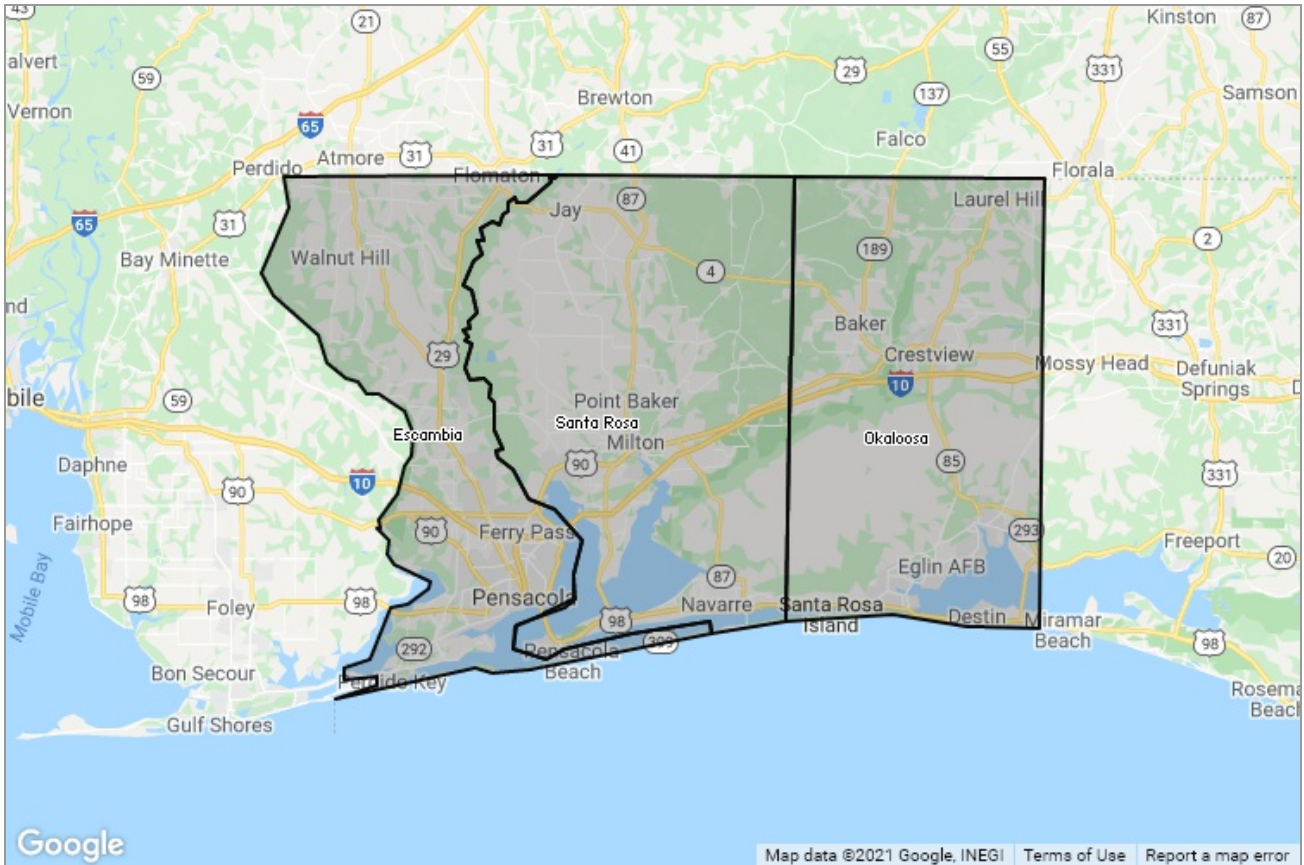


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
3/2020 – 3/2021

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 04/08/2021

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

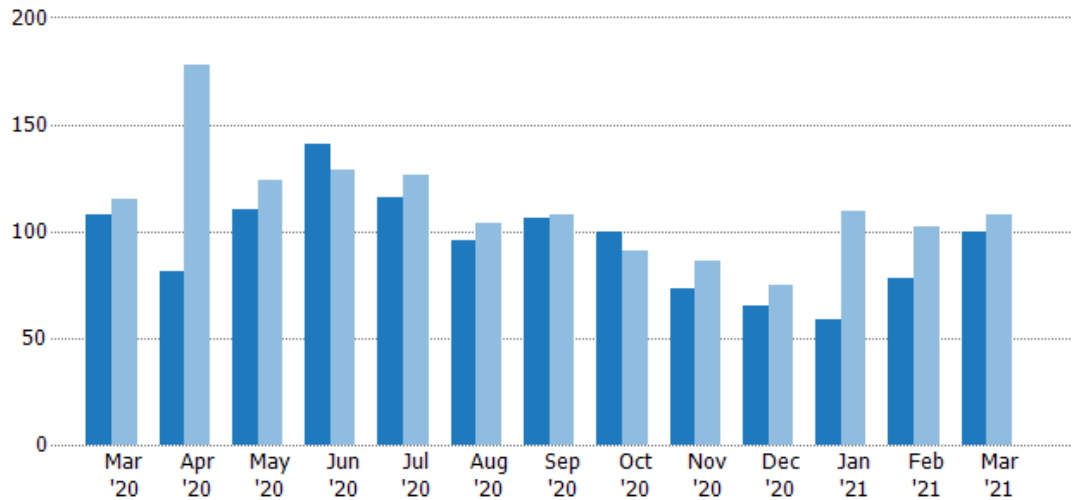
New Listings

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.
Mar '21	100	-7.4%
Mar '20	108	-6.1%
Mar '19	115	58.3%



Current Year	108	81	110	141	116	96	106	100	73	65	59	78	100
Prior Year	115	178	124	129	126	104	108	91	86	75	109	102	108
Percent Change from Prior Year	-6%	-54%	-11%	9%	-8%	-8%	-2%	10%	-15%	-13%	-46%	-24%	-7%

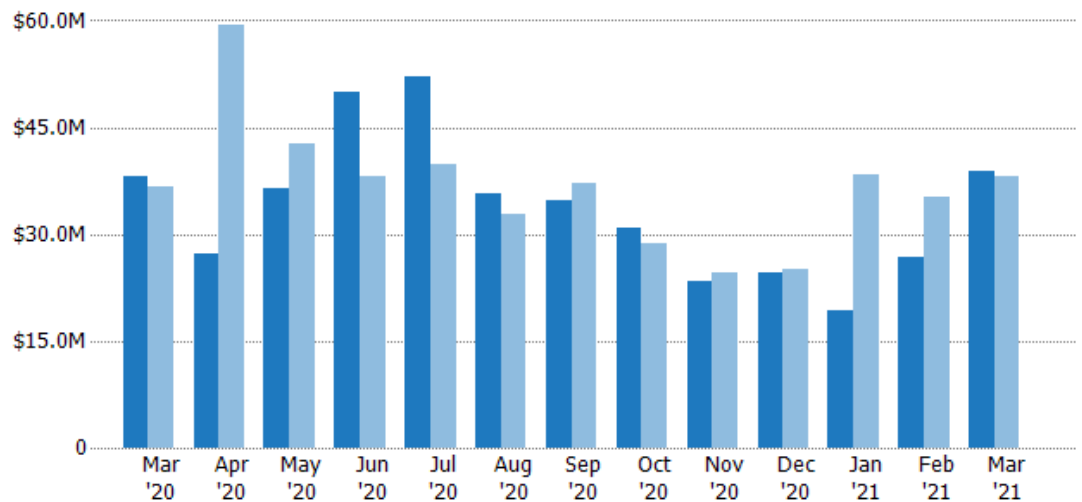
New Listing Volume

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.
Mar '21	\$38.9M	2.3%
Mar '20	\$38.1M	4%
Mar '19	\$36.6M	43.2%



Current Year	\$38.1M	\$27.4M	\$36.4M	\$49.9M	\$52M	\$35.6M	\$34.7M	\$31M	\$23.4M	\$24.5M	\$19.3M	\$26.8M	\$38.9M
Prior Year	\$36.6M	\$59.3M	\$42.6M	\$38.2M	\$39.9M	\$32.9M	\$37M	\$28.7M	\$24.5M	\$25M	\$38.4M	\$35.3M	\$38.1M
Percent Change from Prior Year	4%	-54%	-15%	31%	30%	8%	-6%	8%	-4%	-2%	-50%	-24%	2%

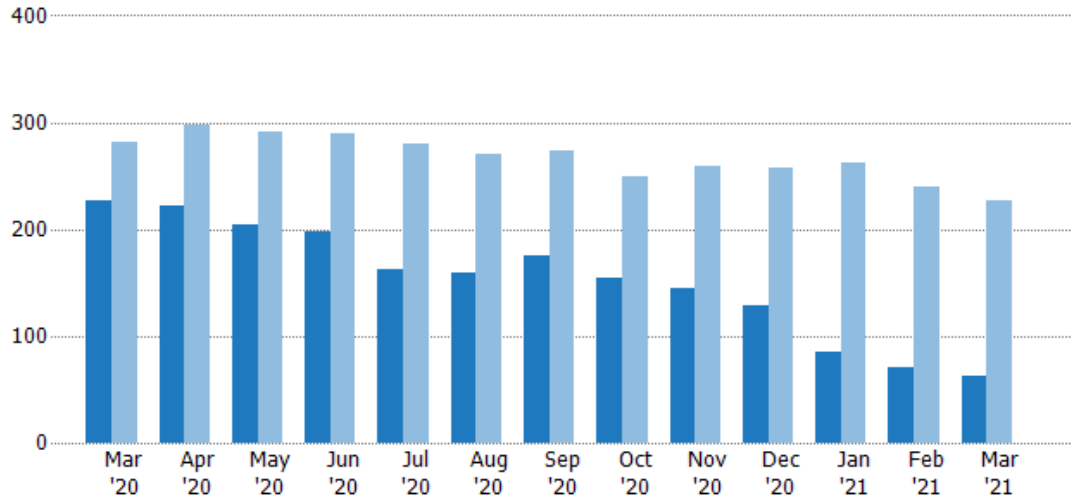
Active Listings

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.
Mar '21	63	-72.2%
Mar '20	227	-19.5%
Mar '19	282	33.7%



Current Year	227	222	205	198	163	159	175	155	145	129	85	70	63
Prior Year	282	297	291	290	280	271	274	250	259	258	262	239	227
Percent Change from Prior Year	-20%	-25%	-30%	-32%	-42%	-41%	-36%	-38%	-44%	-50%	-68%	-71%	-72%

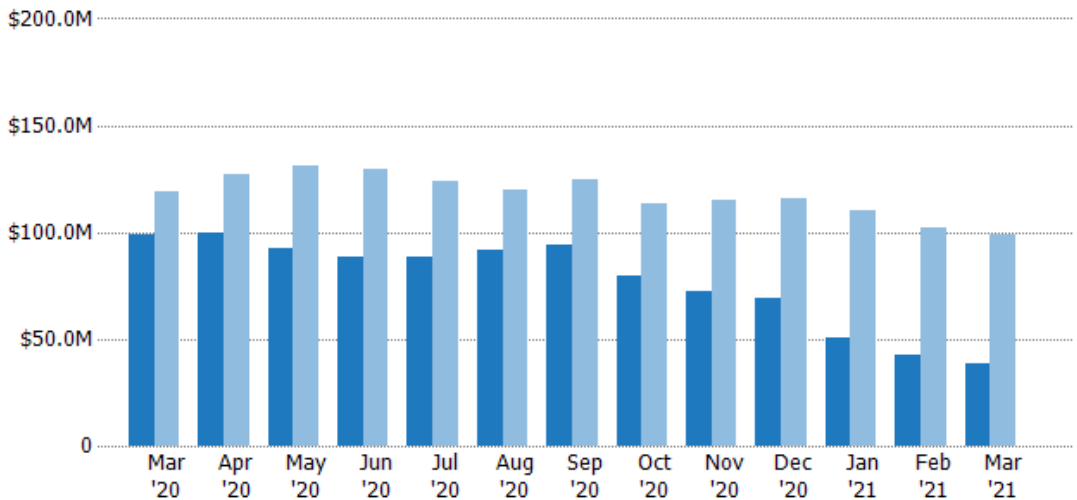
Active Listing Volume

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.
Mar '21	\$38.2M	-61.2%
Mar '20	\$98.6M	-17.4%
Mar '19	\$119M	21.8%



Current Year	\$98.6M	\$100M	\$92.2M	\$88.5M	\$88.7M	\$91.6M	\$94.3M	\$79.2M	\$72.7M	\$69.1M	\$50.7M	\$42.3M	\$38.2M
Prior Year	\$119M	\$127M	\$131M	\$129M	\$123M	\$120M	\$125M	\$113M	\$115M	\$116M	\$111M	\$102M	\$98.6M
Percent Change from Prior Year	-17%	-21%	-30%	-32%	-28%	-23%	-24%	-30%	-37%	-40%	-54%	-59%	-61%

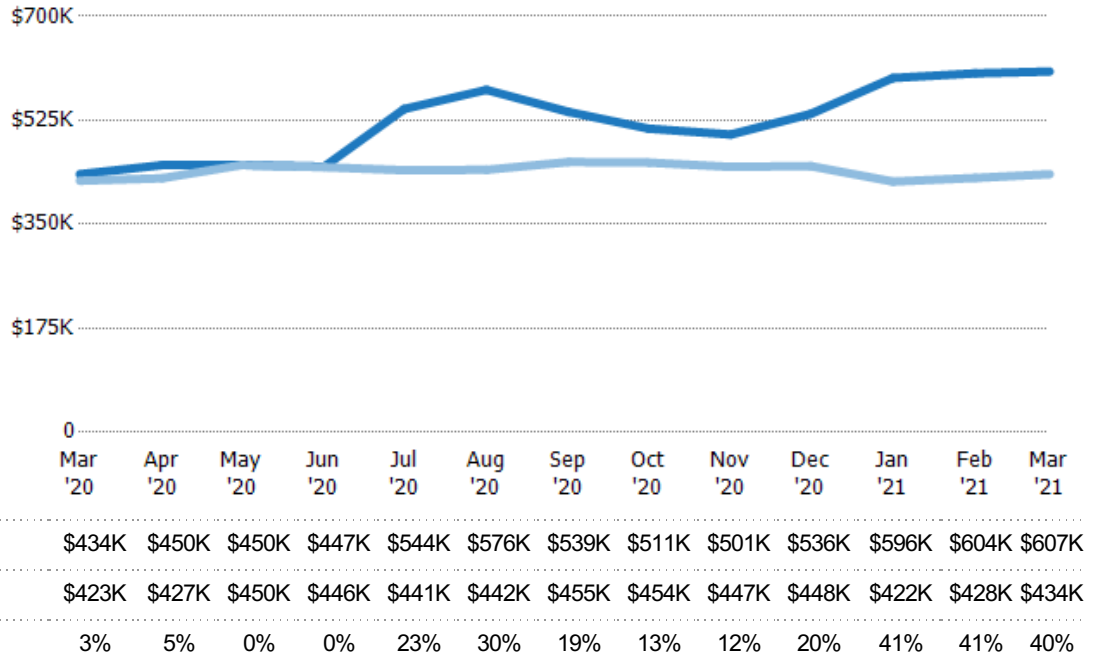
Average Listing Price

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.
Mar '21	\$607K	39.8%
Mar '20	\$434K	2.6%
Mar '19	\$423K	-8.7%



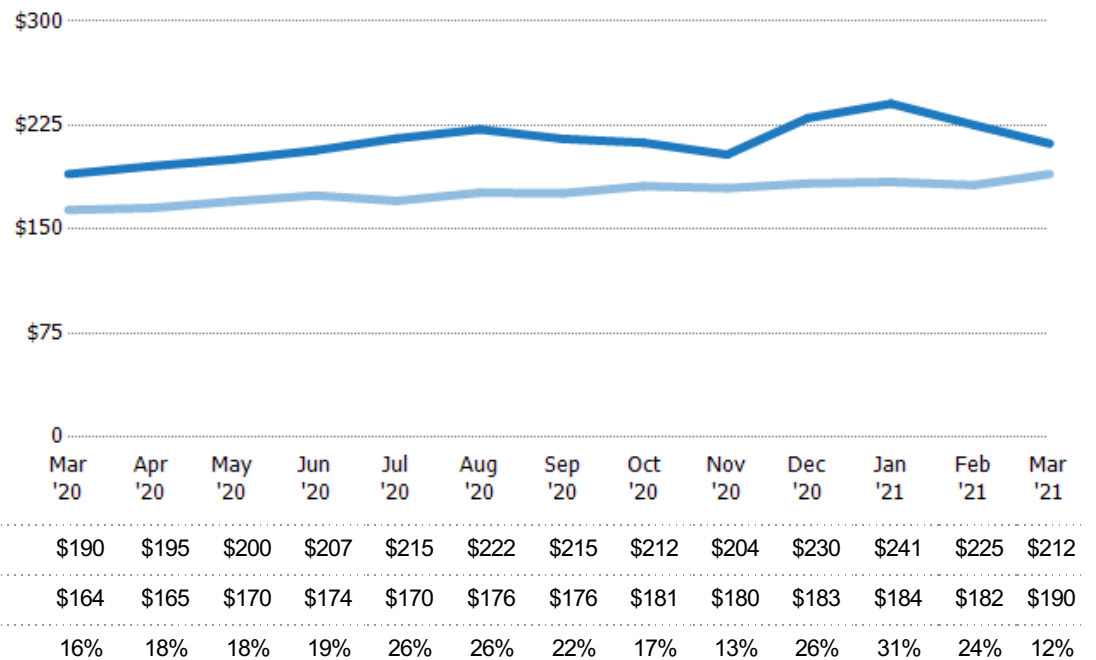
Average Listing Price per Sq Ft

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.
Mar '21	\$212	11.6%
Mar '20	\$190	15.8%
Mar '19	\$164	-1.4%

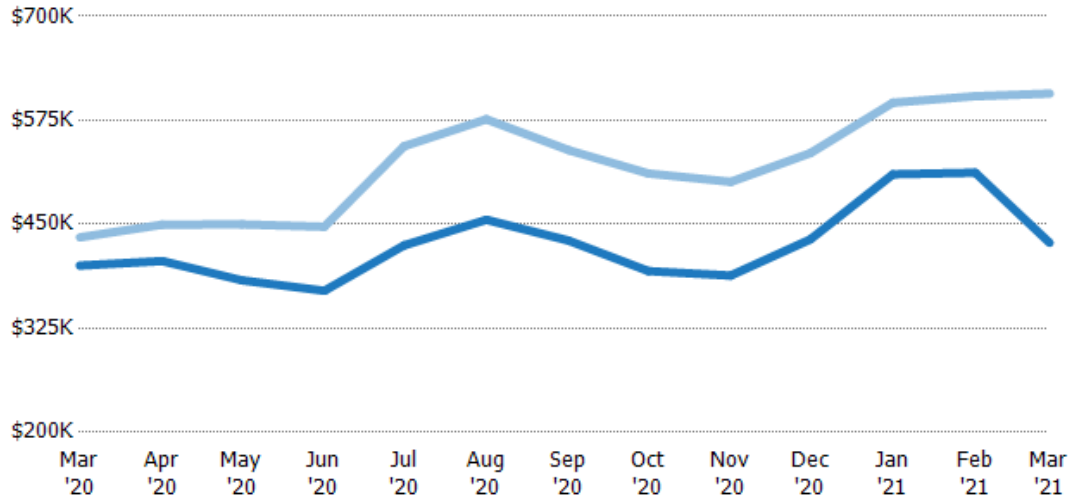


Average Listing Price vs Average Est Value

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	\$400K	\$406K	\$383K	\$370K	\$425K	\$455K	\$430K	\$394K	\$388K	\$432K	\$510K	\$512K	\$428K
Avg Listing Price	\$434K	\$450K	\$450K	\$447K	\$544K	\$576K	\$539K	\$511K	\$501K	\$536K	\$596K	\$604K	\$607K
Avg Listing Price as a % of Avg Est Value	108%	111%	118%	121%	128%	127%	125%	130%	129%	124%	117%	118%	142%

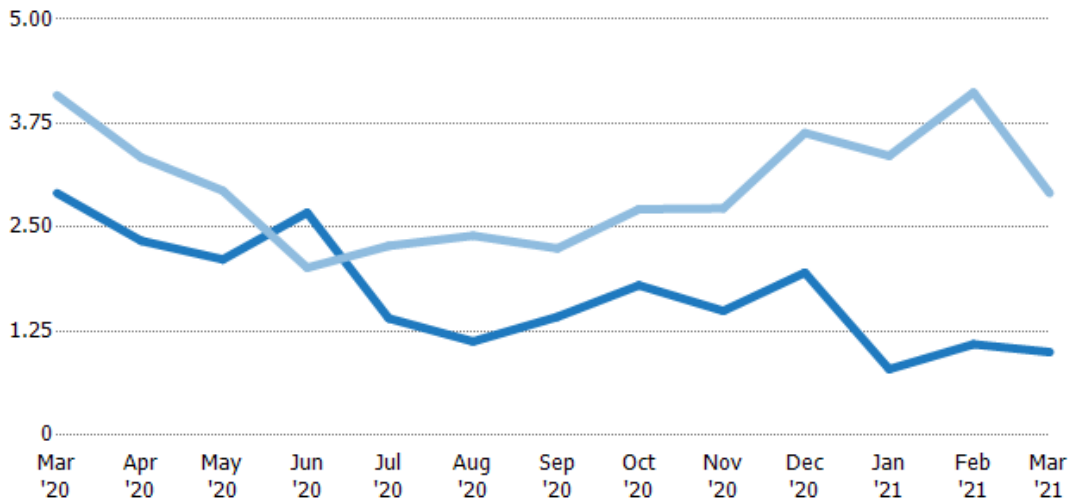
Months of Inventory

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.
Mar '21	1	-65.6%
Mar '20	2.91	-28.8%
Mar '19	4.09	3.6%



Current Year	2.91	2.34	2.11	2.68	1.41	1.13	1.42	1.8	1.49	1.95	0.79	1.09	1
Prior Year	4.09	3.34	2.94	2.01	2.28	2.4	2.25	2.72	2.73	3.63	3.36	4.12	2.91
Percent Change from Prior Year	-29%	-30%	-28%	33%	-38%	-53%	-37%	-34%	-45%	-46%	-76%	-73%	-66%

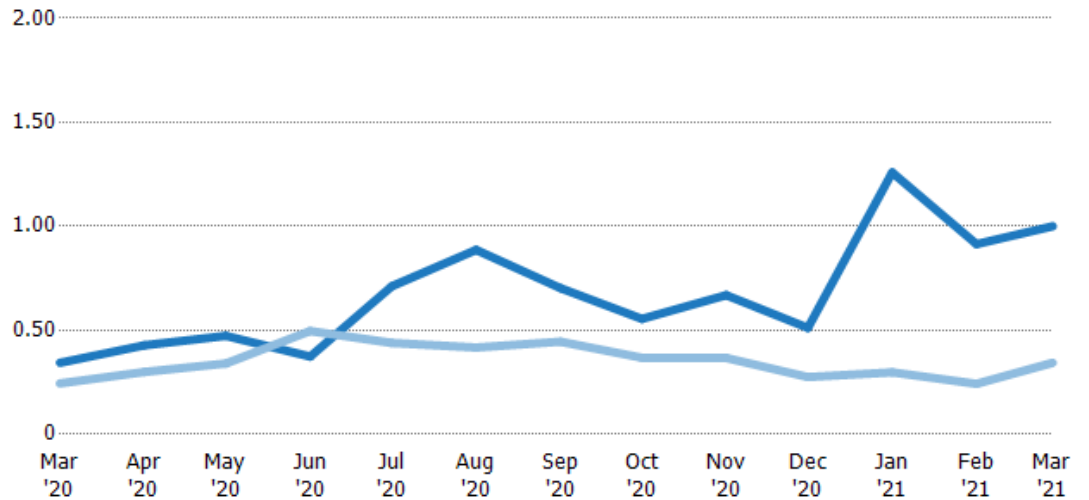
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Mar '21	100%	-65.6%
Mar '20	34%	-9.9%
Mar '19	24%	-3.5%

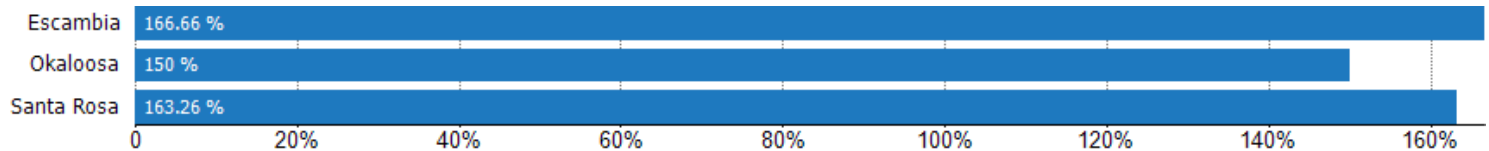


Current Year	34%	43%	47%	37%	71%	89%	70%	55%	67%	51%	126%	91%	100%
Prior Year	24%	30%	34%	50%	44%	42%	45%	37%	37%	28%	30%	24%	34%
Change from Prior Year	-10%	-13%	-13%	12%	-27%	-47%	-26%	-19%	-30%	-24%	-96%	-67%	-66%

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



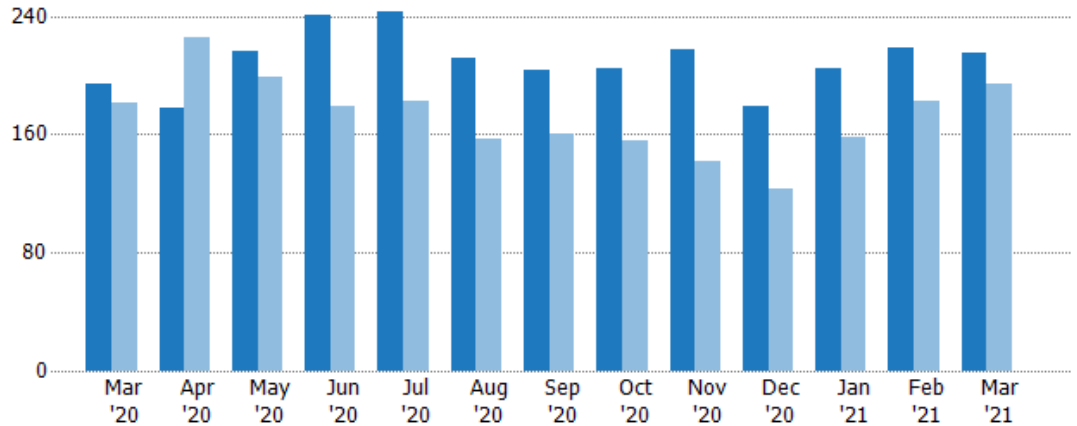
Pending Sales

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.
Mar '21	215	10.8%
Mar '20	194	7.2%
Mar '19	181	49.7%



Current Year	194	178	216	241	243	212	203	205	217	179	205	218	215
Prior Year	181	225	199	179	183	157	160	156	142	123	158	183	194
Percent Change from Prior Year	7%	-21%	9%	35%	33%	35%	27%	31%	53%	46%	30%	19%	11%

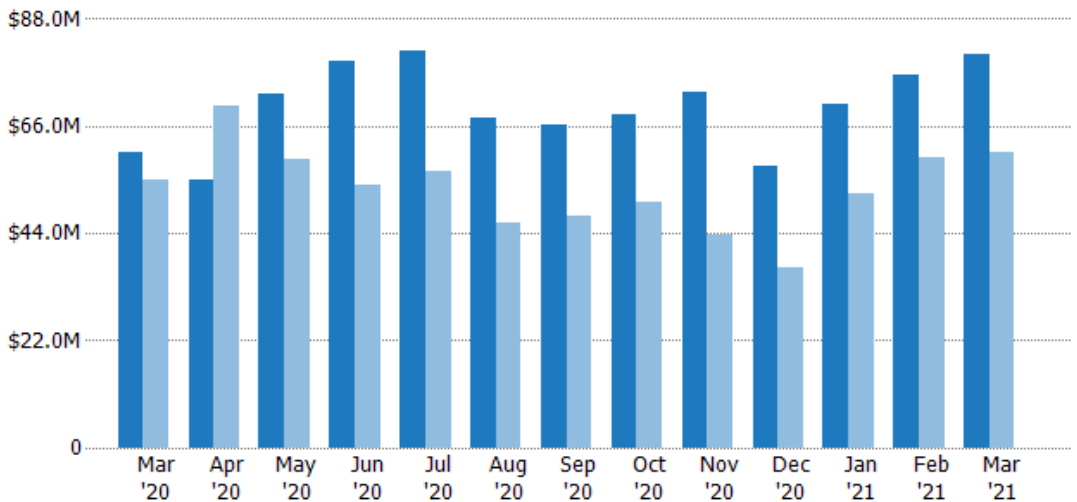
Pending Sales Volume

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.
Mar '21	\$80.8M	33.6%
Mar '20	\$60.5M	10.3%
Mar '19	\$54.9M	43.7%



Current Year	\$60.5M	\$55M	\$72.6M	\$79.4M	\$81.6M	\$67.7M	\$66.4M	\$68.3M	\$73.1M	\$57.8M	\$70.5M	\$76.7M	\$80.8M
Prior Year	\$54.9M	\$70.1M	\$59.1M	\$53.8M	\$56.8M	\$46.3M	\$47.5M	\$50.4M	\$43.7M	\$37M	\$52.1M	\$59.6M	\$60.5M
Percent Change from Prior Year	10%	-22%	23%	48%	44%	46%	40%	35%	67%	56%	35%	29%	34%

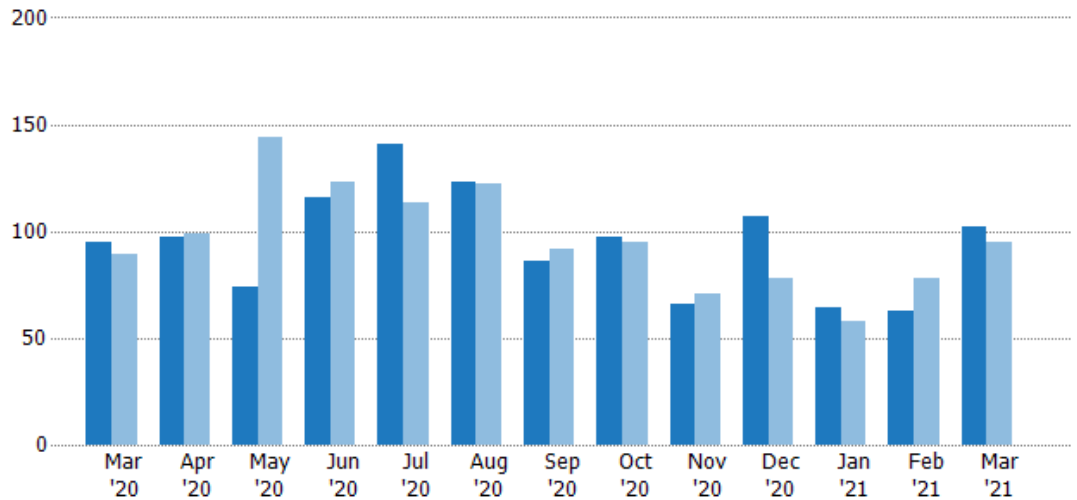
Closed Sales

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.
Mar '21	102	7.4%
Mar '20	95	6.7%
Mar '19	89	55.1%



Current Year	95	97	74	116	141	123	86	97	66	107	64	63	102
Prior Year	89	99	144	123	113	122	92	95	71	78	58	78	95
Percent Change from Prior Year	7%	-2%	-49%	-6%	25%	1%	-7%	2%	-7%	37%	10%	-19%	7%

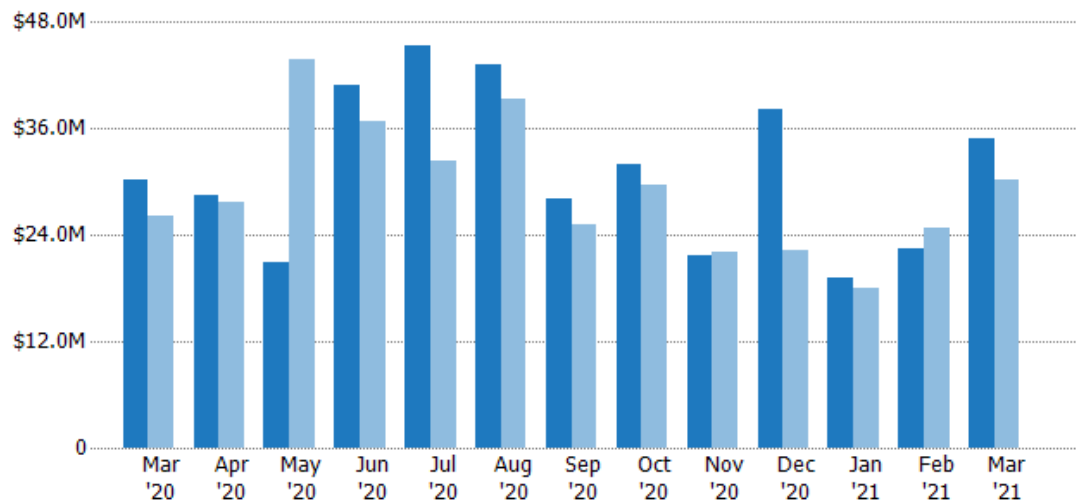
Closed Sales Volume

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.
Mar '21	\$34.8M	14.8%
Mar '20	\$30.3M	15.8%
Mar '19	\$26.2M	40.9%



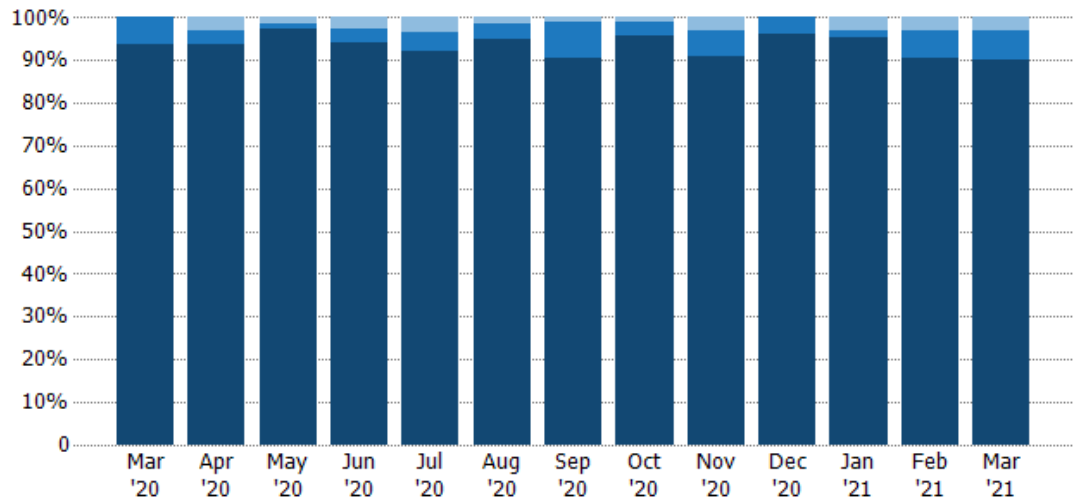
Current Year	\$30.3M	\$28.4M	\$21M	\$40.9M	\$45.3M	\$43.3M	\$28.1M	\$32M	\$21.7M	\$38.2M	\$19.1M	\$22.5M	\$34.8M
Prior Year	\$26.2M	\$27.7M	\$43.8M	\$36.8M	\$32.3M	\$39.4M	\$25.2M	\$29.6M	\$22.1M	\$22.2M	\$17.9M	\$24.7M	\$30.3M
Percent Change from Prior Year	16%	2%	-52%	11%	40%	10%	12%	8%	-2%	72%	7%	-9%	15%

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

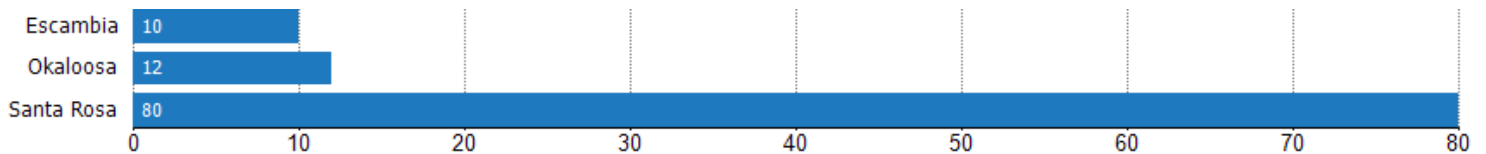


Mobile/Manufactured	-	3%	1%	3%	4%	2%	1%	1%	3%	-	3%	3%	3%
Condo/Townhouse	6%	3%	1%	3%	4%	3%	8%	3%	6%	4%	2%	6%	7%
Single Family Residence	94%	94%	97%	94%	92%	95%	91%	96%	91%	96%	95%	90%	90%

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

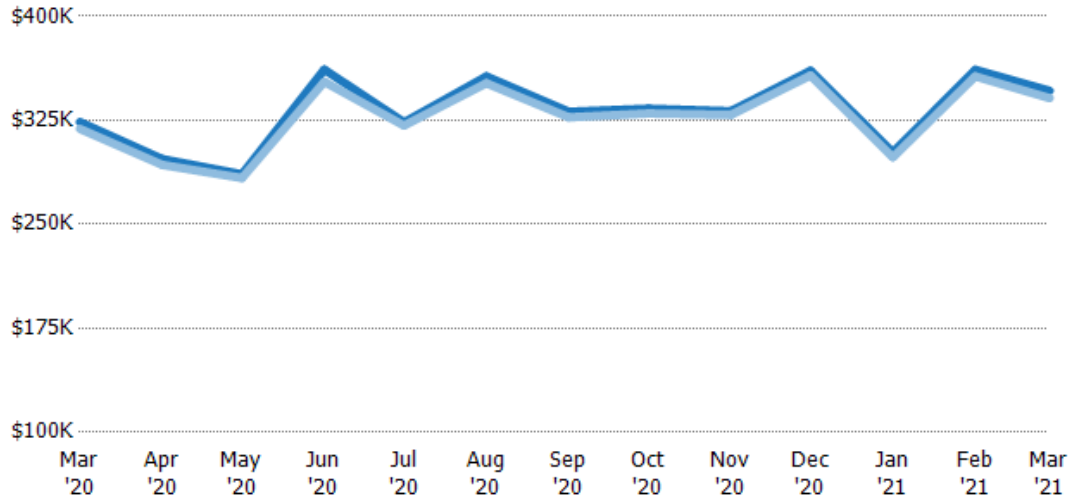


Average Sales Price vs Average Listing Price

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



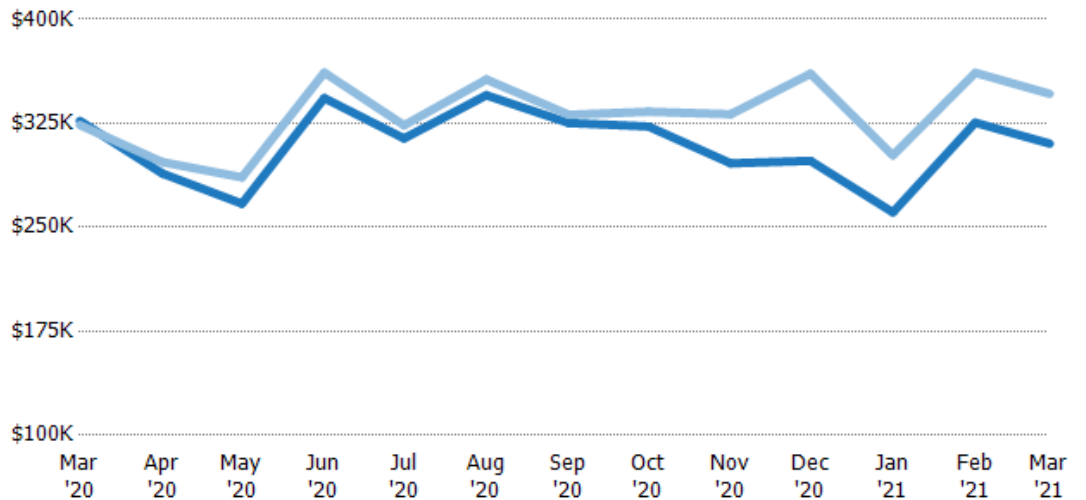
Avg List Price	\$324K	\$297K	\$286K	\$362K	\$324K	\$357K	\$331K	\$333K	\$332K	\$361K	\$302K	\$361K	\$346K
Avg Sales Price	\$319K	\$293K	\$283K	\$353K	\$321K	\$352K	\$327K	\$330K	\$329K	\$357K	\$298K	\$357K	\$341K
Avg Sales Price as a % of Avg List Price	98%	99%	99%	98%	99%	99%	99%	99%	99%	99%	99%	99%	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



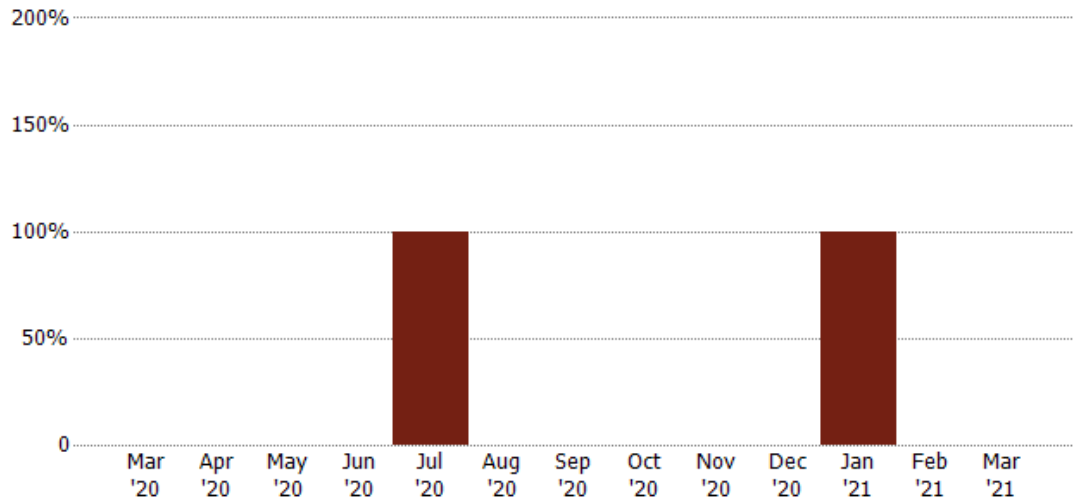
Avg Est Value	\$327K	\$289K	\$267K	\$343K	\$314K	\$345K	\$325K	\$323K	\$296K	\$298K	\$261K	\$325K	\$310K
Avg Sales Price	\$324K	\$297K	\$286K	\$362K	\$324K	\$357K	\$331K	\$333K	\$332K	\$361K	\$302K	\$361K	\$346K
Avg Sales Price as a % of Avg Est Value	99%	103%	107%	105%	103%	103%	102%	103%	112%	121%	116%	111%	112%

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

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	-	-	-	1	-	-	-	-	-	1	-	-

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: 04/08/2021

Scheduled: Yes

Report Date Range: From 3/2020 To: 3/2021

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 3/2021 data

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