

Lender-Mediated Report

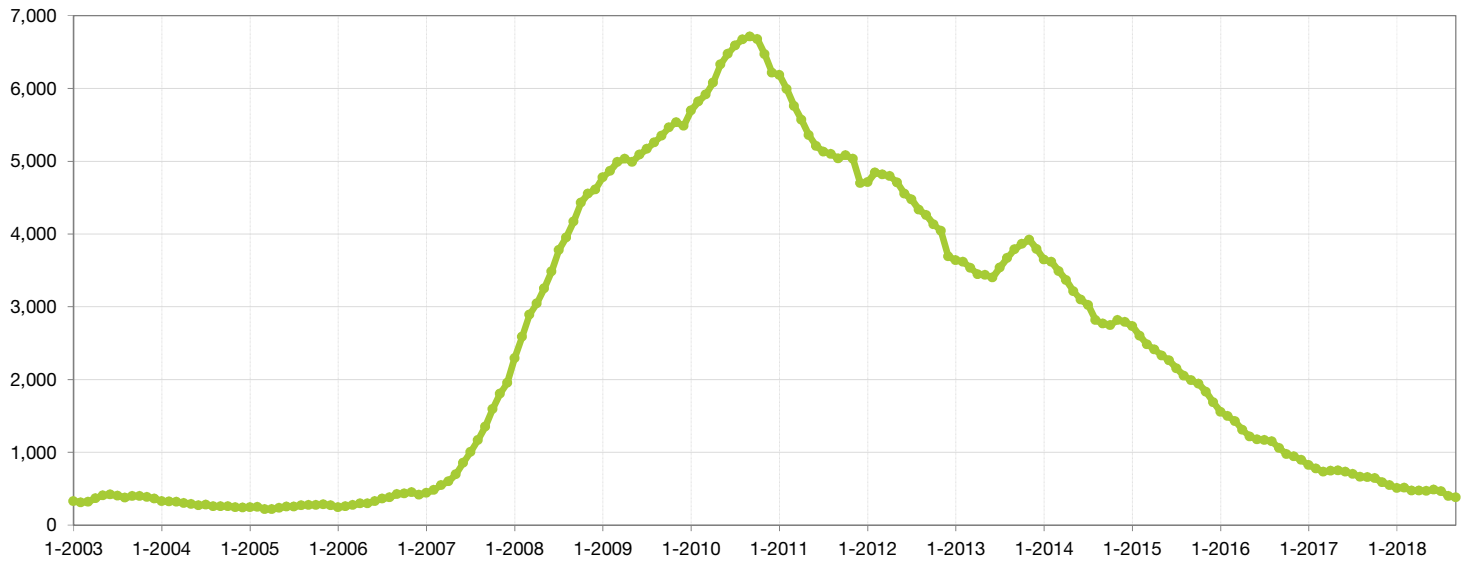
A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



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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



September 2018

New Listings in the Northeast Florida region increased 38.2 percent to 3,158.

- Traditional New Listings increased 39.7 percent to 2,976.
- Lender-mediated New Listings increased 18.2 percent to 182.
- Share of all New Listings that were lender-mediated fell to 5.8 percent.

Closed Sales were up 5.9 percent to 2,132.

- Traditional Closed Sales were up 8.1 percent to 2,028.
- Lender-mediated Closed Sales were down 24.1 percent to 104.
- Share of all Closed Sales that were lender-mediated fell to 4.9 percent.

The Median Sales Price rose 2.9 percent to \$215,000.

- The traditional Median Sales Price rose 3.3 percent to \$220,000.
- The lender-mediated Median Sales Price rose 17.8 percent to \$119,000.

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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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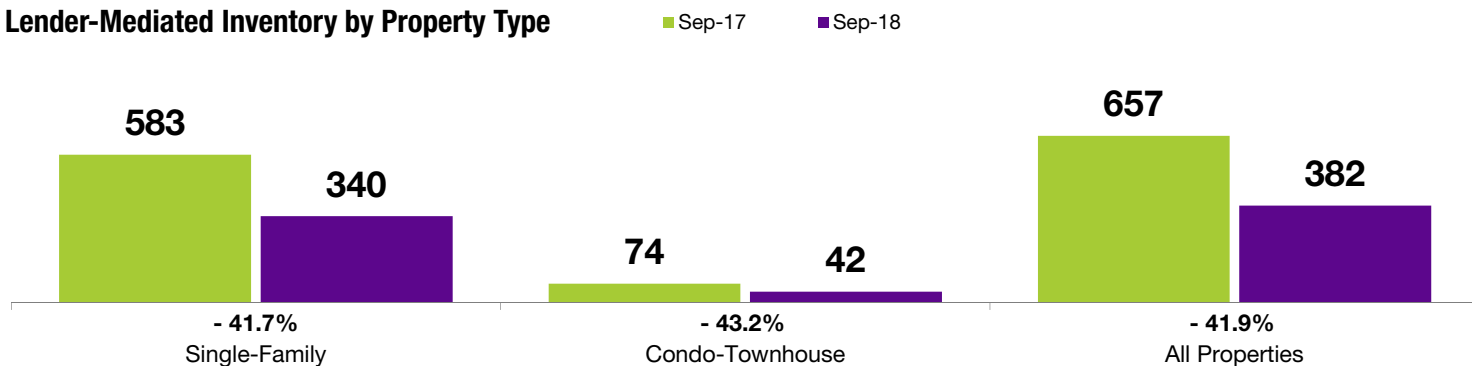
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Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Sep-17	Sep-18	+ / -	Sep-17	Sep-18	+ / -	Sep-17	Sep-18	+ / -	Sep-17	Sep-18
Single-Family	583	340	- 41.7%	7,360	7,551	+ 2.6%	7,943	7,891	- 0.7%	7.3%	4.3%
Condo-Townhouse	74	42	- 43.2%	1,020	1,248	+ 22.4%	1,094	1,290	+ 17.9%	6.8%	3.3%
All Properties	657	382	- 41.9%	8,380	8,799	+ 5.0%	9,037	9,181	+ 1.6%	7.3%	4.2%

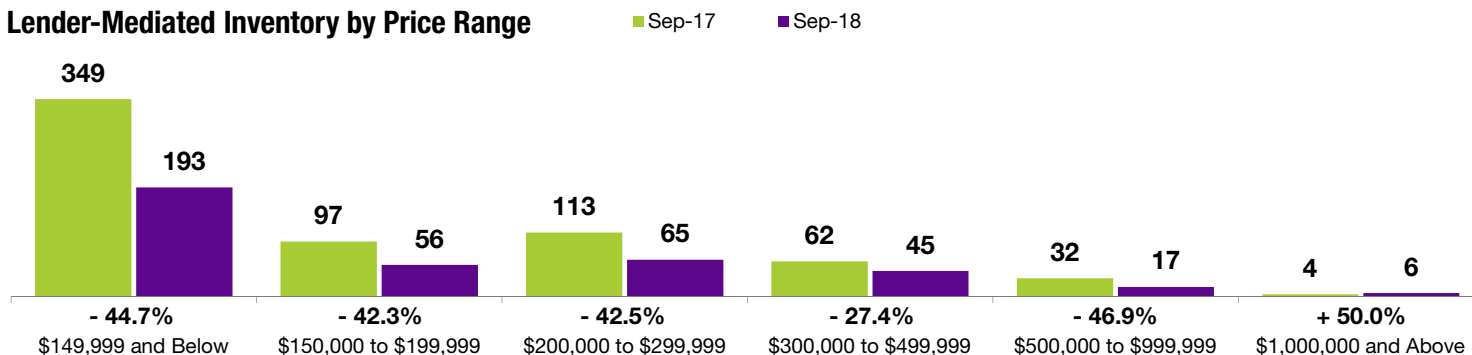
Lender-Mediated Inventory by Property Type



Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Sep-17	Sep-18	+ / -	Sep-17	Sep-18	+ / -	Sep-17	Sep-18	+ / -	Sep-17	Sep-18
\$149,999 and Below	349	193	- 44.7%	1,569	1,437	- 8.4%	1,918	1,630	- 15.0%	18.2%	11.8%
\$150,000 to \$199,999	97	56	- 42.3%	937	906	- 3.3%	1,034	962	- 7.0%	9.4%	5.8%
\$200,000 to \$299,999	113	65	- 42.5%	2,145	2,402	+ 12.0%	2,258	2,467	+ 9.3%	5.0%	2.6%
\$300,000 to \$499,999	62	45	- 27.4%	2,253	2,402	+ 6.6%	2,315	2,447	+ 5.7%	2.7%	1.8%
\$500,000 to \$999,999	32	17	- 46.9%	1,085	1,226	+ 13.0%	1,117	1,243	+ 11.3%	2.9%	1.4%
\$1,000,000 and Above	4	6	+ 50.0%	391	426	+ 9.0%	395	432	+ 9.4%	1.0%	1.4%
All Price Ranges	657	382	- 41.9%	8,380	8,799	+ 5.0%	9,037	9,181	+ 1.6%	7.3%	4.2%

Lender-Mediated Inventory by Price Range



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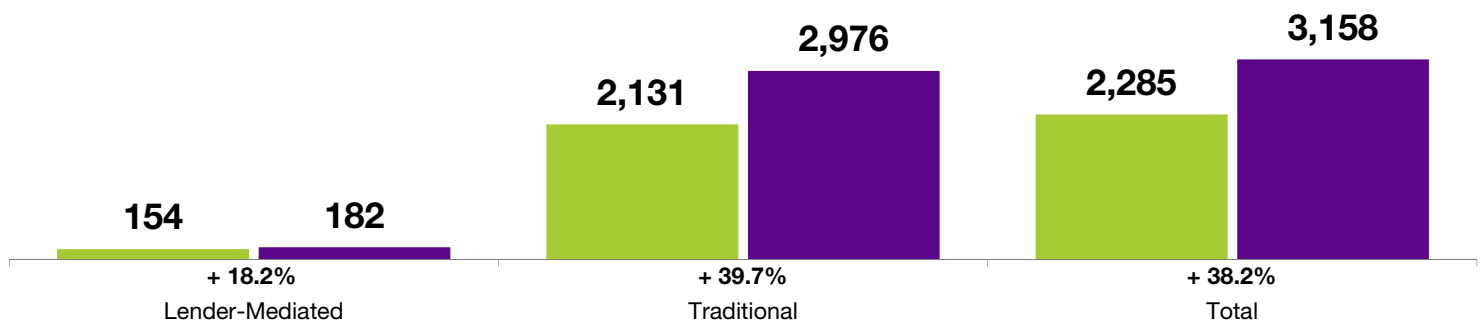


New Listings

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Sep-17	Sep-18	+ / -	Sep-17	Sep-18	+ / -	Sep-17	Sep-18	+ / -	Sep-17	Sep-18
Single-Family	131	156	+ 19.1%	1,803	2,451	+ 35.9%	1,934	2,607	+ 34.8%	6.8%	6.0%
Condo-Townhouse	23	26	+ 13.0%	328	525	+ 60.1%	351	551	+ 57.0%	6.6%	4.7%
All Properties	154	182	+ 18.2%	2,131	2,976	+ 39.7%	2,285	3,158	+ 38.2%	6.7%	5.8%

Change in New Listings for All Properties

■ Sep-17 ■ Sep-18

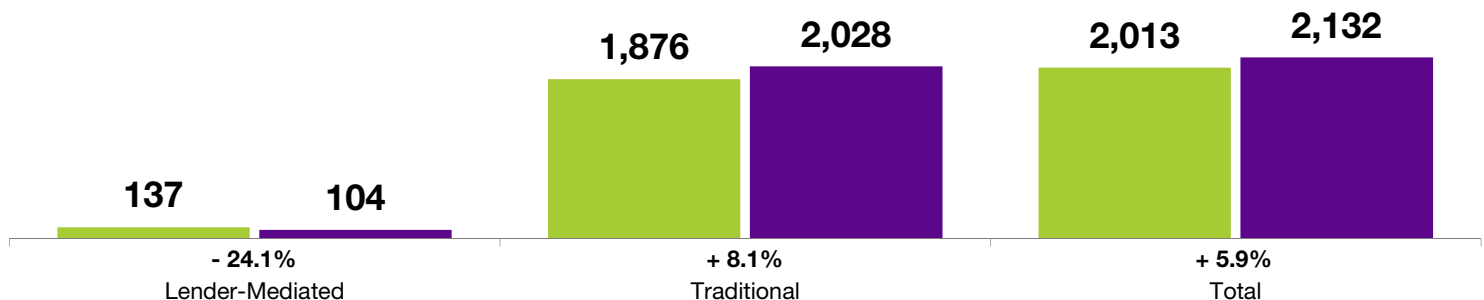


Closed Sales

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Sep-17	Sep-18	+ / -	Sep-17	Sep-18	+ / -	Sep-17	Sep-18	+ / -	Sep-17	Sep-18
Single-Family	126	91	- 27.8%	1,550	1,688	+ 8.9%	1,676	1,779	+ 6.1%	7.5%	5.1%
Condo-Townhouse	11	13	+ 18.2%	326	340	+ 4.3%	337	353	+ 4.7%	3.3%	3.7%
All Properties	137	104	- 24.1%	1,876	2,028	+ 8.1%	2,013	2,132	+ 5.9%	6.8%	4.9%

Change in Closed Sales for All Properties

■ Sep-17 ■ Sep-18



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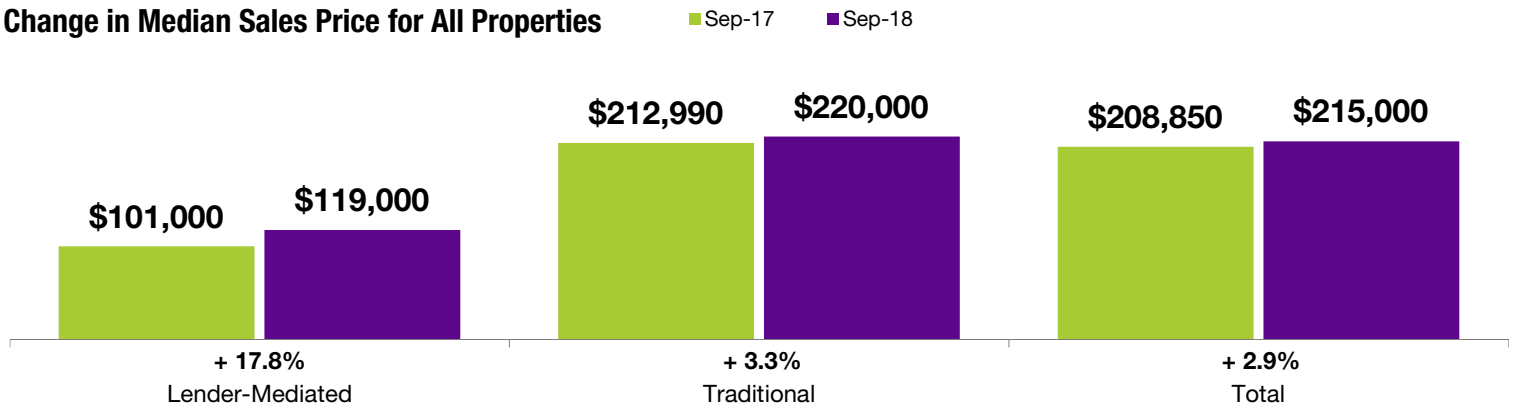
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Median Sales Price

	Lender-Mediated			Traditional			Total		
	Sep-17	Sep-18	+ / -	Sep-17	Sep-18	+ / -	Sep-17	Sep-18	+ / -
Single-Family	\$104,100	\$119,500	+ 14.8%	\$227,990	\$234,350	+ 2.8%	\$222,000	\$229,000	+ 3.2%
Condo-Townhouse	\$129,000	\$119,000	- 7.8%	\$150,450	\$157,000	+ 4.4%	\$150,000	\$215,000	+ 43.3%
All Properties	\$101,000	\$119,000	+ 17.8%	\$212,990	\$220,000	+ 3.3%	\$208,850	\$215,000	+ 2.9%

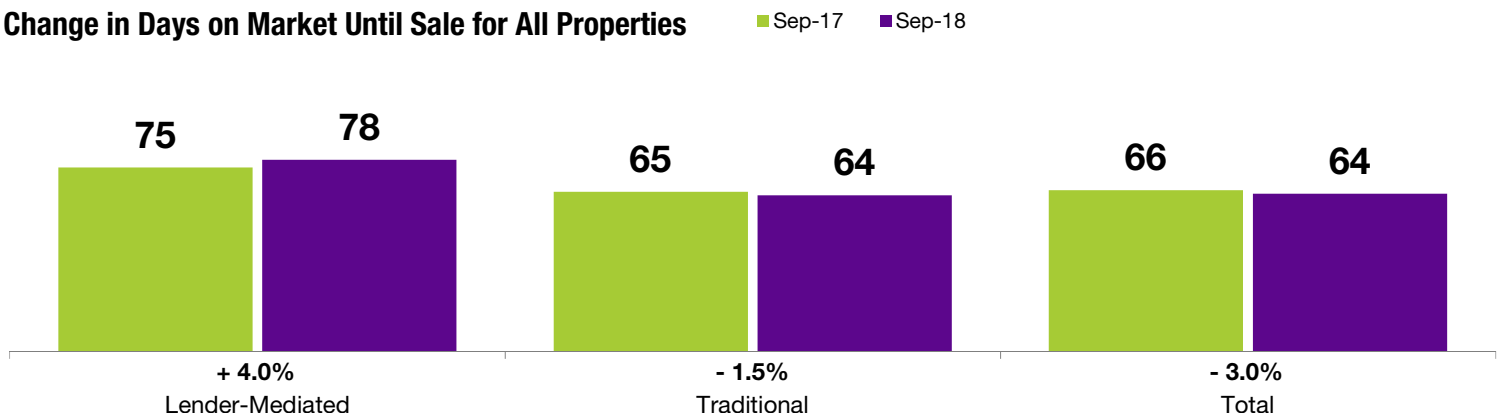
Change in Median Sales Price for All Properties



Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Sep-17	Sep-18	+ / -	Sep-17	Sep-18	+ / -	Sep-17	Sep-18	+ / -
Single-Family	78	81	+ 3.8%	68	67	- 1.5%	69	68	- 1.4%
Condo-Townhouse	45	60	+ 33.3%	50	47	- 6.0%	50	48	- 4.0%
All Properties	75	78	+ 4.0%	65	64	- 1.5%	66	64	- 3.0%

Change in Days on Market Until Sale for All Properties



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Lender-Mediated Activity by Area

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

September 2018

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
Baker County	2	2.6%	-71.4%	5	16.7%	0.0%	\$183,900	18.6%	\$172,169	6.3%
Clay County	44	3.9%	-43.6%	28	7.7%	-20.0%	\$209,050	5.6%	\$218,804	6.9%
Duval County	239	5.2%	-41.1%	107	6.9%	-4.5%	\$192,500	6.9%	\$231,571	5.6%
Nassau County	3	3.8%	-85.7%	4	3.9%	-76.5%	\$255,304	13.2%	\$324,698	24.5%
Putnam County	23	6.0%	-46.5%	11	13.8%	-26.7%	\$90,000	5.9%	\$117,526	16.5%
St. Johns County	52	2.1%	-36.6%	14	2.2%	-17.6%	\$324,718	7.5%	\$386,411	6.7%
011-SAN MARCO	1	0.9%	-66.7%	2	9.5%	0.0%	\$400,000	87.4%	\$459,376	53.5%
012-SAN JOSE	11	7.2%	0.0%	3	5.7%	0.0%	\$187,000	6.9%	\$211,674	-14.4%
013-BEAUCLERC/MANDARIN NORTH	10	5.3%	42.9%	2	3.3%	-33.3%	\$215,000	4.4%	\$244,194	13.3%
014-MANDARIN	8	3.3%	-46.7%	4	5.6%	0.0%	\$250,000	-1.0%	\$281,031	2.0%
015-BARTRAM	8	7.2%	300.0%	2	3.9%	0.0%	\$233,000	-0.8%	\$235,538	2.4%
021-ST NICHOLAS AREA	6	7.9%	0.0%	1	4.3%	-50.0%	\$141,700	-2.9%	\$149,291	8.1%
022-GROVE PARK/SAN SOUCI	0	--	--	0	--	--	\$0	0.0%	\$0	0.0%
023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD	4	3.5%	-75.0%	3	5.0%	-40.0%	\$194,000	19.8%	\$204,947	13.7%
024-BAYMEADOWS/DEERWOOD	9	4.5%	-47.1%	0	0.0%	-100.0%	\$149,500	10.6%	\$199,440	-3.4%
025-INTRACOASTAL WEST-NORTH OF BEACH BLVD	2	1.8%	-80.0%	0	0.0%	-100.0%	\$309,043	-2.4%	\$323,409	0.0%
026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD	4	2.4%	-55.6%	1	1.6%	--	\$282,750	2.3%	\$337,588	15.2%
027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD	2	3.9%	--	1	6.3%	--	\$318,900	0.9%	\$574,144	70.9%
028-BAYARD	0	0.0%	--	0	0.0%	--	\$295,000	0.0%	\$295,000	0.0%
029-NOCATEE (DUVAL COUNTY)	0	0.0%	--	0	0.0%	--	\$382,797	2.1%	\$409,662	6.0%
031-RIVERSIDE	0	0.0%	-100.0%	1	9.1%	--	\$240,000	8.9%	\$269,491	6.4%
032-AVONDALE	1	0.9%	0.0%	1	3.8%	-80.0%	\$263,350	5.4%	\$320,385	8.0%
033-ORTEGA/VENETIA	1	1.7%	-75.0%	2	10.5%	100.0%	\$360,000	20.0%	\$394,316	27.2%
041-ARLINGTON	17	7.2%	-39.3%	10	12.2%	11.1%	\$141,320	-10.3%	\$146,965	-8.7%
042-FT CAROLINE	6	5.1%	-33.3%	1	1.6%	-75.0%	\$250,000	30.5%	\$258,143	8.0%
043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD	9	7.0%	0.0%	2	4.1%	0.0%	\$246,000	8.8%	\$282,716	10.4%
051-MURRAY HILL	2	3.0%	0.0%	0	0.0%	-100.0%	\$144,000	-4.0%	\$141,473	-2.5%
052-LAKESHORE	4	8.9%	-50.0%	1	5.9%	--	\$125,000	0.0%	\$147,574	13.1%
053-HYDE GROVE AREA	5	8.9%	-54.5%	1	7.7%	-75.0%	\$134,000	2.3%	\$140,685	13.6%
054-CEDAR HILLS	2	7.7%	-33.3%	1	7.1%	0.0%	\$135,000	7.3%	\$127,143	8.3%
055-CONFEDERATE POINT/ORTEGA FARMS	5	19.2%	150.0%	2	28.6%	0.0%	\$191,500	22.8%	\$209,643	29.4%
056-YUKON/WESCONNETT/OAK HILL	6	7.7%	-53.8%	1	2.8%	0.0%	\$155,450	20.0%	\$160,103	27.8%
061-NORMANDY AREA	0	--	--	0	--	--	\$0	-100.0%	\$0	-100.0%
062-CRYSTAL SPRINGS/COUNTRY CREEK AREA	4	4.9%	-69.2%	4	13.8%	33.3%	\$172,000	-3.2%	\$176,086	-8.8%
063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES	14	20.0%	7.7%	3	7.7%	50.0%	\$140,000	21.7%	\$130,158	20.3%
064-BENT CREEK/PLUM TREE	2	4.7%	-33.3%	2	9.1%	0.0%	\$202,580	15.8%	\$213,550	22.3%
065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW	3	8.8%	-57.1%	1	8.3%	-50.0%	\$202,095	-4.6%	\$205,086	-2.3%
066-CECIL COMMERCE AREA	1	3.1%	0.0%	0	0.0%	--	\$264,945	47.6%	\$253,859	41.4%
067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL)	4	3.6%	-71.4%	5	10.9%	150.0%	\$174,000	6.4%	\$178,583	6.4%
071-BRENTWOOD/EVERGREEN	5	5.7%	-28.6%	2	10.5%	0.0%	\$69,342	-23.0%	\$74,807	-10.6%

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Lender-Mediated Activity by Area (cont.)

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

September 2018

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
072-SPRINGFIELD	1	1.9%	-50.0%	1	7.7%	--	\$230,000	16.5%	\$192,303	-12.7%
073-DOWNTOWN JACKSONVILLE-NORTHBANK	2	13.3%	0.0%	0	0.0%	-100.0%	\$295,000	466.2%	\$310,580	138.7%
074-PAXON	3	3.8%	-72.7%	4	19.0%	100.0%	\$40,740	-28.5%	\$60,030	-29.7%
075-TROUT RIVER/COLLEGE PARK/RIBAULT MANOR	23	8.8%	-36.1%	9	13.6%	125.0%	\$57,000	9.6%	\$79,589	13.0%
076-DOWNTOWN JACKSONVILLE-EASTSIDE	1	3.3%	-50.0%	0	0.0%	--	\$59,500	217.3%	\$50,500	169.3%
081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST	5	6.4%	-54.5%	4	16.0%	100.0%	\$168,500	12.7%	\$159,440	13.1%
082-DINSMORE/NORTHWEST DUVAL COUNTY	1	10.0%	-66.7%	2	50.0%	100.0%	\$76,500	-31.7%	\$114,750	-24.3%
091-GARDEN CITY/AIRPORT	18	8.7%	-30.8%	10	20.4%	0.0%	\$159,700	-3.2%	\$162,831	1.6%
092-OCEANWAY/PECAN PARK	2	1.6%	-85.7%	5	7.8%	66.7%	\$213,923	4.6%	\$217,346	6.5%
095-SAN MATEO/EASTPORT	1	4.5%	0.0%	0	0.0%	-100.0%	\$197,000	38.7%	\$202,175	6.1%
096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT	4	2.7%	-60.0%	1	3.7%	-83.3%	\$240,000	11.6%	\$260,479	16.2%
121-FLEMING ISLAND-NE	3	21.4%	200.0%	0	0.0%	-100.0%	\$614,500	114.7%	\$614,500	75.8%
122-FLEMING ISLAND-NW	0	0.0%	-100.0%	1	6.7%	--	\$302,000	20.8%	\$333,527	27.4%
123-FLEMING ISLAND-SE	1	2.6%	-83.3%	0	0.0%	--	\$279,995	5.7%	\$281,033	-2.0%
124-FLEMING ISLAND-SW	3	5.2%	-50.0%	2	8.3%	--	\$242,450	-8.5%	\$262,829	-8.8%
131-MEADOWBROOK/LOCH RANE	2	5.6%	-33.3%	0	0.0%	-100.0%	\$170,000	-5.8%	\$216,338	0.1%
132-BELLAIR/GROVE PARK	2	7.7%	0.0%	0	0.0%	--	\$155,250	35.9%	\$152,664	20.5%
133-NORTH ORANGE PARK	0	0.0%	-100.0%	0	0.0%	--	\$142,500	0.0%	\$145,625	0.0%
134-SOUTH BLANDING	1	4.0%	0.0%	1	5.9%	-66.7%	\$206,000	9.0%	\$213,191	22.6%
135-PARK WEST/MONTCLAIR	0	0.0%	--	1	10.0%	--	\$205,000	0.0%	\$180,070	-5.7%
136-LAKESIDE ESTATES	2	9.5%	-33.3%	0	0.0%	-100.0%	\$195,000	18.1%	\$186,428	5.8%
137-DOCTOR'S LAKE	0	0.0%	--	0	0.0%	--	\$238,900	11.1%	\$217,783	-3.1%
138-TANGLEWOOD/DOCTORS INLET	0	--	-100.0%	--	0.0%	-100.0%	--	-100.0%	--	-100.0%
139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY	10	5.0%	-37.5%	4	5.6%	-20.0%	\$228,000	9.9%	\$241,665	12.1%
141-MIDDLEBURG NW	3	2.5%	-50.0%	2	11.1%	-33.3%	\$137,500	45.0%	\$155,897	27.2%
142-MIDDLEBURG EAST/LAKE ASBURY	0	0.0%	-100.0%	1	100.0%	0.0%	\$42,000	-74.5%	\$42,000	-75.1%
143-FOXMEADOW AREA	1	2.4%	-50.0%	1	5.3%	--	\$229,500	-1.1%	\$245,941	0.3%
144-MIDDLEBURG-SE	1	6.7%	--	0	0.0%	-100.0%	\$315,000	-14.4%	\$253,571	-31.1%
145-MIDDLEBURG-SW	0	0.0%	-100.0%	1	16.7%	-80.0%	\$173,950	23.4%	\$171,300	5.6%
151-KEYSTONE HEIGHTS	2	2.6%	-50.0%	2	8.3%	-60.0%	\$158,500	19.7%	\$161,631	22.6%
152-KINGSLEY LAKE	0	0.0%	--	0	0.0%	-100.0%	\$0	-100.0%	\$0	-100.0%
161-GREEN COVE SPINGRS	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
162-RUSSELL LANDING/PENNY FARMS	0	0.0%	-100.0%	0	0.0%	--	\$0	0.0%	\$0	0.0%
211-JACKSONVILLE BEACH-NE	1	3.4%	-66.7%	0	0.0%	--	\$435,000	-5.4%	\$453,250	-15.3%
212-JACKSONVILLE BEACH-SE	0	0.0%	-100.0%	0	0.0%	--	\$650,000	11.7%	\$751,588	-15.4%
213-JACKSONVILLE BEACH-NW	2	5.6%	--	0	0.0%	-100.0%	\$385,000	17.6%	\$389,643	10.0%
214-JACKSONVILLE BEACH-SW	2	2.2%	100.0%	2	7.1%	--	\$327,500	-5.1%	\$323,989	11.7%
221-NEPTUNE BEACH-EAST	0	0.0%	--	0	0.0%	--	\$730,000	13.6%	\$810,000	31.1%
222-NEPTUNE BEACH-WEST	1	4.5%	--	0	0.0%	--	\$390,550	29.6%	\$448,850	29.8%
231-ATLANTIC BEACH-EAST	0	0.0%	--	0	--	--	\$0	-100.0%	\$0	-100.0%

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232-ATLANTIC BEACH/MAYPORT-WEST	0	--	--	0	--	-100.0%	--	-100.0%	\$0	-100.0%
251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD	0	0.0%	--	0	0.0%	-100.0%	\$2,550,000	300.3%	\$2,550,000	61.7%
252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD	1	1.0%	-75.0%	2	10.5%	100.0%	\$332,000	37.2%	\$634,632	39.6%
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%	--	1	6.3%	--	\$560,500	180.3%	\$733,381	76.0%
262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD	3	3.1%	-57.1%	0	0.0%	--	\$433,000	0.7%	\$567,995	32.8%
263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210	1	1.7%	-75.0%	0	0.0%	--	\$559,990	13.1%	\$648,798	5.9%
264-SOUTH PONTE VEDRA BEACH	1	2.0%	0.0%	0	0.0%	--	\$550,000	-3.8%	\$726,000	15.5%
265-PONTE VEDRA/NOCATTEE-STJ	1	0.5%	-80.0%	3	3.5%	--	\$435,000	8.8%	\$466,069	7.5%
266-VILANO BEACH	1	1.4%	--	0	0.0%	--	\$289,500	-13.1%	\$322,938	-5.0%
271-NOCATTEE NORTH	1	1.6%	--	0	0.0%	--	\$548,121	20.5%	\$584,378	16.9%
272-NOCATTEE SOUTH	0	0.0%	-100.0%	3	4.3%	--	\$426,641	11.7%	\$438,636	8.7%
301-JULINGTON CREEK/SWITZERLAND	7	1.8%	-30.0%	0	0.0%	-100.0%	\$316,900	1.8%	\$345,398	5.5%
302-ORANGEDALE AREA	2	3.8%	--	0	0.0%	--	\$346,935	6.2%	\$510,965	55.6%
303-PALMO/SIX MILE AREA	3	8.8%	--	0	0.0%	-100.0%	\$339,990	4.9%	\$337,525	1.6%
304- 210 SOUTH	7	5.4%	-12.5%	0	0.0%	-100.0%	\$330,895	6.9%	\$345,675	6.2%
305-WORLD GOLF VILLAGE AREA-CENTRAL	1	1.5%	-50.0%	2	9.5%	--	\$264,100	5.6%	\$249,303	-1.4%
306-WORLD GOLF VILLAGE AREA-NE	0	0.0%	--	0	0.0%	--	\$294,729	12.9%	\$294,729	12.9%
307-WORLD GOLF VILLAGE AREA-SE	3	6.4%	50.0%	0	0.0%	--	\$274,995	6.6%	\$295,145	11.4%
308-WORLD GOLF VILLAGE AREA-SW	1	1.2%	-83.3%	0	0.0%	--	\$299,450	14.7%	\$311,748	17.7%
309-WORLD GOLF VILLAGE AREA-WEST	3	3.2%	-62.5%	1	3.8%	--	\$270,000	-8.0%	\$315,663	5.9%
312-PALENCIA AREA	3	2.6%	-57.1%	0	0.0%	-100.0%	\$370,000	-8.2%	\$407,809	-6.3%
313-WHITECASTLE/AIRPORT AREA	2	6.3%	0.0%	0	0.0%	--	\$221,750	5.7%	\$220,513	15.4%
321-NORTH CITY-ST AUGUSTINE	1	4.2%	--	0	0.0%	-100.0%	\$310,000	138.5%	\$423,714	176.2%
322-DOWNTOWN ST AUGUSTINE	1	2.2%	0.0%	0	0.0%	--	\$330,000	-38.8%	\$319,767	-40.7%
323-DAVIS SHORES	0	0.0%	--	0	0.0%	--	\$408,660	19.9%	\$404,203	-16.5%
331-ST AUGUSTINE BEACH	3	1.5%	0.0%	2	5.6%	-33.3%	\$321,250	-25.7%	\$363,356	-27.2%
332-CRESCENT BEACH/SUMMER HAVEN	0	0.0%	--	0	0.0%	--	\$335,000	-2.9%	\$391,479	2.7%
333-ST JOHNS COUNTY-SE	0	0.0%	--	0	0.0%	-100.0%	\$315,000	25.2%	\$313,997	24.8%
334-MOULTRIE/ST AUGUSTINE SHORES	0	0.0%	-100.0%	0	0.0%	-100.0%	\$178,000	3.5%	\$191,250	-5.5%
335-ST AUGUSTINE SOUTH	1	7.1%	--	0	0.0%	--	\$270,000	22.7%	\$275,000	19.5%
336-RAVENSWOOD/WEST AUGUSTINE	1	0.9%	-75.0%	2	5.7%	0.0%	\$164,900	-12.8%	\$183,789	-11.0%
337-OLD MOULTRIE RD/WILDWOOD	0	0.0%	-100.0%	0	0.0%	--	\$256,095	6.7%	\$260,544	-3.7%
341-FLAGLER ESTATES/HASTINGS	5	45.5%	66.7%	1	50.0%	0.0%	\$99,450	10.6%	\$99,450	-21.3%
342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95	0	0.0%	-100.0%	0	0.0%	--	\$240,000	-5.5%	\$240,000	-5.5%
343-MOLASSES JUNCTION/ELKTON	1	16.7%	0.0%	0	0.0%	--	\$160,000	33.3%	\$160,000	33.3%
344-HASTINGS/TOCOI/RIVRERDALE	0	--	--	0	--	--	\$0	0.0%	\$0	0.0%
410-FERNANDINA BEACH DOWNTOWN-WEST	0	0.0%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
420-FERNANDINA BEACH-DOWNTOWN-EAST	0	0.0%	-100.0%	0	0.0%	--	\$328,943	7.8%	\$328,943	7.8%
430-NASSAU COUNTY BEACHES-NORTH	0	0.0%	--	1	33.3%	--	\$390,000	16.4%	\$585,000	74.6%

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.

September 2018

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
431-NASSAU COUNTY BEACHES-SOUTH	0	0.0%	--	0	0.0%	-100.0%	\$379,000	-45.9%	\$515,800	-14.9%
440-FERNANDINA BEACH DOWNTOWN-SOUTH	0	0.0%	--	0	0.0%	--	\$380,000	59.0%	\$389,120	42.8%
450-AMELIA ISLAND-NORTH OF BURNEY ROAD	2	7.7%	-33.3%	0	0.0%	-100.0%	\$381,000	-6.6%	\$572,000	49.7%
460-AMELIA ISLAND PLANTATION	1	2.0%	-50.0%	0	0.0%	--	\$641,000	-1.4%	\$627,200	-0.7%
470-PINEY ISLAND AREA	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS	2	4.0%	0.0%	1	7.7%	-66.7%	\$231,990	13.0%	\$233,633	13.8%
472-ONEIL/NASSAVILLE/HOLLY POINT	1	1.1%	-80.0%	1	4.3%	-75.0%	\$273,000	13.8%	\$305,123	14.3%
480-NASSAU COUNTY-N OF A1A/W OF LOFTON CREEK	0	--	--	0	--	--	\$0	-100.0%	\$0	-100.0%
481-NASSAU COUNTY-S OF A1A/W OF LOFTON CREEK	0	--	-100.0%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
490-CALLAHAN	0	0.0%	-100.0%	0	0.0%	-100.0%	\$178,500	54.0%	\$178,500	64.1%
491-HILLARD	2	18.2%	--	0	0.0%	--	\$167,750	8.2%	\$184,333	18.9%
492-NASSAU COUNTY-W OF I-95/N TO STATE LINE	5	7.9%	66.7%	1	4.2%	-80.0%	\$242,250	18.2%	\$221,539	22.6%
501-MACCLENNY AREA	2	4.3%	-33.3%	2	10.0%	-33.3%	\$191,750	17.6%	\$180,110	-1.2%
502-BAKER COUNTY-NW	0	0.0%	-100.0%	0	0.0%	-100.0%	\$149,000	29.1%	\$183,000	64.7%
503-BAKER COUNTY-SOUTH	0	0.0%	-100.0%	3	60.0%	200.0%	\$135,000	12.5%	\$129,574	-15.6%
521-BRADFORD COUNTY-NE	2	25.0%	-60.0%	1	16.7%	--	\$86,875	-62.8%	\$87,525	-62.5%
522-BRADFORD COUNTY-NW	5	16.7%	150.0%	2	16.7%	--	\$114,950	4.6%	\$102,083	-34.8%
523-BRADFORD COUNTY-SE	1	2.3%	-66.7%	2	18.2%	100.0%	\$142,000	18.8%	\$128,136	-9.9%
524-BRADFORD COUNTY-SW	1	6.3%	--	0	0.0%	--	\$295,000	164.1%	\$230,480	77.8%
541-UNION COUNTY-NORTH	1	14.3%	--	0	0.0%	--	\$175,000	40.1%	\$175,000	52.0%
542-UNION COUNTY-SOUTH	0	0.0%	--	0	0.0%	--	\$178,900	-11.8%	\$169,133	-16.6%
561-GREATER PALATKA	2	3.2%	-87.5%	3	15.8%	-25.0%	\$100,000	11.2%	\$115,583	3.3%
562-BARDIN/WEST BOSTWICK	0	--	--	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK	4	12.9%	33.3%	0	0.0%	--	\$301,500	74.4%	\$301,500	74.4%
564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS	2	3.7%	-66.7%	2	25.0%	0.0%	\$112,500	-8.5%	\$159,731	0.7%
571-INTERLACHEN-SE	1	25.0%	--	0	0.0%	--	\$65,000	-31.0%	\$65,000	-31.0%
572-INTERLACHEN-NE	4	11.8%	100.0%	3	21.4%	--	\$51,775	52.3%	\$65,939	51.4%
573-INTERLACHEN-SW	0	0.0%	-100.0%	1	50.0%	0.0%	\$79,950	132.1%	\$79,950	132.1%
574-INTERLACHEN-NW	3	11.1%	-57.1%	2	25.0%	--	\$110,000	294.3%	\$134,313	290.7%
575-WEST OF SR-21	1	6.3%	0.0%	0	0.0%	--	\$65,000	-74.0%	\$68,180	-72.7%
576-GEORGES LAKE	0	0.0%	--	0	0.0%	-100.0%	\$146,500	199.6%	\$146,500	199.6%
581-SATSUMA/HOOT OWL RIDGE	5	15.2%	--	0	0.0%	-100.0%	\$115,000	127.3%	\$121,886	106.0%
582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST	2	3.3%	-60.0%	0	0.0%	-100.0%	\$200,000	56.9%	\$180,167	32.9%
583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL	0	0.0%	-100.0%	0	0.0%	-100.0%	\$92,000	31.4%	\$97,286	11.8%
584-OCALA NATIONAL FOREST/OKLAWAHA RIVER	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%