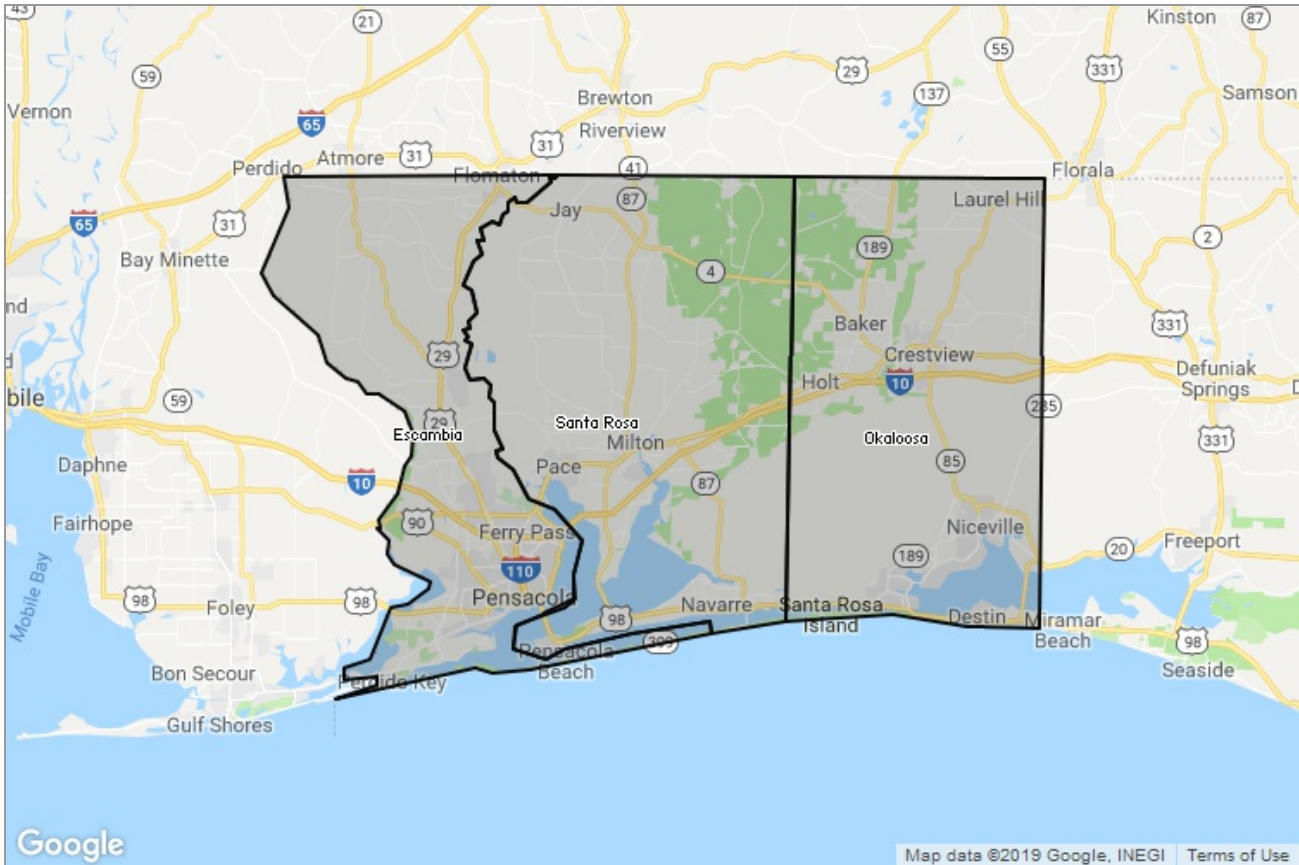


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
2/2018 – 2/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 03/04/2019

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

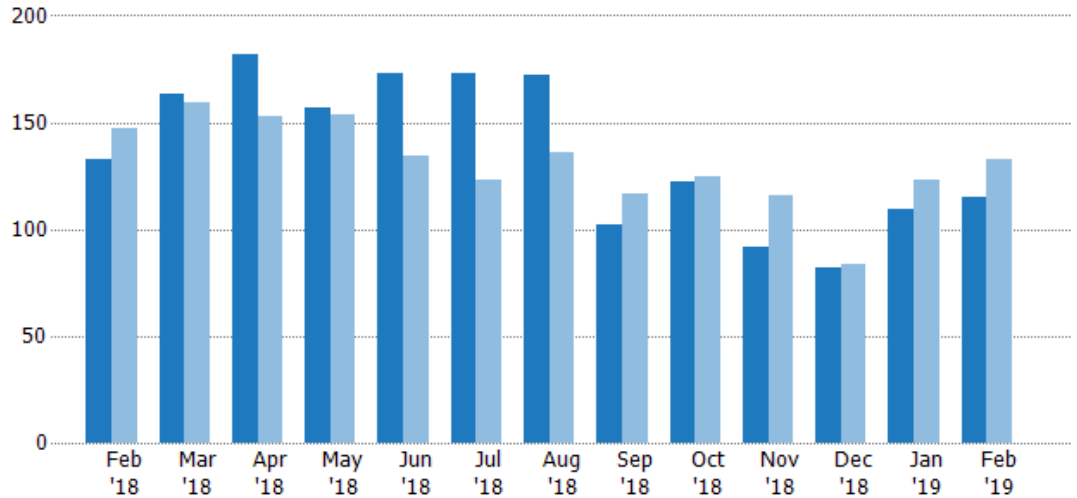
New Listings

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.
Feb '19	115	-13.5%
Feb '18	133	-9.5%
Feb '17	147	-6.1%



Current Year	133	163	182	157	173	173	172	102	122	92	82	109	115
Prior Year	147	159	153	154	134	123	136	117	125	116	84	123	133
Percent Change from Prior Year	-10%	3%	19%	2%	29%	41%	26%	-13%	-2%	-21%	-2%	-11%	-14%

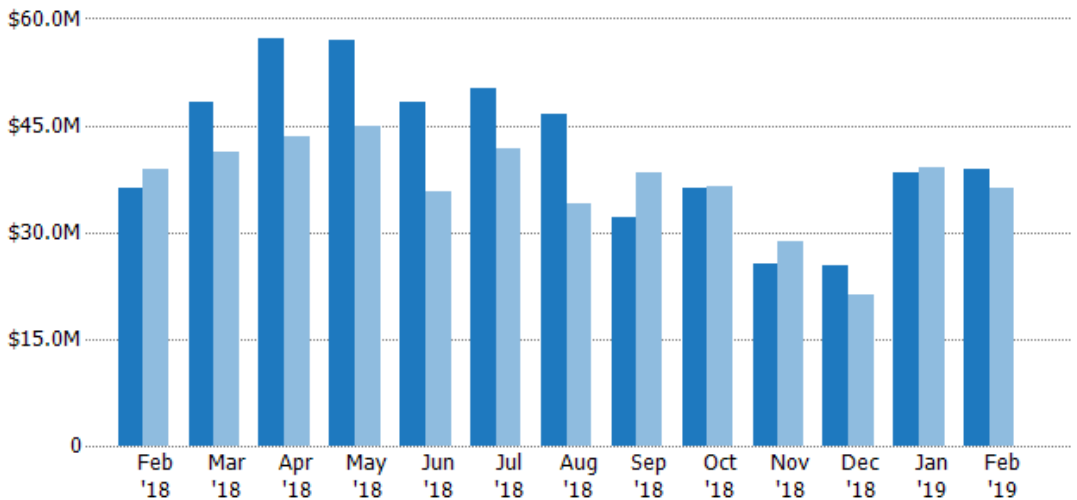
New Listing Volume

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.
Feb '19	\$38.9M	7.3%
Feb '18	\$36.3M	-6.9%
Feb '17	\$39M	-16.1%



Current Year	\$36.3M	\$48.3M	\$57.1M	\$57M	\$48.3M	\$50.2M	\$46.5M	\$32.1M	\$36.1M	\$25.6M	\$25.3M	\$38.3M	\$38.9M
Prior Year	\$39M	\$41.3M	\$43.4M	\$45M	\$35.6M	\$41.8M	\$34.1M	\$38.4M	\$36.4M	\$28.8M	\$21.3M	\$39.1M	\$36.3M
Percent Change from Prior Year	-7%	17%	32%	27%	35%	20%	37%	-16%	-1%	-11%	19%	-2%	7%

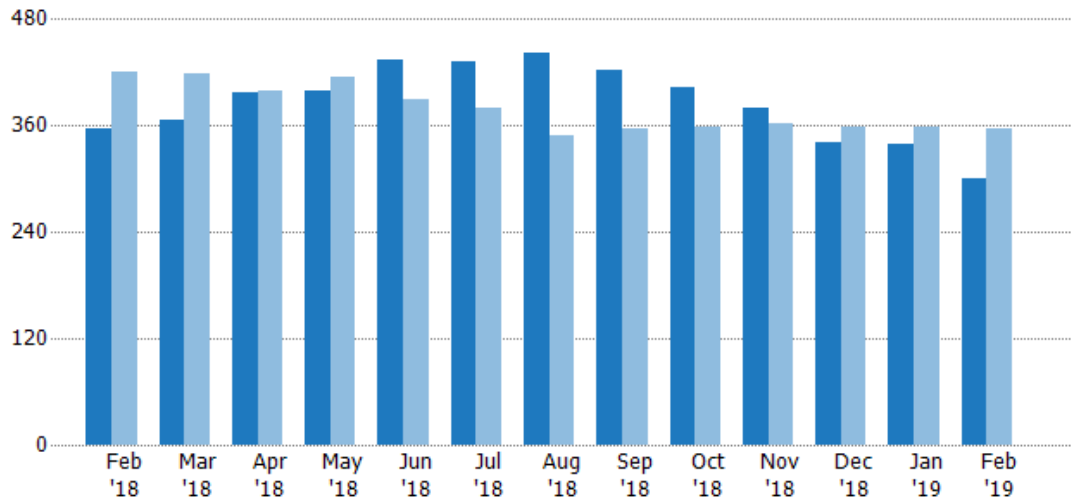
Active Listings

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.
Feb '19	300	-15.7%
Feb '18	356	-15.2%
Feb '17	420	13.6%



Current Year	356	367	397	399	435	432	441	423	404	380	341	339	300
Prior Year	420	418	399	414	389	380	349	357	359	363	358	359	356
Percent Change from Prior Year	-15%	-12%	-1%	-4%	12%	14%	26%	18%	13%	5%	-5%	-6%	-16%

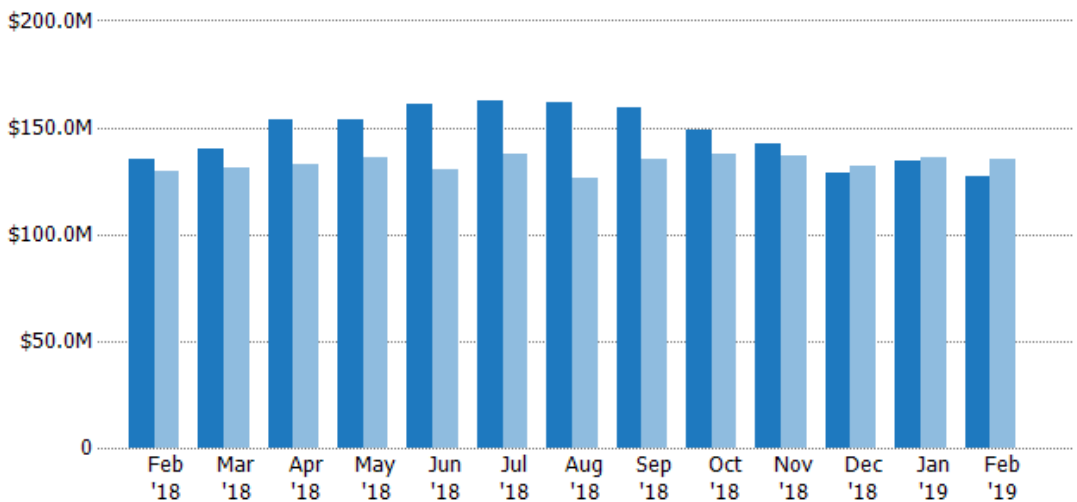
Active Listing Volume

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.
Feb '19	\$127M	-6%
Feb '18	\$135M	4.4%
Feb '17	\$129M	2.3%



Current Year	\$135M	\$140M	\$154M	\$154M	\$161M	\$163M	\$162M	\$159M	\$149M	\$142M	\$129M	\$135M	\$127M
Prior Year	\$129M	\$131M	\$133M	\$136M	\$130M	\$138M	\$127M	\$135M	\$137M	\$136M	\$132M	\$136M	\$135M
Percent Change from Prior Year	4%	7%	16%	13%	24%	18%	28%	18%	9%	4%	-2%	-1%	-6%

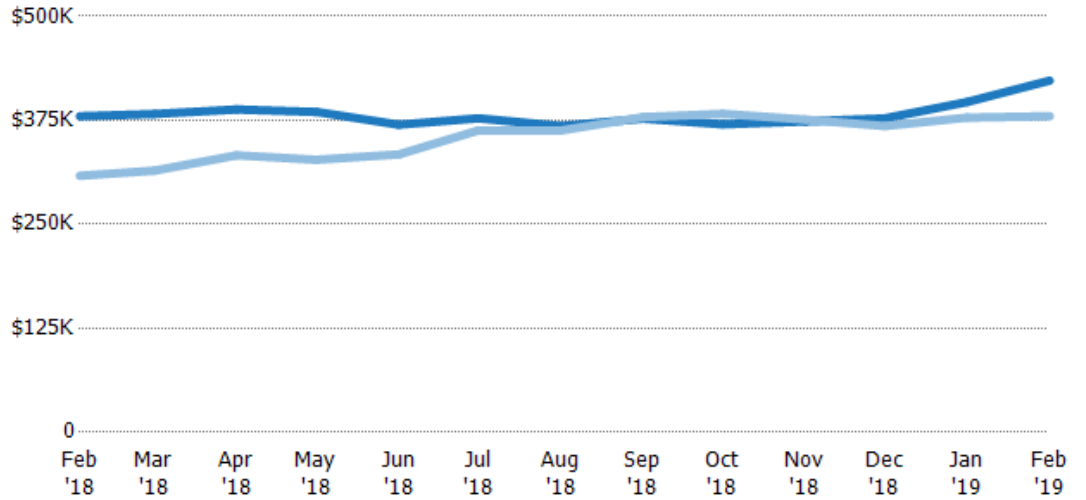
Average Listing Price

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.
Feb '19	\$423K	11.3%
Feb '18	\$380K	23.2%
Feb '17	\$308K	-9.6%



Current Year	\$380K	\$383K	\$388K	\$385K	\$370K	\$377K	\$368K	\$377K	\$370K	\$374K	\$377K	\$397K	\$423K
Prior Year	\$308K	\$314K	\$333K	\$328K	\$334K	\$363K	\$363K	\$379K	\$383K	\$376K	\$368K	\$378K	\$380K
Percent Change from Prior Year	23%	22%	17%	18%	11%	4%	1%	0%	-3%	-1%	3%	5%	11%

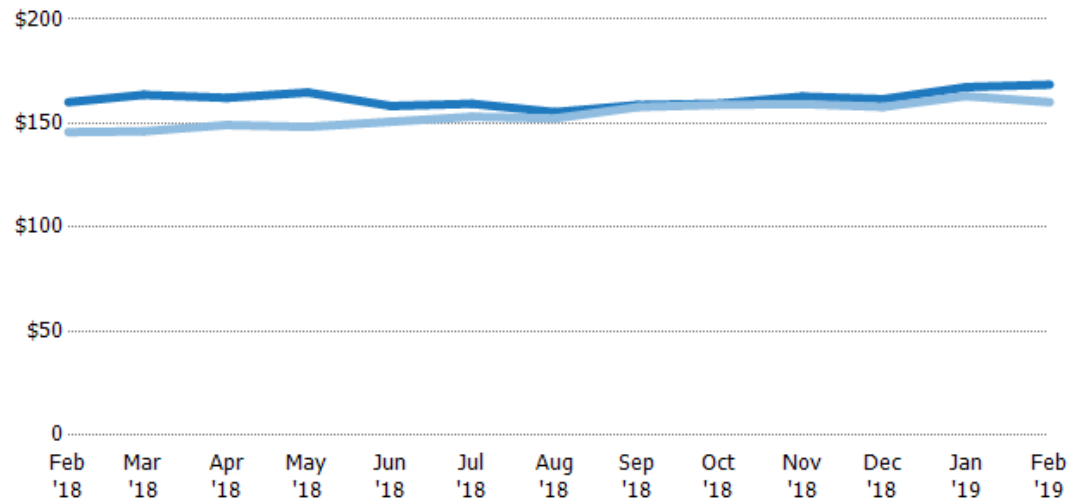
Average Listing Price per Sq Ft

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.
Feb '19	\$169	5.3%
Feb '18	\$160	9.9%
Feb '17	\$146	-9.1%



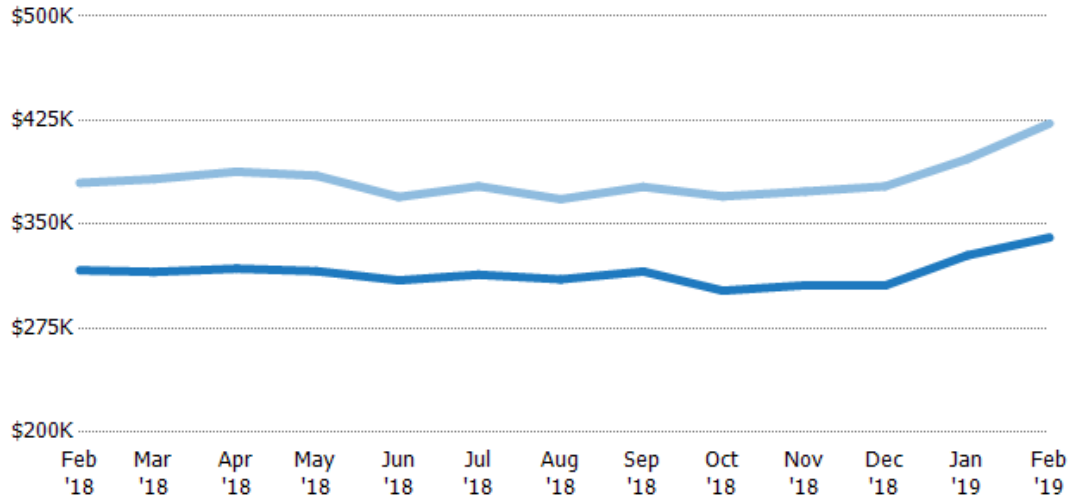
Current Year	\$160	\$164	\$162	\$165	\$158	\$159	\$155	\$159	\$159	\$163	\$162	\$167	\$169
Prior Year	\$146	\$146	\$149	\$148	\$151	\$153	\$152	\$158	\$159	\$159	\$158	\$163	\$160
Percent Change from Prior Year	10%	12%	9%	11%	5%	4%	2%	1%	0%	2%	2%	3%	5%

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



Avg Est Value	\$317K	\$316K	\$318K	\$316K	\$310K	\$314K	\$310K	\$316K	\$302K	\$306K	\$306K	\$328K	\$340K
Avg Listing Price	\$380K	\$383K	\$388K	\$385K	\$370K	\$377K	\$368K	\$377K	\$370K	\$374K	\$377K	\$397K	\$423K
Avg Listing Price as a % of Avg Est Value	120%	121%	122%	122%	119%	120%	119%	119%	123%	122%	123%	121%	124%

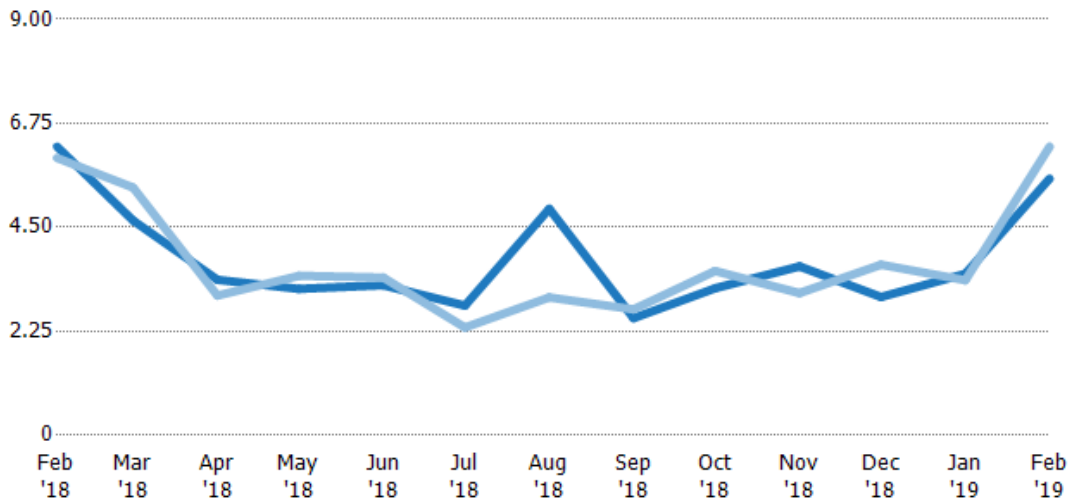
Months of Inventory

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.
Feb '19	5.56	-11%
Feb '18	6.25	4.1%
Feb '17	6	37.1%



Current Year	6.25	4.65	3.36	3.17	3.25	2.81	4.9	2.53	3.18	3.65	2.99	3.49	5.56
Prior Year	6	5.36	3.02	3.45	3.41	2.33	2.98	2.73	3.55	3.08	3.69	3.36	6.25
Percent Change from Prior Year	4%	-13%	11%	-8%	-5%	20%	64%	-7%	-11%	19%	-19%	4%	-11%

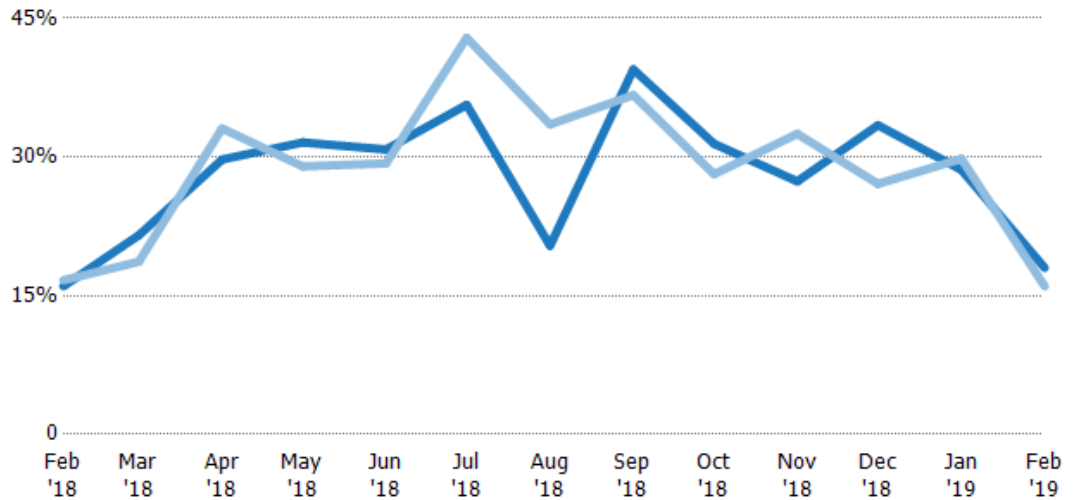
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Feb '19	18%	-2%
Feb '18	16%	0.7%
Feb '17	17%	-27.1%

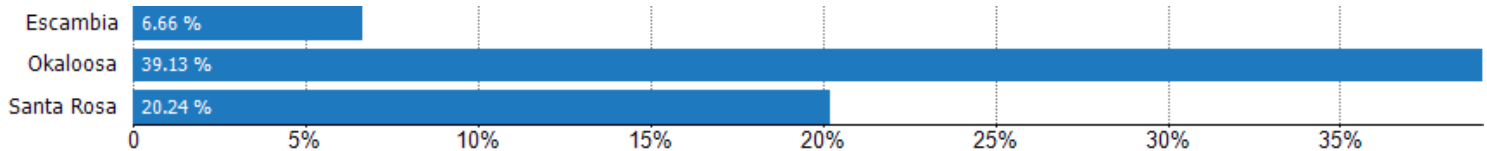


Current Year	16%	22%	30%	32%	31%	36%	20%	39%	31%	27%	33%	29%	18%
Prior Year	17%	19%	33%	29%	29%	43%	34%	37%	28%	33%	27%	30%	16%
Change from Prior Year	1%	-3%	3%	-3%	-2%	7%	13%	-3%	-3%	5%	-6%	1%	-2%

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



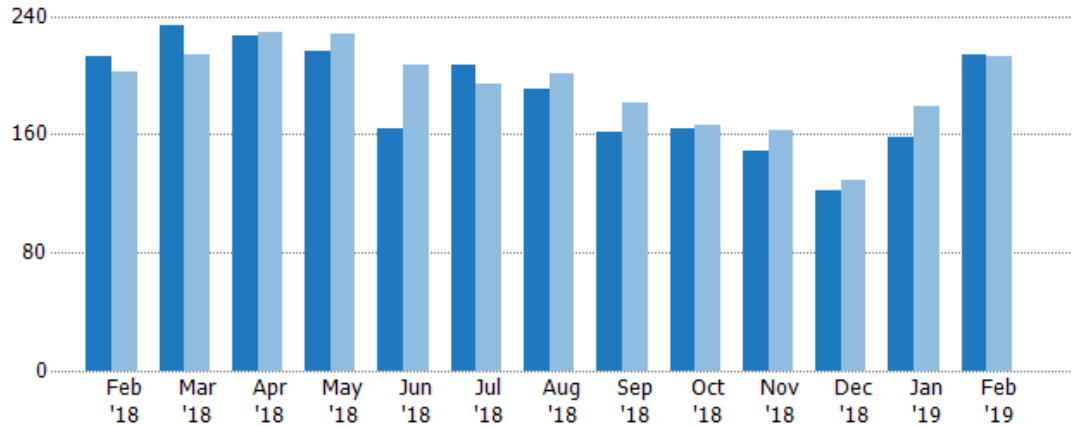
Pending Sales

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.
Feb '19	214	0.5%
Feb '18	213	5.4%
Feb '17	202	-18.3%



Current Year	213	234	227	216	164	207	191	161	164	149	122	158	214
Prior Year	202	214	229	228	207	194	201	181	166	163	129	179	213
Percent Change from Prior Year	5%	9%	-1%	-5%	-21%	7%	-5%	-11%	-1%	-9%	-5%	-12%	0%

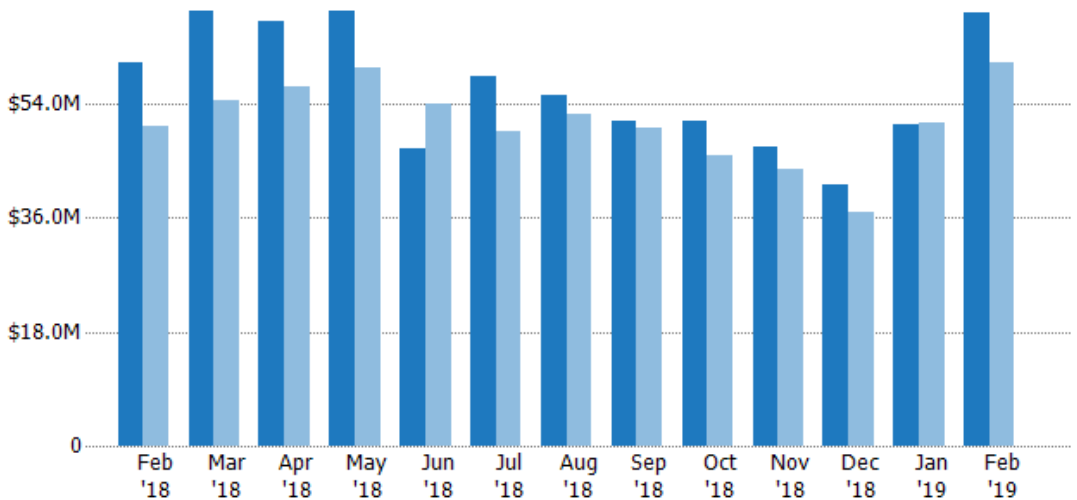
Pending Sales Volume

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.
Feb '19	\$68.4M	13.3%
Feb '18	\$60.4M	19.7%
Feb '17	\$50.4M	-27.3%



Current Year	\$60.4M	\$68.6M	\$67M	\$68.6M	\$46.9M	\$58.4M	\$55.3M	\$51.2M	\$51.2M	\$47.1M	\$41.3M	\$50.7M	\$68.4M
Prior Year	\$50.4M	\$54.5M	\$56.6M	\$59.7M	\$54M	\$49.5M	\$52.3M	\$50.2M	\$46M	\$43.5M	\$36.9M	\$51M	\$60.4M
Percent Change from Prior Year	20%	26%	18%	15%	-13%	18%	6%	2%	11%	8%	12%	-1%	13%

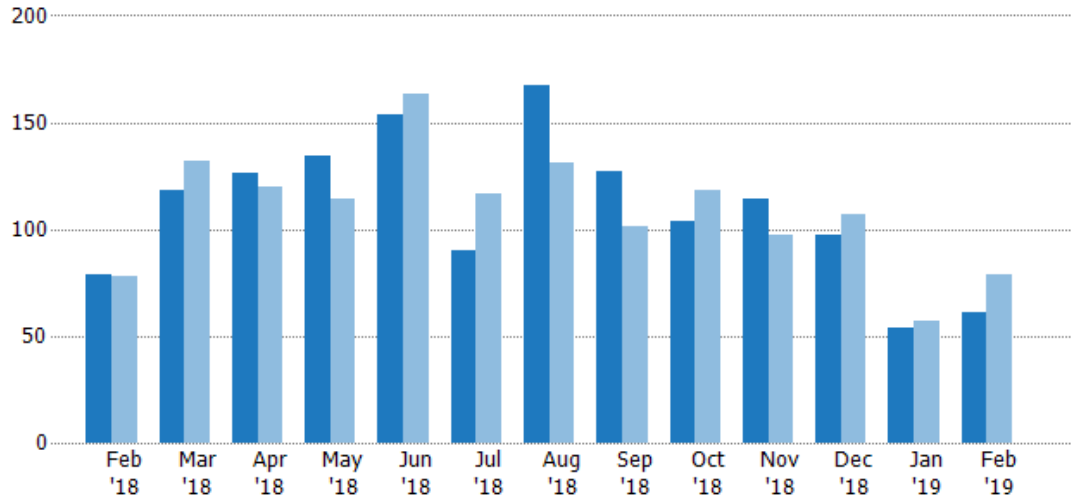
Closed Sales

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.
Feb '19	61	-22.8%
Feb '18	79	1.3%
Feb '17	78	-5.1%



Current Year	79	118	126	134	154	90	167	127	104	114	97	54	61
Prior Year	78	132	120	114	163	117	131	101	118	97	107	57	79
Percent Change from Prior Year	1%	-11%	5%	18%	-6%	-23%	27%	26%	-12%	18%	-9%	-5%	-23%

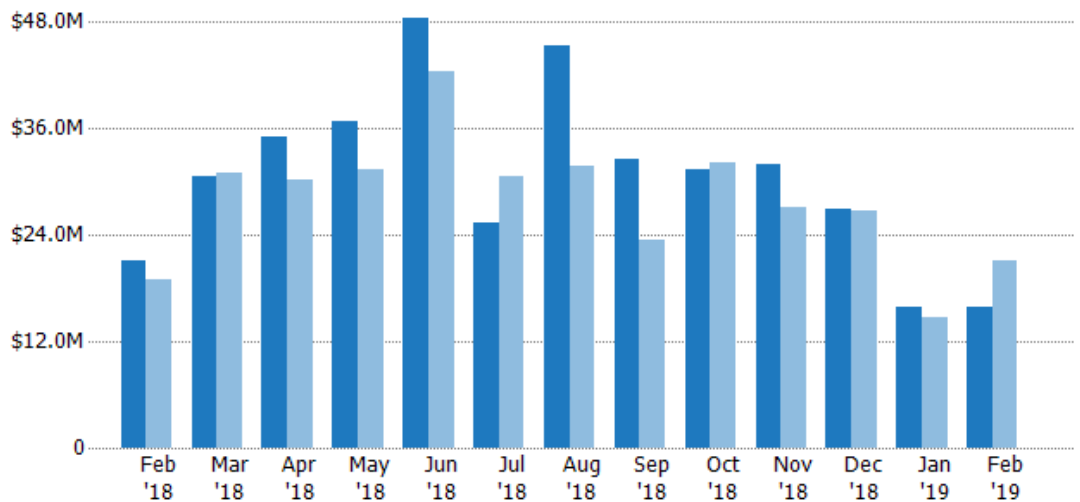
Closed Sales Volume

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.
Feb '19	\$15.9M	-24.8%
Feb '18	\$21.1M	11.4%
Feb '17	\$19M	-14%



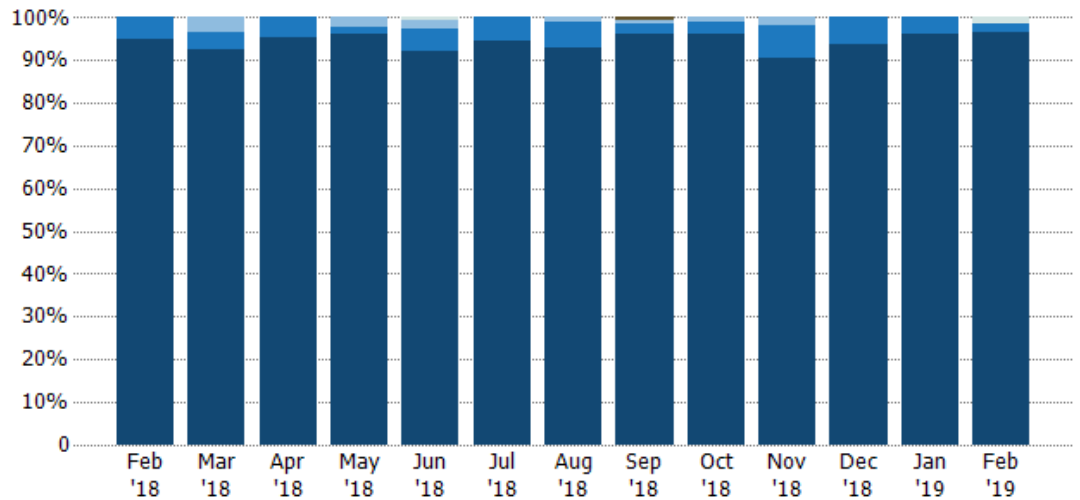
Current Year	\$21.1M	\$30.6M	\$35.1M	\$36.9M	\$48.5M	\$25.4M	\$45.3M	\$32.5M	\$31.4M	\$32M	\$27M	\$15.8M	\$15.9M
Prior Year	\$19M	\$30.9M	\$30.2M	\$31.5M	\$42.4M	\$30.7M	\$31.8M	\$23.4M	\$32.1M	\$27.1M	\$26.7M	\$14.7M	\$21.1M
Percent Change from Prior Year	11%	-1%	16%	17%	14%	-17%	42%	39%	-2%	18%	1%	8%	-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

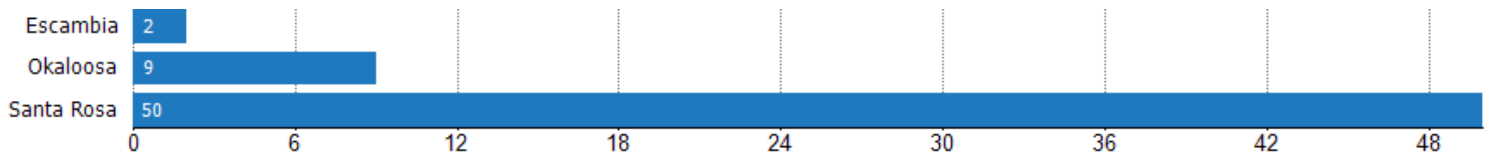


Other	-	-	-	-	-	-	-	1%	-	-	-	-	-
Lot/Land	-	-	-	-	1%	-	-	-	-	-	-	-	2%
Mobile/Manufactured	-	3%	-	2%	2%	-	1%	1%	1%	2%	-	-	-
Condo/Townhouse	5%	4%	5%	1%	5%	6%	6%	2%	3%	8%	6%	4%	2%
Single Family Residence	95%	92%	95%	96%	92%	94%	93%	96%	96%	90%	94%	96%	97%

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

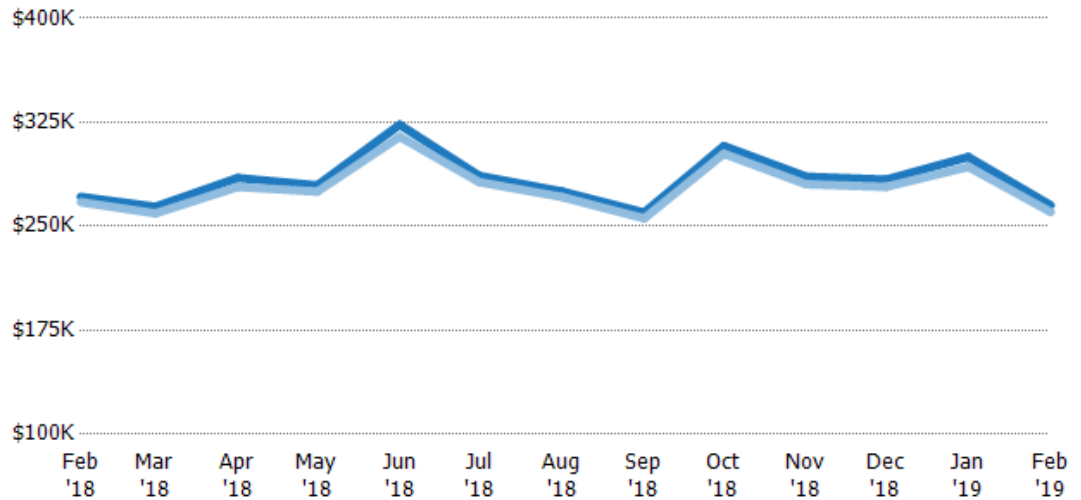


Average Sales Price vs Average Listing Price

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

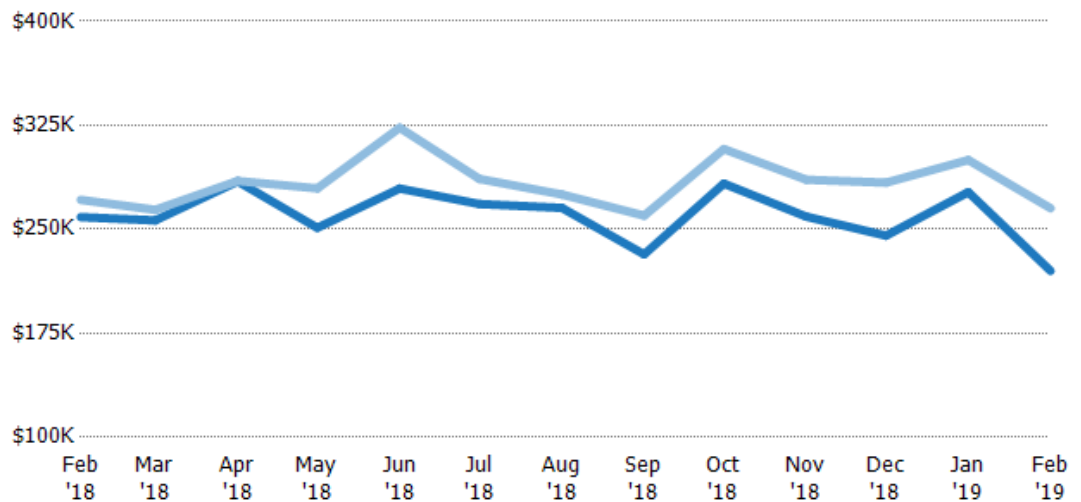


Average Sales Price vs Average Est Value

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



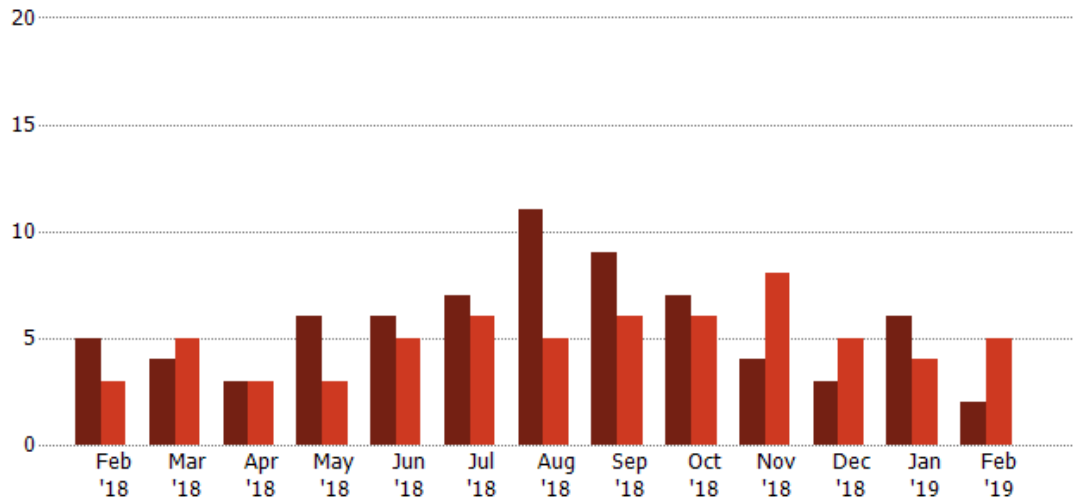
Distressed Listings

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.
Feb '19	2	-60%
Feb '18	5	66.7%
Feb '17	3	266.7%



Current Year	5	4	3	6	6	7	11	9	7	4	3	6	2
Prior Year	3	5	3	3	5	6	5	6	6	8	5	4	5
Percent Change from Prior Year	67%	-20%	0%	100%	20%	17%	120%	50%	17%	-50%	-40%	50%	-60%

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: 03/04/2019

Scheduled: Yes

Report Date Range: From 2/2018 To: 2/2019

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 2/2019 data

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