

NEW HOME SALES ST. JOE MARKET SHARE

	UNITS	DOLLAR VOLUME
BAY COUNTY TOTAL NEW HOME SALES	1,509	\$539.1M
ST. JOE COMMUNITIES NEW HOME SALES	297	\$102.5M
BAY COUNTY MARKET SHARE	19.68%	19.02%
WALTON COUNTY TOTAL NEW HOME SALES	1,382	\$1.1B
ST. JOE COMMUNITIES NEW HOME SALES	179	\$142.8M
WALTON COUNTY MARKET SHARE	12.95%	12.98%
GULF COUNTY TOTAL NEW HOME SALES	150	\$61.5M
ST. JOE COMMUNITIES NEW HOME SALES	44	\$19.7M
GULF COUNTY MARKET SHARE	29.33%	32.01%
WALTON, BAY AND GULF COUNTY TOTAL NEW HOME SALES	3,041	\$1.7B
ST. JOE COMMUNITIES NEW HOME SALES	520	\$265.1M
ST. JOE MARKET SHARE	17.10%	15.59%

**ST. JOE HAS THE
#1 SELLING
COMMUNITY**
FOR NEW HOME SALES
IN EACH COUNTY

- BAY COUNTY: TITUS PARK
- WALTON COUNTY: WATERSOUND ORIGINS®
- GULF COUNTY: WINDMARK BEACH®

--Source: Builders Trend Report, Metro Market Trends, Inc. (2021)
 -- Slide data reflects new home sales and does not include homesite sales
 ---For the year ending 12/31/2021