

Lender-Mediated Report

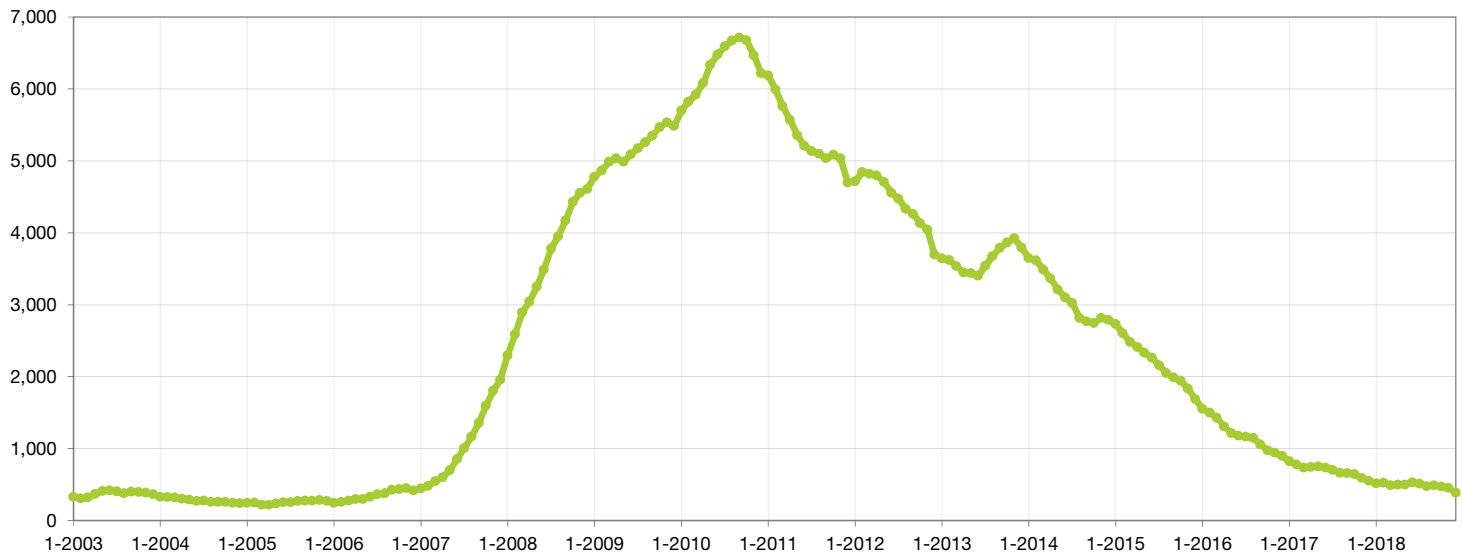
A RESEARCH TOOL PROVIDED BY THE
NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



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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



December 2018

New Listings in the Northeast Florida region decreased 2.4 percent to 2,048.

- Traditional New Listings decreased 2.2 percent to 1,915.
- Lender-mediated New Listings decreased 5.0 percent to 133.
- Share of all New Listings that were lender-mediated fell to 6.5 percent.

Closed Sales were down 16.0 percent to 2,212.

- Traditional Closed Sales were down 15.9 percent to 2,068.
- Lender-mediated Closed Sales were down 16.8 percent to 144.
- Share of all Closed Sales that were lender-mediated fell to 6.5 percent.

The Median Sales Price rose 6.7 percent to \$226,243.

- The traditional Median Sales Price rose 5.0 percent to \$230,000.
- The lender-mediated Median Sales Price rose 7.9 percent to \$134,900.

| | |
|----------------------------------|---|
| Inventory of Homes for Sale | 2 |
| New Listings and Closed Sales | 3 |
| Price and Days on Market | 4 |
| Lender-Mediated Activity by Area | 5 |

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."



Lender-Mediated Report

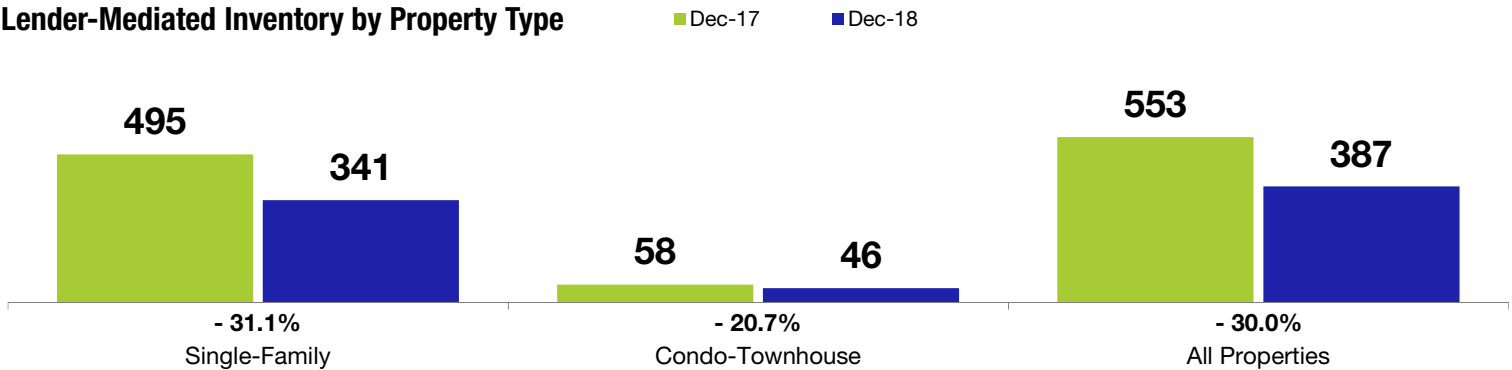
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Inventory of Homes for Sale

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|------------|----------------|--------------|--------------|---------------|--------------|--------------|---------------|--|-------------|
| | Dec-17 | Dec-18 | + / - | Dec-17 | Dec-18 | + / - | Dec-17 | Dec-18 | + / - | Dec-17 | Dec-18 |
| Single-Family | 495 | 341 | - 31.1% | 6,521 | 6,812 | + 4.5% | 7,016 | 7,153 | + 2.0% | 7.1% | 4.8% |
| Condo-Townhouse | 58 | 46 | - 20.7% | 901 | 1,215 | + 34.9% | 959 | 1,261 | + 31.5% | 6.0% | 3.6% |
| All Properties | 553 | 387 | - 30.0% | 7,422 | 8,027 | + 8.2% | 7,975 | 8,414 | + 5.5% | 6.9% | 4.6% |

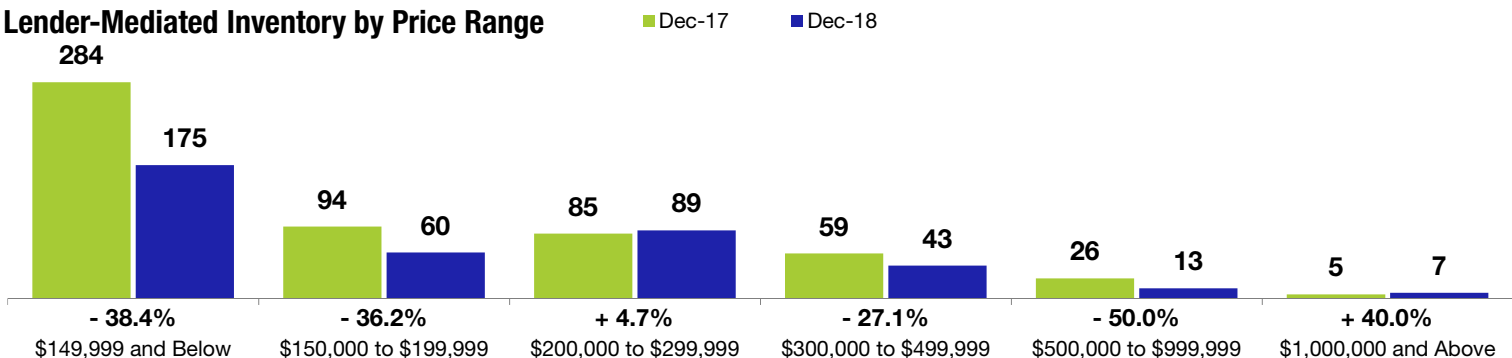
Lender-Mediated Inventory by Property Type



Inventory by Price Range

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-------------------------|-----------------|------------|----------------|--------------|--------------|---------------|--------------|--------------|---------------|--|-------------|
| | Dec-17 | Dec-18 | + / - | Dec-17 | Dec-18 | + / - | Dec-17 | Dec-18 | + / - | Dec-17 | Dec-18 |
| \$149,999 and Below | 284 | 175 | - 38.4% | 1,383 | 1,371 | - 0.9% | 1,667 | 1,546 | - 7.3% | 17.0% | 11.3% |
| \$150,000 to \$199,999 | 94 | 60 | - 36.2% | 774 | 834 | + 7.8% | 868 | 894 | + 3.0% | 10.8% | 6.7% |
| \$200,000 to \$299,999 | 85 | 89 | + 4.7% | 1,880 | 2,165 | + 15.2% | 1,965 | 2,254 | + 14.7% | 4.3% | 3.9% |
| \$300,000 to \$499,999 | 59 | 43 | - 27.1% | 2,056 | 2,182 | + 6.1% | 2,115 | 2,225 | + 5.2% | 2.8% | 1.9% |
| \$500,000 to \$999,999 | 26 | 13 | - 50.0% | 983 | 1,075 | + 9.4% | 1,009 | 1,088 | + 7.8% | 2.6% | 1.2% |
| \$1,000,000 and Above | 5 | 7 | + 40.0% | 346 | 400 | + 15.6% | 351 | 407 | + 16.0% | 1.4% | 1.7% |
| All Price Ranges | 553 | 387 | - 30.0% | 7,422 | 8,027 | + 8.2% | 7,975 | 8,414 | + 5.5% | 6.9% | 4.6% |

Lender-Mediated Inventory by Price Range



Lender-Mediated Report

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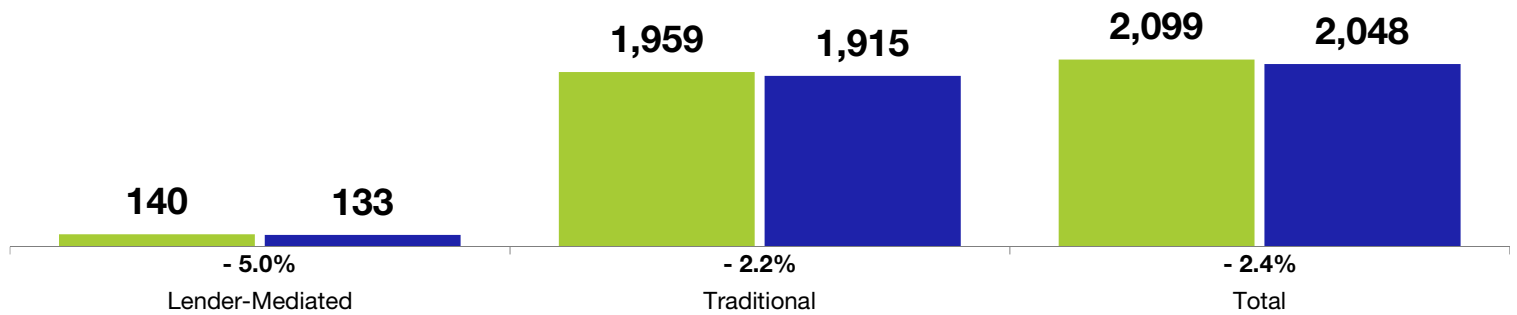


New Listings

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|--|-------------|
| | Dec-17 | Dec-18 | + / - | Dec-17 | Dec-18 | + / - | Dec-17 | Dec-18 | + / - | Dec-17 | Dec-18 |
| Single-Family | 123 | 118 | - 4.1% | 1,635 | 1,584 | - 3.1% | 1,758 | 1,702 | - 3.2% | 7.0% | 6.9% |
| Condo-Townhouse | 17 | 15 | - 11.8% | 324 | 331 | + 2.2% | 341 | 346 | + 1.5% | 5.0% | 4.3% |
| All Properties | 140 | 133 | - 5.0% | 1,959 | 1,915 | - 2.2% | 2,099 | 2,048 | - 2.4% | 6.7% | 6.5% |

Change in New Listings for All Properties

■ Dec-17 ■ Dec-18

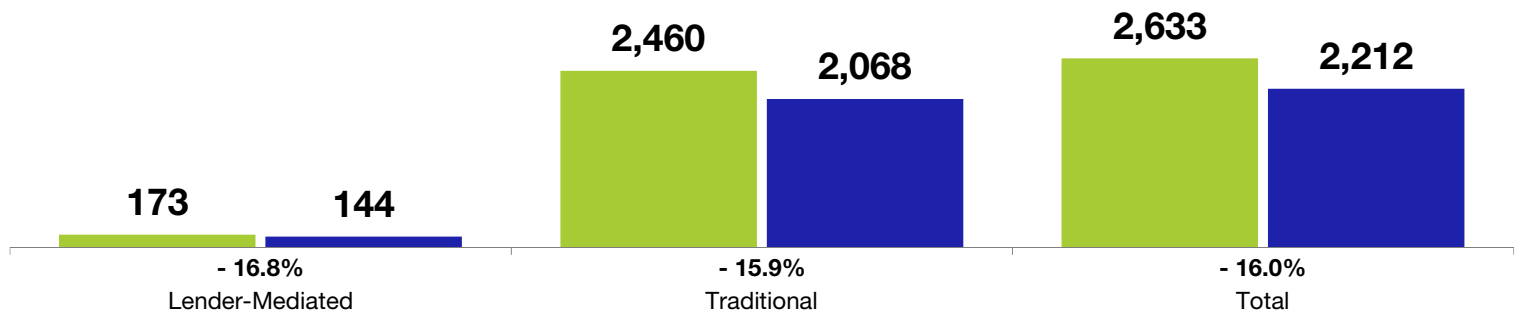


Closed Sales

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|------------|----------------|--------------|--------------|----------------|--------------|--------------|----------------|--|-------------|
| | Dec-17 | Dec-18 | + / - | Dec-17 | Dec-18 | + / - | Dec-17 | Dec-18 | + / - | Dec-17 | Dec-18 |
| Single-Family | 156 | 127 | - 18.6% | 2,097 | 1,750 | - 16.5% | 2,253 | 1,877 | - 16.7% | 6.9% | 6.8% |
| Condo-Townhouse | 17 | 17 | 0.0% | 363 | 318 | - 12.4% | 380 | 335 | - 11.8% | 4.5% | 5.1% |
| All Properties | 173 | 144 | - 16.8% | 2,460 | 2,068 | - 15.9% | 2,633 | 2,212 | - 16.0% | 6.6% | 6.5% |

Change in Closed Sales for All Properties

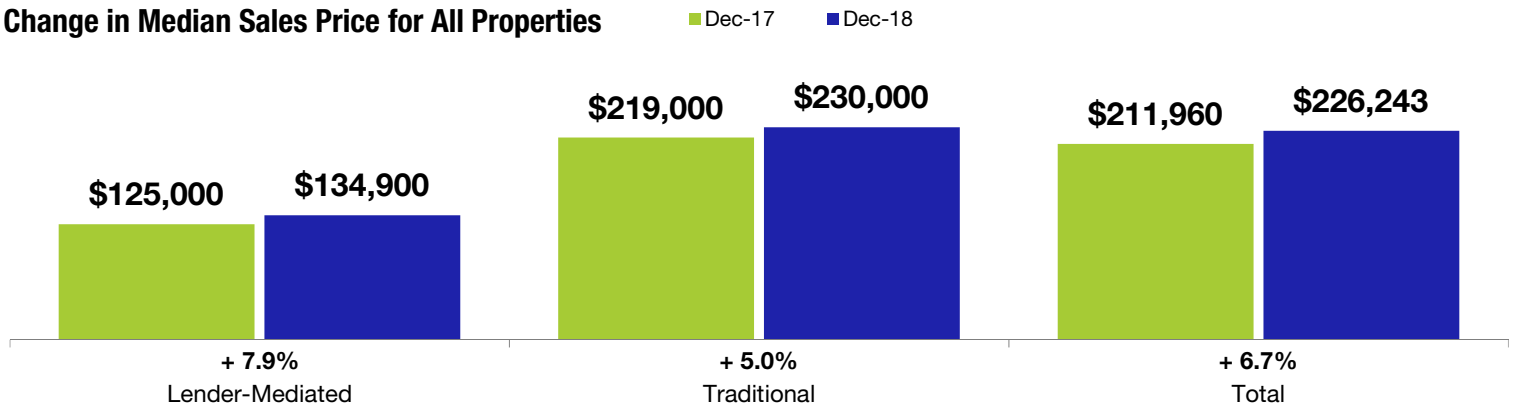
■ Dec-17 ■ Dec-18



Median Sales Price

| | Lender-Mediated | | | Traditional | | | Total | | |
|-----------------------|------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|
| | Dec-17 | Dec-18 | + / - | Dec-17 | Dec-18 | + / - | Dec-17 | Dec-18 | + / - |
| Single-Family | \$131,800 | \$139,913 | + 6.2% | \$235,000 | \$245,000 | + 4.3% | \$229,800 | \$239,000 | + 4.0% |
| Condo-Townhouse | \$117,500 | \$127,600 | + 8.6% | \$149,850 | \$159,500 | + 6.4% | \$146,500 | \$226,243 | + 54.4% |
| All Properties | \$125,000 | \$134,900 | + 7.9% | \$219,000 | \$230,000 | + 5.0% | \$211,960 | \$226,243 | + 6.7% |

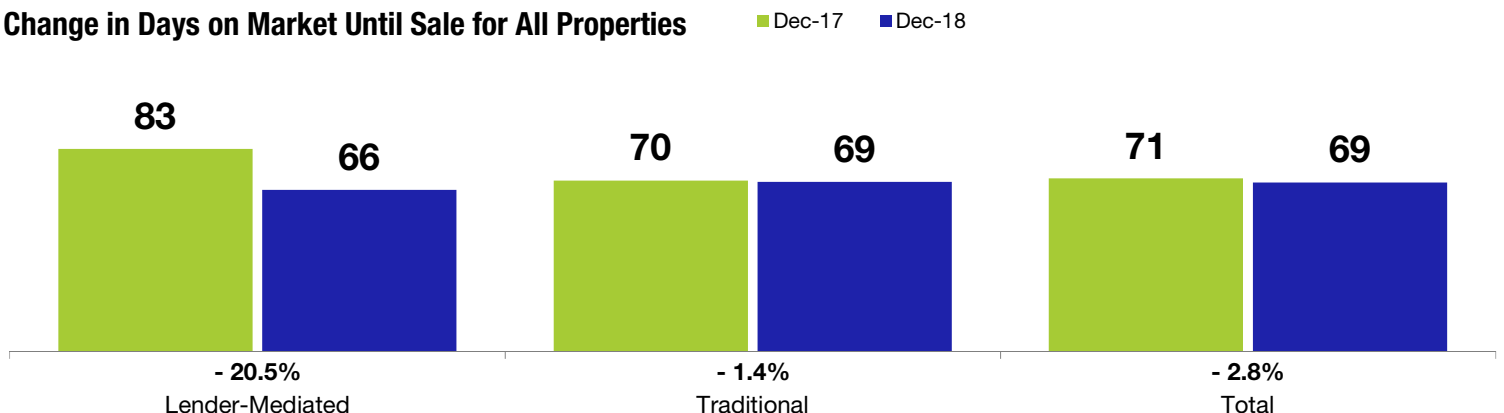
Change in Median Sales Price for All Properties



Days on Market Until Sale

| | Lender-Mediated | | | Traditional | | | Total | | |
|-----------------------|-----------------|-----------|----------------|-------------|-----------|---------------|-----------|-----------|---------------|
| | Dec-17 | Dec-18 | + / - | Dec-17 | Dec-18 | + / - | Dec-17 | Dec-18 | + / - |
| Single-Family | 84 | 68 | - 19.0% | 72 | 70 | - 2.8% | 73 | 70 | - 4.1% |
| Condo-Townhouse | 70 | 47 | - 32.9% | 56 | 64 | + 14.3% | 57 | 63 | + 10.5% |
| All Properties | 83 | 66 | - 20.5% | 70 | 69 | - 1.4% | 71 | 69 | - 2.8% |

Change in Days on Market Until Sale for All Properties



Lender-Mediated Report

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**NORTHEAST FLORIDA
ASSOCIATION OF REALTORS**

Lender-Mediated Activity by Area

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

December 2018

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|---|-----------|-------|---------|--------------|-------|---------|--------------------|--------|---------------------|--------|
| Baker County | 2 | 2.4% | -60.0% | 1 | 4.8% | -66.7% | \$199,900 | 13.9% | \$218,719 | 21.9% |
| Clay County | 59 | 6.3% | 1.7% | 20 | 6.9% | -20.0% | \$219,800 | 17.5% | \$224,924 | 11.7% |
| Duval County | 234 | 5.8% | -30.4% | 87 | 7.2% | -17.1% | \$205,000 | 10.8% | \$237,103 | 5.9% |
| Nassau County | 12 | 3.9% | -20.0% | 5 | 7.5% | 25.0% | \$248,250 | 5.7% | \$295,753 | 0.2% |
| Putnam County | 22 | 5.9% | -53.2% | 5 | 7.9% | -50.0% | \$95,000 | 13.1% | \$131,392 | 20.9% |
| St. Johns County | 39 | 1.7% | -36.1% | 18 | 3.7% | 0.0% | \$325,000 | -0.6% | \$373,586 | -1.9% |
| 011-SAN MARCO | 1 | 1.0% | -66.7% | 1 | 4.2% | -- | \$355,500 | 22.2% | \$481,754 | 48.2% |
| 012-SAN JOSE | 8 | 6.4% | 60.0% | 3 | 10.3% | -40.0% | \$200,500 | 17.3% | \$232,539 | 10.3% |
| 013-BEAUCLERC/MANDARIN NORTH | 6 | 3.9% | -45.5% | 4 | 6.6% | -20.0% | \$235,000 | 16.3% | \$249,563 | 13.8% |
| 014-MANDARIN | 12 | 6.3% | -7.7% | 6 | 9.0% | 20.0% | \$283,000 | 17.9% | \$284,822 | 13.7% |
| 015-BARTRAM | 7 | 7.5% | 75.0% | 3 | 10.0% | -- | \$233,250 | 5.3% | \$229,593 | 4.3% |
| 021-ST NICHOLAS AREA | 4 | 6.2% | -55.6% | 1 | 5.0% | -66.7% | \$156,750 | 26.9% | \$162,903 | 17.4% |
| 022-GROVE PARK/SANS SOUCI | 5 | 3.4% | -61.5% | 5 | 10.0% | -37.5% | \$175,350 | 20.9% | \$176,870 | 9.0% |
| 023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD | 4 | 4.0% | -55.6% | 5 | 10.0% | 400.0% | \$202,500 | 23.5% | \$204,532 | 6.6% |
| 024-BAYMEADOWS/DEERWOOD | 11 | 6.3% | -15.4% | 1 | 1.7% | -80.0% | \$149,250 | -1.0% | \$230,988 | 10.8% |
| 025-INTRACOASTAL WEST-NORTH OF BEACH BLVD | 8 | 8.4% | 100.0% | 0 | 0.0% | -100.0% | \$396,523 | 18.8% | \$419,094 | 10.4% |
| 026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD | 6 | 5.3% | -25.0% | 2 | 5.3% | 0.0% | \$301,000 | -21.8% | \$330,918 | -12.1% |
| 027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD | 2 | 3.3% | -33.3% | 0 | 0.0% | -100.0% | \$280,000 | -29.1% | \$511,445 | 0.3% |
| 028-BAYARD | 0 | 0.0% | -- | 0 | 0.0% | -- | \$308,656 | 5.6% | \$308,656 | 5.6% |
| 029-NOCATEE (DUVAL COUNTY) | 1 | 2.5% | -- | 0 | 0.0% | -- | \$412,000 | -3.5% | \$421,788 | 3.5% |
| 031-RIVERSIDE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$305,485 | 56.7% | \$317,734 | 35.8% |
| 032-AVONDALE | 3 | 3.3% | -25.0% | 0 | 0.0% | -- | \$306,250 | 14.7% | \$343,527 | 0.4% |
| 033-ORTEGA/VENETIA | 2 | 3.5% | 0.0% | 0 | 0.0% | -100.0% | \$305,000 | -6.6% | \$370,009 | -34.8% |
| 041-ARLINGTON | 19 | 9.0% | -17.4% | 6 | 7.1% | 0.0% | \$166,000 | 7.1% | \$175,566 | 8.0% |
| 042-FT CAROLINE | 15 | 14.0% | 150.0% | 3 | 7.9% | 50.0% | \$202,250 | -3.7% | \$220,446 | 0.8% |
| 043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD | 4 | 4.3% | -50.0% | 3 | 9.7% | 50.0% | \$245,000 | -1.6% | \$314,507 | 0.4% |
| 051-MURRAY HILL | 4 | 6.8% | 100.0% | 1 | 4.8% | -- | \$143,400 | 10.3% | \$133,617 | -0.7% |
| 052-LAKESHORE | 2 | 4.4% | -60.0% | 0 | 0.0% | -- | \$142,000 | 16.5% | \$135,705 | 11.9% |
| 053-HYDE GROVE AREA | 2 | 4.4% | -80.0% | 0 | 0.0% | -100.0% | \$144,000 | 33.3% | \$167,153 | 36.0% |
| 054-CEDAR HILLS | 1 | 3.3% | -50.0% | 1 | 20.0% | -50.0% | \$132,400 | 14.1% | \$115,940 | 3.7% |
| 055-CONFEDERATE POINT/ORTEGA FARMS | 2 | 8.3% | 0.0% | 1 | 11.1% | -- | \$140,000 | -21.1% | \$193,235 | 4.9% |
| 056-YUKON/WESCONNETT/OAK HILL | 6 | 10.2% | -33.3% | 1 | 4.5% | -80.0% | \$150,450 | 18.9% | \$138,085 | 5.6% |
| 061-HERLONG/NORMANDY AREA | 8 | 19.5% | -27.3% | 2 | 16.7% | -60.0% | \$163,500 | 18.5% | \$155,083 | 7.5% |
| 062-CRYSTAL SPRINGS/COUNTRY CREEK AREA | 4 | 5.3% | -20.0% | 6 | 30.0% | 0.0% | \$193,950 | 8.6% | \$201,954 | 9.6% |
| 063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES | 9 | 16.4% | -30.8% | 0 | 0.0% | -100.0% | \$143,000 | 15.5% | \$136,875 | 9.6% |
| 064-BENT CREEK/PLUM TREE | 4 | 7.7% | 33.3% | 1 | 11.1% | 0.0% | \$187,000 | 1.6% | \$152,056 | -17.9% |
| 065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW | 4 | 13.3% | 100.0% | 1 | 12.5% | 0.0% | \$212,505 | 11.8% | \$203,791 | 6.4% |
| 066-CECIL COMMERCE AREA | 2 | 8.0% | 0.0% | 0 | 0.0% | -- | \$327,925 | 78.5% | \$301,496 | 42.4% |
| 067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL) | 1 | 0.9% | -90.9% | 2 | 8.7% | -50.0% | \$195,300 | 17.7% | \$190,862 | 9.3% |
| 071-BRENTWOOD/EVERGREEN | 1 | 1.5% | -80.0% | 2 | 18.2% | -33.3% | \$50,000 | 9.2% | \$60,414 | 5.7% |
| 072-SPRINGFIELD | 2 | 4.8% | 0.0% | 0 | 0.0% | -- | \$290,000 | 46.8% | \$250,429 | 20.3% |
| 073-DOWNTOWN JACKSONVILLE-NORTHBANK | 2 | 15.4% | 0.0% | 0 | 0.0% | -- | \$223,570 | 17.7% | \$230,285 | 21.2% |

Lender-Mediated Report

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Lender-Mediated Activity by Area (cont.)

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

December 2018

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|--|-----------|-------|---------|--------------|-------|---------|--------------------|---------|---------------------|---------|
| 074-PAXON | 7 | 10.8% | -36.4% | 2 | 9.1% | 100.0% | \$40,000 | -16.7% | \$45,627 | -34.5% |
| 075-TROUT RIVER/COLLEGE PARK/RIBAULT MANOR | 17 | 7.0% | -29.2% | 8 | 12.7% | 0.0% | \$45,000 | -6.3% | \$70,210 | 9.1% |
| 076-DOWNTOWN JACKSONVILLE-EASTSIDE | 4 | 11.1% | 100.0% | 2 | 40.0% | -- | \$30,000 | -3.2% | \$29,382 | -5.2% |
| 081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST | 7 | 9.1% | -41.7% | 0 | 0.0% | -100.0% | \$189,990 | 30.1% | \$195,554 | 44.7% |
| 082-DINSMORE/NORTHWEST DUVAL COUNTY | 1 | 5.9% | -50.0% | 0 | -- | -100.0% | \$0 | -100.0% | \$0 | -100.0% |
| 091-GARDEN CITY/AIRPORT | 11 | 7.5% | -59.3% | 4 | 9.5% | 33.3% | \$191,000 | 8.4% | \$183,034 | 9.1% |
| 092-OCEANWAY/PECAN PARK | 3 | 2.4% | -70.0% | 3 | 7.9% | -40.0% | \$235,250 | 23.2% | \$232,773 | 29.3% |
| 095-SAN MATEO/EASTPORT | 2 | 9.1% | -- | 0 | 0.0% | -- | \$167,000 | -22.1% | \$188,445 | -4.1% |
| 096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT | 4 | 3.4% | -33.3% | 2 | 6.1% | 0.0% | \$269,990 | 15.3% | \$293,476 | 15.6% |
| 121-FLEMING ISLAND-NE | 2 | 25.0% | -33.3% | 0 | 0.0% | -- | \$360,000 | 94.6% | \$360,000 | 72.8% |
| 122-FLEMING ISLAND-NW | 2 | 3.6% | -50.0% | 0 | 0.0% | -- | \$297,000 | -1.1% | \$305,221 | -2.6% |
| 123-FLEMING ISLAND-SE | 2 | 5.3% | 100.0% | 0 | 0.0% | -100.0% | \$269,900 | 3.4% | \$280,882 | 11.6% |
| 124-FLEMING ISLAND-SW | 4 | 10.8% | 0.0% | 2 | 12.5% | 100.0% | \$224,450 | 144.0% | \$216,916 | 34.7% |
| 131-MEADOWBROOK/LOCH RANE | 2 | 7.1% | 0.0% | 1 | 20.0% | -- | \$226,900 | -17.5% | \$201,880 | -13.4% |
| 132-BELLAIR/GROVE PARK | 1 | 8.3% | -50.0% | 1 | 11.1% | -75.0% | \$155,000 | 20.6% | \$151,556 | 13.9% |
| 133-NORTH ORANGE PARK | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$161,000 | -24.2% | \$161,000 | -49.1% |
| 134-SOUTH BLANDING | 3 | 13.6% | 50.0% | 0 | 0.0% | -- | \$227,950 | 19.4% | \$223,133 | 16.4% |
| 135-PARK WEST/MONTCLAIR | 1 | 7.7% | -- | 0 | 0.0% | -- | \$225,000 | 32.0% | \$234,000 | 32.4% |
| 136-LAKESIDE ESTATES | 2 | 8.7% | -- | 0 | 0.0% | -- | \$196,000 | -12.9% | \$222,000 | 10.6% |
| 137-DOCTOR'S LAKE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$240,000 | -28.9% | \$280,000 | -9.6% |
| 138-TANGLEWOOD/DOCTORS INLET | 0 | -- | -- | 0 | 0.0% | -- | \$0 | -100.0% | \$0 | -100.0% |
| 139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY | 9 | 5.1% | -25.0% | 6 | 9.8% | 20.0% | \$225,000 | -2.0% | \$240,266 | 3.4% |
| 141-MIDDLEBURG NW | 0 | 3.8% | 0.0% | -- | 5.3% | -50.0% | -- | 17.0% | -- | 16.0% |
| 142-MIDDLEBURG EAST | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$203,700 | -9.5% | \$205,940 | -8.5% |
| 143-FOXMEADOW AREA | 2 | 5.0% | 0.0% | 3 | 21.4% | 200.0% | \$218,000 | 14.7% | \$233,950 | 4.2% |
| 144-MIDDLEBURG-SE | 1 | 4.8% | -- | 0 | 0.0% | -100.0% | \$410,000 | 81.0% | \$410,000 | 88.5% |
| 145-MIDDLEBURG-SW | 5 | 11.9% | 400.0% | 1 | 7.1% | -50.0% | \$185,750 | 34.6% | \$182,900 | 38.9% |
| 146-MIDDLEBURG-NE | 5 | 11.4% | -16.7% | 2 | 8.3% | -33.3% | \$181,650 | 15.3% | \$206,989 | 19.9% |
| 151-KEYSTONE HEIGHTS | 5 | 7.7% | 25.0% | 2 | 22.2% | -- | \$72,500 | -48.2% | \$112,072 | -18.1% |
| 152-KINGSLEY LAKE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$0 | 0.0% | \$0 | 0.0% |
| 161-GREEN COVE SPRINGS | 5 | 4.9% | 25.0% | 0 | 0.0% | -100.0% | \$205,075 | -2.8% | \$207,153 | -10.7% |
| 162-RUSSELL LANDING/PENNY FARMS | 1 | 33.3% | 0.0% | 0 | 0.0% | -- | \$217,500 | 0.0% | \$217,500 | 0.0% |
| 163-LAKE ASBURY AREA | 2 | 6.3% | 100.0% | 1 | 5.0% | 0.0% | \$223,500 | 2.6% | \$232,670 | 8.3% |
| 211-JACKSONVILLE BEACH-NE | 0 | 0.0% | -100.0% | 2 | 40.0% | -- | \$375,000 | -24.0% | \$429,000 | -20.4% |
| 212-JACKSONVILLE BEACH-SE | 1 | 1.1% | -50.0% | 1 | 7.7% | 0.0% | \$550,000 | 10.0% | \$673,808 | 12.0% |
| 213-JACKSONVILLE BEACH-NW | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$360,000 | 3.0% | \$368,006 | 1.9% |
| 214-JACKSONVILLE BEACH-SW | 1 | 1.7% | -66.7% | 1 | 7.7% | -- | \$332,000 | -3.8% | \$320,346 | -16.3% |
| 221-NEPTUNE BEACH-EAST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$395,000 | -64.9% | \$395,000 | -64.9% |
| 222-NEPTUNE BEACH-WEST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$407,000 | 3.7% | \$409,714 | 16.7% |
| 231-ATLANTIC BEACH-NORTH | 0 | 0.0% | -- | 1 | 11.1% | -- | \$537,500 | 0.0% | \$499,700 | 0.0% |
| 232-ATLANTIC BEACH-SOUTH | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$300,000 | 0.0% | \$658,667 | 0.0% |
| 233-ATLANTIC BEACH-WEST | 2 | 20.0% | -- | 0 | 0.0% | -- | \$232,500 | 101.3% | \$251,875 | 118.1% |

Lender-Mediated Report

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



**NORTHEAST FLORIDA
ASSOCIATION OF REALTORS**

Lender-Mediated Activity by Area (cont.)

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

December 2018

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|--|-----------|-------|---------|--------------|--------|---------|--------------------|---------|---------------------|---------|
| 241-NORTH BEACH | 1 | 16.7% | -50.0% | 0 | 0.0% | -- | \$77,500 | -61.2% | \$106,971 | -46.4% |
| 242-MAYPORT | 0 | 0.0% | -- | 0 | -- | -- | -- | -100.0% | \$0 | -100.0% |
| 251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD | 0 | 0.0% | -- | 0 | 0.0% | -- | \$822,500 | 1.3% | \$1,021,168 | -25.0% |
| 252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD | 2 | 2.3% | -33.3% | 0 | 0.0% | -- | \$171,000 | -30.2% | \$515,714 | 21.8% |
| 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% | -- | 0 | 0.0% | -- | \$617,500 | 114.4% | \$758,992 | 84.1% |
| 262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD | 2 | 2.3% | -60.0% | 2 | 10.0% | 100.0% | \$526,950 | 61.5% | \$519,945 | 32.9% |
| 263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210 | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$771,250 | 69.9% | \$757,917 | 30.9% |
| 264-SOUTH PONTE VEDRA BEACH | 1 | 2.5% | -50.0% | 0 | 0.0% | -- | \$475,000 | -17.4% | \$561,200 | -11.6% |
| 265-PONTE VEDRA/NOCATEE-STJ | 2 | 0.9% | 0.0% | 0 | 0.0% | -100.0% | \$430,837 | 5.6% | \$441,564 | -1.0% |
| 266-VILANO BEACH | 1 | 2.0% | 0.0% | 0 | 0.0% | -- | \$395,000 | -25.1% | \$492,557 | -9.8% |
| 271-NOCATEE NORTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$537,100 | 12.1% | \$527,290 | 5.6% |
| 272-NOCATEE SOUTH | 2 | 1.3% | 0.0% | 0 | 0.0% | -100.0% | \$419,565 | 15.4% | \$421,562 | 1.7% |
| 301-JULINGTON CREEK/SWITZERLAND | 5 | 1.3% | -28.6% | 0 | 0.0% | -100.0% | \$326,000 | -8.2% | \$366,130 | 0.3% |
| 302-ORANGEDALE AREA | 1 | 1.8% | 0.0% | 0 | 0.0% | -- | \$357,490 | 11.8% | \$458,486 | 42.8% |
| 303-PALMO/SIX MILE AREA | 3 | 12.0% | 200.0% | 0 | 0.0% | -- | \$367,573 | 17.5% | \$360,022 | 15.1% |
| 304- 210 SOUTH | 2 | 1.8% | -75.0% | 2 | 4.3% | -33.3% | \$351,487 | 12.7% | \$352,258 | 1.4% |
| 305-WORLD GOLF VILLAGE AREA-CENTRAL | 2 | 3.9% | 100.0% | 0 | 0.0% | -- | \$271,267 | 10.3% | \$282,749 | 19.5% |
| 306-WORLD GOLF VILLAGE AREA-NE | 0 | 0.0% | -- | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 307-WORLD GOLF VILLAGE AREA-SE | 1 | 1.7% | 0.0% | 1 | 8.3% | -- | \$305,232 | -14.7% | \$314,553 | -10.5% |
| 308-WORLD GOLF VILLAGE AREA-SW | 4 | 6.5% | -20.0% | 1 | 4.8% | -- | \$270,000 | 4.1% | \$272,752 | 1.5% |
| 309-WORLD GOLF VILLAGE AREA-WEST | 0 | 0.0% | -- | 1 | 4.5% | -- | \$265,450 | -7.4% | \$264,210 | -13.2% |
| 312-PALENCIA AREA | 3 | 3.0% | -50.0% | 2 | 22.2% | 100.0% | \$364,170 | -18.2% | \$387,294 | -32.8% |
| 313-WHITECASTLE/AIRPORT AREA | 2 | 6.9% | 0.0% | 0 | 0.0% | -100.0% | \$275,000 | 0.0% | \$296,998 | 27.9% |
| 321-NORTH CITY-ST AUGUSTINE | 1 | 4.2% | -- | 1 | 20.0% | -- | \$260,000 | 126.1% | \$256,739 | 73.7% |
| 322-DOWNTOWN ST AUGUSTINE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$640,000 | 0.0% | \$531,500 | 0.0% |
| 323-DAVIS SHORES | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$317,500 | -24.8% | \$361,583 | -38.4% |
| 331-ST AUGUSTINE BEACH | 3 | 1.7% | 0.0% | 1 | 4.5% | -66.7% | \$327,500 | -14.6% | \$362,966 | -14.4% |
| 332-CRESCENT BEACH/SUMMER HAVEN | 0 | 0.0% | -- | 0 | 0.0% | -- | \$1,699,000 | 1033.8% | \$1,699,000 | 1033.8% |
| 333-ST JOHNS COUNTY-SE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$295,000 | -8.6% | \$309,396 | -4.0% |
| 334-MOULTRIE/ST AUGUSTINE SHORES | 0 | 0.0% | -- | 1 | 5.0% | 0.0% | \$215,000 | -10.4% | \$206,724 | -23.1% |
| 335-ST AUGUSTINE SOUTH | 1 | 7.1% | 0.0% | 0 | 0.0% | -- | \$287,000 | 29.3% | \$282,250 | 23.9% |
| 336-RAVENSWOOD/WEST AUGUSTINE | 2 | 1.6% | 0.0% | 1 | 3.0% | -- | \$195,000 | 6.0% | \$221,733 | 7.0% |
| 337-OLD MOULTRIE RD/WILDWOOD | 0 | 0.0% | -100.0% | 2 | 6.7% | 100.0% | \$230,495 | -3.7% | \$246,649 | 3.6% |
| 341-FLAGLER ESTATES/HASTINGS | 0 | 0.0% | -100.0% | 1 | 100.0% | -- | \$37,001 | -60.6% | \$37,001 | -60.6% |
| 342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95 | 0 | 0.0% | -100.0% | 2 | 66.7% | -- | \$120,750 | -9.7% | \$154,500 | 15.5% |
| 343-MOLASSES JUNCTION/ELKTON | 0 | 0.0% | -- | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 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% | -- | \$230,000 | 0.0% | \$230,000 | 0.0% |
| 430-NASSAU COUNTY BEACHES-NORTH | 0 | 0.0% | -- | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 431-NASSAU COUNTY BEACHES-SOUTH | 1 | 5.9% | -- | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |

Lender-Mediated Report

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Lender-Mediated Activity by Area (cont.)

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

December 2018

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|---|-----------|-------|---------|--------------|-------|---------|--------------------|---------|---------------------|---------|
| 440-FERNANDINA BEACH DOWNTOWN-SOUTH | 0 | 0.0% | -- | 2 | 33.3% | -- | \$264,000 | -22.5% | \$489,250 | 42.5% |
| 450-AMELIA ISLAND-NORTH OF BURNEY ROAD | 2 | 7.7% | 100.0% | 0 | 0.0% | -100.0% | \$405,000 | -7.3% | \$509,094 | 7.1% |
| 460-AMELIA ISLAND PLANTATION | 0 | 0.0% | -- | 1 | 16.7% | -- | \$595,000 | 88.9% | \$1,132,917 | 100.7% |
| 470-PINEY ISLAND AREA | 0 | 0.0% | -- | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS | 1 | 2.8% | 0.0% | 1 | 8.3% | -- | \$319,222 | 37.2% | \$289,050 | 14.9% |
| 472-ONEIL/NASSAVILLE/HOLLY POINT | 4 | 4.0% | 0.0% | 2 | 10.0% | 100.0% | \$314,700 | 31.1% | \$327,575 | 5.4% |
| 480-NASSAU COUNTY-YULEE NORTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$231,900 | 0.0% | \$256,967 | 0.0% |
| 481-NASSAU COUNTY-S OF A1A/W OF LOFTON CREEK | 0 | -- | -100.0% | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 490-CALLAHAN | 0 | 0.0% | -- | 0 | 0.0% | -- | \$182,500 | 4.9% | \$182,500 | 10.7% |
| 491-HILLARD | 1 | 9.1% | 0.0% | 0 | 0.0% | -- | \$99,750 | -45.0% | \$99,750 | -46.7% |
| 492-NASSAU COUNTY-W OF I-95/N TO STATE LINE | 2 | 3.2% | -66.7% | 0 | 0.0% | -100.0% | \$230,000 | 7.4% | \$220,879 | 3.1% |
| 501-MACCLENNY AREA | 2 | 4.7% | 0.0% | 1 | 5.6% | 0.0% | \$204,450 | 18.2% | \$226,861 | 29.3% |
| 502-BAKER COUNTY-NW | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$107,800 | -29.5% | \$107,800 | -29.5% |
| 503-BAKER COUNTY-SOUTH | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$294,000 | 22.2% | \$294,000 | 42.3% |
| 521-BRADFORD COUNTY-NE | 1 | 9.1% | -75.0% | 0 | 0.0% | -100.0% | \$122,450 | -12.5% | \$122,450 | -36.1% |
| 522-BRADFORD COUNTY-NW | 3 | 10.3% | 0.0% | 2 | 25.0% | -33.3% | \$105,450 | 1.2% | \$117,981 | 9.0% |
| 523-BRADFORD COUNTY-SE | 2 | 4.8% | -50.0% | 1 | 25.0% | 0.0% | \$107,500 | -20.2% | \$105,000 | -22.1% |
| 524-BRADFORD COUNTY-SW | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$125,000 | 5.3% | \$136,700 | 32.2% |
| 541-UNION COUNTY-NORTH | 1 | 14.3% | -- | 0 | 0.0% | -- | \$140,000 | 0.0% | \$140,000 | 0.0% |
| 542-UNION COUNTY-SOUTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$324,000 | 116.0% | \$324,000 | 135.9% |
| 561-GREATER PALATKA | 2 | 3.4% | -86.7% | 1 | 7.1% | -50.0% | \$134,500 | 63.0% | \$138,479 | 52.7% |
| 562-BARDIN/WEST BOSTWICK | 0 | 0.0% | -- | 1 | 50.0% | -- | \$64,000 | -85.5% | \$64,000 | -85.5% |
| 563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK | 4 | 14.8% | -20.0% | 0 | 0.0% | -100.0% | \$455,000 | 550.9% | \$455,000 | 336.7% |
| 564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS | 2 | 3.6% | -71.4% | 1 | 16.7% | 0.0% | \$144,000 | 47.7% | \$167,333 | 24.1% |
| 571-INTERLACHEN-SE | 1 | 14.3% | -- | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 572-INTERLACHEN-NE | 3 | 7.0% | 0.0% | 1 | 20.0% | 0.0% | \$62,000 | 3.5% | \$68,430 | -13.4% |
| 573-INTERLACHEN-SW | 1 | 8.3% | 0.0% | 0 | 0.0% | -- | \$113,000 | 77.3% | \$113,000 | 77.3% |
| 574-INTERLACHEN-NW | 3 | 13.6% | -57.1% | 1 | 20.0% | -75.0% | \$50,000 | -63.0% | \$56,000 | -57.6% |
| 575-WEST OF SR-21 | 2 | 10.0% | -33.3% | 0 | 0.0% | -- | \$81,000 | 31.7% | \$81,000 | -12.7% |
| 576-GEORGES LAKE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$17,500 | -74.1% | \$17,500 | -74.1% |
| 581-SATSUMA/HOOT OWL RIDGE | 1 | 5.6% | -50.0% | 0 | 0.0% | -- | \$104,500 | 97.2% | \$152,535 | 144.2% |
| 582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST | 1 | 1.9% | -66.7% | 0 | 0.0% | -100.0% | \$133,500 | 61.8% | \$162,550 | 57.5% |
| 583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL | 2 | 4.3% | 100.0% | 0 | 0.0% | -- | \$67,500 | -60.6% | \$114,700 | -36.9% |
| 584-OCALA NATIONAL FOREST/OKLAWAHA RIVER | 0 | 0.0% | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |