

# YTD Listings & Sales All Properties by Market Area & Keys-wide

## January - November 2020 vs 2019



|                                      | Upper Keys    | Middle Keys   | Lower Keys    | Key West      | Keys-wide       | 2018            | 2017            | 2016            |
|--------------------------------------|---------------|---------------|---------------|---------------|-----------------|-----------------|-----------------|-----------------|
| Sales                                | 1,052         | 603           | 580           | 722           | 2,953           | 2,562           | 2,416           | 2,536           |
| 2019                                 | 901           | 472           | 507           | 732           | 2,612           |                 |                 |                 |
| % Chg.                               | 16.8%         | 27.8%         | 14.4%         | -1.4%         | 13.1%           |                 |                 |                 |
| Average Sale Price                   | \$625,235     | \$626,257     | \$574,847     | \$824,882     | \$663,551       | \$676,527       | \$565,523       | \$584,686       |
| 2019                                 | \$570,460     | \$542,812     | \$534,196     | \$766,140     | \$612,856       |                 |                 |                 |
| % Chg.                               | 9.6%          | 15.4%         | 7.6%          | 7.7%          | 8.3%            |                 |                 |                 |
| Dollar Volume                        | \$657,747,990 | \$377,633,292 | \$333,411,609 | \$595,565,362 | \$1,959,466,253 | \$1,733,264,477 | \$1,366,306,455 | \$1,482,768,108 |
| 2019                                 | \$513,984,806 | \$256,207,354 | \$270,837,741 | \$560,815,086 | \$1,601,844,987 |                 |                 |                 |
| % Chg.                               | 28.0%         | 47.4%         | 23.1%         | 6.2%          | 22.3%           |                 |                 |                 |
| Sale Price-to-Original List Price    | 88.35%        | 91.43%        | 91.61%        | 89.53%        | 89.83%          | 91.36%          | 90.49%          | 91.62%          |
| 2019                                 | 87.73%        | 83.89%        | 90.21%        | 93.13%        | 89.31%          |                 |                 |                 |
| % Chg.                               | 0.7%          | 9.0%          | 1.6%          | -3.9%         | 0.6%            |                 |                 |                 |
| Sale Price-to-Final List Price       | 93.49%        | 94.27%        | 94.91%        | 95.49%        | 94.49%          | 93.70%          | 92.94%          | 93.67%          |
| 2019                                 | 92.62%        | 93.87%        | 94.33%        | 96.65%        | 94.49%          |                 |                 |                 |
| % Chg.                               | 0.9%          | 0.4%          | 0.6%          | -1.2%         | 0.0%            |                 |                 |                 |
| Average Price Reduction              | 5.1%          | 2.8%          | 3.3%          | 6.0%          | 4.7%            | 2.3%            | 2.4%            | 2.1%            |
| Days on Market                       | 130           | 124           | 125           | 104           | 121             | 124.75          | 153             | 141             |
| 2019                                 | 123           | 123           | 115           | 117           | 120             |                 |                 |                 |
| % Chg.                               | 5.7%          | 0.8%          | 8.7%          | -11.1%        | 0.8%            |                 |                 |                 |
| Listed Properties For Sale           | 563           | 465           | 360           | 626           | 2,019           | 2,667           | 2,223           | 2,659           |
| 2019                                 | 849           | 509           | 434           | 664           | 2,456           |                 |                 |                 |
| % Chg.                               | -33.7%        | -8.6%         | -17.1%        | -5.7%         | -17.8%          |                 |                 |                 |
| Average List Price                   | \$1,208,243   | \$913,074     | \$750,192     | \$1,156,942   | \$1,043,821     | \$916,370       | \$899,480       | \$870,548       |
| 2019                                 | \$1,063,282   | \$835,913     | \$708,441     | \$1,142,060   | \$976,323       |                 |                 |                 |
| % Chg.                               | 13.6%         | 9.2%          | 5.9%          | 1.3%          | 6.9%            |                 |                 |                 |
| Months of Inventory                  | 5.9           | 8.5           | 6.8           | 9.5           | 7.5             | 11.5            | 10              | 12.0            |
| 2019                                 | 10.4          | 11.9          | 9.4           | 10.0          | 10.3            |                 |                 |                 |
| % Chg.                               | -43.2%        | -28.5%        | -27.5%        | -4.4%         | -27.3%          |                 |                 |                 |
| Pending Transactions at Month's End* | 131           | 93            | 84            | 109           | 417             | 298             | 322             | 354             |
| 2019                                 | 82            | 57            | 62            | 96            | 297             |                 |                 |                 |
| %Chg.                                | 59.8%         | 63.2%         | 35.5%         | 13.5%         | 40.4%           |                 |                 |                 |

\* includes Pending, Contingent & Contingent-Show