

# 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.

## October 2020

October continued to be busier than the calendar normally suggests. Buyer activity remains higher than normal for this time of year, while in many segments of the market housing supply remains much lower than one year ago. Multiple offers remain a common occurrence in many areas, keeping housing hot while the temperatures continue to fall.

New Listings in the Northeast Florida region decreased 3.4 percent to 3,469. Pending Sales were up 18.8 percent to 3,145. Inventory levels fell 39.6 percent to 5,889 units.

Prices continued to gain traction. The Median Sales Price increased 11.7 percent to \$262,500. Days on Market was down 7.7 percent to 60 days. Sellers were encouraged as Months Supply of Inventory was down 45.9 percent to 2.0 months.

Mortgage rates dropped to new record lows again in October, helping to offset the monthly mortgage payment increases caused by the rise in home prices seen in many segments of the market across the country. While prices often dip a bit in the winter months, continued buyer demand may temper any price retreats this year.

## Quick Facts

**+ 24.8%**      **+ 11.7%**      **- 39.6%**

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

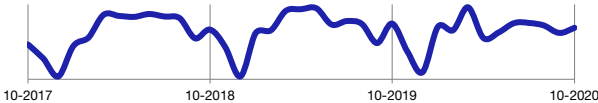

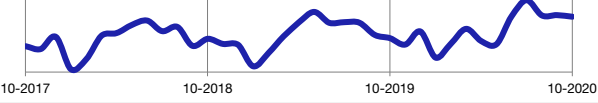
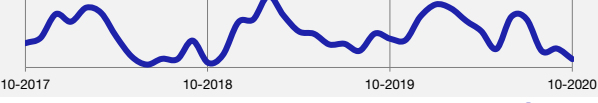
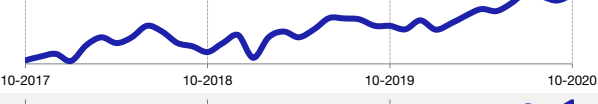

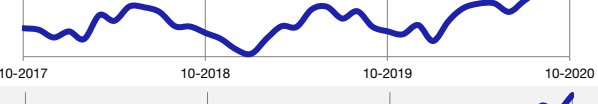
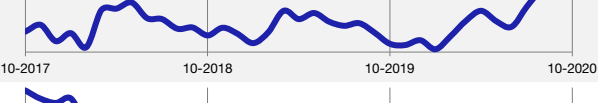
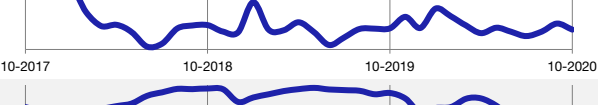


Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days On Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Percent of Properties Sold Over List Price	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
Housing Supply Overview Report	14

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



# Market Overview

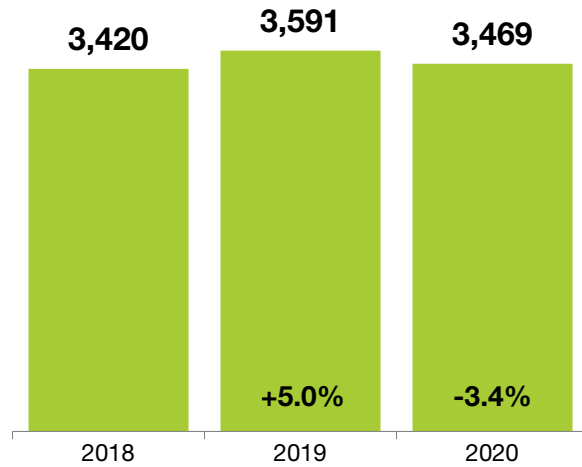
Key market metrics for the current month and year-to-date.

Key Metrics	Historical Sparklines	10-2019	10-2020	+/-	YTD 2019	YTD 2020	+/-
<b>New Listings</b>		3,591	<b>3,469</b>	- 3.4%	36,168	<b>35,028</b>	- 3.2%
<b>Pending Sales</b>		2,647	<b>3,145</b>	+ 18.8%	27,970	<b>30,881</b>	+ 10.4%
<b>Closed Sales</b>		2,566	<b>3,203</b>	+ 24.8%	27,150	<b>28,688</b>	+ 5.7%
<b>Days on Market Until Sale</b>		65	<b>60</b>	- 7.7%	67	<b>67</b>	0.0%
<b>Median Sales Price</b>		\$235,000	<b>\$262,500</b>	+ 11.7%	\$232,500	<b>\$251,900</b>	+ 8.3%
<b>Average Sales Price</b>		\$272,612	<b>\$328,891</b>	+ 20.6%	\$275,571	<b>\$305,856</b>	+ 11.0%
<b>Percent of Original List Price Received</b>		95.4%	<b>97.2%</b>	+ 1.9%	95.7%	<b>96.5%</b>	+ 0.8%
<b>Percent of Properties Sold Over List Price</b>		11.7%	<b>18.7%</b>	+ 59.8%	13.7%	<b>15.3%</b>	+ 11.7%
<b>Housing Affordability Index</b>		137	<b>137</b>	0.0%	139	<b>142</b>	+ 2.2%
<b>Inventory of Homes for Sale</b>		9,748	<b>5,889</b>	- 39.6%	--	--	--
<b>Months Supply of Homes for Sale</b>		3.7	<b>2.0</b>	- 45.9%	--	--	--

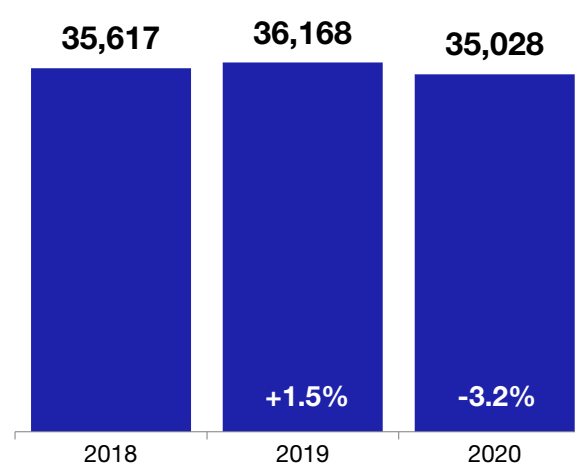
# New Listings

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

## October



## Year To Date



Month	Prior Year	Current Year	+ / -
November 2019	2,918	2,772	-5.0%
December 2019	2,063	2,185	+5.9%
January 2020	3,317	3,502	+5.6%
February 2020	3,397	3,401	+0.1%
March 2020	3,966	4,068	+2.6%
April 2020	4,008	3,179	-20.7%
May 2020	4,043	3,330	-17.6%
June 2020	3,562	3,608	+1.3%
July 2020	3,667	3,617	-1.4%
August 2020	3,586	3,534	-1.5%
September 2020	3,031	3,320	+9.5%
<b>October 2020</b>	<b>3,591</b>	<b>3,469</b>	<b>-3.4%</b>
12-Month Avg	3,429	3,332	-2.8%

## Historical New Listing Activity

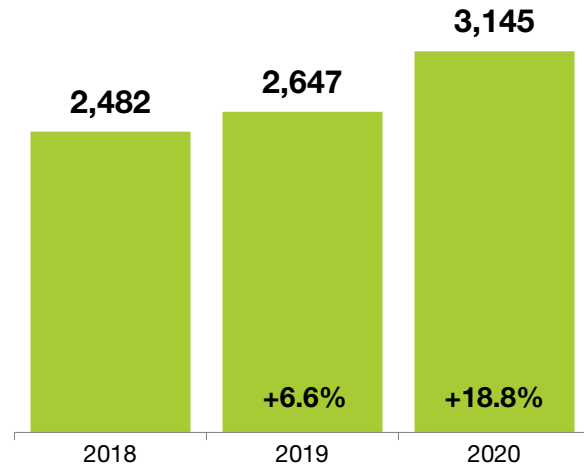


# Pending Sales

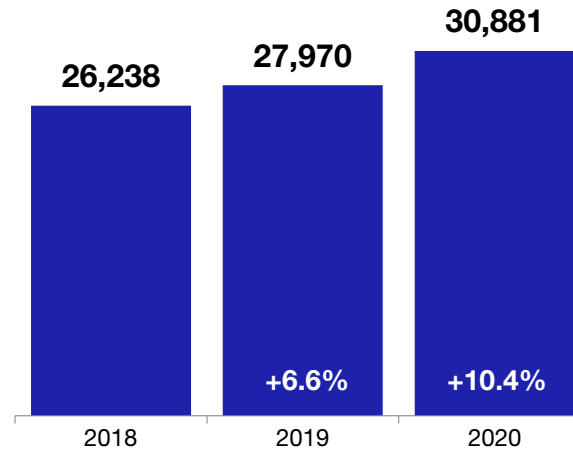
A count of the properties on which contracts have been written in a given month.



## October

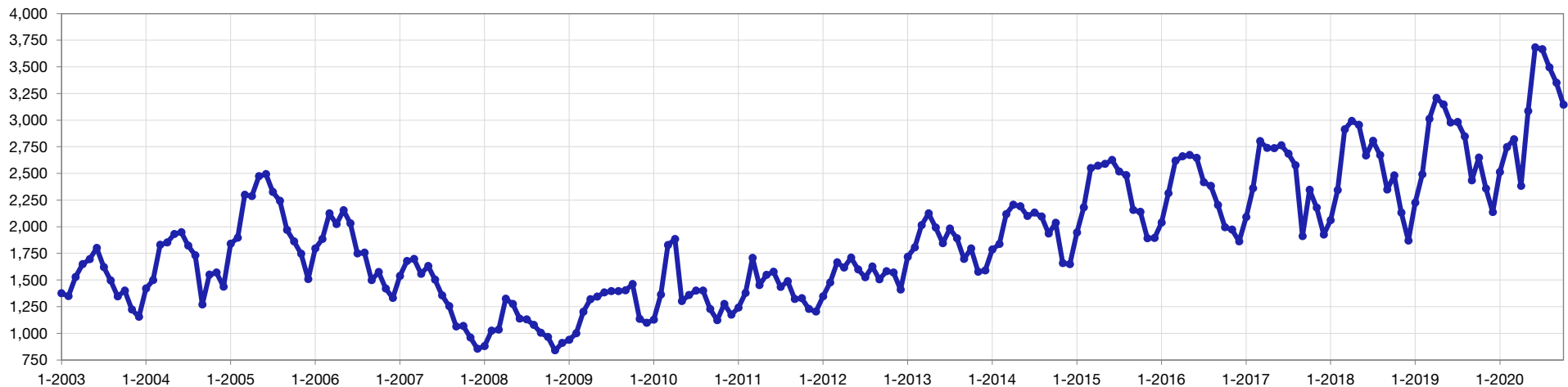


## Year To Date



Month	Prior Year	Current Year	+ / -
November 2019	2,131	2,358	+10.7%
December 2019	1,868	2,138	+14.5%
January 2020	2,226	2,512	+12.8%
February 2020	2,491	2,745	+10.2%
March 2020	3,012	2,819	-6.4%
April 2020	3,207	2,382	-25.7%
May 2020	3,146	3,085	-1.9%
June 2020	2,976	3,683	+23.8%
July 2020	2,982	3,664	+22.9%
August 2020	2,848	3,496	+22.8%
September 2020	2,435	3,350	+37.6%
<b>October 2020</b>	<b>2,647</b>	<b>3,145</b>	<b>+18.8%</b>
12-Month Avg	2,664	2,948	+10.7%

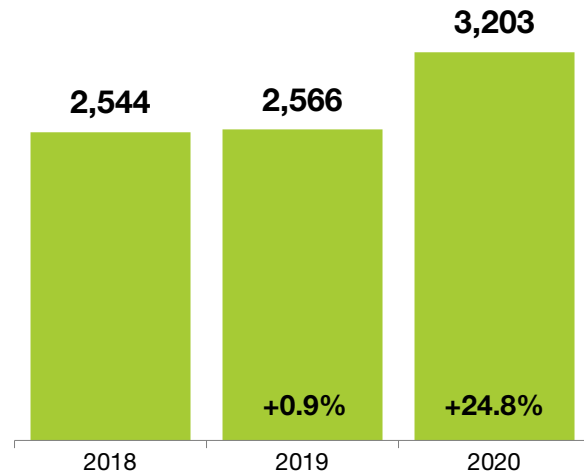
## Historical Pending Sales Activity



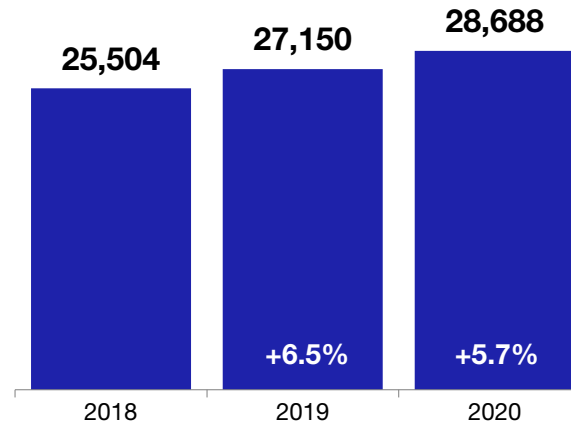
# Closed Sales

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

## October



## Year To Date



Month	Prior Year	Current Year	+ / -
November 2019	2,392	2,371	-0.9%
December 2019	2,360	2,765	+17.2%
January 2020	1,726	1,984	+14.9%
February 2020	2,123	2,393	+12.7%
March 2020	2,617	2,845	+8.7%
April 2020	3,028	2,482	-18.0%
May 2020	3,347	2,379	-28.9%
June 2020	3,024	3,211	+6.2%
July 2020	3,037	3,700	+21.8%
August 2020	3,022	3,241	+7.2%
September 2020	2,660	3,250	+22.2%
<b>October 2020</b>	<b>2,566</b>	<b>3,203</b>	<b>+24.8%</b>
12-Month Avg	2,659	2,819	+7.3%

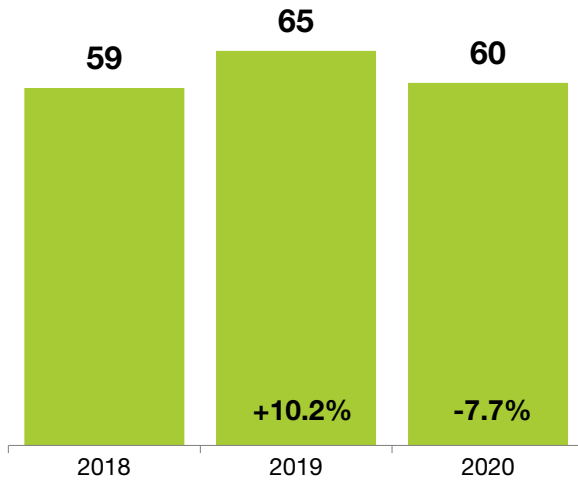
## Historical Closed Sales Activity



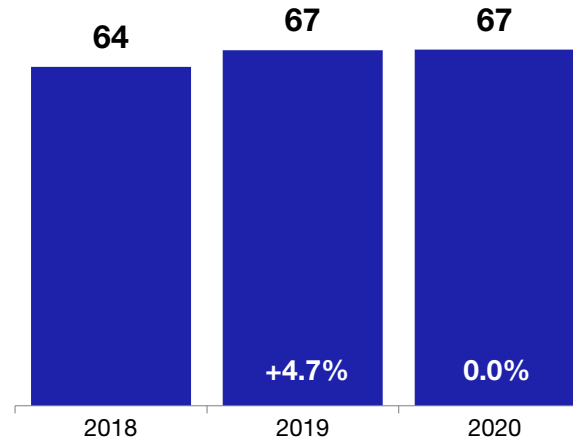
# Days on Market Until Sale

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

## October



## Year To Date



Month	Prior Year	Current Year	+ / -
November 2019	61	65	+6.6%
December 2019	69	71	+2.9%
January 2020	70	74	+5.7%
February 2020	76	73	-3.9%
March 2020	71	70	-1.4%
April 2020	67	67	0.0%
May 2020	66	62	-6.1%
June 2020	64	71	+10.9%
July 2020	64	70	+9.4%
August 2020	62	62	0.0%
September 2020	66	63	-4.5%
<b>October 2020</b>	<b>65</b>	<b>60</b>	<b>-7.7%</b>
12-Month Avg	66	67	+0.8%

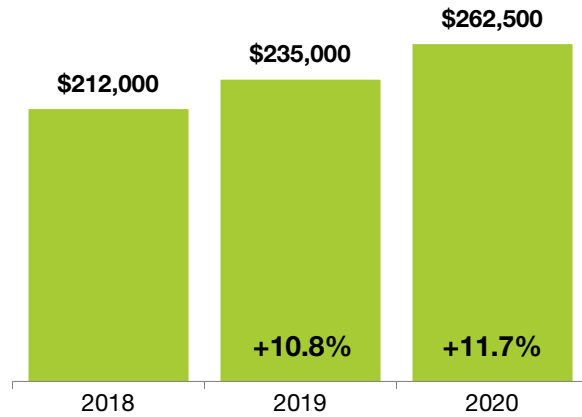
## Historical Days on Market Until Sale



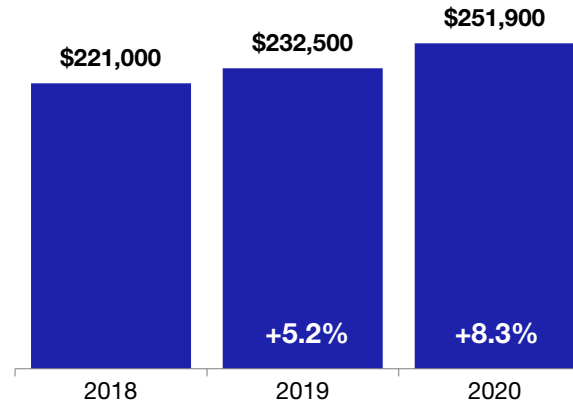
# Median Sales Price

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

## October



## Year To Date



Month	Prior Year	Current Year	+ / -
November 2019	\$220,000	\$232,000	+5.5%
December 2019	\$226,850	\$240,000	+5.8%
January 2020	\$207,000	\$231,760	+12.0%
February 2020	\$225,000	\$236,985	+5.3%
March 2020	\$230,000	\$244,000	+6.1%
April 2020	\$225,000	\$249,863	+11.1%
May 2020	\$232,000	\$247,990	+6.9%
June 2020	\$242,000	\$255,000	+5.4%
July 2020	\$241,500	\$265,000	+9.7%
August 2020	\$240,700	\$261,000	+8.4%
September 2020	\$235,000	\$257,500	+9.6%
<b>October 2020</b>	<b>\$235,000</b>	<b>\$262,500</b>	<b>+11.7%</b>
12-Month Med	\$230,000	\$250,000	+8.7%

## Historical Median Sales Price

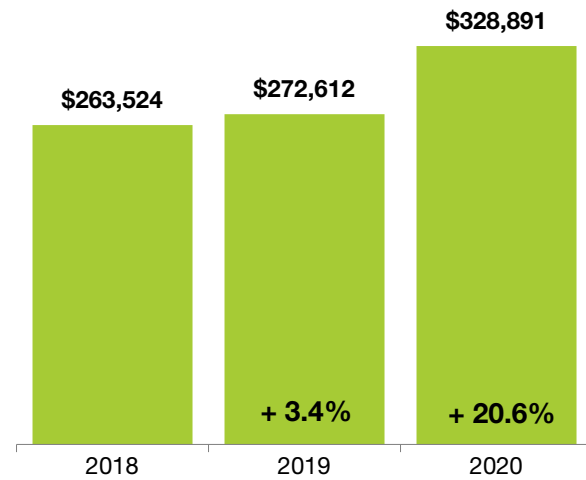


# Average Sales Price

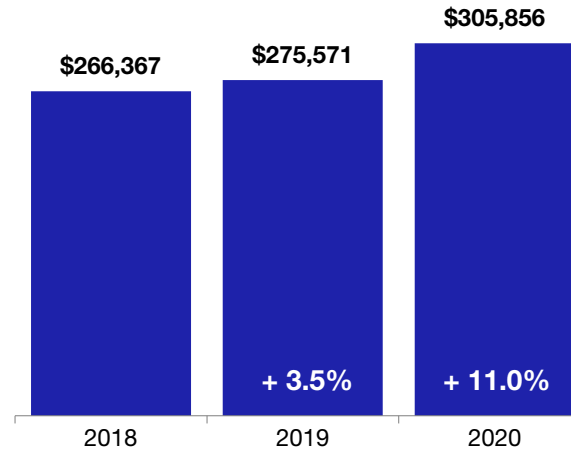
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October

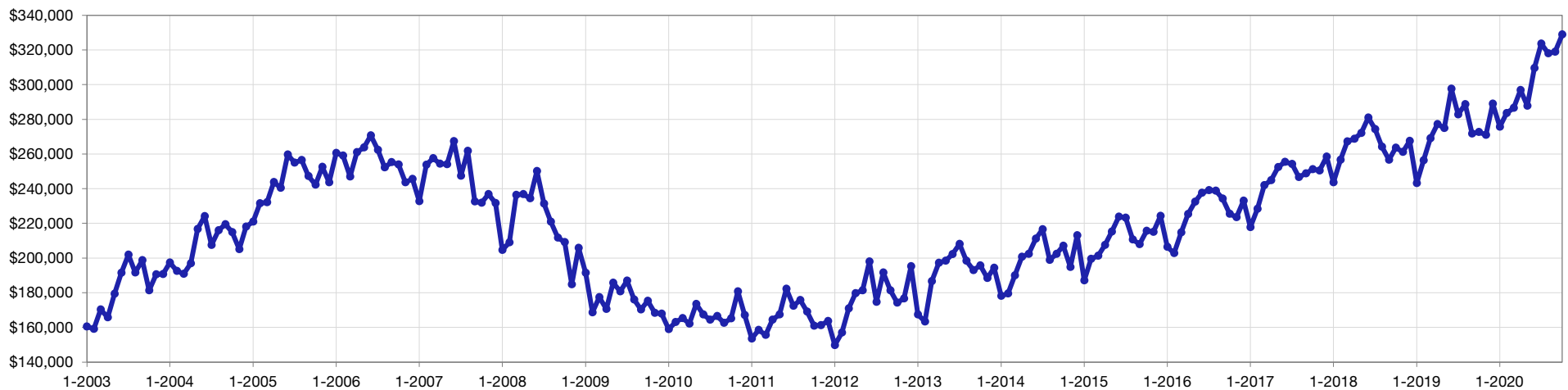


## Year To Date



Month	Prior Year	Current Year	+ / -
November 2019	\$261,197	\$270,948	+3.7%
December 2019	\$267,576	\$289,049	+8.0%
January 2020	\$243,161	\$275,706	+13.4%
February 2020	\$256,406	\$283,487	+10.6%
March 2020	\$269,086	\$286,524	+6.5%
April 2020	\$277,186	\$296,834	+7.1%
May 2020	\$274,964	\$287,783	+4.7%
June 2020	\$297,599	\$309,543	+4.0%
July 2020	\$282,788	\$323,676	+14.5%
August 2020	\$288,747	\$318,075	+10.2%
September 2020	\$271,754	\$318,919	+17.4%
<b>October 2020</b>	<b>\$272,612</b>	<b>\$328,891</b>	<b>+20.6%</b>
12-Month Avg	\$273,902	\$302,035	+10.3%

## Historical Average Sales Price



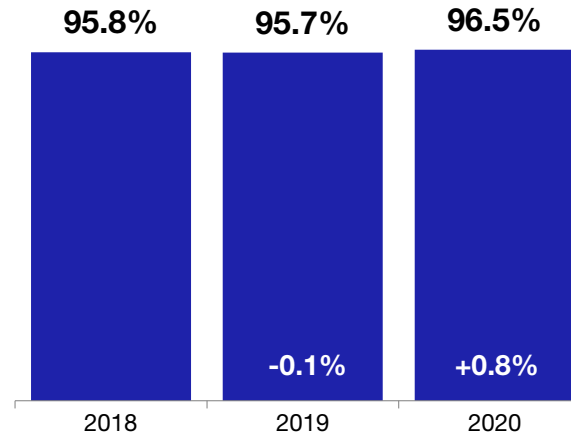
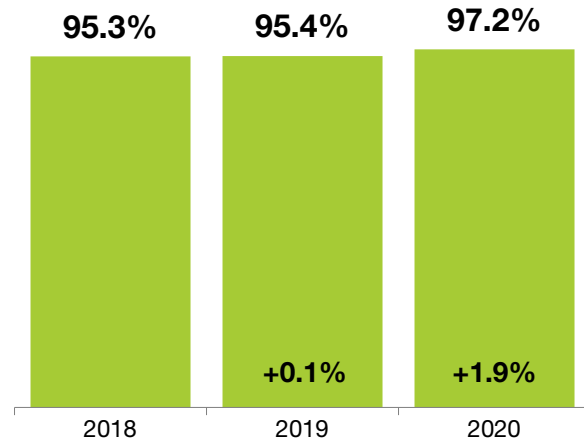


# Percent of Original List Price Received

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.

## October

## Year To Date



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

## Historical Percent of Original List Price Received

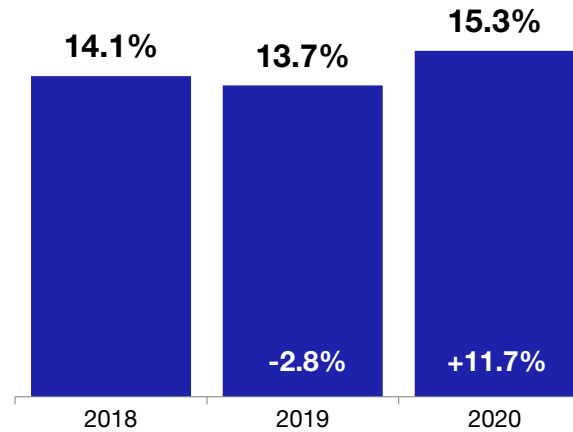
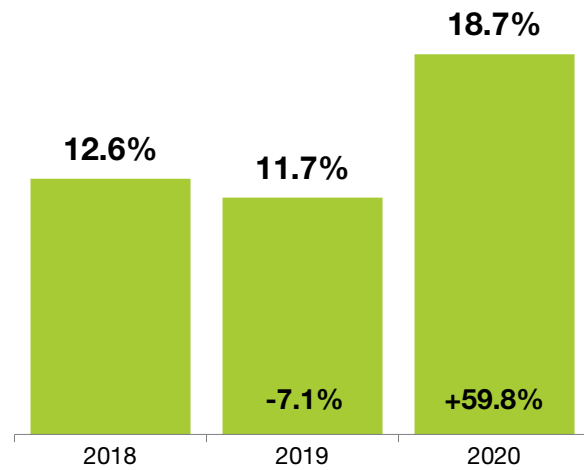


# Percent of Properties Sold Over List Price

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

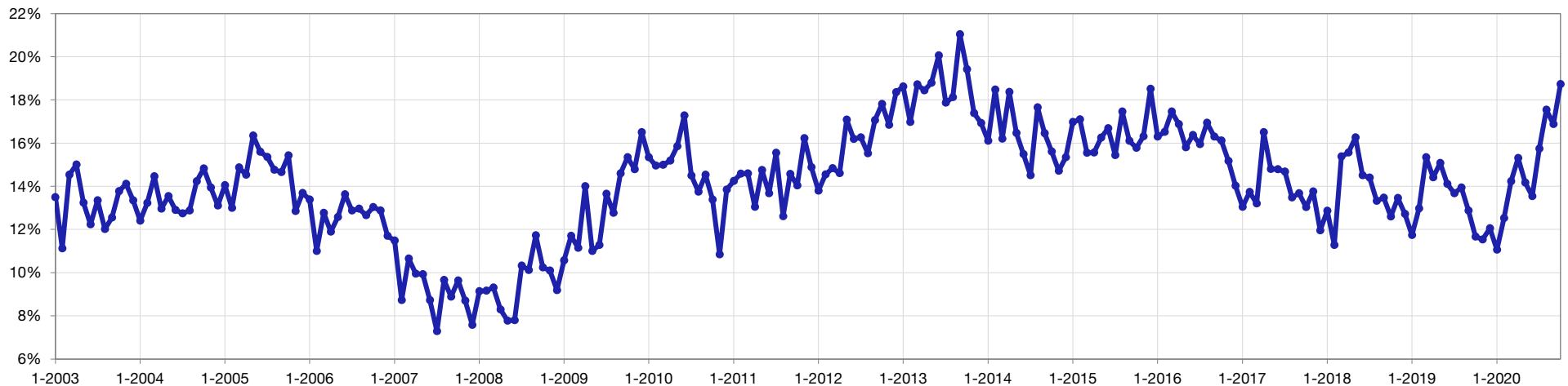
## October

## Year To Date



Month	Prior Year	Current Year	+ / -
November 2019	13.5%	11.5%	-14.8%
December 2019	12.7%	12.1%	-4.7%
January 2020	11.7%	11.1%	-5.1%
February 2020	13.0%	12.5%	-3.8%
March 2020	15.3%	14.2%	-7.2%
April 2020	14.4%	15.3%	+6.3%
May 2020	15.1%	14.2%	-6.0%
June 2020	14.1%	13.5%	-4.3%
July 2020	13.7%	15.7%	+14.6%
August 2020	13.9%	17.5%	+25.9%
September 2020	12.9%	16.9%	+31.0%
<b>October 2020</b>	<b>11.7%</b>	<b>18.7%</b>	<b>+59.8%</b>
12-Month Avg	13.6%	14.7%	+8.1%

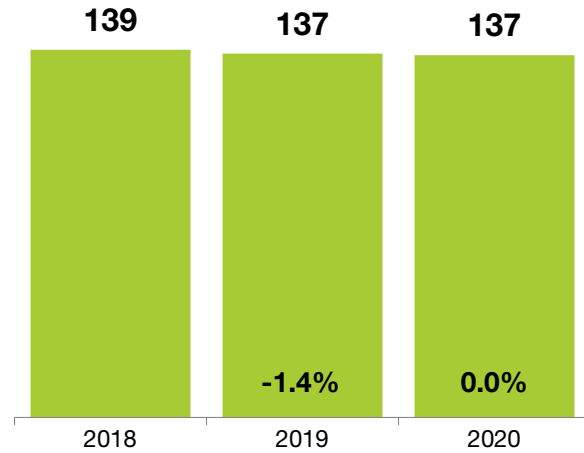
## Historical Percent of Properties Sold Over List Price



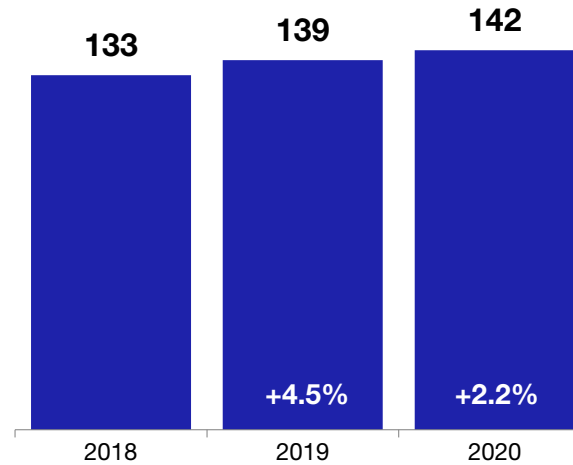
# Housing Affordability Index

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

## October

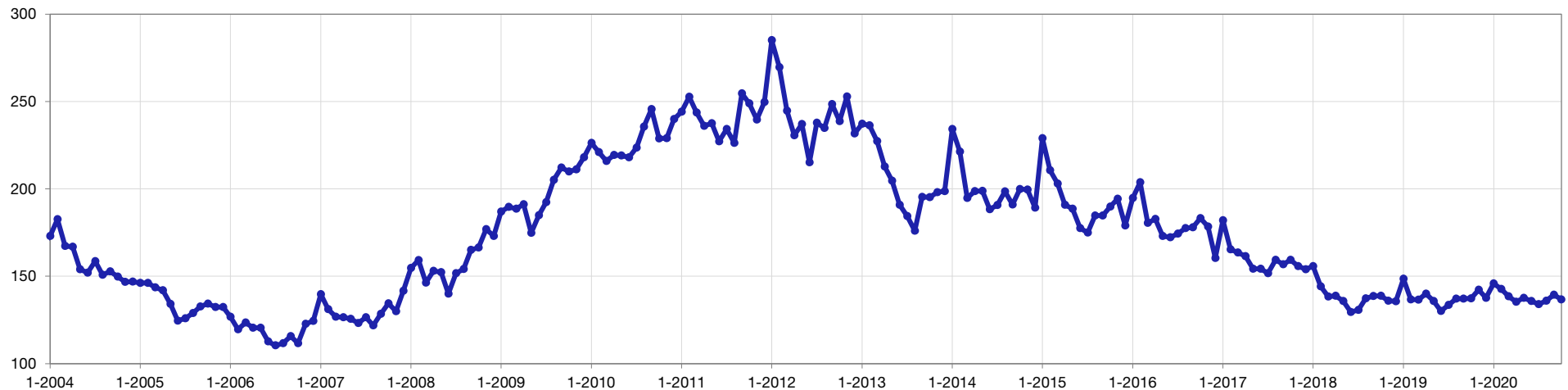


## Year To Date



Month	Prior Year	Current Year	+ / -
November 2019	136	142	+4.4%
December 2019	136	137	+0.7%
January 2020	149	146	-2.0%
February 2020	137	143	+4.4%
March 2020	136	138	+1.5%
April 2020	140	135	-3.6%
May 2020	136	138	+1.5%
June 2020	130	136	+4.6%
July 2020	133	134	+0.8%
August 2020	137	136	-0.7%
September 2020	137	139	+1.5%
<b>October 2020</b>	<b>137</b>	<b>137</b>	<b>0.0%</b>
12-Month Avg	137	138	+1.1%

## Historical Housing Affordability Index

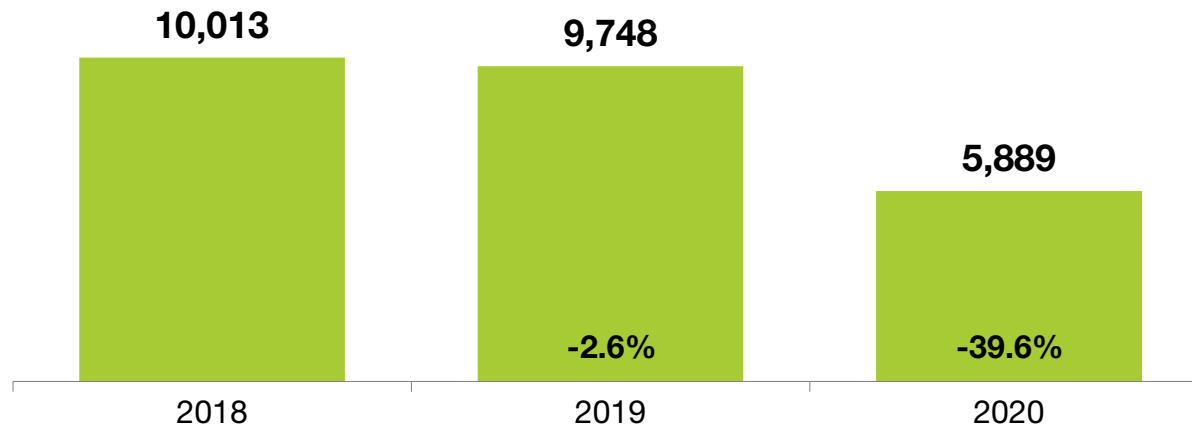


# Inventory of Homes for Sale

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

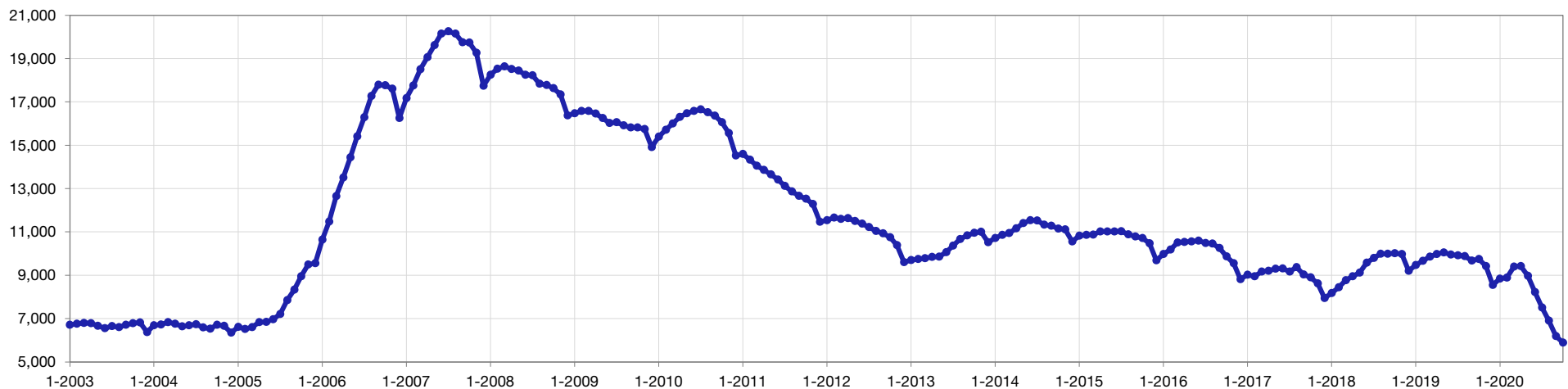


## October



Month	Prior Year	Current Year	+ / -
November 2019	9,976	9,415	-5.6%
December 2019	9,199	8,550	-7.1%
January 2020	9,474	8,841	-6.7%
February 2020	9,664	8,890	-8.0%
March 2020	9,858	9,397	-4.7%
April 2020	9,978	9,419	-5.6%
May 2020	10,051	8,974	-10.7%
June 2020	9,952	8,228	-17.3%
July 2020	9,917	7,508	-24.3%
August 2020	9,884	6,902	-30.2%
September 2020	9,670	6,191	-36.0%
<b>October 2020</b>	<b>9,748</b>	<b>5,889</b>	<b>-39.6%</b>
12-Month Avg	9,781	8,184	-16.3%

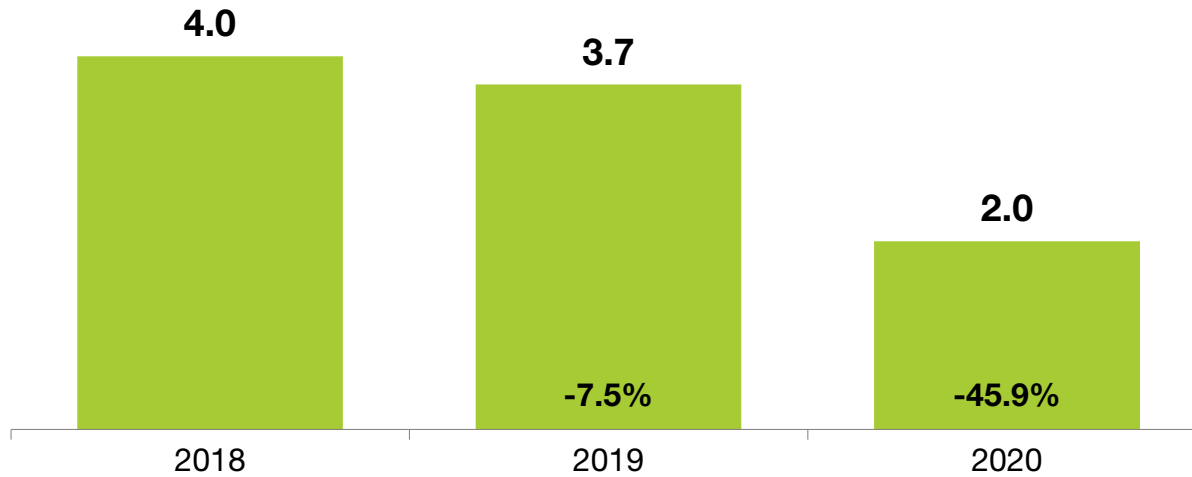
## Historical Inventory of Homes for Sale



# Months Supply of Inventory

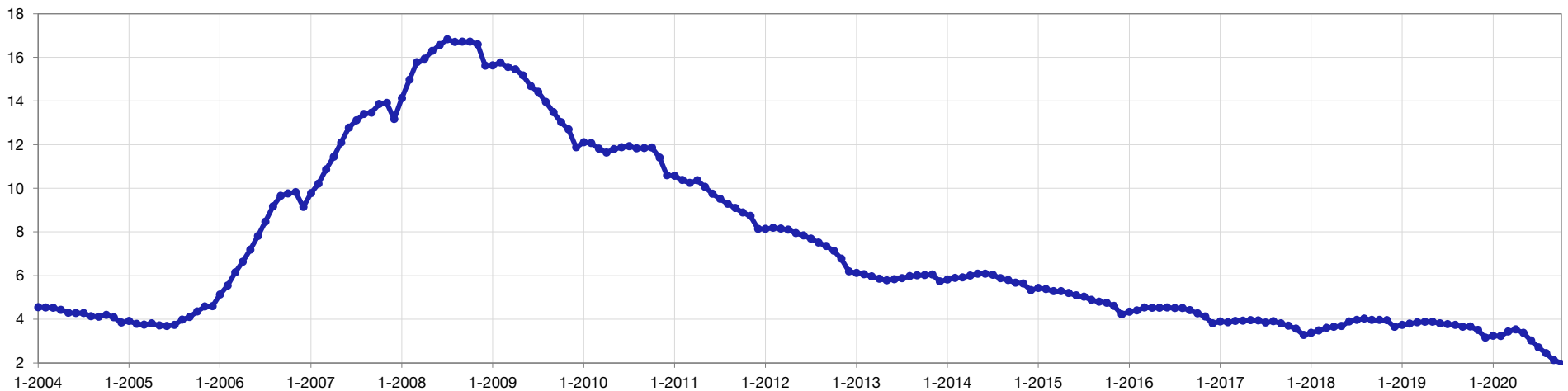
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

## October



Month	Prior Year	Current Year	+ / -
November 2019	4.0	3.5	-12.5%
December 2019	3.7	3.2	-13.5%
January 2020	3.7	3.2	-13.5%
February 2020	3.8	3.2	-15.8%
March 2020	3.9	3.4	-12.8%
April 2020	3.9	3.5	-10.3%
May 2020	3.9	3.4	-12.8%
June 2020	3.8	3.0	-21.1%
July 2020	3.8	2.7	-28.9%
August 2020	3.7	2.4	-35.1%
September 2020	3.6	2.1	-41.7%
<b>October 2020</b>	<b>3.7</b>	<b>2.0</b>	<b>-45.9%</b>
12-Month Avg	3.8	3.0	-21.2%

## Historical Months Supply of Inventory



# Housing Supply Overview

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## October 2020

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## Quick Facts

<b>+ 45.9%</b>	<b>+ 30.1%</b>	<b>+ 11.9%</b>
Price Range With Strongest Sales: <b>\$1,000,000 and Above</b>	Construction Status With Strongest Sales: <b>New Construction</b>	Property Type With Strongest Sales: <b>Single-Family</b>

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

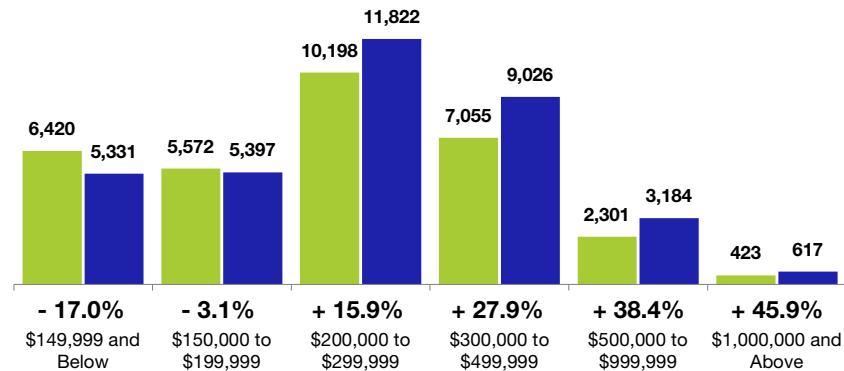


# Pending Sales

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

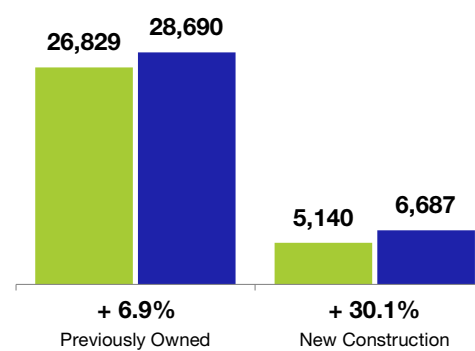
## By Price Range

■ 10-2019 ■ 10-2020



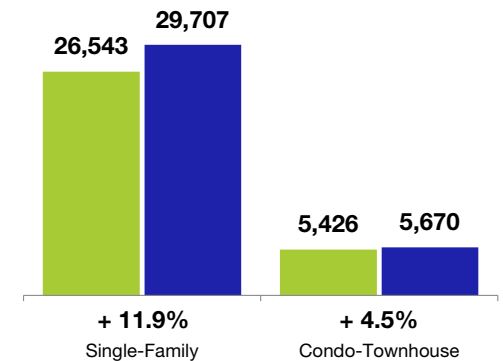
## By Construction Status

■ 10-2019 ■ 10-2020



## By Property Type

■ 10-2019 ■ 10-2020



### All Properties

By Price Range	10-2019	10-2020	Change
\$149,999 and Below	6,420	5,331	- 17.0%
\$150,000 to \$199,999	5,572	5,397	- 3.1%
\$200,000 to \$299,999	10,198	11,822	+ 15.9%
\$300,000 to \$499,999	7,055	9,026	+ 27.9%
\$500,000 to \$999,999	2,301	3,184	+ 38.4%
\$1,000,000 and Above	423	617	+ 45.9%
<b>All Price Ranges</b>	<b>31,969</b>	<b>35,377</b>	<b>+ 10.7%</b>

### Single-Family

10-2019	10-2020	Change
4,496	3,786	- 15.8%
4,049	3,801	- 6.1%
9,136	10,390	+ 13.7%
6,397	8,324	+ 30.1%
2,099	2,869	+ 36.7%
366	537	+ 46.7%
<b>26,543</b>	<b>29,707</b>	<b>+ 11.9%</b>

### Condo-Townhouse

10-2019	10-2020	Change
1,924	1,545	- 19.7%
1,523	1,596	+ 4.8%
1,062	1,432	+ 34.8%
658	702	+ 6.7%
202	315	+ 55.9%
57	80	+ 40.4%
<b>5,426</b>	<b>5,670</b>	<b>+ 4.5%</b>

By Construction Status	10-2019	10-2020	Change
Previously Owned	26,829	28,690	+ 6.9%
New Construction	5,140	6,687	+ 30.1%
<b>All Property Types</b>	<b>31,969</b>	<b>35,377</b>	<b>+ 10.7%</b>

10-2019	10-2020	Change	10-2019	10-2020	Change
21,797	23,722	+ 8.8%	5,032	4,968	- 1.3%
4,746	5,985	+ 26.1%	394	702	+ 78.2%
<b>26,543</b>	<b>29,707</b>	<b>+ 11.9%</b>	<b>5,426</b>	<b>5,670</b>	<b>+ 4.5%</b>

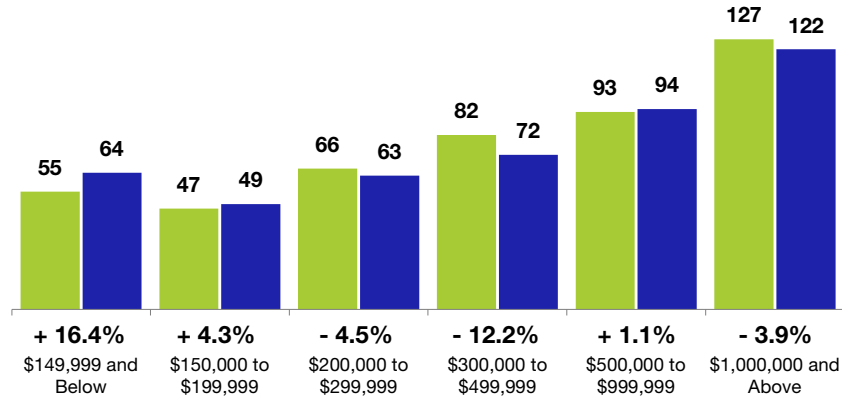
# Days on Market Until Sale

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



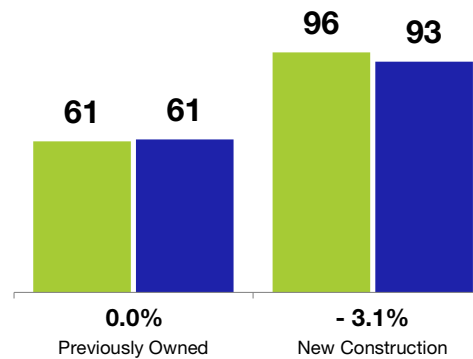
## By Price Range

10-2019 10-2020



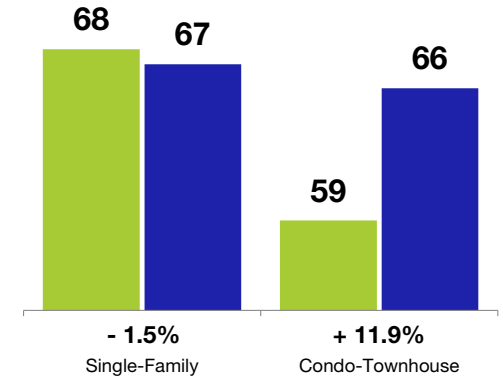
## By Construction Status

10-2019 10-2020



## By Property Type

10-2019 10-2020



### All Properties

By Price Range	10-2019	10-2020	Change
\$149,999 and Below	55	64	+ 16.4%
\$150,000 to \$199,999	47	49	+ 4.3%
\$200,000 to \$299,999	66	63	- 4.5%
\$300,000 to \$499,999	82	72	- 12.2%
\$500,000 to \$999,999	93	94	+ 1.1%
\$1,000,000 and Above	127	122	- 3.9%
<b>All Price Ranges</b>	<b>66</b>	<b>67</b>	<b>+ 1.5%</b>

### Single-Family

10-2019	10-2020	Change
58	67	+ 15.5%
47	48	+ 2.1%
66	62	- 6.1%
82	71	- 13.4%
91	92	+ 1.1%
128	124	- 3.1%
<b>68</b>	<b>67</b>	<b>- 1.5%</b>

### Condo-Townhouse

10-2019	10-2020	Change
48	57	+ 18.8%
48	52	+ 8.3%
67	69	+ 3.0%
84	90	+ 7.1%
113	115	+ 1.8%
117	109	- 6.8%
<b>59</b>	<b>66</b>	<b>+ 11.9%</b>

By Construction Status	10-2019	10-2020	Change
Previously Owned	61	61	0.0%
New Construction	96	93	- 3.1%
<b>All Property Types</b>	<b>66</b>	<b>67</b>	<b>+ 1.5%</b>

10-2019	10-2020	Change	10-2019	10-2020	Change
61	61	0.0%	57	62	+ 8.8%
98	92	- 6.1%	78	97	+ 24.4%
<b>68</b>	<b>67</b>	<b>- 1.5%</b>	<b>59</b>	<b>66</b>	<b>+ 11.9%</b>

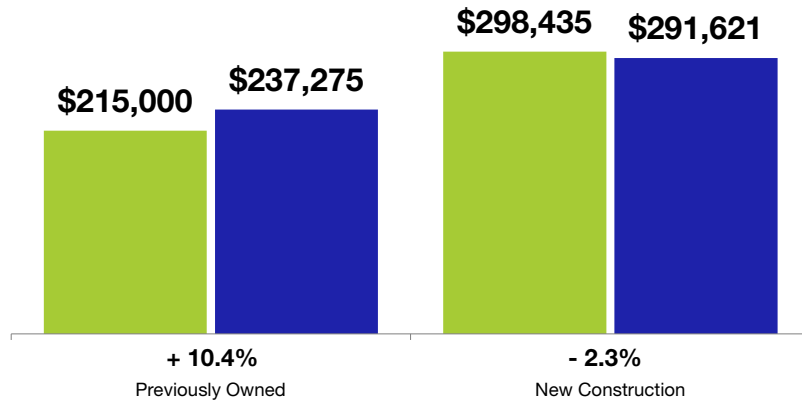


# Median Sales Price

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

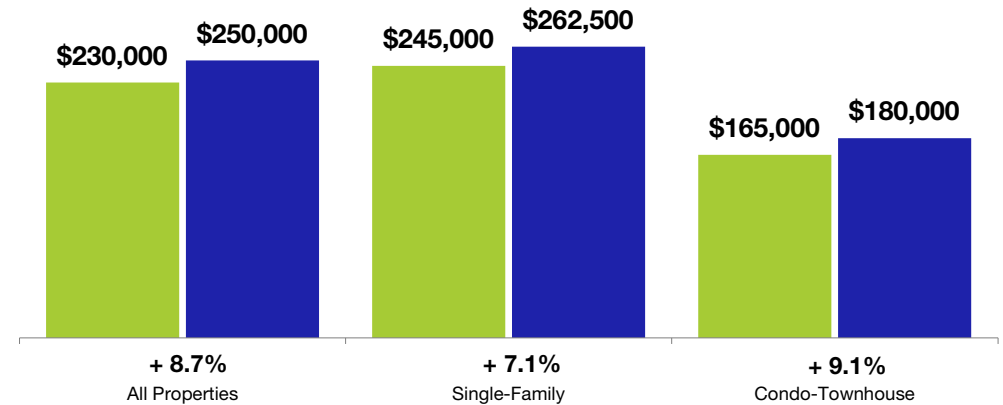
## By Construction Status

■ 10-2019 ■ 10-2020



## By Property Type

■ 10-2019 ■ 10-2020



### All Properties

By Construction Status	10-2019	10-2020	Change
Previously Owned	\$215,000	\$237,275	+ 10.4%
New Construction	\$298,435	\$291,621	- 2.3%
<b>All Construction Statuses</b>	<b>\$230,000</b>	<b>\$250,000</b>	<b>+ 8.7%</b>

### Single-Family

10-2019	10-2020	Change	10-2019	10-2020	Change
\$229,000	\$250,000	+ 9.2%	\$160,000	\$172,500	+ 7.8%
\$300,990	\$298,000	- 1.0%	\$250,480	\$237,988	- 5.0%
<b>\$245,000</b>	<b>\$262,500</b>	<b>+ 7.1%</b>	<b>\$165,000</b>	<b>\$180,000</b>	<b>+ 9.1%</b>

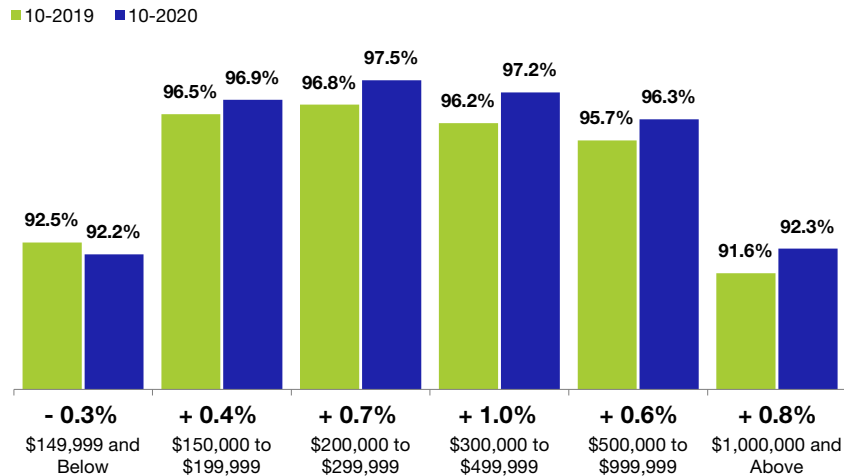
### Condo-Townhouse

10-2019	10-2020	Change	10-2019	10-2020	Change
\$229,000	\$250,000	+ 9.2%	\$160,000	\$172,500	+ 7.8%
\$300,990	\$298,000	- 1.0%	\$250,480	\$237,988	- 5.0%
<b>\$245,000</b>	<b>\$262,500</b>	<b>+ 7.1%</b>	<b>\$165,000</b>	<b>\$180,000</b>	<b>+ 9.1%</b>

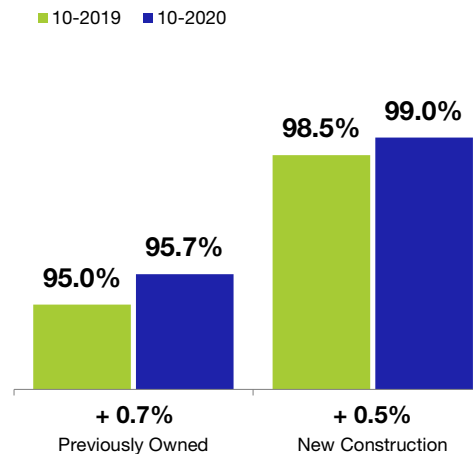
# Percent of Original List Price Received

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

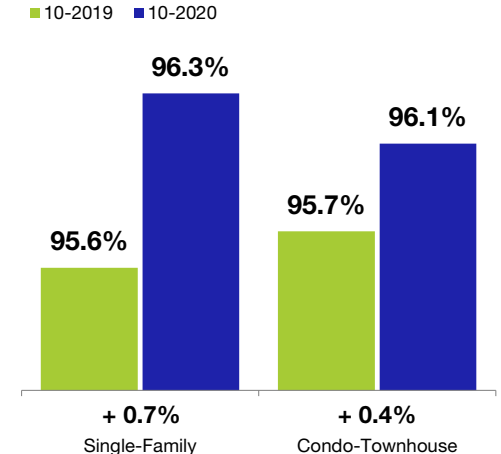
## By Price Range



## By Construction Status



## By Property Type



### All Properties

By Price Range	10-2019	10-2020	Change
\$149,999 and Below	92.5%	92.2%	- 0.3%
\$150,000 to \$199,999	96.5%	96.9%	+ 0.4%
\$200,000 to \$299,999	96.8%	97.5%	+ 0.7%
\$300,000 to \$499,999	96.2%	97.2%	+ 1.0%
\$500,000 to \$999,999	95.7%	96.3%	+ 0.6%
\$1,000,000 and Above	91.6%	92.3%	+ 0.8%
<b>All Price Ranges</b>	<b>95.6%</b>	<b>96.3%</b>	<b>+ 0.7%</b>

### Single-Family

10-2019	10-2020	Change	10-2019	10-2020	Change
91.5%	90.9%	- 0.7%	94.9%	95.1%	+ 0.2%
96.3%	96.8%	+ 0.5%	97.1%	97.2%	+ 0.1%
96.9%	97.6%	+ 0.7%	96.0%	96.7%	+ 0.7%
96.3%	97.2%	+ 0.9%	95.0%	96.1%	+ 1.2%
95.8%	96.6%	+ 0.8%	94.7%	94.1%	- 0.6%
91.5%	92.3%	+ 0.9%	92.1%	92.9%	+ 0.9%
<b>95.6%</b>	<b>96.3%</b>	<b>+ 0.7%</b>	<b>95.7%</b>	<b>96.1%</b>	<b>+ 0.4%</b>

### Condo-Townhouse

By Construction Status	10-2019	10-2020	Change
Previously Owned	95.0%	95.7%	+ 0.7%
New Construction	98.5%	99.0%	+ 0.5%
<b>All Property Types</b>	<b>95.6%</b>	<b>96.3%</b>	<b>+ 0.7%</b>

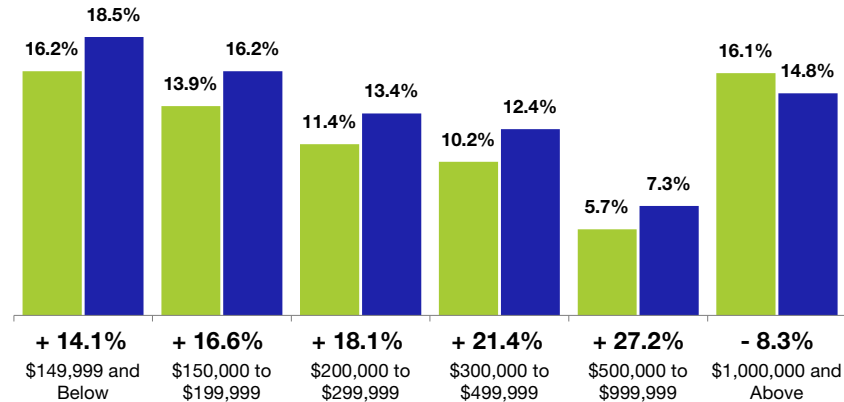
10-2019	10-2020	Change	10-2019	10-2020	Change
94.9%	95.7%	+ 0.8%	95.5%	95.9%	+ 0.4%
98.6%	99.1%	+ 0.5%	97.8%	97.8%	0.0%
<b>95.6%</b>	<b>96.3%</b>	<b>+ 0.7%</b>	<b>95.7%</b>	<b>96.1%</b>	<b>+ 0.4%</b>

# Percent of Properties Sold Over List Price

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

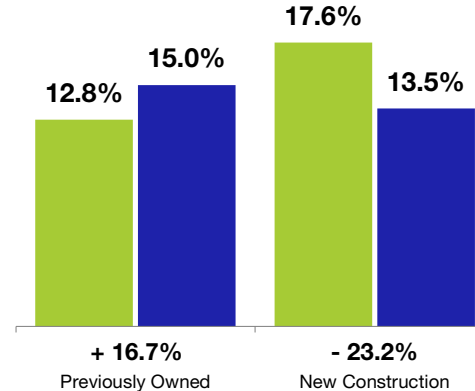
## By Price Range

■ 10-2019 ■ 10-2020



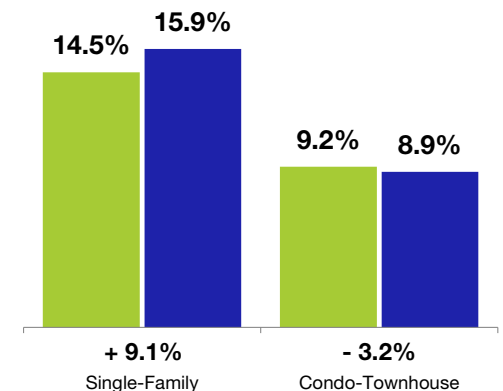
## By Construction Status

■ 10-2019 ■ 10-2020



## By Property Type

■ 10-2019 ■ 10-2020



### All Properties

By Price Range	10-2019	10-2020	Change
\$149,999 and Below	16.2%	18.5%	+ 14.1%
\$150,000 to \$199,999	13.9%	16.2%	+ 16.6%
\$200,000 to \$299,999	11.4%	13.4%	+ 18.1%
\$300,000 to \$499,999	10.2%	12.4%	+ 21.4%
\$500,000 to \$999,999	5.7%	7.3%	+ 27.2%
\$1,000,000 and Above	16.1%	14.8%	- 8.3%
<b>All Price Ranges</b>	<b>13.6%</b>	<b>14.7%</b>	<b>+ 8.1%</b>

### Single-Family

10-2019	10-2020	Change	10-2019	10-2020	Change
18.3%	21.5%	+ 17.6%	10.3%	11.1%	+ 7.2%
14.8%	17.3%	+ 17.1%	6.1%	7.9%	+ 30.0%
11.9%	14.1%	+ 18.0%	5.9%	5.9%	+ 0.3%
10.9%	13.2%	+ 20.9%	3.3%	4.7%	+ 41.8%
5.9%	7.8%	+ 33.8%	4.8%	3.6%	- 25.3%
18.0%	16.8%	- 6.7%	11.7%	9.9%	- 14.8%
<b>14.5%</b>	<b>15.9%</b>	<b>+ 9.1%</b>	<b>9.2%</b>	<b>8.9%</b>	<b>- 3.2%</b>

### Condo-Townhouse

By Construction Status	10-2019	10-2020	Change
Previously Owned	12.8%	15.0%	+ 16.7%
New Construction	17.6%	13.5%	- 23.2%
<b>All Property Types</b>	<b>13.6%</b>	<b>14.7%</b>	<b>+ 8.1%</b>

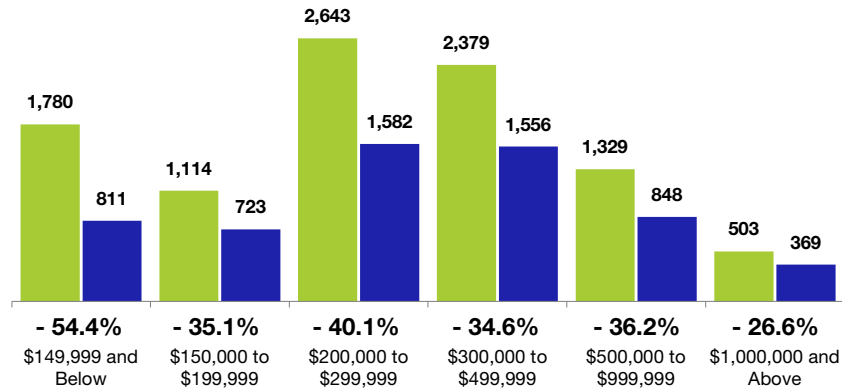
10-2019	10-2020	Change	10-2019	10-2020	Change
13.7%	16.3%	+ 18.6%	8.9%	8.8%	- 1.7%
18.1%	14.0%	- 22.8%	11.8%	9.4%	- 20.4%
<b>14.5%</b>	<b>15.9%</b>	<b>+ 9.1%</b>	<b>9.2%</b>	<b>8.9%</b>	<b>- 3.2%</b>

# Inventory of Homes for Sale

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

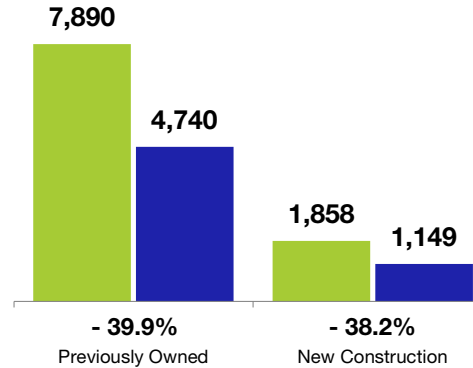
## By Price Range

■ 10-2019 ■ 10-2020



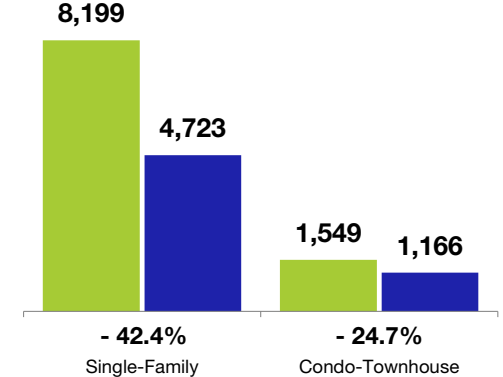
## By Construction Status

■ 10-2019 ■ 10-2020



## By Property Type

■ 10-2019 ■ 10-2020



### All Properties

By Price Range	10-2019	10-2020	Change
\$149,999 and Below	1,780	811	- 54.4%
\$150,000 to \$199,999	1,114	723	- 35.1%
\$200,000 to \$299,999	2,643	1,582	- 40.1%
\$300,000 to \$499,999	2,379	1,556	- 34.6%
\$500,000 to \$999,999	1,329	848	- 36.2%
\$1,000,000 and Above	503	369	- 26.6%
<b>All Price Ranges</b>	<b>9,748</b>	<b>5,889</b>	<b>- 39.6%</b>

### Single-Family

10-2019	10-2020	Change	10-2019	10-2020	Change
1,397	594	- 57.5%	383	217	- 43.3%
817	458	- 43.9%	297	265	- 10.8%
2,297	1,260	- 45.1%	346	322	- 6.9%
2,111	1,344	- 36.3%	268	212	- 20.9%
1,127	732	- 35.0%	202	116	- 42.6%
450	335	- 25.6%	53	34	- 35.8%
<b>8,199</b>	<b>4,723</b>	<b>- 42.4%</b>	<b>1,549</b>	<b>1,166</b>	<b>- 24.7%</b>

### Condo-Townhouse

By Construction Status	10-2019	10-2020	Change
Previously Owned	7,890	4,740	- 39.9%
New Construction	1,858	1,149	- 38.2%
<b>All Property Types</b>	<b>9,748</b>	<b>5,889</b>	<b>- 39.6%</b>

10-2019	10-2020	Change	10-2019	10-2020	Change
6,540	3,780	- 42.2%	1,350	960	- 28.9%
1,659	943	- 43.2%	199	206	+ 3.5%
<b>8,199</b>	<b>4,723</b>	<b>- 42.4%</b>	<b>1,549</b>	<b>1,166</b>	<b>- 24.7%</b>

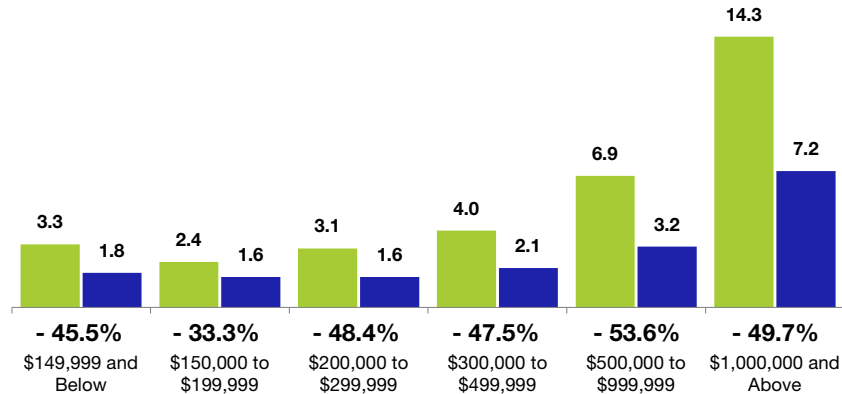
# Months Supply of Inventory

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



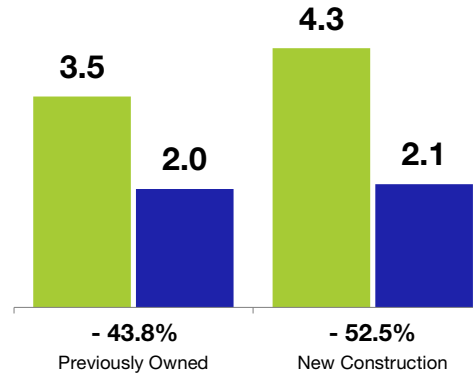
## By Price Range

■ 10-2019 ■ 10-2020



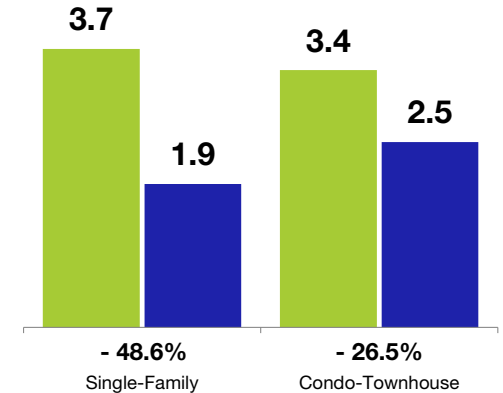
## By Construction Status

■ 10-2019 ■ 10-2020



## By Property Type

■ 10-2019 ■ 10-2020



### All Properties

By Price Range	10-2019	10-2020	Change
\$149,999 and Below	3.3	1.8	- 45.5%
\$150,000 to \$199,999	2.4	1.6	- 33.3%
\$200,000 to \$299,999	3.1	1.6	- 48.4%
\$300,000 to \$499,999	4.0	2.1	- 47.5%
\$500,000 to \$999,999	6.9	3.2	- 53.6%
\$1,000,000 and Above	14.3	7.2	- 49.7%
<b>All Price Ranges</b>	<b>3.7</b>	<b>2.0</b>	<b>- 45.9%</b>

### Single-Family

10-2019	10-2020	Change	10-2019	10-2020	Change
3.7	1.9	- 48.6%	2.4	1.7	- 29.2%
2.4	1.4	- 41.7%	2.3	2.0	- 13.0%
3.0	1.5	- 50.0%	3.9	2.7	- 30.8%
4.0	1.9	- 52.5%	4.9	3.6	- 26.5%
6.4	3.1	- 51.6%	12.0	4.4	- 63.3%
14.8	7.5	- 49.3%	11.2	5.1	- 54.5%
<b>3.7</b>	<b>1.9</b>	<b>- 48.6%</b>	<b>3.4</b>	<b>2.5</b>	<b>- 26.5%</b>

### Condo-Townhouse

By Construction Status	10-2019	10-2020	Change
Previously Owned	3.5	2.0	- 43.8%
New Construction	4.3	2.1	- 52.5%
<b>All Property Types</b>	<b>3.7</b>	<b>2.0</b>	<b>- 45.9%</b>

10-2019	10-2020	Change	10-2019	10-2020	Change
3.6	1.9	- 46.9%	3.2	2.3	- 28.0%
4.2	1.9	- 54.9%	6.1	3.5	- 41.9%
<b>3.7</b>	<b>1.9</b>	<b>- 48.6%</b>	<b>3.4</b>	<b>2.5</b>	<b>- 26.5%</b>

# Local Market Update – October 2020

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



## Southside / Mandarin / Bartram

Region 01

**- 1.1%**

**+ 12.8%**

**+ 7.8%**

Change in  
New Listings

Change in  
Closed Sales

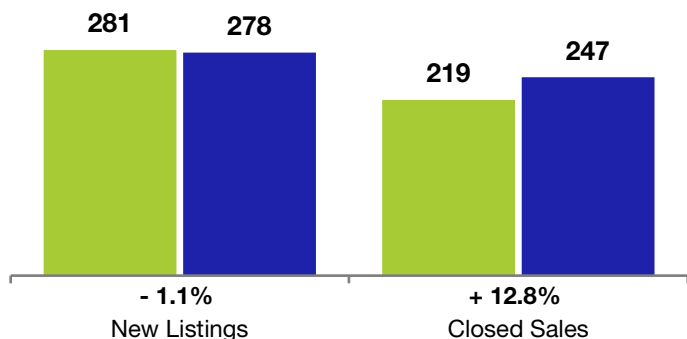
Change in  
Median Sales Price

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	281	278	- 1.1%	3,035	2,909	- 4.2%
Closed Sales	219	247	+ 12.8%	2,375	2,309	- 2.8%
Median Sales Price*	\$255,000	<b>\$275,000</b>	+ 7.8%	\$245,000	<b>\$257,250</b>	+ 5.0%
Percent of Original List Price Received*	95.6%	<b>97.3%</b>	+ 1.8%	95.8%	<b>96.9%</b>	+ 1.1%
Percent of Properties Sold Over List Price*	8.2%	<b>20.7%</b>	+ 152.4%	12.7%	<b>17.3%</b>	+ 36.2%
Days on Market Until Sale	58	<b>49</b>	- 15.5%	59	<b>55</b>	- 6.8%
Inventory of Homes for Sale	677	<b>506</b>	- 25.3%	--	--	--
Months Supply of Inventory	2.9	<b>2.2</b>	- 24.1%	--	--	--

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

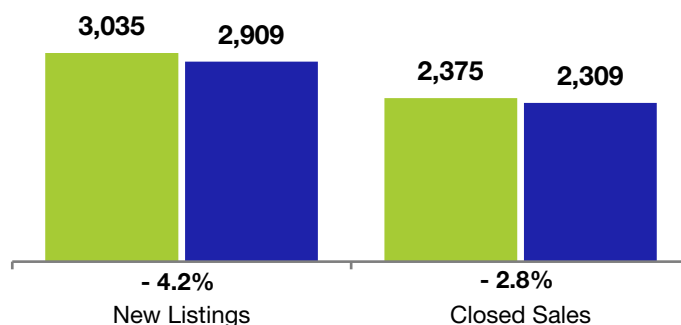
### October

■ 2019 ■ 2020

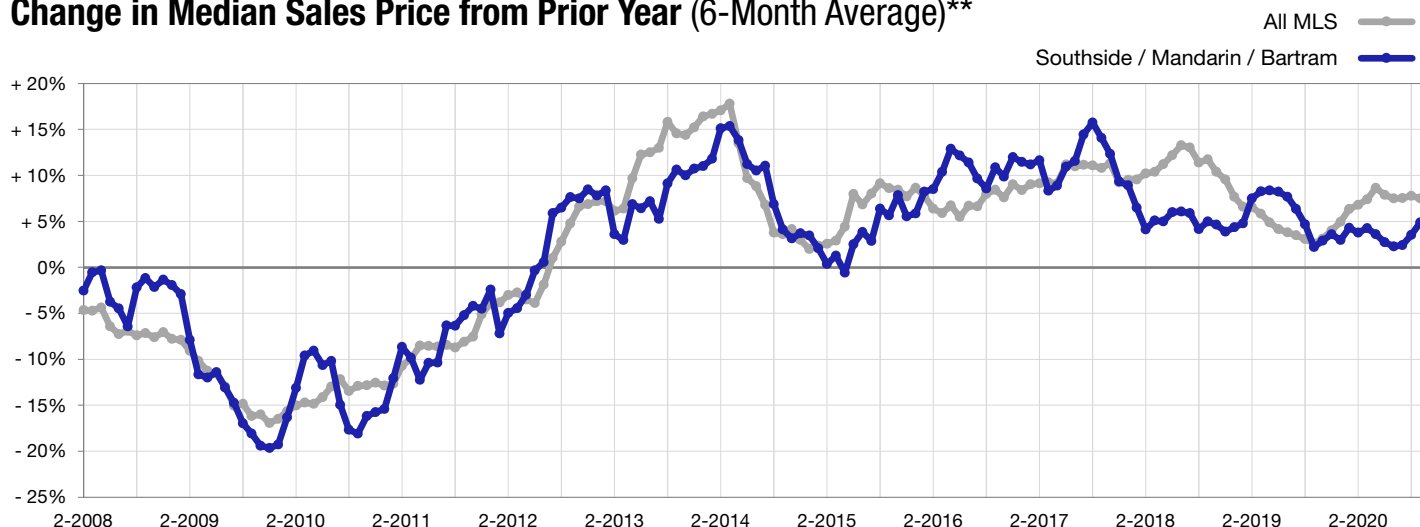


### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – October 2020

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



## Southside

**+ 6.6%**

Change in  
New Listings

**+ 38.0%**

Change in  
Closed Sales

**+ 19.1%**

Change in  
Median Sales Price

### Region 02

### October

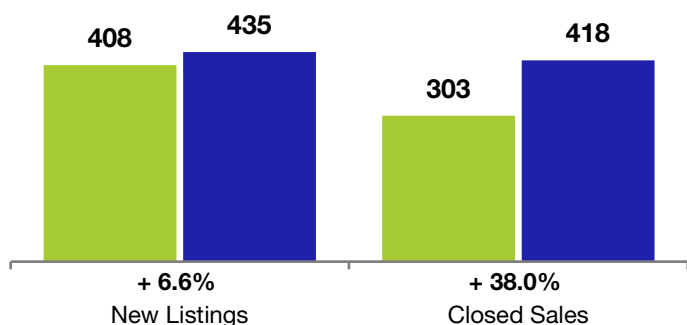
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	408	<b>435</b>	+ 6.6%	4,292	<b>4,347</b>	+ 1.3%
Closed Sales	303	<b>418</b>	+ 38.0%	3,224	<b>3,537</b>	+ 9.7%
Median Sales Price*	\$209,900	<b>\$249,950</b>	+ 19.1%	\$210,000	<b>\$244,900</b>	+ 16.6%
Percent of Original List Price Received*	95.8%	<b>97.6%</b>	+ 1.9%	96.1%	<b>97.0%</b>	+ 0.9%
Percent of Properties Sold Over List Price*	10.2%	<b>19.4%</b>	+ 90.2%	12.2%	<b>15.7%</b>	+ 28.7%
Days on Market Until Sale	54	<b>55</b>	+ 1.9%	55	<b>58</b>	+ 5.5%
Inventory of Homes for Sale	942	<b>681</b>	- 27.7%	--	--	--
Months Supply of Inventory	2.9	<b>1.9</b>	- 34.5%	--	--	--

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

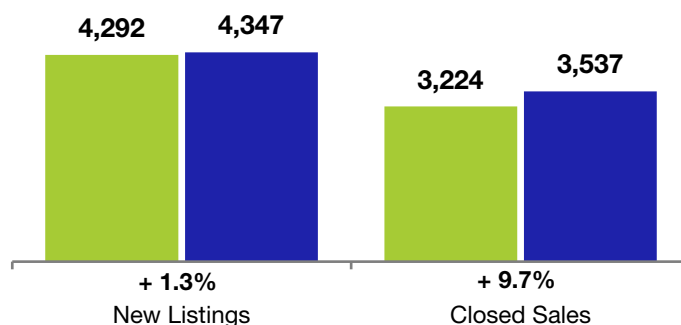
### October

■ 2019 ■ 2020

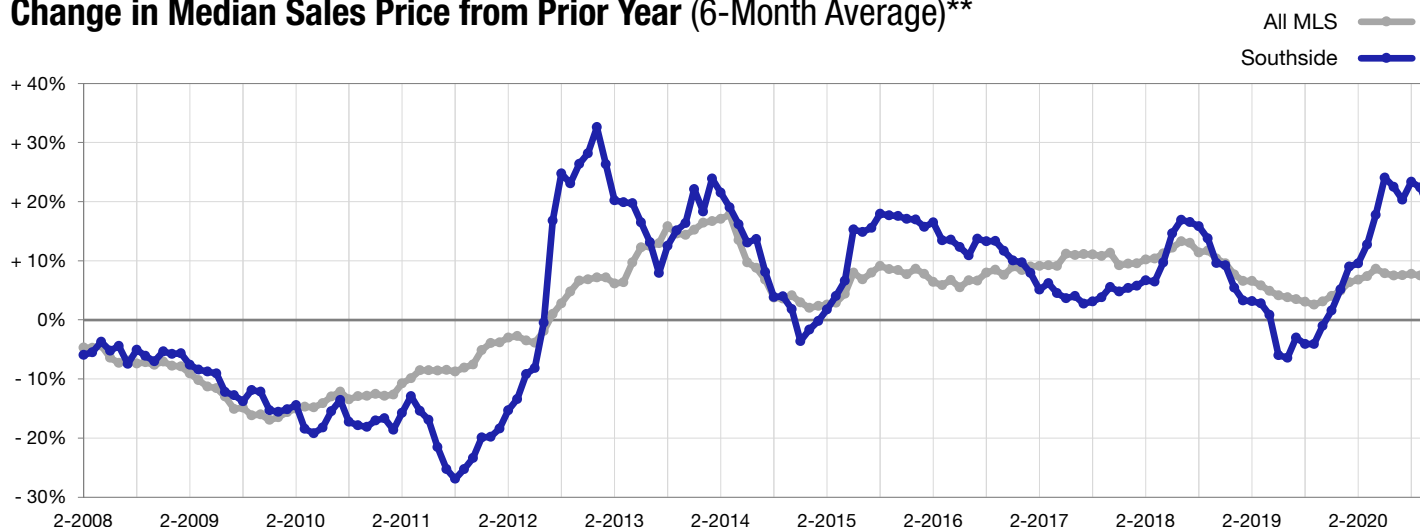


### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – October 2020

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



## Riverside / Avondale / Ortega

Region 03

**- 5.5%**

**+ 2.0%**

**+ 9.4%**

Change in  
New Listings

Change in  
Closed Sales

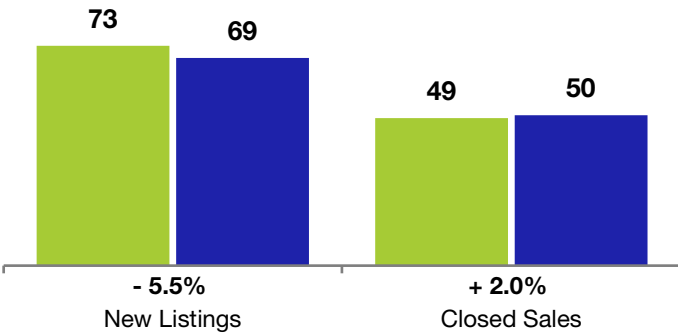
Change in  
Median Sales Price

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	73	69	- 5.5%	751	697	- 7.2%
Closed Sales	49	50	+ 2.0%	505	523	+ 3.6%
Median Sales Price*	\$302,500	<b>\$331,000</b>	+ 9.4%	\$290,000	<b>\$318,000</b>	+ 9.7%
Percent of Original List Price Received*	91.5%	<b>95.2%</b>	+ 4.0%	93.3%	<b>95.2%</b>	+ 2.0%
Percent of Properties Sold Over List Price*	10.2%	<b>12.0%</b>	+ 17.6%	8.7%	<b>14.0%</b>	+ 60.9%
Days on Market Until Sale	73	<b>74</b>	+ 1.4%	76	<b>80</b>	+ 5.3%
Inventory of Homes for Sale	226	<b>177</b>	- 21.7%	--	--	--
Months Supply of Inventory	4.6	<b>3.4</b>	- 26.1%	--	--	--

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

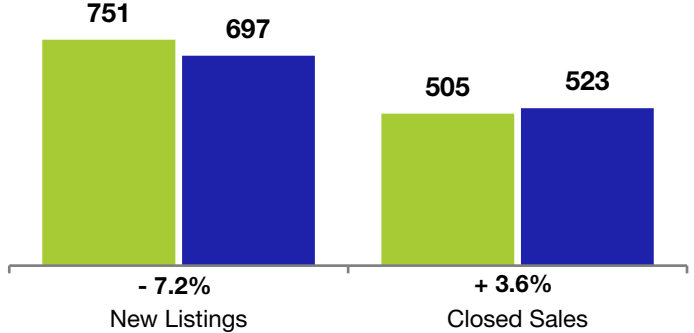
### October

■ 2019 ■ 2020

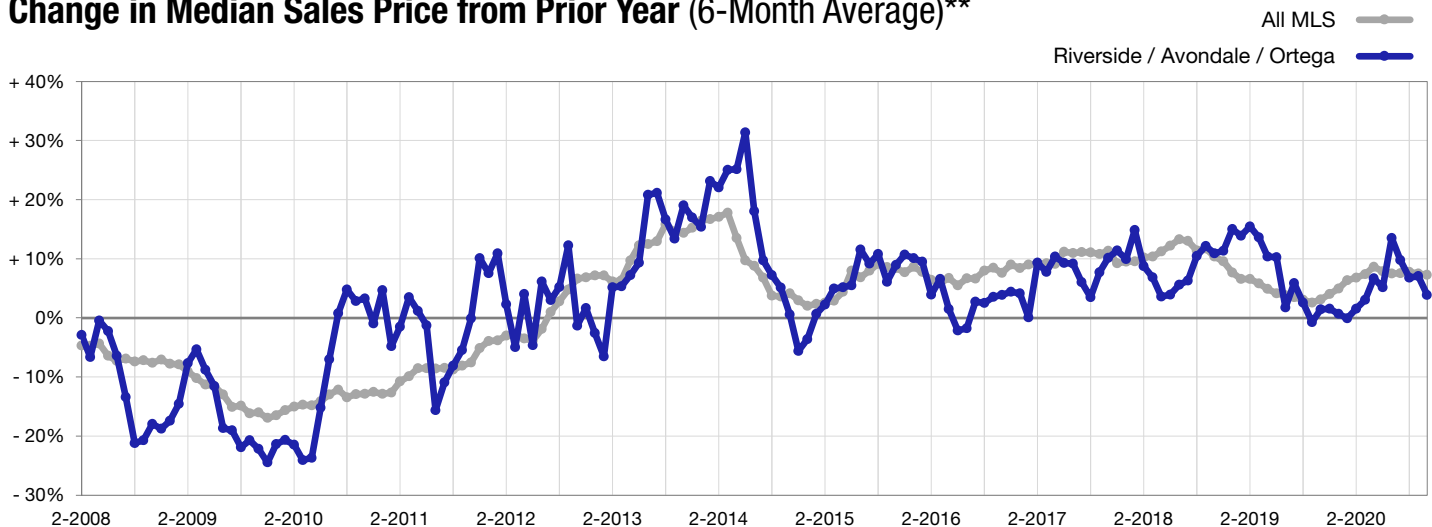


### Year to Date

■ 2019 ■ 2020



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



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



# Local Market Update – October 2020

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



## Arlington / Fort Caroline

Region 04

**+ 23.8%**

**+ 4.3%**

**+ 2.0%**

Change in  
New Listings

Change in  
Closed Sales

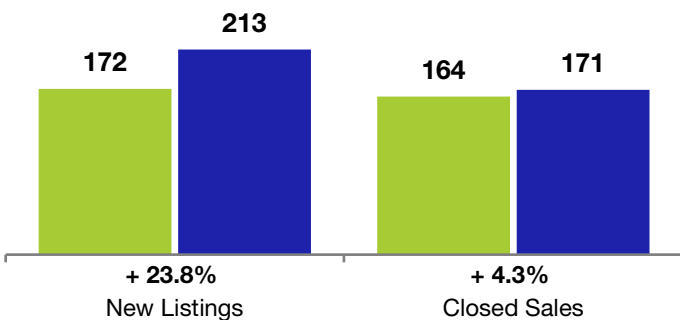
Change in  
Median Sales Price

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	172	213	+ 23.8%	2,155	1,979	- 8.2%
Closed Sales	164	171	+ 4.3%	1,770	1,630	- 7.9%
Median Sales Price*	\$223,500	<b>\$228,000</b>	+ 2.0%	\$209,000	<b>\$220,000</b>	+ 5.3%
Percent of Original List Price Received*	96.6%	<b>97.9%</b>	+ 1.3%	96.4%	<b>97.3%</b>	+ 0.9%
Percent of Properties Sold Over List Price*	12.8%	<b>25.7%</b>	+ 100.8%	18.0%	<b>21.8%</b>	+ 21.1%
Days on Market Until Sale	46	<b>43</b>	- 6.5%	50	<b>45</b>	- 10.0%
Inventory of Homes for Sale	394	<b>237</b>	- 39.8%	--	--	--
Months Supply of Inventory	2.3	<b>1.4</b>	- 39.1%	--	--	--

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

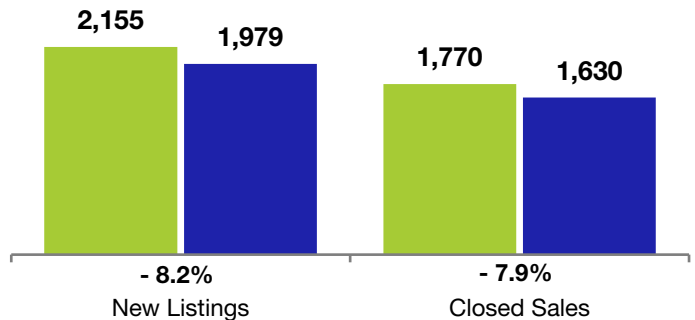
### October

■ 2019 ■ 2020

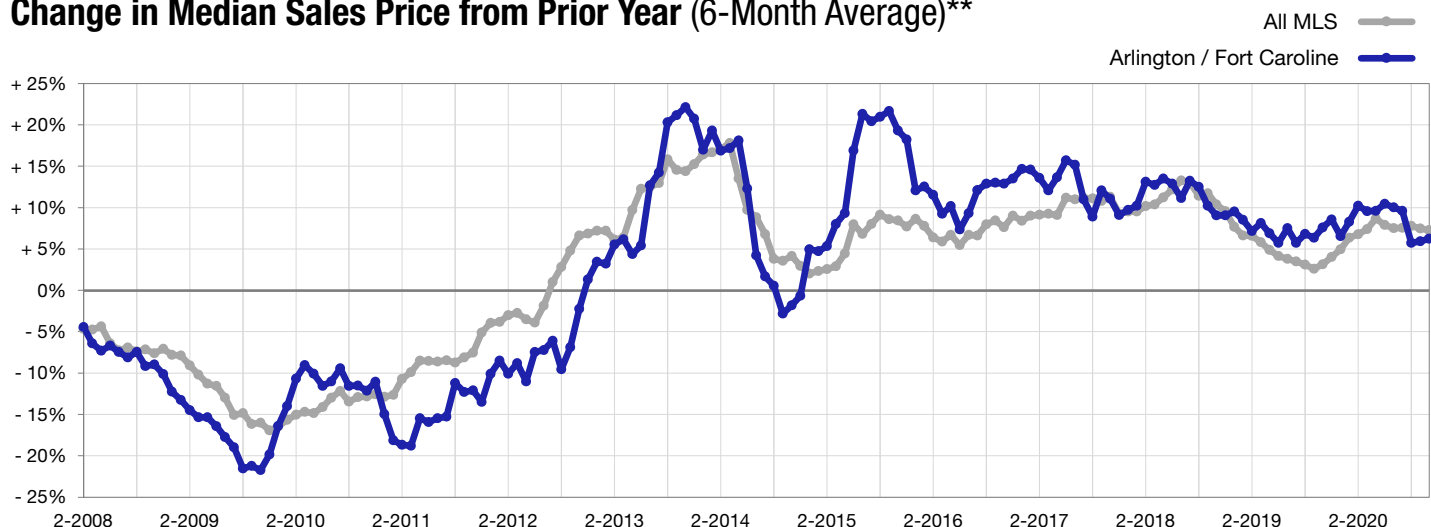


### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – October 2020

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



## Hyde Grove / Murray Hill / Lakeshore / Wesconnett

**+ 5.9%**

**- 10.4%**

**+ 13.3%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 05

### October

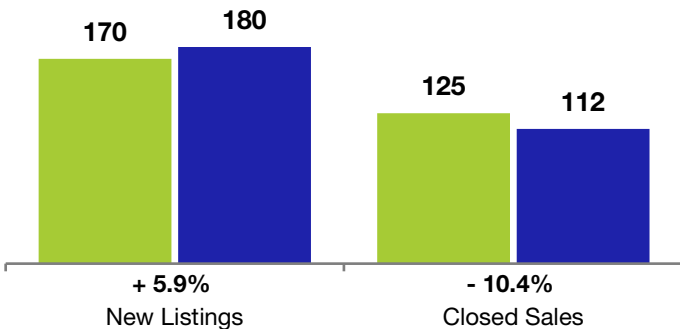
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	170	180	+ 5.9%	1,545	1,415	- 8.4%
Closed Sales	125	112	- 10.4%	1,146	1,112	- 3.0%
Median Sales Price*	\$150,000	\$169,950	+ 13.3%	\$143,000	\$157,950	+ 10.5%
Percent of Original List Price Received*	94.1%	95.7%	+ 1.7%	94.9%	95.5%	+ 0.6%
Percent of Properties Sold Over List Price*	17.6%	17.0%	- 3.4%	15.6%	19.2%	+ 23.1%
Days on Market Until Sale	62	47	- 24.2%	51	54	+ 5.9%
Inventory of Homes for Sale	374	215	- 42.5%	--	--	--
Months Supply of Inventory	3.3	1.9	- 42.4%	--	--	--

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

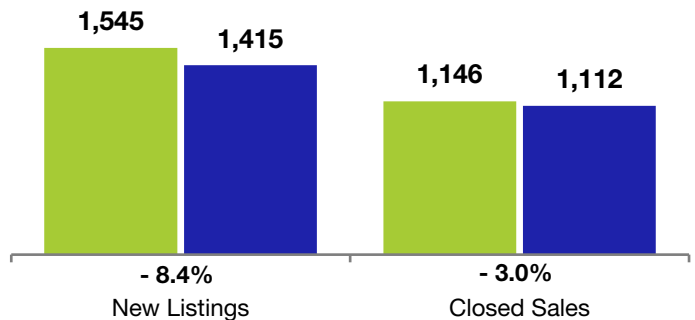
### October

■ 2019 ■ 2020

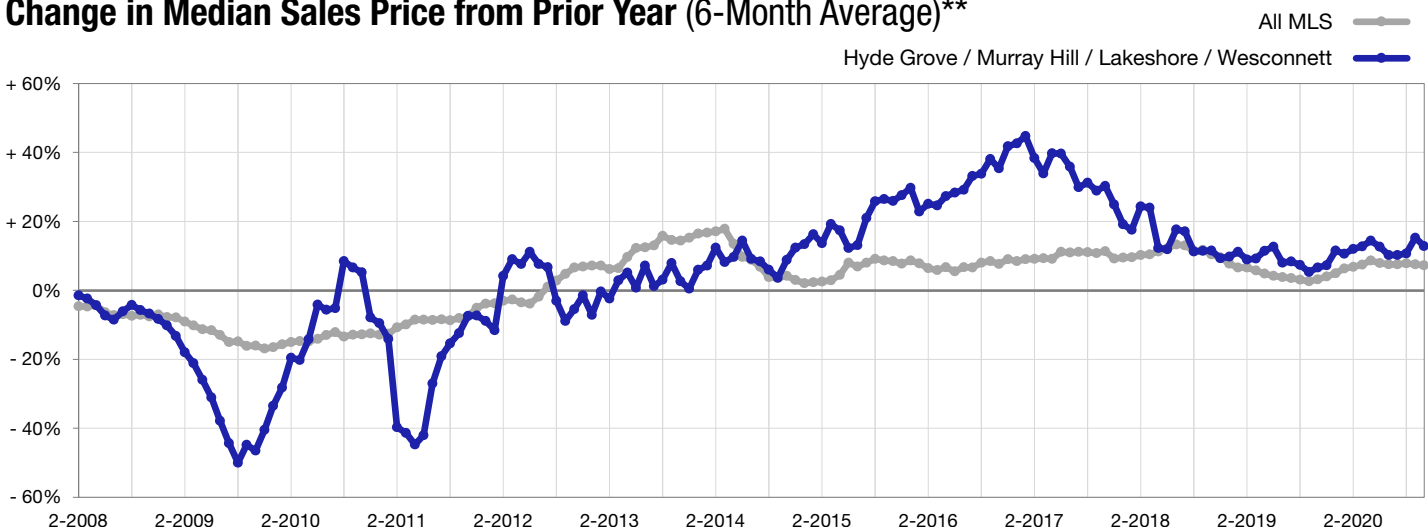


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – October 2020

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



## West Jacksonville

**+ 11.8%**

Change in  
New Listings

**+ 11.9%**

Change in  
Closed Sales

**+ 15.3%**

Change in  
Median Sales Price

### Region 06

### October

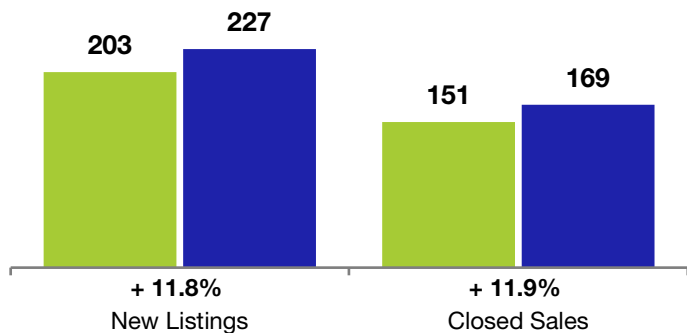
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	203	<b>227</b>	+ 11.8%	1,952	<b>1,942</b>	- 0.5%
Closed Sales	151	<b>169</b>	+ 11.9%	1,591	<b>1,671</b>	+ 5.0%
Median Sales Price*	\$180,000	<b>\$207,500</b>	+ 15.3%	\$185,000	<b>\$200,318</b>	+ 8.3%
Percent of Original List Price Received*	97.6%	<b>98.3%</b>	+ 0.7%	97.1%	<b>97.6%</b>	+ 0.5%
Percent of Properties Sold Over List Price*	17.9%	<b>24.9%</b>	+ 39.1%	17.8%	<b>19.5%</b>	+ 9.6%
Days on Market Until Sale	44	<b>61</b>	+ 38.6%	56	<b>57</b>	+ 1.8%
Inventory of Homes for Sale	434	<b>293</b>	- 32.5%	--	--	--
Months Supply of Inventory	2.8	<b>1.7</b>	- 39.3%	--	--	--

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

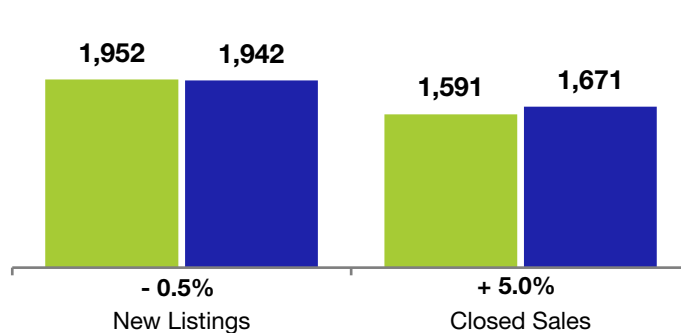
### October

■ 2019 ■ 2020

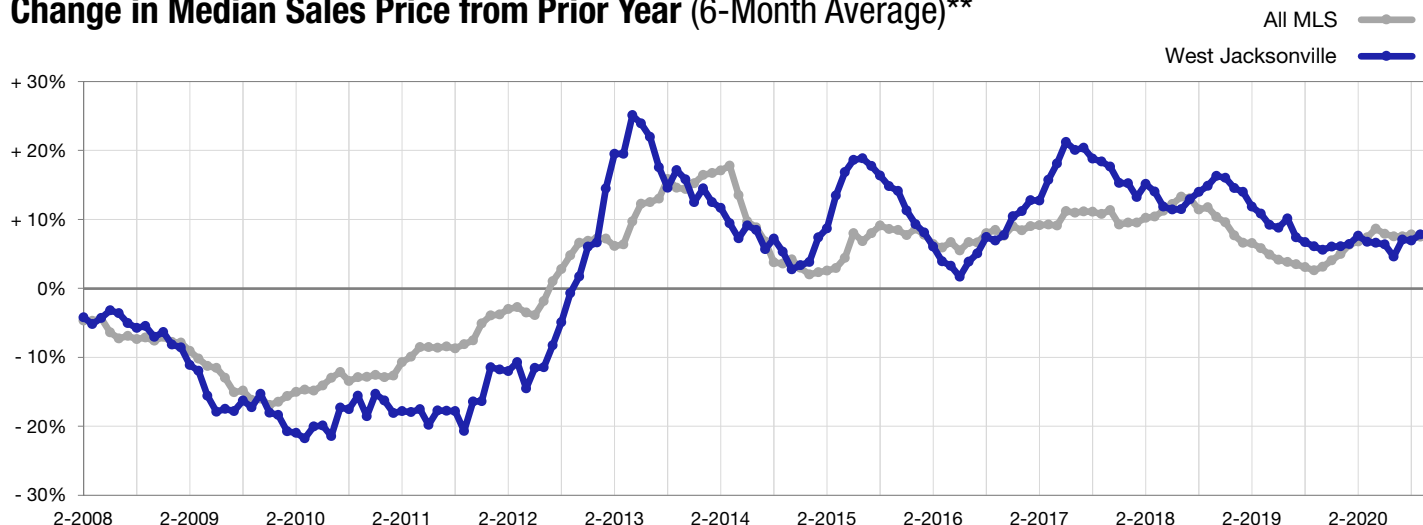


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – October 2020

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



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

**+ 16.3%**

**+ 14.8%**

**+ 54.2%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 07

### October

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	196	<b>228</b>	+ 16.3%	1,995	<b>1,819</b>	- 8.8%
Closed Sales	128	<b>147</b>	+ 14.8%	1,239	<b>1,155</b>	- 6.8%
Median Sales Price*	\$71,000	<b>\$109,500</b>	+ 54.2%	\$73,000	<b>\$85,000</b>	+ 16.4%
Percent of Original List Price Received*	90.5%	<b>93.2%</b>	+ 3.0%	90.7%	<b>90.7%</b>	0.0%
Percent of Properties Sold Over List Price*	11.9%	<b>17.4%</b>	+ 46.2%	13.1%	<b>13.8%</b>	+ 5.3%
Days on Market Until Sale	57	<b>68</b>	+ 19.3%	55	<b>69</b>	+ 25.5%
Inventory of Homes for Sale	638	<b>372</b>	- 41.7%	--	--	--
Months Supply of Inventory	5.2	<b>2.9</b>	- 44.2%	--	--	--

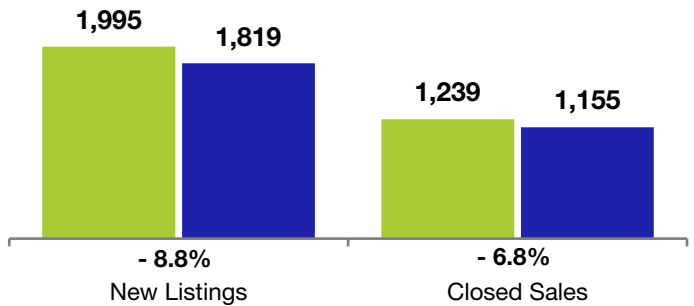
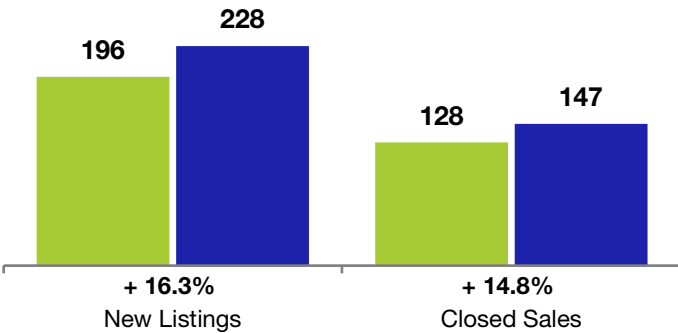
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### October

■ 2019 ■ 2020

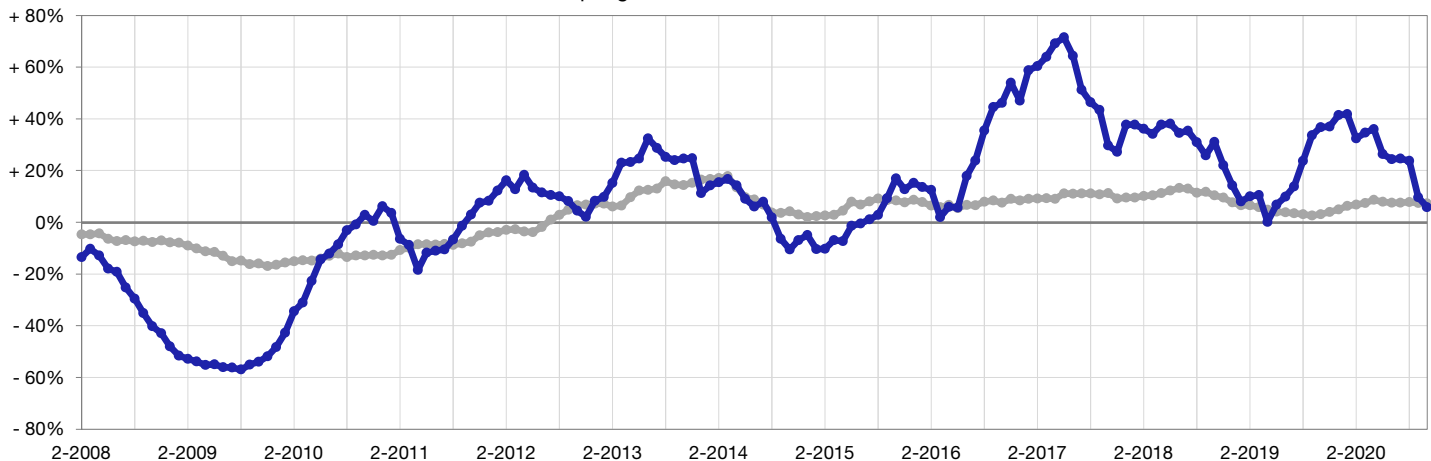
### Year to Date

■ 2019 ■ 2020



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

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



\*\* 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 – October 2020

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



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

**- 11.8%**

**+ 75.0%**

**+ 12.0%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 08

### October

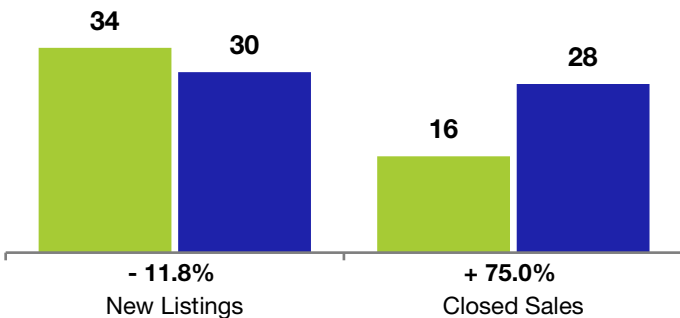
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	34	30	- 11.8%	279	345	+ 23.7%
Closed Sales	16	28	+ 75.0%	240	287	+ 19.6%
Median Sales Price*	\$183,500	<b>\$205,500</b>	+ 12.0%	\$192,000	<b>\$202,990</b>	+ 5.7%
Percent of Original List Price Received*	93.0%	<b>96.5%</b>	+ 3.8%	95.6%	<b>96.5%</b>	+ 0.9%
Percent of Properties Sold Over List Price*	18.8%	<b>32.1%</b>	+ 70.7%	17.1%	<b>20.0%</b>	+ 17.0%
Days on Market Until Sale	67	41	- 38.8%	76	48	- 36.8%
Inventory of Homes for Sale	71	52	- 26.8%	--	--	--
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.

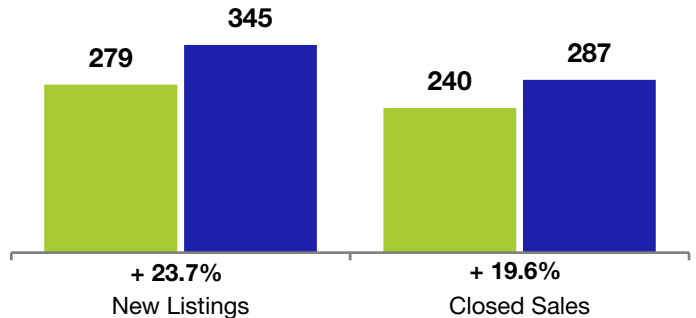
### October

■ 2019 ■ 2020

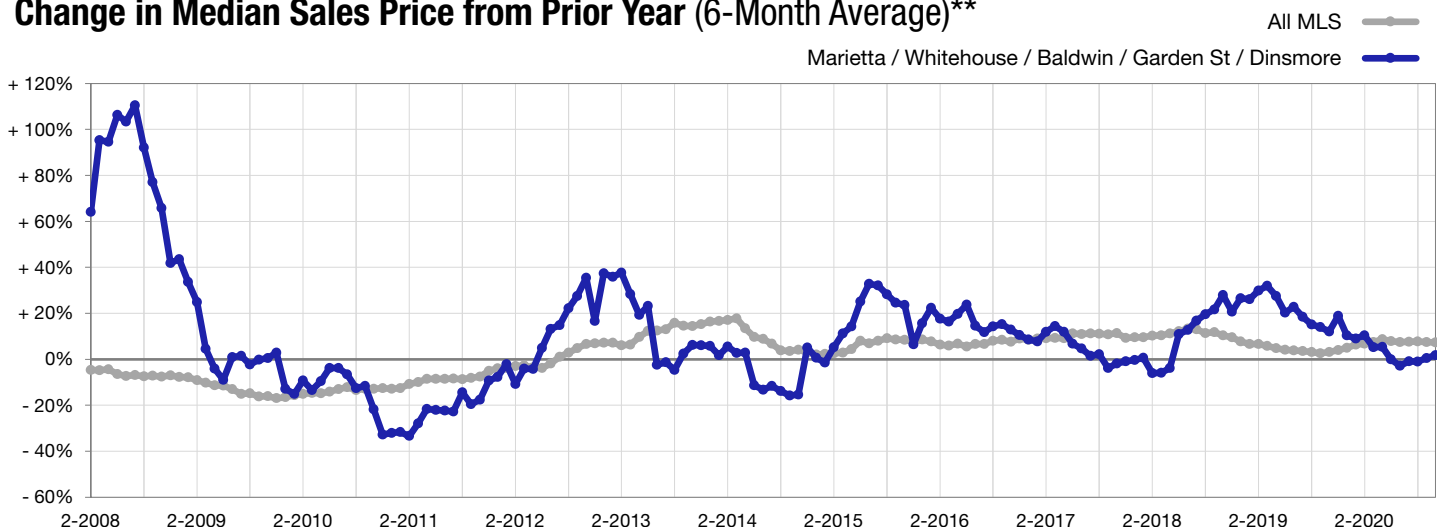


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – October 2020

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



## Jacksonville - North

**- 19.0%**

**+ 25.2%**

**+ 8.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 09

### October

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	237	192	- 19.0%	2,007	1,930	- 3.8%
Closed Sales	139	174	+ 25.2%	1,593	1,617	+ 1.5%
Median Sales Price*	\$223,500	<b>\$243,284</b>	+ 8.9%	\$224,020	<b>\$234,990</b>	+ 4.9%
Percent of Original List Price Received*	97.2%	<b>98.7%</b>	+ 1.5%	97.3%	<b>97.8%</b>	+ 0.5%
Percent of Properties Sold Over List Price*	17.3%	<b>24.1%</b>	+ 39.3%	18.0%	<b>19.0%</b>	+ 5.6%
Days on Market Until Sale	66	<b>50</b>	- 24.2%	65	<b>60</b>	- 7.7%
Inventory of Homes for Sale	492	<b>275</b>	- 44.1%	--	--	--
Months Supply of Inventory	3.2	<b>1.6</b>	- 50.0%	--	--	--

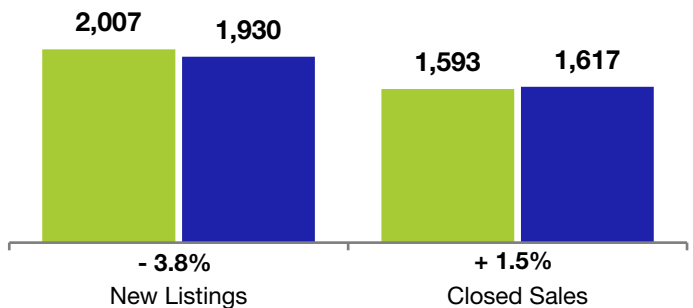
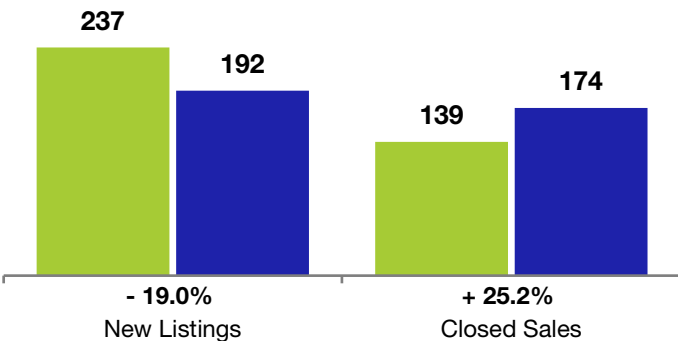
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### October

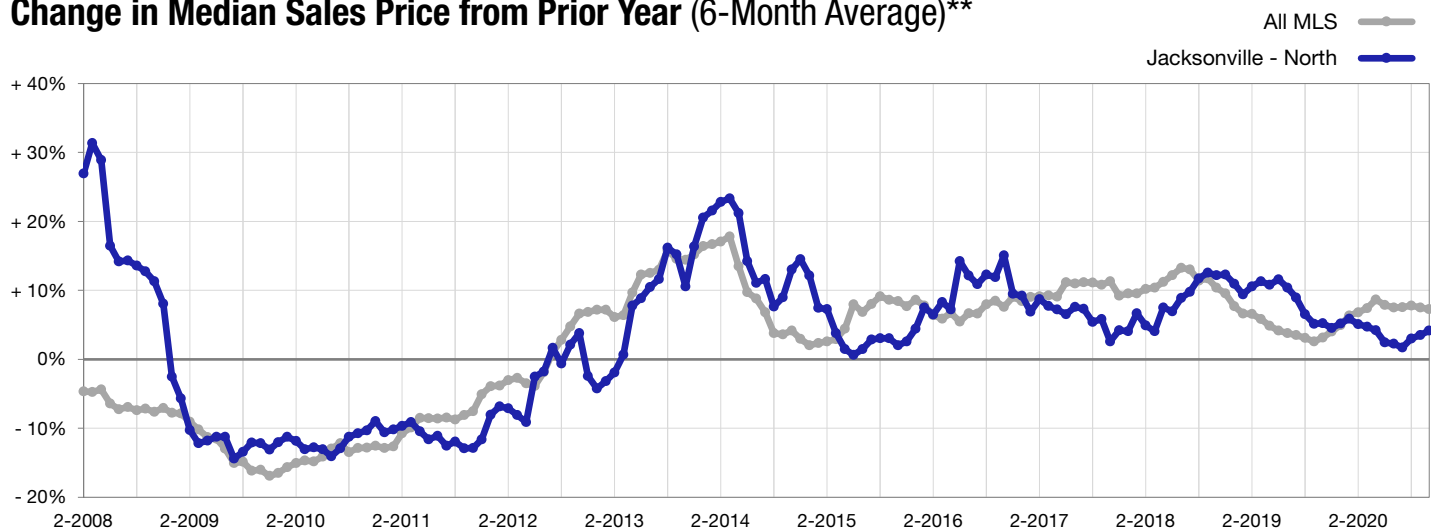
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – October 2020

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



## Fleming Island Area

**- 18.5%**

**+ 9.8%**

**+ 18.0%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

Region 12

October

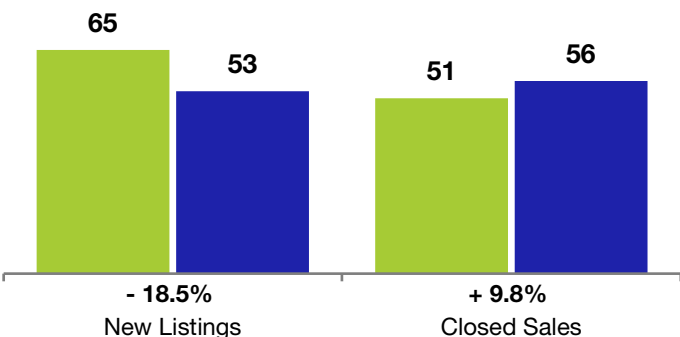
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	65	53	- 18.5%	671	655	- 2.4%
Closed Sales	51	56	+ 9.8%	524	571	+ 9.0%
Median Sales Price*	\$275,500	<b>\$325,000</b>	+ 18.0%	\$290,000	<b>\$300,000</b>	+ 3.4%
Percent of Original List Price Received*	97.2%	<b>97.2%</b>	0.0%	96.6%	<b>97.3%</b>	+ 0.7%
Percent of Properties Sold Over List Price*	13.7%	<b>12.5%</b>	- 8.8%	12.4%	<b>16.1%</b>	+ 29.8%
Days on Market Until Sale	37	<b>52</b>	+ 40.5%	54	<b>52</b>	- 3.7%
Inventory of Homes for Sale	138	<b>78</b>	- 43.5%	--	--	--
Months Supply of Inventory	2.7	<b>1.4</b>	- 48.1%	--	--	--

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

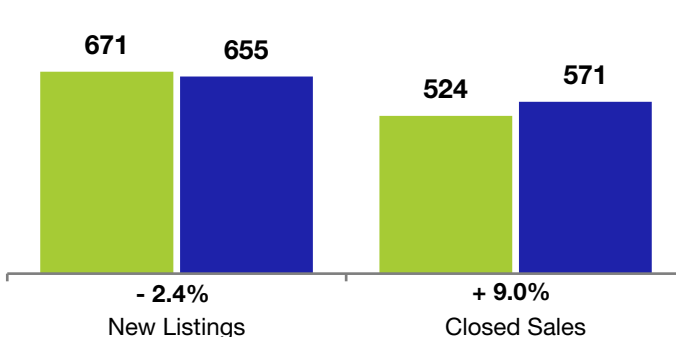
October

■ 2019 ■ 2020

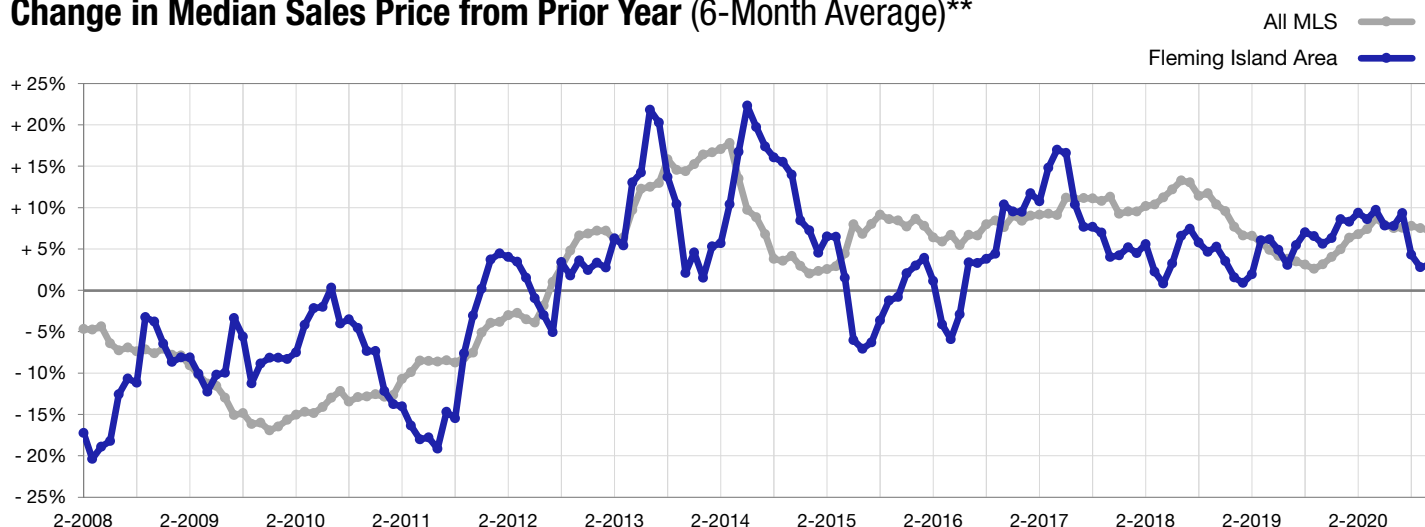


Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – October 2020

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



## Orange Park

**- 3.3%**

**+ 13.3%**

**+ 9.6%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 13

### October

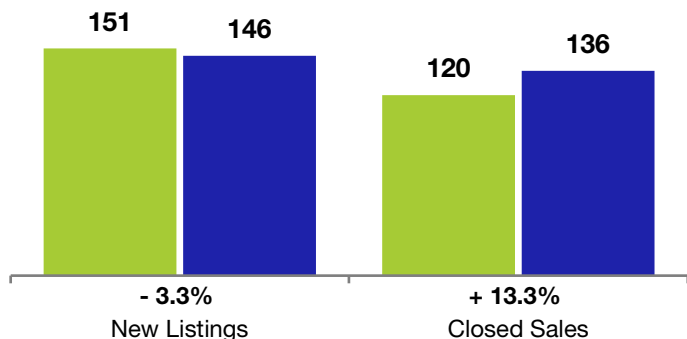
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	151	146	- 3.3%	1,666	1,445	- 13.3%
Closed Sales	120	136	+ 13.3%	1,330	1,275	- 4.1%
Median Sales Price*	\$214,475	<b>\$235,000</b>	+ 9.6%	\$214,000	<b>\$230,000</b>	+ 7.5%
Percent of Original List Price Received*	97.0%	<b>98.3%</b>	+ 1.3%	96.9%	<b>97.8%</b>	+ 0.9%
Percent of Properties Sold Over List Price*	13.3%	<b>22.1%</b>	+ 66.2%	18.7%	<b>20.4%</b>	+ 9.1%
Days on Market Until Sale	60	<b>45</b>	- 25.0%	57	<b>58</b>	+ 1.8%
Inventory of Homes for Sale	337	<b>173</b>	- 48.7%	--	--	--
Months Supply of Inventory	2.6	<b>1.3</b>	- 50.0%	--	--	--

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

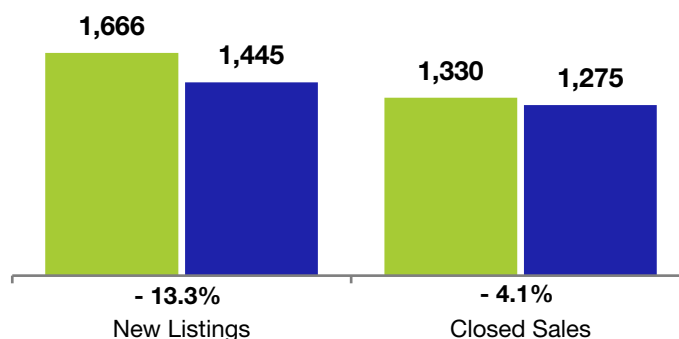
### October

■ 2019 ■ 2020

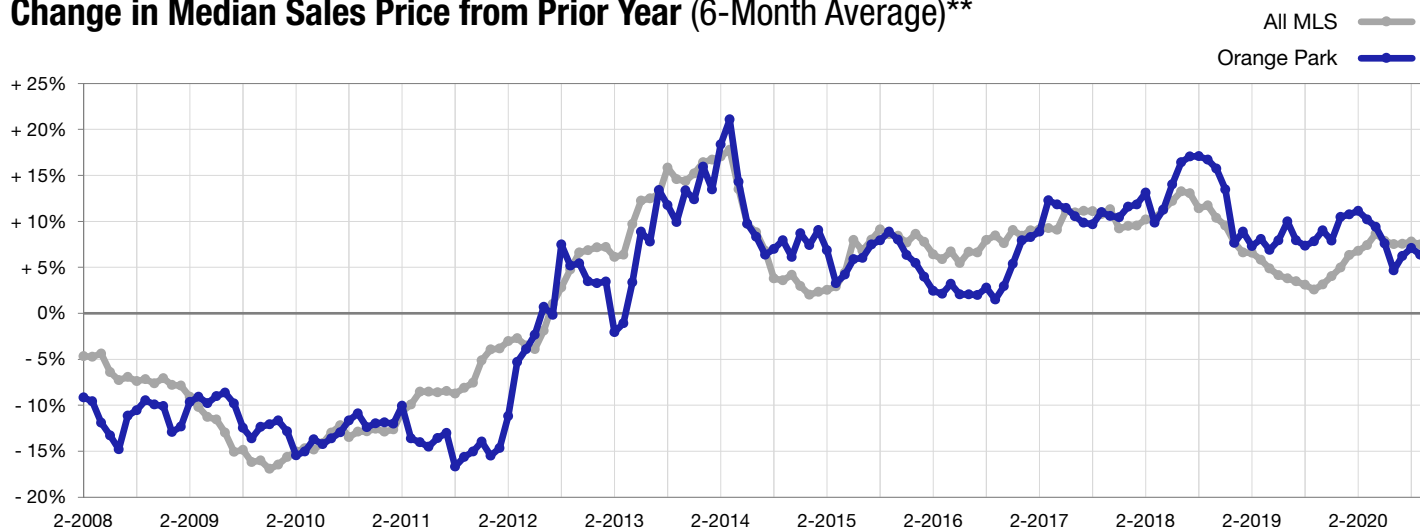


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – October 2020

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



## Middleburg Vicinity

**- 19.4%**

**+ 12.5%**

**+ 7.5%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

Region 14

October

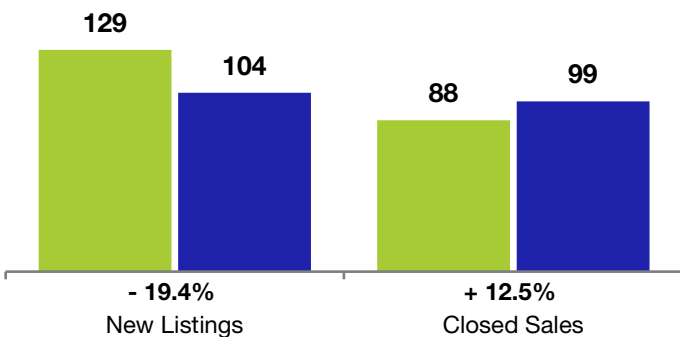
Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	129	104	- 19.4%	1,116	1,112	- 0.4%
Closed Sales	88	99	+ 12.5%	960	916	- 4.6%
Median Sales Price*	\$220,000	\$236,400	+ 7.5%	\$209,900	\$226,900	+ 8.1%
Percent of Original List Price Received*	96.2%	98.7%	+ 2.6%	96.5%	97.3%	+ 0.8%
Percent of Properties Sold Over List Price*	18.2%	20.2%	+ 11.0%	17.8%	18.6%	+ 4.5%
Days on Market Until Sale	64	53	- 17.2%	69	63	- 8.7%
Inventory of Homes for Sale	256	161	- 37.1%	--	--	--
Months Supply of Inventory	2.7	1.7	- 37.0%	--	--	--

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

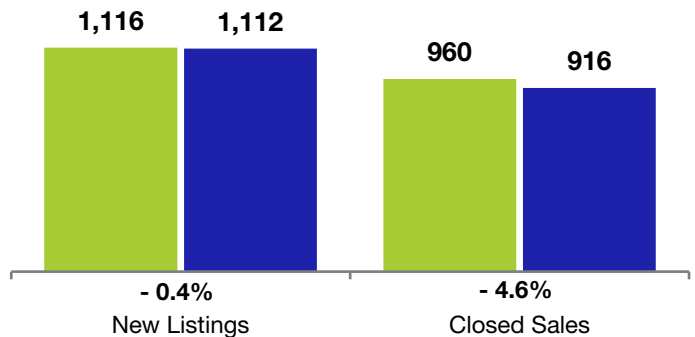
October

■ 2019 ■ 2020

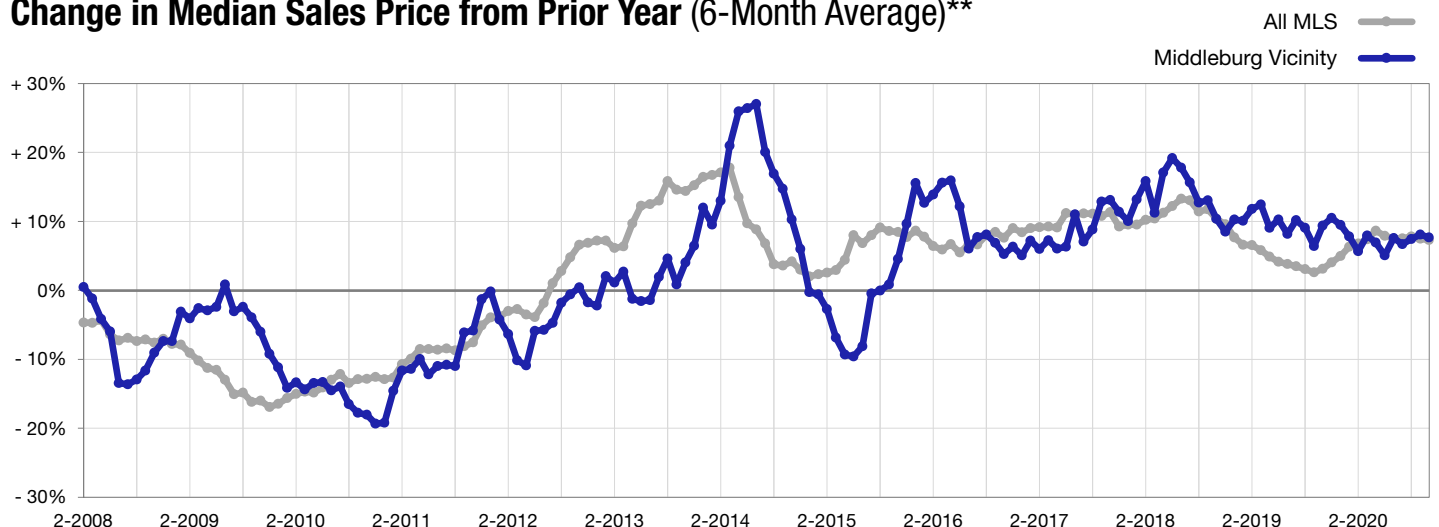


Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – October 2020

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



## Keystone Heights Vicinity

Region 15

**- 32.1%**      **- 13.0%**      **+ 2.6%**

Change in  
New Listings

Change in  
Closed Sales

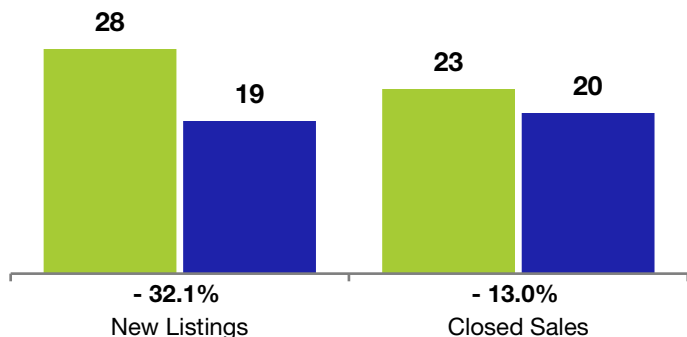
Change in  
Median Sales Price

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	28	19	- 32.1%	227	195	- 14.1%
Closed Sales	23	20	- 13.0%	154	164	+ 6.5%
Median Sales Price*	\$153,500	\$157,500	+ 2.6%	\$155,000	\$158,000	+ 1.9%
Percent of Original List Price Received*	91.5%	95.8%	+ 4.7%	92.6%	93.1%	+ 0.5%
Percent of Properties Sold Over List Price*	8.7%	10.0%	+ 14.9%	14.3%	14.0%	- 2.1%
Days on Market Until Sale	85	102	+ 20.0%	86	94	+ 9.3%
Inventory of Homes for Sale	91	42	- 53.8%	--	--	--
Months Supply of Inventory	5.8	2.4	- 58.6%	--	--	--

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

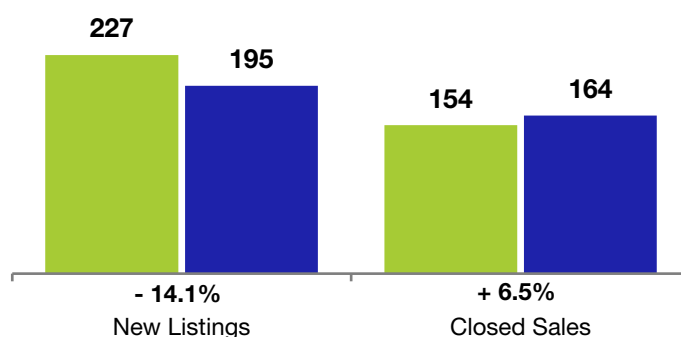
### October

■ 2019 ■ 2020

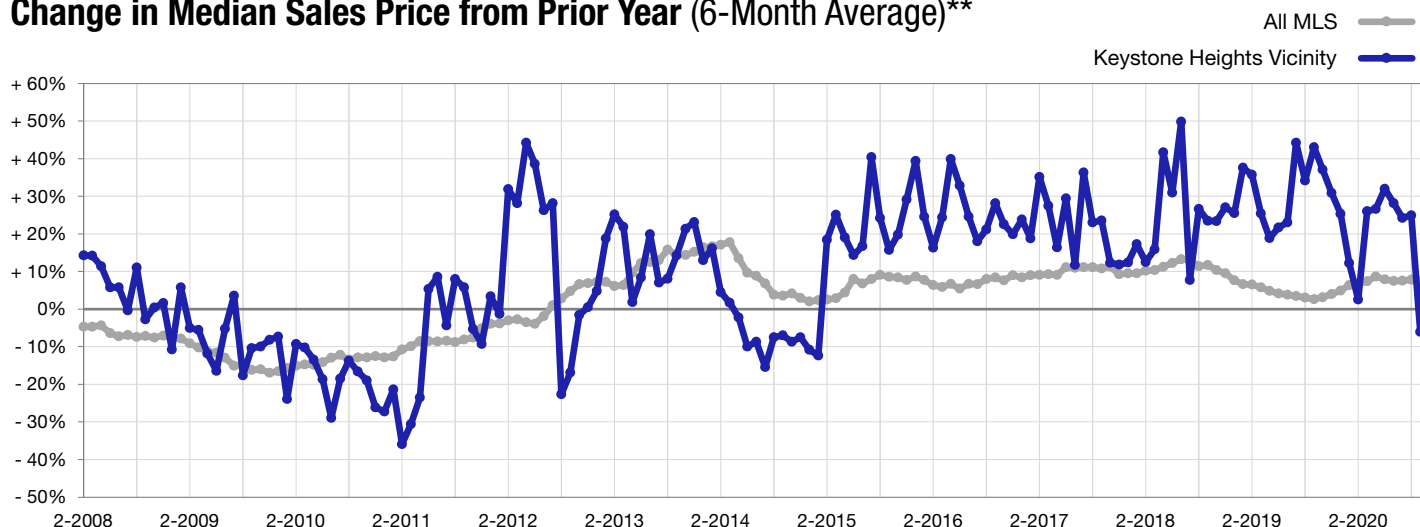


### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – October 2020

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



## Green Cove Springs

**+ 6.6%**

Change in  
New Listings

**+ 29.5%**

Change in  
Closed Sales

**+ 11.2%**

Change in  
Median Sales Price

### Region 16

### October

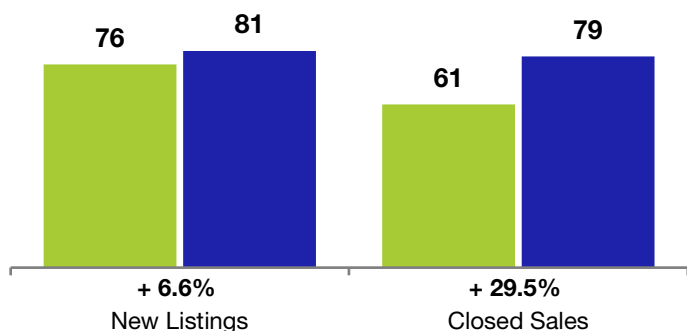
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	76	81	+ 6.6%	748	827	+ 10.6%
Closed Sales	61	79	+ 29.5%	541	705	+ 30.3%
Median Sales Price*	\$215,000	<b>\$239,000</b>	+ 11.2%	\$220,000	<b>\$230,000</b>	+ 4.5%
Percent of Original List Price Received*	95.3%	<b>98.5%</b>	+ 3.4%	96.5%	<b>97.9%</b>	+ 1.5%
Percent of Properties Sold Over List Price*	4.9%	<b>22.8%</b>	+ 365.3%	12.6%	<b>13.7%</b>	+ 8.7%
Days on Market Until Sale	52	<b>68</b>	+ 30.8%	64	<b>68</b>	+ 6.3%
Inventory of Homes for Sale	209	<b>116</b>	- 44.5%	--	--	--
Months Supply of Inventory	3.8	<b>1.6</b>	- 57.9%	--	--	--

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

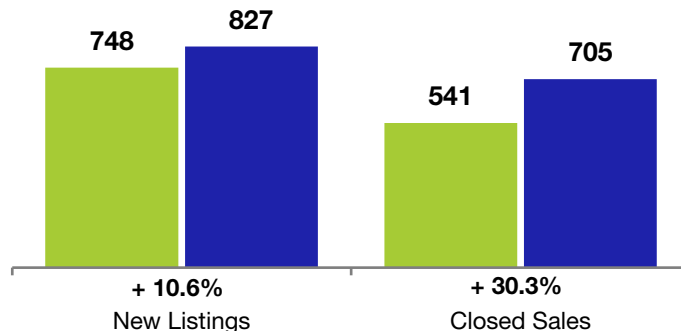
### October

■ 2019 ■ 2020

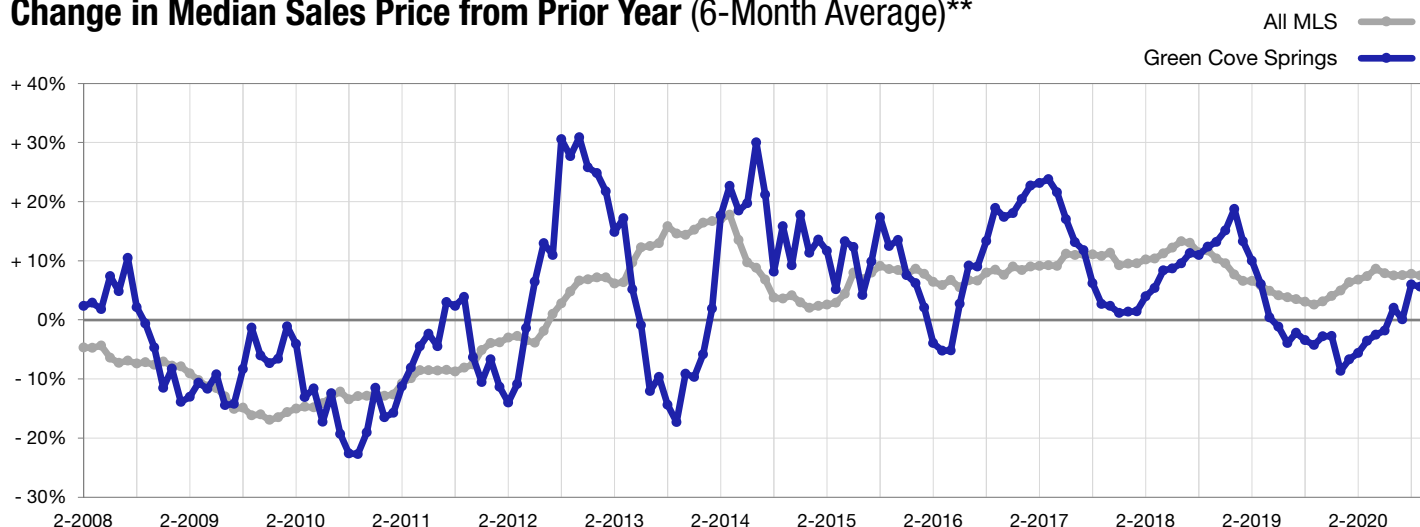


### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – October 2020

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



## Jacksonville Beach

**+ 27.9%**

**+ 24.1%**

**+ 6.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 21

### October

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	61	78	+ 27.9%	726	725	- 0.1%
Closed Sales	58	72	+ 24.1%	528	576	+ 9.1%
Median Sales Price*	\$434,000	<b>\$463,750</b>	+ 6.9%	\$399,500	<b>\$445,000</b>	+ 11.4%
Percent of Original List Price Received*	94.8%	<b>96.1%</b>	+ 1.4%	94.9%	<b>96.2%</b>	+ 1.4%
Percent of Properties Sold Over List Price*	5.2%	<b>6.9%</b>	+ 32.7%	7.6%	<b>8.9%</b>	+ 17.1%
Days on Market Until Sale	100	<b>73</b>	- 27.0%	74	<b>71</b>	- 4.1%
Inventory of Homes for Sale	197	<b>133</b>	- 32.5%	--	--	--
Months Supply of Inventory	3.8	<b>2.3</b>	- 39.5%	--	--	--

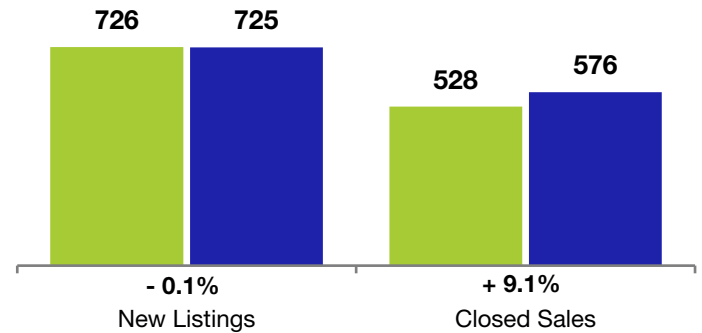
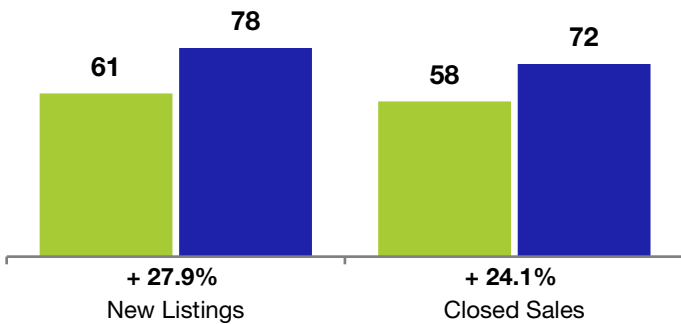
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### October

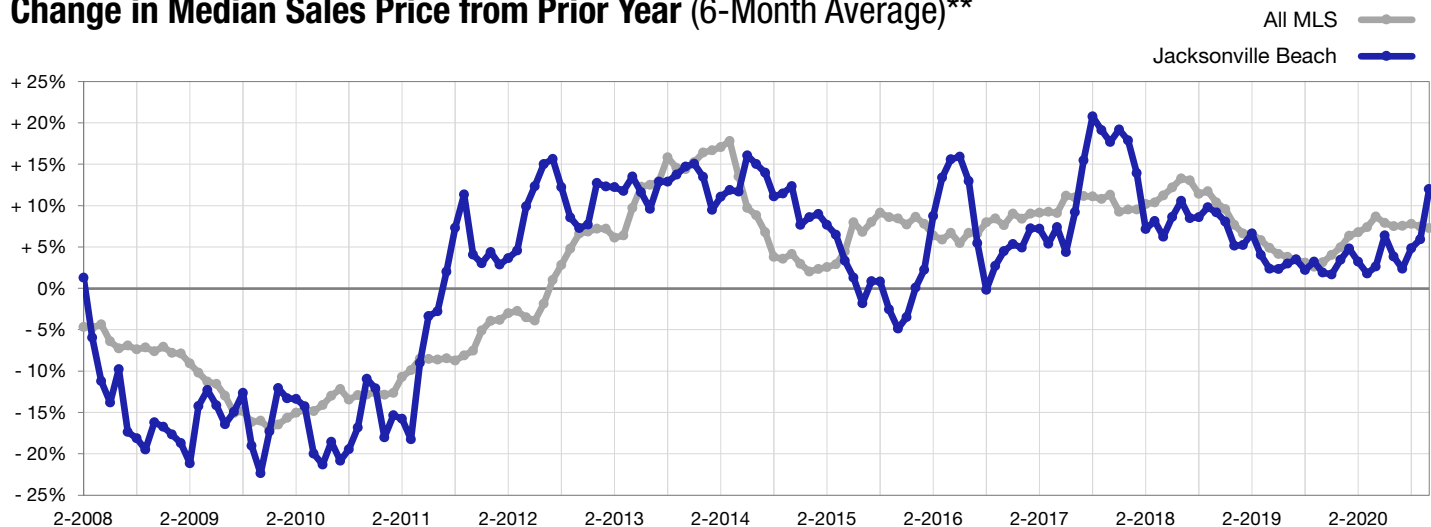
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – October 2020

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



## Neptune Beach

**+ 18.2%**

**+ 37.5%**

**+ 28.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 22

### October

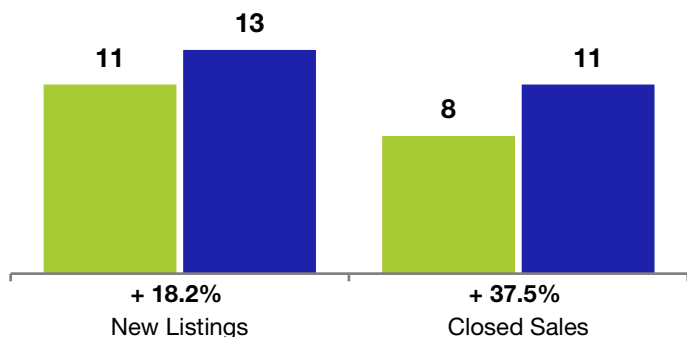
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	11	13	+ 18.2%	146	127	- 13.0%
Closed Sales	8	11	+ 37.5%	92	109	+ 18.5%
Median Sales Price*	\$333,500	<b>\$430,000</b>	+ 28.9%	\$446,000	<b>\$460,000</b>	+ 3.1%
Percent of Original List Price Received*	95.2%	<b>96.1%</b>	+ 0.9%	95.3%	<b>95.8%</b>	+ 0.5%
Percent of Properties Sold Over List Price*	12.5%	<b>27.3%</b>	+ 118.4%	7.6%	<b>9.2%</b>	+ 21.1%
Days on Market Until Sale	99	<b>53</b>	- 46.5%	62	<b>57</b>	- 8.1%
Inventory of Homes for Sale	42	<b>20</b>	- 52.4%	--	--	--
Months Supply of Inventory	4.5	<b>1.9</b>	- 57.8%	--	--	--

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

### October

■ 2019 ■ 2020

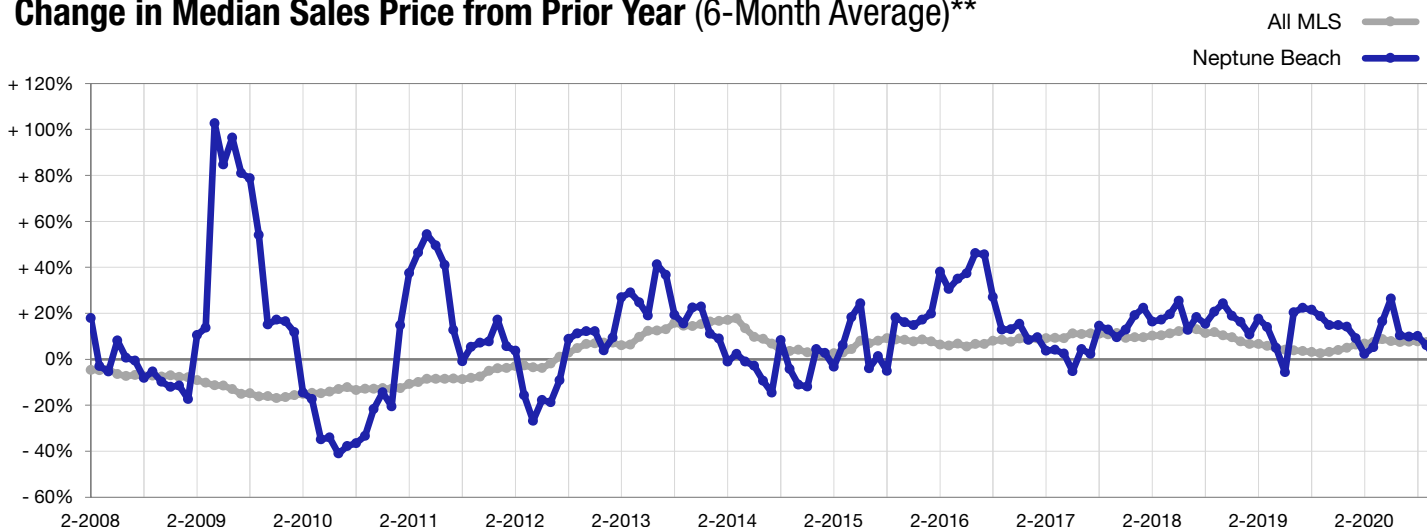


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – October 2020

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



## Atlantic Beach

**- 23.5%**

**+ 57.1%**

**+ 42.2%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 23

### October

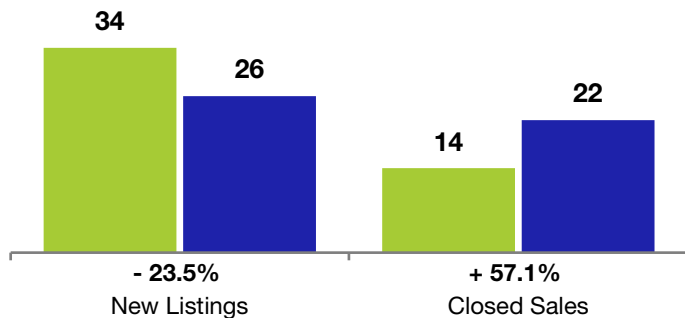
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	34	26	- 23.5%	338	267	- 21.0%
Closed Sales	14	22	+ 57.1%	231	222	- 3.9%
Median Sales Price*	\$347,500	<b>\$494,135</b>	+ 42.2%	\$390,000	<b>\$468,750</b>	+ 20.2%
Percent of Original List Price Received*	93.4%	<b>96.4%</b>	+ 3.2%	96.7%	<b>94.9%</b>	- 1.9%
Percent of Properties Sold Over List Price*	7.1%	<b>22.7%</b>	+ 219.7%	14.3%	<b>17.6%</b>	+ 23.1%
Days on Market Until Sale	88	<b>80</b>	- 9.1%	72	<b>75</b>	+ 4.2%
Inventory of Homes for Sale	102	<b>57</b>	- 44.1%	--	--	--
Months Supply of Inventory	4.6	<b>2.6</b>	- 43.5%	--	--	--

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

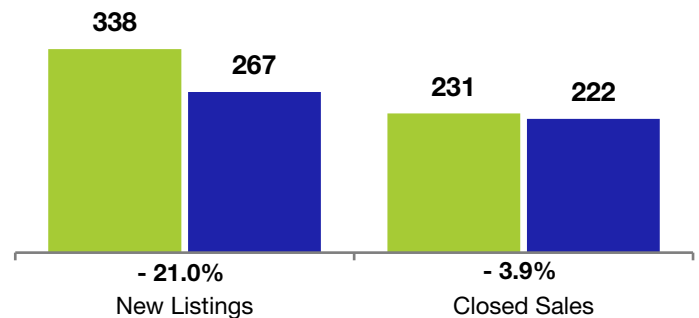
### October

■ 2019 ■ 2020

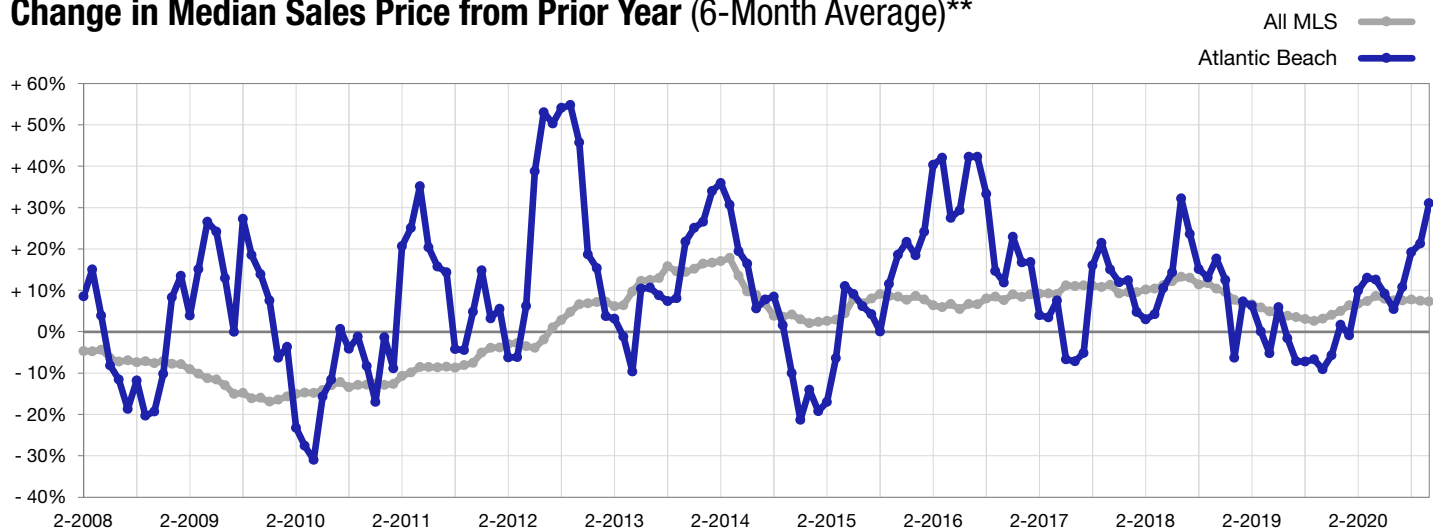


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – October 2020

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



## North Beach / Mayport

Region 24

**- 18.2%**

Change in  
New Listings

**- 20.0%**

Change in  
Closed Sales

**+ 62.8%**

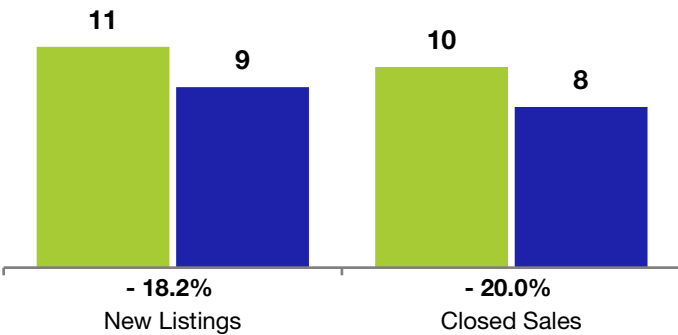
Change in  
Median Sales Price

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	11	9	- 18.2%	103	126	+ 22.3%
Closed Sales	10	8	- 20.0%	89	110	+ 23.6%
Median Sales Price*	\$191,500	\$311,750	+ 62.8%	\$200,000	\$234,693	+ 17.3%
Percent of Original List Price Received*	101.8%	101.0%	- 0.8%	98.1%	98.8%	+ 0.7%
Percent of Properties Sold Over List Price*	30.0%	12.5%	- 58.3%	24.7%	29.1%	+ 17.8%
Days on Market Until Sale	15	26	+ 73.3%	47	35	- 25.5%
Inventory of Homes for Sale	18	10	- 44.4%	--	--	--
Months Supply of Inventory	2.1	0.9	- 57.1%	--	--	--

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

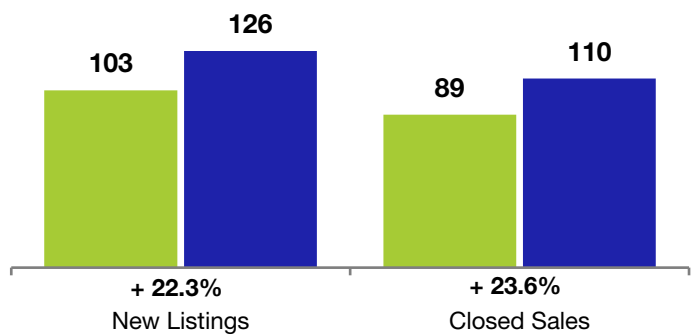
### October

■ 2019 ■ 2020

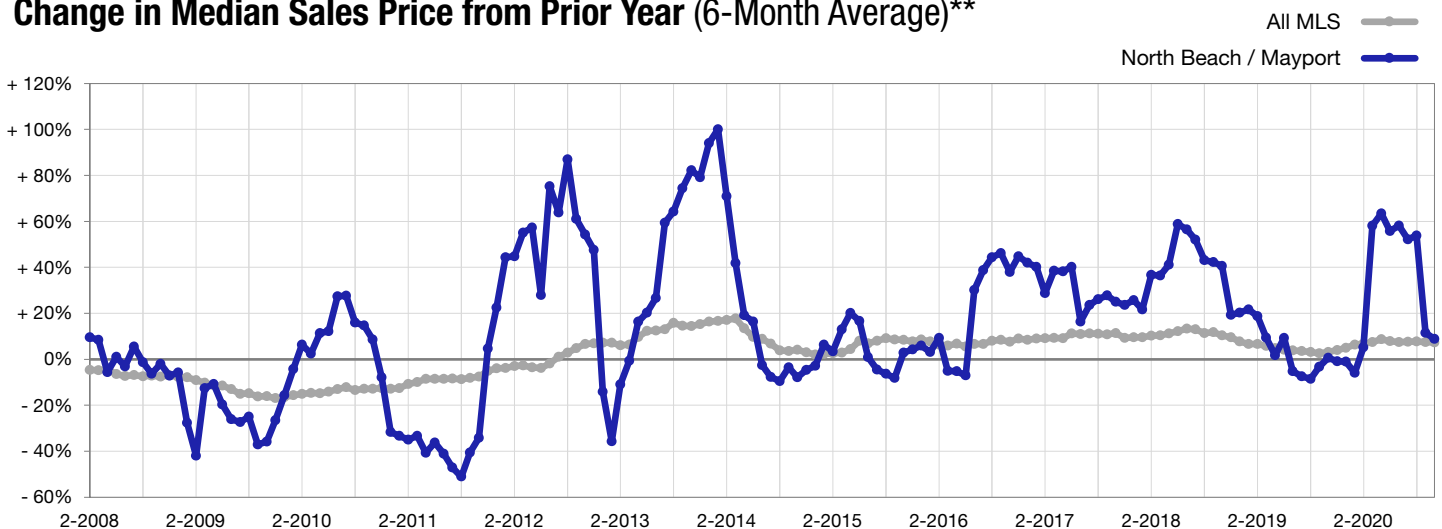


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – October 2020

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



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

**+ 16.1%**

**+ 61.1%**

**- 7.4%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 25

### October

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	31	36	+ 16.1%	276	304	+ 10.1%
Closed Sales	18	29	+ 61.1%	207	242	+ 16.9%
Median Sales Price*	\$669,500	\$620,000	- 7.4%	\$585,000	\$611,000	+ 4.4%
Percent of Original List Price Received*	93.9%	95.1%	+ 1.3%	93.7%	95.0%	+ 1.4%
Percent of Properties Sold Over List Price*	5.6%	3.4%	- 39.3%	10.6%	8.3%	- 21.7%
Days on Market Until Sale	122	64	- 47.5%	114	80	- 29.8%
Inventory of Homes for Sale	99	74	- 25.3%	--	--	--
Months Supply of Inventory	5.1	3.1	- 39.2%	--	--	--

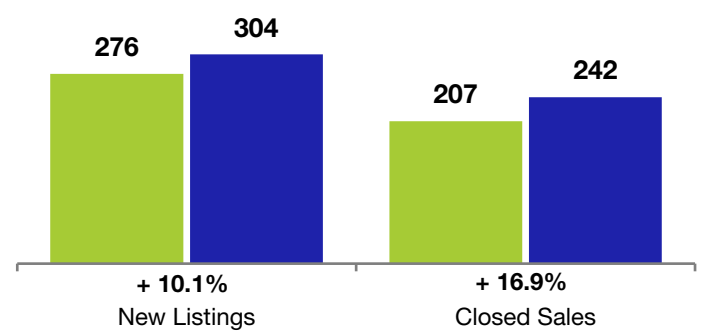
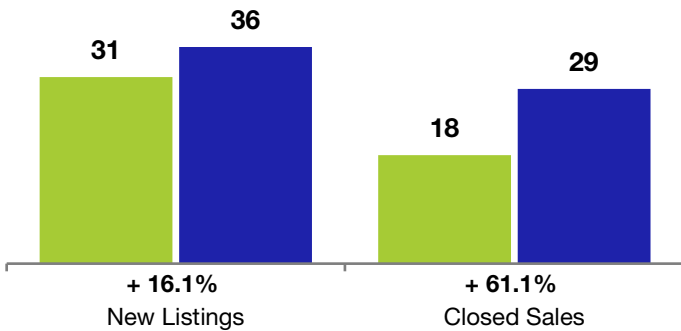
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### October

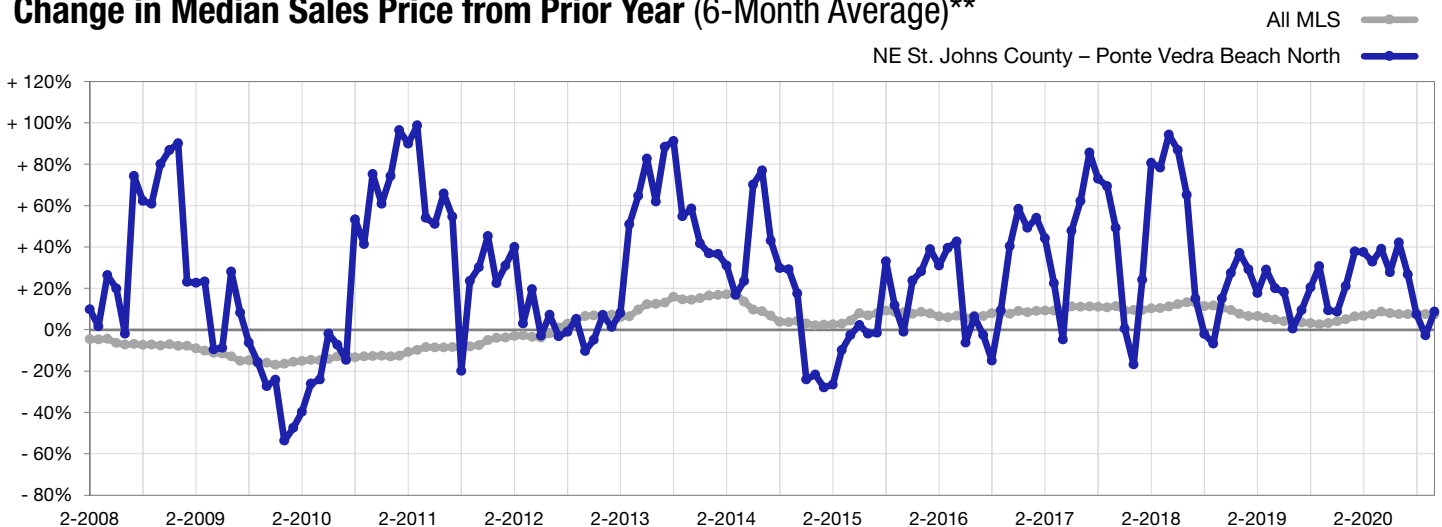
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – October 2020

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



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

**- 19.0%**      **+ 97.9%**      **+ 39.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 26

### October

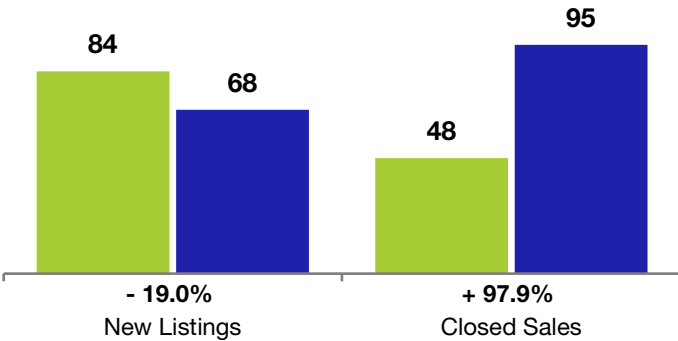
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	84	68	- 19.0%	993	898	- 9.6%
Closed Sales	48	95	+ 97.9%	647	781	+ 20.7%
Median Sales Price*	\$479,000	\$670,000	+ 39.9%	\$495,000	\$540,000	+ 9.1%
Percent of Original List Price Received*	95.6%	95.6%	0.0%	94.2%	95.0%	+ 0.8%
Percent of Properties Sold Over List Price*	4.2%	10.5%	+ 150.0%	4.6%	7.0%	+ 52.2%
Days on Market Until Sale	76	79	+ 3.9%	91	96	+ 5.5%
Inventory of Homes for Sale	388	178	- 54.1%	--	--	--
Months Supply of Inventory	6.2	2.3	- 62.9%	--	--	--

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

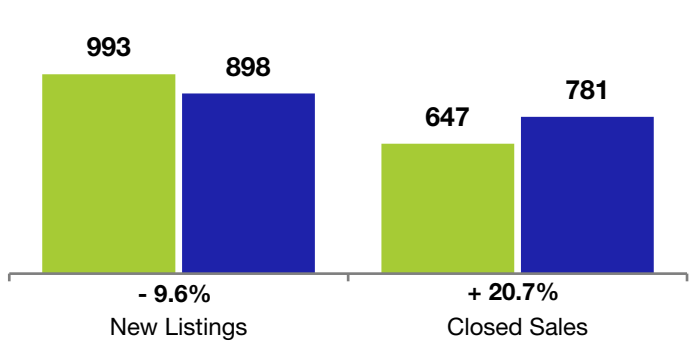
### October

■ 2019 ■ 2020

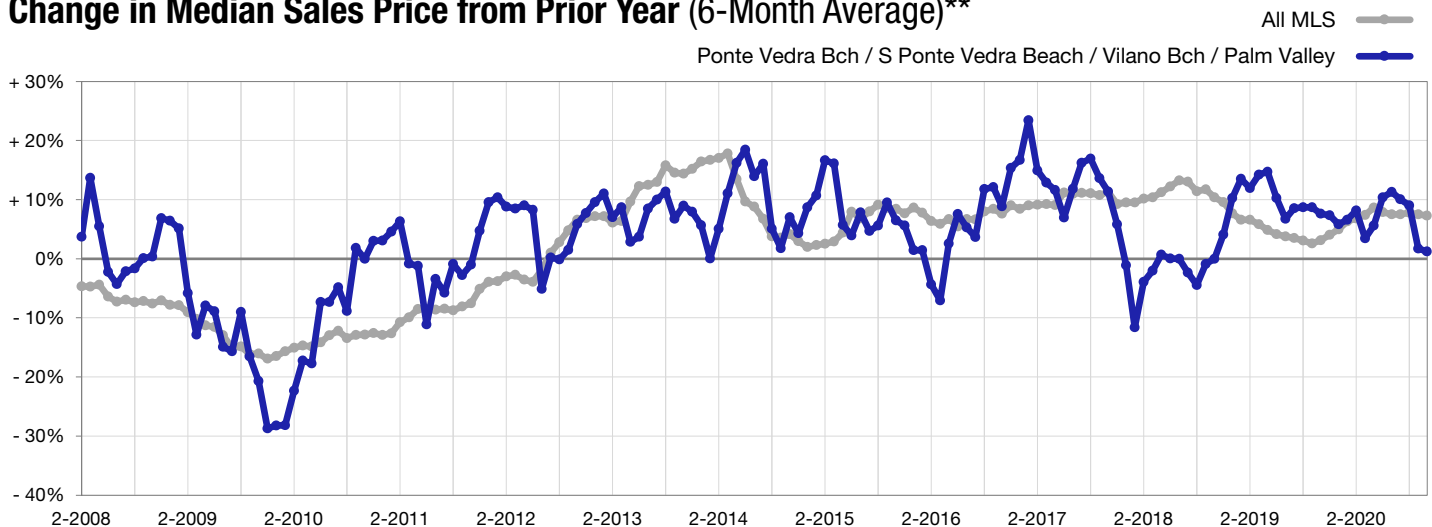


### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – October 2020

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



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

**- 2.2%**

**+ 7.9%**

**- 2.2%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 27

### October

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	89	87	- 2.2%	1,007	1,008	+ 0.1%
Closed Sales	89	96	+ 7.9%	834	882	+ 5.8%
Median Sales Price*	\$437,766	\$428,063	- 2.2%	\$439,450	\$447,999	+ 1.9%
Percent of Original List Price Received*	98.6%	98.9%	+ 0.3%	97.6%	98.4%	+ 0.8%
Percent of Properties Sold Over List Price*	16.9%	16.7%	- 1.2%	14.9%	14.6%	- 2.0%
Days on Market Until Sale	50	47	- 6.0%	72	70	- 2.8%
Inventory of Homes for Sale	227	104	- 54.2%	--	--	--
Months Supply of Inventory	2.7	1.1	- 59.3%	--	--	--

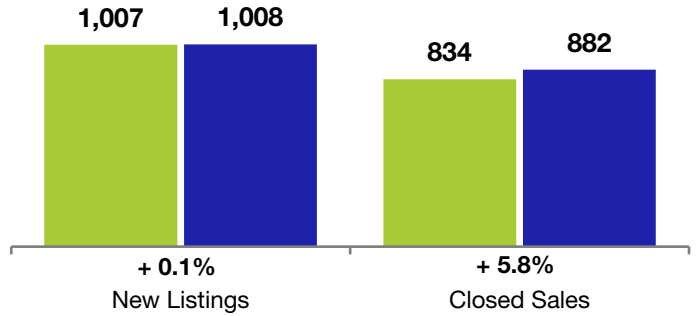
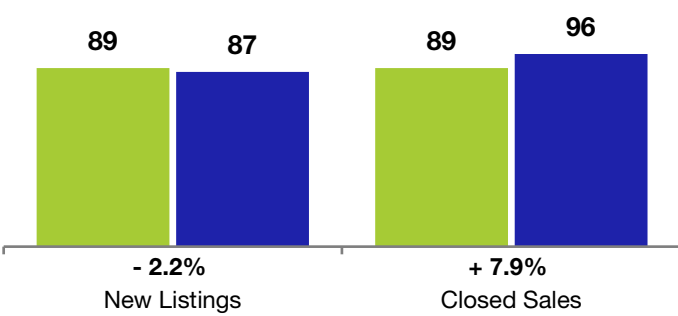
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### October

■ 2019 ■ 2020

### Year to Date

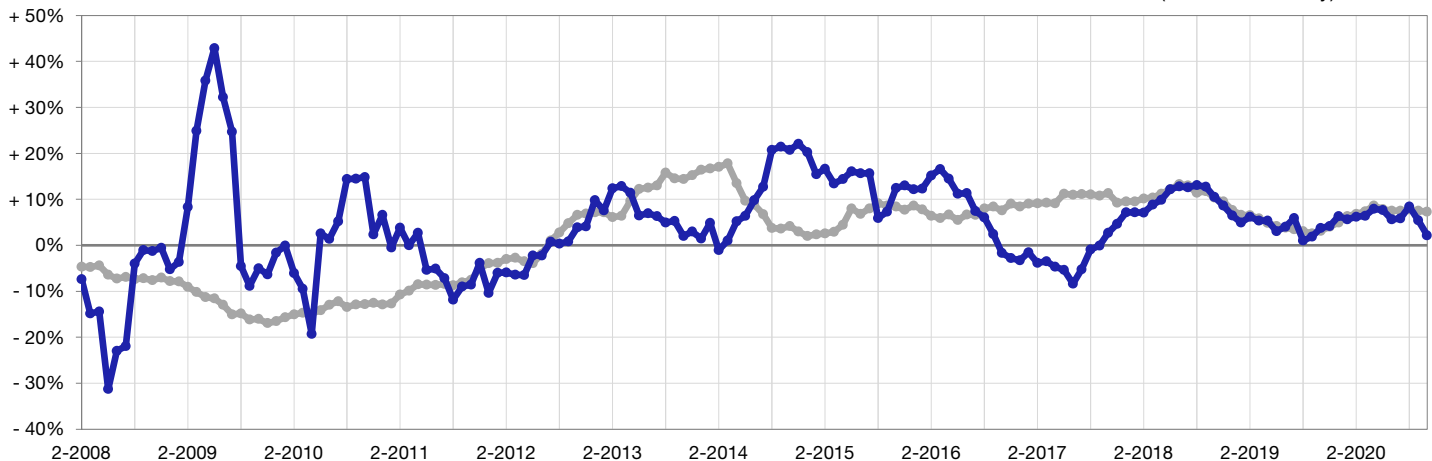
■ 2019 ■ 2020



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

All MLS —

Ponte Vedra / Nocatee (St. Johns County) —



\*\* 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 – October 2020

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



## St. Johns County - NW

Region 30

**- 2.0%**

**+ 36.9%**

**+ 4.8%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

**October**

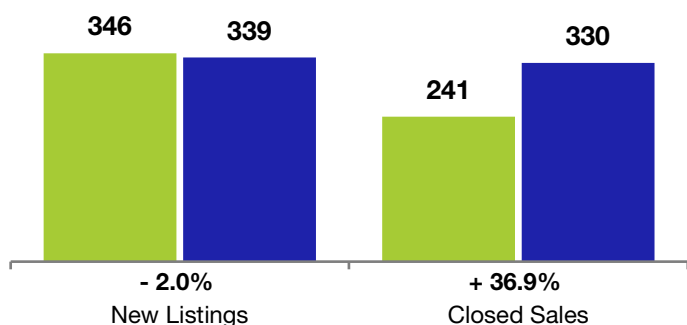
**Year to Date**

	2019	2020	+ / -	2019	2020	+ / -
New Listings	346	339	- 2.0%	3,652	3,661	+ 0.2%
Closed Sales	241	330	+ 36.9%	2,838	3,146	+ 10.9%
Median Sales Price*	\$327,362	\$343,143	+ 4.8%	\$325,000	\$342,000	+ 5.2%
Percent of Original List Price Received*	96.6%	98.3%	+ 1.8%	97.1%	97.7%	+ 0.6%
Percent of Properties Sold Over List Price*	11.6%	18.8%	+ 62.1%	13.1%	13.4%	+ 2.3%
Days on Market Until Sale	76	63	- 17.1%	78	73	- 6.4%
Inventory of Homes for Sale	1,030	550	- 46.6%	--	--	--
Months Supply of Inventory	3.8	1.7	- 55.3%	--	--	--

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

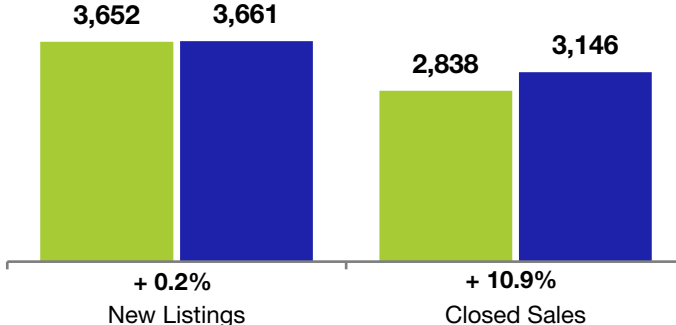
### October

■ 2019 ■ 2020

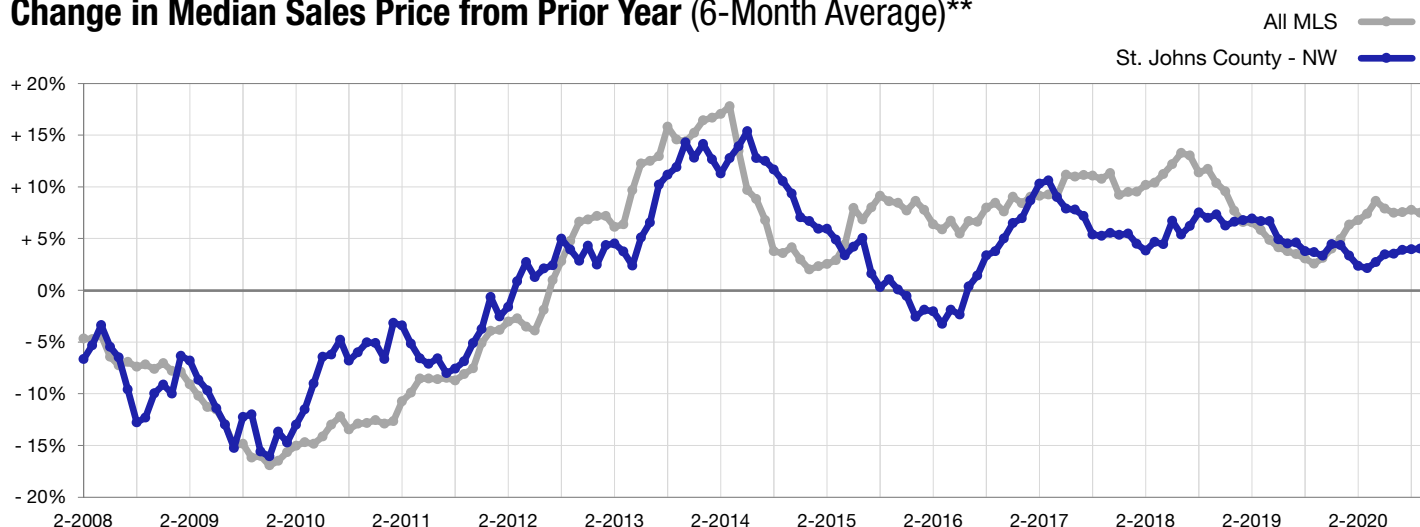


### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – October 2020

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



## St. Johns County - NE

**- 30.0%**

**+ 23.3%**

**- 9.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

Region 31

October

Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	40	28	- 30.0%	412	359	- 12.9%
Closed Sales	30	37	+ 23.3%	296	305	+ 3.0%
Median Sales Price*	\$365,000	<b>\$328,990</b>	- 9.9%	\$405,000	<b>\$362,000</b>	- 10.6%
Percent of Original List Price Received*	95.2%	<b>97.5%</b>	+ 2.4%	95.6%	<b>97.0%</b>	+ 1.5%
Percent of Properties Sold Over List Price*	6.7%	<b>10.8%</b>	+ 61.2%	6.1%	<b>8.2%</b>	+ 34.4%
Days on Market Until Sale	111	<b>57</b>	- 48.6%	93	<b>88</b>	- 5.4%
Inventory of Homes for Sale	129	<b>63</b>	- 51.2%	--	--	--
Months Supply of Inventory	4.6	<b>2.0</b>	- 56.5%	--	--	--

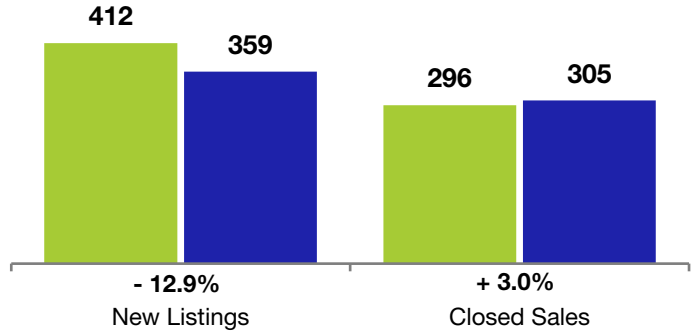
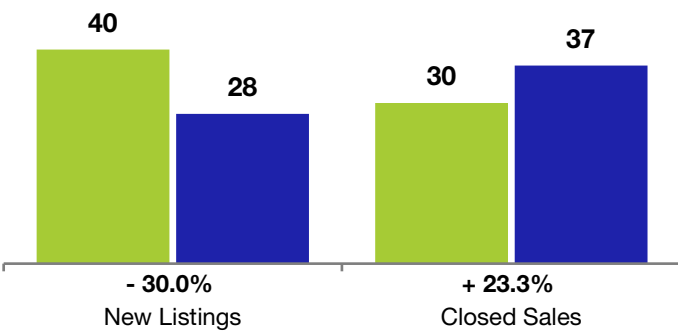
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### October

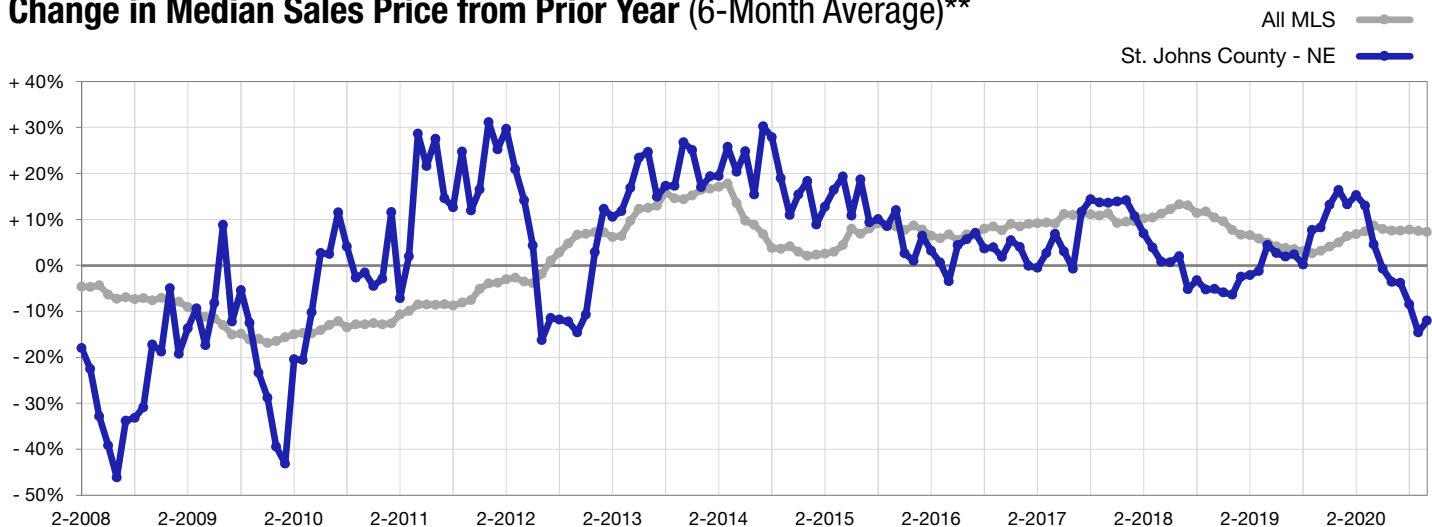
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – October 2020

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



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

**+ 18.2%**      **+ 24.0%**      **+ 27.5%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 32

### October

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	33	39	+ 18.2%	301	336	+ 11.6%
Closed Sales	25	31	+ 24.0%	188	233	+ 23.9%
Median Sales Price*	\$313,607	\$400,000	+ 27.5%	\$345,981	\$343,439	- 0.7%
Percent of Original List Price Received*	93.2%	96.3%	+ 3.3%	93.3%	94.7%	+ 1.5%
Percent of Properties Sold Over List Price*	8.0%	12.9%	+ 61.3%	6.9%	8.2%	+ 18.8%
Days on Market Until Sale	109	127	+ 16.5%	98	109	+ 11.2%
Inventory of Homes for Sale	138	108	- 21.7%	--	--	--
Months Supply of Inventory	7.6	4.4	- 42.1%	--	--	--

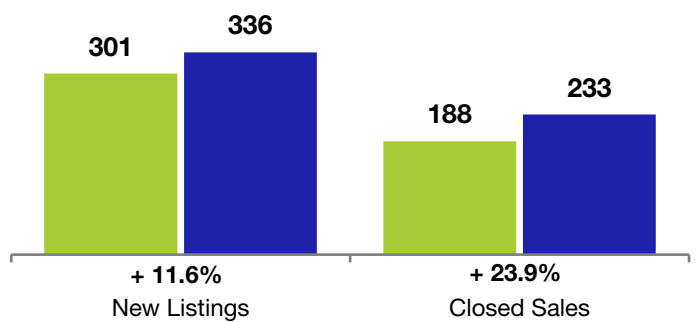
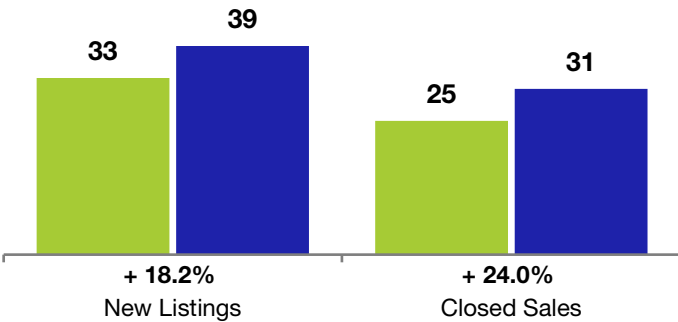
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### October

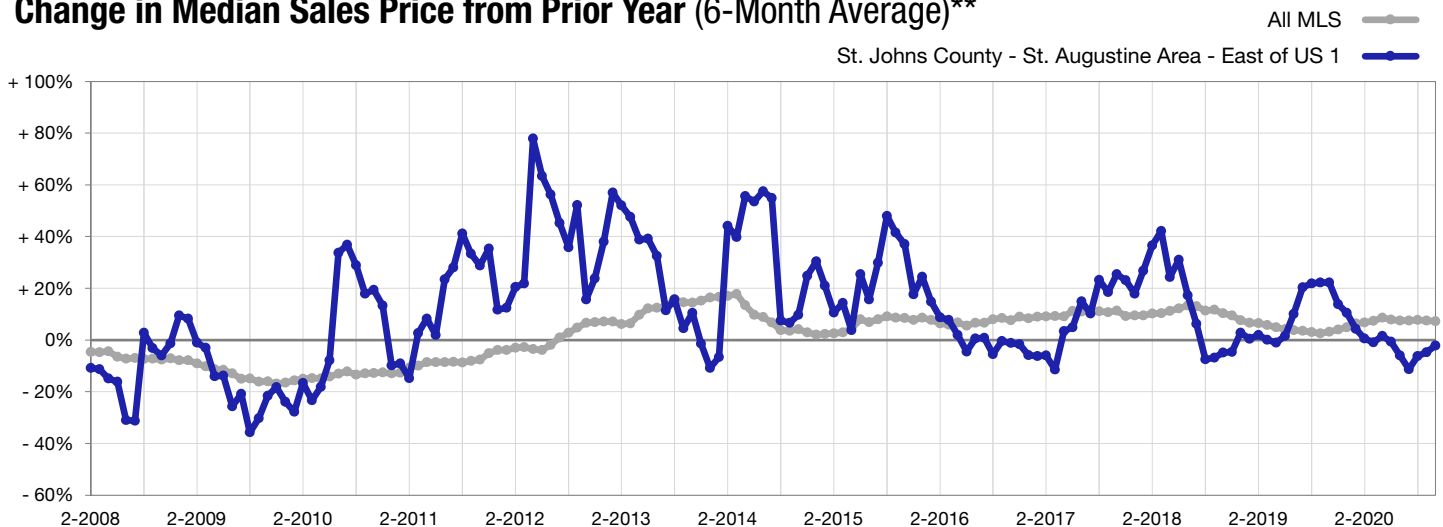
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – October 2020

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



## St. Johns County - SE

Region 33

**- 35.1%**      **+ 63.8%**      **+ 8.2%**

Change in  
New Listings

Change in  
Closed Sales

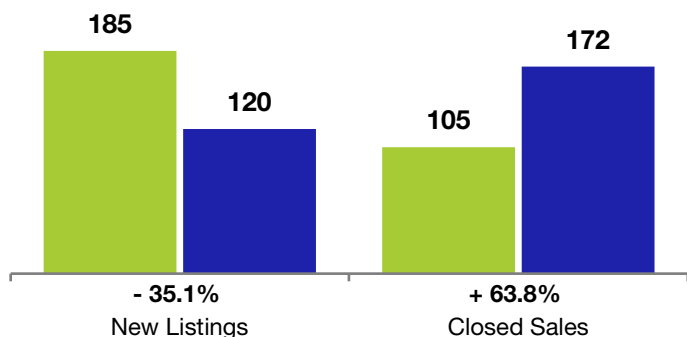
Change in  
Median Sales Price

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	185	120	- 35.1%	1,661	1,605	- 3.4%
Closed Sales	105	172	+ 63.8%	1,163	1,396	+ 20.0%
Median Sales Price*	\$263,764	\$285,500	+ 8.2%	\$262,000	\$271,170	+ 3.5%
Percent of Original List Price Received*	94.9%	96.5%	+ 1.7%	94.9%	95.7%	+ 0.8%
Percent of Properties Sold Over List Price*	5.7%	11.0%	+ 93.0%	7.3%	6.2%	- 15.1%
Days on Market Until Sale	92	93	+ 1.1%	89	87	- 2.2%
Inventory of Homes for Sale	576	315	- 45.3%	--	--	--
Months Supply of Inventory	5.0	2.2	- 56.0%	--	--	--

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

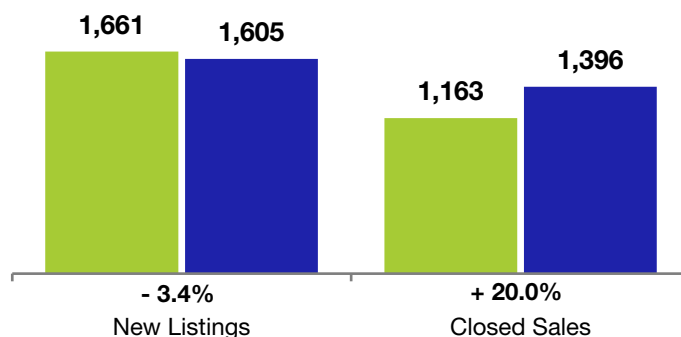
### October

■ 2019 ■ 2020

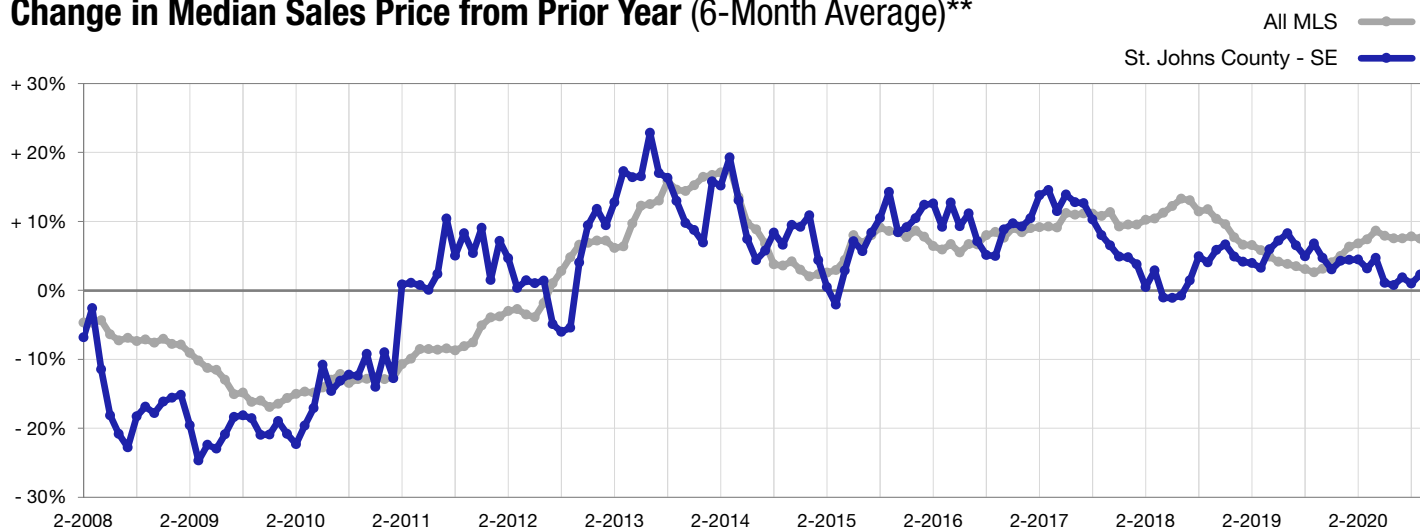


### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – October 2020

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



## St. Johns County - SW

Region 34

**+ 7.1%**

Change in  
New Listings

**+ 15.4%**

Change in  
Closed Sales

**+ 34.9%**

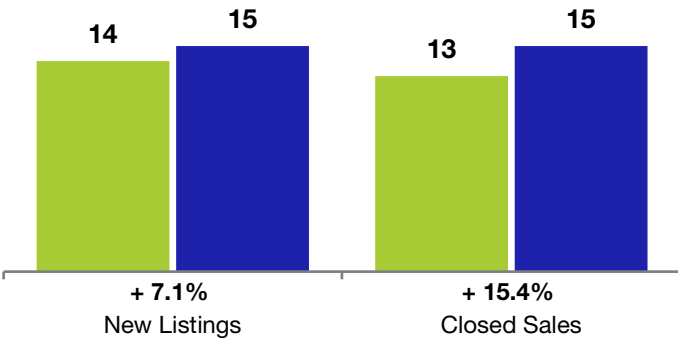
Change in  
Median Sales Price

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	14	15	+ 7.1%	144	165	+ 14.6%
Closed Sales	13	15	+ 15.4%	95	111	+ 16.8%
Median Sales Price*	\$189,000	<b>\$254,900</b>	+ 34.9%	\$197,500	<b>\$243,000</b>	+ 23.0%
Percent of Original List Price Received*	91.0%	<b>96.7%</b>	+ 6.3%	93.4%	<b>94.7%</b>	+ 1.4%
Percent of Properties Sold Over List Price*	0.0%	<b>13.3%</b>	--	15.8%	<b>8.1%</b>	- 48.7%
Days on Market Until Sale	72	<b>57</b>	- 20.8%	75	<b>77</b>	+ 2.7%
Inventory of Homes for Sale	46	<b>47</b>	+ 2.2%	--	--	--
Months Supply of Inventory	5.2	<b>4.4</b>	- 15.4%	--	--	--

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

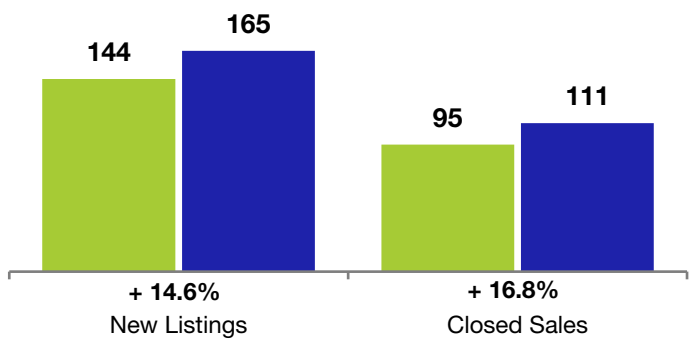
### October

■ 2019 ■ 2020

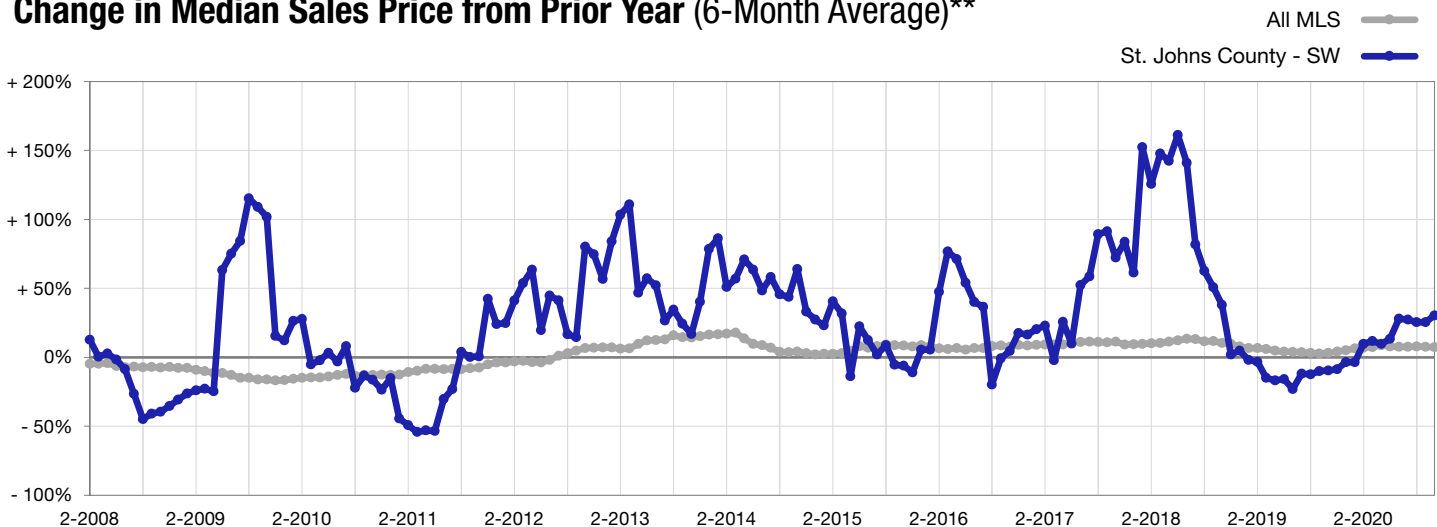


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – October 2020

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



## Putnam County NE

**- 14.5%**      **+ 13.2%**      **+ 28.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Region 56

### October

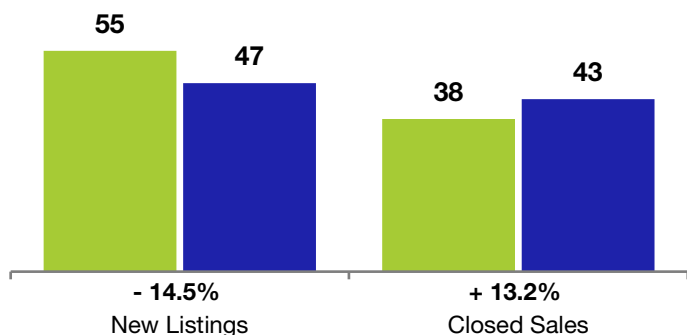
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	55	47	- 14.5%	472	414	- 12.3%
Closed Sales	38	43	+ 13.2%	326	339	+ 4.0%
Median Sales Price*	\$139,600	\$180,000	+ 28.9%	\$129,000	\$143,000	+ 10.9%
Percent of Original List Price Received*	89.3%	94.8%	+ 6.2%	91.0%	92.1%	+ 1.2%
Percent of Properties Sold Over List Price*	7.9%	27.9%	+ 253.2%	9.5%	15.3%	+ 61.1%
Days on Market Until Sale	105	73	- 30.5%	86	92	+ 7.0%
Inventory of Homes for Sale	185	112	- 39.5%	--	--	--
Months Supply of Inventory	5.8	3.2	- 44.8%	--	--	--

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

### October

■ 2019 ■ 2020

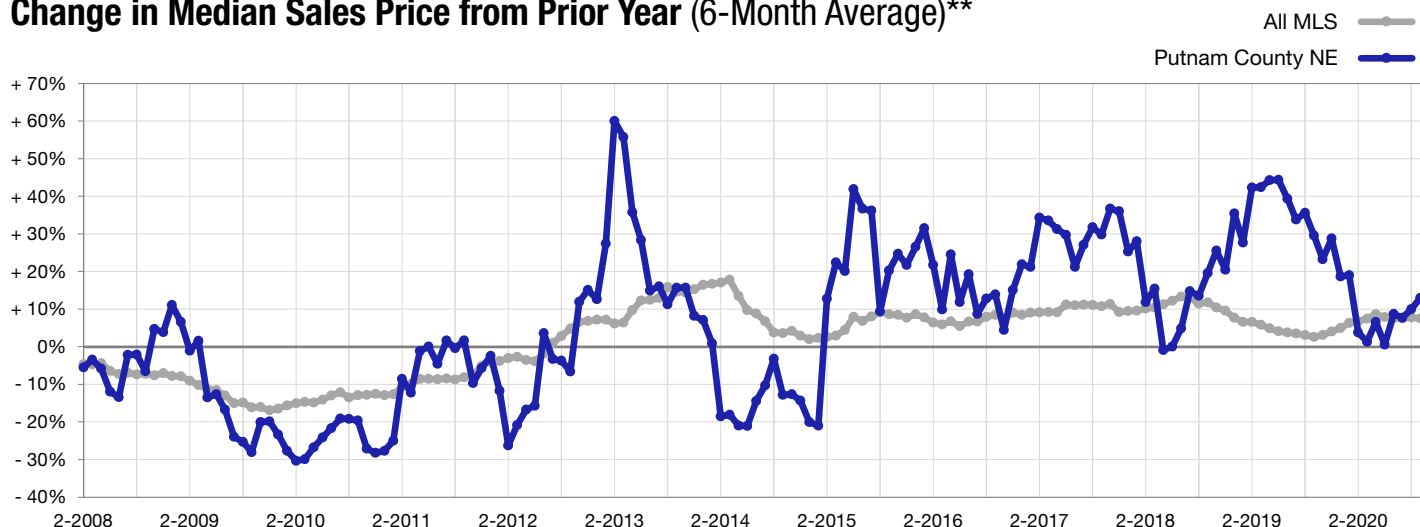


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – October 2020

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



## Putnam County - West

Region 57

**+ 6.9%**

Change in  
New Listings

**+ 29.4%**

Change in  
Closed Sales

**+ 24.2%**

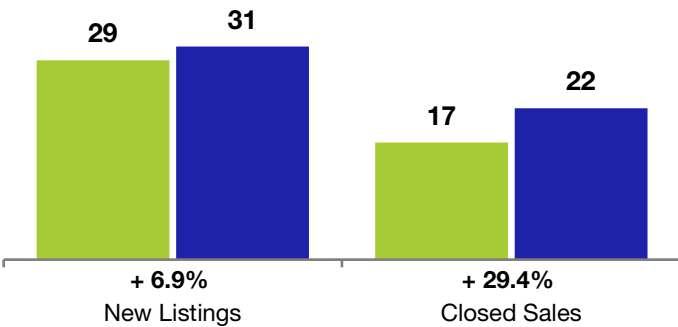
Change in  
Median Sales Price

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	29	31	+ 6.9%	331	286	- 13.6%
Closed Sales	17	22	+ 29.4%	243	212	- 12.8%
Median Sales Price*	\$93,000	\$115,500	+ 24.2%	\$77,500	\$94,250	+ 21.6%
Percent of Original List Price Received*	88.6%	90.9%	+ 2.6%	89.6%	89.3%	- 0.3%
Percent of Properties Sold Over List Price*	11.8%	4.5%	- 61.9%	12.8%	10.0%	- 21.9%
Days on Market Until Sale	62	58	- 6.5%	76	96	+ 26.3%
Inventory of Homes for Sale	121	77	- 36.4%	--	--	--
Months Supply of Inventory	5.2	3.4	- 34.6%	--	--	--

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

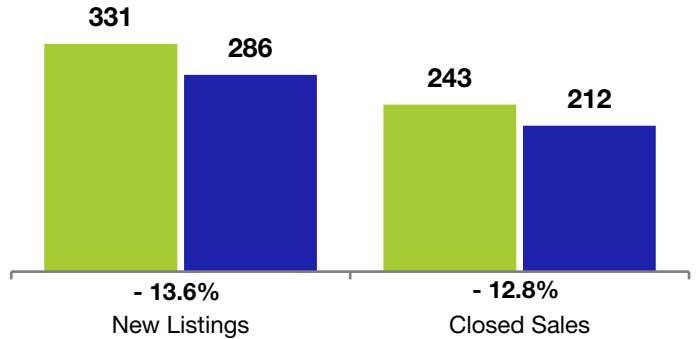
### October

■ 2019 ■ 2020

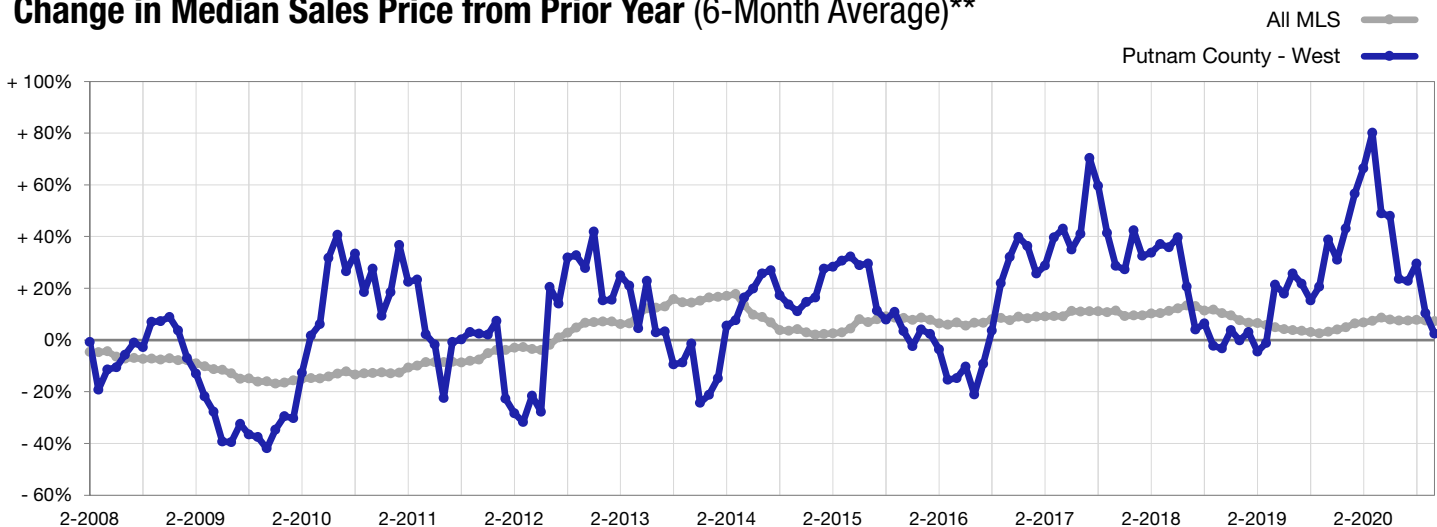


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – October 2020

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



## Putnam County - South

Region 58

**- 17.4%**

**+ 60.0%**

**+ 61.5%**

Change in  
New Listings

Change in  
Closed Sales

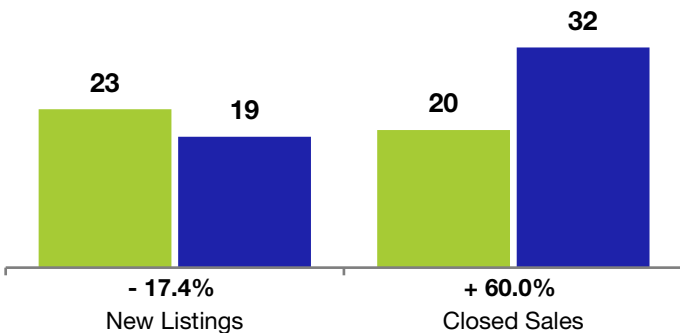
Change in  
Median Sales Price

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	23	19	- 17.4%	266	251	- 5.6%
Closed Sales	20	32	+ 60.0%	196	222	+ 13.3%
Median Sales Price*	\$105,250	\$170,000	+ 61.5%	\$125,000	\$124,950	- 0.0%
Percent of Original List Price Received*	88.7%	90.0%	+ 1.5%	90.0%	89.6%	- 0.4%
Percent of Properties Sold Over List Price*	0.0%	6.3%	--	8.7%	6.4%	- 26.4%
Days on Market Until Sale	105	99	- 5.7%	112	121	+ 8.0%
Inventory of Homes for Sale	124	74	- 40.3%	--	--	--
Months Supply of Inventory	6.3	3.5	- 44.4%	--	--	--

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

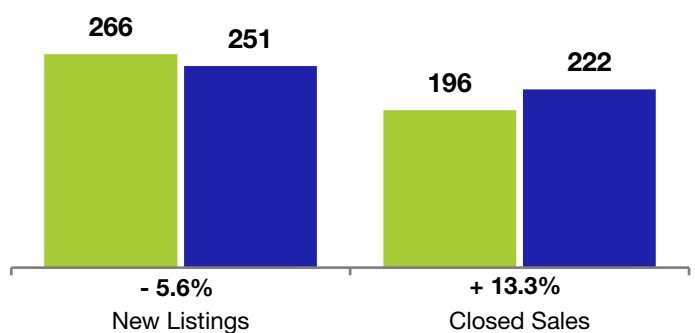
### October

■ 2019 ■ 2020

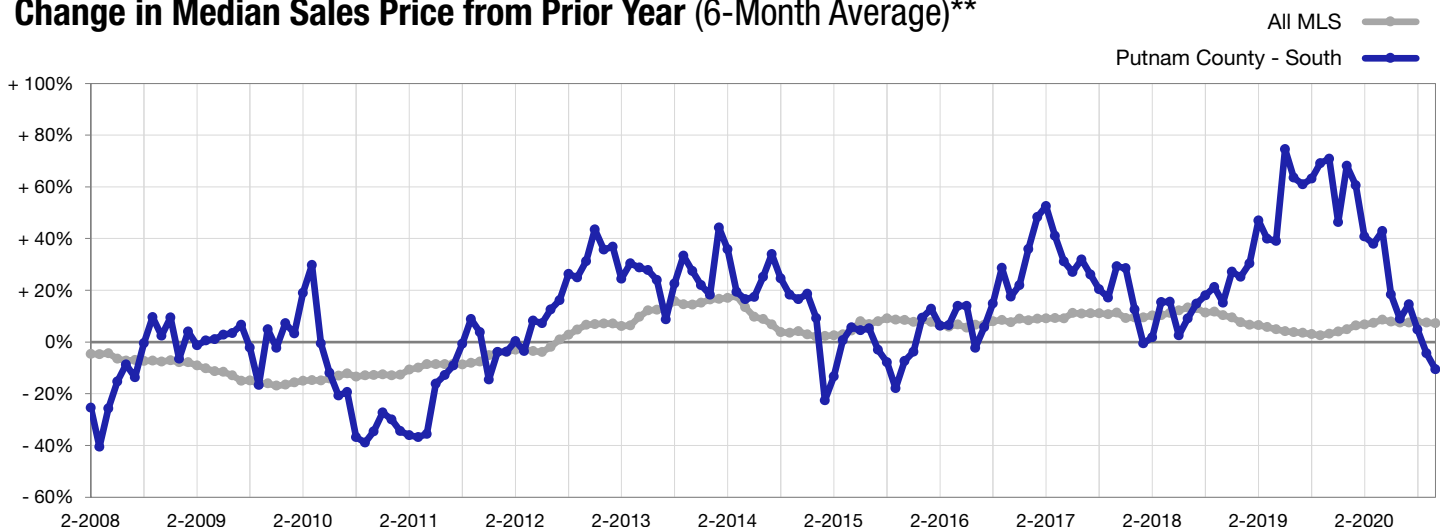


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – October 2020

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



## Baker County

**- 37.8%**      **+ 60.9%**      **+ 13.2%**

Change in  
New Listings

Change in  
Closed Sales

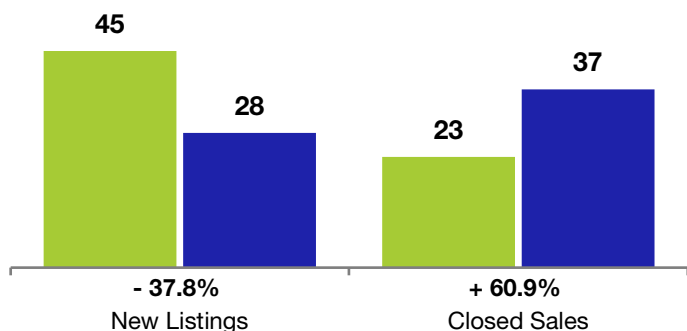
Change in  
Median Sales Price

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	45	28	- 37.8%	288	311	+ 8.0%
Closed Sales	23	37	+ 60.9%	186	255	+ 37.1%
Median Sales Price*	\$200,900	<b>\$227,500</b>	+ 13.2%	\$185,500	<b>\$219,000</b>	+ 18.1%
Percent of Original List Price Received*	94.3%	<b>95.9%</b>	+ 1.7%	94.4%	<b>96.0%</b>	+ 1.7%
Percent of Properties Sold Over List Price*	0.0%	<b>21.6%</b>	--	11.8%	<b>14.9%</b>	+ 26.3%
Days on Market Until Sale	75	<b>63</b>	- 16.0%	71	<b>71</b>	0.0%
Inventory of Homes for Sale	99	<b>75</b>	- 24.2%	--	--	--
Months Supply of Inventory	5.1	<b>3.0</b>	- 41.2%	--	--	--

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

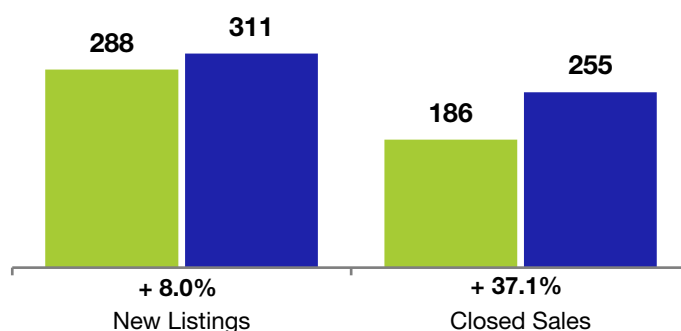
### October

■ 2019 ■ 2020

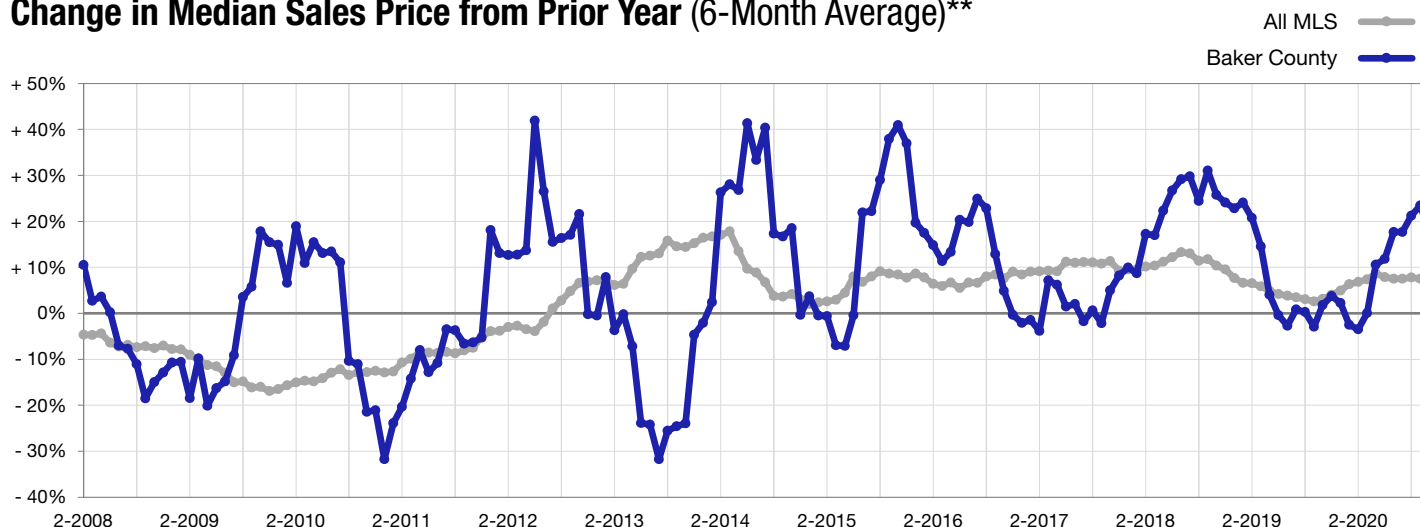


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – October 2020

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



## Clay County

**- 11.0%**

**+ 13.8%**

**+ 8.6%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### October

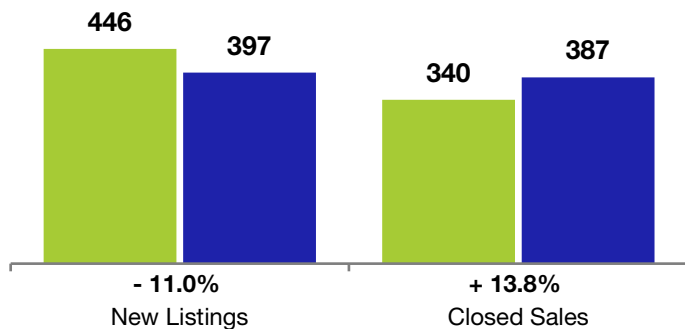
### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	446	397	- 11.0%	4,408	4,209	- 4.5%
Closed Sales	340	387	+ 13.8%	3,489	3,611	+ 3.5%
Median Sales Price*	\$221,000	<b>\$239,900</b>	+ 8.6%	\$220,000	<b>\$234,418</b>	+ 6.6%
Percent of Original List Price Received*	96.3%	<b>98.2%</b>	+ 2.0%	96.5%	<b>97.4%</b>	+ 0.9%
Percent of Properties Sold Over List Price*	12.9%	<b>19.6%</b>	+ 51.9%	16.3%	<b>17.7%</b>	+ 8.6%
Days on Market Until Sale	58	<b>56</b>	- 3.4%	62	<b>62</b>	0.0%
Inventory of Homes for Sale	1,027	<b>565</b>	- 45.0%	--	--	--
Months Supply of Inventory	3.0	<b>1.5</b>	- 50.0%	--	--	--

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

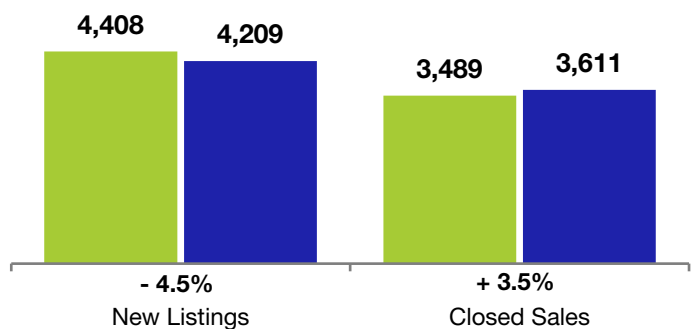
### October

■ 2019 ■ 2020

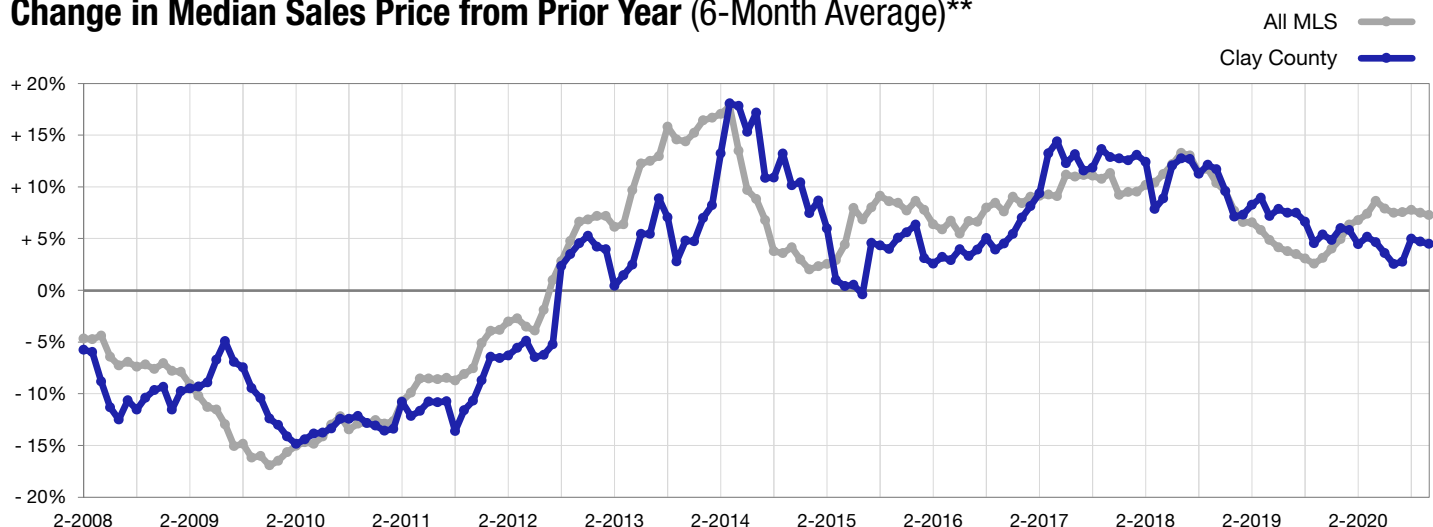


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – October 2020

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



## Duval County

**+ 4.7%**

**+ 17.4%**

**+ 12.6%**

Change in  
New Listings

Change in  
Closed Sales

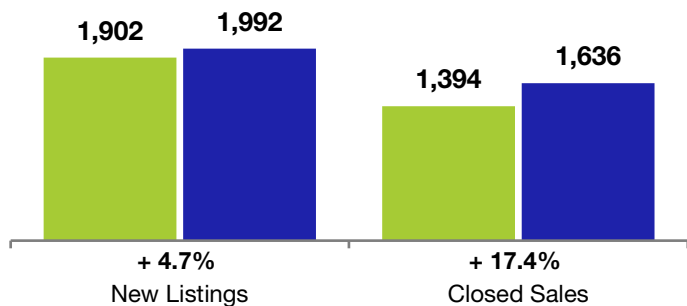
Change in  
Median Sales Price

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	1,902	<b>1,992</b>	+ 4.7%	19,440	<b>18,698</b>	- 3.8%
Closed Sales	1,394	<b>1,636</b>	+ 17.4%	14,712	<b>14,916</b>	+ 1.4%
Median Sales Price*	\$205,995	<b>\$231,875</b>	+ 12.6%	\$205,000	<b>\$225,000</b>	+ 9.8%
Percent of Original List Price Received*	95.3%	<b>97.1%</b>	+ 1.9%	95.7%	<b>96.5%</b>	+ 0.8%
Percent of Properties Sold Over List Price*	12.5%	<b>20.5%</b>	+ 64.0%	14.5%	<b>17.3%</b>	+ 19.3%
Days on Market Until Sale	58	<b>55</b>	- 5.2%	58	<b>58</b>	0.0%
Inventory of Homes for Sale	4,633	<b>3,043</b>	- 34.3%	--	--	--
Months Supply of Inventory	3.2	<b>2.0</b>	- 37.5%	--	--	--

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

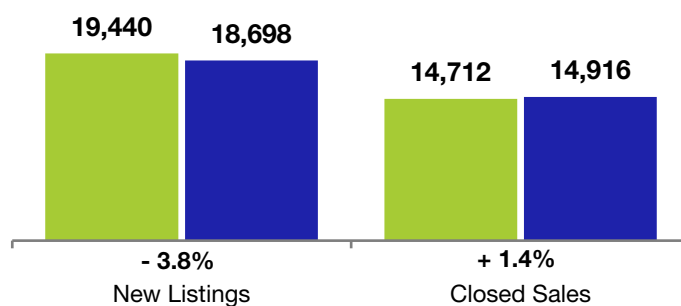
### October

■ 2019 ■ 2020

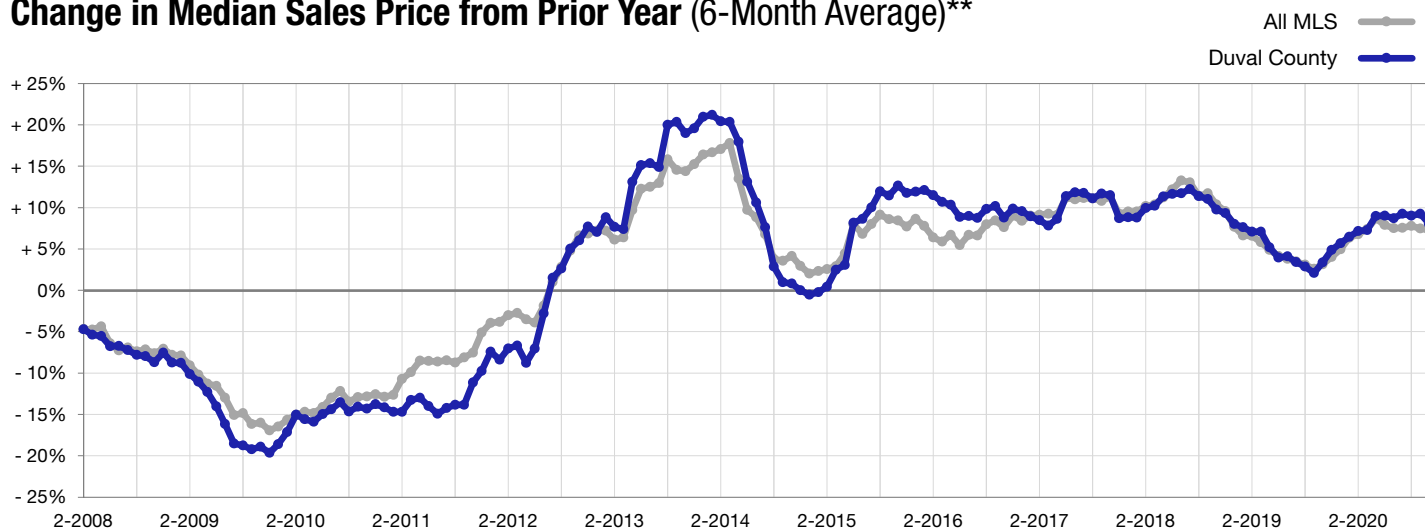


### Year to Date

■ 2019 ■ 2020



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



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# Local Market Update – October 2020

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



## Nassau County

**- 12.4%**

**+ 56.7%**

**+ 12.2%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### October

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	169	148	- 12.4%	1,634	1,624	- 0.6%
Closed Sales	104	163	+ 56.7%	1,178	1,347	+ 14.3%
Median Sales Price*	\$260,992	\$292,776	+ 12.2%	\$270,000	\$285,900	+ 5.9%
Percent of Original List Price Received*	96.2%	97.5%	+ 1.4%	96.7%	96.5%	- 0.2%
Percent of Properties Sold Over List Price*	13.5%	20.2%	+ 49.6%	15.8%	13.5%	- 14.6%
Days on Market Until Sale	74	53	- 28.4%	75	78	+ 4.0%
Inventory of Homes for Sale	532	277	- 47.9%	--	--	--
Months Supply of Inventory	4.8	2.0	- 58.3%	--	--	--

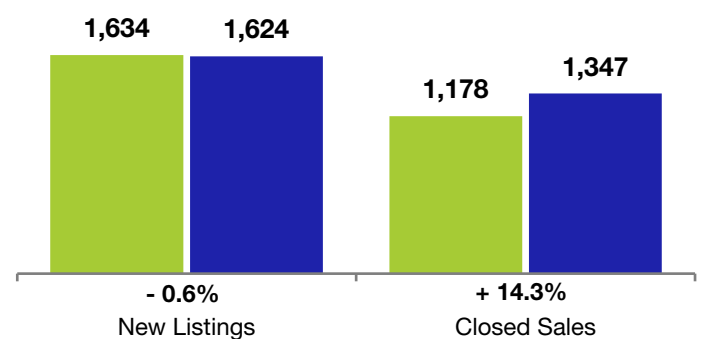
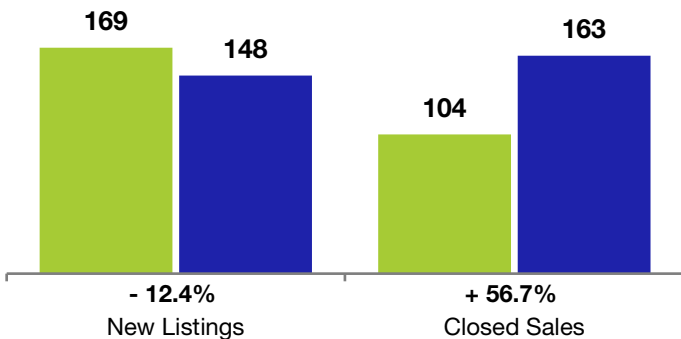
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### October

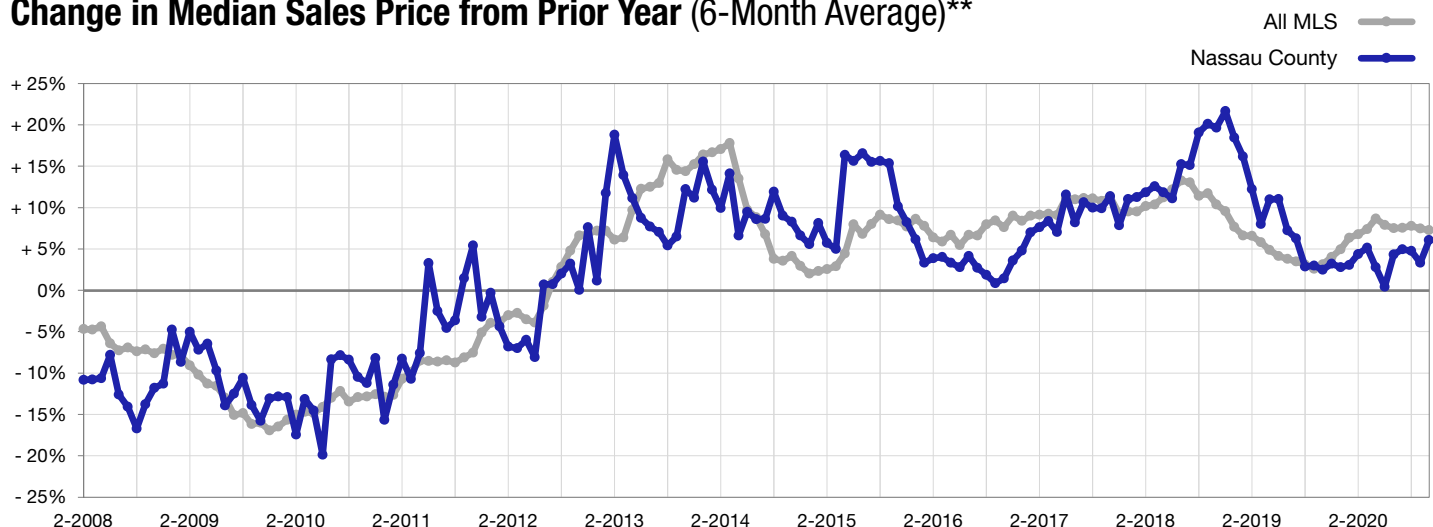
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – October 2020

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



## Putnam County

**- 9.3%**

**+ 29.3%**

**+ 25.7%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### October

### Year to Date

	2019	2020	+ / -	2019	2020	+ / -
New Listings	107	97	- 9.3%	1,067	945	- 11.4%
Closed Sales	75	97	+ 29.3%	765	768	+ 0.4%
Median Sales Price*	\$124,900	<b>\$157,000</b>	+ 25.7%	\$115,000	<b>\$130,000</b>	+ 13.0%
Percent of Original List Price Received*	89.0%	<b>92.3%</b>	+ 3.7%	90.3%	<b>90.5%</b>	+ 0.2%
Percent of Properties Sold Over List Price*	6.7%	<b>15.5%</b>	+ 131.3%	10.3%	<b>11.1%</b>	+ 7.8%
Days on Market Until Sale	96	<b>78</b>	- 18.8%	89	<b>102</b>	+ 14.6%
Inventory of Homes for Sale	428	<b>263</b>	- 38.6%	--	--	--
Months Supply of Inventory	5.7	<b>3.4</b>	- 40.4%	--	--	--

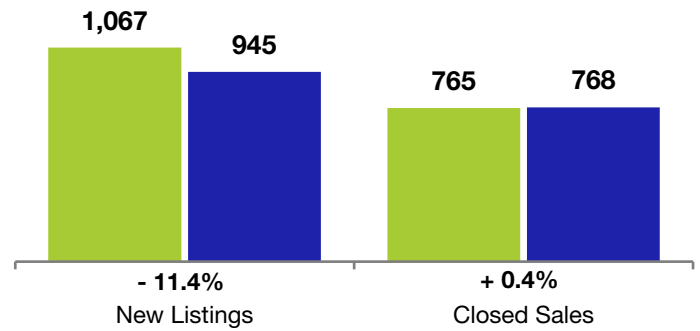
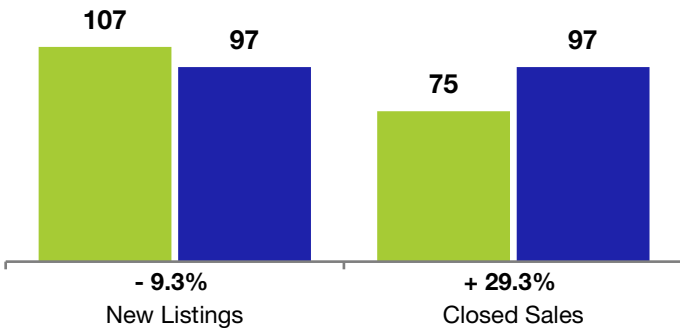
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### October

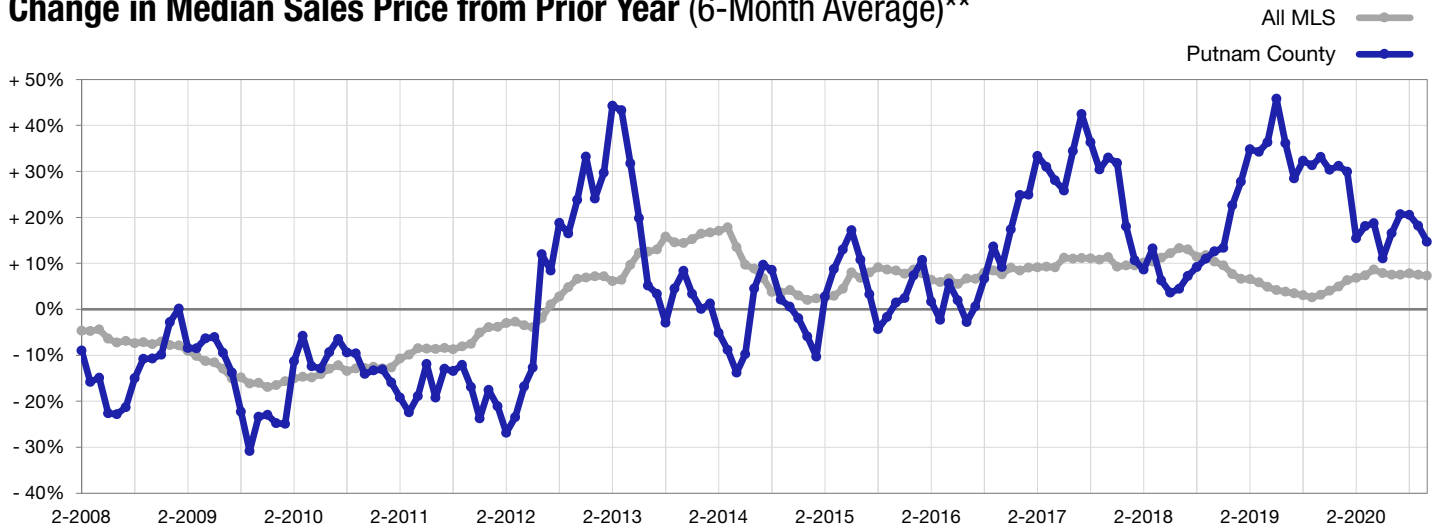
■ 2019 ■ 2020

### Year to Date

■ 2019 ■ 2020



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



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

# Local Market Update – October 2020

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



## St. Johns County

**- 11.4%**      **+ 42.9%**      **+ 7.2%**

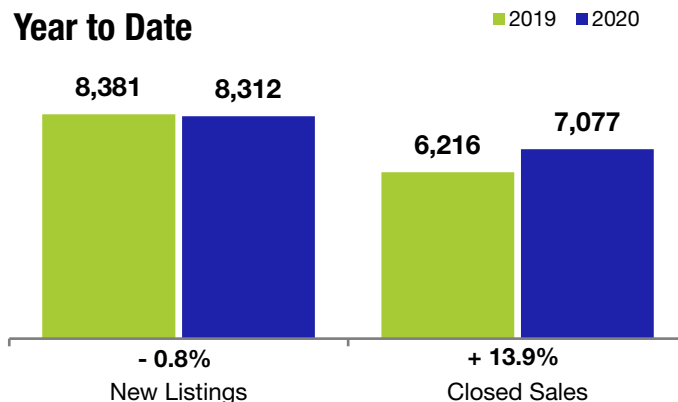
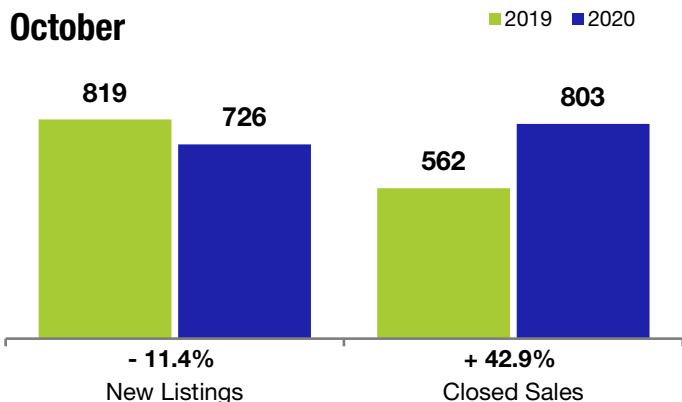
Change in  
New Listings

Change in  
Closed Sales

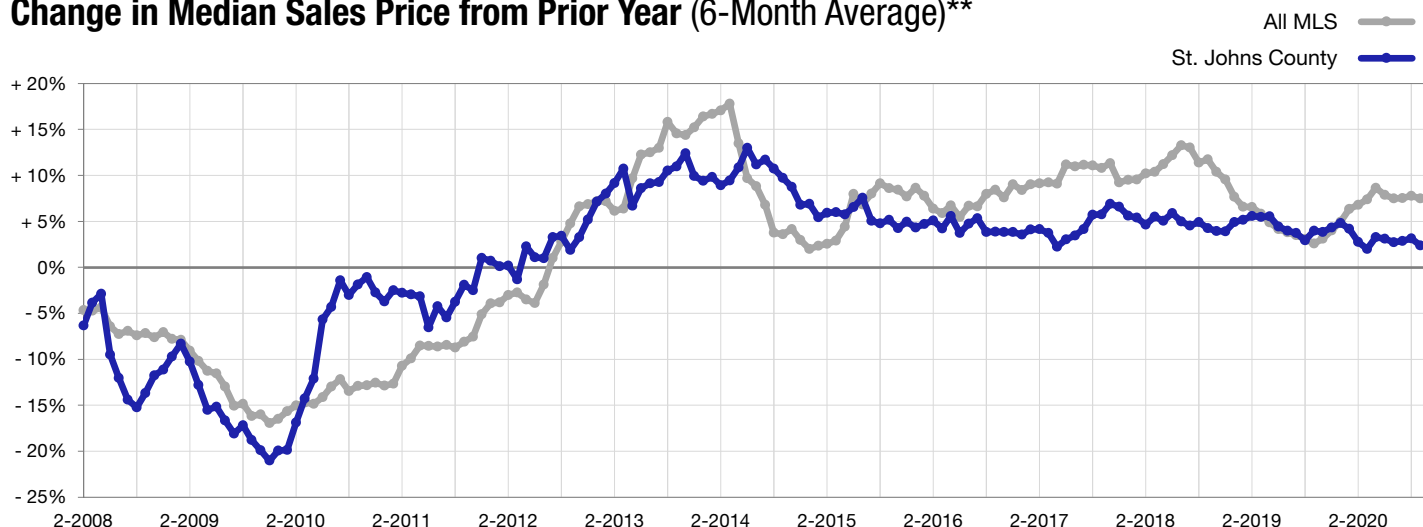
Change in  
Median Sales Price

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	819	726	- 11.4%	8,381	8,312	- 0.8%
Closed Sales	562	803	+ 42.9%	6,216	7,077	+ 13.9%
Median Sales Price*	\$335,800	\$360,000	+ 7.2%	\$338,000	\$350,000	+ 3.6%
Percent of Original List Price Received*	96.1%	97.4%	+ 1.4%	96.1%	96.8%	+ 0.7%
Percent of Properties Sold Over List Price*	10.0%	14.7%	+ 47.0%	10.8%	10.8%	0.0%
Days on Market Until Sale	80	72	- 10.0%	83	80	- 3.6%
Inventory of Homes for Sale	2,622	1,432	- 45.4%	--	--	--
Months Supply of Inventory	4.4	2.0	- 54.5%	--	--	--

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



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



\*\* 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.