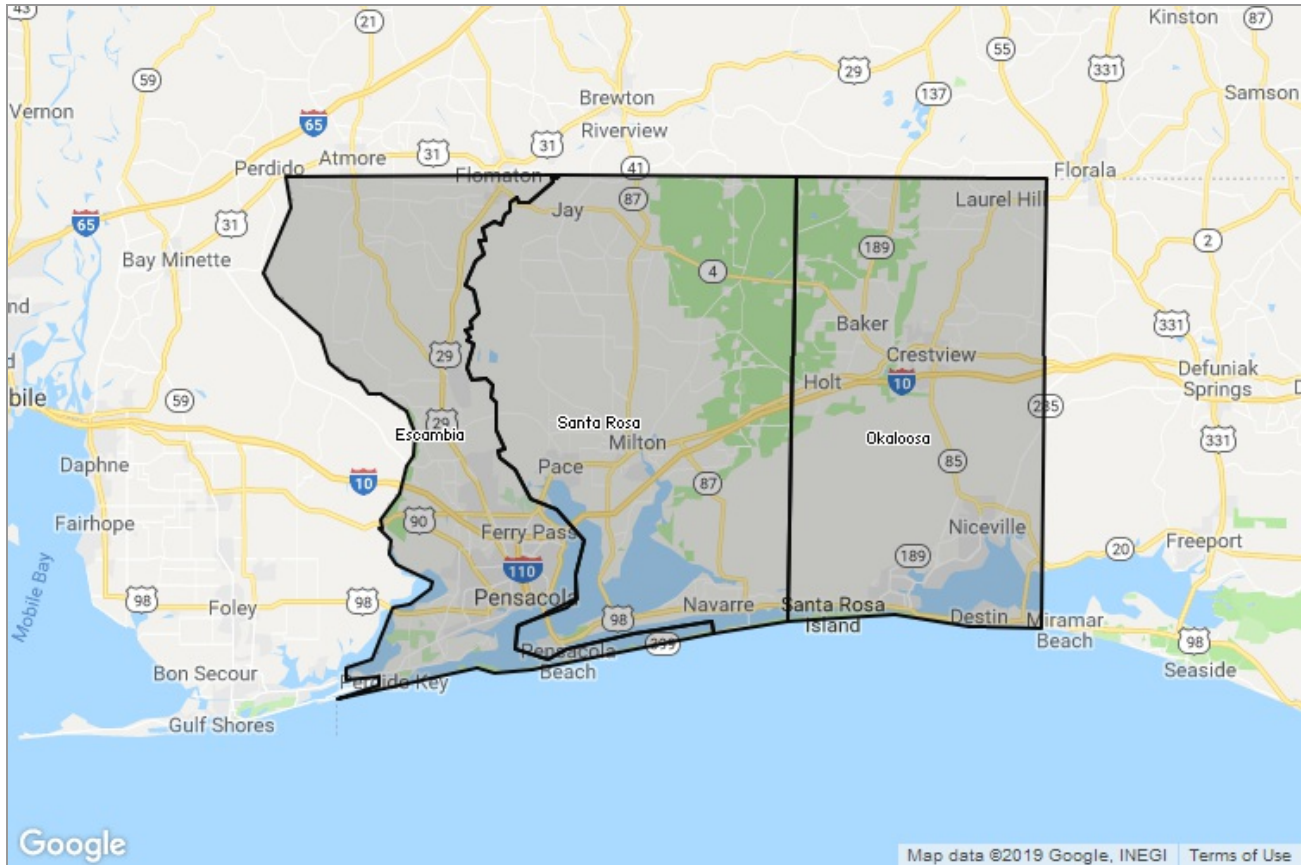


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
12/2017 – 12/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 01/08/2019

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

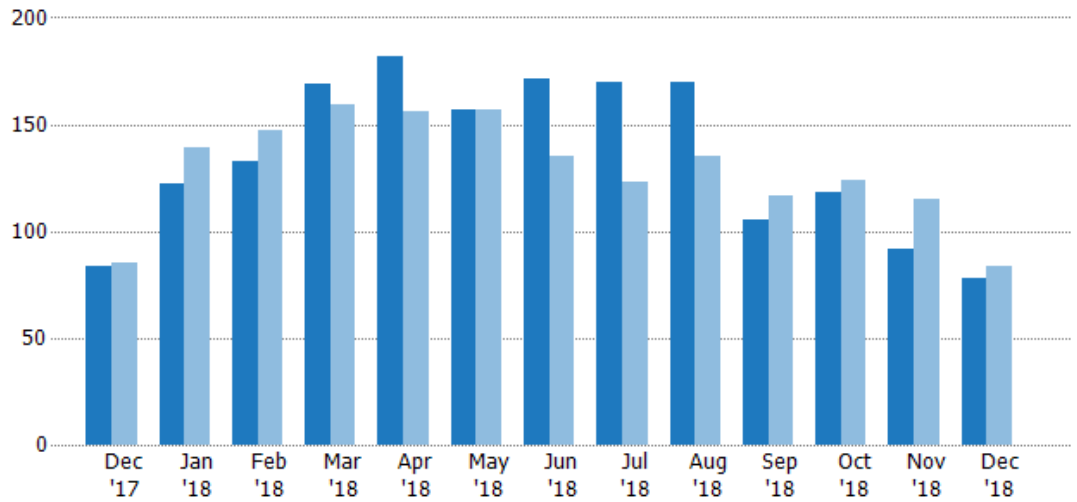
New Listings

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.
Dec '18	78	-7.1%
Dec '17	84	-1.2%
Dec '16	85	-16.5%



Current Year	84	122	133	169	182	157	171	170	170	105	118	92	78
Prior Year	85	139	147	159	156	157	135	123	135	117	124	115	84
Percent Change from Prior Year	-1%	-12%	-10%	6%	17%	0%	27%	38%	26%	-10%	-5%	-20%	-7%

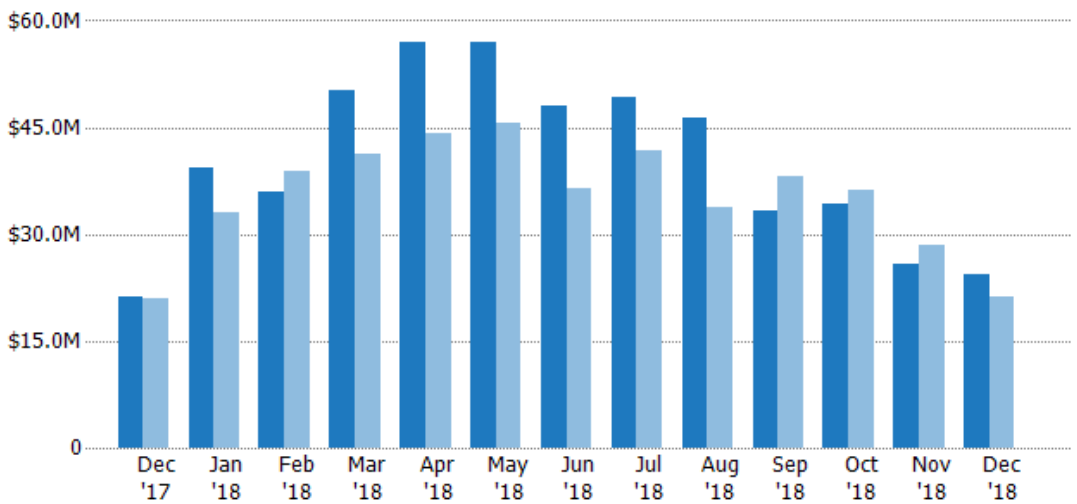
New Listing Volume

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 '18	\$24.3M	14.2%
Dec '17	\$21.3M	1.8%
Dec '16	\$20.9M	-14.8%



Current Year	\$21.3M	\$39.3M	\$36.1M	\$50.2M	\$57M	\$57M	\$47.9M	\$49.1M	\$46.3M	\$33.3M	\$34.2M	\$25.8M	\$24.3M
Prior Year	\$20.9M	\$33.1M	\$39M	\$41.3M	\$44.1M	\$45.7M	\$36.4M	\$41.8M	\$33.9M	\$38.2M	\$36.1M	\$28.6M	\$21.3M
Percent Change from Prior Year	2%	19%	-7%	22%	29%	25%	32%	18%	37%	-13%	-5%	-10%	14%

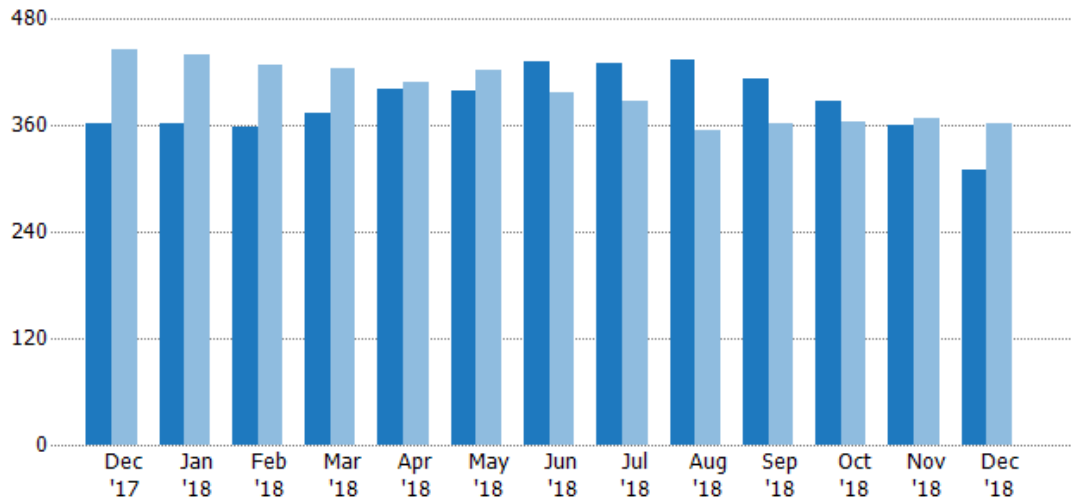
Active Listings

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 '18	310	-14.6%
Dec '17	363	-18.4%
Dec '16	445	1.6%



Current Year	363	363	359	374	401	399	433	430	434	412	387	360	310
Prior Year	445	439	428	425	408	423	397	387	354	363	364	369	363
Percent Change from Prior Year	-18%	-17%	-16%	-12%	-2%	-6%	9%	11%	23%	13%	6%	-2%	-15%

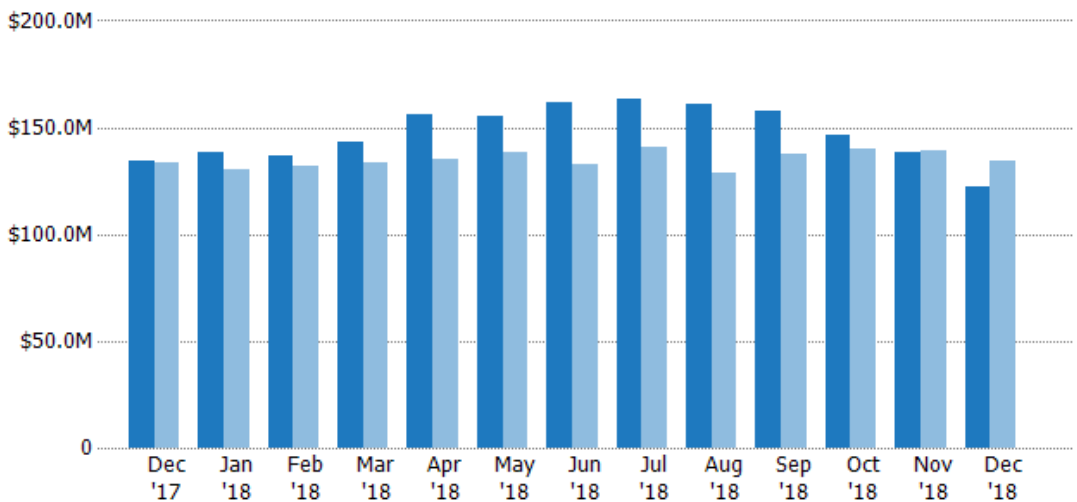
Active Listing Volume

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 '18	\$122M	-9%
Dec '17	\$134M	0.1%
Dec '16	\$134M	-6.8%



Current Year	\$134M	\$138M	\$136M	\$143M	\$156M	\$155M	\$161M	\$163M	\$161M	\$158M	\$146M	\$139M	\$122M
Prior Year	\$134M	\$130M	\$132M	\$134M	\$135M	\$138M	\$133M	\$141M	\$129M	\$138M	\$140M	\$139M	\$134M
Percent Change from Prior Year	0%	6%	3%	7%	15%	12%	21%	16%	25%	15%	5%	0%	-9%

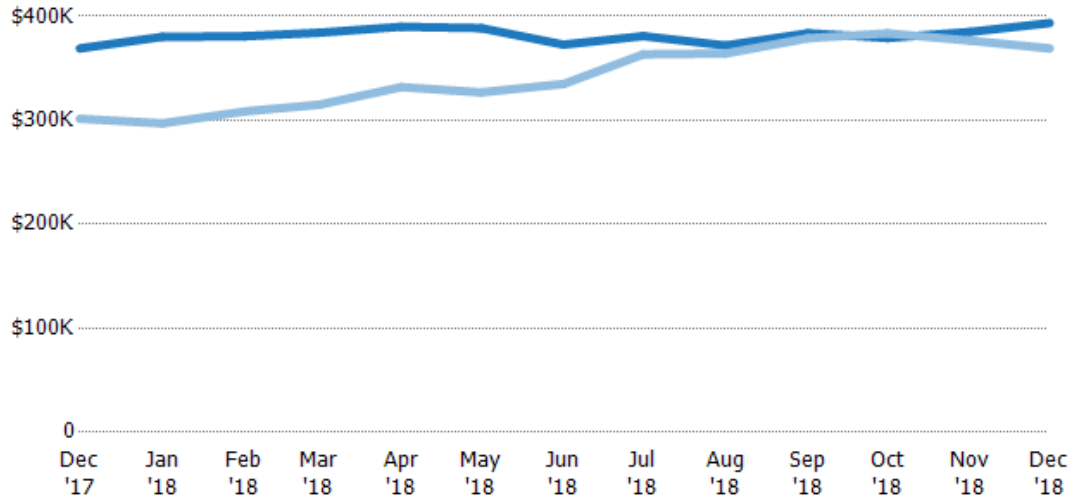
Average Listing Price

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 '18	\$393K	6.6%
Dec '17	\$369K	22.4%
Dec '16	\$301K	-8.4%



Current Year	\$369K	\$380K	\$381K	\$384K	\$390K	\$389K	\$373K	\$381K	\$372K	\$384K	\$379K	\$385K	\$393K
Prior Year	\$301K	\$297K	\$309K	\$315K	\$332K	\$327K	\$335K	\$363K	\$364K	\$379K	\$384K	\$377K	\$369K
Percent Change from Prior Year	22%	28%	23%	22%	17%	19%	11%	5%	2%	1%	-1%	2%	7%

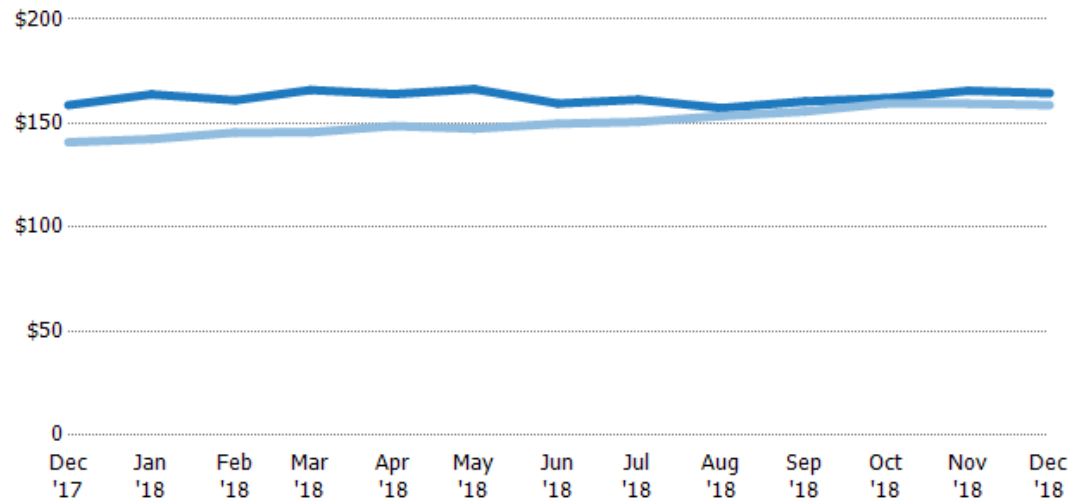
Average Listing Price per Sq Ft

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 '18	\$164	3.6%
Dec '17	\$159	12.7%
Dec '16	\$141	-6.5%



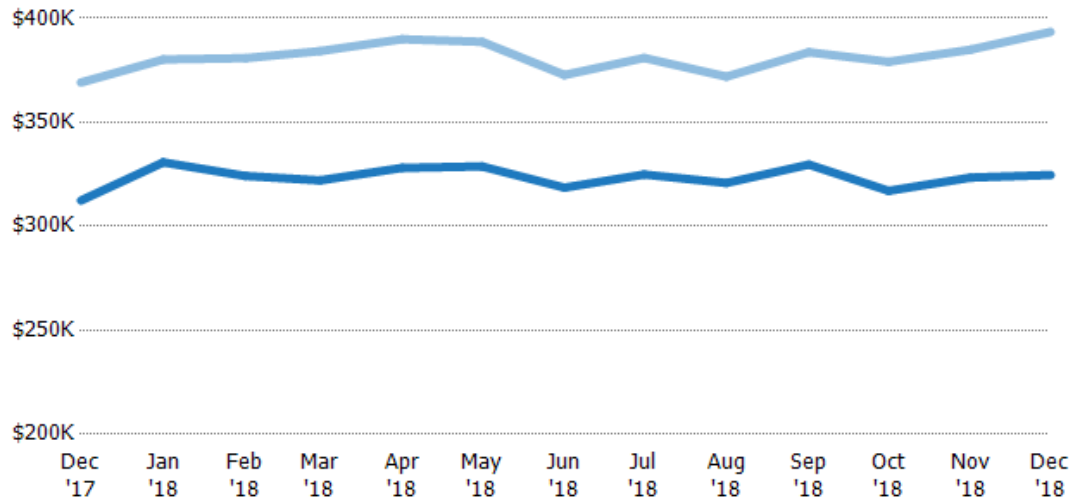
Current Year	\$159	\$164	\$161	\$166	\$164	\$166	\$160	\$161	\$157	\$161	\$162	\$166	\$164
Prior Year	\$141	\$142	\$146	\$146	\$149	\$147	\$150	\$151	\$154	\$156	\$159	\$159	\$159
Percent Change from Prior Year	13%	15%	11%	14%	10%	13%	6%	7%	2%	3%	2%	4%	4%

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



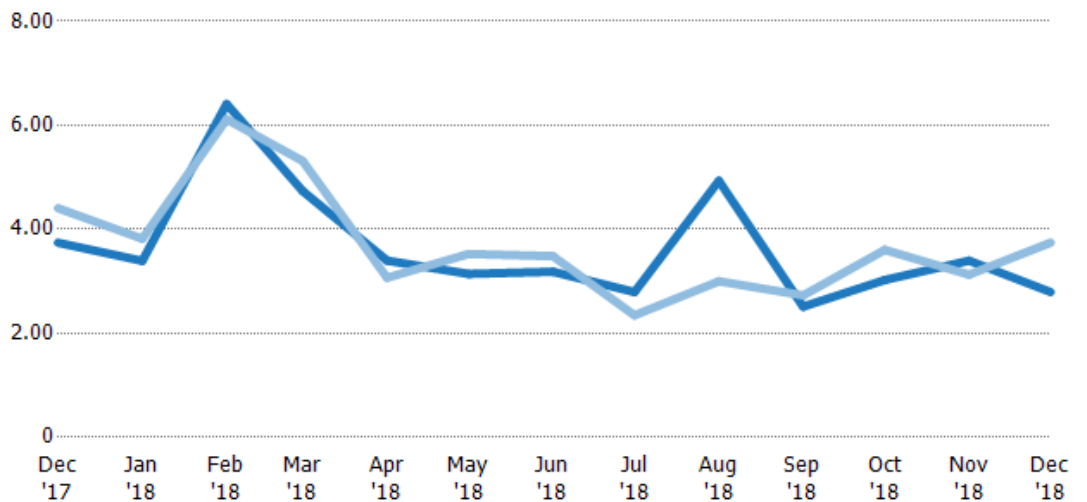
Avg Est Value	\$312K	\$331K	\$324K	\$322K	\$328K	\$329K	\$319K	\$325K	\$321K	\$330K	\$317K	\$323K	\$325K
Avg Listing Price	\$369K	\$380K	\$381K	\$384K	\$390K	\$389K	\$373K	\$381K	\$372K	\$384K	\$379K	\$385K	\$393K
Avg Listing Price as a % of Avg Est Value	118%	115%	117%	119%	119%	118%	117%	117%	116%	116%	120%	119%	121%

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



Current Year	3.74	3.39	6.41	4.73	3.4	3.14	3.18	2.79	4.93	2.51	3.02	3.4	2.79
Prior Year	4.41	3.82	6.11	5.31	3.07	3.53	3.48	2.35	3	2.73	3.6	3.13	3.74
Percent Change from Prior Year	-15%	-11%	5%	-11%	11%	-11%	-9%	19%	64%	-8%	-16%	9%	-25%

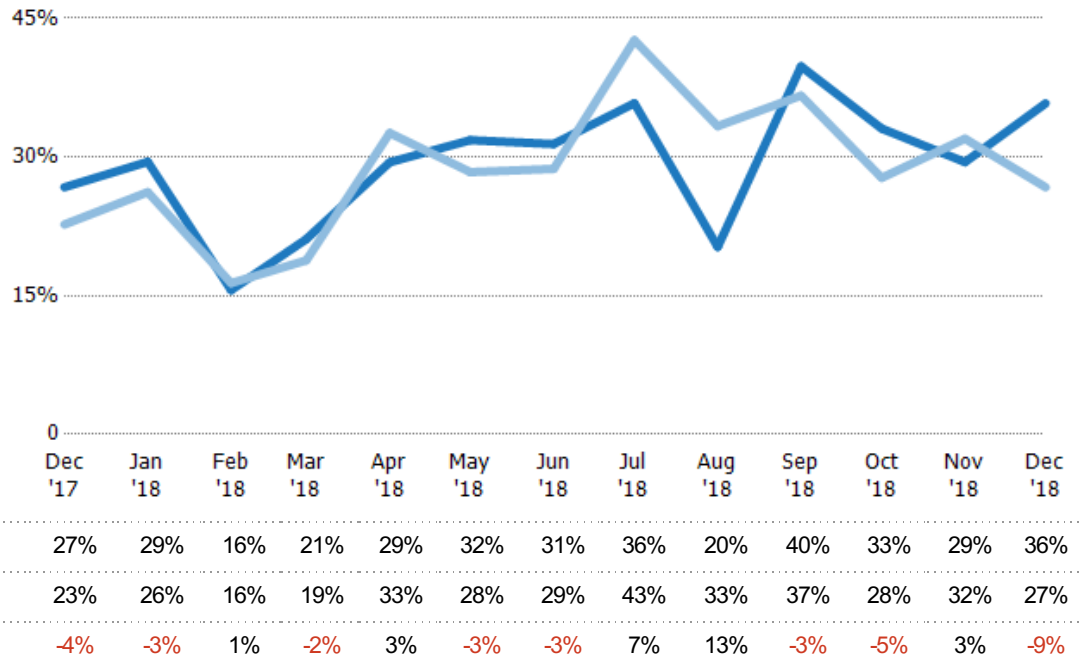
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

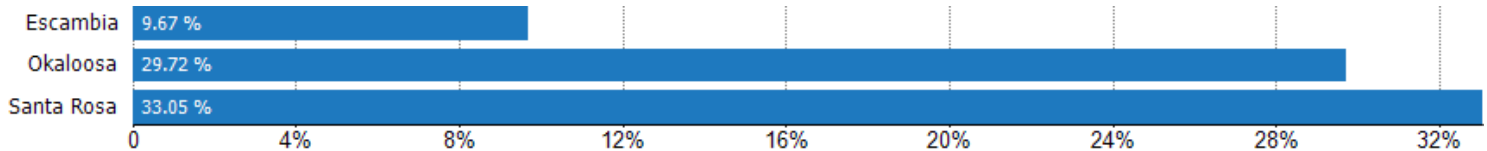
Month/ Year	Rate	Chg.
Dec '18	36%	-9.1%
Dec '17	27%	-4%
Dec '16	23%	-43.5%



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



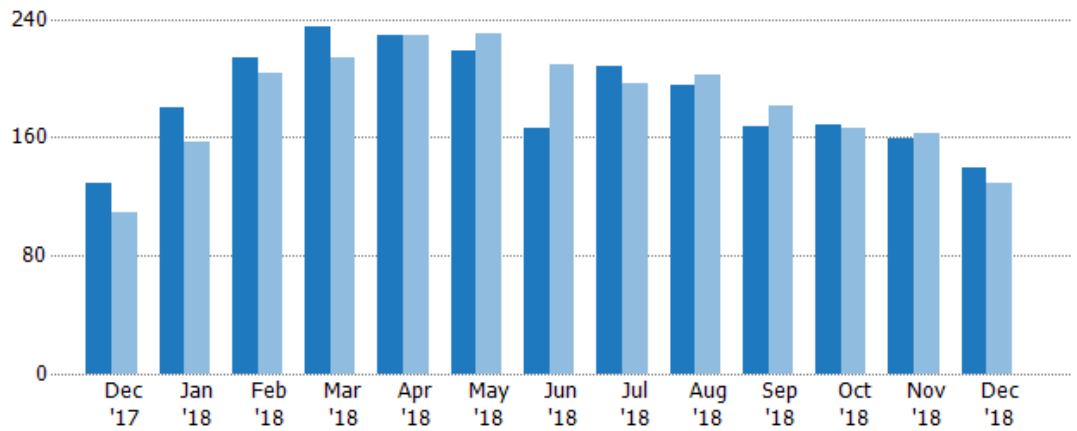
Pending Sales

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 '18	140	8.5%
Dec '17	129	18.3%
Dec '16	109	21.1%



Current Year	129	180	214	235	229	219	166	208	195	167	169	159	140
Prior Year	109	157	203	214	229	230	209	196	202	181	166	163	129
Percent Change from Prior Year	18%	15%	5%	10%	0%	-5%	-21%	6%	-3%	-8%	2%	-2%	9%

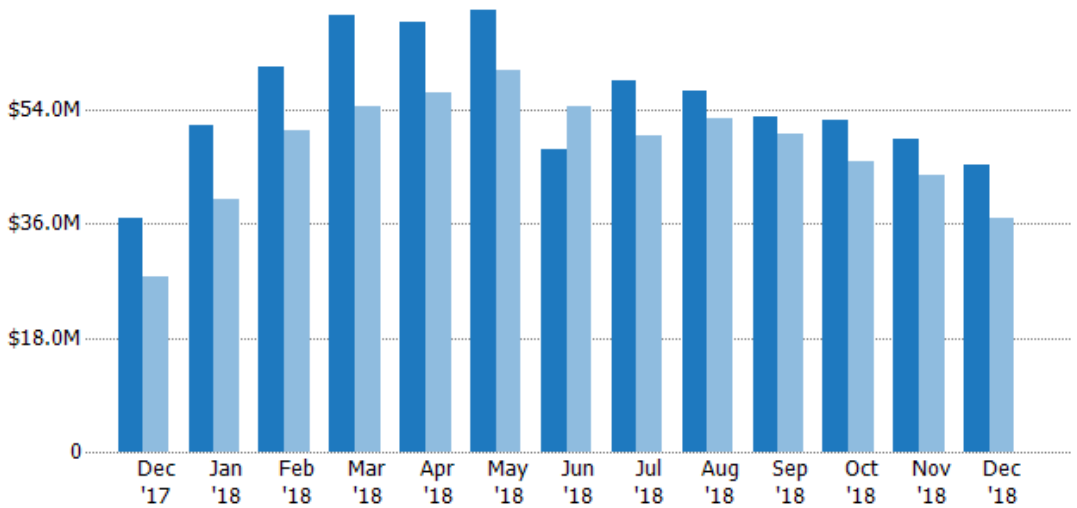
Pending Sales Volume

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 '18	\$45.4M	23%
Dec '17	\$36.9M	32.9%
Dec '16	\$27.8M	3.9%



Current Year	\$36.9M	\$51.4M	\$60.8M	\$68.9M	\$67.8M	\$69.7M	\$47.8M	\$58.6M	\$56.9M	\$52.9M	\$52.4M	\$49.4M	\$45.4M
Prior Year	\$27.8M	\$39.8M	\$50.7M	\$54.5M	\$56.6M	\$60.1M	\$54.4M	\$50M	\$52.6M	\$50.2M	\$45.7M	\$43.5M	\$36.9M
Percent Change from Prior Year	33%	29%	20%	27%	20%	16%	-12%	17%	8%	5%	15%	13%	23%

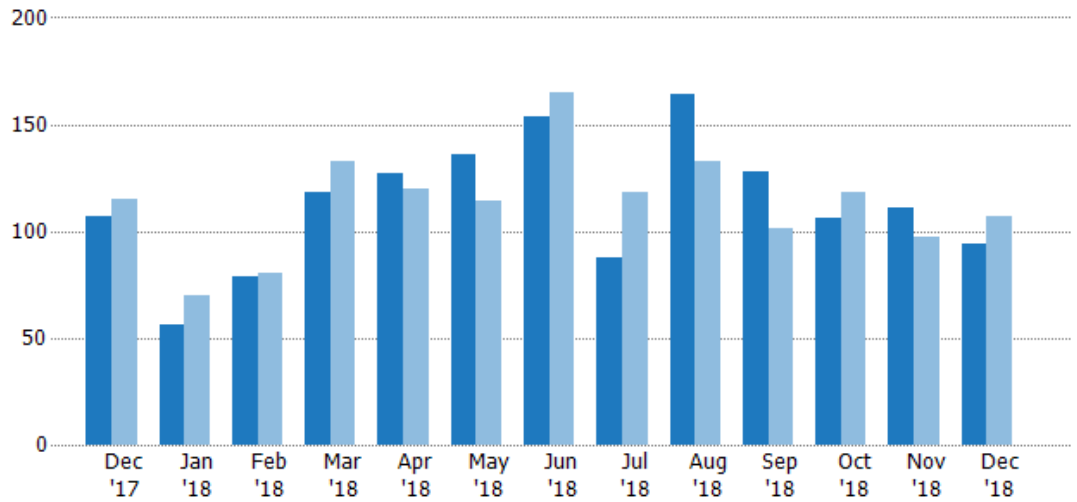
Closed Sales

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 '18	94	-12.1%
Dec '17	107	-7%
Dec '16	115	-7.8%



Current Year	107	56	79	118	127	136	154	88	164	128	106	111	94
Prior Year	115	70	80	133	120	114	165	118	133	101	118	97	107
Percent Change from Prior Year	-7%	-20%	-1%	-11%	6%	19%	-7%	-25%	23%	27%	-10%	14%	-12%

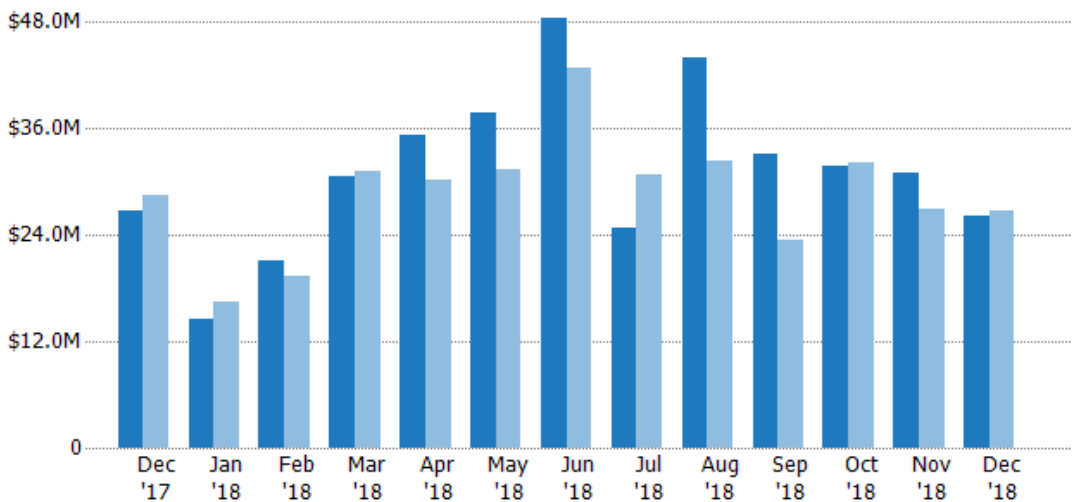
Closed Sales Volume

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 '18	\$26.2M	-1.8%
Dec '17	\$26.7M	-6.4%
Dec '16	\$28.5M	-21.7%



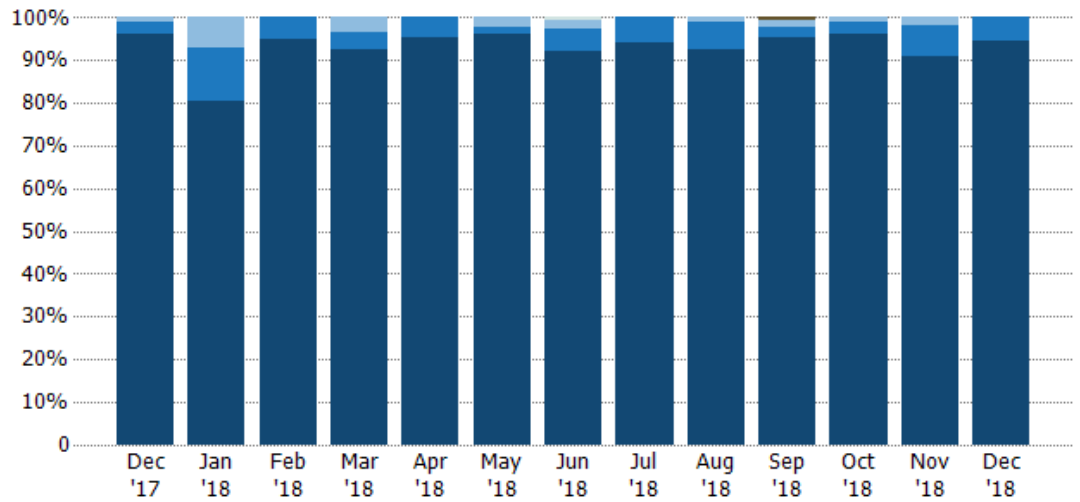
Current Year	\$26.7M	\$14.4M	\$21.1M	\$30.6M	\$35.3M	\$37.8M	\$48.5M	\$24.8M	\$44M	\$33.1M	\$31.9M	\$30.9M	\$26.2M
Prior Year	\$28.5M	\$16.5M	\$19.4M	\$31.1M	\$30.2M	\$31.5M	\$42.8M	\$30.9M	\$32.3M	\$23.4M	\$32.1M	\$26.9M	\$26.7M
Percent Change from Prior Year	-6%	-13%	9%	-2%	17%	20%	13%	-19%	36%	41%	-1%	15%	-2%

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

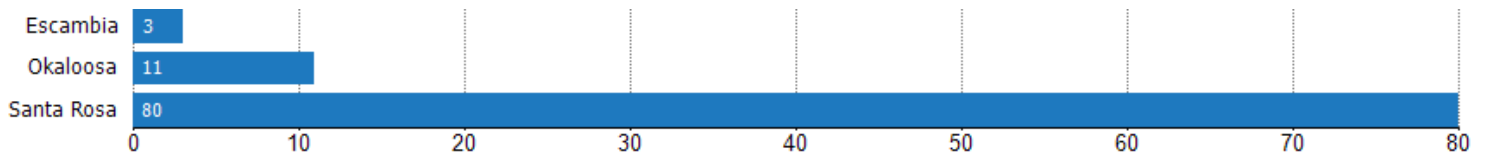


Other	-	-	-	-	-	-	-	-	-	1%	-	-	-
Lot/Land	-	-	-	-	-	-	1%	-	-	-	-	-	-
Mobile/Manufactured	1%	7%	-	3%	-	2%	2%	-	1%	2%	1%	2%	-
Condo/Townhouse	3%	13%	5%	4%	5%	1%	5%	6%	6%	2%	3%	7%	5%
Single Family Residence	96%	80%	95%	92%	95%	96%	92%	94%	93%	95%	96%	91%	95%

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

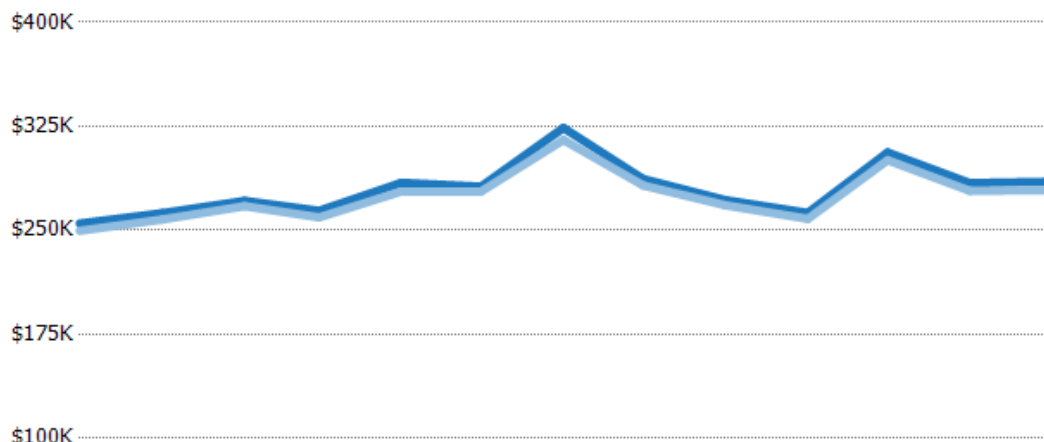


Average Sales Price vs Average Listing Price

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



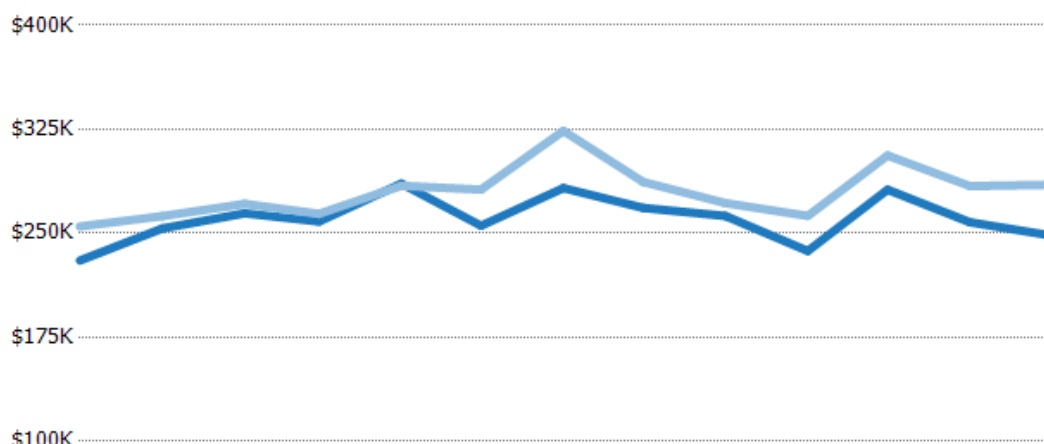
Avg List Price	\$255K	\$262K	\$271K	\$264K	\$284K	\$281K	\$324K	\$287K	\$272K	\$263K	\$306K	\$284K	\$285K
Avg Sales Price	\$250K	\$258K	\$267K	\$259K	\$278K	\$278K	\$315K	\$282K	\$268K	\$258K	\$301K	\$278K	\$279K
Avg Sales Price as a % of Avg List Price	98%	98%	99%	98%	98%	99%	97%	98%	99%	98%	98%	98%	98%

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



Avg Est Value	\$230K	\$253K	\$264K	\$258K	\$286K	\$255K	\$283K	\$268K	\$262K	\$237K	\$281K	\$258K	\$249K
Avg Sales Price	\$255K	\$262K	\$271K	\$264K	\$284K	\$281K	\$324K	\$287K	\$272K	\$263K	\$306K	\$284K	\$285K
Avg Sales Price as a % of Avg Est Value	111%	104%	103%	102%	99%	110%	115%	107%	104%	111%	109%	110%	115%

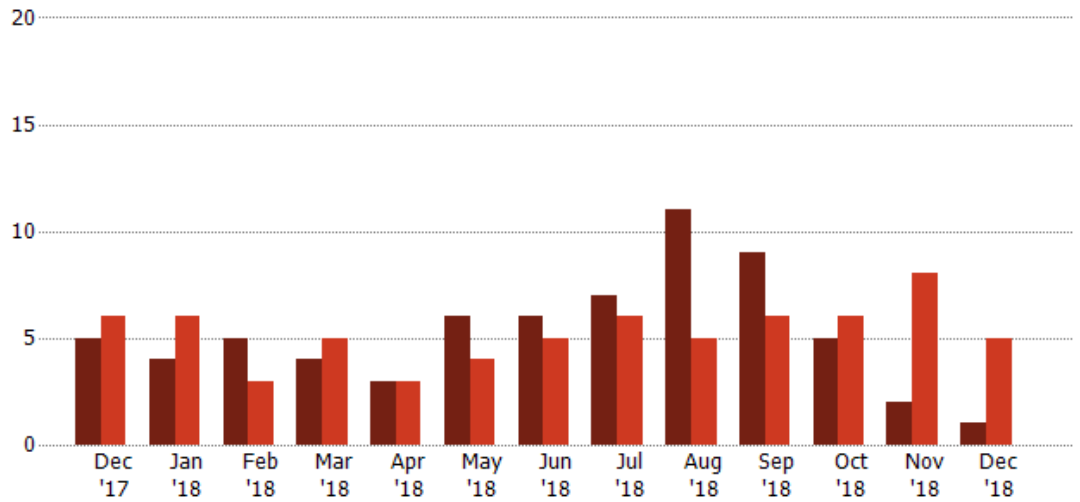
Distressed Listings

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.
Dec '18	1	-80%
Dec '17	5	-16.7%
Dec '16	6	100%

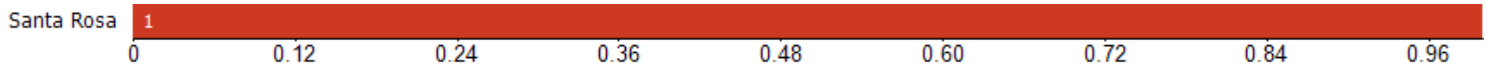


Current Year	5	4	5	4	3	6	6	7	11	9	5	2	1
Prior Year	6	6	3	5	3	4	5	6	5	6	6	8	5
Percent Change from Prior Year	-17%	-33%	67%	-20%	0%	50%	20%	17%	120%	50%	-17%	-75%	-80%

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: 01/08/2019

Scheduled: Yes

Report Date Range: From 12/2017 To: 12/2018

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 12/2018 data

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