

Jan-Nov 2009

“Market Stats”

Jamie Engel (305) 289-6634

www.BuyInTheKeys.com

**COLDWELL
BANKER** 

SCHMITT REAL ESTATE CO

Florida Keys Real Estate Market

January - November 2009 Vs 2008

	Upper Keys	Middle Keys	Lower Keys	Key West	All Areas
	Lower Matecumbe-KL	7 Mile Bridge-Long Key	Bay Point-Big Pine	KW-Shark Key	Keys-wide
Total Number of Sales As of 11/30/09	+16% More 385	+45% More 214	+58% More 331	+28% More 482	+32% More 1,412
\$ Value of Sales As of 11/30/09	-2% Less \$197M	-5% Less \$93M	+39% More \$130M	-2% Less \$224M	+4% More \$646M
Avg. Days to Sell As of 11/30/09	No Change 275	-4% Less 253	-27% Less 207	-34% Less 164	-16% Less 225
Sale Price to Original List Price Jan-Nov '09	-7% Less 71.24%	-31% Less 50.04%	-22% Less 59.36%	+39% More 66.47%	-9% Less 61.78%
Sale Price to Final List Price Jan-Nov '09	-1% Less 86.43%	-1% Less 86.03%	-1% Less 87.51%	-2% Less 88.02%	-1% Less 87.00%
Avg. Sale Price As of 11/30/09	-16% Less \$513K	-34% Less \$436K	-12% Less \$395K	-23% Less \$465K	-21% Less \$457K

Jamie Engel (305) 289-6634

www.BuyInTheKeys.com

**COLDWELL
BANKER**

SCHMITT REAL ESTATE CO

Florida Keys Real Estate Market

January - November 2009 Vs 2008

	Upper Keys	Middle Keys	Lower Keys	Key West	All Areas
	Lower Matecumbe-KL	7 Mile Bridge-Long Key	Bay Point-Big Pine	KW-Shark Key	Keys-wide
New Properties <i>"Listed Jan-Nov '09"</i>	-15% Less 1,267	+7% More 828	+18% More 806	+2% More 1,235	-1% Less 4,136
Number of Properties <i>"For Sale" on</i> 11/30/09	-15% Less 1,269	-5% Less 765	-25% Less 531	-26% Less 1,077	-18% Less 3,642
Months of Inventory As of 11/30/09	-9% Less 36	-20% Less 39	-43% Less 18	-30% Less 25	-25% Less 28
Average "List Price" As of 11/30/09	-9% Less \$870K	-10% Less \$806K	-2% \$623K	+8% More \$1,022K	-3% Less \$866K

Jamie Engel (305) 289-6634

www.BuyInTheKeys.com



CBSREC & Offices

Market Share Ranking

Jan-Nov 2009

Jamie Engel (305) 289-6634

www.BuyInTheKeys.com

**COLDWELL
BANKER** 

SCHMITT REAL ESTATE CO

Key Wide Market Share Jan-Nov 2009

Florida Keys MLS Areas 1-28

	<u># Offices</u>	<u># Listed</u>	<u># Sales Sides</u>	<u>Sales % Mkt.</u>	<u>\$ Vol. Sales</u>	<u>Sales % Mkt.</u>
CBSREC	5	<u>773</u>	651	<u>23.8%</u>	\$291M	<u>23.1%</u>
Truman & Co.	1	144	123	4.5%	\$93M	7.4%
Schwartz	6	232	226	8.2%	\$83M	6.6%
C-21 Keysearch	5	193	114	4.2%	\$69M	5.5%
Realty World FW	2	200	107	3.9%	\$69M	5.5%
Preferred Properties	2	69	80	2.9%	\$59M	4.7%
Prudential K & G	1	165	96	3.5%	\$39M	3.1%
Exit Realty	3	221	97	3.5%	\$35M	2.8%

Jamie Engel (305) 289-6634

www.BuyInTheKeys.com



Upper Keys Market Share Jan-Nov 2009

Florida Keys MLS Areas 21,22,23,24,25,26,27,28

	<u># Offices</u>	<u># Listed</u>	<u># Sales Sides</u>	<u>Sales % Mkt.</u>	<u>\$ Vol. Sales</u>	<u>\$ Vol. % Mkt.</u>
CBSREC	2	233	192	24.8%	\$109.2M	27.6%
Realty World Freewheeler	2	181	94	12.2%	\$59.8M	15.1%
C-21 Keysearch	3	135	81	10.5%	\$49.8M	12.6%
Schwartz	2	138	66	9.6%	\$30.3M	7.6%
Marr Properties	1	110	74	10.7%	\$32.8M	8.3%
American Caribbean	1	37	26	3.4%	\$24.3M	6.1%
Realty Options	1	84	43	6.3%	\$23.9M	6.0%

Jamie Engel (305) 289-6634

www.BuyInTheKeys.com

**COLDWELL
BANKER**
SCHMITT REAL ESTATE CO

Keys Real Estate Market “Sale Price” 2003 – 2009

	Upper Keys		Middle Keys		Lower Keys		Key West		Keys Wide	
	Avg. S. P.	% Pri. Year	Avg. S. P.	% Pri. Year	Avg. S. P.	% Pri. Year	Avg. S. P.	% Pri. Year	Avg. S. P.	% Pri. Year
2009 Jan-Nov	\$513K	-15%	\$436K	-34%	\$395K	-13%	\$465K	-24%	\$457K	-22%
2008	\$607K	-18%	\$661K	-6%	\$456K	-19%	\$612K	-27%	\$588K	-21%
2007	\$739K	-2%	\$695K	-16%	\$563K	-20%	\$823K	-12%	\$731K	-10%
2006	\$770K	+9%	\$811K	+2%	\$651K	+10%	\$936K	-6%	\$805K	+3%
2005	\$706K	+43%	\$804K	+39%	\$594K	+37%	\$1M	+37%	\$782K	+39%
2004	\$492K	+25%	\$580K	+30%	\$434K	+34%	\$730K	+31%	\$563K	+30%
2003	\$395K		\$446K		\$323K		\$557K		\$433K	

Jamie Engel (305) 289-6634

www.BuyInTheKeys.com

**COLDWELL
BANKER**
SCHMITT REAL ESTATE CO

Florida Keys Real Estate Market

Sold Properties

	<u>Closed Sales Sides</u>		<u>Average Sales Price</u>	
	# Sides	% Change Vs Previous Year	Average Sales Price	% Change Vs Previous Year
2009 Jan-Nov	2,824		\$457,716	-22%
2008	2,332	-11%	\$588,194	-21%
2007	2,622	-12%	\$731,000	-10%
2006	3,000	-45%	\$805,883	3%
2005	5,504	-22%	\$782,400	39%
2004	7,020	4%	\$563,362	30%
2003	6,754	7%	\$433,022	31%
2002	6,324	10%	\$328,801	14%
2001	5,748	19%	\$288,166	5%
2000	4,826	5%	\$274,995	12%
1999	4,602	11%	\$246,525	7%
1998	4,158		\$230,830	

Jamie Engel (305) 289-6634

www.BuyInTheKeys.com

**COLDWELL
BANKER**
SCHMITT REAL ESTATE CO

Quick Recap Keyswide Comparing January to November 2009 to 2008

There were 1,412 Sales - ↑ 32%

It took an average of 225 Days to Sell - ↓ 16%

At an Average Sale Price of \$457K - ↓ 21%

With a Sale Price to Original List Price of 61.78% - ↓ 9%

There were 4,136 New Properties Listed - ↓ 1%

With 28 Months of Inventory - ↓ 25%

At an Average List Price of \$866K - ↓ 3%

Jamie Engel (305) 289-6634

www.BuyInTheKeys.com

**COLDWELL
BANKER** 

SCHMITT REAL ESTATE CO

For more information on the Florida Keys Real Estate Market

Please contact Us!

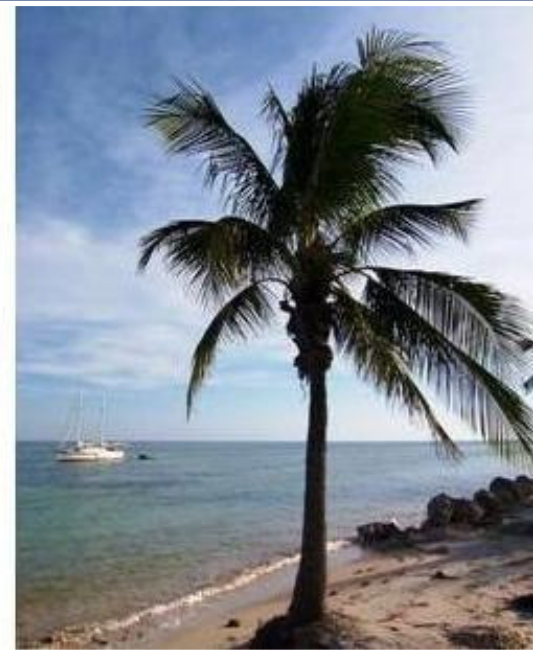
We offer personalized service with professional results!



We never stop moving.®

**COLDWELL
BANKER** 

**SCHMITT
REAL ESTATE CO.**



Jamie Engel
Realtor®
(305) 289-6634

www.BuyInTheKeys.com
Jamie@BuyInTheKeys.com

**COLDWELL
BANKER** 
SCHMITT REAL ESTATE CO