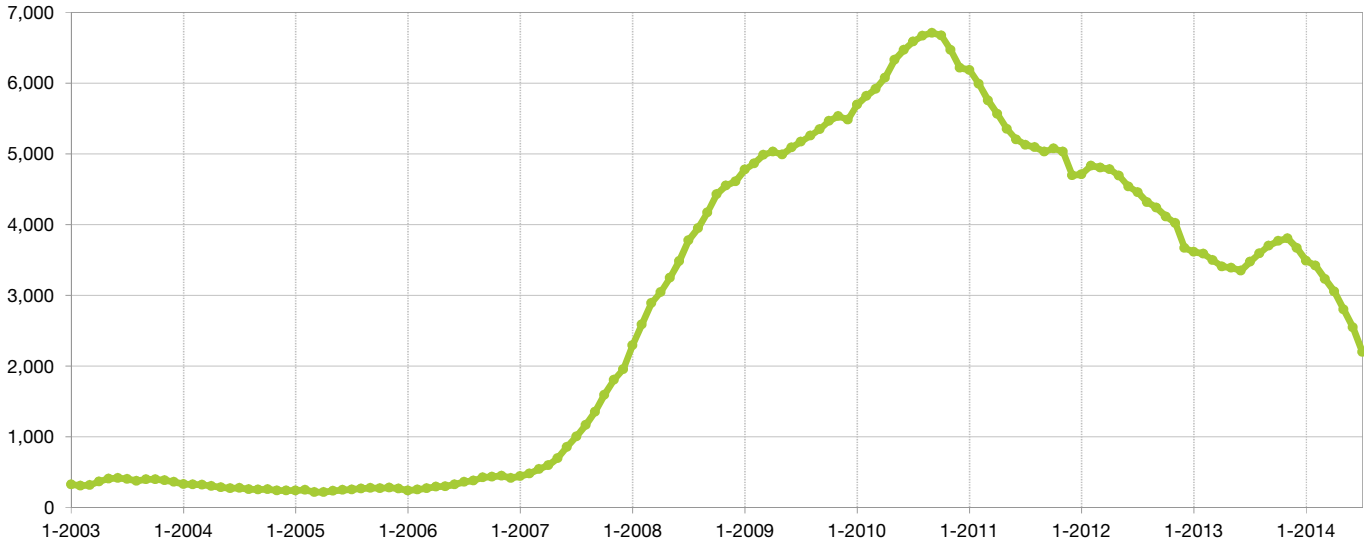


# Lender-Mediated Report

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

## Historical Inventory of Lender-Mediated Properties



## July 2014



New Listings in the Northeast Florida region decreased 3.0 percent to 2,989.

- Traditional New Listings increased 7.0 percent to 2,200.
- Lender-mediated New Listings decreased 23.0 percent to 789.
- Share of all New Listings that were lender-mediated fell to 26.4 percent.

Closed Sales were up 5.3 percent to 2,104.

- Traditional Closed Sales were up 12.1 percent to 1,459.
- Lender-mediated Closed Sales were down 7.5 percent to 645.
- Share of all Closed Sales that were lender-mediated fell to 30.7 percent.

The Median Sales Price rose 1.2 percent to \$166,964.

- The traditional Median Sales Price declined 1.7 percent to \$203,824.
- The lender-mediated Median Sales Price rose 4.2 percent to \$93,000.

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

[Click on desired metric to jump to that page.](#)

### 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 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

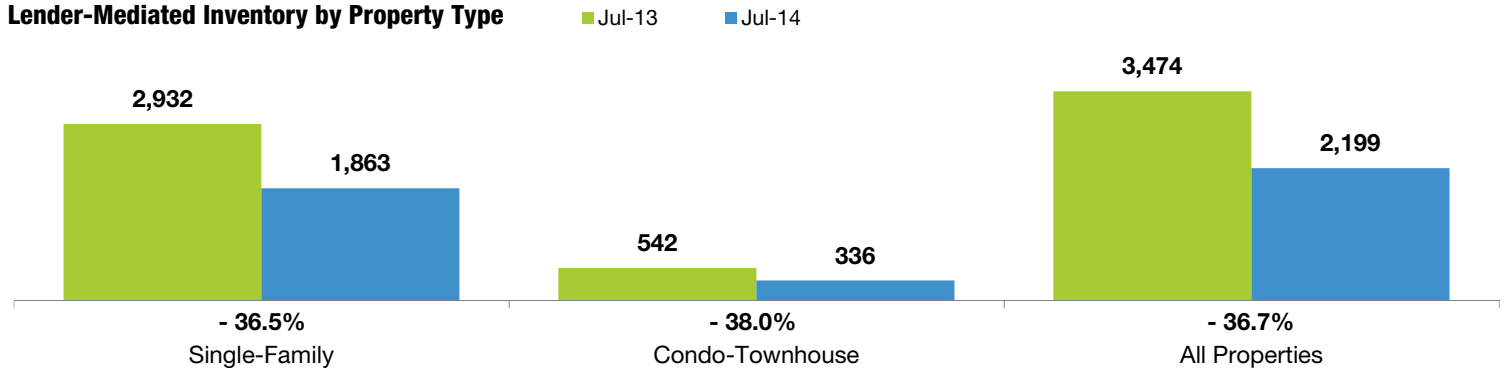
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## Inventory of Homes for Sale

|                       | Lender-Mediated |              |                | Traditional  |              |                | Total         |               |               | Share of Activity that was Lender-Mediated |              |
|-----------------------|-----------------|--------------|----------------|--------------|--------------|----------------|---------------|---------------|---------------|--|--------------|
|                       | Jul-13          | Jul-14       | + / -          | Jul-13       | Jul-14       | + / -          | Jul-13        | Jul-14        | + / -         | Jul-13                                     | Jul-14       |
| Single-Family         | 2,932           | 1,863        | - 36.5%        | 6,007        | 6,900        | + 14.9%        | 8,939         | 8,763         | - 2.0%        | 32.8%                                      | 21.3%        |
| Condo-Townhouse       | 542             | 336          | - 38.0%        | 791          | 920          | + 16.3%        | 1,333         | 1,256         | - 5.8%        | 40.7%                                      | 26.8%        |
| <b>All Properties</b> | <b>3,474</b>    | <b>2,199</b> | <b>- 36.7%</b> | <b>6,798</b> | <b>7,820</b> | <b>+ 15.0%</b> | <b>10,272</b> | <b>10,019</b> | <b>- 2.5%</b> | <b>33.8%</b>                               | <b>21.9%</b> |

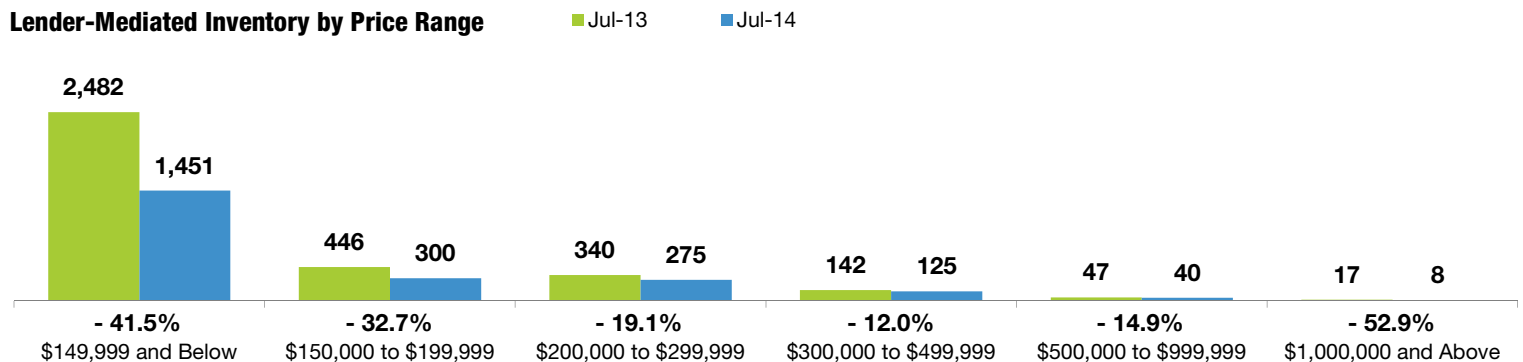
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

|                         | Lender-Mediated |              |                | Traditional  |              |                | Total         |               |               | Share of Activity that was Lender-Mediated |              |
|-------------------------|-----------------|--------------|----------------|--------------|--------------|----------------|---------------|---------------|---------------|--|--------------|
|                         | Jul-13          | Jul-14       | + / -          | Jul-13       | Jul-14       | + / -          | Jul-13        | Jul-14        | + / -         | Jul-13                                     | Jul-14       |
| \$149,999 and Below     | 2,482           | 1,451        | - 41.5%        | 2,118        | 2,221        | + 4.9%         | 4,600         | 3,672         | - 20.2%       | 54.0%                                      | 39.5%        |
| \$150,000 to \$199,999  | 446             | 300          | - 32.7%        | 974          | 1,171        | + 20.2%        | 1,420         | 1,471         | + 3.6%        | 31.4%                                      | 20.4%        |
| \$200,000 to \$299,999  | 340             | 275          | - 19.1%        | 1,483        | 1,748        | + 17.9%        | 1,823         | 2,023         | + 11.0%       | 18.7%                                      | 13.6%        |
| \$300,000 to \$499,999  | 142             | 125          | - 12.0%        | 1,211        | 1,524        | + 25.8%        | 1,353         | 1,649         | + 21.9%       | 10.5%                                      | 7.6%         |
| \$500,000 to \$999,999  | 47              | 40           | - 14.9%        | 691          | 828          | + 19.8%        | 738           | 868           | + 17.6%       | 6.4%                                       | 4.6%         |
| \$1,000,000 and Above   | 17              | 8            | - 52.9%        | 321          | 328          | + 2.2%         | 338           | 336           | - 0.6%        | 5.0%                                       | 2.4%         |
| <b>All Price Ranges</b> | <b>3,474</b>    | <b>2,199</b> | <b>- 36.7%</b> | <b>6,798</b> | <b>7,820</b> | <b>+ 15.0%</b> | <b>10,272</b> | <b>10,019</b> | <b>- 2.5%</b> | <b>33.8%</b>                               | <b>21.9%</b> |

### Lender-Mediated Inventory by Price Range



# Lender-Mediated Report

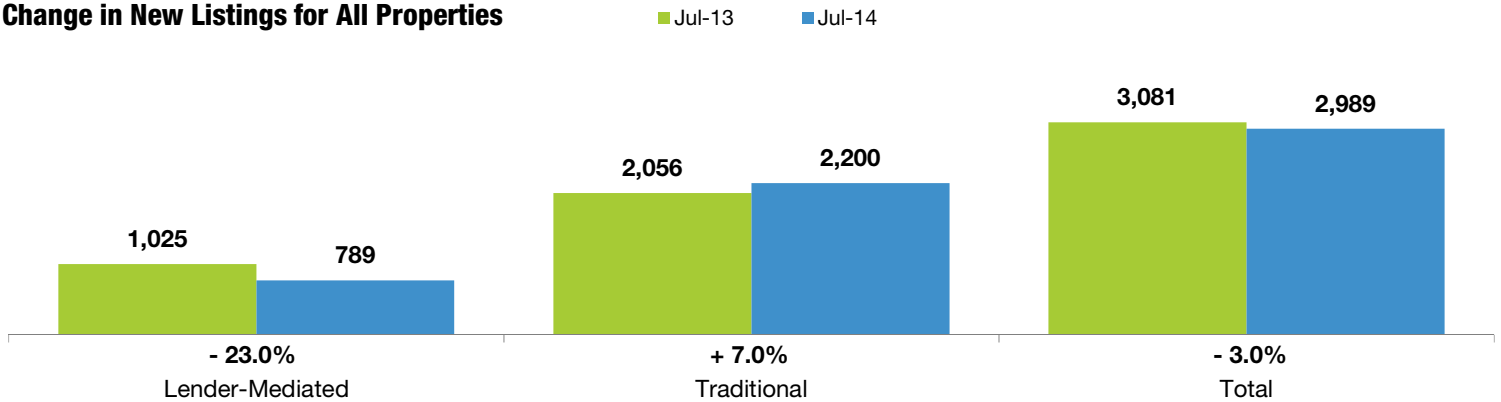
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## New Listings

|                       | Lender-Mediated |            |                | Traditional  |              |               | Total        |              |               | Share of Activity that was Lender-Mediated |              |
|-----------------------|-----------------|------------|----------------|--------------|--------------|---------------|--------------|--------------|---------------|--|--------------|
|                       | Jul-13          | Jul-14     | + / -          | Jul-13       | Jul-14       | + / -         | Jul-13       | Jul-14       | + / -         | Jul-13                                     | Jul-14       |
| Single-Family         | 838             | 643        | - 23.3%        | 1,774        | 1,904        | + 7.3%        | 2,612        | 2,547        | - 2.5%        | 32.1%                                      | 25.2%        |
| Condo-Townhouse       | 187             | 146        | - 21.9%        | 282          | 296          | + 5.0%        | 469          | 442          | - 5.8%        | 39.9%                                      | 33.0%        |
| <b>All Properties</b> | <b>1,025</b>    | <b>789</b> | <b>- 23.0%</b> | <b>2,056</b> | <b>2,200</b> | <b>+ 7.0%</b> | <b>3,081</b> | <b>2,989</b> | <b>- 3.0%</b> | <b>33.3%</b>                               | <b>26.4%</b> |

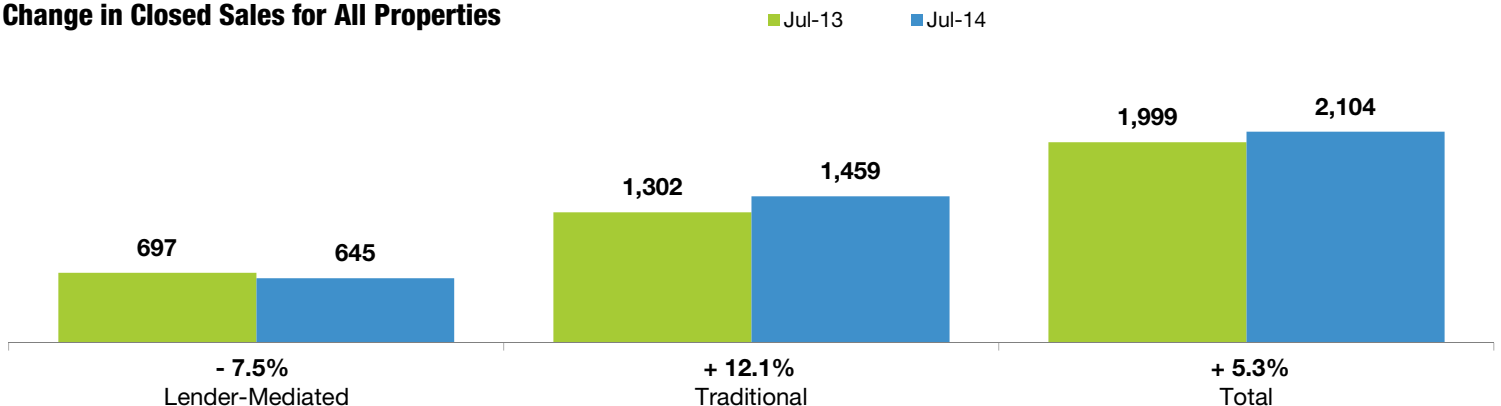
### Change in New Listings for All Properties



## Closed Sales

|                       | Lender-Mediated |            |               | Traditional  |              |                | Total        |              |               | Share of Activity that was Lender-Mediated |              |
|-----------------------|-----------------|------------|---------------|--------------|--------------|----------------|--------------|--------------|---------------|--|--------------|
|                       | Jul-13          | Jul-14     | + / -         | Jul-13       | Jul-14       | + / -          | Jul-13       | Jul-14       | + / -         | Jul-13                                     | Jul-14       |
| Single-Family         | 568             | 538        | - 5.3%        | 1,142        | 1,273        | + 11.5%        | 1,710        | 1,811        | + 5.9%        | 33.2%                                      | 29.7%        |
| Condo-Townhouse       | 129             | 107        | - 17.1%       | 160          | 186          | + 16.3%        | 289          | 293          | + 1.4%        | 44.6%                                      | 36.5%        |
| <b>All Properties</b> | <b>697</b>      | <b>645</b> | <b>- 7.5%</b> | <b>1,302</b> | <b>1,459</b> | <b>+ 12.1%</b> | <b>1,999</b> | <b>2,104</b> | <b>+ 5.3%</b> | <b>34.9%</b>                               | <b>30.7%</b> |

### Change in Closed Sales for All Properties



# Lender-Mediated Report

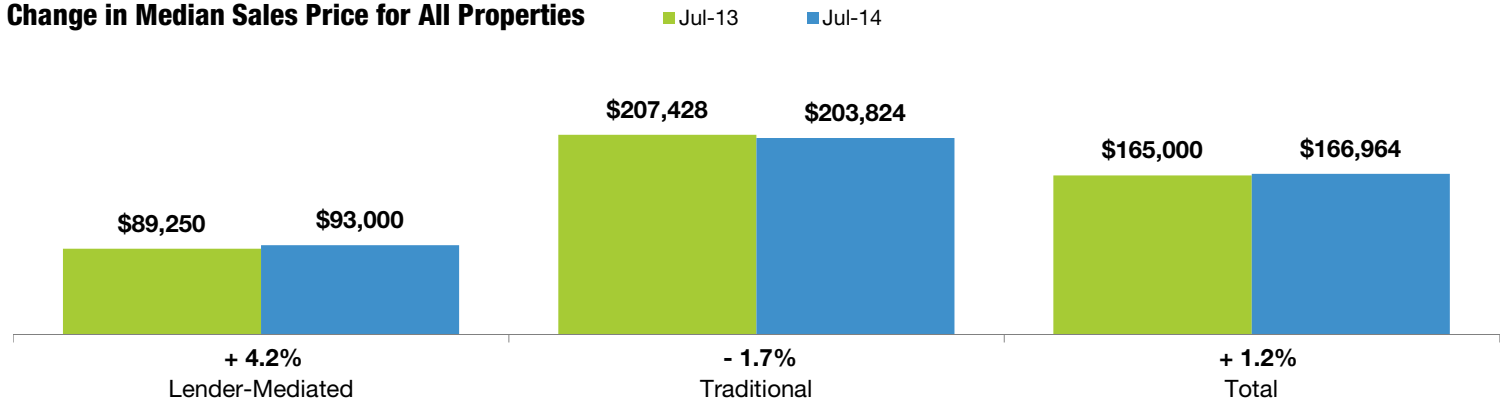
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## Median Sales Price

|                       | Lender-Mediated |                 |               | Traditional      |                  |               | Total            |                  |               |
|-----------------------|-----------------|-----------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|
|                       | Jul-13          | Jul-14          | + / -         | Jul-13           | Jul-14           | + / -         | Jul-13           | Jul-14           | + / -         |
| Single-Family         | \$105,000       | \$100,050       | - 4.7%        | \$215,000        | \$215,000        | 0.0%          | \$176,000        | \$176,500        | + 0.3%        |
| Condo-Townhouse       | \$70,000        | \$89,000        | + 27.1%       | \$145,995        | \$135,750        | - 7.0%        | \$99,350         | \$166,964        | + 68.1%       |
| <b>All Properties</b> | <b>\$89,250</b> | <b>\$93,000</b> | <b>+ 4.2%</b> | <b>\$207,428</b> | <b>\$203,824</b> | <b>- 1.7%</b> | <b>\$165,000</b> | <b>\$166,964</b> | <b>+ 1.2%</b> |

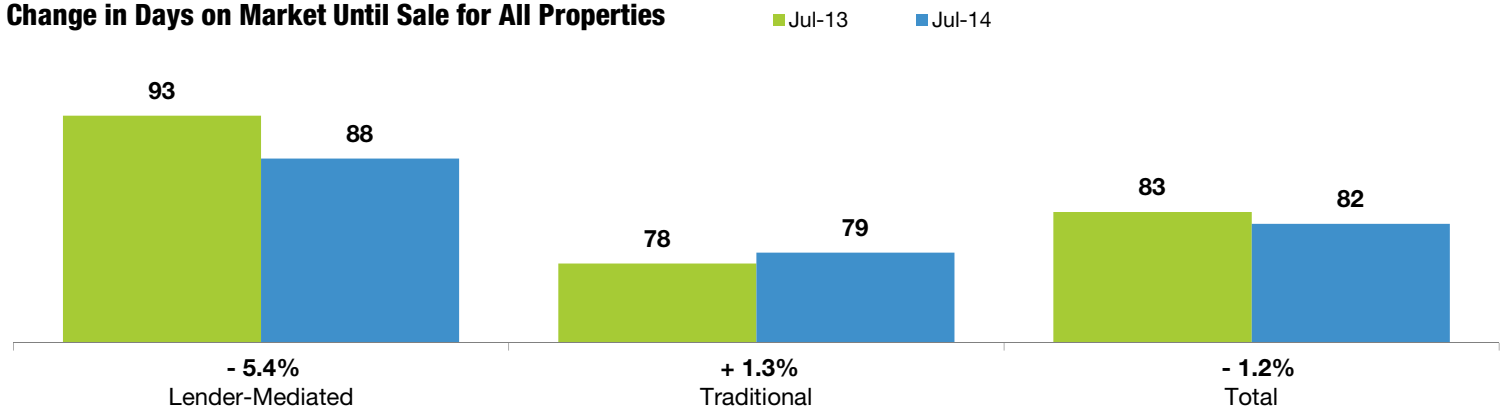
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

|                       | Lender-Mediated |           |               | Traditional |           |               | Total     |           |               |
|-----------------------|-----------------|-----------|---------------|-------------|-----------|---------------|-----------|-----------|---------------|
|                       | Jul-13          | Jul-14    | + / -         | Jul-13      | Jul-14    | + / -         | Jul-13    | Jul-14    | + / -         |
| Single-Family         | 94              | 88        | - 6.3%        | 78          | 80        | + 2.1%        | 84        | 82        | - 1.4%        |
| Condo-Townhouse       | 85              | 88        | + 3.3%        | 76          | 73        | - 3.6%        | 80        | 78        | - 1.8%        |
| <b>All Properties</b> | <b>93</b>       | <b>88</b> | <b>- 5.4%</b> | <b>78</b>   | <b>79</b> | <b>+ 1.3%</b> | <b>83</b> | <b>82</b> | <b>- 1.2%</b> |

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



# Lender-Mediated Report

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## Lender-Mediated Activity by Area

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

### July 2014

|                                       | Inventory | Share | + / -  | Closed Sales | Share  | + / -   | Median Sales Price | + / -   | Average Sales Price | + / -   |
|---------------------------------------|-----------|-------|--------|--------------|--------|---------|--------------------|---------|---------------------|---------|
| 011-SAN MARCO                         | 10        | 9.8%  | -60.0% | 4            | 25.0%  | -42.9%  | \$260,500          | 13.8%   | \$306,313           | 6.5%    |
| 012-SAN JOSE                          | 32        | 17.6% | -39.6% | 10           | 25.6%  | -44.4%  | \$175,000          | 23.7%   | \$235,178           | 21.0%   |
| 013-BEAUCLERC/MANDARIN N              | 53        | 29.1% | -36.1% | 22           | 42.3%  | 4.8%    | \$149,550          | 0.8%    | \$145,811           | -6.1%   |
| 014-MANDARIN                          | 55        | 20.4% | -48.6% | 18           | 24.7%  | -28.0%  | \$192,000          | -4.5%   | \$241,967           | 7.0%    |
| 015-BARTRAM                           | 30        | 27.8% | -43.4% | 10           | 30.3%  | 11.1%   | \$190,000          | 2.4%    | \$198,603           | 8.8%    |
| 021-ST NICHOLAS                       | 18        | 20.7% | -66.0% | 7            | 46.7%  | -12.5%  | \$48,900           | -55.1%  | \$55,079            | -49.7%  |
| 022-GROVE PK/SAN SOUCI                | 56        | 38.1% | -35.6% | 20           | 42.6%  | -4.8%   | \$109,000          | 35.7%   | \$119,447           | 19.5%   |
| 023-E OF SS BLVD                      | 49        | 28.3% | -52.0% | 26           | 49.1%  | 30.0%   | \$120,000          | -0.5%   | \$139,091           | 0.9%    |
| 024-BAYMEADOWS/DEERWOOD               | 56        | 25.8% | -23.3% | 11           | 29.7%  | -56.0%  | \$125,000          | -0.4%   | \$214,938           | 5.3%    |
| 025-ICW N-BCH & S ATL                 | 23        | 24.0% | -43.9% | 8            | 26.7%  | 60.0%   | \$193,000          | -19.6%  | \$207,176           | -13.9%  |
| 026-ICW S-BCH & N JTB                 | 38        | 15.0% | -5.0%  | 11           | 23.4%  | -8.3%   | \$252,400          | -4.8%   | \$273,557           | -7.8%   |
| 027-ICW S-JTB                         | 11        | 15.1% | -52.2% | 6            | 33.3%  | 100.0%  | \$224,750          | 5.0%    | \$312,972           | 0.8%    |
| 031-RIVERSIDE                         | 6         | 10.0% | -60.0% | 0            | 0.0%   | -100.0% | \$176,500          | 75.5%   | \$174,808           | 68.0%   |
| 032-AVONDALE                          | 13        | 10.0% | -50.0% | 2            | 14.3%  | -66.7%  | \$259,000          | 44.7%   | \$465,014           | 144.5%  |
| 033-ORTEGA/VENETIA                    | 4         | 5.0%  | -66.7% | 3            | 27.3%  | 50.0%   | \$195,000          | -36.3%  | \$316,303           | -21.8%  |
| 041-ARLINGTON                         | 90        | 32.5% | -51.1% | 37           | 48.7%  | -14.0%  | \$95,108           | 6.9%    | \$110,943           | 0.2%    |
| 042-FT CAROLINE                       | 49        | 30.1% | -41.0% | 16           | 34.8%  | 23.1%   | \$136,500          | -6.5%   | \$161,971           | -2.3%   |
| 043-ICW N-ATLANTIC BLVD               | 38        | 25.9% | -43.3% | 15           | 33.3%  | 66.7%   | \$172,500          | -6.8%   | \$250,082           | -19.8%  |
| 051-MURRAY HILL                       | 26        | 29.9% | -35.0% | 7            | 41.2%  | 16.7%   | \$68,000           | 28.3%   | \$71,766            | 11.9%   |
| 052-LAKESHORE                         | 23        | 37.1% | -42.5% | 8            | 66.7%  | -33.3%  | \$35,000           | -10.2%  | \$66,616            | 54.8%   |
| 053-HYDE GROVE AREA                   | 22        | 37.3% | -31.3% | 3            | 37.5%  | -72.7%  | \$86,500           | 137.0%  | \$89,950            | 66.2%   |
| 054-CEDAR HILLS                       | 10        | 33.3% | -56.5% | 3            | 33.3%  | -66.7%  | \$69,000           | 72.5%   | \$67,556            | 49.5%   |
| 055-CONF PT/ORTEGA FARMS              | 6         | 16.7% | -50.0% | 0            | 0.0%   | -100.0% | \$162,000          | 52.5%   | \$230,490           | 60.7%   |
| 056-YUKN/WESC/OAK H                   | 46        | 42.2% | -22.0% | 9            | 37.5%  | -62.5%  | \$48,150           | -17.0%  | \$65,893            | -5.3%   |
| 061-NORMANDY AREA                     | 28        | 36.8% | -17.6% | 13           | 56.5%  | 116.7%  | \$128,000          | 34.7%   | \$123,022           | 12.1%   |
| 062-CRYSTAL SPR/COUNTRY CREEK         | 21        | 28.4% | -46.2% | 9            | 47.4%  | 125.0%  | \$95,000           | -35.8%  | \$97,838            | -33.5%  |
| 063-JACKSONVILLE HEIGHTS/OAK HILL     | 43        | 53.1% | -49.4% | 9            | 40.9%  | -35.7%  | \$65,150           | 33.2%   | \$71,956            | 23.6%   |
| 064-BENT CREEK/PLUM TREE              | 11        | 18.3% | -52.2% | 6            | 28.6%  | -14.3%  | \$179,990          | 23.4%   | \$162,236           | 15.2%   |
| 065-PANTHER CREEK/ADAMS LK/DUVAL SW   | 7         | 20.6% | -46.2% | 4            | 100.0% | -20.0%  | \$117,000          | -16.4%  | \$101,500           | -32.4%  |
| 066-CECIL COMMERCE AREA               | 3         | 9.4%  | -66.7% | 2            | 33.3%  | 100.0%  | \$224,495          | 3.2%    | \$200,870           | -14.5%  |
| 067-COLINS RD/ARGYLE/OKLEAFPLNT-DUVAL | 34        | 43.6% | -55.8% | 12           | 38.7%  | -42.9%  | \$109,500          | -4.8%   | \$110,338           | 2.9%    |
| 071-BRENTWOOD/EVERGREEN               | 27        | 30.3% | -40.0% | 12           | 80.0%  | 20.0%   | \$21,000           | -25.0%  | \$24,607            | -38.8%  |
| 072-SPRINGFIELD                       | 18        | 24.0% | -52.6% | 6            | 54.5%  | -33.3%  | \$82,950           | 116.3%  | \$90,350            | 62.6%   |
| 073-DOWNTOWN JAX/NORTHBANK            | 1         | 16.7% | -90.0% | 0            | 0.0%   | --      | \$119,000          | -10.5%  | \$119,000           | -10.5%  |
| 074-PAXON                             | 36        | 24.7% | -35.7% | 13           | 50.0%  | 0.0%    | \$20,000           | -24.5%  | \$56,270            | 42.2%   |
| 075-TROUT RIV/COLLEGE PRK/RIBAULT MNR | 100       | 38.3% | -36.7% | 21           | 70.0%  | 23.5%   | \$18,600           | -28.5%  | \$28,302            | -23.0%  |
| 081-MARIETA/WHITHSE/BALDWIN           | 54        | 43.2% | 25.6%  | 9            | 47.4%  | 80.0%   | \$126,000          | -7.5%   | \$133,950           | 16.7%   |
| 082-DINSMORE/NORTHWEST DUVAL          | 6         | 46.2% | 0.0%   | 0            | --     | -100.0% | \$0                | -100.0% | \$0                 | -100.0% |
| 091-GARDN CTY/AIRPORT                 | 55        | 37.7% | -33.7% | 19           | 42.2%  | -29.6%  | \$137,500          | 51.8%   | \$138,665           | 33.4%   |
| 092-OCEANWAY/PECAN PARK               | 47        | 32.2% | -23.0% | 11           | 37.9%  | 83.3%   | \$186,000          | 4.5%    | \$177,332           | 2.7%    |
| 095-SAN MATEO/EASTPORT                | 8         | 19.0% | 14.3%  | 3            | 42.9%  | -25.0%  | \$80,000           | 11.1%   | \$116,688           | 1.8%    |
| 096-FT GEORGE/BLOUNT IS/CEDAR PT      | 32        | 23.2% | -22.0% | 9            | 34.6%  | 28.6%   | \$173,495          | 2.1%    | \$179,132           | 4.4%    |
| 121-FLEMING ISLAND-NE                 | 3         | 25.0% | 50.0%  | 0            | --     | -100.0% | \$0                | -100.0% | \$0                 | -100.0% |
| 122-FLEMING ISLAND-NW                 | 15        | 16.1% | -40.0% | 2            | 14.3%  | --      | \$267,050          | 6.8%    | \$322,179           | 8.6%    |
| 123-FLEMING ISLAND-SE                 | 12        | 26.1% | 9.1%   | 1            | 11.1%  | -50.0%  | \$179,000          | -15.2%  | \$271,528           | 18.7%   |
| 124-FLEMING ISLAND-SW                 | 18        | 22.5% | -37.9% | 4            | 18.2%  | -60.0%  | \$220,000          | 33.3%   | \$229,079           | 21.6%   |
| 131-MDWBK/LOCH RANE                   | 8         | 20.0% | -55.6% | 1            | 9.1%   | --      | \$240,000          | 20.8%   | \$199,027           | -0.1%   |
| 132-BELLAIR/GROVE PARK                | 19        | 55.9% | -13.6% | 1            | 25.0%  | -50.0%  | \$55,000           | -54.5%  | \$76,013            | -28.4%  |
| 133-NORTH ORANGE PK                   | 4         | 25.0% | 33.3%  | 0            | 0.0%   | --      | \$286,250          | 0.0%    | \$286,250           | 0.0%    |
| 134-SOUTH BLANDING                    | 18        | 38.3% | -14.3% | 4            | 26.7%  | -20.0%  | \$149,900          | 13.8%   | \$135,427           | -16.2%  |

# 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.

| July 2014                          | Inventory | Share | + / -   | Closed Sales | Share  | + / -   | Median Sales Price | + / -   | Average Sales Price | + / -   |
|------------------------------------|-----------|-------|---------|--------------|--------|---------|--------------------|---------|---------------------|---------|
| 135-PARK W/MONTCLAIR               | 7         | 26.9% | -30.0%  | 0            | 0.0%   | -100.0% | \$151,250          | 4.4%    | \$155,567           | 16.6%   |
| 136-LAKESIDE EST                   | 7         | 28.0% | -50.0%  | 2            | 40.0%  | 0.0%    | \$89,000           | -33.5%  | \$90,666            | -22.1%  |
| 137-DOCTORS LAKE                   | 5         | 12.8% | -61.5%  | 6            | 85.7%  | 100.0%  | \$465,000          | 55.0%   | \$352,057           | -8.7%   |
| 138-TNGLWD/ORANGE PRK S            | 31        | 50.0% | -24.4%  | 11           | 47.8%  | 10.0%   | \$115,000          | 23.7%   | \$112,131           | 0.6%    |
| 139-OAKLEAF PLNTN/ORANGE PARK NW   | 46        | 17.7% | -50.0%  | 20           | 31.7%  | 5.3%    | \$199,990          | 14.5%   | \$205,983           | 6.3%    |
| 141-MIDDLEBURG                     | 17        | 22.1% | 6.3%    | 3            | 15.8%  | -25.0%  | \$113,000          | 4.7%    | \$133,831           | 36.6%   |
| 142-MIDDLEBURG E/LAKE ASBURY       | 35        | 22.3% | -35.2%  | 11           | 30.6%  | -15.4%  | \$144,950          | 11.5%   | \$162,642           | 11.8%   |
| 143-FOXMEADOW AREA                 | 20        | 23.3% | -20.0%  | 2            | 15.4%  | -33.3%  | \$198,000          | 23.3%   | \$189,789           | 19.0%   |
| 144-MIDDLEBURG-SE                  | 6         | 23.1% | 0.0%    | 2            | 100.0% | -33.3%  | \$87,000           | -30.7%  | \$87,000            | -11.1%  |
| 145-MIDDLEBURG-SW                  | 22        | 37.9% | -8.3%   | 5            | 41.7%  | -28.6%  | \$75,000           | 49.8%   | \$101,134           | 24.5%   |
| 151-KEYSTONE HGTS                  | 25        | 19.5% | -13.8%  | 4            | 26.7%  | -20.0%  | \$90,000           | -1.4%   | \$101,209           | -7.6%   |
| 152-KINGSLEY LAKE                  | 0         | 0.0%  | --      | 0            | --     | --      | \$0                | 0.0%    | \$0                 | 0.0%    |
| 161-GREEN COVE SPRS                | 19        | 22.9% | -45.7%  | 9            | 40.9%  | 125.0%  | \$121,000          | -48.5%  | \$143,709           | -42.0%  |
| 162-RUSS L/PEN FRMS                | 1         | 16.7% | 0.0%    | 0            | --     | --      | \$0                | -100.0% | \$0                 | -100.0% |
| 211-JACKSONVILLE BCH-NE            | 4         | 16.0% | -20.0%  | 1            | 25.0%  | --      | \$592,500          | -4.4%   | \$561,250           | -8.6%   |
| 212-JACKSONVILLE BCH-SE            | 4         | 5.3%  | -73.3%  | 3            | 15.8%  | 50.0%   | \$459,000          | 41.2%   | \$553,539           | 33.9%   |
| 213-JACKSONVILLE BCH-NW            | 5         | 11.6% | -58.3%  | 2            | 15.4%  | -50.0%  | \$272,797          | 28.4%   | \$329,542           | 44.8%   |
| 214-JACKSONVILLE BCH-SW            | 11        | 12.2% | -54.2%  | 3            | 18.8%  | -40.0%  | \$332,500          | 20.9%   | \$437,722           | 50.1%   |
| 221-NEPTUNE BCH-EAST               | 0         | 0.0%  | -100.0% | 0            | 0.0%   | -100.0% | \$490,000          | -24.6%  | \$490,000           | -31.6%  |
| 222-NEPTUNE BCH-WEST               | 5         | 14.7% | -58.3%  | 4            | 30.8%  | 300.0%  | \$300,000          | -6.9%   | \$297,731           | -5.1%   |
| 231-ATLANTIC BCH-EAST              | 11        | 11.7% | -42.1%  | 2            | 11.8%  | -33.3%  | \$305,000          | -32.2%  | \$458,456           | -12.4%  |
| 232-ATLANTIC BCH/MAYPORT-WEST      | 8         | 22.9% | -55.6%  | 5            | 45.5%  | 400.0%  | \$120,000          | -6.8%   | \$155,073           | 24.2%   |
| 251-PVB E A1A-N CORONA             | 2         | 8.0%  | --      | 1            | 33.3%  | 0.0%    | \$552,500          | -30.5%  | \$879,833           | 11.6%   |
| 252-PVB W A1A-N SOLANA             | 10        | 13.3% | -44.4%  | 2            | 10.5%  | 100.0%  | \$630,000          | 9.6%    | \$774,027           | 30.1%   |
| 261-PVB E A1A-S CORONA             | 11        | 11.1% | 0.0%    | 1            | 4.3%   | -50.0%  | \$390,000          | 36.8%   | \$431,331           | -2.4%   |
| 262-PVB W A1A-S SOLANA/PALM VALLEY | 10        | 10.9% | -44.4%  | 3            | 10.3%  | -40.0%  | \$600,000          | 83.5%   | \$608,574           | 42.0%   |
| 263-PVB W A1A-S CR-210             | 3         | 4.2%  | -57.1%  | 0            | 0.0%   | -100.0% | \$775,000          | 29.2%   | \$837,400           | 27.6%   |
| 264-SOUTH PVB/VILANO BCH           | 11        | 10.7% | 22.2%   | 1            | 14.3%  | -66.7%  | \$770,000          | 136.9%  | \$719,786           | 58.5%   |
| 265-PONTE VEDRA/NOCATEE-STJ        | 5         | 4.4%  | -58.3%  | 2            | 3.7%   | 0.0%    | \$280,438          | 0.3%    | \$329,222           | -10.4%  |
| 301-JUL CK/SWITZ                   | 50        | 14.6% | -23.1%  | 11           | 10.1%  | -38.9%  | \$290,000          | 4.5%    | \$318,374           | 8.0%    |
| 302-ORANGEDALE AREA                | 2         | 6.7%  | -33.3%  | 2            | 40.0%  | 100.0%  | \$344,054          | 53.0%   | \$331,211           | -24.6%  |
| 303-PALMO/SIX MILE AREA            | 4         | 22.2% | 33.3%   | 1            | 50.0%  | -50.0%  | \$249,750          | 1.9%    | \$249,750           | -8.5%   |
| 304- 210 SOUTH                     | 20        | 20.2% | -16.7%  | 9            | 28.1%  | 28.6%   | \$293,277          | 23.9%   | \$312,900           | 18.7%   |
| 305-WORLD GOLF V-CENTRAL           | 3         | 5.3%  | -40.0%  | 1            | 10.0%  | -75.0%  | \$235,500          | -5.8%   | \$259,850           | 27.8%   |
| 306-WORLD GOLF V-NE                | 0         | --    | --      | 0            | --     | --      | \$0                | 0.0%    | \$0                 | 0.0%    |
| 307-WORLD GOLF V-SE                | 0         | 0.0%  | -100.0% | 0            | --     | --      | \$0                | -100.0% | \$0                 | -100.0% |
| 308-WORLD GOLF V-SW                | 11        | 11.0% | 0.0%    | 3            | 10.0%  | --      | \$237,464          | 16.1%   | \$241,468           | 12.3%   |
| 309-WORLD GOLF V-WEST              | 19        | 15.2% | -17.4%  | 3            | 14.3%  | 0.0%    | \$220,000          | 7.8%    | \$256,446           | 9.3%    |
| 312-PALENCIA AREA                  | 6         | 8.7%  | -50.0%  | 1            | 5.9%   | -50.0%  | \$299,999          | -21.1%  | \$386,395           | -6.5%   |
| 313-WHITECASTLE/AIRPORT AREA       | 5         | 22.7% | 400.0%  | 0            | 0.0%   | --      | \$181,000          | -40.5%  | \$181,000           | -40.5%  |
| 321-NORTH CITY                     | 1         | 8.3%  | -66.7%  | 1            | 33.3%  | --      | \$195,000          | -19.9%  | \$228,300           | -6.2%   |
| 322-DOWNTOWN ST AUGUSTINE          | 3         | 11.5% | 0.0%    | 0            | 0.0%   | --      | \$1,204,000        | 576.4%  | \$1,204,000         | 554.7%  |
| 323-DAVIS SHORES                   | 2         | 5.9%  | 100.0%  | 0            | 0.0%   | --      | \$578,000          | 83.5%   | \$718,150           | 128.0%  |
| 331-ST AUGUSTINE BCH               | 11        | 9.1%  | -38.9%  | 2            | 11.8%  | --      | \$331,000          | 25.6%   | \$397,515           | 36.7%   |
| 332-CRESCENT BCH/SUMMER HVN        | 0         | 0.0%  | -100.0% | 0            | 0.0%   | --      | \$256,000          | 120.7%  | \$256,000           | 120.7%  |
| 333-ST JOHNS CO-SE                 | 0         | 0.0%  | -100.0% | 0            | 0.0%   | --      | \$315,000          | 0.0%    | \$315,000           | 0.0%    |
| 334-MOULTRIE/ST AUG SHORES         | 7         | 17.9% | -46.2%  | 0            | 0.0%   | -100.0% | \$169,500          | 18.1%   | \$174,374           | 18.8%   |
| 335-ST AUGUSTINE SOUTH             | 3         | 25.0% | -50.0%  | 0            | 0.0%   | -100.0% | \$162,500          | 18.6%   | \$162,500           | 19.2%   |
| 336-RAVENSWOOD/W AUGUSTINE         | 16        | 16.5% | -44.8%  | 7            | 25.0%  | 0.0%    | \$149,500          | -16.7%  | \$147,762           | -12.3%  |
| 337-OLD MOULTRIE RD/WILDWOOD       | 3         | 5.4%  | -70.0%  | 2            | 22.2%  | 0.0%    | \$219,990          | 21.4%   | \$206,895           | -4.2%   |

# 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.

| July 2014                            | Inventory | Share  | + / -   | Closed Sales | Share  | + / -   | Median Sales Price | + / -   | Average Sales Price | + / -   |
|--------------------------------------|-----------|--------|---------|--------------|--------|---------|--------------------|---------|---------------------|---------|
| 341-FLAGLER EST/HASTINGS             | 4         | 20.0%  | 0.0%    | 0            | 0.0%   | -100.0% | \$113,500          | 243.9%  | \$98,000            | 197.0%  |
| 342-ST JOHN SR 207 S/W I-95          | 2         | 15.4%  | -60.0%  | 1            | 33.3%  | 0.0%    | \$218,000          | 4.1%    | \$294,450           | 40.5%   |
| 343-MOLASSES JNCTN/ELKTON            | 0         | 0.0%   | -100.0% | 0            | --     | -100.0% | \$0                | -100.0% | \$0                 | -100.0% |
| 344-HASTINGS/TOCOI/RVRDALE           | 3         | 18.8%  | -50.0%  | 0            | 0.0%   | --      | \$301,250          | 0.0%    | \$301,250           | 0.0%    |
| 410-FERNANDINA BCH DOWNTOWN-WEST     | 2         | 28.6%  | 100.0%  | 1            | 100.0% | --      | \$40,000           | 0.0%    | \$40,000            | 0.0%    |
| 420-FERNANDINA BCH-DOWNTOWN-EAST     | 1         | 33.3%  | -66.7%  | 0            | --     | --      | \$0                | -100.0% | \$0                 | -100.0% |
| 430-NASSAU CNTY BEACHES-N            | 1         | 9.1%   | -66.7%  | 0            | --     | -100.0% | \$0                | -100.0% | \$0                 | -100.0% |
| 431-NASSAU CNTY BEACHES-S            | 3         | 50.0%  | 200.0%  | 0            | --     | --      | \$0                | -100.0% | \$0                 | -100.0% |
| 440-FERNANDINA BCH DOWNTOWN-SOUTH    | 1         | 20.0%  | -80.0%  | 1            | 100.0% | --      | \$87,000           | 0.0%    | \$87,000            | 0.0%    |
| 450-AMELIA ISLAND                    | 4         | 11.8%  | 0.0%    | 1            | 33.3%  | 0.0%    | \$419,900          | 16.3%   | \$357,467           | -2.2%   |
| 470-PINEY ISL AND AREA               | 0         | 0.0%   | -100.0% | 0            | --     | --      | \$0                | 0.0%    | \$0                 | 0.0%    |
| 471-NASSAU CO N-CHESTER/PIRATES WOOD | 10        | 22.2%  | -33.3%  | 1            | 9.1%   | -66.7%  | \$150,000          | 49.3%   | \$150,271           | -6.0%   |
| 472-ONEIL,NASSAVILLE,HOLLY PT        | 11        | 19.0%  | 0.0%    | 2            | 18.2%  | 100.0%  | \$207,872          | -15.1%  | \$238,961           | 13.6%   |
| 480-N-A1A/W LOFN CK                  | 2         | 100.0% | 0.0%    | 0            | --     | -100.0% | \$0                | -100.0% | \$0                 | -100.0% |
| 481-S-A1A/W LOFN CK                  | 6         | 30.0%  | -33.3%  | 1            | 20.0%  | -75.0%  | \$177,900          | 26.6%   | \$170,460           | 36.3%   |
| 490-CALLAHAN                         | 0         | --     | --      | 0            | --     | --      | \$0                | 0.0%    | \$0                 | 0.0%    |
| 491-HILLARD                          | 1         | 7.1%   | -87.5%  | 1            | 100.0% | --      | \$20,050           | 0.0%    | \$20,050            | 0.0%    |
| 492-W I-95/N FL LNE                  | 23        | 26.1%  | -48.9%  | 6            | 27.3%  | 100.0%  | \$177,900          | 10.7%   | \$176,369           | 13.8%   |
| 501-MACCLENNY AREA                   | 22        | 34.4%  | 37.5%   | 9            | 60.0%  | 200.0%  | \$123,000          | -8.9%   | \$121,033           | -12.1%  |
| 502-BAKER COUNTY-NW                  | 12        | 30.0%  | 20.0%   | 2            | 50.0%  | 100.0%  | \$102,500          | -18.0%  | \$113,225           | 14.2%   |
| 503-BAKER COUNTY-SOUTH               | 3         | 15.0%  | 0.0%    | 2            | 66.7%  | --      | \$75,500           | 0.0%    | \$114,500           | 0.0%    |
| 521-BRADFORD COUNTY-NE               | 8         | 32.0%  | 0.0%    | 1            | 100.0% | --      | \$44,000           | 0.0%    | \$44,000            | 0.0%    |
| 522-BRADFORD COUNTY-NW               | 9         | 20.5%  | -43.8%  | 1            | 20.0%  | -50.0%  | \$94,000           | -32.9%  | \$113,860           | -5.3%   |
| 523-BRADFORD COUNTY-SE               | 8         | 12.3%  | -20.0%  | 0            | 0.0%   | -100.0% | \$210,000          | 52.2%   | \$204,667           | -13.3%  |
| 524-BRADFORD COUNTY-SW               | 3         | 7.5%   | -40.0%  | 0            | 0.0%   | -100.0% | \$637,500          | 2218.2% | \$637,500           | 2218.2% |
| 541-UNION COUNTY-NORTH               | 1         | 50.0%  | -66.7%  | 0            | --     | --      | \$0                | 0.0%    | \$0                 | 0.0%    |
| 542-UNION COUNTY-SOUTH               | 4         | 66.7%  | -33.3%  | 1            | 50.0%  | --      | \$25,800           | 0.0%    | \$25,800            | 0.0%    |
| 561-GREATER PALATKA                  | 36        | 26.9%  | -21.7%  | 11           | 61.1%  | 57.1%   | \$59,450           | 32.1%   | \$80,098            | 6.2%    |
| 562-BARDIN/WEST BOSTWICK             | 1         | 14.3%  | -66.7%  | 0            | 0.0%   | --      | \$239,000          | 259.4%  | \$239,000           | 259.4%  |
| 563-E BOSTWICK/BRIDGEPORT/CEDAR CR   | 6         | 15.8%  | -33.3%  | 0            | 0.0%   | -100.0% | \$156,900          | -37.0%  | \$124,874           | -62.2%  |
| 564-E PALATKA/SAN MATEO/N SATSUMA    | 13        | 12.4%  | -60.6%  | 5            | 45.5%  | 25.0%   | \$59,300           | -8.8%   | \$70,418            | -55.9%  |
| 571-INTERLACHEN-SE                   | 3         | 15.8%  | -40.0%  | 0            | 0.0%   | --      | \$20,000           | -81.8%  | \$20,000            | -79.3%  |
| 572-INTERLACHEN-NE                   | 5         | 7.2%   | -61.5%  | 4            | 36.4%  | --      | \$36,900           | 73.6%   | \$49,082            | 131.0%  |
| 573-INTERLACHEN-SW                   | 2         | 7.1%   | -71.4%  | 0            | 0.0%   | -100.0% | \$79,000           | 97.5%   | \$79,000            | 48.1%   |
| 574-INTERLACHEN-NW                   | 4         | 8.7%   | -20.0%  | 1            | 33.3%  | 0.0%    | \$135,000          | 451.0%  | \$136,333           | 456.5%  |
| 575-WEST OF SR21                     | 2         | 6.3%   | -81.8%  | 0            | --     | -100.0% | \$0                | -100.0% | \$0                 | -100.0% |
| 576-GEORGES LAKE                     | 4         | 26.7%  | -33.3%  | 0            | --     | --      | \$0                | 0.0%    | \$0                 | 0.0%    |
| 581-SATSUMA/HOOT OWL RIDGE           | 4         | 8.3%   | -55.6%  | 0            | 0.0%   | --      | \$35,450           | -12.9%  | \$39,475            | -37.1%  |
| 582-POMONA PARK/WELAKA/LK COMO       | 6         | 6.3%   | -33.3%  | 0            | 0.0%   | -100.0% | \$40,000           | -42.0%  | \$77,571            | -6.9%   |
| 583-CRESCENT CITY/GEORGETOWN/FRUIT   | 4         | 5.1%   | -55.6%  | 1            | 16.7%  | --      | \$32,450           | -51.0%  | \$32,983            | -53.0%  |
| 584-OCALA NATIONAL FOREST/OKLAWAHA   | 0         | 0.0%   | --      | 0            | --     | --      | \$0                | 0.0%    | \$0                 | 0.0%    |