

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.

February 2021

Mortgage interest rates ticked a bit higher in February, but remain below their February 2020 levels. Interest rates may rise a bit further in coming weeks, but according to Freddie Mac chief economist Sam Khater, “while there are multiple temporary factors driving up rates, the underlying economic fundamentals point to rates remaining in the low 3 percent range for the year.” With rates still at historically low levels, home sales are unlikely to be significantly impacted, though higher rates do impact affordability.

New Listings in the Northeast Florida region decreased 13.5 percent to 2,955. Pending Sales were up 11.4 percent to 3,063. Inventory levels fell 56.1 percent to 3,931 units.

Prices continued to gain traction. The Median Sales Price increased 11.8 percent to \$265,000. Days on Market was down 32.9 percent to 49 days. Sellers were encouraged as Months Supply of Inventory was down 60.6 percent to 1.3 months.

For homeowners currently struggling due to COVID-19, government agencies are continuing efforts to help those in need. The Federal Housing Finance Agency announced they will allow homeowners with loans backed by Fannie Mae and Freddie Mac to receive an additional three months of forbearance, extending total payment relief to up to 18 months. Qualified homeowners must already be in a forbearance plan as of the end of February.

Quick Facts

+ 5.9% **+ 11.8%** **- 56.1%**

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

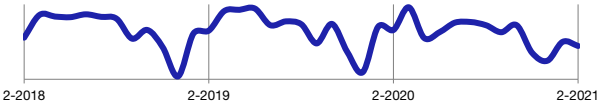
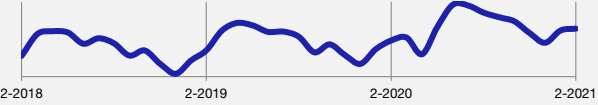




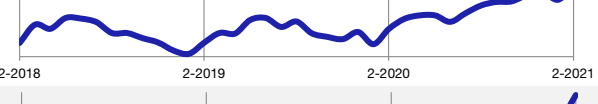
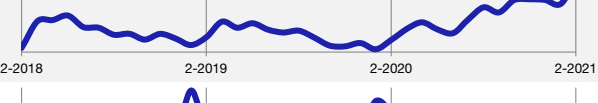
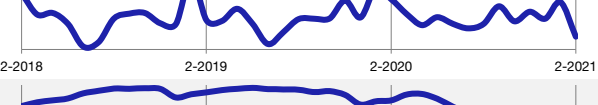
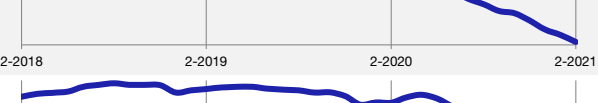

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Market Overview

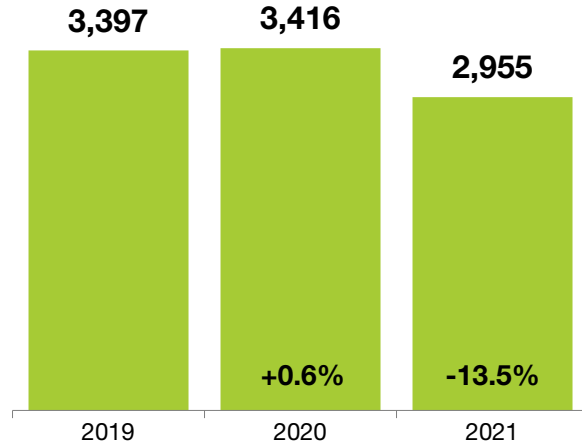
Key market metrics for the current month and year-to-date.

Key Metrics	Historical Sparklines	2-2020	2-2021	+/-	YTD 2020	YTD 2021	+/-
New Listings		3,416	2,955	- 13.5%	6,931	6,033	- 13.0%
Pending Sales		2,749	3,063	+ 11.4%	5,269	6,073	+ 15.3%
Closed Sales		2,400	2,542	+ 5.9%	4,388	4,873	+ 11.1%
Days on Market Until Sale		73	49	- 32.9%	73	51	- 30.1%
Median Sales Price		\$237,000	\$265,000	+ 11.8%	\$235,000	\$261,000	+ 11.1%
Average Sales Price		\$283,530	\$323,467	+ 14.1%	\$280,022	\$320,874	+ 14.6%
Percent of Original List Price Received		95.8%	98.0%	+ 2.3%	95.4%	97.6%	+ 2.3%
Percent of Properties Sold Over List Price		12.5%	21.7%	+ 73.6%	11.9%	19.9%	+ 67.2%
Housing Affordability Index		143	132	- 7.7%	144	134	- 6.9%
Inventory of Homes for Sale		8,945	3,931	- 56.1%	--	--	--
Months Supply of Homes for Sale		3.3	1.3	- 60.6%	--	--	--

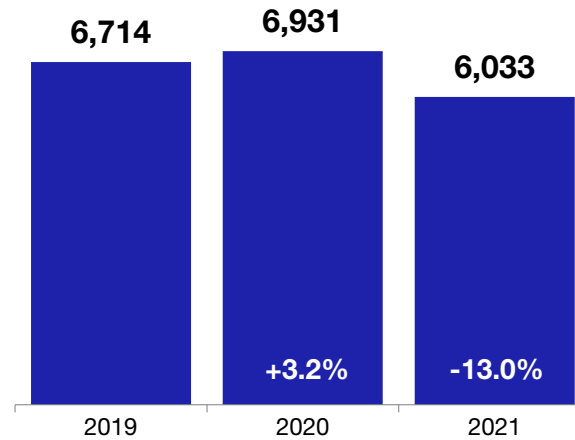
New Listings

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

February

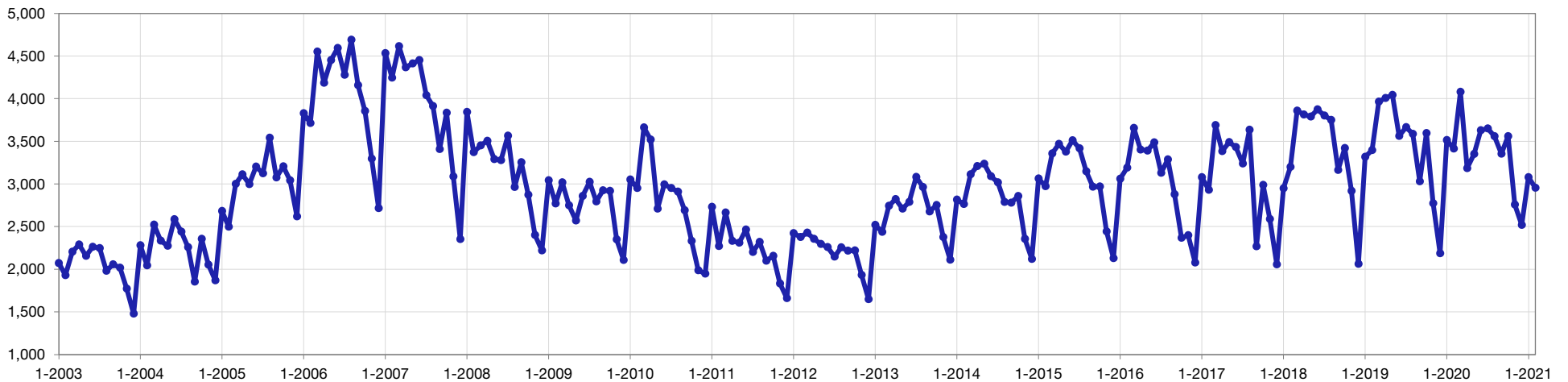


Year To Date



Month	Prior Year	Current Year	+ / -
March 2020	3,966	4,081	+2.9%
April 2020	4,008	3,184	-20.6%
May 2020	4,043	3,351	-17.1%
June 2020	3,562	3,629	+1.9%
July 2020	3,667	3,650	-0.5%
August 2020	3,586	3,560	-0.7%
September 2020	3,031	3,354	+10.7%
October 2020	3,595	3,561	-0.9%
November 2020	2,773	2,758	-0.5%
December 2020	2,187	2,519	+15.2%
January 2021	3,515	3,078	-12.4%
February 2021	3,416	2,955	-13.5%
12-Month Avg	3,446	3,307	-4.0%

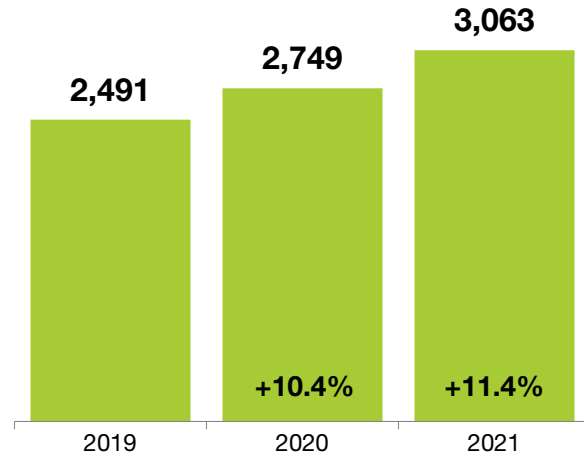
Historical New Listing Activity



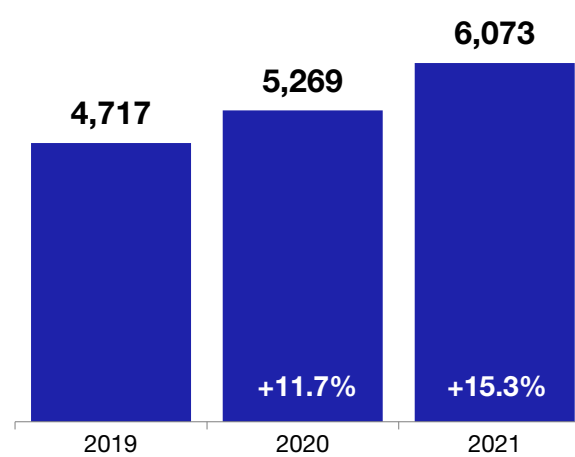
Pending Sales

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

February

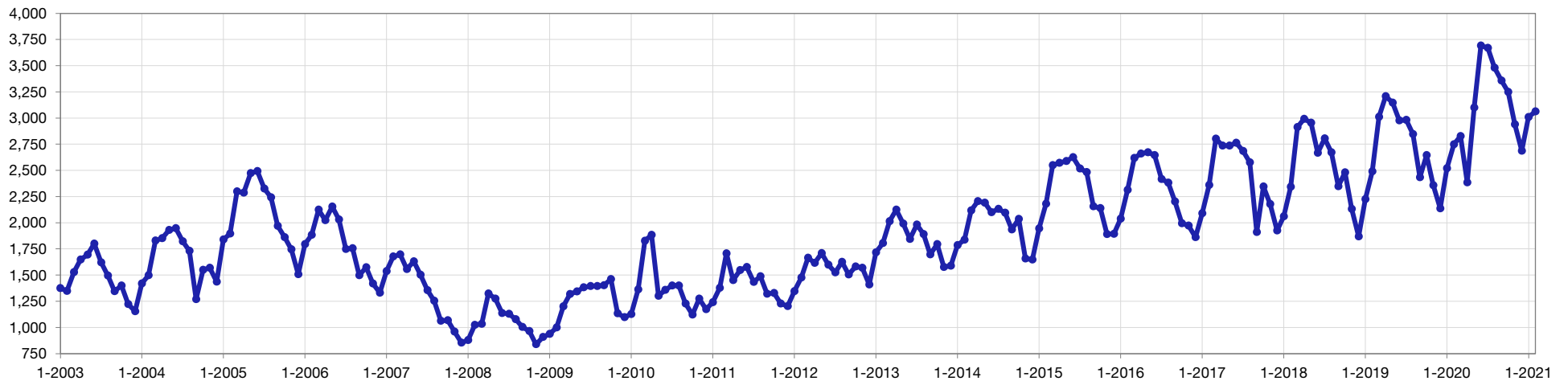


Year To Date



Month	Prior Year	Current Year	+ / -
March 2020	3,011	2,827	-6.1%
April 2020	3,207	2,385	-25.6%
May 2020	3,146	3,100	-1.5%
June 2020	2,976	3,691	+24.0%
July 2020	2,981	3,670	+23.1%
August 2020	2,848	3,482	+22.3%
September 2020	2,435	3,359	+37.9%
October 2020	2,646	3,251	+22.9%
November 2020	2,358	2,940	+24.7%
December 2020	2,136	2,687	+25.8%
January 2021	2,520	3,010	+19.4%
February 2021	2,749	3,063	+11.4%
12-Month Avg	2,751	3,122	+13.5%

Historical Pending Sales Activity

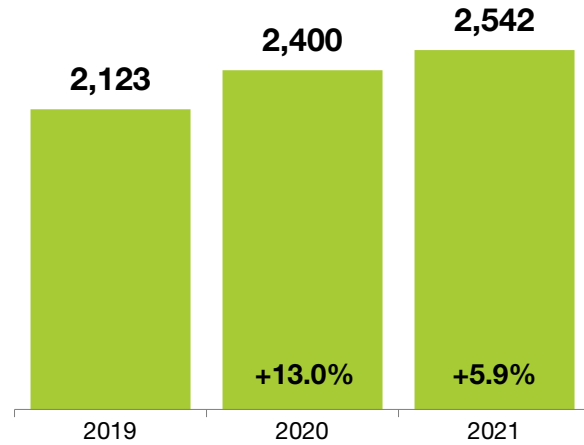


Closed Sales

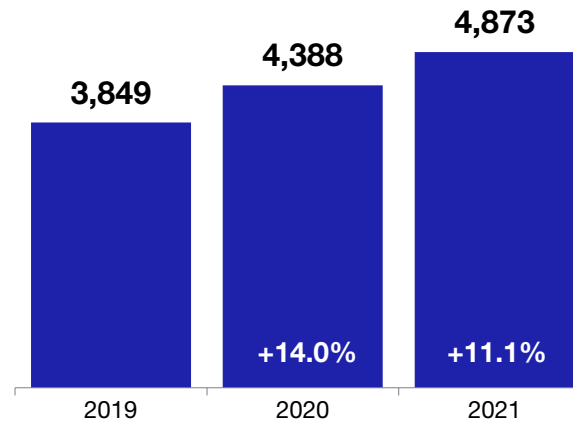
A count of actual sales that have closed within a given month.



February

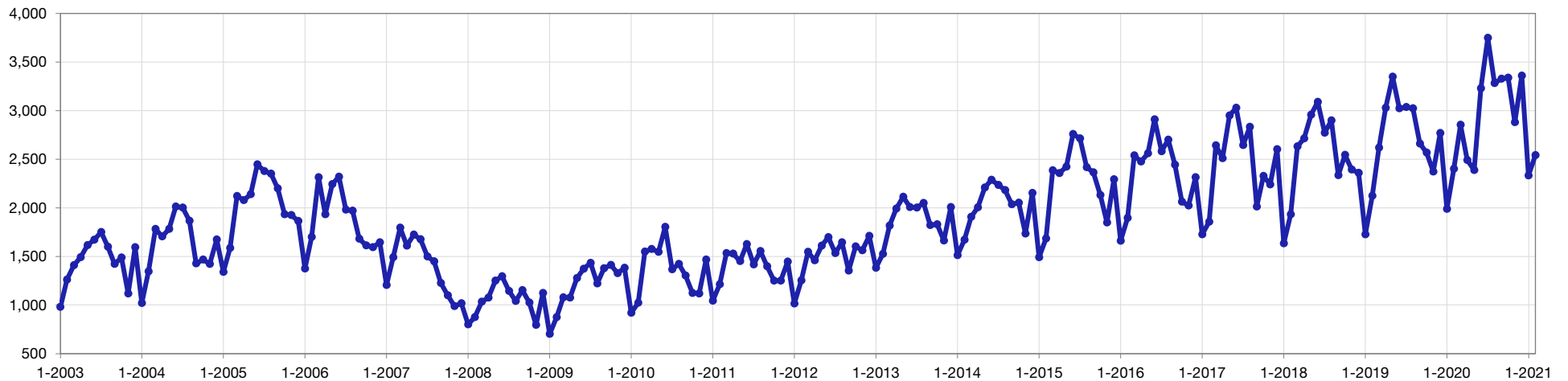


Year To Date



Month	Prior Year	Current Year	+ / -
March 2020	2,617	2,854	+9.1%
April 2020	3,028	2,492	-17.7%
May 2020	3,347	2,387	-28.7%
June 2020	3,024	3,229	+6.8%
July 2020	3,037	3,749	+23.4%
August 2020	3,022	3,283	+8.6%
September 2020	2,660	3,326	+25.0%
October 2020	2,567	3,338	+30.0%
November 2020	2,371	2,880	+21.5%
December 2020	2,768	3,359	+21.4%
January 2021	1,988	2,331	+17.3%
February 2021	2,400	2,542	+5.9%
12-Month Avg	2,736	2,981	+10.2%

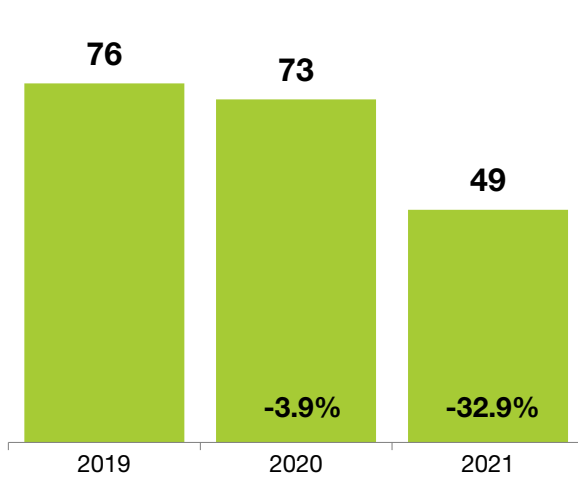
Historical Closed Sales Activity



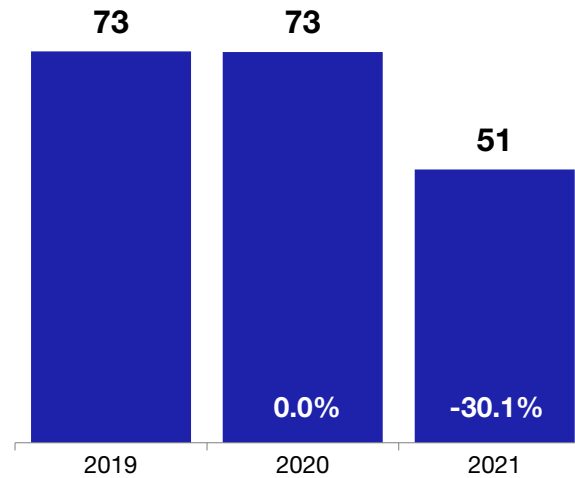
Days on Market Until Sale

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

February



Year To Date



Month	Prior Year	Current Year	+ / -
March 2020	71	70	-1.4%
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%
12-Month Avg	67	61	-8.5%

Historical Days on Market Until Sale

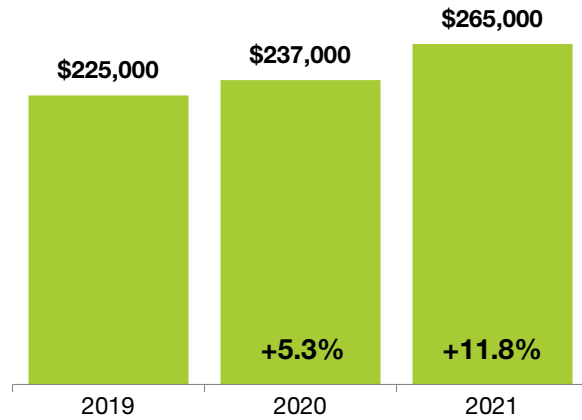


Median Sales Price

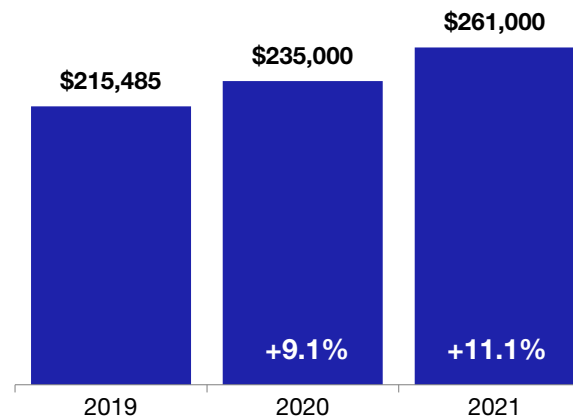
Median price point for all closed sales, not accounting for seller concessions, in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
March 2020	\$230,000	\$244,000	+6.1%
April 2020	\$225,000	\$249,613	+10.9%
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	\$261,500	+8.6%
September 2020	\$235,000	\$255,250	+8.6%
October 2020	\$235,000	\$263,000	+11.9%
November 2020	\$232,000	\$262,000	+12.9%
December 2020	\$240,000	\$267,000	+11.3%
January 2021	\$231,943	\$256,250	+10.5%
February 2021	\$237,000	\$265,000	+11.8%
12-Month Med	\$235,000	\$258,000	+9.8%

Historical Median Sales Price

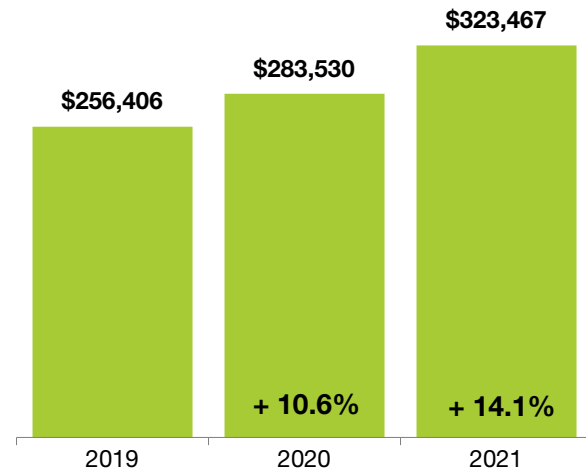


Average Sales Price

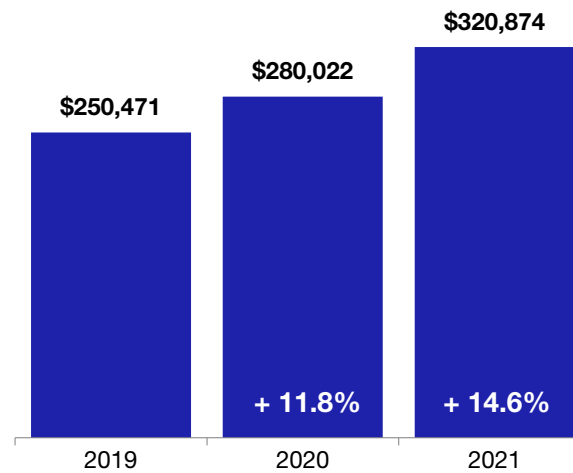
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
March 2020	\$269,086	\$286,406	+6.4%
April 2020	\$277,186	\$296,712	+7.0%
May 2020	\$274,964	\$287,901	+4.7%
June 2020	\$297,599	\$309,523	+4.0%
July 2020	\$282,788	\$322,493	+14.0%
August 2020	\$288,747	\$317,808	+10.1%
September 2020	\$271,754	\$317,240	+16.7%
October 2020	\$272,615	\$327,746	+20.2%
November 2020	\$270,948	\$315,889	+16.6%
December 2020	\$289,489	\$328,880	+13.6%
January 2021	\$275,787	\$318,049	+15.3%
February 2021	\$283,530	\$323,467	+14.1%
12-Month Avg	\$279,946	\$313,761	+12.1%

Historical Average Sales Price

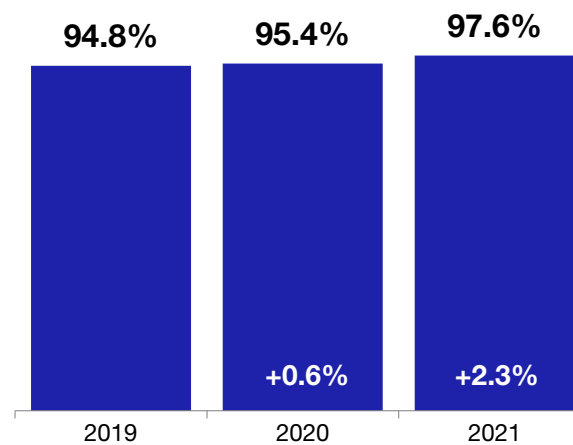
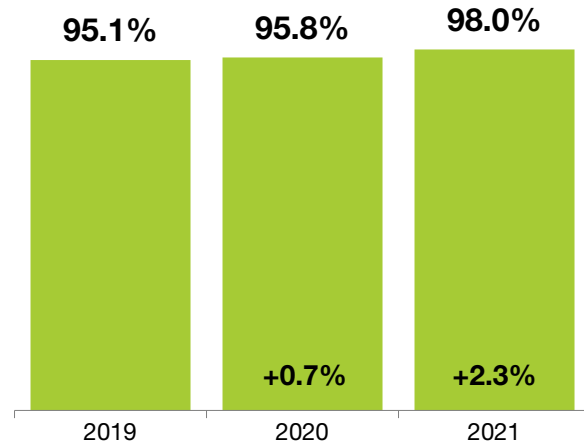


Percent of Original List Price Received

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.

February

Year To Date



Month	Prior Year	Current Year	+ / -
March 2020	95.6%	96.3%	+0.7%
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%
12-Month Avg	95.7%	96.9%	+1.3%

Historical Percent of Original List Price Received

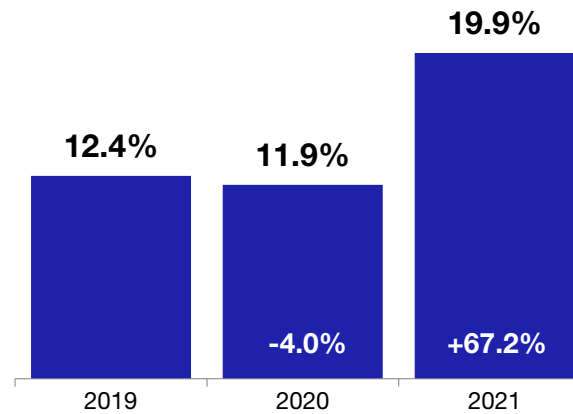
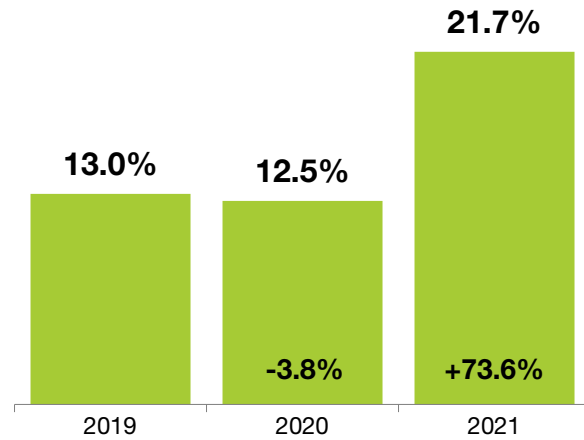


Percent of Properties Sold Over List Price

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

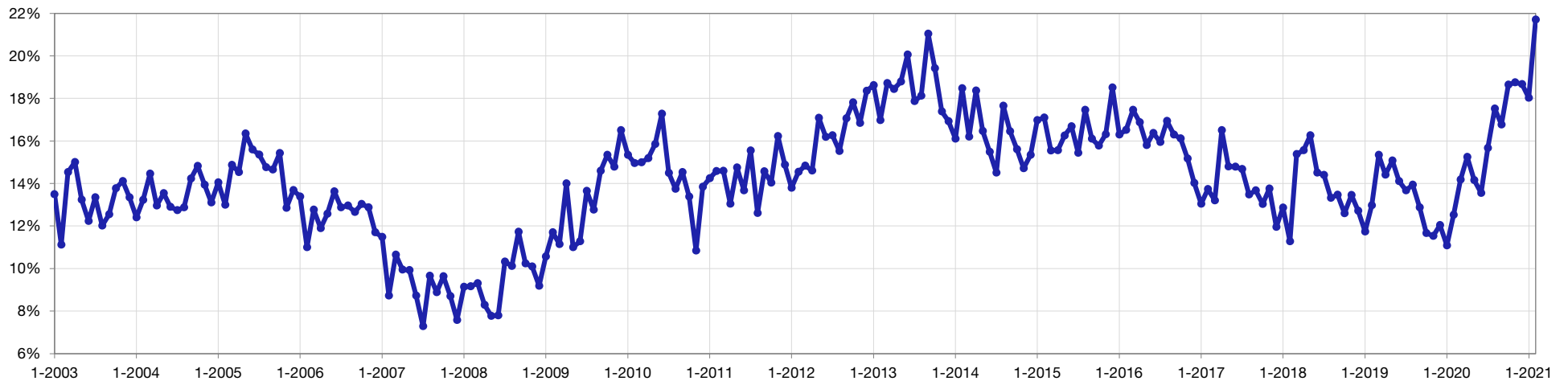
February

Year To Date



Month	Prior Year	Current Year	+ / -
March 2020	15.3%	14.2%	-7.2%
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%	18.7%	+59.8%
November 2020	11.5%	18.8%	+63.5%
December 2020	12.0%	18.7%	+55.8%
January 2021	11.1%	18.0%	+62.2%
February 2021	12.5%	21.7%	+73.6%
12-Month Avg	13.3%	16.9%	+26.8%

Historical Percent of Properties Sold Over List Price

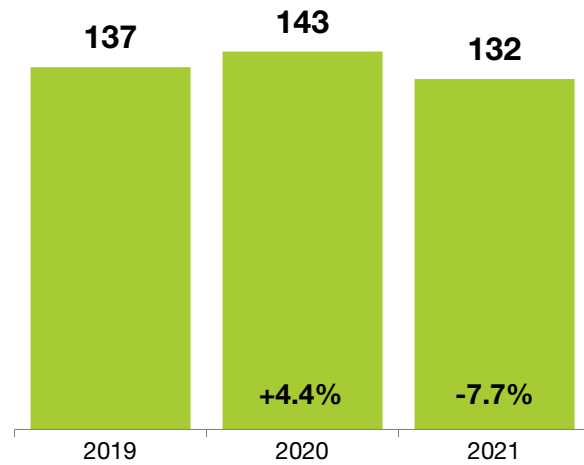


Housing Affordability Index

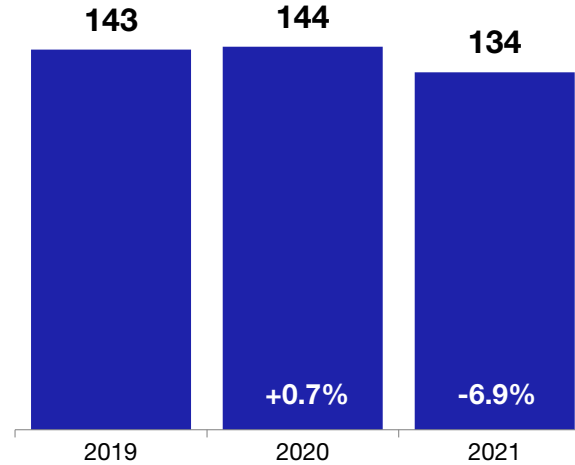


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

February

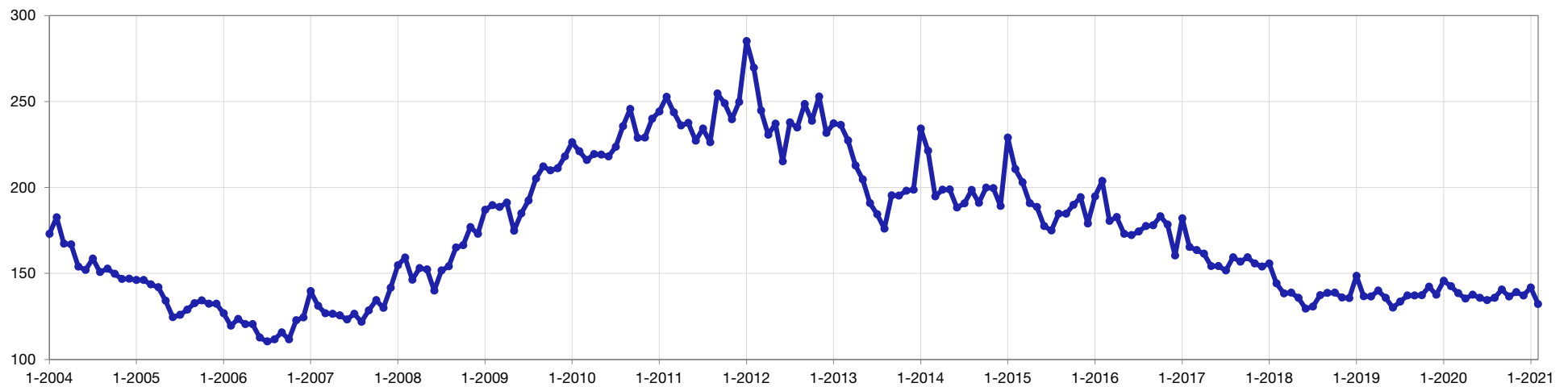


Year To Date



Month	Prior Year	Current Year	+ / -
March 2020	136	138	+1.5%
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	136	-0.7%
November 2020	142	139	-2.1%
December 2020	137	137	0.0%
January 2021	146	142	-2.7%
February 2021	143	132	-7.7%
12-Month Avg	138	137	-0.5%

Historical Housing Affordability Index

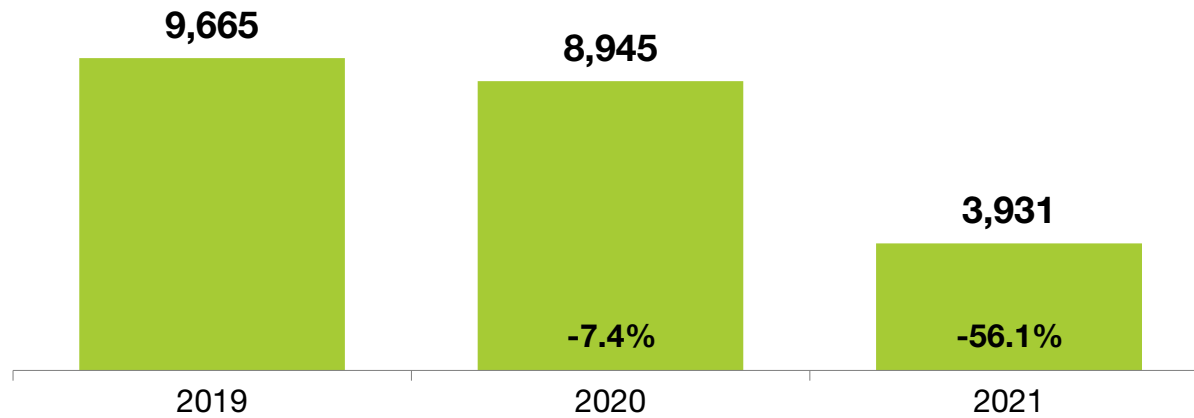


Inventory of Homes for Sale

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

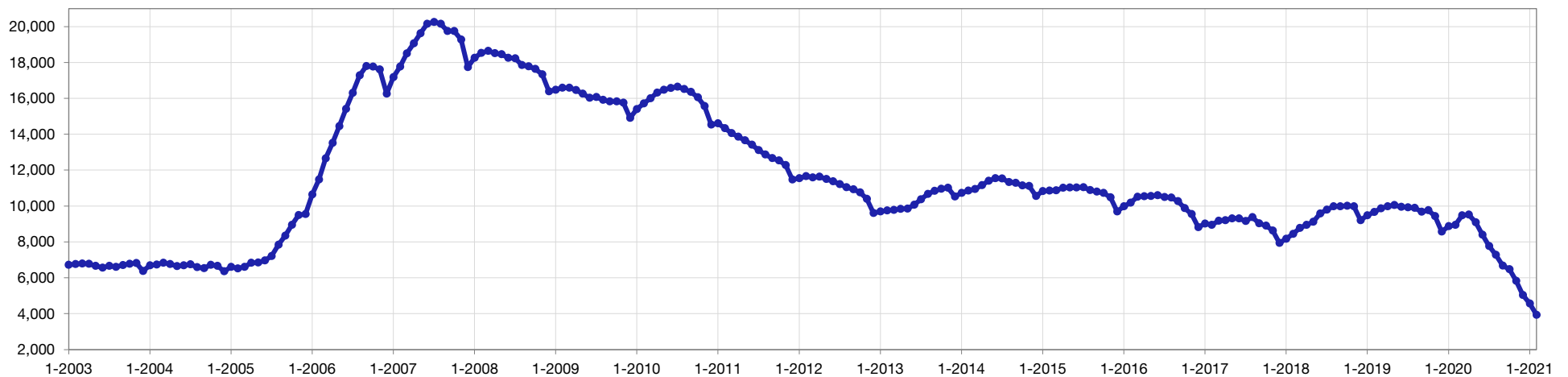


February



Month	Prior Year	Current Year	+ / -
March 2020	9,860	9,474	-3.9%
April 2020	9,980	9,513	-4.7%
May 2020	10,054	9,090	-9.6%
June 2020	9,955	8,397	-15.7%
July 2020	9,921	7,761	-21.8%
August 2020	9,889	7,280	-26.4%
September 2020	9,676	6,673	-31.0%
October 2020	9,759	6,475	-33.7%
November 2020	9,428	5,827	-38.2%
December 2020	8,575	5,041	-41.2%
January 2021	8,879	4,565	-48.6%
February 2021	8,945	3,931	-56.1%
12-Month Avg	9,577	7,002	-27.6%

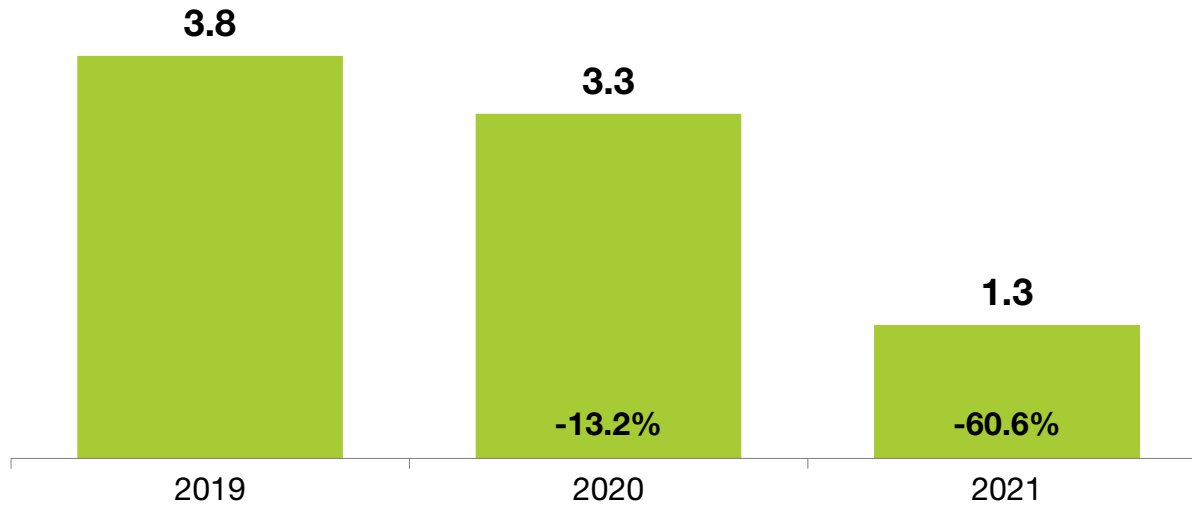
Historical Inventory of Homes for Sale



Months Supply of Inventory

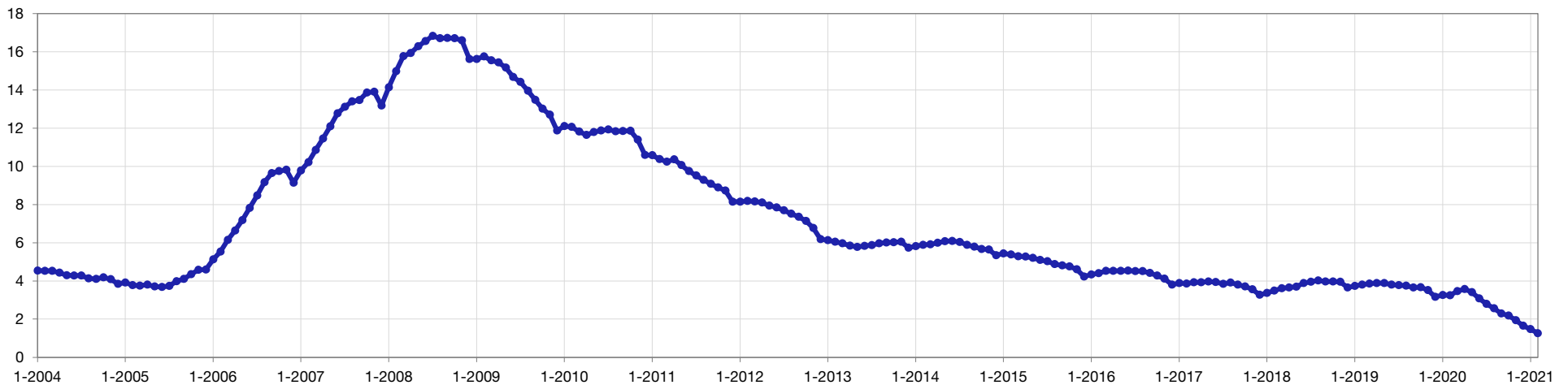
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

February



Month	Prior Year	Current Year	+ / -
March 2020	3.9	3.5	-10.3%
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	1.9	-45.7%
December 2020	3.2	1.7	-46.9%
January 2021	3.3	1.5	-54.5%
February 2021	3.3	1.3	-60.6%
12-Month Avg	3.6	2.5	-31.7%

Historical Months Supply of Inventory



Housing Supply Overview

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February 2021

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Quick Facts

+ 63.9%	+ 26.8%	+ 13.8%
Price Range With Strongest Sales: \$1,000,000 and Above	Construction Status With Strongest Sales: New Construction	Property Type With Strongest Sales: Single-Family

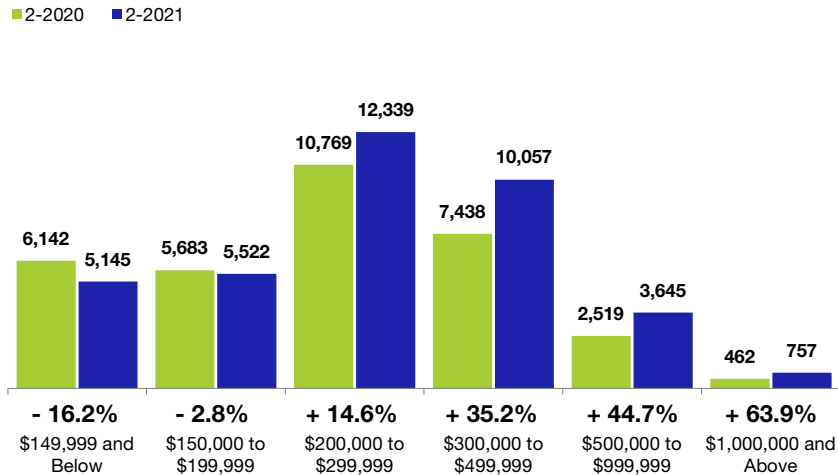
Pending Sales	15
Days on Market Until Sale	16
Median Sales Price	17
Percent of Original List Price Received	18
Percent of Properties Sold Over List Price	19
Inventory of Homes for Sale	20
Months Supply of Inventory	21



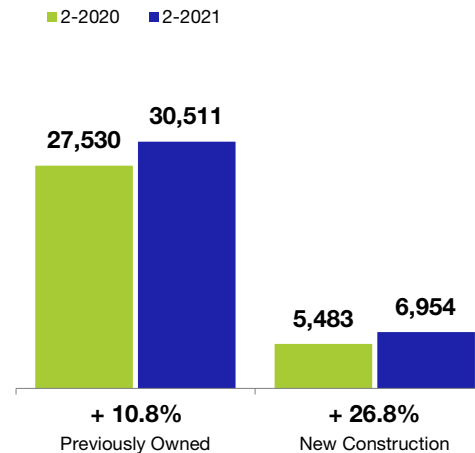
Pending Sales

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

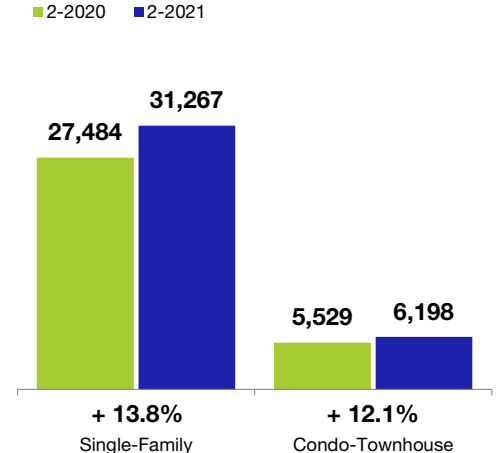
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	2-2020	2-2021	Change
\$149,999 and Below	6,142	5,145	- 16.2%
\$150,000 to \$199,999	5,683	5,522	- 2.8%
\$200,000 to \$299,999	10,769	12,339	+ 14.6%
\$300,000 to \$499,999	7,438	10,057	+ 35.2%
\$500,000 to \$999,999	2,519	3,645	+ 44.7%
\$1,000,000 and Above	462	757	+ 63.9%
All Price Ranges	33,013	37,465	+ 13.5%

Single-Family

2-2020	2-2021	Change
4,318	3,649	- 15.5%
4,101	3,779	- 7.9%
9,612	10,647	+ 10.8%
6,771	9,244	+ 36.5%
2,285	3,275	+ 43.3%
397	673	+ 69.5%
27,484	31,267	+ 13.8%

Condo-Townhouse

2-2020	2-2021	Change
1,824	1,496	- 18.0%
1,582	1,743	+ 10.2%
1,157	1,692	+ 46.2%
667	813	+ 21.9%
234	370	+ 58.1%
65	84	+ 29.2%
5,529	6,198	+ 12.1%

By Construction Status	2-2020	2-2021	Change
Previously Owned	27,530	30,511	+ 10.8%
New Construction	5,483	6,954	+ 26.8%
All Property Types	33,013	37,465	+ 13.5%

2-2020	2-2021	Change	2-2020	2-2021	Change
22,445	25,224	+ 12.4%	5,085	5,287	+ 4.0%
5,039	6,043	+ 19.9%	444	911	+ 105.2%
27,484	31,267	+ 13.8%	5,529	6,198	+ 12.1%

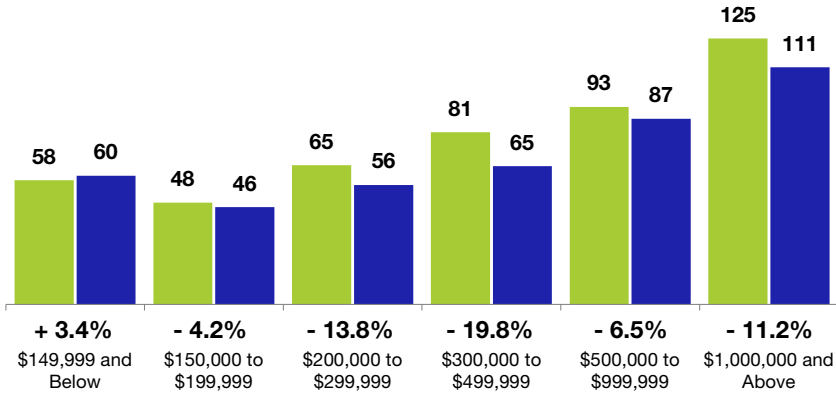
Days on Market Until Sale

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



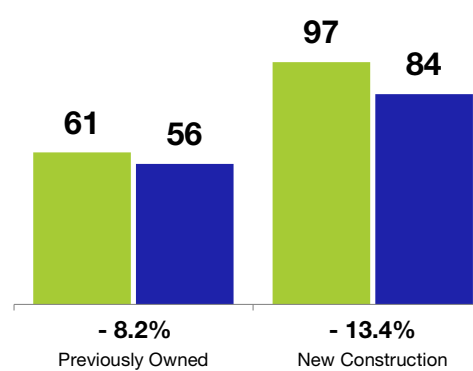
By Price Range

■ 2-2020 ■ 2-2021



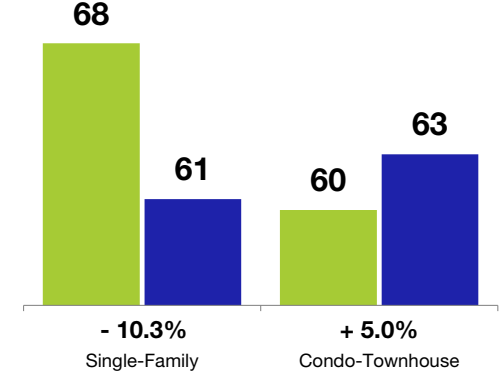
By Construction Status

■ 2-2020 ■ 2-2021



By Property Type

■ 2-2020 ■ 2-2021



All Properties

By Price Range	2-2020	2-2021	Change
\$149,999 and Below	58	60	+ 3.4%
\$150,000 to \$199,999	48	46	- 4.2%
\$200,000 to \$299,999	65	56	- 13.8%
\$300,000 to \$499,999	81	65	- 19.8%
\$500,000 to \$999,999	93	87	- 6.5%
\$1,000,000 and Above	125	111	- 11.2%
All Price Ranges	67	61	- 9.0%

Single-Family

2-2020	2-2021	Change
61	63	+ 3.3%
47	44	- 6.4%
65	55	- 15.4%
81	63	- 22.2%
91	85	- 6.6%
130	111	- 14.6%
68	61	- 10.3%

Condo-Townhouse

2-2020	2-2021	Change
52	53	+ 1.9%
49	49	0.0%
68	64	- 5.9%
81	90	+ 11.1%
112	106	- 5.4%
96	110	+ 14.6%
60	63	+ 5.0%

By Construction Status	2-2020	2-2021	Change
Previously Owned	61	56	- 8.2%
New Construction	97	84	- 13.4%
All Property Types	67	61	- 9.0%

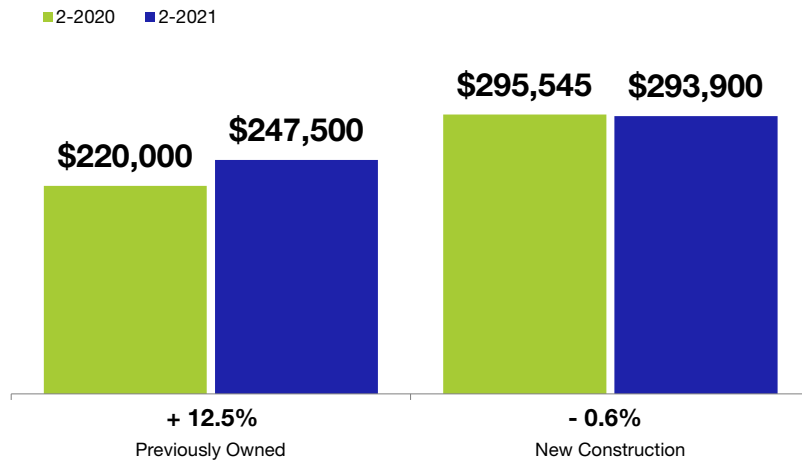
2-2020	2-2021	Change	2-2020	2-2021	Change
62	56	- 9.7%	59	59	0.0%
99	83	- 16.2%	80	95	+ 18.8%
68	61	- 10.3%	60	63	+ 5.0%

Median Sales Price

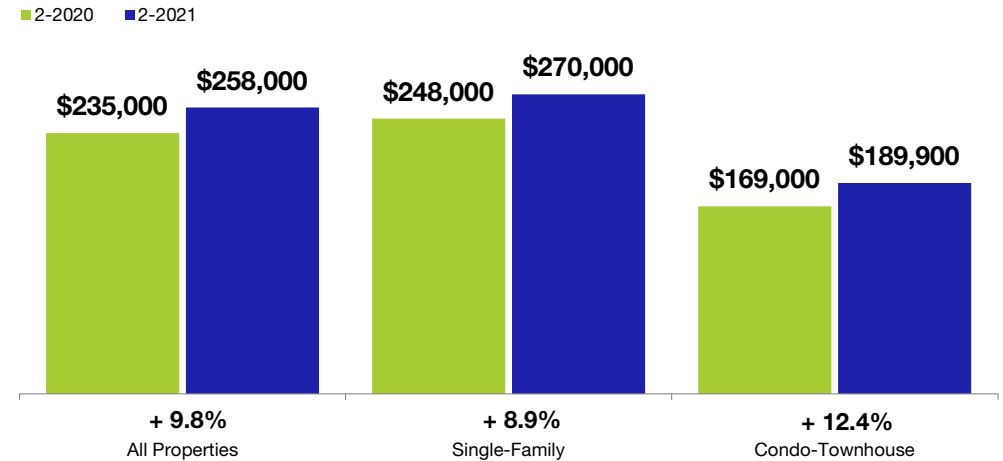
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Construction Status



By Property Type



All Properties

By Construction Status	2-2020	2-2021	Change
Previously Owned	\$220,000	\$247,500	+ 12.5%
New Construction	\$295,545	\$293,900	- 0.6%
All Construction Statuses	\$235,000	\$258,000	+ 9.8%

Single-Family

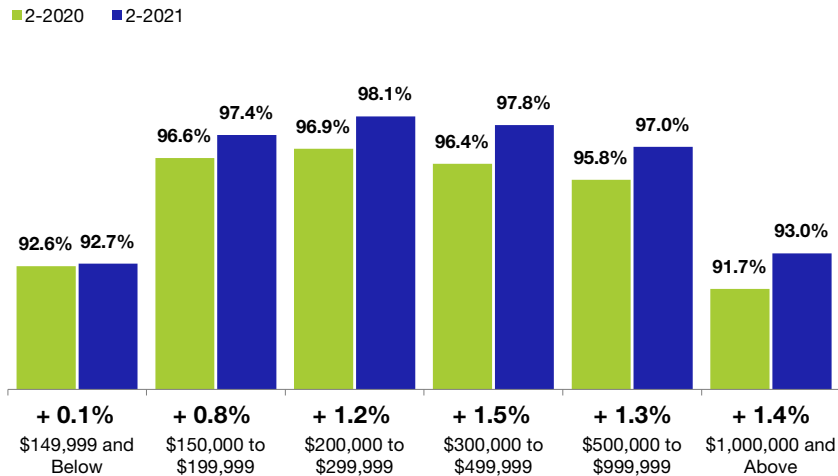
2-2020	2-2021	Change	2-2020	2-2021	Change
\$233,500	\$261,000	+ 11.8%	\$164,000	\$178,000	+ 8.5%
\$300,000	\$300,990	+ 0.3%	\$249,985	\$237,985	- 4.8%
\$248,000	\$270,000	+ 8.9%	\$169,000	\$189,900	+ 12.4%

Condo-Townhouse

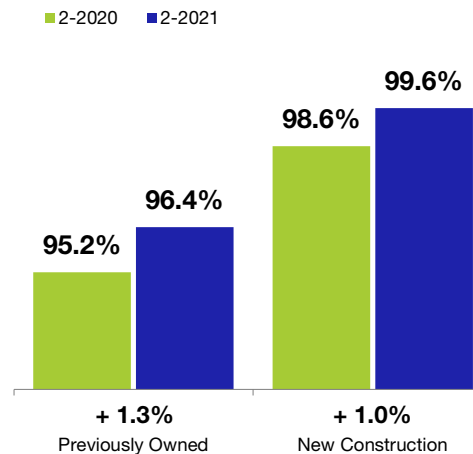
Percent of Original List Price Received

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.**

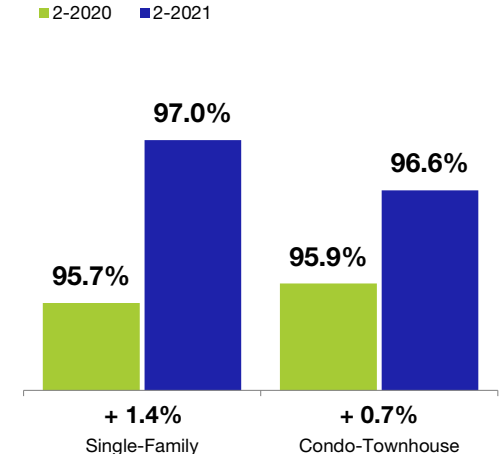
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	2-2020	2-2021	Change
\$149,999 and Below	92.6%	92.7%	+ 0.1%
\$150,000 to \$199,999	96.6%	97.4%	+ 0.8%
\$200,000 to \$299,999	96.9%	98.1%	+ 1.2%
\$300,000 to \$499,999	96.4%	97.8%	+ 1.5%
\$500,000 to \$999,999	95.8%	97.0%	+ 1.3%
\$1,000,000 and Above	91.7%	93.0%	+ 1.4%
All Price Ranges	95.7%	96.9%	+ 1.3%

Single-Family

2-2020	2-2021	Change	2-2020	2-2021	Change
91.5%	91.5%	0.0%	95.1%	95.4%	+ 0.3%
96.4%	97.4%	+ 1.0%	97.1%	97.5%	+ 0.4%
97.0%	98.2%	+ 1.2%	96.1%	97.4%	+ 1.4%
96.4%	97.9%	+ 1.6%	95.4%	96.5%	+ 1.2%
95.8%	97.2%	+ 1.5%	94.9%	94.7%	- 0.2%
91.6%	93.0%	+ 1.5%	92.3%	93.8%	+ 1.6%
95.7%	97.0%	+ 1.4%	95.9%	96.6%	+ 0.7%

Condo-Townhouse

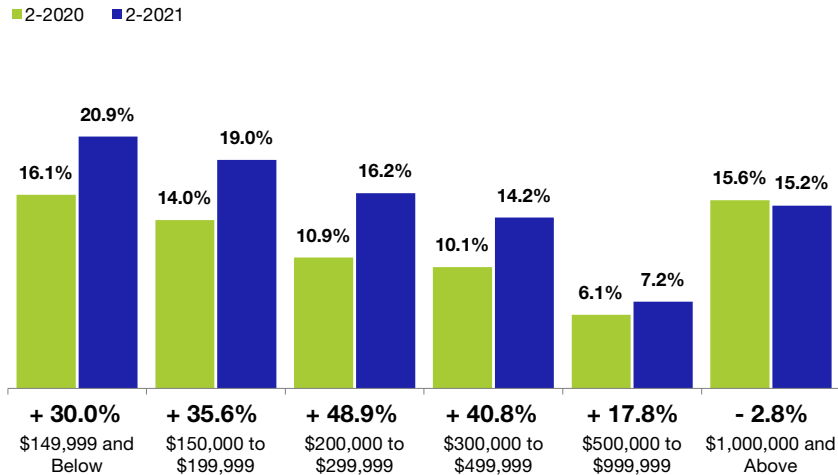
By Construction Status	2-2020	2-2021	Change
Previously Owned	95.2%	96.4%	+ 1.3%
New Construction	98.6%	99.6%	+ 1.0%
All Property Types	95.7%	96.9%	+ 1.3%

2-2020	2-2021	Change	2-2020	2-2021	Change
95.0%	96.4%	+ 1.5%	95.7%	96.4%	+ 0.7%
98.6%	99.8%	+ 1.2%	97.7%	98.2%	+ 0.5%
95.7%	97.0%	+ 1.4%	95.9%	96.6%	+ 0.7%

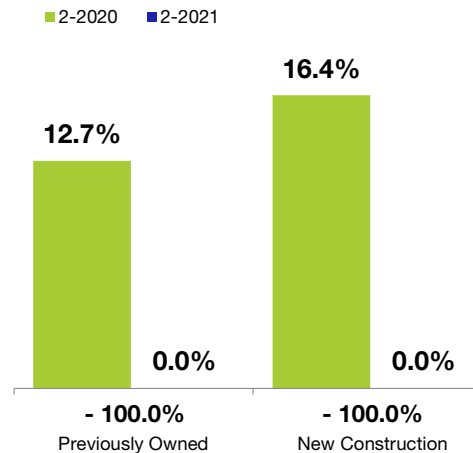
Percent of Properties Sold Over List Price

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

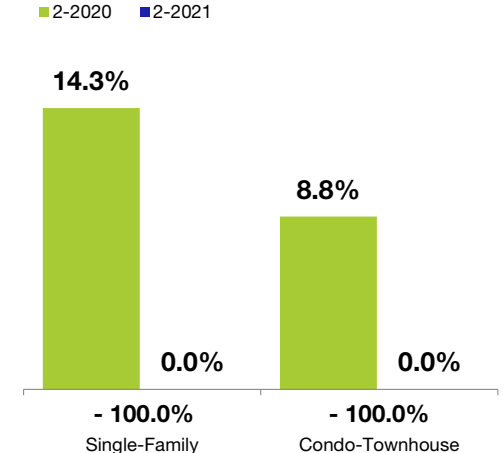
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	2-2020	2-2021	Change
\$149,999 and Below	16.1%	20.9%	+ 30.0%
\$150,000 to \$199,999	14.0%	19.0%	+ 35.6%
\$200,000 to \$299,999	10.9%	16.2%	+ 48.9%
\$300,000 to \$499,999	10.1%	14.2%	+ 40.8%
\$500,000 to \$999,999	6.1%	7.2%	+ 17.8%
\$1,000,000 and Above	15.6%	15.2%	- 2.8%
All Price Ranges	13.3%	16.9%	+ 26.8%

Single-Family

2-2020	2-2021	Change
18.5%	23.9%	+ 29.0%
14.8%	20.3%	+ 37.5%
11.4%	17.0%	+ 49.4%
10.8%	15.0%	+ 37.9%
6.4%	7.6%	+ 19.0%
17.6%	16.9%	- 4.2%
14.3%	0.0%	- 100.0%

Condo-Townhouse

2-2020	2-2021	Change
9.5%	14.2%	+ 48.9%
7.6%	10.0%	+ 31.7%
5.4%	6.5%	+ 19.5%
2.4%	7.2%	+ 200.1%
4.2%	3.6%	- 14.5%
10.9%	11.2%	+ 2.5%
8.8%	0.0%	- 100.0%

By Construction Status

2-2020	2-2021	Change
12.7%	0.0%	- 100.0%
16.4%	0.0%	- 100.0%
13.3%	16.9%	+ 26.8%

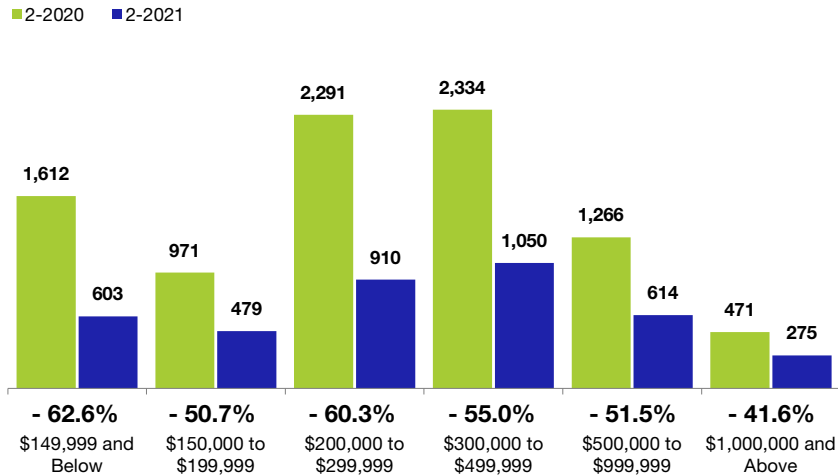
2-2020	2-2021	Change
13.7%	0.0%	- 100.0%
16.8%	0.0%	- 100.0%
14.3%	0.0%	- 100.0%

2-2020	2-2021	Change
8.5%	0.0%	- 100.0%
11.9%	0.0%	- 100.0%
8.8%	0.0%	- 100.0%

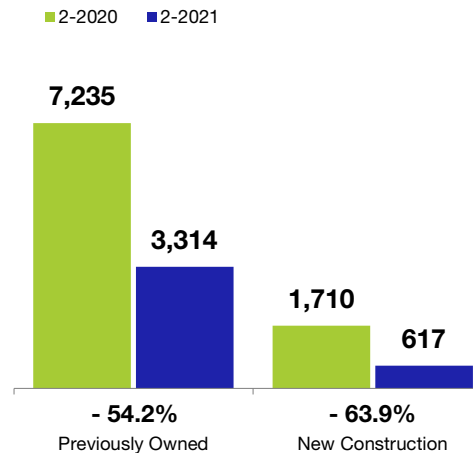
Inventory of Homes for Sale

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

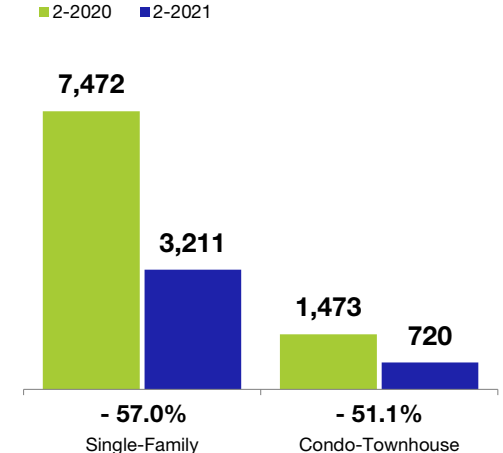
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	2-2020	2-2021	Change
\$149,999 and Below	1,612	603	- 62.6%
\$150,000 to \$199,999	971	479	- 50.7%
\$200,000 to \$299,999	2,291	910	- 60.3%
\$300,000 to \$499,999	2,334	1,050	- 55.0%
\$500,000 to \$999,999	1,266	614	- 51.5%
\$1,000,000 and Above	471	275	- 41.6%
All Price Ranges	8,945	3,931	- 56.1%

Single-Family

2-2020	2-2021	Change	2-2020	2-2021	Change
1,269	468	- 63.1%	343	135	- 60.6%
682	331	- 51.5%	289	148	- 48.8%
1,981	721	- 63.6%	310	189	- 39.0%
2,046	915	- 55.3%	288	135	- 53.1%
1,067	533	- 50.0%	199	81	- 59.3%
427	243	- 43.1%	44	32	- 27.3%
7,472	3,211	- 57.0%	1,473	720	- 51.1%

Condo-Townhouse

By Construction Status	2-2020	2-2021	Change
Previously Owned	7,235	3,314	- 54.2%
New Construction	1,710	617	- 63.9%
All Property Types	8,945	3,931	- 56.1%

2-2020	2-2021	Change	2-2020	2-2021	Change
5,955	2,712	- 54.5%	1,280	602	- 53.0%
1,517	499	- 67.1%	193	118	- 38.9%
7,472	3,211	- 57.0%	1,473	720	- 51.1%

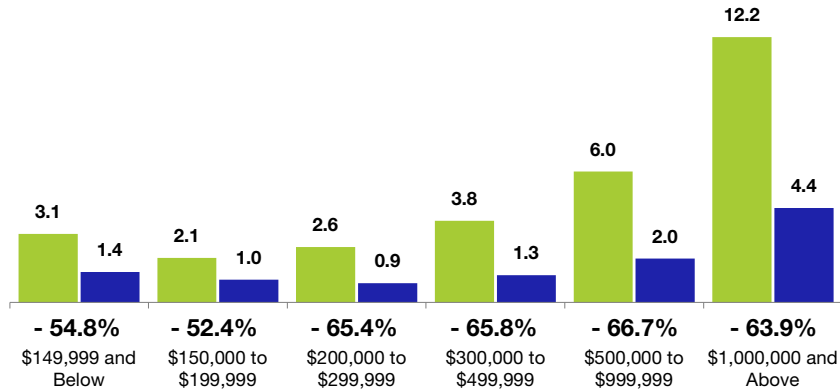
Months Supply of Inventory

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.



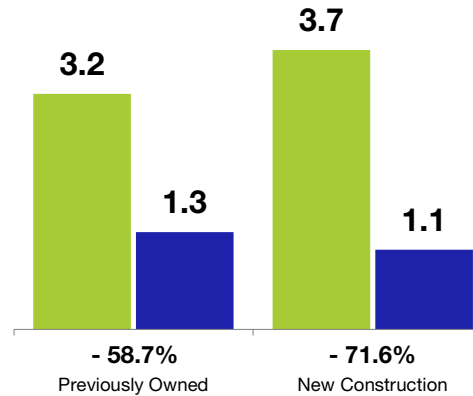
By Price Range

■ 2-2020 ■ 2-2021



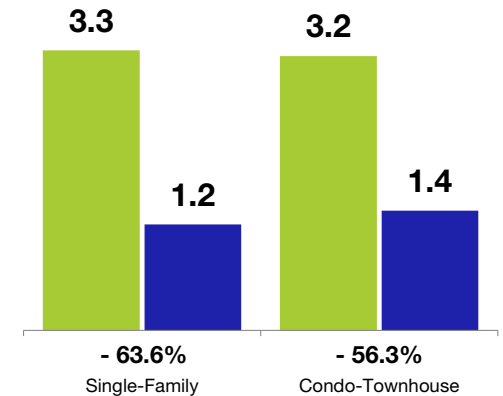
By Construction Status

■ 2-2020 ■ 2-2021



By Property Type

■ 2-2020 ■ 2-2021



All Properties

By Price Range	2-2020	2-2021	Change
\$149,999 and Below	3.1	1.4	-54.8%
\$150,000 to \$199,999	2.1	1.0	-52.4%
\$200,000 to \$299,999	2.6	0.9	-65.4%
\$300,000 to \$499,999	3.8	1.3	-65.8%
\$500,000 to \$999,999	6.0	2.0	-66.7%
\$1,000,000 and Above	12.2	4.4	-63.9%
All Price Ranges	3.3	1.3	-60.6%

Single-Family

2-2020	2-2021	Change	2-2020	2-2021	Change
3.5	1.5	-57.1%	2.3	1.1	-52.2%
2.0	1.1	-45.0%	2.2	1.0	-54.5%
2.5	0.8	-68.0%	3.2	1.3	-59.4%
3.6	1.2	-66.7%	5.2	2.0	-61.5%
5.6	2.0	-64.3%	10.2	2.6	-74.5%
12.9	4.3	-66.7%	8.1	4.6	-43.2%
3.3	1.2	-63.6%	3.2	1.4	-56.3%

Condo-Townhouse

By Construction Status	2-2020	2-2021	Change
Previously Owned	3.2	1.3	-58.7%
New Construction	3.7	1.1	-71.6%
All Property Types	3.3	1.3	-60.6%

2-2020	2-2021	Change	2-2020	2-2021	Change
3.2	1.3	-59.5%	3.0	1.4	-54.8%
3.6	1.0	-72.6%	5.2	1.6	-70.2%
3.3	1.2	-63.6%	3.2	1.4	-56.3%

Local Market Update – February 2021

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



Southside / Mandarin / Bartram

Region 01

- 25.1% **+ 12.4%** **+ 4.0%**

Change in
New Listings

Change in
Closed Sales

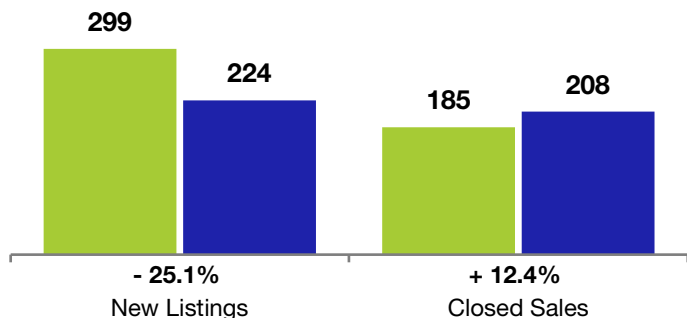
Change in
Median Sales Price

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	299	224	- 25.1%	573	461	- 19.5%
Closed Sales	185	208	+ 12.4%	338	414	+ 22.5%
Median Sales Price*	\$250,000	\$259,950	+ 4.0%	\$250,000	\$261,500	+ 4.6%
Percent of Original List Price Received*	96.6%	98.3%	+ 1.8%	96.0%	98.0%	+ 2.1%
Percent of Properties Sold Over List Price*	7.6%	29.3%	+ 285.5%	9.2%	27.8%	+ 202.2%
Days on Market Until Sale	61	44	- 27.9%	66	44	- 33.3%
Inventory of Homes for Sale	651	313	- 51.9%	--	--	--
Months Supply of Inventory	2.8	1.3	- 53.6%	--	--	--

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

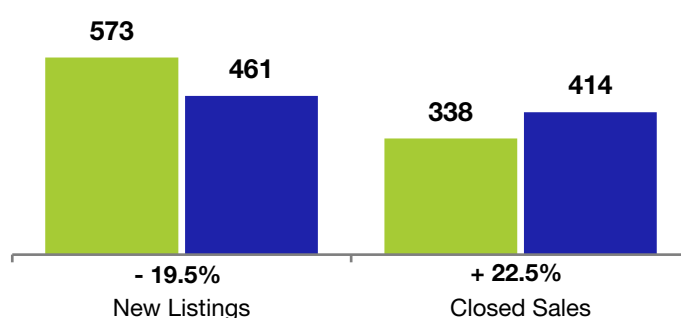
February

■ 2020 ■ 2021

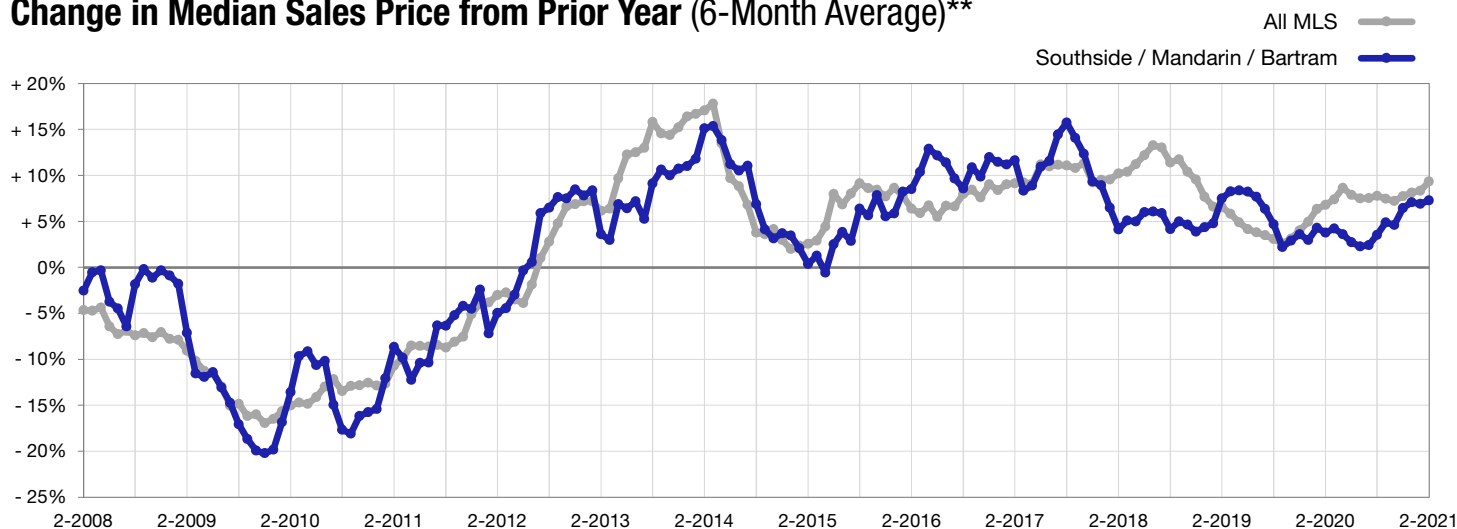


Year to Date

■ 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 – February 2021

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



Southside

+ 3.9%

Change in
New Listings

+ 7.4%

Change in
Closed Sales

- 1.1%

Change in
Median Sales Price

Region 02

February

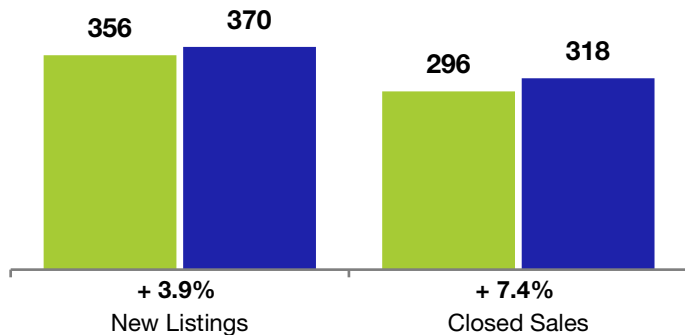
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	356	370	+ 3.9%	740	726	- 1.9%
Closed Sales	296	318	+ 7.4%	538	606	+ 12.6%
Median Sales Price*	\$248,854	\$246,000	- 1.1%	\$234,400	\$245,000	+ 4.5%
Percent of Original List Price Received*	96.8%	98.5%	+ 1.8%	96.3%	97.9%	+ 1.7%
Percent of Properties Sold Over List Price*	10.5%	26.1%	+ 148.6%	11.2%	20.5%	+ 83.0%
Days on Market Until Sale	69	50	- 27.5%	71	51	- 28.2%
Inventory of Homes for Sale	803	421	- 47.6%	--	--	--
Months Supply of Inventory	2.4	1.1	- 54.2%	--	--	--

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

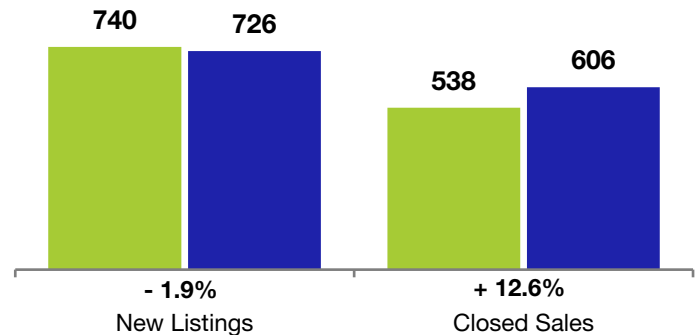
February

■ 2020 ■ 2021

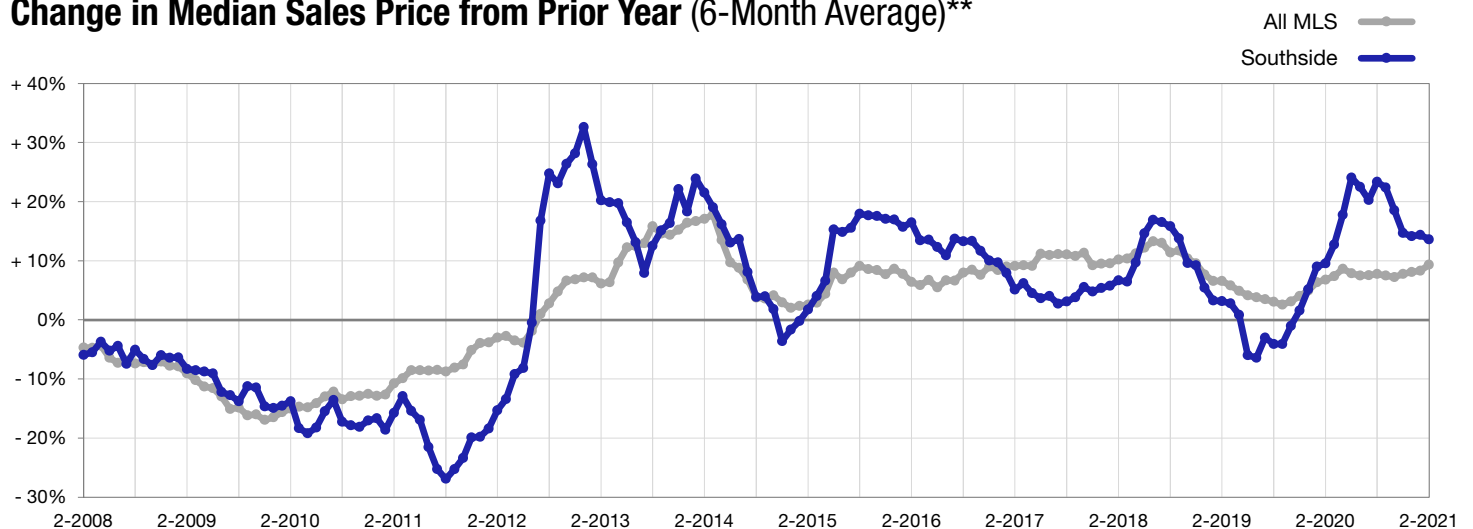


Year to Date

■ 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 – February 2021

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



Riverside / Avondale / Ortega

Region 03

- 2.7%

+ 19.0%

+ 14.6%

Change in
New Listings

Change in
Closed Sales

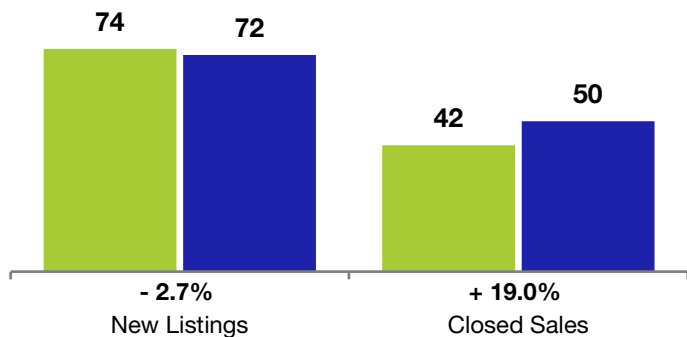
Change in
Median Sales Price

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	74	72	- 2.7%	150	147	- 2.0%
Closed Sales	42	50	+ 19.0%	76	87	+ 14.5%
Median Sales Price*	\$277,500	\$317,950	+ 14.6%	\$282,500	\$323,500	+ 14.5%
Percent of Original List Price Received*	94.9%	97.0%	+ 2.2%	94.0%	95.6%	+ 1.7%
Percent of Properties Sold Over List Price*	11.9%	26.0%	+ 118.5%	13.2%	20.7%	+ 56.8%
Days on Market Until Sale	66	79	+ 19.7%	80	80	0.0%
Inventory of Homes for Sale	204	145	- 28.9%	--	--	--
Months Supply of Inventory	4.0	2.6	- 35.0%	--	--	--

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

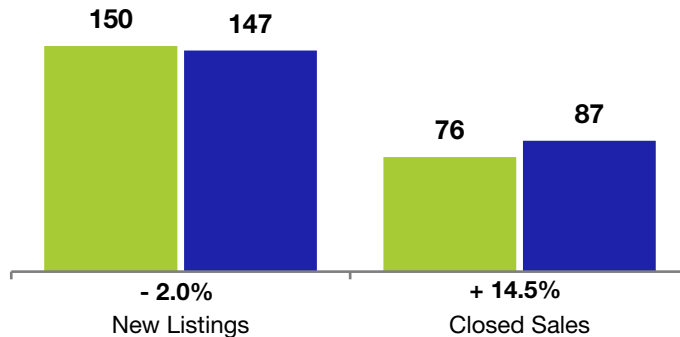
February

■ 2020 ■ 2021

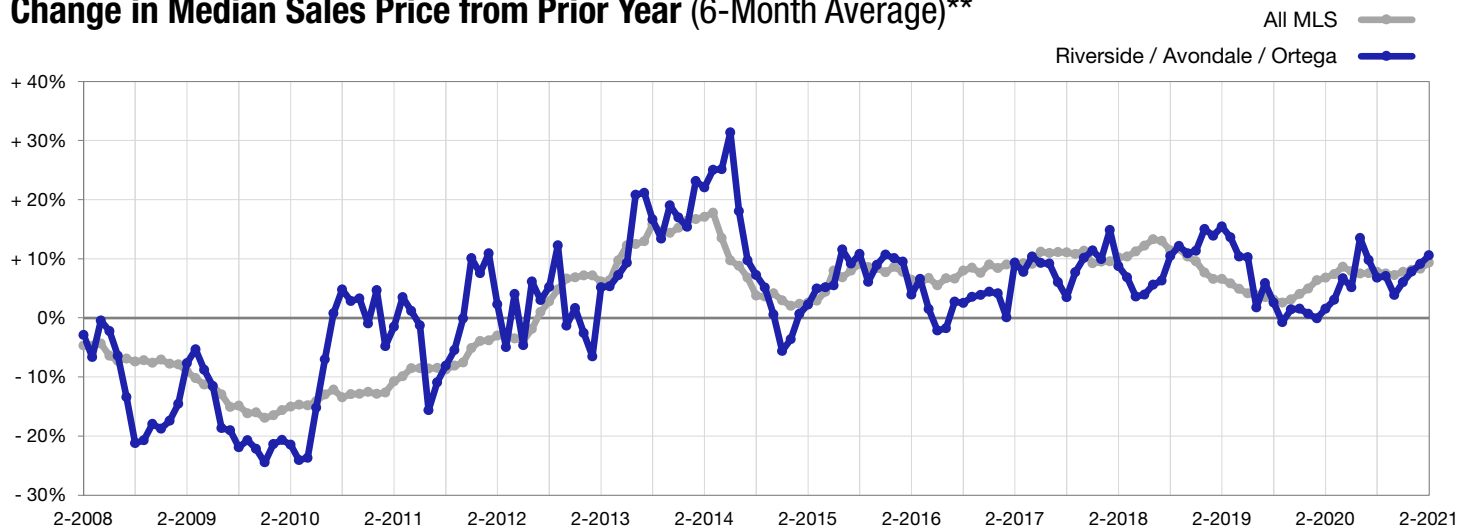


Year to Date

■ 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.

Arlington / Fort Caroline

Region 04

- 10.0%

- 4.8%

+ 3.3%

Change in
New Listings

Change in
Closed Sales

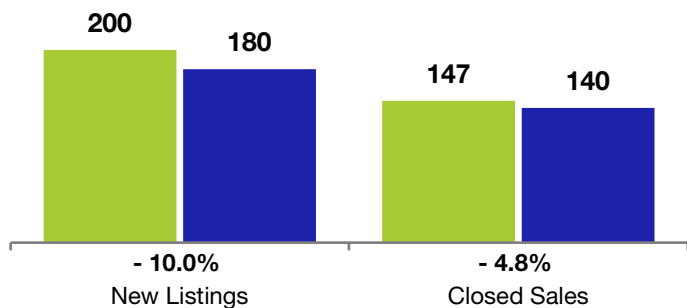
Change in
Median Sales Price

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	200	180	- 10.0%	411	375	- 8.8%
Closed Sales	147	140	- 4.8%	267	280	+ 4.9%
Median Sales Price*	\$216,000	\$223,150	+ 3.3%	\$220,000	\$231,000	+ 5.0%
Percent of Original List Price Received*	97.3%	99.0%	+ 1.7%	96.9%	98.4%	+ 1.5%
Percent of Properties Sold Over List Price*	17.7%	29.3%	+ 65.5%	15.4%	27.5%	+ 78.6%
Days on Market Until Sale	47	38	- 19.1%	52	41	- 21.2%
Inventory of Homes for Sale	364	188	- 48.4%	--	--	--
Months Supply of Inventory	2.1	1.1	- 47.6%	--	--	--

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

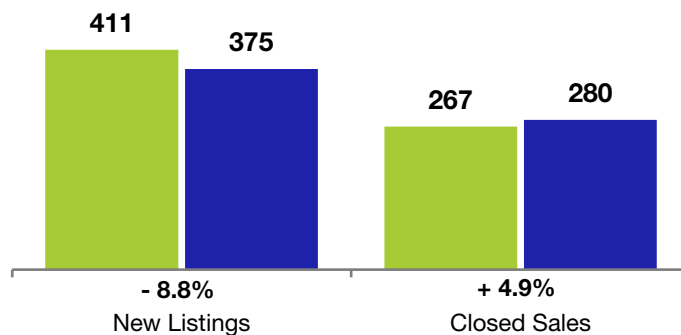
February

■ 2020 ■ 2021

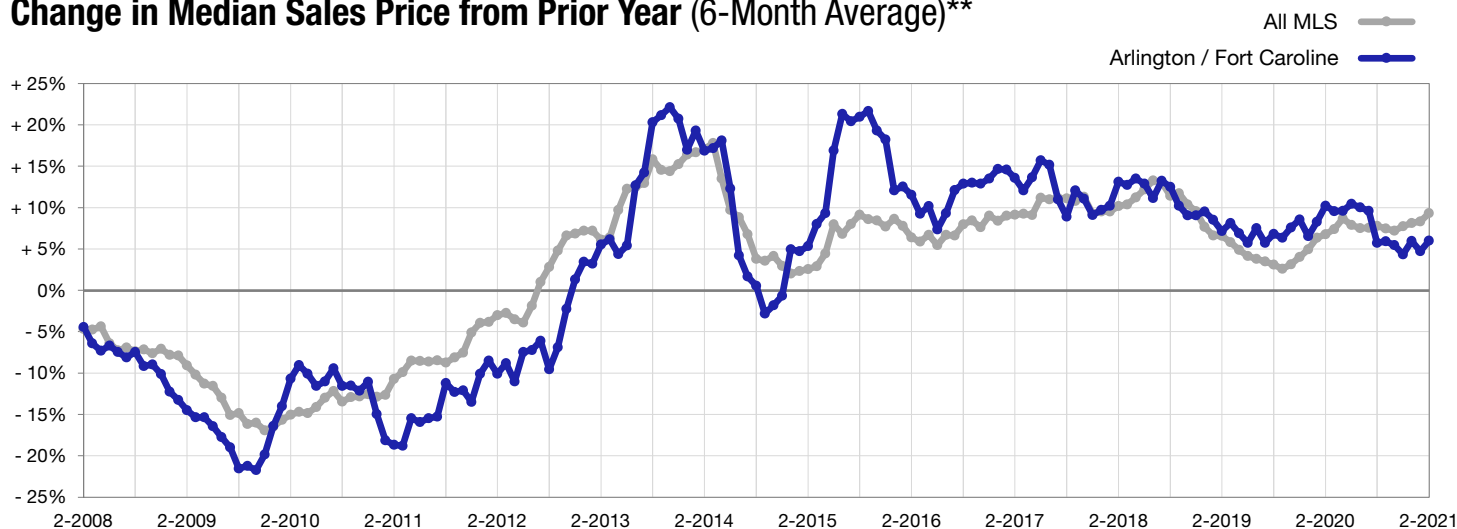


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



Hyde Grove / Murray Hill / Lakeshore / Wesconnett

+ 9.8%

Change in
New Listings

+ 5.6%

Change in
Closed Sales

+ 11.1%

Change in
Median Sales Price

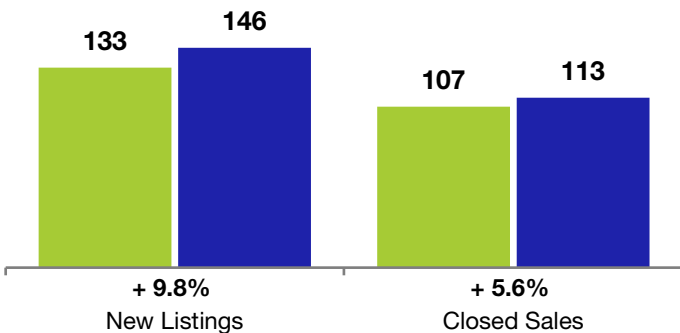
Region 05

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	133	146	+ 9.8%	280	309	+ 10.4%
Closed Sales	107	113	+ 5.6%	202	231	+ 14.4%
Median Sales Price*	\$153,000	\$170,000	+ 11.1%	\$155,000	\$170,000	+ 9.7%
Percent of Original List Price Received*	94.1%	97.5%	+ 3.6%	94.6%	97.4%	+ 3.0%
Percent of Properties Sold Over List Price*	16.8%	19.5%	+ 16.1%	15.3%	19.1%	+ 24.8%
Days on Market Until Sale	59	36	- 39.0%	53	37	- 30.2%
Inventory of Homes for Sale	293	184	- 37.2%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--

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

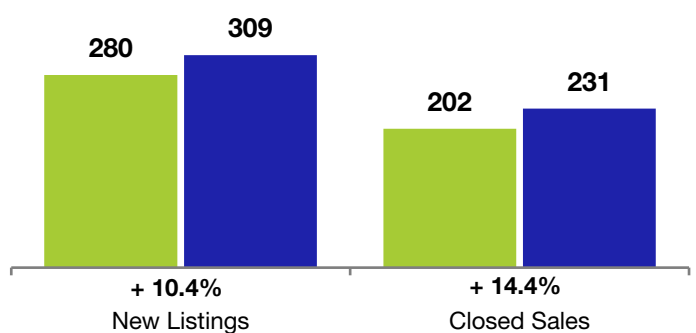
February

■ 2020 ■ 2021

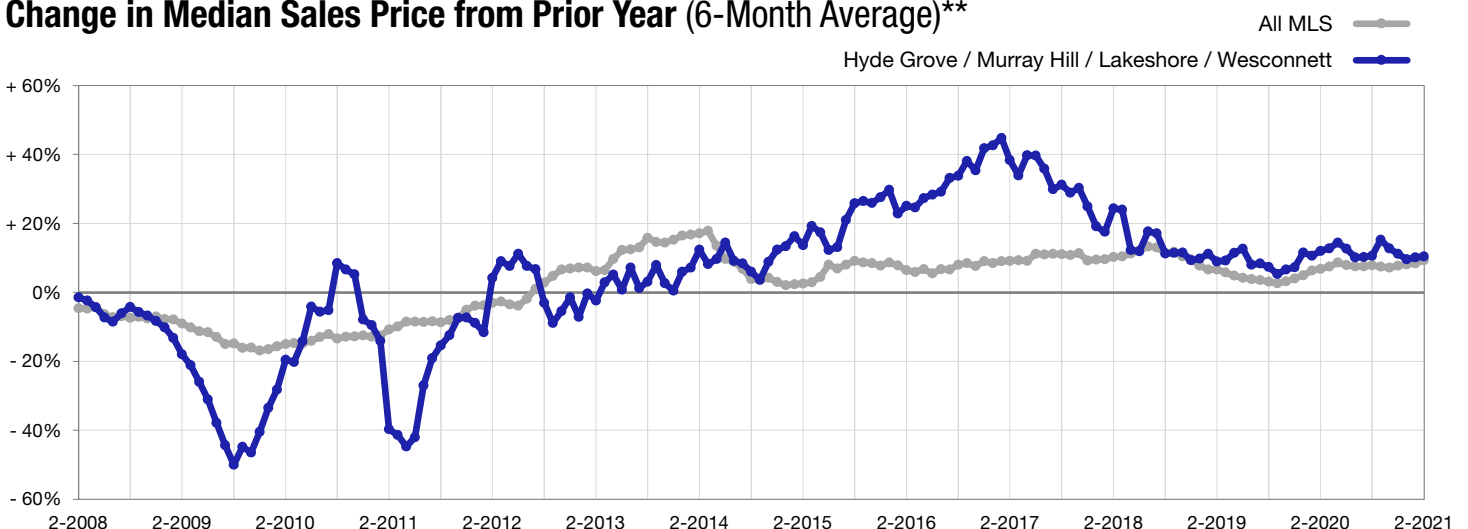


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



West Jacksonville

- 7.2%

+ 15.1%

+ 20.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 06

February

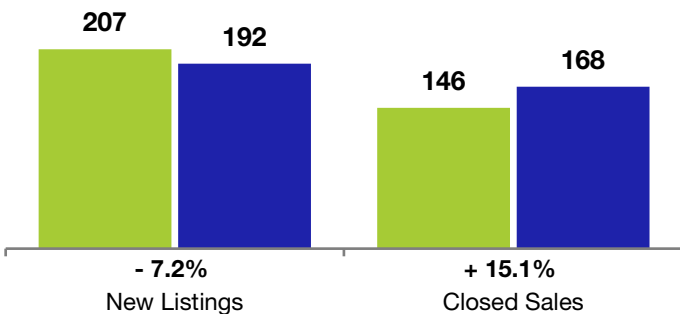
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	207	192	- 7.2%	405	405	0.0%
Closed Sales	146	168	+ 15.1%	275	322	+ 17.1%
Median Sales Price*	\$195,495	\$235,000	+ 20.2%	\$184,000	\$230,000	+ 25.0%
Percent of Original List Price Received*	96.8%	99.4%	+ 2.7%	95.9%	98.7%	+ 2.9%
Percent of Properties Sold Over List Price*	17.8%	21.4%	+ 20.2%	15.6%	22.4%	+ 43.6%
Days on Market Until Sale	63	44	- 30.2%	67	47	- 29.9%
Inventory of Homes for Sale	414	155	- 62.6%	--	--	--
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.

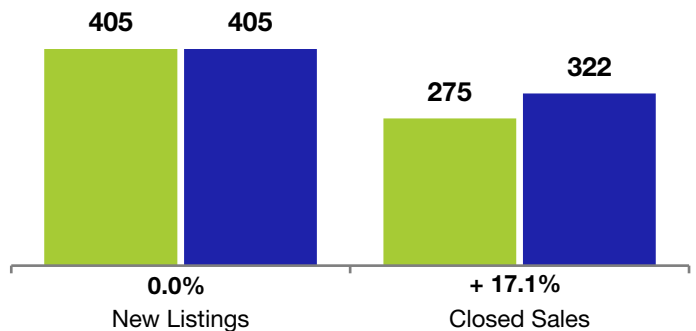
February

■ 2020 ■ 2021

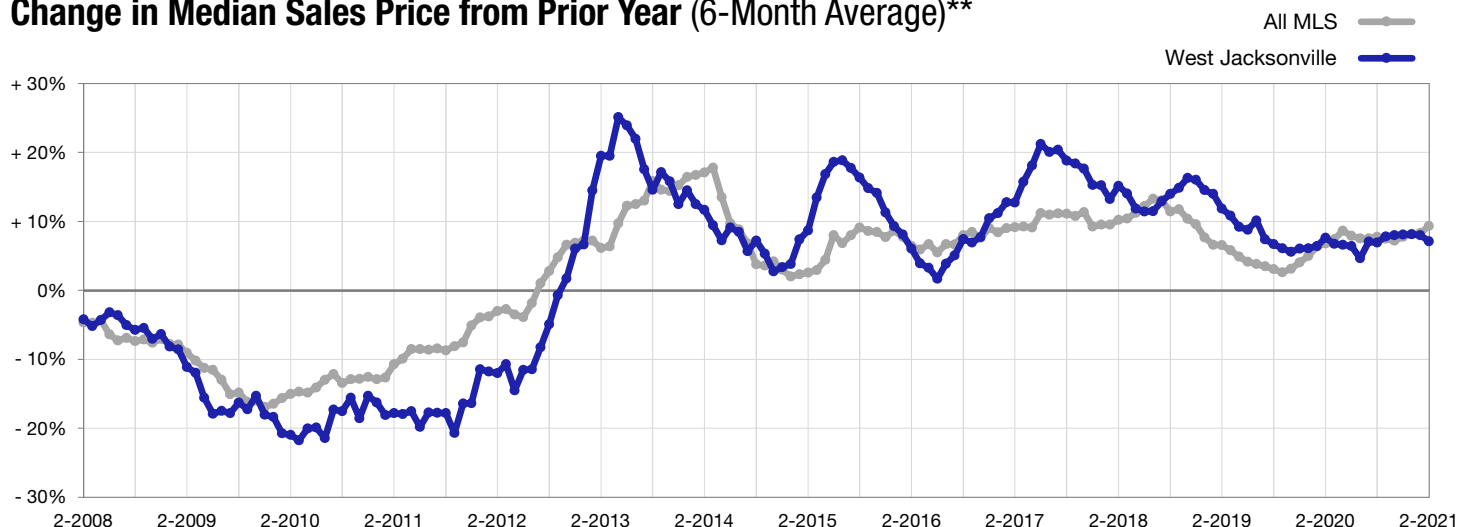


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



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

+ 20.1%

- 4.5%

+ 69.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 07

February

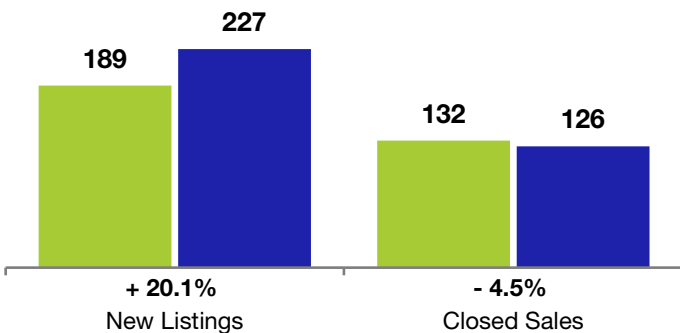
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	189	227	+ 20.1%	366	447	+ 22.1%
Closed Sales	132	126	- 4.5%	239	259	+ 8.4%
Median Sales Price*	\$70,000	\$118,750	+ 69.6%	\$64,950	\$119,600	+ 84.1%
Percent of Original List Price Received*	89.9%	93.3%	+ 3.8%	88.7%	93.5%	+ 5.4%
Percent of Properties Sold Over List Price*	12.2%	11.9%	- 2.5%	10.6%	9.3%	- 12.3%
Days on Market Until Sale	88	44	- 50.0%	78	49	- 37.2%
Inventory of Homes for Sale	563	334	- 40.7%	--	--	--
Months Supply of Inventory	4.6	2.4	- 47.8%	--	--	--

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

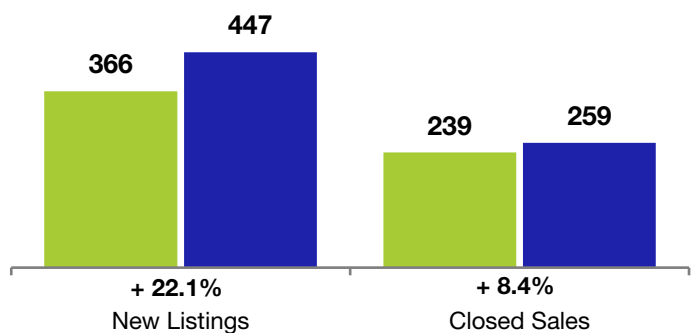
February

■ 2020 ■ 2021



Year to Date

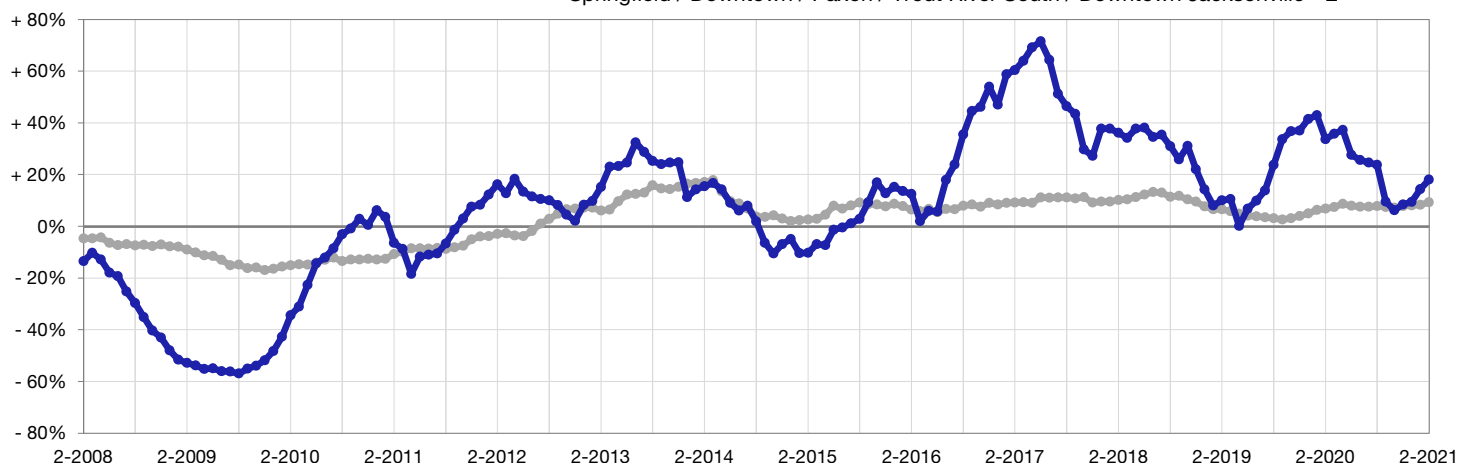
■ 2020 ■ 2021



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

All MLS —

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



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Local Market Update – February 2021

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



Marietta / Whitehouse / Baldwin / Garden St / Dinsmore

- 45.2%

- 28.6%

+ 41.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 08

February

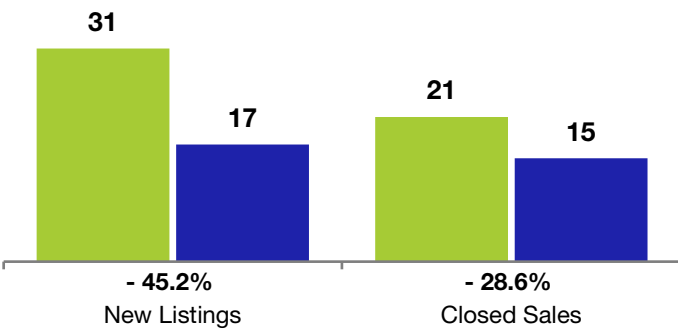
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	31	17	- 45.2%	75	44	- 41.3%
Closed Sales	21	15	- 28.6%	38	31	- 18.4%
Median Sales Price*	\$182,500	\$258,000	+ 41.4%	\$185,000	\$245,500	+ 32.7%
Percent of Original List Price Received*	98.3%	95.0%	- 3.4%	98.3%	96.3%	- 2.0%
Percent of Properties Sold Over List Price*	25.0%	0.0%	- 100.0%	24.3%	3.2%	- 86.8%
Days on Market Until Sale	53	49	- 7.5%	46	39	- 15.2%
Inventory of Homes for Sale	65	33	- 49.2%	--	--	--
Months Supply of Inventory	2.6	1.2	- 53.8%	--	--	--

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

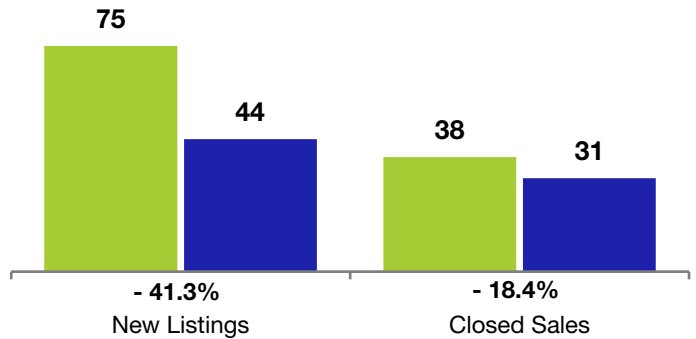
February

■ 2020 ■ 2021

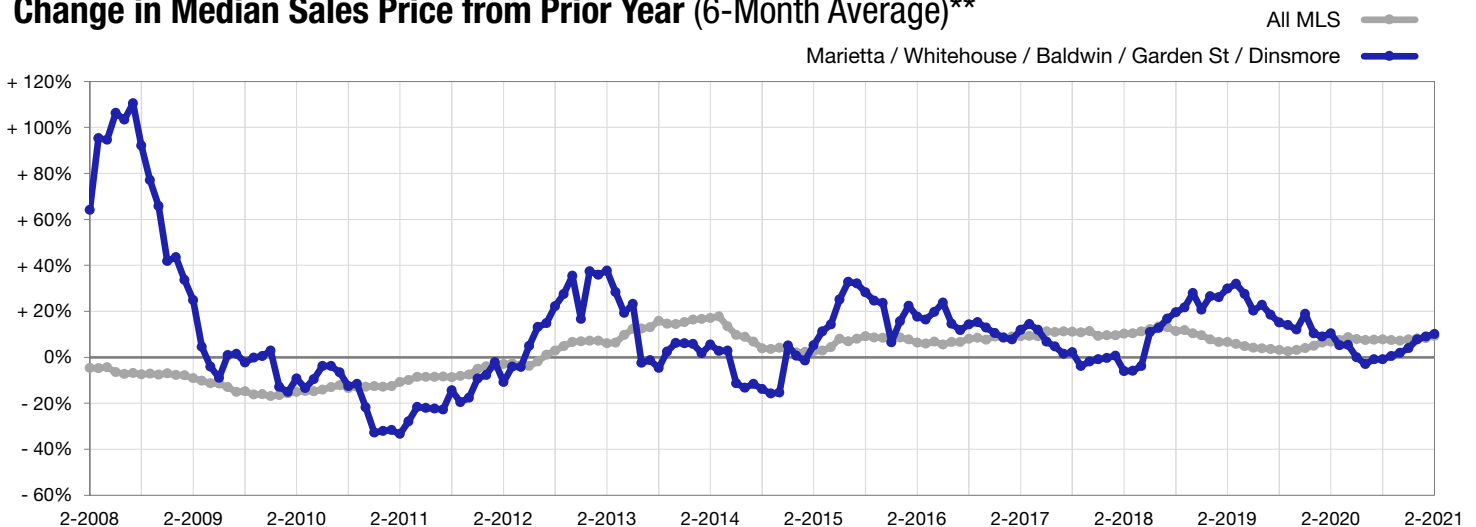


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



Jacksonville - North

- 14.7%

+ 6.0%

+ 10.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 09

February

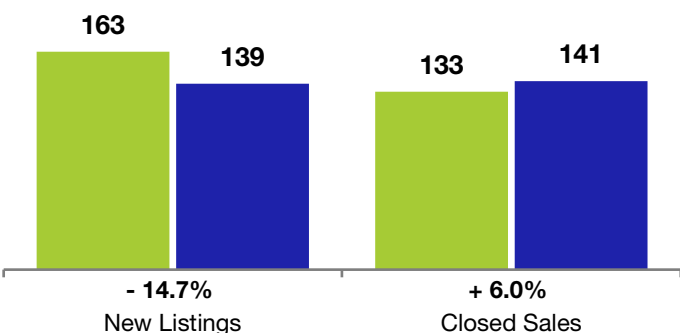
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	163	139	- 14.7%	331	280	- 15.4%
Closed Sales	133	141	+ 6.0%	270	275	+ 1.9%
Median Sales Price*	\$229,000	\$253,068	+ 10.5%	\$225,000	\$248,993	+ 10.7%
Percent of Original List Price Received*	96.8%	100.3%	+ 3.6%	96.7%	99.7%	+ 3.1%
Percent of Properties Sold Over List Price*	15.0%	27.9%	+ 86.0%	13.3%	25.9%	+ 94.7%
Days on Market Until Sale	76	42	- 44.7%	70	44	- 37.1%
Inventory of Homes for Sale	376	158	- 58.0%	--	--	--
Months Supply of Inventory	2.3	0.9	- 60.9%	--	--	--

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

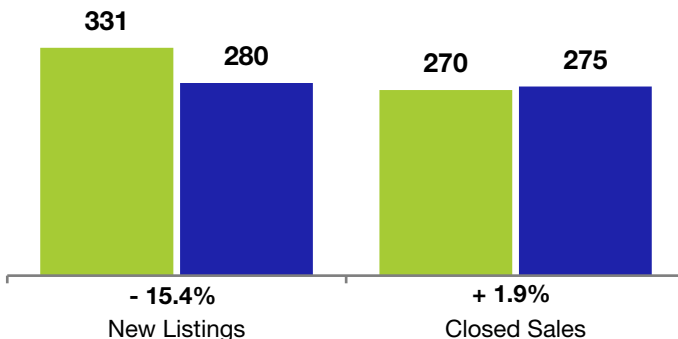
February

■ 2020 ■ 2021

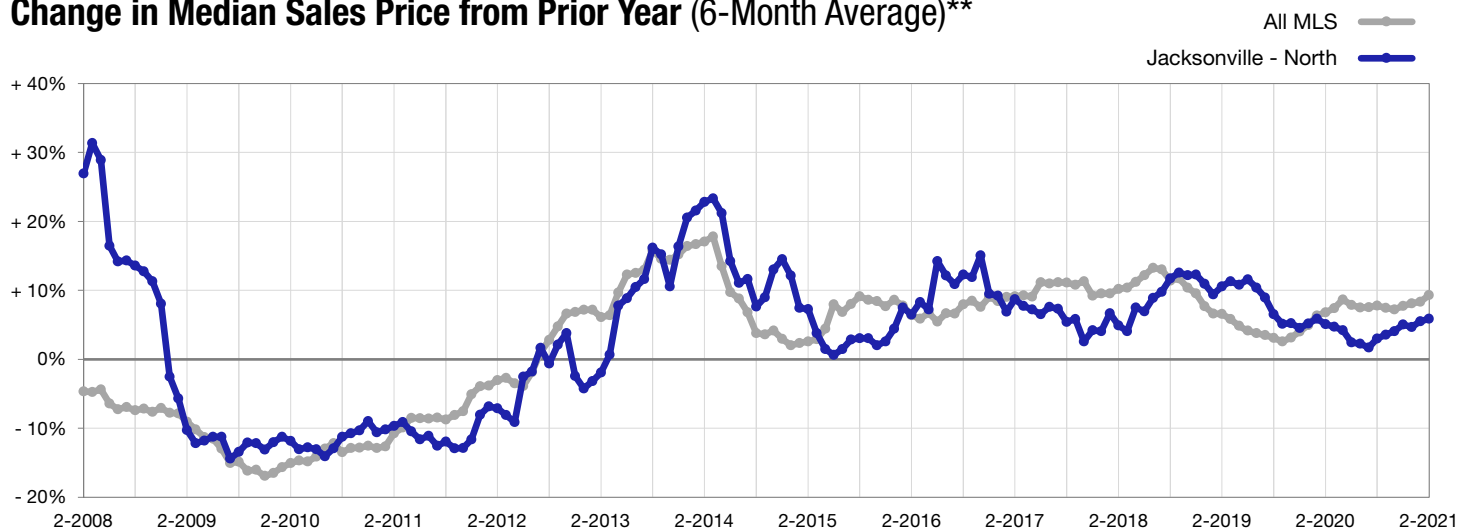


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



Fleming Island Area

+ 10.0% **- 34.0%** **+ 33.0%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 12

February

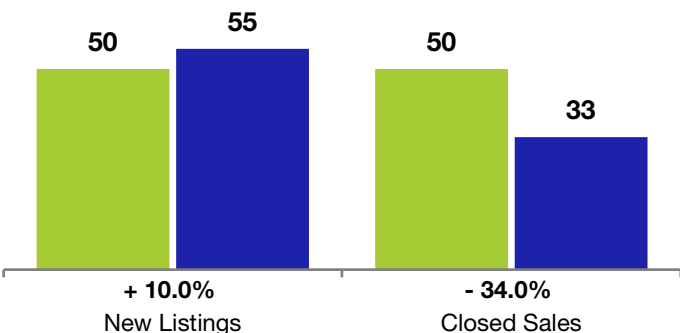
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	50	55	+ 10.0%	114	102	- 10.5%
Closed Sales	50	33	- 34.0%	73	76	+ 4.1%
Median Sales Price*	\$255,630	\$340,000	+ 33.0%	\$260,000	\$349,000	+ 34.2%
Percent of Original List Price Received*	97.9%	99.7%	+ 1.8%	97.4%	98.2%	+ 0.8%
Percent of Properties Sold Over List Price*	16.0%	24.2%	+ 51.3%	16.4%	19.7%	+ 20.1%
Days on Market Until Sale	47	33	- 29.8%	45	51	+ 13.3%
Inventory of Homes for Sale	119	58	- 51.3%	--	--	--
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.

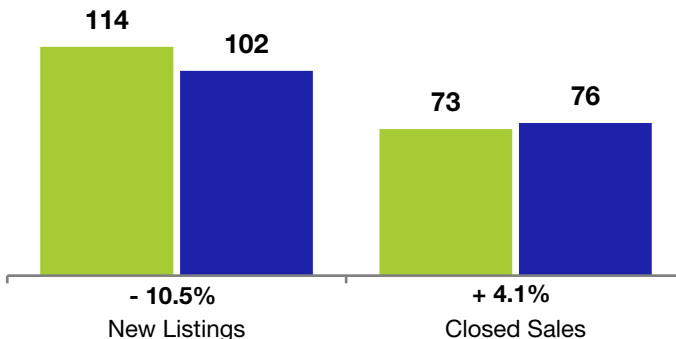
February

■ 2020 ■ 2021

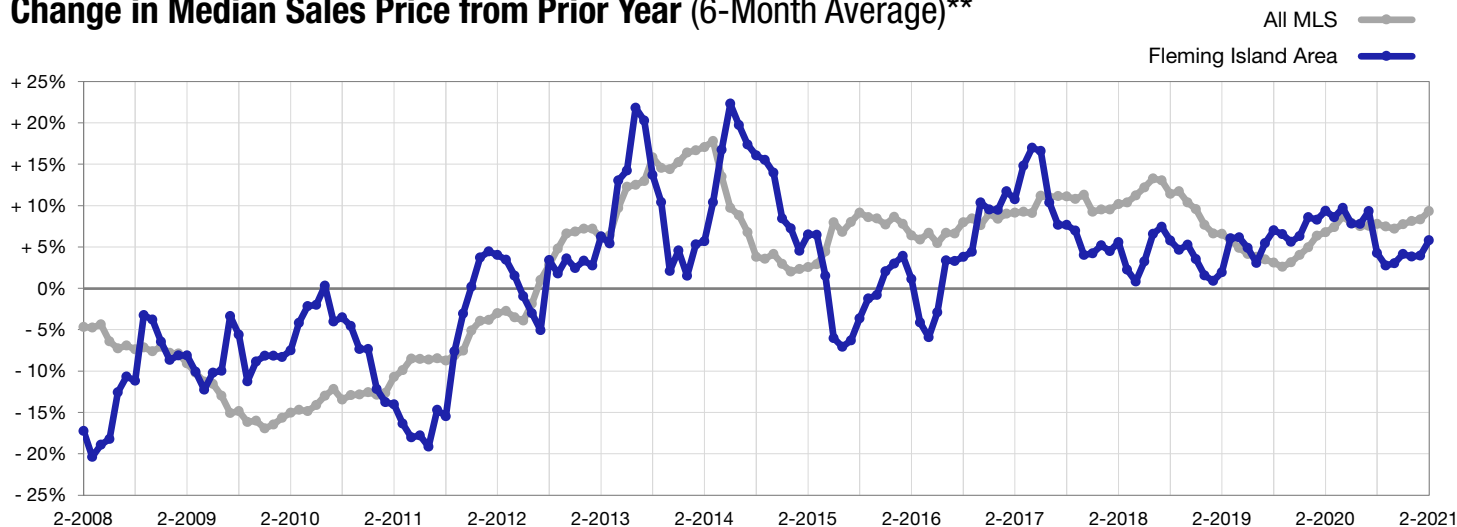


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



Orange Park

- 7.5%

Change in
New Listings

- 16.4%

Change in
Closed Sales

+ 14.3%

Change in
Median Sales Price

Region 13

February

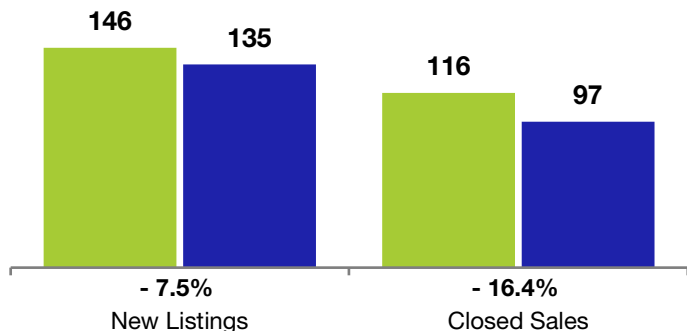
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	146	135	- 7.5%	301	261	- 13.3%
Closed Sales	116	97	- 16.4%	203	205	+ 1.0%
Median Sales Price*	\$210,000	\$240,000	+ 14.3%	\$210,000	\$245,000	+ 16.7%
Percent of Original List Price Received*	96.6%	98.4%	+ 1.9%	97.1%	98.0%	+ 0.9%
Percent of Properties Sold Over List Price*	15.5%	34.0%	+ 119.4%	18.2%	29.3%	+ 61.0%
Days on Market Until Sale	73	37	- 49.3%	61	43	- 29.5%
Inventory of Homes for Sale	321	122	- 62.0%	--	--	--
Months Supply of Inventory	2.4	0.9	- 62.5%	--	--	--

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

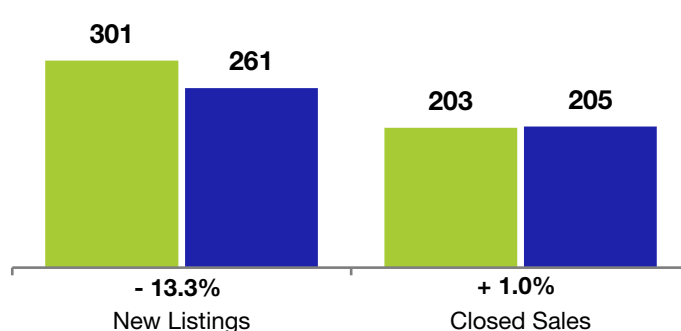
February

■ 2020 ■ 2021

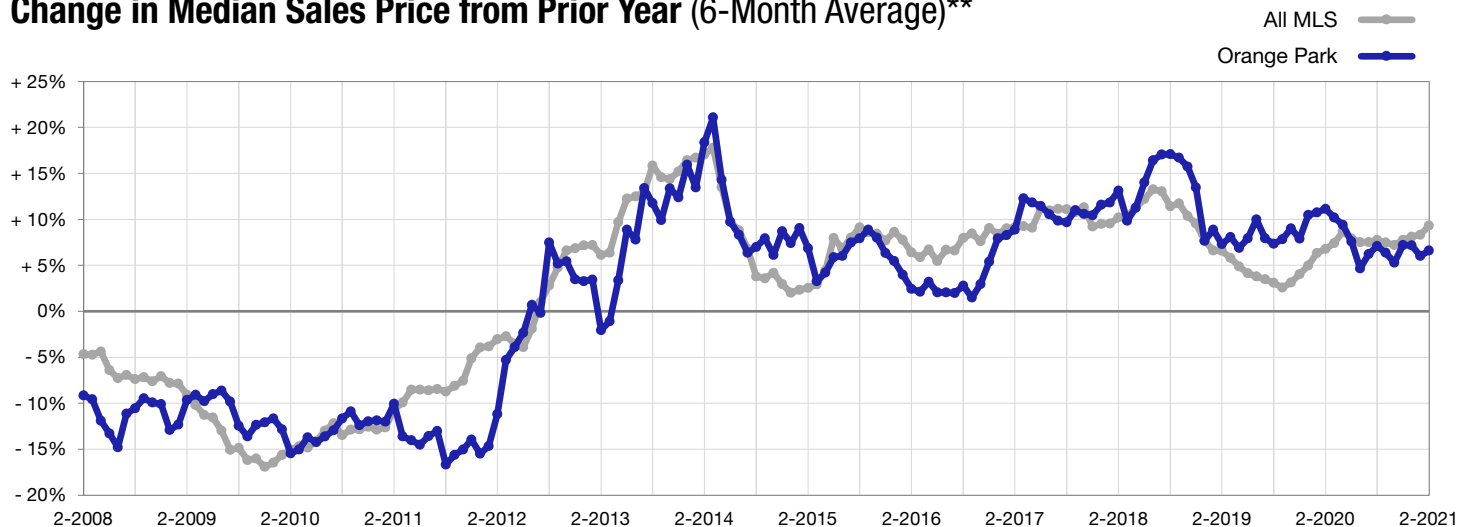


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



Middleburg Vicinity

- 4.9%

Change in
New Listings

- 1.6%

Change in
Closed Sales

+ 12.0%

Change in
Median Sales Price

Region 14

February

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	102	97	- 4.9%	199	180	- 9.5%
Closed Sales	64	63	- 1.6%	113	130	+ 15.0%
Median Sales Price*	\$219,000	\$245,320	+ 12.0%	\$213,245	\$242,495	+ 13.7%
Percent of Original List Price Received*	96.1%	98.3%	+ 2.3%	96.0%	98.0%	+ 2.1%
Percent of Properties Sold Over List Price*	15.9%	30.2%	+ 89.9%	17.0%	23.8%	+ 40.0%
Days on Market Until Sale	67	55	- 17.9%	66	48	- 27.3%
Inventory of Homes for Sale	257	104	- 59.5%	--	--	--
Months Supply of Inventory	2.9	1.0	- 65.5%	--	--	--

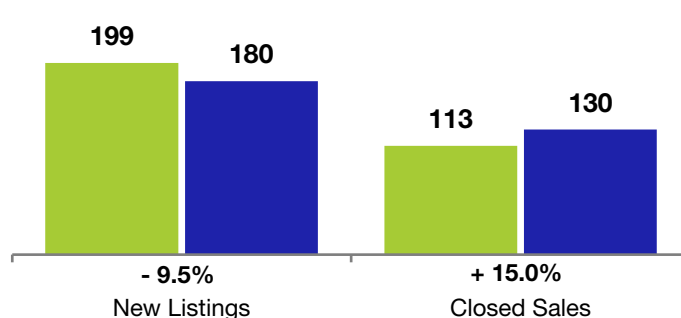
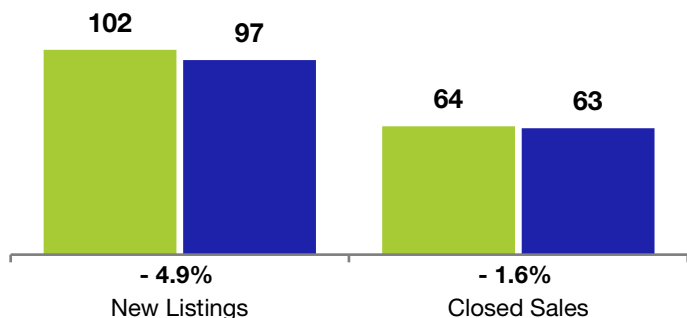
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

February

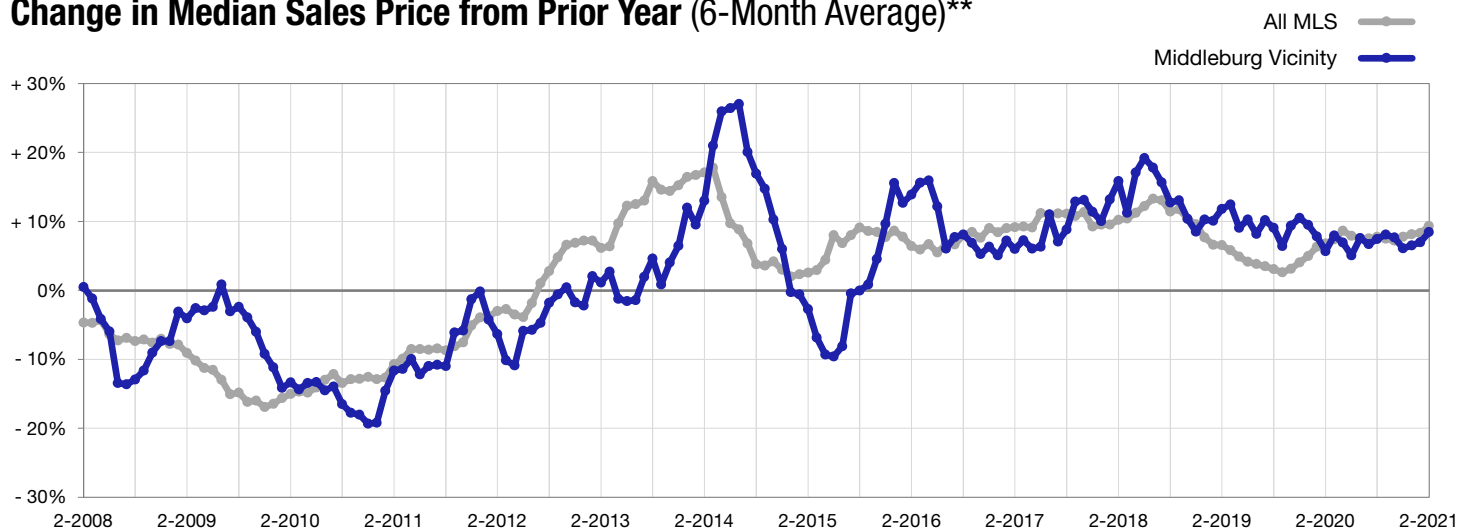
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



Keystone Heights Vicinity

Region 15

+ 16.7% **+ 63.6%** **+ 13.3%**

Change in
New Listings

Change in
Closed Sales

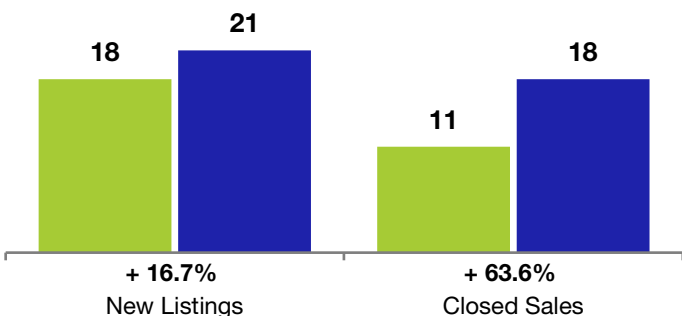
Change in
Median Sales Price

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	18	21	+ 16.7%	40	42	+ 5.0%
Closed Sales	11	18	+ 63.6%	28	30	+ 7.1%
Median Sales Price*	\$157,900	\$178,950	+ 13.3%	\$158,450	\$173,450	+ 9.5%
Percent of Original List Price Received*	91.2%	97.6%	+ 7.0%	92.2%	97.3%	+ 5.5%
Percent of Properties Sold Over List Price*	9.1%	16.7%	+ 83.5%	10.7%	20.0%	+ 86.9%
Days on Market Until Sale	98	40	- 59.2%	107	44	- 58.9%
Inventory of Homes for Sale	82	49	- 40.2%	--	--	--
Months Supply of Inventory	4.9	2.6	- 46.9%	--	--	--

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

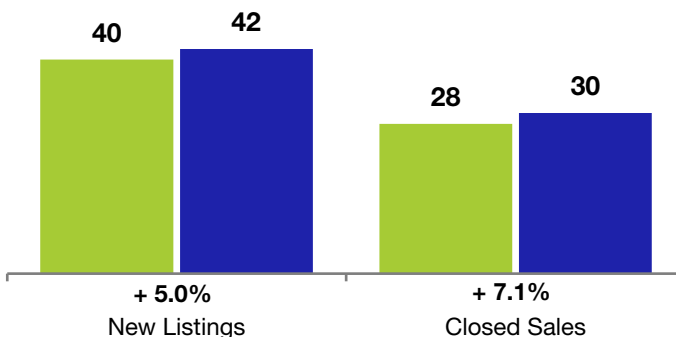
February

■ 2020 ■ 2021

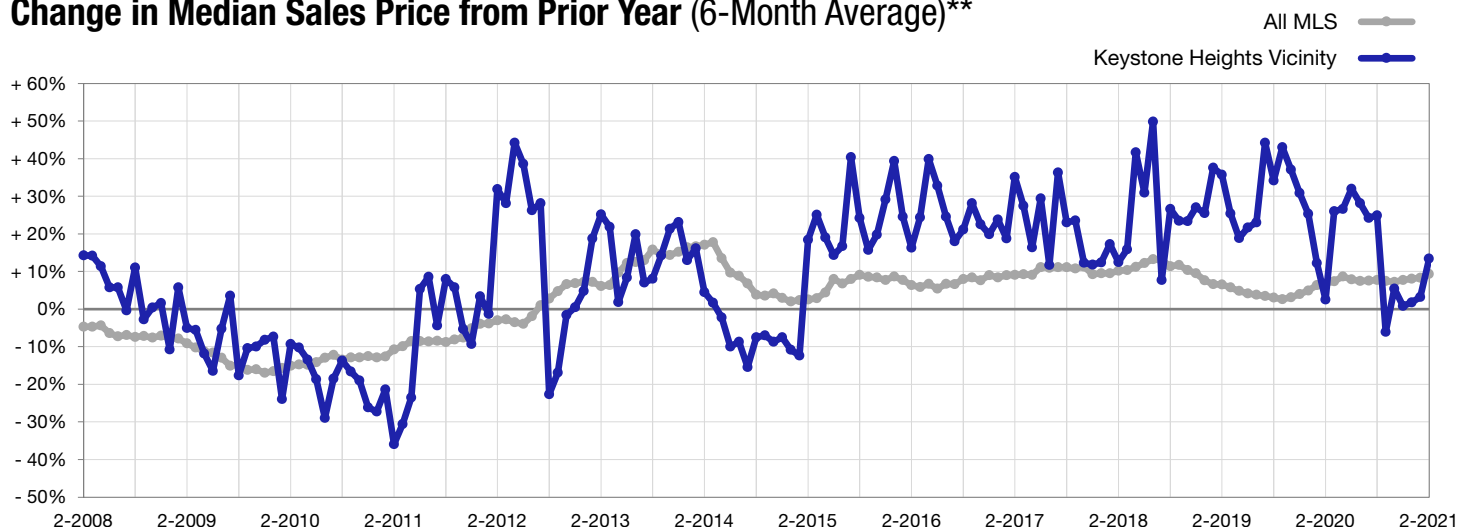


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



Green Cove Springs

- 19.0%

- 11.9%

+ 14.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 16

February

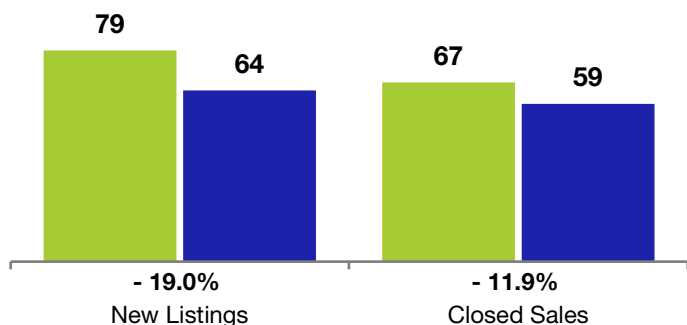
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	79	64	- 19.0%	154	128	- 16.9%
Closed Sales	67	59	- 11.9%	105	105	0.0%
Median Sales Price*	\$221,617	\$254,000	+ 14.6%	\$221,617	\$250,000	+ 12.8%
Percent of Original List Price Received*	98.1%	98.2%	+ 0.1%	97.6%	98.6%	+ 1.0%
Percent of Properties Sold Over List Price*	15.2%	22.0%	+ 44.7%	17.3%	20.0%	+ 15.6%
Days on Market Until Sale	74	48	- 35.1%	78	47	- 39.7%
Inventory of Homes for Sale	180	84	- 53.3%	--	--	--
Months Supply of Inventory	3.0	1.1	- 63.3%	--	--	--

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

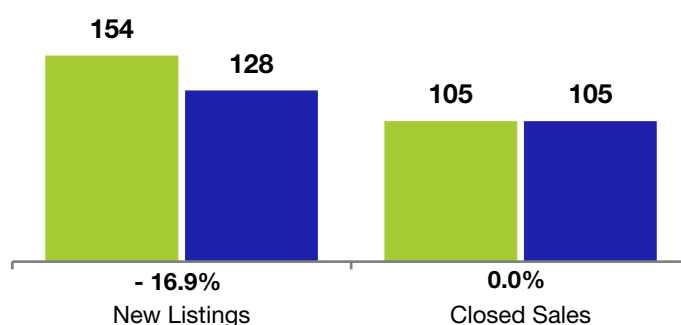
February

■ 2020 ■ 2021

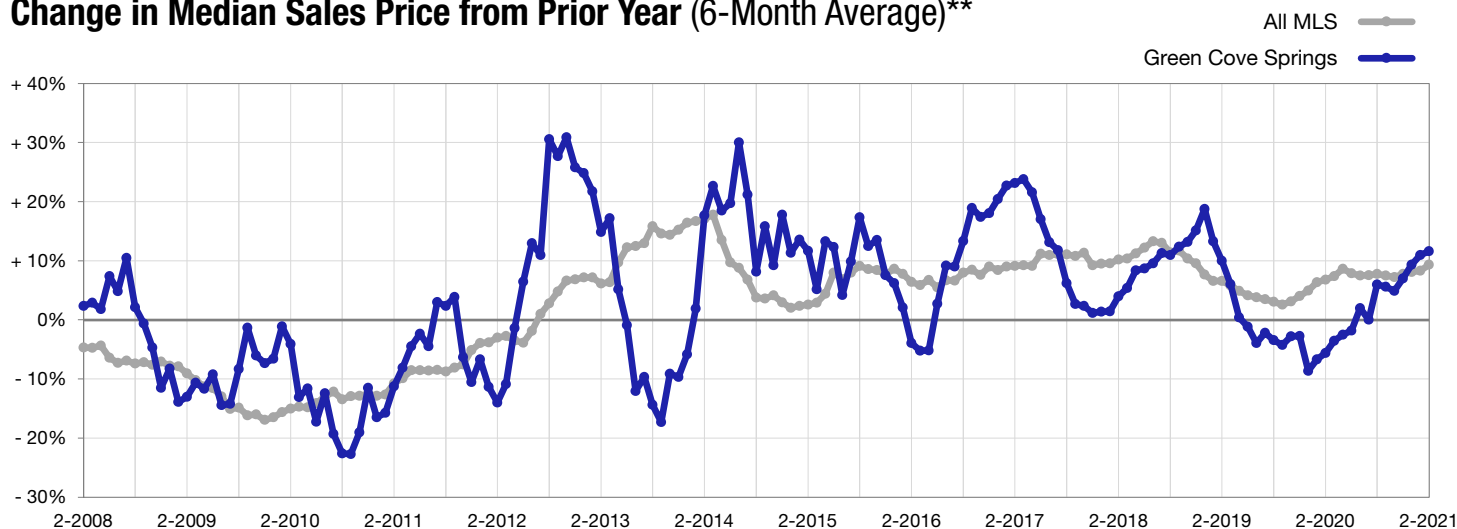


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



Jacksonville Beach

- 32.9%

- 15.8%

- 2.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 21

February

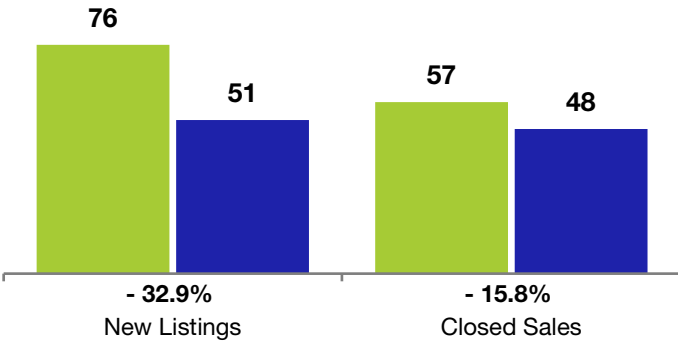
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	76	51	- 32.9%	150	100	- 33.3%
Closed Sales	57	48	- 15.8%	87	95	+ 9.2%
Median Sales Price*	\$519,900	\$507,500	- 2.4%	\$422,500	\$522,500	+ 23.7%
Percent of Original List Price Received*	95.7%	97.8%	+ 2.2%	95.3%	98.0%	+ 2.8%
Percent of Properties Sold Over List Price*	3.5%	16.7%	+ 377.1%	3.4%	18.9%	+ 455.9%
Days on Market Until Sale	69	48	- 30.4%	72	46	- 36.1%
Inventory of Homes for Sale	189	78	- 58.7%	--	--	--
Months Supply of Inventory	3.6	1.3	- 63.9%	--	--	--

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

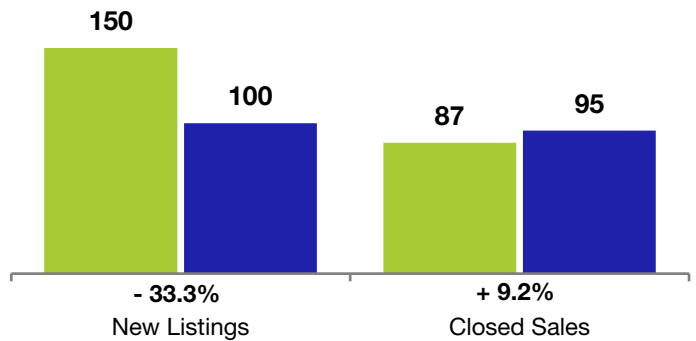
February

■ 2020 ■ 2021

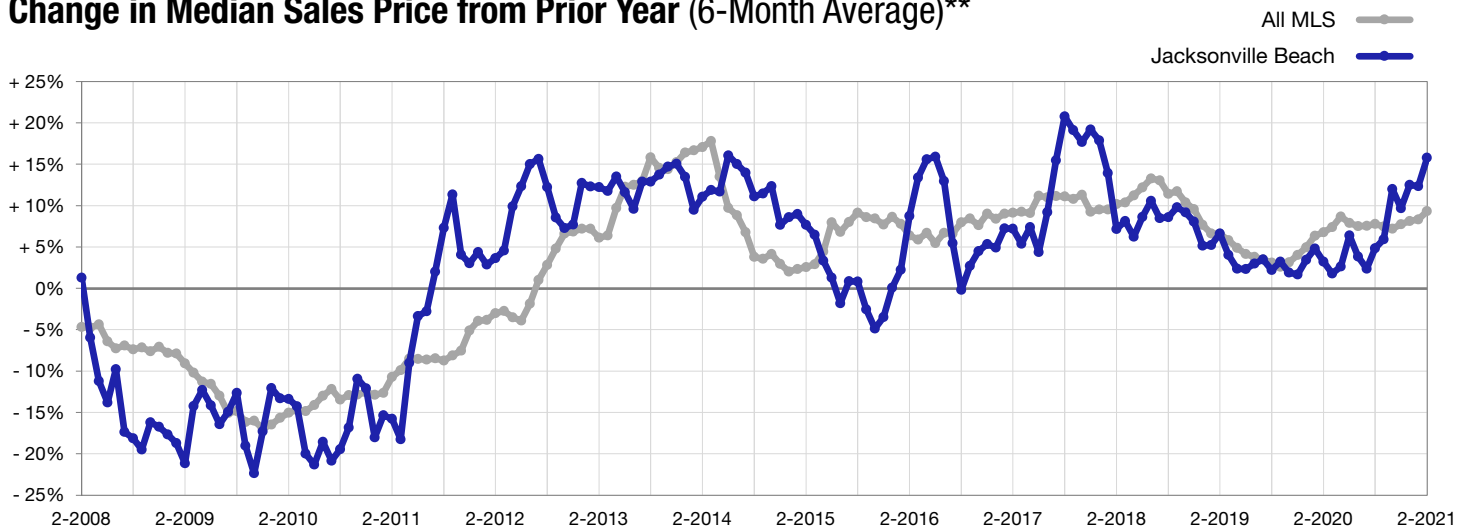


Year to Date

■ 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 – February 2021

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



Neptune Beach

+ 5.9%

Change in
New Listings

+ 28.6%

Change in
Closed Sales

+ 11.7%

Change in
Median Sales Price

Region 22

February

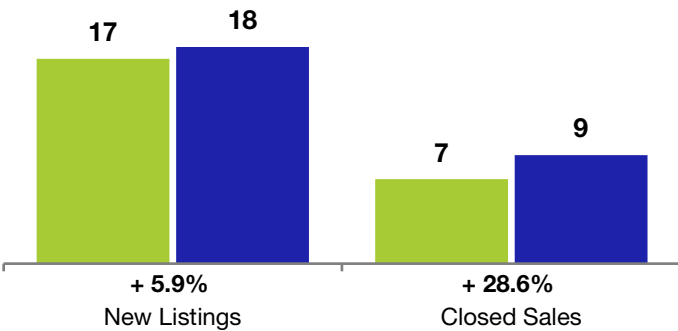
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	17	18	+ 5.9%	36	28	- 22.2%
Closed Sales	7	9	+ 28.6%	17	15	- 11.8%
Median Sales Price*	\$515,000	\$575,000	+ 11.7%	\$527,000	\$575,000	+ 9.1%
Percent of Original List Price Received*	96.3%	98.5%	+ 2.3%	96.1%	97.4%	+ 1.4%
Percent of Properties Sold Over List Price*	14.3%	11.1%	- 22.4%	11.8%	13.3%	+ 12.7%
Days on Market Until Sale	52	24	- 53.8%	70	36	- 48.6%
Inventory of Homes for Sale	34	24	- 29.4%	--	--	--
Months Supply of Inventory	3.1	2.5	- 19.4%	--	--	--

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

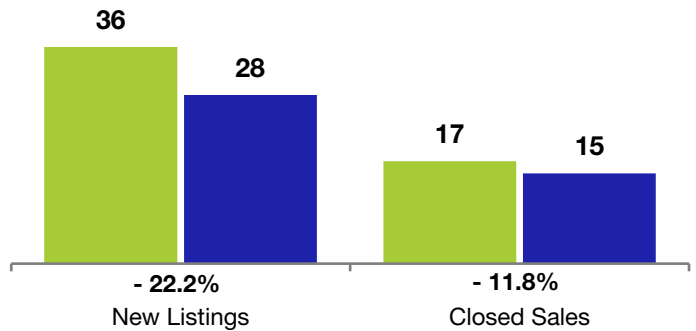
February

■ 2020 ■ 2021

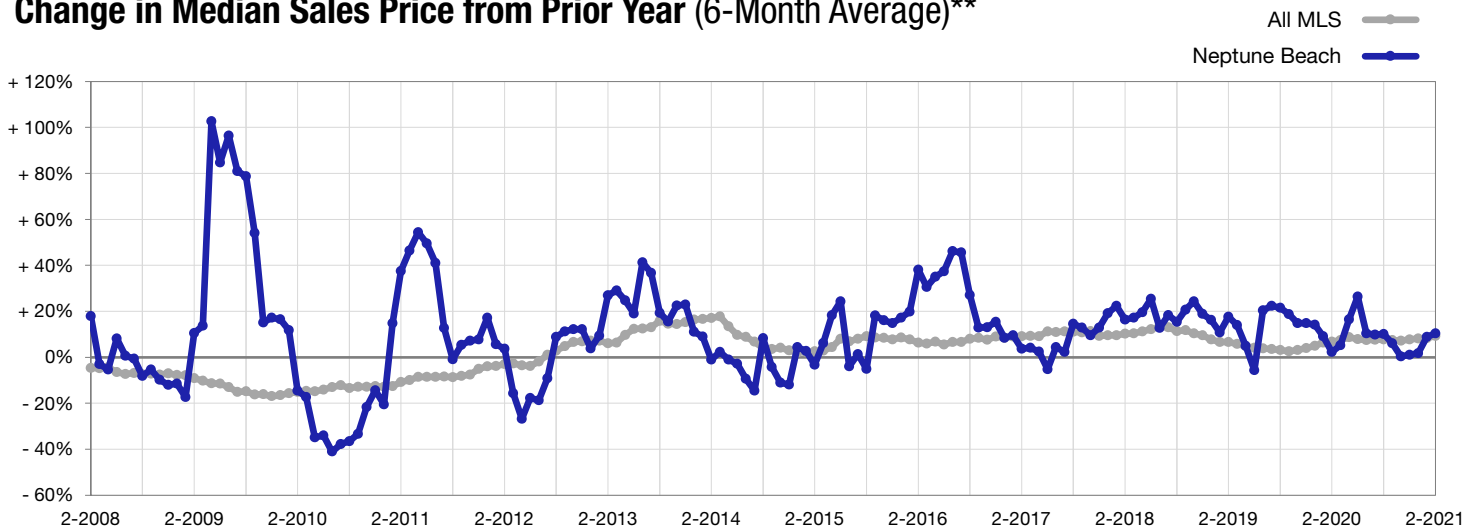


Year to Date

■ 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 – February 2021

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



Atlantic Beach

+ 15.4%

+ 27.8%

- 33.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 23

February

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	26	30	+ 15.4%	50	51	+ 2.0%
Closed Sales	18	23	+ 27.8%	32	45	+ 40.6%
Median Sales Price*	\$516,725	\$345,000	- 33.2%	\$458,000	\$350,000	- 23.6%
Percent of Original List Price Received*	93.0%	97.6%	+ 4.9%	94.0%	96.4%	+ 2.6%
Percent of Properties Sold Over List Price*	16.7%	21.7%	+ 29.9%	15.6%	26.7%	+ 71.2%
Days on Market Until Sale	101	50	- 50.5%	94	48	- 48.9%
Inventory of Homes for Sale	77	33	- 57.1%	--	--	--
Months Supply of Inventory	3.4	1.3	- 61.8%	--	--	--

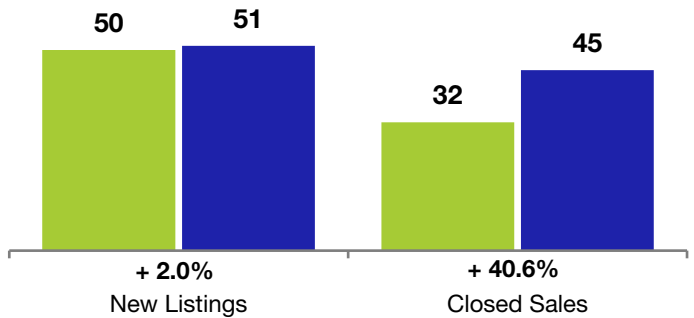
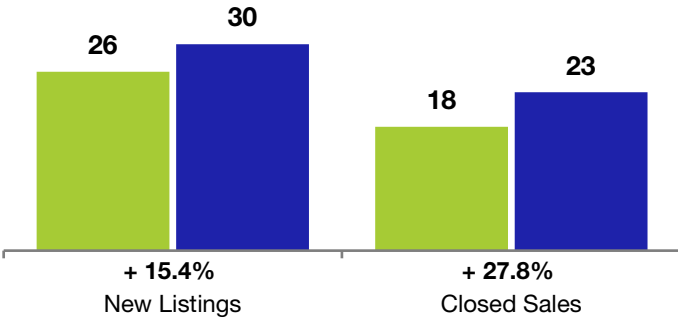
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

February

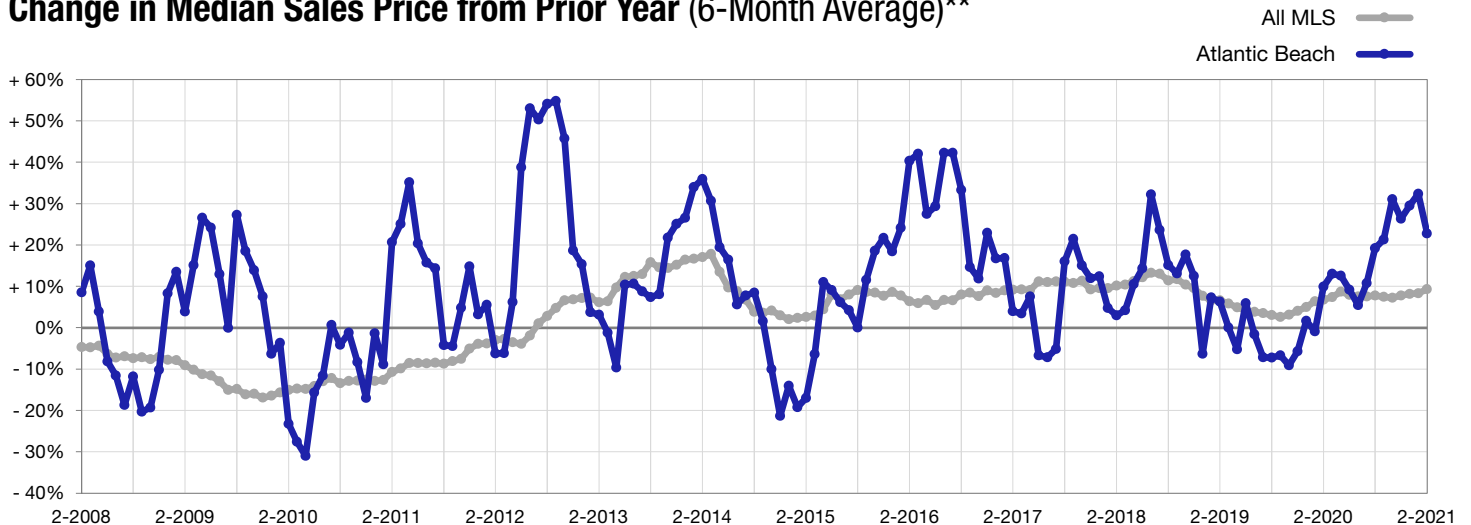
■ 2020 ■ 2021

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 – February 2021

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



North Beach / Mayport

Region 24

- 17.6%

- 16.7%

+ 28.6%

Change in
New Listings

Change in
Closed Sales

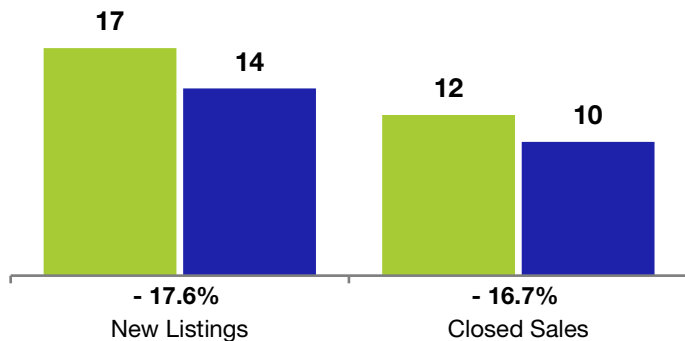
Change in
Median Sales Price

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	17	14	- 17.6%	31	29	- 6.5%
Closed Sales	12	10	- 16.7%	27	20	- 25.9%
Median Sales Price*	\$190,000	\$244,310	+ 28.6%	\$231,885	\$235,850	+ 1.7%
Percent of Original List Price Received*	99.7%	99.3%	- 0.4%	98.0%	98.5%	+ 0.5%
Percent of Properties Sold Over List Price*	41.7%	40.0%	- 4.1%	25.9%	30.0%	+ 15.8%
Days on Market Until Sale	31	10	- 67.7%	38	19	- 50.0%
Inventory of Homes for Sale	19	13	- 31.6%	--	--	--
Months Supply of Inventory	1.9	1.3	- 31.6%	--	--	--

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

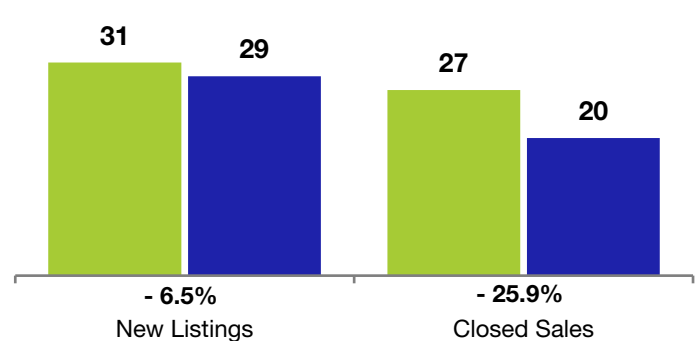
February

■ 2020 ■ 2021

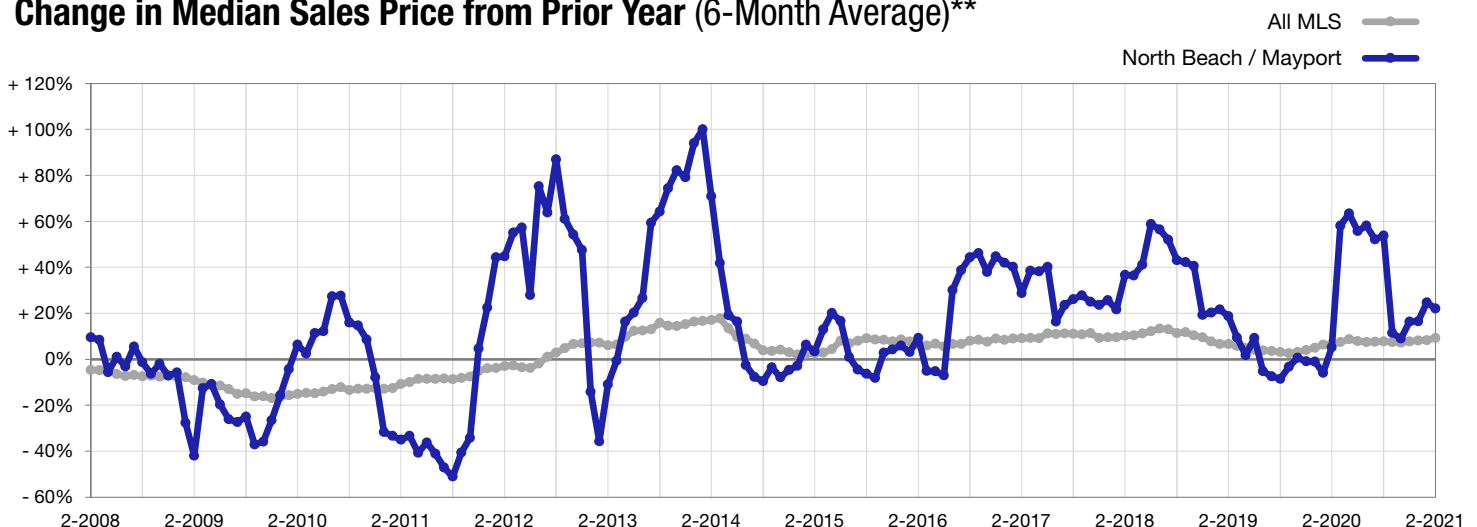


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



NE St. Johns County – Ponte Vedra Beach North

- 19.2%

- 5.6%

+ 66.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 25

February

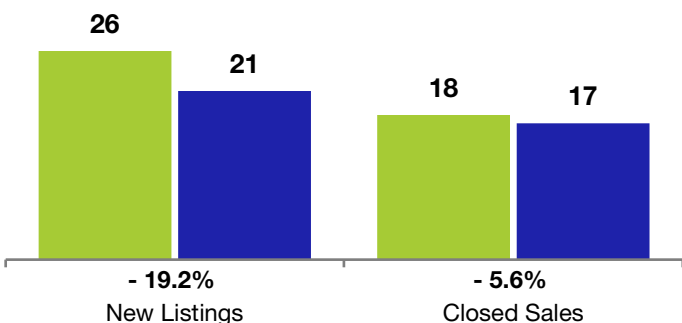
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	26	21	- 19.2%	62	43	- 30.6%
Closed Sales	18	17	- 5.6%	38	36	- 5.3%
Median Sales Price*	\$444,078	\$738,000	+ 66.2%	\$416,723	\$638,000	+ 53.1%
Percent of Original List Price Received*	97.1%	96.5%	- 0.6%	94.8%	96.2%	+ 1.5%
Percent of Properties Sold Over List Price*	22.2%	11.8%	- 46.8%	10.5%	11.1%	+ 5.7%
Days on Market Until Sale	43	76	+ 76.7%	72	62	- 13.9%
Inventory of Homes for Sale	96	43	- 55.2%	--	--	--
Months Supply of Inventory	4.6	1.7	- 63.0%	--	--	--

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

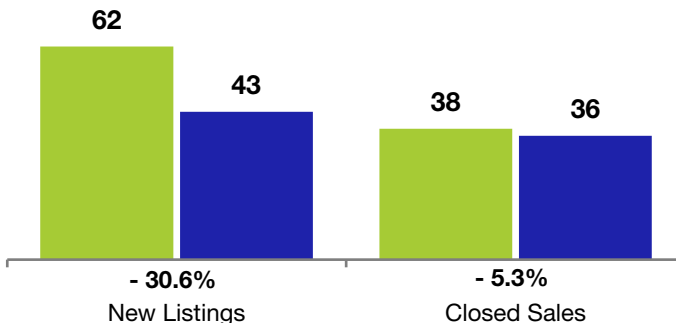
February

■ 2020 ■ 2021

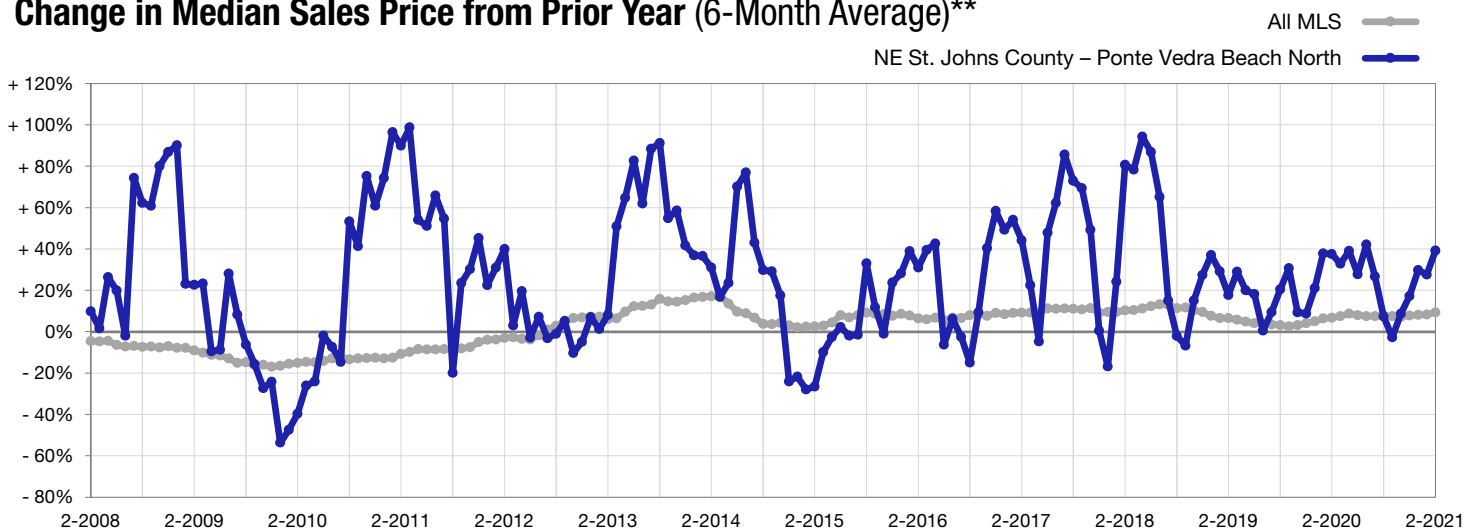


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



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

- 28.4%

0.0%

+ 15.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 26

February

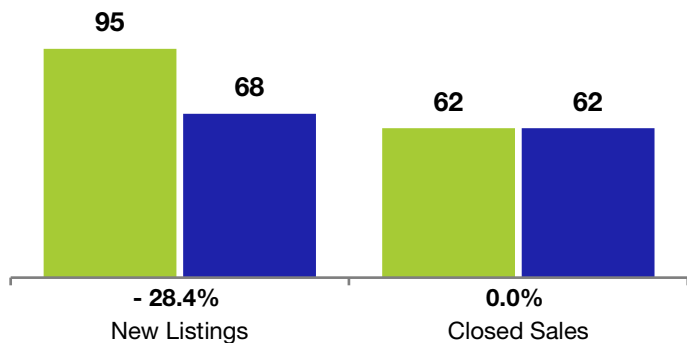
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	95	68	- 28.4%	194	140	- 27.8%
Closed Sales	62	62	0.0%	115	119	+ 3.5%
Median Sales Price*	\$454,500	\$525,000	+ 15.5%	\$467,500	\$535,000	+ 14.4%
Percent of Original List Price Received*	95.2%	97.1%	+ 2.0%	94.5%	97.2%	+ 2.9%
Percent of Properties Sold Over List Price*	6.5%	16.1%	+ 147.7%	3.5%	15.1%	+ 331.4%
Days on Market Until Sale	98	59	- 39.8%	105	64	- 39.0%
Inventory of Homes for Sale	337	108	- 68.0%	--	--	--
Months Supply of Inventory	5.0	1.4	- 72.0%	--	--	--

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

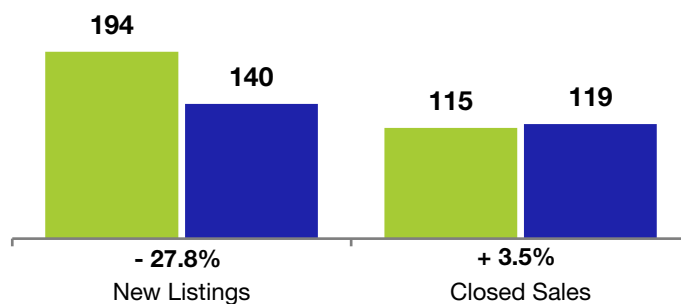
February

■ 2020 ■ 2021



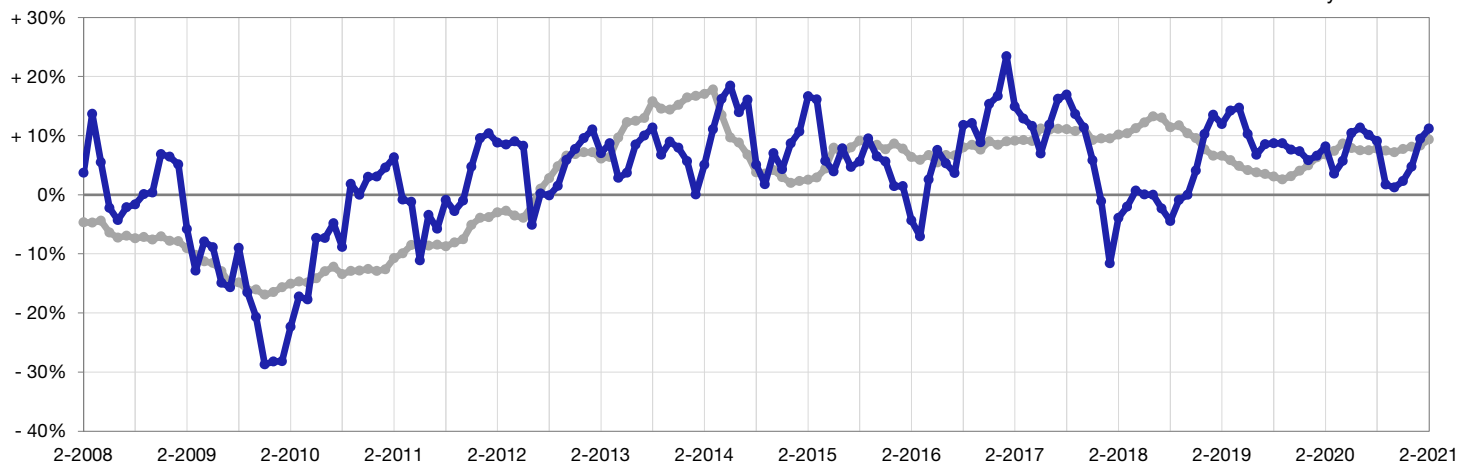
Year to Date

■ 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 – February 2021

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



Ponte Vedra / Nocatee (St. Johns County)

- 22.5%

Change in
New Listings

- 25.4%

Change in
Closed Sales

+ 10.9%

Change in
Median Sales Price

Region 27

February

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	80	62	- 22.5%	175	119	- 32.0%
Closed Sales	67	50	- 25.4%	129	114	- 11.6%
Median Sales Price*	\$405,000	\$448,950	+ 10.9%	\$425,000	\$470,785	+ 10.8%
Percent of Original List Price Received*	97.6%	101.6%	+ 4.1%	97.9%	101.2%	+ 3.4%
Percent of Properties Sold Over List Price*	11.9%	22.0%	+ 84.9%	13.2%	23.7%	+ 79.5%
Days on Market Until Sale	69	44	- 36.2%	71	51	- 28.2%
Inventory of Homes for Sale	224	46	- 79.5%	--	--	--
Months Supply of Inventory	2.6	0.5	- 80.8%	--	--	--

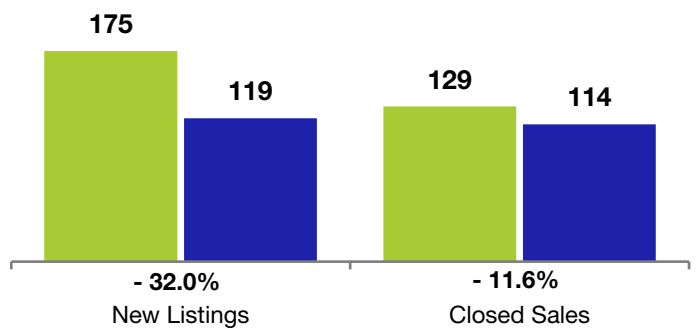
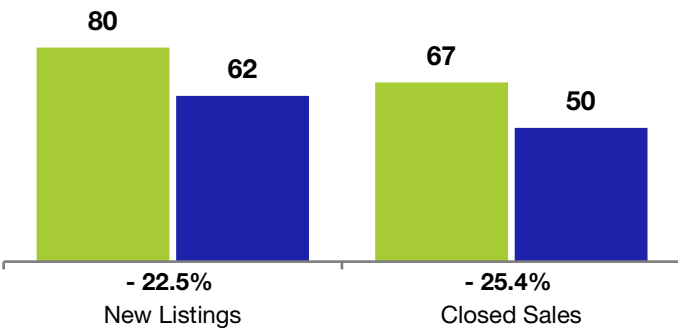
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

February

■ 2020 ■ 2021

Year to Date

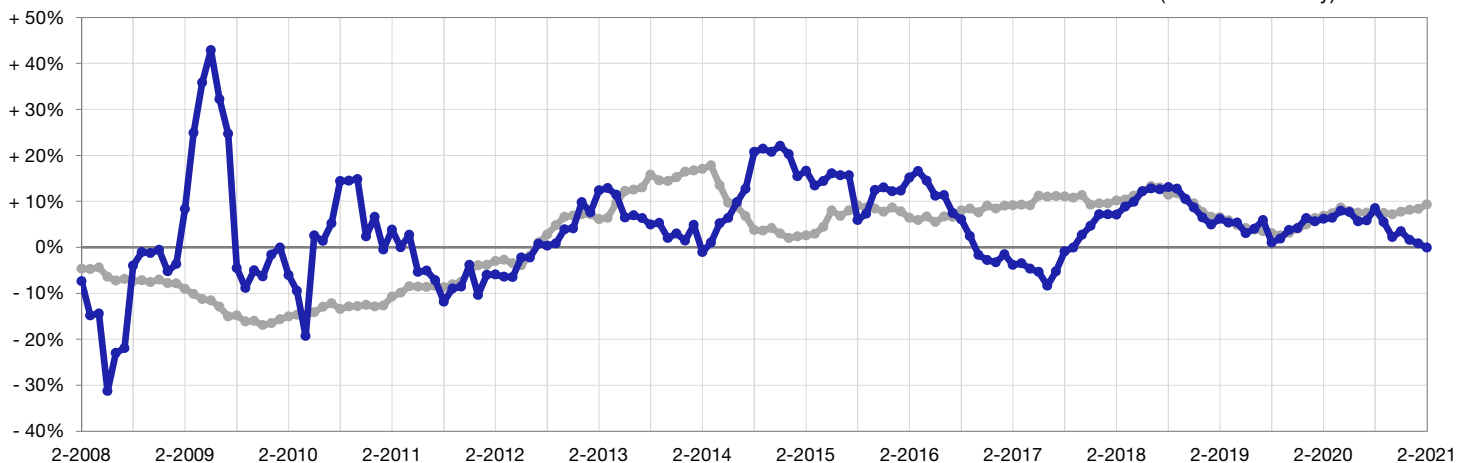
■ 2020 ■ 2021



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 – February 2021

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



St. Johns County - NW

Region 30

- 28.6% **+ 12.0%** **+ 5.5%**

Change in
New Listings

Change in
Closed Sales

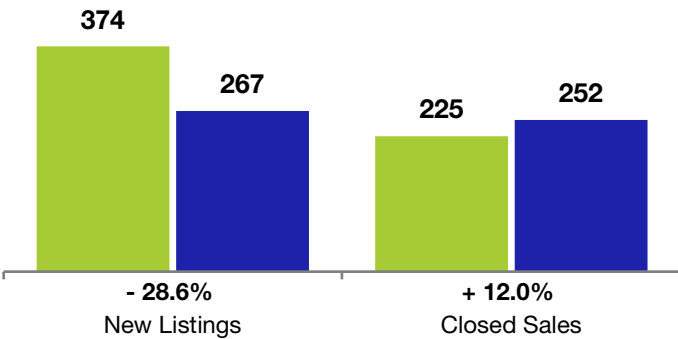
Change in
Median Sales Price

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	374	267	- 28.6%	735	536	- 27.1%
Closed Sales	225	252	+ 12.0%	430	432	+ 0.5%
Median Sales Price*	\$346,132	\$365,245	+ 5.5%	\$336,900	\$355,000	+ 5.4%
Percent of Original List Price Received*	97.2%	99.1%	+ 2.0%	96.5%	99.3%	+ 2.9%
Percent of Properties Sold Over List Price*	12.4%	19.0%	+ 53.2%	10.0%	17.4%	+ 74.0%
Days on Market Until Sale	87	42	- 51.7%	86	46	- 46.5%
Inventory of Homes for Sale	923	306	- 66.8%	--	--	--
Months Supply of Inventory	3.2	0.9	- 71.9%	--	--	--

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

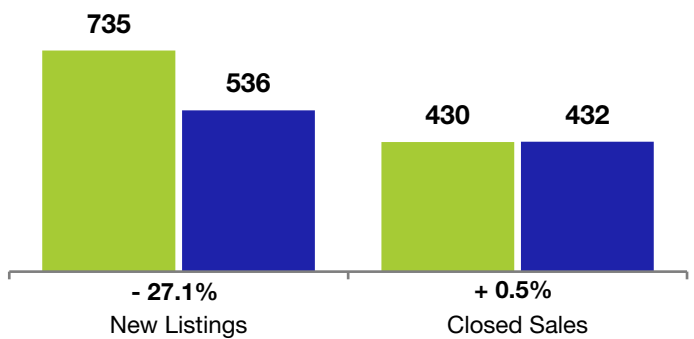
February

■ 2020 ■ 2021

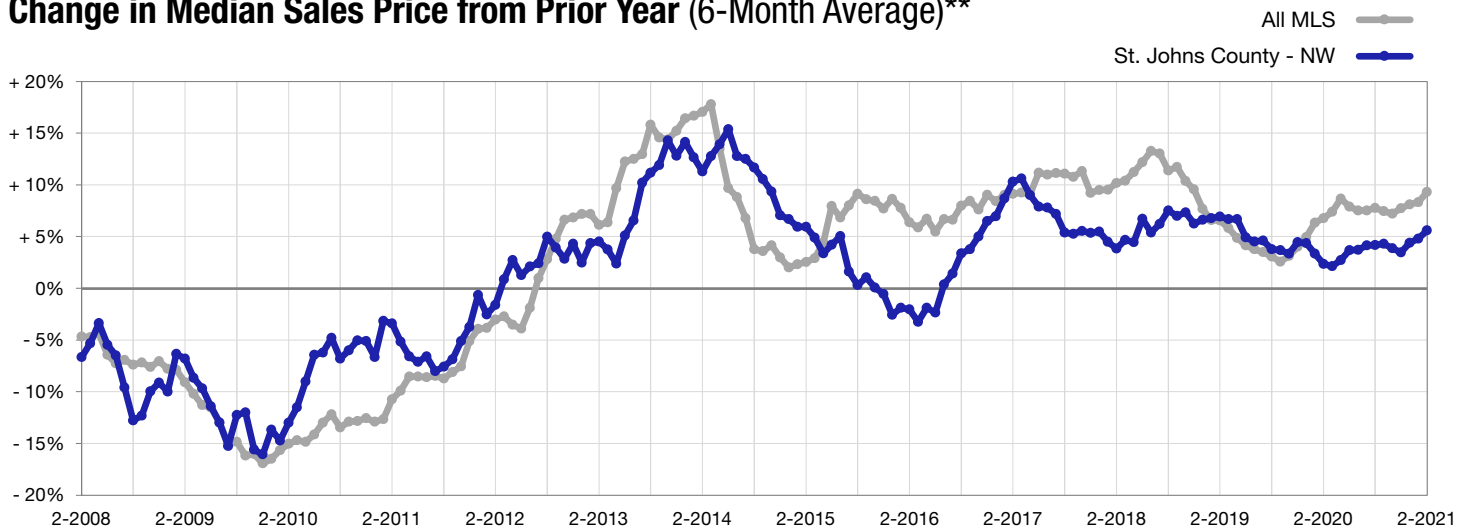


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



St. Johns County - NE

- 18.8%

+ 43.5%

+ 19.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 31

February

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	32	26	- 18.8%	75	51	- 32.0%
Closed Sales	23	33	+ 43.5%	40	66	+ 65.0%
Median Sales Price*	\$350,000	\$419,500	+ 19.9%	\$332,000	\$375,750	+ 13.2%
Percent of Original List Price Received*	95.6%	97.6%	+ 2.1%	95.8%	98.0%	+ 2.3%
Percent of Properties Sold Over List Price*	13.0%	9.1%	- 30.0%	10.0%	12.1%	+ 21.0%
Days on Market Until Sale	93	54	- 41.9%	89	59	- 33.7%
Inventory of Homes for Sale	129	34	- 73.6%	--	--	--
Months Supply of Inventory	4.5	1.0	- 77.8%	--	--	--

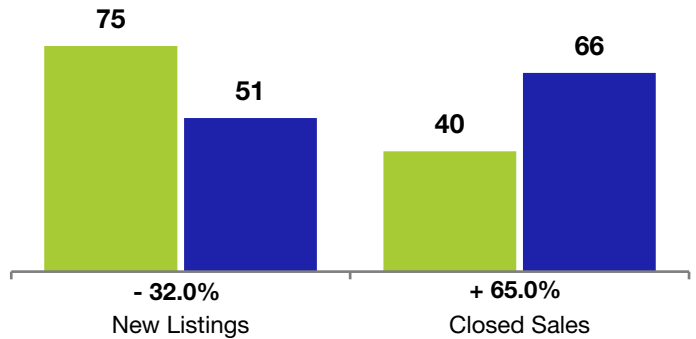
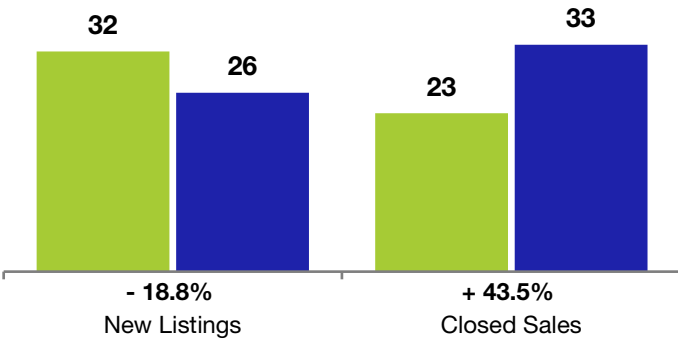
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

February

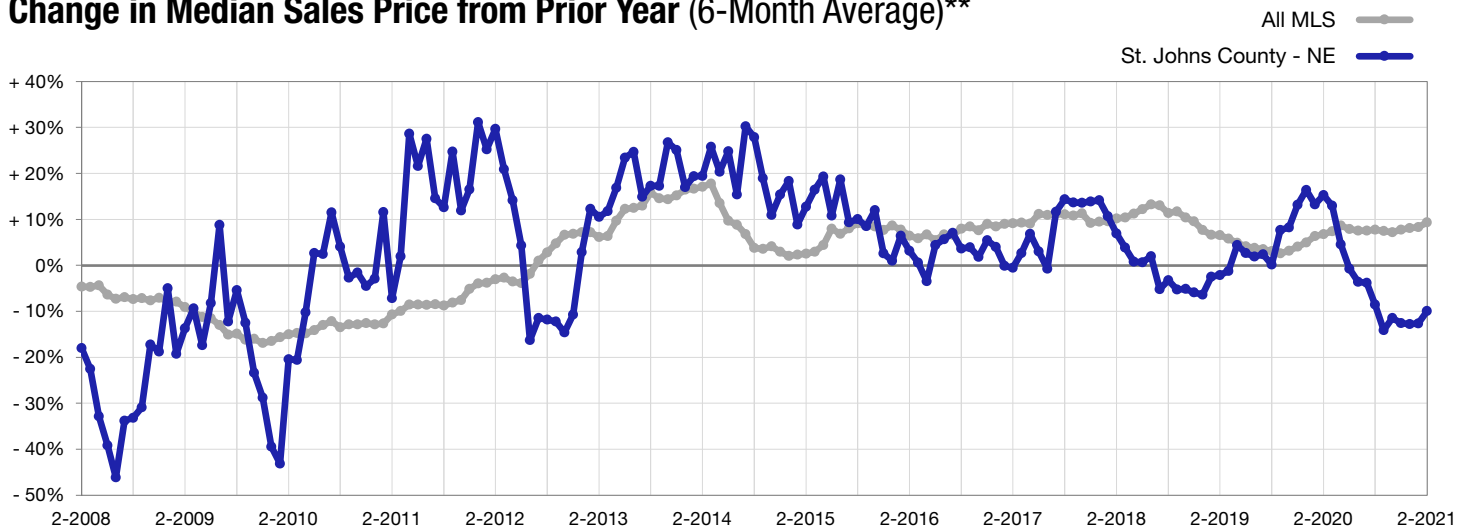
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



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

- 51.7%

+ 65.0%

+ 29.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 32

February

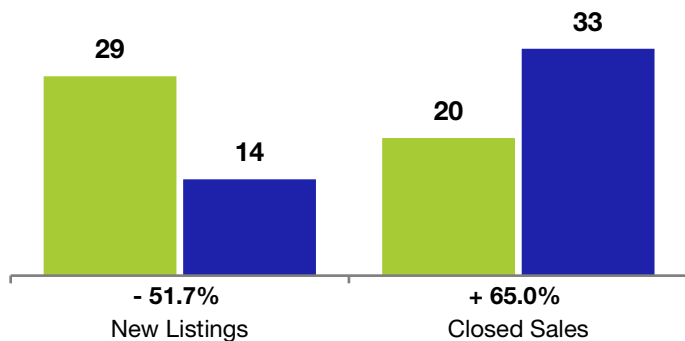
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	29	14	- 51.7%	64	46	- 28.1%
Closed Sales	20	33	+ 65.0%	32	54	+ 68.8%
Median Sales Price*	\$317,362	\$410,000	+ 29.2%	\$317,362	\$402,250	+ 26.7%
Percent of Original List Price Received*	92.0%	96.0%	+ 4.3%	93.3%	95.4%	+ 2.3%
Percent of Properties Sold Over List Price*	5.0%	9.1%	+ 82.0%	9.4%	5.6%	- 40.4%
Days on Market Until Sale	100	108	+ 8.0%	108	97	- 10.2%
Inventory of Homes for Sale	151	58	- 61.6%	--	--	--
Months Supply of Inventory	7.8	2.1	- 73.1%	--	--	--

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

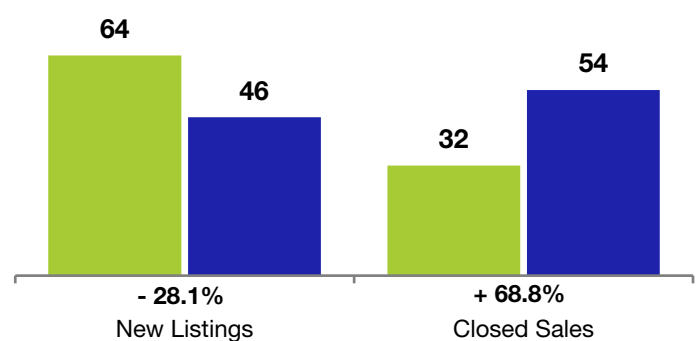
February

■ 2020 ■ 2021



Year to Date

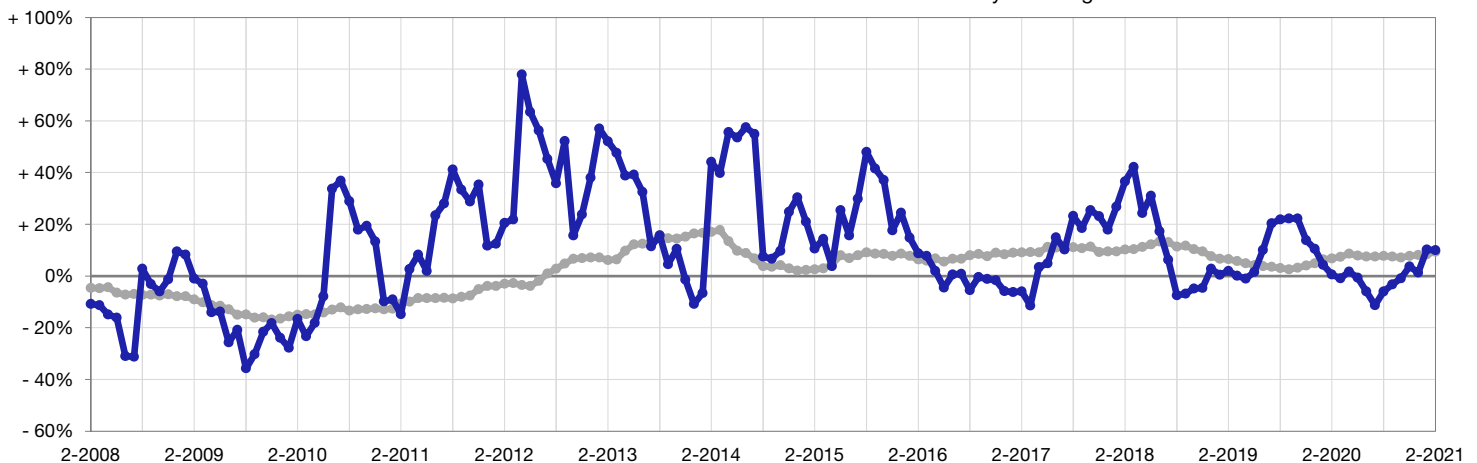
■ 2020 ■ 2021



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 – February 2021

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



St. Johns County - SE

Region 33

- 32.0%

+ 13.7%

+ 19.7%

Change in
New Listings

Change in
Closed Sales

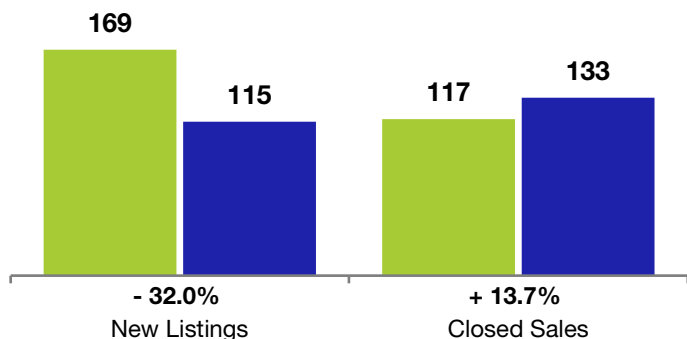
Change in
Median Sales Price

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	169	115	- 32.0%	359	263	- 26.7%
Closed Sales	117	133	+ 13.7%	205	242	+ 18.0%
Median Sales Price*	\$245,000	\$293,173	+ 19.7%	\$255,500	\$293,345	+ 14.8%
Percent of Original List Price Received*	94.7%	97.1%	+ 2.5%	94.9%	97.0%	+ 2.2%
Percent of Properties Sold Over List Price*	4.3%	17.4%	+ 304.7%	3.9%	12.4%	+ 217.9%
Days on Market Until Sale	80	57	- 28.8%	84	65	- 22.6%
Inventory of Homes for Sale	563	193	- 65.7%	--	--	--
Months Supply of Inventory	4.6	1.3	- 71.7%	--	--	--

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

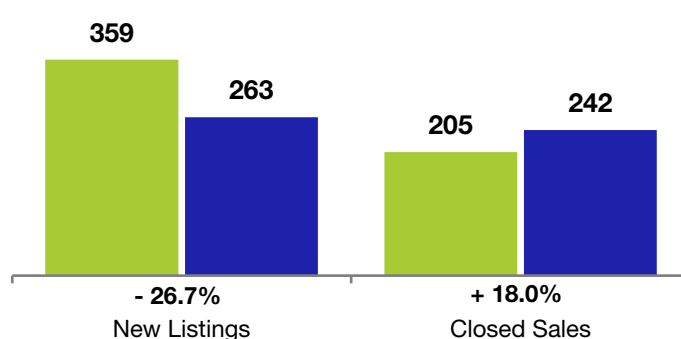
February

■ 2020 ■ 2021

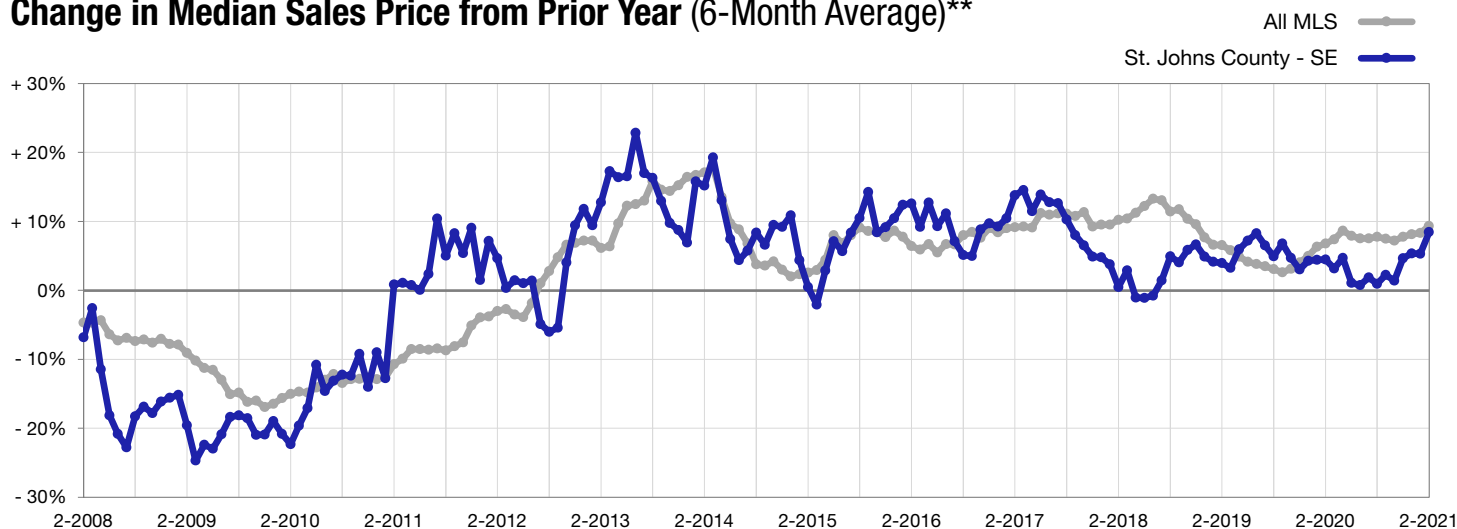


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



St. Johns County - SW

Region 34

+ 21.4%

+ 18.2%

- 5.2%

Change in
New Listings

Change in
Closed Sales

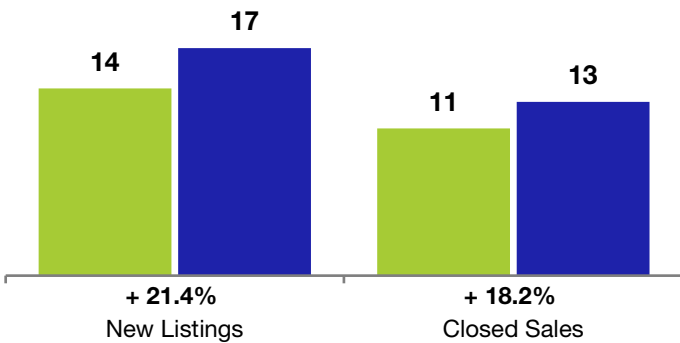
Change in
Median Sales Price

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	14	17	+ 21.4%	29	36	+ 24.1%
Closed Sales	11	13	+ 18.2%	13	26	+ 100.0%
Median Sales Price*	\$250,000	\$236,900	- 5.2%	\$250,000	\$245,950	- 1.6%
Percent of Original List Price Received*	92.6%	101.3%	+ 9.4%	93.2%	98.6%	+ 5.8%
Percent of Properties Sold Over List Price*	18.2%	23.1%	+ 26.9%	15.4%	15.4%	0.0%
Days on Market Until Sale	68	71	+ 4.4%	69	75	+ 8.7%
Inventory of Homes for Sale	49	33	- 32.7%	--	--	--
Months Supply of Inventory	5.3	2.4	- 54.7%	--	--	--

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

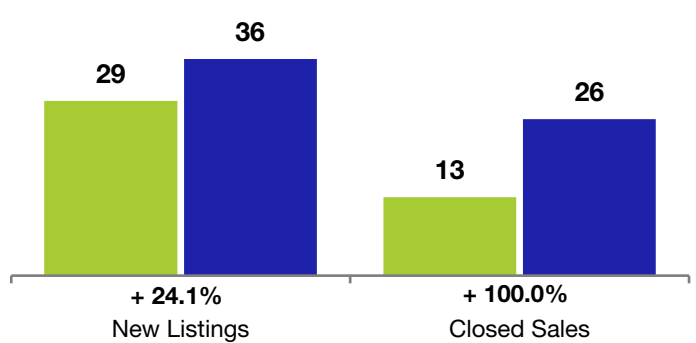
February

■ 2020 ■ 2021

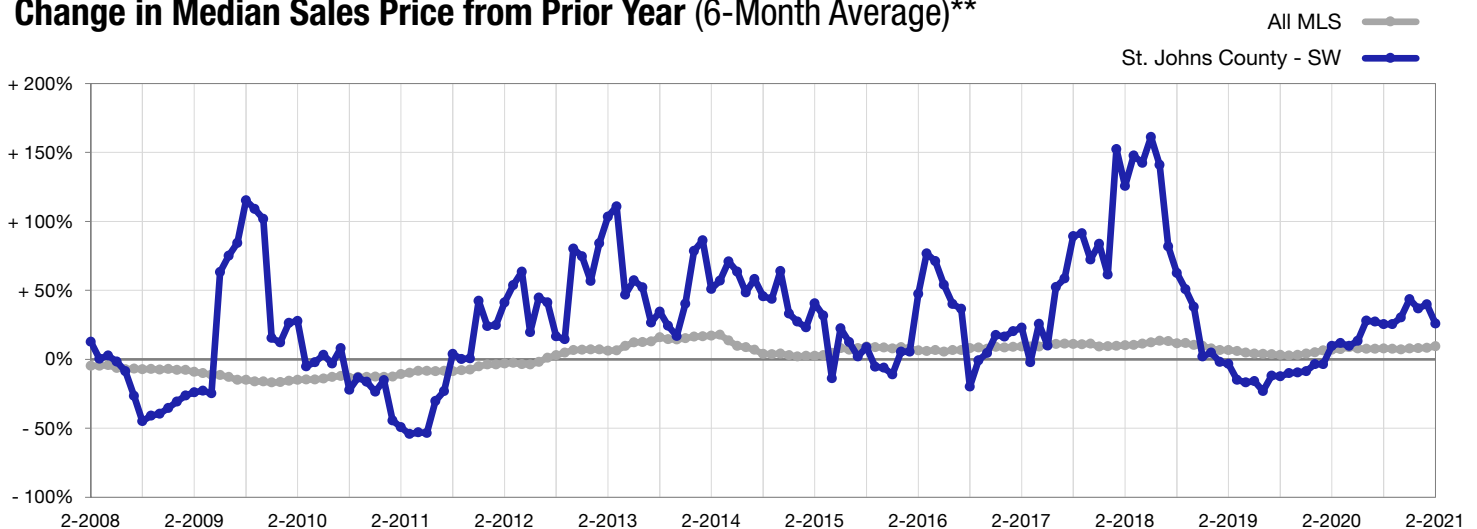


Year to Date

■ 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 – February 2021

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



Putnam County NE

- 2.5%

0.0%

+ 19.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 56

February

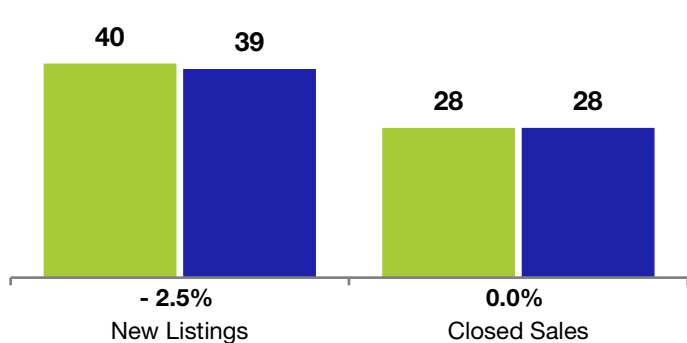
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	40	39	- 2.5%	94	85	- 9.6%
Closed Sales	28	28	0.0%	50	55	+ 10.0%
Median Sales Price*	\$125,850	\$150,000	+ 19.2%	\$124,250	\$159,900	+ 28.7%
Percent of Original List Price Received*	91.4%	93.3%	+ 2.1%	91.8%	93.0%	+ 1.3%
Percent of Properties Sold Over List Price*	10.7%	7.1%	- 33.6%	10.0%	14.5%	+ 45.0%
Days on Market Until Sale	79	85	+ 7.6%	90	93	+ 3.3%
Inventory of Homes for Sale	193	86	- 55.4%	--	--	--
Months Supply of Inventory	6.0	2.3	- 61.7%	--	--	--

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

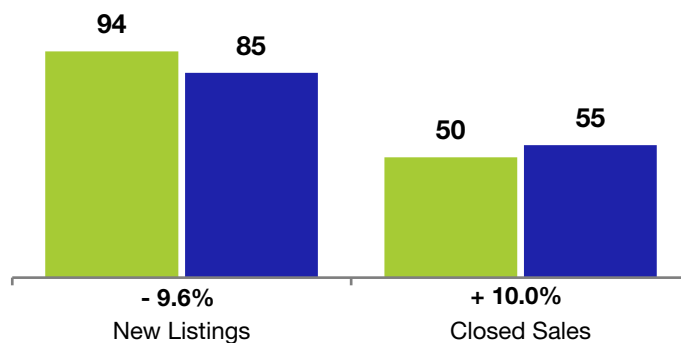
February

■ 2020 ■ 2021

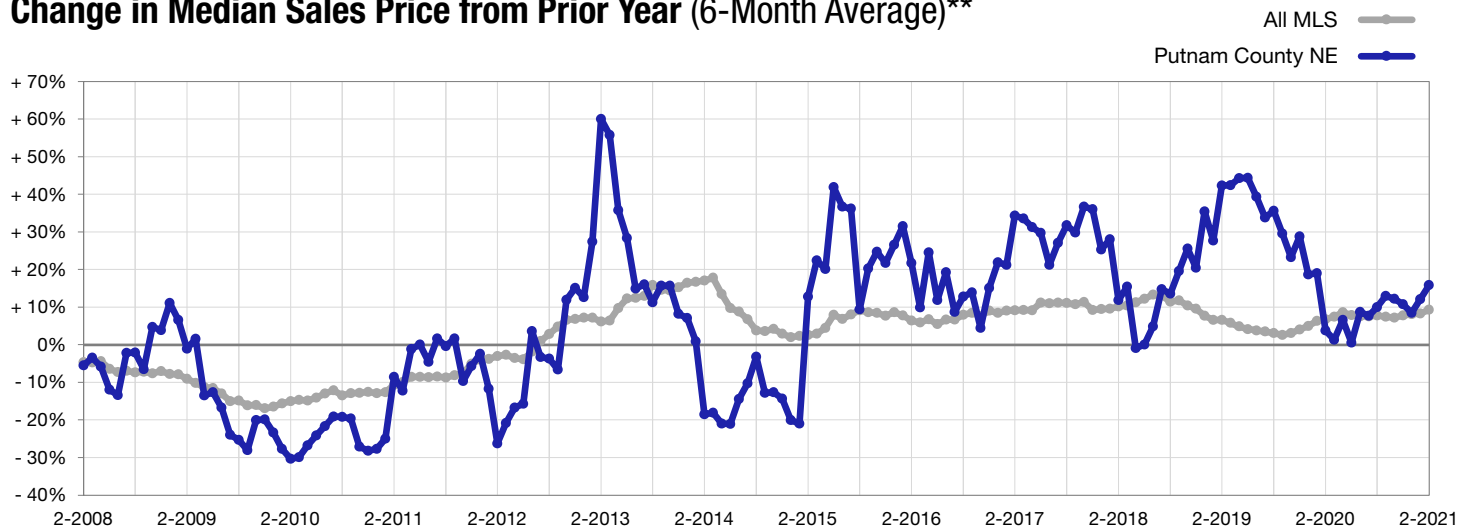


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



Putnam County - West

Region 57

- 25.0%

+ 66.7%

+ 216.0%

Change in
New Listings

Change in
Closed Sales

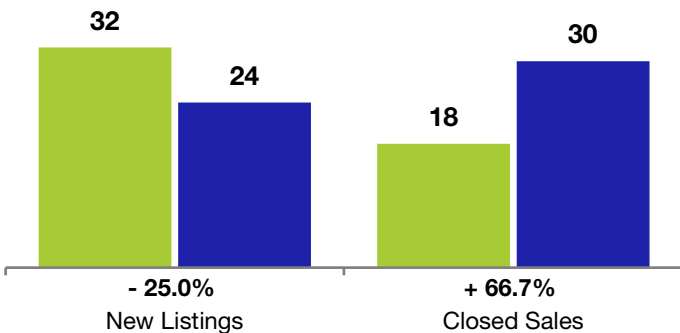
Change in
Median Sales Price

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	32	24	- 25.0%	61	61	0.0%
Closed Sales	18	30	+ 66.7%	35	47	+ 34.3%
Median Sales Price*	\$50,625	\$160,000	+ 216.0%	\$104,500	\$107,000	+ 2.4%
Percent of Original List Price Received*	86.6%	92.7%	+ 7.0%	87.0%	90.8%	+ 4.4%
Percent of Properties Sold Over List Price*	5.6%	6.7%	+ 19.6%	11.4%	6.4%	- 43.9%
Days on Market Until Sale	71	80	+ 12.7%	118	59	- 50.0%
Inventory of Homes for Sale	118	70	- 40.7%	--	--	--
Months Supply of Inventory	5.0	2.9	- 42.0%	--	--	--

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

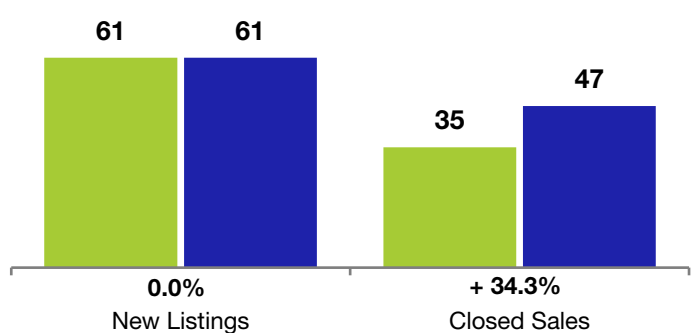
February

■ 2020 ■ 2021

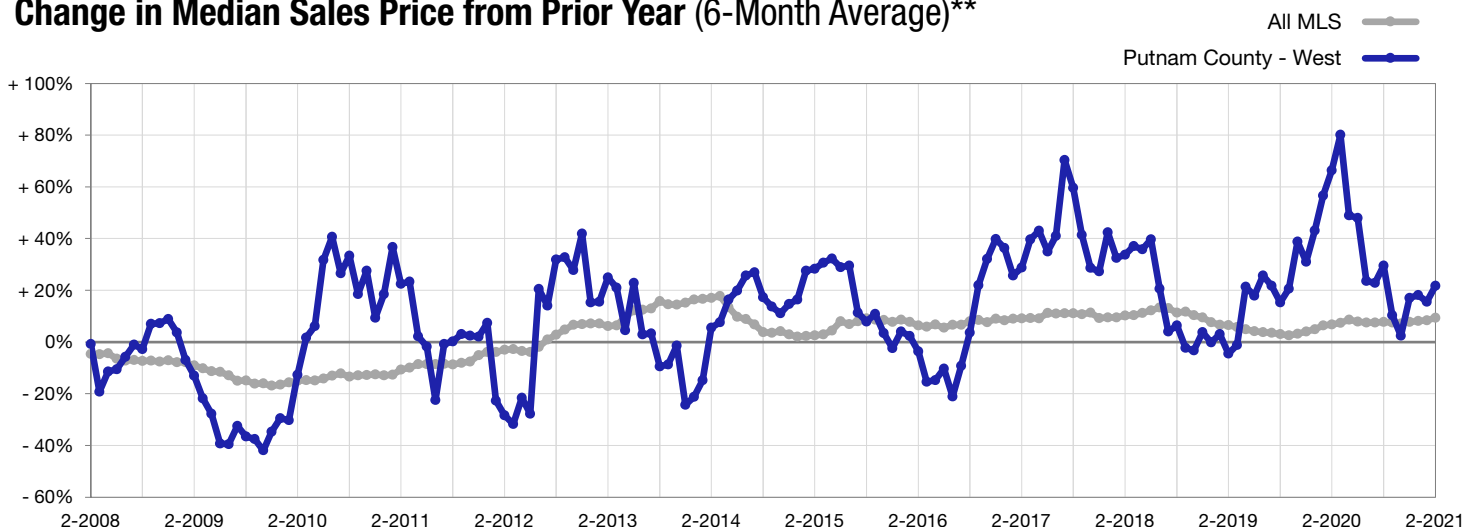


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



Putnam County - South

Region 58

- 52.9%

+ 20.0%

+ 90.6%

Change in
New Listings

Change in
Closed Sales

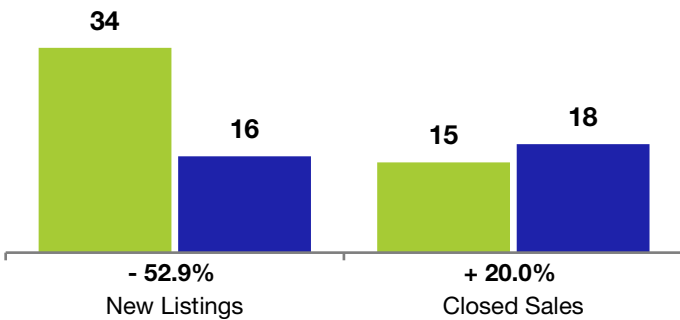
Change in
Median Sales Price

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	34	16	- 52.9%	67	38	- 43.3%
Closed Sales	15	18	+ 20.0%	35	35	0.0%
Median Sales Price*	\$74,500	\$142,000	+ 90.6%	\$115,000	\$156,000	+ 35.7%
Percent of Original List Price Received*	87.1%	91.1%	+ 4.6%	89.2%	90.3%	+ 1.2%
Percent of Properties Sold Over List Price*	13.3%	5.6%	- 57.9%	5.7%	8.6%	+ 50.9%
Days on Market Until Sale	111	111	0.0%	114	94	- 17.5%
Inventory of Homes for Sale	140	62	- 55.7%	--	--	--
Months Supply of Inventory	7.5	2.9	- 61.3%	--	--	--

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

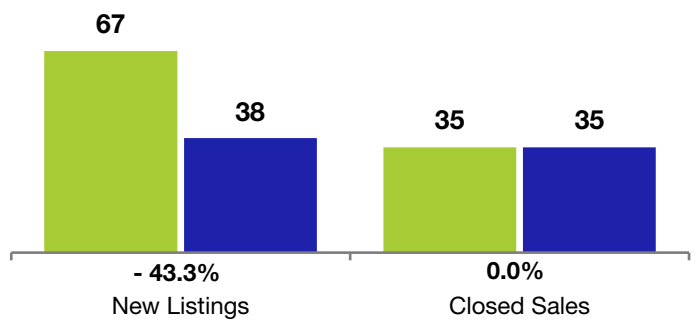
February

■ 2020 ■ 2021

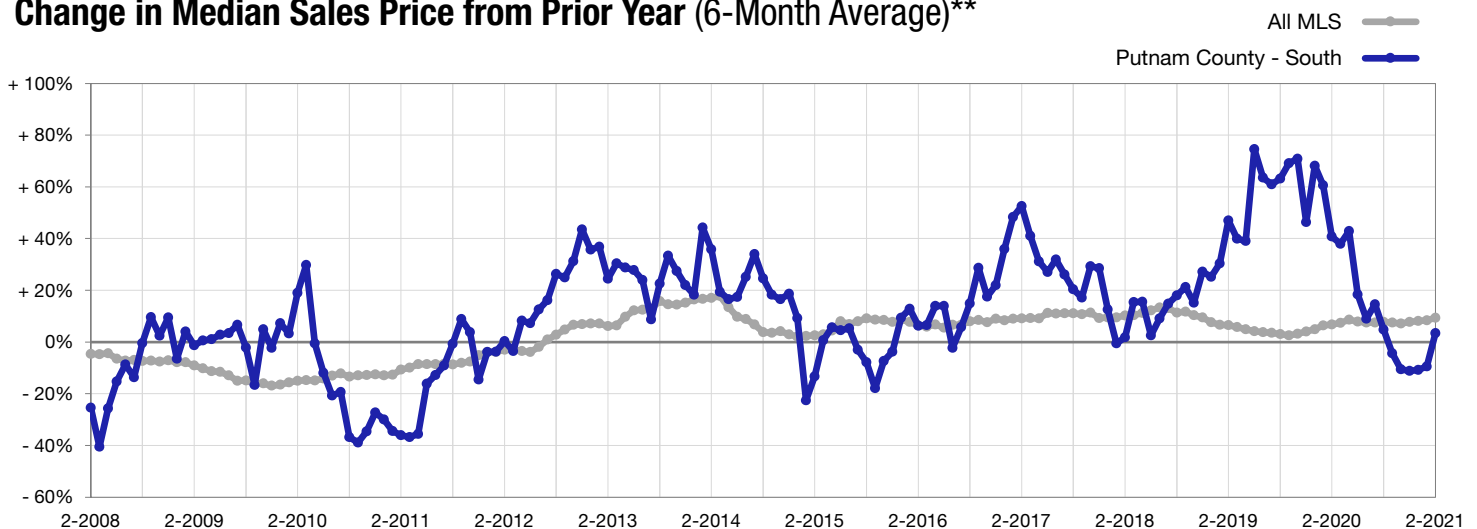


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



Baker County

+ 8.1%

Change in
New Listings

+ 50.0%

Change in
Closed Sales

+ 15.9%

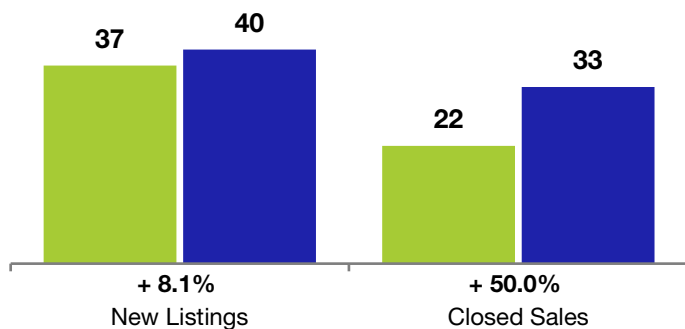
Change in
Median Sales Price

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	37	40	+ 8.1%	70	74	+ 5.7%
Closed Sales	22	33	+ 50.0%	35	50	+ 42.9%
Median Sales Price*	\$220,000	\$255,000	+ 15.9%	\$192,900	\$252,450	+ 30.9%
Percent of Original List Price Received*	95.7%	98.6%	+ 3.0%	94.7%	98.2%	+ 3.7%
Percent of Properties Sold Over List Price*	22.7%	27.3%	+ 20.3%	14.3%	24.0%	+ 67.8%
Days on Market Until Sale	77	69	- 10.4%	87	74	- 14.9%
Inventory of Homes for Sale	104	55	- 47.1%	--	--	--
Months Supply of Inventory	5.2	1.9	- 63.5%	--	--	--

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

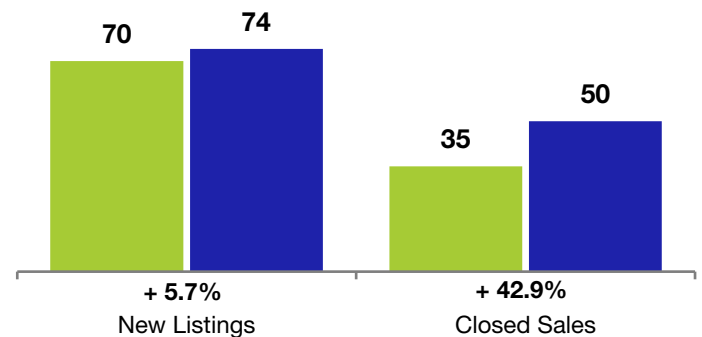
February

■ 2020 ■ 2021

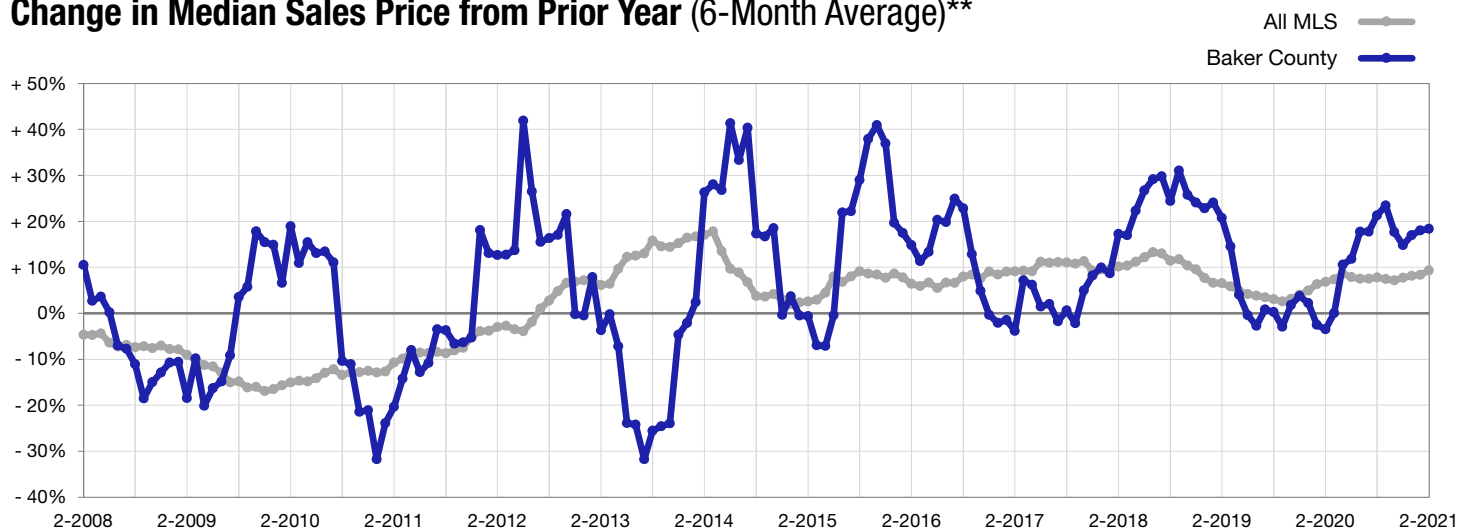


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



Clay County

- 5.1%

Change in
New Listings

- 12.1%

Change in
Closed Sales

+ 13.6%

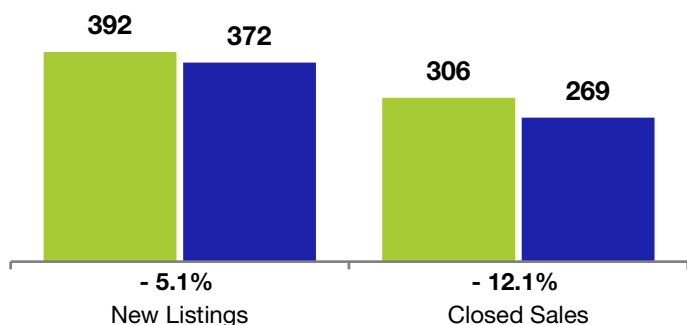
Change in
Median Sales Price

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	392	372	- 5.1%	802	711	- 11.3%
Closed Sales	306	269	- 12.1%	517	544	+ 5.2%
Median Sales Price*	\$220,000	\$250,000	+ 13.6%	\$219,000	\$250,000	+ 14.2%
Percent of Original List Price Received*	96.9%	98.4%	+ 1.5%	96.8%	98.2%	+ 1.4%
Percent of Properties Sold Over List Price*	15.5%	28.3%	+ 82.6%	17.3%	24.4%	+ 41.0%
Days on Market Until Sale	69	43	- 37.7%	66	46	- 30.3%
Inventory of Homes for Sale	955	416	- 56.4%	--	--	--
Months Supply of Inventory	2.7	1.1	- 59.3%	--	--	--

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

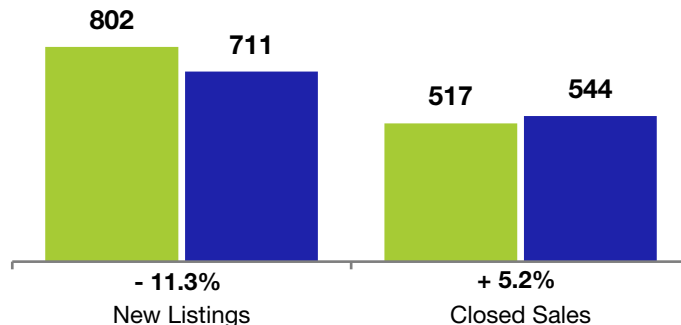
February

■ 2020 ■ 2021

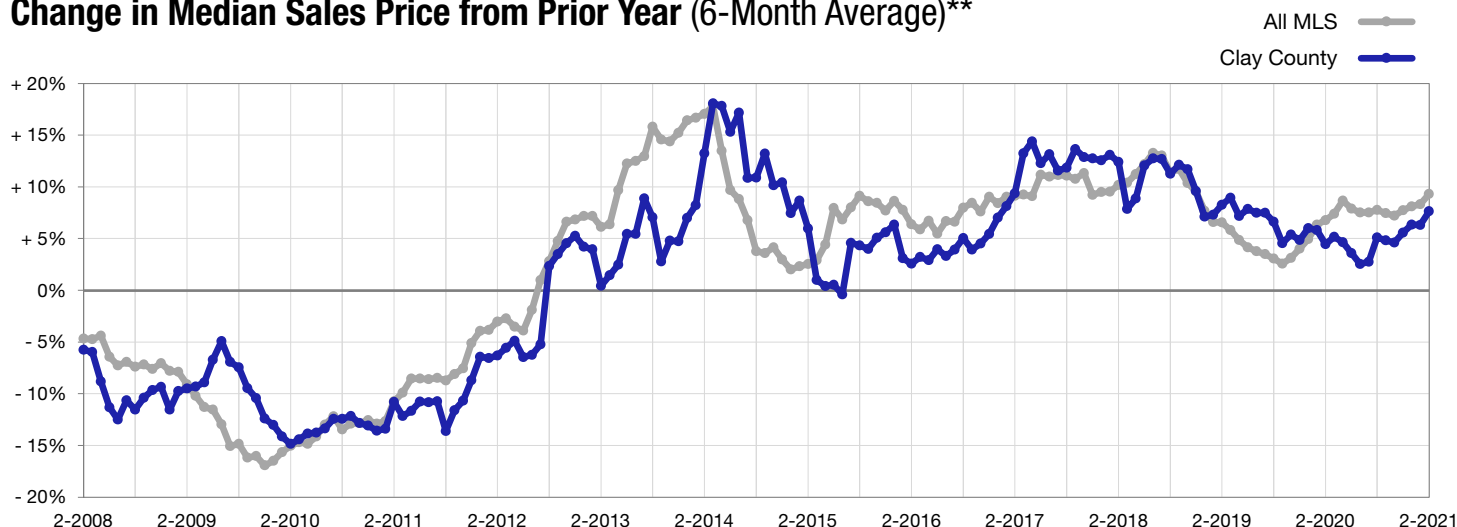


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



Duval County

- 6.5%

+ 4.3%

+ 12.3%

Change in
New Listings

Change in
Closed Sales

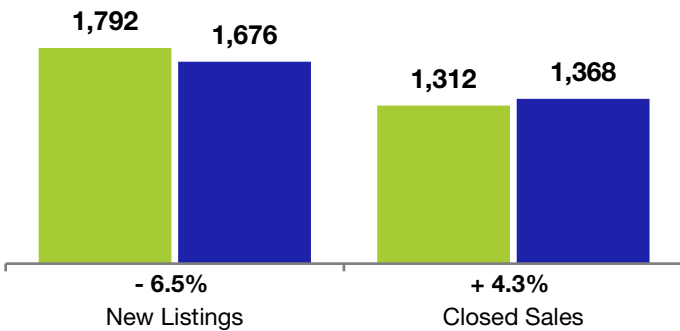
Change in
Median Sales Price

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	1,792	1,676	- 6.5%	3,612	3,387	- 6.2%
Closed Sales	1,312	1,368	+ 4.3%	2,422	2,680	+ 10.7%
Median Sales Price*	\$211,850	\$238,000	+ 12.3%	\$209,510	\$235,000	+ 12.2%
Percent of Original List Price Received*	95.8%	98.1%	+ 2.4%	95.4%	97.6%	+ 2.3%
Percent of Properties Sold Over List Price*	13.1%	23.9%	+ 82.4%	12.5%	21.8%	+ 74.4%
Days on Market Until Sale	66	45	- 31.8%	66	47	- 28.8%
Inventory of Homes for Sale	4,068	2,076	- 49.0%	--	--	--
Months Supply of Inventory	2.7	1.3	- 51.9%	--	--	--

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

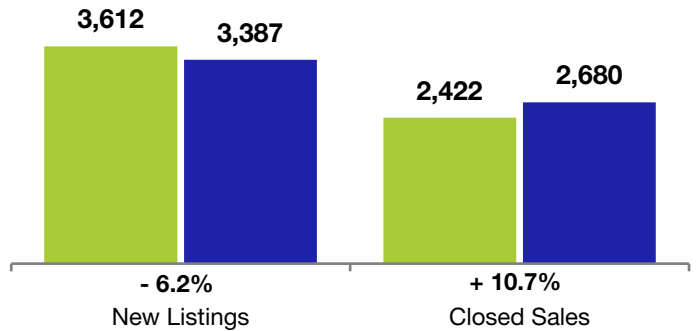
February

■ 2020 ■ 2021

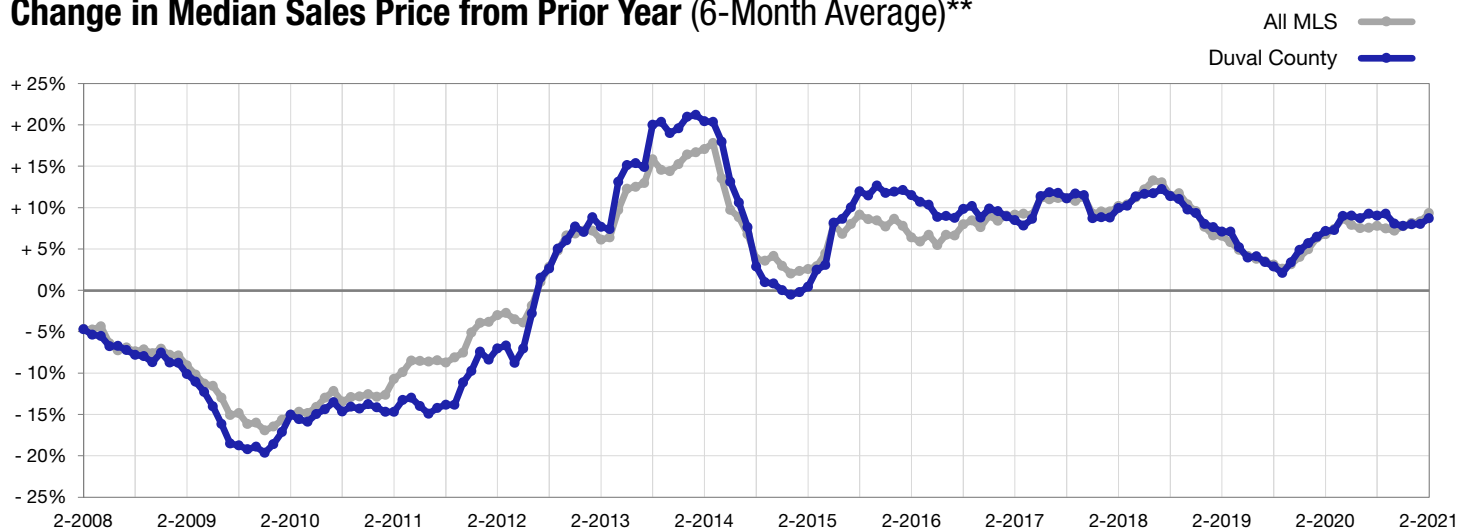


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



Nassau County

- 38.7% **+ 14.7%** **+ 16.4%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	173	106	- 38.7%	344	247	- 28.2%
Closed Sales	102	117	+ 14.7%	179	210	+ 17.3%
Median Sales Price*	\$270,730	\$315,000	+ 16.4%	\$266,000	\$310,000	+ 16.5%
Percent of Original List Price Received*	96.0%	97.2%	+ 1.3%	95.6%	96.8%	+ 1.3%
Percent of Properties Sold Over List Price*	10.8%	14.7%	+ 36.1%	10.1%	16.3%	+ 61.4%
Days on Market Until Sale	84	53	- 36.9%	75	50	- 33.3%
Inventory of Homes for Sale	542	179	- 67.0%	--	--	--
Months Supply of Inventory	4.6	1.2	- 73.9%	--	--	--

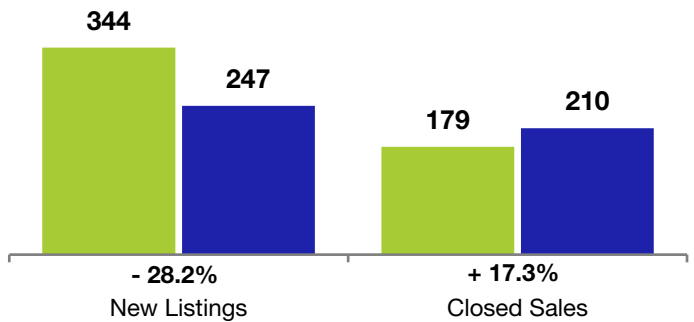
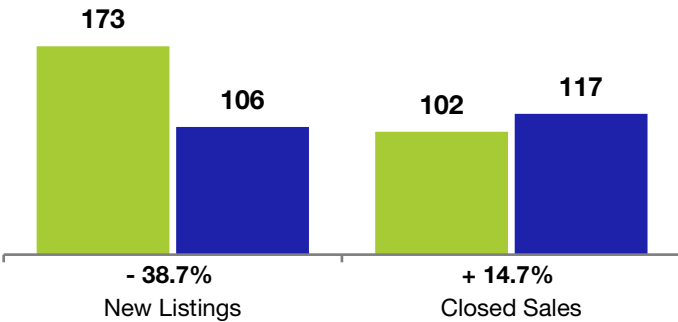
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

February

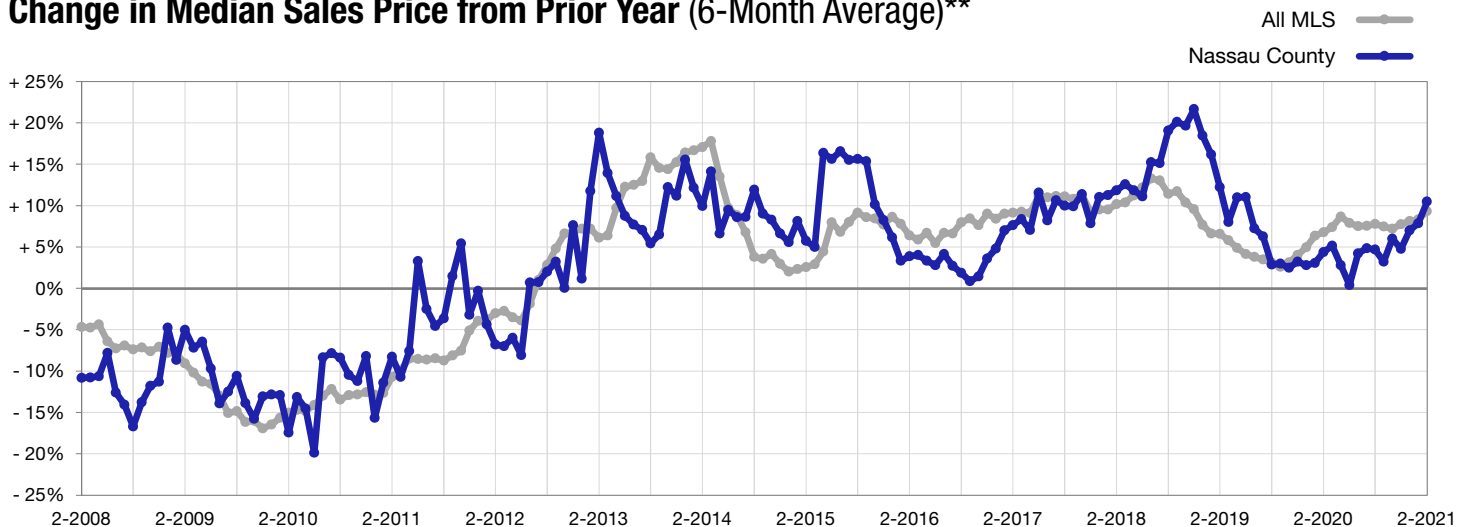
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



Putnam County

- 25.5%

+ 26.7%

+ 42.7%

Change in
New Listings

Change in
Closed Sales

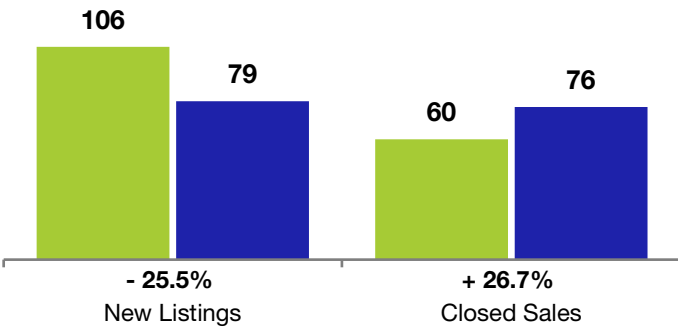
Change in
Median Sales Price

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	106	79	- 25.5%	221	185	- 16.3%
Closed Sales	60	76	+ 26.7%	119	137	+ 15.1%
Median Sales Price*	\$107,250	\$153,000	+ 42.7%	\$115,000	\$145,000	+ 26.1%
Percent of Original List Price Received*	88.7%	92.6%	+ 4.4%	89.6%	91.6%	+ 2.2%
Percent of Properties Sold Over List Price*	10.0%	6.6%	- 34.0%	9.2%	10.2%	+ 10.9%
Days on Market Until Sale	86	89	+ 3.5%	106	82	- 22.6%
Inventory of Homes for Sale	448	218	- 51.3%	--	--	--
Months Supply of Inventory	6.0	2.6	- 56.7%	--	--	--

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

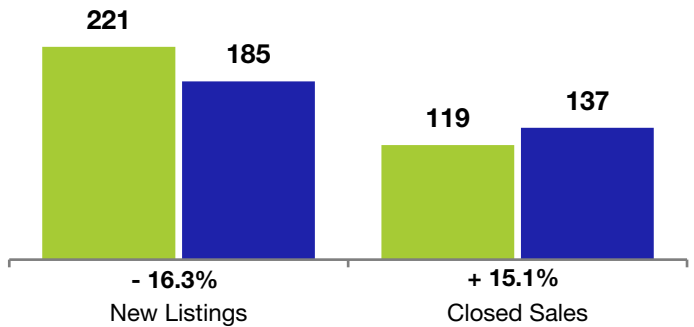
February

■ 2020 ■ 2021

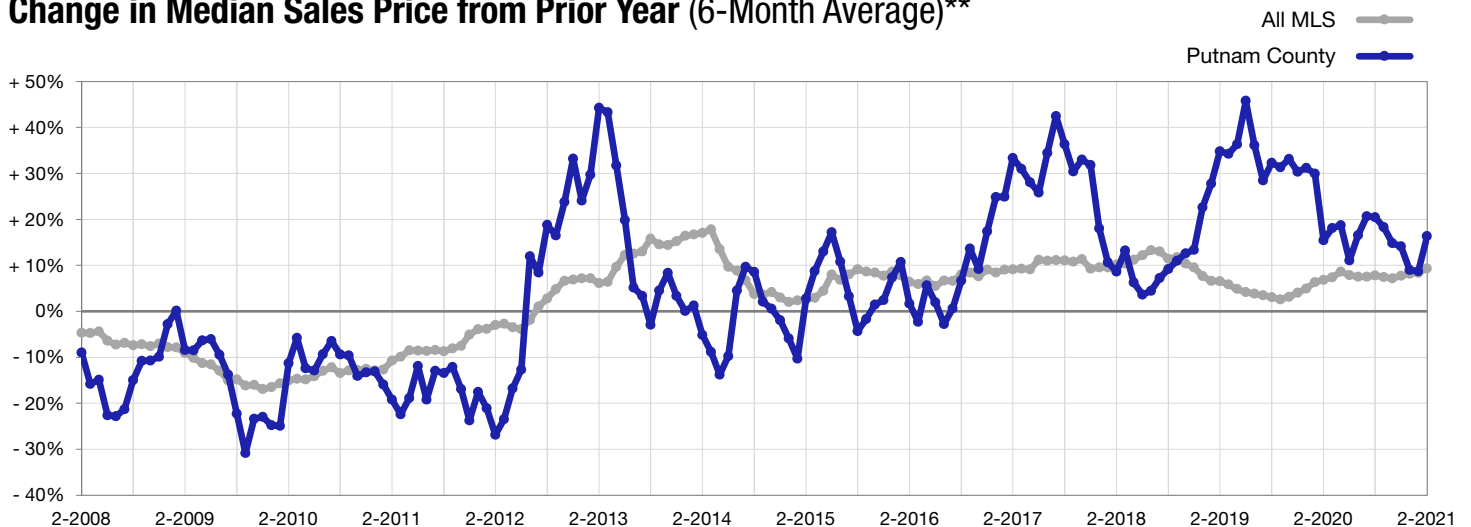


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – February 2021

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



St. Johns County

- 28.1%

+ 9.6%

+ 8.0%

Change in
New Listings

Change in
Closed Sales

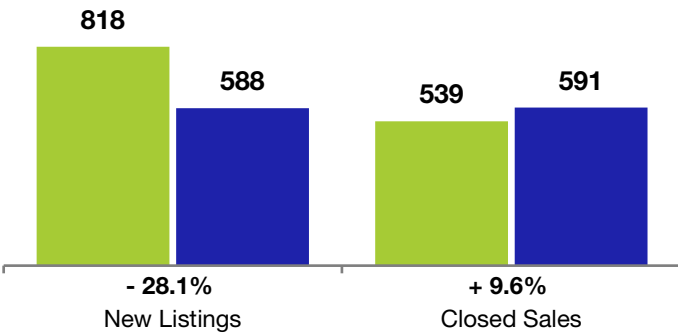
Change in
Median Sales Price

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	818	588	- 28.1%	1,687	1,229	- 27.1%
Closed Sales	539	591	+ 9.6%	996	1,087	+ 9.1%
Median Sales Price*	\$338,107	\$365,250	+ 8.0%	\$339,990	\$365,000	+ 7.4%
Percent of Original List Price Received*	96.1%	98.4%	+ 2.4%	95.9%	98.4%	+ 2.6%
Percent of Properties Sold Over List Price*	10.2%	17.5%	+ 71.6%	8.5%	15.6%	+ 83.5%
Days on Market Until Sale	84	53	- 36.9%	86	57	- 33.7%
Inventory of Homes for Sale	2,465	819	- 66.8%	--	--	--
Months Supply of Inventory	3.9	1.1	- 71.8%	--	--	--

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

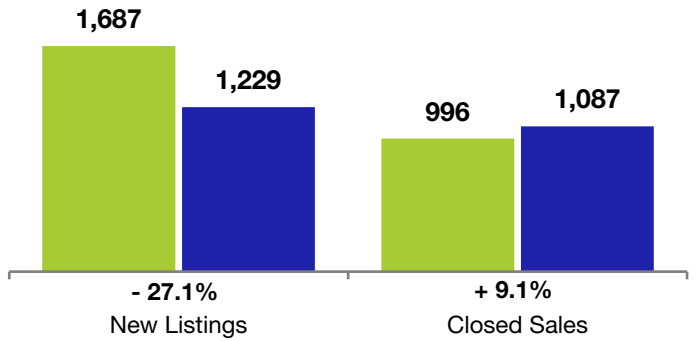
February

■ 2020 ■ 2021

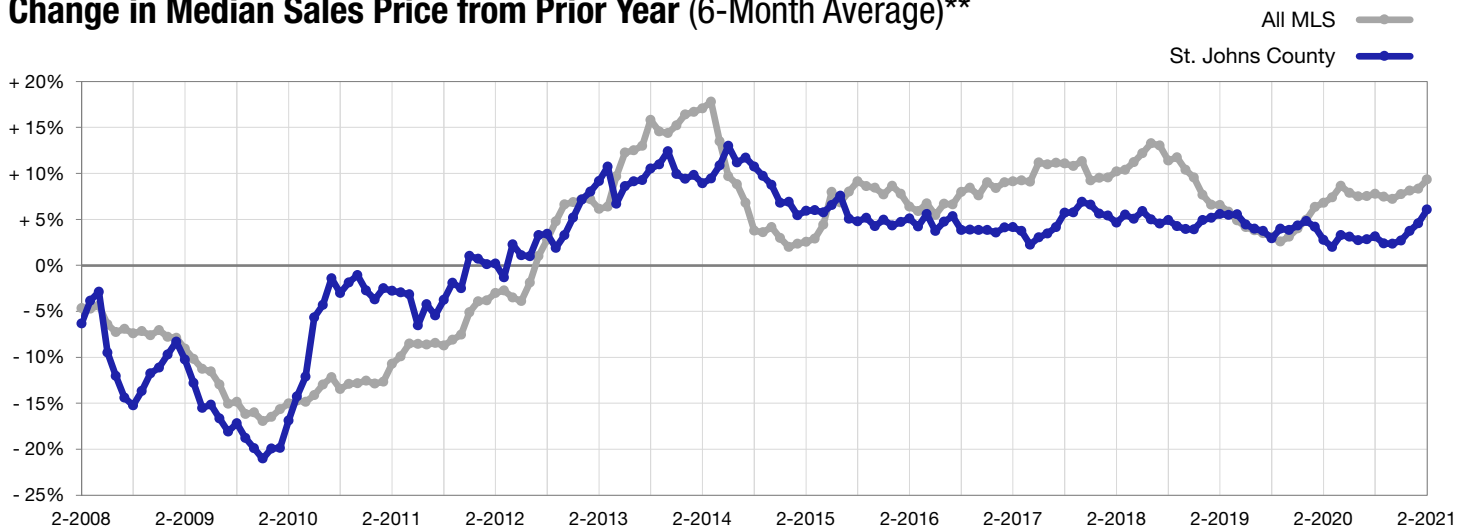


Year to Date

■ 2020 ■ 2021



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



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