

# Lender-Mediated Report

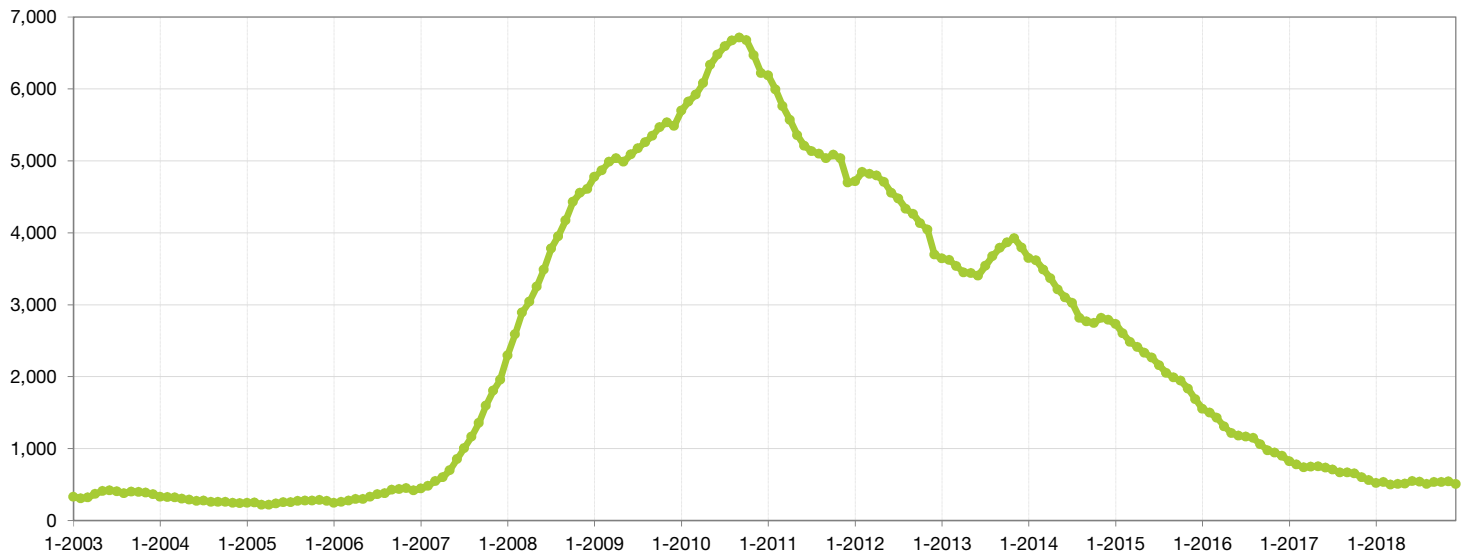
A RESEARCH TOOL PROVIDED BY THE  
NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



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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



## December 2018

New Listings in the Northeast Florida region decreased 2.0 percent to 2,058.

- Traditional New Listings decreased 1.9 percent to 1,921.
- Lender-mediated New Listings decreased 2.1 percent to 137.
- Share of all New Listings that were lender-mediated fell to 6.7 percent.

Closed Sales were down 10.7 percent to 2,350.

- Traditional Closed Sales were down 10.4 percent to 2,204.
- Lender-mediated Closed Sales were down 15.6 percent to 146.
- Share of all Closed Sales that were lender-mediated fell to 6.2 percent.

The Median Sales Price rose 6.6 percent to \$226,000.

- The traditional Median Sales Price rose 5.0 percent to \$230,000.
- The lender-mediated Median Sales Price rose 7.9 percent to \$134,900.

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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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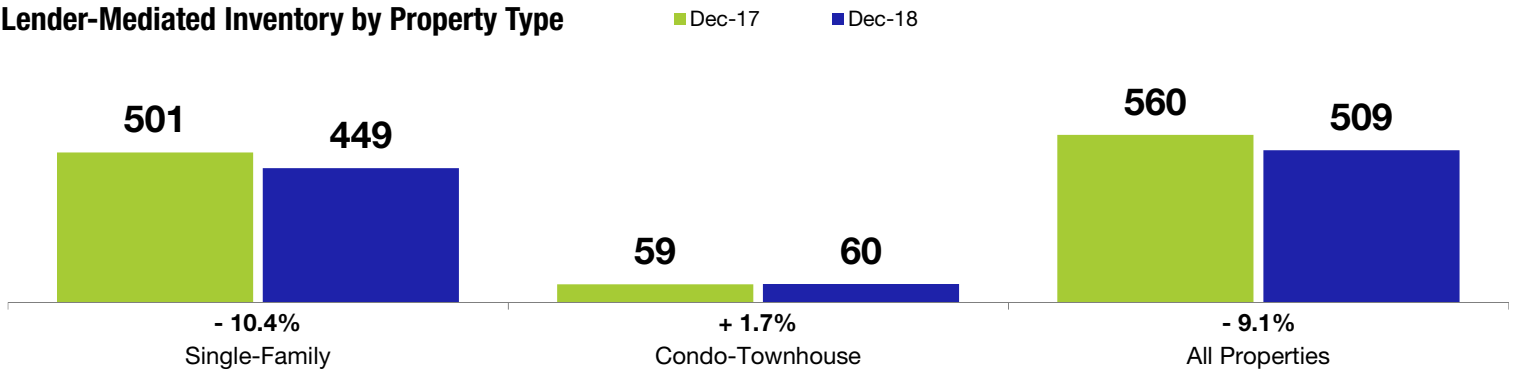
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## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Dec-17	Dec-18	+ / -	Dec-17	Dec-18	+ / -	Dec-17	Dec-18	+ / -	Dec-17	Dec-18
Single-Family	501	449	- 10.4%	6,528	7,408	+ 13.5%	7,029	7,857	+ 11.8%	7.1%	5.7%
Condo-Townhouse	59	60	+ 1.7%	902	1,307	+ 44.9%	961	1,367	+ 42.2%	6.1%	4.4%
<b>All Properties</b>	<b>560</b>	<b>509</b>	<b>- 9.1%</b>	<b>7,430</b>	<b>8,715</b>	<b>+ 17.3%</b>	<b>7,990</b>	<b>9,224</b>	<b>+ 15.4%</b>	<b>7.0%</b>	<b>5.5%</b>

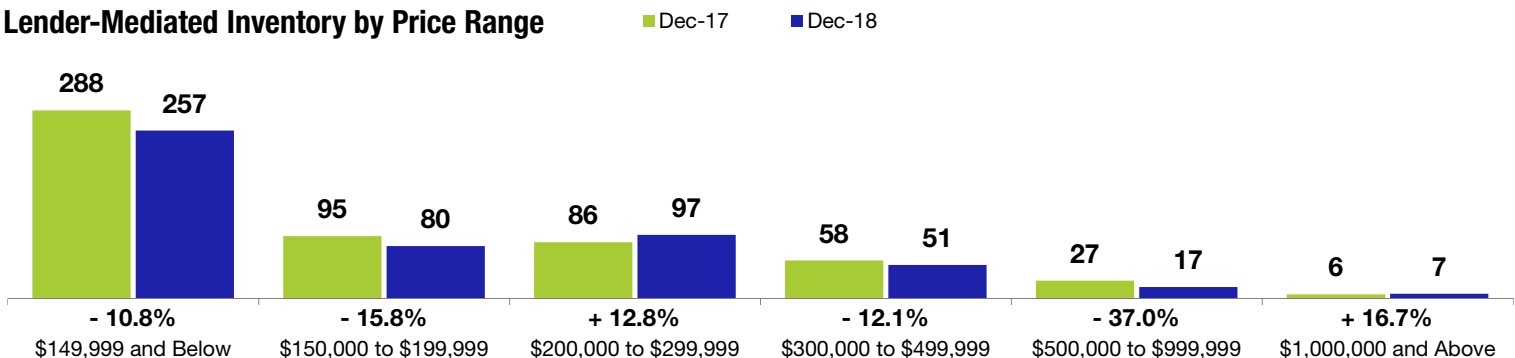
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Dec-17	Dec-18	+ / -	Dec-17	Dec-18	+ / -	Dec-17	Dec-18	+ / -	Dec-17	Dec-18
\$149,999 and Below	288	257	- 10.8%	1,386	1,621	+ 17.0%	1,674	1,878	+ 12.2%	17.2%	13.7%
\$150,000 to \$199,999	95	80	- 15.8%	773	915	+ 18.4%	868	995	+ 14.6%	10.9%	8.0%
\$200,000 to \$299,999	86	97	+ 12.8%	1,883	2,335	+ 24.0%	1,969	2,432	+ 23.5%	4.4%	4.0%
\$300,000 to \$499,999	58	51	- 12.1%	2,056	2,309	+ 12.3%	2,114	2,360	+ 11.6%	2.7%	2.2%
\$500,000 to \$999,999	27	17	- 37.0%	987	1,133	+ 14.8%	1,014	1,150	+ 13.4%	2.7%	1.5%
\$1,000,000 and Above	6	7	+ 16.7%	345	402	+ 16.5%	351	409	+ 16.5%	1.7%	1.7%
<b>All Price Ranges</b>	<b>560</b>	<b>509</b>	<b>- 9.1%</b>	<b>7,430</b>	<b>8,715</b>	<b>+ 17.3%</b>	<b>7,990</b>	<b>9,224</b>	<b>+ 15.4%</b>	<b>7.0%</b>	<b>5.5%</b>

### Lender-Mediated Inventory by Price Range



# Lender-Mediated Report

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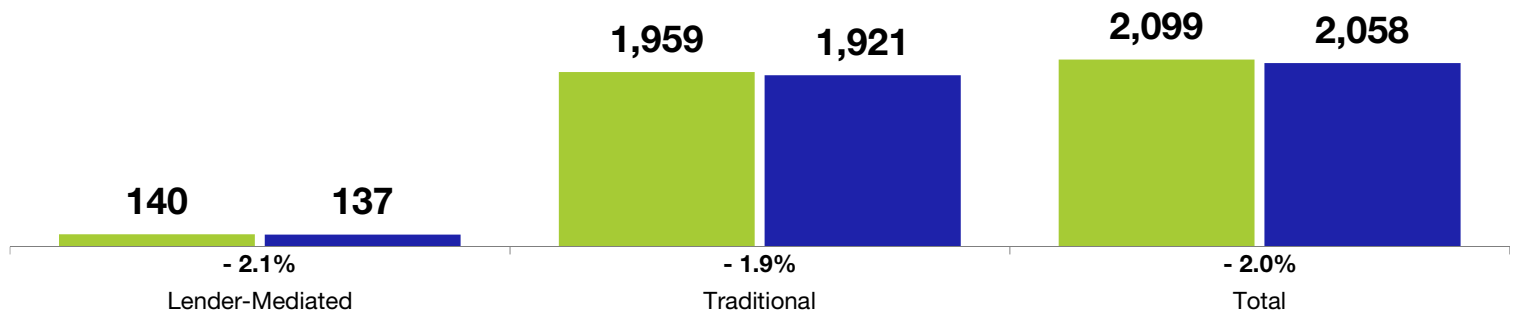


## New Listings

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Dec-17	Dec-18	+ / -	Dec-17	Dec-18	+ / -	Dec-17	Dec-18	+ / -	Dec-17	Dec-18
Single-Family	123	122	- 0.8%	1,635	1,590	- 2.8%	1,758	1,712	- 2.6%	7.0%	7.1%
Condo-Townhouse	17	15	- 11.8%	324	331	+ 2.2%	341	346	+ 1.5%	5.0%	4.3%
<b>All Properties</b>	<b>140</b>	<b>137</b>	<b>- 2.1%</b>	<b>1,959</b>	<b>1,921</b>	<b>- 1.9%</b>	<b>2,099</b>	<b>2,058</b>	<b>- 2.0%</b>	<b>6.7%</b>	<b>6.7%</b>

### Change in New Listings for All Properties

■ Dec-17 ■ Dec-18

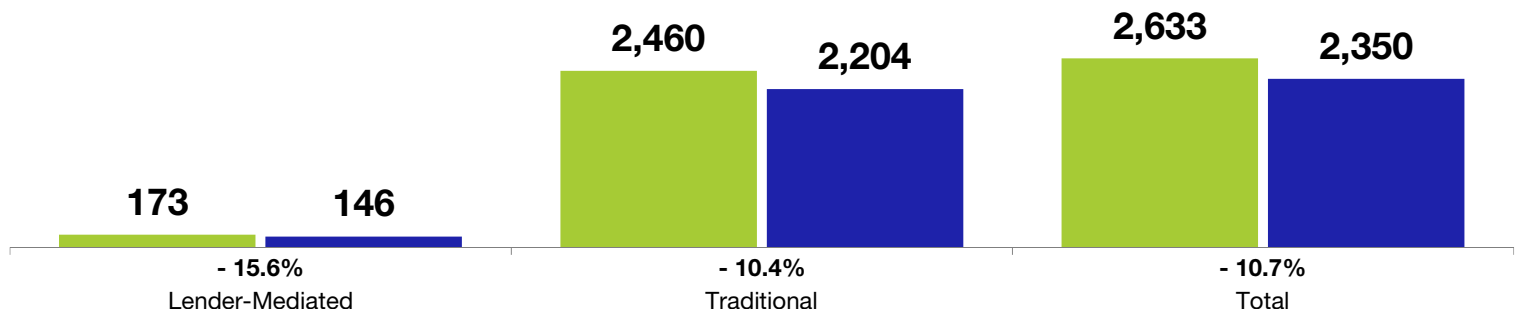


## Closed Sales

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Dec-17	Dec-18	+ / -	Dec-17	Dec-18	+ / -	Dec-17	Dec-18	+ / -	Dec-17	Dec-18
Single-Family	156	129	- 17.3%	2,097	1,867	- 11.0%	2,253	1,996	- 11.4%	6.9%	6.5%
Condo-Townhouse	17	17	0.0%	363	337	- 7.2%	380	354	- 6.8%	4.5%	4.8%
<b>All Properties</b>	<b>173</b>	<b>146</b>	<b>- 15.6%</b>	<b>2,460</b>	<b>2,204</b>	<b>- 10.4%</b>	<b>2,633</b>	<b>2,350</b>	<b>- 10.7%</b>	<b>6.6%</b>	<b>6.2%</b>

### Change in Closed Sales for All Properties

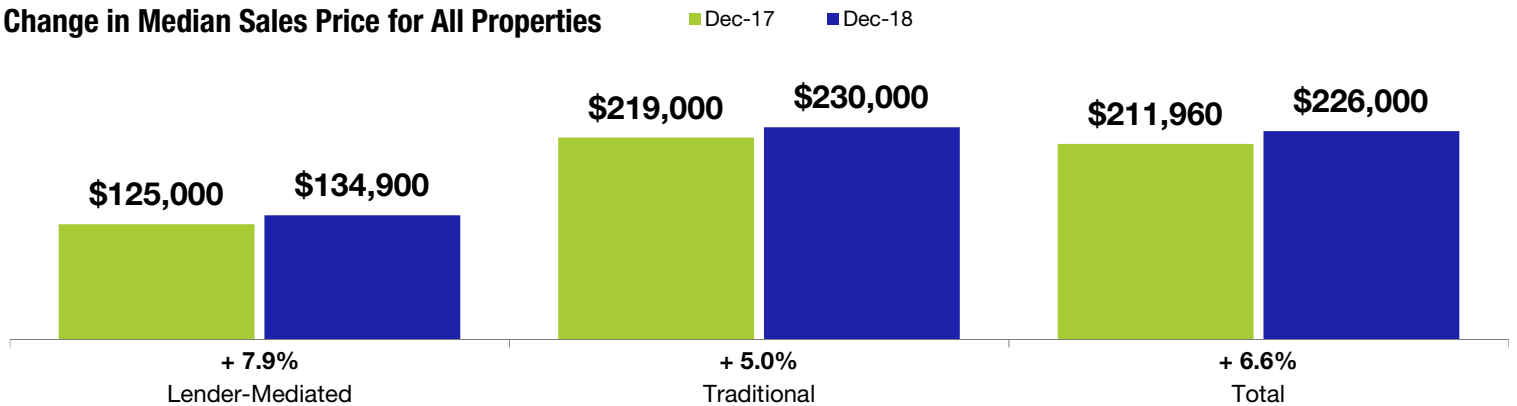
■ Dec-17 ■ Dec-18



## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Dec-17	Dec-18	+ / -	Dec-17	Dec-18	+ / -	Dec-17	Dec-18	+ / -
Single-Family	\$131,800	\$139,913	+ 6.2%	\$235,000	\$245,000	+ 4.3%	\$229,800	\$239,250	+ 4.1%
Condo-Townhouse	\$117,500	\$127,600	+ 8.6%	\$149,850	\$158,500	+ 5.8%	\$146,500	\$226,000	+ 54.3%
<b>All Properties</b>	<b>\$125,000</b>	<b>\$134,900</b>	<b>+ 7.9%</b>	<b>\$219,000</b>	<b>\$230,000</b>	<b>+ 5.0%</b>	<b>\$211,960</b>	<b>\$226,000</b>	<b>+ 6.6%</b>

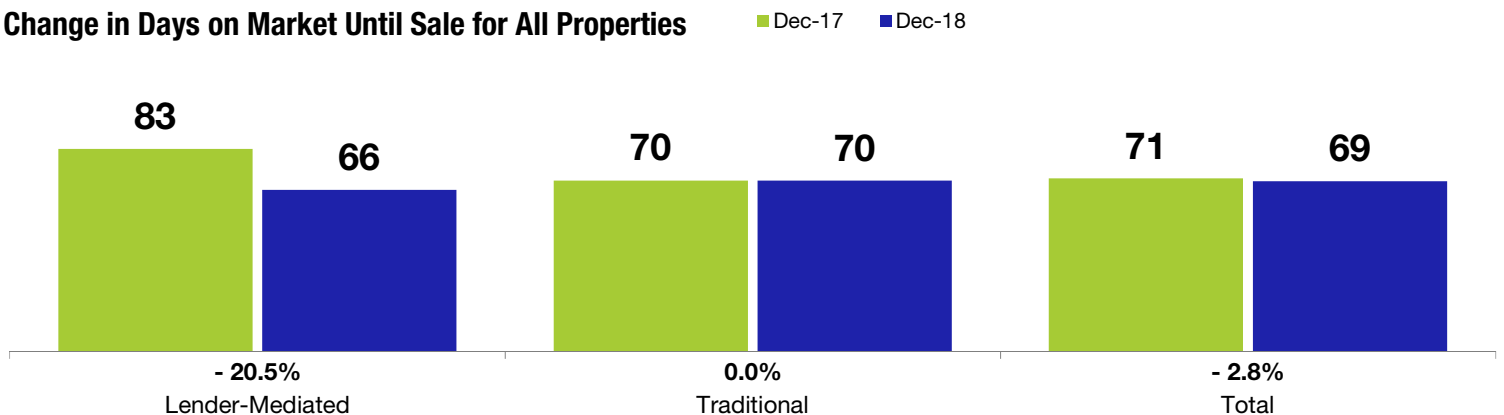
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Dec-17	Dec-18	+ / -	Dec-17	Dec-18	+ / -	Dec-17	Dec-18	+ / -
Single-Family	84	68	- 19.0%	72	71	- 1.4%	73	71	- 2.7%
Condo-Townhouse	70	47	- 32.9%	56	64	+ 14.3%	57	63	+ 10.5%
<b>All Properties</b>	<b>83</b>	<b>66</b>	<b>- 20.5%</b>	<b>70</b>	<b>70</b>	<b>0.0%</b>	<b>71</b>	<b>69</b>	<b>- 2.8%</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.

### December 2018

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
<b>Baker County</b>	<b>3</b>	<b>3.3%</b>	<b>-40.0%</b>	<b>1</b>	<b>4.8%</b>	<b>-66.7%</b>	<b>\$199,900</b>	<b>13.9%</b>	<b>\$218,719</b>	<b>21.9%</b>
<b>Clay County</b>	<b>80</b>	<b>7.7%</b>	<b>33.3%</b>	<b>21</b>	<b>7.0%</b>	<b>-16.0%</b>	<b>\$217,500</b>	<b>16.3%</b>	<b>\$223,485</b>	<b>11.0%</b>
<b>Duval County</b>	<b>320</b>	<b>7.2%</b>	<b>-5.9%</b>	<b>88</b>	<b>6.8%</b>	<b>-16.2%</b>	<b>\$204,950</b>	<b>10.8%</b>	<b>\$235,556</b>	<b>5.2%</b>
<b>Nassau County</b>	<b>13</b>	<b>3.5%</b>	<b>-13.3%</b>	<b>5</b>	<b>6.9%</b>	<b>25.0%</b>	<b>\$245,750</b>	<b>4.6%</b>	<b>\$294,536</b>	<b>-0.2%</b>
<b>Putnam County</b>	<b>21</b>	<b>5.3%</b>	<b>-55.3%</b>	<b>5</b>	<b>7.7%</b>	<b>-50.0%</b>	<b>\$97,000</b>	<b>15.5%</b>	<b>\$132,963</b>	<b>22.3%</b>
<b>St. Johns County</b>	<b>49</b>	<b>2.0%</b>	<b>-19.7%</b>	<b>18</b>	<b>3.4%</b>	<b>0.0%</b>	<b>\$330,000</b>	<b>0.9%</b>	<b>\$377,276</b>	<b>-0.9%</b>
011-SAN MARCO	2	2.0%	-33.3%	1	4.2%	--	\$355,500	22.2%	\$481,754	48.2%
012-SAN JOSE	11	7.9%	120.0%	3	9.7%	-40.0%	\$200,000	17.0%	\$224,050	6.3%
013-BEAUCLERC/MANDARIN NORTH	6	3.6%	-45.5%	4	6.3%	-20.0%	\$235,000	16.3%	\$257,228	17.3%
014-MANDARIN	16	7.8%	14.3%	6	8.6%	20.0%	\$285,500	19.0%	\$288,906	15.3%
015-BARTRAM	10	9.8%	150.0%	3	8.6%	--	\$242,500	9.5%	\$238,511	8.3%
021-ST NICHOLAS AREA	8	10.4%	-20.0%	1	5.0%	-66.7%	\$156,750	26.9%	\$162,903	17.4%
022-GROVE PARK/SANS SOUCI	8	5.0%	-38.5%	5	10.0%	-37.5%	\$175,350	20.9%	\$176,870	9.0%
023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD	5	4.7%	-44.4%	5	10.0%	400.0%	\$202,500	23.5%	\$204,532	6.6%
024-BAYMEADOWS/DEERWOOD	14	7.7%	7.7%	1	1.5%	-80.0%	\$146,920	-2.6%	\$218,840	5.0%
025-INTRACOASTAL WEST-NORTH OF BEACH BLVD	8	7.5%	100.0%	0	0.0%	-100.0%	\$394,060	18.1%	\$417,405	10.0%
026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD	6	5.2%	-25.0%	2	5.1%	0.0%	\$290,000	-24.7%	\$325,203	-13.6%
027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD	2	3.2%	-33.3%	0	0.0%	-100.0%	\$390,000	-1.3%	\$496,493	-2.7%
028-BAYARD	0	0.0%	--	0	0.0%	--	\$308,656	5.6%	\$308,656	5.6%
029-NOCATEE (DUVAL COUNTY)	1	2.4%	--	0	0.0%	--	\$404,500	-5.3%	\$414,323	1.6%
031-RIVERSIDE	1	1.9%	-50.0%	0	0.0%	--	\$296,000	51.8%	\$299,097	27.8%
032-AVONDALE	4	4.2%	0.0%	0	0.0%	--	\$306,250	14.7%	\$343,527	0.4%
033-ORTEGA/VENETIA	3	5.0%	0.0%	0	0.0%	-100.0%	\$305,000	-6.6%	\$370,009	-34.8%
041-ARLINGTON	22	9.6%	-4.3%	6	6.7%	0.0%	\$175,500	13.2%	\$178,535	9.8%
042-FT CAROLINE	16	13.4%	166.7%	3	7.9%	50.0%	\$202,250	-3.7%	\$220,446	0.8%
043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD	7	6.7%	-12.5%	3	9.4%	50.0%	\$245,000	-1.6%	\$314,413	0.4%
051-MURRAY HILL	4	6.2%	100.0%	1	4.5%	--	\$143,950	10.7%	\$134,112	-0.4%
052-LAKESHORE	4	8.0%	-20.0%	0	0.0%	--	\$142,000	16.5%	\$135,705	11.9%
053-HYDE GROVE AREA	5	9.4%	-50.0%	0	0.0%	-100.0%	\$141,000	30.6%	\$164,825	34.1%
054-CEDAR HILLS	3	8.6%	50.0%	1	20.0%	-50.0%	\$132,400	14.1%	\$115,940	3.7%
055-CONFEDERATE POINT/ORTEGA FARMS	2	7.1%	0.0%	1	10.0%	--	\$137,450	-22.6%	\$178,212	-3.2%
056-YUKON/WESCONNETT/OAK HILL	9	14.1%	-10.0%	1	4.0%	-80.0%	\$140,000	10.7%	\$141,511	8.2%
061-HERLONG/NORMANDY AREA	10	21.3%	-9.1%	2	15.4%	-60.0%	\$165,000	19.6%	\$158,308	9.8%
062-CRYSTAL SPRINGS/COUNTRY CREEK AREA	7	7.6%	40.0%	6	27.3%	0.0%	\$195,000	9.2%	\$201,545	9.4%
063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES	13	18.6%	0.0%	0	0.0%	-100.0%	\$145,500	17.5%	\$138,250	10.7%
064-BENT CREEK/PLUM TREE	6	8.7%	100.0%	1	8.3%	0.0%	\$188,000	2.2%	\$165,140	-10.8%
065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW	4	11.8%	100.0%	1	12.5%	0.0%	\$212,505	11.8%	\$203,791	6.4%
066-CECIL COMMERCE AREA	1	4.0%	-50.0%	0	0.0%	--	\$327,925	78.5%	\$301,496	42.4%
067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL)	2	2.0%	-81.8%	2	8.3%	-50.0%	\$192,650	16.1%	\$190,160	8.9%
071-BRENTWOOD/EVERGREEN	2	2.5%	-60.0%	2	14.3%	-33.3%	\$50,500	10.3%	\$59,790	4.6%
072-SPRINGFIELD	3	6.1%	50.0%	0	0.0%	--	\$290,000	46.8%	\$250,429	20.3%
073-DOWNTOWN JACKSONVILLE-NORTHBANK	2	14.3%	0.0%	0	0.0%	--	\$75,000	-60.5%	\$199,228	4.9%

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

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

### December 2018

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
074-PAXON	9	10.6%	-18.2%	2	8.3%	100.0%	\$40,500	-15.6%	\$53,908	-22.7%
075-TROUT RIVER/COLLEGE PARK/RIBAULT MANOR	23	8.1%	-4.2%	8	12.1%	0.0%	\$48,000	0.0%	\$71,291	10.8%
076-DOWNTOWN JACKSONVILLE-EASTSIDE	6	14.6%	200.0%	2	28.6%	--	\$30,000	-3.2%	\$42,130	35.9%
081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST	10	12.0%	-16.7%	1	4.0%	-80.0%	\$188,990	29.4%	\$183,186	35.6%
082-DINSMORE/NORTHWEST DUVAL COUNTY	1	5.9%	-50.0%	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
091-GARDEN CITY/AIRPORT	21	11.7%	-22.2%	4	8.0%	33.3%	\$197,950	12.4%	\$188,099	12.1%
092-OCEANWAY/PECAN PARK	7	5.3%	-30.0%	3	7.5%	-40.0%	\$234,750	22.9%	\$231,684	28.7%
095-SAN MATEO/EASTPORT	3	10.3%	--	0	0.0%	--	\$167,000	-22.1%	\$188,445	-4.1%
096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT	5	3.8%	-16.7%	2	6.1%	0.0%	\$269,990	15.3%	\$293,476	15.6%
121-FLEMING ISLAND-NE	2	20.0%	-33.3%	0	0.0%	--	\$360,000	94.6%	\$360,000	72.8%
122-FLEMING ISLAND-NW	2	3.4%	-50.0%	0	0.0%	--	\$297,000	-1.1%	\$304,985	-2.7%
123-FLEMING ISLAND-SE	2	4.7%	100.0%	0	0.0%	-100.0%	\$267,090	2.3%	\$279,326	11.0%
124-FLEMING ISLAND-SW	5	12.2%	25.0%	2	12.5%	100.0%	\$224,450	144.0%	\$216,916	34.7%
131-MEADOWBROOK/LOCH RANE	2	6.9%	0.0%	1	14.3%	--	\$165,000	-40.0%	\$180,629	-22.5%
132-BELLAIR/GROVE PARK	2	13.3%	0.0%	1	10.0%	-75.0%	\$154,000	19.8%	\$149,600	12.4%
133-NORTH ORANGE PARK	1	7.7%	0.0%	0	0.0%	--	\$161,000	-24.2%	\$161,000	-49.1%
134-SOUTH BLANDING	4	16.0%	100.0%	0	0.0%	--	\$227,950	19.4%	\$223,133	16.4%
135-PARK WEST/MONTCLAIR	1	7.1%	--	0	0.0%	--	\$225,000	32.0%	\$234,000	32.4%
136-LAKESIDE ESTATES	2	7.7%	--	0	0.0%	--	\$196,000	-12.9%	\$222,000	10.6%
137-DOCTOR'S LAKE	0	0.0%	-100.0%	0	0.0%	--	\$240,000	-28.9%	\$280,000	-9.6%
138-TANGLEWOOD	0	0.0%	--	0	0.0%	-100.0%	\$160,000	10.3%	\$160,000	16.0%
139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY	15	7.5%	15.4%	7	11.1%	40.0%	\$225,000	-2.0%	\$239,917	3.3%
141-MIDDLEBURG NW	0	4.8%	25.0%	--	5.3%	-50.0%	--	17.0%	--	16.0%
142-MIDDLEBURG EAST	2	8.0%	100.0%	0	0.0%	--	\$199,900	-13.1%	\$203,718	-11.4%
143-FOXMEADOW AREA	3	6.5%	50.0%	3	21.4%	200.0%	\$218,000	14.7%	\$233,950	4.2%
144-MIDDLEBURG-SE	1	4.5%	--	0	0.0%	-100.0%	\$410,000	81.0%	\$410,000	88.5%
145-MIDDLEBURG-SW	7	14.0%	250.0%	1	6.3%	-50.0%	\$185,750	34.6%	\$185,038	40.6%
146-MIDDLEBURG-NE	8	14.8%	33.3%	2	8.7%	-33.3%	\$180,000	14.3%	\$204,032	18.2%
151-KEYSTONE HEIGHTS	6	7.8%	50.0%	2	18.2%	--	\$72,500	-48.2%	\$118,877	-13.2%
152-KINGSLEY LAKE	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
161-GREEN COVE SPRINGS	6	5.0%	50.0%	0	0.0%	-100.0%	\$205,075	-2.8%	\$207,153	-10.7%
162-RUSSELL LANDING/PENNY FARMS	1	33.3%	0.0%	0	0.0%	--	\$217,500	0.0%	\$217,500	0.0%
163-LAKE ASBURY AREA	2	5.6%	100.0%	1	4.8%	0.0%	\$220,000	1.0%	\$232,019	8.0%
211-JACKSONVILLE BEACH-NE	0	0.0%	-100.0%	2	40.0%	--	\$375,000	-24.0%	\$429,000	-20.4%
212-JACKSONVILLE BEACH-SE	0	0.0%	-100.0%	1	7.7%	0.0%	\$550,000	10.0%	\$673,808	12.0%
213-JACKSONVILLE BEACH-NW	0	0.0%	-100.0%	0	0.0%	--	\$356,000	1.9%	\$362,706	0.4%
214-JACKSONVILLE BEACH-SW	2	3.0%	-33.3%	1	6.7%	--	\$307,500	-10.9%	\$295,900	-22.7%
221-NEPTUNE BEACH-EAST	0	0.0%	--	0	0.0%	--	\$395,000	-64.9%	\$395,000	-64.9%
222-NEPTUNE BEACH-WEST	0	0.0%	--	0	0.0%	--	\$407,000	3.7%	\$409,714	16.7%
231-ATLANTIC BEACH-NORTH	0	0.0%	--	1	11.1%	--	\$537,500	0.0%	\$499,700	0.0%
232-ATLANTIC BEACH-SOUTH	0	0.0%	-100.0%	0	0.0%	--	\$300,000	-13.9%	\$658,667	41.9%
233-ATLANTIC BEACH-WEST	3	30.0%	--	0	0.0%	--	\$232,500	101.3%	\$251,875	118.1%

# 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.

### December 2018

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
241-NORTH BEACH	1	16.7%	-50.0%	0	0.0%	--	\$77,500	-61.2%	\$106,971	-46.4%
242-MAYPORT	0	0.0%	--	0	--	--	--	-100.0%	\$0	-100.0%
251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD	0	0.0%	--	0	0.0%	--	\$822,500	1.3%	\$1,021,168	-25.0%
252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD	2	2.2%	-33.3%	0	0.0%	--	\$171,000	-30.2%	\$515,714	21.8%
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%	--	\$635,000	120.5%	\$812,146	96.9%
262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD	3	3.3%	-40.0%	2	10.0%	100.0%	\$526,950	61.5%	\$519,945	32.9%
263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210	1	1.9%	-75.0%	0	0.0%	--	\$771,250	69.9%	\$757,917	30.9%
264-SOUTH PONTE VEDRA BEACH	1	2.3%	-50.0%	0	0.0%	--	\$475,000	-17.4%	\$561,200	-11.6%
265-PONTE VEDRA/NOCATTEE-STJ	2	0.8%	0.0%	0	0.0%	-100.0%	\$435,000	6.7%	\$454,409	1.9%
266-VILANO BEACH	1	1.9%	0.0%	0	0.0%	--	\$395,000	-25.1%	\$492,557	-9.8%
271-NOCATTEE NORTH	0	0.0%	--	0	0.0%	--	\$564,640	17.9%	\$562,728	12.7%
272-NOCATTEE SOUTH	2	1.2%	0.0%	0	0.0%	-100.0%	\$419,945	15.5%	\$421,585	1.7%
301-JULINGTON CREEK/SWITZERLAND	8	2.0%	14.3%	0	0.0%	-100.0%	\$339,900	-4.3%	\$370,255	1.4%
302-ORANGEDALE AREA	1	1.6%	0.0%	0	0.0%	--	\$357,490	11.8%	\$458,486	42.8%
303-PALMO/SIX MILE AREA	3	10.3%	200.0%	0	0.0%	--	\$367,573	17.5%	\$360,022	15.1%
304- 210 SOUTH	3	2.5%	-62.5%	2	3.9%	-33.3%	\$352,974	13.1%	\$350,546	0.9%
305-WORLD GOLF VILLAGE AREA-CENTRAL	2	3.6%	100.0%	0	0.0%	--	\$271,267	10.3%	\$282,749	19.5%
306-WORLD GOLF VILLAGE AREA-NE	0	0.0%	--	0	0.0%	--	\$298,000	19.1%	\$307,613	22.9%
307-WORLD GOLF VILLAGE AREA-SE	1	1.6%	0.0%	1	7.7%	--	\$320,474	-10.5%	\$317,202	-9.7%
308-WORLD GOLF VILLAGE AREA-SW	5	7.5%	0.0%	1	3.8%	--	\$269,993	4.0%	\$278,306	3.6%
309-WORLD GOLF VILLAGE AREA-WEST	0	0.0%	--	1	4.3%	--	\$271,000	-5.4%	\$268,940	-11.7%
312-PALENCIA AREA	4	3.8%	-33.3%	2	22.2%	100.0%	\$364,170	-18.2%	\$387,294	-32.8%
313-WHITECASTLE/AIRPORT AREA	2	6.3%	0.0%	0	0.0%	-100.0%	\$275,000	0.0%	\$296,998	27.9%
321-NORTH CITY-ST AUGUSTINE	1	3.7%	--	1	20.0%	--	\$260,000	126.1%	\$256,739	73.7%
322-DOWNTOWN ST AUGUSTINE	0	0.0%	--	0	0.0%	--	\$640,000	0.0%	\$531,500	0.0%
323-DAVIS SHORES	0	0.0%	-100.0%	0	0.0%	--	\$317,500	-24.8%	\$361,583	-38.4%
331-ST AUGUSTINE BEACH	2	1.0%	-33.3%	1	4.2%	-66.7%	\$333,750	-12.9%	\$376,869	-11.1%
332-CRESCENT BEACH/SUMMER HAVEN	0	0.0%	--	0	0.0%	--	\$1,699,000	1033.8%	\$1,699,000	1033.8%
333-ST JOHNS COUNTY-SE	0	0.0%	--	0	0.0%	--	\$295,000	-8.6%	\$309,396	-4.0%
334-MOULTRIE/ST AUGUSTINE SHORES	0	0.0%	--	1	4.8%	0.0%	\$215,000	-10.4%	\$205,523	-23.6%
335-ST AUGUSTINE SOUTH	1	6.7%	0.0%	0	0.0%	--	\$287,000	29.3%	\$282,250	23.9%
336-RAVENSWOOD/WEST AUGUSTINE	2	1.5%	0.0%	1	3.0%	--	\$195,000	6.0%	\$221,733	7.0%
337-OLD MOULTRIE RD/WILDWOOD	2	2.0%	0.0%	2	6.5%	100.0%	\$230,990	-3.5%	\$246,435	3.5%
341-FLAGLER ESTATES/HASTINGS	0	0.0%	-100.0%	1	100.0%	--	\$37,001	-60.6%	\$37,001	-60.6%
342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95	0	0.0%	-100.0%	2	66.7%	--	\$120,750	-9.7%	\$154,500	15.5%
343-MOLASSES JUNCTION/ELKTON	0	0.0%	--	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	-100.0%	\$0	-100.0%
420-FERNANDINA BEACH-DOWNTOWN-EAST	0	0.0%	-100.0%	0	0.0%	--	\$230,000	0.0%	\$230,000	0.0%
430-NASSAU COUNTY BEACHES-NORTH	0	0.0%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
431-NASSAU COUNTY BEACHES-SOUTH	1	5.9%	--	0	--	--	\$0	-100.0%	\$0	-100.0%

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

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### December 2018

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
440-FERNANDINA BEACH DOWNTOWN-SOUTH	0	0.0%	--	2	33.3%	--	\$264,000	-22.5%	\$489,250	42.5%
450-AMELIA ISLAND-NORTH OF BURNEY ROAD	2	7.1%	100.0%	0	0.0%	-100.0%	\$405,000	-7.3%	\$529,379	11.3%
460-AMELIA ISLAND PLANTATION	0	0.0%	--	1	16.7%	--	\$595,000	88.9%	\$1,132,917	100.7%
470-PINEY ISLAND AREA	0	0.0%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS	1	2.6%	0.0%	1	8.3%	--	\$319,222	37.2%	\$289,050	14.9%
472-ONEIL/NASSAVILLE/HOLLY POINT	6	5.3%	50.0%	2	10.0%	100.0%	\$286,900	19.5%	\$316,537	1.8%
480-NASSAU COUNTY-YULEE NORTH	0	0.0%	--	0	0.0%	--	\$231,900	0.0%	\$256,967	0.0%
481-NASSAU COUNTY-YULEE SOUTH	2	4.3%	100.0%	1	6.3%	--	\$232,900	2.3%	\$233,242	17.1%
490-CALLAHAN	0	0.0%	--	0	0.0%	--	\$182,500	4.9%	\$182,500	10.7%
491-HILLARD	1	9.1%	0.0%	0	0.0%	--	\$99,750	-45.0%	\$99,750	-46.7%
492-NASSAU COUNTY-W OF I-95/N TO STATE LINE	2	2.8%	-66.7%	0	0.0%	-100.0%	\$222,500	3.9%	\$211,732	-1.2%
501-MACCLENNY AREA	3	6.3%	50.0%	1	5.6%	0.0%	\$204,450	18.2%	\$226,861	29.3%
502-BAKER COUNTY-NW	0	0.0%	-100.0%	0	0.0%	-100.0%	\$107,800	-29.5%	\$107,800	-29.5%
503-BAKER COUNTY-SOUTH	0	0.0%	-100.0%	0	0.0%	-100.0%	\$294,000	22.2%	\$294,000	42.3%
521-BRADFORD COUNTY-NE	1	9.1%	-75.0%	0	0.0%	-100.0%	\$122,450	-12.5%	\$122,450	-36.1%
522-BRADFORD COUNTY-NW	3	10.3%	0.0%	2	25.0%	-33.3%	\$105,450	1.2%	\$117,981	9.0%
523-BRADFORD COUNTY-SE	3	6.8%	-25.0%	1	25.0%	0.0%	\$107,500	-20.2%	\$105,000	-22.1%
524-BRADFORD COUNTY-SW	0	0.0%	-100.0%	0	0.0%	--	\$125,000	5.3%	\$136,700	32.2%
541-UNION COUNTY-NORTH	1	14.3%	--	0	0.0%	--	\$140,000	0.0%	\$140,000	0.0%
542-UNION COUNTY-SOUTH	0	0.0%	--	0	0.0%	--	\$324,000	116.0%	\$324,000	135.9%
561-GREATER PALATKA	1	1.6%	-93.3%	1	7.1%	-50.0%	\$134,500	63.0%	\$138,479	52.7%
562-BARDIN/WEST BOSTWICK	0	0.0%	--	1	50.0%	--	\$64,000	-85.5%	\$64,000	-85.5%
563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK	4	13.8%	-20.0%	0	0.0%	-100.0%	\$455,000	550.9%	\$455,000	336.7%
564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS	2	3.4%	-71.4%	1	14.3%	0.0%	\$148,000	51.8%	\$167,700	24.3%
571-INTERLACHEN-SE	1	12.5%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
572-INTERLACHEN-NE	3	6.5%	0.0%	1	20.0%	0.0%	\$62,000	3.5%	\$68,430	-13.4%
573-INTERLACHEN-SW	1	8.3%	0.0%	0	0.0%	--	\$113,000	77.3%	\$113,000	77.3%
574-INTERLACHEN-NW	3	13.0%	-57.1%	1	20.0%	-75.0%	\$50,000	-63.0%	\$56,000	-57.6%
575-WEST OF SR-21	2	8.7%	-33.3%	0	0.0%	--	\$81,000	31.7%	\$81,000	-12.7%
576-GEORGES LAKE	0	0.0%	--	0	0.0%	--	\$17,500	-74.1%	\$17,500	-74.1%
581-SATSUMA/HOOT OWL RIDGE	1	5.3%	-50.0%	0	0.0%	--	\$104,500	97.2%	\$152,535	144.2%
582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST	1	1.7%	-66.7%	0	0.0%	-100.0%	\$133,500	61.8%	\$162,550	57.5%
583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL	2	4.2%	100.0%	0	0.0%	--	\$69,250	-59.6%	\$128,083	-29.6%
584-OCALA NATIONAL FOREST/OKLAWAHA RIVER	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%