

# Lender-Mediated Report

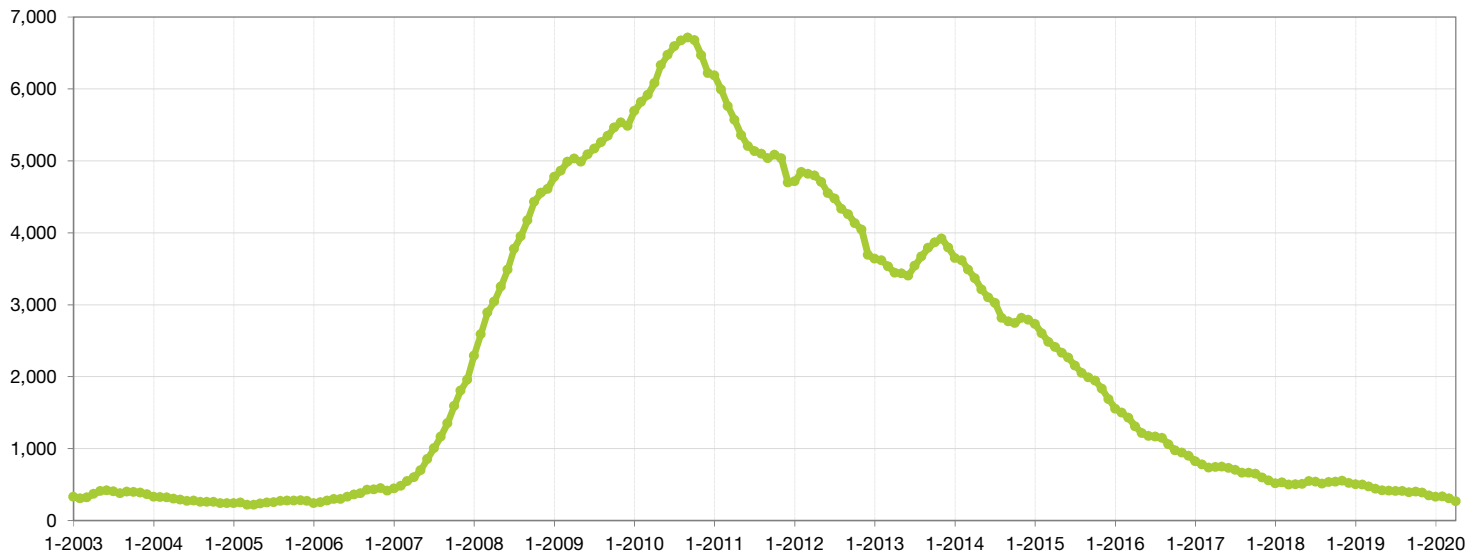
A RESEARCH TOOL PROVIDED BY THE  
NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



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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



## April 2020

New Listings in the Northeast Florida region decreased 22.4 percent to 3,107.

- Traditional New Listings decreased 21.9 percent to 2,996.
- Lender-mediated New Listings decreased 34.3 percent to 111.
- Share of all New Listings that were lender-mediated fell to 3.6 percent.

Closed Sales were down 22.9 percent to 2,334.

- Traditional Closed Sales were down 21.7 percent to 2,254.
- Lender-mediated Closed Sales were down 45.9 percent to 80.
- Share of all Closed Sales that were lender-mediated fell to 3.4 percent.

The Median Sales Price rose 11.1 percent to \$250,000.

- The traditional Median Sales Price rose 9.6 percent to \$252,045.
- The lender-mediated Median Sales Price rose 25.0 percent to \$149,950.

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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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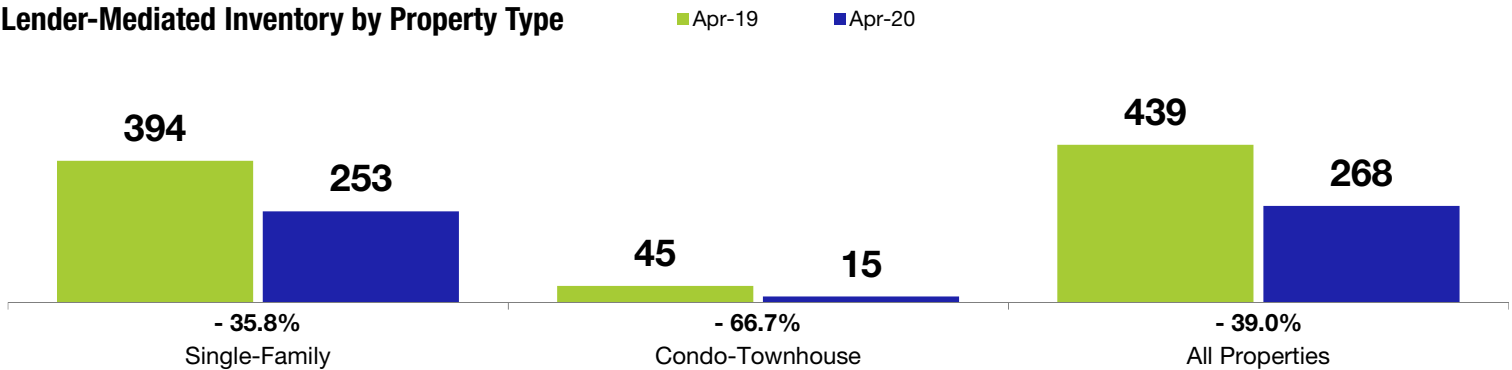
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## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Apr-19	Apr-20	+ / -	Apr-19	Apr-20	+ / -	Apr-19	Apr-20	+ / -	Apr-19	Apr-20
Single-Family	394	253	- 35.8%	7,964	6,865	- 13.8%	8,358	7,118	- 14.8%	4.7%	3.6%
Condo-Townhouse	45	15	- 66.7%	1,562	1,412	- 9.6%	1,607	1,427	- 11.2%	2.8%	1.1%
<b>All Properties</b>	<b>439</b>	<b>268</b>	<b>- 39.0%</b>	<b>9,526</b>	<b>8,277</b>	<b>- 13.1%</b>	<b>9,965</b>	<b>8,545</b>	<b>- 14.2%</b>	<b>4.4%</b>	<b>3.1%</b>

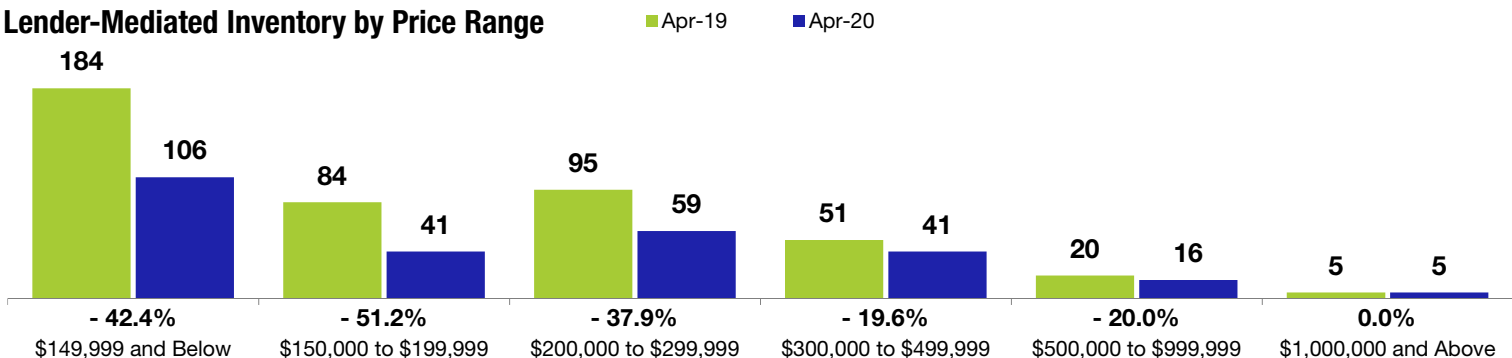
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Apr-19	Apr-20	+ / -	Apr-19	Apr-20	+ / -	Apr-19	Apr-20	+ / -	Apr-19	Apr-20
\$149,999 and Below	184	106	- 42.4%	1,470	1,224	- 16.7%	1,654	1,330	- 19.6%	11.1%	8.0%
\$150,000 to \$199,999	84	41	- 51.2%	963	872	- 9.4%	1,047	913	- 12.8%	8.0%	4.5%
\$200,000 to \$299,999	95	59	- 37.9%	2,598	2,329	- 10.4%	2,693	2,388	- 11.3%	3.5%	2.5%
\$300,000 to \$499,999	51	41	- 19.6%	2,549	2,222	- 12.8%	2,600	2,263	- 13.0%	2.0%	1.8%
\$500,000 to \$999,999	20	16	- 20.0%	1,445	1,228	- 15.0%	1,465	1,244	- 15.1%	1.4%	1.3%
\$1,000,000 and Above	5	5	0.0%	501	402	- 19.8%	506	407	- 19.6%	1.0%	1.2%
<b>All Price Ranges</b>	<b>439</b>	<b>268</b>	<b>- 39.0%</b>	<b>9,526</b>	<b>8,277</b>	<b>- 13.1%</b>	<b>9,965</b>	<b>8,545</b>	<b>- 14.2%</b>	<b>4.4%</b>	<b>3.1%</b>

### Lender-Mediated Inventory by Price Range



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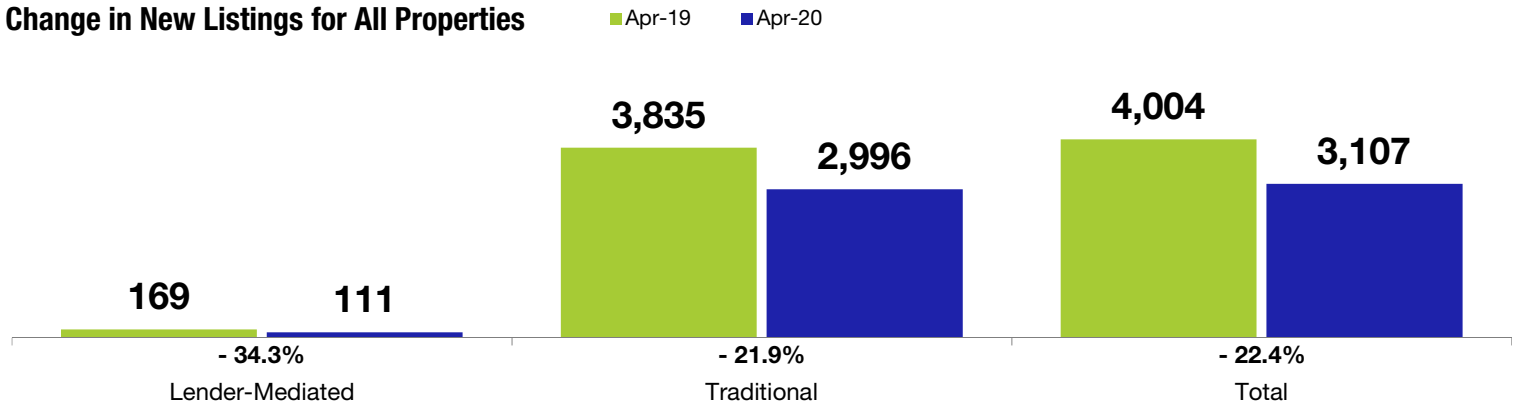
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## New Listings

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Apr-19	Apr-20	+ / -	Apr-19	Apr-20	+ / -	Apr-19	Apr-20	+ / -	Apr-19	Apr-20
Single-Family	149	104	- 30.2%	3,197	2,561	- 19.9%	3,346	2,665	- 20.4%	4.5%	3.9%
Condo-Townhouse	20	7	- 65.0%	638	435	- 31.8%	658	442	- 32.8%	3.0%	1.6%
<b>All Properties</b>	<b>169</b>	<b>111</b>	<b>- 34.3%</b>	<b>3,835</b>	<b>2,996</b>	<b>- 21.9%</b>	<b>4,004</b>	<b>3,107</b>	<b>- 22.4%</b>	<b>4.2%</b>	<b>3.6%</b>

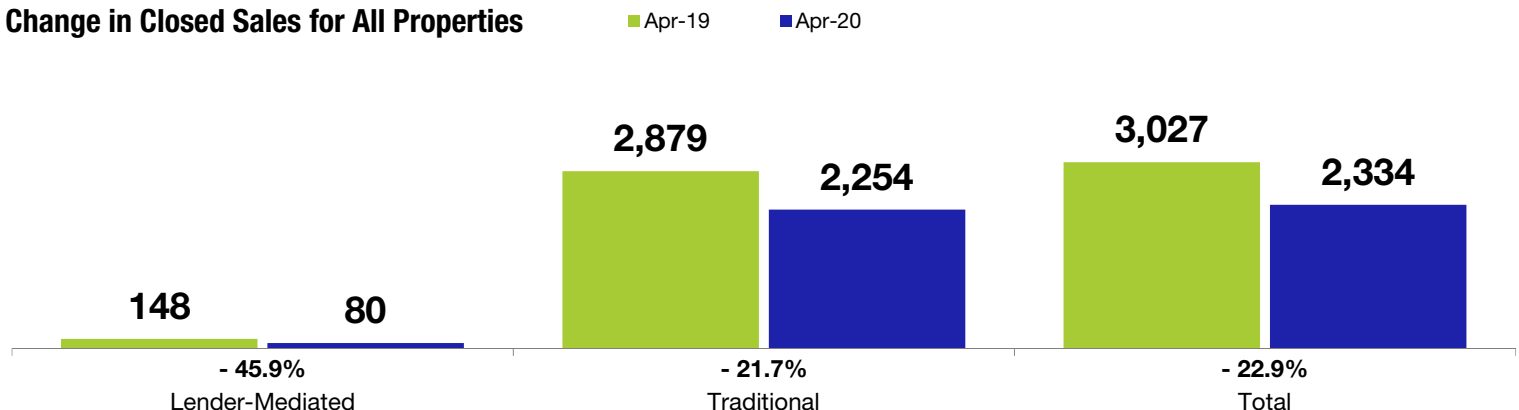
### Change in New Listings for All Properties



## Closed Sales

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Apr-19	Apr-20	+ / -	Apr-19	Apr-20	+ / -	Apr-19	Apr-20	+ / -	Apr-19	Apr-20
Single-Family	121	75	- 38.0%	2,350	1,907	- 18.9%	2,471	1,982	- 19.8%	4.9%	3.8%
Condo-Townhouse	27	5	- 81.5%	529	347	- 34.4%	556	352	- 36.7%	4.9%	1.4%
<b>All Properties</b>	<b>148</b>	<b>80</b>	<b>- 45.9%</b>	<b>2,879</b>	<b>2,254</b>	<b>- 21.7%</b>	<b>3,027</b>	<b>2,334</b>	<b>- 22.9%</b>	<b>4.9%</b>	<b>3.4%</b>

### Change in Closed Sales for All Properties



# Lender-Mediated Report

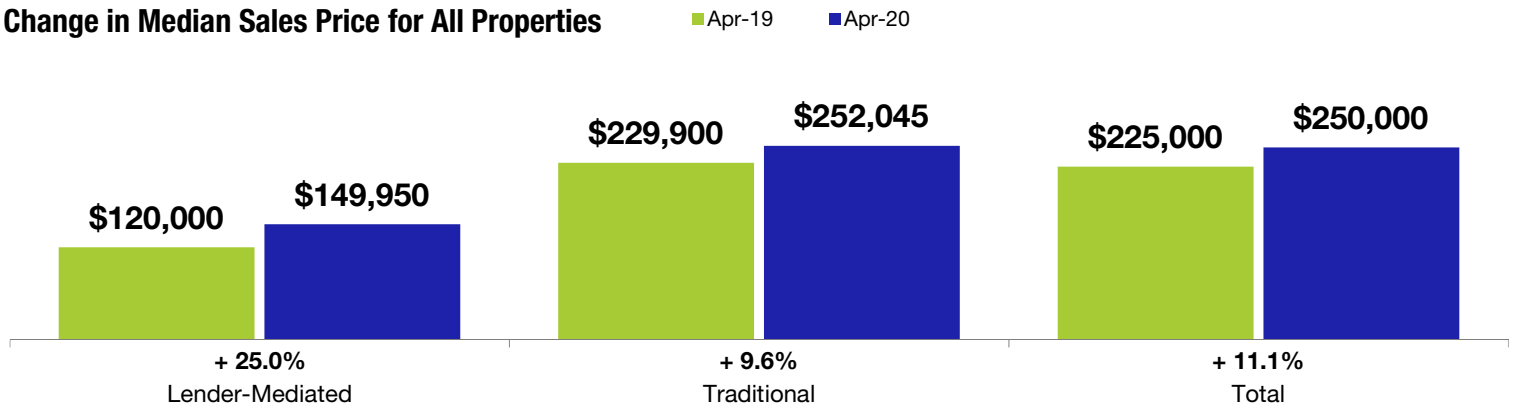
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## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Apr-19	Apr-20	+ / -	Apr-19	Apr-20	+ / -	Apr-19	Apr-20	+ / -
Single-Family	\$149,900	\$150,000	+ 0.1%	\$244,750	\$265,234	+ 8.4%	\$239,990	\$263,000	+ 9.6%
Condo-Townhouse	\$100,000	\$132,000	+ 32.0%	\$167,500	\$185,250	+ 10.6%	\$164,500	\$250,000	+ 52.0%
<b>All Properties</b>	<b>\$120,000</b>	<b>\$149,950</b>	<b>+ 25.0%</b>	<b>\$229,900</b>	<b>\$252,045</b>	<b>+ 9.6%</b>	<b>\$225,000</b>	<b>\$250,000</b>	<b>+ 11.1%</b>

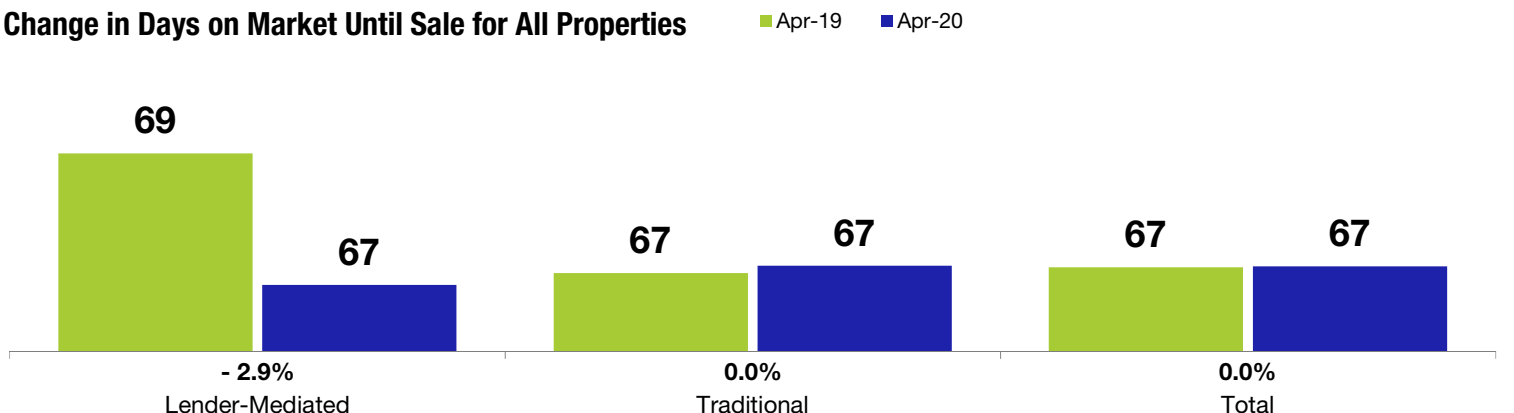
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Apr-19	Apr-20	+ / -	Apr-19	Apr-20	+ / -	Apr-19	Apr-20	+ / -
Single-Family	73	63	- 13.7%	68	68	0.0%	69	67	- 2.9%
Condo-Townhouse	50	120	+ 140.0%	61	64	+ 4.9%	60	65	+ 8.3%
<b>All Properties</b>	<b>69</b>	<b>67</b>	<b>- 2.9%</b>	<b>67</b>	<b>67</b>	<b>0.0%</b>	<b>67</b>	<b>67</b>	<b>0.0%</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.

### April 2020

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
<b>Baker County</b>	1	1.4%	-80.0%	2	8.3%	-50.0%	\$212,750	6.1%	\$204,112	1.7%
<b>Clay County</b>	47	4.5%	-29.9%	10	3.7%	-52.4%	\$230,000	8.8%	\$248,712	10.0%
<b>Duval County</b>	159	3.9%	-40.9%	53	4.3%	-39.8%	\$228,000	12.8%	\$266,689	11.5%
<b>Nassau County</b>	13	2.8%	-7.1%	1	0.8%	-83.3%	\$281,995	3.9%	\$350,819	6.0%
<b>Putnam County</b>	12	3.5%	9.1%	9	12.5%	50.0%	\$137,450	25.0%	\$156,122	26.0%
<b>St. Johns County</b>	25	1.1%	-52.8%	2	0.4%	-84.6%	\$339,981	1.5%	\$407,083	-5.2%
011-SAN MARCO	4	4.1%	300.0%	1	6.3%	--	\$325,950	9.6%	\$335,065	12.2%
012-SAN JOSE	5	3.9%	-16.7%	1	4.5%	-66.7%	\$222,500	12.9%	\$276,136	9.0%
013-BEAUCLERC/MANDARIN NORTH	3	2.2%	-40.0%	2	3.8%	0.0%	\$241,250	8.9%	\$249,460	10.3%
014-MANDARIN	5	3.0%	-58.3%	2	3.3%	-60.0%	\$300,000	13.9%	\$320,133	9.5%
015-BARTRAM	4	4.9%	-63.6%	1	1.8%	-50.0%	\$227,000	-3.4%	\$247,885	0.5%
021-ST NICHOLAS AREA	2	3.3%	-66.7%	0	0.0%	-100.0%	\$165,000	0.0%	\$197,370	11.7%
022-GROVE PARK/SANS SOUCI	3	2.2%	-57.1%	1	3.1%	-75.0%	\$184,175	8.7%	\$191,592	9.5%
023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD	5	4.7%	-16.7%	1	2.2%	0.0%	\$226,525	11.9%	\$219,570	8.4%
024-BAYMEADOWS/DEERWOOD	1	0.4%	-90.9%	1	2.0%	-50.0%	\$197,990	23.7%	\$260,698	25.1%
025-INTRACOASTAL WEST-NORTH OF BEACH BLVD	0	0.0%	-100.0%	0	0.0%	-100.0%	\$334,000	19.9%	\$355,369	7.1%
026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD	2	1.7%	-50.0%	2	5.3%	0.0%	\$353,500	6.3%	\$414,361	8.9%
027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD	0	0.0%	-100.0%	0	0.0%	-100.0%	\$261,000	-22.6%	\$617,367	10.5%
028-BAYARD	0	0.0%	--	0	0.0%	--	\$282,990	-0.7%	\$297,816	4.5%
029-NOCATEE (DUVAL COUNTY)	1	3.0%	--	0	0.0%	--	\$359,488	8.9%	\$367,339	7.3%
031-RIVERSIDE	1	2.1%	-50.0%	0	0.0%	--	\$390,000	52.6%	\$373,355	28.7%
032-AVONDALE	4	4.7%	-33.3%	2	9.1%	100.0%	\$287,500	4.2%	\$375,568	9.3%
033-ORTEGA/VENETIA	2	3.4%	100.0%	0	0.0%	-100.0%	\$329,750	-22.0%	\$453,446	-30.6%
041-ARLINGTON	16	9.0%	-11.1%	5	5.9%	-50.0%	\$199,000	16.7%	\$214,153	18.8%
042-FT CAROLINE	4	4.7%	-71.4%	1	2.3%	-85.7%	\$220,000	7.8%	\$242,149	12.0%
043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD	3	3.8%	-57.1%	2	10.0%	--	\$243,500	-6.3%	\$297,180	-4.9%
051-MURRAY HILL	3	4.9%	0.0%	0	0.0%	-100.0%	\$153,000	9.4%	\$167,902	14.9%
052-LAKESHORE	2	4.4%	-60.0%	1	7.1%	0.0%	\$160,000	22.1%	\$182,993	50.2%
053-HYDE GROVE AREA	3	5.9%	-57.1%	1	7.7%	--	\$155,000	22.1%	\$172,031	27.6%
054-CEDAR HILLS	4	17.4%	33.3%	2	20.0%	100.0%	\$157,000	6.1%	\$150,890	8.7%
055-CONFEDERATE POINT/ORTEGA FARMS	0	0.0%	-100.0%	0	0.0%	-100.0%	\$360,500	140.3%	\$360,500	69.1%
056-YUKON/WESCONNETT/OAK HILL	6	8.2%	-14.3%	0	0.0%	-100.0%	\$140,000	-16.7%	\$155,803	-0.2%
061-HERLONG/NORMANDY AREA	2	3.7%	-66.7%	0	0.0%	-100.0%	\$181,114	13.2%	\$174,257	9.1%
062-CRYSTAL SPRINGS/COUNTRY CREEK AREA	3	5.2%	-50.0%	1	5.6%	0.0%	\$223,800	9.0%	\$268,794	31.6%
063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES	9	16.4%	28.6%	1	4.8%	-80.0%	\$155,000	40.9%	\$142,929	21.5%
064-BENT CREEK/PLUM TREE	3	5.0%	0.0%	0	0.0%	-100.0%	\$226,243	-5.9%	\$244,267	11.4%
065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW	1	2.6%	0.0%	2	15.4%	--	\$223,490	-0.7%	\$216,731	-6.9%
066-CECIL COMMERCE AREA	1	2.4%	-50.0%	0	0.0%	--	\$200,990	0.5%	\$221,088	-7.2%
067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL)	6	4.9%	200.0%	2	3.9%	0.0%	\$226,000	19.0%	\$224,003	15.8%
071-BRENTWOOD/EVERGREEN	3	4.3%	-25.0%	3	15.8%	50.0%	\$71,750	57.7%	\$75,444	7.3%
072-SPRINGFIELD	0	0.0%	-100.0%	1	10.0%	--	\$255,000	41.7%	\$242,520	38.1%
073-DOWNTOWN JACKSONVILLE-NORTHBANK	1	4.5%	--	0	0.0%	--	\$230,000	45.1%	\$230,000	32.9%

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

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

### April 2020

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
074-PAXON	4	4.8%	33.3%	2	15.4%	100.0%	\$74,200	9.9%	\$97,165	25.9%
075-TROUT RIVER/COLLEGE PARK/RIBAUT MANOR	17	6.4%	-26.1%	4	12.1%	-33.3%	\$71,000	22.4%	\$85,329	6.8%
076-DOWNTOWN JACKSONVILLE-EASTSIDE	1	3.7%	-50.0%	1	25.0%	0.0%	\$49,801	42.3%	\$67,900	32.5%
081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST	2	3.3%	-77.8%	3	12.5%	--	\$199,000	4.7%	\$200,710	1.3%
082-DINSMORE/NORTHWEST DUVAL COUNTY	0	0.0%	--	0	0.0%	--	\$254,000	-10.9%	\$254,000	-10.9%
091-GARDEN CITY/AIRPORT	10	6.0%	-54.5%	5	8.1%	150.0%	\$218,995	12.3%	\$217,175	15.8%
092-OCEANWAY/PECAN PARK	3	2.6%	-72.7%	2	5.4%	0.0%	\$232,500	-3.3%	\$216,426	-9.0%
095-SAN MATEO/EASTPORT	0	0.0%	-100.0%	0	0.0%	-100.0%	\$177,500	6.6%	\$168,967	-2.7%
096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT	5	4.7%	25.0%	0	0.0%	-100.0%	\$256,900	6.6%	\$284,785	8.8%
121-FLEMING ISLAND-NE	1	8.3%	--	1	33.3%	--	\$250,000	0.0%	\$251,633	0.0%
122-FLEMING ISLAND-NW	0	0.0%	-100.0%	0	0.0%	--	\$349,000	9.9%	\$360,992	7.7%
123-FLEMING ISLAND-SE	1	3.8%	0.0%	0	0.0%	--	\$286,454	-4.5%	\$398,812	33.2%
124-FLEMING ISLAND-SW	4	8.7%	0.0%	0	0.0%	-100.0%	\$296,750	53.6%	\$277,421	28.4%
131-MEADOWBROOK/LOCH RANE	3	11.5%	50.0%	3	25.0%	--	\$172,500	-35.5%	\$221,175	-12.4%
132-BELLAIR/GROVE PARK	1	4.5%	-66.7%	0	0.0%	--	\$184,000	30.0%	\$171,250	23.9%
133-NORTH ORANGE PARK	0	0.0%	--	0	0.0%	-100.0%	\$279,875	118.7%	\$282,572	91.6%
134-SOUTH BLANDING	1	4.8%	-83.3%	0	0.0%	-100.0%	\$223,625	6.5%	\$218,601	13.2%
135-PARK WEST/MONTCLAIR	0	0.0%	--	0	0.0%	--	\$268,000	35.4%	\$268,000	37.6%
136-LAKESIDE ESTATES	0	0.0%	-100.0%	1	14.3%	-50.0%	\$205,000	22.0%	\$199,611	25.4%
137-DOCTOR'S LAKE	1	5.6%	0.0%	0	0.0%	-100.0%	\$320,900	25.8%	\$584,300	133.6%
138-TANGLEWOOD	1	9.1%	-50.0%	0	0.0%	--	\$157,900	5.3%	\$166,093	4.8%
139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY	9	5.9%	-30.8%	2	3.6%	-66.7%	\$246,000	3.8%	\$265,237	9.1%
141-MIDDLEBURG NW	0	2.6%	50.0%	--	0.0%	-100.0%	--	7.2%	--	17.8%
142-MIDDLEBURG EAST	2	8.0%	0.0%	0	0.0%	--	\$205,000	-1.9%	\$165,000	-28.7%
143-FOXMEADOW AREA	5	7.1%	400.0%	0	0.0%	--	\$238,075	-2.4%	\$258,402	-2.9%
144-MIDDLEBURG-SE	0	0.0%	-100.0%	0	0.0%	-100.0%	\$235,000	-14.5%	\$235,000	-3.7%
145-MIDDLEBURG-SW	2	6.7%	-50.0%	2	16.7%	0.0%	\$162,500	-3.6%	\$173,617	4.2%
146-MIDDLEBURG-NE	2	4.3%	-71.4%	0	0.0%	-100.0%	\$204,000	7.1%	\$223,250	8.7%
151-KEYSTONE HEIGHTS	5	6.8%	25.0%	1	9.1%	0.0%	\$137,500	-8.1%	\$142,368	-6.4%
152-KINGSLEY LAKE	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
161-GREEN COVE SPRINGS	1	0.7%	-80.0%	0	0.0%	--	\$223,490	0.0%	\$255,763	0.3%
162-RUSSELL LANDING/PENNY FARMS	0	0.0%	--	0	0.0%	-100.0%	\$207,990	413.6%	\$236,657	484.3%
163-LAKE ASBURY AREA	5	5.4%	400.0%	0	0.0%	-100.0%	\$228,745	0.3%	\$233,896	-12.8%
211-JACKSONVILLE BEACH-NE	0	0.0%	--	0	0.0%	--	\$482,250	-12.4%	\$538,833	-19.7%
212-JACKSONVILLE BEACH-SE	0	0.0%	--	0	0.0%	--	\$532,500	5.4%	\$963,700	50.4%
213-JACKSONVILLE BEACH-NW	0	0.0%	-100.0%	0	0.0%	--	\$421,745	9.3%	\$408,687	5.9%
214-JACKSONVILLE BEACH-SW	2	3.2%	0.0%	0	0.0%	--	\$399,750	12.6%	\$383,296	10.9%
221-NEPTUNE BEACH-EAST	0	0.0%	--	0	0.0%	--	\$795,000	-30.5%	\$795,000	-30.5%
222-NEPTUNE BEACH-WEST	0	0.0%	-100.0%	0	0.0%	--	\$427,500	2.3%	\$458,625	-14.3%
231-ATLANTIC BEACH-NORTH	0	0.0%	--	0	0.0%	-100.0%	\$807,500	105.7%	\$978,125	118.4%
232-ATLANTIC BEACH-SOUTH	0	0.0%	--	0	0.0%	--	\$379,000	7.8%	\$468,800	-19.2%
233-ATLANTIC BEACH-WEST	0	0.0%	-100.0%	0	0.0%	--	\$329,269	28.4%	\$300,595	14.9%

# 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.

### April 2020

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
241-NORTH BEACH	1	9.1%	--	0	0.0%	--	\$229,000	50.5%	\$265,379	55.6%
242-MAYPORT	0	0.0%	--	0	0.0%	--	\$132,000	-40.9%	\$132,000	-41.3%
251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD	0	0.0%	--	0	0.0%	--	\$880,000	-52.4%	\$988,333	-60.1%
252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD	2	2.7%	0.0%	0	0.0%	--	\$710,000	83.9%	\$1,001,675	50.3%
253-DIXIE LANDING-PABLO CREEK (ST JOHNS COUNTY)	1	50.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
261-PONTE VEDRA BCH-S OF CORONA-E OF A1A/LAKE PV	0	0.0%	-100.0%	0	0.0%	-100.0%	\$412,000	-9.9%	\$546,893	-59.0%
262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD	1	1.2%	0.0%	0	0.0%	--	\$430,000	-5.3%	\$594,161	22.3%
263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210	1	2.4%	-50.0%	0	0.0%	--	\$787,500	25.7%	\$800,750	8.3%
264-SOUTH PONTE VEDRA BEACH	2	4.5%	-33.3%	0	0.0%	--	\$628,750	7.5%	\$628,750	0.3%
265-PONTE VEDRA/NOCATEE-STJ	0	0.0%	--	0	0.0%	--	\$455,000	1.5%	\$467,460	4.4%
266-VILANO BEACH	1	1.8%	-66.7%	0	0.0%	--	\$443,250	72.8%	\$446,917	-28.3%
271-NOCATEE NORTH	0	0.0%	--	0	0.0%	--	\$519,540	0.8%	\$528,326	0.9%
272-NOCATEE SOUTH	0	0.0%	--	0	0.0%	--	\$420,000	0.2%	\$437,849	5.0%
301-JULINGTON CREEK/SWITZERLAND	4	1.4%	-60.0%	0	0.0%	-100.0%	\$348,000	2.4%	\$372,272	5.6%
302-ORANGEDALE AREA	1	1.3%	-50.0%	0	0.0%	-100.0%	\$385,750	2.3%	\$549,036	33.9%
303-PALMO/SIX MILE AREA	0	0.0%	-100.0%	0	0.0%	--	\$414,000	5.6%	\$438,174	0.2%
304- 210 SOUTH	3	1.8%	-25.0%	0	0.0%	-100.0%	\$321,078	-2.1%	\$344,307	-0.8%
305-WORLD GOLF VILLAGE AREA-CENTRAL	1	1.4%	-66.7%	1	6.7%	--	\$280,000	-4.2%	\$287,773	-2.2%
306-WORLD GOLF VILLAGE AREA-NE	1	4.2%	--	0	0.0%	--	\$324,450	12.7%	\$327,105	-0.2%
307-WORLD GOLF VILLAGE AREA-SE	1	2.4%	0.0%	0	0.0%	-100.0%	\$376,440	38.1%	\$369,613	22.2%
308-WORLD GOLF VILLAGE AREA-SW	0	0.0%	-100.0%	0	0.0%	-100.0%	\$319,950	8.5%	\$316,606	9.6%
309-WORLD GOLF VILLAGE AREA-WEST	2	2.2%	0.0%	0	0.0%	--	\$289,000	-15.8%	\$344,691	6.1%
312-PALENCIA AREA	0	0.0%	-100.0%	0	0.0%	--	\$367,750	-17.4%	\$359,552	-22.0%
313-WHITECASTLE/AIRPORT AREA	0	0.0%	--	0	0.0%	--	\$353,416	54.7%	\$365,432	42.2%
321-NORTH CITY-ST AUGUSTINE	0	0.0%	--	0	0.0%	--	\$211,250	-44.9%	\$224,908	-38.0%
322-DOWNTOWN ST AUGUSTINE	0	0.0%	-100.0%	0	0.0%	--	\$719,000	111.8%	\$835,176	107.6%
323-DAVIS SHORES	1	1.8%	0.0%	0	0.0%	--	\$250,000	-41.2%	\$250,000	-53.6%
331-ST AUGUSTINE BEACH	0	0.0%	--	0	0.0%	-100.0%	\$368,750	7.4%	\$433,227	13.9%
332-CRESCENT BEACH/SUMMER HAVEN	0	0.0%	-100.0%	0	0.0%	--	\$310,500	12.9%	\$315,225	15.5%
333-ST JOHNS COUNTY-SE	0	0.0%	--	0	0.0%	--	\$291,000	-0.9%	\$291,000	-0.9%
334-MOULTRIE/ST AUGUSTINE SHORES	0	0.0%	-100.0%	0	0.0%	-100.0%	\$228,500	17.3%	\$242,280	7.7%
335-ST AUGUSTINE SOUTH	1	7.1%	0.0%	0	0.0%	-100.0%	\$262,500	26.8%	\$279,500	33.0%
336-RAVENSWOOD/WEST AUGUSTINE	2	2.0%	100.0%	1	3.0%	0.0%	\$205,000	-1.0%	\$216,255	-2.0%
337-OLD MOULTRIE RD/WILDWOOD	1	1.5%	--	0	0.0%	--	\$269,900	-0.5%	\$283,885	-1.2%
341-FLAGLER ESTATES/HASTINGS	0	0.0%	-100.0%	0	0.0%	--	\$165,000	17.1%	\$170,300	10.4%
342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95	0	0.0%	-100.0%	0	0.0%	--	\$235,000	-13.1%	\$218,600	-19.2%
343-MOLASSES JUNCTION/ELKTON	0	0.0%	--	0	0.0%	--	\$231,200	66.3%	\$212,050	52.6%
344-HASTINGS/TOCOI/RIVRERDALE	0	--	--	0	--	--	\$0	0.0%	\$0	0.0%
410-FERNANDINA BEACH DOWNTOWN-WEST	0	0.0%	-100.0%	0	0.0%	--	\$349,000	-39.3%	\$349,000	-39.3%
420-FERNANDINA BEACH-DOWNTOWN-EAST	0	0.0%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
430-NASSAU COUNTY BEACHES-NORTH	0	0.0%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
431-NASSAU COUNTY BEACHES-SOUTH	0	0.0%	--	0	0.0%	--	\$242,000	-47.5%	\$242,000	-43.8%

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

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

### April 2020

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
440-FERNANDINA BEACH DOWNTOWN-SOUTH	0	0.0%	--	0	0.0%	--	\$581,000	95.3%	\$546,836	83.8%
450-AMELIA ISLAND-NORTH OF BURNEY ROAD	3	7.1%	200.0%	0	0.0%	--	\$427,500	15.6%	\$591,833	42.8%
460-AMELIA ISLAND PLANTATION	0	0.0%	--	0	0.0%	-100.0%	\$762,500	93.0%	\$792,760	5.8%
470-PINEY ISLAND AREA	0	0.0%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS	3	6.4%	200.0%	0	0.0%	--	\$277,950	6.9%	\$294,736	-7.8%
472-ONEIL/NASSAVILLE/HOLLY POINT	1	0.7%	-80.0%	0	0.0%	-100.0%	\$351,506	16.4%	\$356,027	20.1%
480-NASSAU COUNTY-YULEE NORTH	1	7.1%	--	0	0.0%	--	\$469,044	0.0%	\$469,044	0.0%
481-NASSAU COUNTY-YULEE SOUTH	2	4.8%	100.0%	0	0.0%	--	\$240,900	4.8%	\$237,987	-1.0%
490-CALLAHAN	0	0.0%	--	0	0.0%	--	\$342,500	60.1%	\$342,500	62.1%
491-HILLARD	0	0.0%	--	0	0.0%	-100.0%	\$220,000	37.5%	\$259,667	76.1%
492-NASSAU COUNTY-W OF I-95/N TO STATE LINE	3	5.9%	-40.0%	1	3.6%	-50.0%	\$234,250	-4.4%	\$263,204	21.7%
501-MACCLENNY AREA	0	0.0%	-100.0%	2	11.1%	100.0%	\$206,950	-8.4%	\$200,189	-9.6%
502-BAKER COUNTY-NW	0	0.0%	-100.0%	0	0.0%	-100.0%	\$220,000	43.8%	\$214,967	25.8%
503-BAKER COUNTY-SOUTH	1	6.7%	0.0%	0	0.0%	-100.0%	\$210,599	-8.4%	\$216,800	13.6%
521-BRADFORD COUNTY-NE	0	0.0%	-100.0%	0	0.0%	--	\$150,000	-9.0%	\$216,633	13.9%
522-BRADFORD COUNTY-NW	0	0.0%	-100.0%	0	0.0%	--	\$120,670	-23.6%	\$111,653	-30.6%
523-BRADFORD COUNTY-SE	1	4.3%	-75.0%	1	20.0%	-66.7%	\$175,000	35.9%	\$172,050	2.7%
524-BRADFORD COUNTY-SW	1	14.3%	--	0	0.0%	--	\$147,000	0.0%	\$147,000	0.0%
541-UNION COUNTY-NORTH	0	0.0%	-100.0%	0	0.0%	--	\$112,450	-10.0%	\$112,450	-10.0%
542-UNION COUNTY-SOUTH	1	16.7%	--	0	0.0%	-100.0%	\$72,250	-42.0%	\$74,850	-39.9%
561-GREATER PALATKA	4	6.0%	100.0%	2	14.3%	0.0%	\$115,000	-15.4%	\$140,029	-2.8%
562-BARDIN/WEST BOSTWICK	0	0.0%	--	2	66.7%	--	\$30,100	0.0%	\$110,033	0.0%
563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK	2	7.1%	100.0%	1	50.0%	0.0%	\$54,500	3.8%	\$54,500	-56.7%
564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS	2	3.6%	-33.3%	0	0.0%	--	\$172,500	32.7%	\$201,864	32.0%
571-INTERLACHEN-SE	0	0.0%	--	1	50.0%	--	\$98,500	4.8%	\$98,500	-1.5%
572-INTERLACHEN-NE	0	0.0%	-100.0%	1	14.3%	--	\$87,000	12.3%	\$148,700	115.5%
573-INTERLACHEN-SW	0	0.0%	--	0	0.0%	--	\$82,450	39.7%	\$82,450	31.4%
574-INTERLACHEN-NW	4	16.0%	100.0%	1	10.0%	--	\$103,500	228.6%	\$115,440	67.9%
575-WEST OF SR-21	0	0.0%	-100.0%	0	0.0%	-100.0%	\$218,000	325.4%	\$218,000	107.5%
576-GEORGES LAKE	0	0.0%	--	0	0.0%	--	\$212,000	130.4%	\$193,000	100.1%
581-SATSUMA/HOOT OWL RIDGE	0	0.0%	--	0	0.0%	-100.0%	\$125,000	51.5%	\$135,000	37.0%
582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST	0	0.0%	-100.0%	0	0.0%	--	\$138,675	1.0%	\$172,725	-2.4%
583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL	0	0.0%	--	1	16.7%	0.0%	\$273,850	133.1%	\$259,200	91.8%
584-OCALA NATIONAL FOREST/OKLAWAHA RIVER	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%