

Lender-Mediated Report

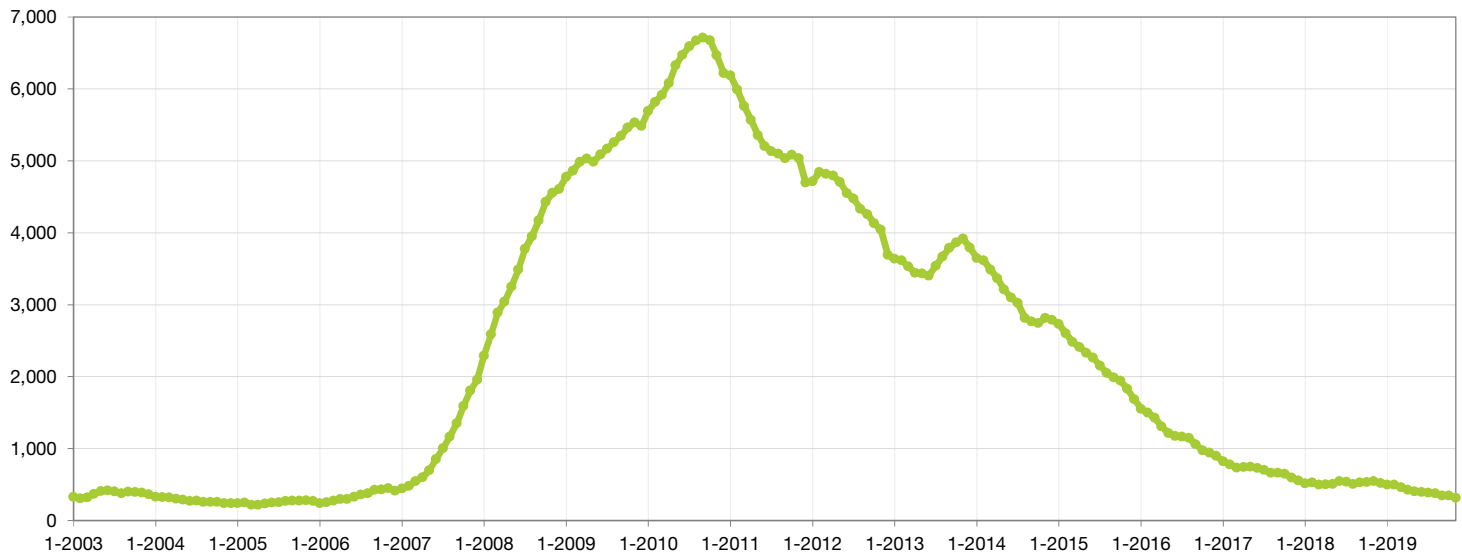
A RESEARCH TOOL PROVIDED BY THE
NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



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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 2019

New Listings in the Northeast Florida region decreased 7.6 percent to 2,696.

- Traditional New Listings decreased 5.8 percent to 2,580.
- Lender-mediated New Listings decreased 35.2 percent to 116.
- Share of all New Listings that were lender-mediated fell to 4.3 percent.

Closed Sales were down 7.5 percent to 2,210.

- Traditional Closed Sales were down 6.9 percent to 2,115.
- Lender-mediated Closed Sales were down 20.2 percent to 95.
- Share of all Closed Sales that were lender-mediated fell to 4.3 percent.

The Median Sales Price rose 6.3 percent to \$233,845.

- The traditional Median Sales Price rose 5.3 percent to \$236,925.
- The lender-mediated Median Sales Price rose 4.6 percent to \$125,501.

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

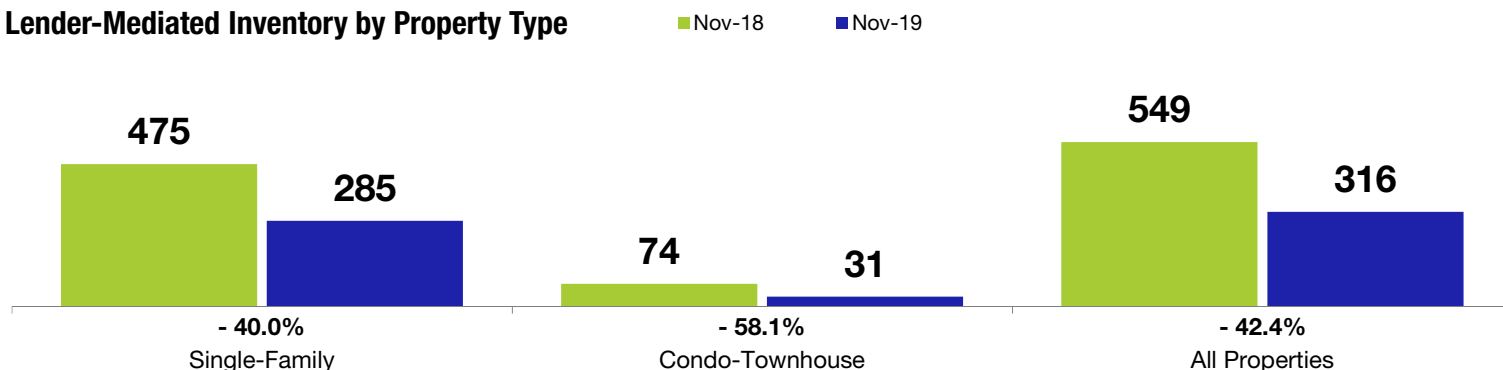
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Inventory of Homes for Sale

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|------------|----------------|--------------|--------------|----------------|--------------|--------------|----------------|--|-------------|
| | Nov-18 | Nov-19 | + / - | Nov-18 | Nov-19 | + / - | Nov-18 | Nov-19 | + / - | Nov-18 | Nov-19 |
| Single-Family | 475 | 285 | - 40.0% | 7,944 | 6,842 | - 13.9% | 8,419 | 7,127 | - 15.3% | 5.6% | 4.0% |
| Condo-Townhouse | 74 | 31 | - 58.1% | 1,468 | 1,269 | - 13.6% | 1,542 | 1,300 | - 15.7% | 4.8% | 2.4% |
| All Properties | 549 | 316 | - 42.4% | 9,412 | 8,111 | - 13.8% | 9,961 | 8,427 | - 15.4% | 5.5% | 3.7% |

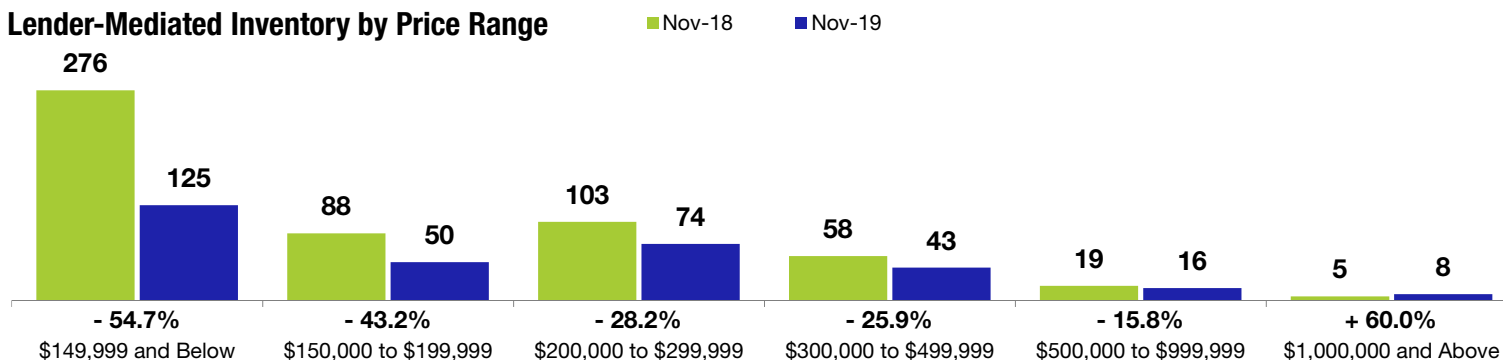
Lender-Mediated Inventory by Property Type



Inventory by Price Range

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-------------------------|-----------------|------------|----------------|--------------|--------------|----------------|--------------|--------------|----------------|--|-------------|
| | Nov-18 | Nov-19 | + / - | Nov-18 | Nov-19 | + / - | Nov-18 | Nov-19 | + / - | Nov-18 | Nov-19 |
| \$149,999 and Below | 276 | 125 | - 54.7% | 1,685 | 1,305 | - 22.6% | 1,961 | 1,430 | - 27.1% | 14.1% | 8.7% |
| \$150,000 to \$199,999 | 88 | 50 | - 43.2% | 1,009 | 872 | - 13.6% | 1,097 | 922 | - 16.0% | 8.0% | 5.4% |
| \$200,000 to \$299,999 | 103 | 74 | - 28.2% | 2,590 | 2,231 | - 13.9% | 2,693 | 2,305 | - 14.4% | 3.8% | 3.2% |
| \$300,000 to \$499,999 | 58 | 43 | - 25.9% | 2,501 | 2,099 | - 16.1% | 2,559 | 2,142 | - 16.3% | 2.3% | 2.0% |
| \$500,000 to \$999,999 | 19 | 16 | - 15.8% | 1,199 | 1,163 | - 3.0% | 1,218 | 1,179 | - 3.2% | 1.6% | 1.4% |
| \$1,000,000 and Above | 5 | 8 | + 60.0% | 428 | 441 | + 3.0% | 433 | 449 | + 3.7% | 1.2% | 1.8% |
| All Price Ranges | 549 | 316 | - 42.4% | 9,412 | 8,111 | - 13.8% | 9,961 | 8,427 | - 15.4% | 5.5% | 3.7% |

Lender-Mediated Inventory by Price Range



Lender-Mediated Report

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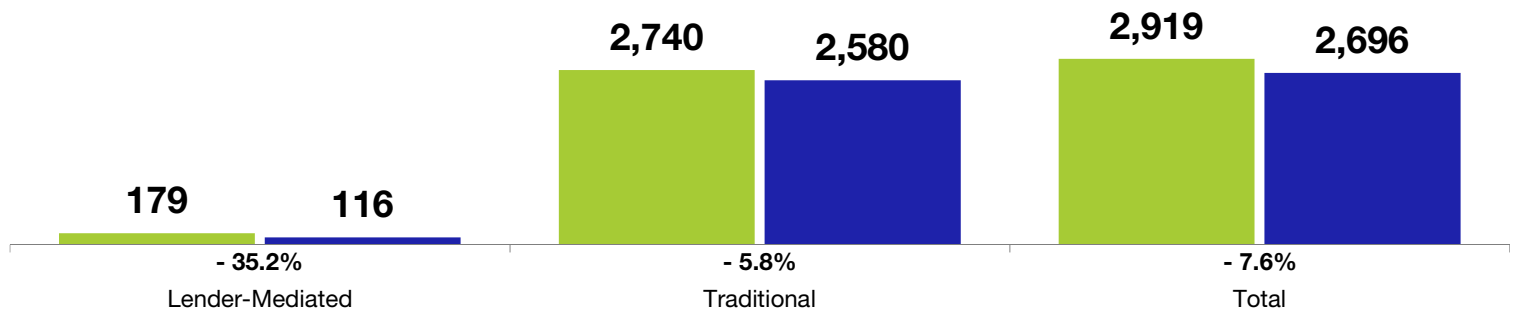


New Listings

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|------------|----------------|--------------|--------------|---------------|--------------|--------------|---------------|--|-------------|
| | Nov-18 | Nov-19 | + / - | Nov-18 | Nov-19 | + / - | Nov-18 | Nov-19 | + / - | Nov-18 | Nov-19 |
| Single-Family | 157 | 108 | - 31.2% | 2,253 | 2,198 | - 2.4% | 2,410 | 2,306 | - 4.3% | 6.5% | 4.7% |
| Condo-Townhouse | 22 | 8 | - 63.6% | 487 | 382 | - 21.6% | 509 | 390 | - 23.4% | 4.3% | 2.1% |
| All Properties | 179 | 116 | - 35.2% | 2,740 | 2,580 | - 5.8% | 2,919 | 2,696 | - 7.6% | 6.1% | 4.3% |

Change in New Listings for All Properties

■ Nov-18 ■ Nov-19

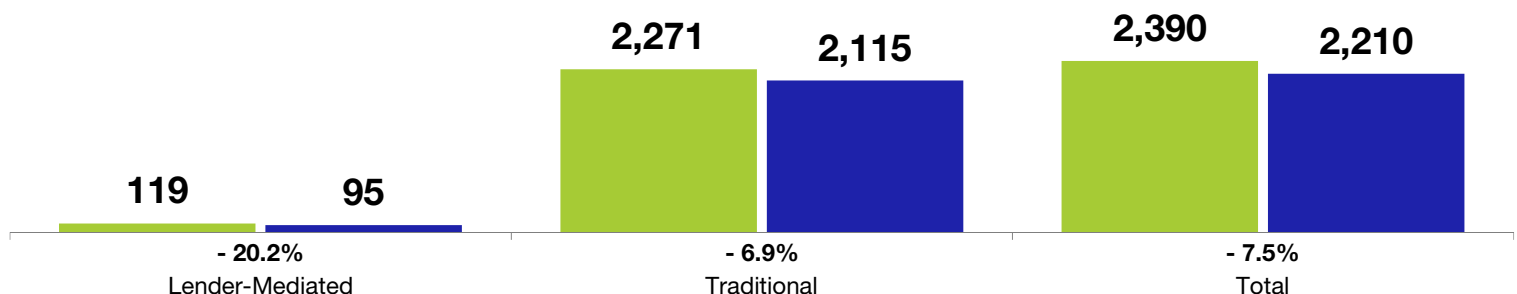


Closed Sales

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|-----------|----------------|--------------|--------------|---------------|--------------|--------------|---------------|--|-------------|
| | Nov-18 | Nov-19 | + / - | Nov-18 | Nov-19 | + / - | Nov-18 | Nov-19 | + / - | Nov-18 | Nov-19 |
| Single-Family | 102 | 86 | - 15.7% | 1,864 | 1,740 | - 6.7% | 1,966 | 1,826 | - 7.1% | 5.2% | 4.7% |
| Condo-Townhouse | 17 | 9 | - 47.1% | 407 | 375 | - 7.9% | 424 | 384 | - 9.4% | 4.0% | 2.3% |
| All Properties | 119 | 95 | - 20.2% | 2,271 | 2,115 | - 6.9% | 2,390 | 2,210 | - 7.5% | 5.0% | 4.3% |

Change in Closed Sales for All Properties

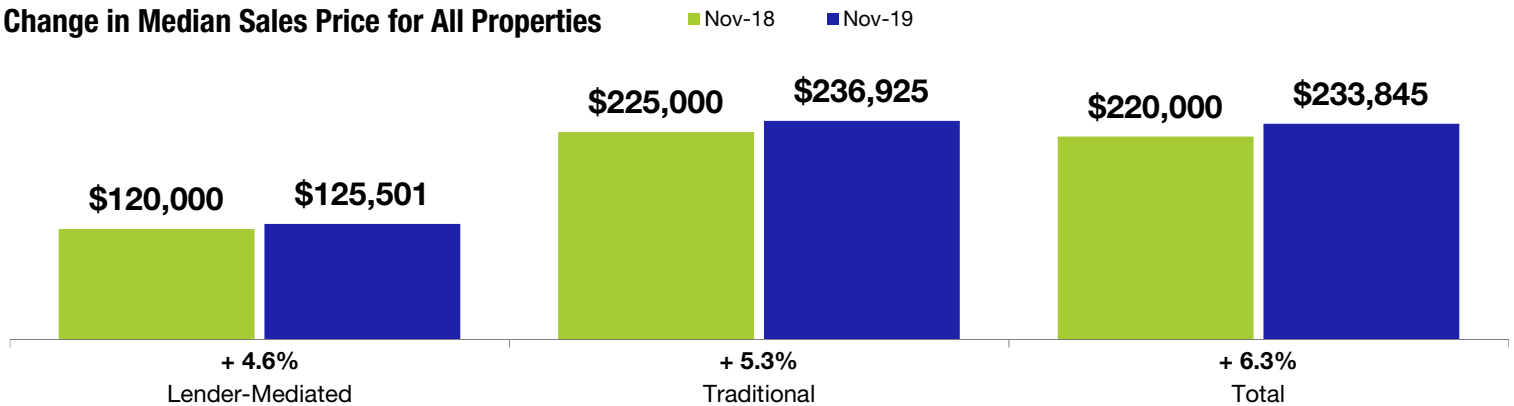
■ Nov-18 ■ Nov-19



Median Sales Price

| | Lender-Mediated | | | Traditional | | | Total | | |
|-----------------------|------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|
| | Nov-18 | Nov-19 | + / - | Nov-18 | Nov-19 | + / - | Nov-18 | Nov-19 | + / - |
| Single-Family | \$128,500 | \$132,751 | + 3.3% | \$240,000 | \$250,000 | + 4.2% | \$235,000 | \$245,000 | + 4.3% |
| Condo-Townhouse | \$97,000 | \$130,000 | + 34.0% | \$155,300 | \$165,000 | + 6.2% | \$155,000 | \$233,845 | + 50.9% |
| All Properties | \$120,000 | \$125,501 | + 4.6% | \$225,000 | \$236,925 | + 5.3% | \$220,000 | \$233,845 | + 6.3% |

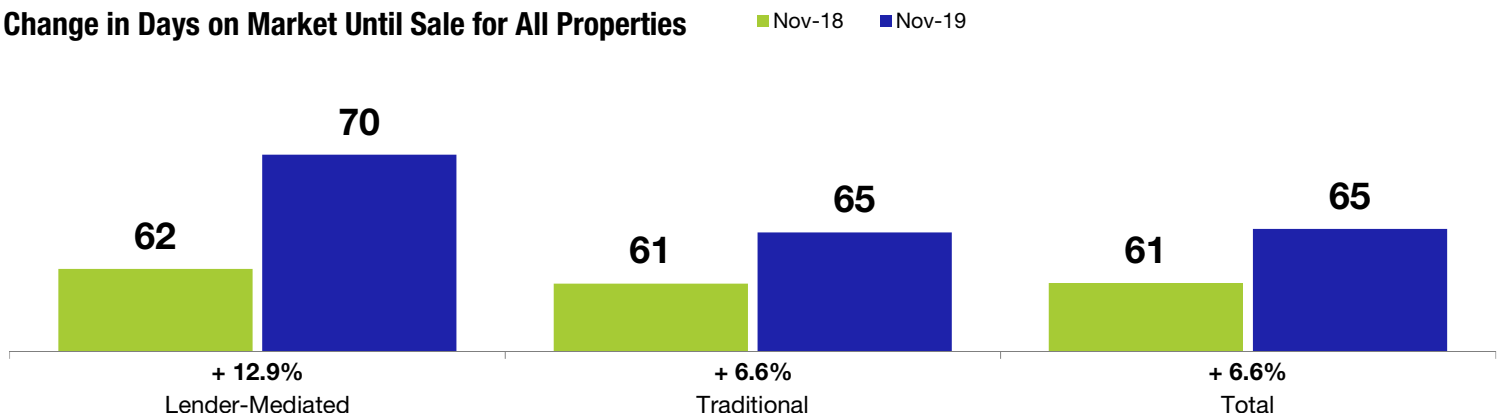
Change in Median Sales Price for All Properties



Days on Market Until Sale

| | Lender-Mediated | | | Traditional | | | Total | | |
|-----------------------|-----------------|-----------|----------------|-------------|-----------|---------------|-----------|-----------|---------------|
| | Nov-18 | Nov-19 | + / - | Nov-18 | Nov-19 | + / - | Nov-18 | Nov-19 | + / - |
| Single-Family | 65 | 63 | - 3.1% | 62 | 65 | + 4.8% | 62 | 65 | + 4.8% |
| Condo-Townhouse | 44 | 144 | + 227.3% | 57 | 61 | + 7.0% | 56 | 63 | + 12.5% |
| All Properties | 62 | 70 | + 12.9% | 61 | 65 | + 6.6% | 61 | 65 | + 6.6% |

Change in Days on Market Until Sale for All Properties



Lender-Mediated Report

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**NORTHEAST FLORIDA
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Lender-Mediated Activity by Area

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

November 2019

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|---|-----------|-------|---------|--------------|-------|---------|--------------------|--------|---------------------|--------|
| Baker County | 2 | 2.0% | 0.0% | 1 | 7.7% | -- | \$210,000 | 7.1% | \$211,046 | 5.9% |
| Clay County | 43 | 4.7% | -49.4% | 14 | 5.6% | -12.5% | \$208,480 | -3.0% | \$230,443 | 4.5% |
| Duval County | 175 | 4.5% | -47.6% | 57 | 4.5% | -19.7% | \$210,000 | 7.1% | \$241,814 | 5.9% |
| Nassau County | 18 | 3.9% | 12.5% | 4 | 4.5% | 0.0% | \$262,640 | 3.0% | \$309,097 | 8.1% |
| Putnam County | 9 | 2.4% | -62.5% | 4 | 6.8% | -33.3% | \$100,000 | -11.1% | \$122,807 | -7.4% |
| St. Johns County | 43 | 1.8% | -33.8% | 10 | 2.1% | -28.6% | \$329,445 | -4.5% | \$397,764 | 0.6% |
| 011-SAN MARCO | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$309,000 | 16.6% | \$383,557 | 31.2% |
| 012-SAN JOSE | 7 | 5.1% | -46.2% | 1 | 4.5% | -66.7% | \$158,500 | -12.4% | \$333,961 | 66.9% |
| 013-BEAUCLERC/MANDARIN NORTH | 2 | 1.8% | -77.8% | 2 | 3.4% | -60.0% | \$228,900 | 1.1% | \$277,429 | 12.2% |
| 014-MANDARIN | 5 | 2.9% | -64.3% | 0 | 0.0% | -100.0% | \$273,000 | 2.1% | \$293,254 | 4.7% |
| 015-BARTRAM | 1 | 1.2% | -90.9% | 0 | 0.0% | -100.0% | \$233,450 | -11.2% | \$240,290 | -2.5% |
| 021-ST NICHOLAS AREA | 2 | 3.3% | -71.4% | 1 | 5.9% | -- | \$210,000 | 35.5% | \$252,294 | 64.0% |
| 022-GROVE PARK/SANS SOUCI | 5 | 5.2% | -37.5% | 1 | 1.7% | -80.0% | \$174,000 | 2.4% | \$192,544 | 6.3% |
| 023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD | 9 | 6.8% | 80.0% | 7 | 11.3% | 133.3% | \$204,000 | 27.5% | \$201,206 | 12.8% |
| 024-BAYMEADOWS/DEERWOOD | 6 | 3.2% | -45.5% | 2 | 2.6% | 100.0% | \$168,000 | 6.6% | \$228,943 | 0.9% |
| 025-INTRACOASTAL WEST-NORTH OF BEACH BLVD | 1 | 0.9% | -85.7% | 0 | 0.0% | -- | \$391,250 | 18.3% | \$436,380 | 8.5% |
| 026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD | 4 | 3.3% | -20.0% | 0 | 0.0% | -100.0% | \$260,000 | -0.9% | \$281,624 | -7.0% |
| 027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$187,000 | -35.2% | \$342,415 | -15.6% |
| 028-BAYARD | 0 | 0.0% | -- | 0 | 0.0% | -- | \$379,027 | 19.6% | \$369,014 | 16.4% |
| 029-NOCATEE (DUVAL COUNTY) | 0 | 0.0% | -- | 0 | 0.0% | -- | \$389,750 | -6.7% | \$393,963 | -8.2% |
| 031-RIVERSIDE | 1 | 1.9% | 0.0% | 1 | 14.3% | -- | \$265,000 | 20.5% | \$287,143 | -3.2% |
| 032-AVONDALE | 5 | 5.0% | 25.0% | 1 | 4.2% | -- | \$332,500 | 13.2% | \$393,917 | 19.3% |
| 033-ORTEGA/VENETIA | 3 | 7.3% | 0.0% | 0 | 0.0% | -- | \$326,550 | -7.2% | \$412,550 | 8.1% |
| 041-ARLINGTON | 14 | 7.5% | -39.1% | 5 | 8.1% | 0.0% | \$186,000 | 19.2% | \$188,980 | 12.4% |
| 042-FT CAROLINE | 6 | 7.2% | -45.5% | 4 | 10.8% | 100.0% | \$232,000 | 3.5% | \$242,661 | 5.7% |
| 043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD | 6 | 7.2% | -25.0% | 1 | 2.6% | -- | \$263,000 | 23.2% | \$293,156 | 29.5% |
| 051-MURRAY HILL | 1 | 1.3% | -83.3% | 1 | 5.9% | -- | \$188,800 | 25.9% | \$175,939 | 16.2% |
| 052-LAKESHORE | 2 | 3.9% | -66.7% | 1 | 6.3% | -- | \$130,000 | -8.8% | \$138,920 | -26.3% |
| 053-HYDE GROVE AREA | 1 | 1.9% | -80.0% | 2 | 15.4% | -33.3% | \$120,000 | -9.8% | \$127,223 | 6.2% |
| 054-CEDAR HILLS | 4 | 9.1% | -33.3% | 1 | 11.1% | -- | \$125,000 | -7.4% | \$146,656 | 11.7% |
| 055-CONFEDERATE POINT/ORTEGA FARMS | 1 | 4.0% | 0.0% | 0 | 0.0% | -- | \$203,900 | 54.5% | \$203,129 | 33.4% |
| 056-YUKON/WESCONNETT/OAK HILL | 3 | 4.3% | -75.0% | 4 | 11.4% | 300.0% | \$165,000 | 22.8% | \$170,648 | 17.0% |
| 061-HERLONG/NORMANDY AREA | 4 | 8.5% | -33.3% | 2 | 16.7% | 0.0% | \$168,500 | 17.8% | \$158,480 | 11.5% |
| 062-CRYSTAL SPRINGS/COUNTRY CREEK AREA | 5 | 8.3% | -37.5% | 0 | 0.0% | -- | \$218,000 | 1.9% | \$216,576 | 4.8% |
| 063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES | 4 | 6.6% | -66.7% | 1 | 3.6% | -80.0% | \$145,575 | 3.2% | \$141,523 | 11.0% |
| 064-BENT CREEK/PLUM TREE | 5 | 10.2% | 25.0% | 0 | 0.0% | -- | \$233,000 | 10.5% | \$221,220 | 9.4% |
| 065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW | 3 | 9.1% | -50.0% | 0 | 0.0% | -- | \$244,739 | 19.7% | \$262,496 | 18.6% |
| 066-CECIL COMMERCE AREA | 1 | 3.6% | -50.0% | 0 | 0.0% | -- | \$263,000 | 20.1% | \$280,748 | -7.4% |
| 067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL) | 4 | 4.3% | 100.0% | 2 | 5.1% | -60.0% | \$207,500 | 12.3% | \$201,626 | 5.0% |
| 071-BRENTWOOD/EVERGREEN | 4 | 4.9% | 33.3% | 1 | 7.1% | -- | \$59,500 | 12.3% | \$62,743 | -11.3% |
| 072-SPRINGFIELD | 3 | 7.5% | 50.0% | 0 | 0.0% | -- | \$212,500 | 1.2% | \$191,814 | -5.4% |
| 073-DOWNTOWN JACKSONVILLE-NORTHBANK | 0 | 0.0% | -- | 0 | 0.0% | -- | \$187,000 | 21.4% | \$162,667 | 5.6% |

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 2019

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|--|-----------|-------|---------|--------------|-------|---------|--------------------|---------|---------------------|---------|
| 074-PAXON | 3 | 4.1% | -66.7% | 3 | 11.1% | 50.0% | \$53,000 | 8.6% | \$67,300 | 23.9% |
| 075-TROUT RIVER/COLLEGE PARK/RIBAULT MANOR | 14 | 6.0% | -48.1% | 5 | 8.9% | -50.0% | \$80,500 | 32.0% | \$93,681 | 3.2% |
| 076-DOWNTOWN JACKSONVILLE-EASTSIDE | 2 | 8.0% | -66.7% | 0 | 0.0% | -100.0% | \$61,600 | 310.7% | \$82,331 | 386.7% |
| 081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST | 8 | 13.6% | -38.5% | 2 | 10.0% | -- | \$201,000 | 13.0% | \$193,010 | 6.1% |
| 082-DINSMORE/NORTHWEST DUVAL COUNTY | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$199,500 | 299.0% | \$299,100 | 498.2% |
| 091-GARDEN CITY/AIRPORT | 12 | 7.5% | -47.8% | 2 | 4.0% | -60.0% | \$216,995 | 0.7% | \$204,180 | 0.2% |
| 092-OCEANWAY/PECAN PARK | 5 | 4.5% | -28.6% | 2 | 4.5% | 0.0% | \$230,700 | 2.3% | \$224,398 | 4.5% |
| 095-SAN MATEO/EASTPORT | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$192,500 | 4.1% | \$192,350 | 10.9% |
| 096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT | 2 | 2.1% | -66.7% | 0 | 0.0% | -- | \$243,395 | 3.1% | \$267,698 | -1.1% |
| 121-FLEMING ISLAND-NE | 0 | 0.0% | -100.0% | 0 | -- | -100.0% | \$0 | -100.0% | \$0 | -100.0% |
| 122-FLEMING ISLAND-NW | 1 | 2.8% | 0.0% | 0 | 0.0% | -100.0% | \$343,000 | 19.5% | \$449,985 | 40.4% |
| 123-FLEMING ISLAND-SE | 1 | 2.9% | -50.0% | 0 | 0.0% | -100.0% | \$359,500 | 21.9% | \$406,083 | 33.7% |
| 124-FLEMING ISLAND-SW | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$173,000 | -2.8% | \$198,855 | -5.0% |
| 131-MEADOWBROOK/LOCH RANE | 2 | 15.4% | 0.0% | 1 | 11.1% | 0.0% | \$205,000 | 38.7% | \$215,111 | 9.1% |
| 132-BELLAIR/GROVE PARK | 2 | 7.7% | 0.0% | 2 | 18.2% | -- | \$165,000 | 6.5% | \$149,046 | 5.0% |
| 133-NORTH ORANGE PARK | 0 | 0.0% | -- | 0 | 0.0% | -- | \$700,000 | 396.5% | \$700,000 | 396.5% |
| 134-SOUTH BLANDING | 5 | 19.2% | 25.0% | 1 | 14.3% | -50.0% | \$219,700 | 11.0% | \$219,514 | 12.0% |
| 135-PARK WEST/MONTCLAIR | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$164,000 | -38.1% | \$181,529 | -28.7% |
| 136-LAKESIDE ESTATES | 2 | 10.5% | -33.3% | 0 | 0.0% | -- | \$214,500 | 14.4% | \$178,817 | -0.2% |
| 137-DOCTOR'S LAKE | 3 | 11.5% | -- | 0 | 0.0% | -- | \$255,000 | 24.4% | \$278,714 | -12.2% |
| 138-TANGLEWOOD | 1 | 6.3% | 0.0% | 2 | 28.6% | 100.0% | \$160,000 | 26.5% | \$157,043 | 26.7% |
| 139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY | 9 | 5.1% | -52.6% | 2 | 4.1% | -- | \$240,000 | 4.4% | \$244,063 | 7.1% |
| 141-MIDDLEBURG NW | 0 | 0.0% | -100.0% | -- | 0.0% | -100.0% | -- | -8.3% | -- | -2.8% |
| 142-MIDDLEBURG EAST | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$192,500 | -8.1% | \$201,259 | -2.4% |
| 143-FOXMEADOW AREA | 4 | 8.2% | 33.3% | 0 | 0.0% | -- | \$245,000 | 5.2% | \$254,917 | 13.4% |
| 144-MIDDLEBURG-SE | 2 | 14.3% | 100.0% | 0 | 0.0% | -- | \$142,000 | -33.5% | \$213,300 | -0.1% |
| 145-MIDDLEBURG-SW | 1 | 3.4% | -87.5% | 0 | 0.0% | -- | \$150,000 | 5.3% | \$157,369 | 5.4% |
| 146-MIDDLEBURG-NE | 0 | 0.0% | -100.0% | 1 | 5.9% | 0.0% | \$210,000 | 14.4% | \$206,329 | 10.1% |
| 151-KEYSTONE HEIGHTS | 3 | 3.9% | -25.0% | 1 | 5.3% | -50.0% | \$140,000 | -32.7% | \$144,337 | -33.7% |
| 152-KINGSLEY LAKE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$0 | 0.0% | \$0 | 0.0% |
| 161-GREEN COVE SPRINGS | 6 | 5.5% | 20.0% | 2 | 10.0% | -33.3% | \$232,995 | 10.6% | \$256,449 | 14.2% |
| 162-RUSSELL LANDING/PENNY FARMS | 1 | 10.0% | -- | 0 | 0.0% | -- | \$214,490 | 0.0% | \$214,490 | 0.0% |
| 163-LAKE ASBURY AREA | 2 | 3.4% | -33.3% | 2 | 15.4% | -- | \$200,000 | -9.1% | \$230,654 | -6.0% |
| 211-JACKSONVILLE BEACH-NE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$602,500 | -27.1% | \$602,500 | -26.2% |
| 212-JACKSONVILLE BEACH-SE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$420,000 | -26.6% | \$582,413 | -7.9% |
| 213-JACKSONVILLE BEACH-NW | 1 | 4.3% | -- | 1 | 8.3% | 0.0% | \$337,525 | -1.5% | \$351,304 | 0.6% |
| 214-JACKSONVILLE BEACH-SW | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$310,000 | -9.4% | \$312,388 | -5.3% |
| 221-NEPTUNE BEACH-EAST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$680,000 | -23.2% | \$680,000 | -23.2% |
| 222-NEPTUNE BEACH-WEST | 1 | 6.7% | 0.0% | 1 | 16.7% | -- | \$532,500 | 21.0% | \$519,817 | 25.4% |
| 231-ATLANTIC BEACH-NORTH | 2 | 4.8% | -- | 0 | 0.0% | -- | \$478,750 | -25.0% | \$603,400 | -28.8% |
| 232-ATLANTIC BEACH-SOUTH | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$712,500 | 140.7% | \$598,000 | 87.6% |
| 233-ATLANTIC BEACH-WEST | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$258,960 | 31.5% | \$247,623 | 17.0% |

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.

November 2019

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|--|-----------|-------|---------|--------------|-------|---------|--------------------|---------|---------------------|---------|
| 241-NORTH BEACH | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$220,500 | 34.7% | \$220,500 | 35.3% |
| 242-MAYPORT | 0 | 0.0% | -- | 0 | 0.0% | -- | \$222,500 | -31.4% | \$222,500 | -31.4% |
| 251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD | 0 | 0.0% | -- | 0 | 0.0% | -- | \$825,000 | -32.0% | \$1,218,165 | -1.6% |
| 252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD | 4 | 6.1% | 33.3% | 0 | 0.0% | -- | \$489,633 | 48.4% | \$665,598 | 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% | 0 | 0.0% | -- | \$398,250 | 23.5% | \$415,583 | 21.9% |
| 262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD | 2 | 2.4% | -60.0% | 0 | 0.0% | -- | \$555,000 | 40.5% | \$681,217 | 10.2% |
| 263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210 | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$609,995 | -17.9% | \$692,482 | -9.1% |
| 264-SOUTH PONTE VEDRA BEACH | 2 | 4.3% | 100.0% | 0 | 0.0% | -- | \$762,500 | 37.4% | \$998,125 | 44.7% |
| 265-PONTE VEDRA/NOCATEE-STJ | 1 | 0.5% | -50.0% | 0 | 0.0% | -- | \$460,000 | -3.9% | \$481,810 | 1.7% |
| 266-VILANO BEACH | 2 | 3.3% | 100.0% | 0 | 0.0% | -- | \$520,000 | 19.5% | \$558,563 | 4.5% |
| 271-NOCATEE NORTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$637,997 | 2.1% | \$624,333 | 2.5% |
| 272-NOCATEE SOUTH | 1 | 0.7% | -50.0% | 0 | 0.0% | -- | \$379,000 | -10.8% | \$430,649 | 1.1% |
| 301-JULINGTON CREEK/SWITZERLAND | 8 | 2.3% | -33.3% | 5 | 5.1% | -- | \$342,990 | -2.6% | \$366,726 | 0.5% |
| 302-ORANGEDALE AREA | 3 | 5.7% | 200.0% | 0 | 0.0% | -100.0% | \$352,500 | -0.8% | \$364,607 | 0.2% |
| 303-PALMO/SIX MILE AREA | 1 | 3.0% | 0.0% | 0 | 0.0% | -- | \$529,053 | 60.3% | \$518,112 | 46.1% |
| 304- 210 SOUTH | 1 | 0.8% | -85.7% | 0 | 0.0% | -100.0% | \$321,415 | -5.6% | \$327,472 | -13.9% |
| 305-WORLD GOLF VILLAGE AREA-CENTRAL | 2 | 3.7% | -33.3% | 0 | 0.0% | -- | \$273,000 | 9.6% | \$270,493 | 21.5% |
| 306-WORLD GOLF VILLAGE AREA-NE | 1 | 3.1% | -- | 0 | 0.0% | -- | \$280,840 | -8.5% | \$299,613 | -8.1% |
| 307-WORLD GOLF VILLAGE AREA-SE | 1 | 1.3% | 0.0% | 1 | 12.5% | 0.0% | \$307,495 | -2.0% | \$303,825 | -7.2% |
| 308-WORLD GOLF VILLAGE AREA-SW | 3 | 4.3% | -25.0% | 0 | 0.0% | -- | \$303,435 | 3.4% | \$313,537 | 5.7% |
| 309-WORLD GOLF VILLAGE AREA-WEST | 3 | 3.2% | 200.0% | 0 | 0.0% | -100.0% | \$270,000 | -0.7% | \$293,291 | -3.5% |
| 312-PALENCIA AREA | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$406,950 | 10.0% | \$453,476 | -2.3% |
| 313-WHITECASTLE/AIRPORT AREA | 1 | 2.7% | -50.0% | 0 | 0.0% | -100.0% | \$279,648 | -17.7% | \$290,319 | -4.8% |
| 321-NORTH CITY-ST AUGUSTINE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$340,000 | 33.3% | \$363,333 | -3.4% |
| 322-DOWNTOWN ST AUGUSTINE | 1 | 1.9% | -50.0% | 0 | 0.0% | -- | \$750,000 | 76.1% | \$750,000 | 57.6% |
| 323-DAVIS SHORES | 1 | 1.8% | -- | 0 | 0.0% | -- | \$306,926 | -34.0% | \$489,295 | 2.5% |
| 331-ST AUGUSTINE BEACH | 1 | 0.5% | -50.0% | 1 | 4.8% | -50.0% | \$319,000 | -8.2% | \$351,045 | -8.4% |
| 332-CRESCENT BEACH/SUMMER HAVEN | 0 | 0.0% | -- | 0 | 0.0% | -- | \$286,000 | -51.7% | \$370,333 | -37.5% |
| 333-ST JOHNS COUNTY-SE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$279,500 | 26.5% | \$279,500 | 27.2% |
| 334-MOULTRIE/ST AUGUSTINE SHORES | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$240,085 | 23.9% | \$225,152 | -1.1% |
| 335-ST AUGUSTINE SOUTH | 0 | 0.0% | -100.0% | 1 | 16.7% | 0.0% | \$212,500 | 33.6% | \$218,708 | 37.6% |
| 336-RAVENSWOOD/WEST AUGUSTINE | 1 | 0.8% | -50.0% | 0 | 0.0% | -- | \$174,750 | -27.8% | \$189,413 | -24.8% |
| 337-OLD MOULTRIE RD/WILDWOOD | 3 | 4.0% | 50.0% | 2 | 9.1% | 100.0% | \$266,495 | 18.9% | \$271,265 | 23.0% |
| 341-FLAGLER ESTATES/HASTINGS | 1 | 12.5% | 0.0% | 0 | 0.0% | -- | \$301,500 | 137.4% | \$301,500 | 137.4% |
| 342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95 | 0 | 0.0% | -- | 0 | 0.0% | -- | \$308,000 | 25.7% | \$308,000 | 27.7% |
| 343-MOLASSES JUNCTION/ELKTON | 0 | 0.0% | -- | 0 | -- | -100.0% | \$0 | -100.0% | \$0 | -100.0% |
| 344-HASTINGS/TOCOI/RIVRERDALE | 0 | -- | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |
| 410-FERNANDINA BEACH DOWNTOWN-WEST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$275,000 | 292.9% | \$325,000 | 364.3% |
| 420-FERNANDINA BEACH-DOWNTOWN-EAST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$286,750 | -27.2% | \$286,750 | -27.2% |
| 430-NASSAU COUNTY BEACHES-NORTH | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$369,000 | -30.4% | \$369,000 | -30.4% |
| 431-NASSAU COUNTY BEACHES-SOUTH | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$240,000 | -66.2% | \$240,000 | -60.8% |

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 2019

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|---|-----------|-------|---------|--------------|--------|---------|--------------------|---------|---------------------|---------|
| 440-FERNANDINA BEACH DOWNTOWN-SOUTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$528,900 | 0.0% | \$553,459 | 0.0% |
| 450-AMELIA ISLAND-NORTH OF BURNEY ROAD | 2 | 8.3% | -33.3% | 1 | 20.0% | 0.0% | \$488,000 | -15.1% | \$527,100 | -36.7% |
| 460-AMELIA ISLAND PLANTATION | 0 | 0.0% | -- | 0 | 0.0% | -- | \$613,750 | 2.3% | \$818,125 | -3.2% |
| 470-PINEY ISLAND AREA | 0 | 0.0% | -- | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS | 2 | 5.6% | 100.0% | 0 | 0.0% | -100.0% | \$227,500 | 25.7% | \$277,100 | 47.6% |
| 472-ONEIL/NASSAVILLE/HOLLY POINT | 2 | 1.4% | -75.0% | 1 | 4.8% | 0.0% | \$277,500 | 5.3% | \$295,322 | 4.2% |
| 480-NASSAU COUNTY-YULEE NORTH | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$435,000 | 64.2% | \$435,000 | 45.4% |
| 481-NASSAU COUNTY-YULEE SOUTH | 3 | 7.0% | 0.0% | 1 | 8.3% | -- | \$239,450 | 15.1% | \$231,529 | 10.1% |
| 490-CALLAHAN | 0 | 0.0% | -- | 0 | 0.0% | -- | \$204,000 | 6.8% | \$204,000 | 13.8% |
| 491-HILLARD | 2 | 20.0% | 100.0% | 0 | 0.0% | -100.0% | \$185,000 | 8.3% | \$198,000 | -13.4% |
| 492-NASSAU COUNTY-W OF I-95/N TO STATE LINE | 7 | 7.6% | 250.0% | 1 | 4.5% | 0.0% | \$228,750 | -9.4% | \$220,308 | -10.5% |
| 501-MACCLENNY AREA | 1 | 1.6% | -50.0% | 0 | 0.0% | -- | \$200,000 | 2.0% | \$195,650 | -3.7% |
| 502-BAKER COUNTY-NW | 1 | 3.7% | -- | 1 | 33.3% | -- | \$130,000 | -38.7% | \$118,300 | -41.5% |
| 503-BAKER COUNTY-SOUTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$286,950 | 116.6% | \$303,700 | 129.2% |
| 521-BRADFORD COUNTY-NE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$188,500 | 23.2% | \$178,000 | 6.0% |
| 522-BRADFORD COUNTY-NW | 10 | 28.6% | 233.3% | 0 | 0.0% | -- | \$146,950 | 12.5% | \$166,483 | 17.1% |
| 523-BRADFORD COUNTY-SE | 1 | 3.4% | 0.0% | 2 | 18.2% | -- | \$137,000 | -8.7% | \$163,355 | 32.2% |
| 524-BRADFORD COUNTY-SW | 2 | 22.2% | -- | 0 | 0.0% | -- | \$115,450 | -34.6% | \$166,750 | -5.5% |
| 541-UNION COUNTY-NORTH | 0 | 0.0% | -100.0% | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 542-UNION COUNTY-SOUTH | 0 | 0.0% | -- | 0 | -- | -100.0% | \$0 | -100.0% | \$0 | -100.0% |
| 561-GREATER PALATKA | 4 | 5.1% | 33.3% | 3 | 25.0% | -- | \$100,000 | -23.1% | \$137,358 | -12.0% |
| 562-BARDIN/WEST BOSTWICK | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$255,000 | 0.0% | \$255,000 | 0.0% |
| 563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK | 1 | 3.1% | -75.0% | 0 | 0.0% | -- | \$143,000 | 21.2% | \$222,633 | 7.6% |
| 564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS | 2 | 3.7% | 100.0% | 0 | 0.0% | -100.0% | \$97,900 | -21.6% | \$99,900 | -16.6% |
| 571-INTERLACHEN-SE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$103,500 | -57.4% | \$94,167 | -61.2% |
| 572-INTERLACHEN-NE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$65,000 | 30.0% | \$67,771 | 21.8% |
| 573-INTERLACHEN-SW | 0 | 0.0% | -- | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 574-INTERLACHEN-NW | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$100,000 | 96.1% | \$103,750 | 112.8% |
| 575-WEST OF SR-21 | 0 | 0.0% | -100.0% | 1 | 100.0% | -- | \$86,625 | -23.0% | \$86,625 | -23.0% |
| 576-GEORGES LAKE | 0 | 0.0% | -- | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 581-SATSUMA/HOOT OWL RIDGE | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$119,250 | 187.3% | \$119,250 | 194.4% |
| 582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$95,000 | -53.2% | \$98,625 | -50.6% |
| 583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL | 2 | 4.5% | 100.0% | 0 | 0.0% | -- | \$153,000 | -52.2% | \$184,216 | -42.4% |
| 584-OCALA NATIONAL FOREST/OKLAWAHA RIVER | 0 | 0.0% | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |