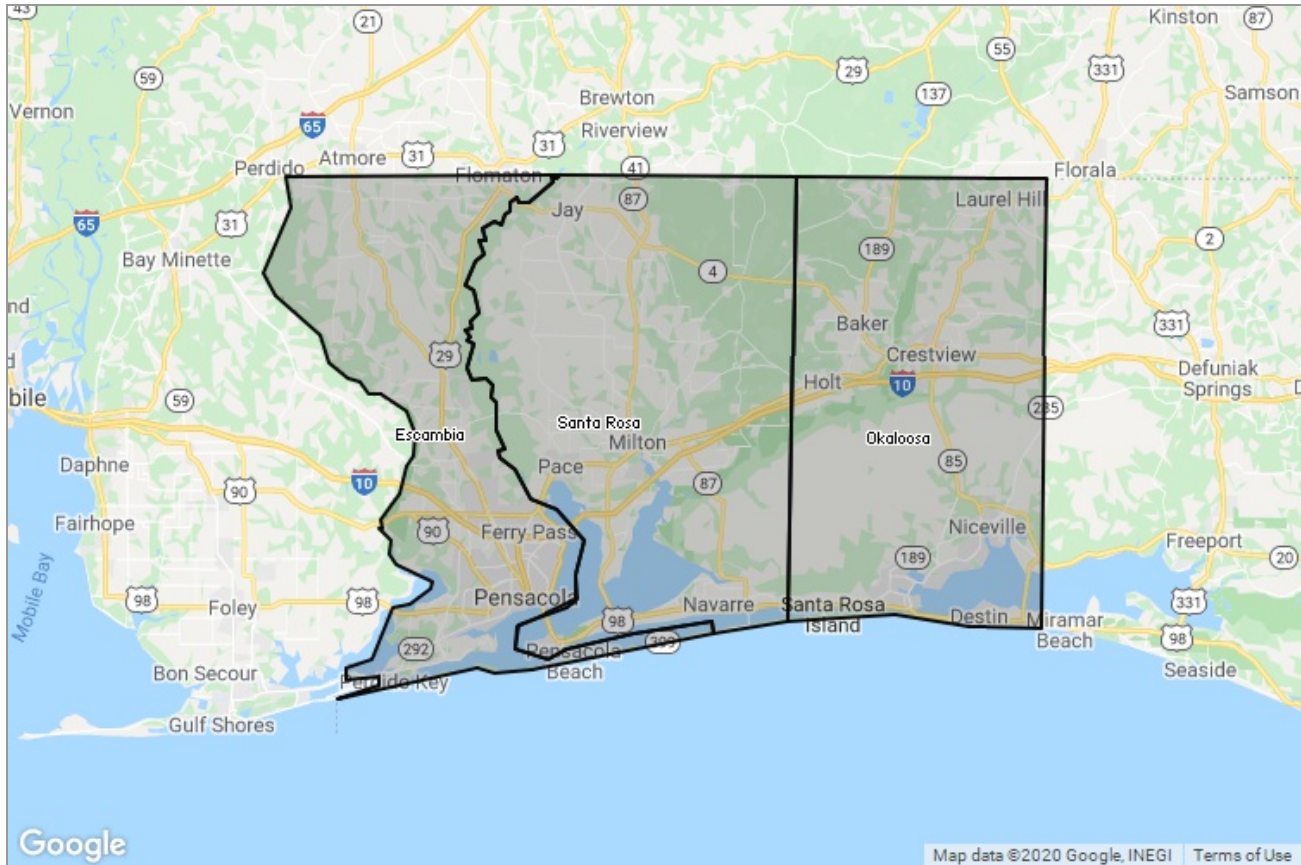


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
9/2019 – 9/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 10/06/2020

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

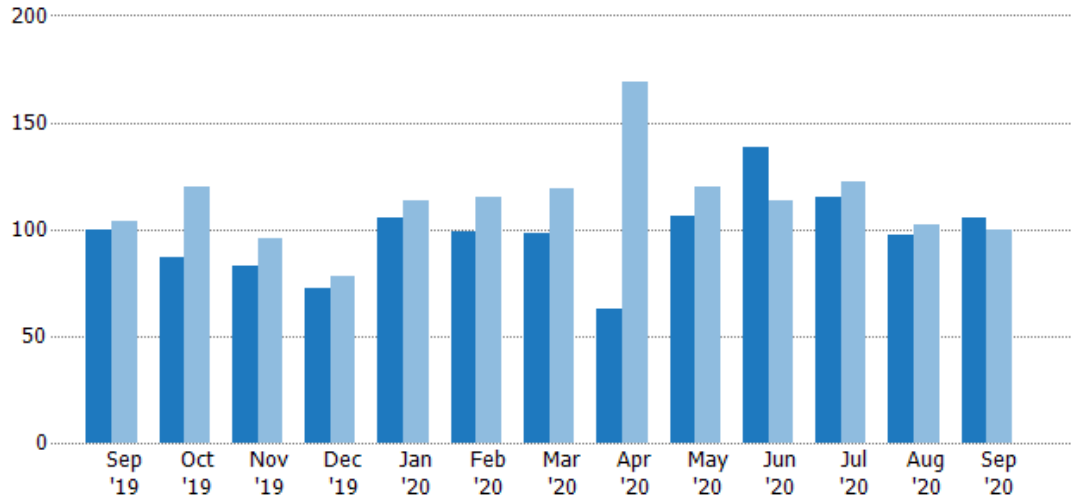
New Listings

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.
Sep '20	105	5%
Sep '19	100	-3.8%
Sep '18	104	16.3%



Current Year	100	87	83	72	105	99	98	63	106	138	115	97	105
Prior Year	104	120	96	78	113	115	119	169	120	113	122	102	100
Percent Change from Prior Year	-4%	-28%	-14%	-8%	-7%	-14%	-18%	-63%	-12%	22%	-6%	-5%	5%

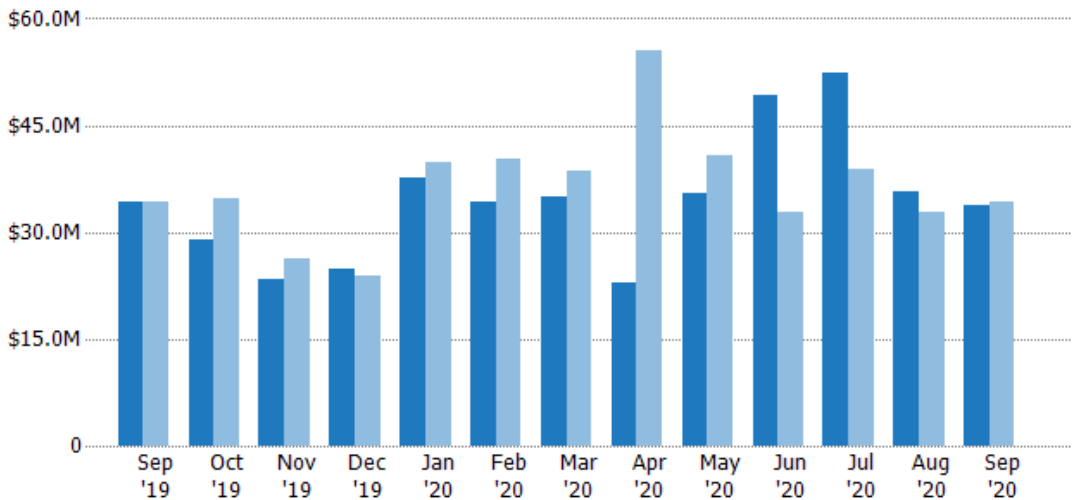
New Listing Volume

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.
Sep '20	\$33.8M	-1.1%
Sep '19	\$34.2M	0.2%
Sep '18	\$34.2M	17.1%



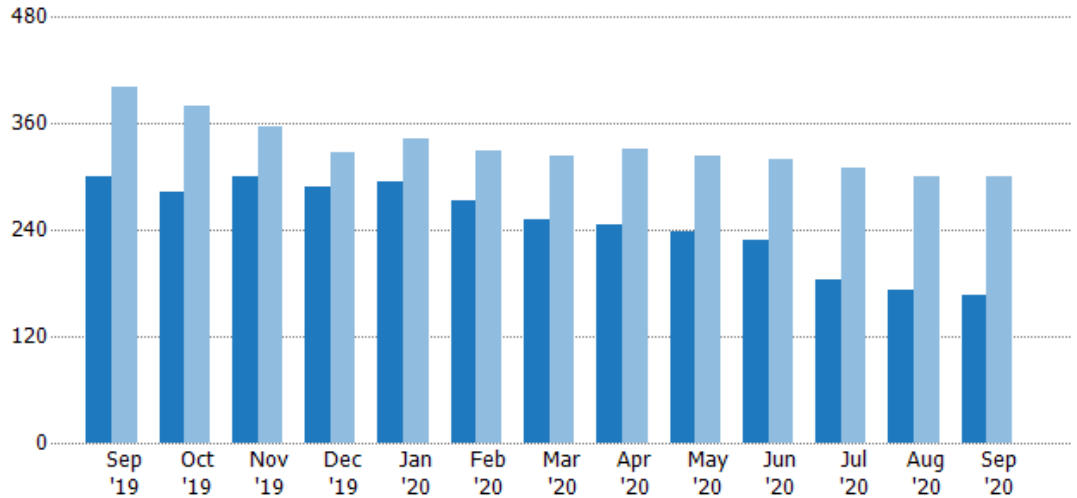
Current Year	\$34.2M	\$29M	\$23.4M	\$24.7M	\$37.6M	\$34.2M	\$35M	\$22.8M	\$35.5M	\$49.2M	\$52.4M	\$35.7M	\$33.8M
Prior Year	\$34.2M	\$34.6M	\$26.4M	\$23.9M	\$39.9M	\$40.3M	\$38.6M	\$55.4M	\$40.7M	\$32.8M	\$39M	\$32.9M	\$34.2M
Percent Change from Prior Year	0%	-16%	-11%	3%	-6%	-15%	-9%	-59%	-13%	50%	35%	9%	-1%

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



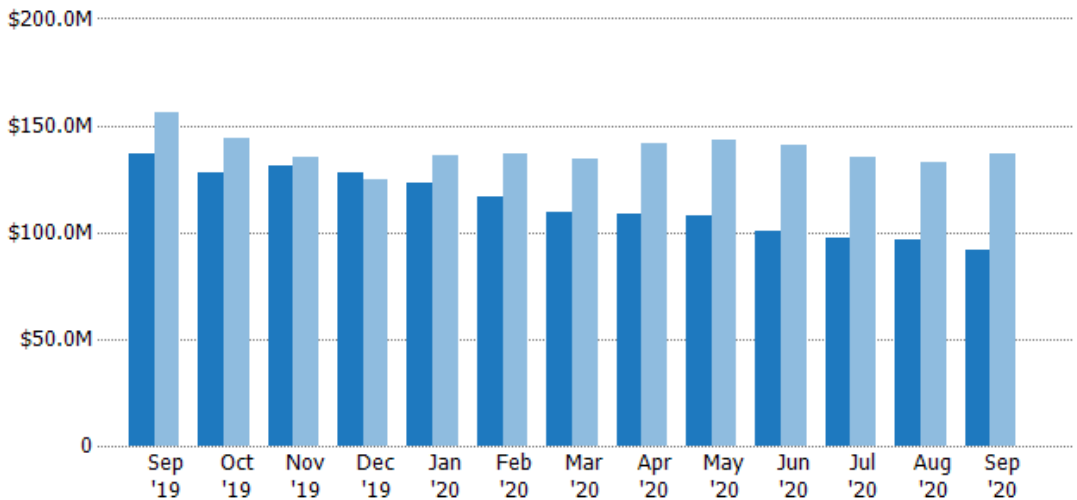
Current Year	301	283	300	288	294	274	252	245	239	228	183	173	166
Prior Year	401	379	356	327	343	329	323	332	323	319	309	300	301
Percent Change from Prior Year	-25%	-25%	-16%	-12%	-14%	-17%	-22%	-26%	-26%	-29%	-41%	-42%	-45%

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



Current Year	\$137M	\$128M	\$131M	\$128M	\$123M	\$116M	\$109M	\$108M	\$108M	\$101M	\$96.9M	\$96.6M	\$91.5M
Prior Year	\$156M	\$144M	\$135M	\$124M	\$136M	\$137M	\$134M	\$141M	\$143M	\$141M	\$135M	\$132M	\$137M
Percent Change from Prior Year	-12%	-11%	-3%	3%	-9%	-15%	-19%	-23%	-25%	-29%	-28%	-27%	-33%

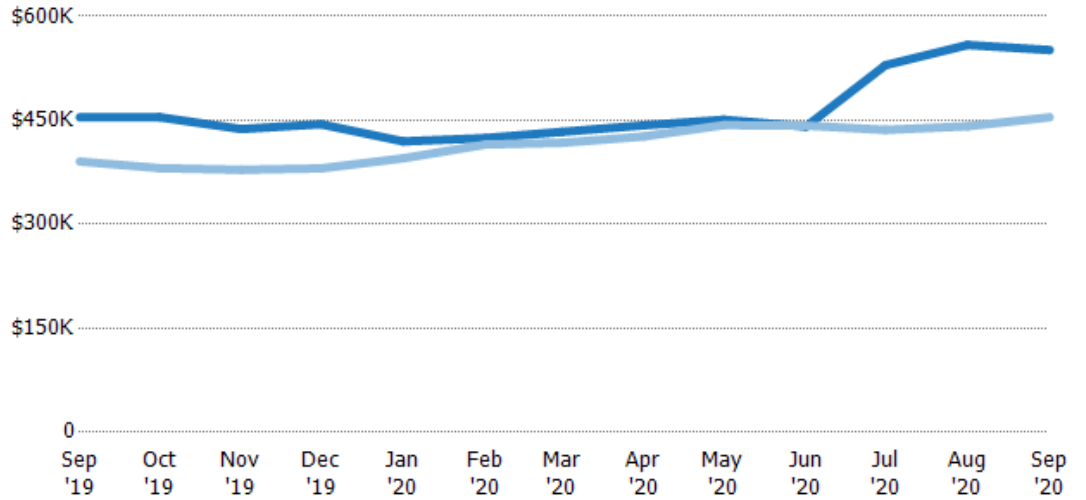
Average Listing Price

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.
Sep '20	\$551K	21.4%
Sep '19	\$454K	16.4%
Sep '18	\$390K	-0.5%



Current Year	\$454K	\$454K	\$437K	\$444K	\$420K	\$424K	\$433K	\$443K	\$451K	\$441K	\$529K	\$559K	\$551K
Prior Year	\$390K	\$381K	\$379K	\$381K	\$395K	\$415K	\$418K	\$427K	\$443K	\$442K	\$436K	\$441K	\$454K
Percent Change from Prior Year	16%	19%	15%	17%	6%	2%	4%	4%	2%	0%	21%	27%	21%

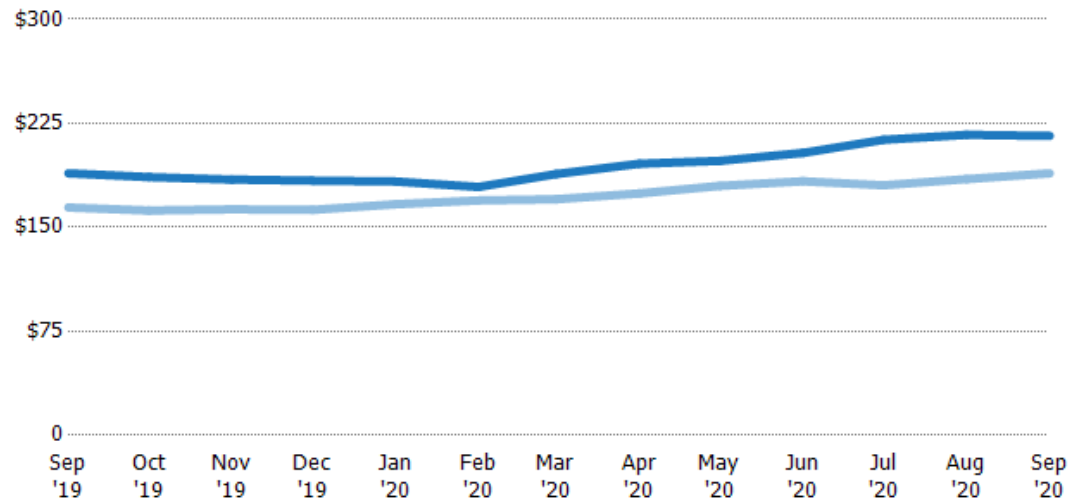
Average Listing Price per Sq Ft

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.
Sep '20	\$216	14.3%
Sep '19	\$189	15%
Sep '18	\$164	-1.4%



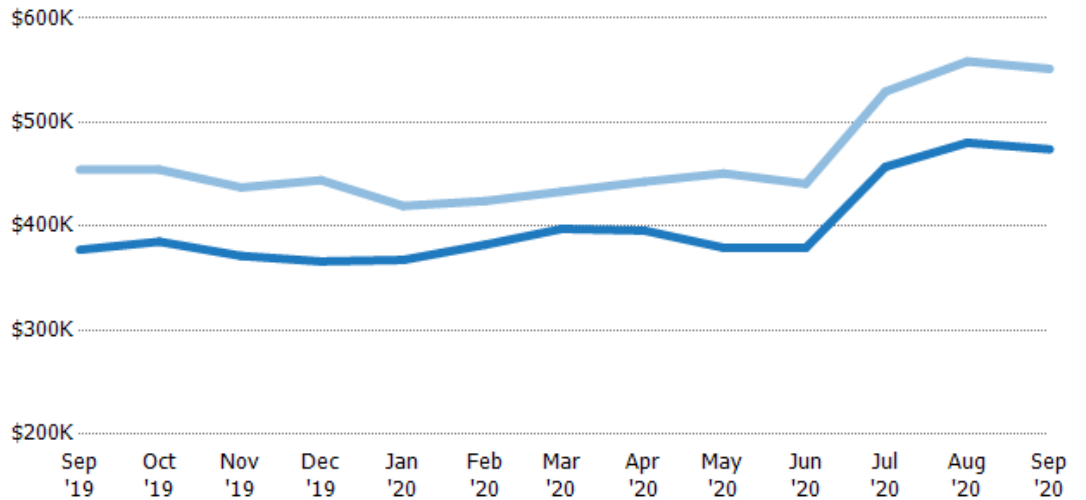
Current Year	\$189	\$186	\$184	\$184	\$183	\$179	\$188	\$196	\$198	\$204	\$213	\$217	\$216
Prior Year	\$164	\$162	\$163	\$163	\$167	\$169	\$170	\$174	\$180	\$183	\$180	\$185	\$189
Percent Change from Prior Year	15%	15%	13%	13%	10%	6%	11%	12%	10%	11%	18%	17%	14%

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	\$377K	\$385K	\$371K	\$366K	\$368K	\$382K	\$398K	\$396K	\$379K	\$379K	\$457K	\$480K	\$474K
Avg Listing Price	\$454K	\$454K	\$437K	\$444K	\$420K	\$424K	\$433K	\$443K	\$451K	\$441K	\$529K	\$559K	\$551K
Avg Listing Price as a % of Avg Est Value	120%	118%	118%	121%	114%	111%	109%	112%	119%	116%	116%	116%	116%

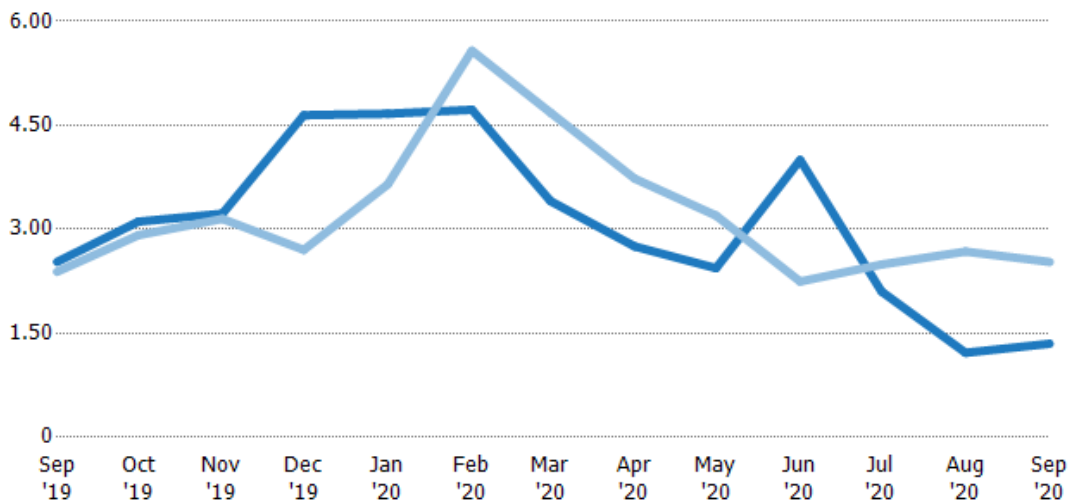
Months of Inventory

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.
Sep '20	1.35	-46.6%
Sep '19	2.53	6%
Sep '18	2.39	12.1%



Current Year	2.53	3.11	3.23	4.65	4.67	4.72	3.41	2.75	2.44	4	2.1	1.22	1.35
Prior Year	2.39	2.92	3.15	2.7	3.65	5.58	4.68	3.73	3.2	2.25	2.49	2.68	2.53
Percent Change from Prior Year	6%	7%	2%	72%	28%	-15%	-27%	-26%	-24%	78%	-16%	-55%	-47%

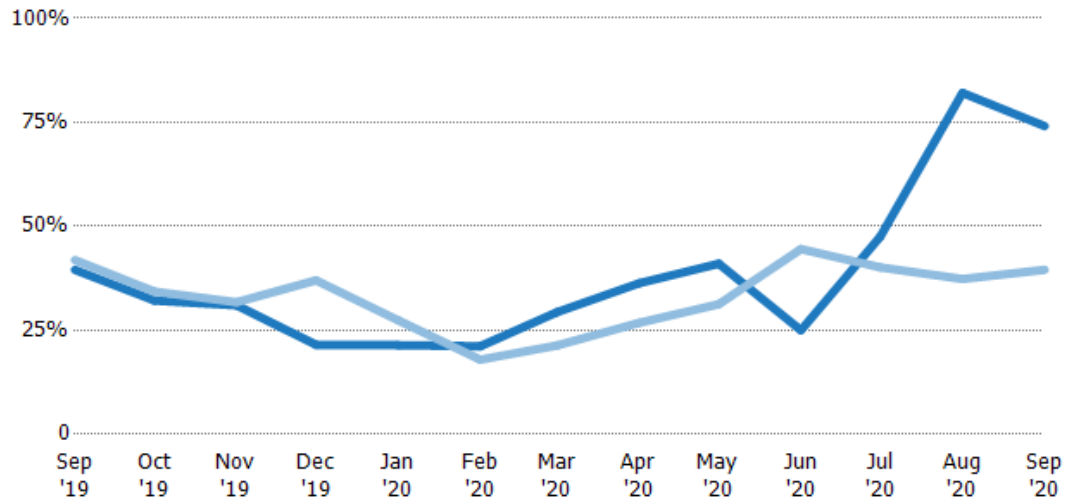
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Sep '20	74%	-34.6%
Sep '19	40%	2.4%
Sep '18	42%	-10.8%

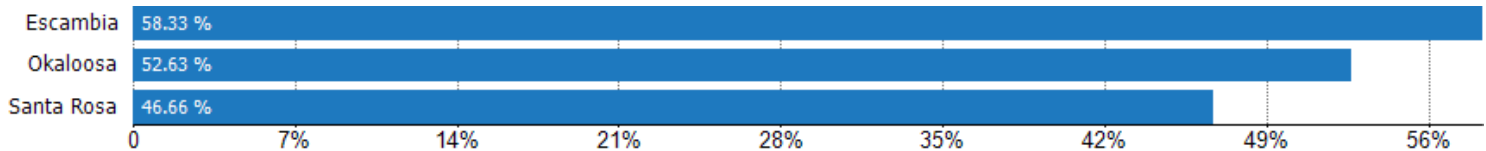


Current Year	40%	32%	31%	22%	21%	21%	29%	36%	41%	25%	48%	82%	74%
Prior Year	42%	34%	32%	37%	27%	18%	21%	27%	31%	45%	40%	37%	40%
Change from Prior Year	2%	2%	1%	15%	6%	-3%	-8%	-10%	-10%	20%	-7%	-45%	-35%

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



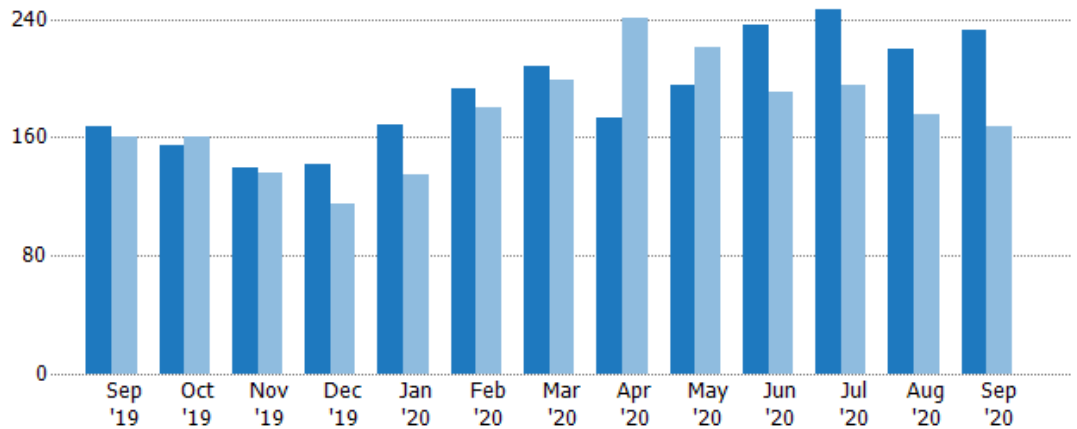
Pending Sales

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.
Sep '20	233	39.5%
Sep '19	167	4.4%
Sep '18	160	15%



Current Year	167	155	140	142	168	193	208	173	195	236	247	220	233
Prior Year	160	160	136	115	135	180	199	241	221	191	195	175	167
Percent Change from Prior Year	4%	-3%	3%	23%	24%	7%	5%	-28%	-12%	24%	27%	26%	40%

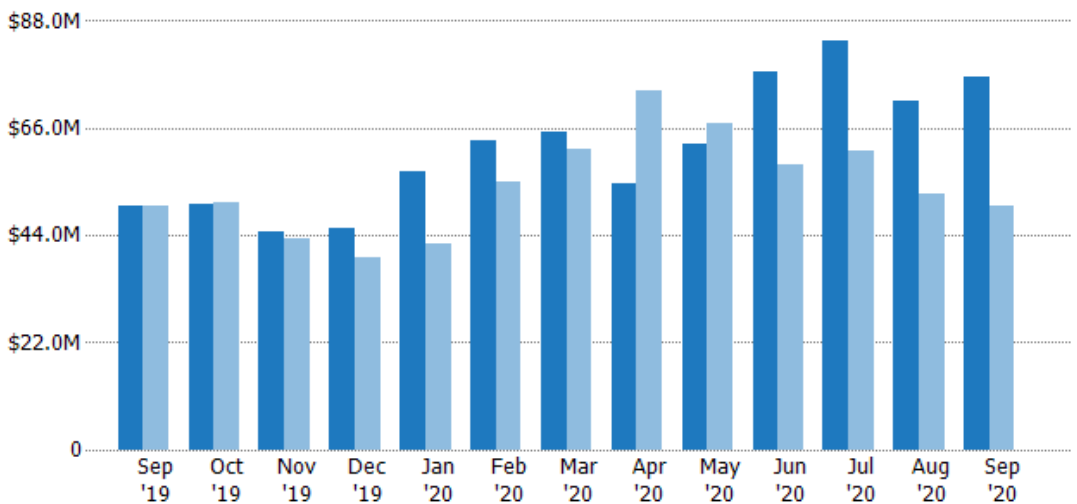
Pending Sales Volume

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.
Sep '20	\$76.5M	53.3%
Sep '19	\$49.9M	-0.5%
Sep '18	\$50.1M	1.9%



Current Year	\$49.9M	\$50.2M	\$44.9M	\$45.6M	\$57.3M	\$63.5M	\$65.2M	\$54.7M	\$62.8M	\$77.6M	\$83.9M	\$71.6M	\$76.5M
Prior Year	\$50.1M	\$50.8M	\$43.3M	\$39.5M	\$42.5M	\$55M	\$61.8M	\$73.6M	\$67.1M	\$58.6M	\$61.4M	\$52.4M	\$49.9M
Percent Change from Prior Year	0%	-1%	4%	15%	35%	15%	6%	-26%	-6%	32%	37%	37%	53%

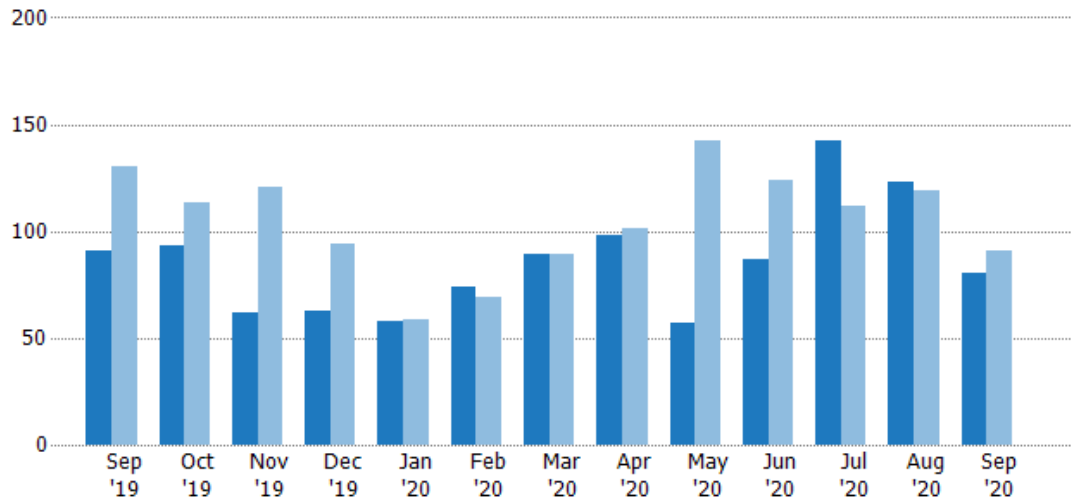
Closed Sales

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.
Sep '20	80	-12.1%
Sep '19	91	-30%
Sep '18	130	-18.5%



Current Year	91	93	62	63	58	74	89	98	57	87	142	123	80
Prior Year	130	113	121	94	59	69	89	101	142	124	112	119	91
Percent Change from Prior Year	-30%	-18%	-49%	-33%	-2%	7%	0%	-3%	-60%	-30%	27%	3%	-12%

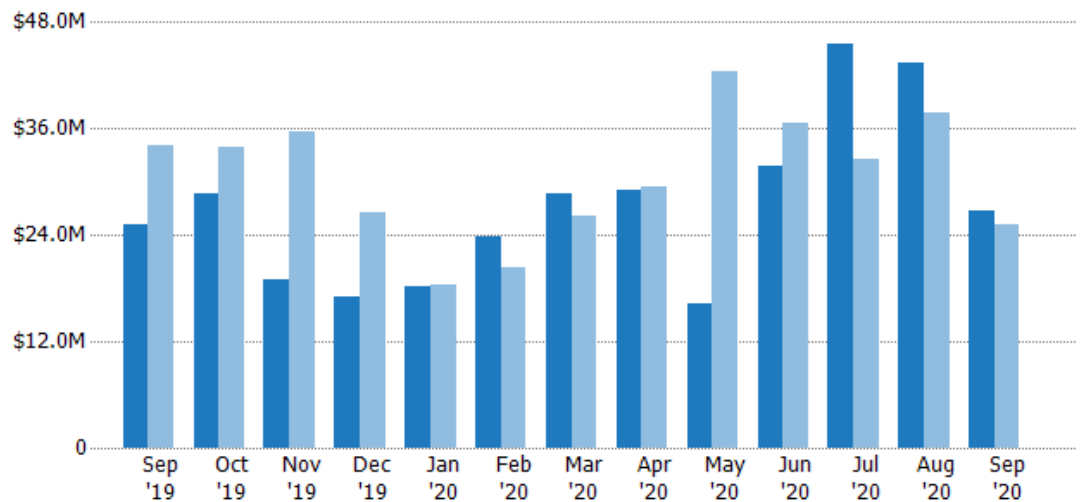
Closed Sales Volume

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.
Sep '20	\$26.7M	6%
Sep '19	\$25.2M	-26.3%
Sep '18	\$34.2M	-25.4%



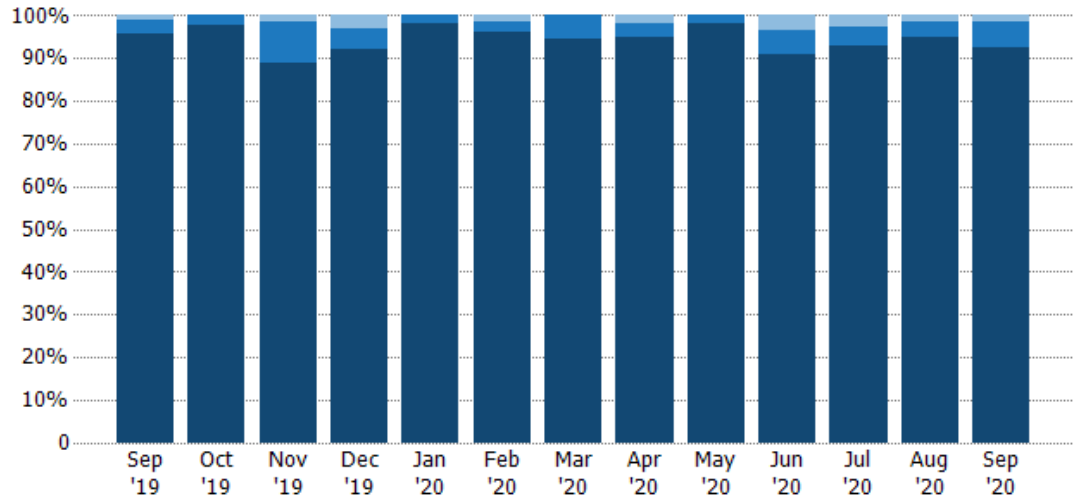
Current Year	\$25.2M	\$28.6M	\$19M	\$17.1M	\$18.2M	\$23.8M	\$28.7M	\$29.1M	\$16.3M	\$31.8M	\$45.5M	\$43.5M	\$26.7M
Prior Year	\$34.2M	\$34M	\$35.6M	\$26.5M	\$18.5M	\$20.4M	\$26.2M	\$29.4M	\$42.4M	\$36.6M	\$32.6M	\$37.8M	\$25.2M
Percent Change from Prior Year	-26%	-16%	-47%	-36%	-2%	17%	9%	-1%	-62%	-13%	40%	15%	6%

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

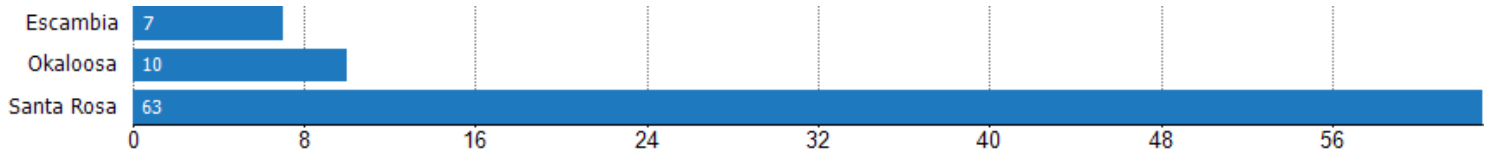


Mobile/Manufactured	1%	-	2%	3%	-	1%	-	2%	-	3%	3%	2%	1%
Condo/Townhouse	3%	2%	10%	5%	2%	3%	6%	3%	2%	6%	4%	3%	6%
Single Family Residence	96%	98%	89%	92%	98%	96%	94%	95%	98%	91%	93%	95%	93%

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

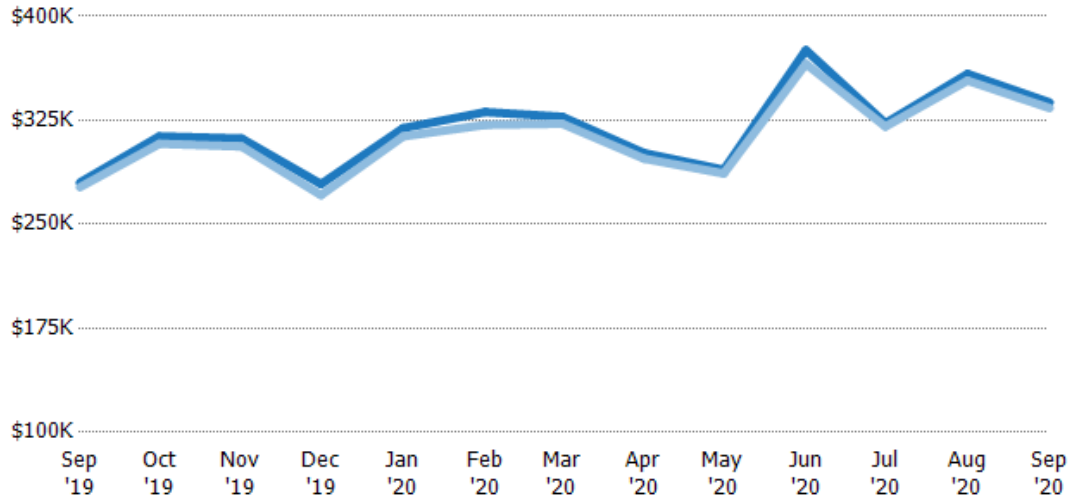


Average Sales Price vs Average Listing Price

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

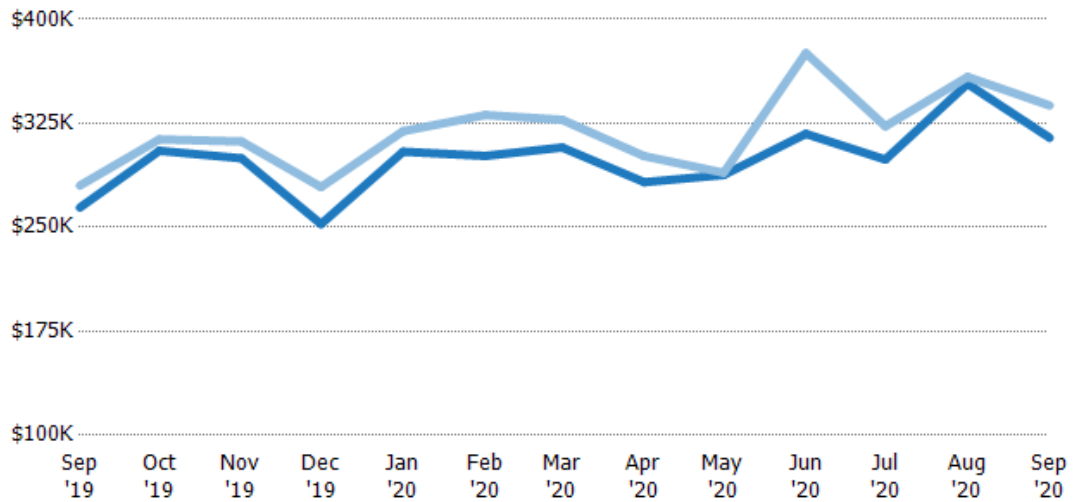


Average Sales Price vs Average Est Value

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

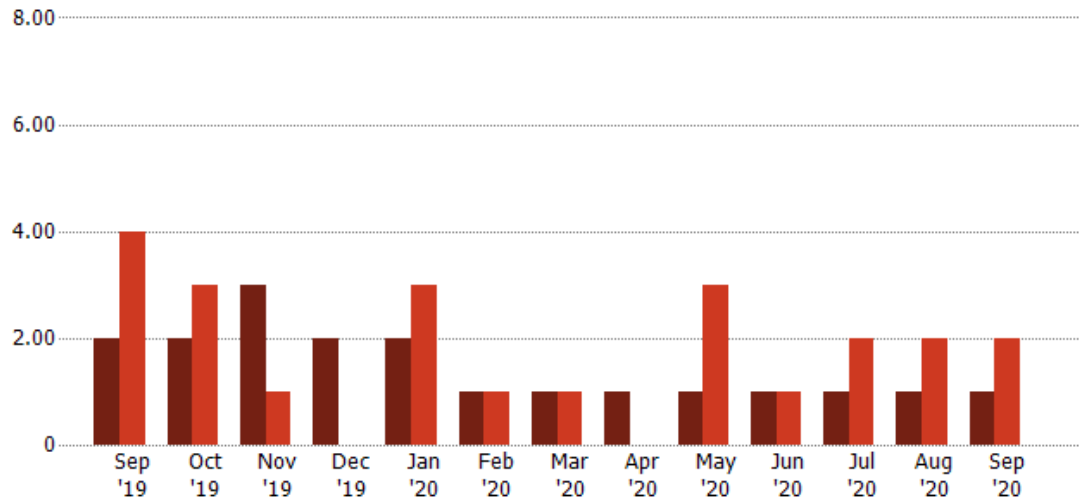


Distressed Listings

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

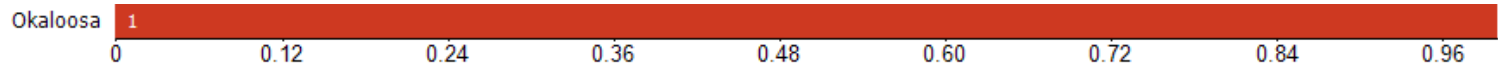


Current Year	2	2	3	2	2	1	1	1	1	1	1	1	1
Prior Year	4	3	1	-	3	1	1	-	3	1	2	2	2
Percent Change from Prior Year	-50%	-33%	200%	100%	-33%	0%	0%	100%	-67%	0%	-50%	-50%	-50%

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: 10/06/2020

Scheduled: Yes

Report Date Range: From 9/2019 To: 9/2020

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 9/2020 data

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