## YTD LISTINGS & SALES ALL PROPERTIES BY MARKET AREA & KEYS-WIDE JANUARY 2024 VS 2023

COLDWELL BANKER
SCHMITT
REAL ESTATE CO.

Seles 48 3 2 2.4 5.5 117 200 259 172 180 177 166 2023 42 34 27 55 147 % Chg. 2.4% 5.5% 11.1% 5.5% 20.4%  Average Sale Price 51.183,831 51,092,628 51,202,958 51,271,709 51,406,020 5850,026 7 % Chg. 94.5% 33.3% 26.3% 21.8% 65.4%  Dollar Volume 2023 525,560,500 527,752,500 525,708,325 545,992,521 512,4953,846 % Chg. 99.2% 26.0% 12.3% 44.0% 31.7%  Sale Price-to-Original list Price 92.2% 87.97% 89.58% 92.84% 99.84% 90.80% 95.05% 90.67% 96.62% 94.42% 94.71% 93.85% 92.10% % Chg. 0.9% -3.4% 7.2% -2.3% -0.1% 51.8% 96.67% 96.62% 94.42% 94.71% 93.85% 92.10%  Sale Price-to-Final list Price 94.5% 93.31% 93.13% 92.50% 95.85% 94.58% 94.53% % 54.5% 94.53% % 6.6 2.2% 94.73% 93.11% 99.78% 94.53% 94.53% % 6.6 2.2% 94.73% 93.81% 91.03% 95.78% 95.78% 94.53% 94.53% % 6.6 2.2% 94.73% 93.41% 91.71% 96.78% 96.62% 94.42% 94.71% 93.85% 92.10%  Average Price Reduction 2.3% 55% 2.9% 30.8% 34.8% 1.4% 1.4% 1.4% 1.4% 1.0% 117 131  Average Price Reduction 2.3% 39.4% 4.5% 18.1% 28.1% 1.4% 1.4% 1.4% 1.4% 1.4% 1.4% 1.4% 1	JANUARY 2024 V	5 2023										REAL ESTATE CO.
1		Upper Keys	Middle Keys	Lower Keys	Key West	Keys-wide	2022	2021	2020	2019	2018	2017
Average Sale Price	Sales	43	32	24	52	117	230	259	172	180	177	166
Average Sale Price   \$1,183,831   \$1,092,628   \$1,202,958   \$1,217,90   \$1,040,020   \$901,613   \$900,303   \$559,214   \$588,668   \$630,704   \$670,701   \$202,058   \$1,043,920	2023	42	34	27	55	147						
Sele Price-to-Griginal List Price	% Chg.	2.4%	-5.9%	-11.1%	-5.5%	-20.4%						
Solitor   Soli	Average Sale Price	\$1,183,831	\$1,092,628	\$1,202,958	\$1,271,790	\$1,406,020	\$901,613	\$900,303	\$559,214	\$583,668	\$630,704	\$670,701
Dollar Volume	2023	\$608,583	\$816,250	\$952,160	\$1,043,920	\$850,026	1					
Sale Price-to-Original list Price   92.26%   87.97%   89.58%   92.84%   90.80%   95.05%   94.83%   84.76%   87.29%   92.69%   91.10%	% Chg.	94.5%		26.3%	21.8%	65.4%	L					
Sale Price-to-Original List Price 92.26% 87.97% 89.58% 92.84% 90.80% 95.05% 94.83% 84.76% 87.29% 92.69% 91.10% 87.29% 92.69% 91.10% 88.60% 95.06% 90.88% 90.88% 91.03% 88.60% 95.06% 90.88% 90.88% 91.03% 91.10% 91.	Dollar Volume	\$50,904,750	\$34,964,100	\$28,871,000	\$66,133,087	\$164,504,350	\$207,371,218	\$233,178,542	\$96,184,840	\$105,060,330	\$111,634,674	\$112,084,818
Sale Price-to-Original List Price 92.26% 87.97% 89.58% 92.84% 90.80% 90.88%  % Chg. 0.9% -3.4% 7.2% -2.3% -0.1%  Sale Price-to-Final List Price 94.53% 93.51% 92.50% 95.85% 94.16% 96.67% 96.62% 94.42% 94.71% 93.85% 92.10%  Sale Price-to-Final List Price 94.53% 93.51% 92.50% 95.85% 94.16% 96.67% 96.62% 94.42% 94.71% 93.85% 92.10%  Average Price Reduction 2.3% 5.5% 2.9% 3.0% 3.4% 1.6% 1.8% 9.7% 7.2% 57 103 114 104 117 131 2023 71 69 99 55 71  % Chg39.4% 65.2% -4.0% 45.5% 1.4%  Current Active Listings 619 421 322 523 1.885 1.183 1.894 2.680 2.906 2.005 2.319 2.908  Average List Price \$1.85,4336 \$1.85,4336 \$1.671,997 \$1.377,244 \$1.81,028 \$1.937,040 \$1.93	2023	\$25,560,500	\$27,752,500	\$25,708,325	\$45,932,521	\$124,953,846	1					
2023   91.48%   91.03%   83.60%   95.06%   90.88%	% Chg.	99.2%	26.0%	12.3%	44.0%	31.7%	L					
2023   91.48%   91.03%   83.60%   95.06%   90.88%												
Sale Price-to-Final List Price	Sale Price-to-Original List Price	92.26%	87.97%	89.58%	92.84%	90.80%	95.05%	94.83%	84.76%	87.29%	92.69%	91.10%
Sale Price-to-Final List Price 2023 94.73% 93.51% 92.50% 95.85% 94.16% 96.67% 96.62% 94.42% 94.71% 93.85% 92.10% 94.73% 93.41% 91.71% 96.78% 94.53% 94.53% 94.53% 96.67% 96.62% 94.42% 94.71% 93.85% 92.10% 94.73% 93.41% 91.71% 96.78% 94.53% 94.53% 94.53% 94.60% 94.53% 94.60% 94.73% 93.85% 92.10% 94.73% 93.85% 93.85% 94.10% 94.73% 93.85% 92.10% 94.73% 93.85% 93.85% 94.10% 94.73% 93.85% 92.10% 94.73% 94.73% 93.85% 92.10% 94.73% 94.73% 93.85% 92.10% 94.73% 9	2023	91.48%	91.03%	83.60%	95.06%	90.88%	1					
2023   94.73%   93.41%   91.71%   96.78%   94.53%   94.53%   8	% Chg.	0.9%	-3.4%	7.2%	-2.3%	-0.1%	[					
Note of the first price   State of the first p	Sale Price-to-Final List Price	94.53%	93.51%	92.50%	95.85%	94.16%	96.67%	96.62%	94.42%	94.719	93.85%	92.10%
Average Price Reduction  2.3% 5.5% 2.9% 3.0% 3.4% 1.6% 1.8% 9.7% 7.4% 1.2% 1.0% Days on Market 43 114 95 80 72 57 103 114 104 117 131  2023 71 69 99 55 71 % Chg39.4% 65.2% -4.0% 45.5% 1.4%  Current Active Listings 619 421 322 523 1,885 1,183 1,894 2,680 2,906 2,319 2,908  2023 490 302 308 443 1,472 % Chg. 26.3% 39.4% 4.5% 18.1% 28.1%  Average List Price 51,854,336 51,671,997 51,377,234 51,810,269 51,937,809 \$61,673,997 51,112,696 51,737,040 51,603,641 % Chg. 3.1% 2.4% 23.8% 4.2% 20.8%  Months of Inventory 14.4 13.2 13.4 10.1 16.1 5.1 7.3 15.6 16.1 13.1 17.5 2023 11.7 8.9 11.4 8.1 10.0 % Chg. 23.4% 48.1% 17.6% 24.9% 60.9%  2020 Pending Transactions th Month's End* 59 38 29 72 198 528 528 376 N/A 381 243	2023	94.73%	93.41%	91.71%	96.78%	94.53%	1					
Days on Market 43 114 95 80 72 57 103 114 104 117 131 2023 71 69 99 55 71 85 80 72 86 80 80 80 80 80 80 80 80 80 80 80 80 80	% Chg.	-0.2%	0.1%	0.9%	-1.0%	-0.4%	[					
Current Active Listings	Average Price Reduction	2.3%		2.9%	3.0%	3.4%	1.6%	1.8%	9.7%	7.49	1.2%	
% Chg.         -39.4%         65.2%         -4.0%         45.5%         1.4%           Current Active Listings         619         421         322         523         1,885         1,183         1,894         2,680         2,906         2,319         2,908           2023         490         302         308         443         1,472         4,500         4,500         1,814         28.1%         2,814         2,814         2,814         2,814         2,814         2,908         2,906         2,319         2,908         2,908         2,906         2,319         2,908         2,908         2,906         2,319         2,908         2,908         2,906         2,319         2,908         2,908         2,906         2,319         2,908         2,908         2,908         2,906         2,319         2,908         2,908         2,908         2,908         2,908         2,908         2,908         2,908         2,908         2,908         2,908         2,908         2,908         2,908         2,908         2,908         2,908         2,909         2,908         2,909         2,908         2,909         2,908         2,909         2,908         2,909         2,908         2,908         2,908         2,908	Days on Market	43	114	95	80	72	57	103	114	104	117	131
Current Active Listings 619 421 322 523 1,885 1,183 1,894 2,680 2,906 2,319 2,908 2023 490 302 308 443 1,472 % Chg. 26.3% 39.4% 4.5% 18.1% 28.1% Average List Price \$1,854,336 \$1,671,997 \$1,377,234 \$1,810,269 \$1,937,809 \$1,451,253 \$1,089,424 \$966,933 \$917,380 \$899,000 \$849,922 2023 \$1,799,417 \$1,633,597 \$1,112,696 \$1,737,040 \$1,603,641 % Chg. 3.1% 2.4% 23.8% 4.2% 20.8% Months of Inventory 14.4 13.2 13.4 10.1 16.1 5.1 7.3 15.6 16.1 13.1 17.5 2023 11.7 8.9 11.4 8.1 10.0 % Chg. 23.4% 48.1% 17.6% 24.9% 60.9% 2020 Pending Transactions at Month's End* 59 38 29 72 198 528 528 376 N/A 381 243 243 243 2023 48 39 62 85 234	2023	71		99	55	71	1					
2023   490   302   308   443   1,472	% Chg.	-39.4%	65.2%	-4.0%	45.5%	1.4%	[					
% Chg.       26.3%       39.4%       4.5%       18.1%       28.1%         Average List Price       \$1,854,336       \$1,671,997       \$1,377,234       \$1,810,269       \$1,937,809       \$1,451,253       \$1,089,424       \$966,933       \$917,380       \$899,000       \$849,922         2023       \$1,799,417       \$1,633,597       \$1,112,696       \$1,737,040       \$1,603,641<	Current Active Listings	619	421	322	523	1,885	1,183	1,894	2,680	2,900	2,319	2,908
Average List Price \$1,854,336 \$1,671,997 \$1,377,234 \$1,810,269 \$1,937,809 \$1,451,253 \$1,089,424 \$966,933 \$917,380 \$899,000 \$849,922 \$1,799,417 \$1,633,597 \$1,112,696 \$1,737,040 \$1,603,641 \$2.4% \$20.8% \$1,737,040 \$1,603,641 \$2.4% \$20.8% \$1,451,253 \$1,089,424 \$966,933 \$917,380 \$899,000 \$849,922 \$1,080,000 \$1,000,000 \$1,0	2023	490	302	308	443	1,472	1					
2023 \$1,799,417 \$1,633,597 \$1,112,696 \$1,737,040 \$1,603,641	% Chg.	26.3%	39.4%	4.5%	18.1%	28.1%	[					
% Chg.       3.1%       2.4%       23.8%       4.2%       20.8%         Months of Inventory       14.4       13.2       13.4       10.1       16.1       5.1       7.3       15.6       16.1       13.1       17.5         2023       11.7       8.9       11.4       8.1       10.0         % Chg.       23.4%       48.1%       17.6%       24.9%       60.9%         2020 Pending Transactions at Month's End*       59       38       29       72       198       528       528       376       N/A       381       243         2023       48       39       62       85       234	Average List Price	\$1,854,336	\$1,671,997	\$1,377,234	\$1,810,269	\$1,937,809	\$1,451,253	\$1,089,424	\$966,933	\$917,380	\$899,000	\$849,922
Months of Inventory         14.4         13.2         13.4         10.1         16.1         5.1         7.3         15.6         16.1         13.1         17.5           2023         11.7         8.9         11.4         8.1         10.0	2023	\$1,799,417	\$1,633,597	\$1,112,696	\$1,737,040	\$1,603,641						
2023 11.7 8.9 11.4 8.1 10.0	% Chg.	3.1%	2.4%	23.8%	4.2%	20.8%	( <u> </u>					
% Chg.     23.4%     48.1%     17.6%     24.9%     60.9%       2020 Pending Transactions at Month's End*     59     38     29     72     198     528     528     376     N/A     381     243       2023     48     39     62     85     234	Months of Inventory	14.4	13.2	13.4	10.1	16.1	5.1	7.3	15.6	16.3	13.1	17.5
2020 Pending Transactions at     59     38     29     72     198     528     528     376     N/A     381     243       4     2023     48     39     62     85     234	2023	11.7	8.9	11.4	8.1	10.0						
Month's End* 59 38 29 72 198 528 528 376 N/A 381 243	% Chg.	23.4%	48.1%	17.6%	24.9%	60.9%	[					
2023 48 39 62 85 234	2020 Pending Transactions at											
2023 48 39 62 85 234	Month's End*	59					528	528	376	N//	381	243
% Chg. 22.9% -2.6% -53.2% -15.3% -15.4%	2023	48		62	85	234						
	% Chg.	22.9%	-2.6%	-53.2%	-15.3%	-15.4%	j					

\* includes Pending, Contingent & Contingent-Show. 2019 data not available.