

# Lender-Mediated Report

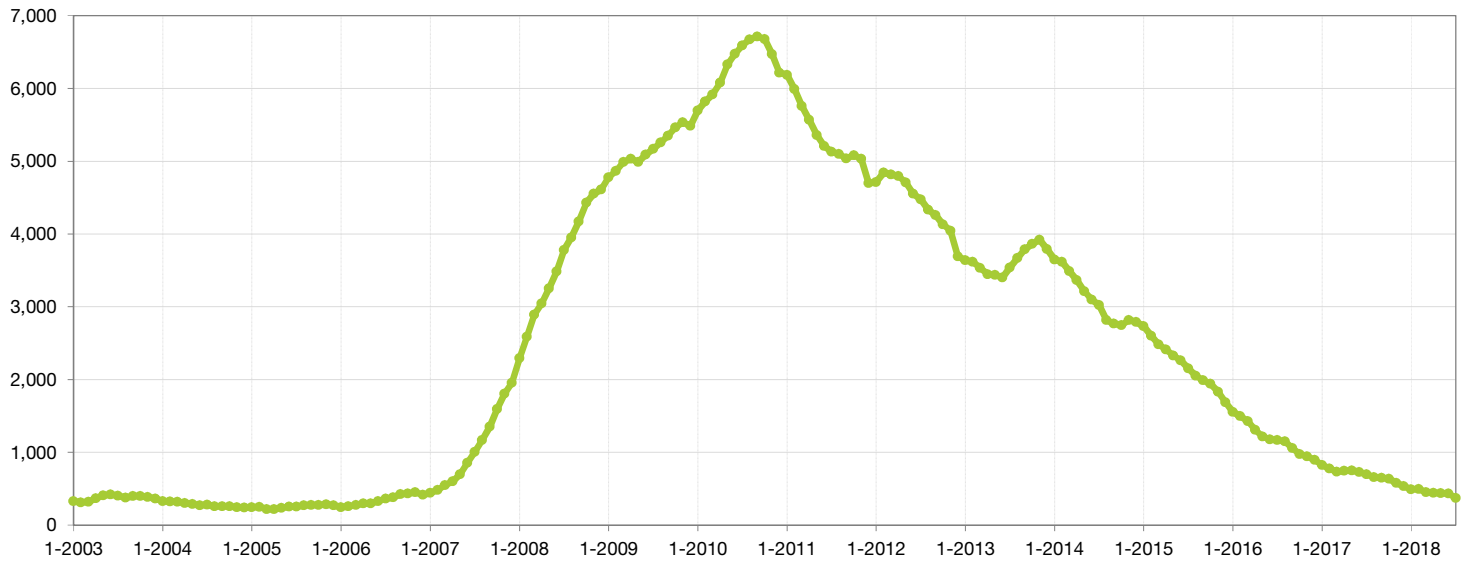
A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



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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 2018

New Listings in the Northeast Florida region increased 17.5 percent to 3,807.

- Traditional New Listings increased 19.8 percent to 3,629.
- Lender-mediated New Listings decreased 16.0 percent to 178.
- Share of all New Listings that were lender-mediated fell to 4.7 percent.

Closed Sales were down 2.5 percent to 2,578.

- Traditional Closed Sales were up 1.3 percent to 2,464.
- Lender-mediated Closed Sales were down 46.0 percent to 114.
- Share of all Closed Sales that were lender-mediated fell to 4.4 percent.

The Median Sales Price rose 7.0 percent to \$230,000.

- The traditional Median Sales Price rose 4.4 percent to \$235,000.
- The lender-mediated Median Sales Price rose 0.8 percent to \$105,000.

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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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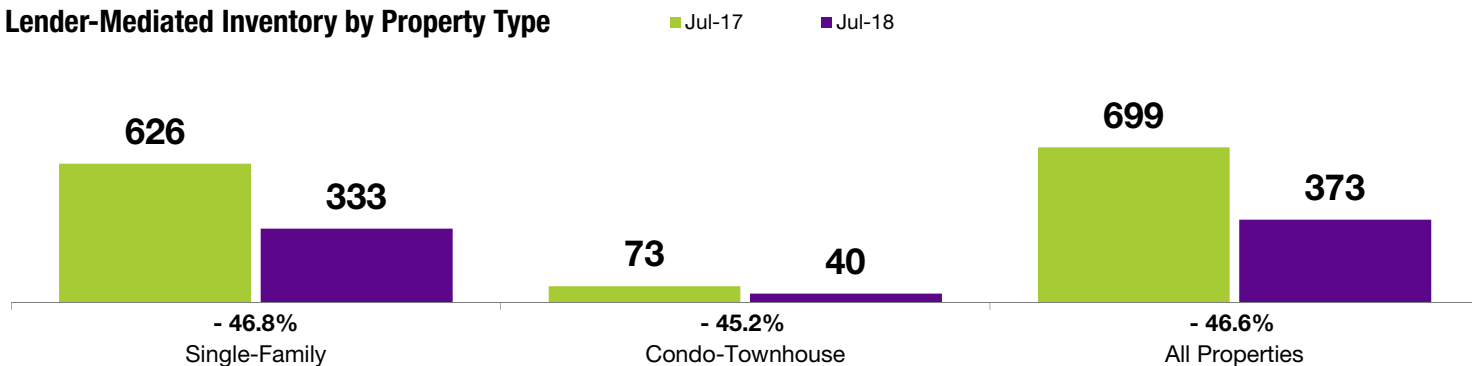
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## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jul-17	Jul-18	+ / -	Jul-17	Jul-18	+ / -	Jul-17	Jul-18	+ / -	Jul-17	Jul-18
Single-Family	626	333	- 46.8%	7,388	7,553	+ 2.2%	8,014	7,886	- 1.6%	7.8%	4.2%
Condo-Townhouse	73	40	- 45.2%	1,062	1,162	+ 9.4%	1,135	1,202	+ 5.9%	6.4%	3.3%
<b>All Properties</b>	<b>699</b>	<b>373</b>	<b>- 46.6%</b>	<b>8,450</b>	<b>8,715</b>	<b>+ 3.1%</b>	<b>9,149</b>	<b>9,088</b>	<b>- 0.7%</b>	<b>7.6%</b>	<b>4.1%</b>

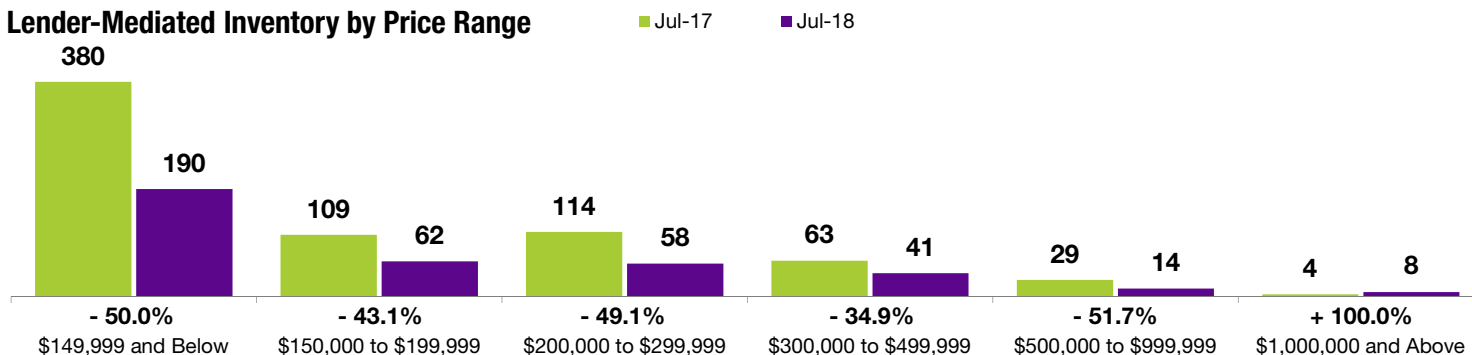
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jul-17	Jul-18	+ / -	Jul-17	Jul-18	+ / -	Jul-17	Jul-18	+ / -	Jul-17	Jul-18
\$149,999 and Below	380	190	- 50.0%	1,628	1,347	- 17.3%	2,008	1,537	- 23.5%	18.9%	12.4%
\$150,000 to \$199,999	109	62	- 43.1%	920	859	- 6.6%	1,029	921	- 10.5%	10.6%	6.7%
\$200,000 to \$299,999	114	58	- 49.1%	2,062	2,323	+ 12.7%	2,176	2,381	+ 9.4%	5.2%	2.4%
\$300,000 to \$499,999	63	41	- 34.9%	2,253	2,432	+ 7.9%	2,316	2,473	+ 6.8%	2.7%	1.7%
\$500,000 to \$999,999	29	14	- 51.7%	1,153	1,299	+ 12.7%	1,182	1,313	+ 11.1%	2.5%	1.1%
\$1,000,000 and Above	4	8	+ 100.0%	434	455	+ 4.8%	438	463	+ 5.7%	0.9%	1.7%
<b>All Price Ranges</b>	<b>699</b>	<b>373</b>	<b>- 46.6%</b>	<b>8,450</b>	<b>8,715</b>	<b>+ 3.1%</b>	<b>9,149</b>	<b>9,088</b>	<b>- 0.7%</b>	<b>7.6%</b>	<b>4.1%</b>

### Lender-Mediated Inventory by Price Range



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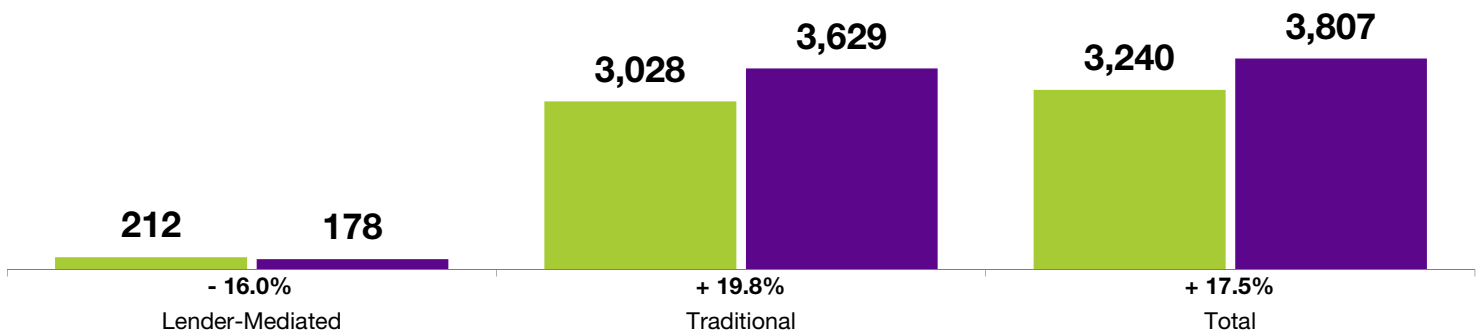


## New Listings

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jul-17	Jul-18	+ / -	Jul-17	Jul-18	+ / -	Jul-17	Jul-18	+ / -	Jul-17	Jul-18
Single-Family	190	161	- 15.3%	2,619	3,087	+ 17.9%	2,809	3,248	+ 15.6%	6.8%	5.0%
Condo-Townhouse	22	17	- 22.7%	409	542	+ 32.5%	431	559	+ 29.7%	5.1%	3.0%
<b>All Properties</b>	<b>212</b>	<b>178</b>	<b>- 16.0%</b>	<b>3,028</b>	<b>3,629</b>	<b>+ 19.8%</b>	<b>3,240</b>	<b>3,807</b>	<b>+ 17.5%</b>	<b>6.5%</b>	<b>4.7%</b>

### Change in New Listings for All Properties

■ Jul-17 ■ Jul-18

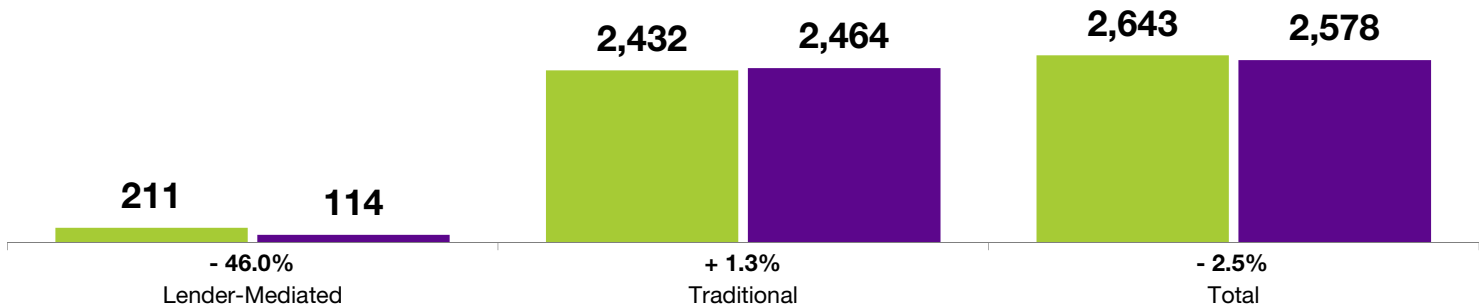


## Closed Sales

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jul-17	Jul-18	+ / -	Jul-17	Jul-18	+ / -	Jul-17	Jul-18	+ / -	Jul-17	Jul-18
Single-Family	191	99	- 48.2%	2,065	2,064	- 0.0%	2,256	2,163	- 4.1%	8.5%	4.6%
Condo-Townhouse	20	15	- 25.0%	367	400	+ 9.0%	387	415	+ 7.2%	5.2%	3.6%
<b>All Properties</b>	<b>211</b>	<b>114</b>	<b>- 46.0%</b>	<b>2,432</b>	<b>2,464</b>	<b>+ 1.3%</b>	<b>2,643</b>	<b>2,578</b>	<b>- 2.5%</b>	<b>8.0%</b>	<b>4.4%</b>

### Change in Closed Sales for All Properties

■ Jul-17 ■ Jul-18



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## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Jul-17	Jul-18	+ / -	Jul-17	Jul-18	+ / -	Jul-17	Jul-18	+ / -
Single-Family	\$110,000	\$120,000	+ 9.1%	\$237,750	\$250,000	+ 5.2%	\$230,000	\$245,000	+ 6.5%
Condo-Townhouse	\$90,000	\$87,000	- 3.3%	\$145,000	\$155,000	+ 6.9%	\$143,000	\$230,000	+ 60.8%
<b>All Properties</b>	<b>\$104,125</b>	<b>\$105,000</b>	<b>+ 0.8%</b>	<b>\$225,000</b>	<b>\$235,000</b>	<b>+ 4.4%</b>	<b>\$215,000</b>	<b>\$230,000</b>	<b>+ 7.0%</b>

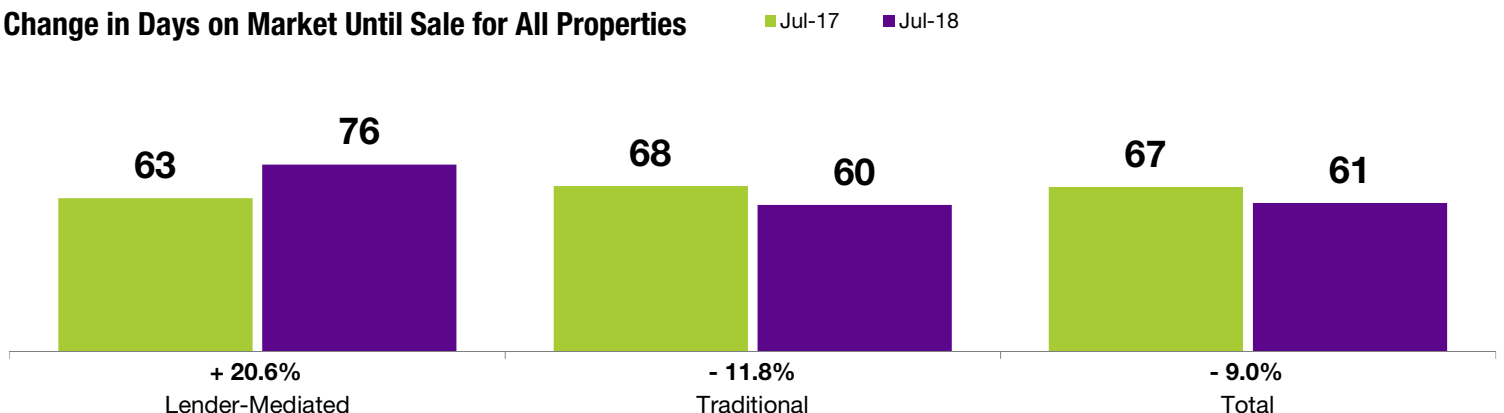
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Jul-17	Jul-18	+ / -	Jul-17	Jul-18	+ / -	Jul-17	Jul-18	+ / -
Single-Family	62	78	+ 25.8%	68	62	- 8.8%	67	63	- 6.0%
Condo-Townhouse	64	65	+ 1.6%	65	46	- 29.2%	65	47	- 27.7%
<b>All Properties</b>	<b>63</b>	<b>76</b>	<b>+ 20.6%</b>	<b>68</b>	<b>60</b>	<b>- 11.8%</b>	<b>67</b>	<b>61</b>	<b>- 9.0%</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 2018

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
<b>Baker County</b>	6	7.8%	-45.5%	3	8.8%	-57.1%	\$182,500	25.4%	\$188,885	16.2%
<b>Clay County</b>	50	5.2%	-55.8%	15	4.0%	-55.9%	\$209,950	5.0%	\$216,403	3.6%
<b>Duval County</b>	277	6.8%	-34.2%	98	6.2%	-34.2%	\$199,900	9.8%	\$242,908	7.8%
<b>Nassau County</b>	13	3.7%	-66.7%	3	3.0%	-66.7%	\$287,000	28.4%	\$343,361	20.5%
<b>Putnam County</b>	21	5.4%	-65.6%	10	12.0%	-41.2%	\$75,000	17.2%	\$105,646	13.7%
<b>St. Johns County</b>	53	2.1%	-29.3%	12	1.7%	-29.4%	\$335,000	6.3%	\$386,122	5.5%
011-SAN MARCO	0	0.0%	-100.0%	2	8.3%	--	\$291,500	-23.3%	\$442,031	-18.3%
012-SAN JOSE	2	1.5%	-81.8%	4	8.2%	0.0%	\$181,950	-12.1%	\$198,777	-22.0%
013-BEAUCLERC/MANDARIN NORTH	14	8.6%	180.0%	7	8.4%	250.0%	\$199,900	-8.1%	\$217,932	-6.1%
014-MANDARIN	6	2.6%	-50.0%	2	2.5%	-77.8%	\$258,000	0.8%	\$318,769	14.2%
015-BARTRAM	5	4.9%	-28.6%	4	5.9%	100.0%	\$243,254	18.6%	\$245,597	16.2%
021-ST NICHOLAS AREA	2	3.6%	-33.3%	1	3.8%	-66.7%	\$155,750	14.5%	\$159,700	4.8%
022-GROVE PARK/SAN SOUCI	0	--	--	0	--	--	\$0	0.0%	\$0	0.0%
023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD	8	7.4%	-50.0%	3	5.4%	-50.0%	\$177,250	-1.0%	\$182,530	-5.0%
024-BAYMEADOWS/DEERWOOD	11	6.1%	22.2%	1	1.8%	-75.0%	\$132,000	5.6%	\$201,602	7.2%
025-INTRACOASTAL WEST-NORTH OF BEACH BLVD	2	2.0%	-60.0%	1	1.8%	0.0%	\$354,250	30.2%	\$361,603	10.9%
026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD	6	3.8%	-33.3%	2	3.3%	-60.0%	\$336,500	13.5%	\$408,206	24.1%
027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD	1	2.1%	0.0%	0	0.0%	--	\$260,500	6.5%	\$365,140	-8.4%
028-BAYARD	0	0.0%	--	0	0.0%	--	\$269,990	0.0%	\$269,990	0.0%
029-NOCATEE (DUVAL COUNTY)	0	0.0%	--	0	0.0%	--	\$390,925	-7.1%	\$395,260	-4.6%
031-RIVERSIDE	0	0.0%	-100.0%	0	0.0%	-100.0%	\$202,500	-1.3%	\$257,273	2.8%
032-AVONDALE	4	4.5%	0.0%	0	0.0%	-100.0%	\$299,500	17.9%	\$382,564	16.9%
033-ORTEGA/VENETIA	3	4.2%	200.0%	1	6.3%	--	\$382,500	0.1%	\$370,062	-7.7%
041-ARLINGTON	21	11.1%	-8.7%	9	10.0%	200.0%	\$157,000	9.8%	\$165,769	7.4%
042-FT CAROLINE	9	7.5%	-43.8%	2	4.8%	-50.0%	\$236,250	24.0%	\$253,740	17.1%
043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD	5	4.5%	-64.3%	1	2.8%	-75.0%	\$245,000	4.1%	\$349,554	21.7%
051-MURRAY HILL	2	3.8%	-33.3%	3	11.5%	50.0%	\$158,250	17.2%	\$156,442	14.5%
052-LAKESHORE	9	17.6%	80.0%	1	5.6%	0.0%	\$122,750	19.2%	\$116,767	24.7%
053-HYDE GROVE AREA	3	9.1%	-70.0%	2	18.2%	0.0%	\$141,000	20.0%	\$146,545	34.5%
054-CEDAR HILLS	3	15.8%	-25.0%	0	0.0%	-100.0%	\$114,000	-5.0%	\$113,900	1.8%
055-CONFEDERATE POINT/ORTEGA FARMS	5	17.9%	25.0%	0	0.0%	-100.0%	\$130,000	-10.7%	\$146,500	9.9%
056-YUKON/WESCONNETT/OAK HILL	14	18.4%	133.3%	2	6.7%	-33.3%	\$172,500	50.0%	\$148,819	25.2%
061-NORMANDY AREA	0	--	-100.0%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
062-CRYSTAL SPRINGS/COUNTRY CREEK AREA	8	12.9%	-46.7%	1	3.1%	0.0%	\$200,995	28.0%	\$197,787	11.0%
063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES	6	10.9%	-64.7%	5	22.7%	0.0%	\$134,000	12.7%	\$127,141	12.9%
064-BENT CREEK/PLUM TREE	6	12.8%	-33.3%	1	7.1%	-75.0%	\$222,400	25.5%	\$215,978	10.0%
065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW	3	9.7%	-25.0%	1	7.7%	-50.0%	\$193,500	7.5%	\$190,331	21.9%
066-CECIL COMMERCE AREA	1	3.3%	0.0%	0	0.0%	--	\$238,365	38.6%	\$265,245	53.0%
067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL)	7	8.1%	-30.0%	1	2.9%	-50.0%	\$176,000	2.2%	\$187,411	15.0%
071-BRENTWOOD/EVERGREEN	4	6.8%	-50.0%	0	0.0%	-100.0%	\$69,900	39.8%	\$71,051	30.1%

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

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

### July 2018

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
072-SPRINGFIELD	0	0.0%	-100.0%	1	7.7%	-66.7%	\$175,000	8.0%	\$172,244	4.0%
073-DOWNTOWN JACKSONVILLE-NORTHBANK	2	9.5%	-50.0%	1	25.0%	--	\$179,750	-10.3%	\$160,600	-19.9%
074-PAXON	6	9.1%	-60.0%	2	7.4%	-60.0%	\$47,000	14.6%	\$53,104	11.2%
075-TROUT RIVER/COLLEGE PARK/RIBAULT MANOR	21	8.8%	-38.2%	8	16.3%	-50.0%	\$45,000	3.4%	\$65,289	15.5%
076-DOWNTOWN JACKSONVILLE-EASTSIDE	4	13.3%	33.3%	2	22.2%	100.0%	\$39,000	10.0%	\$46,556	23.7%
081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST	9	12.9%	-18.2%	5	19.2%	-28.6%	\$172,500	4.5%	\$172,063	13.5%
082-DINSMORE/NORTHWEST DUVAL COUNTY	2	25.0%	0.0%	0	0.0%	-100.0%	\$197,500	171.3%	\$197,500	171.3%
091-GARDEN CITY/AIRPORT	14	9.9%	-41.7%	5	9.3%	-50.0%	\$174,000	2.2%	\$169,378	3.6%
092-OCEANWAY/PECAN PARK	10	8.9%	-37.5%	1	2.0%	-50.0%	\$220,000	10.0%	\$223,368	12.9%
095-SAN MATEO/EASTPORT	1	5.9%	0.0%	0	0.0%	--	\$201,500	45.5%	\$194,350	36.5%
096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT	6	5.5%	-60.0%	2	5.7%	-33.3%	\$244,382	16.7%	\$259,341	16.0%
121-FLEMING ISLAND-NE	2	20.0%	100.0%	0	0.0%	--	\$269,900	27.3%	\$269,900	27.3%
122-FLEMING ISLAND-NW	2	2.7%	-50.0%	0	0.0%	-100.0%	\$267,500	-15.1%	\$296,028	-12.6%
123-FLEMING ISLAND-SE	0	0.0%	-100.0%	0	0.0%	-100.0%	\$272,500	6.0%	\$275,424	0.3%
124-FLEMING ISLAND-SW	3	4.8%	-62.5%	1	5.0%	0.0%	\$242,500	5.4%	\$251,049	10.7%
131-MEADOWBROOK/LOCH RANE	5	16.7%	-16.7%	0	0.0%	-100.0%	\$182,250	-2.1%	\$250,650	14.0%
132-BELLAIR/GROVE PARK	4	16.7%	33.3%	0	0.0%	-100.0%	\$157,250	12.3%	\$133,340	-6.4%
133-NORTH ORANGE PARK	0	0.0%	-100.0%	0	0.0%	--	\$209,050	0.7%	\$214,683	3.5%
134-SOUTH BLANDING	2	7.4%	-60.0%	1	10.0%	0.0%	\$221,750	28.9%	\$222,740	19.4%
135-PARK WEST/MONTCLAIR	0	0.0%	-100.0%	2	22.2%	100.0%	\$225,000	24.3%	\$208,000	10.1%
136-LAKESIDE ESTATES	1	9.1%	-80.0%	0	0.0%	--	\$207,500	33.9%	\$175,357	11.2%
137-DOCTOR'S LAKE	1	3.4%	-66.7%	0	0.0%	--	\$252,000	20.9%	\$218,500	-7.7%
138-TANGLEWOOD/DOCTORS INLET	0	--	-100.0%	--	0.0%	--	--	-100.0%	--	-100.0%
139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY	5	2.9%	-76.2%	4	5.6%	-20.0%	\$222,000	-2.0%	\$231,813	3.7%
141-MIDDLEBURG NW	4	5.3%	-55.6%	1	5.9%	0.0%	\$175,000	-12.1%	\$174,687	-1.1%
142-MIDDLEBURG EAST/LAKE ASBURY	0	0.0%	-100.0%	0	0.0%	-100.0%	\$115,000	-34.7%	\$126,667	-30.0%
143-FOXMEADOW AREA	1	2.1%	-80.0%	0	0.0%	-100.0%	\$212,900	0.0%	\$227,521	10.9%
144-MIDDLEBURG-SE	1	7.7%	0.0%	0	0.0%	--	\$0	-100.0%	\$0	-100.0%
145-MIDDLEBURG-SW	1	4.5%	-66.7%	0	0.0%	-100.0%	\$147,500	41.8%	\$155,489	22.1%
151-KEYSTONE HEIGHTS	2	2.7%	-83.3%	2	8.0%	-50.0%	\$157,500	75.0%	\$146,804	20.6%
152-KINGSLEY LAKE	0	0.0%	-100.0%	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%	--	\$0	-100.0%	\$0	-100.0%
211-JACKSONVILLE BEACH-NE	3	8.8%	50.0%	0	0.0%	--	\$700,000	53.8%	\$652,429	8.3%
212-JACKSONVILLE BEACH-SE	0	0.0%	--	0	0.0%	--	\$435,700	-24.9%	\$632,600	6.0%
213-JACKSONVILLE BEACH-NW	2	4.9%	0.0%	0	0.0%	-100.0%	\$373,000	8.4%	\$355,431	0.4%
214-JACKSONVILLE BEACH-SW	1	1.1%	-50.0%	0	0.0%	--	\$308,000	-9.9%	\$302,345	-23.2%
221-NEPTUNE BEACH-EAST	0	0.0%	--	0	0.0%	-100.0%	\$760,000	38.8%	\$653,000	2.4%
222-NEPTUNE BEACH-WEST	0	0.0%	--	0	0.0%	--	\$330,000	-9.8%	\$388,500	5.1%
231-ATLANTIC BEACH-EAST	0	0.0%	-100.0%	0	0.0%	--	\$950,930	20.8%	\$950,930	6.4%

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

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

### July 2018

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
232-ATLANTIC BEACH/MAYPORT-WEST	0	--	--	0	0.0%	--	\$198,320	-53.3%	\$246,940	-39.0%
251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD	0	0.0%	--	0	0.0%	--	\$1,410,000	-26.4%	\$1,410,000	-5.6%
252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD	3	2.8%	-25.0%	0	0.0%	--	\$357,500	72.4%	\$596,212	29.6%
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	5.9%	--	\$545,000	26.7%	\$603,524	-2.0%
262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD	6	5.9%	20.0%	0	0.0%	-100.0%	\$437,250	-1.7%	\$448,812	-15.3%
263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210	1	1.3%	-75.0%	1	5.9%	0.0%	\$600,000	4.3%	\$686,912	28.0%
264-SOUTH PONTE VEDRA BEACH	1	1.7%	0.0%	0	0.0%	-100.0%	\$594,500	12.2%	\$594,500	3.2%
265-PONTE VEDRA/NOCATTEE-STJ	3	1.3%	-50.0%	0	0.0%	--	\$442,722	11.7%	\$451,712	5.2%
266-VILANO BEACH	1	1.5%	--	0	0.0%	--	\$429,750	14.6%	\$459,675	5.2%
271-NOCATTEE NORTH	1	1.9%	--	0	0.0%	--	\$536,515	44.1%	\$530,346	25.0%
272-NOCATTEE SOUTH	2	1.1%	-66.7%	0	0.0%	--	\$410,030	-1.2%	\$422,416	-2.3%
301-JULINGTON CREEK/SWITZERLAND	6	1.6%	-45.5%	4	2.4%	-20.0%	\$338,000	3.1%	\$367,874	7.6%
302-ORANGEDALE AREA	1	1.8%	0.0%	1	4.8%	0.0%	\$343,460	14.7%	\$348,705	8.1%
303-PALMO/SIX MILE AREA	1	3.4%	--	0	0.0%	--	\$351,050	9.7%	\$346,634	10.6%
304- 210 SOUTH	5	4.1%	-50.0%	0	0.0%	--	\$348,000	10.5%	\$369,875	11.0%
305-WORLD GOLF VILLAGE AREA-CENTRAL	0	0.0%	--	0	0.0%	-100.0%	\$272,000	-4.6%	\$278,524	-2.6%
306-WORLD GOLF VILLAGE AREA-NE	0	0.0%	--	0	0.0%	--	\$333,370	32.3%	\$333,370	32.3%
307-WORLD GOLF VILLAGE AREA-SE	3	4.3%	200.0%	0	0.0%	--	\$300,000	-9.4%	\$327,084	-5.1%
308-WORLD GOLF VILLAGE AREA-SW	4	4.5%	33.3%	0	0.0%	-100.0%	\$259,990	-1.8%	\$295,236	11.8%
309-WORLD GOLF VILLAGE AREA-WEST	3	2.8%	0.0%	2	7.1%	100.0%	\$265,850	0.7%	\$294,157	3.4%
312-PALENCIA AREA	1	0.8%	-85.7%	0	0.0%	--	\$417,000	5.3%	\$497,586	21.8%
313-WHITECASTLE/AIRPORT AREA	1	3.2%	-66.7%	0	0.0%	--	\$299,900	40.1%	\$313,770	-2.5%
321-NORTH CITY-ST AUGUSTINE	0	0.0%	-100.0%	1	20.0%	0.0%	\$240,000	60.0%	\$222,500	22.7%
322-DOWNTOWN ST AUGUSTINE	1	3.7%	0.0%	0	0.0%	-100.0%	\$510,750	49.1%	\$510,750	-11.5%
323-DAVIS SHORES	0	0.0%	--	0	0.0%	--	\$330,750	-6.2%	\$394,000	-15.5%
331-ST AUGUSTINE BEACH	3	1.5%	-40.0%	0	0.0%	--	\$350,000	6.1%	\$466,862	33.3%
332-CRESCENT BEACH/SUMMER HAVEN	0	0.0%	--	0	0.0%	--	\$390,000	21.9%	\$455,056	42.2%
333-ST JOHNS COUNTY-SE	0	0.0%	--	0	0.0%	-100.0%	\$307,382	7.1%	\$307,188	7.0%
334-MOULTRIE/ST AUGUSTINE SHORES	0	0.0%	-100.0%	0	0.0%	--	\$239,000	25.9%	\$265,593	9.0%
335-ST AUGUSTINE SOUTH	1	11.1%	--	0	0.0%	-100.0%	\$264,250	12.4%	\$259,350	14.3%
336-RAVENSWOOD/WEST AUGUSTINE	2	1.6%	0.0%	2	6.9%	--	\$219,000	29.6%	\$215,119	12.7%
337-OLD MOULTRIE RD/WILDWOOD	3	2.4%	200.0%	0	0.0%	--	\$214,995	-8.2%	\$225,032	-8.1%
341-FLAGLER ESTATES/HASTINGS	3	30.0%	50.0%	0	0.0%	--	\$87,500	-48.2%	\$87,500	-48.2%
342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95	1	9.1%	0.0%	0	0.0%	--	\$275,500	14.1%	\$239,167	-1.0%
343-MOLASSES JUNCTION/ELKTON	0	0.0%	--	0	0.0%	--	\$270,000	50.0%	\$270,000	50.0%
344-HASTINGS/TOCOI/RIVRERDALE	0	--	--	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
410-FERNANDINA BEACH DOWNTOWN-WEST	0	0.0%	--	0	0.0%	--	\$265,661	-15.7%	\$265,661	-15.7%
420-FERNANDINA BEACH-DOWNTOWN-EAST	0	0.0%	--	0	0.0%	--	\$92,500	-54.9%	\$92,500	-54.9%
430-NASSAU COUNTY BEACHES-NORTH	1	12.5%	--	0	0.0%	--	\$645,000	61.3%	\$645,000	61.3%

# 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 2018

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
431-NASSAU COUNTY BEACHES-SOUTH	0	0.0%	-100.0%	0	0.0%	--	\$390,000	8.6%	\$390,000	19.8%
440-FERNANDINA BEACH DOWNTOWN-SOUTH	0	0.0%	-100.0%	0	0.0%	-100.0%	\$300,000	22.4%	\$361,300	31.9%
450-AMELIA ISLAND-NORTH OF BURNEY ROAD	2	7.1%	0.0%	0	0.0%	--	\$475,000	50.8%	\$607,168	132.5%
460-AMELIA ISLAND PLANTATION	1	2.0%	-66.7%	0	0.0%	--	\$492,500	-33.2%	\$636,536	2.6%
470-PINEY ISLAND AREA	0	--	--	0	--	--	\$0	0.0%	\$0	0.0%
471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS	2	5.7%	-33.3%	0	0.0%	-100.0%	\$239,194	3.5%	\$298,772	19.1%
472-ONEIL/NASSAVILLE/HOLLY POINT	4	5.7%	-50.0%	2	10.5%	--	\$310,000	9.7%	\$326,832	15.0%
480-NASSAU COUNTY-N OF A1A/W OF LOFTON CREEK	0	0.0%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
481-NASSAU COUNTY-S OF A1A/W OF LOFTON CREEK	0	0.0%	-100.0%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
490-CALLAHAN	0	0.0%	-100.0%	0	0.0%	-100.0%	\$176,250	19.9%	\$176,250	19.9%
491-HILLARD	0	0.0%	-100.0%	1	33.3%	0.0%	\$128,000	34.7%	\$112,600	18.5%
492-NASSAU COUNTY-W OF I-95/N TO STATE LINE	2	3.0%	-85.7%	0	0.0%	-100.0%	\$250,750	27.9%	\$217,307	11.4%
501-MACCLENNY AREA	3	6.0%	-62.5%	0	0.0%	-100.0%	\$185,000	17.5%	\$191,719	6.7%
502-BAKER COUNTY-NW	1	7.1%	0.0%	3	42.9%	200.0%	\$110,000	27.2%	\$124,407	49.4%
503-BAKER COUNTY-SOUTH	2	15.4%	0.0%	0	0.0%	-100.0%	\$305,000	161.8%	\$316,667	115.4%
521-BRADFORD COUNTY-NE	1	9.1%	-75.0%	0	0.0%	-100.0%	\$131,900	43.4%	\$127,967	24.4%
522-BRADFORD COUNTY-NW	3	11.1%	0.0%	1	16.7%	0.0%	\$150,500	13.6%	\$135,352	3.1%
523-BRADFORD COUNTY-SE	0	0.0%	-100.0%	1	25.0%	0.0%	\$215,000	109.9%	\$253,125	124.9%
524-BRADFORD COUNTY-SW	1	7.7%	--	1	50.0%	-50.0%	\$139,950	70.7%	\$139,950	46.3%
541-UNION COUNTY-NORTH	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
542-UNION COUNTY-SOUTH	0	0.0%	--	0	0.0%	--	\$130,500	-56.5%	\$119,750	-60.1%
561-GREATER PALATKA	5	7.7%	-70.6%	3	15.8%	-50.0%	\$80,000	35.0%	\$104,353	16.6%
562-BARDIN/WEST BOSTWICK	0	0.0%	--	1	100.0%	--	\$50,000	0.0%	\$50,000	0.0%
563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK	2	7.7%	100.0%	2	33.3%	0.0%	\$113,500	37.6%	\$152,775	12.3%
564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS	2	3.6%	-77.8%	0	0.0%	-100.0%	\$98,250	-21.4%	\$123,893	5.8%
571-INTERLACHEN-SE	0	0.0%	-100.0%	0	0.0%	--	\$92,000	-43.6%	\$112,967	-30.7%
572-INTERLACHEN-NE	4	12.1%	33.3%	1	12.5%	--	\$68,050	8.9%	\$73,638	-17.5%
573-INTERLACHEN-SW	1	6.7%	-50.0%	0	0.0%	--	\$169,000	322.5%	\$150,833	133.2%
574-INTERLACHEN-NW	3	9.7%	-50.0%	2	25.0%	--	\$51,000	-39.6%	\$81,875	-3.1%
575-WEST OF SR-21	1	5.9%	-50.0%	0	0.0%	-100.0%	\$155,000	224.6%	\$151,667	217.6%
576-GEORGES LAKE	0	0.0%	-100.0%	0	0.0%	--	\$55,750	-23.3%	\$55,750	-37.3%
581-SATSUMA/HOOT OWL RIDGE	2	8.0%	-71.4%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST	1	1.7%	-85.7%	1	16.7%	0.0%	\$77,450	64.8%	\$110,250	2.4%
583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL	0	0.0%	-100.0%	0	0.0%	-100.0%	\$62,000	-8.6%	\$84,118	33.0%
584-OCALA NATIONAL FOREST/OKLAWAHA RIVER	0	0.0%	--	0	--	--	\$0	-100.0%	\$0	-100.0%