

Lender-Mediated Report

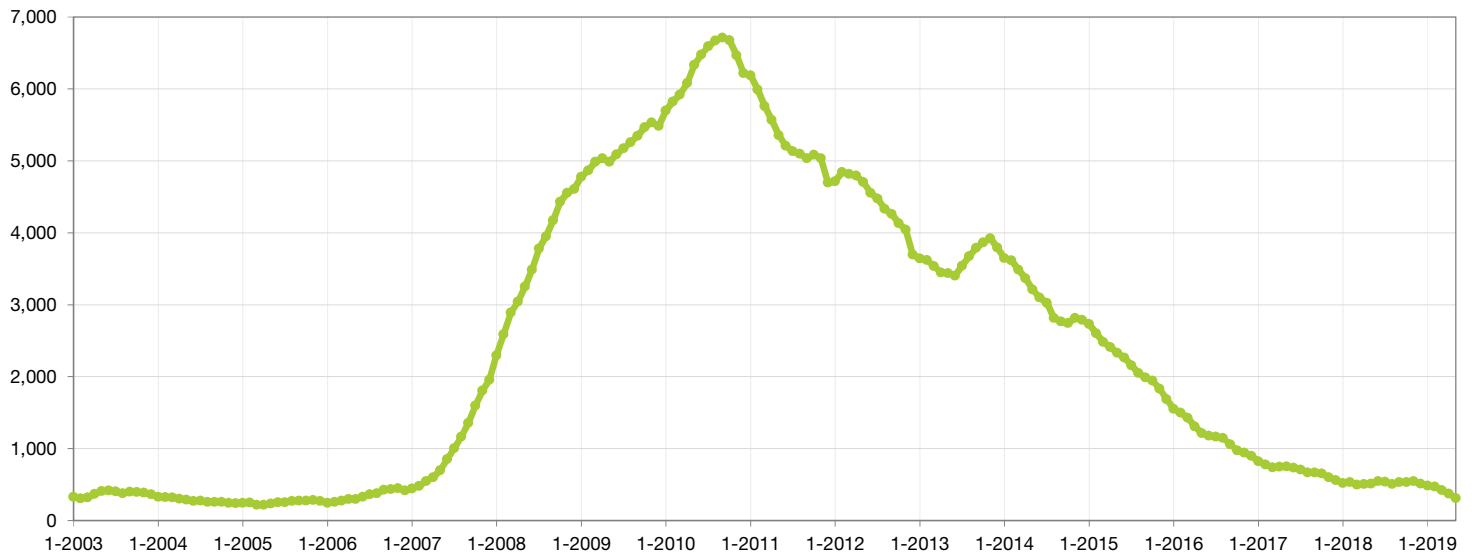
A RESEARCH TOOL PROVIDED BY THE
NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



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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



May 2019

New Listings in the Northeast Florida region increased 3.7 percent to 3,957.

- Traditional New Listings increased 4.7 percent to 3,803.
- Lender-mediated New Listings decreased 16.3 percent to 154.
- Share of all New Listings that were lender-mediated fell to 3.9 percent.

Closed Sales were up 4.2 percent to 3,091.

- Traditional Closed Sales were up 4.7 percent to 2,947.
- Lender-mediated Closed Sales were down 4.6 percent to 144.
- Share of all Closed Sales that were lender-mediated fell to 4.7 percent.

The Median Sales Price rose 3.1 percent to \$232,000.

- The traditional Median Sales Price rose 2.9 percent to \$236,625.
- The lender-mediated Median Sales Price rose 20.6 percent to \$137,477.

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

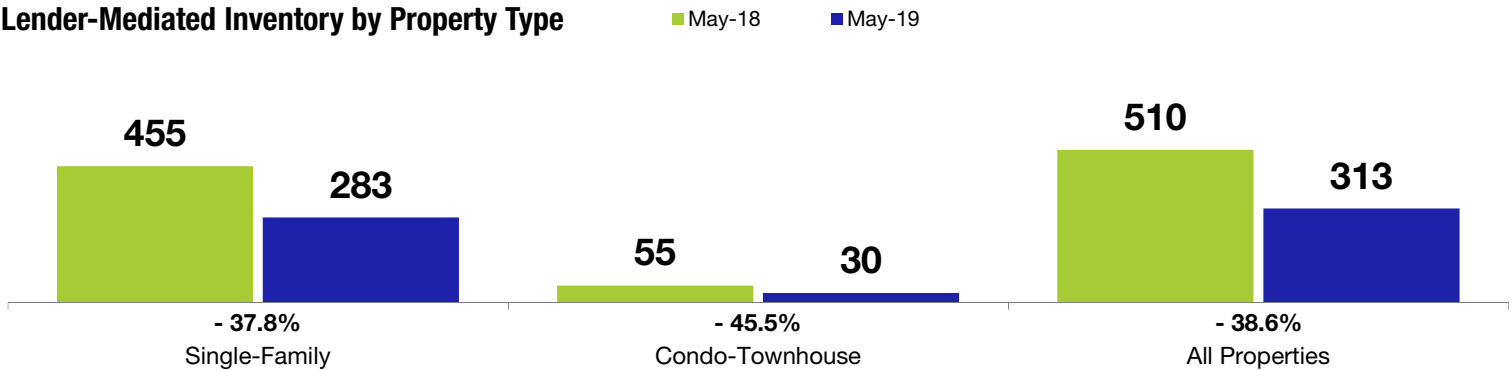
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Inventory of Homes for Sale

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|------------|----------------|--------------|--------------|---------------|--------------|--------------|---------------|--|-------------|
| | May-18 | May-19 | + / - | May-18 | May-19 | + / - | May-18 | May-19 | + / - | May-18 | May-19 |
| Single-Family | 455 | 283 | - 37.8% | 7,500 | 7,643 | + 1.9% | 7,955 | 7,926 | - 0.4% | 5.7% | 3.6% |
| Condo-Townhouse | 55 | 30 | - 45.5% | 1,200 | 1,426 | + 18.8% | 1,255 | 1,456 | + 16.0% | 4.4% | 2.1% |
| All Properties | 510 | 313 | - 38.6% | 8,700 | 9,069 | + 4.2% | 9,210 | 9,382 | + 1.9% | 5.5% | 3.3% |

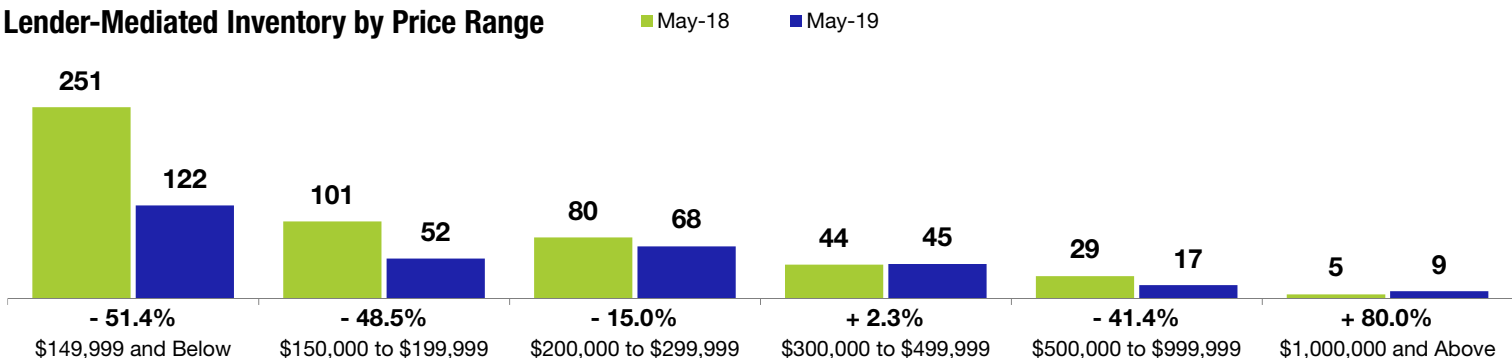
Lender-Mediated Inventory by Property Type



Inventory by Price Range

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-------------------------|-----------------|------------|----------------|--------------|--------------|---------------|--------------|--------------|---------------|--|-------------|
| | May-18 | May-19 | + / - | May-18 | May-19 | + / - | May-18 | May-19 | + / - | May-18 | May-19 |
| \$149,999 and Below | 251 | 122 | - 51.4% | 1,421 | 1,267 | - 10.8% | 1,672 | 1,389 | - 16.9% | 15.0% | 8.8% |
| \$150,000 to \$199,999 | 101 | 52 | - 48.5% | 822 | 940 | + 14.4% | 923 | 992 | + 7.5% | 10.9% | 5.2% |
| \$200,000 to \$299,999 | 80 | 68 | - 15.0% | 2,259 | 2,405 | + 6.5% | 2,339 | 2,473 | + 5.7% | 3.4% | 2.7% |
| \$300,000 to \$499,999 | 44 | 45 | + 2.3% | 2,470 | 2,451 | - 0.8% | 2,514 | 2,496 | - 0.7% | 1.8% | 1.8% |
| \$500,000 to \$999,999 | 29 | 17 | - 41.4% | 1,273 | 1,490 | + 17.0% | 1,302 | 1,507 | + 15.7% | 2.2% | 1.1% |
| \$1,000,000 and Above | 5 | 9 | + 80.0% | 455 | 516 | + 13.4% | 460 | 525 | + 14.1% | 1.1% | 1.7% |
| All Price Ranges | 510 | 313 | - 38.6% | 8,700 | 9,069 | + 4.2% | 9,210 | 9,382 | + 1.9% | 5.5% | 3.3% |

Lender-Mediated Inventory by Price Range



Lender-Mediated Report

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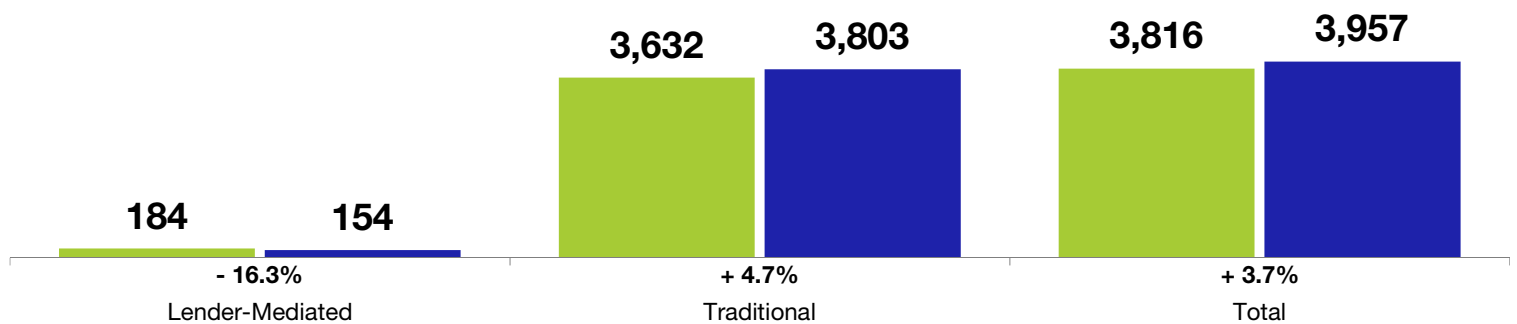


New Listings

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|------------|----------------|--------------|--------------|---------------|--------------|--------------|---------------|--|-------------|
| | May-18 | May-19 | + / - | May-18 | May-19 | + / - | May-18 | May-19 | + / - | May-18 | May-19 |
| Single-Family | 166 | 137 | - 17.5% | 3,060 | 3,165 | + 3.4% | 3,226 | 3,302 | + 2.4% | 5.1% | 4.1% |
| Condo-Townhouse | 18 | 17 | - 5.6% | 572 | 638 | + 11.5% | 590 | 655 | + 11.0% | 3.1% | 2.6% |
| All Properties | 184 | 154 | - 16.3% | 3,632 | 3,803 | + 4.7% | 3,816 | 3,957 | + 3.7% | 4.8% | 3.9% |

Change in New Listings for All Properties

■ May-18 ■ May-19

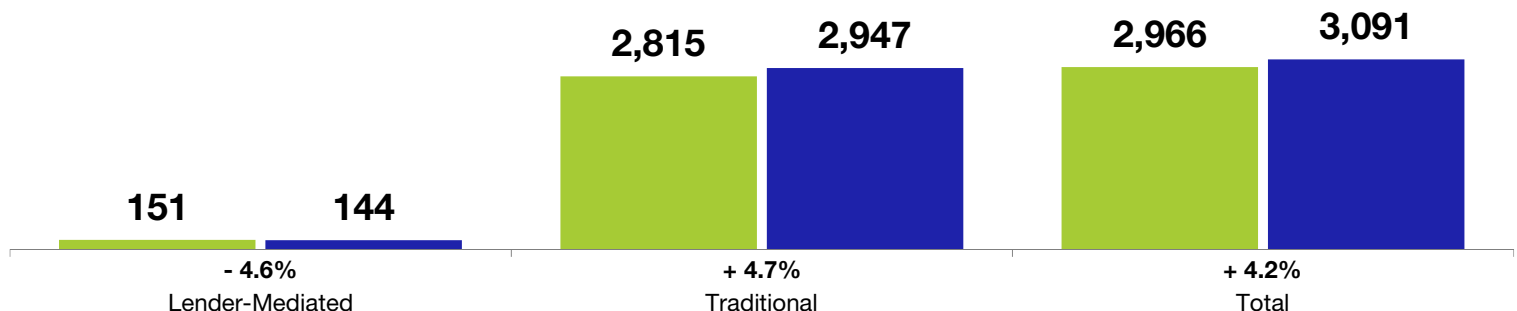


Closed Sales

| | Lender-Mediated | | | Traditional | | | Total | | | Share of Activity that was Lender-Mediated | |
|-----------------------|-----------------|------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|--|-------------|
| | May-18 | May-19 | + / - | May-18 | May-19 | + / - | May-18 | May-19 | + / - | May-18 | May-19 |
| Single-Family | 125 | 132 | + 5.6% | 2,385 | 2,514 | + 5.4% | 2,510 | 2,646 | + 5.4% | 5.0% | 5.0% |
| Condo-Townhouse | 26 | 12 | - 53.8% | 430 | 433 | + 0.7% | 456 | 445 | - 2.4% | 5.7% | 2.7% |
| All Properties | 151 | 144 | - 4.6% | 2,815 | 2,947 | + 4.7% | 2,966 | 3,091 | + 4.2% | 5.1% | 4.7% |

Change in Closed Sales for All Properties

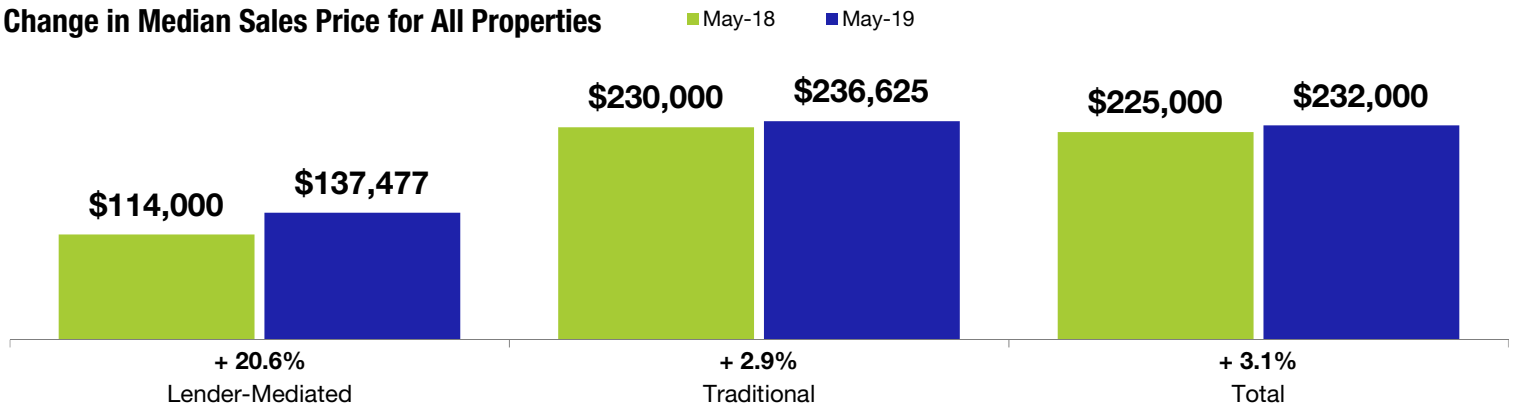
■ May-18 ■ May-19



Median Sales Price

| | Lender-Mediated | | | Traditional | | | Total | | |
|-----------------------|------------------|------------------|----------------|------------------|------------------|---------------|------------------|------------------|---------------|
| | May-18 | May-19 | + / - | May-18 | May-19 | + / - | May-18 | May-19 | + / - |
| Single-Family | \$128,000 | \$148,250 | + 15.8% | \$245,000 | \$248,000 | + 1.2% | \$240,000 | \$244,135 | + 1.7% |
| Condo-Townhouse | \$108,450 | \$91,500 | - 15.6% | \$163,990 | \$165,000 | + 0.6% | \$160,000 | \$232,000 | + 45.0% |
| All Properties | \$114,000 | \$137,477 | + 20.6% | \$230,000 | \$236,625 | + 2.9% | \$225,000 | \$232,000 | + 3.1% |

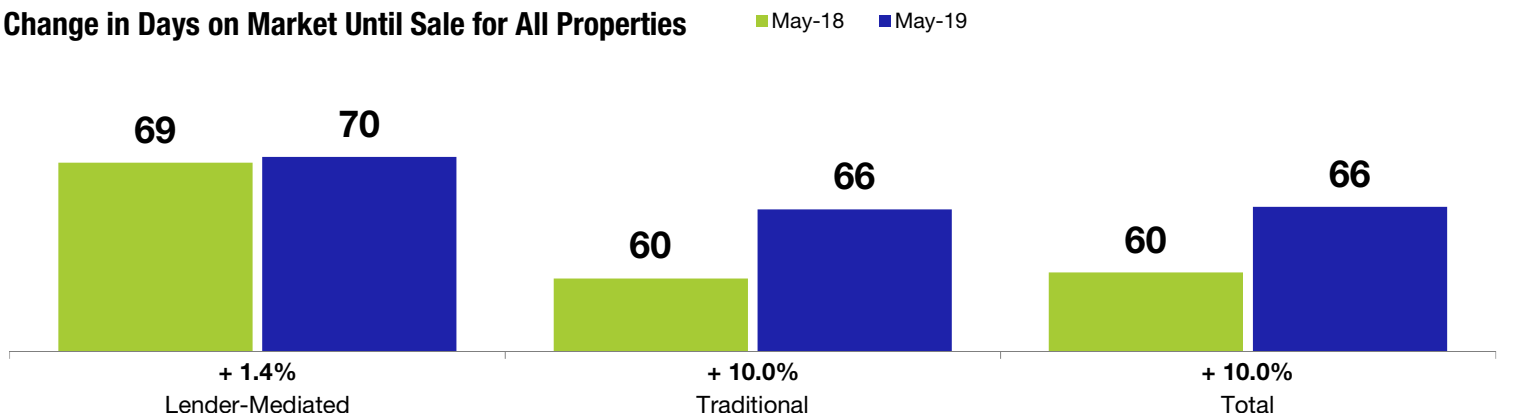
Change in Median Sales Price for All Properties



Days on Market Until Sale

| | Lender-Mediated | | | Traditional | | | Total | | |
|-----------------------|-----------------|-----------|---------------|-------------|-----------|----------------|-----------|-----------|----------------|
| | May-18 | May-19 | + / - | May-18 | May-19 | + / - | May-18 | May-19 | + / - |
| Single-Family | 70 | 71 | + 1.4% | 62 | 67 | + 8.1% | 63 | 67 | + 6.3% |
| Condo-Townhouse | 66 | 53 | - 19.7% | 47 | 59 | + 25.5% | 48 | 58 | + 20.8% |
| All Properties | 69 | 70 | + 1.4% | 60 | 66 | + 10.0% | 60 | 66 | + 10.0% |

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.

May 2019

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|---|-----------|-------|--------|--------------|-------|---------|--------------------|---------|---------------------|---------|
| Baker County | 2 | 2.4% | -66.7% | 1 | 4.0% | -66.7% | \$187,000 | 2.5% | \$193,364 | 2.4% |
| Clay County | 38 | 4.1% | -38.7% | 26 | 6.1% | 73.3% | \$220,000 | 4.8% | \$238,409 | 10.2% |
| Duval County | 189 | 4.3% | -41.8% | 84 | 5.0% | -16.8% | \$209,000 | 4.6% | \$238,666 | -1.5% |
| Nassau County | 10 | 2.1% | 11.1% | 9 | 7.1% | 200.0% | \$280,185 | -1.1% | \$281,440 | -17.5% |
| Putnam County | 12 | 3.4% | -50.0% | 7 | 8.2% | -30.0% | \$136,000 | 81.3% | \$167,353 | 59.4% |
| St. Johns County | 48 | 1.7% | -15.8% | 13 | 1.9% | 8.3% | \$347,000 | 3.6% | \$401,602 | 4.1% |
| 011-SAN MARCO | 2 | 1.8% | 100.0% | 0 | 0.0% | -100.0% | \$278,750 | -4.4% | \$336,488 | -23.9% |
| 012-SAN JOSE | 5 | 3.3% | 25.0% | 0 | 0.0% | -100.0% | \$215,000 | 18.2% | \$287,032 | 44.4% |
| 013-BEAUCLERC/MANDARIN NORTH | 3 | 2.0% | -80.0% | 4 | 5.7% | -42.9% | \$224,878 | 13.6% | \$244,954 | 12.6% |
| 014-MANDARIN | 10 | 4.3% | 42.9% | 3 | 4.5% | 50.0% | \$262,500 | 1.7% | \$282,759 | -10.9% |
| 015-BARTRAM | 7 | 5.6% | 16.7% | 1 | 2.3% | -75.0% | \$192,450 | -20.9% | \$206,629 | -16.0% |
| 021-ST NICHOLAS AREA | 5 | 7.7% | 0.0% | 1 | 3.7% | 0.0% | \$169,000 | 8.5% | \$167,270 | 4.9% |
| 022-GROVE PARK/SANS SOUCI | 5 | 3.8% | -72.2% | 0 | 0.0% | -100.0% | \$175,000 | 7.0% | \$193,471 | 10.0% |
| 023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD | 1 | 1.0% | -88.9% | 4 | 5.5% | 33.3% | \$190,000 | 7.2% | \$203,127 | 11.3% |
| 024-BAYMEADOWS/DEERWOOD | 7 | 3.9% | -36.4% | 1 | 1.6% | 0.0% | \$156,500 | 18.6% | \$261,632 | 29.2% |
| 025-INTRACOASTAL WEST-NORTH OF BEACH BLVD | 4 | 3.0% | 33.3% | 0 | 0.0% | -100.0% | \$325,000 | -7.1% | \$345,738 | -3.8% |
| 026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD | 2 | 1.2% | -71.4% | 3 | 4.8% | 50.0% | \$320,000 | -4.9% | \$346,489 | -15.1% |
| 027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD | 4 | 4.8% | 100.0% | 0 | 0.0% | -- | \$235,900 | 2.8% | \$324,768 | -8.6% |
| 028-BAYARD | 0 | 0.0% | -- | 0 | 0.0% | -- | \$0 | -100.0% | \$0 | -100.0% |
| 029-NOCATEE (DUVAL COUNTY) | 1 | 2.3% | -- | 0 | 0.0% | -- | \$398,658 | 2.0% | \$395,963 | 0.2% |
| 031-RIVERSIDE | 1 | 1.6% | -- | 0 | 0.0% | -- | \$310,000 | 53.1% | \$337,495 | 31.2% |
| 032-AVONDALE | 3 | 2.5% | -25.0% | 0 | 0.0% | -- | \$285,000 | -4.8% | \$312,685 | -18.3% |
| 033-ORTEGA/VENETIA | 1 | 1.3% | -75.0% | 1 | 6.7% | 0.0% | \$340,000 | -11.1% | \$394,660 | 6.6% |
| 041-ARLINGTON | 8 | 4.6% | -70.4% | 5 | 5.6% | -44.4% | \$184,900 | 17.8% | \$177,069 | 6.8% |
| 042-FT CAROLINE | 13 | 11.3% | 44.4% | 1 | 1.4% | -50.0% | \$227,000 | 0.9% | \$242,396 | -3.9% |
| 043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD | 4 | 4.0% | -42.9% | 1 | 2.2% | 0.0% | \$268,000 | 9.4% | \$331,945 | -5.0% |
| 051-MURRAY HILL | 2 | 3.0% | 0.0% | 2 | 8.0% | -33.3% | \$142,000 | -10.3% | \$149,184 | -4.6% |
| 052-LAKESHORE | 1 | 2.6% | -88.9% | 3 | 9.1% | 200.0% | \$139,900 | 14.0% | \$136,636 | 17.0% |
| 053-HYDE GROVE AREA | 3 | 6.0% | -25.0% | 3 | 15.8% | 50.0% | \$130,000 | -7.8% | \$136,917 | -6.6% |
| 054-CEDAR HILLS | 3 | 11.5% | 0.0% | 0 | 0.0% | -- | \$148,000 | 29.8% | \$153,808 | 35.0% |
| 055-CONFEDERATE POINT/ORTEGA FARMS | 1 | 4.0% | -80.0% | 1 | 11.1% | -- | \$144,000 | 10.8% | \$168,706 | 15.2% |
| 056-YUKON/WESCONNETT/OAK HILL | 8 | 11.0% | -52.9% | 5 | 11.6% | 150.0% | \$165,000 | -4.3% | \$164,367 | 10.4% |
| 061-HERLONG/NORMANDY AREA | 1 | 2.8% | -85.7% | 4 | 21.1% | 33.3% | \$160,000 | 13.5% | \$158,753 | 10.3% |
| 062-CRYSTAL SPRINGS/COUNTRY CREEK AREA | 4 | 6.5% | -50.0% | 1 | 3.6% | -50.0% | \$189,500 | -5.2% | \$210,232 | 6.6% |
| 063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES | 3 | 7.3% | -57.1% | 8 | 22.9% | 60.0% | \$145,000 | 8.2% | \$128,171 | 0.8% |
| 064-BENT CREEK/PLUM TREE | 4 | 7.1% | -50.0% | 2 | 9.1% | 100.0% | \$217,493 | 1.2% | \$212,736 | -1.3% |
| 065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW | 2 | 5.6% | -33.3% | 0 | 0.0% | -100.0% | \$270,000 | 39.5% | \$245,507 | 29.0% |
| 066-CECIL COMMERCE AREA | 1 | 3.7% | 0.0% | 0 | 0.0% | -- | \$209,950 | -11.9% | \$209,950 | -20.8% |
| 067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL) | 2 | 1.6% | -75.0% | 3 | 5.2% | 200.0% | \$199,000 | 12.4% | \$205,857 | 9.1% |
| 071-BRENTWOOD/EVERGREEN | 4 | 5.0% | -20.0% | 0 | 0.0% | -- | \$103,000 | 47.4% | \$96,729 | 36.1% |
| 072-SPRINGFIELD | 2 | 4.3% | -- | 0 | 0.0% | -100.0% | \$241,000 | 37.7% | \$215,061 | 24.9% |
| 073-DOWNTOWN JACKSONVILLE-NORTHBANK | 2 | 6.1% | 0.0% | 0 | 0.0% | -100.0% | \$196,500 | 9.3% | \$213,000 | 32.6% |

Lender-Mediated Report

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Lender-Mediated Activity by Area (cont.)

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

May 2019

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|--|-----------|-------|---------|--------------|-------|---------|--------------------|--------|---------------------|--------|
| 074-PAXON | 1 | 1.5% | -87.5% | 4 | 16.0% | 100.0% | \$66,525 | 41.5% | \$81,365 | 53.2% |
| 075-TROUT RIVER/COLLEGE PARK/RIBAULT MANOR | 20 | 8.2% | -23.1% | 5 | 7.6% | -44.4% | \$99,950 | 101.1% | \$92,623 | 39.7% |
| 076-DOWNTOWN JACKSONVILLE-EASTSIDE | 3 | 8.8% | -40.0% | 1 | 16.7% | -50.0% | \$27,500 | -29.5% | \$31,517 | -32.3% |
| 081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST | 3 | 6.4% | -70.0% | 4 | 16.7% | -20.0% | \$212,750 | 23.3% | \$184,958 | 7.5% |
| 082-DINSMORE/NORTHWEST DUVAL COUNTY | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$113,000 | -42.8% | \$110,663 | -44.0% |
| 091-GARDEN CITY/AIRPORT | 12 | 7.6% | -29.4% | 4 | 6.6% | -33.3% | \$184,000 | 5.7% | \$182,410 | 7.0% |
| 092-OCEANWAY/PECAN PARK | 8 | 5.8% | -11.1% | 3 | 6.0% | 200.0% | \$237,450 | 7.9% | \$229,830 | 2.9% |
| 095-SAN MATEO/EASTPORT | 1 | 4.2% | 0.0% | 2 | 18.2% | -- | \$165,000 | -15.4% | \$192,698 | 5.8% |
| 096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT | 2 | 1.7% | -66.7% | 1 | 1.7% | -50.0% | \$243,000 | 1.3% | \$250,085 | -2.9% |
| 121-FLEMING ISLAND-NE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$450,000 | 66.7% | \$450,000 | 66.7% |
| 122-FLEMING ISLAND-NW | 2 | 3.4% | 0.0% | 0 | 0.0% | -- | \$336,250 | 25.7% | \$343,791 | 16.1% |
| 123-FLEMING ISLAND-SE | 3 | 6.5% | -- | 1 | 4.8% | -- | \$275,000 | 0.9% | \$301,488 | 9.5% |
| 124-FLEMING ISLAND-SW | 3 | 7.3% | -25.0% | 1 | 3.7% | 0.0% | \$300,000 | 23.7% | \$300,052 | 19.5% |
| 131-MEADOWBROOK/LOCH RANE | 0 | 0.0% | -100.0% | 1 | 8.3% | -- | \$165,950 | -8.9% | \$218,200 | -12.9% |
| 132-BELLAIR/GROVE PARK | 2 | 15.4% | -60.0% | 2 | 13.3% | -- | \$171,250 | 8.9% | \$163,111 | 22.3% |
| 133-NORTH ORANGE PARK | 0 | 0.0% | -- | 0 | 0.0% | -- | \$277,250 | 32.6% | \$365,250 | 70.1% |
| 134-SOUTH BLANDING | 3 | 15.8% | 0.0% | 2 | 13.3% | 100.0% | \$215,500 | -2.8% | \$220,680 | -0.9% |
| 135-PARK WEST/MONTCLAIR | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$213,000 | -5.3% | \$199,544 | -4.1% |
| 136-LAKESIDE ESTATES | 1 | 4.5% | 0.0% | 0 | 0.0% | -- | \$223,000 | 7.5% | \$205,123 | 17.0% |
| 137-DOCTOR'S LAKE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$258,000 | 2.4% | \$253,557 | 16.0% |
| 138-TANGLEWOOD | 2 | 20.0% | 0.0% | 0 | 0.0% | -100.0% | \$174,000 | 15.8% | \$178,488 | 27.4% |
| 139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY | 7 | 4.4% | -12.5% | 4 | 5.8% | 0.0% | \$239,000 | 7.7% | \$238,509 | 2.9% |
| 141-MIDDLEBURG NW | 0 | 2.8% | -60.0% | -- | 5.4% | 100.0% | -- | 28.9% | -- | 33.5% |
| 142-MIDDLEBURG EAST | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$235,000 | 26.6% | \$235,499 | 24.0% |
| 143-FOXMEADOW AREA | 1 | 2.0% | 0.0% | 1 | 6.7% | -- | \$232,000 | 9.0% | \$233,637 | 2.7% |
| 144-MIDDLEBURG-SE | 1 | 7.1% | 0.0% | 1 | 16.7% | -- | \$202,500 | 0.0% | \$192,197 | 0.0% |
| 145-MIDDLEBURG-SW | 1 | 2.9% | -50.0% | 2 | 11.1% | -- | \$162,500 | 10.2% | \$164,158 | 5.6% |
| 146-MIDDLEBURG-NE | 2 | 3.6% | -60.0% | 6 | 13.3% | 200.0% | \$185,500 | 15.9% | \$203,864 | 9.4% |
| 151-KEYSTONE HEIGHTS | 4 | 6.1% | 100.0% | 2 | 12.5% | 0.0% | \$185,000 | 17.5% | \$233,787 | 59.3% |
| 152-KINGSLEY LAKE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$0 | 0.0% | \$0 | 0.0% |
| 161-GREEN COVE SPRINGS | 2 | 1.9% | -66.7% | 1 | 2.7% | 0.0% | \$204,990 | 5.9% | \$218,880 | -3.5% |
| 162-RUSSELL LANDING/PENNY FARMS | 0 | 0.0% | -- | 0 | 0.0% | -- | \$197,000 | 0.0% | \$197,000 | 0.0% |
| 163-LAKE ASBURY AREA | 2 | 4.9% | -33.3% | 0 | 0.0% | -- | \$235,000 | -1.0% | \$271,645 | 16.6% |
| 211-JACKSONVILLE BEACH-NE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$1,021,875 | 46.0% | \$985,938 | 51.1% |
| 212-JACKSONVILLE BEACH-SE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$610,000 | 40.0% | \$701,111 | 10.8% |
| 213-JACKSONVILLE BEACH-NW | 0 | 0.0% | -100.0% | 1 | 12.5% | -- | \$414,700 | 11.2% | \$439,606 | 23.7% |
| 214-JACKSONVILLE BEACH-SW | 2 | 2.6% | 100.0% | 1 | 4.0% | -- | \$305,000 | -1.0% | \$315,611 | 4.4% |
| 221-NEPTUNE BEACH-EAST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$1,064,650 | 40.1% | \$1,092,930 | 67.4% |
| 222-NEPTUNE BEACH-WEST | 0 | 0.0% | -- | 0 | 0.0% | -- | \$325,953 | -1.2% | \$327,151 | -15.8% |
| 231-ATLANTIC BEACH-NORTH | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$540,000 | -12.1% | \$531,007 | -20.1% |
| 232-ATLANTIC BEACH-SOUTH | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$375,000 | 4.2% | \$545,000 | 16.5% |
| 233-ATLANTIC BEACH-WEST | 1 | 6.7% | -50.0% | 0 | 0.0% | -- | \$295,000 | 34.7% | \$312,119 | 16.9% |

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.

May 2019

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|--|-----------|-------|---------|--------------|-------|---------|--------------------|---------|---------------------|---------|
| 241-NORTH BEACH | 4 | 26.7% | 300.0% | 1 | 11.1% | -- | \$162,900 | -29.9% | \$156,033 | -33.4% |
| 242-MAYPORT | 0 | 0.0% | -- | 0 | 0.0% | -- | \$149,463 | -12.1% | \$149,463 | -17.3% |
| 251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD | 0 | 0.0% | -- | 0 | 0.0% | -- | \$825,000 | -41.5% | \$1,009,200 | -28.4% |
| 252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD | 1 | 1.4% | -66.7% | 0 | 0.0% | -- | \$720,000 | 101.4% | \$842,495 | 41.3% |
| 253-DIXIE LANDING-PABLO CREEK (ST JOHNS COUNTY) | 0 | -- | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |
| 261-PONTE VEDRA BCH-S OF CORONA-E OF A1A/LAKE PV | 1 | 1.0% | -- | 0 | 0.0% | -100.0% | \$481,000 | -11.7% | \$651,081 | 7.9% |
| 262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$435,000 | -0.5% | \$546,809 | 21.8% |
| 263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210 | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$587,000 | -2.2% | \$608,063 | -11.5% |
| 264-SOUTH PONTE VEDRA BEACH | 4 | 5.8% | 300.0% | 0 | 0.0% | -- | \$837,500 | 40.9% | \$779,241 | 31.1% |
| 265-PONTE VEDRA/NOCATEE-STJ | 0 | 0.0% | -100.0% | 2 | 2.1% | -- | \$419,800 | -4.8% | \$437,401 | -2.7% |
| 266-VILANO BEACH | 1 | 1.4% | 0.0% | 0 | 0.0% | -- | \$379,950 | -11.6% | \$416,790 | -9.3% |
| 271-NOCATEE NORTH | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$532,945 | -0.7% | \$505,493 | -4.7% |
| 272-NOCATEE SOUTH | 0 | 0.0% | -100.0% | 2 | 2.9% | -- | \$405,242 | 0.9% | \$413,082 | -1.6% |
| 301-JULINGTON CREEK/SWITZERLAND | 6 | 1.3% | -14.3% | 2 | 1.4% | -50.0% | \$347,000 | 2.4% | \$364,691 | -1.1% |
| 302-ORANGEDALE AREA | 1 | 1.8% | 0.0% | 1 | 5.3% | 0.0% | \$387,000 | 12.7% | \$478,576 | 37.2% |
| 303-PALMO/SIX MILE AREA | 4 | 12.1% | 300.0% | 0 | 0.0% | -- | \$300,000 | -14.5% | \$297,000 | -14.3% |
| 304- 210 SOUTH | 7 | 4.8% | 40.0% | 1 | 2.0% | -- | \$349,900 | 0.5% | \$367,056 | -0.8% |
| 305-WORLD GOLF VILLAGE AREA-CENTRAL | 2 | 2.9% | -- | 0 | 0.0% | -- | \$258,000 | -5.1% | \$252,559 | -9.3% |
| 306-WORLD GOLF VILLAGE AREA-NE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$301,826 | -9.5% | \$313,678 | -5.9% |
| 307-WORLD GOLF VILLAGE AREA-SE | 1 | 1.2% | -66.7% | 0 | 0.0% | -- | \$374,495 | 24.8% | \$417,906 | 27.8% |
| 308-WORLD GOLF VILLAGE AREA-SW | 1 | 1.0% | -80.0% | 2 | 6.9% | -- | \$275,000 | 5.8% | \$288,047 | -2.4% |
| 309-WORLD GOLF VILLAGE AREA-WEST | 1 | 0.9% | -66.7% | 1 | 2.5% | -50.0% | \$328,450 | 23.5% | \$325,809 | 10.8% |
| 312-PALENCIA AREA | 3 | 2.8% | 200.0% | 0 | 0.0% | -- | \$364,900 | -12.5% | \$388,269 | -22.0% |
| 313-WHITECASTLE/AIRPORT AREA | 1 | 2.8% | 0.0% | 0 | 0.0% | -- | \$382,000 | 21.5% | \$379,800 | 19.0% |
| 321-NORTH CITY-ST AUGUSTINE | 1 | 3.3% | -- | 1 | 9.1% | 0.0% | \$210,000 | -12.5% | \$248,591 | 11.7% |
| 322-DOWNTOWN ST AUGUSTINE | 1 | 1.9% | 0.0% | 0 | 0.0% | -- | \$390,000 | 13.7% | \$368,882 | -18.9% |
| 323-DAVIS SHORES | 1 | 1.4% | -- | 0 | 0.0% | -- | \$240,000 | -27.4% | \$286,667 | -27.2% |
| 331-ST AUGUSTINE BEACH | 2 | 0.9% | -50.0% | 0 | 0.0% | -- | \$320,000 | -8.6% | \$369,582 | -20.8% |
| 332-CRESCENT BEACH/SUMMER HAVEN | 1 | 2.0% | -- | 0 | 0.0% | -- | \$482,000 | 23.6% | \$513,270 | 12.8% |
| 333-ST JOHNS COUNTY-SE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$435,000 | 41.5% | \$374,167 | 21.8% |
| 334-MOULTRIE/ST AUGUSTINE SHORES | 2 | 2.9% | -- | 0 | 0.0% | -- | \$166,500 | -30.3% | \$208,322 | -21.6% |
| 335-ST AUGUSTINE SOUTH | 1 | 7.7% | -50.0% | 0 | 0.0% | -- | \$239,000 | -9.6% | \$232,400 | -10.4% |
| 336-RAVENSWOOD/WEST AUGUSTINE | 5 | 3.7% | 150.0% | 0 | 0.0% | -100.0% | \$214,950 | -6.3% | \$233,209 | 7.2% |
| 337-OLD MOULTRIE RD/WILDWOOD | 0 | 0.0% | -100.0% | 1 | 3.8% | -- | \$279,995 | 30.2% | \$277,317 | 23.2% |
| 341-FLAGLER ESTATES/HASTINGS | 1 | 14.3% | -66.7% | 1 | 20.0% | -- | \$122,400 | 39.9% | \$119,300 | 36.3% |
| 342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95 | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$285,000 | 3.4% | \$285,000 | 19.2% |
| 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 | 1 | 11.1% | -- | 0 | 0.0% | -- | \$455,000 | 391.9% | \$455,000 | 391.9% |
| 430-NASSAU COUNTY BEACHES-NORTH | 0 | 0.0% | -100.0% | 0 | -- | -- | \$0 | -100.0% | \$0 | -100.0% |
| 431-NASSAU COUNTY BEACHES-SOUTH | 0 | 0.0% | -- | 1 | 50.0% | -- | \$726,500 | 86.3% | \$726,500 | 86.3% |

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.

May 2019

| | Inventory | Share | + / - | Closed Sales | Share | + / - | Median Sales Price | + / - | Average Sales Price | + / - |
|---|-----------|-------|---------|--------------|-------|---------|--------------------|--------|---------------------|--------|
| 440-FERNANDINA BEACH DOWNTOWN-SOUTH | 1 | 10.0% | -- | 1 | 33.3% | -- | \$338,051 | 12.7% | \$296,017 | -18.1% |
| 450-AMELIA ISLAND-NORTH OF BURNEY ROAD | 0 | 0.0% | -100.0% | 1 | 11.1% | -- | \$357,952 | -24.6% | \$380,502 | -37.3% |
| 460-AMELIA ISLAND PLANTATION | 0 | 0.0% | -100.0% | 1 | 8.3% | -- | \$368,500 | -22.4% | \$414,083 | -32.5% |
| 470-PINEY ISLAND AREA | 0 | 0.0% | -- | 0 | 0.0% | -- | \$369,000 | 0.0% | \$369,000 | 0.0% |
| 471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS | 1 | 2.1% | -50.0% | 1 | 10.0% | -- | \$252,350 | 5.5% | \$262,770 | -8.1% |
| 472-ONEIL/NASSAVILLE/HOLLY POINT | 3 | 2.1% | -25.0% | 0 | 0.0% | -100.0% | \$286,432 | -8.3% | \$291,016 | -10.9% |
| 480-NASSAU COUNTY-YULEE NORTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$237,500 | -11.1% | \$329,133 | 23.3% |
| 481-NASSAU COUNTY-YULEE SOUTH | 2 | 3.7% | 100.0% | 1 | 6.7% | -- | \$239,900 | 11.6% | \$229,593 | 13.0% |
| 490-CALLAHAN | 0 | 0.0% | -- | 0 | 0.0% | -- | \$214,000 | 21.4% | \$217,650 | 23.5% |
| 491-HILLARD | 0 | 0.0% | -- | 0 | 0.0% | -100.0% | \$370,000 | 189.1% | \$370,000 | 228.6% |
| 492-NASSAU COUNTY-W OF I-95/N TO STATE LINE | 2 | 2.6% | -33.3% | 4 | 11.1% | -- | \$226,450 | -9.7% | \$228,778 | 5.3% |
| 501-MACCLENNY AREA | 1 | 2.1% | -66.7% | 1 | 5.0% | -- | \$180,950 | -2.2% | \$177,185 | -7.6% |
| 502-BAKER COUNTY-NW | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$257,950 | 134.5% | \$257,950 | 107.3% |
| 503-BAKER COUNTY-SOUTH | 1 | 6.7% | -50.0% | 0 | 0.0% | -- | \$195,000 | -36.1% | \$258,167 | -18.5% |
| 521-BRADFORD COUNTY-NE | 1 | 11.1% | 0.0% | 0 | 0.0% | -- | \$210,000 | 59.2% | \$165,267 | 29.1% |
| 522-BRADFORD COUNTY-NW | 1 | 4.5% | -75.0% | 2 | 40.0% | 100.0% | \$78,000 | -48.2% | \$77,260 | -42.9% |
| 523-BRADFORD COUNTY-SE | 3 | 6.5% | -- | 0 | 0.0% | -100.0% | \$181,500 | -15.6% | \$165,711 | -34.5% |
| 524-BRADFORD COUNTY-SW | 0 | 0.0% | -100.0% | 0 | 0.0% | -100.0% | \$180,000 | 28.6% | \$176,833 | 26.4% |
| 541-UNION COUNTY-NORTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$208,000 | 0.0% | \$208,000 | 0.0% |
| 542-UNION COUNTY-SOUTH | 0 | 0.0% | -- | 0 | 0.0% | -- | \$158,000 | 21.1% | \$158,000 | 31.9% |
| 561-GREATER PALATKA | 1 | 1.9% | -80.0% | 2 | 9.5% | -33.3% | \$143,500 | 85.2% | \$151,469 | 49.0% |
| 562-BARDIN/WEST BOSTWICK | 1 | 33.3% | -- | 0 | 0.0% | -100.0% | \$179,900 | 259.8% | \$179,900 | 259.8% |
| 563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK | 3 | 9.1% | 50.0% | 2 | 28.6% | 0.0% | \$117,500 | 3.5% | \$193,857 | 26.9% |
| 564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS | 1 | 1.8% | -75.0% | 0 | 0.0% | -- | \$142,000 | 44.5% | \$210,239 | 69.7% |
| 571-INTERLACHEN-SE | 0 | 0.0% | -- | 1 | 20.0% | -- | \$65,000 | -29.3% | \$124,180 | 9.9% |
| 572-INTERLACHEN-NE | 2 | 6.3% | -60.0% | 1 | 14.3% | 0.0% | \$67,000 | -1.5% | \$89,143 | 21.1% |
| 573-INTERLACHEN-SW | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$103,450 | -38.8% | \$103,450 | -31.4% |
| 574-INTERLACHEN-NW | 1 | 3.8% | -66.7% | 0 | 0.0% | -100.0% | \$84,900 | 66.5% | \$82,529 | 0.8% |
| 575-WEST OF SR-21 | 2 | 10.0% | 100.0% | 0 | 0.0% | -- | \$142,000 | -8.4% | \$286,800 | 89.1% |
| 576-GEORGES LAKE | 0 | 0.0% | -- | 0 | 0.0% | -- | \$246,000 | 341.3% | \$237,333 | 325.7% |
| 581-SATSUMA/HOOT OWL RIDGE | 0 | 0.0% | -100.0% | 0 | 0.0% | -- | \$134,000 | 0.0% | \$134,000 | 0.0% |
| 582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST | 0 | 0.0% | -100.0% | 1 | 11.1% | 0.0% | \$182,000 | 135.0% | \$215,278 | 95.3% |
| 583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL | 1 | 2.0% | -- | 0 | 0.0% | -- | \$136,000 | 119.4% | \$172,300 | 104.8% |
| 584-OCALA NATIONAL FOREST/OKLAWAHA RIVER | 0 | 0.0% | -- | 0 | -- | -- | \$0 | 0.0% | \$0 | 0.0% |