YTD LISTINGS & SALES ALL PROPERTIES BY MARKET AREA & KEYS-WIDE
JANUARY-MARCH 2021 VS JANUARY-MARCH 2020

COLDWELL BANKER SCHMITT REAL ESTATE CO.

	Upper Keys	Middle Keys	Lower Keys	Key West	Keys-wide	All Areas 2019	All Areas 2018	All Areas 2017
Sales	302	222	217	321	1,061	607	643	625
2020	215	120	122	184	639			
% chg	40.5%	85.0%	77.9%	74.5%	66.0%			
Average Sale Price	$863,933	$759,101	$807,791	$973,812	$864,093	$631,307	$591,743	$612,000
2020	$561,547	$597,810	$507,369	$1,023,727	$691,414			
% chg	53.8%	27.0%	59.2%	-4.9%	25.0%			
Dollar Volume	$260,907,988	$168,520,499	$175,290,762	$312,593,691	$916,802,940	$383,203,823	$381,942,220	$383,000,000
2020	$120,732,657	$71,737,285	$61,899,020	$188,365,805	$441,813,767			
% chg	116.1%	134.9%	183.2%	66.0%	107.5%			
Sale Price-to-Original List Price	93.45%	91.27%	91.32%	94.56%	93.00%	89.49%	91.02%	90.96%
2020	80.71%	91.12%	92.62%	94.56%	89.55%			
% chg	15.8%	0.2%	-1.4%	0.0%	3.9%			
Sale Price-to-Final List Price	95.50%	94.71%	92.79%	96.88%	95.28%	94.40%	93.51%	93.56%
2020	93.69%	93.94%	94.87%	96.40%	95.04%			
% chg	1.9%	0.8%	-2.2%	0.5%	0.3%			
Average Price Reduction	2.1%	3.4%	1.5%	2.3%	2.3%	4.9%	2.5%	2.6%
Days On Market	109	125	121	88	109	118	131	134
2020	119	121	96	93	108			
% chg	-8.4%	3.3%	26.0%	-5.4%	0.9%			
Listed Properties For Sale	466	350	305	608	1,729	3,006	2,557	2,981
2020	892	566	523	687	2,669			
% chg	-47.8%	-38.2%	-41.7%	-11.5%	-35.2%			
Average List Price	$1,340,893	$1,056,282	$803,958	$1,116,500	$1,109,655	$917,017	$922,249	$864,000
2020	$1,076,241	$865,301	$732,737	$1,088,469	$967,092			
% chg	24.6%	22.1%	9.7%	2.6%	14.7%			
Months of Inventory	4.6	4.7	4.2	5.7	4.9	14.9	11.9	14.0
2020	12.4	14.2	12.9	11.2	12.5			
% chg	-62.8%	-66.6%	-67.2%	-49.3%	-61.0%			
Pending Transactions*	222	171	123	220	736	496	437	481
2020	113	80	69	98	360			
% chg	96.5%	113.8%	78.3%	124.5%	104.4%			

*includes Pending, Contingent, and Contingent-Show