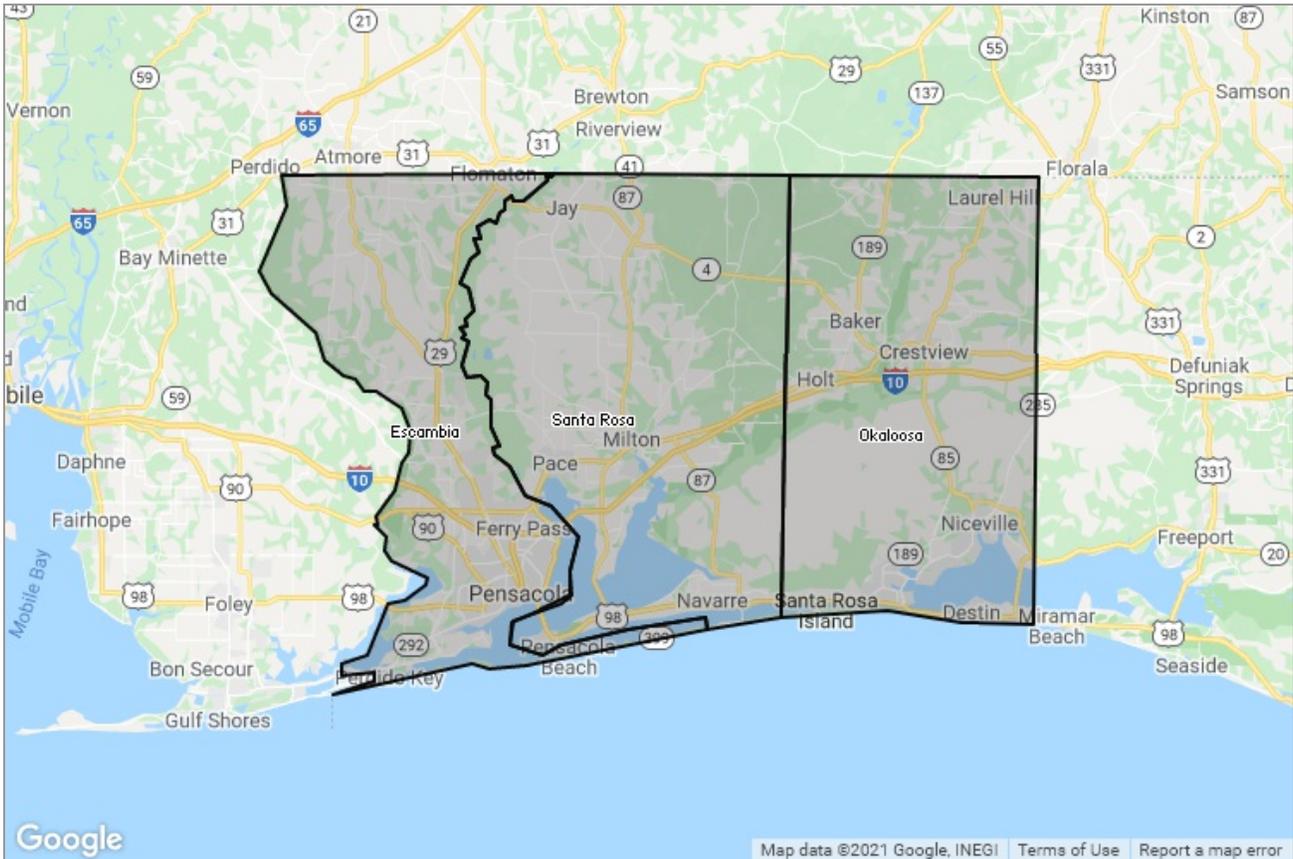


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
12/2019 – 12/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 01/05/2021

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

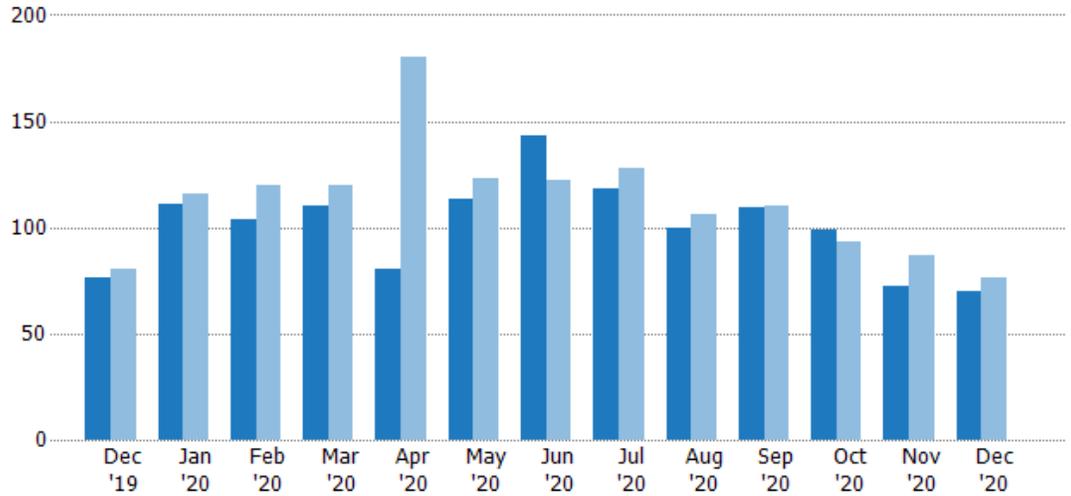
New Listings

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.
Dec '20	70	-7.9%
Dec '19	76	-5%
Dec '18	80	16.3%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	76	111	104	110	80	113	143	118	100	109	99	72	70
Prior Year	80	116	120	120	180	123	122	128	106	110	93	87	76
Percent Change from Prior Year	-5%	-4%	-13%	-8%	-56%	-8%	17%	-8%	-6%	-1%	6%	-17%	-8%

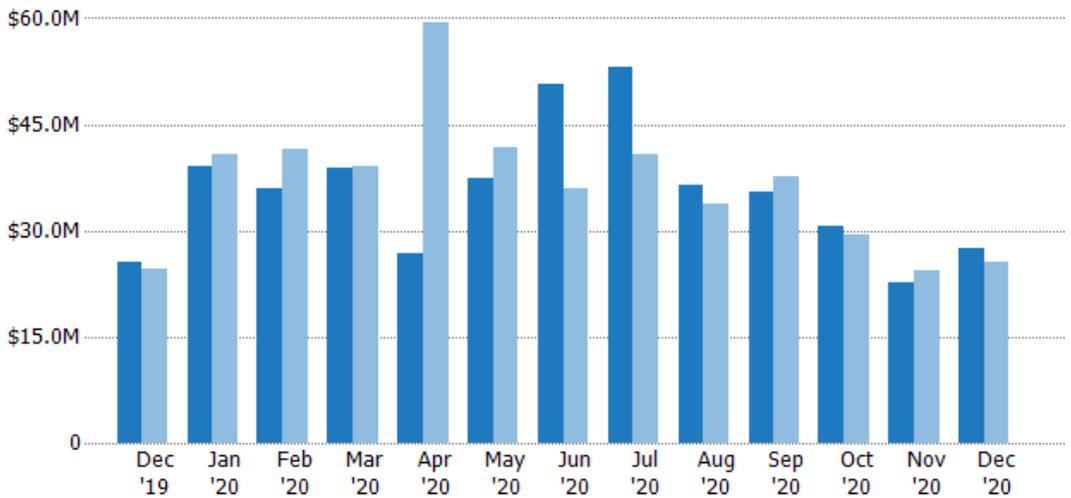
New Listing Volume

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.
Dec '20	\$27.4M	7.1%
Dec '19	\$25.6M	4.1%
Dec '18	\$24.6M	0.8%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$25.6M	\$39.1M	\$35.9M	\$38.7M	\$26.9M	\$37.4M	\$50.6M	\$53M	\$36.5M	\$35.6M	\$30.7M	\$22.7M	\$27.4M
Prior Year	\$24.6M	\$40.8M	\$41.6M	\$39M	\$59.4M	\$41.8M	\$36M	\$40.8M	\$33.7M	\$37.6M	\$29.5M	\$24.4M	\$25.6M
Percent Change from Prior Year	4%	-4%	-14%	-1%	-55%	-11%	41%	30%	8%	-6%	4%	-7%	7%

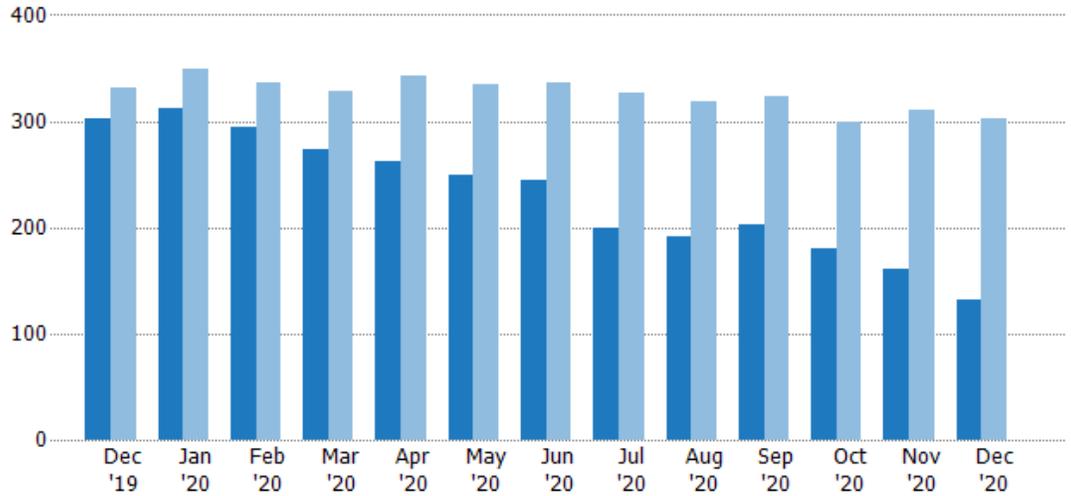
Active Listings

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.
Dec '20	132	-56.4%
Dec '19	303	-8.7%
Dec '18	332	16.6%



Current Year	303	312	294	273	262	250	244	199	192	203	180	160	132
Prior Year	332	349	336	328	342	334	336	326	319	324	299	311	303
Percent Change from Prior Year	-9%	-11%	-13%	-17%	-23%	-25%	-27%	-39%	-40%	-37%	-40%	-49%	-56%

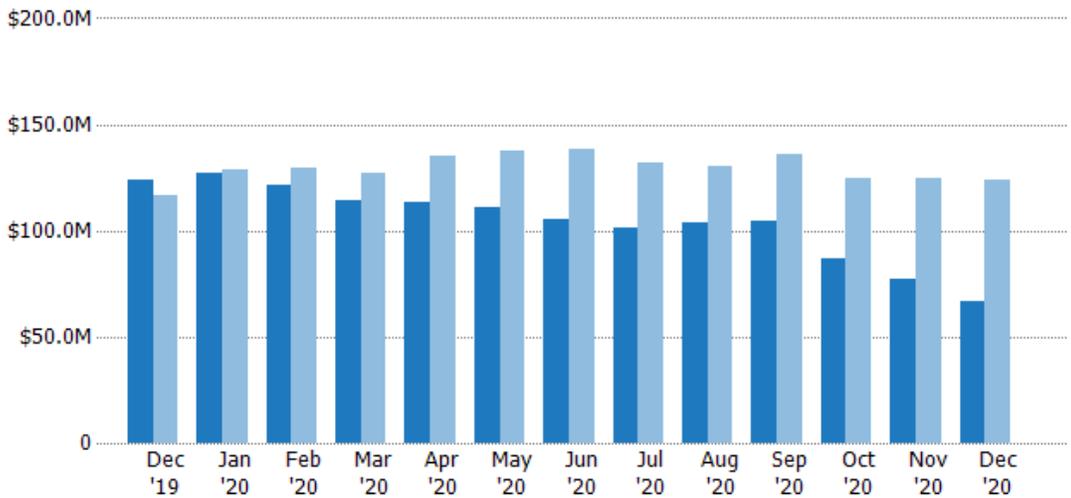
Active Listing Volume

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.
Dec '20	\$66.6M	-46.2%
Dec '19	\$124M	6%
Dec '18	\$117M	17.3%



Current Year	\$124M	\$127M	\$122M	\$114M	\$113M	\$111M	\$105M	\$102M	\$103M	\$104M	\$86.9M	\$77.2M	\$66.6M
Prior Year	\$117M	\$129M	\$130M	\$127M	\$135M	\$138M	\$139M	\$132M	\$130M	\$136M	\$124M	\$125M	\$124M
Percent Change from Prior Year	6%	-1%	-6%	-10%	-16%	-19%	-24%	-23%	-21%	-24%	-30%	-38%	-46%

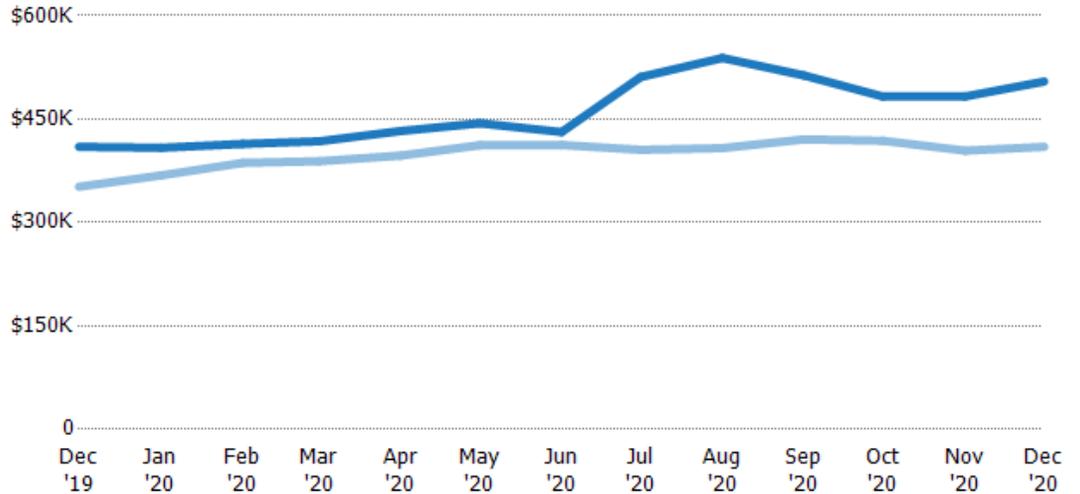
Average Listing Price

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.
Dec '20	\$504K	23.1%
Dec '19	\$410K	16.5%
Dec '18	\$352K	0.8%



Current Year	\$410K	\$408K	\$414K	\$418K	\$433K	\$444K	\$431K	\$511K	\$539K	\$513K	\$483K	\$483K	\$504K
Prior Year	\$352K	\$368K	\$386K	\$389K	\$397K	\$412K	\$412K	\$405K	\$408K	\$421K	\$419K	\$404K	\$410K
Percent Change from Prior Year	16%	11%	7%	7%	9%	8%	5%	26%	32%	22%	15%	19%	23%

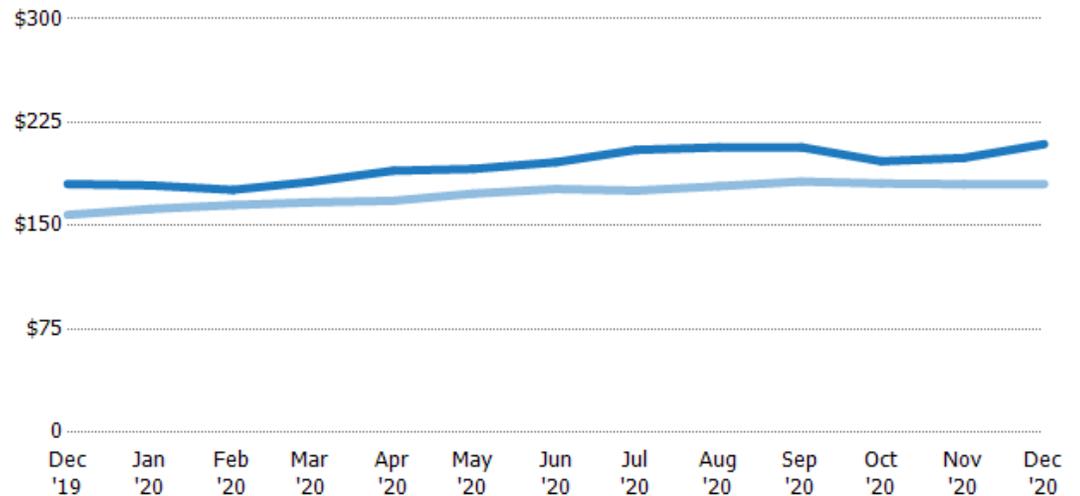
Average Listing Price per Sq Ft

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 '20	\$209	16%
Dec '19	\$180	14.2%
Dec '18	\$158	-0.3%



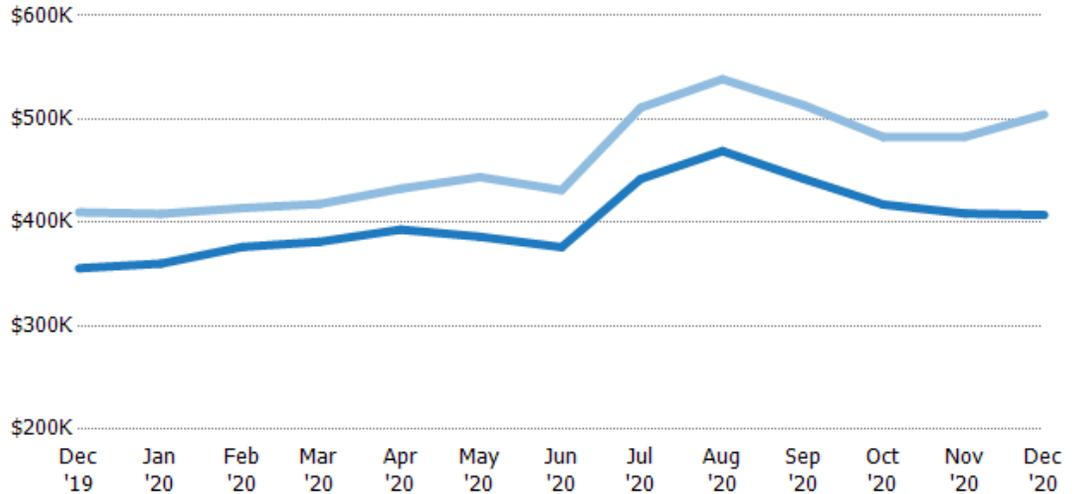
Current Year	\$180	\$179	\$176	\$182	\$190	\$191	\$196	\$205	\$207	\$207	\$197	\$199	\$209
Prior Year	\$158	\$162	\$165	\$167	\$168	\$173	\$177	\$175	\$179	\$182	\$181	\$180	\$180
Percent Change from Prior Year	14%	11%	7%	9%	13%	10%	11%	17%	16%	14%	9%	11%	16%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$356K	\$360K	\$376K	\$381K	\$393K	\$386K	\$376K	\$442K	\$469K	\$442K	\$417K	\$409K	\$407K
Avg Listing Price	\$410K	\$408K	\$414K	\$418K	\$433K	\$444K	\$431K	\$511K	\$539K	\$513K	\$483K	\$483K	\$504K
Avg Listing Price as a % of Avg Est Value	115%	113%	110%	110%	110%	115%	115%	116%	115%	116%	116%	118%	124%

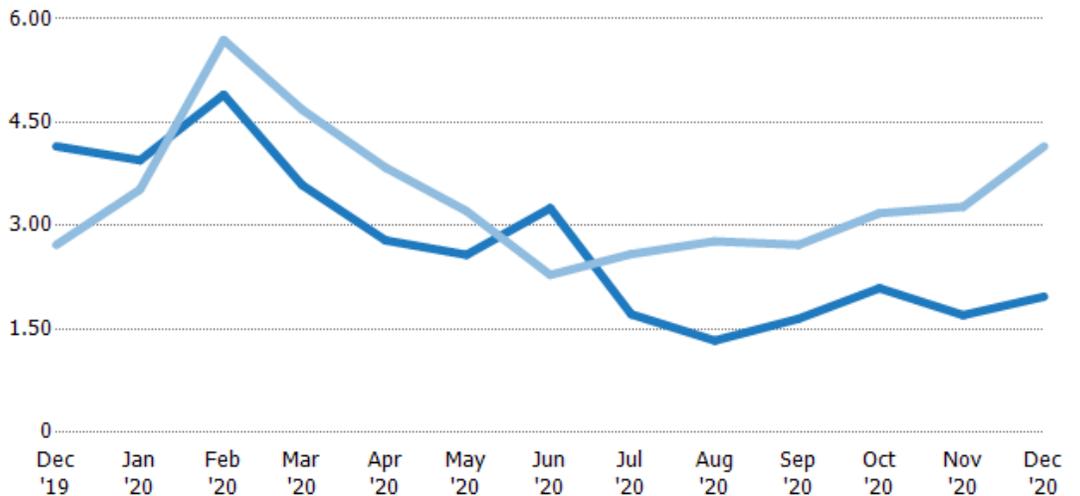
Months of Inventory

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 '20	1.97	-52.5%
Dec '19	4.15	52.5%
Dec '18	2.72	43.6%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	4.15	3.95	4.9	3.59	2.79	2.58	3.25	1.72	1.33	1.65	2.09	1.7	1.97
Prior Year	2.72	3.53	5.69	4.69	3.84	3.21	2.29	2.59	2.77	2.72	3.18	3.27	4.15
Percent Change from Prior Year	53%	12%	-14%	-23%	-27%	-20%	42%	-34%	-52%	-39%	-34%	-48%	-53%

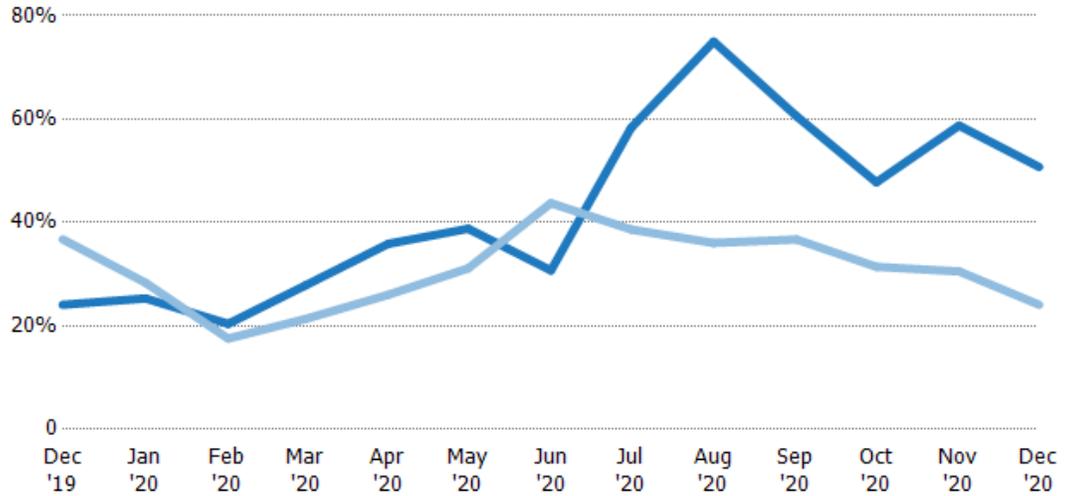
Absorption Rate

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 '20	51%	-26.7%
Dec '19	24%	12.7%
Dec '18	37%	-30.4%

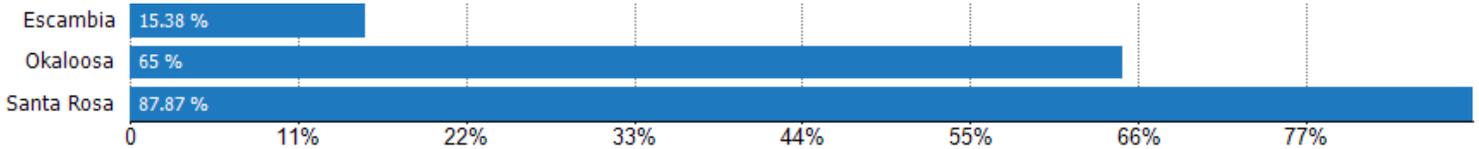


Current Year	24%	25%	20%	28%	36%	39%	31%	58%	75%	61%	48%	59%	51%
Prior Year	37%	28%	18%	21%	26%	31%	44%	39%	36%	37%	31%	31%	24%
Change from Prior Year	13%	3%	-3%	-6%	-10%	-8%	13%	-20%	-39%	-24%	-16%	-28%	-27%

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



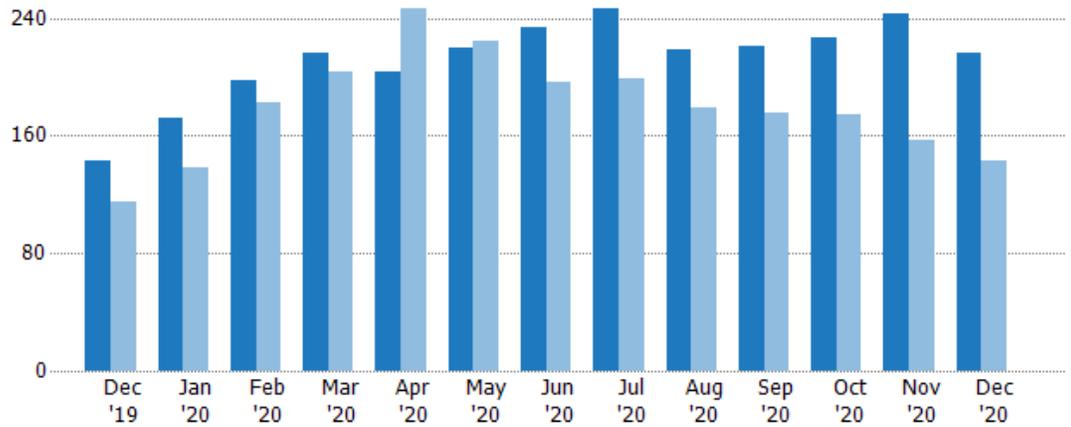
Pending Sales

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.
Dec '20	216	51%
Dec '19	143	24.3%
Dec '18	115	15.7%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	143	172	198	216	203	220	234	246	219	221	227	243	216
Prior Year	115	138	183	203	246	224	196	199	179	175	174	157	143
Percent Change from Prior Year	24%	25%	8%	6%	-17%	-2%	19%	24%	22%	26%	30%	55%	51%

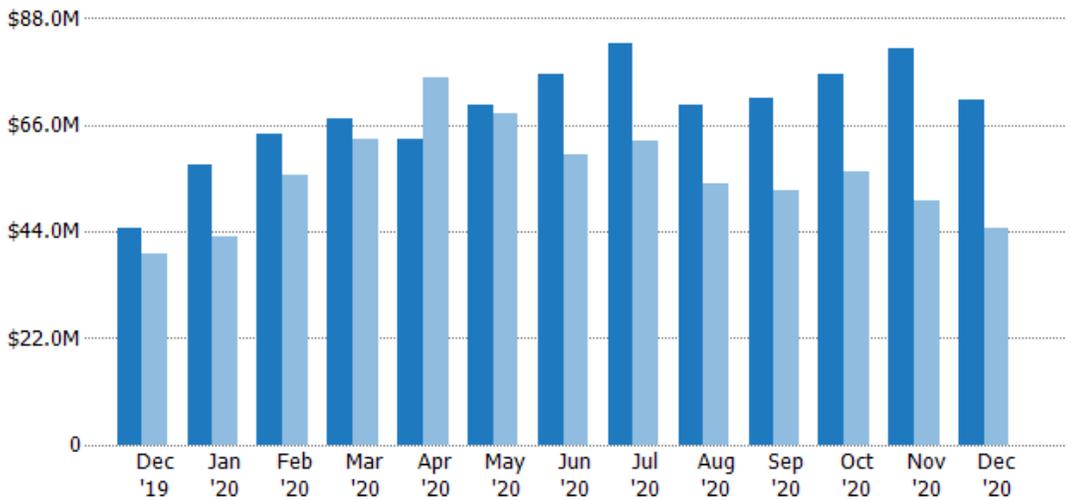
Pending Sales Volume

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.
Dec '20	\$71.2M	58.6%
Dec '19	\$44.9M	13.6%
Dec '18	\$39.5M	-4.1%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$44.9M	\$57.8M	\$64.1M	\$67.4M	\$63.1M	\$70M	\$76.5M	\$82.8M	\$70.3M	\$71.6M	\$76.5M	\$81.8M	\$71.2M
Prior Year	\$39.5M	\$43.1M	\$55.9M	\$62.9M	\$75.9M	\$68.3M	\$59.8M	\$62.7M	\$54M	\$52.6M	\$56.5M	\$50.5M	\$44.9M
Percent Change from Prior Year	14%	34%	15%	7%	-17%	2%	28%	32%	30%	36%	35%	62%	59%

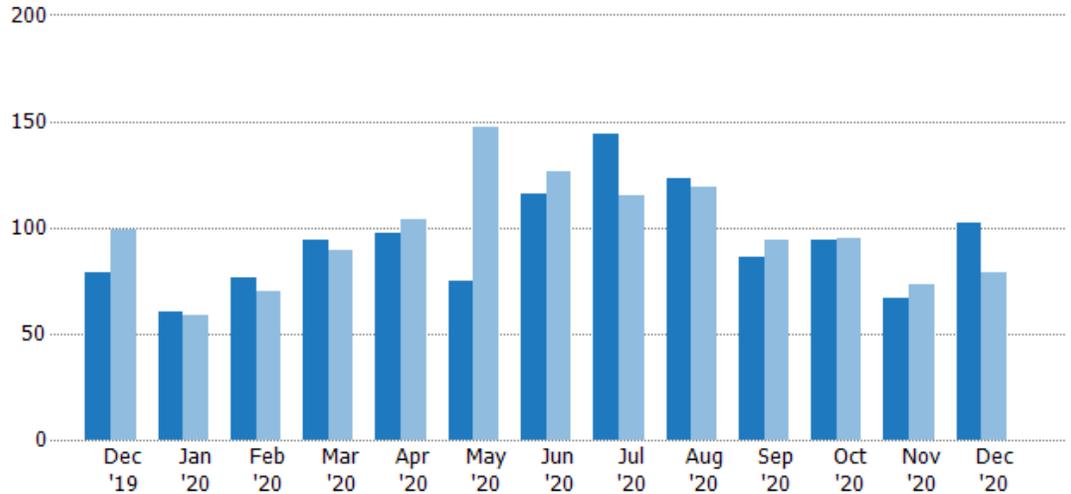
Closed Sales

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.
Dec '20	102	29.1%
Dec '19	79	-20.2%
Dec '18	99	13.1%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	79	60	76	94	97	75	116	144	123	86	94	67	102
Prior Year	99	59	70	89	104	147	126	115	119	94	95	73	79
Percent Change from Prior Year	-20%	2%	9%	6%	-7%	-49%	-8%	25%	3%	-9%	-1%	-8%	29%

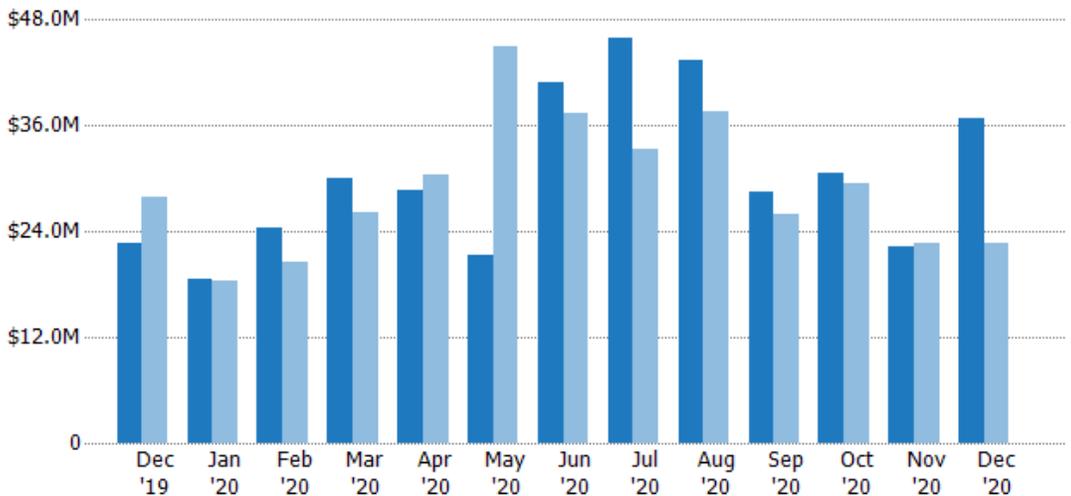
Closed Sales Volume

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.
Dec '20	\$36.8M	62.5%
Dec '19	\$22.6M	-18.6%
Dec '18	\$27.8M	2.1%



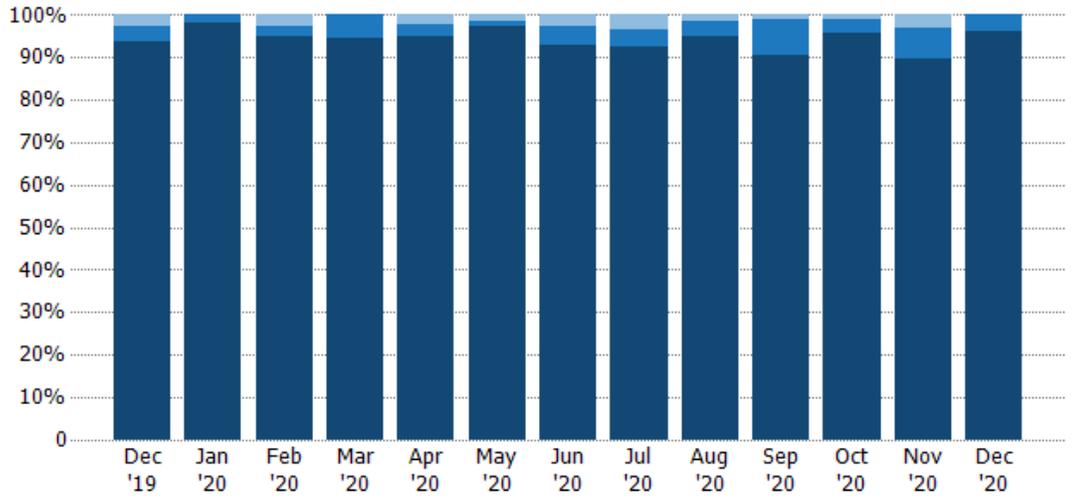
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$22.6M	\$18.6M	\$24.4M	\$30M	\$28.7M	\$21.4M	\$40.8M	\$45.9M	\$43.5M	\$28.5M	\$30.5M	\$22.4M	\$36.8M
Prior Year	\$27.8M	\$18.5M	\$20.5M	\$26.2M	\$30.3M	\$44.9M	\$37.4M	\$33.3M	\$37.5M	\$25.9M	\$29.4M	\$22.6M	\$22.6M
Percent Change from Prior Year	-19%	1%	19%	15%	-5%	-52%	9%	38%	16%	10%	4%	-1%	62%

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

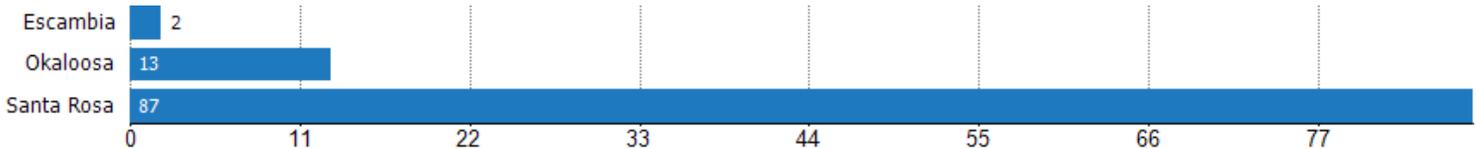


Mobile/Manufactured	3%	-	3%	-	2%	1%	3%	3%	2%	1%	1%	3%	-
Condo/Townhouse	4%	2%	3%	5%	3%	1%	4%	4%	3%	8%	3%	7%	4%
Single Family Residence	94%	98%	95%	95%	95%	97%	93%	92%	95%	91%	96%	90%	96%

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

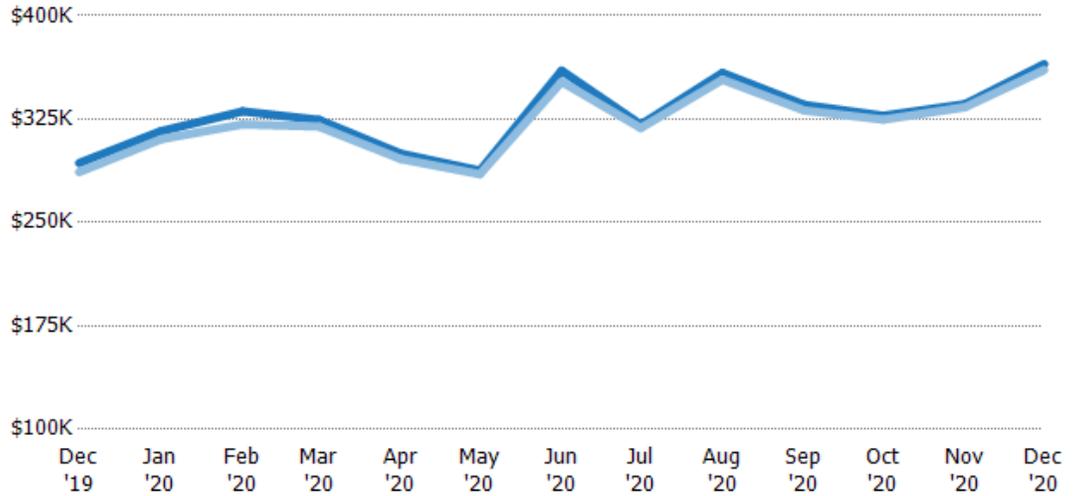


Average Sales Price vs Average Listing Price

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



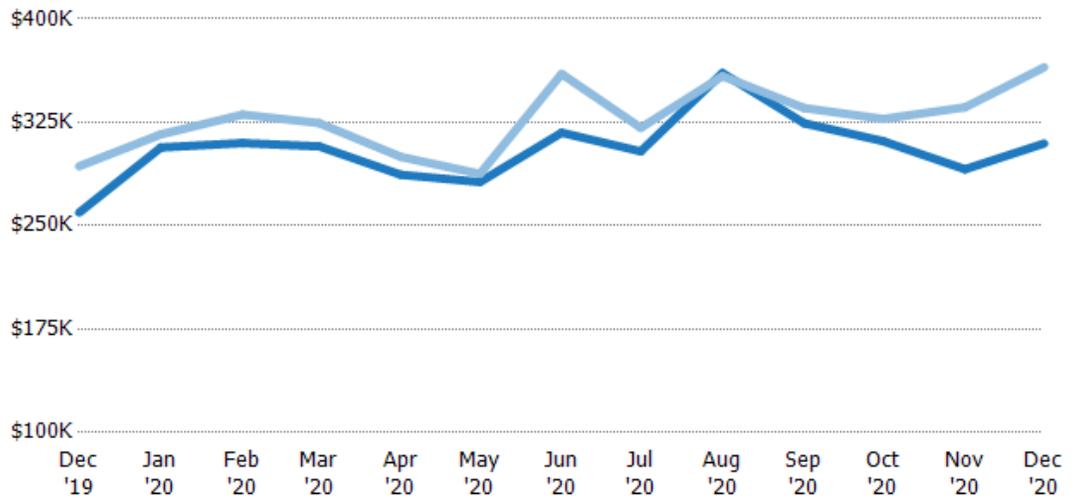
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg List Price	\$293K	\$316K	\$331K	\$324K	\$300K	\$288K	\$360K	\$321K	\$358K	\$335K	\$327K	\$336K	\$365K
Avg Sales Price	\$287K	\$310K	\$321K	\$320K	\$296K	\$285K	\$352K	\$319K	\$354K	\$331K	\$325K	\$334K	\$361K
Avg Sales Price as a % of Avg List Price	98%	98%	97%	98%	99%	99%	98%	99%	99%	99%	99%	99%	99%

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



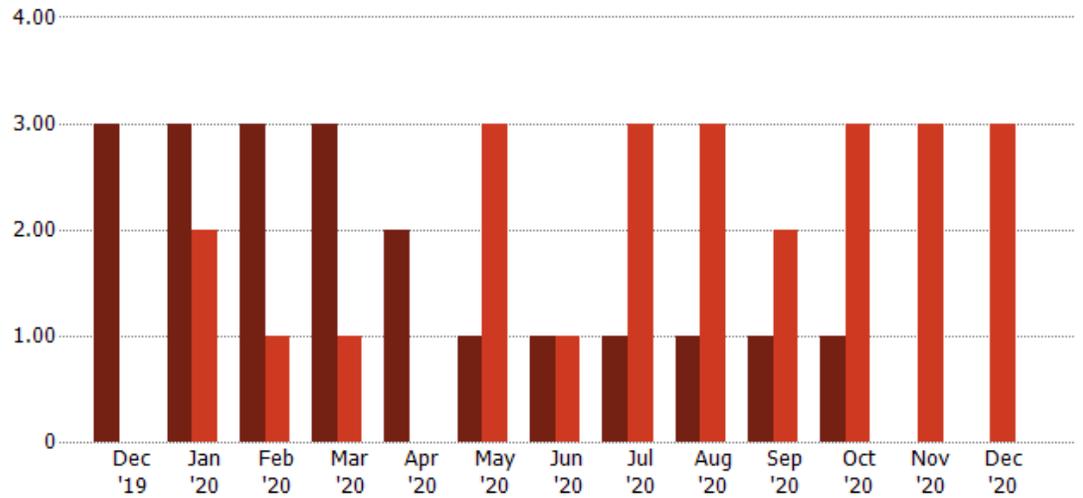
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$260K	\$307K	\$310K	\$308K	\$287K	\$282K	\$317K	\$304K	\$361K	\$324K	\$311K	\$291K	\$310K
Avg Sales Price	\$293K	\$316K	\$331K	\$324K	\$300K	\$288K	\$360K	\$321K	\$358K	\$335K	\$327K	\$336K	\$365K
Avg Sales Price as a % of Avg Est Value	113%	103%	107%	105%	105%	102%	113%	106%	99%	103%	105%	115%	118%

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	3	3	3	3	2	1	1	1	1	1	1	-	-
Prior Year	-	2	1	1	-	3	1	3	3	2	3	3	3
Percent Change from Prior Year	100%	50%	200%	200%	100%	-67%	0%	-67%	-67%	-50%	-67%	-100%	-100%

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: 01/05/2021

Scheduled: Yes

Report Date Range: From 12/2019 To: 12/2020

Information Included

- | | |
|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet | <input checked="" type="checkbox"/> Averages |
| <input type="checkbox"/> Include Key Metric Summary | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input type="checkbox"/> 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 12/2020 data

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