

Lender-Mediated Report

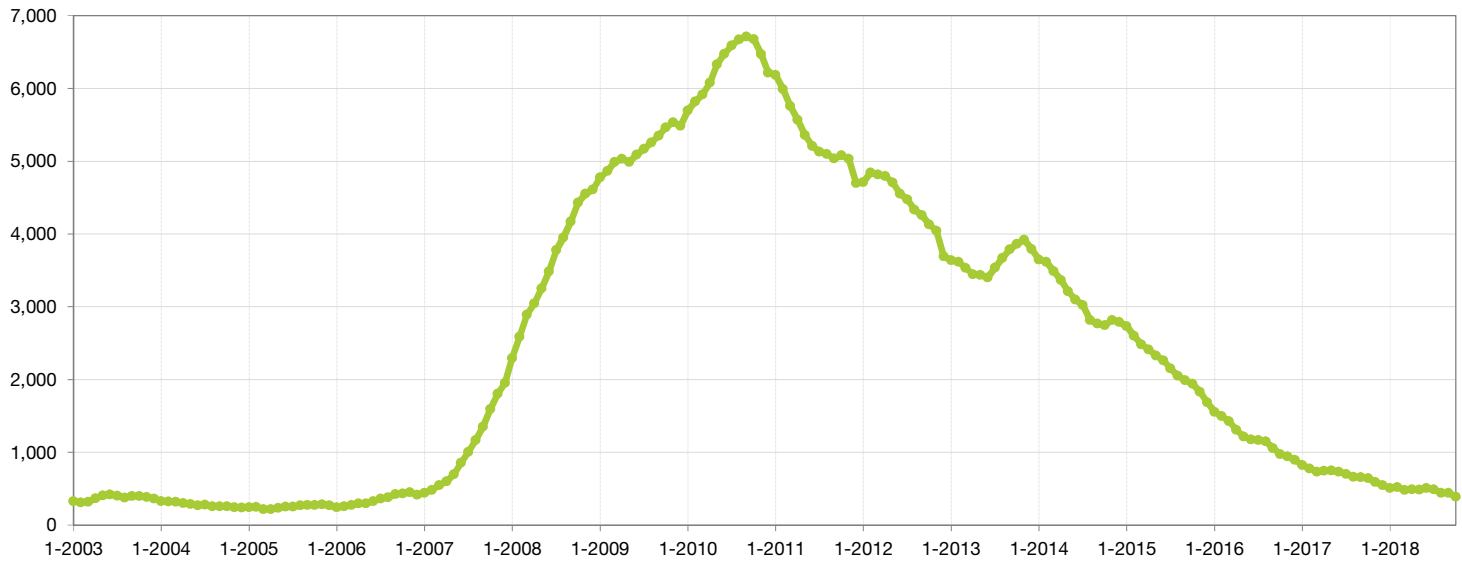
A RESEARCH TOOL PROVIDED BY THE NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



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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



October 2018

New Listings in the Northeast Florida region increased 13.6 percent to 3,416.

- Traditional New Listings increased 14.5 percent to 3,235.
- Lender-mediated New Listings decreased 0.5 percent to 181.
- Share of all New Listings that were lender-mediated fell to 5.3 percent.

Closed Sales were down 0.3 percent to 2,323.

- Traditional Closed Sales were up 3.5 percent to 2,204.
- Lender-mediated Closed Sales were down 40.5 percent to 119.
- Share of all Closed Sales that were lender-mediated fell to 5.1 percent.

The Median Sales Price rose 3.5 percent to \$211,900.

- The traditional Median Sales Price rose 2.4 percent to \$216,000.
- The lender-mediated Median Sales Price declined 0.4 percent to \$123,000.

| | |
|----------------------------------|---|
| 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."



Lender-Mediated Report

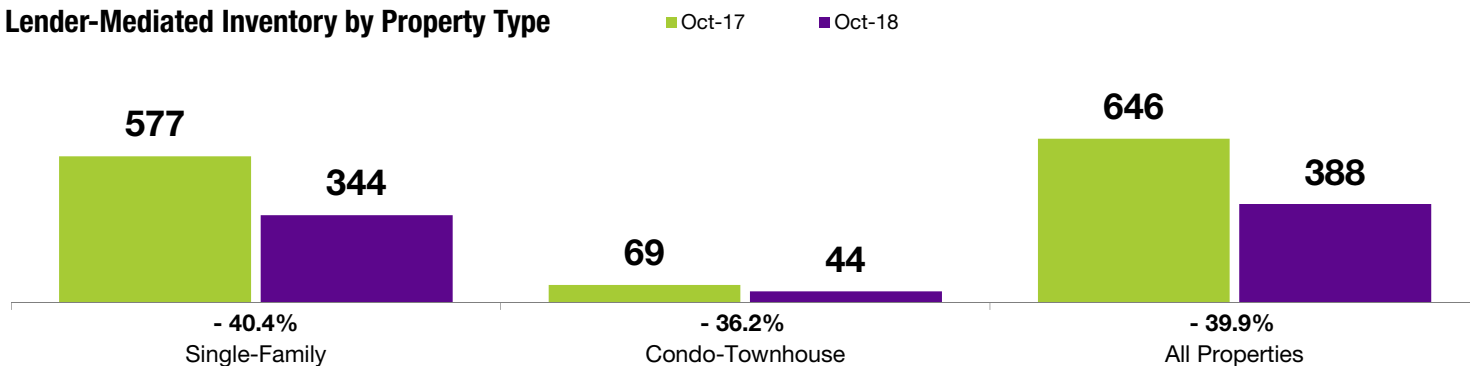
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Inventory of Homes for Sale

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|------------|----------------|--------------|--------------|---------------|--------------|--------------|---------------|--|-------------|
| | Oct-17 | Oct-18 | + / - | Oct-17 | Oct-18 | + / - | Oct-17 | Oct-18 | + / - | Oct-17 | Oct-18 |
| Single-Family | 577 | 344 | - 40.4% | 7,267 | 7,594 | + 4.5% | 7,844 | 7,938 | + 1.2% | 7.4% | 4.3% |
| Condo-Townhouse | 69 | 44 | - 36.2% | 1,012 | 1,256 | + 24.1% | 1,081 | 1,300 | + 20.3% | 6.4% | 3.4% |
| All Properties | 646 | 388 | - 39.9% | 8,279 | 8,850 | + 6.9% | 8,925 | 9,238 | + 3.5% | 7.2% | 4.2% |

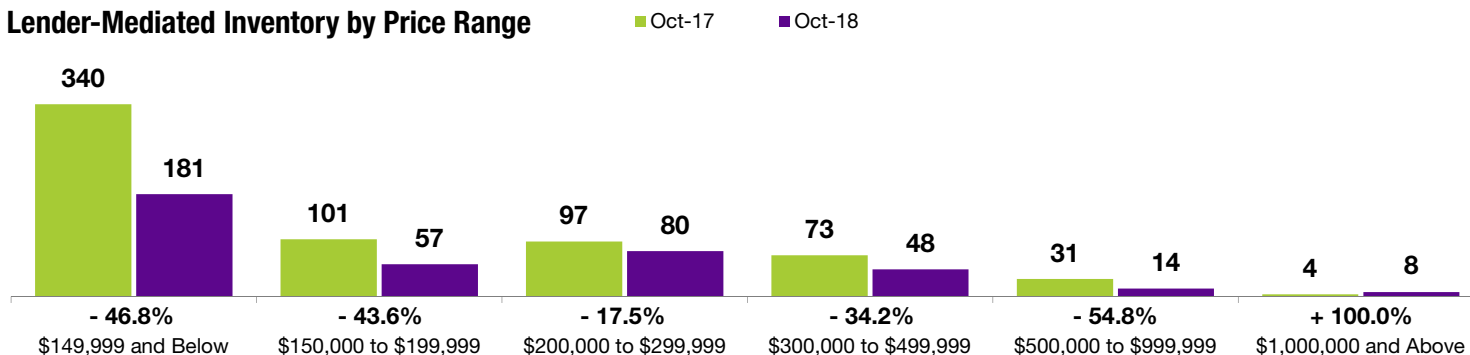
Lender-Mediated Inventory by Property Type



Inventory by Price Range

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-------------------------|-----------------|------------|----------------|--------------|--------------|---------------|--------------|--------------|---------------|--|-------------|
| | Oct-17 | Oct-18 | + / - | Oct-17 | Oct-18 | + / - | Oct-17 | Oct-18 | + / - | Oct-17 | Oct-18 |
| \$149,999 and Below | 340 | 181 | - 46.8% | 1,555 | 1,450 | - 6.8% | 1,895 | 1,631 | - 13.9% | 17.9% | 11.1% |
| \$150,000 to \$199,999 | 101 | 57 | - 43.6% | 900 | 919 | + 2.1% | 1,001 | 976 | - 2.5% | 10.1% | 5.8% |
| \$200,000 to \$299,999 | 97 | 80 | - 17.5% | 2,090 | 2,530 | + 21.1% | 2,187 | 2,610 | + 19.3% | 4.4% | 3.1% |
| \$300,000 to \$499,999 | 73 | 48 | - 34.2% | 2,266 | 2,346 | + 3.5% | 2,339 | 2,394 | + 2.4% | 3.1% | 2.0% |
| \$500,000 to \$999,999 | 31 | 14 | - 54.8% | 1,085 | 1,170 | + 7.8% | 1,116 | 1,184 | + 6.1% | 2.8% | 1.2% |
| \$1,000,000 and Above | 4 | 8 | + 100.0% | 383 | 435 | + 13.6% | 387 | 443 | + 14.5% | 1.0% | 1.8% |
| All Price Ranges | 646 | 388 | - 39.9% | 8,279 | 8,850 | + 6.9% | 8,925 | 9,238 | + 3.5% | 7.2% | 4.2% |

Lender-Mediated Inventory by Price Range



Lender-Mediated Report

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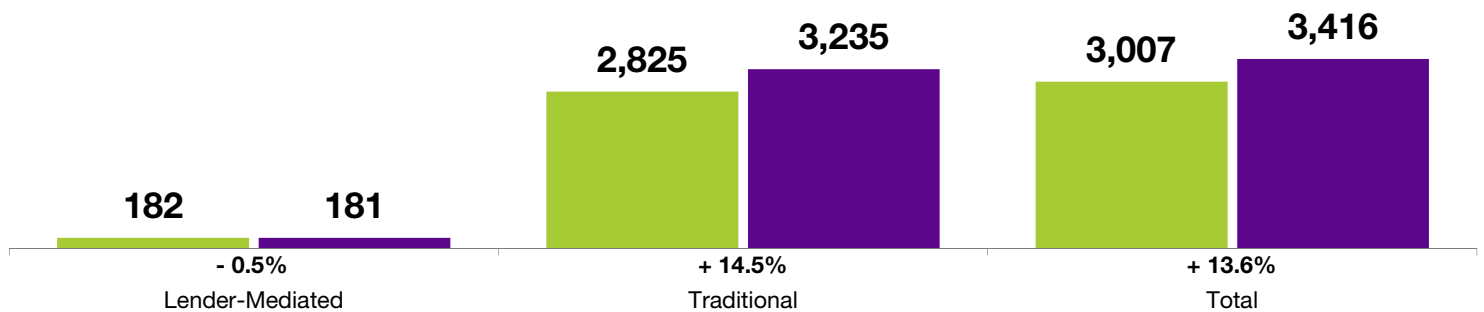


New Listings

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|------------|---------------|--------------|--------------|----------------|--------------|--------------|----------------|--|-------------|
| | Oct-17 | Oct-18 | + / - | Oct-17 | Oct-18 | + / - | Oct-17 | Oct-18 | + / - | Oct-17 | Oct-18 |
| Single-Family | 165 | 156 | - 5.5% | 2,387 | 2,650 | + 11.0% | 2,552 | 2,806 | + 10.0% | 6.5% | 5.6% |
| Condo-Townhouse | 17 | 25 | + 47.1% | 438 | 585 | + 33.6% | 455 | 610 | + 34.1% | 3.7% | 4.1% |
| All Properties | 182 | 181 | - 0.5% | 2,825 | 3,235 | + 14.5% | 3,007 | 3,416 | + 13.6% | 6.1% | 5.3% |

Change in New Listings for All Properties

■ Oct-17 ■ Oct-18

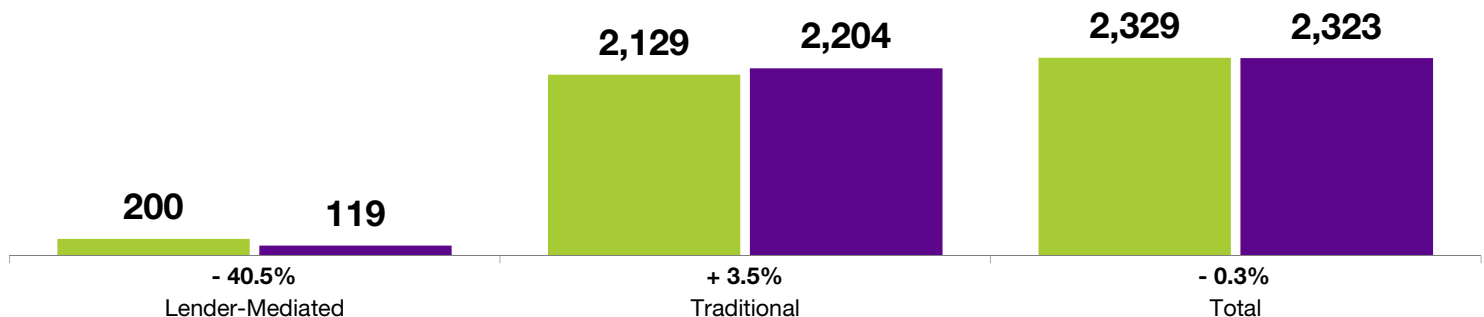


Closed Sales

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|------------|----------------|--------------|--------------|---------------|--------------|--------------|---------------|--|-------------|
| | Oct-17 | Oct-18 | + / - | Oct-17 | Oct-18 | + / - | Oct-17 | Oct-18 | + / - | Oct-17 | Oct-18 |
| Single-Family | 176 | 108 | - 38.6% | 1,777 | 1,787 | + 0.6% | 1,953 | 1,895 | - 3.0% | 9.0% | 5.7% |
| Condo-Townhouse | 24 | 11 | - 54.2% | 352 | 417 | + 18.5% | 376 | 428 | + 13.8% | 6.4% | 2.6% |
| All Properties | 200 | 119 | - 40.5% | 2,129 | 2,204 | + 3.5% | 2,329 | 2,323 | - 0.3% | 8.6% | 5.1% |

Change in Closed Sales for All Properties

■ Oct-17 ■ Oct-18



Lender-Mediated Report

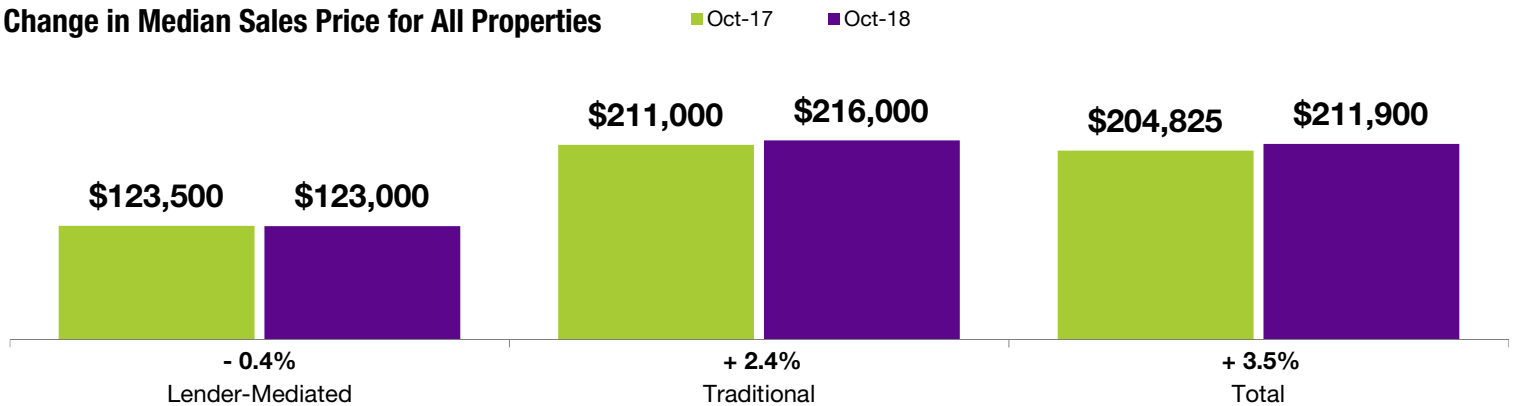
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Median Sales Price

| | Lender-Mediated | | | Traditional | | | Total | | |
|-----------------------|------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|
| | Oct-17 | Oct-18 | + / - | Oct-17 | Oct-18 | + / - | Oct-17 | Oct-18 | + / - |
| Single-Family | \$133,111 | \$135,000 | + 1.4% | \$221,990 | \$235,000 | + 5.9% | \$215,000 | \$230,000 | + 7.0% |
| Condo-Townhouse | \$106,003 | \$98,000 | - 7.5% | \$155,000 | \$150,000 | - 3.2% | \$150,250 | \$211,900 | + 41.0% |
| All Properties | \$123,500 | \$123,000 | - 0.4% | \$211,000 | \$216,000 | + 2.4% | \$204,825 | \$211,900 | + 3.5% |

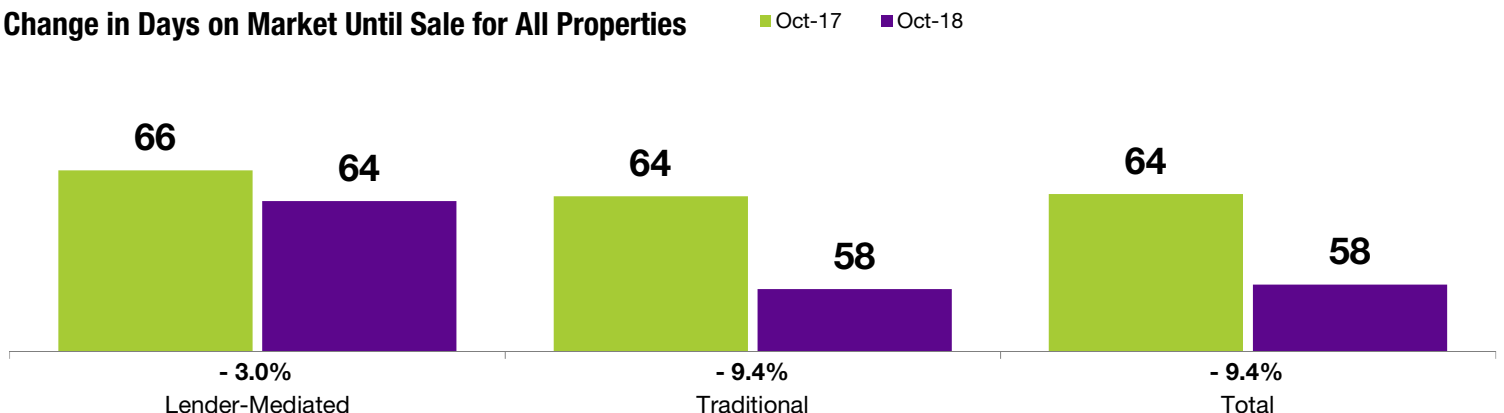
Change in Median Sales Price for All Properties



Days on Market Until Sale

| | Lender-Mediated | | | Traditional | | | Total | | |
|-----------------------|-----------------|-----------|---------------|-------------|-----------|---------------|-----------|-----------|---------------|
| | Oct-17 | Oct-18 | + / - | Oct-17 | Oct-18 | + / - | Oct-17 | Oct-18 | + / - |
| Single-Family | 66 | 65 | - 1.5% | 67 | 61 | - 9.0% | 67 | 61 | - 9.0% |
| Condo-Townhouse | 63 | 46 | - 27.0% | 47 | 45 | - 4.3% | 48 | 45 | - 6.3% |
| All Properties | 66 | 64 | - 3.0% | 64 | 58 | - 9.4% | 64 | 58 | - 9.4% |

Change in Days on Market Until Sale for All Properties



Lender-Mediated Report

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Lender-Mediated Activity by Area

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

October 2018

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|---|-----------|-------|---------|--------------|-------|---------|--------------------|---------|---------------------|---------|
| Baker County | 1 | 1.1% | -83.3% | 0 | 0.0% | -- | \$193,000 | 10.3% | \$184,763 | 3.1% |
| Clay County | 59 | 5.4% | -33.7% | 16 | 5.2% | -44.8% | \$203,000 | 8.9% | \$217,664 | 6.8% |
| Duval County | 227 | 5.0% | -39.5% | 74 | 5.6% | -40.8% | \$190,000 | 8.0% | \$228,782 | 4.8% |
| Nassau County | 7 | 3.0% | -56.3% | 1 | 6.3% | -87.5% | \$255,000 | 0.0% | \$337,124 | -11.8% |
| Putnam County | 22 | 5.7% | -56.0% | 4 | 6.3% | -73.3% | \$117,000 | 52.5% | \$135,848 | 24.6% |
| St. Johns County | 46 | 2.0% | -41.0% | 15 | 3.3% | 0.0% | \$332,000 | 5.4% | \$402,226 | 9.5% |
| 011-SAN MARCO | 3 | 2.4% | 200.0% | 0 | 0.0% | -- | \$273,000 | -9.0% | \$300,832 | -24.0% |
| 012-SAN JOSE | 8 | 5.7% | -27.3% | 2 | 6.7% | -- | \$260,000 | 65.2% | \$388,338 | 32.1% |
| 013-BEAUCLERC/MANDARIN NORTH | 8 | 4.7% | 0.0% | 1 | 1.7% | -50.0% | \$223,500 | 16.9% | \$231,198 | 7.2% |
| 014-MANDARIN | 15 | 6.6% | 66.7% | 5 | 6.8% | -28.6% | \$241,450 | -2.6% | \$258,827 | -2.6% |
| 015-BARTRAM | 8 | 7.0% | 300.0% | 0 | 0.0% | -100.0% | \$205,000 | -6.3% | \$223,548 | -2.4% |
| 021-ST NICHOLAS AREA | 4 | 6.1% | -55.6% | 2 | 9.5% | -50.0% | \$133,000 | 0.4% | \$143,224 | 9.8% |
| 022-GROVE PARK/SAN SOUCI | 0 | -- | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |
| 023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD | 5 | 4.3% | -50.0% | 2 | 3.9% | -66.7% | \$162,500 | 12.1% | \$186,196 | 12.9% |
| 024-BAYMEADOWS/DEERWOOD | 6 | 3.1% | -50.0% | 3 | 2.5% | -50.0% | \$142,990 | 12.1% | \$176,540 | -9.5% |
| 025-INTRACOASTAL WEST-NORTH OF BEACH BLVD | 3 | 3.3% | -50.0% | 0 | 0.0% | -100.0% | \$344,750 | 9.4% | \$392,066 | 15.0% |
| 026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD | 7 | 4.4% | -22.2% | 1 | 2.2% | -- | \$310,250 | 14.1% | \$345,709 | 17.4% |
| 027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD | 2 | 3.2% | 0.0% | 0 | 0.0% | -100.0% | \$303,000 | -30.3% | \$415,476 | -41.5% |
| 028-BAYARD | 0 | 0.0% | -- | 0 | 0.0% | -- | \$314,780 | 0.0% | \$314,780 | 0.0% |
| 029-NOCATEE (DUVAL COUNTY) | 0 | 0.0% | -- | 0 | 0.0% | -- | \$428,000 | 4.4% | \$431,325 | 8.1% |
| 031-RIVERSIDE | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$284,950 | 21.3% | \$290,990 | 16.4% |
| 032-AVONDALE | 2 | 1.8% | -33.3% | 1 | 4.0% | 0.0% | \$245,000 | -1.4% | \$293,406 | -0.9% |
| 033-ORTEGA/VENETIA | 2 | 3.3% | -50.0% | 0 | 0.0% | -- | \$222,500 | -22.7% | \$241,250 | -24.4% |
| 041-ARLINGTON | 16 | 7.0% | -50.0% | 4 | 5.2% | 0.0% | \$165,300 | 13.2% | \$176,333 | 13.7% |
| 042-FT CAROLINE | 6 | 4.9% | -33.3% | 4 | 11.8% | -20.0% | \$242,250 | 15.9% | \$245,210 | 9.7% |
| 043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD | 6 | 5.3% | -25.0% | 4 | 9.5% | 100.0% | \$245,250 | 6.6% | \$314,125 | -2.9% |
| 051-MURRAY HILL | 2 | 2.7% | -50.0% | 0 | 0.0% | -100.0% | \$163,000 | 27.8% | \$160,746 | 21.0% |
| 052-LAKESHORE | 2 | 4.3% | -60.0% | 1 | 7.1% | 0.0% | \$116,500 | 43.8% | \$126,243 | 34.7% |
| 053-HYDE GROVE AREA | 4 | 7.3% | -60.0% | 1 | 5.3% | -66.7% | \$90,000 | -17.4% | \$107,368 | 1.6% |
| 054-CEDAR HILLS | 0 | 0.0% | -100.0% | 2 | 16.7% | -33.3% | \$120,500 | 36.2% | \$120,825 | 33.9% |
| 055-CONFEDERATE POINT/ORTEGA FARMS | 2 | 8.0% | 0.0% | 1 | 16.7% | -- | \$130,500 | -29.5% | \$164,733 | -22.0% |
| 056-YUKON/WESCONNETT/OAK HILL | 4 | 6.0% | -71.4% | 1 | 3.4% | -80.0% | \$147,500 | 8.9% | \$148,429 | 9.8% |
| 061-NORMANDY AREA | 0 | -- | -- | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 062-CRYSTAL SPRINGS/COUNTRY CREEK AREA | 7 | 9.5% | -41.7% | 3 | 13.0% | -- | \$187,954 | 4.1% | \$198,184 | 7.4% |
| 063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES | 4 | 6.7% | -66.7% | 3 | 11.1% | 0.0% | \$142,500 | 1.8% | \$136,141 | -2.7% |
| 064-BENT CREEK/PLUM TREE | 1 | 2.1% | -75.0% | 0 | 0.0% | -100.0% | \$202,000 | 20.2% | \$204,835 | 16.8% |
| 065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW | 2 | 6.7% | -50.0% | 0 | 0.0% | -100.0% | \$201,990 | 21.8% | \$206,181 | -5.3% |
| 066-CECIL COMMERCE AREA | 3 | 8.3% | 50.0% | 0 | 0.0% | -- | \$180,000 | -45.3% | \$192,873 | -41.3% |
| 067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL) | 1 | 0.8% | -91.7% | 3 | 7.9% | -40.0% | \$183,500 | 13.1% | \$188,447 | 11.6% |
| 071-BRENTWOOD/EVERGREEN | 4 | 5.9% | -33.3% | 2 | 14.3% | 100.0% | \$101,750 | 2.8% | \$89,073 | 7.3% |

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.

October 2018

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|--|-----------|-------|---------|--------------|-------|---------|--------------------|---------|---------------------|---------|
| 072-SPRINGFIELD | 1 | 2.6% | -50.0% | 0 | 0.0% | -- | \$137,550 | 0.8% | \$171,410 | 0.2% |
| 073-DOWNTOWN JACKSONVILLE-NORTHBANK | 2 | 10.0% | -33.3% | 0 | 0.0% | -- | \$214,900 | 40.5% | \$203,633 | 33.1% |
| 074-PAXON | 6 | 7.7% | -53.8% | 1 | 4.2% | -66.7% | \$59,950 | 17.5% | \$62,415 | -29.1% |
| 075-TROUT RIVER/COLLEGE PARK/RIBAULT MANOR | 22 | 8.3% | -8.3% | 8 | 17.4% | -42.9% | \$56,047 | -6.3% | \$68,127 | -15.3% |
| 076-DOWNTOWN JACKSONVILLE-EASTSIDE | 2 | 5.3% | -33.3% | 0 | 0.0% | -100.0% | \$16,500 | -57.0% | \$23,700 | -33.7% |
| 081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST | 8 | 8.5% | -46.7% | 2 | 9.5% | 0.0% | \$195,000 | 23.8% | \$205,879 | 42.7% |
| 082-DINSMORE/NORTHWEST DUVAL COUNTY | 1 | 6.3% | -50.0% | 0 | 0.0% | -- | \$278,500 | 0.0% | \$278,500 | 0.0% |
| 091-GARDEN CITY/AIRPORT | 13 | 6.9% | -45.8% | 9 | 15.3% | 28.6% | \$179,900 | 2.8% | \$173,662 | 4.8% |
| 092-OCEANWAY/PECAN PARK | 3 | 2.2% | -72.7% | 0 | 0.0% | -100.0% | \$235,000 | 17.8% | \$218,306 | 11.3% |
| 095-SAN MATEO/EASTPORT | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$135,000 | -20.4% | \$202,580 | 10.2% |
| 096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT | 6 | 4.0% | -33.3% | 1 | 3.4% | -85.7% | \$252,200 | 13.2% | \$259,201 | 6.6% |
| 121-FLEMING ISLAND-NE | 1 | 14.3% | -66.7% | 0 | 0.0% | -- | \$270,000 | 21.9% | \$270,000 | 20.8% |
| 122-FLEMING ISLAND-NW | 2 | 3.0% | -33.3% | 0 | 0.0% | -100.0% | \$314,950 | -5.8% | \$304,993 | -23.0% |
| 123-FLEMING ISLAND-SE | 1 | 3.1% | -80.0% | 0 | 0.0% | -- | \$278,990 | 11.6% | \$300,008 | 9.7% |
| 124-FLEMING ISLAND-SW | 3 | 6.0% | -57.1% | 1 | 5.6% | -50.0% | \$236,250 | -1.6% | \$247,550 | 0.5% |
| 131-MEADOWBROOK/LOCH RANE | 3 | 10.3% | -57.1% | 2 | 25.0% | -- | \$234,950 | 64.3% | \$251,863 | 60.4% |
| 132-BELLAIR/GROVE PARK | 2 | 11.8% | -50.0% | 0 | 0.0% | -100.0% | \$175,500 | 21.0% | \$172,853 | 25.3% |
| 133-NORTH ORANGE PARK | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$208,000 | 21.5% | \$289,333 | 93.1% |
| 134-SOUTH BLANDING | 3 | 10.0% | 200.0% | 0 | 0.0% | -- | \$197,500 | 1.3% | \$208,692 | 6.5% |
| 135-PARK WEST/MONTCLAIR | 1 | 6.7% | 0.0% | 0 | 0.0% | -100.0% | \$229,900 | 28.5% | \$229,900 | 24.2% |
| 136-LAKESIDE ESTATES | 3 | 14.3% | -- | 2 | 20.0% | 0.0% | \$165,995 | -6.7% | \$182,695 | 15.0% |
| 137-DOCTOR'S LAKE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$223,000 | -69.2% | \$391,044 | -44.5% |
| 138-TANGLEWOOD/DOCTORS INLET | 0 | -- | -- | -- | 0.0% | -100.0% | -- | -100.0% | -- | -100.0% |
| 139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY | 9 | 5.1% | -43.8% | 1 | 1.5% | -66.7% | \$229,400 | 22.7% | \$236,045 | 17.1% |
| 141-MIDDLEBURG NW | 3 | 2.2% | -57.1% | 1 | 4.2% | 0.0% | \$201,500 | 37.1% | \$185,959 | 19.4% |
| 142-MIDDLEBURG EAST/LAKE ASBURY | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$66,000 | -73.5% | \$80,333 | -62.1% |
| 143-FOXMEADOW AREA | 2 | 4.4% | -50.0% | 1 | 4.5% | -50.0% | \$216,930 | 2.1% | \$229,860 | 13.1% |
| 144-MIDDLEBURG-SE | 1 | 5.9% | -- | 2 | 33.3% | -- | \$167,000 | 0.0% | \$175,500 | 0.0% |
| 145-MIDDLEBURG-SW | 3 | 7.0% | -57.1% | 2 | 20.0% | -33.3% | \$144,500 | -3.7% | \$136,410 | -6.8% |
| 151-KEYSTONE HEIGHTS | 8 | 10.8% | 100.0% | 2 | 13.3% | -50.0% | \$128,000 | -6.9% | \$142,762 | 16.2% |
| 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% | -100.0% | 0 | 0.0% | -- | \$141,000 | 0.0% | \$141,000 | 0.0% |
| 211-JACKSONVILLE BEACH-NE | 2 | 7.4% | -50.0% | 0 | 0.0% | -100.0% | \$784,500 | 117.5% | \$864,500 | 90.7% |
| 212-JACKSONVILLE BEACH-SE | 1 | 0.9% | -50.0% | 1 | 7.1% | -- | \$480,000 | 0.0% | \$612,550 | 2.7% |
| 213-JACKSONVILLE BEACH-NW | 2 | 5.9% | -- | 0 | 0.0% | -- | \$330,000 | 9.2% | \$338,462 | 12.2% |
| 214-JACKSONVILLE BEACH-SW | 2 | 2.5% | 0.0% | 0 | 0.0% | -- | \$295,000 | -19.8% | \$317,085 | -26.3% |
| 221-NEPTUNE BEACH-EAST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$389,000 | -19.8% | \$546,836 | 2.9% |
| 222-NEPTUNE BEACH-WEST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$419,000 | -3.7% | \$447,800 | 11.3% |
| 231-ATLANTIC BEACH-EAST | 0 | 0.0% | -- | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |

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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.

October 2018

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|--|-----------|-------|---------|--------------|-------|---------|--------------------|---------|---------------------|---------|
| 232-ATLANTIC BEACH/MAYPORT-WEST | 0 | -- | -- | 0 | -- | -- | -- | -100.0% | \$0 | -100.0% |
| 251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD | 0 | 0.0% | -- | 0 | 0.0% | -- | \$1,089,950 | -7.2% | \$1,405,733 | 19.6% |
| 252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD | 1 | 1.0% | -75.0% | 0 | 0.0% | -- | \$230,000 | -63.5% | \$388,106 | -67.1% |
| 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% | -- | 0 | 0.0% | -100.0% | \$375,000 | -11.2% | \$798,438 | 36.7% |
| 262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD | 5 | 5.5% | -28.6% | 1 | 5.3% | -- | \$435,000 | 18.9% | \$470,019 | 29.3% |
| 263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210 | 1 | 1.9% | -75.0% | 0 | 0.0% | -- | \$917,000 | 52.8% | \$935,417 | 52.5% |
| 264-SOUTH PONTE VEDRA BEACH | 2 | 3.5% | 100.0% | 0 | 0.0% | -- | \$555,000 | 7.8% | \$1,384,667 | 195.7% |
| 265-PONTE VEDRA/NOCATÉE-STJ | 1 | 0.5% | -80.0% | 2 | 3.0% | -- | \$406,000 | -5.7% | \$438,334 | -1.1% |
| 266-VILANO BEACH | 1 | 1.7% | -- | 0 | 0.0% | -- | \$320,000 | -32.2% | \$322,789 | -30.3% |
| 271-NOCATÉE NORTH | 0 | 0.0% | -- | 1 | 8.3% | -- | \$572,127 | 31.4% | \$528,724 | 13.0% |
| 272-NOCATÉE SOUTH | 1 | 0.6% | -80.0% | 1 | 1.8% | -- | \$395,571 | -2.9% | \$418,613 | -2.6% |
| 301-JULINGTON CREEK/SWITZERLAND | 7 | 1.8% | -30.0% | 6 | 6.3% | 0.0% | \$320,000 | 5.8% | \$341,687 | 10.5% |
| 302-ORANGEDALE AREA | 1 | 1.9% | 0.0% | 0 | 0.0% | -100.0% | \$392,500 | 16.8% | \$489,250 | 46.6% |
| 303-PALMO/SIX MILE AREA | 2 | 6.3% | -- | 1 | 20.0% | -- | \$305,085 | 0.0% | \$310,265 | 0.0% |
| 304- 210 SOUTH | 3 | 2.8% | -57.1% | 1 | 3.3% | -- | \$326,565 | -2.4% | \$329,348 | 1.4% |
| 305-WORLD GOLF VILLAGE AREA-CENTRAL | 2 | 3.2% | 0.0% | 0 | 0.0% | -100.0% | \$228,500 | -23.8% | \$236,962 | -18.3% |
| 306-WORLD GOLF VILLAGE AREA-NE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$277,495 | 10.6% | \$277,495 | 10.6% |
| 307-WORLD GOLF VILLAGE AREA-SE | 1 | 2.1% | 0.0% | 0 | 0.0% | -100.0% | \$399,900 | 49.2% | \$398,120 | 58.1% |
| 308-WORLD GOLF VILLAGE AREA-SW | 2 | 2.5% | -60.0% | 1 | 6.3% | 0.0% | \$276,754 | 5.8% | \$292,635 | 7.3% |
| 309-WORLD GOLF VILLAGE AREA-WEST | 1 | 1.2% | -80.0% | 1 | 5.6% | 0.0% | \$330,000 | 19.7% | \$379,601 | 31.7% |
| 312-PALENCIA AREA | 3 | 2.5% | -57.1% | 0 | 0.0% | -100.0% | \$427,610 | 8.3% | \$427,192 | 6.9% |
| 313-WHITECASTLE/AIRPORT AREA | 2 | 6.7% | 100.0% | 0 | 0.0% | -- | \$321,300 | 65.2% | \$317,454 | 63.2% |
| 321-NORTH CITY-ST AUGUSTINE | 1 | 5.3% | -- | 0 | 0.0% | -- | \$226,500 | -74.7% | \$264,250 | -70.5% |
| 322-DOWNTOWN ST AUGUSTINE | 1 | 2.4% | 0.0% | 0 | 0.0% | -- | \$540,000 | 157.1% | \$546,667 | 160.3% |
| 323-DAVIS SHORES | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$234,500 | -48.3% | \$446,700 | -1.6% |
| 331-ST AUGUSTINE BEACH | 1 | 0.5% | -75.0% | 0 | 0.0% | -- | \$347,500 | -6.3% | \$424,851 | 9.4% |
| 332-CRESCENT BEACH/SUMMER HAVEN | 0 | 0.0% | -- | 0 | 0.0% | -- | \$270,000 | -64.0% | \$453,850 | -39.6% |
| 333-ST JOHNS COUNTY-SE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$309,900 | 0.0% | \$309,900 | 0.0% |
| 334-MOULTRIE/ST AUGUSTINE SHORES | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$184,000 | -23.3% | \$205,250 | -21.0% |
| 335-ST AUGUSTINE SOUTH | 1 | 5.6% | -50.0% | 0 | 0.0% | -- | \$220,500 | 7.7% | \$221,750 | 10.0% |
| 336-RAVENSWOOD/WEST AUGUSTINE | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$189,000 | -19.1% | \$225,949 | 6.8% |
| 337-OLD MOULTRIE RD/WILDWOOD | 3 | 2.7% | 200.0% | 0 | 0.0% | -- | \$229,000 | -4.6% | \$284,136 | 17.6% |
| 341-FLAGLER ESTATES/HASTINGS | 3 | 42.9% | 0.0% | 2 | 50.0% | -- | \$95,500 | 0.0% | \$96,865 | 0.0% |
| 342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95 | 1 | 11.1% | 0.0% | 0 | 0.0% | -- | \$235,000 | 7.8% | \$238,433 | 9.4% |
| 343-MOLASSES JUNCTION/ELKTON | 0 | 0.0% | -100.0% | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |
| 344-HASTINGS/TOCOI/RIVRERDALE | 0 | -- | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |
| 410-FERNANDINA BEACH DOWNTOWN-WEST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$248,900 | 17.0% | \$343,767 | 61.6% |
| 420-FERNANDINA BEACH-DOWNTOWN-EAST | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$335,000 | -0.3% | \$335,000 | -0.3% |
| 430-NASSAU COUNTY BEACHES-NORTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$805,000 | 0.0% | \$701,667 | 0.0% |

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.

October 2018

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|---|-----------|-------|---------|--------------|--------|---------|--------------------|---------|---------------------|---------|
| 431-NASSAU COUNTY BEACHES-SOUTH | 1 | 7.7% | -- | 0 | 0.0% | -- | \$375,000 | -18.0% | \$445,333 | -27.7% |
| 440-FERNANDINA BEACH DOWNTOWN-SOUTH | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$276,000 | 29.8% | \$297,667 | -7.6% |
| 450-AMELIA ISLAND-NORTH OF BURNEY ROAD | 1 | 4.5% | -50.0% | 1 | 33.3% | 0.0% | \$345,181 | -29.6% | \$344,394 | -54.6% |
| 460-AMELIA ISLAND PLANTATION | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$530,000 | 1.0% | \$708,056 | 26.6% |
| 470-PINEY ISLAND AREA | 0 | 0.0% | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |
| 471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS | 2 | 5.4% | 100.0% | 0 | 0.0% | -- | \$242,450 | 8.7% | \$264,240 | 17.4% |
| 472-ONEIL/NASSAVILLE/HOLLY POINT | 1 | 0.9% | -75.0% | 1 | 5.6% | -- | \$358,745 | 45.1% | \$357,585 | 31.6% |
| 480-NASSAU COUNTY-N OF A1A/W OF LOFTON CREEK | 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% |
| 490-CALLAHAN | 0 | 0.0% | -100.0% | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 491-HILLARD | 1 | 10.0% | -- | 0 | 0.0% | -100.0% | \$128,500 | -28.1% | \$128,500 | -33.0% |
| 492-NASSAU COUNTY-W OF I-95/N TO STATE LINE | 2 | 2.9% | -60.0% | 1 | 5.9% | -80.0% | \$245,000 | 18.6% | \$262,659 | 35.6% |
| 501-MACCLENNY AREA | 1 | 2.0% | -66.7% | 0 | 0.0% | -- | \$193,000 | 6.7% | \$218,338 | 25.1% |
| 502-BAKER COUNTY-NW | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$75,000 | -66.5% | \$142,200 | -31.8% |
| 503-BAKER COUNTY-SOUTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$167,500 | 6.0% | \$153,083 | -6.2% |
| 521-BRADFORD COUNTY-NE | 1 | 9.1% | -75.0% | 1 | 33.3% | -- | \$77,000 | -39.2% | \$93,211 | -26.4% |
| 522-BRADFORD COUNTY-NW | 4 | 13.3% | 33.3% | 1 | 8.3% | 0.0% | \$131,500 | 70.8% | \$135,550 | 2.5% |
| 523-BRADFORD COUNTY-SE | 1 | 2.3% | -80.0% | 0 | 0.0% | -100.0% | \$207,500 | 43.8% | \$195,600 | 10.2% |
| 524-BRADFORD COUNTY-SW | 0 | 0.0% | -- | 0 | 0.0% | -- | \$198,500 | 4.7% | \$198,500 | 4.7% |
| 541-UNION COUNTY-NORTH | 0 | 0.0% | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |
| 542-UNION COUNTY-SOUTH | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$165,900 | 10.6% | \$165,900 | 9.2% |
| 561-GREATER PALATKA | 4 | 6.0% | -76.5% | 2 | 12.5% | -75.0% | \$131,750 | 39.1% | \$127,141 | 26.8% |
| 562-BARDIN/WEST BOSTWICK | 1 | 33.3% | -- | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK | 4 | 16.7% | 0.0% | 1 | 100.0% | -- | \$42,522 | -57.5% | \$42,522 | -74.2% |
| 564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS | 2 | 3.8% | -66.7% | 0 | 0.0% | -100.0% | \$103,000 | 11.4% | \$127,762 | -28.3% |
| 571-INTERLACHEN-SE | 1 | 12.5% | -- | 0 | 0.0% | -- | \$53,450 | -57.1% | \$53,450 | -57.1% |
| 572-INTERLACHEN-NE | 4 | 10.3% | 0.0% | 1 | 20.0% | -- | \$60,000 | 42.9% | \$81,280 | 21.1% |
| 573-INTERLACHEN-SW | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$124,000 | 346.8% | \$124,000 | 346.8% |
| 574-INTERLACHEN-NW | 2 | 7.1% | -77.8% | 0 | 0.0% | -100.0% | \$137,000 | 107.7% | \$110,380 | 69.4% |
| 575-WEST OF SR-21 | 2 | 11.8% | 0.0% | 0 | 0.0% | -- | \$130,600 | 172.1% | \$130,600 | 172.1% |
| 576-GEORGES LAKE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$24,000 | -65.7% | \$24,000 | -65.7% |
| 581-SATSUMA/HOOT OWL RIDGE | 2 | 8.7% | 0.0% | 0 | 0.0% | -- | \$146,000 | 168.8% | \$234,900 | 332.5% |
| 582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$190,000 | 52.1% | \$191,817 | 40.8% |
| 583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL | 0 | 0.0% | -100.0% | 1 | 14.3% | -- | \$60,000 | 27.7% | \$137,771 | 81.3% |
| 584-OCALA NATIONAL FOREST/OKLAWAHA RIVER | 0 | 0.0% | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |