

# Lender-Mediated Report

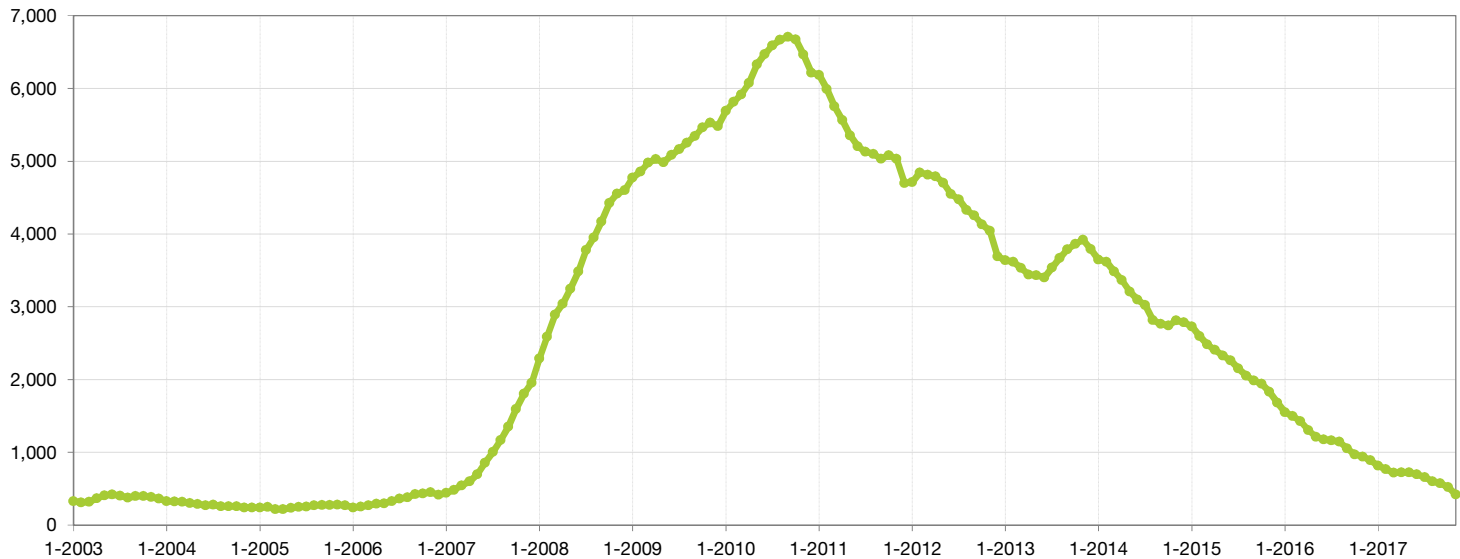
A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



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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



## November 2017

New Listings in the Northeast Florida region increased 6.9 percent to 2,556.

- Traditional New Listings increased 15.0 percent to 2,419.
- Lender-mediated New Listings decreased 52.6 percent to 137.
- Share of all New Listings that were lender-mediated fell to 5.4 percent.

Closed Sales were up 0.4 percent to 2,028.

- Traditional Closed Sales were up 7.8 percent to 1,883.
- Lender-mediated Closed Sales were down 46.9 percent to 145.
- Share of all Closed Sales that were lender-mediated fell to 7.1 percent.

The Median Sales Price rose 14.9 percent to \$210,350.

- The traditional Median Sales Price rose 7.7 percent to \$215,400.
- The lender-mediated Median Sales Price rose 67.4 percent to \$133,950.

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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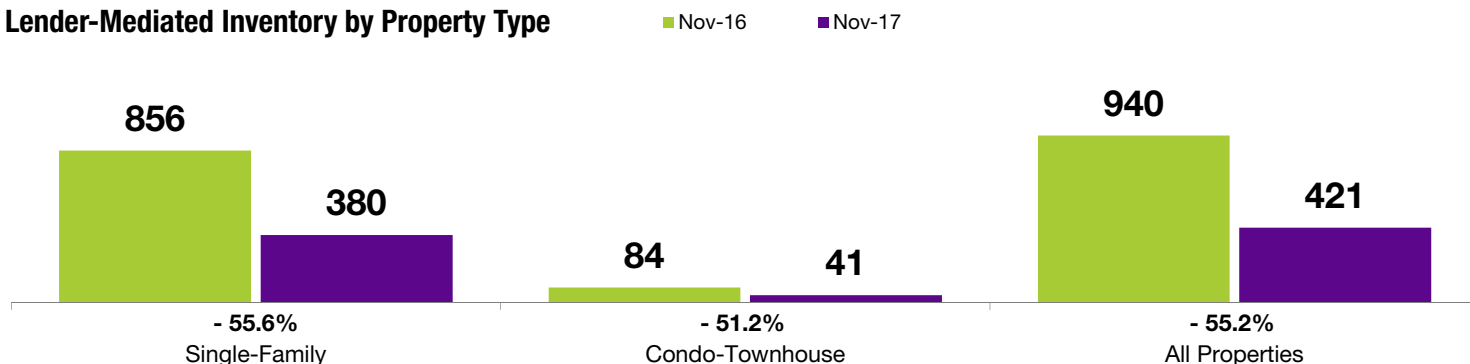
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## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Nov-16	Nov-17	+ / -	Nov-16	Nov-17	+ / -	Nov-16	Nov-17	+ / -	Nov-16	Nov-17
Single-Family	856	380	- 55.6%	7,487	6,342	- 15.3%	8,343	6,722	- 19.4%	10.3%	5.7%
Condo-Townhouse	84	41	- 51.2%	1,069	831	- 22.3%	1,153	872	- 24.4%	7.3%	4.7%
<b>All Properties</b>	<b>940</b>	<b>421</b>	<b>- 55.2%</b>	<b>8,556</b>	<b>7,173</b>	<b>- 16.2%</b>	<b>9,496</b>	<b>7,594</b>	<b>- 20.0%</b>	<b>9.9%</b>	<b>5.5%</b>

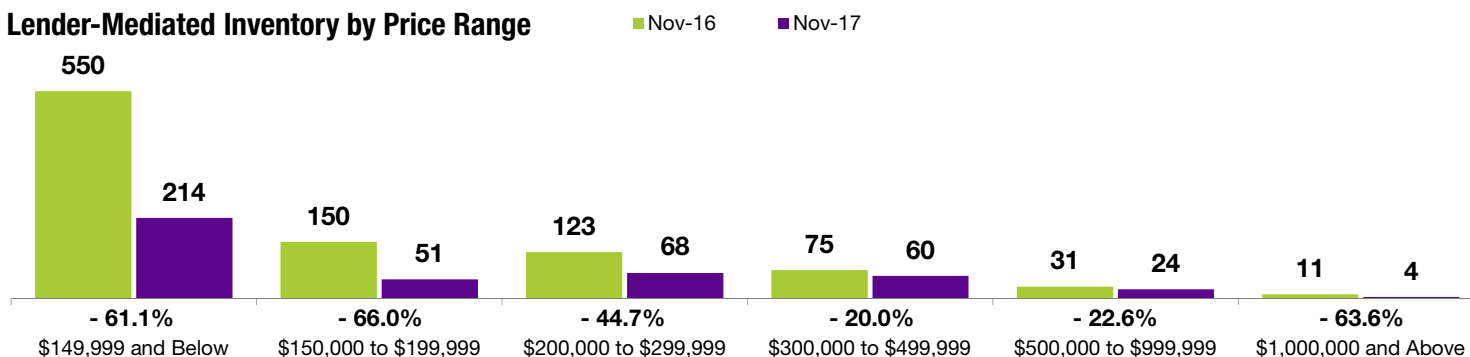
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Nov-16	Nov-17	+ / -	Nov-16	Nov-17	+ / -	Nov-16	Nov-17	+ / -	Nov-16	Nov-17
\$149,999 and Below	550	214	- 61.1%	1,994	1,244	- 37.6%	2,544	1,458	- 42.7%	21.6%	14.7%
\$150,000 to \$199,999	150	51	- 66.0%	1,073	749	- 30.2%	1,223	800	- 34.6%	12.3%	6.4%
\$200,000 to \$299,999	123	68	- 44.7%	2,003	1,792	- 10.5%	2,126	1,860	- 12.5%	5.8%	3.7%
\$300,000 to \$499,999	75	60	- 20.0%	1,973	2,006	+ 1.7%	2,048	2,066	+ 0.9%	3.7%	2.9%
\$500,000 to \$999,999	31	24	- 22.6%	1,103	1,011	- 8.3%	1,134	1,035	- 8.7%	2.7%	2.3%
\$1,000,000 and Above	11	4	- 63.6%	410	371	- 9.5%	421	375	- 10.9%	2.6%	1.1%
<b>All Price Ranges</b>	<b>940</b>	<b>421</b>	<b>- 55.2%</b>	<b>8,556</b>	<b>7,173</b>	<b>- 16.2%</b>	<b>9,496</b>	<b>7,594</b>	<b>- 20.0%</b>	<b>9.9%</b>	<b>5.5%</b>

### Lender-Mediated Inventory by Price Range



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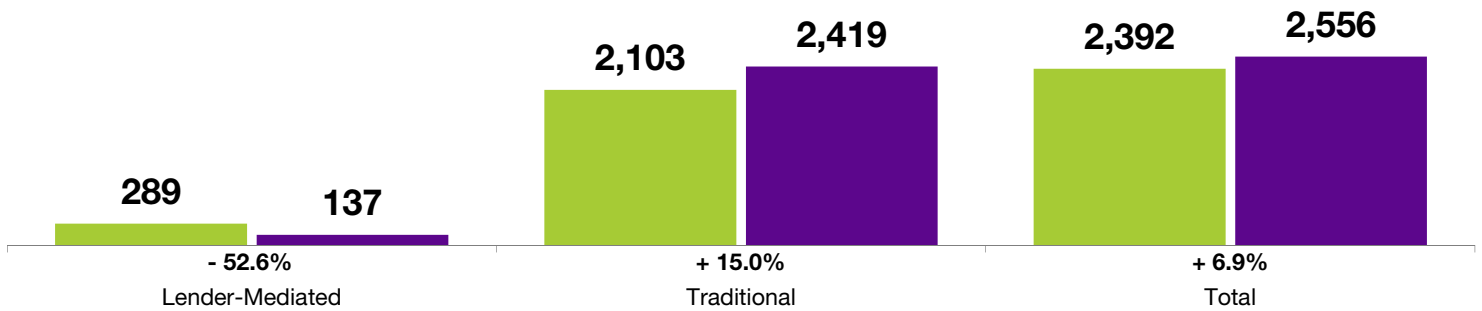


## New Listings

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Nov-16	Nov-17	+ / -	Nov-16	Nov-17	+ / -	Nov-16	Nov-17	+ / -	Nov-16	Nov-17
Single-Family	262	124	- 52.7%	1,830	2,077	+ 13.5%	2,092	2,201	+ 5.2%	12.5%	5.6%
Condo-Townhouse	27	13	- 51.9%	273	342	+ 25.3%	300	355	+ 18.3%	9.0%	3.7%
<b>All Properties</b>	<b>289</b>	<b>137</b>	<b>- 52.6%</b>	<b>2,103</b>	<b>2,419</b>	<b>+ 15.0%</b>	<b>2,392</b>	<b>2,556</b>	<b>+ 6.9%</b>	<b>12.1%</b>	<b>5.4%</b>

### Change in New Listings for All Properties

■ Nov-16 ■ Nov-17

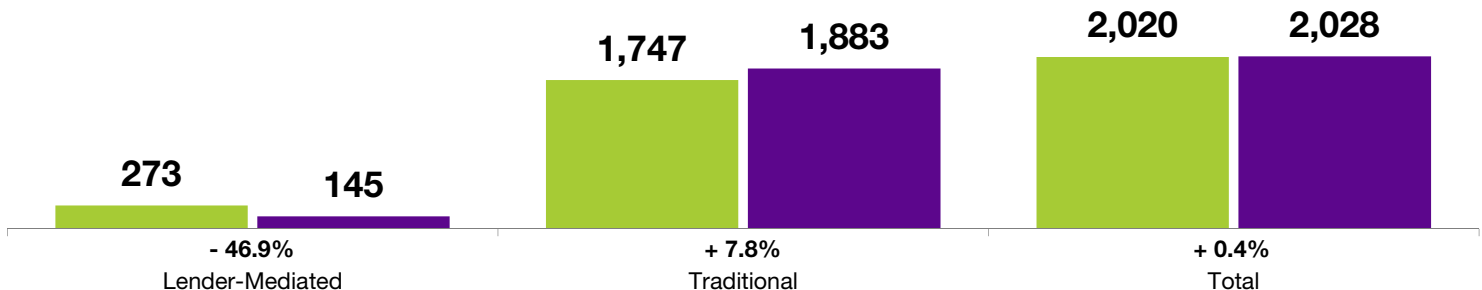


## Closed Sales

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Nov-16	Nov-17	+ / -	Nov-16	Nov-17	+ / -	Nov-16	Nov-17	+ / -	Nov-16	Nov-17
Single-Family	238	123	- 48.3%	1,479	1,599	+ 8.1%	1,717	1,722	+ 0.3%	13.9%	7.1%
Condo-Townhouse	35	22	- 37.1%	268	284	+ 6.0%	303	306	+ 1.0%	11.6%	7.2%
<b>All Properties</b>	<b>273</b>	<b>145</b>	<b>- 46.9%</b>	<b>1,747</b>	<b>1,883</b>	<b>+ 7.8%</b>	<b>2,020</b>	<b>2,028</b>	<b>+ 0.4%</b>	<b>13.5%</b>	<b>7.1%</b>

### Change in Closed Sales for All Properties

■ Nov-16 ■ Nov-17



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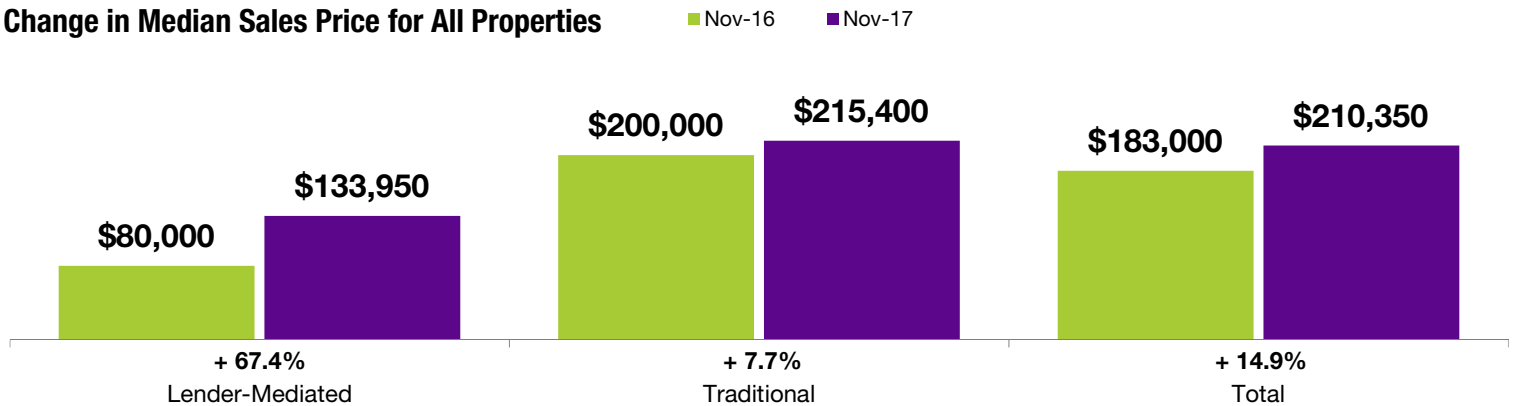
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## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Nov-16	Nov-17	+ / -	Nov-16	Nov-17	+ / -	Nov-16	Nov-17	+ / -
Single-Family	\$85,000	\$145,000	+ 70.6%	\$215,000	\$229,000	+ 6.5%	\$199,500	\$220,997	+ 10.8%
Condo-Townhouse	\$86,000	\$106,000	+ 23.3%	\$133,750	\$162,000	+ 21.1%	\$132,000	\$210,350	+ 59.4%
<b>All Properties</b>	<b>\$80,000</b>	<b>\$133,950</b>	<b>+ 67.4%</b>	<b>\$200,000</b>	<b>\$215,400</b>	<b>+ 7.7%</b>	<b>\$183,000</b>	<b>\$210,350</b>	<b>+ 14.9%</b>

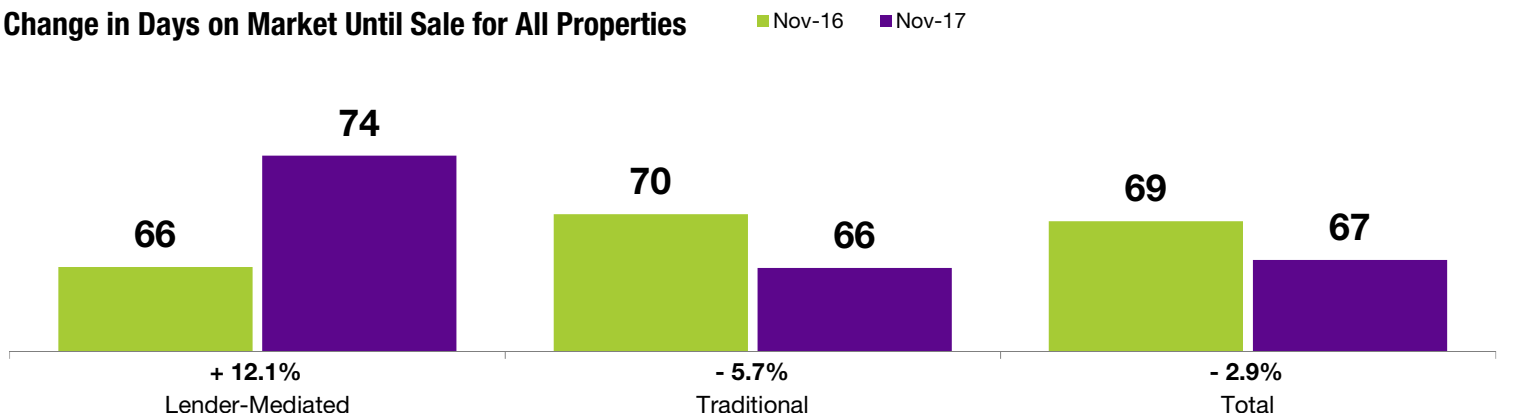
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Nov-16	Nov-17	+ / -	Nov-16	Nov-17	+ / -	Nov-16	Nov-17	+ / -
Single-Family	66	75	+ 13.6%	71	67	- 5.6%	70	67	- 4.3%
Condo-Townhouse	69	72	+ 4.3%	67	63	- 6.0%	67	63	- 6.0%
<b>All Properties</b>	<b>66</b>	<b>74</b>	<b>+ 12.1%</b>	<b>70</b>	<b>66</b>	<b>- 5.7%</b>	<b>69</b>	<b>67</b>	<b>- 2.9%</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.

### November 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
<b>Baker County</b>	5	8.3%	-68.8%	1	4.0%	-83.3%	\$187,900	50.3%	\$201,024	33.0%
<b>Clay County</b>	50	6.4%	-66.7%	29	10.9%	-25.6%	\$194,000	9.9%	\$208,711	5.9%
<b>Duval County</b>	230	6.7%	-56.2%	78	6.9%	-50.3%	\$185,000	15.6%	\$227,662	15.0%
<b>Nassau County</b>	14	4.9%	-74.1%	8	11.1%	-42.9%	\$224,480	6.9%	\$265,418	6.4%
<b>Putnam County</b>	42	9.9%	-33.3%	9	17.3%	-59.1%	\$70,950	7.1%	\$101,760	21.9%
<b>St. Johns County</b>	54	2.4%	-44.9%	18	4.0%	-14.3%	\$317,015	5.0%	\$373,752	4.0%
011-SAN MARCO	2	2.4%	0.0%	0	0.0%	-100.0%	\$260,700	4.3%	\$383,234	-5.3%
012-SAN JOSE	4	2.8%	-55.6%	4	11.8%	-20.0%	\$199,450	45.3%	\$195,135	14.0%
013-BEAUCLERC/MANDARIN NORTH	6	3.9%	-25.0%	2	3.4%	100.0%	\$195,000	11.5%	\$208,277	15.9%
014-MANDARIN	8	3.8%	-61.9%	3	5.6%	-40.0%	\$252,750	3.2%	\$253,292	0.4%
015-BARTRAM	2	2.9%	-71.4%	1	2.3%	-66.7%	\$209,000	7.9%	\$224,230	5.2%
021-ST NICHOLAS AREA	8	12.7%	-20.0%	1	6.7%	-66.7%	\$160,000	39.3%	\$181,060	58.2%
022-GROVE PARK/SAN SOUCI	0	--	--	0	--	--	\$0	0.0%	\$0	0.0%
023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD	4	3.8%	-66.7%	6	12.2%	-25.0%	\$145,000	-5.2%	\$153,843	-8.0%
024-BAYMEADOWS/DEERWOOD	9	6.9%	-57.1%	3	9.1%	-66.7%	\$180,000	65.2%	\$233,627	22.4%
025-INTRACOASTAL WEST-NORTH OF BEACH BLVD	4	5.8%	-42.9%	0	0.0%	-100.0%	\$323,500	23.4%	\$370,102	18.3%
026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD	5	3.6%	-64.3%	1	2.9%	-50.0%	\$320,000	6.7%	\$382,314	15.2%
027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD	3	6.3%	-40.0%	0	0.0%	--	\$250,000	-16.8%	\$470,232	-8.7%
028-BAYARD	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
029-NOCATEE (DUVAL COUNTY)	0	0.0%	--	0	0.0%	--	\$399,900	5.3%	\$403,454	1.5%
031-RIVERSIDE	1	2.6%	-50.0%	0	0.0%	--	\$300,500	89.9%	\$334,875	40.9%
032-AVONDALE	2	2.7%	-71.4%	0	0.0%	--	\$242,000	-21.3%	\$236,733	-27.4%
033-ORTEGA/VENETIA	2	5.3%	-66.7%	1	10.0%	--	\$269,000	-2.2%	\$308,900	13.1%
041-ARLINGTON	15	8.0%	-51.6%	4	5.6%	-55.6%	\$159,950	16.8%	\$168,893	23.7%
042-FT CAROLINE	6	5.9%	-75.0%	4	9.3%	0.0%	\$209,000	4.2%	\$229,531	8.7%
043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD	3	4.5%	-85.0%	3	10.0%	200.0%	\$221,000	4.0%	\$360,197	45.2%
051-MURRAY HILL	2	4.3%	-60.0%	3	12.5%	50.0%	\$140,500	18.1%	\$140,053	27.1%
052-LAKESHORE	2	5.1%	-75.0%	0	0.0%	-100.0%	\$109,900	28.2%	\$102,634	19.6%
053-HYDE GROVE AREA	4	12.5%	-60.0%	1	9.1%	-83.3%	\$105,000	39.1%	\$152,945	94.4%
054-CEDAR HILLS	4	15.4%	-42.9%	1	14.3%	-75.0%	\$100,000	3.1%	\$105,607	8.0%
055-CONFEDERATE POINT/ORTEGA FARMS	2	11.1%	0.0%	2	28.6%	100.0%	\$178,000	48.3%	\$162,929	35.8%
056-YUKON/WESCONNETT/OAK HILL	6	9.1%	-53.8%	0	0.0%	-100.0%	\$145,000	82.4%	\$148,068	43.3%
061-NORMANDY AREA	0	--	-100.0%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
062-CRYSTAL SPRINGS/COUNTRY CREEK AREA	6	9.5%	-64.7%	3	10.0%	-25.0%	\$184,700	21.4%	\$190,078	17.6%
063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES	6	13.0%	-62.5%	4	21.1%	-33.3%	\$118,750	26.3%	\$108,381	13.5%
064-BENT CREEK/PLUM TREE	3	7.9%	-50.0%	1	5.9%	-50.0%	\$190,900	12.3%	\$204,222	10.3%
065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW	3	13.0%	-40.0%	2	40.0%	0.0%	\$179,000	12.9%	\$198,280	13.2%
066-CECIL COMMERCE AREA	1	2.2%	-50.0%	0	0.0%	--	\$185,000	23.3%	\$216,667	41.3%
067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL)	8	12.1%	-55.6%	6	16.7%	20.0%	\$170,000	22.8%	\$179,539	33.8%
071-BRENTWOOD/EVERGREEN	2	3.9%	-33.3%	0	0.0%	-100.0%	\$32,250	15.4%	\$35,538	-30.9%

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

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

### November 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
072-SPRINGFIELD	2	7.4%	-60.0%	1	8.3%	--	\$210,500	45.2%	\$183,811	23.6%
073-DOWNTOWN JACKSONVILLE-NORTHBANK	1	9.1%	--	1	50.0%	--	\$47,000	0.0%	\$47,000	0.0%
074-PAXON	11	18.0%	-21.4%	1	5.0%	-66.7%	\$38,500	93.7%	\$58,950	60.7%
075-TROUT RIVER/COLLEGE PARK/RIBAULT MANOR	14	9.2%	-65.9%	5	13.9%	-54.5%	\$60,900	33.5%	\$72,053	13.3%
076-DOWNTOWN JACKSONVILLE-EASTSIDE	2	9.5%	-50.0%	0	0.0%	--	\$30,000	-18.9%	\$35,000	-5.4%
081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST	9	22.0%	-43.8%	1	7.1%	-66.7%	\$126,250	-2.9%	\$170,714	44.1%
082-DINSMORE/NORTHWEST DUVAL COUNTY	2	22.2%	0.0%	1	50.0%	-50.0%	\$224,505	-9.6%	\$224,505	-10.1%
091-GARDEN CITY/AIRPORT	17	15.0%	-45.2%	2	4.7%	-77.8%	\$175,000	11.8%	\$158,258	-1.5%
092-OCEANWAY/PECAN PARK	11	9.3%	-38.9%	1	3.2%	-80.0%	\$205,000	0.5%	\$187,822	0.1%
095-SAN MATEO/EASTPORT	0	0.0%	--	1	16.7%	0.0%	\$155,000	10.7%	\$195,367	35.3%
096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT	6	5.9%	-57.1%	0	0.0%	-100.0%	\$215,495	-1.4%	\$214,715	-24.4%
121-FLEMING ISLAND-NE	1	11.1%	--	1	25.0%	--	\$242,000	3.2%	\$241,000	2.8%
122-FLEMING ISLAND-NW	2	3.6%	-75.0%	0	0.0%	-100.0%	\$246,250	5.9%	\$292,886	7.7%
123-FLEMING ISLAND-SE	2	6.5%	-50.0%	1	9.1%	0.0%	\$275,000	22.2%	\$272,466	15.8%
124-FLEMING ISLAND-SW	6	11.3%	-40.0%	4	26.7%	33.3%	\$215,000	-20.5%	\$227,386	-15.8%
131-MEADOWBROOK/LOCH RANE	3	17.6%	-40.0%	2	20.0%	--	\$184,450	39.7%	\$216,730	10.2%
132-BELLAIR/GROVE PARK	3	18.8%	-57.1%	1	7.7%	0.0%	\$135,000	25.2%	\$135,792	29.6%
133-NORTH ORANGE PARK	0	0.0%	-100.0%	0	0.0%	-100.0%	\$188,000	144.4%	\$173,333	-22.0%
134-SOUTH BLANDING	0	0.0%	-100.0%	1	7.7%	-66.7%	\$185,000	15.6%	\$187,254	16.2%
135-PARK WEST/MONTCLAIR	0	0.0%	-100.0%	0	0.0%	--	\$227,750	34.0%	\$215,125	26.5%
136-LAKESIDE ESTATES	0	0.0%	-100.0%	1	33.3%	0.0%	\$172,000	14.7%	\$180,300	13.6%
137-DOCTOR'S LAKE	1	3.7%	0.0%	1	25.0%	--	\$226,063	-53.6%	\$221,782	-55.1%
138-TANGLEWOOD/DOCTORS INLET	0	5.6%	-84.6%	--	11.8%	-66.7%	--	15.8%	--	19.3%
139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY	10	9.3%	-58.3%	3	5.5%	-50.0%	\$217,500	12.7%	\$222,371	1.9%
141-MIDDLEBURG NW	1	1.8%	-90.0%	3	30.0%	-25.0%	\$176,200	76.2%	\$181,344	49.4%
142-MIDDLEBURG EAST/LAKE ASBURY	3	3.6%	-62.5%	2	6.3%	-50.0%	\$187,250	-2.5%	\$185,792	-2.0%
143-FOXMEADOW AREA	1	3.0%	-90.0%	1	9.1%	--	\$240,000	2.6%	\$231,815	9.3%
144-MIDDLEBURG-SE	0	0.0%	-100.0%	0	0.0%	--	\$357,000	42.8%	\$419,375	67.8%
145-MIDDLEBURG-SW	4	15.4%	-66.7%	2	22.2%	0.0%	\$86,000	13.2%	\$104,867	26.7%
151-KEYSTONE HEIGHTS	4	4.9%	-66.7%	3	21.4%	0.0%	\$104,389	-22.7%	\$96,362	-32.5%
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	0	0.0%	--	0	0.0%	--	\$460,000	0.0%	\$460,000	0.0%
211-JACKSONVILLE BEACH-NE	2	7.1%	100.0%	0	0.0%	--	\$920,000	60.0%	\$825,000	47.0%
212-JACKSONVILLE BEACH-SE	2	3.3%	--	0	0.0%	--	\$560,000	72.3%	\$683,767	101.5%
213-JACKSONVILLE BEACH-NW	0	0.0%	-100.0%	0	0.0%	--	\$322,500	-13.4%	\$349,113	-10.0%
214-JACKSONVILLE BEACH-SW	1	1.7%	-50.0%	2	8.0%	100.0%	\$349,250	9.8%	\$339,090	12.6%
221-NEPTUNE BEACH-EAST	0	0.0%	-100.0%	0	0.0%	--	\$495,000	-12.0%	\$511,667	-9.1%
222-NEPTUNE BEACH-WEST	0	0.0%	-100.0%	0	0.0%	-100.0%	\$407,450	31.4%	\$402,490	4.9%
231-ATLANTIC BEACH-EAST	2	2.3%	0.0%	0	0.0%	-100.0%	\$495,000	60.0%	\$600,163	57.1%

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

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

### November 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
232-ATLANTIC BEACH/MAYPORT-WEST	0	0.0%	-100.0%	1	16.7%	--	\$187,200	17.0%	\$191,233	46.8%
251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD	0	0.0%	--	0	0.0%	--	\$862,500	-47.6%	\$1,352,083	-17.8%
252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD	3	3.6%	-50.0%	0	0.0%	-100.0%	\$278,000	54.4%	\$667,903	22.3%
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	5.3%	--	\$340,000	-2.3%	\$479,789	-12.7%
262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD	4	4.4%	-55.6%	0	0.0%	-100.0%	\$560,000	102.9%	\$665,877	85.1%
263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210	1	1.4%	-80.0%	1	7.7%	-50.0%	\$525,000	32.9%	\$539,217	39.4%
264-SOUTH PONTE VEDRA BEACH	1	2.7%	-50.0%	0	0.0%	--	\$537,500	28.7%	\$609,799	41.1%
265-PONTE VEDRA/NOCATTEE-STJ	2	1.1%	100.0%	1	1.3%	0.0%	\$411,000	11.3%	\$424,522	5.8%
266-VILANO BEACH	1	2.0%	--	0	0.0%	--	\$403,500	39.4%	\$389,500	31.0%
271-NOCATTEE NORTH	0	0.0%	--	0	0.0%	--	\$427,888	-1.4%	\$447,513	-8.6%
272-NOCATTEE SOUTH	2	1.7%	100.0%	1	2.1%	0.0%	\$389,675	12.3%	\$411,111	14.8%
301-JULINGTON CREEK/SWITZERLAND	6	1.7%	-70.0%	0	0.0%	-100.0%	\$325,378	2.3%	\$332,063	-7.1%
302-ORANGEDALE AREA	1	2.3%	0.0%	0	0.0%	-100.0%	\$301,278	4.2%	\$328,351	-15.2%
303-PALMO/SIX MILE AREA	1	3.8%	-50.0%	1	20.0%	--	\$332,500	-14.0%	\$350,500	-9.4%
304- 210 SOUTH	7	8.0%	40.0%	2	5.9%	--	\$315,750	8.4%	\$295,692	-2.9%
305-WORLD GOLF VILLAGE AREA-CENTRAL	1	1.4%	-50.0%	0	0.0%	-100.0%	\$264,000	4.1%	\$259,818	-12.8%
306-WORLD GOLF VILLAGE AREA-NE	0	0.0%	--	0	0.0%	--	\$282,990	0.0%	\$282,990	0.0%
307-WORLD GOLF VILLAGE AREA-SE	0	0.0%	--	0	0.0%	--	\$270,000	8.0%	\$306,494	22.6%
308-WORLD GOLF VILLAGE AREA-SW	3	3.4%	200.0%	1	3.7%	--	\$254,990	15.9%	\$257,834	10.8%
309-WORLD GOLF VILLAGE AREA-WEST	3	3.2%	-66.7%	3	21.4%	200.0%	\$264,500	-13.3%	\$258,145	-11.9%
312-PALENCIA AREA	5	3.9%	0.0%	2	10.5%	100.0%	\$360,000	-7.2%	\$395,113	-17.0%
313-WHITECASTLE/AIRPORT AREA	2	8.3%	0.0%	1	33.3%	0.0%	\$221,750	-25.3%	\$231,150	0.2%
321-NORTH CITY-ST AUGUSTINE	0	0.0%	-100.0%	0	0.0%	--	\$441,825	202.6%	\$421,706	144.0%
322-DOWNTOWN ST AUGUSTINE	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
323-DAVIS SHORES	0	0.0%	-100.0%	1	16.7%	--	\$282,760	44.3%	\$293,003	44.0%
331-ST AUGUSTINE BEACH	3	2.0%	-50.0%	0	0.0%	-100.0%	\$353,509	12.2%	\$375,601	-9.0%
332-CRESCENT BEACH/SUMMER HAVEN	0	0.0%	-100.0%	0	0.0%	--	\$525,500	-39.1%	\$525,500	-39.1%
333-ST JOHNS COUNTY-SE	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
334-MOULTRIE/ST AUGUSTINE SHORES	2	4.1%	100.0%	1	7.7%	0.0%	\$205,000	-10.1%	\$215,762	-1.8%
335-ST AUGUSTINE SOUTH	1	9.1%	0.0%	0	0.0%	--	\$201,500	3.3%	\$190,000	-12.7%
336-RAVENSWOOD/WEST AUGUSTINE	3	2.8%	-57.1%	1	3.8%	-50.0%	\$198,250	15.3%	\$216,856	11.0%
337-OLD MOULTRIE RD/WILDWOOD	1	0.7%	-66.7%	2	11.1%	--	\$220,955	-13.2%	\$216,414	-24.2%
341-FLAGLER ESTATES/HASTINGS	2	22.2%	-33.3%	0	0.0%	-100.0%	\$91,500	31.7%	\$91,500	12.3%
342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95	0	0.0%	--	0	0.0%	--	\$219,500	-0.1%	\$219,500	-0.1%
343-MOLASSES JUNCTION/ELKTON	1	14.3%	--	0	0.0%	--	\$290,000	-53.6%	\$290,000	-53.6%
344-HASTINGS/TOCOI/RIVRERDALE	0	0.0%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
410-FERNANDINA BEACH DOWNTOWN-WEST	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
420-FERNANDINA BEACH-DOWNTOWN-EAST	1	12.5%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
430-NASSAU COUNTY BEACHES-NORTH	0	0.0%	-100.0%	0	0.0%	--	\$445,000	-36.4%	\$445,000	-36.4%

# 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.

### November 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
431-NASSAU COUNTY BEACHES-SOUTH	0	0.0%	--	0	0.0%	--	\$405,000	0.0%	\$405,000	0.0%
440-FERNANDINA BEACH DOWNTOWN-SOUTH	1	8.3%	-75.0%	0	--	--	\$0	-100.0%	\$0	-100.0%
450-AMELIA ISLAND-NORTH OF BURNEY ROAD	3	12.0%	200.0%	1	20.0%	-50.0%	\$260,000	-33.3%	\$366,500	-15.7%
460-AMELIA ISLAND PLANTATION	2	7.4%	-33.3%	0	0.0%	--	\$519,000	1.8%	\$501,333	-27.9%
470-PINEY ISLAND AREA	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS	0	0.0%	-100.0%	2	14.3%	--	\$239,870	40.8%	\$262,753	52.0%
472-ONEIL/NASSAVILLE/HOLLY POINT	5	7.8%	-28.6%	1	6.3%	--	\$248,800	-17.5%	\$326,379	2.6%
480-NASSAU COUNTY-N OF A1A/W OF LOFTON CREEK	0	0.0%	-100.0%	0	0.0%	-100.0%	\$306,796	108.9%	\$306,796	112.2%
481-NASSAU COUNTY-S OF A1A/W OF LOFTON CREEK	0	0.0%	-100.0%	1	10.0%	0.0%	\$203,150	2.4%	\$182,691	-12.2%
490-CALLAHAN	0	0.0%	-100.0%	1	50.0%	-50.0%	\$174,750	40.3%	\$174,750	22.9%
491-HILLARD	0	0.0%	-100.0%	0	0.0%	-100.0%	\$180,250	63.1%	\$180,250	63.1%
492-NASSAU COUNTY-W OF I-95/N TO STATE LINE	2	3.5%	-90.0%	2	11.8%	-66.7%	\$198,700	4.6%	\$187,018	5.6%
501-MACCLENNY AREA	3	7.5%	-70.0%	0	0.0%	-100.0%	\$187,900	61.3%	\$198,287	25.1%
502-BAKER COUNTY-NW	2	15.4%	-50.0%	1	100.0%	-50.0%	\$55,000	29.4%	\$55,000	-26.3%
503-BAKER COUNTY-SOUTH	0	0.0%	-100.0%	0	0.0%	-100.0%	\$410,000	172.4%	\$410,000	111.3%
521-BRADFORD COUNTY-NE	3	23.1%	-57.1%	1	100.0%	--	\$50,000	0.0%	\$50,000	0.0%
522-BRADFORD COUNTY-NW	1	5.3%	-85.7%	0	0.0%	-100.0%	\$89,500	44.9%	\$112,167	19.5%
523-BRADFORD COUNTY-SE	5	15.6%	-16.7%	0	0.0%	-100.0%	\$163,500	31.8%	\$141,167	-6.9%
524-BRADFORD COUNTY-SW	1	9.1%	-50.0%	0	0.0%	-100.0%	\$122,950	141.3%	\$124,725	150.4%
541-UNION COUNTY-NORTH	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
542-UNION COUNTY-SOUTH	0	0.0%	-100.0%	0	--	--	\$0	-100.0%	\$0	-100.0%
561-GREATER PALATKA	16	20.3%	-5.9%	6	40.0%	-14.3%	\$55,000	-32.4%	\$69,407	-27.9%
562-BARDIN/WEST BOSTWICK	0	0.0%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK	4	13.8%	33.3%	0	0.0%	--	\$68,000	13.3%	\$68,000	13.3%
564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS	4	5.9%	-63.6%	0	0.0%	-100.0%	\$110,000	209.9%	\$146,780	316.4%
571-INTERLACHEN-SE	1	10.0%	-50.0%	0	0.0%	-100.0%	\$33,000	-73.0%	\$33,000	-69.7%
572-INTERLACHEN-NE	3	12.5%	-62.5%	0	0.0%	-100.0%	\$101,700	157.5%	\$95,338	58.2%
573-INTERLACHEN-SW	1	5.9%	-50.0%	1	20.0%	0.0%	\$78,500	121.4%	\$76,500	115.8%
574-INTERLACHEN-NW	6	20.7%	500.0%	0	0.0%	-100.0%	\$72,000	30.4%	\$69,667	-14.1%
575-WEST OF SR-21	1	6.7%	-66.7%	0	0.0%	--	\$189,000	-17.8%	\$189,000	-17.8%
576-GEORGES LAKE	0	0.0%	-100.0%	0	0.0%	--	\$190,000	178.6%	\$190,000	178.6%
581-SATSUMA/HOOT OWL RIDGE	2	6.7%	-60.0%	0	0.0%	-100.0%	\$32,250	-7.1%	\$32,250	-19.0%
582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST	3	5.0%	-40.0%	1	33.3%	-75.0%	\$141,000	89.3%	\$315,633	178.6%
583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL	1	2.1%	-50.0%	1	16.7%	-50.0%	\$59,950	-3.3%	\$80,317	31.0%
584-OCALA NATIONAL FOREST/OKLAWAHA RIVER	0	--	--	0	--	--	\$0	0.0%	\$0	0.0%