

Lender-Mediated Report

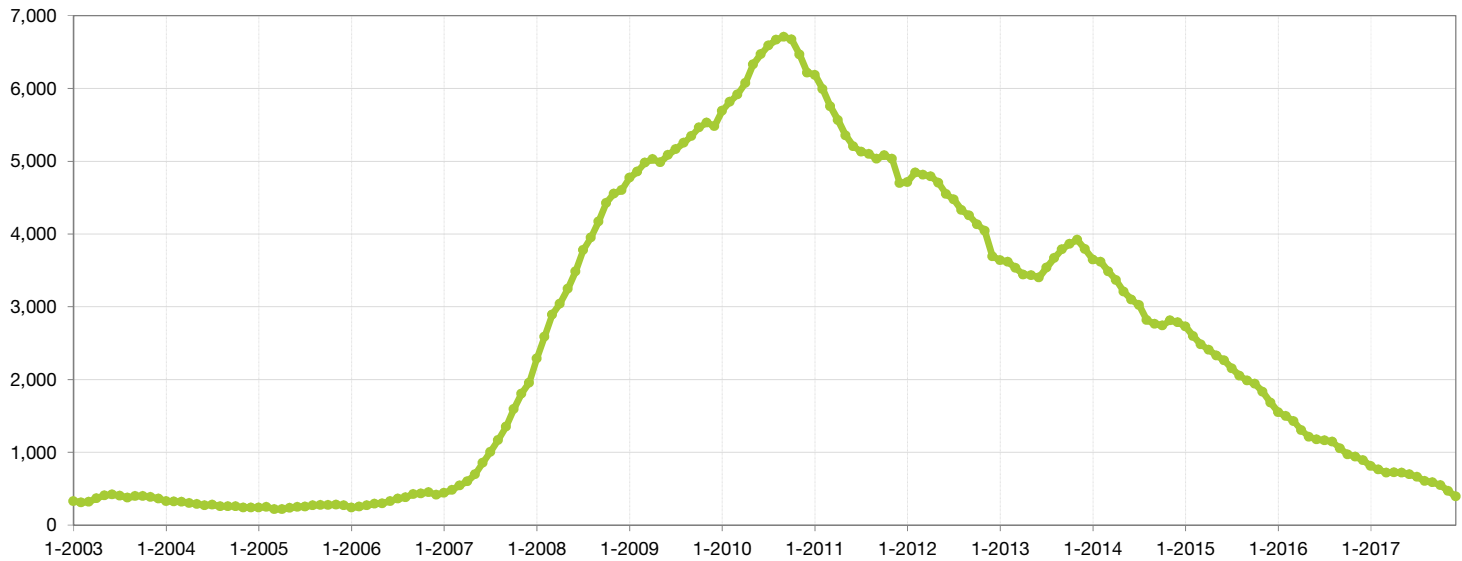
A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



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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



December 2017

New Listings in the Northeast Florida region increased 1.0 percent to 2,093.

- Traditional New Listings increased 8.1 percent to 1,957.
- Lender-mediated New Listings decreased 48.1 percent to 136.
- Share of all New Listings that were lender-mediated fell to 6.5 percent.

Closed Sales were up 4.8 percent to 2,419.

- Traditional Closed Sales were up 12.3 percent to 2,258.
- Lender-mediated Closed Sales were down 46.0 percent to 161.
- Share of all Closed Sales that were lender-mediated fell to 6.7 percent.

The Median Sales Price rose 9.2 percent to \$213,000.

- The traditional Median Sales Price rose 6.1 percent to \$220,950.
- The lender-mediated Median Sales Price rose 32.0 percent to \$132,000.

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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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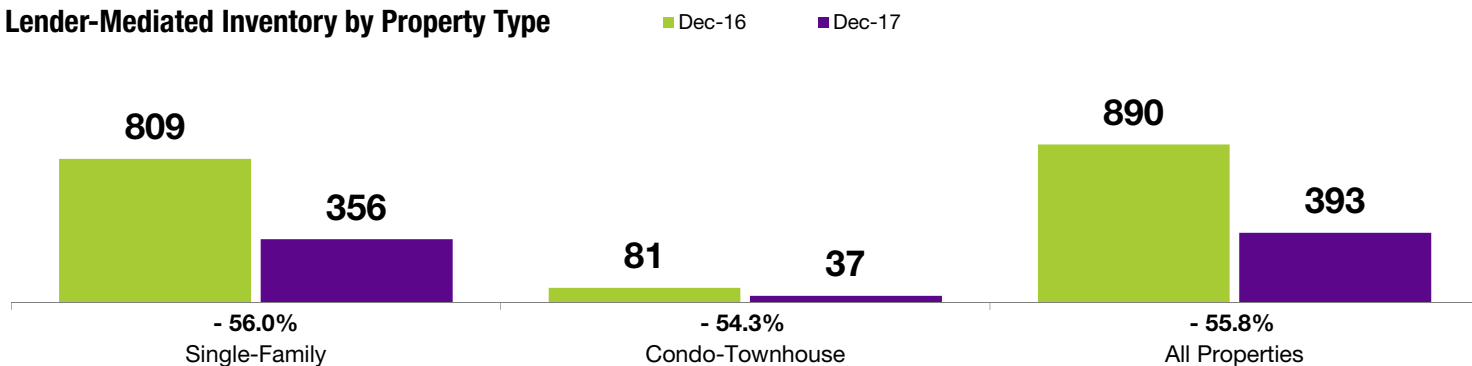
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Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Dec-16	Dec-17	+ / -	Dec-16	Dec-17	+ / -	Dec-16	Dec-17	+ / -	Dec-16	Dec-17
Single-Family	809	356	- 56.0%	6,887	5,898	- 14.4%	7,696	6,254	- 18.7%	10.5%	5.7%
Condo-Townhouse	81	37	- 54.3%	986	771	- 21.8%	1,067	808	- 24.3%	7.6%	4.6%
All Properties	890	393	- 55.8%	7,873	6,669	- 15.3%	8,763	7,062	- 19.4%	10.2%	5.6%

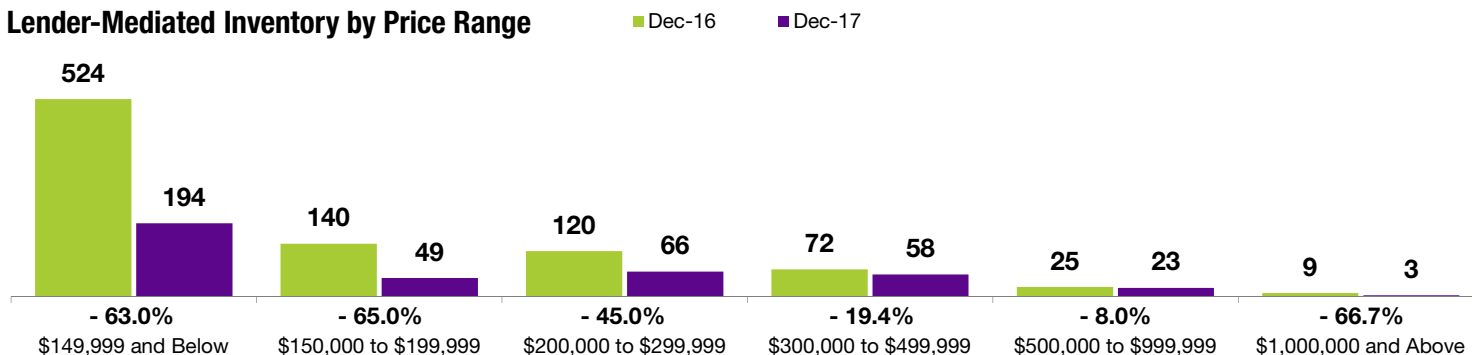
Lender-Mediated Inventory by Property Type



Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Dec-16	Dec-17	+ / -	Dec-16	Dec-17	+ / -	Dec-16	Dec-17	+ / -	Dec-16	Dec-17
\$149,999 and Below	524	194	- 63.0%	1,853	1,128	- 39.1%	2,377	1,322	- 44.4%	22.0%	14.7%
\$150,000 to \$199,999	140	49	- 65.0%	994	678	- 31.8%	1,134	727	- 35.9%	12.3%	6.7%
\$200,000 to \$299,999	120	66	- 45.0%	1,840	1,680	- 8.7%	1,960	1,746	- 10.9%	6.1%	3.8%
\$300,000 to \$499,999	72	58	- 19.4%	1,794	1,898	+ 5.8%	1,866	1,956	+ 4.8%	3.9%	3.0%
\$500,000 to \$999,999	25	23	- 8.0%	1,006	939	- 6.7%	1,031	962	- 6.7%	2.4%	2.4%
\$1,000,000 and Above	9	3	- 66.7%	386	346	- 10.4%	395	349	- 11.6%	2.3%	0.9%
All Price Ranges	890	393	- 55.8%	7,873	6,669	- 15.3%	8,763	7,062	- 19.4%	10.2%	5.6%

Lender-Mediated Inventory by Price Range



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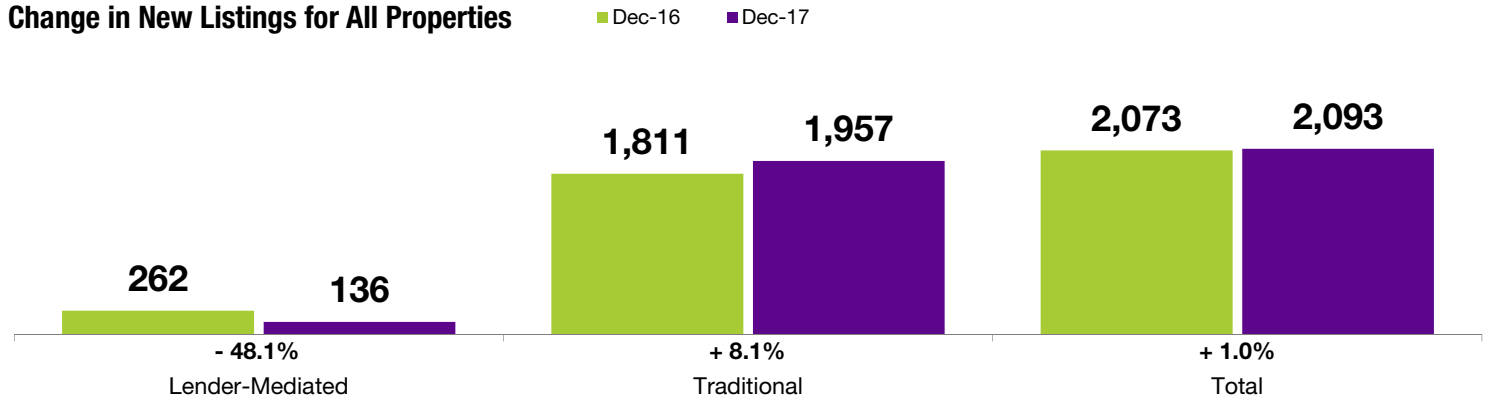
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New Listings

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Dec-16	Dec-17	+ / -	Dec-16	Dec-17	+ / -	Dec-16	Dec-17	+ / -	Dec-16	Dec-17
Single-Family	234	120	- 48.7%	1,555	1,637	+ 5.3%	1,789	1,757	- 1.8%	13.1%	6.8%
Condo-Townhouse	28	16	- 42.9%	256	320	+ 25.0%	284	336	+ 18.3%	9.9%	4.8%
All Properties	262	136	- 48.1%	1,811	1,957	+ 8.1%	2,073	2,093	+ 1.0%	12.6%	6.5%

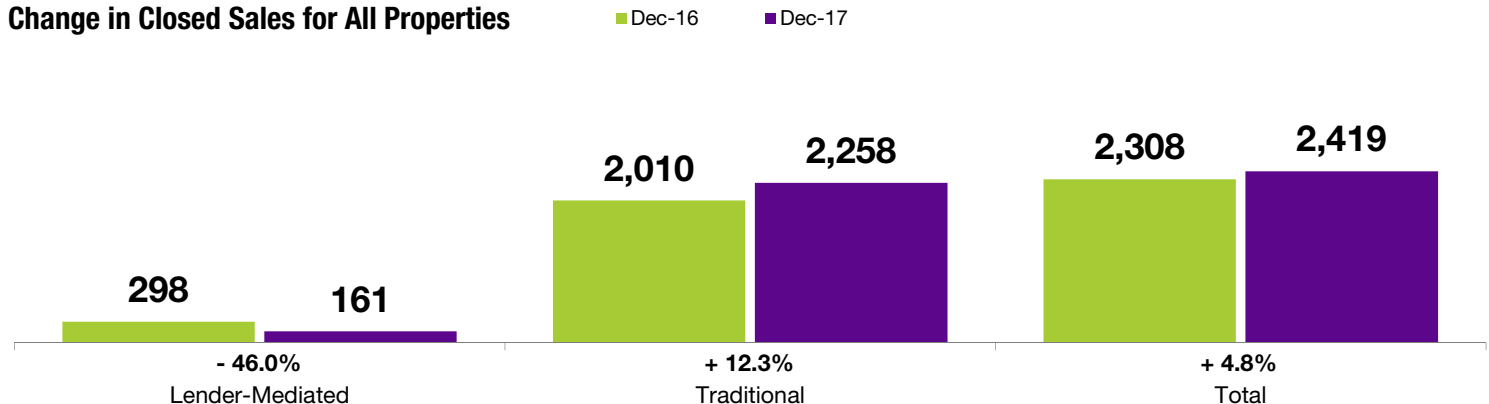
Change in New Listings for All Properties



Closed Sales

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Dec-16	Dec-17	+ / -	Dec-16	Dec-17	+ / -	Dec-16	Dec-17	+ / -	Dec-16	Dec-17
Single-Family	268	145	- 45.9%	1,723	1,918	+ 11.3%	1,991	2,063	+ 3.6%	13.5%	7.0%
Condo-Townhouse	30	16	- 46.7%	287	340	+ 18.5%	317	356	+ 12.3%	9.5%	4.5%
All Properties	298	161	- 46.0%	2,010	2,258	+ 12.3%	2,308	2,419	+ 4.8%	12.9%	6.7%

Change in Closed Sales for All Properties



Lender-Mediated Report

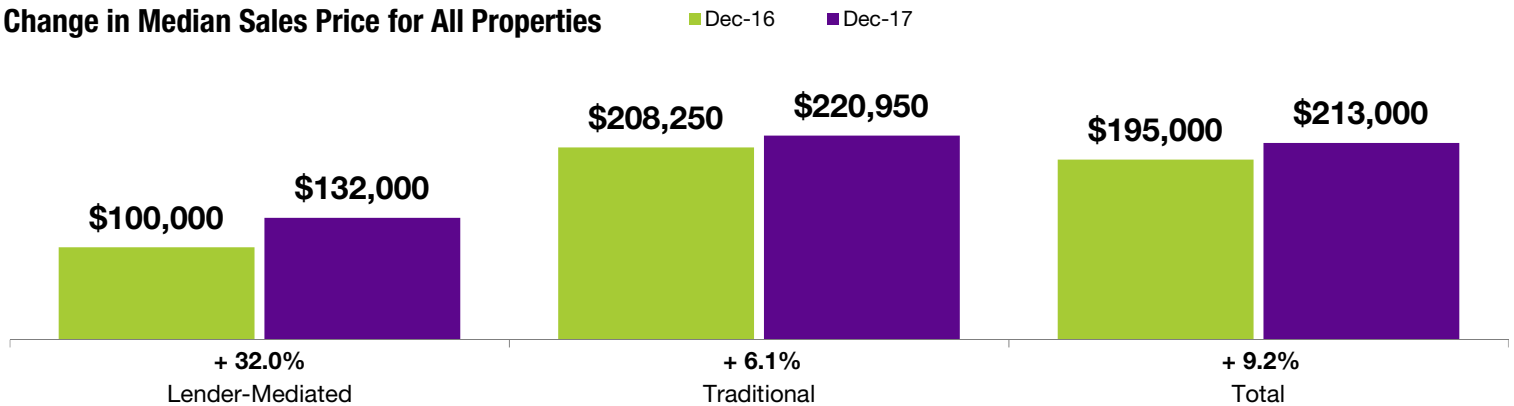
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Median Sales Price

	Lender-Mediated			Traditional			Total		
	Dec-16	Dec-17	+ / -	Dec-16	Dec-17	+ / -	Dec-16	Dec-17	+ / -
Single-Family	\$106,500	\$135,000	+ 26.8%	\$219,058	\$237,500	+ 8.4%	\$205,000	\$232,000	+ 13.2%
Condo-Townhouse	\$104,800	\$120,000	+ 14.5%	\$150,000	\$147,250	- 1.8%	\$147,000	\$213,000	+ 44.9%
All Properties	\$100,000	\$132,000	+ 32.0%	\$208,250	\$220,950	+ 6.1%	\$195,000	\$213,000	+ 9.2%

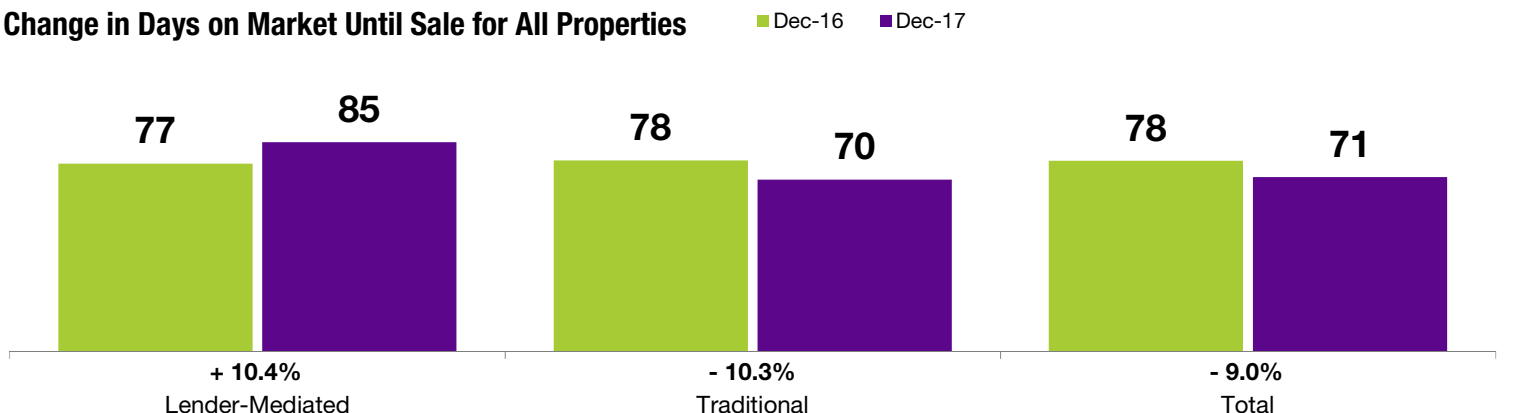
Change in Median Sales Price for All Properties



Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Dec-16	Dec-17	+ / -	Dec-16	Dec-17	+ / -	Dec-16	Dec-17	+ / -
Single-Family	79	88	+ 11.4%	78	73	- 6.4%	78	74	- 5.1%
Condo-Townhouse	60	66	+ 10.0%	77	56	- 27.3%	75	57	- 24.0%
All Properties	77	85	+ 10.4%	78	70	- 10.3%	78	71	- 9.0%

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.

December 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
Baker County	3	6.8%	-78.6%	2	6.1%	-60.0%	\$175,500	-0.3%	\$186,106	9.4%
Clay County	42	5.7%	-73.1%	24	7.6%	-44.2%	\$187,500	0.4%	\$200,960	-0.3%
Duval County	220	6.9%	-55.4%	99	7.8%	-42.1%	\$186,000	11.6%	\$227,455	12.6%
Nassau County	13	4.8%	-71.7%	4	4.0%	-63.6%	\$234,900	8.4%	\$288,093	10.8%
Putnam County	41	10.2%	-29.3%	8	12.9%	-63.6%	\$86,450	17.6%	\$108,447	3.1%
St. Johns County	51	2.4%	-39.3%	17	2.9%	-43.3%	\$329,900	10.5%	\$387,707	14.7%
011-SAN MARCO	1	1.6%	-50.0%	0	0.0%	-100.0%	\$291,000	9.8%	\$325,025	10.7%
012-SAN JOSE	4	3.6%	-71.4%	5	10.0%	150.0%	\$173,000	-7.7%	\$211,640	21.9%
013-BEAUCLERC/MANDARIN NORTH	6	4.3%	-14.3%	5	7.2%	-28.6%	\$197,000	6.5%	\$215,085	10.2%
014-MANDARIN	10	5.7%	-47.4%	5	9.8%	25.0%	\$246,500	7.6%	\$257,532	3.5%
015-BARTRAM	2	2.8%	-60.0%	0	0.0%	-100.0%	\$212,550	17.1%	\$215,341	4.1%
021-ST NICHOLAS AREA	5	9.8%	-28.6%	2	8.3%	-33.3%	\$123,500	-1.2%	\$141,654	14.5%
022-GROVE PARK/SAN SOUCI	0	--	--	0	--	--	\$0	0.0%	\$0	0.0%
023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD	4	4.5%	-73.3%	0	0.0%	-100.0%	\$164,000	13.2%	\$189,484	19.2%
024-BAYMEADOWS/DEERWOOD	8	7.1%	-57.9%	5	10.2%	-44.4%	\$154,000	35.1%	\$214,226	19.5%
025-INTRACOASTAL WEST-NORTH OF BEACH BLVD	3	4.4%	-57.1%	2	3.9%	-50.0%	\$305,000	5.2%	\$384,286	9.6%
026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD	6	5.0%	-57.1%	2	3.6%	-33.3%	\$385,000	48.1%	\$379,523	22.9%
027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD	3	5.7%	-25.0%	1	6.3%	-66.7%	\$367,500	110.1%	\$502,805	180.6%
028-BAYARD	0	0.0%	--	0	0.0%	--	\$265,000	0.0%	\$265,000	0.0%
029-NOCATEE (DUVAL COUNTY)	0	0.0%	--	0	0.0%	--	\$438,431	3.9%	\$411,727	-5.4%
031-RIVERSIDE	1	3.2%	-50.0%	0	0.0%	-100.0%	\$195,000	14.7%	\$233,950	-16.2%
032-AVONDALE	1	1.4%	-85.7%	0	0.0%	-100.0%	\$255,600	17.1%	\$348,173	7.8%
033-ORTEGA/VENETIA	2	5.1%	-50.0%	1	10.0%	--	\$326,500	33.9%	\$567,070	33.4%
041-ARLINGTON	12	8.6%	-57.1%	5	6.2%	-68.8%	\$155,500	23.4%	\$165,481	16.5%
042-FT CAROLINE	6	6.7%	-71.4%	2	5.1%	-33.3%	\$215,000	22.9%	\$221,723	1.9%
043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD	1	1.6%	-93.8%	2	6.1%	-71.4%	\$249,000	11.8%	\$317,988	18.2%
051-MURRAY HILL	2	4.7%	-66.7%	0	0.0%	--	\$130,000	25.3%	\$135,693	30.7%
052-LAKESHORE	3	8.1%	-57.1%	0	0.0%	--	\$121,900	21.9%	\$119,573	29.1%
053-HYDE GROVE AREA	6	15.4%	-40.0%	1	9.1%	-75.0%	\$118,000	33.3%	\$125,773	31.1%
054-CEDAR HILLS	2	8.7%	-66.7%	2	20.0%	100.0%	\$109,600	16.3%	\$104,947	8.7%
055-CONFEDERATE POINT/ORTEGA FARMS	2	11.8%	0.0%	0	0.0%	-100.0%	\$177,500	0.9%	\$184,183	-7.8%
056-YUKON/WESCONNETT/OAK HILL	5	8.8%	-61.5%	5	17.2%	-16.7%	\$130,550	-2.2%	\$135,239	5.2%
061-NORMANDY AREA	0	--	-100.0%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
062-CRYSTAL SPRINGS/COUNTRY CREEK AREA	4	8.3%	-73.3%	6	16.7%	20.0%	\$178,596	2.9%	\$184,280	-0.4%
063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES	6	13.0%	-45.5%	1	5.9%	-90.0%	\$125,000	66.1%	\$126,338	34.6%
064-BENT CREEK/PLUM TREE	1	3.2%	-88.9%	1	4.8%	--	\$184,000	8.2%	\$185,123	-0.4%
065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW	2	8.3%	-33.3%	1	14.3%	--	\$190,000	-11.2%	\$203,014	-3.0%
066-CECIL COMMERCE AREA	1	2.3%	0.0%	0	0.0%	-100.0%	\$184,000	-24.5%	\$203,298	-10.1%
067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL)	9	15.0%	-43.8%	4	13.8%	0.0%	\$165,000	13.0%	\$167,877	13.2%
071-BRENTWOOD/EVERGREEN	3	5.5%	-25.0%	3	17.6%	0.0%	\$45,000	55.2%	\$54,865	14.8%

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Lender-Mediated Activity by Area (cont.)

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

December 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
072-SPRINGFIELD	2	8.0%	-50.0%	0	0.0%	--	\$185,000	-10.6%	\$200,960	12.4%
073-DOWNTOWN JACKSONVILLE-NORTHBANK	1	7.7%	--	0	0.0%	--	\$190,000	201.6%	\$190,000	201.6%
074-PAXON	10	18.5%	-47.4%	1	6.3%	-75.0%	\$46,500	14.8%	\$64,228	30.9%
075-TROUT RIVER/COLLEGE PARK/RIBAULT MANOR	18	10.3%	-50.0%	8	19.0%	-42.9%	\$47,100	23.1%	\$60,445	18.3%
076-DOWNTOWN JACKSONVILLE-EASTSIDE	1	6.7%	-66.7%	0	0.0%	-100.0%	\$31,000	76.0%	\$31,000	80.8%
081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST	9	16.7%	-25.0%	5	26.3%	-28.6%	\$146,000	-4.6%	\$135,115	-12.9%
082-DINSMORE/NORTHWEST DUVAL COUNTY	1	12.5%	-50.0%	1	33.3%	--	\$63,000	-11.1%	\$58,265	-17.8%
091-GARDEN CITY/AIRPORT	15	12.7%	-54.5%	3	8.3%	-66.7%	\$167,500	6.8%	\$166,551	1.5%
092-OCEANWAY/PECAN PARK	7	6.3%	-50.0%	5	15.6%	66.7%	\$186,000	-5.4%	\$174,440	-4.4%
095-SAN MATEO/EASTPORT	0	0.0%	-100.0%	0	0.0%	--	\$214,500	121.1%	\$196,517	89.6%
096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT	6	5.8%	-50.0%	1	4.2%	--	\$233,529	6.1%	\$239,388	13.0%
121-FLEMING ISLAND-NE	1	12.5%	--	0	0.0%	--	\$274,900	-36.4%	\$274,900	-36.4%
122-FLEMING ISLAND-NW	3	6.1%	-66.7%	0	0.0%	-100.0%	\$305,000	26.8%	\$315,809	14.0%
123-FLEMING ISLAND-SE	1	2.9%	-75.0%	1	10.0%	0.0%	\$263,572	13.1%	\$250,054	-3.0%
124-FLEMING ISLAND-SW	3	7.1%	-72.7%	1	2.9%	-75.0%	\$91,000	-66.3%	\$162,493	-38.7%
131-MEADOWBROOK/LOCH RANE	2	18.2%	-60.0%	0	0.0%	--	\$275,000	83.3%	\$233,033	11.4%
132-BELLAIR/GROVE PARK	2	16.7%	-75.0%	4	30.8%	300.0%	\$145,000	45.0%	\$140,173	27.0%
133-NORTH ORANGE PARK	1	20.0%	0.0%	0	0.0%	-100.0%	\$212,500	30.4%	\$316,250	114.5%
134-SOUTH BLANDING	0	0.0%	-100.0%	0	0.0%	-100.0%	\$196,900	25.0%	\$192,510	15.9%
135-PARK WEST/MONTCLAIR	0	0.0%	-100.0%	0	0.0%	-100.0%	\$170,500	-5.0%	\$176,725	0.4%
136-LAKESIDE ESTATES	0	0.0%	-100.0%	0	0.0%	--	\$225,000	22.3%	\$200,714	7.5%
137-DOCTOR'S LAKE	3	11.1%	200.0%	0	0.0%	-100.0%	\$300,000	-3.2%	\$279,780	-12.4%
138-TANGLEWOOD/DOCTORS INLET	0	6.7%	-84.6%	--	16.7%	66.7%	--	-5.8%	--	2.6%
139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY	11	10.2%	-56.0%	5	11.1%	-28.6%	\$220,000	6.6%	\$221,236	-1.0%
141-MIDDLEBURG NW	2	3.3%	-81.8%	1	6.7%	-66.7%	\$165,000	-13.2%	\$172,700	7.7%
142-MIDDLEBURG EAST/LAKE ASBURY	2	2.6%	-71.4%	1	3.0%	-75.0%	\$204,000	17.7%	\$198,515	4.1%
143-FOXMEADOW AREA	2	5.4%	-77.8%	1	6.7%	-75.0%	\$190,000	6.4%	\$224,570	20.5%
144-MIDDLEBURG-SE	0	0.0%	-100.0%	1	50.0%	0.0%	\$157,500	-22.0%	\$157,500	-22.0%
145-MIDDLEBURG-SW	1	5.0%	-92.3%	2	22.2%	-33.3%	\$112,000	-8.6%	\$125,361	11.6%
151-KEYSTONE HEIGHTS	2	2.7%	-83.3%	0	0.0%	-100.0%	\$142,500	60.1%	\$141,124	30.9%
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%	--	\$189,000	0.0%	\$189,000	0.0%
211-JACKSONVILLE BEACH-NE	2	7.4%	100.0%	0	0.0%	--	\$493,500	-26.3%	\$539,225	-32.6%
212-JACKSONVILLE BEACH-SE	3	5.2%	--	1	20.0%	--	\$500,000	93.1%	\$601,500	55.4%
213-JACKSONVILLE BEACH-NW	0	0.0%	-100.0%	0	0.0%	-100.0%	\$349,500	19.7%	\$361,083	12.8%
214-JACKSONVILLE BEACH-SW	3	6.1%	0.0%	0	0.0%	-100.0%	\$347,500	6.3%	\$380,438	14.7%
221-NEPTUNE BEACH-EAST	0	0.0%	--	0	0.0%	--	\$1,125,000	95.7%	\$1,125,000	63.5%
222-NEPTUNE BEACH-WEST	0	0.0%	-100.0%	0	0.0%	--	\$392,500	33.1%	\$351,100	8.6%
231-ATLANTIC BEACH-EAST	1	1.1%	-75.0%	0	0.0%	-100.0%	\$475,000	43.9%	\$577,649	45.2%

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232-ATLANTIC BEACH/MAYPORT-WEST	0	0.0%	-100.0%	0	0.0%	-100.0%	\$159,900	12.2%	\$176,752	15.0%
251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD	0	0.0%	--	0	0.0%	--	\$811,778	41.2%	\$1,362,356	41.9%
252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD	1	1.3%	-75.0%	0	0.0%	-100.0%	\$245,000	1.9%	\$423,533	-11.4%
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%	0	0.0%	-100.0%	\$288,000	-36.4%	\$412,366	-21.6%
262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD	4	5.3%	-33.3%	1	4.0%	-50.0%	\$339,900	11.9%	\$401,776	6.6%
263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210	2	3.0%	-50.0%	0	0.0%	--	\$454,000	22.0%	\$579,143	43.6%
264-SOUTH PONTE VEDRA BEACH	2	4.8%	0.0%	0	0.0%	--	\$575,000	29.2%	\$635,000	-20.8%
265-PONTE VEDRA/NOCATÉE-STJ	2	1.2%	100.0%	1	0.9%	-50.0%	\$410,000	12.1%	\$450,166	11.5%
266-VILANO BEACH	2	3.8%	--	0	0.0%	--	\$527,500	-34.1%	\$546,083	-31.7%
271-NOCATÉE NORTH	0	0.0%	--	0	0.0%	-100.0%	\$480,720	30.7%	\$501,653	14.0%
272-NOCATÉE SOUTH	2	1.7%	100.0%	1	1.5%	0.0%	\$361,330	-1.2%	\$416,621	9.0%
301-JULINGTON CREEK/SWITZERLAND	6	1.8%	-68.4%	4	3.1%	-55.6%	\$360,000	18.1%	\$375,285	14.1%
302-ORANGEDALE AREA	1	2.4%	0.0%	0	0.0%	--	\$320,153	0.2%	\$321,659	-14.5%
303-PALMO/SIX MILE AREA	1	3.3%	0.0%	0	0.0%	-100.0%	\$312,743	-5.2%	\$312,743	7.4%
304- 210 SOUTH	7	7.0%	0.0%	3	8.3%	200.0%	\$309,950	0.6%	\$347,379	8.0%
305-WORLD GOLF VILLAGE AREA-CENTRAL	1	1.5%	-50.0%	0	0.0%	-100.0%	\$246,000	-8.5%	\$236,598	-12.4%
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%	--	\$355,450	45.1%	\$342,009	41.1%
308-WORLD GOLF VILLAGE AREA-SW	3	3.8%	200.0%	0	0.0%	--	\$262,990	14.1%	\$272,977	16.4%
309-WORLD GOLF VILLAGE AREA-WEST	0	0.0%	-100.0%	0	0.0%	-100.0%	\$285,000	11.8%	\$305,886	16.8%
312-PALENCIA AREA	6	4.8%	20.0%	1	3.8%	0.0%	\$447,500	-2.7%	\$590,367	5.6%
313-WHITECASTLE/AIRPORT AREA	2	9.1%	-33.3%	2	40.0%	--	\$274,900	-24.3%	\$232,285	-18.9%
321-NORTH CITY-ST AUGUSTINE	0	0.0%	-100.0%	0	0.0%	--	\$115,000	0.0%	\$147,833	0.0%
322-DOWNTOWN ST AUGUSTINE	0	0.0%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
323-DAVIS SHORES	1	2.9%	--	0	0.0%	--	\$422,450	41.8%	\$586,983	81.1%
331-ST AUGUSTINE BEACH	2	1.4%	-71.4%	3	12.0%	--	\$380,000	17.3%	\$422,327	31.0%
332-CRESCENT BEACH/SUMMER HAVEN	0	0.0%	-100.0%	0	0.0%	--	\$149,850	-52.0%	\$149,850	-52.0%
333-ST JOHNS COUNTY-SE	0	0.0%	--	0	0.0%	--	\$322,703	-13.9%	\$322,451	-14.0%
334-MOULTRIE/ST AUGUSTINE SHORES	1	2.4%	--	1	7.1%	--	\$240,000	41.8%	\$280,893	50.0%
335-ST AUGUSTINE SOUTH	0	0.0%	-100.0%	0	0.0%	--	\$222,000	13.8%	\$227,833	9.2%
336-RAVENSWOOD/WEST AUGUSTINE	3	3.7%	-50.0%	0	0.0%	-100.0%	\$180,000	-3.0%	\$199,991	2.1%
337-OLD MOULTRIE RD/WILDWOOD	2	1.4%	-33.3%	1	3.3%	0.0%	\$233,500	1.1%	\$236,469	-3.1%
341-FLAGLER ESTATES/HASTINGS	2	20.0%	0.0%	0	0.0%	-100.0%	\$94,000	10.6%	\$94,000	24.8%
342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95	0	0.0%	--	0	0.0%	--	\$227,500	3.9%	\$227,500	-1.7%
343-MOLASSES JUNCTION/ELKTON	0	0.0%	--	0	0.0%	--	\$188,475	0.0%	\$188,475	0.0%
344-HASTINGS/TOCOI/RIVRERDALE	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
410-FERNANDINA BEACH DOWNTOWN-WEST	0	0.0%	-100.0%	0	0.0%	--	\$160,000	18.3%	\$160,000	-19.3%
420-FERNANDINA BEACH-DOWNTOWN-EAST	1	20.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
430-NASSAU COUNTY BEACHES-NORTH	0	0.0%	-100.0%	0	0.0%	--	\$532,500	-35.5%	\$532,500	-35.5%

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.

December 2017

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
431-NASSAU COUNTY BEACHES-SOUTH	0	0.0%	--	0	0.0%	--	\$370,000	7.2%	\$470,500	36.4%
440-FERNANDINA BEACH DOWNTOWN-SOUTH	0	0.0%	-100.0%	0	0.0%	-100.0%	\$340,646	194.9%	\$343,323	197.2%
450-AMELIA ISLAND-NORTH OF BURNEY ROAD	1	4.5%	--	2	28.6%	100.0%	\$382,907	-4.9%	\$383,231	0.2%
460-AMELIA ISLAND PLANTATION	0	0.0%	-100.0%	0	0.0%	-100.0%	\$302,500	-36.6%	\$547,333	4.4%
470-PINEY ISLAND AREA	0	0.0%	--	0	0.0%	--	\$275,000	0.0%	\$275,000	0.0%
471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS	1	2.7%	-90.0%	0	0.0%	-100.0%	\$232,735	30.4%	\$251,584	26.2%
472-ONEIL/NASSAVILLE/HOLLY POINT	3	4.4%	-66.7%	1	4.2%	--	\$246,450	2.7%	\$316,503	13.0%
480-NASSAU COUNTY-N OF A1A/W OF LOFTON CREEK	0	0.0%	--	0	0.0%	-100.0%	\$326,365	42.5%	\$326,365	45.5%
481-NASSAU COUNTY-S OF A1A/W OF LOFTON CREEK	0	0.0%	-100.0%	0	0.0%	-100.0%	\$221,275	20.4%	\$195,562	22.0%
490-CALLAHAN	0	0.0%	-100.0%	0	0.0%	--	\$174,000	6.7%	\$164,843	1.1%
491-HILLARD	1	16.7%	-50.0%	0	0.0%	--	\$181,250	57.6%	\$187,250	62.8%
492-NASSAU COUNTY-W OF I-95/N TO STATE LINE	6	10.9%	-57.1%	1	5.6%	-75.0%	\$214,450	-3.8%	\$214,661	12.4%
501-MACCLENNY AREA	1	4.0%	-90.0%	1	3.8%	-66.7%	\$174,250	-3.2%	\$177,731	6.1%
502-BAKER COUNTY-NW	1	9.1%	-66.7%	1	50.0%	-50.0%	\$153,000	18.3%	\$153,000	18.3%
503-BAKER COUNTY-SOUTH	1	12.5%	0.0%	0	0.0%	--	\$265,000	-26.4%	\$242,900	-32.5%
521-BRADFORD COUNTY-NE	4	40.0%	-50.0%	1	20.0%	-50.0%	\$140,000	77.2%	\$191,600	143.0%
522-BRADFORD COUNTY-NW	2	9.5%	-77.8%	2	22.2%	0.0%	\$116,000	-27.5%	\$115,644	-32.8%
523-BRADFORD COUNTY-SE	3	12.0%	-40.0%	1	50.0%	-66.7%	\$134,784	17.2%	\$134,784	10.3%
524-BRADFORD COUNTY-SW	1	14.3%	-66.7%	0	0.0%	-100.0%	\$118,750	-4.2%	\$103,375	-20.8%
541-UNION COUNTY-NORTH	0	0.0%	-100.0%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
542-UNION COUNTY-SOUTH	0	0.0%	-100.0%	0	0.0%	--	\$112,500	-32.2%	\$112,500	-32.2%
561-GREATER PALATKA	14	21.5%	0.0%	1	10.0%	-87.5%	\$87,250	10.4%	\$91,980	-18.1%
562-BARDIN/WEST BOSTWICK	0	0.0%	--	0	0.0%	--	\$440,000	621.3%	\$440,000	621.3%
563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK	5	17.9%	25.0%	1	20.0%	--	\$69,900	-87.8%	\$104,180	-81.9%
564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS	6	8.3%	-45.5%	1	14.3%	0.0%	\$100,000	29.9%	\$142,357	9.3%
571-INTERLACHEN-SE	0	0.0%	-100.0%	0	0.0%	-100.0%	\$63,400	0.8%	\$63,400	-15.8%
572-INTERLACHEN-NE	2	7.7%	-71.4%	0	0.0%	-100.0%	\$56,950	-46.8%	\$79,817	-14.6%
573-INTERLACHEN-SW	1	6.7%	0.0%	0	0.0%	--	\$63,750	0.0%	\$63,750	0.0%
574-INTERLACHEN-NW	5	18.5%	66.7%	4	44.4%	33.3%	\$135,000	132.8%	\$131,944	102.4%
575-WEST OF SR-21	1	7.1%	-75.0%	0	0.0%	--	\$61,500	0.0%	\$92,833	0.0%
576-GEORGES LAKE	0	0.0%	-100.0%	0	0.0%	-100.0%	\$95,000	13.8%	\$95,000	13.8%
581-SATSUMA/HOOT OWL RIDGE	2	6.7%	-50.0%	0	0.0%	-100.0%	\$53,000	6.0%	\$62,475	7.3%
582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST	4	6.6%	-20.0%	1	11.1%	-50.0%	\$82,000	146.1%	\$84,100	58.2%
583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL	1	2.0%	-50.0%	0	0.0%	-100.0%	\$171,500	55.9%	\$181,833	84.8%
584-OCALA NATIONAL FOREST/OKLAWAHA RIVER	0	--	--	0	--	--	\$0	0.0%	\$0	0.0%