

Keys-wide Real Estate Market

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

January-March 2020 vs January-March 2019

<i>2020 totals are as of March 31</i>	Upper Keys	Middle Keys	Lower Keys	Key West	Keys-wide	All Areas 2018	All Areas 2017
Sales	215	120	122	184	639	643	625
2019	188	102	123	194	607		
% chg	14%	18%	-1%	-5%	5%		
Average Sale Price	\$561,547	\$597,810	\$507,369	\$1,023,727	\$691,414	\$591,743	\$612,000
2019	\$617,821	\$556,854	\$457,301	\$793,846	\$631,307		
% chg	-9%	7%	11%	29%	10%		
Dollar Volume	\$120,732,657	\$71,737,285	\$61,899,020	\$188,365,805	\$441,813,767	\$381,942,220	\$383,000,000
2019	\$116,150,378	\$56,799,170	\$56,248,141	\$154,006,134	\$383,203,823		
% chg	4%	26%	10%	22%	15%		
Sale Price-to-Original List Price	80.71%	91.12%	92.62%	94.56%	89.55%	91.02%	90.96%
2019	89.47%	82.95%	87.15%	93.13%	89.49%		
% chg	-10%	10%	6%	2%	0%		
Sale Price-to-Final List Price	93.69%	93.94%	94.87%	96.40%	95.04%	93.51%	93.56%
2019	93.08%	94.48%	94.48%	95.37%	94.40%		
% chg	1%	-1%	0%	1%	1%		
Average Price Reduction	13.0%	2.8%	2.3%	1.8%	5.5%	2.5%	2.6%
Days On Market	119	121	96	93	108	131	134
2019	119	109	122	120	118		
% chg	0%	11%	-21%	-23%	-8%		
Listed Properties For Sale	892	566	523	687	2,669	2,557	2,981
2019	957	588	533	929	3,006		
% chg	-7%	-4%	-2%	-26%	-11%		
Average List Price	\$1,076,241	\$865,301	\$732,737	\$1,088,469	\$967,092	\$922,249	\$864,000
2019	\$1,054,359	\$890,706	\$697,050	\$919,302	\$917,017		
% chg	2%	-3%	5%	18%	5%		
Months of Inventory	12	14	13	11	13	12	14
2019	15	17	13	14	15		
% chg	-18%	-18%	-1%	-22%	-16%		
Pending Transactions	113	80	69	98	360	437	481
2019	136	106	98	156	496		
% chg	-17%	-25%	-30%	-37%	-27%		

Pending transactions include Contingent, Contingent/Show and Pending