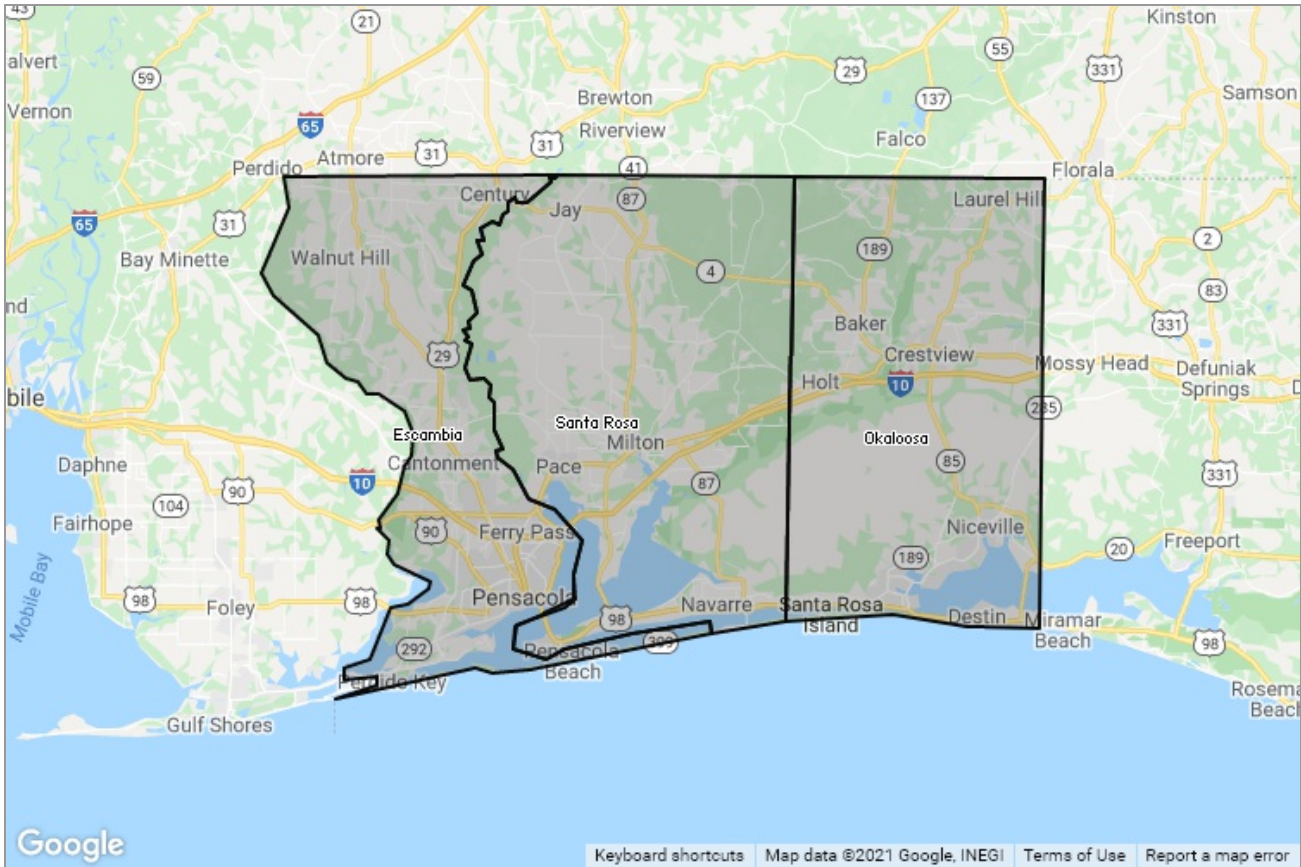


MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
10/2020 – 10/2021

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 11/06/2021

**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

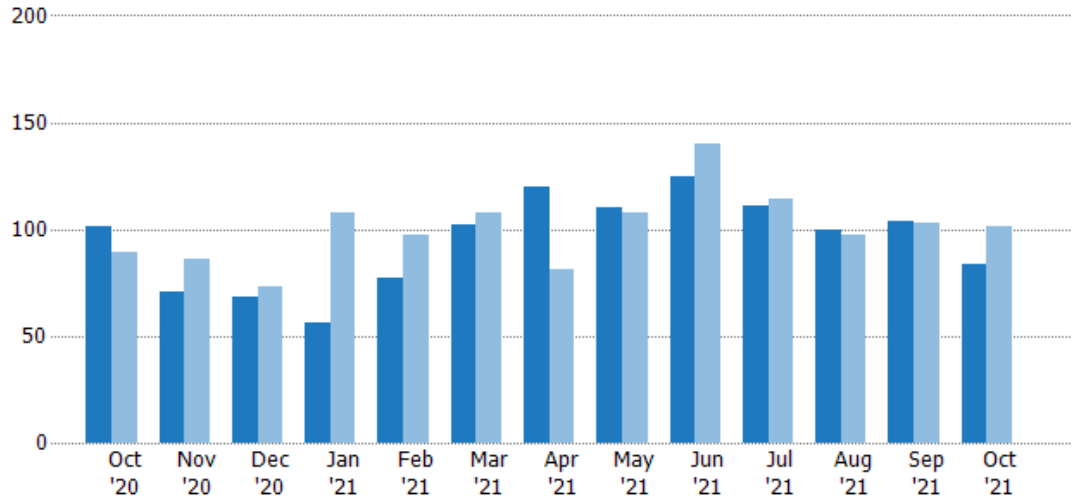
### New Listings

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.
Oct '21	84	-16.8%
Oct '20	101	13.5%
Oct '19	89	23.6%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	101	71	68	56	77	102	120	110	125	111	100	104	84
Prior Year	89	86	73	108	97	108	81	108	140	114	97	103	101
Percent Change from Prior Year	13%	-17%	-7%	-48%	-21%	-6%	48%	2%	-11%	-3%	3%	1%	-17%

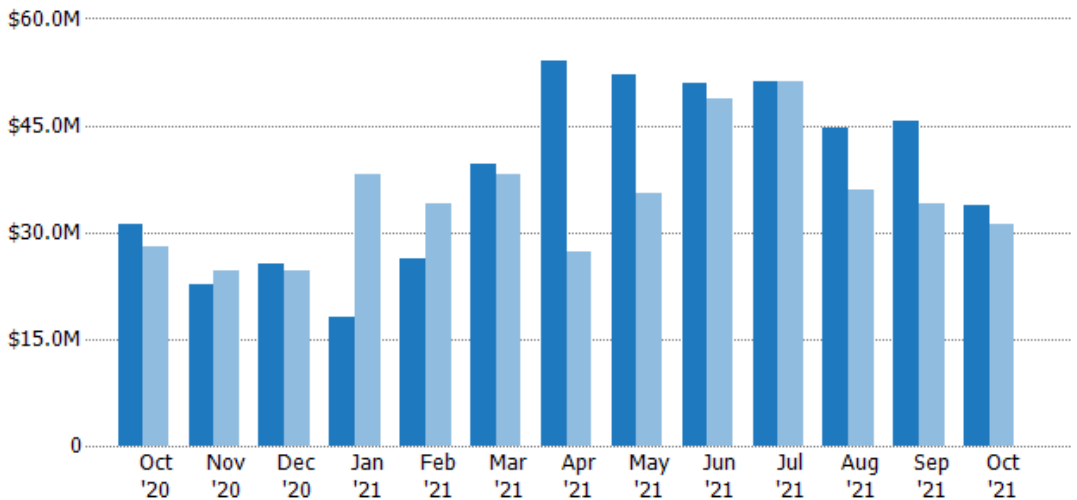
### New Listing Volume

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.
Oct '21	\$33.8M	8.7%
Oct '20	\$31.1M	11.3%
Oct '19	\$28M	17.7%



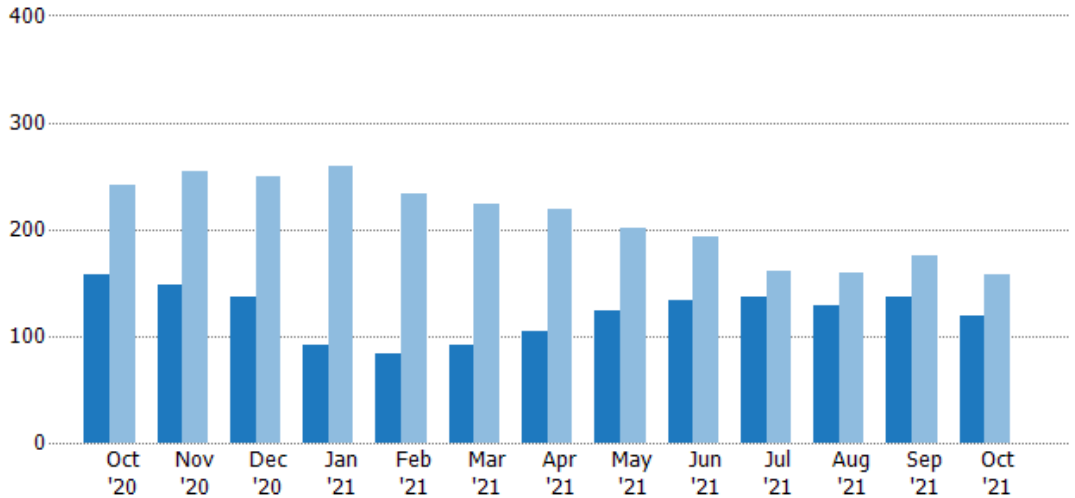
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$31.1M	\$22.5M	\$25.4M	\$18.2M	\$26.3M	\$39.6M	\$54M	\$52M	\$50.9M	\$51.2M	\$44.8M	\$45.6M	\$33.8M
Prior Year	\$28M	\$24.6M	\$24.6M	\$38.1M	\$34M	\$38.1M	\$27.3M	\$35.4M	\$48.6M	\$51.1M	\$36.1M	\$34M	\$31.1M
Percent Change from Prior Year	11%	-8%	4%	-52%	-23%	4%	98%	47%	5%	0%	24%	34%	9%

### 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.
Oct '21	119	-24.7%
Oct '20	158	-34.7%
Oct '19	242	38%

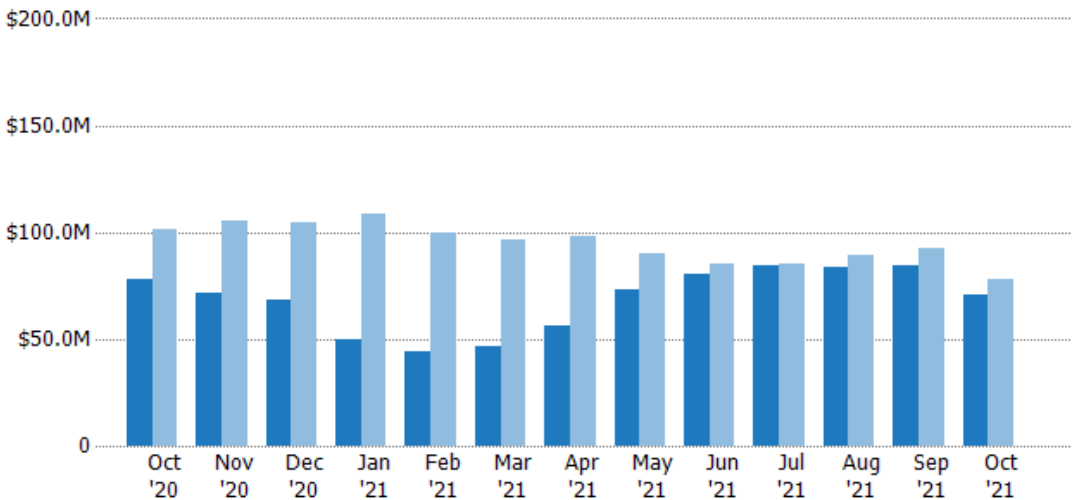
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	158	148	136	92	83	91	105	123	133	136	129	136	119
Prior Year	242	254	250	259	233	223	219	201	193	161	159	176	158
Percent Change from Prior Year	-35%	-42%	-46%	-64%	-64%	-59%	-52%	-39%	-31%	-16%	-19%	-23%	-25%

### 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.
Oct '21	\$71M	-9.1%
Oct '20	\$78.1M	-23.2%
Oct '19	\$102M	15.6%

	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$78.1M	\$71.2M	\$68.3M	\$49.5M	\$44.3M	\$46.8M	\$56.6M	\$73.5M	\$80.5M	\$84.6M	\$83.4M	\$84M	\$71M
Prior Year	\$102M	\$105M	\$105M	\$109M	\$100M	\$96.7M	\$98.4M	\$89.9M	\$85.1M	\$85.3M	\$89M	\$92.1M	\$78.1M
Percent Change from Prior Year	-23%	-32%	-35%	-54%	-56%	-52%	-42%	-18%	-5%	-1%	-6%	-9%	-9%

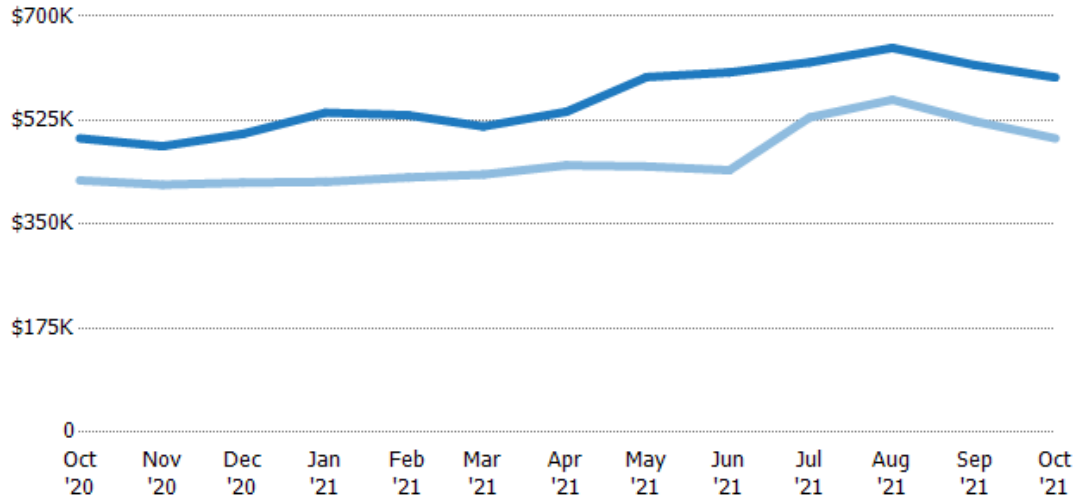
## Average Listing Price

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.
Oct '21	\$597K	20.7%
Oct '20	\$495K	16.7%
Oct '19	\$424K	-16.7%



Current Year	\$495K	\$481K	\$502K	\$538K	\$533K	\$515K	\$539K	\$598K	\$606K	\$622K	\$647K	\$618K	\$597K
Prior Year	\$424K	\$417K	\$420K	\$421K	\$429K	\$434K	\$449K	\$447K	\$441K	\$530K	\$560K	\$523K	\$495K
Percent Change from Prior Year	17%	16%	20%	28%	24%	19%	20%	34%	37%	18%	16%	18%	21%

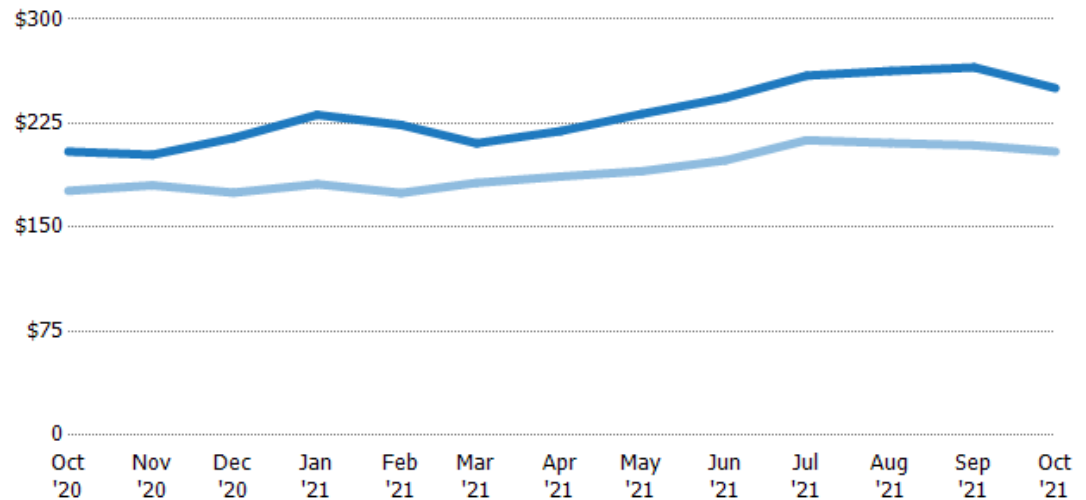
## Average Listing Price per Sq Ft

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.
Oct '21	\$250	22.4%
Oct '20	\$205	16.1%
Oct '19	\$176	-10.9%



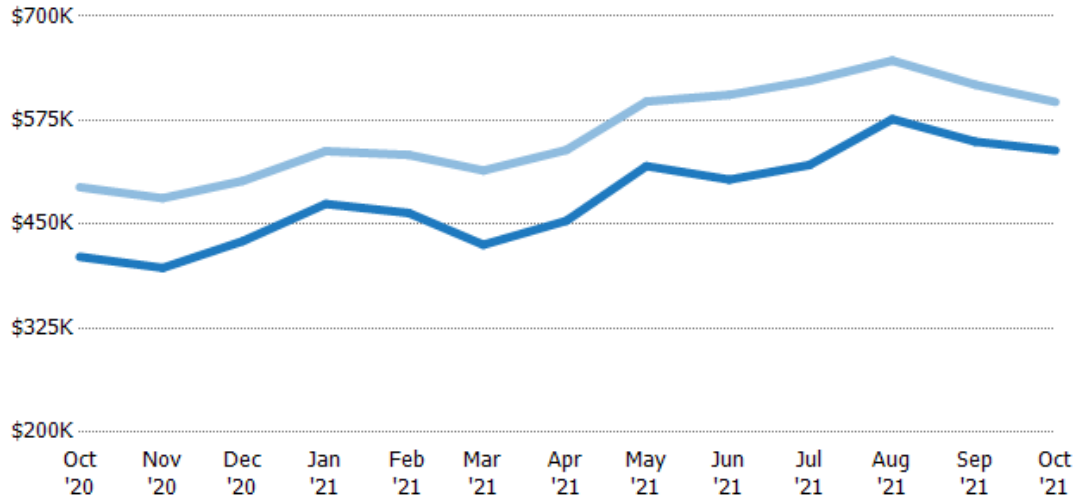
Current Year	\$205	\$202	\$214	\$231	\$224	\$211	\$219	\$232	\$243	\$259	\$263	\$265	\$250
Prior Year	\$176	\$180	\$175	\$181	\$175	\$182	\$187	\$190	\$198	\$213	\$211	\$209	\$205
Percent Change from Prior Year	16%	12%	23%	28%	28%	16%	18%	22%	23%	22%	25%	27%	22%

## 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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg Est Value	\$411K	\$398K	\$430K	\$474K	\$464K	\$425K	\$454K	\$520K	\$504K	\$521K	\$576K	\$549K	\$539K
Avg Listing Price	\$495K	\$481K	\$502K	\$538K	\$533K	\$515K	\$539K	\$598K	\$606K	\$622K	\$647K	\$618K	\$597K
Avg Listing Price as a % of Avg Est Value	120%	121%	117%	113%	115%	121%	119%	115%	120%	119%	112%	112%	111%

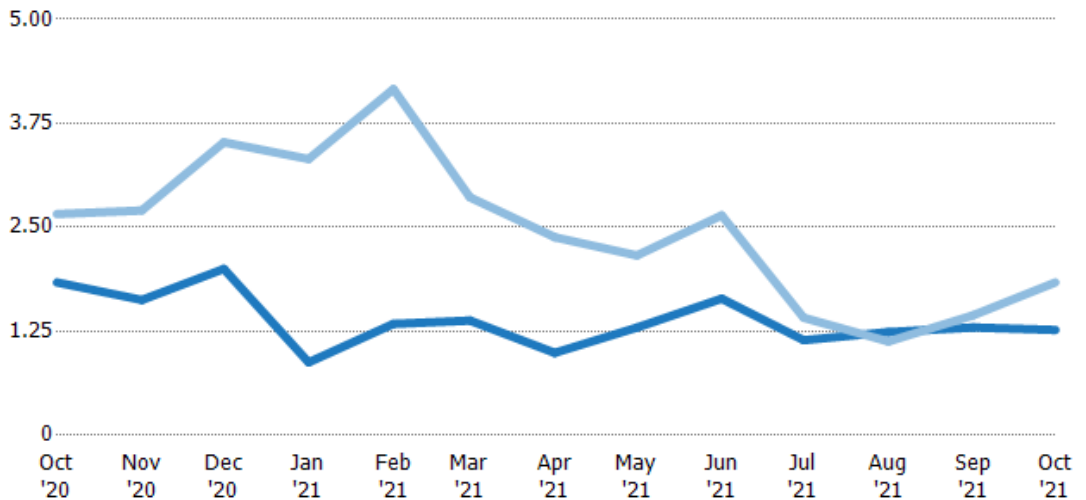
## Months of Inventory

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.
Oct '21	1.27	-31.1%
Oct '20	1.84	-30.9%
Oct '19	2.66	-2.6%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	1.84	1.63	2	0	1.34	1.38	0	1.29	1.64	1.14	1.24	1.3	1.27
Prior Year	2.66	2.7	3.52	3.32	4.16	2.86	2.38	2.16	2.64	1.41	1.13	1.44	1.84
Percent Change from Prior Year	-31%	-40%	-43%	-74%	-68%	-52%	-58%	-40%	-38%	-19%	10%	-10%	-31%

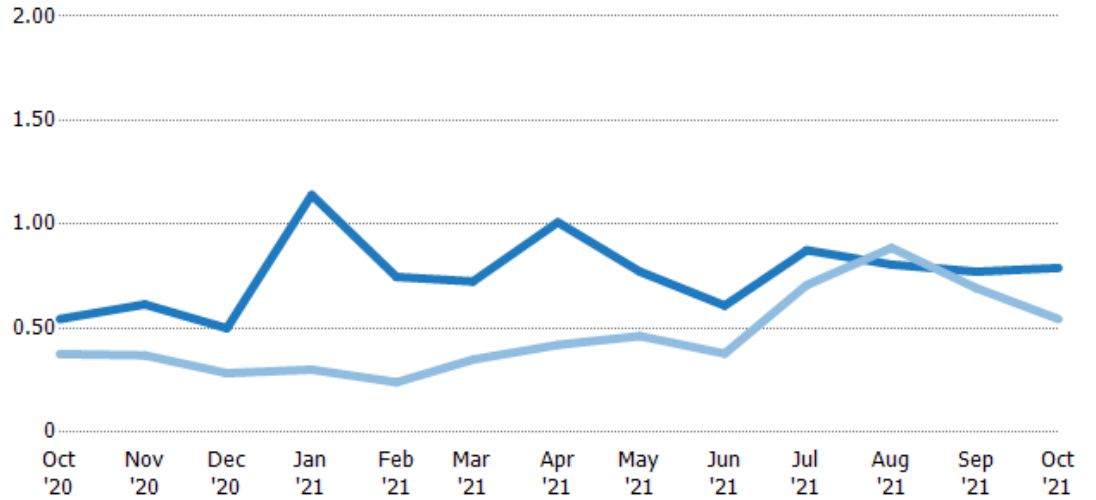
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/Year	Rate	Chg.
Oct '21	79%	-24.6%
Oct '20	54%	-16.8%
Oct '19	38%	2.7%

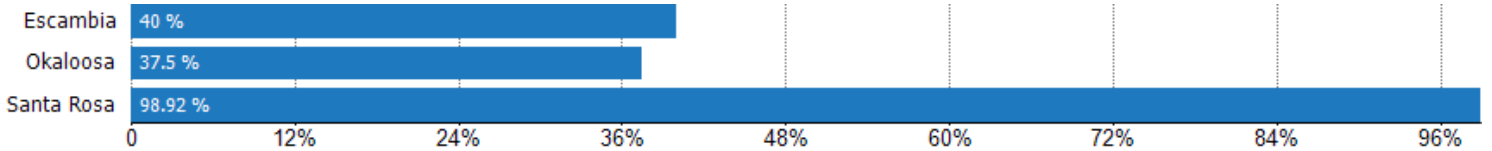


Current Year	54%	61%	50%	114%	75%	73%	101%	77%	61%	88%	81%	77%	79%
Prior Year	38%	37%	28%	30%	24%	35%	42%	46%	38%	71%	89%	69%	54%
Change from Prior Year	-17%	-24%	-22%	-84%	-51%	-38%	-59%	-31%	-23%	-17%	8%	-8%	-25%

## 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



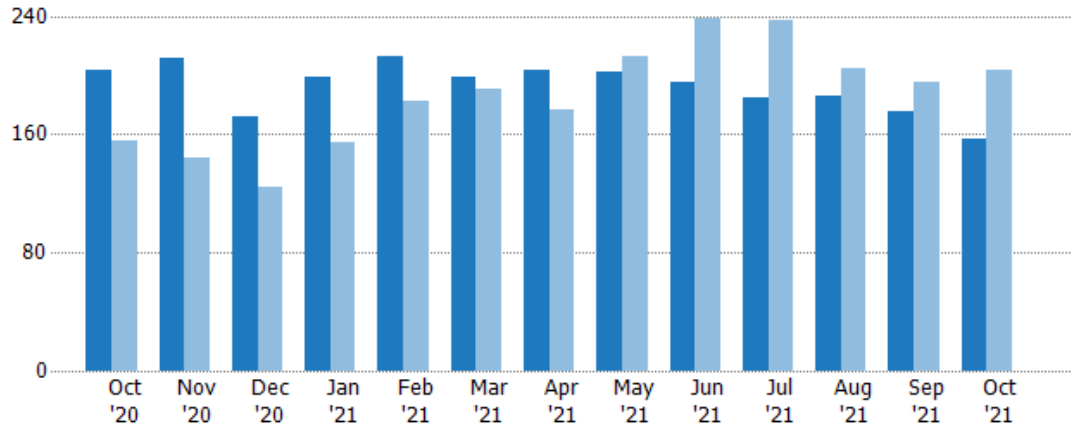
## Pending Sales

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.
Oct '21	157	-22.7%
Oct '20	203	30.1%
Oct '19	156	7.7%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	203	212	172	199	213	199	204	202	195	185	186	175	157
Prior Year	156	144	124	155	182	191	177	213	238	237	205	195	203
Percent Change from Prior Year	30%	47%	39%	28%	17%	4%	15%	-5%	-18%	-22%	-9%	-10%	-23%

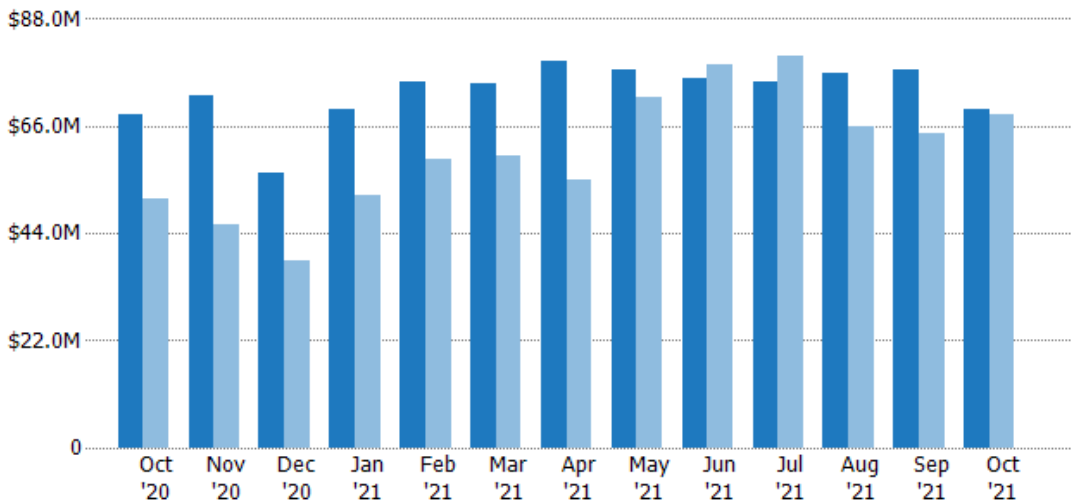
## Pending Sales Volume

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.
Oct '21	\$69.6M	2%
Oct '20	\$68.2M	33.3%
Oct '19	\$51.2M	4.4%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$68.2M	\$72.2M	\$56.5M	\$69.5M	\$75M	\$74.6M	\$79.2M	\$77.7M	\$75.9M	\$75M	\$76.7M	\$77.7M	\$69.6M
Prior Year	\$51.2M	\$45.7M	\$38.4M	\$51.9M	\$59.2M	\$59.9M	\$55M	\$72M	\$78.7M	\$80.4M	\$66.1M	\$64.6M	\$68.2M
Percent Change from Prior Year	33%	58%	47%	34%	27%	25%	44%	8%	-4%	-7%	16%	20%	2%

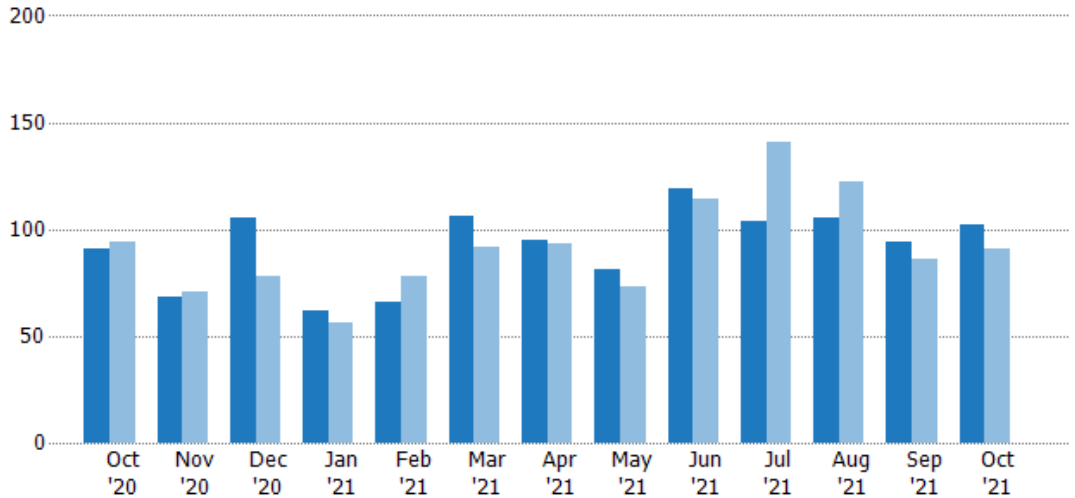
### Closed Sales

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.
Oct '21	102	12.1%
Oct '20	91	-3.2%
Oct '19	94	22.3%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	91	68	105	62	66	106	95	81	119	104	105	94	102
Prior Year	94	71	78	56	78	92	93	73	114	141	122	86	91
Percent Change from Prior Year	-3%	-4%	35%	11%	-15%	15%	2%	11%	4%	-26%	-14%	9%	12%

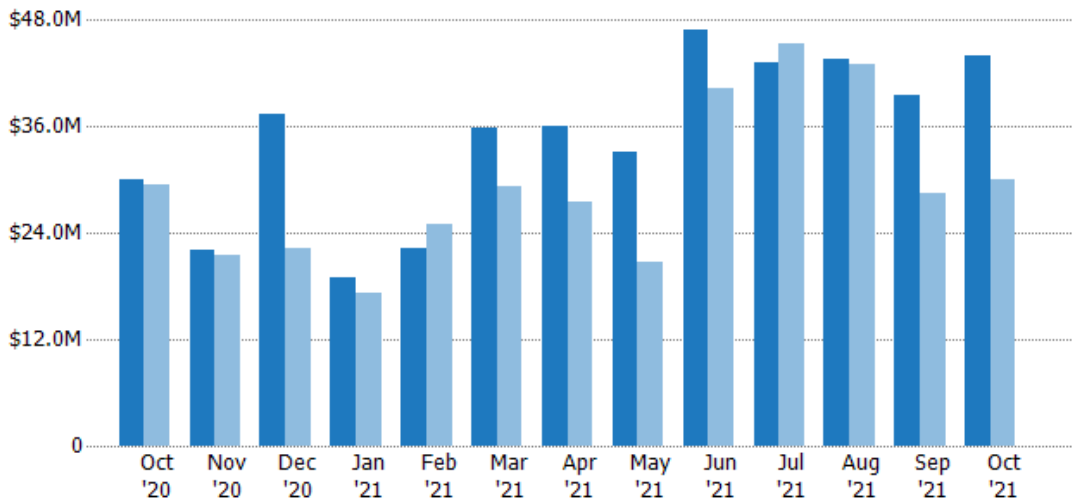
### Closed Sales Volume

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.
Oct '21	\$44M	46.5%
Oct '20	\$30M	2.3%
Oct '19	\$29.4M	17.4%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$30M	\$22.1M	\$37.4M	\$19M	\$22.4M	\$35.9M	\$36M	\$33.1M	\$46.9M	\$43.1M	\$43.5M	\$39.5M	\$44M
Prior Year	\$29.4M	\$21.5M	\$22.3M	\$17.3M	\$24.9M	\$29.3M	\$27.4M	\$20.8M	\$40.2M	\$45.4M	\$43.1M	\$28.4M	\$30M
Percent Change from Prior Year	2%	3%	68%	10%	-10%	22%	31%	59%	17%	-5%	1%	39%	47%

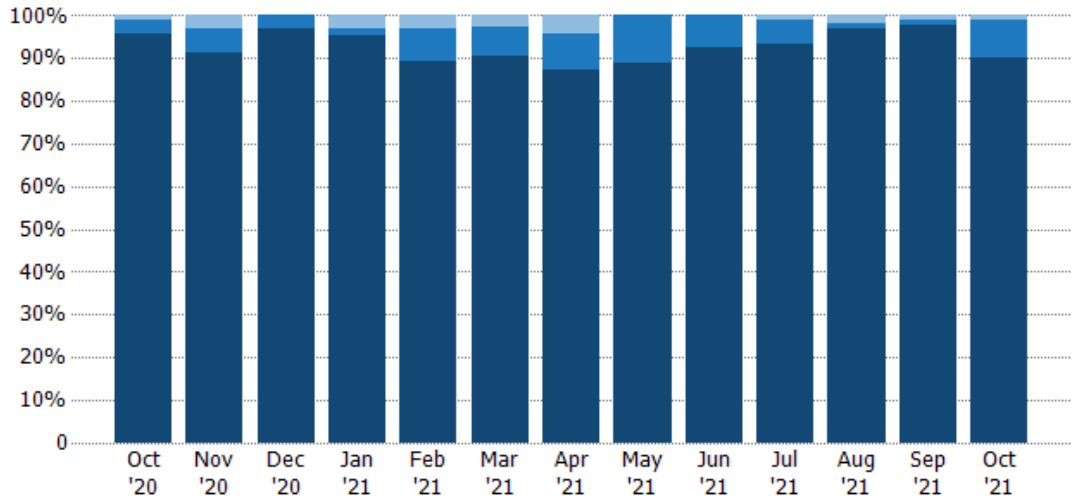


## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

### Filters Used

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

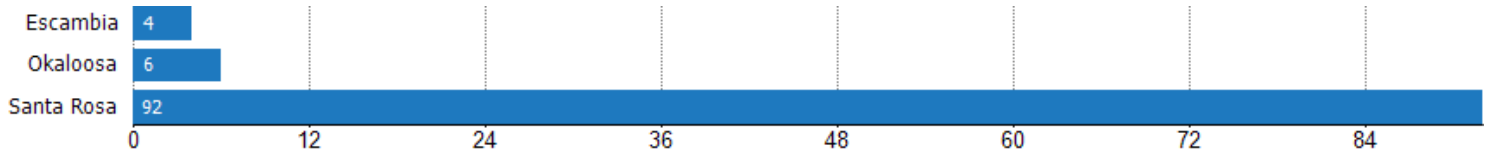


Property Type	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Mobile/Manufactured	1%	3%	-	3%	3%	3%	4%	-	-	1%	2%	1%	1%
Condo/Townhouse	3%	6%	3%	2%	8%	7%	8%	11%	8%	6%	1%	1%	9%
Single Family Residence	96%	91%	97%	95%	89%	91%	87%	89%	92%	93%	97%	98%	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

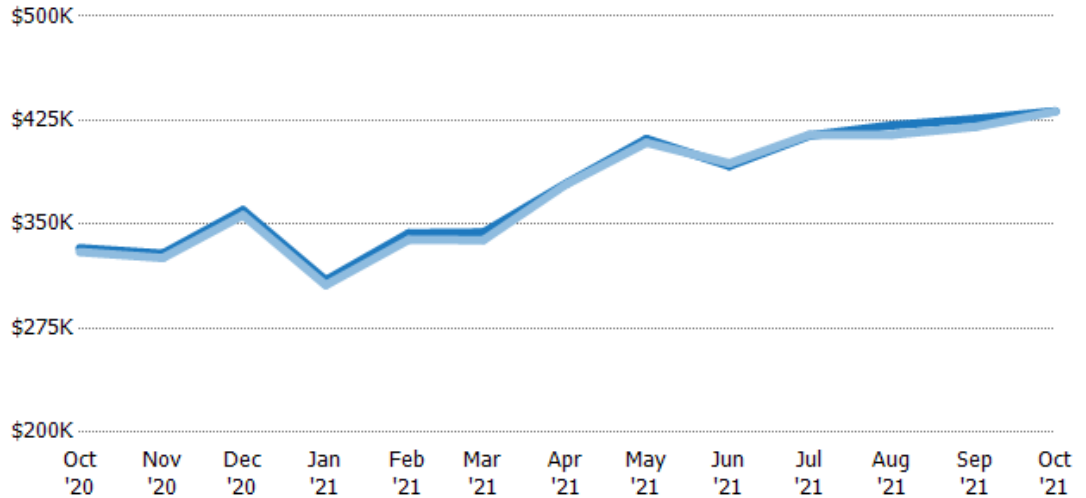


## Average Sales Price vs Average Listing Price

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

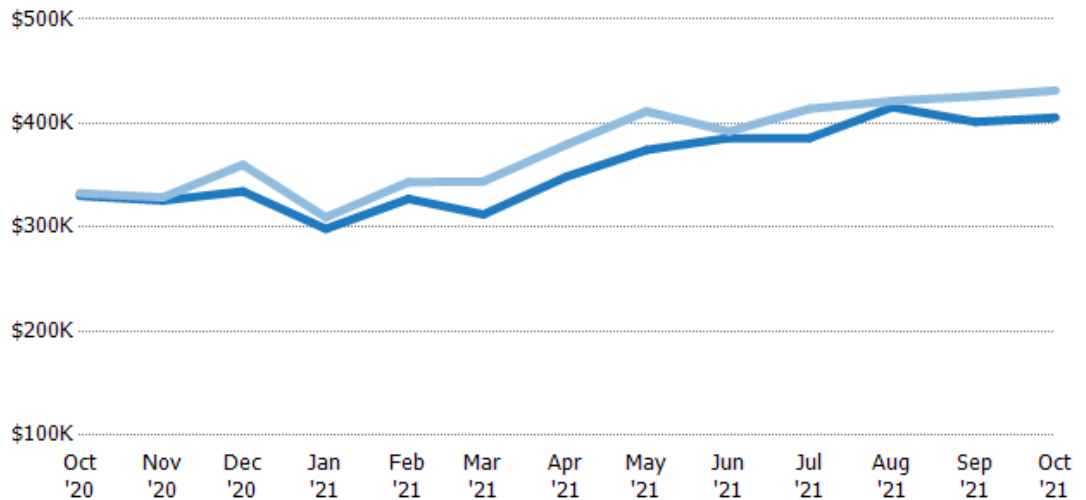


## Average Sales Price vs Average Est Value

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

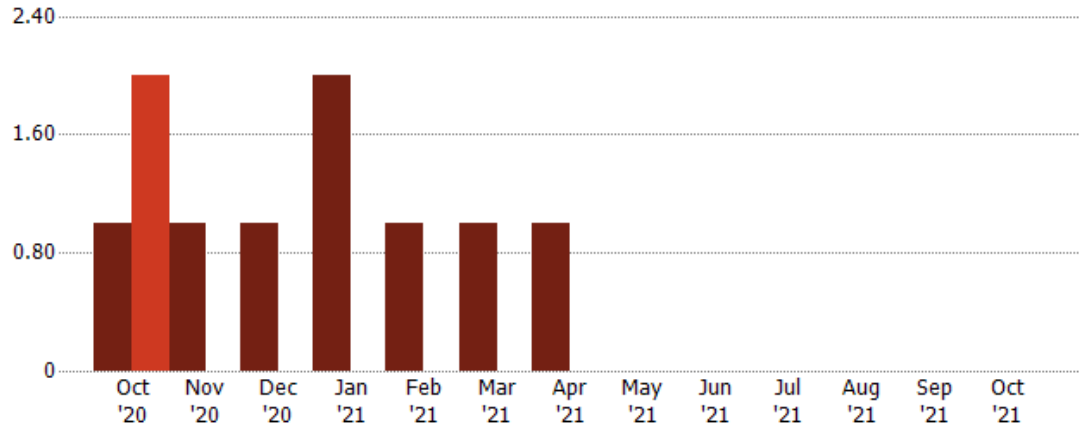


## Distressed Listings

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



Current Year	1	1	1	2	1	1	1	-	-	-	-	-	-
Prior Year	2	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-50%	100%	100%	100%	100%	100%	100%	-	-	-	-	-	-

## 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:** 11/06/2021

**Scheduled:** Yes

**Report Date Range:** From 10/2020 To: 10/2021

### 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 10/2021 data

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