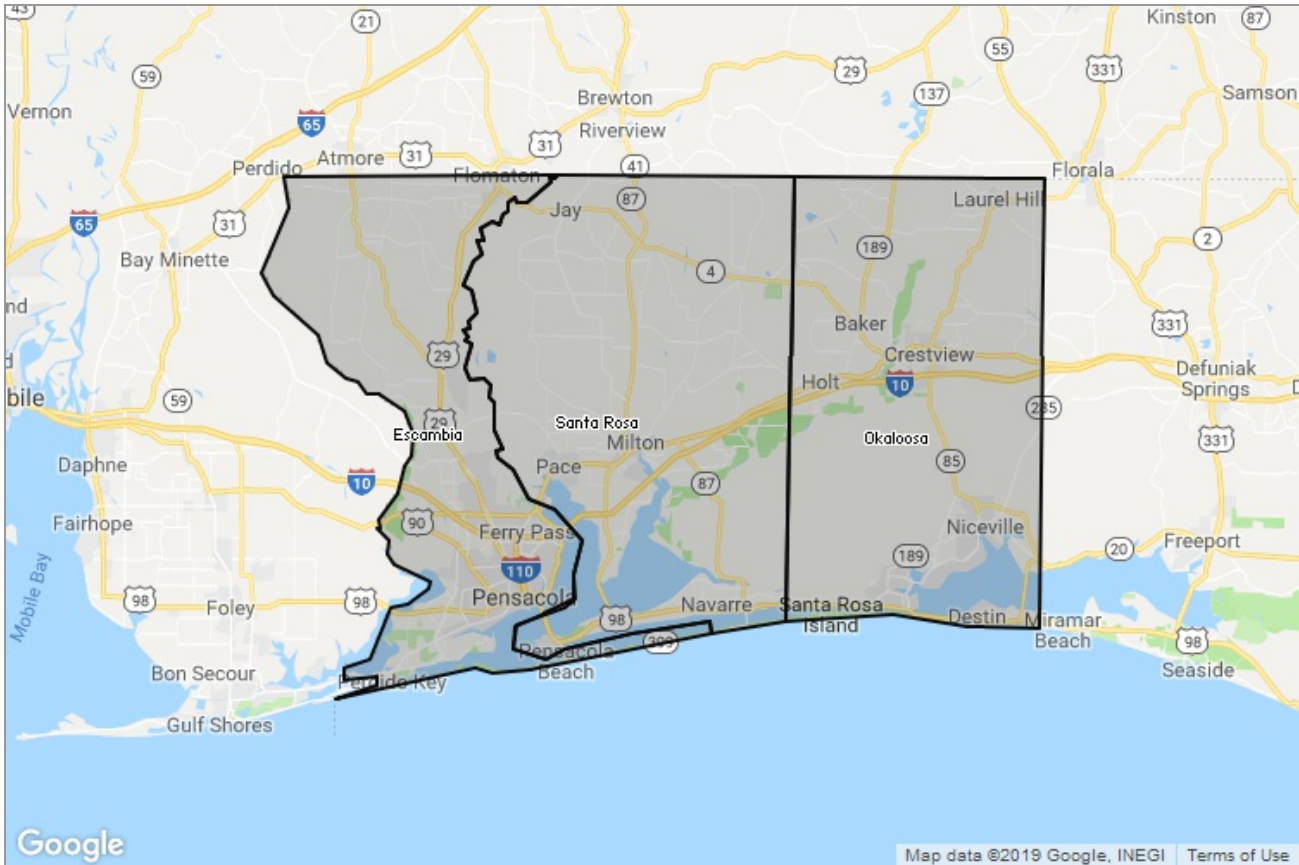


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
4/2018 – 4/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 05/07/2019

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

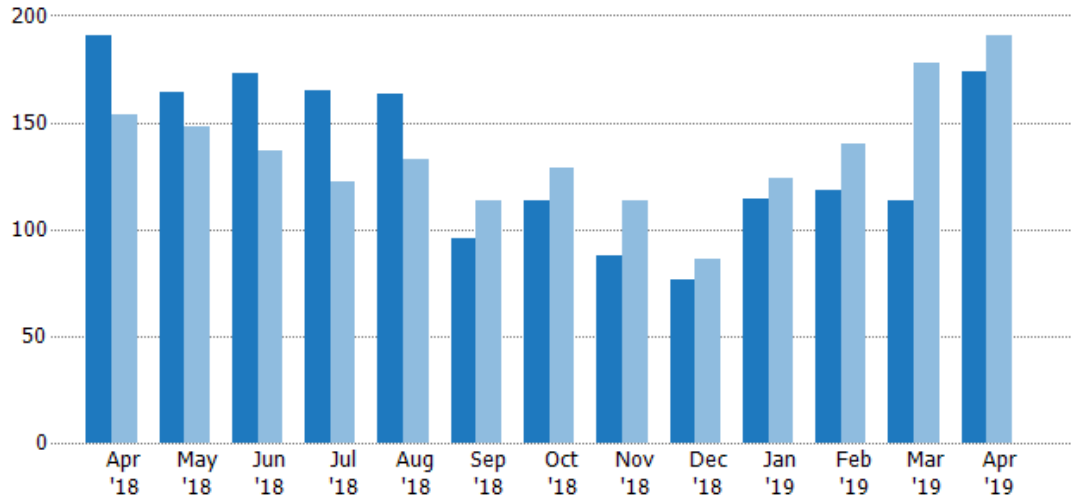
New Listings

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.
Apr '19	174	-8.9%
Apr '18	191	24%
Apr '17	154	-15.6%



Current Year	191	164	173	165	163	96	113	88	76	114	118	113	174
Prior Year	154	148	137	122	133	113	129	113	86	124	140	178	191
Percent Change from Prior Year	24%	11%	26%	35%	23%	-15%	-12%	-22%	-12%	-8%	-16%	-37%	-9%

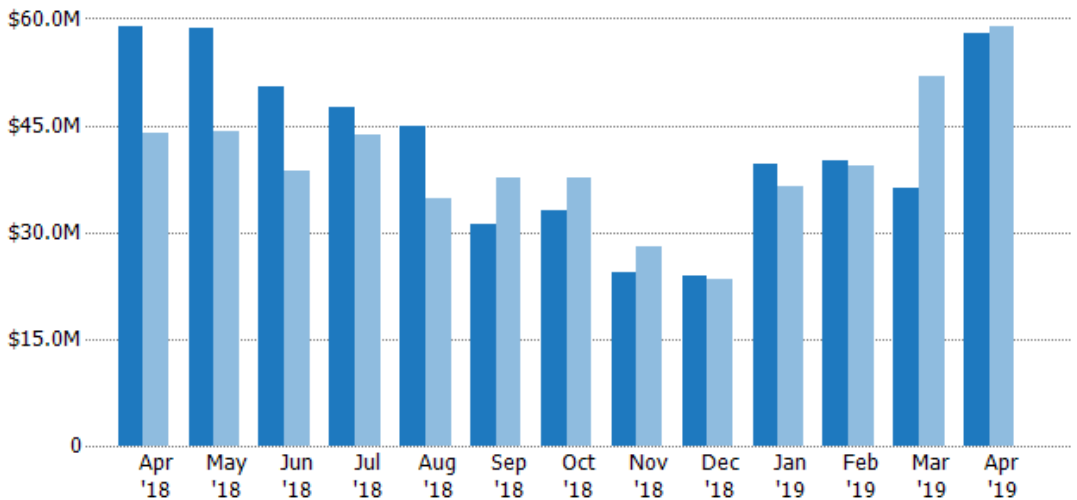
New Listing Volume

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.
Apr '19	\$58M	-1.4%
Apr '18	\$58.9M	34.2%
Apr '17	\$43.9M	-29%



Current Year	\$58.9M	\$58.6M	\$50.4M	\$47.6M	\$44.9M	\$31.1M	\$33.1M	\$24.2M	\$23.8M	\$39.6M	\$40.1M	\$36.3M	\$58M
Prior Year	\$43.9M	\$44.2M	\$38.5M	\$43.6M	\$34.9M	\$37.7M	\$37.6M	\$28.1M	\$23.4M	\$36.5M	\$39.3M	\$51.9M	\$58.9M
Percent Change from Prior Year	34%	32%	31%	9%	29%	-18%	-12%	-14%	2%	8%	2%	-30%	-1%

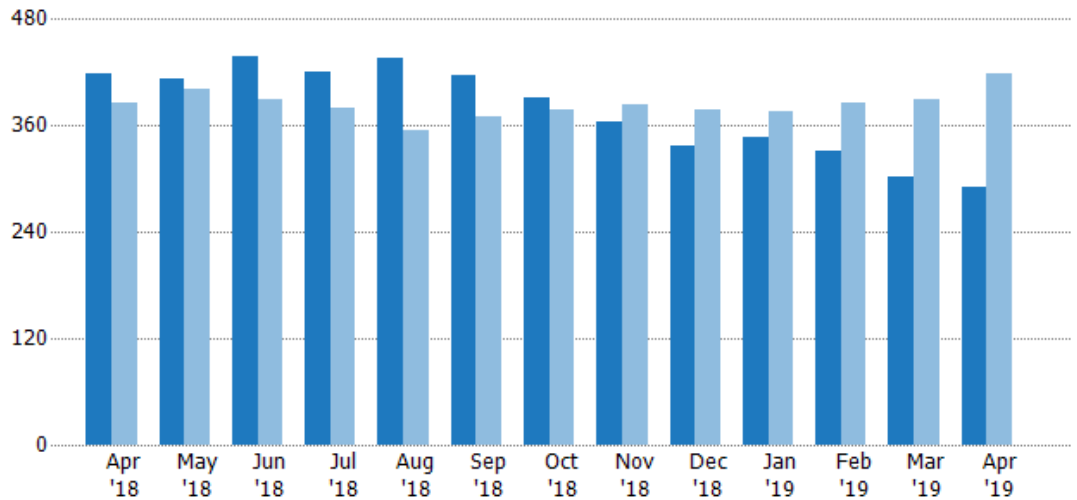
Active Listings

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.
Apr '19	291	-30.4%
Apr '18	418	8.6%
Apr '17	385	23.6%



Current Year	418	413	437	421	436	417	392	365	337	347	331	303	291
Prior Year	385	402	389	379	354	371	377	383	378	375	386	389	418
Percent Change from Prior Year	9%	3%	12%	11%	23%	12%	4%	-5%	-11%	-7%	-14%	-22%	-30%

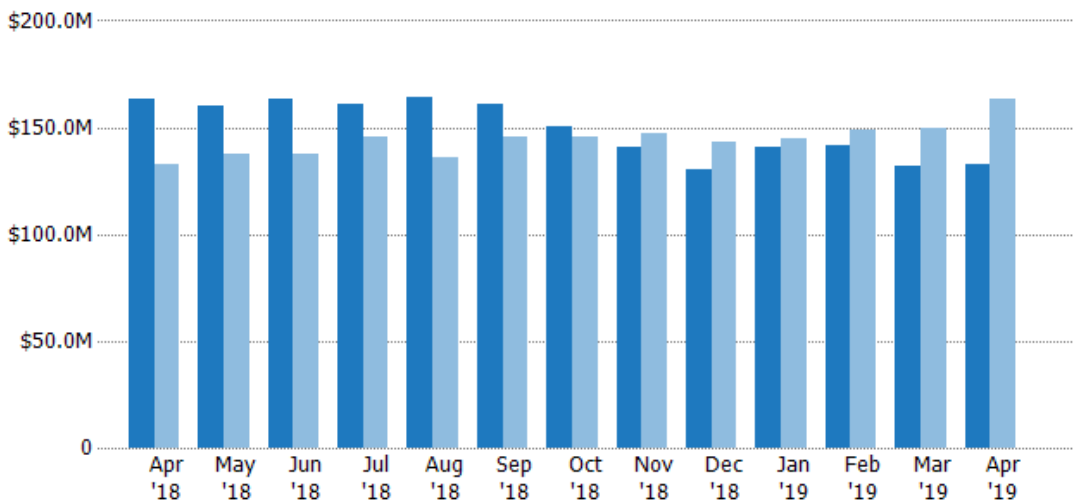
Active Listing Volume

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.
Apr '19	\$133M	-18.9%
Apr '18	\$164M	23.6%
Apr '17	\$132M	-3.5%



Current Year	\$164M	\$160M	\$163M	\$161M	\$164M	\$161M	\$150M	\$141M	\$130M	\$140M	\$141M	\$132M	\$133M
Prior Year	\$132M	\$138M	\$137M	\$146M	\$136M	\$145M	\$146M	\$147M	\$143M	\$145M	\$149M	\$149M	\$164M
Percent Change from Prior Year	24%	16%	19%	10%	20%	11%	3%	-4%	-9%	-3%	-5%	-12%	-19%

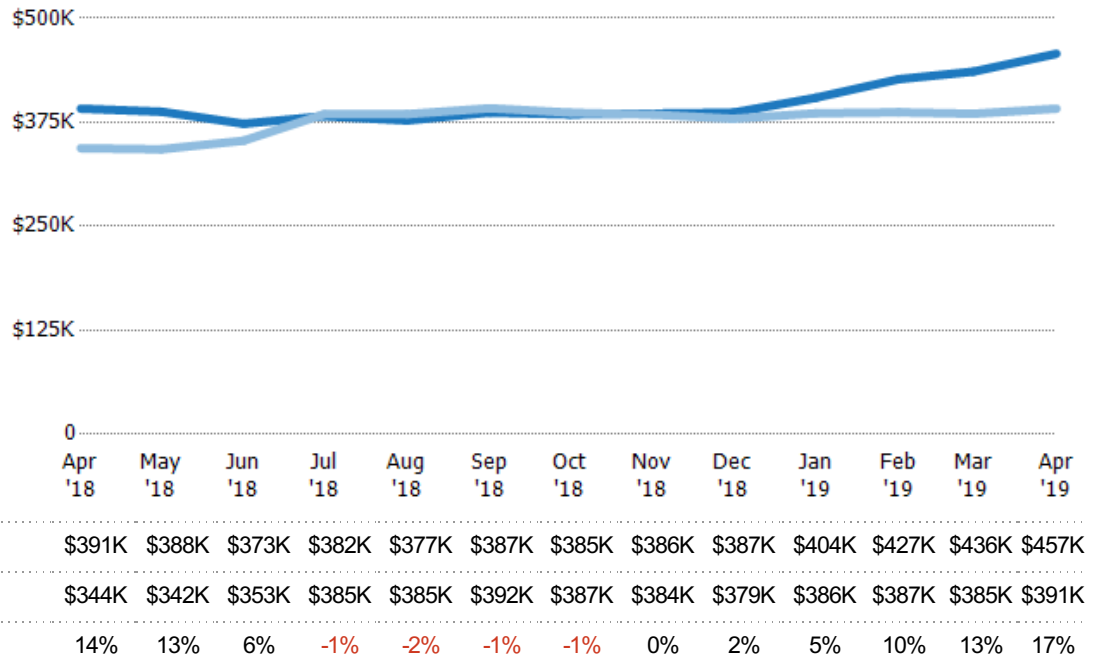
Average Listing Price

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.
Apr '19	\$457K	16.8%
Apr '18	\$391K	13.8%
Apr '17	\$344K	-21.4%



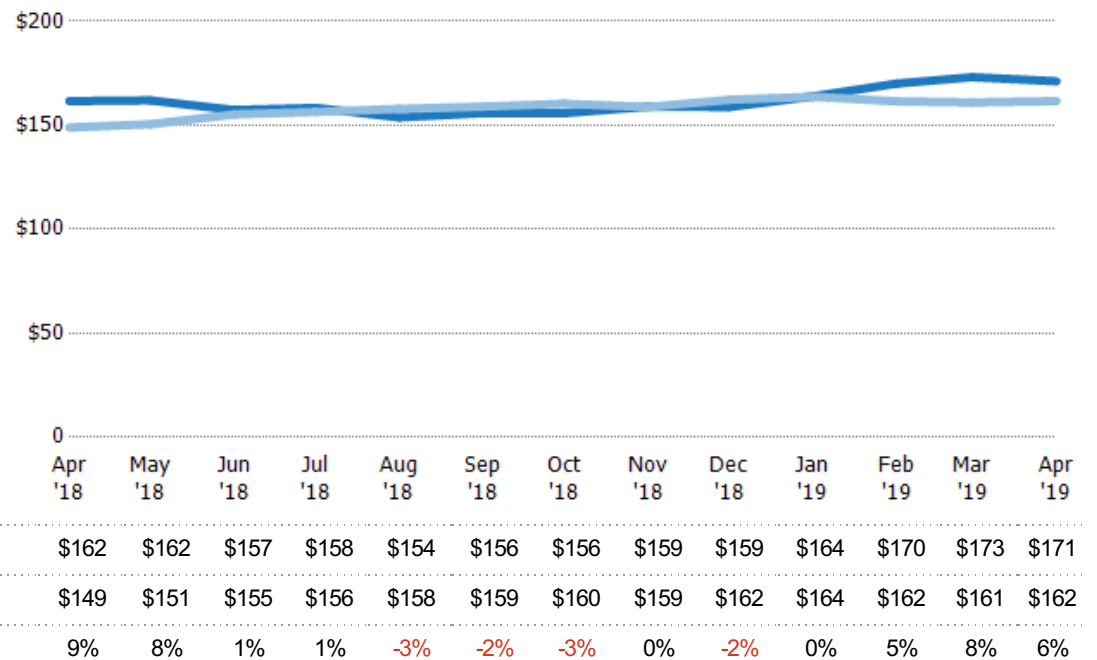
Average Listing Price per Sq Ft

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.
Apr '19	\$171	5.9%
Apr '18	\$162	8.5%
Apr '17	\$149	-14.4%

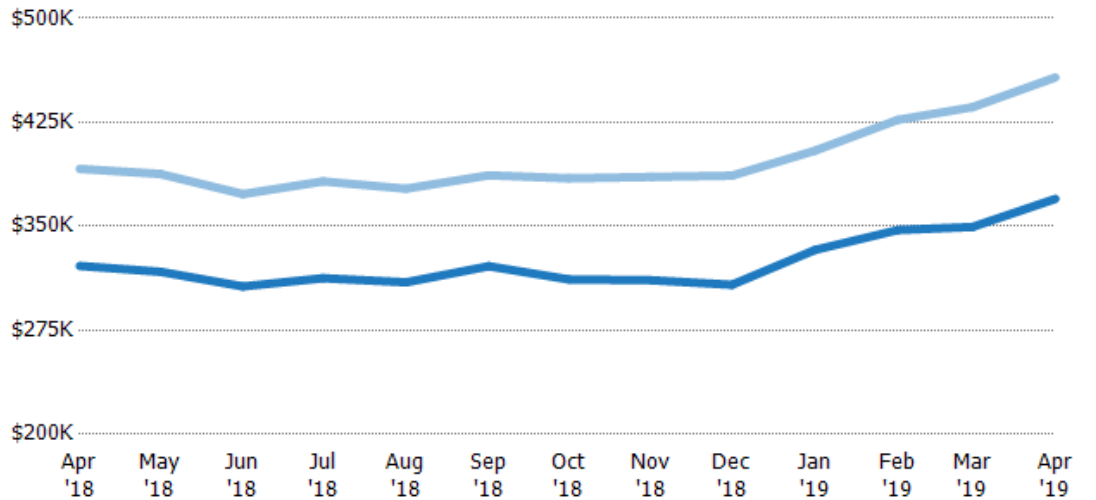


Average Listing Price vs Average Est Value

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



Avg Est Value	\$321K	\$317K	\$307K	\$313K	\$310K	\$321K	\$312K	\$311K	\$308K	\$333K	\$347K	\$350K	\$370K
Avg Listing Price	\$391K	\$388K	\$373K	\$382K	\$377K	\$387K	\$385K	\$386K	\$387K	\$404K	\$427K	\$436K	\$457K
Avg Listing Price as a % of Avg Est Value	122%	122%	122%	122%	122%	120%	123%	124%	126%	122%	123%	125%	124%

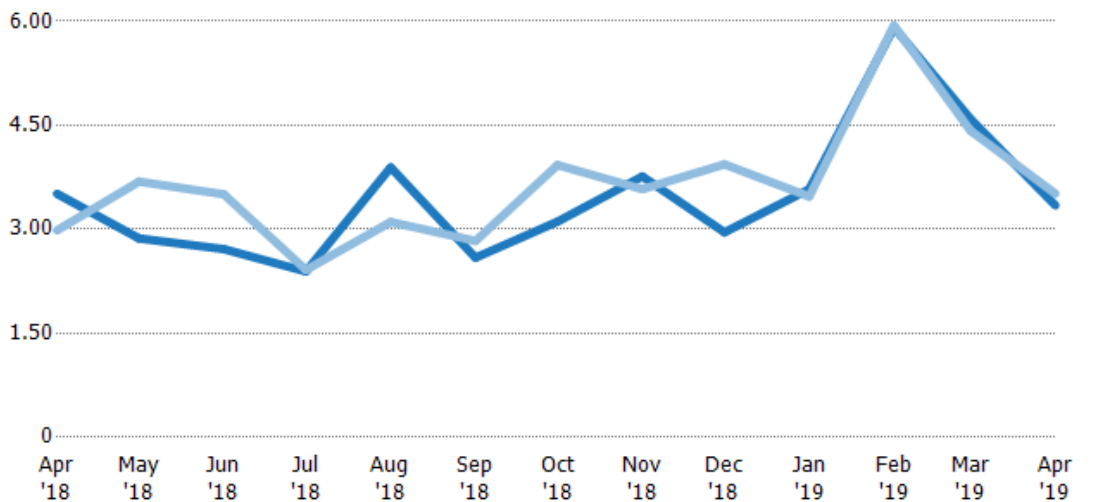
Months of Inventory

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.
Apr '19	3.34	-4.8%
Apr '18	3.51	17.7%
Apr '17	2.98	53.4%



Current Year	3.51	2.87	2.71	2.39	3.89	2.59	3.11	3.76	2.96	3.58	5.91	4.59	3.34
Prior Year	2.98	3.69	3.5	2.41	3.11	2.83	3.93	3.58	3.94	3.47	5.94	4.42	3.51
Percent Change from Prior Year	18%	-22%	-23%	-1%	25%	-9%	-21%	5%	-25%	3%	0%	4%	-5%

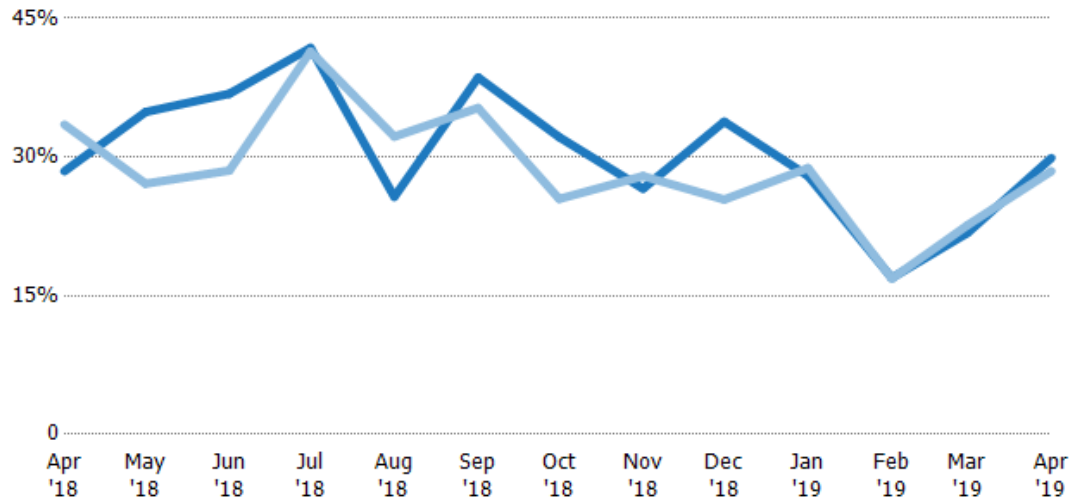
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Apr '19	30%	-1.4%
Apr '18	28%	5%
Apr '17	34%	-34.8%

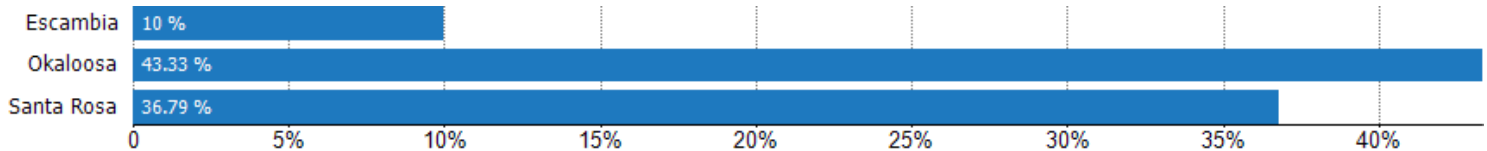


Current Year	28%	35%	37%	42%	26%	39%	32%	27%	34%	28%	17%	22%	30%
Prior Year	34%	27%	29%	41%	32%	35%	25%	28%	25%	29%	17%	23%	28%
Change from Prior Year	5%	-8%	-8%	0%	7%	-3%	-7%	1%	-8%	1%	0%	1%	-1%

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



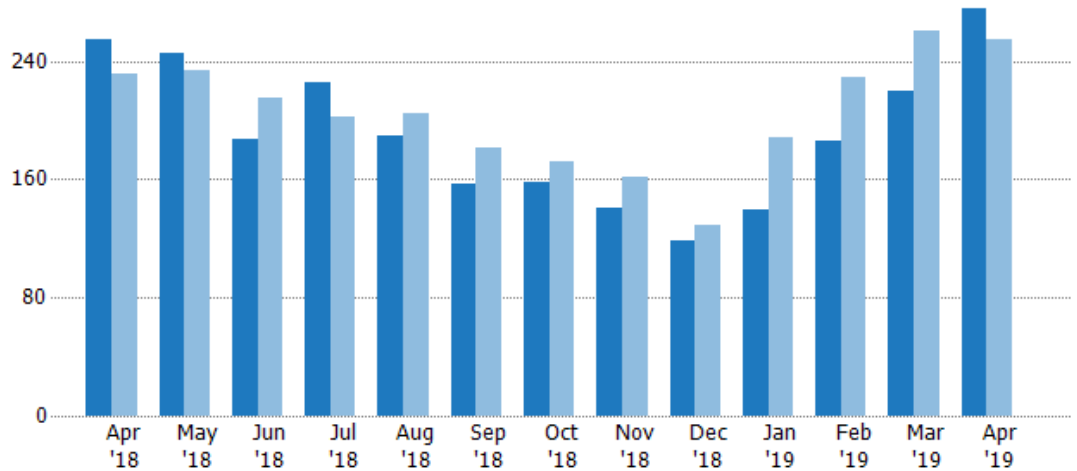
Pending Sales

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.
Apr '19	275	7.8%
Apr '18	255	10.4%
Apr '17	231	-24.2%



Current Year	255	245	187	225	190	157	158	141	118	140	186	220	275
Prior Year	231	234	215	202	205	181	172	161	129	188	229	261	255
Percent Change from Prior Year	10%	5%	-13%	11%	-7%	-13%	-8%	-12%	-9%	-26%	-19%	-16%	8%

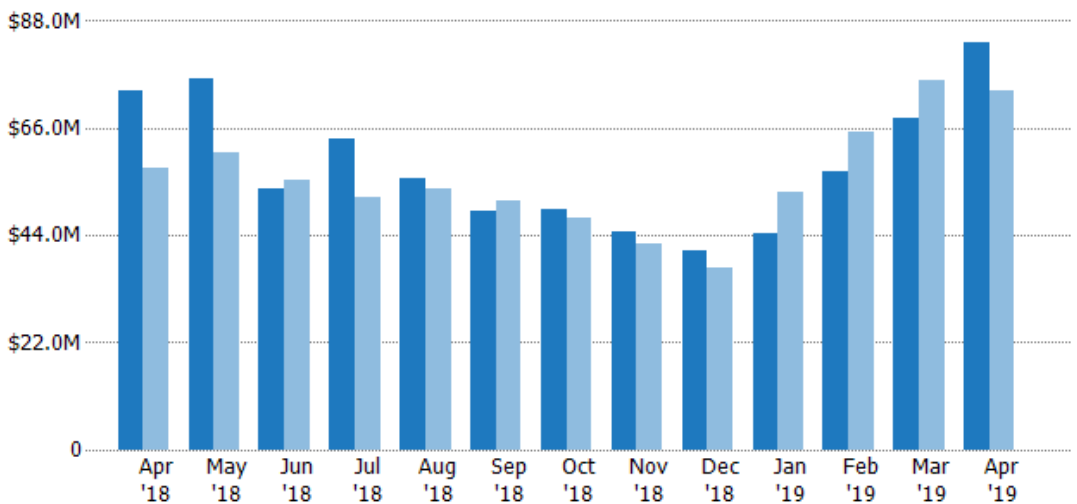
Pending Sales Volume

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.
Apr '19	\$83.7M	13.3%
Apr '18	\$73.8M	27.9%
Apr '17	\$57.7M	-27.4%



Current Year	\$73.8M	\$76.1M	\$53.6M	\$63.6M	\$55.8M	\$49M	\$49.3M	\$44.8M	\$40.7M	\$44.3M	\$57.2M	\$68M	\$83.7M
Prior Year	\$57.7M	\$60.9M	\$55.5M	\$51.6M	\$53.5M	\$51M	\$47.5M	\$42.3M	\$37.5M	\$53M	\$65.3M	\$76M	\$73.8M
Percent Change from Prior Year	28%	25%	-3%	23%	4%	-4%	4%	6%	9%	-16%	-12%	-10%	13%

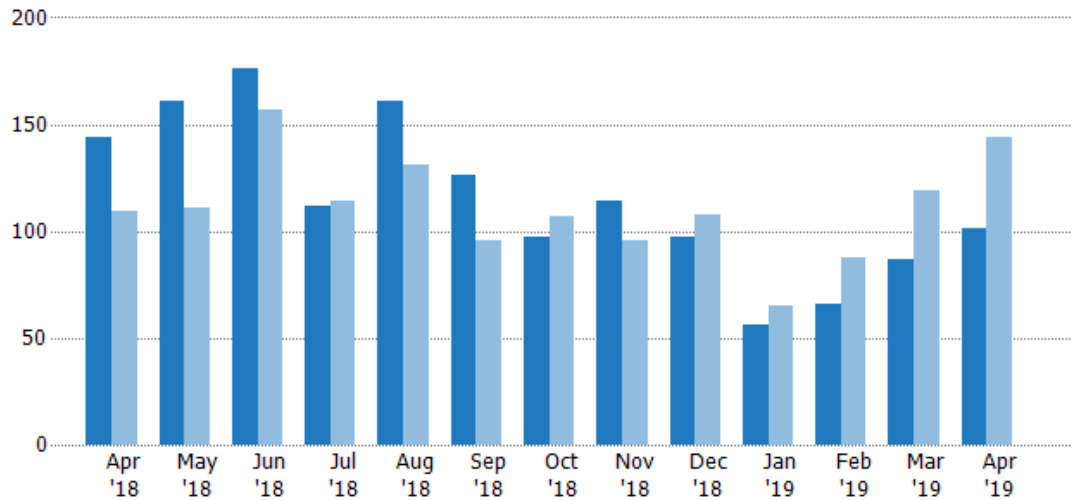
Closed Sales

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.
Apr '19	101	-29.9%
Apr '18	144	32.1%
Apr '17	109	-27.5%



Current Year	144	161	176	112	161	126	97	114	97	56	66	87	101
Prior Year	109	111	157	114	131	96	107	96	108	65	88	119	144
Percent Change from Prior Year	32%	45%	12%	-2%	23%	31%	-9%	19%	-10%	-14%	-25%	-27%	-30%

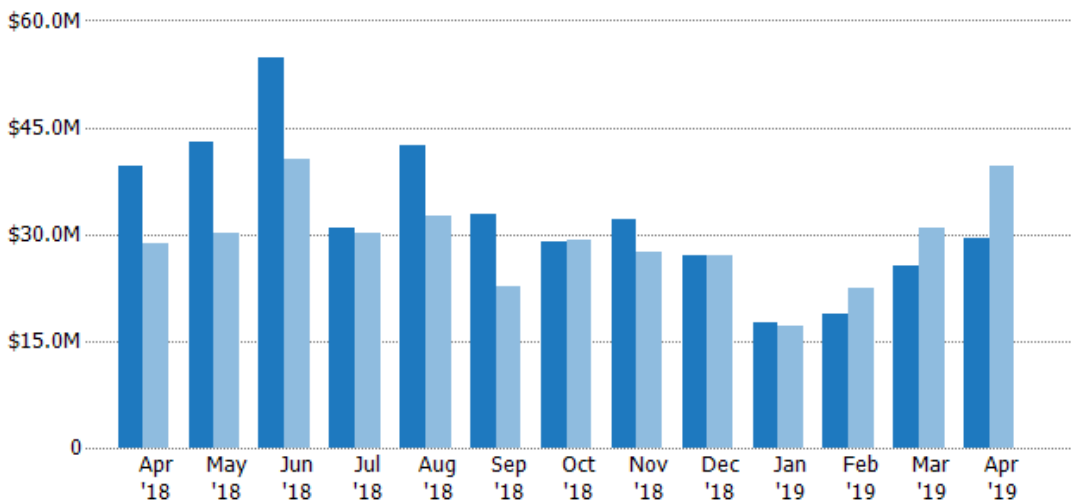
Closed Sales Volume

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.
Apr '19	\$29.5M	-25.4%
Apr '18	\$39.6M	38.1%
Apr '17	\$28.7M	-34.2%



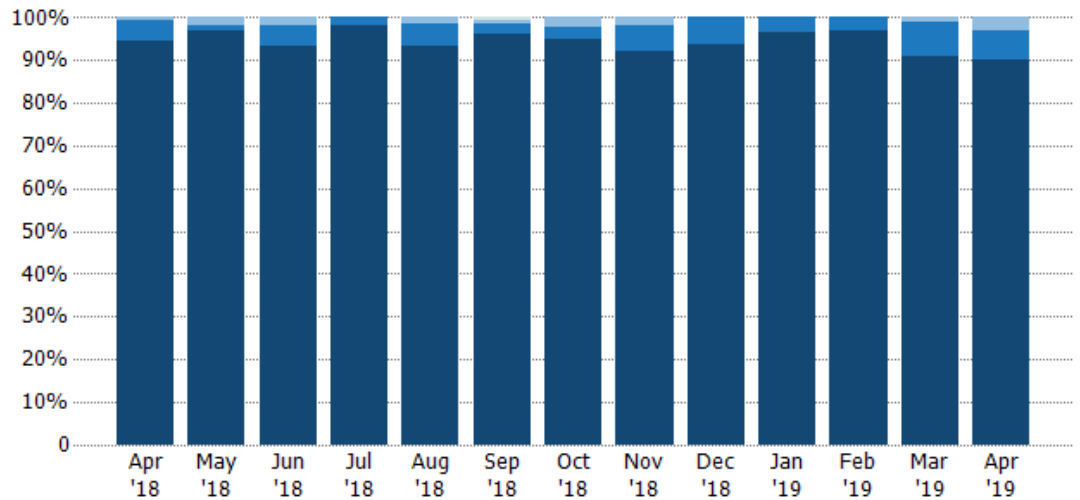
Current Year	\$39.6M	\$43M	\$54.8M	\$30.8M	\$42.5M	\$32.8M	\$28.9M	\$32M	\$27M	\$17.5M	\$18.9M	\$25.6M	\$29.5M
Prior Year	\$28.7M	\$30.2M	\$40.5M	\$30.1M	\$32.5M	\$22.7M	\$29.1M	\$27.4M	\$27M	\$17M	\$22.5M	\$30.8M	\$39.6M
Percent Change from Prior Year	38%	42%	35%	2%	31%	44%	-1%	17%	0%	3%	-16%	-17%	-25%

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



Other	-	-	-	-	-	1%	-	-	-	-	-	-	-
Mobile/Manufactured	1%	2%	2%	-	1%	1%	2%	2%	-	-	-	1%	3%
Condo/Townhouse	5%	1%	5%	2%	6%	2%	3%	6%	6%	4%	3%	8%	7%
Single Family Residence	94%	97%	93%	98%	93%	96%	95%	92%	94%	96%	97%	91%	90%

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

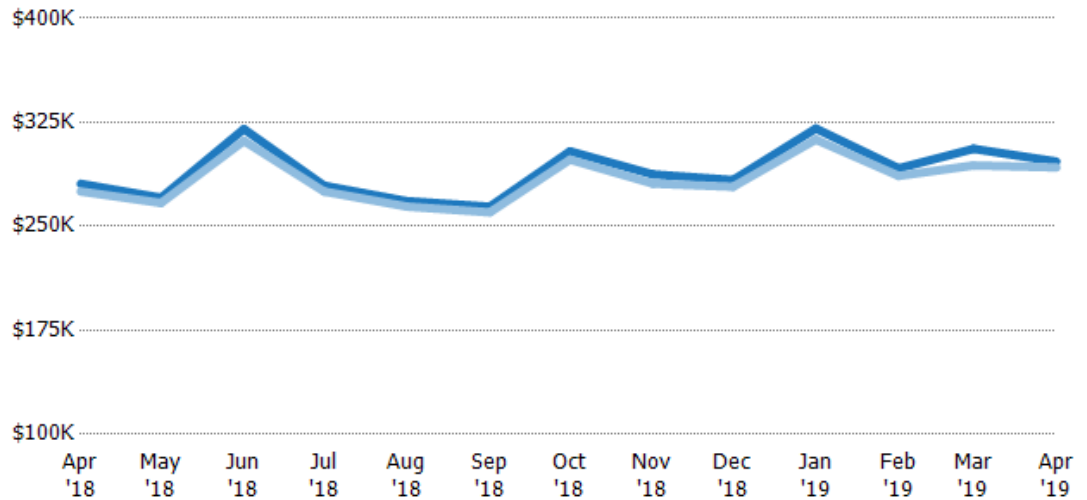


Average Sales Price vs Average Listing Price

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

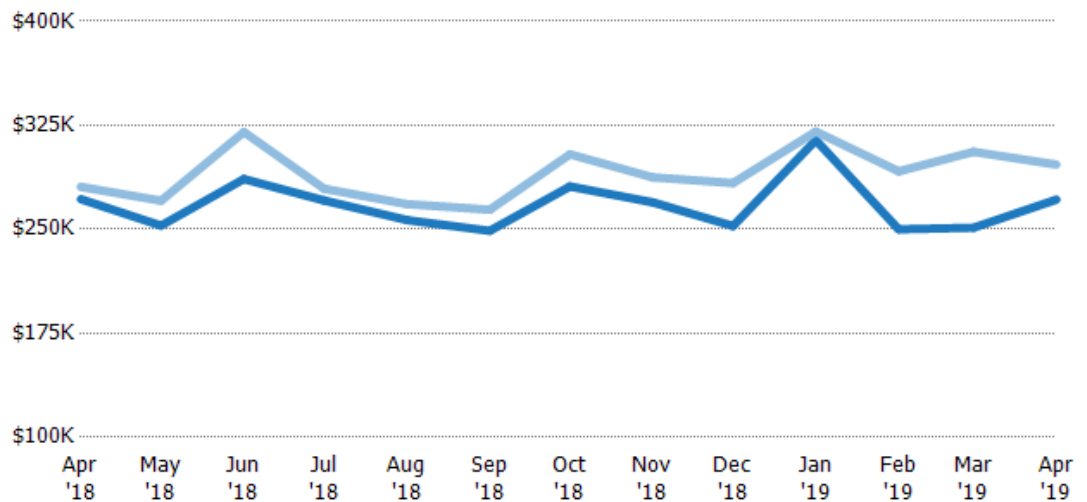


Average Sales Price vs Average Est Value

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



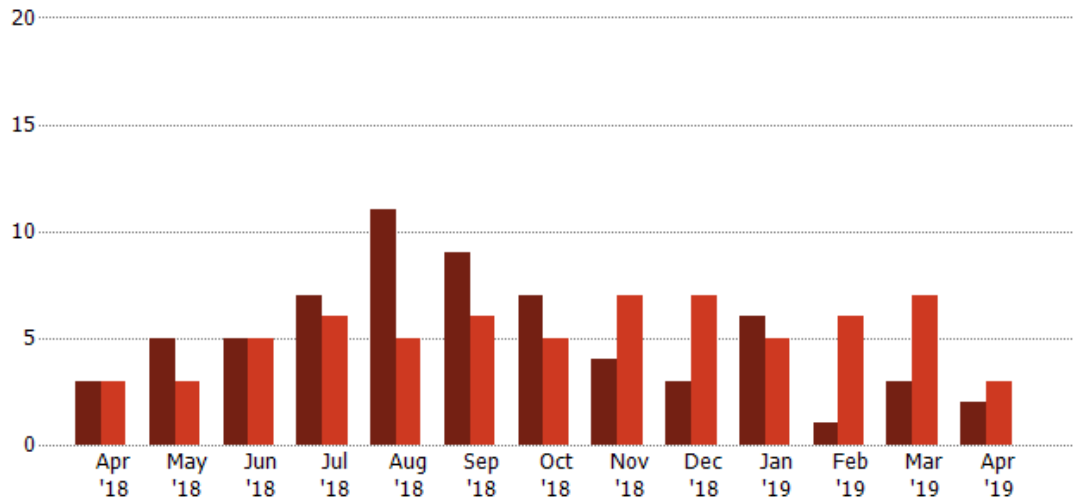
Distressed Listings

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

Month/ Year	Count	% Chg.
Apr '19	2	-33.3%
Apr '18	3	0%
Apr '17	3	333.3%



Current Year	3	5	5	7	11	9	7	4	3	6	1	3	2
Prior Year	3	3	5	6	5	6	5	7	7	5	6	7	3
Percent Change from Prior Year	0%	67%	0%	17%	120%	50%	40%	-43%	-57%	20%	-83%	-57%	-33%

Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

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



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: 05/07/2019

Scheduled: Yes

Report Date Range: From 4/2018 To: 4/2019

Information Included

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

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 4/2019 data

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