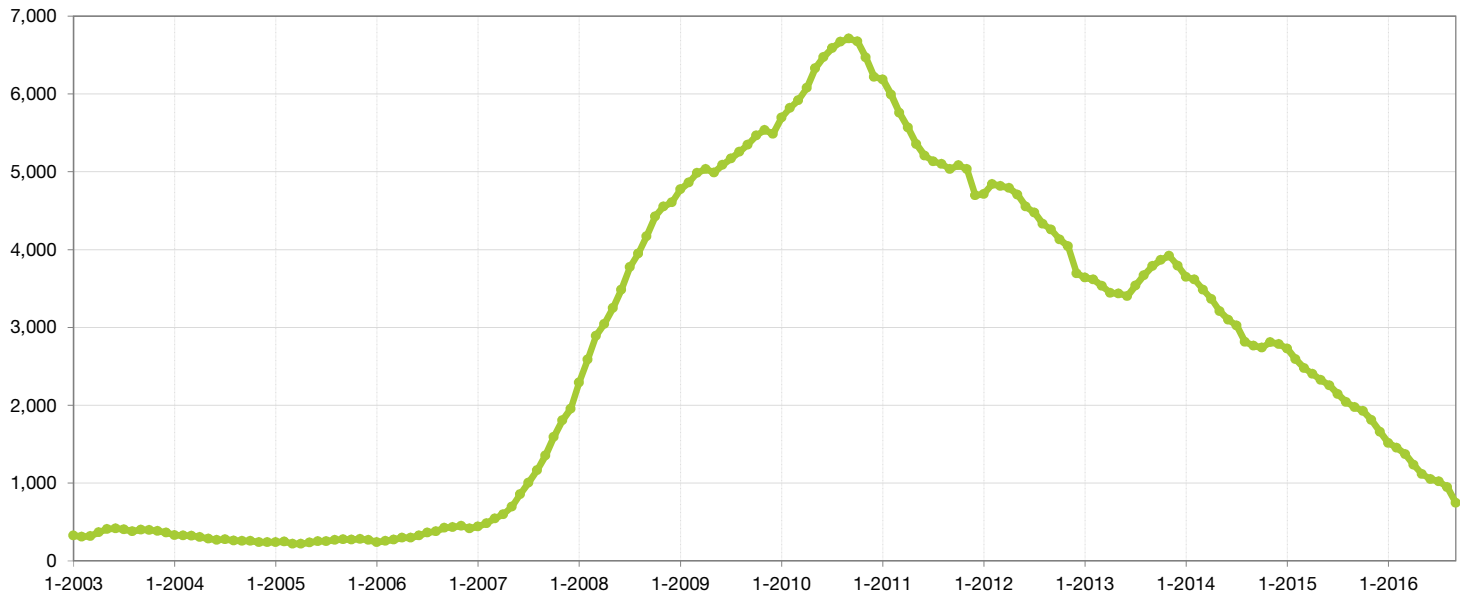


# Lender-Mediated Report

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

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## Historical Inventory of Lender-Mediated Properties



## September 2016

New Listings in the Northeast Florida region decreased 5.1 percent to 2,813.

- Traditional New Listings increased 6.9 percent to 2,525.
- Lender-mediated New Listings decreased 52.2 percent to 288.
- Share of all New Listings that were lender-mediated fell to 10.2 percent.

Closed Sales were down 4.4 percent to 2,261.

- Traditional Closed Sales were up 8.7 percent to 1,970.
- Lender-mediated Closed Sales were down 47.4 percent to 291.
- Share of all Closed Sales that were lender-mediated fell to 12.9 percent.

The Median Sales Price rose 8.6 percent to \$190,000.

- The traditional Median Sales Price rose 3.6 percent to \$205,800.
- The lender-mediated Median Sales Price rose 13.1 percent to \$95,000.



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

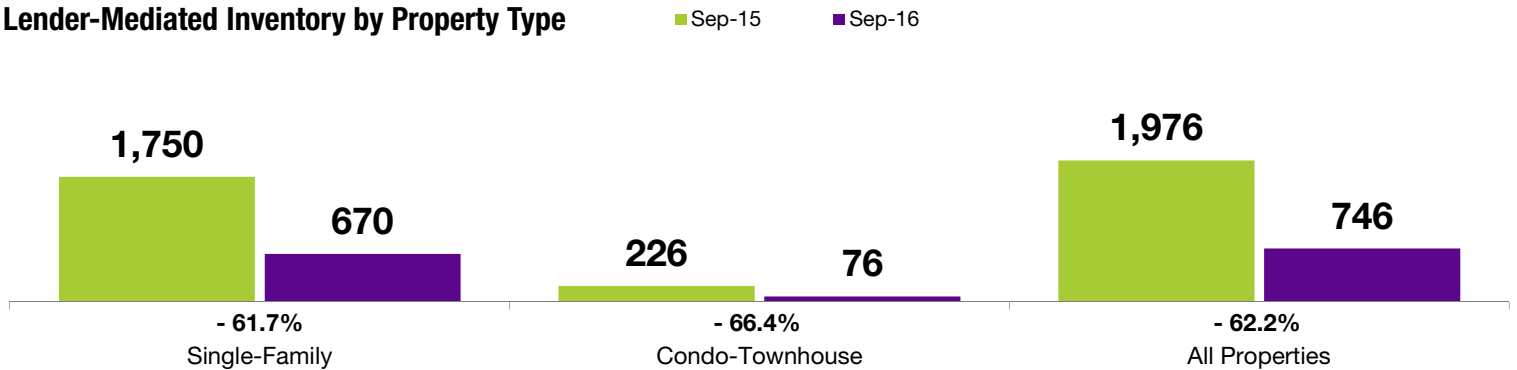
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## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Sep-15	Sep-16	+ / -	Sep-15	Sep-16	+ / -	Sep-15	Sep-16	+ / -	Sep-15	Sep-16
Single-Family	1,750	670	- 61.7%	7,705	7,251	- 5.9%	9,455	7,921	- 16.2%	18.5%	8.5%
Condo-Townhouse	226	76	- 66.4%	1,084	1,080	- 0.4%	1,310	1,156	- 11.8%	17.3%	6.6%
<b>All Properties</b>	<b>1,976</b>	<b>746</b>	<b>- 62.2%</b>	<b>8,789</b>	<b>8,331</b>	<b>- 5.2%</b>	<b>10,765</b>	<b>9,077</b>	<b>- 15.7%</b>	<b>18.4%</b>	<b>8.2%</b>

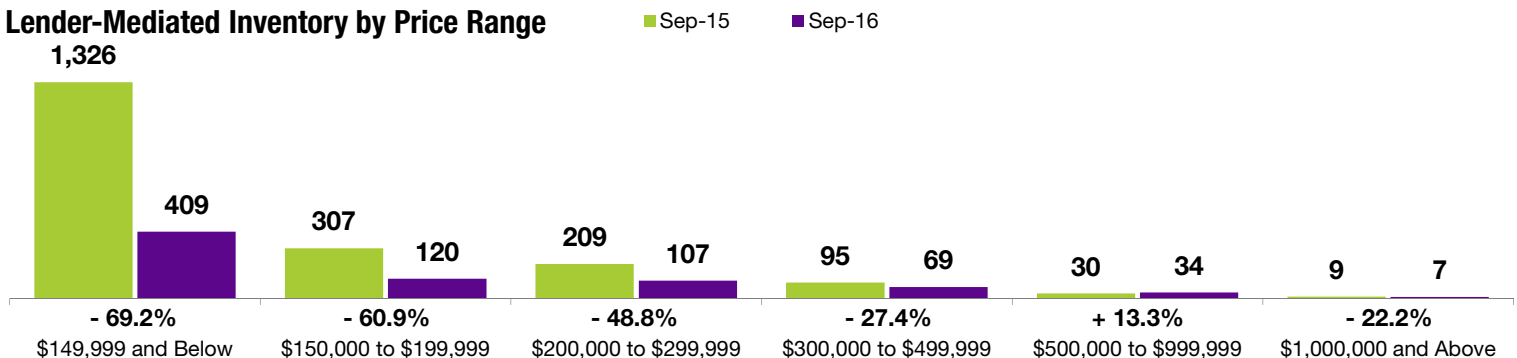
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Sep-15	Sep-16	+ / -	Sep-15	Sep-16	+ / -	Sep-15	Sep-16	+ / -	Sep-15	Sep-16
\$149,999 and Below	1,326	409	- 69.2%	2,460	1,769	- 28.1%	3,786	2,178	- 42.5%	35.0%	18.8%
\$150,000 to \$199,999	307	120	- 60.9%	1,189	1,051	- 11.6%	1,496	1,171	- 21.7%	20.5%	10.2%
\$200,000 to \$299,999	209	107	- 48.8%	1,929	1,941	+ 0.6%	2,138	2,048	- 4.2%	9.8%	5.2%
\$300,000 to \$499,999	95	69	- 27.4%	1,820	1,985	+ 9.1%	1,915	2,054	+ 7.3%	5.0%	3.4%
\$500,000 to \$999,999	30	34	+ 13.3%	986	1,141	+ 15.7%	1,016	1,175	+ 15.6%	3.0%	2.9%
\$1,000,000 and Above	9	7	- 22.2%	405	444	+ 9.6%	414	451	+ 8.9%	2.2%	1.6%
<b>All Price Ranges</b>	<b>1,976</b>	<b>746</b>	<b>- 62.2%</b>	<b>8,789</b>	<b>8,331</b>	<b>- 5.2%</b>	<b>10,765</b>	<b>9,077</b>	<b>- 15.7%</b>	<b>18.4%</b>	<b>8.2%</b>

### Lender-Mediated Inventory by Price Range



# Lender-Mediated Report

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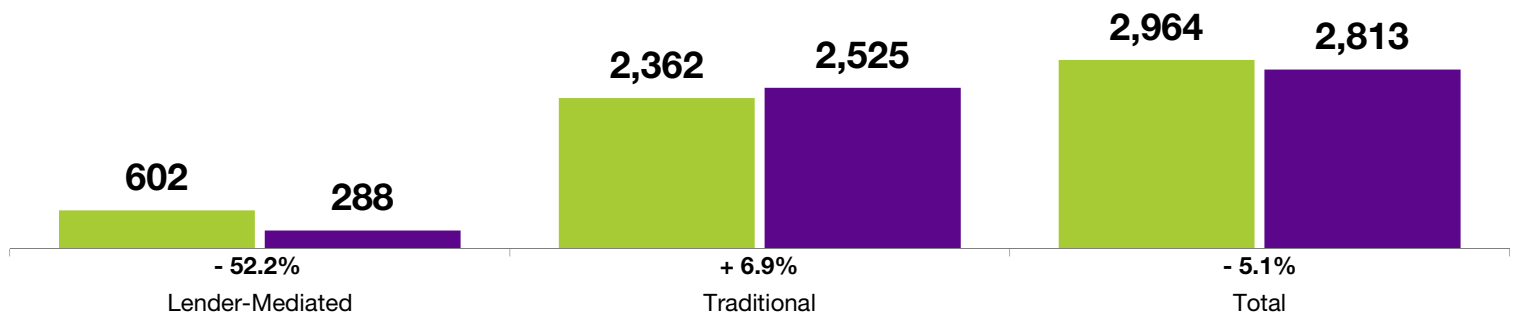


## New Listings

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Sep-15	Sep-16	+ / -	Sep-15	Sep-16	+ / -	Sep-15	Sep-16	+ / -	Sep-15	Sep-16
Single-Family	513	261	- 49.1%	2,031	2,171	+ 6.9%	2,544	2,432	- 4.4%	20.2%	10.7%
Condo-Townhouse	89	27	- 69.7%	331	354	+ 6.9%	420	381	- 9.3%	21.2%	7.1%
<b>All Properties</b>	<b>602</b>	<b>288</b>	<b>- 52.2%</b>	<b>2,362</b>	<b>2,525</b>	<b>+ 6.9%</b>	<b>2,964</b>	<b>2,813</b>	<b>- 5.1%</b>	<b>20.3%</b>	<b>10.2%</b>

### Change in New Listings for All Properties

■ Sep-15 ■ Sep-16

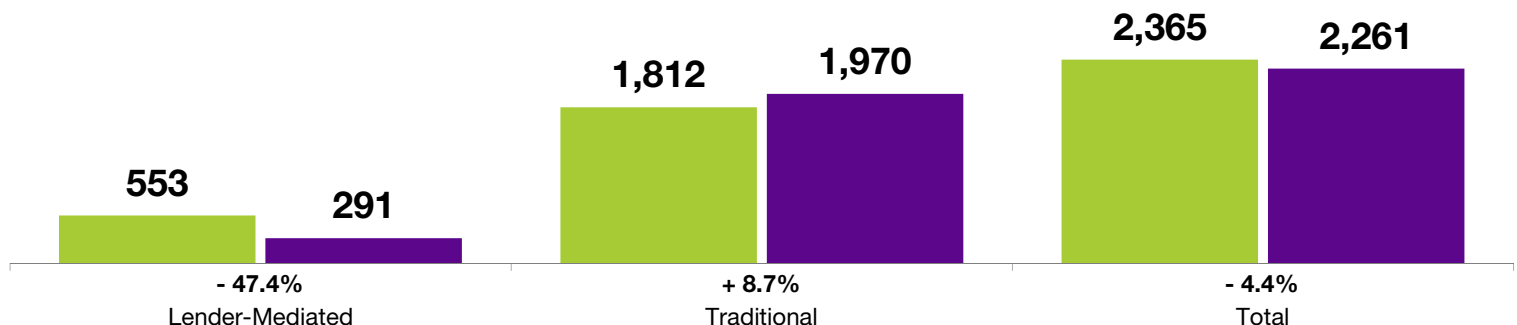


## Closed Sales

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Sep-15	Sep-16	+ / -	Sep-15	Sep-16	+ / -	Sep-15	Sep-16	+ / -	Sep-15	Sep-16
Single-Family	484	254	- 47.5%	1,529	1,650	+ 7.9%	2,013	1,904	- 5.4%	24.0%	13.3%
Condo-Townhouse	69	37	- 46.4%	283	320	+ 13.1%	352	357	+ 1.4%	19.6%	10.4%
<b>All Properties</b>	<b>553</b>	<b>291</b>	<b>- 47.4%</b>	<b>1,812</b>	<b>1,970</b>	<b>+ 8.7%</b>	<b>2,365</b>	<b>2,261</b>	<b>- 4.4%</b>	<b>23.4%</b>	<b>12.9%</b>

### Change in Closed Sales for All Properties

■ Sep-15 ■ Sep-16



# Lender-Mediated Report

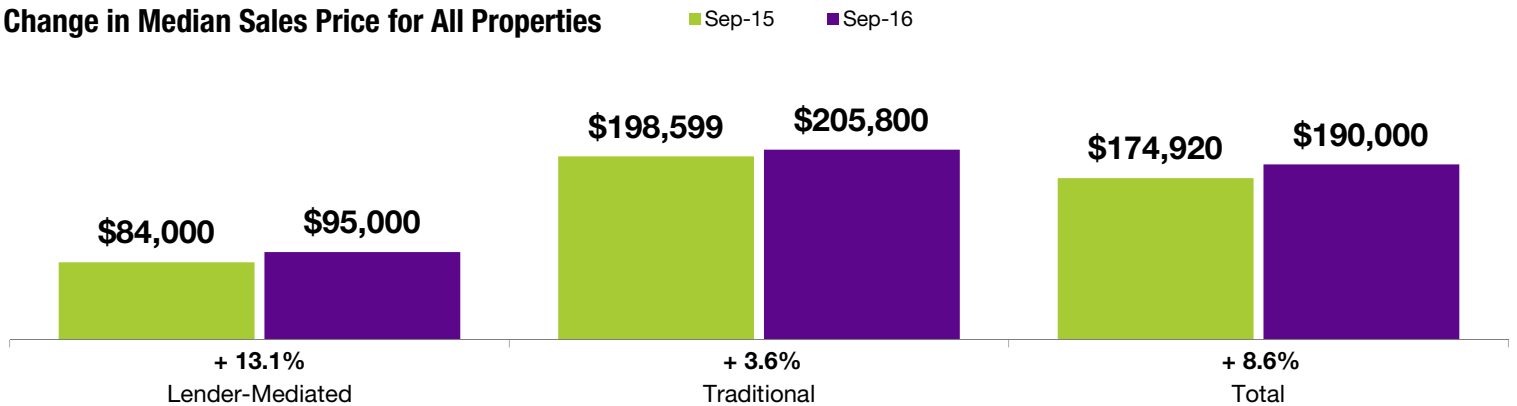
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## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Sep-15	Sep-16	+ / -	Sep-15	Sep-16	+ / -	Sep-15	Sep-16	+ / -
Single-Family	\$90,000	\$105,872	+ 17.6%	\$210,000	\$223,700	+ 6.5%	\$185,000	\$205,200	+ 10.9%
Condo-Townhouse	\$74,500	\$83,500	+ 12.1%	\$137,500	\$144,000	+ 4.7%	\$124,850	\$190,000	+ 52.2%
<b>All Properties</b>	<b>\$84,000</b>	<b>\$95,000</b>	<b>+ 13.1%</b>	<b>\$198,599</b>	<b>\$205,800</b>	<b>+ 3.6%</b>	<b>\$174,920</b>	<b>\$190,000</b>	<b>+ 8.6%</b>

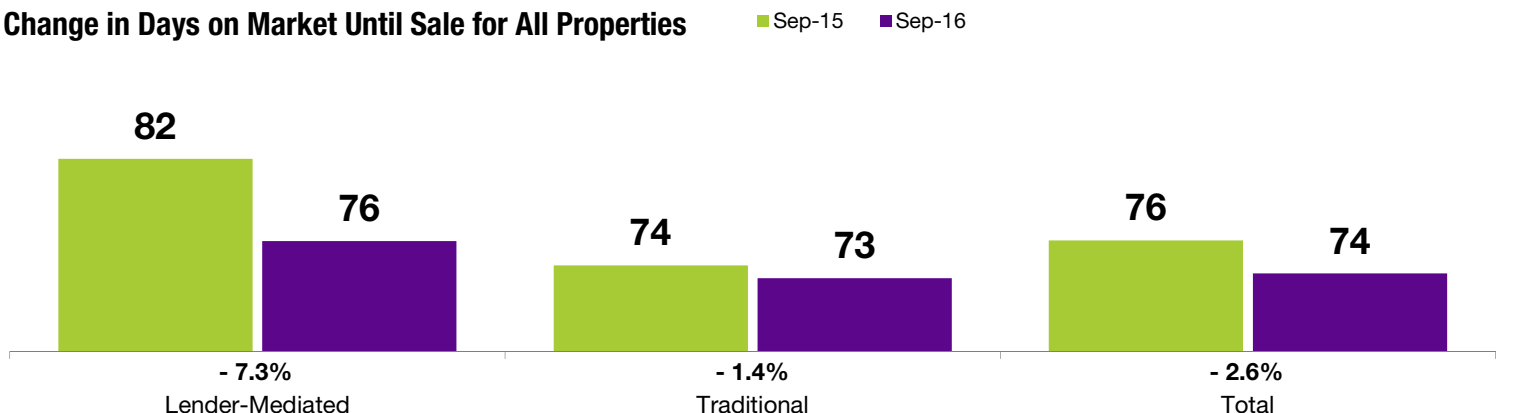
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Sep-15	Sep-16	+ / -	Sep-15	Sep-16	+ / -	Sep-15	Sep-16	+ / -
Single-Family	84	78	- 7.1%	74	74	0.0%	76	74	- 2.6%
Condo-Townhouse	69	63	- 8.7%	77	70	- 9.1%	75	69	- 8.0%
<b>All Properties</b>	<b>82</b>	<b>76</b>	<b>- 7.3%</b>	<b>74</b>	<b>73</b>	<b>- 1.4%</b>	<b>76</b>	<b>74</b>	<b>- 2.6%</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.

### September 2016

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
<b>Baker County</b>	<b>8</b>	<b>9.3%</b>	<b>-60.0%</b>	<b>5</b>	<b>33.3%</b>	<b>25.0%</b>	<b>\$155,000</b>	<b>-8.3%</b>	<b>\$184,525</b>	<b>3.4%</b>
<b>Clay County</b>	<b>139</b>	<b>12.1%</b>	<b>-57.2%</b>	<b>37</b>	<b>11.2%</b>	<b>-65.4%</b>	<b>\$178,000</b>	<b>11.3%</b>	<b>\$197,583</b>	<b>15.3%</b>
<b>Duval County</b>	<b>395</b>	<b>9.2%</b>	<b>-67.2%</b>	<b>186</b>	<b>15.6%</b>	<b>-44.0%</b>	<b>\$168,000</b>	<b>7.0%</b>	<b>\$202,560</b>	<b>8.7%</b>
<b>Nassau County</b>	<b>42</b>	<b>10.3%</b>	<b>-60.4%</b>	<b>17</b>	<b>20.0%</b>	<b>-51.4%</b>	<b>\$216,000</b>	<b>16.8%</b>	<b>\$239,507</b>	<b>-0.8%</b>
<b>Putnam County</b>	<b>55</b>	<b>10.4%</b>	<b>-47.1%</b>	<b>15</b>	<b>19.7%</b>	<b>-46.4%</b>	<b>\$78,250</b>	<b>30.4%</b>	<b>\$108,979</b>	<b>28.2%</b>
<b>St. Johns County</b>	<b>76</b>	<b>3.3%</b>	<b>-51.9%</b>	<b>19</b>	<b>3.7%</b>	<b>-38.7%</b>	<b>\$293,273</b>	<b>6.6%</b>	<b>\$345,528</b>	<b>7.3%</b>
011-SAN MARCO	4	3.6%	-63.6%	1	10.0%	-66.7%	\$250,149	22.0%	\$240,620	-4.5%
012-SAN JOSE	6	4.2%	-81.3%	4	12.1%	-42.9%	\$164,000	36.1%	\$275,379	67.9%
013-BEAUCLERC/MANDARIN NORTH	9	7.3%	-71.9%	3	5.2%	-66.7%	\$185,000	12.1%	\$201,921	13.7%
014-MANDARIN	18	7.2%	-70.5%	3	3.8%	-76.9%	\$243,750	6.0%	\$268,730	9.8%
015-BARTRAM	6	5.9%	-76.0%	2	8.0%	-50.0%	\$184,040	5.2%	\$194,941	-0.3%
021-ST NICHOLAS AREA	7	9.1%	-61.1%	4	21.1%	-63.6%	\$97,000	19.8%	\$129,838	23.3%
022-GROVE PARK/SAN SOUCI	0	--	-100.0%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD	10	7.3%	-76.2%	8	18.2%	-38.5%	\$151,950	-1.9%	\$153,480	-1.7%
024-BAYMEADOWS/DEERWOOD	17	10.1%	-41.4%	6	12.0%	-57.1%	\$123,950	24.0%	\$177,673	20.3%
025-INTRACOASTAL WEST-NORTH OF BEACH BLVD	7	5.7%	-66.7%	0	0.0%	-100.0%	\$254,675	1.2%	\$296,973	-2.0%
026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD	12	7.1%	-64.7%	4	8.9%	0.0%	\$270,000	24.1%	\$303,448	20.5%
027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD	5	8.6%	-50.0%	2	12.5%	100.0%	\$231,500	0.5%	\$311,656	28.0%
028-BAYARD	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
029-NOCATEE (DUVAL COUNTY)	0	0.0%	--	0	0.0%	--	\$396,734	7.0%	\$408,653	9.4%
031-RIVERSIDE	1	1.7%	-66.7%	1	11.1%	0.0%	\$251,000	-2.7%	\$328,256	-1.9%
032-AVONDALE	5	4.4%	-68.8%	1	3.4%	-50.0%	\$226,000	15.9%	\$282,157	24.7%
033-ORTEGA/VENETIA	4	6.2%	-55.6%	1	9.1%	-66.7%	\$355,000	57.8%	\$351,091	27.0%
041-ARLINGTON	32	14.0%	-66.7%	14	24.1%	-56.3%	\$124,000	26.2%	\$134,064	24.2%
042-FT CAROLINE	14	12.4%	-65.0%	5	11.4%	-66.7%	\$189,500	11.5%	\$205,494	17.3%
043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD	9	7.4%	-73.5%	5	16.1%	-66.7%	\$226,400	29.4%	\$251,310	3.4%
051-MURRAY HILL	4	6.8%	-73.3%	8	47.1%	33.3%	\$119,000	25.3%	\$110,275	1.0%
052-LAKESHORE	6	12.0%	-60.0%	4	26.7%	33.3%	\$76,750	-21.6%	\$76,832	-22.0%
053-HYDE GROVE AREA	8	12.9%	-69.2%	3	15.0%	-50.0%	\$99,950	70.1%	\$100,610	13.2%
054-CEDAR HILLS	3	8.3%	-76.9%	2	22.2%	-60.0%	\$97,000	86.5%	\$95,656	37.1%
055-CONFEDERATE POINT/ORTEGA FARMS	3	16.7%	-57.1%	0	0.0%	-100.0%	\$162,450	3.1%	\$190,275	26.9%
056-YUKON/WESCONNETT/OAK HILL	13	16.3%	-60.6%	9	32.1%	80.0%	\$136,950	80.8%	\$123,522	31.0%
061-NORMANDY AREA	11	23.4%	-57.7%	3	14.3%	-50.0%	\$144,900	22.8%	\$168,980	35.7%
062-CRYSTAL SPRINGS/COUNTRY CREEK AREA	11	11.6%	-66.7%	8	44.4%	-11.1%	\$145,000	40.1%	\$162,894	22.7%
063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES	13	27.7%	-71.1%	10	40.0%	-9.1%	\$82,500	11.9%	\$86,557	10.7%
064-BENT CREEK/PLUM TREE	2	5.9%	-88.9%	5	45.5%	--	\$163,000	-16.8%	\$157,232	-13.1%
065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW	4	16.7%	-60.0%	2	66.7%	-33.3%	\$185,000	31.3%	\$194,217	32.7%
066-CECIL COMMERCE AREA	2	12.5%	-66.7%	0	0.0%	-100.0%	\$249,400	82.2%	\$243,729	89.6%
067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL)	9	12.3%	-76.3%	5	14.3%	-44.4%	\$144,509	10.3%	\$151,812	6.7%
071-BRENTWOOD/EVERGREEN	6	13.0%	-76.0%	3	25.0%	-70.0%	\$26,000	13.0%	\$59,596	15.2%

# 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.

### September 2016

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
072-SPRINGFIELD	2	3.4%	-71.4%	3	25.0%	-50.0%	\$173,304	15.5%	\$165,030	-1.9%
073-DOWNTOWN JACKSONVILLE-NORTHBANK	0	0.0%	-100.0%	0	0.0%	-100.0%	\$55,000	-68.2%	\$103,225	-32.3%
074-PAXON	10	11.5%	-47.4%	2	14.3%	-77.8%	\$30,000	17.6%	\$46,312	25.2%
075-TROUT RIVER/COLLEGE PARK/RIBAUT MANOR	28	14.9%	-64.6%	18	36.0%	5.9%	\$38,000	40.7%	\$51,803	-5.8%
076-DOWNTOWN JACKSONVILLE-EASTSIDE	3	13.0%	-72.7%	1	20.0%	-66.7%	\$32,500	159.0%	\$32,320	70.1%
081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST	12	16.7%	-67.6%	7	25.0%	-12.5%	\$147,990	2.8%	\$146,813	7.9%
082-DINSMORE/NORTHWEST DUVAL COUNTY	3	33.3%	50.0%	0	--	--	\$0	0.0%	\$0	0.0%
091-GARDEN CITY/AIRPORT	14	11.5%	-80.0%	10	20.4%	-47.4%	\$149,000	5.3%	\$158,804	17.7%
092-OCEANWAY/PECAN PARK	17	12.0%	-52.8%	7	23.3%	-12.5%	\$198,000	-2.1%	\$182,212	-10.6%
095-SAN MATEO/EASTPORT	1	3.2%	-83.3%	0	0.0%	-100.0%	\$143,500	14.8%	\$143,500	17.4%
096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT	8	7.1%	-73.3%	5	19.2%	-28.6%	\$198,995	-1.0%	\$201,667	-19.3%
121-FLEMING ISLAND-NE	0	0.0%	-100.0%	1	25.0%	--	\$414,050	-18.0%	\$431,525	0.2%
122-FLEMING ISLAND-NW	9	11.1%	50.0%	1	6.7%	-83.3%	\$265,000	19.9%	\$351,960	39.5%
123-FLEMING ISLAND-SE	2	3.3%	-75.0%	3	37.5%	--	\$231,850	3.2%	\$229,305	-16.9%
124-FLEMING ISLAND-SW	8	14.3%	-55.6%	1	4.5%	-80.0%	\$281,773	34.5%	\$280,248	42.4%
131-MEADOWBROOK/LOCH RANE	4	13.3%	-71.4%	1	8.3%	-83.3%	\$266,000	195.6%	\$245,421	64.4%
132-BELLAIR/GROVE PARK	6	26.1%	-66.7%	0	0.0%	-100.0%	\$118,000	24.2%	\$120,600	17.7%
133-NORTH ORANGE PARK	2	15.4%	-33.3%	2	40.0%	--	\$69,000	0.0%	\$105,400	0.0%
134-SOUTH BLANDING	5	20.0%	-54.5%	2	15.4%	-66.7%	\$148,000	-8.1%	\$161,604	11.7%
135-PARK WEST/MONTCLAIR	2	14.3%	-85.7%	0	0.0%	-100.0%	\$169,750	4.5%	\$170,625	19.1%
136-LAKESIDE ESTATES	0	0.0%	-100.0%	0	0.0%	-100.0%	\$156,450	8.7%	\$160,075	10.9%
137-DOCTOR'S LAKE	1	2.4%	-80.0%	0	0.0%	-100.0%	\$210,000	-22.1%	\$211,714	-20.8%
138-TANGLEWOOD/DOCTORS INLET	0	21.0%	-55.2%	--	15.0%	-78.6%	--	35.2%	--	25.0%
139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY	28	13.0%	-39.1%	6	8.3%	-50.0%	\$192,450	11.9%	\$213,920	5.1%
141-MIDDLEBURG NW	7	10.9%	-46.2%	4	21.1%	-50.0%	\$169,990	5.9%	\$154,364	14.6%
142-MIDDLEBURG EAST/LAKE ASBURY	9	8.2%	-83.0%	3	9.1%	-81.3%	\$171,000	19.7%	\$177,102	19.9%
143-FOXMEADOW AREA	7	12.5%	-22.2%	1	5.9%	-75.0%	\$178,500	-16.6%	\$190,479	-15.8%
144-MIDDLEBURG-SE	0	0.0%	-100.0%	2	33.3%	100.0%	\$137,500	-4.0%	\$121,667	-16.1%
145-MIDDLEBURG-SW	11	29.7%	-42.1%	6	31.6%	200.0%	\$95,000	-26.1%	\$110,108	-13.2%
151-KEYSTONE HEIGHTS	14	11.5%	-39.1%	0	0.0%	-100.0%	\$129,500	61.9%	\$139,150	53.6%
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%	--	0	0.0%	--	\$0	-100.0%	\$0	-100.0%
211-JACKSONVILLE BEACH-NE	1	3.1%	0.0%	0	0.0%	-100.0%	\$510,000	10.9%	\$485,250	-3.6%
212-JACKSONVILLE BEACH-SE	1	1.8%	0.0%	1	10.0%	--	\$542,500	25.4%	\$474,100	-10.9%
213-JACKSONVILLE BEACH-NW	4	9.3%	-55.6%	0	0.0%	-100.0%	\$279,500	-3.3%	\$326,153	-8.0%
214-JACKSONVILLE BEACH-SW	1	1.5%	-90.9%	1	5.9%	0.0%	\$354,000	14.2%	\$411,945	30.0%
221-NEPTUNE BEACH-EAST	2	13.3%	100.0%	0	0.0%	--	\$774,500	-48.9%	\$774,500	-48.9%
222-NEPTUNE BEACH-WEST	1	3.6%	--	0	0.0%	-100.0%	\$238,000	-33.0%	\$274,429	-14.7%
231-ATLANTIC BEACH-EAST	5	5.5%	-16.7%	1	7.1%	-75.0%	\$408,500	5.3%	\$438,393	13.5%

# 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.

### September 2016

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
232-ATLANTIC BEACH/MAYPORT-WEST	1	4.2%	-87.5%	1	11.1%	-66.7%	\$168,000	34.5%	\$168,278	60.4%
251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD	0	0.0%	--	0	0.0%	--	\$1,150,000	28.1%	\$1,150,000	27.0%
252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD	5	5.9%	-28.6%	1	7.1%	-50.0%	\$166,000	-25.2%	\$391,129	17.7%
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	1	1.1%	-75.0%	0	0.0%	--	\$545,000	6.3%	\$549,106	3.8%
262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD	7	7.3%	-22.2%	0	0.0%	-100.0%	\$475,000	24.2%	\$561,094	29.2%
263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210	2	2.4%	-33.3%	0	0.0%	--	\$632,500	28.8%	\$623,176	14.4%
264-SOUTH PONTE VEDRA BEACH	2	3.8%	0.0%	0	0.0%	--	\$757,000	-8.2%	\$763,769	-7.4%
265-PONTE VEDRA/NOCATEE-STJ	4	1.6%	33.3%	0	0.0%	-100.0%	\$354,805	0.5%	\$412,562	1.8%
266-VILANO BEACH	0	0.0%	--	0	0.0%	--	\$334,500	-27.3%	\$448,449	5.7%
271-NOCATEE NORTH	1	1.1%	--	0	0.0%	--	\$420,977	41.0%	\$482,507	21.1%
272-NOCATEE SOUTH	3	1.9%	0.0%	0	0.0%	-100.0%	\$332,657	-11.3%	\$354,275	-12.9%
301-JULINGTON CREEK/SWITZERLAND	21	5.4%	-44.7%	2	2.0%	-33.3%	\$287,000	11.5%	\$302,558	9.1%
302-ORANGEDALE AREA	0	0.0%	-100.0%	1	25.0%	--	\$115,000	-66.6%	\$119,480	-65.3%
303-PALMO/SIX MILE AREA	1	5.9%	-50.0%	1	20.0%	--	\$305,000	0.0%	\$324,760	0.0%
304- 210 SOUTH	4	4.1%	-81.8%	2	6.7%	-33.3%	\$272,500	9.0%	\$288,218	8.2%
305-WORLD GOLF VILLAGE AREA-CENTRAL	1	1.4%	-50.0%	0	0.0%	--	\$140,450	-36.2%	\$172,530	-21.6%
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%	--	\$375,000	78.6%	\$349,165	66.3%
308-WORLD GOLF VILLAGE AREA-SW	0	0.0%	-100.0%	2	8.7%	0.0%	\$241,990	2.5%	\$242,504	3.2%
309-WORLD GOLF VILLAGE AREA-WEST	6	5.6%	-25.0%	0	0.0%	-100.0%	\$228,425	9.8%	\$261,249	0.4%
312-PALENCIA AREA	5	3.5%	-54.5%	0	0.0%	-100.0%	\$387,000	2.1%	\$415,262	-0.4%
313-WHITECASTLE/AIRPORT AREA	0	0.0%	-100.0%	0	0.0%	--	\$285,000	56.6%	\$276,800	11.3%
321-NORTH CITY-ST AUGUSTINE	2	8.7%	--	1	14.3%	--	\$285,000	28.1%	\$288,295	29.6%
322-DOWNTOWN ST AUGUSTINE	0	0.0%	--	0	0.0%	--	\$237,500	-28.1%	\$237,500	-33.6%
323-DAVIS SHORES	0	0.0%	--	0	0.0%	--	\$339,000	38.4%	\$341,583	15.1%
331-ST AUGUSTINE BEACH	2	1.3%	-71.4%	1	4.0%	--	\$345,000	-2.3%	\$420,148	12.2%
332-CRESCENT BEACH/SUMMER HAVEN	1	3.3%	--	0	0.0%	--	\$455,000	61.1%	\$588,400	61.7%
333-ST JOHNS COUNTY-SE	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
334-MOULTRIE/ST AUGUSTINE SHORES	1	2.2%	-50.0%	1	9.1%	--	\$188,500	-0.7%	\$181,636	1.2%
335-ST AUGUSTINE SOUTH	0	0.0%	-100.0%	1	25.0%	--	\$213,750	-2.8%	\$197,142	-14.6%
336-RAVENSWOOD/WEST AUGUSTINE	5	4.8%	-37.5%	2	4.1%	100.0%	\$200,000	37.5%	\$205,448	20.6%
337-OLD MOULTRIE RD/WILDWOOD	3	2.9%	0.0%	3	33.3%	50.0%	\$264,500	24.8%	\$260,762	9.0%
341-FLAGLER ESTATES/HASTINGS	3	23.1%	-25.0%	1	25.0%	0.0%	\$104,900	231.4%	\$96,200	42.1%
342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95	0	0.0%	--	0	0.0%	--	\$181,250	-11.6%	\$180,625	-12.6%
343-MOLASSES JUNCTION/ELKTON	0	0.0%	-100.0%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
344-HASTINGS/TOCOI/RIVRERDALE	0	0.0%	-100.0%	0	0.0%	--	\$481,000	0.0%	\$449,153	0.0%
410-FERNANDINA BEACH DOWNTOWN-WEST	0	0.0%	--	1	100.0%	-50.0%	\$122,000	113.3%	\$122,000	113.3%
420-FERNANDINA BEACH-DOWNTOWN-EAST	0	0.0%	-100.0%	0	0.0%	-100.0%	\$222,500	41.2%	\$222,500	41.2%
430-NASSAU COUNTY BEACHES-NORTH	1	7.7%	--	0	0.0%	--	\$445,000	14.4%	\$445,000	14.4%

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

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

### September 2016

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
431-NASSAU COUNTY BEACHES-SOUTH	0	0.0%	-100.0%	0	0.0%	--	\$373,000	0.0%	\$373,000	0.0%
440-FERNANDINA BEACH DOWNTOWN-SOUTH	1	14.3%	-80.0%	0	0.0%	-100.0%	\$375,650	118.4%	\$375,650	123.3%
450-AMELIA ISLAND-NORTH OF BURNEY ROAD	5	15.6%	-37.5%	0	0.0%	-100.0%	\$395,278	24.8%	\$395,278	7.7%
460-AMELIA ISLAND PLANTATION	3	4.5%	0.0%	1	14.3%	--	\$675,000	-24.2%	\$590,523	-41.9%
470-PINEY ISLAND AREA	0	0.0%	-100.0%	0	--	--	\$0	0.0%	\$0	0.0%
471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS	8	17.8%	-11.1%	1	33.3%	-85.7%	\$150,100	-14.2%	\$175,033	-12.4%
472-ONEIL/NASSAVILLE/HOLLY POINT	2	2.3%	-87.5%	2	14.3%	-50.0%	\$214,976	-22.9%	\$259,385	-16.3%
480-NASSAU COUNTY-N OF A1A/W OF LOFTON CREEK	0	0.0%	--	1	16.7%	0.0%	\$227,758	13.8%	\$205,416	18.0%
481-NASSAU COUNTY-S OF A1A/W OF LOFTON CREEK	4	8.7%	-60.0%	3	33.3%	0.0%	\$196,900	13.9%	\$172,011	11.6%
490-CALLAHAN	1	10.0%	-80.0%	1	25.0%	-50.0%	\$130,000	-12.1%	\$138,625	-0.3%
491-HILLARD	0	0.0%	-100.0%	0	0.0%	-100.0%	\$82,600	10.8%	\$92,300	13.6%
492-NASSAU COUNTY-W OF I-95/N TO STATE LINE	17	26.6%	-54.1%	7	22.6%	-22.2%	\$216,000	60.0%	\$194,677	34.9%
501-MACCLENNY AREA	4	8.7%	-66.7%	0	0.0%	-100.0%	\$163,950	-2.4%	\$239,145	35.8%
502-BAKER COUNTY-NW	3	12.5%	-40.0%	3	75.0%	--	\$112,500	0.0%	\$114,750	0.0%
503-BAKER COUNTY-SOUTH	1	6.3%	-66.7%	2	66.7%	--	\$134,500	-24.4%	\$131,905	-28.8%
521-BRADFORD COUNTY-NE	3	16.7%	-40.0%	0	0.0%	-100.0%	\$10,000	-91.0%	\$73,667	-33.6%
522-BRADFORD COUNTY-NW	8	22.2%	14.3%	0	0.0%	-100.0%	\$91,500	2.2%	\$84,250	-17.7%
523-BRADFORD COUNTY-SE	2	4.4%	-80.0%	2	22.2%	0.0%	\$160,000	255.6%	\$199,750	138.1%
524-BRADFORD COUNTY-SW	2	10.0%	0.0%	1	33.3%	0.0%	\$65,000	3.1%	\$117,636	114.6%
541-UNION COUNTY-NORTH	1	33.3%	0.0%	0	--	--	\$0	-100.0%	\$0	-100.0%
542-UNION COUNTY-SOUTH	0	0.0%	-100.0%	0	--	--	\$0	-100.0%	\$0	-100.0%
561-GREATER PALATKA	19	16.0%	-20.8%	2	16.7%	-71.4%	\$91,500	78.7%	\$116,446	70.6%
562-BARDIN/WEST BOSTWICK	1	12.5%	-80.0%	2	100.0%	100.0%	\$39,950	-29.9%	\$39,950	-60.8%
563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK	2	4.3%	-75.0%	0	0.0%	-100.0%	\$210,000	38.4%	\$244,735	68.0%
564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS	4	7.7%	-60.0%	0	0.0%	-100.0%	\$132,750	39.7%	\$130,900	33.8%
571-INTERLACHEN-SE	2	14.3%	100.0%	2	66.7%	100.0%	\$85,000	170.9%	\$73,167	133.2%
572-INTERLACHEN-NE	6	11.8%	-53.8%	4	44.4%	100.0%	\$28,500	-78.5%	\$31,900	-74.0%
573-INTERLACHEN-SW	1	4.8%	-66.7%	0	0.0%	-100.0%	\$56,750	23.1%	\$56,750	23.1%
574-INTERLACHEN-NW	4	13.3%	-55.6%	1	33.3%	-50.0%	\$24,900	-23.6%	\$30,800	-13.9%
575-WEST OF SR-21	1	5.9%	-75.0%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
576-GEORGES LAKE	2	12.5%	0.0%	1	100.0%	--	\$32,000	-79.6%	\$32,000	-79.6%
581-SATSUMA/HOOT OWL RIDGE	5	20.0%	-28.6%	0	0.0%	-100.0%	\$35,000	-23.1%	\$164,333	219.1%
582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST	5	6.8%	-54.5%	2	20.0%	-50.0%	\$60,250	-9.4%	\$76,510	-22.1%
583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL	3	5.6%	-57.1%	1	6.3%	--	\$112,400	67.8%	\$141,869	107.9%
584-OCALA NATIONAL FOREST/OKLAWAHA RIVER	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%