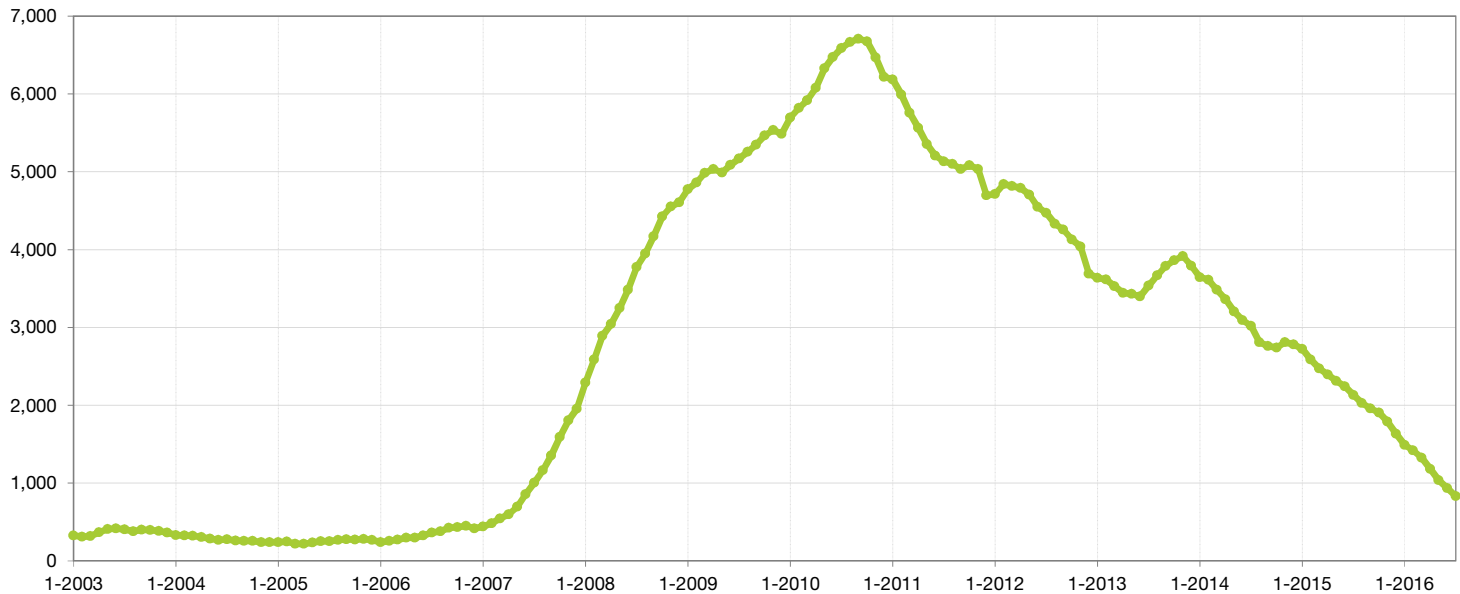


# Lender-Mediated Report

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

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## Historical Inventory of Lender-Mediated Properties



## July 2016

New Listings in the Northeast Florida region decreased 10.3 percent to 3,064.

- Traditional New Listings decreased 1.2 percent to 2,705.
- Lender-mediated New Listings decreased 47.1 percent to 359.
- Share of all New Listings that were lender-mediated fell to 11.7 percent.

Closed Sales were down 11.0 percent to 2,410.

- Traditional Closed Sales were up 4.1 percent to 2,078.
- Lender-mediated Closed Sales were down 53.3 percent to 332.
- Share of all Closed Sales that were lender-mediated fell to 13.8 percent.

The Median Sales Price rose 8.9 percent to \$196,000.

- The traditional Median Sales Price rose 1.4 percent to \$212,945.
- The lender-mediated Median Sales Price rose 11.4 percent to \$106,000.



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>

### 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

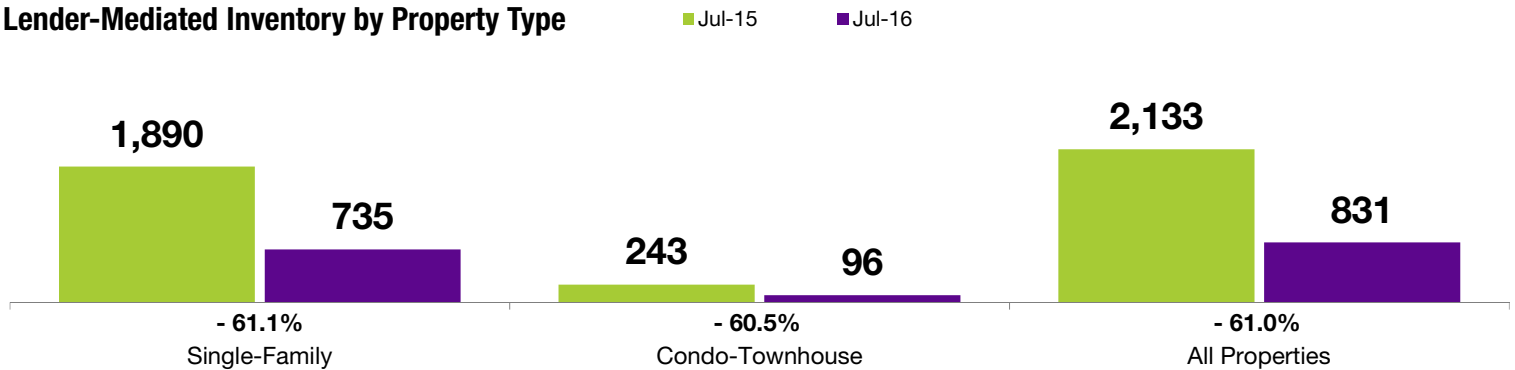
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## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jul-15	Jul-16	+ / -	Jul-15	Jul-16	+ / -	Jul-15	Jul-16	+ / -	Jul-15	Jul-16
Single-Family	1,890	735	- 61.1%	7,722	7,403	- 4.1%	9,612	8,138	- 15.3%	19.7%	9.0%
Condo-Townhouse	243	96	- 60.5%	1,133	1,076	- 5.0%	1,376	1,172	- 14.8%	17.7%	8.2%
<b>All Properties</b>	<b>2,133</b>	<b>831</b>	<b>- 61.0%</b>	<b>8,855</b>	<b>8,479</b>	<b>- 4.2%</b>	<b>10,988</b>	<b>9,310</b>	<b>- 15.3%</b>	<b>19.4%</b>	<b>8.9%</b>

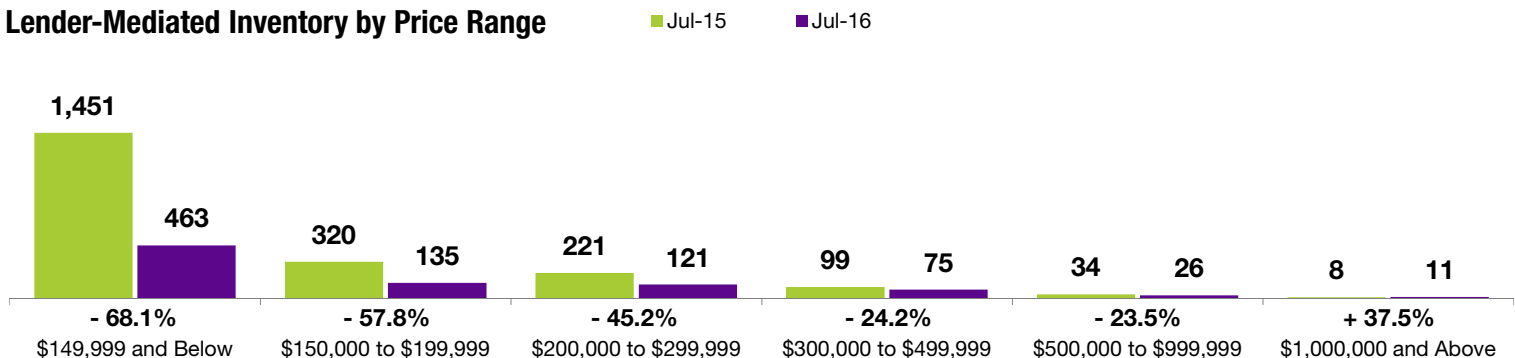
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jul-15	Jul-16	+ / -	Jul-15	Jul-16	+ / -	Jul-15	Jul-16	+ / -	Jul-15	Jul-16
\$149,999 and Below	1,451	463	- 68.1%	2,459	1,801	- 26.8%	3,910	2,264	- 42.1%	37.1%	20.5%
\$150,000 to \$199,999	320	135	- 57.8%	1,159	1,055	- 9.0%	1,479	1,190	- 19.5%	21.6%	11.3%
\$200,000 to \$299,999	221	121	- 45.2%	2,028	1,937	- 4.5%	2,249	2,058	- 8.5%	9.8%	5.9%
\$300,000 to \$499,999	99	75	- 24.2%	1,767	2,024	+ 14.5%	1,866	2,099	+ 12.5%	5.3%	3.6%
\$500,000 to \$999,999	34	26	- 23.5%	1,023	1,187	+ 16.0%	1,057	1,213	+ 14.8%	3.2%	2.1%
\$1,000,000 and Above	8	11	+ 37.5%	419	475	+ 13.4%	427	486	+ 13.8%	1.9%	2.3%
<b>All Price Ranges</b>	<b>2,133</b>	<b>831</b>	<b>- 61.0%</b>	<b>8,855</b>	<b>8,479</b>	<b>- 4.2%</b>	<b>10,988</b>	<b>9,310</b>	<b>- 15.3%</b>	<b>19.4%</b>	<b>8.9%</b>

### Lender-Mediated Inventory by Price Range



# Lender-Mediated Report

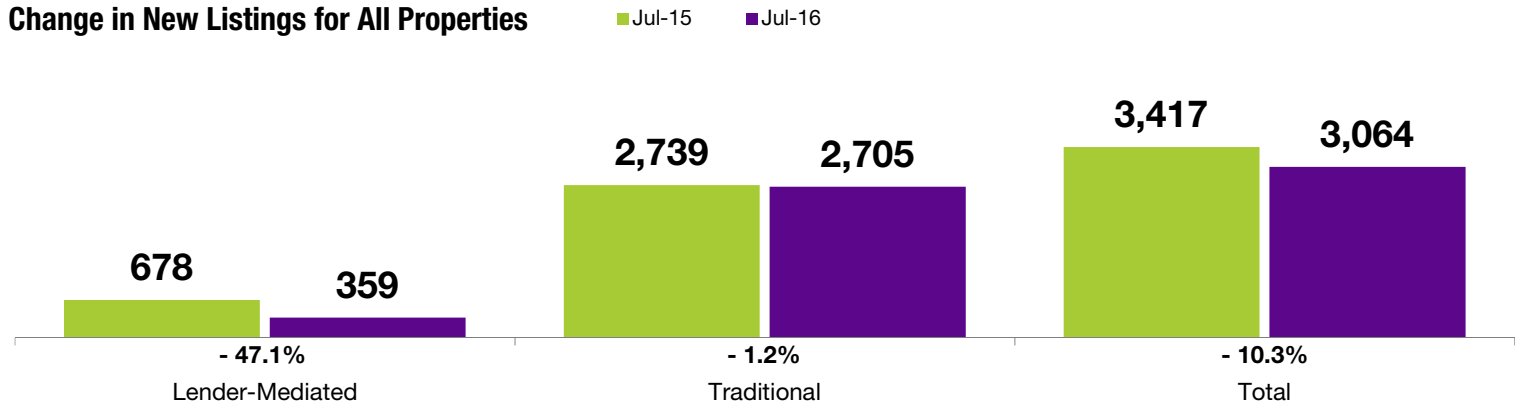
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## New Listings

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jul-15	Jul-16	+ / -	Jul-15	Jul-16	+ / -	Jul-15	Jul-16	+ / -	Jul-15	Jul-16
Single-Family	583	320	- 45.1%	2,371	2,340	- 1.3%	2,954	2,660	- 10.0%	19.7%	12.0%
Condo-Townhouse	95	39	- 58.9%	368	365	- 0.8%	463	404	- 12.7%	20.5%	9.7%
<b>All Properties</b>	<b>678</b>	<b>359</b>	<b>- 47.1%</b>	<b>2,739</b>	<b>2,705</b>	<b>- 1.2%</b>	<b>3,417</b>	<b>3,064</b>	<b>- 10.3%</b>	<b>19.8%</b>	<b>11.7%</b>

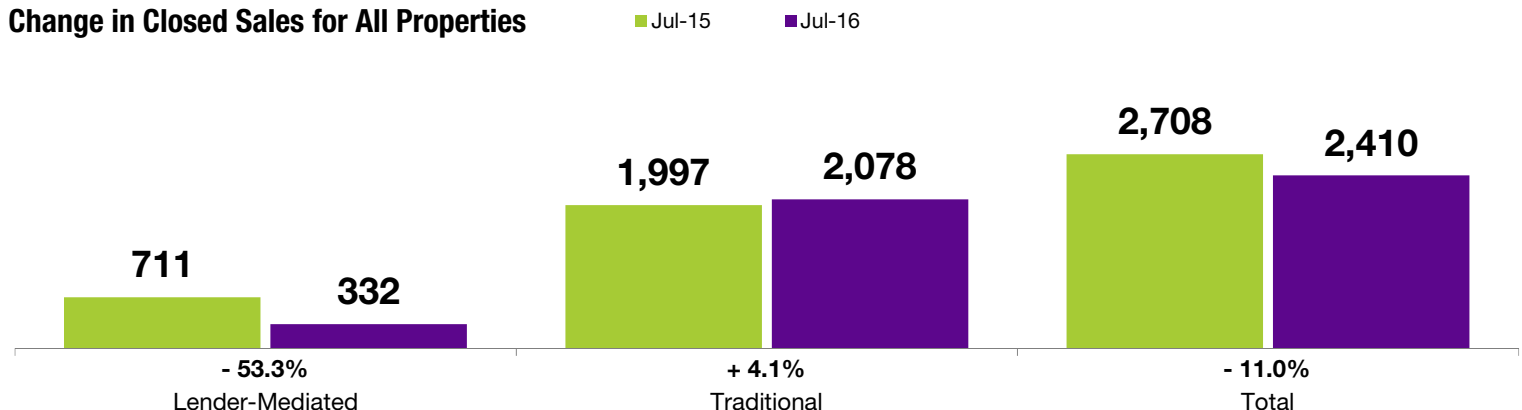
### Change in New Listings for All Properties



## Closed Sales

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jul-15	Jul-16	+ / -	Jul-15	Jul-16	+ / -	Jul-15	Jul-16	+ / -	Jul-15	Jul-16
Single-Family	602	291	- 51.7%	1,721	1,762	+ 2.4%	2,323	2,053	- 11.6%	25.9%	14.2%
Condo-Townhouse	109	41	- 62.4%	276	316	+ 14.5%	385	357	- 7.3%	28.3%	11.5%
<b>All Properties</b>	<b>711</b>	<b>332</b>	<b>- 53.3%</b>	<b>1,997</b>	<b>2,078</b>	<b>+ 4.1%</b>	<b>2,708</b>	<b>2,410</b>	<b>- 11.0%</b>	<b>26.3%</b>	<b>13.8%</b>

### Change in Closed Sales for All Properties



# Lender-Mediated Report

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## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Jul-15	Jul-16	+ / -	Jul-15	Jul-16	+ / -	Jul-15	Jul-16	+ / -
Single-Family	\$110,000	\$115,000	+ 4.5%	\$222,150	\$225,000	+ 1.3%	\$190,000	\$210,000	+ 10.5%
Condo-Townhouse	\$77,500	\$74,000	- 4.5%	\$138,050	\$140,858	+ 2.0%	\$120,000	\$196,000	+ 63.3%
<b>All Properties</b>	<b>\$95,144</b>	<b>\$106,000</b>	<b>+ 11.4%</b>	<b>\$210,000</b>	<b>\$212,945</b>	<b>+ 1.4%</b>	<b>\$180,000</b>	<b>\$196,000</b>	<b>+ 8.9%</b>

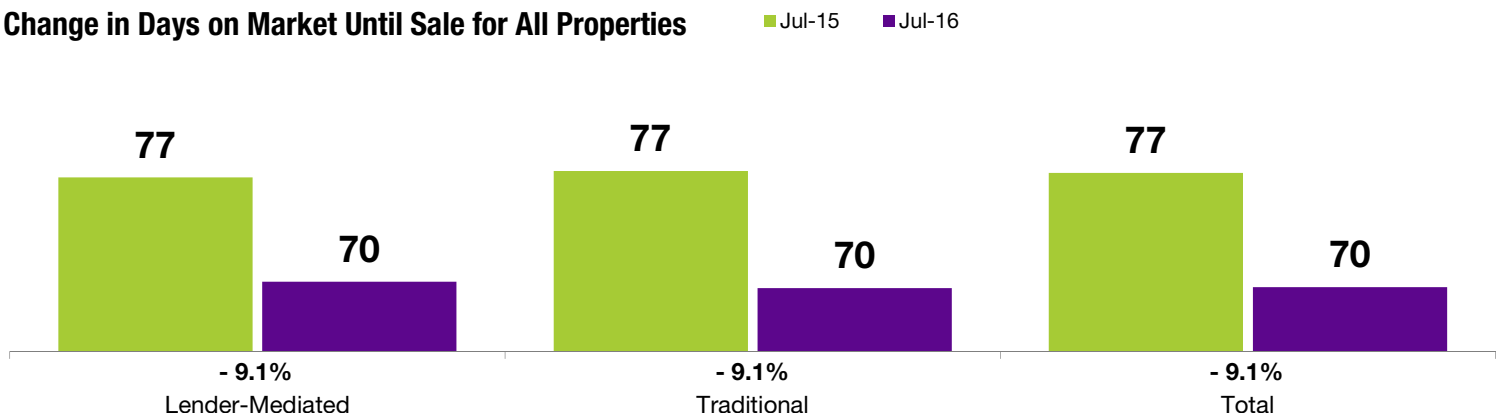
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Jul-15	Jul-16	+ / -	Jul-15	Jul-16	+ / -	Jul-15	Jul-16	+ / -
Single-Family	79	67	- 15.2%	77	71	- 7.8%	78	70	- 10.3%
Condo-Townhouse	69	95	+ 37.7%	79	66	- 16.5%	76	69	- 9.2%
<b>All Properties</b>	<b>77</b>	<b>70</b>	<b>- 9.1%</b>	<b>77</b>	<b>70</b>	<b>- 9.1%</b>	<b>77</b>	<b>70</b>	<b>- 9.1%</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.

### July 2016

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
<b>Baker County</b>	<b>13</b>	<b>14.9%</b>	<b>-50.0%</b>	<b>3</b>	<b>15.8%</b>	<b>-40.0%</b>	<b>\$129,900</b>	<b>-14.3%</b>	<b>\$146,159</b>	<b>-24.5%</b>
<b>Clay County</b>	<b>138</b>	<b>11.8%</b>	<b>-63.4%</b>	<b>51</b>	<b>16.3%</b>	<b>-59.8%</b>	<b>\$175,500</b>	<b>7.7%</b>	<b>\$191,821</b>	<b>8.7%</b>
<b>Duval County</b>	<b>464</b>	<b>10.5%</b>	<b>-63.9%</b>	<b>195</b>	<b>14.8%</b>	<b>-54.4%</b>	<b>\$175,000</b>	<b>7.5%</b>	<b>\$213,793</b>	<b>4.6%</b>
<b>Nassau County</b>	<b>46</b>	<b>12.1%</b>	<b>-51.6%</b>	<b>18</b>	<b>21.4%</b>	<b>-47.1%</b>	<b>\$204,220</b>	<b>7.5%</b>	<b>\$260,026</b>	<b>11.9%</b>
<b>Putnam County</b>	<b>47</b>	<b>8.7%</b>	<b>-61.2%</b>	<b>20</b>	<b>24.1%</b>	<b>-37.5%</b>	<b>\$71,950</b>	<b>30.8%</b>	<b>\$100,606</b>	<b>29.1%</b>
<b>St. Johns County</b>	<b>83</b>	<b>3.5%</b>	<b>-50.3%</b>	<b>32</b>	<b>5.8%</b>	<b>-50.8%</b>	<b>\$300,000</b>	<b>5.3%</b>	<b>\$368,924</b>	<b>9.7%</b>
011-SAN MARCO	2	1.8%	-77.8%	0	0.0%	-100.0%	\$286,250	-1.3%	\$360,982	3.8%
012-SAN JOSE	11	6.7%	-59.3%	3	9.4%	-66.7%	\$175,500	29.5%	\$220,985	27.0%
013-BEAUCLERC/MANDARIN NORTH	13	9.0%	-65.8%	7	13.5%	-66.7%	\$190,000	8.6%	\$200,675	3.0%
014-MANDARIN	17	6.1%	-66.0%	4	5.3%	-81.8%	\$227,000	3.7%	\$253,772	9.5%
015-BARTRAM	10	11.0%	-52.4%	3	7.5%	-66.7%	\$231,000	24.4%	\$223,292	15.9%
021-ST NICHOLAS AREA	12	13.8%	-42.9%	1	4.2%	-85.7%	\$117,750	18.3%	\$126,075	14.8%
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	18	14.8%	-66.7%	13	23.6%	-40.9%	\$152,000	4.6%	\$165,751	10.1%
024-BAYMEADOWS/DEERWOOD	20	10.0%	-52.4%	2	4.2%	-89.5%	\$133,500	-19.1%	\$188,301	-14.0%
025-INTRACOASTAL WEST-NORTH OF BEACH BLVD	5	3.6%	-75.0%	4	8.3%	-50.0%	\$254,662	3.9%	\$289,126	1.3%
026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD	11	5.8%	-71.8%	8	14.8%	0.0%	\$309,950	5.1%	\$324,652	-2.3%
027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD	5	9.1%	-44.4%	2	11.8%	100.0%	\$204,000	-15.1%	\$254,678	-31.1%
028-BAYARD	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
029-NOCATEE (DUVAL COUNTY)	0	0.0%	--	1	7.1%	--	\$353,148	0.8%	\$367,652	3.0%
031-RIVERSIDE	1	1.8%	-66.7%	0	0.0%	-100.0%	\$172,000	-9.5%	\$211,483	-13.0%
032-AVONDALE	8	6.5%	-42.9%	4	12.5%	33.3%	\$273,750	7.9%	\$331,670	-6.6%
033-ORTEGA/VENETIA	6	7.7%	-33.3%	1	7.1%	-66.7%	\$197,500	-39.2%	\$390,531	17.9%
041-ARLINGTON	33	14.5%	-71.3%	16	18.4%	-51.5%	\$125,000	15.3%	\$131,599	9.2%
042-FT CAROLINE	15	12.7%	-63.4%	6	11.1%	-62.5%	\$192,000	3.8%	\$201,527	5.1%
043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD	11	8.8%	-69.4%	4	10.0%	-55.6%	\$219,750	21.1%	\$299,078	17.2%
051-MURRAY HILL	3	6.0%	-85.7%	1	4.2%	-85.7%	\$120,750	52.8%	\$121,908	27.8%
052-LAKESHORE	6	13.0%	-62.5%	4	21.1%	-33.3%	\$85,000	51.9%	\$93,326	40.0%
053-HYDE GROVE AREA	6	11.5%	-78.6%	8	47.1%	0.0%	\$66,900	12.2%	\$86,752	10.2%
054-CEDAR HILLS	4	14.8%	-76.5%	5	38.5%	25.0%	\$76,000	-4.0%	\$87,206	13.7%
055-CONFEDERATE POINT/ORTEGA FARMS	3	12.0%	-66.7%	0	0.0%	-100.0%	\$128,000	-30.8%	\$138,967	-21.3%
056-YUKON/WESCONNETT/OAK HILL	14	16.9%	-60.0%	6	28.6%	-60.0%	\$86,000	22.9%	\$105,658	15.3%
061-NORMANDY AREA	15	23.4%	-34.8%	8	33.3%	-20.0%	\$122,450	13.5%	\$120,322	0.2%
062-CRYSTAL SPRINGS/COUNTRY CREEK AREA	10	12.3%	-68.8%	5	25.0%	-54.5%	\$148,250	30.0%	\$152,130	13.7%
063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES	17	32.1%	-57.5%	10	26.3%	-33.3%	\$118,250	64.2%	\$111,611	35.9%
064-BENT CREEK/PLUM TREE	7	18.9%	-61.1%	1	6.7%	-75.0%	\$176,000	7.5%	\$180,859	11.9%
065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW	3	11.5%	-66.7%	2	25.0%	100.0%	\$176,013	33.1%	\$165,812	16.5%
066-CECIL COMMERCE AREA	1	11.1%	-87.5%	0	0.0%	--	\$252,713	79.9%	\$252,713	58.8%
067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL)	13	18.8%	-72.9%	5	14.3%	-58.3%	\$142,000	8.8%	\$140,507	-1.0%
071-BRENTWOOD/EVERGREEN	6	12.0%	-80.0%	3	33.3%	-50.0%	\$36,800	97.8%	\$48,856	120.6%

# 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.

### July 2016

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
072-SPRINGFIELD	3	5.4%	-75.0%	0	0.0%	-100.0%	\$211,000	80.0%	\$213,300	64.5%
073-DOWNTOWN JACKSONVILLE-NORTHBANK	1	7.7%	-50.0%	1	33.3%	--	\$240,000	-6.8%	\$242,700	-18.0%
074-PAXON	8	9.8%	-65.2%	3	60.0%	-57.1%	\$35,295	68.1%	\$57,147	-4.3%
075-TROUT RIVER/COLLEGE PARK/RIBAUT MANOR	31	15.7%	-61.7%	11	34.4%	-52.2%	\$30,840	19.8%	\$49,596	13.0%
076-DOWNTOWN JACKSONVILLE-EASTSIDE	1	5.6%	-92.3%	1	100.0%	-50.0%	\$15,700	-8.3%	\$15,700	-8.3%
081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST	14	17.9%	-63.2%	9	47.4%	0.0%	\$112,000	-5.1%	\$112,288	-9.6%
082-DINSMORE/NORTHWEST DUVAL COUNTY	2	33.3%	0.0%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
091-GARDEN CITY/AIRPORT	30	24.0%	-60.5%	7	15.2%	-63.2%	\$150,000	5.1%	\$165,151	17.3%
092-OCEANWAY/PECAN PARK	18	14.0%	-40.0%	7	15.9%	-22.2%	\$214,050	13.0%	\$217,418	14.1%
095-SAN MATEO/EASTPORT	2	6.9%	-66.7%	1	12.5%	-66.7%	\$158,275	-6.8%	\$237,519	32.0%
096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT	11	8.3%	-65.6%	4	12.5%	-33.3%	\$210,550	25.3%	\$239,157	18.9%
121-FLEMING ISLAND-NE	2	12.5%	-50.0%	2	40.0%	100.0%	\$206,000	-16.0%	\$230,075	-6.2%
122-FLEMING ISLAND-NW	11	12.6%	37.5%	4	20.0%	-20.0%	\$310,000	12.0%	\$325,332	20.2%
123-FLEMING ISLAND-SE	1	2.3%	-91.7%	1	12.5%	-83.3%	\$260,250	42.2%	\$265,438	19.0%
124-FLEMING ISLAND-SW	9	13.0%	-62.5%	2	8.0%	-77.8%	\$215,000	10.4%	\$204,159	6.8%
131-MEADOWBROOK/LOCH RANE	4	12.1%	-71.4%	4	44.4%	33.3%	\$235,000	151.3%	\$221,767	52.5%
132-BELLAIR/GROVE PARK	7	23.3%	-74.1%	0	0.0%	-100.0%	\$152,000	26.7%	\$126,242	17.2%
133-NORTH ORANGE PARK	3	20.0%	50.0%	0	0.0%	-100.0%	\$270,000	170.0%	\$270,000	180.8%
134-SOUTH BLANDING	4	16.7%	-77.8%	1	11.1%	-90.9%	\$187,000	37.6%	\$183,531	39.2%
135-PARK WEST/MONTCLAIR	1	7.7%	-85.7%	2	22.2%	-66.7%	\$183,000	34.0%	\$168,033	22.0%
136-LAKESIDE ESTATES	2	14.3%	-77.8%	1	11.1%	-66.7%	\$149,500	-3.5%	\$150,867	2.0%
137-DOCTOR'S LAKE	1	2.5%	-83.3%	1	16.7%	-80.0%	\$164,500	-6.5%	\$188,083	-3.9%
138-TANGLEWOOD/DOCTORS INLET	0	8.3%	-83.3%	--	13.0%	-75.0%	--	21.2%	--	16.2%
139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY	29	13.1%	-51.7%	12	19.0%	-36.8%	\$195,000	0.0%	\$205,501	-0.2%
141-MIDDLEBURG NW	8	11.9%	-63.6%	8	40.0%	100.0%	\$160,000	23.1%	\$131,589	-7.4%
142-MIDDLEBURG EAST/LAKE ASBURY	12	10.9%	-74.5%	2	5.6%	-83.3%	\$171,000	8.6%	\$181,389	7.7%
143-FOXMEADOW AREA	9	12.7%	-18.2%	3	17.6%	-50.0%	\$210,000	19.3%	\$223,115	13.3%
144-MIDDLEBURG-SE	1	4.3%	-87.5%	2	66.7%	100.0%	\$79,000	-38.5%	\$57,067	-55.6%
145-MIDDLEBURG-SW	14	34.1%	-17.6%	1	11.1%	-85.7%	\$125,000	11.9%	\$119,425	14.5%
151-KEYSTONE HEIGHTS	12	11.0%	-55.6%	2	11.8%	-77.8%	\$134,000	59.5%	\$131,306	-12.1%
152-KINGSLEY LAKE	0	0.0%	-100.0%	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%	-100.0%	\$0	-100.0%	\$0	-100.0%
211-JACKSONVILLE BEACH-NE	1	3.8%	-50.0%	1	12.5%	--	\$599,000	33.1%	\$589,617	0.9%
212-JACKSONVILLE BEACH-SE	1	1.6%	0.0%	0	0.0%	-100.0%	\$433,000	-31.7%	\$531,448	-22.7%
213-JACKSONVILLE BEACH-NW	1	2.8%	-90.0%	3	23.1%	-40.0%	\$298,000	13.3%	\$314,274	15.5%
214-JACKSONVILLE BEACH-SW	3	4.4%	-70.0%	0	0.0%	-100.0%	\$314,250	4.7%	\$322,613	-7.2%
221-NEPTUNE BEACH-EAST	2	15.4%	100.0%	0	0.0%	-100.0%	\$553,000	10.6%	\$553,000	0.0%
222-NEPTUNE BEACH-WEST	0	0.0%	-100.0%	0	0.0%	-100.0%	\$385,000	20.7%	\$419,143	28.2%
231-ATLANTIC BEACH-EAST	5	5.0%	0.0%	3	15.8%	200.0%	\$435,000	-9.8%	\$528,890	3.0%

# 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.

### July 2016

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
232-ATLANTIC BEACH/MAYPORT-WEST	3	10.3%	-50.0%	0	0.0%	-100.0%	\$162,450	38.8%	\$181,442	45.5%
251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD	0	0.0%	--	0	0.0%	--	\$1,162,500	-68.2%	\$1,768,333	-51.6%
252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD	3	3.7%	-70.0%	1	6.7%	-75.0%	\$265,000	12.2%	\$531,543	17.6%
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	2	2.0%	-60.0%	1	6.7%	0.0%	\$475,000	2.7%	\$764,733	53.7%
262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD	8	7.0%	-20.0%	1	3.8%	-66.7%	\$444,000	13.3%	\$465,712	-0.4%
263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210	2	2.2%	-33.3%	0	0.0%	-100.0%	\$540,000	16.9%	\$665,889	25.4%
264-SOUTH PONTE VEDRA BEACH	2	3.4%	0.0%	1	25.0%	0.0%	\$927,500	70.6%	\$947,500	65.8%
265-PONTE VEDRA/NOCATEE-STJ	6	2.5%	-14.3%	0	0.0%	-100.0%	\$360,000	-8.9%	\$378,701	-8.6%
266-VILANO BEACH	0	0.0%	--	0	0.0%	--	\$520,000	30.0%	\$425,142	-0.5%
271-NOCATEE NORTH	0	0.0%	--	0	0.0%	--	\$312,597	-46.1%	\$346,929	-40.2%
272-NOCATEE SOUTH	6	3.8%	-14.3%	0	0.0%	-100.0%	\$375,250	-3.8%	\$394,587	-4.1%
301-JULINGTON CREEK/SWITZERLAND	19	4.8%	-48.6%	5	4.0%	-64.3%	\$308,750	8.0%	\$325,607	7.5%
302-ORANGEDALE AREA	1	2.4%	-50.0%	1	9.1%	--	\$367,650	-39.0%	\$384,159	-33.2%
303-PALMO/SIX MILE AREA	1	4.5%	-50.0%	1	25.0%	--	\$329,377	87.1%	\$288,302	63.8%
304- 210 SOUTH	5	4.5%	-66.7%	2	5.0%	-77.8%	\$289,943	3.9%	\$291,333	1.1%
305-WORLD GOLF VILLAGE AREA-CENTRAL	2	2.8%	0.0%	0	0.0%	-100.0%	\$250,750	7.8%	\$261,650	36.9%
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%	--	\$306,920	29.5%	\$306,920	17.0%
308-WORLD GOLF VILLAGE AREA-SW	2	2.3%	-75.0%	2	5.7%	-66.7%	\$242,000	-4.2%	\$246,232	-4.5%
309-WORLD GOLF VILLAGE AREA-WEST	9	7.9%	-30.8%	2	7.4%	-33.3%	\$248,000	11.3%	\$284,577	24.4%
312-PALENCIA AREA	4	2.9%	-66.7%	4	22.2%	300.0%	\$346,250	-9.8%	\$401,533	-6.7%
313-WHITECASTLE/AIRPORT AREA	0	0.0%	-100.0%	0	0.0%	--	\$122,900	-32.6%	\$161,300	-11.5%
321-NORTH CITY-ST AUGUSTINE	2	8.3%	--	0	0.0%	-100.0%	\$230,000	-39.5%	\$425,216	-3.9%
322-DOWNTOWN ST AUGUSTINE	0	0.0%	--	0	0.0%	--	\$182,450	-35.8%	\$182,450	-31.7%
323-DAVIS SHORES	0	0.0%	--	0	0.0%	-100.0%	\$412,000	61.6%	\$412,000	48.2%
331-ST AUGUSTINE BEACH	3	2.0%	-50.0%	5	18.5%	150.0%	\$335,000	8.1%	\$410,740	22.5%
332-CRESCENT BEACH/SUMMER HAVEN	0	0.0%	--	0	0.0%	-100.0%	\$315,000	-37.3%	\$518,944	3.3%
333-ST JOHNS COUNTY-SE	0	0.0%	--	0	0.0%	--	\$382,450	367.0%	\$382,450	128.1%
334-MOULTRIE/ST AUGUSTINE SHORES	0	0.0%	-100.0%	1	6.3%	0.0%	\$190,725	-4.6%	\$218,147	-2.6%
335-ST AUGUSTINE SOUTH	1	7.7%	-66.7%	0	0.0%	-100.0%	\$198,500	8.5%	\$207,250	32.1%
336-RAVENSWOOD/WEST AUGUSTINE	5	3.9%	-44.4%	3	10.0%	-40.0%	\$197,495	52.0%	\$188,994	48.0%
337-OLD MOULTRIE RD/WILDWOOD	6	9.0%	500.0%	0	0.0%	-100.0%	\$250,001	-1.6%	\$246,226	-4.1%
341-FLAGLER ESTATES/HASTINGS	1	8.3%	-80.0%	0	0.0%	-100.0%	\$100,900	-4.8%	\$99,950	-8.1%
342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95	0	0.0%	--	0	0.0%	-100.0%	\$275,000	17.0%	\$275,000	36.9%
343-MOLASSES JUNCTION/ELKTON	0	0.0%	-100.0%	1	100.0%	--	\$300,000	-22.1%	\$300,000	-22.1%
344-HASTINGS/TOCOI/RIVRERDALE	1	4.5%	-66.7%	1	50.0%	--	\$365,000	111.6%	\$365,000	111.6%
410-FERNANDINA BEACH DOWNTOWN-WEST	0	0.0%	-100.0%	0	0.0%	-100.0%	\$323,625	40.7%	\$323,625	43.5%
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	2	20.0%	100.0%	0	0.0%	--	\$1,295,000	0.0%	\$1,295,000	0.0%

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

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

### July 2016

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
431-NASSAU COUNTY BEACHES-SOUTH	1	16.7%	--	0	0.0%	-100.0%	\$327,000	179.5%	\$327,000	67.1%
440-FERNANDINA BEACH DOWNTOWN-SOUTH	3	23.1%	-50.0%	2	66.7%	100.0%	\$193,000	-34.2%	\$244,614	-7.4%
450-AMELIA ISLAND-NORTH OF BURNEY ROAD	3	8.3%	-50.0%	2	50.0%	-50.0%	\$280,000	-12.5%	\$255,500	-17.6%
460-AMELIA ISLAND PLANTATION	3	4.4%	0.0%	0	0.0%	--	\$712,500	-8.4%	\$813,500	5.0%
470-PINEY ISLAND AREA	0	0.0%	-100.0%	0	--	--	\$0	-100.0%	\$0	-100.0%
471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS	7	15.6%	-36.4%	2	16.7%	-77.8%	\$162,400	12.7%	\$200,273	12.5%
472-ONEIL/NASSAVILLE/HOLLY POINT	2	4.5%	-85.7%	3	20.0%	0.0%	\$270,000	2.7%	\$294,387	10.7%
480-NASSAU COUNTY-N OF A1A/W OF LOFTON CREEK	0	0.0%	-100.0%	0	--	--	\$0	-100.0%	\$0	-100.0%
481-NASSAU COUNTY-S OF A1A/W OF LOFTON CREEK	5	13.9%	-50.0%	0	0.0%	-100.0%	\$195,213	16.2%	\$177,561	10.8%
490-CALLAHAN	3	23.1%	50.0%	0	0.0%	-100.0%	\$154,990	34.8%	\$157,538	0.8%
491-HILLARD	0	0.0%	-100.0%	2	66.7%	--	\$104,500	25.9%	\$104,800	26.3%
492-NASSAU COUNTY-W OF I-95/N TO STATE LINE	17	22.1%	-34.6%	6	31.6%	-40.0%	\$209,900	10.5%	\$204,168	25.7%
501-MACCLENNY AREA	7	12.7%	-61.1%	2	20.0%	-50.0%	\$129,450	-12.5%	\$115,243	-39.2%
502-BAKER COUNTY-NW	5	26.3%	0.0%	1	20.0%	--	\$160,000	0.0%	\$156,328	0.0%
503-BAKER COUNTY-SOUTH	1	7.7%	-66.7%	0	0.0%	-100.0%	\$162,725	-20.8%	\$210,738	3.8%
521-BRADFORD COUNTY-NE	2	10.0%	-50.0%	1	20.0%	-50.0%	\$50,000	-1.7%	\$78,580	54.5%
522-BRADFORD COUNTY-NW	7	22.6%	-30.0%	5	55.6%	25.0%	\$76,000	-20.0%	\$73,456	-30.5%
523-BRADFORD COUNTY-SE	5	8.9%	-54.5%	0	0.0%	-100.0%	\$160,000	35.0%	\$153,750	29.7%
524-BRADFORD COUNTY-SW	4	18.2%	33.3%	2	50.0%	--	\$43,820	-71.7%	\$51,660	-73.4%
541-UNION COUNTY-NORTH	1	20.0%	0.0%	0	--	--	\$0	0.0%	\$0	0.0%
542-UNION COUNTY-SOUTH	1	16.7%	-50.0%	0	0.0%	-100.0%	\$81,250	-50.8%	\$81,250	-43.6%
561-GREATER PALATKA	12	11.3%	-60.0%	6	23.1%	-33.3%	\$77,500	1.1%	\$86,895	3.9%
562-BARDIN/WEST BOSTWICK	3	33.3%	0.0%	0	0.0%	-100.0%	\$135,000	261.7%	\$115,000	208.1%
563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK	2	4.3%	-80.0%	1	50.0%	0.0%	\$22,250	-74.7%	\$22,250	-73.3%
564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS	3	5.3%	-70.0%	0	0.0%	-100.0%	\$87,250	40.7%	\$173,361	82.1%
571-INTERLACHEN-SE	1	7.7%	-66.7%	0	0.0%	-100.0%	\$83,550	315.7%	\$83,550	315.7%
572-INTERLACHEN-NE	8	15.4%	-20.0%	2	25.0%	-66.7%	\$56,950	15.1%	\$46,631	-32.5%
573-INTERLACHEN-SW	1	5.3%	-85.7%	2	50.0%	--	\$47,600	0.0%	\$47,550	0.0%
574-INTERLACHEN-NW	5	17.9%	-54.5%	1	33.3%	-80.0%	\$63,000	96.1%	\$93,667	167.4%
575-WEST OF SR-21	1	5.0%	-50.0%	0	0.0%	--	\$165,000	-26.7%	\$165,000	-23.0%
576-GEORGES LAKE	1	6.7%	-50.0%	1	50.0%	0.0%	\$90,000	233.3%	\$90,000	233.3%
581-SATSUMA/HOOT OWL RIDGE	1	3.8%	-91.7%	1	20.0%	--	\$72,900	23.6%	\$76,080	28.9%
582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST	6	7.4%	-50.0%	4	36.4%	100.0%	\$80,500	22.1%	\$140,764	89.8%
583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL	3	4.8%	-66.7%	2	28.6%	0.0%	\$82,500	26.9%	\$120,786	88.7%
584-OCALA NATIONAL FOREST/OKLAWAHA RIVER	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%