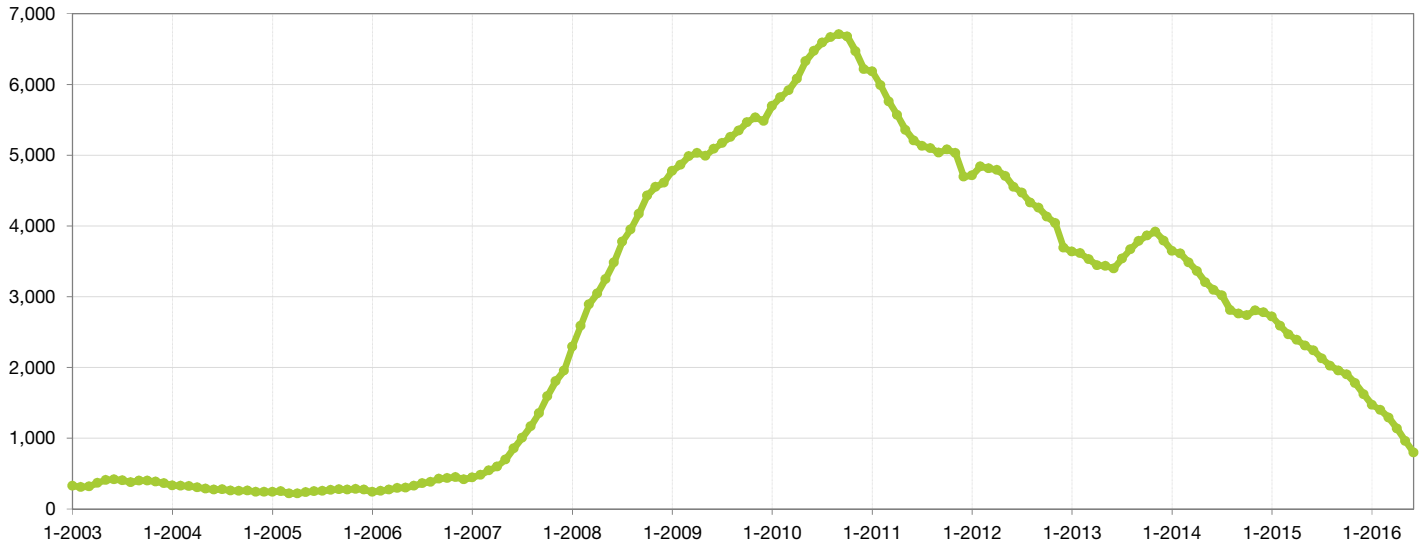


# Lender-Mediated Report

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

## Historical Inventory of Lender-Mediated Properties



## June 2016



New Listings in the Northeast Florida region decreased 3.0 percent to 3,404.

- Traditional New Listings increased 7.1 percent to 2,998.
- Lender-mediated New Listings decreased 42.9 percent to 406.
- Share of all New Listings that were lender-mediated fell to 11.9 percent.

Closed Sales were down 2.0 percent to 2,704.

- Traditional Closed Sales were up 11.5 percent to 2,295.
- Lender-mediated Closed Sales were down 41.6 percent to 409.
- Share of all Closed Sales that were lender-mediated fell to 15.1 percent.

The Median Sales Price rose 8.5 percent to \$196,338.

- The traditional Median Sales Price remained flat at \$215,000.
- The lender-mediated Median Sales Price rose 18.6 percent to \$105,000.

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

### Explanation of Methodology

Lender-mediated properties are those tagged in the Northeast Florida Multiple Listing Service as a Foreclosure, Short Sale and/or REO. Foreclosures are those noted in the "Title" field as "Foreclosure." Short sales are those noted in the "Title" field as "Short Sale/3rd Party" and "Pre-Foreclosure." REOs are those noted in the "Property Owner" field as "REO," "HUD Owned" and "VA Owned."



# Lender-Mediated Report

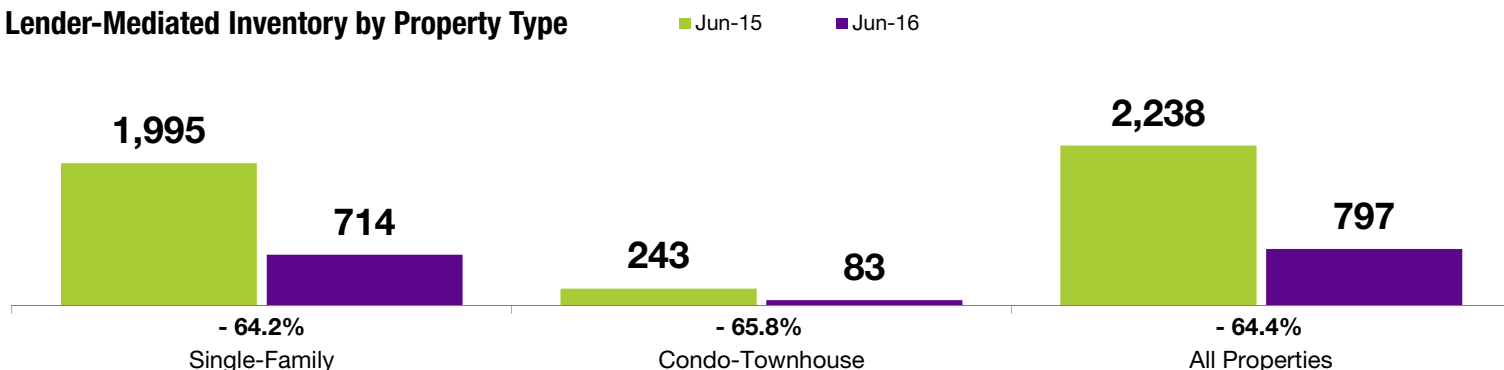
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## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jun-15	Jun-16	+ / -	Jun-15	Jun-16	+ / -	Jun-15	Jun-16	+ / -	Jun-15	Jun-16
Single-Family	1,995	714	- 64.2%	7,552	7,351	- 2.7%	9,547	8,065	- 15.5%	20.9%	8.9%
Condo-Townhouse	243	83	- 65.8%	1,178	1,169	- 0.8%	1,421	1,252	- 11.9%	17.1%	6.6%
<b>All Properties</b>	<b>2,238</b>	<b>797</b>	<b>- 64.4%</b>	<b>8,730</b>	<b>8,520</b>	<b>- 2.4%</b>	<b>10,968</b>	<b>9,317</b>	<b>- 15.1%</b>	<b>20.4%</b>	<b>8.6%</b>

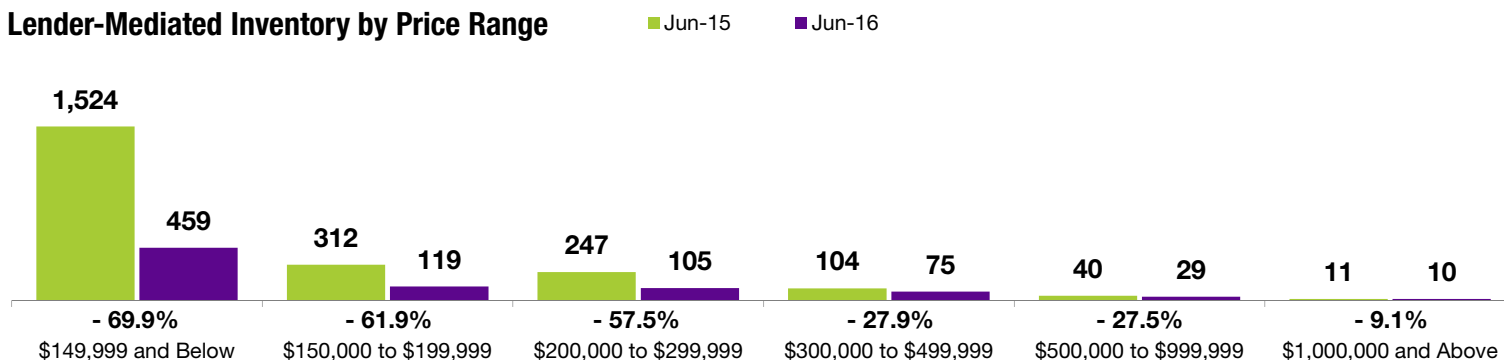
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jun-15	Jun-16	+ / -	Jun-15	Jun-16	+ / -	Jun-15	Jun-16	+ / -	Jun-15	Jun-16
\$149,999 and Below	1,524	459	- 69.9%	2,410	1,867	- 22.5%	3,934	2,326	- 40.9%	38.7%	19.7%
\$150,000 to \$199,999	312	119	- 61.9%	1,169	1,070	- 8.5%	1,481	1,189	- 19.7%	21.1%	10.0%
\$200,000 to \$299,999	247	105	- 57.5%	1,944	1,921	- 1.2%	2,191	2,026	- 7.5%	11.3%	5.2%
\$300,000 to \$499,999	104	75	- 27.9%	1,783	1,983	+ 11.2%	1,887	2,058	+ 9.1%	5.5%	3.6%
\$500,000 to \$999,999	40	29	- 27.5%	997	1,187	+ 19.1%	1,037	1,216	+ 17.3%	3.9%	2.4%
\$1,000,000 and Above	11	10	- 9.1%	427	492	+ 15.2%	438	502	+ 14.6%	2.5%	2.0%
<b>All Price Ranges</b>	<b>2,238</b>	<b>797</b>	<b>- 64.4%</b>	<b>8,730</b>	<b>8,520</b>	<b>- 2.4%</b>	<b>10,968</b>	<b>9,317</b>	<b>- 15.1%</b>	<b>20.4%</b>	<b>8.6%</b>

### Lender-Mediated Inventory by Price Range



# Lender-Mediated Report

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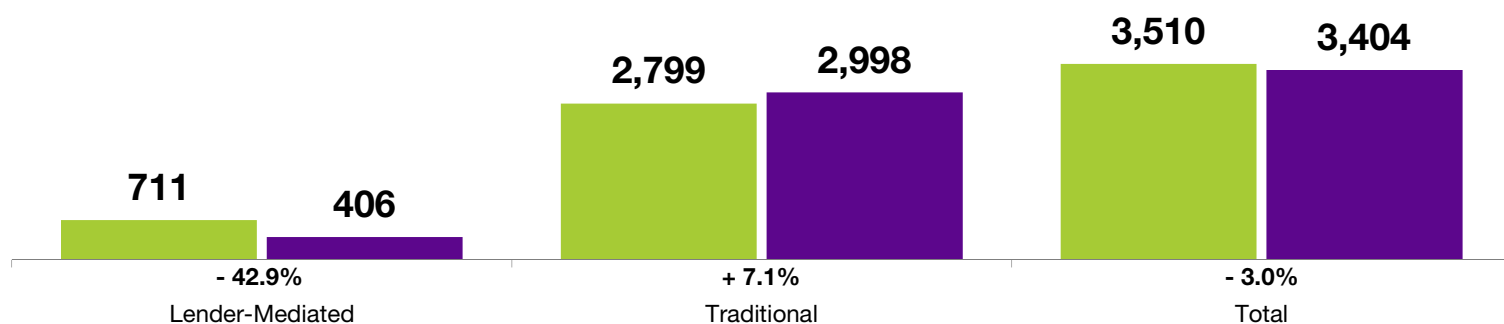


## New Listings

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jun-15	Jun-16	+ / -	Jun-15	Jun-16	+ / -	Jun-15	Jun-16	+ / -	Jun-15	Jun-16
Single-Family	625	359	- 42.6%	2,437	2,522	+ 3.5%	3,062	2,881	- 5.9%	20.4%	12.5%
Condo-Townhouse	86	47	- 45.3%	362	476	+ 31.5%	448	523	+ 16.7%	19.2%	9.0%
<b>All Properties</b>	<b>711</b>	<b>406</b>	<b>- 42.9%</b>	<b>2,799</b>	<b>2,998</b>	<b>+ 7.1%</b>	<b>3,510</b>	<b>3,404</b>	<b>- 3.0%</b>	<b>20.3%</b>	<b>11.9%</b>

### Change in New Listings for All Properties

■ Jun-15 ■ Jun-16

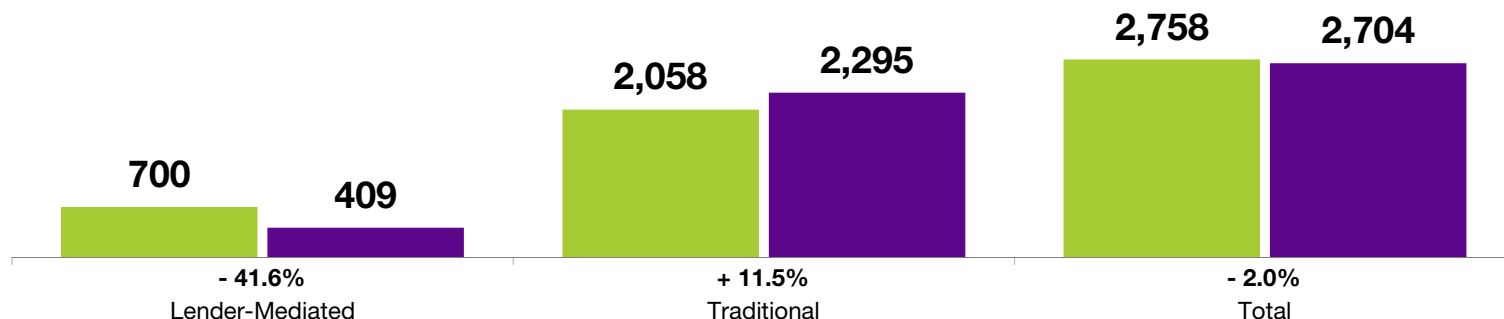


## Closed Sales

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jun-15	Jun-16	+ / -	Jun-15	Jun-16	+ / -	Jun-15	Jun-16	+ / -	Jun-15	Jun-16
Single-Family	595	355	- 40.3%	1,781	1,942	+ 9.0%	2,376	2,297	- 3.3%	25.0%	15.5%
Condo-Townhouse	105	54	- 48.6%	277	353	+ 27.4%	382	407	+ 6.5%	27.5%	13.3%
<b>All Properties</b>	<b>700</b>	<b>409</b>	<b>- 41.6%</b>	<b>2,058</b>	<b>2,295</b>	<b>+ 11.5%</b>	<b>2,758</b>	<b>2,704</b>	<b>- 2.0%</b>	<b>25.4%</b>	<b>15.1%</b>

### Change in Closed Sales for All Properties

■ Jun-15 ■ Jun-16



# Lender-Mediated Report

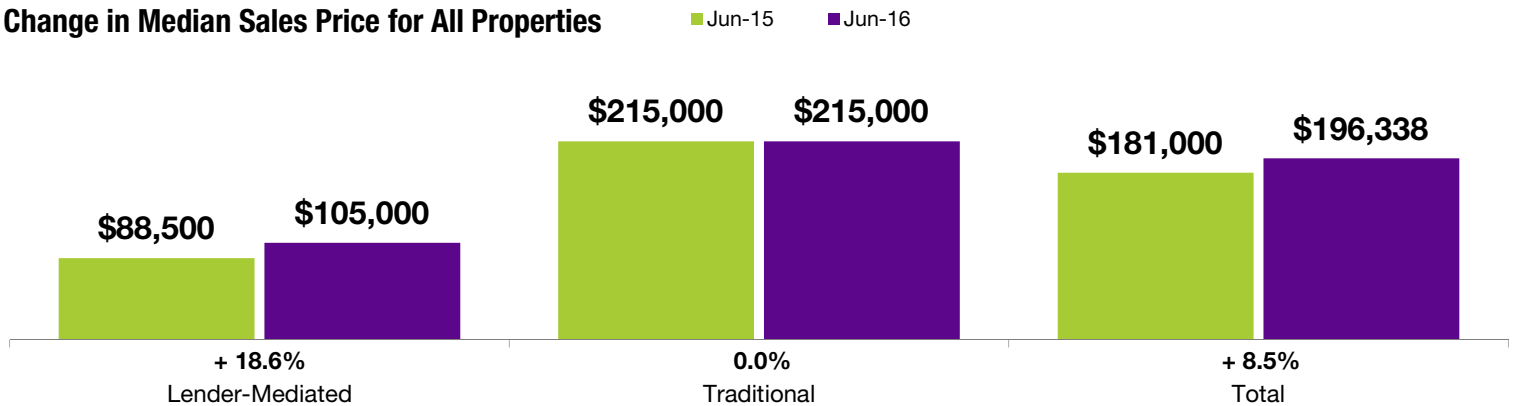
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## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Jun-15	Jun-16	+ / -	Jun-15	Jun-16	+ / -	Jun-15	Jun-16	+ / -
Single-Family	\$95,000	\$112,000	+ 17.9%	\$225,000	\$230,000	+ 2.2%	\$195,000	\$210,900	+ 8.2%
Condo-Townhouse	\$82,000	\$87,750	+ 7.0%	\$140,758	\$143,500	+ 1.9%	\$125,000	\$196,338	+ 57.1%
<b>All Properties</b>	<b>\$88,500</b>	<b>\$105,000</b>	<b>+ 18.6%</b>	<b>\$215,000</b>	<b>\$215,000</b>	<b>0.0%</b>	<b>\$181,000</b>	<b>\$196,338</b>	<b>+ 8.5%</b>

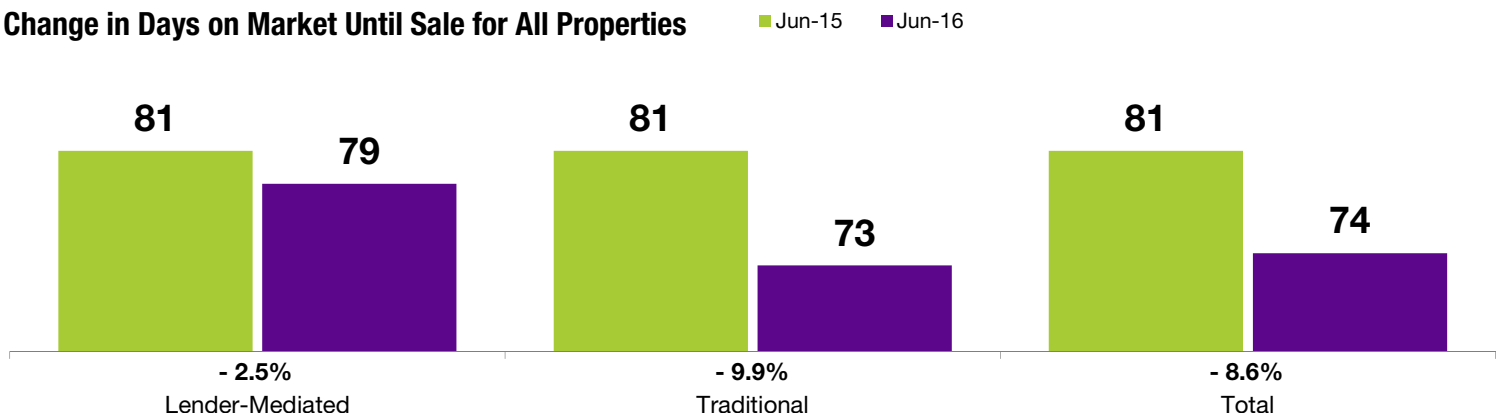
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Jun-15	Jun-16	+ / -	Jun-15	Jun-16	+ / -	Jun-15	Jun-16	+ / -
Single-Family	80	81	+ 1.3%	82	75	- 8.5%	81	76	- 6.2%
Condo-Townhouse	85	61	- 28.2%	75	67	- 10.7%	78	66	- 15.4%
<b>All Properties</b>	<b>81</b>	<b>79</b>	<b>- 2.5%</b>	<b>81</b>	<b>73</b>	<b>- 9.9%</b>	<b>81</b>	<b>74</b>	<b>- 8.6%</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.

### June 2016

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
<b>Baker County</b>	14	18.9%	-48.1%	13	50.0%	160.0%	\$133,000	-34.3%	\$135,983	-24.8%
<b>Clay County</b>	118	10.1%	-70.0%	60	17.8%	-52.8%	\$165,000	-1.2%	\$187,417	0.5%
<b>Duval County</b>	442	10.1%	-66.9%	248	16.6%	-44.1%	\$170,000	9.0%	\$205,504	6.8%
<b>Nassau County</b>	52	13.6%	-47.5%	31	27.9%	6.9%	\$210,000	1.4%	\$255,031	-19.9%
<b>Putnam County</b>	45	8.3%	-65.6%	22	28.9%	-8.3%	\$77,500	36.0%	\$117,778	33.7%
<b>St. Johns County</b>	81	3.3%	-57.6%	25	4.0%	-46.8%	\$309,000	3.4%	\$365,770	4.7%
011-SAN MARCO	2	1.7%	-81.8%	3	10.7%	50.0%	\$264,500	-1.1%	\$307,246	-39.8%
012-SAN JOSE	11	6.7%	-59.3%	10	23.3%	-28.6%	\$161,000	3.0%	\$203,083	19.0%
013-BEAUCLERC/MANDARIN NORTH	16	10.5%	-66.7%	9	14.1%	-50.0%	\$193,000	24.5%	\$245,642	52.2%
014-MANDARIN	14	5.8%	-73.1%	17	20.2%	30.8%	\$242,000	13.2%	\$281,191	29.7%
015-BARTRAM	7	7.8%	-58.8%	4	7.7%	-63.6%	\$208,675	26.5%	\$210,015	20.5%
021-ST NICHOLAS AREA	11	13.6%	-52.2%	4	13.8%	-63.6%	\$138,500	51.8%	\$159,041	30.6%
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	13	11.5%	-75.0%	9	14.3%	-57.1%	\$140,000	17.9%	\$155,119	24.4%
024-BAYMEADOWS/DEERWOOD	16	8.3%	-59.0%	7	12.1%	-46.2%	\$123,000	-22.2%	\$170,382	-9.6%
025-INTRACOASTAL WEST-NORTH OF BEACH BLVD	7	6.1%	-73.1%	7	13.5%	0.0%	\$245,250	0.1%	\$287,222	8.7%
026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD	14	7.4%	-57.6%	1	1.9%	-94.1%	\$279,476	-9.3%	\$327,945	2.4%
027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD	4	6.7%	-55.6%	1	5.6%	-66.7%	\$269,500	8.7%	\$319,052	11.0%
028-BAYARD	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
029-NOCATEE (DUVAL COUNTY)	1	2.6%	--	0	0.0%	--	\$358,327	22.2%	\$356,846	15.0%
031-RIVERSIDE	0	0.0%	-100.0%	0	0.0%	-100.0%	\$320,000	28.0%	\$300,593	1.7%
032-AVONDALE	9	7.1%	-35.7%	3	10.3%	-62.5%	\$239,500	14.0%	\$386,810	42.1%
033-ORTEGA/VENETIA	7	9.6%	-46.2%	0	0.0%	-100.0%	\$199,000	-23.5%	\$254,040	-24.0%
041-ARLINGTON	34	14.5%	-68.2%	19	21.1%	-40.6%	\$135,000	27.4%	\$153,345	33.5%
042-FT CAROLINE	18	15.8%	-52.6%	8	17.4%	-55.6%	\$170,000	3.0%	\$185,538	7.4%
043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD	9	7.0%	-75.0%	7	18.4%	-22.2%	\$231,000	12.4%	\$255,535	-4.2%
051-MURRAY HILL	3	6.0%	-86.4%	2	11.8%	-66.7%	\$115,000	35.3%	\$117,761	28.4%
052-LAKESHORE	2	5.1%	-90.5%	3	18.8%	0.0%	\$103,950	126.0%	\$117,811	135.4%
053-HYDE GROVE AREA	6	12.8%	-76.0%	5	26.3%	25.0%	\$110,000	124.7%	\$122,095	91.6%
054-CEDAR HILLS	6	19.4%	-72.7%	5	33.3%	66.7%	\$99,900	93.7%	\$92,307	54.4%
055-CONFEDERATE POINT/ORTEGA FARMS	3	11.1%	-66.7%	1	8.3%	-66.7%	\$125,250	-9.2%	\$160,692	22.7%
056-YUKON/WESCONNETT/OAK HILL	7	8.5%	-82.5%	5	15.6%	-70.6%	\$122,500	69.8%	\$120,998	42.3%
061-NORMANDY AREA	12	16.2%	-40.0%	7	20.6%	-30.0%	\$127,000	8.3%	\$133,712	11.5%
062-CRYSTAL SPRINGS/COUNTRY CREEK AREA	13	16.7%	-64.9%	5	20.8%	-50.0%	\$145,650	-5.4%	\$155,293	-5.8%
063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES	15	25.0%	-63.4%	12	34.3%	9.1%	\$80,000	23.1%	\$94,687	13.4%
064-BENT CREEK/PLUM TREE	6	15.4%	-60.0%	3	21.4%	50.0%	\$172,500	3.6%	\$171,019	3.0%
065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW	5	20.0%	-37.5%	0	0.0%	-100.0%	\$181,100	-1.4%	\$210,851	5.7%
066-CECIL COMMERCE AREA	1	7.7%	-88.9%	0	0.0%	--	\$256,500	85.4%	\$226,238	56.0%
067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL)	9	13.0%	-82.0%	11	26.8%	-50.0%	\$134,000	9.4%	\$145,668	22.8%
071-BRENTWOOD/EVERGREEN	9	16.4%	-71.0%	2	25.0%	-81.8%	\$25,250	-15.0%	\$26,446	-9.8%

# 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.

### June 2016

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
072-SPRINGFIELD	2	3.8%	-84.6%	1	11.1%	-83.3%	\$195,000	125.8%	\$198,778	75.4%
073-DOWNTOWN JACKSONVILLE-NORTHBANK	1	7.7%	-66.7%	0	0.0%	-100.0%	\$129,500	68.7%	\$129,500	68.7%
074-PAXON	11	12.2%	-68.6%	4	25.0%	-55.6%	\$33,500	135.1%	\$62,707	79.1%
075-TROUT RIVER/COLLEGE PARK/RIBAUT MANOR	32	15.7%	-63.2%	15	31.9%	-31.8%	\$36,000	42.6%	\$49,245	27.4%
076-DOWNTOWN JACKSONVILLE-EASTSIDE	2	9.5%	-86.7%	1	20.0%	-66.7%	\$19,109	50.8%	\$31,022	134.6%
081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST	17	19.5%	-59.5%	7	26.9%	-36.4%	\$156,350	9.7%	\$161,597	26.8%
082-DINSMORE/NORTHWEST DUVAL COUNTY	1	20.0%	-66.7%	2	66.7%	0.0%	\$113,500	-7.7%	\$113,500	-7.7%
091-GARDEN CITY/AIRPORT	26	21.3%	-65.3%	15	28.3%	-31.8%	\$150,000	0.8%	\$162,206	20.0%
092-OCEANWAY/PECAN PARK	15	11.2%	-48.3%	7	13.5%	-50.0%	\$181,500	1.6%	\$171,854	1.5%
095-SAN MATEO/EASTPORT	3	12.5%	-50.0%	4	50.0%	300.0%	\$104,625	-8.2%	\$119,581	-31.4%
096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT	12	9.4%	-66.7%	4	11.8%	-42.9%	\$239,950	17.9%	\$262,071	21.9%
121-FLEMING ISLAND-NE	1	6.7%	-66.7%	0	0.0%	-100.0%	\$226,000	-37.2%	\$226,000	-31.8%
122-FLEMING ISLAND-NW	9	9.4%	-30.8%	3	12.5%	0.0%	\$298,700	5.9%	\$296,043	-5.7%
123-FLEMING ISLAND-SE	1	2.0%	-92.9%	3	23.1%	0.0%	\$259,900	10.6%	\$293,042	-4.6%
124-FLEMING ISLAND-SW	6	7.6%	-71.4%	3	18.8%	-50.0%	\$184,400	-30.4%	\$192,153	-21.1%
131-MEADOWBROOK/LOCH RANE	3	8.3%	-78.6%	1	11.1%	-80.0%	\$259,500	18.0%	\$230,717	27.6%
132-BELLAIR/GROVE PARK	6	18.2%	-75.0%	5	31.3%	-28.6%	\$107,500	-5.3%	\$105,870	1.9%
133-NORTH ORANGE PARK	4	28.6%	300.0%	2	50.0%	0.0%	\$157,500	16.7%	\$250,000	90.8%
134-SOUTH BLANDING	3	10.0%	-85.7%	4	13.8%	-20.0%	\$150,000	18.6%	\$156,845	16.6%
135-PARK WEST/MONTCLAIR	1	8.3%	-83.3%	0	0.0%	-100.0%	\$176,500	8.0%	\$186,280	11.8%
136-LAKESIDE ESTATES	3	20.0%	-57.1%	2	22.2%	-50.0%	\$140,000	-5.4%	\$148,128	4.7%
137-DOCTOR'S LAKE	0	0.0%	-100.0%	0	0.0%	-100.0%	\$230,000	-13.2%	\$229,943	-13.4%
138-TANGLEWOOD/DOCTORS INLET	0	16.3%	-76.5%	--	23.8%	-54.5%	--	17.1%	--	2.4%
139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY	28	12.6%	-51.7%	10	16.7%	-52.4%	\$191,500	0.8%	\$196,202	1.0%
141-MIDDLEBURG NW	7	10.3%	-72.0%	6	30.0%	-14.3%	\$105,395	-33.3%	\$115,257	-20.3%
142-MIDDLEBURG EAST/LAKE ASBURY	8	7.8%	-83.0%	4	11.4%	-60.0%	\$188,800	13.1%	\$195,226	8.3%
143-FOXMEADOW AREA	6	8.6%	-64.7%	3	18.8%	-50.0%	\$222,500	11.9%	\$230,281	13.3%
144-MIDDLEBURG-SE	2	11.8%	-66.7%	1	33.3%	-50.0%	\$117,000	-36.7%	\$93,000	-45.0%
145-MIDDLEBURG-SW	11	28.9%	-31.3%	4	21.1%	-55.6%	\$58,000	-12.8%	\$75,111	-7.0%
151-KEYSTONE HEIGHTS	7	7.0%	-78.8%	3	20.0%	-66.7%	\$106,000	54.7%	\$112,247	23.9%
152-KINGSLEY LAKE	0	0.0%	-100.0%	0	0.0%	--	\$637,500	0.0%	\$637,500	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%	--	\$232,000	0.0%	\$232,000	0.0%
211-JACKSONVILLE BEACH-NE	1	3.8%	0.0%	0	0.0%	--	\$375,000	-38.4%	\$486,500	-9.5%
212-JACKSONVILLE BEACH-SE	0	0.0%	-100.0%	1	8.3%	-66.7%	\$543,750	68.6%	\$574,283	8.1%
213-JACKSONVILLE BEACH-NW	3	7.0%	-72.7%	1	7.7%	0.0%	\$264,900	-3.5%	\$291,146	1.8%
214-JACKSONVILLE BEACH-SW	2	3.0%	-80.0%	2	8.0%	-50.0%	\$325,000	19.6%	\$303,036	5.5%
221-NEPTUNE BEACH-EAST	2	11.8%	100.0%	0	0.0%	-100.0%	\$1,412,500	197.4%	\$1,412,500	135.6%
222-NEPTUNE BEACH-WEST	0	0.0%	-100.0%	0	0.0%	-100.0%	\$360,000	16.7%	\$409,875	19.2%
231-ATLANTIC BEACH-EAST	5	5.3%	0.0%	0	0.0%	-100.0%	\$362,500	-12.5%	\$404,914	-10.3%

# 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.

### June 2016

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
232-ATLANTIC BEACH/MAYPORT-WEST	1	3.8%	-83.3%	2	15.4%	-33.3%	\$127,000	-6.4%	\$133,044	-13.8%
251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD	0	0.0%	--	0	0.0%	--	\$1,487,500	80.9%	\$1,643,563	96.5%
252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD	4	4.6%	-55.6%	1	7.1%	-66.7%	\$272,500	-6.7%	\$529,134	7.8%
253-DIXIE LANDING-PABLO CREEK (ST JOHNS COUNTY)	0	--	--	0	0.0%	--	\$1,200,000	0.0%	\$1,200,000	0.0%
261-PONTE VEDRA BCH-S OF CORONA-E OF A1A/LAKE PV	1	1.0%	-83.3%	1	5.6%	--	\$529,500	62.9%	\$538,321	10.0%
262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD	7	5.8%	-36.4%	1	3.4%	0.0%	\$382,000	-16.0%	\$480,374	-18.2%
263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210	1	1.1%	-66.7%	0	0.0%	--	\$599,950	33.0%	\$670,242	42.4%
264-SOUTH PONTE VEDRA BEACH	1	1.6%	-50.0%	0	0.0%	--	\$501,250	-31.8%	\$673,975	-15.0%
265-PONTE VEDRA/NOCATTEE-STJ	5	1.9%	-28.6%	1	1.1%	--	\$382,900	-7.9%	\$387,876	-7.9%
266-VILANO BEACH	0	0.0%	-100.0%	0	0.0%	-100.0%	\$772,500	96.8%	\$772,500	118.8%
271-NOCATTEE NORTH	0	0.0%	--	0	0.0%	--	\$362,378	3.5%	\$401,529	18.0%
272-NOCATTEE SOUTH	5	2.8%	-28.6%	1	1.4%	--	\$392,000	-6.7%	\$383,261	-10.7%
301-JULINGTON CREEK/SWITZERLAND	17	4.3%	-60.5%	4	2.8%	-69.2%	\$320,000	4.9%	\$328,185	4.8%
302-ORANGEDALE AREA	3	6.1%	200.0%	1	12.5%	--	\$355,000	34.8%	\$528,188	-23.4%
303-PALMO/SIX MILE AREA	0	0.0%	-100.0%	0	0.0%	-100.0%	\$319,985	15.1%	\$322,714	0.7%
304- 210 SOUTH	8	7.3%	-63.6%	4	7.3%	33.3%	\$280,000	-6.2%	\$299,624	2.1%
305-WORLD GOLF VILLAGE AREA-CENTRAL	3	3.9%	-40.0%	0	0.0%	--	\$275,000	6.8%	\$270,633	3.0%
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%	0	0.0%	-100.0%	\$406,155	85.9%	\$406,155	101.5%
308-WORLD GOLF VILLAGE AREA-SW	3	3.0%	-70.0%	2	5.0%	-50.0%	\$255,239	4.2%	\$266,197	3.3%
309-WORLD GOLF VILLAGE AREA-WEST	6	4.8%	-50.0%	1	2.6%	-80.0%	\$251,200	10.2%	\$277,214	8.4%
312-PALENCIA AREA	5	3.7%	-58.3%	1	3.7%	0.0%	\$368,000	-2.5%	\$395,441	-15.9%
313-WHITECASTLE/AIRPORT AREA	0	0.0%	-100.0%	2	25.0%	-33.3%	\$253,200	-19.6%	\$269,975	8.8%
321-NORTH CITY-ST AUGUSTINE	1	4.2%	--	1	25.0%	--	\$267,500	11.0%	\$256,750	6.5%
322-DOWNTOWN ST AUGUSTINE	0	0.0%	--	0	0.0%	--	\$291,000	49.2%	\$461,700	87.1%
323-DAVIS SHORES	0	0.0%	-100.0%	0	0.0%	--	\$350,000	64.1%	\$350,000	88.6%
331-ST AUGUSTINE BEACH	2	1.3%	-71.4%	0	0.0%	-100.0%	\$334,000	11.1%	\$337,228	-1.8%
332-CRESCENT BEACH/SUMMER HAVEN	0	0.0%	-100.0%	0	0.0%	--	\$282,000	7.6%	\$278,500	0.5%
333-ST JOHNS COUNTY-SE	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
334-MOULTRIE/ST AUGUSTINE SHORES	3	6.3%	0.0%	1	12.5%	--	\$195,000	8.3%	\$226,000	10.7%
335-ST AUGUSTINE SOUTH	1	6.7%	-66.7%	0	0.0%	--	\$189,950	1.3%	\$200,475	6.9%
336-RAVENSWOOD/WEST AUGUSTINE	2	1.5%	-80.0%	3	8.6%	-50.0%	\$203,000	44.0%	\$191,417	22.8%
337-OLD MOULTRIE RD/WILDWOOD	7	11.5%	250.0%	0	0.0%	-100.0%	\$240,000	1.4%	\$226,352	-14.7%
341-FLAGLER ESTATES/HASTINGS	0	0.0%	-100.0%	0	0.0%	-100.0%	\$148,000	68.2%	\$132,000	50.0%
342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95	0	0.0%	-100.0%	1	50.0%	0.0%	\$269,375	139.4%	\$269,375	139.4%
343-MOLASSES JUNCTION/ELKTON	1	20.0%	0.0%	0	0.0%	-100.0%	\$285,000	71.7%	\$285,000	71.7%
344-HASTINGS/TOCOI/RIVRERDALE	0	0.0%	-100.0%	0	0.0%	--	\$200,000	0.0%	\$200,000	0.0%
410-FERNANDINA BEACH DOWNTOWN-WEST	0	0.0%	-100.0%	0	0.0%	--	\$425,000	50.4%	\$425,000	50.4%
420-FERNANDINA BEACH-DOWNTOWN-EAST	0	0.0%	-100.0%	1	50.0%	--	\$152,500	0.0%	\$152,500	0.0%
430-NASSAU COUNTY BEACHES-NORTH	1	9.1%	-50.0%	0	0.0%	--	\$500,000	0.0%	\$500,000	0.0%

# 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.

### June 2016

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
431-NASSAU COUNTY BEACHES-SOUTH	1	9.1%	--	0	0.0%	-100.0%	\$387,500	44.3%	\$387,500	44.3%
440-FERNANDINA BEACH DOWNTOWN-SOUTH	4	30.8%	-20.0%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
450-AMELIA ISLAND-NORTH OF BURNEY ROAD	2	6.9%	-60.0%	4	50.0%	33.3%	\$300,000	-14.3%	\$340,713	-50.0%
460-AMELIA ISLAND PLANTATION	2	2.9%	-33.3%	0	0.0%	-100.0%	\$520,000	-34.2%	\$602,278	-32.5%
470-PINEY ISLAND AREA	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS	4	10.8%	-55.6%	2	22.2%	-50.0%	\$189,900	9.6%	\$251,450	18.0%
472-ONEIL/NASSAVILLE/HOLLY POINT	2	4.3%	-85.7%	8	24.2%	33.3%	\$250,000	12.4%	\$252,167	9.1%
480-NASSAU COUNTY-N OF A1A/W OF LOFTON CREEK	1	10.0%	--	0	0.0%	--	\$110,000	0.0%	\$110,000	0.0%
481-NASSAU COUNTY-S OF A1A/W OF LOFTON CREEK	5	19.2%	-28.6%	4	28.6%	100.0%	\$195,838	20.1%	\$187,798	25.2%
490-CALLAHAN	4	40.0%	0.0%	2	50.0%	-50.0%	\$125,000	-13.8%	\$122,375	-44.3%
491-HILLARD	0	0.0%	-100.0%	2	50.0%	--	\$125,225	-13.6%	\$140,738	-2.9%
492-NASSAU COUNTY-W OF I-95/N TO STATE LINE	26	27.4%	-25.7%	8	34.8%	14.3%	\$189,900	-4.6%	\$164,393	-6.5%
501-MACCLENNY AREA	7	15.2%	-61.1%	6	40.0%	200.0%	\$135,000	-17.7%	\$150,482	-5.3%
502-BAKER COUNTY-NW	5	31.3%	0.0%	3	75.0%	50.0%	\$91,500	-54.3%	\$100,325	-35.0%
503-BAKER COUNTY-SOUTH	2	16.7%	-50.0%	4	57.1%	300.0%	\$110,000	-56.0%	\$125,289	-53.0%
521-BRADFORD COUNTY-NE	6	27.3%	50.0%	1	25.0%	0.0%	\$43,500	-6.5%	\$67,175	42.5%
522-BRADFORD COUNTY-NW	4	13.3%	-42.9%	1	25.0%	-75.0%	\$152,100	64.4%	\$143,125	22.5%
523-BRADFORD COUNTY-SE	4	7.4%	-63.6%	2	18.2%	-33.3%	\$132,000	-2.9%	\$132,982	-0.5%
524-BRADFORD COUNTY-SW	2	9.1%	-50.0%	0	0.0%	-100.0%	\$130,000	1.6%	\$117,250	-6.9%
541-UNION COUNTY-NORTH	0	0.0%	-100.0%	0	0.0%	--	\$184,000	0.0%	\$184,000	0.0%
542-UNION COUNTY-SOUTH	1	9.1%	-50.0%	0	0.0%	--	\$79,500	-71.1%	\$79,500	-71.1%
561-GREATER PALATKA	12	10.4%	-63.6%	6	40.0%	-25.0%	\$66,000	26.9%	\$77,847	2.2%
562-BARDIN/WEST BOSTWICK	2	28.6%	-50.0%	0	0.0%	-100.0%	\$85,000	183.3%	\$85,000	183.3%
563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK	1	2.2%	-90.9%	3	50.0%	200.0%	\$157,250	36.7%	\$180,767	52.7%
564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS	2	3.7%	-84.6%	2	20.0%	-60.0%	\$80,625	-24.1%	\$205,215	77.0%
571-INTERLACHEN-SE	1	5.9%	-66.7%	2	40.0%	100.0%	\$119,000	750.0%	\$115,580	725.6%
572-INTERLACHEN-NE	7	13.2%	-41.7%	0	0.0%	--	\$63,500	119.0%	\$73,375	14.9%
573-INTERLACHEN-SW	2	9.5%	-71.4%	1	100.0%	0.0%	\$51,500	-3.3%	\$51,500	-5.7%
574-INTERLACHEN-NW	4	15.4%	-66.7%	1	100.0%	--	\$25,000	-81.6%	\$25,000	-81.6%
575-WEST OF SR-21	0	0.0%	-100.0%	1	33.3%	--	\$105,000	-13.6%	\$117,000	-3.7%
576-GEORGES LAKE	1	9.1%	-75.0%	1	50.0%	--	\$114,450	0.0%	\$114,450	0.0%
581-SATSUMA/HOOT OWL RIDGE	3	12.5%	-70.0%	0	0.0%	-100.0%	\$76,000	1451.0%	\$99,857	1937.9%
582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST	7	8.4%	-36.4%	2	16.7%	-33.3%	\$121,500	51.9%	\$135,117	27.4%
583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL	3	5.1%	-57.1%	3	42.9%	0.0%	\$75,000	96.3%	\$77,643	18.1%
584-OCALA NATIONAL FOREST/OKLAWAHA RIVER	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%