

# Lender-Mediated Report

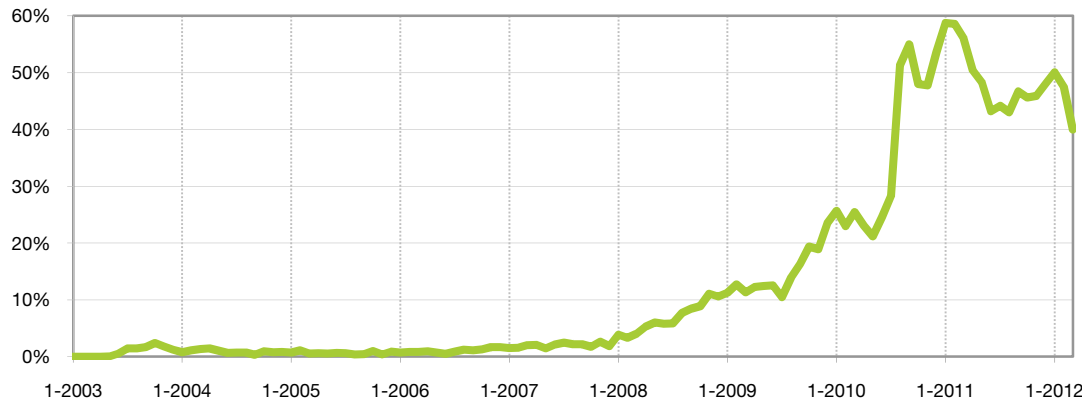
A RESEARCH TOOL PROVIDED BY THE **NORTHEAST FLORIDA ASSOCIATION OF REALTORS**



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."

## March 2012

### Share of Closed Sales that were Lender-Mediated: 40.0%

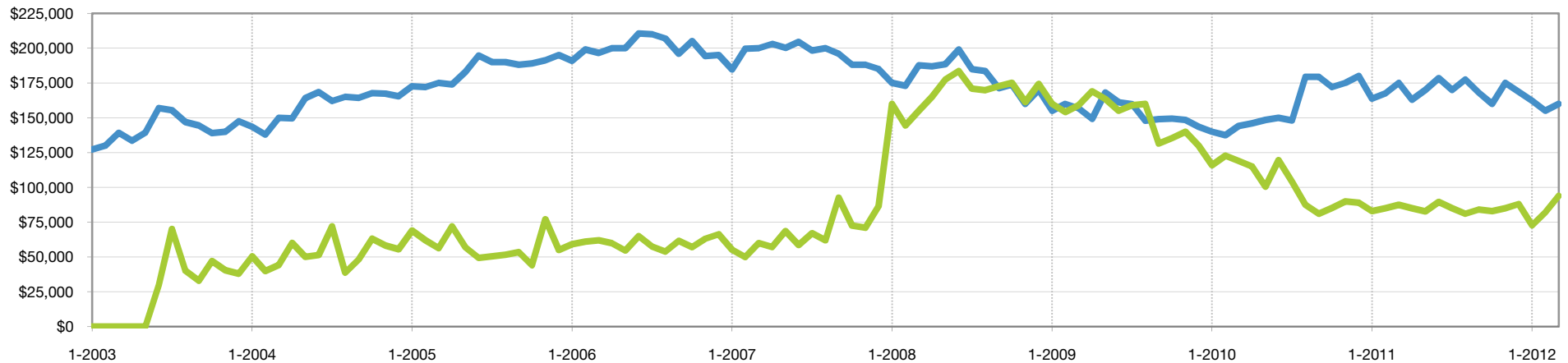


Closed Sales	3-2011	3-2012	+ / -
Traditional	672	852	+26.8%
Lender-Mediated	857	567	-33.8%
Total Market*	1,529	1,419	-7.2%

Median Sales Price	3-2011	3-2012	+ / -
Traditional	\$175,000	\$160,000	-8.6%
Lender-Mediated	\$87,500	\$93,950	+7.4%
Total Market*	\$124,063	\$130,000	+4.8%

### Median Sales Prices

— Traditional      — Lender-Mediated



\*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 April 9, 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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## March 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	3-2011	3-2012	+ / -	3-2011	3-2012	+ / -	3-2011	3-2012	+ / -	3-2011	3-2012	+ / -
011-SAN MARCO	123	16	13.0%	145	30	20.7%	\$149,900	\$109,500	-27.0%	\$203,500	\$230,000	+13.0%	\$141,457	\$168,020	+18.8%	\$281,981	\$315,374	+11.8%
012-SAN JOSE	171	48	28.1%	249	103	41.4%	\$54,338	\$50,150	-7.7%	\$69,900	\$93,000	+33.0%	\$72,066	\$61,379	-14.8%	\$131,928	\$247,419	+87.5%
013-BEAUCLERC/MANDARIN N	202	72	35.6%	409	194	47.4%	\$90,000	\$75,000	-16.7%	\$135,000	\$122,000	-9.6%	\$108,443	\$98,067	-9.6%	\$177,570	\$166,549	-6.2%
014-MANDARIN	257	98	38.1%	497	194	39.0%	\$140,000	\$145,650	+4.0%	\$184,250	\$173,750	-5.7%	\$164,048	\$153,225	-6.6%	\$223,390	\$226,639	+1.5%
015-BARTRAM	92	43	46.7%	306	175	57.2%	\$129,000	\$109,901	-14.8%	\$135,805	\$140,365	+3.4%	\$139,973	\$119,733	-14.5%	\$147,287	\$157,299	+6.8%
021-ST NICHOLAS	99	39	39.4%	139	62	44.6%	\$47,000	\$35,000	-25.5%	\$82,500	\$53,000	-35.8%	\$58,340	\$55,478	-4.9%	\$111,280	\$90,780	-18.4%
022-GROVE PK/SAN SOUCI	146	81	55.5%	406	263	64.8%	\$65,750	\$62,000	-5.7%	\$80,500	\$72,000	-10.6%	\$80,847	\$75,944	-6.1%	\$124,745	\$106,488	-14.6%
023-E OF SS BLVD	182	104	57.1%	521	316	60.7%	\$71,250	\$67,000	-6.0%	\$88,750	\$85,000	-4.2%	\$86,588	\$83,260	-3.8%	\$137,290	\$138,268	+0.7%
024-BAYMEADOWS/DEERWOOD	163	68	41.7%	490	251	51.2%	\$65,000	\$61,000	-6.2%	\$116,700	\$93,500	-19.9%	\$101,139	\$86,149	-14.8%	\$208,014	\$223,960	+7.7%
025-ICW N-BCH & S ATL	79	34	43.0%	229	98	42.8%	\$144,950	\$140,500	-3.1%	\$179,000	\$175,000	-2.2%	\$155,035	\$151,628	-2.2%	\$207,544	\$210,272	+1.3%
026-ICW S-BCH & N JTB	210	43	20.5%	475	207	43.6%	\$101,500	\$79,000	-22.2%	\$199,950	\$195,000	-2.5%	\$165,127	\$122,398	-25.9%	\$291,888	\$336,540	+15.3%
027-ICW S-JTB	64	15	23.4%	113	35	31.0%	\$150,000	\$96,000	-36.0%	\$206,810	\$208,000	+0.6%	\$181,771	\$182,615	+0.5%	\$301,741	\$294,111	-2.5%
031-RIVERSIDE	59	19	32.2%	69	34	49.3%	\$48,500	\$130,000	+168.0%	\$123,450	\$144,000	+16.6%	\$77,599	\$118,448	+52.6%	\$203,943	\$242,910	+19.1%
032-AVONDALE	115	21	18.3%	188	52	27.7%	\$125,000	\$102,500	-18.0%	\$157,500	\$173,500	+10.2%	\$158,539	\$146,949	-7.3%	\$218,189	\$271,476	+24.4%
033-ORTEGA/VENETIA	97	16	16.5%	92	21	22.8%	\$260,000	\$225,000	-13.5%	\$256,500	\$225,000	-12.3%	\$295,264	\$269,875	-8.6%	\$396,049	\$328,503	-17.1%
041-ARLINGTON	295	141	47.8%	605	321	53.1%	\$52,250	\$47,613	-8.9%	\$85,500	\$74,500	-12.9%	\$67,185	\$64,088	-4.6%	\$120,220	\$107,010	-11.0%
042-FT CAROLINE	152	80	52.6%	387	194	50.1%	\$88,875	\$82,005	-7.7%	\$131,000	\$118,500	-9.5%	\$105,936	\$107,025	+1.0%	\$174,649	\$172,370	-1.3%
043-ICW N-ATLANTIC BLVD	148	60	40.5%	272	151	55.5%	\$138,683	\$130,000	-6.3%	\$165,000	\$151,000	-8.5%	\$169,625	\$176,253	+3.9%	\$263,164	\$257,774	-2.0%
051-MURRAY HILL	101	54	53.5%	124	67	54.0%	\$33,750	\$33,000	-2.2%	\$43,000	\$40,053	-6.9%	\$42,210	\$39,390	-6.7%	\$77,827	\$71,383	-8.3%
052-LAKESHORE	63	29	46.0%	86	43	50.0%	\$35,550	\$29,298	-17.6%	\$42,200	\$46,000	+9.0%	\$45,642	\$33,017	-27.7%	\$62,057	\$82,232	+32.5%
053-HYDE GROVE AREA	52	27	51.9%	107	59	55.1%	\$34,000	\$30,000	-11.8%	\$64,000	\$40,500	-36.7%	\$46,349	\$38,333	-17.3%	\$91,976	\$83,546	-9.2%
054-CEDAR HILLS	54	22	40.7%	102	52	51.0%	\$36,150	\$34,775	-3.8%	\$45,601	\$40,100	-12.1%	\$39,846	\$37,208	-6.6%	\$76,580	\$63,602	-16.9%
055-CONF PT/ORTEGA FARMS	34	10	29.4%	49	19	38.8%	\$79,900	\$77,500	-3.0%	\$89,000	\$112,000	+25.8%	\$74,447	\$95,639	+28.5%	\$143,074	\$140,124	-2.1%
056-YUKN/WESC/OAK H	99	59	59.6%	244	142	58.2%	\$52,500	\$53,600	+2.1%	\$79,900	\$71,000	-11.1%	\$64,302	\$64,634	+0.5%	\$97,779	\$90,528	-7.4%
061-NORMANDY AREA	80	41	51.3%	160	103	64.4%	\$62,525	\$61,200	-2.1%	\$81,750	\$70,000	-14.4%	\$72,744	\$67,167	-7.7%	\$111,740	\$102,563	-8.2%
062-CRYSTAL SPR/COUNTRY CREEK	92	57	62.0%	188	93	49.5%	\$96,250	\$86,750	-9.9%	\$114,000	\$110,000	-3.5%	\$102,091	\$91,566	-10.3%	\$130,290	\$142,682	+9.5%
063-JACKSONVILLE HEIGHTS/OAK HILL	99	57	57.6%	227	150	66.1%	\$52,875	\$40,000	-24.3%	\$60,500	\$45,000	-25.6%	\$55,479	\$45,031	-18.8%	\$71,583	\$66,876	-6.6%
064-BENT CREEK/PLUM TREE	66	36	54.5%	95	48	50.5%	\$118,000	\$105,000	-11.0%	\$139,704	\$129,000	-7.7%	\$118,708	\$104,074	-12.3%	\$133,660	\$135,864	+1.6%
065-PANTHER CREEK/ADAMS LK/DUVAL SW	29	15	51.7%	31	23	74.2%	\$120,000	\$100,000	-16.7%	\$140,000	\$105,000	-25.0%	\$114,316	\$104,100	-8.9%	\$145,692	\$108,900	-25.3%
066-CECIL COMMERCE AREA	7	1	14.3%	24	6	25.0%	\$77,625	\$196,000	+152.5%	\$146,575	\$146,795	+0.2%	\$168,442	\$177,900	+5.6%	\$140,055	\$135,419	-3.3%
067-COLINS RD/ARGYLE/OAKLEAFPLNT-DUVAL	135	84	62.2%	324	175	54.0%	\$79,500	\$70,001	-11.9%	\$99,900	\$94,500	-5.4%	\$90,091	\$83,796	-7.0%	\$119,745	\$111,653	-6.8%
071-BRENTWOOD/EVERGREEN	99	43	43.4%	119	78	65.5%	\$15,000	\$15,800	+5.3%	\$16,501	\$17,100	+3.6%	\$17,324	\$22,051	+27.3%	\$30,948	\$39,071	+26.2%
072-SPRINGFIELD	75	29	38.7%	103	64	62.1%	\$14,500	\$28,000	+93.1%	\$30,000	\$38,000	+26.7%	\$44,456	\$54,334	+22.2%	\$109,332	\$96,091	-12.1%
073-DOWNTOWN JAX/NORTHBANK	25	9	36.0%	32	19	59.4%	\$75,000	\$83,000	+10.7%	\$80,000	\$92,000	+15.0%	\$84,929	\$95,300	+12.2%	\$99,283	\$151,250	+52.3%
074-PAXON	115	64	55.7%	147	91	61.9%	\$13,000	\$13,000	0.0%	\$15,101	\$15,000	-0.7%	\$15,822	\$14,134	-10.7%	\$55,627	\$60,031	+7.9%
075-TROUT RIV/COLLEGE PRK/RIBAULT MNR	259	131	50.6%	370	249	67.3%	\$15,200	\$17,500	+15.1%	\$19,500	\$20,000	+2.6%	\$27,634	\$24,150	-12.6%	\$45,702	\$49,387	+8.1%

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	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	3-2011	3-2012	+ / -	3-2011	3-2012	+ / -	3-2011	3-2012	+ / -	3-2011	3-2012	+ / -
081-MARIETA/WHITSE/BALDWIN	99	51	51.5%	136	77	56.6%	\$98,900	\$89,900	-9.1%	\$115,000	\$110,000	-4.3%	\$97,668	\$96,879	-0.8%	\$124,037	\$145,190	+17.1%
082-DINSMORE/NORTHWEST DUVAL	10	5	50.0%	13	7	53.8%	\$26,500	\$55,950	+111.1%	\$40,000	\$55,950	+39.9%	\$59,858	\$94,900	+58.5%	\$84,839	\$81,350	-4.1%
091-GARDN CTY/AIRPORT	172	103	59.9%	343	223	65.0%	\$79,900	\$70,500	-11.8%	\$107,500	\$86,900	-19.2%	\$82,700	\$76,171	-7.9%	\$125,476	\$119,159	-5.0%
092-OCEANWAY/PECAN PARK	124	69	55.6%	288	153	53.1%	\$135,000	\$125,950	-6.7%	\$159,955	\$155,000	-3.1%	\$129,135	\$123,863	-4.1%	\$170,716	\$176,810	+3.6%
095-SAN MATEO/EASTPORT	25	5	20.0%	47	16	34.0%	\$83,750	\$46,950	-43.9%	\$95,400	\$85,250	-10.6%	\$126,279	\$87,369	-30.8%	\$148,480	\$139,657	-5.9%
096-FT GEORGE/BLOUNT IS/CEDAR PT	144	72	50.0%	179	98	54.7%	\$152,000	\$147,000	-3.3%	\$164,000	\$153,625	-6.3%	\$161,129	\$168,364	+4.5%	\$196,393	\$199,146	+1.4%
121-FLEMING ISLAND-NE	21	8	38.1%	11	5	45.5%	\$164,000	\$145,000	-11.6%	\$180,250	\$151,000	-16.2%	\$195,333	\$142,800	-26.9%	\$379,000	\$172,500	-54.5%
122-FLEMING ISLAND-NW	93	22	23.7%	155	50	32.3%	\$234,950	\$194,900	-17.0%	\$242,250	\$239,900	-1.0%	\$256,324	\$247,669	-3.4%	\$299,473	\$296,917	-0.9%
123-FLEMING ISLAND-SE	51	14	27.5%	78	26	33.3%	\$137,950	\$121,500	-11.9%	\$173,000	\$180,500	+4.3%	\$154,744	\$145,953	-5.7%	\$275,223	\$261,823	-4.9%
124-FLEMING ISLAND-SW	77	38	49.4%	162	72	44.4%	\$166,500	\$101,000	-39.3%	\$161,000	\$136,950	-14.9%	\$158,594	\$147,530	-7.0%	\$181,989	\$182,378	+0.2%
131-MDWBK/LOCH RANE	31	8	25.8%	68	28	41.2%	\$70,000	\$44,550	-36.4%	\$115,000	\$92,250	-19.8%	\$114,260	\$101,606	-11.1%	\$171,922	\$176,634	+2.7%
132-BELLAIR/GROVE PARK	41	19	46.3%	79	47	59.5%	\$47,500	\$59,950	+26.2%	\$82,500	\$72,400	-12.2%	\$59,066	\$63,579	+7.6%	\$102,843	\$91,384	-11.1%
133-NORTH ORANGE PK	10	3	30.0%	33	19	57.6%	\$54,750	\$35,450	-35.3%	\$132,450	\$67,500	-49.0%	\$68,340	\$56,008	-18.0%	\$175,765	\$326,109	+85.5%
134-SOUTH BLANDING	53	24	45.3%	85	41	48.2%	\$103,500	\$103,950	+0.4%	\$115,500	\$117,500	+1.7%	\$98,642	\$101,078	+2.5%	\$137,691	\$134,147	-2.6%
135-PARK W/MONTCLAIR	13	5	38.5%	37	14	37.8%	\$108,500	\$105,750	-2.5%	\$132,500	\$135,000	+1.9%	\$105,041	\$103,725	-1.3%	\$138,624	\$147,730	+6.6%
136-LAKESIDE EST	24	10	41.7%	55	28	50.9%	\$110,000	\$95,900	-12.8%	\$119,500	\$115,000	-3.8%	\$108,305	\$104,220	-3.8%	\$126,726	\$136,785	+7.9%
137-DOCTORS LAKE	52	10	19.2%	44	14	31.8%	\$204,500	\$126,000	-38.4%	\$221,500	\$170,000	-23.3%	\$224,009	\$198,358	-11.5%	\$255,296	\$261,726	+2.5%
138-TNGLWD/ORANGE PRK S	88	57	64.8%	202	110	54.5%	\$91,100	\$85,000	-6.7%	\$104,100	\$102,000	-2.0%	\$101,151	\$93,012	-8.0%	\$117,537	\$122,125	+3.9%
139-OAKLEAF PLNTN/ORANGE PARK NW	183	89	48.6%	475	278	58.5%	\$135,000	\$116,000	-14.1%	\$152,500	\$139,450	-8.6%	\$142,505	\$126,297	-11.4%	\$187,624	\$185,963	-0.9%
141-MIDDLEBURG	54	21	38.9%	108	50	46.3%	\$62,000	\$81,000	+30.6%	\$72,250	\$85,000	+17.6%	\$86,725	\$99,827	+15.1%	\$108,042	\$103,856	-3.9%
142-MIDDLEBURG E/LAKE ASBURY	147	69	46.9%	266	138	51.9%	\$110,500	\$105,965	-4.1%	\$130,000	\$132,000	+1.5%	\$113,262	\$119,921	+5.9%	\$163,975	\$178,226	+8.7%
143-FOXMEADOW AREA	66	23	34.8%	122	33	27.0%	\$105,000	\$113,900	+8.5%	\$156,500	\$160,000	+2.2%	\$115,768	\$124,923	+7.9%	\$175,774	\$178,717	+1.7%
144-MIDDLEBURG-SE	18	5	27.8%	26	14	53.8%	\$77,450	\$99,950	+29.1%	\$143,200	\$165,000	+15.2%	\$115,788	\$114,400	-1.2%	\$172,806	\$227,792	+31.8%
145-MIDDLEBURG-SW	44	14	31.8%	77	34	44.2%	\$52,450	\$85,000	+62.1%	\$77,500	\$83,500	+7.7%	\$77,894	\$76,322	-2.0%	\$87,024	\$95,937	+10.2%
151-KEYSTONE HGTS	135	24	17.8%	104	34	32.7%	\$46,500	\$53,750	+15.6%	\$73,000	\$75,000	+2.7%	\$53,682	\$69,007	+28.5%	\$106,406	\$103,243	-3.0%
152-KINGSLEY LAKE	4	0	0.0%	0	0	--	\$0	\$0	--	\$387,000	\$0	-100.0%	\$0	\$0	--	\$399,750	\$0	-100.0%
161-GREEN COVE SPRS	96	30	31.3%	125	54	43.2%	\$107,400	\$120,000	+11.7%	\$116,900	\$137,000	+17.2%	\$126,255	\$122,444	-3.0%	\$177,794	\$188,068	+5.8%
162-RUSS L/PEN FRMS	4	3	75.0%	7	2	28.6%	\$165,000	\$112,400	-31.9%	\$179,000	\$171,700	-4.1%	\$196,333	\$112,400	-42.8%	\$182,039	\$201,360	+10.6%
211-JACKSONVILLE BCH-NE	31	7	22.6%	48	17	35.4%	\$299,000	\$305,000	+2.0%	\$325,000	\$340,000	+4.6%	\$296,857	\$340,719	+14.8%	\$483,789	\$411,000	-15.0%
212-JACKSONVILLE BCH-SE	82	13	15.9%	126	35	27.8%	\$278,250	\$275,000	-1.2%	\$259,000	\$270,750	+4.5%	\$301,717	\$321,968	+6.7%	\$441,211	\$409,973	-7.1%
213-JACKSONVILLE BCH-NW	26	11	42.3%	81	22	27.2%	\$163,000	\$157,500	-3.4%	\$177,500	\$175,000	-1.4%	\$158,103	\$167,212	+5.8%	\$208,487	\$207,446	-0.5%
214-JACKSONVILLE BCH-SW	53	14	26.4%	218	96	44.0%	\$82,500	\$81,000	-1.8%	\$173,000	\$193,500	+11.8%	\$141,848	\$120,862	-14.8%	\$226,647	\$265,512	+17.1%
221-NEPTUNE BCH-EAST	22	1	4.5%	22	5	22.7%	\$410,000	\$300,000	-26.8%	\$395,000	\$367,500	-7.0%	\$384,313	\$342,980	-10.8%	\$524,718	\$581,971	+10.9%
222-NEPTUNE BCH-WEST	29	17	58.6%	50	22	44.0%	\$202,000	\$207,500	+2.7%	\$240,000	\$227,000	-5.4%	\$230,353	\$267,490	+16.1%	\$280,150	\$266,157	-5.0%
231-ATLANTIC BCH-EAST	85	17	20.0%	151	42	27.8%	\$143,000	\$197,000	+37.8%	\$275,000	\$287,500	+4.5%	\$184,038	\$244,405	+32.8%	\$438,135	\$409,838	-6.5%
232-ATLANTIC BCH/MAYPORT-WEST	30	17	56.7%	67	39	58.2%	\$66,000	\$83,750	+26.9%	\$72,950	\$91,650	+25.6%	\$72,920	\$94,741	+29.9%	\$99,526	\$131,383	+32.0%

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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	3-2011	3-2012	+ / -	3-2011	3-2012	+ / -	3-2011	3-2012	+ / -	3-2011	3-2012	+ / -
251-PVB E A1A-N CORONA	38	3	7.9%	45	3	6.7%	\$329,570	\$330,000	+0.1%	\$700,000	\$838,650	+19.8%	\$513,890	\$317,000	-38.3%	\$1,121,188	\$1,066,593	-4.9%
252-PVB W A1A-N SOLANA	80	23	28.8%	129	46	35.7%	\$86,000	\$97,000	+12.8%	\$202,000	\$207,500	+2.7%	\$200,746	\$174,397	-13.1%	\$587,397	\$564,766	-3.9%
261-PVB E A1A-S CORONA	112	6	5.4%	147	33	22.4%	\$134,000	\$153,000	+14.2%	\$275,000	\$275,000	0.0%	\$231,750	\$224,980	-2.9%	\$506,508	\$566,709	+11.9%
262-PVB W A1A-S SOLANA/PALM VALLEY	127	13	10.2%	179	60	33.5%	\$97,000	\$170,000	+75.3%	\$250,000	\$295,000	+18.0%	\$187,654	\$230,827	+23.0%	\$445,239	\$378,899	-14.9%
263-PVB W A1A-S CR-210	87	12	13.8%	71	15	21.1%	\$369,000	\$332,500	-9.9%	\$421,000	\$455,000	+8.1%	\$360,765	\$416,530	+15.5%	\$566,593	\$559,422	-1.3%
264-SOUTH PVB/VILANO BCH	80	14	17.5%	77	23	29.9%	\$322,000	\$280,000	-13.0%	\$338,500	\$367,500	+8.6%	\$336,717	\$375,374	+11.5%	\$481,717	\$520,502	+8.1%
265-PONTE VEDRA/NOCATEE-STJ	104	19	18.3%	297	32	10.8%	\$209,000	\$178,000	-14.8%	\$288,003	\$268,728	-6.7%	\$249,387	\$219,253	-12.1%	\$307,606	\$297,591	-3.3%
301-JUL CK/SWITZ	362	92	25.4%	696	170	24.4%	\$180,000	\$180,000	0.0%	\$234,995	\$237,500	+1.1%	\$199,775	\$197,743	-1.0%	\$277,036	\$286,523	+3.4%
302-ORANGEDALE AREA	38	7	18.4%	31	12	38.7%	\$255,250	\$250,000	-2.1%	\$280,000	\$248,000	-11.4%	\$309,733	\$294,727	-4.8%	\$301,856	\$286,786	-5.0%
303-PALMO/SIX MILE AREA	17	1	5.9%	8	5	62.5%	\$160,000	\$182,500	+14.1%	\$160,000	\$196,806	+23.0%	\$213,858	\$190,122	-11.1%	\$212,500	\$269,167	+26.7%
304- 210 SOUTH	100	45	45.0%	206	91	44.2%	\$177,666	\$165,600	-6.8%	\$213,950	\$205,950	-3.7%	\$183,272	\$161,751	-11.7%	\$259,110	\$248,126	-4.2%
305-WORLD GOLF V-CENTRAL	52	10	19.2%	73	16	21.9%	\$165,000	\$201,000	+21.8%	\$199,900	\$231,574	+15.8%	\$176,717	\$186,800	+5.7%	\$201,619	\$245,101	+21.6%
306-WORLD GOLF V-NE	6	0	0.0%	4	0	0.0%	\$0	\$0	--	\$199,990	\$213,250	+6.6%	\$0	\$0	--	\$199,990	\$197,875	-1.1%
307-WORLD GOLF V-SE	5	2	40.0%	3	3	100.0%	\$59,900	\$57,000	-4.8%	\$74,990	\$57,000	-24.0%	\$56,467	\$57,967	+2.7%	\$82,745	\$0	-100.0%
308-WORLD GOLF V-SW	73	28	38.4%	162	62	38.3%	\$168,100	\$160,000	-4.8%	\$192,000	\$190,455	-0.8%	\$167,019	\$157,803	-5.5%	\$200,649	\$217,150	+8.2%
309-WORLD GOLF V-WEST	105	38	36.2%	146	89	61.0%	\$155,000	\$145,500	-6.1%	\$169,050	\$156,000	-7.7%	\$183,302	\$178,762	-2.5%	\$210,691	\$212,298	+0.8%
312-PALENCIA AREA	85	28	32.9%	111	36	32.4%	\$245,000	\$225,000	-8.2%	\$260,000	\$256,990	-1.2%	\$242,555	\$239,158	-1.4%	\$292,245	\$340,647	+16.6%
313-WHITECASTLE/AIRPORT AREA	13	2	15.4%	19	14	73.7%	\$82,750	\$77,000	-6.9%	\$122,950	\$78,000	-36.6%	\$88,400	\$102,136	+15.5%	\$159,212	\$137,580	-13.6%
321-NORTH CITY	19	5	26.3%	19	5	26.3%	\$99,000	\$111,699	+12.8%	\$102,000	\$127,500	+25.0%	\$139,774	\$110,380	-21.0%	\$151,282	\$168,500	+11.4%
322-DOWNTOWN ST AUGUSTINE	23	2	8.7%	28	6	21.4%	\$121,000	\$207,450	+71.4%	\$172,113	\$205,000	+19.1%	\$191,667	\$323,650	+68.9%	\$264,415	\$298,407	+12.9%
323-DAVIS SHORES	27	2	7.4%	31	6	19.4%	\$286,000	\$225,000	-21.3%	\$187,000	\$200,000	+7.0%	\$312,239	\$332,500	+6.5%	\$235,827	\$253,837	+7.6%
331-ST AUGUSTINE BCH	159	25	15.7%	144	36	25.0%	\$182,963	\$225,000	+23.0%	\$247,000	\$265,000	+7.3%	\$199,039	\$265,074	+33.2%	\$294,119	\$336,618	+14.4%
332-CRESCENT BCH/SUMMER HVN	23	2	8.7%	16	8	50.0%	\$439,950	\$315,000	-28.4%	\$336,450	\$310,500	-7.7%	\$480,617	\$361,875	-24.7%	\$306,990	\$386,250	+25.8%
333-ST JOHNS CO-SE	4	1	25.0%	4	1	25.0%	\$197,380	\$120,000	-39.2%	\$196,190	\$99,500	-49.3%	\$157,293	\$120,000	-23.7%	\$222,500	\$91,833	-58.7%
334-MOULTRIE/ST AUG SHORES	32	5	15.6%	68	22	32.4%	\$97,950	\$109,900	+12.2%	\$127,500	\$120,000	-5.9%	\$108,715	\$133,338	+22.6%	\$154,712	\$145,100	-6.2%
335-ST AUGUSTINE SOUTH	19	7	36.8%	29	15	51.7%	\$102,000	\$99,000	-2.9%	\$115,000	\$120,000	+4.3%	\$94,748	\$101,580	+7.2%	\$189,167	\$151,143	-20.1%
336-RAVENSWOOD/W AUGUSTINE	113	32	28.3%	215	69	32.1%	\$73,500	\$77,300	+5.2%	\$98,500	\$109,000	+10.7%	\$77,350	\$88,239	+14.1%	\$138,826	\$137,330	-1.1%
337-OLD MOULTRIE RD/WILDWOOD	41	8	19.5%	71	26	36.6%	\$70,150	\$131,625	+87.6%	\$164,550	\$175,000	+6.4%	\$101,036	\$126,606	+25.3%	\$181,002	\$212,217	+17.2%
341-FLAGLER EST/HASTINGS	16	4	25.0%	39	20	51.3%	\$36,750	\$34,288	-6.7%	\$42,000	\$48,500	+15.5%	\$41,735	\$35,584	-14.7%	\$46,120	\$93,221	+102.1%
342-ST JOHN SR 207 S/W I-95	15	2	13.3%	21	10	47.6%	\$160,000	\$152,250	-4.8%	\$175,000	\$162,900	-6.9%	\$145,073	\$143,435	-1.1%	\$191,689	\$180,149	-6.0%
343-MOLASSES JNCTN/ELKTON	6	0	0.0%	3	3	100.0%	\$69,625	\$75,000	+7.7%	\$91,500	\$75,000	-18.0%	\$69,625	\$106,500	+53.0%	\$122,398	\$0	-100.0%
344-HASTINGS/TOCOI/RVRDALE	19	2	10.5%	14	9	64.3%	\$26,350	\$55,450	+110.4%	\$60,500	\$67,500	+11.6%	\$26,350	\$53,942	+104.7%	\$94,000	\$183,300	+95.0%
410-FERNANDINA BCH DOWNTOWN-WEST	7	2	28.6%	13	4	30.8%	\$85,000	\$52,647	-38.1%	\$85,000	\$200,000	+135.3%	\$104,671	\$60,574	-42.1%	\$87,429	\$251,240	+187.4%
420-FERNANDINA BCH-DOWNTOWN-EAST	13	2	15.4%	13	7	53.8%	\$207,000	\$100,000	-51.7%	\$207,000	\$126,880	-38.7%	\$192,557	\$119,131	-38.1%	\$0	\$164,225	--
430-NASSAU CNTY BEACHES-N	14	1	7.1%	8	5	62.5%	\$181,600	\$231,000	+27.2%	\$255,696	\$243,750	-4.7%	\$188,517	\$221,200	+17.3%	\$457,847	\$398,667	-12.9%
431-NASSAU CNTY BEACHES-S	7	0	0.0%	8	6	75.0%	\$105,500	\$168,000	+59.2%	\$109,000	\$168,000	+54.1%	\$219,350	\$184,380	-15.9%	\$171,000	\$163,300	-4.5%

# 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.

## March 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	3-2011	3-2012	+ / -	3-2011	3-2012	+ / -	3-2011	3-2012	+ / -	3-2011	3-2012	+ / -
440-FERNANDINA BCH DOWNTOWN-SOUTH	3	1	33.3%	14	10	71.4%	\$99,128	\$91,500	-7.7%	\$122,500	\$105,425	-13.9%	\$116,491	\$101,255	-13.1%	\$154,417	\$347,100	+124.8%
450-AMELIA ISLAND	34	5	14.7%	31	12	38.7%	\$130,000	\$215,951	+66.1%	\$222,500	\$259,900	+16.8%	\$150,563	\$202,475	+34.5%	\$257,660	\$275,358	+6.9%
470-PINEY ISL AND AREA	4	0	0.0%	3	1	33.3%	\$178,500	\$225,000	+26.1%	\$264,000	\$480,000	+81.8%	\$227,833	\$225,000	-1.2%	\$289,500	\$505,000	+74.4%
471-NASSAU CO N-CHESTER/PIRATES WOOD	40	14	35.0%	59	26	44.1%	\$139,950	\$129,000	-7.8%	\$150,000	\$149,120	-0.6%	\$156,920	\$137,631	-12.3%	\$182,673	\$169,451	-7.2%
472-ONEIL,NASSAVILLE,HOLLY PT	49	12	24.5%	84	35	41.7%	\$147,000	\$105,550	-28.2%	\$169,900	\$175,000	+3.0%	\$158,412	\$128,685	-18.8%	\$173,139	\$196,550	+13.5%
480-N-A1A/W LOFN CK	1	0	0.0%	2	1	50.0%	\$122,000	\$42,000	-65.6%	\$90,000	\$176,000	+95.6%	\$161,500	\$42,000	-74.0%	\$87,500	\$310,000	+254.3%
481-S-A1A/W LOFN CK	27	9	33.3%	38	21	55.3%	\$122,400	\$98,050	-19.9%	\$125,000	\$124,000	-0.8%	\$105,333	\$97,867	-7.1%	\$108,930	\$136,865	+25.6%
490-CALLAHAN	20	4	20.0%	15	9	60.0%	\$117,000	\$108,500	-7.3%	\$148,500	\$119,478	-19.5%	\$117,375	\$121,222	+3.3%	\$142,844	\$163,188	+14.2%
491-HILLARD	14	3	21.4%	12	6	50.0%	\$104,900	\$65,000	-38.0%	\$118,000	\$75,000	-36.4%	\$95,614	\$67,500	-29.4%	\$115,650	\$86,417	-25.3%
492-W I-95/N FL LNE	80	24	30.0%	109	60	55.0%	\$120,750	\$97,500	-19.3%	\$130,000	\$124,250	-4.4%	\$116,659	\$101,651	-12.9%	\$145,595	\$149,261	+2.5%
501-MACCLENNY AREA	61	14	23.0%	69	31	44.9%	\$115,000	\$112,300	-2.3%	\$132,000	\$129,750	-1.7%	\$114,159	\$113,323	-0.7%	\$136,781	\$148,705	+8.7%
502-BAKER COUNTY-NW	22	5	22.7%	15	5	33.3%	\$63,000	\$53,000	-15.9%	\$128,500	\$108,750	-15.4%	\$89,667	\$72,000	-19.7%	\$205,500	\$131,140	-36.2%
503-BAKER COUNTY-SOUTH	9	1	11.1%	37	19	51.4%	\$69,900	\$88,000	+25.9%	\$95,000	\$111,450	+17.3%	\$82,246	\$103,279	+25.6%	\$128,593	\$164,962	+28.3%
521-BRADFORD COUNTY-NE	25	4	16.0%	24	14	58.3%	\$105,000	\$34,500	-67.1%	\$81,500	\$64,500	-20.9%	\$105,000	\$55,834	-46.8%	\$97,091	\$101,850	+4.9%
522-BRADFORD COUNTY-NW	55	14	25.5%	31	14	45.2%	\$57,950	\$33,500	-42.2%	\$88,000	\$60,000	-31.8%	\$81,700	\$63,143	-22.7%	\$97,939	\$85,588	-12.6%
523-BRADFORD COUNTY-SE	58	10	17.2%	35	10	28.6%	\$44,000	\$59,000	+34.1%	\$105,000	\$83,750	-20.2%	\$58,080	\$65,528	+12.8%	\$147,961	\$100,100	-32.3%
524-BRADFORD COUNTY-SW	26	1	3.8%	12	7	58.3%	\$55,000	\$50,500	-8.2%	\$113,225	\$71,500	-36.9%	\$99,500	\$67,117	-32.5%	\$123,077	\$161,000	+30.8%
541-UNION COUNTY-NORTH	5	1	20.0%	0	0	--	\$0	\$0	--	\$92,500	\$0	-100.0%	\$0	\$0	--	\$92,500	\$0	-100.0%
542-UNION COUNTY-SOUTH	3	1	33.3%	4	2	50.0%	\$56,500	\$102,100	+80.7%	\$85,000	\$184,500	+117.1%	\$56,500	\$102,100	+80.7%	\$115,514	\$235,000	+103.4%
561-GREATER PALATKA	138	37	26.8%	90	33	36.7%	\$53,500	\$64,900	+21.3%	\$65,000	\$69,000	+6.2%	\$68,302	\$76,748	+12.4%	\$93,669	\$89,154	-4.8%
562-BARDIN/WEST BOSTWICK	11	3	27.3%	10	4	40.0%	\$69,750	\$28,050	-59.8%	\$69,750	\$50,750	-27.2%	\$69,750	\$33,900	-51.4%	\$93,752	\$90,483	-3.5%
563-E BOSTWICK/BRIDGEPORT/CEDAR CR	37	7	18.9%	24	11	45.8%	\$154,450	\$50,000	-67.6%	\$125,000	\$89,775	-28.2%	\$136,238	\$84,689	-37.8%	\$150,500	\$134,825	-10.4%
564-E PALATKA/SAN MATEO/N SATSUMA	109	20	18.3%	63	18	28.6%	\$118,250	\$56,251	-52.4%	\$92,000	\$78,000	-15.2%	\$96,455	\$74,004	-23.3%	\$128,904	\$106,701	-17.2%
571-INTERLACHEN-SE	17	3	17.6%	13	6	46.2%	\$45,000	\$48,000	+6.7%	\$47,500	\$45,000	-5.3%	\$46,667	\$50,080	+7.3%	\$63,929	\$34,833	-45.5%
572-INTERLACHEN-NE	74	5	6.8%	56	11	19.6%	\$15,000	\$31,299	+108.7%	\$35,544	\$36,250	+2.0%	\$28,080	\$34,173	+21.7%	\$47,827	\$56,194	+17.5%
573-INTERLACHEN-SW	20	2	10.0%	20	6	30.0%	\$16,000	\$45,000	+181.3%	\$35,000	\$45,000	+28.6%	\$16,000	\$40,500	+153.1%	\$62,991	\$57,890	-8.1%
574-INTERLACHEN-NW	40	3	7.5%	22	4	18.2%	\$59,900	\$35,550	-40.7%	\$57,000	\$72,000	+26.3%	\$66,833	\$35,550	-46.8%	\$68,932	\$95,069	+37.9%
575-WEST OF SR21	18	2	11.1%	5	3	60.0%	\$129,000	\$93,000	-27.9%	\$88,000	\$62,000	-29.5%	\$129,000	\$82,000	-36.4%	\$174,000	\$46,000	-73.6%
576-GEORGES LAKE	12	2	16.7%	14	9	64.3%	\$51,500	\$94,000	+82.5%	\$51,500	\$120,000	+133.0%	\$88,383	\$101,875	+15.3%	\$93,000	\$151,800	+63.2%
581-SATSUMA/HOOT OWL RIDGE	51	3	5.9%	34	11	32.4%	\$31,000	\$32,000	+3.2%	\$50,000	\$44,000	-12.0%	\$91,750	\$35,620	-61.2%	\$93,921	\$44,968	-52.1%
582-POMONA PARK/WELAKA/LK COMO	102	9	8.8%	51	5	9.8%	\$45,000	\$39,550	-12.1%	\$68,000	\$57,000	-16.2%	\$64,944	\$70,275	+8.2%	\$87,880	\$91,594	+4.2%
583-CRESCENT CITY/GEORGETOWN/FRUIT	101	5	5.0%	44	11	25.0%	\$89,000	\$37,600	-57.8%	\$46,000	\$36,000	-21.7%	\$94,350	\$73,259	-22.4%	\$77,723	\$46,493	-40.2%
584-OCALA NATIONAL FOREST/OKLAWAHA	1	0	0.0%	1	0	0.0%	\$0	\$0	--	\$0	\$260,000	--	\$0	\$0	--	\$0	\$260,000	--