

# Lender-Mediated Report

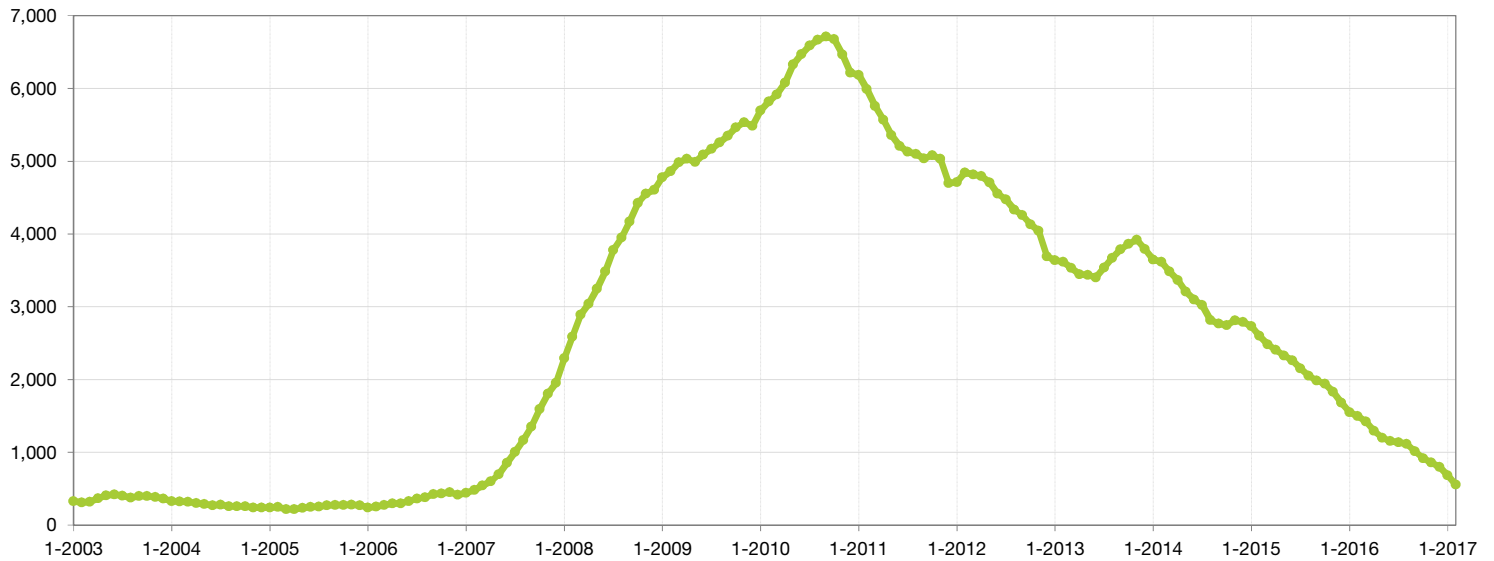
A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



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All data represents Realtor-brokered activity of single-family residential, condo and townhome sales combined. As all Nassau and St. Johns County Realtors are not members of the Northeast Florida Multiple Listing Service – a wholly owned subsidiary of the Northeast Florida Association of Realtors – reports do not represent the full extent of Realtor sales in those counties.

## Historical Inventory of Lender-Mediated Properties



## February 2017

New Listings in the Northeast Florida region decreased 10.2 percent to 2,864.

- Traditional New Listings decreased 3.1 percent to 2,598.
- Lender-mediated New Listings decreased 47.6 percent to 266.
- Share of all New Listings that were lender-mediated fell to 9.3 percent.

Closed Sales were down 10.2 percent to 1,702.

- Traditional Closed Sales were up 4.6 percent to 1,469.
- Lender-mediated Closed Sales were down 52.4 percent to 233.
- Share of all Closed Sales that were lender-mediated fell to 13.7 percent.

The Median Sales Price rose 20.6 percent to \$193,000.

- The traditional Median Sales Price rose 7.7 percent to \$210,000.
- The lender-mediated Median Sales Price rose 14.5 percent to \$91,500.

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### 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."



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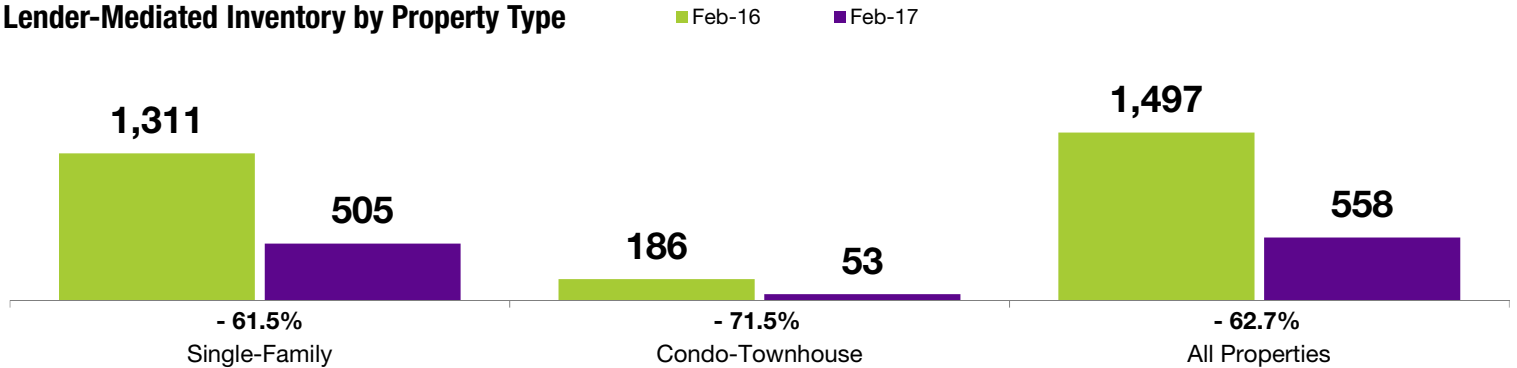
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## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Feb-16	Feb-17	+ / -	Feb-16	Feb-17	+ / -	Feb-16	Feb-17	+ / -	Feb-16	Feb-17
Single-Family	1,311	505	- 61.5%	7,499	6,414	- 14.5%	8,810	6,919	- 21.5%	14.9%	7.3%
Condo-Townhouse	186	53	- 71.5%	1,167	1,044	- 10.5%	1,353	1,097	- 18.9%	13.7%	4.8%
<b>All Properties</b>	<b>1,497</b>	<b>558</b>	<b>- 62.7%</b>	<b>8,666</b>	<b>7,458</b>	<b>- 13.9%</b>	<b>10,163</b>	<b>8,016</b>	<b>- 21.1%</b>	<b>14.7%</b>	<b>7.0%</b>

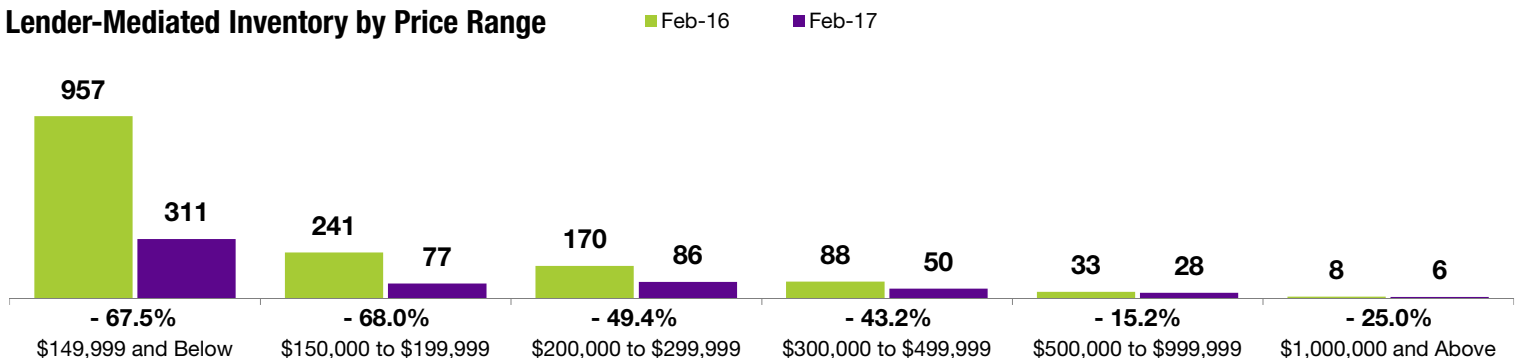
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Feb-16	Feb-17	+ / -	Feb-16	Feb-17	+ / -	Feb-16	Feb-17	+ / -	Feb-16	Feb-17
\$149,999 and Below	957	311	- 67.5%	2,390	1,532	- 35.9%	3,347	1,843	- 44.9%	28.6%	16.9%
\$150,000 to \$199,999	241	77	- 68.0%	1,156	851	- 26.4%	1,397	928	- 33.6%	17.3%	8.3%
\$200,000 to \$299,999	170	86	- 49.4%	1,866	1,776	- 4.8%	2,036	1,862	- 8.5%	8.3%	4.6%
\$300,000 to \$499,999	88	50	- 43.2%	1,832	1,851	+ 1.0%	1,920	1,901	- 1.0%	4.6%	2.6%
\$500,000 to \$999,999	33	28	- 15.2%	1,006	1,042	+ 3.6%	1,039	1,070	+ 3.0%	3.2%	2.6%
\$1,000,000 and Above	8	6	- 25.0%	416	406	- 2.4%	424	412	- 2.8%	1.9%	1.5%
<b>All Price Ranges</b>	<b>1,497</b>	<b>558</b>	<b>- 62.7%</b>	<b>8,666</b>	<b>7,458</b>	<b>- 13.9%</b>	<b>10,163</b>	<b>8,016</b>	<b>- 21.1%</b>	<b>14.7%</b>	<b>7.0%</b>

### Lender-Mediated Inventory by Price Range



# Lender-Mediated Report

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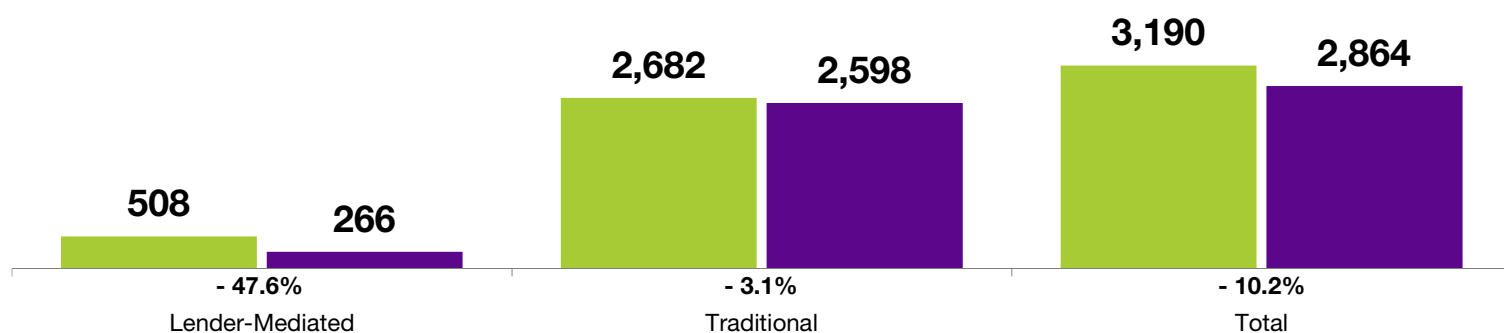


## New Listings

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Feb-16	Feb-17	+ / -	Feb-16	Feb-17	+ / -	Feb-16	Feb-17	+ / -	Feb-16	Feb-17
Single-Family	437	237	- 45.8%	2,277	2,179	- 4.3%	2,714	2,416	- 11.0%	16.1%	9.8%
Condo-Townhouse	71	29	- 59.2%	405	419	+ 3.5%	476	448	- 5.9%	14.9%	6.5%
<b>All Properties</b>	<b>508</b>	<b>266</b>	<b>- 47.6%</b>	<b>2,682</b>	<b>2,598</b>	<b>- 3.1%</b>	<b>3,190</b>	<b>2,864</b>	<b>- 10.2%</b>	<b>15.9%</b>	<b>9.3%</b>

### Change in New Listings for All Properties

■ Feb-16 ■ Feb-17

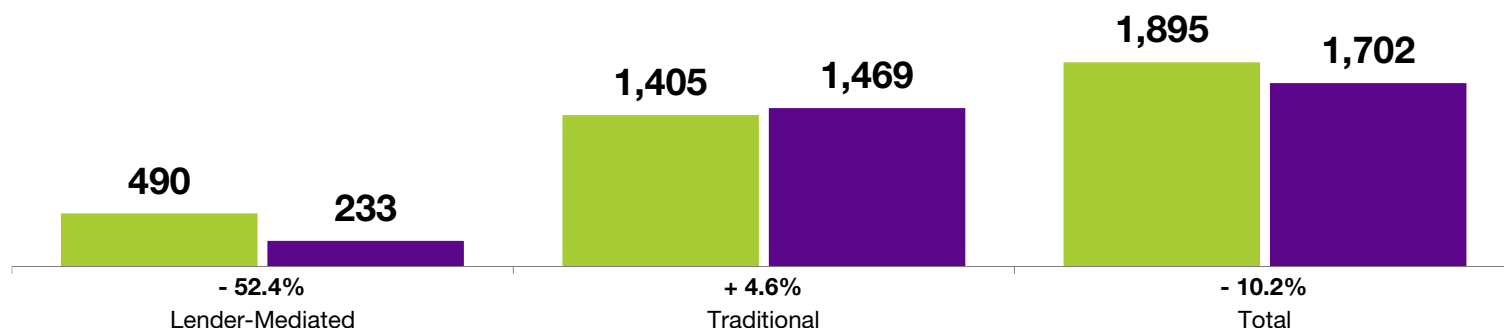


## Closed Sales

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Feb-16	Feb-17	+ / -	Feb-16	Feb-17	+ / -	Feb-16	Feb-17	+ / -	Feb-16	Feb-17
Single-Family	424	207	- 51.2%	1,170	1,267	+ 8.3%	1,594	1,474	- 7.5%	26.6%	14.0%
Condo-Townhouse	66	26	- 60.6%	235	202	- 14.0%	301	228	- 24.3%	21.9%	11.4%
<b>All Properties</b>	<b>490</b>	<b>233</b>	<b>- 52.4%</b>	<b>1,405</b>	<b>1,469</b>	<b>+ 4.6%</b>	<b>1,895</b>	<b>1,702</b>	<b>- 10.2%</b>	<b>25.9%</b>	<b>13.7%</b>

### Change in Closed Sales for All Properties

■ Feb-16 ■ Feb-17



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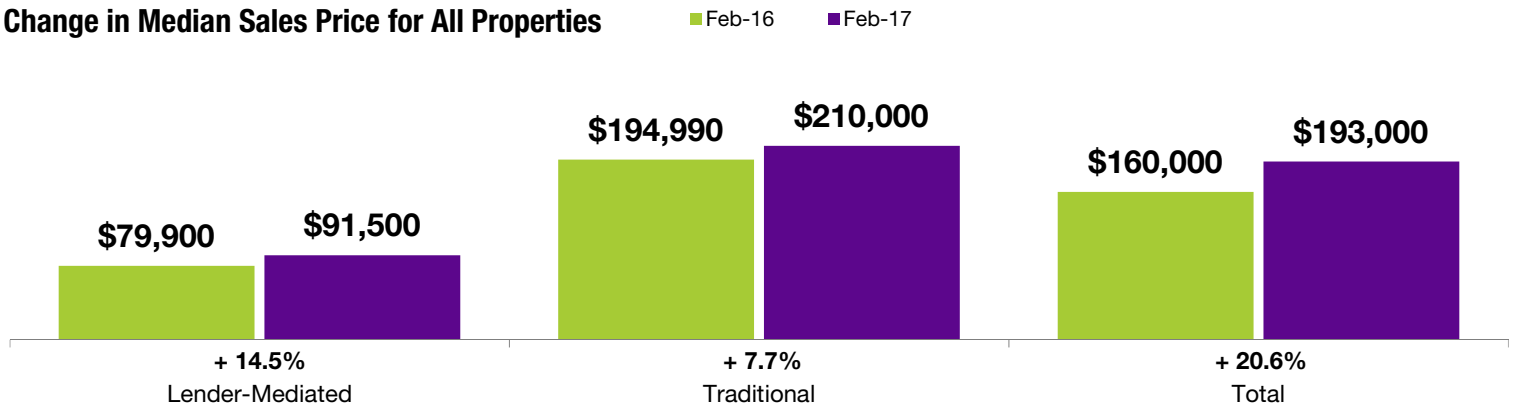
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## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Feb-16	Feb-17	+ / -	Feb-16	Feb-17	+ / -	Feb-16	Feb-17	+ / -
Single-Family	\$80,000	\$93,000	+ 16.3%	\$208,000	\$219,900	+ 5.7%	\$175,717	\$205,250	+ 16.8%
Condo-Townhouse	\$86,750	\$89,000	+ 2.6%	\$129,000	\$135,000	+ 4.7%	\$119,900	\$193,000	+ 61.0%
<b>All Properties</b>	<b>\$79,900</b>	<b>\$91,500</b>	<b>+ 14.5%</b>	<b>\$194,990</b>	<b>\$210,000</b>	<b>+ 7.7%</b>	<b>\$160,000</b>	<b>\$193,000</b>	<b>+ 20.6%</b>

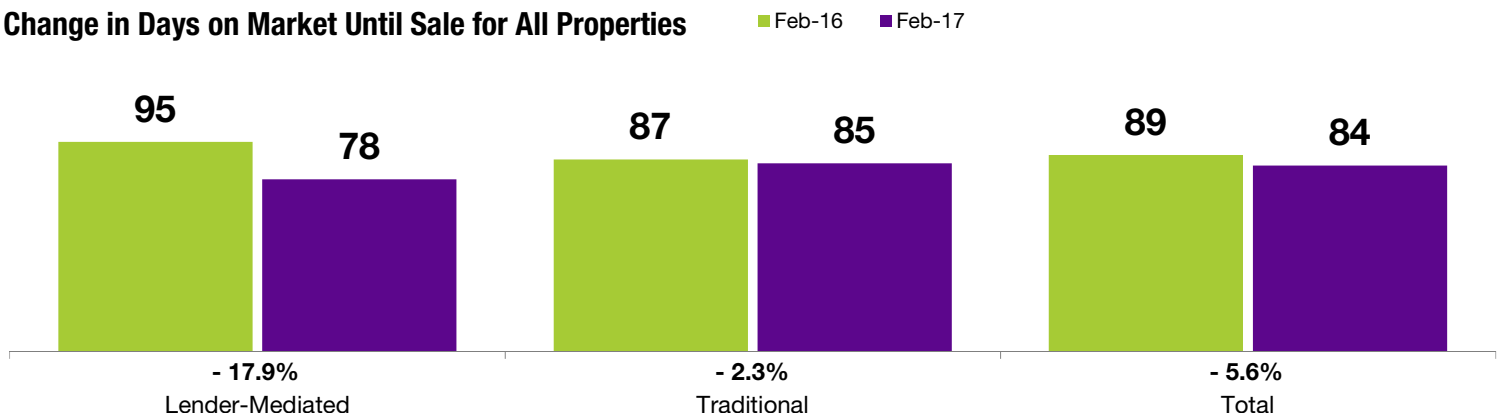
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Feb-16	Feb-17	+ / -	Feb-16	Feb-17	+ / -	Feb-16	Feb-17	+ / -
Single-Family	101	79	- 21.8%	89	85	- 4.5%	92	84	- 8.7%
Condo-Townhouse	55	75	+ 36.4%	80	85	+ 6.3%	74	84	+ 13.5%
<b>All Properties</b>	<b>95</b>	<b>78</b>	<b>- 17.9%</b>	<b>87</b>	<b>85</b>	<b>- 2.3%</b>	<b>89</b>	<b>84</b>	<b>- 5.6%</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.

### February 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
<b>Baker County</b>	<b>9</b>	<b>11.8%</b>	<b>-43.8%</b>	<b>3</b>	<b>13.6%</b>	<b>0.0%</b>	<b>\$160,000</b>	<b>-17.5%</b>	<b>\$163,238</b>	<b>-5.1%</b>
<b>Clay County</b>	<b>88</b>	<b>9.6%</b>	<b>-64.5%</b>	<b>28</b>	<b>13.5%</b>	<b>-66.3%</b>	<b>\$167,500</b>	<b>8.8%</b>	<b>\$189,344</b>	<b>9.9%</b>
<b>Duval County</b>	<b>315</b>	<b>8.4%</b>	<b>-64.2%</b>	<b>127</b>	<b>13.2%</b>	<b>-57.5%</b>	<b>\$176,683</b>	<b>26.2%</b>	<b>\$211,803</b>	<b>16.9%</b>
<b>Nassau County</b>	<b>24</b>	<b>7.0%</b>	<b>-73.9%</b>	<b>24</b>	<b>29.3%</b>	<b>-25.0%</b>	<b>\$218,350</b>	<b>26.8%</b>	<b>\$266,294</b>	<b>47.7%</b>
<b>Putnam County</b>	<b>40</b>	<b>9.5%</b>	<b>-48.1%</b>	<b>28</b>	<b>33.3%</b>	<b>12.0%</b>	<b>\$62,100</b>	<b>30.4%</b>	<b>\$95,833</b>	<b>-9.7%</b>
<b>St. Johns County</b>	<b>59</b>	<b>2.7%</b>	<b>-50.4%</b>	<b>19</b>	<b>5.8%</b>	<b>-45.7%</b>	<b>\$303,000</b>	<b>6.8%</b>	<b>\$342,060</b>	<b>4.9%</b>
011-SAN MARCO	1	1.1%	-90.0%	2	15.4%	0.0%	\$263,000	-15.2%	\$333,915	1.9%
012-SAN JOSE	10	7.8%	-47.4%	3	10.3%	-40.0%	\$164,500	58.9%	\$196,945	22.9%
013-BEAUCLERC/MANDARIN NORTH	8	6.4%	-71.4%	2	6.3%	-83.3%	\$197,350	31.7%	\$209,645	17.1%
014-MANDARIN	22	9.9%	-12.0%	5	10.0%	-44.4%	\$241,500	24.5%	\$261,113	12.6%
015-BARTRAM	3	3.2%	-75.0%	0	0.0%	-100.0%	\$227,800	21.7%	\$211,257	1.3%
021-ST NICHOLAS AREA	3	4.3%	-81.3%	2	14.3%	-60.0%	\$117,750	104.6%	\$129,771	43.4%
022-GROVE PARK/SAN SOUCI	0	--	--	0	--	--	\$0	0.0%	\$0	0.0%
023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD	9	9.4%	-59.1%	1	2.6%	-95.0%	\$164,450	31.6%	\$172,342	25.2%
024-BAYMEADOWS/DEERWOOD	15	10.8%	-34.8%	7	17.9%	133.3%	\$112,990	-19.3%	\$151,692	-28.2%
025-INTRACOASTAL WEST-NORTH OF BEACH BLVD	3	2.9%	-83.3%	2	6.7%	-60.0%	\$317,500	47.0%	\$318,734	54.3%
026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD	5	3.6%	-76.2%	6	14.3%	0.0%	\$278,250	22.0%	\$326,827	14.9%
027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD	2	3.2%	-77.8%	1	25.0%	-50.0%	\$292,500	55.6%	\$579,625	20.7%
028-BAYARD	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
029-NOCATEE (DUVAL COUNTY)	0	0.0%	-100.0%	0	0.0%	--	\$398,767	14.5%	\$396,414	14.4%
031-RIVERSIDE	3	8.3%	50.0%	0	0.0%	--	\$183,000	-0.5%	\$212,180	6.0%
032-AVONDALE	4	4.4%	-63.6%	1	3.8%	-50.0%	\$246,500	-10.4%	\$281,318	1.7%
033-ORTEGA/VENETIA	0	0.0%	-100.0%	0	0.0%	-100.0%	\$320,000	76.8%	\$366,571	92.2%
041-ARLINGTON	21	10.4%	-72.0%	12	18.8%	-55.6%	\$139,500	34.6%	\$149,196	29.7%
042-FT CAROLINE	15	13.5%	-50.0%	3	10.3%	-70.0%	\$190,000	21.4%	\$201,077	19.1%
043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD	5	5.9%	-79.2%	3	9.4%	-62.5%	\$218,500	15.0%	\$262,006	6.1%
051-MURRAY HILL	3	7.0%	-57.1%	1	5.9%	-90.0%	\$137,900	65.1%	\$133,512	50.8%
052-LAKESHORE	3	7.0%	-75.0%	1	9.1%	-87.5%	\$115,500	175.0%	\$111,114	119.8%
053-HYDE GROVE AREA	9	19.6%	-25.0%	1	7.7%	-83.3%	\$96,952	29.3%	\$104,816	37.8%
054-CEDAR HILLS	5	14.7%	-50.0%	2	25.0%	-71.4%	\$93,000	24.0%	\$86,888	8.7%
055-CONFEDERATE POINT/ORTEGA FARMS	2	10.0%	100.0%	1	33.3%	0.0%	\$114,900	-37.2%	\$124,600	-21.3%
056-YUKON/WESCONNETT/OAK HILL	6	8.5%	-64.7%	3	12.5%	-78.6%	\$96,950	63.5%	\$115,054	35.3%
061-NORMANDY AREA	10	24.4%	-64.3%	2	18.2%	-33.3%	\$148,000	24.5%	\$141,924	29.1%
062-CRYSTAL SPRINGS/COUNTRY CREEK AREA	6	7.1%	-73.9%	1	9.1%	-80.0%	\$160,000	18.1%	\$178,227	12.2%
063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES	8	13.1%	-75.8%	4	23.5%	-81.8%	\$75,000	2.5%	\$91,353	13.4%
064-BENT CREEK/PLUM TREE	6	17.1%	-68.4%	4	21.1%	100.0%	\$176,500	48.9%	\$181,971	43.2%
065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW	5	17.2%	-50.0%	0	0.0%	-100.0%	\$230,000	52.0%	\$214,398	61.7%
066-CECIL COMMERCE AREA	1	7.1%	-50.0%	2	66.7%	100.0%	\$136,845	63.9%	\$148,582	23.5%
067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL)	10	18.9%	-73.0%	2	8.3%	-71.4%	\$148,500	10.0%	\$150,617	22.2%
071-BRENTWOOD/EVERGREEN	3	7.1%	-66.7%	2	11.8%	-66.7%	\$38,000	52.0%	\$61,174	67.4%

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

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

### February 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
072-SPRINGFIELD	4	8.3%	-42.9%	0	0.0%	-100.0%	\$222,500	58.9%	\$194,803	37.1%
073-DOWNTOWN JACKSONVILLE-NORTHBANK	0	0.0%	-100.0%	0	--	--	\$0	0.0%	\$0	0.0%
074-PAXON	10	13.5%	-54.5%	2	22.2%	-50.0%	\$33,500	59.5%	\$31,824	49.6%
075-TROUT RIVER/COLLEGE PARK/RIBAUT MANOR	24	12.9%	-66.2%	16	38.1%	-30.4%	\$45,750	68.8%	\$52,451	57.9%
076-DOWNTOWN JACKSONVILLE-EASTSIDE	0	0.0%	-100.0%	1	100.0%	0.0%	\$27,500	-3.5%	\$27,500	-32.0%
081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST	9	18.0%	-64.0%	3	27.3%	-57.1%	\$158,900	-4.3%	\$156,644	1.2%
082-DINSMORE/NORTHWEST DUVAL COUNTY	0	0.0%	-100.0%	0	0.0%	-100.0%	\$146,000	700.0%	\$113,667	522.8%
091-GARDEN CITY/AIRPORT	16	14.2%	-68.6%	8	25.0%	-46.7%	\$150,500	-14.0%	\$139,292	-11.3%
092-OCEANWAY/PECAN PARK	7	5.5%	-77.4%	3	7.3%	-57.1%	\$199,000	3.9%	\$191,166	1.2%
095-SAN MATEO/EASTPORT	1	4.3%	-80.0%	0	0.0%	-100.0%	\$150,000	22.0%	\$192,500	43.5%
096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT	11	9.6%	-56.0%	3	10.3%	-50.0%	\$205,200	2.3%	\$255,739	28.6%
121-FLEMING ISLAND-NE	1	12.5%	0.0%	0	0.0%	--	\$205,000	0.0%	\$205,000	0.0%
122-FLEMING ISLAND-NW	8	11.3%	-27.3%	1	5.6%	0.0%	\$283,250	-12.7%	\$288,078	-19.2%
123-FLEMING ISLAND-SE	1	2.9%	-87.5%	0	0.0%	-100.0%	\$219,900	9.9%	\$229,957	19.4%
124-FLEMING ISLAND-SW	5	9.1%	-72.2%	3	16.7%	-25.0%	\$164,950	-5.4%	\$184,373	-3.8%
131-MEADOWBROOK/LOCH RANE	2	10.5%	-84.6%	0	0.0%	-100.0%	\$290,000	185.7%	\$256,667	164.5%
132-BELLAIR/GROVE PARK	2	14.3%	-71.4%	2	25.0%	-50.0%	\$111,450	-2.7%	\$115,300	11.6%
133-NORTH ORANGE PARK	0	0.0%	-100.0%	0	0.0%	--	\$164,950	32.0%	\$149,200	19.4%
134-SOUTH BLANDING	4	21.1%	-81.8%	0	0.0%	-100.0%	\$150,000	4.9%	\$166,023	13.6%
135-PARK WEST/MONTCLAIR	2	13.3%	-66.7%	0	0.0%	-100.0%	\$171,250	28.8%	\$175,875	29.6%
136-LAKESIDE ESTATES	3	27.3%	-50.0%	2	50.0%	0.0%	\$138,000	43.8%	\$153,500	60.2%
137-DOCTOR'S LAKE	1	3.3%	-87.5%	0	0.0%	-100.0%	\$120,000	-26.1%	\$150,333	-9.3%
138-TANGLEWOOD/DOCTORS INLET	0	10.2%	-77.3%	--	20.0%	-80.0%	--	46.9%	--	45.9%
139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY	13	8.4%	-72.3%	5	13.9%	-66.7%	\$175,750	-0.9%	\$208,815	10.7%
141-MIDDLEBURG NW	9	13.8%	-40.0%	2	33.3%	-33.3%	\$117,000	-34.3%	\$119,899	-32.5%
142-MIDDLEBURG EAST/LAKE ASBURY	5	6.8%	-75.0%	1	5.0%	-85.7%	\$185,000	7.6%	\$194,565	15.3%
143-FOXMEADOW AREA	8	16.0%	-11.1%	2	22.2%	100.0%	\$163,900	-13.5%	\$190,311	-2.7%
144-MIDDLEBURG-SE	3	18.8%	-25.0%	0	0.0%	-100.0%	\$318,000	488.9%	\$318,000	293.2%
145-MIDDLEBURG-SW	9	25.7%	12.5%	4	28.6%	-42.9%	\$134,450	199.4%	\$114,530	94.6%
151-KEYSTONE HEIGHTS	6	5.9%	-68.4%	1	10.0%	-75.0%	\$102,500	33.1%	\$115,650	12.0%
152-KINGSLEY LAKE	0	0.0%	--	0	0.0%	--	\$535,000	0.0%	\$535,000	0.0%
161-GREEN COVE SPINGRS	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
162-RUSSELL LANDING/PENNY FARMS	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
211-JACKSONVILLE BEACH-NE	1	3.1%	0.0%	1	20.0%	0.0%	\$409,000	51.5%	\$569,800	19.2%
212-JACKSONVILLE BEACH-SE	0	0.0%	-100.0%	0	0.0%	--	\$279,000	-37.8%	\$416,780	-6.0%
213-JACKSONVILLE BEACH-NW	0	0.0%	-100.0%	1	7.1%	--	\$305,500	0.2%	\$284,143	2.4%
214-JACKSONVILLE BEACH-SW	2	3.0%	-60.0%	1	9.1%	--	\$290,000	123.1%	\$270,978	34.6%
221-NEPTUNE BEACH-EAST	0	0.0%	-100.0%	0	0.0%	--	\$640,000	-61.2%	\$725,000	-56.0%
222-NEPTUNE BEACH-WEST	1	3.0%	0.0%	0	0.0%	--	\$298,725	-19.4%	\$313,658	-6.3%
231-ATLANTIC BEACH-EAST	2	2.6%	0.0%	2	11.8%	--	\$455,000	-1.1%	\$1,014,259	31.0%

# 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.

### February 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
232-ATLANTIC BEACH/MAYPORT-WEST	4	19.0%	-42.9%	1	20.0%	-66.7%	\$95,394	-26.9%	\$140,059	-9.3%
251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD	0	0.0%	--	0	0.0%	--	\$872,892	-58.4%	\$782,499	-62.7%
252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD	2	2.4%	-75.0%	1	10.0%	-75.0%	\$547,500	152.3%	\$515,980	47.4%
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%	1	8.3%	--	\$431,000	34.1%	\$542,725	31.0%
262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD	2	2.7%	-75.0%	2	18.2%	-50.0%	\$495,000	41.0%	\$500,464	11.8%
263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210	4	5.3%	33.3%	0	0.0%	--	\$508,500	0.7%	\$476,176	6.4%
264-SOUTH PONTE VEDRA BEACH	2	4.3%	0.0%	0	0.0%	--	\$508,000	12.9%	\$508,000	2.4%
265-PONTE VEDRA/NOCATEE-STJ	1	0.4%	-83.3%	0	0.0%	--	\$352,000	-5.8%	\$374,876	-5.2%
266-VILANO BEACH	0	0.0%	--	0	0.0%	--	\$550,000	98.2%	\$550,000	98.2%
271-NOCATEE NORTH	0	0.0%	-100.0%	0	0.0%	--	\$444,626	32.0%	\$398,135	-1.1%
272-NOCATEE SOUTH	1	0.7%	-80.0%	0	0.0%	--	\$345,077	-9.5%	\$364,764	-6.8%
301-JULINGTON CREEK/SWITZERLAND	11	3.6%	-59.3%	1	1.3%	-87.5%	\$311,840	5.5%	\$317,697	3.6%
302-ORANGEDALE AREA	3	6.3%	200.0%	0	0.0%	-100.0%	\$319,000	-22.3%	\$368,044	-9.8%
303-PALMO/SIX MILE AREA	0	0.0%	-100.0%	2	50.0%	--	\$292,118	-13.4%	\$268,609	-20.4%
304- 210 SOUTH	3	3.2%	-78.6%	3	12.0%	-25.0%	\$305,000	7.0%	\$301,190	8.5%
305-WORLD GOLF VILLAGE AREA-CENTRAL	1	1.4%	-66.7%	0	0.0%	--	\$306,289	52.0%	\$308,925	70.4%
306-WORLD GOLF VILLAGE AREA-NE	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
307-WORLD GOLF VILLAGE AREA-SE	0	0.0%	--	0	0.0%	-100.0%	\$217,495	190.3%	\$277,716	181.5%
308-WORLD GOLF VILLAGE AREA-SW	0	0.0%	-100.0%	0	0.0%	--	\$250,500	-7.1%	\$257,699	-1.7%
309-WORLD GOLF VILLAGE AREA-WEST	4	3.7%	-42.9%	2	16.7%	0.0%	\$239,950	-6.3%	\$223,491	-27.7%
312-PALENCIA AREA	7	5.6%	-30.0%	0	0.0%	--	\$421,500	3.8%	\$478,706	14.1%
313-WHITECASTLE/AIRPORT AREA	2	7.1%	0.0%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
321-NORTH CITY-ST AUGUSTINE	2	7.7%	100.0%	0	0.0%	--	\$130,000	-45.8%	\$130,000	-45.8%
322-DOWNTOWN ST AUGUSTINE	1	4.5%	--	0	0.0%	--	\$220,750	-38.7%	\$220,750	-49.7%
323-DAVIS SHORES	0	0.0%	--	2	50.0%	100.0%	\$220,600	-13.4%	\$275,300	8.6%
331-ST AUGUSTINE BEACH	6	3.8%	0.0%	0	0.0%	-100.0%	\$330,144	2.7%	\$401,074	6.9%
332-CRESCENT BEACH/SUMMER HAVEN	1	5.9%	--	0	0.0%	--	\$310,000	150.0%	\$310,000	150.0%
333-ST JOHNS COUNTY-SE	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
334-MOULTRIE/ST AUGUSTINE SHORES	0	0.0%	-100.0%	0	0.0%	--	\$186,500	2.1%	\$213,500	28.5%
335-ST AUGUSTINE SOUTH	0	0.0%	-100.0%	0	0.0%	--	\$220,000	6.9%	\$220,333	7.1%
336-RAVENSWOOD/WEST AUGUSTINE	3	2.2%	-50.0%	2	11.8%	-66.7%	\$148,990	-9.7%	\$168,602	-4.7%
337-OLD MOULTRIE RD/WILDWOOD	1	0.8%	-50.0%	2	12.5%	100.0%	\$236,229	31.6%	\$231,504	6.5%
341-FLAGLER ESTATES/HASTINGS	1	10.0%	-50.0%	2	100.0%	100.0%	\$43,960	-45.0%	\$43,960	-45.0%
342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95	2	22.2%	100.0%	0	--	--	\$0	-100.0%	\$0	-100.0%
343-MOLASSES JUNCTION/ELKTON	0	0.0%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
344-HASTINGS/TOCOI/RIVRERDALE	0	0.0%	-100.0%	0	0.0%	--	\$339,178	208.3%	\$288,393	162.2%
410-FERNANDINA BEACH DOWNTOWN-WEST	0	0.0%	-100.0%	2	100.0%	0.0%	\$98,414	-7.2%	\$98,414	-51.0%
420-FERNANDINA BEACH-DOWNTOWN-EAST	0	0.0%	-100.0%	0	--	--	\$0	-100.0%	\$0	-100.0%
430-NASSAU COUNTY BEACHES-NORTH	0	0.0%	-100.0%	0	0.0%	--	\$375,000	0.0%	\$375,000	0.0%

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

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

### February 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
431-NASSAU COUNTY BEACHES-SOUTH	0	0.0%	-100.0%	0	0.0%	-100.0%	\$1,015,000	680.8%	\$1,015,000	485.6%
440-FERNANDINA BEACH DOWNTOWN-SOUTH	1	14.3%	-50.0%	0	0.0%	-100.0%	\$230,000	90.9%	\$239,167	98.5%
450-AMELIA ISLAND-NORTH OF BURNEY ROAD	0	0.0%	-100.0%	0	0.0%	-100.0%	\$579,926	177.3%	\$540,642	158.6%
460-AMELIA ISLAND PLANTATION	2	4.1%	-33.3%	1	12.5%	--	\$623,500	75.1%	\$590,875	53.3%
470-PINEY ISLAND AREA	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS	2	3.8%	-77.8%	4	44.4%	33.3%	\$187,000	-15.3%	\$217,439	7.1%
472-ONEIL/NASSAVILLE/HOLLY POINT	3	3.9%	-76.9%	7	31.8%	40.0%	\$208,995	-9.7%	\$237,369	9.3%
480-NASSAU COUNTY-N OF A1A/W OF LOFTON CREEK	0	0.0%	-100.0%	0	0.0%	--	\$275,430	0.0%	\$275,430	0.0%
481-NASSAU COUNTY-S OF A1A/W OF LOFTON CREEK	1	3.2%	-87.5%	1	9.1%	-66.7%	\$206,300	37.9%	\$199,309	49.1%
490-CALLAHAN	2	25.0%	-66.7%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
491-HILLARD	3	37.5%	50.0%	1	50.0%	-50.0%	\$150,500	18.6%	\$150,500	25.7%
492-NASSAU COUNTY-W OF I-95/N TO STATE LINE	10	17.2%	-64.3%	8	47.1%	-27.3%	\$100,000	-39.6%	\$152,033	16.2%
501-MACCLENNY AREA	7	20.0%	-36.4%	3	16.7%	200.0%	\$160,000	-16.7%	\$146,459	-9.7%
502-BAKER COUNTY-NW	1	4.2%	-66.7%	0	0.0%	-100.0%	\$130,100	-49.0%	\$130,100	-36.3%
503-BAKER COUNTY-SOUTH	1	5.9%	-50.0%	0	0.0%	-100.0%	\$339,000	128.3%	\$339,000	128.3%
521-BRADFORD COUNTY-NE	6	25.0%	20.0%	2	100.0%	100.0%	\$48,350	184.4%	\$48,350	184.4%
522-BRADFORD COUNTY-NW	3	11.1%	-75.0%	3	75.0%	50.0%	\$34,500	-1.7%	\$44,950	-0.6%
523-BRADFORD COUNTY-SE	3	5.8%	-57.1%	1	33.3%	0.0%	\$80,000	-23.8%	\$96,867	-8.8%
524-BRADFORD COUNTY-SW	0	0.0%	-100.0%	1	50.0%	0.0%	\$125,625	214.1%	\$125,625	73.6%
541-UNION COUNTY-NORTH	0	--	-100.0%	0	0.0%	-100.0%	\$60,000	-7.7%	\$60,000	-7.7%
542-UNION COUNTY-SOUTH	1	16.7%	--	0	0.0%	-100.0%	\$87,500	259.6%	\$87,500	259.6%
561-GREATER PALATKA	8	14.0%	-60.0%	9	52.9%	80.0%	\$65,000	35.4%	\$93,793	37.5%
562-BARDIN/WEST BOSTWICK	0	0.0%	-100.0%	0	0.0%	-100.0%	\$73,750	-18.9%	\$73,750	-18.9%
563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK	3	10.7%	-62.5%	1	12.5%	--	\$184,450	146.3%	\$169,972	32.5%
564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS	4	6.5%	-20.0%	5	100.0%	25.0%	\$111,000	99.6%	\$97,780	39.6%
571-INTERLACHEN-SE	2	22.2%	0.0%	1	50.0%	--	\$34,250	48.9%	\$34,250	48.9%
572-INTERLACHEN-NE	4	7.8%	-63.6%	4	44.4%	-20.0%	\$30,500	-11.3%	\$38,716	16.0%
573-INTERLACHEN-SW	0	0.0%	-100.0%	2	40.0%	100.0%	\$59,900	85.7%	\$65,960	104.5%
574-INTERLACHEN-NW	2	7.4%	-71.4%	1	25.0%	-66.7%	\$46,050	56.1%	\$52,150	54.6%
575-WEST OF SR-21	2	15.4%	-33.3%	0	0.0%	--	\$47,250	-70.8%	\$47,250	-70.8%
576-GEORGES LAKE	0	0.0%	-100.0%	3	75.0%	--	\$24,500	-97.9%	\$23,167	-98.0%
581-SATSUMA/HOOT OWL RIDGE	4	20.0%	-42.9%	0	0.0%	-100.0%	\$97,500	-22.0%	\$102,150	-26.8%
582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST	6	10.3%	0.0%	1	6.7%	-66.7%	\$93,500	133.8%	\$165,253	122.2%
583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL	5	8.5%	66.7%	1	16.7%	-50.0%	\$36,475	-55.8%	\$44,575	-47.6%
584-OCALA NATIONAL FOREST/OKLAWAHA RIVER	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%