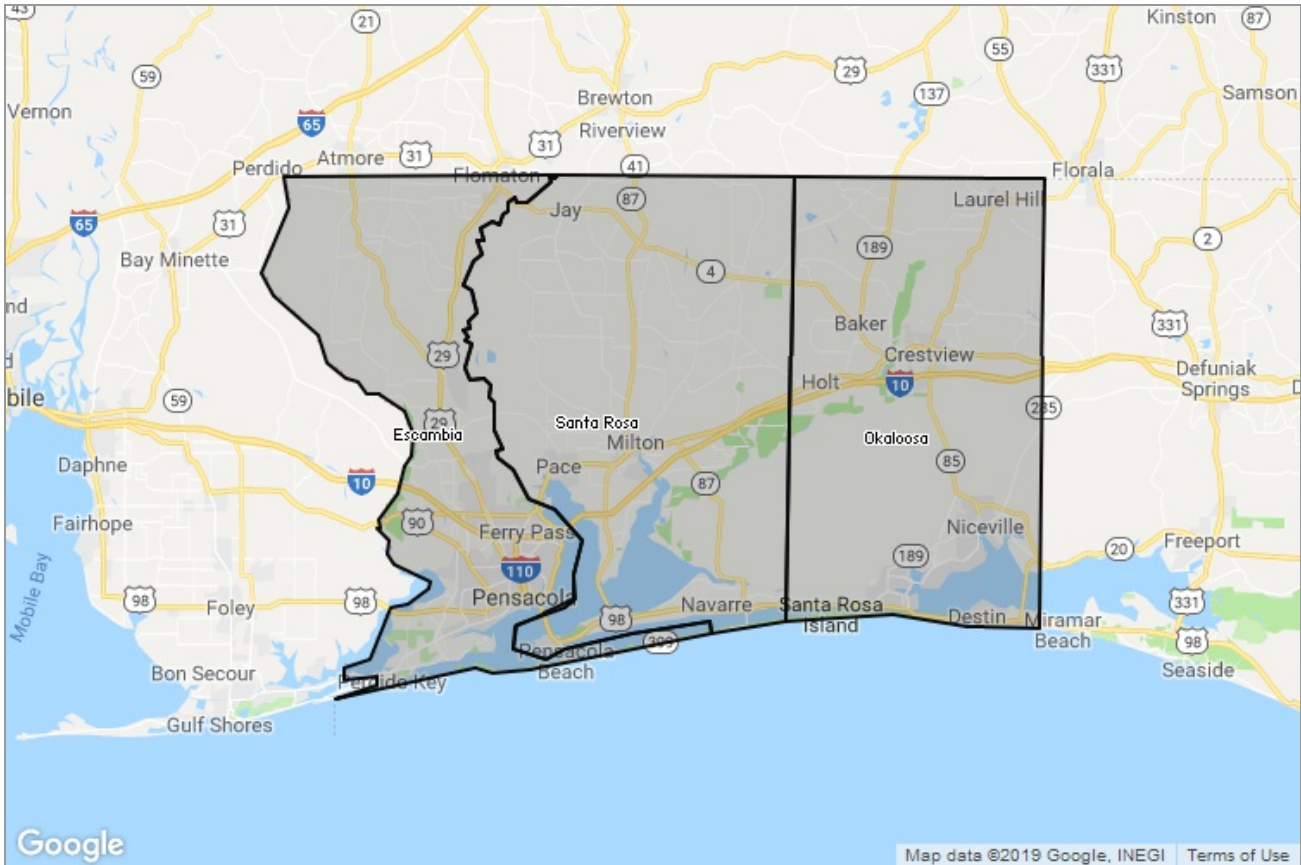


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
6/2018 – 6/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 07/06/2019

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

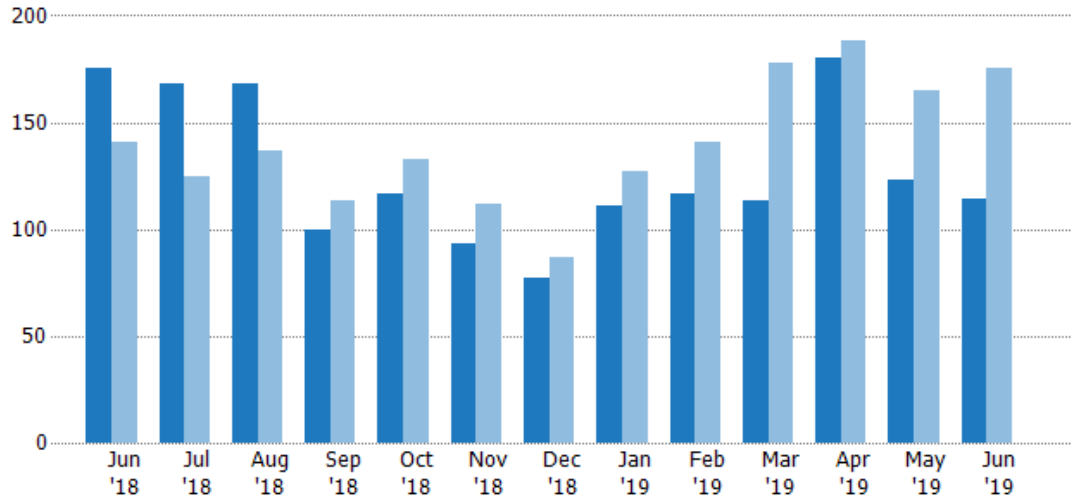
New Listings

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.
Jun '19	114	-34.9%
Jun '18	175	24.1%
Jun '17	141	9.9%



Current Year	175	168	168	100	117	93	77	111	117	113	180	123	114
Prior Year	141	125	137	113	133	112	87	127	141	178	188	165	175
Percent Change from Prior Year	24%	34%	23%	-12%	-12%	-17%	-11%	-13%	-17%	-37%	-4%	-25%	-35%

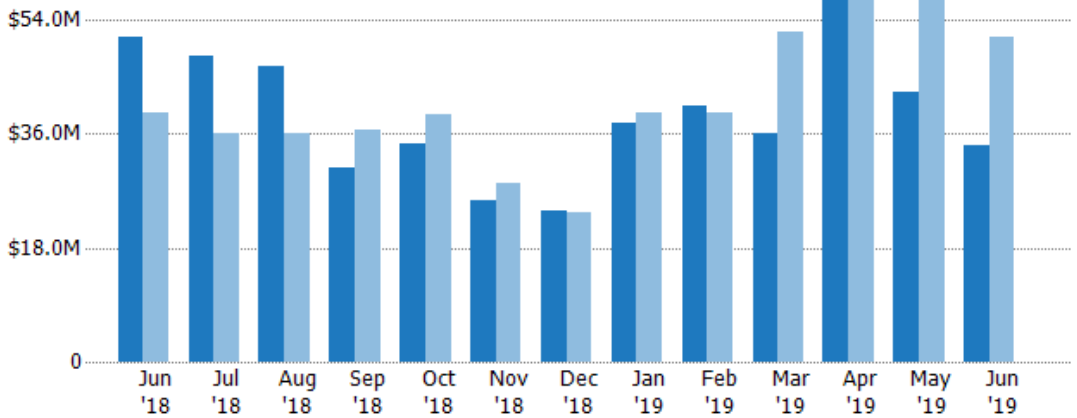
New Listing Volume

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.
Jun '19	\$34.3M	-33%
Jun '18	\$51.1M	29.9%
Jun '17	\$39.4M	4.8%



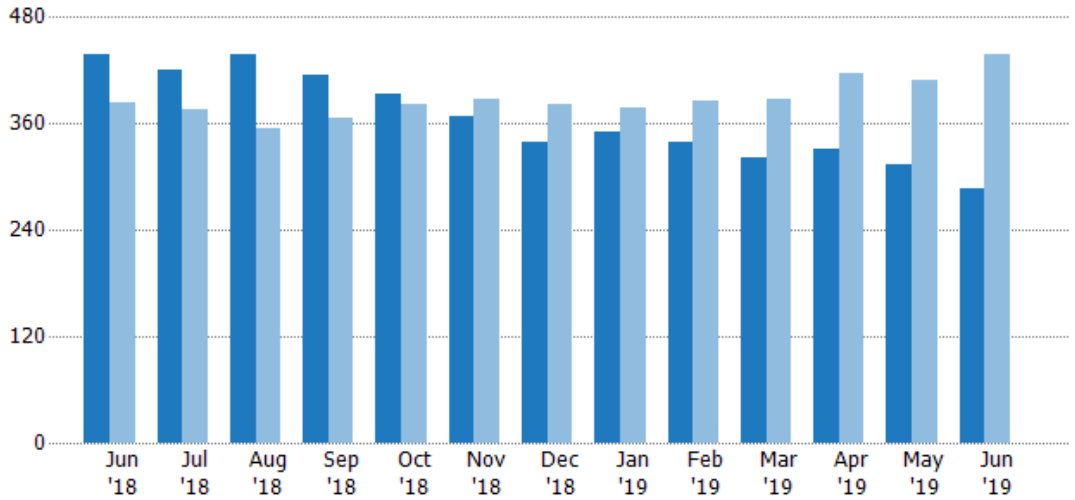
Current Year	\$51.1M	\$48.4M	\$46.7M	\$30.7M	\$34.4M	\$25.5M	\$23.8M	\$37.8M	\$40.4M	\$36M	\$60.1M	\$42.6M	\$34.3M
Prior Year	\$39.4M	\$36.1M	\$35.9M	\$36.6M	\$39M	\$28.2M	\$23.6M	\$39.3M	\$39.4M	\$52.1M	\$58.2M	\$59M	\$51.1M
Percent Change from Prior Year	30%	34%	30%	-16%	-12%	-9%	1%	-4%	2%	-31%	3%	-28%	-33%

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.
Jun '19	287	-34.5%
Jun '18	438	14.1%
Jun '17	384	25.8%

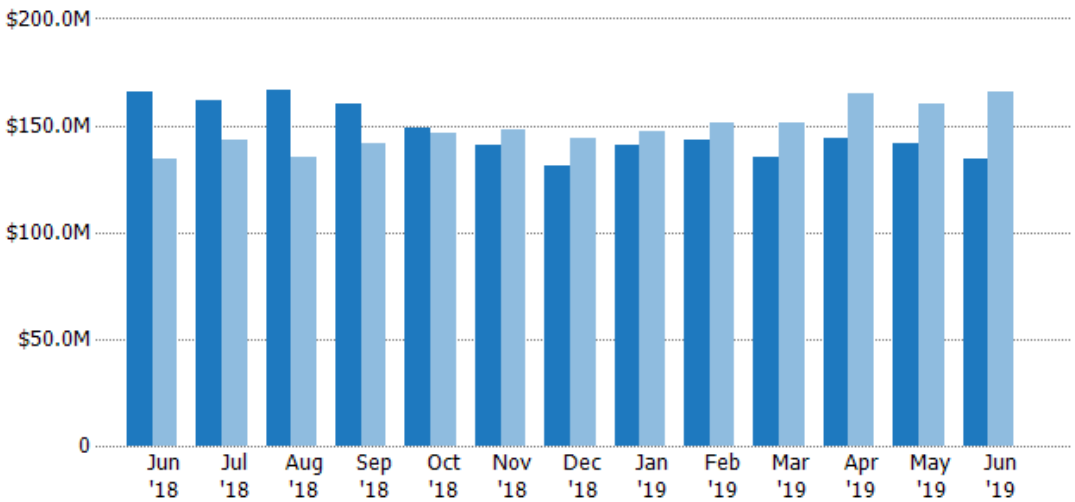
Current Year	438	420	437	414	393	368	339	351	340	321	332	313	287
Prior Year	384	376	354	366	381	387	381	377	386	388	416	408	438
Percent Change from Prior Year	14%	12%	23%	13%	3%	-5%	-11%	-7%	-12%	-17%	-20%	-23%	-34%

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.
Jun '19	\$134M	-19%
Jun '18	\$166M	23.5%
Jun '17	\$134M	1.9%

Current Year	\$166M	\$162M	\$166M	\$160M	\$149M	\$141M	\$131M	\$141M	\$143M	\$135M	\$144M	\$142M	\$134M
Prior Year	\$134M	\$143M	\$135M	\$142M	\$147M	\$148M	\$144M	\$147M	\$151M	\$151M	\$165M	\$160M	\$166M
Percent Change from Prior Year	24%	13%	23%	13%	1%	-5%	-9%	-4%	-5%	-10%	-13%	-11%	-19%

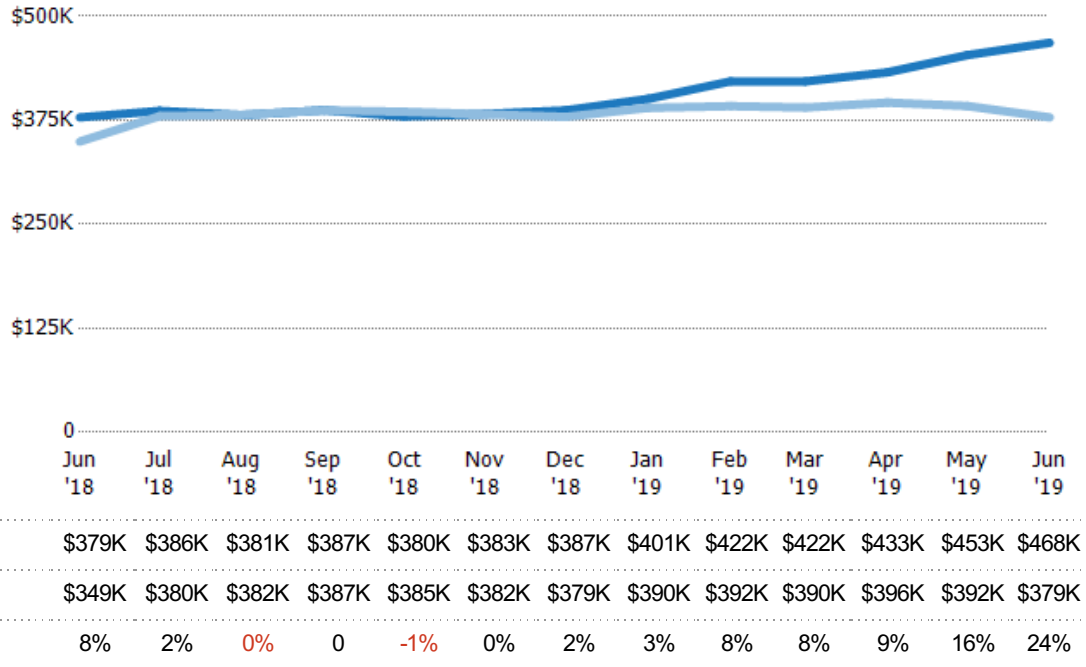
Average Listing Price

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.
Jun '19	\$468K	23.7%
Jun '18	\$379K	8.3%
Jun '17	\$349K	-18.7%



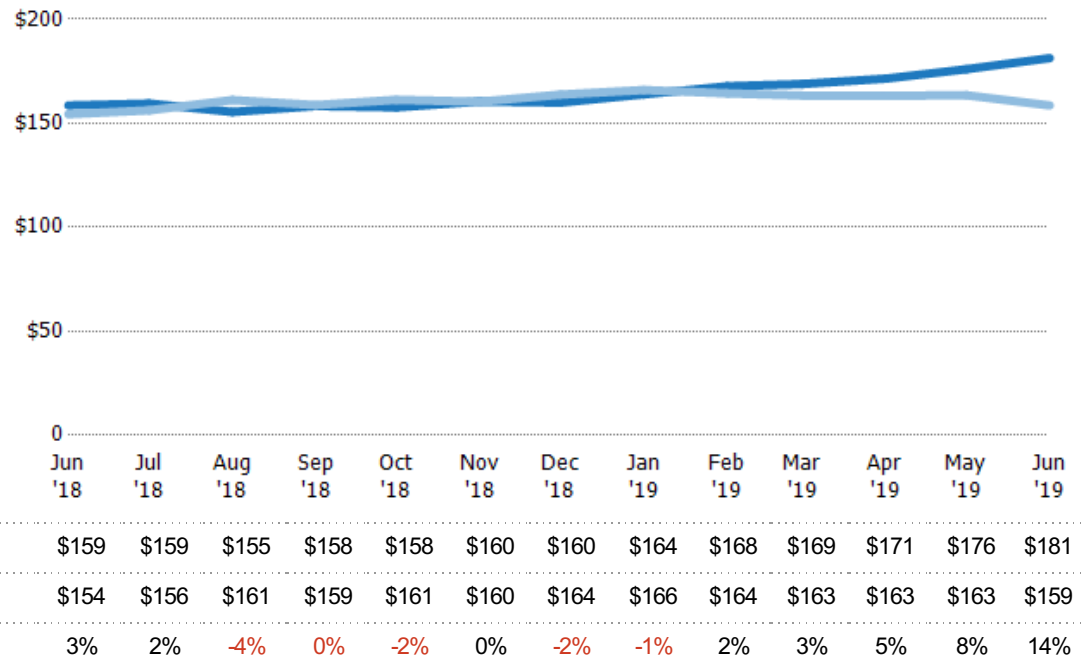
Average Listing Price per Sq Ft

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.
Jun '19	\$181	14.3%
Jun '18	\$159	2.7%
Jun '17	\$154	-15.5%

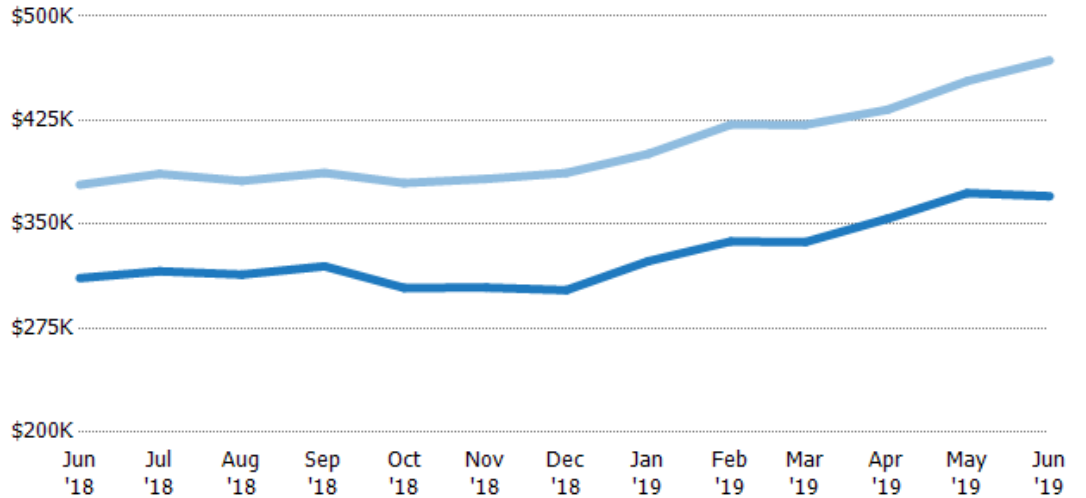


Average Listing Price vs Average Est Value

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$311K	\$316K	\$314K	\$320K	\$304K	\$304K	\$302K	\$323K	\$338K	\$337K	\$354K	\$373K	\$370K
Avg Listing Price	\$379K	\$386K	\$381K	\$387K	\$380K	\$383K	\$387K	\$401K	\$422K	\$422K	\$433K	\$453K	\$468K
Avg Listing Price as a % of Avg Est Value	122%	122%	122%	121%	125%	126%	128%	124%	125%	125%	122%	122%	126%

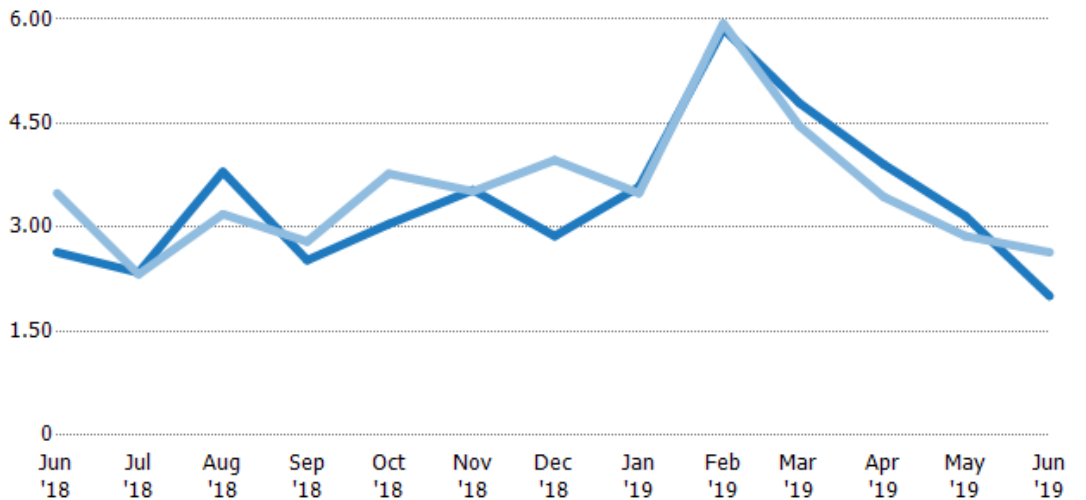
Months of Inventory

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.
Jun '19	2.01	-23.9%
Jun '18	2.64	-24.4%
Jun '17	3.49	45.6%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	2.64	2.35	3.8	2.52	3.05	3.54	2.87	3.58	5.86	4.79	3.91	3.16	2.01
Prior Year	3.49	2.32	3.19	2.79	3.77	3.52	3.97	3.49	5.94	4.46	3.44	2.87	2.64
Percent Change from Prior Year	-24%	1%	19%	-10%	-19%	1%	-28%	3%	-1%	7%	14%	10%	-24%

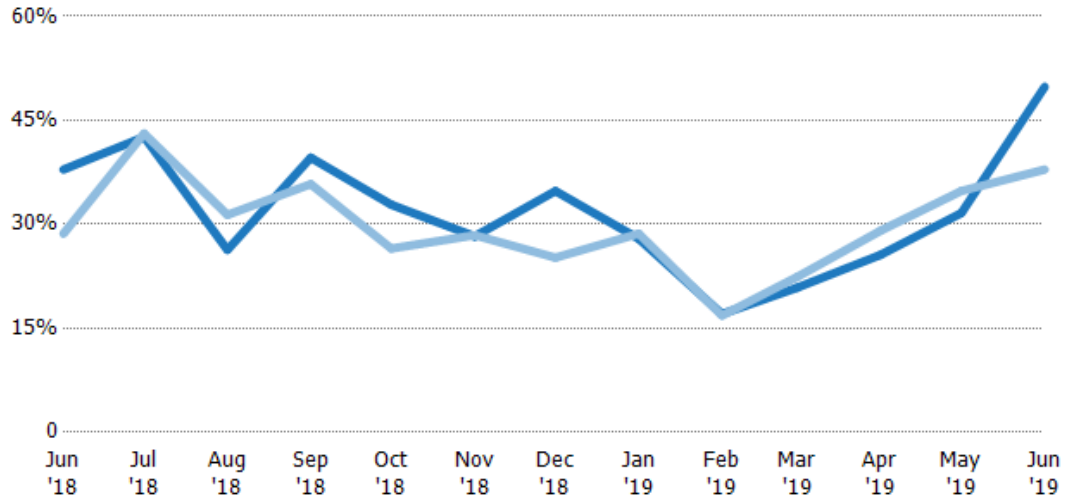
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
Jun '19	50%	-11.9%
Jun '18	38%	-9.3%
Jun '17	29%	-31.4%

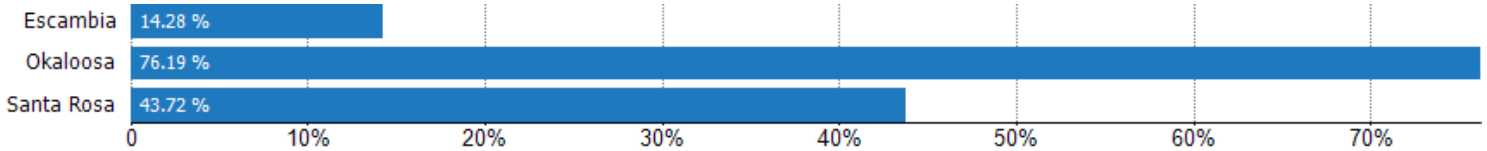


	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	38%	43%	26%	40%	33%	28%	35%	28%	17%	21%	26%	32%	50%
Prior Year	29%	43%	31%	36%	27%	28%	25%	29%	17%	22%	29%	35%	38%
Change from Prior Year	-9%	0%	5%	-4%	-6%	0%	-10%	1%	0%	2%	3%	3%	-12%

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

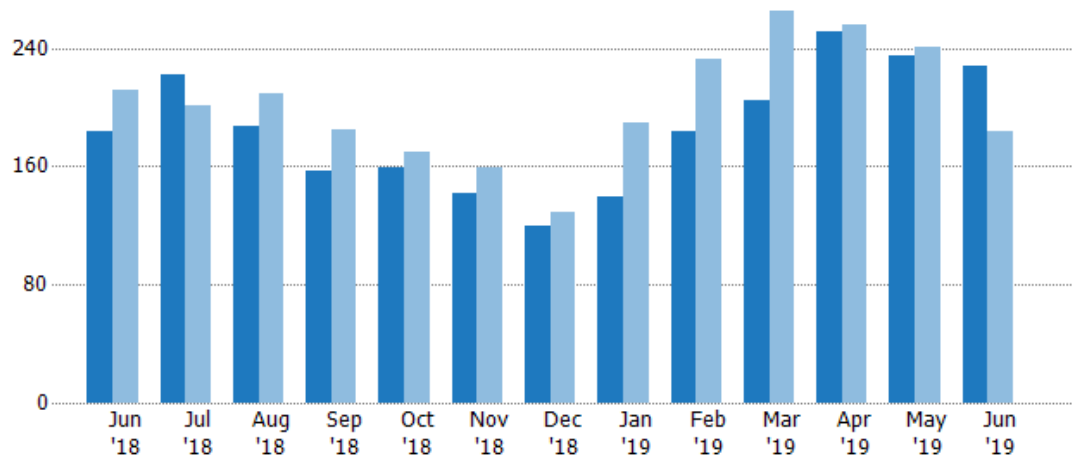


Pending Sales

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.
Jun '19	228	23.9%
Jun '18	184	-13.2%
Jun '17	212	-15.1%

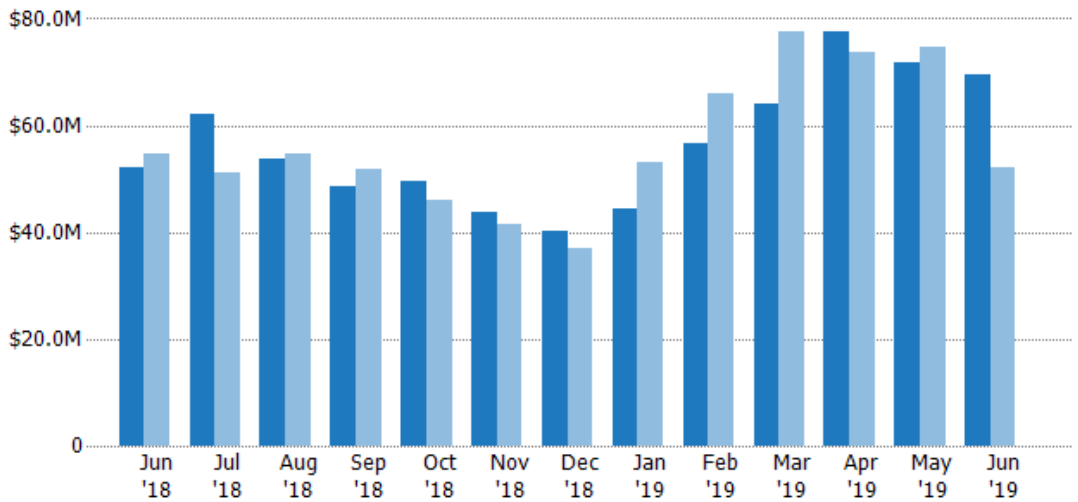
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	184	222	187	157	159	142	120	140	184	205	251	235	228
Prior Year	212	201	209	185	170	159	129	189	232	265	256	241	184
Percent Change from Prior Year	-13%	10%	-11%	-15%	-6%	-11%	-7%	-26%	-21%	-23%	-2%	-2%	24%

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.
Jun '19	\$69.5M	33.7%
Jun '18	\$52M	-5.2%
Jun '17	\$54.8M	-21.1%

	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$52M	\$62.1M	\$53.9M	\$48.5M	\$49.4M	\$43.8M	\$40.1M	\$44.2M	\$56.7M	\$64M	\$77.6M	\$71.9M	\$69.5M
Prior Year	\$54.8M	\$51.3M	\$54.6M	\$51.9M	\$45.8M	\$41.4M	\$37.1M	\$53.1M	\$66M	\$77.7M	\$73.5M	\$74.5M	\$52M
Percent Change from Prior Year	-5%	21%	-1%	-7%	8%	6%	8%	-17%	-14%	-18%	5%	-4%	34%

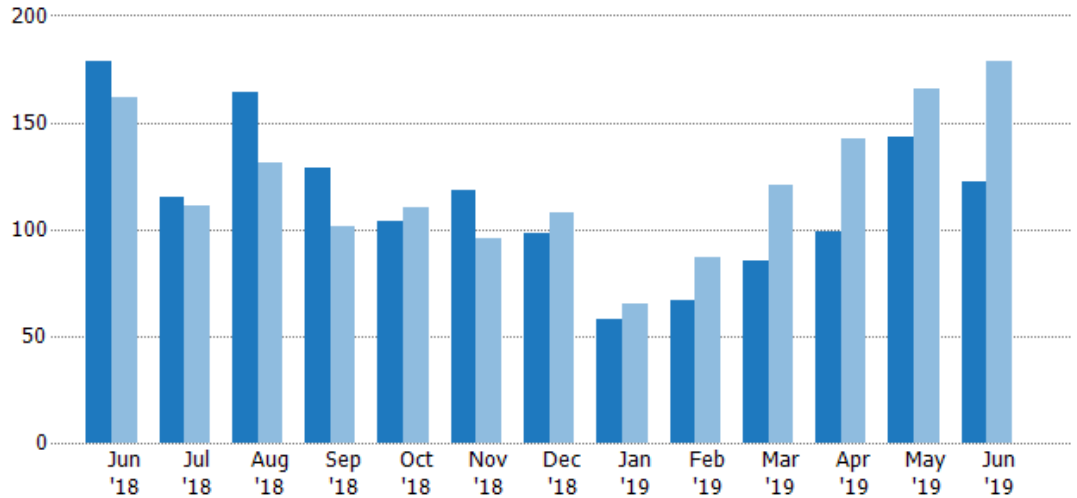
Closed Sales

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.
Jun '19	122	-31.8%
Jun '18	179	10.5%
Jun '17	162	-16.7%



Current Year	179	115	164	129	104	118	98	58	67	85	99	143	122
Prior Year	162	111	131	101	110	96	108	65	87	121	142	166	179
Percent Change from Prior Year	10%	4%	25%	28%	-5%	23%	-9%	-11%	-23%	-30%	-30%	-14%	-32%

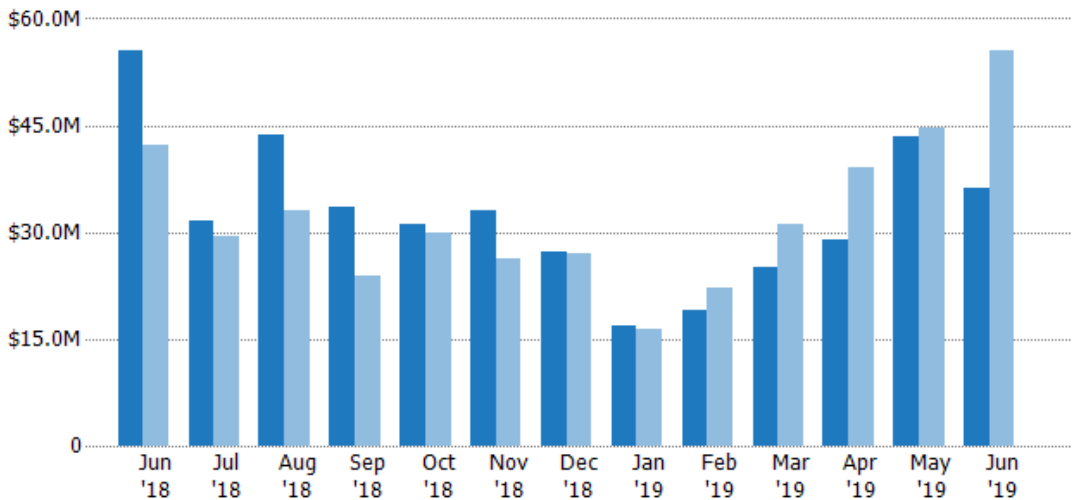
Closed Sales Volume

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.
Jun '19	\$36.2M	-34.8%
Jun '18	\$55.5M	31.5%
Jun '17	\$42.2M	-26.9%



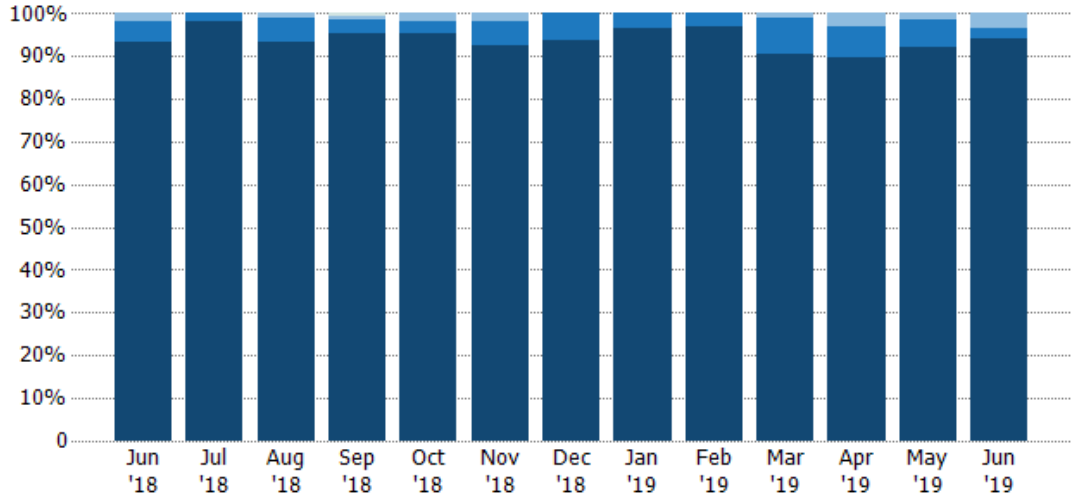
Current Year	\$55.5M	\$31.6M	\$43.7M	\$33.5M	\$31.2M	\$33.2M	\$27.3M	\$16.9M	\$19.1M	\$25.1M	\$29.1M	\$43.4M	\$36.2M
Prior Year	\$42.2M	\$29.4M	\$33M	\$23.8M	\$29.9M	\$26.3M	\$26.9M	\$16.4M	\$22.2M	\$31.2M	\$39.1M	\$44.7M	\$55.5M
Percent Change from Prior Year	32%	8%	32%	41%	4%	26%	1%	3%	-14%	-20%	-26%	-3%	-35%

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

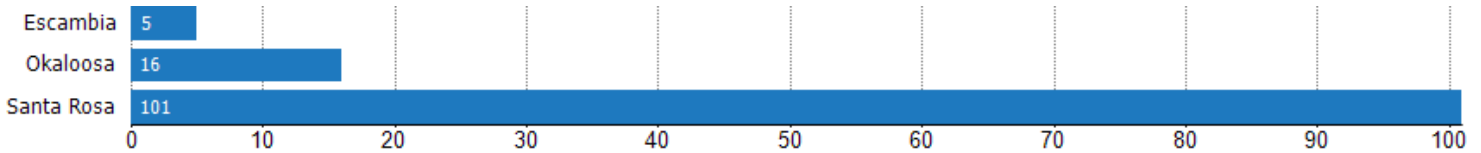


Property Type	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Other	-	-	-	1%	-	-	-	-	-	-	-	-	-
Mobile/Manufactured	2%	-	1%	1%	2%	2%	-	-	-	1%	3%	1%	3%
Condo/Townhouse	5%	2%	5%	3%	3%	6%	6%	3%	3%	8%	7%	6%	2%
Single Family Residence	93%	98%	93%	95%	95%	92%	94%	97%	97%	91%	90%	92%	94%

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

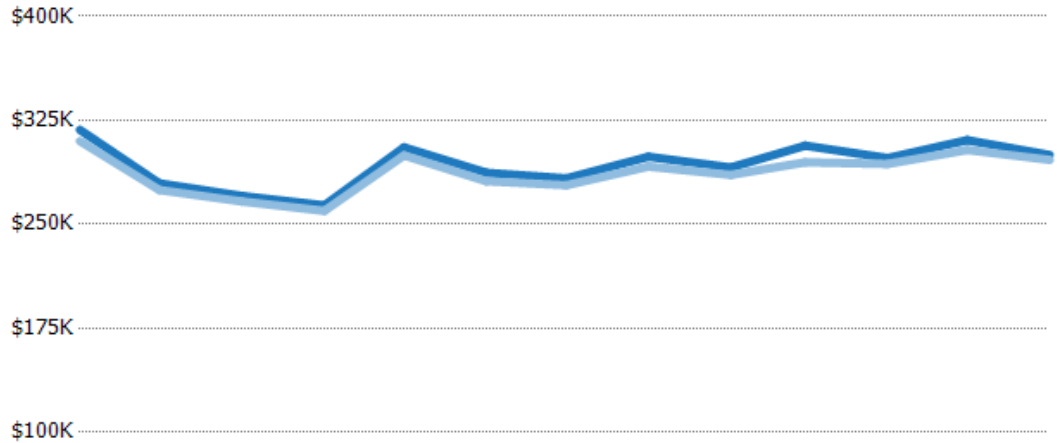


Average Sales Price vs Average Listing Price

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



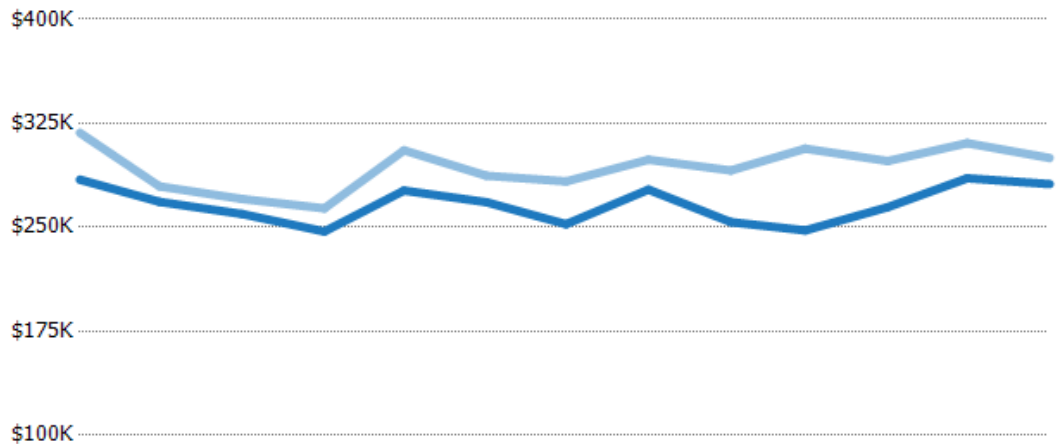
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg List Price	\$318K	\$279K	\$270K	\$264K	\$306K	\$287K	\$283K	\$299K	\$291K	\$307K	\$298K	\$311K	\$300K
Avg Sales Price	\$310K	\$275K	\$266K	\$260K	\$300K	\$281K	\$278K	\$292K	\$286K	\$295K	\$294K	\$304K	\$296K
Avg Sales Price as a % of Avg List Price	97%	98%	99%	99%	98%	98%	98%	98%	98%	96%	99%	98%	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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$284K	\$268K	\$260K	\$247K	\$277K	\$268K	\$252K	\$277K	\$254K	\$248K	\$264K	\$285K	\$281K
Avg Sales Price	\$318K	\$279K	\$270K	\$264K	\$306K	\$287K	\$283K	\$299K	\$291K	\$307K	\$298K	\$311K	\$300K
Avg Sales Price as a % of Avg Est Value	112%	104%	104%	107%	110%	107%	112%	108%	115%	124%	113%	109%	107%

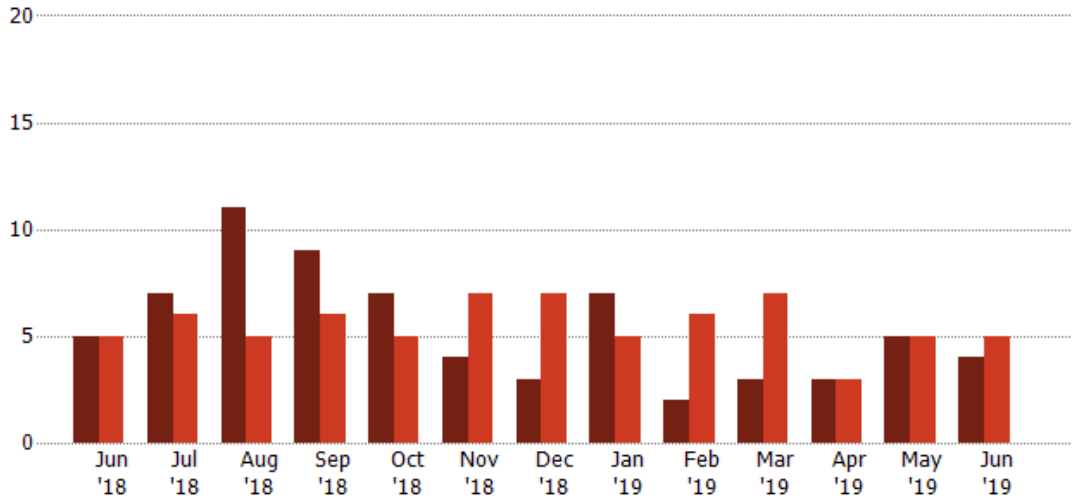
Distressed Listings

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.
Jun '19	4	-20%
Jun '18	5	0%
Jun '17	5	80%

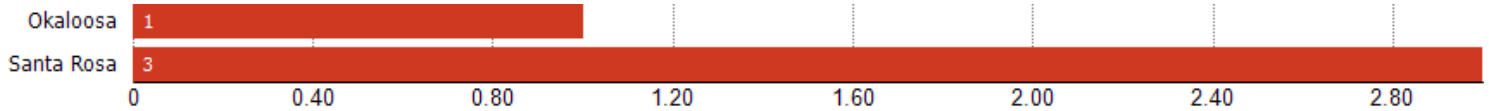


Current Year	5	7	11	9	7	4	3	7	2	3	3	5	4
Prior Year	5	6	5	6	5	7	7	5	6	7	3	5	5
Percent Change from Prior Year	0%	17%	120%	50%	40%	-43%	-57%	40%	-67%	-57%	0%	0%	-20%

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: 07/06/2019

Scheduled: Yes

Report Date Range: From 6/2018 To: 6/2019

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 6/2019 data

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