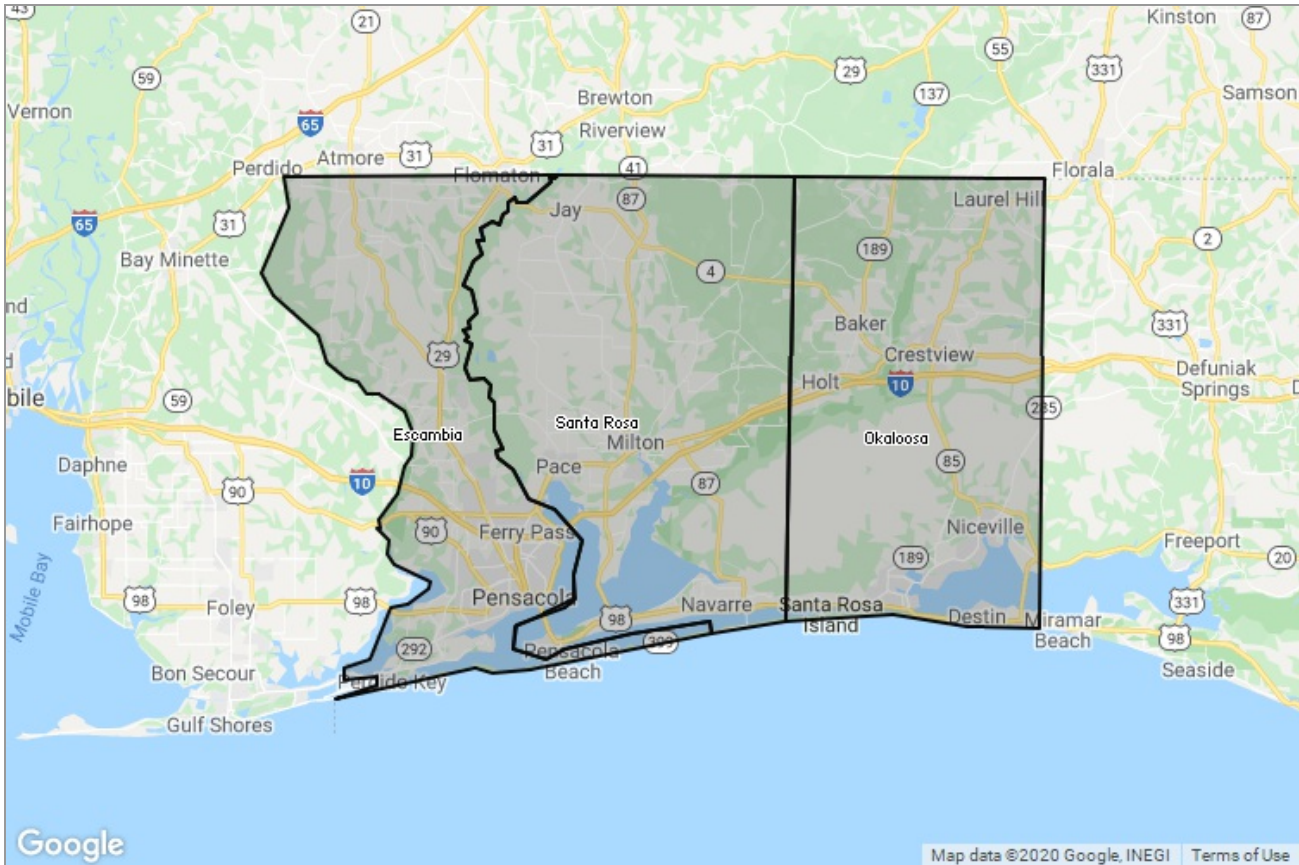# Monthly Market Data Report

Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
8/2019 – 8/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 09/06/2020

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 '20	95	-8.7%
Aug '19	104	-40.9%
Aug '18	176	-19.9%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	104	100	88	84	72	104	99	100	64	106	138	116	95
Prior Year	176	104	120	95	78	114	117	119	174	123	119	126	104
Percent Change from Prior Year	-41%	-4%	-27%	-12%	-8%	-9%	-15%	-16%	-63%	-14%	16%	-8%	-9%

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 '20	$34.9M	4.1%
Aug '19	$33.6M	-31.2%
Aug '18	$48.8M	-23.5%

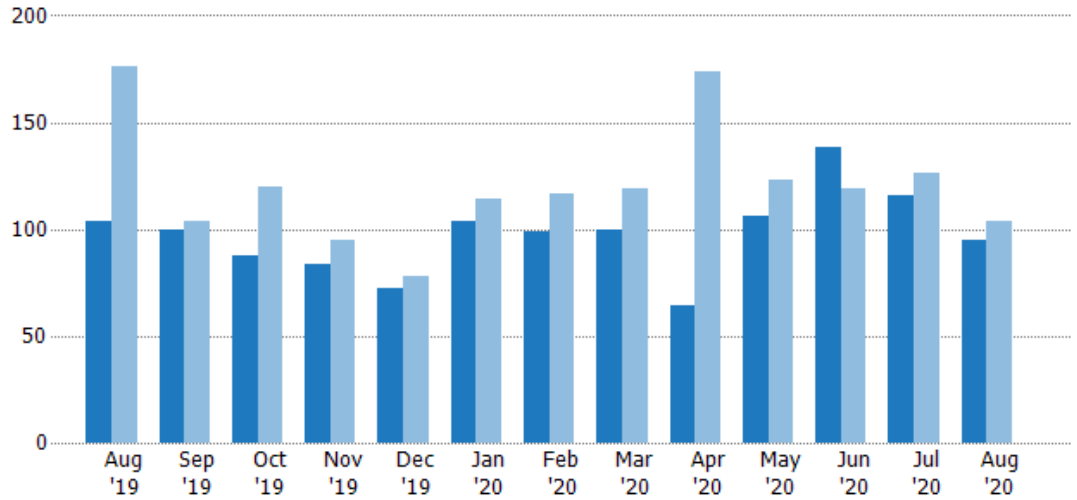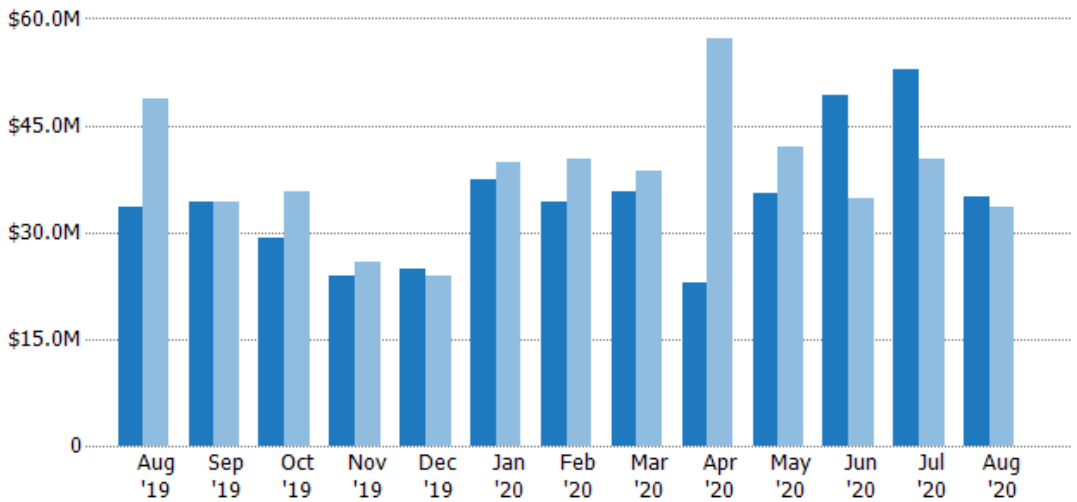|	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	$33.6M	$34.3M	$29.2M	$23.8M	$24.7M	$37.4M	$34.2M	$35.6M	$22.9M	$35.5M	$49.3M	$52.8M	$34.9M
Prior Year	$48.8M	$34.3M	$35.8M	$25.9M	$24M	$39.7M	$40.4M	$38.6M	$57.3M	$41.9M	$34.9M	$40.2M	$33.6M
Percent Change from Prior Year	-31%	0%	-18%	-8%	3%	-6%	-15%	-8%	-60%	-15%	41%	31%	4%

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
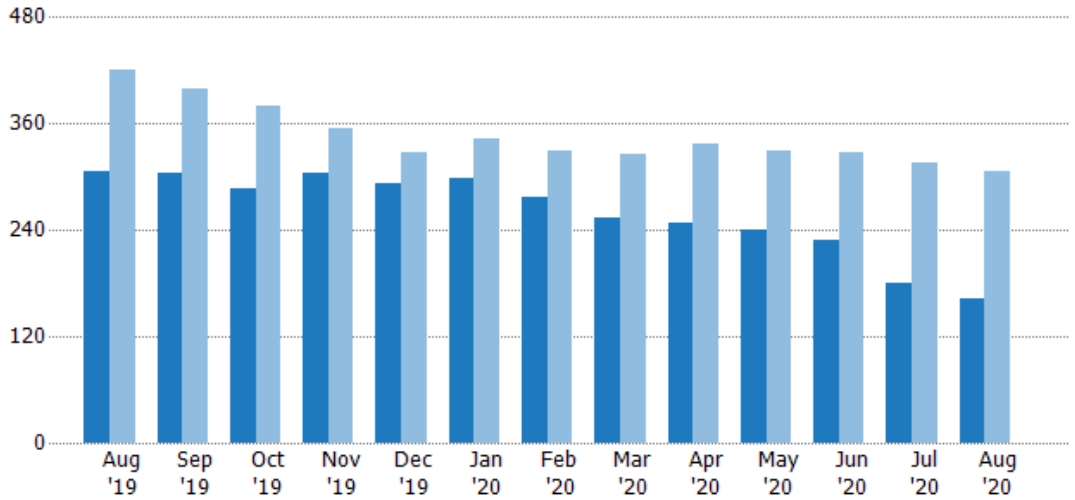
Month/Year	Count	% Chg.
Aug '20	162	-47.1%
Aug '19	306	-27.3%
Aug '18	421	-17.1%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	306	305	286	304	292	298	277	254	247	241	229	180	162
Prior Year	421	399	379	355	328	343	330	326	337	330	328	315	306
Percent Change from Prior Year	-27%	-24%	-25%	-14%	-11%	-13%	-16%	-22%	-27%	-27%	-30%	-43%	-47%

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
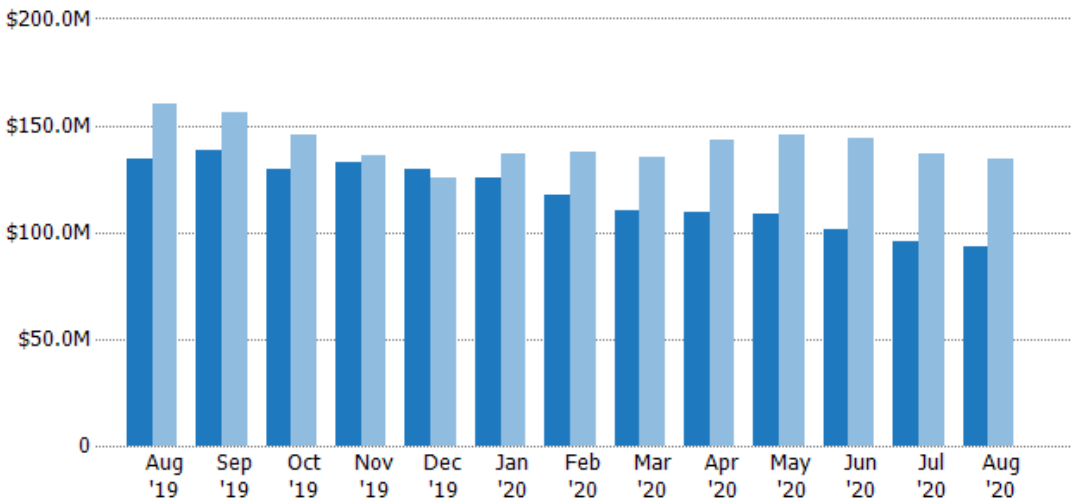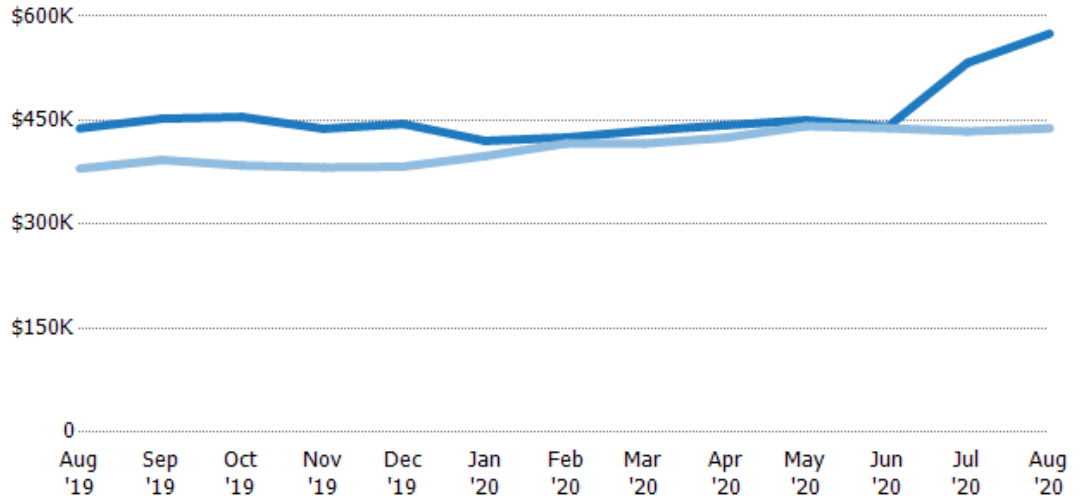
Month/Year	Volume	% Chg.
Aug '20	$93.1M	-30.6%
Aug '19	$134M	-16%
Aug '18	$160M	-17.1%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	$134M	$138M	$130M	$133M	$130M	$125M	$118M	$110M	$109M	$108M	$101M	$95.9M	$93.1M
Prior Year	$160M	$156M	$145M	$136M	$126M	$137M	$138M	$135M	$143M	$146M	$144M	$137M	$134M
Percent Change from Prior Year	-16%	-12%	-11%	-2%	3%	-8%	-14%	-18%	-23%	-26%	-30%	-30%	-31%

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 '20	$575K	31.1%
Aug '19	$438K	15.3%
Aug '18	$380K	-0.2%

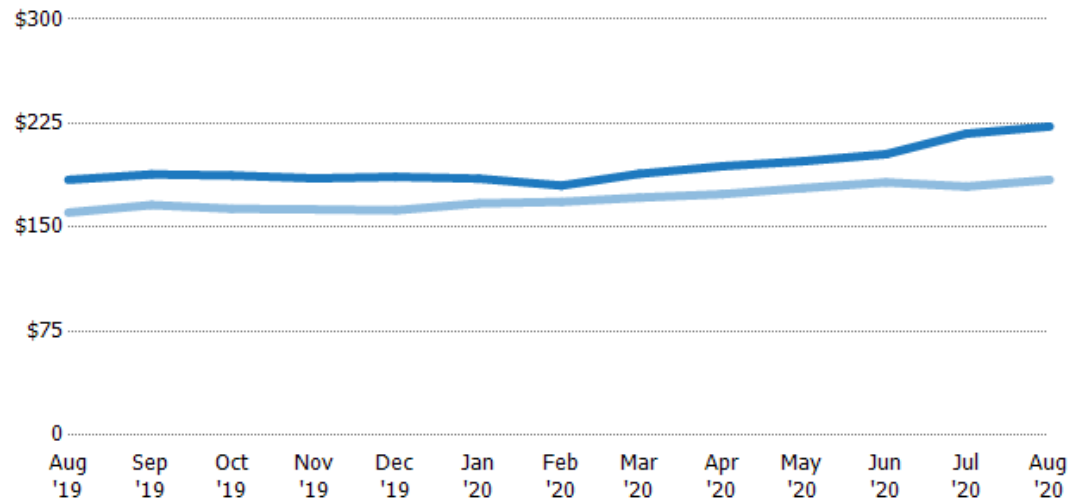|	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	$438K	$452K	$455K	$438K	$445K	$420K	$425K	$435K	$443K	$450K	$441K	$533K	$575K
Prior Year	$380K	$393K	$385K	$382K	$383K	$398K	$417K	$416K	$425K	$441K	$439K	$434K	$438K
Percent Change from Prior Year	15%	15%	18%	15%	16%	6%	2%	4%	4%	2%	1%	23%	31%

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 '20	$223	20.9%
Aug '19	$184	14.7%
Aug '18	$161	3.1%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	$184	$188	$187	$185	$186	$185	$180	$189	$194	$198	$203	$218	$223
Prior Year	$161	$166	$163	$163	$162	$167	$168	$171	$174	$178	$182	$179	$184
Percent Change from Prior Year	15%	13%	15%	14%	15%	11%	7%	10%	12%	11%	11%	21%	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
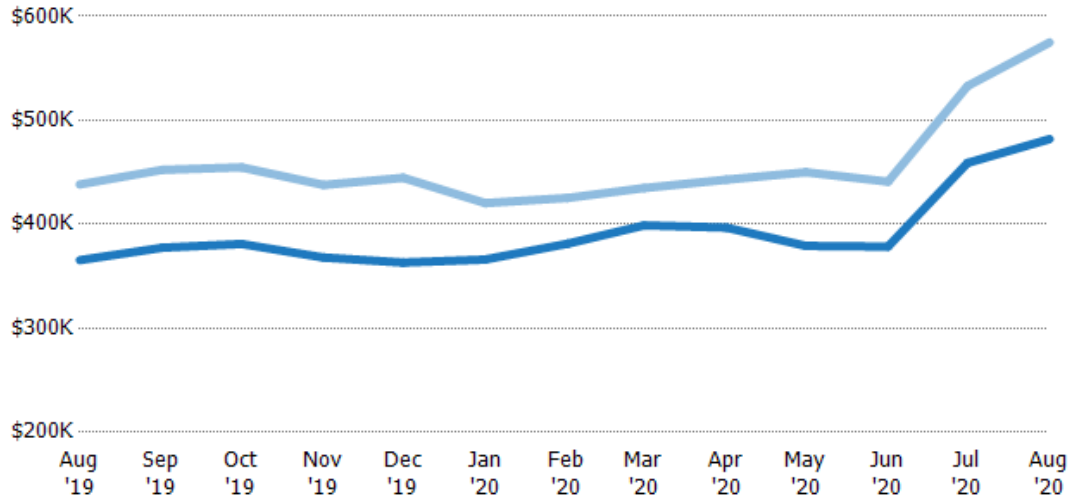
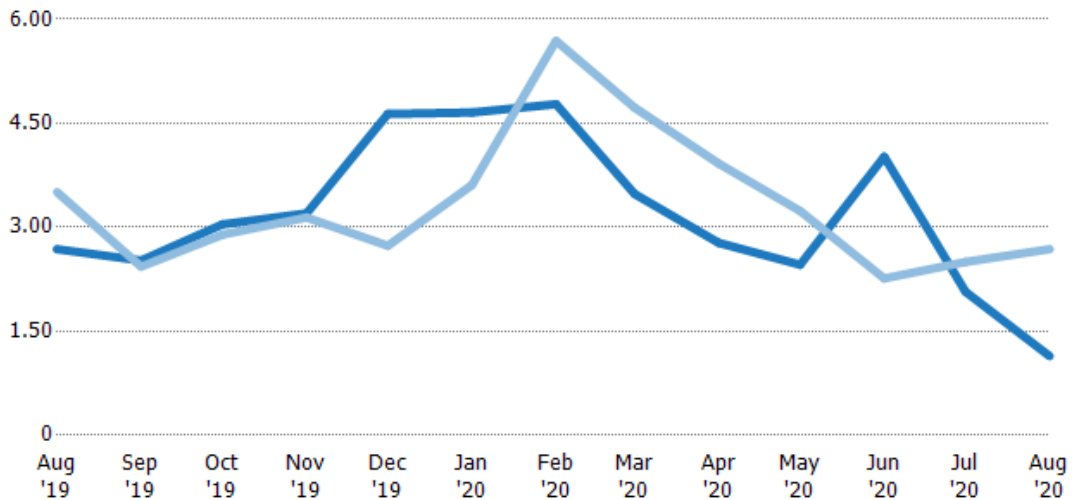|	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	$366K	$377K	$381K	$368K	$363K	$366K	$381K	$399K	$397K	$379K	$379K	$459K	$482K
Avg Listing Price	$438K	$452K	$455K	$438K	$445K	$420K	$425K	$435K	$443K	$450K	$441K	$533K	$575K
Avg Listing Price as a % of Avg Est Value	120%	120%	119%	119%	122%	115%	112%	109%	112%	119%	116%	116%	119%

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 '20	1.14	-57.5%
Aug '19	2.68	-23.5%
Aug '18	3.51	-15.7%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	2.68	2.52	3.04	3.2	4.63	4.66	4.78	3.48	2.78	2.46	4.02	2.07	1.14
Prior Year	3.51	2.43	2.89	3.14	2.73	3.61	5.69	4.72	3.92	3.24	2.26	2.5	2.68
Percent Change from Prior Year	-23%	4%	5%	2%	70%	29%	-16%	-26%	-29%	-24%	78%	-17%	-57%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

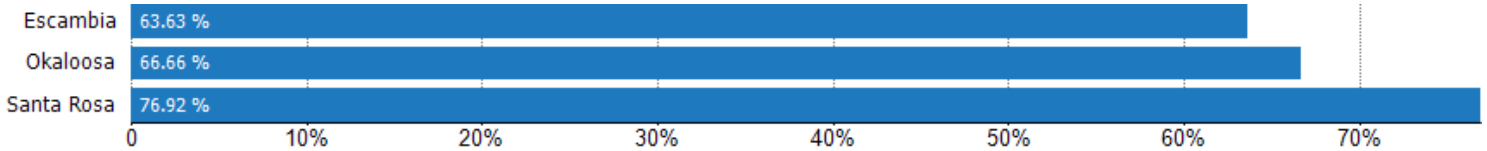County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida
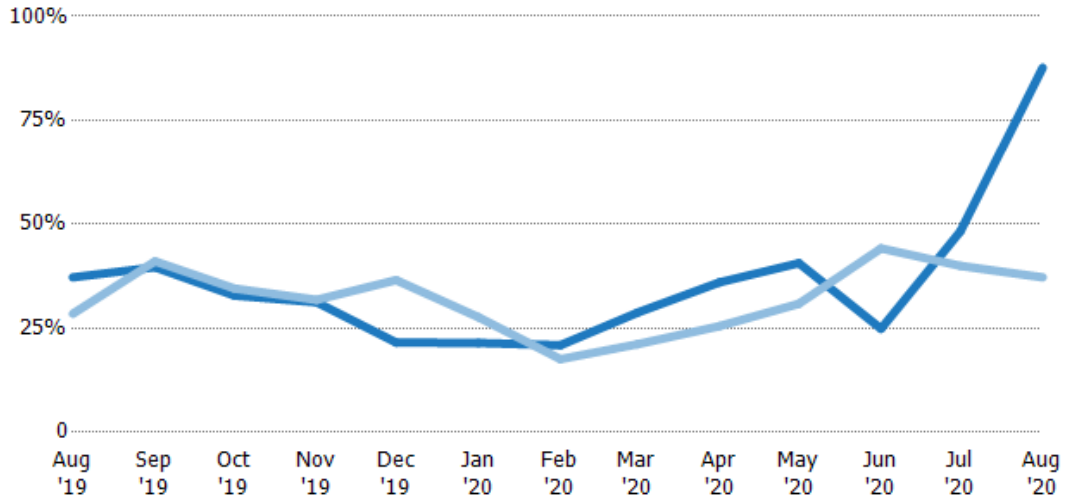
Month/ Year	Rate	Chg.
Aug '20	88%	-50.4%
Aug '19	37%	-8.8%
Aug '18	29%	18.6%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	37%	40%	33%	31%	22%	21%	21%	29%	36%	41%	25%	48%	88%
Prior Year	29%	41%	35%	32%	37%	28%	18%	21%	26%	31%	44%	40%	37%
Change from Prior Year	-9%	1%	2%	1%	15%	6%	-3%	-8%	-11%	-10%	19%	-8%	-50%

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
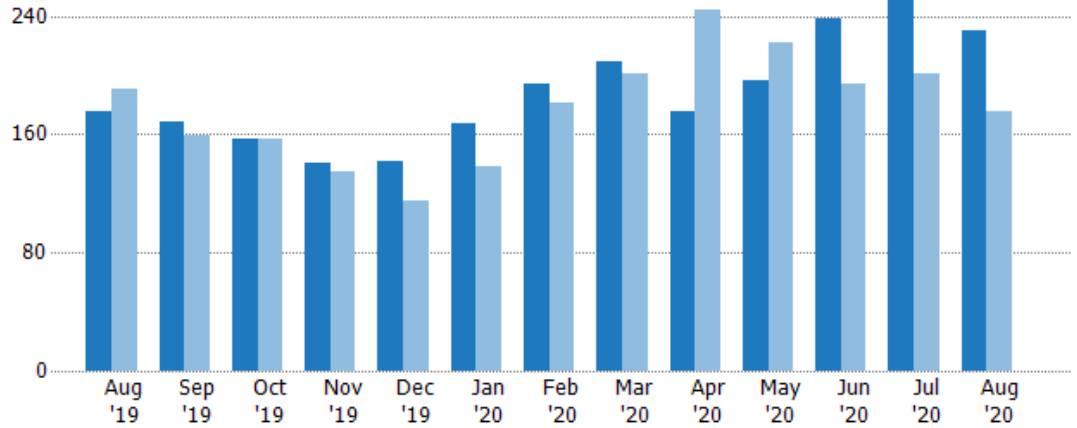
County	Rate
Escambia	63.63 %
Okaloosa	66.66 %
Santa Rosa	76.92 %

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 '20	230	30.7%
Aug '19	176	-7.9%
Aug '18	191	8.9%

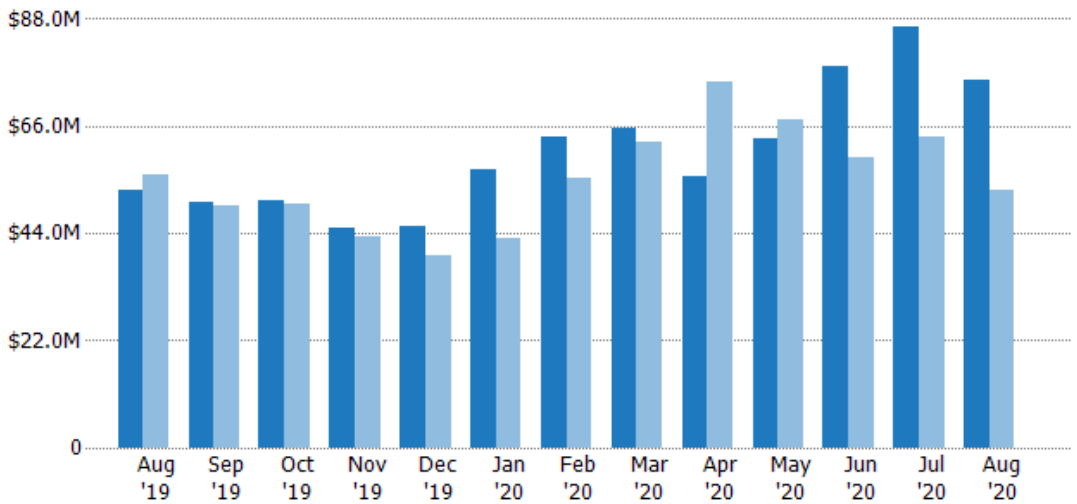|	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	176	169	157	141	142	167	194	209	175	196	238	253	230
Prior Year	191	159	157	135	115	138	181	201	244	222	194	201	176
Percent Change from Prior Year	-8%	6%	0%	4%	23%	21%	7%	4%	-28%	-12%	23%	26%	31%

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 '20	$75.4M	43.1%
Aug '19	$52.7M	-6.2%
Aug '18	$56.2M	-1.8%

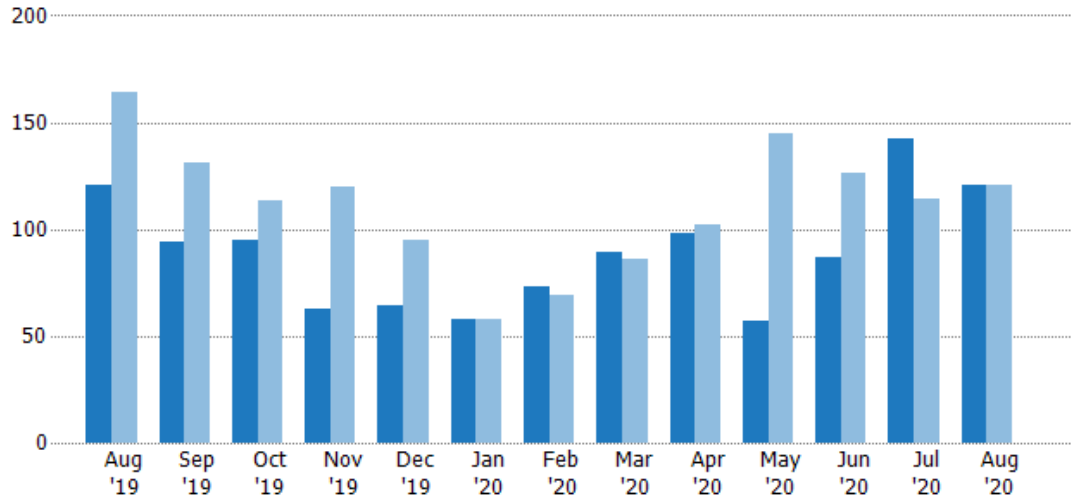|	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	$52.7M	$50.6M	$50.7M	$45.1M	$45.6M	$57M	$63.9M	$65.6M	$55.6M	$63.3M	$78.4M	$86.5M	$75.4M
Prior Year	$56.2M	$49.8M	$50.2M	$43.3M	$39.5M	$43.1M	$55.4M	$62.6M	$74.9M	$67.4M	$59.4M	$63.6M	$52.7M
Percent Change from Prior Year	-6%	1%	1%	4%	15%	32%	15%	5%	-26%	-6%	32%	36%	43%

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 '20	121	0%
Aug '19	121	-26.2%
Aug '18	164	-17.7%

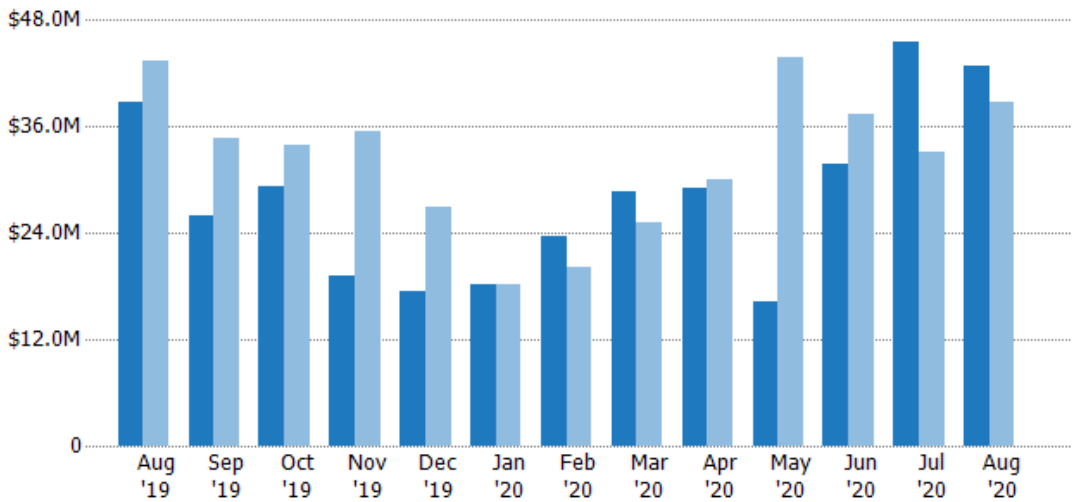|	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	121	94	95	63	64	58	73	89	98	57	87	142	121
Prior Year	164	131	113	120	95	58	69	86	102	145	126	114	121
Percent Change from Prior Year	-26%	-28%	-16%	-48%	-33%	0%	6%	3%	-4%	-61%	-31%	25%	0%

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 '20	$42.8M	10.3%
Aug '19	$38.8M	-10.7%
Aug '18	$43.4M	-22.4%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	$38.8M	$25.9M	$29.3M	$19.2M	$17.3M	$18.2M	$23.5M	$28.7M	$29.1M	$16.3M	$31.8M	$45.5M	$42.8M
Prior Year	$43.4M	$34.6M	$33.9M	$35.4M	$26.8M	$18.3M	$20.1M	$25.2M	$29.9M	$43.9M	$37.4M	$33.1M	$38.8M
Percent Change from Prior Year	-11%	-25%	-14%	-46%	-35%	-1%	17%	14%	-3%	-63%	-15%	38%	10%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

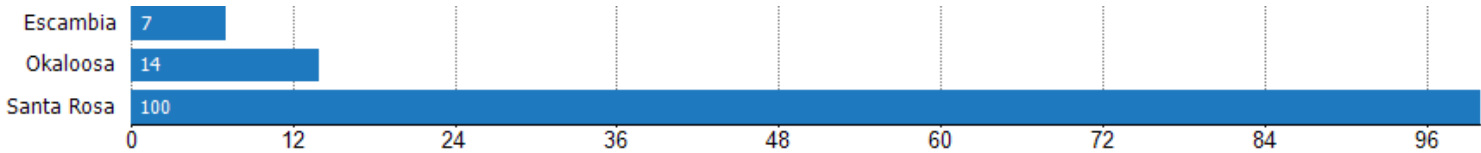County: Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida
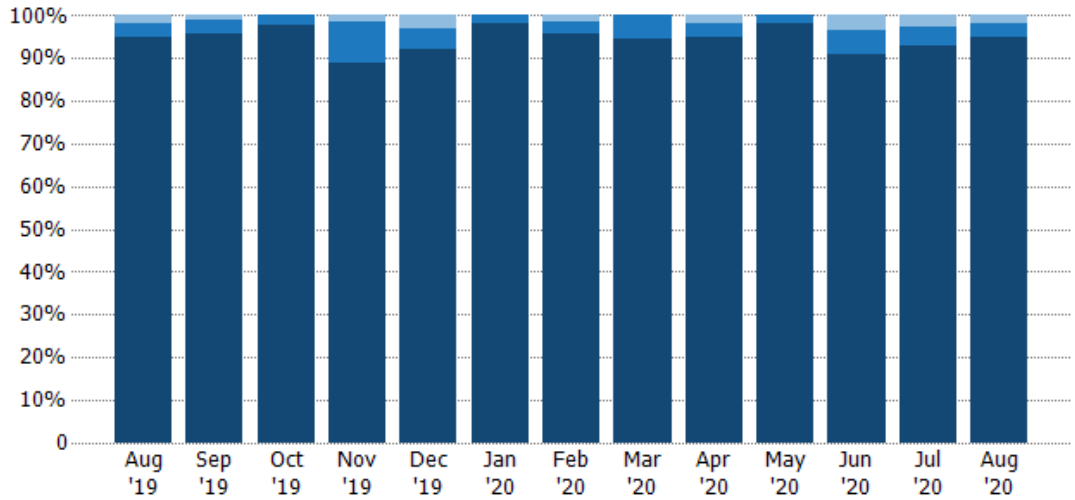
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Mobile/Manufactured	2%	1%	-	2%	3%	-	1%	-	2%	-	3%	3%	2%
Condo/Townhouse	3%	3%	2%	10%	5%	2%	3%	6%	3%	2%	6%	4%	3%
Single Family Residence	95%	96%	98%	89%	92%	98%	96%	94%	95%	98%	91%	93%	95%

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
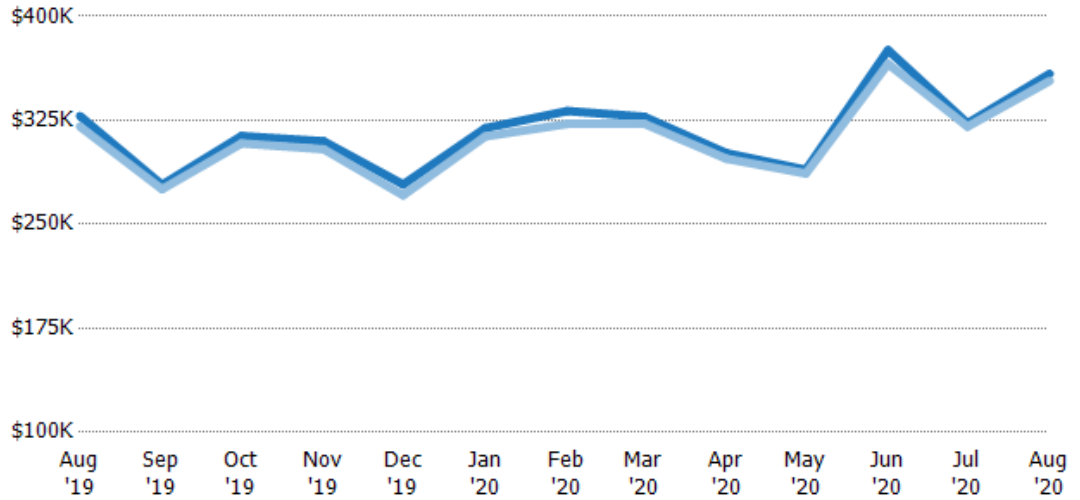

Escambia	7
Okaloosa	14
Santa Rosa	100

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
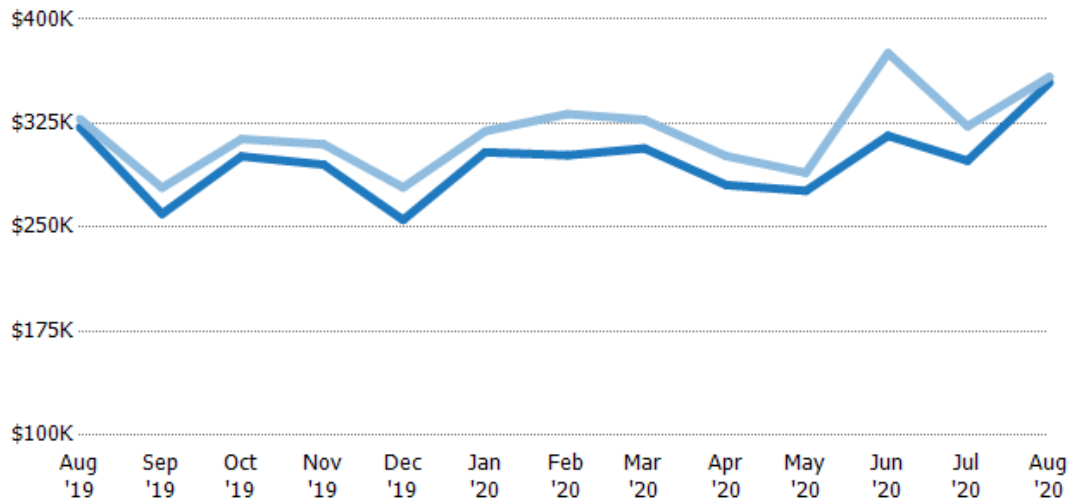

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg List Price	$328K	$278K	$314K	$310K	$279K	$319K	$332K	$328K	$301K	$289K	$376K	$323K	$359K
Avg Sales Price	$321K	$275K	$308K	$304K	$271K	$313K	$322K	$323K	$297K	$287K	$366K	$320K	$353K
Avg Sales Price as a % of Avg List Price	98%	99%	98%	98%	97%	98%	97%	98%	99%	99%	97%	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

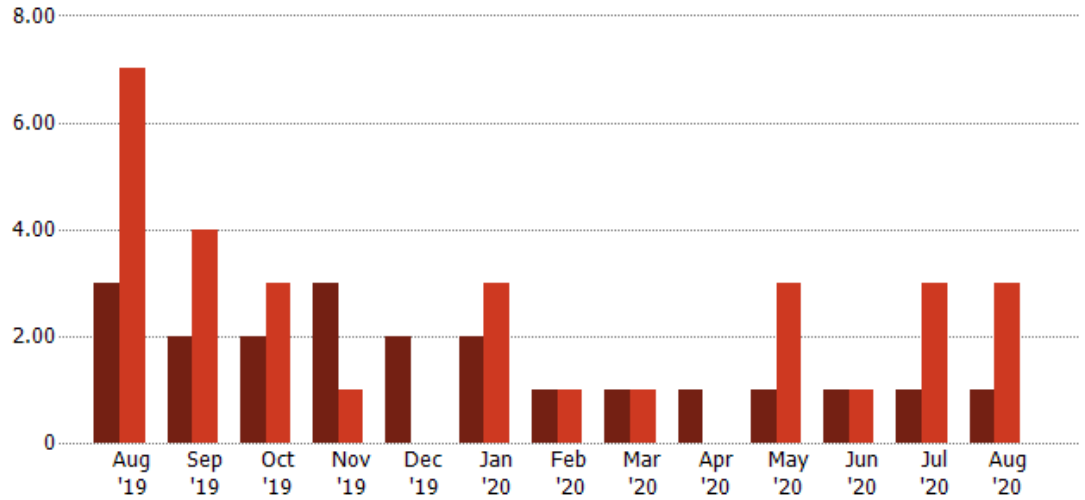**County:** Escambia County, Florida, Okaloosa County, Florida, Santa Rosa County, Florida

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	$322K	$260K	$301K	$295K	$255K	$304K	$302K	$307K	$280K	$276K	$316K	$298K	$354K
Avg Sales Price	$328K	$278K	$314K	$310K	$279K	$319K	$332K	$328K	$301K	$289K	$376K	$323K	$359K
Avg Sales Price as a % of Avg Est Value	102%	107%	104%	105%	109%	105%	110%	107%	107%	105%	119%	108%	101%

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

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	3	2	2	3	2	2	1	1	1	1	1	1	1
Prior Year	7	4	3	1	-	3	1	1	-	3	1	3	3
Percent Change from Prior Year	-57%	-50%	-33%	200%	100%	-33%	0%	0%	100%	-67%	0%	-67%	-67%

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
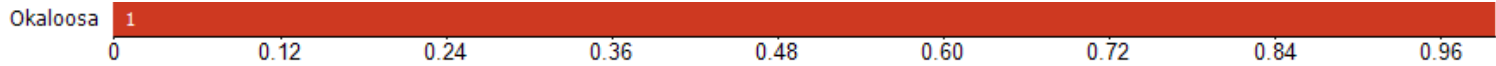
Appendix

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: 09/06/2020

Scheduled: Yes

Report Date Range: From: 8/2019 To: 8/2020

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 8/2020 data

☐ **Listing Activity by ZIP**

☐ **Listing Activity by Metro Area**

☐ **Sales Activity by ZIP**

☐ **Sales Activity by Metro Area**