

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.

September 2021

Nationwide, existing home sales were down slightly in August, falling 2% after two consecutive months of increases, according to the National Association of REALTORS®. The decline in existing home sales coincides with rising sales prices, which have continued to soar into fall, with the median sales price of existing homes up 14.9% compared to last year. Declining affordability has had a significant impact on homebuyers, many of whom have been priced out of the market and are choosing to wait for sales prices to ease before resuming their home search.

New Listings in the Northeast Florida region increased 7.4 percent to 3,633. Pending Sales were down 5.1 percent to 3,201. Inventory levels fell 29.1 percent to 4,850 units.

Prices continued to gain traction. The Median Sales Price increased 19.7 percent to \$307,230. Days on Market was down 51.6 percent to 30 days. Sellers were encouraged as Months Supply of Inventory was down 34.8 percent to 1.5 months.

There are signs the market may be shifting, however. New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall, a time when listing and sales activity typically slows as children return to school. As inventory increases, competition for homes may soften, and could even bring a moderation in sales prices, which, after 114 months of year-over-year gains, would be music to the ears of homebuyers throughout the country.

Quick Facts

- 12.5% **+ 19.7%** **- 29.1%**

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







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Area breakouts of 33 submarkets begin after page 21.



Market Overview

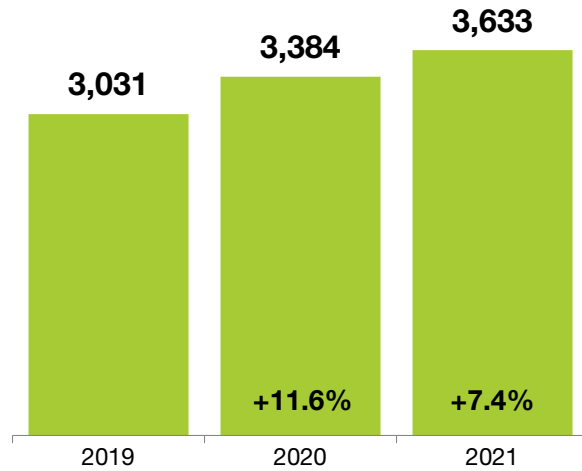
Key market metrics for the current month and year-to-date.

Key Metrics	Historical Sparklines	9-2020	9-2021	+/-	YTD 2020	YTD 2021	+/-
New Listings		3,384	3,633	+ 7.4%	31,833	34,324	+ 7.8%
Pending Sales		3,372	3,201	- 5.1%	27,814	30,853	+ 10.9%
Closed Sales		3,367	2,945	- 12.5%	25,800	29,138	+ 12.9%
Days on Market Until Sale		62	30	- 51.6%	68	38	- 44.1%
Median Sales Price		\$256,750	\$307,230	+ 19.7%	\$250,000	\$287,043	+ 14.8%
Average Sales Price		\$317,191	\$370,751	+ 16.9%	\$302,554	\$354,979	+ 17.3%
Percent of Original List Price Received		97.2%	99.0%	+ 1.9%	96.4%	99.3%	+ 3.0%
Percent of Properties Sold Over List Price		16.8%	35.5%	+ 111.3%	14.8%	35.0%	+ 136.5%
Housing Affordability Index		140	113	- 19.3%	144	121	- 16.0%
Inventory of Homes for Sale		6,842	4,850	- 29.1%	--	--	--
Months Supply of Homes for Sale		2.3	1.5	- 34.8%	--	--	--

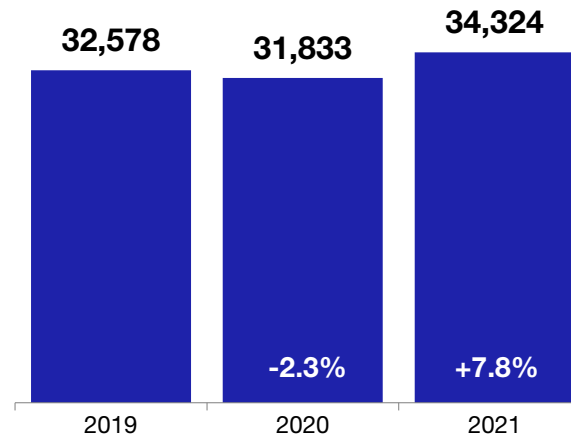
New Listings

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

September



Year To Date



Month	Prior Year	Current Year	+ / -
October 2020	3,595	3,595	0.0%
November 2020	2,773	2,783	+0.4%
December 2020	2,188	2,560	+17.0%
January 2021	3,518	3,156	-10.3%
February 2021	3,418	3,090	-9.6%
March 2021	4,086	3,873	-5.2%
April 2021	3,185	4,228	+32.7%
May 2021	3,359	3,980	+18.5%
June 2021	3,636	4,229	+16.3%
July 2021	3,663	4,179	+14.1%
August 2021	3,584	3,956	+10.4%
September 2021	3,384	3,633	+7.4%
12-Month Avg	3,366	3,605	+7.1%

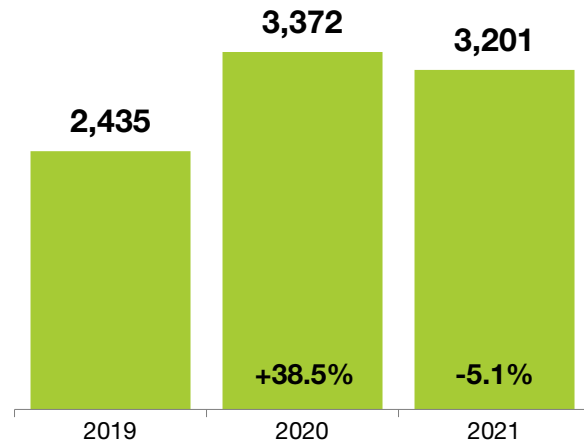
Historical New Listing Activity



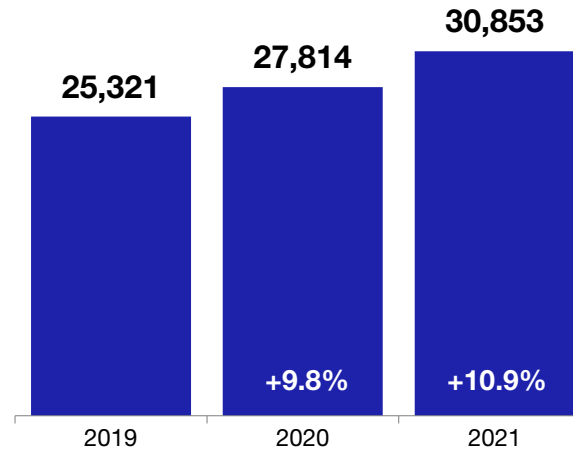
Pending Sales

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

September



Year To Date



Month	Prior Year	Current Year	+ / -
October 2020	2,645	3,268	+23.6%
November 2020	2,358	2,951	+25.1%
December 2020	2,135	2,691	+26.0%
January 2021	2,519	3,041	+20.7%
February 2021	2,749	3,126	+13.7%
March 2021	2,827	3,613	+27.8%
April 2021	2,381	3,680	+54.6%
May 2021	3,100	3,714	+19.8%
June 2021	3,696	3,505	-5.2%
July 2021	3,677	3,474	-5.5%
August 2021	3,493	3,499	+0.2%
September 2021	3,372	3,201	-5.1%
12-Month Avg	2,913	3,314	+13.8%

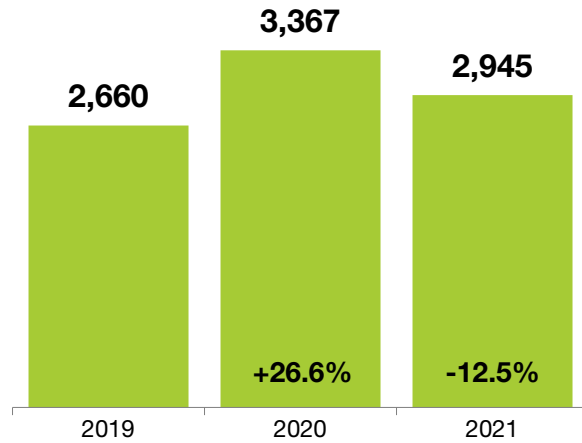
Historical Pending Sales Activity



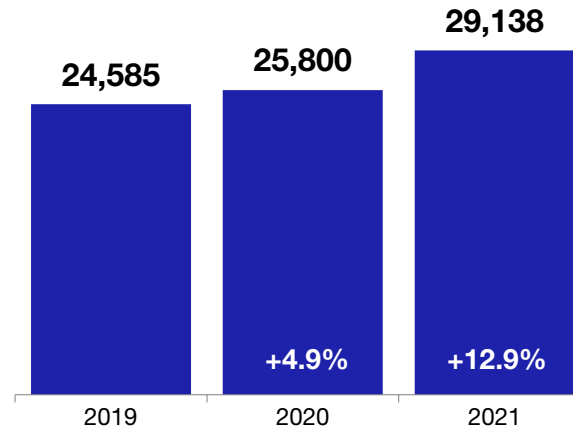
Closed Sales

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

September

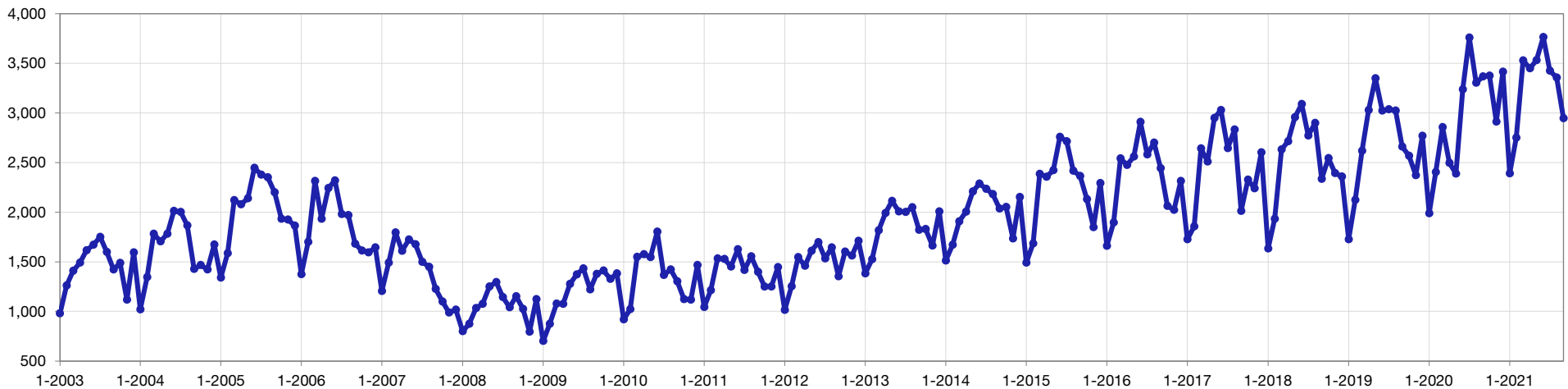


Year To Date



Month	Prior Year	Current Year	+ / -
October 2020	2,567	3,376	+31.5%
November 2020	2,371	2,911	+22.8%
December 2020	2,768	3,414	+23.3%
January 2021	1,988	2,391	+20.3%
February 2021	2,403	2,750	+14.4%
March 2021	2,857	3,527	+23.5%
April 2021	2,497	3,448	+38.1%
May 2021	2,388	3,531	+47.9%
June 2021	3,237	3,765	+16.3%
July 2021	3,759	3,424	-8.9%
August 2021	3,304	3,357	+1.6%
September 2021	3,367	2,945	-12.5%
12-Month Avg	2,792	3,237	+18.2%

Historical Closed Sales Activity

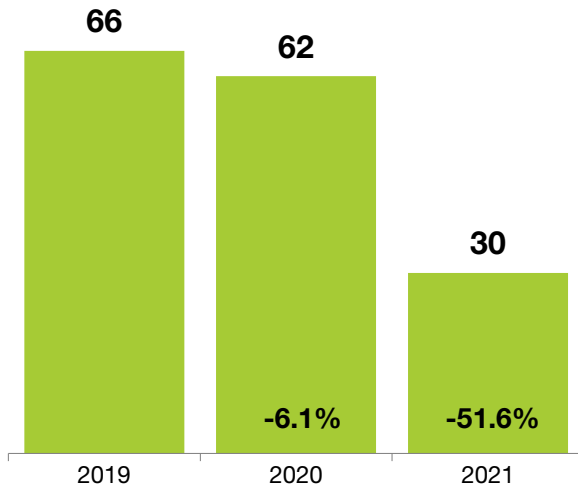


Days on Market Until Sale

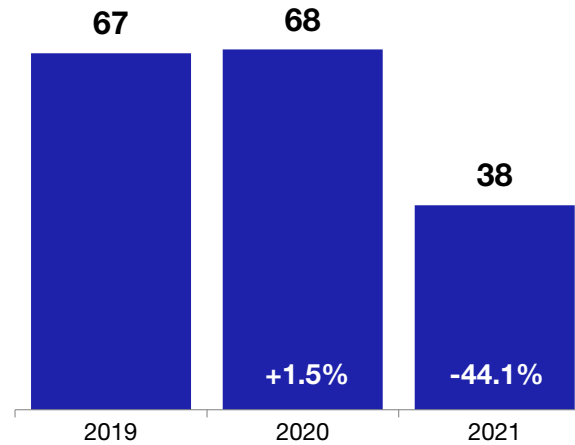
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
October 2020	65	60	-7.7%
November 2020	65	54	-16.9%
December 2020	71	52	-26.8%
January 2021	74	53	-28.4%
February 2021	73	49	-32.9%
March 2021	70	49	-30.0%
April 2021	67	41	-38.8%
May 2021	63	35	-44.4%
June 2021	71	32	-54.9%
July 2021	70	32	-54.3%
August 2021	62	31	-50.0%
September 2021	62	30	-51.6%
12-Month Avg	67	43	-36.8%

Historical Days on Market Until Sale

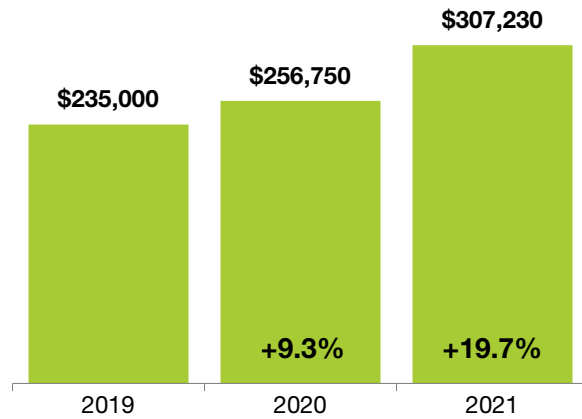


Median Sales Price

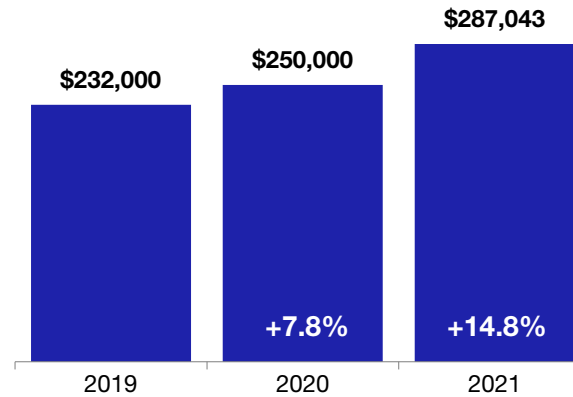
Median price point for all closed sales, not accounting for seller concessions, in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
October 2020	\$235,000	\$262,100	+11.5%
November 2020	\$232,000	\$262,000	+12.9%
December 2020	\$240,000	\$267,000	+11.3%
January 2021	\$231,943	\$257,000	+10.8%
February 2021	\$237,000	\$263,990	+11.4%
March 2021	\$244,000	\$275,000	+12.7%
April 2021	\$249,825	\$283,630	+13.5%
May 2021	\$248,000	\$288,375	+16.3%
June 2021	\$255,000	\$300,000	+17.6%
July 2021	\$263,990	\$304,751	+15.4%
August 2021	\$261,500	\$300,000	+14.7%
September 2021	\$256,750	\$307,230	+19.7%
12-Month Med	\$248,000	\$280,500	+13.1%

Historical Median Sales Price

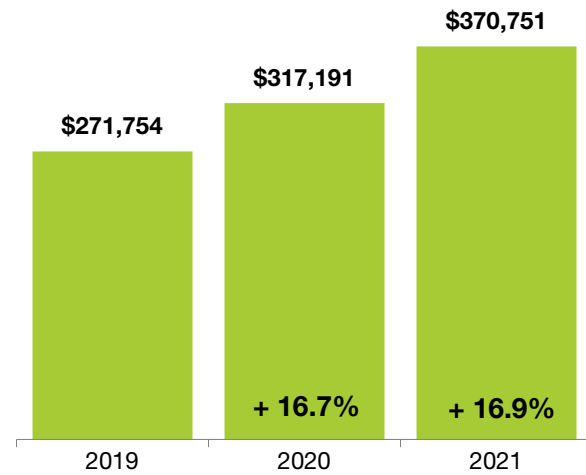


Average Sales Price

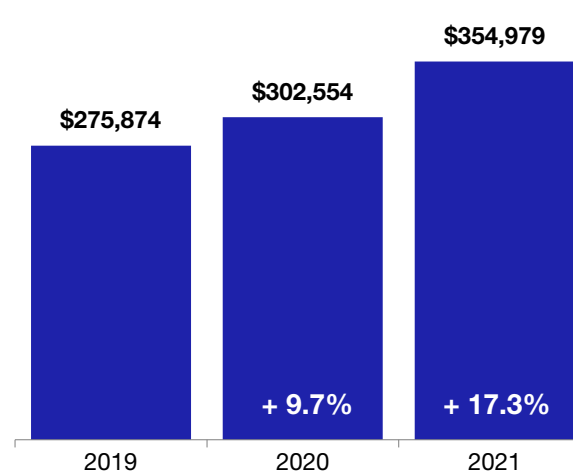
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
October 2020	\$272,615	\$327,076	+20.0%
November 2020	\$270,948	\$315,867	+16.6%
December 2020	\$289,489	\$328,745	+13.6%
January 2021	\$275,787	\$317,819	+15.2%
February 2021	\$283,461	\$323,021	+14.0%
March 2021	\$286,307	\$341,771	+19.4%
April 2021	\$296,555	\$355,174	+19.8%
May 2021	\$287,948	\$361,182	+25.4%
June 2021	\$309,269	\$370,148	+19.7%
July 2021	\$322,319	\$378,008	+17.3%
August 2021	\$317,674	\$360,443	+13.5%
September 2021	\$317,191	\$370,751	+16.9%
12-Month Avg	\$296,945	\$347,315	+17.0%

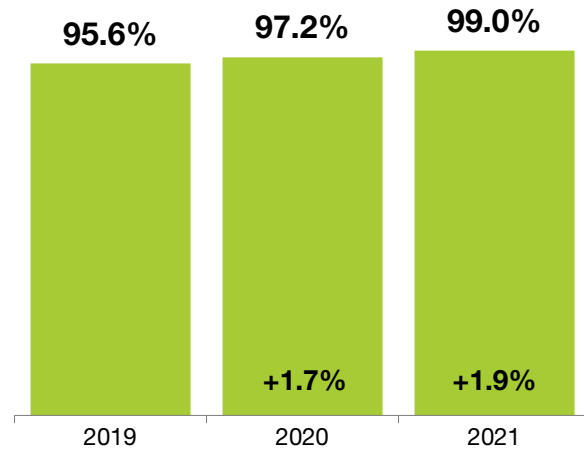
Historical Average Sales Price



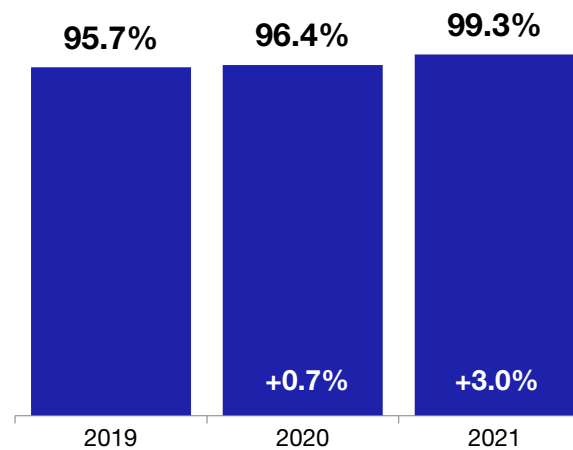
Percent of Original List Price Received

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.

September



Year To Date



Month	Prior Year	Current Year	+ / -
October 2020	95.4%	97.2%	+1.9%
November 2020	95.3%	97.5%	+2.3%
December 2020	95.6%	97.6%	+2.1%
January 2021	95.0%	97.2%	+2.3%
February 2021	95.8%	98.0%	+2.3%
March 2021	96.3%	98.6%	+2.4%
April 2021	96.4%	99.5%	+3.2%
May 2021	96.5%	100.0%	+3.6%
June 2021	96.1%	100.6%	+4.7%
July 2021	96.6%	100.2%	+3.7%
August 2021	97.0%	99.6%	+2.7%
September 2021	97.2%	99.0%	+1.9%
12-Month Avg	96.2%	98.8%	+2.7%

Historical Percent of Original List Price Received

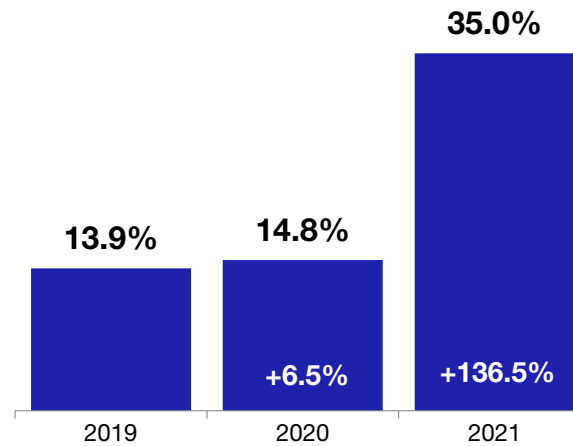
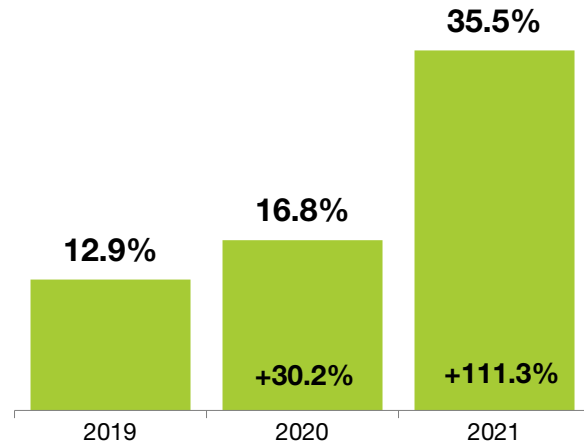


Percent of Properties Sold Over List Price

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

September

Year To Date



Month	Prior Year	Current Year	+ / -
October 2020	11.7%	18.5%	+58.1%
November 2020	11.5%	18.7%	+62.6%
December 2020	12.0%	18.7%	+55.8%
January 2021	11.1%	17.8%	+60.4%
February 2021	12.5%	21.6%	+72.8%
March 2021	14.2%	28.1%	+97.9%
April 2021	15.2%	36.5%	+140.1%
May 2021	14.2%	40.1%	+182.4%
June 2021	13.5%	42.3%	+213.3%
July 2021	15.7%	44.3%	+182.2%
August 2021	17.4%	40.6%	+133.3%
September 2021	16.8%	35.5%	+111.3%
12-Month Avg	14.1%	30.9%	+119.7%

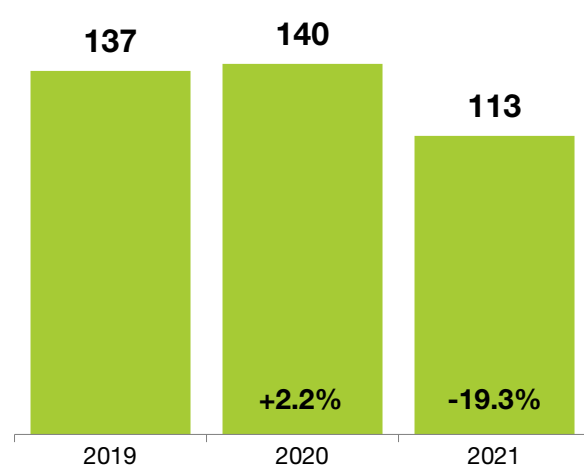
Historical Percent of Properties Sold Over List Price



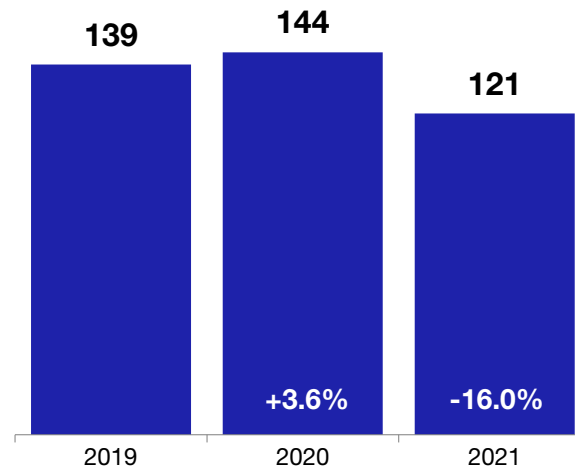
Housing Affordability Index

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.**

September



Year To Date



Month	Prior Year	Current Year	+ / -
October 2020	137	137	0.0%
November 2020	142	139	-2.1%
December 2020	137	137	0.0%
January 2021	146	141	-3.4%
February 2021	143	133	-7.0%
March 2021	138	127	-8.0%
April 2021	135	123	-8.9%
May 2021	138	121	-12.3%
June 2021	136	118	-13.2%
July 2021	134	118	-11.9%
August 2021	136	118	-13.2%
September 2021	140	113	-19.3%
12-Month Avg	138	127	-8.3%

Historical Housing Affordability Index

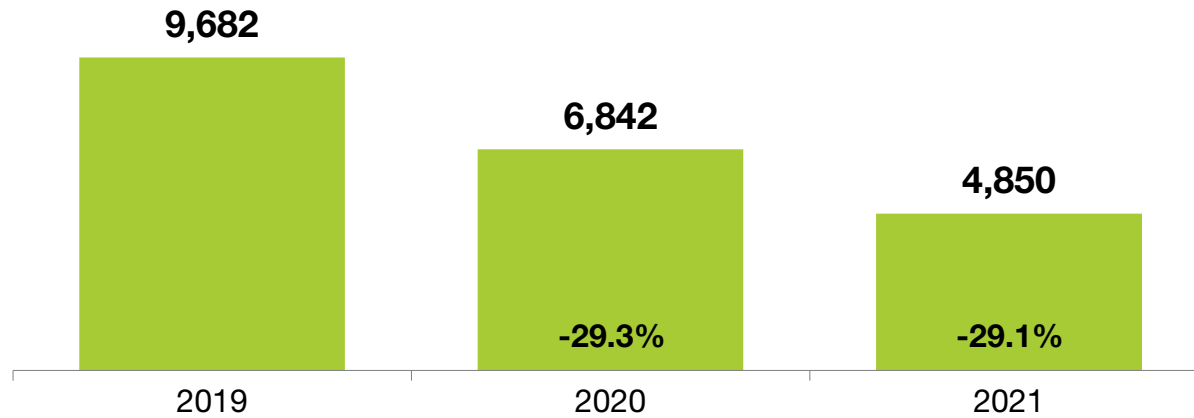


Inventory of Homes for Sale

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

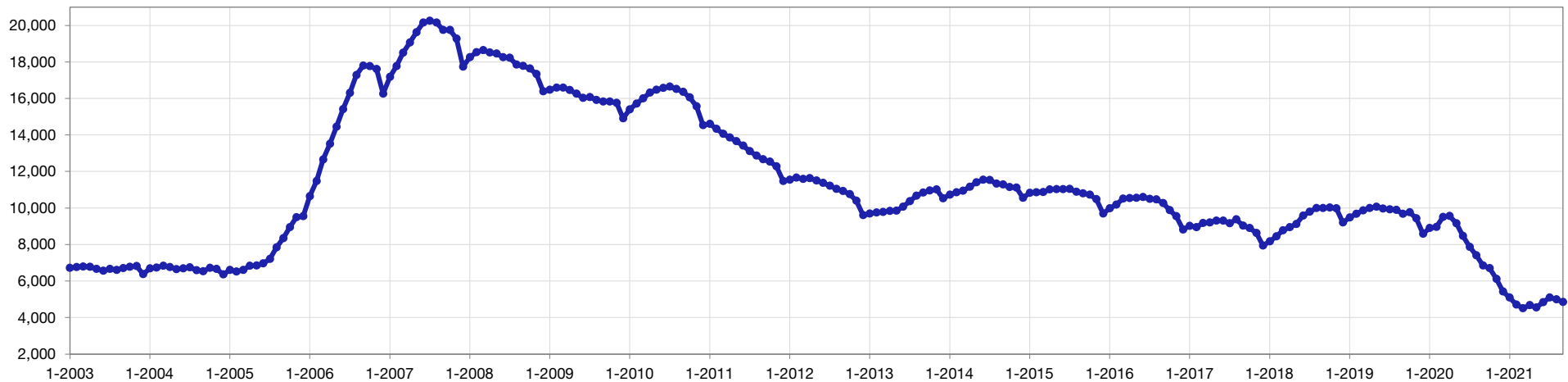


September



Month	Prior Year	Current Year	+ / -
October 2020	9,769	6,700	-31.4%
November 2020	9,438	6,113	-35.2%
December 2020	8,587	5,425	-36.8%
January 2021	8,895	5,092	-42.8%
February 2021	8,964	4,704	-47.5%
March 2021	9,503	4,511	-52.5%
April 2021	9,557	4,684	-51.0%
May 2021	9,157	4,551	-50.3%
June 2021	8,477	4,834	-43.0%
July 2021	7,865	5,092	-35.3%
August 2021	7,414	4,990	-32.7%
September 2021	6,842	4,850	-29.1%
12-Month Avg	8,706	5,129	-40.6%

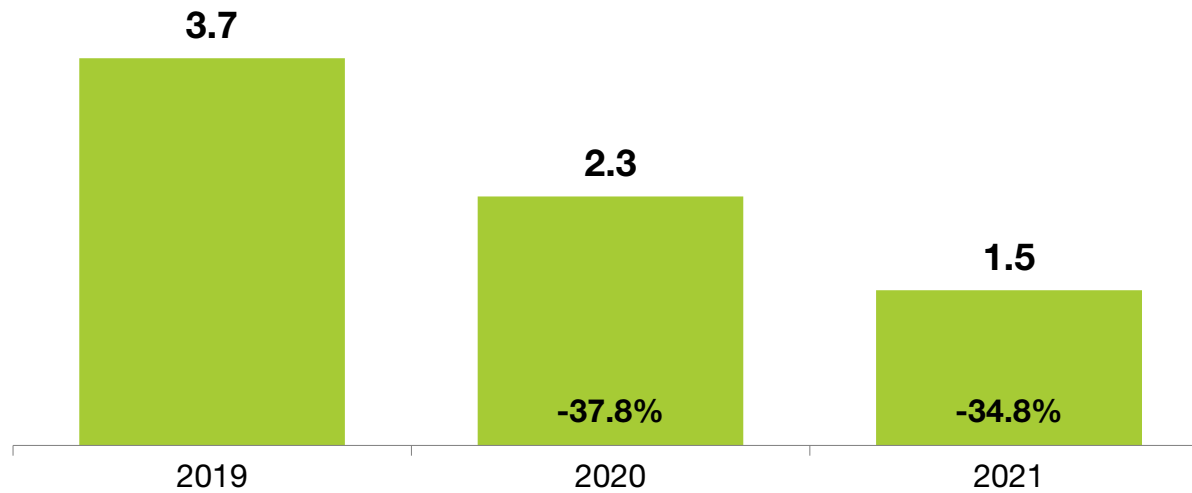
Historical Inventory of Homes for Sale



Months Supply of Inventory

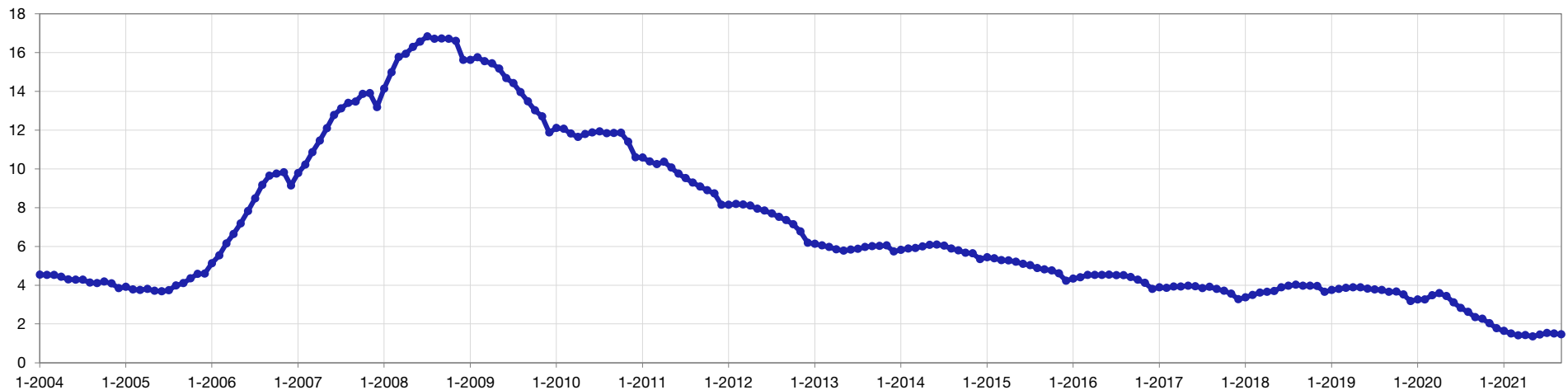
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

September



Month	Prior Year	Current Year	+ / -
October 2020	3.7	2.3	-37.8%
November 2020	3.5	2.0	-42.9%
December 2020	3.2	1.8	-43.8%
January 2021	3.3	1.6	-51.5%
February 2021	3.3	1.5	-54.5%
March 2021	3.5	1.4	-60.0%
April 2021	3.6	1.4	-61.1%
May 2021	3.4	1.4	-58.8%
June 2021	3.1	1.4	-54.8%
July 2021	2.8	1.5	-46.4%
August 2021	2.6	1.5	-42.3%
September 2021	2.3	1.5	-34.8%
12-Month Avg	3.2	1.6	-49.5%

Historical Months Supply of Inventory



Housing Supply Overview

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September 2021

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Quick Facts

+ 84.2%	+ 20.0%	+ 25.2%
Price Range With Strongest Sales:	Construction Status With Strongest Sales:	Property Type With Strongest Sales:
\$1,000,000 and Above	Previously Owned	Condo-Townhouse

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

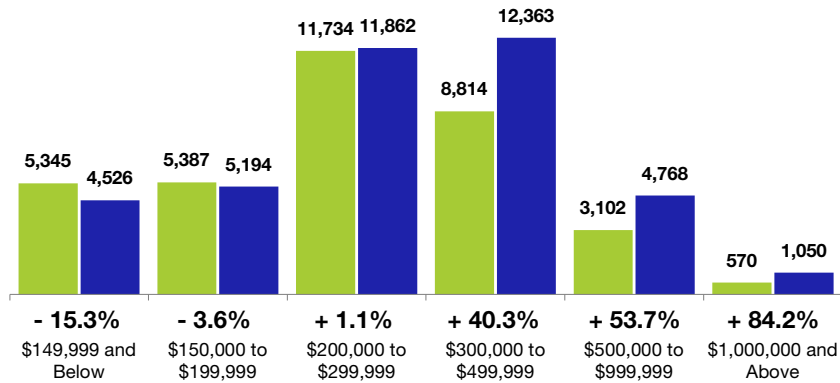


Pending Sales

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

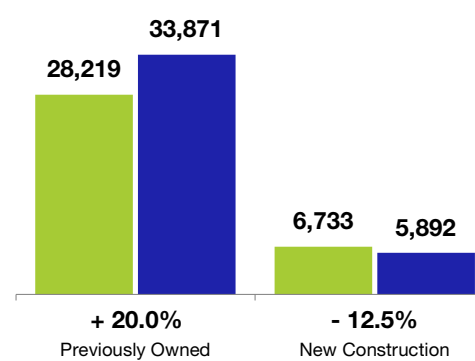
By Price Range

■ 9-2020 ■ 9-2021



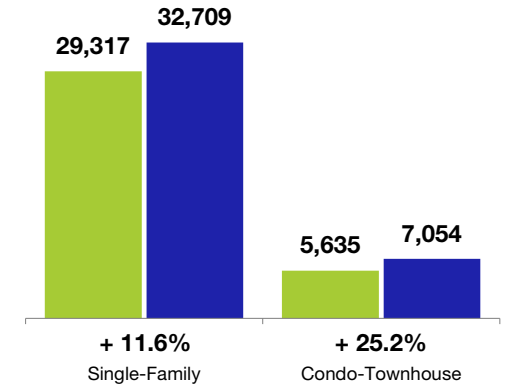
By Construction Status

■ 9-2020 ■ 9-2021



By Property Type

■ 9-2020 ■ 9-2021



All Properties

By Price Range	9-2020	9-2021	Change
\$149,999 and Below	5,345	4,526	- 15.3%
\$150,000 to \$199,999	5,387	5,194	- 3.6%
\$200,000 to \$299,999	11,734	11,862	+ 1.1%
\$300,000 to \$499,999	8,814	12,363	+ 40.3%
\$500,000 to \$999,999	3,102	4,768	+ 53.7%
\$1,000,000 and Above	570	1,050	+ 84.2%
All Price Ranges	34,952	39,763	+ 13.8%

Single-Family

9-2020	9-2021	Change	9-2020	9-2021	Change
3,784	3,218	- 15.0%	1,561	1,308	- 16.2%
3,792	3,402	- 10.3%	1,595	1,792	+ 12.4%
10,326	9,483	- 8.2%	1,408	2,379	+ 69.0%
8,118	11,351	+ 39.8%	696	1,012	+ 45.4%
2,800	4,314	+ 54.1%	302	454	+ 50.3%
497	941	+ 89.3%	73	109	+ 49.3%
29,317	32,709	+ 11.6%	5,635	7,054	+ 25.2%

Condo-Townhouse

By Construction Status	9-2020	9-2021	Change
Previously Owned	28,219	33,871	+ 20.0%
New Construction	6,733	5,892	- 12.5%
All Property Types	34,952	39,763	+ 13.8%

9-2020	9-2021	Change	9-2020	9-2021	Change
23,262	27,935	+ 20.1%	4,957	5,936	+ 19.7%
6,055	4,774	- 21.2%	678	1,118	+ 64.9%
29,317	32,709	+ 11.6%	5,635	7,054	+ 25.2%

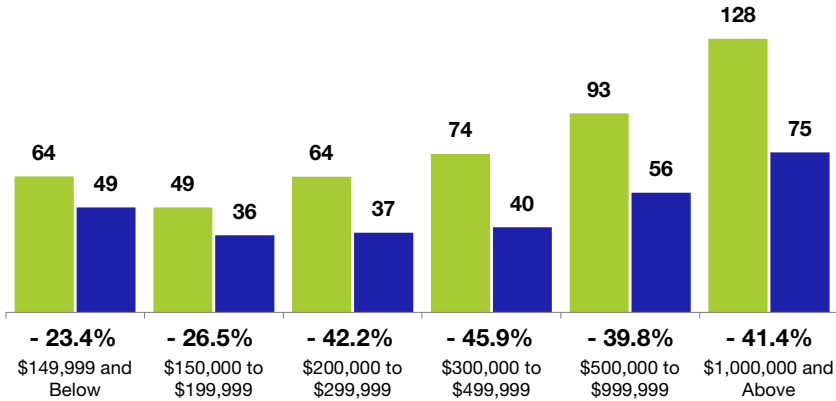
Days on Market Until Sale

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



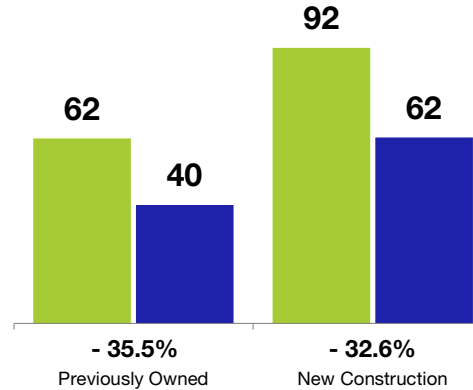
By Price Range

■ 9-2020 ■ 9-2021



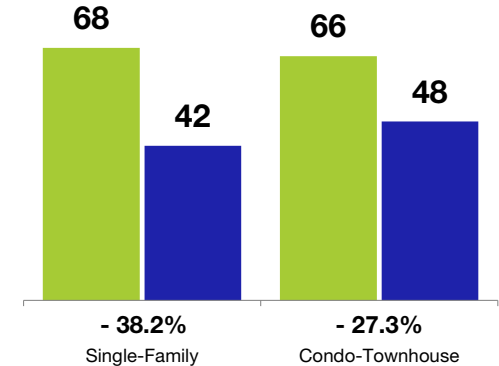
By Construction Status

■ 9-2020 ■ 9-2021



By Property Type

■ 9-2020 ■ 9-2021



All Properties

By Price Range	9-2020	9-2021	Change
\$149,999 and Below	64	49	- 23.4%
\$150,000 to \$199,999	49	36	- 26.5%
\$200,000 to \$299,999	64	37	- 42.2%
\$300,000 to \$499,999	74	40	- 45.9%
\$500,000 to \$999,999	93	56	- 39.8%
\$1,000,000 and Above	128	75	- 41.4%
All Price Ranges	67	43	- 35.8%

Single-Family

9-2020	9-2021	Change	9-2020	9-2021	Change
67	51	- 23.9%	56	45	- 19.6%
48	36	- 25.0%	51	37	- 27.5%
63	36	- 42.9%	70	42	- 40.0%
73	38	- 47.9%	90	61	- 32.2%
92	52	- 43.5%	109	93	- 14.7%
130	75	- 42.3%	120	73	- 39.2%
68	42	- 38.2%	66	48	- 27.3%

Condo-Townhouse

By Construction Status	9-2020	9-2021	Change
Previously Owned	62	40	- 35.5%
New Construction	92	62	- 32.6%
All Property Types	67	43	- 35.8%

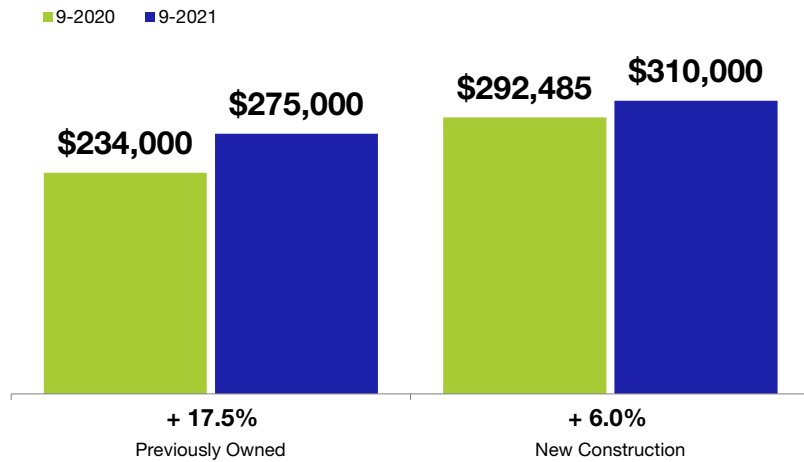
9-2020	9-2021	Change	9-2020	9-2021	Change
62	39	- 37.1%	62	43	- 30.6%
92	58	- 37.0%	92	82	- 10.9%
68	42	- 38.2%	66	48	- 27.3%

Median Sales Price

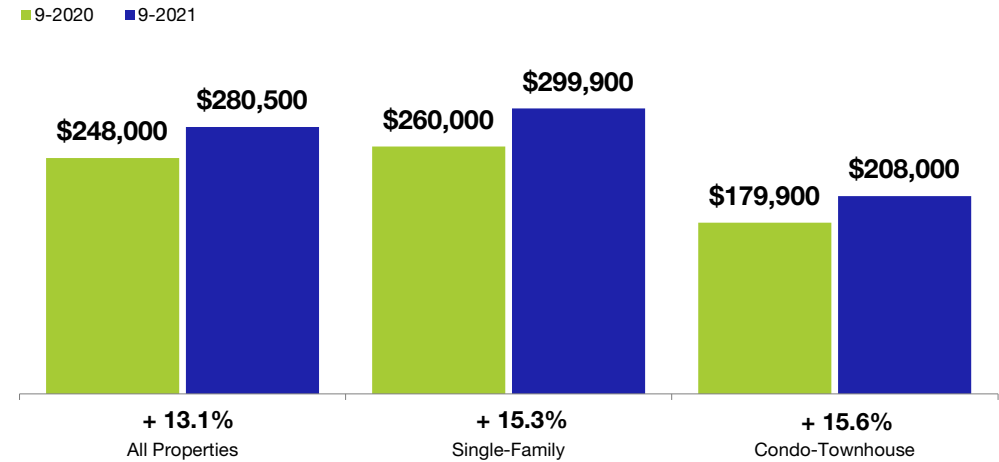
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Construction Status



By Property Type



All Properties

By Construction Status	9-2020	9-2021	Change
Previously Owned	\$234,000	\$275,000	+ 17.5%
New Construction	\$292,485	\$310,000	+ 6.0%
All Construction Statuses	\$248,000	\$280,500	+ 13.1%

Single-Family

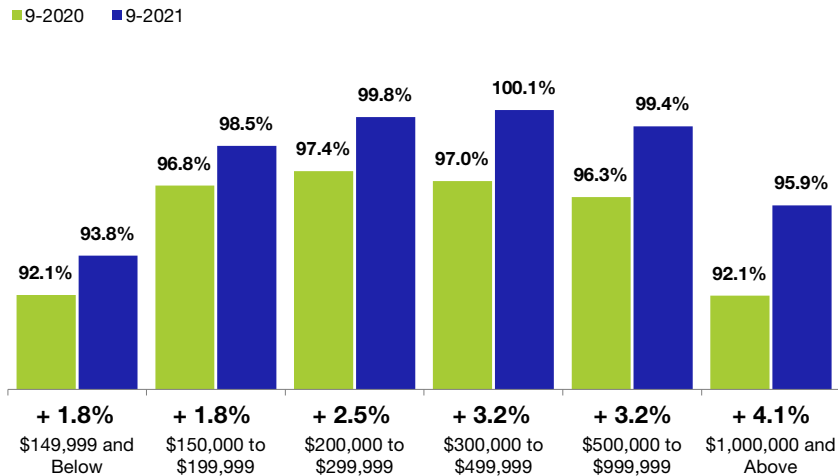
9-2020	9-2021	Change	9-2020	9-2021	Change
\$248,000	\$292,000	+ 17.7%	\$171,000	\$199,900	+ 16.9%
\$298,700	\$323,075	+ 8.2%	\$240,990	\$238,390	- 1.1%
\$260,000	\$299,900	+ 15.3%	\$179,900	\$208,000	+ 15.6%

Condo-Townhouse

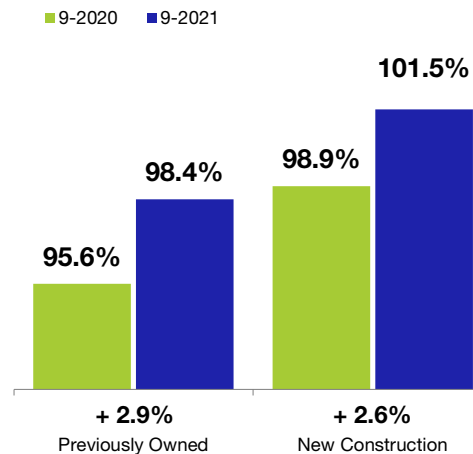
Percent of Original List Price Received

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

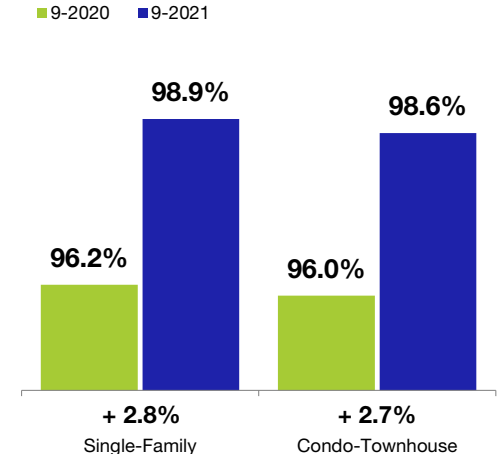
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	9-2020	9-2021	Change
\$149,999 and Below	92.1%	93.8%	+ 1.8%
\$150,000 to \$199,999	96.8%	98.5%	+ 1.8%
\$200,000 to \$299,999	97.4%	99.8%	+ 2.5%
\$300,000 to \$499,999	97.0%	100.1%	+ 3.2%
\$500,000 to \$999,999	96.3%	99.4%	+ 3.2%
\$1,000,000 and Above	92.1%	95.9%	+ 4.1%
All Price Ranges	96.2%	98.8%	+ 2.7%

Single-Family

9-2020	9-2021	Change	9-2020	9-2021	Change
90.8%	92.6%	+ 2.0%	95.0%	96.6%	+ 1.7%
96.6%	98.2%	+ 1.7%	97.2%	99.0%	+ 1.9%
97.5%	99.7%	+ 2.3%	96.6%	99.9%	+ 3.4%
97.1%	100.2%	+ 3.2%	95.8%	98.9%	+ 3.2%
96.5%	99.6%	+ 3.2%	94.3%	97.4%	+ 3.3%
92.0%	96.0%	+ 4.3%	92.6%	95.0%	+ 2.6%
96.2%	98.9%	+ 2.8%	96.0%	98.6%	+ 2.7%

Condo-Townhouse

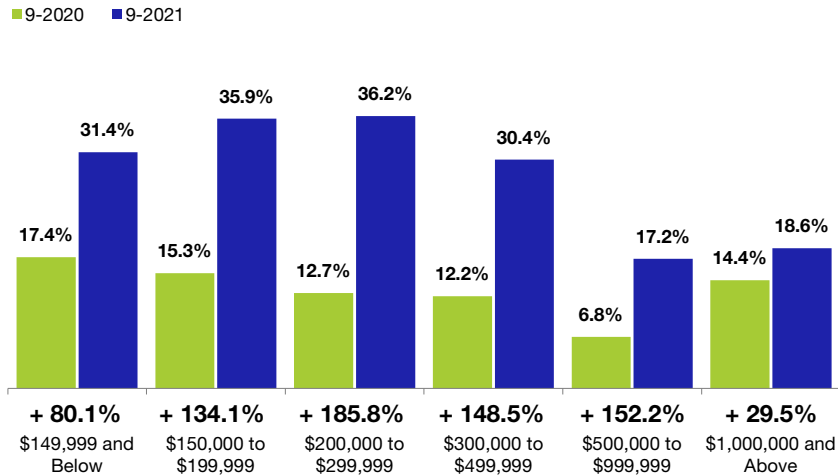
By Construction Status	9-2020	9-2021	Change
Previously Owned	95.6%	98.4%	+ 2.9%
New Construction	98.9%	101.5%	+ 2.6%
All Property Types	96.2%	98.8%	+ 2.7%

9-2020	9-2021	Change	9-2020	9-2021	Change
95.5%	98.4%	+ 3.0%	95.8%	98.4%	+ 2.7%
99.0%	101.6%	+ 2.6%	97.8%	100.5%	+ 2.8%
96.2%	98.9%	+ 2.8%	96.0%	98.6%	+ 2.7%

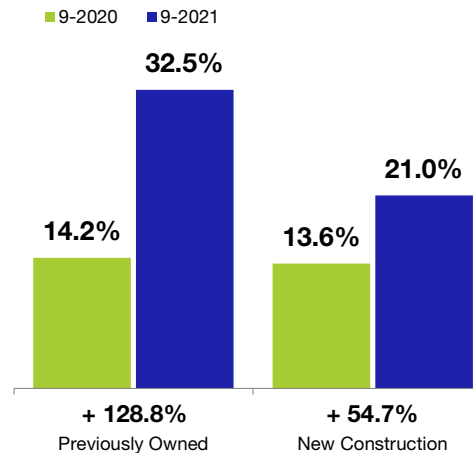
Percent of Properties Sold Over List Price

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

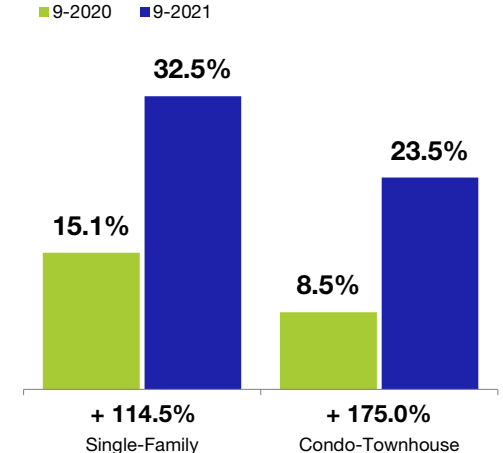
By Price Range



By Construction Status



By Property Type



All Properties

By Price Range	9-2020	9-2021	Change
\$149,999 and Below	17.4%	31.4%	+ 80.1%
\$150,000 to \$199,999	15.3%	35.9%	+ 134.1%
\$200,000 to \$299,999	12.7%	36.2%	+ 185.8%
\$300,000 to \$499,999	12.2%	30.4%	+ 148.5%
\$500,000 to \$999,999	6.8%	17.2%	+ 152.2%
\$1,000,000 and Above	14.4%	18.6%	+ 29.5%
All Price Ranges	14.1%	30.9%	+ 119.7%

Single-Family

9-2020	9-2021	Change
20.2%	32.1%	+ 58.8%
16.3%	37.3%	+ 128.6%
13.3%	37.6%	+ 183.4%
13.1%	32.0%	+ 144.7%
7.2%	18.0%	+ 150.6%
16.3%	18.5%	+ 13.6%
15.1%	32.5%	+ 114.5%

Condo-Townhouse

9-2020	9-2021	Change
10.4%	30.0%	+ 188.5%
7.7%	29.2%	+ 280.4%
5.7%	19.6%	+ 245.2%
4.3%	15.9%	+ 267.6%
4.2%	10.1%	+ 138.8%
9.8%	18.9%	+ 94.1%
8.5%	23.5%	+ 175.0%

By Construction Status

9-2020	9-2021	Change
14.2%	32.5%	+ 128.8%
13.6%	21.0%	+ 54.7%
14.1%	30.9%	+ 119.7%

9-2020	9-2021	Change
15.4%	34.1%	+ 120.6%
13.9%	22.6%	+ 62.0%
15.1%	32.5%	+ 114.5%

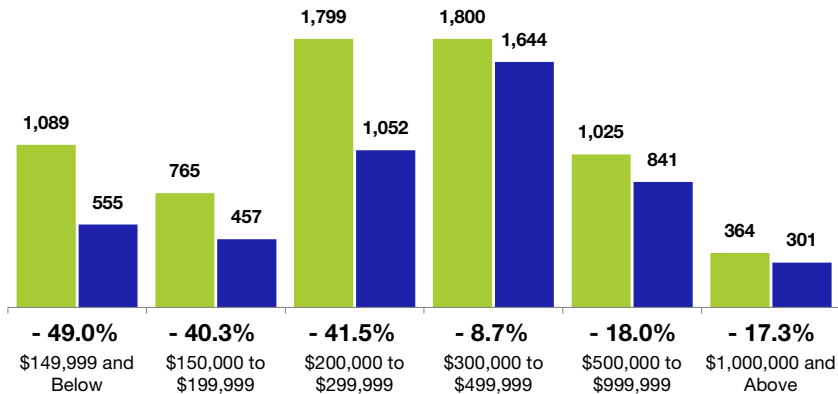
9-2020	9-2021	Change
8.3%	25.0%	+ 199.5%
10.1%	12.7%	+ 25.1%
8.5%	23.5%	+ 175.0%

Inventory of Homes for Sale

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

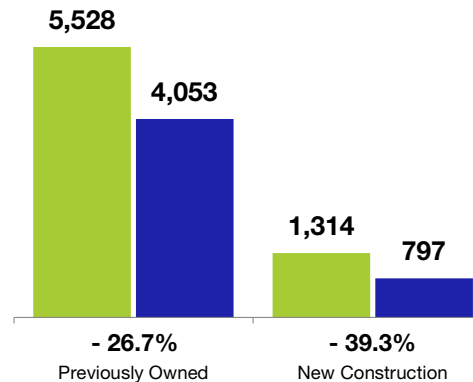
By Price Range

■ 9-2020 ■ 9-2021



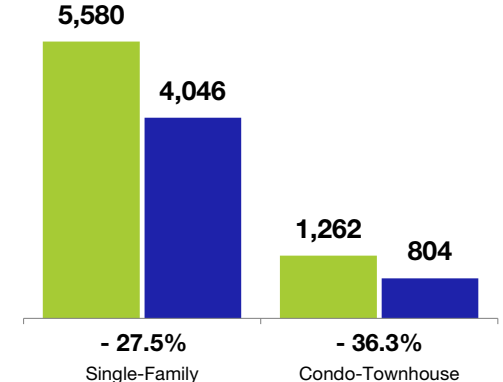
By Construction Status

■ 9-2020 ■ 9-2021



By Property Type

■ 9-2020 ■ 9-2021



All Properties

By Price Range	9-2020	9-2021	Change
\$149,999 and Below	1,089	555	- 49.0%
\$150,000 to \$199,999	765	457	- 40.3%
\$200,000 to \$299,999	1,799	1,052	- 41.5%
\$300,000 to \$499,999	1,800	1,644	- 8.7%
\$500,000 to \$999,999	1,025	841	- 18.0%
\$1,000,000 and Above	364	301	- 17.3%
All Price Ranges	6,842	4,850	- 29.1%

Single-Family

9-2020	9-2021	Change	9-2020	9-2021	Change
832	475	- 42.9%	257	80	- 68.9%
501	335	- 33.1%	264	122	- 53.8%
1,467	752	- 48.7%	332	300	- 9.6%
1,573	1,469	- 6.6%	227	175	- 22.9%
874	755	- 13.6%	151	86	- 43.0%
333	260	- 21.9%	31	41	+ 32.3%
5,580	4,046	- 27.5%	1,262	804	- 36.3%

Condo-Townhouse

By Construction Status	9-2020	9-2021	Change
Previously Owned	5,528	4,053	- 26.7%
New Construction	1,314	797	- 39.3%
All Property Types	6,842	4,850	- 29.1%

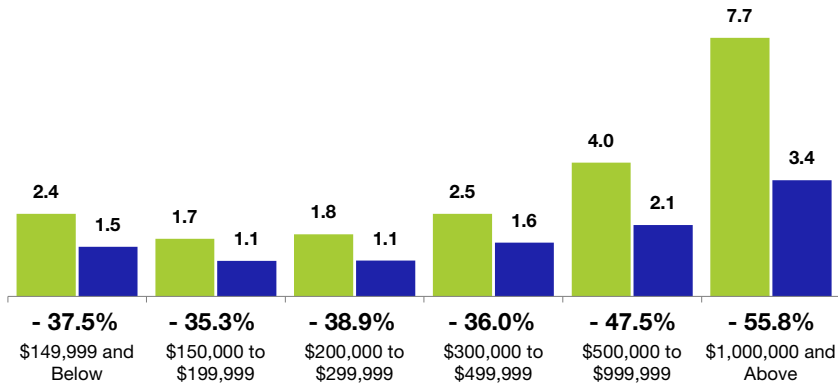
9-2020	9-2021	Change	9-2020	9-2021	Change
4,497	3,450	- 23.3%	1,031	603	- 41.5%
1,083	596	- 45.0%	231	201	- 13.0%
5,580	4,046	- 27.5%	1,262	804	- 36.3%

Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, based on one month of activity, divided by the average monthly pending sales from the last 12 months.

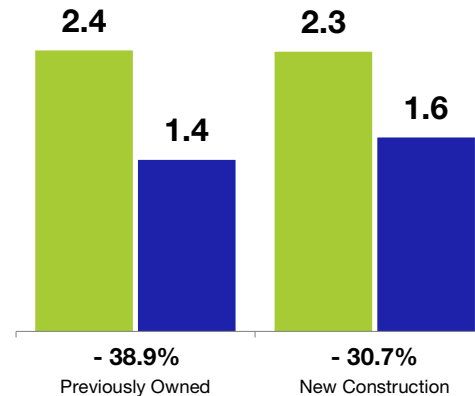
By Price Range

■ 9-2020 ■ 9-2021



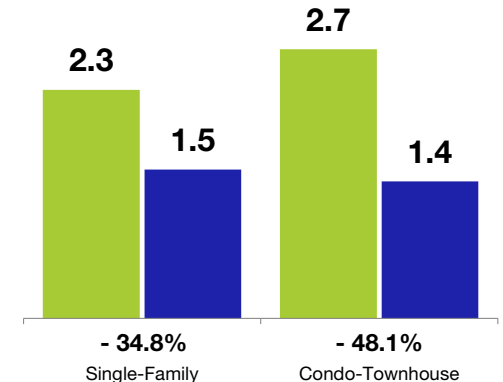
By Construction Status

■ 9-2020 ■ 9-2021



By Property Type

■ 9-2020 ■ 9-2021



All Properties

By Price Range	9-2020	9-2021	Change
\$149,999 and Below	2.4	1.5	- 37.5%
\$150,000 to \$199,999	1.7	1.1	- 35.3%
\$200,000 to \$299,999	1.8	1.1	- 38.9%
\$300,000 to \$499,999	2.5	1.6	- 36.0%
\$500,000 to \$999,999	4.0	2.1	- 47.5%
\$1,000,000 and Above	7.7	3.4	- 55.8%
All Price Ranges	2.3	1.5	- 34.8%

Single-Family

9-2020	9-2021	Change	9-2020	9-2021	Change
2.6	1.8	- 30.8%	2.0	0.7	- 65.0%
1.6	1.2	- 25.0%	2.0	0.8	- 60.0%
1.7	1.0	- 41.2%	2.8	1.5	- 46.4%
2.3	1.6	- 30.4%	3.9	2.1	- 46.2%
3.7	2.1	- 43.2%	6.0	2.3	- 61.7%
8.0	3.3	- 58.8%	5.1	4.5	- 11.8%
2.3	1.5	- 34.8%	2.7	1.4	- 48.1%

Condo-Townhouse

By Construction Status	9-2020	9-2021	Change
Previously Owned	2.4	1.4	- 38.9%
New Construction	2.3	1.6	- 30.7%
All Property Types	2.3	1.5	- 34.8%

9-2020	9-2021	Change	9-2020	9-2021	Change
2.3	1.5	- 36.1%	2.5	1.2	- 51.2%
2.1	1.5	- 30.2%	4.1	2.2	- 47.2%
2.3	1.5	- 34.8%	2.7	1.4	- 48.1%

Local Market Update – September 2021

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



Southside / Mandarin / Bartram

Region 01

- 4.1%

Change in
New Listings

- 9.8%

Change in
Closed Sales

+ 31.4%

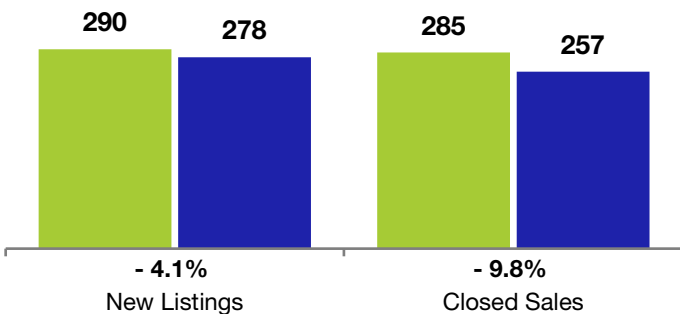
Change in
Median Sales Price

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	290	278	- 4.1%	2,641	2,790	+ 5.6%
Closed Sales	285	257	- 9.8%	2,076	2,464	+ 18.7%
Median Sales Price*	\$255,000	\$335,000	+ 31.4%	\$255,000	\$302,000	+ 18.4%
Percent of Original List Price Received*	97.3%	98.9%	+ 1.6%	96.8%	99.7%	+ 3.0%
Percent of Properties Sold Over List Price*	18.6%	37.0%	+ 98.9%	16.9%	42.0%	+ 148.5%
Days on Market Until Sale	45	36	- 20.0%	56	37	- 33.9%
Inventory of Homes for Sale	560	365	- 34.8%	--	--	--
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.

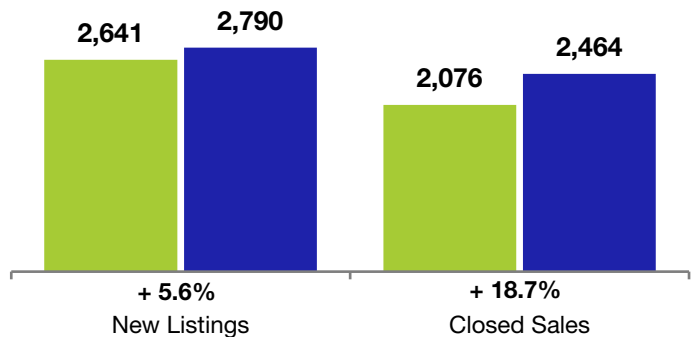
September

■ 2020 ■ 2021

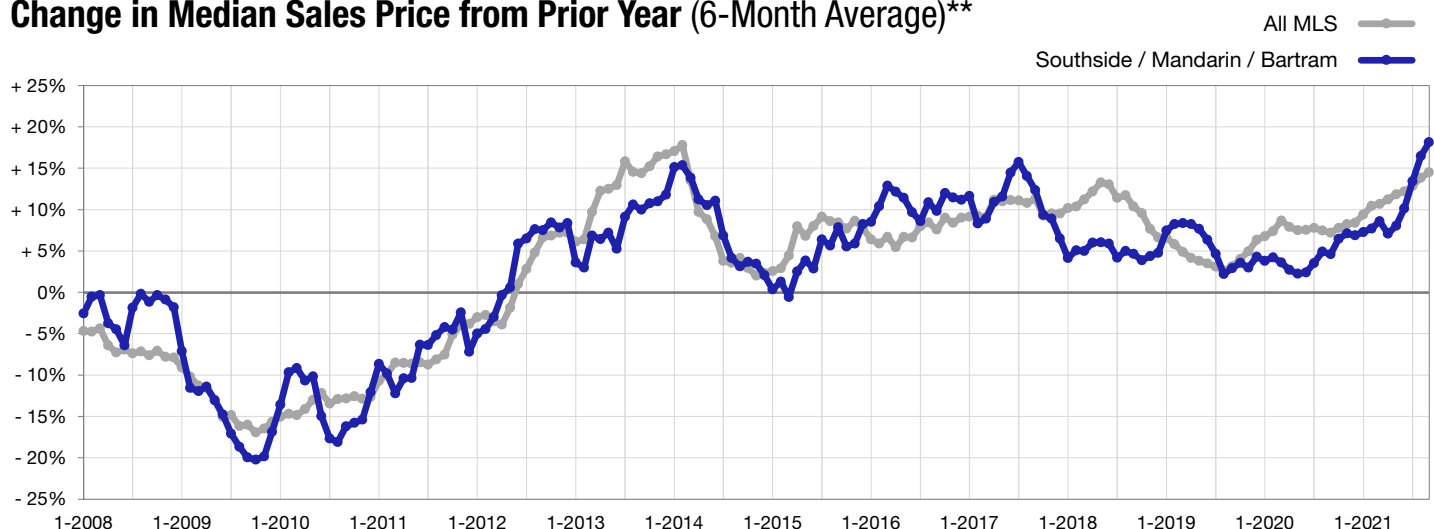


Year to Date

■ 2020 ■ 2021



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



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

Local Market Update – September 2021

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



Southside

+ 3.7%

- 11.2%

+ 12.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 02

September

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	428	444	+ 3.7%	3,947	4,180	+ 5.9%
Closed Sales	421	374	- 11.2%	3,148	3,543	+ 12.5%
Median Sales Price*	\$245,000	\$275,450	+ 12.4%	\$244,773	\$265,000	+ 8.3%
Percent of Original List Price Received*	97.8%	99.6%	+ 1.8%	97.0%	100.0%	+ 3.1%
Percent of Properties Sold Over List Price*	20.9%	34.8%	+ 66.5%	15.2%	35.8%	+ 135.5%
Days on Market Until Sale	52	27	- 48.1%	59	35	- 40.7%
Inventory of Homes for Sale	748	521	- 30.3%	--	--	--
Months Supply of Inventory	2.1	1.3	- 38.1%	--	--	--

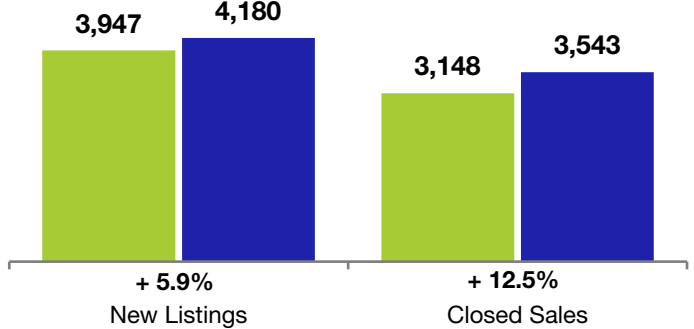
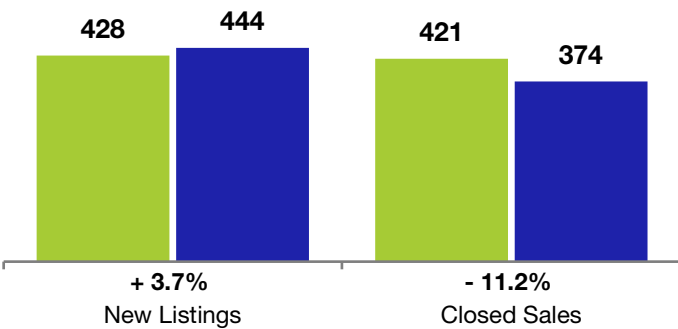
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

September

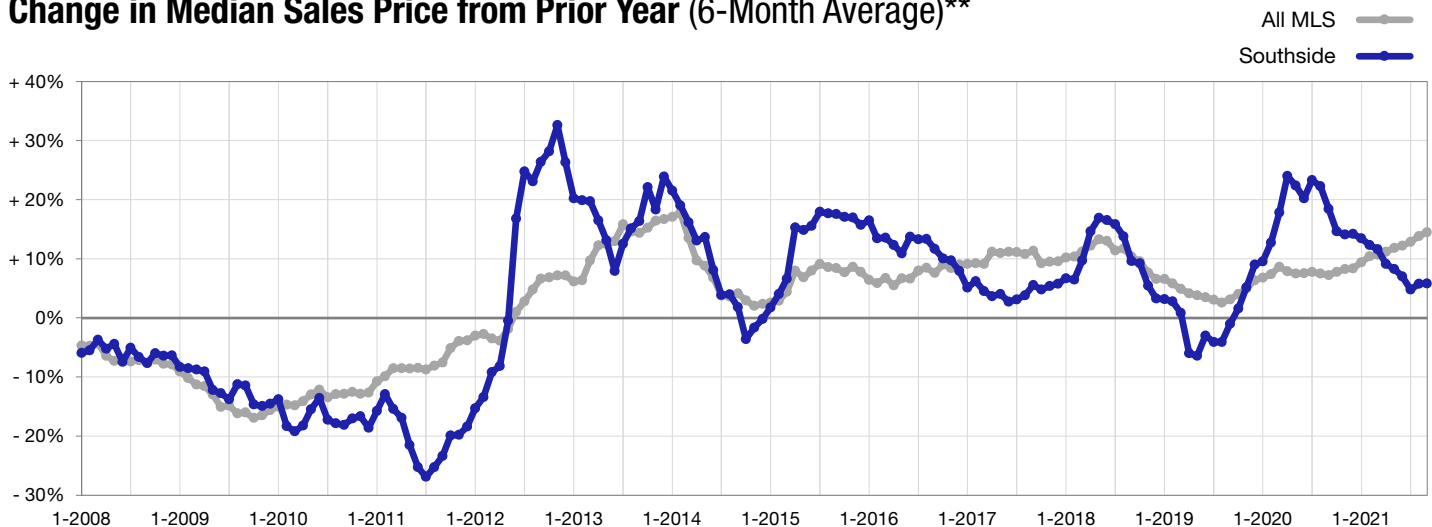
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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

Local Market Update – September 2021

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



Riverside / Avondale / Ortega

Region 03

+ 7.5%

- 14.5%

- 2.1%

Change in
New Listings

Change in
Closed Sales

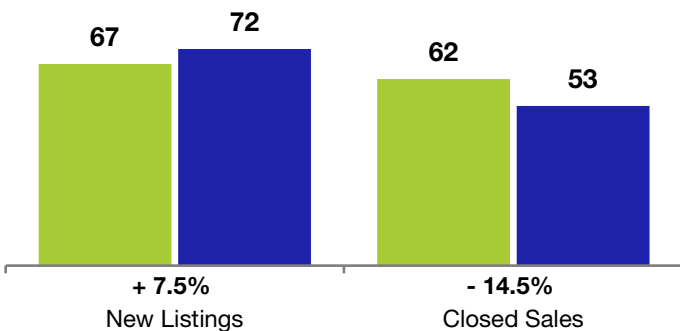
Change in
Median Sales Price

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	67	72	+ 7.5%	629	673	+ 7.0%
Closed Sales	62	53	- 14.5%	477	578	+ 21.2%
Median Sales Price*	\$375,000	\$367,000	- 2.1%	\$317,000	\$350,000	+ 10.4%
Percent of Original List Price Received*	95.4%	97.3%	+ 2.0%	95.2%	97.1%	+ 2.0%
Percent of Properties Sold Over List Price*	17.7%	22.6%	+ 27.7%	14.0%	26.3%	+ 87.9%
Days on Market Until Sale	73	43	- 41.1%	80	55	- 31.3%
Inventory of Homes for Sale	179	115	- 35.8%	--	--	--
Months Supply of Inventory	3.4	1.9	- 44.1%	--	--	--

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

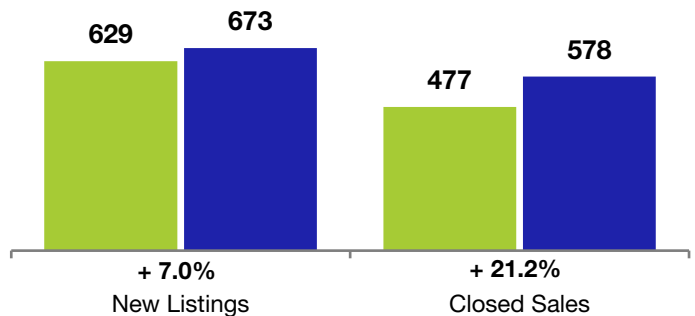
September

■ 2020 ■ 2021

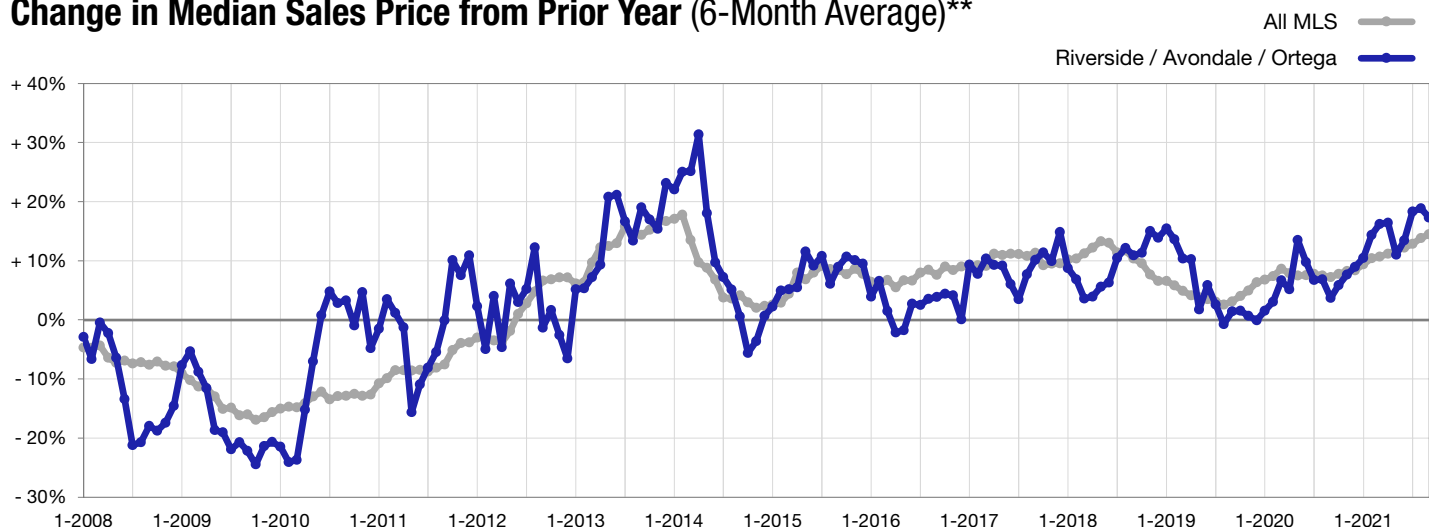


Year to Date

■ 2020 ■ 2021



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



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

Arlington / Fort Caroline

Region 04

+ 5.2%

Change in
New Listings

+ 10.3%

Change in
Closed Sales

+ 23.8%

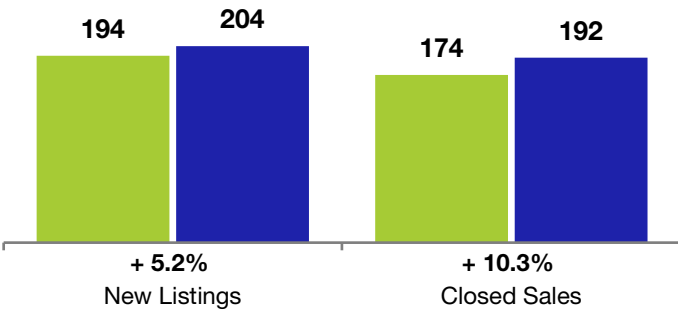
Change in
Median Sales Price

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	194	204	+ 5.2%	1,771	2,162	+ 22.1%
Closed Sales	174	192	+ 10.3%	1,482	1,785	+ 20.4%
Median Sales Price*	\$226,250	\$280,000	+ 23.8%	\$219,900	\$260,000	+ 18.2%
Percent of Original List Price Received*	98.0%	99.6%	+ 1.6%	97.3%	99.9%	+ 2.7%
Percent of Properties Sold Over List Price*	19.5%	38.5%	+ 97.4%	21.1%	42.9%	+ 103.3%
Days on Market Until Sale	43	27	- 37.2%	45	29	- 35.6%
Inventory of Homes for Sale	263	290	+ 10.3%	--	--	--
Months Supply of Inventory	1.6	1.5	- 6.3%	--	--	--

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

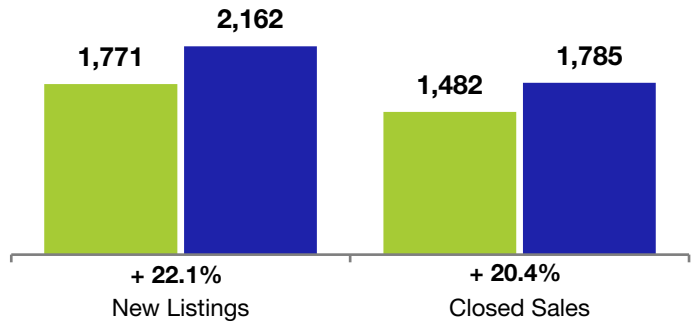
September

■ 2020 ■ 2021

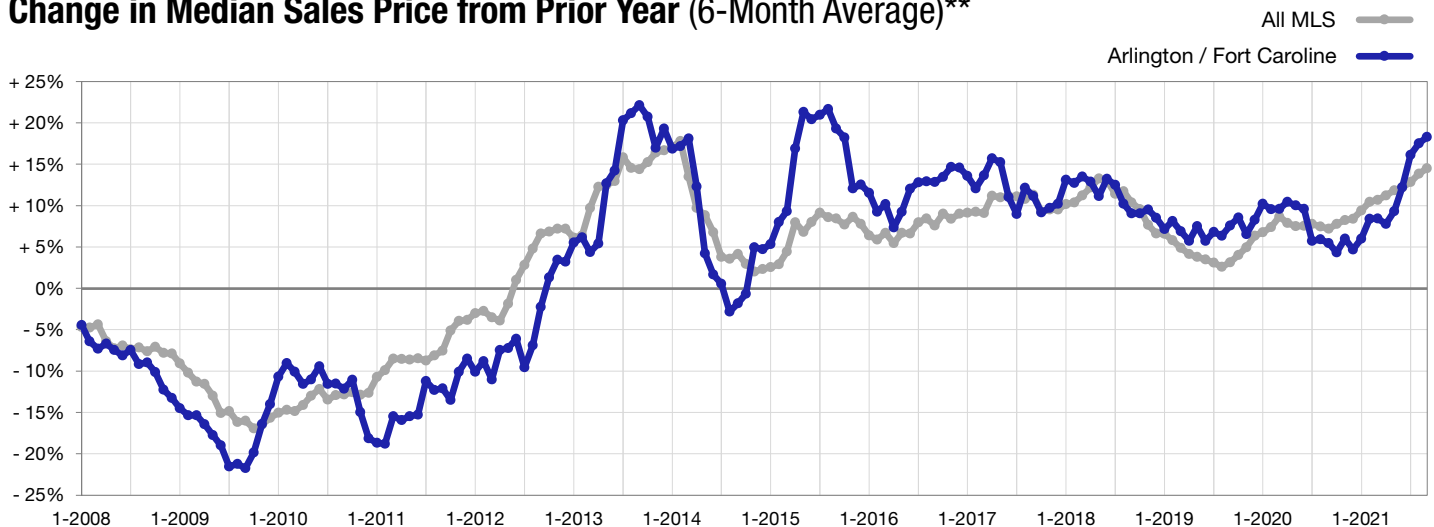


Year to Date

■ 2020 ■ 2021



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



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

Local Market Update – September 2021

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



Hyde Grove / Murray Hill / Lakeshore / Wesconnett

+ 26.2%

+ 19.0%

+ 32.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 05

September

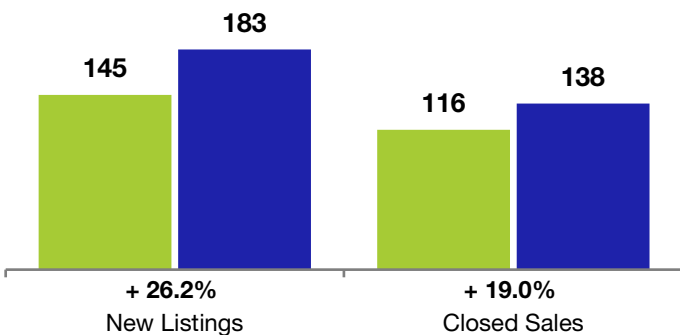
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	145	183	+ 26.2%	1,243	1,670	+ 34.4%
Closed Sales	116	138	+ 19.0%	1,007	1,330	+ 32.1%
Median Sales Price*	\$159,000	\$210,000	+ 32.1%	\$155,000	\$188,500	+ 21.6%
Percent of Original List Price Received*	97.1%	98.1%	+ 1.0%	95.6%	98.6%	+ 3.1%
Percent of Properties Sold Over List Price*	24.1%	29.7%	+ 23.2%	19.4%	32.6%	+ 68.0%
Days on Market Until Sale	56	31	- 44.6%	55	33	- 40.0%
Inventory of Homes for Sale	233	216	- 7.3%	--	--	--
Months Supply of Inventory	2.0	1.4	- 30.0%	--	--	--

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

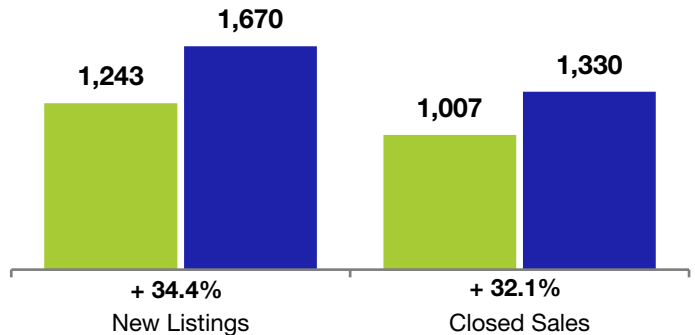
September

■ 2020 ■ 2021

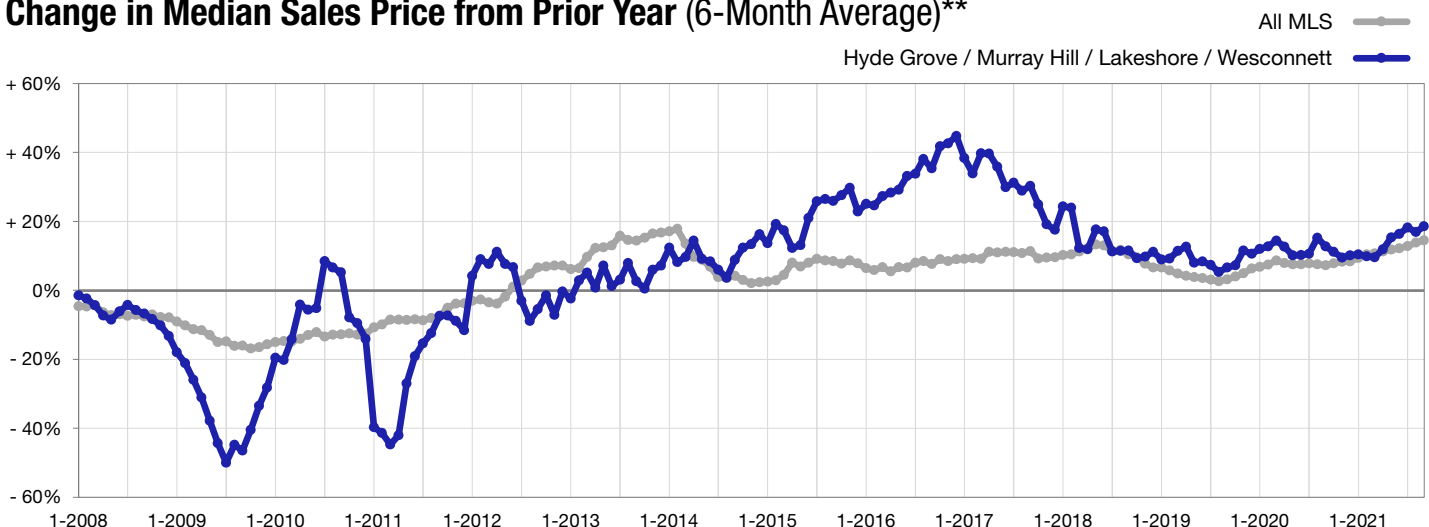


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



West Jacksonville

+ 19.5%

- 12.6%

+ 27.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 06

September

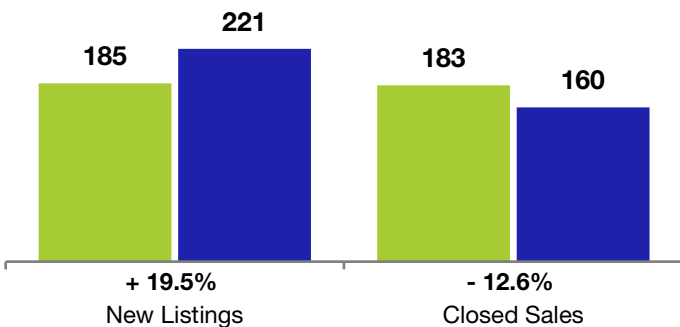
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	185	221	+ 19.5%	1,740	1,948	+ 12.0%
Closed Sales	183	160	- 12.6%	1,524	1,776	+ 16.5%
Median Sales Price*	\$200,990	\$256,000	+ 27.4%	\$200,000	\$239,245	+ 19.6%
Percent of Original List Price Received*	98.9%	100.8%	+ 1.9%	97.6%	100.2%	+ 2.7%
Percent of Properties Sold Over List Price*	23.0%	47.5%	+ 106.5%	18.9%	35.6%	+ 88.4%
Days on Market Until Sale	51	21	- 58.8%	57	31	- 45.6%
Inventory of Homes for Sale	299	194	- 35.1%	--	--	--
Months Supply of Inventory	1.7	1.0	- 41.2%	--	--	--

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

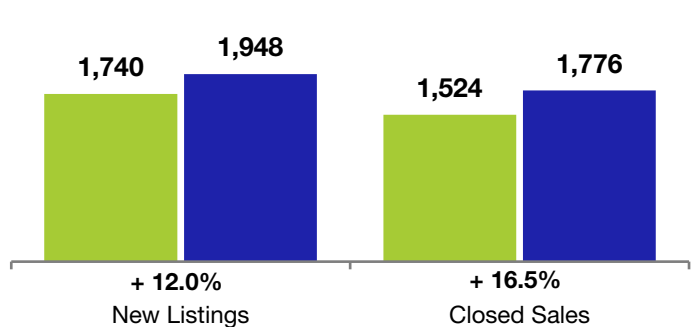
September

■ 2020 ■ 2021

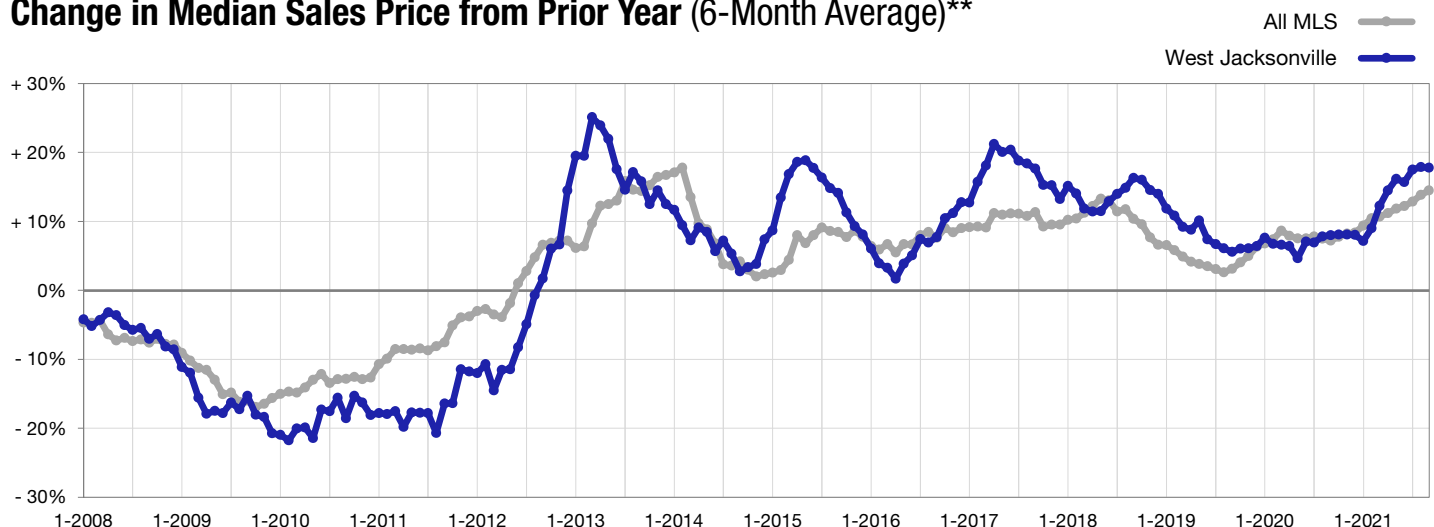


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



+ 2.7%

Change in
New Listings

+ 3.1%

Change in
Closed Sales

+ 30.4%

Change in
Median Sales Price

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

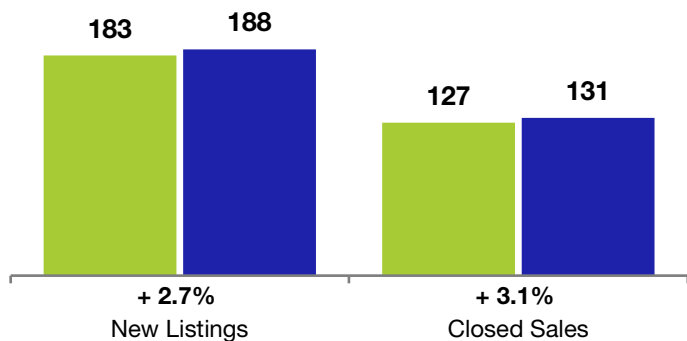
Region 07

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	183	188	+ 2.7%	1,592	1,975	+ 24.1%
Closed Sales	127	131	+ 3.1%	1,042	1,468	+ 40.9%
Median Sales Price*	\$102,000	\$133,000	+ 30.4%	\$81,500	\$123,000	+ 50.9%
Percent of Original List Price Received*	92.2%	93.3%	+ 1.2%	90.6%	94.1%	+ 3.9%
Percent of Properties Sold Over List Price*	9.4%	19.8%	+ 110.6%	13.1%	16.7%	+ 27.5%
Days on Market Until Sale	67	37	- 44.8%	67	47	- 29.9%
Inventory of Homes for Sale	444	340	- 23.4%	--	--	--
Months Supply of Inventory	3.7	2.1	- 43.2%	--	--	--

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

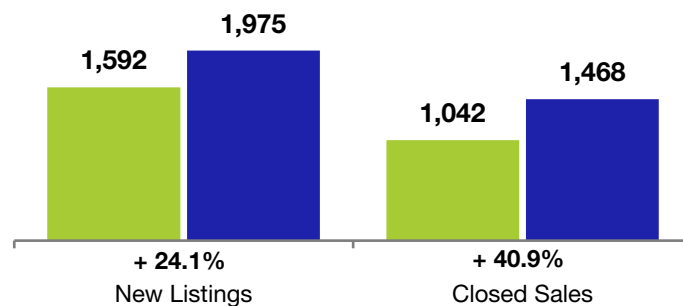
September

■ 2020 ■ 2021



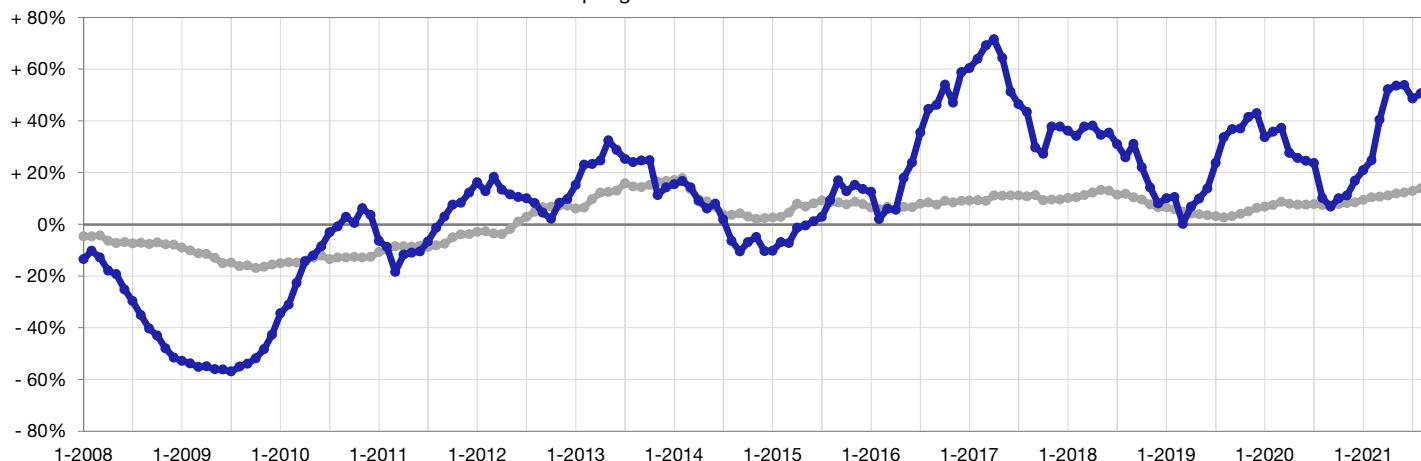
Year to Date

■ 2020 ■ 2021



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

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



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Local Market Update – September 2021

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



Marietta / Whitehouse / Baldwin / Garden St / Dinsmore

+ 29.6%

- 18.2%

+ 32.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 08

September

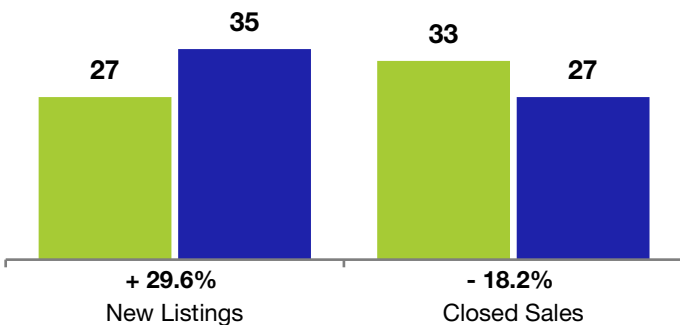
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	27	35	+ 29.6%	315	300	- 4.8%
Closed Sales	33	27	- 18.2%	261	239	- 8.4%
Median Sales Price*	\$210,990	\$278,959	+ 32.2%	\$202,990	\$251,138	+ 23.7%
Percent of Original List Price Received*	98.0%	98.0%	0.0%	96.6%	99.2%	+ 2.7%
Percent of Properties Sold Over List Price*	30.3%	29.6%	- 2.3%	18.5%	35.7%	+ 93.0%
Days on Market Until Sale	49	26	- 46.9%	48	43	- 10.4%
Inventory of Homes for Sale	61	50	- 18.0%	--	--	--
Months Supply of Inventory	2.2	1.8	- 18.2%	--	--	--

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

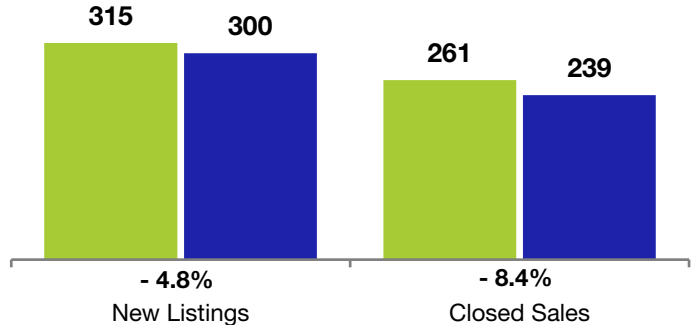
September

■ 2020 ■ 2021

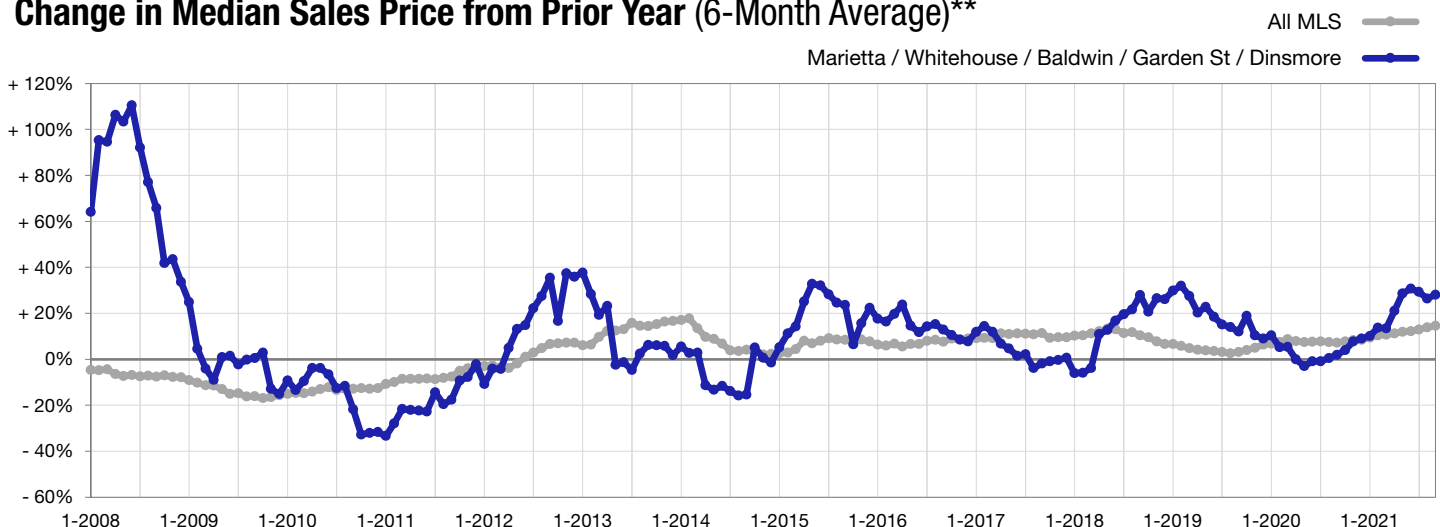


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



Jacksonville - North

+ 11.2%

- 24.7%

+ 24.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 09

September

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	178	198	+ 11.2%	1,754	1,755	+ 0.1%
Closed Sales	194	146	- 24.7%	1,473	1,564	+ 6.2%
Median Sales Price*	\$236,781	\$295,000	+ 24.6%	\$233,000	\$271,900	+ 16.7%
Percent of Original List Price Received*	98.7%	100.2%	+ 1.5%	97.7%	100.6%	+ 3.0%
Percent of Properties Sold Over List Price*	24.2%	46.6%	+ 92.6%	18.1%	39.7%	+ 119.3%
Days on Market Until Sale	68	19	- 72.1%	61	35	- 42.6%
Inventory of Homes for Sale	341	231	- 32.3%	--	--	--
Months Supply of Inventory	2.0	1.3	- 35.0%	--	--	--

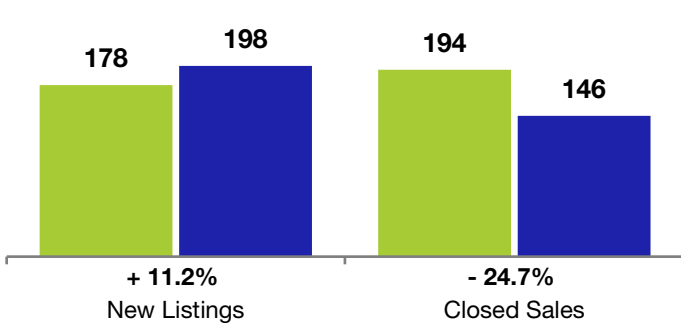
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

September

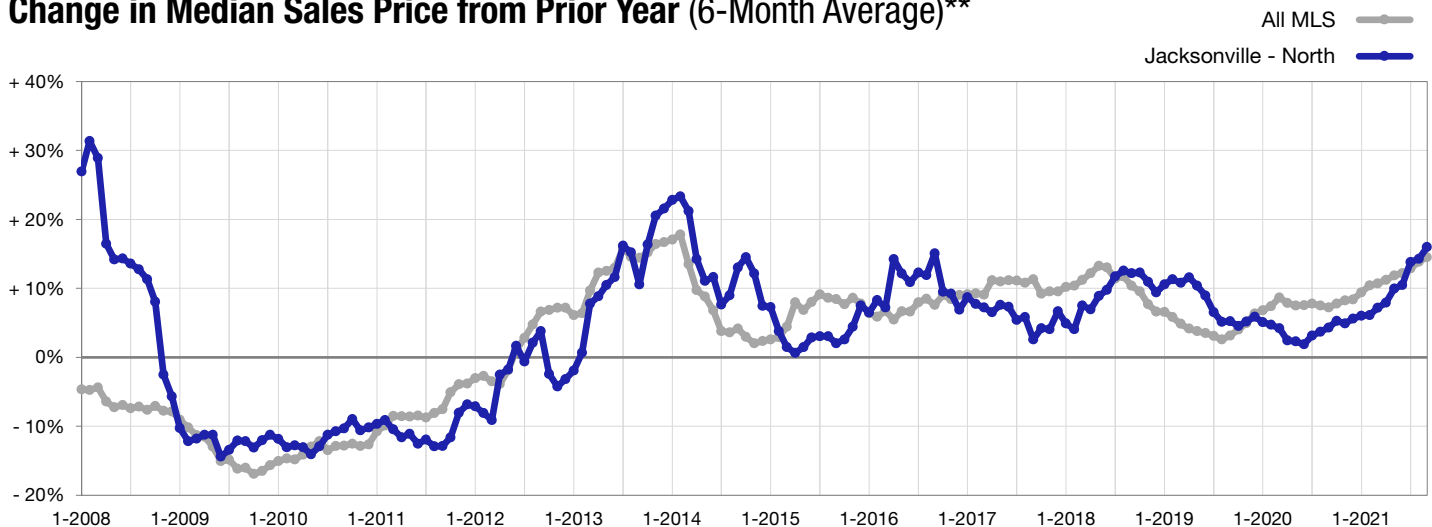
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



Fleming Island Area

+ 13.7%

- 16.2%

+ 25.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 12

September

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	51	58	+ 13.7%	602	623	+ 3.5%
Closed Sales	68	57	- 16.2%	516	564	+ 9.3%
Median Sales Price*	\$320,000	\$400,000	+ 25.0%	\$299,200	\$373,750	+ 24.9%
Percent of Original List Price Received*	97.6%	99.5%	+ 1.9%	97.3%	100.2%	+ 3.0%
Percent of Properties Sold Over List Price*	16.2%	38.6%	+ 138.3%	16.5%	42.4%	+ 157.0%
Days on Market Until Sale	52	30	- 42.3%	52	28	- 46.2%
Inventory of Homes for Sale	102	61	- 40.2%	--	--	--
Months Supply of Inventory	1.8	1.0	- 44.4%	--	--	--

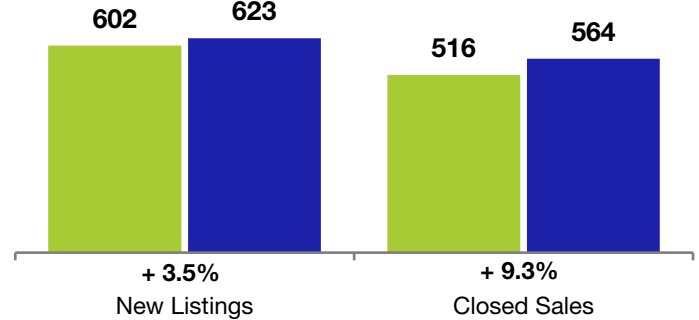
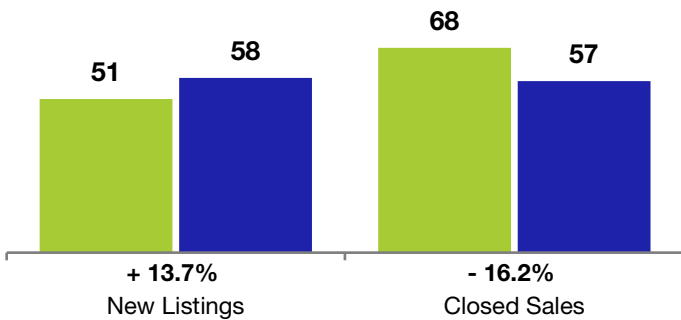
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

September

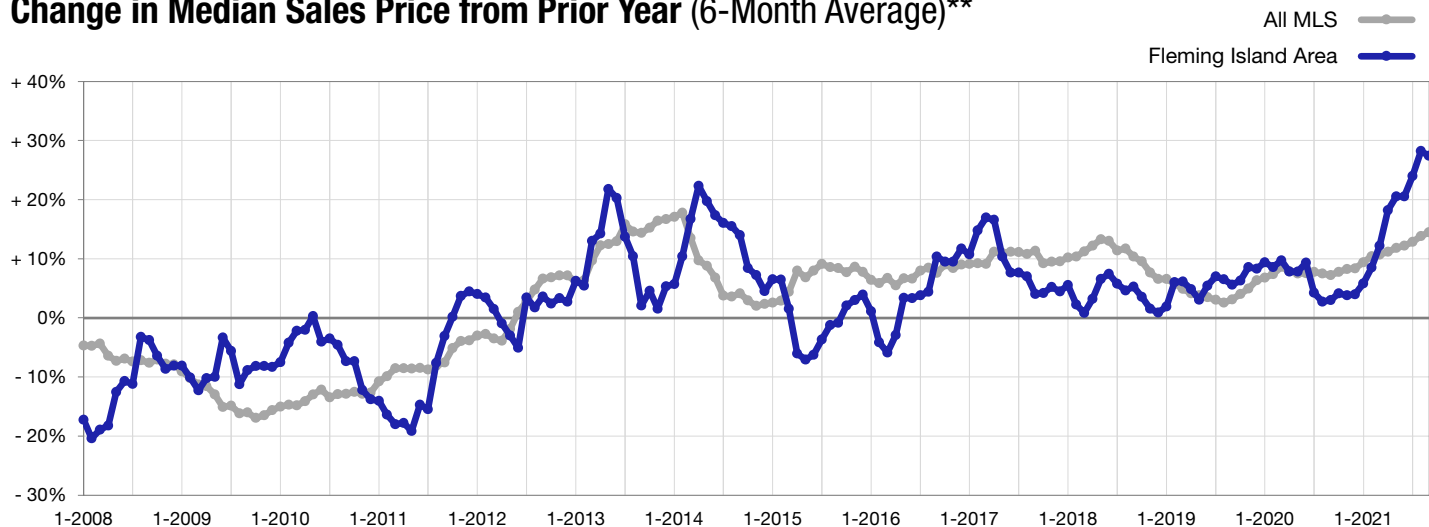
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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Orange Park

+ 19.1% **+ 25.4%** **+ 20.1%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 13

September

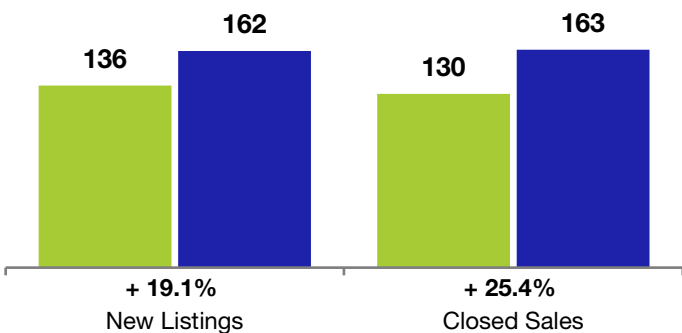
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	136	162	+ 19.1%	1,307	1,592	+ 21.8%
Closed Sales	130	163	+ 25.4%	1,159	1,363	+ 17.6%
Median Sales Price*	\$232,000	\$278,600	+ 20.1%	\$230,000	\$265,000	+ 15.2%
Percent of Original List Price Received*	98.9%	100.1%	+ 1.2%	97.8%	100.5%	+ 2.8%
Percent of Properties Sold Over List Price*	20.9%	45.4%	+ 117.2%	20.1%	46.2%	+ 129.9%
Days on Market Until Sale	47	31	- 34.0%	60	27	- 55.0%
Inventory of Homes for Sale	204	146	- 28.4%	--	--	--
Months Supply of Inventory	1.6	0.9	- 43.8%	--	--	--

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

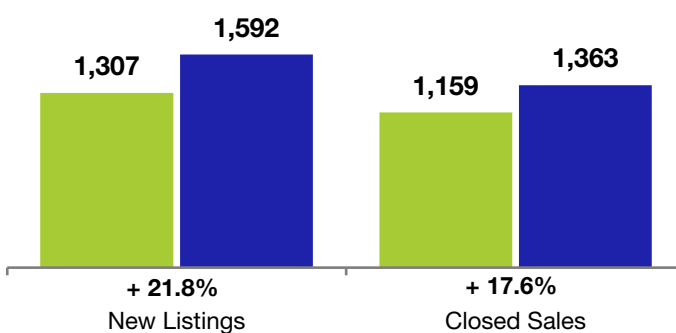
September

■ 2020 ■ 2021

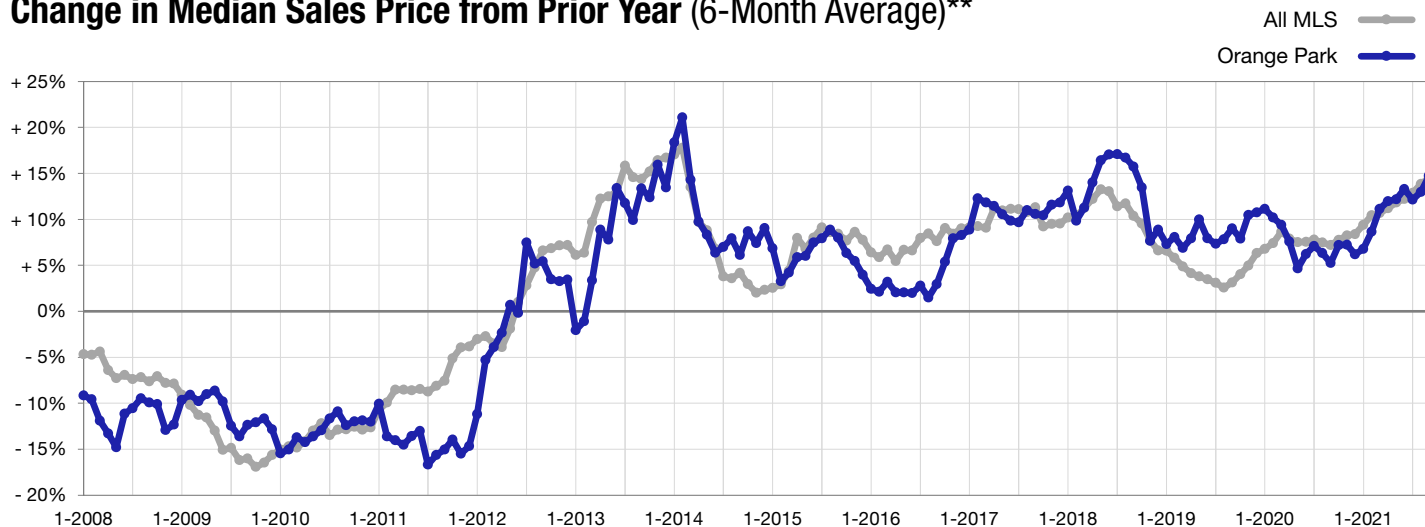


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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Middleburg Vicinity

- 10.3%

Change in
New Listings

- 18.4%

Change in
Closed Sales

+ 25.0%

Change in
Median Sales Price

Region 14

September

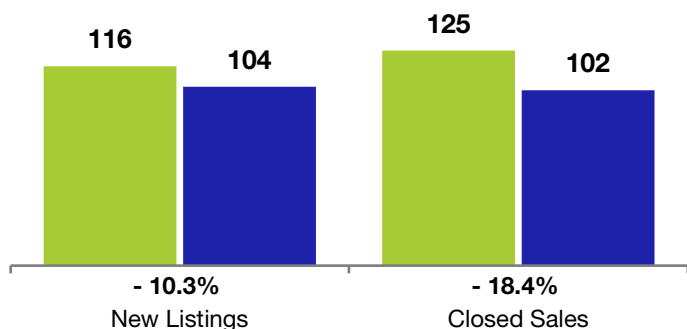
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	116	104	- 10.3%	1,010	1,068	+ 5.7%
Closed Sales	125	102	- 18.4%	822	932	+ 13.4%
Median Sales Price*	\$231,990	\$290,000	+ 25.0%	\$225,000	\$260,000	+ 15.6%
Percent of Original List Price Received*	98.2%	98.8%	+ 0.6%	97.1%	99.9%	+ 2.9%
Percent of Properties Sold Over List Price*	20.0%	38.2%	+ 91.0%	18.5%	44.6%	+ 141.1%
Days on Market Until Sale	59	25	- 57.6%	64	34	- 46.9%
Inventory of Homes for Sale	205	129	- 37.1%	--	--	--
Months Supply of Inventory	2.2	1.2	- 45.5%	--	--	--

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

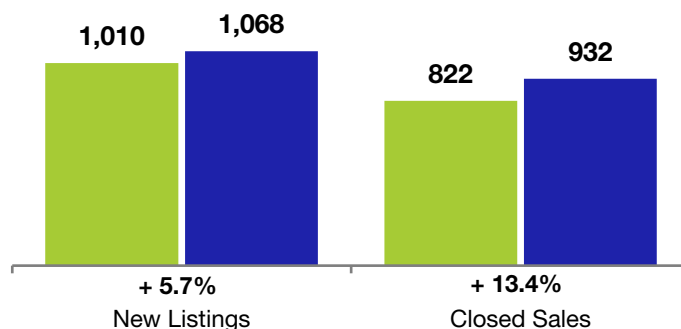
September

■ 2020 ■ 2021

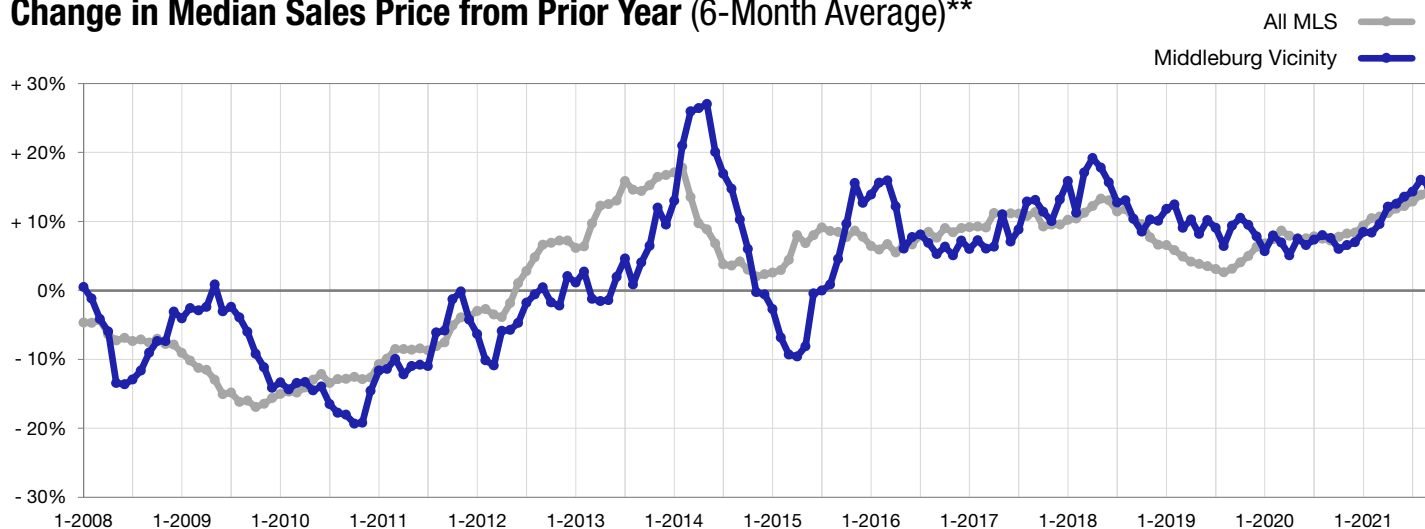


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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Keystone Heights Vicinity

Region 15

+ 57.9% **+ 72.7%** **+ 36.6%**

Change in
New Listings

Change in
Closed Sales

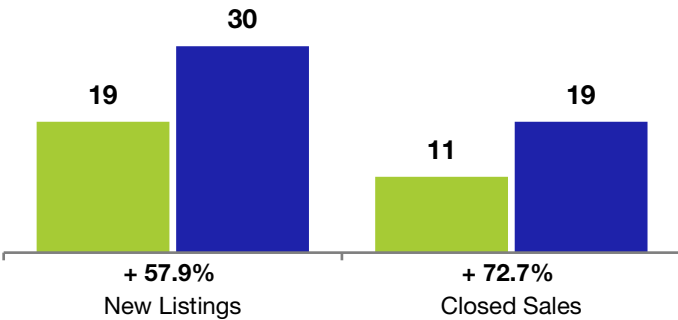
Change in
Median Sales Price

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	19	30	+ 57.9%	177	233	+ 31.6%
Closed Sales	11	19	+ 72.7%	144	188	+ 30.6%
Median Sales Price*	\$172,000	\$235,000	+ 36.6%	\$158,000	\$175,250	+ 10.9%
Percent of Original List Price Received*	95.3%	96.3%	+ 1.0%	92.7%	95.0%	+ 2.5%
Percent of Properties Sold Over List Price*	18.2%	21.1%	+ 15.9%	14.6%	22.3%	+ 52.7%
Days on Market Until Sale	44	19	- 56.8%	93	57	- 38.7%
Inventory of Homes for Sale	65	52	- 20.0%	--	--	--
Months Supply of Inventory	3.9	2.3	- 41.0%	--	--	--

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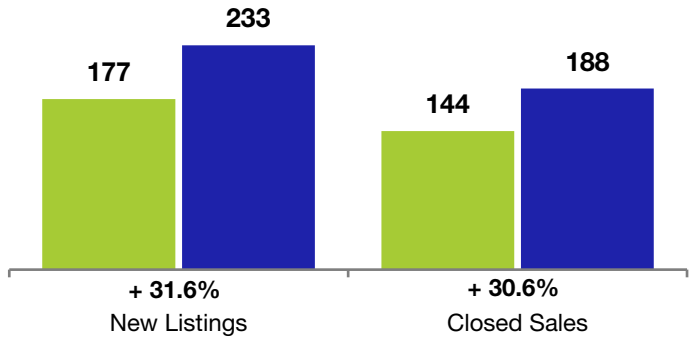
September

■ 2020 ■ 2021

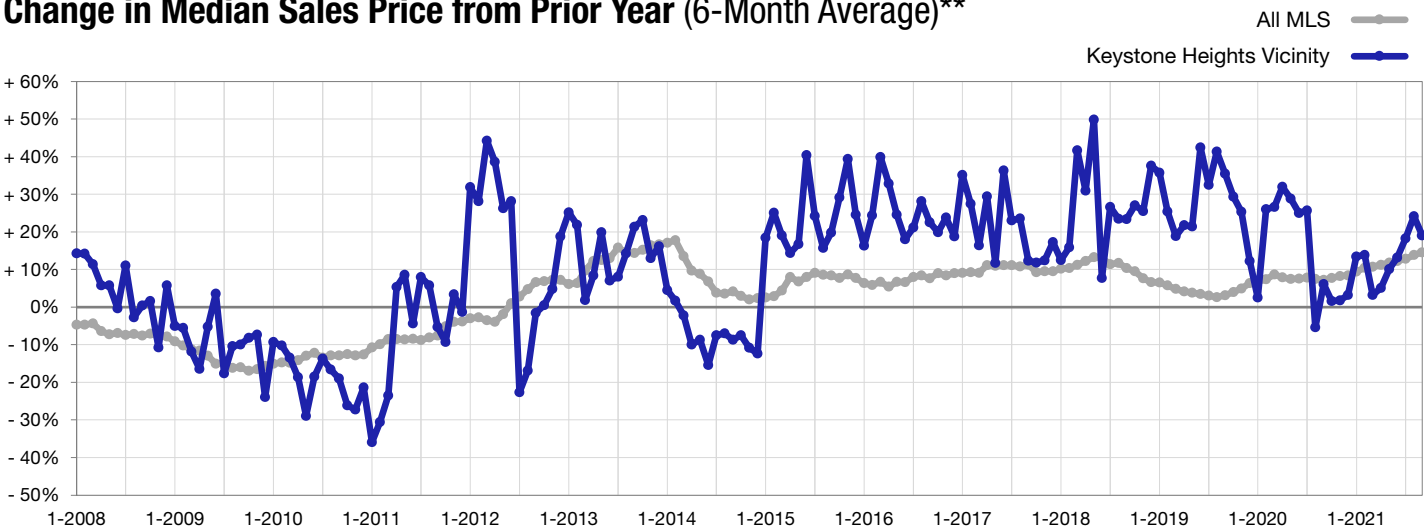


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



Green Cove Springs

- 5.3%

Change in
New Listings

- 35.1%

Change in
Closed Sales

+ 24.0%

Change in
Median Sales Price

Region 16

September

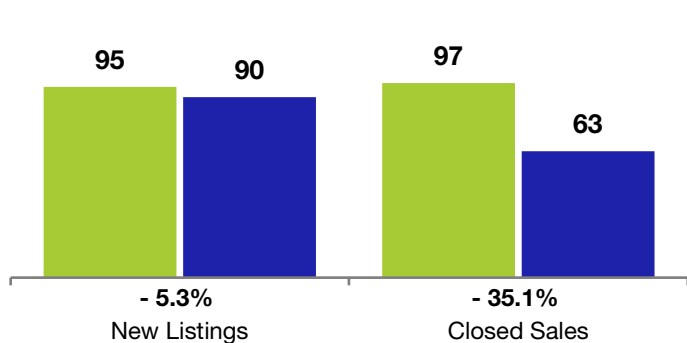
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	95	90	- 5.3%	753	742	- 1.5%
Closed Sales	97	63	- 35.1%	629	615	- 2.2%
Median Sales Price*	\$244,000	\$302,500	+ 24.0%	\$229,945	\$286,000	+ 24.4%
Percent of Original List Price Received*	98.1%	100.5%	+ 2.4%	97.8%	99.5%	+ 1.7%
Percent of Properties Sold Over List Price*	11.3%	44.4%	+ 292.9%	12.4%	33.8%	+ 172.6%
Days on Market Until Sale	71	24	- 66.2%	68	35	- 48.5%
Inventory of Homes for Sale	129	96	- 25.6%	--	--	--
Months Supply of Inventory	1.8	1.3	- 27.8%	--	--	--

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

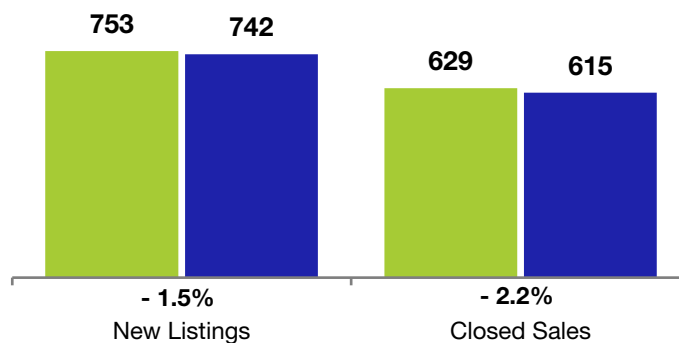
September

■ 2020 ■ 2021

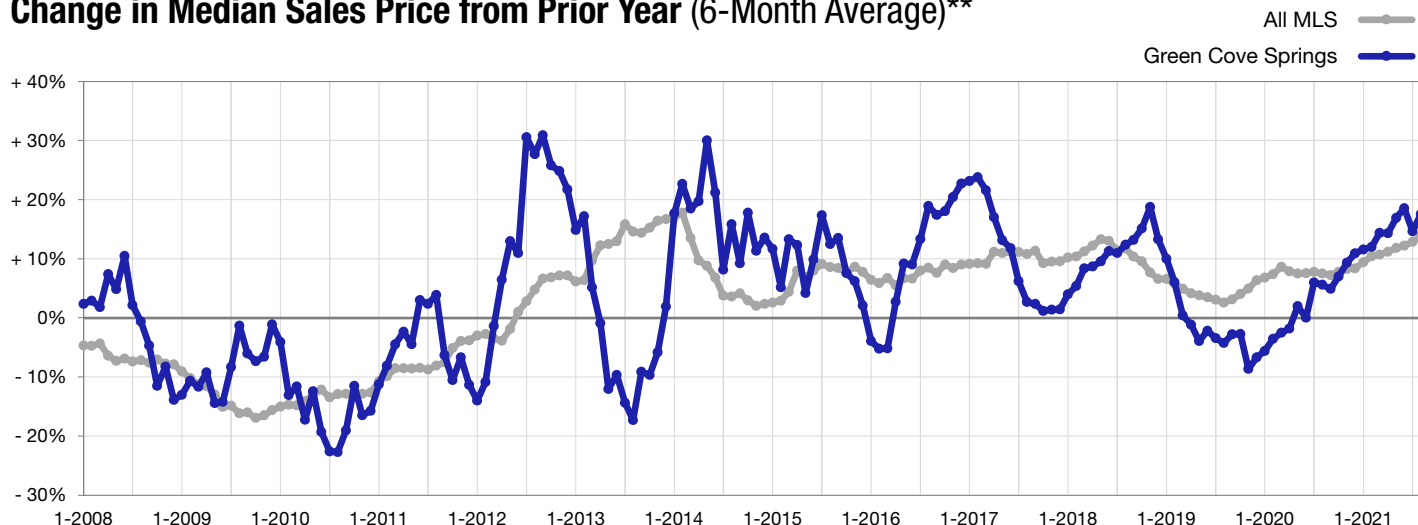


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



Jacksonville Beach

- 27.9%

- 13.5%

+ 22.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 21

September

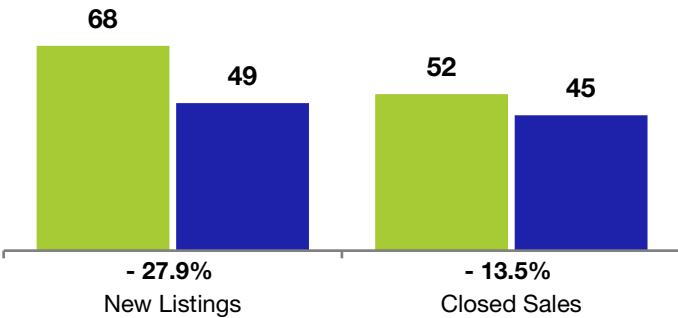
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	68	49	- 27.9%	648	583	- 10.0%
Closed Sales	52	45	- 13.5%	505	523	+ 3.6%
Median Sales Price*	\$450,000	\$550,000	+ 22.2%	\$440,000	\$524,000	+ 19.1%
Percent of Original List Price Received*	98.7%	96.7%	- 2.0%	96.2%	99.2%	+ 3.1%
Percent of Properties Sold Over List Price*	13.5%	28.9%	+ 114.1%	9.1%	31.9%	+ 250.5%
Days on Market Until Sale	62	51	- 17.7%	71	37	- 47.9%
Inventory of Homes for Sale	140	89	- 36.4%	--	--	--
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.

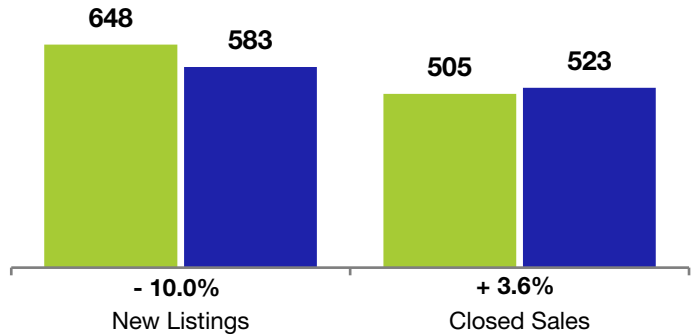
September

■ 2020 ■ 2021

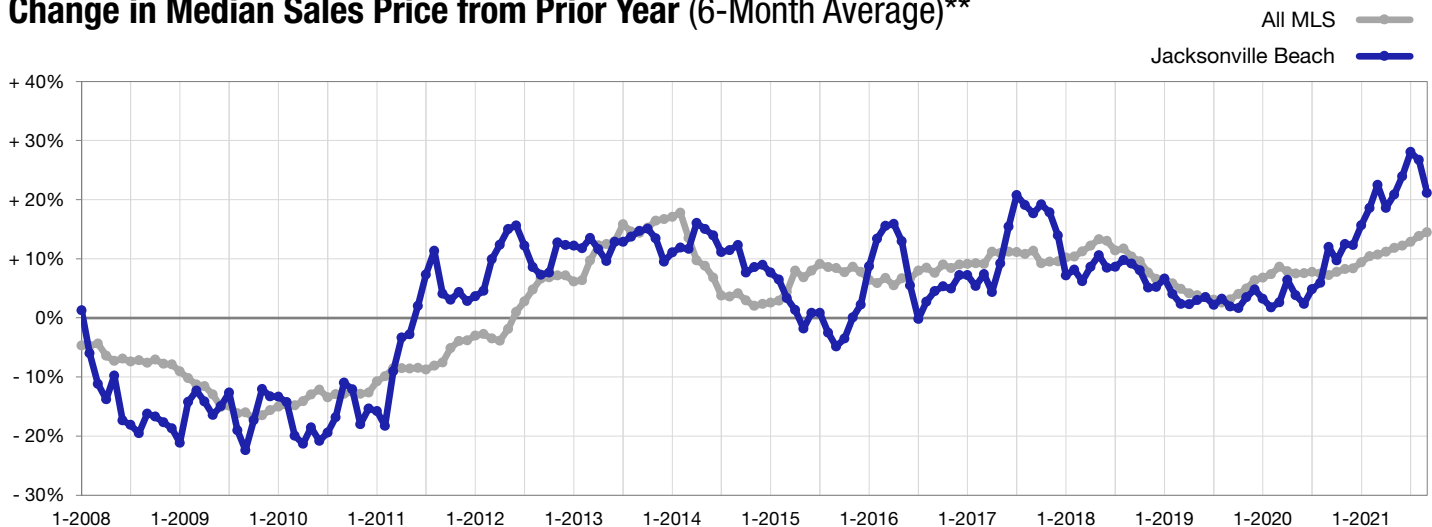


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



Neptune Beach

+ 200.0% **- 18.2%** **- 15.2%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 22

September

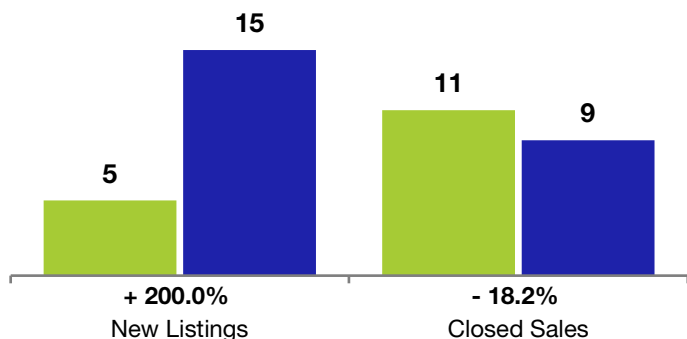
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	5	15	+ 200.0%	114	126	+ 10.5%
Closed Sales	11	9	- 18.2%	98	104	+ 6.1%
Median Sales Price*	\$625,000	\$530,000	- 15.2%	\$468,500	\$570,000	+ 21.7%
Percent of Original List Price Received*	95.2%	97.2%	+ 2.1%	95.8%	98.6%	+ 2.9%
Percent of Properties Sold Over List Price*	9.1%	22.2%	+ 144.0%	7.1%	31.7%	+ 346.5%
Days on Market Until Sale	50	26	- 48.0%	58	42	- 27.6%
Inventory of Homes for Sale	19	20	+ 5.3%	--	--	--
Months Supply of Inventory	1.7	1.8	+ 5.9%	--	--	--

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

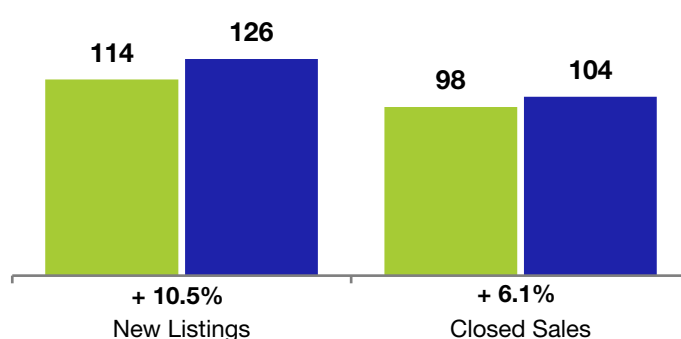
September

■ 2020 ■ 2021

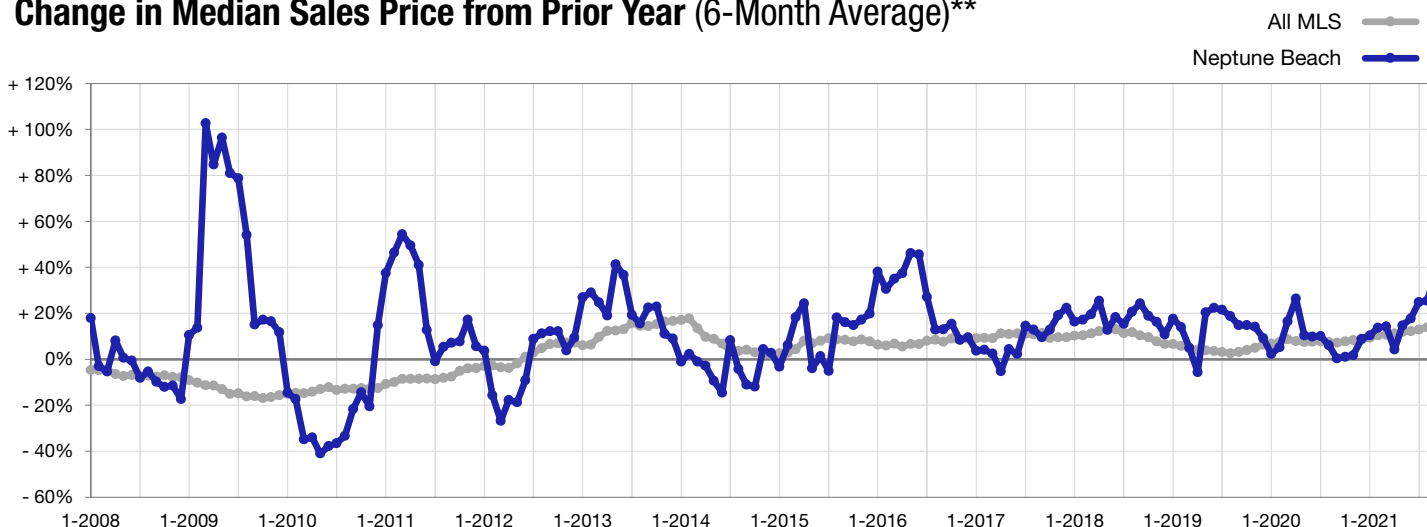


Year to Date

■ 2020 ■ 2021



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Local Market Update – September 2021

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Atlantic Beach

+ 33.3%

+ 47.6%

- 5.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 23

September

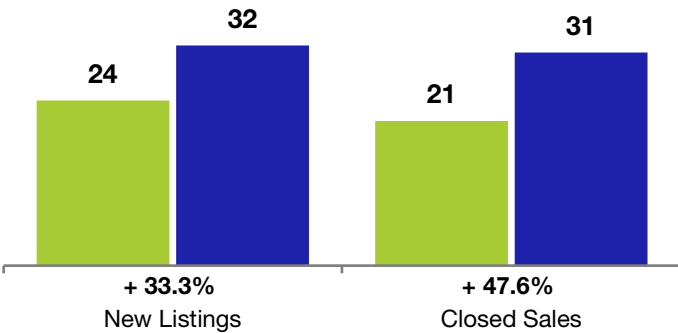
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	24	32	+ 33.3%	240	298	+ 24.2%
Closed Sales	21	31	+ 47.6%	200	257	+ 28.5%
Median Sales Price*	\$512,500	\$485,000	- 5.4%	\$463,750	\$569,000	+ 22.7%
Percent of Original List Price Received*	94.9%	95.9%	+ 1.1%	94.7%	98.1%	+ 3.6%
Percent of Properties Sold Over List Price*	14.3%	41.9%	+ 193.0%	17.0%	33.1%	+ 94.7%
Days on Market Until Sale	66	30	- 54.5%	74	38	- 48.6%
Inventory of Homes for Sale	50	45	- 10.0%	--	--	--
Months Supply of Inventory	2.2	1.6	- 27.3%	--	--	--

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

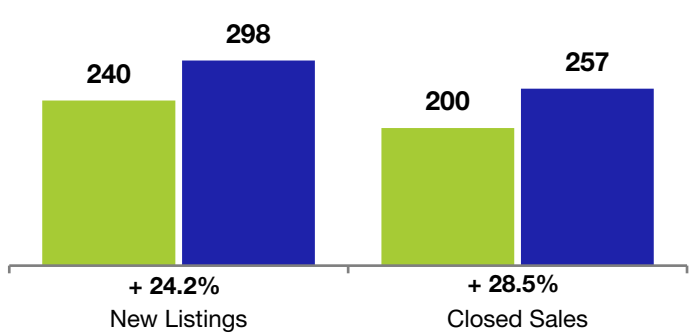
September

■ 2020 ■ 2021

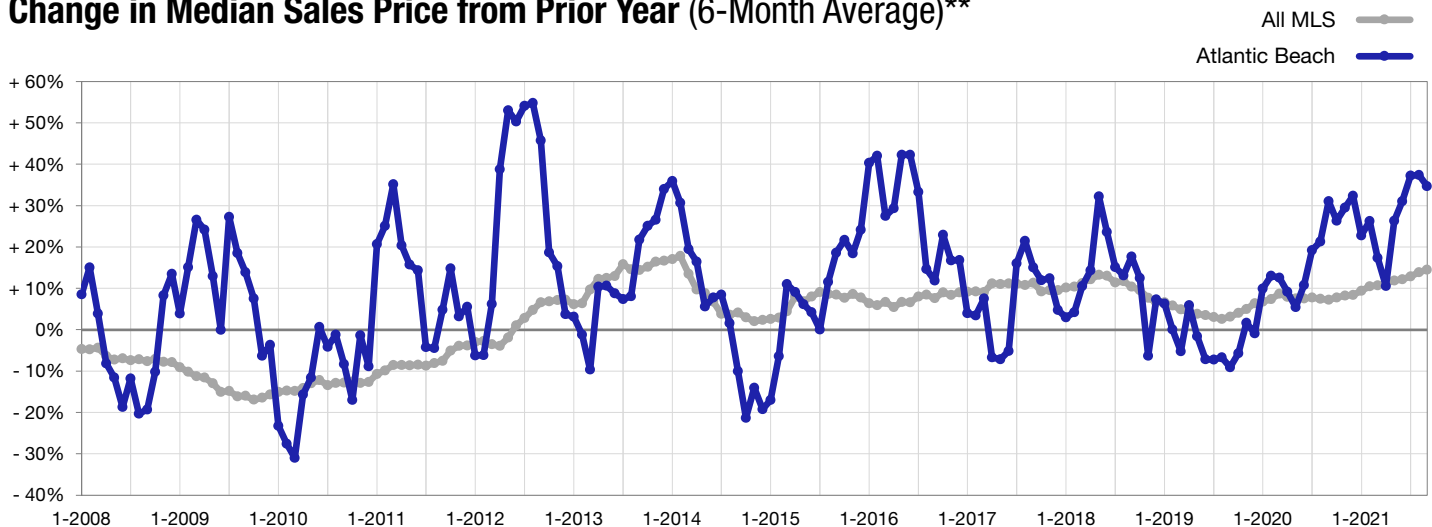


Year to Date

■ 2020 ■ 2021



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



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

Local Market Update – September 2021

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



North Beach / Mayport

Region 24

+ 63.6%

0.0%

+ 30.5%

Change in
New Listings

Change in
Closed Sales

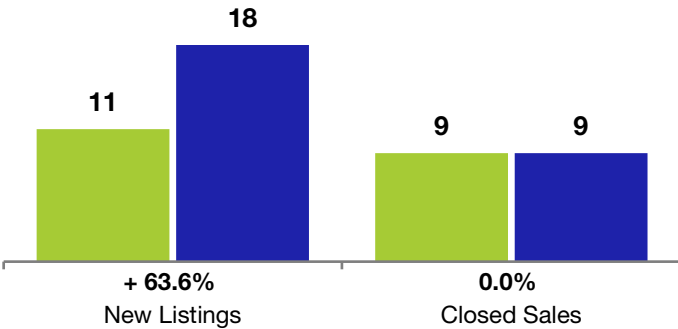
Change in
Median Sales Price

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	11	18	+ 63.6%	118	124	+ 5.1%
Closed Sales	9	9	0.0%	104	102	- 1.9%
Median Sales Price*	\$220,000	\$287,000	+ 30.5%	\$234,250	\$246,810	+ 5.4%
Percent of Original List Price Received*	98.9%	94.7%	- 4.2%	98.5%	99.4%	+ 0.9%
Percent of Properties Sold Over List Price*	33.3%	11.1%	- 66.7%	29.8%	33.3%	+ 11.7%
Days on Market Until Sale	31	22	- 29.0%	37	26	- 29.7%
Inventory of Homes for Sale	11	19	+ 72.7%	--	--	--
Months Supply of Inventory	1.0	1.8	+ 80.0%	--	--	--

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

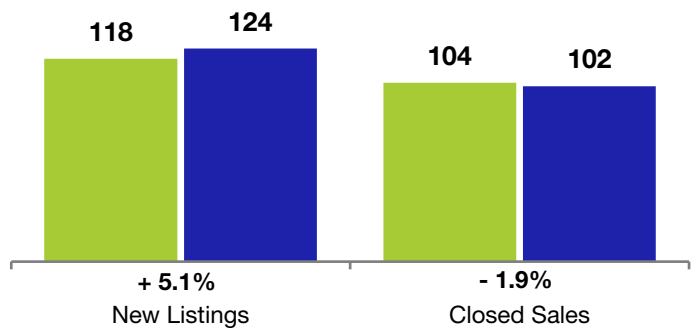
September

■ 2020 ■ 2021

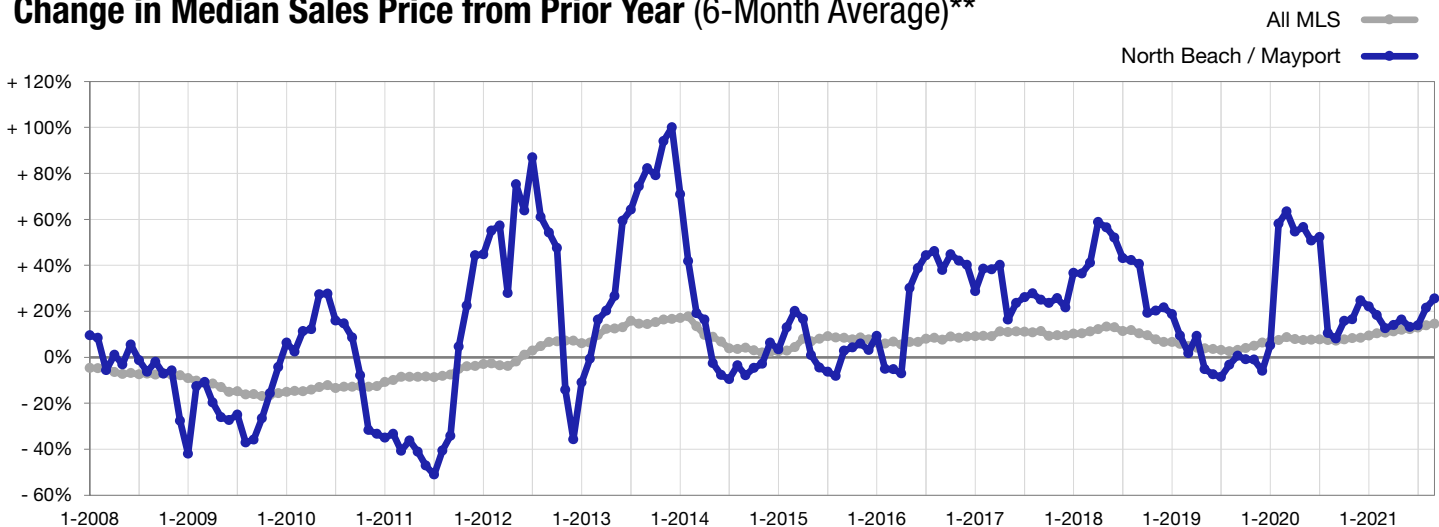


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



NE St. Johns County – Ponte Vedra Beach North

- 5.9%

Change in
New Listings

- 5.3%

Change in
Closed Sales

- 25.3%

Change in
Median Sales Price

Region 25

September

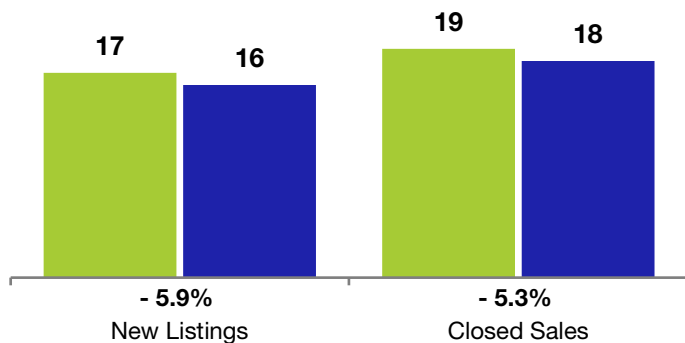
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	17	16	- 5.9%	269	242	- 10.0%
Closed Sales	19	18	- 5.3%	214	230	+ 7.5%
Median Sales Price*	\$720,000	\$537,500	- 25.3%	\$602,500	\$811,000	+ 34.6%
Percent of Original List Price Received*	95.8%	100.1%	+ 4.5%	95.0%	98.2%	+ 3.4%
Percent of Properties Sold Over List Price*	10.5%	55.6%	+ 429.5%	8.9%	29.6%	+ 232.6%
Days on Market Until Sale	111	20	- 82.0%	83	46	- 44.6%
Inventory of Homes for Sale	68	38	- 44.1%	--	--	--
Months Supply of Inventory	2.9	1.5	- 48.3%	--	--	--

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

September

■ 2020 ■ 2021

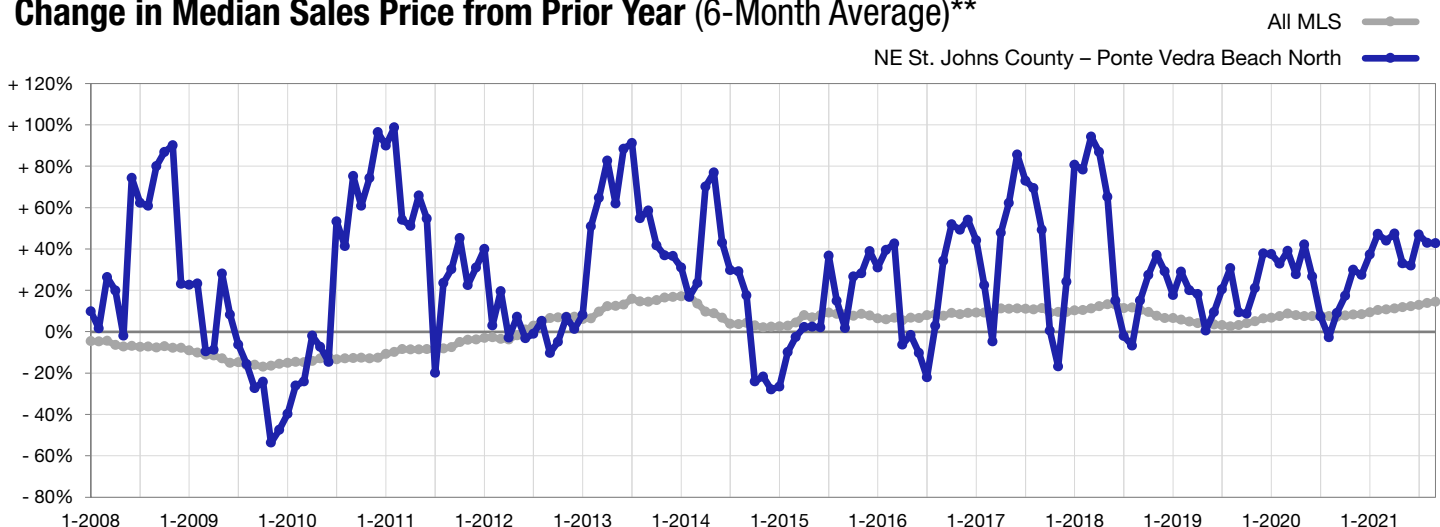


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



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

- 41.7% **- 50.9%** **+ 46.4%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Region 26

September

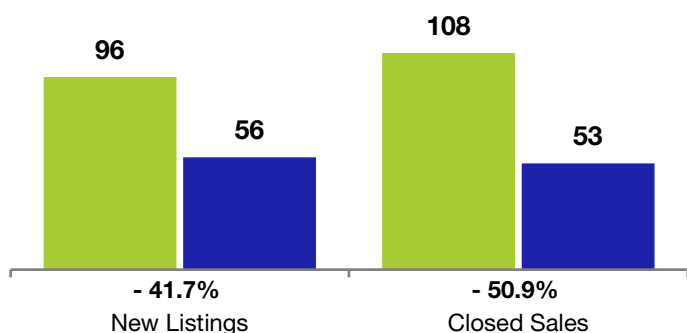
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	96	56	- 41.7%	830	734	- 11.6%
Closed Sales	108	53	- 50.9%	686	682	- 0.6%
Median Sales Price*	\$560,000	\$820,000	+ 46.4%	\$528,500	\$630,000	+ 19.2%
Percent of Original List Price Received*	95.8%	98.7%	+ 3.0%	94.9%	99.2%	+ 4.5%
Percent of Properties Sold Over List Price*	6.5%	32.1%	+ 393.8%	6.6%	32.1%	+ 386.4%
Days on Market Until Sale	86	30	- 65.1%	99	40	- 59.6%
Inventory of Homes for Sale	224	98	- 56.3%	--	--	--
Months Supply of Inventory	3.0	1.3	- 56.7%	--	--	--

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

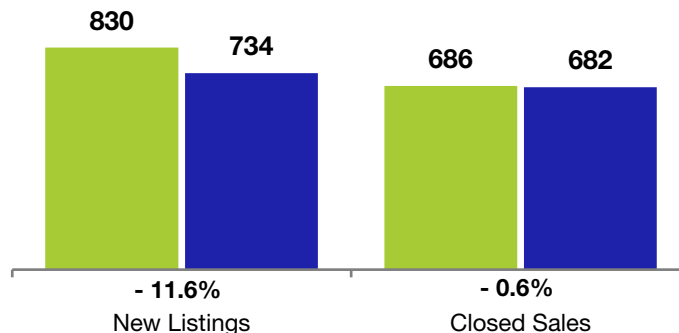
September

■ 2020 ■ 2021



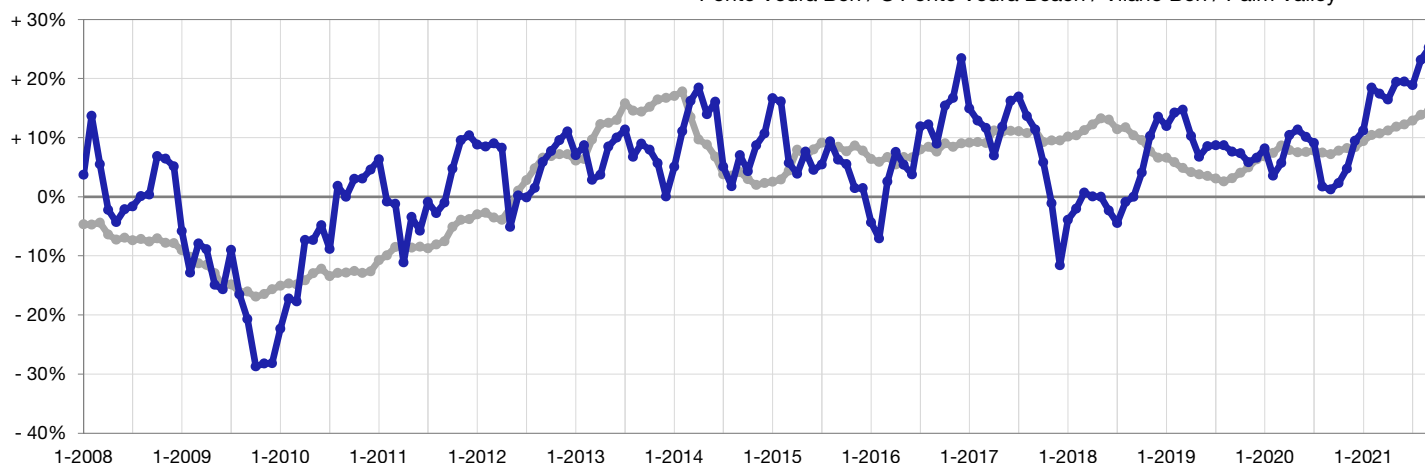
Year to Date

■ 2020 ■ 2021



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

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



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

Local Market Update – September 2021

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



Ponte Vedra / Nocatee (St. Johns County)

- 1.1%

Change in
New Listings

- 40.4%

Change in
Closed Sales

+ 33.9%

Change in
Median Sales Price

Region 27

September

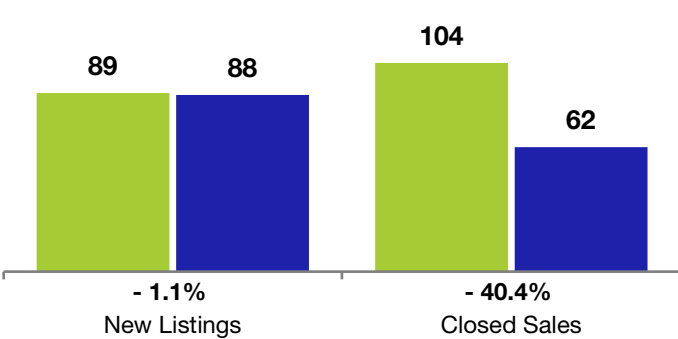
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	89	88	- 1.1%	943	779	- 17.4%
Closed Sales	104	62	- 40.4%	797	656	- 17.7%
Median Sales Price*	\$428,450	\$573,700	+ 33.9%	\$449,000	\$536,896	+ 19.6%
Percent of Original List Price Received*	98.6%	101.4%	+ 2.8%	98.3%	102.6%	+ 4.4%
Percent of Properties Sold Over List Price*	14.4%	41.9%	+ 191.0%	14.6%	45.4%	+ 211.0%
Days on Market Until Sale	78	17	- 78.2%	73	29	- 60.3%
Inventory of Homes for Sale	158	76	- 51.9%	--	--	--
Months Supply of Inventory	1.7	0.9	- 47.1%	--	--	--

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

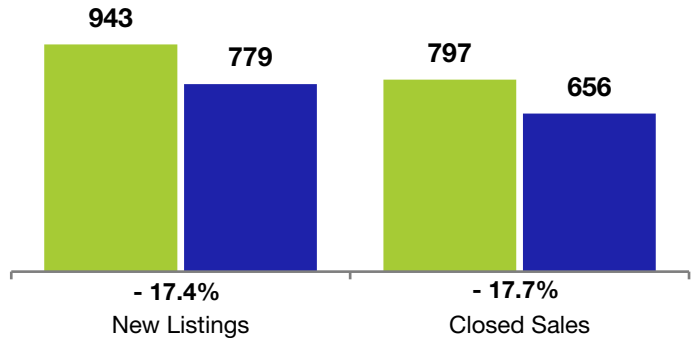
September

■ 2020 ■ 2021

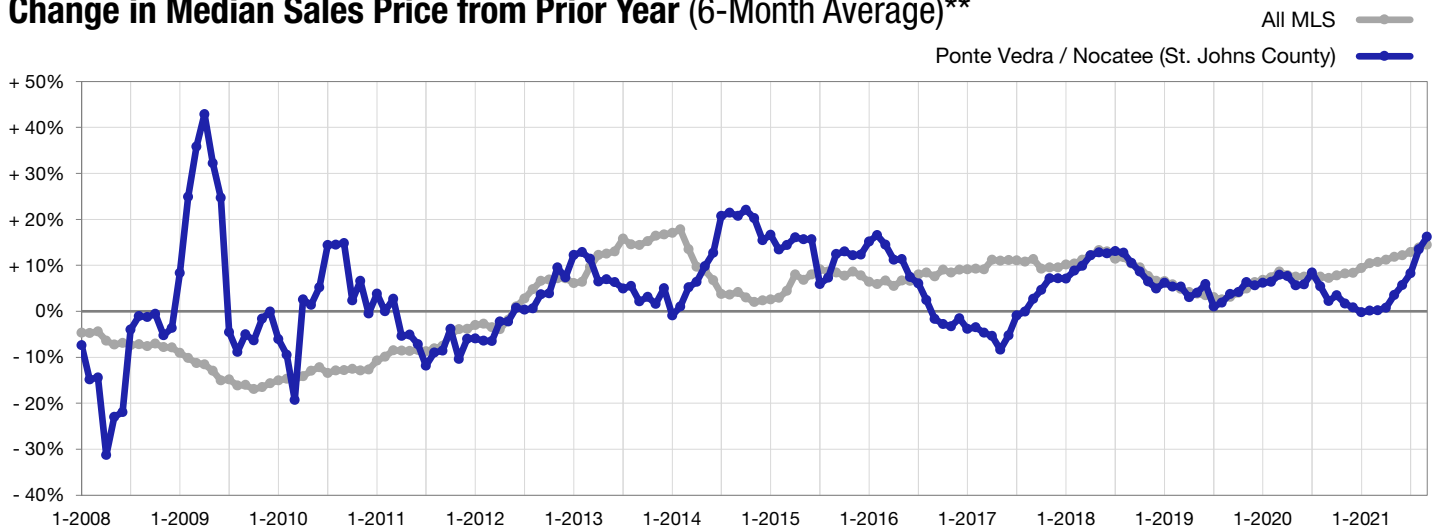


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



St. Johns County - NW

Region 30

+ 10.6%

- 26.4%

+ 28.4%

Change in
New Listings

Change in
Closed Sales

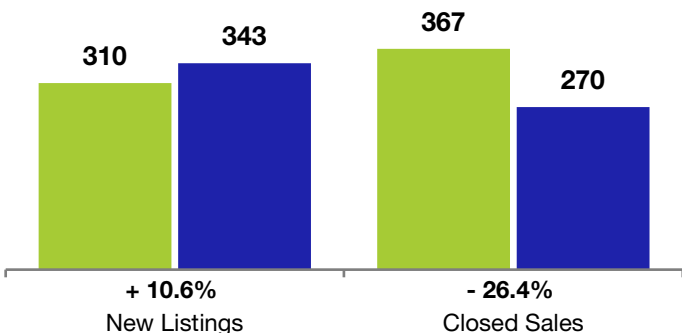
Change in
Median Sales Price

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	310	343	+ 10.6%	3,379	3,215	- 4.9%
Closed Sales	367	270	- 26.4%	2,859	2,921	+ 2.2%
Median Sales Price*	\$340,000	\$436,618	+ 28.4%	\$341,990	\$400,000	+ 17.0%
Percent of Original List Price Received*	98.4%	100.9%	+ 2.5%	97.6%	101.4%	+ 3.9%
Percent of Properties Sold Over List Price*	15.8%	45.4%	+ 187.3%	12.7%	42.2%	+ 232.3%
Days on Market Until Sale	57	26	- 54.4%	74	37	- 50.0%
Inventory of Homes for Sale	637	396	- 37.8%	--	--	--
Months Supply of Inventory	2.0	1.2	- 40.0%	--	--	--

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

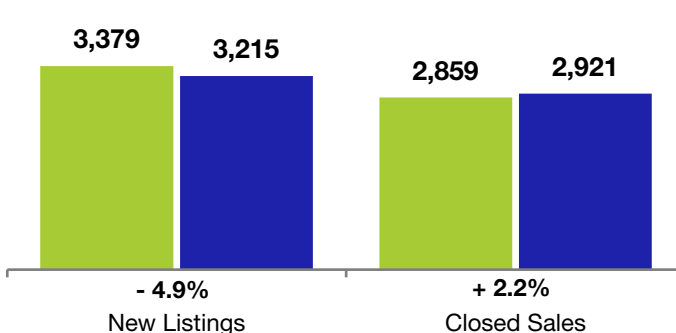
September

■ 2020 ■ 2021

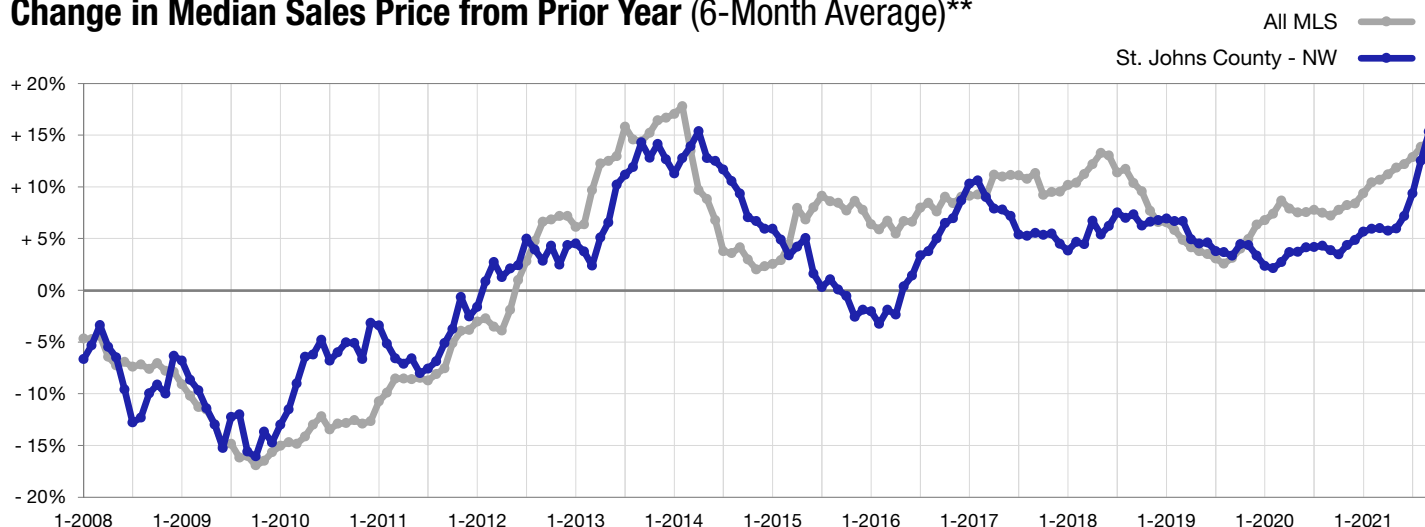


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



St. Johns County - NE

Region 31

+ 3.4%

Change in
New Listings

- 10.8%

Change in
Closed Sales

+ 35.1%

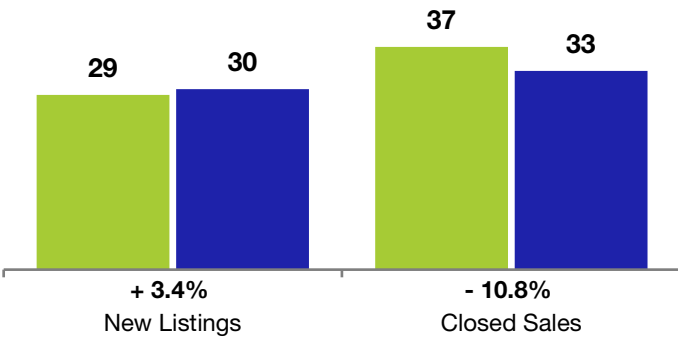
Change in
Median Sales Price

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	29	30	+ 3.4%	334	321	- 3.9%
Closed Sales	37	33	- 10.8%	271	320	+ 18.1%
Median Sales Price*	\$385,000	\$520,000	+ 35.1%	\$368,750	\$450,750	+ 22.2%
Percent of Original List Price Received*	97.9%	98.3%	+ 0.4%	96.9%	99.6%	+ 2.8%
Percent of Properties Sold Over List Price*	5.4%	27.3%	+ 405.6%	8.1%	30.6%	+ 277.8%
Days on Market Until Sale	74	33	- 55.4%	92	44	- 52.2%
Inventory of Homes for Sale	85	39	- 54.1%	--	--	--
Months Supply of Inventory	2.8	1.2	- 57.1%	--	--	--

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

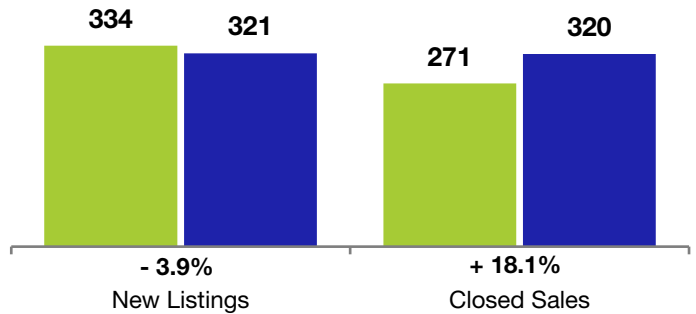
September

■ 2020 ■ 2021

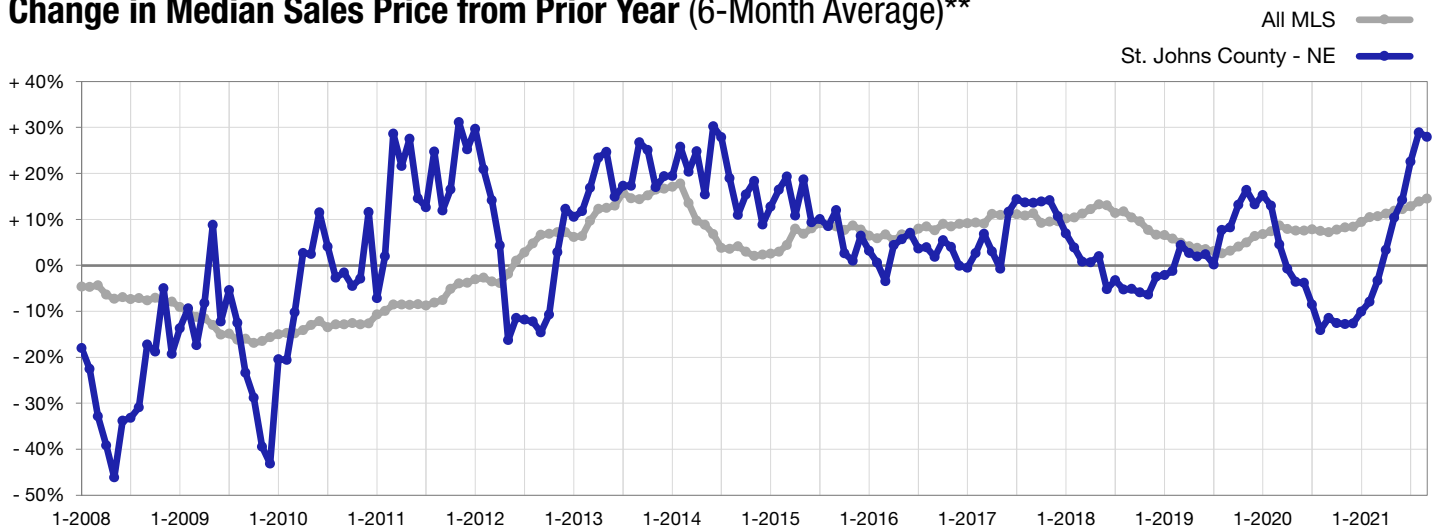


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



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

- 8.3%

Change in
New Listings

- 20.6%

Change in
Closed Sales

+ 63.1%

Change in
Median Sales Price

Region 32

September

Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	24	22	- 8.3%	299	273	- 8.7%
Closed Sales	34	27	- 20.6%	214	268	+ 25.2%
Median Sales Price*	\$309,025	\$504,000	+ 63.1%	\$331,600	\$425,000	+ 28.2%
Percent of Original List Price Received*	96.4%	96.9%	+ 0.5%	94.6%	96.9%	+ 2.4%
Percent of Properties Sold Over List Price*	2.9%	18.5%	+ 537.9%	7.5%	16.8%	+ 124.0%
Days on Market Until Sale	108	47	- 56.5%	109	84	- 22.9%
Inventory of Homes for Sale	125	50	- 60.0%	--	--	--
Months Supply of Inventory	5.4	1.6	- 70.4%	--	--	--

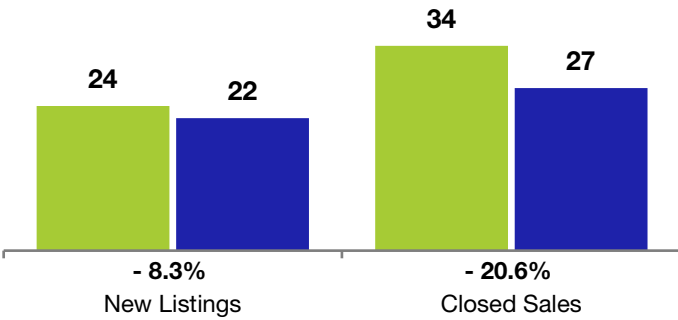
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

September

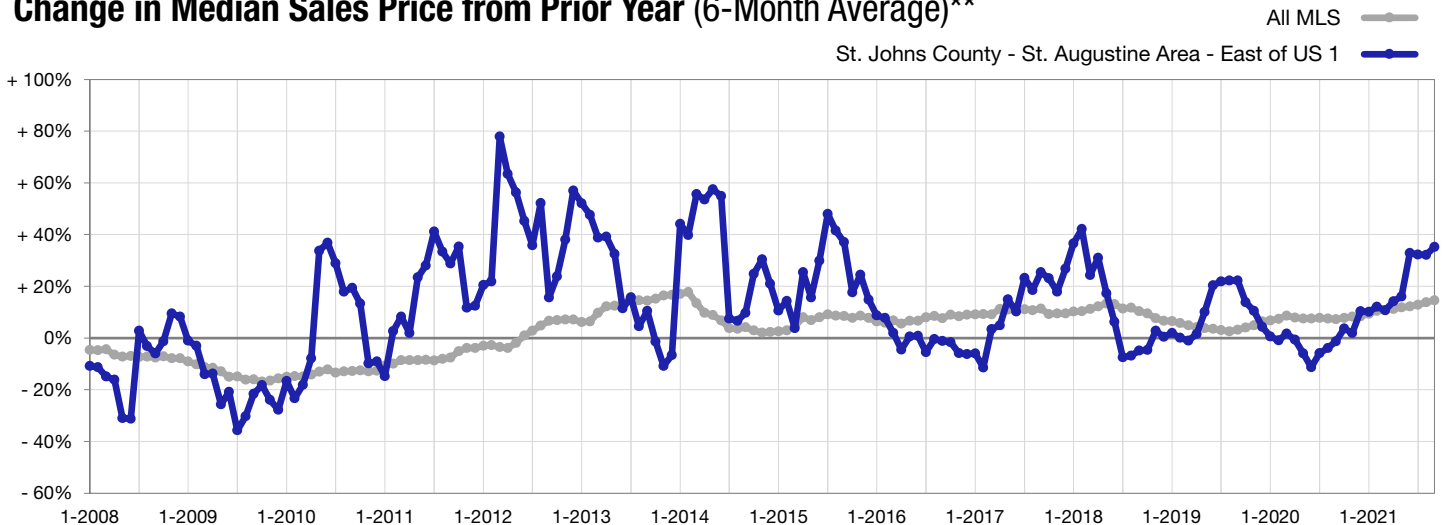
■ 2020 ■ 2021

Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



St. Johns County - SE

Region 33

+ 16.0%

- 35.4%

+ 18.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

September

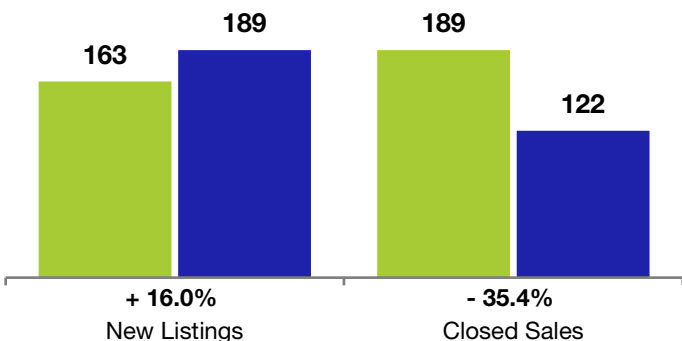
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	163	189	+ 16.0%	1,500	1,603	+ 6.9%
Closed Sales	189	122	- 35.4%	1,239	1,261	+ 1.8%
Median Sales Price*	\$290,000	\$342,487	+ 18.1%	\$270,000	\$322,424	+ 19.4%
Percent of Original List Price Received*	96.0%	99.3%	+ 3.4%	95.6%	98.7%	+ 3.2%
Percent of Properties Sold Over List Price*	6.9%	32.0%	+ 363.8%	5.6%	27.6%	+ 392.9%
Days on Market Until Sale	81	27	- 66.7%	86	46	- 46.5%
Inventory of Homes for Sale	408	293	- 28.2%	--	--	--
Months Supply of Inventory	2.9	1.9	- 34.5%	--	--	--

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

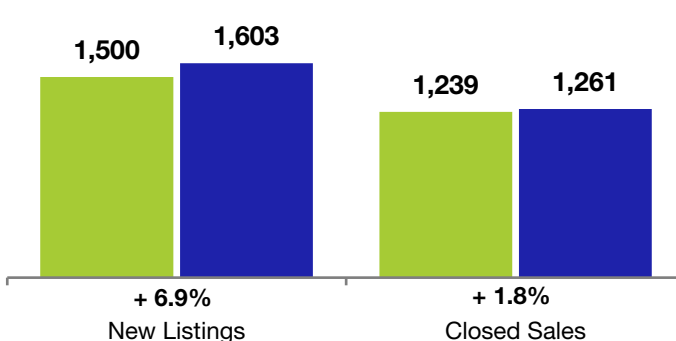
September

■ 2020 ■ 2021

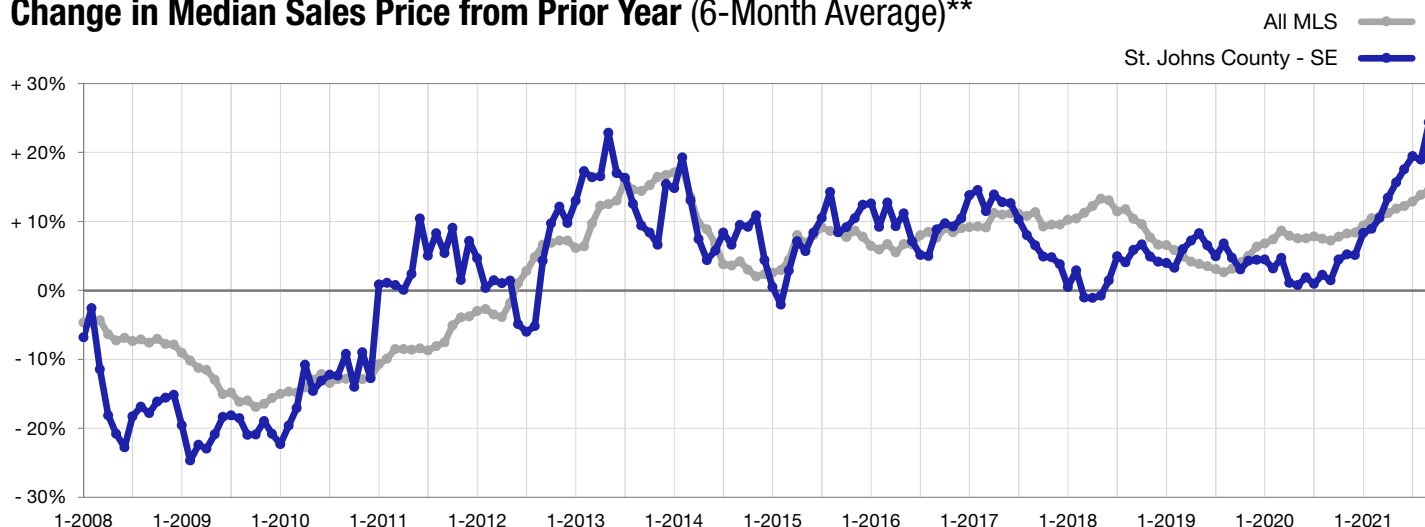


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



St. Johns County - SW

Region 34

- 25.0% **+ 37.5%** **+ 4.3%**

Change in
New Listings

Change in
Closed Sales

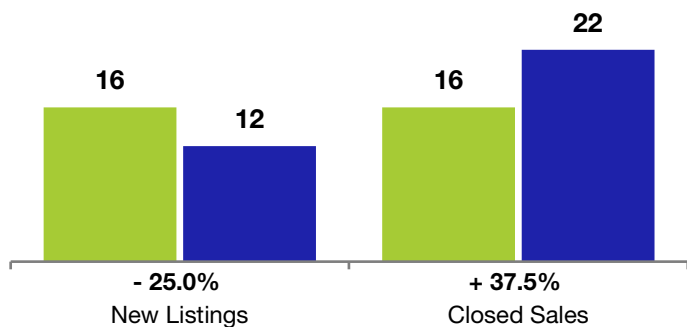
Change in
Median Sales Price

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	16	12	- 25.0%	152	156	+ 2.6%
Closed Sales	16	22	+ 37.5%	97	137	+ 41.2%
Median Sales Price*	\$258,450	\$269,500	+ 4.3%	\$240,000	\$275,000	+ 14.6%
Percent of Original List Price Received*	93.4%	95.3%	+ 2.0%	94.4%	96.9%	+ 2.6%
Percent of Properties Sold Over List Price*	0.0%	18.2%	--	7.2%	26.3%	+ 265.3%
Days on Market Until Sale	88	49	- 44.3%	79	62	- 21.5%
Inventory of Homes for Sale	57	37	- 35.1%	--	--	--
Months Supply of Inventory	5.5	2.4	- 56.4%	--	--	--

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

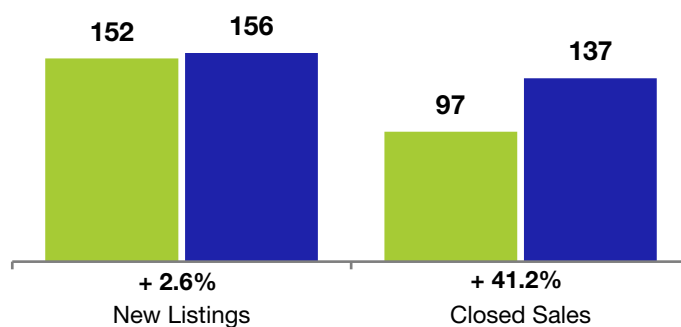
September

■ 2020 ■ 2021

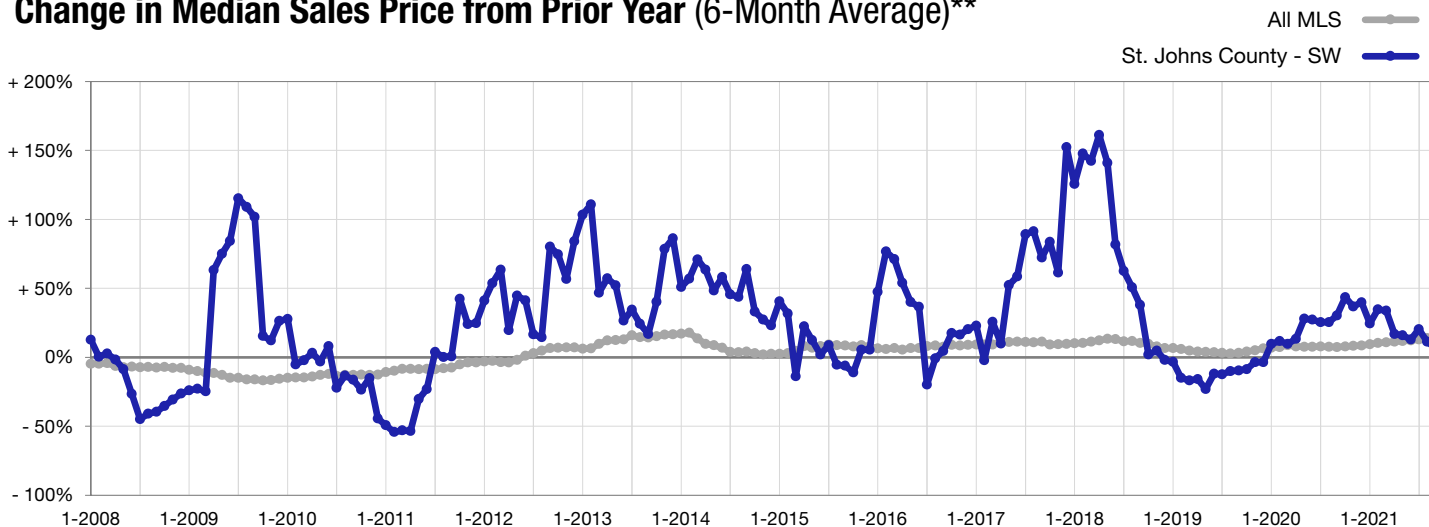


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



Putnam County NE

+ 13.3%

Change in
New Listings

+ 10.5%

Change in
Closed Sales

+ 28.4%

Change in
Median Sales Price

Region 56

September

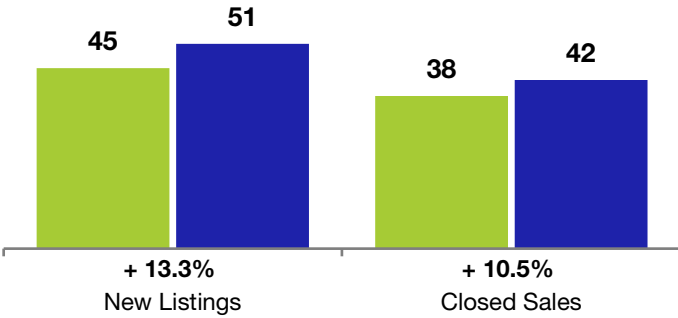
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	45	51	+ 13.3%	370	466	+ 25.9%
Closed Sales	38	42	+ 10.5%	300	354	+ 18.0%
Median Sales Price*	\$144,750	\$185,900	+ 28.4%	\$140,000	\$165,000	+ 17.9%
Percent of Original List Price Received*	92.1%	95.2%	+ 3.4%	91.7%	94.9%	+ 3.5%
Percent of Properties Sold Over List Price*	13.2%	16.7%	+ 26.5%	14.0%	20.9%	+ 49.3%
Days on Market Until Sale	77	40	- 48.1%	94	64	- 31.9%
Inventory of Homes for Sale	126	111	- 11.9%	--	--	--
Months Supply of Inventory	3.6	2.8	- 22.2%	--	--	--

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

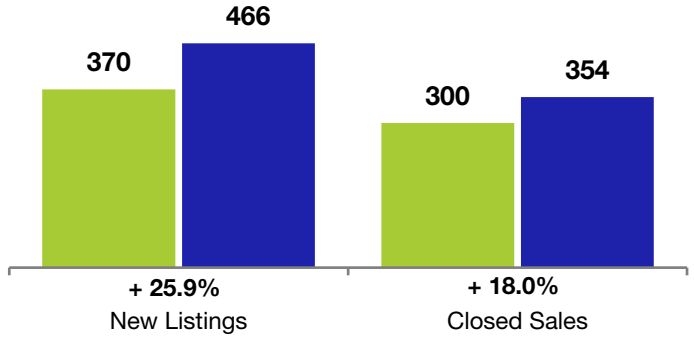
September

■ 2020 ■ 2021

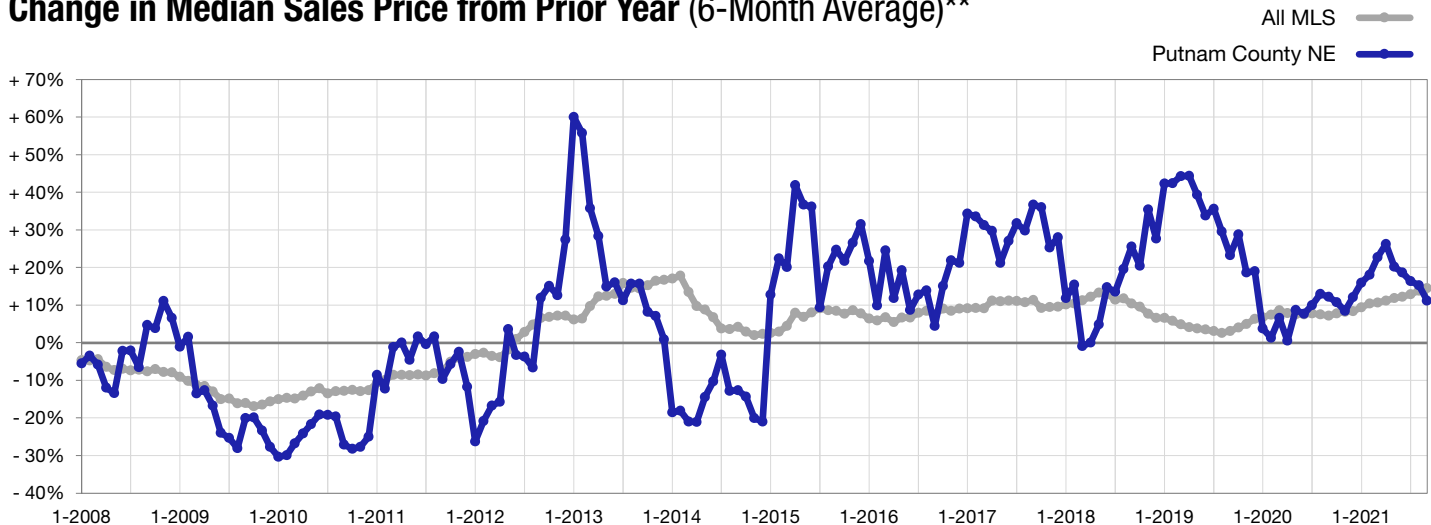


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



Putnam County - West

Region 57

0.0%

- 32.3%

+ 28.9%

Change in
New Listings

Change in
Closed Sales

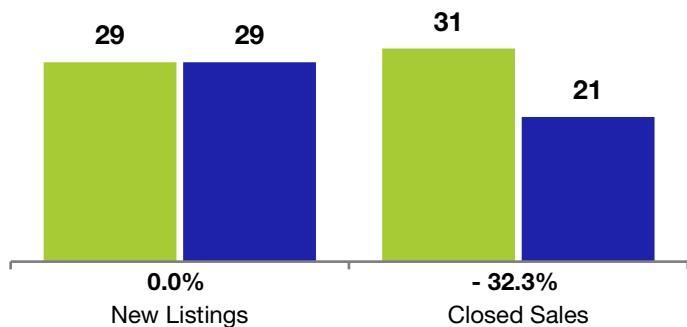
Change in
Median Sales Price

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	29	29	0.0%	255	288	+ 12.9%
Closed Sales	31	21	- 32.3%	191	228	+ 19.4%
Median Sales Price*	\$117,950	\$152,000	+ 28.9%	\$93,496	\$114,900	+ 22.9%
Percent of Original List Price Received*	89.5%	99.2%	+ 10.8%	89.2%	93.5%	+ 4.8%
Percent of Properties Sold Over List Price*	10.0%	23.8%	+ 138.0%	10.6%	16.3%	+ 53.8%
Days on Market Until Sale	79	75	- 5.1%	101	57	- 43.6%
Inventory of Homes for Sale	88	78	- 11.4%	--	--	--
Months Supply of Inventory	3.9	3.1	- 20.5%	--	--	--

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

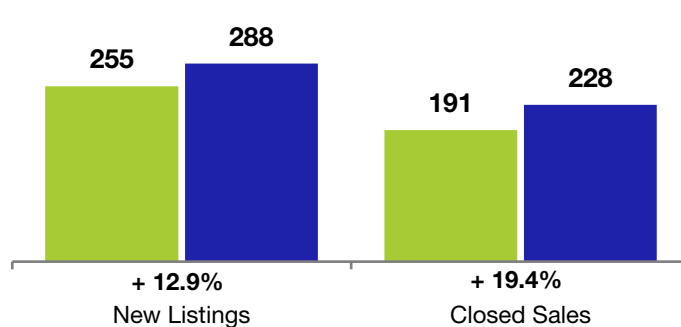
September

■ 2020 ■ 2021

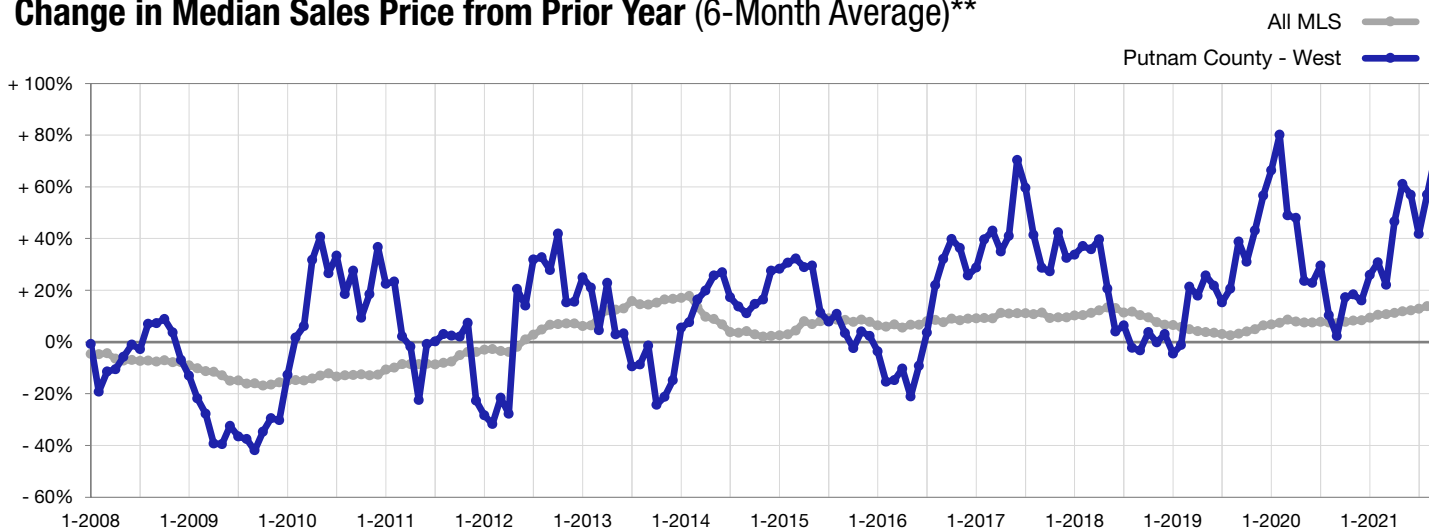


Year to Date

■ 2020 ■ 2021



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



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

Local Market Update – September 2021

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



Putnam County - South

Region 58

+ 8.3%

0.0%

+ 27.1%

Change in
New Listings

Change in
Closed Sales

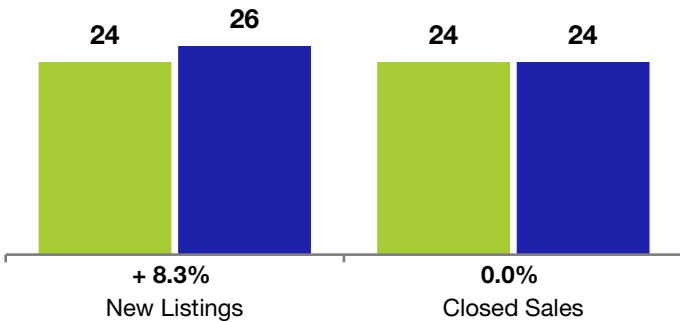
Change in
Median Sales Price

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	24	26	+ 8.3%	232	252	+ 8.6%
Closed Sales	24	24	0.0%	190	206	+ 8.4%
Median Sales Price*	\$162,500	\$206,490	+ 27.1%	\$123,250	\$167,450	+ 35.9%
Percent of Original List Price Received*	91.1%	94.2%	+ 3.4%	89.5%	93.0%	+ 3.9%
Percent of Properties Sold Over List Price*	8.3%	4.2%	- 49.4%	6.4%	11.2%	+ 75.0%
Days on Market Until Sale	197	52	- 73.6%	125	72	- 42.4%
Inventory of Homes for Sale	89	51	- 42.7%	--	--	--
Months Supply of Inventory	4.3	2.2	- 48.8%	--	--	--

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

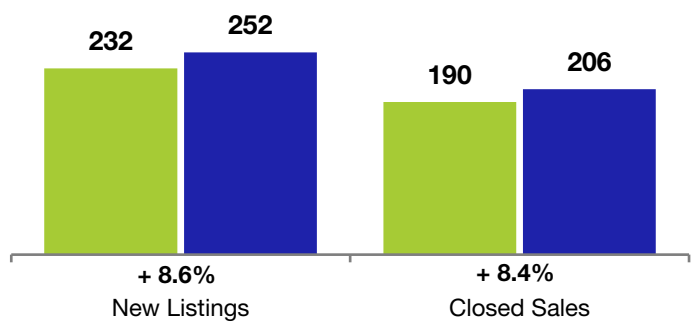
September

■ 2020 ■ 2021

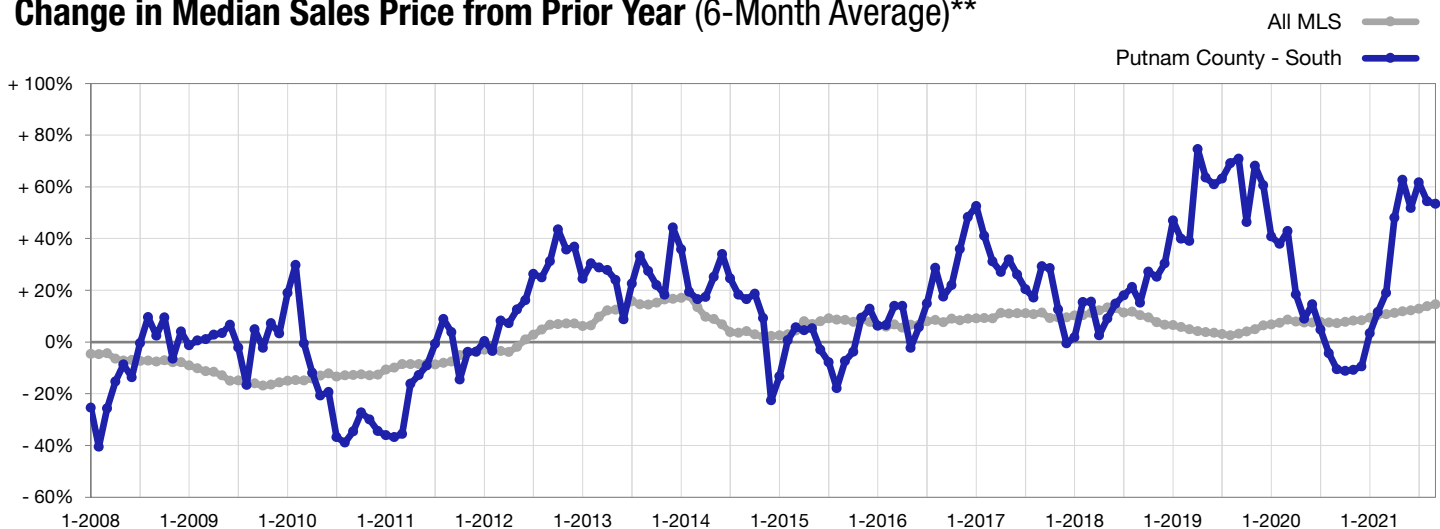


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



Baker County

- 5.7%

Change in
New Listings

- 12.9%

Change in
Closed Sales

+ 18.9%

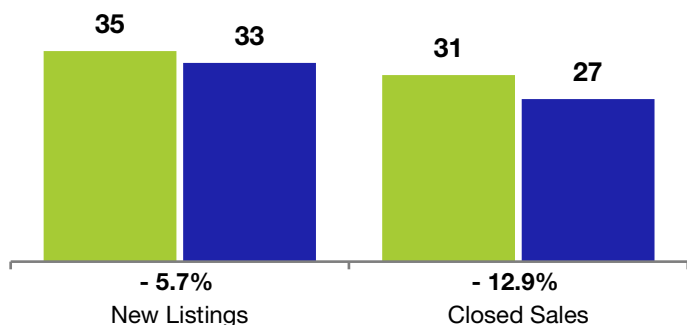
Change in
Median Sales Price

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	35	33	- 5.7%	287	317	+ 10.5%
Closed Sales	31	27	- 12.9%	220	255	+ 15.9%
Median Sales Price*	\$238,900	\$284,000	+ 18.9%	\$215,000	\$254,900	+ 18.6%
Percent of Original List Price Received*	96.3%	95.0%	- 1.3%	96.1%	97.9%	+ 1.9%
Percent of Properties Sold Over List Price*	12.9%	11.1%	- 14.0%	13.6%	24.3%	+ 78.7%
Days on Market Until Sale	50	42	- 16.0%	71	50	- 29.6%
Inventory of Homes for Sale	69	58	- 15.9%	--	--	--
Months Supply of Inventory	2.7	2.0	- 25.9%	--	--	--

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

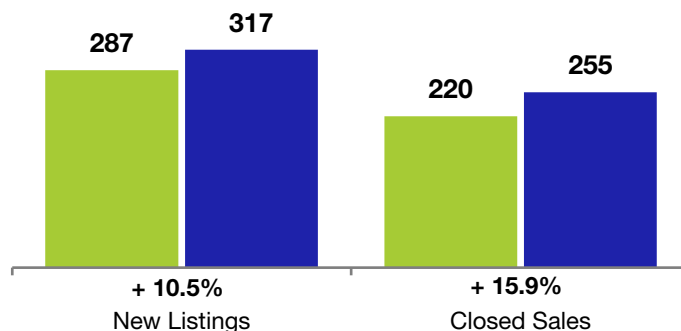
September

■ 2020 ■ 2021

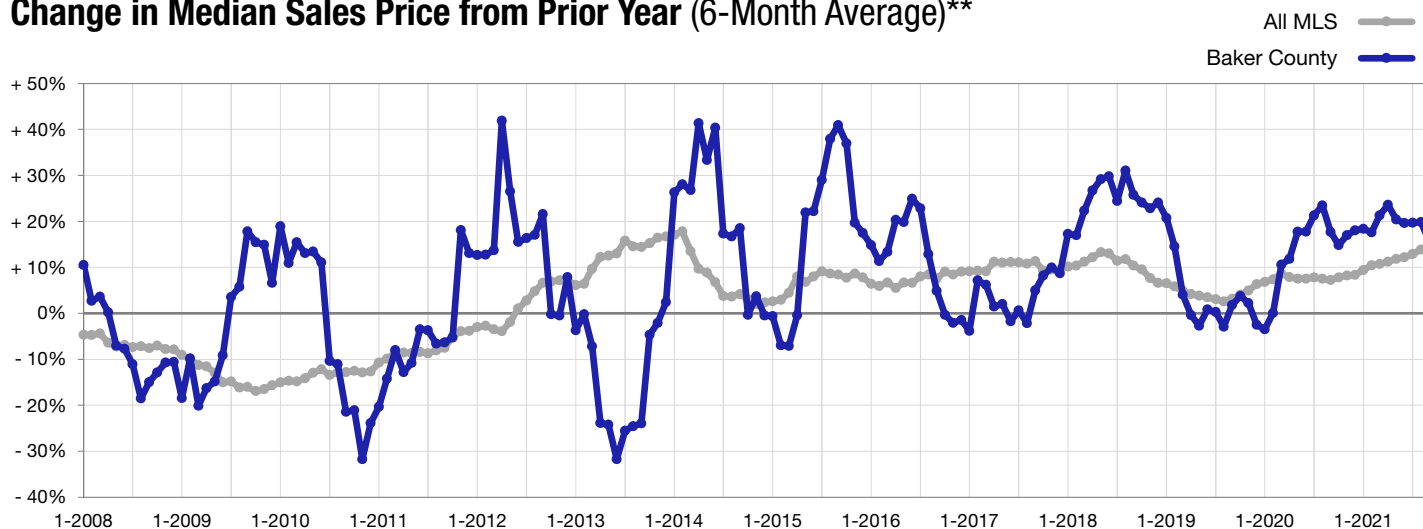


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



Clay County

+ 6.0%

Change in
New Listings

- 6.5%

Change in
Closed Sales

+ 23.1%

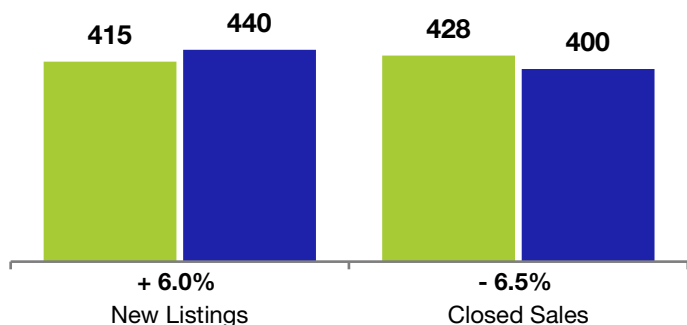
Change in
Median Sales Price

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	415	440	+ 6.0%	3,830	4,235	+ 10.6%
Closed Sales	428	400	- 6.5%	3,254	3,644	+ 12.0%
Median Sales Price*	\$240,000	\$295,500	+ 23.1%	\$233,000	\$275,450	+ 18.2%
Percent of Original List Price Received*	98.2%	99.6%	+ 1.4%	97.3%	99.9%	+ 2.7%
Percent of Properties Sold Over List Price*	17.6%	41.5%	+ 135.8%	17.4%	42.0%	+ 141.4%
Days on Market Until Sale	57	28	- 50.9%	63	32	- 49.2%
Inventory of Homes for Sale	702	477	- 32.1%	--	--	--
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.

September

■ 2020 ■ 2021

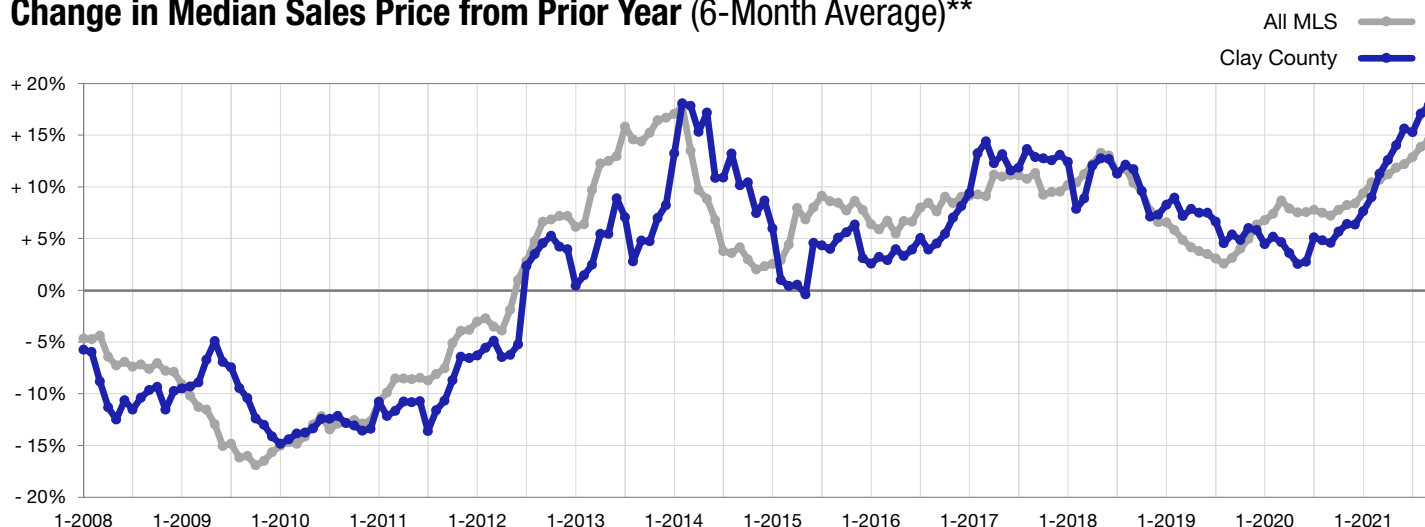


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



Duval County

+ 6.3%

- 7.4%

+ 20.6%

Change in
New Listings

Change in
Closed Sales

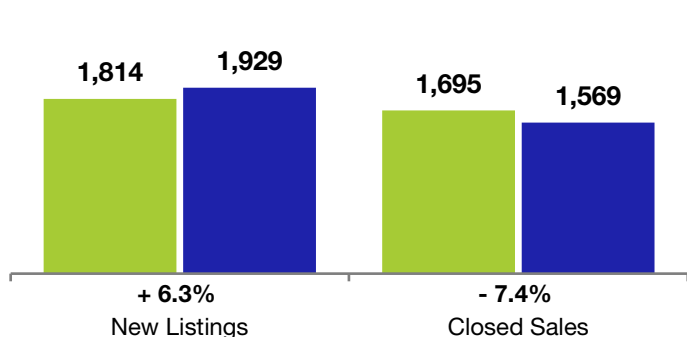
Change in
Median Sales Price

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	1,814	1,929	+ 6.3%	16,810	18,507	+ 10.1%
Closed Sales	1,695	1,569	- 7.4%	13,449	15,707	+ 16.8%
Median Sales Price*	\$228,000	\$275,000	+ 20.6%	\$223,990	\$255,000	+ 13.8%
Percent of Original List Price Received*	97.4%	98.7%	+ 1.3%	96.4%	99.2%	+ 2.9%
Percent of Properties Sold Over List Price*	20.2%	35.5%	+ 75.7%	16.9%	35.3%	+ 108.9%
Days on Market Until Sale	54	30	- 44.4%	58	36	- 37.9%
Inventory of Homes for Sale	3,362	2,483	- 26.1%	--	--	--
Months Supply of Inventory	2.2	1.4	- 36.4%	--	--	--

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

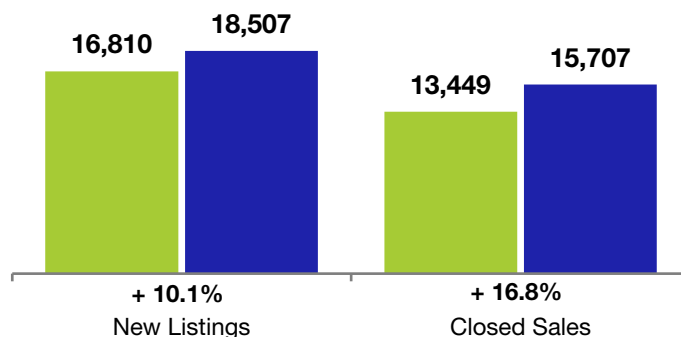
September

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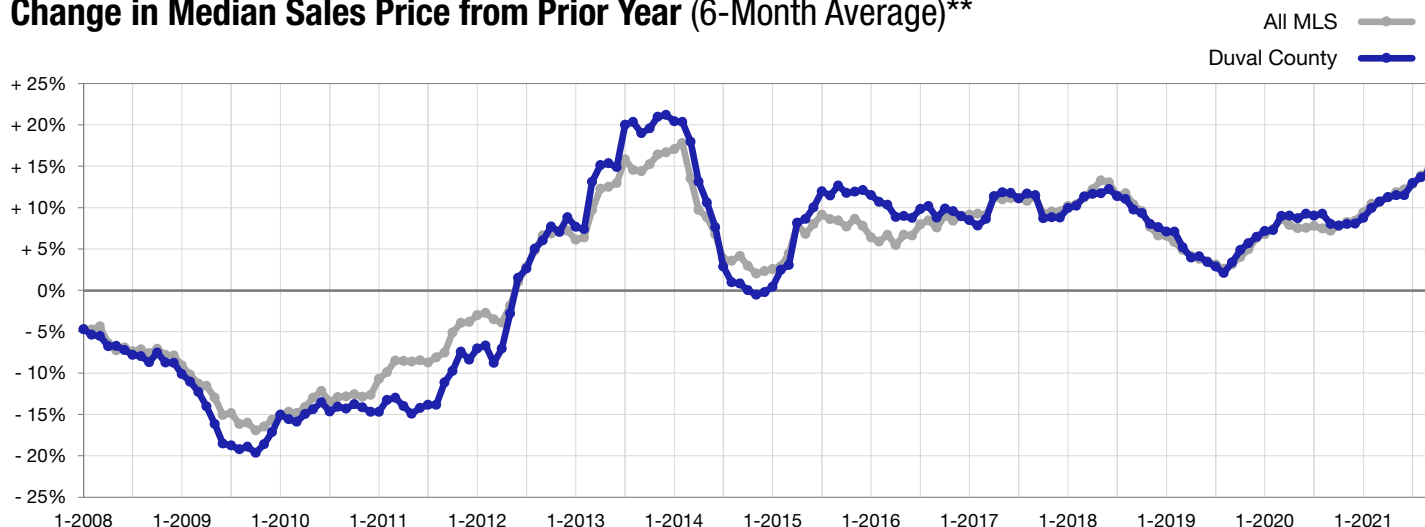


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



Nassau County

+ 22.8%

- 8.3%

+ 8.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

September

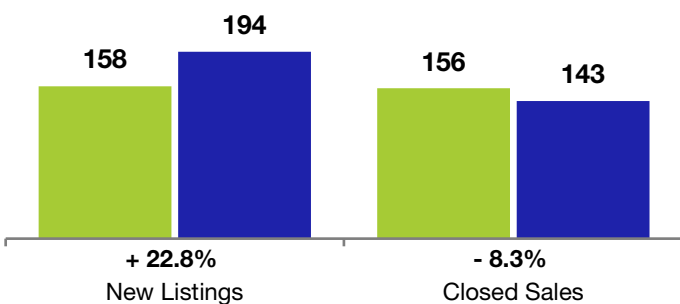
Year to Date

	2020	2021	+ / -	2020	2021	+ / -
New Listings	158	194	+ 22.8%	1,485	1,596	+ 7.5%
Closed Sales	156	143	- 8.3%	1,195	1,274	+ 6.6%
Median Sales Price*	\$312,500	\$340,000	+ 8.8%	\$285,000	\$336,778	+ 18.2%
Percent of Original List Price Received*	96.6%	99.8%	+ 3.3%	96.4%	99.1%	+ 2.8%
Percent of Properties Sold Over List Price*	15.4%	29.4%	+ 90.9%	12.6%	26.9%	+ 113.5%
Days on Market Until Sale	65	32	- 50.8%	81	44	- 45.7%
Inventory of Homes for Sale	346	270	- 22.0%	--	--	--
Months Supply of Inventory	2.5	1.8	- 28.0%	--	--	--

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

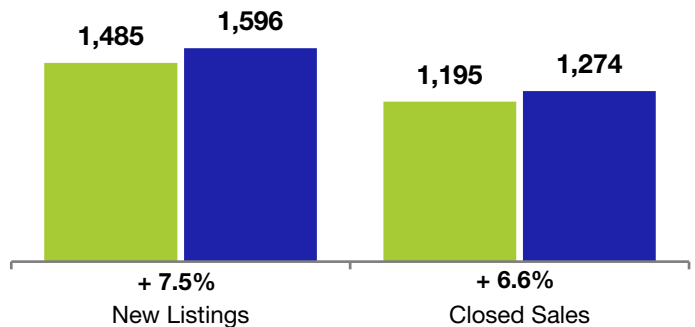
September

■ 2020 ■ 2021

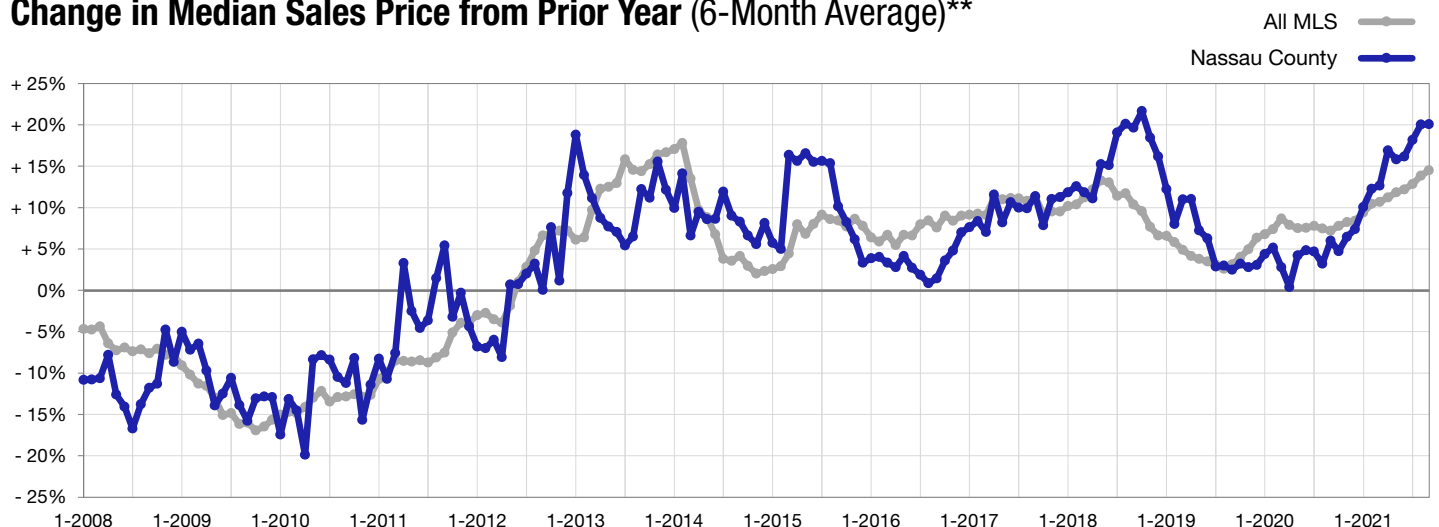


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



Putnam County

+ 9.3%

Change in
New Listings

- 5.4%

Change in
Closed Sales

+ 34.1%

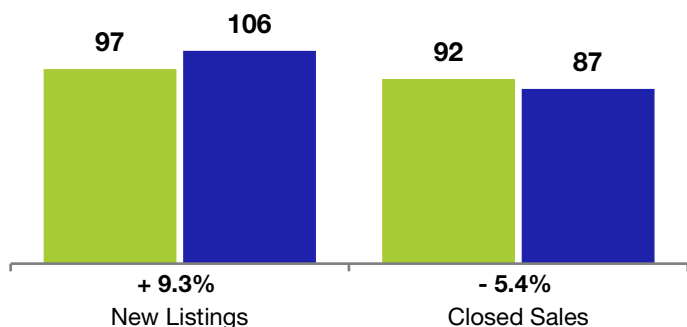
Change in
Median Sales Price

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	97	106	+ 9.3%	851	1,005	+ 18.1%
Closed Sales	92	87	- 5.4%	676	787	+ 16.4%
Median Sales Price*	\$138,000	\$185,000	+ 34.1%	\$128,250	\$153,000	+ 19.3%
Percent of Original List Price Received*	90.9%	95.8%	+ 5.4%	90.3%	94.0%	+ 4.1%
Percent of Properties Sold Over List Price*	9.9%	14.9%	+ 50.5%	10.7%	17.0%	+ 58.9%
Days on Market Until Sale	110	52	- 52.7%	105	64	- 39.0%
Inventory of Homes for Sale	301	242	- 19.6%	--	--	--
Months Supply of Inventory	3.9	2.8	- 28.2%	--	--	--

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

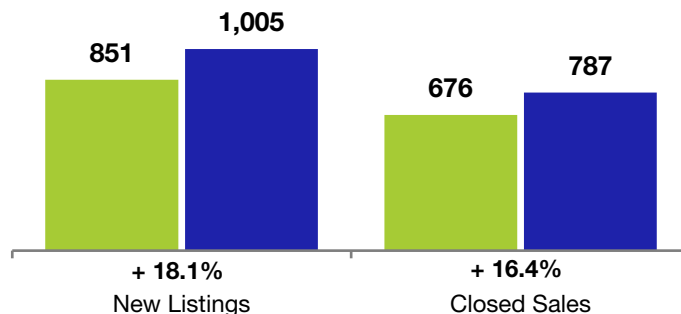
September

■ 2020 ■ 2021

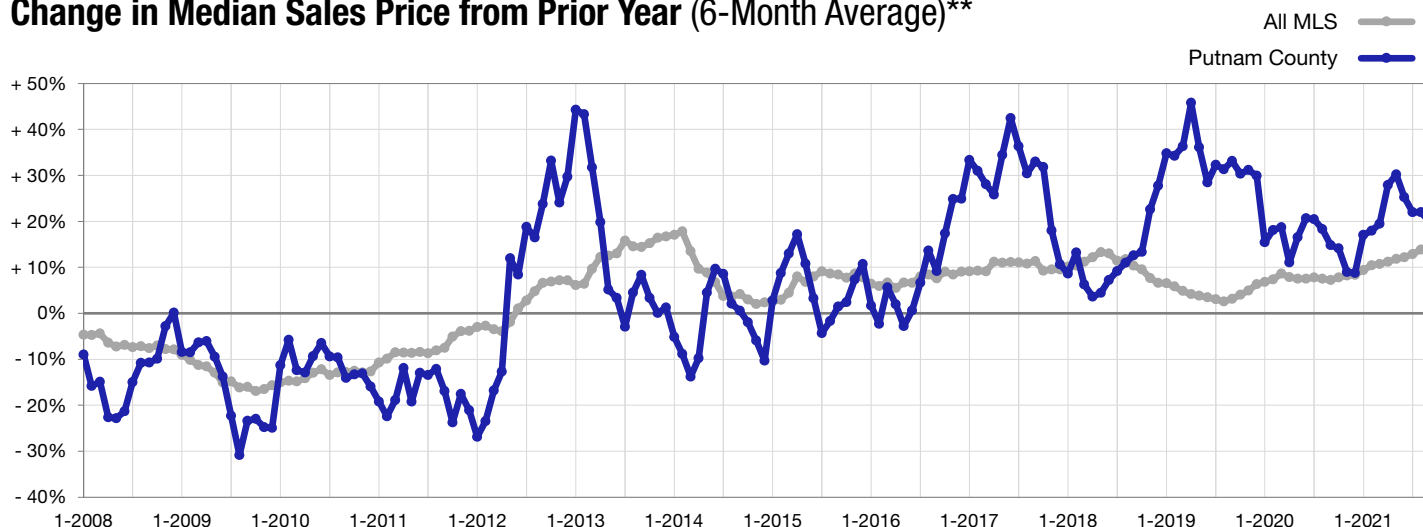


Year to Date

■ 2020 ■ 2021



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



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Local Market Update – September 2021

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



St. Johns County

+ 2.3%

Change in
New Listings

- 30.6%

Change in
Closed Sales

+ 22.7%

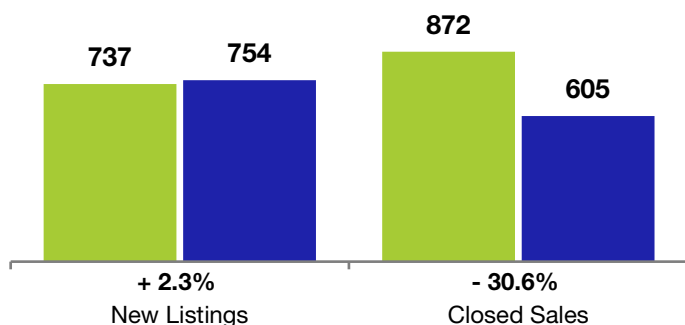
Change in
Median Sales Price

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	737	754	+ 2.3%	7,685	7,295	- 5.1%
Closed Sales	872	605	- 30.6%	6,360	6,447	+ 1.4%
Median Sales Price*	\$358,526	\$440,000	+ 22.7%	\$350,000	\$411,500	+ 17.6%
Percent of Original List Price Received*	97.3%	99.9%	+ 2.7%	96.8%	100.3%	+ 3.6%
Percent of Properties Sold Over List Price*	11.2%	38.2%	+ 241.1%	10.3%	36.3%	+ 252.4%
Days on Market Until Sale	73	28	- 61.6%	81	42	- 48.1%
Inventory of Homes for Sale	1,757	1,026	- 41.6%	--	--	--
Months Supply of Inventory	2.5	1.4	- 44.0%	--	--	--

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

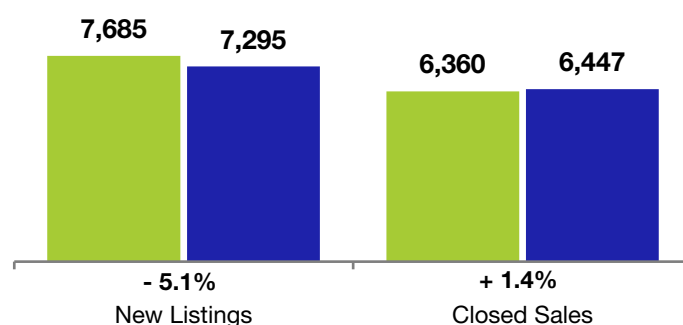
September

■ 2020 ■ 2021

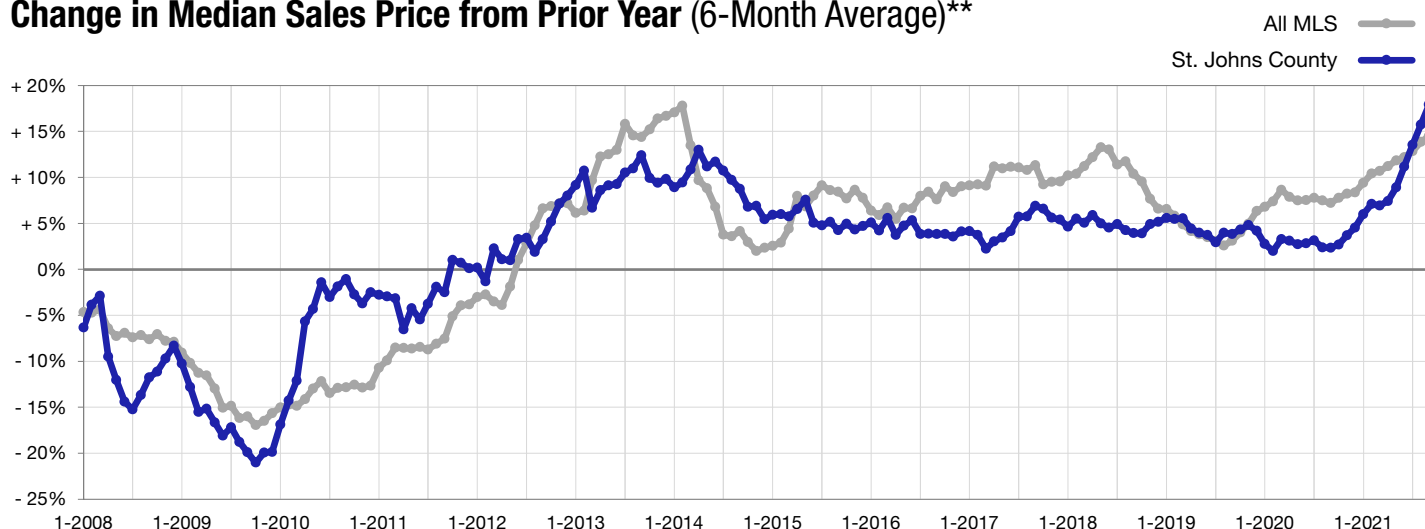


Year to Date

■ 2020 ■ 2021



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



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