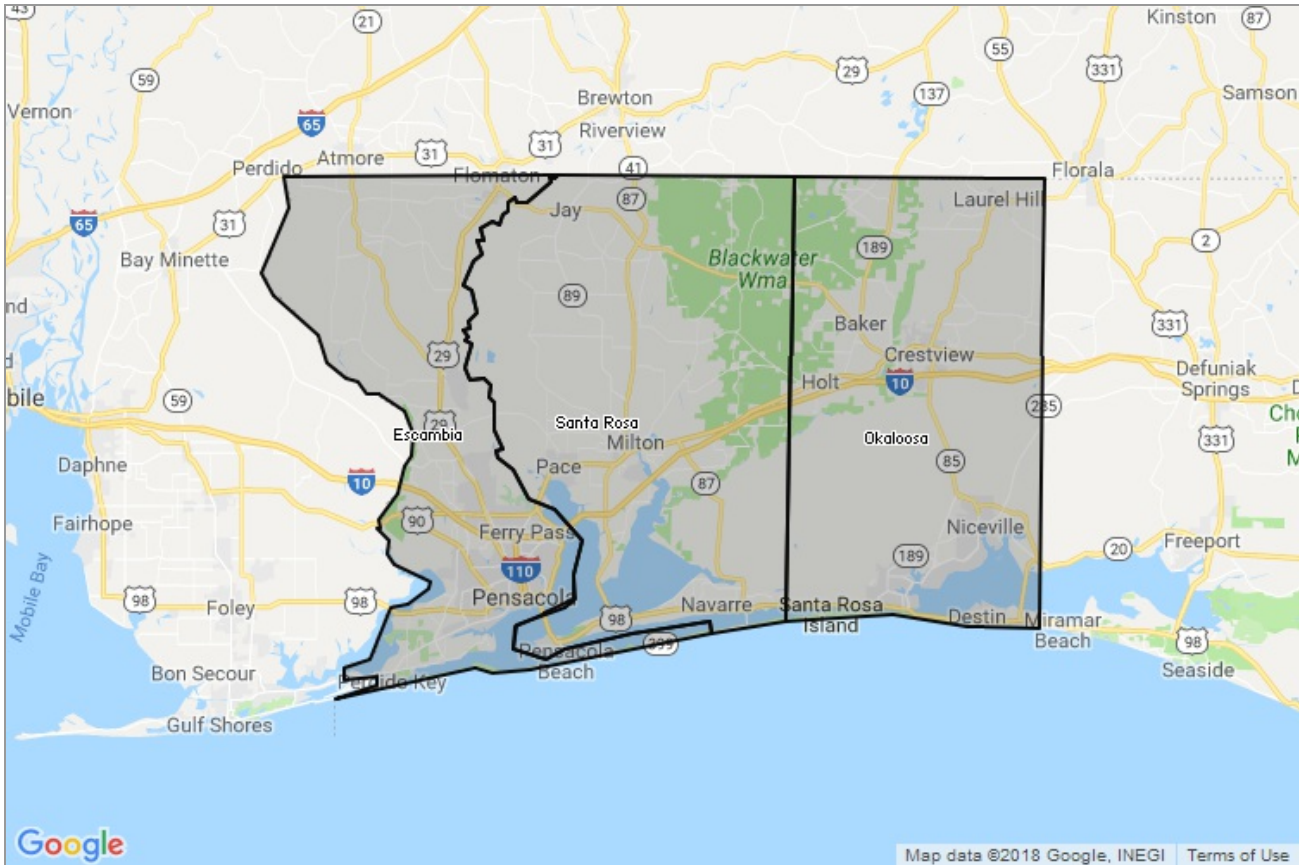# Monthly Market Data Report

Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
6/2017 – 6/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 07/09/2018

Scheduled: Yes

Presented by

Navarre Area Board of REALTORS® INC

(850) 939-3870

Other: http://www.naborhome.com/
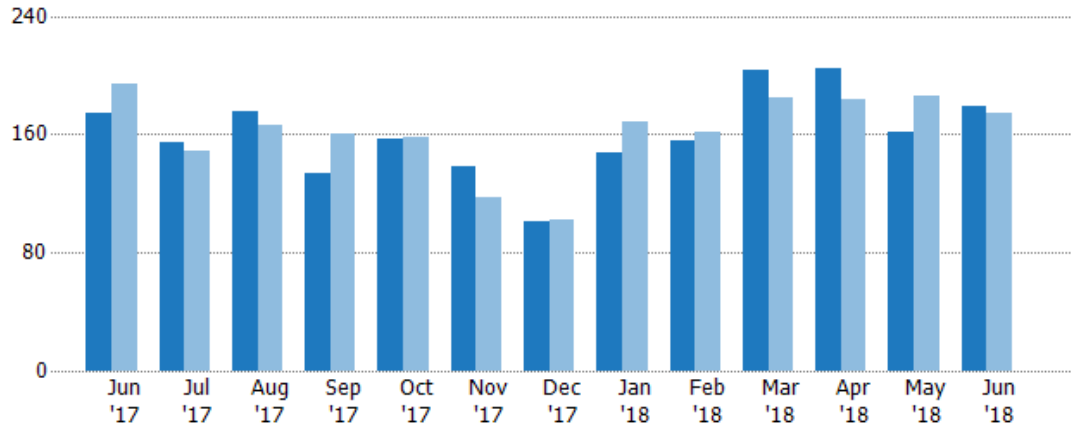
1917 Navarre School Road
Navarre, FL 32566

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.
Jun '18	179	2.9%
Jun '17	174	-10.3%
Jun '16	194	8.2%

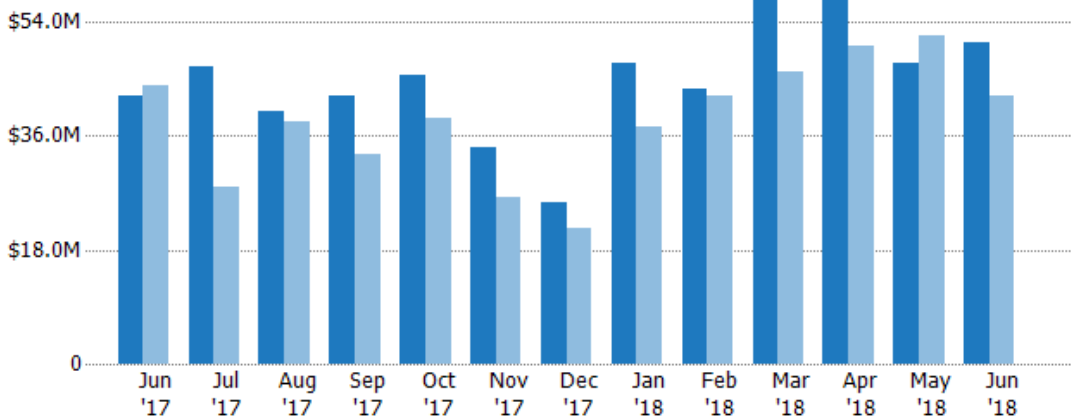| | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 174 | 155 | 175 | 134 | 157 | 138 | 101 | 148 | 156 | 203 | 205 | 162 | 179 |
| Prior Year | 194 | 149 | 166 | 160 | 158 | 117 | 102 | 169 | 161 | 185 | 184 | 186 | 174 |
| Percent Change from Prior Year | -10% | 4% | 5% | -16% | -1% | 18% | -1% | -12% | -3% | 10% | 11% | -13% | 3% |

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.
Jun '18	$50.8M	20.1%
Jun '17	$42.3M	-3.6%
Jun '16	$43.9M	5.7%

| | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $42.3M | $46.8M | $39.9M | $42.2M | $45.7M | $34.1M | $25.5M | $47.4M | $43.5M | $57.9M | $61.5M | $47.6M | $50.8M |
| Prior Year | $43.9M | $27.8M | $38.3M | $33.1M | $38.9M | $26.2M | $21.5M | $37.5M | $42.4M | $46.1M | $50.2M | $51.8M | $42.3M |
| Percent Change from Prior Year | -4% | 68% | 4% | 28% | 17% | 30% | 18% | 26% | 3% | 25% | 22% | -8% | 20% |

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.
Jun '18	374	-24.1%
Jun '17	493	-26%
Jun '16	666	35.3%
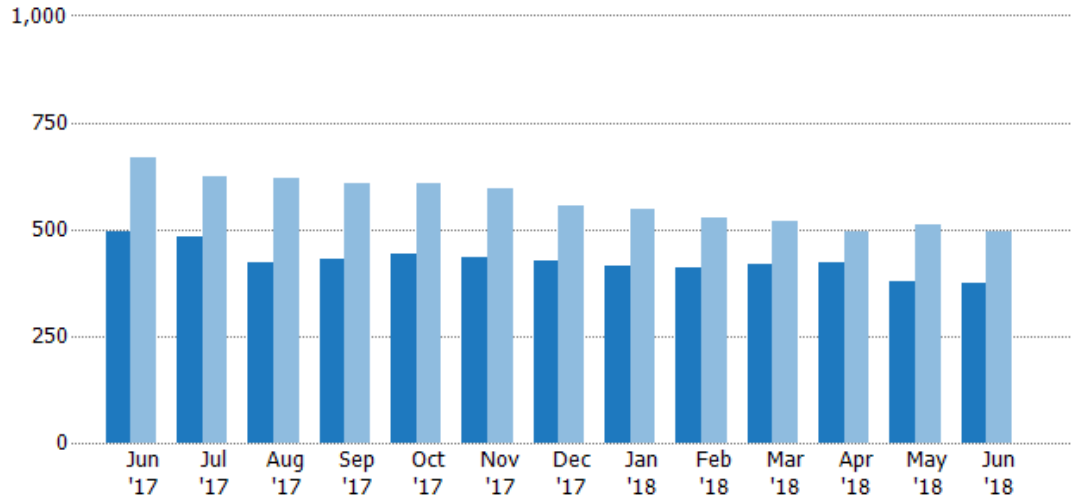
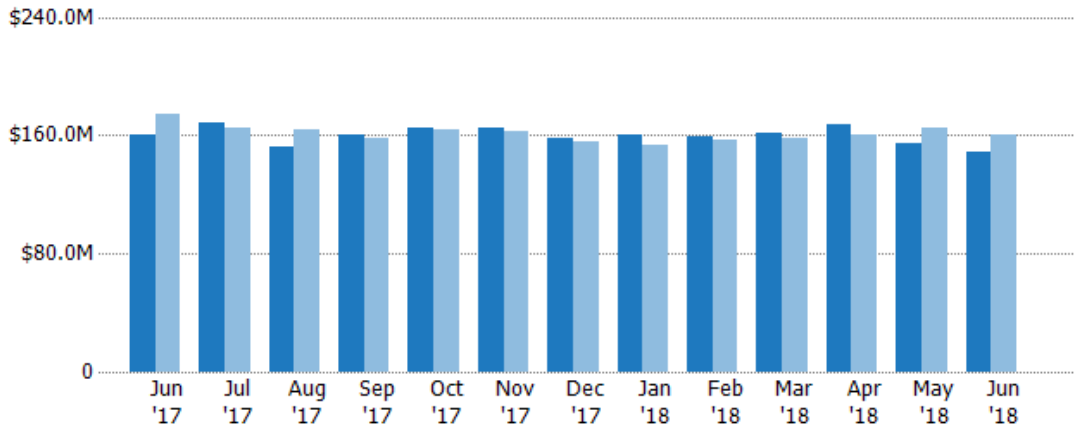|	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	493	482	423	432	441	435	426	412	409	416	421	377	374
Prior Year	666	625	621	609	609	594	553	545	528	517	493	511	493
Percent Change from Prior Year	-26%	-23%	-32%	-29%	-28%	-27%	-23%	-24%	-23%	-20%	-15%	-26%	-24%

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.
Jun '18	$149M	-7.4%
Jun '17	$161M	-8.1%
Jun '16	$175M	21.1%

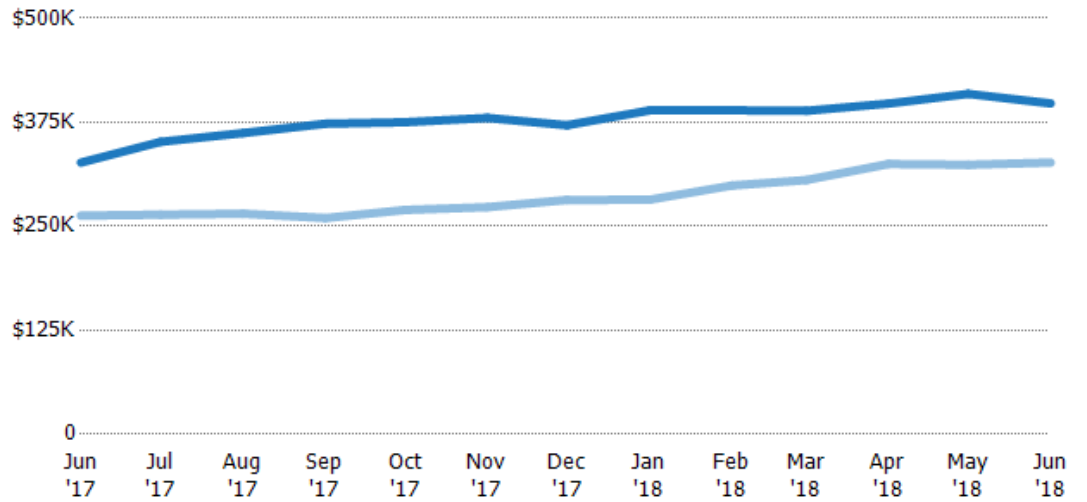|	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	$161M	$169M	$153M	$161M	$165M	$165M	$158M	$160M	$159M	$161M	$167M	$154M	$149M
Prior Year	$175M	$165M	$164M	$158M	$164M	$162M	$155M	$154M	$157M	$158M	$160M	$165M	$161M
Percent Change from Prior Year	-8%	3%	-7%	2%	1%	2%	1%	4%	1%	2%	5%	-7%	-7%

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.
Jun '18	$398K	21.8%
Jun '17	$327K	24.3%
Jun '16	$263K	-10.6%

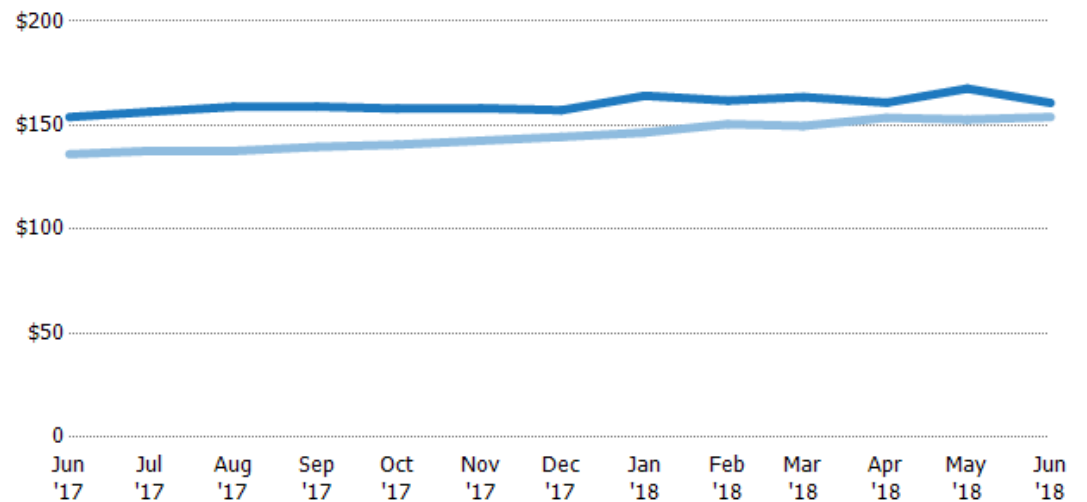|	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
■ Current Year	$327K	$351K	$362K	$373K	$375K	$380K	$371K	$389K	$389K	$389K	$397K	$409K	$398K
■ Prior Year	$263K	$264K	$265K	$260K	$270K	$273K	$282K	$282K	$299K	$306K	$325K	$324K	$327K
Percent Change from Prior Year	24%	33%	37%	44%	39%	39%	32%	38%	30%	27%	22%	26%	22%

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.
Jun '18	$161	4.4%
Jun '17	$154	13.1%
Jun '16	$136	-6.9%

	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
■ Current Year	$154	$156	$159	$159	$158	$158	$157	$164	$162	$164	$161	$168	$161
■ Prior Year	$136	$138	$138	$140	$141	$143	$144	$146	$151	$150	$154	$153	$154
Percent Change from Prior Year	13%	14%	15%	14%	12%	11%	9%	12%	8%	9%	5%	10%	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
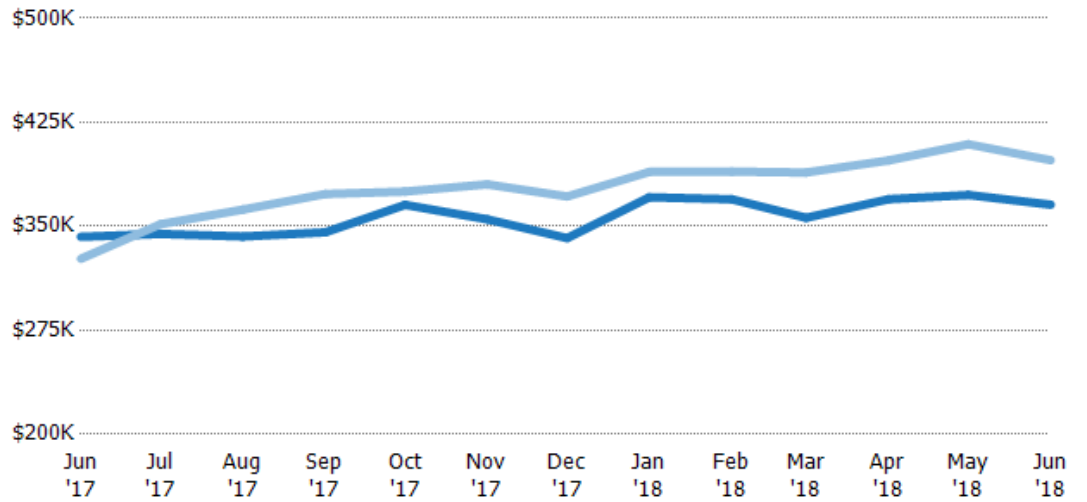
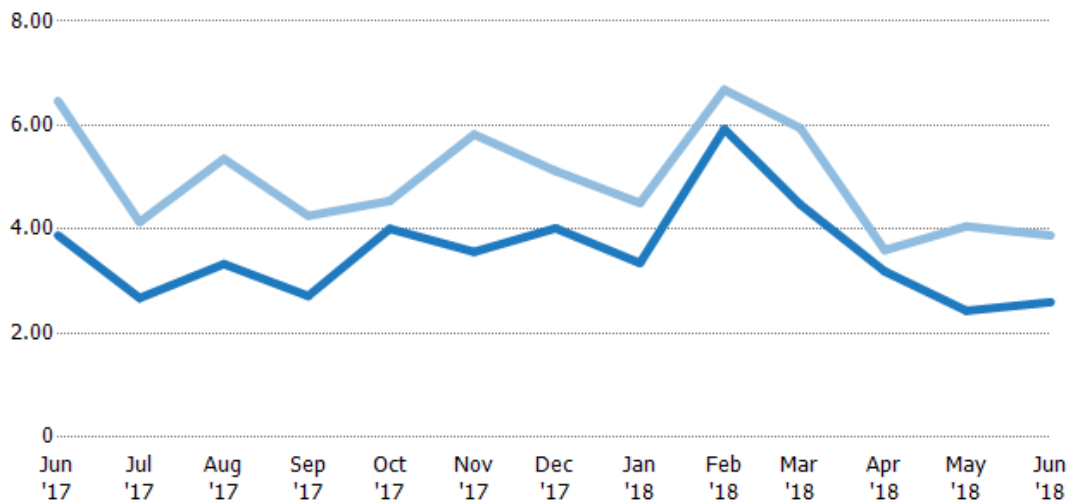|	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg Est Value	$342K	$345K	$343K	$346K	$365K	$355K	$341K	$371K	$369K	$356K	$370K	$373K	$366K
Avg Listing Price	$327K	$351K	$362K	$373K	$375K	$380K	$371K	$389K	$389K	$389K	$397K	$409K	$398K
Avg Listing Price as a % of Avg Est Value	95%	102%	106%	108%	103%	107%	109%	105%	105%	109%	108%	110%	109%

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.
Jun '18	2.6	-33.1%
Jun '17	3.88	-40%
Jun '16	6.47	17.1%

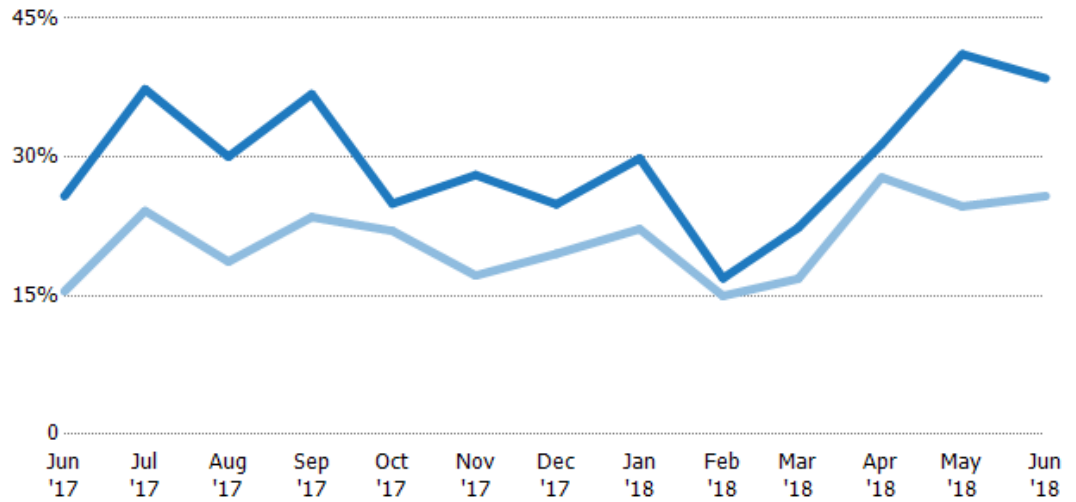|	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	3.88	2.68	3.33	2.72	4.01	3.57	4.02	3.35	5.93	4.47	3.19	2.43	2.6
Prior Year	6.47	4.14	5.35	4.26	4.54	5.82	5.12	4.5	6.68	5.94	3.6	4.06	3.88
Percent Change from Prior Year	-40%	-35%	-38%	-36%	-12%	-39%	-22%	-26%	-11%	-25%	-11%	-40%	-33%

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.
Jun '18	39%	-12.7%
Jun '17	26%	-10.3%
Jun '16	15%	-14.6%

	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
■ Current Year	26%	37%	30%	37%	25%	28%	25%	30%	17%	22%	31%	41%	39%
■ Prior Year	15%	24%	19%	23%	22%	17%	20%	22%	15%	17%	28%	25%	26%
Change from Prior Year	-10%	-13%	-11%	-13%	-3%	-11%	-5%	-8%	-2%	-6%	-4%	-16%	-13%

Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

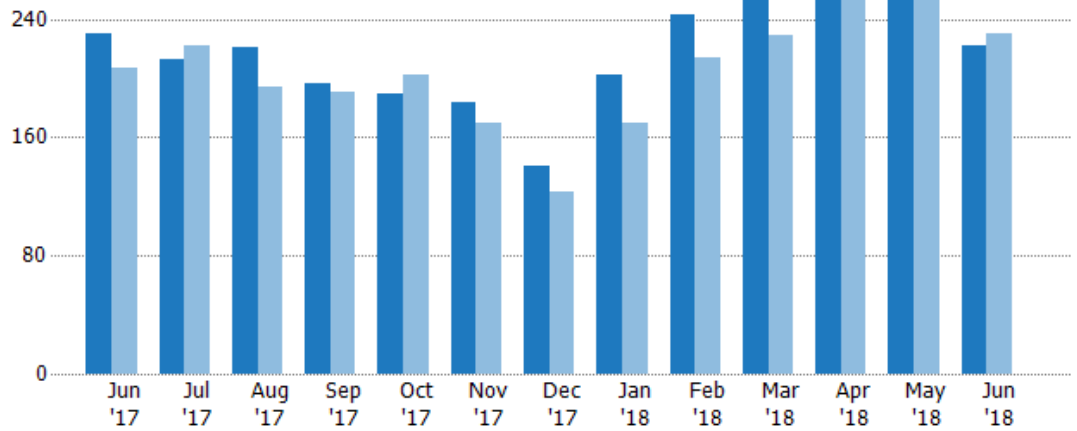Filters Used: County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida

County	Rate
Escambia	31.7 %
Okaloosa	27.02 %
Santa Rosa	53.04 %
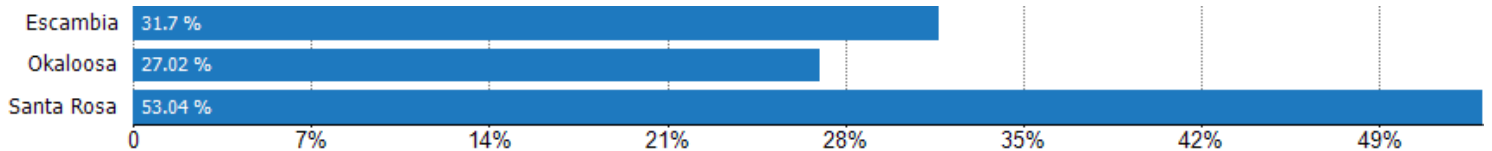
Pending Sales

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.
Jun '18	222	-3.5%
Jun '17	230	11.1%
Jun '16	207	-6.3%

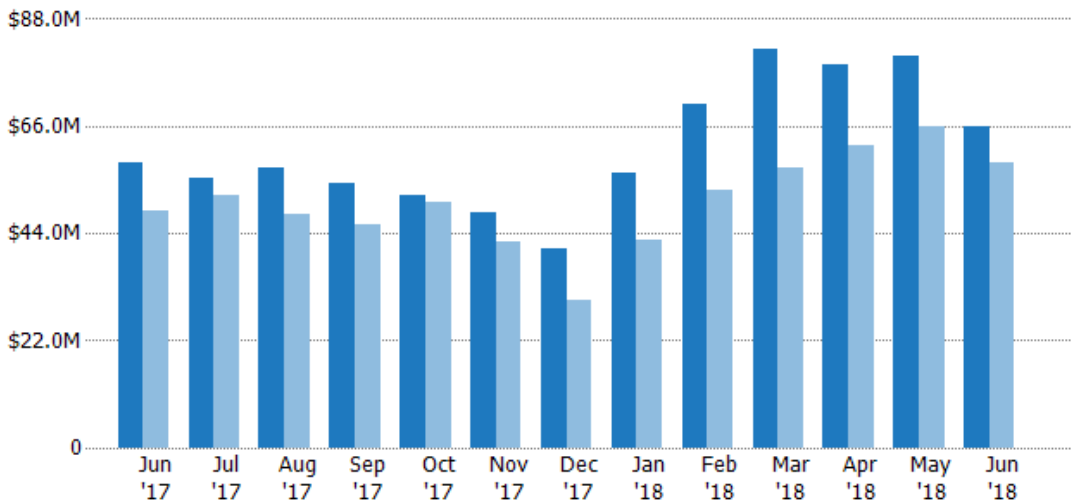| | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Current Year** | 230 | 213 | 221 | 196 | 189 | 184 | 141 | 202 | 243 | 276 | 269 | 264 | 222 |
| **Prior Year** | 207 | 222 | 194 | 191 | 202 | 170 | 123 | 170 | 214 | 229 | 257 | 255 | 230 |
| **Percent Change from Prior Year** | 11% | -4% | 14% | 3% | -6% | 8% | 15% | 19% | 14% | 21% | 5% | 4% | -3% |

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.
Jun '18	$65.9M	12.4%
Jun '17	$58.6M	20.5%
Jun '16	$48.7M	-9%

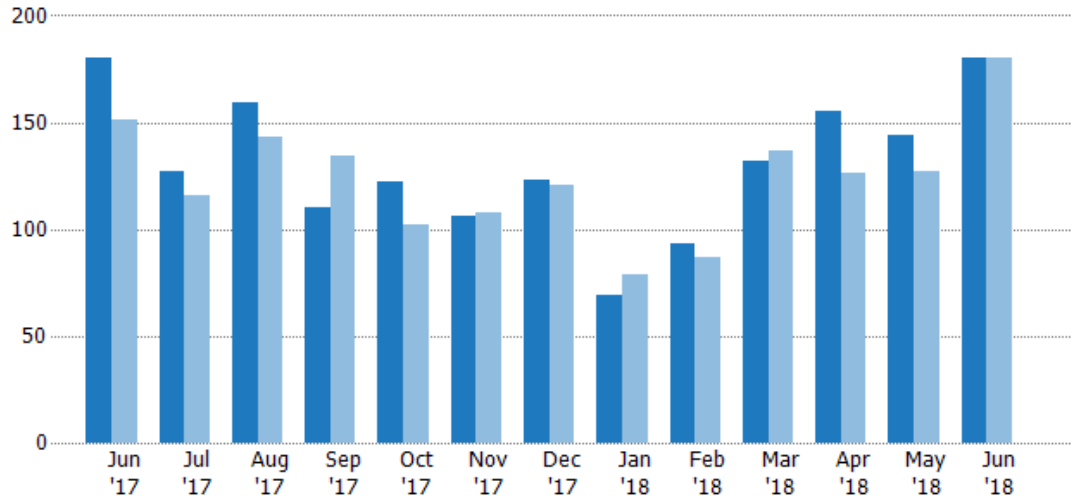|	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	$58.6M	$55.3M	$57.5M	$54.2M	$51.9M	$48.2M	$40.7M	$56.5M	$70.6M	$81.7M	$78.6M	$80.5M	$65.9M
Prior Year	$48.7M	$52M	$48M	$45.7M	$50.4M	$42.4M	$30.4M	$42.6M	$52.8M	$57.6M	$62M	$65.9M	$58.6M
Percent Change from Prior Year	20%	6%	20%	19%	3%	14%	34%	33%	34%	42%	27%	22%	12%

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.
Jun '18	180	0%
Jun '17	180	19.2%
Jun '16	151	-7.3%

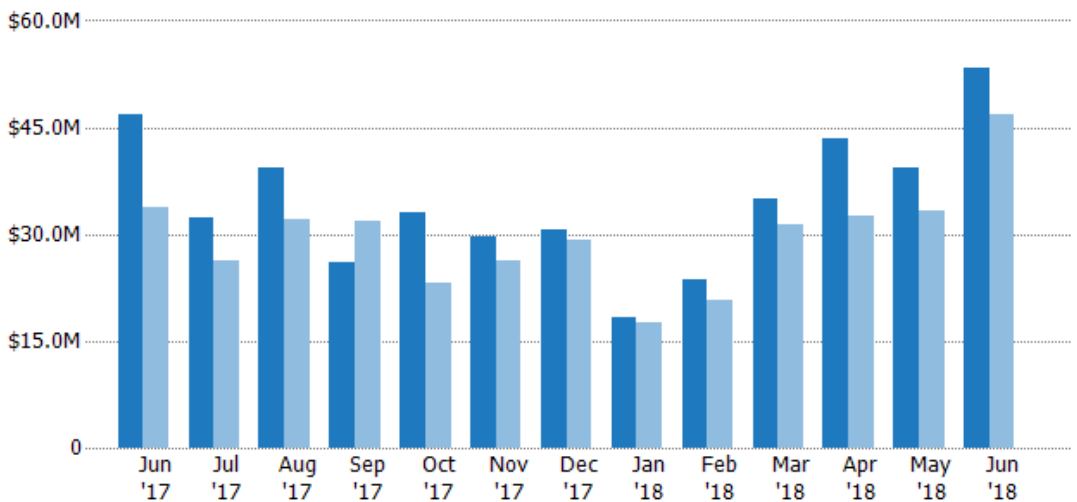| | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 180 | 127 | 159 | 110 | 122 | 106 | 123 | 69 | 93 | 132 | 155 | 144 | 180 |
| Prior Year | 151 | 116 | 143 | 134 | 102 | 108 | 121 | 79 | 87 | 137 | 126 | 127 | 180 |
| Percent Change from Prior Year | 19% | 9% | 11% | -18% | 20% | -2% | 2% | -13% | 7% | -4% | 23% | 13% | 0% |

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.
Jun '18	$53.4M	13.9%
Jun '17	$46.9M	38.7%
Jun '16	$33.8M	-6.9%

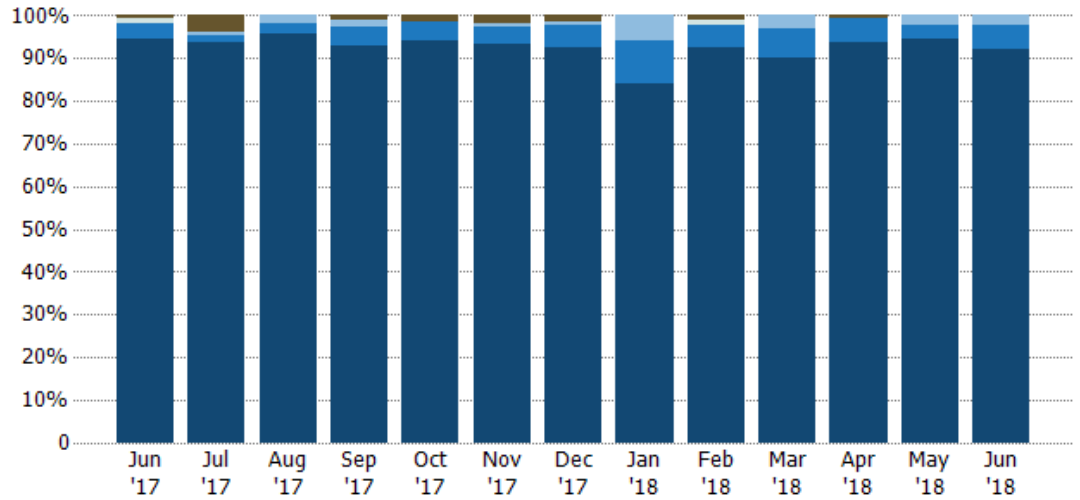|	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	$46.9M	$32.2M	$39.4M	$26.1M	$32.9M	$29.7M	$30.7M	$18.4M	$23.6M	$35M	$43.4M	$39.3M	$53.4M
Prior Year	$33.8M	$26.4M	$32.2M	$31.9M	$23.2M	$26.3M	$29.3M	$17.5M	$20.8M	$31.5M	$32.6M	$33.2M	$46.9M
Percent Change from Prior Year	39%	22%	22%	-18%	42%	13%	5%	5%	14%	11%	33%	18%	14%

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


	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Other	1%	4%	-	1%	2%	2%	2%	-	1%	-	1%	-	-
Lot/Land	1%	-	-	-	-	-	-	-	1%	-	-	-	-
Mobile/Manufactured	-	1%	2%	2%	-	1%	1%	6%	-	3%	-	2%	2%
Condo/Townhouse	4%	2%	3%	5%	4%	4%	5%	10%	5%	7%	6%	3%	6%
Single Family Residence	94%	94%	96%	93%	94%	93%	93%	84%	92%	90%	94%	94%	92%

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
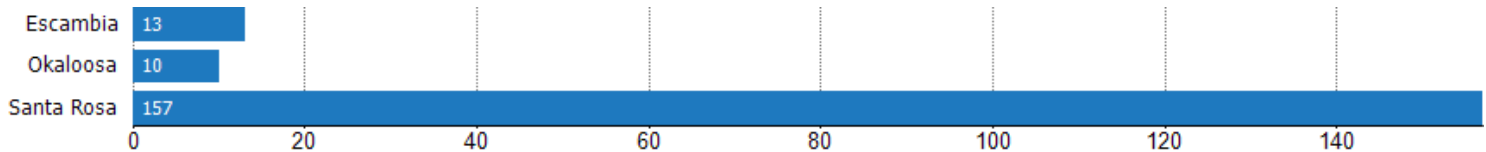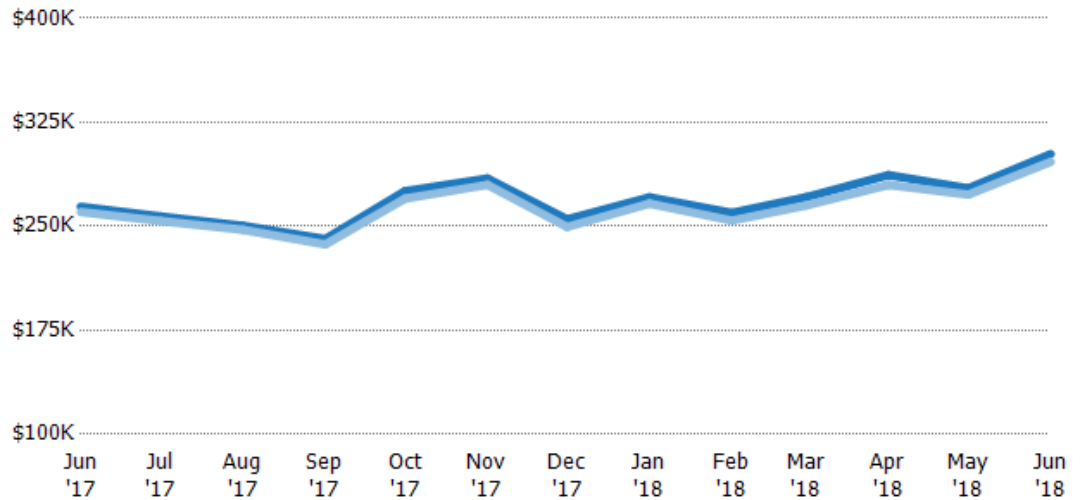
Average Sales Price vs Average Listing Price

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

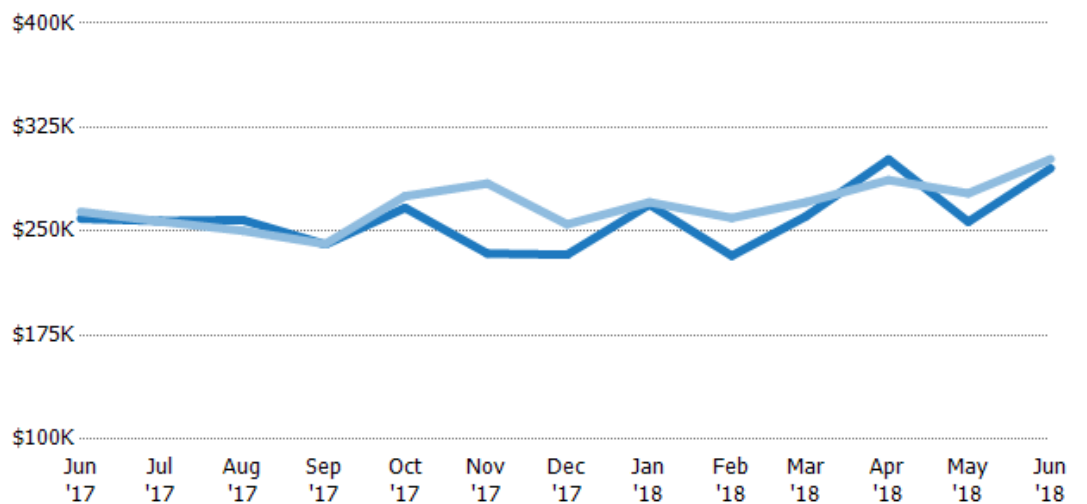|	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg List Price	$264K	$257K	$250K	$241K	$275K	$284K	$255K	$271K	$260K	$271K	$287K	$277K	$302K
Avg Sales Price	$260K	$254K	$247K	$237K	$270K	$280K	$250K	$266K	$254K	$265K	$280K	$273K	$296K
Avg Sales Price as a % of Avg List Price	99%	99%	99%	98%	98%	98%	98%	98%	98%	98%	98%	98%	98%

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

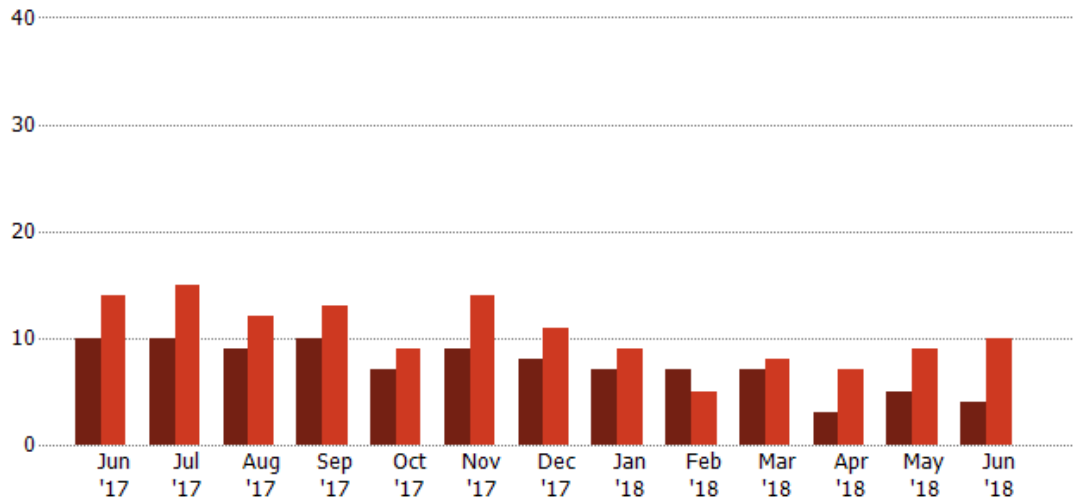|	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg Est Value	$259K	$257K	$258K	$241K	$267K	$234K	$233K	$269K	$232K	$261K	$302K	$257K	$295K
Avg Sales Price	$264K	$257K	$250K	$241K	$275K	$284K	$255K	$271K	$260K	$271K	$287K	$277K	$302K
Avg Sales Price as a % of Avg Est Value	102%	100%	97%	100%	103%	122%	109%	101%	112%	104%	95%	108%	102%

Distressed Listings

The number of distressed single-family, condominum 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.
Jun '18	4	-60%
Jun '17	10	-28.6%
Jun '16	14	164.3%

	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	10	10	9	10	7	9	8	7	7	7	3	5	4
Prior Year	14	15	12	13	9	14	11	9	5	8	7	9	10
Percent Change from Prior Year	-29%	-33%	-25%	-23%	-22%	-36%	-27%	-22%	40%	-13%	-57%	-44%	-60%

Distressed Listings (By County)

The number of distressed single-family, condominum 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
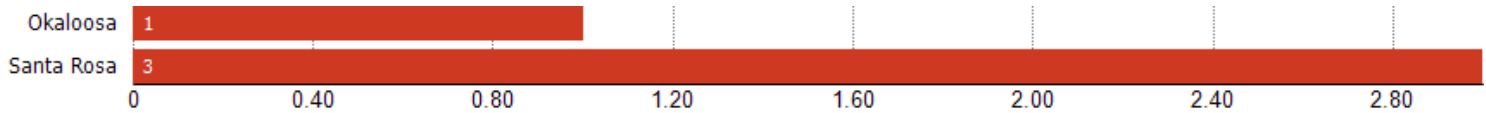
Appendix

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: 07/09/2018

Scheduled: Yes

Report Date Range: From: 6/2017 To: 6/2018

Information Included

☑ **Include Cover Sheet**

☐ **Include Key Metric Summary**

☑ **Include Metrics By: County**

☑ **Include Appendix**

☑ **Averages**

☐ **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 6/2018 data

☐ **Listing Activity by ZIP**

☐ **Listing Activity by Metro Area**

☐ **Sales Activity by ZIP**

☐ **Sales Activity by Metro Area**