

# Lender-Mediated Report

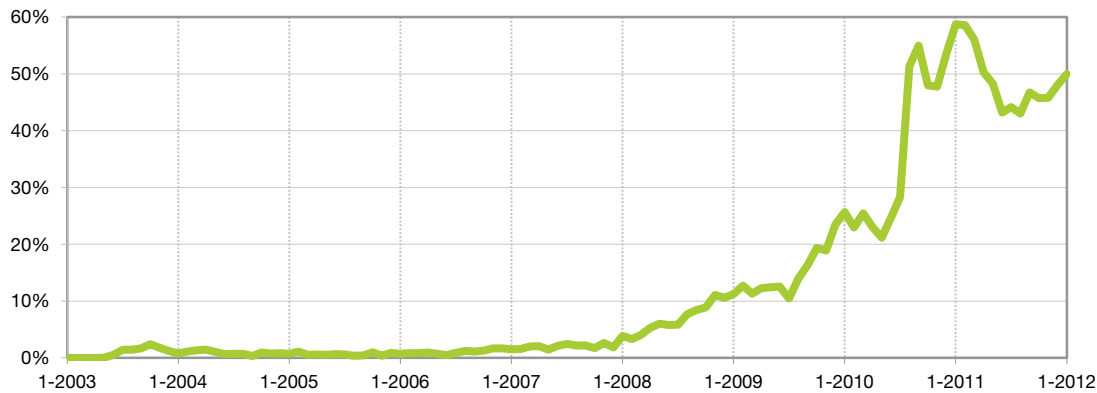
A RESEARCH TOOL PROVIDED BY THE **NORTHEAST FLORIDA ASSOCIATION OF REALTORS**



Lender-mediated properties are those marked in the "Title" field of the Northeast Florida Multiple Listing Service as "Foreclosed," "REO," "Pre-Foreclosure" or "Short Sale."

## January 2012

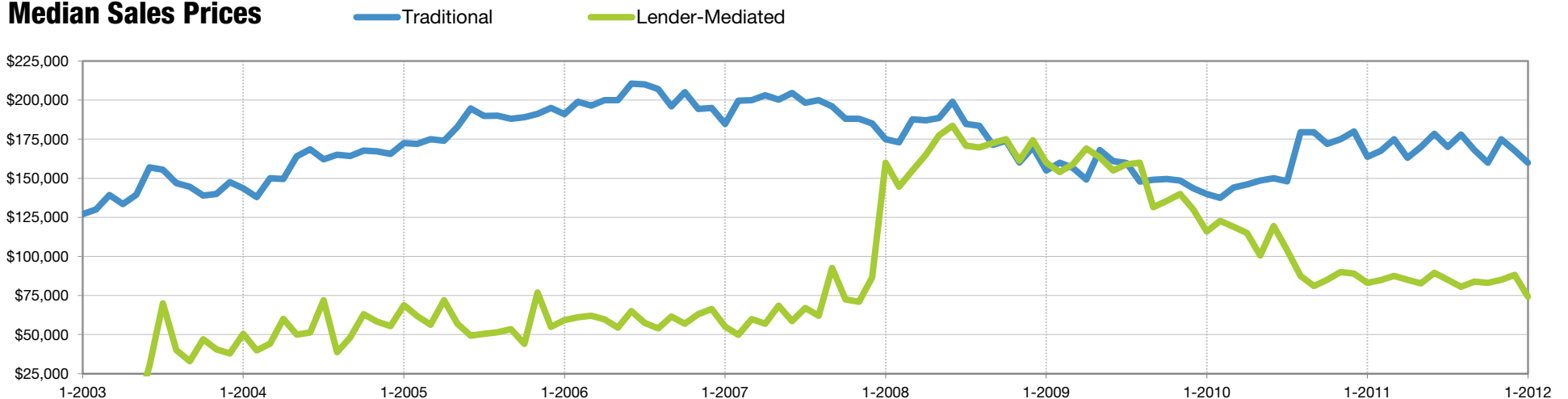
### Share of Closed Sales that were Lender-Mediated: 49.9%



Closed Sales	1-2011	1-2012	+ / -
Traditional	430	489	+13.7%
Lender-Mediated	612	488	-20.3%
Total Market*	1,042	977	-6.2%

Median Sales Price	1-2011	1-2012	+ / -
Traditional	\$163,700	\$160,000	-2.3%
Lender-Mediated	\$83,000	\$74,250	-10.5%
Total Market*	\$122,000	\$115,000	-5.7%

### Median Sales Prices



\*Total Market figures are not a summation of traditional and lender-mediated activity, as some lender-mediated homes are listed both as a foreclosure and short sale. Current as of February 21, 2012. All data from Northeast Florida Multiple Listing Service. Powered by 10K Research and Marketing.

# Lender-Mediated Report – Activity by Area

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## January 2012

	Homes for Sale			Closed Sales			Median Sales Price						Average Sales Price					
	Current Month			Last 12 Months			Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
	Total	Lender-Mediated	Share	Total	Lender-Mediated	Share	1-2011	1-2012	+ / -	1-2011	1-2012	+ / -	1-2011	1-2012	+ / -	1-2011	1-2012	+ / -
011-SAN MARCO	130	23	17.7%	142	33	23.2%	\$105,000	\$135,000	+28.6%	\$200,000	\$215,050	+7.5%	\$137,125	\$172,487	+25.8%	\$266,379	\$299,801	+12.5%
012-SAN JOSE	185	48	25.9%	246	107	43.5%	\$54,900	\$49,825	-9.2%	\$80,000	\$89,950	+12.4%	\$74,423	\$62,384	-16.2%	\$132,612	\$195,693	+47.6%
013-BEAUCLERC/MANDARIN N	197	83	42.1%	411	202	49.1%	\$93,000	\$79,000	-15.1%	\$139,600	\$119,950	-14.1%	\$104,408	\$104,927	+0.5%	\$175,280	\$164,207	-6.3%
014-MANDARIN	267	116	43.4%	480	194	40.4%	\$146,500	\$140,000	-4.4%	\$185,000	\$175,000	-5.4%	\$169,738	\$150,382	-11.4%	\$220,524	\$233,596	+5.9%
015-BARTRAM	99	58	58.6%	310	180	58.1%	\$127,600	\$110,360	-13.5%	\$138,000	\$137,245	-0.5%	\$139,135	\$122,142	-12.2%	\$149,145	\$150,737	+1.1%
021-ST NICHOLAS	83	33	39.8%	138	65	47.1%	\$49,500	\$35,000	-29.3%	\$85,000	\$58,000	-31.8%	\$59,358	\$56,654	-4.6%	\$113,263	\$90,609	-20.0%
022-GROVE PK/SAN SOUCI	153	87	56.9%	416	275	66.1%	\$70,000	\$60,682	-13.3%	\$90,000	\$72,000	-20.0%	\$83,169	\$75,223	-9.6%	\$126,822	\$108,192	-14.7%
023-E OF SS BLVD	209	107	51.2%	528	338	64.0%	\$74,000	\$67,900	-8.2%	\$95,000	\$83,960	-11.6%	\$91,289	\$81,670	-10.5%	\$138,272	\$143,269	+3.6%
024-BAYMEADOWS/DEERWOOD	172	72	41.9%	494	257	52.0%	\$70,000	\$58,500	-16.4%	\$117,000	\$90,000	-23.1%	\$109,302	\$81,716	-25.2%	\$193,000	\$230,000	+19.2%
025-ICW N-BCH & S ATL	94	46	48.9%	224	95	42.4%	\$147,500	\$143,700	-2.6%	\$180,000	\$175,000	-2.8%	\$160,838	\$151,882	-5.6%	\$204,131	\$209,767	+2.8%
026-ICW S-BCH & N JTB	202	57	28.2%	472	218	46.2%	\$104,250	\$81,000	-22.3%	\$200,000	\$194,000	-3.0%	\$169,453	\$126,287	-25.5%	\$280,905	\$339,060	+20.7%
027-ICW S-JTB	79	24	30.4%	112	40	35.7%	\$155,000	\$105,500	-31.9%	\$210,000	\$195,930	-6.7%	\$200,957	\$169,413	-15.7%	\$271,872	\$305,629	+12.4%
031-RIVERSIDE	56	17	30.4%	75	35	46.7%	\$59,500	\$140,000	+135.3%	\$120,000	\$140,000	+16.7%	\$89,812	\$123,717	+37.8%	\$197,729	\$226,072	+14.3%
032-AVONDALE	129	24	18.6%	175	51	29.1%	\$118,900	\$108,000	-9.2%	\$172,000	\$175,000	+1.7%	\$160,534	\$152,729	-4.9%	\$226,972	\$264,492	+16.5%
033-ORTEGA/VENETIA	96	16	16.7%	88	21	23.9%	\$260,000	\$225,000	-13.5%	\$258,250	\$250,000	-3.2%	\$302,333	\$285,916	-5.4%	\$393,145	\$361,936	-7.9%
041-ARLINGTON	338	169	50.0%	567	307	54.1%	\$58,050	\$46,000	-20.8%	\$87,700	\$75,000	-14.5%	\$70,100	\$63,028	-10.1%	\$116,384	\$108,415	-6.8%
042-FT CAROLINE	171	87	50.9%	396	207	52.3%	\$100,000	\$80,750	-19.3%	\$135,000	\$118,500	-12.2%	\$117,317	\$102,598	-12.5%	\$170,535	\$173,657	+1.8%
043-ICW N-ATLANTIC BLVD	144	72	50.0%	268	149	55.6%	\$145,000	\$129,000	-11.0%	\$169,900	\$150,500	-11.4%	\$175,389	\$164,469	-6.2%	\$257,614	\$259,592	+0.8%
051-MURRAY HILL	111	55	49.5%	129	77	59.7%	\$31,250	\$32,750	+4.8%	\$44,200	\$40,053	-9.4%	\$41,339	\$40,457	-2.1%	\$77,507	\$77,804	+0.4%
052-LAKESHORE	56	21	37.5%	91	50	54.9%	\$35,200	\$29,298	-16.8%	\$41,700	\$41,600	-0.2%	\$45,258	\$34,558	-23.6%	\$61,768	\$85,154	+37.9%
053-HYDE GROVE AREA	65	35	53.8%	94	52	55.3%	\$35,450	\$30,200	-14.8%	\$66,000	\$40,000	-39.4%	\$48,854	\$39,161	-19.8%	\$91,668	\$89,906	-1.9%
054-CEDAR HILLS	59	24	40.7%	99	58	58.6%	\$36,150	\$34,550	-4.4%	\$47,250	\$37,750	-20.1%	\$39,947	\$37,361	-6.5%	\$73,628	\$64,740	-12.1%
055-CONF PT/ORTEGA FARMS	38	14	36.8%	49	22	44.9%	\$49,000	\$85,000	+73.5%	\$89,000	\$95,000	+6.7%	\$66,823	\$97,610	+46.1%	\$129,244	\$138,119	+6.9%
056-YUKN/WESC/OAK H	126	75	59.5%	230	136	59.1%	\$51,750	\$55,850	+7.9%	\$85,000	\$71,300	-16.1%	\$66,655	\$63,885	-4.2%	\$99,803	\$92,669	-7.1%
061-NORMANDY AREA	89	54	60.7%	155	98	63.2%	\$70,500	\$60,000	-14.9%	\$89,100	\$70,000	-21.4%	\$77,755	\$67,638	-13.0%	\$106,917	\$104,130	-2.6%
062-CRYSTAL SPR/COUNTRY CREEK	118	64	54.2%	196	104	53.1%	\$95,500	\$90,150	-5.6%	\$117,000	\$109,900	-6.1%	\$102,769	\$95,901	-6.7%	\$129,013	\$140,084	+8.6%
063-JACKSONVILLE HEIGHTS/OAK HILL	133	77	57.9%	225	153	68.0%	\$56,300	\$42,000	-25.4%	\$62,000	\$46,475	-25.0%	\$57,818	\$46,518	-19.5%	\$70,156	\$67,437	-3.9%
064-BENT CREEK/PLUM TREE	56	25	44.6%	102	56	54.9%	\$118,000	\$105,000	-11.0%	\$131,000	\$128,500	-1.9%	\$122,148	\$104,423	-14.5%	\$126,062	\$137,498	+9.1%
065-PANTHER CREEK/ADAMS LK/DUVAL SW	38	23	60.5%	29	20	69.0%	\$120,000	\$91,500	-23.8%	\$142,990	\$103,000	-28.0%	\$114,934	\$102,663	-10.7%	\$150,227	\$103,922	-30.8%
066-CECIL COMMERCE AREA	11	1	9.1%	31	7	22.6%	\$77,625	\$232,000	+198.9%	\$146,575	\$152,990	+4.4%	\$148,442	\$193,200	+30.2%	\$138,455	\$141,479	+2.2%
067-COLINS RD/ARGYLE/OAKLEAFPLNT-DUVAL	158	105	66.5%	341	187	54.8%	\$85,000	\$69,650	-18.1%	\$107,500	\$89,900	-16.4%	\$95,008	\$80,233	-15.6%	\$121,561	\$114,236	-6.0%
071-BRENTWOOD/EVERGREEN	118	51	43.2%	113	79	69.9%	\$14,900	\$15,800	+6.0%	\$17,000	\$16,900	-0.6%	\$17,088	\$21,649	+26.7%	\$30,431	\$37,726	+24.0%
072-SPRINGFIELD	79	37	46.8%	103	70	68.0%	\$14,625	\$28,500	+94.9%	\$27,500	\$37,000	+34.5%	\$41,214	\$55,847	+35.5%	\$95,218	\$94,107	-1.2%
073-DOWNTOWN JAX/NORTHBANK	23	7	30.4%	38	25	65.8%	\$95,000	\$80,000	-15.8%	\$95,500	\$81,000	-15.2%	\$92,734	\$85,048	-8.3%	\$105,150	\$136,708	+30.0%
074-PAXON	115	56	48.7%	154	98	63.6%	\$13,100	\$13,000	-0.8%	\$15,500	\$15,250	-1.6%	\$16,213	\$14,858	-8.4%	\$52,497	\$63,665	+21.3%
075-TROUT RIV/COLLEGE PRK/RIBAULT MNR	263	135	51.3%	381	271	71.1%	\$16,875	\$17,500	+3.7%	\$19,000	\$19,000	0.0%	\$26,591	\$24,939	-6.2%	\$38,616	\$51,999	+34.7%

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	Current Month			Last 12 Months			Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
	Total	Lender-Mediated	Share	Total	Lender-Mediated	Share	1-2011	1-2012	+ / -	1-2011	1-2012	+ / -	1-2011	1-2012	+ / -	1-2011	1-2012	+ / -
081-MARIETA/WHITSE/BALDWIN	100	53	53.0%	137	82	59.9%	\$107,000	\$85,000	-20.6%	\$124,400	\$108,450	-12.8%	\$103,552	\$89,483	-13.6%	\$130,305	\$138,444	+6.2%
082-DINSMORE/NORTHWEST DUVAL	8	3	37.5%	12	5	41.7%	\$28,250	\$34,000	+20.4%	\$40,000	\$28,001	-30.0%	\$76,822	\$36,100	-53.0%	\$79,334	\$73,300	-7.6%
091-GARDN CTY/AIRPORT	179	105	58.7%	343	225	65.6%	\$78,950	\$75,150	-4.8%	\$109,000	\$87,000	-20.2%	\$86,098	\$76,365	-11.3%	\$122,068	\$120,921	-0.9%
092-OCEANWAY/PECAN PARK	124	69	55.6%	275	151	54.9%	\$142,500	\$122,500	-14.0%	\$160,000	\$150,000	-6.3%	\$136,805	\$120,126	-12.2%	\$170,484	\$172,372	+1.1%
095-SAN MATEO/EASTPORT	26	7	26.9%	49	19	38.8%	\$83,750	\$49,000	-41.5%	\$97,200	\$87,750	-9.7%	\$108,980	\$109,705	+0.7%	\$137,299	\$156,783	+14.2%
096-FT GEORGE/BLOUNT IS/CEDAR PT	162	84	51.9%	175	93	53.1%	\$160,000	\$144,000	-10.0%	\$170,500	\$154,069	-9.6%	\$173,060	\$160,414	-7.3%	\$202,410	\$200,743	-0.8%
121-FLEMING ISLAND-NE	19	7	36.8%	14	7	50.0%	\$168,000	\$150,000	-10.7%	\$180,250	\$155,500	-13.7%	\$206,286	\$146,857	-28.8%	\$254,000	\$233,571	-8.0%
122-FLEMING ISLAND-NW	92	29	31.5%	156	54	34.6%	\$234,950	\$193,700	-17.6%	\$242,000	\$239,900	-0.9%	\$260,541	\$245,507	-5.8%	\$300,874	\$299,087	-0.6%
123-FLEMING ISLAND-SE	45	12	26.7%	91	30	33.0%	\$149,950	\$126,450	-15.7%	\$174,500	\$175,000	+0.3%	\$169,469	\$146,503	-13.6%	\$243,095	\$271,077	+11.5%
124-FLEMING ISLAND-SW	85	37	43.5%	160	74	46.3%	\$170,750	\$127,000	-25.6%	\$170,750	\$136,950	-19.8%	\$160,667	\$148,762	-7.4%	\$191,848	\$181,761	-5.3%
131-MDWBK/LOCH RANE	31	7	22.6%	78	32	41.0%	\$71,000	\$50,000	-29.6%	\$110,000	\$89,350	-18.8%	\$106,979	\$110,689	+3.5%	\$170,826	\$162,874	-4.7%
132-BELLAIR/GROVE PARK	41	21	51.2%	73	42	57.5%	\$47,500	\$60,000	+26.3%	\$86,000	\$78,950	-8.2%	\$62,801	\$64,652	+2.9%	\$103,008	\$93,195	-9.5%
133-NORTH ORANGE PK	11	3	27.3%	33	21	63.6%	\$85,000	\$35,450	-58.3%	\$130,000	\$59,925	-53.9%	\$89,333	\$59,178	-33.8%	\$171,202	\$335,460	+95.9%
134-SOUTH BLANDING	45	17	37.8%	88	47	53.4%	\$103,500	\$103,950	+0.4%	\$116,250	\$118,090	+1.6%	\$98,604	\$101,256	+2.7%	\$133,131	\$137,743	+3.5%
135-PARK W/MONTCLAIR	18	8	44.4%	33	11	33.3%	\$108,500	\$128,000	+18.0%	\$130,000	\$140,000	+7.7%	\$105,041	\$114,727	+9.2%	\$134,317	\$148,377	+10.5%
136-LAKESIDE EST	20	8	40.0%	51	28	54.9%	\$116,500	\$95,450	-18.1%	\$122,250	\$111,250	-9.0%	\$114,463	\$104,795	-8.4%	\$122,050	\$139,232	+14.1%
137-DOCTORS LAKE	59	18	30.5%	44	19	43.2%	\$185,000	\$144,400	-21.9%	\$214,000	\$180,000	-15.9%	\$229,393	\$213,379	-7.0%	\$259,329	\$277,698	+7.1%
138-TNGLWD/ORANGE PRK S	86	53	61.6%	204	125	61.3%	\$98,000	\$89,000	-9.2%	\$104,500	\$99,392	-4.9%	\$102,495	\$94,124	-8.2%	\$116,831	\$122,236	+4.6%
139-OAKLEAF PLNTN/ORANGE PARK NW	191	100	52.4%	504	309	61.3%	\$148,250	\$116,000	-21.8%	\$159,000	\$137,250	-13.7%	\$150,202	\$127,062	-15.4%	\$182,812	\$189,961	+3.9%
141-MIDDLEBURG	68	26	38.2%	119	60	50.4%	\$65,000	\$65,000	0.0%	\$82,550	\$74,900	-9.3%	\$90,544	\$93,029	+2.7%	\$103,691	\$106,190	+2.4%
142-MIDDLEBURG E/LAKE ASBURY	150	68	45.3%	265	144	54.3%	\$118,000	\$105,000	-11.0%	\$132,000	\$130,000	-1.5%	\$115,190	\$120,969	+5.0%	\$163,144	\$172,138	+5.5%
143-FOXMEADOW AREA	84	22	26.2%	130	40	30.8%	\$124,375	\$105,000	-15.6%	\$164,900	\$156,000	-5.4%	\$127,113	\$116,649	-8.2%	\$175,083	\$177,672	+1.5%
144-MIDDLEBURG-SE	15	5	33.3%	24	11	45.8%	\$110,750	\$109,900	-0.8%	\$160,000	\$170,500	+6.6%	\$124,850	\$115,218	-7.7%	\$184,113	\$212,885	+15.6%
145-MIDDLEBURG-SW	57	24	42.1%	77	33	42.9%	\$52,450	\$91,250	+74.0%	\$70,000	\$85,500	+22.1%	\$75,287	\$80,850	+7.4%	\$83,754	\$98,166	+17.2%
151-KEYSTONE HGTS	154	22	14.3%	110	38	34.5%	\$40,001	\$51,253	+28.1%	\$74,000	\$79,500	+7.4%	\$53,872	\$66,394	+23.2%	\$102,777	\$110,342	+7.4%
152-KINGSLEY LAKE	3	0	0.0%	0	0	--	\$0	\$0	--	\$387,000	\$0	-100.0%	\$0	\$0	--	\$399,750	\$0	-100.0%
161-GREEN COVE SPRS	92	30	32.6%	124	50	40.3%	\$128,950	\$100,000	-22.5%	\$130,000	\$131,500	+1.2%	\$140,979	\$107,206	-24.0%	\$188,743	\$184,563	-2.2%
162-RUSS L/PEN FRMS	4	2	50.0%	9	2	22.2%	\$170,000	\$165,000	-2.9%	\$178,000	\$175,000	-1.7%	\$198,000	\$165,000	-16.7%	\$178,264	\$192,386	+7.9%
211-JACKSONVILLE BCH-NE	32	6	18.8%	59	20	33.9%	\$315,000	\$311,000	-1.3%	\$327,500	\$356,450	+8.8%	\$311,024	\$353,139	+13.5%	\$389,229	\$501,250	+28.8%
212-JACKSONVILLE BCH-SE	104	13	12.5%	118	36	30.5%	\$278,250	\$288,500	+3.7%	\$259,000	\$276,000	+6.6%	\$297,886	\$327,089	+9.8%	\$435,139	\$418,915	-3.7%
213-JACKSONVILLE BCH-NW	34	12	35.3%	76	27	35.5%	\$170,000	\$155,000	-8.8%	\$180,000	\$177,500	-1.4%	\$163,634	\$168,934	+3.2%	\$213,188	\$207,914	-2.5%
214-JACKSONVILLE BCH-SW	67	22	32.8%	219	101	46.1%	\$111,500	\$80,000	-28.3%	\$182,000	\$190,000	+4.4%	\$157,075	\$118,468	-24.6%	\$244,057	\$258,118	+5.8%
221-NEPTUNE BCH-EAST	15	1	6.7%	17	4	23.5%	\$410,000	\$359,950	-12.2%	\$395,000	\$419,900	+6.3%	\$384,313	\$379,975	-1.1%	\$524,718	\$668,346	+27.4%
222-NEPTUNE BCH-WEST	29	17	58.6%	49	21	42.9%	\$220,000	\$195,000	-11.4%	\$240,000	\$226,500	-5.6%	\$231,594	\$269,050	+16.2%	\$275,022	\$267,943	-2.6%
231-ATLANTIC BCH-EAST	90	27	30.0%	141	41	29.1%	\$204,700	\$117,500	-42.6%	\$280,500	\$257,500	-8.2%	\$206,117	\$214,315	+4.0%	\$446,555	\$394,201	-11.7%
232-ATLANTIC BCH/MAYPORT-WEST	39	22	56.4%	60	37	61.7%	\$67,000	\$71,500	+6.7%	\$86,000	\$87,500	+1.7%	\$73,769	\$87,203	+18.2%	\$121,929	\$114,438	-6.1%

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## January 2012

	Homes for Sale Current Month			Closed Sales Last 12 Months			Median Sales Price Lender-Mediated			Median Sales Price Traditional Properties			Average Sales Price Lender-Mediated			Average Sales Price Traditional Properties		
	Total	Lender-Mediated	Share	Total	Lender-Mediated	Share	1-2011	1-2012	+ / -	1-2011	1-2012	+ / -	1-2011	1-2012	+ / -	1-2011	1-2012	+ / -
	251-PVB E A1A-N CORONA	40	3	7.5%	43	4	9.3%	\$382,570	\$292,000	-23.7%	\$690,000	\$838,650	+21.5%	\$646,557	\$301,250	-53.4%	\$1,057,272	\$1,109,876
252-PVB W A1A-N SOLANA	81	21	25.9%	119	41	34.5%	\$86,250	\$98,000	+13.6%	\$202,000	\$187,750	-7.1%	\$215,083	\$140,600	-34.6%	\$602,560	\$542,728	-9.9%
261-PVB E A1A-S CORONA	128	9	7.0%	149	36	24.2%	\$120,000	\$151,500	+26.3%	\$300,000	\$270,000	-10.0%	\$253,621	\$219,065	-13.6%	\$431,372	\$621,085	+44.0%
262-PVB W A1A-S SOLANA/PALM VALLEY	112	20	17.9%	180	72	40.0%	\$69,500	\$205,450	+195.6%	\$249,950	\$294,500	+17.8%	\$169,724	\$245,895	+44.9%	\$411,171	\$385,406	-6.3%
263-PVB W A1A-S CR-210	72	7	9.7%	76	17	22.4%	\$382,000	\$332,500	-13.0%	\$430,250	\$483,750	+12.4%	\$357,857	\$412,761	+15.3%	\$644,718	\$549,493	-14.8%
264-SOUTH PVB/VILANO BCH	81	14	17.3%	95	29	30.5%	\$327,000	\$280,000	-14.4%	\$351,250	\$357,500	+1.8%	\$342,373	\$366,210	+7.0%	\$495,824	\$511,697	+3.2%
265-PONTE VEDRA/NOCATTEE-STJ	91	17	18.7%	281	34	12.1%	\$204,500	\$181,250	-11.4%	\$285,000	\$270,000	-5.3%	\$232,793	\$220,195	-5.4%	\$311,694	\$300,837	-3.5%
301-JUL CK/SWITZ	358	91	25.4%	700	186	26.6%	\$184,000	\$175,000	-4.9%	\$240,000	\$235,000	-2.1%	\$204,407	\$192,647	-5.8%	\$276,550	\$288,936	+4.5%
302-ORANGEDALE AREA	35	4	11.4%	29	12	41.4%	\$357,500	\$177,900	-50.2%	\$280,000	\$245,000	-12.5%	\$400,125	\$252,718	-36.8%	\$292,370	\$279,885	-4.3%
303-PALMO/SIX MILE AREA	23	3	13.0%	9	6	66.7%	\$160,000	\$196,806	+23.0%	\$149,000	\$211,111	+41.7%	\$131,667	\$221,794	+68.5%	\$92,000	\$290,000	+215.2%
304- 210 SOUTH	100	51	51.0%	204	98	48.0%	\$184,375	\$165,300	-10.3%	\$218,500	\$205,000	-6.2%	\$191,698	\$161,275	-15.9%	\$253,718	\$251,086	-1.0%
305-WORLD GOLF V-CENTRAL	50	12	24.0%	77	19	24.7%	\$155,000	\$200,000	+29.0%	\$195,900	\$235,000	+20.0%	\$148,977	\$199,884	+34.2%	\$193,776	\$249,304	+28.7%
306-WORLD GOLF V-NE	7	0	0.0%	5	0	0.0%	\$0	\$0	--	\$0	\$211,500	--	\$0	\$0	--	\$0	\$198,298	--
307-WORLD GOLF V-SE	3	1	33.3%	4	4	100.0%	\$67,950	\$52,450	-22.8%	\$76,000	\$52,450	-31.0%	\$67,950	\$51,850	-23.7%	\$84,994	\$0	-100.0%
308-WORLD GOLF V-SW	73	26	35.6%	166	68	41.0%	\$165,600	\$160,000	-3.4%	\$195,075	\$187,368	-4.0%	\$166,808	\$161,107	-3.4%	\$200,327	\$208,972	+4.3%
309-WORLD GOLF V-WEST	108	50	46.3%	163	96	58.9%	\$165,000	\$147,000	-10.9%	\$179,990	\$159,250	-11.5%	\$183,651	\$186,614	+1.6%	\$234,335	\$217,534	-7.2%
312-PALENCIA AREA	74	21	28.4%	117	44	37.6%	\$245,000	\$247,000	+0.8%	\$260,004	\$264,990	+1.9%	\$249,252	\$254,626	+2.2%	\$301,343	\$339,952	+12.8%
313-WHITECASTLE/AIRPORT AREA	11	3	27.3%	19	14	73.7%	\$86,500	\$88,000	+1.7%	\$135,000	\$97,000	-28.1%	\$165,886	\$113,564	-31.5%	\$164,610	\$137,580	-16.4%
321-NORTH CITY	21	5	23.8%	19	8	42.1%	\$94,000	\$119,600	+27.2%	\$99,000	\$127,500	+28.8%	\$121,542	\$162,425	+33.6%	\$151,282	\$149,773	-1.0%
322-DOWNTOWN ST AUGUSTINE	27	3	11.1%	26	7	26.9%	\$75,000	\$322,450	+329.9%	\$175,000	\$265,000	+51.4%	\$145,200	\$374,067	+157.6%	\$265,461	\$355,682	+34.0%
323-DAVIS SHORES	30	0	0.0%	29	9	31.0%	\$286,000	\$190,000	-33.6%	\$217,250	\$175,000	-19.4%	\$267,667	\$341,963	+27.8%	\$245,707	\$242,844	-1.2%
331-ST AUGUSTINE BCH	147	23	15.6%	146	38	26.0%	\$177,500	\$206,750	+16.5%	\$247,000	\$270,000	+9.3%	\$210,467	\$252,393	+19.9%	\$289,717	\$332,310	+14.7%
332-CRESCENT BCH/SUMMER HVN	22	3	13.6%	21	9	42.9%	\$425,000	\$379,900	-10.6%	\$346,450	\$330,000	-4.7%	\$499,750	\$398,967	-20.2%	\$380,483	\$323,083	-15.1%
333-ST JOHNS CO-SE	6	2	33.3%	4	1	25.0%	\$197,380	\$120,000	-39.2%	\$195,000	\$99,500	-49.0%	\$157,293	\$120,000	-23.7%	\$162,250	\$91,833	-57.5%
334-MOULTRIE/ST AUG SHORES	29	3	10.3%	71	23	32.4%	\$100,000	\$96,850	-3.2%	\$124,500	\$122,350	-1.7%	\$112,174	\$126,777	+13.0%	\$151,531	\$147,199	-2.9%
335-ST AUGUSTINE SOUTH	17	6	35.3%	26	15	57.7%	\$112,000	\$99,000	-11.6%	\$119,000	\$109,900	-7.6%	\$97,863	\$102,247	+4.5%	\$192,650	\$152,864	-20.7%
336-RAVENSWOOD/W AUGUSTINE	113	24	21.2%	207	74	35.7%	\$71,750	\$75,100	+4.7%	\$98,500	\$109,900	+11.6%	\$76,807	\$85,506	+11.3%	\$135,833	\$141,630	+4.3%
337-OLD MOULTRIE RD/WILDWOOD	38	9	23.7%	73	31	42.5%	\$72,400	\$141,000	+94.8%	\$165,920	\$175,000	+5.5%	\$117,521	\$128,158	+9.1%	\$178,916	\$200,018	+11.8%
341-FLAGLER EST/HASTINGS	27	10	37.0%	37	20	54.1%	\$35,000	\$32,038	-8.5%	\$40,058	\$48,000	+19.8%	\$40,984	\$34,426	-16.0%	\$43,028	\$92,094	+114.0%
342-ST JOHN SR 207 S/W I-95	15	4	26.7%	21	10	47.6%	\$155,000	\$152,250	-1.8%	\$171,500	\$162,900	-5.0%	\$142,490	\$144,335	+1.3%	\$184,158	\$175,785	-4.5%
343-MOLASSES JNCTN/ELKTON	6	1	16.7%	4	3	75.0%	\$49,250	\$75,000	+52.3%	\$87,590	\$82,500	-5.8%	\$49,250	\$74,000	+50.3%	\$125,597	\$100,000	-20.4%
344-HASTINGS/TOCOI/RVRDALE	19	1	5.3%	15	10	66.7%	\$26,350	\$55,450	+110.4%	\$81,000	\$67,500	-16.7%	\$26,350	\$53,942	+104.7%	\$139,180	\$183,300	+31.7%
410-FERNANDINA BCH DOWNTOWN-WEST	7	2	28.6%	14	7	50.0%	\$107,500	\$60,497	-43.7%	\$85,000	\$122,000	+43.5%	\$109,250	\$62,416	-42.9%	\$90,875	\$251,594	+176.9%
420-FERNANDINA BCH-DOWNTOWN-EAST	14	2	14.3%	9	4	44.4%	\$207,000	\$99,950	-51.7%	\$207,000	\$126,880	-38.7%	\$181,433	\$116,225	-35.9%	\$0	\$159,070	--
430-NASSAU CNTY BEACHES-N	14	1	7.1%	10	5	50.0%	\$181,600	\$178,500	-1.7%	\$189,000	\$278,250	+47.2%	\$165,525	\$215,800	+30.4%	\$355,416	\$458,200	+28.9%
431-NASSAU CNTY BEACHES-S	6	1	16.7%	9	8	88.9%	\$195,500	\$164,000	-16.1%	\$141,000	\$166,000	+17.7%	\$271,800	\$149,414	-45.0%	\$149,000	\$193,600	+29.9%

# Lender-Mediated Report – Activity by Area

A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS



Lender-mediated properties are those marked in the "Title" field of the Northeast Florida Multiple Listing Service as "Foreclosed," "REO," "Pre-Foreclosure" or "Short Sale." | Total represents all traditional and lender-mediated activity. Share represents the market share of lender-mediated activity for each area. | Inventory counts are based on one month of activity for the current month. Closed Sales, Median Sales Price and Average Sales Price figures are based on a rolling 12-month timeframe through the month indicated.

## January 2012

	Homes for Sale			Closed Sales			Median Sales Price						Average Sales Price					
	Current Month			Last 12 Months			Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
	Total	Lender-Mediated	Share	Total	Lender-Mediated	Share	1-2011	1-2012	+ / -	1-2011	1-2012	+ / -	1-2011	1-2012	+ / -	1-2011	1-2012	+ / -
440-FERNANDINA BCH DOWNTOWN-SOUTH	12	7	58.3%	16	12	75.0%	\$120,000	\$83,628	-30.3%	\$127,500	\$101,500	-20.4%	\$124,075	\$98,063	-21.0%	\$186,643	\$347,100	+86.0%
450-AMELIA ISLAND	39	6	15.4%	26	13	50.0%	\$90,000	\$217,001	+141.1%	\$222,500	\$228,750	+2.8%	\$108,800	\$200,331	+84.1%	\$289,328	\$265,146	-8.4%
470-PINEY ISL AND AREA	4	0	0.0%	2	1	50.0%	\$178,500	\$225,000	+26.1%	\$264,000	\$377,500	+43.0%	\$227,833	\$225,000	-1.2%	\$289,500	\$530,000	+83.1%
471-NASSAU CO N-CHESTER/PIRATES WOOD	33	10	30.3%	62	32	51.6%	\$140,000	\$133,500	-4.6%	\$147,950	\$152,802	+3.3%	\$148,520	\$148,247	-0.2%	\$177,675	\$175,023	-1.5%
472-ONEIL,NASSAVILLE,HOLLY PT	47	7	14.9%	89	44	49.4%	\$142,000	\$126,000	-11.3%	\$169,450	\$173,100	+2.2%	\$156,290	\$138,865	-11.1%	\$172,968	\$199,887	+15.6%
480-N-A1A/W LOFN CK	1	0	0.0%	4	2	50.0%	\$82,750	\$180,500	+118.1%	\$90,000	\$197,500	+119.4%	\$82,750	\$180,500	+118.1%	\$90,000	\$197,500	+119.4%
481-S-A1A/W LOFN CK	22	7	31.8%	41	22	53.7%	\$134,900	\$90,100	-33.2%	\$130,100	\$107,950	-17.0%	\$105,200	\$93,444	-11.2%	\$116,284	\$124,347	+6.9%
490-CALLAHAN	16	2	12.5%	13	8	61.5%	\$117,000	\$108,500	-7.3%	\$147,250	\$119,000	-19.2%	\$117,375	\$121,222	+3.3%	\$151,459	\$130,400	-13.9%
491-HILLARD	13	5	38.5%	14	7	50.0%	\$80,000	\$98,500	+23.1%	\$92,500	\$86,500	-6.5%	\$88,880	\$82,900	-6.7%	\$102,483	\$90,929	-11.3%
492-W I-95/N FL LNE	80	25	31.3%	101	59	58.4%	\$131,000	\$91,000	-30.5%	\$137,990	\$119,500	-13.4%	\$128,891	\$97,915	-24.0%	\$139,091	\$159,089	+14.4%
501-MACCLENNY AREA	53	10	18.9%	65	28	43.1%	\$119,500	\$112,000	-6.3%	\$132,500	\$127,000	-4.2%	\$121,008	\$107,552	-11.1%	\$135,310	\$150,801	+11.4%
502-BAKER COUNTY-NW	25	6	24.0%	16	7	43.8%	\$78,000	\$41,500	-46.8%	\$142,500	\$85,000	-40.4%	\$114,583	\$64,250	-43.9%	\$206,150	\$126,322	-38.7%
503-BAKER COUNTY-SOUTH	13	3	23.1%	39	21	53.8%	\$71,000	\$88,000	+23.9%	\$93,001	\$110,000	+18.3%	\$86,813	\$100,215	+15.4%	\$118,613	\$161,874	+36.5%
521-BRADFORD COUNTY-NE	21	4	19.0%	20	12	60.0%	\$105,000	\$34,500	-67.1%	\$80,500	\$57,000	-29.2%	\$105,000	\$49,575	-52.8%	\$94,538	\$94,063	-0.5%
522-BRADFORD COUNTY-NW	53	11	20.8%	26	12	46.2%	\$50,751	\$59,500	+17.2%	\$94,250	\$62,300	-33.9%	\$78,450	\$72,992	-7.0%	\$102,307	\$87,607	-14.4%
523-BRADFORD COUNTY-SE	63	7	11.1%	35	11	31.4%	\$38,500	\$60,500	+57.1%	\$93,000	\$89,450	-3.8%	\$39,350	\$72,275	+83.7%	\$136,275	\$109,800	-19.4%
524-BRADFORD COUNTY-SW	28	3	10.7%	11	6	54.5%	\$55,000	\$48,000	-12.7%	\$116,450	\$71,500	-38.6%	\$99,500	\$67,500	-32.2%	\$135,496	\$150,680	+11.2%
541-UNION COUNTY-NORTH	1	0	0.0%	0	0	--	\$0	\$0	--	\$92,500	\$0	-100.0%	\$0	\$0	--	\$92,500	\$0	-100.0%
542-UNION COUNTY-SOUTH	5	1	20.0%	5	3	60.0%	\$75,000	\$38,000	-49.3%	\$85,000	\$169,000	+98.8%	\$75,000	\$80,733	+7.6%	\$115,514	\$235,000	+103.4%
561-GREATER PALATKA	132	33	25.0%	95	38	40.0%	\$65,000	\$43,000	-33.8%	\$68,250	\$65,000	-4.8%	\$78,373	\$61,791	-21.2%	\$92,545	\$92,450	-0.1%
562-BARDIN/WEST BOSTWICK	10	1	10.0%	8	4	50.0%	\$69,750	\$28,050	-59.8%	\$64,375	\$33,800	-47.5%	\$69,750	\$33,900	-51.4%	\$78,802	\$81,475	+3.4%
563-E BOSTWICK/BRIDGEPORT/CEDAR CR	36	3	8.3%	26	14	53.8%	\$117,500	\$62,275	-47.0%	\$82,500	\$73,275	-11.2%	\$137,917	\$92,467	-33.0%	\$130,036	\$130,394	+0.3%
564-E PALATKA/SAN MATEO/N SATSUMA	104	15	14.4%	57	18	31.6%	\$123,000	\$55,000	-55.3%	\$93,000	\$73,500	-21.0%	\$120,857	\$66,277	-45.2%	\$128,643	\$116,893	-9.1%
571-INTERLACHEN-SE	15	2	13.3%	13	7	53.8%	\$55,000	\$45,000	-18.2%	\$55,500	\$40,000	-27.9%	\$55,000	\$42,700	-22.4%	\$72,786	\$34,833	-52.1%
572-INTERLACHEN-NE	64	3	4.7%	60	14	23.3%	\$18,700	\$27,400	+46.5%	\$40,000	\$37,500	-6.3%	\$18,700	\$34,213	+83.0%	\$52,651	\$53,400	+1.4%
573-INTERLACHEN-SW	21	2	9.5%	24	9	37.5%	\$0	\$38,000	--	\$54,900	\$37,750	-31.2%	\$0	\$33,500	--	\$71,100	\$54,636	-23.2%
574-INTERLACHEN-NW	36	3	8.3%	25	6	24.0%	\$52,750	\$38,600	-26.8%	\$56,000	\$65,000	+16.1%	\$57,625	\$70,533	+22.4%	\$72,895	\$85,315	+17.0%
575-WEST OF SR21	19	3	15.8%	6	2	33.3%	\$129,000	\$58,000	-55.0%	\$116,500	\$30,000	-74.2%	\$129,000	\$58,000	-55.0%	\$164,625	\$109,125	-33.7%
576-GEORGES LAKE	11	2	18.2%	12	8	66.7%	\$51,500	\$80,000	+55.3%	\$51,500	\$120,000	+133.0%	\$88,383	\$96,857	+9.6%	\$93,000	\$191,248	+105.6%
581-SATSUMA/HOOT OWL RIDGE	53	4	7.5%	31	10	32.3%	\$31,000	\$30,000	-3.2%	\$43,650	\$40,000	-8.4%	\$91,750	\$36,525	-60.2%	\$77,673	\$44,829	-42.3%
582-POMONA PARK/WELAKA/LK COMO	106	7	6.6%	42	5	11.9%	\$46,000	\$33,550	-27.1%	\$54,900	\$57,500	+4.7%	\$68,313	\$31,775	-53.5%	\$100,003	\$96,278	-3.7%
583-CRESCENT CITY/GEORGETOWN/FRUIT	101	5	5.0%	46	12	26.1%	\$89,000	\$45,000	-49.4%	\$50,000	\$34,950	-30.1%	\$99,836	\$79,597	-20.3%	\$84,041	\$41,625	-50.5%
584-OCALA NATIONAL FOREST/OKLAWAHA	1	0	0.0%	1	0	0.0%	\$0	\$0	--	\$0	\$260,000	--	\$0	\$0	--	\$0	\$260,000	--