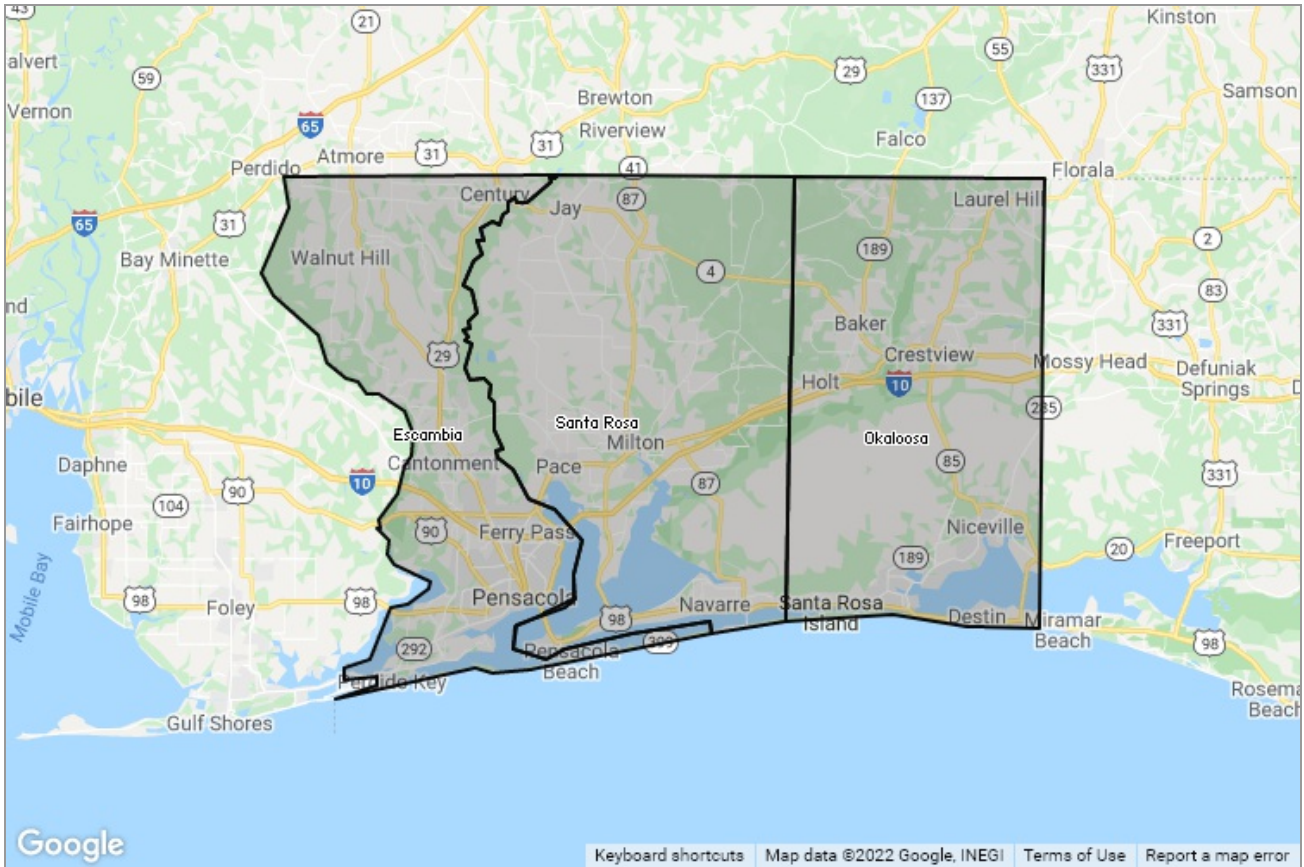


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
12/2020 – 12/2021

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 01/04/2022

Scheduled: Yes

Presented by

**Navarre Area Board of REALTORS®
INC**

(850) 939-3870

Other: <http://www.naborhome.com/>

1917 Navarre School Road
Navarre, FL 32566

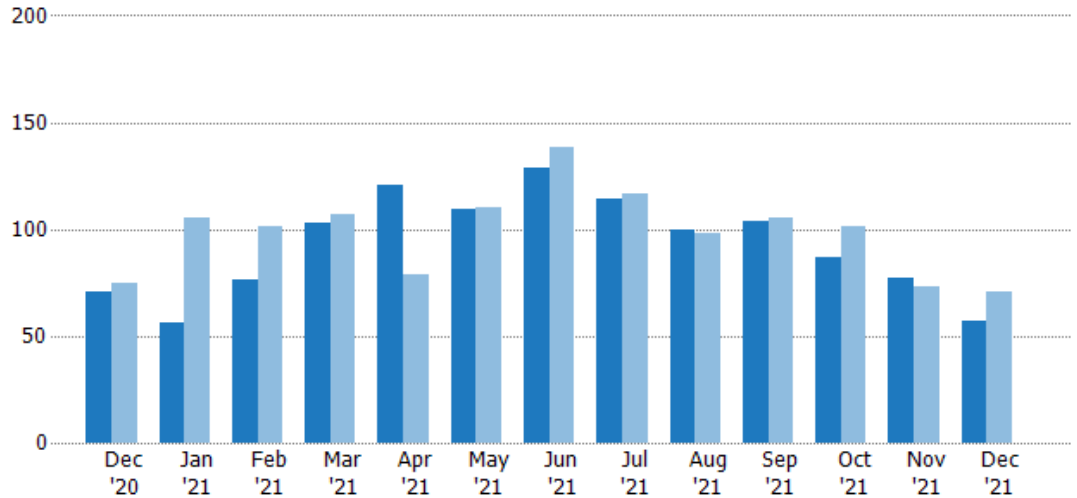
New Listings

The number of new residential listings that were added each month.

Filters Used

County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida

Month/Year	Count	% Chg.
Dec '21	57	-19.7%
Dec '20	71	-5.3%
Dec '19	75	-13.3%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	71	56	76	103	121	109	129	114	100	104	87	77	57
Prior Year	75	105	101	107	79	110	138	117	98	105	101	73	71
Percent Change from Prior Year	-5%	-47%	-25%	-4%	53%	-1%	-7%	-3%	2%	-1%	-14%	5%	-20%

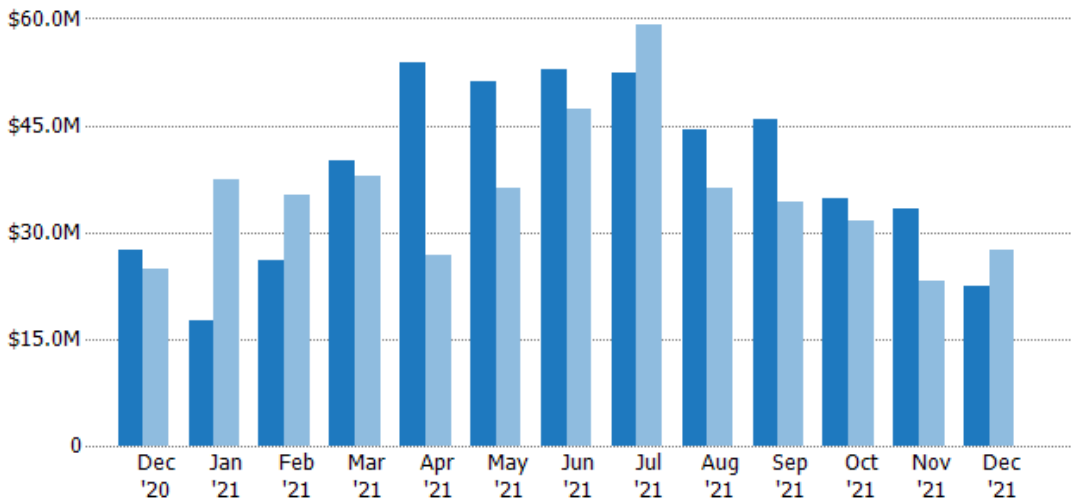
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida

Month/Year	Volume	% Chg.
Dec '21	\$22.5M	-18.4%
Dec '20	\$27.5M	10.3%
Dec '19	\$24.9M	-16.2%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$27.5M	\$17.7M	\$26.1M	\$40.1M	\$53.9M	\$51.1M	\$52.8M	\$52.3M	\$44.4M	\$45.9M	\$34.6M	\$33.4M	\$22.5M
Prior Year	\$24.9M	\$37.3M	\$35.2M	\$37.8M	\$26.7M	\$36.3M	\$47.3M	\$59.1M	\$36.2M	\$34.3M	\$31.6M	\$23.1M	\$27.5M
Percent Change from Prior Year	10%	-53%	-26%	6%	102%	41%	12%	-12%	23%	34%	10%	44%	-18%

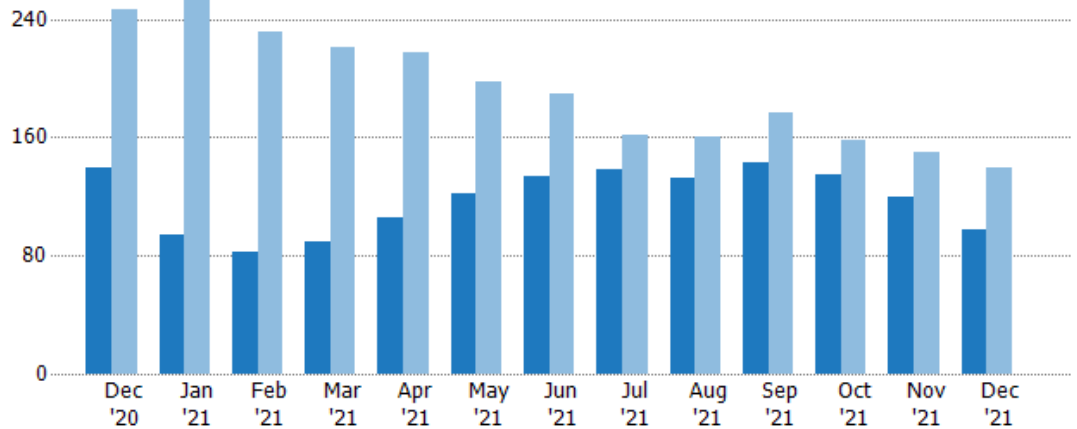
Active Listings

The number of active residential listings at the end of each month.

Filters Used

County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida

Month/Year	Count	% Chg.
Dec '21	97	-30.2%
Dec '20	139	-43.5%
Dec '19	246	11.8%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	139	94	82	89	106	122	134	138	132	143	135	120	97
Prior Year	246	255	231	221	217	198	189	161	160	177	158	150	139
Percent Change from Prior Year	-43%	-63%	-65%	-60%	-51%	-38%	-29%	-14%	-18%	-19%	-15%	-20%	-30%

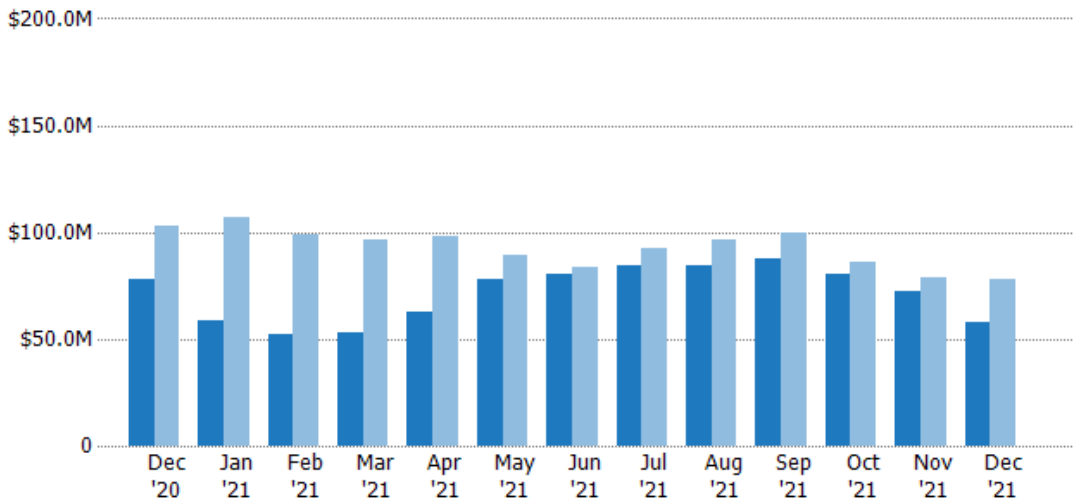
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida

Month/Year	Volume	% Chg.
Dec '21	\$58.2M	-25.1%
Dec '20	\$77.7M	-24.4%
Dec '19	\$103M	-6.3%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$77.7M	\$58.6M	\$52.1M	\$52.6M	\$62.9M	\$78.3M	\$80M	\$84M	\$84.3M	\$88M	\$80.6M	\$72.4M	\$58.2M
Prior Year	\$103M	\$107M	\$99.3M	\$96.4M	\$98.1M	\$89.2M	\$83.6M	\$92.5M	\$96.6M	\$100M	\$85.8M	\$79.1M	\$77.7M
Percent Change from Prior Year	-24%	-45%	-48%	-45%	-36%	-12%	-4%	-9%	-13%	-12%	-6%	-8%	-25%

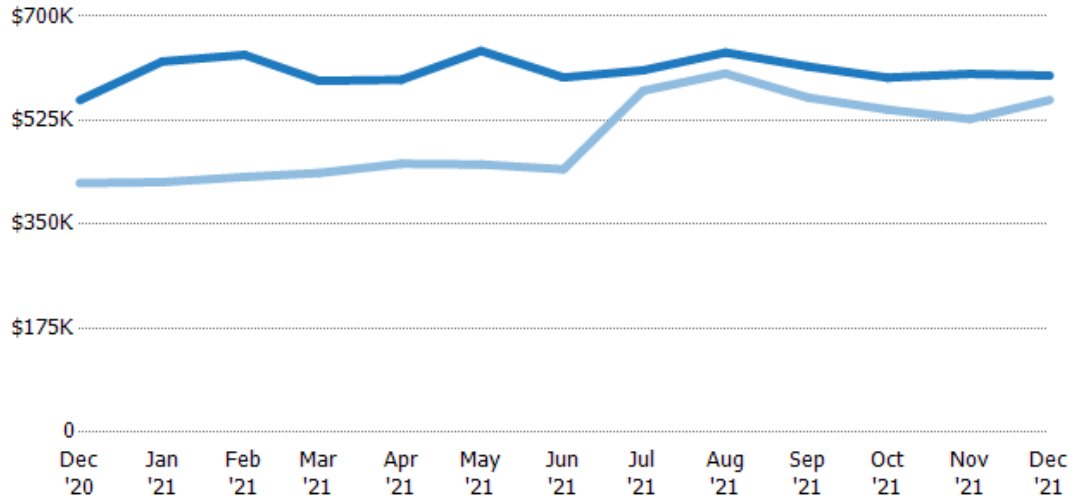
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

County: Escambia County, Florida,
Okaloosa County, Florida, Santa
Rosa County, Florida

Month/ Year	Price	% Chg.
Dec '21	\$600K	7.4%
Dec '20	\$559K	33.3%
Dec '19	\$419K	-16.5%



Current Year	\$559K	\$624K	\$635K	\$591K	\$593K	\$642K	\$597K	\$609K	\$639K	\$616K	\$597K	\$603K	\$600K
Prior Year	\$419K	\$421K	\$430K	\$436K	\$452K	\$451K	\$442K	\$575K	\$604K	\$563K	\$543K	\$527K	\$559K
Percent Change from Prior Year	33%	48%	48%	36%	31%	42%	35%	6%	6%	9%	10%	14%	7%

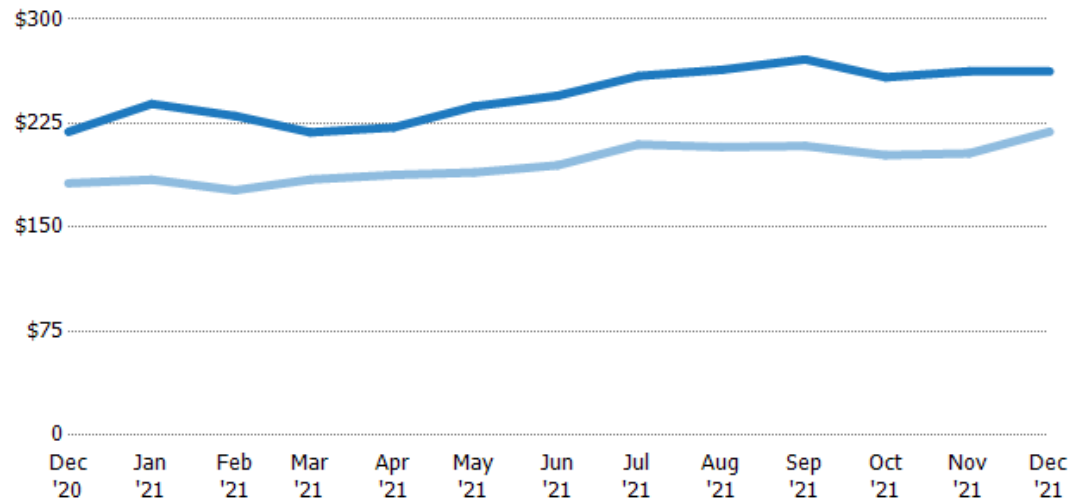
Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

County: Escambia County, Florida,
Okaloosa County, Florida, Santa
Rosa County, Florida

Month/ Year	Price/sq ft	% Chg.
Dec '21	\$262	19.9%
Dec '20	\$219	20.5%
Dec '19	\$182	-15%



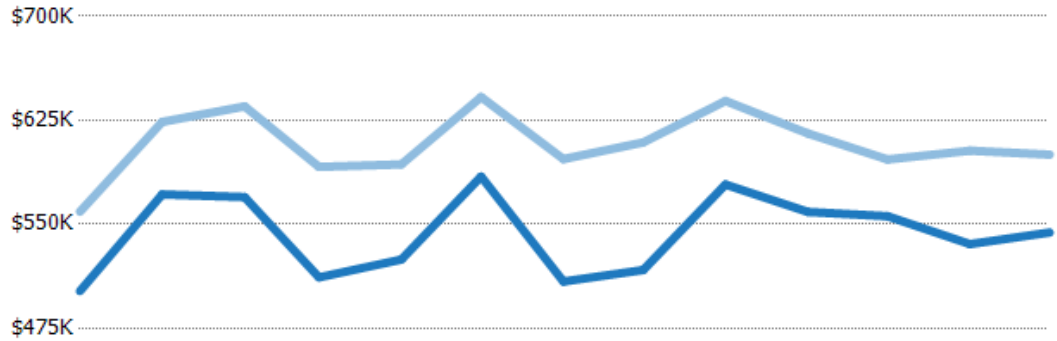
Current Year	\$219	\$239	\$230	\$218	\$222	\$237	\$245	\$259	\$264	\$271	\$258	\$263	\$262
Prior Year	\$182	\$184	\$177	\$184	\$188	\$190	\$195	\$210	\$208	\$209	\$202	\$203	\$219
Percent Change from Prior Year	20%	30%	30%	18%	18%	25%	26%	24%	27%	30%	28%	29%	20%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$502K	\$572K	\$570K	\$512K	\$525K	\$584K	\$509K	\$517K	\$579K	\$559K	\$556K	\$536K	\$544K
Avg Listing Price	\$559K	\$624K	\$635K	\$591K	\$593K	\$642K	\$597K	\$609K	\$639K	\$616K	\$597K	\$603K	\$600K
Avg Listing Price as a % of Avg Est Value	111%	109%	111%	116%	113%	110%	117%	118%	110%	110%	107%	113%	110%

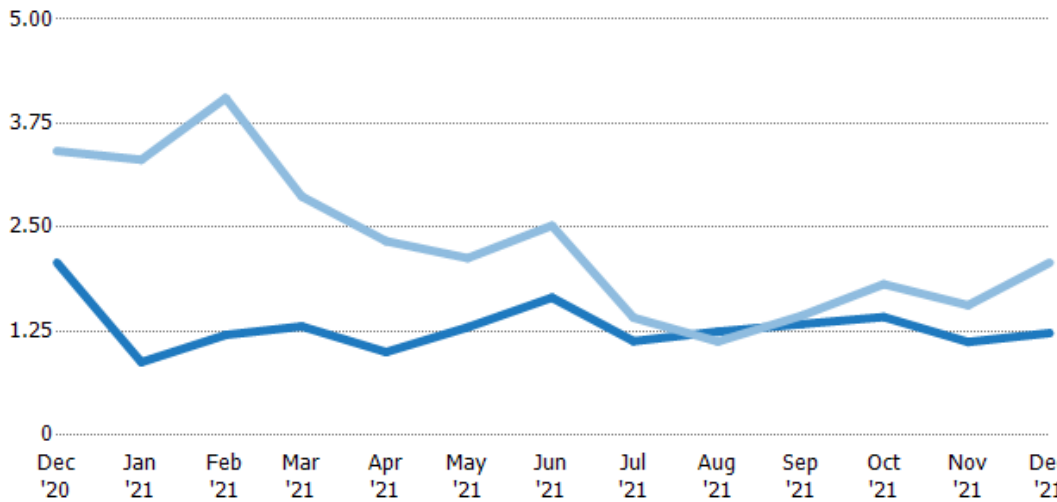
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida

Month/Year	Months	% Chg.
Dec '21	1.23	-40.8%
Dec '20	2.07	-39.3%
Dec '19	3.42	-30.6%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	2.07	0	1.21	1.31	1	1.3	1.65	1.13	1.25	1.34	1.42	1.12	1.23
Prior Year	3.42	3.31	4.05	2.87	2.33	2.13	2.52	1.41	1.13	1.44	1.82	1.56	2.07
Percent Change from Prior Year	-39%	-73%	-70%	-54%	-57%	-39%	-34%	-20%	11%	-7%	-22%	-28%	-41%

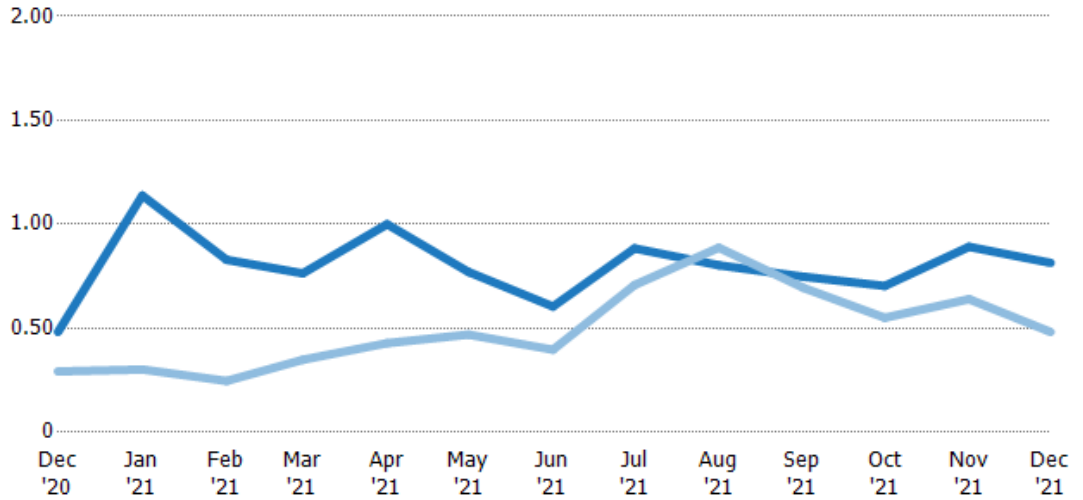
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida

Month/Year	Rate	Chg.
Dec '21	81%	-33.2%
Dec '20	48%	-18.9%
Dec '19	29%	44.2%

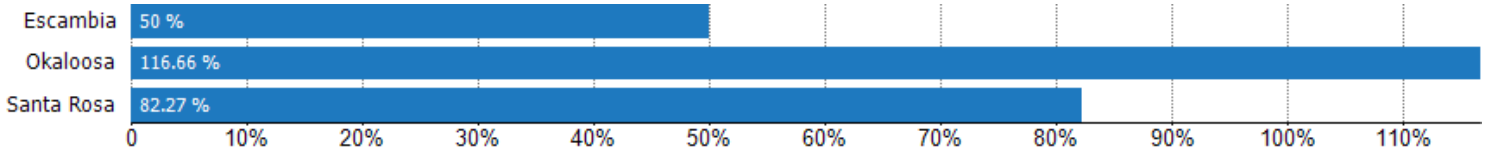


	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	48%	114%	83%	76%	100%	77%	60%	88%	80%	75%	70%	89%	81%
Prior Year	29%	30%	25%	35%	43%	47%	40%	71%	89%	69%	55%	64%	48%
Change from Prior Year	-19%	-84%	-58%	-42%	-57%	-30%	-21%	-18%	8%	-5%	-15%	-25%	-33%

Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida



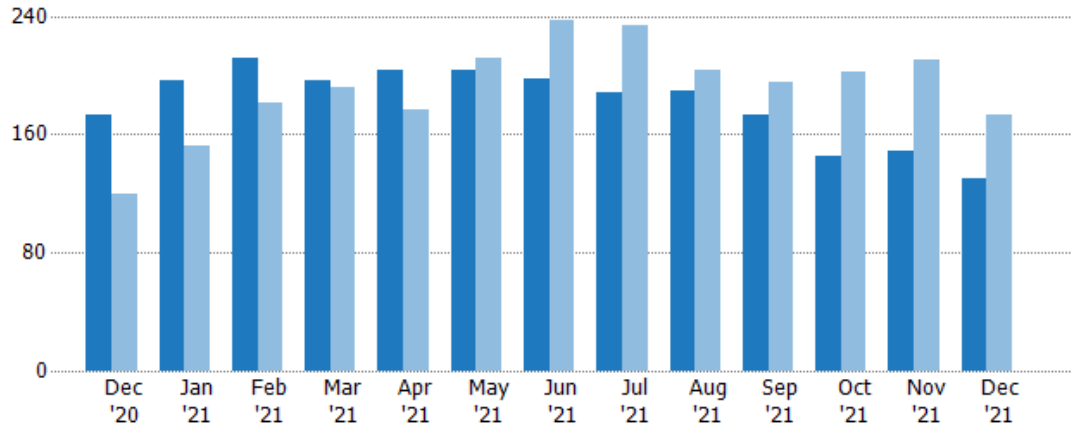
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida

Month/Year	Count	% Chg.
Dec '21	130	-24.9%
Dec '20	173	44.2%
Dec '19	120	-23.3%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	173	197	212	197	203	204	198	188	189	173	145	149	130
Prior Year	120	152	181	192	177	211	237	234	204	195	202	210	173
Percent Change from Prior Year	44%	30%	17%	3%	15%	-3%	-16%	-20%	-7%	-11%	-28%	-29%	-25%

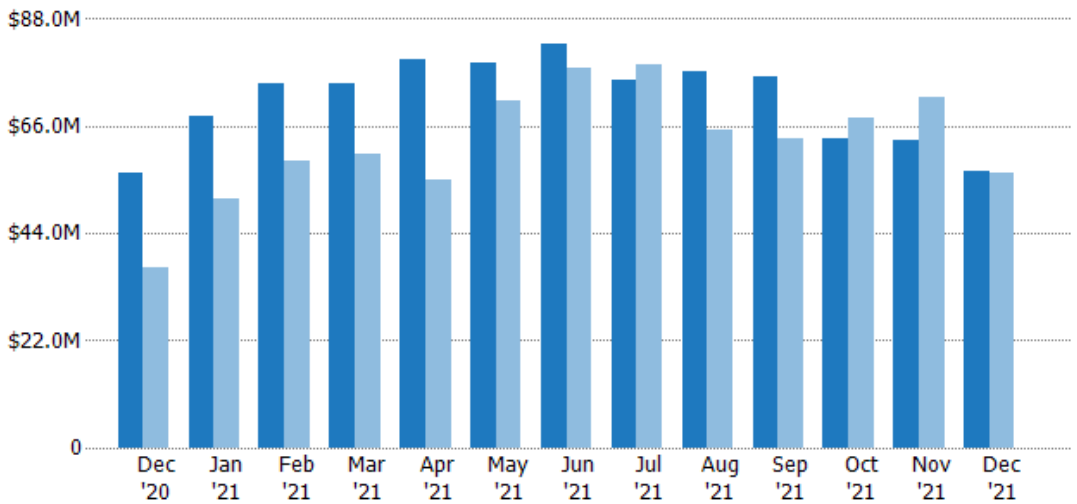
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida

Month/Year	Volume	% Chg.
Dec '21	\$56.9M	0.6%
Dec '20	\$56.6M	52.7%
Dec '19	\$37.1M	-14.6%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$56.6M	\$68.2M	\$74.7M	\$74.9M	\$79.9M	\$79.1M	\$82.9M	\$75.5M	\$77.3M	\$76.1M	\$63.3M	\$63.2M	\$56.9M
Prior Year	\$37.1M	\$51.1M	\$59M	\$60.2M	\$54.9M	\$71.3M	\$77.9M	\$78.8M	\$65.3M	\$63.5M	\$67.6M	\$72M	\$56.6M
Percent Change from Prior Year	53%	33%	27%	24%	45%	11%	6%	-4%	18%	20%	-6%	-12%	1%

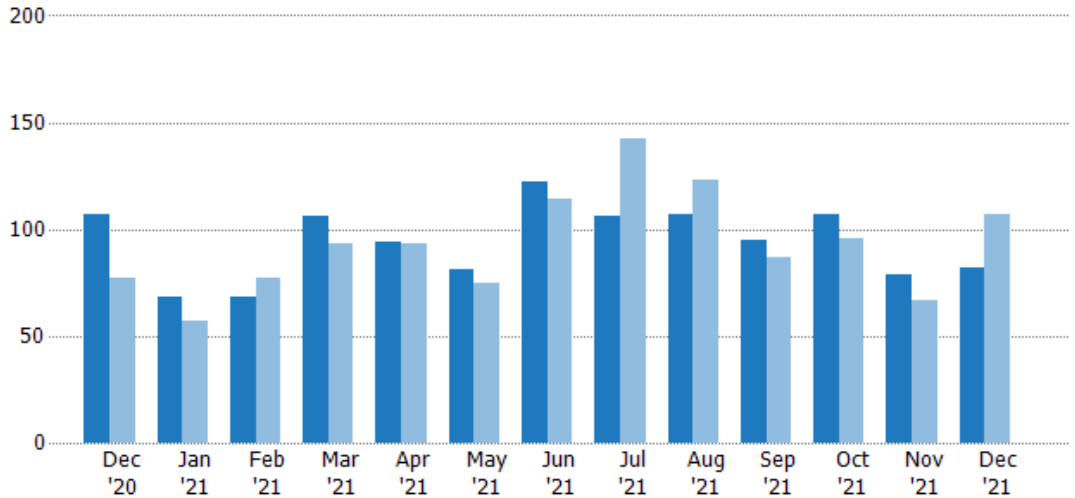
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida

Month/Year	Count	% Chg.
Dec '21	82	-23.4%
Dec '20	107	39%
Dec '19	77	26%



Current Year	107	68	68	106	94	81	122	106	107	95	107	79	82
Prior Year	77	57	77	93	93	75	114	142	123	87	96	67	107
Percent Change from Prior Year	39%	19%	-12%	14%	1%	8%	7%	-25%	-13%	9%	11%	18%	-23%

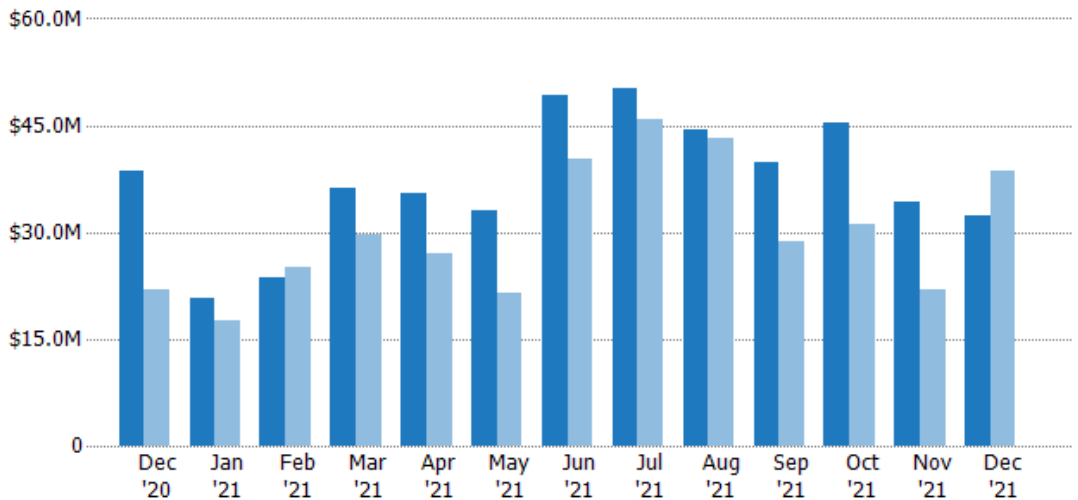
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida

Month/Year	Volume	% Chg.
Dec '21	\$32.4M	-15.9%
Dec '20	\$38.6M	75.8%
Dec '19	\$21.9M	24.4%



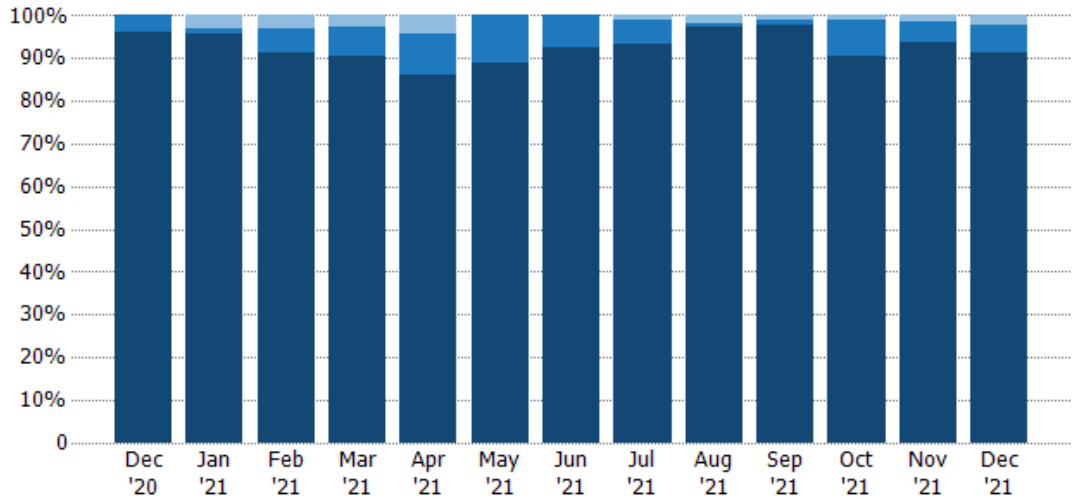
Current Year	\$38.6M	\$20.7M	\$23.7M	\$36.2M	\$35.4M	\$33M	\$49.2M	\$50.2M	\$44.3M	\$39.9M	\$45.4M	\$34.2M	\$32.4M
Prior Year	\$21.9M	\$17.7M	\$25M	\$29.6M	\$27.1M	\$21.4M	\$40.2M	\$45.8M	\$43.2M	\$28.8M	\$31.1M	\$21.9M	\$38.6M
Percent Change from Prior Year	76%	17%	-5%	23%	31%	54%	22%	10%	3%	39%	46%	56%	-16%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida

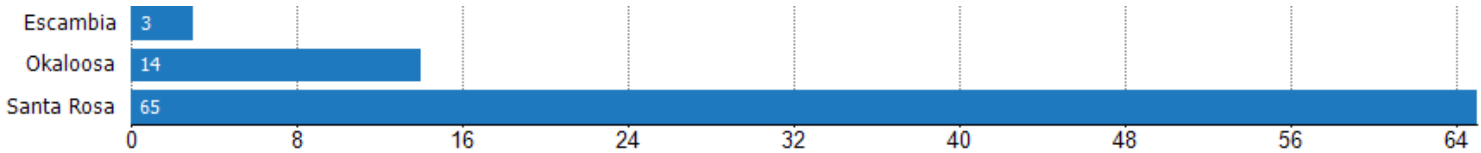


Mobile/Manufactured	-	3%	3%	3%	4%	-	-	1%	2%	1%	1%	1%	2%
Condo/Townhouse	4%	1%	6%	7%	10%	11%	7%	6%	1%	1%	8%	5%	6%
Single Family Residence	96%	96%	91%	91%	86%	89%	93%	93%	97%	98%	91%	94%	91%

Closed Sales (By County)

The total number of residential properties sold during the last month by county.

Filters Used: County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida

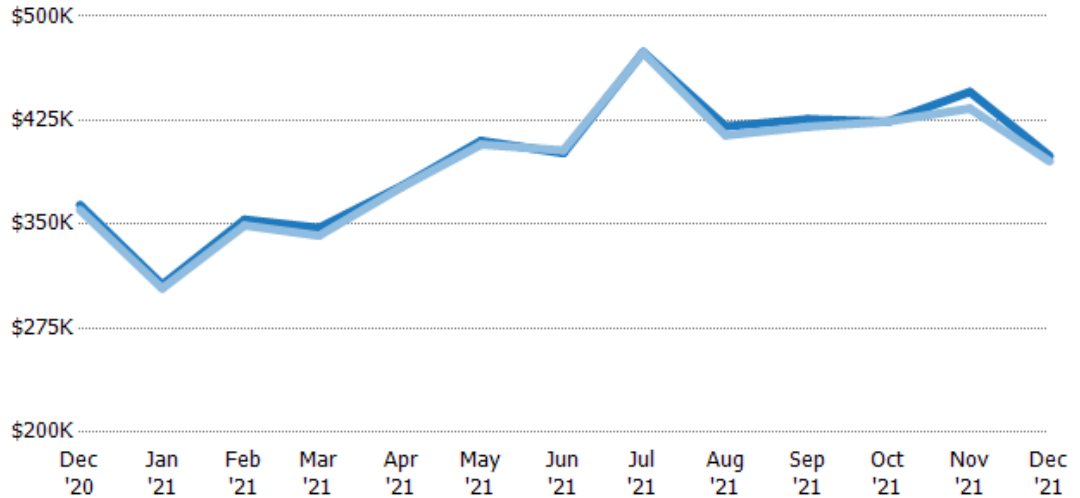


Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida



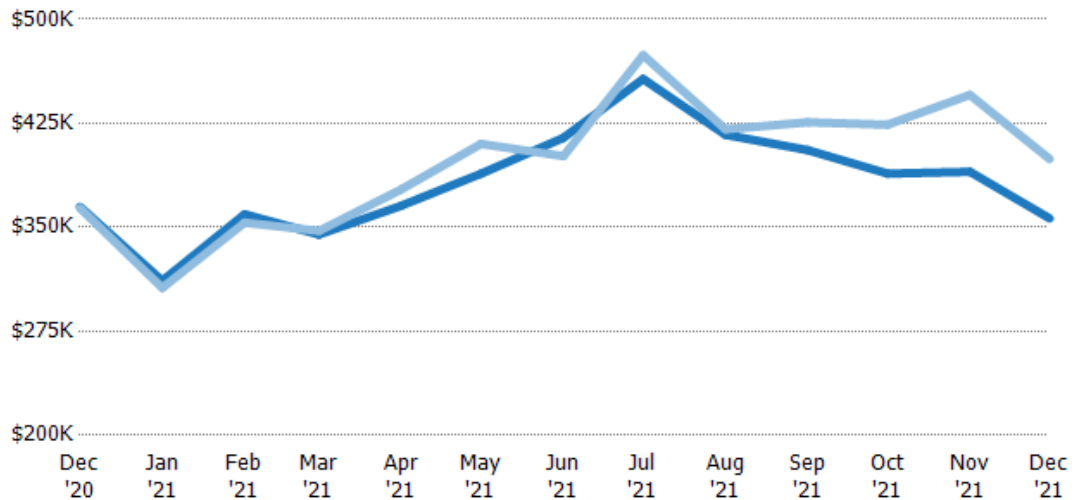
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg List Price	\$364K	\$306K	\$353K	\$347K	\$377K	\$410K	\$401K	\$474K	\$421K	\$426K	\$424K	\$445K	\$399K
Avg Sales Price	\$360K	\$304K	\$349K	\$342K	\$377K	\$408K	\$403K	\$474K	\$414K	\$420K	\$424K	\$433K	\$395K
Avg Sales Price as a % of Avg List Price	99%	99%	99%	98%	100%	99%	100%	100%	98%	99%	100%	97%	99%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida



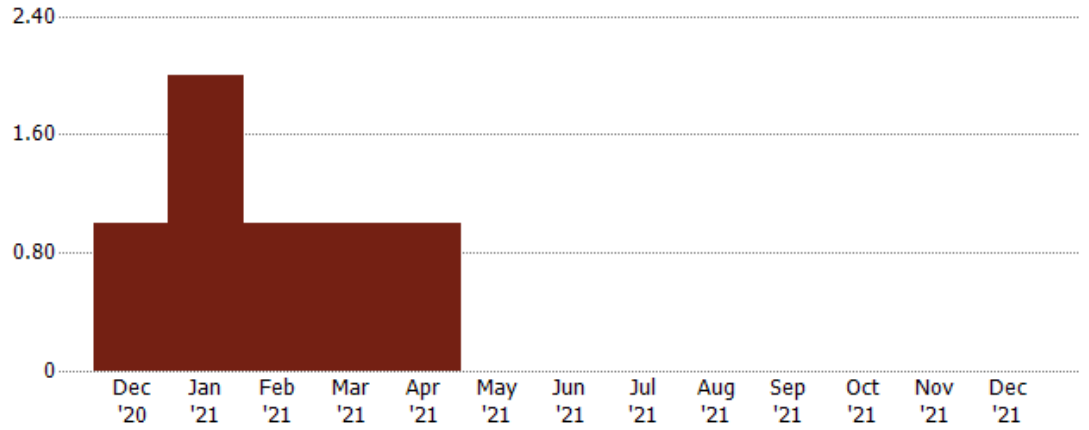
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$365K	\$311K	\$359K	\$345K	\$366K	\$389K	\$415K	\$457K	\$417K	\$406K	\$389K	\$390K	\$356K
Avg Sales Price	\$364K	\$306K	\$353K	\$347K	\$377K	\$410K	\$401K	\$474K	\$421K	\$426K	\$424K	\$445K	\$399K
Avg Sales Price as a % of Avg Est Value	100%	98%	98%	101%	103%	106%	97%	104%	101%	105%	109%	114%	112%

Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

Filters Used

County: Escambia County, Florida,
Okaloosa County, Florida, Santa
Rosa County, Florida



■ Current Year

Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details

Report Name: Monthly Market Data Report

Run Date: 01/04/2022

Scheduled: Yes

Report Date Range: From 12/2020 To: 12/2021

Information Included

- | | |
|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet | <input checked="" type="checkbox"/> Averages |
| <input type="checkbox"/> Include Key Metric Summary | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input type="checkbox"/> Medians |

MLS Filter

MLS: All

Listing Filters

Property Types: All

Sales Types: All

Price Range: None

Location Filters

State: All

County: Escambia County, Florida Okaloosa County, Florida Santa Rosa County, Florida

ZIP Code: All

Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 12/2021 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area