

# 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.

## December 2020

December is normally one of the slowest months of the year but strong buyer demand across most segments of the market, buoyed by near-record low interest rates, continue to drive a healthy sales pace in the face of a new wave of COVID-19 infections and a softening jobs market.

New Listings in the Northeast Florida region increased 12.2 percent to 2,453. Pending Sales were up 25.7 percent to 2,685. Inventory levels fell 46.9 percent to 4,549 units.

Prices continued to gain traction. The Median Sales Price increased 11.3 percent to \$267,000. Days on Market was down 26.8 percent to 52 days. Sellers were encouraged as Months Supply of Inventory was down 53.1 percent to 1.5 months.

With low mortgage rates and strong buyer demand in most market segments, the housing market of early 2021 looks to continue the trends we saw in the second half of 2020. Low inventory and multiple offers on in-demand properties and market segments are likely to remain common while the market waits and hopes for a boost in new construction and a surge in home sellers to help provide more balance to the market.

## Quick Facts

**+ 15.2%**      **+ 11.3%**      **- 46.9%**

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

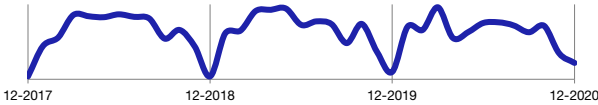
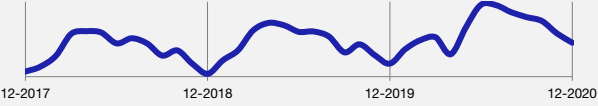
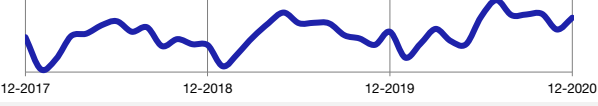
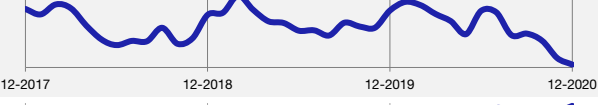
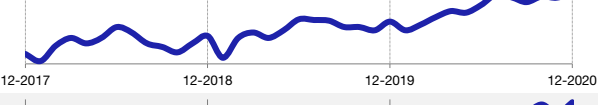

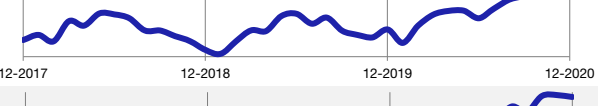
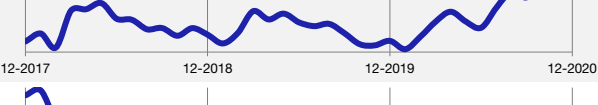
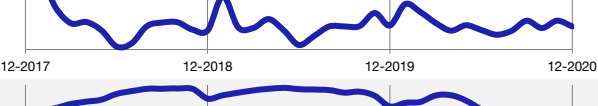


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**Area breakouts of 33 submarkets begin after page 21.**



# Market Overview

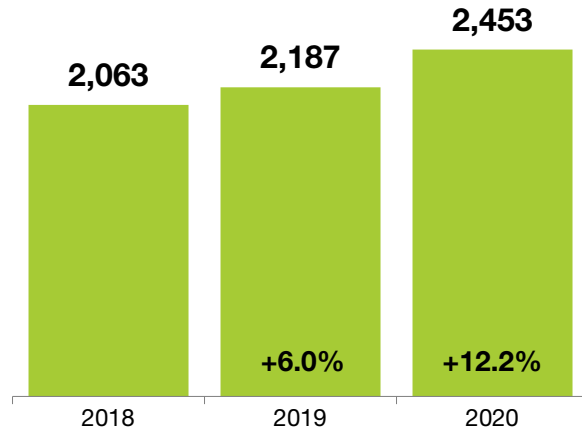
Key market metrics for the current month and year-to-date.

Key Metrics	Historical Sparklines	12-2019	12-2020	+/-	YTD 2019	YTD 2020	+/-
<b>New Listings</b>		2,187	<b>2,453</b>	+ 12.2%	41,130	<b>40,408</b>	- 1.8%
<b>Pending Sales</b>		2,136	<b>2,685</b>	+ 25.7%	32,463	<b>36,664</b>	+ 12.9%
<b>Closed Sales</b>		2,767	<b>3,187</b>	+ 15.2%	32,289	<b>34,932</b>	+ 8.2%
<b>Days on Market Until Sale</b>		71	<b>52</b>	- 26.8%	67	<b>64</b>	- 4.5%
<b>Median Sales Price</b>		\$240,000	<b>\$267,000</b>	+ 11.3%	\$233,990	<b>\$255,000</b>	+ 9.0%
<b>Average Sales Price</b>		\$288,931	<b>\$331,242</b>	+ 14.6%	\$276,377	<b>\$309,001</b>	+ 11.8%
<b>Percent of Original List Price Received</b>		95.6%	<b>97.6%</b>	+ 2.1%	95.7%	<b>96.7%</b>	+ 1.0%
<b>Percent of Properties Sold Over List Price</b>		12.0%	<b>18.6%</b>	+ 55.0%	13.4%	<b>15.8%</b>	+ 17.9%
<b>Housing Affordability Index</b>		137	<b>137</b>	0.0%	141	<b>144</b>	+ 2.1%
<b>Inventory of Homes for Sale</b>		8,569	<b>4,549</b>	- 46.9%	--	--	--
<b>Months Supply of Homes for Sale</b>		3.2	<b>1.5</b>	- 53.1%	--	--	--

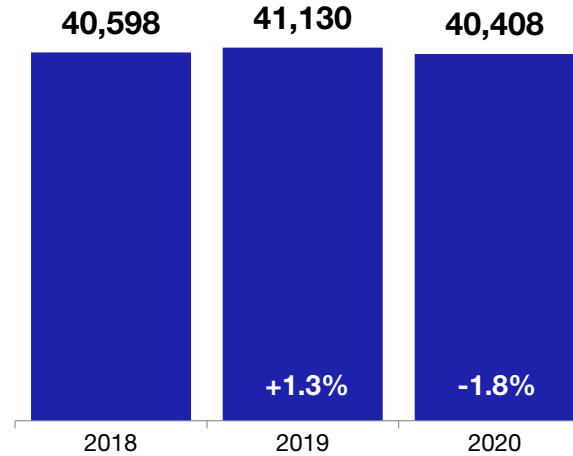
# New Listings

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

## December



## Year To Date



Month	Prior Year	Current Year	+ / -
January 2020	3,317	3,512	+5.9%
February 2020	3,397	3,414	+0.5%
March 2020	3,966	4,079	+2.8%
April 2020	4,008	3,183	-20.6%
May 2020	4,043	3,349	-17.2%
June 2020	3,562	3,619	+1.6%
July 2020	3,667	3,638	-0.8%
August 2020	3,586	3,550	-1.0%
September 2020	3,031	3,346	+10.4%
October 2020	3,594	3,534	-1.7%
November 2020	2,772	2,731	-1.5%
<b>December 2020</b>	<b>2,187</b>	<b>2,453</b>	<b>+12.2%</b>
12-Month Avg	3,428	3,367	-1.8%

## Historical New Listing Activity

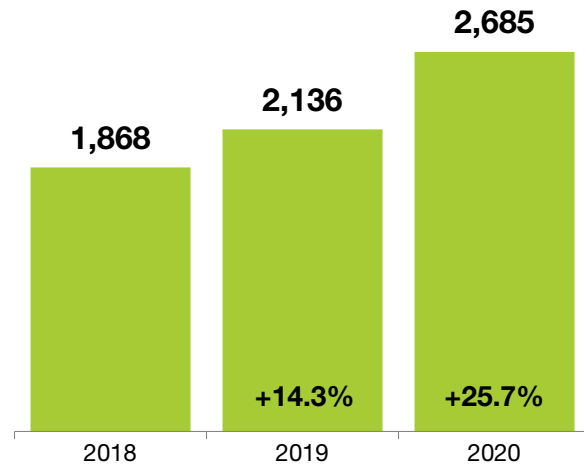


# Pending Sales

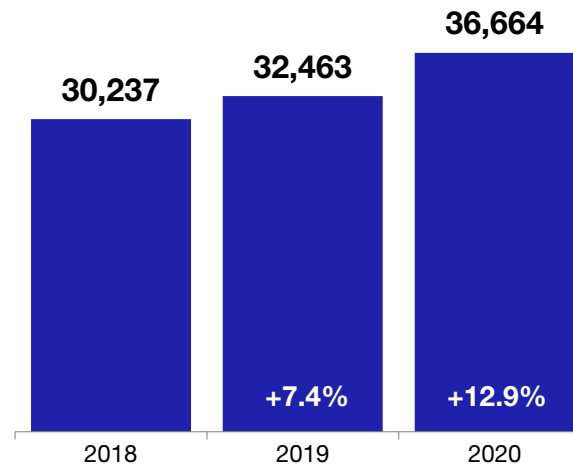
A count of the properties on which contracts have been written in a given month.



## December



## Year To Date



Month	Prior Year	Current Year	+ / -
January 2020	2,226	2,520	+13.2%
February 2020	2,491	2,753	+10.5%
March 2020	3,012	2,826	-6.2%
April 2020	3,207	2,386	-25.6%
May 2020	3,146	3,100	-1.5%
June 2020	2,976	3,687	+23.9%
July 2020	2,981	3,671	+23.1%
August 2020	2,848	3,487	+22.4%
September 2020	2,435	3,362	+38.1%
October 2020	2,648	3,257	+23.0%
November 2020	2,357	2,930	+24.3%
<b>December 2020</b>	<b>2,136</b>	<b>2,685</b>	<b>+25.7%</b>
12-Month Avg	2,705	3,055	+12.9%

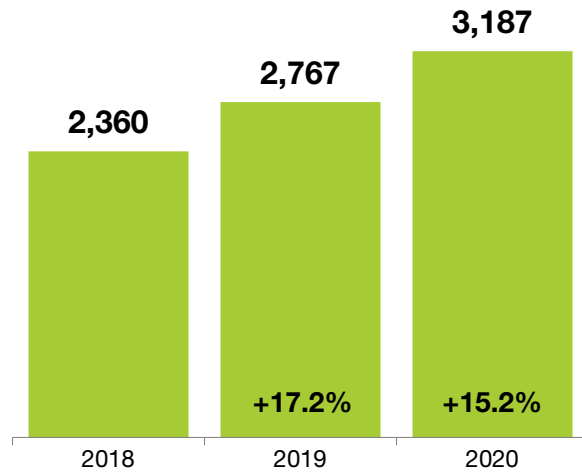
## Historical Pending Sales Activity



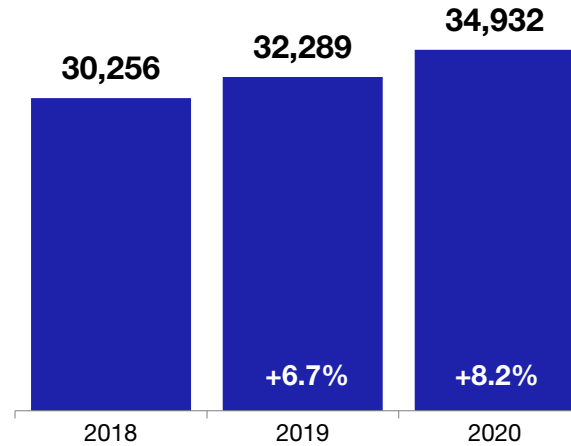
# Closed Sales

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

## December



## Year To Date



Month	Prior Year	Current Year	+ / -
January 2020	1,726	1,987	+15.1%
February 2020	2,123	2,398	+13.0%
March 2020	2,617	2,852	+9.0%
April 2020	3,028	2,487	-17.9%
May 2020	3,347	2,387	-28.7%
June 2020	3,024	3,221	+6.5%
July 2020	3,037	3,722	+22.6%
August 2020	3,022	3,264	+8.0%
September 2020	2,660	3,290	+23.7%
October 2020	2,567	3,305	+28.7%
November 2020	2,371	2,832	+19.4%
<b>December 2020</b>	<b>2,767</b>	<b>3,187</b>	<b>+15.2%</b>
12-Month Avg	2,691	2,911	+9.6%

## Historical Closed Sales Activity

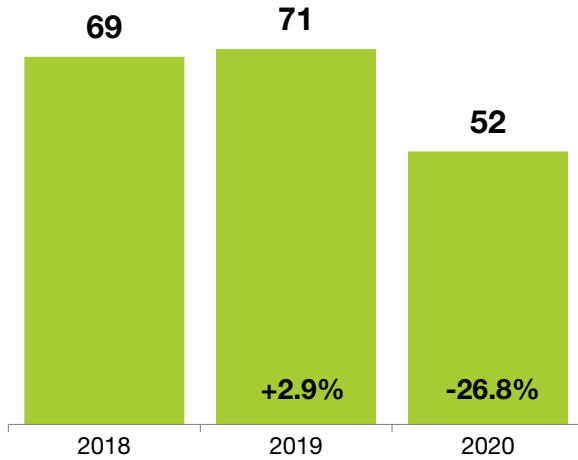


# Days on Market Until Sale

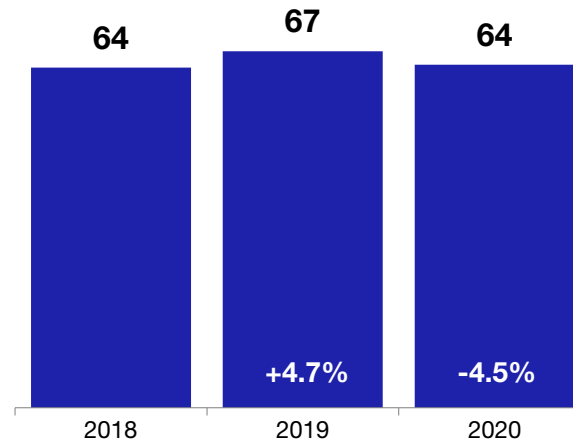
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December



## Year To Date



Month	Prior Year	Current Year	+ / -
January 2020	70	74	+5.7%
February 2020	76	73	-3.9%
March 2020	71	70	-1.4%
April 2020	67	67	0.0%
May 2020	66	62	-6.1%
June 2020	64	71	+10.9%
July 2020	64	70	+9.4%
August 2020	62	62	0.0%
September 2020	66	63	-4.5%
October 2020	65	60	-7.7%
November 2020	65	54	-16.9%
<b>December 2020</b>	<b>71</b>	<b>52</b>	<b>-26.8%</b>
12-Month Avg	67	64	-3.8%

## Historical Days on Market Until Sale

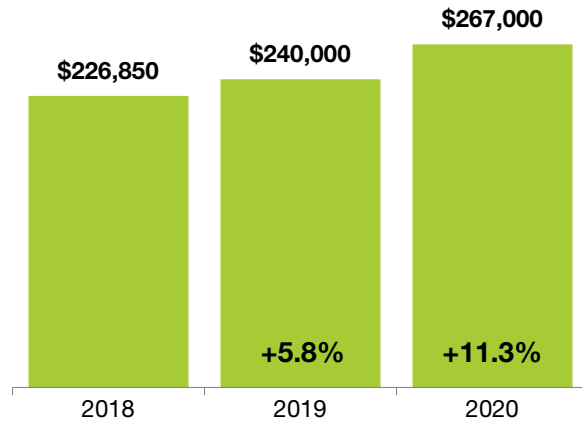


# Median Sales Price

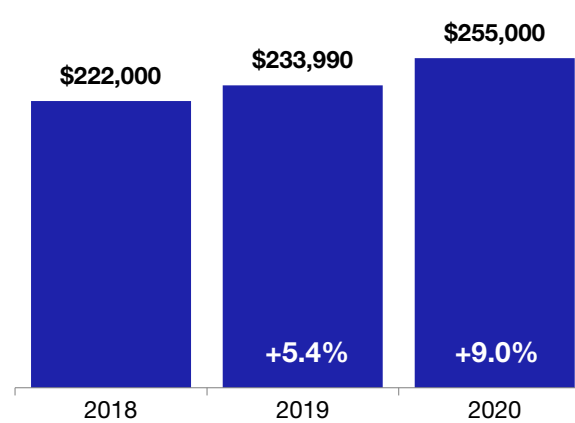
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## December



## Year To Date



Month	Prior Year	Current Year	+ / -
January 2020	\$207,000	\$232,000	+12.1%
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	\$264,881	+9.7%
August 2020	\$240,700	\$262,000	+8.8%
September 2020	\$235,000	\$257,700	+9.7%
October 2020	\$235,000	\$263,000	+11.9%
November 2020	\$232,000	\$261,625	+12.8%
<b>December 2020</b>	<b>\$240,000</b>	<b>\$267,000</b>	<b>+11.3%</b>
12-Month Med	\$233,990	\$255,000	+9.0%

## Historical Median Sales Price

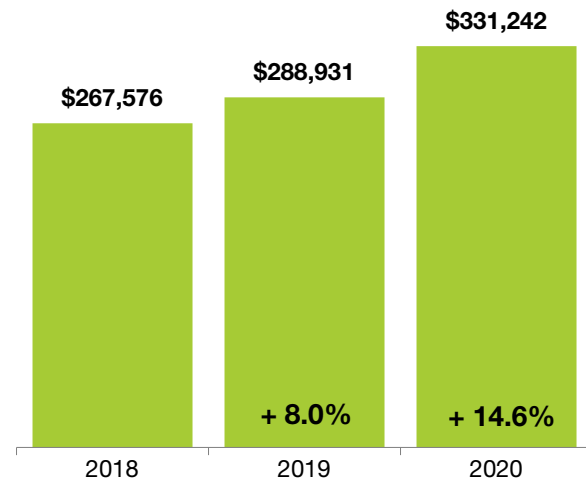


# Average Sales Price

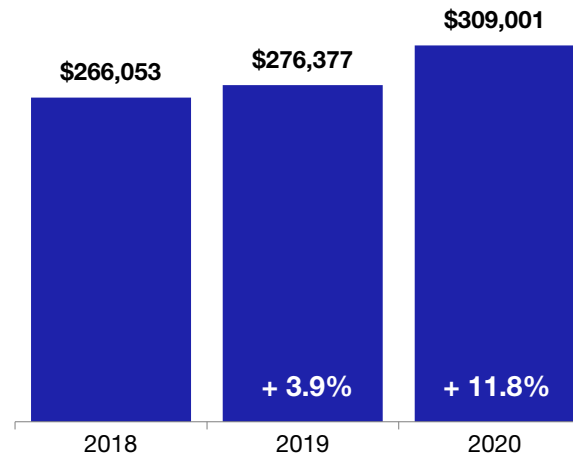
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



## Year To Date



Month	Prior Year	Current Year	+ / -
January 2020	\$243,161	\$275,885	+13.5%
February 2020	\$256,406	\$283,588	+10.6%
March 2020	\$269,086	\$286,445	+6.5%
April 2020	\$277,186	\$296,642	+7.0%
May 2020	\$274,964	\$287,901	+4.7%
June 2020	\$297,599	\$309,361	+4.0%
July 2020	\$282,788	\$323,223	+14.3%
August 2020	\$288,747	\$318,336	+10.2%
September 2020	\$271,754	\$318,561	+17.2%
October 2020	\$272,615	\$328,276	+20.4%
November 2020	\$270,948	\$316,550	+16.8%
<b>December 2020</b>	<b>\$288,931</b>	<b>\$331,242</b>	<b>+14.6%</b>
12-Month Avg	\$276,377	\$309,001	+11.8%

## Historical Average Sales Price





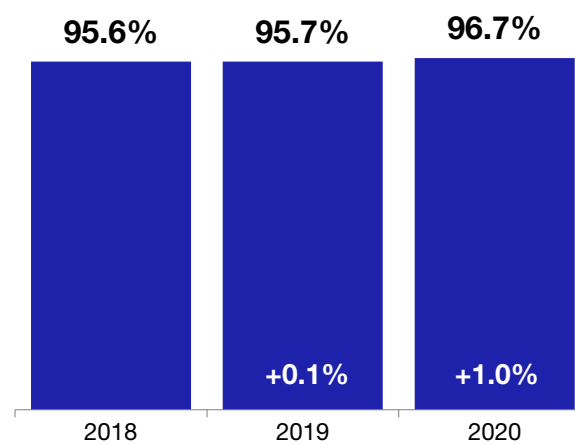
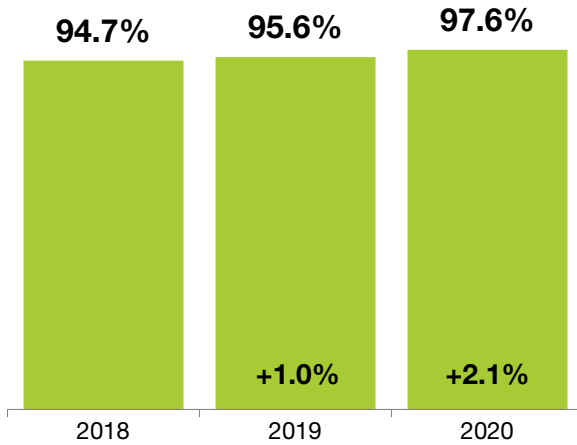
# Percent of Original List Price Received

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.

## December

## Year To Date

Month	Prior Year	Current Year	+ / -
January 2020	94.5%	95.0%	+0.5%
February 2020	95.1%	95.8%	+0.7%
March 2020	95.6%	96.3%	+0.7%
April 2020	95.5%	96.4%	+0.9%
May 2020	96.2%	96.5%	+0.3%
June 2020	96.3%	96.1%	-0.2%
July 2020	95.9%	96.5%	+0.6%
August 2020	96.1%	96.9%	+0.8%
September 2020	95.6%	97.1%	+1.6%
October 2020	95.4%	97.2%	+1.9%
November 2020	95.3%	97.5%	+2.3%
<b>December 2020</b>	<b>95.6%</b>	<b>97.6%</b>	<b>+2.1%</b>
12-Month Avg	95.7%	96.7%	+1.0%



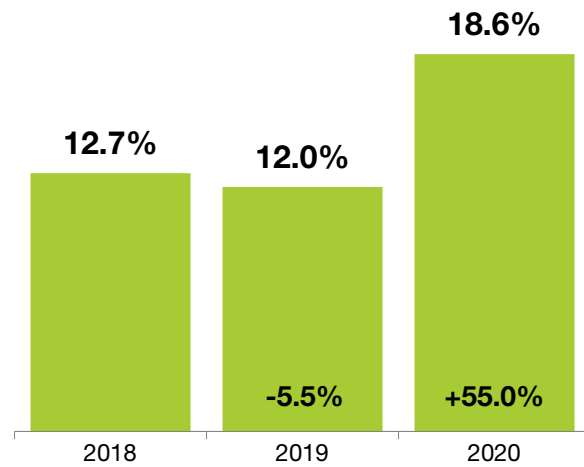
## Historical Percent of Original List Price Received



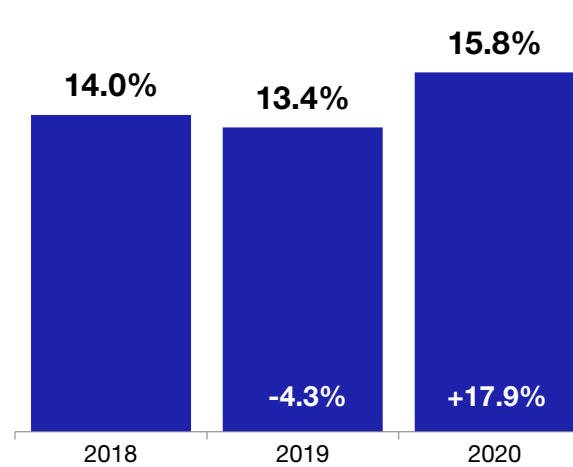
# Percent of Properties Sold Over List Price

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

## December

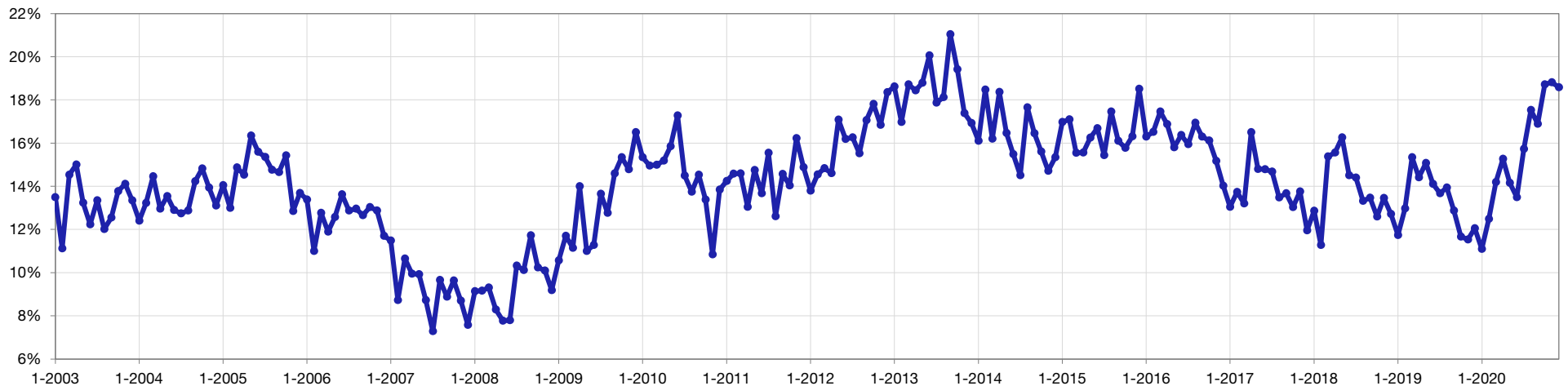


## Year To Date



Month	Prior Year	Current Year	+ / -
January 2020	11.7%	11.1%	-5.1%
February 2020	13.0%	12.5%	-3.8%
March 2020	15.3%	14.2%	-7.2%
April 2020	14.4%	15.3%	+6.3%
May 2020	15.1%	14.2%	-6.0%
June 2020	14.1%	13.5%	-4.3%
July 2020	13.7%	15.7%	+14.6%
August 2020	13.9%	17.5%	+25.9%
September 2020	12.9%	16.9%	+31.0%
October 2020	11.7%	18.7%	+59.8%
November 2020	11.5%	18.8%	+63.5%
<b>December 2020</b>	<b>12.0%</b>	<b>18.6%</b>	<b>+55.0%</b>
12-Month Avg	13.4%	15.8%	+18.1%

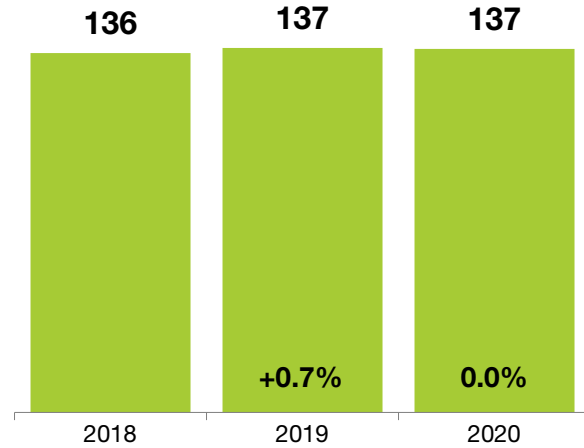
## Historical Percent of Properties Sold Over List Price



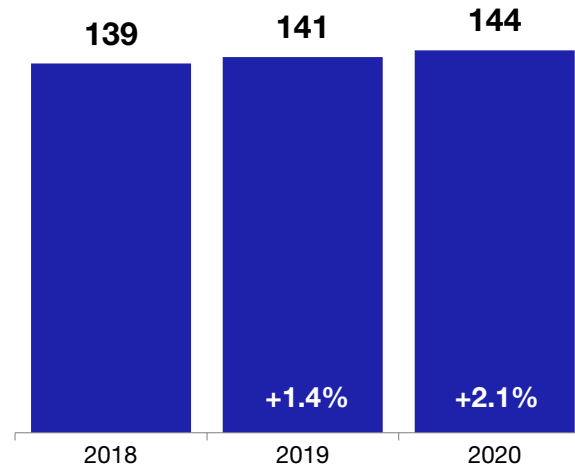
# Housing Affordability Index

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.**

## December

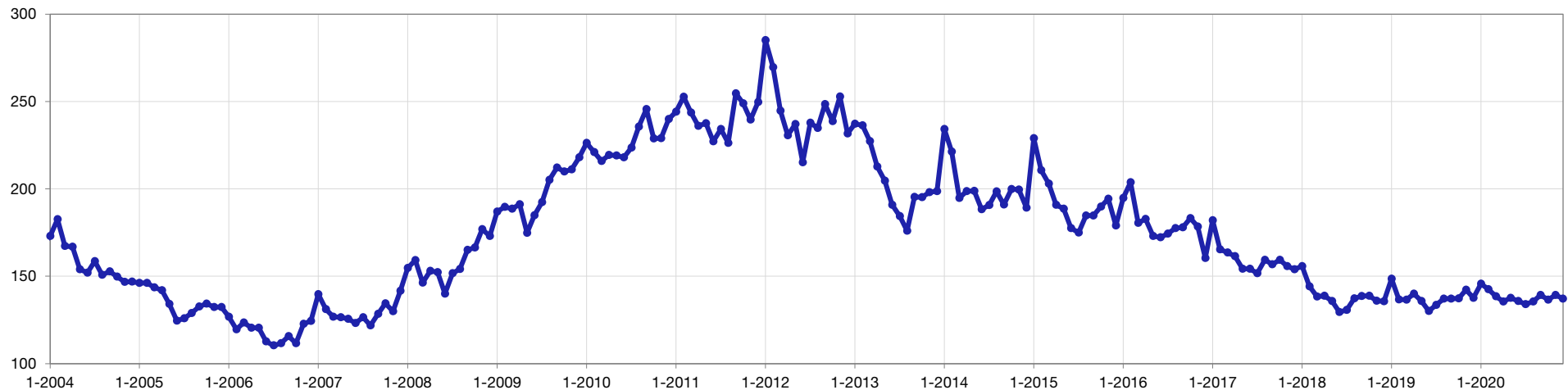


## Year To Date



Month	Prior Year	Current Year	+ / -
January 2020	149	146	-2.0%
February 2020	137	143	+4.4%
March 2020	136	138	+1.5%
April 2020	140	135	-3.6%
May 2020	136	138	+1.5%
June 2020	130	136	+4.6%
July 2020	133	134	+0.8%
August 2020	137	135	-1.5%
September 2020	137	139	+1.5%
October 2020	137	136	-0.7%
November 2020	142	139	-2.1%
<b>December 2020</b>	<b>137</b>	<b>137</b>	<b>0.0%</b>
12-Month Avg	138	138	+0.4%

## Historical Housing Affordability Index

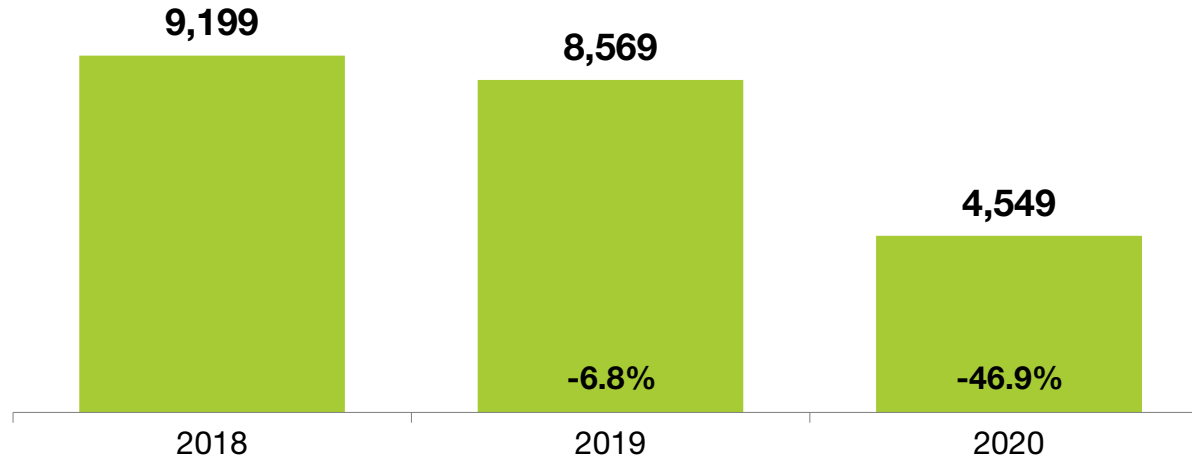


# Inventory of Homes for Sale

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

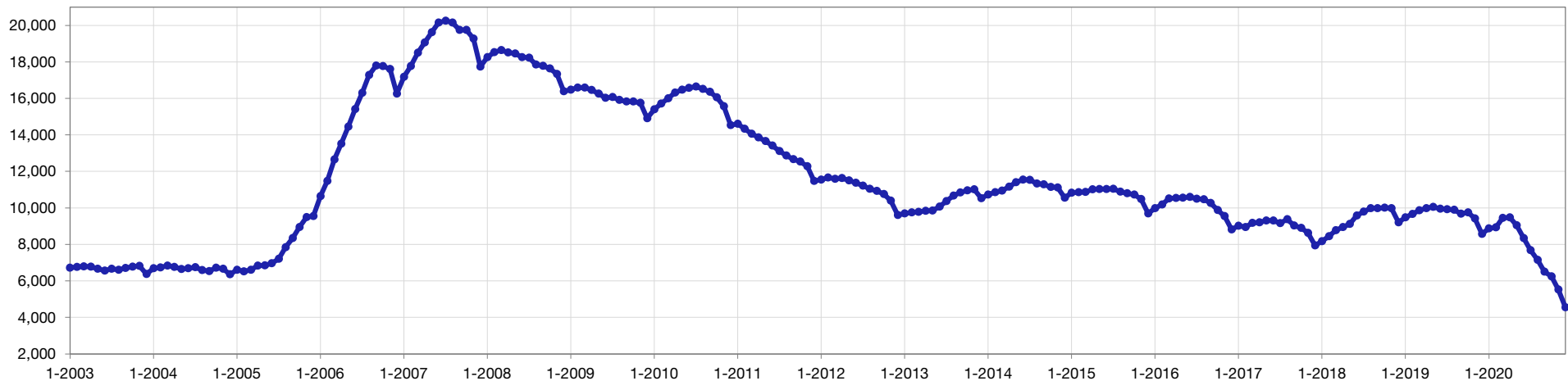


## December



Month	Prior Year	Current Year	+ / -
January 2020	9,474	8,868	-6.4%
February 2020	9,664	8,928	-7.6%
March 2020	9,858	9,444	-4.2%
April 2020	9,978	9,475	-5.0%
May 2020	10,051	9,044	-10.0%
June 2020	9,952	8,341	-16.2%
July 2020	9,918	7,683	-22.5%
August 2020	9,886	7,156	-27.6%
September 2020	9,673	6,509	-32.7%
October 2020	9,753	6,240	-36.0%
November 2020	9,422	5,522	-41.4%
<b>December 2020</b>	<b>8,569</b>	<b>4,549</b>	<b>-46.9%</b>
12-Month Avg	9,683	7,647	-21.4%

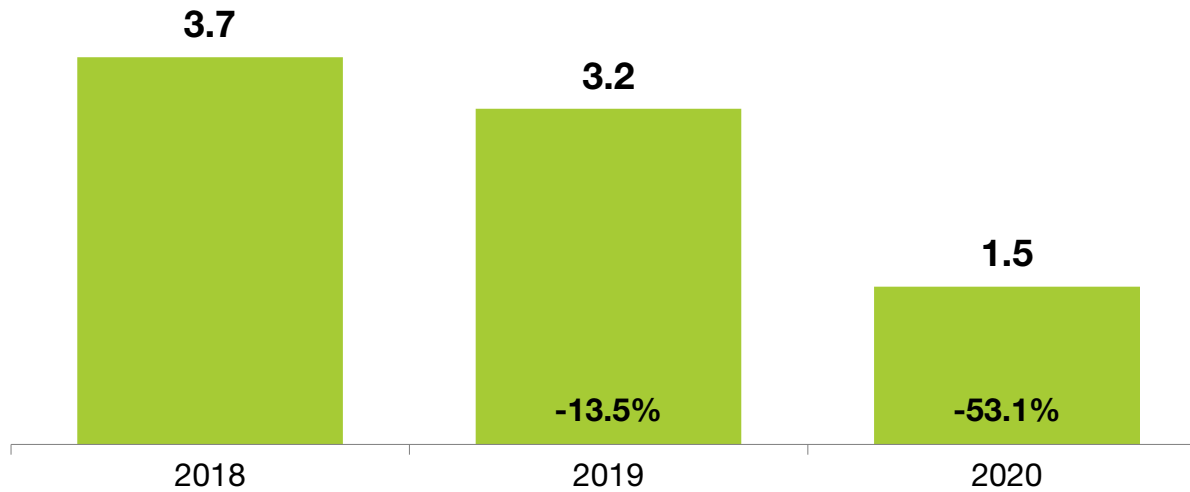
## Historical Inventory of Homes for Sale



# Months Supply of Inventory

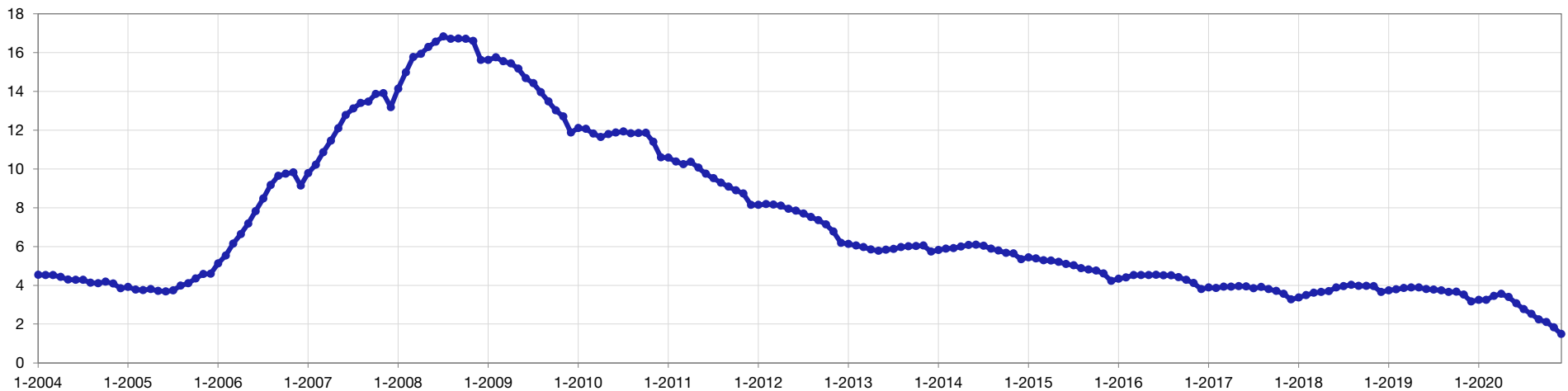
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

## December



Month	Prior Year	Current Year	+ / -
January 2020	3.7	3.2	-13.5%
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	2.5	-32.4%
September 2020	3.6	2.2	-38.9%
October 2020	3.7	2.1	-43.2%
November 2020	3.5	1.8	-48.6%
<b>December 2020</b>	<b>3.2</b>	<b>1.5</b>	<b>-53.1%</b>
12-Month Avg	3.7	2.7	-26.0%

## Historical Months Supply of Inventory



# Housing Supply Overview

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## December 2020

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## Quick Facts

<b>+ 56.1%</b>	<b>+ 31.6%</b>	<b>+ 13.7%</b>
Price Range With Strongest Sales: <b>\$1,000,000 and Above</b>	Construction Status With Strongest Sales: <b>New Construction</b>	Property Type With Strongest Sales: <b>Single-Family</b>

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

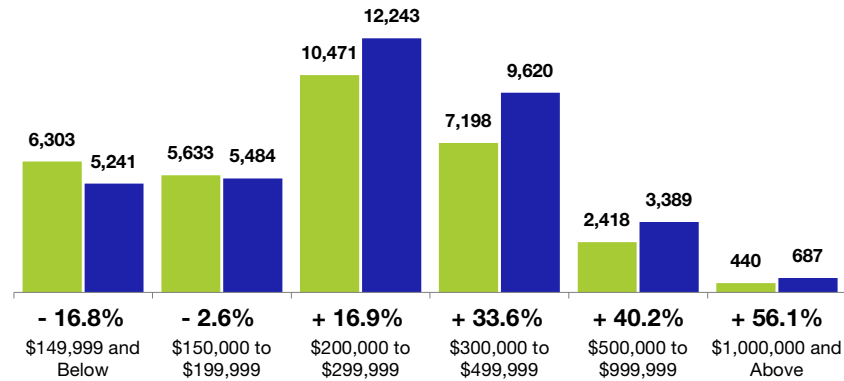


# Pending Sales

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

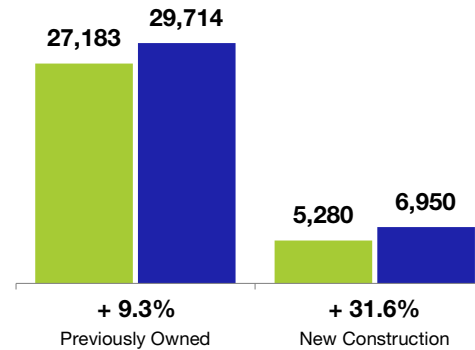
## By Price Range

■ 12-2019 ■ 12-2020



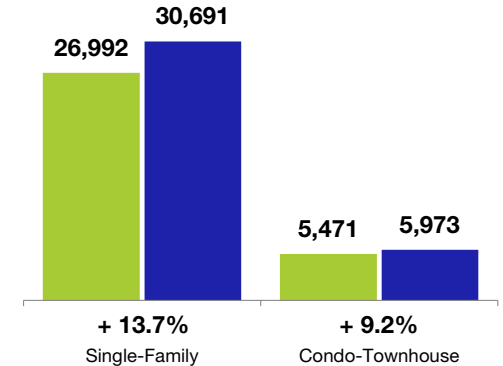
## By Construction Status

■ 12-2019 ■ 12-2020



## By Property Type

■ 12-2019 ■ 12-2020



### All Properties

By Price Range	12-2019	12-2020	Change
\$149,999 and Below	6,303	5,241	- 16.8%
\$150,000 to \$199,999	5,633	5,484	- 2.6%
\$200,000 to \$299,999	10,471	12,243	+ 16.9%
\$300,000 to \$499,999	7,198	9,620	+ 33.6%
\$500,000 to \$999,999	2,418	3,389	+ 40.2%
\$1,000,000 and Above	440	687	+ 56.1%
<b>All Price Ranges</b>	<b>32,463</b>	<b>36,664</b>	<b>+ 12.9%</b>

### Single-Family

12-2019	12-2020	Change
4,415	3,703	- 16.1%
4,072	3,827	- 6.0%
9,378	10,658	+ 13.6%
6,542	8,843	+ 35.2%
2,203	3,058	+ 38.8%
382	602	+ 57.6%
<b>26,992</b>	<b>30,691</b>	<b>+ 13.7%</b>

### Condo-Townhouse

12-2019	12-2020	Change
1,888	1,538	- 18.5%
1,561	1,657	+ 6.1%
1,093	1,585	+ 45.0%
656	777	+ 18.4%
215	331	+ 54.0%
58	85	+ 46.6%
<b>5,471</b>	<b>5,973</b>	<b>+ 9.2%</b>

By Construction Status	12-2019	12-2020	Change
Previously Owned	27,183	29,714	+ 9.3%
New Construction	5,280	6,950	+ 31.6%
<b>All Property Types</b>	<b>32,463</b>	<b>36,664</b>	<b>+ 12.9%</b>

12-2019	12-2020	Change	12-2019	12-2020	Change
22,112	24,560	+ 11.1%	5,071	5,154	+ 1.6%
4,880	6,131	+ 25.6%	400	819	+ 104.8%
<b>26,992</b>	<b>30,691</b>	<b>+ 13.7%</b>	<b>5,471</b>	<b>5,973</b>	<b>+ 9.2%</b>

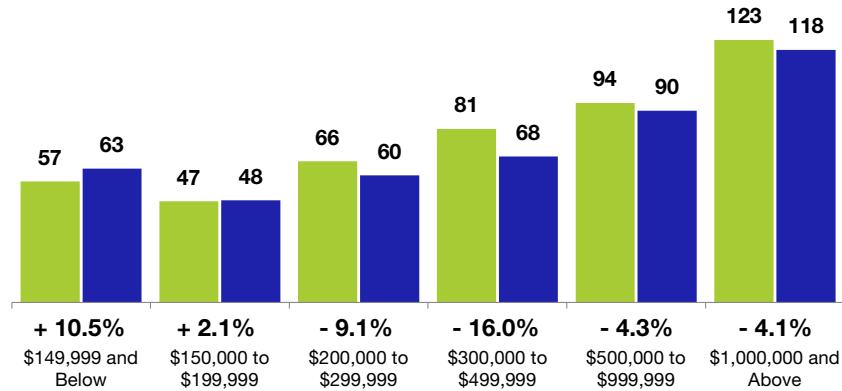
# Days on Market Until Sale

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



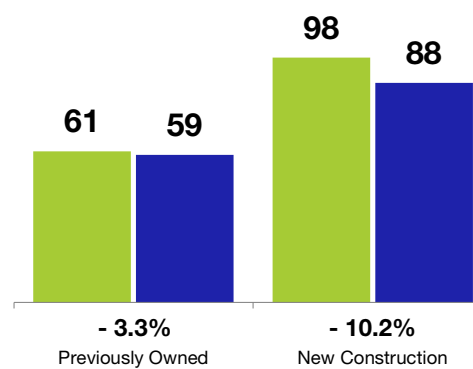
## By Price Range

■ 12-2019 ■ 12-2020



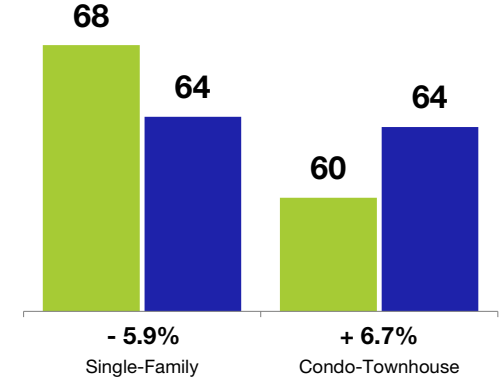
## By Construction Status

■ 12-2019 ■ 12-2020



## By Property Type

■ 12-2019 ■ 12-2020



### All Properties

By Price Range	12-2019	12-2020	Change
\$149,999 and Below	57	63	+ 10.5%
\$150,000 to \$199,999	47	48	+ 2.1%
\$200,000 to \$299,999	66	60	- 9.1%
\$300,000 to \$499,999	81	68	- 16.0%
\$500,000 to \$999,999	94	90	- 4.3%
\$1,000,000 and Above	123	118	- 4.1%
<b>All Price Ranges</b>	<b>67</b>	<b>64</b>	<b>- 4.5%</b>

### Single-Family

12-2019	12-2020	Change	12-2019	12-2020	Change
59	67	+ 13.6%	51	54	+ 5.9%
47	47	0.0%	48	50	+ 4.2%
66	59	- 10.6%	68	66	- 2.9%
81	67	- 17.3%	82	88	+ 7.3%
91	88	- 3.3%	117	108	- 7.7%
126	120	- 4.8%	102	106	+ 3.9%
<b>68</b>	<b>64</b>	<b>- 5.9%</b>	<b>60</b>	<b>64</b>	<b>+ 6.7%</b>

### Condo-Townhouse

By Construction Status	12-2019	12-2020	Change
Previously Owned	61	59	- 3.3%
New Construction	98	88	- 10.2%
<b>All Property Types</b>	<b>67</b>	<b>64</b>	<b>- 4.5%</b>

12-2019	12-2020	Change	12-2019	12-2020	Change
61	59	- 3.3%	59	60	+ 1.7%
100	87	- 13.0%	80	97	+ 21.3%
<b>68</b>	<b>64</b>	<b>- 5.9%</b>	<b>60</b>	<b>64</b>	<b>+ 6.7%</b>



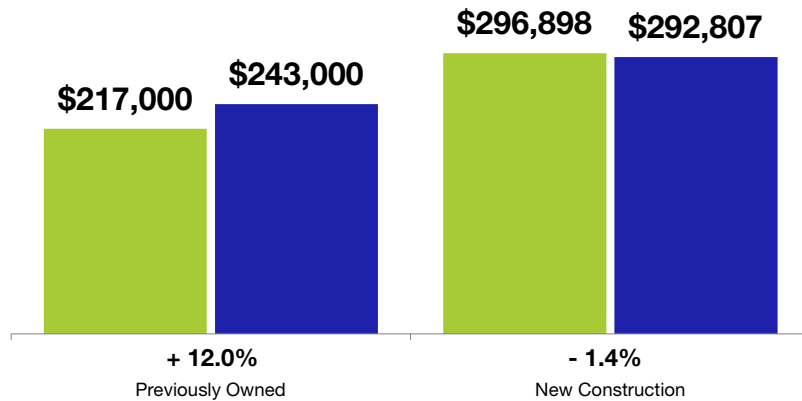
# Median Sales Price

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



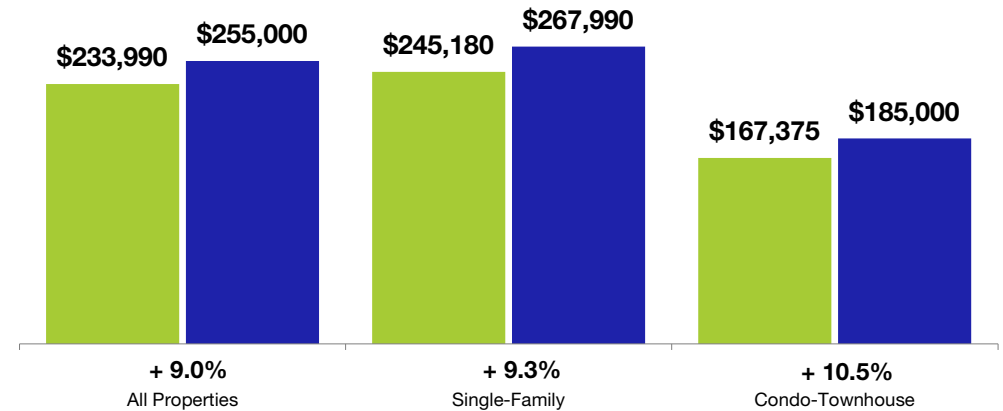
## By Construction Status

■ 12-2019 ■ 12-2020



## By Property Type

■ 12-2019 ■ 12-2020



### All Properties

By Construction Status	12-2019	12-2020	Change
Previously Owned	\$217,000	\$243,000	+ 12.0%
New Construction	\$296,898	\$292,807	- 1.4%
<b>All Construction Statuses</b>	<b>\$233,990</b>	<b>\$255,000</b>	<b>+ 9.0%</b>

### Single-Family

12-2019	12-2020	Change	12-2019	12-2020	Change
\$230,000	\$257,500	+ 12.0%	\$161,500	\$175,000	+ 8.4%
\$300,000	\$299,900	- 0.0%	\$251,000	\$235,510	- 6.2%
<b>\$245,180</b>	<b>\$267,990</b>	<b>+ 9.3%</b>	<b>\$167,375</b>	<b>\$185,000</b>	<b>+ 10.5%</b>

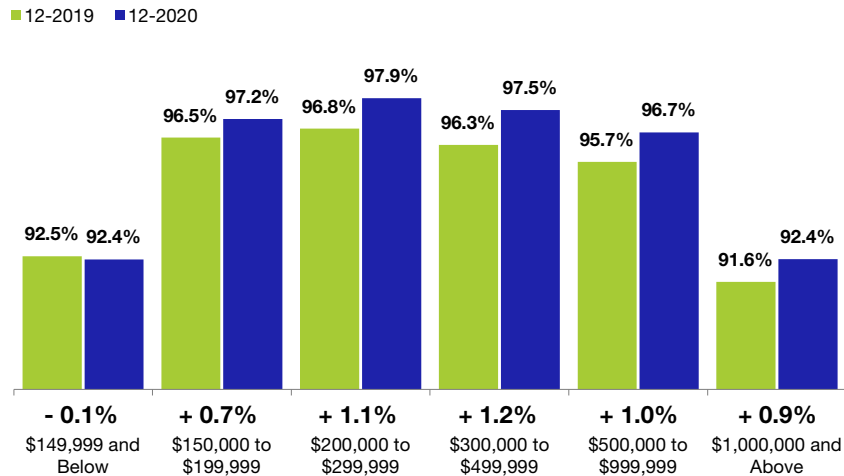
### Condo-Townhouse

12-2019	12-2020	Change	12-2019	12-2020	Change
\$230,000	\$257,500	+ 12.0%	\$161,500	\$175,000	+ 8.4%
\$300,000	\$299,900	- 0.0%	\$251,000	\$235,510	- 6.2%
<b>\$245,180</b>	<b>\$267,990</b>	<b>+ 9.3%</b>	<b>\$167,375</b>	<b>\$185,000</b>	<b>+ 10.5%</b>

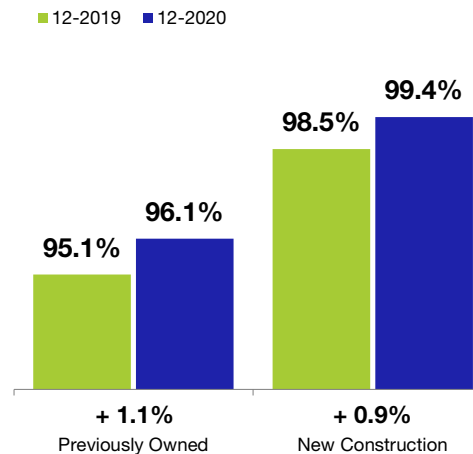
# Percent of Original List Price Received

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.**

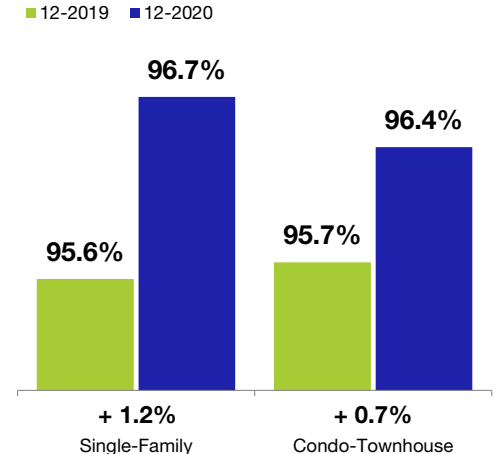
## By Price Range



## By Construction Status



## By Property Type



### All Properties

By Price Range	12-2019	12-2020	Change
\$149,999 and Below	92.5%	92.4%	- 0.1%
\$150,000 to \$199,999	96.5%	97.2%	+ 0.7%
\$200,000 to \$299,999	96.8%	97.9%	+ 1.1%
\$300,000 to \$499,999	96.3%	97.5%	+ 1.2%
\$500,000 to \$999,999	95.7%	96.7%	+ 1.0%
\$1,000,000 and Above	91.6%	92.4%	+ 0.9%
<b>All Price Ranges</b>	<b>95.7%</b>	<b>96.7%</b>	<b>+ 1.0%</b>

### Single-Family

12-2019	12-2020	Change	12-2019	12-2020	Change
91.5%	91.1%	- 0.4%	94.9%	95.3%	+ 0.4%
96.4%	97.0%	+ 0.6%	97.0%	97.5%	+ 0.5%
96.9%	98.0%	+ 1.1%	96.1%	97.1%	+ 1.0%
96.4%	97.6%	+ 1.2%	95.3%	96.3%	+ 1.0%
95.8%	97.0%	+ 1.3%	94.8%	94.3%	- 0.5%
91.5%	92.3%	+ 0.9%	92.7%	93.0%	+ 0.3%
<b>95.6%</b>	<b>96.7%</b>	<b>+ 1.2%</b>	<b>95.7%</b>	<b>96.4%</b>	<b>+ 0.7%</b>

### Condo-Townhouse

By Construction Status	12-2019	12-2020	Change
Previously Owned	95.1%	96.1%	+ 1.1%
New Construction	98.5%	99.4%	+ 0.9%
<b>All Property Types</b>	<b>95.7%</b>	<b>96.7%</b>	<b>+ 1.0%</b>

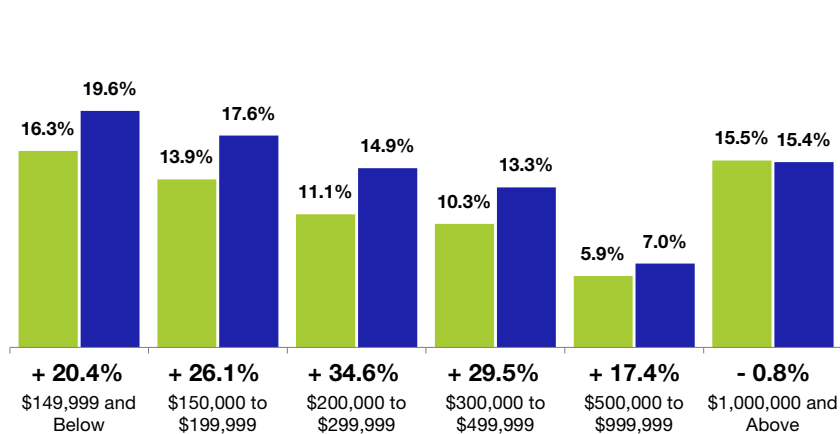
12-2019	12-2020	Change	12-2019	12-2020	Change
95.0%	96.0%	+ 1.1%	95.6%	96.2%	+ 0.6%
98.6%	99.5%	+ 0.9%	97.5%	98.1%	+ 0.6%
<b>95.6%</b>	<b>96.7%</b>	<b>+ 1.2%</b>	<b>95.7%</b>	<b>96.4%</b>	<b>+ 0.7%</b>

# 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.

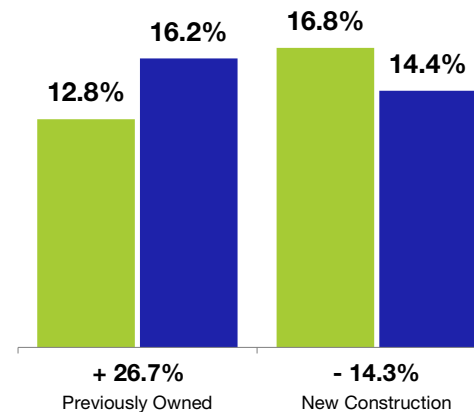
## By Price Range

■ 12-2019 ■ 12-2020



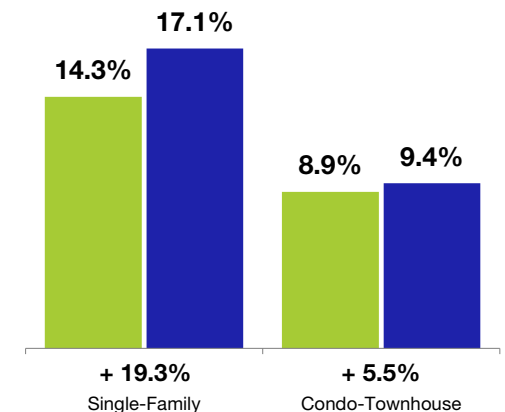
## By Construction Status

■ 12-2019 ■ 12-2020



## By Property Type

■ 12-2019 ■ 12-2020



### All Properties

By Price Range	12-2019	12-2020	Change
\$149,999 and Below	16.3%	19.6%	+ 20.4%
\$150,000 to \$199,999	13.9%	17.6%	+ 26.1%
\$200,000 to \$299,999	11.1%	14.9%	+ 34.6%
\$300,000 to \$499,999	10.3%	13.3%	+ 29.5%
\$500,000 to \$999,999	5.9%	7.0%	+ 17.4%
\$1,000,000 and Above	15.5%	15.4%	- 0.8%
<b>All Price Ranges</b>	<b>13.4%</b>	<b>15.8%</b>	<b>+ 18.1%</b>

### Single-Family

12-2019	12-2020	Change	12-2019	12-2020	Change
18.6%	22.7%	+ 22.3%	10.1%	12.3%	+ 21.8%
14.8%	19.0%	+ 28.4%	7.0%	7.8%	+ 11.5%
11.6%	15.6%	+ 34.8%	5.7%	6.3%	+ 11.6%
11.0%	14.2%	+ 28.5%	2.6%	5.2%	+ 104.1%
6.0%	7.6%	+ 25.7%	5.1%	2.3%	- 54.3%
17.5%	17.4%	- 0.4%	11.0%	10.7%	- 2.7%
<b>14.3%</b>	<b>17.1%</b>	<b>+ 19.3%</b>	<b>8.9%</b>	<b>9.4%</b>	<b>+ 5.5%</b>

### Condo-Townhouse

By Construction Status	12-2019	12-2020	Change
Previously Owned	12.8%	16.2%	+ 26.7%
New Construction	16.8%	14.4%	- 14.3%
<b>All Property Types</b>	<b>13.4%</b>	<b>15.8%</b>	<b>+ 18.1%</b>

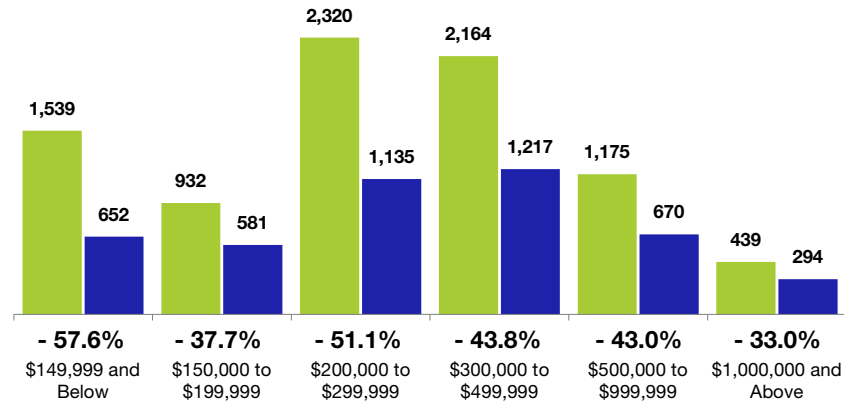
12-2019	12-2020	Change	12-2019	12-2020	Change
13.7%	17.6%	+ 28.5%	8.7%	9.4%	+ 8.2%
17.2%	15.0%	- 12.9%	11.5%	9.3%	- 19.3%
<b>14.3%</b>	<b>17.1%</b>	<b>+ 19.3%</b>	<b>8.9%</b>	<b>9.4%</b>	<b>+ 5.5%</b>

# 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.

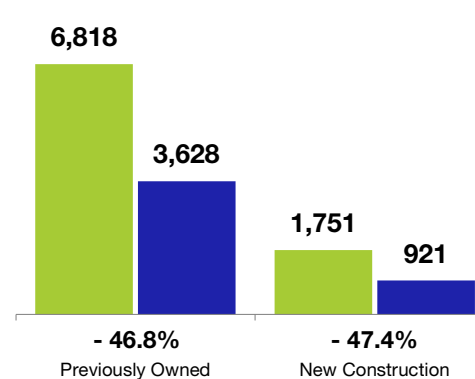
## By Price Range

■ 12-2019 ■ 12-2020



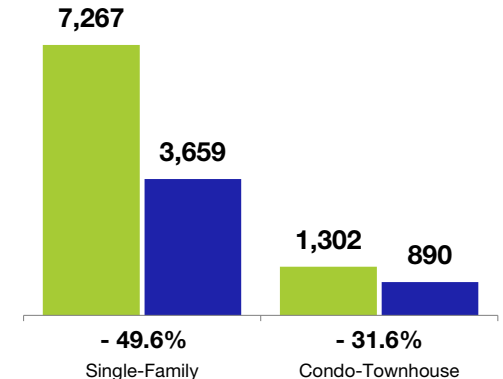
## By Construction Status

■ 12-2019 ■ 12-2020



## By Property Type

■ 12-2019 ■ 12-2020



### All Properties

By Price Range	12-2019	12-2020	Change
\$149,999 and Below	1,539	652	- 57.6%
\$150,000 to \$199,999	932	581	- 37.7%
\$200,000 to \$299,999	2,320	1,135	- 51.1%
\$300,000 to \$499,999	2,164	1,217	- 43.8%
\$500,000 to \$999,999	1,175	670	- 43.0%
\$1,000,000 and Above	439	294	- 33.0%
<b>All Price Ranges</b>	<b>8,569</b>	<b>4,549</b>	<b>- 46.9%</b>

### Single-Family

12-2019	12-2020	Change	12-2019	12-2020	Change
1,243	498	- 59.9%	296	154	- 48.0%
715	371	- 48.1%	217	210	- 3.2%
2,023	914	- 54.8%	297	221	- 25.6%
1,902	1,057	- 44.4%	262	160	- 38.9%
992	557	- 43.9%	183	113	- 38.3%
392	262	- 33.2%	47	32	- 31.9%
<b>7,267</b>	<b>3,659</b>	<b>- 49.6%</b>	<b>1,302</b>	<b>890</b>	<b>- 31.6%</b>

### Condo-Townhouse

By Construction Status	12-2019	12-2020	Change
Previously Owned	6,818	3,628	- 46.8%
New Construction	1,751	921	- 47.4%
<b>All Property Types</b>	<b>8,569</b>	<b>4,549</b>	<b>- 46.9%</b>

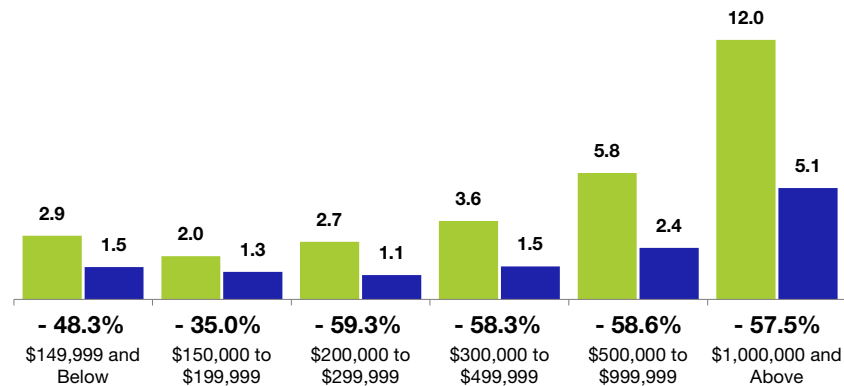
12-2019	12-2020	Change	12-2019	12-2020	Change
5,695	2,932	- 48.5%	1,123	696	- 38.0%
1,572	727	- 53.8%	179	194	+ 8.4%
<b>7,267</b>	<b>3,659</b>	<b>- 49.6%</b>	<b>1,302</b>	<b>890</b>	<b>- 31.6%</b>

# 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.

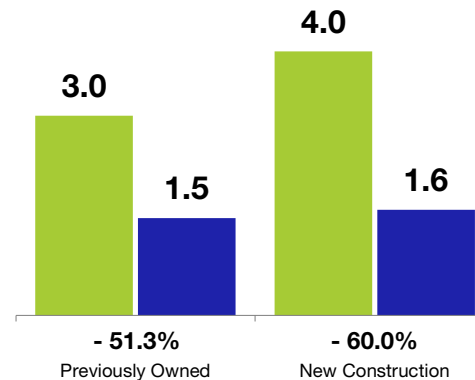
## By Price Range

■ 12-2019 ■ 12-2020



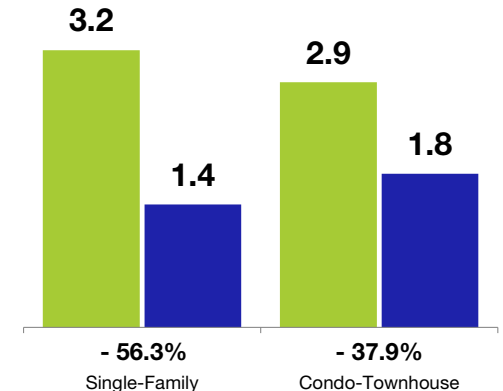
## By Construction Status

■ 12-2019 ■ 12-2020



## By Property Type

■ 12-2019 ■ 12-2020



### All Properties

By Price Range	12-2019	12-2020	Change
\$149,999 and Below	2.9	1.5	- 48.3%
\$150,000 to \$199,999	2.0	1.3	- 35.0%
\$200,000 to \$299,999	2.7	1.1	- 59.3%
\$300,000 to \$499,999	3.6	1.5	- 58.3%
\$500,000 to \$999,999	5.8	2.4	- 58.6%
\$1,000,000 and Above	12.0	5.1	- 57.5%
<b>All Price Ranges</b>	<b>3.2</b>	<b>1.5</b>	<b>- 53.1%</b>

### Single-Family

12-2019	12-2020	Change	12-2019	12-2020	Change
3.4	1.6	- 52.9%	1.9	1.2	- 36.8%
2.1	1.2	- 42.9%	1.7	1.5	- 11.8%
2.6	1.0	- 61.5%	3.3	1.7	- 48.5%
3.5	1.4	- 60.0%	4.8	2.5	- 47.9%
5.4	2.2	- 59.3%	10.2	4.1	- 59.8%
12.3	5.2	- 57.7%	9.7	4.5	- 53.6%
<b>3.2</b>	<b>1.4</b>	<b>- 56.3%</b>	<b>2.9</b>	<b>1.8</b>	<b>- 37.9%</b>

### Condo-Townhouse

By Construction Status	12-2019	12-2020	Change
Previously Owned	3.0	1.5	- 51.3%
New Construction	4.0	1.6	- 60.0%
<b>All Property Types</b>	<b>3.2</b>	<b>1.5</b>	<b>- 53.1%</b>

12-2019	12-2020	Change	12-2019	12-2020	Change
3.1	1.4	- 53.6%	2.7	1.6	- 39.0%
3.9	1.4	- 63.2%	5.4	2.8	- 47.1%
<b>3.2</b>	<b>1.4</b>	<b>- 56.3%</b>	<b>2.9</b>	<b>1.8</b>	<b>- 37.9%</b>

## Southside / Mandarin / Bartram

Region 01

**+ 16.7%**

Change in  
New Listings

**+ 35.0%**

Change in  
Closed Sales

**+ 10.6%**

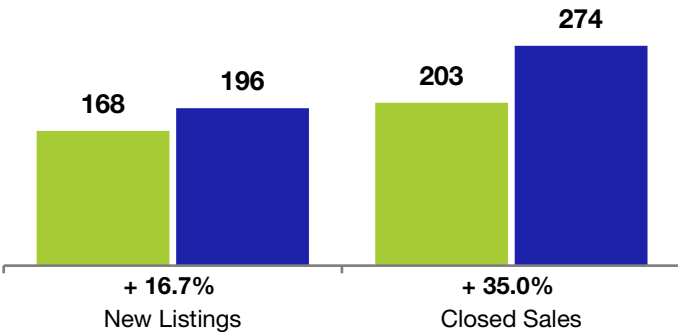
Change in  
Median Sales Price

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	168	196	+ 16.7%	3,413	3,337	- 2.2%
Closed Sales	203	274	+ 35.0%	2,784	2,842	+ 2.1%
Median Sales Price*	\$245,000	\$271,000	+ 10.6%	\$245,000	\$259,500	+ 5.9%
Percent of Original List Price Received*	95.4%	97.0%	+ 1.7%	95.7%	97.0%	+ 1.4%
Percent of Properties Sold Over List Price*	13.8%	16.8%	+ 21.7%	12.6%	17.2%	+ 36.5%
Days on Market Until Sale	61	48	- 21.3%	59	54	- 8.5%
Inventory of Homes for Sale	572	359	- 37.2%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--

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

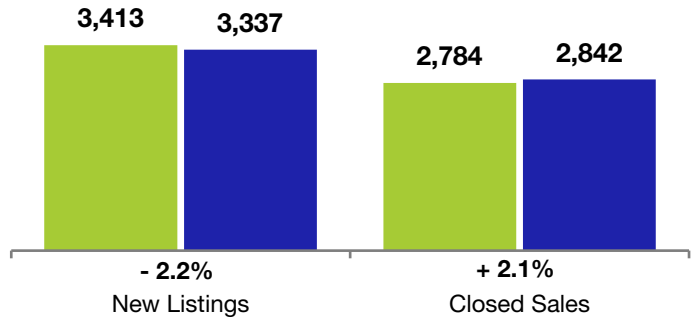
### December

■ 2019 ■ 2020

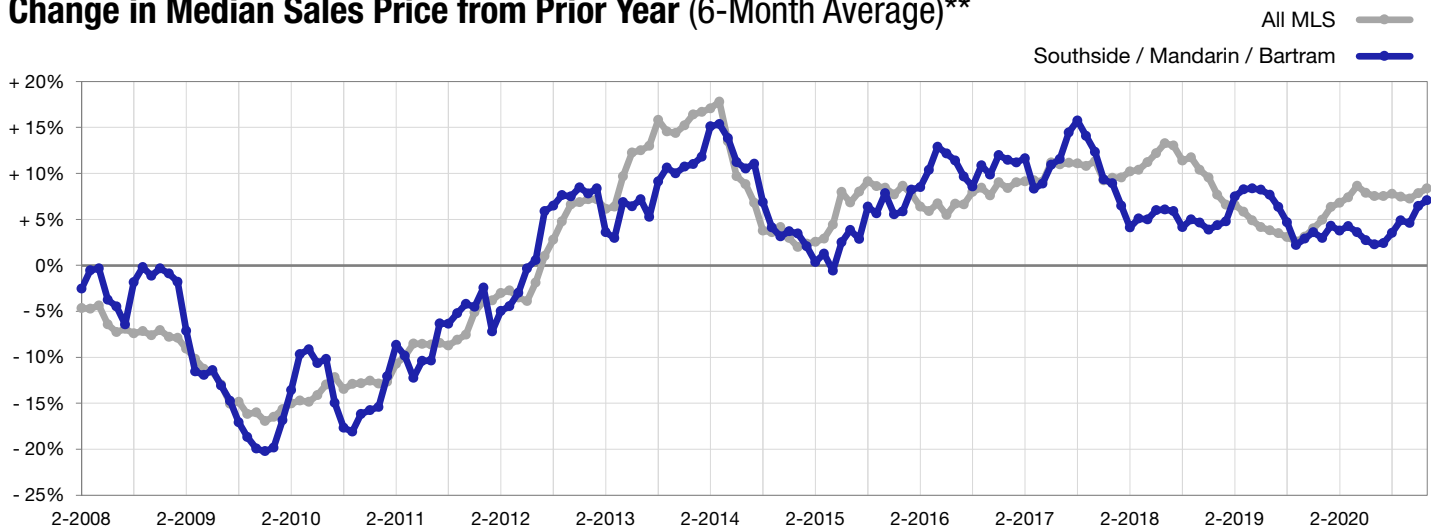


### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – December 2020

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



## Southside

**+ 16.3%**

**+ 17.6%**

**+ 9.7%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 02

### December

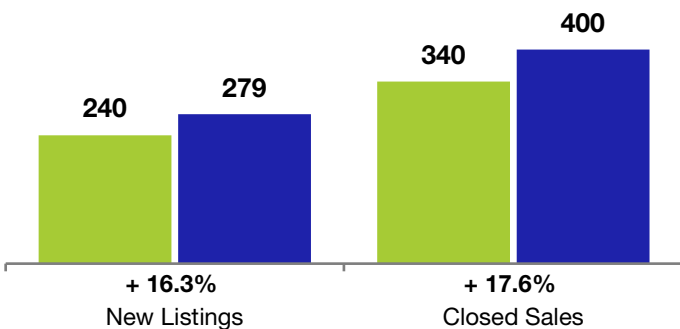
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	240	279	+ 16.3%	4,863	4,988	+ 2.6%
Closed Sales	340	400	+ 17.6%	3,898	4,325	+ 11.0%
Median Sales Price*	\$245,738	\$269,500	+ 9.7%	\$215,000	\$247,000	+ 14.9%
Percent of Original List Price Received*	96.1%	98.3%	+ 2.3%	96.1%	97.3%	+ 1.2%
Percent of Properties Sold Over List Price*	13.8%	19.3%	+ 39.9%	12.2%	16.4%	+ 34.4%
Days on Market Until Sale	58	51	- 12.1%	56	56	0.0%
Inventory of Homes for Sale	795	504	- 36.6%	--	--	--
Months Supply of Inventory	2.4	1.3	- 45.8%	--	--	--

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

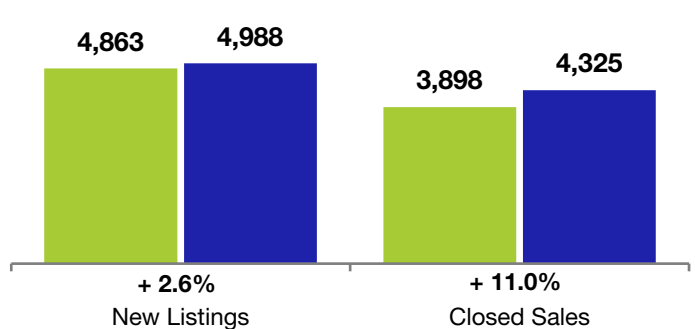
### December

■ 2019 ■ 2020

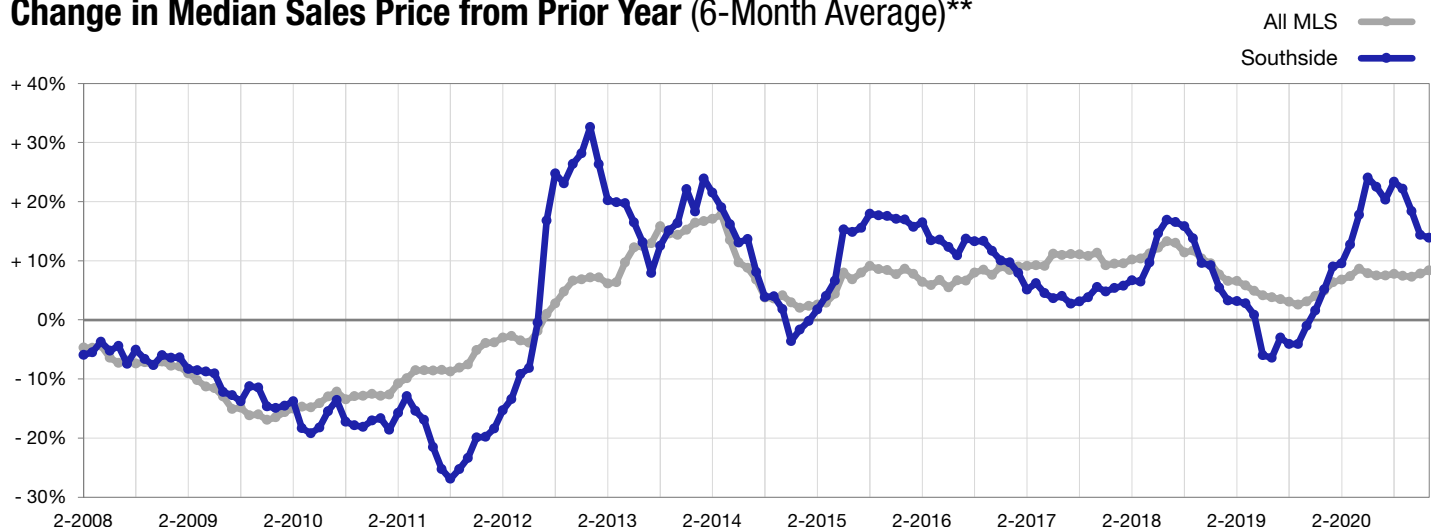


### Year to Date

■ 2019 ■ 2020



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



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

## Riverside / Avondale / Ortega

Region 03

**+ 2.6%**

Change in  
New Listings

**+ 15.3%**

Change in  
Closed Sales

**+ 21.1%**

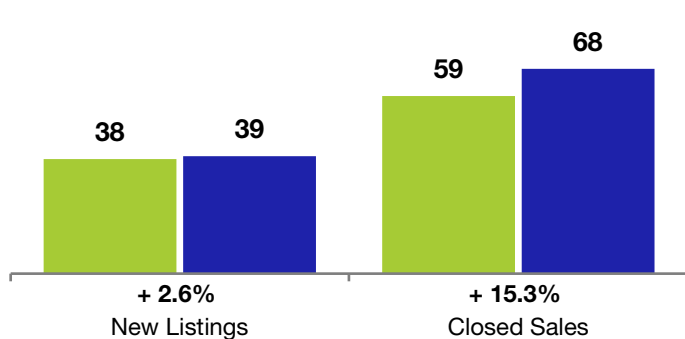
Change in  
Median Sales Price

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	38	39	+ 2.6%	840	793	- 5.6%
Closed Sales	59	68	+ 15.3%	609	636	+ 4.4%
Median Sales Price*	\$272,000	<b>\$329,450</b>	+ 21.1%	\$290,000	<b>\$320,000</b>	+ 10.3%
Percent of Original List Price Received*	94.9%	<b>95.2%</b>	+ 0.3%	93.7%	<b>95.3%</b>	+ 1.7%
Percent of Properties Sold Over List Price*	6.8%	<b>17.6%</b>	+ 158.8%	8.9%	<b>14.3%</b>	+ 60.7%
Days on Market Until Sale	76	<b>58</b>	- 23.7%	75	<b>76</b>	+ 1.3%
Inventory of Homes for Sale	170	<b>135</b>	- 20.6%	--	--	--
Months Supply of Inventory	3.3	<b>2.5</b>	- 24.2%	--	--	--

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

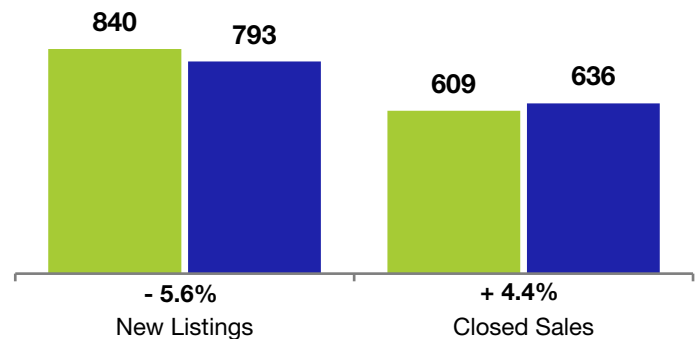
### December

■ 2019 ■ 2020

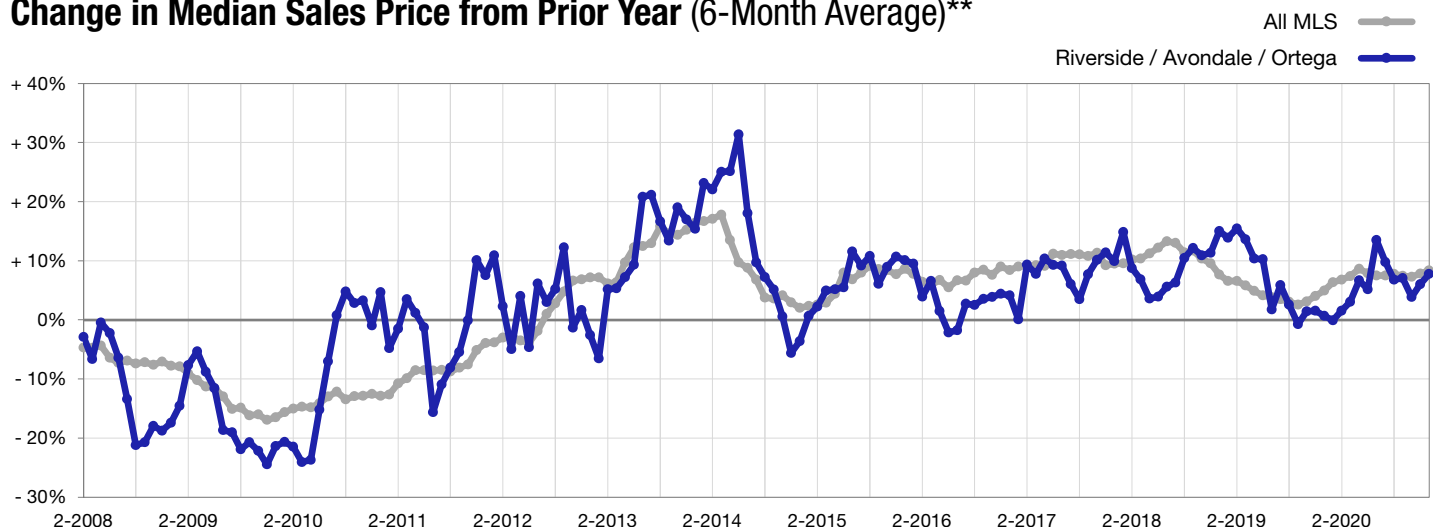


### Year to Date

■ 2019 ■ 2020



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



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



## Arlington / Fort Caroline

Region 04

**+ 7.8%**

**- 2.4%**

**+ 20.0%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### December

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	116	125	+ 7.8%	2,446	2,264	- 7.4%
Closed Sales	169	165	- 2.4%	2,084	1,966	- 5.7%
Median Sales Price*	\$200,000	\$240,000	+ 20.0%	\$210,000	\$222,000	+ 5.7%
Percent of Original List Price Received*	95.7%	98.1%	+ 2.5%	96.4%	97.5%	+ 1.1%
Percent of Properties Sold Over List Price*	11.2%	23.6%	+ 110.7%	17.1%	22.0%	+ 28.7%
Days on Market Until Sale	54	34	- 37.0%	50	43	- 14.0%
Inventory of Homes for Sale	330	181	- 45.2%	--	--	--
Months Supply of Inventory	1.9	1.1	- 42.1%	--	--	--

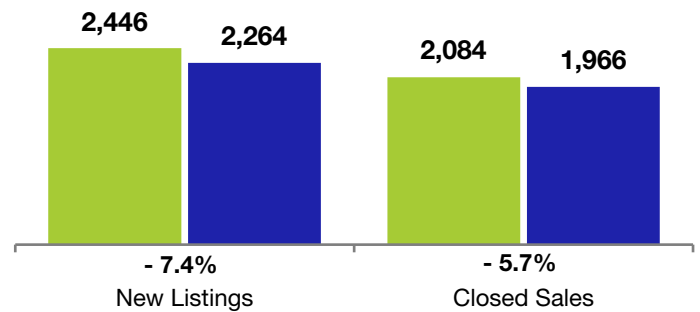
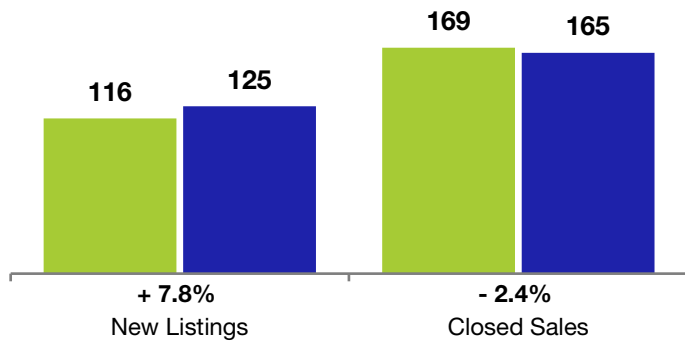
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

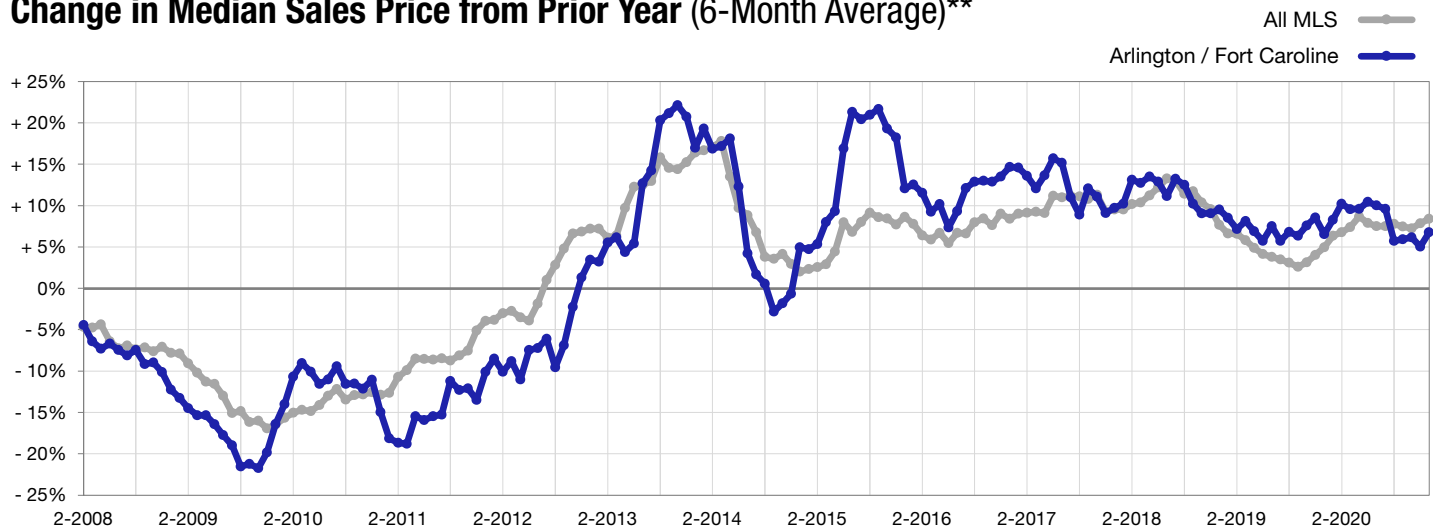
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## Hyde Grove / Murray Hill / Lakeshore / Wesconnett

**+ 44.0%**

**+ 25.9%**

**+ 23.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 05

### December

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	91	131	+ 44.0%	1,760	1,682	- 4.4%
Closed Sales	108	136	+ 25.9%	1,360	1,354	- 0.4%
Median Sales Price*	\$139,000	\$172,200	+ 23.9%	\$143,000	\$160,000	+ 11.9%
Percent of Original List Price Received*	92.7%	97.6%	+ 5.3%	94.7%	95.8%	+ 1.2%
Percent of Properties Sold Over List Price*	7.4%	26.5%	+ 258.1%	15.4%	20.0%	+ 29.9%
Days on Market Until Sale	65	40	- 38.5%	52	51	- 1.9%
Inventory of Homes for Sale	299	183	- 38.8%	--	--	--
Months Supply of Inventory	2.6	1.5	- 42.3%	--	--	--

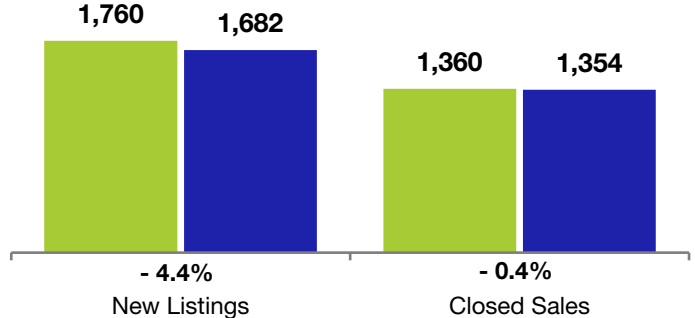
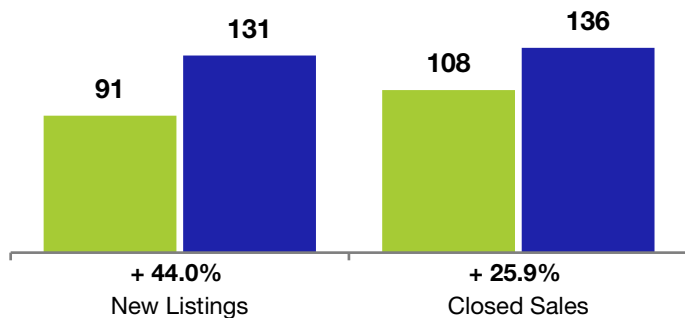
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

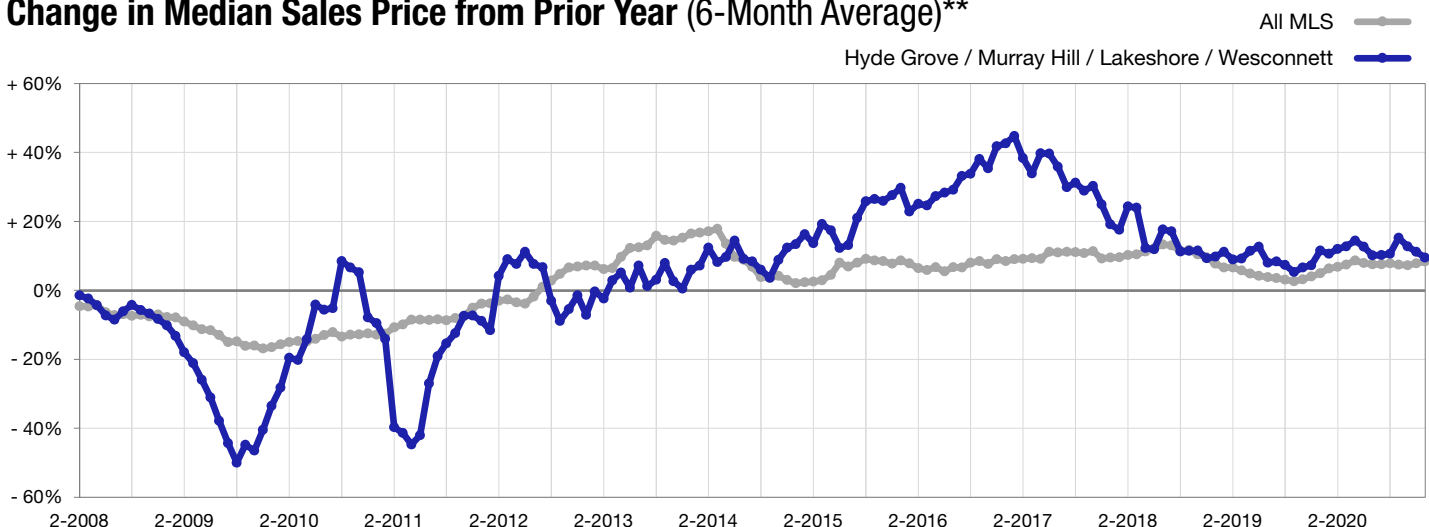
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## West Jacksonville

**+ 11.5%**

Change in  
New Listings

**+ 2.4%**

Change in  
Closed Sales

**+ 17.7%**

Change in  
Median Sales Price

### Region 06

### December

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	156	174	+ 11.5%	2,265	2,304	+ 1.7%
Closed Sales	170	174	+ 2.4%	1,905	1,997	+ 4.8%
Median Sales Price*	\$180,404	\$212,250	+ 17.7%	\$186,000	\$202,990	+ 9.1%
Percent of Original List Price Received*	96.6%	98.7%	+ 2.2%	97.0%	97.8%	+ 0.8%
Percent of Properties Sold Over List Price*	12.4%	19.0%	+ 53.2%	17.0%	19.9%	+ 17.1%
Days on Market Until Sale	54	45	- 16.7%	56	55	- 1.8%
Inventory of Homes for Sale	394	207	- 47.5%	--	--	--
Months Supply of Inventory	2.4	1.1	- 54.2%	--	--	--

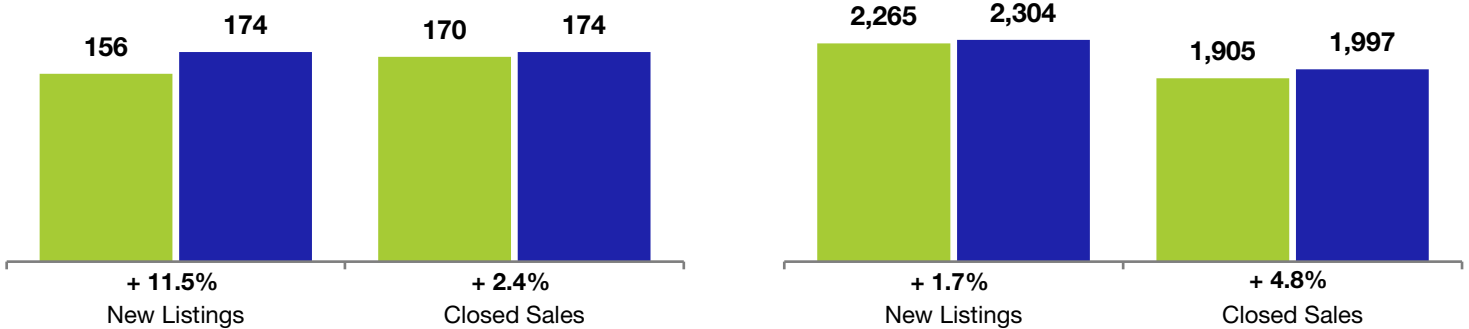
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

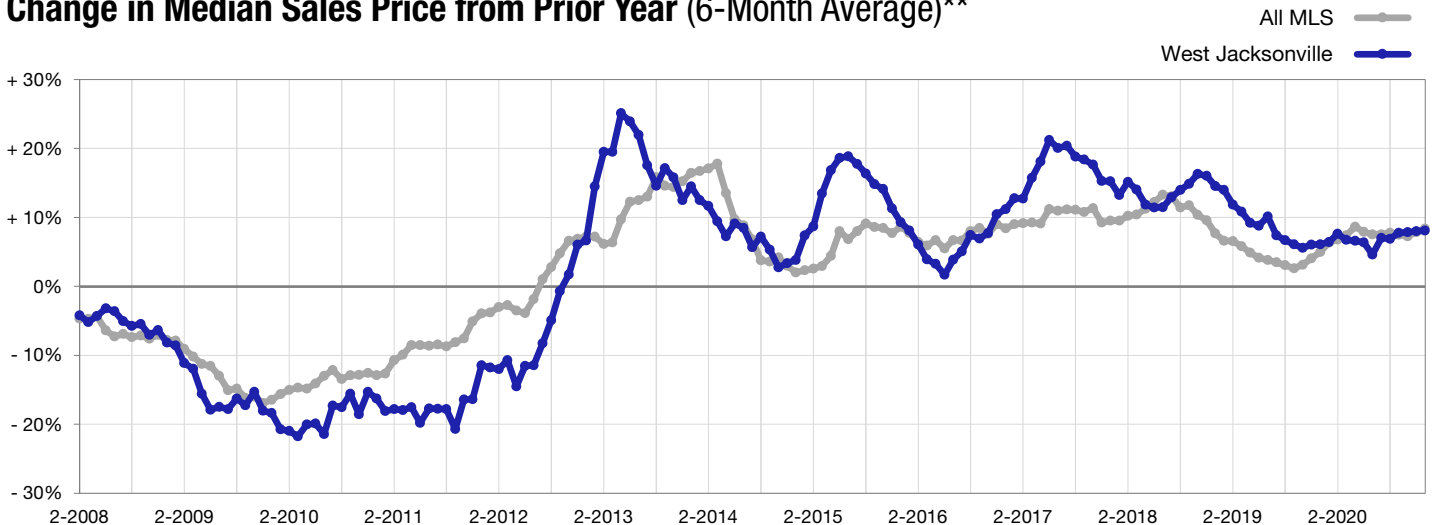
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



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

**+ 29.0%**

Change in  
New Listings

**+ 30.4%**

Change in  
Closed Sales

**+ 20.6%**

Change in  
Median Sales Price

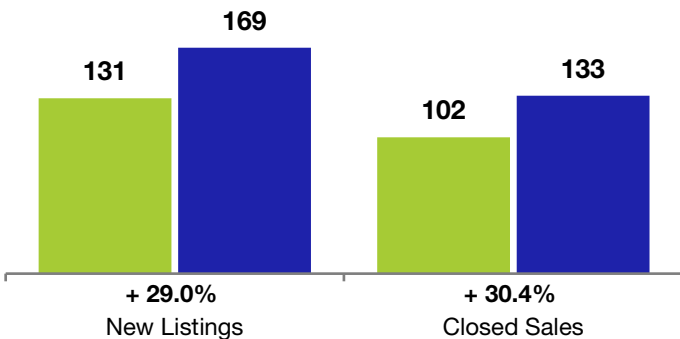
### Region 07

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	131	169	+ 29.0%	2,276	2,148	- 5.6%
Closed Sales	102	133	+ 30.4%	1,472	1,418	- 3.7%
Median Sales Price*	\$91,500	\$110,360	+ 20.6%	\$73,850	\$87,500	+ 18.5%
Percent of Original List Price Received*	89.7%	93.1%	+ 3.8%	90.6%	91.2%	+ 0.7%
Percent of Properties Sold Over List Price*	8.1%	14.3%	+ 76.5%	12.6%	14.2%	+ 12.7%
Days on Market Until Sale	52	52	0.0%	56	66	+ 17.9%
Inventory of Homes for Sale	545	332	- 39.1%	--	--	--
Months Supply of Inventory	4.5	2.5	- 44.4%	--	--	--

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

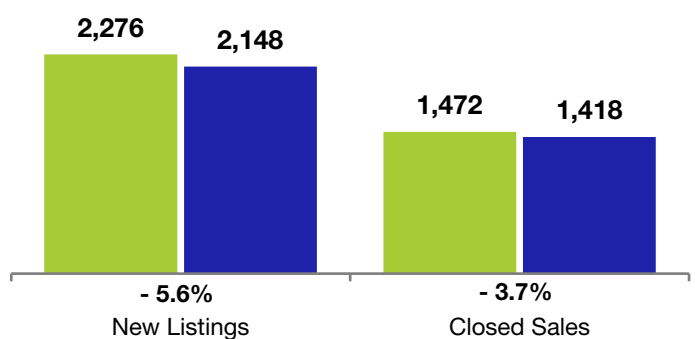
### December

■ 2019 ■ 2020



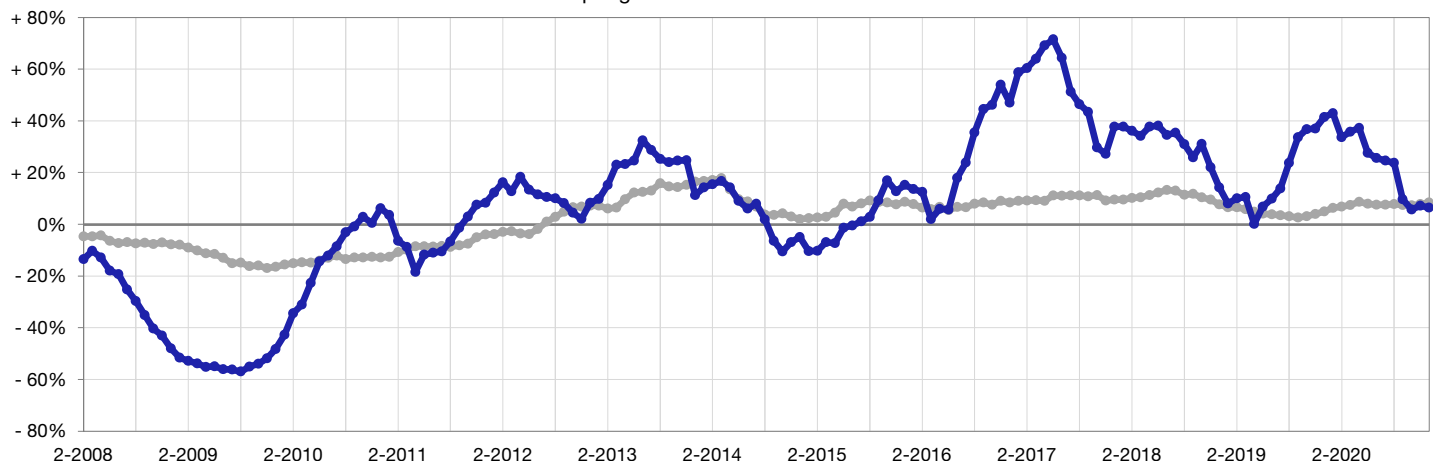
### Year to Date

■ 2019 ■ 2020



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

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



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

# Local Market Update – December 2020

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



## Marietta / Whitehouse / Baldwin / Garden St / Dinsmore

**+ 26.3%**

Change in  
New Listings

**+ 56.3%**

Change in  
Closed Sales

**+ 35.0%**

Change in  
Median Sales Price

### Region 08

### December

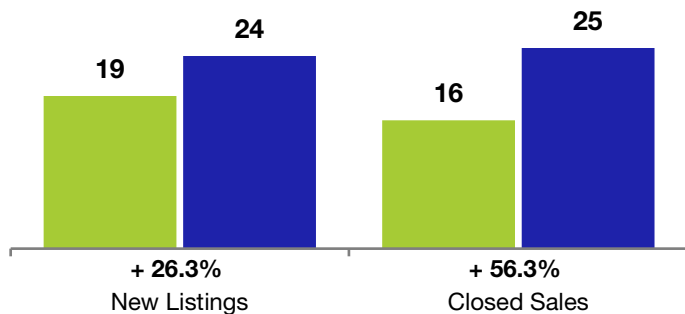
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	19	24	+ 26.3%	337	400	+ 18.7%
Closed Sales	16	25	+ 56.3%	285	328	+ 15.1%
Median Sales Price*	\$181,500	<b>\$245,000</b>	+ 35.0%	\$192,500	<b>\$206,000</b>	+ 7.0%
Percent of Original List Price Received*	96.4%	<b>93.5%</b>	- 3.0%	95.7%	<b>96.5%</b>	+ 0.8%
Percent of Properties Sold Over List Price*	0.0%	<b>12.5%</b>	--	15.1%	<b>20.3%</b>	+ 34.4%
Days on Market Until Sale	39	<b>43</b>	+ 10.3%	72	<b>47</b>	- 34.7%
Inventory of Homes for Sale	74	<b>44</b>	- 40.5%	--	--	--
Months Supply of Inventory	3.2	<b>1.5</b>	- 53.1%	--	--	--

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

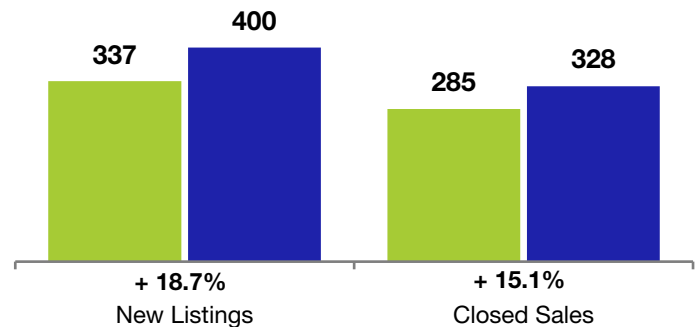
### December

■ 2019 ■ 2020

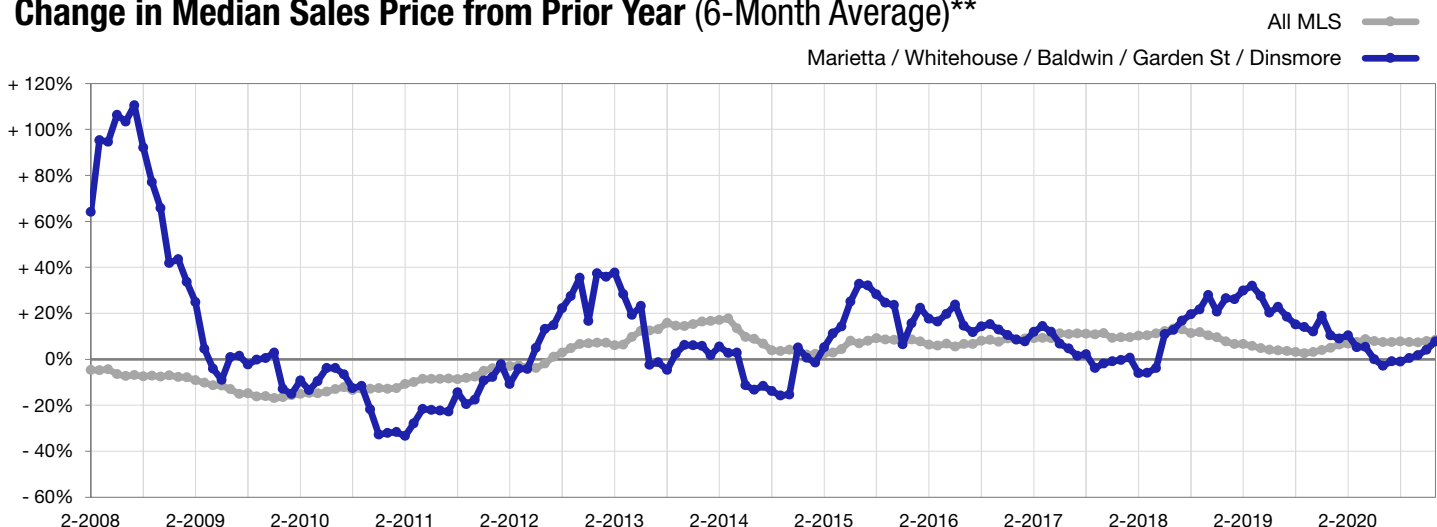


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## Jacksonville - North

**- 6.9%**

**+ 11.6%**

**+ 5.7%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 09

### December

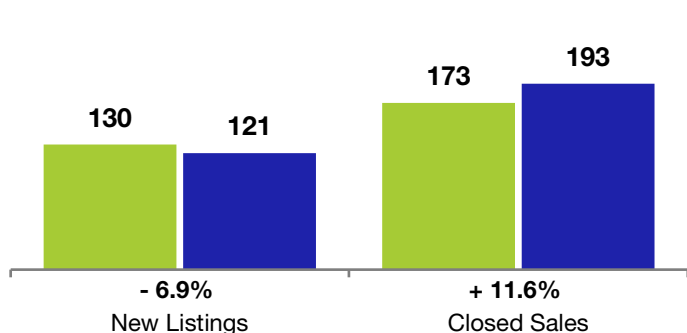
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	130	121	- 6.9%	2,278	2,204	- 3.2%
Closed Sales	173	193	+ 11.6%	1,911	1,995	+ 4.4%
Median Sales Price*	\$234,600	<b>\$248,000</b>	+ 5.7%	\$224,950	<b>\$235,635</b>	+ 4.7%
Percent of Original List Price Received*	97.0%	<b>99.5%</b>	+ 2.6%	97.3%	<b>98.0%</b>	+ 0.7%
Percent of Properties Sold Over List Price*	10.4%	<b>22.8%</b>	+ 119.2%	16.9%	<b>19.1%</b>	+ 13.0%
Days on Market Until Sale	62	<b>50</b>	- 19.4%	65	<b>60</b>	- 7.7%
Inventory of Homes for Sale	416	<b>193</b>	- 53.6%	--	--	--
Months Supply of Inventory	2.6	<b>1.1</b>	- 57.7%	--	--	--

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

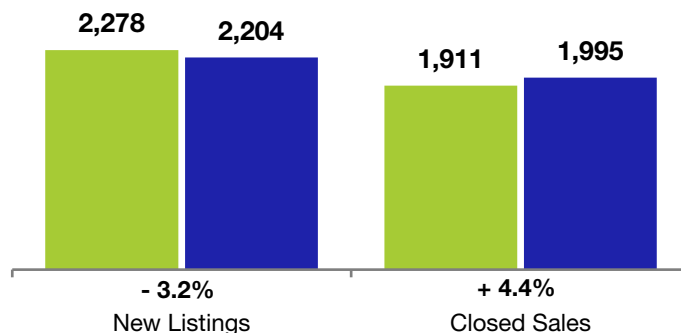
### December

■ 2019 ■ 2020

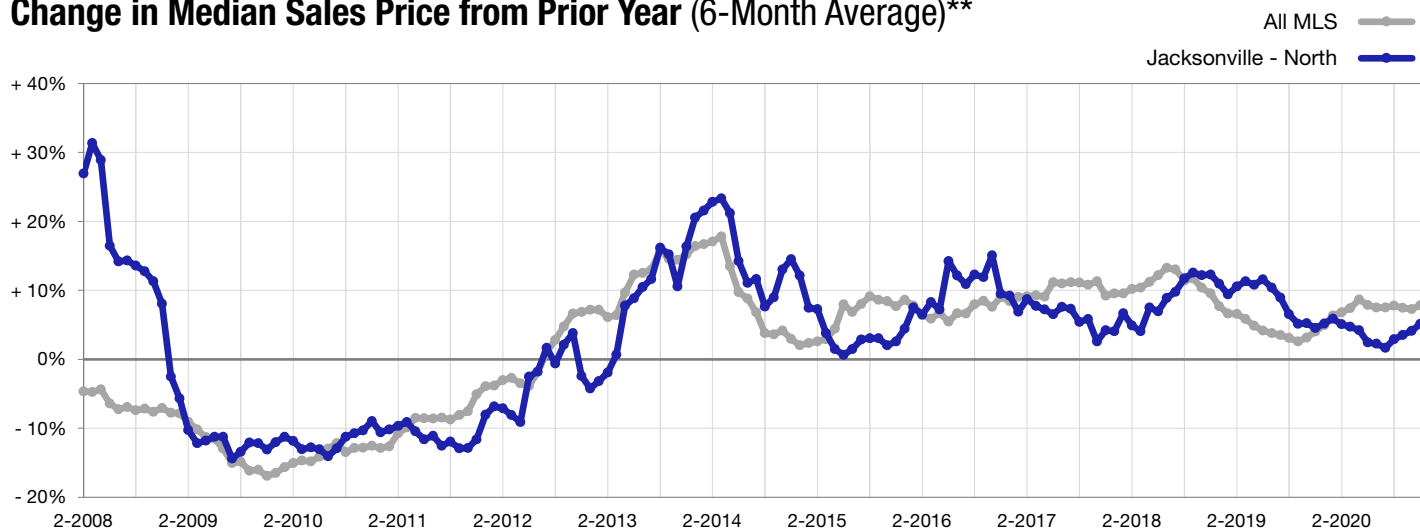


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## Fleming Island Area

**0.0%**

Change in  
New Listings

**+ 8.5%**

Change in  
Closed Sales

**+ 14.0%**

Change in  
Median Sales Price

Region 12

December

Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	33	33	0.0%	754	741	- 1.7%
Closed Sales	59	64	+ 8.5%	615	688	+ 11.9%
Median Sales Price*	\$285,000	<b>\$324,950</b>	+ 14.0%	\$289,950	<b>\$305,000</b>	+ 5.2%
Percent of Original List Price Received*	96.6%	<b>97.0%</b>	+ 0.4%	96.6%	<b>97.2%</b>	+ 0.6%
Percent of Properties Sold Over List Price*	16.9%	<b>20.3%</b>	+ 20.1%	13.0%	<b>16.3%</b>	+ 25.4%
Days on Market Until Sale	57	<b>52</b>	- 8.8%	55	<b>52</b>	- 5.5%
Inventory of Homes for Sale	126	<b>61</b>	- 51.6%	--	--	--
Months Supply of Inventory	2.5	<b>1.1</b>	- 56.0%	--	--	--

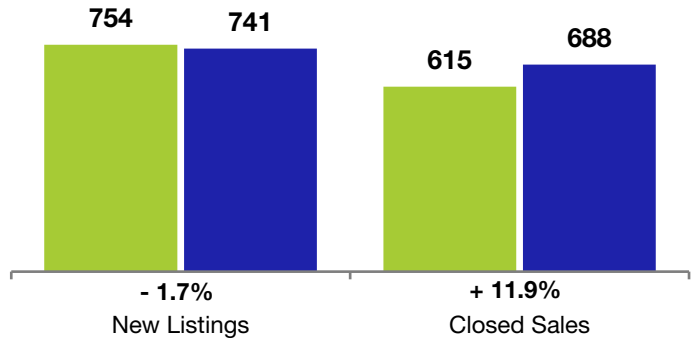
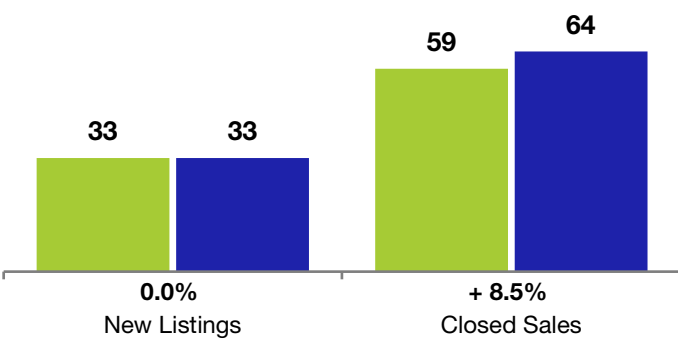
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

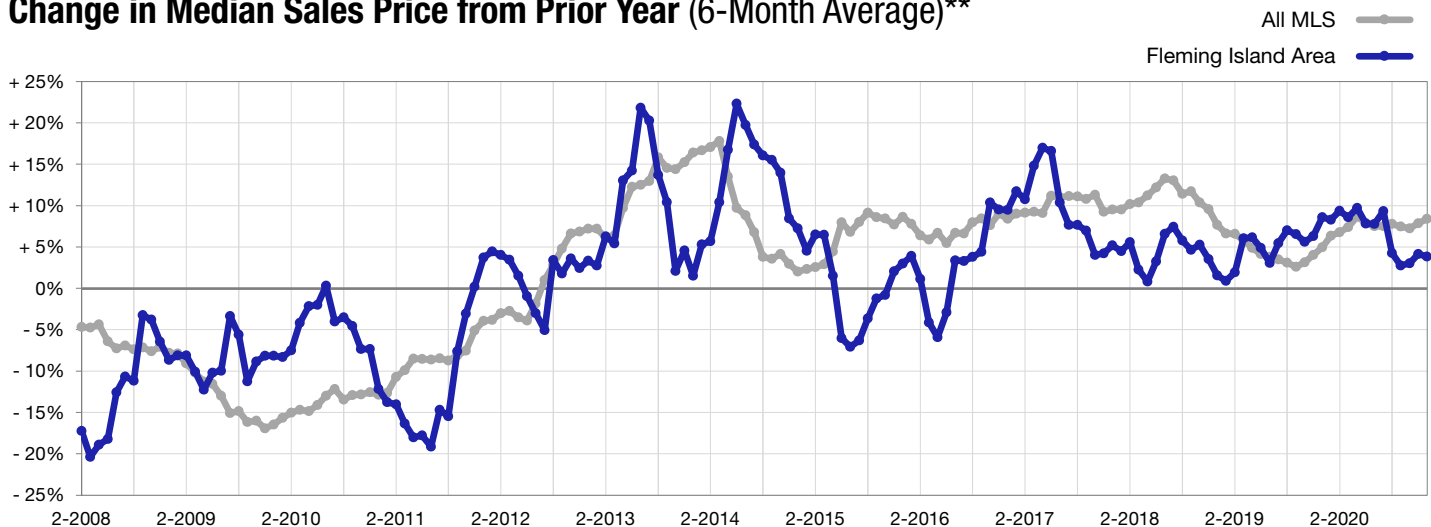
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## Orange Park

**+ 15.7%**

**- 8.6%**

**+ 15.2%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 13

### December

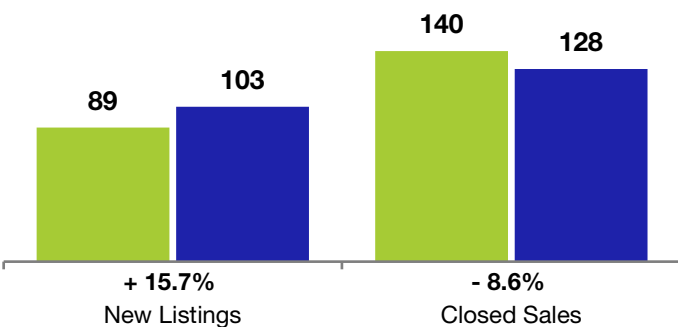
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	89	103	+ 15.7%	1,883	1,669	- 11.4%
Closed Sales	140	128	- 8.6%	1,581	1,546	- 2.2%
Median Sales Price*	\$218,175	\$251,250	+ 15.2%	\$215,000	\$232,000	+ 7.9%
Percent of Original List Price Received*	97.9%	97.3%	- 0.6%	96.9%	97.7%	+ 0.8%
Percent of Properties Sold Over List Price*	17.9%	21.9%	+ 22.3%	18.0%	21.4%	+ 18.9%
Days on Market Until Sale	61	38	- 37.7%	57	54	- 5.3%
Inventory of Homes for Sale	303	120	- 60.4%	--	--	--
Months Supply of Inventory	2.3	0.9	- 60.9%	--	--	--

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

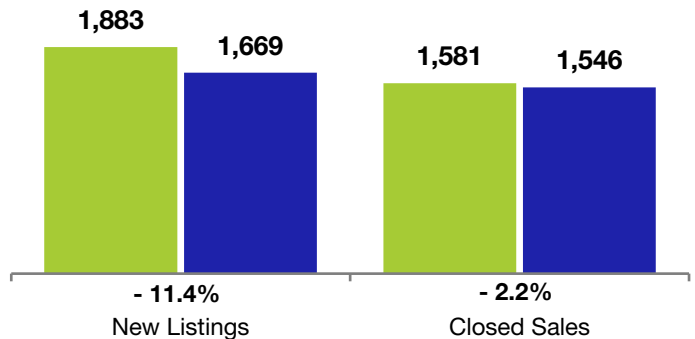
### December

■ 2019 ■ 2020

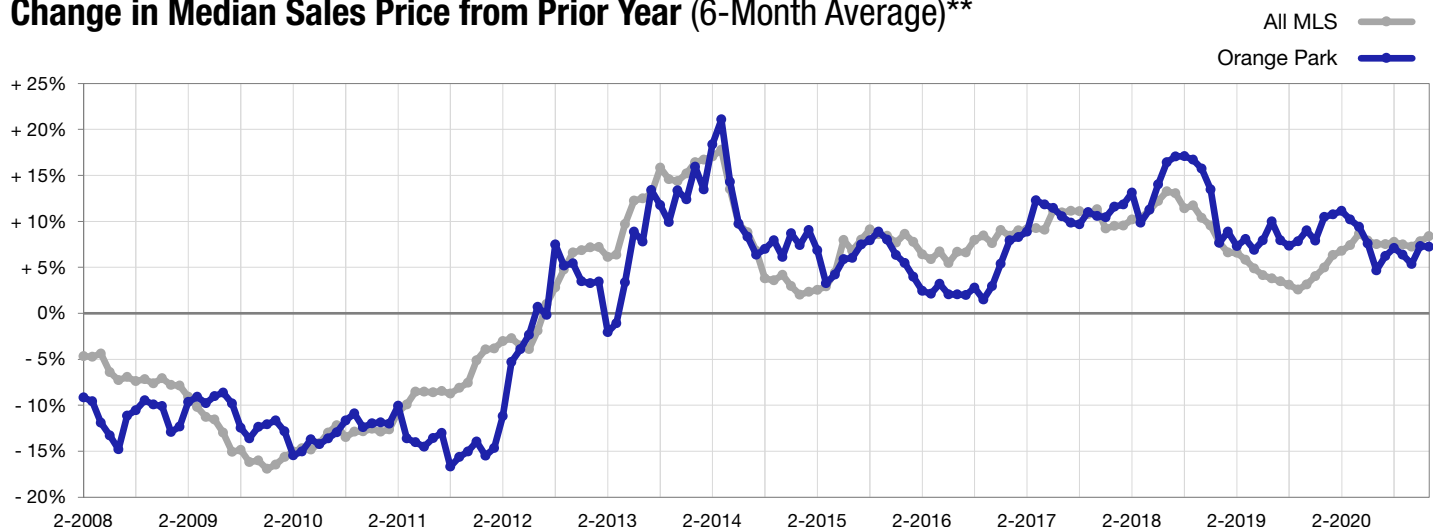


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## Middleburg Vicinity

**- 5.4%**

**+ 14.3%**

**+ 11.2%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 14

### December

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	74	70	- 5.4%	1,264	1,272	+ 0.6%
Closed Sales	91	104	+ 14.3%	1,119	1,146	+ 2.4%
Median Sales Price*	\$215,000	<b>\$239,000</b>	+ 11.2%	\$210,000	<b>\$229,000</b>	+ 9.0%
Percent of Original List Price Received*	94.8%	<b>98.2%</b>	+ 3.6%	96.3%	<b>97.4%</b>	+ 1.1%
Percent of Properties Sold Over List Price*	9.9%	<b>21.2%</b>	+ 114.1%	17.0%	<b>19.1%</b>	+ 12.4%
Days on Market Until Sale	66	<b>64</b>	- 3.0%	68	<b>61</b>	- 10.3%
Inventory of Homes for Sale	247	<b>125</b>	- 49.4%	--	--	--
Months Supply of Inventory	2.7	<b>1.3</b>	- 51.9%	--	--	--

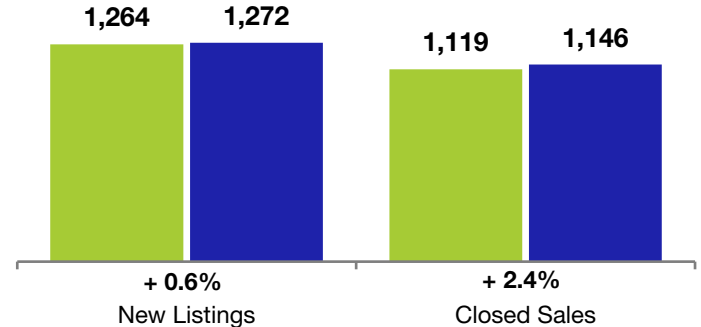
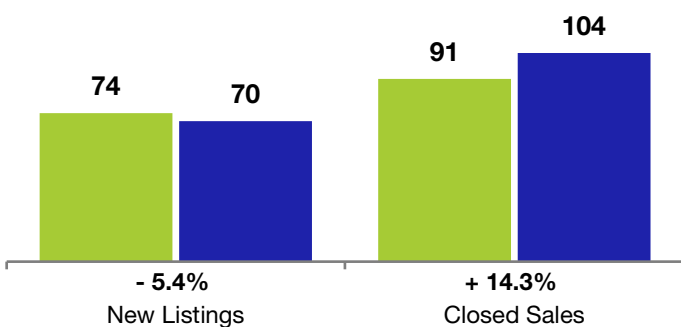
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

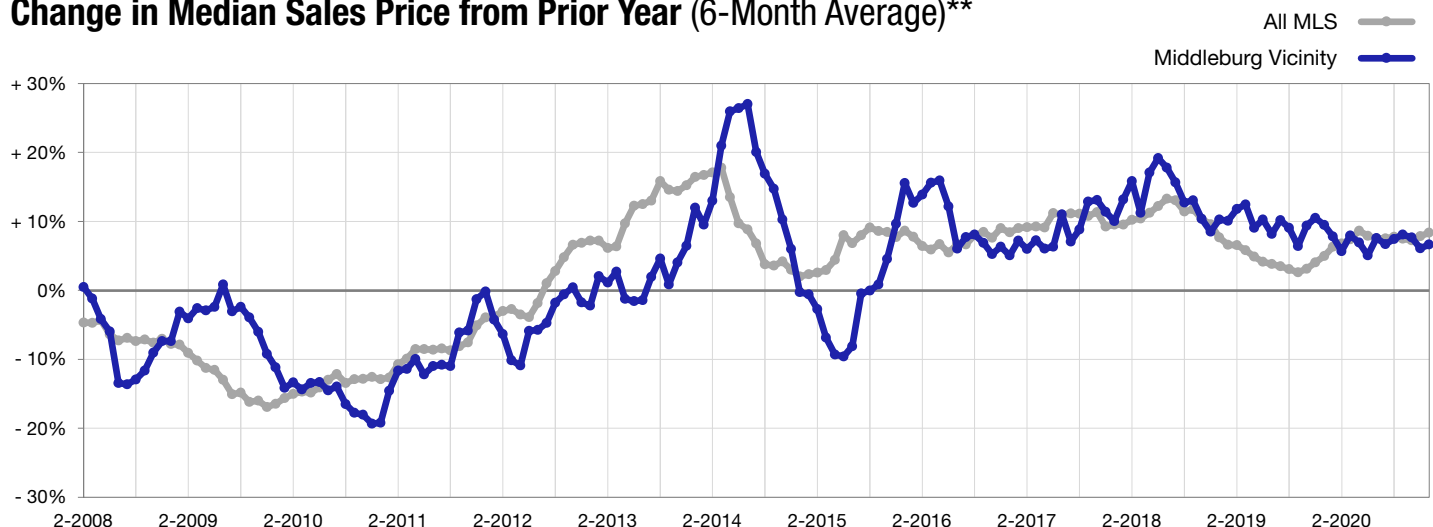
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## Keystone Heights Vicinity

Region 15

**+ 90.0%**

**+ 4.3%**

**- 17.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### December

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	10	19	+ 90.0%	263	248	- 5.7%
Closed Sales	23	24	+ 4.3%	196	198	+ 1.0%
Median Sales Price*	\$172,000	\$141,250	- 17.9%	\$156,000	\$153,700	- 1.5%
Percent of Original List Price Received*	96.1%	94.2%	- 2.0%	92.9%	93.4%	+ 0.5%
Percent of Properties Sold Over List Price*	13.0%	12.5%	- 3.8%	13.8%	14.1%	+ 2.2%
Days on Market Until Sale	55	59	+ 7.3%	81	92	+ 13.6%
Inventory of Homes for Sale	81	51	- 37.0%	--	--	--
Months Supply of Inventory	4.9	2.9	- 40.8%	--	--	--

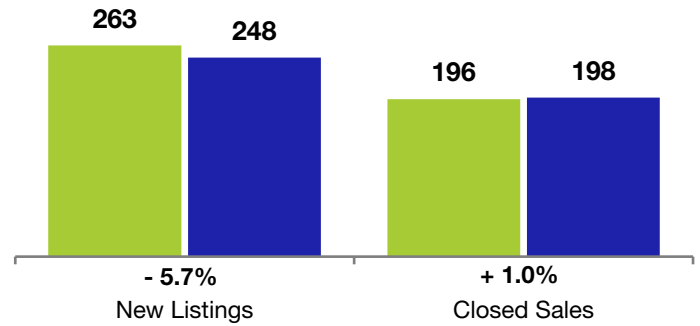
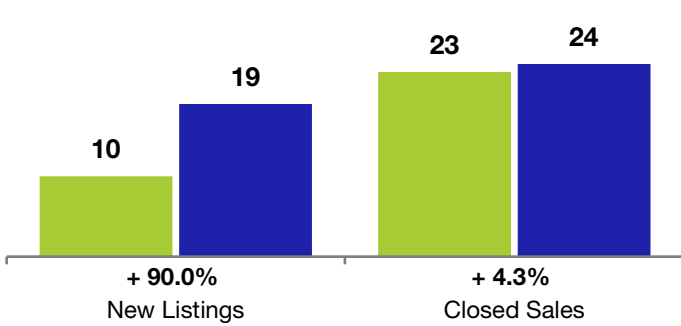
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

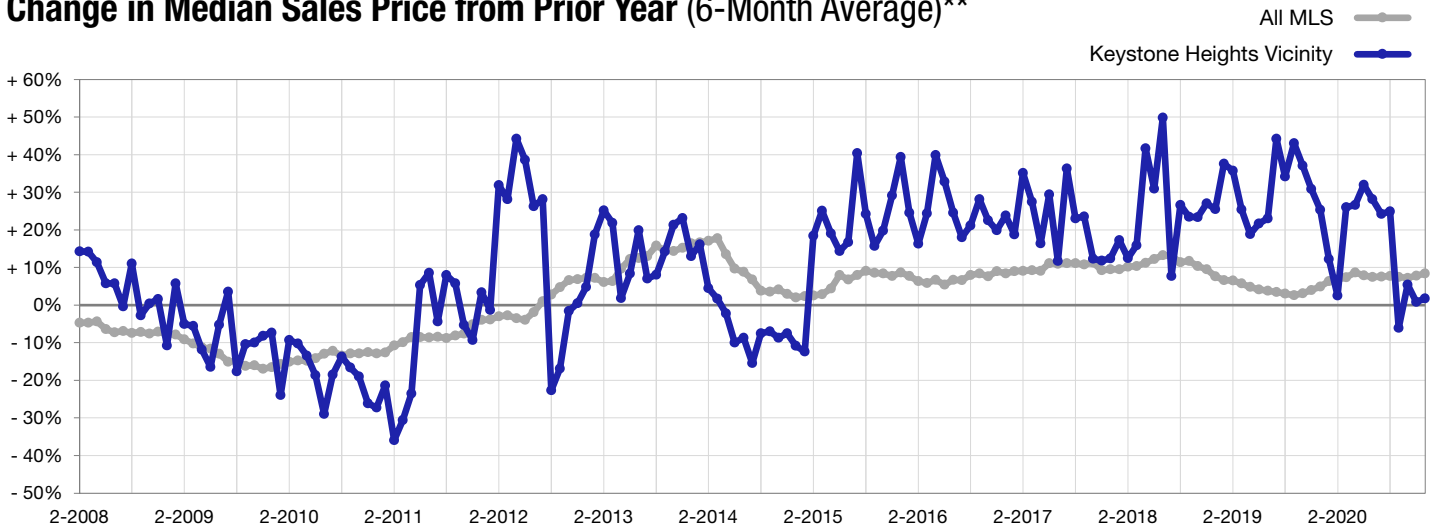
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – December 2020

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



## Green Cove Springs

**+ 97.3%**

**- 9.5%**

**+ 5.5%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 16

### December

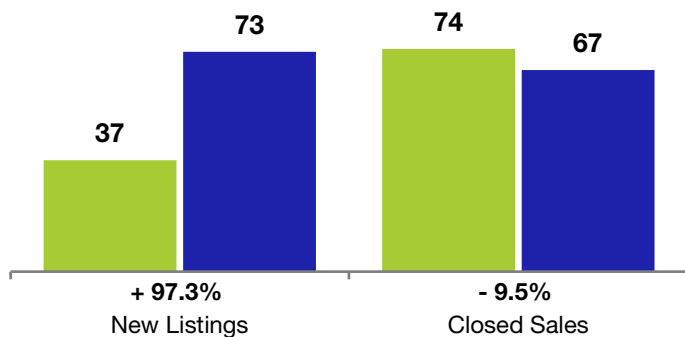
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	37	73	+ 97.3%	842	950	+ 12.8%
Closed Sales	74	67	- 9.5%	658	834	+ 26.7%
Median Sales Price*	\$227,500	\$240,000	+ 5.5%	\$220,000	\$232,000	+ 5.5%
Percent of Original List Price Received*	97.1%	99.1%	+ 2.1%	96.6%	98.0%	+ 1.4%
Percent of Properties Sold Over List Price*	10.8%	20.9%	+ 93.5%	13.1%	14.8%	+ 13.0%
Days on Market Until Sale	75	59	- 21.3%	65	67	+ 3.1%
Inventory of Homes for Sale	174	109	- 37.4%	--	--	--
Months Supply of Inventory	3.1	1.5	- 51.6%	--	--	--

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

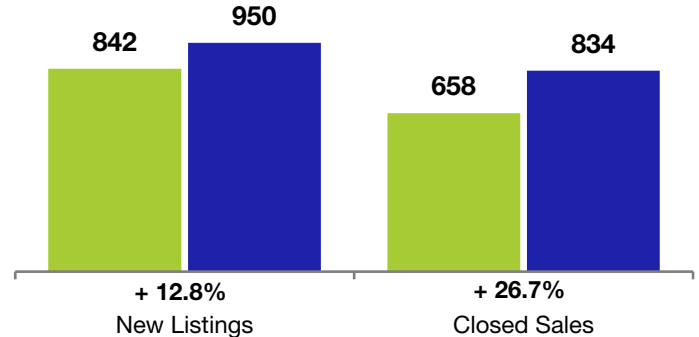
### December

■ 2019 ■ 2020

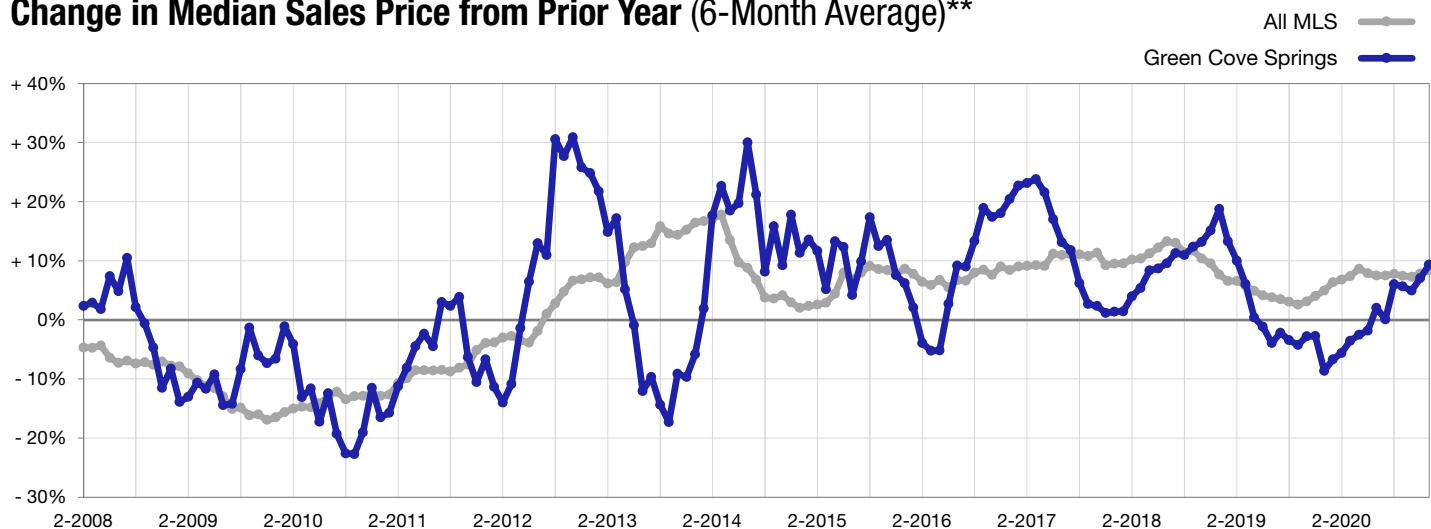


### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – December 2020

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



## Jacksonville Beach

**- 22.2%**

**+ 30.4%**

**+ 20.6%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 21

### December

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	45	35	- 22.2%	817	810	- 0.9%
Closed Sales	46	60	+ 30.4%	613	683	+ 11.4%
Median Sales Price*	\$367,000	\$442,450	+ 20.6%	\$395,000	\$446,000	+ 12.9%
Percent of Original List Price Received*	95.0%	96.3%	+ 1.4%	94.9%	96.3%	+ 1.5%
Percent of Properties Sold Over List Price*	10.9%	10.0%	- 8.3%	7.7%	9.7%	+ 26.0%
Days on Market Until Sale	65	69	+ 6.2%	72	69	- 4.2%
Inventory of Homes for Sale	178	91	- 48.9%	--	--	--
Months Supply of Inventory	3.5	1.5	- 57.1%	--	--	--

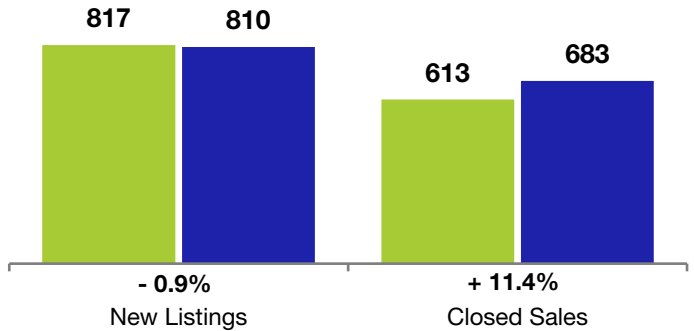
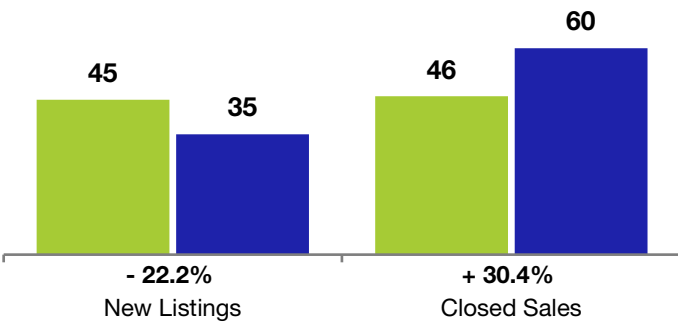
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

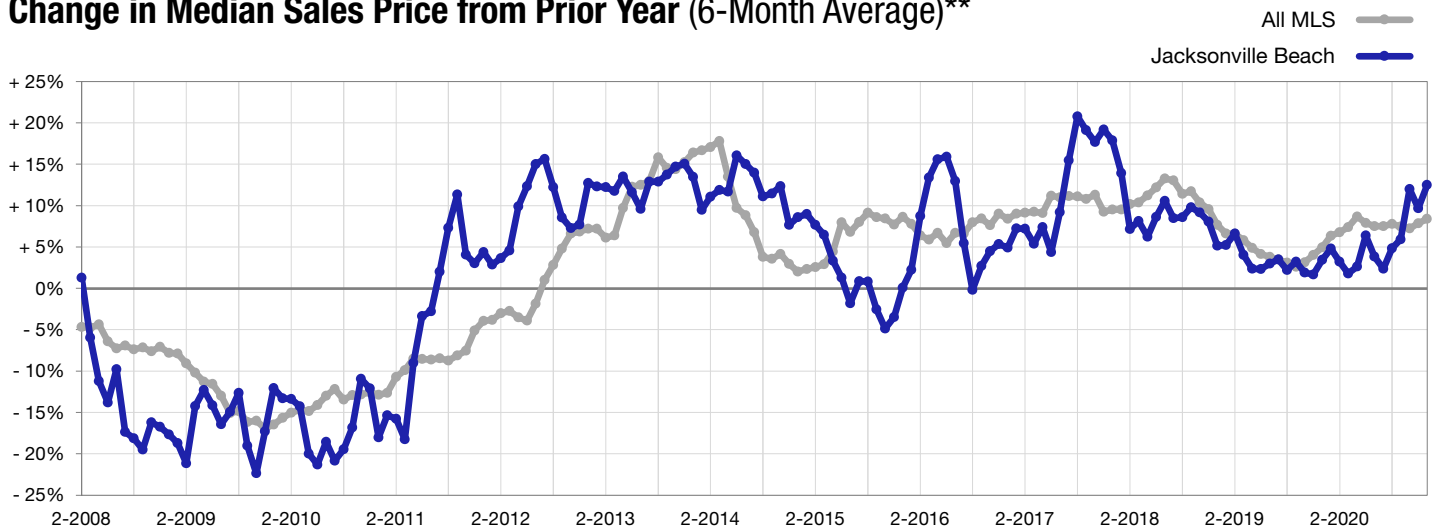
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – December 2020

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



## Neptune Beach

**- 30.0%**      **- 45.5%**      **+ 6.3%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 22

### December

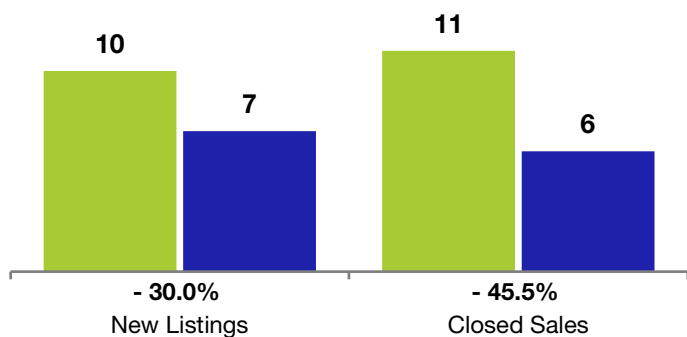
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	10	7	- 30.0%	166	139	- 16.3%
Closed Sales	11	6	- 45.5%	112	124	+ 10.7%
Median Sales Price*	\$475,000	\$505,000	+ 6.3%	\$457,500	\$468,500	+ 2.4%
Percent of Original List Price Received*	94.8%	89.1%	- 6.0%	95.4%	95.6%	+ 0.2%
Percent of Properties Sold Over List Price*	0.0%	16.7%	--	7.1%	11.3%	+ 59.2%
Days on Market Until Sale	52	53	+ 1.9%	59	56	- 5.1%
Inventory of Homes for Sale	31	16	- 48.4%	--	--	--
Months Supply of Inventory	3.2	1.5	- 53.1%	--	--	--

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

### December

■ 2019 ■ 2020

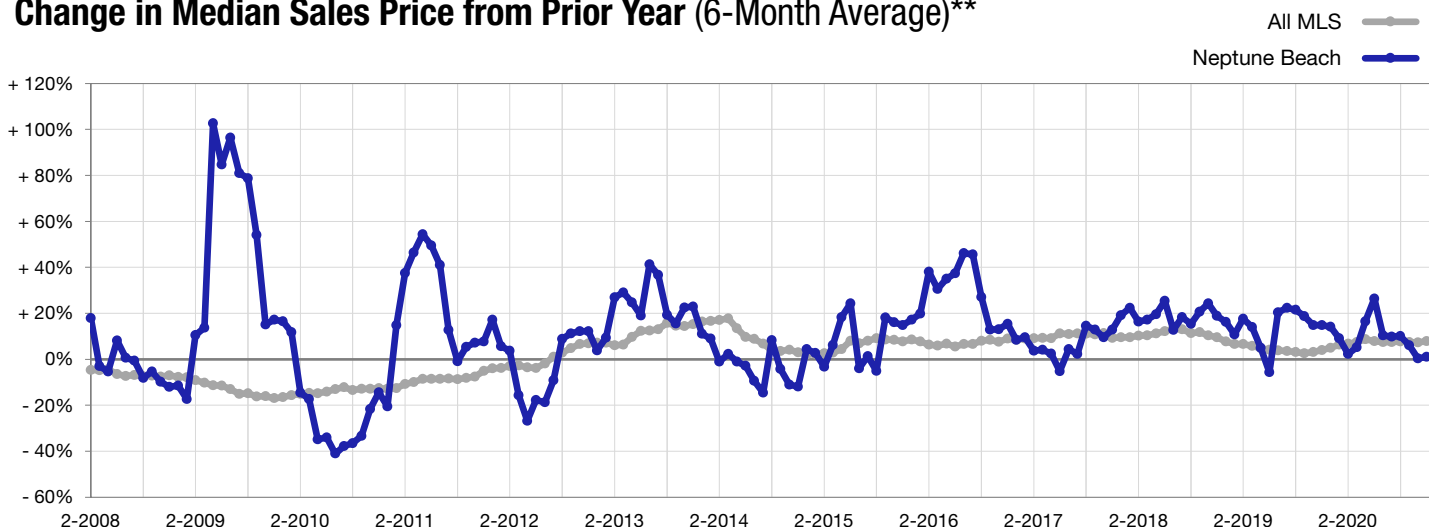


### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – December 2020

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



## Atlantic Beach

**- 9.1%**

**+ 3.3%**

**+ 41.1%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 23

### December

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	22	20	- 9.1%	375	310	- 17.3%
Closed Sales	30	31	+ 3.3%	280	275	- 1.8%
Median Sales Price*	\$347,250	<b>\$490,000</b>	+ 41.1%	\$377,750	<b>\$475,000</b>	+ 25.7%
Percent of Original List Price Received*	94.1%	<b>97.4%</b>	+ 3.5%	96.4%	<b>95.3%</b>	- 1.1%
Percent of Properties Sold Over List Price*	16.7%	<b>19.4%</b>	+ 16.2%	13.9%	<b>18.2%</b>	+ 30.9%
Days on Market Until Sale	95	<b>55</b>	- 42.1%	76	<b>75</b>	- 1.3%
Inventory of Homes for Sale	76	<b>43</b>	- 43.4%	--	--	--
Months Supply of Inventory	3.3	<b>1.9</b>	- 42.4%	--	--	--

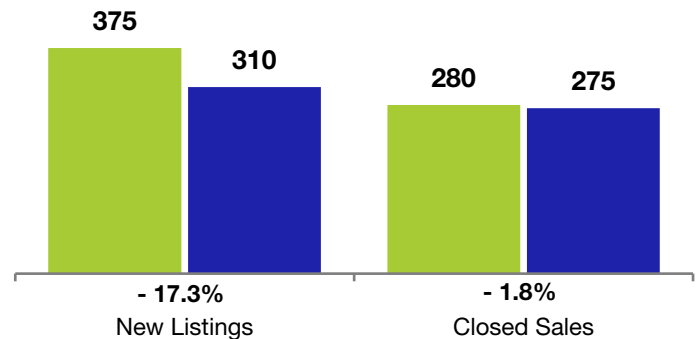
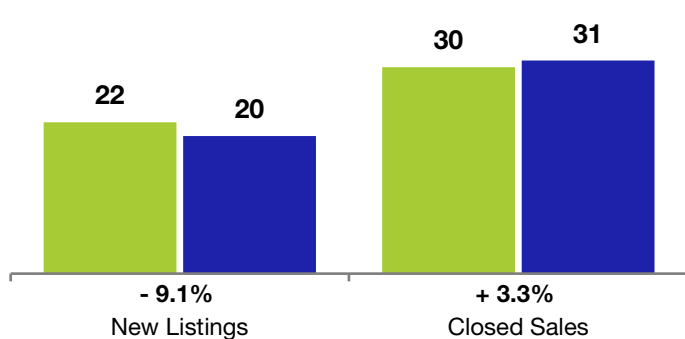
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

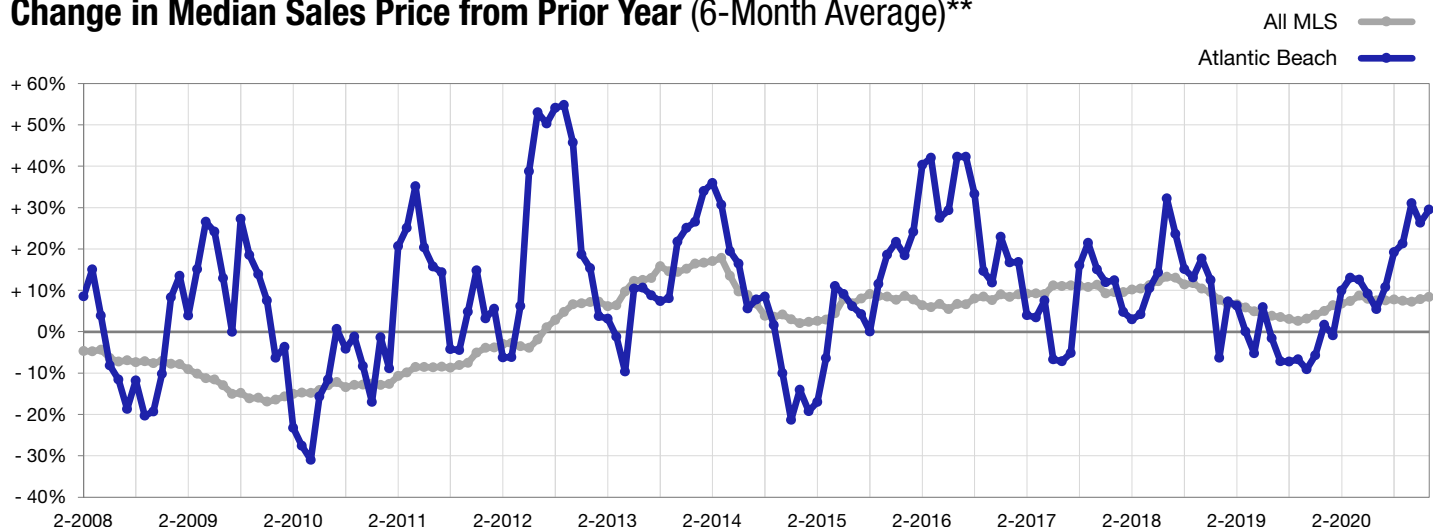
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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## North Beach / Mayport

Region 24

**- 64.3%**

**- 38.5%**

**- 0.6%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### December

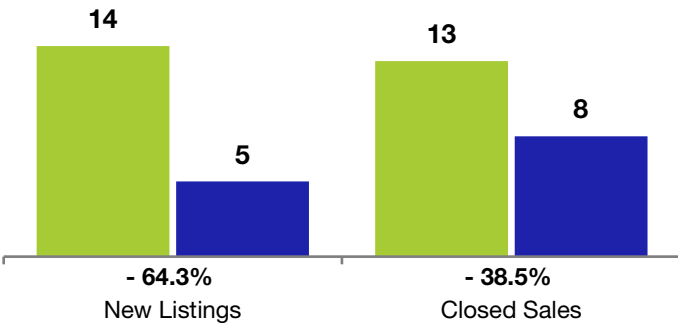
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	14	5	- 64.3%	125	138	+ 10.4%
Closed Sales	13	8	- 38.5%	106	124	+ 17.0%
Median Sales Price*	\$231,885	<b>\$230,500</b>	- 0.6%	\$210,000	<b>\$234,943</b>	+ 11.9%
Percent of Original List Price Received*	99.9%	<b>97.0%</b>	- 2.9%	98.4%	<b>98.7%</b>	+ 0.3%
Percent of Properties Sold Over List Price*	30.8%	<b>12.5%</b>	- 59.4%	26.4%	<b>27.4%</b>	+ 3.8%
Days on Market Until Sale	67	<b>23</b>	- 65.7%	50	<b>35</b>	- 30.0%
Inventory of Homes for Sale	19	<b>3</b>	- 84.2%	--	--	--
Months Supply of Inventory	2.2	<b>0.3</b>	- 86.4%	--	--	--

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

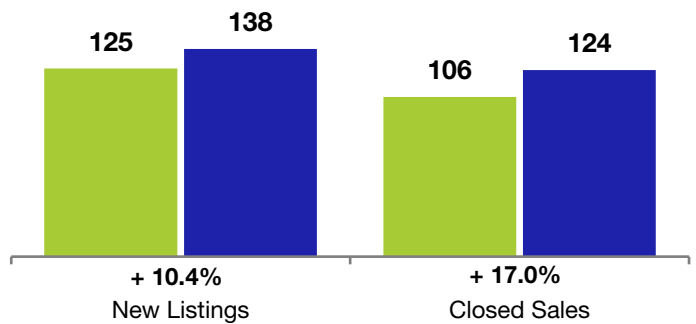
### December

■ 2019 ■ 2020

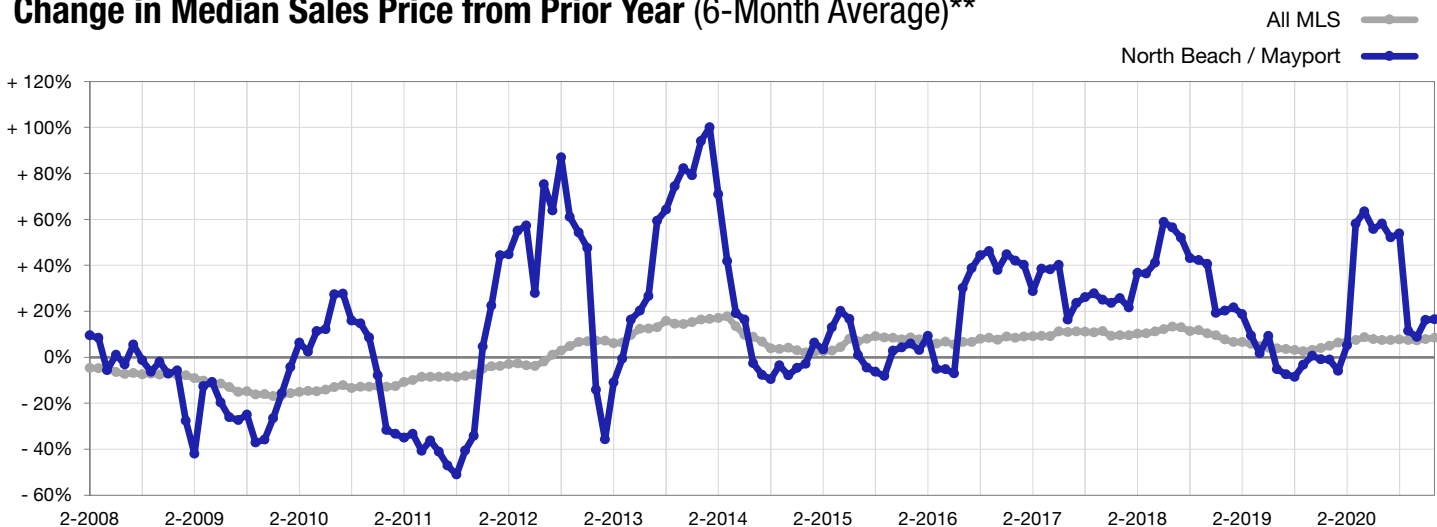


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## NE St. Johns County – Ponte Vedra Beach North

**0.0%**

**+ 95.0%**

**+ 26.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 25

### December

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	15	15	0.0%	314	350	+ 11.5%
Closed Sales	20	39	+ 95.0%	241	302	+ 25.3%
Median Sales Price*	\$514,526	<b>\$653,000</b>	+ 26.9%	\$585,000	<b>\$651,500</b>	+ 11.4%
Percent of Original List Price Received*	94.3%	<b>95.9%</b>	+ 1.7%	93.9%	<b>95.1%</b>	+ 1.3%
Percent of Properties Sold Over List Price*	10.0%	<b>15.4%</b>	+ 54.0%	10.4%	<b>9.3%</b>	- 10.6%
Days on Market Until Sale	55	<b>53</b>	- 3.6%	108	<b>76</b>	- 29.6%
Inventory of Homes for Sale	85	<b>49</b>	- 42.4%	--	--	--
Months Supply of Inventory	4.1	<b>1.9</b>	- 53.7%	--	--	--

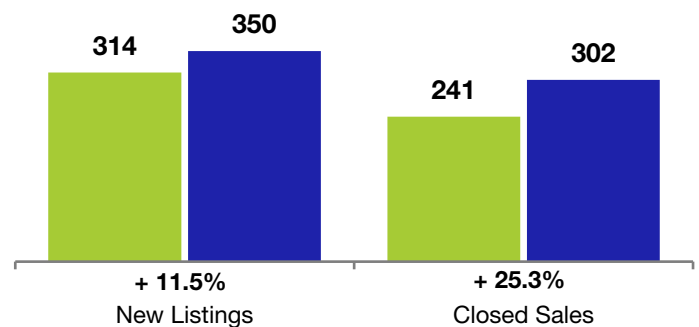
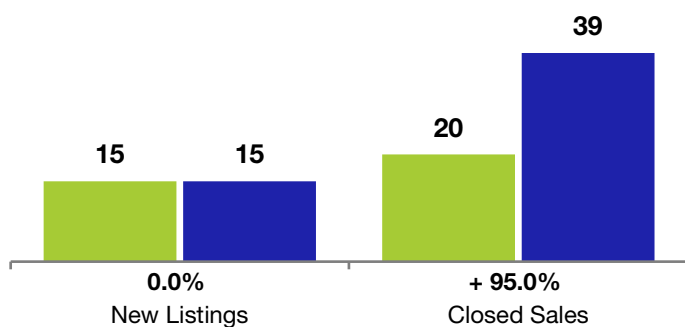
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

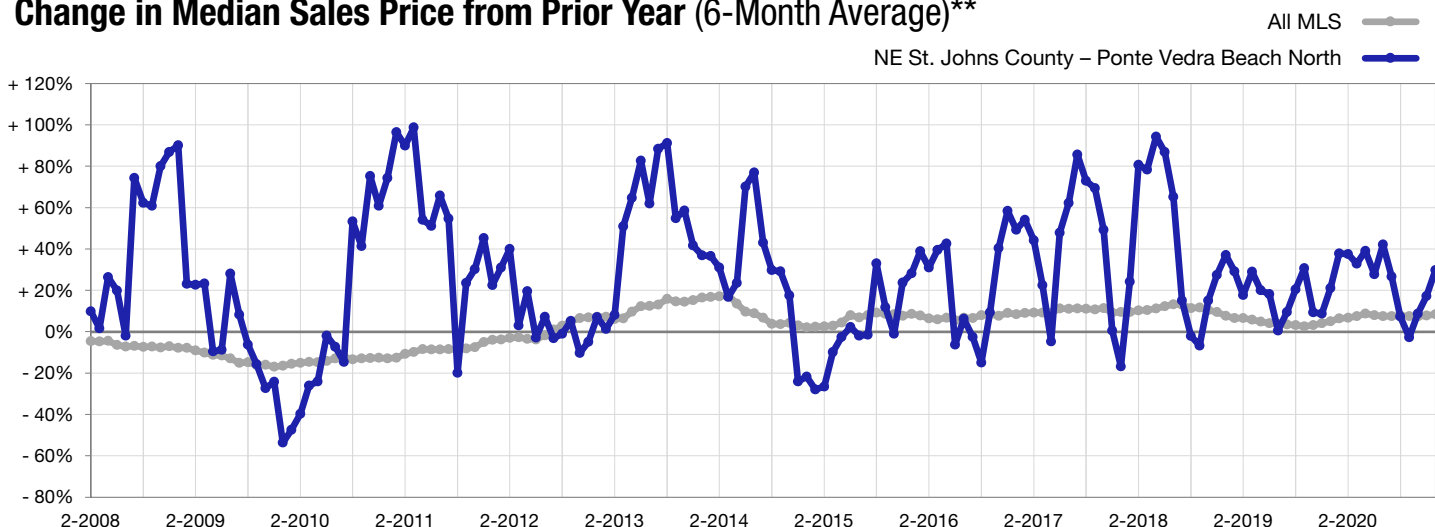
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



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

**+ 12.2%**

**+ 8.3%**

**+ 5.1%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 26

### December

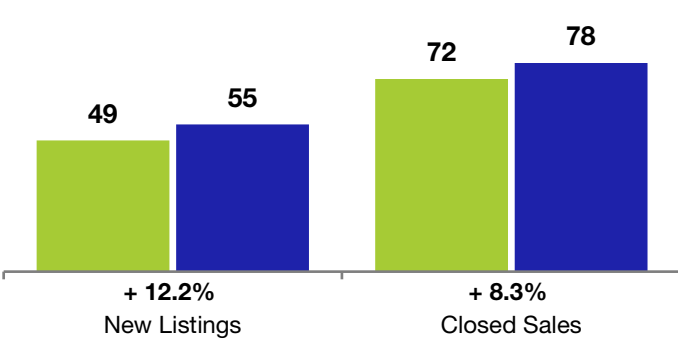
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	49	55	+ 12.2%	1,116	1,015	- 9.1%
Closed Sales	72	78	+ 8.3%	773	935	+ 21.0%
Median Sales Price*	\$542,500	<b>\$570,000</b>	+ 5.1%	\$500,000	<b>\$549,000</b>	+ 9.8%
Percent of Original List Price Received*	94.0%	<b>95.3%</b>	+ 1.4%	94.1%	<b>95.1%</b>	+ 1.1%
Percent of Properties Sold Over List Price*	4.2%	<b>6.4%</b>	+ 52.4%	4.7%	<b>7.3%</b>	+ 55.3%
Days on Market Until Sale	99	<b>79</b>	- 20.2%	92	<b>93</b>	+ 1.1%
Inventory of Homes for Sale	316	<b>129</b>	- 59.2%	--	--	--
Months Supply of Inventory	4.9	<b>1.7</b>	- 65.3%	--	--	--

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

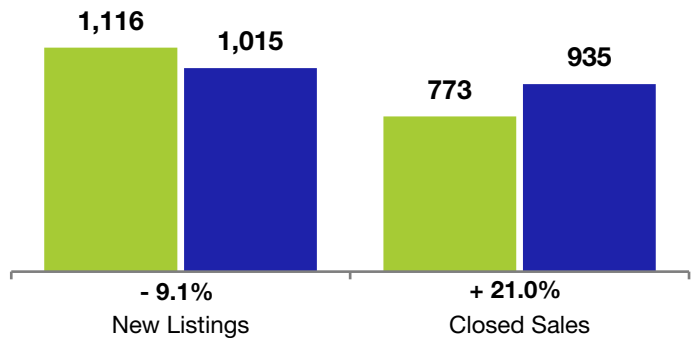
### December

■ 2019 ■ 2020



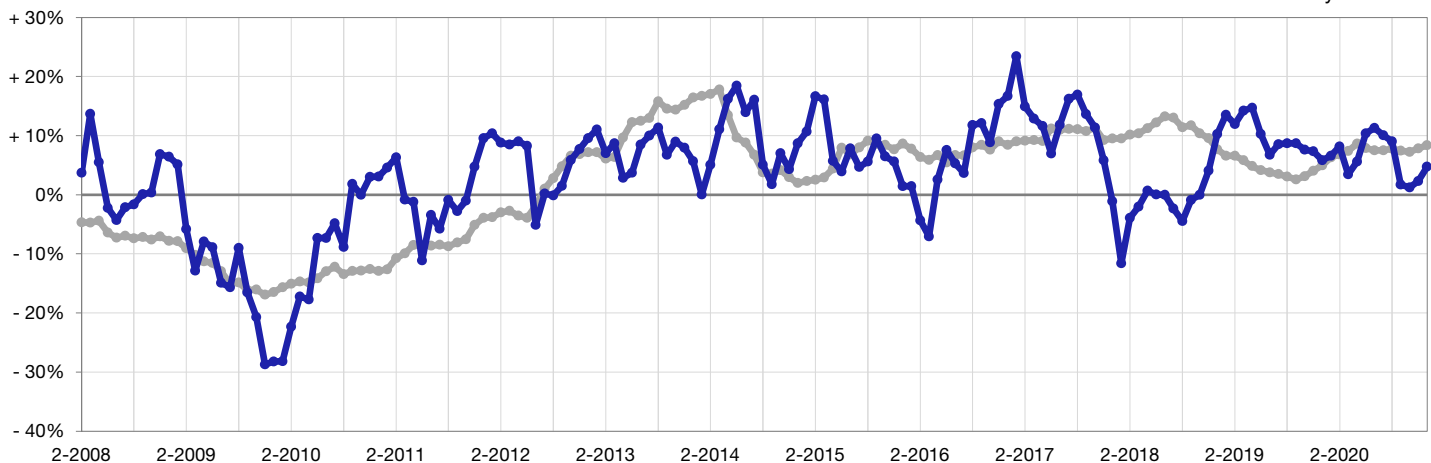
### Year to Date

■ 2019 ■ 2020



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

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



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# Local Market Update – December 2020

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



## Ponte Vedra / Nocatee (St. Johns County)

**- 47.2%**

**+ 9.4%**

**+ 0.1%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 27

### December

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	72	38	- 47.2%	1,155	1,110	- 3.9%
Closed Sales	96	105	+ 9.4%	986	1,090	+ 10.5%
Median Sales Price*	\$476,758	\$477,182	+ 0.1%	\$444,873	\$453,630	+ 2.0%
Percent of Original List Price Received*	98.6%	102.3%	+ 3.8%	97.7%	98.8%	+ 1.1%
Percent of Properties Sold Over List Price*	28.1%	32.4%	+ 15.3%	16.1%	16.9%	+ 5.0%
Days on Market Until Sale	66	41	- 37.9%	71	65	- 8.5%
Inventory of Homes for Sale	219	53	- 75.8%	--	--	--
Months Supply of Inventory	2.6	0.6	- 76.9%	--	--	--

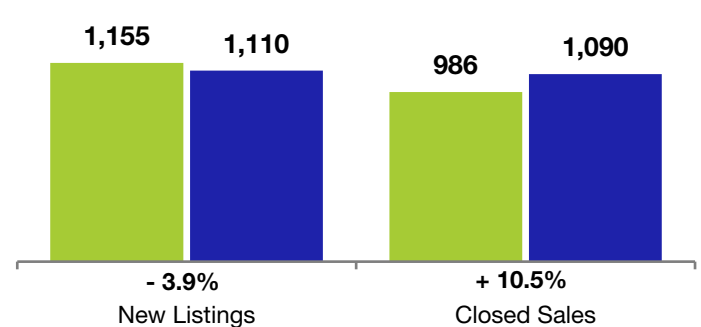
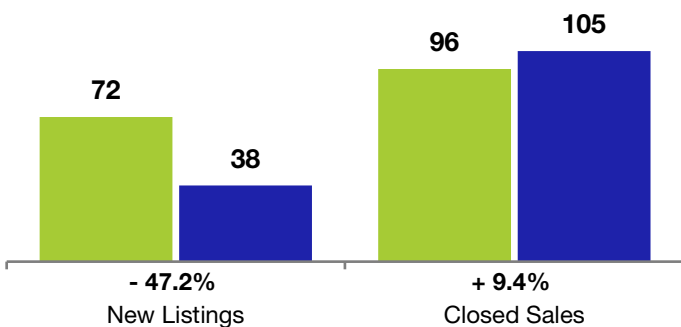
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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

All MLS —

Ponte Vedra / Nocatee (St. Johns County) —



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# Local Market Update – December 2020

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



## St. Johns County - NW

Region 30

**+ 4.7%**

**+ 10.0%**

**+ 4.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### December

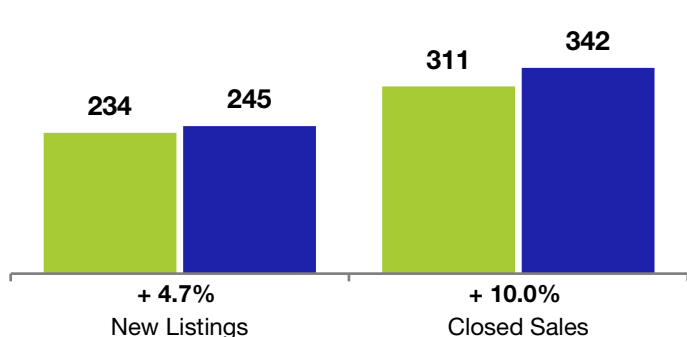
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	234	245	+ 4.7%	4,137	4,205	+ 1.6%
Closed Sales	311	342	+ 10.0%	3,364	3,857	+ 14.7%
Median Sales Price*	\$330,000	\$346,250	+ 4.9%	\$325,670	\$342,805	+ 5.3%
Percent of Original List Price Received*	96.7%	99.6%	+ 3.0%	97.1%	98.0%	+ 0.9%
Percent of Properties Sold Over List Price*	10.3%	18.4%	+ 78.6%	12.6%	14.4%	+ 14.3%
Days on Market Until Sale	101	48	- 52.5%	80	69	- 13.8%
Inventory of Homes for Sale	883	414	- 53.1%	--	--	--
Months Supply of Inventory	3.1	1.2	- 61.3%	--	--	--

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

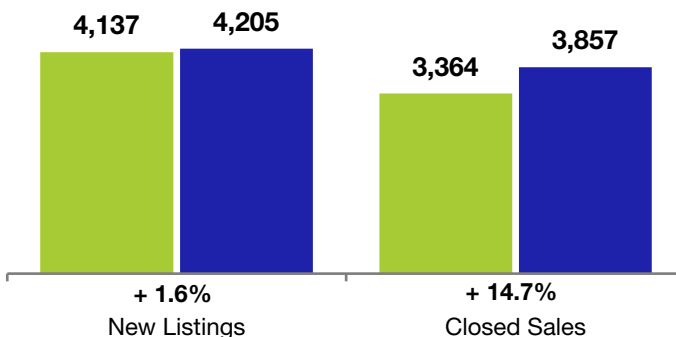
### December

■ 2019 ■ 2020

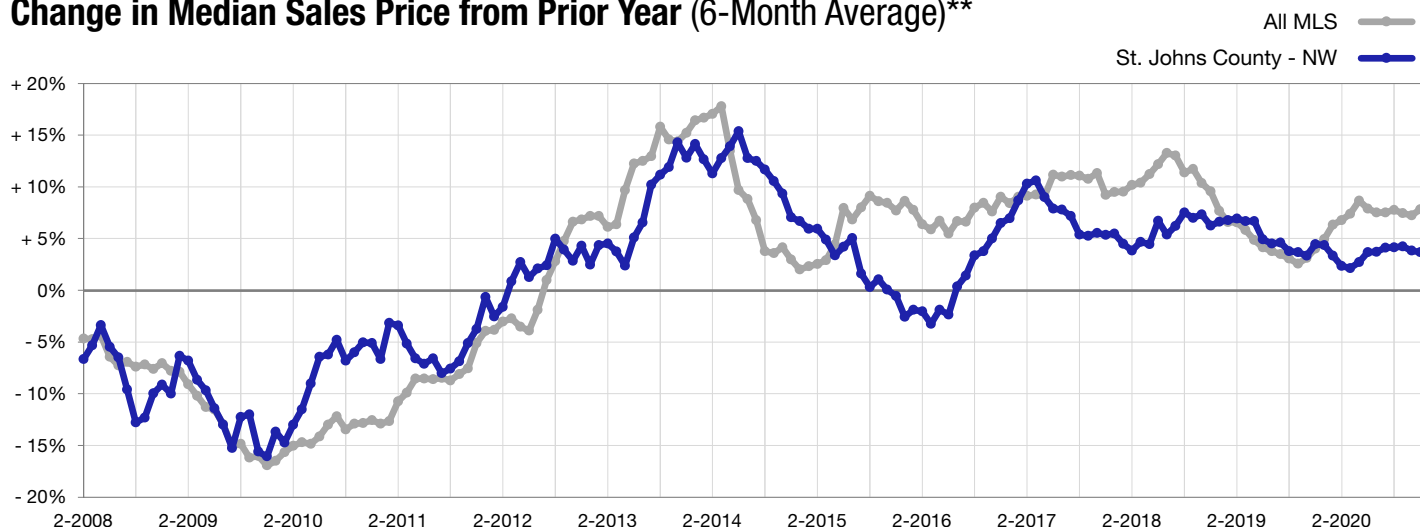


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## St. Johns County - NE

**- 10.7%**

**+ 38.1%**

**- 6.0%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

Region 31

December

Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	28	25	- 10.7%	466	419	- 10.1%
Closed Sales	21	29	+ 38.1%	347	366	+ 5.5%
Median Sales Price*	\$415,000	\$390,000	- 6.0%	\$400,900	\$364,000	- 9.2%
Percent of Original List Price Received*	97.3%	97.0%	- 0.3%	95.7%	96.8%	+ 1.1%
Percent of Properties Sold Over List Price*	23.8%	20.7%	- 13.0%	7.5%	8.5%	+ 13.3%
Days on Market Until Sale	124	64	- 48.4%	93	84	- 9.7%
Inventory of Homes for Sale	117	46	- 60.7%	--	--	--
Months Supply of Inventory	4.0	1.4	- 65.0%	--	--	--

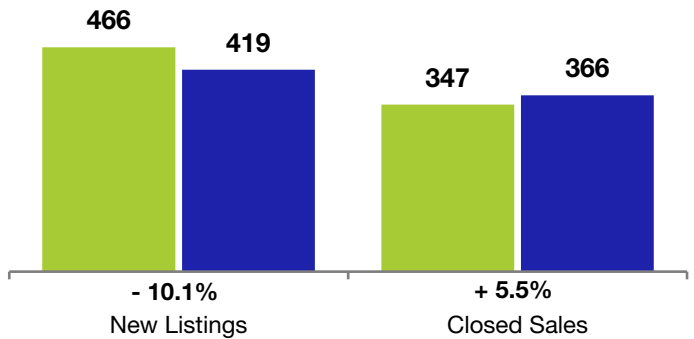
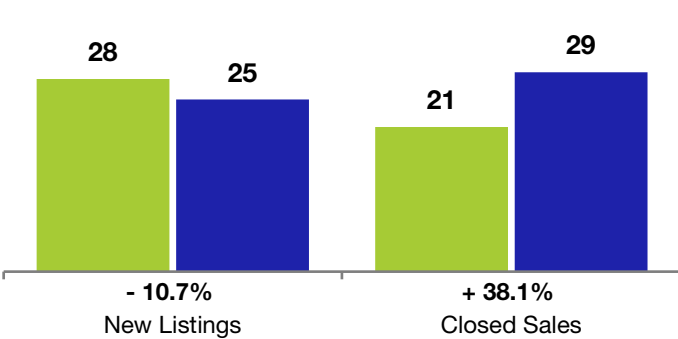
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

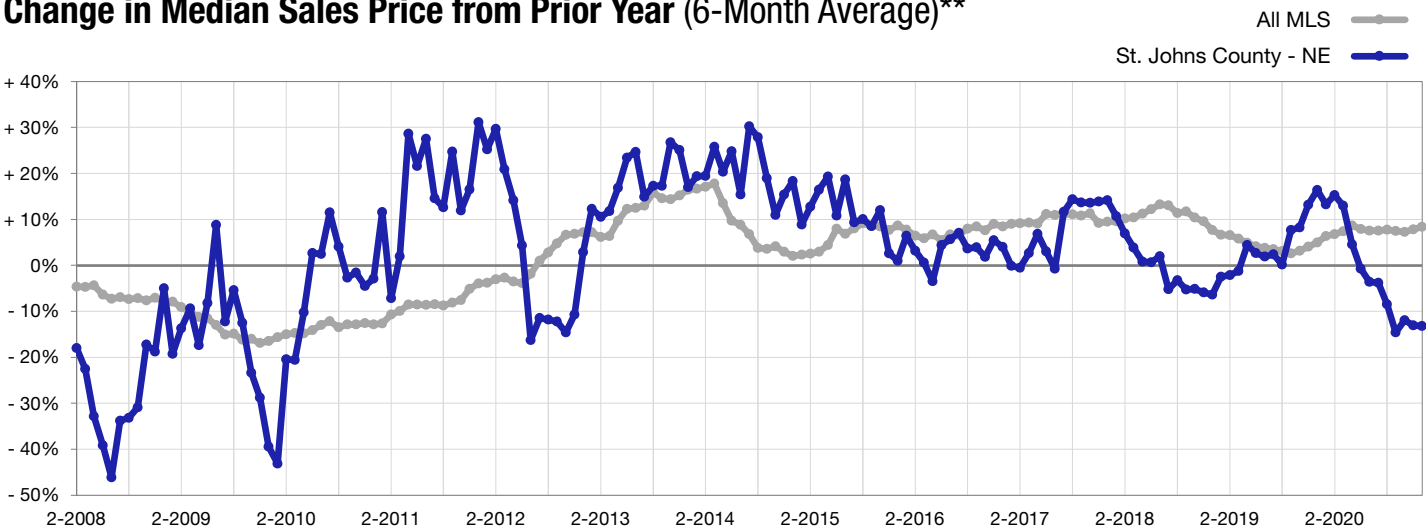
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – December 2020

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



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

**- 33.3%**      **+ 57.9%**      **+ 27.5%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 32

### December

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	21	14	- 33.3%	356	376	+ 5.6%
Closed Sales	19	30	+ 57.9%	224	289	+ 29.0%
Median Sales Price*	\$300,000	\$382,500	+ 27.5%	\$338,365	\$355,000	+ 4.9%
Percent of Original List Price Received*	95.5%	94.7%	- 0.8%	93.7%	94.6%	+ 1.0%
Percent of Properties Sold Over List Price*	10.5%	10.0%	- 4.8%	8.0%	8.3%	+ 3.8%
Days on Market Until Sale	135	86	- 36.3%	99	108	+ 9.1%
Inventory of Homes for Sale	142	83	- 41.5%	--	--	--
Months Supply of Inventory	7.7	3.2	- 58.4%	--	--	--

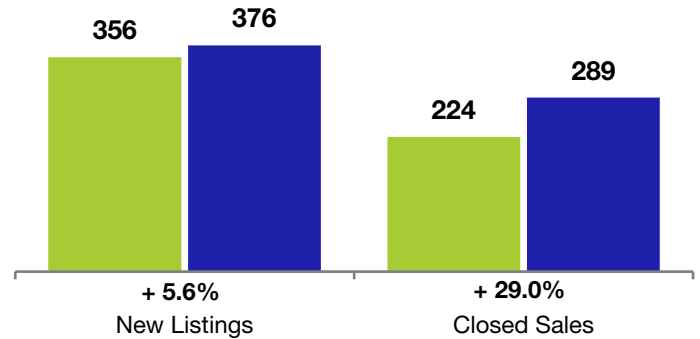
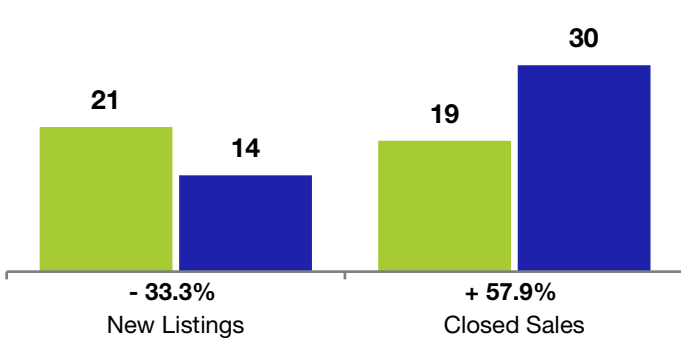
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

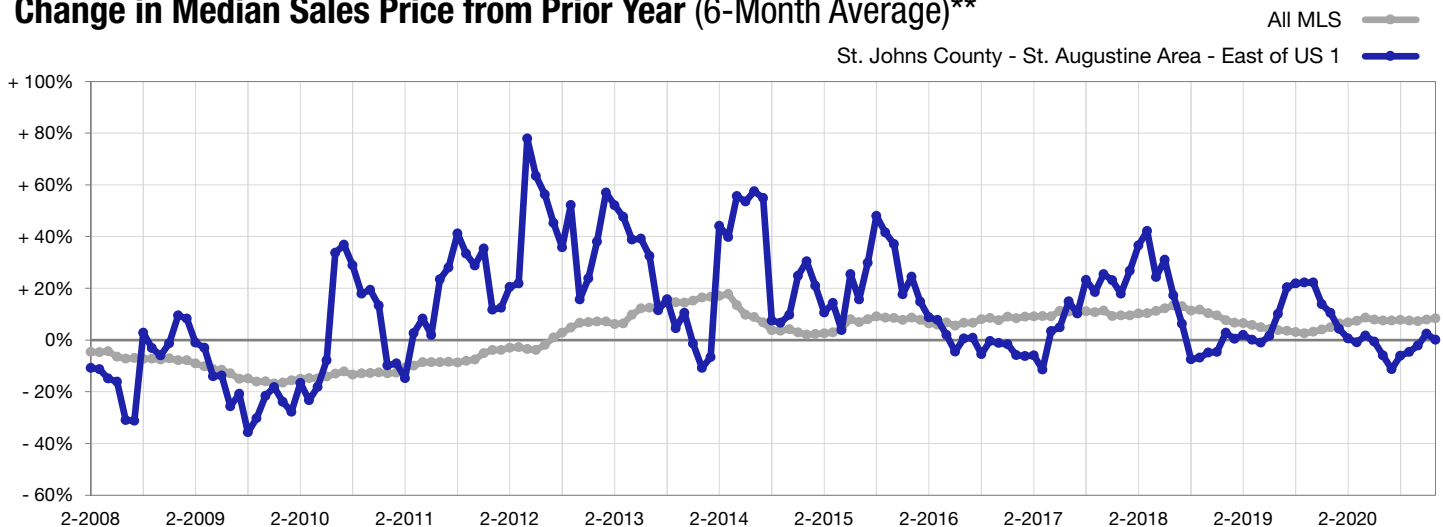
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## St. Johns County - SE

Region 33

**- 12.1%**      **+ 20.5%**      **+ 15.4%**

Change in  
New Listings

Change in  
Closed Sales

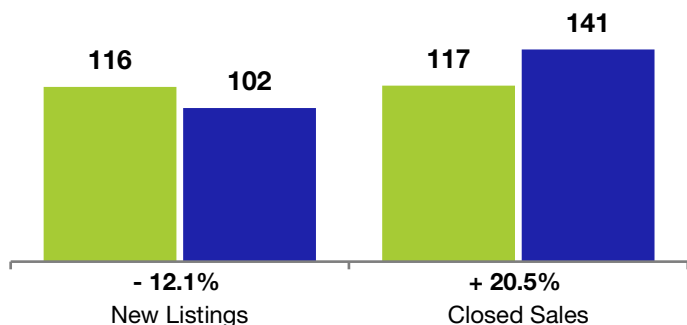
Change in  
Median Sales Price

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	116	102	- 12.1%	1,922	1,828	- 4.9%
Closed Sales	117	141	+ 20.5%	1,396	1,692	+ 21.2%
Median Sales Price*	\$259,990	<b>\$299,900</b>	+ 15.4%	\$260,000	<b>\$275,000</b>	+ 5.8%
Percent of Original List Price Received*	94.4%	<b>97.1%</b>	+ 2.9%	94.8%	<b>95.8%</b>	+ 1.1%
Percent of Properties Sold Over List Price*	2.6%	<b>7.1%</b>	+ 173.1%	6.9%	<b>6.6%</b>	- 4.3%
Days on Market Until Sale	102	<b>64</b>	- 37.3%	90	<b>84</b>	- 6.7%
Inventory of Homes for Sale	548	<b>237</b>	- 56.8%	--	--	--
Months Supply of Inventory	4.7	<b>1.6</b>	- 66.0%	--	--	--

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

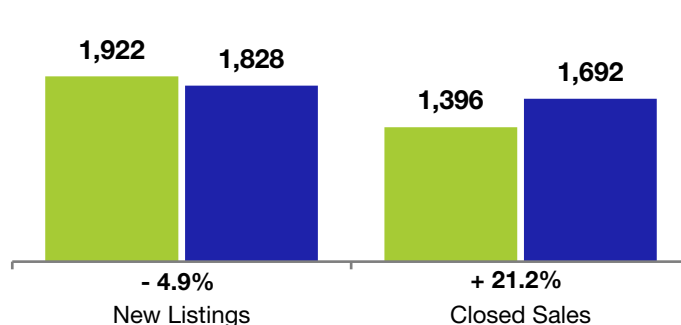
### December

■ 2019 ■ 2020

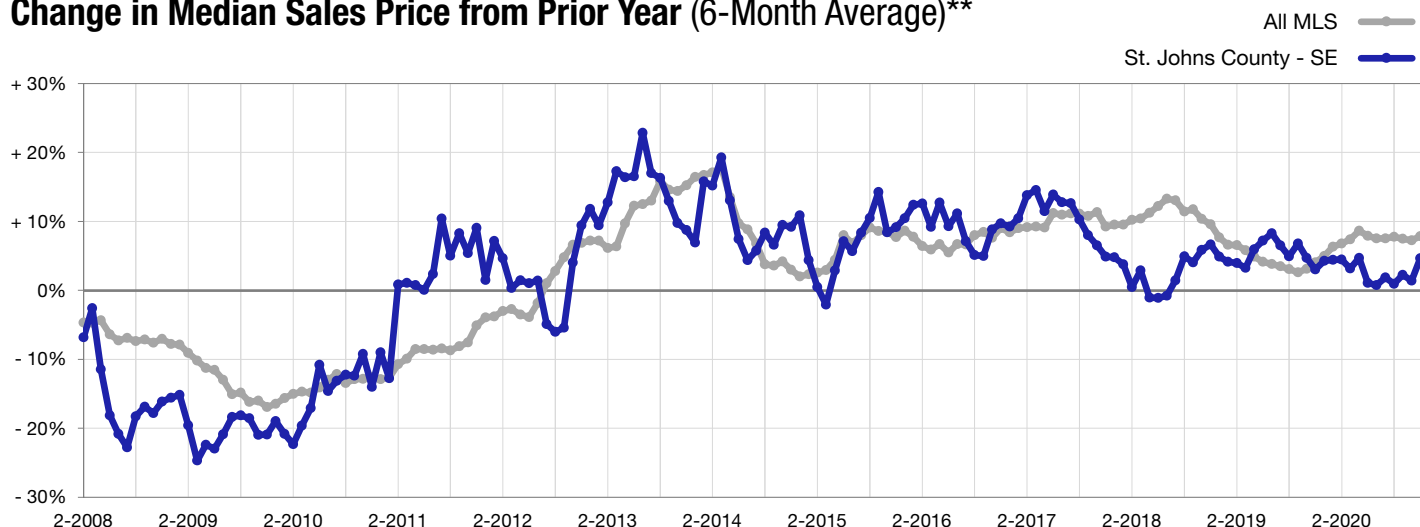


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## St. Johns County - SW

Region 34

**+ 14.3%**

Change in  
New Listings

**+ 71.4%**

Change in  
Closed Sales

**+ 86.6%**

Change in  
Median Sales Price

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	7	8	+ 14.3%	161	188	+ 16.8%
Closed Sales	7	12	+ 71.4%	106	135	+ 27.4%
Median Sales Price*	\$135,000	\$251,950	+ 86.6%	\$192,500	\$247,000	+ 28.3%
Percent of Original List Price Received*	96.8%	98.3%	+ 1.5%	93.2%	95.5%	+ 2.5%
Percent of Properties Sold Over List Price*	28.6%	16.7%	- 41.6%	16.0%	8.1%	- 49.4%
Days on Market Until Sale	51	55	+ 7.8%	74	74	0.0%
Inventory of Homes for Sale	46	33	- 28.3%	--	--	--
Months Supply of Inventory	5.3	2.7	- 49.1%	--	--	--

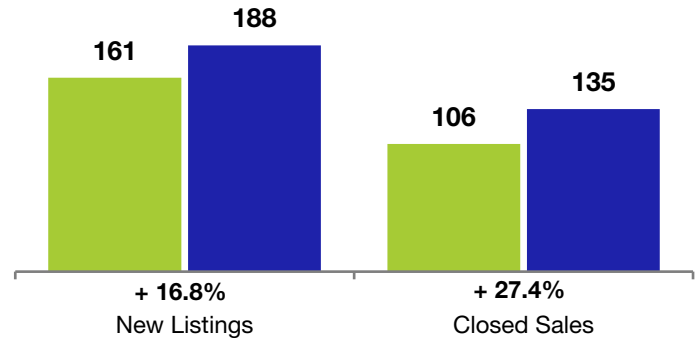
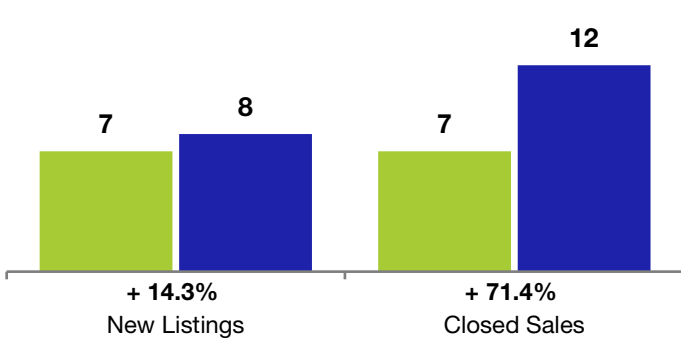
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

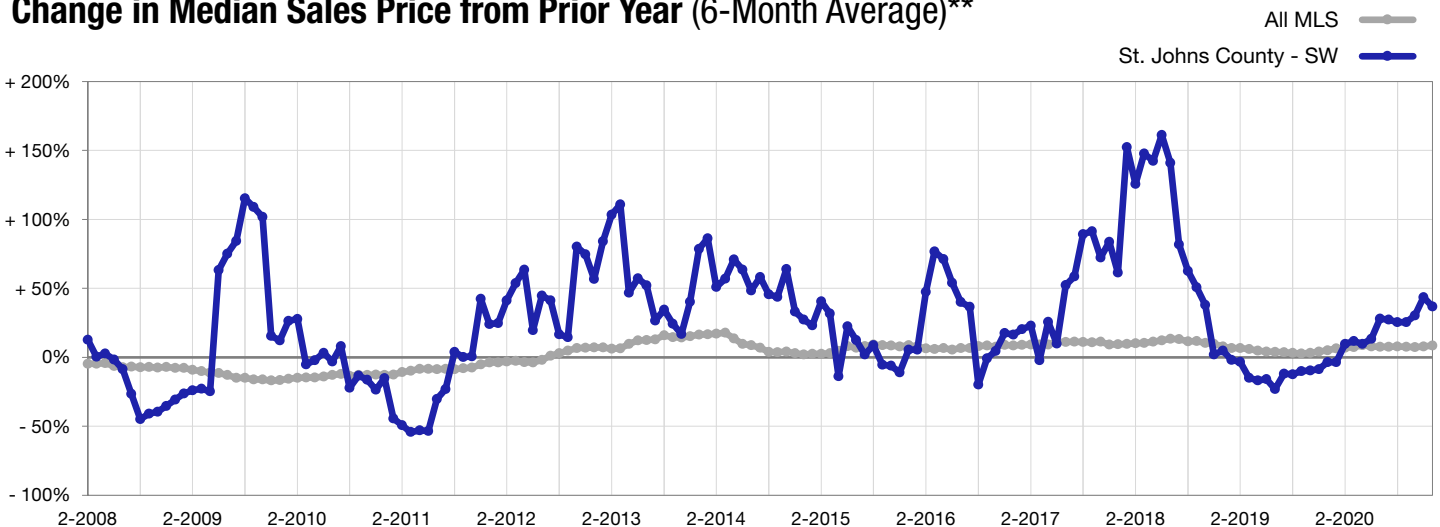
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## Putnam County NE

**+ 60.9%**

**+ 46.7%**

**+ 31.7%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 56

### December

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	23	37	+ 60.9%	534	482	- 9.7%
Closed Sales	30	44	+ 46.7%	384	418	+ 8.9%
Median Sales Price*	\$131,000	\$172,500	+ 31.7%	\$127,500	\$145,500	+ 14.1%
Percent of Original List Price Received*	90.2%	93.6%	+ 3.8%	91.0%	92.5%	+ 1.6%
Percent of Properties Sold Over List Price*	13.3%	20.5%	+ 54.1%	9.9%	15.6%	+ 57.6%
Days on Market Until Sale	82	76	- 7.3%	86	89	+ 3.5%
Inventory of Homes for Sale	166	93	- 44.0%	--	--	--
Months Supply of Inventory	5.1	2.6	- 49.0%	--	--	--

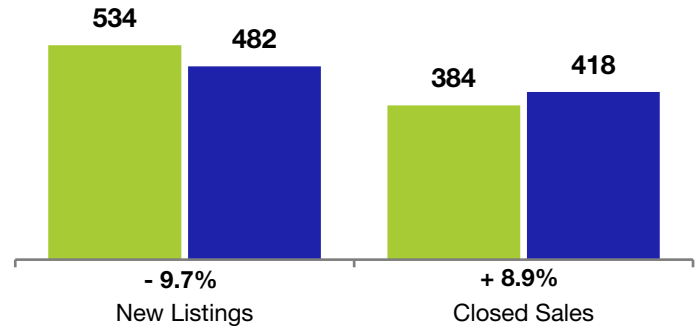
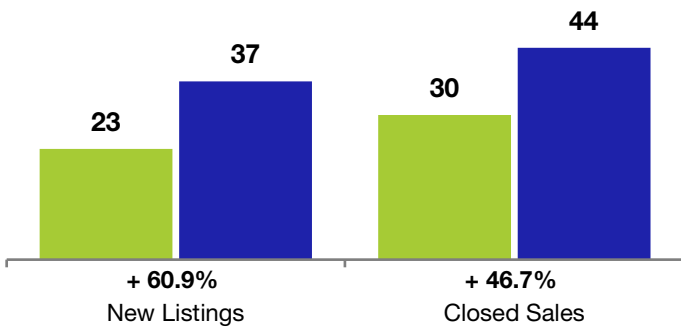
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

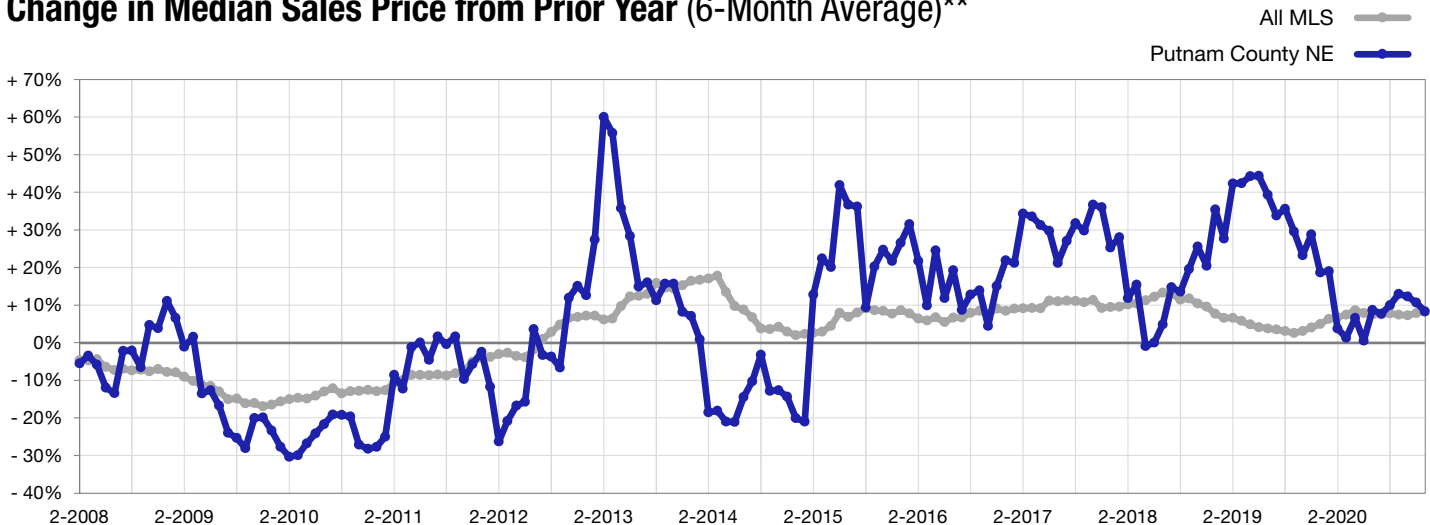
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## Putnam County - West

Region 57

**+ 40.0%**

Change in  
New Listings

**+ 60.0%**

Change in  
Closed Sales

**+ 6.1%**

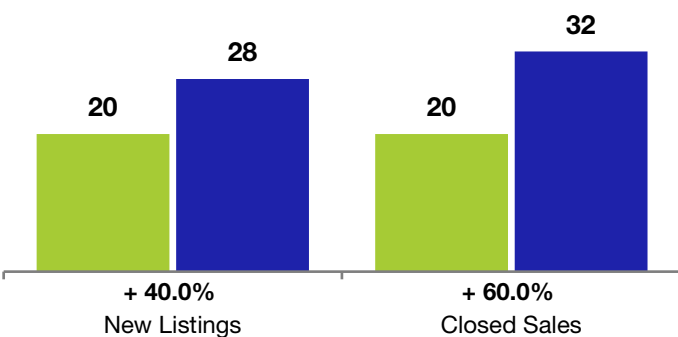
Change in  
Median Sales Price

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	20	<b>28</b>	+ 40.0%	373	<b>341</b>	- 8.6%
Closed Sales	20	<b>32</b>	+ 60.0%	281	<b>267</b>	- 5.0%
Median Sales Price*	\$126,750	<b>\$134,450</b>	+ 6.1%	\$79,900	<b>\$100,000</b>	+ 25.2%
Percent of Original List Price Received*	90.0%	<b>93.7%</b>	+ 4.1%	89.5%	<b>89.8%</b>	+ 0.3%
Percent of Properties Sold Over List Price*	15.0%	<b>15.6%</b>	+ 4.0%	12.8%	<b>10.2%</b>	- 20.3%
Days on Market Until Sale	85	<b>66</b>	- 22.4%	76	<b>92</b>	+ 21.1%
Inventory of Homes for Sale	116	<b>73</b>	- 37.1%	--	--	--
Months Supply of Inventory	4.9	<b>3.1</b>	- 36.7%	--	--	--

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

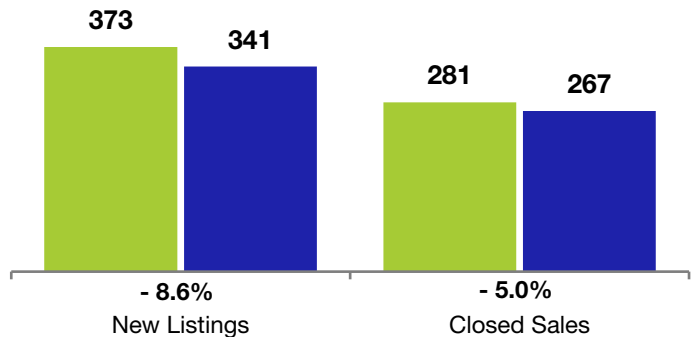
### December

■ 2019 ■ 2020

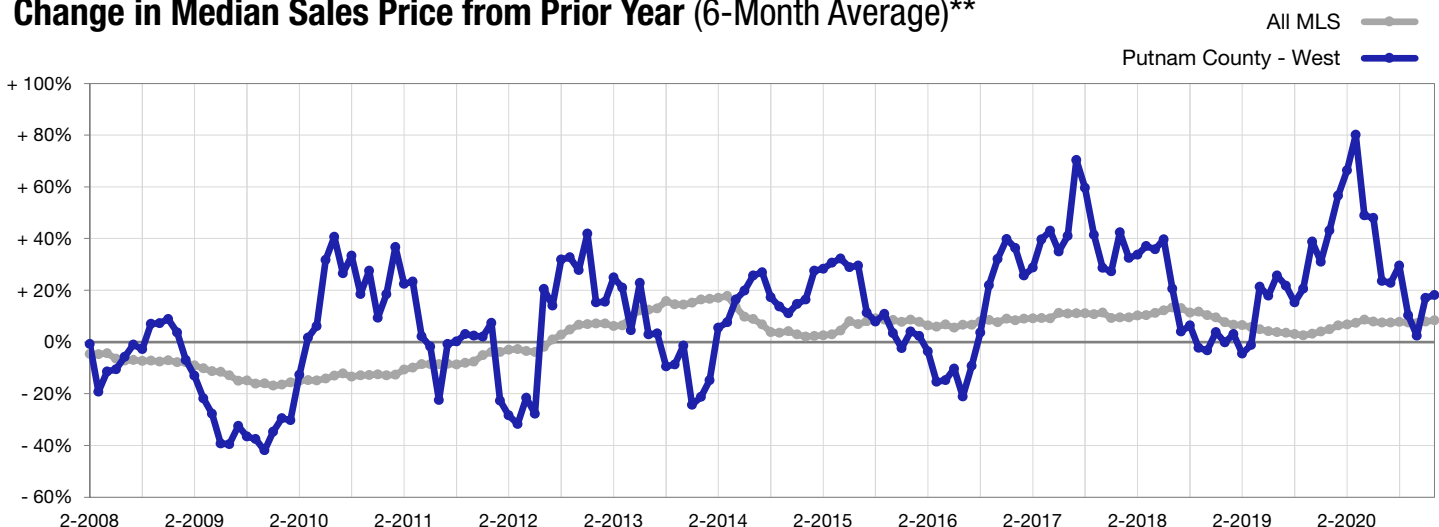


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## Putnam County - South

Region 58

**+ 5.3%**

Change in  
New Listings

**+ 7.7%**

Change in  
Closed Sales

**+ 43.1%**

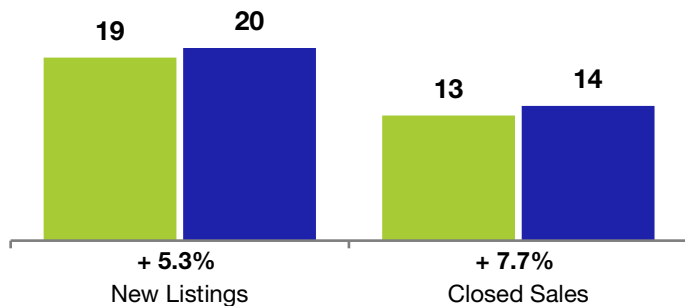
Change in  
Median Sales Price

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	19	20	+ 5.3%	308	294	- 4.5%
Closed Sales	13	14	+ 7.7%	226	250	+ 10.6%
Median Sales Price*	\$145,000	<b>\$207,500</b>	+ 43.1%	\$125,000	<b>\$130,000</b>	+ 4.0%
Percent of Original List Price Received*	88.0%	<b>94.3%</b>	+ 7.2%	90.1%	<b>89.9%</b>	- 0.2%
Percent of Properties Sold Over List Price*	7.7%	<b>7.1%</b>	- 7.8%	8.4%	<b>6.5%</b>	- 22.6%
Days on Market Until Sale	87	<b>90</b>	+ 3.4%	110	<b>119</b>	+ 8.2%
Inventory of Homes for Sale	130	<b>73</b>	- 43.8%	--	--	--
Months Supply of Inventory	7.2	<b>3.3</b>	- 54.2%	--	--	--

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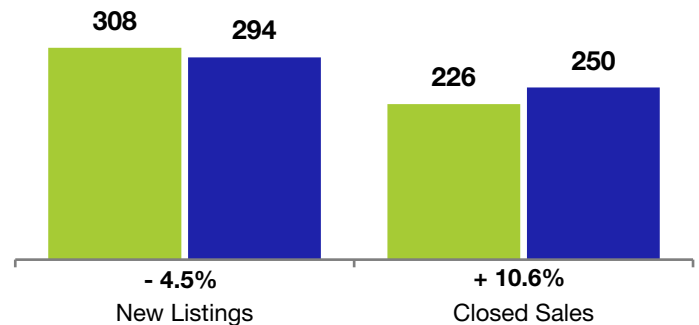
### December

■ 2019 ■ 2020

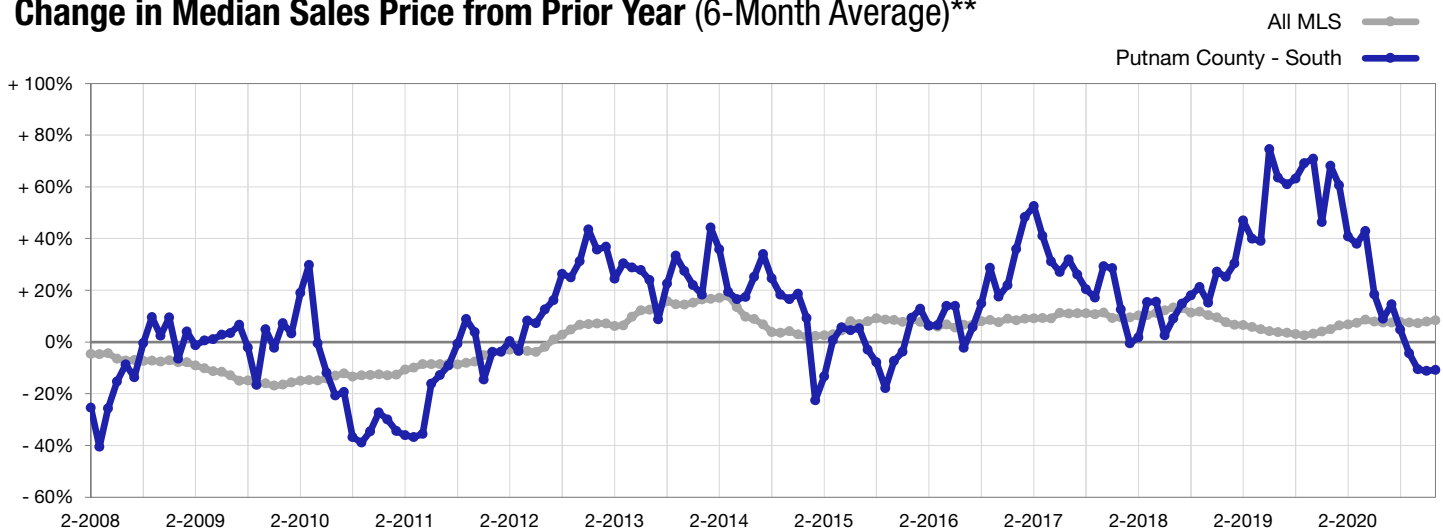


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## Baker County

**+ 130.8%**

**+ 28.0%**

**+ 20.4%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### December

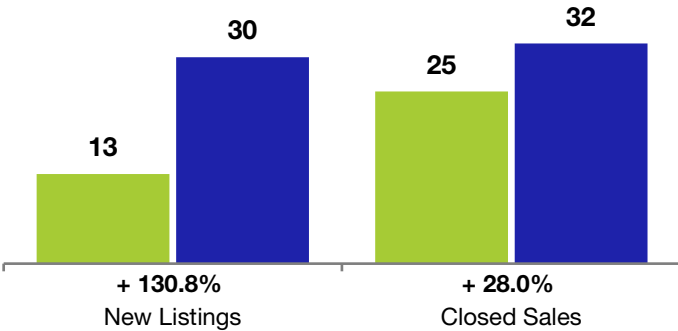
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	13	30	+ 130.8%	329	369	+ 12.2%
Closed Sales	25	32	+ 28.0%	227	309	+ 36.1%
Median Sales Price*	\$210,000	<b>\$252,900</b>	+ 20.4%	\$187,000	<b>\$220,000</b>	+ 17.6%
Percent of Original List Price Received*	95.9%	<b>96.1%</b>	+ 0.2%	94.7%	<b>96.0%</b>	+ 1.4%
Percent of Properties Sold Over List Price*	12.0%	<b>18.8%</b>	+ 56.7%	11.5%	<b>15.2%</b>	+ 32.2%
Days on Market Until Sale	54	<b>58</b>	+ 7.4%	69	<b>68</b>	- 1.4%
Inventory of Homes for Sale	96	<b>56</b>	- 41.7%	--	--	--
Months Supply of Inventory	5.0	<b>2.0</b>	- 60.0%	--	--	--

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

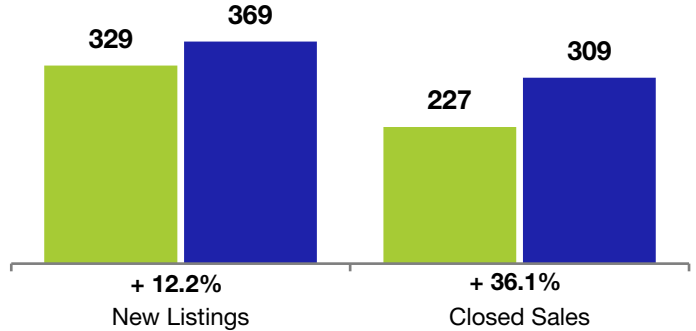
### December

■ 2019 ■ 2020

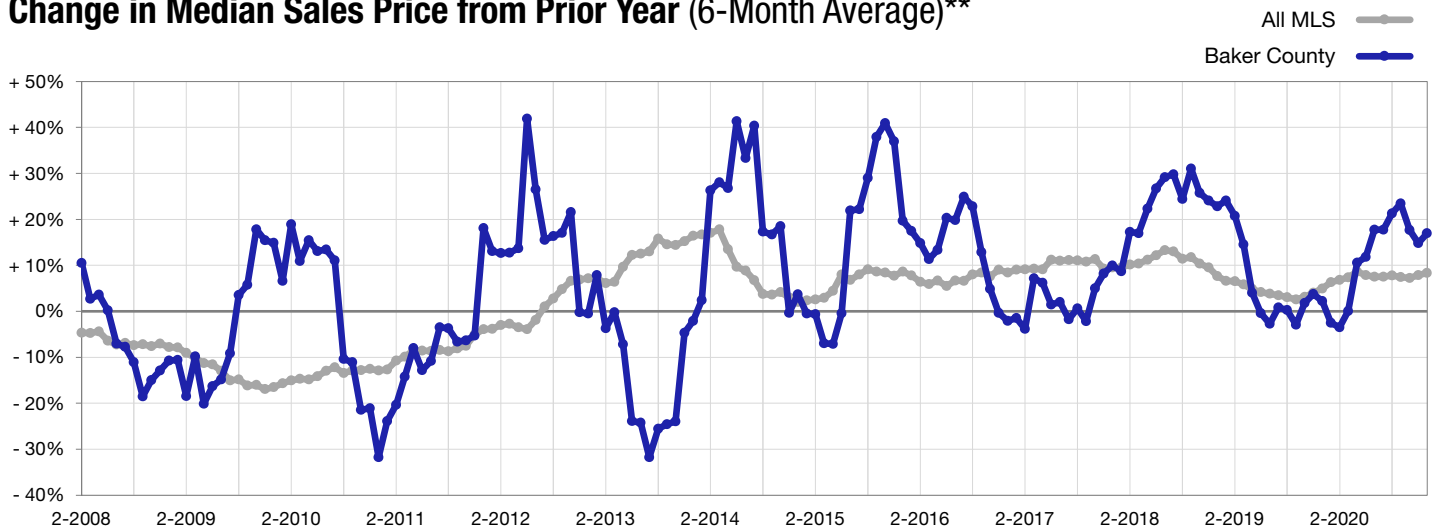


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## Clay County

**+ 21.9%**

**- 0.3%**

**+ 11.1%**

Change in  
New Listings

Change in  
Closed Sales

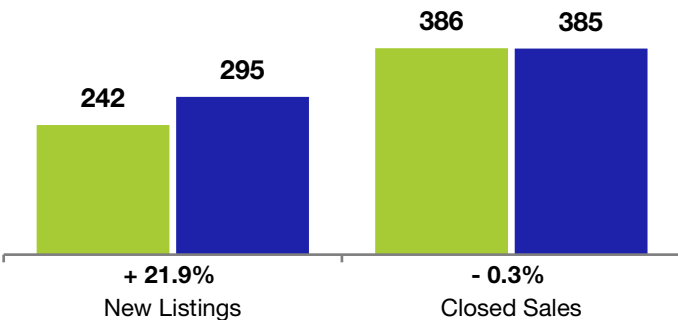
Change in  
Median Sales Price

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	242	295	+ 21.9%	4,982	4,852	- 2.6%
Closed Sales	386	385	- 0.3%	4,148	4,389	+ 5.8%
Median Sales Price*	\$225,000	\$249,900	+ 11.1%	\$220,000	\$235,400	+ 7.0%
Percent of Original List Price Received*	96.7%	97.6%	+ 0.9%	96.5%	97.4%	+ 0.9%
Percent of Properties Sold Over List Price*	14.2%	20.5%	+ 44.4%	16.0%	18.4%	+ 15.0%
Days on Market Until Sale	64	52	- 18.8%	62	60	- 3.2%
Inventory of Homes for Sale	928	462	- 50.2%	--	--	--
Months Supply of Inventory	2.7	1.2	- 55.6%	--	--	--

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

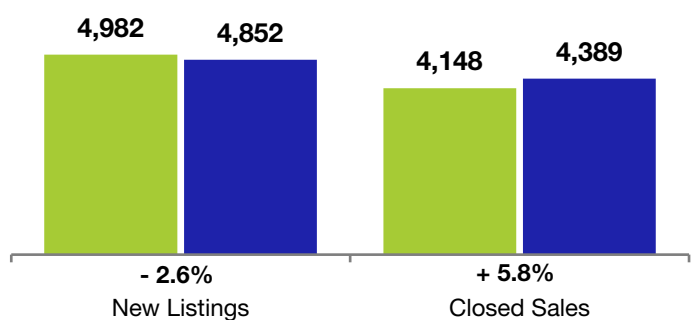
### December

■ 2019 ■ 2020

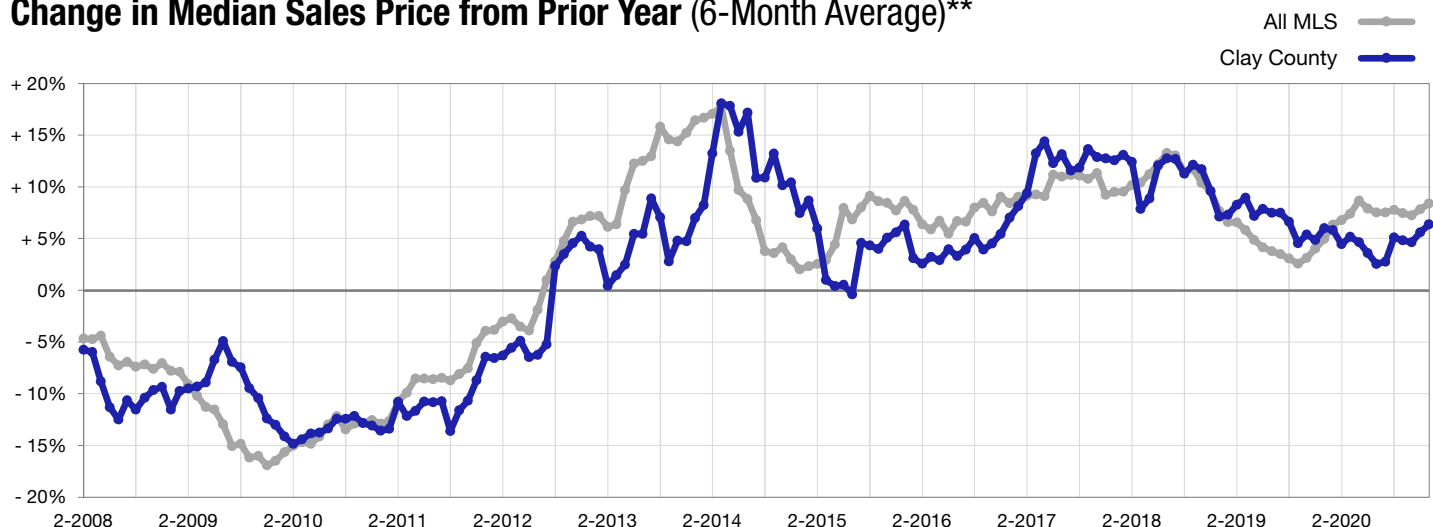


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## Duval County

**+ 11.4%**

**+ 16.3%**

**+ 14.3%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### December

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	1,188	<b>1,323</b>	+ 11.4%	22,090	<b>21,583</b>	- 2.3%
Closed Sales	1,444	<b>1,679</b>	+ 16.3%	17,513	<b>18,138</b>	+ 3.6%
Median Sales Price*	\$210,000	<b>\$239,990</b>	+ 14.3%	\$206,000	<b>\$225,995</b>	+ 9.7%
Percent of Original List Price Received*	95.3%	<b>97.5%</b>	+ 2.3%	95.6%	<b>96.7%</b>	+ 1.2%
Percent of Properties Sold Over List Price*	11.7%	<b>19.2%</b>	+ 64.1%	14.0%	<b>17.7%</b>	+ 26.4%
Days on Market Until Sale	59	<b>48</b>	- 18.6%	58	<b>56</b>	- 3.4%
Inventory of Homes for Sale	3,920	<b>2,299</b>	- 41.4%	--	--	--
Months Supply of Inventory	2.7	<b>1.4</b>	- 48.1%	--	--	--

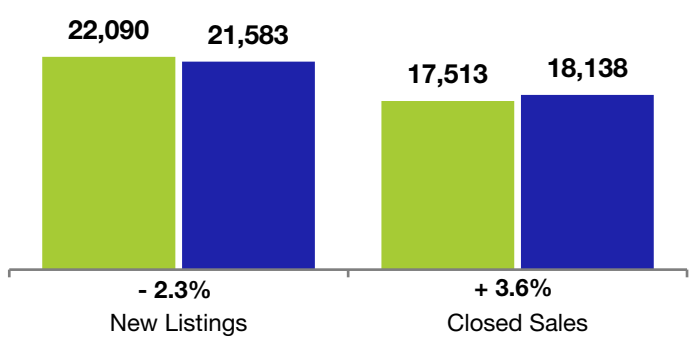
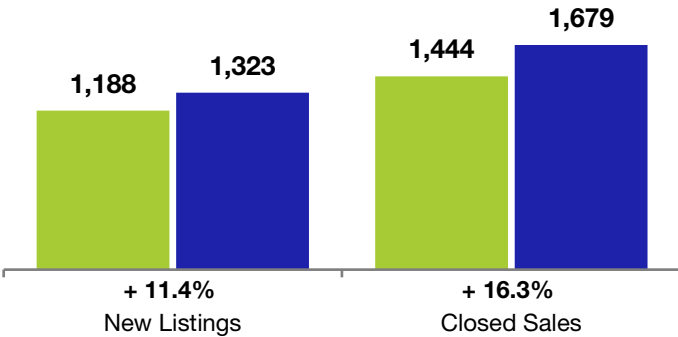
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

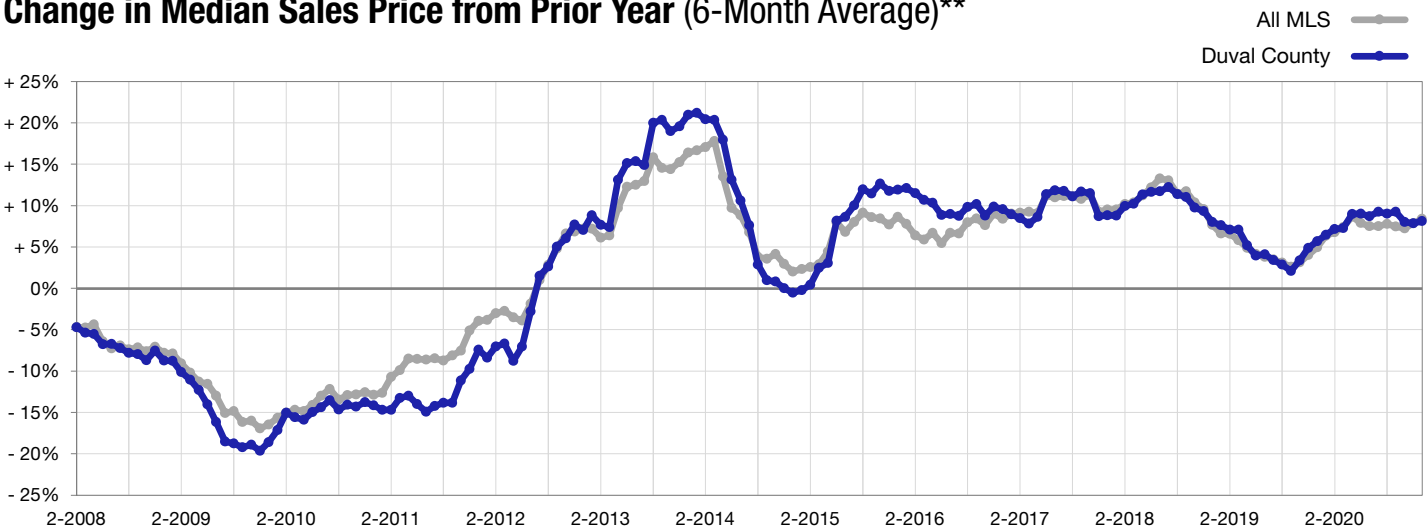
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## Nassau County

**+ 50.0%**

**+ 23.0%**

**+ 11.6%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	90	135	+ 50.0%	1,867	1,912	+ 2.4%
Closed Sales	126	155	+ 23.0%	1,403	1,635	+ 16.5%
Median Sales Price*	\$269,550	<b>\$300,900</b>	+ 11.6%	\$270,000	<b>\$289,900</b>	+ 7.4%
Percent of Original List Price Received*	96.6%	<b>97.6%</b>	+ 1.0%	96.6%	<b>96.7%</b>	+ 0.1%
Percent of Properties Sold Over List Price*	15.9%	<b>18.1%</b>	+ 13.8%	15.4%	<b>14.5%</b>	- 5.8%
Days on Market Until Sale	83	<b>47</b>	- 43.4%	76	<b>73</b>	- 3.9%
Inventory of Homes for Sale	502	<b>258</b>	- 48.6%	--	--	--
Months Supply of Inventory	4.4	<b>1.8</b>	- 59.1%	--	--	--

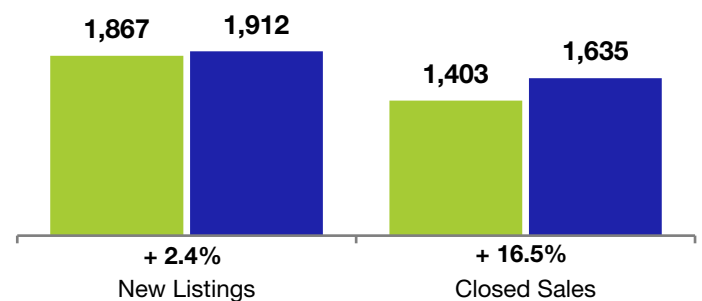
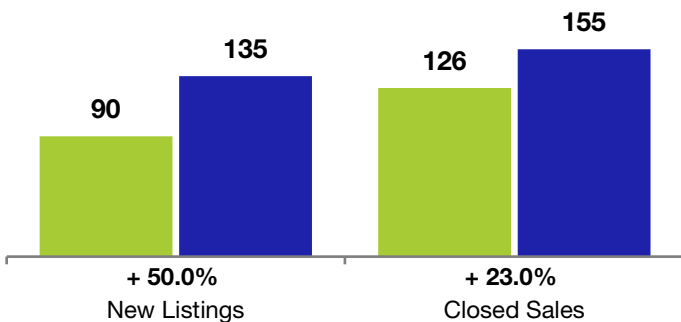
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### December

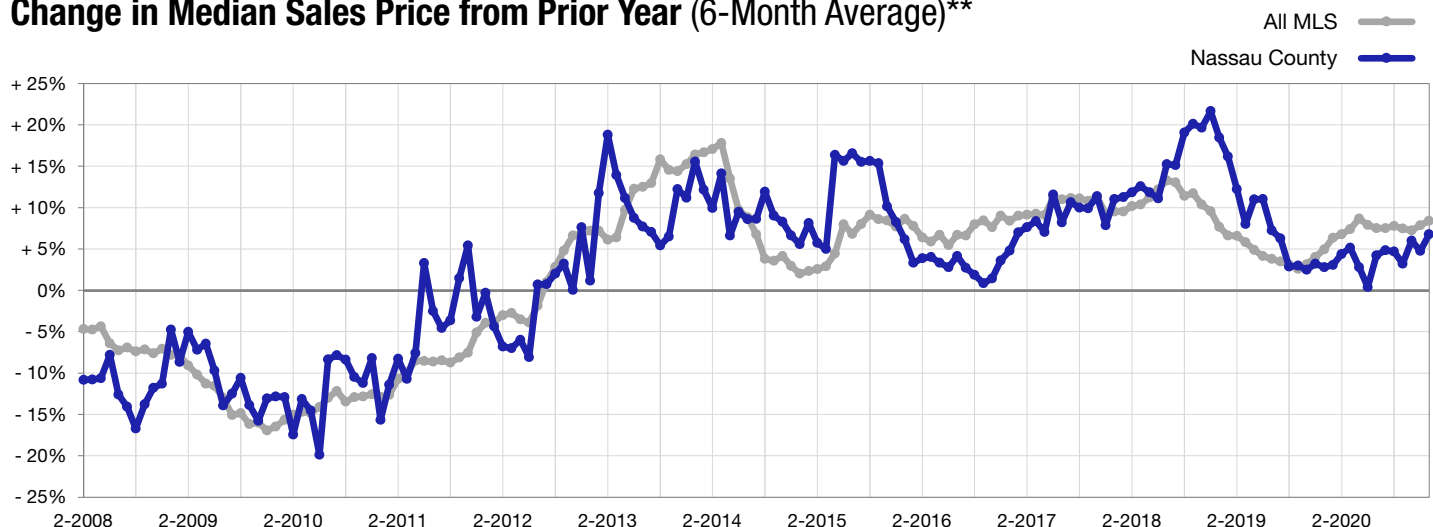
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – December 2020

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



## Putnam County

**+ 39.3%**

Change in  
New Listings

**+ 42.9%**

Change in  
Closed Sales

**+ 24.9%**

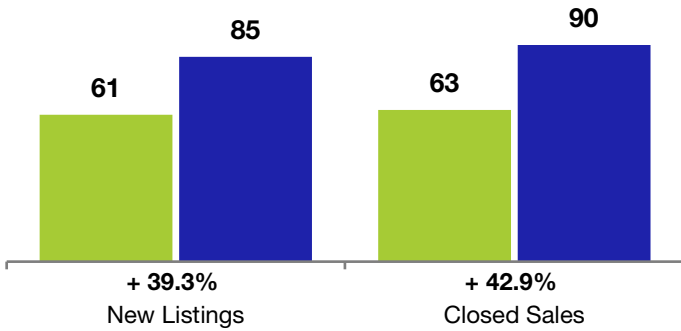
Change in  
Median Sales Price

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	61	85	+ 39.3%	1,212	1,110	- 8.4%
Closed Sales	63	90	+ 42.9%	891	930	+ 4.4%
Median Sales Price*	\$128,500	\$160,500	+ 24.9%	\$115,000	\$134,400	+ 16.9%
Percent of Original List Price Received*	89.7%	93.8%	+ 4.6%	90.3%	91.0%	+ 0.8%
Percent of Properties Sold Over List Price*	12.7%	16.7%	+ 31.5%	10.4%	11.4%	+ 9.6%
Days on Market Until Sale	84	74	- 11.9%	89	98	+ 10.1%
Inventory of Homes for Sale	410	239	- 41.7%	--	--	--
Months Supply of Inventory	5.5	3.0	- 45.5%	--	--	--

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

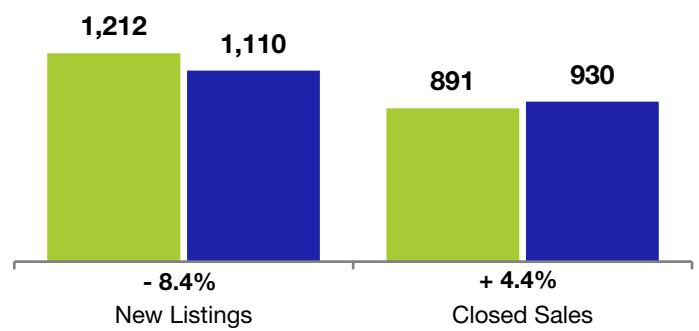
### December

■ 2019 ■ 2020

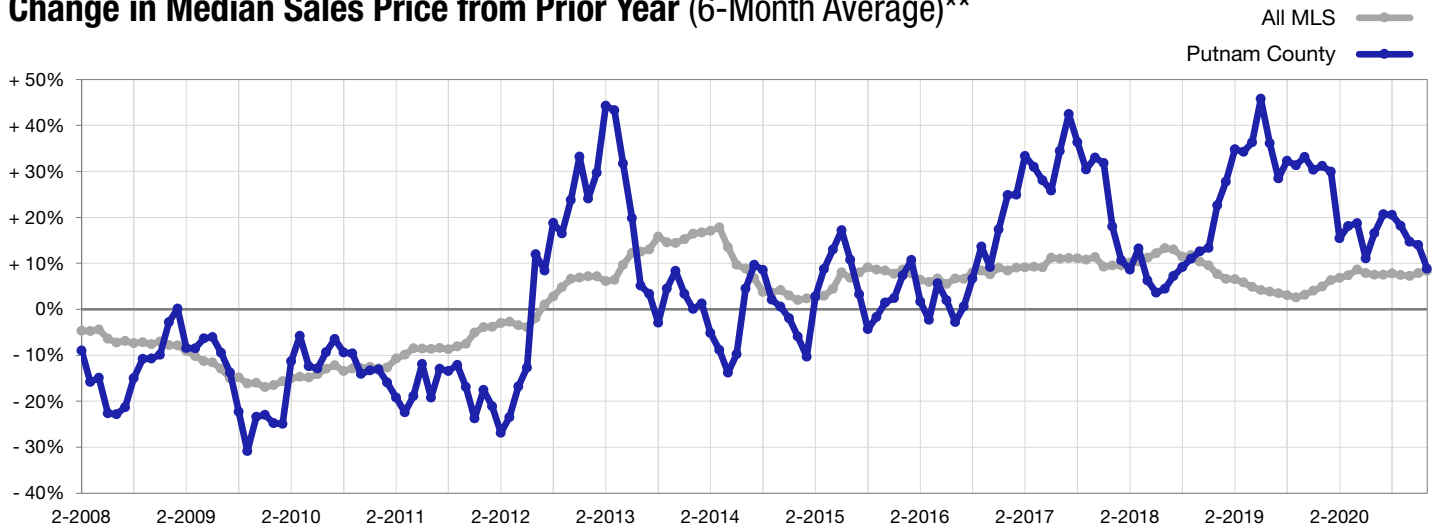


### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – December 2020

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



## St. Johns County

**- 6.7%**

**+ 17.1%**

**+ 5.8%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### December

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	537	501	- 6.7%	9,555	9,467	- 0.9%
Closed Sales	660	773	+ 17.1%	7,381	8,640	+ 17.1%
Median Sales Price*	\$345,000	\$365,000	+ 5.8%	\$338,000	\$352,990	+ 4.4%
Percent of Original List Price Received*	96.2%	98.6%	+ 2.5%	96.1%	97.1%	+ 1.0%
Percent of Properties Sold Over List Price*	11.4%	16.8%	+ 47.4%	10.7%	11.7%	+ 9.3%
Days on Market Until Sale	96	56	- 41.7%	84	76	- 9.5%
Inventory of Homes for Sale	2,345	1,038	- 55.7%	--	--	--
Months Supply of Inventory	3.8	1.4	- 63.2%	--	--	--

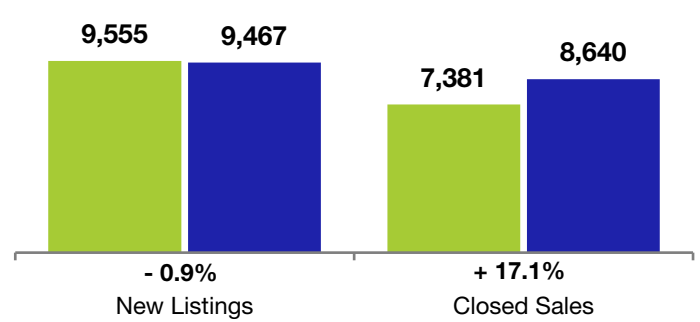
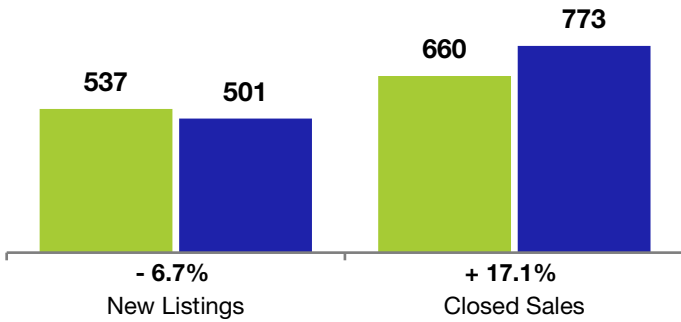
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### December

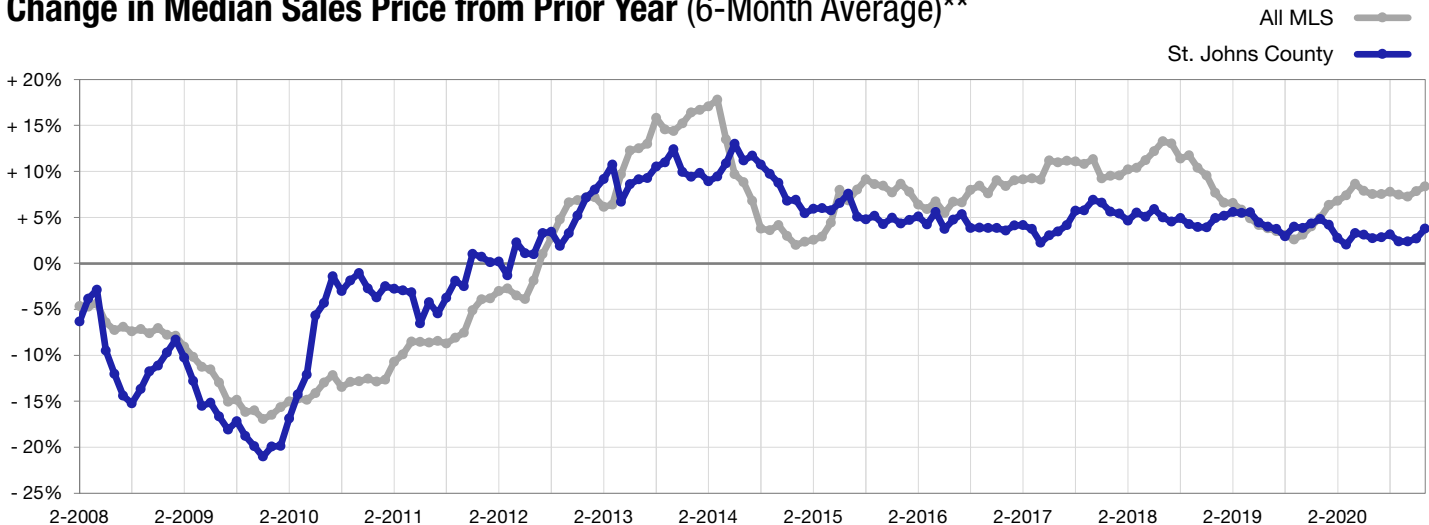
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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