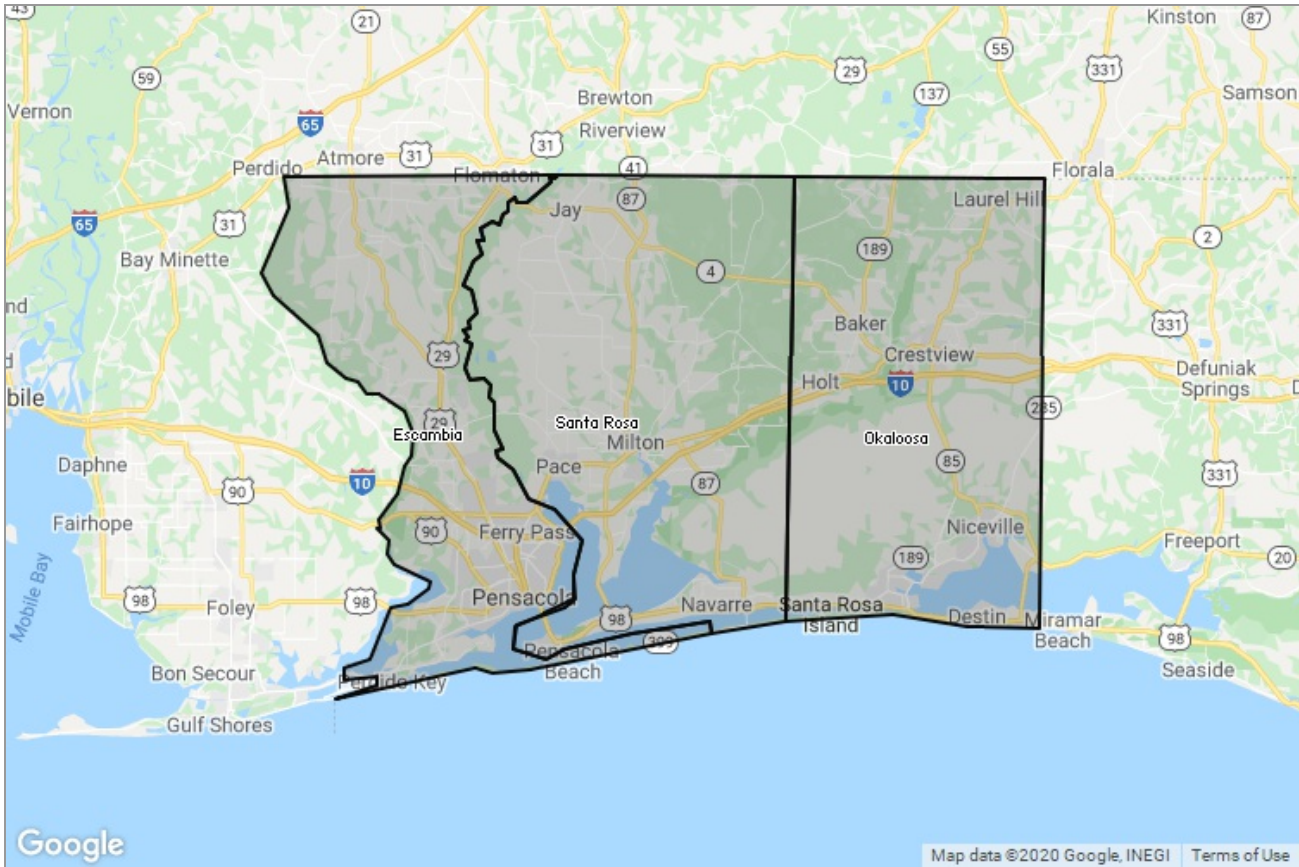# Monthly Market Data Report

Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
6/2019 – 6/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 07/06/2020

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.
Jun '20	136	11.5%
Jun '19	122	-29.9%
Jun '18	174	-19.5%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
■ Current Year	122	129	104	102	89	87	75	106	103	109	80	112	136
■ Prior Year	174	173	175	105	121	95	76	115	116	118	174	124	122
Percent Change from Prior Year	-30%	-25%	-41%	-3%	-26%	-8%	-1%	-8%	-11%	-8%	-54%	-10%	11%

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.
Jun '20	$48.5M	36.1%
Jun '19	$35.7M	-28.8%
Jun '18	$50.1M	-22.2%

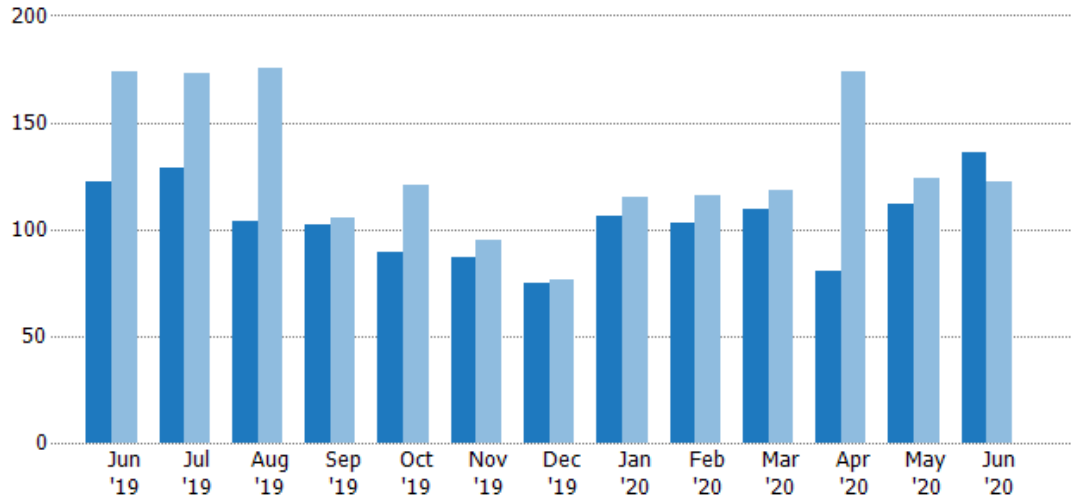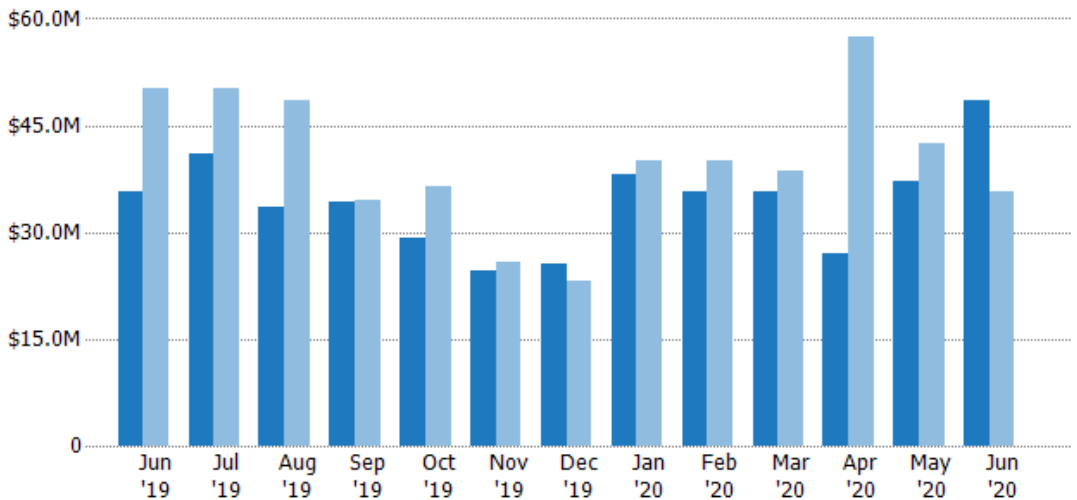|	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
■ Current Year	$35.7M	$41.1M	$33.6M	$34.2M	$29.3M	$24.6M	$25.6M	$38M	$35.8M	$35.6M	$27M	$37.2M	$48.5M
■ Prior Year	$50.1M	$50.1M	$48.6M	$34.5M	$36.3M	$25.9M	$23.2M	$40.1M	$40.1M	$38.7M	$57.5M	$42.4M	$35.7M
Percent Change from Prior Year	-29%	-18%	-31%	-1%	-19%	-5%	10%	-5%	-11%	-8%	-53%	-12%	36%

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.
Jun '20	193	-41.9%
Jun '19	332	-21.1%
Jun '18	421	-11.2%
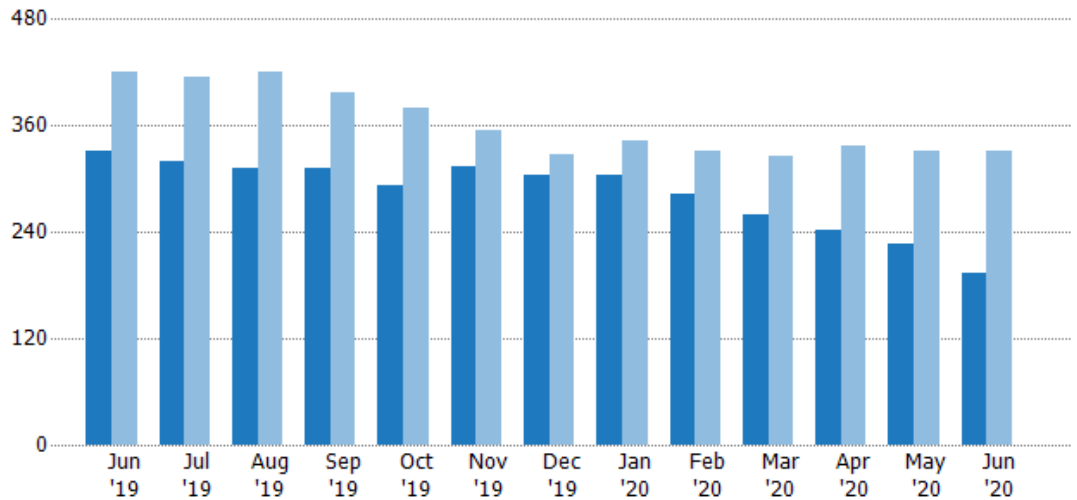
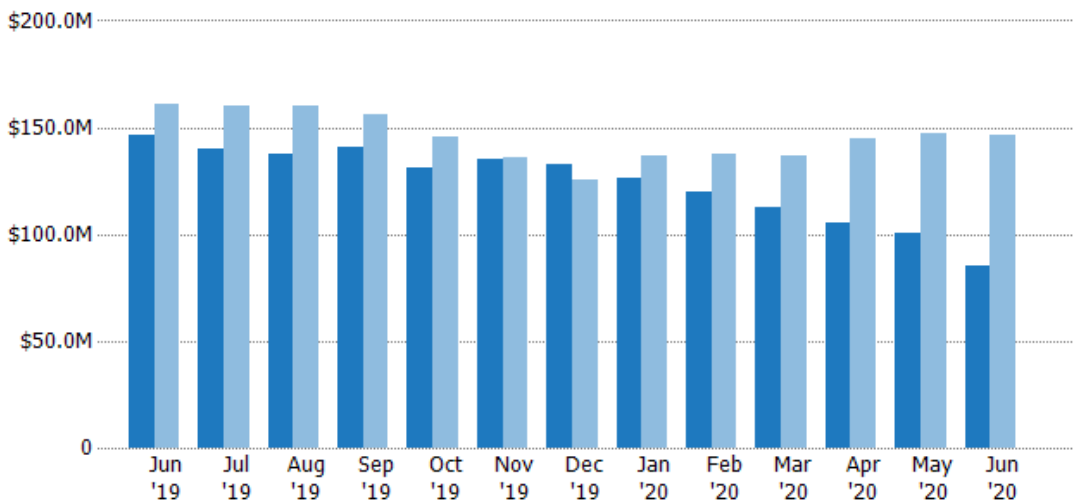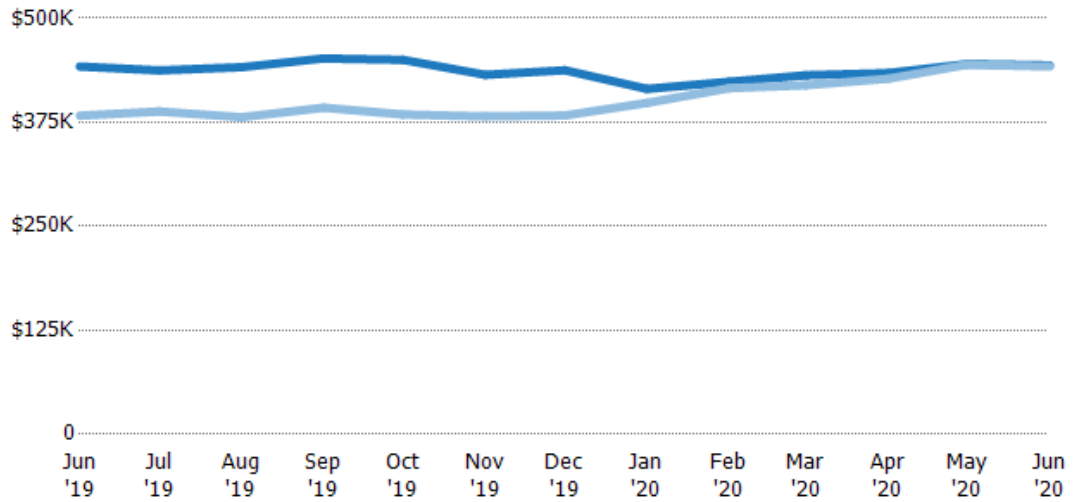|	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	332	320	312	312	292	313	304	305	282	260	243	226	193
Prior Year	421	414	421	398	380	355	327	343	331	325	338	332	332
Percent Change from Prior Year	-21%	-23%	-26%	-22%	-23%	-12%	-7%	-11%	-15%	-20%	-28%	-32%	-42%

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.
Jun '20	$85.6M	-41.7%
Jun '19	$147M	-9%
Jun '18	$161M	-18.8%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	$147M	$140M	$138M	$141M	$131M	$135M	$133M	$127M	$119M	$112M	$105M	$101M	$85.6M
Prior Year	$161M	$160M	$160M	$156M	$146M	$136M	$125M	$137M	$138M	$136M	$144M	$148M	$147M
Percent Change from Prior Year	-9%	-13%	-14%	-10%	-10%	-1%	6%	-7%	-13%	-18%	-27%	-32%	-42%

Average Listing Price

The average listing price of active residential listings at the end of each month.

Month/Year	Price	% Chg.
Jun '20	$443K	0.3%
Jun '19	$442K	15.4%
Jun '18	$383K	-8.6%

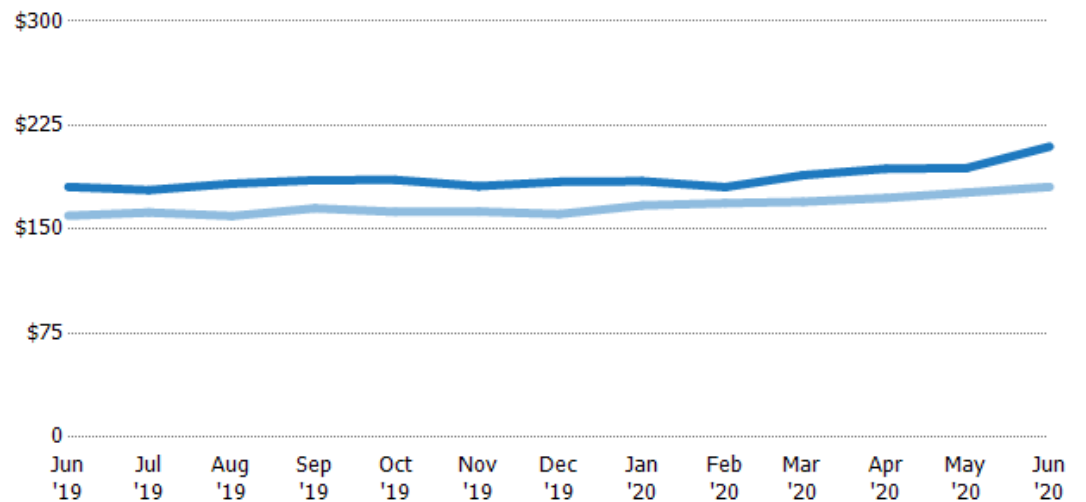| | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $442K | $437K | $441K | $452K | $450K | $432K | $438K | $415K | $424K | $432K | $434K | $445K | $443K |
| Prior Year | $383K | $388K | $381K | $392K | $384K | $382K | $383K | $398K | $416K | $420K | $427K | $444K | $442K |
| Percent Change from Prior Year | 15% | 13% | 16% | 15% | 17% | 13% | 14% | 4% | 2% | 3% | 2% | 0% | 0% |

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.

Month/Year	Price/sq ft	% Chg.
Jun '20	$210	16.1%
Jun '19	$181	13%
Jun '18	$160	-1.4%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	$181	$178	$183	$185	$186	$181	$184	$185	$180	$189	$194	$194	$210
Prior Year	$160	$162	$160	$165	$163	$163	$161	$167	$169	$170	$173	$176	$181
Percent Change from Prior Year	13%	10%	15%	12%	14%	11%	14%	10%	7%	11%	12%	10%	16%

RPR

7/6/2020
4 of 12

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
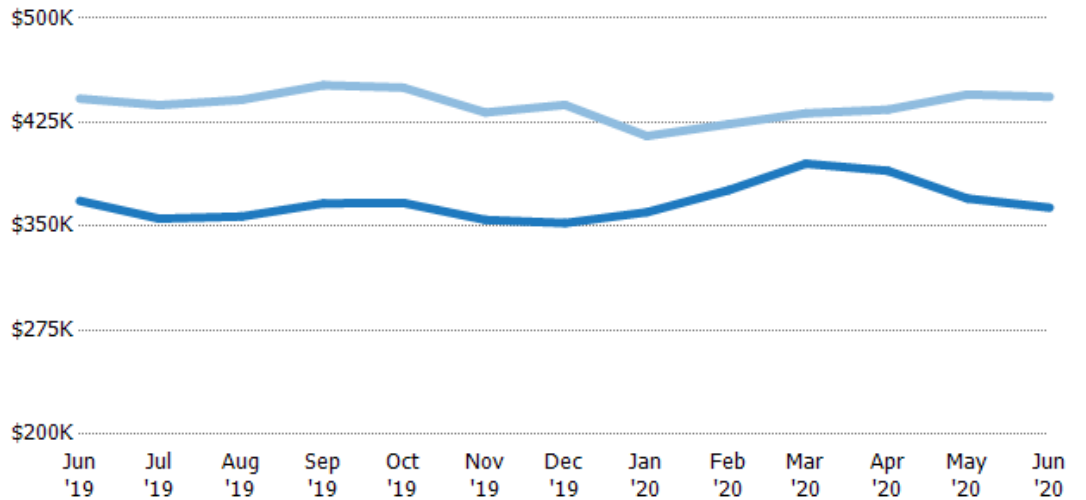
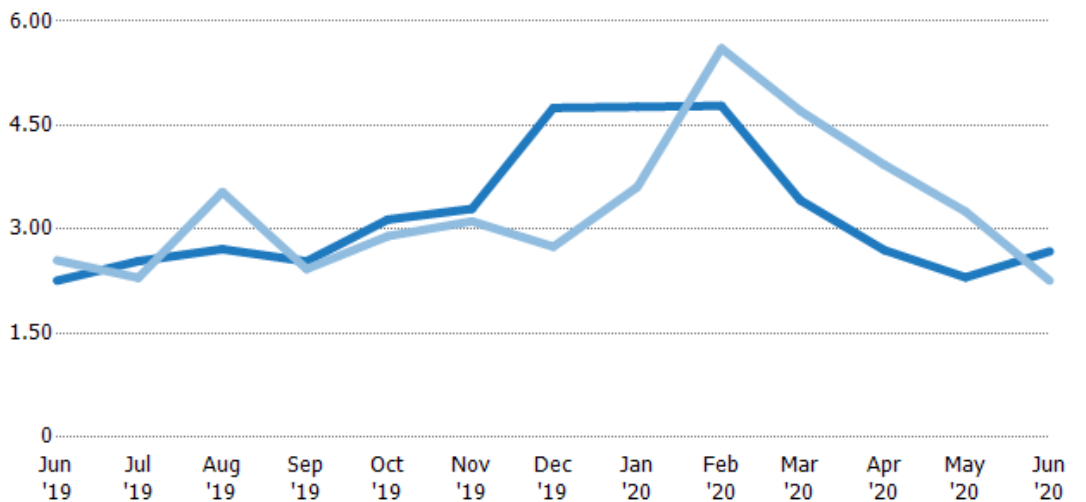|	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	$368K	$355K	$357K	$366K	$367K	$355K	$352K	$360K	$376K	$395K	$390K	$370K	$363K
Avg Listing Price	$442K	$437K	$441K	$452K	$450K	$432K	$438K	$415K	$424K	$432K	$434K	$445K	$443K
Avg Listing Price as a % of Avg Est Value	120%	123%	124%	123%	123%	122%	124%	115%	113%	109%	111%	120%	122%

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 '20	2.68	18.7%
Jun '19	2.26	-11.5%
Jun '18	2.55	26.4%

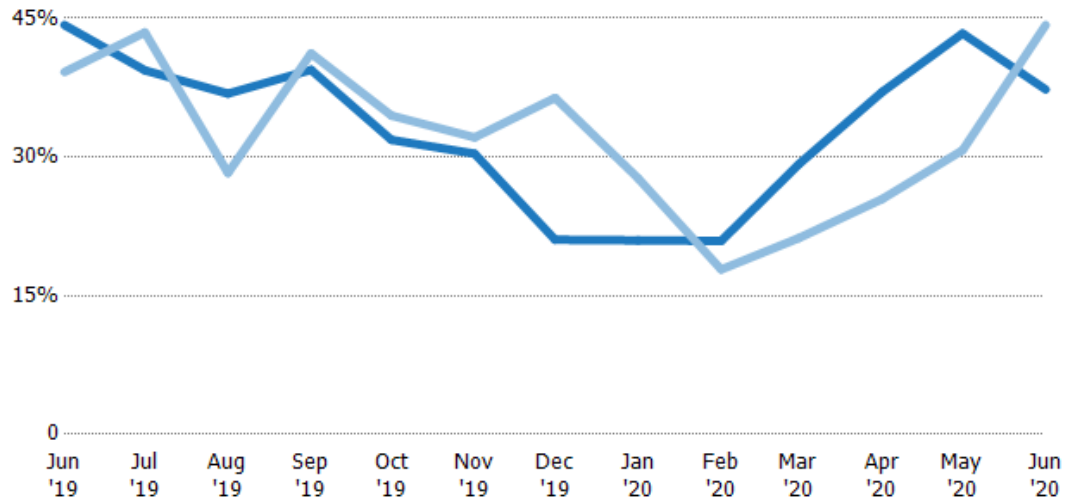|	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	2.26	2.54	2.71	2.54	3.14	3.29	4.75	4.77	4.78	3.42	2.7	2.31	2.68
Prior Year	2.55	2.3	3.54	2.43	2.9	3.11	2.75	3.61	5.61	4.71	3.93	3.25	2.26
Percent Change from Prior Year	-11%	10%	-23%	5%	8%	6%	73%	32%	-15%	-27%	-31%	-29%	19%

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 '20	37%	7%
Jun '19	44%	-5.1%
Jun '18	39%	-20.9%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	44%	39%	37%	39%	32%	30%	21%	21%	21%	29%	37%	43%	37%
Prior Year	39%	43%	28%	41%	34%	32%	36%	28%	18%	21%	25%	31%	44%
Change from Prior Year	-5%	4%	-9%	2%	3%	2%	15%	7%	-3%	-8%	-12%	-13%	7%

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
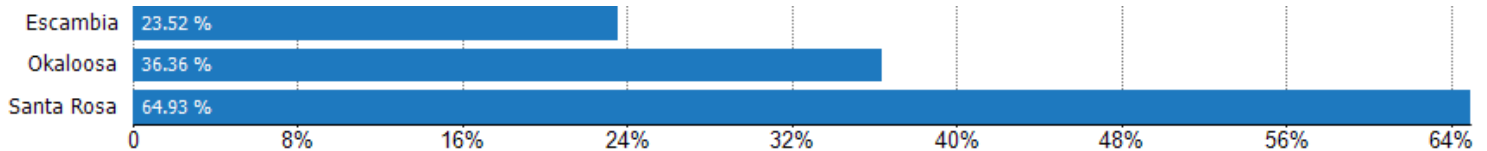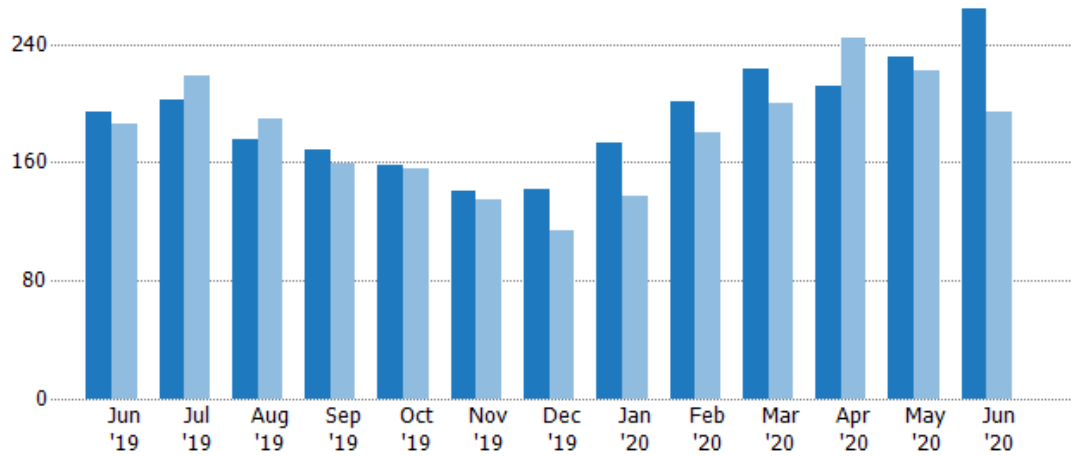
Pending Sales

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.
Jun '20	264	36.1%
Jun '19	194	4.3%
Jun '18	186	14.5%

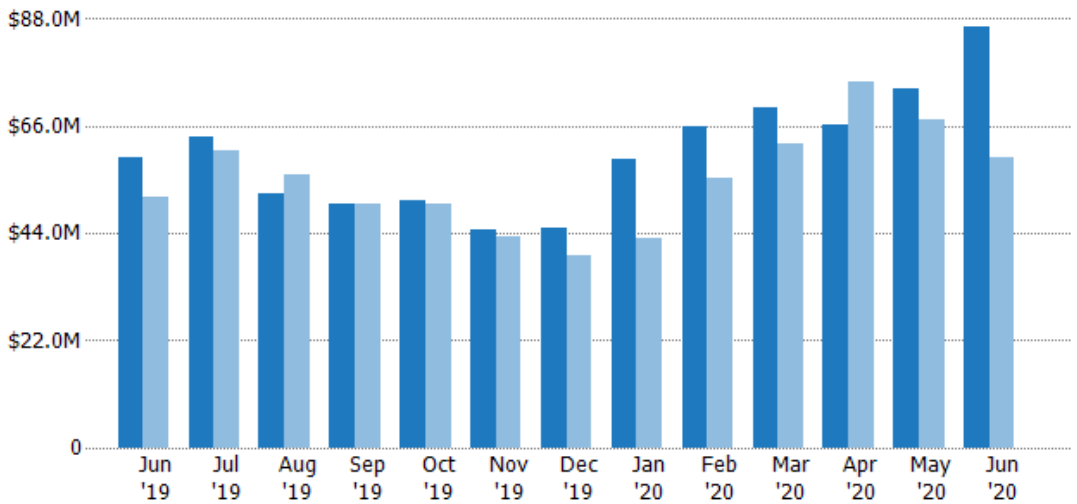| | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 194 | 202 | 175 | 169 | 158 | 141 | 142 | 173 | 201 | 223 | 211 | 231 | 264 |
| Prior Year | 186 | 218 | 190 | 159 | 156 | 135 | 114 | 137 | 180 | 200 | 244 | 222 | 194 |
| Percent Change from Prior Year | 4% | -7% | -8% | 6% | 1% | 4% | 25% | 26% | 12% | 12% | -14% | 4% | 36% |

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.
Jun '20	$86.4M	45.3%
Jun '19	$59.4M	15.3%
Jun '18	$51.6M	7.7%

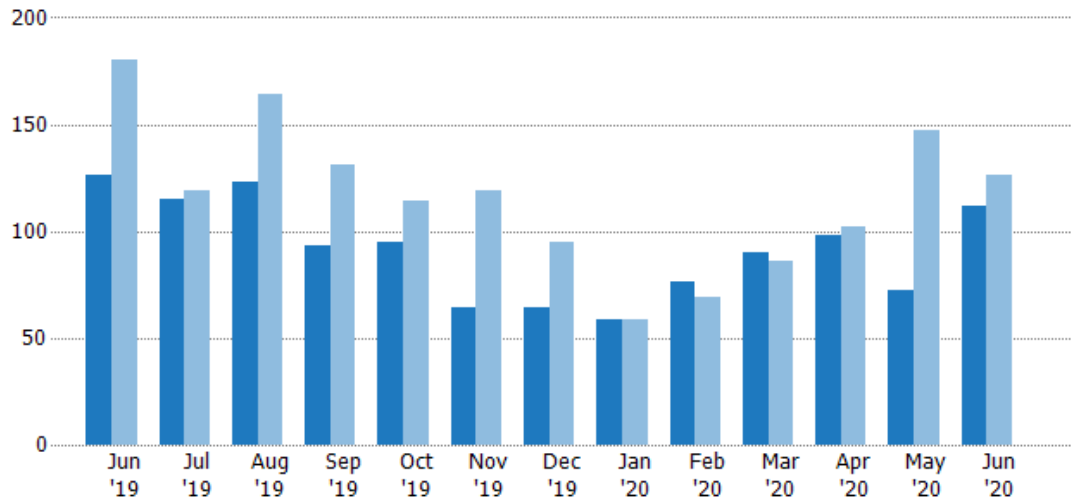| | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $59.4M | $63.9M | $52.2M | $50.2M | $50.6M | $44.9M | $45.2M | $59.3M | $65.9M | $70M | $66.2M | $73.8M | $86.4M |
| Prior Year | $51.6M | $61.1M | $56M | $49.9M | $49.9M | $43.2M | $39.3M | $42.9M | $55.2M | $62.4M | $74.9M | $67.4M | $59.4M |
| Percent Change from Prior Year | 15% | 5% | -7% | 1% | 1% | 4% | 15% | 38% | 19% | 12% | -12% | 10% | 45% |

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.
Jun '20	112	-11.1%
Jun '19	126	-30%
Jun '18	180	-9.4%

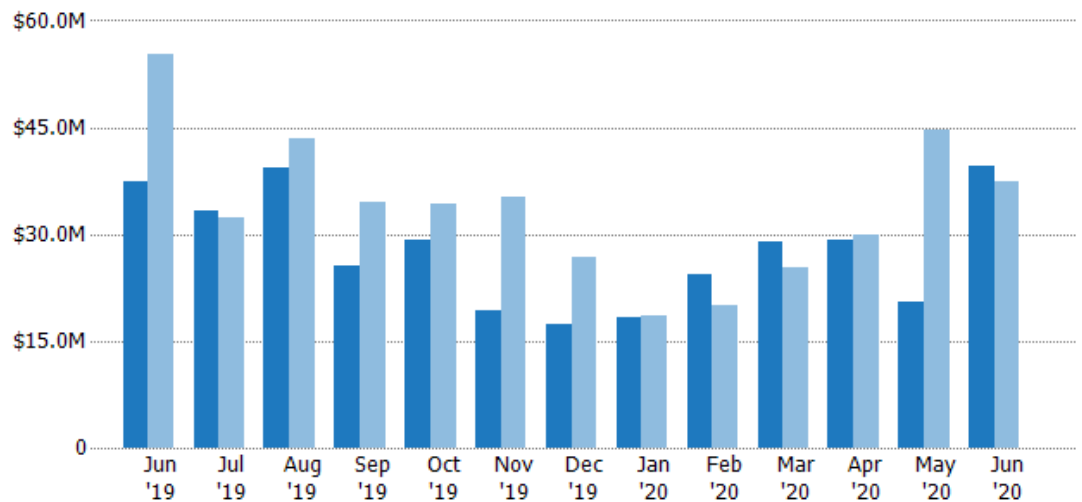| | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | 126 | 115 | 123 | 93 | 95 | 64 | 64 | 59 | 76 | 90 | 98 | 72 | 112 |
| Prior Year | 180 | 119 | 164 | 131 | 114 | 119 | 95 | 59 | 69 | 86 | 102 | 147 | 126 |
| Percent Change from Prior Year | -30% | -3% | -25% | -29% | -17% | -46% | -33% | 0% | 10% | 5% | -4% | -51% | -11% |

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.
Jun '20	$39.6M	6%
Jun '19	$37.4M	-32.2%
Jun '18	$55.2M	-22.2%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	$37.4M	$33.3M	$39.4M	$25.7M	$29.3M	$19.3M	$17.3M	$18.4M	$24.4M	$28.9M	$29.1M	$20.6M	$39.6M
Prior Year	$55.2M	$32.3M	$43.4M	$34.6M	$34.2M	$35.2M	$26.8M	$18.5M	$20.1M	$25.2M	$29.9M	$44.7M	$37.4M
Percent Change from Prior Year	-32%	3%	-9%	-26%	-14%	-45%	-35%	0%	22%	15%	-3%	-54%	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
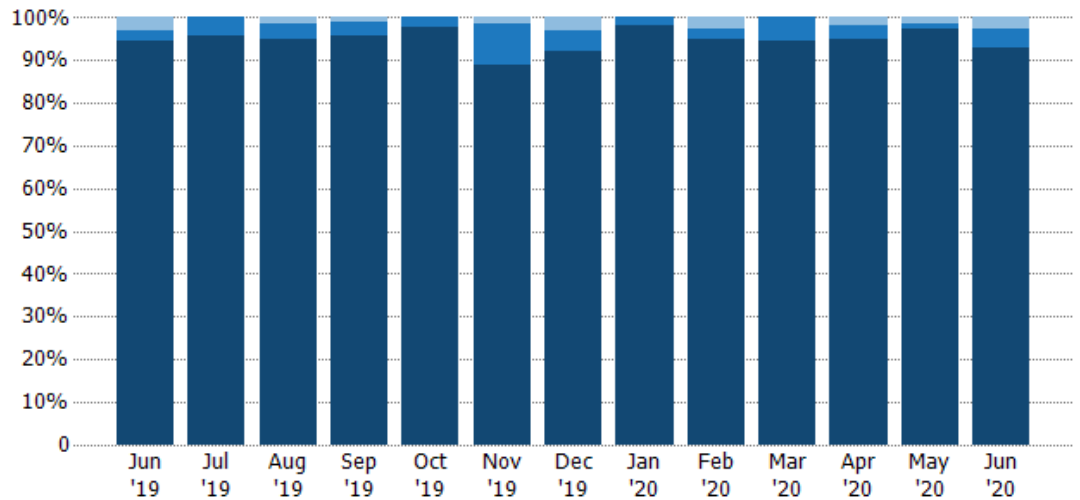

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Mobile/Manufactured	3%	-	2%	1%	-	2%	3%	-	3%	-	2%	1%	3%
Condo/Townhouse	2%	4%	3%	3%	2%	9%	5%	2%	3%	6%	3%	1%	4%
Single Family Residence	94%	96%	95%	96%	98%	89%	92%	98%	95%	94%	95%	97%	93%

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
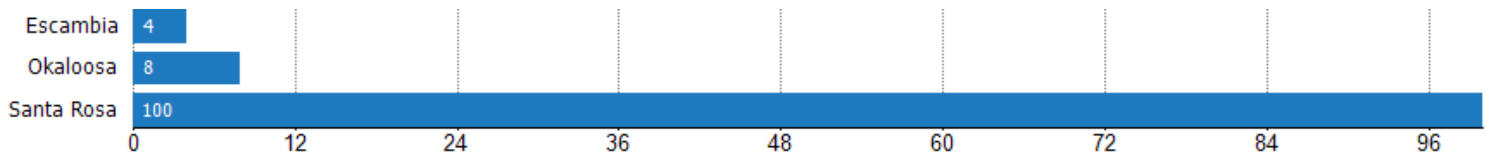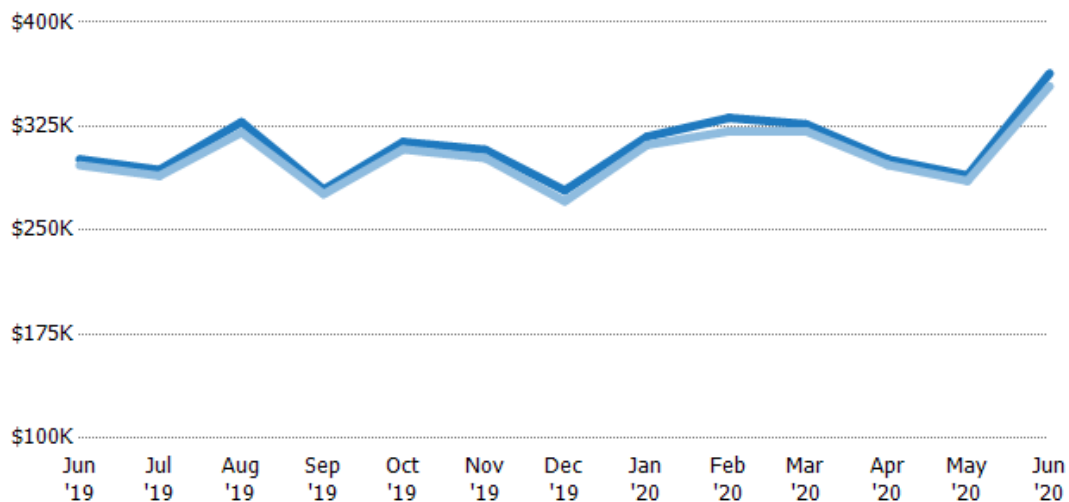
Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

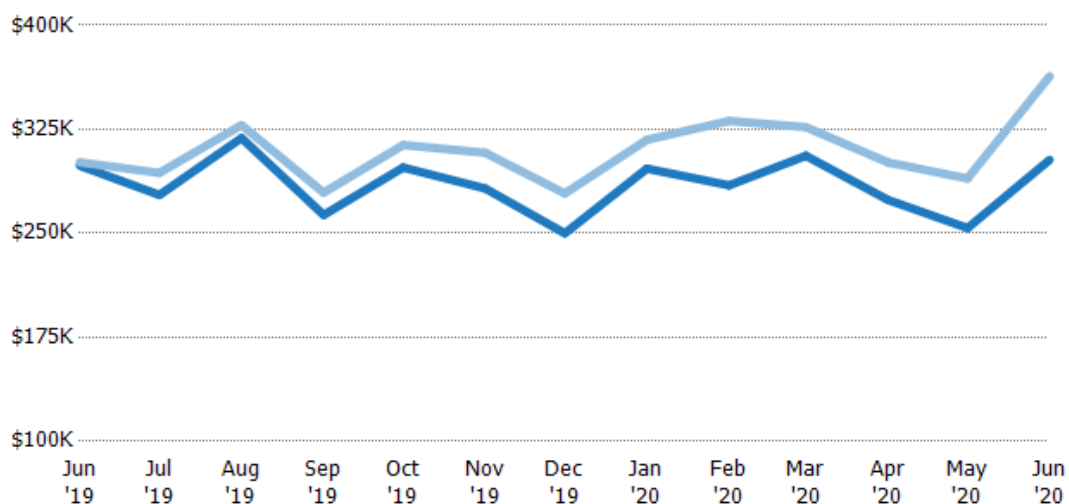County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg List Price	$301K	$294K	$328K	$279K	$314K	$308K	$279K	$317K	$331K	$327K	$301K	$290K	$363K
Avg Sales Price	$297K	$289K	$321K	$276K	$308K	$302K	$271K	$311K	$321K	$322K	$297K	$286K	$354K
Avg Sales Price as a % of Avg List Price	99%	99%	98%	99%	98%	98%	97%	98%	97%	98%	99%	99%	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

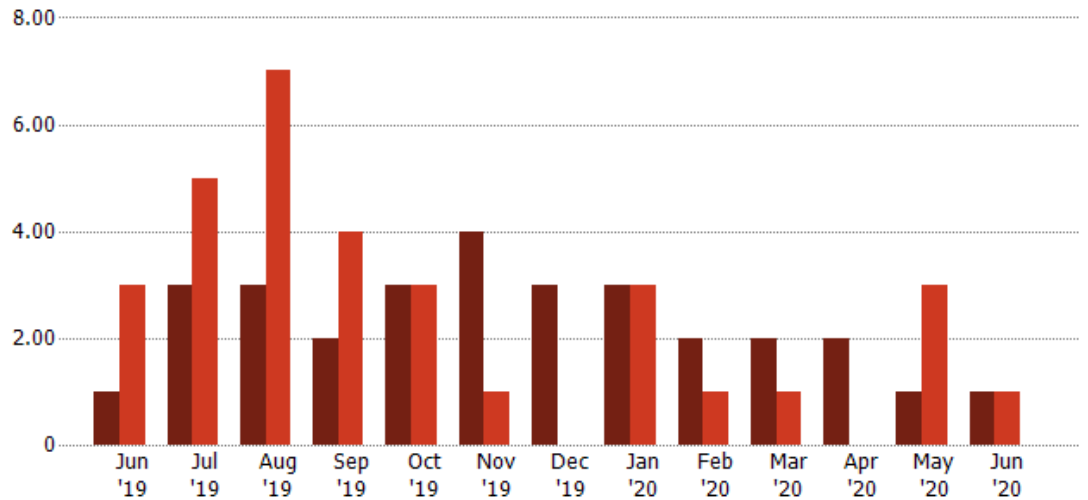County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	$299K	$278K	$319K	$263K	$297K	$282K	$250K	$297K	$285K	$306K	$274K	$254K	$303K
Avg Sales Price	$301K	$294K	$328K	$279K	$314K	$308K	$279K	$317K	$331K	$327K	$301K	$290K	$363K
Avg Sales Price as a % of Avg Est Value	101%	106%	103%	106%	105%	109%	111%	107%	116%	107%	110%	114%	120%

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

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	1	3	3	2	3	4	3	3	2	2	2	1	1
Prior Year	3	5	7	4	3	1	-	3	1	1	-	3	1
Percent Change from Prior Year	-67%	-40%	-57%	-50%	0%	300%	100%	0%	100%	100%	100%	-67%	0%

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
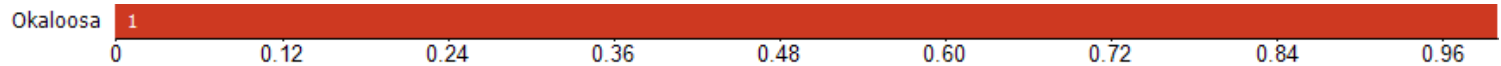
Appendix

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: 07/06/2020

Scheduled: No

Report Date Range: From: 6/2019 To: 6/2020

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 6/2020 data

☐ **Listing Activity by ZIP**

☐ **Listing Activity by Metro Area**

☐ **Sales Activity by ZIP**

☐ **Sales Activity by Metro Area**

RPR®

7/6/2020
12 of 12