

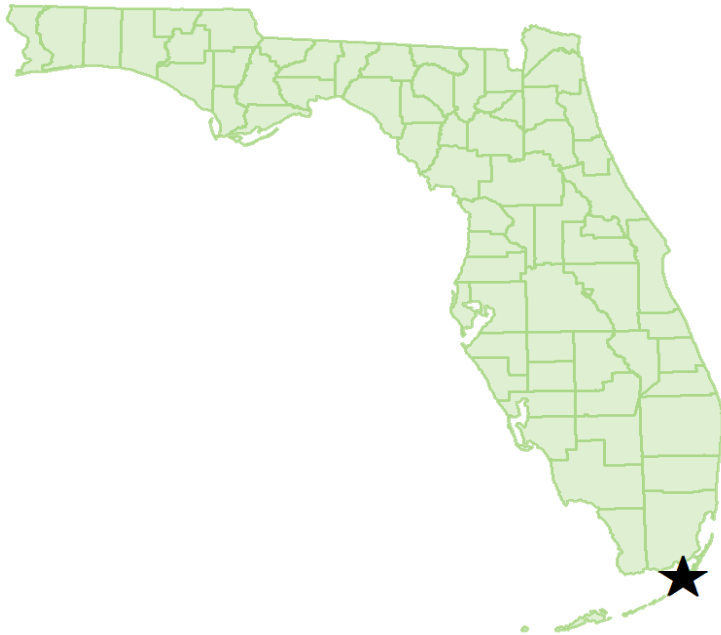
Monthly Market Detail - August 2021

Single-Family Homes

Florida Keys Board of REALTORS®



This report describes member activity for the association and is not confined to any specific geographic area.



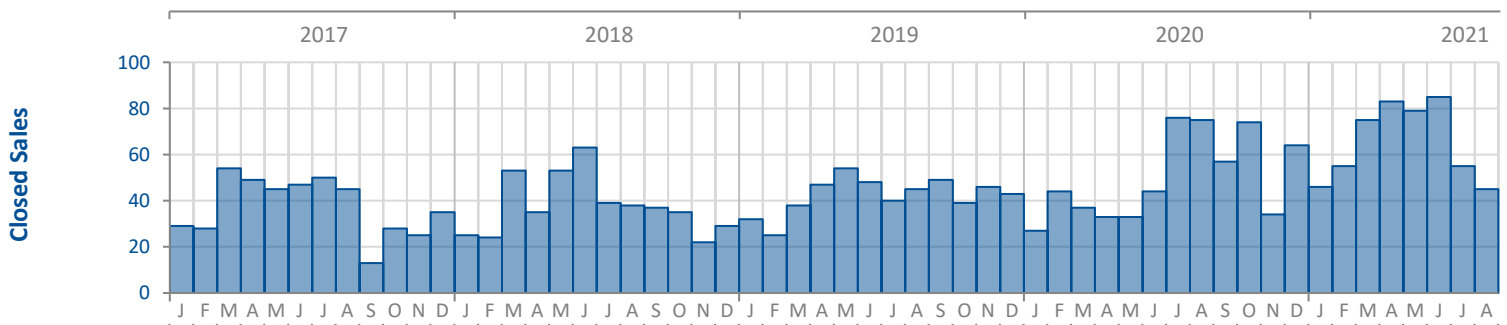
Summary Statistics	August 2021	August 2020	Percent Change Year-over-Year
Closed Sales	45	75	-40.0%
Paid in Cash	15	23	-34.8%
Median Sale Price	\$785,000	\$700,000	12.1%
Average Sale Price	\$1,176,033	\$1,135,437	3.6%
Dollar Volume	\$52.9 Million	\$85.2 Million	-37.9%
Median Percent of Original List Price Received	98.5%	93.5%	5.3%
Median Time to Contract	26 Days	158 Days	-83.5%
Median Time to Sale	70 Days	191 Days	-63.4%
New Pending Sales	63	70	-10.0%
New Listings	53	66	-19.7%
Pending Inventory	81	100	-19.0%
Inventory (Active Listings)	145	270	-46.3%
Months Supply of Inventory	2.3	5.9	-61.0%

Closed Sales

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	523	41.7%
August 2021	45	-40.0%
July 2021	55	-27.6%
June 2021	85	93.2%
May 2021	79	139.4%
April 2021	83	151.5%
March 2021	75	102.7%
February 2021	55	25.0%
January 2021	46	70.4%
December 2020	64	48.8%
November 2020	34	-26.1%
October 2020	74	89.7%
September 2020	57	16.3%
August 2020	75	66.7%



Monthly Market Detail - August 2021

Single-Family Homes

Florida Keys Board of REALTORS®



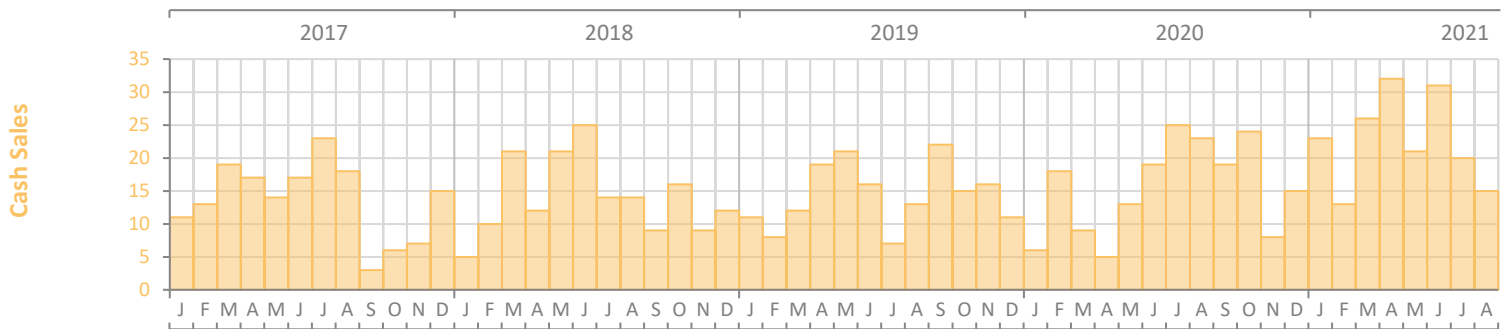
This report describes member activity for the association and is not confined to any specific geographic area.

Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note: Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	181	53.4%
August 2021	15	-34.8%
July 2021	20	-20.0%
June 2021	31	63.2%
May 2021	21	61.5%
April 2021	32	540.0%
March 2021	26	188.9%
February 2021	13	-27.8%
January 2021	23	283.3%
December 2020	15	36.4%
November 2020	8	-50.0%
October 2020	24	60.0%
September 2020	19	-13.6%
August 2020	23	76.9%

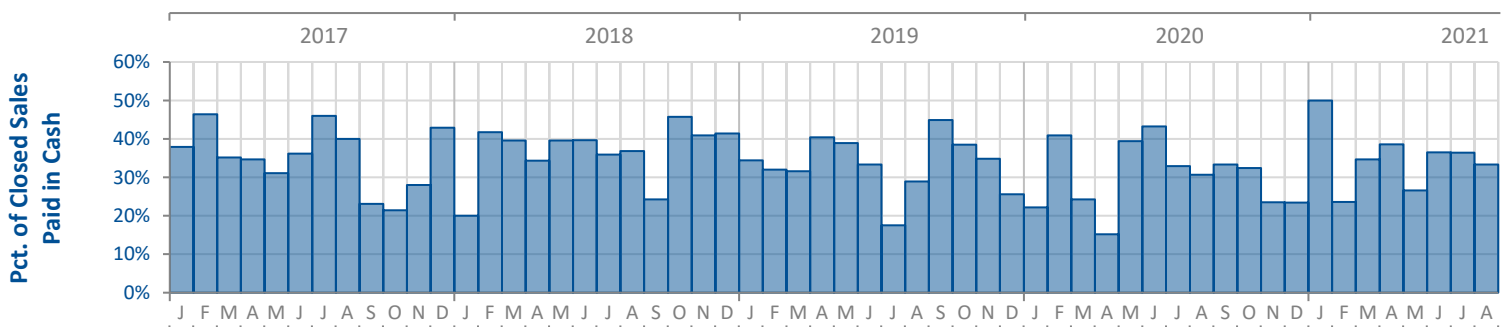


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Economists' note: This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	34.6%	8.1%
August 2021	33.3%	8.5%
July 2021	36.4%	10.6%
June 2021	36.5%	-15.5%
May 2021	26.6%	-32.5%
April 2021	38.6%	153.9%
March 2021	34.7%	42.8%
February 2021	23.6%	-42.3%
January 2021	50.0%	125.2%
December 2020	23.4%	-8.6%
November 2020	23.5%	-32.5%
October 2020	32.4%	-15.8%
September 2020	33.3%	-25.8%
August 2020	30.7%	6.2%



Monthly Market Detail - August 2021

Single-Family Homes

Florida Keys Board of REALTORS®



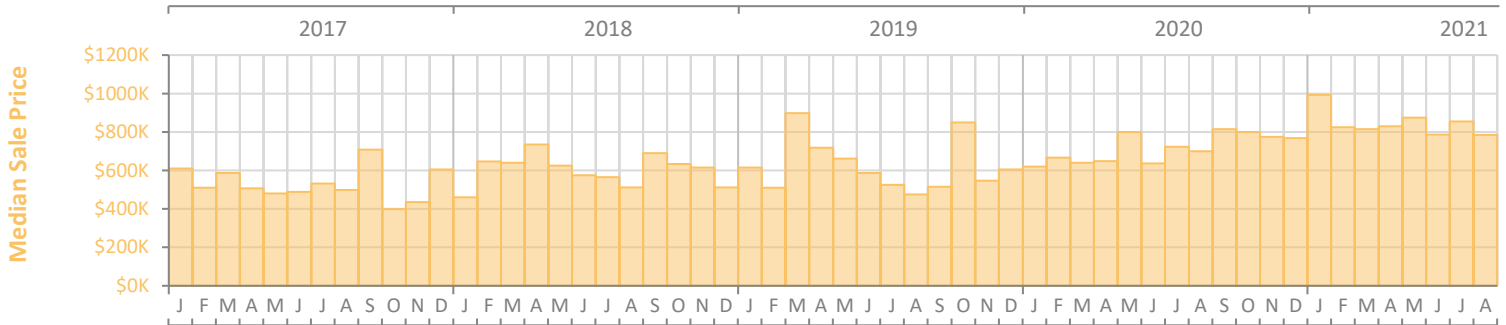
This report describes member activity for the association and is not confined to any specific geographic area.

Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note: Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$845,000	27.1%
August 2021	\$785,000	12.1%
July 2021	\$854,000	18.2%
June 2021	\$787,000	23.7%
May 2021	\$875,000	9.4%
April 2021	\$830,000	27.9%
March 2021	\$815,000	27.3%
February 2021	\$825,000	23.6%
January 2021	\$992,500	60.1%
December 2020	\$768,500	27.0%
November 2020	\$775,000	41.8%
October 2020	\$799,500	-5.9%
September 2020	\$815,000	58.3%
August 2020	\$700,000	47.4%

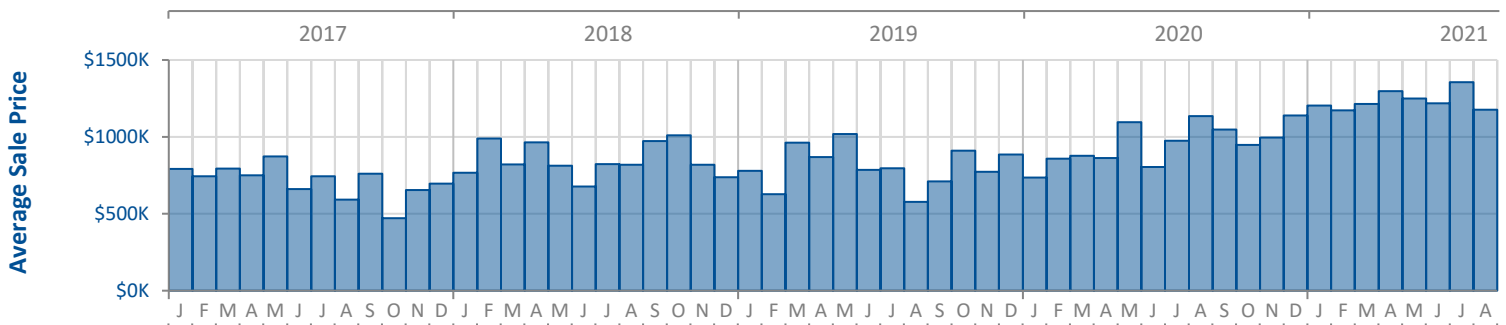


Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Economists' note: Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$1,239,666	30.9%
August 2021	\$1,176,033	3.6%
July 2021	\$1,355,267	39.1%
June 2021	\$1,218,721	51.5%
May 2021	\$1,248,934	13.9%
April 2021	\$1,297,007	50.4%
March 2021	\$1,214,137	38.3%
February 2021	\$1,173,357	36.6%
January 2021	\$1,203,924	63.4%
December 2020	\$1,138,916	28.6%
November 2020	\$996,346	29.0%
October 2020	\$947,767	4.2%
September 2020	\$1,047,647	47.3%
August 2020	\$1,135,437	96.4%



Monthly Market Detail - August 2021

Single-Family Homes

Florida Keys Board of REALTORS®



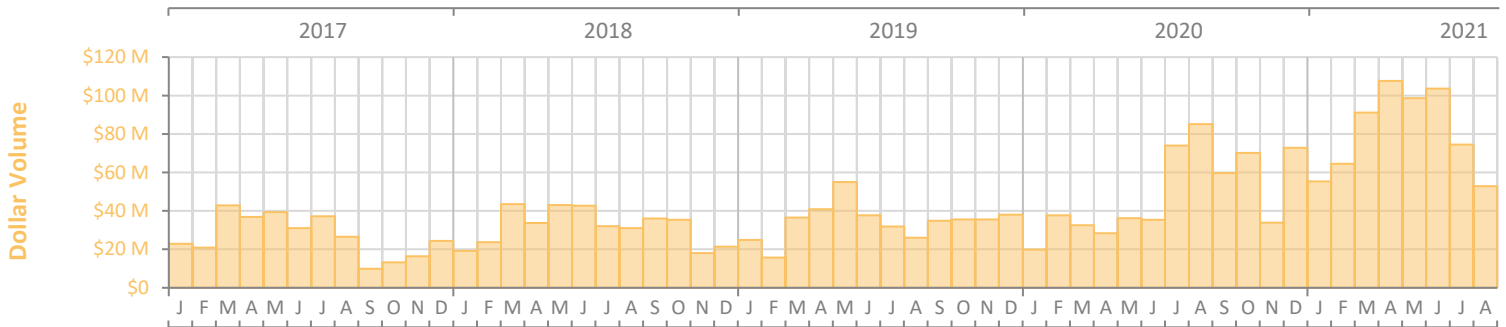
This report describes member activity for the association and is not confined to any specific geographic area.

Dollar Volume

The sum of the sale prices for all sales which closed during the month

Economists' note: Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$648.3 Million	85.6%
August 2021	\$52.9 Million	-37.9%
July 2021	\$74.5 Million	0.6%
June 2021	\$103.6 Million	192.7%
May 2021	\$98.7 Million	172.7%
April 2021	\$107.7 Million	278.2%
March 2021	\$91.1 Million	180.3%
February 2021	\$64.5 Million	70.8%
January 2021	\$55.4 Million	178.5%
December 2020	\$72.9 Million	91.5%
November 2020	\$33.9 Million	-4.6%
October 2020	\$70.1 Million	97.7%
September 2020	\$59.7 Million	71.4%
August 2020	\$85.2 Million	227.4%

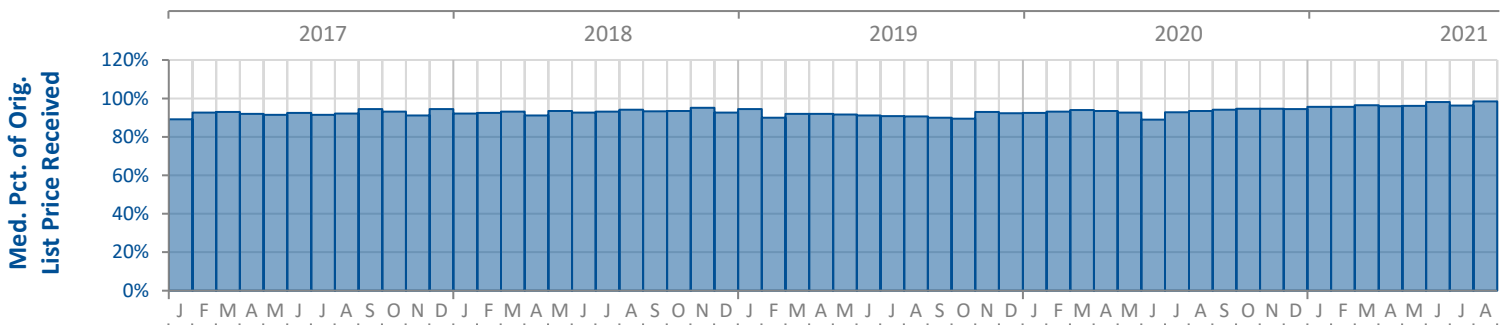


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Economists' note: The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	96.4%	3.8%
August 2021	98.5%	5.3%
July 2021	96.3%	3.8%
June 2021	98.1%	10.2%
May 2021	96.1%	3.7%
April 2021	96.0%	2.8%
March 2021	96.4%	2.6%
February 2021	95.6%	2.7%
January 2021	95.6%	3.5%
December 2020	94.5%	2.4%
November 2020	94.7%	1.9%
October 2020	94.7%	5.8%
September 2020	94.2%	4.8%
August 2020	93.5%	3.1%



Monthly Market Detail - August 2021

Single-Family Homes

Florida Keys Board of REALTORS®



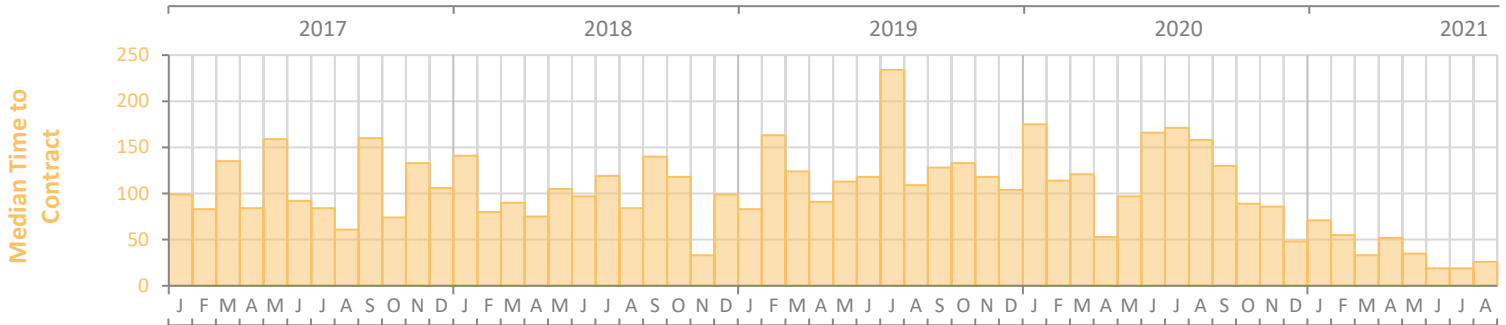
This report describes member activity for the association and is not confined to any specific geographic area.

Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	37 Days	-73.0%
August 2021	26 Days	-83.5%
July 2021	19 Days	-88.9%
June 2021	19 Days	-88.6%
May 2021	35 Days	-63.9%
April 2021	52 Days	-1.9%
March 2021	33 Days	-72.7%
February 2021	55 Days	-51.8%
January 2021	71 Days	-59.4%
December 2020	48 Days	-53.8%
November 2020	86 Days	-27.1%
October 2020	89 Days	-33.1%
September 2020	130 Days	1.6%
August 2020	158 Days	45.0%

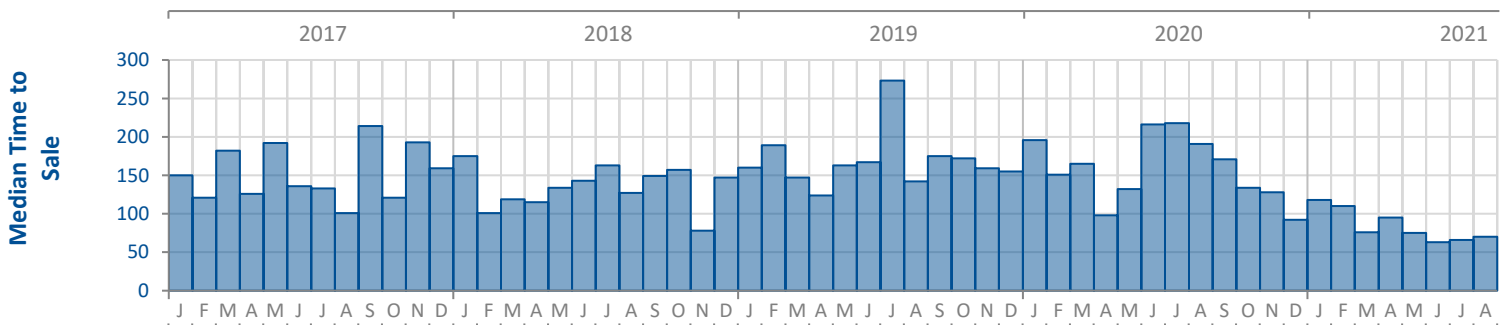


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

Economists' note: Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median* Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	83 Days	-53.1%
August 2021	70 Days	-63.4%
July 2021	66 Days	-69.7%
June 2021	63 Days	-70.8%
May 2021	75 Days	-43.2%
April 2021	95 Days	-3.1%
March 2021	76 Days	-53.9%
February 2021	110 Days	-27.2%
January 2021	118 Days	-39.8%
December 2020	92 Days	-40.6%
November 2020	128 Days	-19.5%
October 2020	134 Days	-22.1%
September 2020	171 Days	-2.3%
August 2020	191 Days	34.5%



Monthly Market Detail - August 2021

Single-Family Homes

Florida Keys Board of REALTORS®



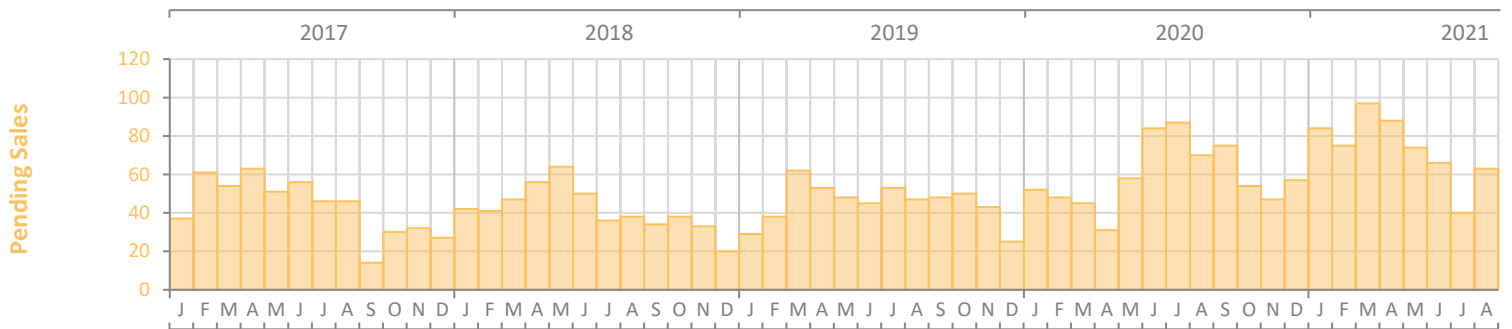
This report describes member activity for the association and is not confined to any specific geographic area.

New Pending Sales

The number of listed properties that went under contract during the month

Economists' note: Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	587	23.6%
August 2021	63	-10.0%
July 2021	40	-54.0%
June 2021	66	-21.4%
May 2021	74	27.6%
April 2021	88	183.9%
March 2021	97	115.6%
February 2021	75	56.3%
January 2021	84	61.5%
December 2020	57	128.0%
November 2020	47	9.3%
October 2020	54	8.0%
September 2020	75	56.3%
August 2020	70	48.9%

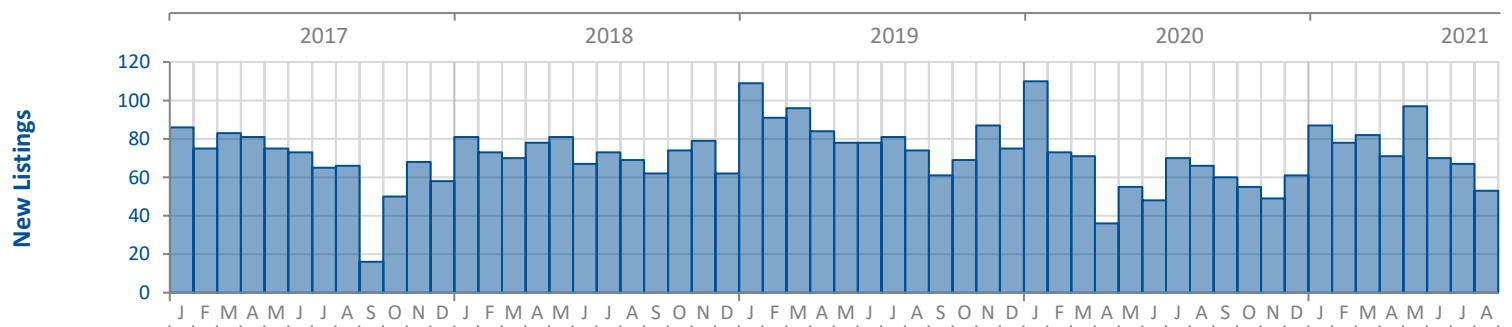


New Listings

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	605	14.4%
August 2021	53	-19.7%
July 2021	67	-4.3%
June 2021	70	45.8%
May 2021	97	76.4%
April 2021	71	97.2%
March 2021	82	15.5%
February 2021	78	6.8%
January 2021	87	-20.9%
December 2020	61	-18.7%
November 2020	49	-43.7%
October 2020	55	-20.3%
September 2020	60	-1.6%
August 2020	66	-10.8%



Monthly Market Detail - August 2021

Single-Family Homes

Florida Keys Board of REALTORS®



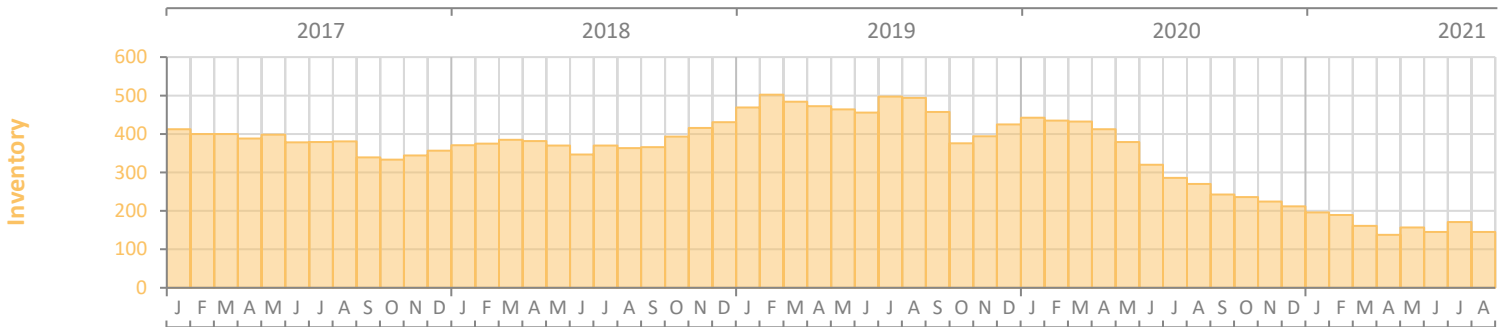
This report describes member activity for the association and is not confined to any specific geographic area.

Inventory (Active Listings)

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	163	-56.2%
August 2021	145	-46.3%
July 2021	171	-40.2%
June 2021	145	-54.7%
May 2021	157	-58.6%
April 2021	138	-66.5%
March 2021	161	-62.7%
February 2021	189	-56.6%
January 2021	196	-55.7%
December 2020	212	-50.1%
November 2020	224	-43.1%
October 2020	236	-37.2%
September 2020	243	-46.8%
August 2020	270	-45.3%

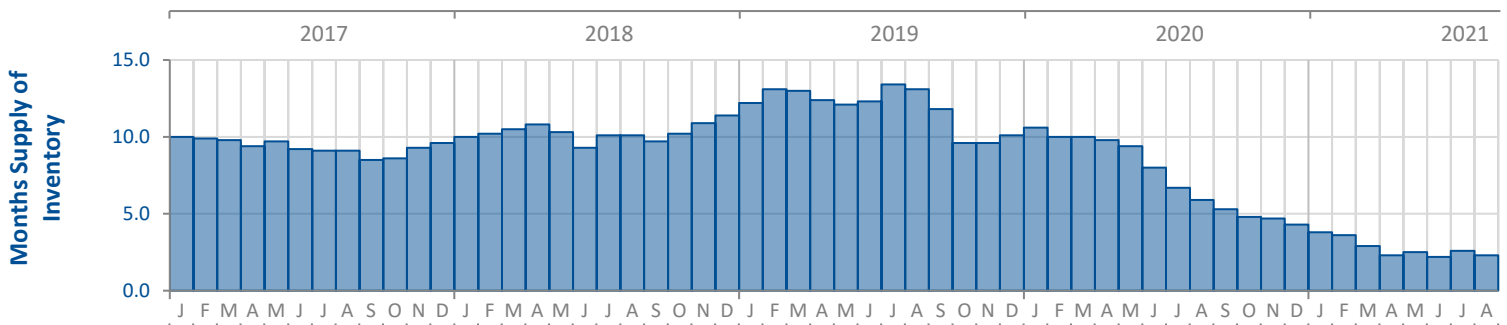


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note: MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	2.8	-68.2%
August 2021	2.3	-61.0%
July 2021	2.6	-61.2%
June 2021	2.2	-72.5%
May 2021	2.5	-73.4%
April 2021	2.3	-76.5%
March 2021	2.9	-71.0%
February 2021	3.6	-64.0%
January 2021	3.8	-64.2%
December 2020	4.3	-57.4%
November 2020	4.7	-51.0%
October 2020	4.8	-50.0%
September 2020	5.3	-55.1%
August 2020	5.9	-55.0%



Monthly Market Detail - August 2021

Single-Family Homes

Florida Keys Board of REALTORS®



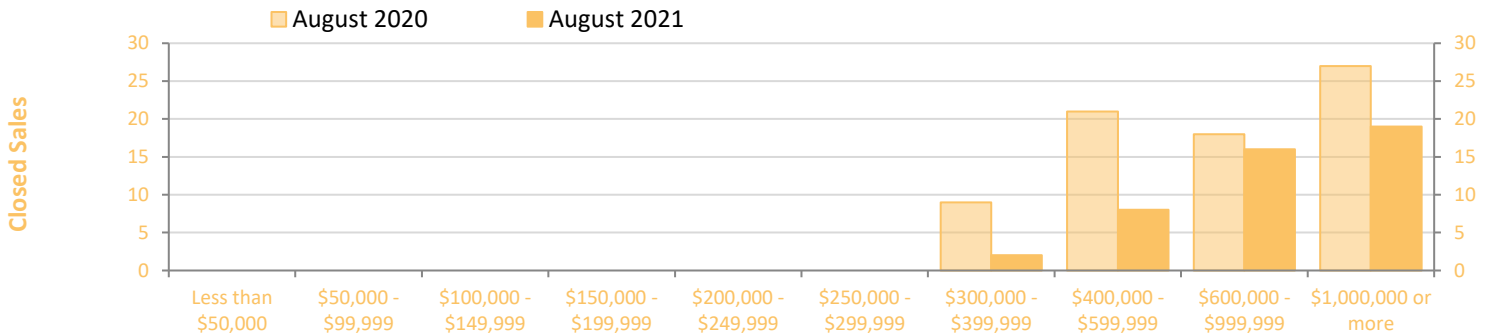
This report describes member activity for the association and is not confined to any specific geographic area.

Closed Sales by Sale Price

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	0	N/A
\$150,000 - \$199,999	0	N/A
\$200,000 - \$249,999	0	N/A
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	2	-77.8%
\$400,000 - \$599,999	8	-61.9%
\$600,000 - \$999,999	16	-11.1%
\$1,000,000 or more	19	-29.6%

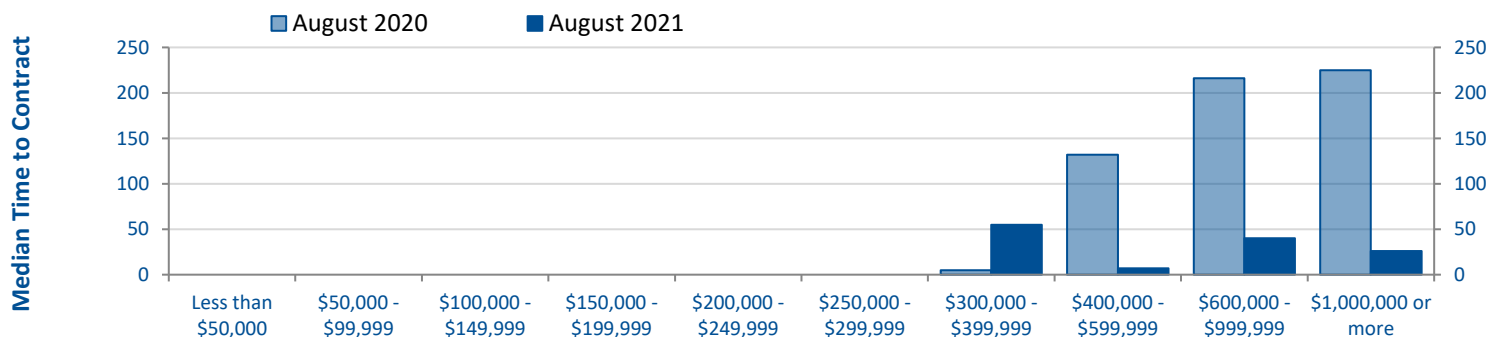


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	(No Sales)	N/A
\$150,000 - \$199,999	(No Sales)	N/A
\$200,000 - \$249,999	(No Sales)	N/A
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	55 Days	1000.0%
\$400,000 - \$599,999	7 Days	-94.7%
\$600,000 - \$999,999	40 Days	-81.5%
\$1,000,000 or more	26 Days	-88.4%



Monthly Market Detail - August 2021

Single-Family Homes

Florida Keys Board of REALTORS®



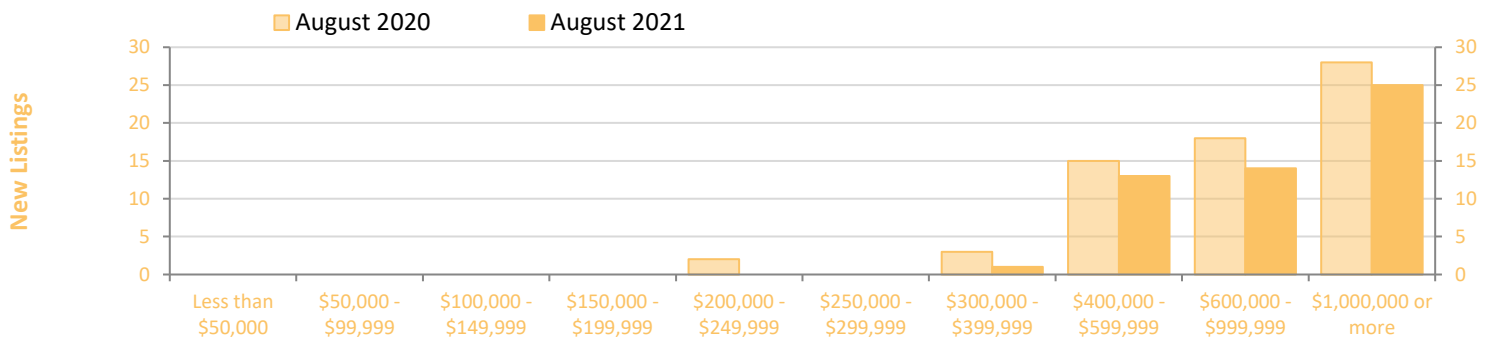
This report describes member activity for the association and is not confined to any specific geographic area.

New Listings by Initial Listing Price

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	0	N/A
\$150,000 - \$199,999	0	N/A
\$200,000 - \$249,999	0	-100.0%
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	1	-66.7%
\$400,000 - \$599,999	13	-13.3%
\$600,000 - \$999,999	14	-22.2%
\$1,000,000 or more	25	-10.7%

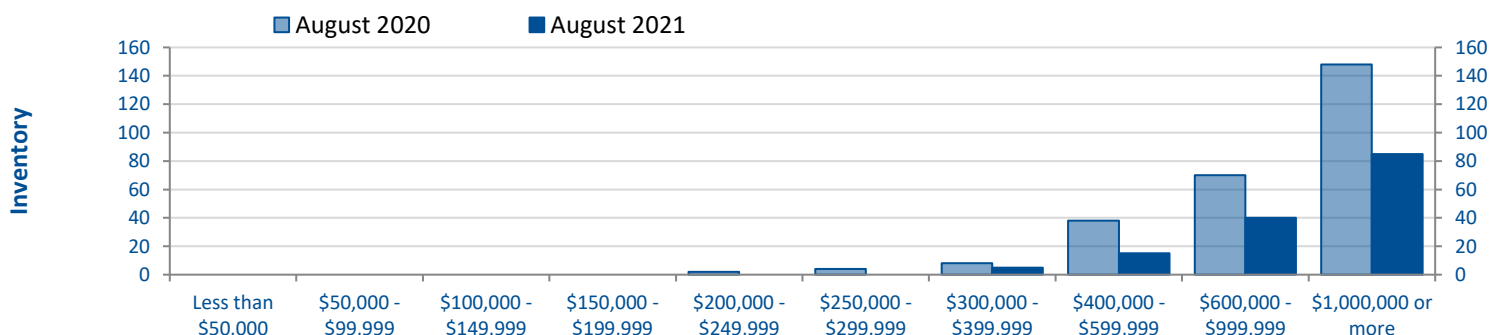


Inventory by Current Listing Price

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	0	N/A
\$150,000 - \$199,999	0	N/A
\$200,000 - \$249,999	0	-100.0%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	5	-37.5%
\$400,000 - \$599,999	15	-60.5%
\$600,000 - \$999,999	40	-42.9%
\$1,000,000 or more	85	-42.6%



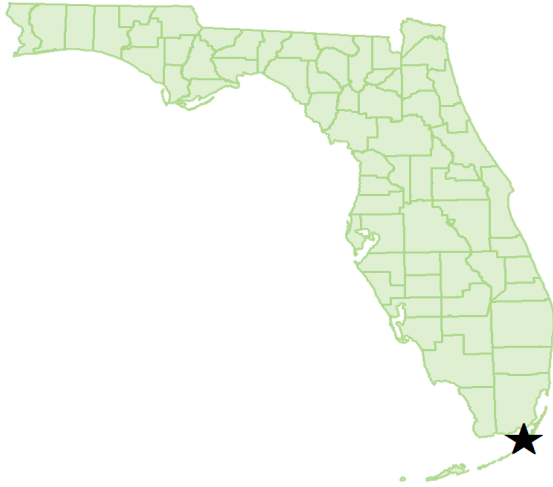
Monthly Distressed Market - August 2021

Single-Family Homes

Florida Keys Board of REALTORS®



This report describes member activity for the association and is not confined to any specific geographic area.



		August 2021	August 2020	Percent Change Year-over-Year
Traditional	Closed Sales	45	75	-40.0%
	Median Sale Price	\$785,000	\$700,000	12.1%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

