

Lender-Mediated Report

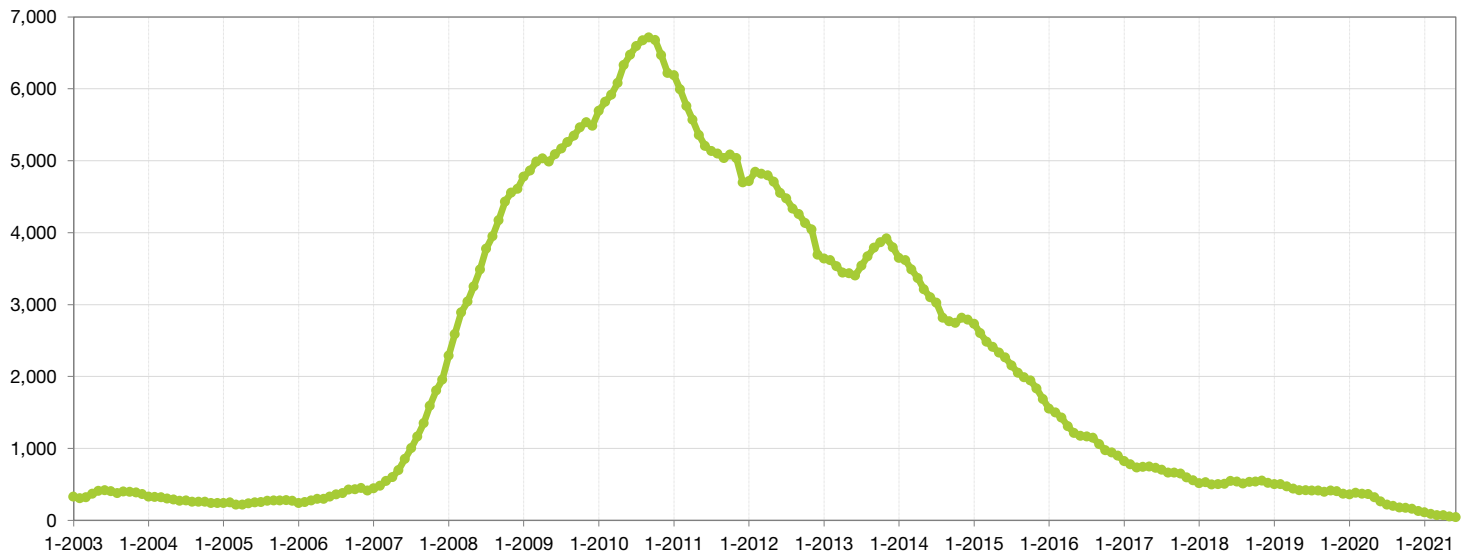
A RESEARCH TOOL PROVIDED BY THE
NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



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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



June 2021

New Listings in the Northeast Florida region increased 10.1 percent to 4,003.

- Traditional New Listings increased 11.0 percent to 3,972.
- Lender-mediated New Listings decreased 44.6 percent to 31.
- Share of all New Listings that were lender-mediated fell to 0.8 percent.

Closed Sales were up 7.6 percent to 3,483.

- Traditional Closed Sales were up 9.6 percent to 3,456.
- Lender-mediated Closed Sales were down 67.9 percent to 27.
- Share of all Closed Sales that were lender-mediated fell to 0.8 percent.

The Median Sales Price rose 18.0 percent to \$301,000.

- The traditional Median Sales Price rose 17.3 percent to \$302,000.
- The lender-mediated Median Sales Price declined 25.0 percent to \$140,000.

| | |
|----------------------------------|----------|
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| 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

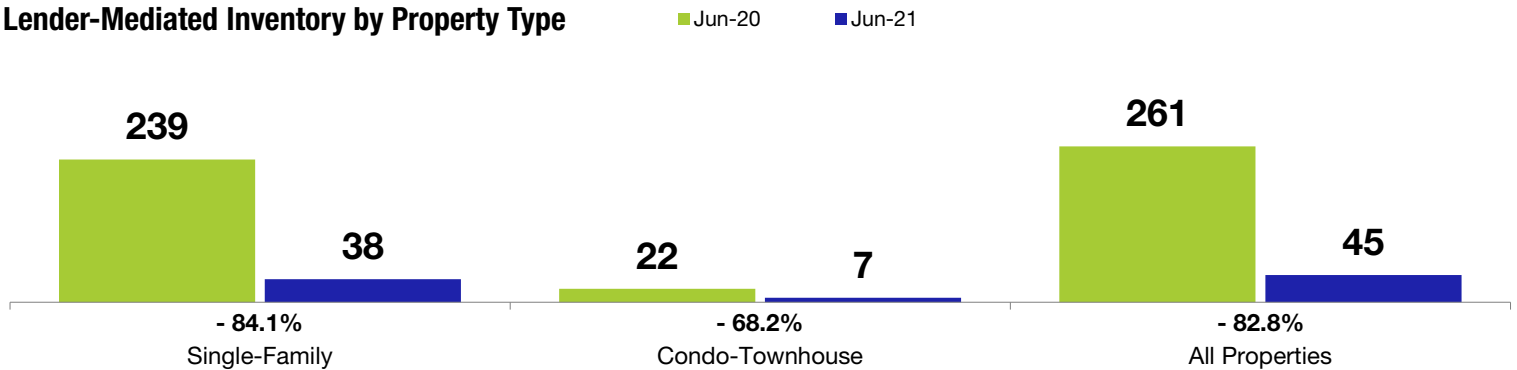
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Inventory of Homes for Sale

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|-----------|----------------|--------------|--------------|----------------|--------------|--------------|----------------|--------------------------------------------|-------------|
| | Jun-20 | Jun-21 | + / - | Jun-20 | Jun-21 | + / - | Jun-20 | Jun-21 | + / - | Jun-20 | Jun-21 |
| Single-Family | 239 | 38 | - 84.1% | 6,699 | 3,411 | - 49.1% | 6,938 | 3,449 | - 50.3% | 3.4% | 1.1% |
| Condo-Townhouse | 22 | 7 | - 68.2% | 1,509 | 782 | - 48.2% | 1,531 | 789 | - 48.5% | 1.4% | 0.9% |
| All Properties | 261 | 45 | - 82.8% | 8,208 | 4,193 | - 48.9% | 8,469 | 4,238 | - 50.0% | 3.1% | 1.1% |

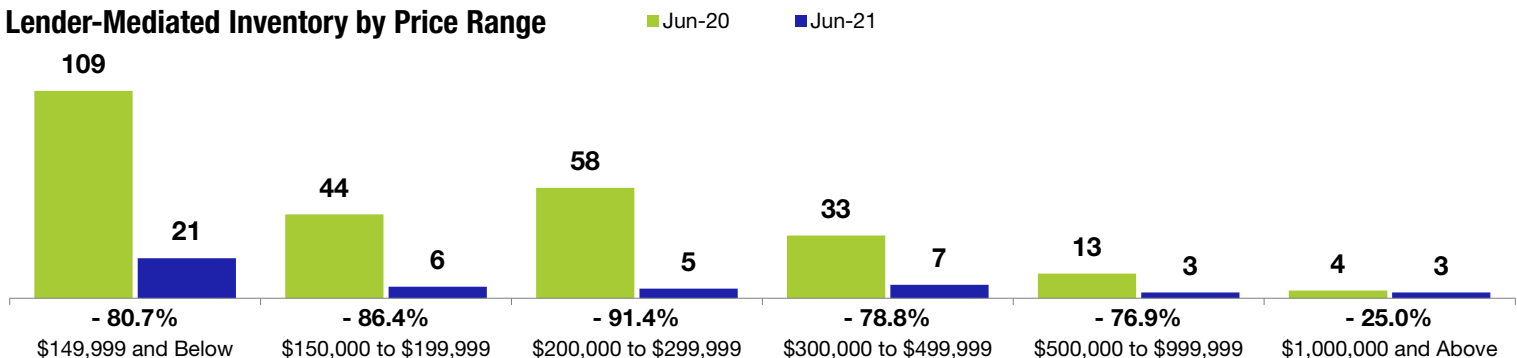
Lender-Mediated Inventory by Property Type



Inventory by Price Range

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-------------------------|-----------------|-----------|----------------|--------------|--------------|----------------|--------------|--------------|----------------|--------------------------------------------|-------------|
| | Jun-20 | Jun-21 | + / - | Jun-20 | Jun-21 | + / - | Jun-20 | Jun-21 | + / - | Jun-20 | Jun-21 |
| \$149,999 and Below | 109 | 21 | - 80.7% | 1,221 | 487 | - 60.1% | 1,330 | 508 | - 61.8% | 8.2% | 4.1% |
| \$150,000 to \$199,999 | 44 | 6 | - 86.4% | 902 | 442 | - 51.0% | 946 | 448 | - 52.6% | 4.7% | 1.3% |
| \$200,000 to \$299,999 | 58 | 5 | - 91.4% | 2,232 | 973 | - 56.4% | 2,290 | 978 | - 57.3% | 2.5% | 0.5% |
| \$300,000 to \$499,999 | 33 | 7 | - 78.8% | 2,246 | 1,285 | - 42.8% | 2,279 | 1,292 | - 43.3% | 1.4% | 0.5% |
| \$500,000 to \$999,999 | 13 | 3 | - 76.9% | 1,206 | 693 | - 42.5% | 1,219 | 696 | - 42.9% | 1.1% | 0.4% |
| \$1,000,000 and Above | 4 | 3 | - 25.0% | 401 | 313 | - 21.9% | 405 | 316 | - 22.0% | 1.0% | 0.9% |
| All Price Ranges | 261 | 45 | - 82.8% | 8,208 | 4,193 | - 48.9% | 8,469 | 4,238 | - 50.0% | 3.1% | 1.1% |

Lender-Mediated Inventory by Price Range



Lender-Mediated Report

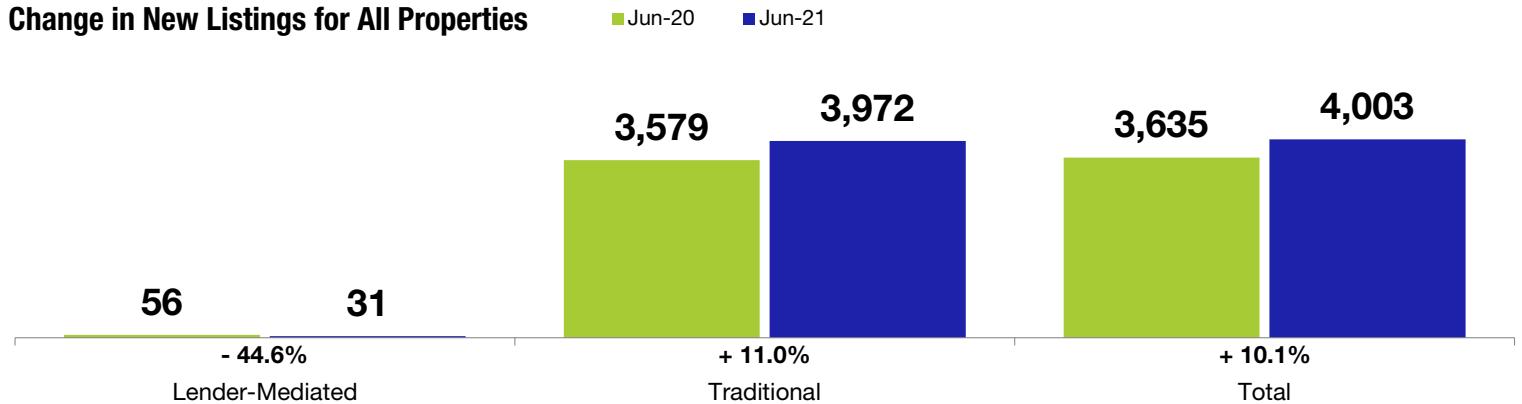
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New Listings

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|-----------|----------------|--------------|--------------|----------------|--------------|--------------|----------------|--------------------------------------------|-------------|
| | Jun-20 | Jun-21 | + / - | Jun-20 | Jun-21 | + / - | Jun-20 | Jun-21 | + / - | Jun-20 | Jun-21 |
| Single-Family | 49 | 27 | - 44.9% | 2,951 | 3,290 | + 11.5% | 3,000 | 3,317 | + 10.6% | 1.6% | 0.8% |
| Condo-Townhouse | 7 | 4 | - 42.9% | 628 | 682 | + 8.6% | 635 | 686 | + 8.0% | 1.1% | 0.6% |
| All Properties | 56 | 31 | - 44.6% | 3,579 | 3,972 | + 11.0% | 3,635 | 4,003 | + 10.1% | 1.5% | 0.8% |

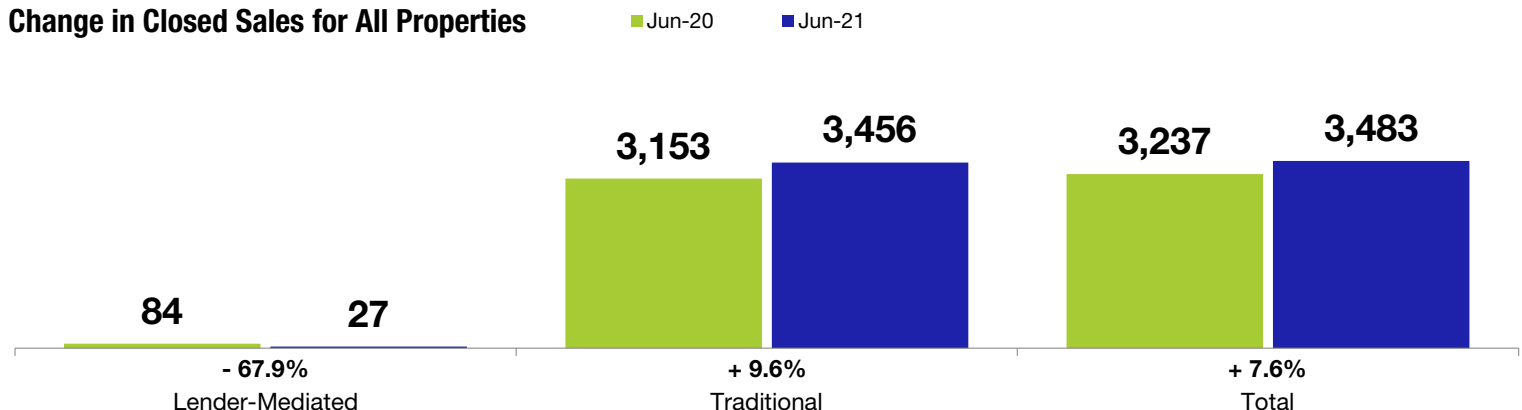
Change in New Listings for All Properties



Closed Sales

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|-----------|----------------|--------------|--------------|---------------|--------------|--------------|---------------|--------------------------------------------|-------------|
| | Jun-20 | Jun-21 | + / - | Jun-20 | Jun-21 | + / - | Jun-20 | Jun-21 | + / - | Jun-20 | Jun-21 |
| Single-Family | 79 | 22 | - 72.2% | 2,690 | 2,840 | + 5.6% | 2,769 | 2,862 | + 3.4% | 2.9% | 0.8% |
| Condo-Townhouse | 5 | 5 | 0.0% | 463 | 616 | + 33.0% | 468 | 621 | + 32.7% | 1.1% | 0.8% |
| All Properties | 84 | 27 | - 67.9% | 3,153 | 3,456 | + 9.6% | 3,237 | 3,483 | + 7.6% | 2.6% | 0.8% |

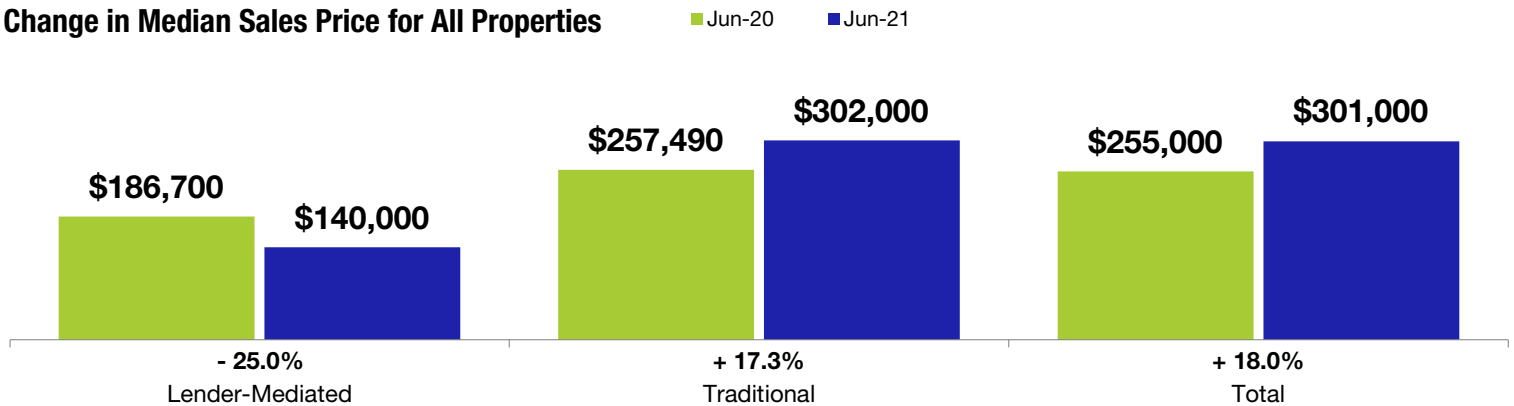
Change in Closed Sales for All Properties



Median Sales Price

| | Lender-Mediated | | | Traditional | | | Total | | |
|-----------------------|------------------|------------------|----------------|------------------|------------------|----------------|------------------|------------------|----------------|
| | Jun-20 | Jun-21 | + / - | Jun-20 | Jun-21 | + / - | Jun-20 | Jun-21 | + / - |
| Single-Family | \$202,550 | \$148,050 | - 26.9% | \$270,000 | \$325,000 | + 20.4% | \$269,000 | \$325,000 | + 20.8% |
| Condo-Townhouse | \$127,000 | \$102,375 | - 19.4% | \$180,000 | \$220,000 | + 22.2% | \$180,000 | \$301,000 | + 67.2% |
| All Properties | \$186,700 | \$140,000 | - 25.0% | \$257,490 | \$302,000 | + 17.3% | \$255,000 | \$301,000 | + 18.0% |

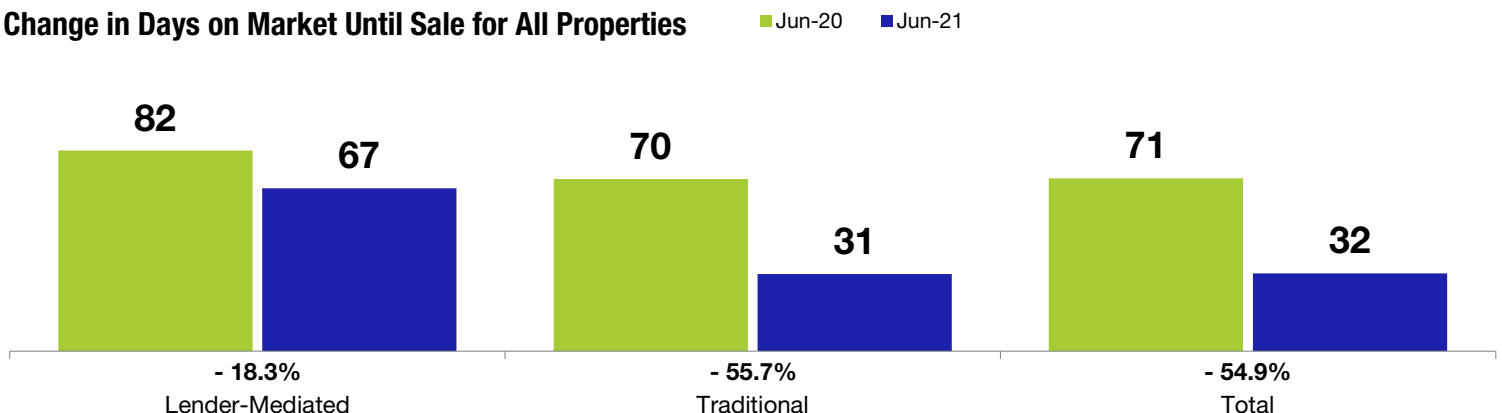
Change in Median Sales Price for All Properties



Days on Market Until Sale

| | Lender-Mediated | | | Traditional | | | Total | | |
|-----------------------|-----------------|-----------|----------------|-------------|-----------|----------------|-----------|-----------|----------------|
| | Jun-20 | Jun-21 | + / - | Jun-20 | Jun-21 | + / - | Jun-20 | Jun-21 | + / - |
| Single-Family | 77 | 72 | - 6.5% | 71 | 31 | - 56.3% | 71 | 31 | - 56.3% |
| Condo-Townhouse | 160 | 40 | - 75.0% | 65 | 35 | - 46.2% | 66 | 35 | - 47.0% |
| All Properties | 82 | 67 | - 18.3% | 70 | 31 | - 55.7% | 71 | 32 | - 54.9% |

Change in Days on Market Until Sale for All Properties



Lender-Mediated Report

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**NORTHEAST FLORIDA
ASSOCIATION OF REALTORS**

Lender-Mediated Activity by Area

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

June 2021

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|---------------------------------------------------|-----------|-------------|---------------|--------------|-------------|----------------|--------------------|--------------|---------------------|--------------|
| Baker County | 1 | 1.9% | -66.7% | 0 | 0.0% | -- | \$268,000 | 23.6% | \$263,783 | 18.0% |
| Clay County | 4 | 0.8% | -89.5% | 3 | 0.7% | -70.0% | \$285,000 | 22.3% | \$317,545 | 24.7% |
| Duval County | 26 | 1.1% | -83.1% | 17 | 0.9% | -66.0% | \$265,000 | 17.8% | \$317,817 | 19.6% |
| Nassau County | 1 | 0.5% | -94.1% | 4 | 2.5% | -42.9% | \$345,000 | 24.6% | \$409,013 | 6.5% |
| Putnam County | 3 | 1.4% | -81.3% | 0 | 0.0% | -100.0% | \$150,000 | 24.0% | \$182,726 | 21.1% |
| St. Johns County | 6 | 0.7% | -71.4% | 3 | 0.4% | -75.0% | \$438,000 | 22.7% | \$557,443 | 28.7% |
| 011-SAN MARCO | 3 | 3.8% | 0.0% | 0 | 0.0% | -100.0% | \$343,750 | -7.3% | \$420,644 | -31.9% |
| 012-SAN JOSE | 0 | 0.0% | -100.0% | 1 | 2.1% | -- | \$264,750 | 12.7% | \$369,517 | 45.1% |
| 013-BEAUCLERC/MANDARIN NORTH | 2 | 2.7% | -33.3% | 1 | 1.7% | -50.0% | \$303,750 | 30.1% | \$307,344 | 22.5% |
| 014-MANDARIN | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$381,000 | 28.3% | \$450,411 | 28.6% |
| 015-BARTRAM | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$305,000 | 37.4% | \$311,119 | 31.9% |
| 021-ST NICHOLAS AREA | 1 | 3.0% | 0.0% | 0 | 0.0% | -100.0% | \$220,000 | 10.1% | \$218,655 | 7.6% |
| 022-GROVE PARK/SANS SOUCI | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$226,500 | 33.2% | \$229,014 | 24.8% |
| 023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD | 1 | 1.4% | -80.0% | 0 | 0.0% | -100.0% | \$220,000 | 17.0% | \$268,062 | 31.6% |
| 024-BAYMEADOWS/DEERWOOD | 0 | 0.0% | -- | 1 | 1.1% | -50.0% | \$201,000 | 0.6% | \$254,281 | 1.0% |
| 025-INTRACOASTAL WEST-NORTH OF BEACH BLVD | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$400,000 | 16.4% | \$469,935 | 23.7% |
| 026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD | 1 | 1.8% | -50.0% | 1 | 1.6% | -- | \$385,000 | 14.9% | \$409,837 | 4.2% |
| 027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD | 0 | 0.0% | -- | 0 | 0.0% | -- | \$487,960 | 69.0% | \$476,821 | 28.3% |
| 028-BAYARD | 0 | 0.0% | -- | 0 | 0.0% | -- | \$355,000 | -2.0% | \$359,036 | -5.0% |
| 029-NOCATEE (DUVAL COUNTY) | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$500,000 | 34.4% | \$512,181 | 34.2% |
| 031-RIVERSIDE | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$385,000 | 120.0% | \$459,547 | 132.3% |
| 032-AVONDALE | 1 | 1.3% | -66.7% | 0 | 0.0% | -- | \$404,950 | 29.8% | \$413,118 | 22.7% |
| 033-ORTEGA/VENETIA | 0 | 0.0% | -- | 0 | 0.0% | -- | \$422,250 | 8.8% | \$450,625 | 0.8% |
| 041-ARLINGTON | 1 | 0.7% | -90.9% | 3 | 2.5% | -50.0% | \$241,650 | 25.4% | \$246,046 | 29.9% |
| 042-FT CAROLINE | 1 | 1.0% | -80.0% | 2 | 3.3% | 0.0% | \$301,500 | 17.1% | \$308,757 | 11.9% |
| 043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$321,000 | 13.4% | \$507,435 | 52.6% |
| 051-MURRAY HILL | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$229,900 | 25.3% | \$237,230 | 32.4% |
| 052-LAKESHORE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$186,950 | 9.3% | \$189,679 | 12.0% |
| 053-HYDE GROVE AREA | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$174,950 | 14.7% | \$199,490 | 25.2% |
| 054-CEDAR HILLS | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$180,000 | 3.7% | \$187,346 | 15.0% |
| 055-CONFEDERATE POINT/ORTEGA FARMS | 0 | 0.0% | -- | 0 | 0.0% | -- | \$150,000 | -34.4% | \$235,923 | -8.5% |
| 056-YUKON/WESCONNETT/OAK HILL | 0 | 0.0% | -100.0% | 1 | 2.0% | -80.0% | \$198,000 | 31.1% | \$199,907 | 35.1% |
| 061-HERLONG/NORMANDY AREA | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$193,000 | 9.7% | \$199,119 | 10.3% |
| 062-CRYSTAL SPRINGS/COUNTRY CREEK AREA | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$270,000 | 35.7% | \$282,762 | 38.5% |
| 063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES | 2 | 4.4% | -75.0% | 1 | 2.8% | -50.0% | \$185,500 | 24.5% | \$185,889 | 31.5% |
| 064-BENT CREEK/PLUM TREE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$269,990 | 25.4% | \$264,589 | 19.8% |
| 065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$311,000 | 47.4% | \$314,536 | 48.2% |
| 066-CECIL COMMERCE AREA | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$279,990 | 12.0% | \$359,110 | 32.5% |
| 067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL) | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$255,000 | 19.2% | \$259,206 | 22.7% |
| 071-BRENTWOOD/EVERGREEN | 0 | 0.0% | -100.0% | 1 | 3.7% | 0.0% | \$125,000 | 42.9% | \$117,242 | 22.4% |
| 072-SPRINGFIELD | 1 | 3.0% | 0.0% | 0 | 0.0% | -- | \$314,000 | 16.3% | \$298,100 | 20.8% |
| 073-DOWNTOWN JACKSONVILLE-NORTHBANK | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$80,000 | 34.5% | \$115,450 | 94.0% |

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.

June 2021

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|--------------------------------------------|-----------|-------|---------|--------------|-------|---------|--------------------|--------|---------------------|--------|
| 074-PAXON | 3 | 4.5% | -62.5% | 0 | 0.0% | -100.0% | \$128,000 | 48.0% | \$124,335 | 29.1% |
| 075-TROUT RIVER/COLLEGE PARK/RIBAULT MANOR | 4 | 3.0% | -77.8% | 4 | 4.9% | 33.3% | \$109,000 | 39.7% | \$119,199 | 23.7% |
| 076-DOWNTOWN JACKSONVILLE-EASTSIDE | 1 | 9.1% | -50.0% | 0 | 0.0% | -100.0% | \$85,500 | 27.6% | \$96,125 | 45.3% |
| 081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST | 1 | 3.1% | 0.0% | 0 | 0.0% | -100.0% | \$245,000 | 9.1% | \$255,354 | 13.0% |
| 082-DINSMORE/NORTHWEST DUVAL COUNTY | 0 | 0.0% | -- | 0 | 0.0% | -- | \$266,400 | -2.9% | \$260,900 | -4.9% |
| 091-GARDEN CITY/AIRPORT | 2 | 3.8% | -75.0% | 0 | 0.0% | -- | \$242,000 | 7.5% | \$234,192 | 5.7% |
| 092-OCEANWAY/PECAN PARK | 0 | 0.0% | -100.0% | 1 | 1.3% | 0.0% | \$260,000 | 2.8% | \$271,146 | 5.0% |
| 095-SAN MATEO/EASTPORT | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$240,000 | -7.2% | \$280,900 | 11.1% |
| 096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$325,990 | 27.3% | \$358,130 | 16.6% |
| 121-FLEMING ISLAND-NE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$517,500 | -17.2% | \$541,667 | -4.4% |
| 122-FLEMING ISLAND-NW | 0 | 0.0% | -- | 0 | 0.0% | -- | \$433,500 | 26.0% | \$480,058 | 24.5% |
| 123-FLEMING ISLAND-SE | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$450,000 | 58.2% | \$507,200 | 53.1% |
| 124-FLEMING ISLAND-SW | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$307,500 | 28.7% | \$345,118 | 37.5% |
| 131-MEADOWBROOK/LOCH RANE | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$247,000 | -21.6% | \$263,795 | -8.2% |
| 132-BELLAIR/GROVE PARK | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$240,000 | 63.8% | \$220,268 | 41.6% |
| 133-NORTH ORANGE PARK | 1 | 10.0% | -- | 0 | 0.0% | -- | \$112,500 | -40.8% | \$112,500 | -42.2% |
| 134-SOUTH BLANDING | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$275,100 | 18.2% | \$275,546 | 16.5% |
| 135-PARK WEST/MONTCLAIR | 0 | 0.0% | -- | 0 | 0.0% | -- | \$330,000 | 46.7% | \$317,480 | 57.2% |
| 136-LAKESIDE ESTATES | 0 | 0.0% | -- | 0 | 0.0% | -- | \$273,500 | 21.6% | \$280,125 | 21.6% |
| 137-DOCTOR'S LAKE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$285,000 | 2.5% | \$424,500 | 6.2% |
| 138-TANGLEWOOD | 0 | 0.0% | -- | 1 | 14.3% | -- | \$206,600 | 20.1% | \$207,525 | 26.6% |
| 139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$280,000 | 11.1% | \$289,385 | 8.7% |
| 141-MIDDLEBURG NW | 0 | 3.0% | -75.0% | -- | 0.0% | -100.0% | -- | 20.9% | -- | 23.1% |
| 142-MIDDLEBURG EAST | 0 | 0.0% | -- | 1 | 14.3% | -- | \$300,000 | 20.7% | \$344,560 | 15.8% |
| 143-FOXMEADOW AREA | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$310,000 | 36.6% | \$334,496 | 36.5% |
| 144-MIDDLEBURG-SE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$402,500 | 15.0% | \$402,500 | 26.2% |
| 145-MIDDLEBURG-SW | 1 | 4.2% | 0.0% | 1 | 7.7% | -- | \$168,000 | 9.6% | \$185,469 | 9.4% |
| 146-MIDDLEBURG-NE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$238,500 | 14.9% | \$255,786 | 15.8% |
| 151-KEYSTONE HEIGHTS | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$212,050 | 28.6% | \$228,148 | 30.2% |
| 152-KINGSLEY LAKE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$692,500 | 0.0% | \$692,500 | 0.0% |
| 161-GREEN COVE SPRINGS | 1 | 1.9% | -50.0% | 0 | 0.0% | -- | \$300,000 | 32.4% | \$363,715 | 39.7% |
| 162-RUSSELL LANDING/PENNY FARMS | 0 | 0.0% | -- | 0 | 0.0% | -- | \$344,490 | 46.0% | \$359,449 | 53.0% |
| 163-LAKE ASBURY AREA | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$272,890 | 13.4% | \$287,343 | 15.2% |
| 211-JACKSONVILLE BEACH-NE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$597,500 | 2.5% | \$736,063 | 13.0% |
| 212-JACKSONVILLE BEACH-SE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$565,000 | -26.3% | \$714,298 | -9.9% |
| 213-JACKSONVILLE BEACH-NW | 0 | 0.0% | -- | 0 | 0.0% | -- | \$475,000 | 16.6% | \$523,493 | 20.9% |
| 214-JACKSONVILLE BEACH-SW | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$488,000 | 15.0% | \$483,563 | 21.2% |
| 221-NEPTUNE BEACH-EAST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$900,000 | 67.1% | \$1,225,200 | 127.5% |
| 222-NEPTUNE BEACH-WEST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$497,500 | 16.5% | \$558,125 | 33.9% |
| 231-ATLANTIC BEACH-NORTH | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$1,030,000 | 71.7% | \$958,804 | 45.3% |
| 232-ATLANTIC BEACH-SOUTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$585,000 | 91.8% | \$861,667 | 108.2% |
| 233-ATLANTIC BEACH-WEST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$391,500 | 16.9% | \$460,250 | 28.0% |

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 2021

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|--------------------------------------------------|-----------|--------|---------|--------------|-------|---------|--------------------|--------|---------------------|--------|
| 241-NORTH BEACH | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$347,000 | 74.4% | \$291,150 | 46.1% |
| 242-MAYPORT | 0 | 0.0% | -- | 0 | 0.0% | -- | \$175,000 | 12.5% | \$175,000 | 12.5% |
| 251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD | 0 | 0.0% | -- | 0 | 0.0% | -- | \$938,500 | -42.8% | \$1,432,900 | -7.0% |
| 252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$396,850 | -25.2% | \$924,747 | 44.0% |
| 253-DIXIE LANDING-PABLO CREEK (ST JOHNS COUNTY) | 1 | 100.0% | 0.0% | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |
| 261-PONTE VEDRA BCH-S OF CORONA-E OF A1A/LAKE PV | 0 | 0.0% | -- | 0 | 0.0% | -- | \$985,500 | 104.1% | \$1,861,417 | 91.1% |
| 262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$585,000 | 46.3% | \$610,255 | 19.2% |
| 263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210 | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$745,000 | 26.2% | \$917,063 | 39.8% |
| 264-SOUTH PONTE VEDRA BEACH | 1 | 9.1% | 0.0% | 0 | 0.0% | -- | \$725,000 | 30.6% | \$830,333 | 20.4% |
| 265-PONTE VEDRA/NOCATEE-STJ | 0 | 0.0% | -- | 0 | 0.0% | -- | \$607,000 | 33.6% | \$643,552 | 37.1% |
| 266-VILANO BEACH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$639,900 | 47.1% | \$790,322 | 60.0% |
| 271-NOCATEE NORTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$811,765 | 55.4% | \$834,855 | 52.9% |
| 272-NOCATEE SOUTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$554,000 | 28.2% | \$585,036 | 32.5% |
| 301-JULINGTON CREEK/SWITZERLAND | 1 | 1.1% | -75.0% | 1 | 0.7% | -50.0% | \$510,500 | 34.3% | \$519,901 | 26.2% |
| 302-ORANGEDALE AREA | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$431,481 | 6.7% | \$482,778 | -9.5% |
| 303-PALMO/SIX MILE AREA | 1 | 10.0% | -- | 0 | 0.0% | -- | \$530,000 | 32.5% | \$590,843 | 34.4% |
| 304- 210 SOUTH | 1 | 2.3% | -66.7% | 1 | 1.0% | -50.0% | \$389,950 | 19.4% | \$431,500 | 23.0% |
| 305-WORLD GOLF VILLAGE AREA-CENTRAL | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$356,000 | 30.6% | \$351,596 | 30.2% |
| 306-WORLD GOLF VILLAGE AREA-NE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$356,500 | 9.9% | \$357,826 | 6.3% |
| 307-WORLD GOLF VILLAGE AREA-SE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$457,500 | 63.4% | \$458,759 | 57.1% |
| 308-WORLD GOLF VILLAGE AREA-SW | 1 | 4.0% | 0.0% | 0 | 0.0% | -- | \$416,150 | 33.8% | \$419,351 | 33.4% |
| 309-WORLD GOLF VILLAGE AREA-WEST | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$405,000 | 44.3% | \$420,384 | 35.9% |
| 312-PALENCIA AREA | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$480,000 | 13.1% | \$550,135 | 26.3% |
| 313-WHITECASTLE/AIRPORT AREA | 0 | 0.0% | -- | 0 | 0.0% | -- | \$500,000 | 65.6% | \$430,540 | 34.1% |
| 321-NORTH CITY-ST AUGUSTINE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$365,000 | 73.8% | \$358,577 | 55.4% |
| 322-DOWNTOWN ST AUGUSTINE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$390,000 | -17.7% | \$482,035 | -15.5% |
| 323-DAVIS SHORES | 0 | 0.0% | -- | 0 | 0.0% | -- | \$400,000 | 27.8% | \$740,182 | 86.8% |
| 331-ST AUGUSTINE BEACH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$392,450 | -14.0% | \$499,310 | 3.5% |
| 332-CRESCENT BEACH/SUMMER HAVEN | 0 | 0.0% | -- | 0 | 0.0% | -- | \$599,000 | 24.5% | \$779,500 | 32.8% |
| 333-ST JOHNS COUNTY-SE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$380,395 | 204.3% | \$389,973 | 212.0% |
| 334-MOULTRIE/ST AUGUSTINE SHORES | 1 | 4.0% | -- | 0 | 0.0% | -- | \$277,500 | 32.2% | \$334,456 | 61.0% |
| 335-ST AUGUSTINE SOUTH | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$368,500 | 35.1% | \$351,850 | 24.3% |
| 336-RAVENSWOOD/WEST AUGUSTINE | 0 | 0.0% | -100.0% | 1 | 2.6% | -- | \$271,500 | 14.8% | \$279,413 | 14.9% |
| 337-OLD MOULTRIE RD/WILDWOOD | 0 | 0.0% | -- | 0 | 0.0% | -- | \$339,835 | 26.8% | \$357,756 | 24.0% |
| 341-FLAGLER ESTATES/HASTINGS | 0 | 0.0% | -- | 0 | 0.0% | -- | \$462,500 | 180.3% | \$462,500 | 153.7% |
| 342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95 | 0 | 0.0% | -- | 0 | 0.0% | -- | \$357,500 | 32.4% | \$351,833 | 30.3% |
| 343-MOLASSES JUNCTION/ELKTON | 0 | 0.0% | -- | 0 | 0.0% | -- | \$215,000 | 54.7% | \$215,000 | 54.7% |
| 344-HASTINGS/TOCOI/RIVRERDALE | 0 | -- | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |
| 410-FERNANDINA BEACH DOWNTOWN-WEST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$457,000 | 69.3% | \$677,667 | 80.6% |
| 420-FERNANDINA BEACH-DOWNTOWN-EAST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$449,900 | -28.0% | \$449,900 | -28.0% |
| 430-NASSAU COUNTY BEACHES-NORTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$811,590 | 37.7% | \$849,545 | -7.6% |
| 431-NASSAU COUNTY BEACHES-SOUTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$502,500 | 18.9% | \$524,400 | 23.9% |

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 2021

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|---------------------------------------------------|-----------|-------|---------|--------------|-------|---------|--------------------|---------|---------------------|---------|
| 440-FERNANDINA BEACH DOWNTOWN-SOUTH | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$623,591 | 83.4% | \$619,518 | 123.7% |
| 450-AMELIA ISLAND-NORTH OF BURNEY ROAD | 0 | 0.0% | -100.0% | 1 | 16.7% | 0.0% | \$593,889 | 26.4% | \$596,813 | 0.1% |
| 460-AMELIA ISLAND PLANTATION | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$795,000 | 11.2% | \$931,250 | -10.9% |
| 470-PINEY ISLAND AREA | 0 | 0.0% | -- | 0 | 0.0% | -- | \$405,000 | 0.0% | \$405,000 | 0.0% |
| 471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS | 1 | 5.9% | -66.7% | 0 | 0.0% | -100.0% | \$415,667 | 58.3% | \$433,096 | 60.3% |
| 472-ONEIL/NASSAVILLE/HOLLY POINT | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$441,093 | 44.6% | \$461,497 | 32.3% |
| 480-NASSAU COUNTY-YULEE NORTH | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$339,990 | 176.4% | \$336,272 | 123.2% |
| 481-NASSAU COUNTY-YULEE SOUTH | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$256,178 | 3.8% | \$274,466 | 20.2% |
| 490-CALLAHAN | 0 | 0.0% | -- | 0 | 0.0% | -- | \$223,500 | -20.2% | \$213,950 | -21.8% |
| 491-HILLARD | 0 | 0.0% | -- | 1 | 16.7% | -- | \$322,638 | 39.1% | \$276,463 | 11.8% |
| 492-NASSAU COUNTY-W OF I-95/N TO STATE LINE | 0 | 0.0% | -100.0% | 2 | 4.8% | -33.3% | \$302,500 | 33.6% | \$301,332 | 28.5% |
| 501-MACCLENNY AREA | 1 | 3.6% | -- | 0 | 0.0% | -- | \$270,000 | 23.0% | \$278,487 | 21.9% |
| 502-BAKER COUNTY-NW | 0 | 0.0% | -- | 0 | 0.0% | -- | \$140,000 | -20.1% | \$140,000 | -35.8% |
| 503-BAKER COUNTY-SOUTH | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$273,950 | 25.4% | \$268,283 | 27.0% |
| 521-BRADFORD COUNTY-NE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$213,750 | 65.4% | \$227,067 | 75.7% |
| 522-BRADFORD COUNTY-NW | 1 | 7.7% | 0.0% | 0 | 0.0% | -- | \$159,900 | 39.0% | \$154,100 | 13.2% |
| 523-BRADFORD COUNTY-SE | 1 | 5.0% | -- | 0 | 0.0% | -- | \$163,500 | -11.6% | \$179,227 | -14.4% |
| 524-BRADFORD COUNTY-SW | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$233,500 | 1234.3% | \$285,967 | 1534.1% |
| 541-UNION COUNTY-NORTH | 0 | 0.0% | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |
| 542-UNION COUNTY-SOUTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$180,000 | 50.0% | \$180,000 | 64.6% |
| 561-GREATER PALATKA | 1 | 2.1% | -50.0% | 0 | 0.0% | -100.0% | \$152,500 | 9.0% | \$194,667 | 10.3% |
| 562-BARDIN/WEST BOSTWICK | 0 | 0.0% | -100.0% | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$295,000 | 90.3% | \$250,000 | 60.9% |
| 564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$224,250 | 57.4% | \$221,585 | 6.0% |
| 571-INTERLACHEN-SE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$89,000 | 104.6% | \$95,167 | 68.8% |
| 572-INTERLACHEN-NE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$72,000 | 56.5% | \$76,600 | 43.1% |
| 573-INTERLACHEN-SW | 0 | 0.0% | -- | 0 | 0.0% | -- | \$74,000 | -63.3% | \$91,333 | -54.7% |
| 574-INTERLACHEN-NW | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$126,000 | 34.6% | \$139,875 | 27.2% |
| 575-WEST OF SR-21 | 1 | 11.1% | -- | 0 | 0.0% | -- | \$212,500 | 372.2% | \$228,817 | 408.5% |
| 576-GEORGES LAKE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$154,900 | -53.8% | \$212,300 | -36.6% |
| 581-SATSUMA/HOOT OWL RIDGE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$82,450 | -28.3% | \$114,475 | -13.8% |
| 582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST | 1 | 3.2% | 0.0% | 0 | 0.0% | -- | \$167,500 | 2.4% | \$233,164 | 34.7% |
| 583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$155,000 | 9.5% | \$228,930 | 32.4% |
| 584-OCALA NATIONAL FOREST/OKLAWAHA RIVER | 0 | 0.0% | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |