

# Lender-Mediated Report

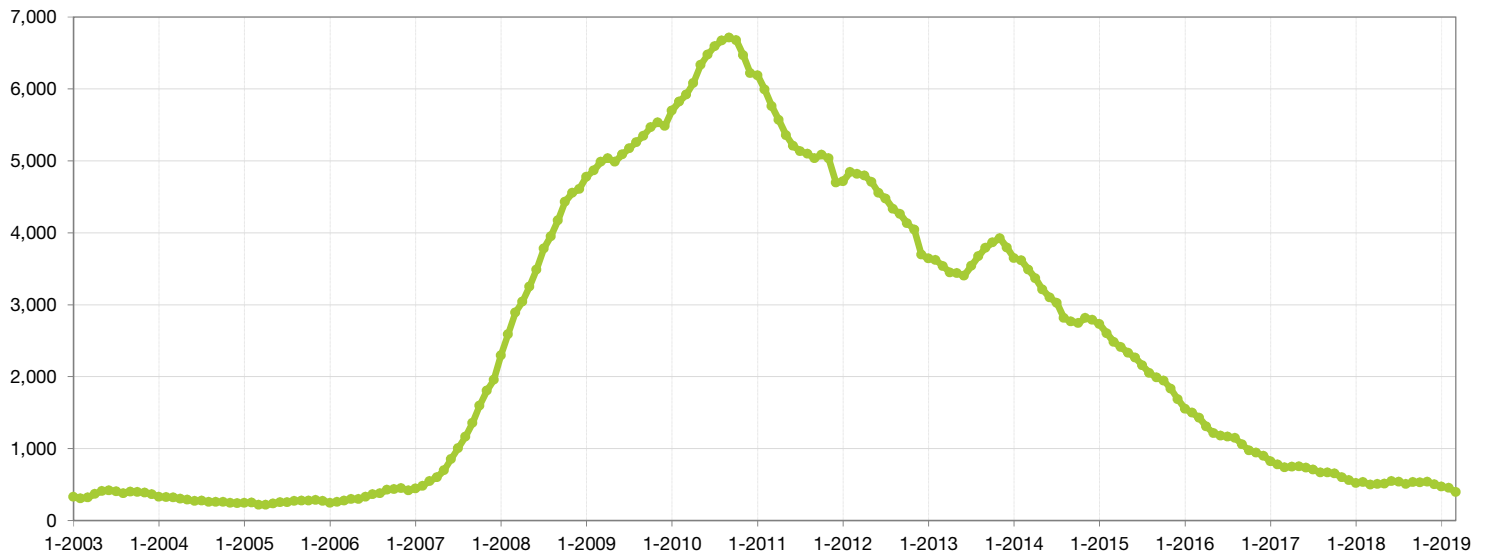
A RESEARCH TOOL PROVIDED BY THE  
NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



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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



## March 2019

New Listings in the Northeast Florida region increased 1.4 percent to 3,933.

- Traditional New Listings increased 1.8 percent to 3,782.
- Lender-mediated New Listings decreased 6.8 percent to 151.
- Share of all New Listings that were lender-mediated fell to 3.8 percent.

Closed Sales were down 3.0 percent to 2,554.

- Traditional Closed Sales were down 1.9 percent to 2,436.
- Lender-mediated Closed Sales were down 20.8 percent to 118.
- Share of all Closed Sales that were lender-mediated fell to 4.6 percent.

The Median Sales Price rose 2.2 percent to \$229,900.

- The traditional Median Sales Price rose 1.7 percent to \$232,990.
- The lender-mediated Median Sales Price declined 15.6 percent to \$120,250.

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."



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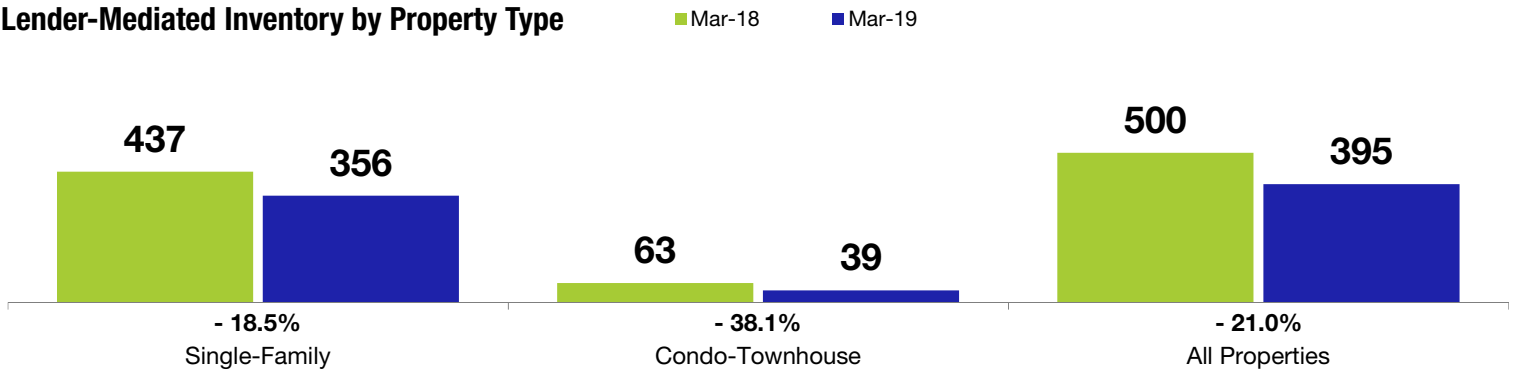
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## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Mar-18	Mar-19	+ / -	Mar-18	Mar-19	+ / -	Mar-18	Mar-19	+ / -	Mar-18	Mar-19
Single-Family	437	356	- 18.5%	7,227	7,660	+ 6.0%	7,664	8,016	+ 4.6%	5.7%	4.4%
Condo-Townhouse	63	39	- 38.1%	1,114	1,364	+ 22.4%	1,177	1,403	+ 19.2%	5.4%	2.8%
<b>All Properties</b>	<b>500</b>	<b>395</b>	<b>- 21.0%</b>	<b>8,341</b>	<b>9,024</b>	<b>+ 8.2%</b>	<b>8,841</b>	<b>9,419</b>	<b>+ 6.5%</b>	<b>5.7%</b>	<b>4.2%</b>

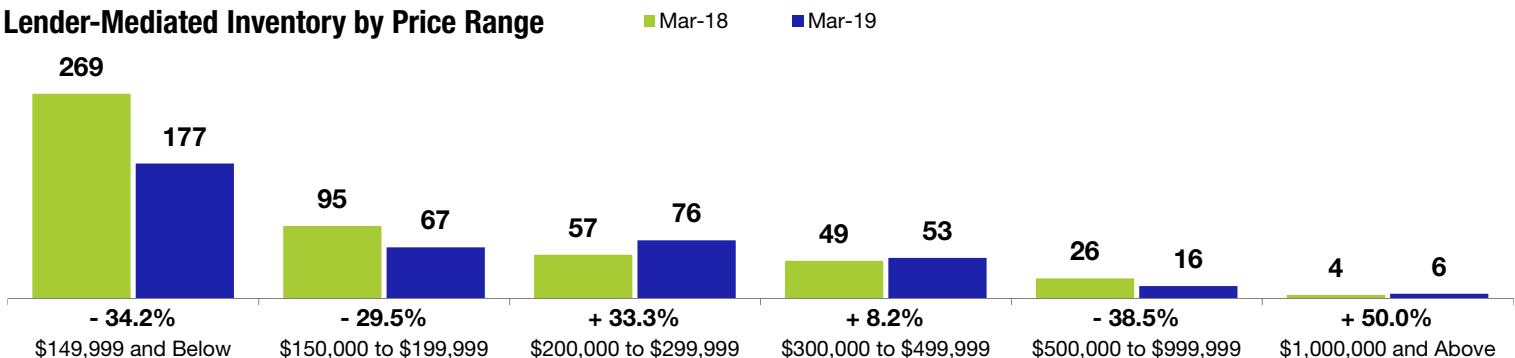
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Mar-18	Mar-19	+ / -	Mar-18	Mar-19	+ / -	Mar-18	Mar-19	+ / -	Mar-18	Mar-19
\$149,999 and Below	269	177	- 34.2%	1,444	1,343	- 7.0%	1,713	1,520	- 11.3%	15.7%	11.6%
\$150,000 to \$199,999	95	67	- 29.5%	811	945	+ 16.5%	906	1,012	+ 11.7%	10.5%	6.6%
\$200,000 to \$299,999	57	76	+ 33.3%	2,127	2,469	+ 16.1%	2,184	2,545	+ 16.5%	2.6%	3.0%
\$300,000 to \$499,999	49	53	+ 8.2%	2,365	2,449	+ 3.6%	2,414	2,502	+ 3.6%	2.0%	2.1%
\$500,000 to \$999,999	26	16	- 38.5%	1,163	1,339	+ 15.1%	1,189	1,355	+ 14.0%	2.2%	1.2%
\$1,000,000 and Above	4	6	+ 50.0%	431	479	+ 11.1%	435	485	+ 11.5%	0.9%	1.2%
<b>All Price Ranges</b>	<b>500</b>	<b>395</b>	<b>- 21.0%</b>	<b>8,341</b>	<b>9,024</b>	<b>+ 8.2%</b>	<b>8,841</b>	<b>9,419</b>	<b>+ 6.5%</b>	<b>5.7%</b>	<b>4.2%</b>

### Lender-Mediated Inventory by Price Range



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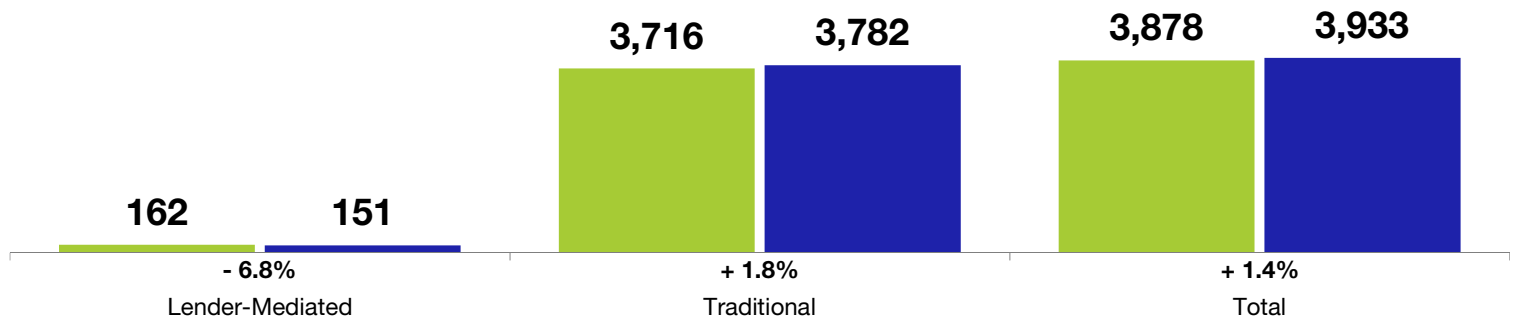


## New Listings

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Mar-18	Mar-19	+ / -	Mar-18	Mar-19	+ / -	Mar-18	Mar-19	+ / -	Mar-18	Mar-19
Single-Family	145	132	- 9.0%	3,135	3,222	+ 2.8%	3,280	3,354	+ 2.3%	4.4%	3.9%
Condo-Townhouse	17	19	+ 11.8%	581	560	- 3.6%	598	579	- 3.2%	2.8%	3.3%
<b>All Properties</b>	<b>162</b>	<b>151</b>	<b>- 6.8%</b>	<b>3,716</b>	<b>3,782</b>	<b>+ 1.8%</b>	<b>3,878</b>	<b>3,933</b>	<b>+ 1.4%</b>	<b>4.2%</b>	<b>3.8%</b>

### Change in New Listings for All Properties

■ Mar-18 ■ Mar-19

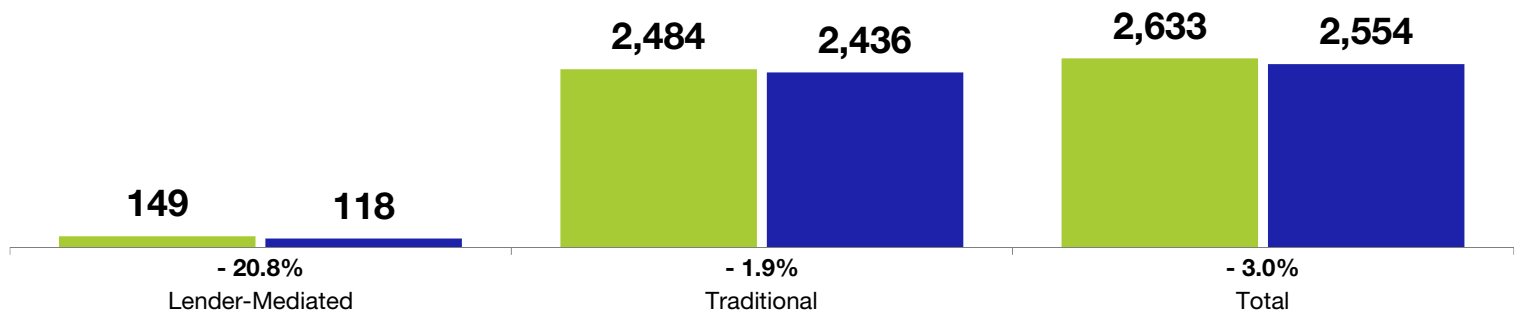


## Closed Sales

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Mar-18	Mar-19	+ / -	Mar-18	Mar-19	+ / -	Mar-18	Mar-19	+ / -	Mar-18	Mar-19
Single-Family	134	105	- 21.6%	2,098	2,087	- 0.5%	2,232	2,192	- 1.8%	6.0%	4.8%
Condo-Townhouse	15	13	- 13.3%	386	349	- 9.6%	401	362	- 9.7%	3.7%	3.6%
<b>All Properties</b>	<b>149</b>	<b>118</b>	<b>- 20.8%</b>	<b>2,484</b>	<b>2,436</b>	<b>- 1.9%</b>	<b>2,633</b>	<b>2,554</b>	<b>- 3.0%</b>	<b>5.7%</b>	<b>4.6%</b>

### Change in Closed Sales for All Properties

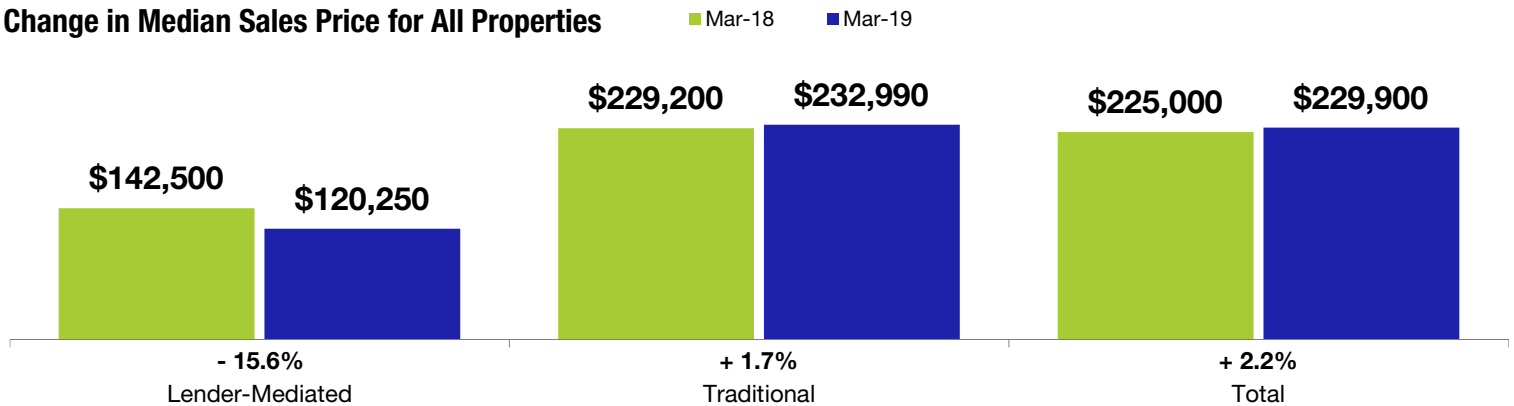
■ Mar-18 ■ Mar-19



## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Mar-18	Mar-19	+ / -	Mar-18	Mar-19	+ / -	Mar-18	Mar-19	+ / -
Single-Family	\$155,051	\$129,000	- 16.8%	\$243,000	\$245,000	+ 0.8%	\$239,900	\$240,000	+ 0.0%
Condo-Townhouse	\$116,000	\$117,500	+ 1.3%	\$157,250	\$160,000	+ 1.7%	\$157,000	\$229,900	+ 46.4%
<b>All Properties</b>	<b>\$142,500</b>	<b>\$120,250</b>	<b>- 15.6%</b>	<b>\$229,200</b>	<b>\$232,990</b>	<b>+ 1.7%</b>	<b>\$225,000</b>	<b>\$229,900</b>	<b>+ 2.2%</b>

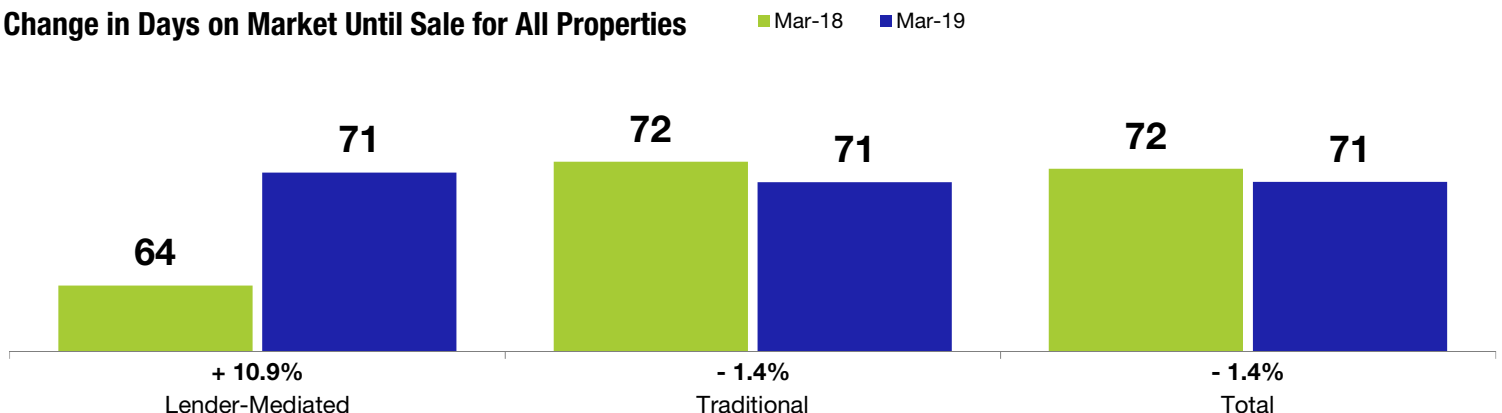
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Mar-18	Mar-19	+ / -	Mar-18	Mar-19	+ / -	Mar-18	Mar-19	+ / -
Single-Family	67	72	+ 7.5%	75	73	- 2.7%	75	73	- 2.7%
Condo-Townhouse	39	65	+ 66.7%	55	59	+ 7.3%	55	59	+ 7.3%
<b>All Properties</b>	<b>64</b>	<b>71</b>	<b>+ 10.9%</b>	<b>72</b>	<b>71</b>	<b>- 1.4%</b>	<b>72</b>	<b>71</b>	<b>- 1.4%</b>

### Change in Days on Market Until Sale for All Properties



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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.

### March 2019

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
<b>Baker County</b>	4	4.8%	-20.0%	0	0.0%	-100.0%	\$175,000	3.7%	\$203,010	22.2%
<b>Clay County</b>	64	6.7%	12.3%	19	5.7%	5.6%	\$219,950	1.2%	\$228,576	-2.2%
<b>Duval County</b>	232	5.2%	-24.2%	73	5.3%	-17.0%	\$203,000	4.1%	\$238,707	0.8%
<b>Nassau County</b>	12	2.8%	9.1%	4	4.0%	-42.9%	\$253,000	-5.5%	\$292,564	-5.3%
<b>Putnam County</b>	13	3.5%	-61.8%	5	7.5%	-54.5%	\$85,000	11.1%	\$132,190	27.4%
<b>St. Johns County</b>	53	1.9%	-8.6%	13	2.3%	-18.8%	\$324,950	2.2%	\$376,984	-0.4%
011-SAN MARCO	1	0.9%	-50.0%	0	0.0%	-100.0%	\$286,000	-1.4%	\$309,367	-46.3%
012-SAN JOSE	6	4.5%	0.0%	1	3.8%	-50.0%	\$220,863	0.6%	\$304,837	21.9%
013-BEAUCLERC/MANDARIN NORTH	5	3.5%	-54.5%	0	0.0%	-100.0%	\$225,000	-2.1%	\$227,075	-0.9%
014-MANDARIN	10	4.6%	25.0%	4	6.7%	33.3%	\$271,500	11.5%	\$281,063	6.5%
015-BARTRAM	9	8.0%	125.0%	1	2.9%	0.0%	\$230,000	13.0%	\$232,796	3.4%
021-ST NICHOLAS AREA	3	4.2%	-40.0%	1	5.9%	-66.7%	\$112,000	-31.3%	\$136,706	-30.3%
022-GROVE PARK/SANS SOUCI	5	3.3%	-64.3%	0	0.0%	-100.0%	\$165,250	3.3%	\$175,227	-2.4%
023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD	5	5.1%	-44.4%	3	4.9%	200.0%	\$178,000	-0.6%	\$194,925	-4.5%
024-BAYMEADOWS/DEERWOOD	10	5.8%	11.1%	4	5.6%	33.3%	\$160,000	8.1%	\$242,142	3.5%
025-INTRACOASTAL WEST-NORTH OF BEACH BLVD	4	3.7%	0.0%	4	9.8%	300.0%	\$288,000	4.7%	\$334,162	8.1%
026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD	4	2.9%	-33.3%	2	3.5%	100.0%	\$339,900	2.8%	\$365,459	1.3%
027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD	2	3.1%	100.0%	0	0.0%	-100.0%	\$192,450	-20.6%	\$460,440	30.4%
028-BAYARD	0	0.0%	--	0	0.0%	--	\$270,000	-11.8%	\$270,000	-11.8%
029-NOCATEE (DUVAL COUNTY)	1	2.2%	--	0	0.0%	--	\$372,000	-5.6%	\$377,686	-6.1%
031-RIVERSIDE	1	1.4%	0.0%	0	0.0%	-100.0%	\$268,750	16.8%	\$266,625	-11.3%
032-AVONDALE	5	4.4%	66.7%	0	0.0%	--	\$264,000	-14.6%	\$318,488	-6.1%
033-ORTEGA/VENETIA	1	1.6%	-50.0%	0	0.0%	--	\$250,000	-18.3%	\$328,050	-1.0%
041-ARLINGTON	16	8.3%	-38.5%	5	4.9%	0.0%	\$180,000	20.0%	\$187,321	19.3%
042-FT CAROLINE	9	6.8%	80.0%	4	8.7%	0.0%	\$205,500	2.8%	\$254,313	16.3%
043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD	5	4.9%	-28.6%	2	6.3%	-66.7%	\$265,000	17.3%	\$316,809	10.1%
051-MURRAY HILL	3	5.8%	-25.0%	0	0.0%	-100.0%	\$151,500	-1.0%	\$157,743	15.1%
052-LAKESHORE	1	2.0%	-80.0%	1	8.3%	--	\$126,250	10.3%	\$148,917	21.7%
053-HYDE GROVE AREA	5	10.0%	-16.7%	1	5.0%	0.0%	\$103,250	-13.6%	\$115,310	-0.8%
054-CEDAR HILLS	2	6.1%	-33.3%	0	0.0%	--	\$135,000	3.9%	\$131,847	4.6%
055-CONFEDERATE POINT/ORTEGA FARMS	2	9.1%	-33.3%	0	0.0%	-100.0%	\$125,000	-37.2%	\$147,700	-30.8%
056-YUKON/WESCONNETT/OAK HILL	8	11.1%	-38.5%	2	7.1%	-50.0%	\$132,500	-8.8%	\$139,557	-3.9%
061-HERLONG/NORMANDY AREA	5	14.3%	-37.5%	2	10.0%	0.0%	\$177,500	24.1%	\$169,650	18.3%
062-CRYSTAL SPRINGS/COUNTRY CREEK AREA	3	4.7%	-50.0%	4	15.4%	33.3%	\$197,450	14.8%	\$185,372	0.4%
063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES	10	17.2%	-9.1%	0	0.0%	-100.0%	\$143,500	2.5%	\$135,156	-3.2%
064-BENT CREEK/PLUM TREE	4	6.3%	-42.9%	1	6.7%	0.0%	\$215,000	3.6%	\$210,238	3.6%
065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW	1	4.0%	-66.7%	0	0.0%	-100.0%	\$199,995	6.9%	\$197,302	-1.6%
066-CECIL COMMERCE AREA	1	4.2%	0.0%	0	0.0%	--	\$208,950	-1.9%	\$263,860	23.4%
067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL)	3	2.4%	-66.7%	3	8.6%	-57.1%	\$195,000	16.1%	\$198,829	15.6%
071-BRENTWOOD/EVERGREEN	2	2.5%	-60.0%	3	18.8%	--	\$41,501	-42.7%	\$58,125	-21.5%
072-SPRINGFIELD	2	4.7%	--	1	9.1%	--	\$188,415	-10.1%	\$183,833	-22.0%
073-DOWNTOWN JACKSONVILLE-NORTHBANK	2	6.5%	0.0%	0	0.0%	--	\$123,000	-50.6%	\$123,000	-43.6%

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

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

### March 2019

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
074-PAXON	5	7.9%	-54.5%	4	16.7%	100.0%	\$50,000	17.6%	\$58,473	12.3%
075-TROUT RIVER/COLLEGE PARK/RIBAULT MANOR	23	8.4%	-11.5%	5	10.4%	66.7%	\$64,250	29.1%	\$84,725	27.9%
076-DOWNTOWN JACKSONVILLE-EASTSIDE	2	7.1%	-66.7%	1	14.3%	0.0%	\$26,000	-48.0%	\$28,214	-44.4%
081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST	6	8.5%	-60.0%	2	7.7%	-60.0%	\$209,495	52.6%	\$204,167	45.4%
082-DINSMORE/NORTHWEST DUVAL COUNTY	0	0.0%	-100.0%	2	100.0%	--	\$171,950	-3.9%	\$171,950	-4.5%
091-GARDEN CITY/AIRPORT	15	8.5%	-6.3%	9	12.2%	125.0%	\$185,153	-0.7%	\$181,323	2.8%
092-OCEANWAY/PECAN PARK	7	4.4%	40.0%	1	2.4%	-50.0%	\$240,500	2.3%	\$239,576	1.8%
095-SAN MATEO/EASTPORT	4	15.4%	300.0%	0	0.0%	--	\$162,500	-8.9%	\$212,333	9.6%
096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT	3	2.3%	-40.0%	0	0.0%	-100.0%	\$249,196	8.3%	\$256,761	9.7%
121-FLEMING ISLAND-NE	0	0.0%	-100.0%	1	100.0%	--	\$150,000	-66.1%	\$150,000	-66.1%
122-FLEMING ISLAND-NW	1	1.8%	-50.0%	1	6.7%	--	\$299,900	-1.7%	\$353,033	-3.4%
123-FLEMING ISLAND-SE	1	2.6%	--	0	0.0%	--	\$262,764	-7.0%	\$257,677	-5.8%
124-FLEMING ISLAND-SW	5	12.5%	25.0%	1	7.1%	0.0%	\$262,500	-5.4%	\$265,636	-4.7%
131-MEADOWBROOK/LOCH RANE	3	10.0%	-25.0%	0	0.0%	-100.0%	\$193,450	-31.5%	\$195,825	-31.6%
132-BELLAIR/GROVE PARK	6	31.6%	200.0%	0	0.0%	--	\$177,000	2.6%	\$162,000	-8.6%
133-NORTH ORANGE PARK	1	11.1%	--	0	0.0%	--	\$165,000	-57.4%	\$153,620	-60.4%
134-SOUTH BLANDING	3	18.8%	0.0%	0	0.0%	--	\$210,000	-4.5%	\$203,877	-9.9%
135-PARK WEST/MONTCLAIR	1	5.9%	-50.0%	0	0.0%	--	\$0	-100.0%	\$0	-100.0%
136-LAKESIDE ESTATES	3	15.8%	0.0%	2	25.0%	--	\$177,500	2.9%	\$171,856	-1.9%
137-DOCTOR'S LAKE	1	4.5%	-50.0%	1	14.3%	--	\$275,000	10.0%	\$371,414	48.2%
138-TANGLEWOOD	0	0.0%	--	0	0.0%	--	\$144,000	5.9%	\$126,000	4.9%
139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY	10	5.7%	66.7%	4	4.9%	0.0%	\$237,500	-10.9%	\$243,001	-10.4%
141-MIDDLEBURG NW	0	2.2%	-60.0%	--	6.5%	--	--	-2.4%	--	-13.9%
142-MIDDLEBURG EAST	1	4.3%	-50.0%	0	0.0%	-100.0%	\$267,500	15.8%	\$222,400	-3.8%
143-FOXMEADOW AREA	2	5.1%	100.0%	0	0.0%	-100.0%	\$230,500	0.2%	\$254,321	5.7%
144-MIDDLEBURG-SE	1	5.3%	0.0%	0	0.0%	--	\$239,000	34.6%	\$227,500	28.2%
145-MIDDLEBURG-SW	4	10.8%	33.3%	1	8.3%	-50.0%	\$131,500	-24.8%	\$152,071	-15.5%
146-MIDDLEBURG-NE	7	9.6%	0.0%	0	0.0%	-100.0%	\$187,950	26.1%	\$187,211	14.5%
151-KEYSTONE HEIGHTS	5	7.9%	66.7%	3	15.0%	200.0%	\$149,450	57.3%	\$151,590	24.8%
152-KINGSLEY LAKE	0	0.0%	--	0	0.0%	--	\$0	-100.0%	\$0	-100.0%
161-GREEN COVE SPRINGS	6	5.1%	100.0%	2	6.7%	-60.0%	\$216,395	-0.6%	\$241,778	1.3%
162-RUSSELL LANDING/PENNY FARMS	0	0.0%	-100.0%	0	0.0%	--	\$402,850	159.9%	\$402,850	159.9%
163-LAKE ASBURY AREA	1	3.1%	0.0%	1	6.3%	--	\$252,450	5.6%	\$265,394	7.6%
211-JACKSONVILLE BEACH-NE	0	0.0%	-100.0%	0	0.0%	--	\$543,000	8.1%	\$616,000	4.4%
212-JACKSONVILLE BEACH-SE	0	0.0%	--	0	0.0%	-100.0%	\$489,000	-14.9%	\$749,430	16.7%
213-JACKSONVILLE BEACH-NW	1	2.9%	0.0%	0	0.0%	--	\$359,450	-19.1%	\$354,140	-14.5%
214-JACKSONVILLE BEACH-SW	3	4.3%	50.0%	0	0.0%	--	\$336,500	0.4%	\$341,768	13.7%
221-NEPTUNE BEACH-EAST	0	0.0%	--	0	0.0%	--	\$887,500	-4.1%	\$887,500	-4.1%
222-NEPTUNE BEACH-WEST	0	0.0%	--	0	0.0%	--	\$410,000	12.5%	\$490,000	29.8%
231-ATLANTIC BEACH-NORTH	1	1.7%	0.0%	0	0.0%	--	\$600,000	0.0%	\$772,783	0.0%
232-ATLANTIC BEACH-SOUTH	0	0.0%	-100.0%	0	0.0%	--	\$369,900	-32.4%	\$378,180	-47.5%
233-ATLANTIC BEACH-WEST	1	6.3%	--	0	0.0%	--	\$298,670	19.6%	\$277,833	11.2%

# Lender-Mediated Report

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



**NORTHEAST FLORIDA  
ASSOCIATION OF REALTORS**

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

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

### March 2019

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
241-NORTH BEACH	3	21.4%	200.0%	0	0.0%	-100.0%	\$187,500	-25.0%	\$191,020	-17.8%
242-MAYPORT	0	0.0%	--	0	0.0%	--	\$209,944	31.2%	\$209,944	57.4%
251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD	0	0.0%	--	0	0.0%	--	\$1,211,000	24.2%	\$1,211,000	13.2%
252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD	1	1.1%	-66.7%	1	5.6%	0.0%	\$319,750	-1.6%	\$571,623	13.4%
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%	--	\$399,990	23.4%	\$429,115	-14.3%
262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD	0	0.0%	-100.0%	2	11.1%	100.0%	\$340,000	-27.7%	\$429,815	-32.1%
263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210	1	1.5%	-66.7%	0	0.0%	--	\$659,000	3.8%	\$820,500	30.6%
264-SOUTH PONTE VEDRA BEACH	3	5.5%	50.0%	0	0.0%	--	\$598,000	7.6%	\$730,200	-11.8%
265-PONTE VEDRA/NOCATEE-STJ	1	0.4%	-75.0%	0	0.0%	-100.0%	\$428,596	0.8%	\$459,551	0.3%
266-VILANO BEACH	1	1.5%	0.0%	0	0.0%	--	\$298,000	-13.6%	\$607,625	76.3%
271-NOCATEE NORTH	0	0.0%	--	0	0.0%	--	\$500,000	0.8%	\$514,270	-2.3%
272-NOCATEE SOUTH	1	0.5%	-75.0%	0	0.0%	-100.0%	\$395,505	-0.5%	\$435,947	2.6%
301-JULINGTON CREEK/SWITZERLAND	7	1.5%	75.0%	2	1.7%	-50.0%	\$327,500	2.3%	\$357,087	2.0%
302-ORANGEDALE AREA	2	2.9%	--	0	0.0%	--	\$296,343	8.5%	\$341,264	5.2%
303-PALMO/SIX MILE AREA	3	9.1%	200.0%	0	0.0%	--	\$298,993	-4.0%	\$313,252	0.7%
304- 210 SOUTH	3	2.1%	-50.0%	0	0.0%	-100.0%	\$354,240	9.5%	\$364,723	9.8%
305-WORLD GOLF VILLAGE AREA-CENTRAL	2	2.7%	--	0	0.0%	--	\$275,500	-12.0%	\$284,008	-8.7%
306-WORLD GOLF VILLAGE AREA-NE	0	0.0%	--	0	0.0%	--	\$318,500	10.4%	\$319,410	14.1%
307-WORLD GOLF VILLAGE AREA-SE	1	1.1%	-50.0%	0	0.0%	--	\$305,000	8.0%	\$362,004	24.2%
308-WORLD GOLF VILLAGE AREA-SW	5	5.0%	25.0%	2	8.0%	100.0%	\$272,000	-4.5%	\$272,408	-6.2%
309-WORLD GOLF VILLAGE AREA-WEST	2	1.9%	0.0%	0	0.0%	-100.0%	\$315,000	10.4%	\$315,638	-0.3%
312-PALENCIA AREA	3	2.9%	0.0%	1	4.0%	0.0%	\$365,000	-4.9%	\$415,219	-12.3%
313-WHITECASTLE/AIRPORT AREA	2	6.1%	0.0%	1	12.5%	--	\$318,500	46.4%	\$328,000	47.4%
321-NORTH CITY-ST AUGUSTINE	2	5.7%	100.0%	0	0.0%	--	\$299,750	176.3%	\$281,250	131.5%
322-DOWNTOWN ST AUGUSTINE	1	1.9%	--	0	0.0%	-100.0%	\$360,000	2.1%	\$442,256	5.2%
323-DAVIS SHORES	0	0.0%	--	0	0.0%	--	\$630,000	110.7%	\$879,038	153.5%
331-ST AUGUSTINE BEACH	1	0.5%	-80.0%	2	6.9%	--	\$325,000	-23.5%	\$339,062	-23.7%
332-CRESCENT BEACH/SUMMER HAVEN	0	0.0%	--	0	0.0%	--	\$464,000	53.1%	\$464,000	57.6%
333-ST JOHNS COUNTY-SE	0	0.0%	--	0	0.0%	--	\$235,000	-23.9%	\$235,000	-24.7%
334-MOULTRIE/ST AUGUSTINE SHORES	1	1.9%	--	0	0.0%	--	\$234,500	12.3%	\$225,660	5.3%
335-ST AUGUSTINE SOUTH	1	7.1%	0.0%	0	0.0%	--	\$236,500	12.6%	\$246,180	14.6%
336-RAVENSWOOD/WEST AUGUSTINE	2	1.7%	-33.3%	0	0.0%	-100.0%	\$185,000	-20.9%	\$200,174	-8.1%
337-OLD MOULTRIE RD/WILDWOOD	2	1.8%	0.0%	1	2.4%	--	\$263,000	16.0%	\$283,017	18.9%
341-FLAGLER ESTATES/HASTINGS	1	10.0%	-66.7%	1	20.0%	--	\$110,000	-11.6%	\$115,420	-6.7%
342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95	1	6.7%	--	0	0.0%	--	\$245,000	18.4%	\$186,667	-15.7%
343-MOLASSES JUNCTION/ELKTON	0	0.0%	-100.0%	0	0.0%	--	\$285,000	42.6%	\$285,000	12.7%
344-HASTINGS/TOCOI/RIVRERDALE	0	--	--	0	--	--	\$0	0.0%	\$0	0.0%
410-FERNANDINA BEACH DOWNTOWN-WEST	0	0.0%	--	0	0.0%	--	\$258,000	-11.0%	\$258,000	-11.0%
420-FERNANDINA BEACH-DOWNTOWN-EAST	0	0.0%	-100.0%	0	--	--	\$0	-100.0%	\$0	-100.0%
430-NASSAU COUNTY BEACHES-NORTH	0	0.0%	-100.0%	0	0.0%	--	\$275,000	-28.0%	\$275,000	-28.0%
431-NASSAU COUNTY BEACHES-SOUTH	1	8.3%	--	1	16.7%	--	\$277,000	0.0%	\$320,608	0.0%

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

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### March 2019

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
440-FERNANDINA BEACH DOWNTOWN-SOUTH	1	7.1%	--	0	0.0%	-100.0%	\$400,000	23.1%	\$400,000	13.2%
450-AMELIA ISLAND-NORTH OF BURNEY ROAD	1	3.8%	-50.0%	0	0.0%	-100.0%	\$372,720	-25.5%	\$472,123	-9.2%
460-AMELIA ISLAND PLANTATION	1	2.2%	0.0%	0	0.0%	--	\$684,500	20.4%	\$717,477	35.4%
470-PINEY ISLAND AREA	0	0.0%	--	0	0.0%	--	\$365,000	0.0%	\$365,000	0.0%
471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS	0	0.0%	--	0	0.0%	-100.0%	\$226,275	-39.6%	\$252,675	-36.2%
472-ONEIL/NASSAVILLE/HOLLY POINT	5	3.6%	25.0%	1	3.4%	-50.0%	\$289,000	6.0%	\$294,844	11.8%
480-NASSAU COUNTY-YULEE NORTH	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
481-NASSAU COUNTY-YULEE SOUTH	0	0.0%	-100.0%	1	5.6%	0.0%	\$229,950	7.1%	\$227,488	8.2%
490-CALLAHAN	0	0.0%	--	0	0.0%	--	\$205,000	9.0%	\$214,900	14.3%
491-HILLARD	2	20.0%	--	0	0.0%	--	\$197,500	276.2%	\$197,500	276.2%
492-NASSAU COUNTY-W OF I-95/N TO STATE LINE	3	4.1%	0.0%	1	4.3%	0.0%	\$235,000	-2.1%	\$235,656	14.2%
501-MACCLENNY AREA	2	4.3%	--	0	0.0%	-100.0%	\$177,500	5.2%	\$212,519	33.4%
502-BAKER COUNTY-NW	0	0.0%	-100.0%	0	0.0%	--	\$125,900	-64.8%	\$116,967	-67.3%
503-BAKER COUNTY-SOUTH	2	14.3%	100.0%	0	0.0%	-100.0%	\$309,000	128.9%	\$309,000	91.1%
521-BRADFORD COUNTY-NE	0	0.0%	-100.0%	0	0.0%	-100.0%	\$89,000	24.0%	\$89,000	24.0%
522-BRADFORD COUNTY-NW	4	21.1%	33.3%	0	0.0%	--	\$128,000	2.5%	\$111,300	-27.2%
523-BRADFORD COUNTY-SE	2	5.4%	0.0%	0	0.0%	--	\$139,900	-21.0%	\$138,700	-38.7%
524-BRADFORD COUNTY-SW	0	0.0%	-100.0%	0	0.0%	--	\$144,500	-37.2%	\$194,000	-15.7%
541-UNION COUNTY-NORTH	1	14.3%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
542-UNION COUNTY-SOUTH	0	0.0%	--	0	0.0%	--	\$123,500	-38.3%	\$123,500	-42.4%
561-GREATER PALATKA	1	1.6%	-90.0%	3	18.8%	-25.0%	\$102,118	36.2%	\$119,465	52.2%
562-BARDIN/WEST BOSTWICK	0	0.0%	-100.0%	0	0.0%	--	\$84,000	663.6%	\$84,000	663.6%
563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK	3	9.7%	-40.0%	0	0.0%	--	\$377,500	0.0%	\$420,500	0.0%
564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS	1	2.3%	-66.7%	1	10.0%	--	\$177,312	74.6%	\$162,862	35.7%
571-INTERLACHEN-SE	0	0.0%	--	0	--	--	\$0	-100.0%	\$0	-100.0%
572-INTERLACHEN-NE	3	8.8%	-25.0%	1	9.1%	0.0%	\$32,000	-37.3%	\$67,436	32.8%
573-INTERLACHEN-SW	0	0.0%	-100.0%	0	0.0%	--	\$207,000	335.8%	\$207,000	189.5%
574-INTERLACHEN-NW	2	6.9%	-50.0%	0	0.0%	-100.0%	\$90,500	29.3%	\$90,500	23.3%
575-WEST OF SR-21	1	5.3%	-50.0%	0	--	--	\$0	-100.0%	\$0	-100.0%
576-GEORGES LAKE	0	0.0%	--	0	--	-100.0%	\$0	-100.0%	\$0	-100.0%
581-SATSUMA/HOOT OWL RIDGE	1	6.3%	-50.0%	0	0.0%	-100.0%	\$41,500	-40.5%	\$40,667	-43.4%
582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST	1	2.0%	0.0%	0	0.0%	--	\$140,000	18.1%	\$155,473	-14.6%
583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL	0	0.0%	--	0	0.0%	-100.0%	\$56,200	-27.7%	\$61,133	-48.9%
584-OCALA NATIONAL FOREST/OKLAWAHA RIVER	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%