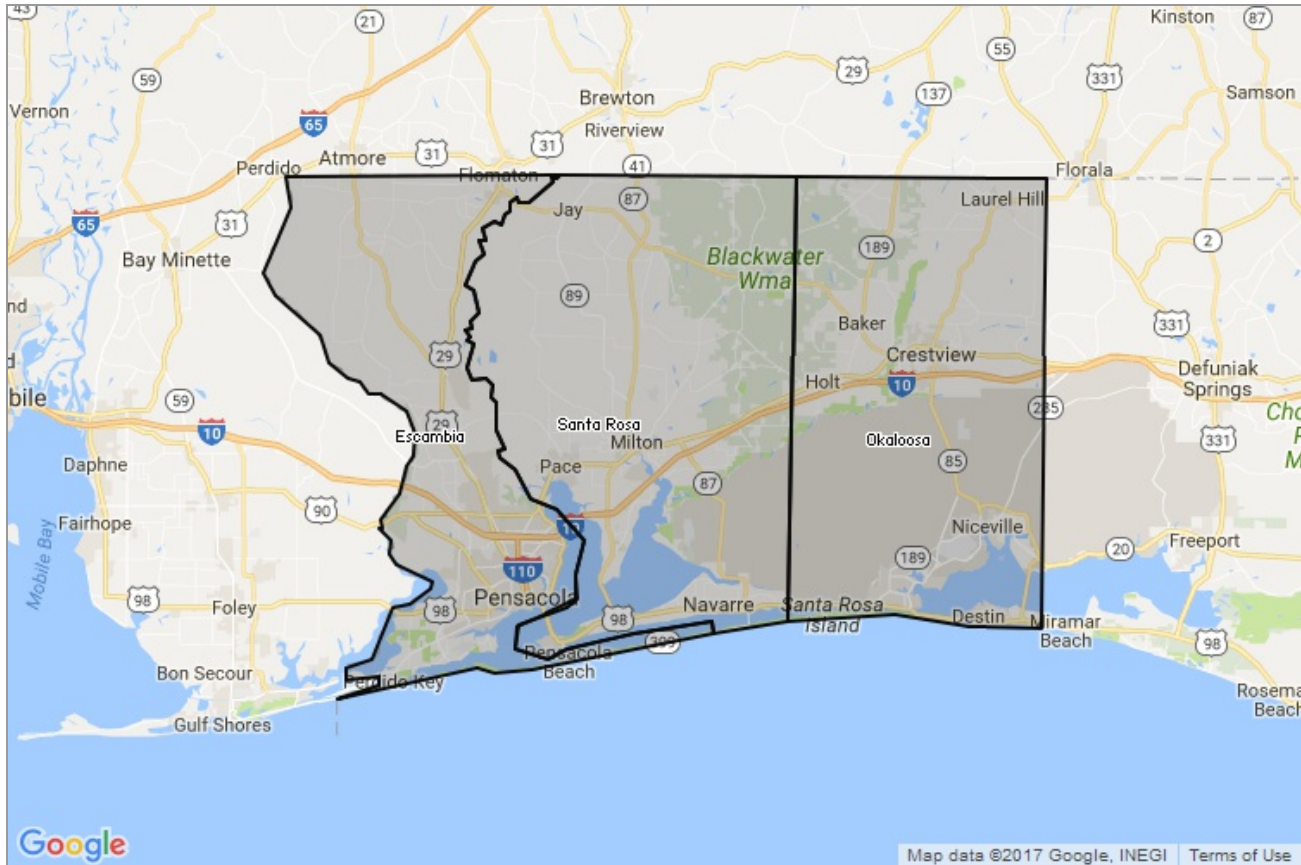


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
10/2016 – 10/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 11/07/2017

Scheduled: Yes

Presented by

**Navarre Area Board of REALTORS®
INC**

(850) 939-3870

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

1917 Navarre School Road
Navarre, FL 32566

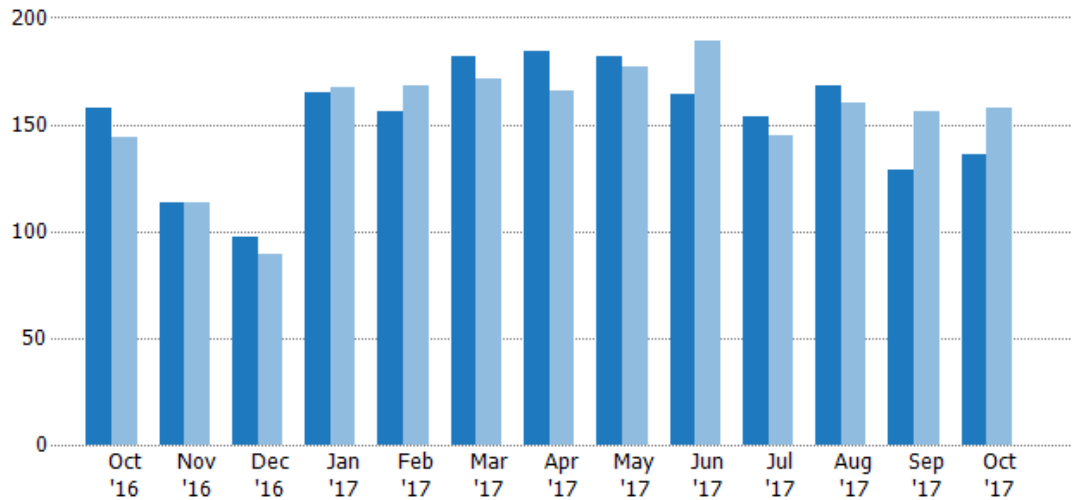
New Listings

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.
Oct '17	136	-13.9%
Oct '16	158	9.7%
Oct '15	144	-0.7%



Current Year	158	113	97	165	156	182	184	182	164	154	168	129	136
Prior Year	144	113	89	167	168	171	166	177	189	145	160	156	158
Percent Change from Prior Year	10%	0%	9%	-1%	-7%	6%	11%	3%	-13%	6%	5%	-17%	-14%

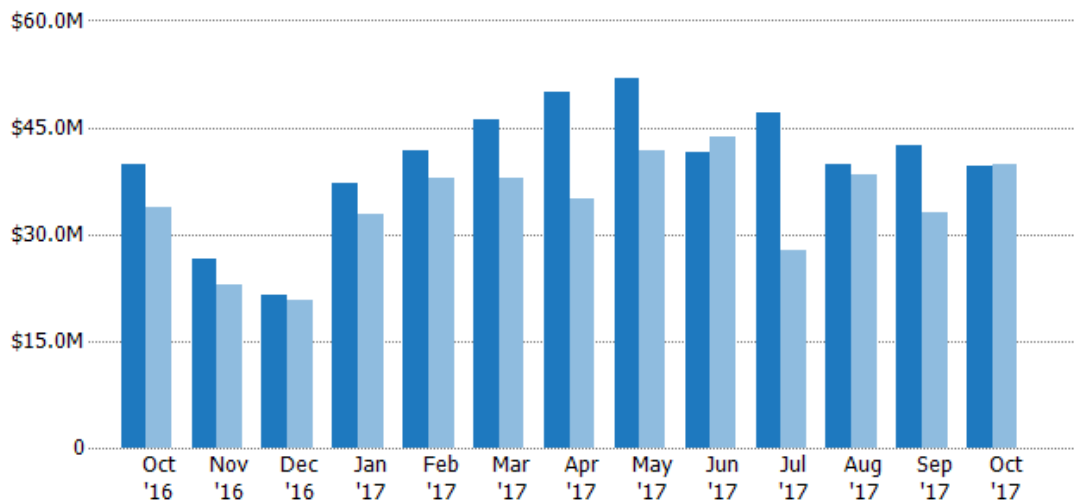
New Listing Volume

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.
Oct '17	\$39.5M	-0.6%
Oct '16	\$39.8M	17.9%
Oct '15	\$33.7M	-7.8%



Current Year	\$39.8M	\$26.5M	\$21.5M	\$37.3M	\$41.7M	\$46.2M	\$50M	\$51.9M	\$41.6M	\$47.1M	\$39.8M	\$42.6M	\$39.5M
Prior Year	\$33.7M	\$22.9M	\$20.6M	\$32.9M	\$37.9M	\$38M	\$35M	\$41.7M	\$43.7M	\$27.7M	\$38.5M	\$33M	\$39.8M
Percent Change from Prior Year	18%	16%	4%	13%	10%	22%	43%	24%	-5%	70%	4%	29%	-1%

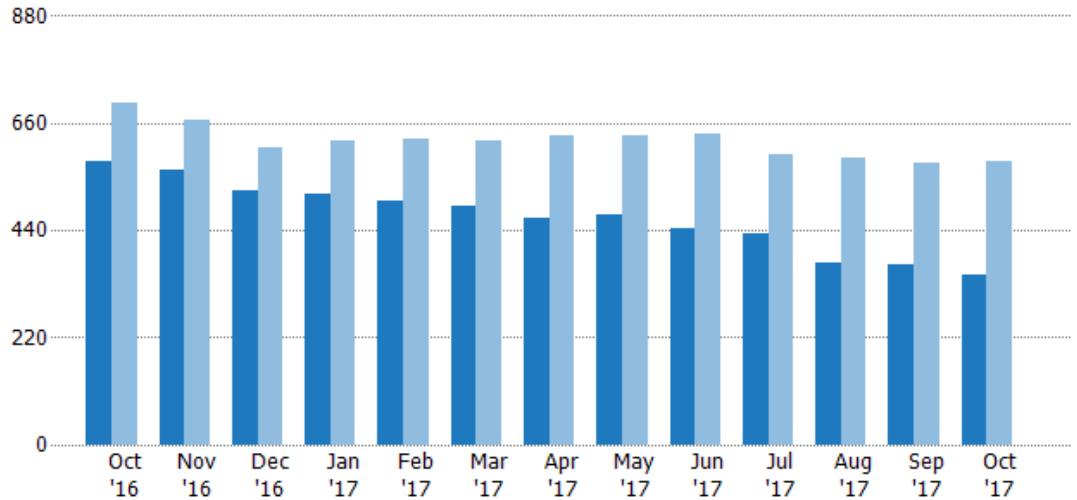
Active Listings

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.
Oct '17	349	-40%
Oct '16	582	-17%
Oct '15	701	16%



Current Year	582	565	522	515	499	490	464	474	445	435	372	371	349
Prior Year	701	667	609	624	627	624	636	634	637	594	590	577	582
Percent Change from Prior Year	-17%	-15%	-14%	-17%	-20%	-21%	-27%	-25%	-30%	-27%	-37%	-36%	-40%

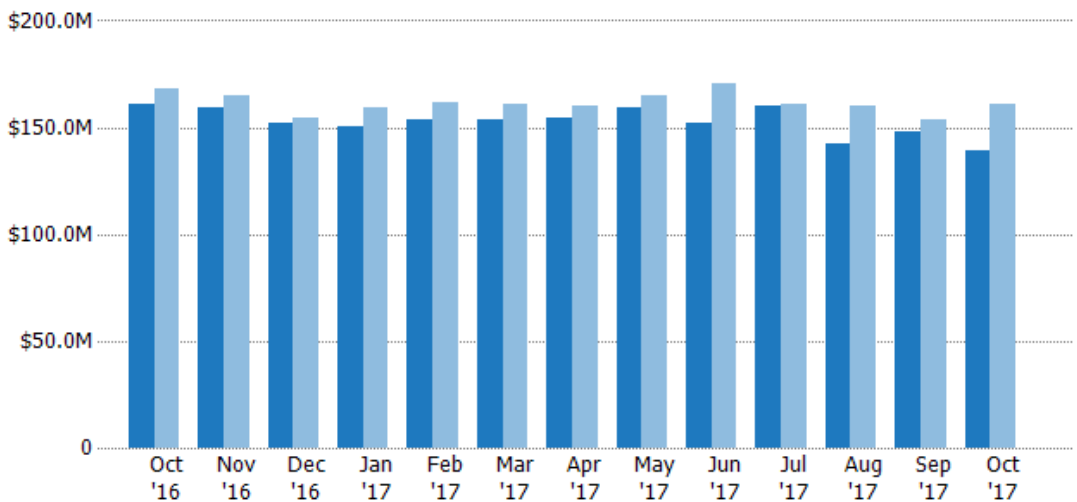
Active Listing Volume

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.
Oct '17	\$139M	-13.6%
Oct '16	\$161M	-4.5%
Oct '15	\$169M	7.3%



Current Year	\$161M	\$159M	\$152M	\$150M	\$153M	\$154M	\$154M	\$159M	\$152M	\$160M	\$142M	\$148M	\$139M
Prior Year	\$169M	\$165M	\$154M	\$159M	\$162M	\$161M	\$160M	\$165M	\$171M	\$161M	\$160M	\$154M	\$161M
Percent Change from Prior Year	-4%	-3%	-1%	-6%	-5%	-4%	-4%	-4%	-11%	0%	-11%	-4%	-14%

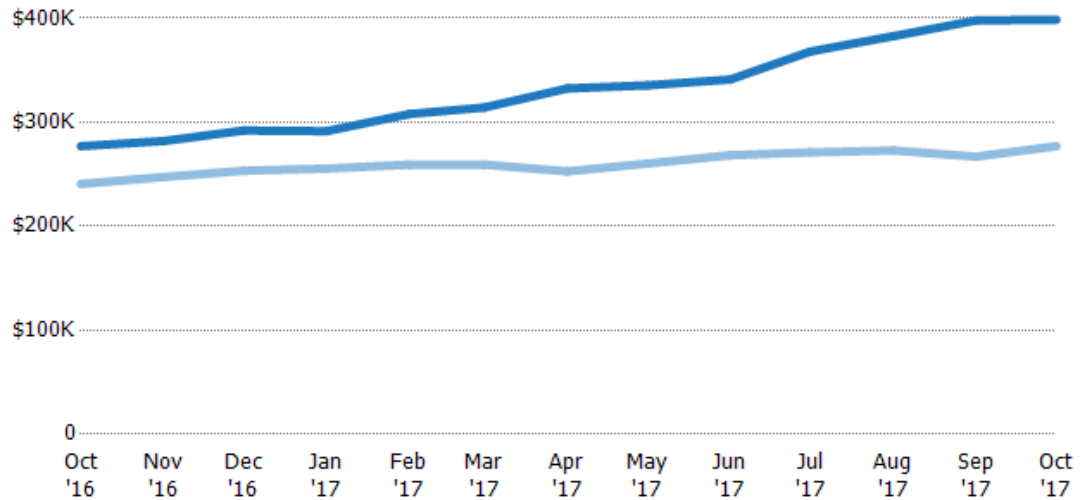
Average Listing Price

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.
Oct '17	\$399K	43.9%
Oct '16	\$277K	15.1%
Oct '15	\$241K	-7.5%



Current Year	\$277K	\$282K	\$292K	\$291K	\$308K	\$314K	\$333K	\$335K	\$341K	\$368K	\$383K	\$398K	\$399K
Prior Year	\$241K	\$247K	\$253K	\$255K	\$259K	\$259K	\$253K	\$260K	\$268K	\$271K	\$273K	\$267K	\$277K
Percent Change from Prior Year	15%	14%	15%	14%	19%	21%	32%	29%	27%	36%	40%	49%	44%

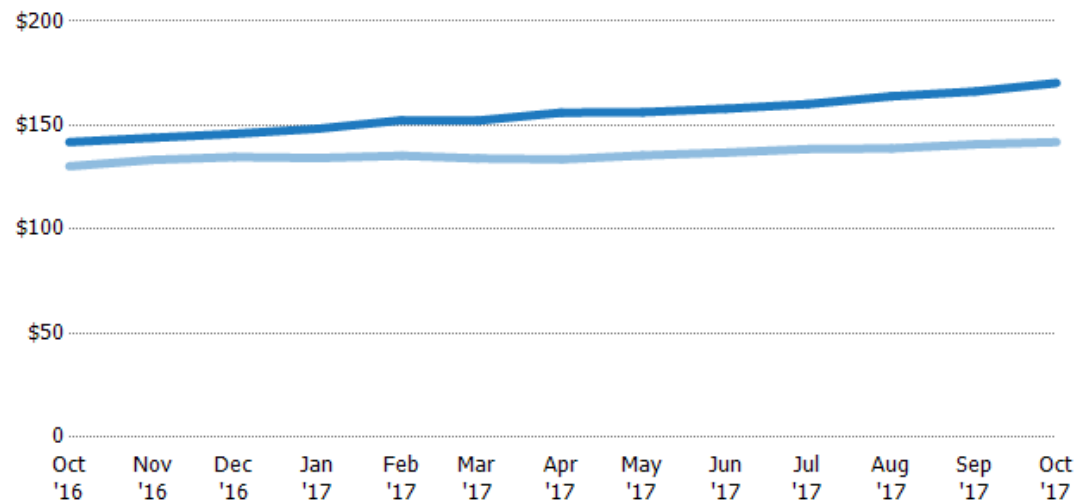
Average Listing Price per Sq Ft

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.
Oct '17	\$170	20%
Oct '16	\$142	8.9%
Oct '15	\$130	-6.1%



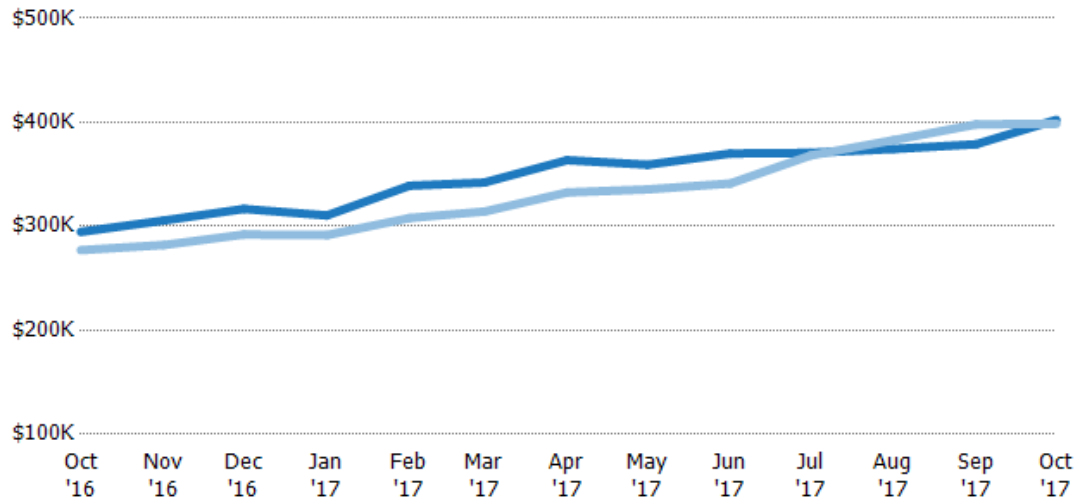
Current Year	\$142	\$144	\$146	\$148	\$152	\$152	\$156	\$156	\$158	\$160	\$164	\$166	\$170
Prior Year	\$130	\$133	\$135	\$134	\$135	\$134	\$134	\$136	\$137	\$139	\$139	\$141	\$142
Percent Change from Prior Year	9%	8%	8%	10%	13%	14%	17%	15%	15%	16%	18%	18%	20%

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

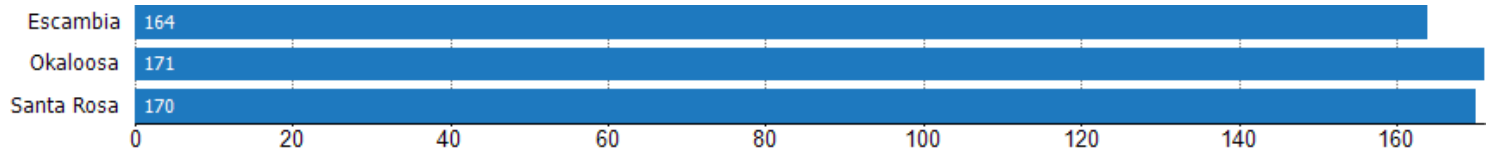


Avg Est Value	\$295K	\$306K	\$317K	\$310K	\$339K	\$342K	\$364K	\$359K	\$370K	\$371K	\$374K	\$379K	\$402K
Avg Listing Price	\$277K	\$282K	\$292K	\$291K	\$308K	\$314K	\$333K	\$335K	\$341K	\$368K	\$383K	\$398K	\$399K
Avg Listing Price as a % of Avg Est Value	94%	92%	92%	94%	91%	92%	91%	93%	92%	99%	102%	105%	99%

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



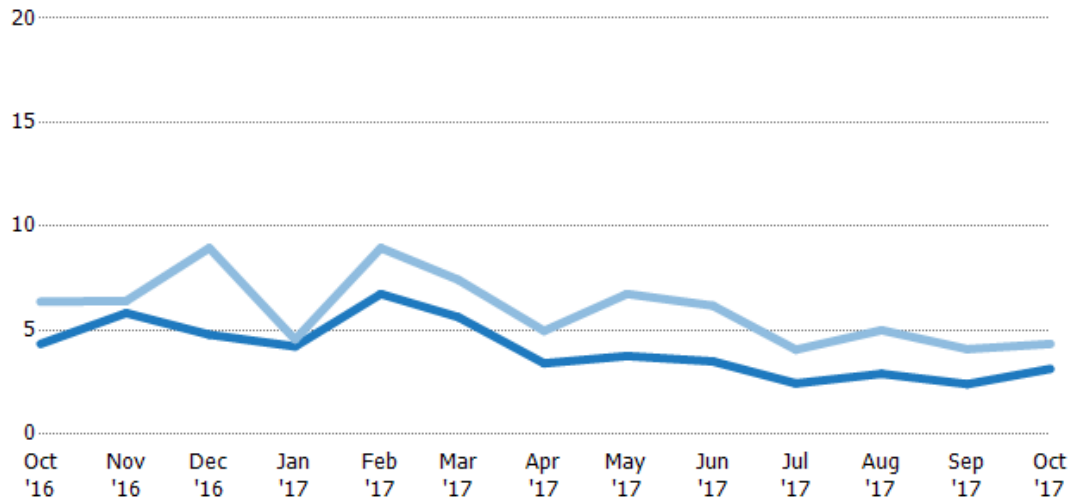
Months of Inventory

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.
Oct '17	3.14	-27.6%
Oct '16	4.34	-31.8%
Oct '15	6.37	61.5%



Current Year	4.34	5.82	4.79	4.22	6.74	5.63	3.41	3.76	3.5	2.44	2.91	2.41	3.14
Prior Year	6.37	6.41	8.96	4.55	8.96	7.43	4.97	6.74	6.18	4.07	5	4.09	4.34
Percent Change from Prior Year	-32%	-9%	-47%	-7%	-25%	-24%	-31%	-44%	-43%	-40%	-42%	-41%	-28%

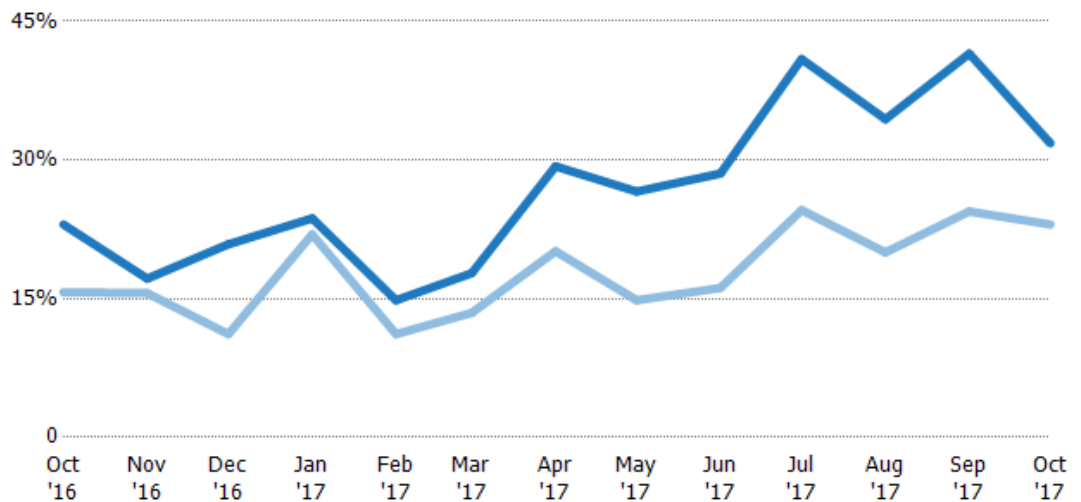
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Oct '17	32%	-8.8%
Oct '16	23%	-7.3%
Oct '15	16%	-38.1%

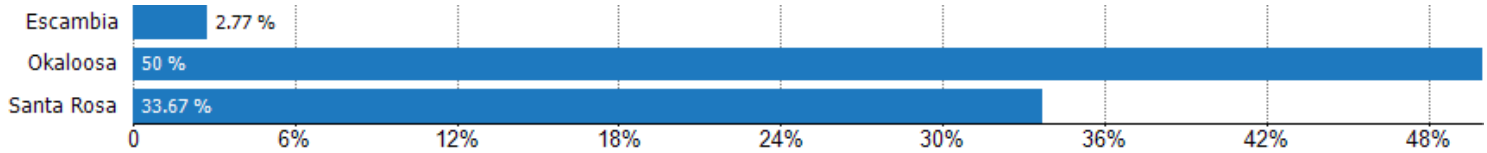


Current Year	23%	17%	21%	24%	15%	18%	29%	27%	29%	41%	34%	42%	32%
Prior Year	16%	16%	11%	22%	11%	13%	20%	15%	16%	25%	20%	24%	23%
Change from Prior Year	-7%	-2%	-10%	-2%	-4%	-4%	-9%	-12%	-12%	-16%	-14%	-17%	-9%

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



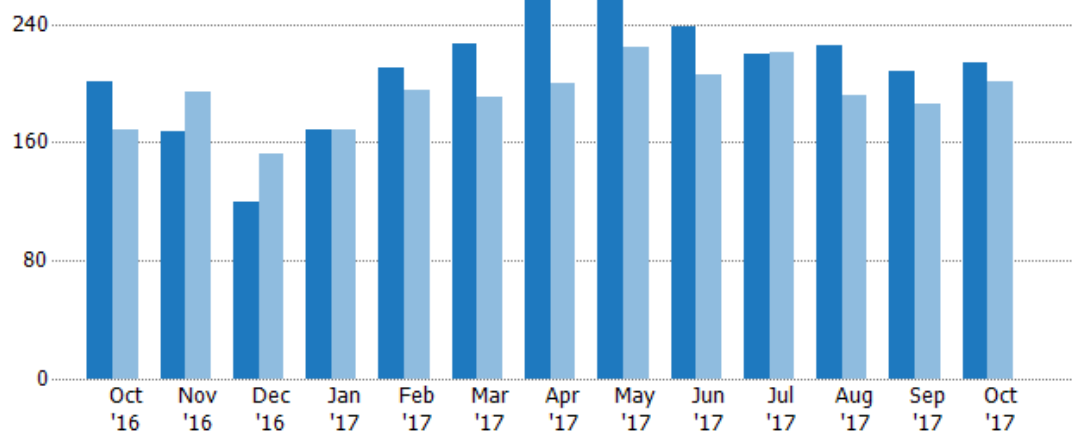
Pending Sales

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.
Oct '17	214	6.5%
Oct '16	201	19.6%
Oct '15	168	-29.2%



Current Year	201	167	120	169	210	227	258	260	238	220	226	208	214
Prior Year	168	194	152	168	195	191	200	224	206	221	192	186	201
Percent Change from Prior Year	20%	-14%	-21%	1%	8%	19%	29%	16%	16%	0%	18%	12%	6%

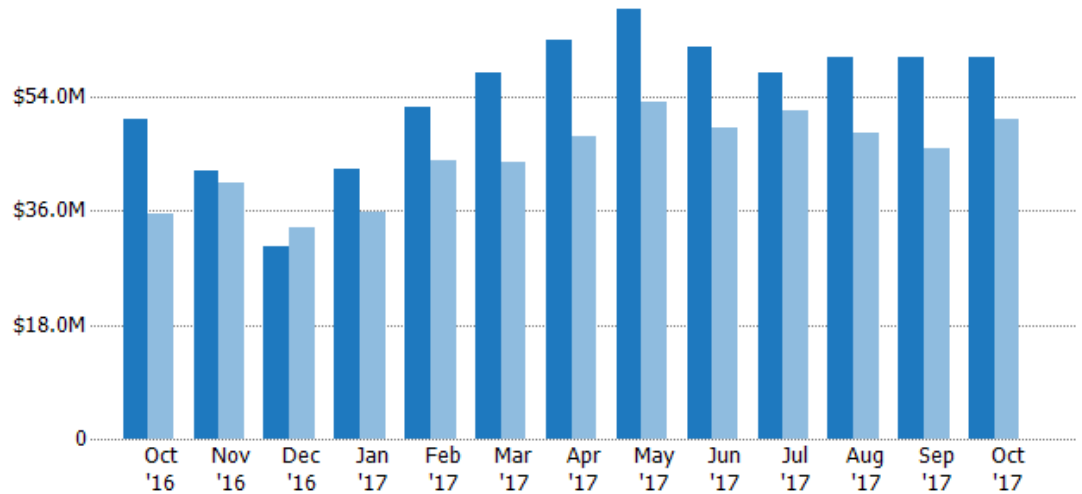
Pending Sales Volume

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.
Oct '17	\$60.4M	19.3%
Oct '16	\$50.6M	42.5%
Oct '15	\$35.5M	-27.3%



Current Year	\$50.6M	\$42.3M	\$30.2M	\$42.5M	\$52.4M	\$57.7M	\$63M	\$67.9M	\$62M	\$57.7M	\$60.2M	\$60.2M	\$60.4M
Prior Year	\$35.5M	\$40.5M	\$33.3M	\$35.8M	\$43.9M	\$43.7M	\$47.7M	\$53.1M	\$49.1M	\$51.9M	\$48.2M	\$45.7M	\$50.6M
Percent Change from Prior Year	43%	4%	-9%	19%	19%	32%	32%	28%	26%	11%	25%	32%	19%

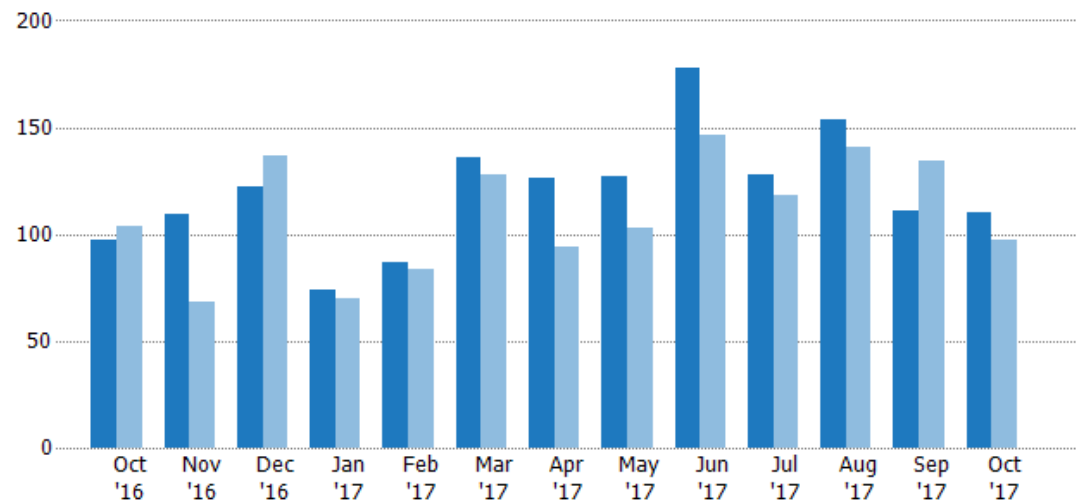
Closed Sales

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.
Oct '17	110	13.4%
Oct '16	97	-6.7%
Oct '15	104	-1%



Current Year	97	109	122	74	87	136	126	127	178	128	154	111	110
Prior Year	104	68	137	70	84	128	94	103	146	118	141	134	97
Percent Change from Prior Year	-7%	60%	-11%	6%	4%	6%	34%	23%	22%	8%	9%	-17%	13%

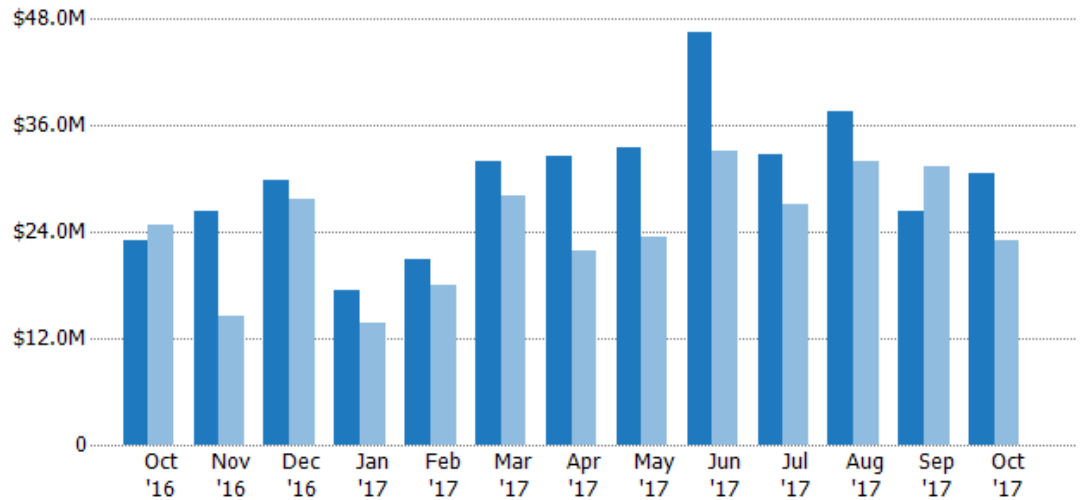
Closed Sales Volume

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.
Oct '17	\$30.5M	32.3%
Oct '16	\$23.1M	-7.1%
Oct '15	\$24.9M	-11.1%



Current Year

Prior Year

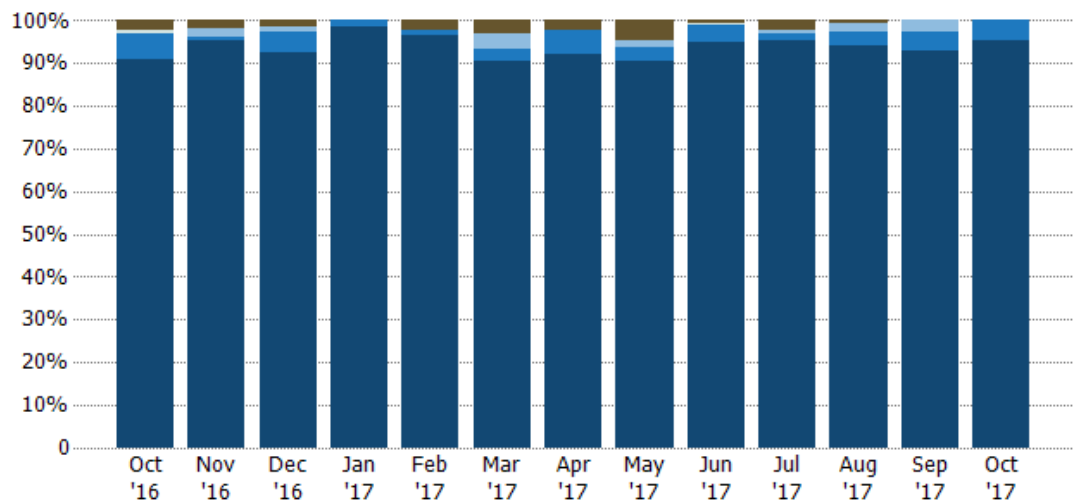
Percent Change from Prior Year

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

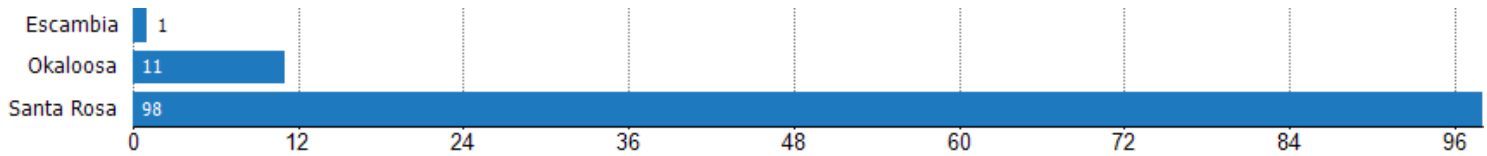
Condo/Townhouse

Single Family Residence

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

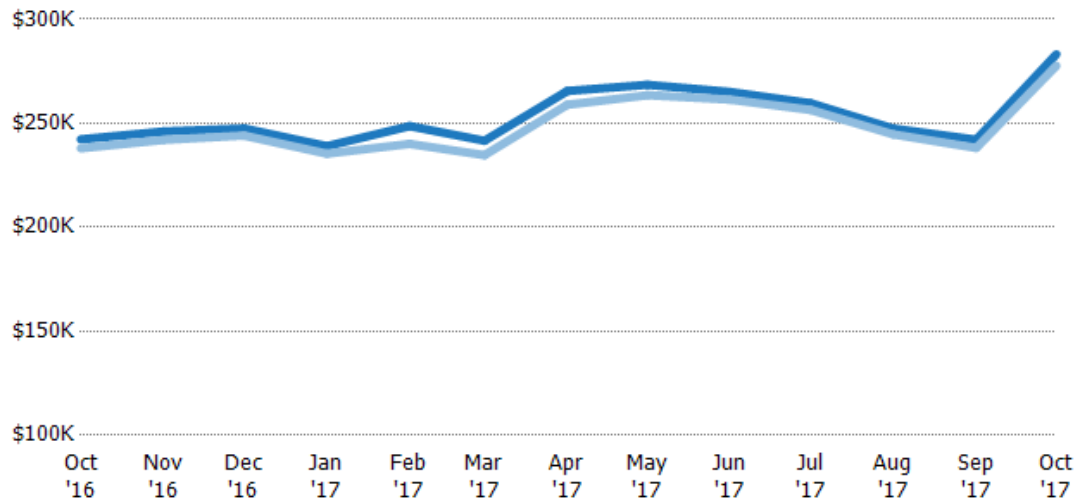


Average Sales Price vs Average Listing Price

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



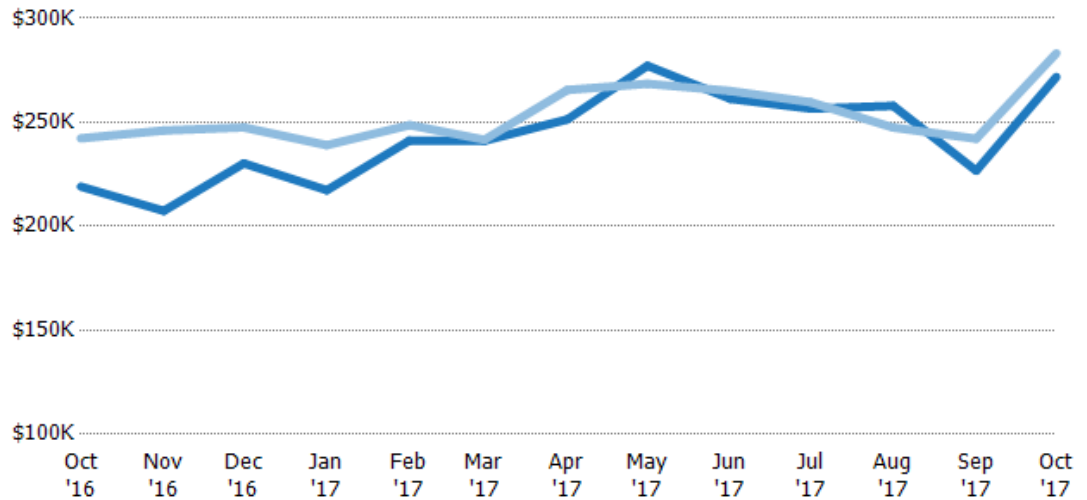
	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17
Avg List Price	\$242K	\$246K	\$248K	\$239K	\$249K	\$242K	\$266K	\$269K	\$265K	\$260K	\$247K	\$242K	\$283K
Avg Sales Price	\$238K	\$242K	\$244K	\$235K	\$240K	\$235K	\$259K	\$264K	\$261K	\$256K	\$245K	\$238K	\$278K
Avg Sales Price as a % of Avg List Price	98%	98%	99%	99%	97%	97%	98%	98%	99%	99%	99%	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	\$219K	\$207K	\$230K	\$217K	\$241K	\$241K	\$251K	\$277K	\$261K	\$257K	\$258K	\$227K	\$272K
Avg Sales Price	\$242K	\$246K	\$248K	\$239K	\$249K	\$242K	\$266K	\$269K	\$265K	\$260K	\$247K	\$242K	\$283K
Avg Sales Price as a % of Avg Est Value	111%	119%	108%	110%	103%	100%	106%	97%	101%	101%	96%	107%	104%

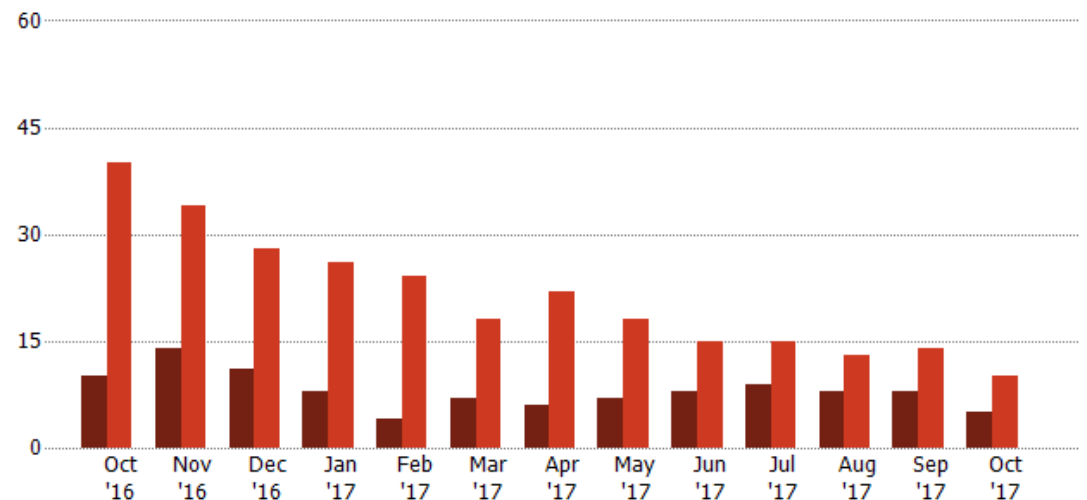
Distressed Listings

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

Month/ Year	Count	% Chg.
Oct '17	5	-50%
Oct '16	10	-75%
Oct '15	40	32.5%

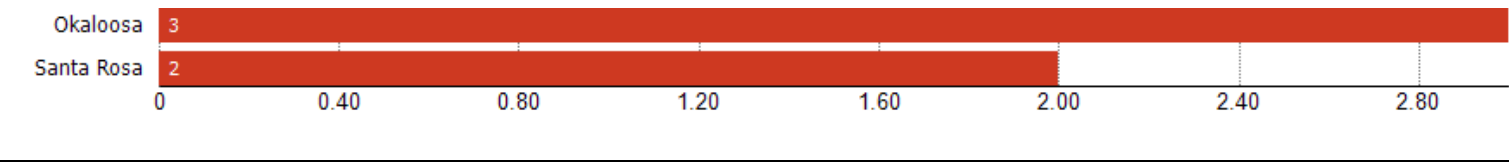


Current Year	10	14	11	8	4	7	6	7	8	9	8	8	5
Prior Year	40	34	28	26	24	18	22	18	15	15	13	14	10
Percent Change from Prior Year	-75%	-59%	-61%	-69%	-83%	-61%	-73%	-61%	-47%	-40%	-38%	-43%	-50%

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: 11/07/2017

Scheduled: Yes

Report Date Range: From 10/2016 To: 10/2017

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 10/2017 data

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