

# Lender-Mediated Report

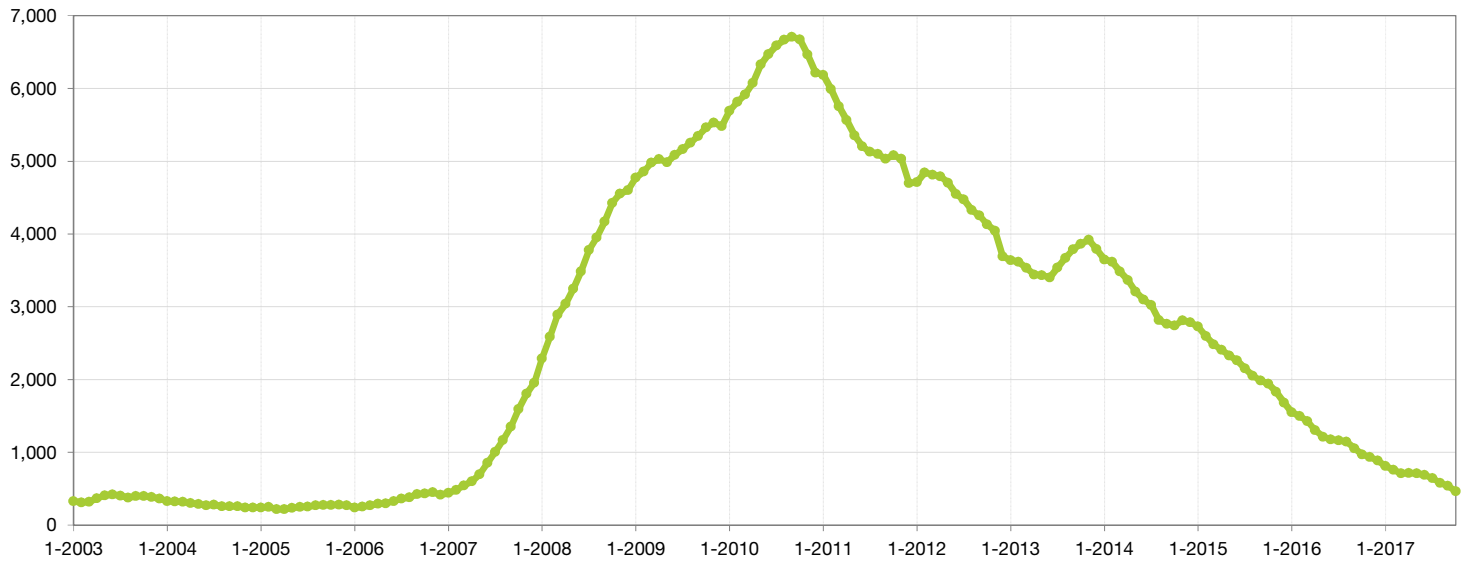
A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



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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.

## Historical Inventory of Lender-Mediated Properties



## October 2017

New Listings in the Northeast Florida region increased 26.9 percent to 2,991.

- Traditional New Listings increased 32.8 percent to 2,807.
- Lender-mediated New Listings decreased 24.6 percent to 184.
- Share of all New Listings that were lender-mediated fell to 6.2 percent.

Closed Sales were up 5.8 percent to 2,181.

- Traditional Closed Sales were up 12.1 percent to 1,994.
- Lender-mediated Closed Sales were down 33.9 percent to 187.
- Share of all Closed Sales that were lender-mediated fell to 8.6 percent.

The Median Sales Price rose 10.8 percent to \$205,000.

- The traditional Median Sales Price rose 6.1 percent to \$212,000.
- The lender-mediated Median Sales Price rose 30.0 percent to \$123,500.

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### Explanation of Methodology

Lender-mediated properties are those tagged in the Northeast Florida Multiple Listing Service as a Foreclosure, Short Sale and/or REO. Foreclosures are those noted in the "Title" field as "Foreclosure." Short sales are those noted in the "Title" field as "Short Sale/3rd Party" and "Pre-Foreclosure." REOs are those noted in the "Property Owner" field as "REO," "HUD Owned" and "VA Owned."



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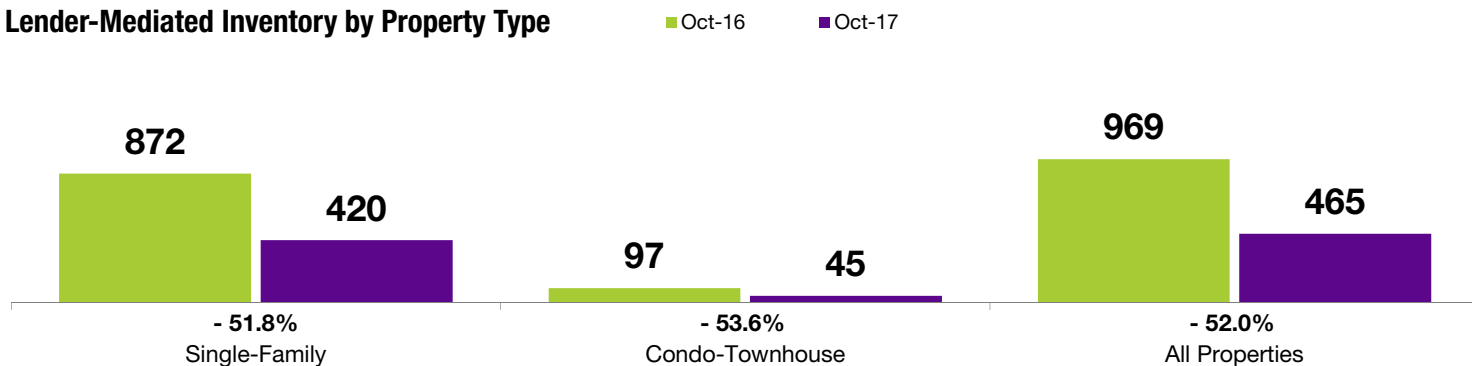
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## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Oct-16	Oct-17	+ / -	Oct-16	Oct-17	+ / -	Oct-16	Oct-17	+ / -	Oct-16	Oct-17
Single-Family	872	420	- 51.8%	7,702	6,572	- 14.7%	8,574	6,992	- 18.5%	10.2%	6.0%
Condo-Townhouse	97	45	- 53.6%	1,143	914	- 20.0%	1,240	959	- 22.7%	7.8%	4.7%
<b>All Properties</b>	<b>969</b>	<b>465</b>	<b>- 52.0%</b>	<b>8,845</b>	<b>7,486</b>	<b>- 15.4%</b>	<b>9,814</b>	<b>7,951</b>	<b>- 19.0%</b>	<b>9.9%</b>	<b>5.8%</b>

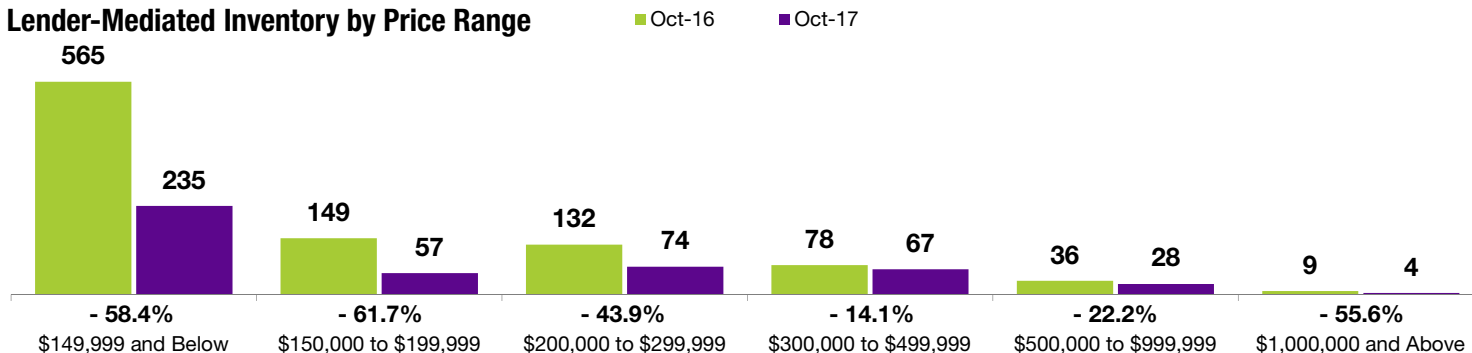
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Oct-16	Oct-17	+ / -	Oct-16	Oct-17	+ / -	Oct-16	Oct-17	+ / -	Oct-16	Oct-17
\$149,999 and Below	565	235	- 58.4%	2,052	1,284	- 37.4%	2,617	1,519	- 42.0%	21.6%	15.5%
\$150,000 to \$199,999	149	57	- 61.7%	1,132	806	- 28.8%	1,281	863	- 32.6%	11.6%	6.6%
\$200,000 to \$299,999	132	74	- 43.9%	2,056	1,872	- 8.9%	2,188	1,946	- 11.1%	6.0%	3.8%
\$300,000 to \$499,999	78	67	- 14.1%	2,029	2,109	+ 3.9%	2,107	2,176	+ 3.3%	3.7%	3.1%
\$500,000 to \$999,999	36	28	- 22.2%	1,142	1,028	- 10.0%	1,178	1,056	- 10.4%	3.1%	2.7%
\$1,000,000 and Above	9	4	- 55.6%	434	387	- 10.8%	443	391	- 11.7%	2.0%	1.0%
<b>All Price Ranges</b>	<b>969</b>	<b>465</b>	<b>- 52.0%</b>	<b>8,845</b>	<b>7,486</b>	<b>- 15.4%</b>	<b>9,814</b>	<b>7,951</b>	<b>- 19.0%</b>	<b>9.9%</b>	<b>5.8%</b>

### Lender-Mediated Inventory by Price Range



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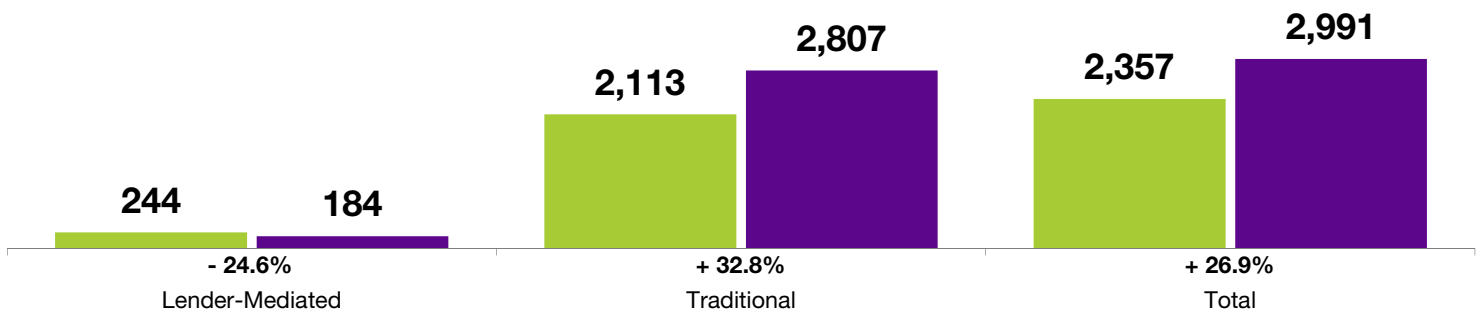


## New Listings

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Oct-16	Oct-17	+ / -	Oct-16	Oct-17	+ / -	Oct-16	Oct-17	+ / -	Oct-16	Oct-17
Single-Family	210	168	- 20.0%	1,817	2,370	+ 30.4%	2,027	2,538	+ 25.2%	10.4%	6.6%
Condo-Townhouse	34	16	- 52.9%	296	437	+ 47.6%	330	453	+ 37.3%	10.3%	3.5%
<b>All Properties</b>	<b>244</b>	<b>184</b>	<b>- 24.6%</b>	<b>2,113</b>	<b>2,807</b>	<b>+ 32.8%</b>	<b>2,357</b>	<b>2,991</b>	<b>+ 26.9%</b>	<b>10.4%</b>	<b>6.2%</b>

### Change in New Listings for All Properties

■ Oct-16 ■ Oct-17

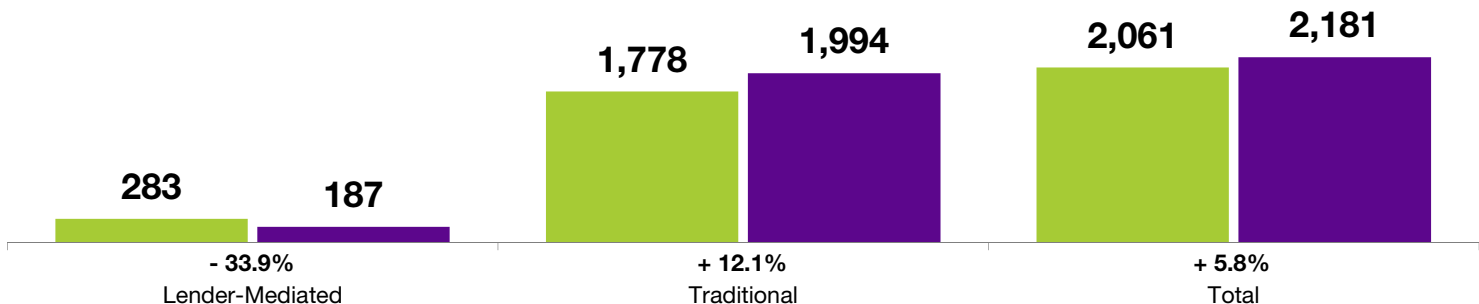


## Closed Sales

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Oct-16	Oct-17	+ / -	Oct-16	Oct-17	+ / -	Oct-16	Oct-17	+ / -	Oct-16	Oct-17
Single-Family	256	165	- 35.5%	1,509	1,658	+ 9.9%	1,765	1,823	+ 3.3%	14.5%	9.1%
Condo-Townhouse	27	22	- 18.5%	269	336	+ 24.9%	296	358	+ 20.9%	9.1%	6.1%
<b>All Properties</b>	<b>283</b>	<b>187</b>	<b>- 33.9%</b>	<b>1,778</b>	<b>1,994</b>	<b>+ 12.1%</b>	<b>2,061</b>	<b>2,181</b>	<b>+ 5.8%</b>	<b>13.7%</b>	<b>8.6%</b>

### Change in Closed Sales for All Properties

■ Oct-16 ■ Oct-17



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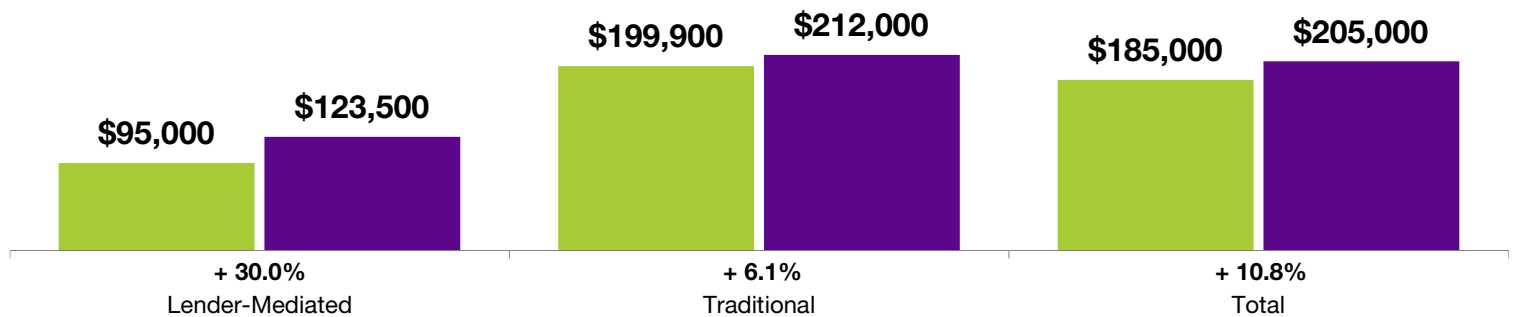


## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Oct-16	Oct-17	+ / -	Oct-16	Oct-17	+ / -	Oct-16	Oct-17	+ / -
Single-Family	\$95,000	\$132,056	+ 39.0%	\$210,000	\$222,000	+ 5.7%	\$195,000	\$215,000	+ 10.3%
Condo-Townhouse	\$115,000	\$106,003	- 7.8%	\$141,500	\$154,250	+ 9.0%	\$139,500	\$205,000	+ 47.0%
<b>All Properties</b>	<b>\$95,000</b>	<b>\$123,500</b>	<b>+ 30.0%</b>	<b>\$199,900</b>	<b>\$212,000</b>	<b>+ 6.1%</b>	<b>\$185,000</b>	<b>\$205,000</b>	<b>+ 10.8%</b>

### Change in Median Sales Price for All Properties

■ Oct-16 ■ Oct-17

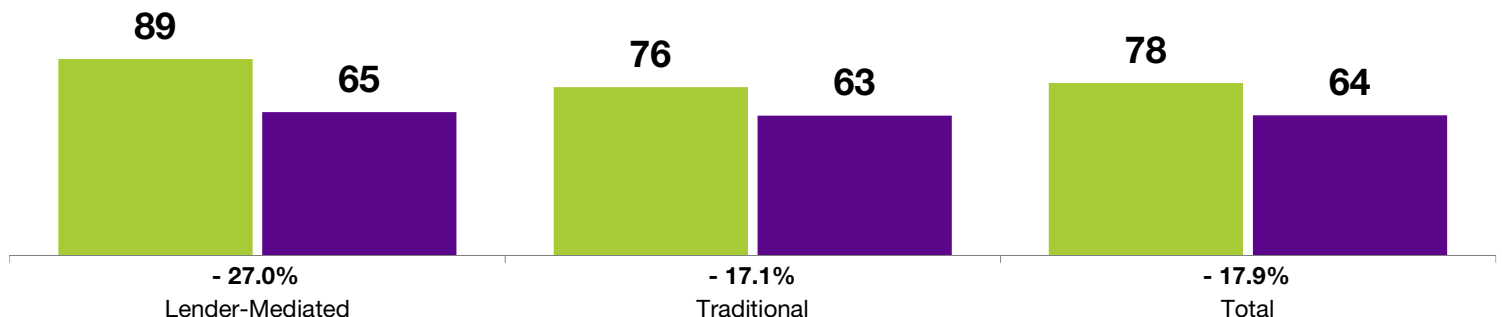


## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Oct-16	Oct-17	+ / -	Oct-16	Oct-17	+ / -	Oct-16	Oct-17	+ / -
Single-Family	89	66	- 25.8%	78	67	- 14.1%	79	67	- 15.2%
Condo-Townhouse	88	58	- 34.1%	69	45	- 34.8%	70	45	- 35.7%
<b>All Properties</b>	<b>89</b>	<b>65</b>	<b>- 27.0%</b>	<b>76</b>	<b>63</b>	<b>- 17.1%</b>	<b>78</b>	<b>64</b>	<b>- 17.9%</b>

### Change in Days on Market Until Sale for All Properties

■ Oct-16 ■ Oct-17



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## Lender-Mediated Activity by Area

Share represents the market share of lender-mediated sales for each area.

### October 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
<b>Baker County</b>	6	8.0%	-64.7%	0	0.0%	-100.0%	\$168,900	-4.4%	\$176,369	-4.6%
<b>Clay County</b>	68	8.1%	-58.5%	27	10.2%	-38.6%	\$185,500	6.0%	\$200,895	1.0%
<b>Duval County</b>	250	6.8%	-54.5%	117	9.5%	-29.1%	\$176,000	6.7%	\$217,251	5.5%
<b>Nassau County</b>	15	4.7%	-72.7%	7	5.0%	-68.2%	\$256,000	21.9%	\$390,874	73.1%
<b>Putnam County</b>	43	10.6%	-25.9%	13	21.7%	0.0%	\$74,250	11.7%	\$106,013	4.7%
<b>St. Johns County</b>	60	2.6%	-34.8%	15	3.5%	-28.6%	\$320,000	9.4%	\$371,478	10.0%
011-SAN MARCO	1	1.3%	-80.0%	0	0.0%	-100.0%	\$300,000	-2.9%	\$395,618	-10.7%
012-SAN JOSE	10	7.1%	11.1%	0	0.0%	-100.0%	\$155,700	23.3%	\$186,008	-6.2%
013-BEAUCLERC/MANDARIN NORTH	5	3.3%	-66.7%	1	2.3%	-80.0%	\$192,500	-3.7%	\$218,599	-4.7%
014-MANDARIN	7	3.9%	-70.8%	7	9.5%	133.3%	\$250,000	-2.6%	\$266,775	-0.1%
015-BARTRAM	0	0.0%	-100.0%	1	2.4%	-80.0%	\$217,180	12.6%	\$227,706	13.7%
021-ST NICHOLAS AREA	6	8.2%	-33.3%	4	14.8%	-42.9%	\$138,000	9.5%	\$133,309	-4.5%
022-GROVE PARK/SAN SOUCI	0	--	--	0	--	--	\$0	0.0%	\$0	0.0%
023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD	5	5.0%	-70.6%	5	9.4%	-16.7%	\$145,000	-17.1%	\$158,953	-12.1%
024-BAYMEADOWS/DEERWOOD	10	7.0%	-58.3%	6	10.3%	200.0%	\$127,500	9.0%	\$193,792	-13.5%
025-INTRACOASTAL WEST-NORTH OF BEACH BLVD	4	4.3%	-60.0%	2	6.9%	100.0%	\$298,000	2.8%	\$335,509	2.9%
026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD	6	3.8%	-62.5%	0	0.0%	-100.0%	\$271,500	-11.6%	\$290,324	-6.5%
027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD	2	3.2%	-50.0%	1	6.3%	--	\$434,950	136.4%	\$710,816	172.4%
028-BAYARD	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
029-NOCATEE (DUVAL COUNTY)	0	0.0%	--	0	0.0%	--	\$410,000	-4.4%	\$399,078	-5.2%
031-RIVERSIDE	1	2.6%	-50.0%	2	22.2%	100.0%	\$235,000	44.6%	\$249,922	10.0%
032-AVONDALE	2	2.6%	-77.8%	1	5.9%	--	\$247,900	-4.6%	\$287,165	4.7%
033-ORTEGA/VENETIA	3	6.5%	-50.0%	0	0.0%	--	\$290,750	19.2%	\$342,026	-13.7%
041-ARLINGTON	17	8.3%	-39.3%	4	4.9%	-73.3%	\$146,000	17.7%	\$157,860	27.0%
042-FT CAROLINE	7	7.0%	-70.8%	5	6.9%	150.0%	\$212,000	5.0%	\$224,424	-3.9%
043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD	3	3.5%	-81.3%	2	5.0%	--	\$230,000	-5.3%	\$325,007	4.4%
051-MURRAY HILL	3	6.4%	-25.0%	1	3.7%	-80.0%	\$127,500	44.1%	\$132,807	37.9%
052-LAKESHORE	1	2.9%	-80.0%	1	7.7%	-75.0%	\$81,000	0.0%	\$93,700	-6.0%
053-HYDE GROVE AREA	4	11.1%	-66.7%	3	15.8%	0.0%	\$108,000	21.0%	\$102,347	7.4%
054-CEDAR HILLS	2	10.0%	-75.0%	3	50.0%	50.0%	\$88,500	-22.4%	\$94,000	-8.3%
055-CONFEDERATE POINT/ORTEGA FARMS	2	8.3%	0.0%	0	0.0%	-100.0%	\$185,000	24.6%	\$211,083	21.4%
056-YUKON/WESCONNETT/OAK HILL	8	11.4%	-38.5%	5	13.9%	-16.7%	\$135,250	4.0%	\$134,488	6.2%
061-NORMANDY AREA	1	100.0%	-87.5%	0	0.0%	-100.0%	\$119,900	-11.8%	\$119,900	-11.6%
062-CRYSTAL SPRINGS/COUNTRY CREEK AREA	11	15.9%	-15.4%	0	0.0%	-100.0%	\$180,500	24.5%	\$186,036	19.8%
063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES	4	8.7%	-78.9%	3	21.4%	-57.1%	\$138,000	11.5%	\$140,664	22.6%
064-BENT CREEK/PLUM TREE	4	9.1%	-20.0%	1	5.3%	0.0%	\$168,000	-10.9%	\$179,991	-1.4%
065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW	4	18.2%	-20.0%	3	60.0%	--	\$161,695	-10.5%	\$213,394	11.0%
066-CECIL COMMERCE AREA	2	4.9%	0.0%	0	0.0%	-100.0%	\$232,600	812.2%	\$232,600	812.2%
067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL)	9	12.3%	-55.0%	5	12.2%	-54.5%	\$162,000	4.9%	\$168,488	11.6%
071-BRENTWOOD/EVERGREEN	2	4.0%	-60.0%	1	12.5%	0.0%	\$57,450	-41.4%	\$65,848	-17.4%

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## Lender-Mediated Activity by Area (cont.)

Share represents the market share of lender-mediated sales for each area.

### October 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
072-SPRINGFIELD	2	7.4%	-33.3%	0	0.0%	-100.0%	\$136,450	7.4%	\$171,136	29.4%
073-DOWNTOWN JACKSONVILLE-NORTHBANK	2	16.7%	--	0	0.0%	--	\$153,000	-47.2%	\$153,000	-47.2%
074-PAXON	11	17.5%	-31.3%	3	13.0%	-57.1%	\$47,000	63.5%	\$78,587	174.7%
075-TROUT RIVER/COLLEGE PARK/RIBAULT MANOR	17	10.8%	-59.5%	13	29.5%	62.5%	\$59,800	-8.0%	\$80,848	13.8%
076-DOWNTOWN JACKSONVILLE-EASTSIDE	2	12.5%	-50.0%	1	11.1%	0.0%	\$36,700	18.4%	\$35,244	-40.2%
081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST	12	25.0%	-29.4%	2	13.3%	-33.3%	\$155,000	-1.4%	\$142,853	-7.1%
082-DINSMORE/NORTHWEST DUVAL COUNTY	2	18.2%	0.0%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
091-GARDEN CITY/AIRPORT	14	10.9%	-41.7%	6	15.8%	-64.7%	\$173,745	30.6%	\$163,383	24.4%
092-OCEANWAY/PECAN PARK	4	3.3%	-82.6%	6	20.0%	0.0%	\$199,500	0.7%	\$196,132	0.1%
095-SAN MATEO/EASTPORT	1	5.3%	0.0%	0	0.0%	-100.0%	\$169,500	149.3%	\$183,833	170.3%
096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT	8	7.1%	-27.3%	6	26.1%	100.0%	\$224,500	0.3%	\$246,868	3.9%
121-FLEMING ISLAND-NE	1	16.7%	--	0	0.0%	-100.0%	\$221,500	-14.1%	\$223,500	-27.1%
122-FLEMING ISLAND-NW	2	3.9%	-81.8%	2	22.2%	100.0%	\$330,000	23.0%	\$384,433	45.5%
123-FLEMING ISLAND-SE	5	12.2%	25.0%	0	0.0%	-100.0%	\$249,900	0.0%	\$273,482	-1.4%
124-FLEMING ISLAND-SW	5	10.4%	-44.4%	2	14.3%	-33.3%	\$232,500	-19.8%	\$231,025	-15.8%
131-MEADOWBROOK/LOCH RANE	8	25.8%	60.0%	0	0.0%	--	\$150,000	36.4%	\$168,725	10.4%
132-BELLAIR/GROVE PARK	3	17.6%	-57.1%	2	16.7%	-33.3%	\$145,000	20.9%	\$138,000	16.9%
133-NORTH ORANGE PARK	1	14.3%	-50.0%	2	50.0%	100.0%	\$171,150	48.8%	\$149,825	-61.4%
134-SOUTH BLANDING	0	0.0%	-100.0%	0	0.0%	--	\$195,000	28.8%	\$195,491	22.4%
135-PARK WEST/MONTCLAIR	1	14.3%	-66.7%	1	12.5%	--	\$178,900	-2.5%	\$185,050	9.8%
136-LAKESIDE ESTATES	0	0.0%	-100.0%	2	28.6%	100.0%	\$178,000	20.4%	\$158,872	-20.2%
137-DOCTOR'S LAKE	1	3.3%	0.0%	0	0.0%	--	\$725,000	235.7%	\$704,533	178.9%
138-TANGLEWOOD/DOCTORS INLET	0	16.7%	-68.8%	--	21.4%	0.0%	--	15.0%	--	4.2%
139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY	12	9.4%	-62.5%	2	4.0%	-81.8%	\$176,750	-10.5%	\$191,968	-9.7%
141-MIDDLEBURG NW	4	7.5%	-55.6%	1	7.7%	--	\$147,000	-15.0%	\$155,723	-15.7%
142-MIDDLEBURG EAST/LAKE ASBURY	2	2.3%	-83.3%	1	4.2%	0.0%	\$219,900	17.0%	\$200,741	3.5%
143-FOXMEADOW AREA	3	8.1%	-62.5%	1	10.0%	-66.7%	\$212,500	11.9%	\$201,752	-4.3%
144-MIDDLEBURG-SE	0	0.0%	-100.0%	0	0.0%	--	\$0	-100.0%	\$0	-100.0%
145-MIDDLEBURG-SW	6	18.8%	-45.5%	3	23.1%	-50.0%	\$150,000	86.3%	\$146,286	44.9%
151-KEYSTONE HEIGHTS	4	5.1%	-76.5%	3	15.8%	0.0%	\$139,900	194.5%	\$127,631	107.5%
152-KINGSLEY LAKE	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
161-GREEN COVE SPINGRS	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
162-RUSSELL LANDING/PENNY FARMS	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
211-JACKSONVILLE BEACH-NE	2	6.9%	0.0%	1	25.0%	--	\$360,625	-16.1%	\$453,288	-33.2%
212-JACKSONVILLE BEACH-SE	2	3.2%	100.0%	0	0.0%	--	\$479,900	9.1%	\$596,544	23.9%
213-JACKSONVILLE BEACH-NW	0	0.0%	-100.0%	0	0.0%	-100.0%	\$302,250	2.5%	\$301,750	-12.1%
214-JACKSONVILLE BEACH-SW	1	1.7%	-50.0%	0	0.0%	--	\$355,500	28.1%	\$425,450	46.0%
221-NEPTUNE BEACH-EAST	0	0.0%	-100.0%	0	0.0%	--	\$485,000	-18.8%	\$531,667	-11.0%
222-NEPTUNE BEACH-WEST	0	0.0%	--	0	0.0%	--	\$435,000	24.3%	\$431,780	33.8%
231-ATLANTIC BEACH-EAST	2	2.3%	-50.0%	0	0.0%	-100.0%	\$713,500	82.9%	\$711,175	4.0%

# Lender-Mediated Report

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



## Lender-Mediated Activity by Area (cont.)

Share represents the market share of lender-mediated sales for each area.

### October 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
232-ATLANTIC BEACH/MAYPORT-WEST	1	2.4%	-75.0%	1	8.3%	0.0%	\$141,000	-11.9%	\$174,708	5.0%
251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD	0	0.0%	--	0	0.0%	--	\$1,175,000	-11.5%	\$1,175,000	-11.5%
252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD	3	3.9%	-40.0%	0	0.0%	-100.0%	\$630,000	337.5%	\$1,178,438	392.6%
253-DIXIE LANDING-PABLO CREEK (ST JOHNS COUNTY)	0	--	--	0	--	--	\$0	0.0%	\$0	0.0%
261-PONTE VEDRA BCH-S OF CORONA-E OF A1A/LAKE PV	0	0.0%	-100.0%	1	5.9%	--	\$440,000	15.9%	\$607,735	40.8%
262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD	5	5.1%	-50.0%	0	0.0%	-100.0%	\$366,000	-16.3%	\$363,529	-19.4%
263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210	3	4.1%	-25.0%	0	0.0%	--	\$729,900	-1.7%	\$623,193	-26.2%
264-SOUTH PONTE VEDRA BEACH	1	2.9%	-50.0%	0	0.0%	--	\$515,000	-40.9%	\$468,300	-42.7%
265-PONTE VEDRA/NOCATTEE-STJ	5	2.6%	66.7%	0	0.0%	-100.0%	\$411,358	5.7%	\$439,373	3.3%
266-VILANO BEACH	1	2.3%	--	0	0.0%	--	\$429,000	5.3%	\$408,950	0.8%
271-NOCATTEE NORTH	0	0.0%	--	0	0.0%	--	\$422,104	15.5%	\$462,243	25.2%
272-NOCATTEE SOUTH	5	4.1%	66.7%	0	0.0%	-100.0%	\$397,530	-4.4%	\$427,672	-9.6%
301-JULINGTON CREEK/SWITZERLAND	7	1.8%	-66.7%	6	6.1%	100.0%	\$309,990	-7.5%	\$312,169	-14.0%
302-ORANGEDALE AREA	1	2.3%	0.0%	1	8.3%	--	\$333,811	19.2%	\$330,919	4.4%
303-PALMO/SIX MILE AREA	0	0.0%	-100.0%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
304- 210 SOUTH	5	5.4%	150.0%	0	0.0%	-100.0%	\$337,170	7.6%	\$327,135	5.5%
305-WORLD GOLF VILLAGE AREA-CENTRAL	1	1.5%	-50.0%	1	6.3%	-50.0%	\$300,000	78.6%	\$289,900	78.9%
306-WORLD GOLF VILLAGE AREA-NE	0	0.0%	--	0	0.0%	--	\$250,990	0.0%	\$250,990	0.0%
307-WORLD GOLF VILLAGE AREA-SE	0	0.0%	--	1	25.0%	--	\$268,000	-22.1%	\$251,875	-46.8%
308-WORLD GOLF VILLAGE AREA-SW	3	3.1%	--	1	3.8%	0.0%	\$262,500	14.1%	\$275,982	14.7%
309-WORLD GOLF VILLAGE AREA-WEST	4	4.0%	-50.0%	1	3.8%	-50.0%	\$275,750	21.5%	\$290,374	25.5%
312-PALENCIA AREA	6	4.5%	20.0%	1	6.7%	-50.0%	\$395,000	25.6%	\$396,816	10.1%
313-WHITECASTLE/AIRPORT AREA	1	5.0%	-66.7%	0	0.0%	--	\$194,500	25.5%	\$194,500	25.5%
321-NORTH CITY-ST AUGUSTINE	0	0.0%	-100.0%	0	0.0%	--	\$895,000	599.8%	\$895,000	599.8%
322-DOWNTOWN ST AUGUSTINE	1	4.0%	--	0	0.0%	--	\$210,000	-34.0%	\$210,000	-34.0%
323-DAVIS SHORES	1	3.0%	0.0%	0	0.0%	--	\$454,000	15.8%	\$454,000	15.8%
331-ST AUGUSTINE BEACH	3	1.9%	-50.0%	0	0.0%	--	\$369,000	15.3%	\$366,106	19.3%
332-CRESCENT BEACH/SUMMER HAVEN	0	0.0%	-100.0%	0	0.0%	--	\$751,000	255.1%	\$751,000	255.1%
333-ST JOHNS COUNTY-SE	0	0.0%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
334-MOULTRIE/ST AUGUSTINE SHORES	1	2.1%	0.0%	0	0.0%	--	\$245,000	19.5%	\$265,357	29.0%
335-ST AUGUSTINE SOUTH	1	7.7%	0.0%	0	0.0%	-100.0%	\$204,875	-7.9%	\$207,063	-16.1%
336-RAVENSWOOD/WEST AUGUSTINE	3	2.9%	-50.0%	2	10.0%	--	\$236,000	2.6%	\$218,079	-3.8%
337-OLD MOULTRIE RD/WILDWOOD	1	0.7%	-50.0%	0	0.0%	-100.0%	\$235,000	4.4%	\$238,145	-4.1%
341-FLAGLER ESTATES/HASTINGS	2	25.0%	-33.3%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95	0	0.0%	-100.0%	0	0.0%	--	\$218,000	55.8%	\$218,000	37.7%
343-MOLASSES JUNCTION/ELKTON	1	11.1%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
344-HASTINGS/TOCOI/RIVRERDALE	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
410-FERNANDINA BEACH DOWNTOWN-WEST	0	0.0%	--	0	0.0%	--	\$212,689	42.8%	\$212,689	42.8%
420-FERNANDINA BEACH-DOWNTOWN-EAST	1	16.7%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
430-NASSAU COUNTY BEACHES-NORTH	0	0.0%	-100.0%	0	--	--	\$0	0.0%	\$0	0.0%

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## Lender-Mediated Activity by Area (cont.)

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### October 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
431-NASSAU COUNTY BEACHES-SOUTH	0	0.0%	--	0	0.0%	--	\$457,500	57.8%	\$615,750	112.3%
440-FERNANDINA BEACH DOWNTOWN-SOUTH	0	0.0%	-100.0%	1	14.3%	-66.7%	\$215,900	-47.8%	\$307,971	-13.9%
450-AMELIA ISLAND-NORTH OF BURNEY ROAD	1	3.7%	-50.0%	1	6.7%	0.0%	\$525,000	30.4%	\$749,836	102.9%
460-AMELIA ISLAND PLANTATION	3	8.3%	0.0%	0	0.0%	--	\$525,000	77.4%	\$559,346	15.2%
470-PINEY ISLAND AREA	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS	1	2.3%	-91.7%	0	0.0%	-100.0%	\$223,000	60.4%	\$225,027	46.7%
472-ONEIL/NASSAVILLE/HOLLY POINT	4	6.1%	-42.9%	0	0.0%	-100.0%	\$254,000	25.0%	\$277,654	25.3%
480-NASSAU COUNTY-N OF A1A/W OF LOFTON CREEK	0	0.0%	-100.0%	0	0.0%	--	\$282,798	17.4%	\$282,798	18.4%
481-NASSAU COUNTY-S OF A1A/W OF LOFTON CREEK	0	0.0%	-100.0%	0	0.0%	-100.0%	\$210,700	15.3%	\$211,896	13.7%
490-CALLAHAN	1	10.0%	-66.7%	0	--	--	\$0	-100.0%	\$0	-100.0%
491-HILLARD	0	0.0%	-100.0%	0	0.0%	-100.0%	\$196,000	130.6%	\$202,000	137.6%
492-NASSAU COUNTY-W OF I-95/N TO STATE LINE	4	6.3%	-77.8%	5	17.9%	-44.4%	\$198,500	3.1%	\$186,162	7.2%
501-MACCLENNY AREA	3	6.3%	-75.0%	0	0.0%	-100.0%	\$180,900	2.3%	\$174,480	-0.4%
502-BAKER COUNTY-NW	3	18.8%	0.0%	0	0.0%	-100.0%	\$223,750	68.2%	\$208,625	48.1%
503-BAKER COUNTY-SOUTH	0	0.0%	-100.0%	0	0.0%	--	\$126,020	-47.5%	\$126,020	-49.2%
521-BRADFORD COUNTY-NE	4	28.6%	-33.3%	0	0.0%	-100.0%	\$126,700	72.4%	\$126,700	72.4%
522-BRADFORD COUNTY-NW	3	12.5%	-57.1%	1	14.3%	-50.0%	\$77,000	-0.6%	\$132,214	98.2%
523-BRADFORD COUNTY-SE	2	7.7%	-66.7%	1	12.5%	--	\$144,250	-19.8%	\$177,475	11.3%
524-BRADFORD COUNTY-SW	0	0.0%	-100.0%	0	0.0%	-100.0%	\$189,500	215.8%	\$189,500	137.4%
541-UNION COUNTY-NORTH	0	0.0%	-100.0%	0	--	--	\$0	-100.0%	\$0	-100.0%
542-UNION COUNTY-SOUTH	0	0.0%	-100.0%	2	33.3%	--	\$149,950	15.3%	\$151,883	17.6%
561-GREATER PALATKA	15	19.7%	-6.3%	6	37.5%	50.0%	\$81,550	48.3%	\$98,713	-1.4%
562-BARDIN/WEST BOSTWICK	0	0.0%	--	0	0.0%	-100.0%	\$210,750	591.0%	\$210,750	591.0%
563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK	3	10.0%	0.0%	0	0.0%	--	\$100,000	100.0%	\$164,600	229.2%
564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS	4	6.1%	-42.9%	2	28.6%	--	\$68,000	-54.7%	\$146,571	-22.8%
571-INTERLACHEN-SE	0	0.0%	-100.0%	0	0.0%	--	\$124,500	0.0%	\$124,500	0.0%
572-INTERLACHEN-NE	4	16.7%	-42.9%	0	0.0%	-100.0%	\$42,000	54.4%	\$67,100	47.8%
573-INTERLACHEN-SW	1	5.6%	-50.0%	1	50.0%	0.0%	\$27,750	-43.9%	\$27,750	-43.9%
574-INTERLACHEN-NW	8	29.6%	166.7%	1	16.7%	-50.0%	\$56,200	194.1%	\$62,383	208.8%
575-WEST OF SR-21	0	0.0%	-100.0%	0	0.0%	--	\$48,000	-46.9%	\$48,000	-46.9%
576-GEORGES LAKE	0	0.0%	-100.0%	0	0.0%	--	\$70,000	-53.3%	\$70,000	-53.3%
581-SATSUMA/HOOT OWL RIDGE	2	6.9%	-50.0%	0	0.0%	-100.0%	\$45,000	-2.2%	\$45,000	-72.4%
582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST	5	8.3%	-16.7%	3	42.9%	200.0%	\$124,900	8.1%	\$136,243	26.0%
583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL	1	2.2%	-66.7%	0	0.0%	-100.0%	\$47,000	-58.0%	\$75,980	-26.1%
584-OCALA NATIONAL FOREST/OKLAWAHA RIVER	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%