

Lender-Mediated Report

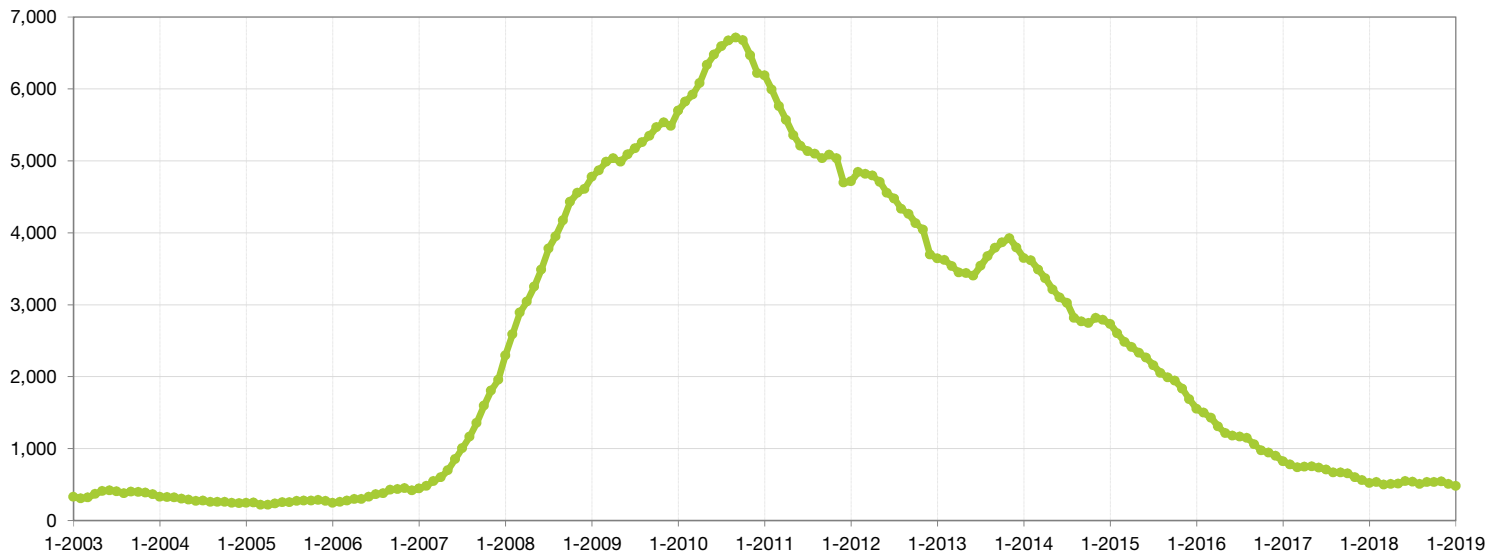
A RESEARCH TOOL PROVIDED BY THE
NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



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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



January 2019

New Listings in the Northeast Florida region increased 11.0 percent to 3,290.

- Traditional New Listings increased 10.1 percent to 3,117.
- Lender-mediated New Listings increased 30.1 percent to 173.
- Share of all New Listings that were lender-mediated rose to 5.3 percent.

Closed Sales were up 4.3 percent to 1,709.

- Traditional Closed Sales were up 4.0 percent to 1,572.
- Lender-mediated Closed Sales were up 7.9 percent to 137.
- Share of all Closed Sales that were lender-mediated rose to 8.0 percent.

The Median Sales Price rose 1.5 percent to \$207,000.

- The traditional Median Sales Price rose 1.0 percent to \$212,000.
- The lender-mediated Median Sales Price rose 16.2 percent to \$107,500.

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

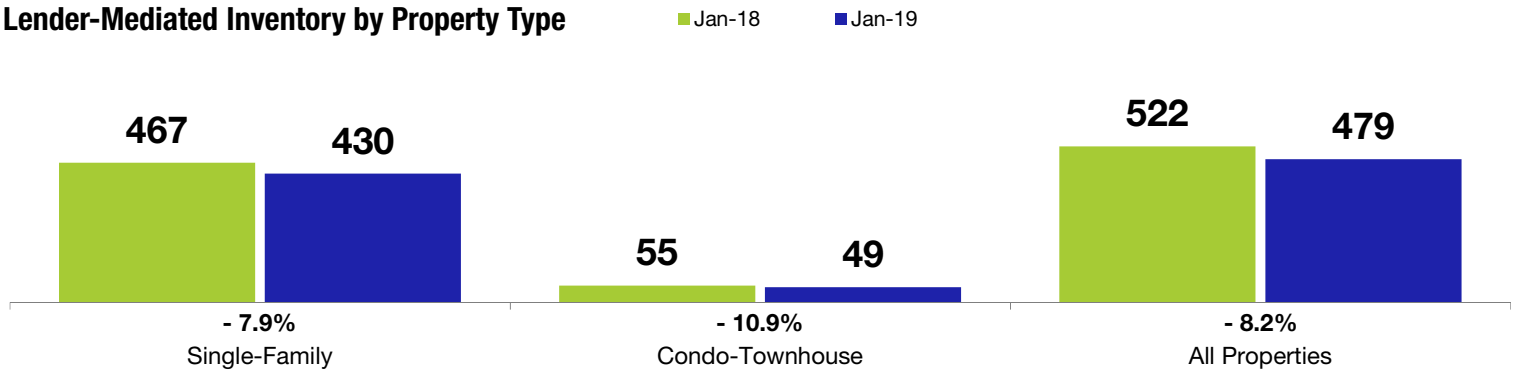
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Inventory of Homes for Sale

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|------------|---------------|--------------|--------------|----------------|--------------|--------------|----------------|--|-------------|
| | Jan-18 | Jan-19 | + / - | Jan-18 | Jan-19 | + / - | Jan-18 | Jan-19 | + / - | Jan-18 | Jan-19 |
| Single-Family | 467 | 430 | - 7.9% | 6,755 | 7,571 | + 12.1% | 7,222 | 8,001 | + 10.8% | 6.5% | 5.4% |
| Condo-Townhouse | 55 | 49 | - 10.9% | 944 | 1,360 | + 44.1% | 999 | 1,409 | + 41.0% | 5.5% | 3.5% |
| All Properties | 522 | 479 | - 8.2% | 7,699 | 8,931 | + 16.0% | 8,221 | 9,410 | + 14.5% | 6.3% | 5.1% |

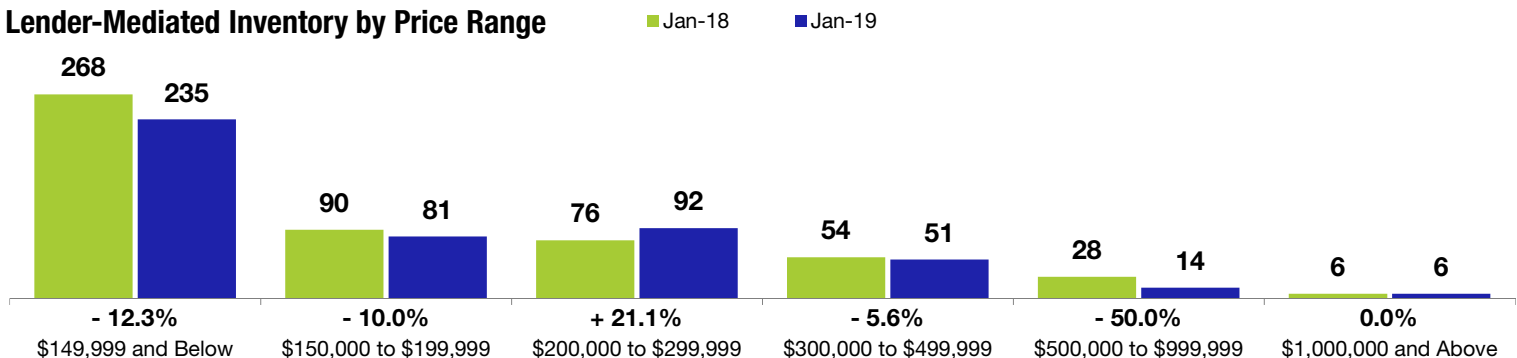
Lender-Mediated Inventory by Property Type



Inventory by Price Range

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-------------------------|-----------------|------------|---------------|--------------|--------------|----------------|--------------|--------------|----------------|--|-------------|
| | Jan-18 | Jan-19 | + / - | Jan-18 | Jan-19 | + / - | Jan-18 | Jan-19 | + / - | Jan-18 | Jan-19 |
| \$149,999 and Below | 268 | 235 | - 12.3% | 1,424 | 1,598 | + 12.2% | 1,692 | 1,833 | + 8.3% | 15.8% | 12.8% |
| \$150,000 to \$199,999 | 90 | 81 | - 10.0% | 782 | 973 | + 24.4% | 872 | 1,054 | + 20.9% | 10.3% | 7.7% |
| \$200,000 to \$299,999 | 76 | 92 | + 21.1% | 1,923 | 2,379 | + 23.7% | 1,999 | 2,471 | + 23.6% | 3.8% | 3.7% |
| \$300,000 to \$499,999 | 54 | 51 | - 5.6% | 2,126 | 2,369 | + 11.4% | 2,180 | 2,420 | + 11.0% | 2.5% | 2.1% |
| \$500,000 to \$999,999 | 28 | 14 | - 50.0% | 1,067 | 1,195 | + 12.0% | 1,095 | 1,209 | + 10.4% | 2.6% | 1.2% |
| \$1,000,000 and Above | 6 | 6 | 0.0% | 377 | 417 | + 10.6% | 383 | 423 | + 10.4% | 1.6% | 1.4% |
| All Price Ranges | 522 | 479 | - 8.2% | 7,699 | 8,931 | + 16.0% | 8,221 | 9,410 | + 14.5% | 6.3% | 5.1% |

Lender-Mediated Inventory by Price Range



Lender-Mediated Report

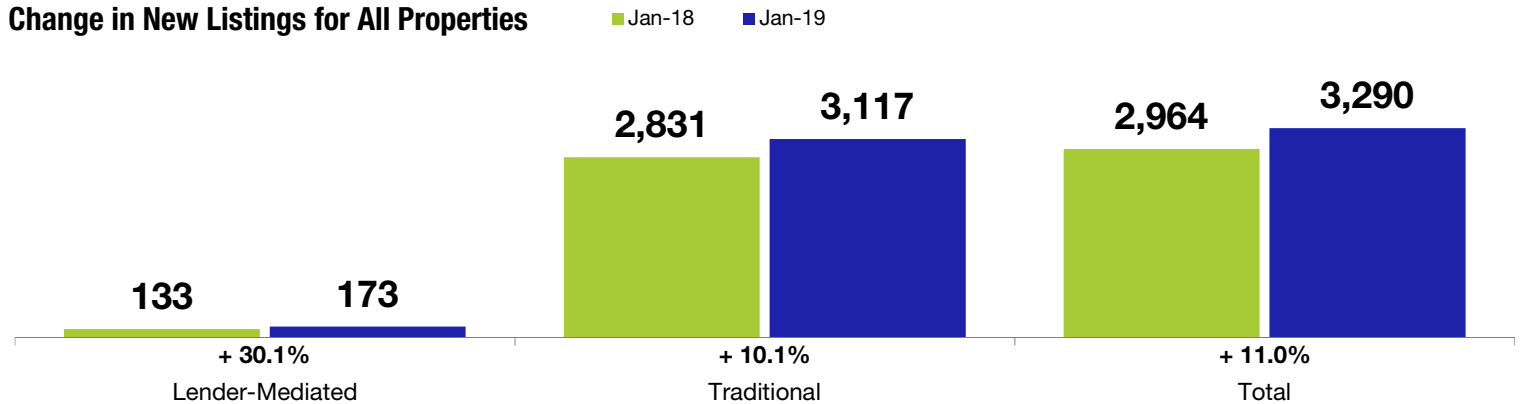
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New Listings

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|------------|----------------|--------------|--------------|----------------|--------------|--------------|----------------|--|-------------|
| | Jan-18 | Jan-19 | + / - | Jan-18 | Jan-19 | + / - | Jan-18 | Jan-19 | + / - | Jan-18 | Jan-19 |
| Single-Family | 118 | 159 | + 34.7% | 2,393 | 2,573 | + 7.5% | 2,511 | 2,732 | + 8.8% | 4.7% | 5.8% |
| Condo-Townhouse | 15 | 14 | - 6.7% | 438 | 544 | + 24.2% | 453 | 558 | + 23.2% | 3.3% | 2.5% |
| All Properties | 133 | 173 | + 30.1% | 2,831 | 3,117 | + 10.1% | 2,964 | 3,290 | + 11.0% | 4.5% | 5.3% |

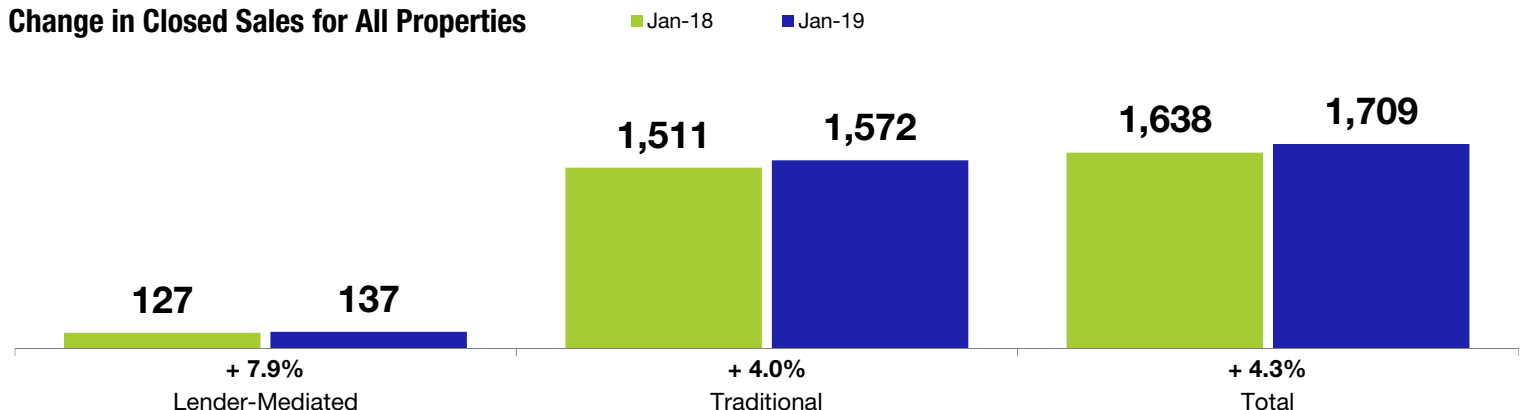
Change in New Listings for All Properties



Closed Sales

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|--|-------------|
| | Jan-18 | Jan-19 | + / - | Jan-18 | Jan-19 | + / - | Jan-18 | Jan-19 | + / - | Jan-18 | Jan-19 |
| Single-Family | 112 | 124 | + 10.7% | 1,243 | 1,299 | + 4.5% | 1,355 | 1,423 | + 5.0% | 8.3% | 8.7% |
| Condo-Townhouse | 15 | 13 | - 13.3% | 268 | 273 | + 1.9% | 283 | 286 | + 1.1% | 5.3% | 4.5% |
| All Properties | 127 | 137 | + 7.9% | 1,511 | 1,572 | + 4.0% | 1,638 | 1,709 | + 4.3% | 7.8% | 8.0% |

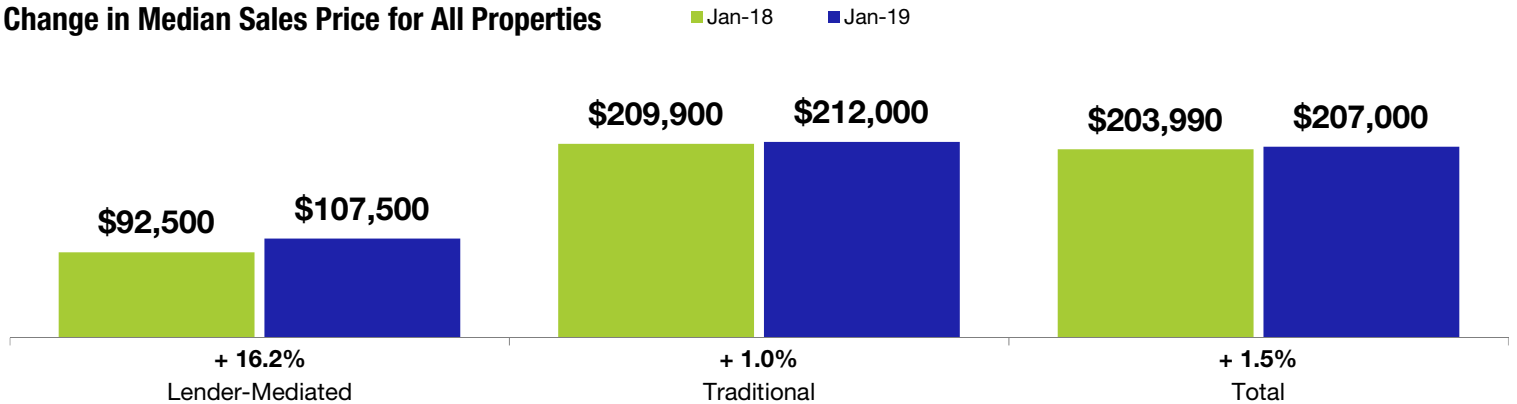
Change in Closed Sales for All Properties



Median Sales Price

| | Lender-Mediated | | | Traditional | | | Total | | |
|-----------------------|-----------------|------------------|----------------|------------------|------------------|---------------|------------------|------------------|---------------|
| | Jan-18 | Jan-19 | + / - | Jan-18 | Jan-19 | + / - | Jan-18 | Jan-19 | + / - |
| Single-Family | \$90,000 | \$108,786 | + 20.9% | \$221,080 | \$227,500 | + 2.9% | \$212,750 | \$219,900 | + 3.4% |
| Condo-Townhouse | \$103,000 | \$121,000 | + 17.5% | \$157,500 | \$154,900 | - 1.7% | \$150,000 | \$207,000 | + 38.0% |
| All Properties | \$92,500 | \$107,500 | + 16.2% | \$209,900 | \$212,000 | + 1.0% | \$203,990 | \$207,000 | + 1.5% |

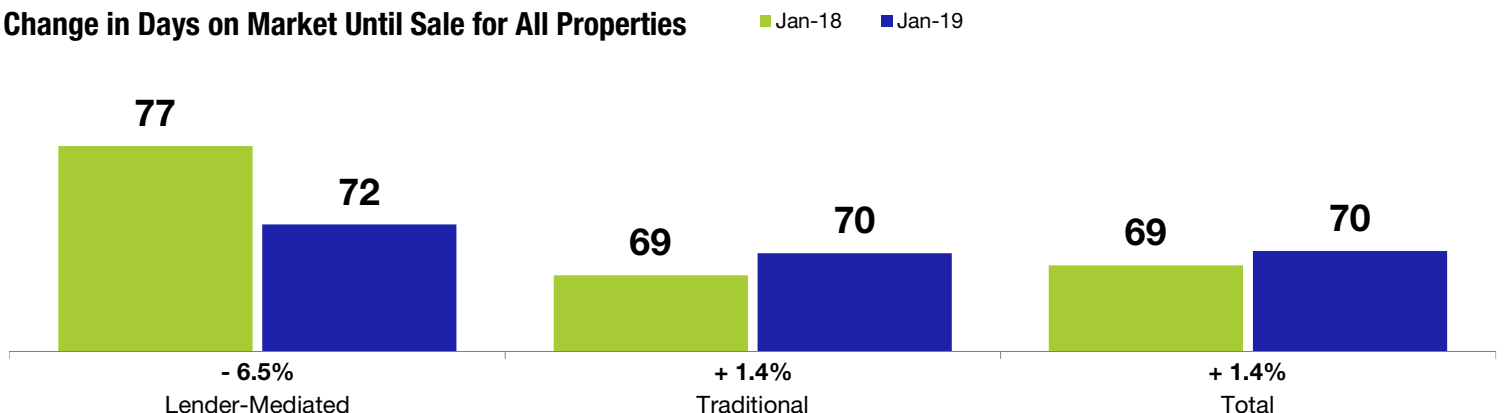
Change in Median Sales Price for All Properties



Days on Market Until Sale

| | Lender-Mediated | | | Traditional | | | Total | | |
|-----------------------|-----------------|-----------|---------------|-------------|-----------|---------------|-----------|-----------|---------------|
| | Jan-18 | Jan-19 | + / - | Jan-18 | Jan-19 | + / - | Jan-18 | Jan-19 | + / - |
| Single-Family | 76 | 75 | - 1.3% | 71 | 72 | + 1.4% | 71 | 72 | + 1.4% |
| Condo-Townhouse | 85 | 42 | - 50.6% | 60 | 64 | + 6.7% | 61 | 63 | + 3.3% |
| All Properties | 77 | 72 | - 6.5% | 69 | 70 | + 1.4% | 69 | 70 | + 1.4% |

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.

January 2019

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|---|-----------|-------|--------|--------------|-------|---------|--------------------|--------|---------------------|--------|
| Baker County | 5 | 5.7% | 25.0% | 1 | 25.0% | -50.0% | \$116,450 | -34.2% | \$104,725 | -48.2% |
| Clay County | 74 | 7.2% | 19.4% | 23 | 10.5% | 27.8% | \$199,000 | 2.1% | \$213,122 | 0.7% |
| Duval County | 290 | 6.4% | -6.5% | 86 | 8.8% | 10.3% | \$179,100 | -4.2% | \$206,794 | -9.3% |
| Nassau County | 15 | 3.7% | -21.1% | 3 | 6.5% | 50.0% | \$268,950 | 17.2% | \$310,558 | 28.8% |
| Putnam County | 19 | 4.9% | -42.4% | 10 | 16.9% | 0.0% | \$86,000 | 13.2% | \$117,387 | 19.2% |
| St. Johns County | 57 | 2.3% | -6.6% | 10 | 2.9% | 25.0% | \$307,500 | 3.0% | \$367,247 | 5.3% |
| 011-SAN MARCO | 1 | 1.0% | -50.0% | 1 | 16.7% | -- | \$237,500 | -2.1% | \$282,083 | -44.0% |
| 012-SAN JOSE | 8 | 6.2% | 100.0% | 2 | 7.7% | -- | \$181,100 | -13.7% | \$181,307 | -30.9% |
| 013-BEAUCLERC/MANDARIN NORTH | 4 | 2.4% | -55.6% | 3 | 7.9% | 50.0% | \$221,150 | 7.9% | \$225,535 | 13.2% |
| 014-MANDARIN | 17 | 7.8% | 21.4% | 2 | 3.8% | -33.3% | \$274,500 | 0.0% | \$317,857 | 12.2% |
| 015-BARTRAM | 10 | 9.3% | 100.0% | 1 | 2.3% | 0.0% | \$214,911 | -6.5% | \$231,024 | 0.1% |
| 021-ST NICHOLAS AREA | 8 | 10.4% | 0.0% | 0 | 0.0% | -100.0% | \$137,500 | 54.1% | \$129,807 | 15.3% |
| 022-GROVE PARK/SANS SOUCI | 7 | 4.5% | -41.7% | 2 | 5.7% | -50.0% | \$147,500 | -10.6% | \$155,158 | -11.7% |
| 023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD | 4 | 3.7% | -55.6% | 3 | 7.3% | 200.0% | \$185,400 | 18.5% | \$202,407 | 15.2% |
| 024-BAYMEADOWS/DEERWOOD | 12 | 6.3% | 50.0% | 2 | 3.4% | 0.0% | \$136,200 | 4.8% | \$182,719 | 7.8% |
| 025-INTRACOASTAL WEST-NORTH OF BEACH BLVD | 8 | 6.9% | 100.0% | 1 | 8.3% | -50.0% | \$289,250 | 6.2% | \$349,202 | 16.5% |
| 026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD | 5 | 4.5% | -16.7% | 0 | 0.0% | -- | \$324,000 | 20.9% | \$390,889 | 22.1% |
| 027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD | 1 | 1.5% | -66.7% | 0 | 0.0% | -- | \$162,000 | -22.9% | \$164,538 | -60.1% |
| 028-BAYARD | 0 | 0.0% | -- | 0 | 0.0% | -- | \$265,000 | 0.0% | \$265,000 | 0.0% |
| 029-NOCATEE (DUVAL COUNTY) | 1 | 2.1% | -- | 0 | 0.0% | -- | \$464,685 | 7.3% | \$468,055 | 9.0% |
| 031-RIVERSIDE | 1 | 1.6% | 0.0% | 1 | 20.0% | -- | \$228,000 | -1.3% | \$267,680 | 0.6% |
| 032-AVONDALE | 4 | 3.7% | 0.0% | 1 | 6.7% | -- | \$257,000 | -35.8% | \$275,600 | -37.4% |
| 033-ORTEGA/VENETIA | 3 | 5.3% | 200.0% | 0 | 0.0% | -100.0% | \$145,000 | -51.3% | \$234,167 | -44.9% |
| 041-ARLINGTON | 10 | 4.4% | -61.5% | 10 | 13.2% | 100.0% | \$155,000 | -4.6% | \$170,700 | -6.5% |
| 042-FT CAROLINE | 12 | 8.8% | 140.0% | 4 | 16.0% | -20.0% | \$245,000 | 21.9% | \$277,013 | 27.2% |
| 043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD | 7 | 6.9% | -12.5% | 0 | 0.0% | -100.0% | \$233,500 | -4.4% | \$255,017 | -6.3% |
| 051-MURRAY HILL | 4 | 5.9% | -20.0% | 1 | 7.1% | -75.0% | \$144,000 | 13.4% | \$140,964 | 10.5% |
| 052-LAKESHORE | 4 | 8.2% | -50.0% | 1 | 11.1% | -66.7% | \$135,000 | 67.7% | \$114,100 | 28.6% |
| 053-HYDE GROVE AREA | 5 | 7.8% | -37.5% | 4 | 33.3% | 300.0% | \$90,000 | -21.7% | \$96,572 | -11.1% |
| 054-CEDAR HILLS | 1 | 2.9% | -66.7% | 3 | 21.4% | 50.0% | \$116,250 | -1.5% | \$114,628 | 1.1% |
| 055-CONFEDERATE POINT/ORTEGA FARMS | 2 | 7.7% | 0.0% | 0 | 0.0% | -- | \$128,750 | -21.3% | \$128,750 | -27.4% |
| 056-YUKON/WESCONNETT/OAK HILL | 11 | 13.1% | -21.4% | 3 | 11.1% | -- | \$122,500 | 52.6% | \$129,843 | 33.1% |
| 061-HERLONG/NORMANDY AREA | 9 | 20.5% | 12.5% | 2 | 9.1% | 0.0% | \$143,000 | 10.1% | \$145,509 | 8.8% |
| 062-CRYSTAL SPRINGS/COUNTRY CREEK AREA | 9 | 11.5% | 50.0% | 0 | 0.0% | -100.0% | \$177,000 | 14.2% | \$183,284 | 0.4% |
| 063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES | 9 | 14.1% | -25.0% | 3 | 15.8% | 50.0% | \$129,050 | 0.0% | \$117,208 | -0.4% |
| 064-BENT CREEK/PLUM TREE | 8 | 11.6% | 100.0% | 1 | 7.1% | 0.0% | \$229,000 | 19.6% | \$227,991 | 15.0% |
| 065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW | 2 | 6.5% | 100.0% | 2 | 28.6% | 100.0% | \$207,990 | 5.4% | \$202,053 | 0.9% |
| 066-CECIL COMMERCE AREA | 1 | 4.2% | -50.0% | 0 | 0.0% | -- | \$206,250 | -13.7% | \$206,250 | -13.9% |
| 067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL) | 5 | 5.0% | -58.3% | 1 | 3.3% | -50.0% | \$189,560 | 11.8% | \$193,577 | 15.4% |
| 071-BRENTWOOD/EVERGREEN | 4 | 5.1% | -20.0% | 0 | 0.0% | -100.0% | \$43,000 | -35.3% | \$59,119 | -14.9% |
| 072-SPRINGFIELD | 4 | 7.8% | -- | 0 | 0.0% | -100.0% | \$240,000 | 73.9% | \$202,864 | 24.3% |
| 073-DOWNTOWN JACKSONVILLE-NORTHBANK | 2 | 11.8% | 0.0% | 0 | 0.0% | -- | \$250,000 | 5.5% | \$250,000 | 5.5% |

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.

January 2019

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|--|-----------|-------|---------|--------------|-------|---------|--------------------|---------|---------------------|---------|
| 074-PAXON | 6 | 6.9% | -25.0% | 5 | 23.8% | 400.0% | \$50,000 | -4.7% | \$62,570 | -17.7% |
| 075-TROUT RIVER/COLLEGE PARK/RIBAULT MANOR | 23 | 8.1% | 15.0% | 7 | 11.7% | -30.0% | \$54,325 | 2.5% | \$67,476 | -3.6% |
| 076-DOWNTOWN JACKSONVILLE-EASTSIDE | 7 | 14.9% | 133.3% | 1 | 16.7% | 0.0% | \$33,350 | -14.5% | \$43,617 | -9.1% |
| 081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST | 4 | 5.3% | -63.6% | 6 | 30.0% | 200.0% | \$176,450 | 20.4% | \$169,357 | 12.6% |
| 082-DINSMORE/NORTHWEST DUVAL COUNTY | 1 | 6.3% | -50.0% | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |
| 091-GARDEN CITY/AIRPORT | 20 | 12.2% | 11.1% | 7 | 13.2% | 40.0% | \$190,010 | 28.8% | \$180,871 | 12.6% |
| 092-OCEANWAY/PECAN PARK | 11 | 7.3% | 10.0% | 1 | 4.3% | -66.7% | \$240,000 | 13.8% | \$238,374 | 17.0% |
| 095-SAN MATEO/EASTPORT | 3 | 10.3% | -- | 0 | 0.0% | -- | \$125,000 | -41.9% | \$159,000 | -46.0% |
| 096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT | 3 | 2.6% | -57.1% | 3 | 13.0% | 200.0% | \$236,735 | 7.6% | \$235,837 | 0.2% |
| 121-FLEMING ISLAND-NE | 0 | 0.0% | -100.0% | 1 | 50.0% | -- | \$215,250 | -6.4% | \$215,250 | -6.4% |
| 122-FLEMING ISLAND-NW | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$274,000 | 14.6% | \$450,299 | 70.1% |
| 123-FLEMING ISLAND-SE | 1 | 2.6% | 0.0% | 0 | 0.0% | -- | \$259,000 | 18.8% | \$255,798 | 9.9% |
| 124-FLEMING ISLAND-SW | 8 | 18.6% | 100.0% | 1 | 12.5% | -- | \$219,750 | -12.1% | \$257,625 | 5.8% |
| 131-MEADOWBROOK/LOCH RANE | 2 | 6.9% | 0.0% | 0 | 0.0% | -100.0% | \$189,950 | 3.2% | \$202,483 | -0.4% |
| 132-BELLAIR/GROVE PARK | 5 | 23.8% | 150.0% | 0 | 0.0% | -100.0% | \$177,500 | 18.3% | \$163,760 | 14.0% |
| 133-NORTH ORANGE PARK | 1 | 10.0% | -- | 0 | 0.0% | -- | \$187,000 | -8.8% | \$212,750 | 3.8% |
| 134-SOUTH BLANDING | 4 | 14.8% | 100.0% | 2 | 28.6% | -- | \$185,000 | -2.6% | \$187,173 | -4.5% |
| 135-PARK WEST/MONTCLAIR | 1 | 7.1% | -50.0% | 0 | 0.0% | -100.0% | \$151,500 | -23.3% | \$151,500 | -23.0% |
| 136-LAKESIDE ESTATES | 4 | 13.8% | 300.0% | 1 | 16.7% | -- | \$143,470 | -22.0% | \$138,807 | -25.8% |
| 137-DOCTOR'S LAKE | 1 | 4.0% | -66.7% | 0 | 0.0% | -- | \$205,000 | -16.3% | \$212,000 | -13.5% |
| 138-TANGLEWOOD | 0 | 0.0% | -- | 1 | 14.3% | 0.0% | \$150,000 | 20.0% | \$150,741 | 20.5% |
| 139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY | 13 | 6.2% | 8.3% | 3 | 6.7% | -40.0% | \$215,000 | -12.2% | \$224,115 | -12.4% |
| 141-MIDDLEBURG NW | 0 | 5.4% | 0.0% | -- | 10.5% | 100.0% | -- | 0.0% | -- | 0.8% |
| 142-MIDDLEBURG EAST | 2 | 8.7% | 0.0% | 0 | 0.0% | -- | \$232,500 | 13.0% | \$227,750 | 10.7% |
| 143-FOXMEADOW AREA | 2 | 4.5% | 0.0% | 0 | 0.0% | -- | \$220,000 | -8.3% | \$212,402 | -18.7% |
| 144-MIDDLEBURG-SE | 1 | 5.0% | -- | 0 | 0.0% | -100.0% | \$385,000 | 196.2% | \$385,000 | 91.5% |
| 145-MIDDLEBURG-SW | 5 | 12.5% | 400.0% | 3 | 33.3% | 200.0% | \$125,000 | -5.1% | \$120,300 | -20.8% |
| 146-MIDDLEBURG-NE | 8 | 14.3% | 33.3% | 4 | 25.0% | 300.0% | \$168,000 | 6.3% | \$189,737 | 3.4% |
| 151-KEYSTONE HEIGHTS | 6 | 7.5% | 0.0% | 2 | 16.7% | -- | \$172,500 | 23.2% | \$174,242 | 17.8% |
| 152-KINGSLEY LAKE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$0 | -100.0% | \$0 | -100.0% |
| 161-GREEN COVE SPRINGS | 3 | 2.4% | 0.0% | 1 | 4.3% | -66.7% | \$199,702 | -9.7% | \$233,613 | 4.1% |
| 162-RUSSELL LANDING/PENNY FARMS | 1 | 25.0% | 0.0% | 0 | 0.0% | -- | \$144,825 | 0.0% | \$144,825 | 0.0% |
| 163-LAKE ASBURY AREA | 1 | 2.4% | -- | 1 | 6.7% | -- | \$229,000 | -3.3% | \$246,213 | 5.2% |
| 211-JACKSONVILLE BEACH-NE | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$0 | -100.0% | \$0 | -100.0% |
| 212-JACKSONVILLE BEACH-SE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$484,000 | -18.7% | \$1,235,250 | 76.7% |
| 213-JACKSONVILLE BEACH-NW | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$389,500 | 1.2% | \$429,688 | 3.4% |
| 214-JACKSONVILLE BEACH-SW | 2 | 3.0% | 100.0% | 2 | 16.7% | 100.0% | \$336,750 | -12.5% | \$383,558 | -1.5% |
| 221-NEPTUNE BEACH-EAST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$595,000 | -30.0% | \$595,000 | -20.8% |
| 222-NEPTUNE BEACH-WEST | 1 | 3.8% | -- | 0 | 0.0% | -- | \$302,500 | 4.0% | \$302,500 | -12.7% |
| 231-ATLANTIC BEACH-NORTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$690,000 | 3.4% | \$834,117 | 25.0% |
| 232-ATLANTIC BEACH-SOUTH | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$348,750 | -0.9% | \$456,441 | -42.6% |
| 233-ATLANTIC BEACH-WEST | 2 | 15.4% | -- | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |

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.

January 2019

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|--|-----------|-------|---------|--------------|--------|---------|--------------------|---------|---------------------|---------|
| 241-NORTH BEACH | 2 | 25.0% | 100.0% | 0 | 0.0% | -- | \$165,000 | -43.2% | \$162,680 | -27.8% |
| 242-MAYPORT | 0 | 0.0% | -- | 0 | 0.0% | -- | \$149,950 | 2.4% | \$149,950 | 2.4% |
| 251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD | 0 | 0.0% | -- | 0 | 0.0% | -- | \$1,423,750 | 0.1% | \$1,448,125 | 10.7% |
| 252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD | 1 | 1.1% | -80.0% | 0 | 0.0% | -100.0% | \$230,000 | 27.8% | \$529,404 | 96.0% |
| 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% | -- | \$337,500 | -3.9% | \$457,033 | -13.5% |
| 262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD | 3 | 3.3% | -40.0% | 0 | 0.0% | -- | \$500,000 | 110.1% | \$504,733 | 30.5% |
| 263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210 | 1 | 1.8% | -75.0% | 0 | 0.0% | -- | \$480,000 | -28.4% | \$607,079 | -17.0% |
| 264-SOUTH PONTE VEDRA BEACH | 2 | 4.3% | -33.3% | 0 | 0.0% | -- | \$845,000 | 77.9% | \$845,000 | 77.9% |
| 265-PONTE VEDRA/NOCATEE-STJ | 2 | 0.8% | 0.0% | 0 | 0.0% | -- | \$380,822 | 0.3% | \$420,464 | 4.1% |
| 266-VILANO BEACH | 1 | 1.9% | 0.0% | 0 | 0.0% | -- | \$364,000 | -19.1% | \$443,500 | -1.1% |
| 271-NOCATEE NORTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$508,994 | 22.1% | \$564,379 | 32.3% |
| 272-NOCATEE SOUTH | 2 | 1.2% | 0.0% | 0 | 0.0% | -- | \$358,500 | -2.8% | \$372,492 | -5.4% |
| 301-JULINGTON CREEK/SWITZERLAND | 9 | 2.5% | 50.0% | 4 | 5.4% | 300.0% | \$315,000 | 1.4% | \$343,825 | 2.7% |
| 302-ORANGEDALE AREA | 2 | 2.9% | 100.0% | 0 | 0.0% | -- | \$291,000 | -8.1% | \$297,387 | -8.3% |
| 303-PALMO/SIX MILE AREA | 3 | 9.7% | 200.0% | 0 | 0.0% | -- | \$382,000 | 72.8% | \$399,625 | 80.8% |
| 304- 210 SOUTH | 2 | 1.6% | -71.4% | 2 | 7.1% | -- | \$333,495 | 18.3% | \$326,577 | 13.8% |
| 305-WORLD GOLF VILLAGE AREA-CENTRAL | 2 | 2.7% | -- | 0 | 0.0% | -- | \$260,549 | -15.0% | \$262,729 | -7.6% |
| 306-WORLD GOLF VILLAGE AREA-NE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$342,485 | 47.9% | \$320,535 | 38.4% |
| 307-WORLD GOLF VILLAGE AREA-SE | 2 | 2.7% | 100.0% | 0 | 0.0% | -- | \$280,000 | -24.3% | \$299,998 | -31.3% |
| 308-WORLD GOLF VILLAGE AREA-SW | 3 | 4.5% | -25.0% | 0 | 0.0% | -- | \$264,990 | 5.0% | \$264,448 | -5.1% |
| 309-WORLD GOLF VILLAGE AREA-WEST | 0 | 0.0% | -100.0% | 1 | 7.7% | -- | \$284,900 | 9.9% | \$258,901 | 3.3% |
| 312-PALENCIA AREA | 3 | 2.7% | -40.0% | 0 | 0.0% | -- | \$448,235 | 27.2% | \$434,969 | -1.3% |
| 313-WHITECASTLE/AIRPORT AREA | 3 | 9.1% | 50.0% | 0 | 0.0% | -100.0% | \$317,450 | 373.8% | \$317,450 | 373.8% |
| 321-NORTH CITY-ST AUGUSTINE | 1 | 3.3% | -- | 0 | 0.0% | -- | \$140,000 | -33.1% | \$140,000 | -33.1% |
| 322-DOWNTOWN ST AUGUSTINE | 1 | 1.9% | -- | 1 | 50.0% | -- | \$365,524 | 19.9% | \$365,524 | 19.9% |
| 323-DAVIS SHORES | 0 | 0.0% | -- | 0 | 0.0% | -- | \$322,250 | -27.9% | \$371,067 | -17.0% |
| 331-ST AUGUSTINE BEACH | 4 | 1.8% | 33.3% | 1 | 5.9% | -- | \$365,000 | 7.8% | \$427,618 | 17.2% |
| 332-CRESCENT BEACH/SUMMER HAVEN | 0 | 0.0% | -- | 0 | 0.0% | -- | \$180,000 | 30.4% | \$180,000 | 30.4% |
| 333-ST JOHNS COUNTY-SE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$285,000 | -16.2% | \$285,000 | -15.3% |
| 334-MOULTRIE/ST AUGUSTINE SHORES | 1 | 1.8% | -- | 0 | 0.0% | -- | \$185,000 | 3.5% | \$189,480 | 6.5% |
| 335-ST AUGUSTINE SOUTH | 2 | 11.8% | 100.0% | 0 | 0.0% | -100.0% | \$235,000 | 0.4% | \$237,786 | -2.2% |
| 336-RAVENSWOOD/WEST AUGUSTINE | 2 | 1.3% | 0.0% | 0 | 0.0% | -100.0% | \$187,500 | 39.0% | \$209,386 | 52.0% |
| 337-OLD MOULTRIE RD/WILDWOOD | 3 | 2.4% | 50.0% | 0 | 0.0% | -- | \$244,010 | 17.8% | \$266,305 | 36.5% |
| 341-FLAGLER ESTATES/HASTINGS | 1 | 7.7% | -50.0% | 1 | 100.0% | 0.0% | \$129,375 | -35.3% | \$129,375 | -35.3% |
| 342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95 | 1 | 9.1% | 0.0% | 0 | 0.0% | -- | \$310,000 | -14.4% | \$310,000 | -14.4% |
| 343-MOLASSES JUNCTION/ELKTON | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$469,900 | 34.3% | \$469,900 | 34.3% |
| 344-HASTINGS/TOCOI/RIVRERDALE | 0 | -- | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |
| 410-FERNANDINA BEACH DOWNTOWN-WEST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$221,000 | 0.0% | \$349,500 | 0.0% |
| 420-FERNANDINA BEACH-DOWNTOWN-EAST | 0 | 0.0% | -100.0% | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 430-NASSAU COUNTY BEACHES-NORTH | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$325,000 | 0.0% | \$325,000 | 0.0% |
| 431-NASSAU COUNTY BEACHES-SOUTH | 1 | 6.3% | -- | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |

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.

January 2019

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|---|-----------|-------|---------|--------------|--------|---------|--------------------|---------|---------------------|---------|
| 440-FERNANDINA BEACH DOWNTOWN-SOUTH | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$305,000 | 17.3% | \$305,000 | 17.3% |
| 450-AMELIA ISLAND-NORTH OF BURNEY ROAD | 2 | 7.1% | 100.0% | 0 | 0.0% | -- | \$450,000 | 51.6% | \$453,955 | 52.9% |
| 460-AMELIA ISLAND PLANTATION | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$540,000 | -1.8% | \$745,000 | 31.9% |
| 470-PINEY ISLAND AREA | 0 | 0.0% | -- | 0 | 0.0% | -- | \$665,000 | 0.0% | \$665,000 | 0.0% |
| 471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$240,173 | -5.8% | \$285,974 | -1.8% |
| 472-ONEIL/NASSAVILLE/HOLLY POINT | 6 | 4.6% | 20.0% | 2 | 13.3% | 100.0% | \$325,741 | 42.0% | \$283,912 | 10.5% |
| 480-NASSAU COUNTY-YULEE NORTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$229,900 | 0.0% | \$229,900 | 0.0% |
| 481-NASSAU COUNTY-YULEE SOUTH | 3 | 6.0% | 50.0% | 0 | 0.0% | -- | \$233,450 | 19.0% | \$237,800 | 26.6% |
| 490-CALLAHAN | 0 | 0.0% | -- | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 491-HILLARD | 1 | 7.7% | 0.0% | 0 | 0.0% | -- | \$182,500 | 73.8% | \$182,500 | 73.8% |
| 492-NASSAU COUNTY-W OF I-95/N TO STATE LINE | 4 | 5.3% | -33.3% | 1 | 11.1% | -- | \$270,000 | 44.4% | \$244,631 | 31.5% |
| 501-MACCLENNY AREA | 4 | 8.0% | -- | 1 | 25.0% | -50.0% | \$116,450 | -34.2% | \$104,725 | -38.2% |
| 502-BAKER COUNTY-NW | 0 | 0.0% | -100.0% | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 503-BAKER COUNTY-SOUTH | 1 | 5.6% | 0.0% | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 521-BRADFORD COUNTY-NE | 1 | 8.3% | -66.7% | 0 | 0.0% | -100.0% | \$127,000 | 139.6% | \$127,000 | 30.4% |
| 522-BRADFORD COUNTY-NW | 2 | 7.4% | -33.3% | 1 | 10.0% | -- | \$134,200 | 11.1% | \$155,750 | 29.0% |
| 523-BRADFORD COUNTY-SE | 3 | 6.5% | 0.0% | 1 | 33.3% | -50.0% | \$130,000 | 46.9% | \$139,000 | 14.0% |
| 524-BRADFORD COUNTY-SW | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$210,000 | 45.8% | \$238,333 | 65.5% |
| 541-UNION COUNTY-NORTH | 1 | 14.3% | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |
| 542-UNION COUNTY-SOUTH | 0 | 0.0% | -- | 0 | -- | -100.0% | \$0 | -100.0% | \$0 | -100.0% |
| 561-GREATER PALATKA | 1 | 1.7% | -85.7% | 4 | 33.3% | -20.0% | \$60,005 | -21.0% | \$91,616 | -16.1% |
| 562-BARDIN/WEST BOSTWICK | 0 | 0.0% | -- | 0 | 0.0% | -- | \$89,900 | 0.0% | \$89,900 | 0.0% |
| 563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK | 4 | 16.0% | -20.0% | 0 | 0.0% | -- | \$141,200 | 66.1% | \$141,200 | 66.1% |
| 564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS | 3 | 5.2% | -40.0% | 0 | 0.0% | -- | \$167,750 | -25.4% | \$196,733 | -12.6% |
| 571-INTERLACHEN-SE | 0 | 0.0% | -- | 2 | 100.0% | 100.0% | \$68,750 | -35.1% | \$68,750 | -23.8% |
| 572-INTERLACHEN-NE | 3 | 6.4% | 0.0% | 0 | 0.0% | -100.0% | \$71,000 | 64.4% | \$92,350 | 113.8% |
| 573-INTERLACHEN-SW | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$53,500 | 52.9% | \$53,500 | 16.3% |
| 574-INTERLACHEN-NW | 2 | 9.1% | -71.4% | 1 | 33.3% | -- | \$128,900 | 296.6% | \$137,967 | 307.8% |
| 575-WEST OF SR-21 | 3 | 15.8% | 50.0% | 0 | 0.0% | -- | \$88,500 | 0.0% | \$88,500 | 0.0% |
| 576-GEORGES LAKE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$175,000 | -32.4% | \$175,000 | -32.4% |
| 581-SATSUMA/HOOT OWL RIDGE | 1 | 6.7% | 0.0% | 2 | 40.0% | -- | \$52,500 | -44.1% | \$69,400 | -26.2% |
| 582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST | 1 | 1.8% | 0.0% | 0 | 0.0% | -100.0% | \$70,000 | 4.6% | \$90,071 | 7.0% |
| 583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL | 1 | 2.0% | 0.0% | 1 | 11.1% | 0.0% | \$80,000 | -20.4% | \$182,156 | 67.9% |
| 584-OCALA NATIONAL FOREST/OKLAWAHA RIVER | 0 | 0.0% | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |