

# Lender-Mediated Report

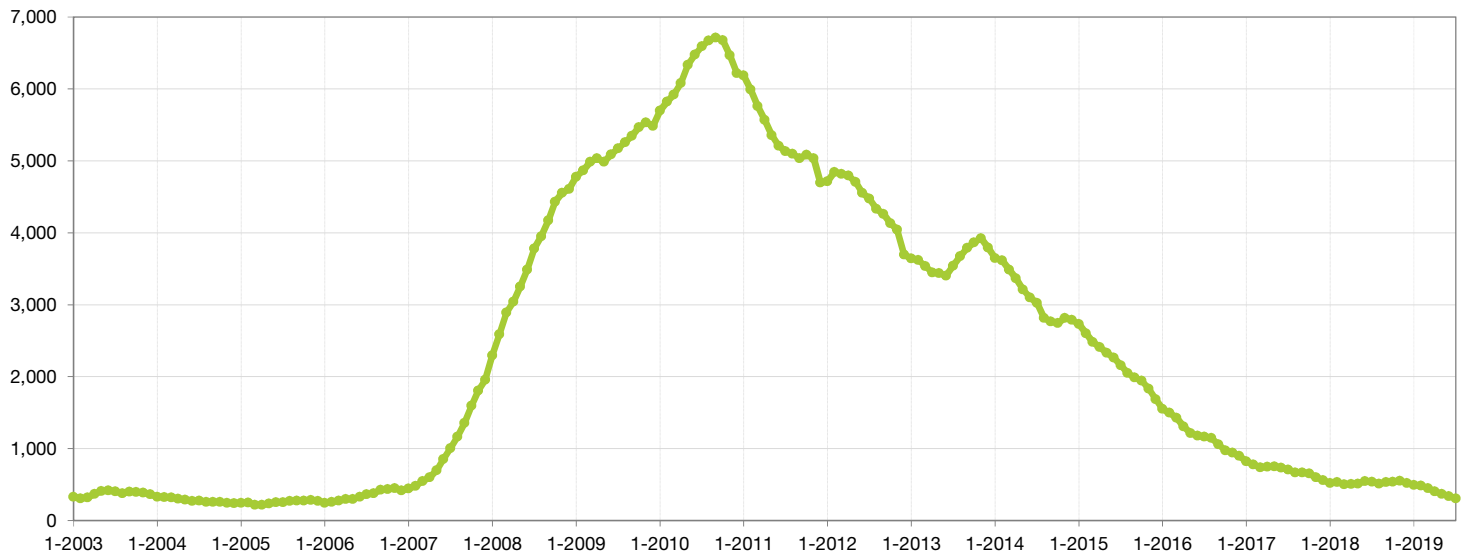
A RESEARCH TOOL PROVIDED BY THE  
NORTHEAST FLORIDA ASSOCIATION OF REALTORS®



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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



## July 2019

New Listings in the Northeast Florida region decreased 6.3 percent to 3,593.

- Traditional New Listings decreased 5.6 percent to 3,450.
- Lender-mediated New Listings decreased 21.0 percent to 143.
- Share of all New Listings that were lender-mediated fell to 4.0 percent.

Closed Sales were up 1.4 percent to 2,820.

- Traditional Closed Sales were up 2.1 percent to 2,711.
- Lender-mediated Closed Sales were down 12.8 percent to 109.
- Share of all Closed Sales that were lender-mediated fell to 3.9 percent.

The Median Sales Price rose 5.2 percent to \$242,000.

- The traditional Median Sales Price rose 4.3 percent to \$245,000.
- The lender-mediated Median Sales Price rose 34.5 percent to \$150,000.

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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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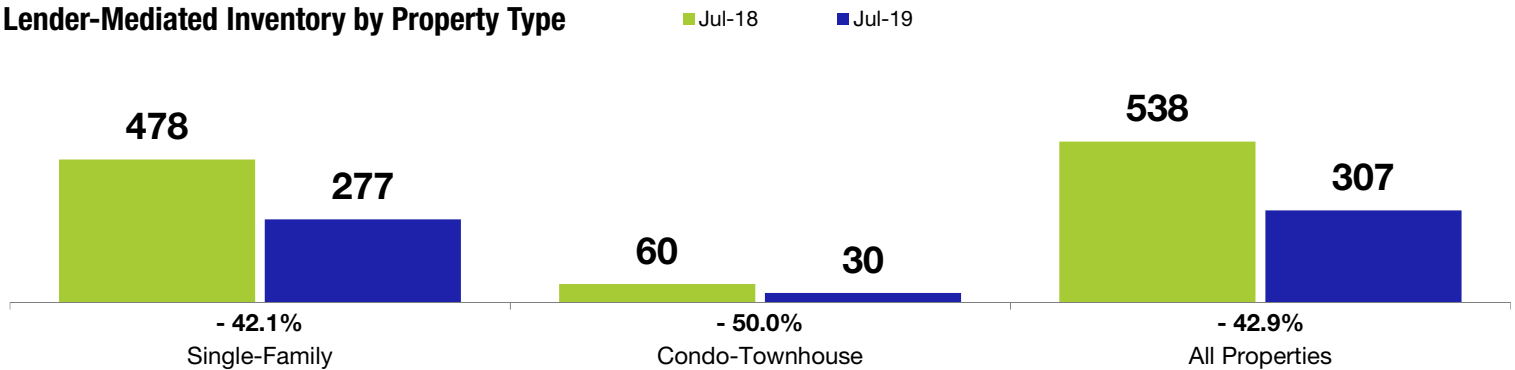
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## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jul-18	Jul-19	+ / -	Jul-18	Jul-19	+ / -	Jul-18	Jul-19	+ / -	Jul-18	Jul-19
Single-Family	478	277	- 42.1%	8,127	7,517	- 7.5%	8,605	7,794	- 9.4%	5.6%	3.6%
Condo-Townhouse	60	30	- 50.0%	1,240	1,349	+ 8.8%	1,300	1,379	+ 6.1%	4.6%	2.2%
<b>All Properties</b>	<b>538</b>	<b>307</b>	<b>- 42.9%</b>	<b>9,367</b>	<b>8,866</b>	<b>- 5.3%</b>	<b>9,905</b>	<b>9,173</b>	<b>- 7.4%</b>	<b>5.4%</b>	<b>3.3%</b>

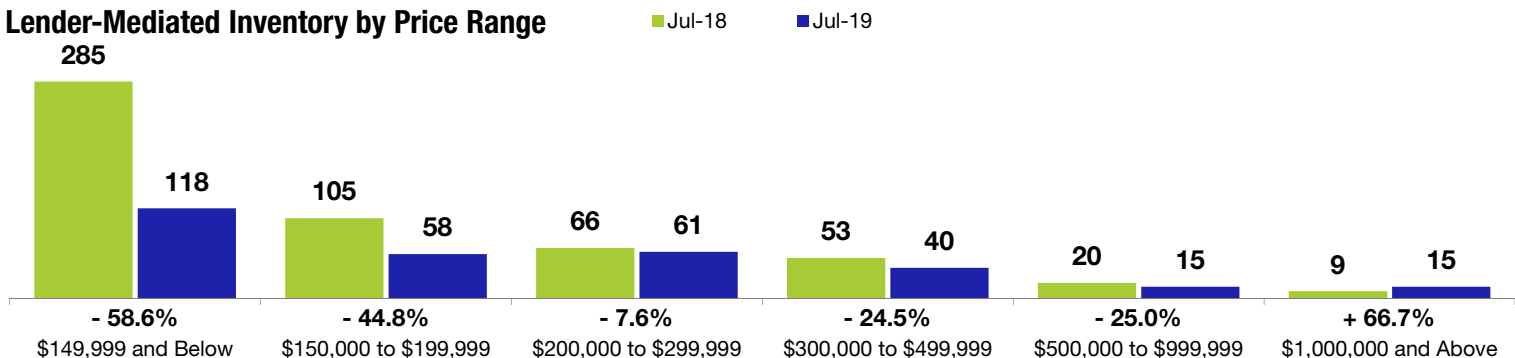
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jul-18	Jul-19	+ / -	Jul-18	Jul-19	+ / -	Jul-18	Jul-19	+ / -	Jul-18	Jul-19
\$149,999 and Below	285	118	- 58.6%	1,582	1,319	- 16.6%	1,867	1,437	- 23.0%	15.3%	8.2%
\$150,000 to \$199,999	105	58	- 44.8%	936	962	+ 2.8%	1,041	1,020	- 2.0%	10.1%	5.7%
\$200,000 to \$299,999	66	61	- 7.6%	2,518	2,357	- 6.4%	2,584	2,418	- 6.4%	2.6%	2.5%
\$300,000 to \$499,999	53	40	- 24.5%	2,537	2,332	- 8.1%	2,590	2,372	- 8.4%	2.0%	1.7%
\$500,000 to \$999,999	20	15	- 25.0%	1,345	1,397	+ 3.9%	1,365	1,412	+ 3.4%	1.5%	1.1%
\$1,000,000 and Above	9	15	+ 66.7%	449	499	+ 11.1%	458	514	+ 12.2%	2.0%	2.9%
<b>All Price Ranges</b>	<b>538</b>	<b>307</b>	<b>- 42.9%</b>	<b>9,367</b>	<b>8,866</b>	<b>- 5.3%</b>	<b>9,905</b>	<b>9,173</b>	<b>- 7.4%</b>	<b>5.4%</b>	<b>3.3%</b>

### Lender-Mediated Inventory by Price Range



# Lender-Mediated Report

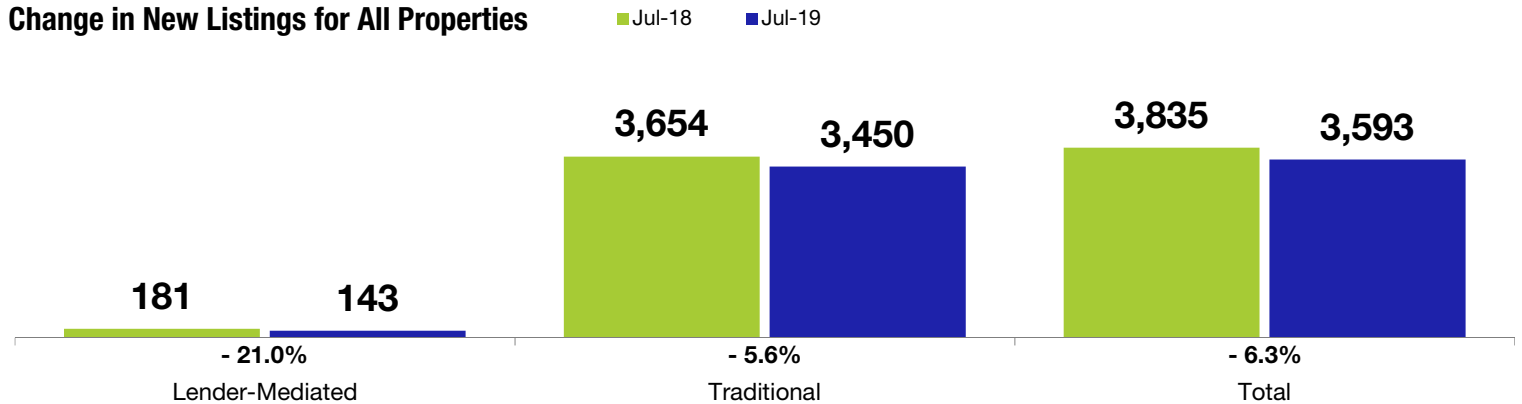
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## New Listings

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jul-18	Jul-19	+ / -	Jul-18	Jul-19	+ / -	Jul-18	Jul-19	+ / -	Jul-18	Jul-19
Single-Family	163	131	- 19.6%	3,105	2,942	- 5.2%	3,268	3,073	- 6.0%	5.0%	4.3%
Condo-Townhouse	18	12	- 33.3%	549	508	- 7.5%	567	520	- 8.3%	3.2%	2.3%
<b>All Properties</b>	<b>181</b>	<b>143</b>	<b>- 21.0%</b>	<b>3,654</b>	<b>3,450</b>	<b>- 5.6%</b>	<b>3,835</b>	<b>3,593</b>	<b>- 6.3%</b>	<b>4.7%</b>	<b>4.0%</b>

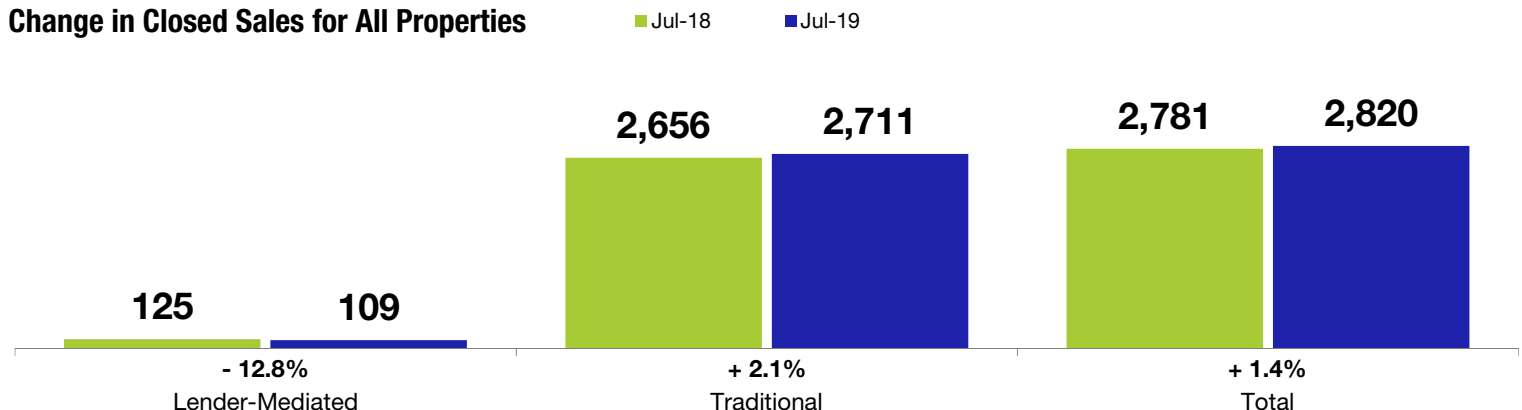
### Change in New Listings for All Properties



## Closed Sales

	Lender-Mediated			Traditional			Total			Share of Activity that was Lender-Mediated	
	Jul-18	Jul-19	+ / -	Jul-18	Jul-19	+ / -	Jul-18	Jul-19	+ / -	Jul-18	Jul-19
Single-Family	109	96	- 11.9%	2,235	2,302	+ 3.0%	2,344	2,398	+ 2.3%	4.7%	4.0%
Condo-Townhouse	16	13	- 18.8%	421	409	- 2.9%	437	422	- 3.4%	3.7%	3.1%
<b>All Properties</b>	<b>125</b>	<b>109</b>	<b>- 12.8%</b>	<b>2,656</b>	<b>2,711</b>	<b>+ 2.1%</b>	<b>2,781</b>	<b>2,820</b>	<b>+ 1.4%</b>	<b>4.5%</b>	<b>3.9%</b>

### Change in Closed Sales for All Properties



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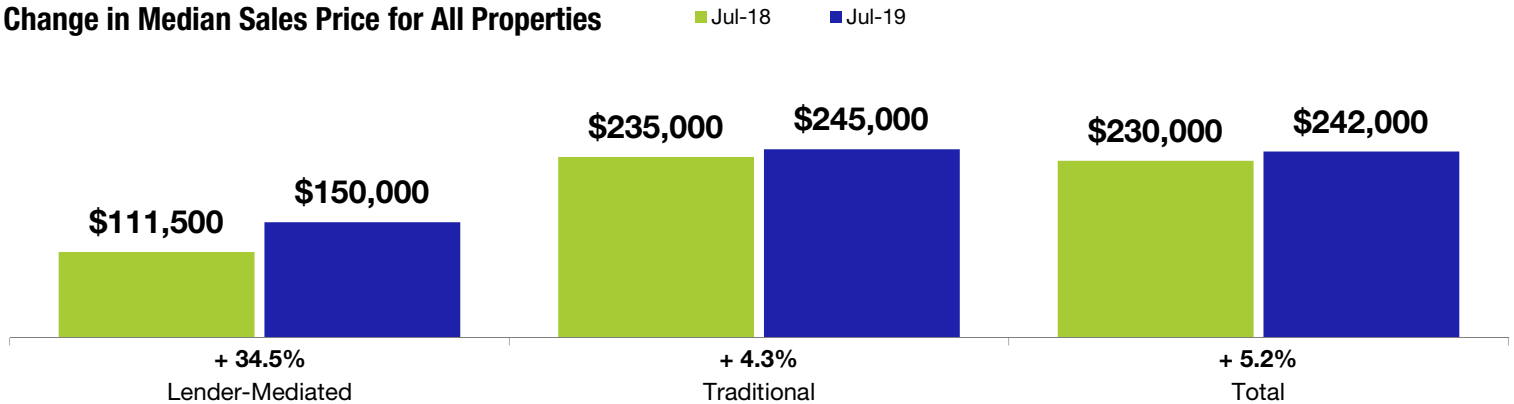
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## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Jul-18	Jul-19	+ / -	Jul-18	Jul-19	+ / -	Jul-18	Jul-19	+ / -
Single-Family	\$122,500	\$173,000	+ 41.2%	\$250,000	\$259,525	+ 3.8%	\$245,050	\$255,000	+ 4.1%
Condo-Townhouse	\$87,000	\$115,000	+ 32.2%	\$155,000	\$167,000	+ 7.7%	\$154,875	\$242,000	+ 56.3%
<b>All Properties</b>	<b>\$111,500</b>	<b>\$150,000</b>	<b>+ 34.5%</b>	<b>\$235,000</b>	<b>\$245,000</b>	<b>+ 4.3%</b>	<b>\$230,000</b>	<b>\$242,000</b>	<b>+ 5.2%</b>

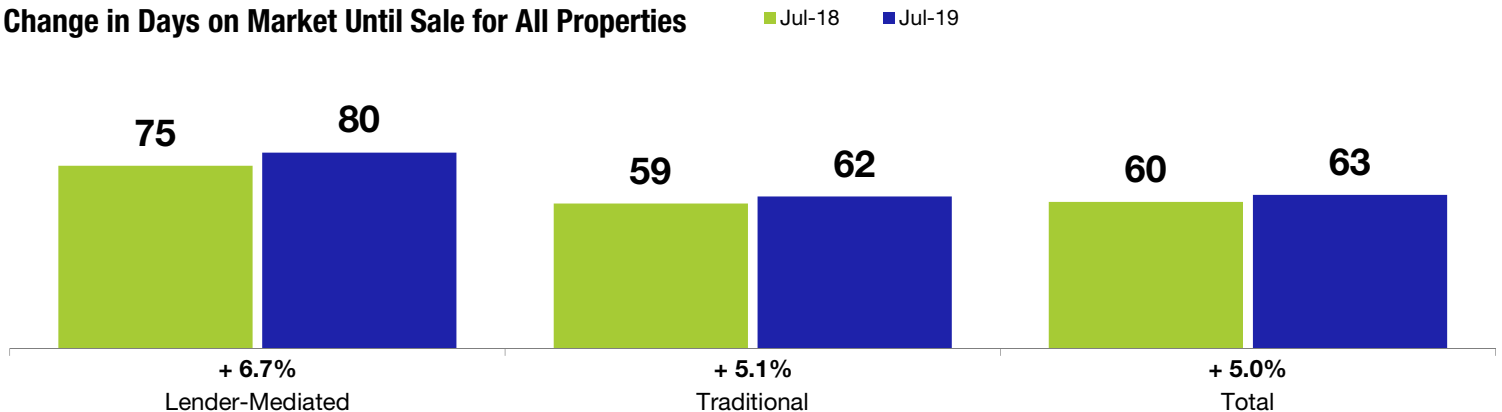
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Jul-18	Jul-19	+ / -	Jul-18	Jul-19	+ / -	Jul-18	Jul-19	+ / -
Single-Family	76	85	+ 11.8%	62	63	+ 1.6%	62	63	+ 1.6%
Condo-Townhouse	65	41	- 36.9%	45	59	+ 31.1%	46	58	+ 26.1%
<b>All Properties</b>	<b>75</b>	<b>80</b>	<b>+ 6.7%</b>	<b>59</b>	<b>62</b>	<b>+ 5.1%</b>	<b>60</b>	<b>63</b>	<b>+ 5.0%</b>

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



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## Lender-Mediated Activity by Area

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

### July 2019

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
<b>Baker County</b>	2	2.2%	-71.4%	1	4.8%	0.0%	\$189,000	-2.6%	\$201,381	8.9%
<b>Clay County</b>	44	4.8%	-38.9%	15	4.1%	-21.1%	\$230,000	7.9%	\$239,981	5.4%
<b>Duval County</b>	178	4.0%	-46.2%	68	4.6%	-8.1%	\$214,615	4.7%	\$246,280	3.8%
<b>Nassau County</b>	10	2.2%	100.0%	5	3.4%	-37.5%	\$283,938	14.9%	\$348,056	24.0%
<b>Putnam County</b>	13	3.6%	-40.9%	5	6.3%	-37.5%	\$126,000	27.3%	\$154,089	14.4%
<b>St. Johns County</b>	50	1.9%	-23.1%	11	1.7%	22.2%	\$340,000	2.1%	\$398,455	-2.8%
011-SAN MARCO	1	1.1%	0.0%	0	0.0%	--	\$308,000	30.2%	\$389,633	37.5%
012-SAN JOSE	3	2.0%	-62.5%	0	0.0%	-100.0%	\$207,000	-5.5%	\$218,702	-15.9%
013-BEAUCLERC/MANDARIN NORTH	2	1.5%	-85.7%	1	1.6%	0.0%	\$234,900	8.8%	\$242,316	7.2%
014-MANDARIN	6	2.8%	-25.0%	3	3.8%	50.0%	\$265,000	-5.2%	\$283,553	-4.3%
015-BARTRAM	7	6.5%	0.0%	0	0.0%	--	\$255,000	3.7%	\$254,717	3.1%
021-ST NICHOLAS AREA	4	5.6%	-20.0%	1	4.5%	--	\$165,000	-5.1%	\$170,750	-10.4%
022-GROVE PARK/SANS SOUCI	4	3.0%	-63.6%	3	4.8%	0.0%	\$172,500	9.5%	\$184,816	10.5%
023-SOUTHSIDE-EAST OF SOUTHSIDE BLVD	3	2.6%	-57.1%	3	5.7%	0.0%	\$180,000	7.1%	\$202,962	5.1%
024-BAYMEADOWS/DEERWOOD	4	2.0%	-71.4%	6	8.5%	50.0%	\$148,000	-15.4%	\$237,297	-3.4%
025-INTRACOASTAL WEST-NORTH OF BEACH BLVD	2	1.7%	0.0%	4	9.3%	300.0%	\$310,000	-8.6%	\$343,771	-5.3%
026-INTRACOASTAL WEST-SOUTH OF BEACH BLVD	5	2.8%	25.0%	1	1.9%	--	\$313,500	-8.2%	\$369,656	4.2%
027-INTRACOASTAL WEST-SOUTH OF JT BUTLER BLVD	2	2.7%	-33.3%	1	5.9%	--	\$230,000	-0.9%	\$414,578	25.8%
028-BAYARD	0	0.0%	--	0	0.0%	--	\$229,656	0.0%	\$236,927	0.0%
029-NOCATEE (DUVAL COUNTY)	0	0.0%	--	0	0.0%	--	\$360,656	-11.4%	\$373,200	-4.9%
031-RIVERSIDE	0	0.0%	--	1	7.1%	--	\$289,000	35.9%	\$286,920	22.2%
032-AVONDALE	4	3.8%	300.0%	0	0.0%	--	\$314,450	0.3%	\$459,382	25.4%
033-ORTEGA/VENETIA	2	3.0%	100.0%	1	7.1%	0.0%	\$370,000	14.6%	\$476,036	20.5%
041-ARLINGTON	13	6.6%	-53.6%	4	4.8%	-50.0%	\$177,000	18.0%	\$186,763	20.2%
042-FT CAROLINE	8	7.0%	0.0%	7	16.3%	600.0%	\$257,000	14.2%	\$283,868	20.6%
043-INTRACOASTAL WEST-NORTH OF ATLANTIC BLVD	3	2.8%	-62.5%	1	2.3%	-66.7%	\$256,600	-0.6%	\$314,830	2.3%
051-MURRAY HILL	5	6.8%	150.0%	0	0.0%	--	\$154,500	4.4%	\$156,002	8.7%
052-LAKESHORE	2	4.0%	-71.4%	0	0.0%	-100.0%	\$125,000	0.4%	\$123,140	1.6%
053-HYDE GROVE AREA	3	6.5%	-57.1%	0	0.0%	--	\$128,000	26.1%	\$140,361	28.4%
054-CEDAR HILLS	1	2.7%	-50.0%	2	15.4%	100.0%	\$145,000	14.2%	\$130,865	5.8%
055-CONFEDERATE POINT/ORTEGA FARMS	2	8.3%	-66.7%	0	0.0%	--	\$149,900	-6.3%	\$161,189	-2.8%
056-YUKON/WESCONNETT/OAK HILL	9	12.9%	-47.1%	2	5.7%	-60.0%	\$169,900	32.7%	\$156,760	14.2%
061-HERLONG/NORMANDY AREA	5	10.9%	-28.6%	0	0.0%	-100.0%	\$164,225	-0.5%	\$167,244	4.8%
062-CRYSTAL SPRINGS/COUNTRY CREEK AREA	3	5.2%	-57.1%	1	3.8%	-66.7%	\$194,500	2.6%	\$208,208	-5.5%
063-JACKSONVILLE HEIGHTS/OAK HILL/ENGLISH ESTATES	3	6.1%	-81.3%	2	9.5%	-71.4%	\$142,000	16.4%	\$133,444	7.0%
064-BENT CREEK/PLUM TREE	2	3.6%	-60.0%	1	4.2%	-50.0%	\$220,995	2.9%	\$224,148	1.4%
065-PANTHER CREEK/ADAMS LAKE/DUVAL COUNTY-SW	1	3.8%	-66.7%	0	0.0%	--	\$209,000	-4.9%	\$209,245	-10.9%
066-CECIL COMMERCE AREA	0	0.0%	-100.0%	0	0.0%	--	\$210,000	-15.0%	\$224,400	-4.4%
067-COLLINS RD/ARGYLE/OAKLEAF PLANTATION (DUVAL)	6	5.4%	-50.0%	0	0.0%	-100.0%	\$190,000	-1.0%	\$202,988	3.3%
071-BRENTWOOD/EVERGREEN	5	6.3%	0.0%	1	5.3%	-50.0%	\$58,000	18.6%	\$87,373	51.8%
072-SPRINGFIELD	2	6.1%	100.0%	0	0.0%	--	\$201,500	-6.3%	\$216,368	0.5%
073-DOWNTOWN JACKSONVILLE-NORTHBANK	2	5.0%	0.0%	0	--	--	\$0	-100.0%	\$0	-100.0%

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

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

### July 2019

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
074-PAXON	2	2.9%	-77.8%	0	0.0%	-100.0%	\$50,450	3.0%	\$57,650	-3.6%
075-TROUT RIVER/COLLEGE PARK/RIBAULT MANOR	20	7.7%	-20.0%	6	10.7%	50.0%	\$66,000	-1.5%	\$82,280	-1.5%
076-DOWNTOWN JACKSONVILLE-EASTSIDE	1	3.2%	-80.0%	0	0.0%	--	\$49,000	58.1%	\$50,886	64.1%
081-MARIETTA/WHITEHOUSE/BALDWIN/GARDEN ST	1	2.4%	-90.0%	5	22.7%	400.0%	\$171,000	-2.3%	\$168,359	-10.4%
082-DINSMORE/NORTHWEST DUVAL COUNTY	0	0.0%	-100.0%	0	0.0%	--	\$235,990	345.3%	\$235,990	345.3%
091-GARDEN CITY/AIRPORT	13	8.2%	-48.0%	5	7.1%	150.0%	\$204,000	22.9%	\$194,989	21.8%
092-OCEANWAY/PECAN PARK	7	5.4%	0.0%	2	3.8%	100.0%	\$228,742	7.7%	\$229,479	8.6%
095-SAN MATEO/EASTPORT	1	4.2%	0.0%	0	0.0%	--	\$200,950	-11.7%	\$306,567	21.1%
096-FT GEORGE/BLOUNT ISLAND/CEDAR POINT	1	0.8%	-80.0%	1	2.6%	-50.0%	\$239,500	5.6%	\$268,995	7.5%
121-FLEMING ISLAND-NE	0	0.0%	-100.0%	0	0.0%	--	\$335,450	0.0%	\$335,450	0.0%
122-FLEMING ISLAND-NW	5	9.4%	--	0	0.0%	-100.0%	\$366,000	13.7%	\$384,786	9.3%
123-FLEMING ISLAND-SE	2	5.4%	100.0%	2	11.8%	100.0%	\$275,000	1.9%	\$275,179	5.7%
124-FLEMING ISLAND-SW	4	11.1%	-20.0%	0	0.0%	-100.0%	\$292,000	16.8%	\$281,556	0.8%
131-MEADOWBROOK/LOCH RANE	2	10.0%	0.0%	0	0.0%	--	\$278,250	68.6%	\$245,310	33.1%
132-BELLAIR/GROVE PARK	3	17.6%	0.0%	2	14.3%	100.0%	\$152,275	-4.7%	\$153,196	-3.0%
133-NORTH ORANGE PARK	0	0.0%	--	0	0.0%	--	\$192,000	0.0%	\$192,000	0.0%
134-SOUTH BLANDING	4	13.3%	33.3%	0	0.0%	--	\$242,450	10.2%	\$220,800	-0.4%
135-PARK WEST/MONTCLAIR	1	7.7%	0.0%	1	9.1%	--	\$229,000	11.2%	\$213,545	12.8%
136-LAKESIDE ESTATES	1	5.0%	-66.7%	0	0.0%	--	\$203,388	25.2%	\$172,397	-8.0%
137-DOCTOR'S LAKE	0	0.0%	-100.0%	0	0.0%	--	\$430,000	68.7%	\$479,600	88.2%
138-TANGLEWOOD	1	11.1%	-50.0%	0	0.0%	--	\$143,000	-23.1%	\$125,667	-30.9%
139-OAKLEAF/ORANGE PARK/NW CLAY COUNTY	7	3.8%	-30.0%	2	2.6%	0.0%	\$230,000	0.5%	\$229,273	-3.9%
141-MIDDLEBURG NW	0	0.0%	-100.0%	--	0.0%	--	--	25.6%	--	26.5%
142-MIDDLEBURG EAST	3	10.0%	-40.0%	0	0.0%	-100.0%	\$245,000	25.6%	\$243,026	11.6%
143-FOXMEADOW AREA	4	9.5%	300.0%	0	0.0%	-100.0%	\$245,000	11.4%	\$253,597	11.0%
144-MIDDLEBURG-SE	0	0.0%	-100.0%	0	0.0%	-100.0%	\$225,000	32.4%	\$225,000	-5.8%
145-MIDDLEBURG-SW	2	5.9%	-50.0%	1	11.1%	-50.0%	\$147,000	-8.1%	\$151,484	5.1%
146-MIDDLEBURG-NE	0	0.0%	-100.0%	3	7.7%	50.0%	\$192,000	13.9%	\$218,628	22.8%
151-KEYSTONE HEIGHTS	1	1.1%	-80.0%	1	7.1%	0.0%	\$114,000	-3.4%	\$119,950	-5.3%
152-KINGSLEY LAKE	0	0.0%	--	0	0.0%	--	\$0	0.0%	\$0	0.0%
161-GREEN COVE SPRINGS	3	2.9%	-62.5%	1	2.7%	0.0%	\$230,000	-2.1%	\$243,272	-4.6%
162-RUSSELL LANDING/PENNY FARMS	0	0.0%	--	0	0.0%	--	\$0	-100.0%	\$0	-100.0%
163-LAKE ASBURY AREA	1	1.7%	-50.0%	3	17.6%	200.0%	\$215,000	-4.8%	\$231,550	-4.1%
211-JACKSONVILLE BEACH-NE	1	3.1%	-50.0%	0	0.0%	--	\$474,000	-6.1%	\$734,500	47.7%
212-JACKSONVILLE BEACH-SE	0	0.0%	-100.0%	0	0.0%	--	\$360,000	-32.7%	\$463,905	-30.5%
213-JACKSONVILLE BEACH-NW	0	0.0%	-100.0%	0	0.0%	--	\$357,500	-7.3%	\$434,861	8.2%
214-JACKSONVILLE BEACH-SW	2	2.5%	100.0%	0	0.0%	--	\$333,500	-4.7%	\$338,130	-4.7%
221-NEPTUNE BEACH-EAST	0	0.0%	--	0	0.0%	--	\$424,900	-41.4%	\$507,633	-30.0%
222-NEPTUNE BEACH-WEST	0	0.0%	--	0	0.0%	-100.0%	\$450,000	-7.1%	\$412,429	-2.0%
231-ATLANTIC BEACH-NORTH	0	0.0%	--	0	0.0%	-100.0%	\$757,250	8.2%	\$749,875	5.5%
232-ATLANTIC BEACH-SOUTH	0	0.0%	--	0	0.0%	-100.0%	\$439,500	20.4%	\$484,813	5.5%
233-ATLANTIC BEACH-WEST	1	7.7%	-50.0%	0	0.0%	--	\$346,337	-1.3%	\$345,291	-3.4%

# 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.

### July 2019

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
241-NORTH BEACH	0	0.0%	-100.0%	1	25.0%	--	\$212,500	-14.9%	\$222,500	-12.1%
242-MAYPORT	0	0.0%	--	0	0.0%	--	\$132,950	-35.8%	\$132,950	-35.8%
251-PONTE VEDRA BEACH-E OF A1A-N OF CORONA RD	0	0.0%	--	0	0.0%	--	\$597,500	-40.2%	\$891,750	-54.3%
252-PONTE VEDRA BEACH-W OF A1A-N OF SOLANA RD	2	3.1%	100.0%	0	0.0%	--	\$382,500	-49.0%	\$689,384	-19.3%
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	0	0.0%	--	1	5.3%	--	\$400,000	-8.0%	\$594,811	-40.7%
262-PONTE VEDRA BEACH-W OF A1A-S OF SOLANA RD	0	0.0%	-100.0%	0	0.0%	-100.0%	\$503,000	5.9%	\$475,991	-8.1%
263-PONTE VEDRA BEACH-W OF A1A-S OF CR-210	0	0.0%	-100.0%	0	0.0%	-100.0%	\$600,000	33.4%	\$851,500	64.9%
264-SOUTH PONTE VEDRA BEACH	3	4.5%	50.0%	0	0.0%	--	\$489,250	-6.5%	\$550,063	-6.8%
265-PONTE VEDRA/NOCATEE-STJ	1	0.4%	-75.0%	0	0.0%	--	\$449,983	11.1%	\$481,840	16.3%
266-VILANO BEACH	1	1.8%	0.0%	1	10.0%	--	\$482,500	6.1%	\$469,890	-3.8%
271-NOCATEE NORTH	0	0.0%	-100.0%	0	0.0%	--	\$531,410	30.1%	\$563,949	29.7%
272-NOCATEE SOUTH	1	0.6%	-66.7%	0	0.0%	--	\$424,275	4.8%	\$438,220	7.3%
301-JULINGTON CREEK/SWITZERLAND	10	2.2%	-9.1%	5	3.5%	--	\$350,000	0.3%	\$370,561	6.3%
302-ORANGEDALE AREA	3	5.1%	50.0%	0	0.0%	--	\$378,000	7.8%	\$520,492	43.3%
303-PALMO/SIX MILE AREA	2	6.3%	100.0%	0	0.0%	-100.0%	\$197,000	-39.0%	\$329,125	-7.6%
304- 210 SOUTH	6	4.5%	-14.3%	0	0.0%	-100.0%	\$328,485	5.3%	\$354,392	14.8%
305-WORLD GOLF VILLAGE AREA-CENTRAL	2	3.4%	100.0%	0	0.0%	--	\$273,000	6.4%	\$274,793	7.4%
306-WORLD GOLF VILLAGE AREA-NE	0	0.0%	--	0	0.0%	--	\$299,990	0.0%	\$319,540	0.0%
307-WORLD GOLF VILLAGE AREA-SE	1	1.3%	-66.7%	0	0.0%	--	\$286,775	-28.7%	\$360,676	-11.1%
308-WORLD GOLF VILLAGE AREA-SW	0	0.0%	-100.0%	0	0.0%	--	\$307,500	4.3%	\$301,615	0.7%
309-WORLD GOLF VILLAGE AREA-WEST	0	0.0%	-100.0%	0	0.0%	--	\$279,950	-5.1%	\$295,872	-4.0%
312-PALENCIA AREA	1	0.9%	-66.7%	1	3.2%	--	\$475,000	35.7%	\$480,260	23.3%
313-WHITECASTLE/AIRPORT AREA	1	3.8%	-50.0%	0	0.0%	--	\$210,000	10.6%	\$192,000	-9.3%
321-NORTH CITY-ST AUGUSTINE	1	4.3%	0.0%	0	0.0%	--	\$205,000	-46.8%	\$186,633	-41.4%
322-DOWNTOWN ST AUGUSTINE	1	2.0%	0.0%	0	0.0%	--	\$265,000	-1.9%	\$278,267	0.2%
323-DAVIS SHORES	1	1.7%	0.0%	0	0.0%	--	\$360,500	7.3%	\$386,300	10.9%
331-ST AUGUSTINE BEACH	3	1.5%	0.0%	1	3.3%	0.0%	\$334,500	-14.1%	\$354,218	-27.5%
332-CRESCENT BEACH/SUMMER HAVEN	0	0.0%	--	0	0.0%	--	\$630,000	93.8%	\$796,250	145.0%
333-ST JOHNS COUNTY-SE	0	0.0%	--	0	0.0%	--	\$349,700	21.4%	\$349,700	-18.2%
334-MOULTRIE/ST AUGUSTINE SHORES	1	1.4%	0.0%	0	0.0%	-100.0%	\$176,500	4.1%	\$213,027	26.8%
335-ST AUGUSTINE SOUTH	1	4.8%	-50.0%	0	0.0%	--	\$213,500	-17.9%	\$213,500	-10.4%
336-RAVENSWOOD/WEST AUGUSTINE	3	2.5%	0.0%	0	0.0%	--	\$185,000	-25.6%	\$196,252	-14.7%
337-OLD MOULTRIE RD/WILDWOOD	3	3.2%	--	0	0.0%	-100.0%	\$248,445	2.5%	\$235,302	-13.8%
341-FLAGLER ESTATES/HASTINGS	2	20.0%	-60.0%	1	25.0%	--	\$172,450	65.1%	\$189,450	81.4%
342-ST JOHNS CO-SR-207 SOUTH/WEST OF I-95	0	0.0%	--	1	16.7%	0.0%	\$242,000	-1.3%	\$223,200	3.0%
343-MOLASSES JUNCTION/ELKTON	0	0.0%	-100.0%	0	0.0%	--	\$415,000	56.6%	\$415,000	56.6%
344-HASTINGS/TOCOI/RIVRERDALE	0	--	--	0	--	--	\$0	0.0%	\$0	0.0%
410-FERNANDINA BEACH DOWNTOWN-WEST	0	0.0%	--	0	0.0%	--	\$290,000	5.1%	\$291,500	-42.9%
420-FERNANDINA BEACH-DOWNTOWN-EAST	0	0.0%	--	1	50.0%	--	\$251,750	-37.1%	\$251,750	-37.1%
430-NASSAU COUNTY BEACHES-NORTH	0	0.0%	--	0	0.0%	--	\$640,000	93.6%	\$651,217	97.0%
431-NASSAU COUNTY BEACHES-SOUTH	0	0.0%	--	0	0.0%	--	\$796,000	130.7%	\$796,000	147.7%

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**NORTHEAST FLORIDA  
ASSOCIATION OF REALTORS**

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

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

### July 2019

	Inventory	Share	+ / -	Closed Sales	Share	+ / -	Median Sales Price	+ / -	Average Sales Price	+ / -
440-FERNANDINA BEACH DOWNTOWN-SOUTH	0	0.0%	--	0	0.0%	--	\$467,500	45.9%	\$469,668	52.9%
450-AMELIA ISLAND-NORTH OF BURNEY ROAD	0	0.0%	-100.0%	1	7.1%	--	\$447,500	-5.2%	\$474,285	-16.7%
460-AMELIA ISLAND PLANTATION	0	0.0%	-100.0%	0	0.0%	--	\$497,500	-27.9%	\$583,890	-11.9%
470-PINEY ISLAND AREA	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%
471-NASSAU COUNTY-CHESTER/PIRATES WOODS AREAS	1	2.6%	-66.7%	0	0.0%	-100.0%	\$252,000	8.4%	\$247,557	3.8%
472-ONEIL/NASSAVILLE/HOLLY POINT	3	2.1%	200.0%	2	5.7%	-33.3%	\$284,500	1.2%	\$297,515	12.9%
480-NASSAU COUNTY-YULEE NORTH	0	0.0%	-100.0%	0	0.0%	--	\$249,900	0.0%	\$249,900	0.0%
481-NASSAU COUNTY-YULEE SOUTH	3	7.9%	0.0%	0	0.0%	-100.0%	\$239,000	6.9%	\$244,412	12.9%
490-CALLAHAN	0	0.0%	--	0	0.0%	--	\$238,000	33.7%	\$284,667	55.9%
491-HILLARD	1	14.3%	--	0	0.0%	--	\$156,500	-7.1%	\$156,500	-7.1%
492-NASSAU COUNTY-W OF I-95/N TO STATE LINE	2	2.4%	-50.0%	1	2.8%	-66.7%	\$252,000	5.9%	\$257,216	18.7%
501-MACCLENNY AREA	1	2.1%	-75.0%	0	0.0%	--	\$193,000	-2.8%	\$210,591	8.6%
502-BAKER COUNTY-NW	1	4.2%	--	0	0.0%	-100.0%	\$112,750	3.3%	\$112,750	-28.0%
503-BAKER COUNTY-SOUTH	0	0.0%	-100.0%	1	12.5%	--	\$220,000	13.4%	\$210,875	16.7%
521-BRADFORD COUNTY-NE	0	0.0%	-100.0%	0	0.0%	--	\$157,500	-10.3%	\$168,133	-3.4%
522-BRADFORD COUNTY-NW	1	4.0%	-75.0%	0	0.0%	-100.0%	\$149,825	39.4%	\$145,413	3.6%
523-BRADFORD COUNTY-SE	1	2.4%	-50.0%	0	0.0%	-100.0%	\$172,700	14.4%	\$206,509	35.4%
524-BRADFORD COUNTY-SW	0	0.0%	--	0	0.0%	--	\$76,500	0.0%	\$117,000	0.0%
541-UNION COUNTY-NORTH	0	0.0%	-100.0%	1	100.0%	--	\$41,000	0.0%	\$41,000	0.0%
542-UNION COUNTY-SOUTH	0	0.0%	--	0	0.0%	-100.0%	\$65,000	-46.4%	\$65,000	-46.4%
561-GREATER PALATKA	4	6.7%	33.3%	0	0.0%	-100.0%	\$131,450	-5.4%	\$171,595	23.5%
562-BARDIN/WEST BOSTWICK	0	0.0%	--	1	100.0%	--	\$40,200	-79.9%	\$40,200	-79.9%
563-EAST BOSTWICK/BRIDGEPORT/CEDAR CREEK	2	6.3%	0.0%	0	0.0%	-100.0%	\$359,500	96.4%	\$380,000	147.4%
564-EAST PALATKA/SAN MATEO/N SATSUMA/ORANGE MILLS	1	1.7%	-66.7%	3	33.3%	200.0%	\$92,550	-8.8%	\$140,772	-12.6%
571-INTERLACHEN-SE	0	0.0%	--	0	0.0%	--	\$65,500	0.0%	\$65,500	0.0%
572-INTERLACHEN-NE	0	0.0%	-100.0%	0	0.0%	-100.0%	\$98,900	339.6%	\$126,100	353.6%
573-INTERLACHEN-SW	1	10.0%	--	0	0.0%	--	\$94,950	45.0%	\$96,975	33.3%
574-INTERLACHEN-NW	2	6.3%	-33.3%	0	0.0%	--	\$118,500	97.5%	\$118,500	33.6%
575-WEST OF SR-21	2	11.8%	100.0%	0	0.0%	--	\$165,500	10.3%	\$136,480	-9.0%
576-GEORGES LAKE	0	0.0%	-100.0%	0	0.0%	--	\$153,500	-34.4%	\$153,650	-34.3%
581-SATSUMA/HOOT OWL RIDGE	0	0.0%	-100.0%	1	14.3%	--	\$114,100	-17.9%	\$95,757	-31.1%
582-POMONA PK/WELAKA/LAKE COMO/CRESCENT LAKE EST	0	0.0%	-100.0%	0	0.0%	-100.0%	\$212,250	5.7%	\$195,233	-4.0%
583-CRESCENT/GEORGETOWN/FRUITLAND/DRAYTON ISL	1	2.0%	--	0	0.0%	--	\$165,000	78.4%	\$140,500	20.0%
584-OCALA NATIONAL FOREST/OKLAWAHA RIVER	0	0.0%	--	0	--	--	\$0	0.0%	\$0	0.0%