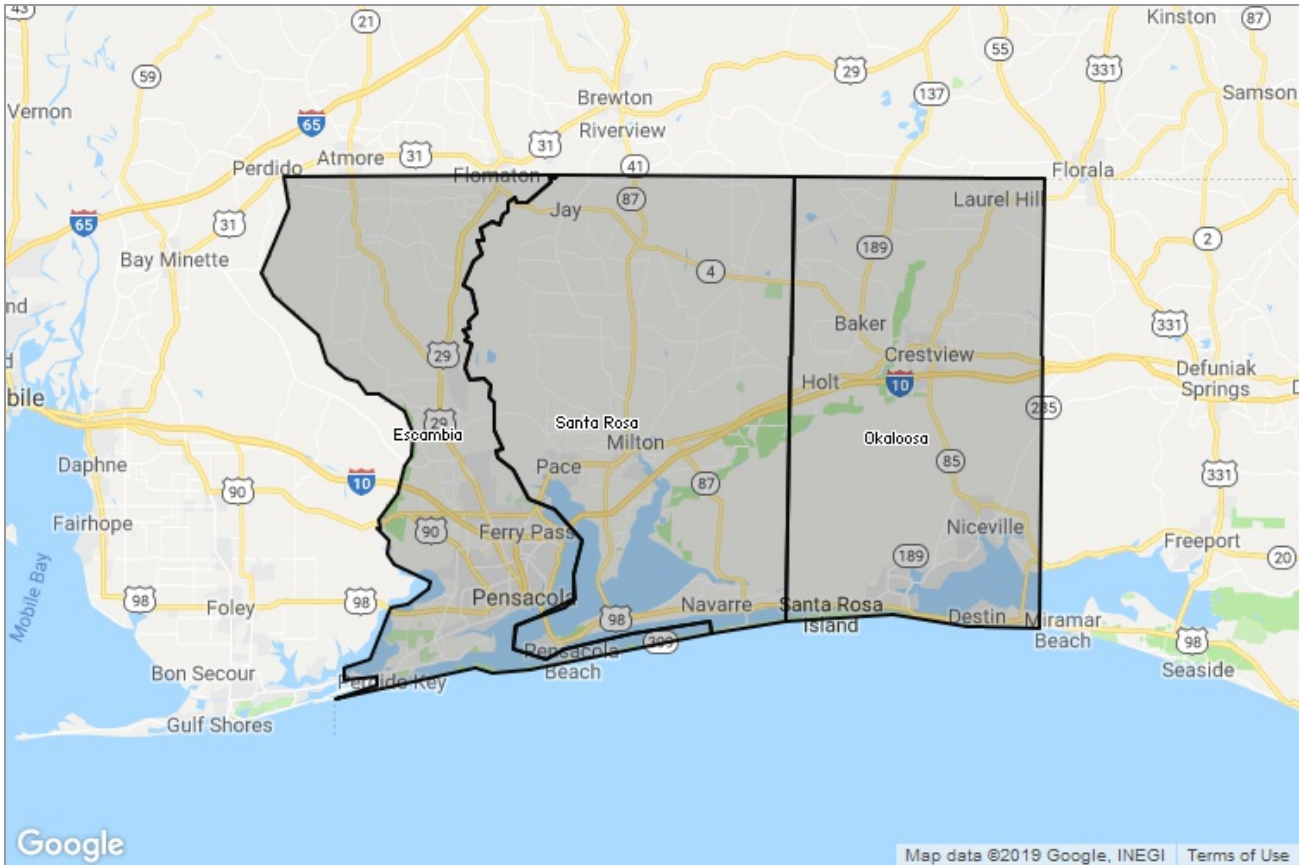# Monthly Market Data Report

Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
8/2018 – 8/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 09/06/2019

Scheduled: Yes

Presented by

Navarre Area Board of REALTORS® INC

(850) 939-3870

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

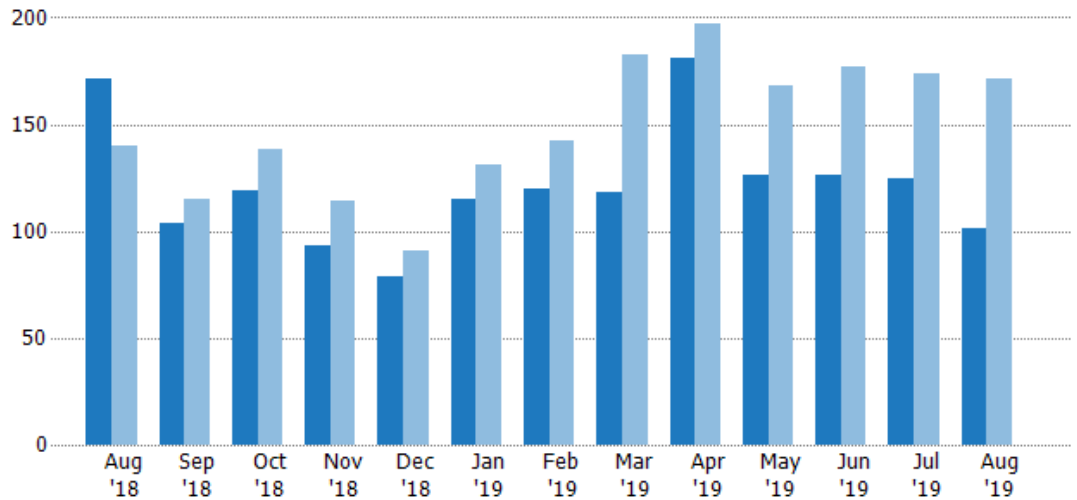1917 Navarre School Road
Navarre, FL 32566

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.
Aug '19	101	-40.9%
Aug '18	171	22.1%
Aug '17	140	-10%

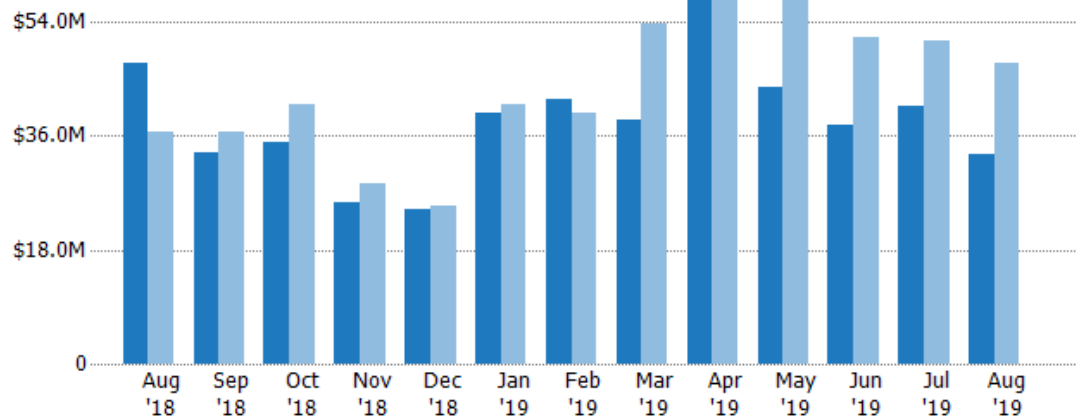|	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	171	104	119	93	79	115	120	118	181	126	126	125	101
Prior Year	140	115	138	114	91	131	142	183	197	168	177	174	171
Percent Change from Prior Year	22%	-10%	-14%	-18%	-13%	-12%	-15%	-36%	-8%	-25%	-29%	-28%	-41%

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.
Aug '19	$33.2M	-30.2%
Aug '18	$47.5M	29.9%
Aug '17	$36.6M	-10.7%

|	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	$47.5M	$33.2M	$34.8M	$25.4M	$24.5M	$39.5M	$41.7M	$38.6M	$60.3M	$43.8M	$37.8M	$40.6M	$33.2M
Prior Year	$36.6M	$36.7M	$41M	$28.5M	$24.8M	$40.8M	$39.7M	$53.8M	$61M	$59.7M	$51.5M	$50.9M	$47.5M
Percent Change from Prior Year	30%	-9%	-15%	-11%	-1%	-3%	5%	-28%	-1%	-27%	-27%	-20%	-30%

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.
Aug '19	269	-38.3%
Aug '18	436	25.3%
Aug '17	348	24.7%
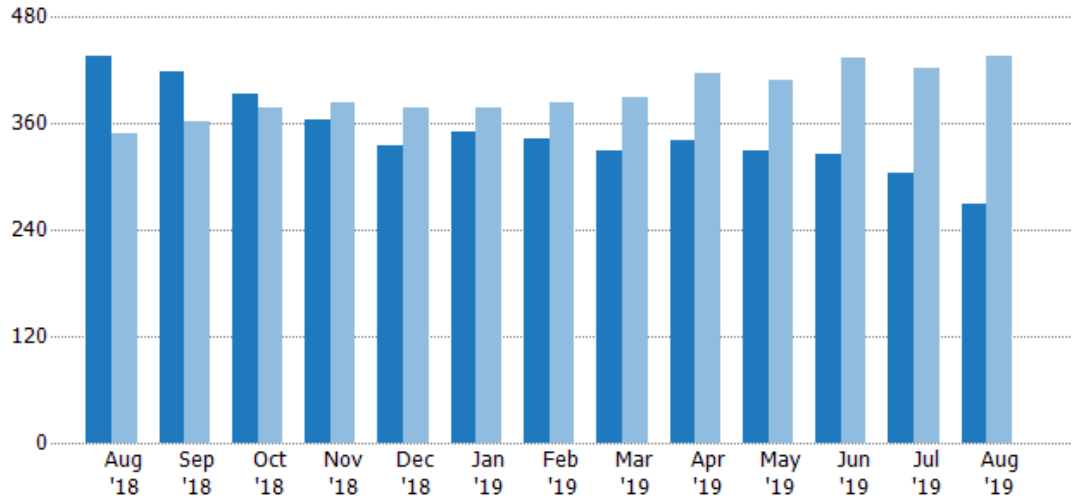
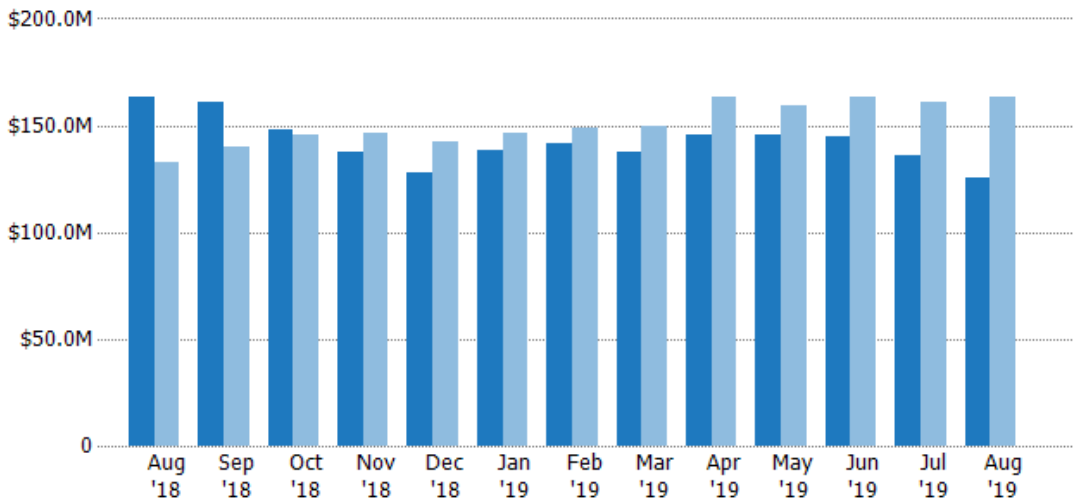|	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	436	418	393	364	336	351	342	329	341	329	325	305	269
Prior Year	348	362	378	383	378	378	384	389	416	409	434	422	436
Percent Change from Prior Year	25%	15%	4%	-5%	-11%	-7%	-11%	-15%	-18%	-20%	-25%	-28%	-38%

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.
Aug '19	$125M	-23.6%
Aug '18	$164M	23.5%
Aug '17	$132M	-4.6%

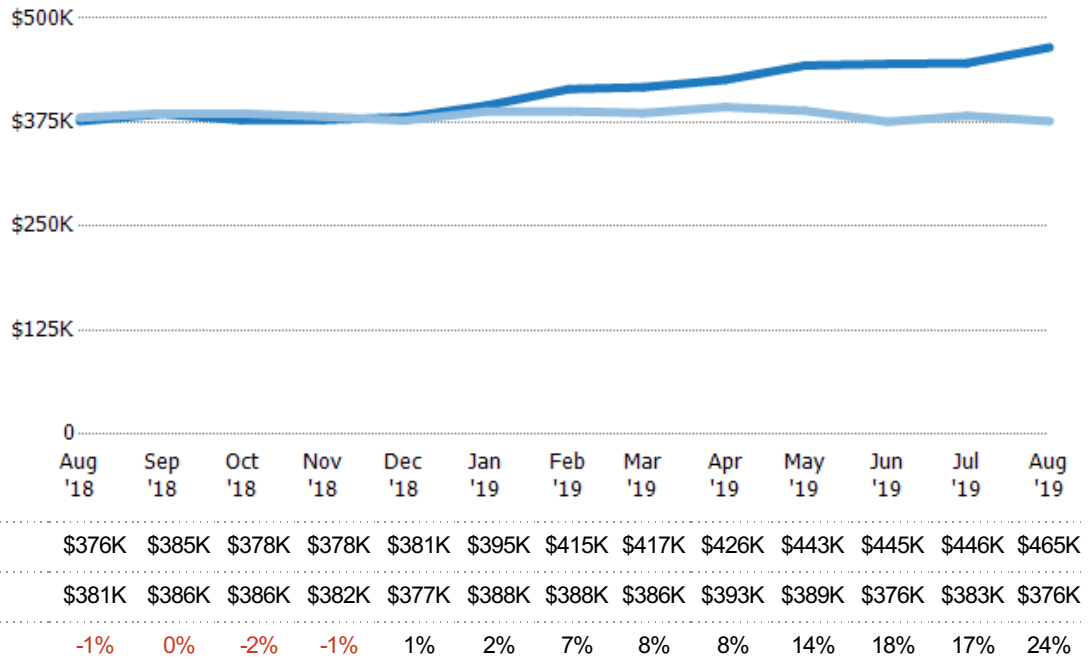|	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	$164M	$161M	$148M	$138M	$128M	$139M	$142M	$137M	$145M	$146M	$145M	$136M	$125M
Prior Year	$132M	$140M	$146M	$146M	$142M	$147M	$149M	$150M	$164M	$159M	$163M	$161M	$164M
Percent Change from Prior Year	24%	15%	2%	-6%	-10%	-5%	-5%	-8%	-11%	-8%	-11%	-16%	-24%

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.
Aug '19	$465K	23.6%
Aug '18	$376K	-1.2%
Aug '17	$381K	-23.2%

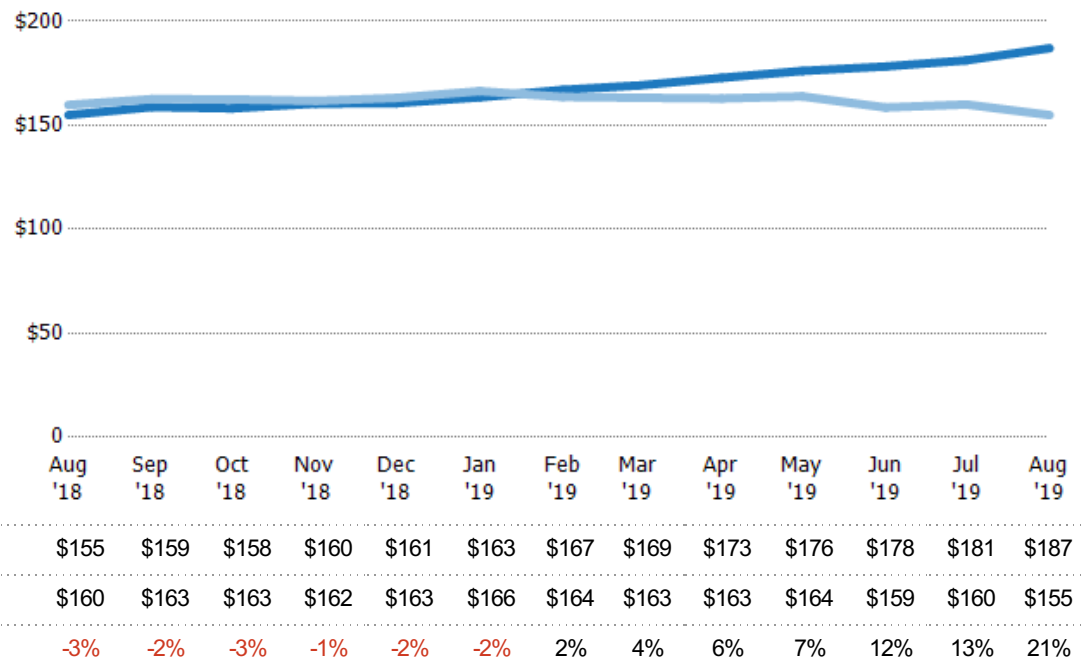|	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	$376K	$385K	$378K	$378K	$381K	$395K	$415K	$417K	$426K	$443K	$445K	$446K	$465K
Prior Year	$381K	$386K	$386K	$382K	$377K	$388K	$388K	$386K	$393K	$389K	$376K	$383K	$376K
Percent Change from Prior Year	-1%	0%	-2%	-1%	1%	2%	7%	8%	8%	14%	18%	17%	24%

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.
Aug '19	$187	20.7%
Aug '18	$155	-3.1%
Aug '17	$160	-16.4%

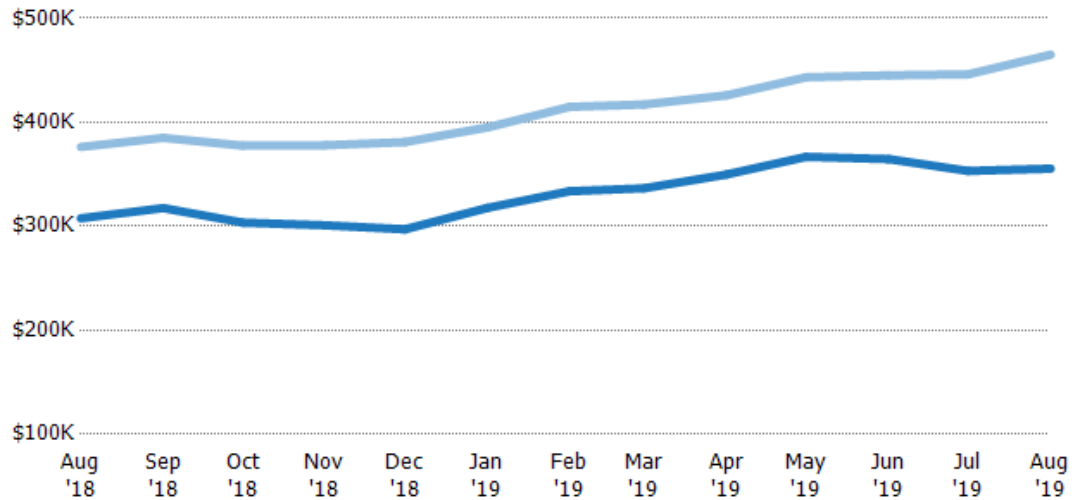|	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	$155	$159	$158	$160	$161	$163	$167	$169	$173	$176	$178	$181	$187
Prior Year	$160	$163	$163	$162	$163	$166	$164	$163	$163	$164	$159	$160	$155
Percent Change from Prior Year	-3%	-2%	-3%	-1%	-2%	-2%	2%	4%	6%	7%	12%	13%	21%

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

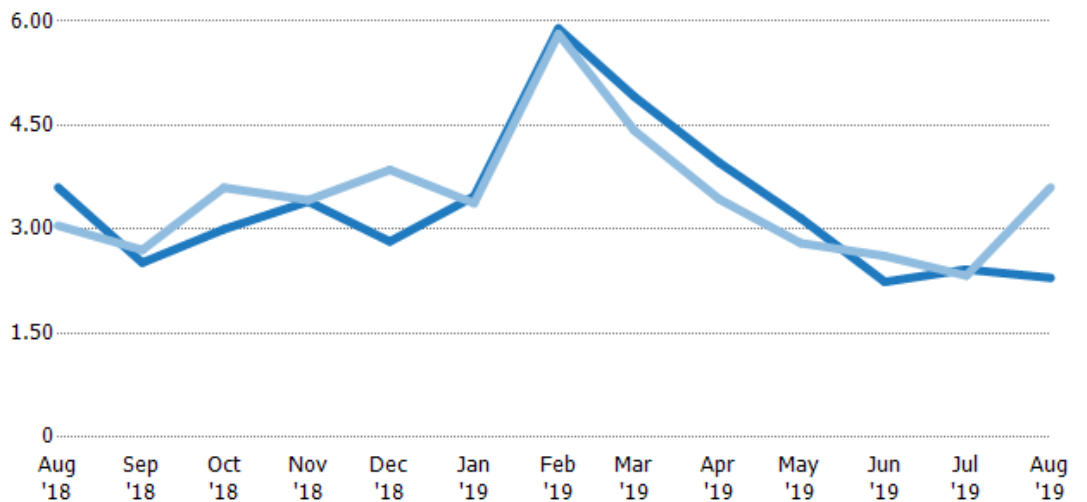|	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	$308K	$318K	$304K	$301K	$297K	$318K	$334K	$337K	$350K	$367K	$365K	$353K	$355K
Avg Listing Price	$376K	$385K	$378K	$378K	$381K	$395K	$415K	$417K	$426K	$443K	$445K	$446K	$465K
Avg Listing Price as a % of Avg Est Value	122%	121%	124%	126%	128%	124%	124%	124%	122%	121%	122%	126%	131%

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.
Aug '19	2.3	-36.2%
Aug '18	3.6	18%
Aug '17	3.05	29.2%

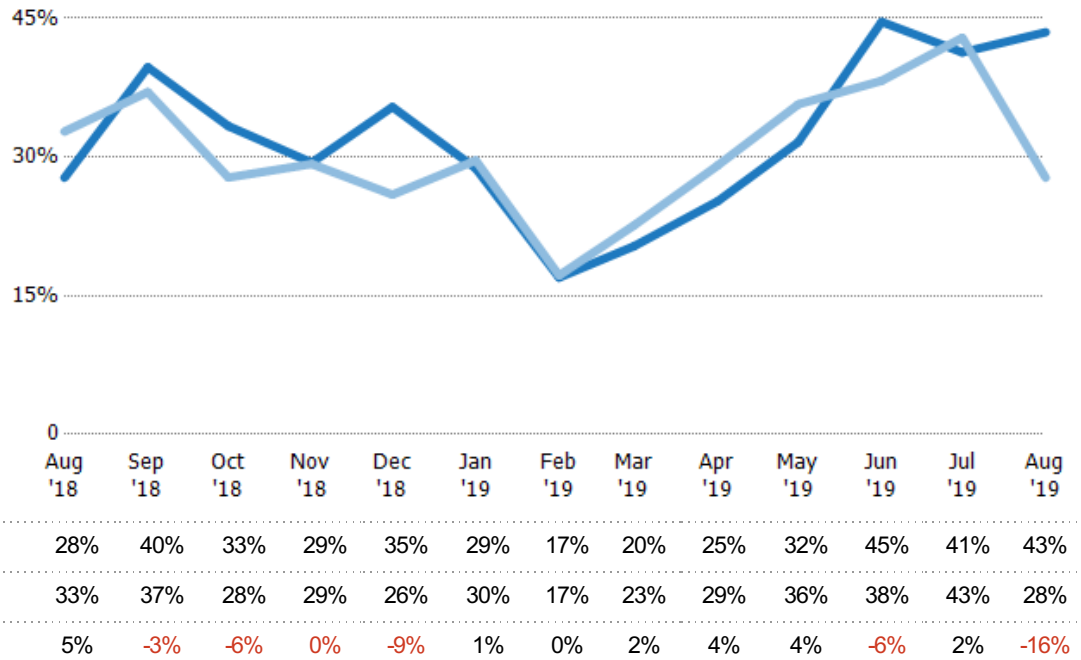|	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	3.6	2.52	3	3.4	2.82	3.48	5.9	4.91	3.97	3.16	2.24	2.42	2.3
Prior Year	3.05	2.7	3.6	3.42	3.86	3.38	5.82	4.42	3.44	2.8	2.61	2.33	3.6
Percent Change from Prior Year	18%	-7%	-17%	-1%	-27%	3%	1%	11%	15%	13%	-14%	4%	-36%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

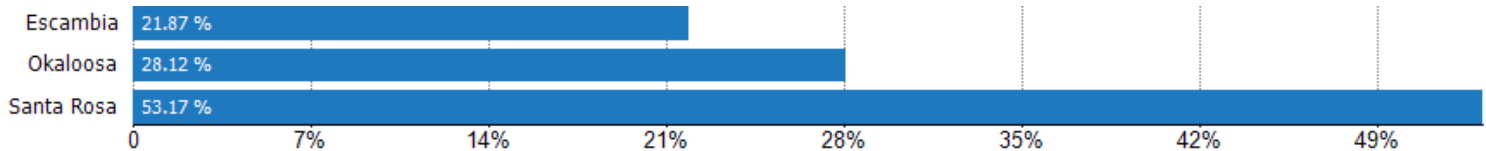County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida

Month/Year	Rate	Chg.
Aug '19	43%	-15.7%
Aug '18	28%	5%
Aug '17	33%	-22.6%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	28%	40%	33%	29%	35%	29%	17%	20%	25%	32%	45%	41%	43%
Prior Year	33%	37%	28%	29%	26%	30%	17%	23%	29%	36%	38%	43%	28%
Change from Prior Year	5%	-3%	-6%	0%	-9%	1%	0%	2%	4%	4%	-6%	2%	-16%

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

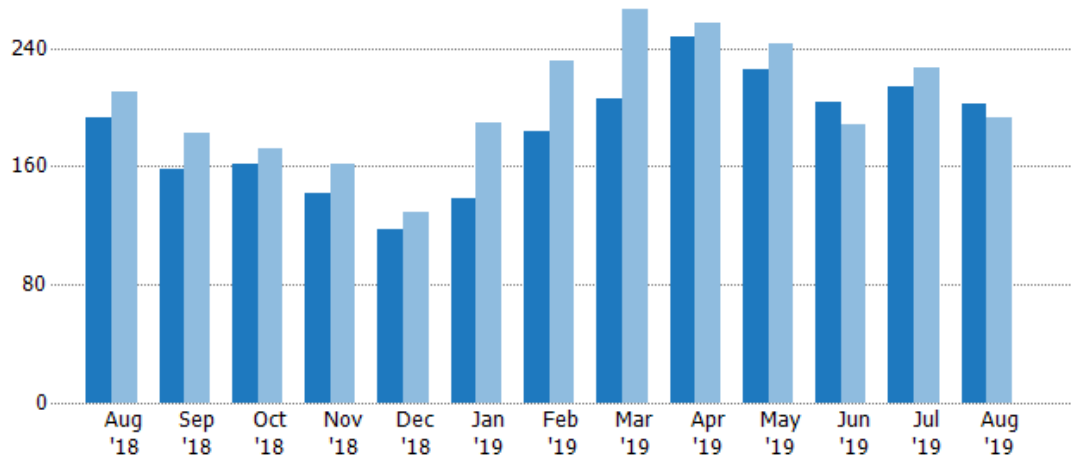| County	Rate
Escambia	21.87 %
Okaloosa	28.12 %
Santa Rosa	53.17 %

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.
Aug '19	202	4.7%
Aug '18	193	-8.1%
Aug '17	210	-17.1%

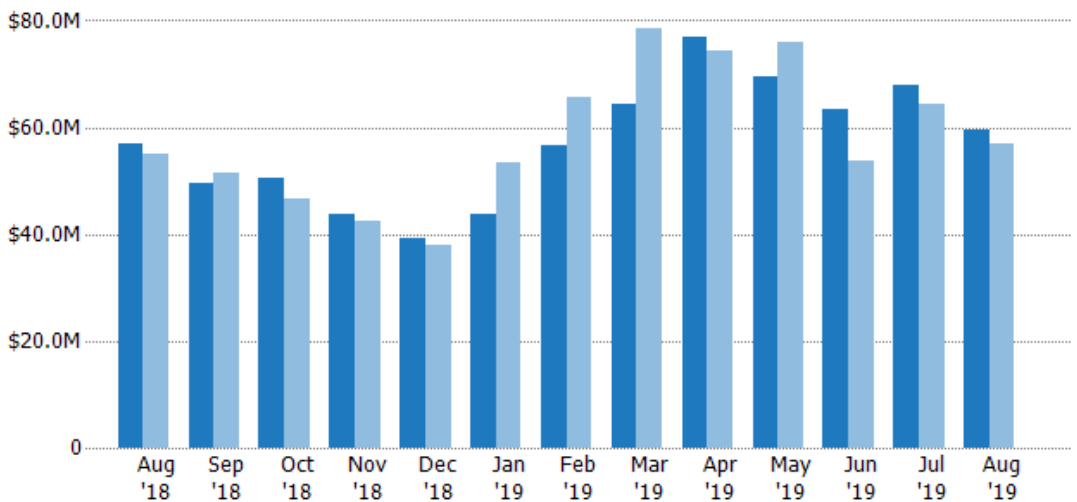|	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	193	158	161	142	117	138	184	206	248	226	203	214	202
Prior Year	210	183	172	162	129	190	231	266	257	243	188	227	193
Percent Change from Prior Year	-8%	-14%	-6%	-12%	-9%	-27%	-20%	-23%	-4%	-7%	8%	-6%	5%

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.
Aug '19	$59.4M	4%
Aug '18	$57.1M	4.1%
Aug '17	$54.9M	-20%

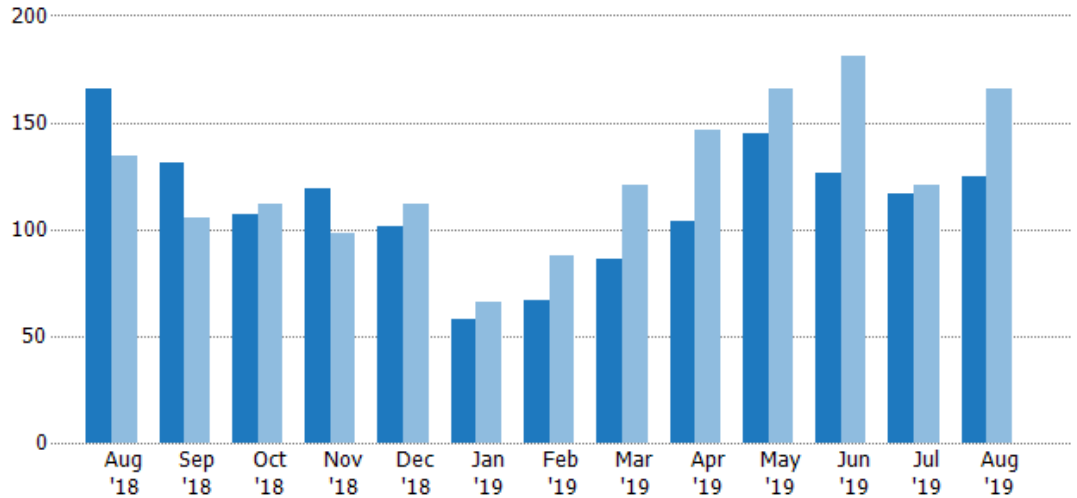|	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	$57.1M	$49.4M	$50.4M	$43.9M	$39.2M	$43.7M	$56.8M	$64.4M	$77M	$69.6M	$63.3M	$67.8M	$59.4M
Prior Year	$54.9M	$51.5M	$46.5M	$42.6M	$37.8M	$53.5M	$65.8M	$78.6M	$74.4M	$75.8M	$53.8M	$64.5M	$57.1M
Percent Change from Prior Year	4%	-4%	8%	3%	4%	-18%	-14%	-18%	3%	-8%	18%	5%	4%

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.
Aug '19	125	-24.7%
Aug '18	166	23.9%
Aug '17	134	-6%

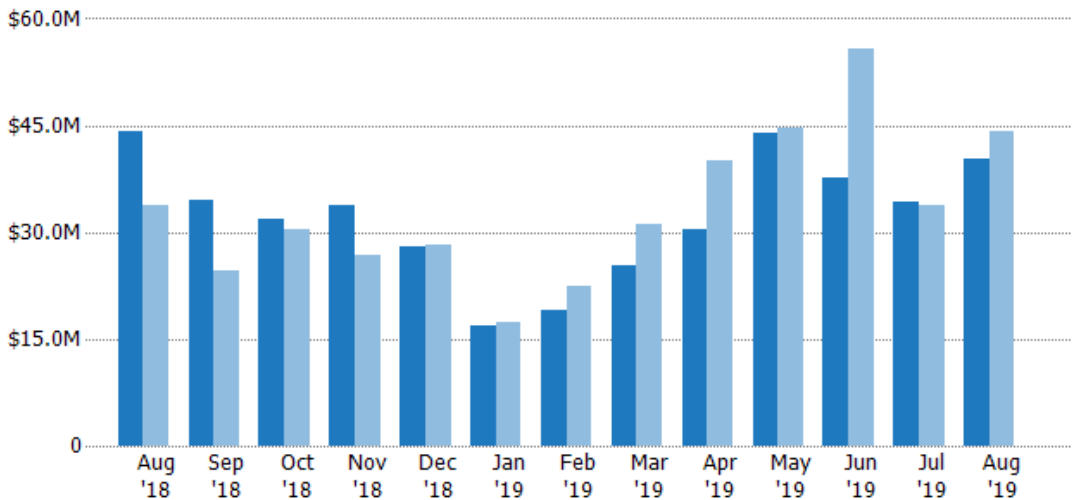|	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	166	131	107	119	101	58	67	86	104	145	126	117	125
Prior Year	134	105	112	98	112	66	88	121	146	166	181	121	166
Percent Change from Prior Year	24%	25%	-4%	21%	-10%	-12%	-24%	-29%	-29%	-13%	-30%	-3%	-25%

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.
Aug '19	$40.4M	-8.7%
Aug '18	$44.2M	30.5%
Aug '17	$33.9M	-13.4%

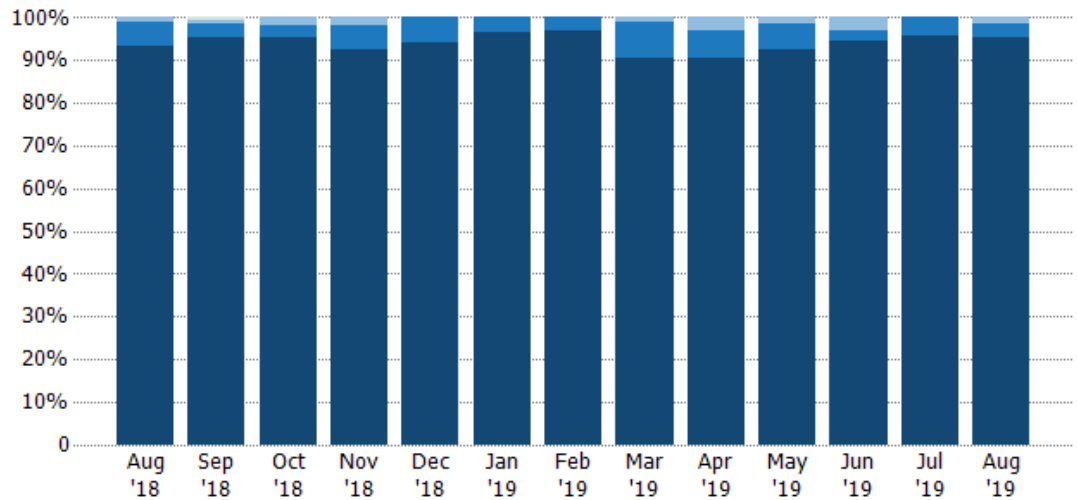|	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	$44.2M	$34.5M	$31.9M	$33.9M	$28M	$16.9M	$19.1M	$25.3M	$30.3M	$44M	$37.5M	$34.3M	$40.4M
Prior Year	$33.9M	$24.7M	$30.4M	$26.8M	$28.3M	$17.3M	$22.5M	$31.2M	$40M	$44.7M	$55.8M	$33.7M	$44.2M
Percent Change from Prior Year	31%	40%	5%	26%	-1%	-2%	-15%	-19%	-24%	-2%	-33%	2%	-9%

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

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Other	-	1%	-	-	-	-	-	-	-	-	-	-	-
Mobile/Manufactured	1%	1%	2%	2%	-	-	-	1%	3%	1%	3%	-	2%
Condo/Townhouse	5%	3%	3%	6%	6%	3%	3%	8%	7%	6%	2%	4%	3%
Single Family Residence	93%	95%	95%	92%	94%	97%	97%	91%	90%	92%	94%	96%	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
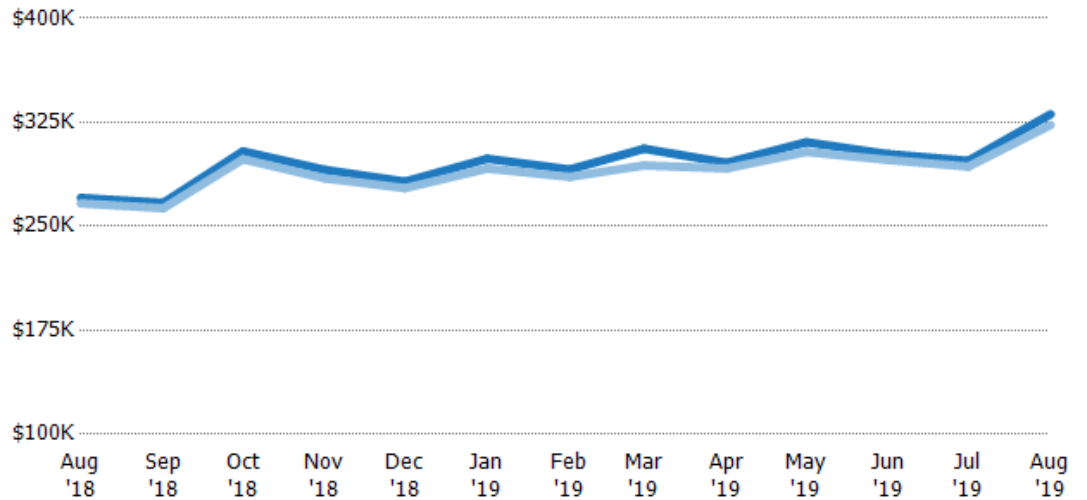
County	Sales
Escambia	7
Okaloosa	9
Santa Rosa	109
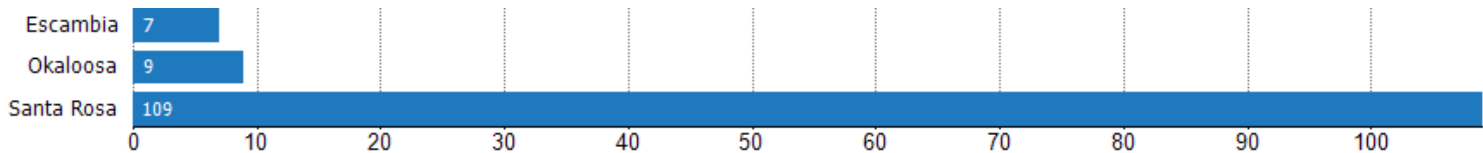
Average Sales Price vs Average Listing Price

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

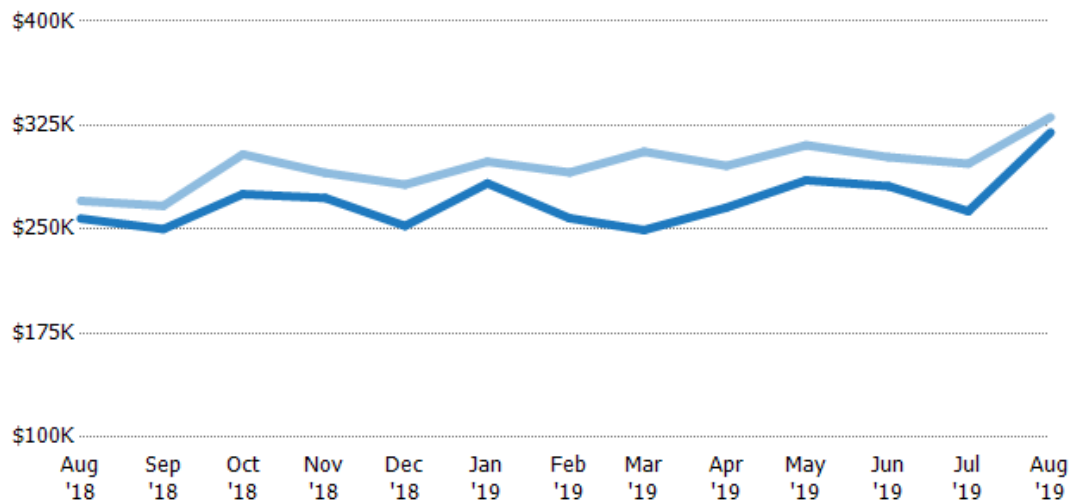|	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
■ Avg List Price	$270K	$267K	$304K	$291K	$282K	$299K	$291K	$306K	$296K	$311K	$302K	$297K	$331K
■ Avg Sales Price	$266K	$263K	$298K	$285K	$278K	$292K	$286K	$294K	$292K	$304K	$298K	$293K	$323K
Avg Sales Price as a % of Avg List Price	99%	99%	98%	98%	98%	98%	98%	96%	99%	98%	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

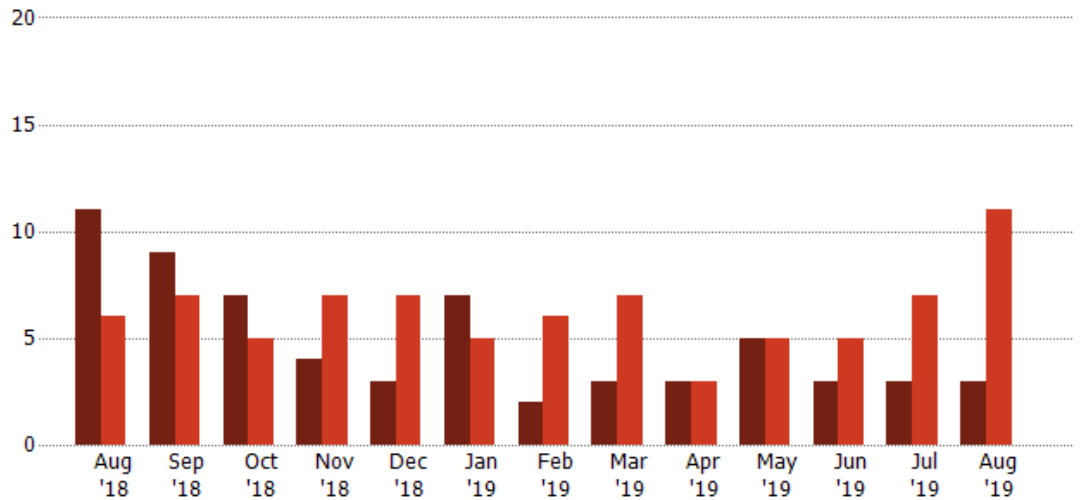County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
■ Avg Est Value	$258K	$250K	$275K	$273K	$252K	$283K	$258K	$249K	$266K	$285K	$281K	$263K	$320K
■ Avg Sales Price	$270K	$267K	$304K	$291K	$282K	$299K	$291K	$306K	$296K	$311K	$302K	$297K	$331K
Avg Sales Price as a % of Avg Est Value	105%	107%	110%	107%	112%	106%	113%	123%	111%	109%	107%	113%	103%

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.
Aug '19	3	-72.7%
Aug '18	11	83.3%
Aug '17	6	-16.7%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	11	9	7	4	3	7	2	3	3	5	3	3	3
Prior Year	6	7	5	7	7	5	6	7	3	5	5	7	11
Percent Change from Prior Year	83%	29%	40%	-43%	-57%	40%	-67%	-57%	0%	0%	-40%	-57%	-73%

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
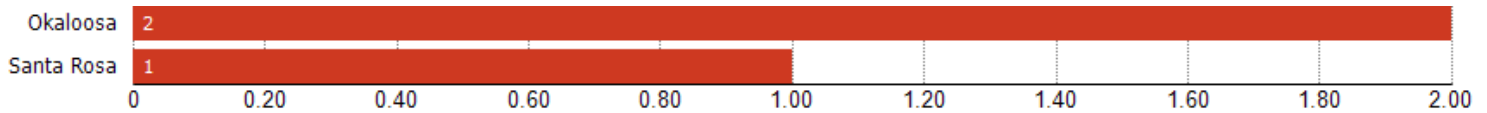
Appendix

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: 09/06/2019
Scheduled: Yes
Report Date Range: From: 8/2018 To: 8/2019

Information Included

☑ Include Cover Sheet   ☑ Averages
☐ Include Key Metric Summary   ☑ Include Appendix   ☐ Medians
☑ 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 8/2019 data

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