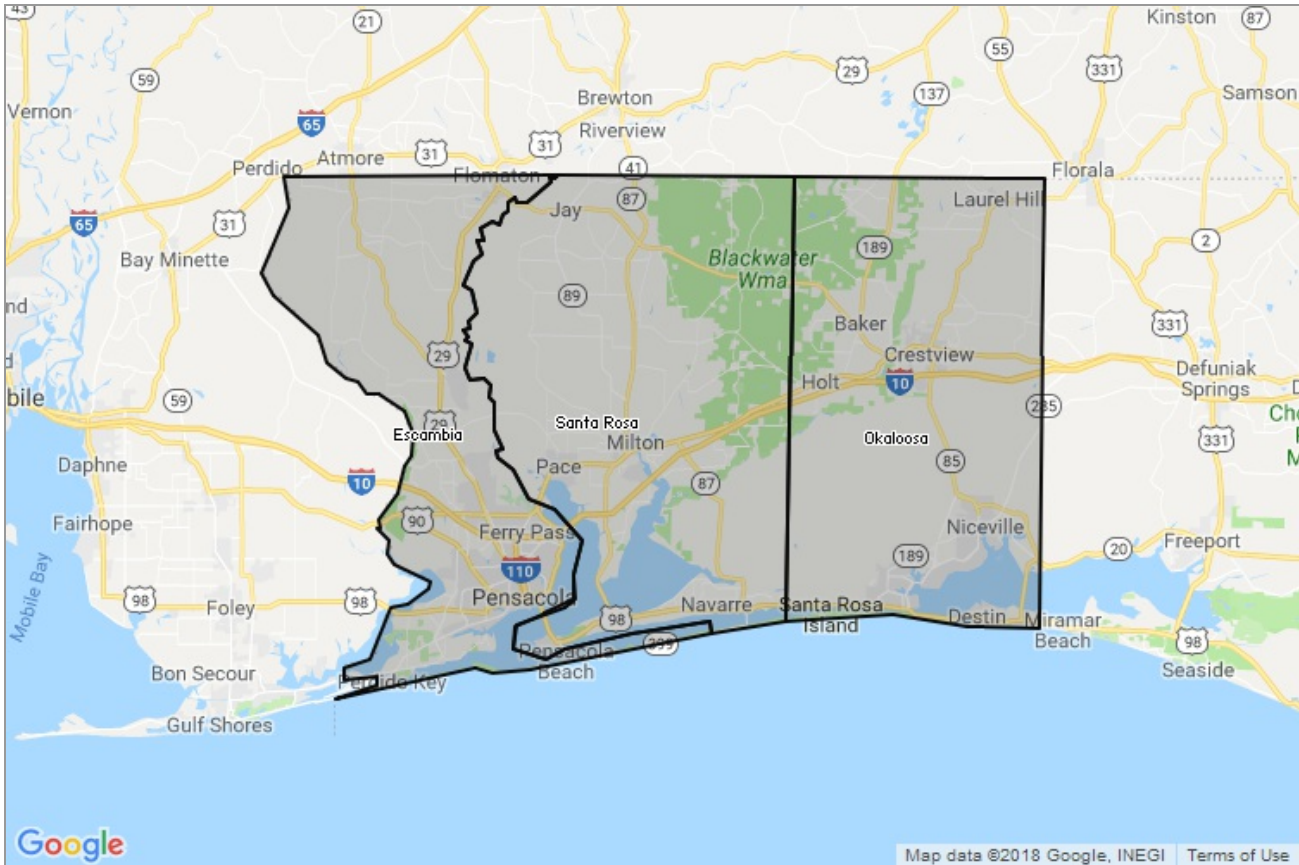


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
7/2017 – 7/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 08/07/2018

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

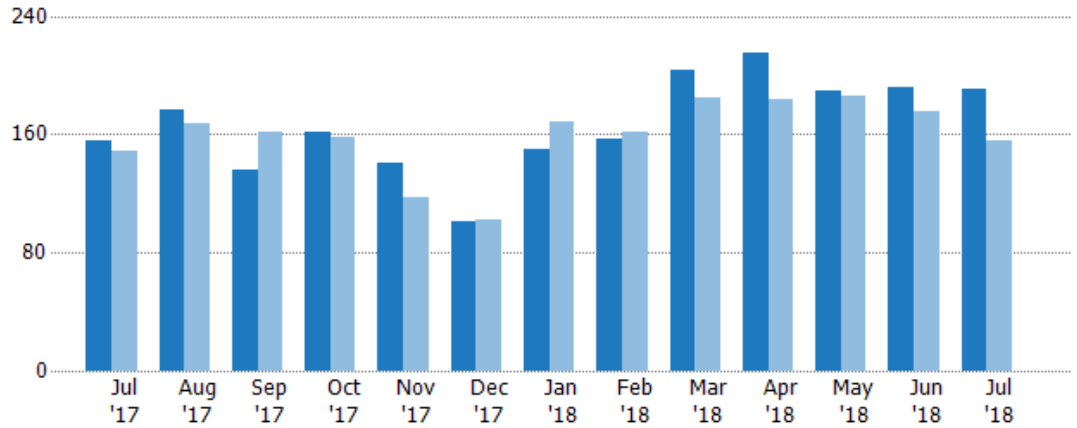
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

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

Month/ Year	Count	% Chg.
Jul '18	191	22.4%
Jul '17	156	4.7%
Jul '16	149	-0.7%



Current Year	156	177	136	161	141	101	150	157	204	215	189	192	191
Prior Year	149	167	161	158	117	102	169	162	185	184	186	175	156
Percent Change from Prior Year	5%	6%	-16%	2%	21%	-1%	-11%	-3%	10%	17%	2%	10%	22%

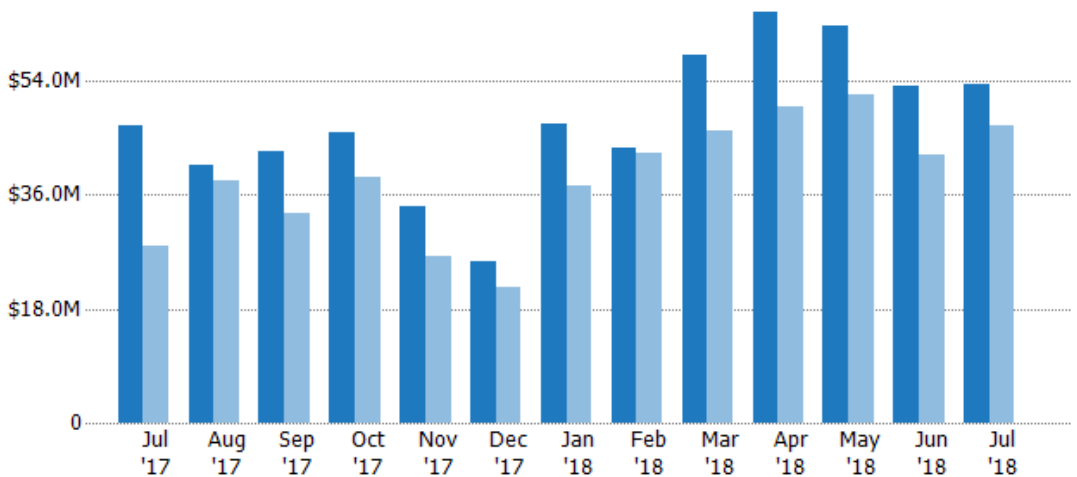
New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Jul '18	\$53.5M	14.2%
Jul '17	\$46.8M	68.5%
Jul '16	\$27.8M	13.5%



Current Year	\$46.8M	\$40.6M	\$42.9M	\$45.8M	\$34.2M	\$25.5M	\$47.2M	\$43.4M	\$58M	\$64.8M	\$62.8M	\$53.2M	\$53.5M
Prior Year	\$27.8M	\$38.3M	\$33.1M	\$38.9M	\$26.2M	\$21.5M	\$37.5M	\$42.5M	\$46.1M	\$49.8M	\$51.7M	\$42.3M	\$46.8M
Percent Change from Prior Year	68%	6%	30%	18%	31%	18%	26%	2%	26%	30%	21%	26%	14%

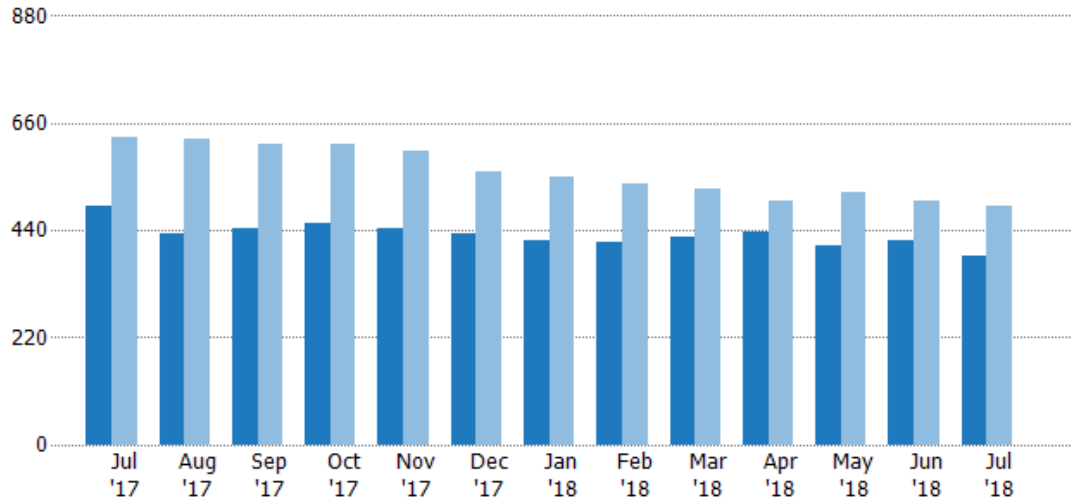
Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

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

Month/ Year	Count	% Chg.
Jul '18	387	-21%
Jul '17	490	-22.5%
Jul '16	632	35.6%



Current Year	490	434	444	453	445	433	421	417	426	438	409	420	387
Prior Year	632	627	616	616	602	559	550	534	524	501	518	501	490
Percent Change from Prior Year	-22%	-31%	-28%	-26%	-26%	-23%	-23%	-22%	-19%	-13%	-21%	-16%	-21%

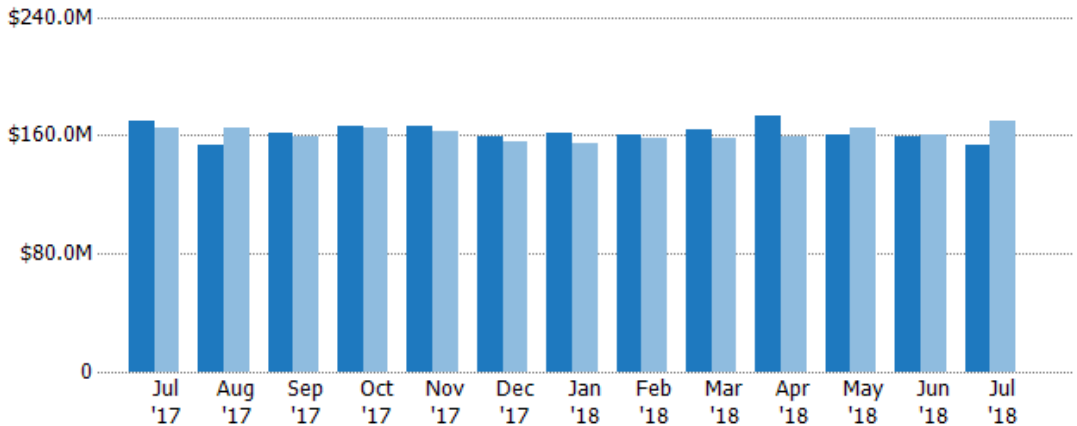
Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Jul '18	\$154M	-9.1%
Jul '17	\$169M	2.3%
Jul '16	\$165M	23.2%



Current Year	\$169M	\$154M	\$161M	\$166M	\$166M	\$159M	\$161M	\$161M	\$163M	\$173M	\$160M	\$159M	\$154M
Prior Year	\$165M	\$165M	\$159M	\$165M	\$163M	\$156M	\$154M	\$157M	\$158M	\$160M	\$165M	\$161M	\$169M
Percent Change from Prior Year	2%	-7%	2%	1%	2%	2%	5%	2%	3%	9%	-3%	-1%	-9%

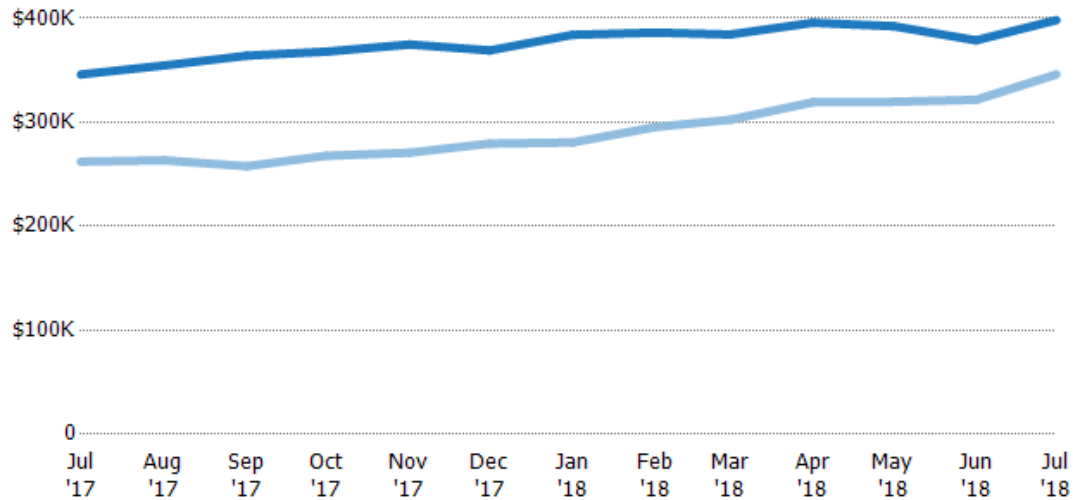
Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Jul '18	\$398K	15.1%
Jul '17	\$346K	32%
Jul '16	\$262K	-9.2%



Current Year	\$346K	\$355K	\$364K	\$368K	\$375K	\$369K	\$384K	\$386K	\$384K	\$396K	\$392K	\$379K	\$398K
Prior Year	\$262K	\$263K	\$258K	\$268K	\$271K	\$280K	\$281K	\$295K	\$302K	\$319K	\$320K	\$322K	\$346K
Percent Change from Prior Year	32%	35%	41%	37%	38%	32%	37%	31%	27%	24%	23%	18%	15%

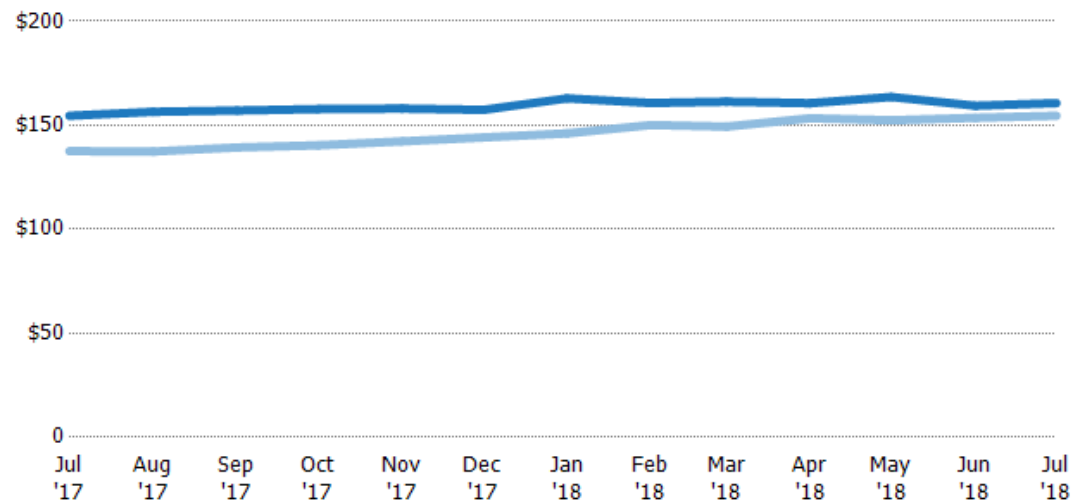
Average Listing Price per Sq Ft

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.
Jul '18	\$161	3.9%
Jul '17	\$155	12.4%
Jul '16	\$138	-5.8%



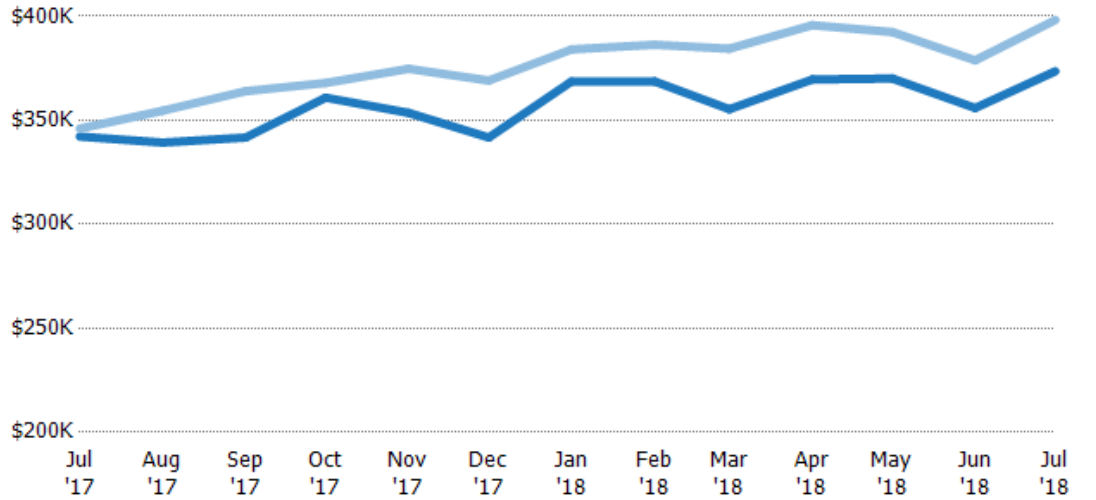
Current Year	\$155	\$156	\$157	\$158	\$158	\$157	\$163	\$161	\$161	\$161	\$164	\$159	\$161
Prior Year	\$138	\$137	\$139	\$140	\$142	\$144	\$146	\$150	\$149	\$153	\$152	\$154	\$155
Percent Change from Prior Year	12%	14%	13%	12%	11%	9%	12%	7%	8%	5%	7%	4%	4%

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	\$342K	\$339K	\$342K	\$361K	\$354K	\$342K	\$369K	\$369K	\$355K	\$370K	\$370K	\$356K	\$374K
Avg Listing Price	\$346K	\$355K	\$364K	\$368K	\$375K	\$369K	\$384K	\$386K	\$384K	\$396K	\$392K	\$379K	\$398K
Avg Listing Price as a % of Avg Est Value	101%	105%	107%	102%	106%	108%	104%	105%	108%	107%	106%	106%	107%

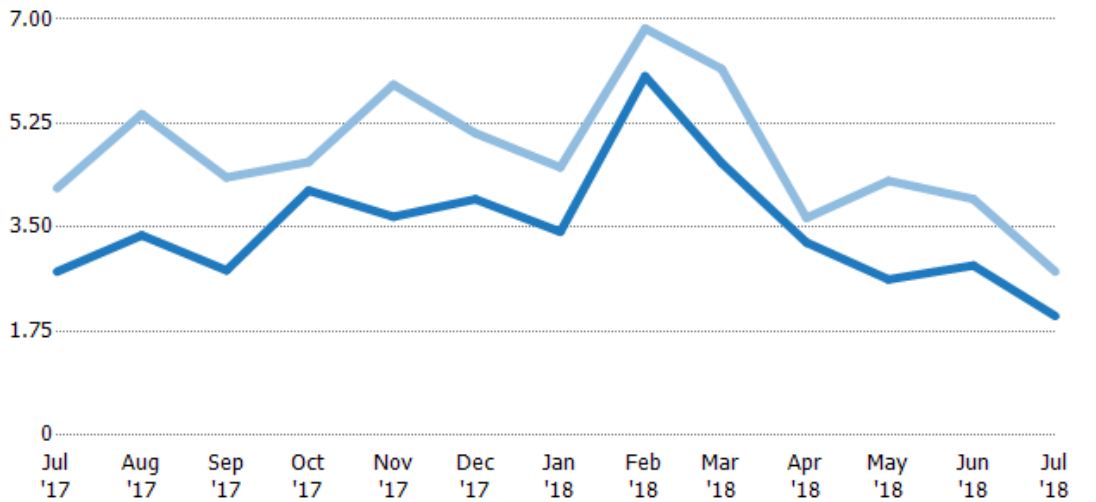
Months of Inventory

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.
Jul '18	2.01	-27.2%
Jul '17	2.75	-33.8%
Jul '16	4.16	47.2%



Current Year	2.75	3.36	2.78	4.12	3.68	3.97	3.42	6.04	4.58	3.24	2.62	2.86	2.01
Prior Year	4.16	5.41	4.34	4.6	5.9	5.08	4.51	6.85	6.16	3.66	4.28	3.98	2.75
Percent Change from Prior Year	-34%	-38%	-36%	-10%	-38%	-22%	-24%	-12%	-26%	-11%	-39%	-28%	-27%

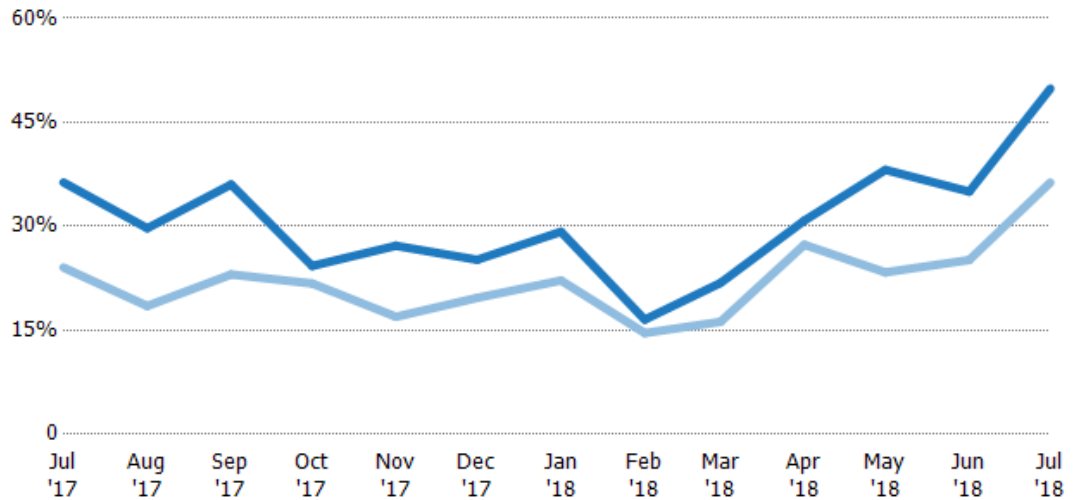
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Jul '18	50%	-13.6%
Jul '17	36%	-12.3%
Jul '16	24%	-32.1%

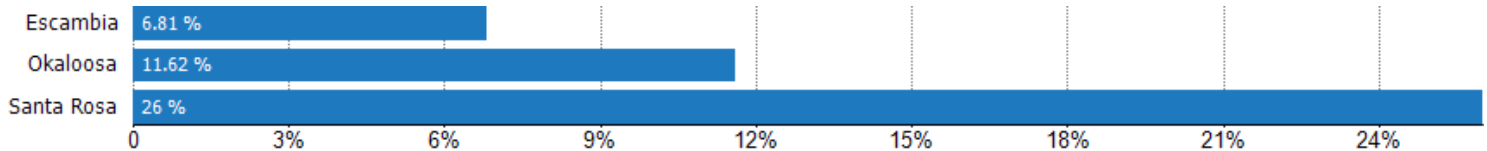


Current Year	36%	30%	36%	24%	27%	25%	29%	17%	22%	31%	38%	35%	50%
Prior Year	24%	19%	23%	22%	17%	20%	22%	15%	16%	27%	23%	25%	36%
Change from Prior Year	-12%	-11%	-13%	-3%	-10%	-6%	-7%	-2%	-6%	-3%	-15%	-10%	-14%

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



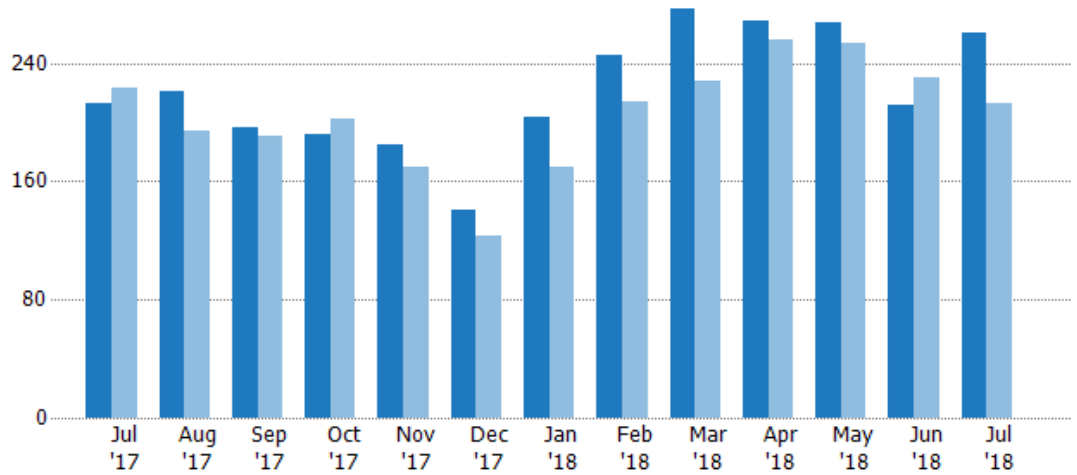
Pending Sales

The number of single-family, condominium and townhome 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.
Jul '18	260	22.1%
Jul '17	213	-4.5%
Jul '16	223	-16.6%



Current Year	213	221	197	192	185	141	203	245	277	269	267	211	260
Prior Year	223	194	191	202	170	123	170	214	228	256	254	230	213
Percent Change from Prior Year	-4%	14%	3%	-5%	9%	15%	19%	14%	21%	5%	5%	-8%	22%

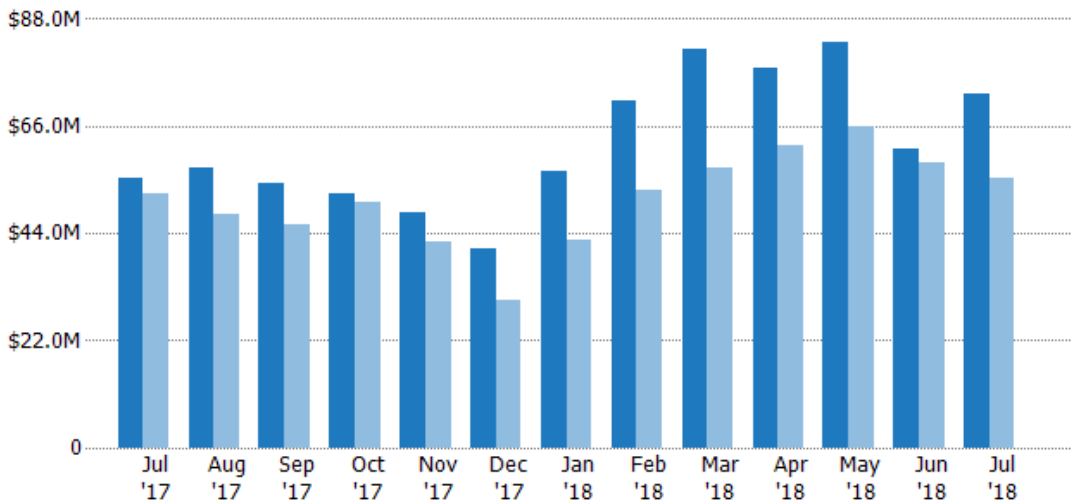
Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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.
Jul '18	\$72.7M	31.5%
Jul '17	\$55.3M	6.3%
Jul '16	\$52M	-19.8%



Current Year	\$55.3M	\$57.5M	\$54.3M	\$52.2M	\$48.3M	\$40.7M	\$56.8M	\$71.2M	\$82M	\$78M	\$83.2M	\$61.5M	\$72.7M
Prior Year	\$52M	\$48M	\$45.7M	\$50.4M	\$42.4M	\$30.4M	\$42.6M	\$52.8M	\$57.5M	\$62M	\$65.9M	\$58.7M	\$55.3M
Percent Change from Prior Year	6%	20%	19%	4%	14%	34%	33%	35%	43%	26%	26%	5%	31%

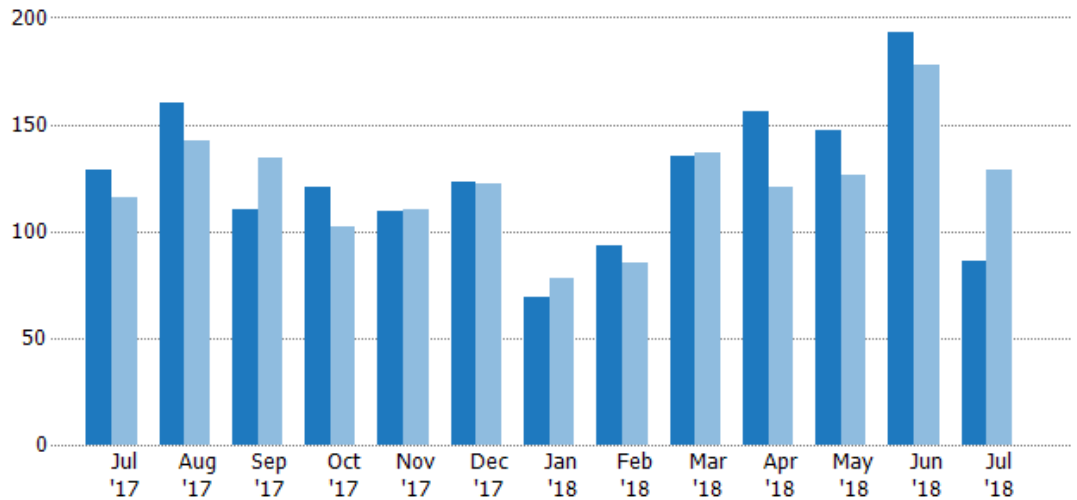
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Jul '18	86	-33.3%
Jul '17	129	11.2%
Jul '16	116	18.1%



Current Year	129	160	110	121	109	123	69	93	135	156	147	193	86
Prior Year	116	142	134	102	110	122	78	85	137	121	126	178	129
Percent Change from Prior Year	11%	13%	-18%	19%	-1%	1%	-12%	9%	-1%	29%	17%	8%	-33%

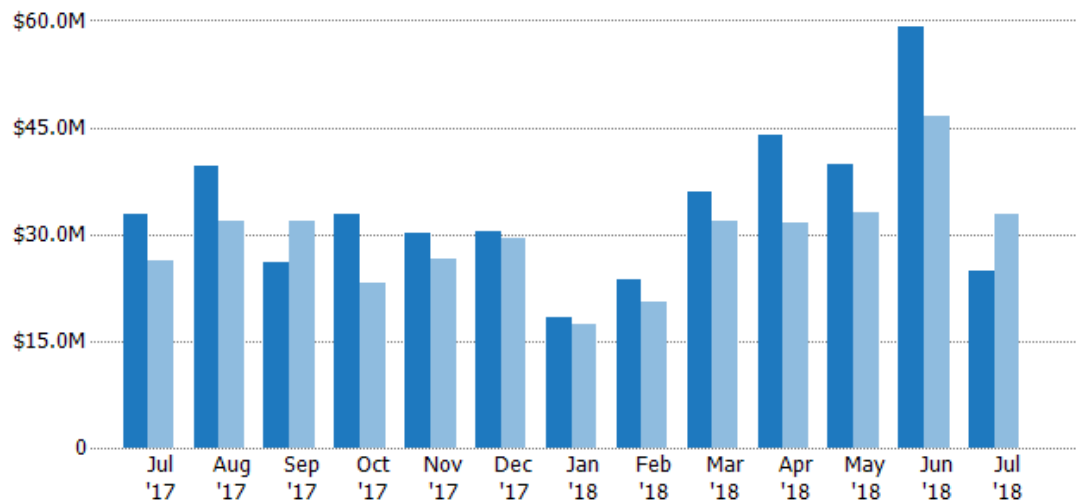
Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Jul '18	\$24.8M	-24.5%
Jul '17	\$32.8M	24.2%
Jul '16	\$26.4M	18.8%



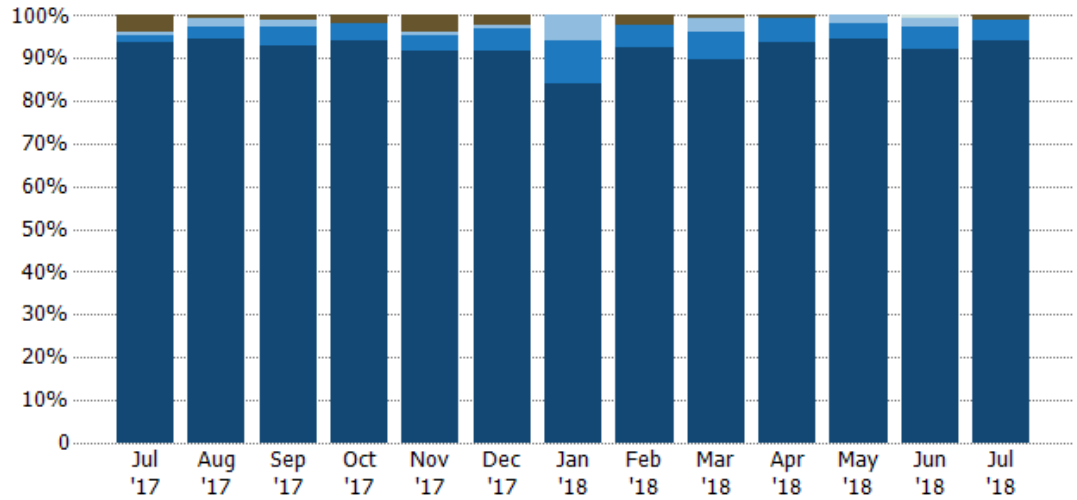
Current Year	\$32.8M	\$39.6M	\$26.1M	\$32.7M	\$30.1M	\$30.4M	\$18.4M	\$23.6M	\$36M	\$44M	\$39.8M	\$59.1M	\$24.8M
Prior Year	\$26.4M	\$31.9M	\$31.9M	\$23.2M	\$26.6M	\$29.5M	\$17.3M	\$20.4M	\$31.8M	\$31.6M	\$33M	\$46.6M	\$32.8M
Percent Change from Prior Year	24%	24%	-18%	41%	13%	3%	6%	16%	13%	39%	21%	27%	-24%

Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

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



Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

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

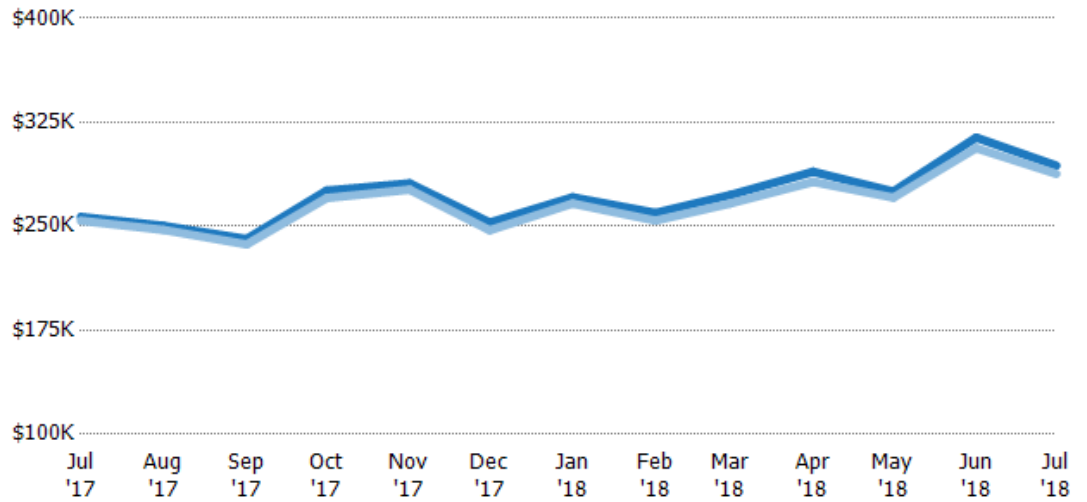


Average Sales Price vs Average Listing Price

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

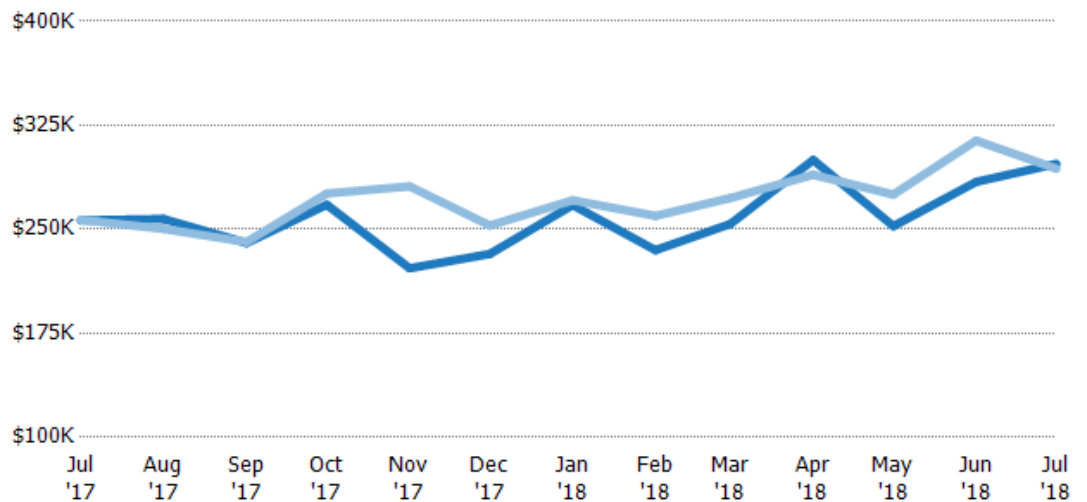


Average Sales Price vs Average Est Value

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



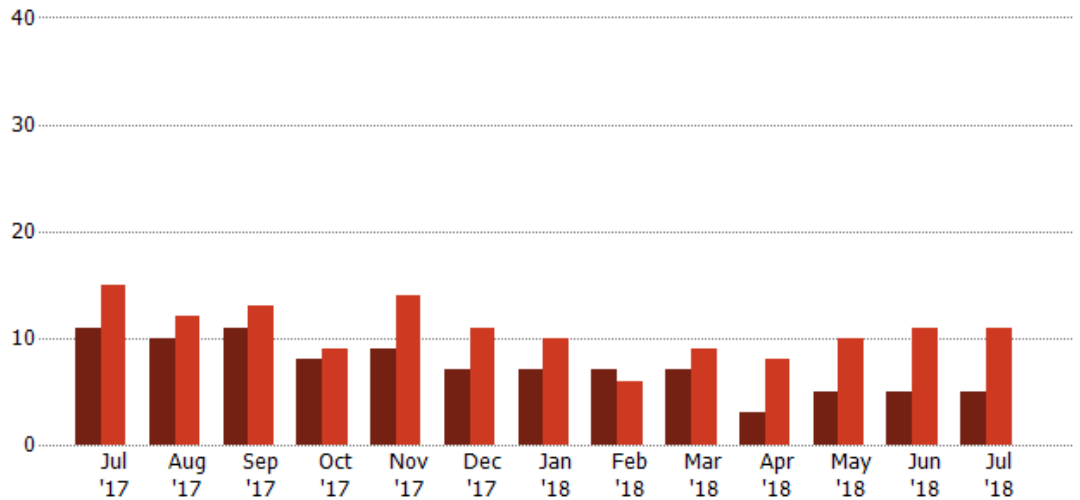
Distressed Listings

The number of distressed single-family, condominium and townhome 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.
Jul '18	5	-54.5%
Jul '17	11	-26.7%
Jul '16	15	120%



Current Year	11	10	11	8	9	7	7	7	7	3	5	5	5
Prior Year	15	12	13	9	14	11	10	6	9	8	10	11	11
Percent Change from Prior Year	-27%	-17%	-15%	-11%	-36%	-36%	-30%	17%	-22%	-63%	-50%	-55%	-55%

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: 08/07/2018

Scheduled: Yes

Report Date Range: From 7/2017 To: 7/2018

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 7/2018 data

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