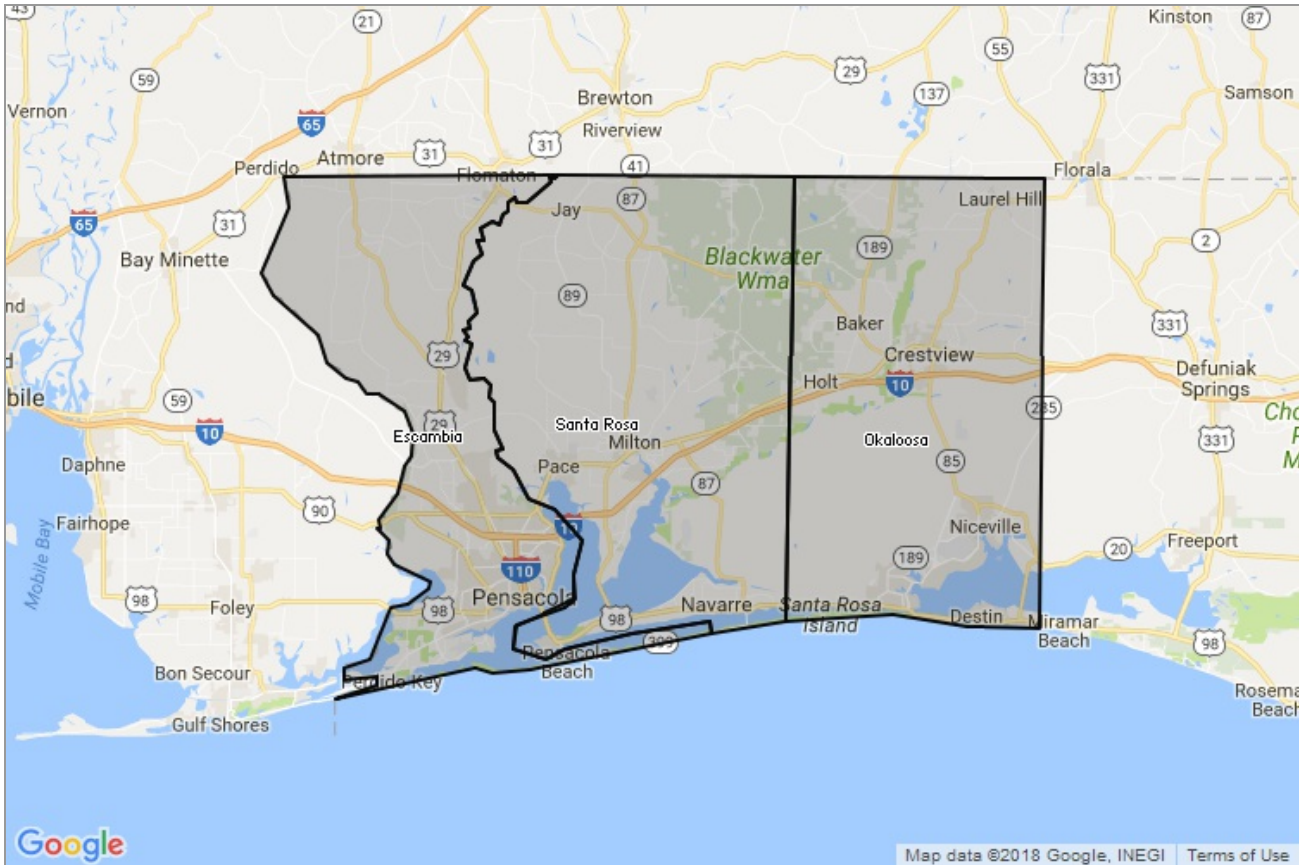


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
12/2016 – 12/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 01/07/2018

Scheduled: Yes

Presented by

**Navarre Area Board of REALTORS®
INC**

(850) 939-3870

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

1917 Navarre School Road
Navarre, FL 32566

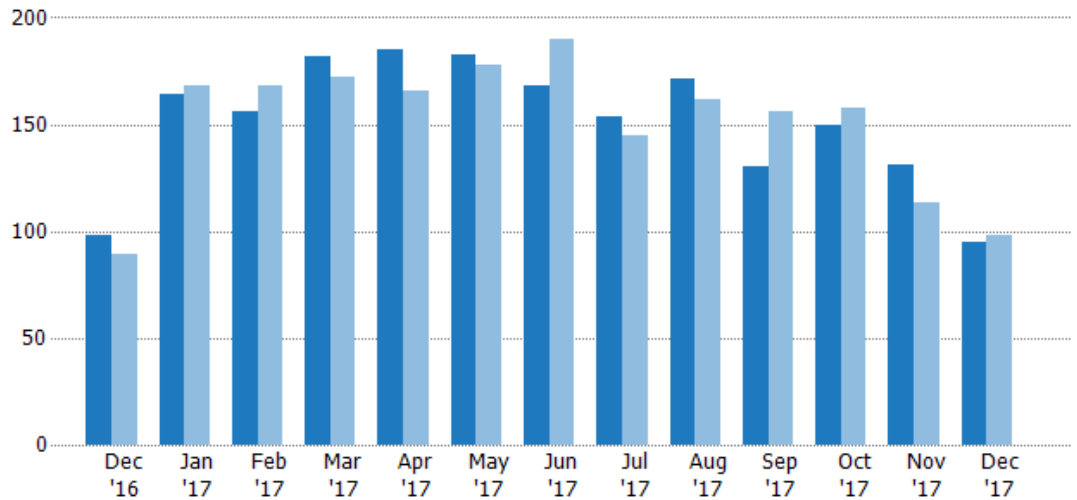
New Listings

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.
Dec '17	95	-3.1%
Dec '16	98	10.1%
Dec '15	89	21.3%



Current Year	98	164	156	182	185	183	168	154	171	130	150	131	95
Prior Year	89	168	168	172	166	178	190	145	162	156	158	113	98
Percent Change from Prior Year	10%	-2%	-7%	6%	11%	3%	-12%	6%	6%	-17%	-5%	16%	-3%

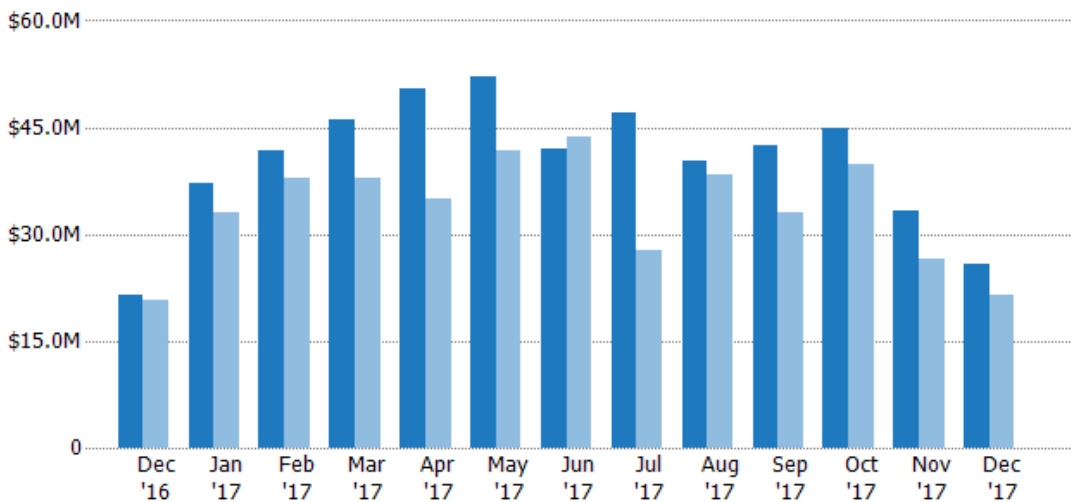
New Listing Volume

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.
Dec '17	\$25.7M	19.7%
Dec '16	\$21.5M	4.3%
Dec '15	\$20.6M	-13.3%



Current Year	\$21.5M	\$37.3M	\$41.7M	\$46.2M	\$50.4M	\$52M	\$41.9M	\$47M	\$40.2M	\$42.6M	\$45M	\$33.3M	\$25.7M
Prior Year	\$20.6M	\$33M	\$37.9M	\$38M	\$35M	\$41.8M	\$43.8M	\$27.7M	\$38.5M	\$33M	\$39.7M	\$26.5M	\$21.5M
Percent Change from Prior Year	4%	13%	10%	22%	44%	25%	-4%	69%	5%	29%	13%	26%	20%

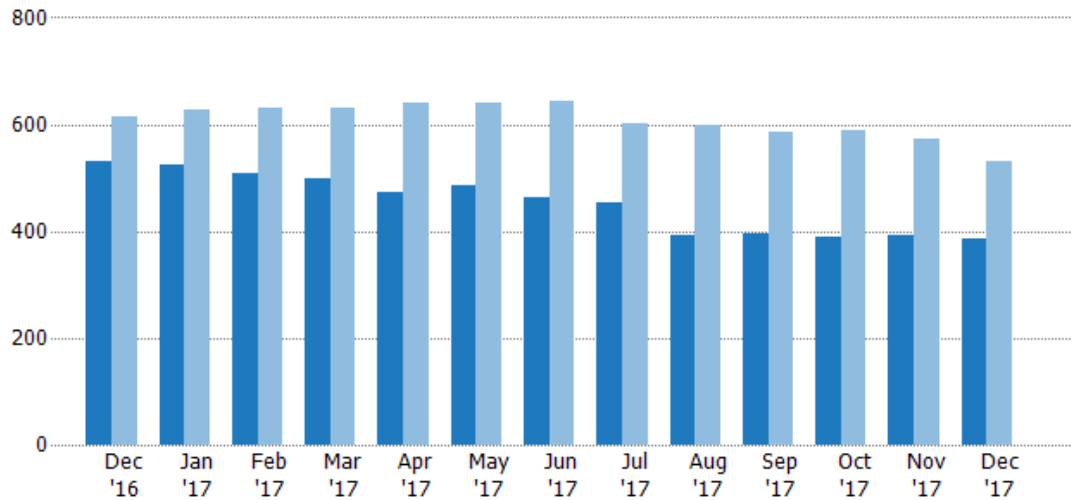
Active Listings

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.
Dec '17	386	-27.2%
Dec '16	530	-13.8%
Dec '15	615	29.3%



Current Year	530	524	507	498	474	486	463	455	393	394	389	391	386
Prior Year	615	629	632	630	641	641	645	601	599	585	589	572	530
Percent Change from Prior Year	-14%	-17%	-20%	-21%	-26%	-24%	-28%	-24%	-34%	-33%	-34%	-32%	-27%

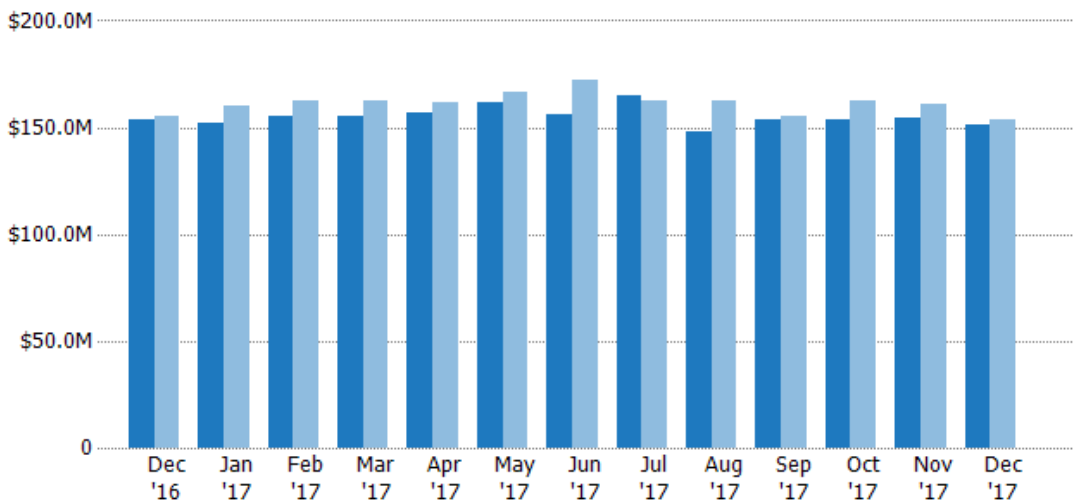
Active Listing Volume

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.
Dec '17	\$151M	-1.7%
Dec '16	\$154M	-0.9%
Dec '15	\$155M	11.3%



Current Year	\$154M	\$152M	\$155M	\$155M	\$157M	\$162M	\$156M	\$165M	\$148M	\$153M	\$153M	\$155M	\$151M
Prior Year	\$155M	\$160M	\$163M	\$162M	\$162M	\$167M	\$173M	\$162M	\$162M	\$155M	\$163M	\$161M	\$154M
Percent Change from Prior Year	-1%	-5%	-5%	-4%	-3%	-3%	-10%	1%	-9%	-1%	-6%	-4%	-2%

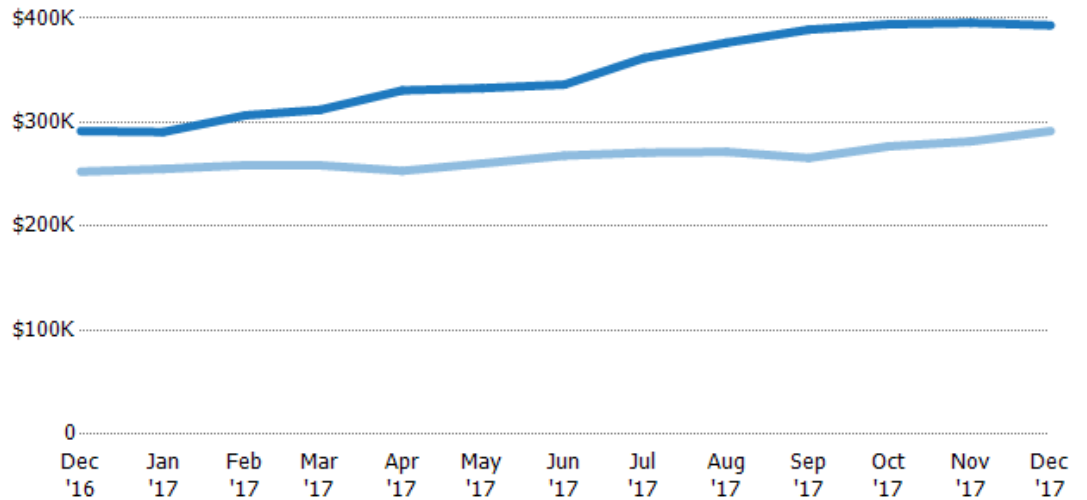
Average Listing Price

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.
Dec '17	\$393K	34.9%
Dec '16	\$292K	15.4%
Dec '15	\$253K	-13.9%



Current Year	\$292K	\$291K	\$307K	\$312K	\$331K	\$333K	\$336K	\$362K	\$377K	\$389K	\$394K	\$396K	\$393K
Prior Year	\$253K	\$255K	\$259K	\$259K	\$253K	\$260K	\$268K	\$271K	\$272K	\$266K	\$277K	\$282K	\$292K
Percent Change from Prior Year	15%	14%	19%	21%	31%	28%	26%	34%	39%	46%	42%	40%	35%

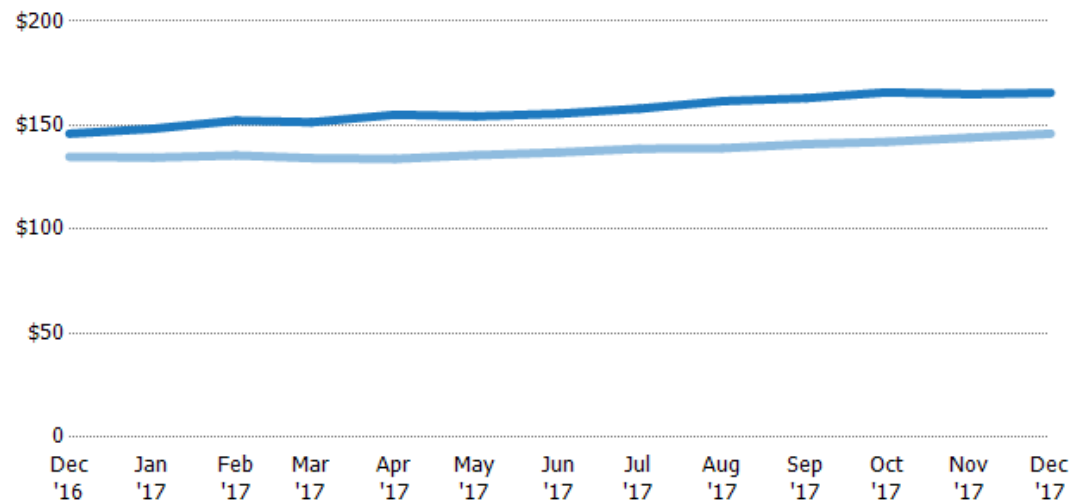
Average Listing Price per Sq Ft

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.
Dec '17	\$166	13.5%
Dec '16	\$146	8.2%
Dec '15	\$135	-9.9%



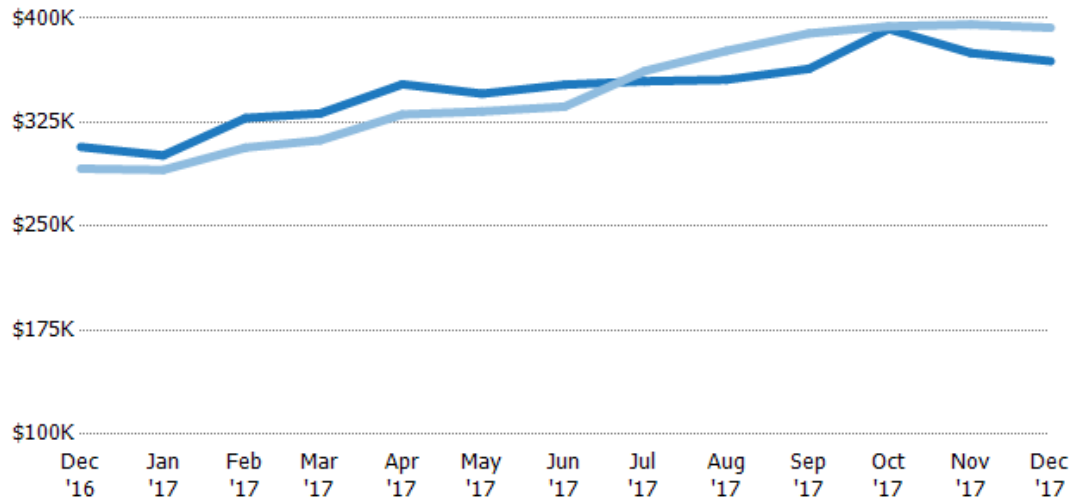
Current Year	\$146	\$148	\$152	\$151	\$155	\$154	\$156	\$158	\$162	\$163	\$166	\$165	\$166
Prior Year	\$135	\$134	\$136	\$134	\$134	\$136	\$137	\$139	\$139	\$141	\$142	\$144	\$146
Percent Change from Prior Year	8%	10%	12%	13%	16%	14%	14%	14%	16%	16%	17%	15%	13%

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

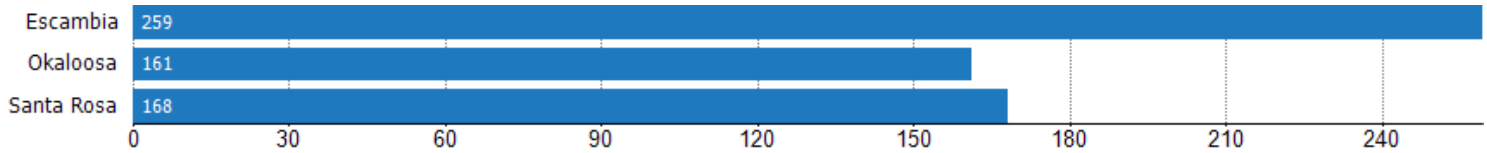


Avg Est Value	\$307K	\$301K	\$328K	\$331K	\$352K	\$346K	\$352K	\$355K	\$356K	\$364K	\$392K	\$375K	\$369K
Avg Listing Price	\$292K	\$291K	\$307K	\$312K	\$331K	\$333K	\$336K	\$362K	\$377K	\$389K	\$394K	\$396K	\$393K
Avg Listing Price as a % of Avg Est Value	95%	97%	93%	94%	94%	96%	96%	102%	106%	107%	100%	105%	107%

Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

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



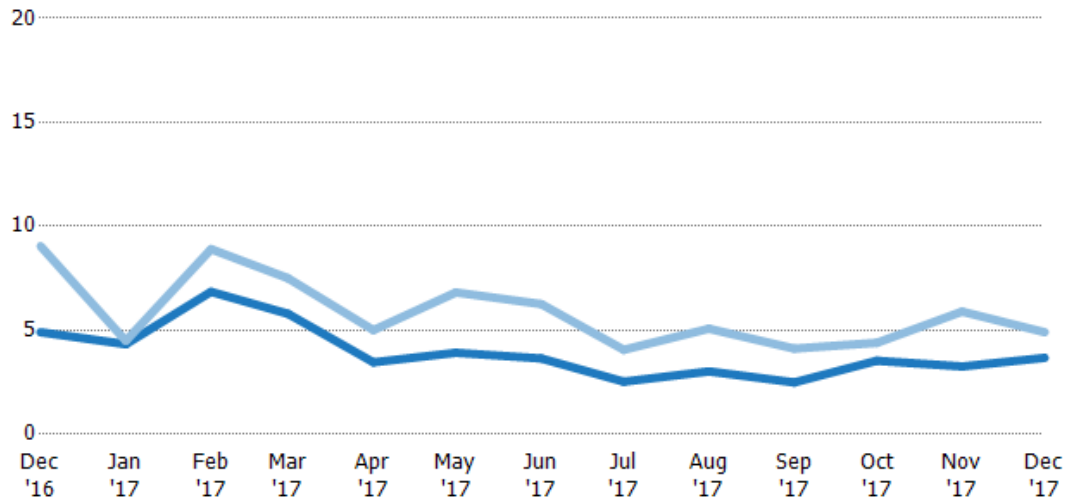
Months of Inventory

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.
Dec '17	3.68	-25.1%
Dec '16	4.91	-45.7%
Dec '15	9.04	33.2%



Current Year	4.91	4.33	6.85	5.79	3.46	3.92	3.65	2.53	3.02	2.49	3.54	3.26	3.68
Prior Year	9.04	4.49	8.9	7.5	5.01	6.82	6.26	4.06	5.08	4.12	4.4	5.9	4.91
Percent Change from Prior Year	-46%	-4%	-23%	-23%	-31%	-43%	-42%	-38%	-40%	-39%	-20%	-45%	-25%

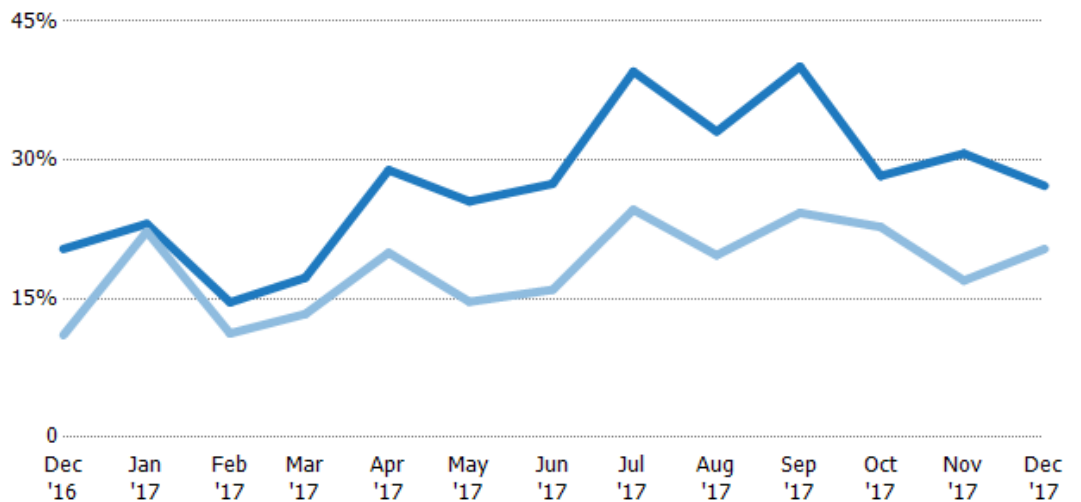
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Dec '17	27%	-6.8%
Dec '16	20%	-9.3%
Dec '15	11%	-24.9%

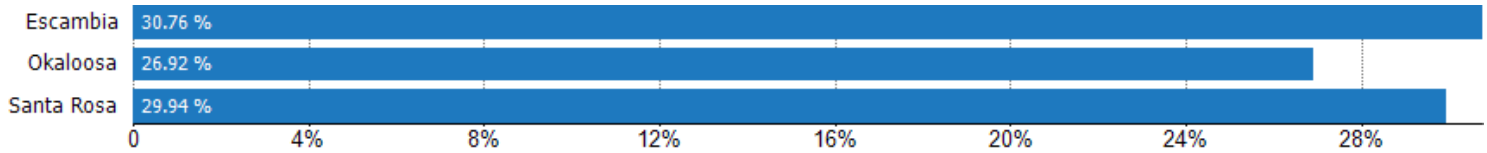


Current Year	20%	23%	15%	17%	29%	26%	27%	40%	33%	40%	28%	31%	27%
Prior Year	11%	22%	11%	13%	20%	15%	16%	25%	20%	24%	23%	17%	20%
Change from Prior Year	-9%	-1%	-3%	-4%	-9%	-11%	-11%	-15%	-13%	-16%	-6%	-14%	-7%

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



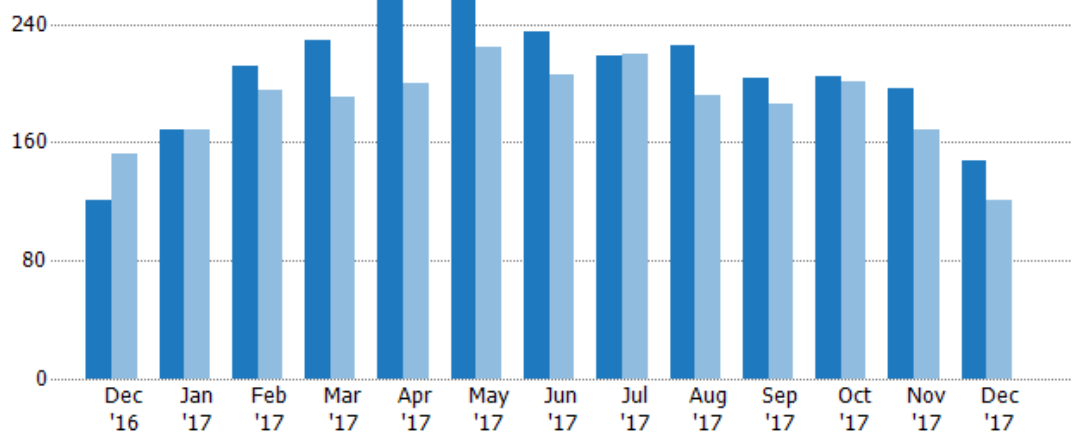
Pending Sales

The number of 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.
Dec '17	147	21.5%
Dec '16	121	-20.4%
Dec '15	152	-42.8%



Current Year	121	169	211	229	259	259	235	218	226	204	205	196	147
Prior Year	152	168	195	191	200	224	206	220	192	186	201	168	121
Percent Change from Prior Year	-20%	1%	8%	20%	30%	16%	14%	-1%	18%	10%	2%	17%	21%

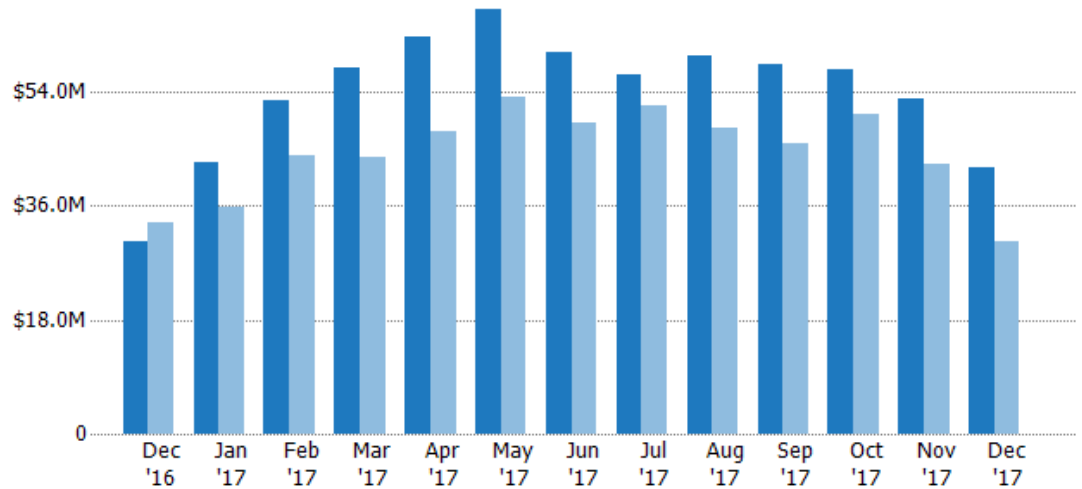
Pending Sales Volume

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.
Dec '17	\$42M	37.6%
Dec '16	\$30.5M	-8.4%
Dec '15	\$33.3M	-40.5%



Current Year	\$30.5M	\$42.7M	\$52.7M	\$57.8M	\$62.7M	\$67M	\$60.3M	\$56.7M	\$59.7M	\$58.3M	\$57.6M	\$52.8M	\$42M
Prior Year	\$33.3M	\$35.8M	\$43.9M	\$43.7M	\$47.7M	\$53.1M	\$49.1M	\$51.8M	\$48.2M	\$45.7M	\$50.6M	\$42.5M	\$30.5M
Percent Change from Prior Year	-8%	19%	20%	32%	32%	26%	23%	10%	24%	27%	14%	24%	38%

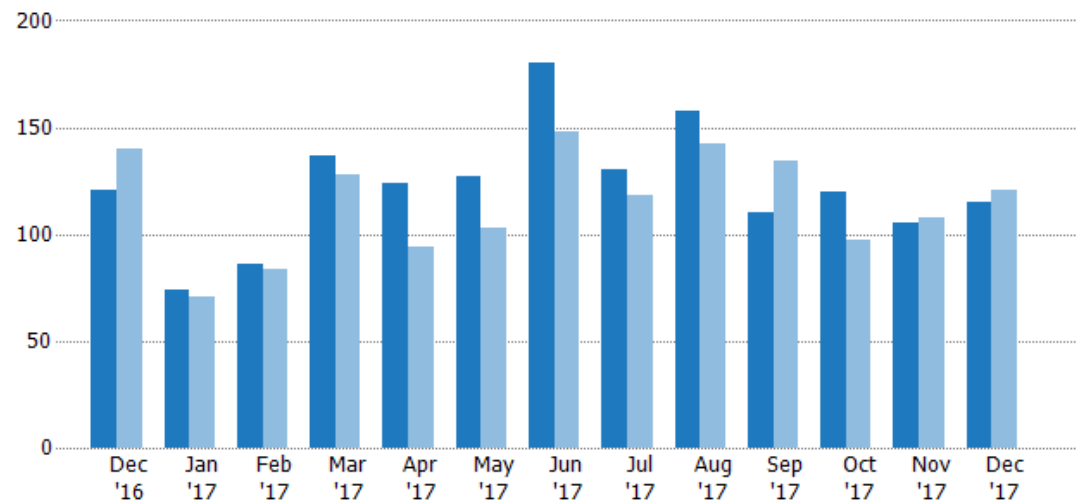
Closed Sales

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.
Dec '17	115	-5%
Dec '16	121	-13.6%
Dec '15	140	-45%



Current Year	121	74	86	137	124	127	180	130	158	110	120	105	115
Prior Year	140	71	84	128	94	103	148	118	142	134	97	108	121
Percent Change from Prior Year	-14%	4%	2%	7%	32%	23%	22%	10%	11%	-18%	24%	-3%	-5%

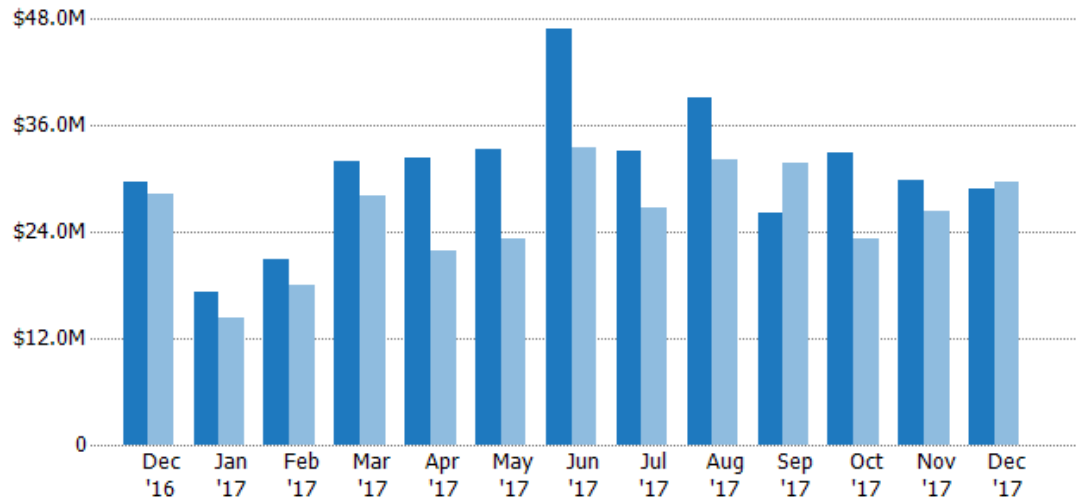
Closed Sales Volume

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.
Dec '17	\$28.9M	-2.3%
Dec '16	\$29.6M	4.2%
Dec '15	\$28.4M	-49.9%



Current Year

Prior Year

Percent Change from Prior Year

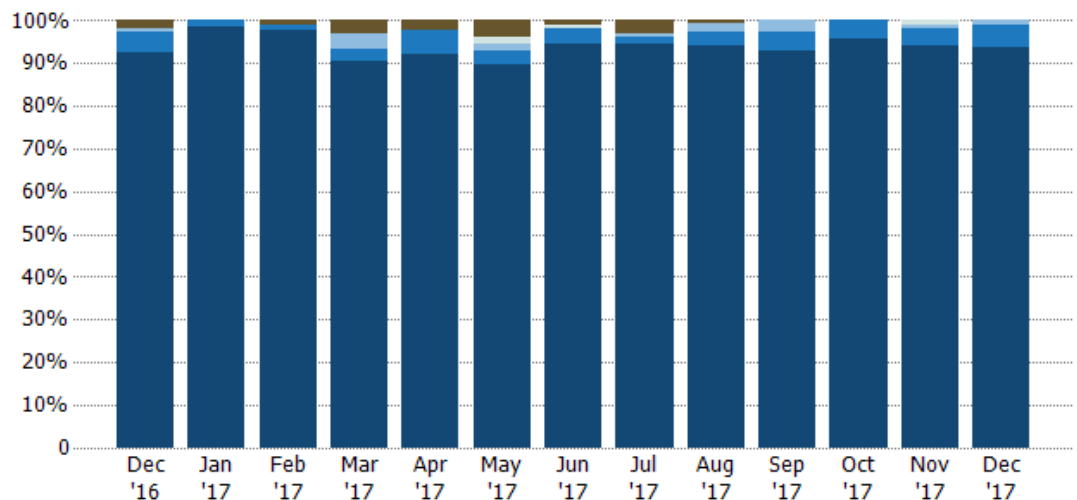
\$29.6M	\$17.3M	\$20.9M	\$32M	\$32.4M	\$33.3M	\$46.9M	\$33.1M	\$39.1M	\$26.2M	\$33M	\$29.8M	\$28.9M
\$28.4M	\$14.3M	\$17.9M	\$28.2M	\$21.9M	\$23.3M	\$33.6M	\$26.7M	\$32.1M	\$31.7M	\$23.1M	\$26.3M	\$29.6M
4%	21%	16%	14%	48%	43%	39%	24%	22%	-17%	42%	13%	-2%

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



Other

Lot/Land

Mobile/Manufactured

Condo/Townhouse

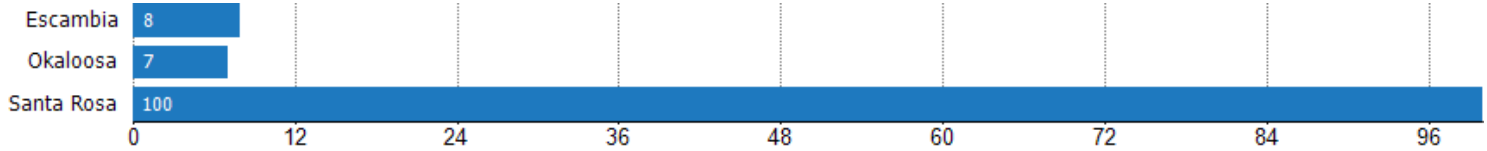
Single Family Residence

2%	-	1%	3%	2%	4%	1%	3%	1%	-	-	-	-
-	-	-	-	-	2%	1%	-	-	-	-	1%	-
1%	-	-	4%	-	2%	-	1%	2%	3%	-	1%	1%
5%	1%	1%	3%	6%	3%	4%	2%	3%	5%	4%	4%	5%
93%	99%	98%	91%	92%	90%	94%	95%	94%	93%	96%	94%	94%

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

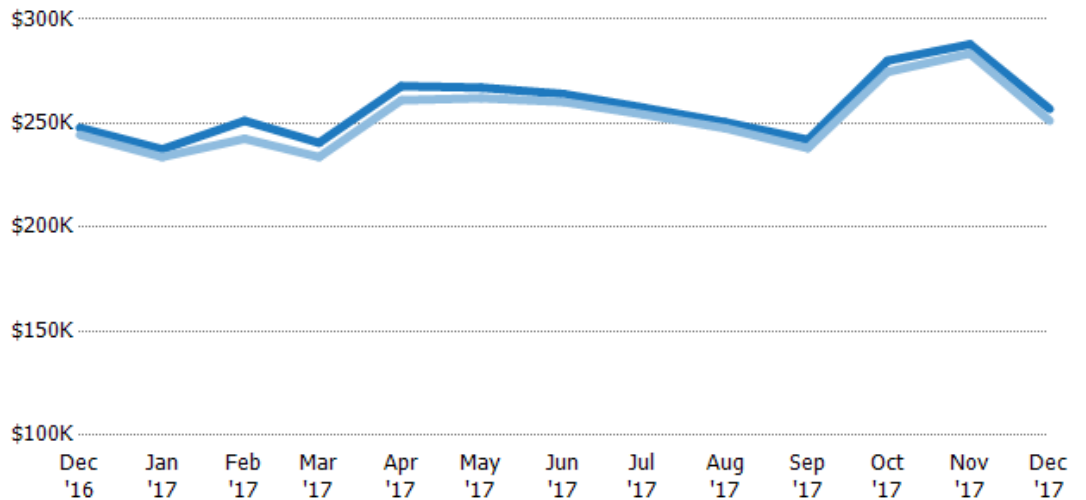


Average Sales Price vs Average Listing Price

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



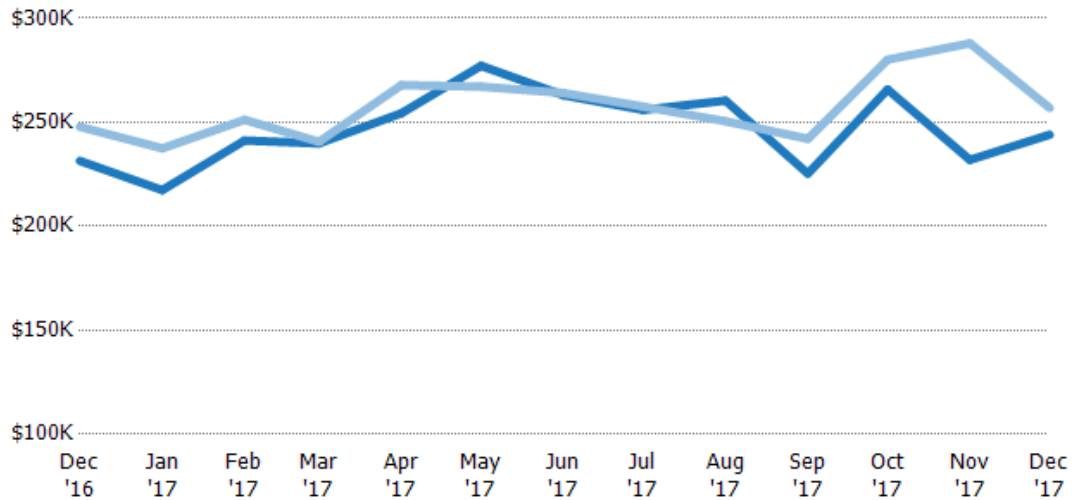
	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17
Avg List Price	\$248K	\$237K	\$251K	\$241K	\$268K	\$267K	\$264K	\$258K	\$250K	\$242K	\$280K	\$288K	\$257K
Avg Sales Price	\$244K	\$234K	\$243K	\$234K	\$261K	\$262K	\$260K	\$254K	\$248K	\$238K	\$275K	\$284K	\$251K
Avg Sales Price as a % of Avg List Price	99%	98%	97%	97%	97%	98%	99%	99%	99%	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



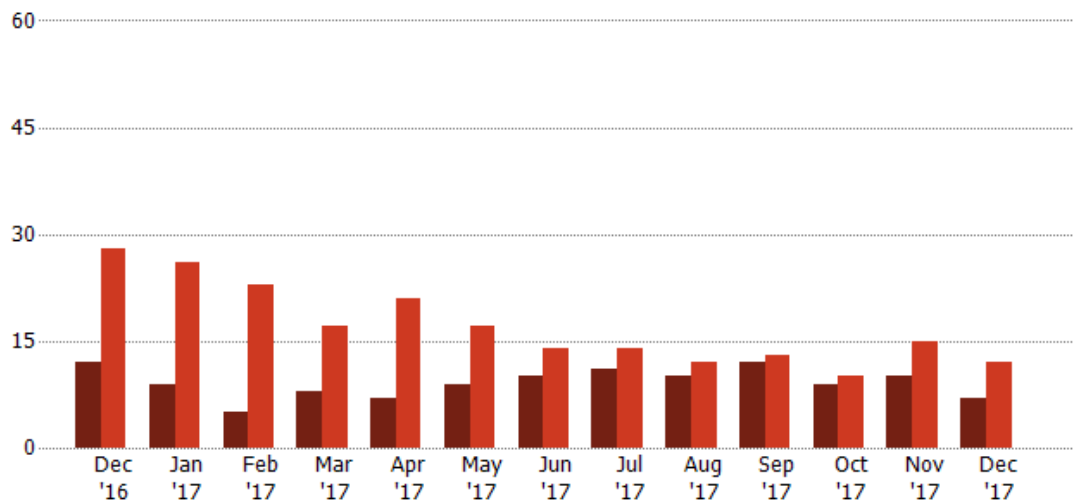
Avg Est Value	\$231K	\$217K	\$241K	\$240K	\$254K	\$277K	\$263K	\$256K	\$260K	\$225K	\$266K	\$232K	\$244K
Avg Sales Price	\$248K	\$237K	\$251K	\$241K	\$268K	\$267K	\$264K	\$258K	\$250K	\$242K	\$280K	\$288K	\$257K
Avg Sales Price as a % of Avg Est Value	107%	109%	104%	100%	105%	96%	100%	101%	96%	107%	105%	124%	105%

Distressed Listings

The number of distressed single-family, condominium 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

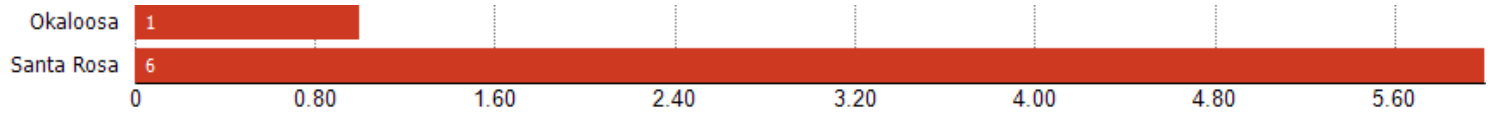


Current Year	12	9	5	8	7	9	10	11	10	12	9	10	7
Prior Year	28	26	23	17	21	17	14	14	12	13	10	15	12
Percent Change from Prior Year	-57%	-65%	-78%	-53%	-67%	-47%	-29%	-21%	-17%	-8%	-10%	-33%	-42%

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: 01/07/2018

Scheduled: Yes

Report Date Range: From 12/2016 To: 12/2017

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 12/2017 data

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