

# Lender-Mediated Report

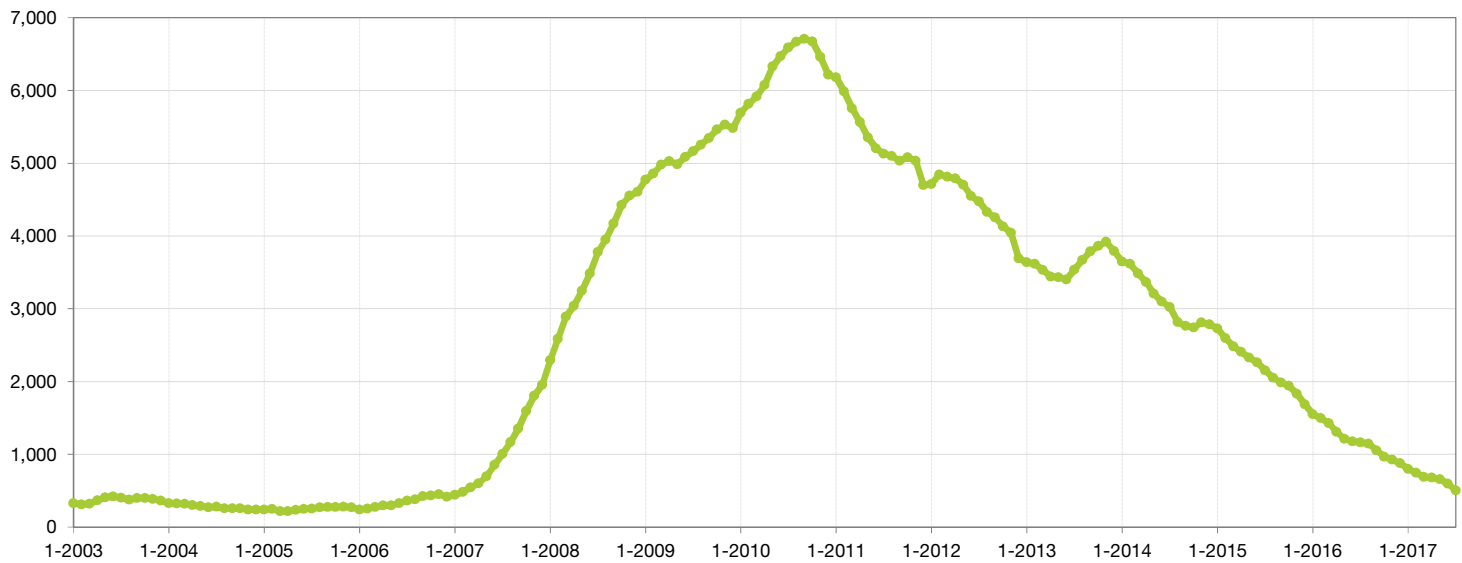
A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



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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



## July 2017

New Listings in the Northeast Florida region increased 2.2 percent to 3,190.

- Traditional New Listings increased 8.3 percent to 2,985.
- Lender-mediated New Listings decreased 43.8 percent to 205.
- Share of all New Listings that were lender-mediated fell to 6.4 percent.

Closed Sales were down 4.8 percent to 2,451.

- Traditional Closed Sales were up 1.6 percent to 2,256.
- Lender-mediated Closed Sales were down 44.9 percent to 195.
- Share of all Closed Sales that were lender-mediated fell to 8.0 percent.

The Median Sales Price rose 11.6 percent to \$217,000.

- The traditional Median Sales Price rose 7.7 percent to \$226,000.
- The lender-mediated Median Sales Price rose 3.0 percent to \$107,934.

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."



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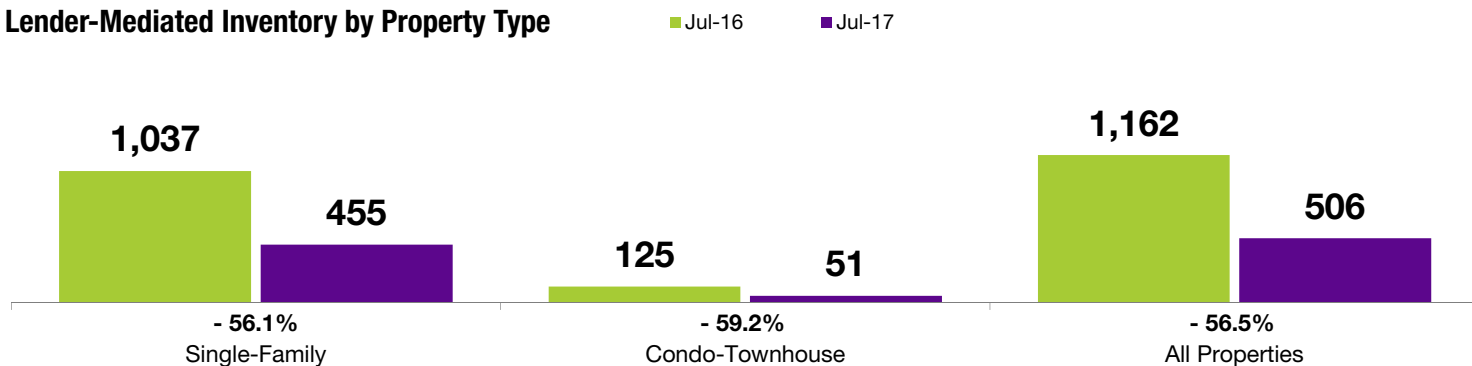
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## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jul-16	Jul-17	+ / -	Jul-16	Jul-17	+ / -	Jul-16	Jul-17	+ / -	Jul-16	Jul-17
Single-Family	1,037	455	- 56.1%	8,097	6,756	- 16.6%	9,134	7,211	- 21.1%	11.4%	6.3%
Condo-Townhouse	125	51	- 59.2%	1,177	857	- 27.2%	1,302	908	- 30.3%	9.6%	5.6%
<b>All Properties</b>	<b>1,162</b>	<b>506</b>	<b>- 56.5%</b>	<b>9,274</b>	<b>7,613</b>	<b>- 17.9%</b>	<b>10,436</b>	<b>8,119</b>	<b>- 22.2%</b>	<b>11.1%</b>	<b>6.2%</b>

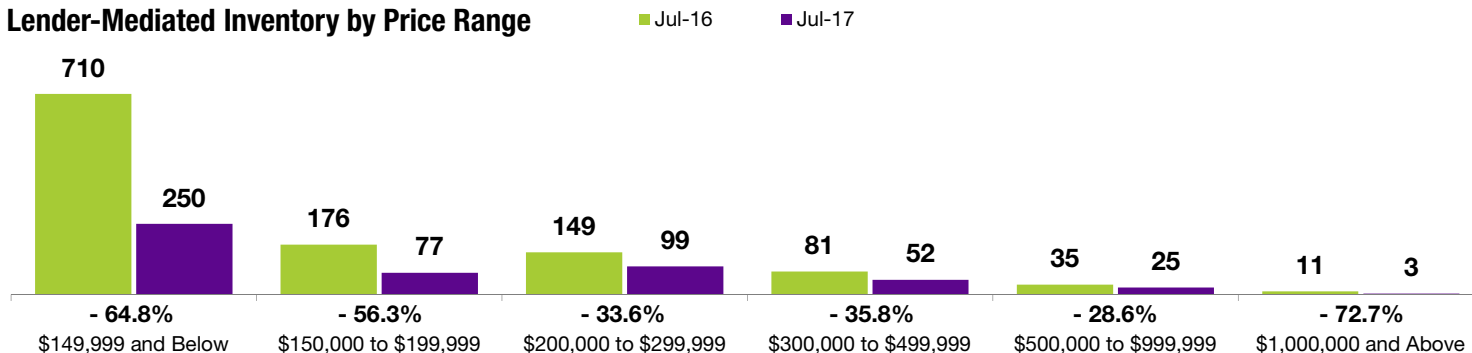
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jul-16	Jul-17	+ / -	Jul-16	Jul-17	+ / -	Jul-16	Jul-17	+ / -	Jul-16	Jul-17
\$149,999 and Below	710	250	- 64.8%	2,145	1,316	- 38.6%	2,855	1,566	- 45.1%	24.9%	16.0%
\$150,000 to \$199,999	176	77	- 56.3%	1,173	825	- 29.7%	1,349	902	- 33.1%	13.0%	8.5%
\$200,000 to \$299,999	149	99	- 33.6%	2,131	1,831	- 14.1%	2,280	1,930	- 15.4%	6.5%	5.1%
\$300,000 to \$499,999	81	52	- 35.8%	2,117	2,097	- 0.9%	2,198	2,149	- 2.2%	3.7%	2.4%
\$500,000 to \$999,999	35	25	- 28.6%	1,232	1,103	- 10.5%	1,267	1,128	- 11.0%	2.8%	2.2%
\$1,000,000 and Above	11	3	- 72.7%	476	441	- 7.4%	487	444	- 8.8%	2.3%	0.7%
<b>All Price Ranges</b>	<b>1,162</b>	<b>506</b>	<b>- 56.5%</b>	<b>9,274</b>	<b>7,613</b>	<b>- 17.9%</b>	<b>10,436</b>	<b>8,119</b>	<b>- 22.2%</b>	<b>11.1%</b>	<b>6.2%</b>

### Lender-Mediated Inventory by Price Range



# Lender-Mediated Report

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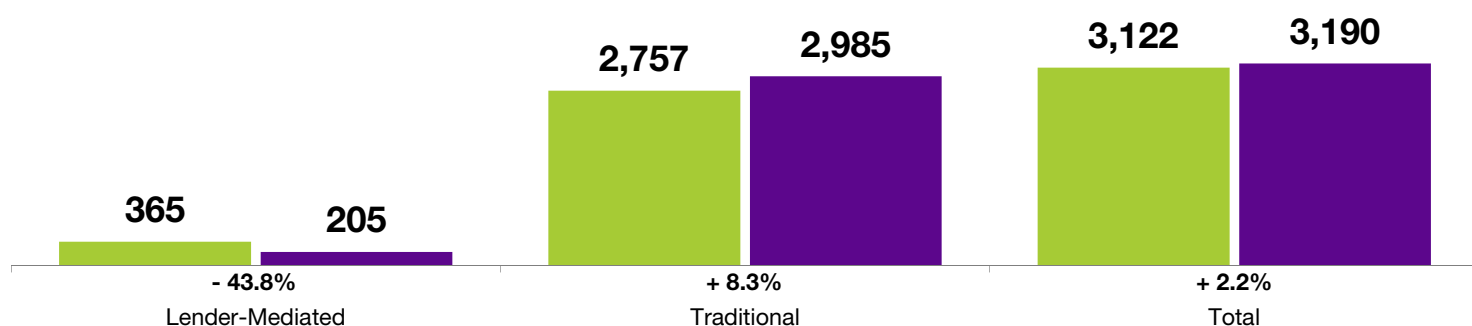


## New Listings

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jul-16	Jul-17	+ / -	Jul-16	Jul-17	+ / -	Jul-16	Jul-17	+ / -	Jul-16	Jul-17
Single-Family	328	185	- 43.6%	2,395	2,615	+ 9.2%	2,723	2,800	+ 2.8%	12.0%	6.6%
Condo-Townhouse	37	20	- 45.9%	362	370	+ 2.2%	399	390	- 2.3%	9.3%	5.1%
<b>All Properties</b>	<b>365</b>	<b>205</b>	<b>- 43.8%</b>	<b>2,757</b>	<b>2,985</b>	<b>+ 8.3%</b>	<b>3,122</b>	<b>3,190</b>	<b>+ 2.2%</b>	<b>11.7%</b>	<b>6.4%</b>

### Change in New Listings for All Properties

■ Jul-16 ■ Jul-17

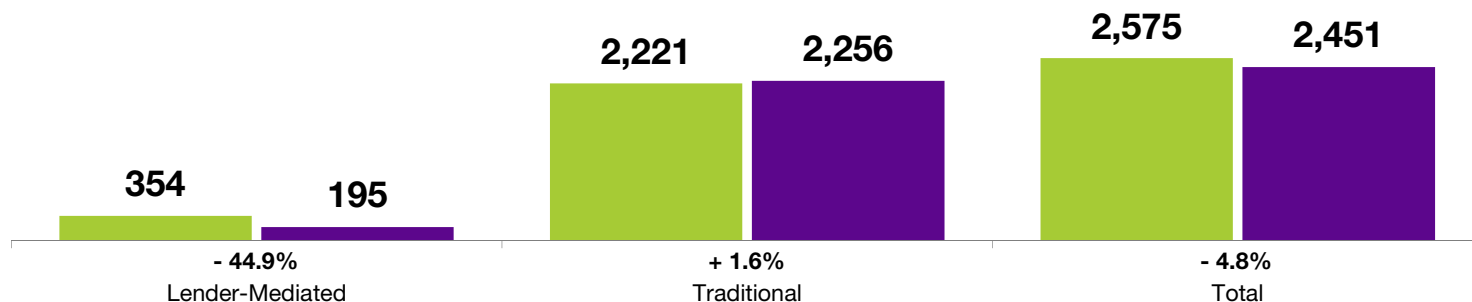


## Closed Sales

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jul-16	Jul-17	+ / -	Jul-16	Jul-17	+ / -	Jul-16	Jul-17	+ / -	Jul-16	Jul-17
Single-Family	310	179	- 42.3%	1,890	1,938	+ 2.5%	2,200	2,117	- 3.8%	14.1%	8.5%
Condo-Townhouse	44	16	- 63.6%	331	318	- 3.9%	375	334	- 10.9%	11.7%	4.8%
<b>All Properties</b>	<b>354</b>	<b>195</b>	<b>- 44.9%</b>	<b>2,221</b>	<b>2,256</b>	<b>+ 1.6%</b>	<b>2,575</b>	<b>2,451</b>	<b>- 4.8%</b>	<b>13.7%</b>	<b>8.0%</b>

### Change in Closed Sales for All Properties

■ Jul-16 ■ Jul-17



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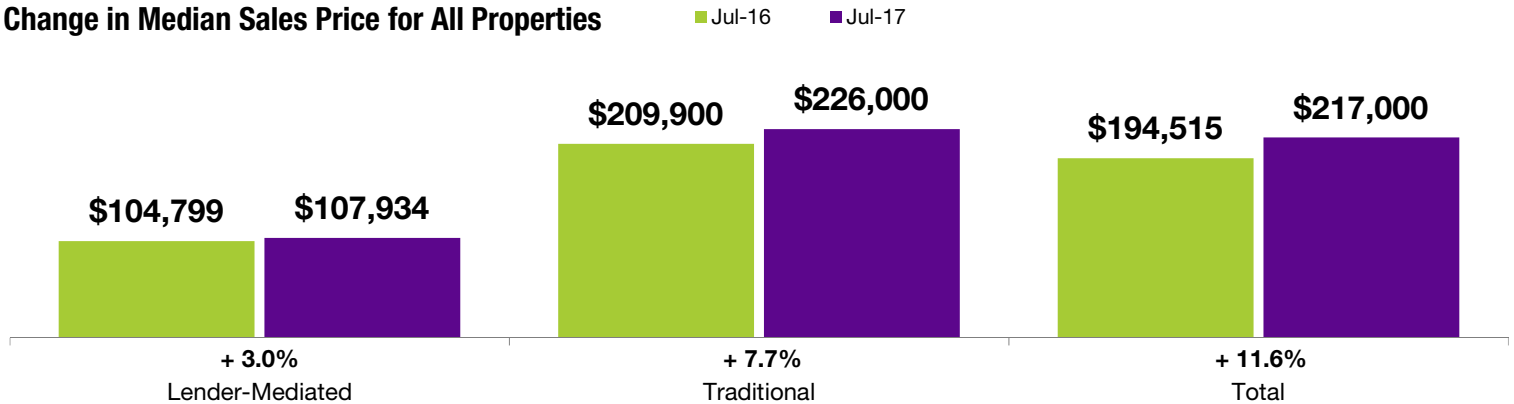
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## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Jul-16	Jul-17	+ / -	Jul-16	Jul-17	+ / -	Jul-16	Jul-17	+ / -
Single-Family	\$113,000	\$114,000	+ 0.9%	\$220,634	\$238,315	+ 8.0%	\$206,000	\$230,000	+ 11.7%
Condo-Townhouse	\$71,680	\$77,450	+ 8.1%	\$141,000	\$144,500	+ 2.5%	\$132,000	\$217,000	+ 64.4%
<b>All Properties</b>	<b>\$104,799</b>	<b>\$107,934</b>	<b>+ 3.0%</b>	<b>\$209,900</b>	<b>\$226,000</b>	<b>+ 7.7%</b>	<b>\$194,515</b>	<b>\$217,000</b>	<b>+ 11.6%</b>

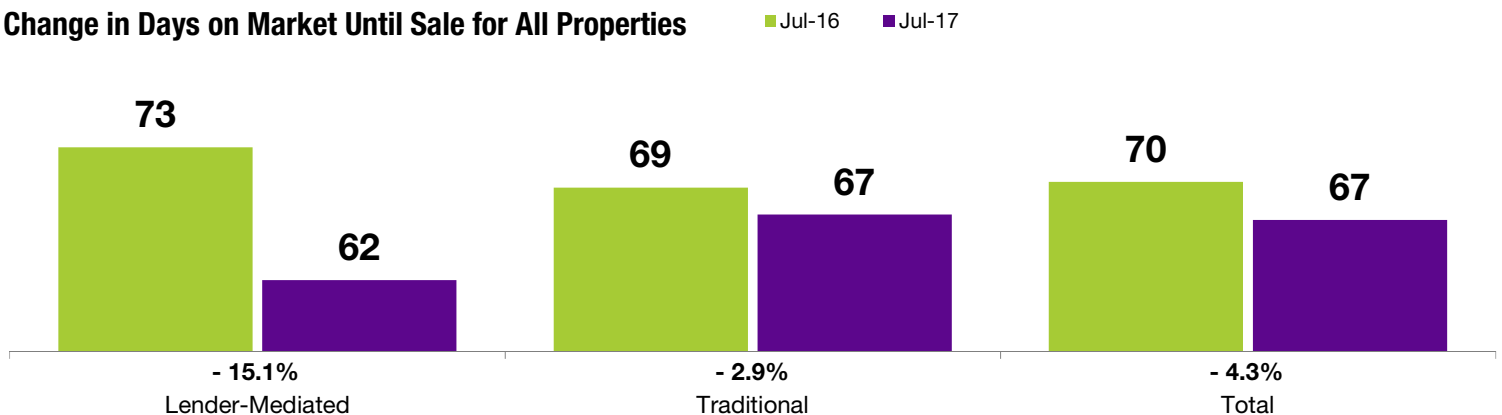
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Jul-16	Jul-17	+ / -	Jul-16	Jul-17	+ / -	Jul-16	Jul-17	+ / -
Single-Family	70	62	- 11.4%	70	68	- 2.9%	70	67	- 4.3%
Condo-Townhouse	90	57	- 36.7%	66	65	- 1.5%	69	65	- 5.8%
<b>All Properties</b>	<b>73</b>	<b>62</b>	<b>- 15.1%</b>	<b>69</b>	<b>67</b>	<b>- 2.9%</b>	<b>70</b>	<b>67</b>	<b>- 4.3%</b>

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



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## Lender-Mediated Activity by Area

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

### July 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
<b>Baker County</b>	4	6.1%	-73.3%	5	31.3%	66.7%	\$175,000	32.2%	\$146,063	-6.4%
<b>Clay County</b>	68	7.1%	-64.2%	31	9.6%	-39.2%	\$190,000	8.6%	\$212,078	9.7%
<b>Duval County</b>	284	7.5%	-57.4%	109	8.3%	-48.8%	\$189,900	9.5%	\$225,291	7.0%
<b>Nassau County</b>	23	6.5%	-64.1%	11	14.1%	-38.9%	\$225,000	9.1%	\$316,368	22.6%
<b>Putnam County</b>	36	8.3%	-41.0%	19	22.4%	-9.5%	\$89,900	26.6%	\$134,126	34.3%
<b>St. Johns County</b>	69	3.1%	-34.3%	13	2.2%	-60.6%	\$323,000	7.9%	\$363,328	0.1%
011-SAN MARCO	3	3.4%	50.0%	0	0.0%	--	\$283,750	-0.9%	\$286,475	-20.6%
012-SAN JOSE	8	6.0%	-33.3%	5	15.6%	25.0%	\$165,500	-5.4%	\$192,541	-9.7%
013-BEAUCLERC/MANDARIN NORTH	8	5.1%	-52.9%	5	7.5%	-28.6%	\$215,000	10.3%	\$249,053	22.4%
014-MANDARIN	11	4.6%	-50.0%	3	3.4%	-25.0%	\$272,000	19.8%	\$292,711	15.3%
015-BARTRAM	1	0.9%	-90.0%	1	2.1%	-66.7%	\$210,790	-8.7%	\$220,251	-0.1%
021-ST NICHOLAS AREA	8	11.4%	-46.7%	0	0.0%	-100.0%	\$129,900	9.6%	\$135,154	7.7%
022-GROVE PARK/SAN SOUCI	0	--	--	0	--	--	\$0	0.0%	\$0	0.0%
023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD	6	5.8%	-72.7%	4	6.6%	-69.2%	\$161,900	8.1%	\$184,938	12.8%
024-BAYMEADOWS/DEERWOOD	11	7.1%	-50.0%	1	2.1%	-66.7%	\$184,500	38.2%	\$286,207	54.7%
025-INTRACOASTAL WEST-NORTH OF BEACH BLVD	4	4.0%	-55.6%	3	7.9%	-40.0%	\$277,500	7.6%	\$337,648	16.4%
026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD	4	2.3%	-73.3%	3	5.1%	-62.5%	\$292,000	-0.8%	\$349,742	10.6%
027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD	2	3.2%	-60.0%	1	8.3%	-50.0%	\$290,475	42.4%	\$391,071	53.6%
028-BAYARD	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
029-NOCATEE (DUVAL COUNTY)	0	0.0%	--	0	0.0%	-100.0%	\$366,467	6.2%	\$360,658	-0.1%
031-RIVERSIDE	0	0.0%	-100.0%	1	12.5%	--	\$203,450	18.3%	\$230,100	8.8%
032-AVONDALE	5	5.8%	-58.3%	1	3.0%	-75.0%	\$292,000	6.7%	\$330,970	-0.7%
033-ORTEGA/VENETIA	3	5.1%	-50.0%	0	0.0%	-100.0%	\$320,000	64.1%	\$488,750	30.6%
041-ARLINGTON	18	9.5%	-62.5%	4	5.3%	-75.0%	\$162,500	29.0%	\$178,382	34.6%
042-FT CAROLINE	6	4.5%	-76.0%	4	7.5%	-33.3%	\$184,000	-4.4%	\$193,910	-4.7%
043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD	10	8.5%	-41.2%	2	5.7%	-60.0%	\$250,000	15.9%	\$302,856	4.7%
051-MURRAY HILL	2	6.9%	-66.7%	2	22.2%	100.0%	\$141,500	13.2%	\$145,833	17.0%
052-LAKESHORE	5	12.8%	-50.0%	2	10.5%	-50.0%	\$112,000	35.8%	\$116,061	27.0%
053-HYDE GROVE AREA	2	5.9%	-84.6%	3	17.6%	-62.5%	\$125,900	77.6%	\$136,091	55.1%
054-CEDAR HILLS	4	18.2%	-55.6%	1	6.7%	-83.3%	\$128,000	75.5%	\$118,892	41.8%
055-CONFEDERATE POINT/ORTEGA FARMS	2	5.9%	-33.3%	0	0.0%	--	\$114,950	-10.2%	\$109,475	-21.2%
056-YUKON/WESCONNETT/OAK HILL	9	13.6%	-60.9%	3	13.0%	-57.1%	\$149,900	76.9%	\$140,817	33.9%
061-NORMANDY AREA	5	15.2%	-72.2%	5	19.2%	-50.0%	\$133,500	11.3%	\$143,446	22.0%
062-CRYSTAL SPRINGS/COUNTRY CREEK AREA	9	14.8%	-40.0%	0	0.0%	-100.0%	\$182,648	23.2%	\$186,054	22.3%
063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES	4	7.8%	-84.6%	4	15.4%	-66.7%	\$110,000	-6.8%	\$107,212	-1.2%
064-BENT CREEK/PLUM TREE	2	4.7%	-77.8%	1	6.3%	0.0%	\$178,452	1.4%	\$171,468	-5.2%
065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW	6	18.8%	-14.3%	1	11.1%	-50.0%	\$161,000	-12.0%	\$177,933	6.1%
066-CECIL COMMERCE AREA	2	6.7%	0.0%	1	16.7%	--	\$202,500	-5.6%	\$217,998	2.5%
067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL)	13	15.5%	-27.8%	4	9.3%	-42.9%	\$164,900	17.0%	\$169,108	21.1%
071-BRENTWOOD/EVERGREEN	4	8.2%	-55.6%	4	18.2%	0.0%	\$37,500	26.5%	\$61,305	32.6%

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

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

### July 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
072-SPRINGFIELD	0	0.0%	-100.0%	1	12.5%	--	\$213,190	1.0%	\$210,341	-1.4%
073-DOWNTOWN JACKSONVILLE-NORTHBANK	1	10.0%	--	1	33.3%	0.0%	\$240,000	0.0%	\$177,333	-26.9%
074-PAXON	10	15.9%	-28.6%	5	26.3%	66.7%	\$37,000	-14.9%	\$68,060	-3.4%
075-TROUT RIVER/COLLEGE PARK/RIBAULT MANOR	22	13.3%	-57.7%	8	19.0%	-42.9%	\$47,775	50.8%	\$71,471	46.0%
076-DOWNTOWN JACKSONVILLE-EASTSIDE	2	9.1%	-60.0%	1	14.3%	0.0%	\$25,000	59.2%	\$24,186	54.0%
081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST	7	13.2%	-69.6%	4	36.4%	-55.6%	\$120,682	-6.1%	\$139,397	20.6%
082-DINSMORE/NORTHWEST DUVAL COUNTY	2	22.2%	-33.3%	0	0.0%	--	\$449,900	0.0%	\$449,900	0.0%
091-GARDEN CITY/AIRPORT	13	11.2%	-65.8%	6	15.8%	-14.3%	\$127,327	-15.1%	\$140,952	-14.1%
092-OCEANWAY/PECAN PARK	13	11.3%	-48.0%	2	4.2%	-71.4%	\$206,000	-4.9%	\$216,293	-0.7%
095-SAN MATEO/EASTPORT	0	0.0%	-100.0%	0	0.0%	-100.0%	\$139,000	-12.2%	\$148,592	-37.4%
096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT	10	8.5%	-37.5%	3	10.3%	-40.0%	\$210,000	0.0%	\$230,300	-1.3%
121-FLEMING ISLAND-NE	0	0.0%	-100.0%	0	0.0%	-100.0%	\$218,000	5.8%	\$220,167	-4.3%
122-FLEMING ISLAND-NW	2	2.9%	-80.0%	1	4.2%	-75.0%	\$284,766	-6.6%	\$293,072	-9.3%
123-FLEMING ISLAND-SE	1	2.4%	-75.0%	1	7.7%	0.0%	\$284,990	9.5%	\$316,886	19.4%
124-FLEMING ISLAND-SW	7	11.5%	-36.4%	0	0.0%	-100.0%	\$240,000	11.4%	\$258,960	20.9%
131-MEADOWBROOK/LOCH RANE	5	15.2%	-28.6%	1	10.0%	-66.7%	\$201,000	-16.8%	\$207,900	-1.1%
132-BELLAIR/GROVE PARK	3	13.6%	-66.7%	1	7.7%	--	\$118,000	-21.3%	\$126,531	-1.2%
133-NORTH ORANGE PARK	2	22.2%	-33.3%	0	0.0%	--	\$0	-100.0%	\$0	-100.0%
134-SOUTH BLANDING	0	0.0%	-100.0%	2	16.7%	0.0%	\$186,750	-1.7%	\$181,438	-0.8%
135-PARK WEST/MONTCLAIR	1	10.0%	-66.7%	1	16.7%	-50.0%	\$110,750	-39.5%	\$128,083	-23.8%
136-LAKESIDE ESTATES	4	26.7%	100.0%	0	0.0%	-100.0%	\$189,500	20.5%	\$185,722	22.0%
137-DOCTOR'S LAKE	0	0.0%	-100.0%	3	23.1%	200.0%	\$205,000	5.1%	\$236,269	10.6%
138-TANGLEWOOD/DOCTORS INLET	0	16.2%	-40.0%	--	11.1%	0.0%	--	3.3%	--	12.5%
139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY	8	5.0%	-78.4%	5	7.9%	-58.3%	\$185,000	-5.9%	\$205,839	-3.0%
141-MIDDLEBURG NW	7	16.3%	-36.4%	6	54.5%	-25.0%	\$141,000	-9.0%	\$160,080	20.8%
142-MIDDLEBURG EAST/LAKE ASBURY	5	4.9%	-72.2%	5	15.2%	150.0%	\$185,000	8.2%	\$194,736	6.9%
143-FOXMEADOW AREA	3	6.1%	-70.0%	0	0.0%	-100.0%	\$210,000	2.4%	\$222,518	0.7%
144-MIDDLEBURG-SE	1	8.3%	-75.0%	0	0.0%	-100.0%	\$327,000	313.9%	\$415,167	627.5%
145-MIDDLEBURG-SW	3	13.6%	-83.3%	1	6.3%	0.0%	\$116,450	-13.7%	\$123,913	0.8%
151-KEYSTONE HEIGHTS	7	7.1%	-61.1%	1	9.1%	-50.0%	\$139,900	4.4%	\$144,482	10.0%
152-KINGSLEY LAKE	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
161-GREEN COVE SPINGRS	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
162-RUSSELL LANDING/PENNY FARMS	1	25.0%	--	0	0.0%	--	\$72,500	0.0%	\$72,500	0.0%
211-JACKSONVILLE BEACH-NE	2	7.1%	100.0%	0	0.0%	-100.0%	\$555,000	-7.3%	\$669,000	13.5%
212-JACKSONVILLE BEACH-SE	0	0.0%	-100.0%	0	0.0%	--	\$503,250	16.2%	\$620,363	16.7%
213-JACKSONVILLE BEACH-NW	1	3.6%	-66.7%	0	0.0%	-100.0%	\$379,000	24.9%	\$363,800	11.6%
214-JACKSONVILLE BEACH-SW	3	4.3%	-25.0%	1	4.0%	--	\$345,000	11.3%	\$304,643	-4.0%
221-NEPTUNE BEACH-EAST	0	0.0%	-100.0%	0	--	--	\$0	-100.0%	\$0	-100.0%
222-NEPTUNE BEACH-WEST	0	0.0%	--	1	11.1%	--	\$370,000	3.5%	\$364,878	-7.4%
231-ATLANTIC BEACH-EAST	2	2.5%	-75.0%	1	5.9%	-75.0%	\$355,000	-18.4%	\$462,494	-8.5%

# 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 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
232-ATLANTIC BEACH/MAYPORT-WEST	3	13.6%	-40.0%	0	0.0%	--	\$185,000	13.9%	\$223,805	23.3%
251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD	0	0.0%	--	0	--	--	--	-100.0%	\$0	-100.0%
252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD	1	1.1%	-85.7%	0	0.0%	-100.0%	\$355,000	34.0%	\$605,615	13.9%
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	1	1.3%	-66.7%	0	0.0%	-100.0%	\$329,900	-22.4%	\$528,150	-27.0%
262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD	6	6.1%	-25.0%	1	3.1%	0.0%	\$442,500	3.4%	\$465,609	2.9%
263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210	3	3.7%	0.0%	1	16.7%	--	\$580,000	7.4%	\$597,667	-10.2%
264-SOUTH PONTE VEDRA BEACH	0	0.0%	-100.0%	0	0.0%	-100.0%	\$474,500	-48.8%	\$501,125	-47.1%
265-PONTE VEDRA/NOCATTEE-STJ	3	1.7%	-57.1%	1	1.1%	--	\$400,000	8.4%	\$432,782	14.2%
266-VILANO BEACH	0	0.0%	--	0	0.0%	--	\$365,000	-10.9%	\$403,389	-0.2%
271-NOCATTEE NORTH	0	0.0%	--	0	0.0%	--	\$454,990	37.8%	\$494,455	41.6%
272-NOCATTEE SOUTH	3	2.4%	-57.1%	1	1.9%	--	\$367,500	-0.9%	\$392,055	-0.5%
301-JULINGTON CREEK/SWITZERLAND	13	3.9%	-38.1%	3	2.3%	-40.0%	\$330,000	7.5%	\$337,521	4.2%
302-ORANGEDALE AREA	1	2.3%	0.0%	0	0.0%	-100.0%	\$400,218	13.1%	\$512,092	35.6%
303-PALMO/SIX MILE AREA	1	3.4%	0.0%	0	0.0%	-100.0%	\$319,900	-2.9%	\$368,580	27.8%
304- 210 SOUTH	9	7.3%	125.0%	2	4.7%	-33.3%	\$317,000	11.1%	\$330,056	16.6%
305-WORLD GOLF VILLAGE AREA-CENTRAL	2	2.9%	-33.3%	0	0.0%	--	\$305,799	22.0%	\$299,317	14.4%
306-WORLD GOLF VILLAGE AREA-NE	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
307-WORLD GOLF VILLAGE AREA-SE	2	5.9%	--	0	0.0%	--	\$271,245	-11.6%	\$311,133	1.4%
308-WORLD GOLF VILLAGE AREA-SW	3	3.1%	0.0%	2	5.9%	0.0%	\$251,750	4.0%	\$268,358	9.8%
309-WORLD GOLF VILLAGE AREA-WEST	5	4.5%	-54.5%	0	0.0%	-100.0%	\$254,000	5.3%	\$293,599	4.2%
312-PALENCIA AREA	9	6.6%	12.5%	1	3.4%	-75.0%	\$360,000	4.0%	\$389,883	-2.9%
313-WHITECASTLE/AIRPORT AREA	0	0.0%	-100.0%	1	33.3%	--	\$168,500	-10.1%	\$244,133	27.0%
321-NORTH CITY-ST AUGUSTINE	0	0.0%	-100.0%	0	0.0%	--	\$175,000	-23.9%	\$213,200	-49.9%
322-DOWNTOWN ST AUGUSTINE	1	5.9%	--	0	0.0%	--	\$746,250	381.5%	\$746,250	357.0%
323-DAVIS SHORES	0	0.0%	--	0	0.0%	--	\$509,450	23.7%	\$509,450	23.7%
331-ST AUGUSTINE BEACH	2	1.2%	-60.0%	1	2.9%	-80.0%	\$365,000	14.4%	\$421,853	5.5%
332-CRESCENT BEACH/SUMMER HAVEN	0	0.0%	--	0	0.0%	--	\$382,125	21.3%	\$382,125	-26.4%
333-ST JOHNS COUNTY-SE	1	12.5%	--	0	0.0%	--	\$350,000	25.0%	\$350,000	15.7%
334-MOULTRIE/ST AUGUSTINE SHORES	0	0.0%	-100.0%	0	0.0%	-100.0%	\$185,500	-2.7%	\$203,900	-6.5%
335-ST AUGUSTINE SOUTH	0	0.0%	-100.0%	0	0.0%	--	\$246,000	23.9%	\$244,780	18.1%
336-RAVENSWOOD/WEST AUGUSTINE	3	3.8%	-50.0%	0	0.0%	-100.0%	\$215,000	14.1%	\$219,123	17.9%
337-OLD MOULTRIE RD/WILDWOOD	1	1.3%	-83.3%	0	0.0%	--	\$247,990	1.6%	\$275,270	13.3%
341-FLAGLER ESTATES/HASTINGS	0	0.0%	-100.0%	0	--	--	\$0	-100.0%	\$0	-100.0%
342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95	1	8.3%	0.0%	0	0.0%	--	\$226,000	-17.8%	\$226,000	-17.8%
343-MOLASSES JUNCTION/ELKTON	1	8.3%	--	0	0.0%	-100.0%	\$390,000	30.0%	\$390,000	30.0%
344-HASTINGS/TOCOI/RIVRERDALE	1	4.8%	0.0%	0	0.0%	-100.0%	\$134,500	-63.2%	\$134,500	-63.2%
410-FERNANDINA BEACH DOWNTOWN-WEST	0	0.0%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
420-FERNANDINA BEACH-DOWNTOWN-EAST	0	0.0%	-100.0%	0	0.0%	-100.0%	\$485,000	218.0%	\$485,000	218.0%
430-NASSAU COUNTY BEACHES-NORTH	0	0.0%	-100.0%	0	0.0%	--	\$446,500	-65.5%	\$446,500	-65.5%

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

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### July 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
431-NASSAU COUNTY BEACHES-SOUTH	1	11.1%	0.0%	0	0.0%	--	\$718,000	124.4%	\$718,000	121.1%
440-FERNANDINA BEACH DOWNTOWN-SOUTH	0	0.0%	-100.0%	0	0.0%	-100.0%	\$234,300	21.4%	\$234,300	-4.2%
450-AMELIA ISLAND-NORTH OF BURNEY ROAD	1	3.3%	-66.7%	0	0.0%	-100.0%	\$745,456	166.2%	\$976,985	282.4%
460-AMELIA ISLAND PLANTATION	3	7.3%	50.0%	0	0.0%	--	\$600,000	9.1%	\$531,280	-27.3%
470-PINEY ISLAND AREA	0	--	--	0	--	--	\$0	0.0%	\$0	0.0%
471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS	3	6.5%	-66.7%	0	0.0%	-100.0%	\$256,400	55.5%	\$294,907	45.4%
472-ONEIL/NASSAVILLE/HOLLY POINT	4	5.3%	33.3%	1	6.3%	-66.7%	\$250,000	-6.6%	\$292,077	2.7%
480-NASSAU COUNTY-N OF A1A/W OF LOFTON CREEK	0	0.0%	-100.0%	0	0.0%	--	\$273,990	0.0%	\$273,990	0.0%
481-NASSAU COUNTY-S OF A1A/W OF LOFTON CREEK	2	6.7%	-71.4%	2	11.8%	--	\$208,400	5.0%	\$188,475	4.8%
490-CALLAHAN	1	12.5%	-75.0%	0	0.0%	--	\$144,000	-7.1%	\$144,000	-8.6%
491-HILLARD	2	11.8%	--	1	50.0%	-50.0%	\$107,500	2.9%	\$107,500	2.6%
492-NASSAU COUNTY-W OF I-95/N TO STATE LINE	6	8.8%	-76.9%	7	41.2%	16.7%	\$189,000	-6.1%	\$182,949	-7.8%
501-MACCLENNY AREA	3	9.7%	-62.5%	5	45.5%	150.0%	\$175,000	35.7%	\$149,546	29.0%
502-BAKER COUNTY-NW	0	0.0%	-100.0%	0	0.0%	-100.0%	\$145,000	-9.4%	\$138,400	-11.5%
503-BAKER COUNTY-SOUTH	1	6.7%	-50.0%	0	--	--	\$0	-100.0%	\$0	-100.0%
521-BRADFORD COUNTY-NE	6	33.3%	20.0%	0	0.0%	-100.0%	\$87,401	74.8%	\$97,450	24.0%
522-BRADFORD COUNTY-NW	0	0.0%	-100.0%	1	25.0%	-83.3%	\$55,000	-23.6%	\$70,475	4.0%
523-BRADFORD COUNTY-SE	3	8.6%	-57.1%	2	25.0%	--	\$106,250	-29.2%	\$126,552	-15.2%
524-BRADFORD COUNTY-SW	0	0.0%	-100.0%	0	0.0%	-100.0%	\$150,000	242.3%	\$150,000	190.4%
541-UNION COUNTY-NORTH	0	--	-100.0%	0	--	--	\$0	0.0%	\$0	0.0%
542-UNION COUNTY-SOUTH	1	10.0%	0.0%	0	--	--	\$0	-100.0%	\$0	-100.0%
561-GREATER PALATKA	12	14.8%	-25.0%	5	29.4%	-28.6%	\$95,000	26.7%	\$135,875	60.8%
562-BARDIN/WEST BOSTWICK	2	33.3%	-50.0%	0	--	--	\$0	-100.0%	\$0	-100.0%
563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK	1	3.1%	-66.7%	0	0.0%	-100.0%	\$345,000	1450.6%	\$304,343	1267.8%
564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS	2	3.0%	-50.0%	2	14.3%	--	\$108,000	23.8%	\$128,439	-25.9%
571-INTERLACHEN-SE	0	0.0%	-100.0%	1	25.0%	--	\$82,375	-1.4%	\$104,438	25.0%
572-INTERLACHEN-NE	1	3.3%	-87.5%	2	25.0%	0.0%	\$42,500	-25.4%	\$60,000	28.7%
573-INTERLACHEN-SW	2	10.0%	-33.3%	0	0.0%	-100.0%	\$48,750	2.4%	\$48,750	2.5%
574-INTERLACHEN-NW	5	13.2%	-16.7%	3	60.0%	200.0%	\$41,500	-34.1%	\$74,470	-20.5%
575-WEST OF SR-21	1	4.8%	-66.7%	1	25.0%	--	\$63,000	-61.8%	\$79,750	-51.7%
576-GEORGES LAKE	0	0.0%	-100.0%	1	100.0%	0.0%	\$30,000	-66.7%	\$30,000	-66.7%
581-SATSUMA/HOOT OWL RIDGE	3	13.6%	50.0%	1	33.3%	0.0%	\$145,000	98.9%	\$114,333	50.3%
582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST	4	8.3%	-33.3%	2	20.0%	-50.0%	\$117,000	45.3%	\$138,703	-1.5%
583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL	3	5.3%	-25.0%	1	10.0%	-50.0%	\$109,950	33.3%	\$171,570	38.9%
584-OCALA NATIONAL FOREST/OKLAWAHA RIVER	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%