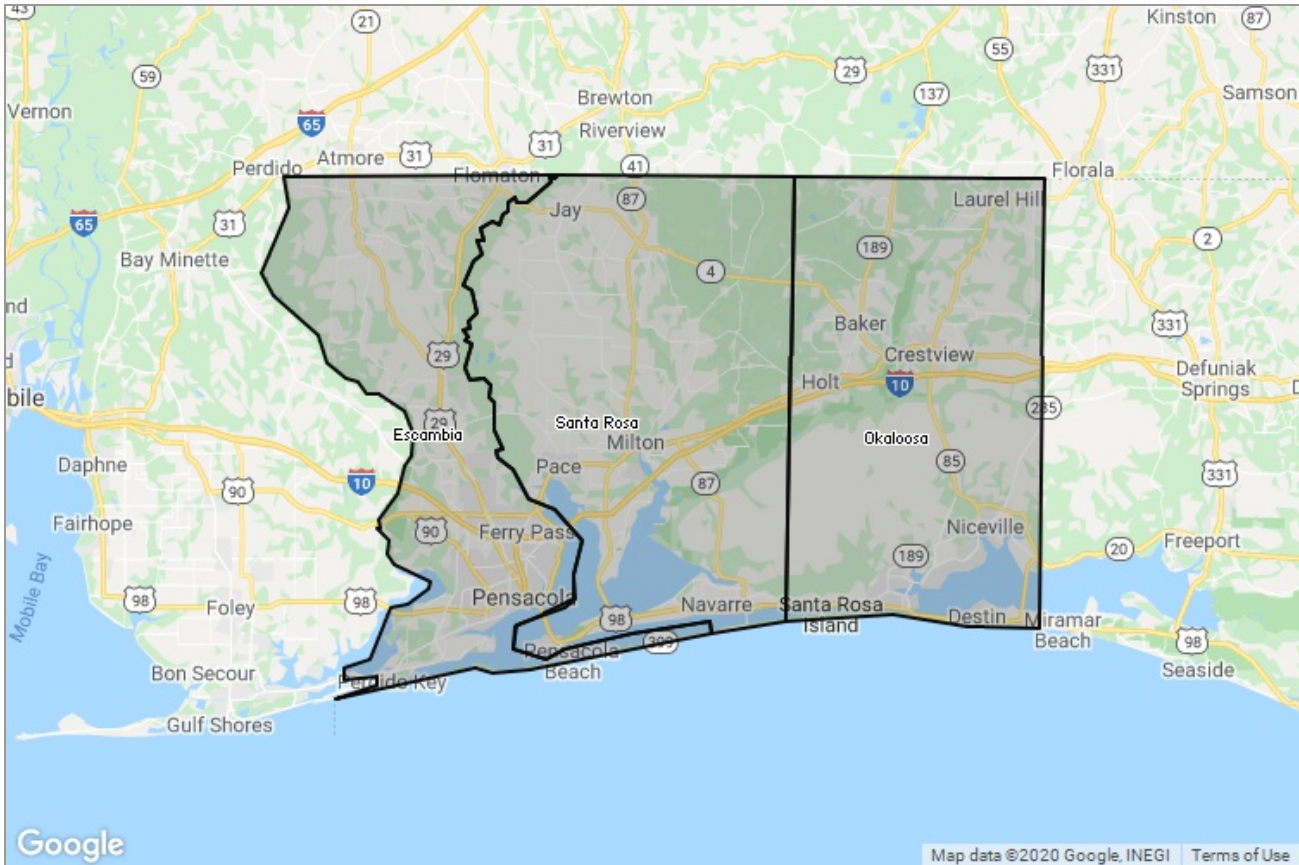


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
2/2019 – 2/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 03/04/2020

Scheduled: No

Presented by

**Navarre Area Board of REALTORS®
INC**

(850) 939-3870

Other: <http://www.naborhome.com/>

1917 Navarre School Road
Navarre, FL 32566

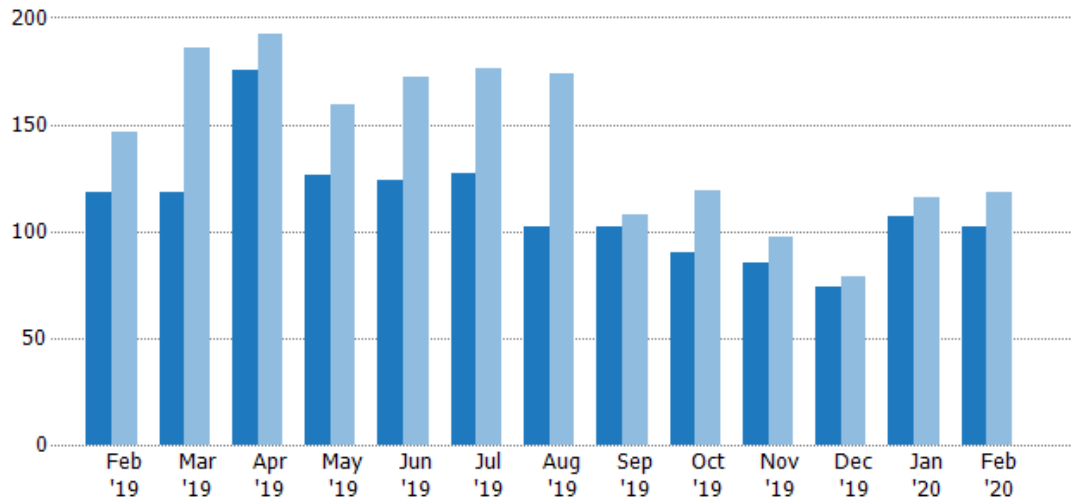
New Listings

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 '20	102	-13.6%
Feb '19	118	-19.2%
Feb '18	146	-2.1%



Current Year	118	118	175	126	124	127	102	102	90	85	74	107	102
Prior Year	146	186	192	159	172	176	174	108	119	97	79	116	118
Percent Change from Prior Year	-19%	-37%	-9%	-21%	-28%	-28%	-41%	-6%	-24%	-12%	-6%	-8%	-14%

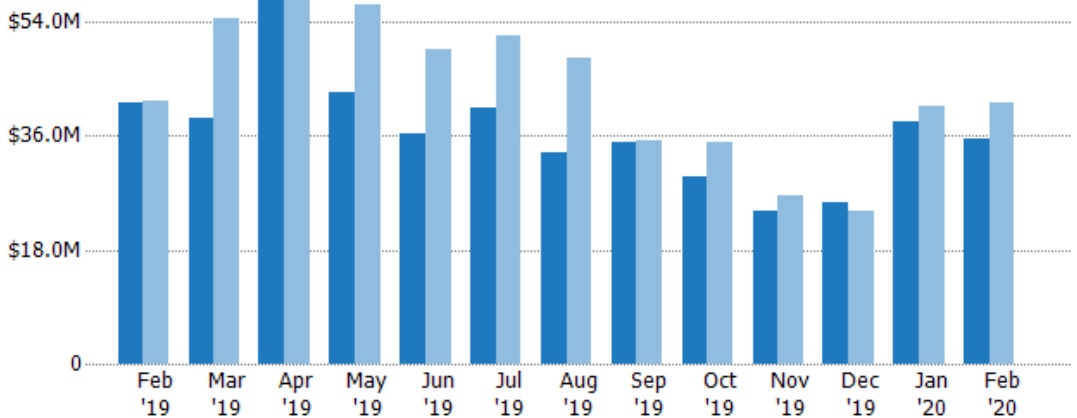
New Listing Volume

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 '20	\$35.6M	-13.4%
Feb '19	\$41.1M	-0.9%
Feb '18	\$41.5M	-1.4%



Current Year	\$41.1M	\$38.7M	\$58.2M	\$42.9M	\$36.4M	\$40.5M	\$33.3M	\$35.1M	\$29.5M	\$24.1M	\$25.4M	\$38.3M	\$35.6M
Prior Year	\$41.5M	\$54.6M	\$60.1M	\$56.6M	\$49.7M	\$51.9M	\$48.2M	\$35.2M	\$35M	\$26.6M	\$24.1M	\$40.8M	\$41.1M
Percent Change from Prior Year	-1%	-29%	-3%	-24%	-27%	-22%	-31%	0%	-16%	-9%	6%	-6%	-13%

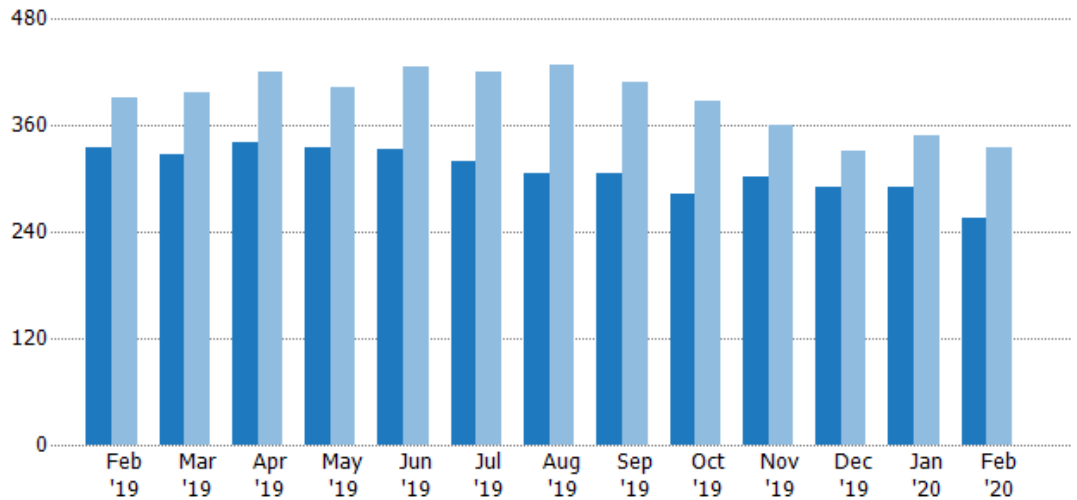
Active Listings

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 '20	255	-23.9%
Feb '19	335	-14.3%
Feb '18	391	3.1%



Current Year	335	327	341	335	333	319	306	306	282	302	290	291	255
Prior Year	391	398	420	404	426	421	429	408	388	360	332	349	335
Percent Change from Prior Year	-14%	-18%	-19%	-17%	-22%	-24%	-29%	-25%	-27%	-16%	-13%	-17%	-24%

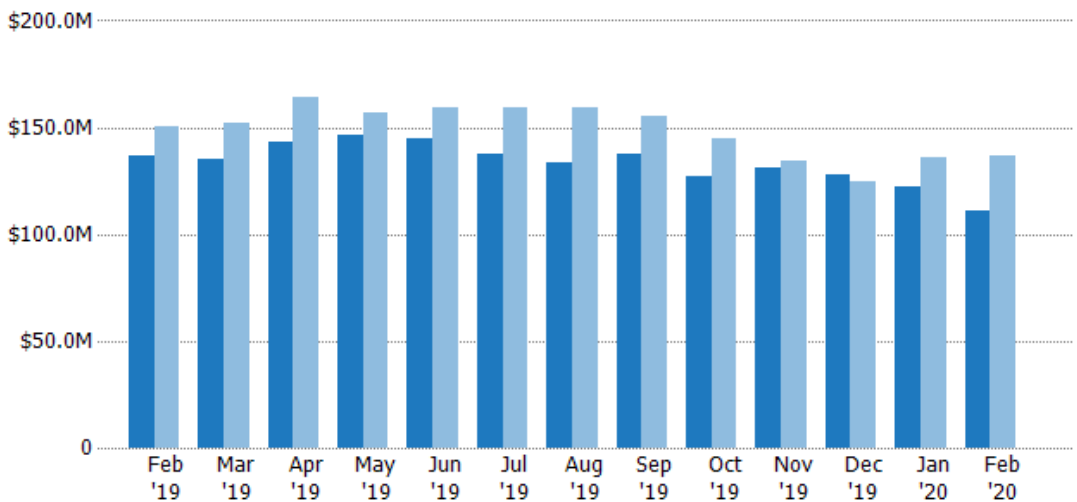
Active Listing Volume

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 '20	\$111M	-19.1%
Feb '19	\$137M	-8.7%
Feb '18	\$150M	-11.7%



Current Year	\$137M	\$135M	\$143M	\$146M	\$145M	\$137M	\$134M	\$138M	\$127M	\$131M	\$128M	\$122M	\$111M
Prior Year	\$150M	\$152M	\$164M	\$157M	\$159M	\$159M	\$159M	\$155M	\$145M	\$134M	\$124M	\$136M	\$137M
Percent Change from Prior Year	-9%	-11%	-13%	-7%	-9%	-14%	-16%	-11%	-12%	-3%	3%	-10%	-19%

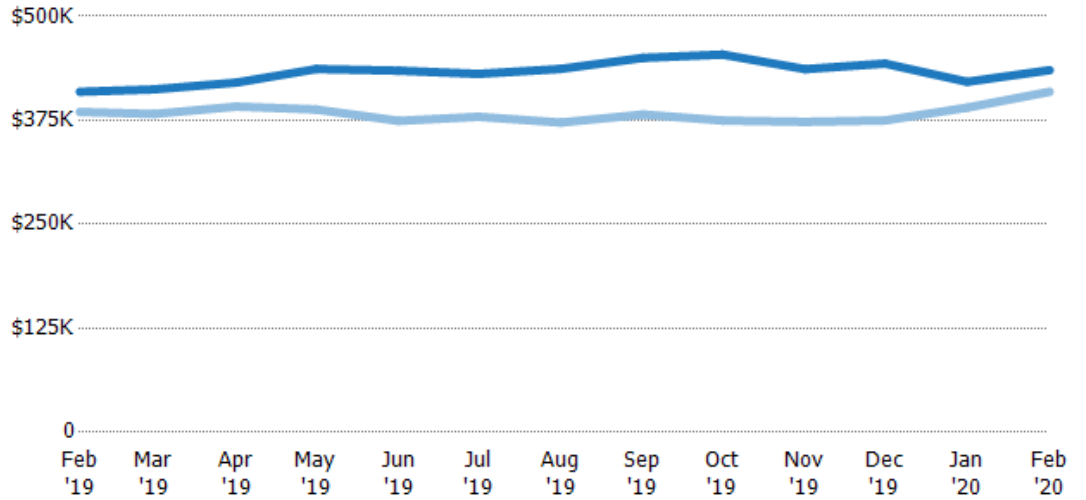
Average Listing Price

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 '20	\$435K	6.3%
Feb '19	\$409K	6.3%
Feb '18	\$385K	-14.6%



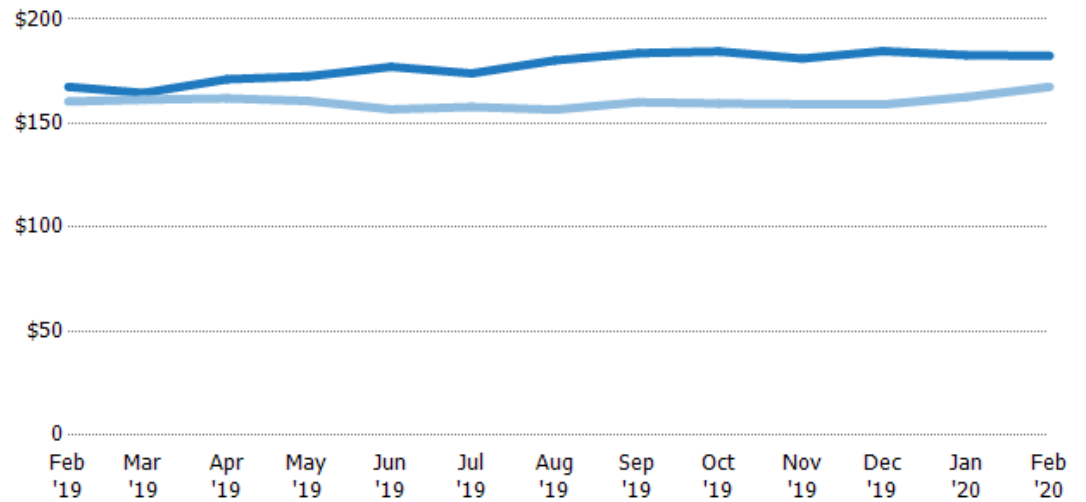
Average Listing Price per Sq Ft

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 '20	\$182	8.9%
Feb '19	\$168	4.4%
Feb '18	\$160	-4%

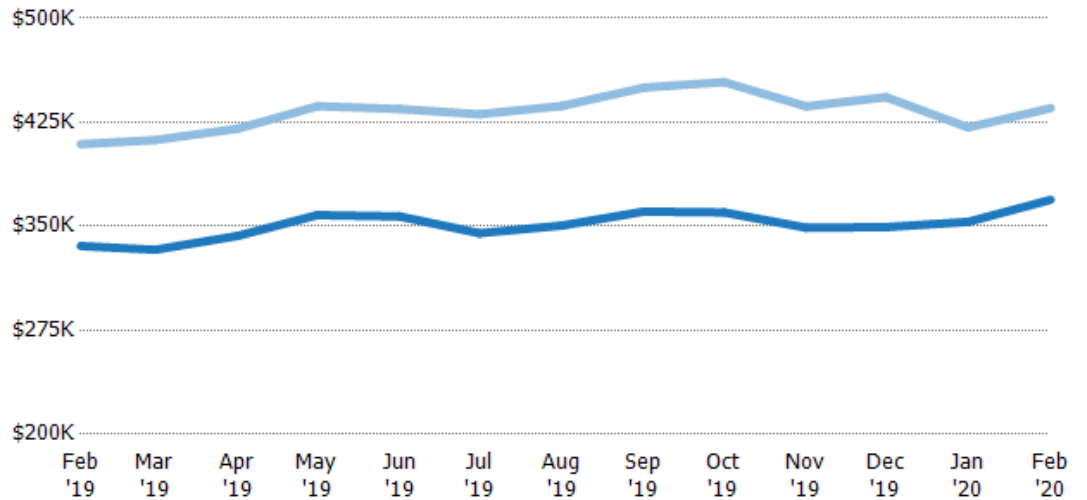


Average Listing Price vs Average Est Value

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	\$336K	\$333K	\$343K	\$358K	\$357K	\$345K	\$351K	\$361K	\$360K	\$349K	\$349K	\$353K	\$369K
Avg Listing Price	\$409K	\$412K	\$420K	\$437K	\$435K	\$431K	\$437K	\$450K	\$454K	\$436K	\$443K	\$421K	\$435K
Avg Listing Price as a % of Avg Est Value	122%	124%	123%	122%	122%	125%	125%	125%	126%	125%	127%	119%	118%

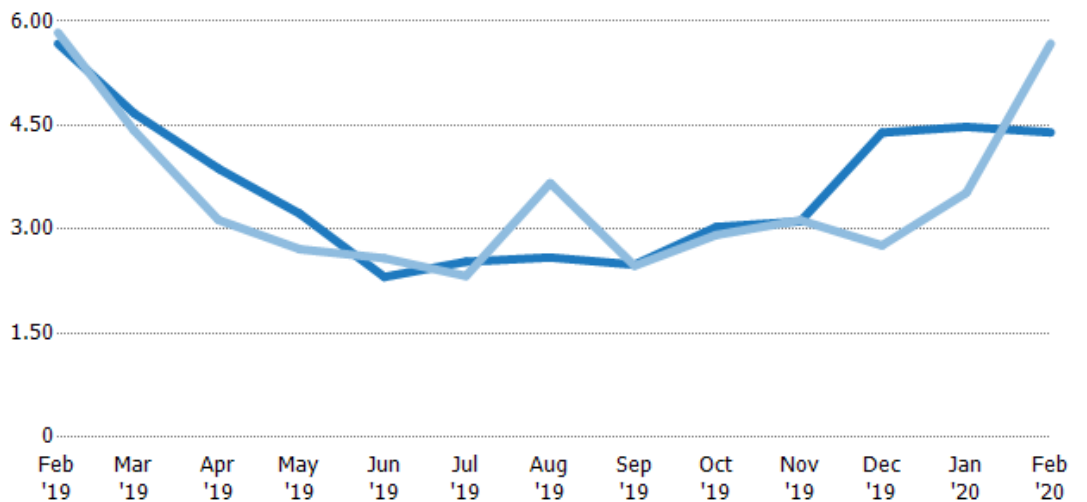
Months of Inventory

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 '20	4.4	-22.6%
Feb '19	5.68	-2.7%
Feb '18	5.84	-1.3%



Current Year	5.68	4.67	3.88	3.22	2.31	2.53	2.59	2.49	3.03	3.11	4.39	4.48	4.4
Prior Year	5.84	4.42	3.13	2.71	2.58	2.33	3.67	2.47	2.92	3.13	2.77	3.53	5.68
Percent Change from Prior Year	-3%	6%	24%	19%	-10%	9%	-29%	1%	4%	-1%	59%	27%	-23%

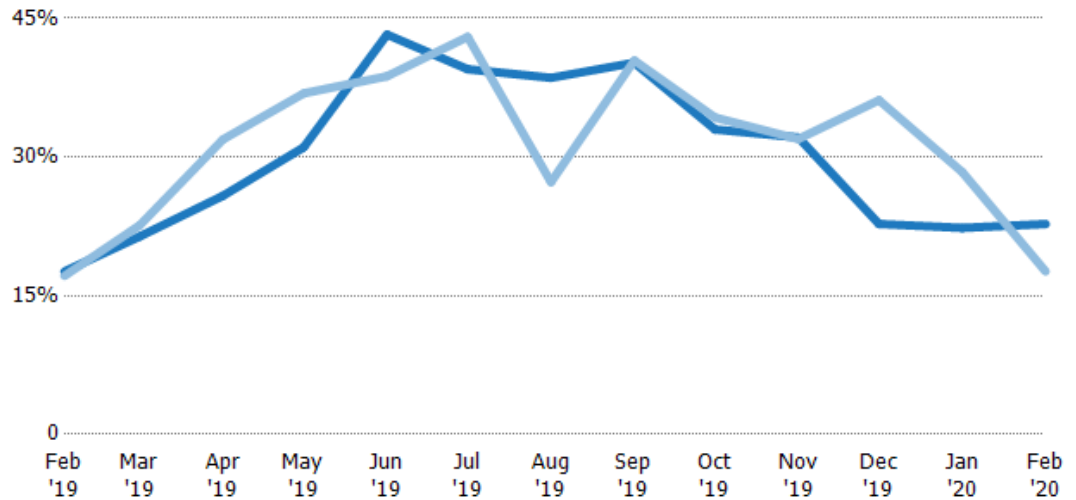
Absorption Rate

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 '20	23%	-5.1%
Feb '19	18%	-0.5%
Feb '18	17%	1.3%

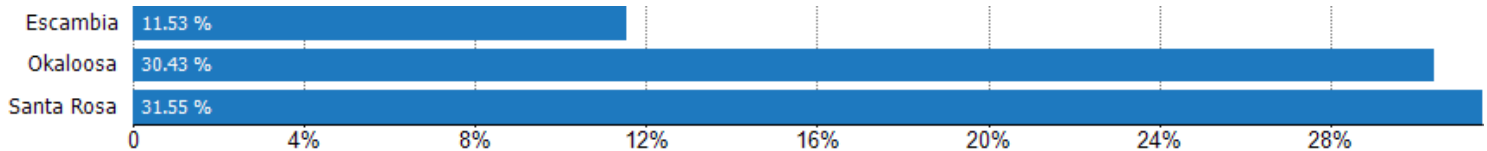


Current Year	18%	21%	26%	31%	43%	39%	39%	40%	33%	32%	23%	22%	23%
Prior Year	17%	23%	32%	37%	39%	43%	27%	40%	34%	32%	36%	28%	18%
Change from Prior Year	0%	1%	6%	6%	-5%	4%	-11%	0%	1%	0%	13%	6%	-5%

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

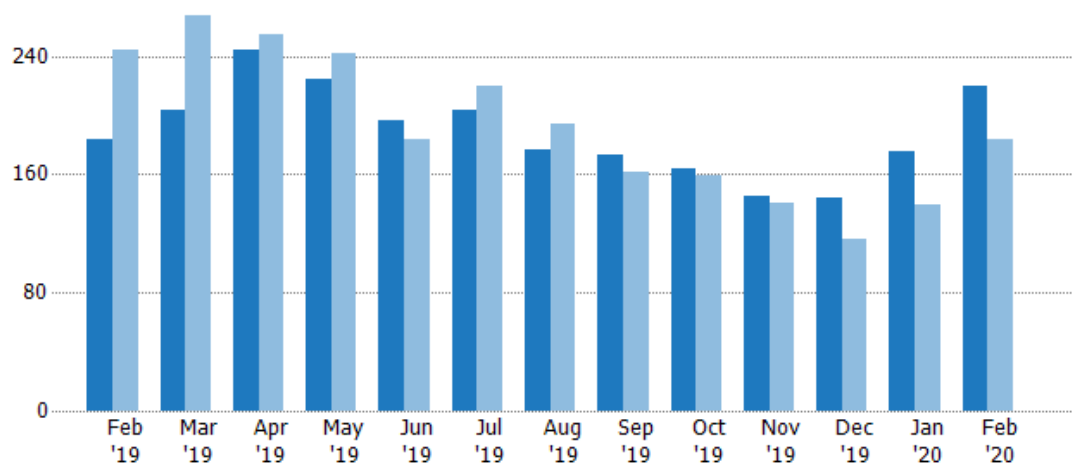


Pending Sales

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



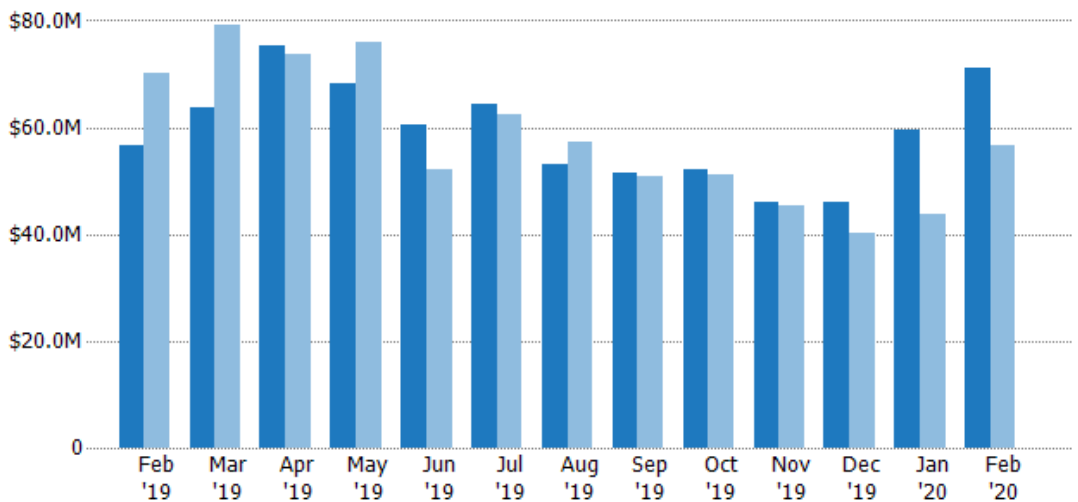
Current Year	184	204	244	224	197	203	177	173	164	145	144	176	220
Prior Year	244	267	255	242	184	220	194	161	159	141	116	139	184
Percent Change from Prior Year	-25%	-24%	-4%	-7%	7%	-8%	-9%	7%	3%	3%	24%	27%	20%

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



Current Year	\$56.7M	\$63.7M	\$75.4M	\$68.3M	\$60.6M	\$64.3M	\$53.1M	\$51.6M	\$52.2M	\$46.1M	\$45.9M	\$59.5M	\$71M
Prior Year	\$70.2M	\$79.2M	\$73.7M	\$75.9M	\$52.1M	\$62.3M	\$57.4M	\$50.8M	\$51.1M	\$45.2M	\$40.3M	\$43.9M	\$56.7M
Percent Change from Prior Year	-19%	-20%	2%	-10%	16%	3%	-7%	2%	2%	2%	14%	35%	25%

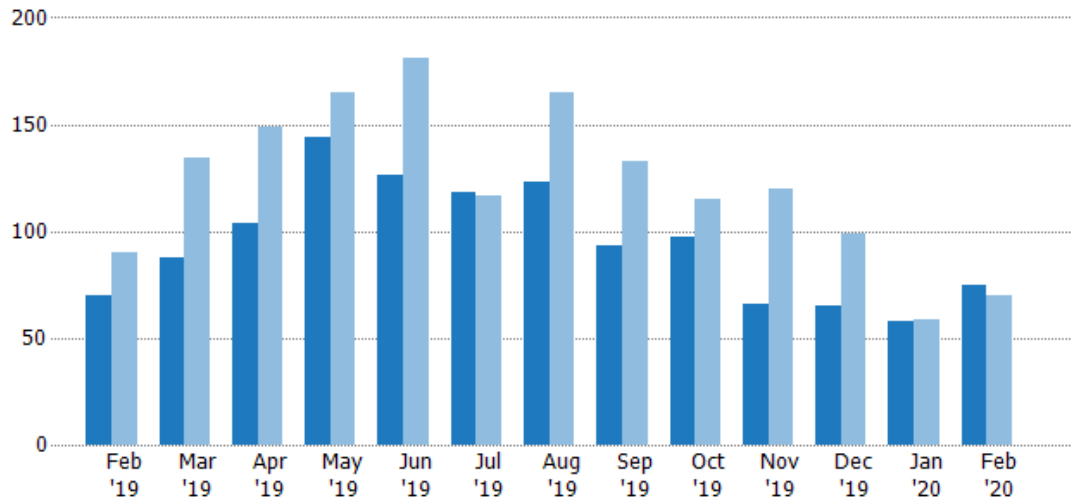
Closed Sales

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 '20	75	7.1%
Feb '19	70	-22.2%
Feb '18	90	-6.7%



Current Year	70	88	104	144	126	118	123	93	97	66	65	58	75
Prior Year	90	134	149	165	181	117	165	133	115	120	99	59	70
Percent Change from Prior Year	-22%	-34%	-30%	-13%	-30%	1%	-25%	-30%	-16%	-45%	-34%	-2%	7%

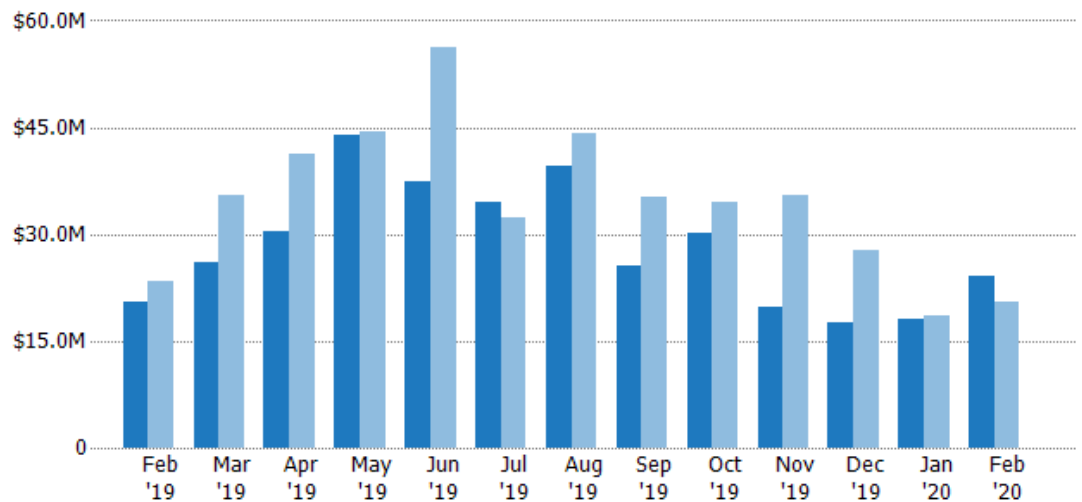
Closed Sales Volume

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 '20	\$24.1M	17.5%
Feb '19	\$20.5M	-12%
Feb '18	\$23.3M	-12.7%



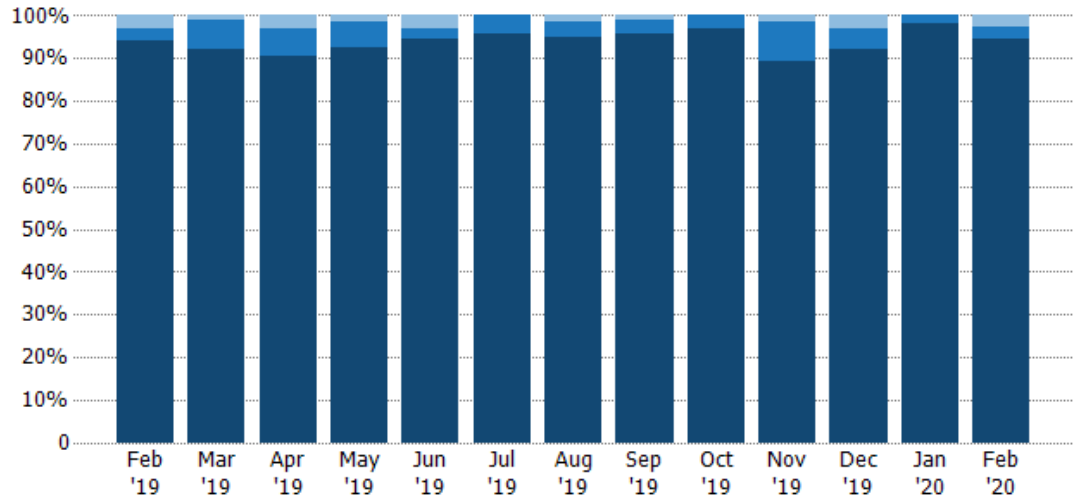
Current Year	\$20.5M	\$26M	\$30.3M	\$43.9M	\$37.4M	\$34.5M	\$39.5M	\$25.7M	\$30.2M	\$19.7M	\$17.6M	\$18M	\$24.1M
Prior Year	\$23.3M	\$35.6M	\$41.2M	\$44.5M	\$56.3M	\$32.2M	\$44.2M	\$35.1M	\$34.4M	\$35.4M	\$27.7M	\$18.5M	\$20.5M
Percent Change from Prior Year	-12%	-27%	-26%	-1%	-34%	7%	-11%	-27%	-12%	-44%	-36%	-3%	17%

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

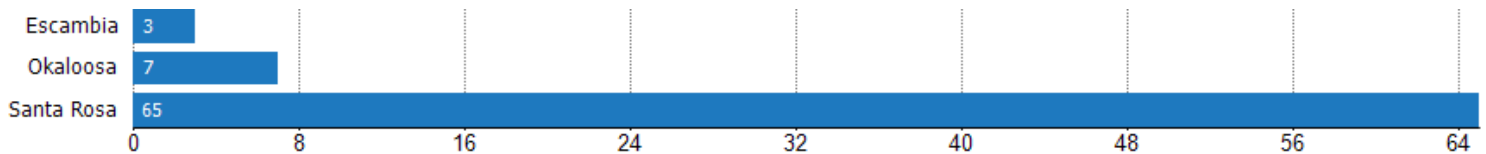


Mobile/Manufactured	3%	1%	3%	1%	3%	-	2%	1%	-	2%	3%	-	3%
Condo/Townhouse	3%	7%	7%	6%	2%	4%	3%	3%	3%	9%	5%	2%	3%
Single Family Residence	94%	92%	90%	92%	94%	96%	95%	96%	97%	89%	92%	98%	95%

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

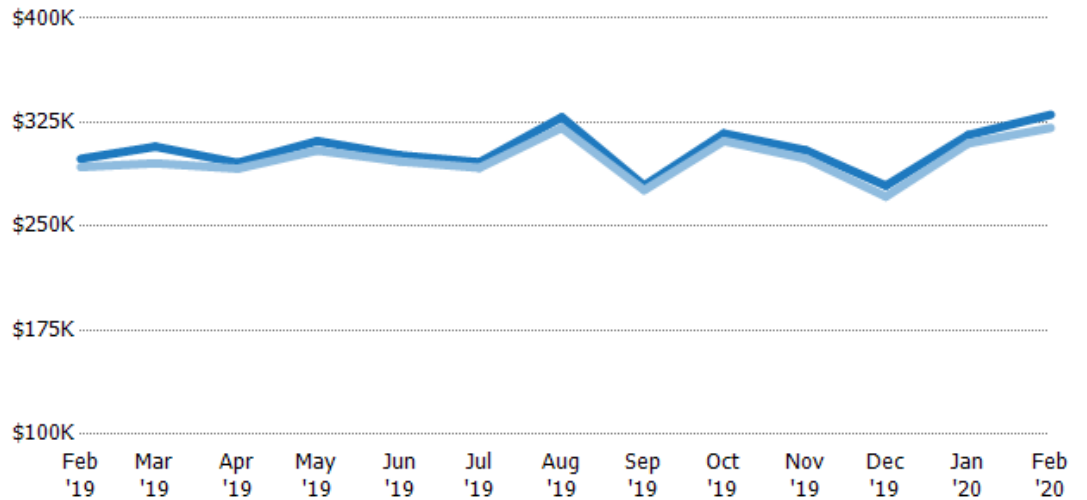


Average Sales Price vs Average Listing Price

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



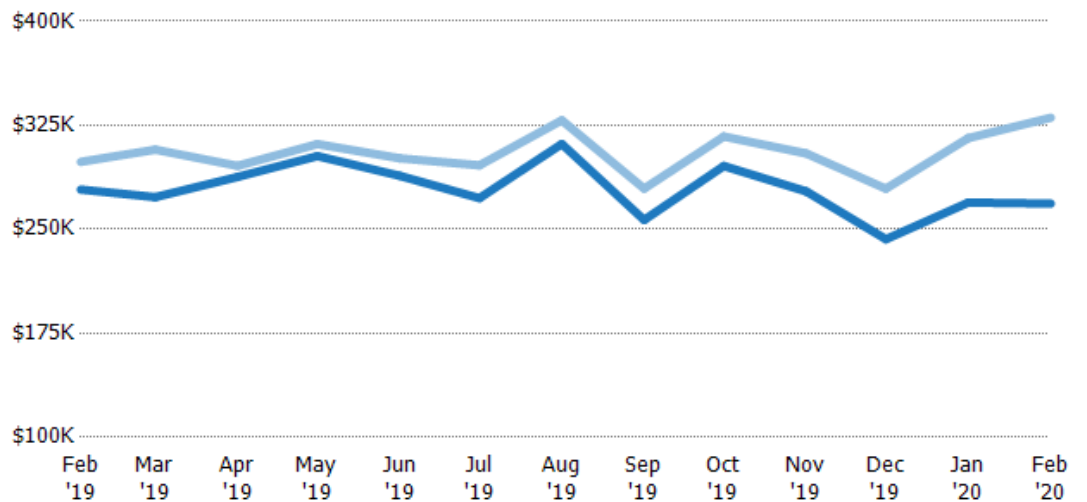
Avg List Price	\$299K	\$307K	\$296K	\$311K	\$301K	\$296K	\$329K	\$279K	\$317K	\$305K	\$279K	\$316K	\$330K
Avg Sales Price	\$293K	\$295K	\$292K	\$305K	\$297K	\$292K	\$321K	\$276K	\$312K	\$299K	\$271K	\$310K	\$321K
Avg Sales Price as a % of Avg List Price	98%	96%	99%	98%	99%	99%	98%	99%	98%	98%	97%	98%	97%

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	\$279K	\$273K	\$288K	\$303K	\$289K	\$272K	\$312K	\$257K	\$296K	\$277K	\$243K	\$269K	\$269K
Avg Sales Price	\$299K	\$307K	\$296K	\$311K	\$301K	\$296K	\$329K	\$279K	\$317K	\$305K	\$279K	\$316K	\$330K
Avg Sales Price as a % of Avg Est Value	107%	113%	103%	103%	104%	109%	105%	109%	107%	110%	115%	117%	123%

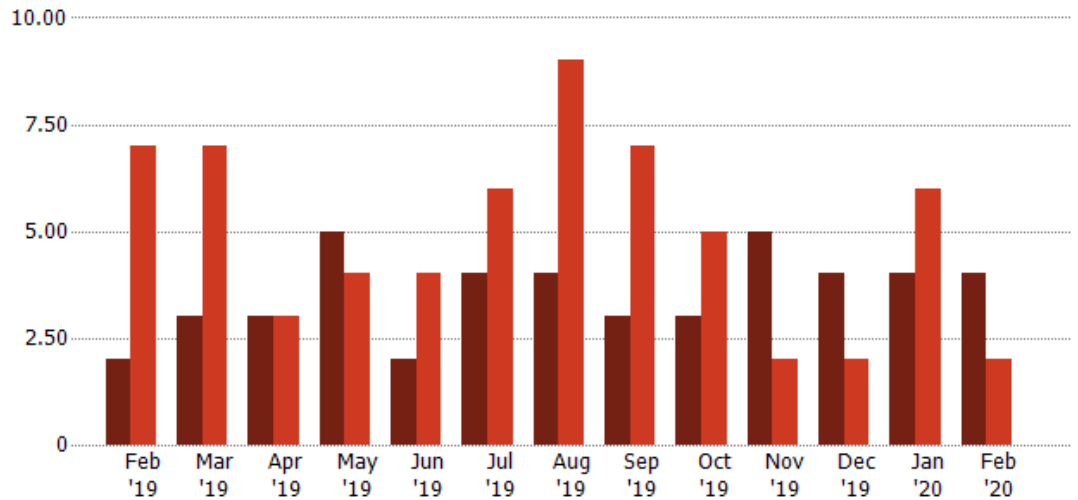
Distressed Listings

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 '20	4	100%
Feb '19	2	-71.4%
Feb '18	7	-71.4%

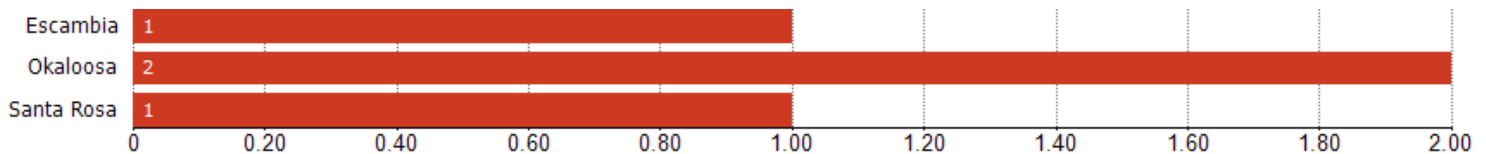


Current Year	2	3	3	5	2	4	4	3	3	5	4	4	4
Prior Year	7	7	3	4	4	6	9	7	5	2	2	6	2
Percent Change from Prior Year	-71%	-57%	0%	25%	-50%	-33%	-56%	-57%	-40%	150%	100%	-33%	100%

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: 03/04/2020

Scheduled: No

Report Date Range: From 2/2019 To: 2/2020

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 2/2020 data

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