

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.

January 2021

January started off strong for the housing market, with healthy buyer demand and strong market fundamentals. A robust increase in housing starts in December points to an active year for new construction, but higher material costs, especially lumber, and a limited supply of buildable lots will temper the number of new units.

New Listings in the Northeast Florida region decreased 14.9 percent to 2,989. Pending Sales were up 17.9 percent to 2,970. Inventory levels fell 51.6 percent to 4,296 units.

Prices continued to gain traction. The Median Sales Price increased 10.8 percent to \$256,995. Days on Market was down 28.4 percent to 53 days. Sellers were encouraged as Months Supply of Inventory was down 57.6 percent to 1.4 months.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

Quick Facts

+ 11.2%	+ 10.8%	- 51.6%
Change in Closed Sales	Change in Median Sales Price	Change in Inventory

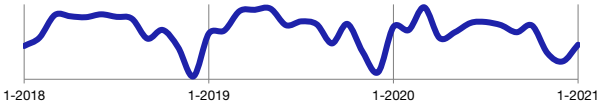
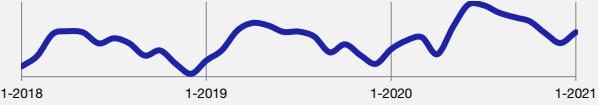

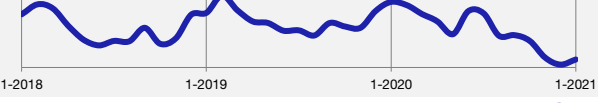
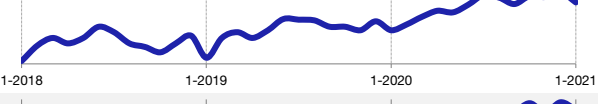

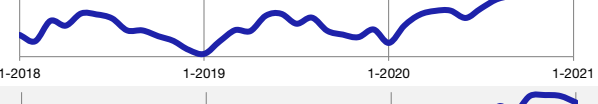
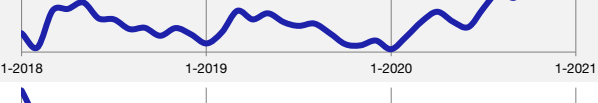
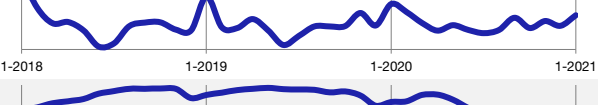


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Market Overview

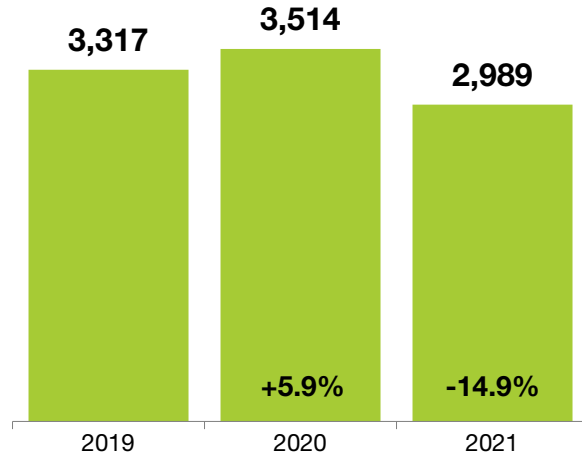
Key market metrics for the current month and year-to-date.

Key Metrics	Historical Sparklines	1-2020	1-2021	+/-	YTD 2020	YTD 2021	+/-
New Listings		3,514	2,989	- 14.9%	3,514	2,989	- 14.9%
Pending Sales		2,520	2,970	+ 17.9%	2,520	2,970	+ 17.9%
Closed Sales		1,988	2,210	+ 11.2%	1,988	2,210	+ 11.2%
Days on Market Until Sale		74	53	- 28.4%	74	53	- 28.4%
Median Sales Price		\$231,943	\$256,995	+ 10.8%	\$231,943	\$256,995	+ 10.8%
Average Sales Price		\$275,787	\$319,811	+ 16.0%	\$275,787	\$319,811	+ 16.0%
Percent of Original List Price Received		95.0%	97.2%	+ 2.3%	95.0%	97.2%	+ 2.3%
Percent of Properties Sold Over List Price		11.1%	17.9%	+ 61.3%	11.1%	17.9%	+ 61.3%
Housing Affordability Index		146	141	- 3.4%	146	141	- 3.4%
Inventory of Homes for Sale		8,876	4,296	- 51.6%	--	--	--
Months Supply of Homes for Sale		3.3	1.4	- 57.6%	--	--	--

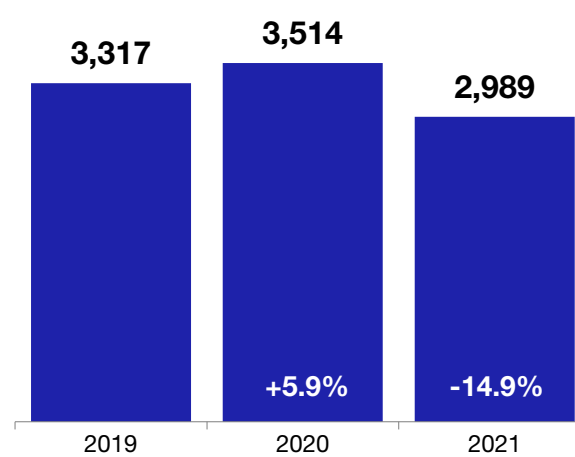
New Listings

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

January

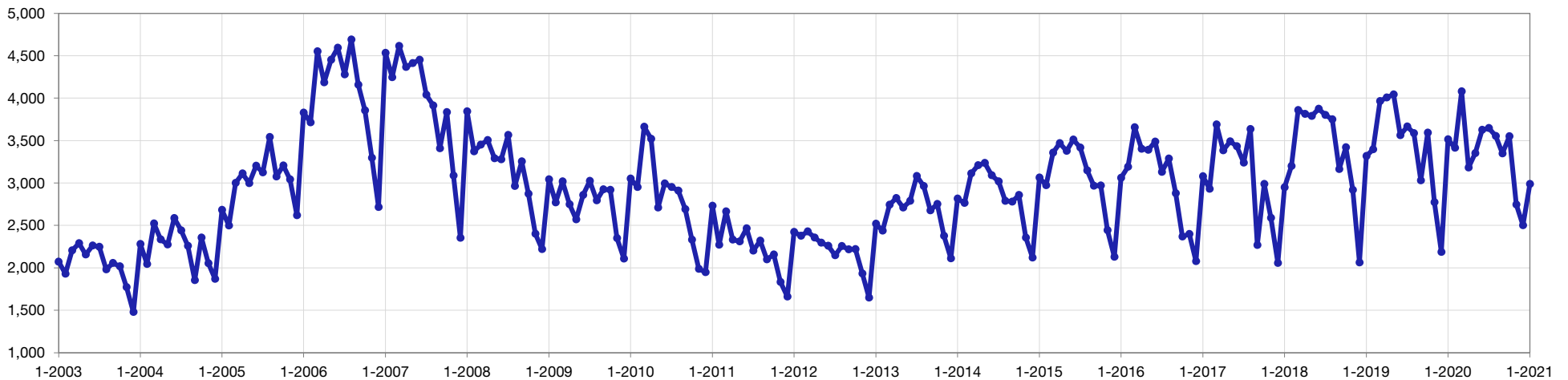


Year To Date



Month	Prior Year	Current Year	+ / -
February 2020	3,397	3,415	+0.5%
March 2020	3,966	4,080	+2.9%
April 2020	4,008	3,183	-20.6%
May 2020	4,043	3,351	-17.1%
June 2020	3,562	3,626	+1.8%
July 2020	3,667	3,647	-0.5%
August 2020	3,586	3,555	-0.9%
September 2020	3,031	3,349	+10.5%
October 2020	3,594	3,552	-1.2%
November 2020	2,773	2,746	-1.0%
December 2020	2,187	2,502	+14.4%
January 2021	3,514	2,989	-14.9%
12-Month Avg	3,444	3,333	-3.2%

Historical New Listing Activity

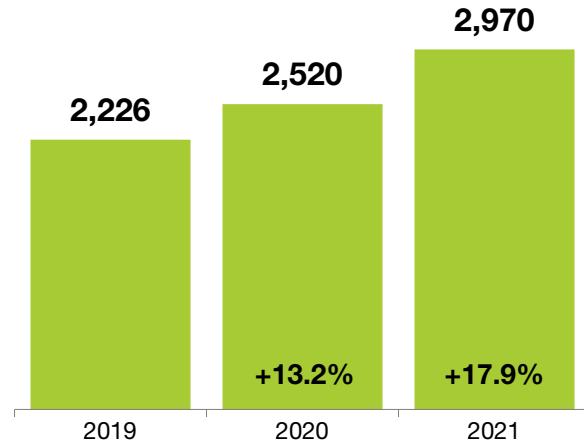


Pending Sales

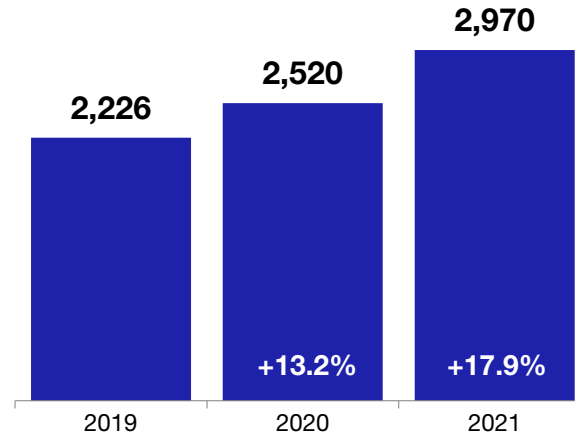
A count of the properties on which contracts have been written in a given month.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February 2020	2,491	2,751	+10.4%
March 2020	3,011	2,827	-6.1%
April 2020	3,207	2,385	-25.6%
May 2020	3,146	3,100	-1.5%
June 2020	2,976	3,690	+24.0%
July 2020	2,981	3,671	+23.1%
August 2020	2,848	3,480	+22.2%
September 2020	2,435	3,361	+38.0%
October 2020	2,647	3,253	+22.9%
November 2020	2,358	2,940	+24.7%
December 2020	2,136	2,679	+25.4%
January 2021	2,520	2,970	+17.9%
12-Month Avg	2,730	3,092	+13.3%

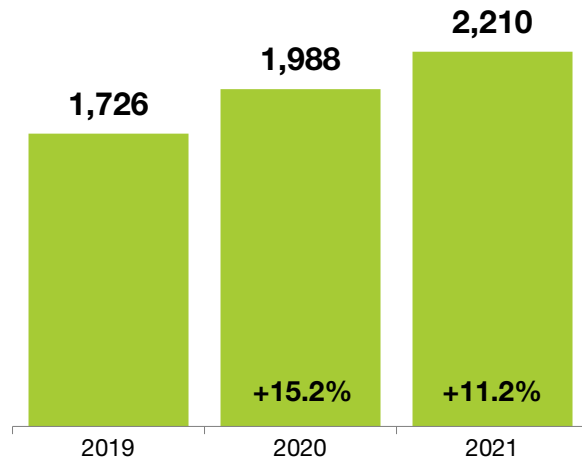
Historical Pending Sales Activity



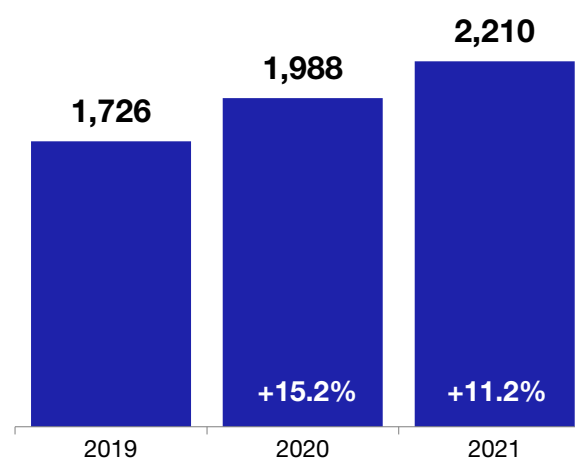
Closed Sales

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

January

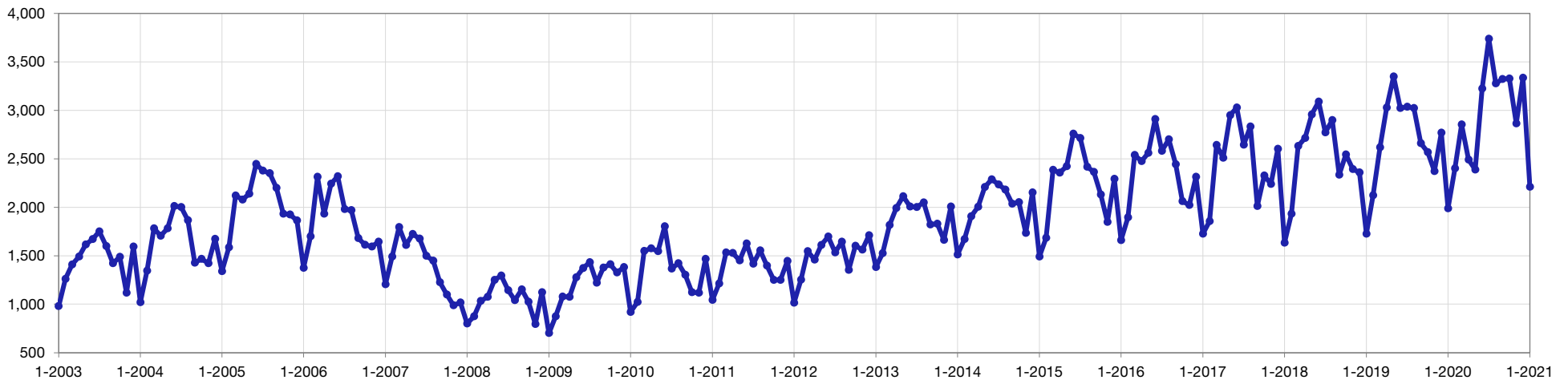


Year To Date



Month	Prior Year	Current Year	+ / -
February 2020	2,123	2,400	+13.0%
March 2020	2,617	2,854	+9.1%
April 2020	3,028	2,491	-17.7%
May 2020	3,347	2,387	-28.7%
June 2020	3,024	3,223	+6.6%
July 2020	3,037	3,738	+23.1%
August 2020	3,022	3,278	+8.5%
September 2020	2,660	3,321	+24.8%
October 2020	2,567	3,326	+29.6%
November 2020	2,371	2,865	+20.8%
December 2020	2,768	3,335	+20.5%
January 2021	1,988	2,210	+11.2%
12-Month Avg	2,713	2,952	+10.1%

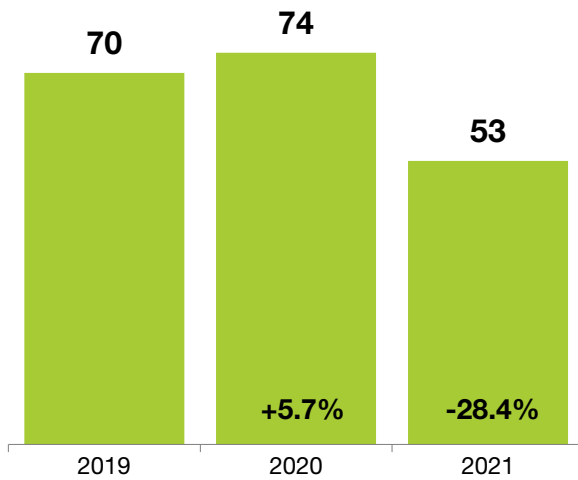
Historical Closed Sales Activity



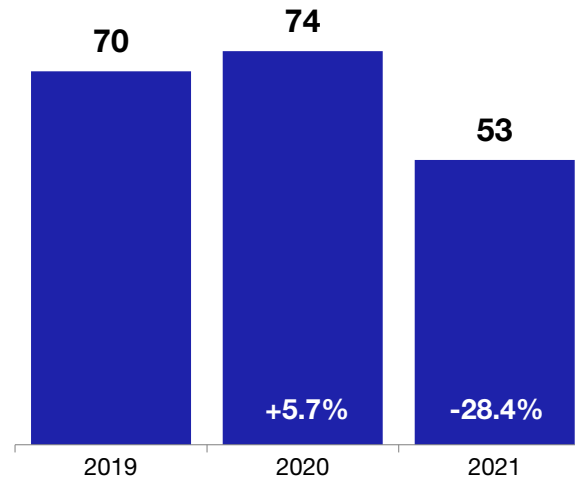
Days on Market Until Sale

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

January



Year To Date



Month	Prior Year	Current Year	+ / -
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	62	-6.1%
October 2020	65	60	-7.7%
November 2020	65	54	-16.9%
December 2020	71	52	-26.8%
January 2021	74	53	-28.4%
12-Month Avg	67	63	-6.2%

Historical Days on Market Until Sale

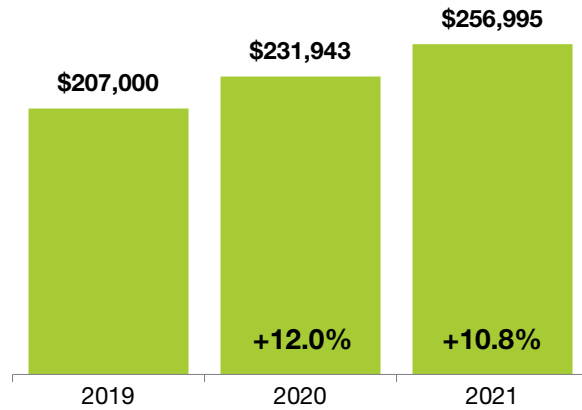


Median Sales Price

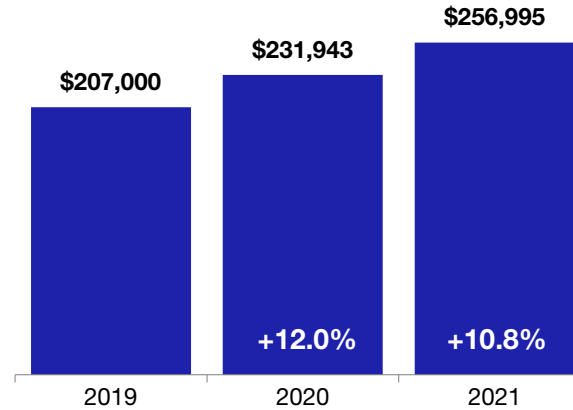
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February 2020	\$225,000	\$237,000	+5.3%
March 2020	\$230,000	\$244,000	+6.1%
April 2020	\$225,000	\$249,400	+10.8%
May 2020	\$232,000	\$248,000	+6.9%
June 2020	\$242,000	\$255,000	+5.4%
July 2020	\$241,500	\$263,745	+9.2%
August 2020	\$240,700	\$261,450	+8.6%
September 2020	\$235,000	\$255,500	+8.7%
October 2020	\$235,000	\$262,930	+11.9%
November 2020	\$232,000	\$261,875	+12.9%
December 2020	\$240,000	\$266,563	+11.1%
January 2021	\$231,943	\$256,995	+10.8%
12-Month Med	\$235,000	\$255,000	+8.5%

Historical Median Sales Price

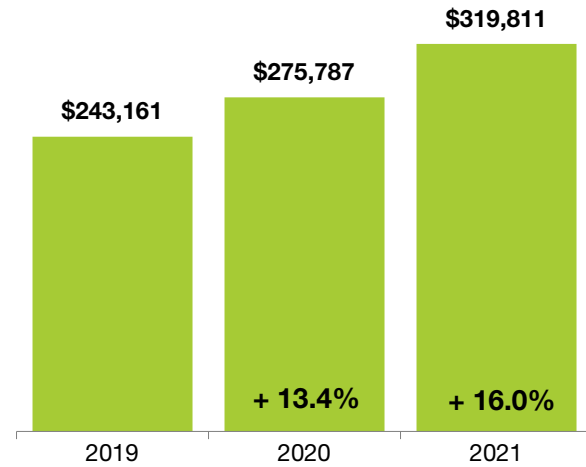


Average Sales Price

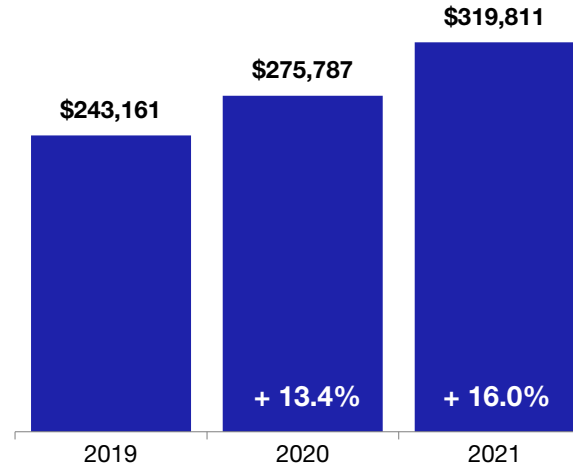
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February 2020	\$256,406	\$283,530	+10.6%
March 2020	\$269,086	\$286,406	+6.4%
April 2020	\$277,186	\$296,665	+7.0%
May 2020	\$274,964	\$287,901	+4.7%
June 2020	\$297,599	\$309,449	+4.0%
July 2020	\$282,788	\$322,537	+14.1%
August 2020	\$288,747	\$317,839	+10.1%
September 2020	\$271,754	\$317,342	+16.8%
October 2020	\$272,615	\$327,993	+20.3%
November 2020	\$270,948	\$316,013	+16.6%
December 2020	\$289,489	\$328,998	+13.6%
January 2021	\$275,787	\$319,811	+16.0%
12-Month Avg	\$278,147	\$311,147	+11.9%

Historical Average Sales Price

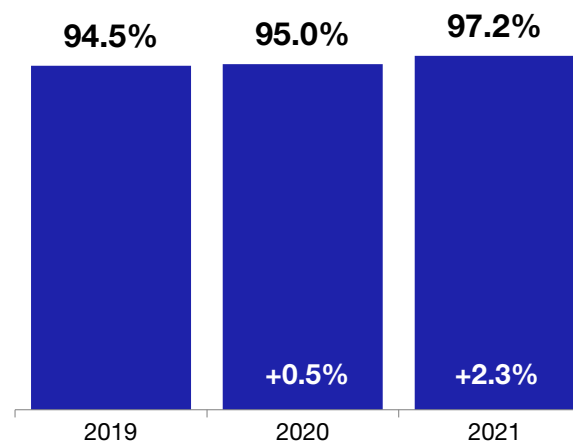
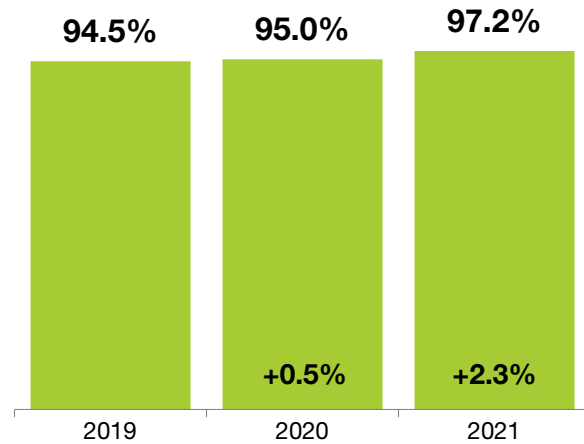


Percent of Original List Price Received

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.

January

Year To Date



Month	Prior Year	Current Year	+ / -
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%	96.5%	+0.3%
June 2020	96.3%	96.1%	-0.2%
July 2020	95.9%	96.6%	+0.7%
August 2020	96.1%	96.9%	+0.8%
September 2020	95.6%	97.1%	+1.6%
October 2020	95.4%	97.1%	+1.8%
November 2020	95.3%	97.5%	+2.3%
December 2020	95.6%	97.6%	+2.1%
January 2021	95.0%	97.2%	+2.3%
12-Month Avg	95.7%	96.8%	+1.1%

Historical Percent of Original List Price Received

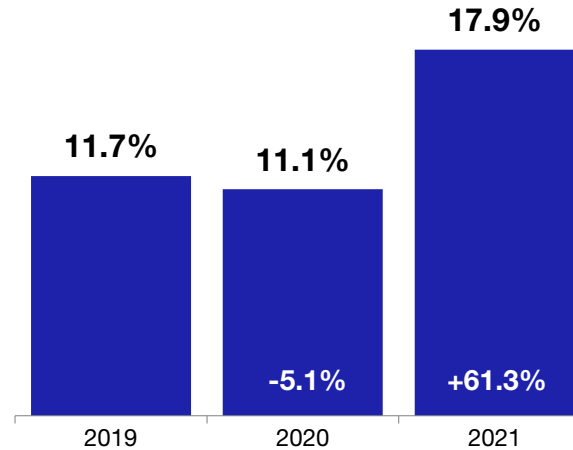
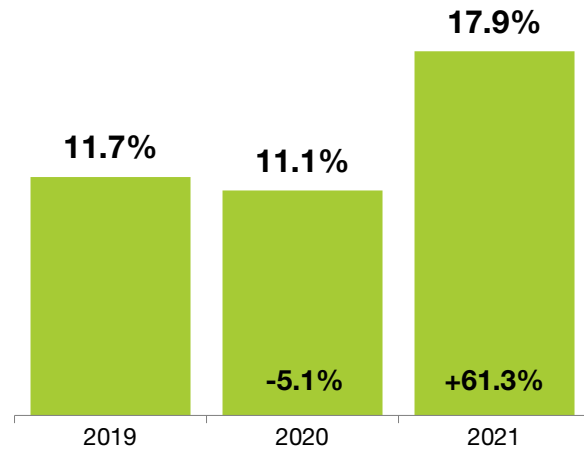


Percent of Properties Sold Over List Price

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

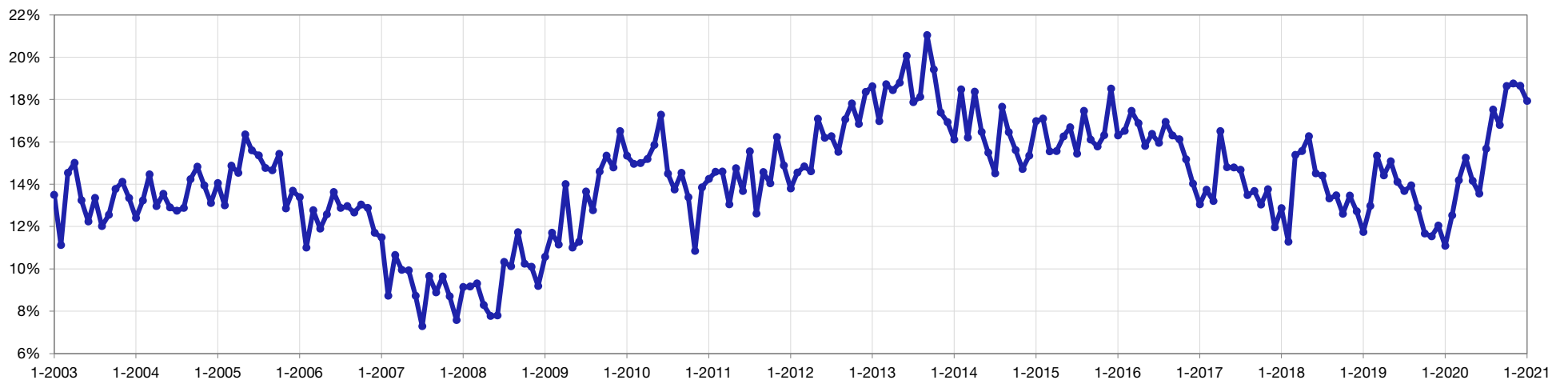
January

Year To Date



Month	Prior Year	Current Year	+ / -
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%	15.7%	+14.6%
August 2020	13.9%	17.5%	+25.9%
September 2020	12.9%	16.8%	+30.2%
October 2020	11.7%	18.6%	+59.0%
November 2020	11.5%	18.8%	+63.5%
December 2020	12.0%	18.7%	+55.8%
January 2021	11.1%	17.9%	+61.3%
12-Month Avg	13.4%	16.2%	+21.5%

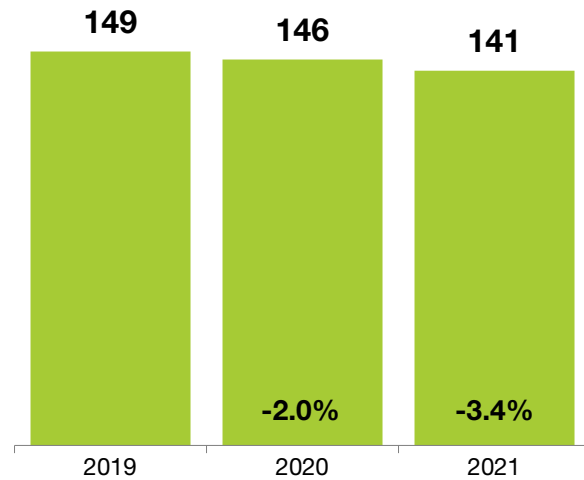
Historical Percent of Properties Sold Over List Price



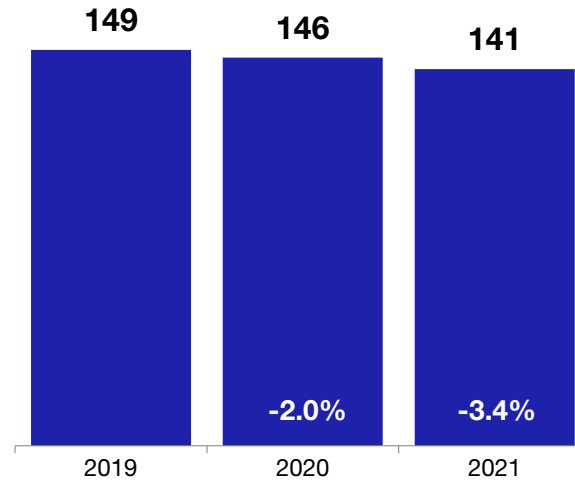
Housing Affordability Index

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

January



Year To Date



Month	Prior Year	Current Year	+ / -
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	135	+1.5%
August 2020	137	136	-0.7%
September 2020	137	140	+2.2%
October 2020	137	136	-0.7%
November 2020	142	139	-2.1%
December 2020	137	137	0.0%
January 2021	146	141	-3.4%
12-Month Avg	137	138	+0.4%

Historical Housing Affordability Index

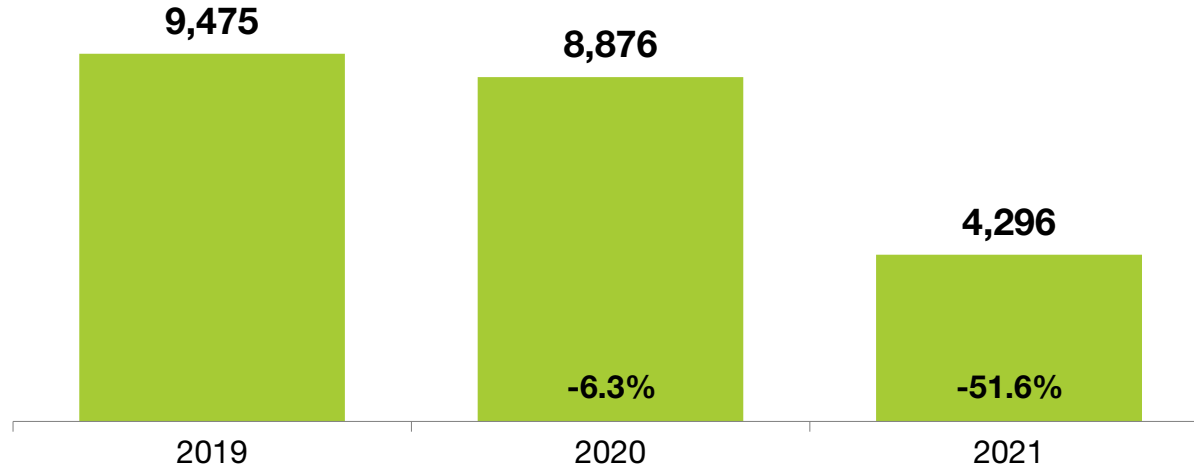


Inventory of Homes for Sale

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

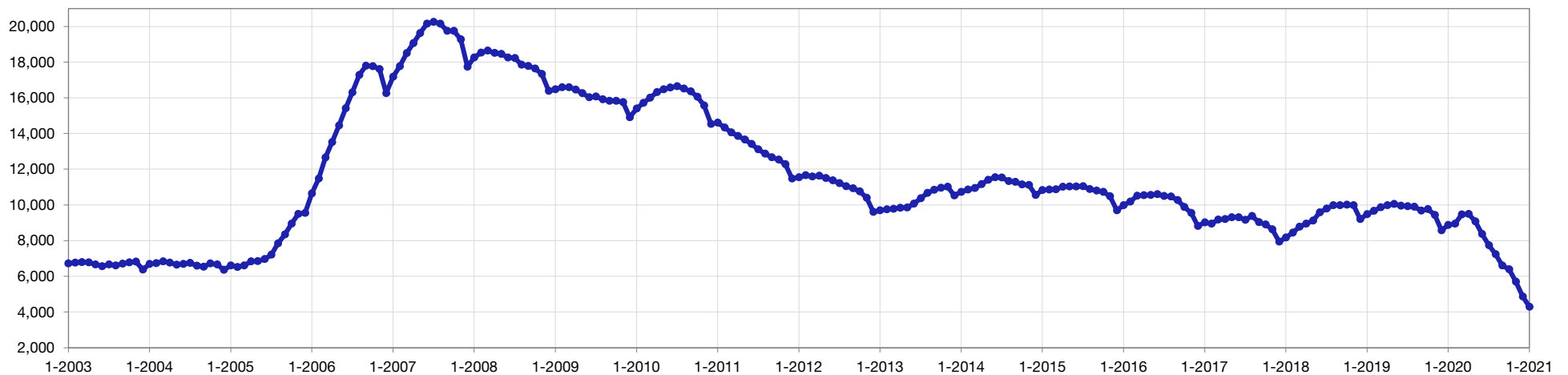


January



Month	Prior Year	Current Year	+ / -
February 2020	9,665	8,939	-7.5%
March 2020	9,860	9,461	-4.0%
April 2020	9,980	9,495	-4.9%
May 2020	10,054	9,069	-9.8%
June 2020	9,955	8,373	-15.9%
July 2020	9,921	7,731	-22.1%
August 2020	9,889	7,233	-26.9%
September 2020	9,676	6,607	-31.7%
October 2020	9,757	6,384	-34.6%
November 2020	9,426	5,703	-39.5%
December 2020	8,573	4,864	-43.3%
January 2021	8,876	4,296	-51.6%
12-Month Avg	9,636	7,346	-24.3%

Historical Inventory of Homes for Sale

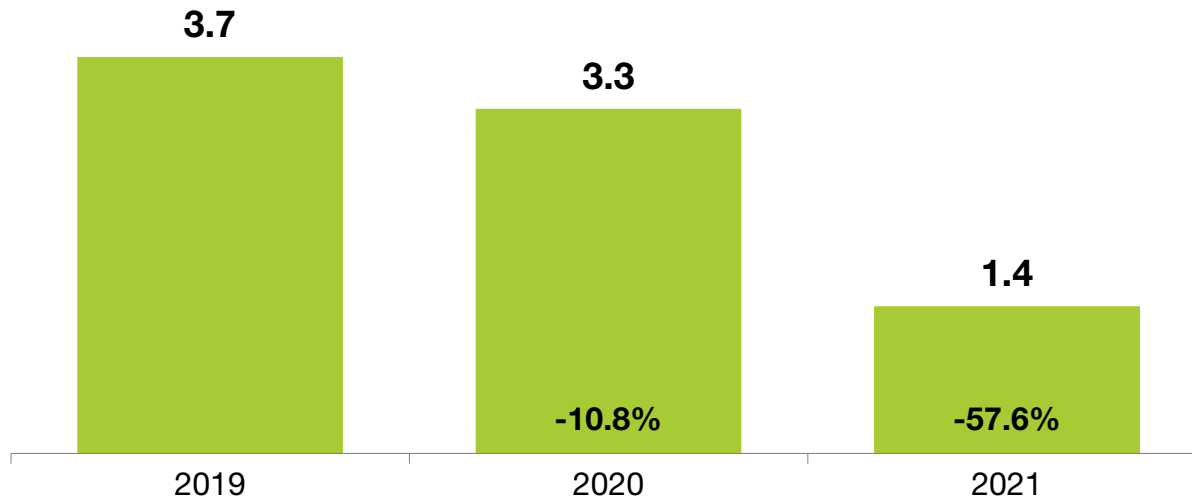


Months Supply of Inventory

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.

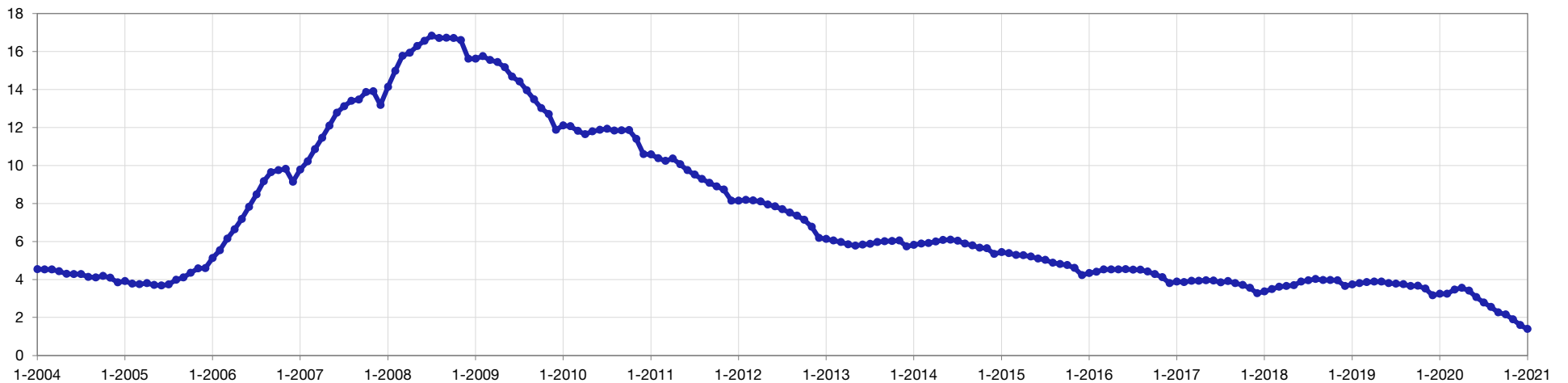


January



Month	Prior Year	Current Year	+ / -
February 2020	3.8	3.2	-15.8%
March 2020	3.9	3.5	-10.3%
April 2020	3.9	3.6	-7.7%
May 2020	3.9	3.4	-12.8%
June 2020	3.8	3.1	-18.4%
July 2020	3.8	2.8	-26.3%
August 2020	3.7	2.6	-29.7%
September 2020	3.7	2.3	-37.8%
October 2020	3.7	2.2	-40.5%
November 2020	3.5	1.9	-45.7%
December 2020	3.2	1.6	-50.0%
January 2021	3.3	1.4	-57.6%
12-Month Avg	3.7	2.6	-28.7%

Historical Months Supply of Inventory



Housing Supply Overview

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January 2021

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Quick Facts

+ 53.9%	+ 29.5%	+ 13.7%
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

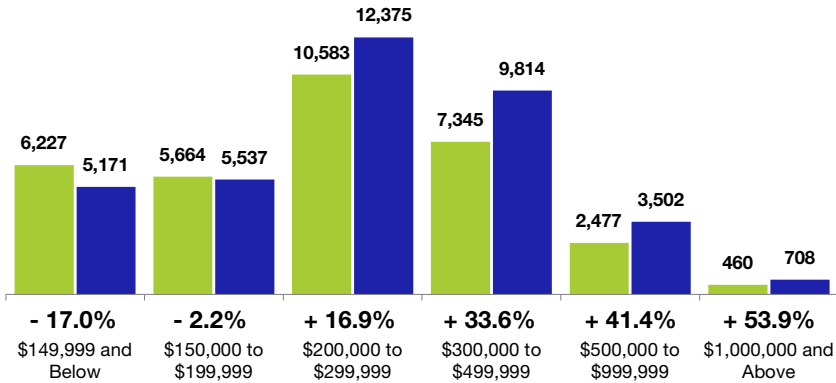


Pending Sales

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

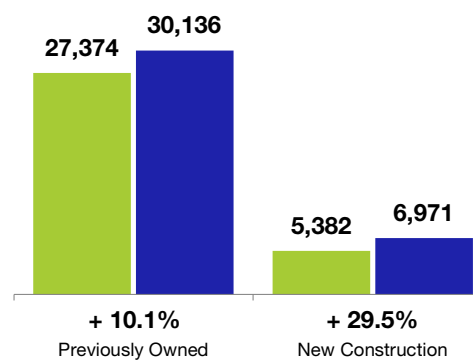
By Price Range

■ 1-2020 ■ 1-2021



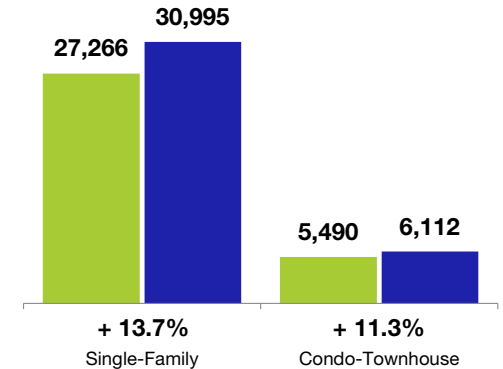
By Construction Status

■ 1-2020 ■ 1-2021



By Property Type

■ 1-2020 ■ 1-2021



All Properties

By Price Range	1-2020	1-2021	Change
\$149,999 and Below	6,227	5,171	- 17.0%
\$150,000 to \$199,999	5,664	5,537	- 2.2%
\$200,000 to \$299,999	10,583	12,375	+ 16.9%
\$300,000 to \$499,999	7,345	9,814	+ 33.6%
\$500,000 to \$999,999	2,477	3,502	+ 41.4%
\$1,000,000 and Above	460	708	+ 53.9%
All Price Ranges	32,756	37,107	+ 13.3%

Single-Family

1-2020	1-2021	Change
4,376	3,657	- 16.4%
4,087	3,821	- 6.5%
9,470	10,719	+ 13.2%
6,683	9,016	+ 34.9%
2,254	3,152	+ 39.8%
396	630	+ 59.1%
27,266	30,995	+ 13.7%

Condo-Townhouse

1-2020	1-2021	Change
1,851	1,514	- 18.2%
1,577	1,716	+ 8.8%
1,113	1,656	+ 48.8%
662	798	+ 20.5%
223	350	+ 57.0%
64	78	+ 21.9%
5,490	6,112	+ 11.3%

By Construction Status	1-2020	1-2021	Change
Previously Owned	27,374	30,136	+ 10.1%
New Construction	5,382	6,971	+ 29.5%
All Property Types	32,756	37,107	+ 13.3%

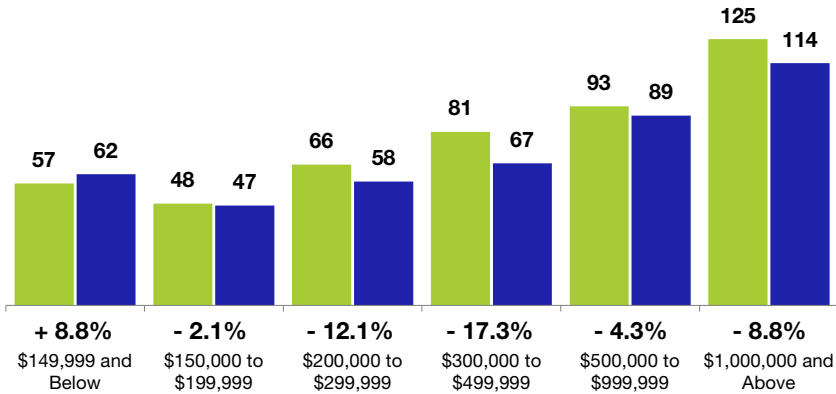
1-2020	1-2021	Change	1-2020	1-2021	Change
22,301	24,902	+ 11.7%	5,073	5,234	+ 3.2%
4,965	6,093	+ 22.7%	417	878	+ 110.6%
27,266	30,995	+ 13.7%	5,490	6,112	+ 11.3%

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.

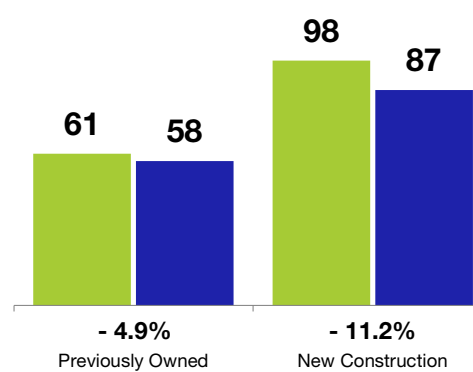
By Price Range

■ 1-2020 ■ 1-2021



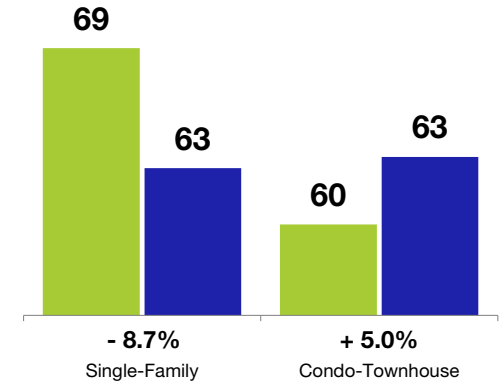
By Construction Status

■ 1-2020 ■ 1-2021



By Property Type

■ 1-2020 ■ 1-2021



All Properties

By Price Range	1-2020	1-2021	Change
\$149,999 and Below	57	62	+ 8.8%
\$150,000 to \$199,999	48	47	- 2.1%
\$200,000 to \$299,999	66	58	- 12.1%
\$300,000 to \$499,999	81	67	- 17.3%
\$500,000 to \$999,999	93	89	- 4.3%
\$1,000,000 and Above	125	114	- 8.8%
All Price Ranges	67	63	- 6.0%

Single-Family

1-2020	1-2021	Change	1-2020	1-2021	Change
60	65	+ 8.3%	51	54	+ 5.9%
47	45	- 4.3%	49	50	+ 2.0%
66	57	- 13.6%	68	65	- 4.4%
81	65	- 19.8%	81	89	+ 9.9%
91	87	- 4.4%	114	106	- 7.0%
129	115	- 10.9%	97	105	+ 8.2%
69	63	- 8.7%	60	63	+ 5.0%

Condo-Townhouse

By Construction Status	1-2020	1-2021	Change
Previously Owned	61	58	- 4.9%
New Construction	98	87	- 11.2%
All Property Types	67	63	- 6.0%

1-2020	1-2021	Change	1-2020	1-2021	Change
62	58	- 6.5%	59	59	0.0%
100	85	- 15.0%	80	95	+ 18.8%
69	63	- 8.7%	60	63	+ 5.0%

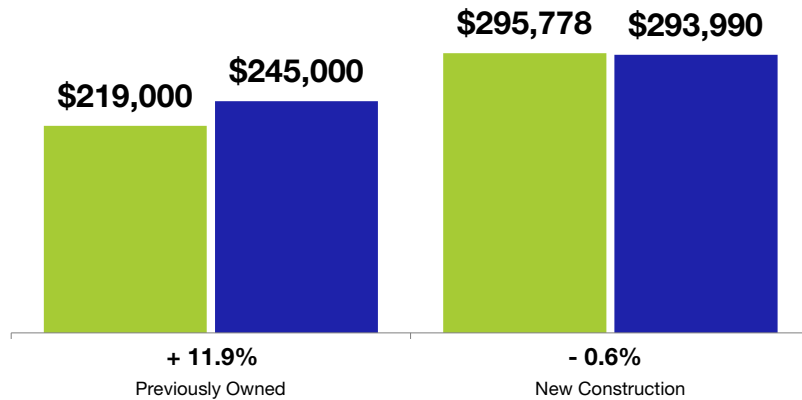
Median Sales Price

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



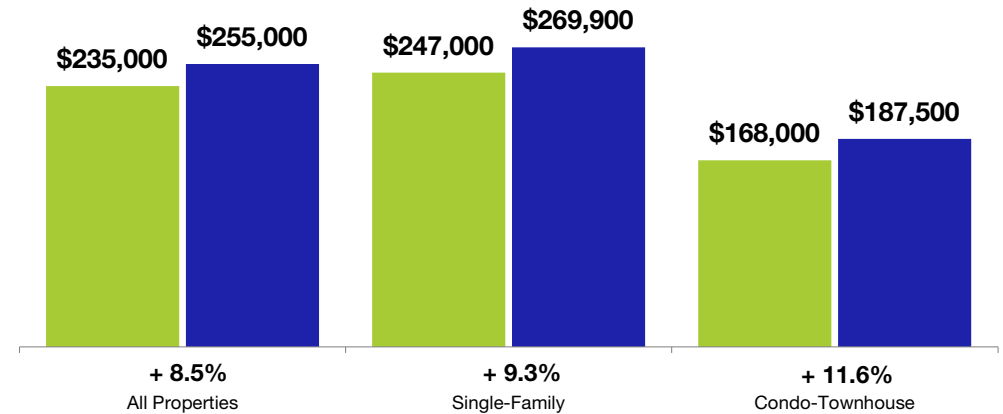
By Construction Status

■ 1-2020 ■ 1-2021



By Property Type

■ 1-2020 ■ 1-2021



All Properties

By Construction Status	1-2020	1-2021	Change
Previously Owned	\$219,000	\$245,000	+ 11.9%
New Construction	\$295,778	\$293,990	- 0.6%
All Construction Statuses	\$235,000	\$255,000	+ 8.5%

Single-Family

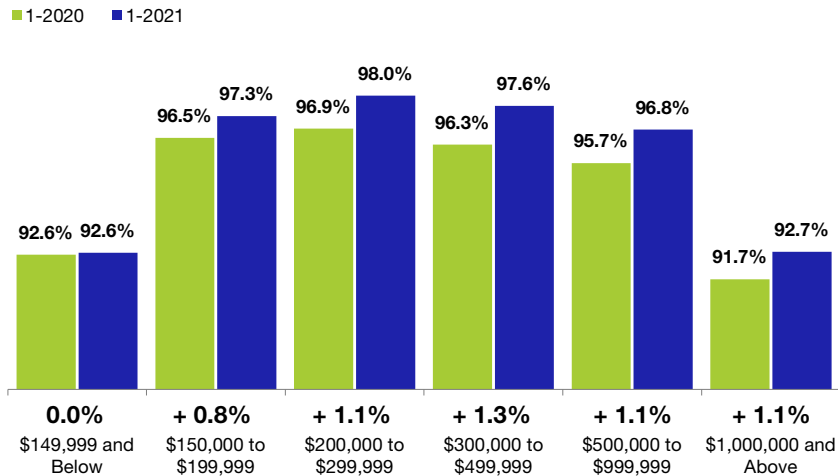
1-2020	1-2021	Change	1-2020	1-2021	Change
\$232,000	\$259,900	+ 12.0%	\$162,500	\$176,000	+ 8.3%
\$299,994	\$300,990	+ 0.3%	\$250,985	\$235,510	- 6.2%
\$247,000	\$269,900	+ 9.3%	\$168,000	\$187,500	+ 11.6%

Condo-Townhouse

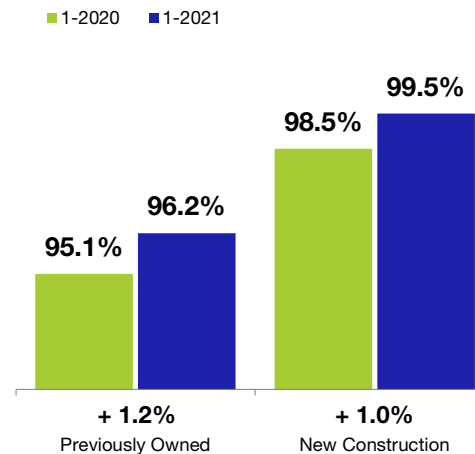
Percent of Original List Price Received

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

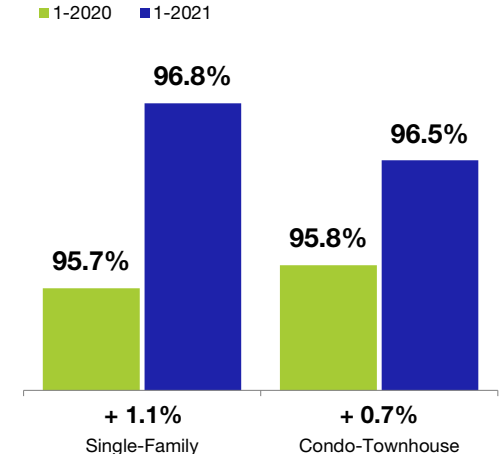
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	1-2020	1-2021	Change
\$149,999 and Below	92.6%	92.6%	0.0%
\$150,000 to \$199,999	96.5%	97.3%	+ 0.8%
\$200,000 to \$299,999	96.9%	98.0%	+ 1.1%
\$300,000 to \$499,999	96.3%	97.6%	+ 1.3%
\$500,000 to \$999,999	95.7%	96.8%	+ 1.1%
\$1,000,000 and Above	91.7%	92.7%	+ 1.1%
All Price Ranges	95.7%	96.8%	+ 1.1%

Single-Family

1-2020	1-2021	Change	1-2020	1-2021	Change
91.5%	91.4%	- 0.1%	95.0%	95.4%	+ 0.4%
96.3%	97.2%	+ 0.9%	97.1%	97.5%	+ 0.4%
96.9%	98.1%	+ 1.2%	96.1%	97.2%	+ 1.1%
96.4%	97.7%	+ 1.3%	95.4%	96.4%	+ 1.0%
95.8%	97.1%	+ 1.4%	94.8%	94.6%	- 0.2%
91.6%	92.6%	+ 1.1%	92.5%	93.1%	+ 0.6%
95.7%	96.8%	+ 1.1%	95.8%	96.5%	+ 0.7%

Condo-Townhouse

By Construction Status	1-2020	1-2021	Change
Previously Owned	95.1%	96.2%	+ 1.2%
New Construction	98.5%	99.5%	+ 1.0%
All Property Types	95.7%	96.8%	+ 1.1%

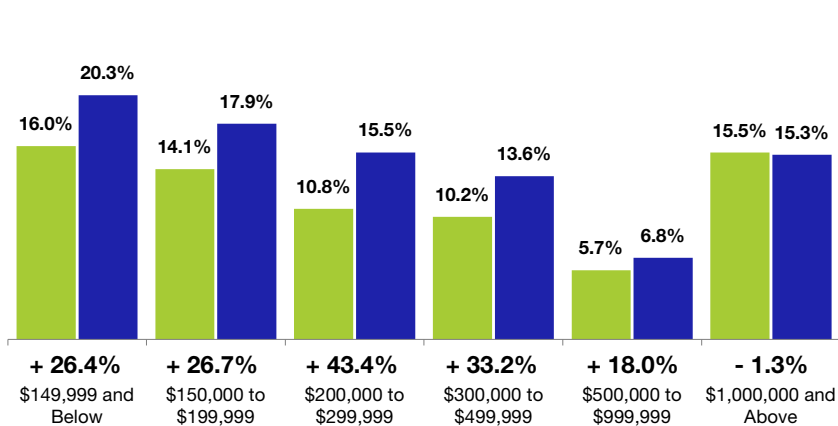
1-2020	1-2021	Change	1-2020	1-2021	Change
95.0%	96.2%	+ 1.3%	95.7%	96.3%	+ 0.6%
98.6%	99.6%	+ 1.0%	97.7%	98.1%	+ 0.4%
95.7%	96.8%	+ 1.1%	95.8%	96.5%	+ 0.7%

Percent of Properties Sold Over List Price

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

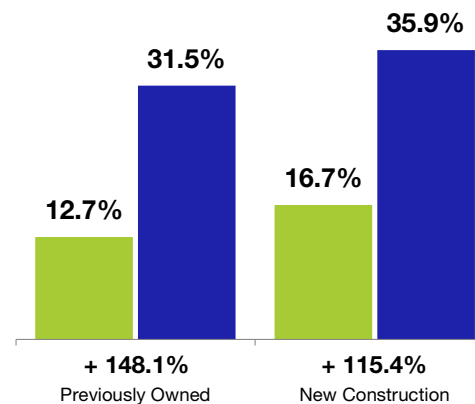
By Price Range

■ 1-2020 ■ 1-2021



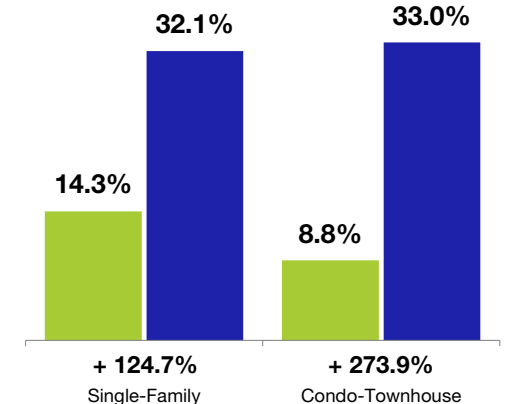
By Construction Status

■ 1-2020 ■ 1-2021



By Property Type

■ 1-2020 ■ 1-2021



All Properties

By Price Range	1-2020	1-2021	Change
\$149,999 and Below	16.0%	20.3%	+ 26.4%
\$150,000 to \$199,999	14.1%	17.9%	+ 26.7%
\$200,000 to \$299,999	10.8%	15.5%	+ 43.4%
\$300,000 to \$499,999	10.2%	13.6%	+ 33.2%
\$500,000 to \$999,999	5.7%	6.8%	+ 18.0%
\$1,000,000 and Above	15.5%	15.3%	- 1.3%
All Price Ranges	13.4%	16.2%	+ 21.5%

Single-Family

1-2020	1-2021	Change	1-2020	1-2021	Change
18.3%	23.3%	+ 27.3%	9.7%	13.0%	+ 34.5%
14.9%	19.3%	+ 29.1%	7.4%	8.5%	+ 14.3%
11.3%	16.3%	+ 43.9%	5.6%	6.6%	+ 17.3%
11.0%	14.4%	+ 31.2%	2.5%	6.0%	+ 144.0%
5.9%	7.4%	+ 25.6%	4.9%	2.3%	- 52.7%
17.5%	17.2%	- 2.2%	10.8%	11.1%	+ 2.0%
14.3%	32.1%	+ 124.7%	8.8%	33.0%	+ 273.9%

Condo-Townhouse

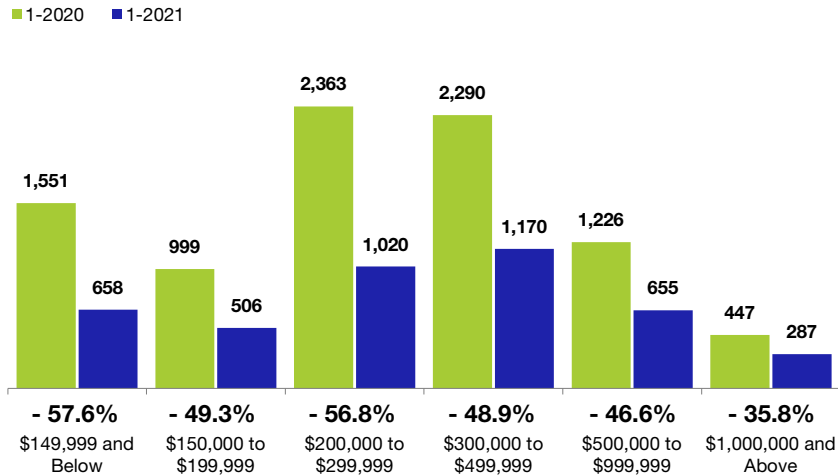
By Construction Status	1-2020	1-2021	Change
Previously Owned	12.7%	31.5%	+ 148.1%
New Construction	16.7%	35.9%	+ 115.4%
All Property Types	13.4%	16.2%	+ 21.5%

1-2020	1-2021	Change	1-2020	1-2021	Change
13.6%	31.9%	+ 133.8%	8.6%	29.8%	+ 247.0%
17.1%	32.9%	+ 92.7%	12.0%	60.3%	+ 404.2%
14.3%	32.1%	+ 124.7%	8.8%	33.0%	+ 273.9%

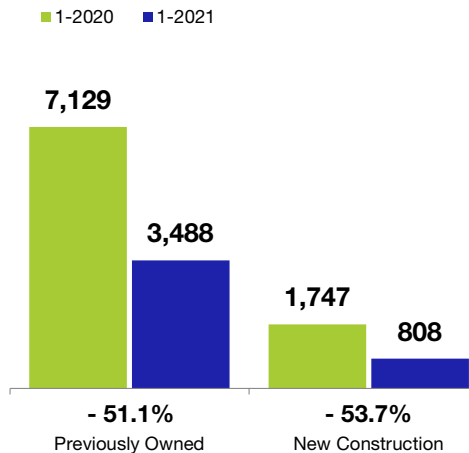
Inventory of Homes for Sale

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

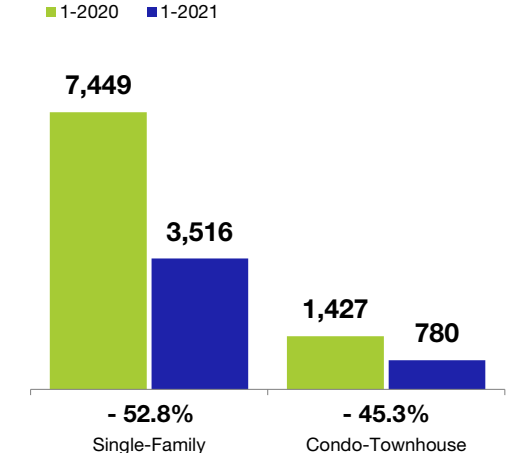
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	1-2020	1-2021	Change
\$149,999 and Below	1,551	658	- 57.6%
\$150,000 to \$199,999	999	506	- 49.3%
\$200,000 to \$299,999	2,363	1,020	- 56.8%
\$300,000 to \$499,999	2,290	1,170	- 48.9%
\$500,000 to \$999,999	1,226	655	- 46.6%
\$1,000,000 and Above	447	287	- 35.8%
All Price Ranges	8,876	4,296	- 51.6%

Single-Family

1-2020	1-2021	Change	1-2020	1-2021	Change
1,236	526	- 57.4%	315	132	- 58.1%
718	334	- 53.5%	281	172	- 38.8%
2,051	824	- 59.8%	312	196	- 37.2%
2,009	1,032	- 48.6%	281	138	- 50.9%
1,032	549	- 46.8%	194	106	- 45.4%
403	251	- 37.7%	44	36	- 18.2%
7,449	3,516	- 52.8%	1,427	780	- 45.3%

Condo-Townhouse

By Construction Status	1-2020	1-2021	Change
Previously Owned	7,129	3,488	- 51.1%
New Construction	1,747	808	- 53.7%
All Property Types	8,876	4,296	- 51.6%

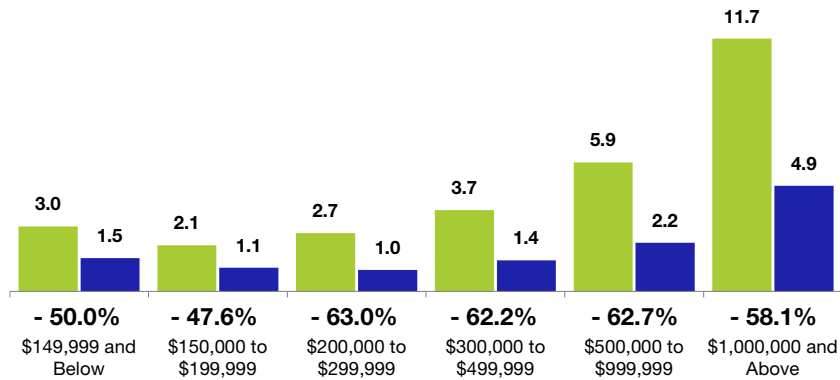
1-2020	1-2021	Change	1-2020	1-2021	Change
5,896	2,852	- 51.6%	1,233	636	- 48.4%
1,553	664	- 57.2%	194	144	- 25.8%
7,449	3,516	- 52.8%	1,427	780	- 45.3%

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.

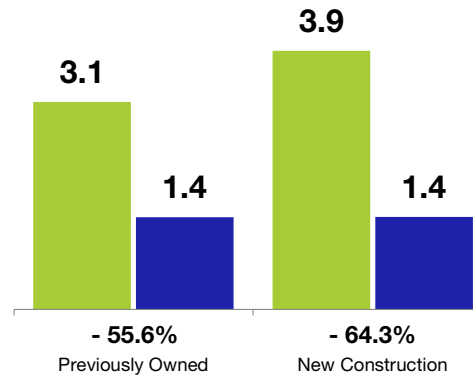
By Price Range

■ 1-2020 ■ 1-2021



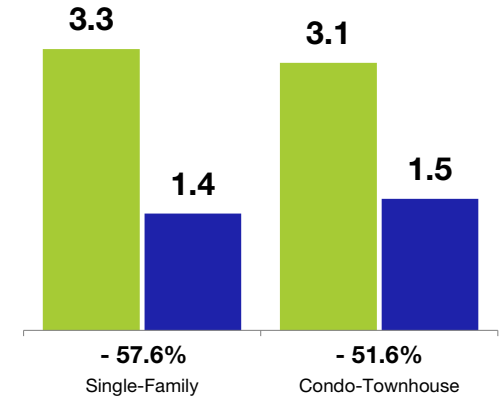
By Construction Status

■ 1-2020 ■ 1-2021



By Property Type

■ 1-2020 ■ 1-2021



All Properties

By Price Range	1-2020	1-2021	Change
\$149,999 and Below	3.0	1.5	- 50.0%
\$150,000 to \$199,999	2.1	1.1	- 47.6%
\$200,000 to \$299,999	2.7	1.0	- 63.0%
\$300,000 to \$499,999	3.7	1.4	- 62.2%
\$500,000 to \$999,999	5.9	2.2	- 62.7%
\$1,000,000 and Above	11.7	4.9	- 58.1%
All Price Ranges	3.3	1.4	- 57.6%

Single-Family

1-2020	1-2021	Change	1-2020	1-2021	Change
3.4	1.7	- 50.0%	2.0	1.0	- 50.0%
2.1	1.0	- 52.4%	2.1	1.2	- 42.9%
2.6	0.9	- 65.4%	3.4	1.4	- 58.8%
3.6	1.4	- 61.1%	5.1	2.1	- 58.8%
5.5	2.1	- 61.8%	10.4	3.6	- 65.4%
12.2	4.8	- 60.7%	8.3	5.5	- 33.7%
3.3	1.4	- 57.6%	3.1	1.5	- 51.6%

Condo-Townhouse

By Construction Status	1-2020	1-2021	Change
Previously Owned	3.1	1.4	- 55.6%
New Construction	3.9	1.4	- 64.3%
All Property Types	3.3	1.4	- 57.6%

1-2020	1-2021	Change	1-2020	1-2021	Change
3.2	1.4	- 56.7%	2.9	1.5	- 50.0%
3.8	1.3	- 65.2%	5.6	2.0	- 64.7%
3.3	1.4	- 57.6%	3.1	1.5	- 51.6%

Southside / Mandarin / Bartram

Region 01

- 16.1% **+ 29.4%** **+ 7.6%**

Change in
New Listings

Change in
Closed Sales

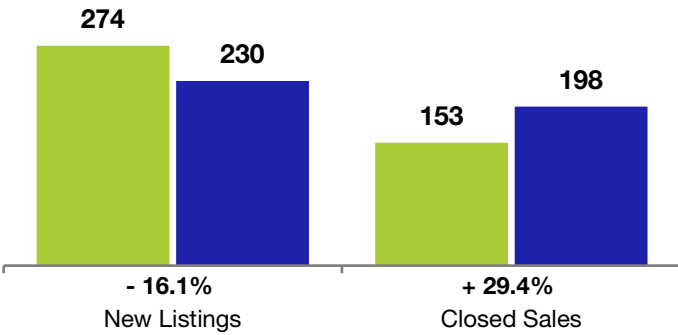
Change in
Median Sales Price

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	274	230	- 16.1%	274	230	- 16.1%
Closed Sales	153	198	+ 29.4%	153	198	+ 29.4%
Median Sales Price*	\$250,000	\$269,050	+ 7.6%	\$250,000	\$269,050	+ 7.6%
Percent of Original List Price Received*	95.4%	97.7%	+ 2.4%	95.4%	97.7%	+ 2.4%
Percent of Properties Sold Over List Price*	11.2%	26.3%	+ 134.8%	11.2%	26.3%	+ 134.8%
Days on Market Until Sale	72	45	- 37.5%	72	45	- 37.5%
Inventory of Homes for Sale	597	331	- 44.6%	--	--	--
Months Supply of Inventory	2.6	1.3	- 50.0%	--	--	--

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

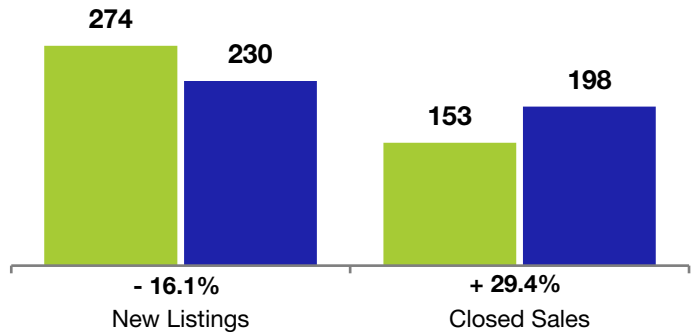
January

■ 2020 ■ 2021

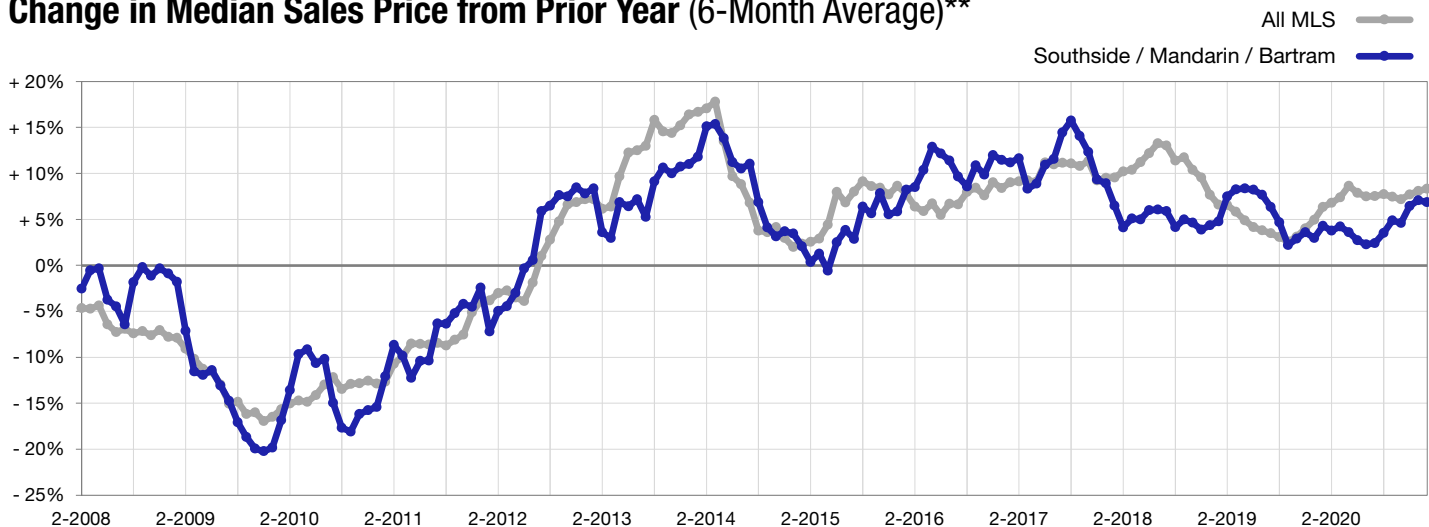


Year to Date

■ 2020 ■ 2021



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



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

Local Market Update – January 2021

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



Southside

- 9.1%

+ 13.2%

+ 9.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 02

January

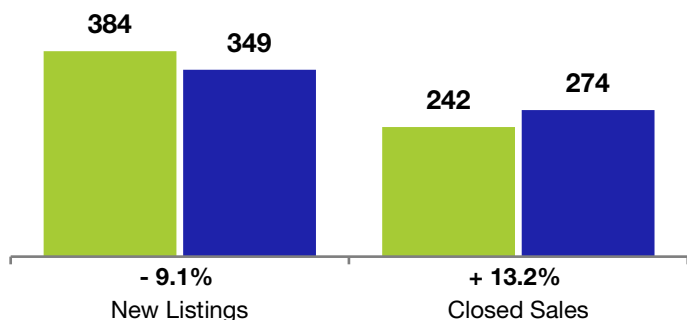
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	384	349	- 9.1%	384	349	- 9.1%
Closed Sales	242	274	+ 13.2%	242	274	+ 13.2%
Median Sales Price*	\$225,000	\$245,945	+ 9.3%	\$225,000	\$245,945	+ 9.3%
Percent of Original List Price Received*	95.7%	97.2%	+ 1.6%	95.7%	97.2%	+ 1.6%
Percent of Properties Sold Over List Price*	12.0%	14.2%	+ 18.3%	12.0%	14.2%	+ 18.3%
Days on Market Until Sale	73	52	- 28.8%	73	52	- 28.8%
Inventory of Homes for Sale	825	427	- 48.2%	--	--	--
Months Supply of Inventory	2.5	1.1	- 56.0%	--	--	--

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

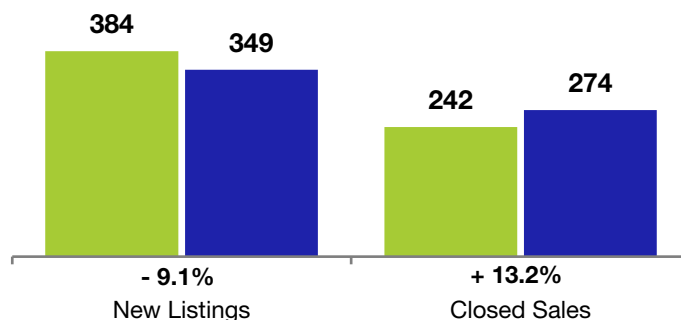
January

■ 2020 ■ 2021

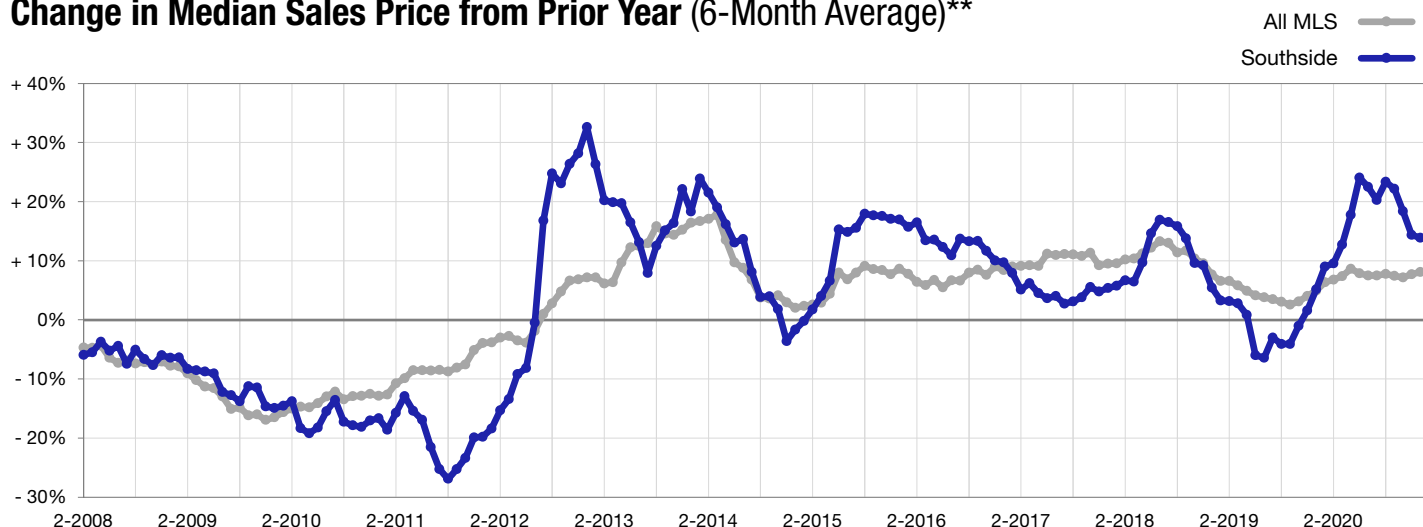


Year to Date

■ 2020 ■ 2021



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



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

Local Market Update – January 2021

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Riverside / Avondale / Ortega

Region 03

- 3.9%

0.0%

+ 23.5%

Change in
New Listings

Change in
Closed Sales

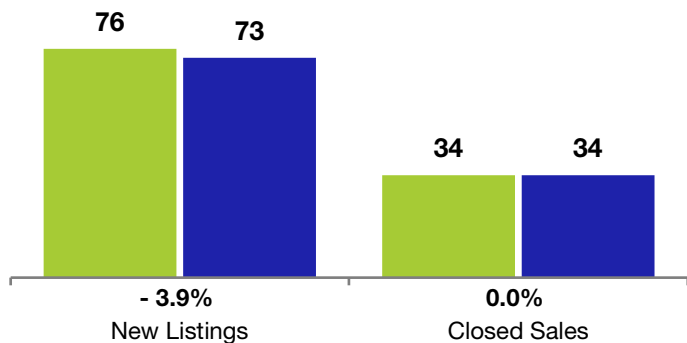
Change in
Median Sales Price

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	76	73	- 3.9%	76	73	- 3.9%
Closed Sales	34	34	0.0%	34	34	0.0%
Median Sales Price*	\$287,500	\$355,000	+ 23.5%	\$287,500	\$355,000	+ 23.5%
Percent of Original List Price Received*	93.0%	93.5%	+ 0.5%	93.0%	93.5%	+ 0.5%
Percent of Properties Sold Over List Price*	14.7%	14.7%	0.0%	14.7%	14.7%	0.0%
Days on Market Until Sale	98	86	- 12.2%	98	86	- 12.2%
Inventory of Homes for Sale	191	146	- 23.6%	--	--	--
Months Supply of Inventory	3.7	2.7	- 27.0%	--	--	--

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

January

■ 2020 ■ 2021

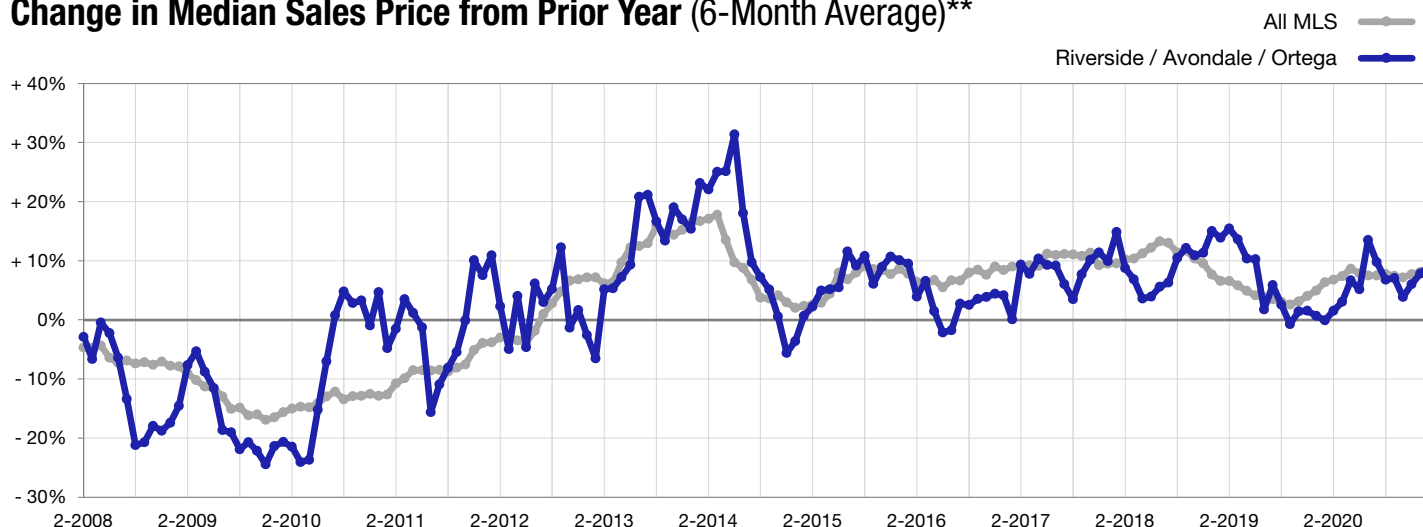


Year to Date

■ 2020 ■ 2021



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



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

Arlington / Fort Caroline

Region 04

- 10.4%

+ 6.7%

+ 6.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	211	189	- 10.4%	211	189	- 10.4%
Closed Sales	120	128	+ 6.7%	120	128	+ 6.7%
Median Sales Price*	\$220,000	\$234,500	+ 6.6%	\$220,000	\$234,500	+ 6.6%
Percent of Original List Price Received*	96.5%	97.8%	+ 1.3%	96.5%	97.8%	+ 1.3%
Percent of Properties Sold Over List Price*	12.5%	25.8%	+ 106.4%	12.5%	25.8%	+ 106.4%
Days on Market Until Sale	58	46	- 20.7%	58	46	- 20.7%
Inventory of Homes for Sale	363	202	- 44.4%	--	--	--
Months Supply of Inventory	2.1	1.2	- 42.9%	--	--	--

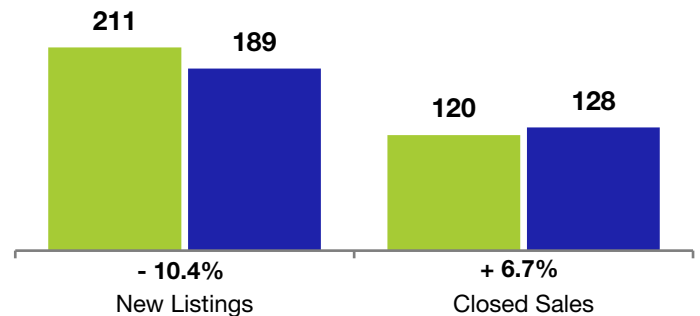
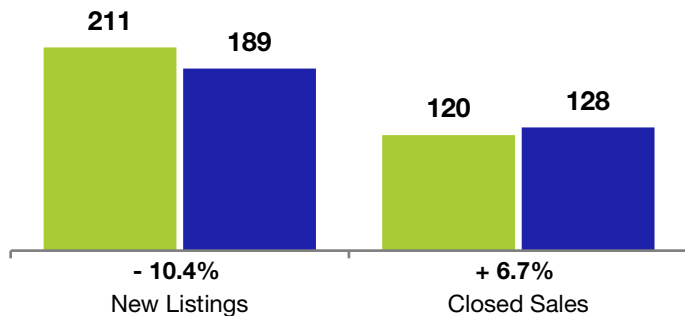
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January

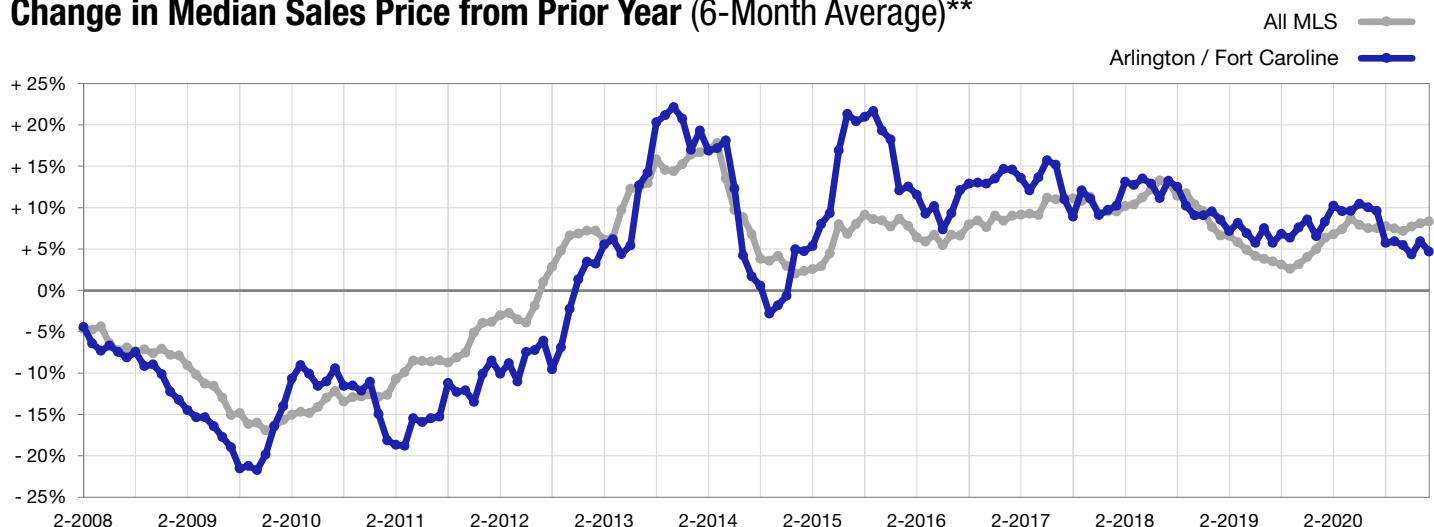
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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

Local Market Update – January 2021

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Hyde Grove / Murray Hill / Lakeshore / Wesconnett

+ 9.5%

+ 13.7%

+ 6.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 05

January

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	147	161	+ 9.5%	147	161	+ 9.5%
Closed Sales	95	108	+ 13.7%	95	108	+ 13.7%
Median Sales Price*	\$155,000	\$165,500	+ 6.8%	\$155,000	\$165,500	+ 6.8%
Percent of Original List Price Received*	95.2%	97.3%	+ 2.2%	95.2%	97.3%	+ 2.2%
Percent of Properties Sold Over List Price*	13.7%	18.9%	+ 38.0%	13.7%	18.9%	+ 38.0%
Days on Market Until Sale	47	37	- 21.3%	47	37	- 21.3%
Inventory of Homes for Sale	299	197	- 34.1%	--	--	--
Months Supply of Inventory	2.6	1.6	- 38.5%	--	--	--

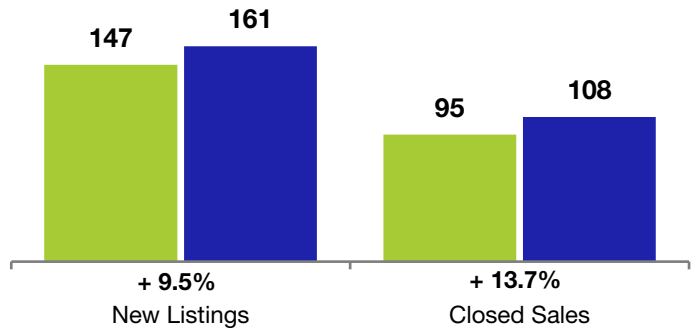
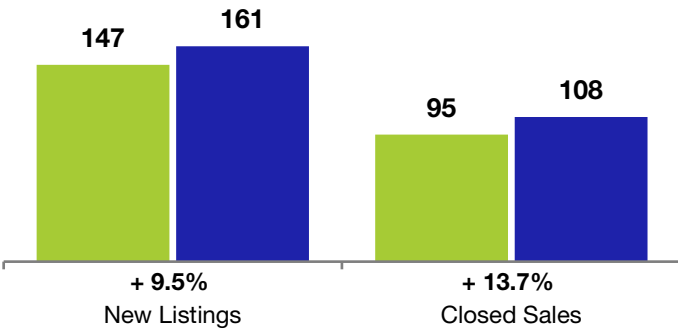
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January

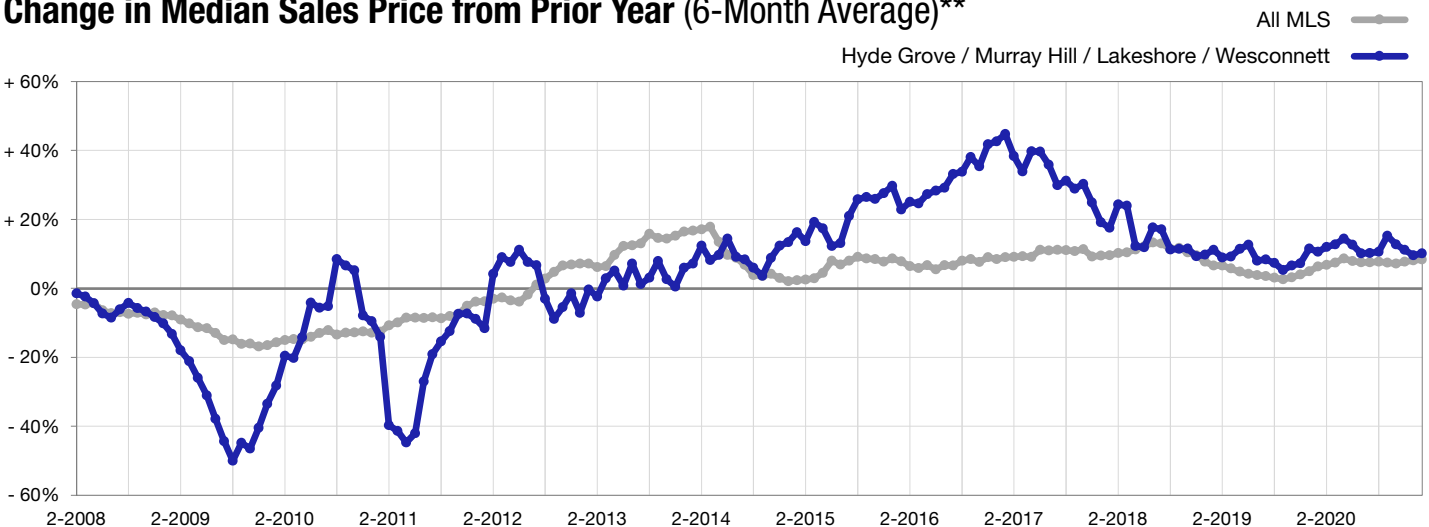
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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

Local Market Update – January 2021

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



West Jacksonville

+ 6.1%

Change in
New Listings

+ 11.6%

Change in
Closed Sales

+ 22.3%

Change in
Median Sales Price

Region 06

January

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	198	210	+ 6.1%	198	210	+ 6.1%
Closed Sales	129	144	+ 11.6%	129	144	+ 11.6%
Median Sales Price*	\$179,000	\$218,995	+ 22.3%	\$179,000	\$218,995	+ 22.3%
Percent of Original List Price Received*	94.9%	98.0%	+ 3.3%	94.9%	98.0%	+ 3.3%
Percent of Properties Sold Over List Price*	13.2%	22.9%	+ 73.5%	13.2%	22.9%	+ 73.5%
Days on Market Until Sale	72	49	- 31.9%	72	49	- 31.9%
Inventory of Homes for Sale	413	212	- 48.7%	--	--	--
Months Supply of Inventory	2.5	1.1	- 56.0%	--	--	--

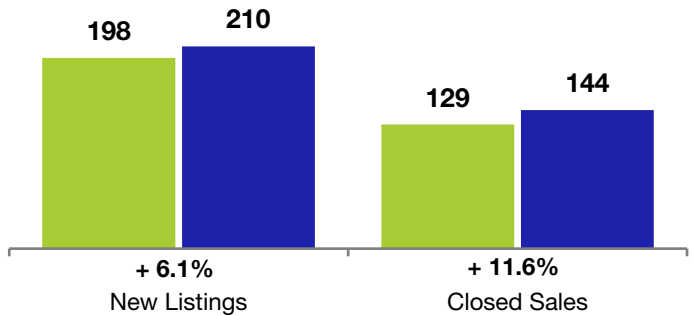
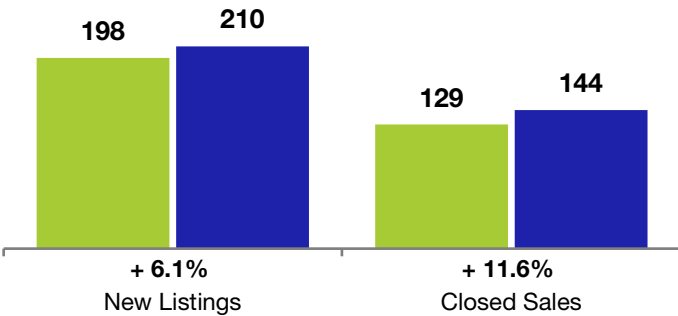
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January

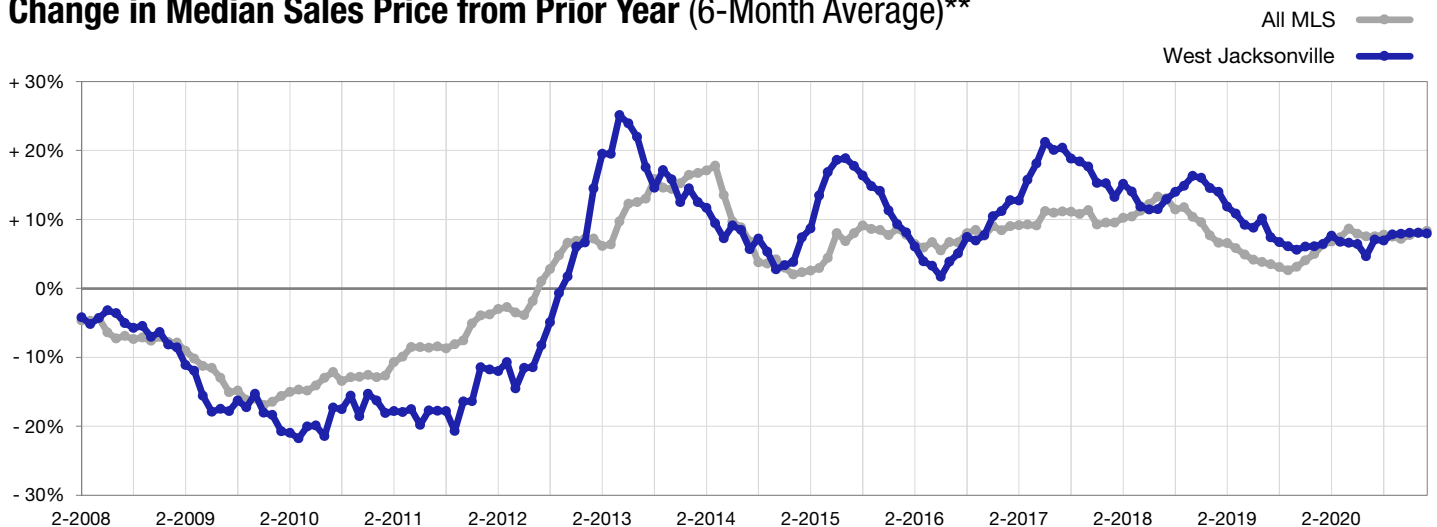
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



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

+ 23.7%

+ 15.0%

+ 99.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 07

January

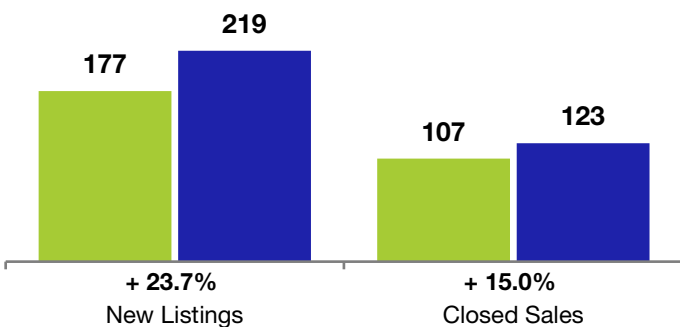
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	177	219	+ 23.7%	177	219	+ 23.7%
Closed Sales	107	123	+ 15.0%	107	123	+ 15.0%
Median Sales Price*	\$60,000	\$119,600	+ 99.3%	\$60,000	\$119,600	+ 99.3%
Percent of Original List Price Received*	87.2%	93.5%	+ 7.2%	87.2%	93.5%	+ 7.2%
Percent of Properties Sold Over List Price*	8.6%	6.5%	- 24.4%	8.6%	6.5%	- 24.4%
Days on Market Until Sale	65	55	- 15.4%	65	55	- 15.4%
Inventory of Homes for Sale	522	348	- 33.3%	--	--	--
Months Supply of Inventory	4.2	2.6	- 38.1%	--	--	--

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

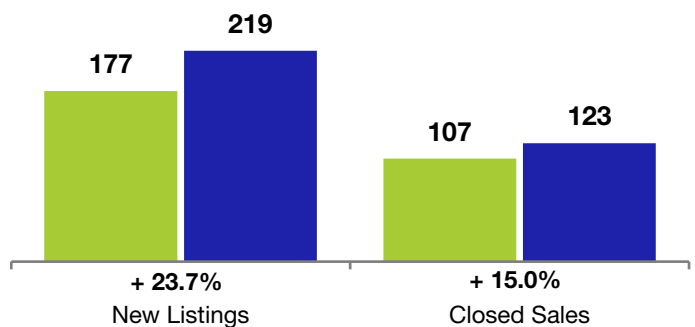
January

■ 2020 ■ 2021



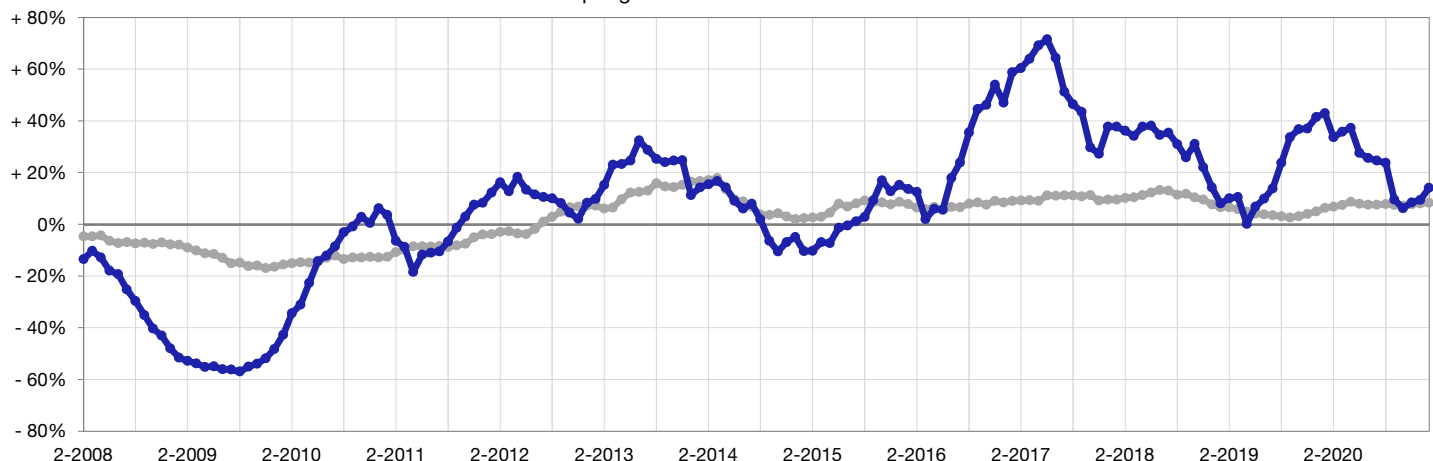
Year to Date

■ 2020 ■ 2021



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

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



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Local Market Update – January 2021

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



Marietta / Whitehouse / Baldwin / Garden St / Dinsmore

- 43.2%

- 5.9%

+ 7.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 08

January

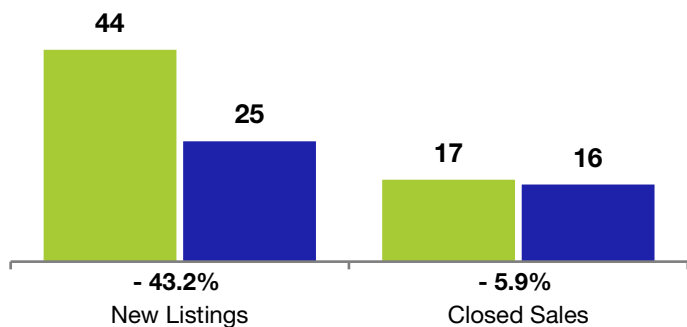
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	44	25	- 43.2%	44	25	- 43.2%
Closed Sales	17	16	- 5.9%	17	16	- 5.9%
Median Sales Price*	\$185,000	\$199,500	+ 7.8%	\$185,000	\$199,500	+ 7.8%
Percent of Original List Price Received*	98.4%	97.5%	- 0.9%	98.4%	97.5%	- 0.9%
Percent of Properties Sold Over List Price*	23.5%	6.3%	- 73.2%	23.5%	6.3%	- 73.2%
Days on Market Until Sale	36	31	- 13.9%	36	31	- 13.9%
Inventory of Homes for Sale	84	56	- 33.3%	--	--	--
Months Supply of Inventory	3.5	2.0	- 42.9%	--	--	--

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

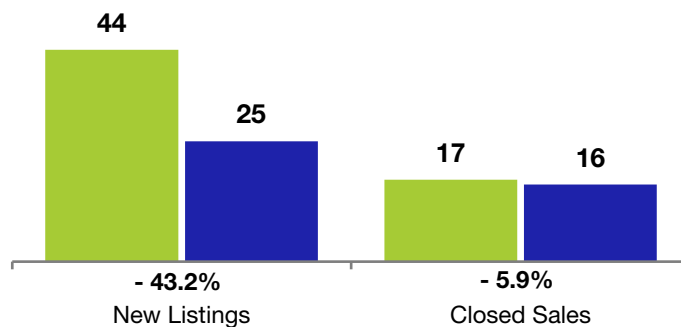
January

■ 2020 ■ 2021

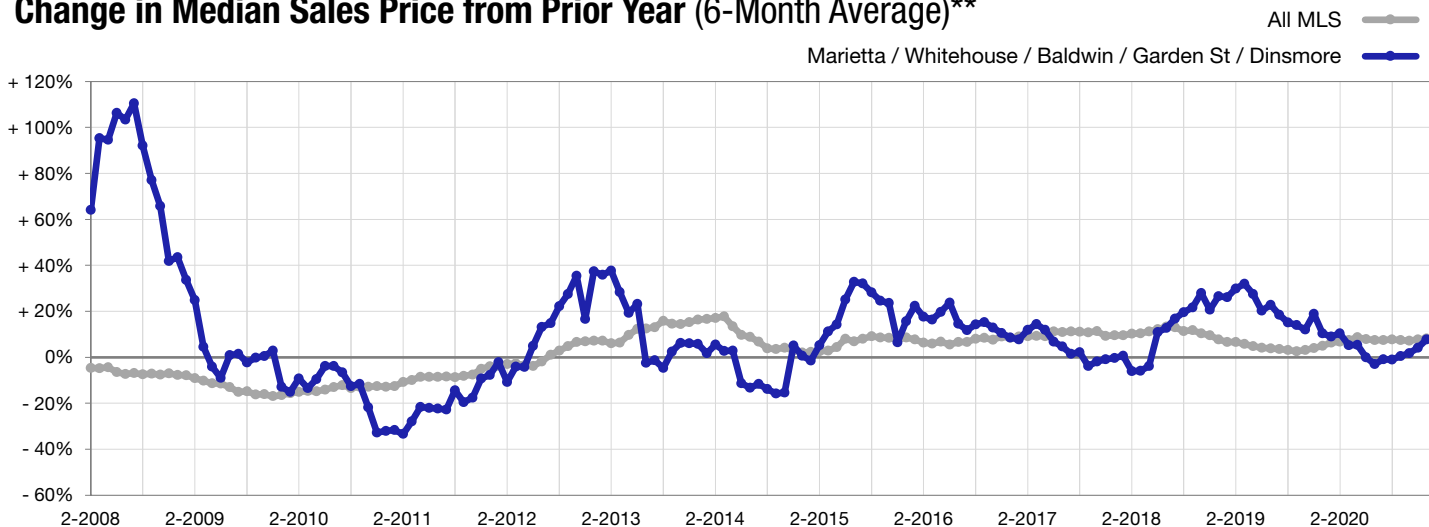


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



Jacksonville - North

- 17.9%

Change in
New Listings

- 4.4%

Change in
Closed Sales

+ 13.5%

Change in
Median Sales Price

Region 09

January

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	168	138	- 17.9%	168	138	- 17.9%
Closed Sales	137	131	- 4.4%	137	131	- 4.4%
Median Sales Price*	\$215,780	\$245,000	+ 13.5%	\$215,780	\$245,000	+ 13.5%
Percent of Original List Price Received*	96.5%	99.0%	+ 2.6%	96.5%	99.0%	+ 2.6%
Percent of Properties Sold Over List Price*	11.7%	22.9%	+ 95.7%	11.7%	22.9%	+ 95.7%
Days on Market Until Sale	64	46	- 28.1%	64	46	- 28.1%
Inventory of Homes for Sale	412	186	- 54.9%	--	--	--
Months Supply of Inventory	2.6	1.1	- 57.7%	--	--	--

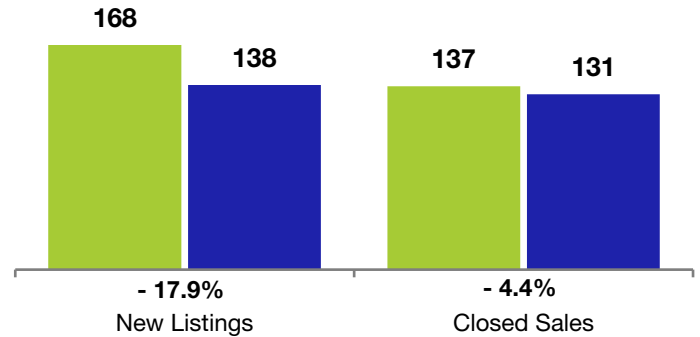
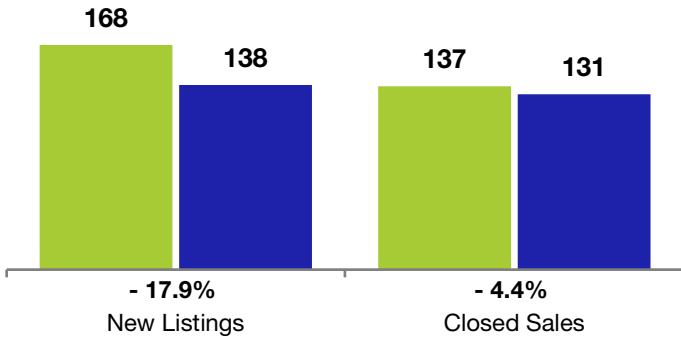
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January

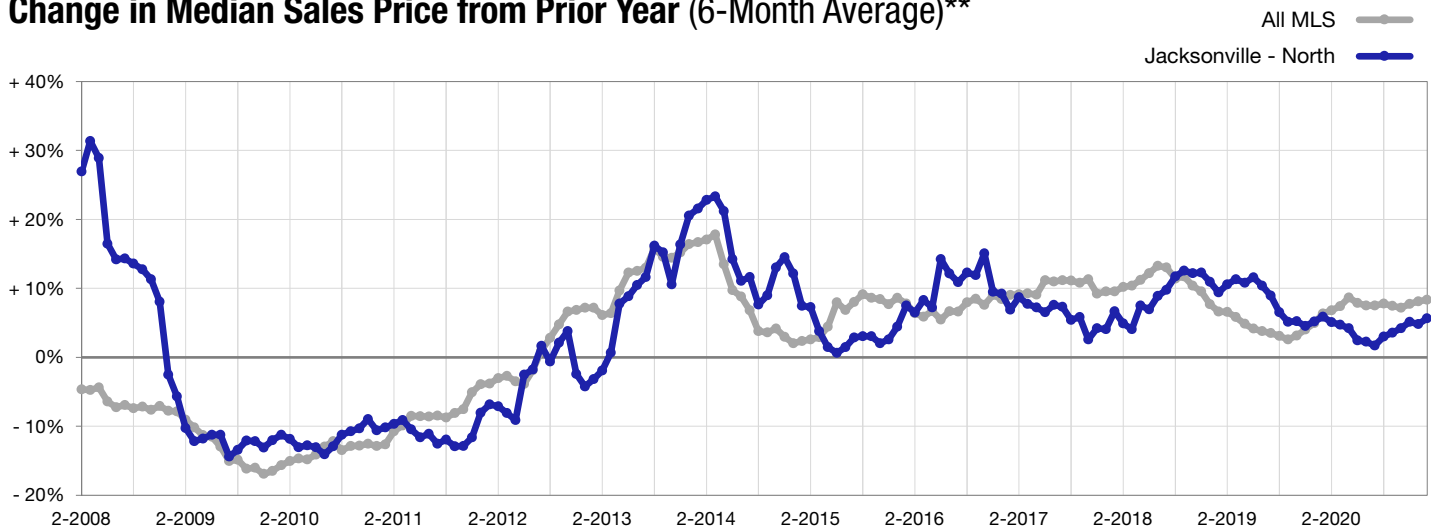
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



Fleming Island Area

- 29.7%

+ 73.9%

+ 30.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 12

January

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	64	45	- 29.7%	64	45	- 29.7%
Closed Sales	23	40	+ 73.9%	23	40	+ 73.9%
Median Sales Price*	\$265,000	\$345,000	+ 30.2%	\$265,000	\$345,000	+ 30.2%
Percent of Original List Price Received*	96.5%	96.9%	+ 0.4%	96.5%	96.9%	+ 0.4%
Percent of Properties Sold Over List Price*	17.4%	17.5%	+ 0.6%	17.4%	17.5%	+ 0.6%
Days on Market Until Sale	41	65	+ 58.5%	41	65	+ 58.5%
Inventory of Homes for Sale	132	52	- 60.6%	--	--	--
Months Supply of Inventory	2.6	0.9	- 65.4%	--	--	--

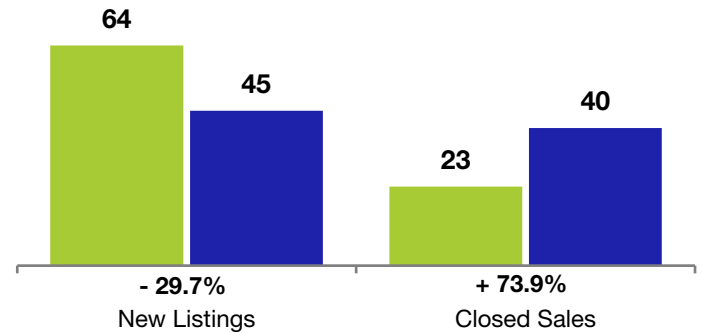
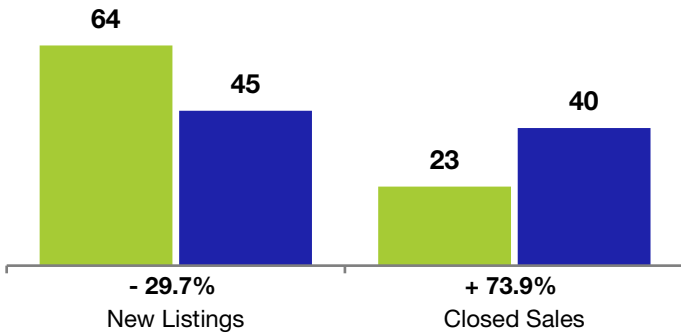
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January

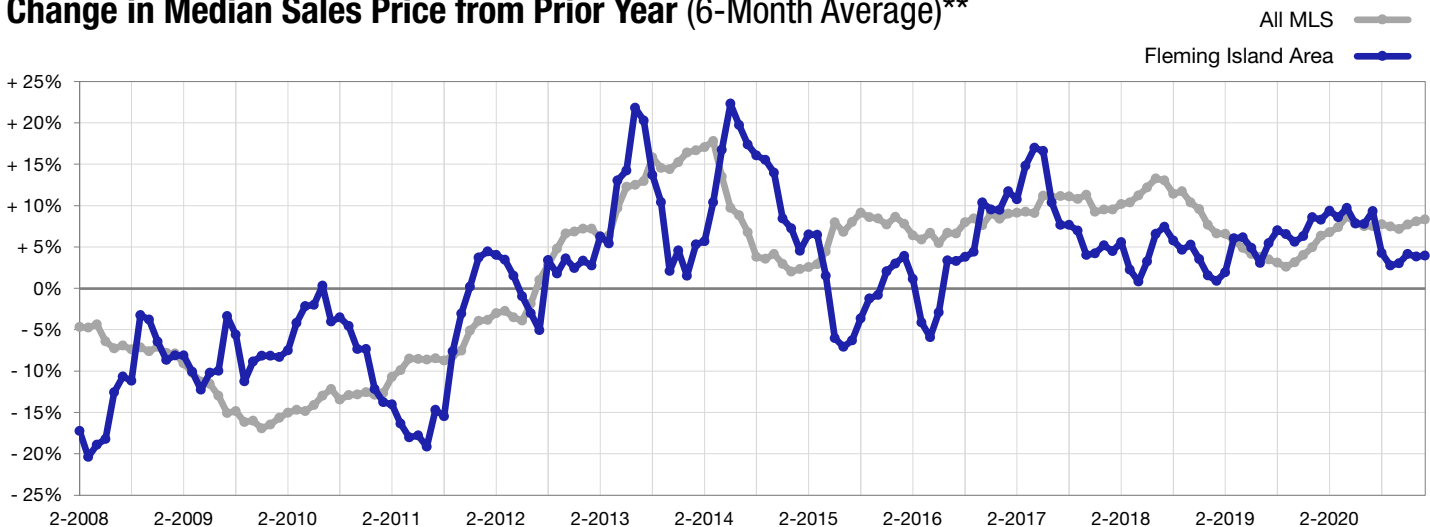
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



Orange Park

- 21.3%

+ 12.6%

+ 17.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 13

January

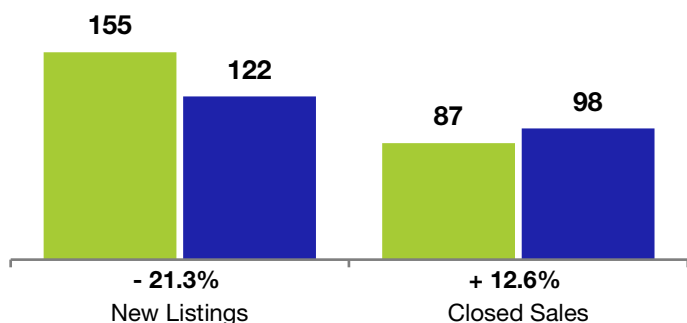
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	155	122	- 21.3%	155	122	- 21.3%
Closed Sales	87	98	+ 12.6%	87	98	+ 12.6%
Median Sales Price*	\$209,900	\$247,500	+ 17.9%	\$209,900	\$247,500	+ 17.9%
Percent of Original List Price Received*	97.7%	97.6%	- 0.1%	97.7%	97.6%	- 0.1%
Percent of Properties Sold Over List Price*	21.8%	21.4%	- 1.8%	21.8%	21.4%	- 1.8%
Days on Market Until Sale	45	48	+ 6.7%	45	48	+ 6.7%
Inventory of Homes for Sale	317	113	- 64.4%	--	--	--
Months Supply of Inventory	2.4	0.8	- 66.7%	--	--	--

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

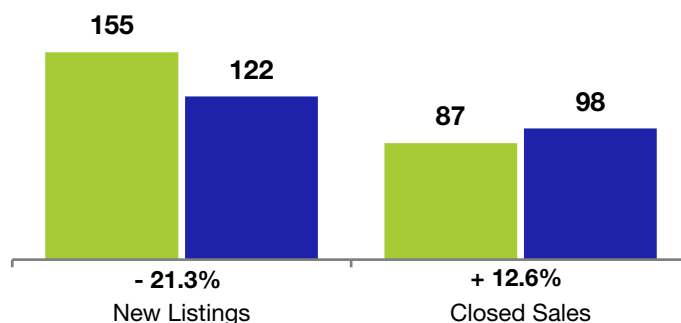
January

■ 2020 ■ 2021

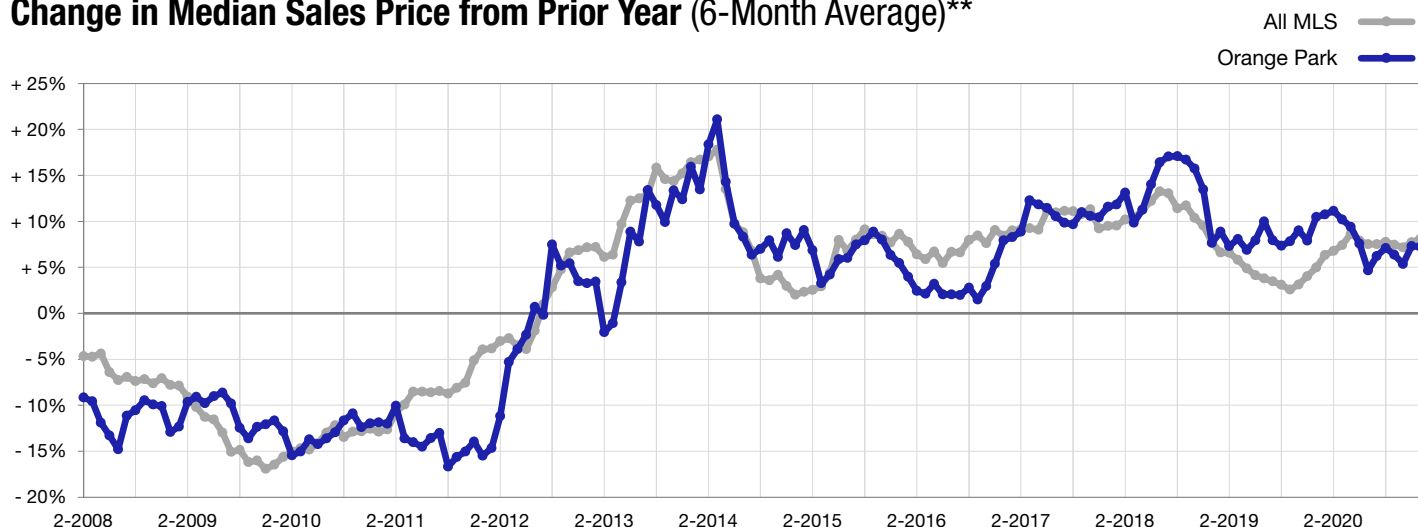


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



Middleburg Vicinity

- 16.5% **+ 34.7%** **+ 18.7%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 14

January

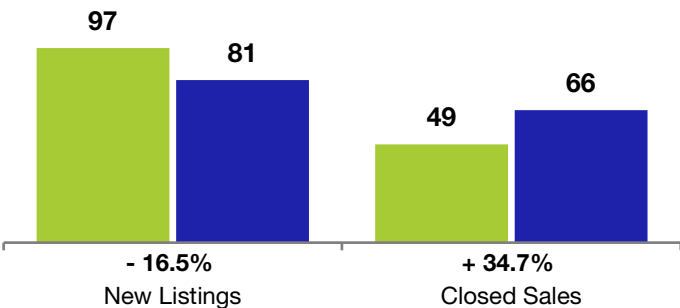
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	97	81	- 16.5%	97	81	- 16.5%
Closed Sales	49	66	+ 34.7%	49	66	+ 34.7%
Median Sales Price*	\$200,000	\$237,490	+ 18.7%	\$200,000	\$237,490	+ 18.7%
Percent of Original List Price Received*	95.8%	97.6%	+ 1.9%	95.8%	97.6%	+ 1.9%
Percent of Properties Sold Over List Price*	18.4%	18.2%	- 1.1%	18.4%	18.2%	- 1.1%
Days on Market Until Sale	65	40	- 38.5%	65	40	- 38.5%
Inventory of Homes for Sale	248	102	- 58.9%	--	--	--
Months Supply of Inventory	2.7	1.0	- 63.0%	--	--	--

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

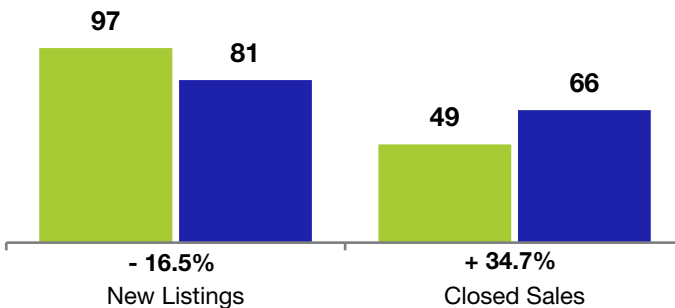
January

■ 2020 ■ 2021

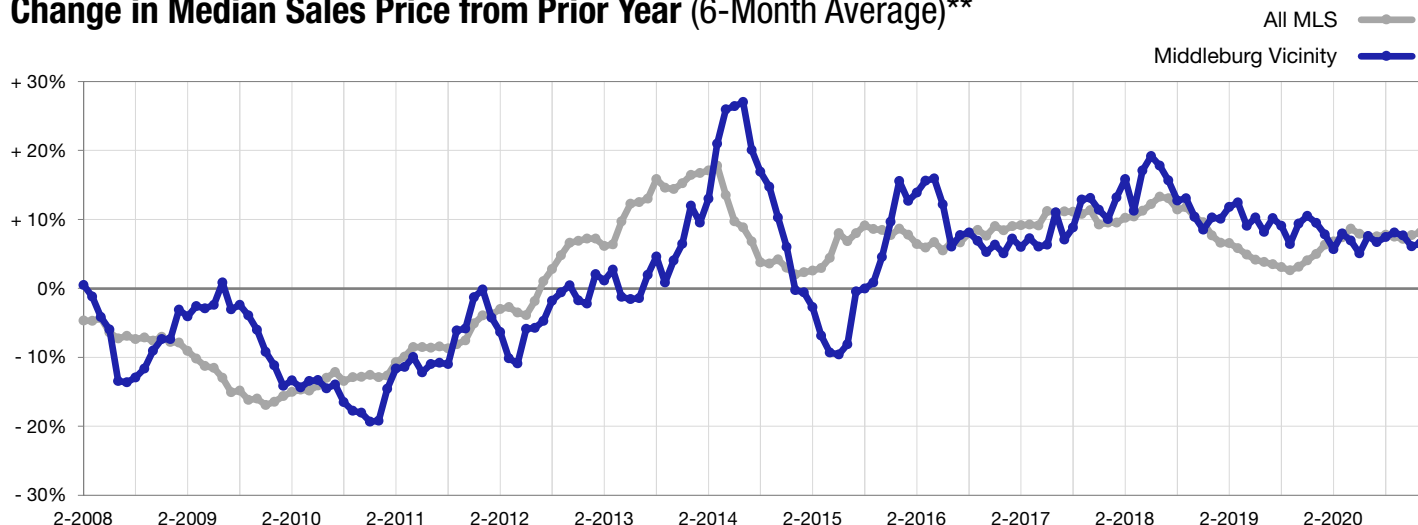


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



Keystone Heights Vicinity

Region 15

- 13.6%

- 29.4%

+ 6.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	22	19	- 13.6%	22	19	- 13.6%
Closed Sales	17	12	- 29.4%	17	12	- 29.4%
Median Sales Price*	\$159,000	\$168,500	+ 6.0%	\$159,000	\$168,500	+ 6.0%
Percent of Original List Price Received*	92.8%	96.9%	+ 4.4%	92.8%	96.9%	+ 4.4%
Percent of Properties Sold Over List Price*	11.8%	25.0%	+ 111.9%	11.8%	25.0%	+ 111.9%
Days on Market Until Sale	114	51	- 55.3%	114	51	- 55.3%
Inventory of Homes for Sale	83	55	- 33.7%	--	--	--
Months Supply of Inventory	4.8	3.2	- 33.3%	--	--	--

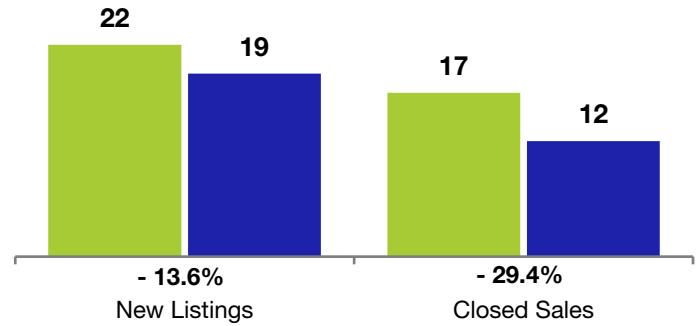
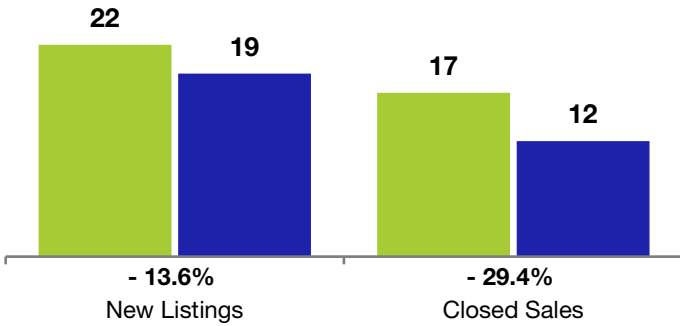
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January

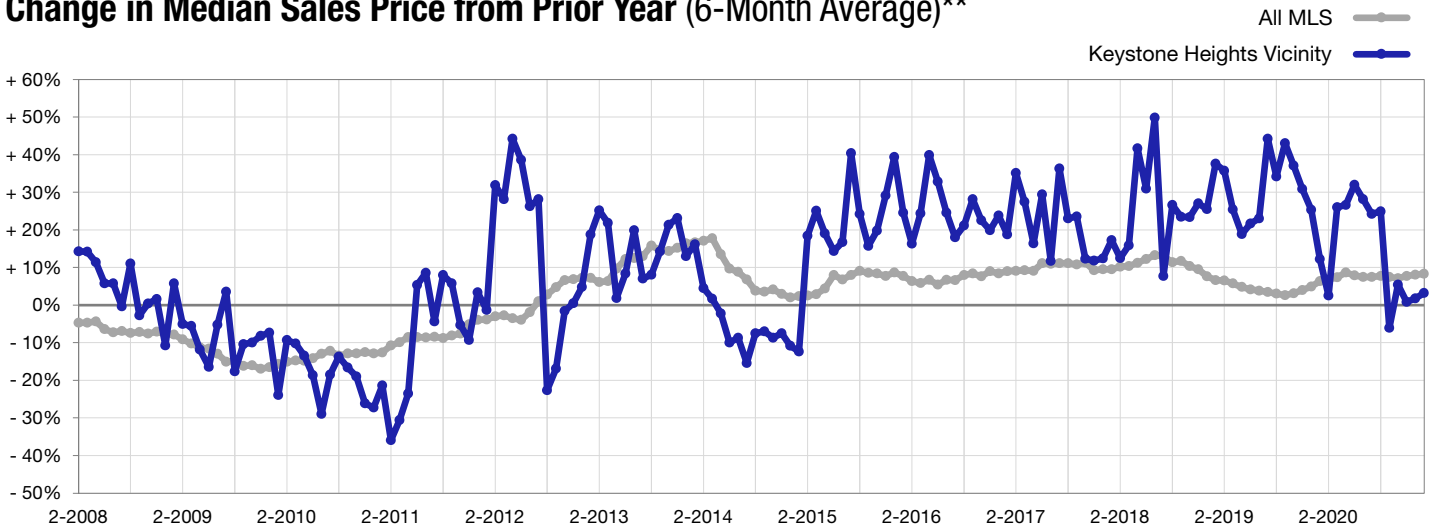
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



Green Cove Springs

- 14.7%

+ 18.4%

+ 8.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 16

January

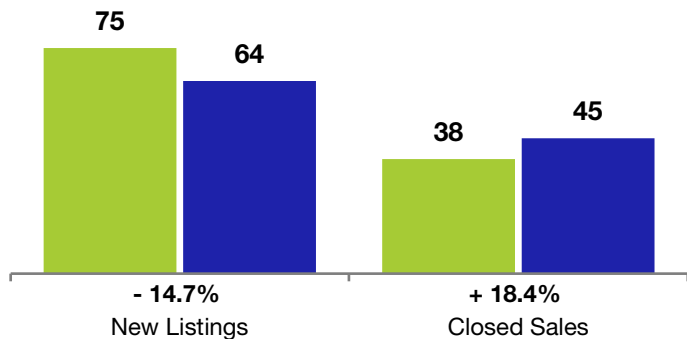
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	75	64	- 14.7%	75	64	- 14.7%
Closed Sales	38	45	+ 18.4%	38	45	+ 18.4%
Median Sales Price*	\$216,490	\$235,000	+ 8.6%	\$216,490	\$235,000	+ 8.6%
Percent of Original List Price Received*	96.8%	98.9%	+ 2.2%	96.8%	98.9%	+ 2.2%
Percent of Properties Sold Over List Price*	21.1%	17.8%	- 15.6%	21.1%	17.8%	- 15.6%
Days on Market Until Sale	84	47	- 44.0%	84	47	- 44.0%
Inventory of Homes for Sale	176	89	- 49.4%	--	--	--
Months Supply of Inventory	3.0	1.2	- 60.0%	--	--	--

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

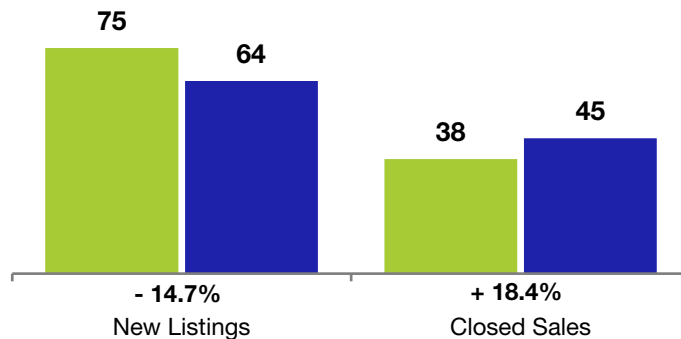
January

■ 2020 ■ 2021

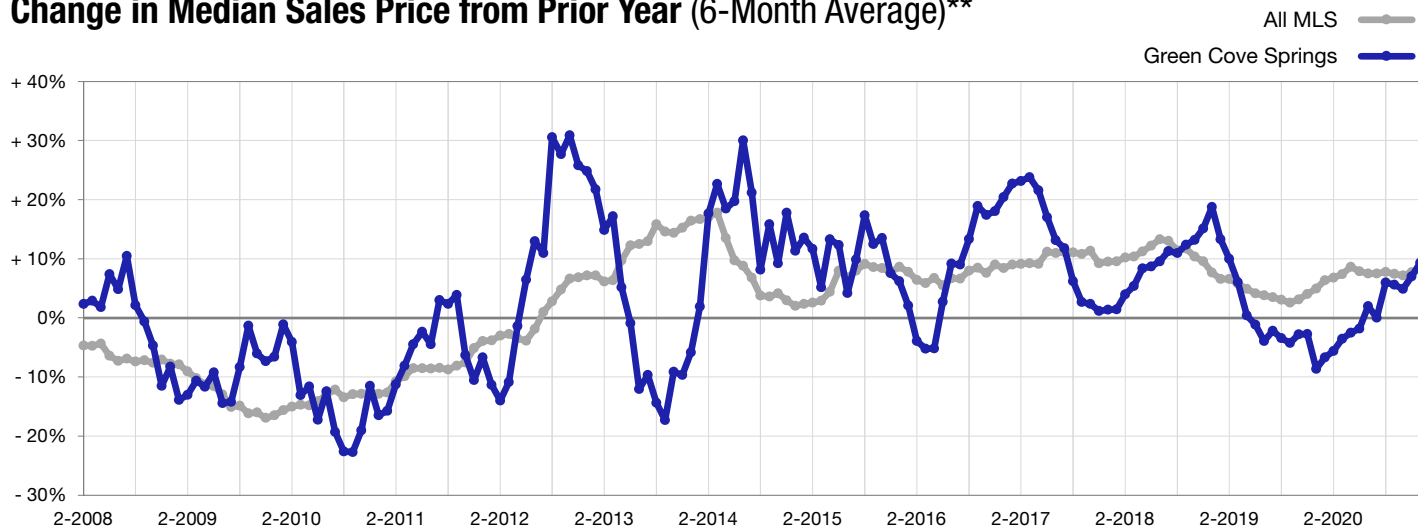


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



Jacksonville Beach

- 36.5%

+ 53.3%

+ 54.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 21

January

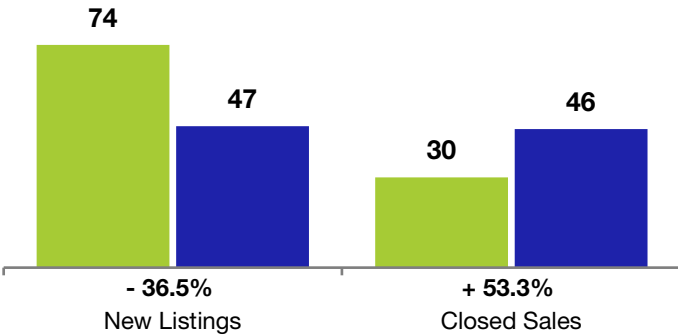
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	74	47	- 36.5%	74	47	- 36.5%
Closed Sales	30	46	+ 53.3%	30	46	+ 53.3%
Median Sales Price*	\$343,000	\$528,500	+ 54.1%	\$343,000	\$528,500	+ 54.1%
Percent of Original List Price Received*	94.4%	98.3%	+ 4.1%	94.4%	98.3%	+ 4.1%
Percent of Properties Sold Over List Price*	3.3%	21.7%	+ 557.6%	3.3%	21.7%	+ 557.6%
Days on Market Until Sale	78	44	- 43.6%	78	44	- 43.6%
Inventory of Homes for Sale	192	87	- 54.7%	--	--	--
Months Supply of Inventory	3.7	1.5	- 59.5%	--	--	--

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

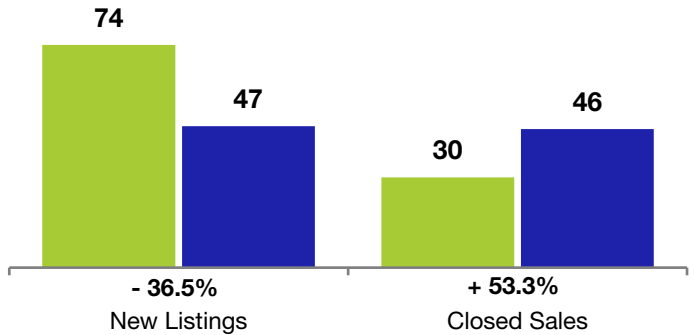
January

■ 2020 ■ 2021

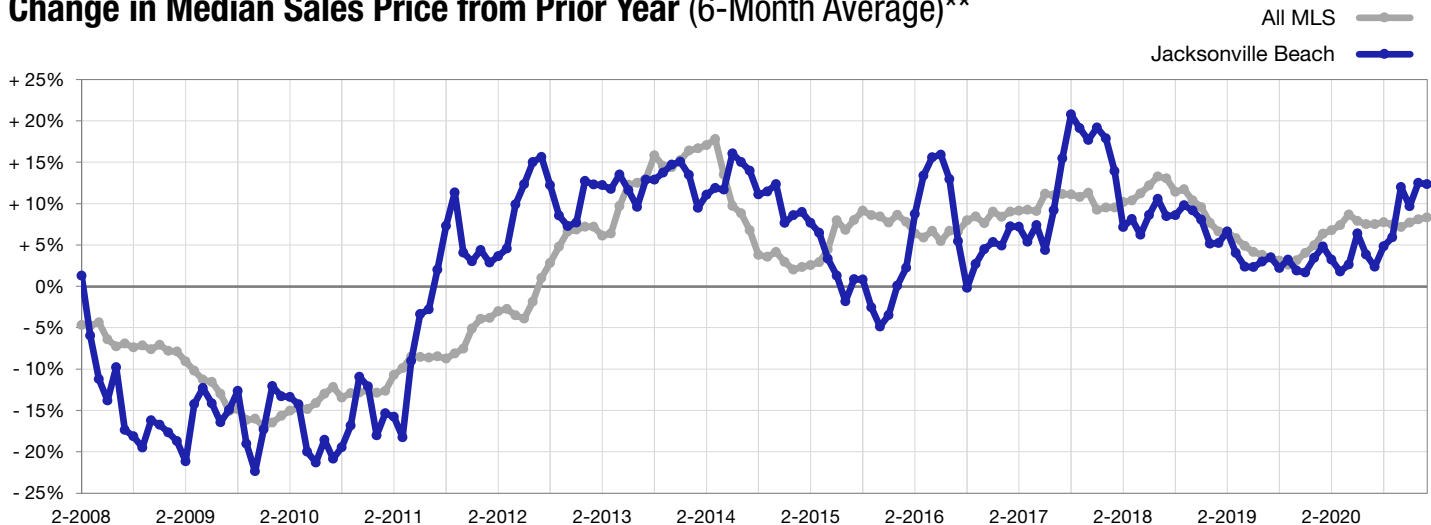


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



Neptune Beach

- 57.9%

- 40.0%

- 1.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 22

January

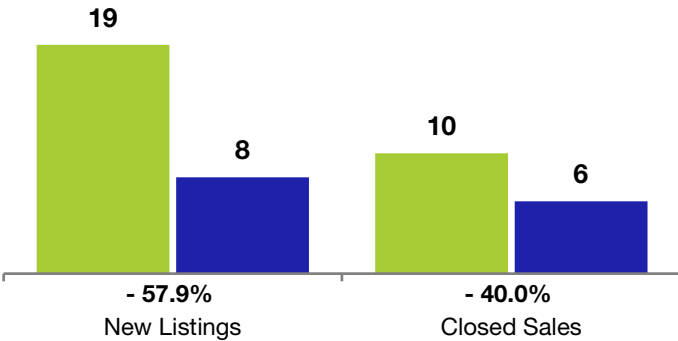
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	19	8	- 57.9%	19	8	- 57.9%
Closed Sales	10	6	- 40.0%	10	6	- 40.0%
Median Sales Price*	\$533,500	\$525,000	- 1.6%	\$533,500	\$525,000	- 1.6%
Percent of Original List Price Received*	95.9%	95.6%	- 0.3%	95.9%	95.6%	- 0.3%
Percent of Properties Sold Over List Price*	10.0%	16.7%	+ 67.0%	10.0%	16.7%	+ 67.0%
Days on Market Until Sale	83	53	- 36.1%	83	53	- 36.1%
Inventory of Homes for Sale	37	17	- 54.1%	--	--	--
Months Supply of Inventory	3.7	1.7	- 54.1%	--	--	--

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

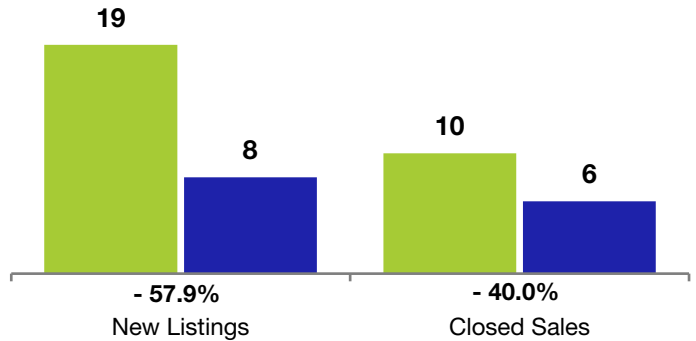
January

■ 2020 ■ 2021

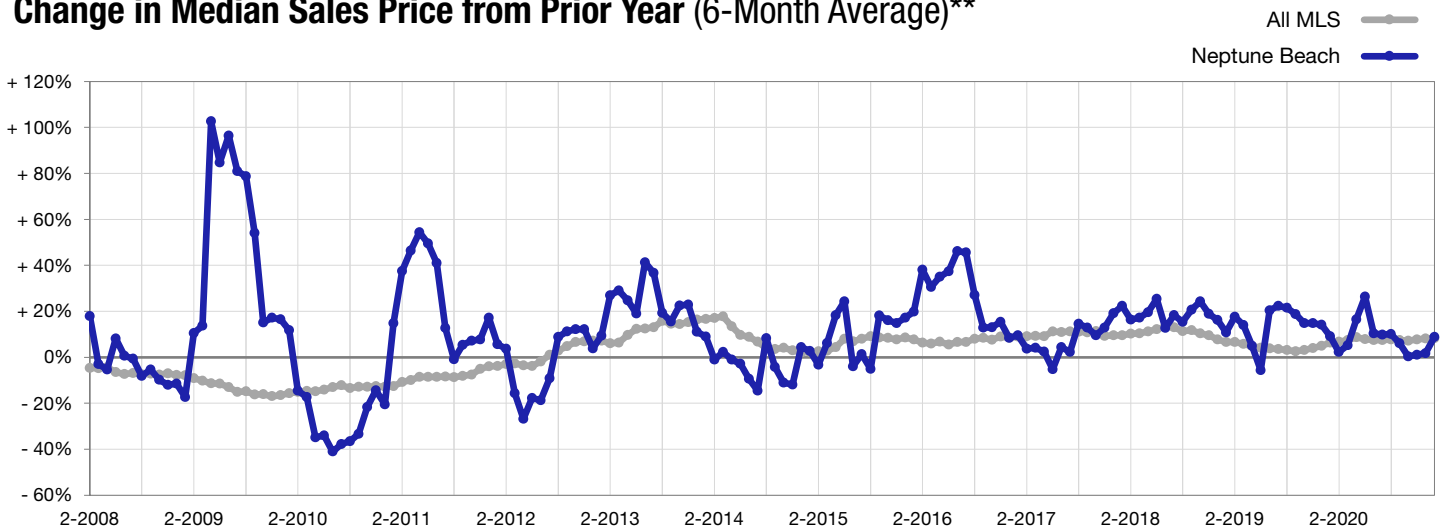


Year to Date

■ 2020 ■ 2021



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



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

Local Market Update – January 2021

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



Atlantic Beach

- 12.5%

+ 57.1%

- 2.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 23

January

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	24	21	- 12.5%	24	21	- 12.5%
Closed Sales	14	22	+ 57.1%	14	22	+ 57.1%
Median Sales Price*	\$365,103	\$355,250	- 2.7%	\$365,103	\$355,250	- 2.7%
Percent of Original List Price Received*	95.3%	95.0%	- 0.3%	95.3%	95.0%	- 0.3%
Percent of Properties Sold Over List Price*	14.3%	31.8%	+ 122.4%	14.3%	31.8%	+ 122.4%
Days on Market Until Sale	84	45	- 46.4%	84	45	- 46.4%
Inventory of Homes for Sale	79	35	- 55.7%	--	--	--
Months Supply of Inventory	3.4	1.5	- 55.9%	--	--	--

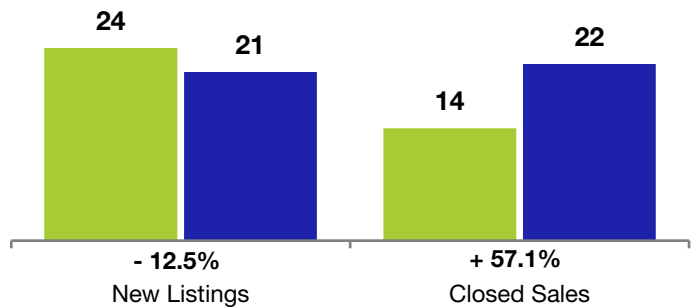
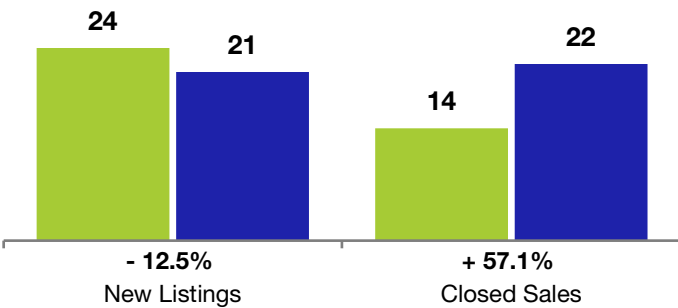
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January

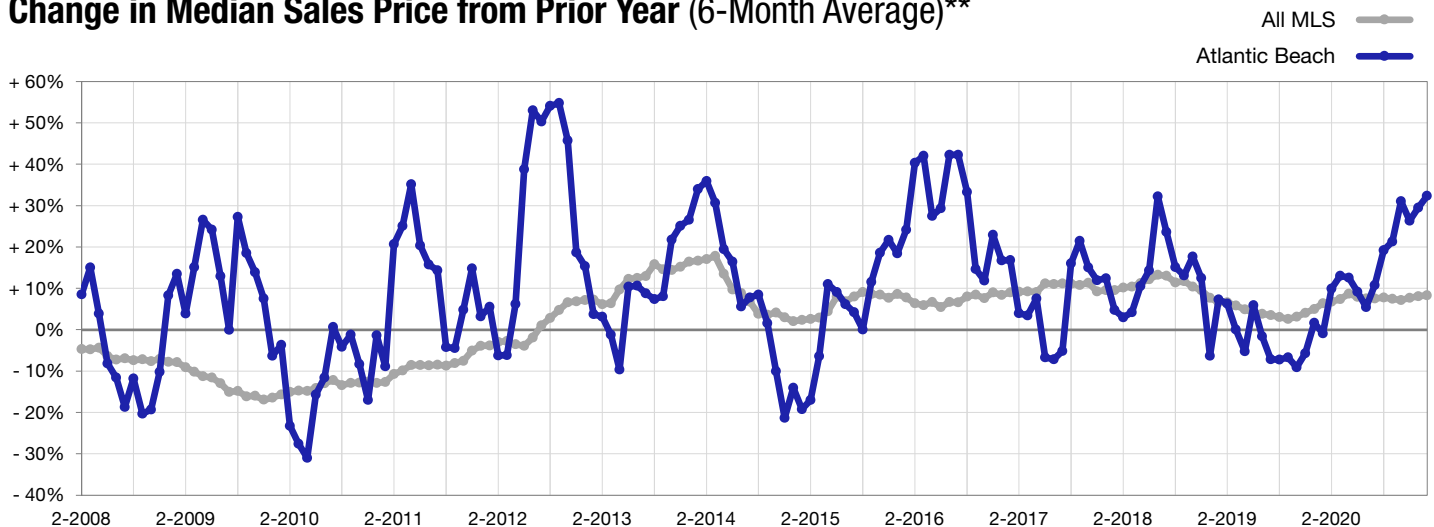
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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

Local Market Update – January 2021

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



North Beach / Mayport

Region 24

+ 7.1%

- 33.3%

- 5.2%

Change in
New Listings

Change in
Closed Sales

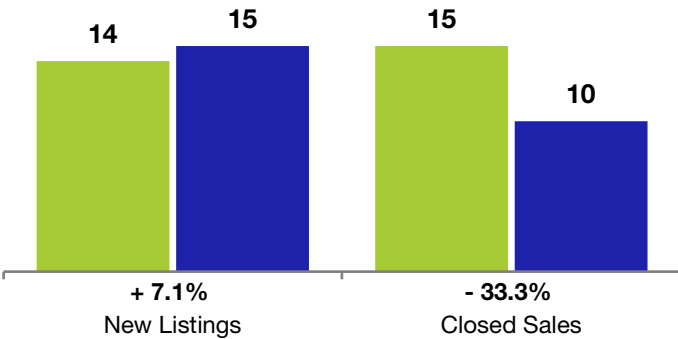
Change in
Median Sales Price

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	14	15	+ 7.1%	14	15	+ 7.1%
Closed Sales	15	10	- 33.3%	15	10	- 33.3%
Median Sales Price*	\$234,500	\$222,350	- 5.2%	\$234,500	\$222,350	- 5.2%
Percent of Original List Price Received*	96.7%	97.7%	+ 1.0%	96.7%	97.7%	+ 1.0%
Percent of Properties Sold Over List Price*	13.3%	20.0%	+ 50.4%	13.3%	20.0%	+ 50.4%
Days on Market Until Sale	43	28	- 34.9%	43	28	- 34.9%
Inventory of Homes for Sale	15	7	- 53.3%	--	--	--
Months Supply of Inventory	1.6	0.7	- 56.3%	--	--	--

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

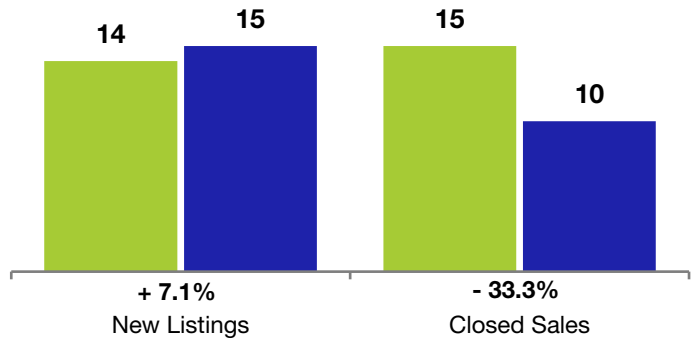
January

■ 2020 ■ 2021

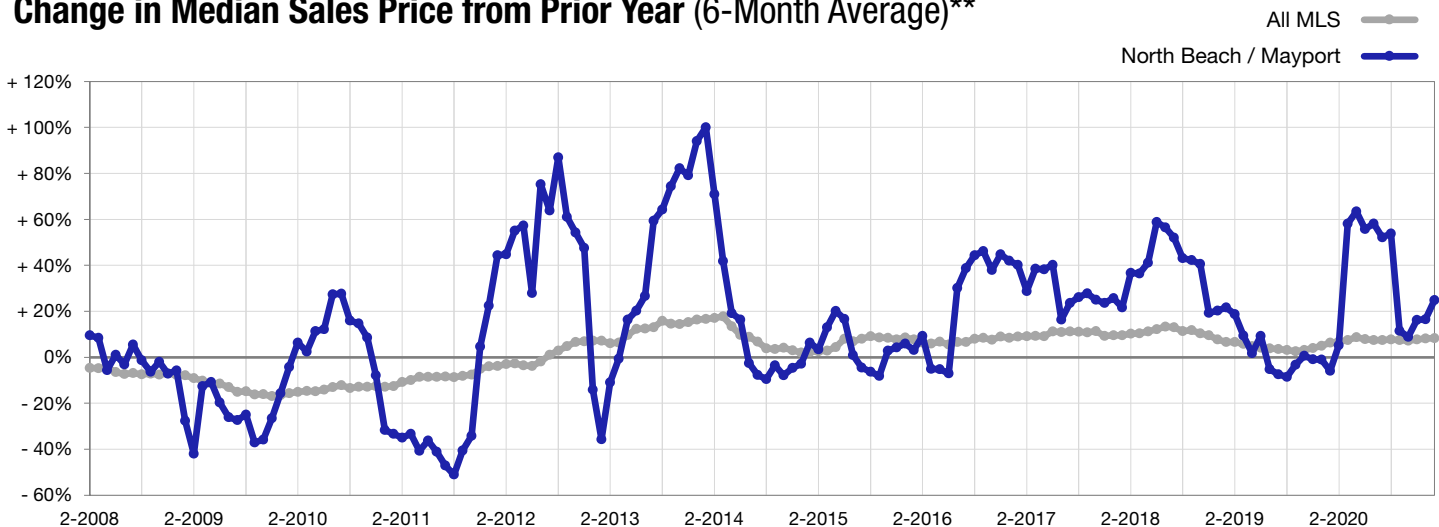


Year to Date

■ 2020 ■ 2021



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



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

Local Market Update – January 2021

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



NE St. Johns County – Ponte Vedra Beach North

- 38.9%

- 5.0%

- 12.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 25

January

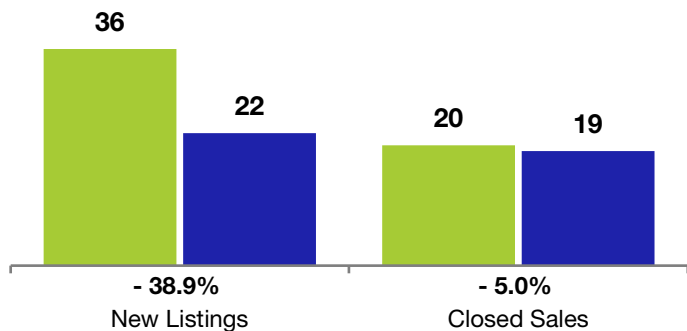
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	36	22	- 38.9%	36	22	- 38.9%
Closed Sales	20	19	- 5.0%	20	19	- 5.0%
Median Sales Price*	\$409,223	\$360,000	- 12.0%	\$409,223	\$360,000	- 12.0%
Percent of Original List Price Received*	92.6%	95.9%	+ 3.6%	92.6%	95.9%	+ 3.6%
Percent of Properties Sold Over List Price*	0.0%	10.5%	--	0.0%	10.5%	--
Days on Market Until Sale	97	49	- 49.5%	97	49	- 49.5%
Inventory of Homes for Sale	95	43	- 54.7%	--	--	--
Months Supply of Inventory	4.6	1.7	- 63.0%	--	--	--

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

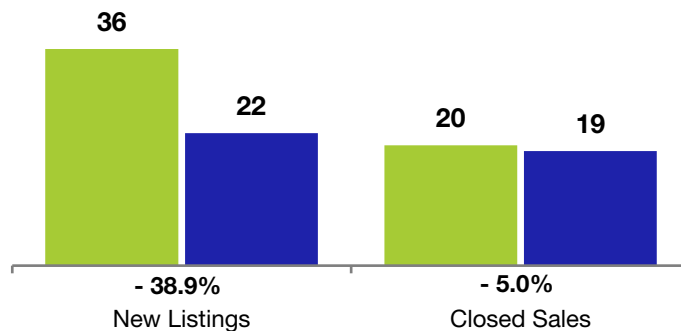
January

■ 2020 ■ 2021



Year to Date

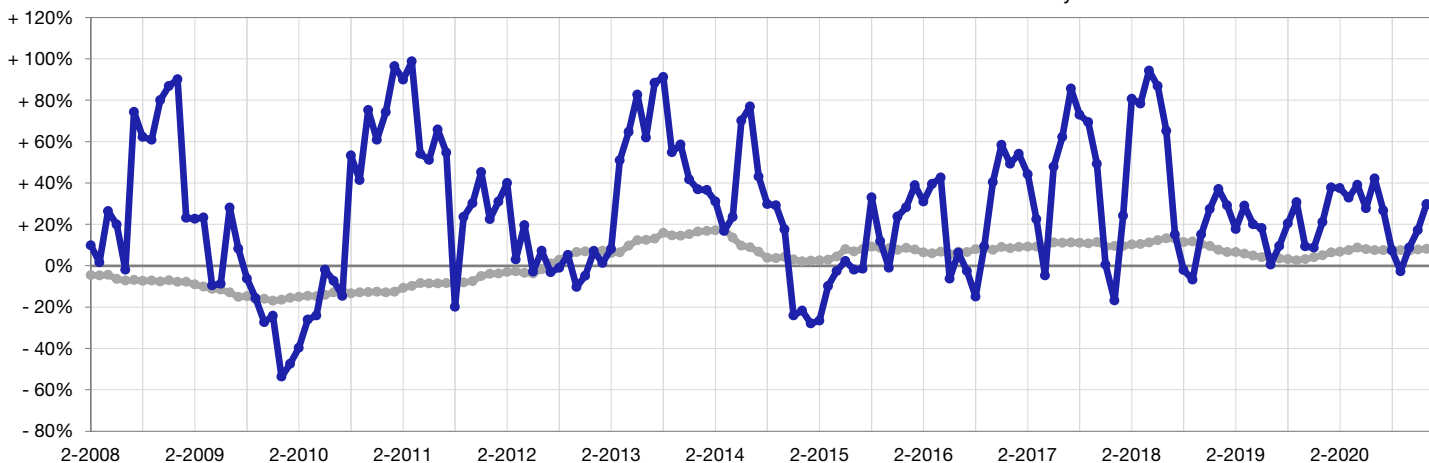
■ 2020 ■ 2021



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

All MLS —

NE St. Johns County – Ponte Vedra Beach North —



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

Local Market Update – January 2021

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



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

- 29.3% **- 1.9%** **- 1.4%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 26

January

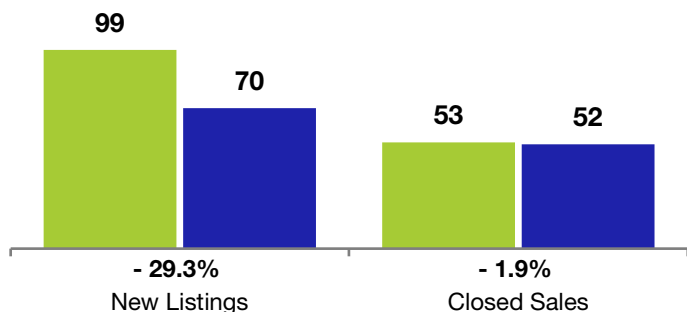
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	99	70	- 29.3%	99	70	- 29.3%
Closed Sales	53	52	- 1.9%	53	52	- 1.9%
Median Sales Price*	\$550,000	\$542,450	- 1.4%	\$550,000	\$542,450	- 1.4%
Percent of Original List Price Received*	93.6%	97.5%	+ 4.2%	93.6%	97.5%	+ 4.2%
Percent of Properties Sold Over List Price*	0.0%	13.5%	--	0.0%	13.5%	--
Days on Market Until Sale	114	67	- 41.2%	114	67	- 41.2%
Inventory of Homes for Sale	325	128	- 60.6%	--	--	--
Months Supply of Inventory	4.9	1.6	- 67.3%	--	--	--

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

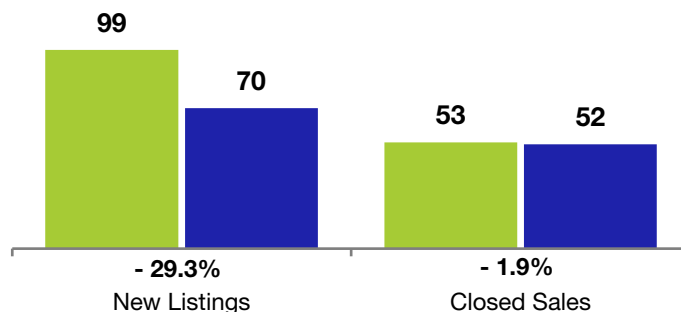
January

■ 2020 ■ 2021



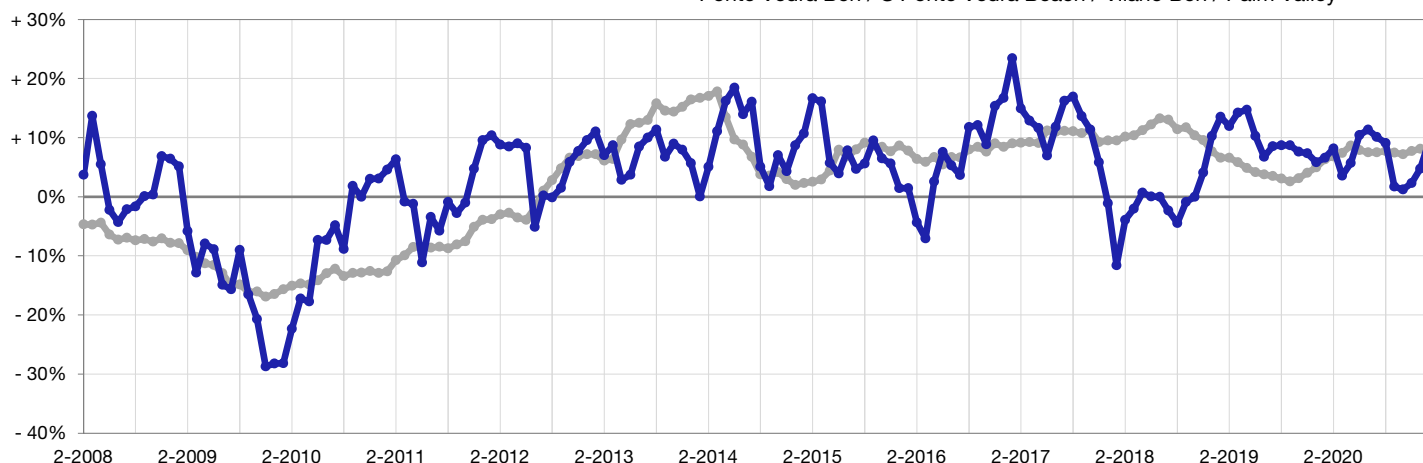
Year to Date

■ 2020 ■ 2021



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

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



** 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 – January 2021

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



Ponte Vedra / Nocatee (St. Johns County)

- 43.2%

- 3.2%

+ 3.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 27

January

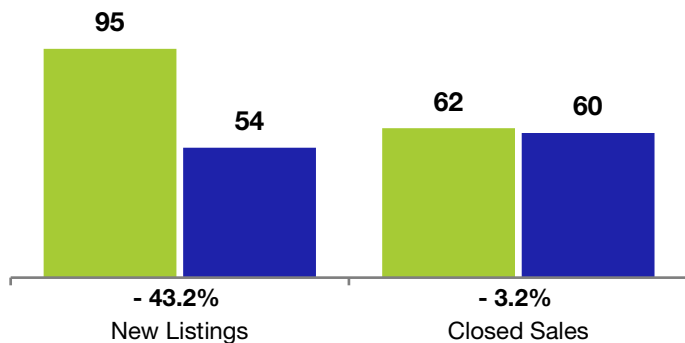
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	95	54	- 43.2%	95	54	- 43.2%
Closed Sales	62	60	- 3.2%	62	60	- 3.2%
Median Sales Price*	\$476,318	\$491,843	+ 3.3%	\$476,318	\$491,843	+ 3.3%
Percent of Original List Price Received*	98.2%	101.2%	+ 3.1%	98.2%	101.2%	+ 3.1%
Percent of Properties Sold Over List Price*	14.5%	26.7%	+ 84.1%	14.5%	26.7%	+ 84.1%
Days on Market Until Sale	73	56	- 23.3%	73	56	- 23.3%
Inventory of Homes for Sale	222	58	- 73.9%	--	--	--
Months Supply of Inventory	2.6	0.6	- 76.9%	--	--	--

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

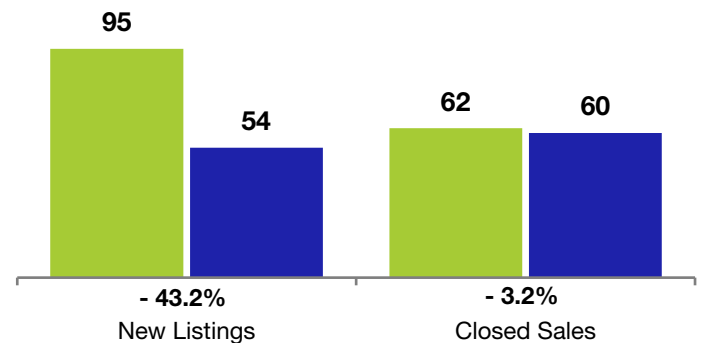
January

■ 2020 ■ 2021

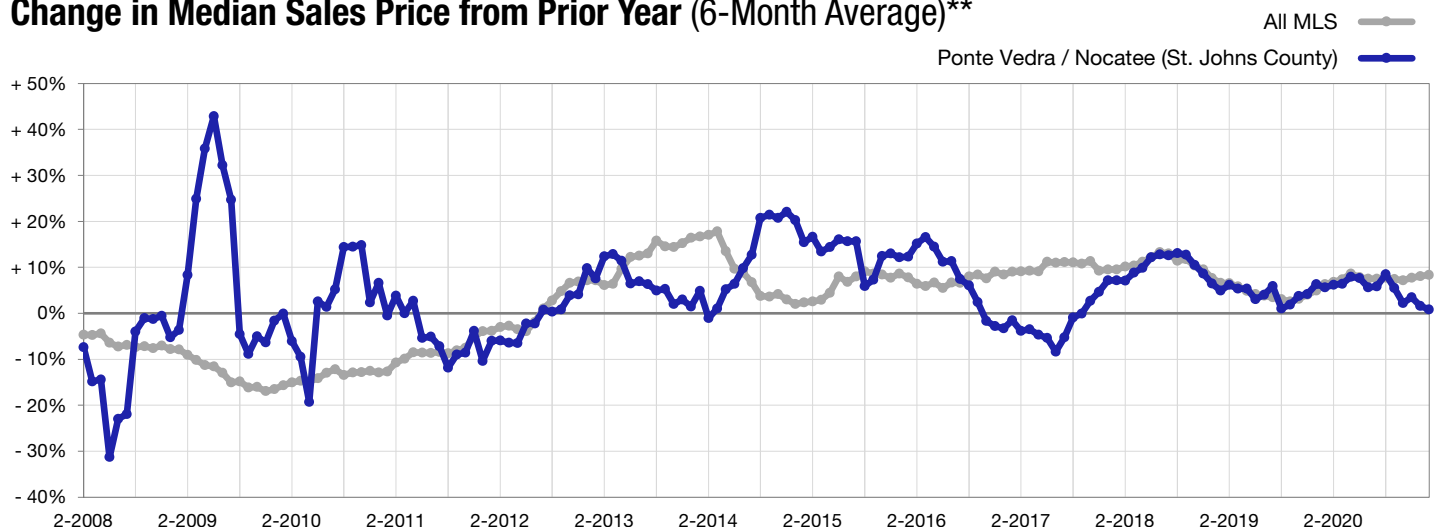


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



St. Johns County - NW

Region 30

- 28.3%

Change in
New Listings

- 16.1%

Change in
Closed Sales

+ 4.3%

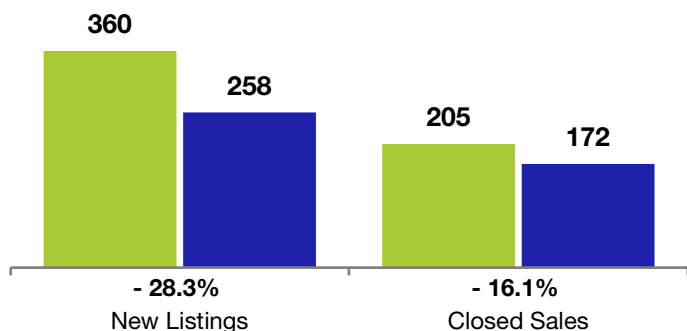
Change in
Median Sales Price

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	360	258	- 28.3%	360	258	- 28.3%
Closed Sales	205	172	- 16.1%	205	172	- 16.1%
Median Sales Price*	\$328,943	\$343,250	+ 4.3%	\$328,943	\$343,250	+ 4.3%
Percent of Original List Price Received*	95.7%	99.6%	+ 4.1%	95.7%	99.6%	+ 4.1%
Percent of Properties Sold Over List Price*	7.4%	15.1%	+ 104.1%	7.4%	15.1%	+ 104.1%
Days on Market Until Sale	85	53	- 37.6%	85	53	- 37.6%
Inventory of Homes for Sale	923	365	- 60.5%	--	--	--
Months Supply of Inventory	3.2	1.1	- 65.6%	--	--	--

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

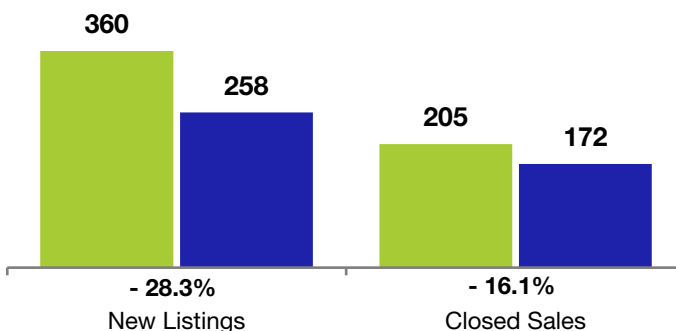
January

■ 2020 ■ 2021

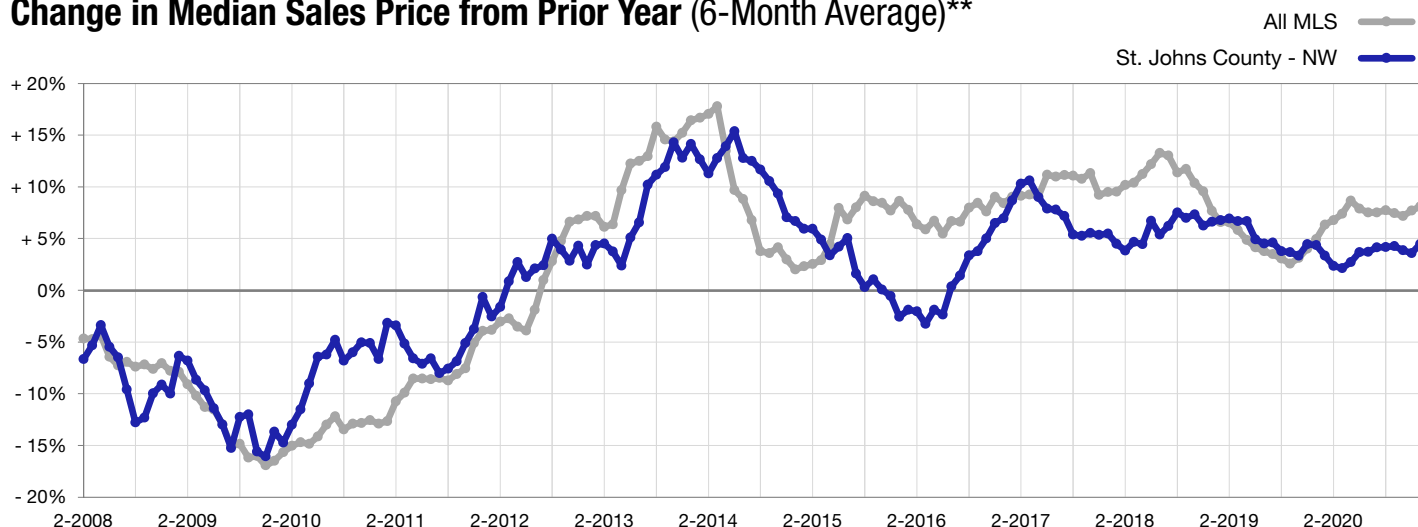


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



St. Johns County - NE

- 41.9%

+ 94.1%

+ 17.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 31

January

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	43	25	- 41.9%	43	25	- 41.9%
Closed Sales	17	33	+ 94.1%	17	33	+ 94.1%
Median Sales Price*	\$314,000	\$369,990	+ 17.8%	\$314,000	\$369,990	+ 17.8%
Percent of Original List Price Received*	96.0%	98.4%	+ 2.5%	96.0%	98.4%	+ 2.5%
Percent of Properties Sold Over List Price*	5.9%	15.2%	+ 157.6%	5.9%	15.2%	+ 157.6%
Days on Market Until Sale	83	64	- 22.9%	83	64	- 22.9%
Inventory of Homes for Sale	131	41	- 68.7%	--	--	--
Months Supply of Inventory	4.5	1.2	- 73.3%	--	--	--

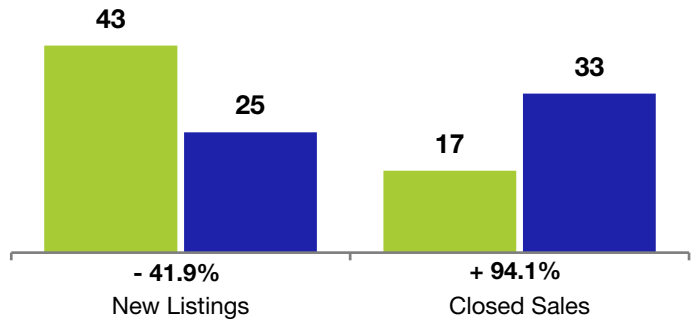
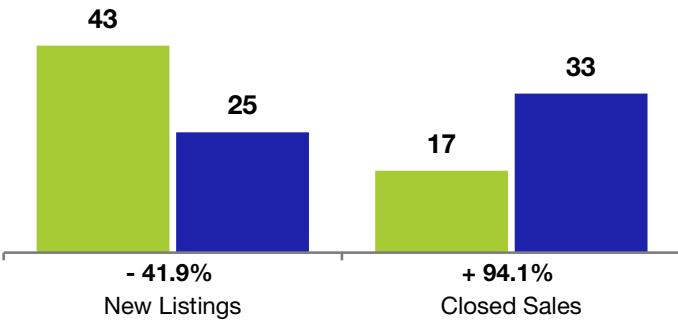
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January

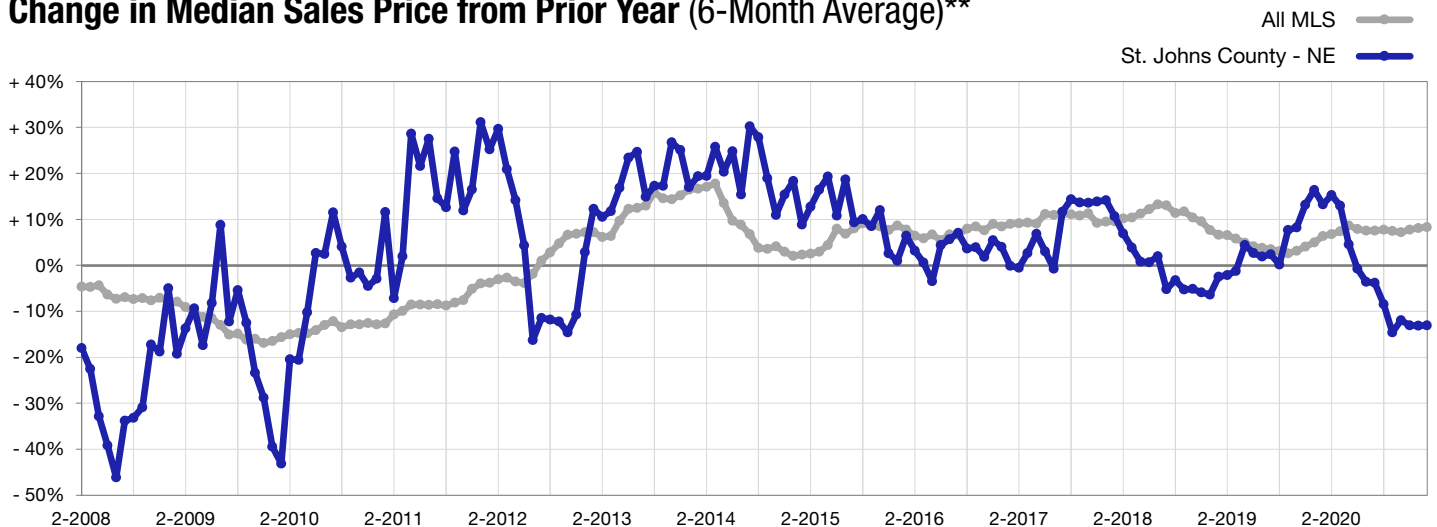
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



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

- 8.6%

+ 75.0%

+ 16.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 32

January

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	35	32	- 8.6%	35	32	- 8.6%
Closed Sales	12	21	+ 75.0%	12	21	+ 75.0%
Median Sales Price*	\$321,800	\$374,999	+ 16.5%	\$321,800	\$374,999	+ 16.5%
Percent of Original List Price Received*	95.4%	94.5%	- 0.9%	95.4%	94.5%	- 0.9%
Percent of Properties Sold Over List Price*	16.7%	0.0%	- 100.0%	16.7%	0.0%	- 100.0%
Days on Market Until Sale	123	79	- 35.8%	123	79	- 35.8%
Inventory of Homes for Sale	148	77	- 48.0%	--	--	--
Months Supply of Inventory	7.8	2.8	- 64.1%	--	--	--

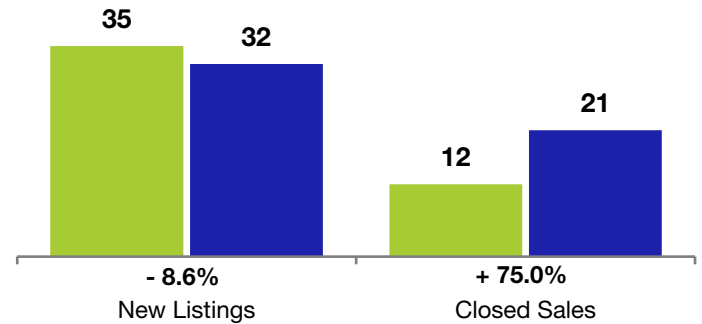
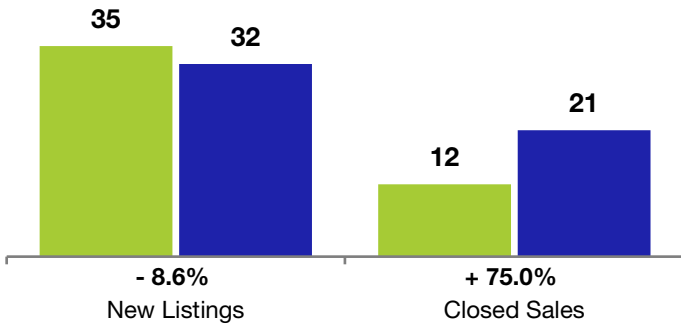
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January

■ 2020 ■ 2021

Year to Date

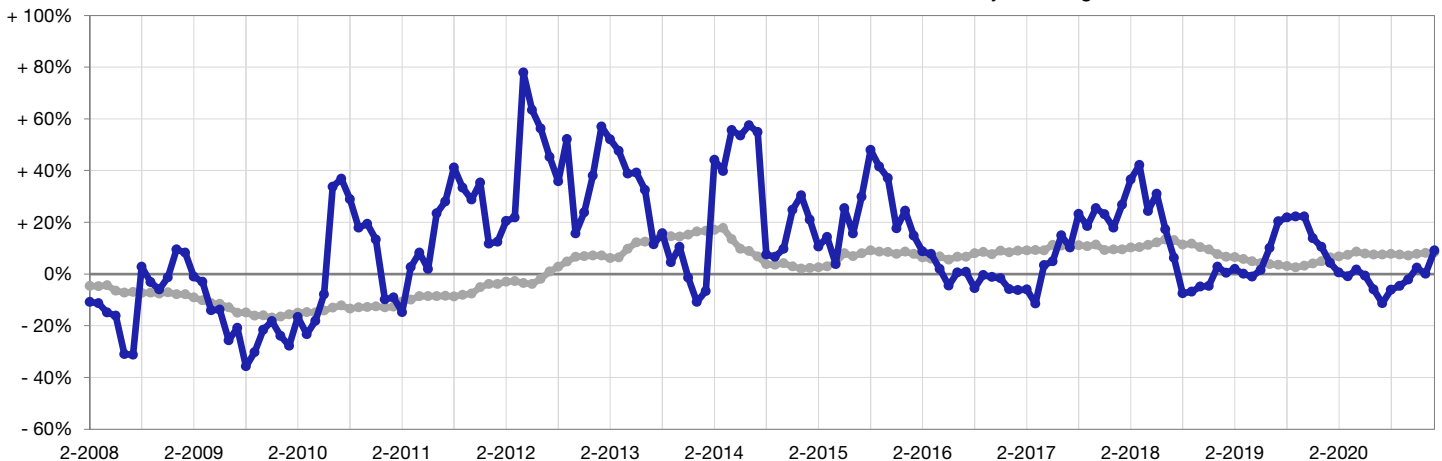
■ 2020 ■ 2021



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

All MLS —

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



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Local Market Update – January 2021

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



St. Johns County - SE

- 28.4%

+ 19.3%

+ 15.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 33

January

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	190	136	- 28.4%	190	136	- 28.4%
Closed Sales	88	105	+ 19.3%	88	105	+ 19.3%
Median Sales Price*	\$259,950	\$299,000	+ 15.0%	\$259,950	\$299,000	+ 15.0%
Percent of Original List Price Received*	95.1%	96.8%	+ 1.8%	95.1%	96.8%	+ 1.8%
Percent of Properties Sold Over List Price*	3.4%	6.7%	+ 97.1%	3.4%	6.7%	+ 97.1%
Days on Market Until Sale	88	76	- 13.6%	88	76	- 13.6%
Inventory of Homes for Sale	581	212	- 63.5%	--	--	--
Months Supply of Inventory	4.9	1.4	- 71.4%	--	--	--

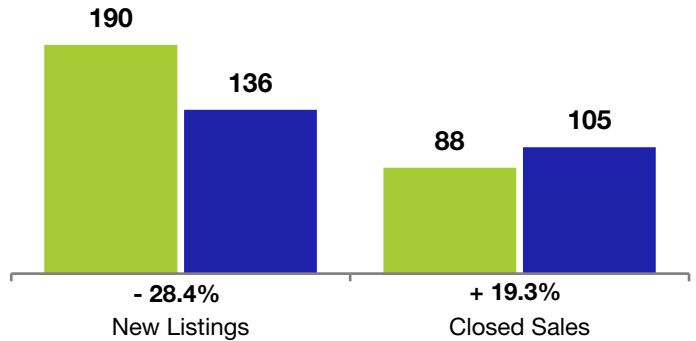
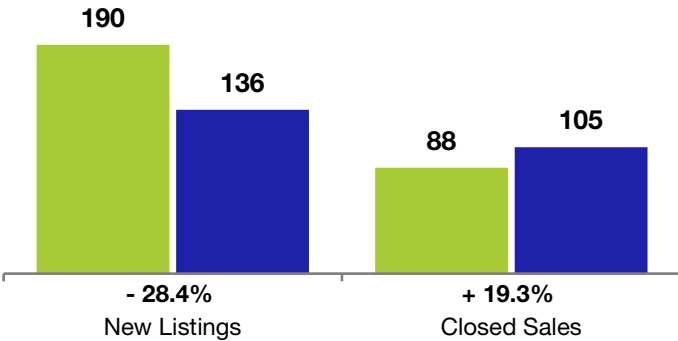
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January

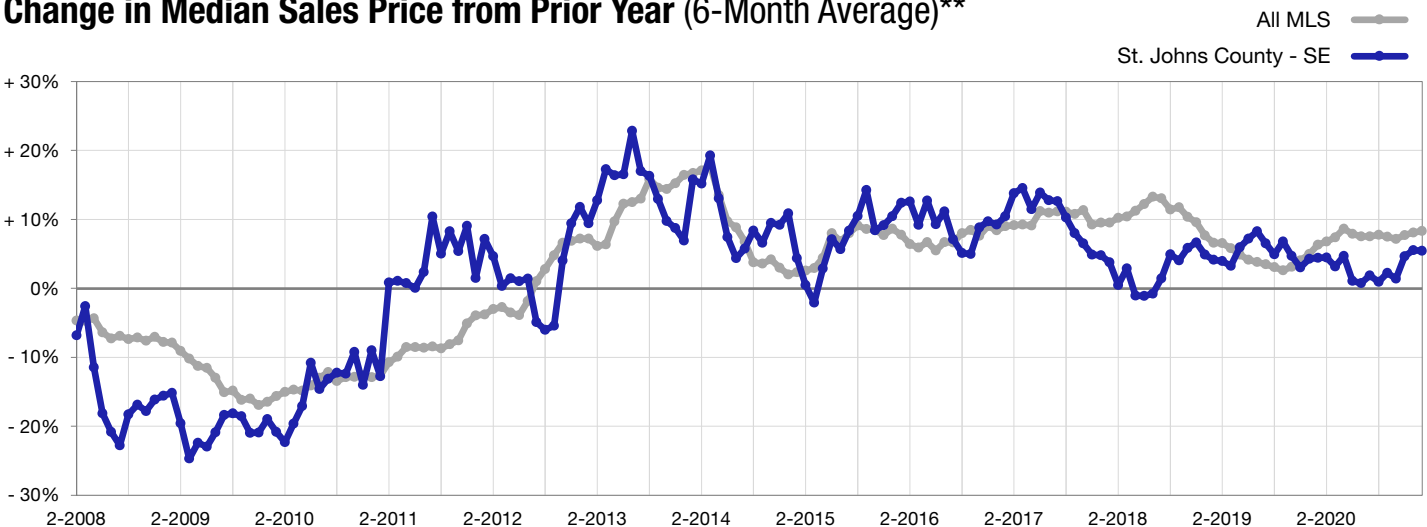
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



St. Johns County - SW

Region 34

+ 26.7% **+ 550.0%** **+ 1.1%**

Change in
New Listings

Change in
Closed Sales

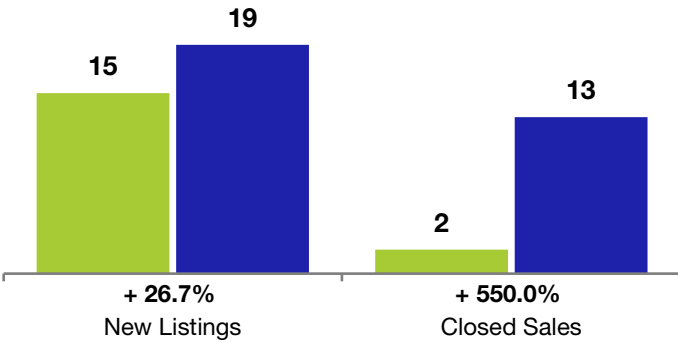
Change in
Median Sales Price

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	15	19	+ 26.7%	15	19	+ 26.7%
Closed Sales	2	13	+ 550.0%	2	13	+ 550.0%
Median Sales Price*	\$275,000	\$278,000	+ 1.1%	\$275,000	\$278,000	+ 1.1%
Percent of Original List Price Received*	96.6%	95.8%	- 0.8%	96.6%	95.8%	- 0.8%
Percent of Properties Sold Over List Price*	0.0%	7.7%	--	0.0%	7.7%	--
Days on Market Until Sale	72	80	+ 11.1%	72	80	+ 11.1%
Inventory of Homes for Sale	54	37	- 31.5%	--	--	--
Months Supply of Inventory	6.1	2.8	- 54.1%	--	--	--

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

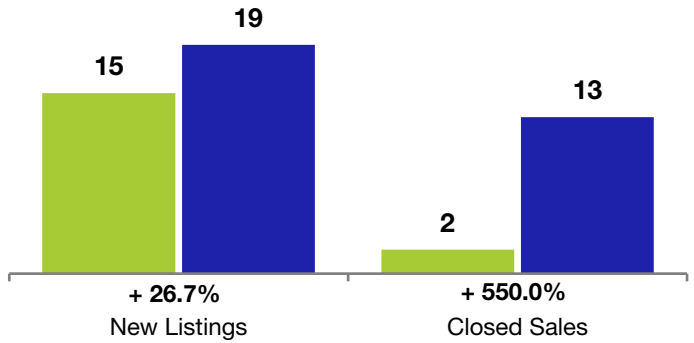
January

■ 2020 ■ 2021

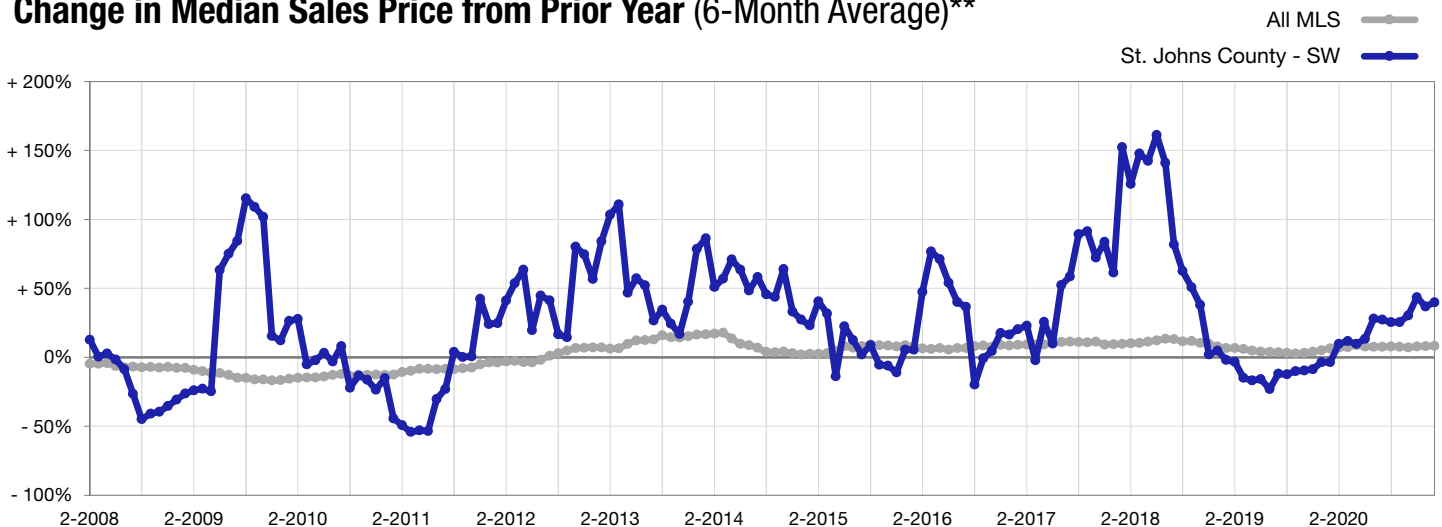


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



Putnam County NE

- 20.4%

+ 18.2%

+ 46.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 56

January

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	54	43	- 20.4%	54	43	- 20.4%
Closed Sales	22	26	+ 18.2%	22	26	+ 18.2%
Median Sales Price*	\$115,750	\$169,450	+ 46.4%	\$115,750	\$169,450	+ 46.4%
Percent of Original List Price Received*	92.3%	92.6%	+ 0.3%	92.3%	92.6%	+ 0.3%
Percent of Properties Sold Over List Price*	9.1%	23.1%	+ 153.8%	9.1%	23.1%	+ 153.8%
Days on Market Until Sale	104	104	0.0%	104	104	0.0%
Inventory of Homes for Sale	188	87	- 53.7%	--	--	--
Months Supply of Inventory	5.7	2.4	- 57.9%	--	--	--

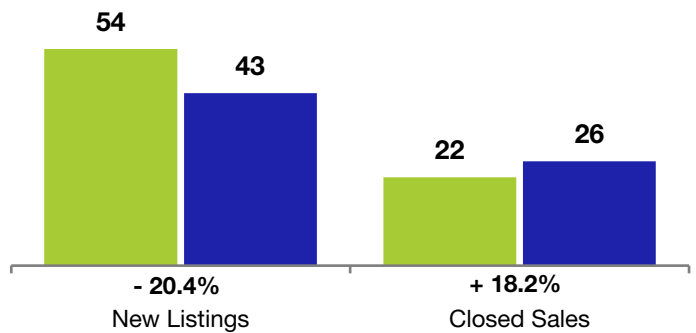
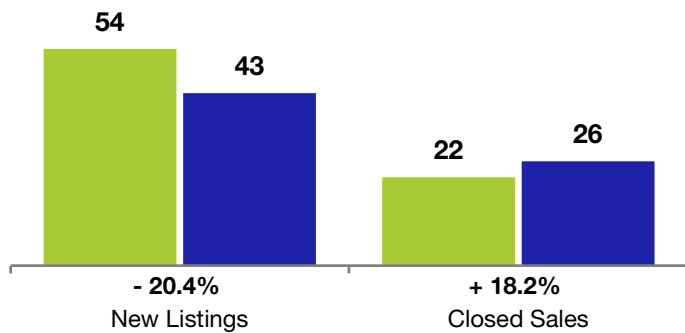
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January

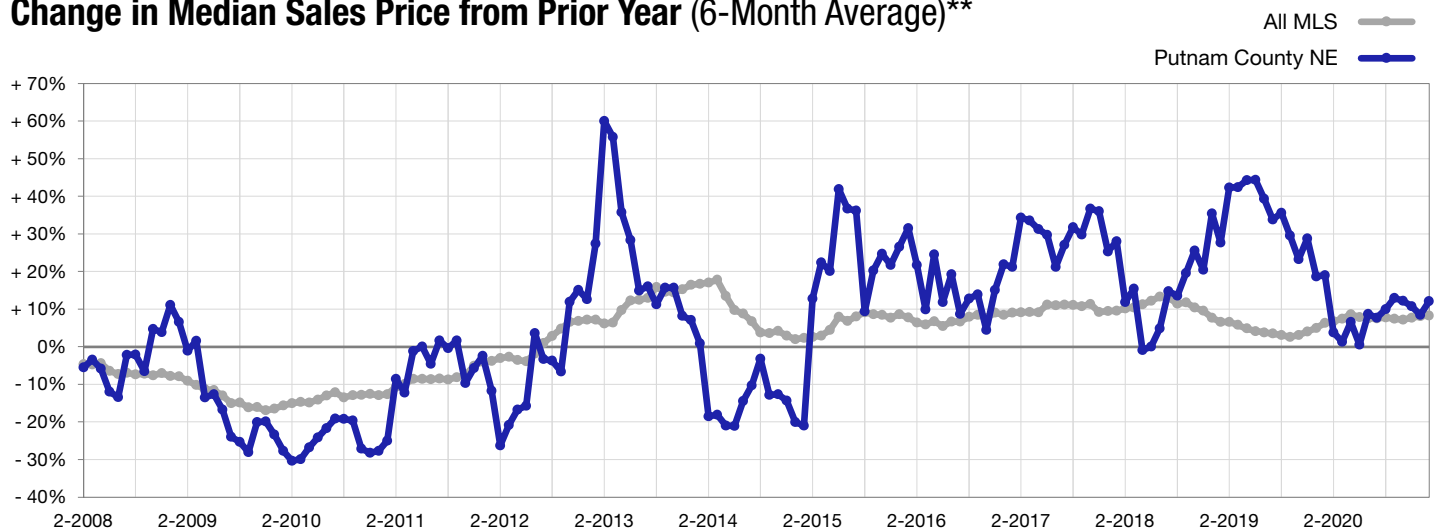
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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

Local Market Update – January 2021

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



Putnam County - West

Region 57

+ 27.6%

0.0%

- 43.5%

Change in
New Listings

Change in
Closed Sales

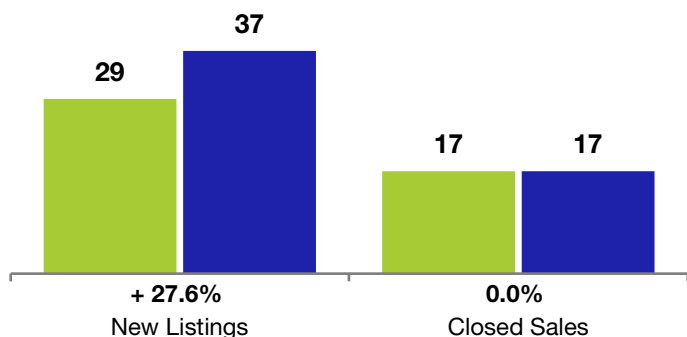
Change in
Median Sales Price

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	29	37	+ 27.6%	29	37	+ 27.6%
Closed Sales	17	17	0.0%	17	17	0.0%
Median Sales Price*	\$124,000	\$70,000	- 43.5%	\$124,000	\$70,000	- 43.5%
Percent of Original List Price Received*	87.4%	87.4%	0.0%	87.4%	87.4%	0.0%
Percent of Properties Sold Over List Price*	17.6%	5.9%	- 66.5%	17.6%	5.9%	- 66.5%
Days on Market Until Sale	168	23	- 86.3%	168	23	- 86.3%
Inventory of Homes for Sale	120	75	- 37.5%	--	--	--
Months Supply of Inventory	5.2	3.0	- 42.3%	--	--	--

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

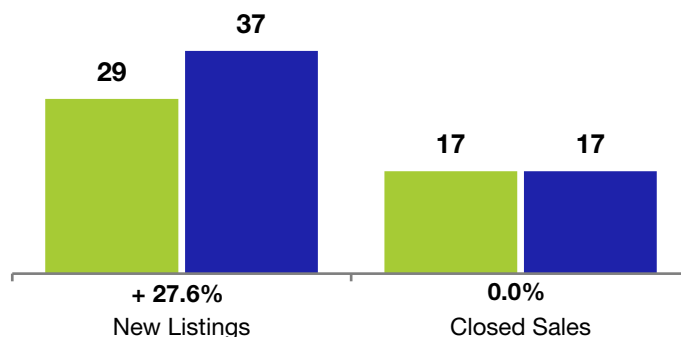
January

■ 2020 ■ 2021

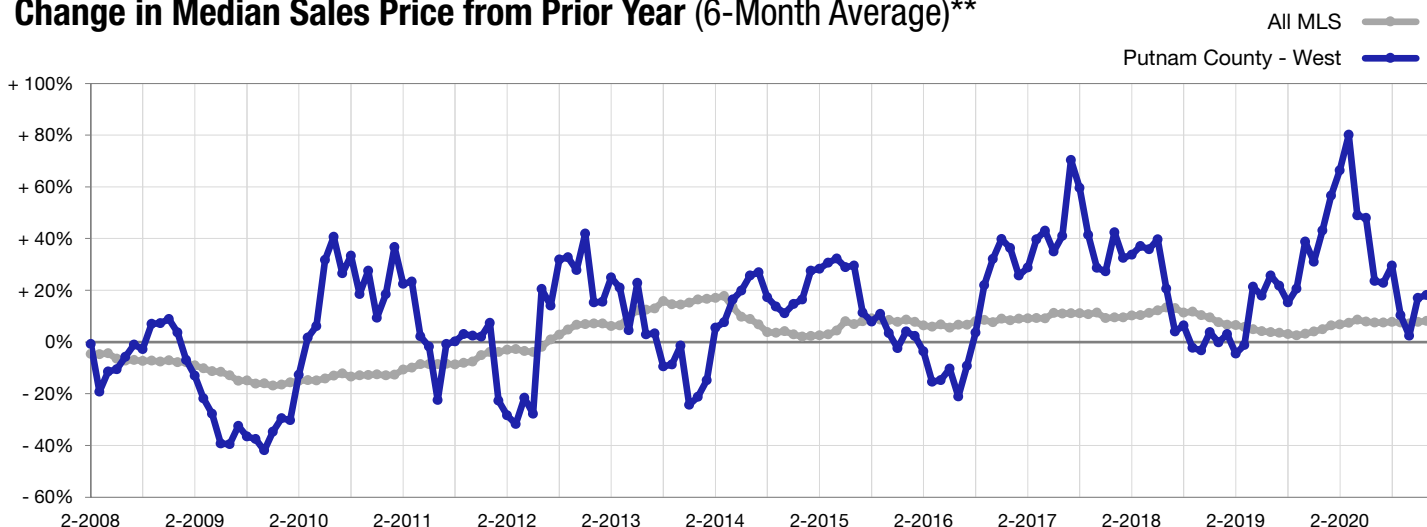


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



Putnam County - South

Region 58

- 33.3%

- 20.0%

+ 29.1%

Change in
New Listings

Change in
Closed Sales

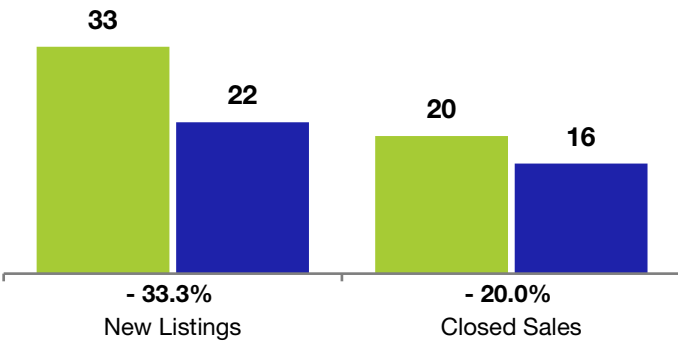
Change in
Median Sales Price

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	33	22	- 33.3%	33	22	- 33.3%
Closed Sales	20	16	- 20.0%	20	16	- 20.0%
Median Sales Price*	\$116,000	\$149,750	+ 29.1%	\$116,000	\$149,750	+ 29.1%
Percent of Original List Price Received*	90.8%	90.0%	- 0.9%	90.8%	90.0%	- 0.9%
Percent of Properties Sold Over List Price*	0.0%	12.5%	--	0.0%	12.5%	--
Days on Market Until Sale	116	79	- 31.9%	116	79	- 31.9%
Inventory of Homes for Sale	129	65	- 49.6%	--	--	--
Months Supply of Inventory	6.9	3.0	- 56.5%	--	--	--

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

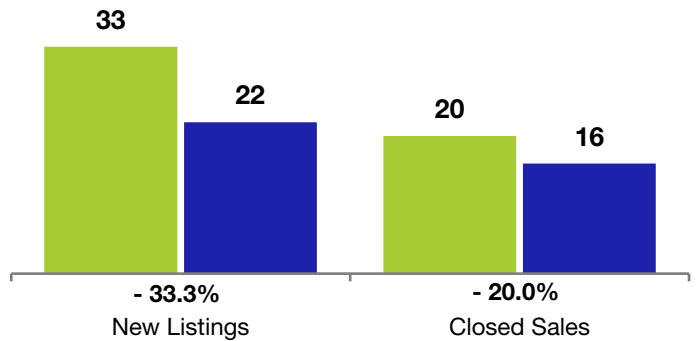
January

■ 2020 ■ 2021

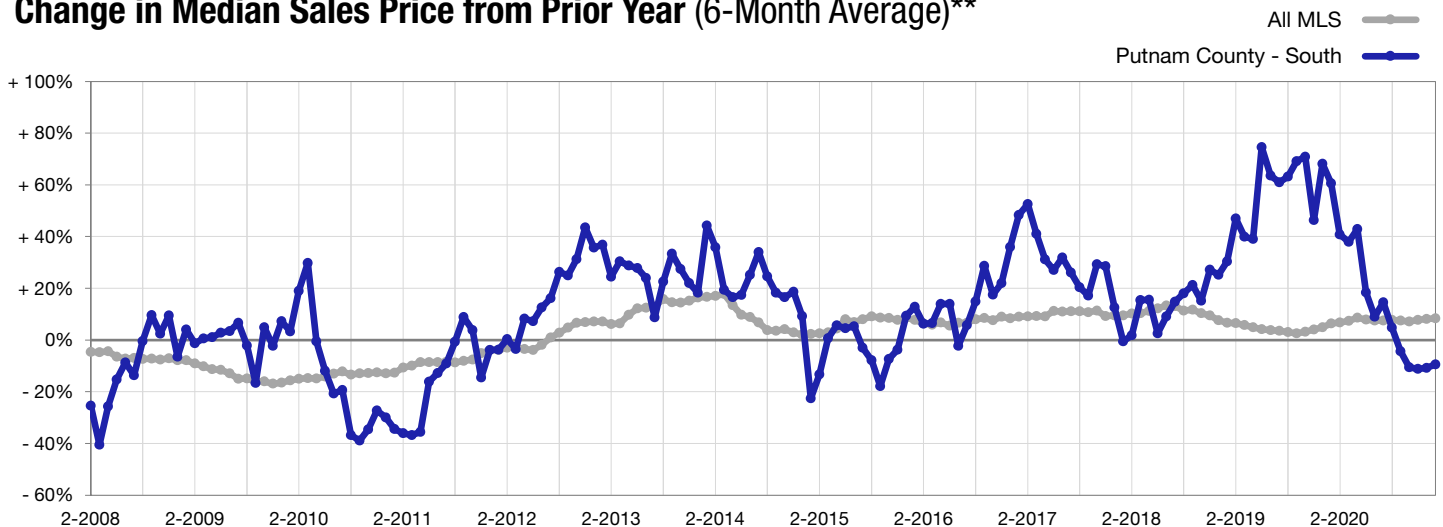


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



Baker County

0.0%

+ 15.4%

+ 37.2%

Change in
New Listings

Change in
Closed Sales

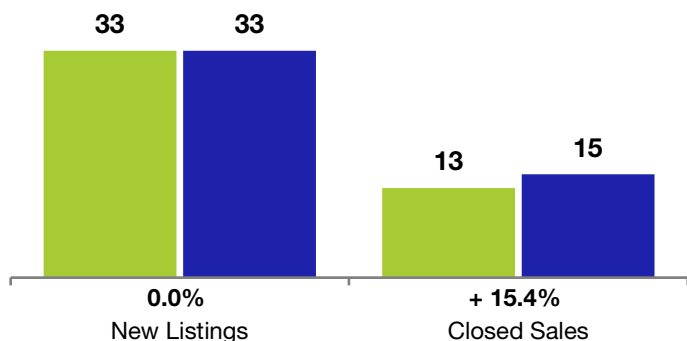
Change in
Median Sales Price

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	33	33	0.0%	33	33	0.0%
Closed Sales	13	15	+ 15.4%	13	15	+ 15.4%
Median Sales Price*	\$180,000	\$246,900	+ 37.2%	\$180,000	\$246,900	+ 37.2%
Percent of Original List Price Received*	93.1%	97.7%	+ 4.9%	93.1%	97.7%	+ 4.9%
Percent of Properties Sold Over List Price*	0.0%	20.0%	--	0.0%	20.0%	--
Days on Market Until Sale	104	87	- 16.3%	104	87	- 16.3%
Inventory of Homes for Sale	94	56	- 40.4%	--	--	--
Months Supply of Inventory	4.7	2.0	- 57.4%	--	--	--

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

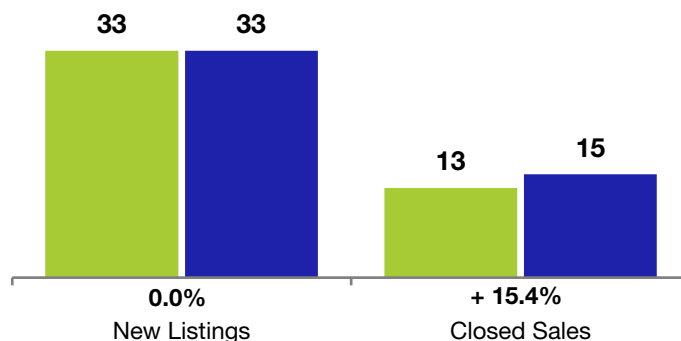
January

■ 2020 ■ 2021

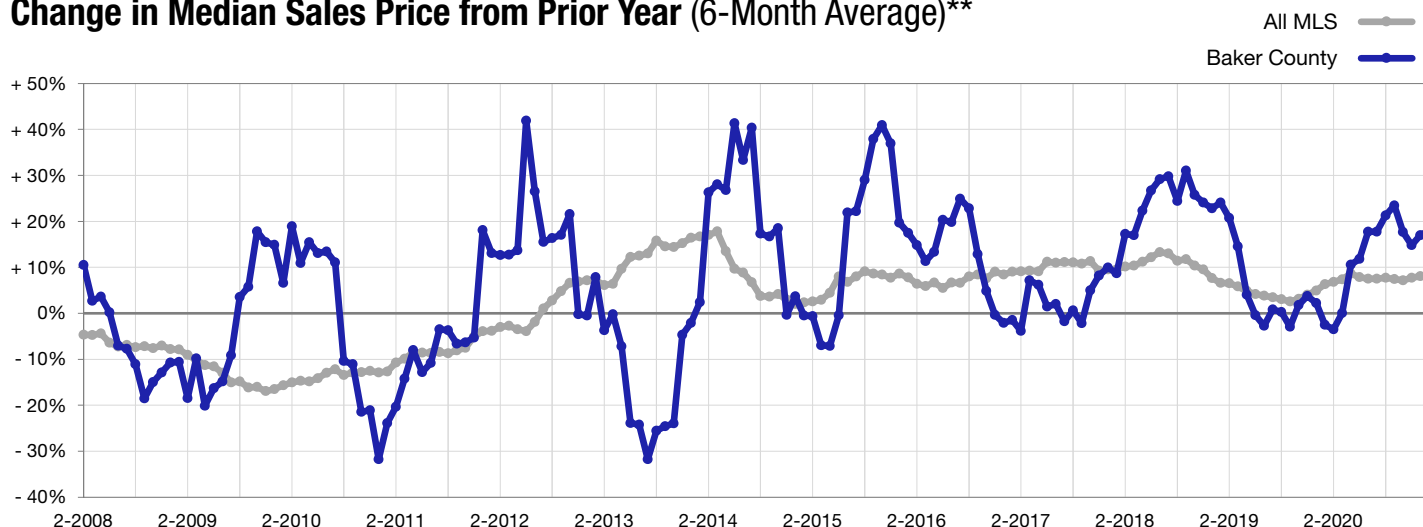


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



Clay County

- 19.8% **+ 23.2%** **+ 18.8%**

Change in
New Listings

Change in
Closed Sales

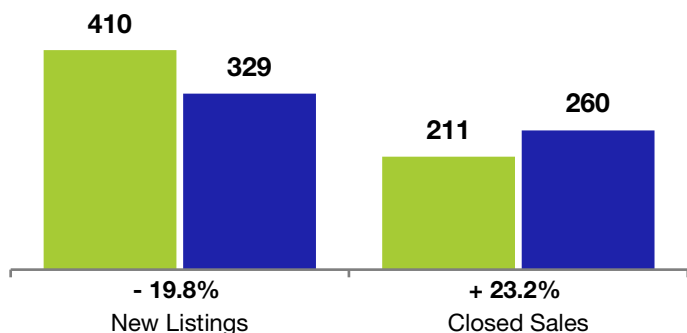
Change in
Median Sales Price

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	410	329	- 19.8%	410	329	- 19.8%
Closed Sales	211	260	+ 23.2%	211	260	+ 23.2%
Median Sales Price*	\$209,990	\$249,445	+ 18.8%	\$209,990	\$249,445	+ 18.8%
Percent of Original List Price Received*	96.7%	97.8%	+ 1.1%	96.7%	97.8%	+ 1.1%
Percent of Properties Sold Over List Price*	19.9%	19.6%	- 1.5%	19.9%	19.6%	- 1.5%
Days on Market Until Sale	62	48	- 22.6%	62	48	- 22.6%
Inventory of Homes for Sale	953	408	- 57.2%	--	--	--
Months Supply of Inventory	2.7	1.1	- 59.3%	--	--	--

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

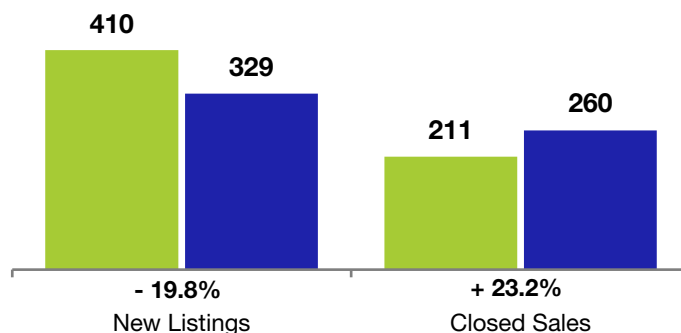
January

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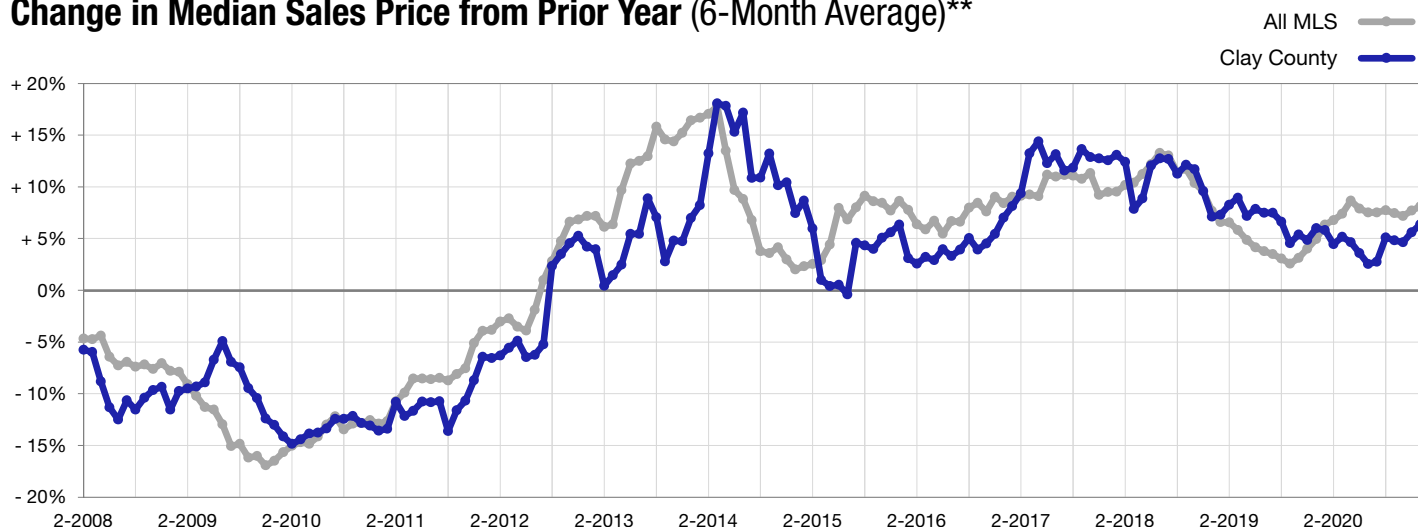


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



Duval County

- 8.0%

+ 11.8%

+ 11.7%

Change in
New Listings

Change in
Closed Sales

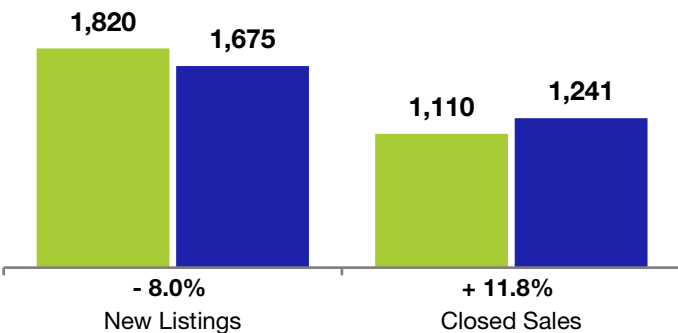
Change in
Median Sales Price

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	1,820	1,675	- 8.0%	1,820	1,675	- 8.0%
Closed Sales	1,110	1,241	+ 11.8%	1,110	1,241	+ 11.8%
Median Sales Price*	\$205,990	\$230,000	+ 11.7%	\$205,990	\$230,000	+ 11.7%
Percent of Original List Price Received*	94.9%	97.2%	+ 2.4%	94.9%	97.2%	+ 2.4%
Percent of Properties Sold Over List Price*	11.8%	19.5%	+ 65.3%	11.8%	19.5%	+ 65.3%
Days on Market Until Sale	67	49	- 26.9%	67	49	- 26.9%
Inventory of Homes for Sale	4,050	2,248	- 44.5%	--	--	--
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.

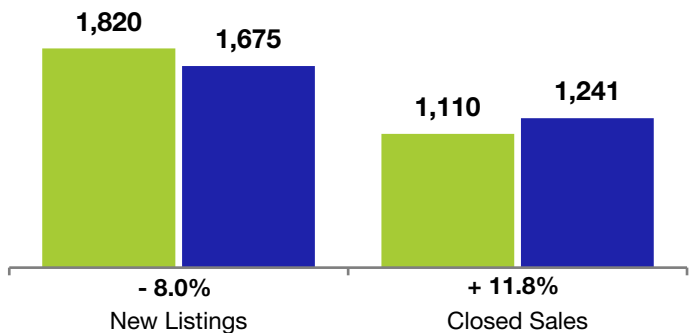
January

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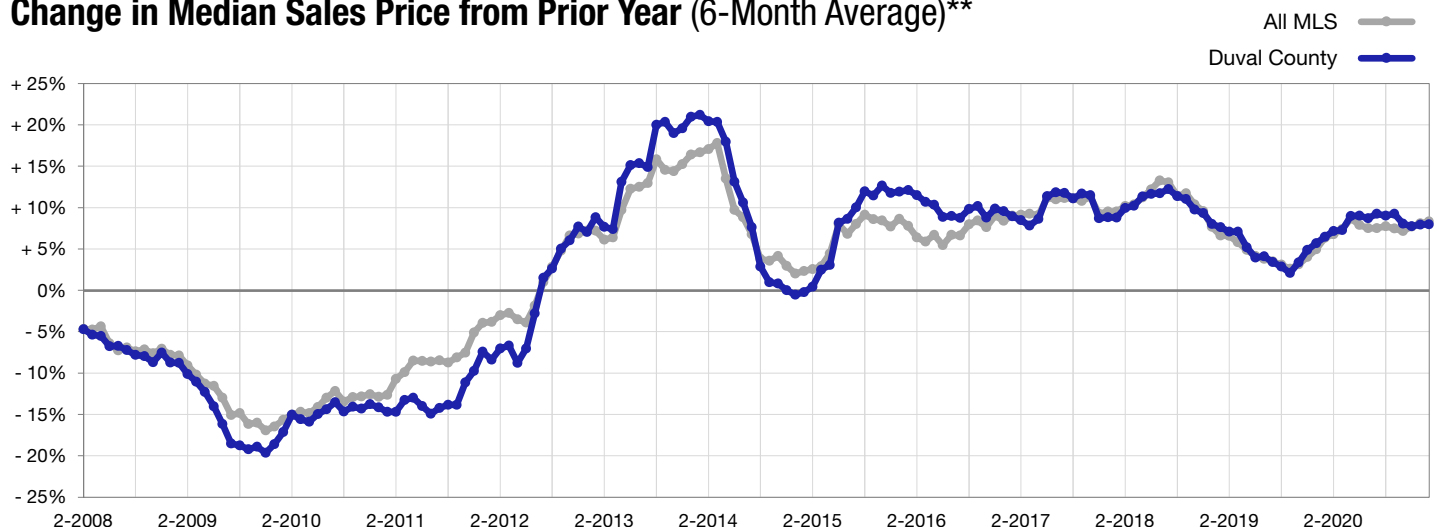


Year to Date

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



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Local Market Update – January 2021

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



Nassau County

- 18.7%

+ 15.6%

+ 15.4%

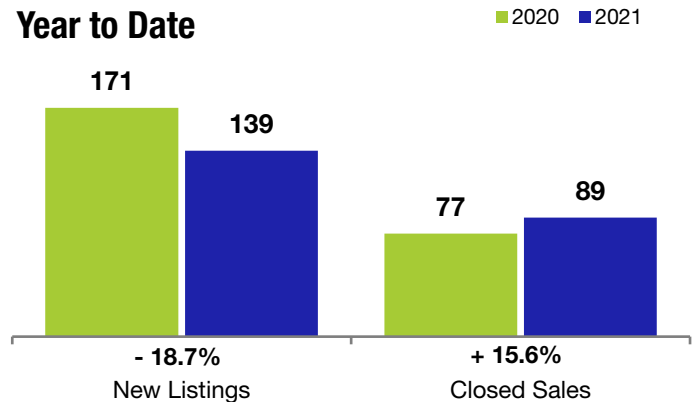
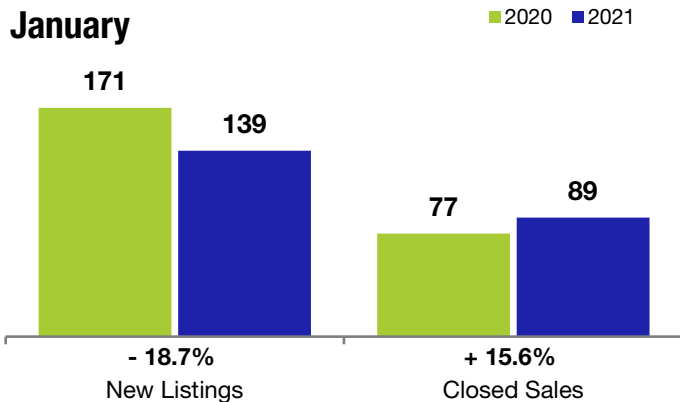
Change in
New Listings

Change in
Closed Sales

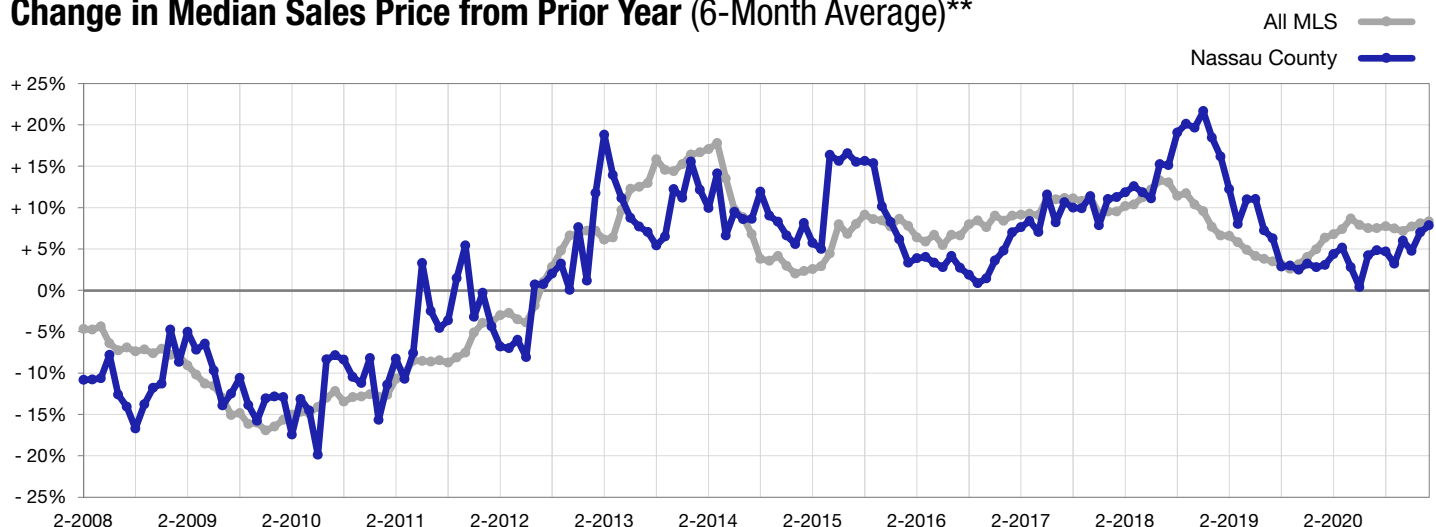
Change in
Median Sales Price

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	171	139	- 18.7%	171	139	- 18.7%
Closed Sales	77	89	+ 15.6%	77	89	+ 15.6%
Median Sales Price*	\$259,900	\$300,000	+ 15.4%	\$259,900	\$300,000	+ 15.4%
Percent of Original List Price Received*	95.2%	96.0%	+ 0.8%	95.2%	96.0%	+ 0.8%
Percent of Properties Sold Over List Price*	9.1%	18.0%	+ 97.8%	9.1%	18.0%	+ 97.8%
Days on Market Until Sale	64	47	- 26.6%	64	47	- 26.6%
Inventory of Homes for Sale	522	226	- 56.7%	--	--	--
Months Supply of Inventory	4.5	1.5	- 66.7%	--	--	--

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



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



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Local Market Update – January 2021

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



Putnam County

- 10.4%

0.0%

+ 15.9%

Change in
New Listings

Change in
Closed Sales

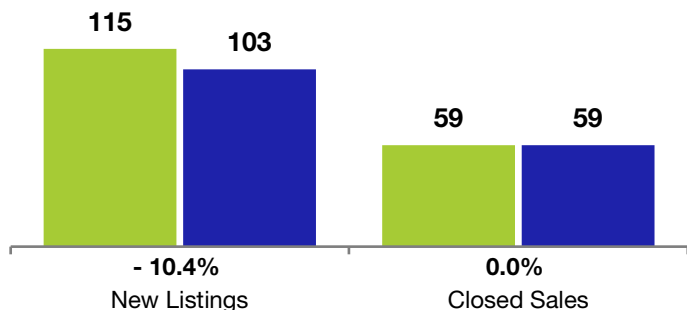
Change in
Median Sales Price

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	115	103	- 10.4%	115	103	- 10.4%
Closed Sales	59	59	0.0%	59	59	0.0%
Median Sales Price*	\$116,500	\$135,000	+ 15.9%	\$116,500	\$135,000	+ 15.9%
Percent of Original List Price Received*	90.4%	90.4%	0.0%	90.4%	90.4%	0.0%
Percent of Properties Sold Over List Price*	8.5%	15.3%	+ 80.0%	8.5%	15.3%	+ 80.0%
Days on Market Until Sale	126	74	- 41.3%	126	74	- 41.3%
Inventory of Homes for Sale	434	228	- 47.5%	--	--	--
Months Supply of Inventory	5.8	2.8	- 51.7%	--	--	--

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

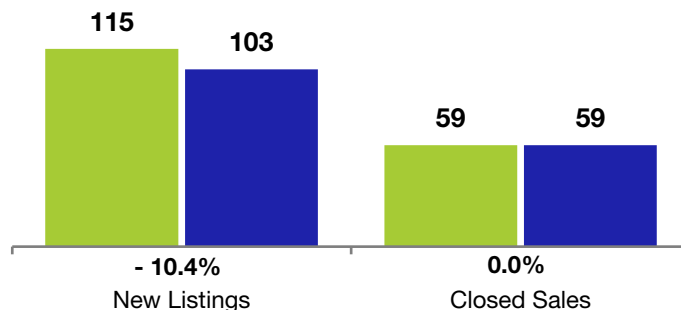
January

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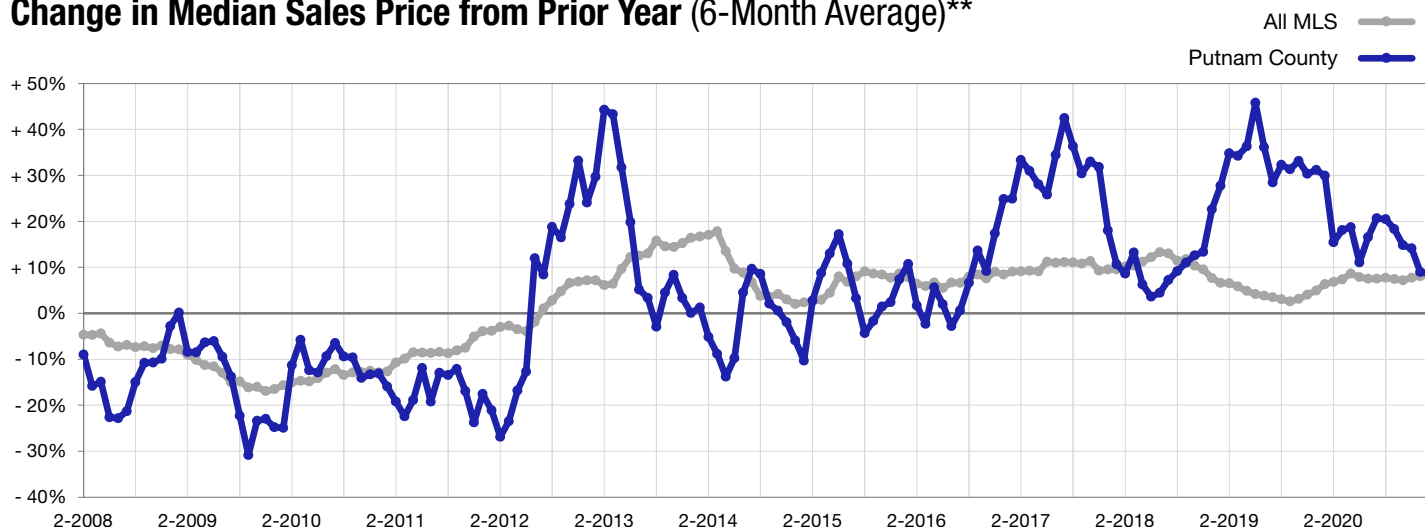


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – January 2021

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



St. Johns County

- 29.4%

+ 3.9%

+ 7.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	868	613	- 29.4%	868	613	- 29.4%
Closed Sales	457	475	+ 3.9%	457	475	+ 3.9%
Median Sales Price*	\$340,000	\$365,000	+ 7.4%	\$340,000	\$365,000	+ 7.4%
Percent of Original List Price Received*	95.5%	98.4%	+ 3.0%	95.5%	98.4%	+ 3.0%
Percent of Properties Sold Over List Price*	6.6%	13.5%	+ 104.5%	6.6%	13.5%	+ 104.5%
Days on Market Until Sale	89	62	- 30.3%	89	62	- 30.3%
Inventory of Homes for Sale	2,467	958	- 61.2%	--	--	--
Months Supply of Inventory	3.9	1.3	- 66.7%	--	--	--

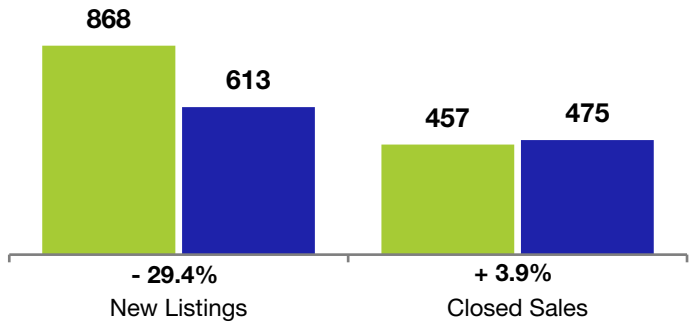
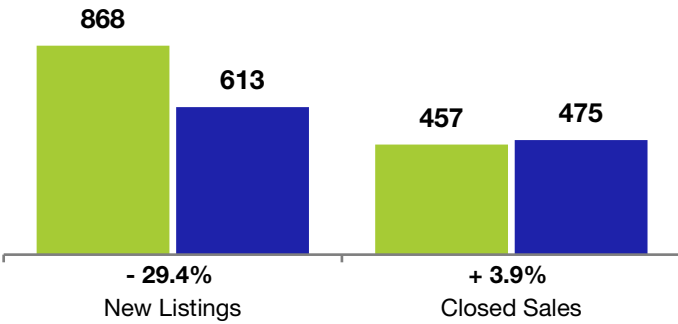
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January

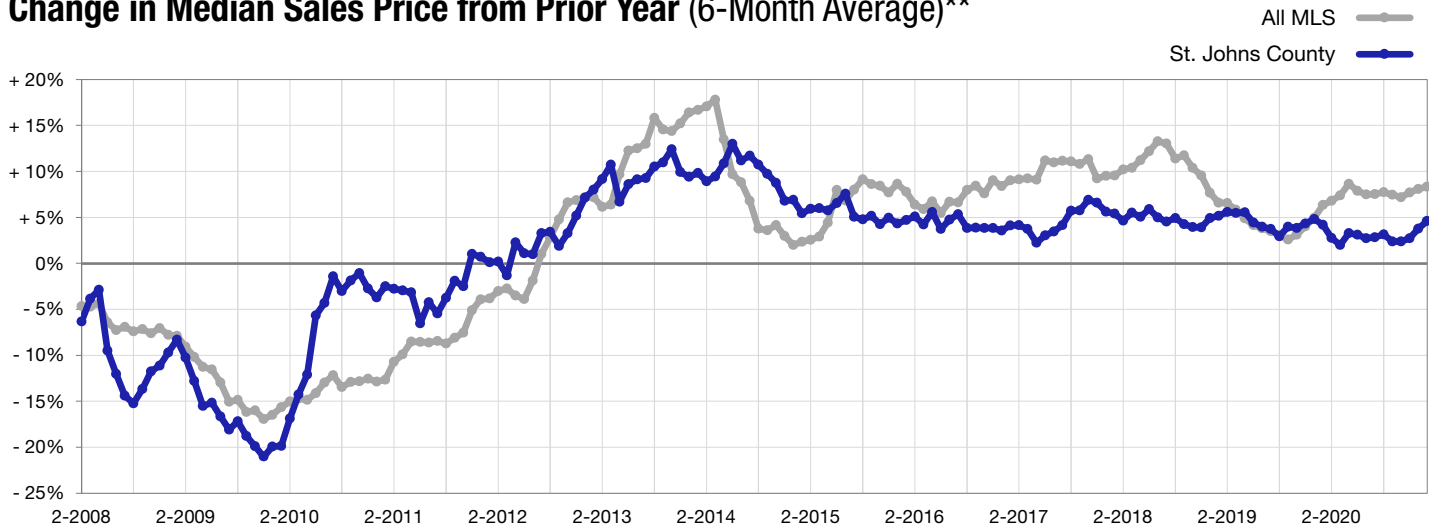
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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