

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.

November 2020

November saw the Dow Jones Industrial Average top 30,000 for the first time, while mortgage rates reached new record lows again. These new records have provided encouragement for buyers to move forward on home purchases, which continued to remain strong overall for the month.

New Listings in the Northeast Florida region decreased 4.1 percent to 2,657. Pending Sales were up 21.3 percent to 2,858. Inventory levels fell 44.7 percent to 5,211 units.

Prices continued to gain traction. The Median Sales Price increased 12.9 percent to \$262,000. Days on Market was down 16.9 percent to 54 days. Sellers were encouraged as Months Supply of Inventory was down 51.4 percent to 1.7 months.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

Quick Facts

+ 13.0% **+ 12.9%** **- 44.7%**

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

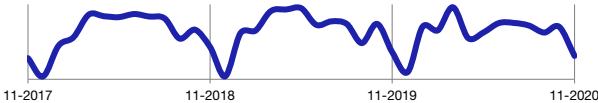
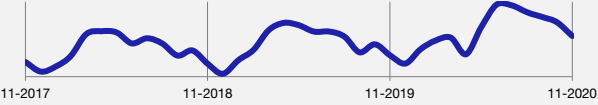
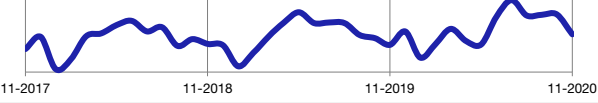
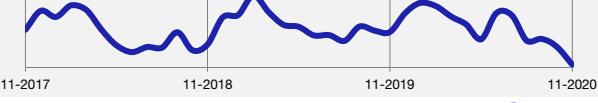
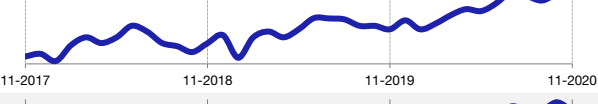

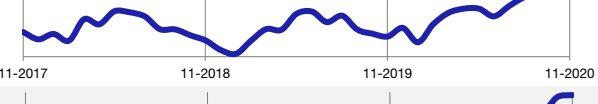

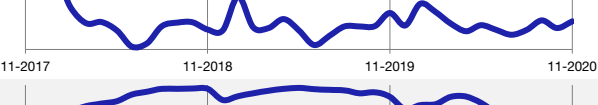


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Market Overview

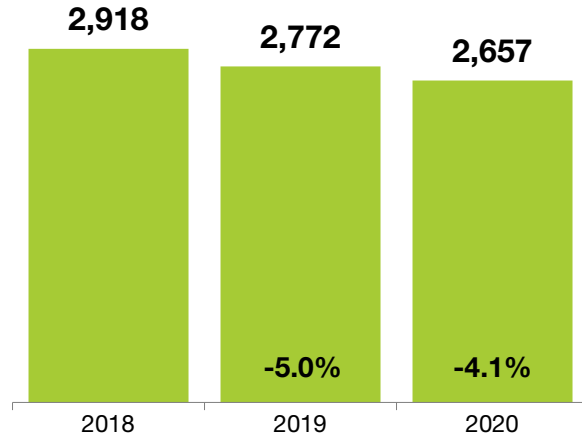
Key market metrics for the current month and year-to-date.

Key Metrics	Historical Sparklines	11-2019	11-2020	+/-	YTD 2019	YTD 2020	+/-
New Listings		2,772	2,657	- 4.1%	38,941	37,762	- 3.0%
Pending Sales		2,357	2,858	+ 21.3%	30,327	33,834	+ 11.6%
Closed Sales		2,371	2,680	+ 13.0%	29,521	31,489	+ 6.7%
Days on Market Until Sale		65	54	- 16.9%	67	66	- 1.5%
Median Sales Price		\$232,000	\$262,000	+ 12.9%	\$232,500	\$253,000	+ 8.8%
Average Sales Price		\$270,948	\$317,602	+ 17.2%	\$275,199	\$306,855	+ 11.5%
Percent of Original List Price Received		95.3%	97.5%	+ 2.3%	95.7%	96.5%	+ 0.8%
Percent of Properties Sold Over List Price		11.5%	19.0%	+ 65.2%	13.5%	15.6%	+ 15.6%
Housing Affordability Index		142	139	- 2.1%	142	144	+ 1.4%
Inventory of Homes for Sale		9,418	5,211	- 44.7%	--	--	--
Months Supply of Homes for Sale		3.5	1.7	- 51.4%	--	--	--

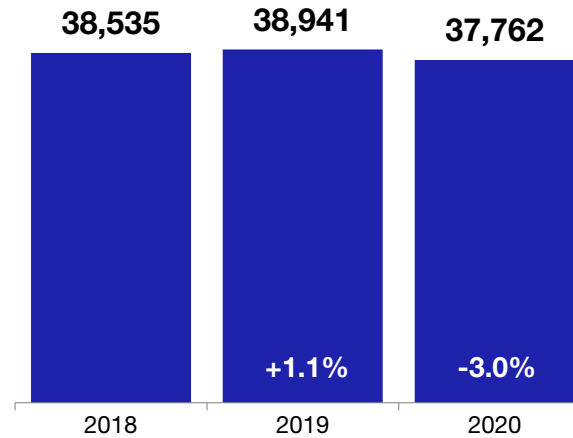
New Listings

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

November



Year To Date



Month	Prior Year	Current Year	+ / -
December 2019	2,063	2,185	+5.9%
January 2020	3,317	3,504	+5.6%
February 2020	3,397	3,404	+0.2%
March 2020	3,966	4,073	+2.7%
April 2020	4,008	3,179	-20.7%
May 2020	4,043	3,335	-17.5%
June 2020	3,562	3,612	+1.4%
July 2020	3,667	3,621	-1.3%
August 2020	3,586	3,539	-1.3%
September 2020	3,031	3,337	+10.1%
October 2020	3,592	3,501	-2.5%
November 2020	2,772	2,657	-4.1%
12-Month Avg	3,417	3,329	-2.6%

Historical New Listing Activity

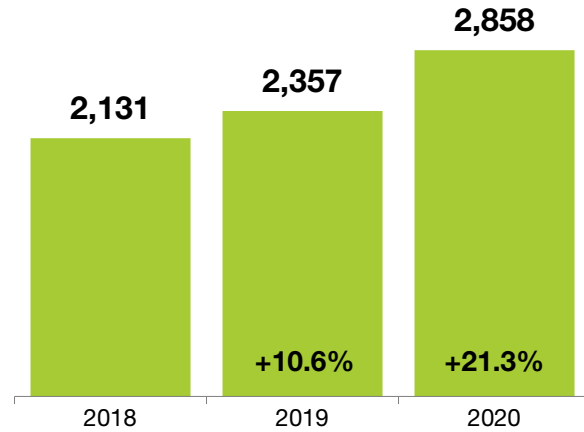


Pending Sales

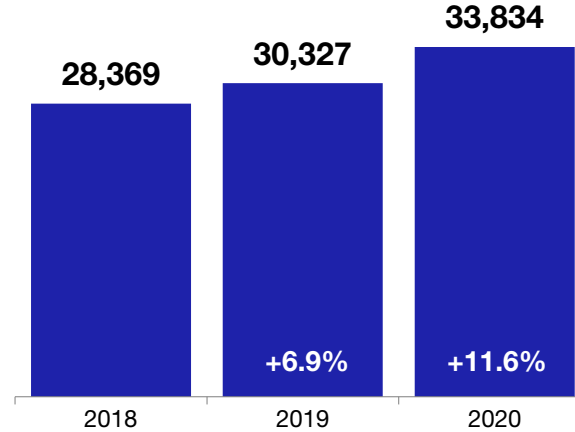
A count of the properties on which contracts have been written in a given month.



November

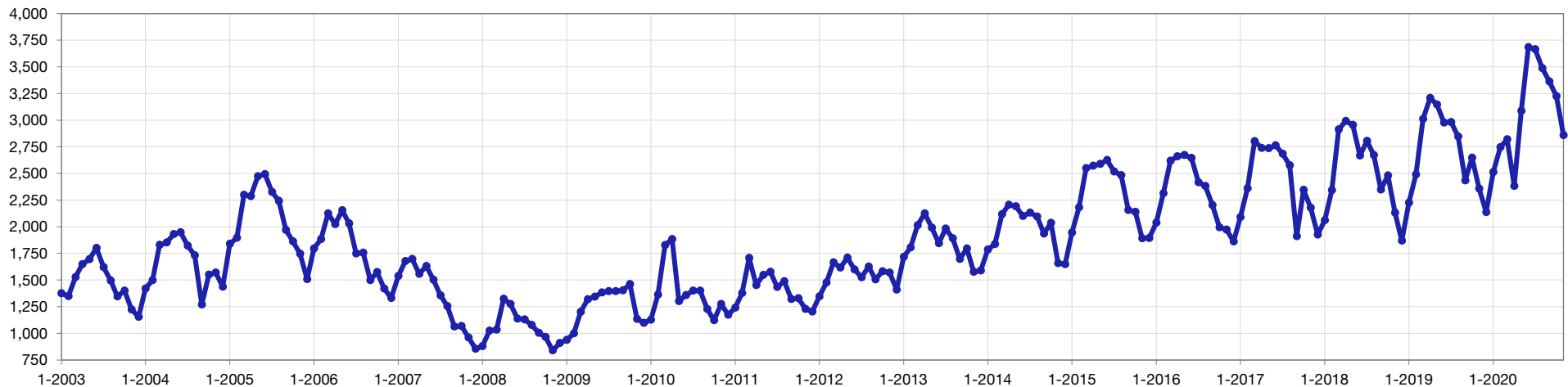


Year To Date



Month	Prior Year	Current Year	+ / -
December 2019	1,868	2,137	+14.4%
January 2020	2,226	2,513	+12.9%
February 2020	2,491	2,746	+10.2%
March 2020	3,012	2,821	-6.3%
April 2020	3,207	2,383	-25.7%
May 2020	3,146	3,087	-1.9%
June 2020	2,976	3,685	+23.8%
July 2020	2,982	3,666	+22.9%
August 2020	2,848	3,488	+22.5%
September 2020	2,435	3,362	+38.1%
October 2020	2,647	3,225	+21.8%
November 2020	2,357	2,858	+21.3%
12-Month Avg	2,683	2,998	+11.7%

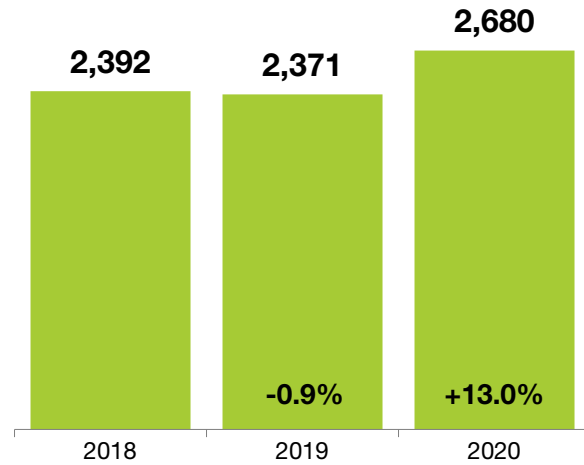
Historical Pending Sales Activity



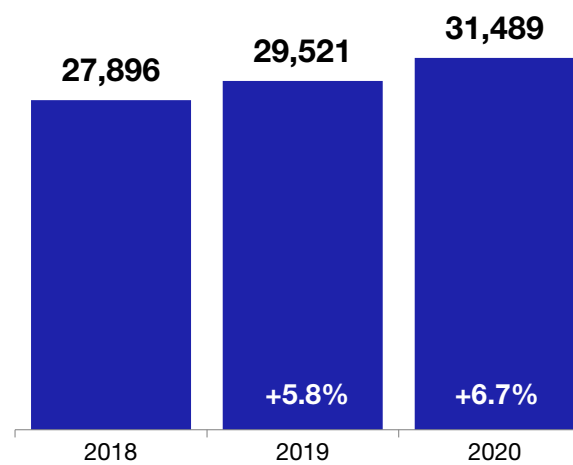
Closed Sales

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

November



Year To Date



Month	Prior Year	Current Year	+ / -
December 2019	2,360	2,766	+17.2%
January 2020	1,726	1,985	+15.0%
February 2020	2,123	2,393	+12.7%
March 2020	2,617	2,847	+8.8%
April 2020	3,028	2,484	-18.0%
May 2020	3,347	2,379	-28.9%
June 2020	3,024	3,215	+6.3%
July 2020	3,037	3,711	+22.2%
August 2020	3,022	3,248	+7.5%
September 2020	2,660	3,272	+23.0%
October 2020	2,566	3,275	+27.6%
November 2020	2,371	2,680	+13.0%
12-Month Avg	2,657	2,855	+8.9%

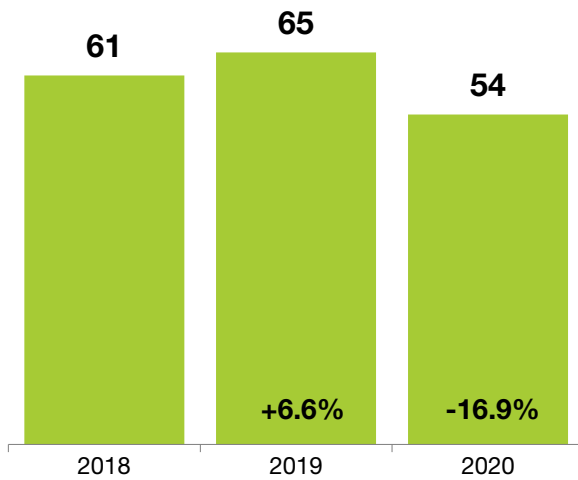
Historical Closed Sales Activity



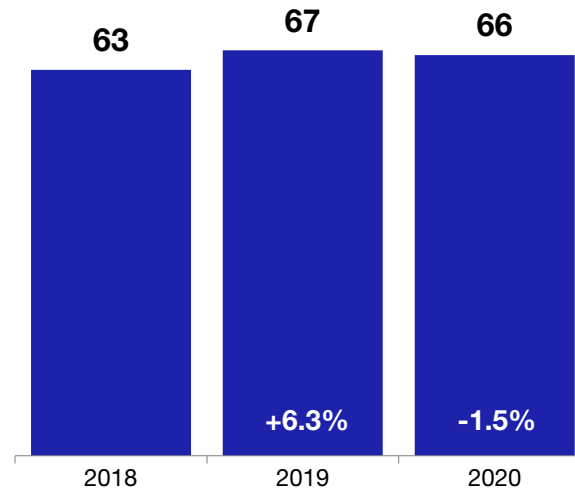
Days on Market Until Sale

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

November



Year To Date



Month	Prior Year	Current Year	+ / -
December 2019	69	71	+2.9%
January 2020	70	74	+5.7%
February 2020	76	73	-3.9%
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	63	-4.5%
October 2020	65	60	-7.7%
November 2020	65	54	-16.9%
12-Month Avg	67	66	-0.9%

Historical Days on Market Until Sale



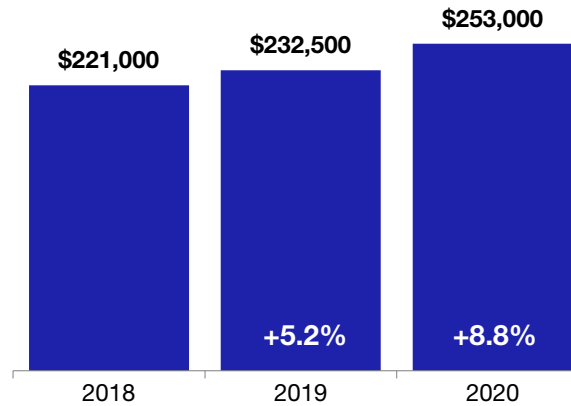
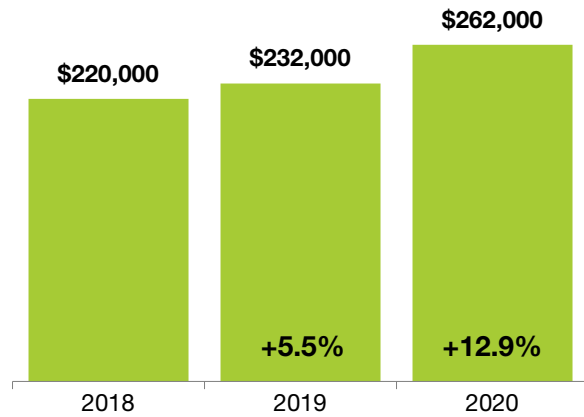
Median Sales Price

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



November

Year To Date



Month	Prior Year	Current Year	+ / -
December 2019	\$226,850	\$240,000	+5.8%
January 2020	\$207,000	\$231,885	+12.0%
February 2020	\$225,000	\$236,985	+5.3%
March 2020	\$230,000	\$244,450	+6.3%
April 2020	\$225,000	\$249,863	+11.1%
May 2020	\$232,000	\$247,990	+6.9%
June 2020	\$242,000	\$255,000	+5.4%
July 2020	\$241,500	\$265,000	+9.7%
August 2020	\$240,700	\$261,400	+8.6%
September 2020	\$235,000	\$257,500	+9.6%
October 2020	\$235,000	\$263,000	+11.9%
November 2020	\$232,000	\$262,000	+12.9%
12-Month Med	\$232,000	\$251,900	+8.6%

Historical Median Sales Price

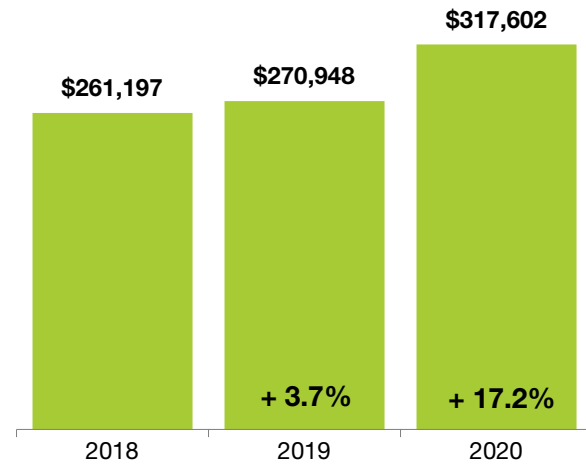


Average Sales Price

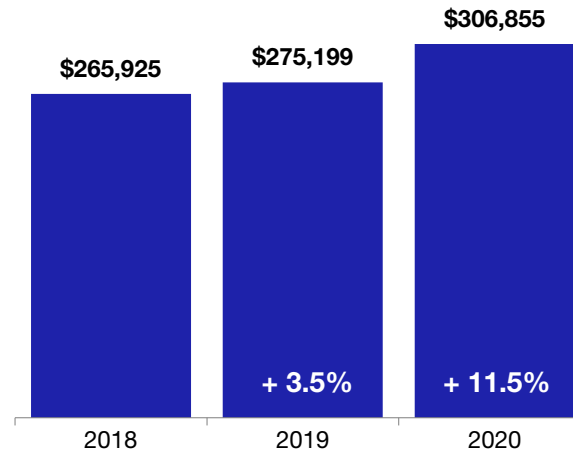
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



Year To Date



Month	Prior Year	Current Year	+ / -
December 2019	\$267,576	\$289,005	+8.0%
January 2020	\$243,161	\$275,685	+13.4%
February 2020	\$256,406	\$283,487	+10.6%
March 2020	\$269,086	\$286,575	+6.5%
April 2020	\$277,186	\$296,754	+7.1%
May 2020	\$274,964	\$287,783	+4.7%
June 2020	\$297,599	\$309,455	+4.0%
July 2020	\$282,788	\$323,511	+14.4%
August 2020	\$288,747	\$318,246	+10.2%
September 2020	\$271,754	\$318,846	+17.3%
October 2020	\$272,612	\$328,450	+20.5%
November 2020	\$270,948	\$317,602	+17.2%
12-Month Avg	\$274,635	\$305,413	+11.2%

Historical Average Sales Price



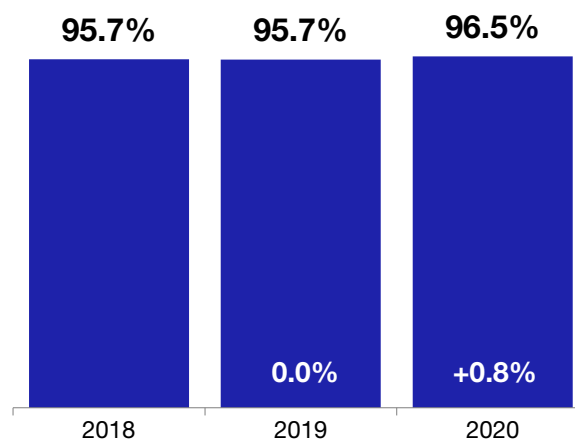
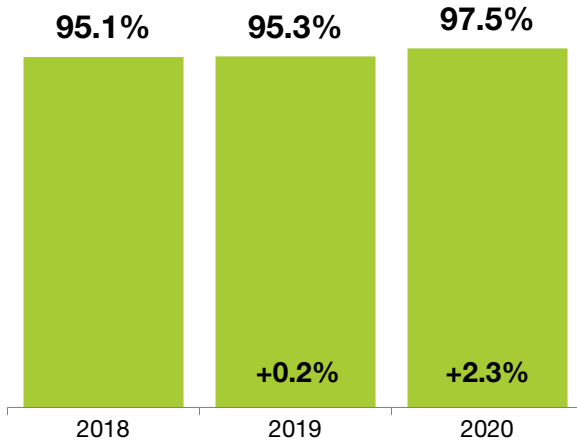
Percent of Original List Price Received

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

November

Year To Date

Month	Prior Year	Current Year	+ / -
December 2019	94.7%	95.6%	+1.0%
January 2020	94.5%	95.0%	+0.5%
February 2020	95.1%	95.8%	+0.7%
March 2020	95.6%	96.3%	+0.7%
April 2020	95.5%	96.4%	+0.9%
May 2020	96.2%	96.4%	+0.2%
June 2020	96.3%	96.1%	-0.2%
July 2020	95.9%	96.5%	+0.6%
August 2020	96.1%	96.9%	+0.8%
September 2020	95.6%	97.1%	+1.6%
October 2020	95.4%	97.2%	+1.9%
November 2020	95.3%	97.5%	+2.3%
12-Month Avg	95.6%	96.5%	+0.9%



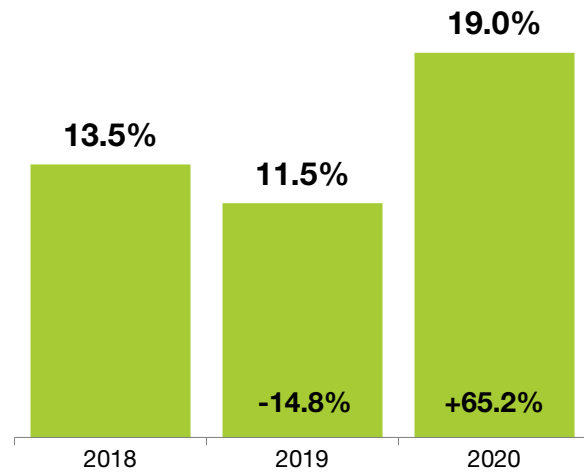
Historical Percent of Original List Price Received



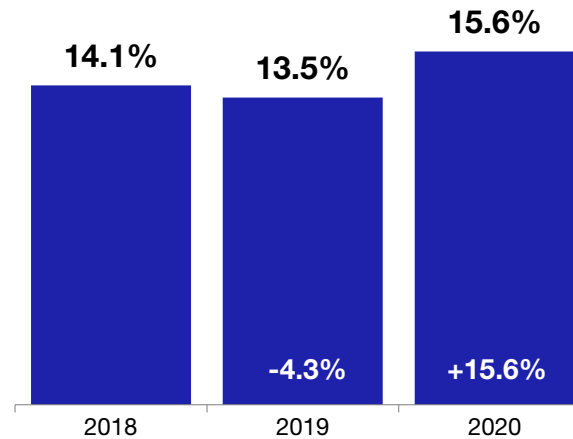
Percent of Properties Sold Over List Price

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

November

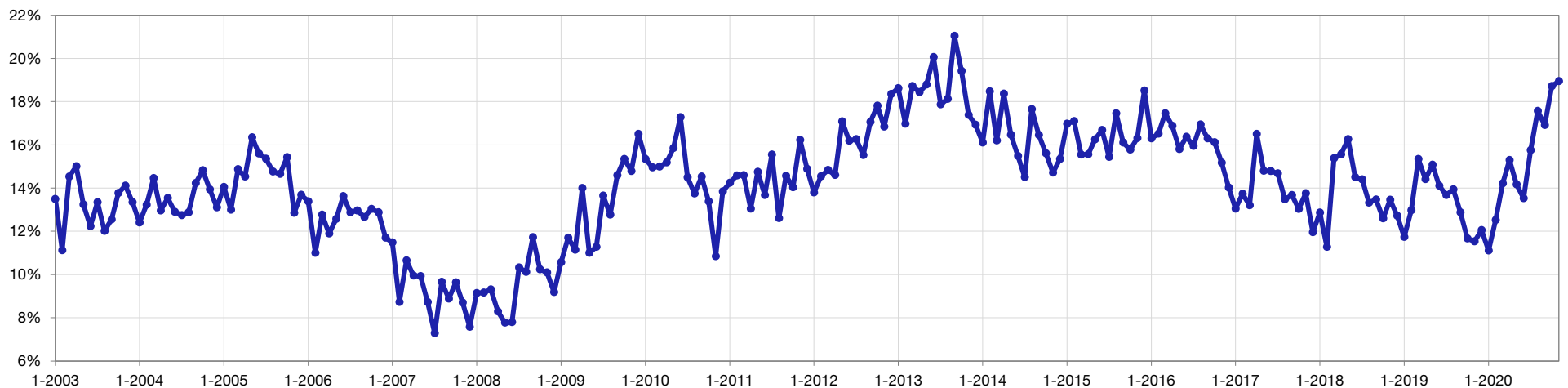


Year To Date



Month	Prior Year	Current Year	+ / -
December 2019	12.7%	12.1%	-4.7%
January 2020	11.7%	11.1%	-5.1%
February 2020	13.0%	12.5%	-3.8%
March 2020	15.3%	14.2%	-7.2%
April 2020	14.4%	15.3%	+6.3%
May 2020	15.1%	14.2%	-6.0%
June 2020	14.1%	13.5%	-4.3%
July 2020	13.7%	15.8%	+15.3%
August 2020	13.9%	17.6%	+26.6%
September 2020	12.9%	16.9%	+31.0%
October 2020	11.7%	18.7%	+59.8%
November 2020	11.5%	19.0%	+65.2%
12-Month Avg	13.5%	15.3%	+13.4%

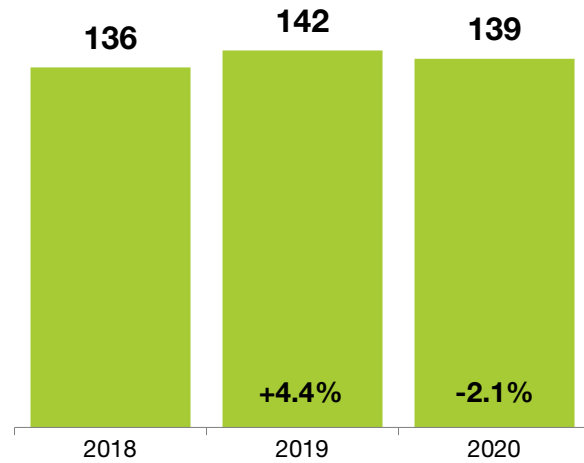
Historical Percent of Properties Sold Over List Price



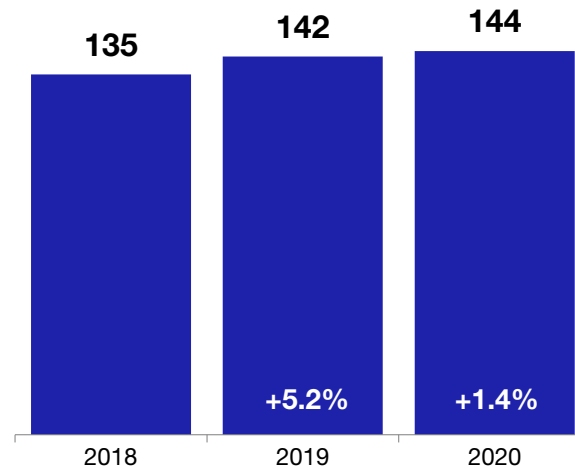
Housing Affordability Index

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.**

November

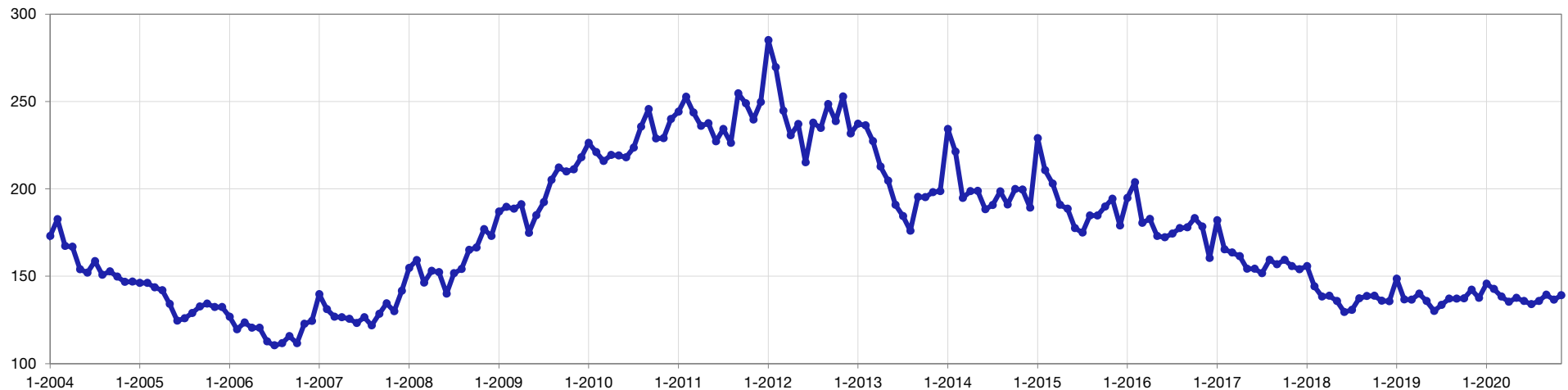


Year To Date



Month	Prior Year	Current Year	+ / -
December 2019	136	137	+0.7%
January 2020	149	146	-2.0%
February 2020	137	143	+4.4%
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	139	+1.5%
October 2020	137	136	-0.7%
November 2020	142	139	-2.1%
12-Month Avg	137	138	+0.5%

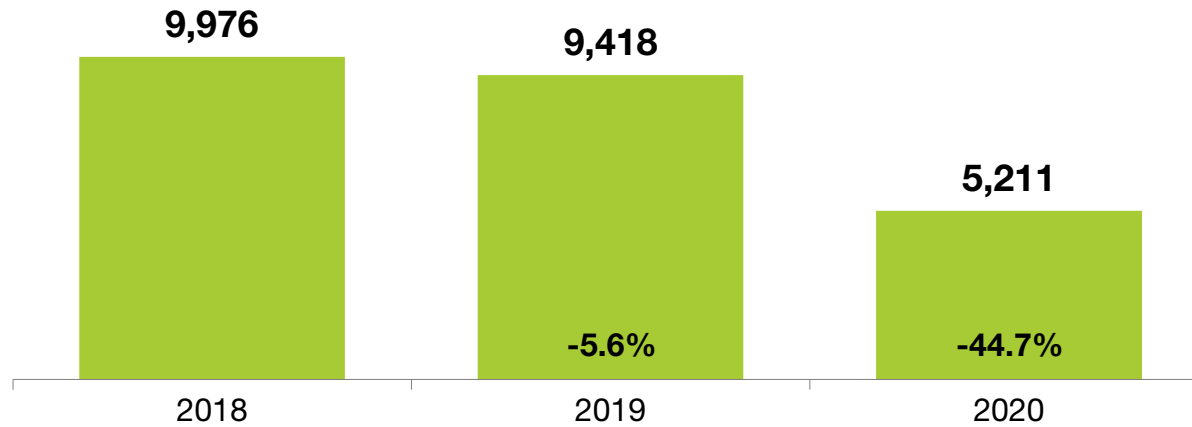
Historical Housing Affordability Index



Inventory of Homes for Sale

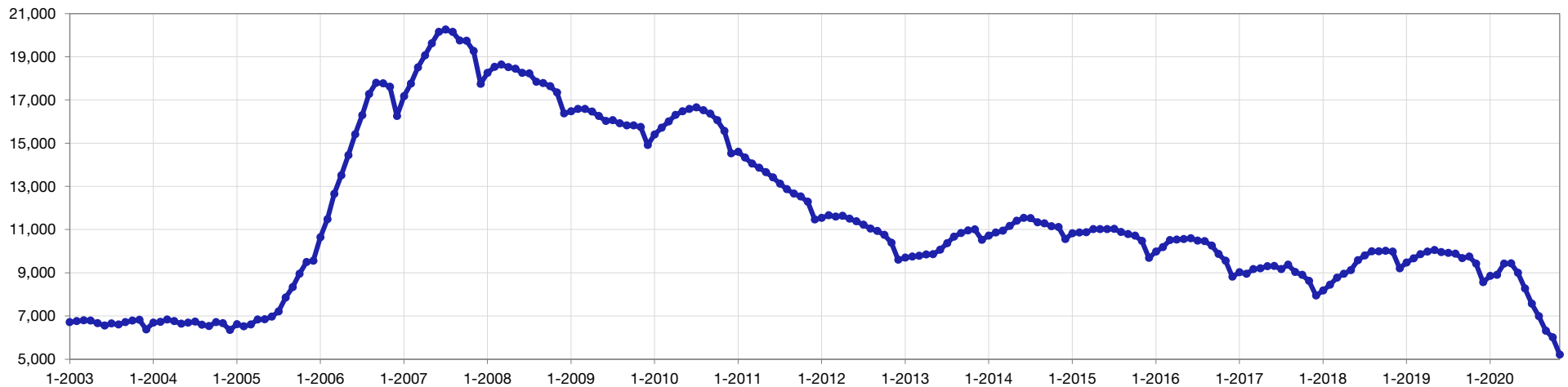
The number of properties available for sale in active status at the end of the month.

November



Month	Prior Year	Current Year	+ / -
December 2019	9,199	8,559	-7.0%
January 2020	9,474	8,853	-6.6%
February 2020	9,664	8,905	-7.9%
March 2020	9,858	9,416	-4.5%
April 2020	9,978	9,438	-5.4%
May 2020	10,051	9,001	-10.4%
June 2020	9,952	8,275	-16.9%
July 2020	9,917	7,570	-23.7%
August 2020	9,884	6,991	-29.3%
September 2020	9,670	6,308	-34.8%
October 2020	9,749	6,004	-38.4%
November 2020	9,418	5,211	-44.7%
12-Month Avg	9,735	7,878	-19.1%

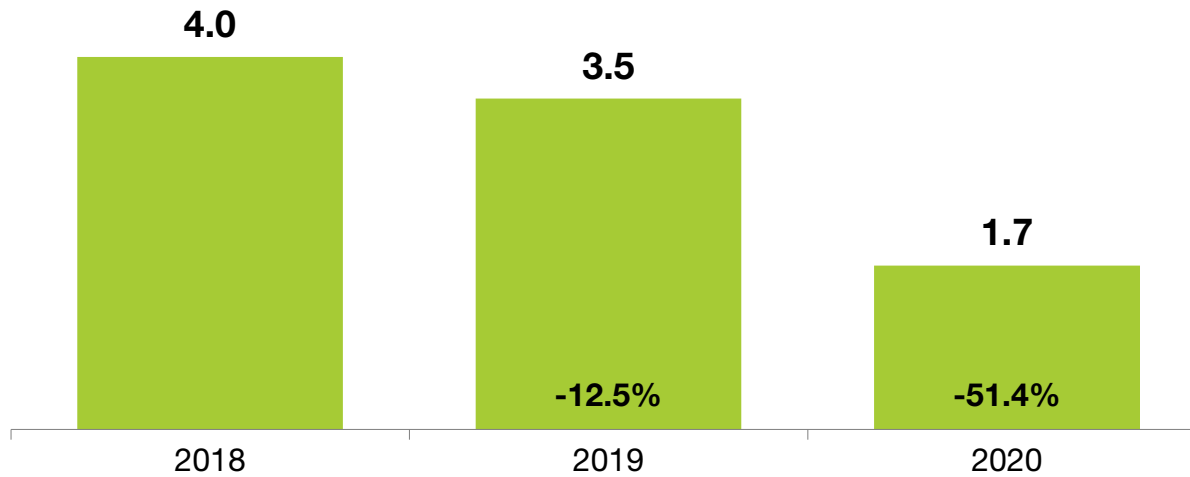
Historical Inventory of Homes for Sale



Months Supply of Inventory

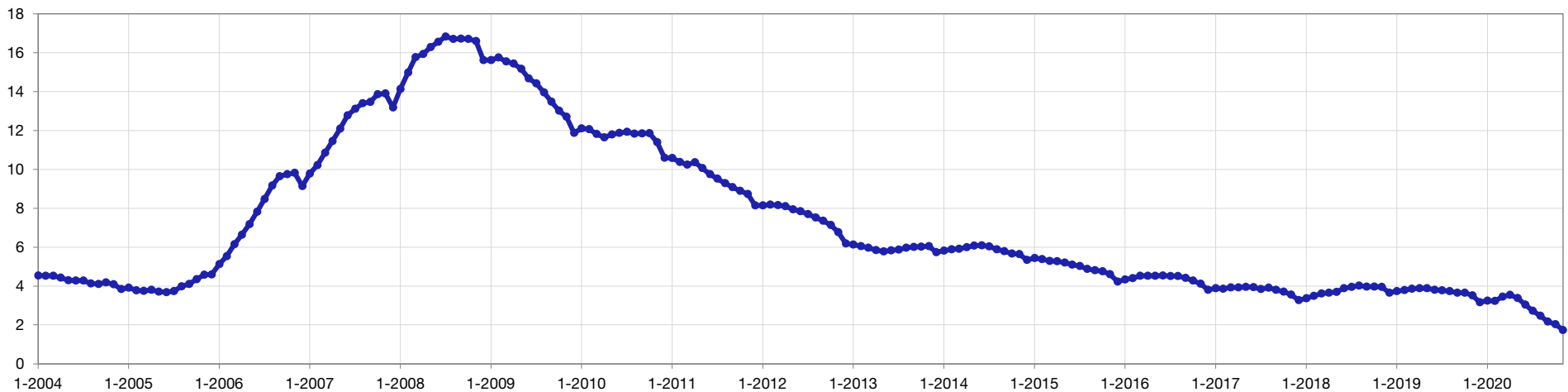
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

November



Month	Prior Year	Current Year	+ / -
December 2019	3.7	3.2	-13.5%
January 2020	3.7	3.2	-13.5%
February 2020	3.8	3.2	-15.8%
March 2020	3.9	3.4	-12.8%
April 2020	3.9	3.5	-10.3%
May 2020	3.9	3.4	-12.8%
June 2020	3.8	3.0	-21.1%
July 2020	3.8	2.7	-28.9%
August 2020	3.7	2.5	-32.4%
September 2020	3.6	2.2	-38.9%
October 2020	3.7	2.0	-45.9%
November 2020	3.5	1.7	-51.4%
12-Month Avg	3.7	2.8	-23.9%

Historical Months Supply of Inventory



Housing Supply Overview

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November 2020

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Quick Facts

+ 53.4%	+ 29.8%	+ 12.6%
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

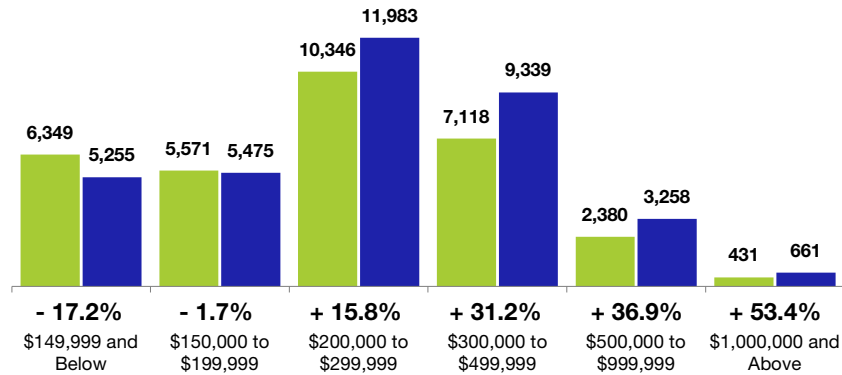


Pending Sales

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

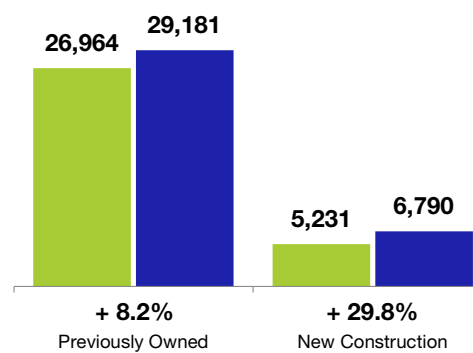
By Price Range

■ 11-2019 ■ 11-2020



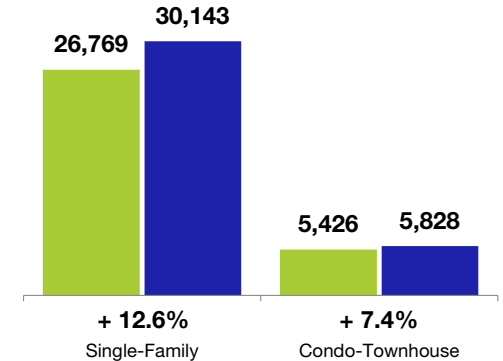
By Construction Status

■ 11-2019 ■ 11-2020



By Property Type

■ 11-2019 ■ 11-2020



All Properties

By Price Range	11-2019	11-2020	Change
\$149,999 and Below	6,349	5,255	- 17.2%
\$150,000 to \$199,999	5,571	5,475	- 1.7%
\$200,000 to \$299,999	10,346	11,983	+ 15.8%
\$300,000 to \$499,999	7,118	9,339	+ 31.2%
\$500,000 to \$999,999	2,380	3,258	+ 36.9%
\$1,000,000 and Above	431	661	+ 53.4%
All Price Ranges	32,195	35,971	+ 11.7%

Single-Family

11-2019	11-2020	Change	11-2019	11-2020	Change
4,463	3,713	- 16.8%	1,886	1,542	- 18.2%
4,030	3,841	- 4.7%	1,541	1,634	+ 6.0%
9,270	10,489	+ 13.1%	1,076	1,494	+ 38.8%
6,458	8,588	+ 33.0%	660	751	+ 13.8%
2,173	2,936	+ 35.1%	207	322	+ 55.6%
375	576	+ 53.6%	56	85	+ 51.8%
26,769	30,143	+ 12.6%	5,426	5,828	+ 7.4%

Condo-Townhouse

By Construction Status	11-2019	11-2020	Change
Previously Owned	26,964	29,181	+ 8.2%
New Construction	5,231	6,790	+ 29.8%
All Property Types	32,195	35,971	+ 11.7%

11-2019	11-2020	Change	11-2019	11-2020	Change
21,946	24,086	+ 9.8%	5,018	5,095	+ 1.5%
4,823	6,057	+ 25.6%	408	733	+ 79.7%
26,769	30,143	+ 12.6%	5,426	5,828	+ 7.4%

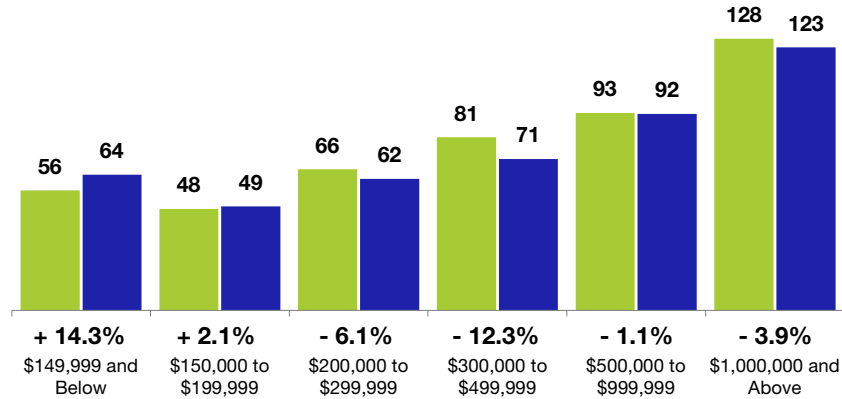
Days on Market Until Sale

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



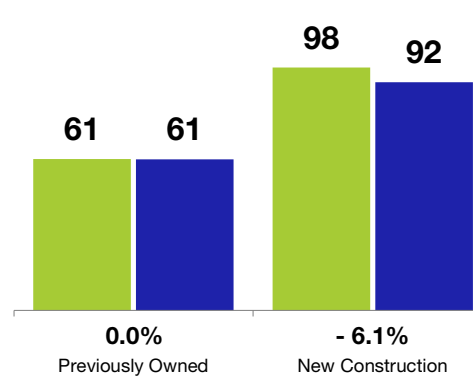
By Price Range

■ 11-2019 ■ 11-2020



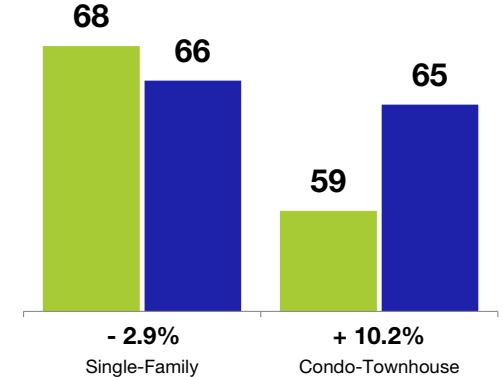
By Construction Status

■ 11-2019 ■ 11-2020



By Property Type

■ 11-2019 ■ 11-2020



All Properties

By Price Range	11-2019	11-2020	Change
\$149,999 and Below	56	64	+ 14.3%
\$150,000 to \$199,999	48	49	+ 2.1%
\$200,000 to \$299,999	66	62	- 6.1%
\$300,000 to \$499,999	81	71	- 12.3%
\$500,000 to \$999,999	93	92	- 1.1%
\$1,000,000 and Above	128	123	- 3.9%
All Price Ranges	67	66	- 1.5%

Single-Family

11-2019	11-2020	Change	11-2019	11-2020	Change
59	67	+ 13.6%	50	56	+ 12.0%
47	48	+ 2.1%	48	51	+ 6.3%
66	61	- 7.6%	67	68	+ 1.5%
81	70	- 13.6%	83	89	+ 7.2%
91	90	- 1.1%	110	111	+ 0.9%
130	125	- 3.8%	109	109	0.0%
68	66	- 2.9%	59	65	+ 10.2%

Condo-Townhouse

By Construction Status	11-2019	11-2020	Change
Previously Owned	61	61	0.0%
New Construction	98	92	- 6.1%
All Property Types	67	66	- 1.5%

11-2019	11-2020	Change	11-2019	11-2020	Change
61	61	0.0%	58	61	+ 5.2%
99	91	- 8.1%	79	98	+ 24.1%
68	66	- 2.9%	59	65	+ 10.2%

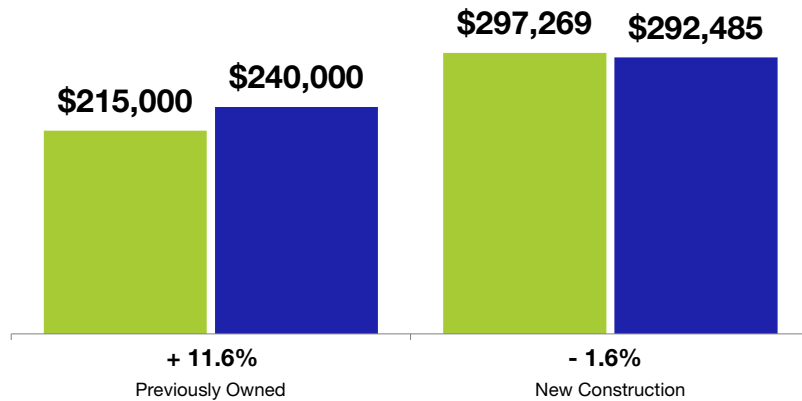
Median Sales Price

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



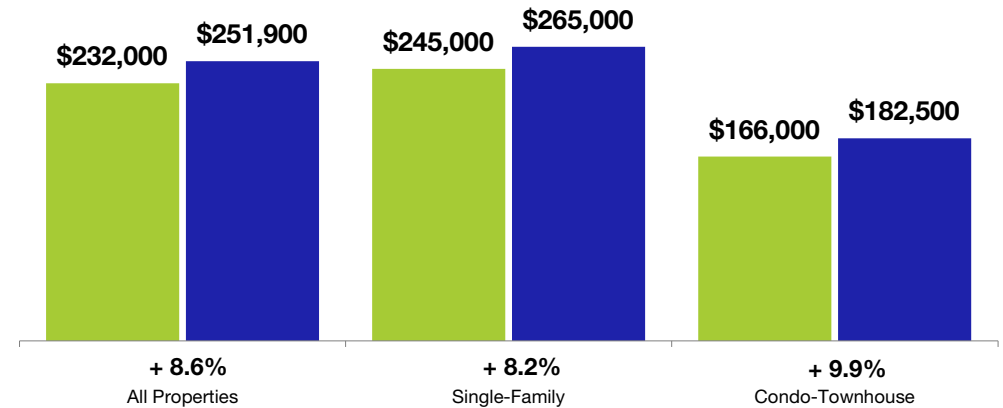
By Construction Status

■ 11-2019 ■ 11-2020



By Property Type

■ 11-2019 ■ 11-2020



All Properties

By Construction Status	11-2019	11-2020	Change
Previously Owned	\$215,000	\$240,000	+ 11.6%
New Construction	\$297,269	\$292,485	- 1.6%
All Construction Statuses	\$232,000	\$251,900	+ 8.6%

Single-Family

11-2019	11-2020	Change	11-2019	11-2020	Change
\$230,000	\$255,000	+ 10.9%	\$161,000	\$174,000	+ 8.1%
\$300,000	\$298,990	- 0.3%	\$252,490	\$234,390	- 7.2%
\$245,000	\$265,000	+ 8.2%	\$166,000	\$182,500	+ 9.9%

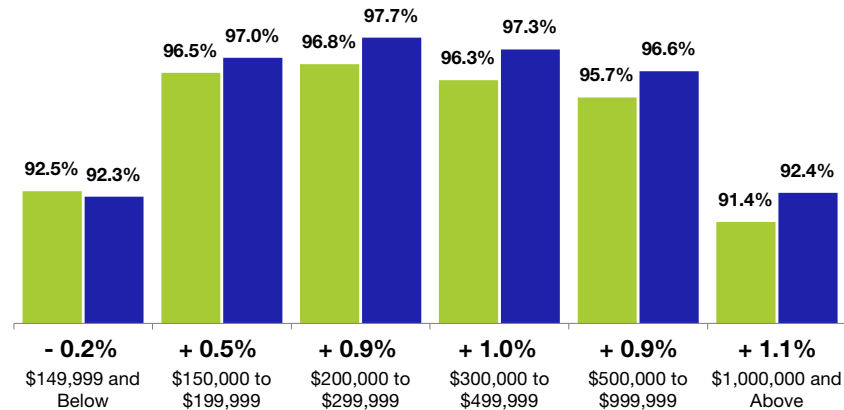
Condo-Townhouse

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.**

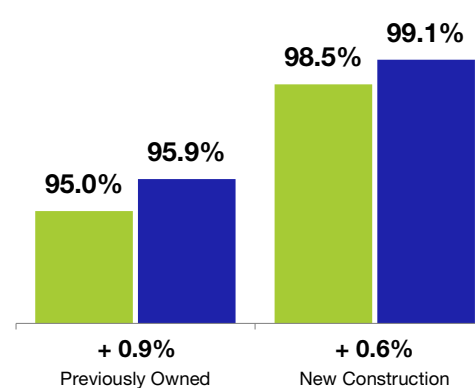
By Price Range

■ 11-2019 ■ 11-2020



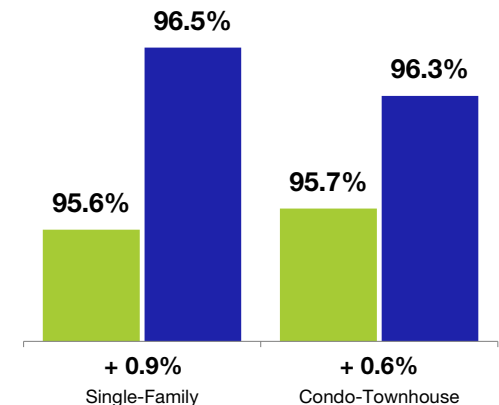
By Construction Status

■ 11-2019 ■ 11-2020



By Property Type

■ 11-2019 ■ 11-2020



All Properties

By Price Range	11-2019	11-2020	Change
\$149,999 and Below	92.5%	92.3%	- 0.2%
\$150,000 to \$199,999	96.5%	97.0%	+ 0.5%
\$200,000 to \$299,999	96.8%	97.7%	+ 0.9%
\$300,000 to \$499,999	96.3%	97.3%	+ 1.0%
\$500,000 to \$999,999	95.7%	96.6%	+ 0.9%
\$1,000,000 and Above	91.4%	92.4%	+ 1.1%
All Price Ranges	95.6%	96.5%	+ 0.9%

Single-Family

11-2019	11-2020	Change	11-2019	11-2020	Change
91.5%	91.0%	- 0.5%	94.8%	95.2%	+ 0.4%
96.3%	96.8%	+ 0.5%	97.0%	97.4%	+ 0.4%
96.9%	97.8%	+ 0.9%	96.0%	96.9%	+ 0.9%
96.3%	97.4%	+ 1.1%	95.3%	96.2%	+ 0.9%
95.8%	96.8%	+ 1.0%	94.7%	94.2%	- 0.5%
91.3%	92.4%	+ 1.2%	92.3%	92.8%	+ 0.5%
95.6%	96.5%	+ 0.9%	95.7%	96.3%	+ 0.6%

Condo-Townhouse

By Construction Status	11-2019	11-2020	Change
Previously Owned	95.0%	95.9%	+ 0.9%
New Construction	98.5%	99.1%	+ 0.6%
All Property Types	95.6%	96.5%	+ 0.9%

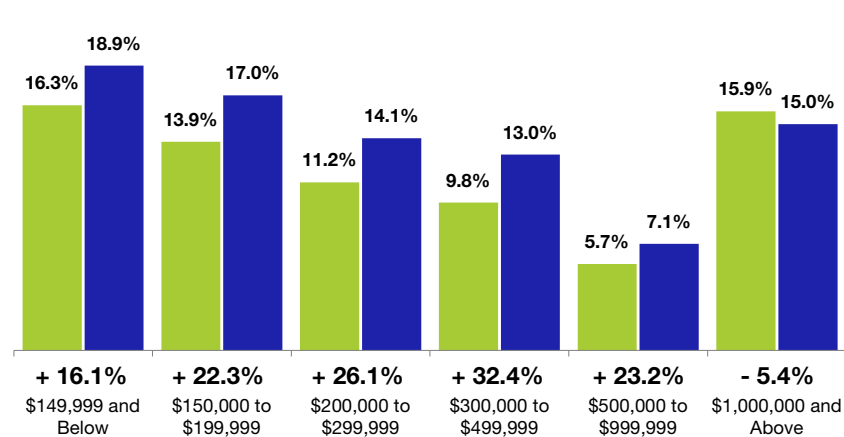
11-2019	11-2020	Change	11-2019	11-2020	Change
94.9%	95.9%	+ 1.1%	95.5%	96.1%	+ 0.6%
98.5%	99.3%	+ 0.8%	97.6%	97.9%	+ 0.3%
95.6%	96.5%	+ 0.9%	95.7%	96.3%	+ 0.6%

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.

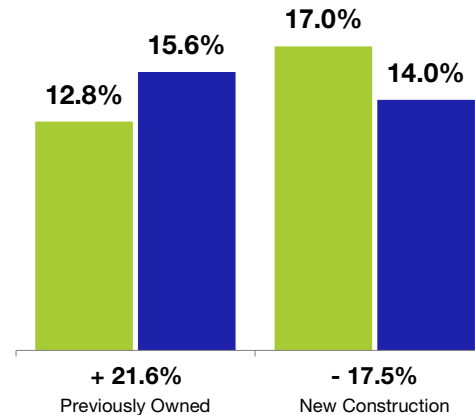
By Price Range

■ 11-2019 ■ 11-2020



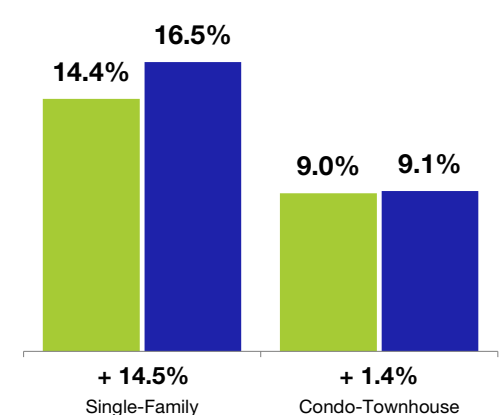
By Construction Status

■ 11-2019 ■ 11-2020



By Property Type

■ 11-2019 ■ 11-2020



All Properties

By Price Range	11-2019	11-2020	Change
\$149,999 and Below	16.3%	18.9%	+ 16.1%
\$150,000 to \$199,999	13.9%	17.0%	+ 22.3%
\$200,000 to \$299,999	11.2%	14.1%	+ 26.1%
\$300,000 to \$499,999	9.8%	13.0%	+ 32.4%
\$500,000 to \$999,999	5.7%	7.1%	+ 23.2%
\$1,000,000 and Above	15.9%	15.0%	- 5.4%
All Price Ranges	13.5%	15.3%	+ 13.4%

Single-Family

11-2019	11-2020	Change	11-2019	11-2020	Change
18.5%	21.9%	+ 18.4%	10.0%	11.7%	+ 16.4%
14.7%	18.2%	+ 23.8%	6.6%	7.7%	+ 17.0%
11.7%	14.8%	+ 26.3%	6.0%	6.1%	+ 2.3%
10.5%	13.9%	+ 32.8%	3.4%	4.6%	+ 33.2%
5.8%	7.6%	+ 30.1%	5.1%	3.5%	- 30.6%
17.8%	17.1%	- 4.1%	11.4%	10.3%	- 9.8%
14.4%	16.5%	+ 14.5%	9.0%	9.1%	+ 1.4%

Condo-Townhouse

By Construction Status	11-2019	11-2020	Change
Previously Owned	12.8%	15.6%	+ 21.6%
New Construction	17.0%	14.0%	- 17.5%
All Property Types	13.5%	15.3%	+ 13.4%

11-2019	11-2020	Change	11-2019	11-2020	Change
13.7%	17.0%	+ 23.6%	8.8%	9.0%	+ 2.8%
17.5%	14.5%	- 17.0%	11.5%	9.8%	- 15.2%
14.4%	16.5%	+ 14.5%	9.0%	9.1%	+ 1.4%

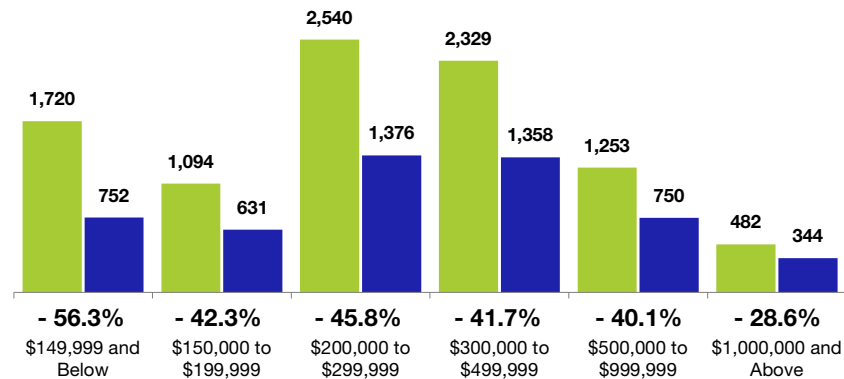
Inventory of Homes for Sale

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



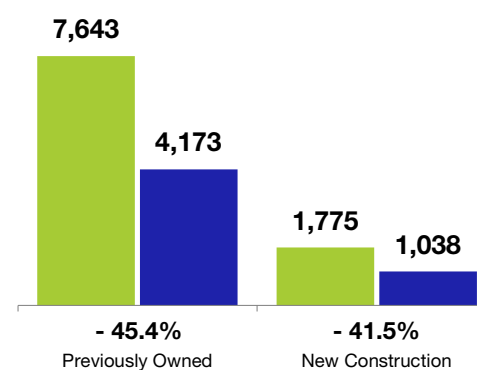
By Price Range

■ 11-2019 ■ 11-2020



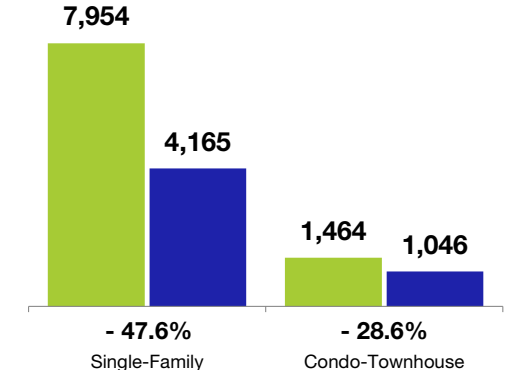
By Construction Status

■ 11-2019 ■ 11-2020



By Property Type

■ 11-2019 ■ 11-2020



All Properties

By Price Range	11-2019	11-2020	Change
\$149,999 and Below	1,720	752	- 56.3%
\$150,000 to \$199,999	1,094	631	- 42.3%
\$200,000 to \$299,999	2,540	1,376	- 45.8%
\$300,000 to \$499,999	2,329	1,358	- 41.7%
\$500,000 to \$999,999	1,253	750	- 40.1%
\$1,000,000 and Above	482	344	- 28.6%
All Price Ranges	9,418	5,211	- 44.7%

Single-Family

11-2019	11-2020	Change	11-2019	11-2020	Change
1,360	559	- 58.9%	360	193	- 46.4%
815	393	- 51.8%	279	238	- 14.7%
2,221	1,086	- 51.1%	319	290	- 9.1%
2,057	1,184	- 42.4%	272	174	- 36.0%
1,071	633	- 40.9%	182	117	- 35.7%
430	310	- 27.9%	52	34	- 34.6%
7,954	4,165	- 47.6%	1,464	1,046	- 28.6%

Condo-Townhouse

By Construction Status	11-2019	11-2020	Change
Previously Owned	7,643	4,173	- 45.4%
New Construction	1,775	1,038	- 41.5%
All Property Types	9,418	5,211	- 44.7%

11-2019	11-2020	Change	11-2019	11-2020	Change
6,352	3,343	- 47.4%	1,291	830	- 35.7%
1,602	822	- 48.7%	173	216	+ 24.9%
7,954	4,165	- 47.6%	1,464	1,046	- 28.6%

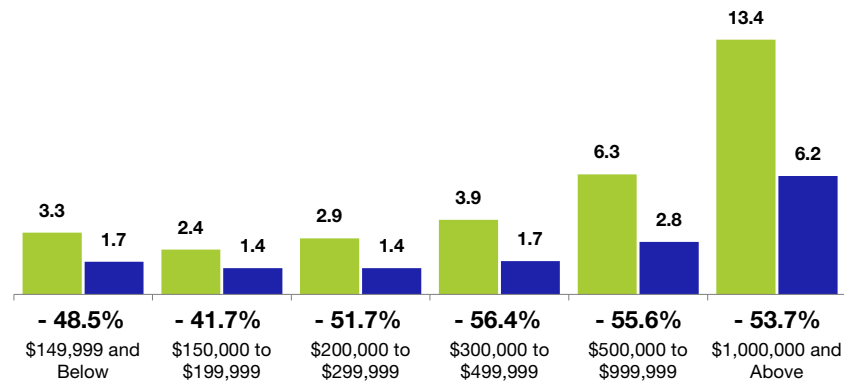
Months Supply of Inventory

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.



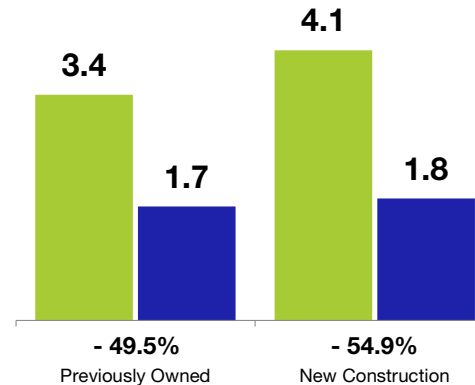
By Price Range

■ 11-2019 ■ 11-2020



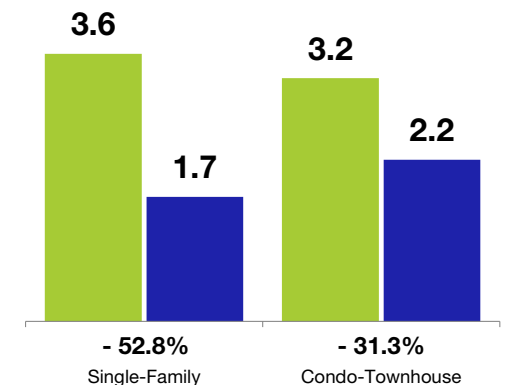
By Construction Status

■ 11-2019 ■ 11-2020



By Property Type

■ 11-2019 ■ 11-2020



All Properties

By Price Range	11-2019	11-2020	Change
\$149,999 and Below	3.3	1.7	-48.5%
\$150,000 to \$199,999	2.4	1.4	-41.7%
\$200,000 to \$299,999	2.9	1.4	-51.7%
\$300,000 to \$499,999	3.9	1.7	-56.4%
\$500,000 to \$999,999	6.3	2.8	-55.6%
\$1,000,000 and Above	13.4	6.2	-53.7%
All Price Ranges	3.5	1.7	-51.4%

Single-Family

11-2019	11-2020	Change	11-2019	11-2020	Change
3.7	1.8	-51.4%	2.3	1.5	-34.8%
2.4	1.2	-50.0%	2.2	1.7	-22.7%
2.9	1.2	-58.6%	3.6	2.3	-36.1%
3.8	1.7	-55.3%	4.9	2.8	-42.9%
5.9	2.6	-55.9%	10.6	4.4	-58.5%
13.8	6.5	-52.9%	11.1	4.8	-56.8%
3.6	1.7	-52.8%	3.2	2.2	-31.3%

Condo-Townhouse

By Construction Status	11-2019	11-2020	Change
Previously Owned	3.4	1.7	-49.5%
New Construction	4.1	1.8	-54.9%
All Property Types	3.5	1.7	-51.4%

11-2019	11-2020	Change	11-2019	11-2020	Change
3.5	1.7	-52.0%	3.1	2.0	-36.7%
4.0	1.6	-59.1%	5.1	3.5	-30.5%
3.6	1.7	-52.8%	3.2	2.2	-31.3%

Local Market Update – November 2020

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



Southside / Mandarin / Bartram

Region 01

+ 1.4%

+ 14.1%

+ 8.3%

Change in
New Listings

Change in
Closed Sales

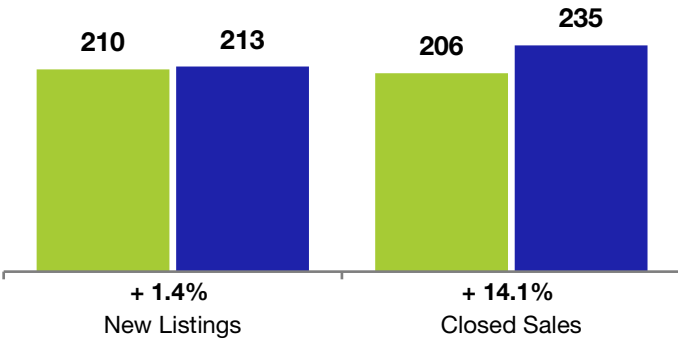
Change in
Median Sales Price

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	210	213	+ 1.4%	3,245	3,128	- 3.6%
Closed Sales	206	235	+ 14.1%	2,581	2,553	- 1.1%
Median Sales Price*	\$241,000	\$261,000	+ 8.3%	\$245,000	\$257,500	+ 5.1%
Percent of Original List Price Received*	94.4%	97.7%	+ 3.5%	95.7%	96.9%	+ 1.3%
Percent of Properties Sold Over List Price*	10.2%	17.0%	+ 66.7%	12.5%	17.2%	+ 37.6%
Days on Market Until Sale	56	50	- 10.7%	59	55	- 6.8%
Inventory of Homes for Sale	660	414	- 37.3%	--	--	--
Months Supply of Inventory	2.9	1.7	- 41.4%	--	--	--

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

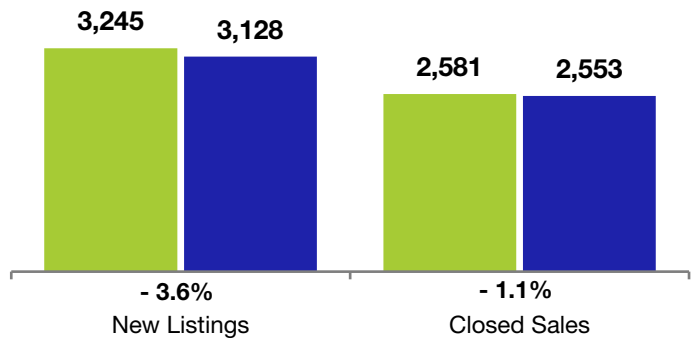
November

■ 2019 ■ 2020

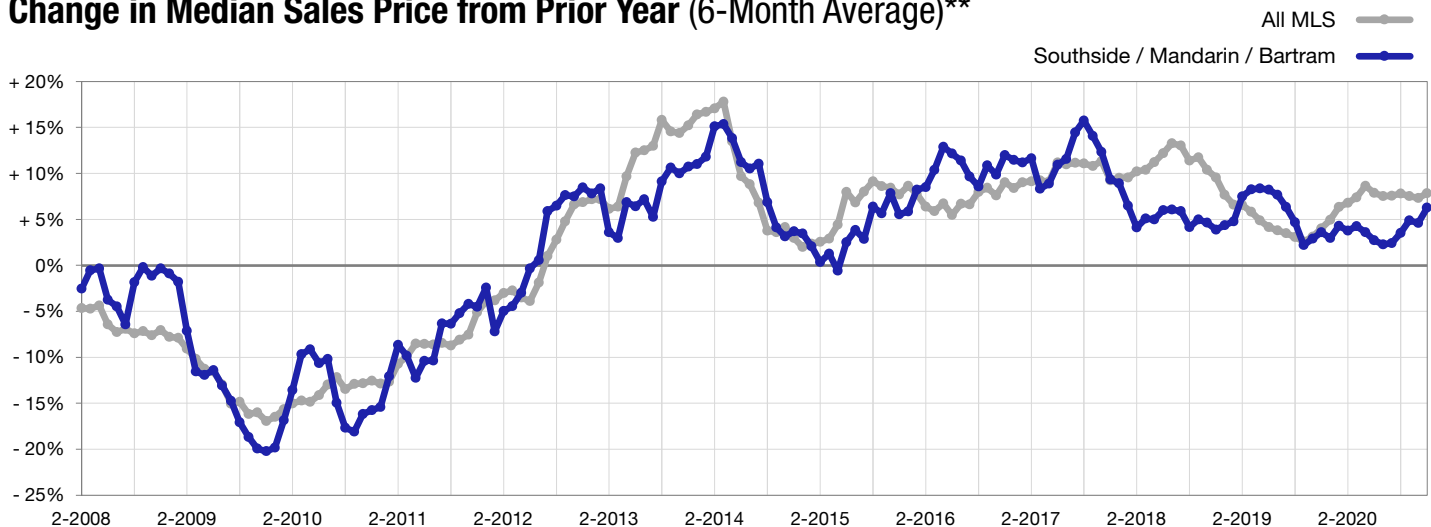


Year to Date

■ 2019 ■ 2020



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 – November 2020

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



Southside

+ 0.6%

Change in
New Listings

+ 4.8%

Change in
Closed Sales

+ 15.0%

Change in
Median Sales Price

Region 02

November

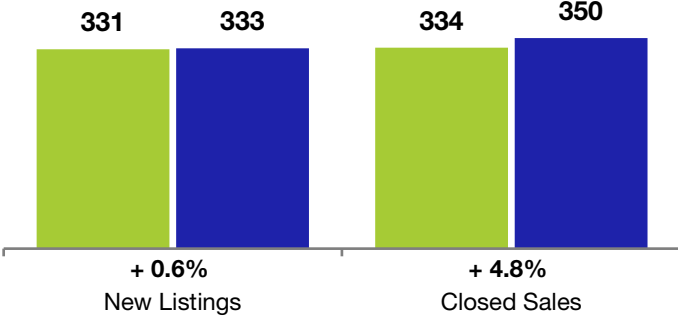
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	331	333	+ 0.6%	4,623	4,689	+ 1.4%
Closed Sales	334	350	+ 4.8%	3,558	3,897	+ 9.5%
Median Sales Price*	\$220,000	\$253,000	+ 15.0%	\$211,750	\$245,000	+ 15.7%
Percent of Original List Price Received*	95.7%	98.5%	+ 2.9%	96.1%	97.2%	+ 1.1%
Percent of Properties Sold Over List Price*	10.2%	20.3%	+ 99.0%	12.0%	16.1%	+ 34.2%
Days on Market Until Sale	61	47	- 23.0%	56	57	+ 1.8%
Inventory of Homes for Sale	907	615	- 32.2%	--	--	--
Months Supply of Inventory	2.8	1.7	- 39.3%	--	--	--

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

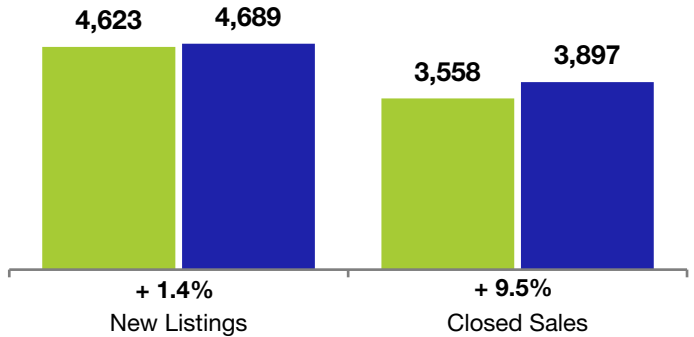
November

■ 2019 ■ 2020

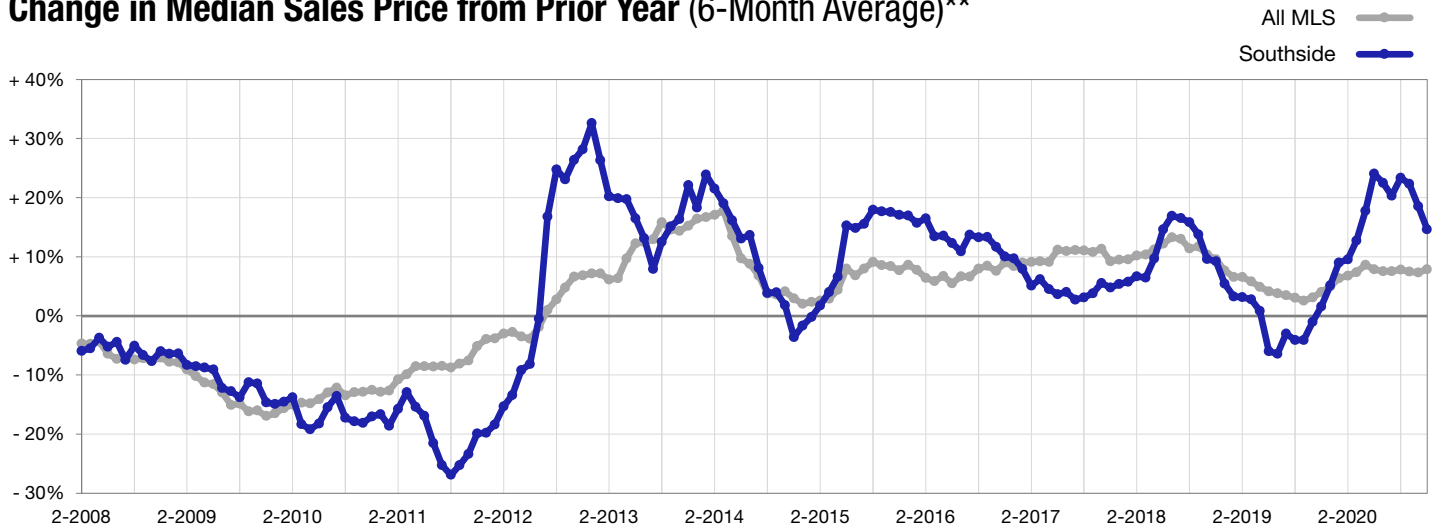


Year to Date

■ 2019 ■ 2020



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 – November 2020

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



Riverside / Avondale / Ortega

Region 03

+ 5.9%

- 15.6%

+ 6.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

November

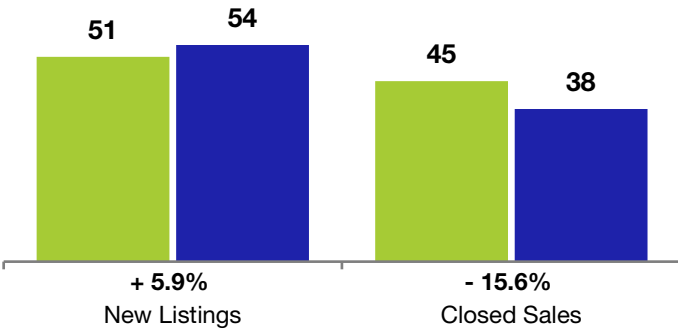
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	51	54	+ 5.9%	802	753	- 6.1%
Closed Sales	45	38	- 15.6%	550	565	+ 2.7%
Median Sales Price*	\$325,000	\$345,000	+ 6.2%	\$290,000	\$318,000	+ 9.7%
Percent of Original List Price Received*	96.2%	97.4%	+ 1.2%	93.5%	95.3%	+ 1.9%
Percent of Properties Sold Over List Price*	13.3%	13.2%	- 0.8%	9.1%	13.8%	+ 51.6%
Days on Market Until Sale	69	55	- 20.3%	75	78	+ 4.0%
Inventory of Homes for Sale	203	162	- 20.2%	--	--	--
Months Supply of Inventory	4.0	3.0	- 25.0%	--	--	--

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

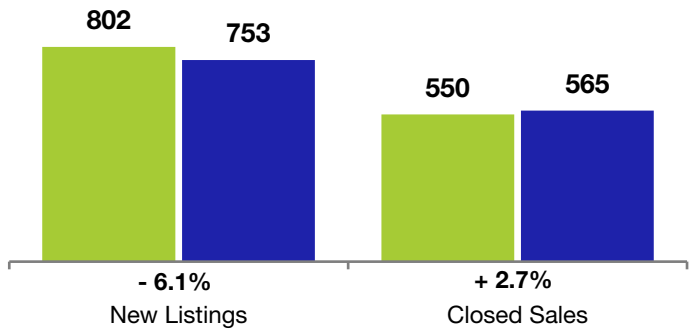
November

■ 2019 ■ 2020

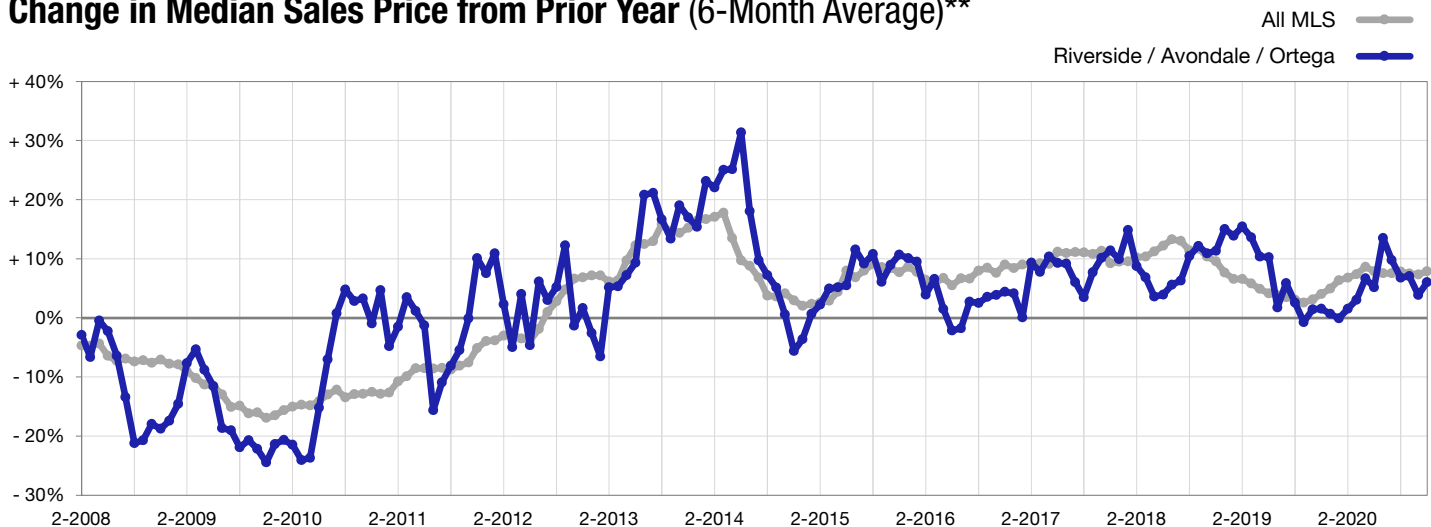


Year to Date

■ 2019 ■ 2020



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

- 14.3%

+ 2.1%

+ 9.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

November

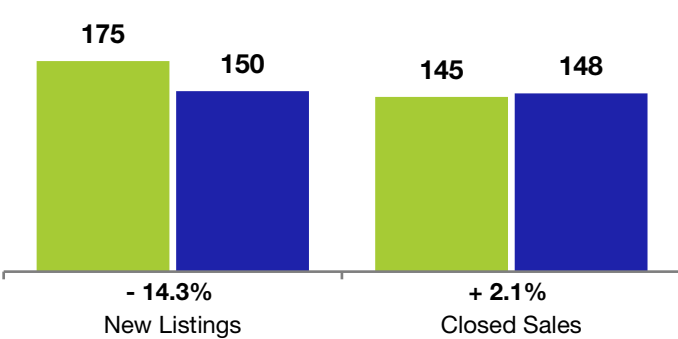
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	175	150	- 14.3%	2,330	2,133	- 8.5%
Closed Sales	145	148	+ 2.1%	1,915	1,784	- 6.8%
Median Sales Price*	\$225,000	\$246,000	+ 9.3%	\$210,000	\$220,950	+ 5.2%
Percent of Original List Price Received*	97.2%	98.5%	+ 1.3%	96.4%	97.4%	+ 1.0%
Percent of Properties Sold Over List Price*	13.8%	22.3%	+ 61.6%	17.7%	21.8%	+ 23.2%
Days on Market Until Sale	49	32	- 34.7%	50	44	- 12.0%
Inventory of Homes for Sale	386	215	- 44.3%	--	--	--
Months Supply of Inventory	2.2	1.3	- 40.9%	--	--	--

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

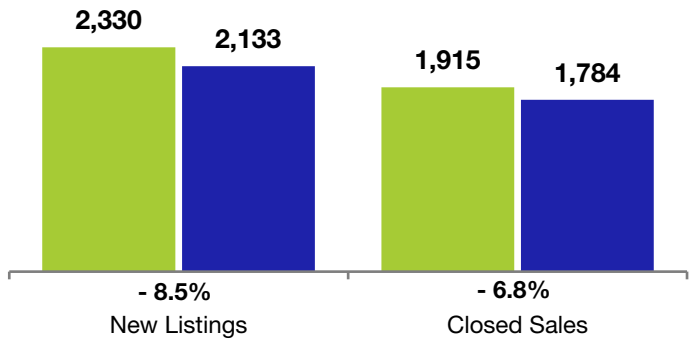
November

■ 2019 ■ 2020

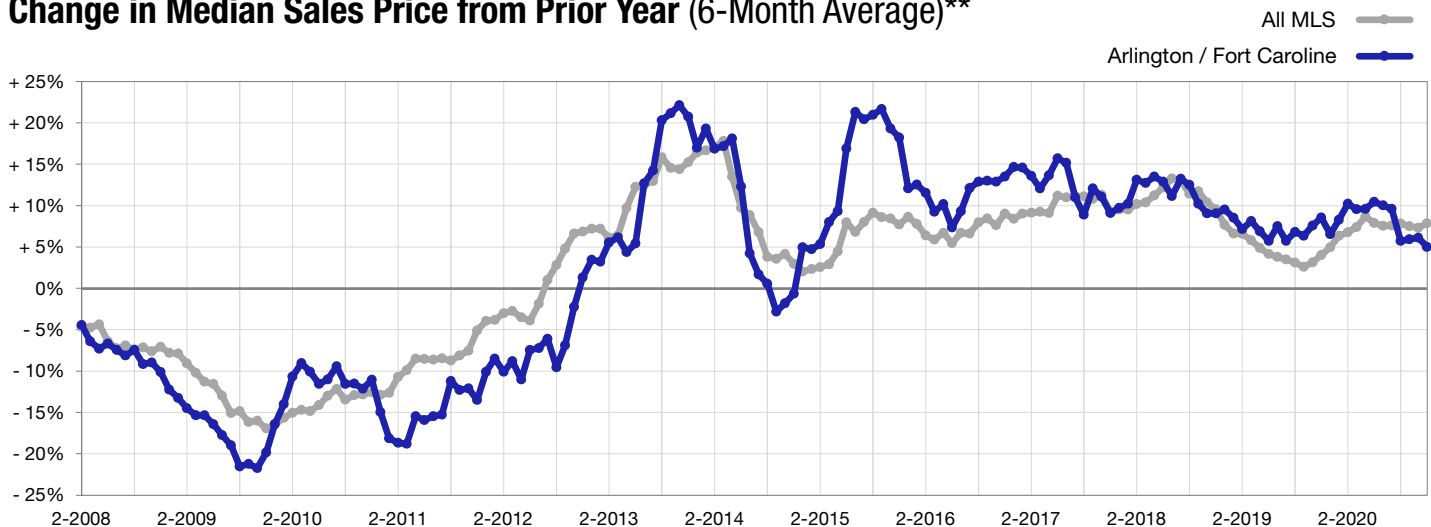


Year to Date

■ 2019 ■ 2020



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 – November 2020

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



Hyde Grove / Murray Hill / Lakeshore / Wesconnett

+ 4.0%

- 10.4%

+ 12.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 05

November

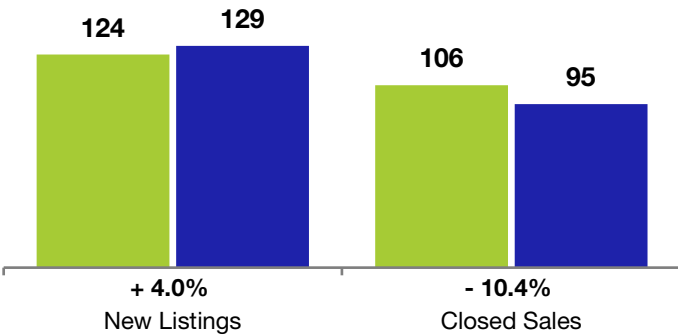
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	124	129	+ 4.0%	1,669	1,545	- 7.4%
Closed Sales	106	95	- 10.4%	1,252	1,209	- 3.4%
Median Sales Price*	\$150,500	\$169,000	+ 12.3%	\$143,700	\$159,900	+ 11.3%
Percent of Original List Price Received*	95.5%	95.9%	+ 0.4%	94.9%	95.6%	+ 0.7%
Percent of Properties Sold Over List Price*	20.8%	21.3%	+ 2.4%	16.1%	19.4%	+ 20.5%
Days on Market Until Sale	50	29	- 42.0%	51	52	+ 2.0%
Inventory of Homes for Sale	352	195	- 44.6%	--	--	--
Months Supply of Inventory	3.1	1.7	- 45.2%	--	--	--

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

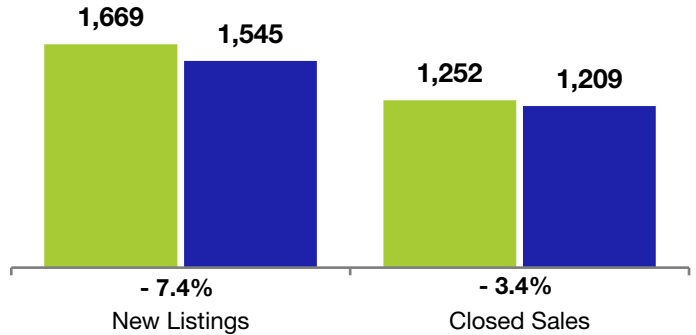
November

■ 2019 ■ 2020



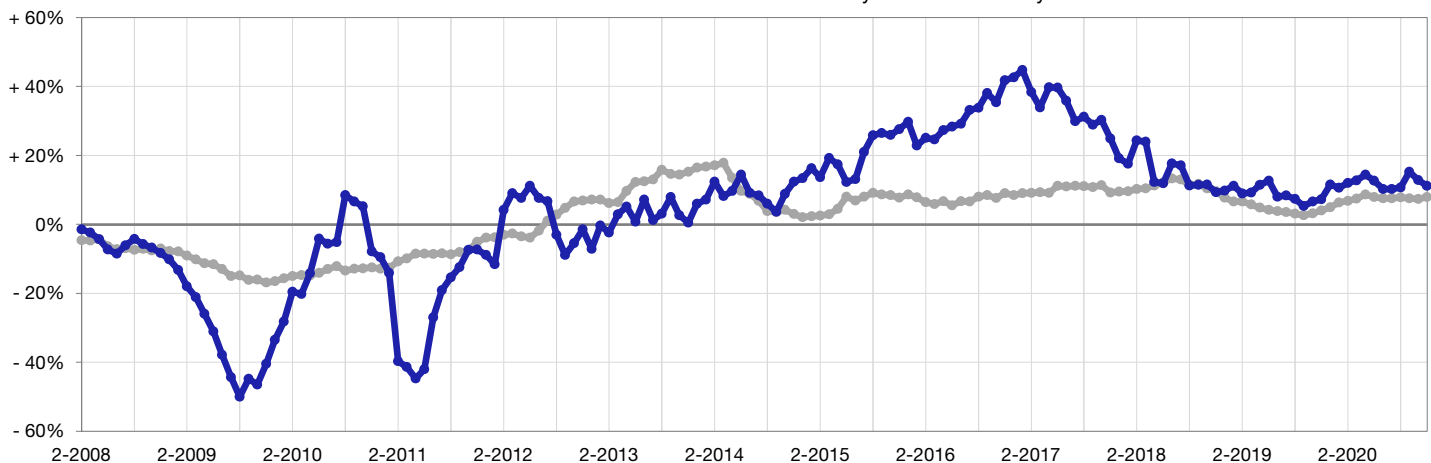
Year to Date

■ 2019 ■ 2020



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

All MLS — Hyde Grove / Murray Hill / Lakeshore / Wesconnett —



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Local Market Update – November 2020

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



West Jacksonville

- 4.5%

Change in
New Listings

- 10.4%

Change in
Closed Sales

+ 4.5%

Change in
Median Sales Price

Region 06

November

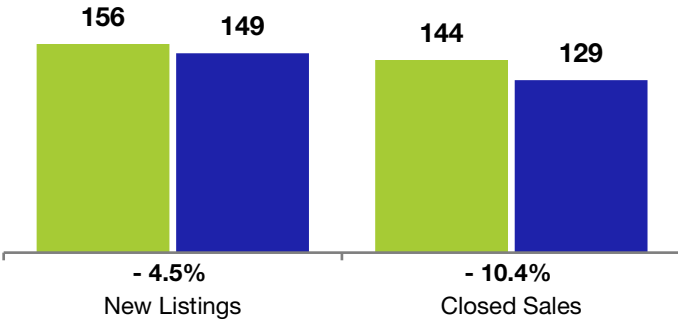
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	156	149	- 4.5%	2,108	2,104	- 0.2%
Closed Sales	144	129	- 10.4%	1,735	1,804	+ 4.0%
Median Sales Price*	\$198,000	\$207,000	+ 4.5%	\$187,000	\$201,500	+ 7.8%
Percent of Original List Price Received*	96.4%	99.0%	+ 2.7%	97.0%	97.7%	+ 0.7%
Percent of Properties Sold Over List Price*	13.2%	25.6%	+ 93.9%	17.4%	20.0%	+ 14.9%
Days on Market Until Sale	57	43	- 24.6%	57	56	- 1.8%
Inventory of Homes for Sale	426	235	- 44.8%	--	--	--
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.

November

■ 2019 ■ 2020

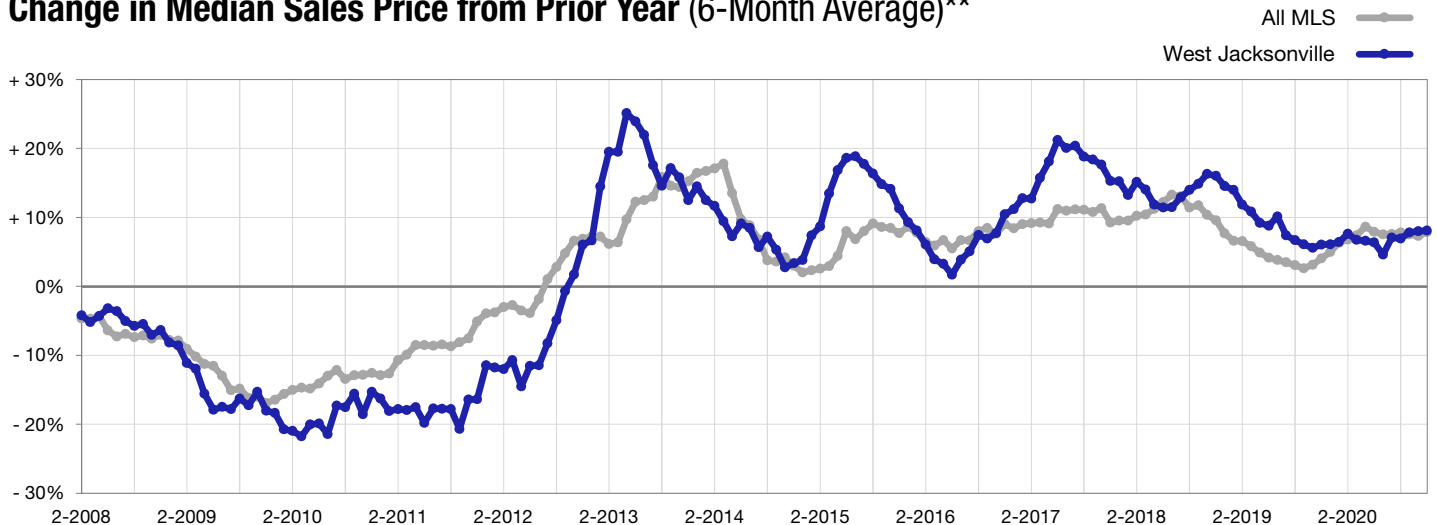


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



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

+ 1.3%

- 11.5%

+ 35.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 07

November

Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	150	152	+ 1.3%	2,145	1,972	- 8.1%
Closed Sales	130	115	- 11.5%	1,369	1,270	- 7.2%
Median Sales Price*	\$74,000	\$100,000	+ 35.1%	\$73,000	\$85,000	+ 16.4%
Percent of Original List Price Received*	89.7%	93.4%	+ 4.1%	90.6%	91.0%	+ 0.4%
Percent of Properties Sold Over List Price*	11.0%	17.4%	+ 58.2%	12.9%	14.2%	+ 10.1%
Days on Market Until Sale	69	53	- 23.2%	57	67	+ 17.5%
Inventory of Homes for Sale	601	355	- 40.9%	--	--	--
Months Supply of Inventory	4.9	2.8	- 42.9%	--	--	--

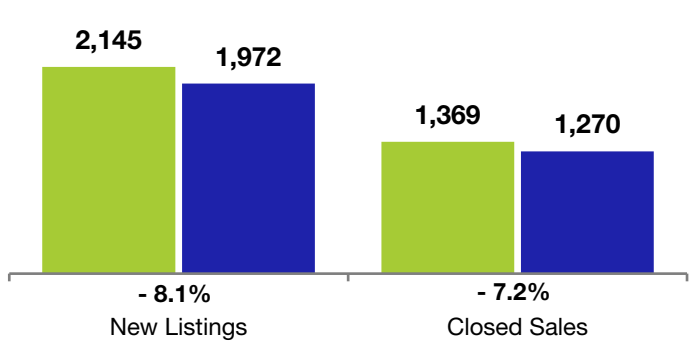
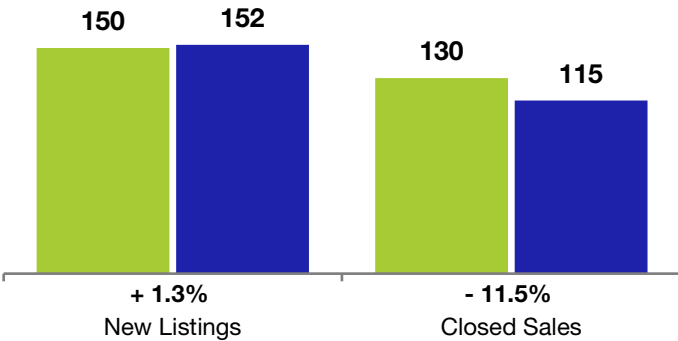
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

November

■ 2019 ■ 2020

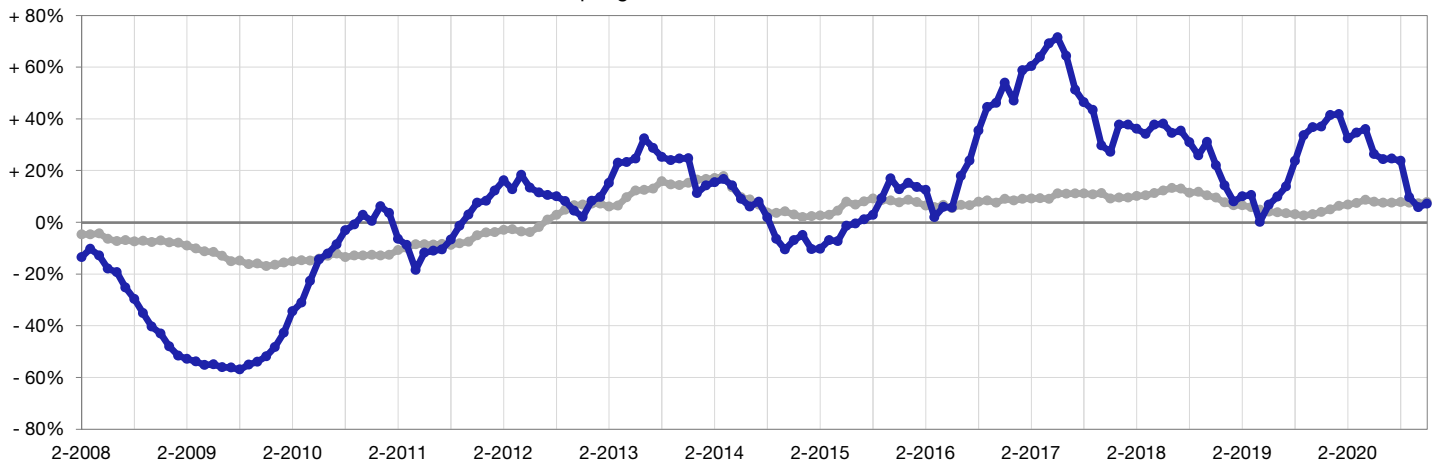
Year to Date

■ 2019 ■ 2020



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

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



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Local Market Update – November 2020

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



Marietta / Whitehouse / Baldwin / Garden St / Dinsmore

- 28.2%

- 44.8%

+ 10.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 08

November

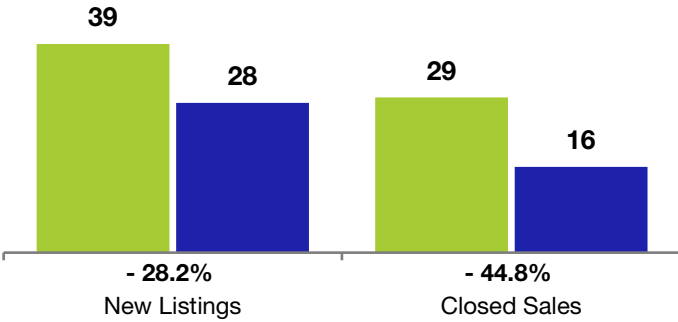
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	39	28	- 28.2%	318	374	+ 17.6%
Closed Sales	29	16	- 44.8%	269	303	+ 12.6%
Median Sales Price*	\$201,000	\$222,243	+ 10.6%	\$193,990	\$203,990	+ 5.2%
Percent of Original List Price Received*	96.6%	100.1%	+ 3.6%	95.7%	96.7%	+ 1.0%
Percent of Properties Sold Over List Price*	6.9%	37.5%	+ 443.5%	16.0%	20.9%	+ 30.6%
Days on Market Until Sale	55	46	- 16.4%	74	48	- 35.1%
Inventory of Homes for Sale	81	52	- 35.8%	--	--	--
Months Supply of Inventory	3.4	1.8	- 47.1%	--	--	--

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

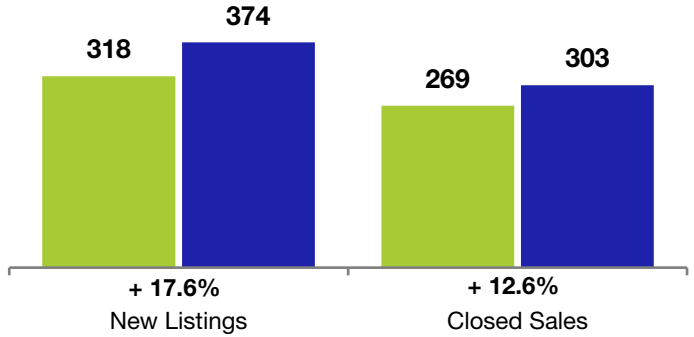
November

■ 2019 ■ 2020

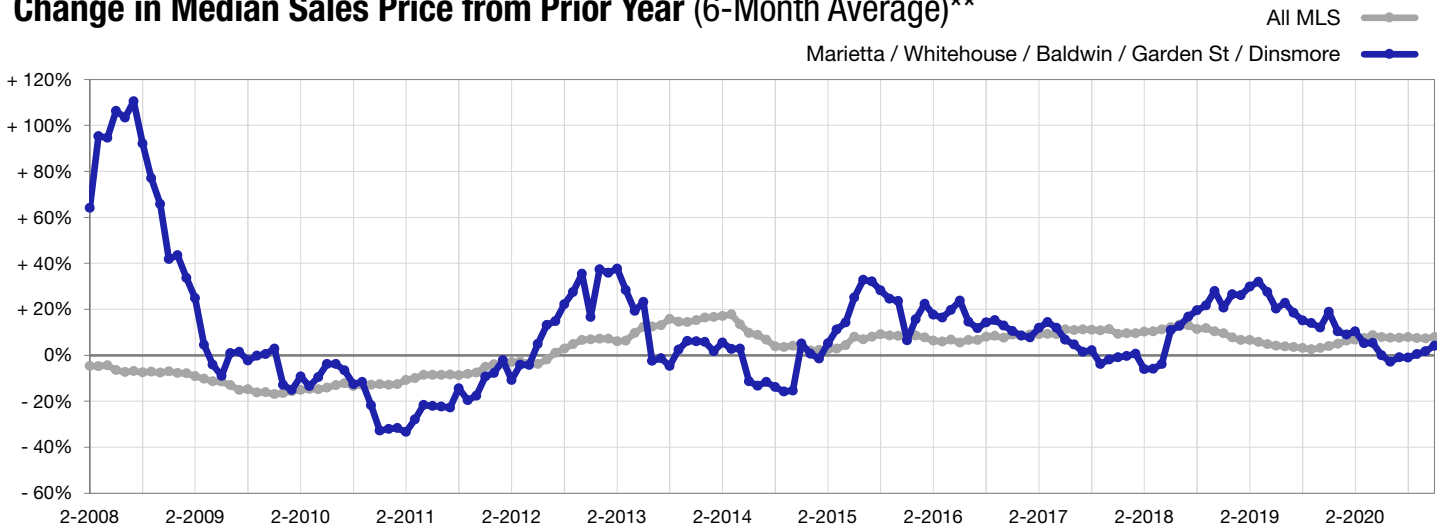


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



Jacksonville - North

- 1.4%

+ 10.3%

+ 7.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 09

November

Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	141	139	- 1.4%	2,148	2,072	- 3.5%
Closed Sales	145	160	+ 10.3%	1,738	1,784	+ 2.6%
Median Sales Price*	\$221,000	\$237,180	+ 7.3%	\$223,990	\$235,000	+ 4.9%
Percent of Original List Price Received*	96.6%	97.8%	+ 1.2%	97.3%	97.8%	+ 0.5%
Percent of Properties Sold Over List Price*	12.4%	16.3%	+ 31.5%	17.6%	18.8%	+ 6.8%
Days on Market Until Sale	60	64	+ 6.7%	65	61	- 6.2%
Inventory of Homes for Sale	462	238	- 48.5%	--	--	--
Months Supply of Inventory	2.9	1.4	- 51.7%	--	--	--

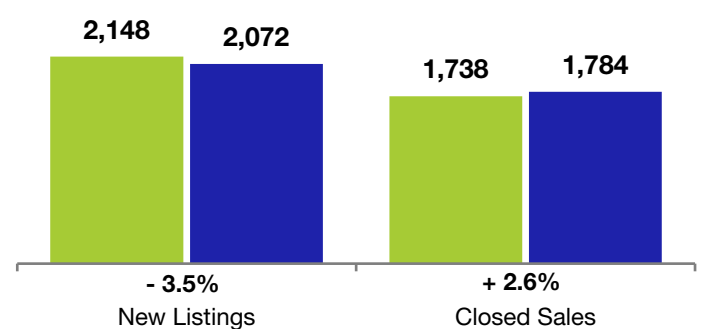
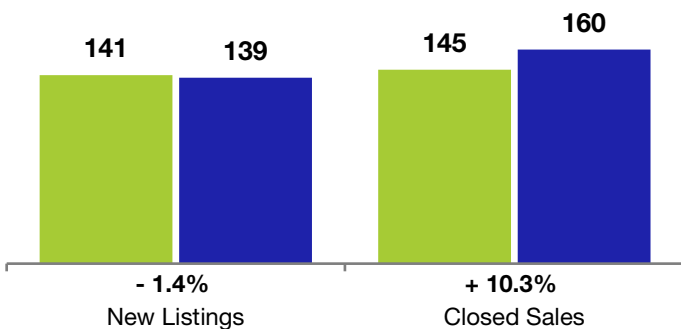
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

November

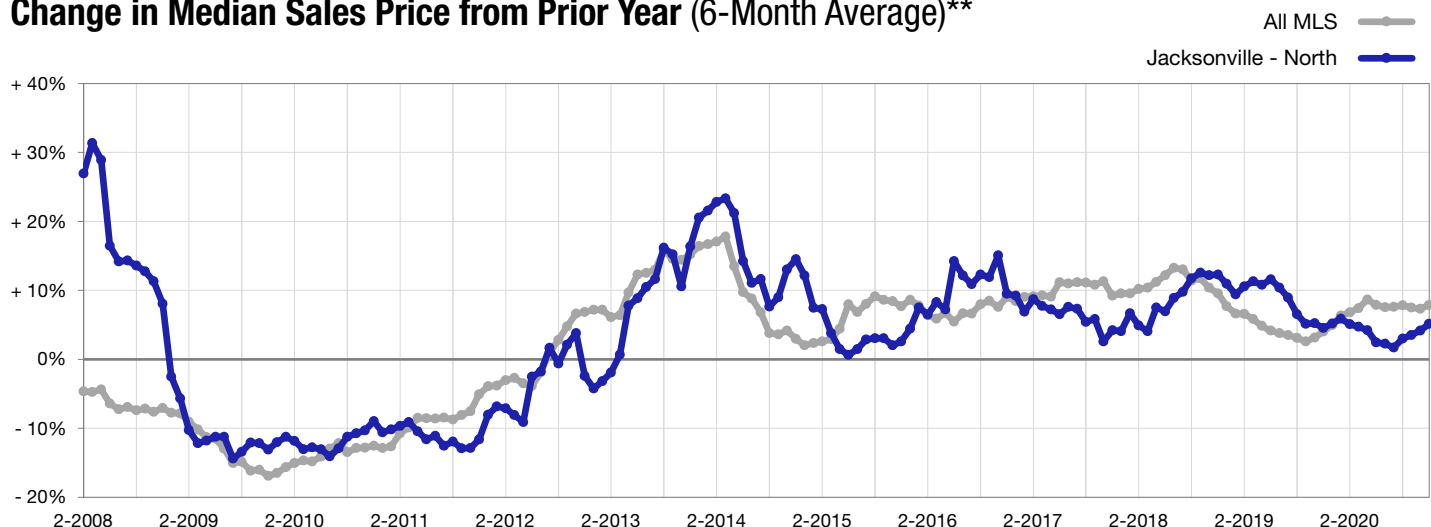
■ 2019 ■ 2020

Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



Fleming Island Area

+ 6.0%

Change in
New Listings

+ 50.0%

Change in
Closed Sales

+ 7.0%

Change in
Median Sales Price

Region 12

November

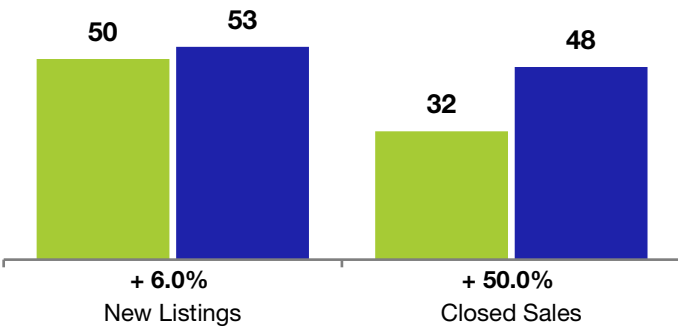
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	50	53	+ 6.0%	721	707	- 1.9%
Closed Sales	32	48	+ 50.0%	556	617	+ 11.0%
Median Sales Price*	\$315,950	\$338,000	+ 7.0%	\$290,000	\$304,000	+ 4.8%
Percent of Original List Price Received*	97.7%	97.2%	- 0.5%	96.6%	97.3%	+ 0.7%
Percent of Properties Sold Over List Price*	15.6%	14.6%	- 6.4%	12.6%	16.0%	+ 27.0%
Days on Market Until Sale	69	58	- 15.9%	55	52	- 5.5%
Inventory of Homes for Sale	139	80	- 42.4%	--	--	--
Months Supply of Inventory	2.7	1.4	- 48.1%	--	--	--

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

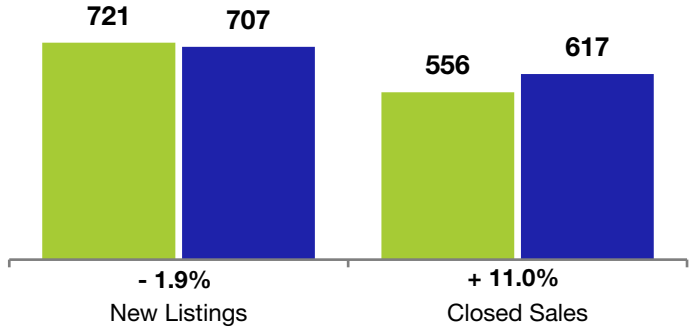
November

■ 2019 ■ 2020

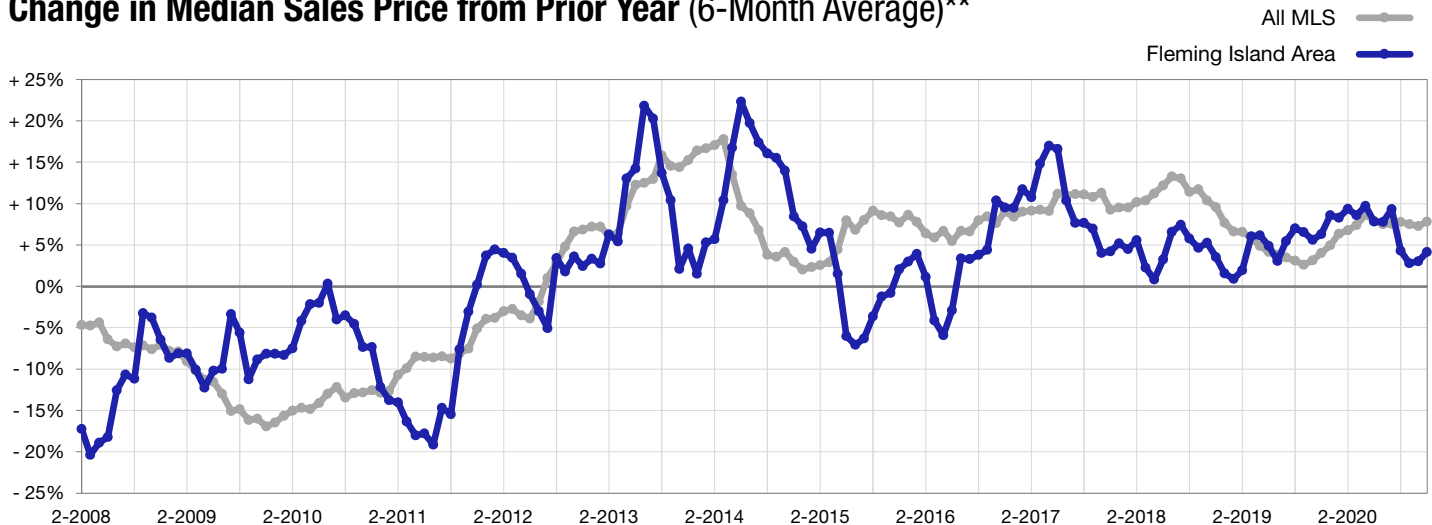


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



Orange Park

- 10.2%

+ 10.8%

+ 12.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 13

November

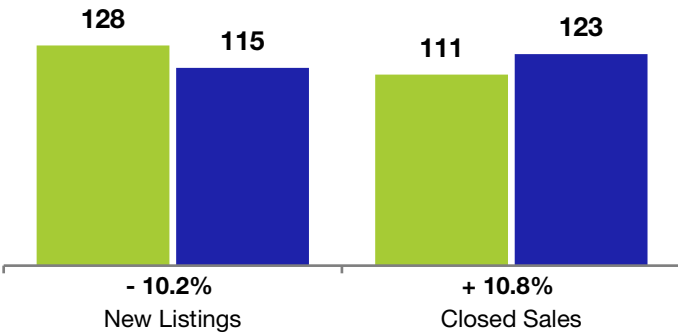
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	128	115	- 10.2%	1,794	1,562	- 12.9%
Closed Sales	111	123	+ 10.8%	1,441	1,407	- 2.4%
Median Sales Price*	\$210,000	\$237,000	+ 12.9%	\$213,975	\$230,000	+ 7.5%
Percent of Original List Price Received*	96.1%	97.7%	+ 1.7%	96.8%	97.7%	+ 0.9%
Percent of Properties Sold Over List Price*	9.9%	33.3%	+ 236.4%	18.0%	21.4%	+ 18.9%
Days on Market Until Sale	49	30	- 38.8%	56	56	0.0%
Inventory of Homes for Sale	341	143	- 58.1%	--	--	--
Months Supply of Inventory	2.6	1.1	- 57.7%	--	--	--

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

November

■ 2019 ■ 2020

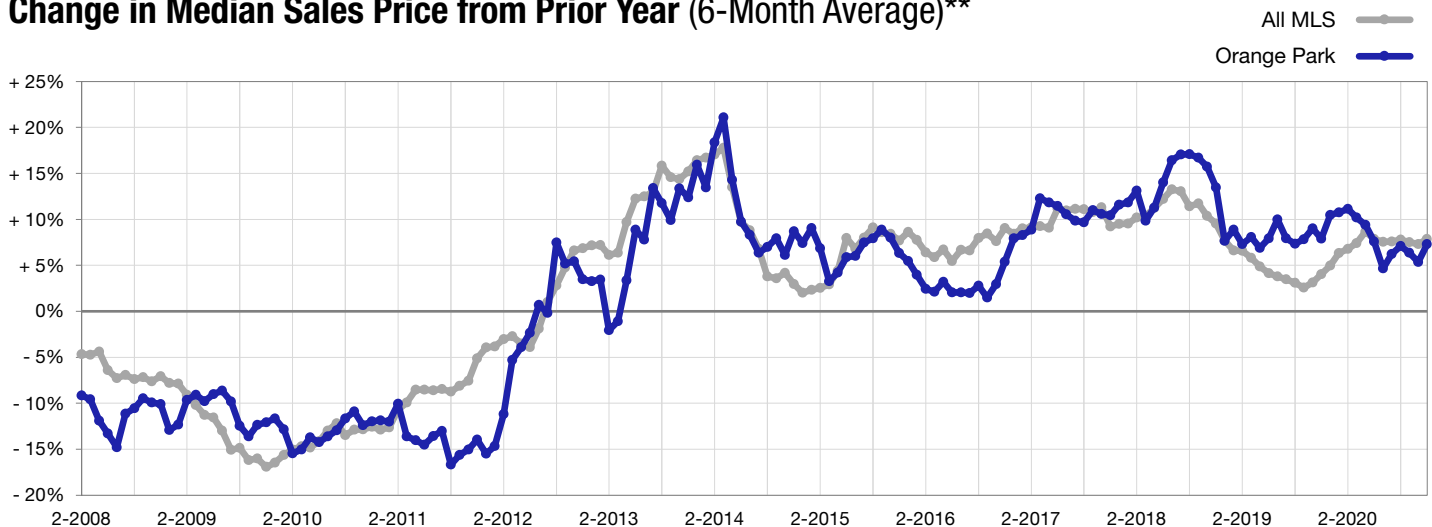


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



Middleburg Vicinity

+ 20.3%

+ 66.2%

+ 13.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 14

November

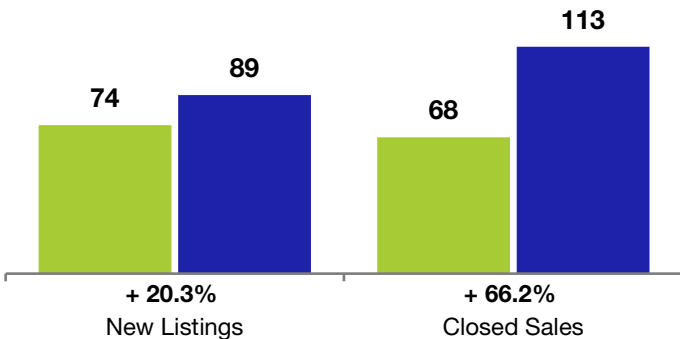
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	74	89	+ 20.3%	1,190	1,202	+ 1.0%
Closed Sales	68	113	+ 66.2%	1,028	1,036	+ 0.8%
Median Sales Price*	\$207,230	\$235,500	+ 13.6%	\$209,485	\$227,750	+ 8.7%
Percent of Original List Price Received*	95.4%	97.6%	+ 2.3%	96.4%	97.3%	+ 0.9%
Percent of Properties Sold Over List Price*	14.7%	19.6%	+ 33.3%	17.6%	18.8%	+ 6.8%
Days on Market Until Sale	62	49	- 21.0%	68	61	- 10.3%
Inventory of Homes for Sale	247	148	- 40.1%	--	--	--
Months Supply of Inventory	2.7	1.5	- 44.4%	--	--	--

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

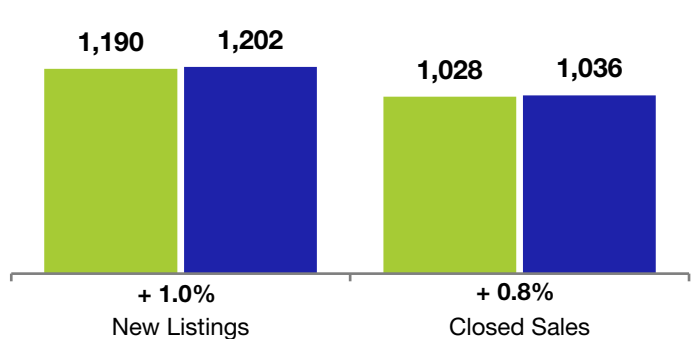
November

■ 2019 ■ 2020

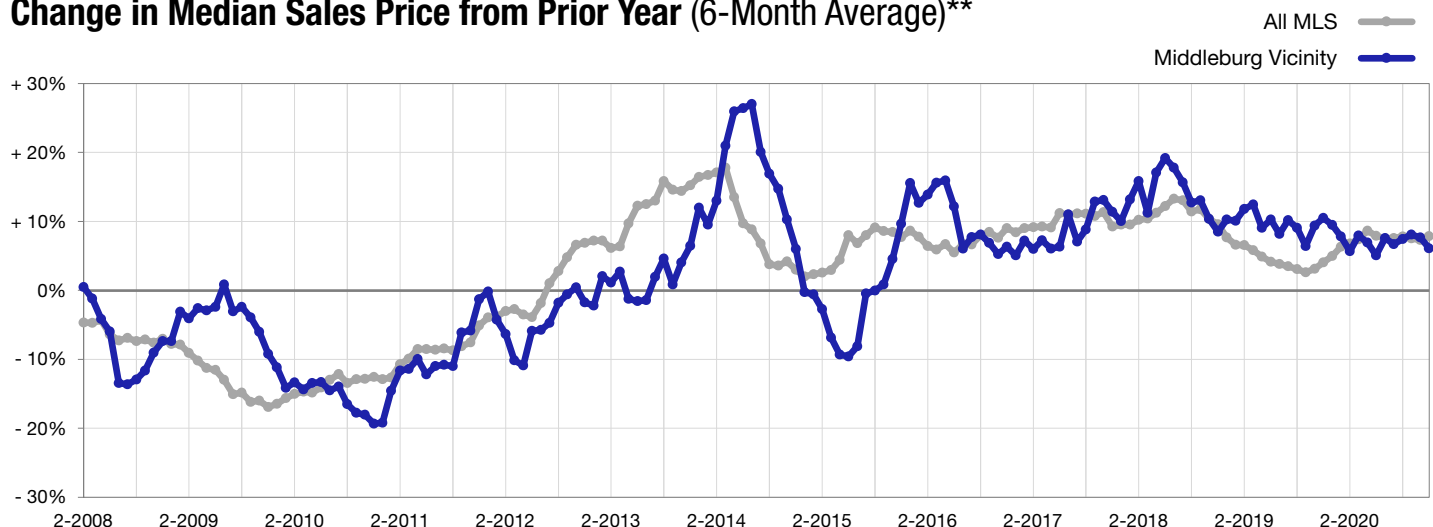


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



Keystone Heights Vicinity

Region 15

+ 26.9% **- 47.4%** **+ 15.0%**

Change in
New Listings

Change in
Closed Sales

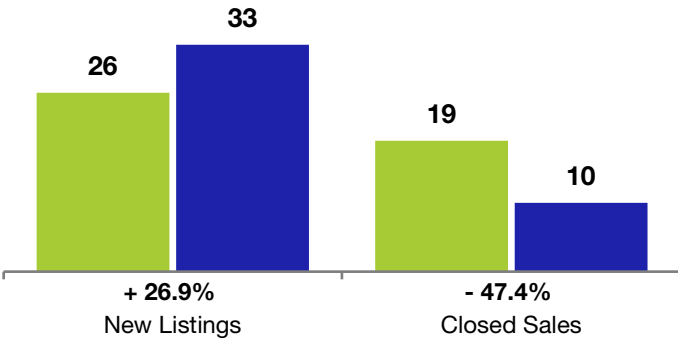
Change in
Median Sales Price

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	26	33	+ 26.9%	253	229	- 9.5%
Closed Sales	19	10	- 47.4%	173	174	+ 0.6%
Median Sales Price*	\$140,000	\$161,000	+ 15.0%	\$153,500	\$158,000	+ 2.9%
Percent of Original List Price Received*	91.6%	96.7%	+ 5.6%	92.5%	93.3%	+ 0.9%
Percent of Properties Sold Over List Price*	10.5%	20.0%	+ 90.5%	13.9%	14.4%	+ 3.6%
Days on Market Until Sale	76	128	+ 68.4%	85	96	+ 12.9%
Inventory of Homes for Sale	90	54	- 40.0%	--	--	--
Months Supply of Inventory	5.5	3.1	- 43.6%	--	--	--

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

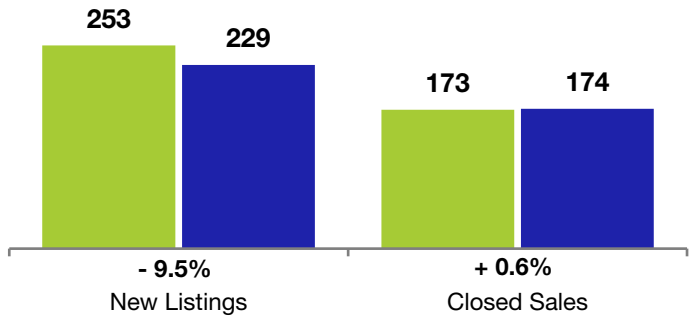
November

■ 2019 ■ 2020

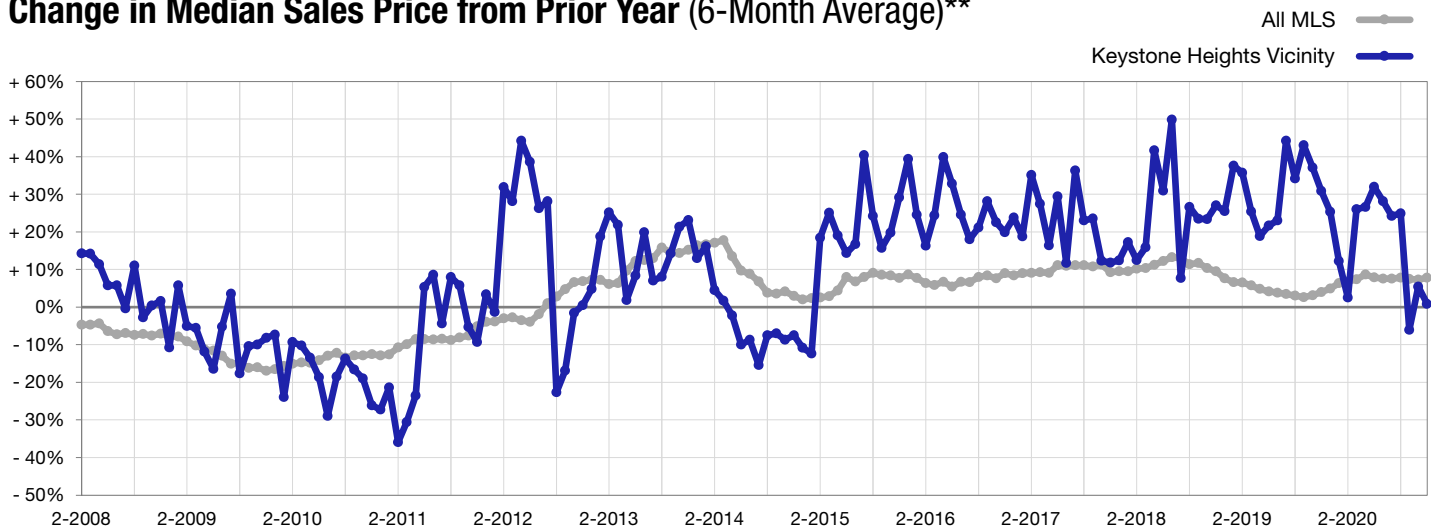


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



Green Cove Springs

- 17.5%

+ 23.3%

+ 26.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 16

November

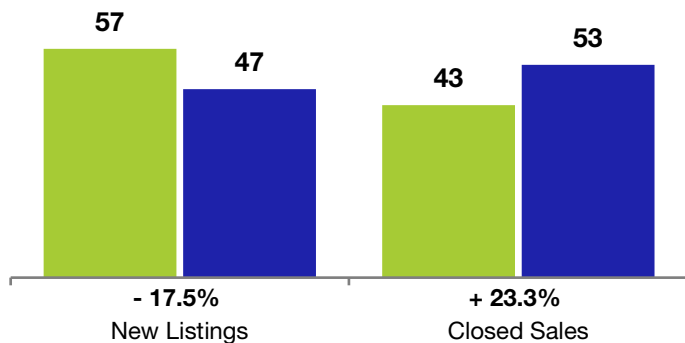
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	57	47	- 17.5%	805	874	+ 8.6%
Closed Sales	43	53	+ 23.3%	584	758	+ 29.8%
Median Sales Price*	\$205,990	\$259,990	+ 26.2%	\$219,423	\$230,645	+ 5.1%
Percent of Original List Price Received*	97.2%	98.4%	+ 1.2%	96.5%	97.9%	+ 1.5%
Percent of Properties Sold Over List Price*	23.3%	22.6%	- 3.0%	13.4%	14.3%	+ 6.7%
Days on Market Until Sale	61	58	- 4.9%	64	67	+ 4.7%
Inventory of Homes for Sale	205	97	- 52.7%	--	--	--
Months Supply of Inventory	3.7	1.3	- 64.9%	--	--	--

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

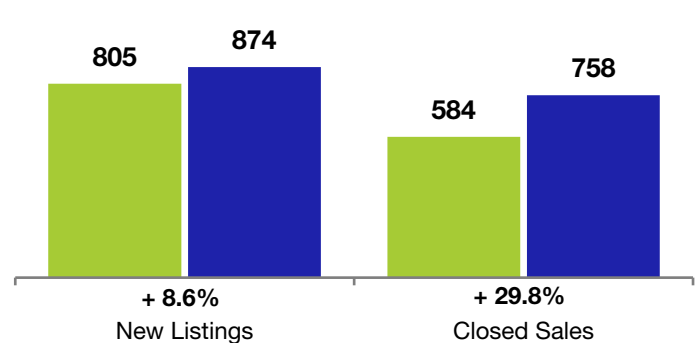
November

■ 2019 ■ 2020

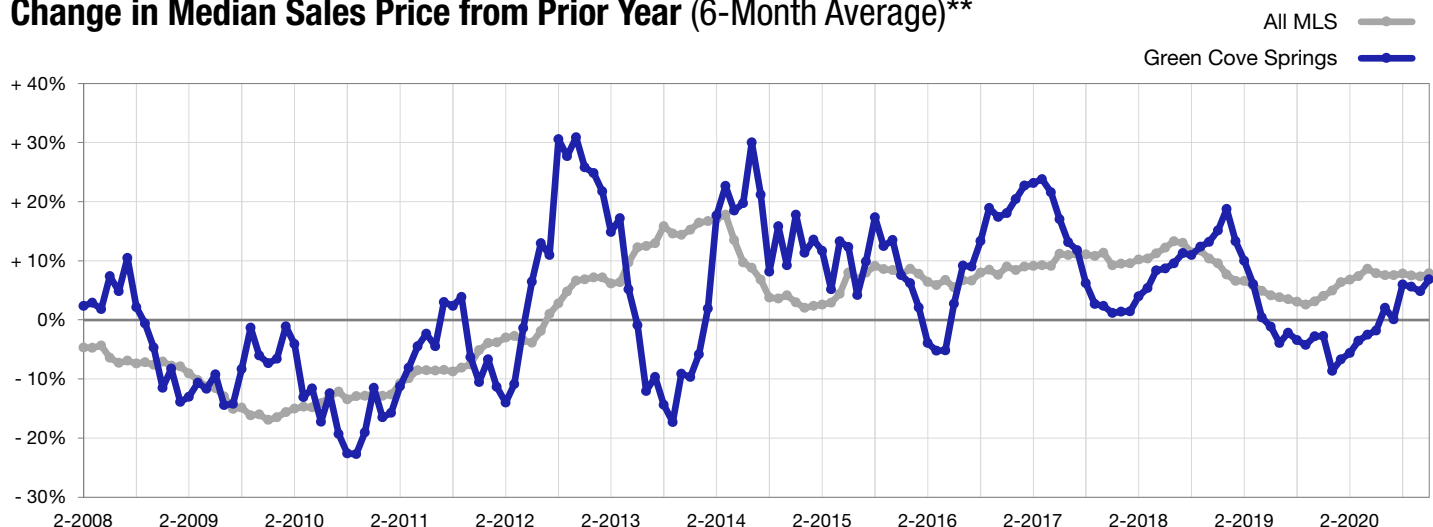


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



Jacksonville Beach

+ 2.2%

Change in
New Listings

+ 12.8%

Change in
Closed Sales

+ 27.1%

Change in
Median Sales Price

Region 21

November

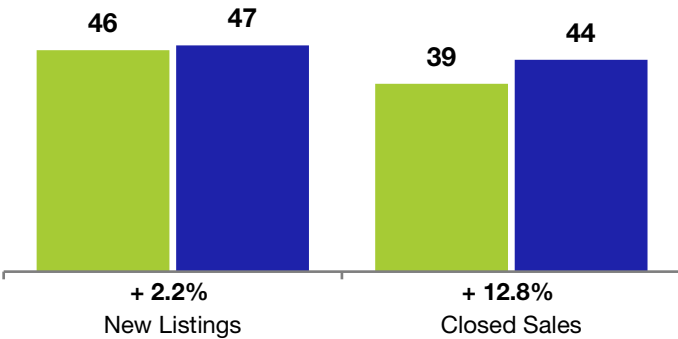
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	46	47	+ 2.2%	772	774	+ 0.3%
Closed Sales	39	44	+ 12.8%	567	621	+ 9.5%
Median Sales Price*	\$362,000	\$460,000	+ 27.1%	\$397,000	\$446,000	+ 12.3%
Percent of Original List Price Received*	95.1%	97.4%	+ 2.4%	94.9%	96.3%	+ 1.5%
Percent of Properties Sold Over List Price*	5.1%	18.2%	+ 256.9%	7.4%	9.5%	+ 28.4%
Days on Market Until Sale	62	50	- 19.4%	73	70	- 4.1%
Inventory of Homes for Sale	185	112	- 39.5%	--	--	--
Months Supply of Inventory	3.6	1.9	- 47.2%	--	--	--

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

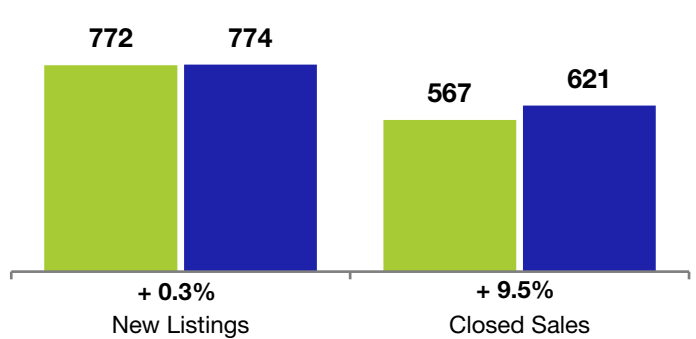
November

■ 2019 ■ 2020

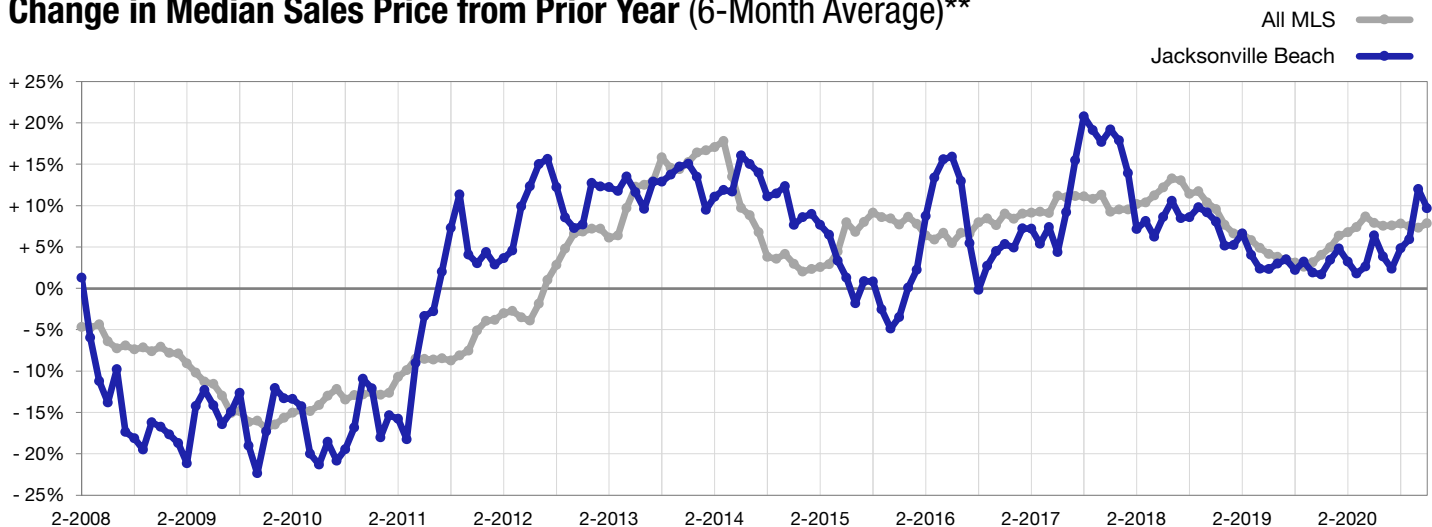


Year to Date

■ 2019 ■ 2020



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 – November 2020

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



Neptune Beach

- 50.0%

0.0%

+ 0.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 22

November

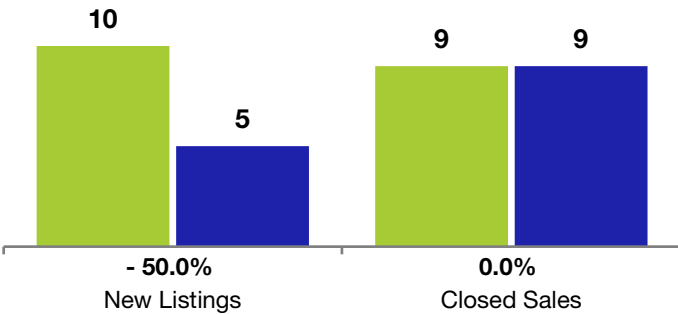
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	10	5	- 50.0%	156	132	- 15.4%
Closed Sales	9	9	0.0%	101	118	+ 16.8%
Median Sales Price*	\$550,000	\$550,500	+ 0.1%	\$450,000	\$460,000	+ 2.2%
Percent of Original List Price Received*	96.7%	97.3%	+ 0.6%	95.4%	95.9%	+ 0.5%
Percent of Properties Sold Over List Price*	11.1%	33.3%	+ 200.0%	7.9%	11.0%	+ 39.2%
Days on Market Until Sale	32	46	+ 43.8%	60	56	- 6.7%
Inventory of Homes for Sale	35	20	- 42.9%	--	--	--
Months Supply of Inventory	3.7	2.0	- 45.9%	--	--	--

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

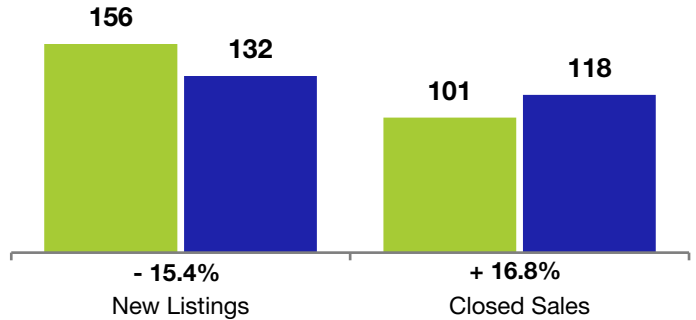
November

■ 2019 ■ 2020

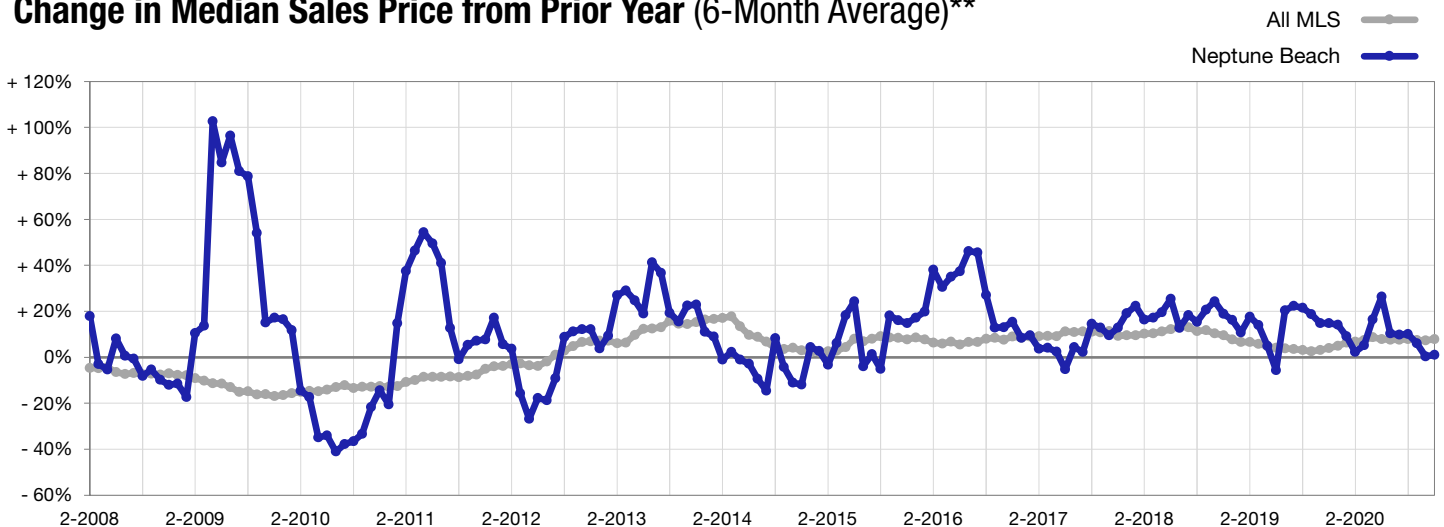


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



Atlantic Beach

+ 46.7%

0.0%

+ 19.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 23

November

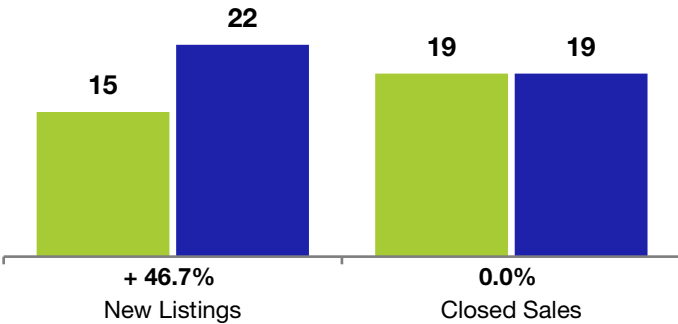
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	15	22	+ 46.7%	353	289	- 18.1%
Closed Sales	19	19	0.0%	250	242	- 3.2%
Median Sales Price*	\$433,000	\$516,500	+ 19.3%	\$390,000	\$472,500	+ 21.2%
Percent of Original List Price Received*	95.0%	95.5%	+ 0.5%	96.6%	95.0%	- 1.7%
Percent of Properties Sold Over List Price*	5.3%	26.3%	+ 396.2%	13.6%	18.2%	+ 33.8%
Days on Market Until Sale	87	117	+ 34.5%	73	78	+ 6.8%
Inventory of Homes for Sale	88	52	- 40.9%	--	--	--
Months Supply of Inventory	4.0	2.3	- 42.5%	--	--	--

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

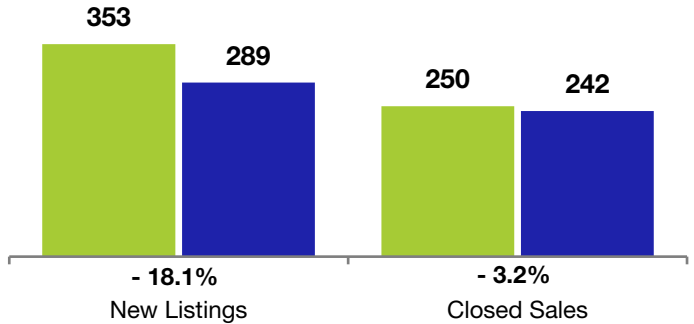
November

■ 2019 ■ 2020

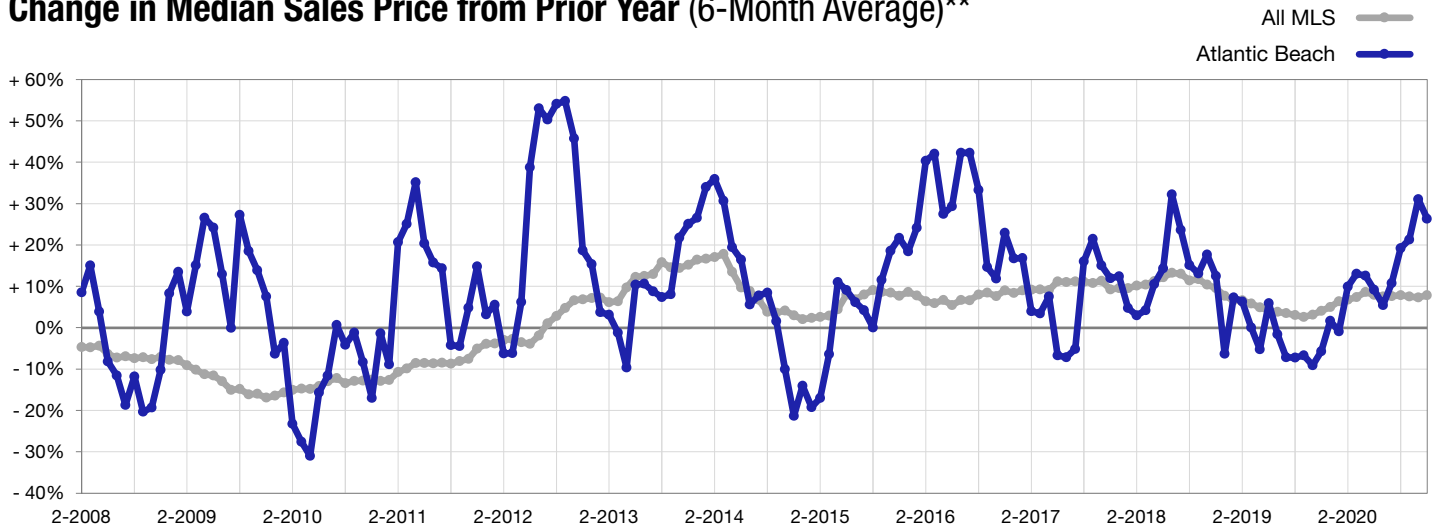


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



North Beach / Mayport

Region 24

- 25.0%

+ 50.0%

+ 9.4%

Change in
New Listings

Change in
Closed Sales

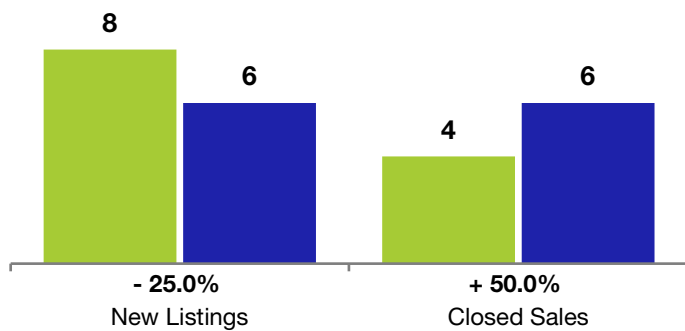
Change in
Median Sales Price

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	8	6	- 25.0%	111	133	+ 19.8%
Closed Sales	4	6	+ 50.0%	93	116	+ 24.7%
Median Sales Price*	\$220,500	\$241,235	+ 9.4%	\$205,000	\$234,943	+ 14.6%
Percent of Original List Price Received*	97.9%	99.8%	+ 1.9%	98.1%	98.8%	+ 0.7%
Percent of Properties Sold Over List Price*	50.0%	16.7%	- 66.6%	25.8%	28.4%	+ 10.1%
Days on Market Until Sale	58	49	- 15.5%	48	36	- 25.0%
Inventory of Homes for Sale	16	7	- 56.3%	--	--	--
Months Supply of Inventory	1.9	0.7	- 63.2%	--	--	--

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

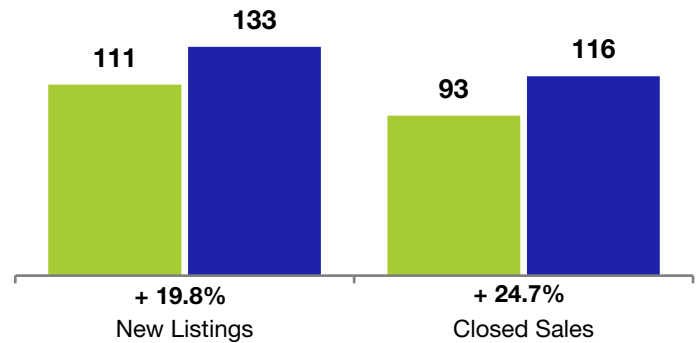
November

■ 2019 ■ 2020

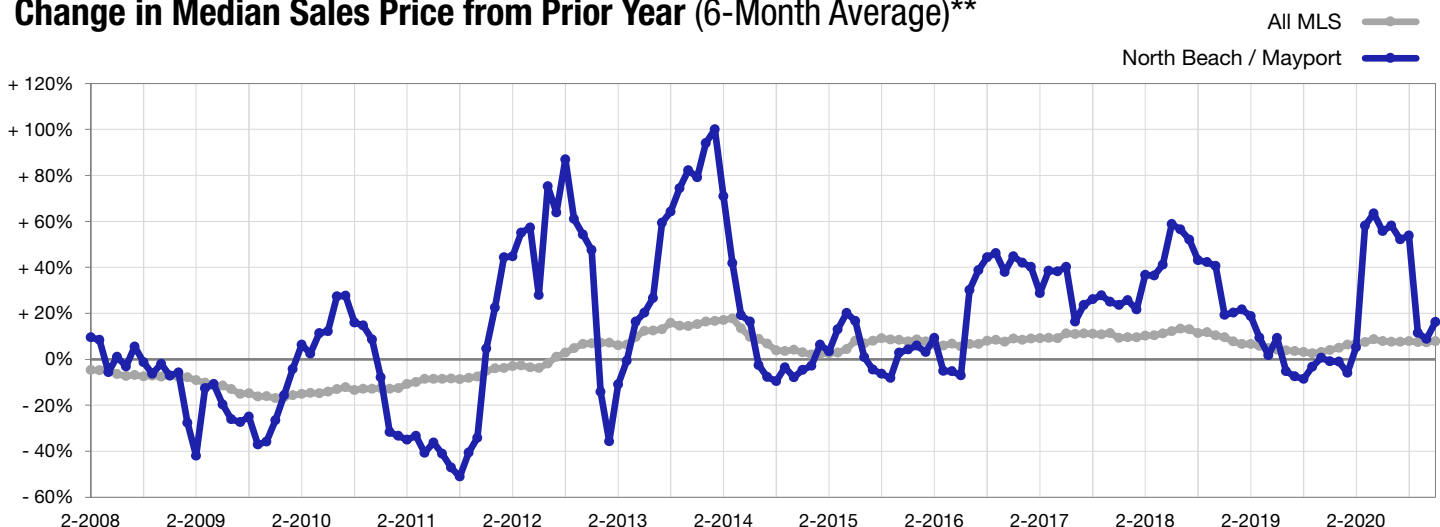


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



NE St. Johns County – Ponte Vedra Beach North

+ 26.1%

+ 35.7%

+ 62.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 25

November

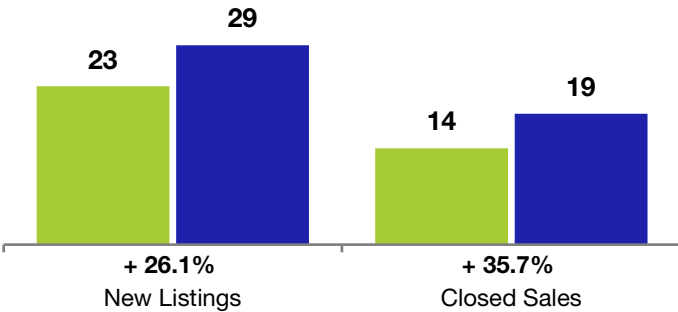
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	23	29	+ 26.1%	299	333	+ 11.4%
Closed Sales	14	19	+ 35.7%	221	261	+ 18.1%
Median Sales Price*	\$767,500	\$1,249,000	+ 62.7%	\$589,066	\$655,000	+ 11.2%
Percent of Original List Price Received*	96.2%	94.5%	- 1.8%	93.9%	95.0%	+ 1.2%
Percent of Properties Sold Over List Price*	7.1%	5.3%	- 25.4%	10.4%	8.0%	- 23.1%
Days on Market Until Sale	87	74	- 14.9%	112	80	- 28.6%
Inventory of Homes for Sale	93	66	- 29.0%	--	--	--
Months Supply of Inventory	4.7	2.7	- 42.6%	--	--	--

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

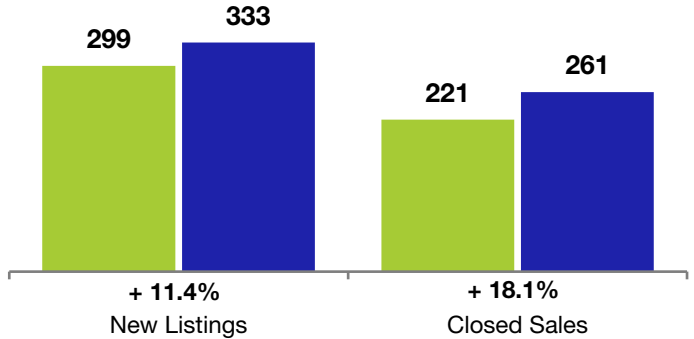
November

■ 2019 ■ 2020

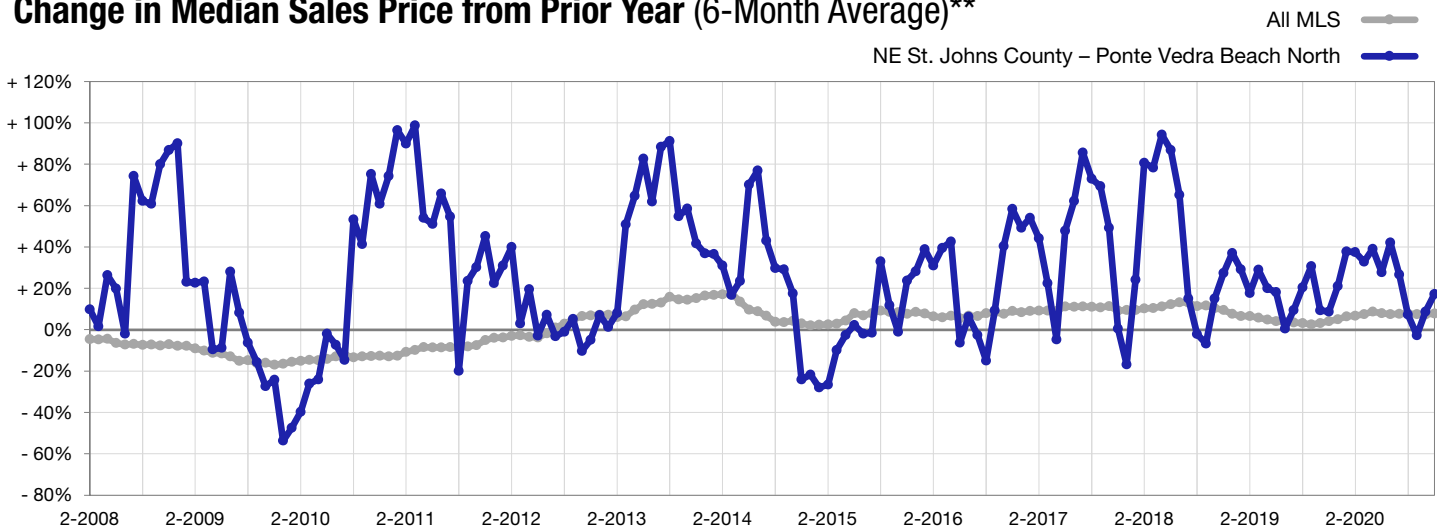


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



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

- 18.9%

+ 38.9%

+ 21.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 26

November

Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	74	60	- 18.9%	1,067	958	- 10.2%
Closed Sales	54	75	+ 38.9%	701	856	+ 22.1%
Median Sales Price*	\$537,000	\$650,000	+ 21.0%	\$500,000	\$548,500	+ 9.7%
Percent of Original List Price Received*	94.1%	95.8%	+ 1.8%	94.2%	95.1%	+ 1.0%
Percent of Properties Sold Over List Price*	5.6%	10.7%	+ 91.1%	4.7%	7.4%	+ 57.4%
Days on Market Until Sale	86	78	- 9.3%	91	95	+ 4.4%
Inventory of Homes for Sale	357	151	- 57.7%	--	--	--
Months Supply of Inventory	5.5	1.9	- 65.5%	--	--	--

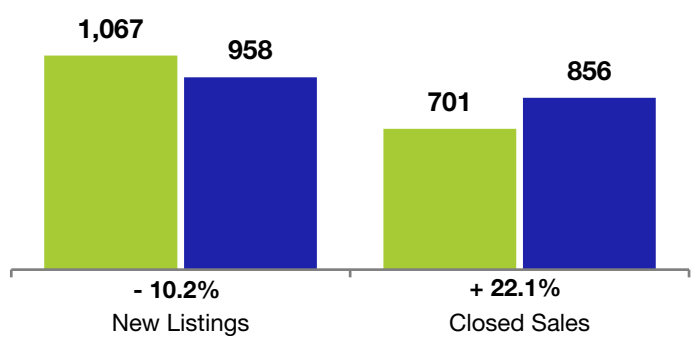
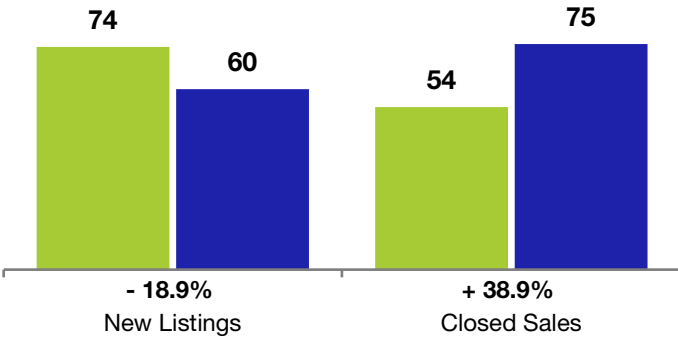
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

November

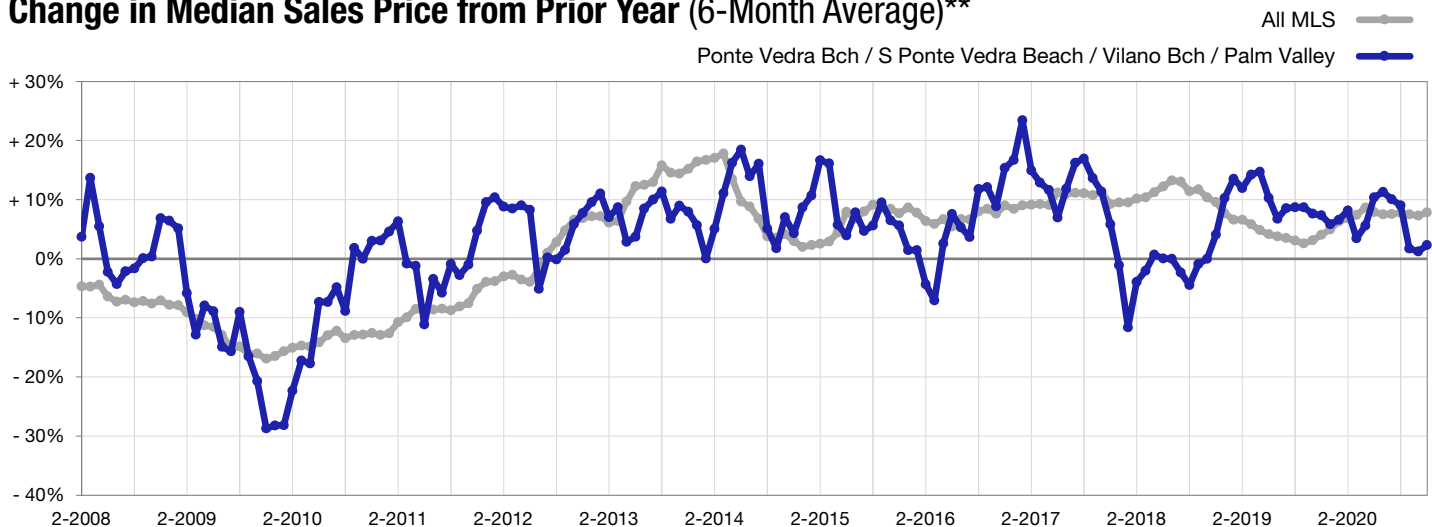
■ 2019 ■ 2020

Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



Ponte Vedra / Nocatee (St. Johns County)

- 30.3% **+ 58.9%** **+ 5.1%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 27

November

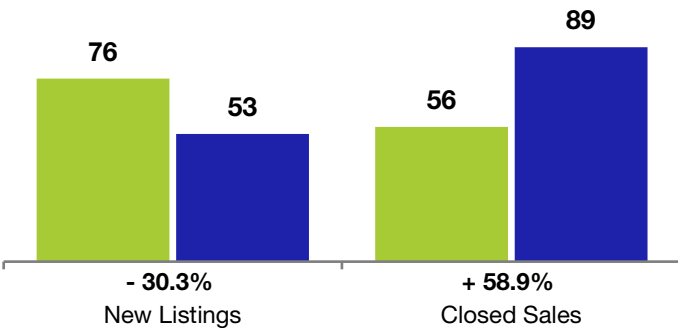
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	76	53	- 30.3%	1,083	1,063	- 1.8%
Closed Sales	56	89	+ 58.9%	890	979	+ 10.0%
Median Sales Price*	\$461,500	\$484,897	+ 5.1%	\$441,225	\$449,000	+ 1.8%
Percent of Original List Price Received*	97.1%	99.9%	+ 2.9%	97.6%	98.5%	+ 0.9%
Percent of Properties Sold Over List Price*	14.3%	21.3%	+ 49.0%	14.8%	15.3%	+ 3.4%
Days on Market Until Sale	61	44	- 27.9%	71	67	- 5.6%
Inventory of Homes for Sale	223	75	- 66.4%	--	--	--
Months Supply of Inventory	2.7	0.8	- 70.4%	--	--	--

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

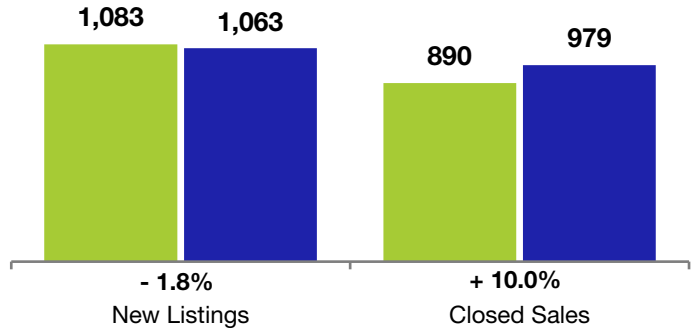
November

■ 2019 ■ 2020

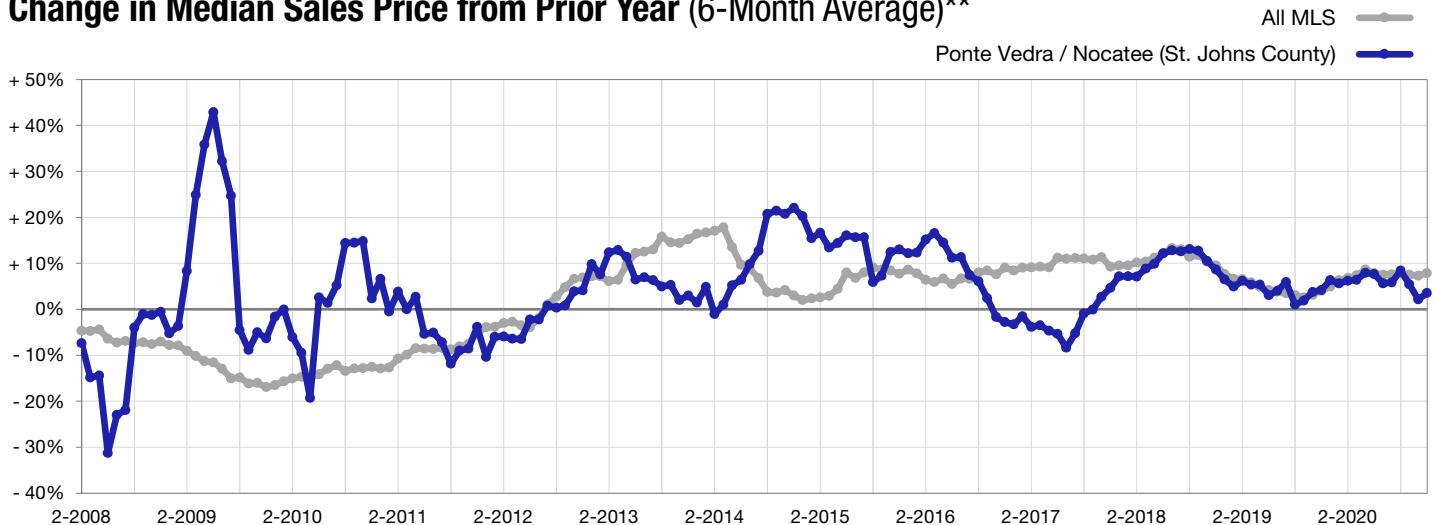


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



St. Johns County - NW

Region 30

+ 7.6%

Change in
New Listings

+ 44.2%

Change in
Closed Sales

+ 4.7%

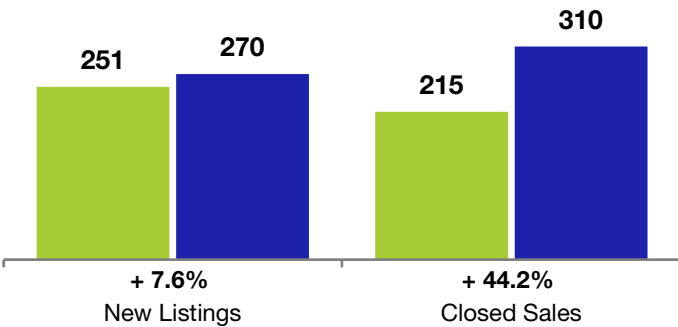
Change in
Median Sales Price

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	251	270	+ 7.6%	3,903	3,936	+ 0.8%
Closed Sales	215	310	+ 44.2%	3,053	3,482	+ 14.1%
Median Sales Price*	\$327,000	\$342,490	+ 4.7%	\$325,000	\$342,500	+ 5.4%
Percent of Original List Price Received*	96.4%	98.8%	+ 2.5%	97.1%	97.8%	+ 0.7%
Percent of Properties Sold Over List Price*	10.2%	18.8%	+ 84.3%	12.9%	13.9%	+ 7.8%
Days on Market Until Sale	68	51	- 25.0%	78	71	- 9.0%
Inventory of Homes for Sale	953	470	- 50.7%	--	--	--
Months Supply of Inventory	3.4	1.4	- 58.8%	--	--	--

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

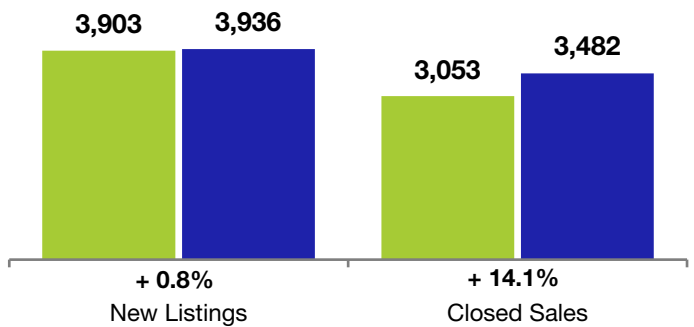
November

■ 2019 ■ 2020

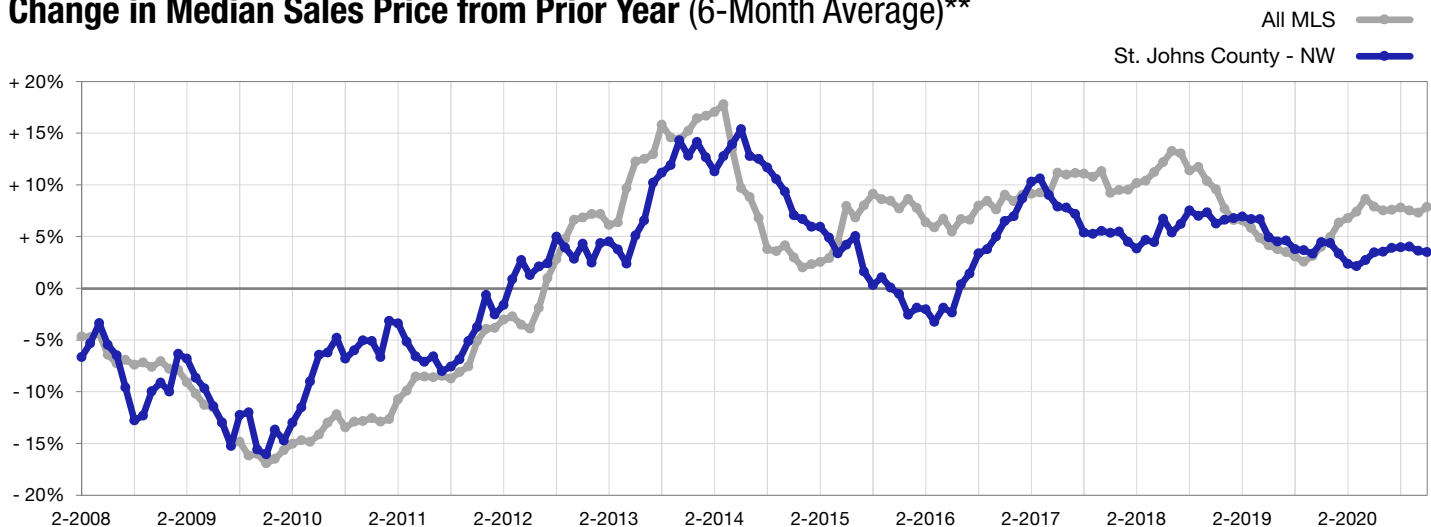


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



St. Johns County - NE

+ 30.8%

- 16.7%

+ 1.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 31

November

Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	26	34	+ 30.8%	438	393	- 10.3%
Closed Sales	30	25	- 16.7%	326	334	+ 2.5%
Median Sales Price*	\$374,950	\$380,000	+ 1.3%	\$400,000	\$360,000	- 10.0%
Percent of Original List Price Received*	96.0%	94.7%	- 1.4%	95.6%	96.8%	+ 1.3%
Percent of Properties Sold Over List Price*	10.0%	0.0%	- 100.0%	6.4%	7.5%	+ 17.2%
Days on Market Until Sale	64	58	- 9.4%	91	85	- 6.6%
Inventory of Homes for Sale	119	64	- 46.2%	--	--	--
Months Supply of Inventory	4.1	2.0	- 51.2%	--	--	--

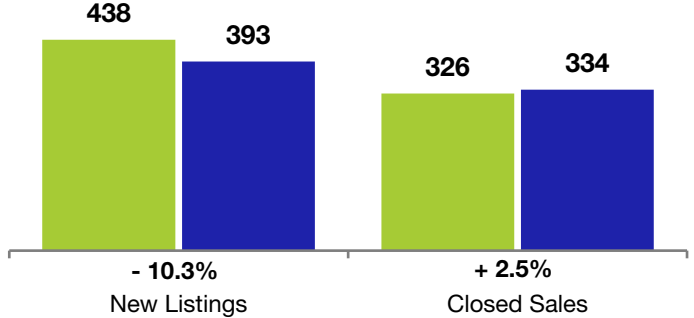
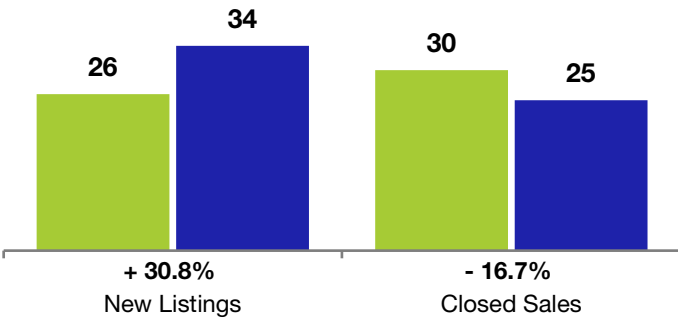
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

November

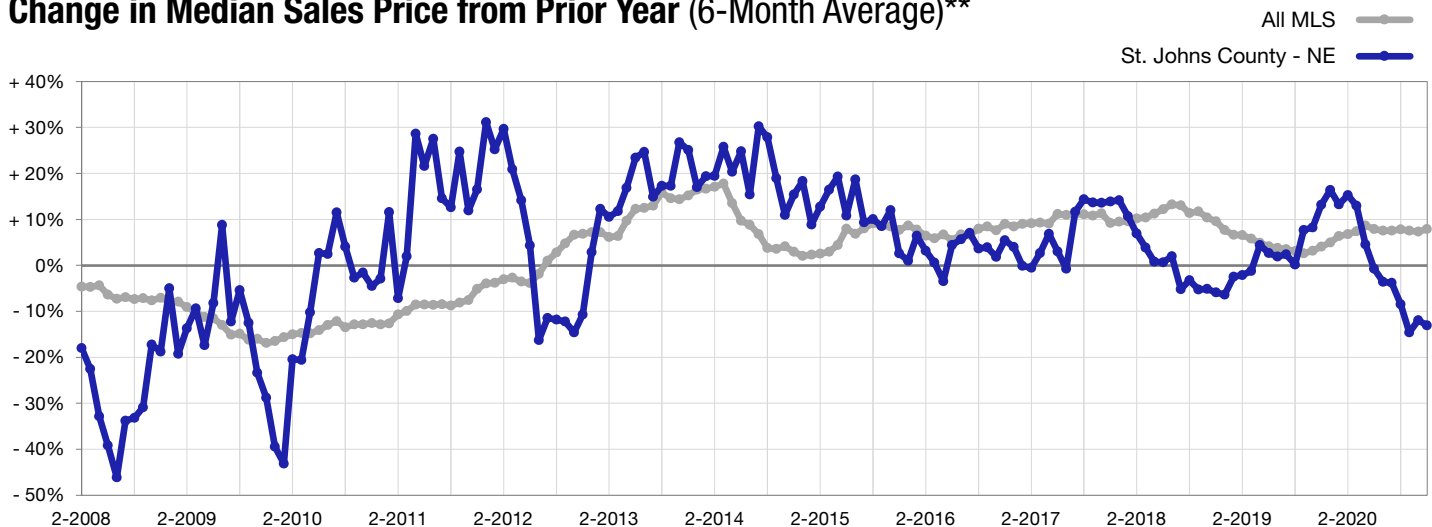
■ 2019 ■ 2020

Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



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

- 26.5% **+ 29.4%** **+ 11.7%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 32

November

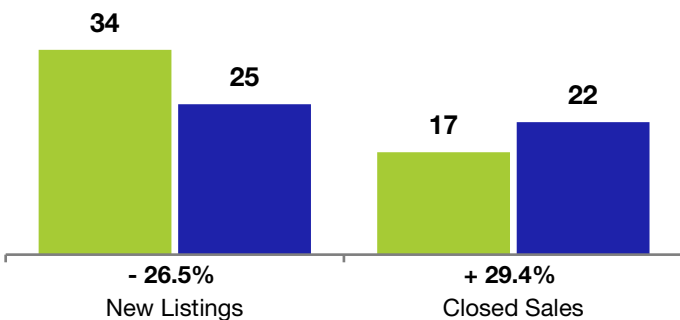
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	34	25	- 26.5%	335	361	+ 7.8%
Closed Sales	17	22	+ 29.4%	205	255	+ 24.4%
Median Sales Price*	\$330,000	\$368,584	+ 11.7%	\$345,000	\$345,500	+ 0.1%
Percent of Original List Price Received*	95.1%	94.2%	- 0.9%	93.5%	94.7%	+ 1.3%
Percent of Properties Sold Over List Price*	17.6%	4.5%	- 74.4%	7.8%	8.3%	+ 6.4%
Days on Market Until Sale	71	136	+ 91.5%	96	111	+ 15.6%
Inventory of Homes for Sale	150	96	- 36.0%	--	--	--
Months Supply of Inventory	8.3	3.7	- 55.4%	--	--	--

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

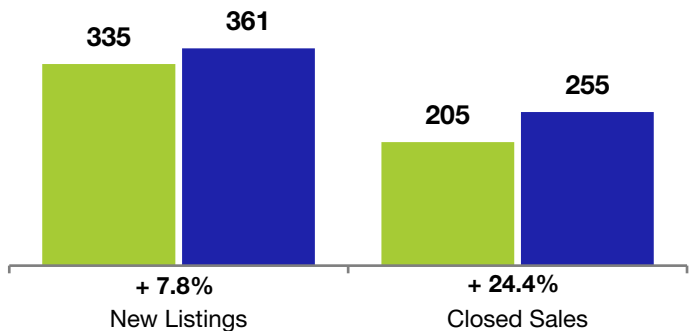
November

■ 2019 ■ 2020



Year to Date

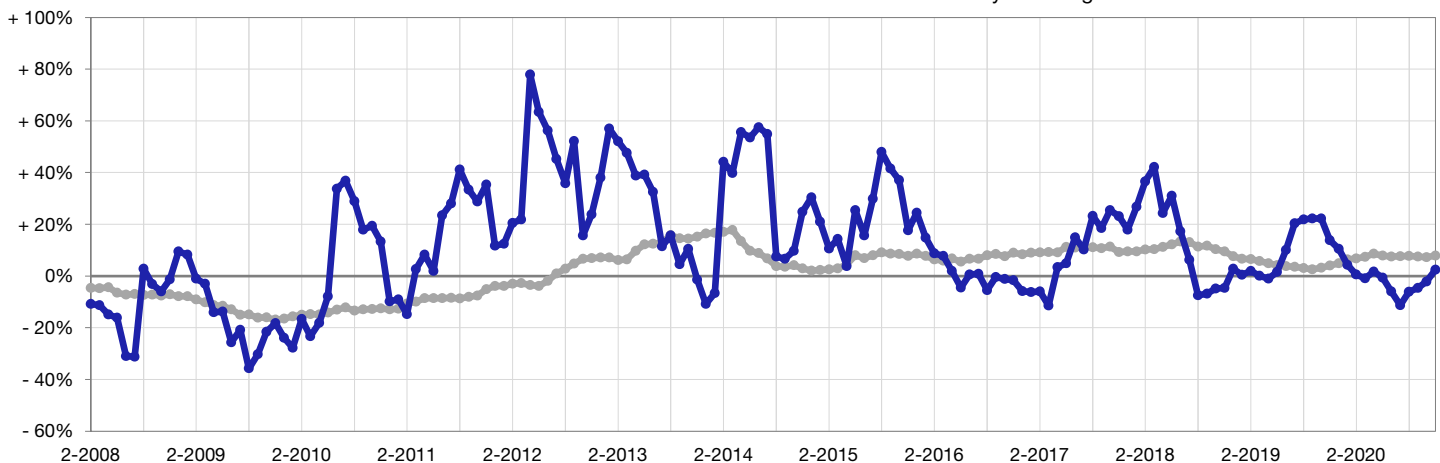
■ 2019 ■ 2020



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 – November 2020

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



St. Johns County - SE

- 29.2%

+ 16.4%

+ 17.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 33

November

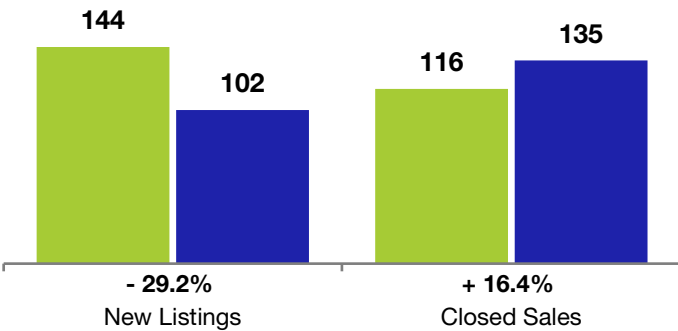
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	144	102	- 29.2%	1,806	1,714	- 5.1%
Closed Sales	116	135	+ 16.4%	1,279	1,541	+ 20.5%
Median Sales Price*	\$245,000	\$288,535	+ 17.8%	\$260,000	\$272,000	+ 4.6%
Percent of Original List Price Received*	94.5%	96.5%	+ 2.1%	94.8%	95.7%	+ 0.9%
Percent of Properties Sold Over List Price*	7.8%	9.7%	+ 24.4%	7.3%	6.6%	- 9.6%
Days on Market Until Sale	89	79	- 11.2%	89	86	- 3.4%
Inventory of Homes for Sale	580	264	- 54.5%	--	--	--
Months Supply of Inventory	5.0	1.8	- 64.0%	--	--	--

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

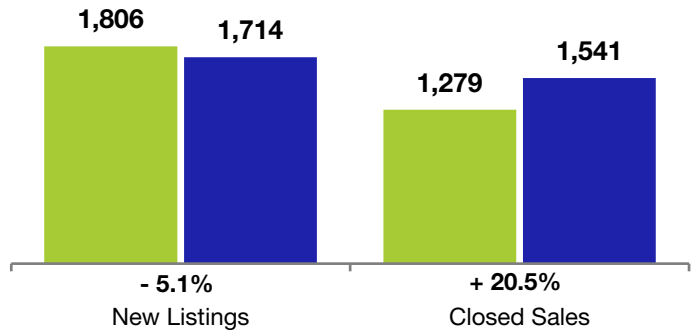
November

■ 2019 ■ 2020

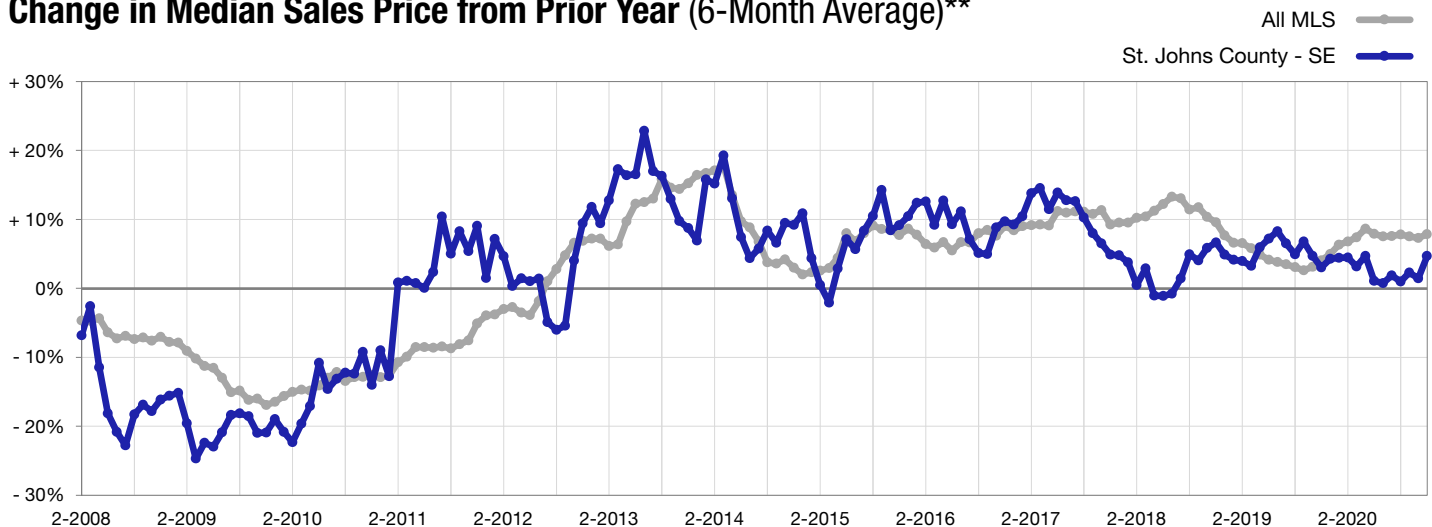


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



St. Johns County - SW

Region 34

+ 30.0% **+ 175.0%** **- 25.9%**

Change in
New Listings

Change in
Closed Sales

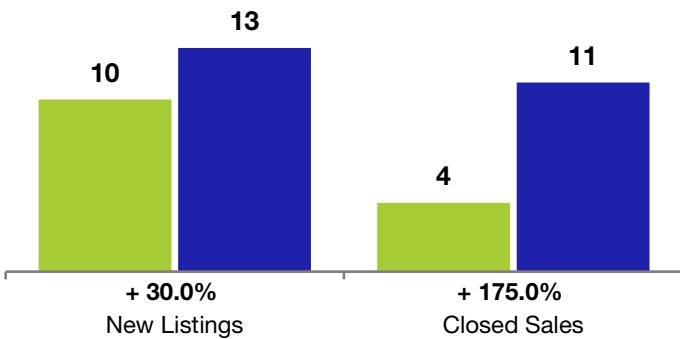
Change in
Median Sales Price

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	10	13	+ 30.0%	154	178	+ 15.6%
Closed Sales	4	11	+ 175.0%	99	122	+ 23.2%
Median Sales Price*	\$399,000	\$295,485	- 25.9%	\$224,000	\$246,000	+ 9.8%
Percent of Original List Price Received*	82.8%	100.7%	+ 21.6%	93.0%	95.3%	+ 2.5%
Percent of Properties Sold Over List Price*	0.0%	0.0%	--	15.2%	7.4%	- 51.3%
Days on Market Until Sale	94	69	- 26.6%	76	76	0.0%
Inventory of Homes for Sale	51	42	- 17.6%	--	--	--
Months Supply of Inventory	5.7	3.7	- 35.1%	--	--	--

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

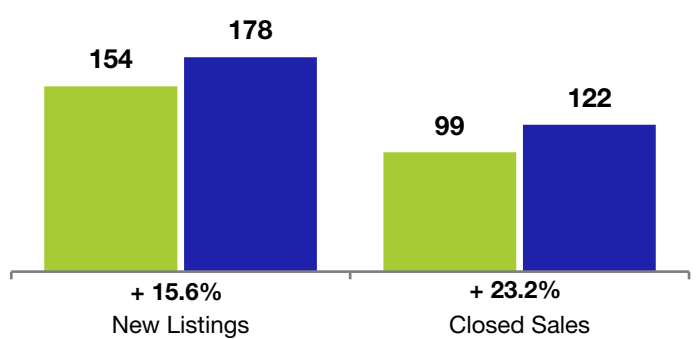
November

■ 2019 ■ 2020

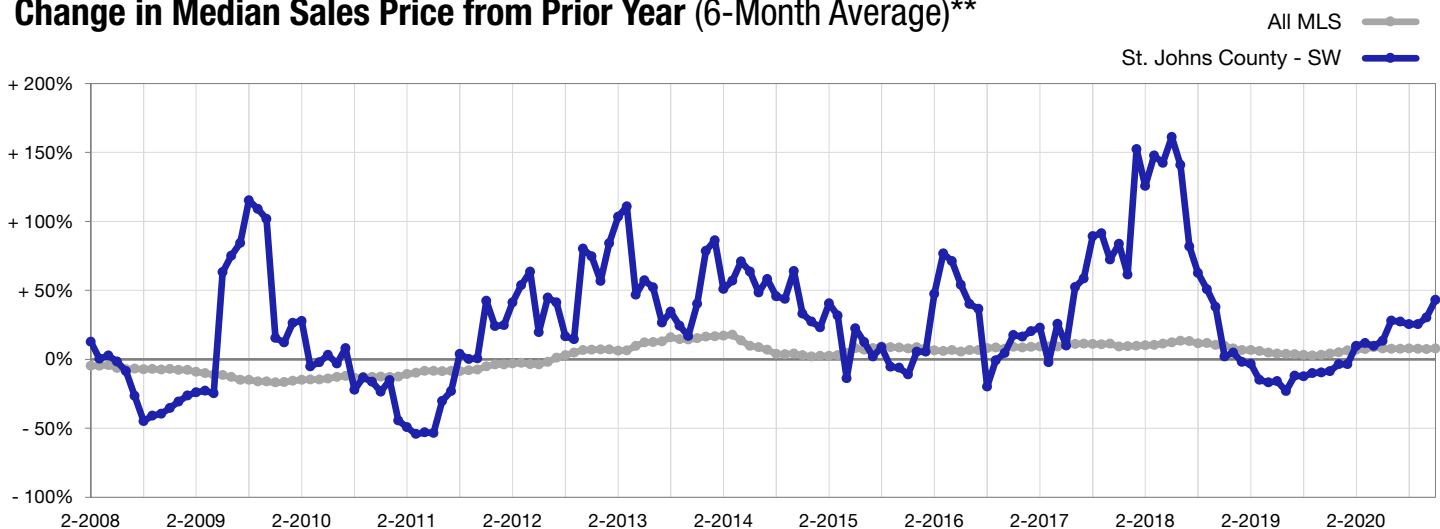


Year to Date

■ 2019 ■ 2020



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 – November 2020

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



Putnam County NE

- 30.8%

+ 14.3%

+ 31.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 56

November

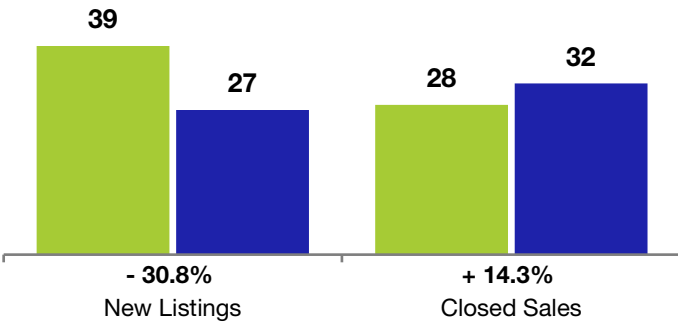
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	39	27	- 30.8%	511	441	- 13.7%
Closed Sales	28	32	+ 14.3%	354	371	+ 4.8%
Median Sales Price*	\$106,500	\$140,000	+ 31.5%	\$127,000	\$143,000	+ 12.6%
Percent of Original List Price Received*	92.3%	95.4%	+ 3.4%	91.1%	92.3%	+ 1.3%
Percent of Properties Sold Over List Price*	10.7%	12.5%	+ 16.8%	9.6%	15.1%	+ 57.3%
Days on Market Until Sale	96	79	- 17.7%	87	91	+ 4.6%
Inventory of Homes for Sale	180	96	- 46.7%	--	--	--
Months Supply of Inventory	5.6	2.8	- 50.0%	--	--	--

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

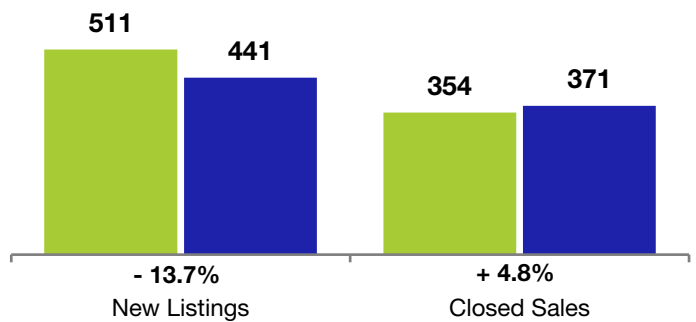
November

■ 2019 ■ 2020

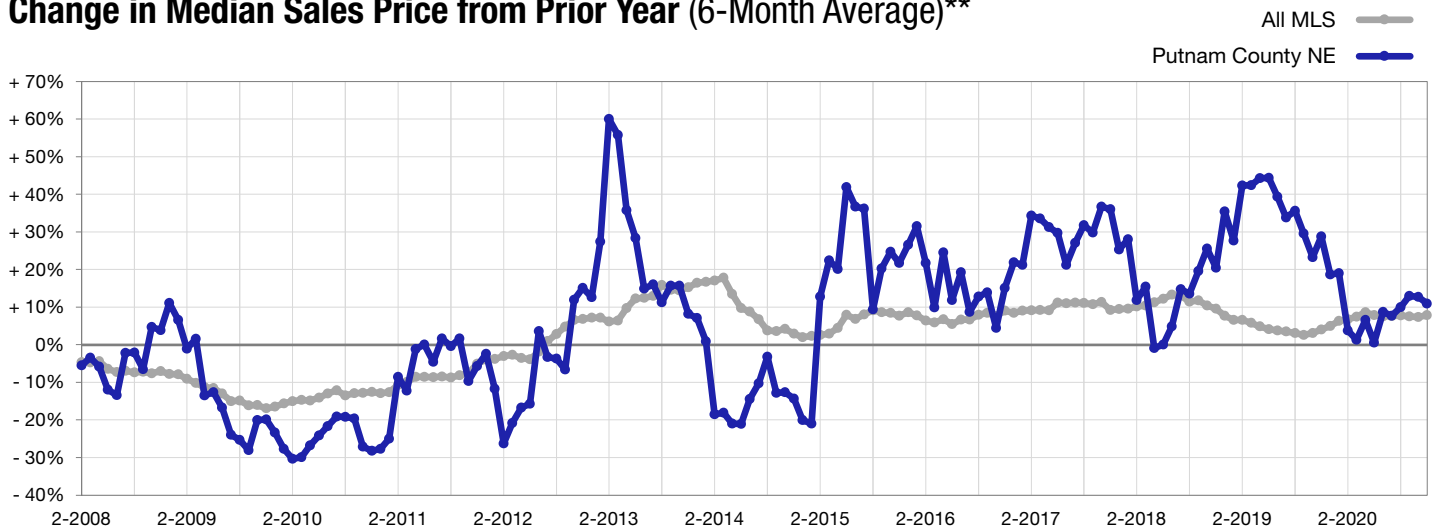


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



Putnam County - West

Region 57

+ 18.2%

+ 27.8%

+ 58.4%

Change in
New Listings

Change in
Closed Sales

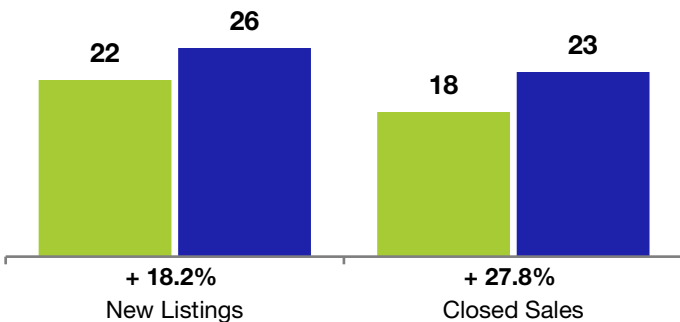
Change in
Median Sales Price

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	22	26	+ 18.2%	353	312	- 11.6%
Closed Sales	18	23	+ 27.8%	261	235	- 10.0%
Median Sales Price*	\$72,600	\$115,000	+ 58.4%	\$76,000	\$95,851	+ 26.1%
Percent of Original List Price Received*	87.8%	89.1%	+ 1.5%	89.5%	89.3%	- 0.2%
Percent of Properties Sold Over List Price*	11.1%	4.3%	- 61.3%	12.6%	9.4%	- 25.4%
Days on Market Until Sale	66	89	+ 34.8%	75	96	+ 28.0%
Inventory of Homes for Sale	115	71	- 38.3%	--	--	--
Months Supply of Inventory	4.9	3.1	- 36.7%	--	--	--

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

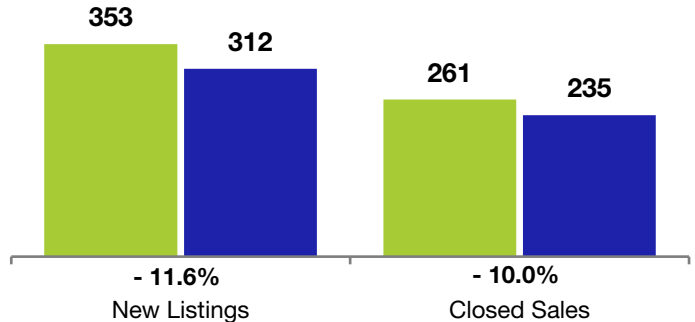
November

■ 2019 ■ 2020

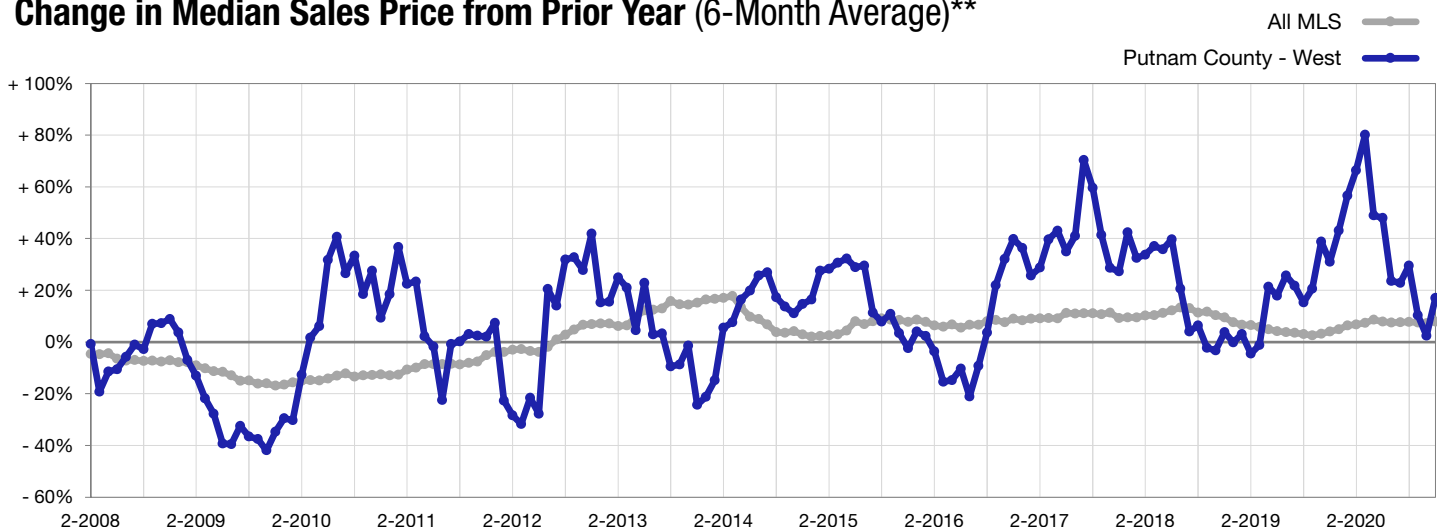


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



Putnam County - South

Region 58

- 4.3%

Change in
New Listings

- 23.5%

Change in
Closed Sales

+ 52.2%

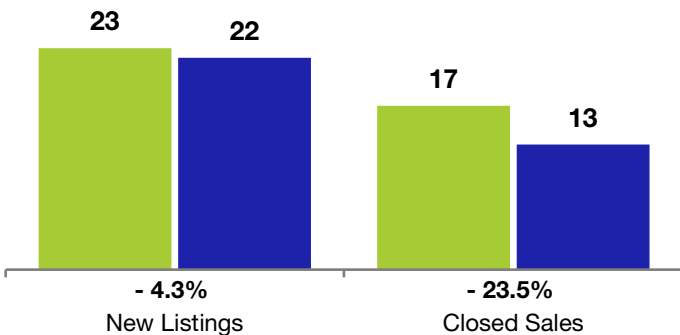
Change in
Median Sales Price

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	23	22	- 4.3%	289	273	- 5.5%
Closed Sales	17	13	- 23.5%	213	235	+ 10.3%
Median Sales Price*	\$115,000	\$175,000	+ 52.2%	\$125,000	\$128,000	+ 2.4%
Percent of Original List Price Received*	92.5%	89.9%	- 2.8%	90.2%	89.6%	- 0.7%
Percent of Properties Sold Over List Price*	5.9%	7.7%	+ 30.5%	8.5%	6.4%	- 24.7%
Days on Market Until Sale	103	134	+ 30.1%	111	122	+ 9.9%
Inventory of Homes for Sale	127	75	- 40.9%	--	--	--
Months Supply of Inventory	6.4	3.5	- 45.3%	--	--	--

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

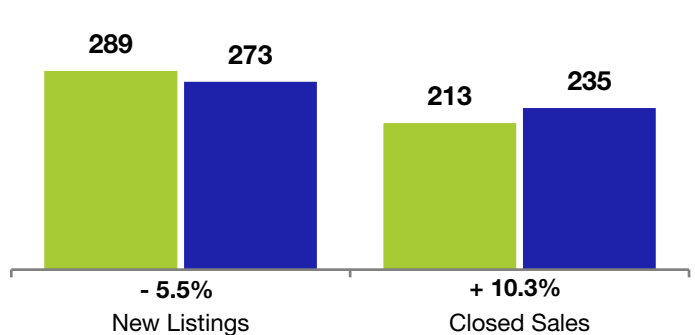
November

■ 2019 ■ 2020

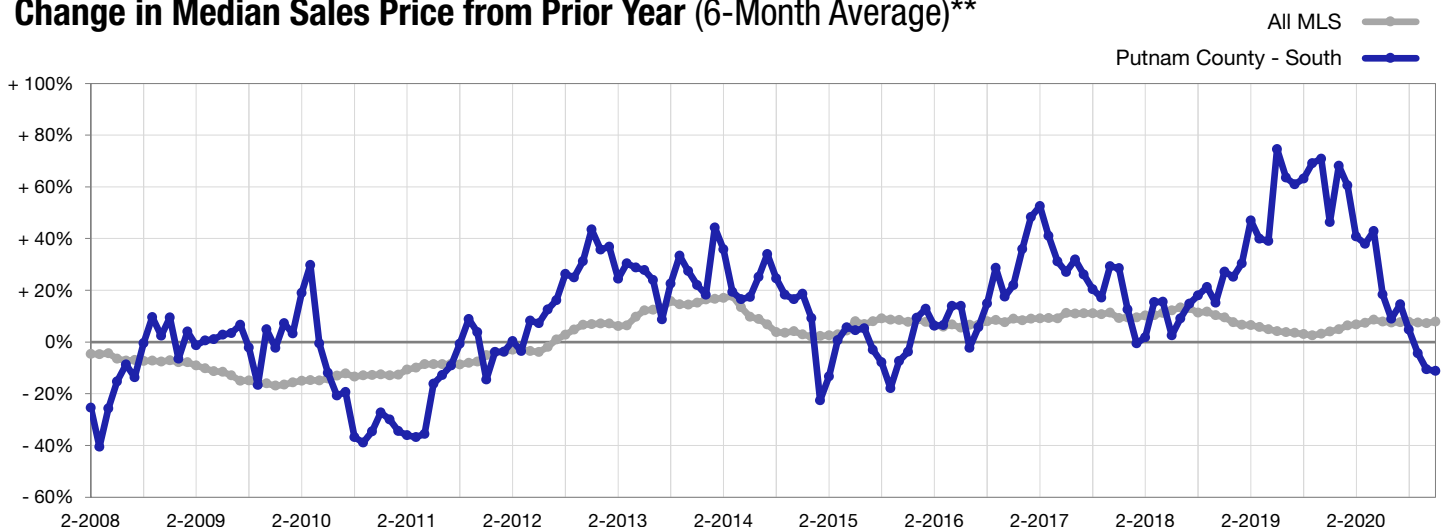


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



Baker County

- 14.3%

0.0%

+ 21.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

November

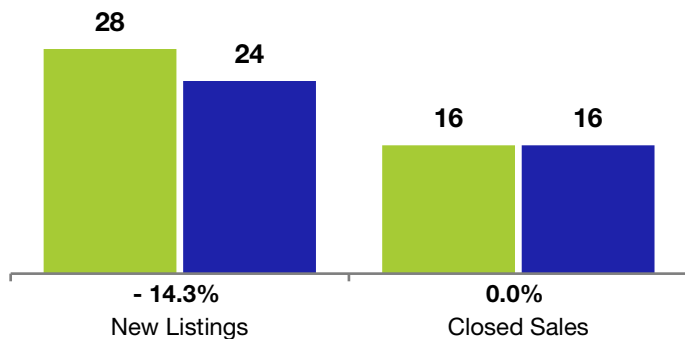
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	28	24	- 14.3%	316	337	+ 6.6%
Closed Sales	16	16	0.0%	202	274	+ 35.6%
Median Sales Price*	\$186,500	\$226,250	+ 21.3%	\$185,500	\$219,700	+ 18.4%
Percent of Original List Price Received*	96.0%	96.6%	+ 0.6%	94.5%	96.1%	+ 1.7%
Percent of Properties Sold Over List Price*	6.3%	12.5%	+ 98.4%	11.4%	15.0%	+ 31.6%
Days on Market Until Sale	65	72	+ 10.8%	70	70	0.0%
Inventory of Homes for Sale	103	59	- 42.7%	--	--	--
Months Supply of Inventory	5.3	2.3	- 56.6%	--	--	--

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

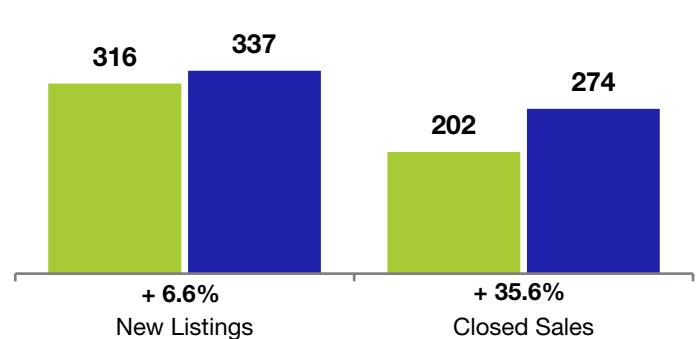
November

■ 2019 ■ 2020

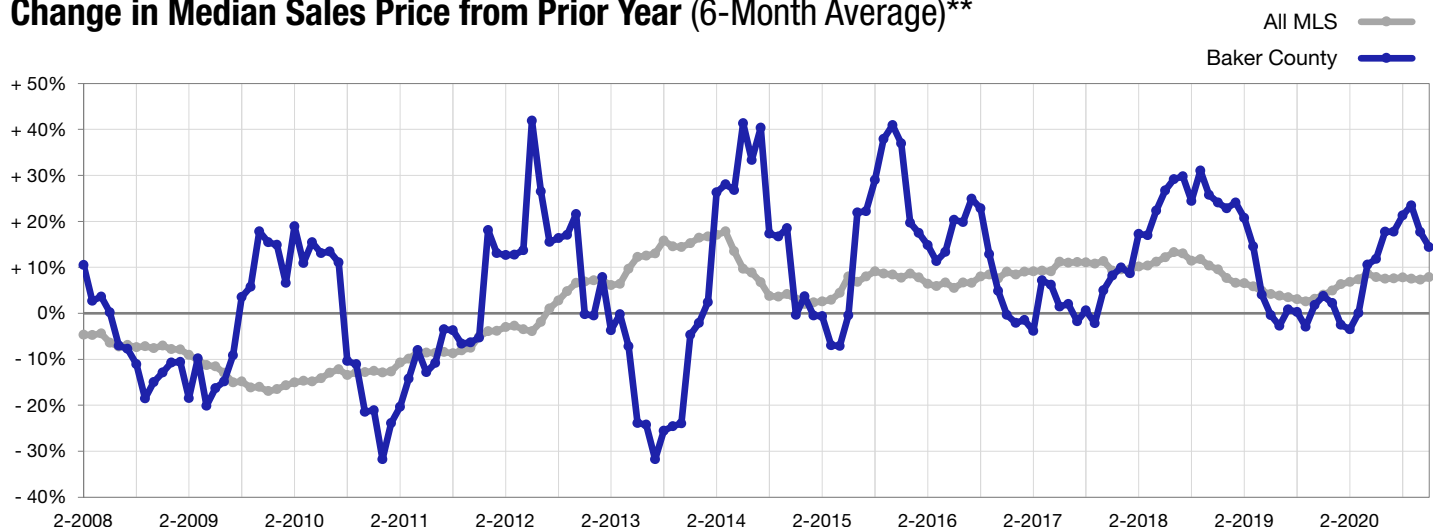


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



Clay County

+ 1.2%

Change in
New Listings

+ 26.0%

Change in
Closed Sales

+ 17.0%

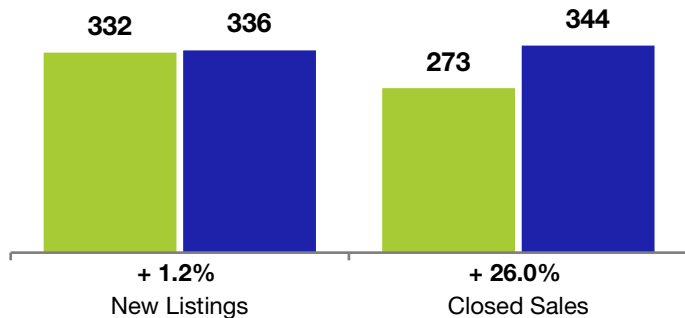
Change in
Median Sales Price

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	332	336	+ 1.2%	4,740	4,550	- 4.0%
Closed Sales	273	344	+ 26.0%	3,762	3,973	+ 5.6%
Median Sales Price*	\$209,460	\$244,990	+ 17.0%	\$220,000	\$235,000	+ 6.8%
Percent of Original List Price Received*	96.0%	97.7%	+ 1.8%	96.4%	97.4%	+ 1.0%
Percent of Properties Sold Over List Price*	13.9%	24.2%	+ 74.1%	16.1%	18.2%	+ 13.0%
Days on Market Until Sale	58	47	- 19.0%	62	61	- 1.6%
Inventory of Homes for Sale	1,016	520	- 48.8%	--	--	--
Months Supply of Inventory	3.0	1.4	- 53.3%	--	--	--

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

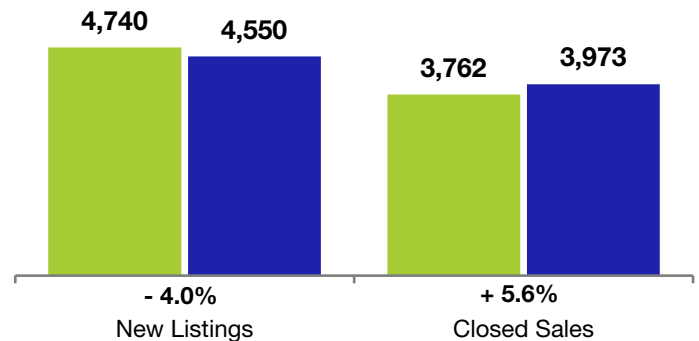
November

■ 2019 ■ 2020

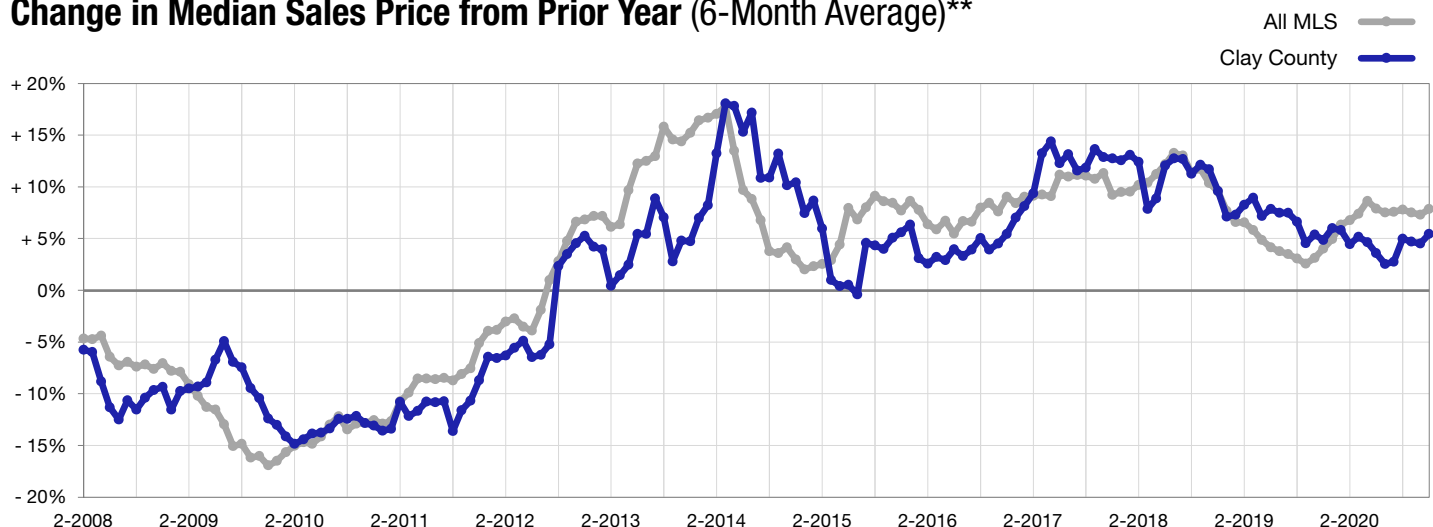


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



Duval County

- 2.5%

+ 0.9%

+ 11.9%

Change in
New Listings

Change in
Closed Sales

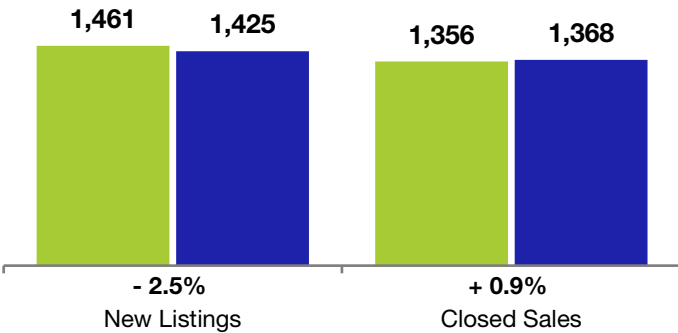
Change in
Median Sales Price

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	1,461	1,425	- 2.5%	20,901	20,165	- 3.5%
Closed Sales	1,356	1,368	+ 0.9%	16,068	16,329	+ 1.6%
Median Sales Price*	\$210,000	\$234,990	+ 11.9%	\$205,000	\$225,000	+ 9.8%
Percent of Original List Price Received*	95.3%	97.6%	+ 2.4%	95.6%	96.6%	+ 1.0%
Percent of Properties Sold Over List Price*	12.0%	19.9%	+ 65.8%	14.2%	17.6%	+ 23.9%
Days on Market Until Sale	59	48	- 18.6%	58	57	- 1.7%
Inventory of Homes for Sale	4,423	2,680	- 39.4%	--	--	--
Months Supply of Inventory	3.0	1.7	- 43.3%	--	--	--

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

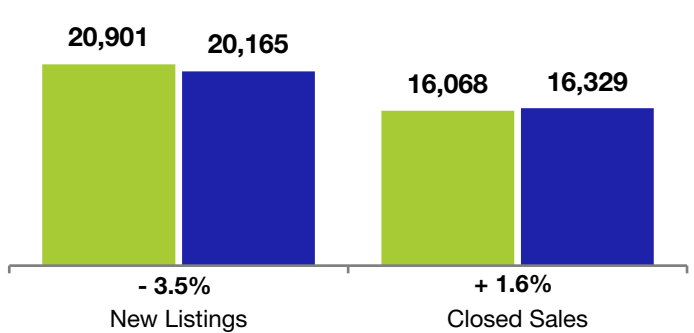
November

■ 2019 ■ 2020

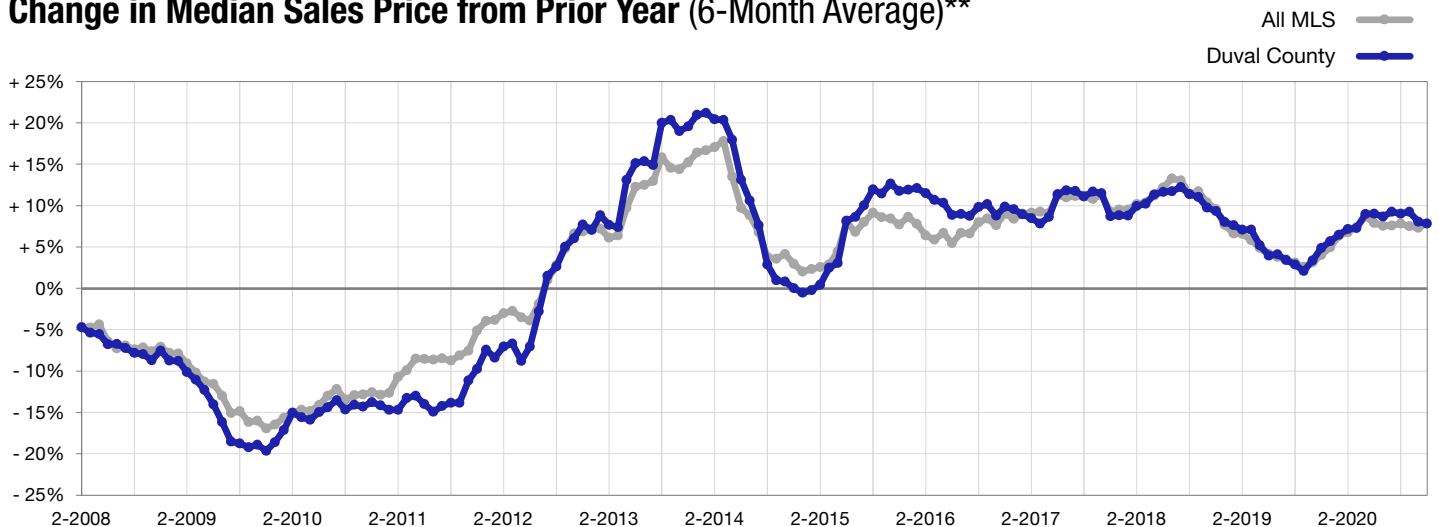


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



Nassau County

- 2.8%

+ 17.2%

+ 15.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

November

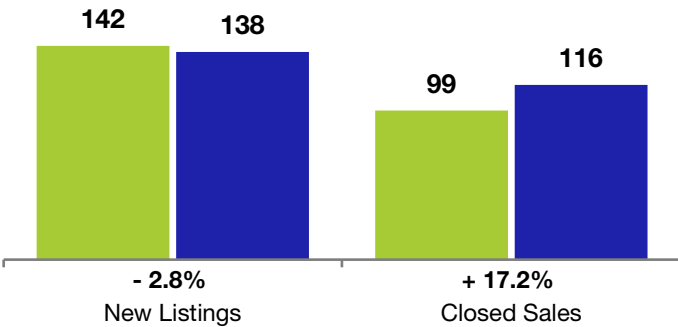
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	142	138	- 2.8%	1,776	1,766	- 0.6%
Closed Sales	99	116	+ 17.2%	1,277	1,465	+ 14.7%
Median Sales Price*	\$259,000	\$299,000	+ 15.4%	\$270,000	\$287,050	+ 6.3%
Percent of Original List Price Received*	95.7%	97.8%	+ 2.2%	96.6%	96.6%	0.0%
Percent of Properties Sold Over List Price*	10.1%	23.5%	+ 132.7%	15.3%	14.3%	- 6.5%
Days on Market Until Sale	86	60	- 30.2%	75	76	+ 1.3%
Inventory of Homes for Sale	536	268	- 50.0%	--	--	--
Months Supply of Inventory	4.7	1.9	- 59.6%	--	--	--

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

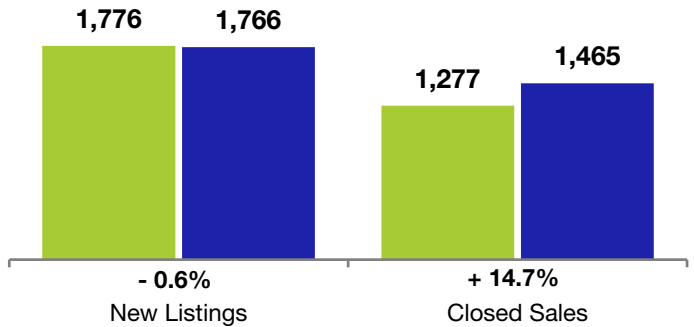
November

■ 2019 ■ 2020

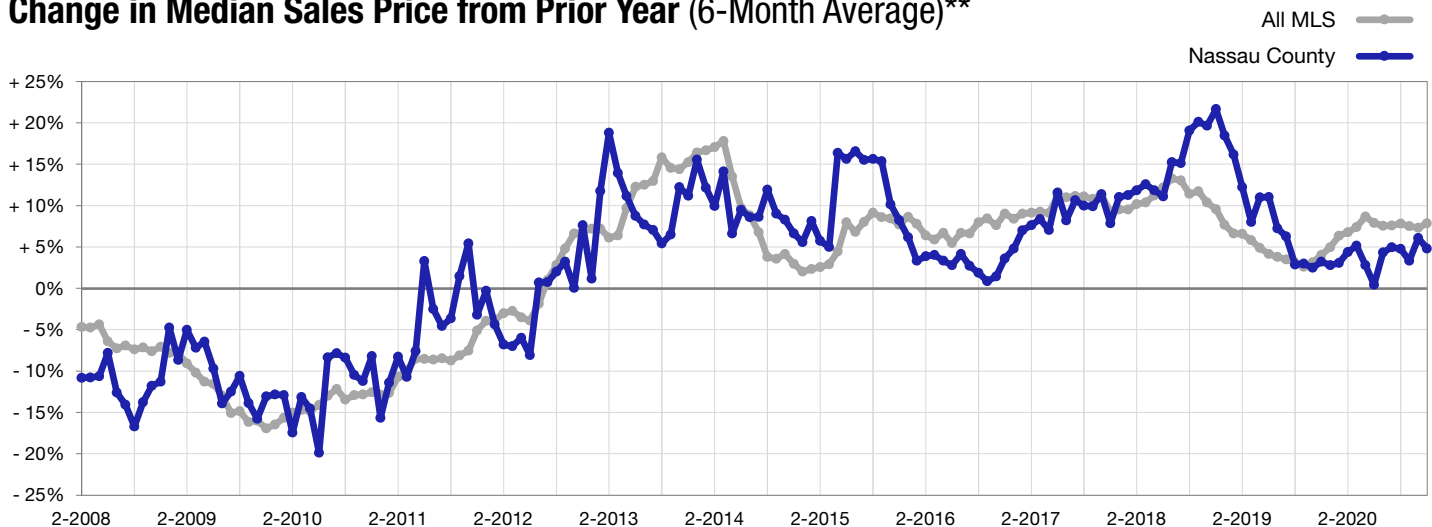


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



Putnam County

- 11.9%

+ 7.9%

+ 41.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

November

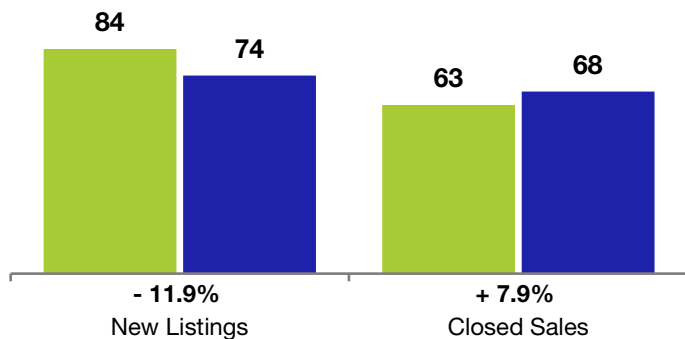
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	84	74	- 11.9%	1,151	1,019	- 11.5%
Closed Sales	63	68	+ 7.9%	828	836	+ 1.0%
Median Sales Price*	\$100,000	\$141,500	+ 41.5%	\$114,100	\$130,000	+ 13.9%
Percent of Original List Price Received*	91.1%	92.3%	+ 1.3%	90.4%	90.7%	+ 0.3%
Percent of Properties Sold Over List Price*	9.5%	8.8%	- 7.4%	10.3%	10.9%	+ 5.8%
Days on Market Until Sale	89	93	+ 4.5%	89	101	+ 13.5%
Inventory of Homes for Sale	420	241	- 42.6%	--	--	--
Months Supply of Inventory	5.5	3.1	- 43.6%	--	--	--

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

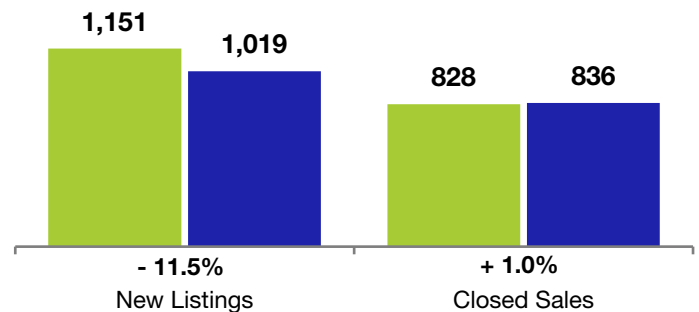
November

■ 2019 ■ 2020

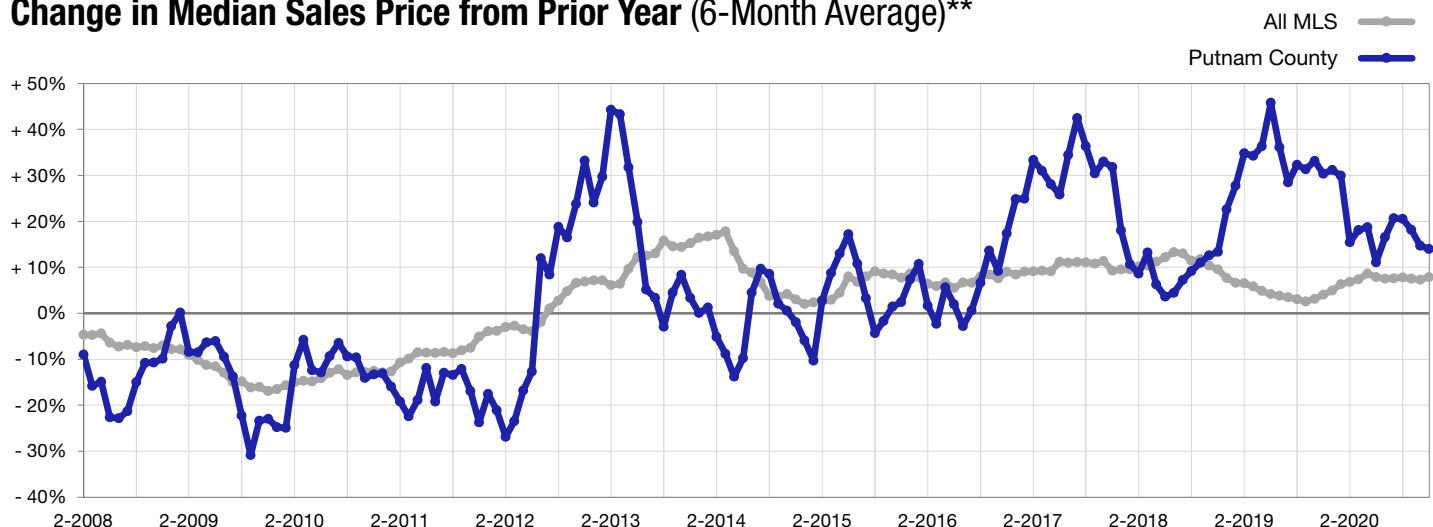


Year to Date

■ 2019 ■ 2020



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



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Local Market Update – November 2020

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



St. Johns County

- 7.9%

+ 35.2%

+ 8.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

November

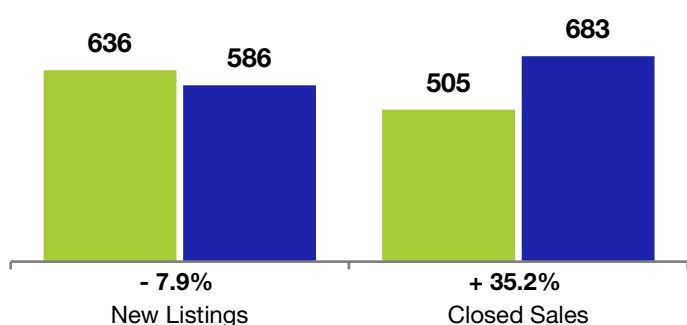
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	636	586	- 7.9%	9,018	8,913	- 1.2%
Closed Sales	505	683	+ 35.2%	6,721	7,807	+ 16.2%
Median Sales Price*	\$329,900	\$356,300	+ 8.0%	\$337,500	\$351,000	+ 4.0%
Percent of Original List Price Received*	95.6%	97.8%	+ 2.3%	96.1%	96.9%	+ 0.8%
Percent of Properties Sold Over List Price*	9.7%	14.7%	+ 51.5%	10.7%	11.2%	+ 4.7%
Days on Market Until Sale	75	63	- 16.0%	83	79	- 4.8%
Inventory of Homes for Sale	2,518	1,223	- 51.4%	--	--	--
Months Supply of Inventory	4.1	1.7	- 58.5%	--	--	--

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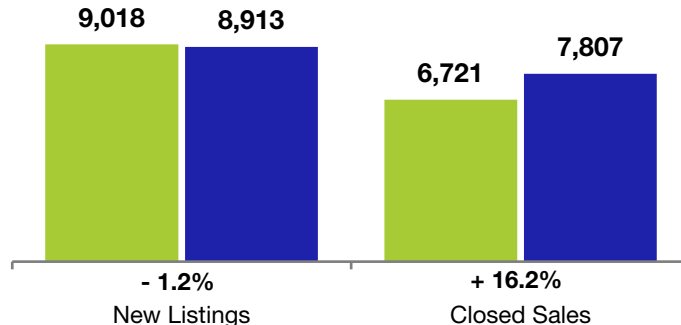
November

■ 2019 ■ 2020

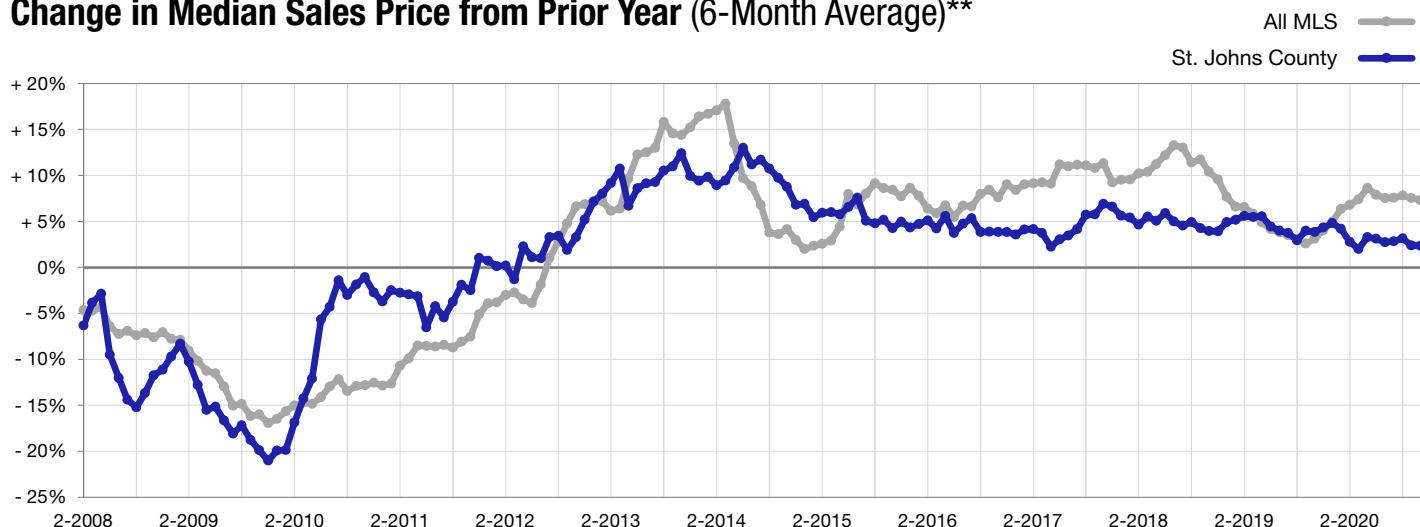


Year to Date

■ 2019 ■ 2020



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



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