

Lender-Mediated Report

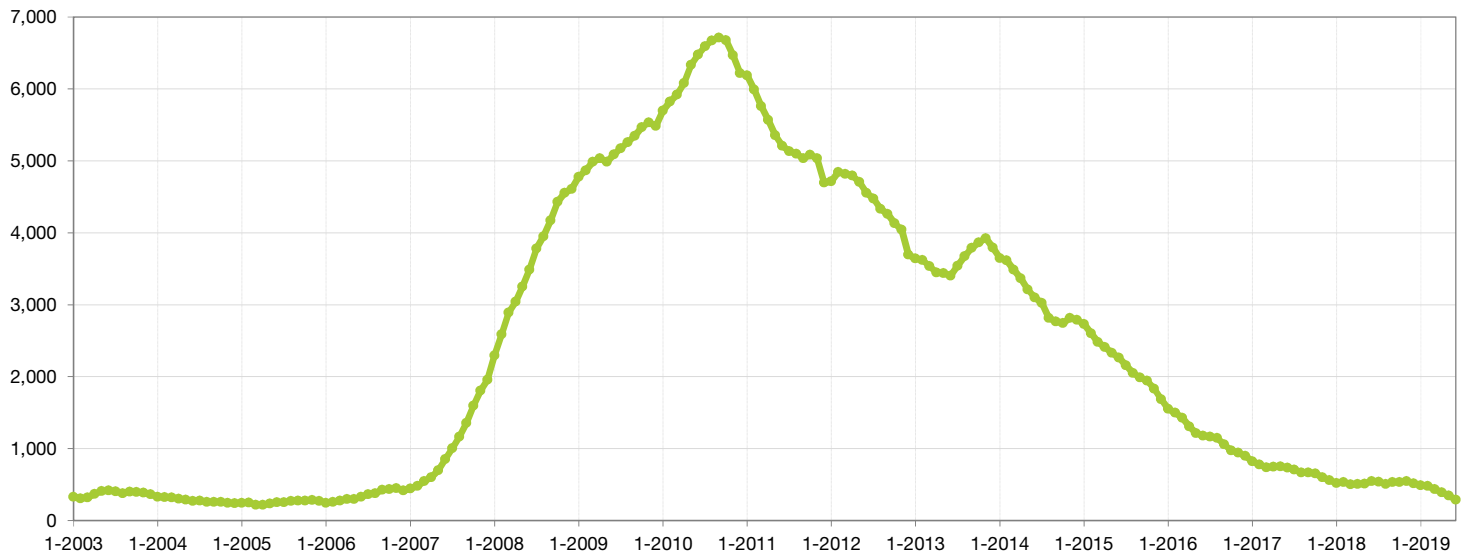
A RESEARCH TOOL PROVIDED BY THE
NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



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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



June 2019

New Listings in the Northeast Florida region decreased 11.1 percent to 3,467.

- Traditional New Listings decreased 9.1 percent to 3,344.
- Lender-mediated New Listings decreased 44.1 percent to 123.
- Share of all New Listings that were lender-mediated fell to 3.5 percent.

Closed Sales were down 8.5 percent to 2,829.

- Traditional Closed Sales were down 7.4 percent to 2,716.
- Lender-mediated Closed Sales were down 29.8 percent to 113.
- Share of all Closed Sales that were lender-mediated fell to 4.0 percent.

The Median Sales Price rose 2.6 percent to \$241,000.

- The traditional Median Sales Price rose 2.5 percent to \$244,995.
- The lender-mediated Median Sales Price declined 3.6 percent to \$120,475.

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

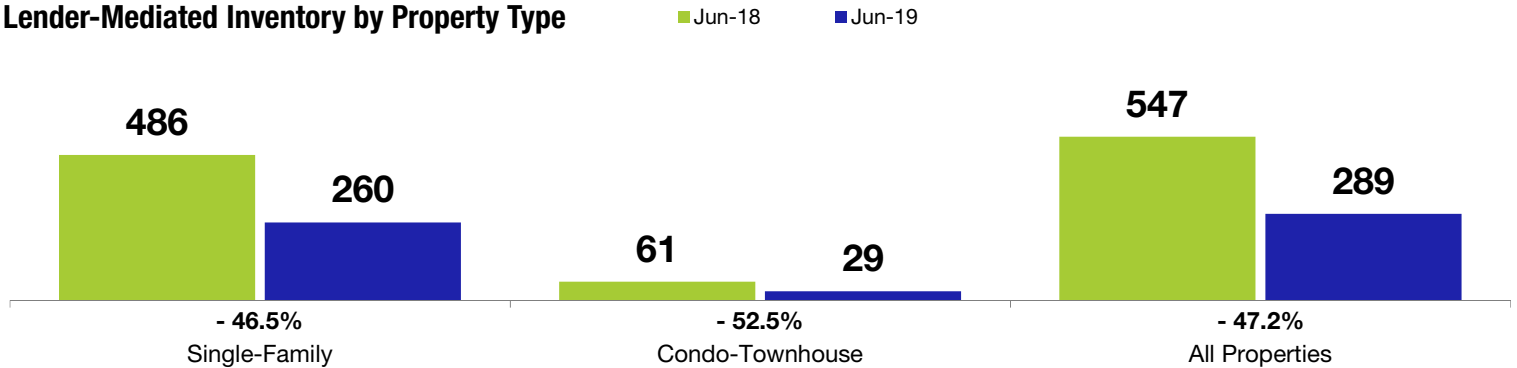
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Inventory of Homes for Sale

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|------------|----------------|--------------|--------------|---------------|--------------|--------------|---------------|--|-------------|
| | Jun-18 | Jun-19 | + / - | Jun-18 | Jun-19 | + / - | Jun-18 | Jun-19 | + / - | Jun-18 | Jun-19 |
| Single-Family | 486 | 260 | - 46.5% | 7,905 | 7,540 | - 4.6% | 8,391 | 7,800 | - 7.0% | 5.8% | 3.3% |
| Condo-Townhouse | 61 | 29 | - 52.5% | 1,224 | 1,397 | + 14.1% | 1,285 | 1,426 | + 11.0% | 4.7% | 2.0% |
| All Properties | 547 | 289 | - 47.2% | 9,129 | 8,937 | - 2.1% | 9,676 | 9,226 | - 4.7% | 5.7% | 3.1% |

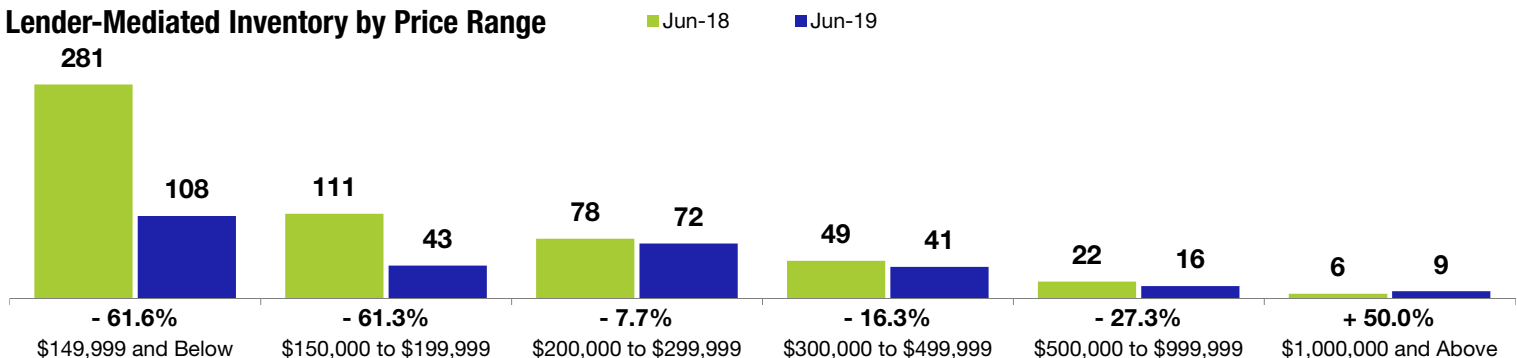
Lender-Mediated Inventory by Property Type



Inventory by Price Range

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-------------------------|-----------------|------------|----------------|--------------|--------------|---------------|--------------|--------------|---------------|--|-------------|
| | Jun-18 | Jun-19 | + / - | Jun-18 | Jun-19 | + / - | Jun-18 | Jun-19 | + / - | Jun-18 | Jun-19 |
| \$149,999 and Below | 281 | 108 | - 61.6% | 1,472 | 1,266 | - 14.0% | 1,753 | 1,374 | - 21.6% | 16.0% | 7.9% |
| \$150,000 to \$199,999 | 111 | 43 | - 61.3% | 868 | 957 | + 10.3% | 979 | 1,000 | + 2.1% | 11.3% | 4.3% |
| \$200,000 to \$299,999 | 78 | 72 | - 7.7% | 2,453 | 2,374 | - 3.2% | 2,531 | 2,446 | - 3.4% | 3.1% | 2.9% |
| \$300,000 to \$499,999 | 49 | 41 | - 16.3% | 2,542 | 2,383 | - 6.3% | 2,591 | 2,424 | - 6.4% | 1.9% | 1.7% |
| \$500,000 to \$999,999 | 22 | 16 | - 27.3% | 1,330 | 1,454 | + 9.3% | 1,352 | 1,470 | + 8.7% | 1.6% | 1.1% |
| \$1,000,000 and Above | 6 | 9 | + 50.0% | 464 | 503 | + 8.4% | 470 | 512 | + 8.9% | 1.3% | 1.8% |
| All Price Ranges | 547 | 289 | - 47.2% | 9,129 | 8,937 | - 2.1% | 9,676 | 9,226 | - 4.7% | 5.7% | 3.1% |

Lender-Mediated Inventory by Price Range



Lender-Mediated Report

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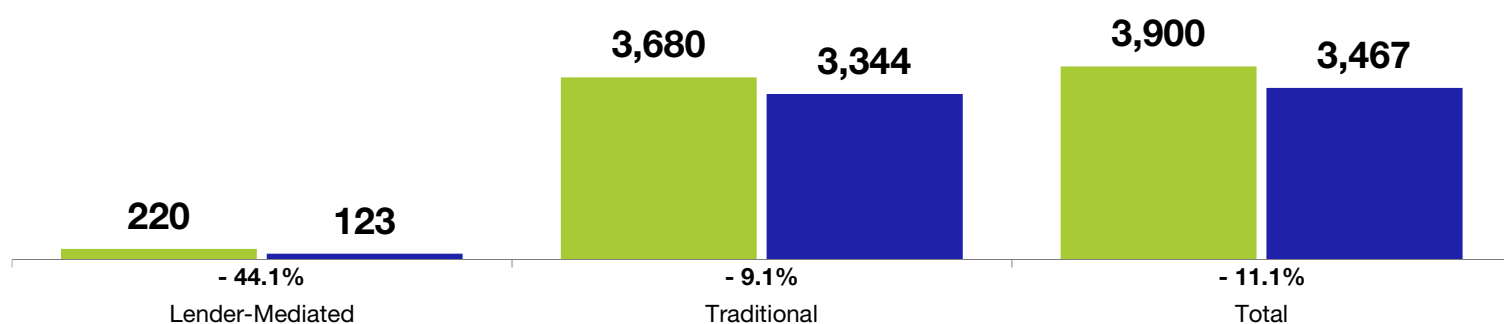


New Listings

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|------------|----------------|--------------|--------------|---------------|--------------|--------------|----------------|--|-------------|
| | Jun-18 | Jun-19 | + / - | Jun-18 | Jun-19 | + / - | Jun-18 | Jun-19 | + / - | Jun-18 | Jun-19 |
| Single-Family | 193 | 116 | - 39.9% | 3,126 | 2,844 | - 9.0% | 3,319 | 2,960 | - 10.8% | 5.8% | 3.9% |
| Condo-Townhouse | 27 | 7 | - 74.1% | 554 | 500 | - 9.7% | 581 | 507 | - 12.7% | 4.6% | 1.4% |
| All Properties | 220 | 123 | - 44.1% | 3,680 | 3,344 | - 9.1% | 3,900 | 3,467 | - 11.1% | 5.6% | 3.5% |

Change in New Listings for All Properties

■ Jun-18 ■ Jun-19

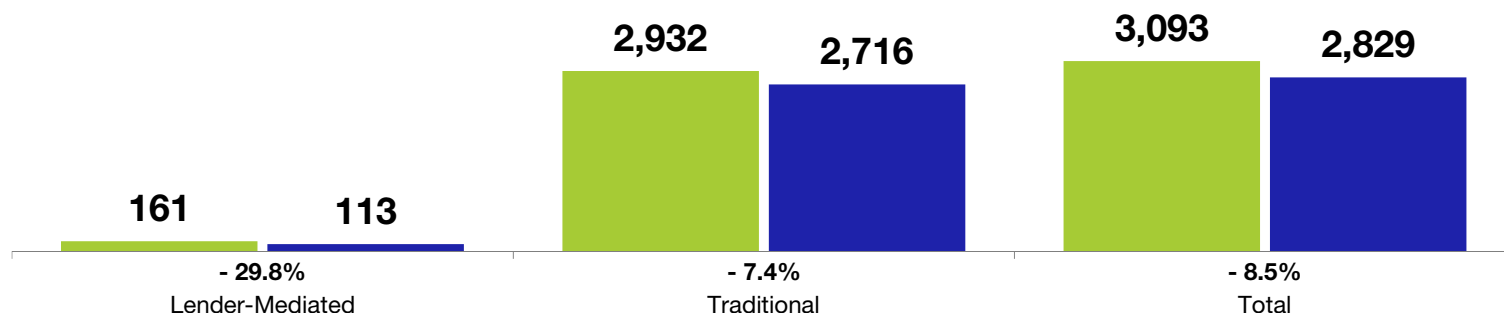


Closed Sales

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|------------|----------------|--------------|--------------|---------------|--------------|--------------|---------------|--|-------------|
| | Jun-18 | Jun-19 | + / - | Jun-18 | Jun-19 | + / - | Jun-18 | Jun-19 | + / - | Jun-18 | Jun-19 |
| Single-Family | 134 | 102 | - 23.9% | 2,483 | 2,302 | - 7.3% | 2,617 | 2,404 | - 8.1% | 5.1% | 4.2% |
| Condo-Townhouse | 27 | 11 | - 59.3% | 449 | 414 | - 7.8% | 476 | 425 | - 10.7% | 5.7% | 2.6% |
| All Properties | 161 | 113 | - 29.8% | 2,932 | 2,716 | - 7.4% | 3,093 | 2,829 | - 8.5% | 5.2% | 4.0% |

Change in Closed Sales for All Properties

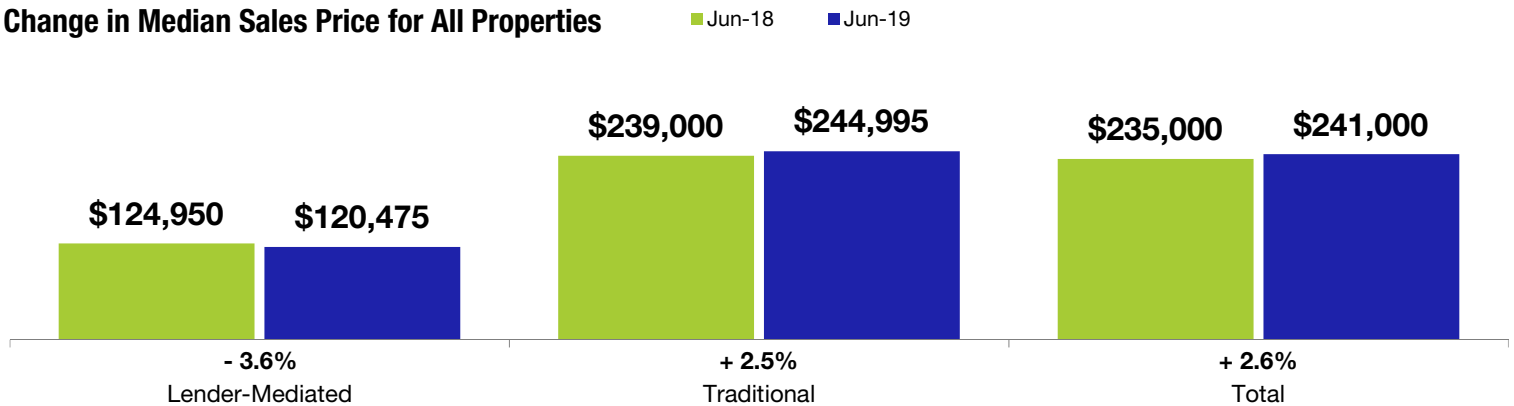
■ Jun-18 ■ Jun-19



Median Sales Price

| | Lender-Mediated | | | Traditional | | | Total | | |
|-----------------------|------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|
| | Jun-18 | Jun-19 | + / - | Jun-18 | Jun-19 | + / - | Jun-18 | Jun-19 | + / - |
| Single-Family | \$130,128 | \$141,000 | + 8.4% | \$251,500 | \$255,865 | + 1.7% | \$248,990 | \$252,000 | + 1.2% |
| Condo-Townhouse | \$103,000 | \$81,101 | - 21.3% | \$165,000 | \$169,000 | + 2.4% | \$165,000 | \$241,000 | + 46.1% |
| All Properties | \$124,950 | \$120,475 | - 3.6% | \$239,000 | \$244,995 | + 2.5% | \$235,000 | \$241,000 | + 2.6% |

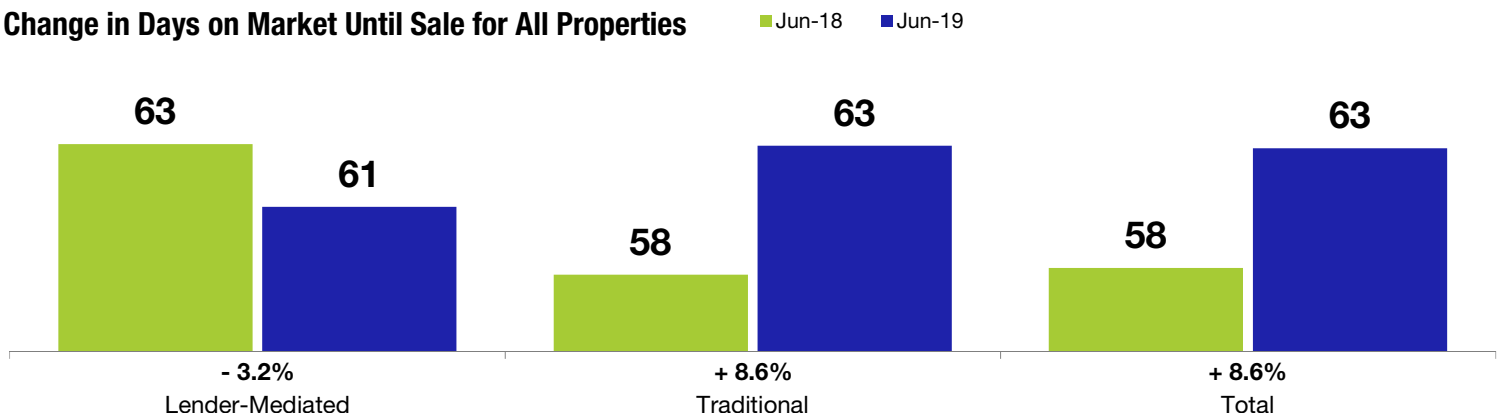
Change in Median Sales Price for All Properties



Days on Market Until Sale

| | Lender-Mediated | | | Traditional | | | Total | | |
|-----------------------|-----------------|-----------|---------------|-------------|-----------|---------------|-----------|-----------|---------------|
| | Jun-18 | Jun-19 | + / - | Jun-18 | Jun-19 | + / - | Jun-18 | Jun-19 | + / - |
| Single-Family | 62 | 59 | - 4.8% | 60 | 65 | + 8.3% | 60 | 65 | + 8.3% |
| Condo-Townhouse | 71 | 79 | + 11.3% | 49 | 53 | + 8.2% | 51 | 53 | + 3.9% |
| All Properties | 63 | 61 | - 3.2% | 58 | 63 | + 8.6% | 58 | 63 | + 8.6% |

Change in Days on Market Until Sale for All Properties



Lender-Mediated Report

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**NORTHEAST FLORIDA
ASSOCIATION OF REALTORS**

Lender-Mediated Activity by Area

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

June 2019

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|---|------------|-------------|---------------|--------------|-------------|---------------|--------------------|---------------|---------------------|---------------|
| Baker County | 3 | 3.2% | -40.0% | 1 | 6.7% | -90.0% | \$172,000 | -16.1% | \$185,827 | -13.7% |
| Clay County | 47 | 4.9% | -39.7% | 13 | 3.9% | -38.1% | \$227,150 | 1.0% | \$244,869 | 3.4% |
| Duval County | 165 | 3.8% | -51.6% | 70 | 4.7% | -16.7% | \$212,000 | 3.4% | \$251,182 | 0.2% |
| Nassau County | 10 | 2.1% | 100.0% | 6 | 4.8% | -33.3% | \$272,000 | 2.3% | \$319,551 | -0.2% |
| Putnam County | 17 | 4.8% | -15.0% | 3 | 3.8% | -70.0% | \$99,000 | 10.0% | \$109,914 | -1.9% |
| St. Johns County | 39 | 1.5% | -40.9% | 14 | 1.9% | -33.3% | \$353,500 | 7.1% | \$430,919 | 11.7% |
| 011-SAN MARCO | 1 | 1.0% | -66.7% | 1 | 3.8% | -- | \$252,263 | -34.9% | \$312,311 | -41.1% |
| 012-SAN JOSE | 5 | 3.1% | -16.7% | 1 | 3.2% | 0.0% | \$220,000 | 6.3% | \$247,997 | 6.1% |
| 013-BEAUCLERC/MANDARIN NORTH | 3 | 2.1% | -76.9% | 3 | 3.8% | -25.0% | \$222,750 | 3.6% | \$231,147 | -1.1% |
| 014-MANDARIN | 8 | 3.4% | 14.3% | 3 | 4.3% | 0.0% | \$268,750 | -0.5% | \$279,347 | -3.1% |
| 015-BARTRAM | 8 | 7.1% | 0.0% | 1 | 2.0% | -- | \$230,000 | 17.9% | \$240,140 | 5.5% |
| 021-ST NICHOLAS AREA | 3 | 5.1% | -50.0% | 1 | 3.7% | 0.0% | \$177,000 | 11.3% | \$198,172 | 26.4% |
| 022-GROVE PARK/SANS SOUCI | 4 | 3.2% | -69.2% | 0 | 0.0% | -100.0% | \$180,500 | 3.9% | \$193,173 | 6.8% |
| 023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD | 3 | 2.7% | -62.5% | 0 | 0.0% | -100.0% | \$195,500 | 3.4% | \$198,021 | -1.0% |
| 024-BAYMEADOWS/DEERWOOD | 6 | 3.0% | -33.3% | 1 | 1.8% | -66.7% | \$155,000 | 1.3% | \$221,919 | -7.6% |
| 025-INTRACOASTAL WEST-NORTH OF BEACH BLVD | 4 | 2.9% | 100.0% | 1 | 2.3% | -50.0% | \$337,500 | 11.6% | \$365,357 | 9.7% |
| 026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD | 6 | 3.4% | 0.0% | 0 | 0.0% | -100.0% | \$308,750 | 3.4% | \$410,309 | 21.8% |
| 027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD | 2 | 2.8% | -33.3% | 0 | 0.0% | -- | \$173,000 | -44.3% | \$296,879 | -35.2% |
| 028-BAYARD | 0 | 0.0% | -- | 0 | 0.0% | -- | \$252,245 | 0.0% | \$252,245 | 0.0% |
| 029-NOCATEE (DUVAL COUNTY) | 0 | 0.0% | -- | 0 | 0.0% | -- | \$337,450 | -22.1% | \$381,463 | -13.8% |
| 031-RIVERSIDE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$263,500 | -22.9% | \$274,600 | -30.0% |
| 032-AVONDALE | 3 | 2.7% | 200.0% | 1 | 3.7% | -50.0% | \$275,000 | -19.1% | \$349,034 | -13.8% |
| 033-ORTEGA/VENETIA | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$397,000 | -5.3% | \$616,989 | 13.1% |
| 041-ARLINGTON | 10 | 5.1% | -66.7% | 6 | 6.8% | -50.0% | \$180,000 | 15.0% | \$175,490 | 8.4% |
| 042-FT CAROLINE | 10 | 9.6% | 25.0% | 0 | 0.0% | -100.0% | \$260,000 | 9.5% | \$272,553 | 10.9% |
| 043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD | 3 | 2.8% | -66.7% | 3 | 8.1% | 50.0% | \$264,900 | 3.9% | \$301,769 | -4.3% |
| 051-MURRAY HILL | 2 | 2.8% | 0.0% | 0 | 0.0% | -100.0% | \$133,250 | -17.7% | \$144,930 | -6.2% |
| 052-LAKESHORE | 2 | 5.1% | -80.0% | 2 | 15.4% | -- | \$140,000 | 22.8% | \$200,145 | 47.7% |
| 053-HYDE GROVE AREA | 3 | 7.0% | -57.1% | 1 | 5.6% | 0.0% | \$119,500 | -13.4% | \$123,022 | -15.4% |
| 054-CEDAR HILLS | 3 | 8.6% | 200.0% | 1 | 9.1% | 0.0% | \$145,000 | 16.0% | \$138,573 | 11.0% |
| 055-CONFEDERATE POINT/ORTEGA FARMS | 1 | 3.8% | -83.3% | 0 | 0.0% | -- | \$173,000 | 16.9% | \$279,825 | 104.0% |
| 056-YUKON/WESCONNETT/OAK HILL | 4 | 5.4% | -75.0% | 4 | 12.1% | -- | \$121,000 | -26.7% | \$131,579 | -14.0% |
| 061-HERLONG/NORMANDY AREA | 1 | 2.8% | -88.9% | 4 | 21.1% | -- | \$151,000 | 4.1% | \$161,800 | 7.1% |
| 062-CRYSTAL SPRINGS/COUNTRY CREEK AREA | 2 | 3.4% | -80.0% | 1 | 4.5% | -- | \$199,400 | 7.8% | \$214,010 | 6.8% |
| 063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES | 3 | 7.1% | -76.9% | 2 | 8.3% | 100.0% | \$138,000 | -12.1% | \$134,430 | -11.1% |
| 064-BENT CREEK/PLUM TREE | 3 | 6.1% | -25.0% | 2 | 6.3% | 0.0% | \$211,990 | 13.7% | \$206,636 | 12.7% |
| 065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW | 1 | 3.4% | -50.0% | 0 | 0.0% | -- | \$215,000 | 13.8% | \$215,500 | 10.5% |
| 066-CECIL COMMERCE AREA | 1 | 4.8% | -- | 1 | 16.7% | -- | \$223,700 | 3.6% | \$207,060 | -8.5% |
| 067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL) | 2 | 1.9% | -83.3% | 2 | 3.5% | -50.0% | \$192,000 | 3.8% | \$194,707 | 2.5% |
| 071-BRENTWOOD/EVERGREEN | 4 | 4.9% | -42.9% | 0 | 0.0% | -100.0% | \$80,500 | 1.3% | \$74,282 | -3.7% |
| 072-SPRINGFIELD | 2 | 5.6% | 100.0% | 0 | 0.0% | -- | \$159,350 | -37.5% | \$157,445 | -38.6% |
| 073-DOWNTOWN JACKSONVILLE-NORTHBANK | 2 | 5.4% | 0.0% | 0 | 0.0% | -- | \$700,000 | 1086.4% | \$700,000 | 346.4% |

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.

June 2019

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|--|-----------|-------|---------|--------------|-------|---------|--------------------|---------|---------------------|---------|
| 074-PAXON | 2 | 2.8% | -83.3% | 2 | 8.7% | -33.3% | \$109,000 | 125.9% | \$93,628 | 104.1% |
| 075-TROUT RIVER/COLLEGE PARK/RIBAULT MANOR | 20 | 9.0% | -23.1% | 9 | 14.5% | 12.5% | \$80,500 | 87.6% | \$94,874 | 46.1% |
| 076-DOWNTOWN JACKSONVILLE-EASTSIDE | 0 | 0.0% | -100.0% | 2 | 66.7% | 100.0% | \$24,250 | -39.4% | \$24,250 | -63.0% |
| 081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST | 1 | 2.2% | -90.9% | 2 | 10.5% | -50.0% | \$220,750 | 27.8% | \$211,584 | 21.2% |
| 082-DINSMORE/NORTHWEST DUVAL COUNTY | 0 | 0.0% | -100.0% | 1 | 33.3% | 0.0% | \$205,260 | 308.3% | \$270,217 | 437.5% |
| 091-GARDEN CITY/AIRPORT | 11 | 7.4% | -45.0% | 5 | 7.2% | -16.7% | \$217,990 | 17.8% | \$207,320 | 18.0% |
| 092-OCEANWAY/PECAN PARK | 8 | 5.8% | -11.1% | 3 | 5.1% | 200.0% | \$220,000 | -3.5% | \$222,329 | -6.1% |
| 095-SAN MATEO/EASTPORT | 1 | 4.5% | 0.0% | 0 | 0.0% | -- | \$148,250 | -26.8% | \$159,125 | -36.7% |
| 096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT | 2 | 1.7% | -66.7% | 0 | 0.0% | -100.0% | \$254,670 | 3.7% | \$275,795 | 10.7% |
| 121-FLEMING ISLAND-NE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$274,500 | -6.9% | \$274,500 | -12.9% |
| 122-FLEMING ISLAND-NW | 5 | 8.8% | 400.0% | 0 | 0.0% | -100.0% | \$329,849 | 18.3% | \$347,927 | 15.2% |
| 123-FLEMING ISLAND-SE | 2 | 5.4% | 100.0% | 0 | 0.0% | -- | \$309,495 | 23.8% | \$329,806 | 18.4% |
| 124-FLEMING ISLAND-SW | 5 | 11.6% | 0.0% | 0 | 0.0% | -100.0% | \$235,000 | -6.7% | \$242,106 | -17.5% |
| 131-MEADOWBROOK/LOCH RANE | 0 | 0.0% | -100.0% | 2 | 15.4% | 100.0% | \$317,500 | 64.5% | \$295,408 | 30.9% |
| 132-BELLAIR/GROVE PARK | 1 | 4.8% | -66.7% | 3 | 23.1% | 50.0% | \$152,000 | -12.9% | \$160,038 | 0.1% |
| 133-NORTH ORANGE PARK | 0 | 0.0% | -- | 0 | 0.0% | -- | \$153,500 | -54.5% | \$194,750 | -42.2% |
| 134-SOUTH BLANDING | 4 | 13.8% | 33.3% | 0 | 0.0% | -- | \$212,215 | -5.7% | \$209,674 | -5.2% |
| 135-PARK WEST/MONTCLAIR | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$238,000 | 40.0% | \$232,429 | 31.4% |
| 136-LAKESIDE ESTATES | 1 | 4.0% | -50.0% | 2 | 20.0% | -33.3% | \$226,250 | 24.4% | \$215,800 | 15.3% |
| 137-DOCTOR'S LAKE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$280,000 | -6.7% | \$355,100 | 22.6% |
| 138-TANGLEWOOD | 1 | 10.0% | 0.0% | 2 | 40.0% | 100.0% | \$169,900 | 26.8% | \$164,480 | 21.6% |
| 139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY | 11 | 5.3% | 0.0% | 2 | 3.0% | 0.0% | \$248,995 | 7.3% | \$262,533 | 9.6% |
| 141-MIDDLEBURG NW | 0 | 1.5% | -85.7% | -- | 4.8% | -50.0% | -- | 11.2% | -- | 18.1% |
| 142-MIDDLEBURG EAST | 2 | 7.4% | -71.4% | 0 | 0.0% | -- | \$258,750 | 27.9% | \$253,034 | 21.1% |
| 143-FOXMEADOW AREA | 1 | 2.2% | -66.7% | 0 | 0.0% | -100.0% | \$230,000 | -6.1% | \$224,516 | -8.1% |
| 144-MIDDLEBURG-SE | 2 | 18.2% | 0.0% | 0 | 0.0% | -- | \$247,450 | -3.3% | \$247,450 | -1.0% |
| 145-MIDDLEBURG-SW | 2 | 6.3% | -50.0% | 0 | 0.0% | -100.0% | \$157,900 | 22.6% | \$171,563 | 22.5% |
| 146-MIDDLEBURG-NE | 0 | 0.0% | -100.0% | 1 | 2.6% | -50.0% | \$182,950 | -4.9% | \$194,889 | -17.6% |
| 151-KEYSTONE HEIGHTS | 3 | 4.3% | -40.0% | 0 | 0.0% | -100.0% | \$174,500 | 20.3% | \$153,111 | -5.7% |
| 152-KINGSLEY LAKE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$0 | -100.0% | \$0 | -100.0% |
| 161-GREEN COVE SPRINGS | 4 | 4.1% | -20.0% | 0 | 0.0% | -- | \$227,000 | -5.4% | \$273,346 | 4.3% |
| 162-RUSSELL LANDING/PENNY FARMS | 0 | 0.0% | -- | 0 | 0.0% | -- | \$0 | 0.0% | \$0 | 0.0% |
| 163-LAKE ASBURY AREA | 2 | 4.2% | -33.3% | 0 | 0.0% | -100.0% | \$221,000 | -7.5% | \$243,181 | 2.5% |
| 211-JACKSONVILLE BEACH-NE | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$595,000 | 25.3% | \$683,167 | 40.5% |
| 212-JACKSONVILLE BEACH-SE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$435,000 | -21.3% | \$580,932 | -39.8% |
| 213-JACKSONVILLE BEACH-NW | 1 | 2.2% | -50.0% | 1 | 5.9% | -- | \$357,500 | 6.4% | \$400,282 | 8.3% |
| 214-JACKSONVILLE BEACH-SW | 1 | 1.2% | -50.0% | 1 | 3.2% | 0.0% | \$429,500 | 18.2% | \$452,548 | 14.2% |
| 221-NEPTUNE BEACH-EAST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$897,000 | 0.2% | \$1,160,667 | 9.0% |
| 222-NEPTUNE BEACH-WEST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$380,000 | -11.4% | \$357,917 | -15.4% |
| 231-ATLANTIC BEACH-NORTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$827,066 | 20.7% | \$829,517 | 17.2% |
| 232-ATLANTIC BEACH-SOUTH | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$369,000 | -10.5% | \$545,009 | -8.6% |
| 233-ATLANTIC BEACH-WEST | 1 | 6.3% | -50.0% | 0 | 0.0% | -- | \$335,599 | 61.7% | \$335,599 | 65.7% |

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.

June 2019

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|--|-----------|-------|---------|--------------|-------|---------|--------------------|--------|---------------------|--------|
| 241-NORTH BEACH | 0 | 0.0% | -100.0% | 2 | 50.0% | -- | \$165,000 | -17.5% | \$160,938 | -30.9% |
| 242-MAYPORT | 0 | 0.0% | -- | 0 | 0.0% | -- | \$142,000 | 49.5% | \$156,892 | 65.1% |
| 251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD | 0 | 0.0% | -- | 0 | 0.0% | -- | \$1,415,400 | 204.7% | \$1,966,450 | 126.8% |
| 252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD | 2 | 2.9% | -60.0% | 0 | 0.0% | -- | \$690,000 | 117.3% | \$659,171 | 23.8% |
| 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% | -100.0% | 0 | 0.0% | -- | \$621,000 | 5.7% | \$900,275 | 12.9% |
| 262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD | 1 | 1.0% | -66.7% | 0 | 0.0% | -100.0% | \$544,000 | -3.7% | \$610,367 | 2.8% |
| 263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210 | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$750,000 | 13.6% | \$790,167 | 22.2% |
| 264-SOUTH PONTE VEDRA BEACH | 4 | 6.1% | 100.0% | 0 | 0.0% | -- | \$932,500 | 85.2% | \$829,450 | 39.6% |
| 265-PONTE VEDRA/NOCATEE-STJ | 1 | 0.4% | -75.0% | 0 | 0.0% | -- | \$458,268 | 6.3% | \$480,225 | 6.9% |
| 266-VILANO BEACH | 1 | 1.5% | 0.0% | 0 | 0.0% | -- | \$600,000 | 43.5% | \$628,809 | 61.7% |
| 271-NOCATEE NORTH | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$599,000 | 17.1% | \$575,305 | 7.9% |
| 272-NOCATEE SOUTH | 1 | 0.6% | -66.7% | 0 | 0.0% | -- | \$414,900 | 5.7% | \$434,752 | 7.1% |
| 301-JULINGTON CREEK/SWITZERLAND | 7 | 1.6% | -22.2% | 2 | 1.2% | 100.0% | \$355,000 | 1.4% | \$377,018 | 1.2% |
| 302-ORANGEDALE AREA | 1 | 1.8% | -50.0% | 1 | 11.1% | -- | \$410,000 | 0.6% | \$553,031 | 49.7% |
| 303-PALMO/SIX MILE AREA | 1 | 3.4% | 0.0% | 1 | 14.3% | 0.0% | \$389,814 | 25.3% | \$396,943 | 23.7% |
| 304- 210 SOUTH | 5 | 3.7% | -16.7% | 2 | 3.7% | 0.0% | \$331,447 | 1.2% | \$349,522 | 2.9% |
| 305-WORLD GOLF VILLAGE AREA-CENTRAL | 1 | 1.6% | 0.0% | 0 | 0.0% | -- | \$275,345 | 0.1% | \$270,756 | -1.2% |
| 306-WORLD GOLF VILLAGE AREA-NE | 1 | 5.3% | -- | 0 | 0.0% | -- | \$335,166 | 18.7% | \$322,092 | 14.2% |
| 307-WORLD GOLF VILLAGE AREA-SE | 1 | 1.2% | -66.7% | 0 | 0.0% | -100.0% | \$271,535 | -2.8% | \$312,191 | -3.0% |
| 308-WORLD GOLF VILLAGE AREA-SW | 0 | 0.0% | -100.0% | 2 | 5.7% | 100.0% | \$280,000 | 2.8% | \$292,554 | 4.3% |
| 309-WORLD GOLF VILLAGE AREA-WEST | 0 | 0.0% | -100.0% | 3 | 9.1% | 50.0% | \$269,000 | -0.7% | \$298,006 | -3.4% |
| 312-PALENCIA AREA | 1 | 0.9% | -66.7% | 1 | 4.0% | -50.0% | \$470,000 | 35.4% | \$492,980 | 23.2% |
| 313-WHITECASTLE/AIRPORT AREA | 1 | 3.0% | -50.0% | 0 | 0.0% | -- | \$189,500 | -35.1% | \$257,664 | -4.7% |
| 321-NORTH CITY-ST AUGUSTINE | 1 | 4.0% | -- | 0 | 0.0% | -- | \$175,000 | 36.2% | \$176,857 | 25.0% |
| 322-DOWNTOWN ST AUGUSTINE | 1 | 1.9% | 0.0% | 0 | 0.0% | -- | \$560,000 | 86.7% | \$551,667 | 59.9% |
| 323-DAVIS SHORES | 1 | 1.7% | -- | 0 | 0.0% | -- | \$360,250 | 6.9% | \$456,900 | -9.7% |
| 331-ST AUGUSTINE BEACH | 1 | 0.5% | -66.7% | 0 | 0.0% | -100.0% | \$344,000 | -3.9% | \$402,500 | 5.0% |
| 332-CRESCENT BEACH/SUMMER HAVEN | 0 | 0.0% | -- | 0 | 0.0% | -- | \$350,000 | 9.4% | \$350,900 | -13.7% |
| 333-ST JOHNS COUNTY-SE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$294,271 | -33.1% | \$294,271 | -26.9% |
| 334-MOULTRIE/ST AUGUSTINE SHORES | 0 | 0.0% | -100.0% | 1 | 6.3% | -- | \$187,500 | -0.8% | \$203,125 | 2.1% |
| 335-ST AUGUSTINE SOUTH | 1 | 6.7% | 0.0% | 0 | 0.0% | -- | \$242,000 | 5.9% | \$248,500 | 8.8% |
| 336-RAVENSWOOD/WEST AUGUSTINE | 2 | 1.7% | 0.0% | 1 | 3.1% | -50.0% | \$227,500 | 1.1% | \$229,070 | 0.4% |
| 337-OLD MOULTRIE RD/WILDWOOD | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$257,000 | 12.2% | \$307,572 | 32.9% |
| 341-FLAGLER ESTATES/HASTINGS | 2 | 25.0% | -60.0% | 0 | 0.0% | -100.0% | \$143,000 | 34.3% | \$146,833 | 35.2% |
| 342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95 | 0 | 0.0% | -- | 0 | 0.0% | -- | \$175,500 | -30.0% | \$198,500 | -15.4% |
| 343-MOLASSES JUNCTION/ELKTON | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$300,485 | 29.2% | \$300,485 | -17.4% |
| 344-HASTINGS/TOCOI/RIVRERDALE | 0 | -- | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |
| 410-FERNANDINA BEACH DOWNTOWN-WEST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$112,500 | 0.0% | \$112,500 | 0.0% |
| 420-FERNANDINA BEACH-DOWNTOWN-EAST | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$254,500 | -17.9% | \$254,500 | -43.1% |
| 430-NASSAU COUNTY BEACHES-NORTH | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$412,500 | -43.9% | \$412,500 | -38.1% |
| 431-NASSAU COUNTY BEACHES-SOUTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$380,000 | -27.9% | \$458,953 | -12.9% |

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Lender-Mediated Activity by Area (cont.)

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

June 2019

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|---|-----------|-------|---------|--------------|-------|---------|--------------------|--------|---------------------|--------|
| 440-FERNANDINA BEACH DOWNTOWN-SOUTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$408,500 | 44.9% | \$429,746 | 61.2% |
| 450-AMELIA ISLAND-NORTH OF BURNEY ROAD | 1 | 3.0% | -50.0% | 0 | 0.0% | -- | \$475,750 | 5.6% | \$522,050 | 9.0% |
| 460-AMELIA ISLAND PLANTATION | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$730,000 | 40.4% | \$659,289 | 20.8% |
| 470-PINEY ISLAND AREA | 0 | 0.0% | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |
| 471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS | 1 | 2.0% | -50.0% | 0 | 0.0% | -100.0% | \$236,450 | -9.7% | \$254,232 | -13.7% |
| 472-ONEIL/NASSAVILLE/HOLLY POINT | 3 | 2.0% | 50.0% | 2 | 5.1% | 100.0% | \$307,500 | 7.1% | \$337,702 | 12.9% |
| 480-NASSAU COUNTY-YULEE NORTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$257,700 | 29.5% | \$257,700 | 29.5% |
| 481-NASSAU COUNTY-YULEE SOUTH | 4 | 8.2% | 300.0% | 0 | 0.0% | -100.0% | \$220,900 | -1.3% | \$219,399 | 0.5% |
| 490-CALLAHAN | 0 | 0.0% | -- | 0 | 0.0% | -- | \$115,000 | -46.5% | \$115,000 | -46.5% |
| 491-HILLARD | 0 | 0.0% | -- | 1 | 16.7% | 0.0% | \$170,000 | 30.3% | \$157,650 | 20.8% |
| 492-NASSAU COUNTY-W OF I-95/N TO STATE LINE | 1 | 1.2% | -66.7% | 3 | 13.6% | 0.0% | \$226,500 | -3.6% | \$217,400 | -5.2% |
| 501-MACCLENNY AREA | 3 | 4.9% | 0.0% | 1 | 12.5% | 0.0% | \$171,000 | -14.5% | \$177,500 | -14.1% |
| 502-BAKER COUNTY-NW | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$144,950 | -37.8% | \$144,950 | -29.5% |
| 503-BAKER COUNTY-SOUTH | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$202,500 | -5.8% | \$215,500 | -17.3% |
| 521-BRADFORD COUNTY-NE | 0 | 0.0% | -100.0% | 1 | 50.0% | -- | \$134,000 | 16.6% | \$134,000 | 4.8% |
| 522-BRADFORD COUNTY-NW | 2 | 7.4% | -50.0% | 0 | 0.0% | -100.0% | \$65,007 | -49.4% | \$79,897 | -40.3% |
| 523-BRADFORD COUNTY-SE | 1 | 2.9% | 0.0% | 3 | 37.5% | 200.0% | \$137,350 | -9.9% | \$187,972 | 6.9% |
| 524-BRADFORD COUNTY-SW | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$350,000 | 321.7% | \$350,000 | 321.7% |
| 541-UNION COUNTY-NORTH | 0 | 0.0% | -100.0% | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |
| 542-UNION COUNTY-SOUTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$292,000 | 349.9% | \$292,000 | 349.9% |
| 561-GREATER PALATKA | 3 | 5.6% | -25.0% | 0 | 0.0% | -100.0% | \$111,250 | 5.0% | \$101,000 | -16.4% |
| 562-BARDIN/WEST BOSTWICK | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$135,000 | 66.8% | \$135,000 | 20.3% |
| 563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK | 2 | 6.5% | -- | 1 | 16.7% | 0.0% | \$157,000 | 109.3% | \$176,733 | 44.7% |
| 564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS | 4 | 7.1% | 0.0% | 1 | 10.0% | 0.0% | \$108,000 | -10.3% | \$98,740 | -34.6% |
| 571-INTERLACHEN-SE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$117,450 | 92.5% | \$117,450 | 25.3% |
| 572-INTERLACHEN-NE | 2 | 6.5% | -60.0% | 0 | 0.0% | -100.0% | \$62,500 | 0.8% | \$61,042 | 16.4% |
| 573-INTERLACHEN-SW | 1 | 12.5% | -- | 0 | 0.0% | -- | \$59,950 | 14.2% | \$58,975 | -24.2% |
| 574-INTERLACHEN-NW | 2 | 6.9% | 0.0% | 1 | 16.7% | -- | \$62,500 | 64.5% | \$93,233 | 95.6% |
| 575-WEST OF SR-21 | 2 | 13.3% | 100.0% | 0 | 0.0% | -100.0% | \$137,500 | 52.4% | \$149,250 | 70.5% |
| 576-GEORGES LAKE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$85,000 | -47.5% | \$85,000 | -47.5% |
| 581-SATSUMA/HOOT OWL RIDGE | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$95,000 | 8.3% | \$128,600 | -32.8% |
| 582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$157,500 | 37.0% | \$160,680 | 19.6% |
| 583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL | 1 | 1.8% | -- | 0 | 0.0% | -- | \$80,000 | 6.7% | \$80,000 | 8.0% |
| 584-OCALA NATIONAL FOREST/OKLAWAHA RIVER | 0 | 0.0% | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |