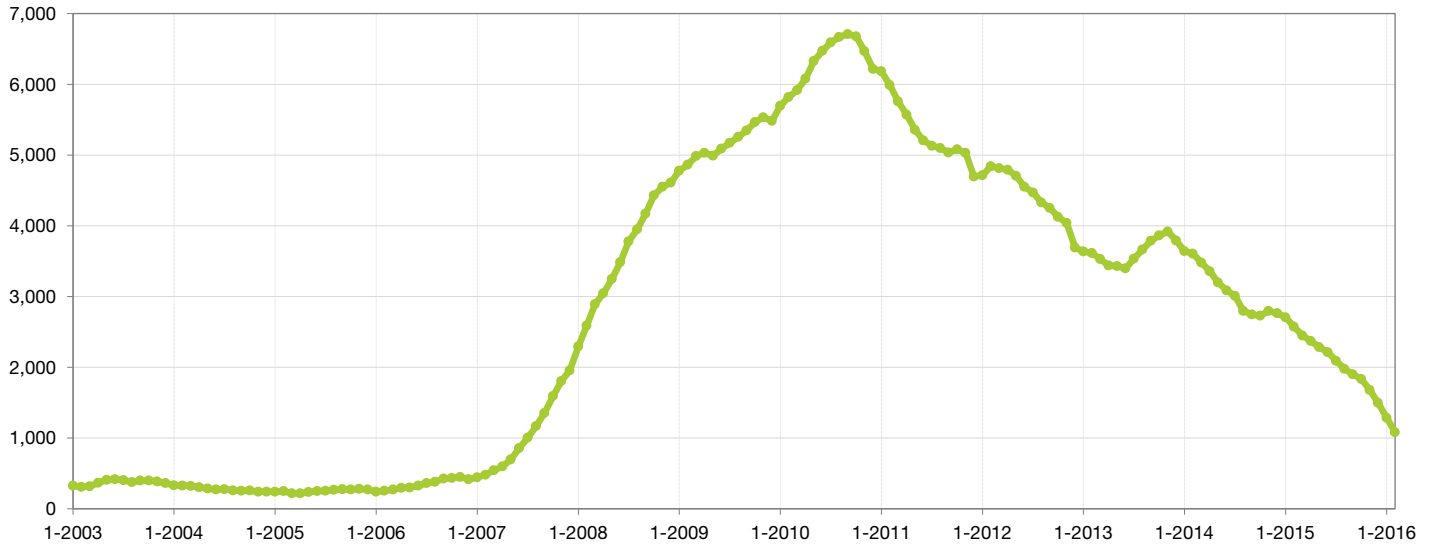


# Lender-Mediated Report

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

## Historical Inventory of Lender-Mediated Properties



## February 2016



New Listings in the Northeast Florida region increased 5.9 percent to 3,146.

- Traditional New Listings increased 18.6 percent to 2,651.
- Lender-mediated New Listings decreased 32.6 percent to 495.
- Share of all New Listings that were lender-mediated fell to 15.7 percent.

Closed Sales were up 5.9 percent to 1,782.

- Traditional Closed Sales were up 24.9 percent to 1,314.
- Lender-mediated Closed Sales were down 25.8 percent to 468.
- Share of all Closed Sales that were lender-mediated fell to 26.3 percent.

The Median Sales Price rose 3.2 percent to \$162,000.

- The traditional Median Sales Price declined 7.1 percent to \$195,000.
- The lender-mediated Median Sales Price declined 6.0 percent to \$79,900.

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>

### 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

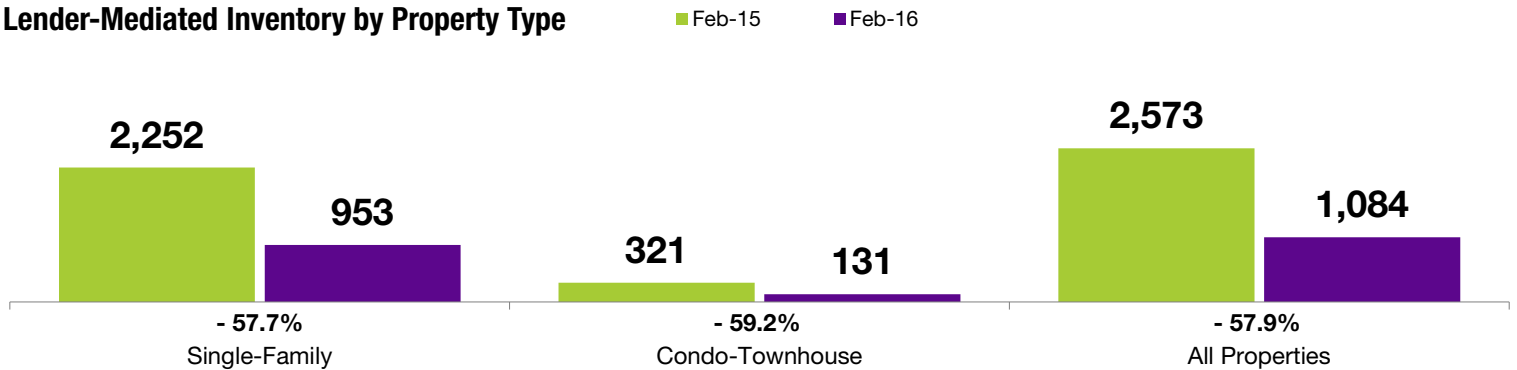
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## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Feb-15	Feb-16	+ / -	Feb-15	Feb-16	+ / -	Feb-15	Feb-16	+ / -	Feb-15	Feb-16
Single-Family	2,252	953	- 57.7%	7,124	6,903	- 3.1%	9,376	7,856	- 16.2%	24.0%	12.1%
Condo-Townhouse	321	131	- 59.2%	1,119	1,040	- 7.1%	1,440	1,171	- 18.7%	22.3%	11.2%
<b>All Properties</b>	<b>2,573</b>	<b>1,084</b>	<b>- 57.9%</b>	<b>8,243</b>	<b>7,943</b>	<b>- 3.6%</b>	<b>10,816</b>	<b>9,027</b>	<b>- 16.5%</b>	<b>23.8%</b>	<b>12.0%</b>

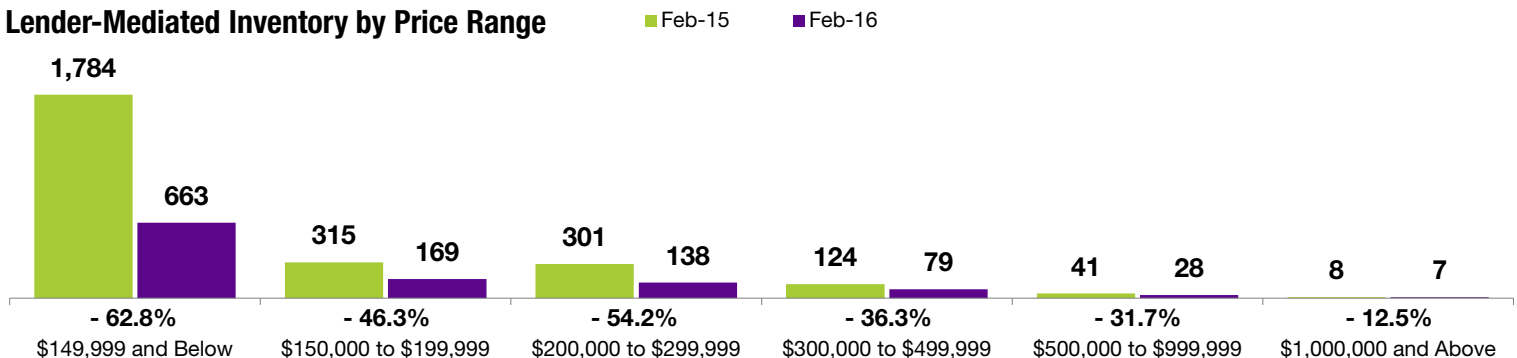
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Feb-15	Feb-16	+ / -	Feb-15	Feb-16	+ / -	Feb-15	Feb-16	+ / -	Feb-15	Feb-16
\$149,999 and Below	1,784	663	- 62.8%	2,398	2,052	- 14.4%	4,182	2,715	- 35.1%	42.7%	24.4%
\$150,000 to \$199,999	315	169	- 46.3%	1,161	1,031	- 11.2%	1,476	1,200	- 18.7%	21.3%	14.1%
\$200,000 to \$299,999	301	138	- 54.2%	1,876	1,677	- 10.6%	2,177	1,815	- 16.6%	13.8%	7.6%
\$300,000 to \$499,999	124	79	- 36.3%	1,610	1,756	+ 9.1%	1,734	1,835	+ 5.8%	7.2%	4.3%
\$500,000 to \$999,999	41	28	- 31.7%	875	997	+ 13.9%	916	1,025	+ 11.9%	4.5%	2.7%
\$1,000,000 and Above	8	7	- 12.5%	323	430	+ 33.1%	331	437	+ 32.0%	2.4%	1.6%
<b>All Price Ranges</b>	<b>2,573</b>	<b>1,084</b>	<b>- 57.9%</b>	<b>8,243</b>	<b>7,943</b>	<b>- 3.6%</b>	<b>10,816</b>	<b>9,027</b>	<b>- 16.5%</b>	<b>23.8%</b>	<b>12.0%</b>

### Lender-Mediated Inventory by Price Range



# Lender-Mediated Report

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

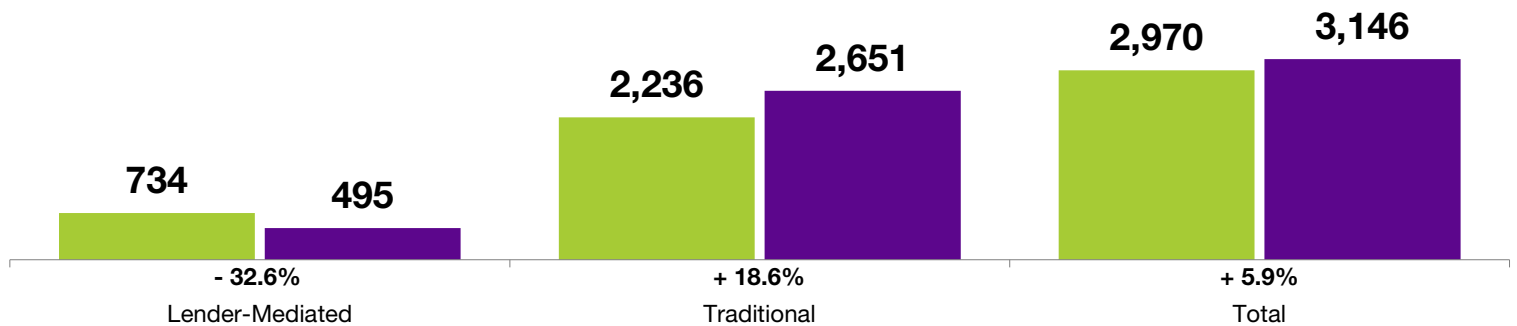


## New Listings

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Feb-15	Feb-16	+ / -	Feb-15	Feb-16	+ / -	Feb-15	Feb-16	+ / -	Feb-15	Feb-16
Single-Family	634	425	- 33.0%	1,912	2,258	+ 18.1%	2,546	2,683	+ 5.4%	24.9%	15.8%
Condo-Townhouse	100	70	- 30.0%	324	393	+ 21.3%	424	463	+ 9.2%	23.6%	15.1%
<b>All Properties</b>	<b>734</b>	<b>495</b>	<b>- 32.6%</b>	<b>2,236</b>	<b>2,651</b>	<b>+ 18.6%</b>	<b>2,970</b>	<b>3,146</b>	<b>+ 5.9%</b>	<b>24.7%</b>	<b>15.7%</b>

### Change in New Listings for All Properties

■ Feb-15 ■ Feb-16

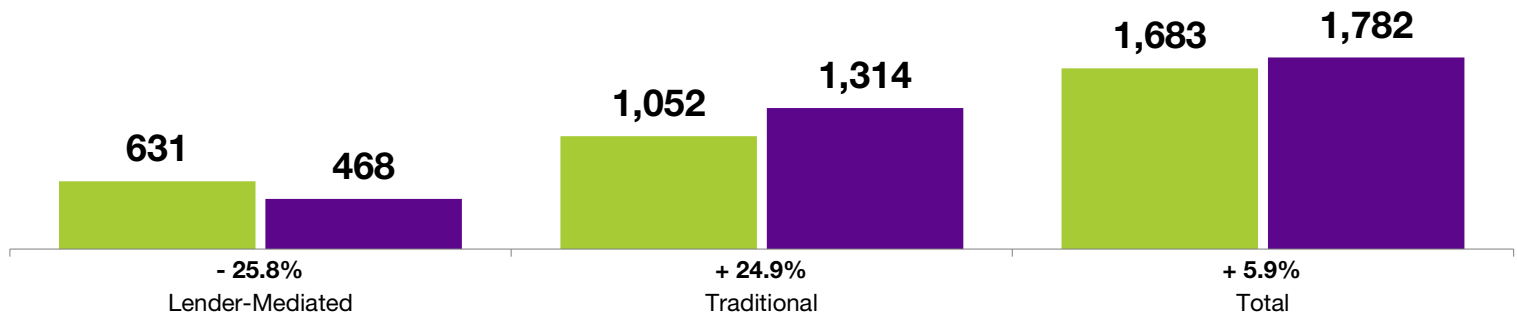


## Closed Sales

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Feb-15	Feb-16	+ / -	Feb-15	Feb-16	+ / -	Feb-15	Feb-16	+ / -	Feb-15	Feb-16
Single-Family	528	406	- 23.1%	886	1,091	+ 23.1%	1,414	1,497	+ 5.9%	37.3%	27.1%
Condo-Townhouse	103	62	- 39.8%	166	223	+ 34.3%	269	285	+ 5.9%	38.3%	21.8%
<b>All Properties</b>	<b>631</b>	<b>468</b>	<b>- 25.8%</b>	<b>1,052</b>	<b>1,314</b>	<b>+ 24.9%</b>	<b>1,683</b>	<b>1,782</b>	<b>+ 5.9%</b>	<b>37.5%</b>	<b>26.3%</b>

### Change in Closed Sales for All Properties

■ Feb-15 ■ Feb-16



# Lender-Mediated Report

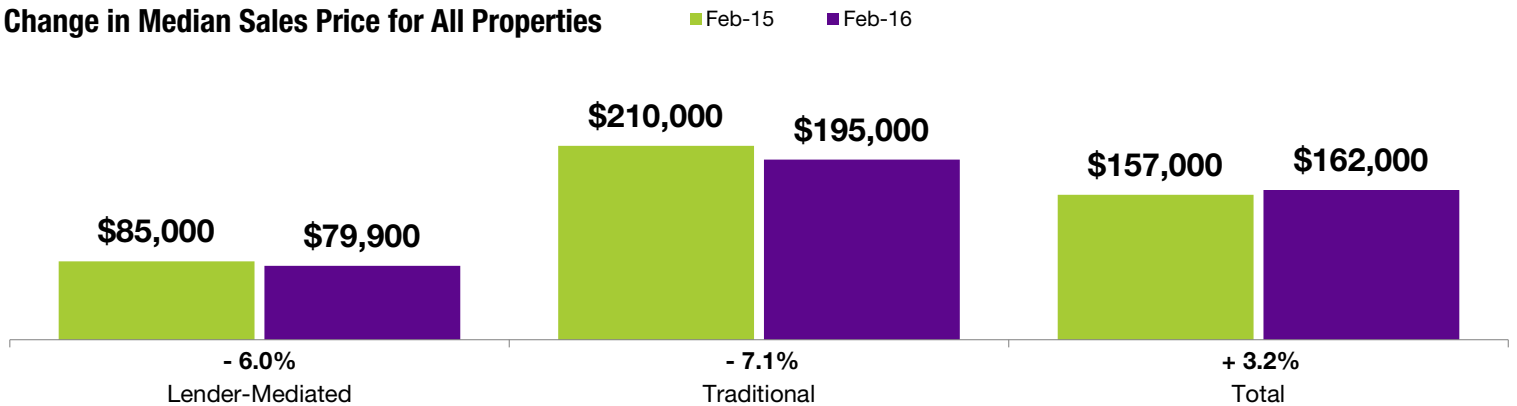
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## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Feb-15	Feb-16	+ / -	Feb-15	Feb-16	+ / -	Feb-15	Feb-16	+ / -
Single-Family	\$95,000	\$80,000	- 15.8%	\$215,280	\$208,000	- 3.4%	\$170,000	\$175,717	+ 3.4%
Condo-Townhouse	\$71,000	\$86,750	+ 22.2%	\$135,000	\$128,000	- 5.2%	\$106,000	\$162,000	+ 52.8%
<b>All Properties</b>	<b>\$85,000</b>	<b>\$79,900</b>	<b>- 6.0%</b>	<b>\$210,000</b>	<b>\$195,000</b>	<b>- 7.1%</b>	<b>\$157,000</b>	<b>\$162,000</b>	<b>+ 3.2%</b>

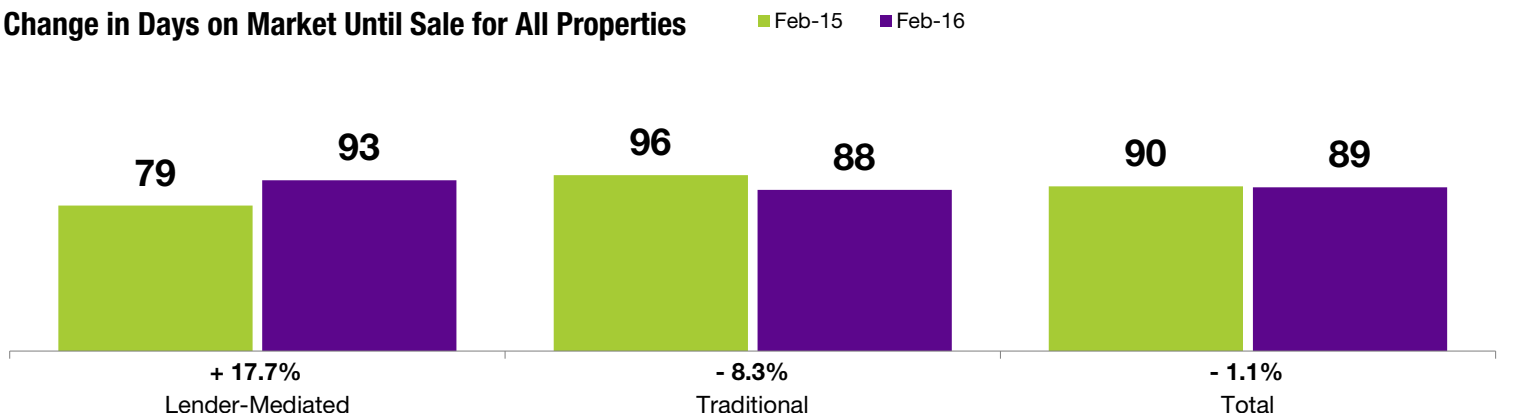
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Feb-15	Feb-16	+ / -	Feb-15	Feb-16	+ / -	Feb-15	Feb-16	+ / -
Single-Family	80	99	+ 23.8%	95	90	- 5.3%	89	92	+ 3.4%
Condo-Townhouse	77	57	- 26.0%	100	80	- 20.0%	91	75	- 17.6%
<b>All Properties</b>	<b>79</b>	<b>93</b>	<b>+ 17.7%</b>	<b>96</b>	<b>88</b>	<b>- 8.3%</b>	<b>90</b>	<b>89</b>	<b>- 1.1%</b>

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



# Lender-Mediated Report

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



## Lender-Mediated Activity by Area

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

### February 2016

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
<b>Baker County</b>	15	17.4%	-61.5%	3	27.3%	-62.5%	\$194,000	39.6%	\$172,050	17.3%
<b>Clay County</b>	193	17.5%	-56.6%	78	32.6%	-25.7%	\$157,500	13.7%	\$174,413	11.6%
<b>Duval County</b>	600	13.9%	-61.4%	288	27.6%	-27.8%	\$140,000	4.9%	\$177,921	2.9%
<b>Nassau County</b>	73	15.2%	-24.0%	32	43.8%	3.2%	\$172,250	-4.7%	\$177,366	-5.5%
<b>Putnam County</b>	63	10.3%	-46.6%	24	38.1%	-11.1%	\$53,250	2.6%	\$107,480	27.3%
<b>St. Johns County</b>	87	4.0%	-63.8%	32	9.8%	-37.3%	\$280,000	0.1%	\$326,461	-7.0%
011-SAN MARCO	7	8.2%	-12.5%	2	15.4%	-50.0%	\$310,000	52.1%	\$327,800	0.3%
012-SAN JOSE	15	9.6%	-59.5%	5	20.0%	25.0%	\$120,000	-9.8%	\$162,672	-27.6%
013-BEAUCLERC/MANDARIN NORTH	21	15.3%	-61.1%	12	25.5%	0.0%	\$149,500	-3.5%	\$178,772	12.0%
014-MANDARIN	21	10.2%	-67.7%	8	14.5%	-27.3%	\$194,000	-10.3%	\$229,142	-3.6%
015-BARTRAM	10	10.8%	-67.7%	5	11.1%	-28.6%	\$187,250	7.9%	\$204,527	9.9%
021-ST NICHOLAS AREA	9	11.0%	-71.9%	5	31.3%	-28.6%	\$65,100	-8.3%	\$93,200	-13.0%
022-GROVE PARK/SAN SOUCI	0	0.0%	-100.0%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD	16	13.9%	-74.6%	20	32.8%	-9.1%	\$125,000	11.1%	\$138,636	-1.0%
024-BAYMEADOWS/DEERWOOD	15	10.3%	-68.8%	3	9.4%	-81.3%	\$149,000	41.3%	\$213,581	34.5%
025-INTRACOASTAL WEST-NORTH OF BEACH BLVD	13	13.1%	-56.7%	5	20.0%	0.0%	\$216,000	6.0%	\$206,547	-14.4%
026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD	16	9.6%	-54.3%	5	12.8%	-54.5%	\$228,000	-27.0%	\$286,224	-10.5%
027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD	6	9.4%	-57.1%	2	25.0%	100.0%	\$184,000	-26.2%	\$385,875	21.5%
028-BAYARD	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
029-NOCATEE (DUVAL COUNTY)	1	2.5%	--	0	0.0%	--	\$348,990	-10.9%	\$351,862	-10.1%
031-RIVERSIDE	1	2.3%	-85.7%	0	0.0%	-100.0%	\$183,950	-1.9%	\$200,225	-20.5%
032-AVONDALE	7	6.5%	-61.1%	2	8.7%	-33.3%	\$275,000	10.0%	\$276,611	-20.8%
033-ORTEGA/VENETIA	6	7.6%	0.0%	1	11.1%	--	\$187,000	-39.0%	\$215,500	-38.7%
041-ARLINGTON	47	20.5%	-62.7%	26	34.2%	-13.3%	\$101,000	14.8%	\$114,152	17.5%
042-FT CAROLINE	21	16.7%	-53.3%	10	27.8%	-54.5%	\$157,250	-2.9%	\$170,527	7.1%
043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD	19	15.6%	-58.7%	8	25.0%	33.3%	\$188,677	-10.2%	\$244,226	32.5%
051-MURRAY HILL	7	9.9%	-66.7%	10	43.5%	25.0%	\$83,500	52.7%	\$88,512	40.8%
052-LAKESHORE	8	14.0%	-63.6%	8	53.3%	-11.1%	\$42,000	-11.6%	\$50,543	9.7%
053-HYDE GROVE AREA	8	14.0%	-69.2%	6	85.7%	-14.3%	\$75,000	15.4%	\$76,075	12.3%
054-CEDAR HILLS	6	18.8%	-60.0%	7	43.8%	133.3%	\$70,500	51.6%	\$78,535	4.0%
055-CONFEDERATE POINT/ORTEGA FARMS	1	2.7%	-92.9%	1	25.0%	0.0%	\$182,950	-41.6%	\$158,375	-49.5%
056-YUKON/WESCONNETT/OAK HILL	13	15.9%	-62.9%	14	63.6%	55.6%	\$59,300	-35.2%	\$85,058	-15.3%
061-NORMANDY AREA	20	21.7%	-42.9%	2	12.5%	-84.6%	\$118,838	32.1%	\$114,295	8.2%
062-CRYSTAL SPRINGS/COUNTRY CREEK AREA	11	17.2%	-70.3%	5	25.0%	-50.0%	\$144,000	16.6%	\$160,558	20.3%
063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES	25	29.8%	-35.9%	21	45.7%	40.0%	\$64,250	-1.9%	\$76,450	-11.4%
064-BENT CREEK/PLUM TREE	14	27.5%	7.7%	1	14.3%	-75.0%	\$150,000	2.4%	\$139,984	-12.3%
065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW	5	15.2%	-61.5%	2	40.0%	100.0%	\$147,630	-19.3%	\$124,468	-26.5%
066-CECIL COMMERCE AREA	2	14.3%	-75.0%	1	33.3%	0.0%	\$83,500	-37.6%	\$120,302	-14.9%
067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL)	22	24.7%	-51.1%	7	33.3%	-41.7%	\$127,000	10.1%	\$120,630	14.7%
071-BRENTWOOD/EVERGREEN	5	12.2%	-88.6%	6	31.6%	0.0%	\$25,000	13.6%	\$36,538	62.8%

# Lender-Mediated Report

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



## Lender-Mediated Activity by Area (cont.)

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

### February 2016

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
072-SPRINGFIELD	4	10.8%	-66.7%	2	25.0%	--	\$116,000	8.2%	\$126,856	5.1%
073-DOWNTOWN JACKSONVILLE-NORTHBANK	1	8.3%	-50.0%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
074-PAXON	16	16.0%	-68.0%	4	57.1%	-66.7%	\$21,000	33.3%	\$21,273	-18.9%
075-TROUT RIVER/COLLEGE PARK/RIBAUT MANOR	45	20.0%	-53.6%	22	56.4%	-12.0%	\$26,700	4.1%	\$33,341	-16.3%
076-DOWNTOWN JACKSONVILLE-EASTSIDE	5	41.7%	-66.7%	0	0.0%	-100.0%	\$30,000	114.3%	\$44,893	42.3%
081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST	16	28.6%	-61.9%	7	38.9%	-46.2%	\$166,065	31.7%	\$150,237	11.6%
082-DINSMORE/NORTHWEST DUVAL COUNTY	2	28.6%	-71.4%	2	100.0%	100.0%	\$18,250	46.0%	\$18,250	46.0%
091-GARDEN CITY/AIRPORT	30	22.2%	-58.3%	13	36.1%	-35.0%	\$175,500	43.3%	\$159,784	30.8%
092-OCEANWAY/PECAN PARK	20	12.5%	-42.9%	7	23.3%	-41.7%	\$191,503	39.8%	\$189,742	23.3%
095-SAN MATEO/EASTPORT	3	12.0%	-70.0%	1	14.3%	-50.0%	\$123,000	1.7%	\$134,143	9.7%
096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT	16	13.0%	-55.6%	6	35.3%	0.0%	\$192,500	15.0%	\$195,015	4.2%
121-FLEMING ISLAND-NE	1	9.1%	-66.7%	0	--	--	\$0	-100.0%	\$0	-100.0%
122-FLEMING ISLAND-NW	9	12.7%	-47.1%	1	7.1%	-75.0%	\$329,750	35.4%	\$371,536	9.3%
123-FLEMING ISLAND-SE	3	7.3%	-72.7%	3	25.0%	-50.0%	\$208,950	44.1%	\$191,992	27.0%
124-FLEMING ISLAND-SW	14	22.2%	-61.1%	4	30.8%	-20.0%	\$180,000	12.3%	\$200,192	16.0%
131-MEADOWBROOK/LOCH RANE	9	25.7%	12.5%	1	25.0%	-75.0%	\$101,500	-59.9%	\$97,056	-57.0%
132-BELLAIR/GROVE PARK	4	18.2%	-80.0%	4	36.4%	-55.6%	\$110,000	117.8%	\$101,353	82.5%
133-NORTH ORANGE PARK	3	17.6%	-25.0%	0	0.0%	-100.0%	\$125,000	-4.0%	\$125,000	0.1%
134-SOUTH BLANDING	18	36.7%	-37.9%	4	36.4%	100.0%	\$148,000	2.2%	\$151,845	14.6%
135-PARK WEST/MONTCLAIR	5	50.0%	-54.5%	3	60.0%	-25.0%	\$133,000	35.7%	\$135,700	40.9%
136-LAKESIDE ESTATES	3	14.3%	-70.0%	1	50.0%	-50.0%	\$126,750	1.5%	\$126,750	-11.2%
137-DOCTOR'S LAKE	7	21.9%	-12.5%	2	50.0%	-50.0%	\$162,450	8.3%	\$165,680	-1.4%
138-TANGLEWOOD/DOCTORS INLET	0	34.5%	-48.6%	--	48.4%	7.1%	--	-4.5%	--	-1.5%
139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY	38	19.7%	-45.7%	15	31.9%	36.4%	\$176,634	-9.4%	\$188,644	-5.4%
141-MIDDLEBURG NW	11	15.5%	-59.3%	3	30.0%	-40.0%	\$181,495	290.7%	\$185,815	140.7%
142-MIDDLEBURG EAST/LAKE ASBURY	18	17.5%	-60.9%	7	28.0%	-46.2%	\$173,000	19.3%	\$172,903	10.2%
143-FOXMEADOW AREA	5	7.6%	-76.2%	0	0.0%	-100.0%	\$199,000	4.7%	\$199,687	3.8%
144-MIDDLEBURG-SE	3	27.3%	-25.0%	3	60.0%	200.0%	\$54,000	-66.8%	\$80,880	-42.4%
145-MIDDLEBURG-SW	5	14.3%	-80.0%	6	75.0%	-14.3%	\$51,950	-2.0%	\$60,595	24.5%
151-KEYSTONE HEIGHTS	16	14.7%	-46.7%	4	36.4%	-33.3%	\$77,000	-8.1%	\$103,229	22.0%
152-KINGSLEY LAKE	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
161-GREEN COVE SPINGRS	0	0.0%	-100.0%	0	0.0%	-100.0%	\$0	-100.0%	\$0	-100.0%
162-RUSSELL LANDING/PENNY FARMS	0	0.0%	-100.0%	0	0.0%	--	\$0	0.0%	\$0	0.0%
211-JACKSONVILLE BEACH-NE	1	4.0%	-75.0%	1	33.3%	--	\$270,000	-56.5%	\$477,833	-9.6%
212-JACKSONVILLE BEACH-SE	2	3.5%	-81.8%	0	0.0%	-100.0%	\$459,213	13.4%	\$448,152	15.1%
213-JACKSONVILLE BEACH-NW	2	6.3%	-71.4%	0	0.0%	-100.0%	\$305,000	8.6%	\$277,400	-3.5%
214-JACKSONVILLE BEACH-SW	4	4.4%	-69.2%	0	0.0%	-100.0%	\$130,000	-49.0%	\$205,740	-32.2%
221-NEPTUNE BEACH-EAST	0	0.0%	-100.0%	0	0.0%	--	\$395,250	-60.9%	\$395,250	-60.9%
222-NEPTUNE BEACH-WEST	1	7.1%	-85.7%	0	0.0%	-100.0%	\$386,000	32.0%	\$380,300	26.2%
231-ATLANTIC BEACH-EAST	4	4.4%	-50.0%	0	0.0%	-100.0%	\$411,000	3.7%	\$756,266	79.6%

# Lender-Mediated Report

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



## Lender-Mediated Activity by Area (cont.)

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

### February 2016

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
232-ATLANTIC BEACH/MAYPORT-WEST	5	23.8%	-58.3%	3	42.9%	0.0%	\$130,500	45.8%	\$154,429	17.8%
251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD	0	0.0%	-100.0%	0	0.0%	--	\$2,099,500	0.0%	\$2,099,500	0.0%
252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD	6	8.1%	-57.1%	4	40.0%	100.0%	\$217,000	-64.0%	\$349,940	-45.9%
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%	-100.0%	0	0.0%	-100.0%	\$321,500	11.1%	\$414,429	-10.2%
262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD	7	6.9%	-58.8%	4	22.2%	33.3%	\$351,000	45.9%	\$447,758	38.0%
263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210	2	3.1%	-50.0%	0	0.0%	--	\$507,500	-6.0%	\$507,125	-28.8%
264-SOUTH PONTE VEDRA BEACH	2	4.3%	0.0%	0	0.0%	--	\$450,000	-37.9%	\$496,000	-71.1%
265-PONTE VEDRA/NOCATTEE-STJ	3	1.3%	-62.5%	0	0.0%	-100.0%	\$361,107	1.2%	\$393,174	9.7%
266-VILANO BEACH	0	0.0%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
271-NOCATTEE NORTH	0	0.0%	--	0	0.0%	--	\$336,821	0.0%	\$402,369	0.0%
272-NOCATTEE SOUTH	3	1.7%	-62.5%	0	0.0%	-100.0%	\$369,109	3.4%	\$386,935	7.9%
301-JULINGTON CREEK/SWITZERLAND	19	6.1%	-60.4%	8	14.8%	-46.7%	\$284,995	-8.1%	\$300,898	-10.2%
302-ORANGEDALE AREA	1	2.8%	0.0%	1	20.0%	--	\$349,900	39.4%	\$400,980	17.2%
303-PALMO/SIX MILE AREA	2	6.5%	-33.3%	0	0.0%	--	\$337,500	53.4%	\$337,500	53.4%
304- 210 SOUTH	9	8.3%	-60.9%	4	25.0%	33.3%	\$262,500	-13.8%	\$270,245	-14.7%
305-WORLD GOLF VILLAGE AREA-CENTRAL	1	1.3%	-80.0%	0	0.0%	-100.0%	\$201,500	21.0%	\$181,250	3.5%
306-WORLD GOLF VILLAGE AREA-NE	0	--	--	0	--	--	\$0	0.0%	\$0	0.0%
307-WORLD GOLF VILLAGE AREA-SE	0	0.0%	-100.0%	1	25.0%	--	\$74,932	0.0%	\$98,644	0.0%
308-WORLD GOLF VILLAGE AREA-SW	3	3.0%	-82.4%	0	0.0%	--	\$269,500	12.0%	\$262,088	6.9%
309-WORLD GOLF VILLAGE AREA-WEST	6	6.1%	-64.7%	2	13.3%	0.0%	\$256,000	5.1%	\$309,173	13.5%
312-PALENCIA AREA	10	7.4%	0.0%	0	0.0%	--	\$410,995	5.6%	\$431,914	5.8%
313-WHITECASTLE/AIRPORT AREA	1	3.8%	-75.0%	1	25.0%	--	\$134,475	0.0%	\$173,688	0.0%
321-NORTH CITY-ST AUGUSTINE	0	0.0%	--	0	0.0%	-100.0%	\$240,000	12.9%	\$240,000	12.9%
322-DOWNTOWN ST AUGUSTINE	0	0.0%	-100.0%	0	0.0%	--	\$360,000	15.2%	\$438,750	4.3%
323-DAVIS SHORES	0	0.0%	-100.0%	1	25.0%	0.0%	\$254,620	0.4%	\$253,560	0.0%
331-ST AUGUSTINE BEACH	4	2.6%	-60.0%	1	5.3%	-66.7%	\$318,000	24.7%	\$371,203	8.0%
332-CRESCENT BEACH/SUMMER HAVEN	0	0.0%	--	0	0.0%	--	\$124,000	-64.3%	\$124,000	-64.5%
333-ST JOHNS COUNTY-SE	0	0.0%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
334-MOULTRIE/ST AUGUSTINE SHORES	1	2.9%	-85.7%	0	0.0%	-100.0%	\$193,500	105.8%	\$164,167	2.6%
335-ST AUGUSTINE SOUTH	1	7.7%	-75.0%	0	0.0%	--	\$202,500	-3.5%	\$202,167	-5.8%
336-RAVENSWOOD/WEST AUGUSTINE	6	4.6%	-60.0%	3	9.1%	-50.0%	\$165,000	5.7%	\$181,206	19.1%
337-OLD MOULTRIE RD/WILDWOOD	1	1.4%	-83.3%	1	14.3%	-50.0%	\$164,000	-32.2%	\$220,457	5.4%
341-FLAGLER ESTATES/HASTINGS	2	13.3%	-80.0%	1	100.0%	--	\$79,900	0.0%	\$79,900	0.0%
342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95	1	7.1%	--	0	0.0%	-100.0%	\$186,025	27.2%	\$186,025	20.8%
343-MOLASSES JUNCTION/ELKTON	0	0.0%	-100.0%	0	0.0%	--	\$155,000	-56.0%	\$155,000	-56.0%
344-HASTINGS/TOCOI/RIVRERDALE	1	5.6%	-50.0%	0	0.0%	-100.0%	\$110,000	144.4%	\$110,000	144.4%
410-FERNANDINA BEACH DOWNTOWN-WEST	2	20.0%	0.0%	2	66.7%	0.0%	\$106,000	-19.9%	\$201,000	51.9%
420-FERNANDINA BEACH-DOWNTOWN-EAST	1	11.1%	--	0	0.0%	-100.0%	\$325,000	512.1%	\$325,000	512.1%
430-NASSAU COUNTY BEACHES-NORTH	1	8.3%	--	0	--	--	\$0	-100.0%	\$0	-100.0%

# Lender-Mediated Report

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



## Lender-Mediated Activity by Area (cont.)

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

### February 2016

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
431-NASSAU COUNTY BEACHES-SOUTH	2	14.3%	0.0%	1	33.3%	-50.0%	\$130,000	-55.4%	\$173,333	-40.5%
440-FERNANDINA BEACH DOWNTOWN-SOUTH	2	12.5%	0.0%	1	100.0%	-50.0%	\$120,500	-8.1%	\$120,500	-8.1%
450-AMELIA ISLAND-NORTH OF BURNEY ROAD	7	13.2%	16.7%	2	100.0%	-50.0%	\$209,100	-19.0%	\$209,100	-11.0%
460-AMELIA ISLAND PLANTATION	4	4.4%	0.0%	0	0.0%	--	\$356,000	0.0%	\$385,333	0.0%
470-PINEY ISLAND AREA	0	0.0%	-100.0%	0	--	--	\$0	0.0%	\$0	0.0%
471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS	7	14.6%	-56.3%	3	33.3%	50.0%	\$209,900	80.9%	\$196,466	37.7%
472-ONEIL/NASSAVILLE/HOLLY POINT	12	16.2%	-42.9%	5	33.3%	-28.6%	\$243,088	3.7%	\$226,607	1.2%
480-NASSAU COUNTY-N OF A1A/W OF LOFTON CREEK	1	10.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
481-NASSAU COUNTY-S OF A1A/W OF LOFTON CREEK	5	15.2%	-37.5%	3	50.0%	-50.0%	\$149,598	-11.9%	\$133,683	-8.3%
490-CALLAHAN	3	23.1%	-40.0%	2	28.6%	--	\$148,000	0.0%	\$121,074	0.0%
491-HILLARD	2	25.0%	0.0%	2	66.7%	--	\$125,000	0.0%	\$107,967	0.0%
492-NASSAU COUNTY-W OF I-95/N TO STATE LINE	24	27.9%	-11.1%	11	55.0%	120.0%	\$165,500	-3.8%	\$130,888	-26.1%
501-MACCLENNY AREA	10	16.4%	-52.4%	1	16.7%	-75.0%	\$192,000	19.3%	\$162,200	1.7%
502-BAKER COUNTY-NW	3	17.6%	-70.0%	1	33.3%	-66.7%	\$255,000	363.6%	\$204,167	82.8%
503-BAKER COUNTY-SOUTH	2	25.0%	-75.0%	1	50.0%	0.0%	\$148,500	10.1%	\$148,500	10.1%
521-BRADFORD COUNTY-NE	5	25.0%	66.7%	1	100.0%	0.0%	\$17,000	-87.9%	\$17,000	-88.6%
522-BRADFORD COUNTY-NW	11	26.8%	0.0%	2	40.0%	-33.3%	\$35,100	-58.2%	\$45,220	-43.7%
523-BRADFORD COUNTY-SE	5	11.4%	-37.5%	1	25.0%	--	\$105,000	-10.3%	\$106,225	-9.2%
524-BRADFORD COUNTY-SW	2	7.4%	-33.3%	0	0.0%	-100.0%	\$60,000	27.7%	\$86,500	84.0%
541-UNION COUNTY-NORTH	1	25.0%	--	1	100.0%	--	\$35,000	0.0%	\$35,000	0.0%
542-UNION COUNTY-SOUTH	0	0.0%	-100.0%	1	100.0%	--	\$24,334	0.0%	\$24,334	0.0%
561-GREATER PALATKA	20	16.1%	-35.5%	4	57.1%	-50.0%	\$62,000	4.3%	\$74,964	-17.5%
562-BARDIN/WEST BOSTWICK	1	6.7%	-50.0%	1	50.0%	--	\$90,950	0.0%	\$90,950	0.0%
563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK	4	10.0%	-60.0%	0	0.0%	-100.0%	\$74,900	-56.7%	\$128,300	-25.9%
564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS	4	5.6%	-76.5%	4	33.3%	300.0%	\$55,625	-49.4%	\$70,052	-50.9%
571-INTERLACHEN-SE	2	10.0%	-60.0%	0	0.0%	-100.0%	\$23,000	44.7%	\$23,000	-34.3%
572-INTERLACHEN-NE	10	18.5%	42.9%	5	83.3%	400.0%	\$34,400	-23.4%	\$33,383	-70.9%
573-INTERLACHEN-SW	3	15.0%	-40.0%	1	50.0%	-50.0%	\$32,250	29.5%	\$32,250	18.9%
574-INTERLACHEN-NW	4	11.4%	-33.3%	3	75.0%	200.0%	\$29,500	-15.7%	\$33,725	-19.0%
575-WEST OF SR-21	3	15.0%	-25.0%	0	0.0%	--	\$162,000	305.0%	\$162,000	305.0%
576-GEORGES LAKE	2	11.1%	-66.7%	0	0.0%	--	\$1,167,769	0.0%	\$1,167,769	0.0%
581-SATSUMA/HOOT OWL RIDGE	4	10.5%	-33.3%	1	33.3%	0.0%	\$125,000	150.0%	\$139,567	168.7%
582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST	4	4.3%	-69.2%	3	23.1%	-40.0%	\$40,000	-38.4%	\$74,377	7.7%
583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL	3	5.0%	-57.1%	2	33.3%	-50.0%	\$82,500	166.1%	\$85,041	150.1%
584-OCALA NATIONAL FOREST/OKLAWAHA RIVER	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%