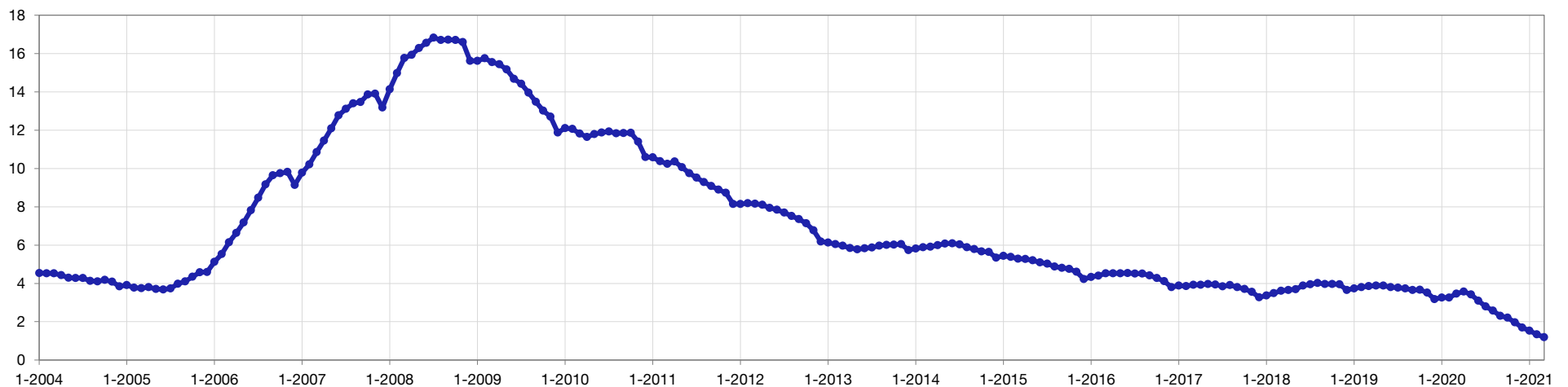
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

March



Month	Prior Year	Current Year	+ / -
April 2020	3.9	3.6	-7.7%
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	1.5	-54.5%
February 2021	3.3	1.3	-60.6%
March 2021	3.5	1.2	-65.7%
12-Month Avg	3.6	2.3	-35.6%

Historical Months Supply of Inventory



Housing Supply Overview

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March 2021

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Quick Facts

+ 78.8%	+ 24.7%	+ 18.1%
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

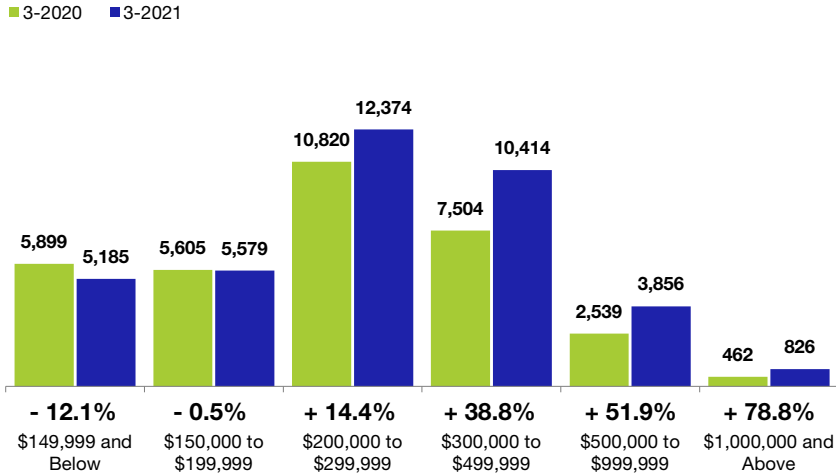


Pending Sales

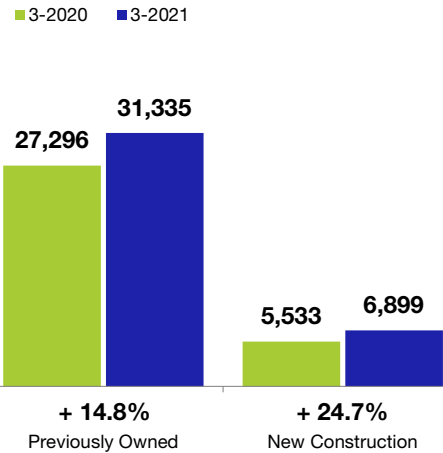
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



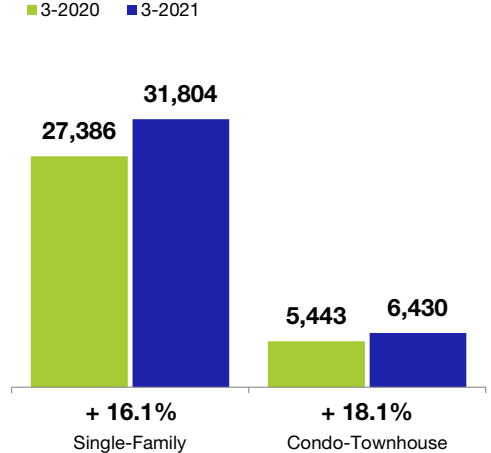
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	3-2020	3-2021	Change
\$149,999 and Below	5,899	5,185	- 12.1%
\$150,000 to \$199,999	5,605	5,579	- 0.5%
\$200,000 to \$299,999	10,820	12,374	+ 14.4%
\$300,000 to \$499,999	7,504	10,414	+ 38.8%
\$500,000 to \$999,999	2,539	3,856	+ 51.9%
\$1,000,000 and Above	462	826	+ 78.8%
All Price Ranges	32,829	38,234	+ 16.5%

Single-Family

3-2020	3-2021	Change
4,157	3,672	- 11.7%
4,031	3,783	- 6.2%
9,653	10,599	+ 9.8%
6,838	9,553	+ 39.7%
2,308	3,466	+ 50.2%
399	731	+ 83.2%
27,386	31,804	+ 16.1%

Condo-Townhouse

3-2020	3-2021	Change
1,742	1,513	- 13.1%
1,574	1,796	+ 14.1%
1,167	1,775	+ 52.1%
666	861	+ 29.3%
231	390	+ 68.8%
63	95	+ 50.8%
5,443	6,430	+ 18.1%

By Construction Status	3-2020	3-2021	Change
Previously Owned	27,296	31,335	+ 14.8%
New Construction	5,533	6,899	+ 24.7%
All Property Types	32,829	38,234	+ 16.5%

3-2020	3-2021	Change	3-2020	3-2021	Change
22,294	25,854	+ 16.0%	5,002	5,481	+ 9.6%
5,092	5,950	+ 16.8%	441	949	+ 115.2%
27,386	31,804	+ 16.1%	5,443	6,430	+ 18.1%

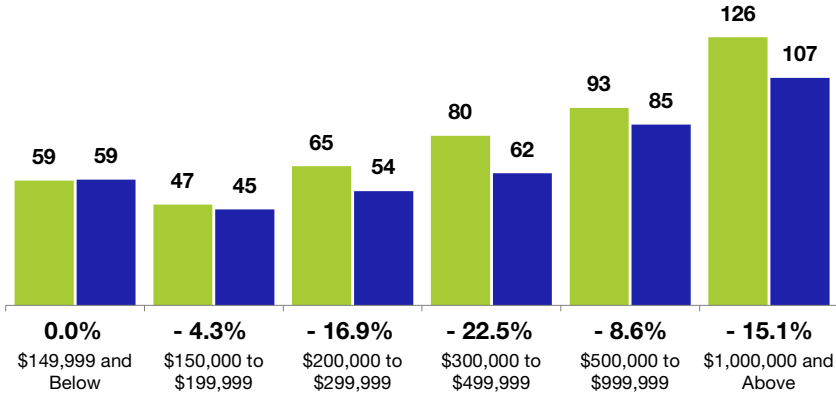
Days on Market Until Sale

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



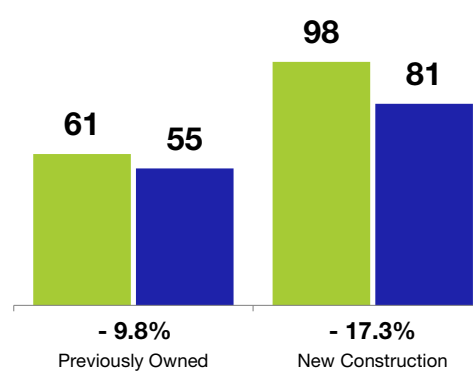
By Price Range

■ 3-2020 ■ 3-2021



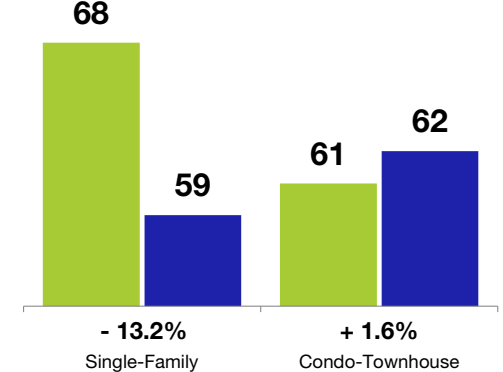
By Construction Status

■ 3-2020 ■ 3-2021



By Property Type

■ 3-2020 ■ 3-2021



All Properties

By Price Range	3-2020	3-2021	Change
\$149,999 and Below	59	59	0.0%
\$150,000 to \$199,999	47	45	- 4.3%
\$200,000 to \$299,999	65	54	- 16.9%
\$300,000 to \$499,999	80	62	- 22.5%
\$500,000 to \$999,999	93	85	- 8.6%
\$1,000,000 and Above	126	107	- 15.1%
All Price Ranges	67	59	- 11.9%

Single-Family

3-2020	3-2021	Change	3-2020	3-2021	Change
62	61	- 1.6%	51	53	+ 3.9%
46	44	- 4.3%	50	48	- 4.0%
65	52	- 20.0%	67	62	- 7.5%
80	60	- 25.0%	81	89	+ 9.9%
91	82	- 9.9%	110	107	- 2.7%
128	108	- 15.6%	111	98	- 11.7%
68	59	- 13.2%	61	62	+ 1.6%

Condo-Townhouse

By Construction Status	3-2020	3-2021	Change
Previously Owned	61	55	- 9.8%
New Construction	98	81	- 17.3%
All Property Types	67	59	- 11.9%

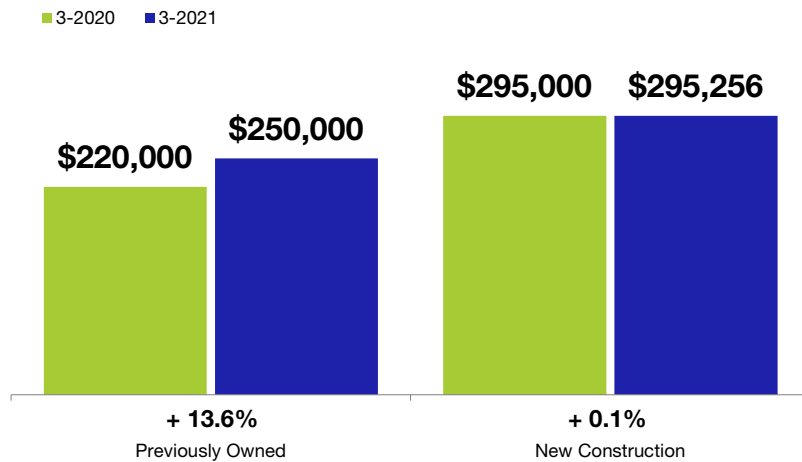
3-2020	3-2021	Change	3-2020	3-2021	Change
61	54	- 11.5%	59	58	- 1.7%
99	79	- 20.2%	81	94	+ 16.0%
68	59	- 13.2%	61	62	+ 1.6%

Median Sales Price

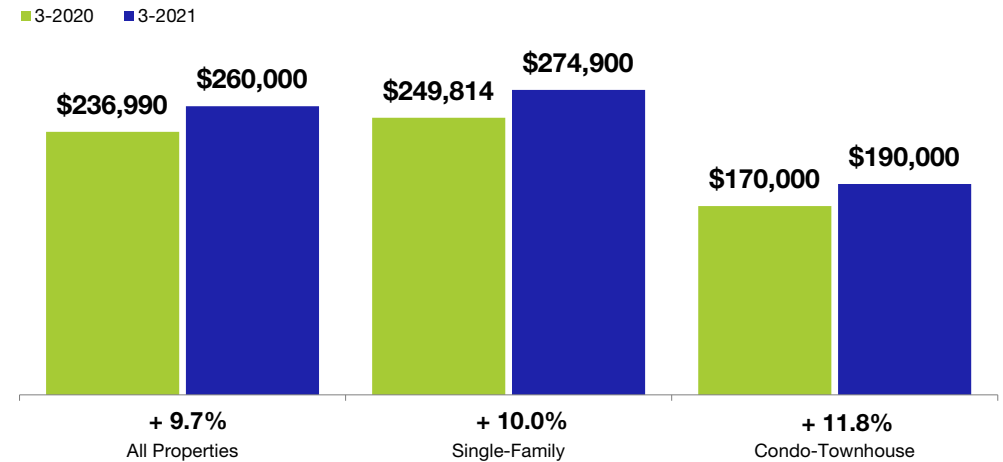
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Construction Status



By Property Type



All Properties

By Construction Status	3-2020	3-2021	Change
Previously Owned	\$220,000	\$250,000	+ 13.6%
New Construction	\$295,000	\$295,256	+ 0.1%
All Construction Statuses	\$236,990	\$260,000	+ 9.7%

Single-Family

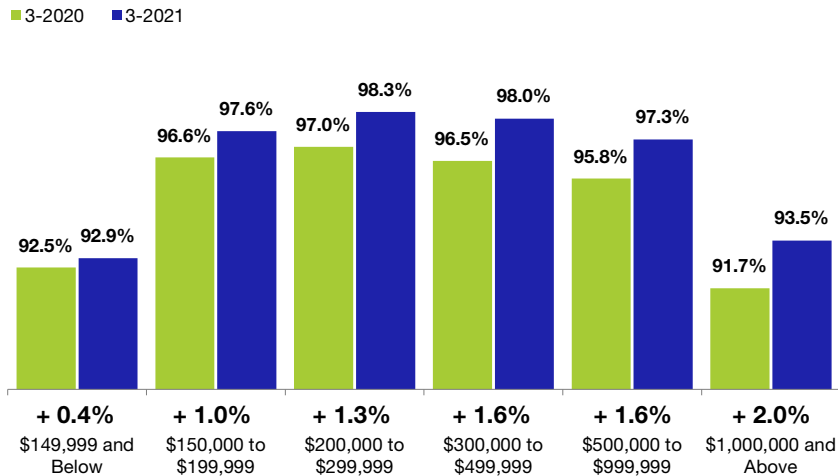
3-2020	3-2021	Change	3-2020	3-2021	Change
\$235,000	\$265,000	+ 12.8%	\$165,000	\$179,945	+ 9.1%
\$299,990	\$304,883	+ 1.6%	\$249,900	\$237,985	- 4.8%
\$249,814	\$274,900	+ 10.0%	\$170,000	\$190,000	+ 11.8%

Condo-Townhouse

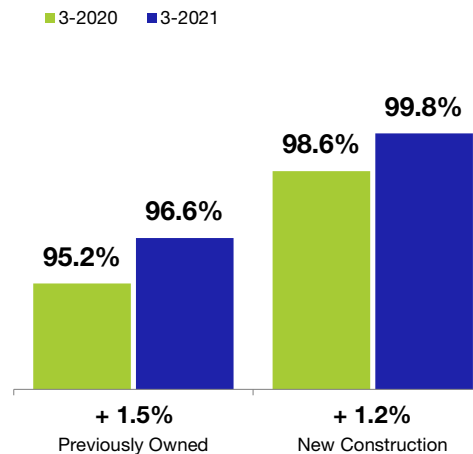
Percent of Original List Price Received

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.**

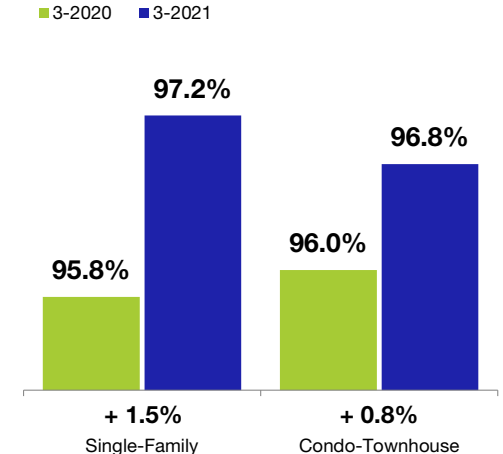
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	3-2020	3-2021	Change
\$149,999 and Below	92.5%	92.9%	+ 0.4%
\$150,000 to \$199,999	96.6%	97.6%	+ 1.0%
\$200,000 to \$299,999	97.0%	98.3%	+ 1.3%
\$300,000 to \$499,999	96.5%	98.0%	+ 1.6%
\$500,000 to \$999,999	95.8%	97.3%	+ 1.6%
\$1,000,000 and Above	91.7%	93.5%	+ 2.0%
All Price Ranges	95.8%	97.1%	+ 1.4%

Single-Family

3-2020	3-2021	Change	3-2020	3-2021	Change
91.3%	91.7%	+ 0.4%	95.2%	95.5%	+ 0.3%
96.4%	97.5%	+ 1.1%	97.1%	97.8%	+ 0.7%
97.1%	98.4%	+ 1.3%	96.3%	97.7%	+ 1.5%
96.5%	98.1%	+ 1.7%	95.6%	96.7%	+ 1.2%
95.9%	97.5%	+ 1.7%	95.0%	95.1%	+ 0.1%
91.7%	93.5%	+ 2.0%	92.2%	94.0%	+ 2.0%
95.8%	97.2%	+ 1.5%	96.0%	96.8%	+ 0.8%

Condo-Townhouse

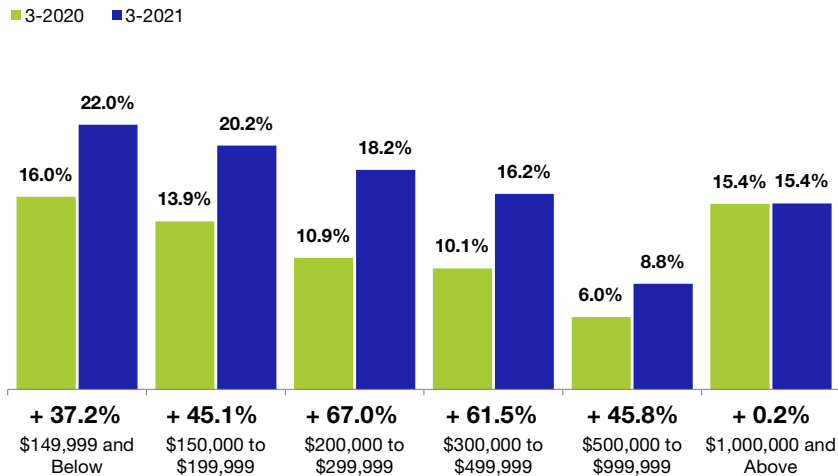
By Construction Status	3-2020	3-2021	Change
Previously Owned	95.2%	96.6%	+ 1.5%
New Construction	98.6%	99.8%	+ 1.2%
All Property Types	95.8%	97.1%	+ 1.4%

3-2020	3-2021	Change	3-2020	3-2021	Change
95.1%	96.6%	+ 1.6%	95.8%	96.6%	+ 0.8%
98.7%	100.0%	+ 1.3%	98.0%	98.3%	+ 0.3%
95.8%	97.2%	+ 1.5%	96.0%	96.8%	+ 0.8%

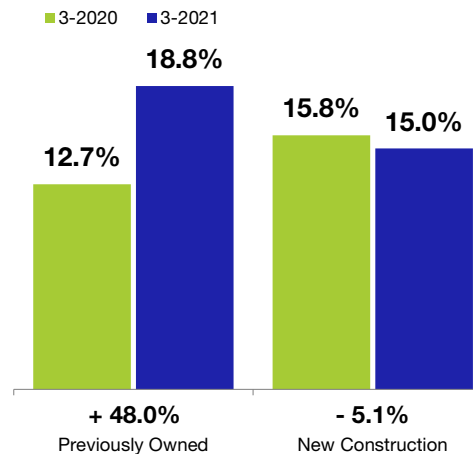
Percent of Properties Sold Over List Price

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

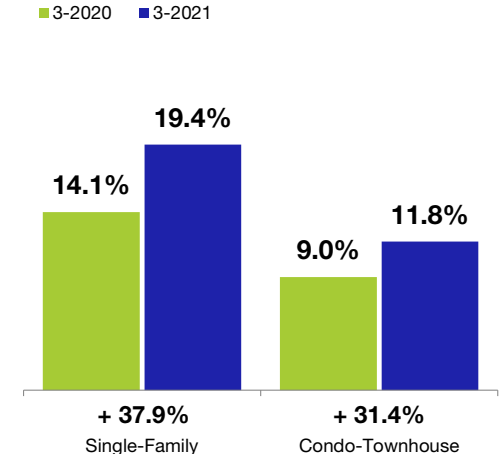
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	3-2020	3-2021	Change
\$149,999 and Below	16.0%	22.0%	+ 37.2%
\$150,000 to \$199,999	13.9%	20.2%	+ 45.1%
\$200,000 to \$299,999	10.9%	18.2%	+ 67.0%
\$300,000 to \$499,999	10.1%	16.2%	+ 61.5%
\$500,000 to \$999,999	6.0%	8.8%	+ 45.8%
\$1,000,000 and Above	15.4%	15.4%	+ 0.2%
All Price Ranges	13.2%	18.2%	+ 37.3%

Single-Family

3-2020	3-2021	Change
18.3%	24.7%	+ 34.7%
14.7%	21.7%	+ 47.5%
11.4%	19.1%	+ 67.9%
10.9%	17.0%	+ 56.8%
6.3%	9.2%	+ 46.8%
17.2%	17.0%	- 1.2%
14.1%	19.4%	+ 37.9%

Condo-Townhouse

3-2020	3-2021	Change
9.7%	15.9%	+ 64.2%
7.9%	11.1%	+ 40.7%
6.0%	7.7%	+ 28.8%
2.0%	9.0%	+ 357.7%
4.2%	4.7%	+ 10.1%
11.3%	11.9%	+ 5.2%
9.0%	11.8%	+ 31.4%

By Construction Status	3-2020	3-2021	Change
Previously Owned	12.7%	18.8%	+ 48.0%
New Construction	15.8%	15.0%	- 5.1%
All Property Types	13.2%	18.2%	+ 37.3%

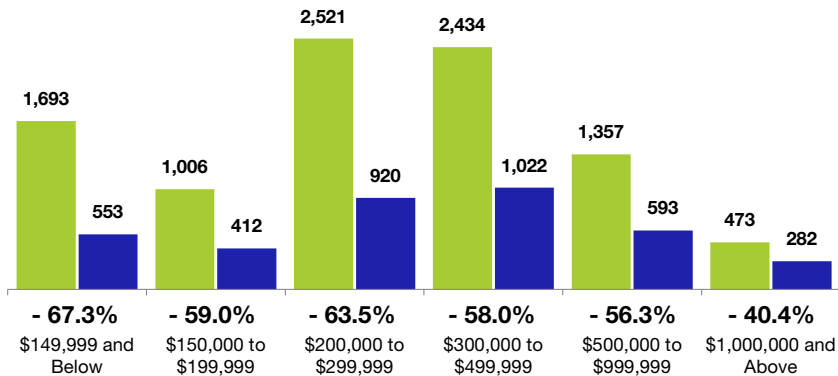
3-2020	3-2021	Change	3-2020	3-2021	Change
13.7%	20.3%	+ 48.2%	8.7%	12.2%	+ 40.4%
16.1%	15.8%	- 1.7%	12.6%	9.2%	- 27.1%
14.1%	19.4%	+ 37.9%	9.0%	11.8%	+ 31.4%

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.

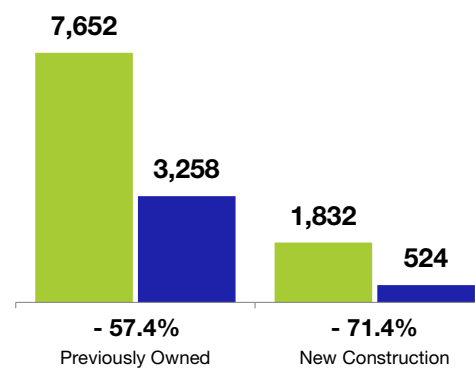
By Price Range

■ 3-2020 ■ 3-2021



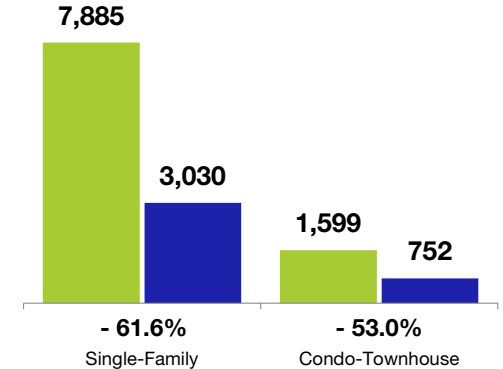
By Construction Status

■ 3-2020 ■ 3-2021



By Property Type

■ 3-2020 ■ 3-2021



All Properties

By Price Range	3-2020	3-2021	Change
\$149,999 and Below	1,693	553	- 67.3%
\$150,000 to \$199,999	1,006	412	- 59.0%
\$200,000 to \$299,999	2,521	920	- 63.5%
\$300,000 to \$499,999	2,434	1,022	- 58.0%
\$500,000 to \$999,999	1,357	593	- 56.3%
\$1,000,000 and Above	473	282	- 40.4%
All Price Ranges	9,484	3,782	- 60.1%

Single-Family

3-2020	3-2021	Change	3-2020	3-2021	Change
1,304	418	- 67.9%	389	135	- 65.3%
695	293	- 57.8%	311	119	- 61.7%
2,164	655	- 69.7%	357	265	- 25.8%
2,145	899	- 58.1%	289	123	- 57.4%
1,151	509	- 55.8%	206	84	- 59.2%
426	256	- 39.9%	47	26	- 44.7%
7,885	3,030	- 61.6%	1,599	752	- 53.0%

Condo-Townhouse

By Construction Status	3-2020	3-2021	Change
Previously Owned	7,652	3,258	- 57.4%
New Construction	1,832	524	- 71.4%
All Property Types	9,484	3,782	- 60.1%

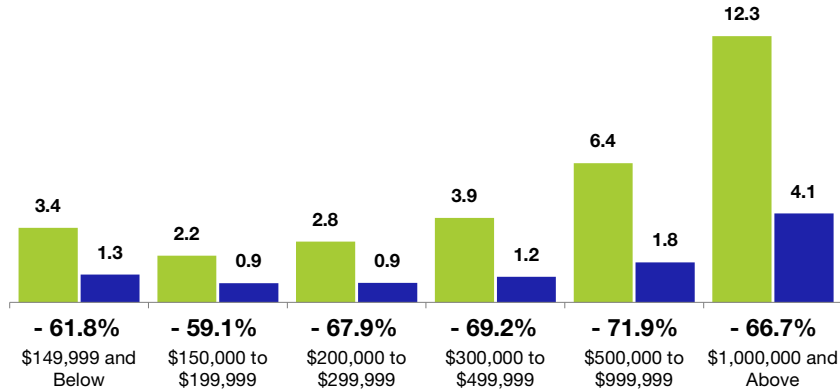
3-2020	3-2021	Change	3-2020	3-2021	Change
6,296	2,666	- 57.7%	1,356	592	- 56.3%
1,589	364	- 77.1%	243	160	- 34.2%
7,885	3,030	- 61.6%	1,599	752	- 53.0%

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.

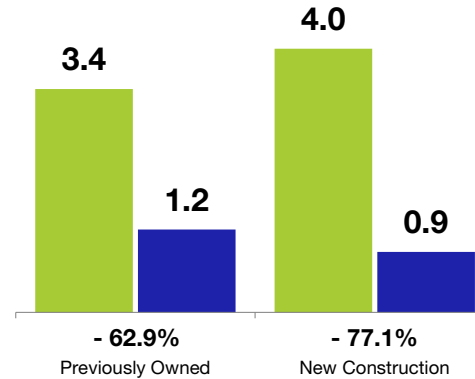
By Price Range

■ 3-2020 ■ 3-2021



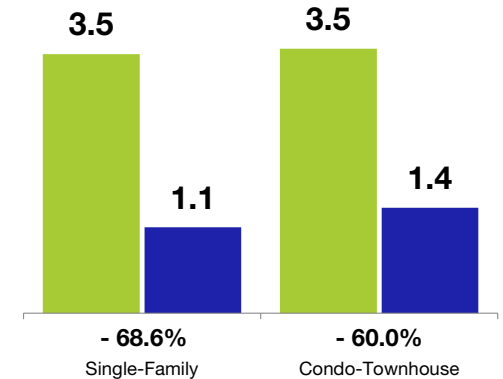
By Construction Status

■ 3-2020 ■ 3-2021



By Property Type

■ 3-2020 ■ 3-2021



All Properties

By Price Range	3-2020	3-2021	Change
\$149,999 and Below	3.4	1.3	- 61.8%
\$150,000 to \$199,999	2.2	0.9	- 59.1%
\$200,000 to \$299,999	2.8	0.9	- 67.9%
\$300,000 to \$499,999	3.9	1.2	- 69.2%
\$500,000 to \$999,999	6.4	1.8	- 71.9%
\$1,000,000 and Above	12.3	4.1	- 66.7%
All Price Ranges	3.5	1.2	- 65.7%

Single-Family

3-2020	3-2021	Change	3-2020	3-2021	Change
3.8	1.4	- 63.2%	2.7	1.1	- 59.3%
2.1	0.9	- 57.1%	2.4	0.8	- 66.7%
2.7	0.7	- 74.1%	3.7	1.8	- 51.4%
3.8	1.1	- 71.1%	5.2	1.7	- 67.3%
6.0	1.8	- 70.0%	10.7	2.6	- 75.7%
12.8	4.2	- 67.2%	9.0	3.3	- 63.3%
3.5	1.1	- 68.6%	3.5	1.4	- 60.0%

Condo-Townhouse

By Construction Status	3-2020	3-2021	Change
Previously Owned	3.4	1.2	- 62.9%
New Construction	4.0	0.9	- 77.1%
All Property Types	3.5	1.2	- 65.7%

3-2020	3-2021	Change	3-2020	3-2021	Change
3.4	1.2	- 63.5%	3.3	1.3	- 60.2%
3.7	0.7	- 80.4%	6.6	2.0	- 69.4%
3.5	1.1	- 68.6%	3.5	1.4	- 60.0%

Local Market Update – March 2021

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



Southside / Mandarin / Bartram

Region 01

- 0.9%

+ 4.4%

+ 10.3%

Change in
New Listings

Change in
Closed Sales

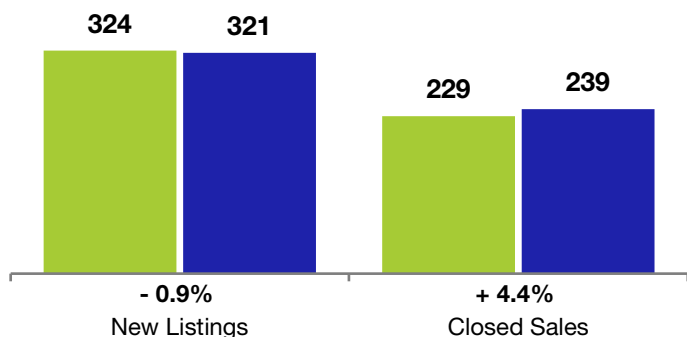
Change in
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	324	321	- 0.9%	897	787	- 12.3%
Closed Sales	229	239	+ 4.4%	567	660	+ 16.4%
Median Sales Price*	\$247,500	\$273,000	+ 10.3%	\$249,950	\$265,000	+ 6.0%
Percent of Original List Price Received*	97.1%	98.7%	+ 1.6%	96.5%	98.3%	+ 1.9%
Percent of Properties Sold Over List Price*	21.0%	33.9%	+ 61.4%	14.0%	30.0%	+ 114.3%
Days on Market Until Sale	53	52	- 1.9%	61	47	- 23.0%
Inventory of Homes for Sale	675	348	- 48.4%	--	--	--
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.

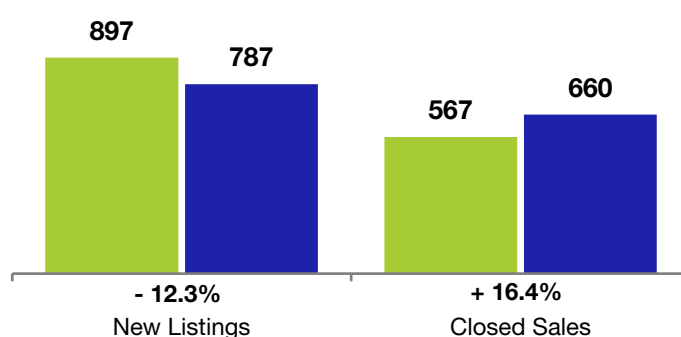
March

■ 2020 ■ 2021

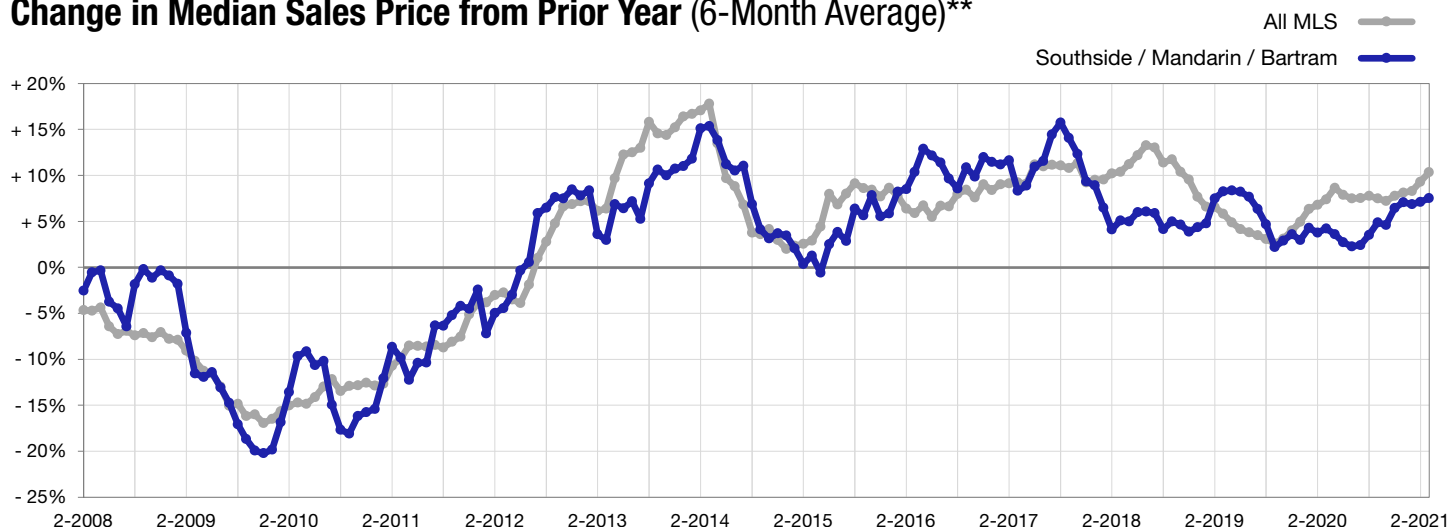


Year to Date

■ 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 – March 2021

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



Southside

- 17.5% **+ 14.5%** **+ 2.4%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 02

March

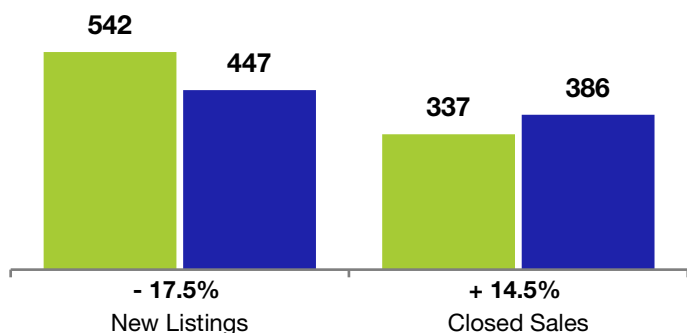
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	542	447	- 17.5%	1,282	1,183	- 7.7%
Closed Sales	337	386	+ 14.5%	875	1,021	+ 16.7%
Median Sales Price*	\$232,125	\$237,750	+ 2.4%	\$233,470	\$241,000	+ 3.2%
Percent of Original List Price Received*	97.0%	100.0%	+ 3.1%	96.6%	98.7%	+ 2.2%
Percent of Properties Sold Over List Price*	15.4%	36.8%	+ 139.0%	12.8%	26.2%	+ 104.7%
Days on Market Until Sale	52	35	- 32.7%	64	45	- 29.7%
Inventory of Homes for Sale	945	406	- 57.0%	--	--	--
Months Supply of Inventory	2.8	1.0	- 64.3%	--	--	--

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

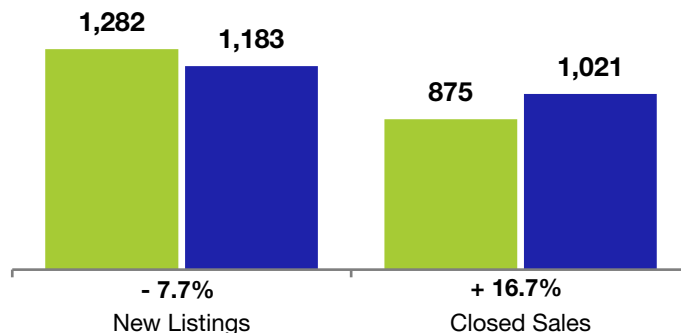
March

■ 2020 ■ 2021

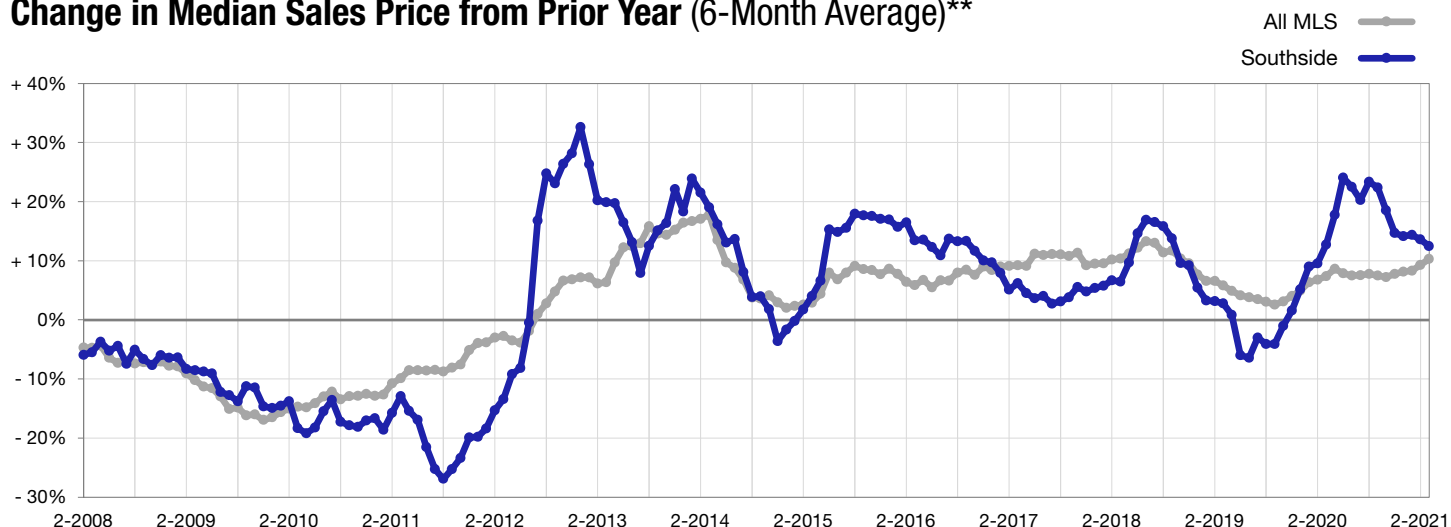


Year to Date

■ 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 – March 2021

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



Riverside / Avondale / Ortega

Region 03

- 7.4%

+ 38.3%

+ 9.9%

Change in
New Listings

Change in
Closed Sales

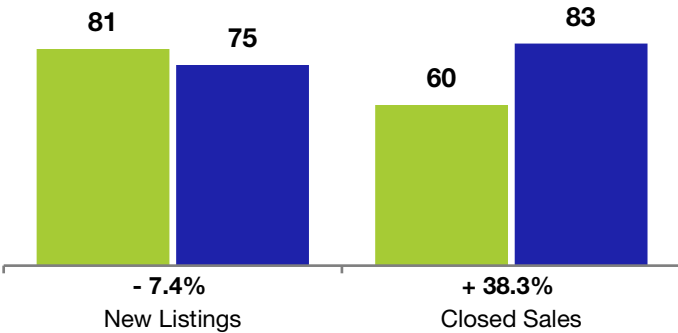
Change in
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	81	75	- 7.4%	231	224	- 3.0%
Closed Sales	60	83	+ 38.3%	136	174	+ 27.9%
Median Sales Price*	\$355,000	\$390,000	+ 9.9%	\$311,250	\$347,200	+ 11.6%
Percent of Original List Price Received*	95.2%	97.0%	+ 1.9%	94.5%	96.3%	+ 1.9%
Percent of Properties Sold Over List Price*	11.7%	32.5%	+ 177.8%	12.5%	25.9%	+ 107.2%
Days on Market Until Sale	80	68	- 15.0%	80	73	- 8.8%
Inventory of Homes for Sale	219	122	- 44.3%	--	--	--
Months Supply of Inventory	4.3	2.1	- 51.2%	--	--	--

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

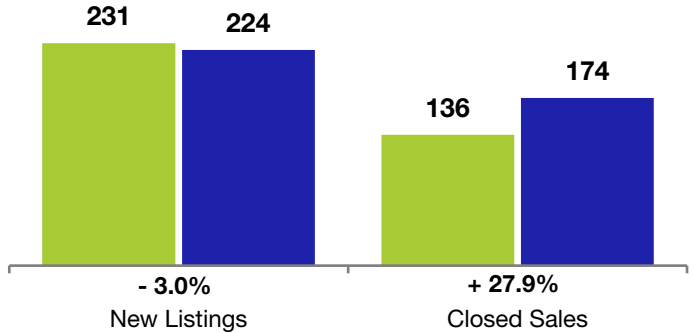
March

■ 2020 ■ 2021

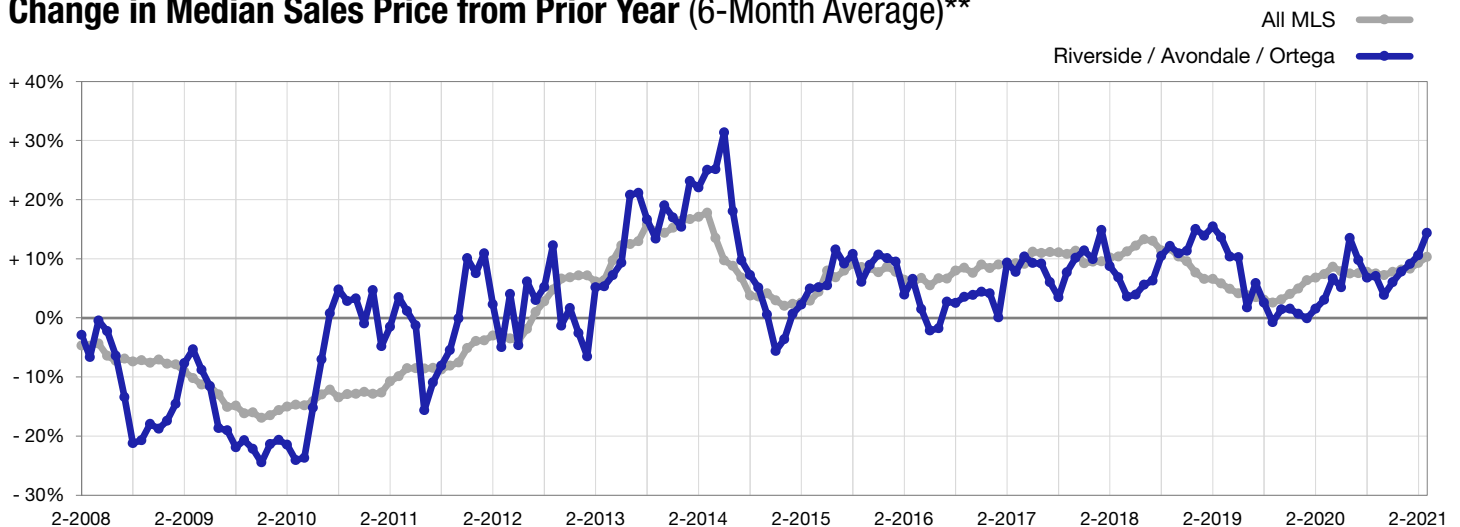


Year to Date

■ 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 – March 2021

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



Arlington / Fort Caroline

Region 04

+ 2.2%

+ 12.3%

+ 23.2%

Change in
New Listings

Change in
Closed Sales

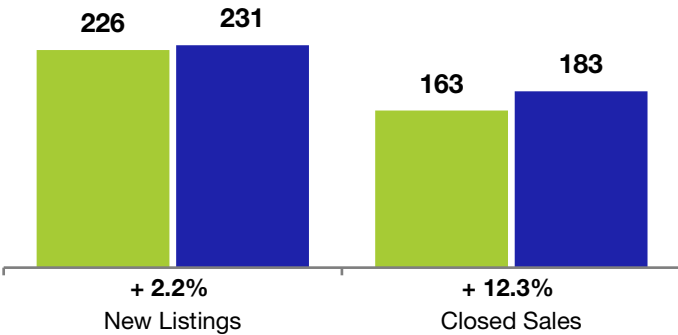
Change in
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	226	231	+ 2.2%	638	609	- 4.5%
Closed Sales	163	183	+ 12.3%	430	474	+ 10.2%
Median Sales Price*	\$207,000	\$255,000	+ 23.2%	\$215,000	\$235,326	+ 9.5%
Percent of Original List Price Received*	96.7%	98.9%	+ 2.3%	96.9%	98.6%	+ 1.8%
Percent of Properties Sold Over List Price*	11.7%	36.6%	+ 212.8%	14.0%	31.9%	+ 127.9%
Days on Market Until Sale	42	40	- 4.8%	48	40	- 16.7%
Inventory of Homes for Sale	389	184	- 52.7%	--	--	--
Months Supply of Inventory	2.3	1.0	- 56.5%	--	--	--

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

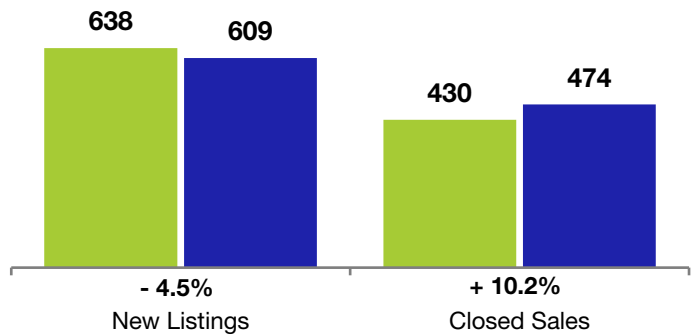
March

■ 2020 ■ 2021

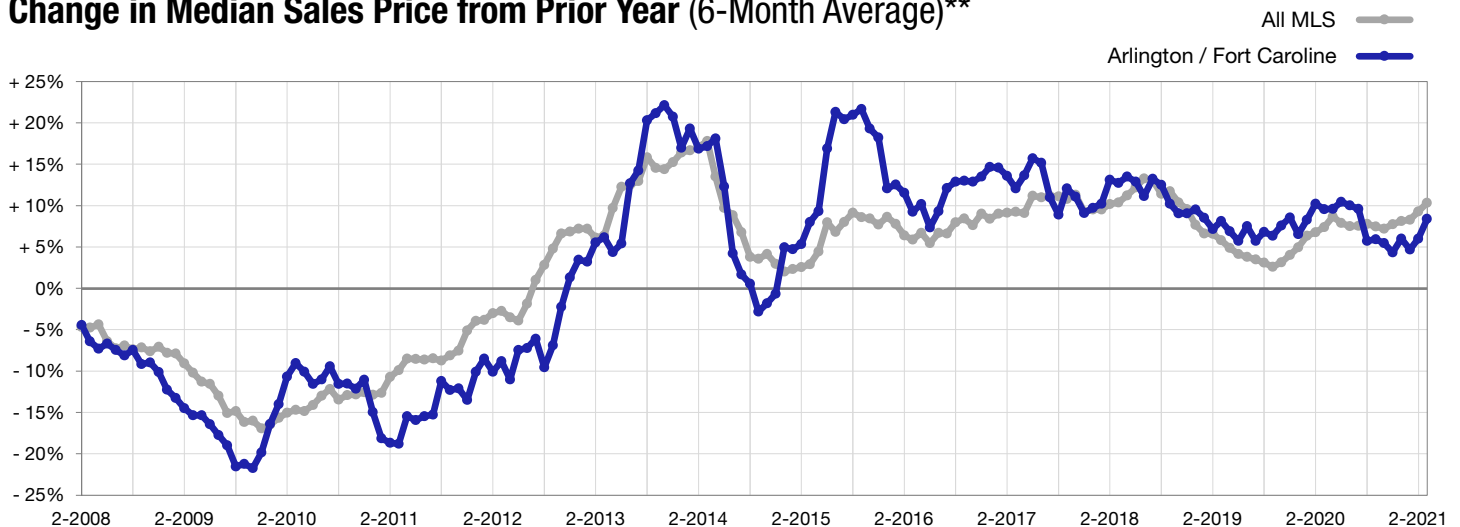


Year to Date

■ 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 – March 2021

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



Hyde Grove / Murray Hill / Lakeshore / Wesconnett

+ 22.4%

0.0%

+ 19.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 05

March

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	165	202	+ 22.4%	445	512	+ 15.1%
Closed Sales	130	130	0.0%	332	370	+ 11.4%
Median Sales Price*	\$147,250	\$175,650	+ 19.3%	\$150,000	\$174,000	+ 16.0%
Percent of Original List Price Received*	95.1%	97.6%	+ 2.6%	94.8%	97.4%	+ 2.7%
Percent of Properties Sold Over List Price*	18.5%	26.2%	+ 41.6%	16.6%	22.2%	+ 33.7%
Days on Market Until Sale	62	39	- 37.1%	57	37	- 35.1%
Inventory of Homes for Sale	311	178	- 42.8%	--	--	--
Months Supply of Inventory	2.7	1.4	- 48.1%	--	--	--

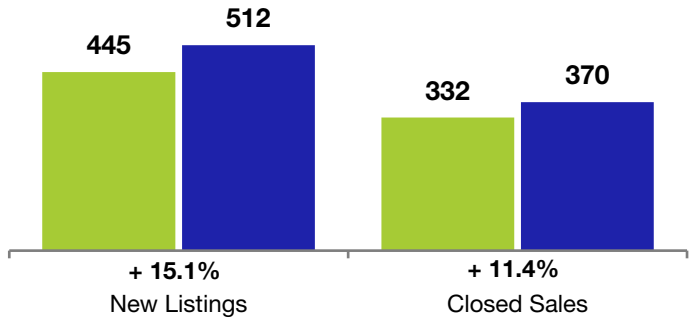
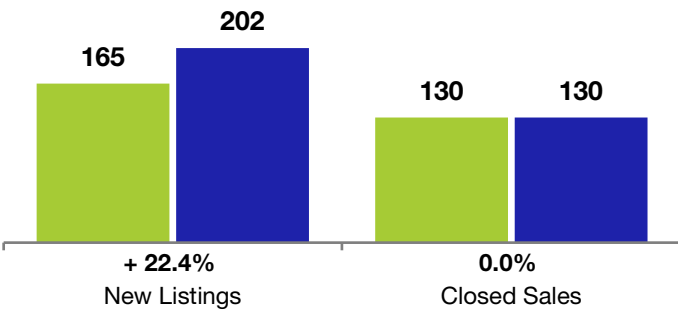
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March

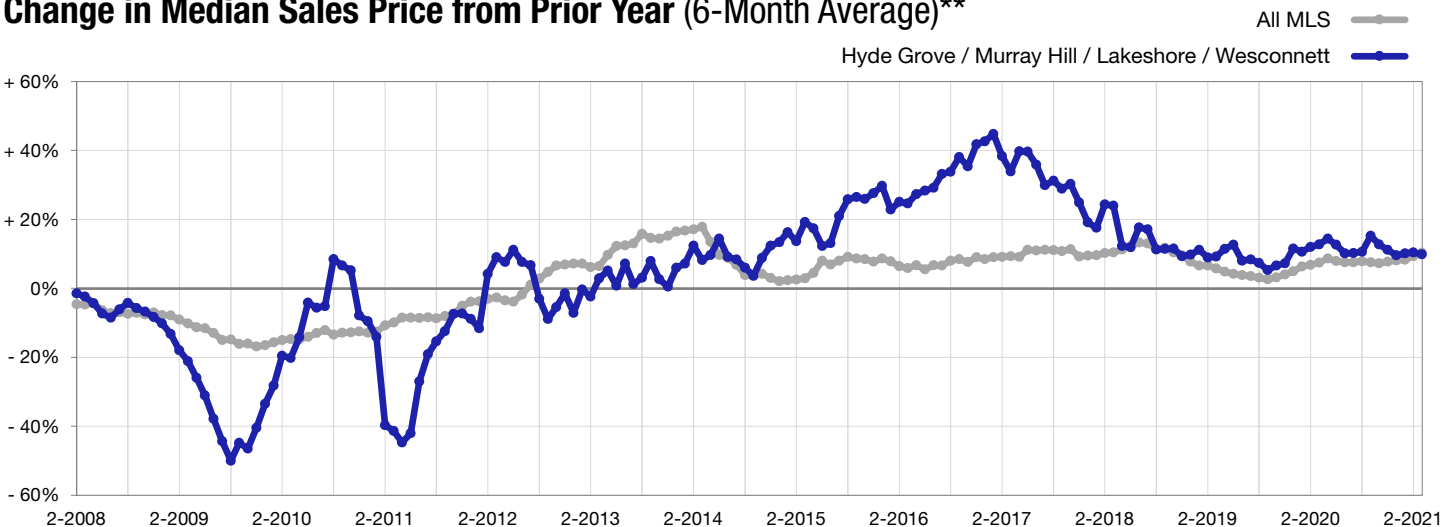
■ 2020 ■ 2021

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 – March 2021

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



West Jacksonville

- 21.5%

+ 15.3%

+ 13.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 06

March

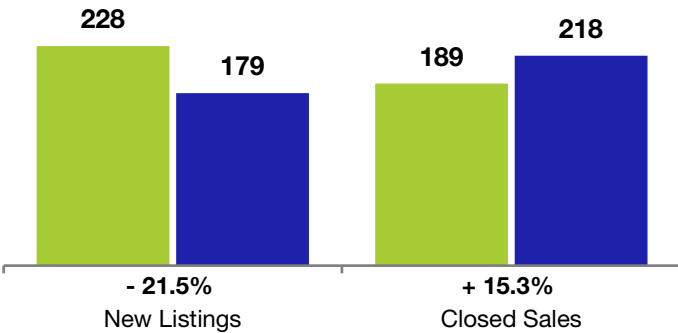
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	228	179	- 21.5%	633	595	- 6.0%
Closed Sales	189	218	+ 15.3%	464	549	+ 18.3%
Median Sales Price*	\$196,000	\$222,845	+ 13.7%	\$190,000	\$226,995	+ 19.5%
Percent of Original List Price Received*	97.4%	99.0%	+ 1.6%	96.5%	98.9%	+ 2.5%
Percent of Properties Sold Over List Price*	18.5%	27.5%	+ 48.6%	16.8%	24.2%	+ 44.0%
Days on Market Until Sale	52	36	- 30.8%	61	42	- 31.1%
Inventory of Homes for Sale	422	157	- 62.8%	--	--	--
Months Supply of Inventory	2.5	0.8	- 68.0%	--	--	--

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

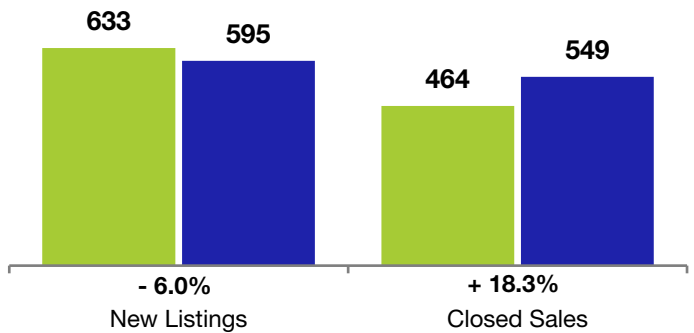
March

■ 2020 ■ 2021

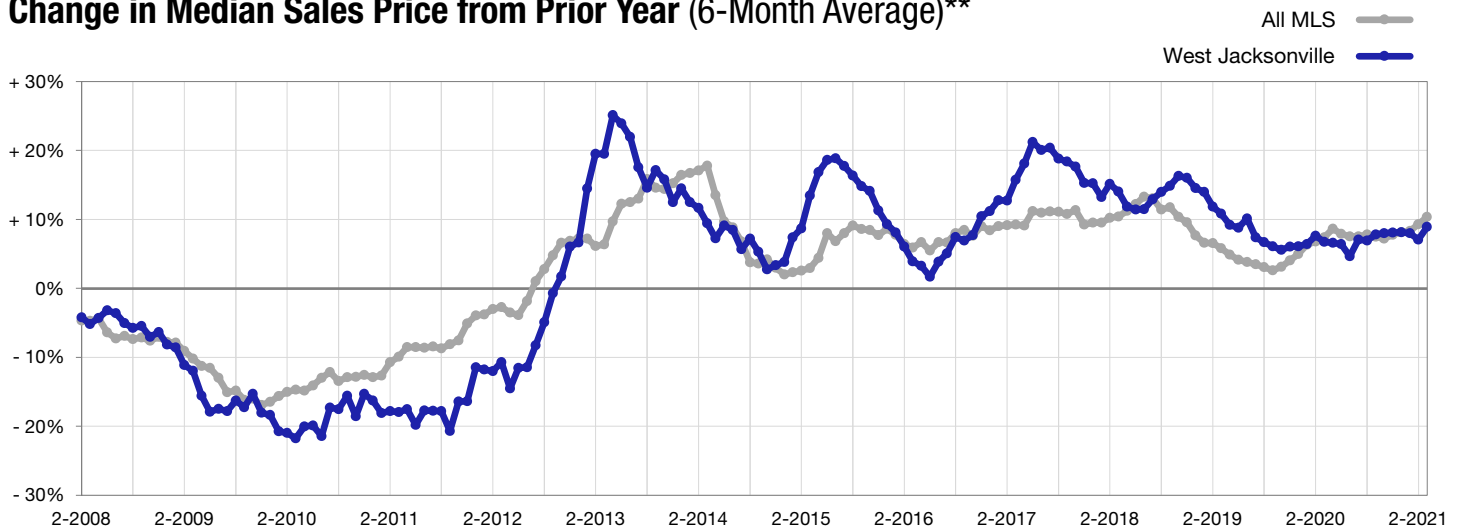


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



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

+ 2.4%

Change in
New Listings

+ 84.0%

Change in
Closed Sales

+ 42.3%

Change in
Median Sales Price

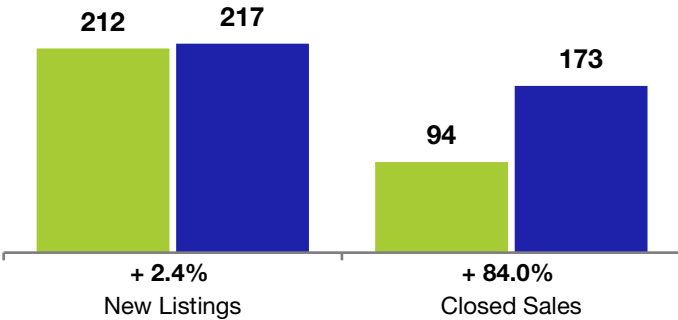
Region 07

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	212	217	+ 2.4%	578	667	+ 15.4%
Closed Sales	94	173	+ 84.0%	333	442	+ 32.7%
Median Sales Price*	\$78,000	\$111,000	+ 42.3%	\$68,000	\$115,500	+ 69.9%
Percent of Original List Price Received*	90.7%	93.4%	+ 3.0%	89.3%	93.5%	+ 4.7%
Percent of Properties Sold Over List Price*	16.3%	11.0%	- 32.5%	12.2%	9.8%	- 19.7%
Days on Market Until Sale	68	49	- 27.9%	75	50	- 33.3%
Inventory of Homes for Sale	597	310	- 48.1%	--	--	--
Months Supply of Inventory	5.0	2.1	- 58.0%	--	--	--

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

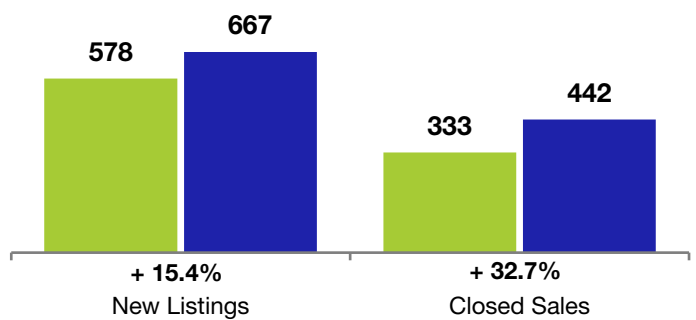
March

■ 2020 ■ 2021



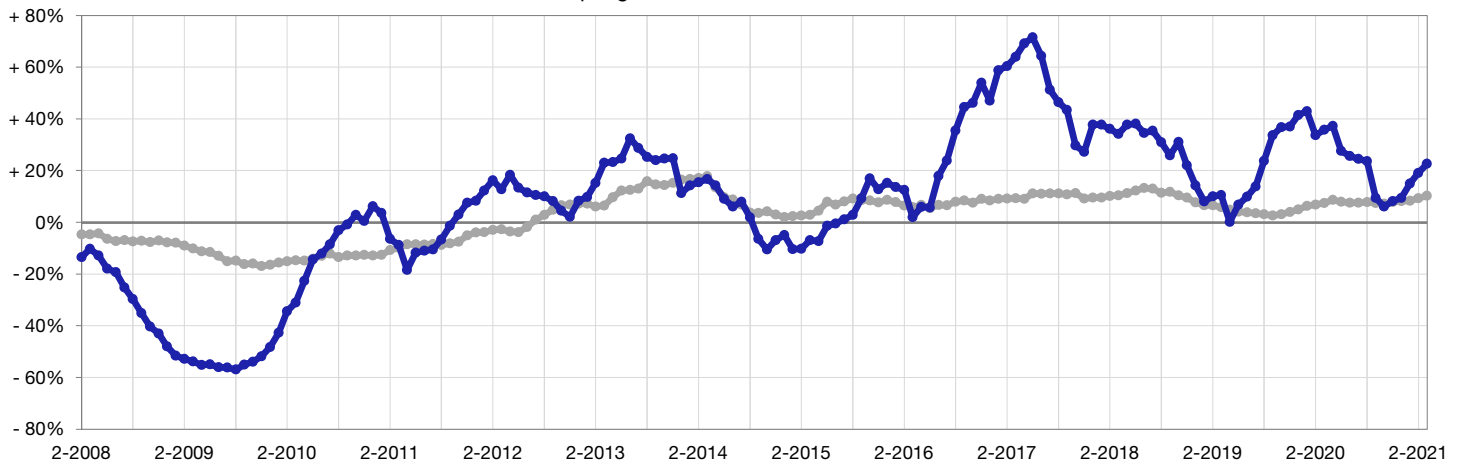
Year to Date

■ 2020 ■ 2021



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

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



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Local Market Update – March 2021

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



Marietta / Whitehouse / Baldwin / Garden St / Dinsmore

- 26.5% **- 22.9%** **+ 48.1%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 08

March

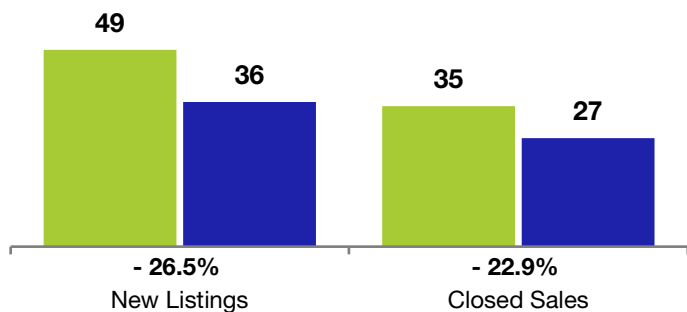
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	49	36	- 26.5%	124	80	- 35.5%
Closed Sales	35	27	- 22.9%	73	59	- 19.2%
Median Sales Price*	\$178,950	\$264,985	+ 48.1%	\$182,000	\$252,000	+ 38.5%
Percent of Original List Price Received*	96.4%	96.7%	+ 0.3%	97.4%	96.5%	- 0.9%
Percent of Properties Sold Over List Price*	17.6%	25.9%	+ 47.2%	21.1%	13.6%	- 35.5%
Days on Market Until Sale	55	49	- 10.9%	50	44	- 12.0%
Inventory of Homes for Sale	76	41	- 46.1%	--	--	--
Months Supply of Inventory	3.0	1.5	- 50.0%	--	--	--

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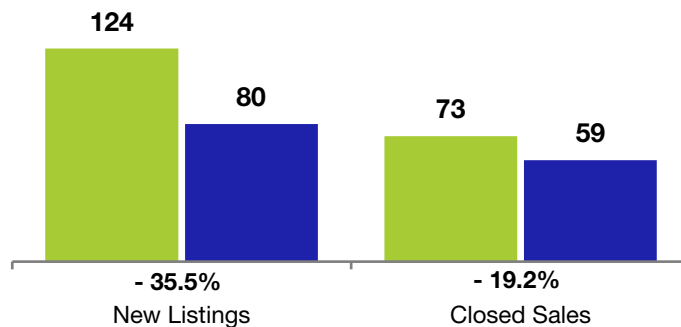
March

■ 2020 ■ 2021

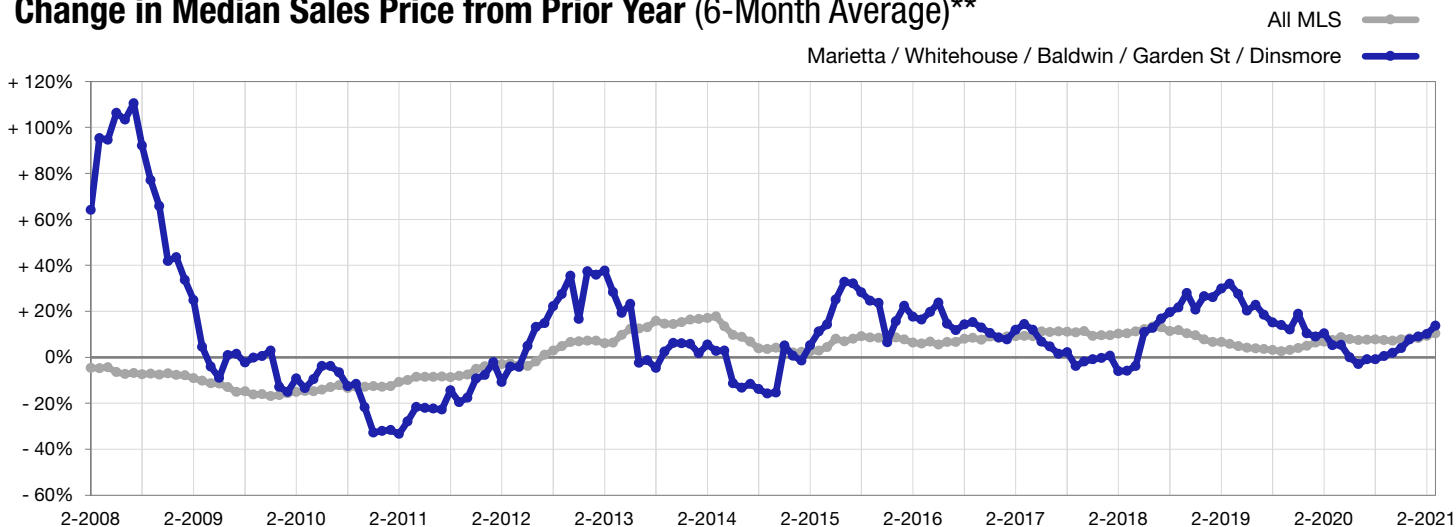


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



Jacksonville - North

- 25.0%

+ 8.3%

+ 14.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 09

March

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	236	177	- 25.0%	567	458	- 19.2%
Closed Sales	169	183	+ 8.3%	439	464	+ 5.7%
Median Sales Price*	\$230,912	\$265,000	+ 14.8%	\$228,500	\$256,990	+ 12.5%
Percent of Original List Price Received*	97.9%	99.1%	+ 1.2%	97.1%	99.5%	+ 2.5%
Percent of Properties Sold Over List Price*	14.8%	27.9%	+ 88.5%	13.9%	26.6%	+ 91.4%
Days on Market Until Sale	72	41	- 43.1%	71	43	- 39.4%
Inventory of Homes for Sale	415	154	- 62.9%	--	--	--
Months Supply of Inventory	2.5	0.9	- 64.0%	--	--	--

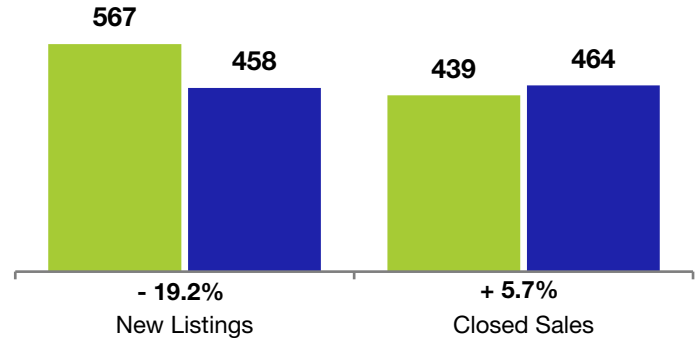
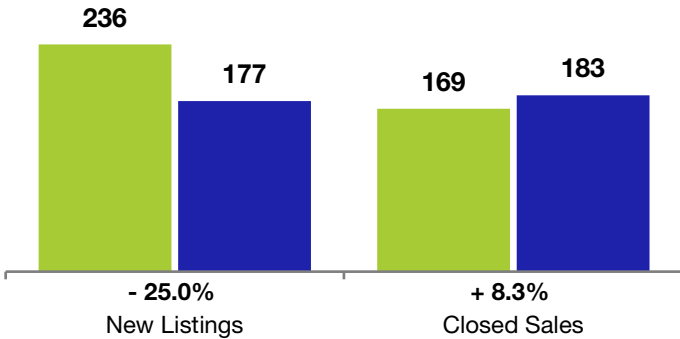
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March

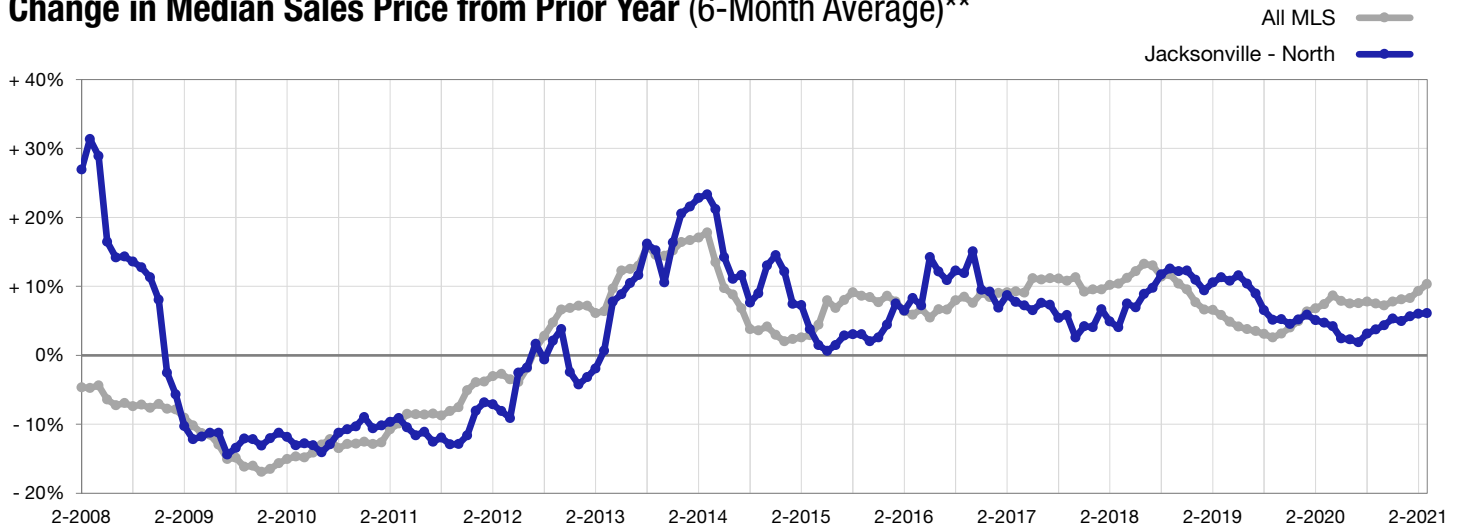
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



Fleming Island Area

- 4.0%

+ 20.4%

+ 21.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 12

March

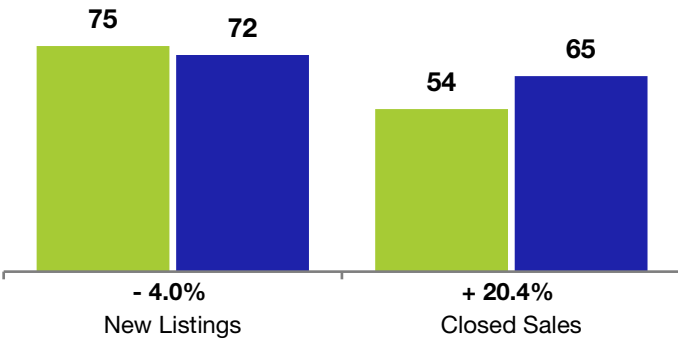
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	75	72	- 4.0%	189	177	- 6.3%
Closed Sales	54	65	+ 20.4%	127	142	+ 11.8%
Median Sales Price*	\$299,500	\$365,000	+ 21.9%	\$285,000	\$360,000	+ 26.3%
Percent of Original List Price Received*	95.5%	99.2%	+ 3.9%	96.6%	98.7%	+ 2.2%
Percent of Properties Sold Over List Price*	14.8%	29.2%	+ 97.3%	15.7%	23.9%	+ 52.2%
Days on Market Until Sale	77	34	- 55.8%	58	43	- 25.9%
Inventory of Homes for Sale	128	50	- 60.9%	--	--	--
Months Supply of Inventory	2.5	0.8	- 68.0%	--	--	--

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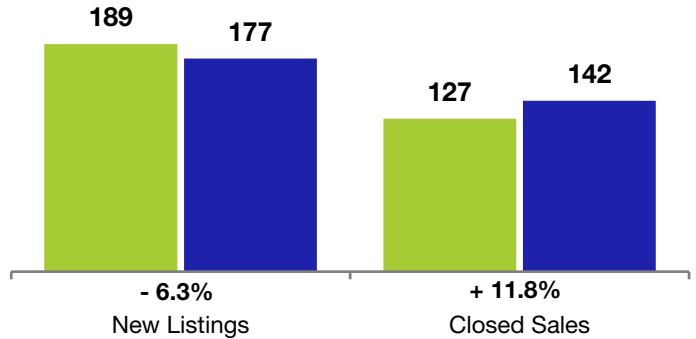
March

■ 2020 ■ 2021

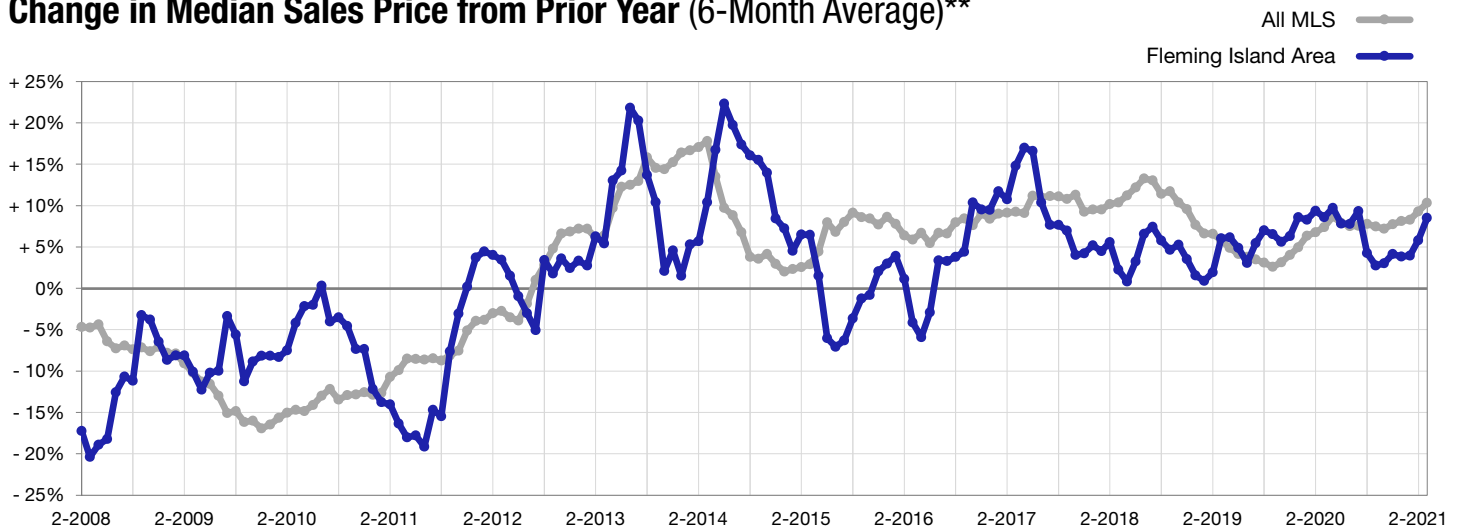


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



Orange Park

+ 18.4%

- 1.5%

+ 5.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 13

March

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	163	193	+ 18.4%	464	456	- 1.7%
Closed Sales	133	131	- 1.5%	336	342	+ 1.8%
Median Sales Price*	\$225,000	\$237,500	+ 5.6%	\$215,000	\$240,850	+ 12.0%
Percent of Original List Price Received*	96.7%	98.9%	+ 2.3%	96.9%	98.4%	+ 1.5%
Percent of Properties Sold Over List Price*	19.5%	37.4%	+ 91.8%	18.8%	31.9%	+ 69.7%
Days on Market Until Sale	71	28	- 60.6%	65	37	- 43.1%
Inventory of Homes for Sale	323	145	- 55.1%	--	--	--
Months Supply of Inventory	2.5	1.1	- 56.0%	--	--	--

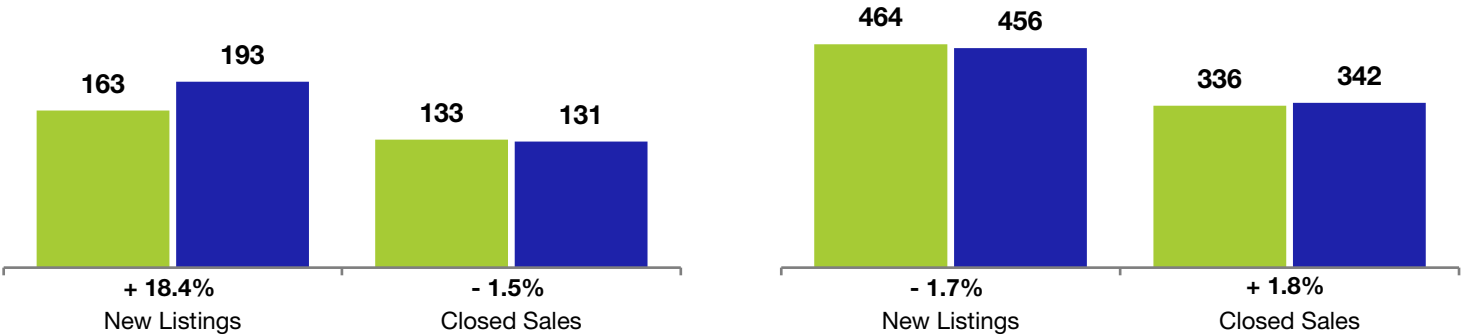
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March

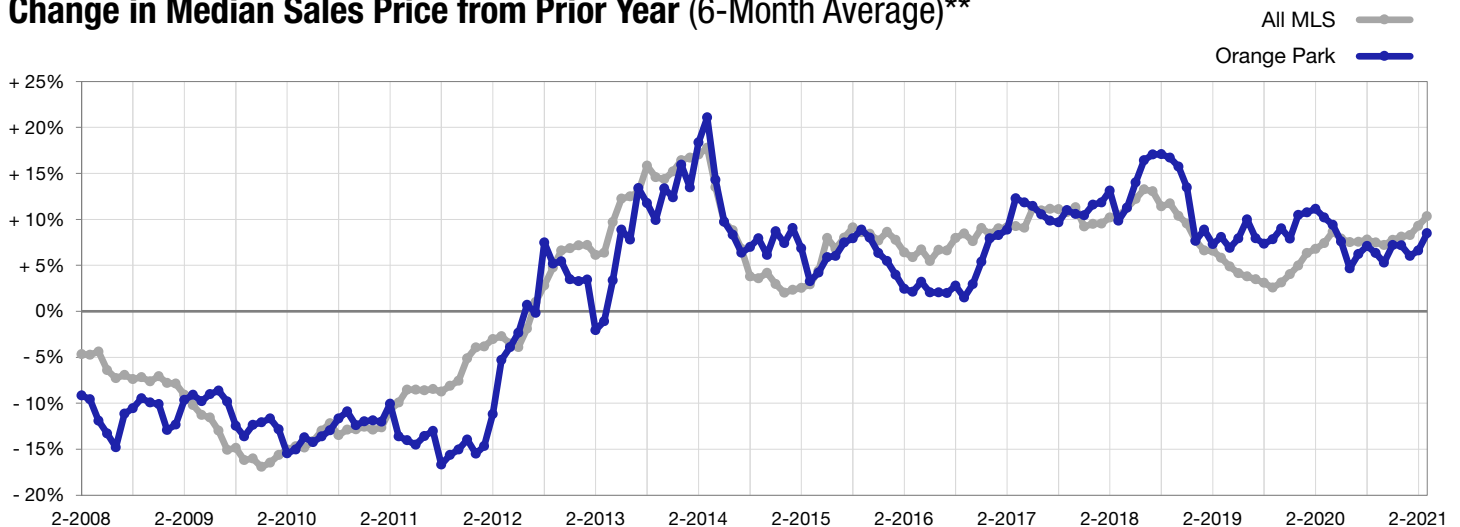
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



Middleburg Vicinity

- 8.4%

+ 23.2%

+ 14.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 14

March

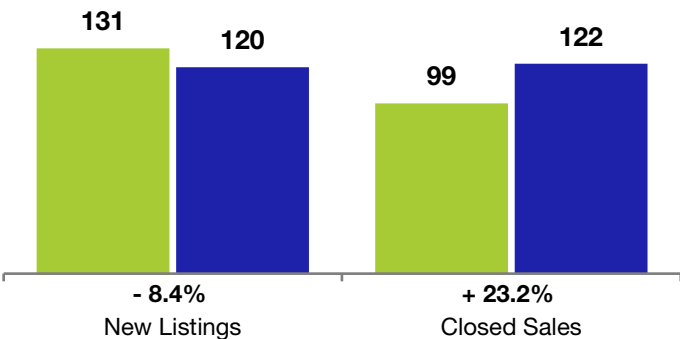
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	131	120	- 8.4%	330	301	- 8.8%
Closed Sales	99	122	+ 23.2%	212	255	+ 20.3%
Median Sales Price*	\$224,990	\$258,495	+ 14.9%	\$219,000	\$247,000	+ 12.8%
Percent of Original List Price Received*	96.9%	100.1%	+ 3.3%	96.4%	99.0%	+ 2.7%
Percent of Properties Sold Over List Price*	22.2%	34.4%	+ 55.0%	19.4%	29.0%	+ 49.5%
Days on Market Until Sale	69	46	- 33.3%	68	47	- 30.9%
Inventory of Homes for Sale	282	98	- 65.2%	--	--	--
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.

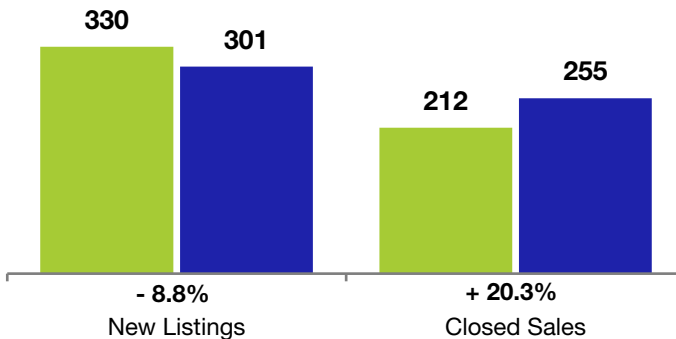
March

■ 2020 ■ 2021

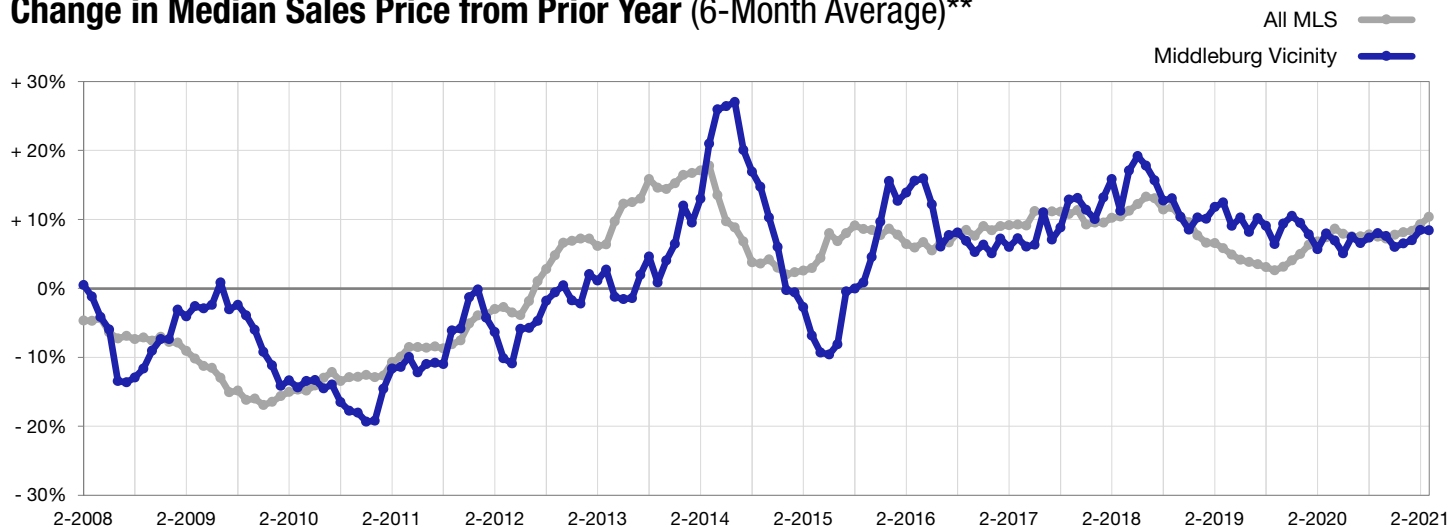


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



Keystone Heights Vicinity

Region 15

- 68.0% **+ 38.9%** **+ 25.2%**

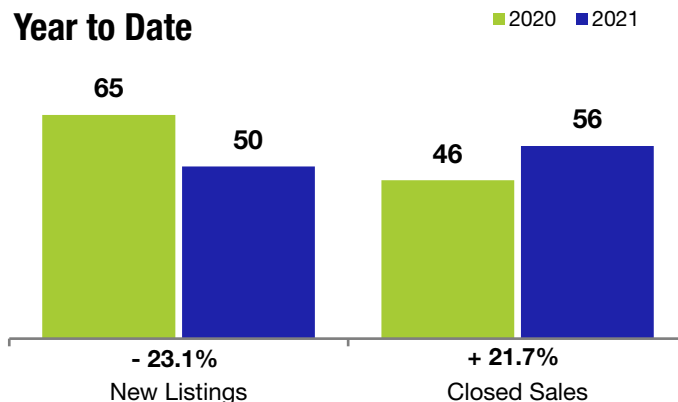
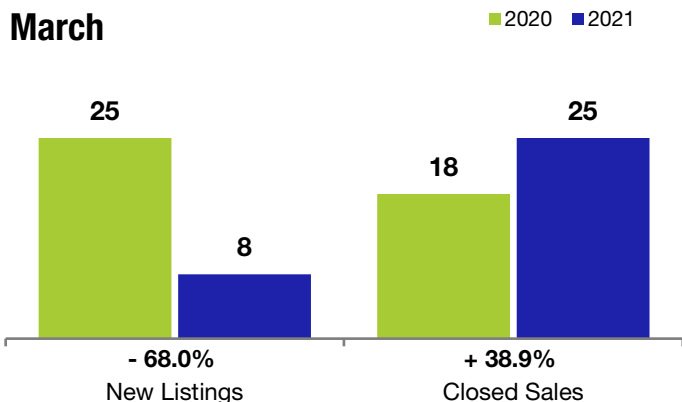
Change in
New Listings

Change in
Closed Sales

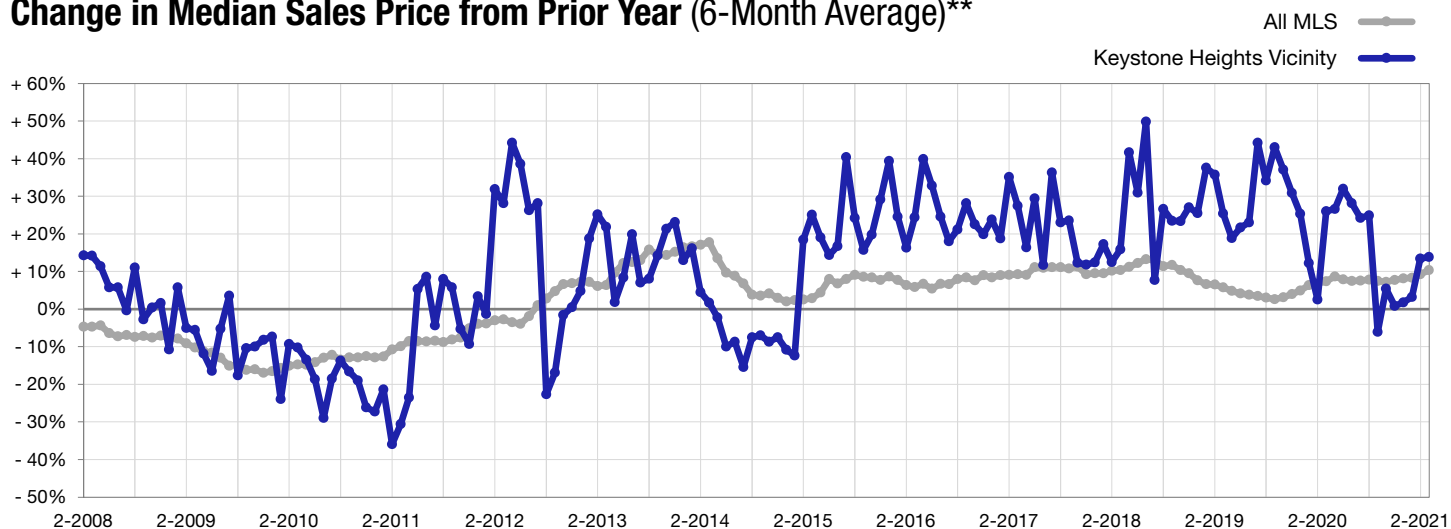
Change in
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	25	8	- 68.0%	65	50	- 23.1%
Closed Sales	18	25	+ 38.9%	46	56	+ 21.7%
Median Sales Price*	\$135,000	\$169,000	+ 25.2%	\$146,500	\$171,000	+ 16.7%
Percent of Original List Price Received*	88.8%	89.8%	+ 1.1%	90.8%	94.0%	+ 3.5%
Percent of Properties Sold Over List Price*	16.7%	12.0%	- 28.1%	13.0%	17.9%	+ 37.7%
Days on Market Until Sale	88	85	- 3.4%	100	64	- 36.0%
Inventory of Homes for Sale	86	36	- 58.1%	--	--	--
Months Supply of Inventory	5.2	1.9	- 63.5%	--	--	--

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



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Local Market Update – March 2021

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



Green Cove Springs

- 51.3%

+ 14.5%

+ 25.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 16

March

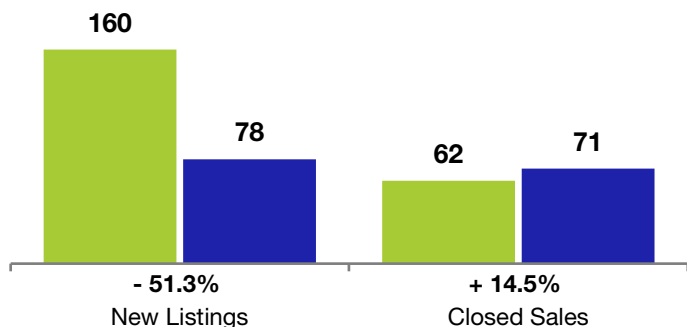
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	160	78	- 51.3%	314	207	- 34.1%
Closed Sales	62	71	+ 14.5%	167	181	+ 8.4%
Median Sales Price*	\$210,995	\$265,000	+ 25.6%	\$216,953	\$255,000	+ 17.5%
Percent of Original List Price Received*	97.7%	98.5%	+ 0.8%	97.7%	98.5%	+ 0.8%
Percent of Properties Sold Over List Price*	12.9%	18.3%	+ 41.9%	15.7%	18.8%	+ 19.7%
Days on Market Until Sale	61	49	- 19.7%	72	49	- 31.9%
Inventory of Homes for Sale	257	83	- 67.7%	--	--	--
Months Supply of Inventory	4.3	1.1	- 74.4%	--	--	--

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

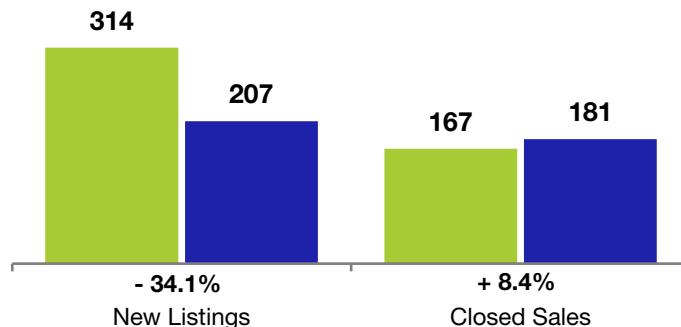
March

■ 2020 ■ 2021

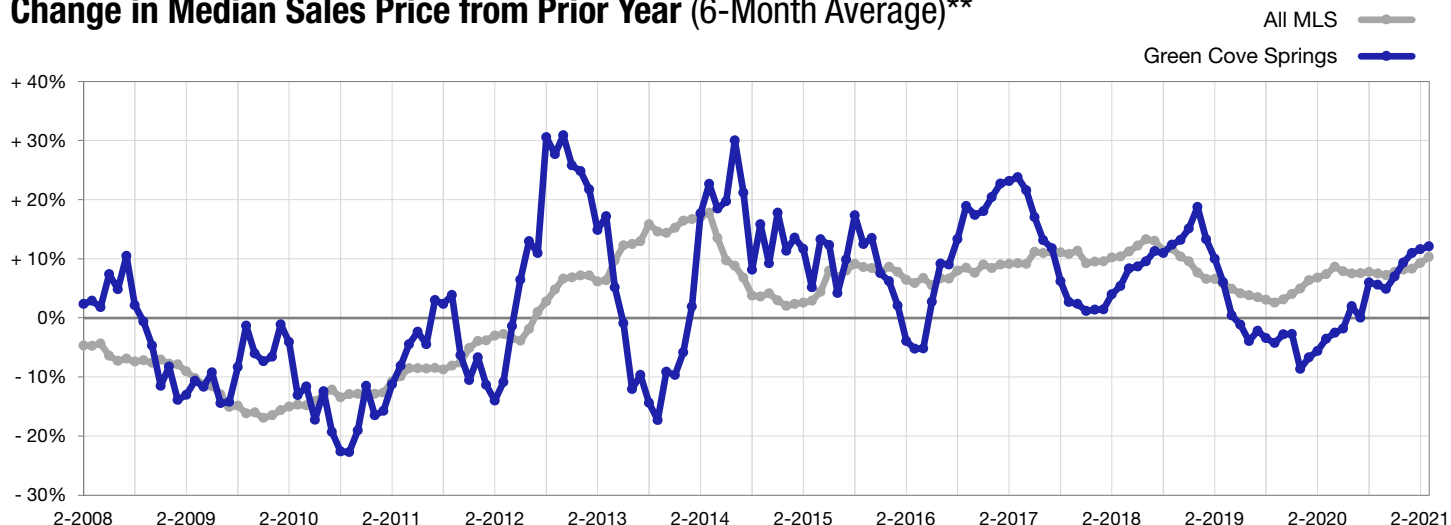


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



Jacksonville Beach

- 20.2%

+ 27.7%

+ 27.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 21

March

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	94	75	- 20.2%	244	178	- 27.0%
Closed Sales	47	60	+ 27.7%	134	159	+ 18.7%
Median Sales Price*	\$401,800	\$511,000	+ 27.2%	\$421,250	\$512,000	+ 21.5%
Percent of Original List Price Received*	96.0%	99.4%	+ 3.5%	95.5%	98.5%	+ 3.1%
Percent of Properties Sold Over List Price*	17.0%	30.0%	+ 76.5%	8.2%	23.3%	+ 184.1%
Days on Market Until Sale	60	41	- 31.7%	68	45	- 33.8%
Inventory of Homes for Sale	211	76	- 64.0%	--	--	--
Months Supply of Inventory	4.0	1.2	- 70.0%	--	--	--

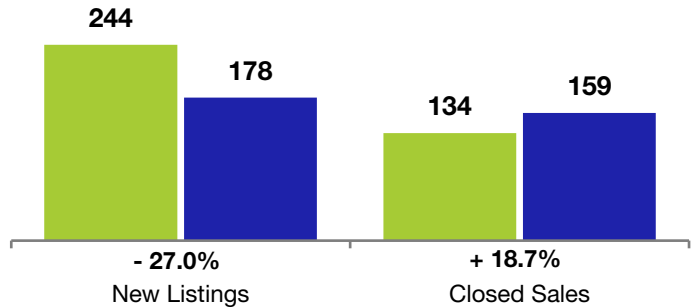
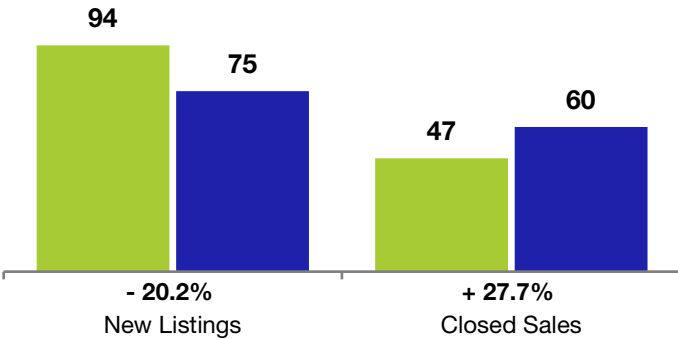
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March

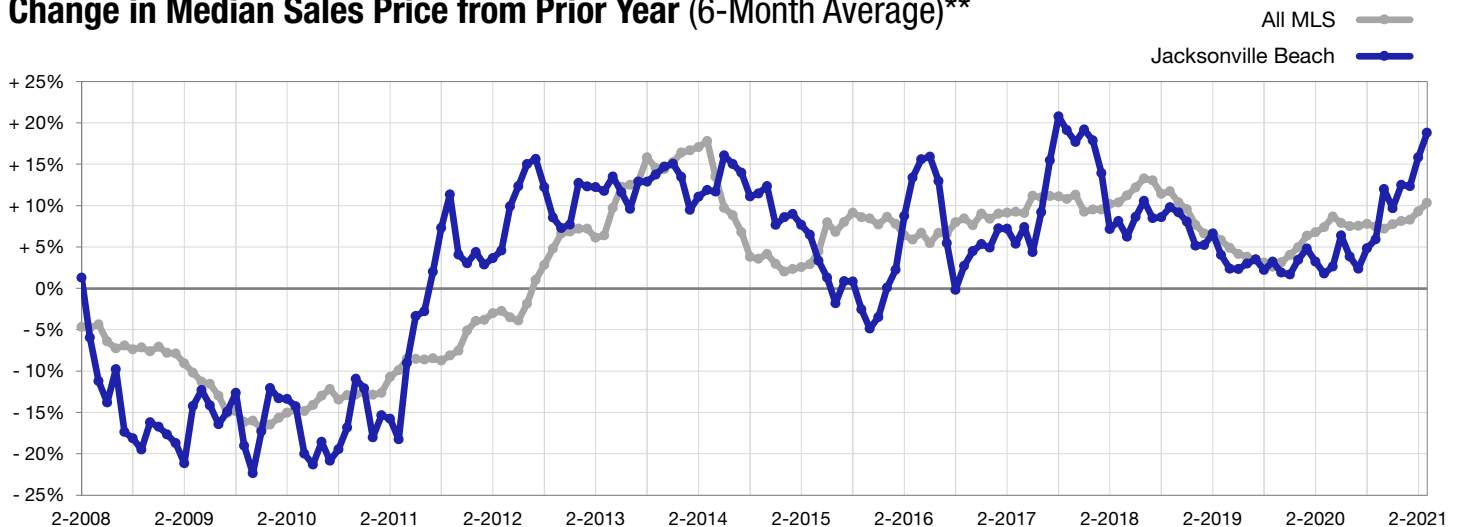
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



Neptune Beach

- 6.7%

Change in
New Listings

- 21.1%

Change in
Closed Sales

+ 31.8%

Change in
Median Sales Price

Region 22

March

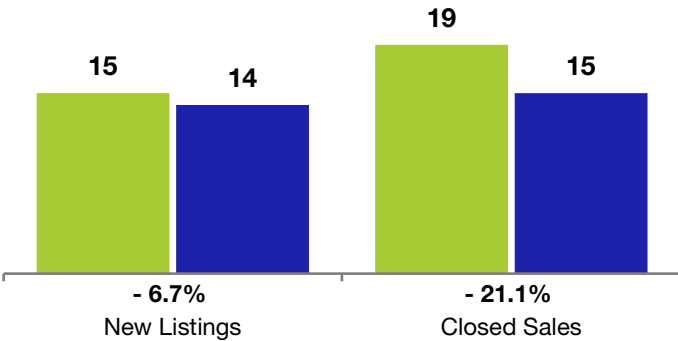
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	15	14	- 6.7%	51	42	- 17.6%
Closed Sales	19	15	- 21.1%	36	30	- 16.7%
Median Sales Price*	\$440,000	\$580,000	+ 31.8%	\$450,000	\$577,500	+ 28.3%
Percent of Original List Price Received*	93.8%	100.7%	+ 7.4%	94.9%	99.0%	+ 4.3%
Percent of Properties Sold Over List Price*	0.0%	60.0%	--	5.6%	36.7%	+ 555.4%
Days on Market Until Sale	74	47	- 36.5%	72	41	- 43.1%
Inventory of Homes for Sale	32	18	- 43.8%	--	--	--
Months Supply of Inventory	2.8	1.8	- 35.7%	--	--	--

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

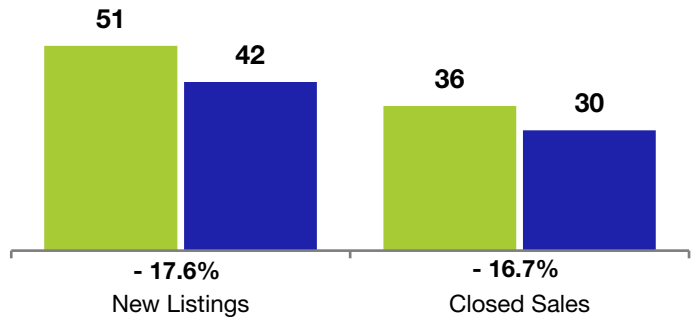
March

■ 2020 ■ 2021

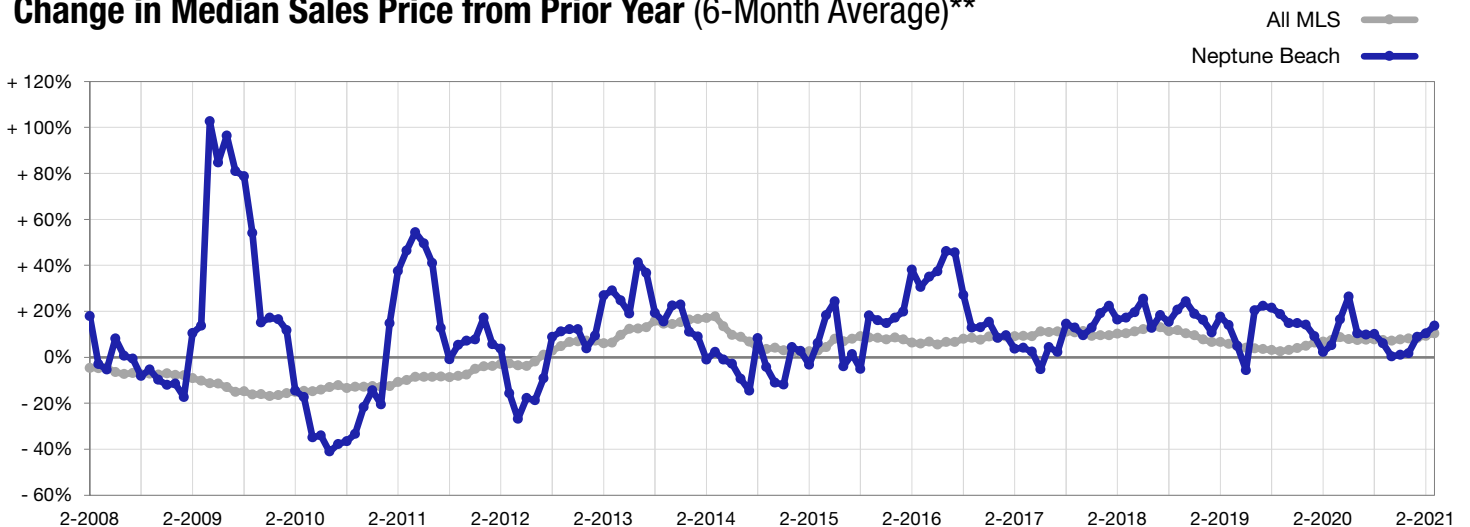


Year to Date

■ 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 – March 2021

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



Atlantic Beach

+ 35.7% **+ 31.8%** **+ 83.8%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 23

March

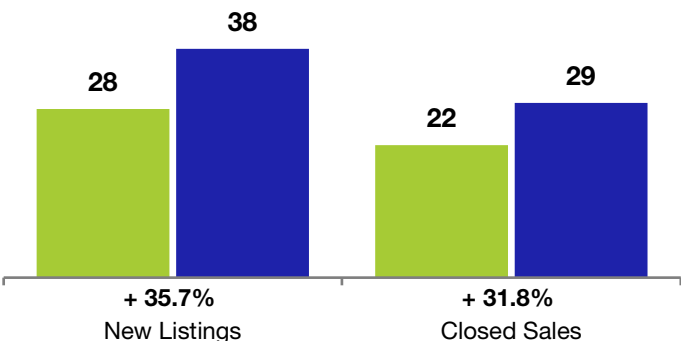
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	28	38	+ 35.7%	78	89	+ 14.1%
Closed Sales	22	29	+ 31.8%	54	74	+ 37.0%
Median Sales Price*	\$345,500	\$635,000	+ 83.8%	\$362,000	\$449,500	+ 24.2%
Percent of Original List Price Received*	97.4%	101.5%	+ 4.2%	95.4%	98.4%	+ 3.1%
Percent of Properties Sold Over List Price*	22.7%	48.3%	+ 112.8%	18.5%	35.1%	+ 89.7%
Days on Market Until Sale	69	45	- 34.8%	84	47	- 44.0%
Inventory of Homes for Sale	83	34	- 59.0%	--	--	--
Months Supply of Inventory	3.7	1.3	- 64.9%	--	--	--

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

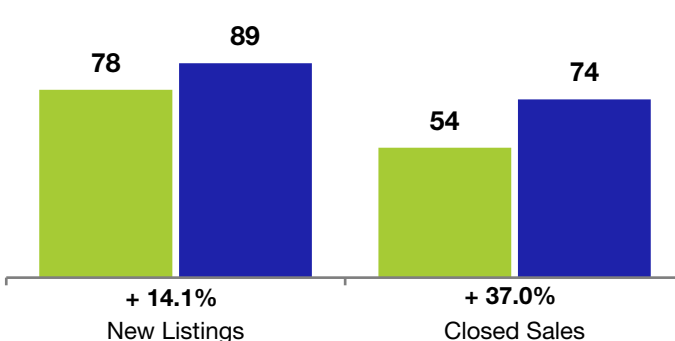
March

■ 2020 ■ 2021

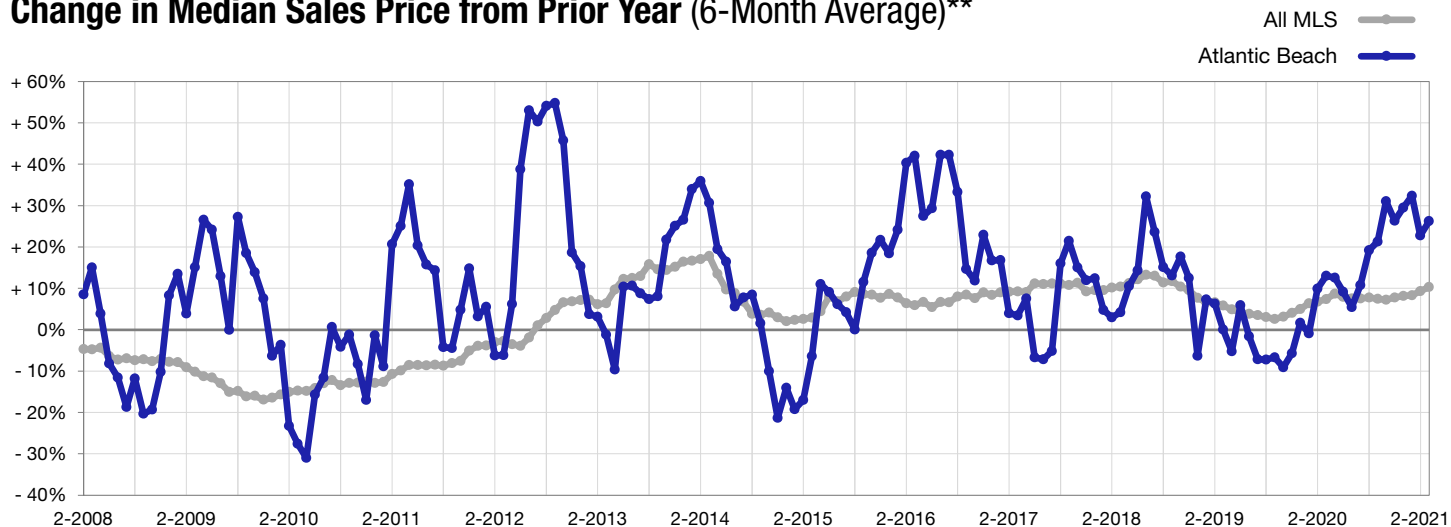


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



North Beach / Mayport

Region 24

- 30.8%

+ 33.3%

+ 15.9%

Change in
New Listings

Change in
Closed Sales

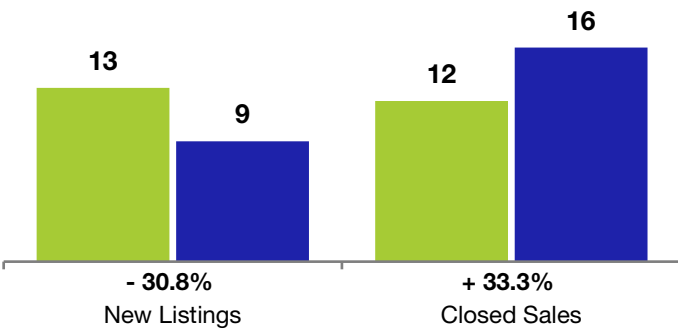
Change in
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	13	9	- 30.8%	44	38	- 13.6%
Closed Sales	12	16	+ 33.3%	39	37	- 5.1%
Median Sales Price*	\$206,500	\$239,300	+ 15.9%	\$230,885	\$236,700	+ 2.5%
Percent of Original List Price Received*	99.2%	103.4%	+ 4.2%	98.4%	100.6%	+ 2.2%
Percent of Properties Sold Over List Price*	58.3%	31.3%	- 46.3%	35.9%	29.7%	- 17.3%
Days on Market Until Sale	34	17	- 50.0%	37	19	- 48.6%
Inventory of Homes for Sale	23	8	- 65.2%	--	--	--
Months Supply of Inventory	2.4	0.8	- 66.7%	--	--	--

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

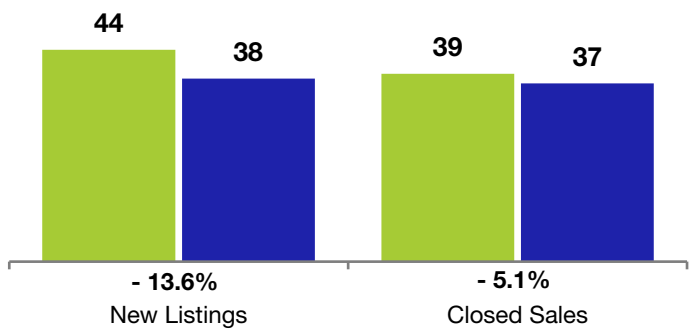
March

■ 2020 ■ 2021

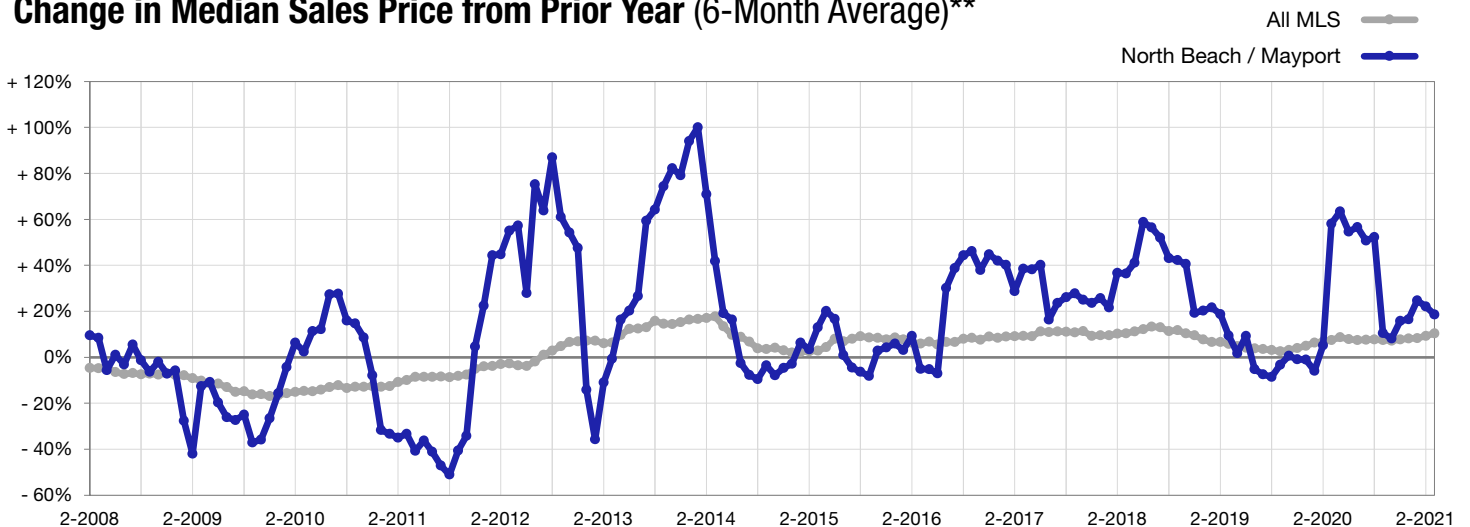


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



NE St. Johns County – Ponte Vedra Beach North

- 10.8% **+ 106.7%** **+ 59.1%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 25

March

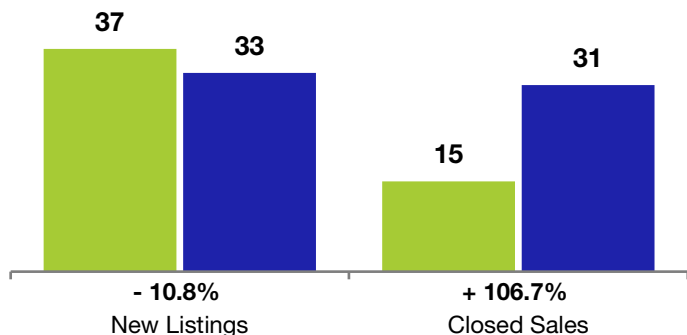
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	37	33	- 10.8%	99	78	- 21.2%
Closed Sales	15	31	+ 106.7%	53	69	+ 30.2%
Median Sales Price*	\$605,000	\$962,500	+ 59.1%	\$480,903	\$798,000	+ 65.9%
Percent of Original List Price Received*	94.9%	97.2%	+ 2.4%	94.8%	96.9%	+ 2.2%
Percent of Properties Sold Over List Price*	0.0%	16.1%	--	7.5%	14.5%	+ 93.3%
Days on Market Until Sale	70	57	- 18.6%	71	59	- 16.9%
Inventory of Homes for Sale	104	42	- 59.6%	--	--	--
Months Supply of Inventory	4.9	1.6	- 67.3%	--	--	--

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

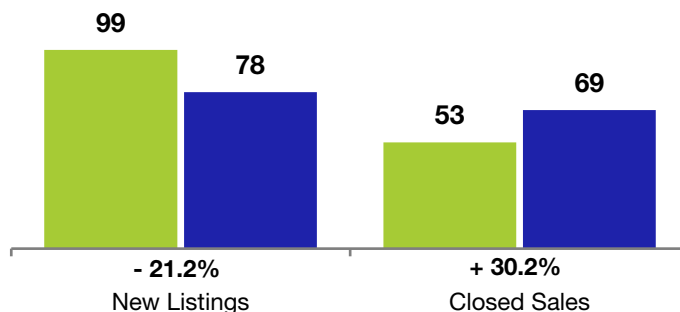
March

■ 2020 ■ 2021



Year to Date

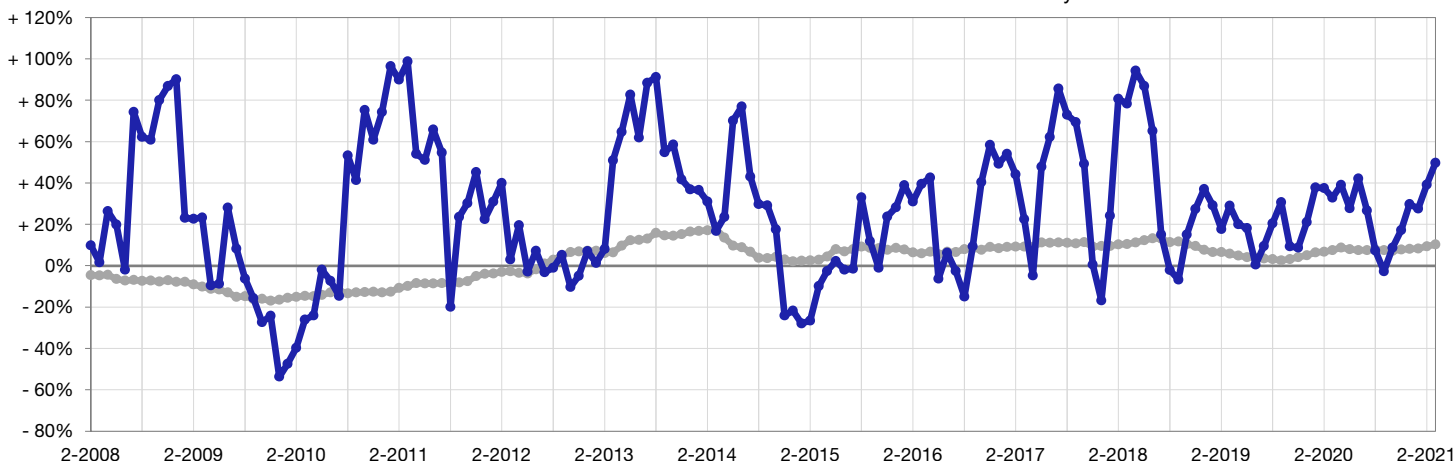
■ 2020 ■ 2021



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

All MLS —

NE St. Johns County – Ponte Vedra Beach North —



** 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 – March 2021

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



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

- 8.2%

+ 17.7%

+ 29.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 26

March

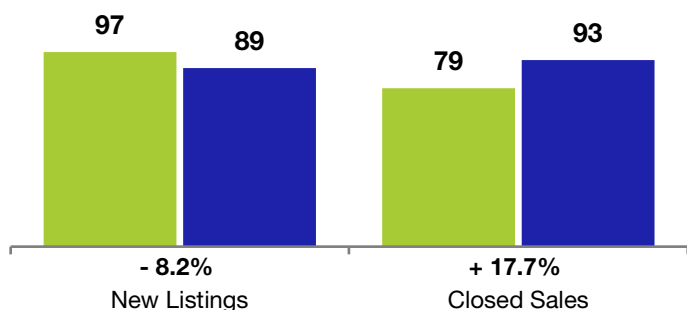
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	97	89	- 8.2%	291	233	- 19.9%
Closed Sales	79	93	+ 17.7%	194	215	+ 10.8%
Median Sales Price*	\$465,000	\$603,750	+ 29.8%	\$466,250	\$560,000	+ 20.1%
Percent of Original List Price Received*	95.5%	98.9%	+ 3.6%	94.9%	98.0%	+ 3.3%
Percent of Properties Sold Over List Price*	5.1%	37.6%	+ 637.3%	4.1%	25.1%	+ 512.2%
Days on Market Until Sale	112	57	- 49.1%	108	61	- 43.5%
Inventory of Homes for Sale	347	97	- 72.0%	--	--	--
Months Supply of Inventory	5.1	1.2	- 76.5%	--	--	--

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

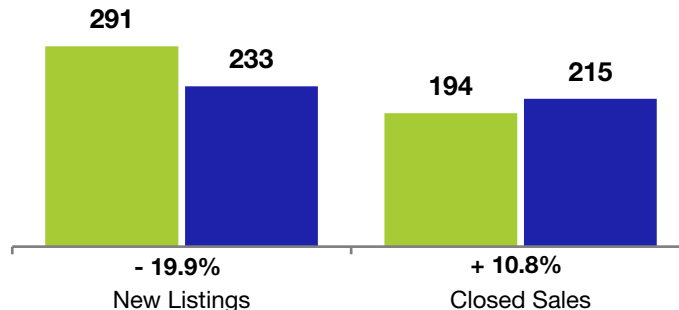
March

■ 2020 ■ 2021



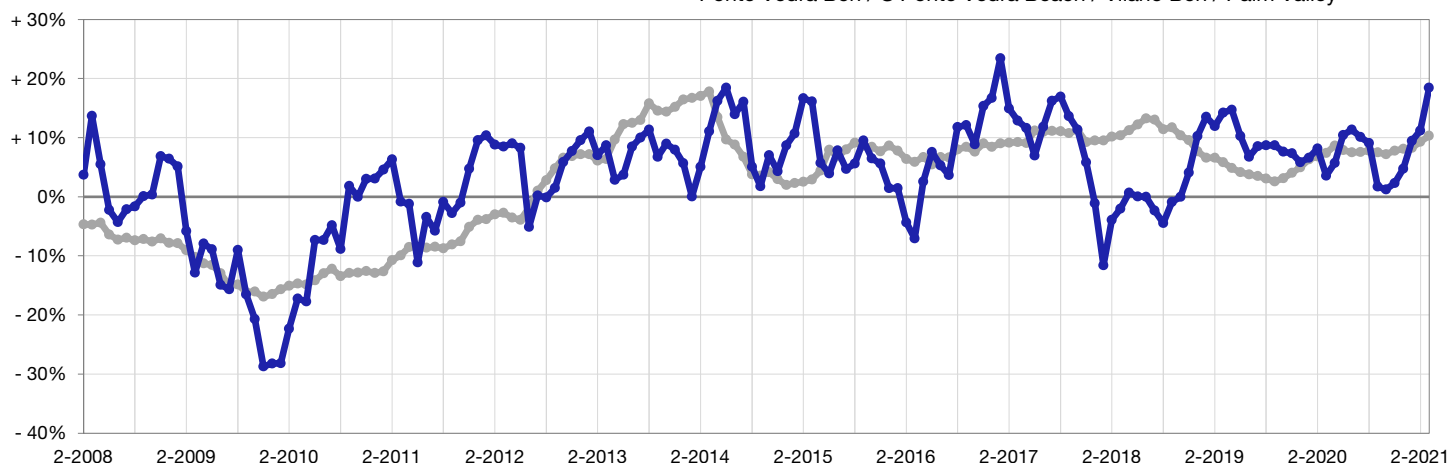
Year to Date

■ 2020 ■ 2021



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

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



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Local Market Update – March 2021

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



Ponte Vedra / Nocatee (St. Johns County)

- 44.6%

+ 10.8%

+ 12.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 27

March

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	130	72	- 44.6%	305	192	- 37.0%
Closed Sales	74	82	+ 10.8%	203	198	- 2.5%
Median Sales Price*	\$466,188	\$525,000	+ 12.6%	\$445,000	\$487,963	+ 9.7%
Percent of Original List Price Received*	98.5%	102.0%	+ 3.6%	98.1%	101.5%	+ 3.5%
Percent of Properties Sold Over List Price*	14.9%	47.6%	+ 219.5%	13.8%	33.8%	+ 144.9%
Days on Market Until Sale	56	25	- 55.4%	66	41	- 37.9%
Inventory of Homes for Sale	261	44	- 83.1%	--	--	--
Months Supply of Inventory	3.1	0.5	- 83.9%	--	--	--

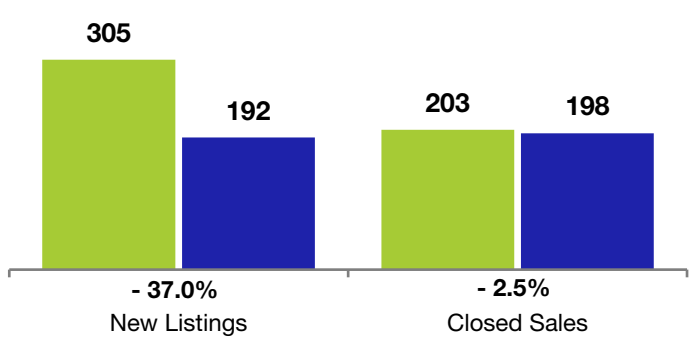
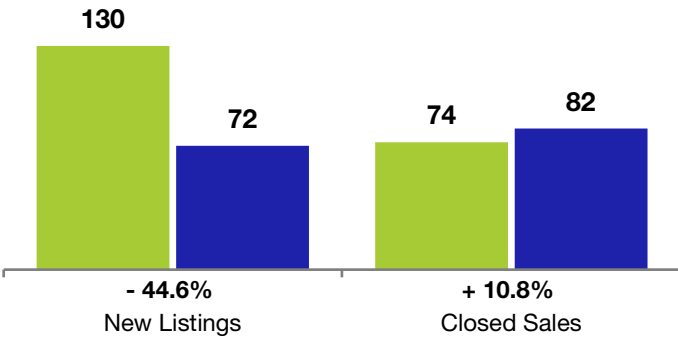
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March

■ 2020 ■ 2021

Year to Date

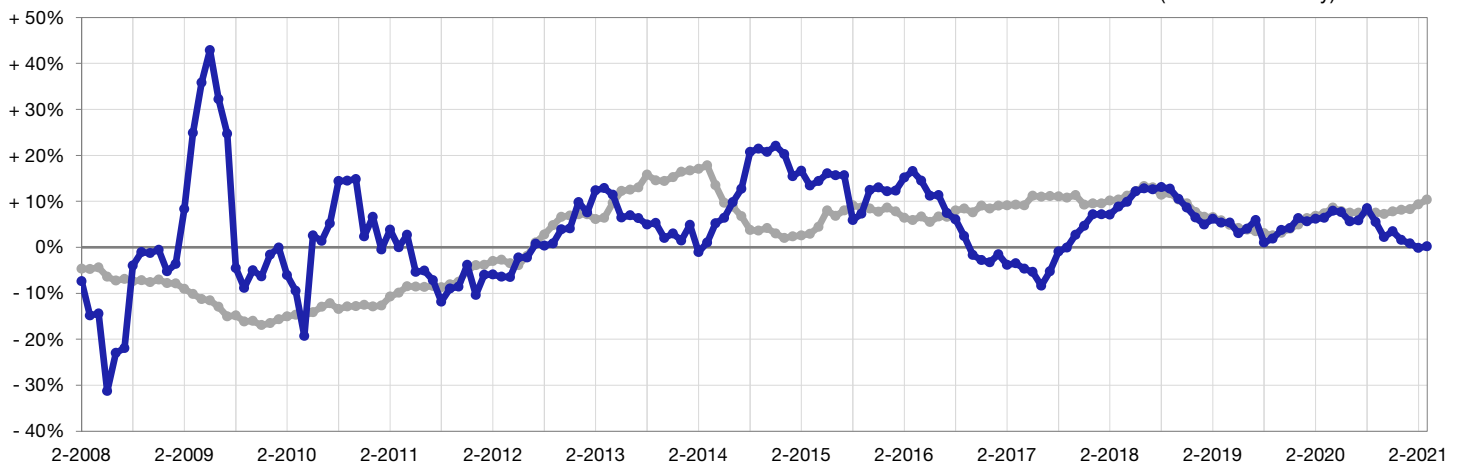
■ 2020 ■ 2021



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

All MLS —

Ponte Vedra / Nocatee (St. Johns County) —



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Local Market Update – March 2021

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



St. Johns County - NW

Region 30

- 28.9%

Change in
New Listings

- 5.9%

Change in
Closed Sales

+ 8.8%

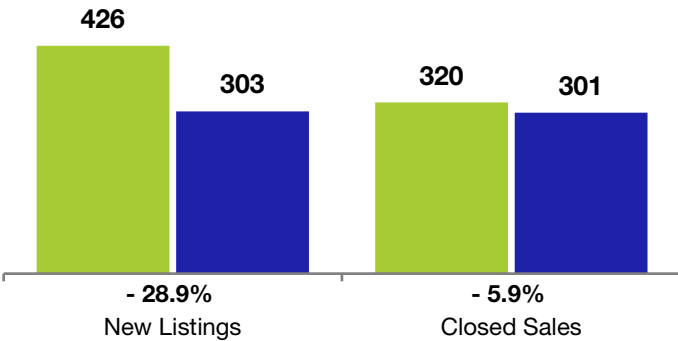
Change in
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	426	303	- 28.9%	1,162	849	- 26.9%
Closed Sales	320	301	- 5.9%	750	753	+ 0.4%
Median Sales Price*	\$327,788	\$356,640	+ 8.8%	\$334,575	\$355,990	+ 6.4%
Percent of Original List Price Received*	97.7%	100.3%	+ 2.7%	97.0%	99.7%	+ 2.8%
Percent of Properties Sold Over List Price*	8.1%	30.6%	+ 277.8%	9.2%	22.8%	+ 147.8%
Days on Market Until Sale	86	59	- 31.4%	86	51	- 40.7%
Inventory of Homes for Sale	969	290	- 70.1%	--	--	--
Months Supply of Inventory	3.3	0.8	- 75.8%	--	--	--

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

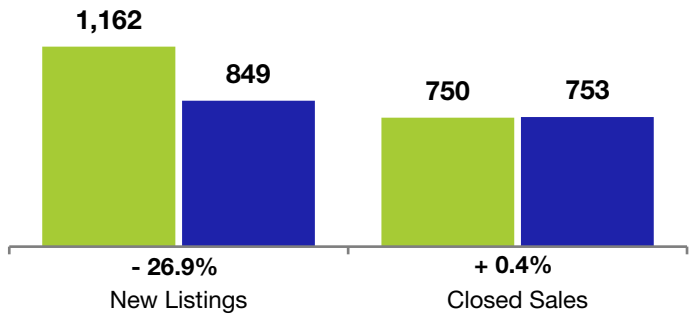
March

■ 2020 ■ 2021

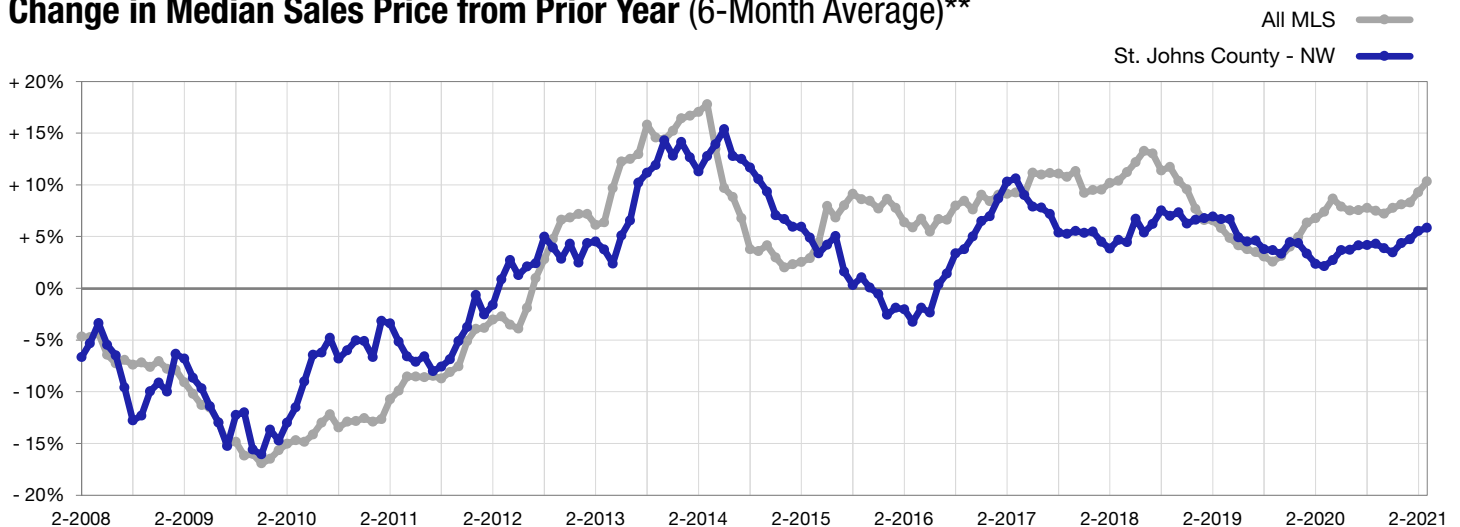


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



St. Johns County - NE

- 20.0%

+ 47.6%

+ 32.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 31

March

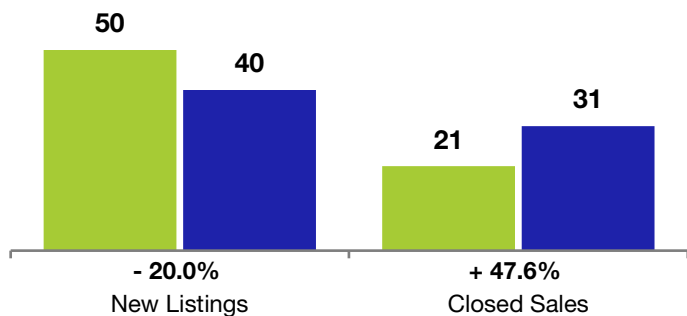
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	50	40	- 20.0%	126	94	- 25.4%
Closed Sales	21	31	+ 47.6%	61	101	+ 65.6%
Median Sales Price*	\$364,000	\$481,180	+ 32.2%	\$350,000	\$419,500	+ 19.9%
Percent of Original List Price Received*	96.4%	100.2%	+ 3.9%	96.0%	98.6%	+ 2.7%
Percent of Properties Sold Over List Price*	0.0%	16.1%	--	6.6%	12.9%	+ 95.5%
Days on Market Until Sale	79	59	- 25.3%	86	63	- 26.7%
Inventory of Homes for Sale	147	34	- 76.9%	--	--	--
Months Supply of Inventory	5.3	1.0	- 81.1%	--	--	--

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

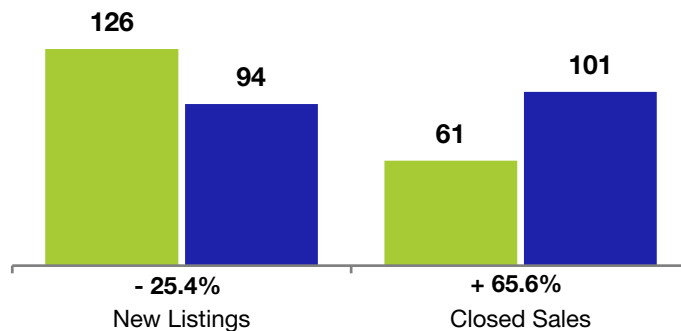
March

■ 2020 ■ 2021

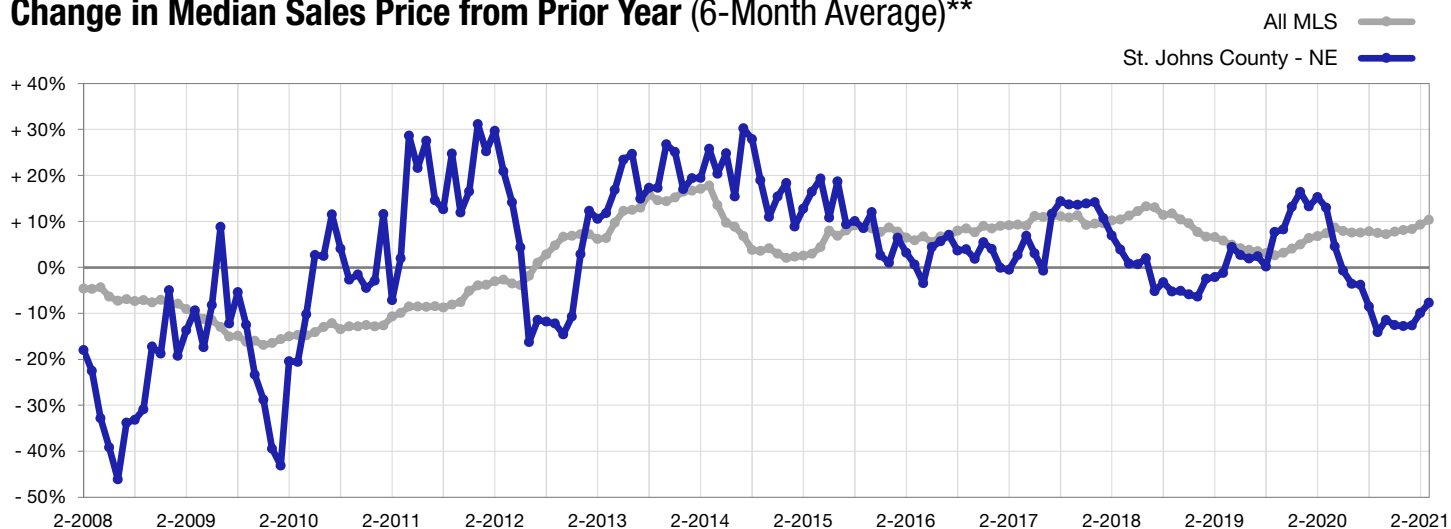


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



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

- 19.5%

+ 65.0%

- 1.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 32

March

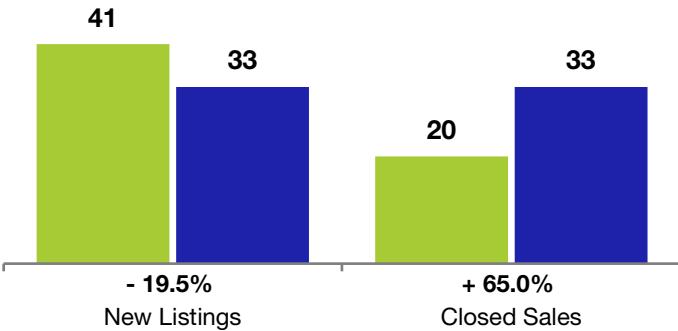
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	41	33	- 19.5%	105	80	- 23.8%
Closed Sales	20	33	+ 65.0%	52	87	+ 67.3%
Median Sales Price*	\$380,000	\$375,000	- 1.3%	\$331,600	\$399,000	+ 20.3%
Percent of Original List Price Received*	95.5%	94.3%	- 1.3%	94.1%	95.0%	+ 1.0%
Percent of Properties Sold Over List Price*	10.5%	12.1%	+ 15.2%	9.8%	8.0%	- 18.4%
Days on Market Until Sale	91	130	+ 42.9%	102	109	+ 6.9%
Inventory of Homes for Sale	157	53	- 66.2%	--	--	--
Months Supply of Inventory	7.9	1.8	- 77.2%	--	--	--

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

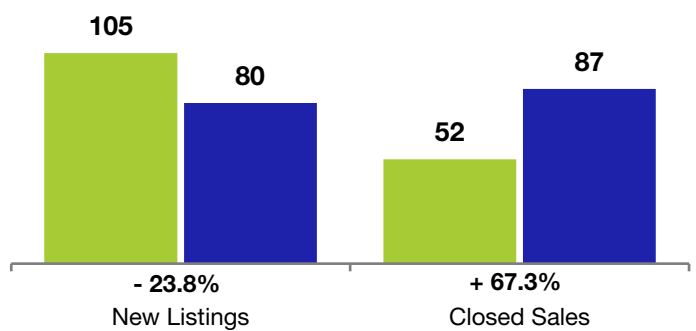
March

■ 2020 ■ 2021



Year to Date

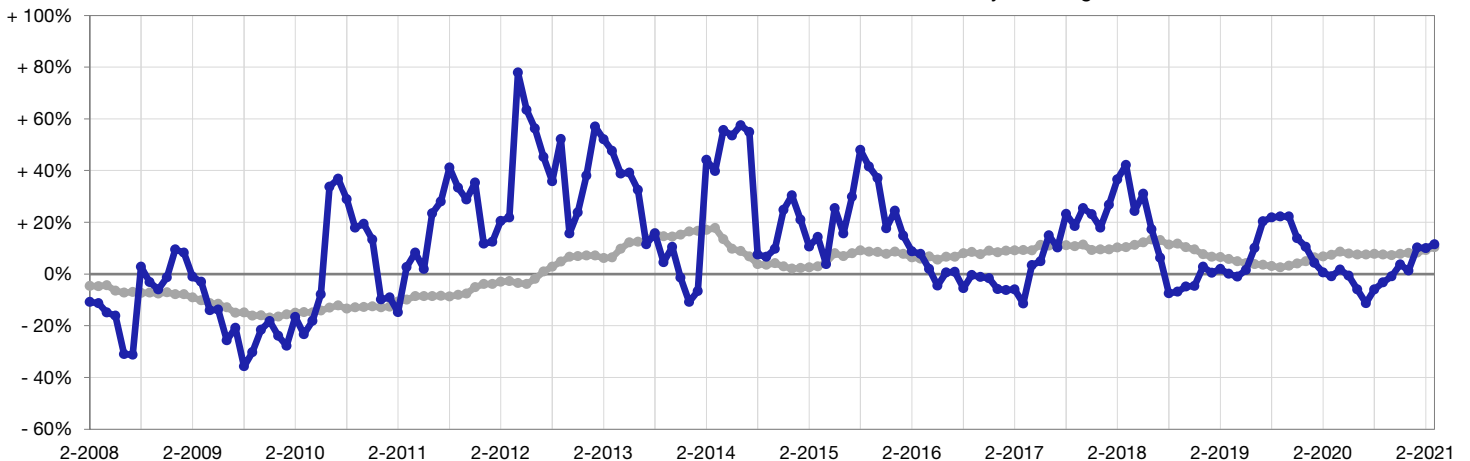
■ 2020 ■ 2021



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

All MLS —

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



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Local Market Update – March 2021

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



St. Johns County - SE

+ 6.7%

- 15.0%

+ 20.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 33

March

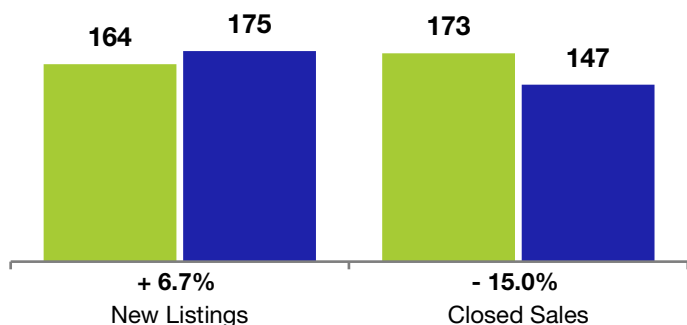
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	164	175	+ 6.7%	523	446	- 14.7%
Closed Sales	173	147	- 15.0%	378	402	+ 6.3%
Median Sales Price*	\$270,500	\$325,363	+ 20.3%	\$260,990	\$300,000	+ 14.9%
Percent of Original List Price Received*	95.2%	98.1%	+ 3.0%	95.0%	97.4%	+ 2.5%
Percent of Properties Sold Over List Price*	5.8%	19.0%	+ 227.6%	4.8%	14.7%	+ 206.3%
Days on Market Until Sale	93	62	- 33.3%	88	63	- 28.4%
Inventory of Homes for Sale	554	203	- 63.4%	--	--	--
Months Supply of Inventory	4.5	1.4	- 68.9%	--	--	--

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

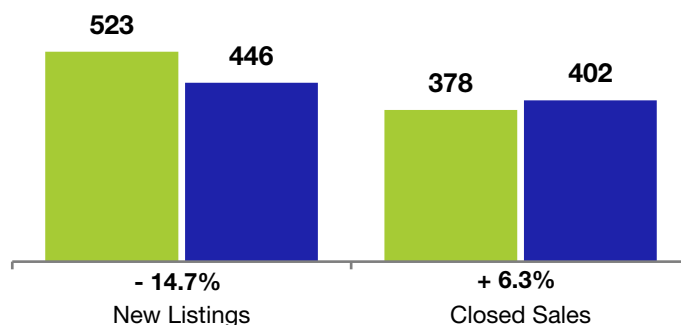
March

■ 2020 ■ 2021

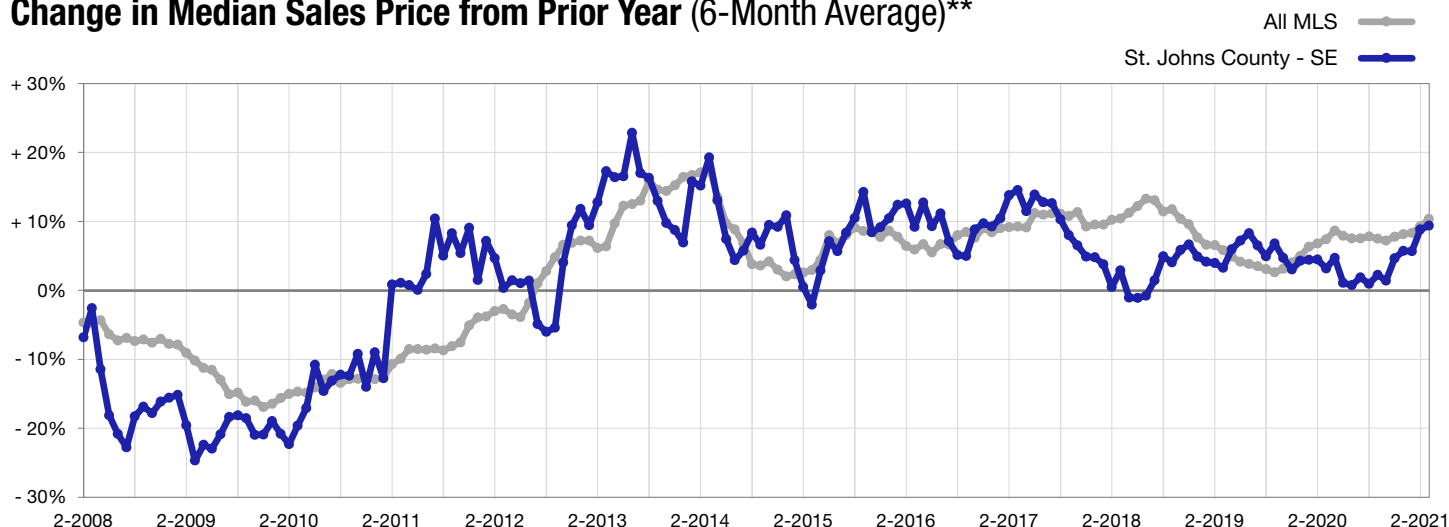


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



St. Johns County - SW

Region 34

- 56.0% **+ 111.1%** **+ 21.3%**

Change in
New Listings

Change in
Closed Sales

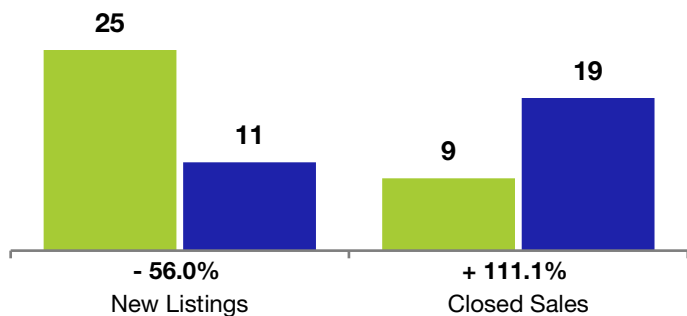
Change in
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	25	11	- 56.0%	54	47	- 13.0%
Closed Sales	9	19	+ 111.1%	22	46	+ 109.1%
Median Sales Price*	\$239,900	\$291,000	+ 21.3%	\$244,950	\$269,000	+ 9.8%
Percent of Original List Price Received*	99.2%	93.7%	- 5.5%	95.7%	96.7%	+ 1.0%
Percent of Properties Sold Over List Price*	33.3%	21.1%	- 36.6%	22.7%	19.6%	- 13.7%
Days on Market Until Sale	43	74	+ 72.1%	58	74	+ 27.6%
Inventory of Homes for Sale	58	24	- 58.6%	--	--	--
Months Supply of Inventory	6.2	1.7	- 72.6%	--	--	--

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

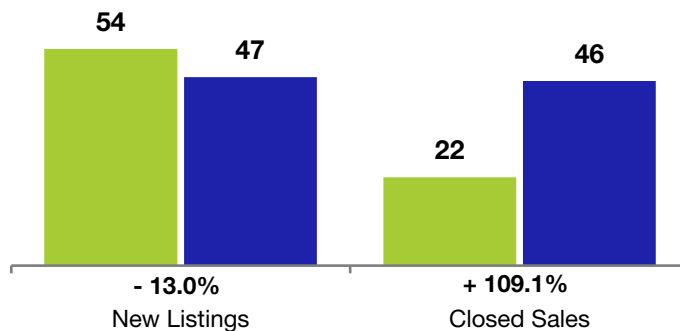
March

■ 2020 ■ 2021

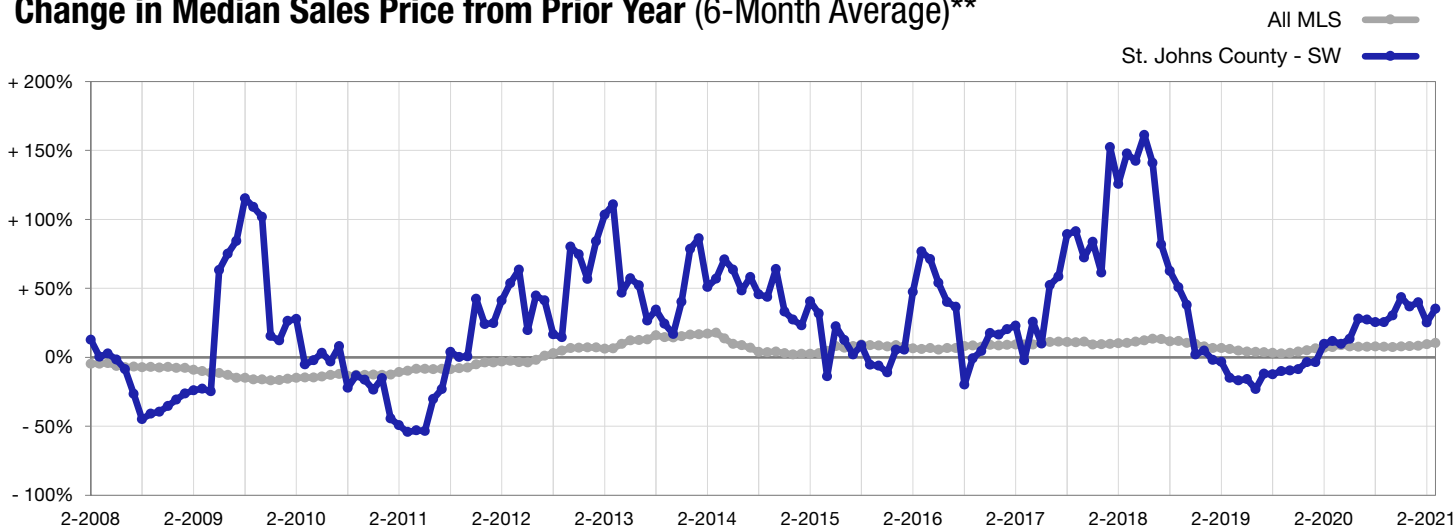


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



Putnam County NE

+ 52.9% **+ 43.3%** **- 17.1%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 56

March

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	34	52	+ 52.9%	128	139	+ 8.6%
Closed Sales	30	43	+ 43.3%	80	101	+ 26.3%
Median Sales Price*	\$168,725	\$139,900	- 17.1%	\$132,000	\$150,900	+ 14.3%
Percent of Original List Price Received*	91.8%	93.9%	+ 2.3%	91.8%	93.5%	+ 1.9%
Percent of Properties Sold Over List Price*	16.7%	14.0%	- 16.2%	12.5%	14.9%	+ 19.2%
Days on Market Until Sale	83	67	- 19.3%	87	80	- 8.0%
Inventory of Homes for Sale	177	79	- 55.4%	--	--	--
Months Supply of Inventory	5.6	2.0	- 64.3%	--	--	--

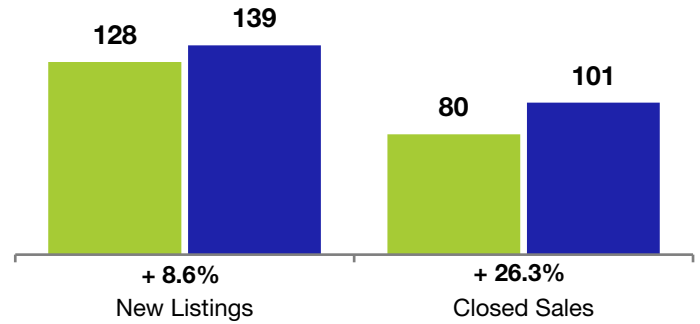
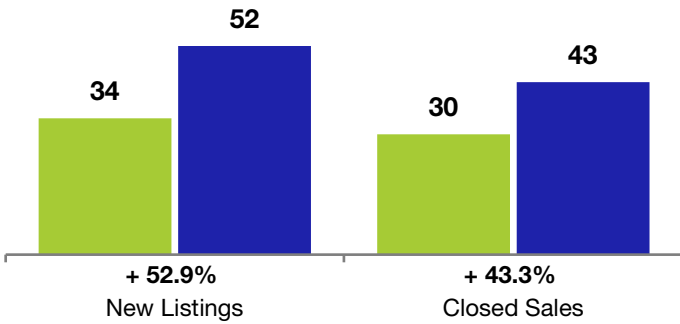
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March

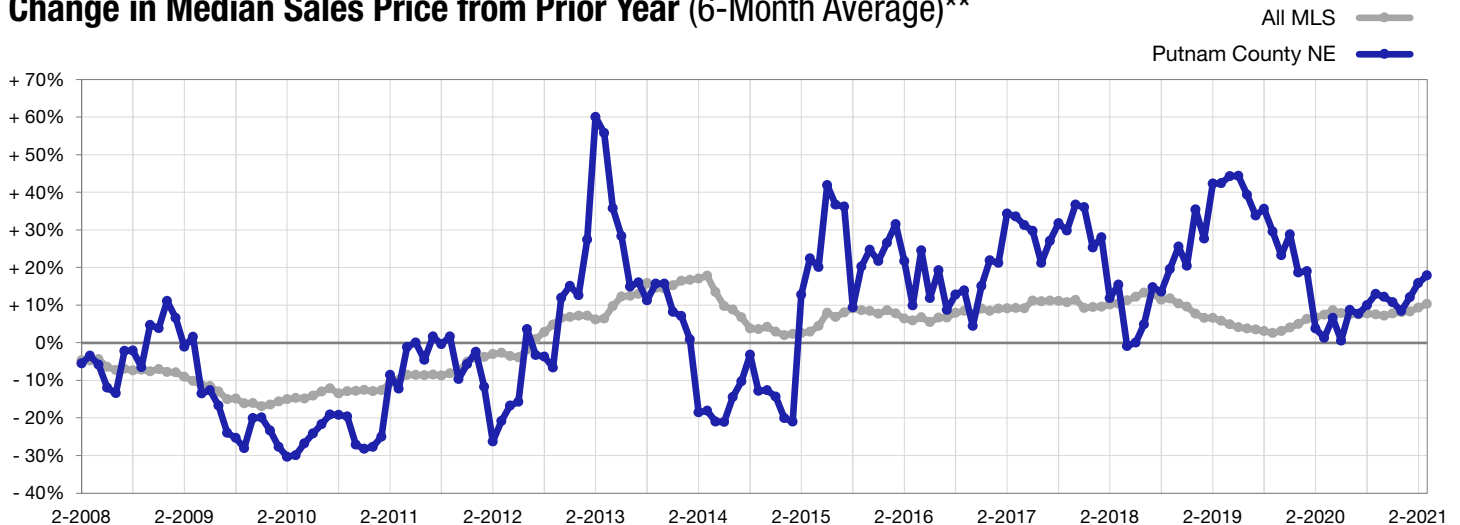
■ 2020 ■ 2021

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 – March 2021

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



Putnam County - West

Region 57

+ 59.1%

+ 19.0%

+ 85.5%

Change in
New Listings

Change in
Closed Sales

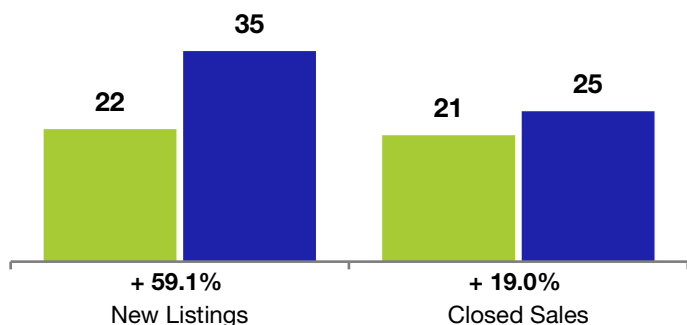
Change in
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	22	35	+ 59.1%	83	98	+ 18.1%
Closed Sales	21	25	+ 19.0%	56	72	+ 28.6%
Median Sales Price*	\$62,000	\$115,000	+ 85.5%	\$79,000	\$113,850	+ 44.1%
Percent of Original List Price Received*	89.0%	93.0%	+ 4.5%	87.7%	91.6%	+ 4.4%
Percent of Properties Sold Over List Price*	14.3%	4.0%	- 72.0%	12.5%	5.6%	- 55.2%
Days on Market Until Sale	103	45	- 56.3%	112	54	- 51.8%
Inventory of Homes for Sale	110	53	- 51.8%	--	--	--
Months Supply of Inventory	4.7	2.1	- 55.3%	--	--	--

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

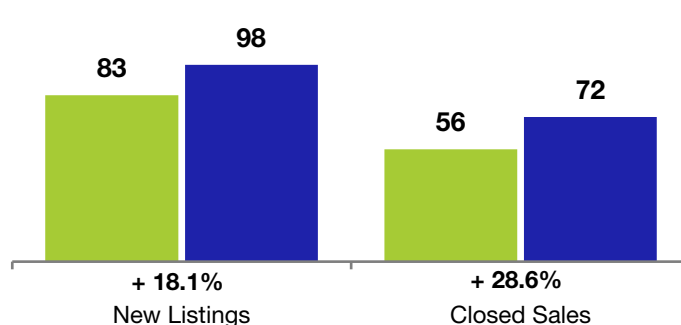
March

■ 2020 ■ 2021

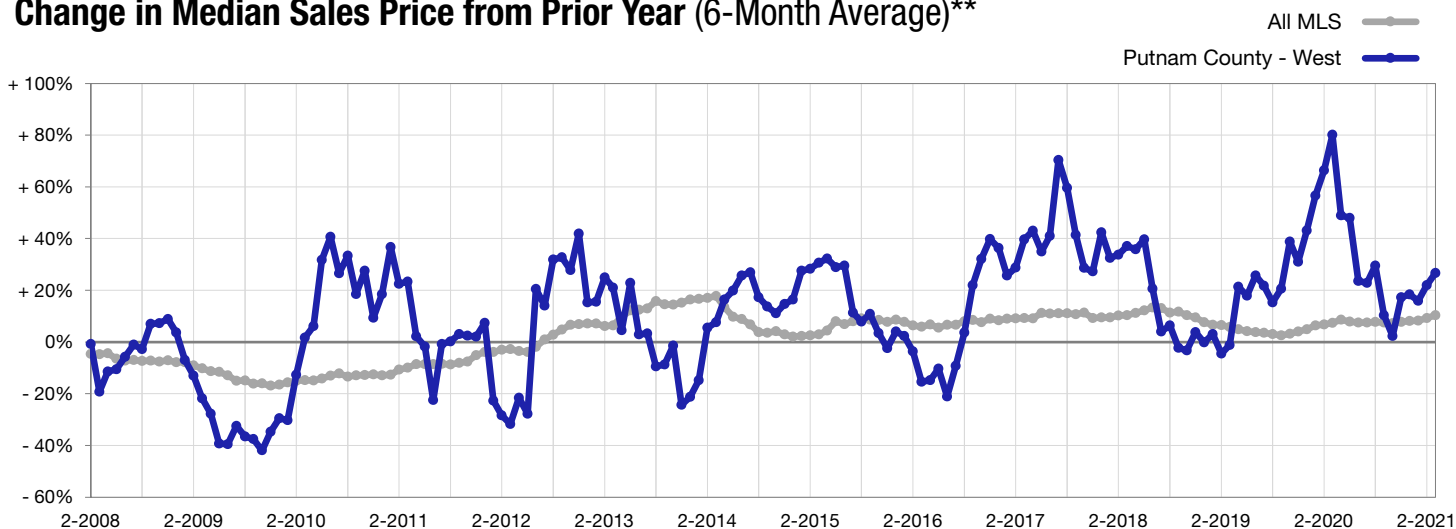


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



Putnam County - South

Region 58

+ 63.2%

+ 36.8%

+ 70.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	19	31	+ 63.2%	86	69	- 19.8%
Closed Sales	19	26	+ 36.8%	54	61	+ 13.0%
Median Sales Price*	\$100,000	\$169,950	+ 70.0%	\$110,500	\$162,500	+ 47.1%
Percent of Original List Price Received*	87.9%	92.3%	+ 5.0%	88.7%	91.2%	+ 2.8%
Percent of Properties Sold Over List Price*	5.3%	19.2%	+ 262.3%	5.6%	13.1%	+ 133.9%
Days on Market Until Sale	93	92	- 1.1%	107	93	- 13.1%
Inventory of Homes for Sale	132	55	- 58.3%	--	--	--
Months Supply of Inventory	7.3	2.5	- 65.8%	--	--	--

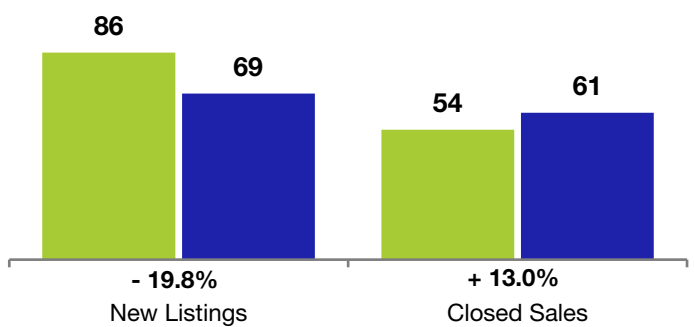
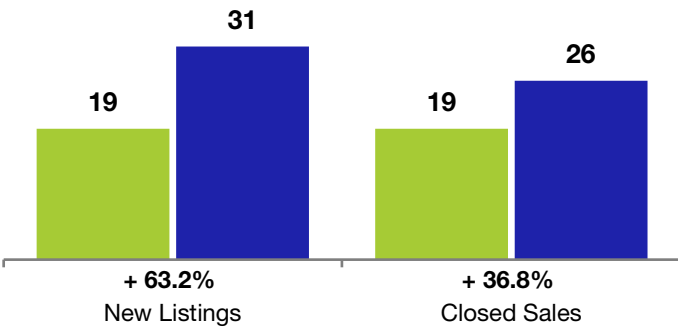
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

March

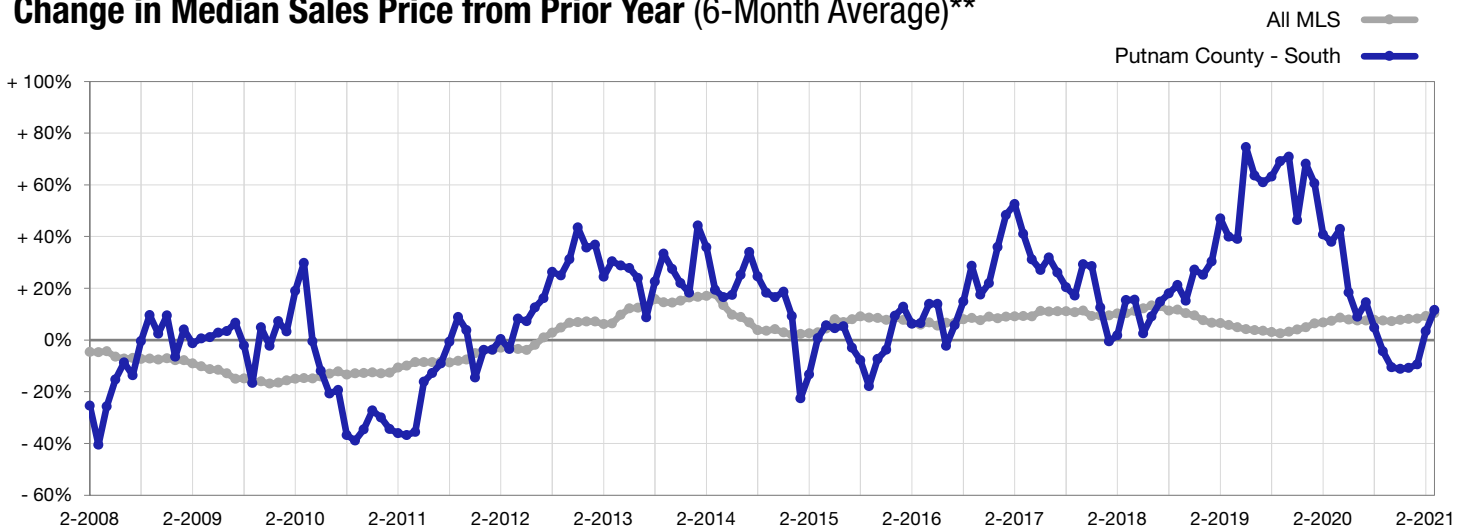
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



Baker County

+ 25.9%

+ 34.8%

+ 28.0%

Change in
New Listings

Change in
Closed Sales

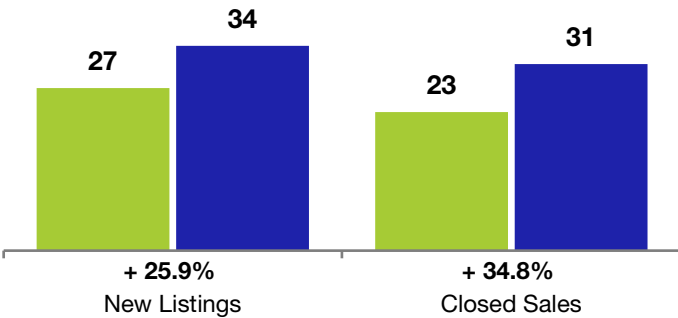
Change in
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	27	34	+ 25.9%	97	110	+ 13.4%
Closed Sales	23	31	+ 34.8%	58	82	+ 41.4%
Median Sales Price*	\$210,000	\$268,900	+ 28.0%	\$203,950	\$256,450	+ 25.7%
Percent of Original List Price Received*	93.3%	99.8%	+ 7.0%	94.2%	98.9%	+ 5.0%
Percent of Properties Sold Over List Price*	17.4%	16.1%	- 7.5%	15.5%	22.0%	+ 41.9%
Days on Market Until Sale	88	67	- 23.9%	87	70	- 19.5%
Inventory of Homes for Sale	90	33	- 63.3%	--	--	--
Months Supply of Inventory	4.3	1.1	- 74.4%	--	--	--

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

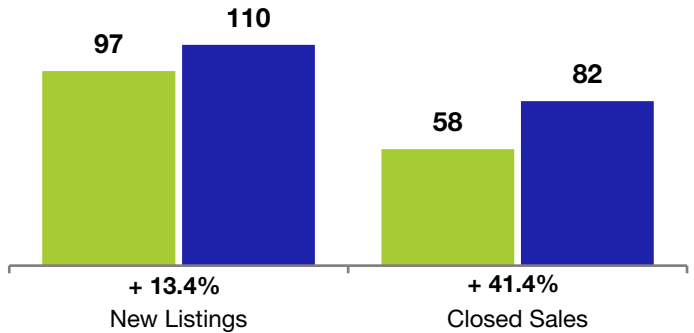
March

■ 2020 ■ 2021

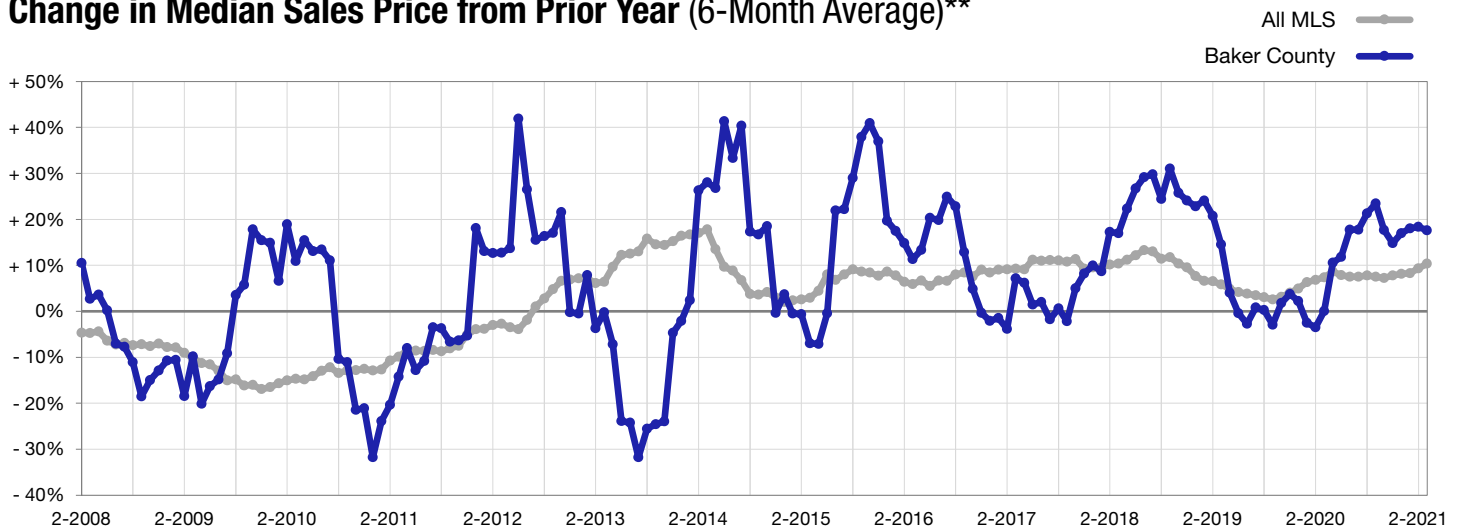


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



Clay County

- 15.0% **+ 12.6%** **+ 15.6%**

Change in
New Listings

Change in
Closed Sales

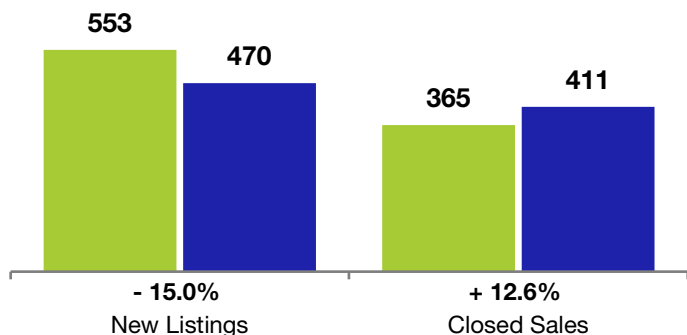
Change in
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	553	470	- 15.0%	1,355	1,188	- 12.3%
Closed Sales	365	411	+ 12.6%	882	970	+ 10.0%
Median Sales Price*	\$225,000	\$260,000	+ 15.6%	\$220,000	\$251,769	+ 14.4%
Percent of Original List Price Received*	96.4%	98.7%	+ 2.4%	96.6%	98.4%	+ 1.9%
Percent of Properties Sold Over List Price*	18.1%	30.7%	+ 69.6%	17.6%	26.9%	+ 52.8%
Days on Market Until Sale	71	41	- 42.3%	68	44	- 35.3%
Inventory of Homes for Sale	1,074	411	- 61.7%	--	--	--
Months Supply of Inventory	3.1	1.0	- 67.7%	--	--	--

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

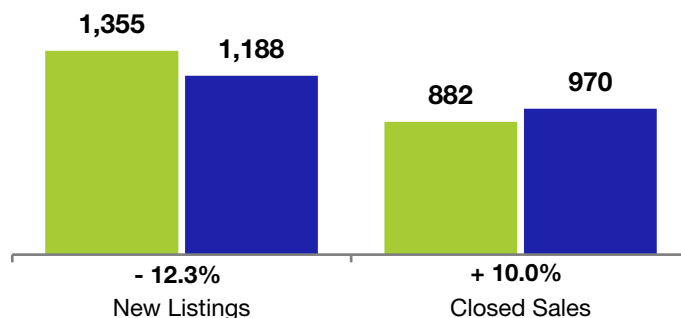
March

■ 2020 ■ 2021

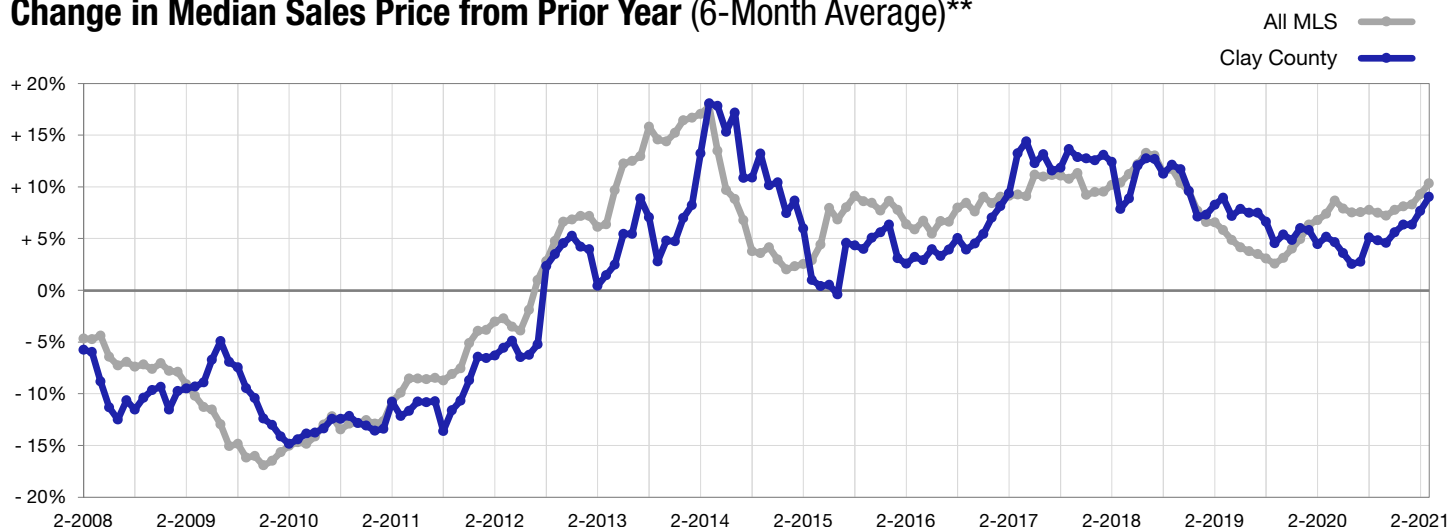


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



Duval County

- 9.1%

+ 15.1%

+ 10.1%

Change in
New Listings

Change in
Closed Sales

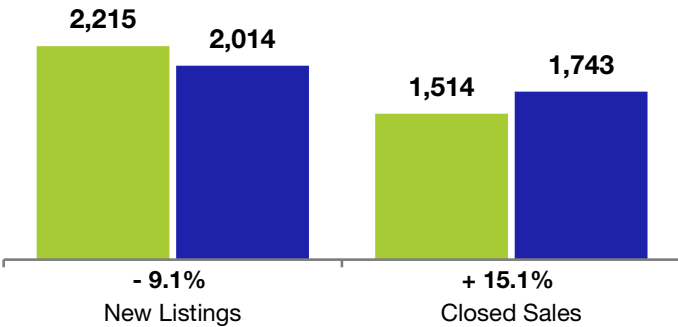
Change in
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	2,215	2,014	- 9.1%	5,828	5,441	- 6.6%
Closed Sales	1,514	1,743	+ 15.1%	3,936	4,515	+ 14.7%
Median Sales Price*	\$217,990	\$239,950	+ 10.1%	\$213,250	\$235,001	+ 10.2%
Percent of Original List Price Received*	96.5%	98.5%	+ 2.1%	95.8%	98.0%	+ 2.3%
Percent of Properties Sold Over List Price*	16.7%	30.6%	+ 83.2%	14.1%	25.1%	+ 78.0%
Days on Market Until Sale	57	42	- 26.3%	63	45	- 28.6%
Inventory of Homes for Sale	4,414	2,031	- 54.0%	--	--	--
Months Supply of Inventory	3.0	1.2	- 60.0%	--	--	--

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

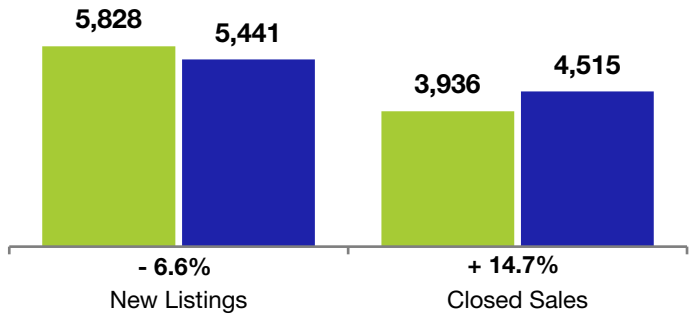
March

■ 2020 ■ 2021



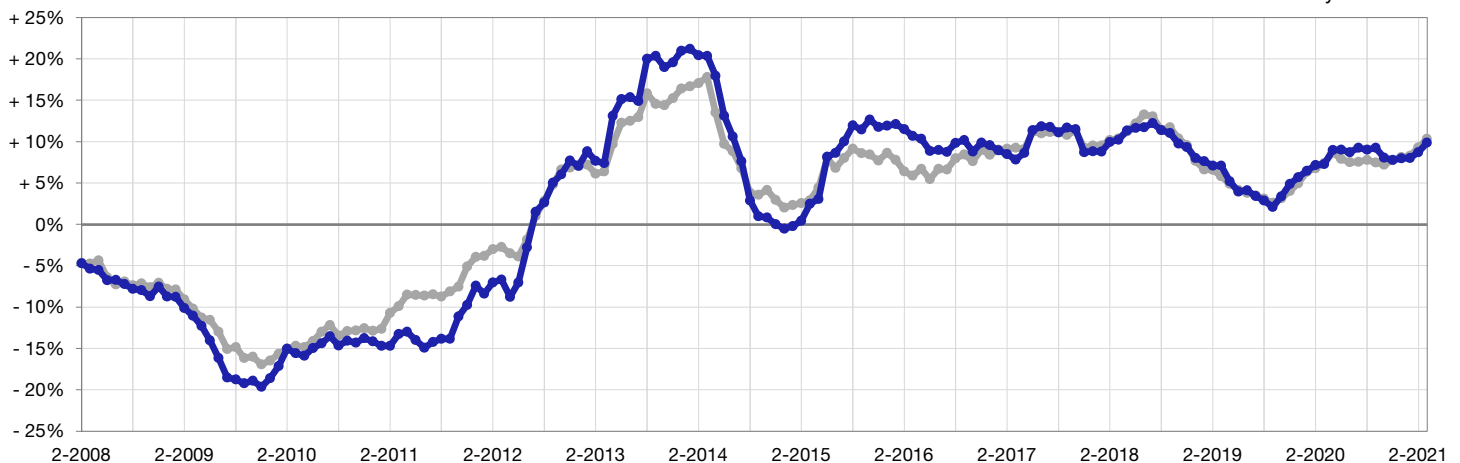
Year to Date

■ 2020 ■ 2021



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

All MLS — Duval County —



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Local Market Update – March 2021

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



Nassau County

- 6.1%

+ 39.8%

+ 15.9%

Change in
New Listings

Change in
Closed Sales

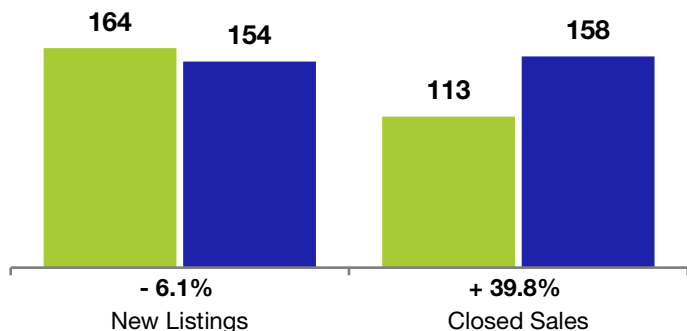
Change in
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	164	154	- 6.1%	508	409	- 19.5%
Closed Sales	113	158	+ 39.8%	292	376	+ 28.8%
Median Sales Price*	\$283,307	\$328,238	+ 15.9%	\$271,750	\$319,000	+ 17.4%
Percent of Original List Price Received*	96.3%	98.1%	+ 1.9%	95.9%	97.3%	+ 1.5%
Percent of Properties Sold Over List Price*	11.5%	19.0%	+ 65.2%	10.6%	17.3%	+ 63.2%
Days on Market Until Sale	102	64	- 37.3%	86	58	- 32.6%
Inventory of Homes for Sale	532	177	- 66.7%	--	--	--
Months Supply of Inventory	4.4	1.2	- 72.7%	--	--	--

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

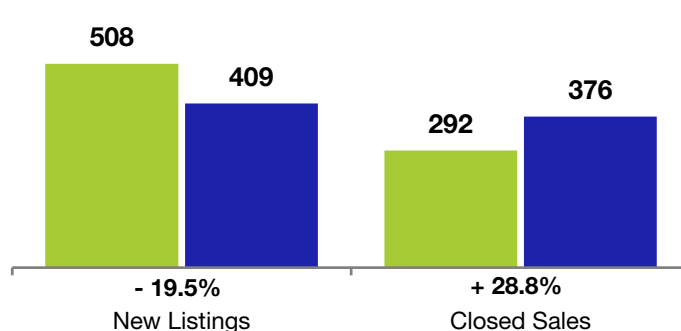
March

■ 2020 ■ 2021

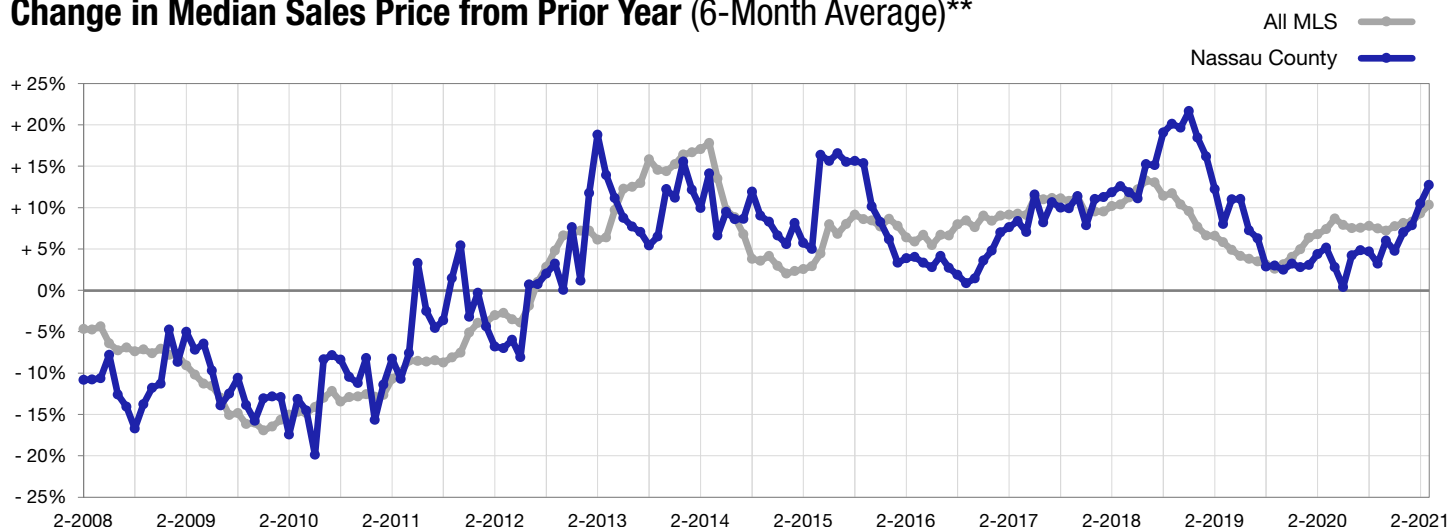


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



Putnam County

+ 59.5%

+ 34.3%

+ 21.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	74	118	+ 59.5%	295	307	+ 4.1%
Closed Sales	70	94	+ 34.3%	189	234	+ 23.8%
Median Sales Price*	\$119,950	\$146,250	+ 21.9%	\$116,500	\$147,500	+ 26.6%
Percent of Original List Price Received*	89.9%	93.2%	+ 3.7%	89.7%	92.3%	+ 2.9%
Percent of Properties Sold Over List Price*	12.9%	12.8%	- 0.8%	10.6%	11.5%	+ 8.5%
Days on Market Until Sale	92	68	- 26.1%	101	75	- 25.7%
Inventory of Homes for Sale	416	187	- 55.0%	--	--	--
Months Supply of Inventory	5.7	2.2	- 61.4%	--	--	--

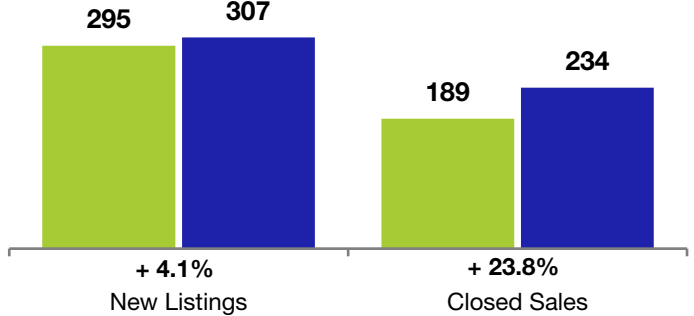
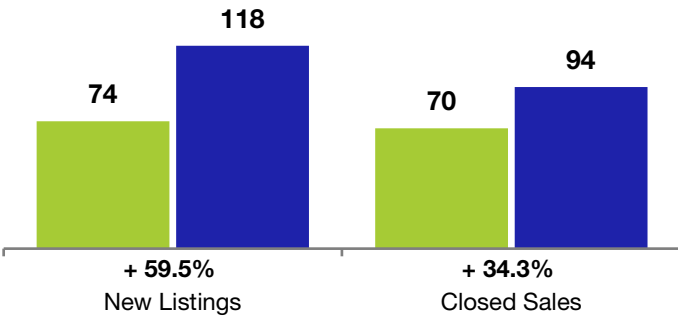
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March

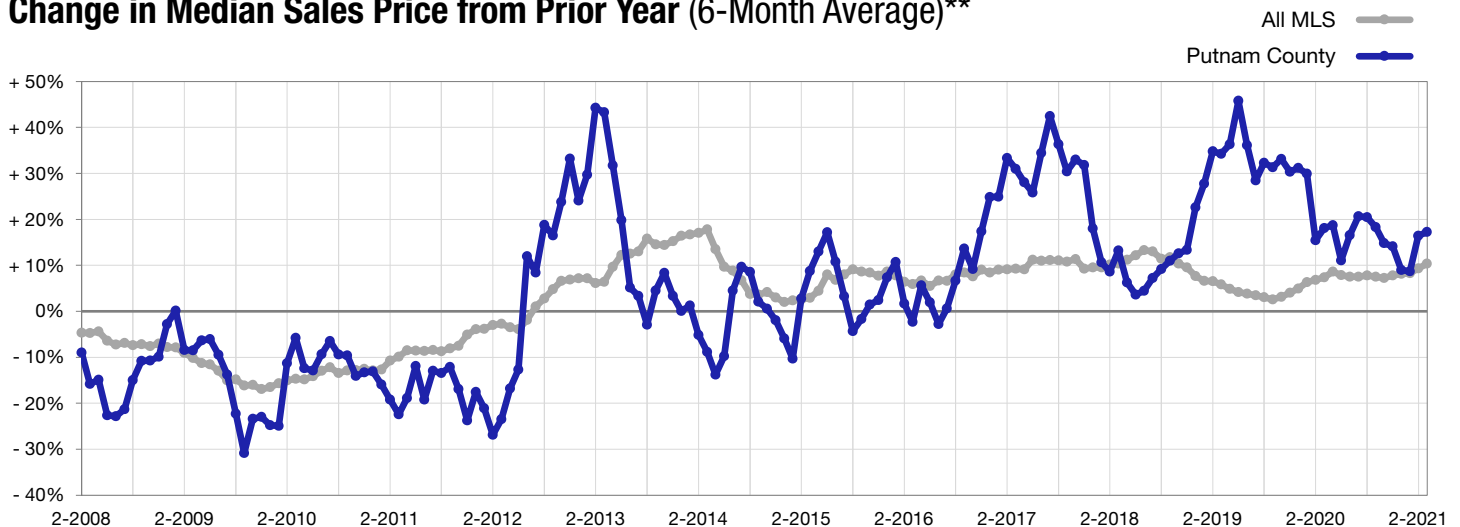
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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Local Market Update – March 2021

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



St. Johns County

- 22.5%

+ 4.0%

+ 17.4%

Change in
New Listings

Change in
Closed Sales

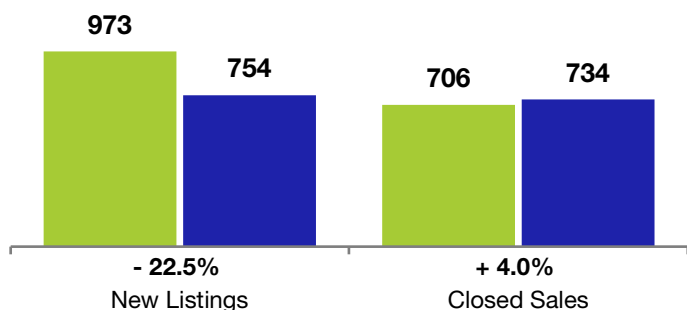
Change in
Median Sales Price

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	973	754	- 22.5%	2,662	2,012	- 24.4%
Closed Sales	706	734	+ 4.0%	1,702	1,865	+ 9.6%
Median Sales Price*	\$335,000	\$393,140	+ 17.4%	\$338,107	\$375,000	+ 10.9%
Percent of Original List Price Received*	96.8%	99.3%	+ 2.6%	96.2%	98.8%	+ 2.7%
Percent of Properties Sold Over List Price*	8.0%	28.7%	+ 258.8%	8.3%	20.9%	+ 151.8%
Days on Market Until Sale	87	59	- 32.2%	87	58	- 33.3%
Inventory of Homes for Sale	2,591	785	- 69.7%	--	--	--
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.

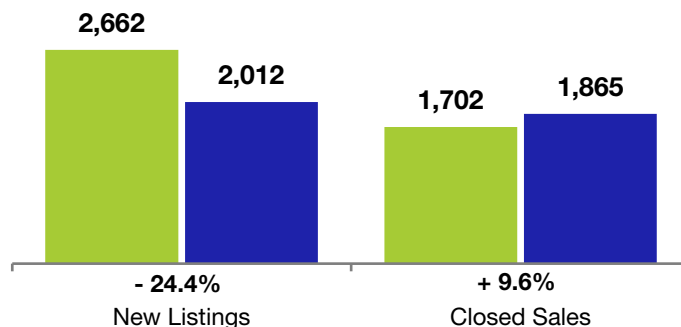
March

■ 2020 ■ 2021

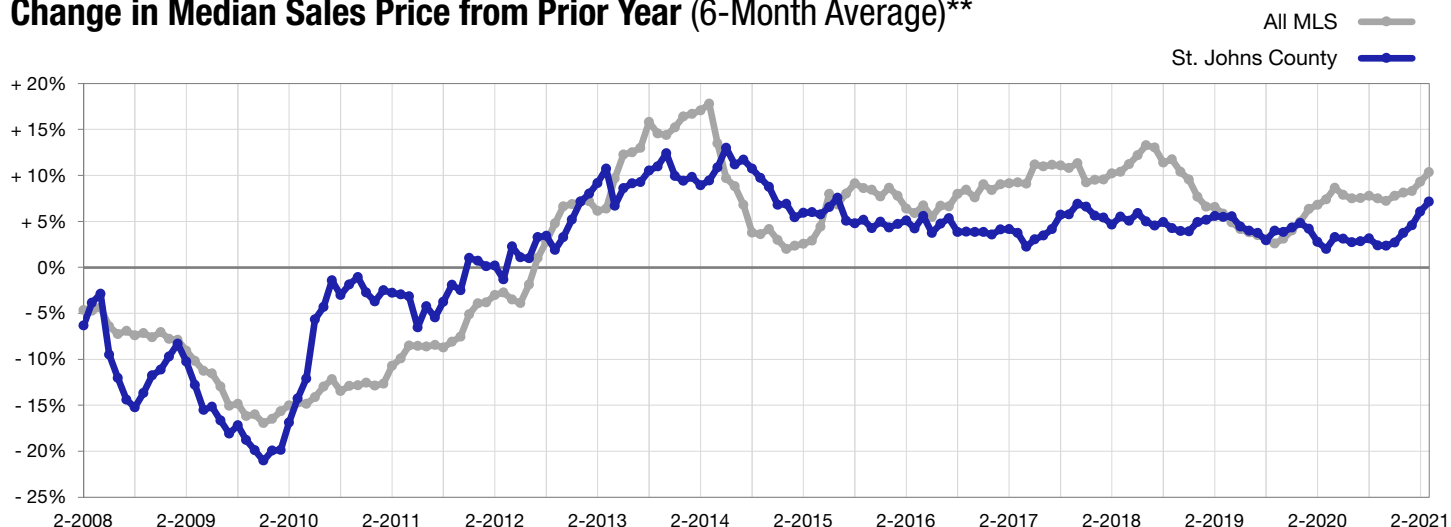


Year to Date

■ 2020 ■ 2021



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



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