



Coldwell Banker Schmitt's Real Estate Report

Vol. 22 No.2
Spring 2022

KEYS-WIDE COMPARISON: JANUARY-MARCH 2022 VS. 2021

For the first time in over 20 years of tracking real estate market statistics for the Florida Keys, the number of sales declined (down 15.5%) while the number of listings for sale also declined (down 30.7%) vs the prior year period, while average sale prices continued to increase. The typical response to fewer listings is more sales. This relationship change signals a significant shift in the market dynamics which can largely be explained by the year-over-year 20.4% increase in the average sales price - resulting in a similar year-to-date dollar volume of sales - along with a 28.7% increase in the average list price which illustrates that sellers are continuing to ratchet up prices even in the face of fewer buyers. The statistics in this report reflect all product types including land, boat slips, commercial as well as residential. If we focus on residential sales only we can see that price increases may be starting to price some buyers out of the market - we are seeing some buyers waiting on the sidelines. The price of a non-waterfront home in the Keys has increased 22% in the past 12 months to an average of \$936,156 while that of a waterfront home has increased 26% to an average of \$1,339,786. Interestingly, however, sales of homes of both types less than \$1 Million declined by 30% year over year while home sales over \$1 Million increased 25% indicating that there is an inflection point which is a function of price that has been reached. That divide will likely increase as a consequence of increasing interest rates which will disproportionately affect the lower price strata. We have seen interest rates increase by a factor of 50% so far this year with clear indications of higher rates to come in the months ahead. We expect that inventories will begin to increase slightly while sellers will continue to test the market with increasing prices and there will be nominally fewer buyers and sales through the 2nd quarter 2022 vs 2021.




Keys-wide Sales
decreased 15.5%
from 1,061 to
897



Average Sale Price (ASP) was
up 20.4% to
\$1,040,486 from
\$864,093



Average List Price (ALP) was
up 28.7% from
\$1,109,655 to
\$1,427,950



Days On Market (DOM)
was down 45.0%
going from 109 to
60 days



Properties For Sale
declined
30.7% from
1,729 to 1,199

Based on All Property Types

KEYS-WIDE COMPARISON: SALE PRICE-TO-LIST PRICE RATIO

Sales Price % vs Original Listed Price for properties sold after price reductions

92.24%
Down 0.8% from 2021

Sales Price % vs Listed Price at the time the property obtained a contract & sold

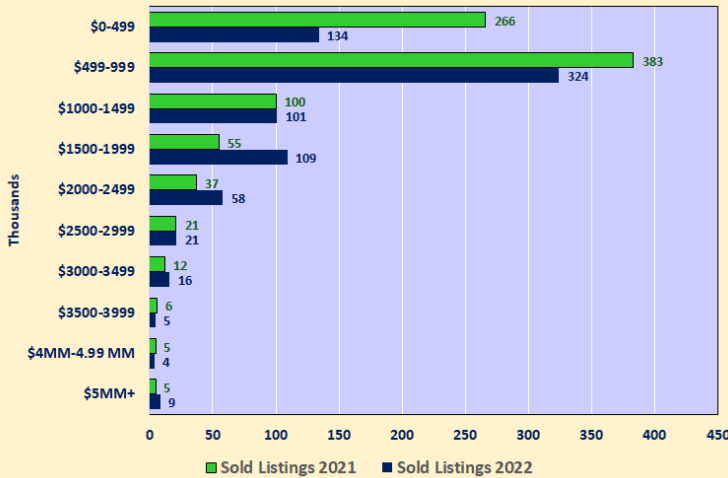
97.00%
Up 1.8% from 2021

Avg List Price reduction during listing term for sold properties

4.8%
Up 108.8% from 2021

RESIDENTIAL SALES BY PRICE RANGE

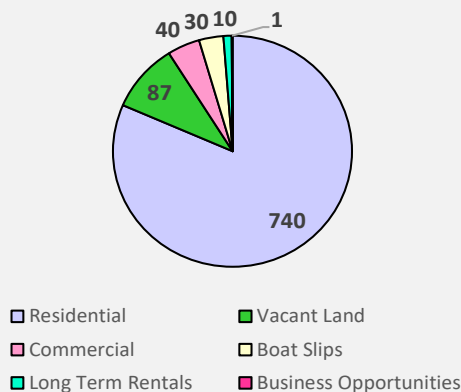
Residential Sales by Price Range: January - March 2022 vs 2021



While the total number of residential sales was down in the first quarter of 2022, we see here that a lot of the fall-off was with homes sold at under \$1,000,000. There were 458 residential sales between January and March 2022 vs. 649 in Q1 2021, a drop of nearly 30%. It was a different story with homes sold at \$1,000,000+, though, where there were 323 sales in Q1 2022 vs 241 for the same period in 2021, a jump of 25%. That increase held steady at 24% with homes sold for \$2,000,000 or more.

RESIDENTIAL SALES BY PROPERTY TYPE

Sales by Property Type: January - March 2022



Sales of residential properties and vacant land accounted for 91% of all transactions in Q1 2022.

COLDWELL BANKER INTRODUCES MOVE METER



Our Move Meter™ lets you compare locations based on living affordability, average home prices, and other important factors.

EXPLORE

Considering a move to a different locale? Coldwell Banker's new Move Meter is a proprietary tool built to allow people to evaluate a move from one place to another by comparing various data points such as Housing Affordability, Quality of Life, Job Market Strength and the Living Affordability of each location. The goal is to help users learn more about how a move would stack up to where they currently live.

It produces an estimated Move Score based on a scale of 50-100. The total Move Score comes from aggregated data provided by third-party public and private resources updated quarterly and covering 44,400 places, including 28,200 U.S. cities and 16,200 townships and minor civil divisions.

Housing affordability scores are based on home price, city property taxes, home appreciation rate, and price per square foot.

The quality of life score takes education, health & fitness, weather, air quality, traffic/mass transit, culture/entertainment and availability of amenities into account.

The job market strength score is derived from the unemployment rate, recent job growth, future job growth projections and median household income.

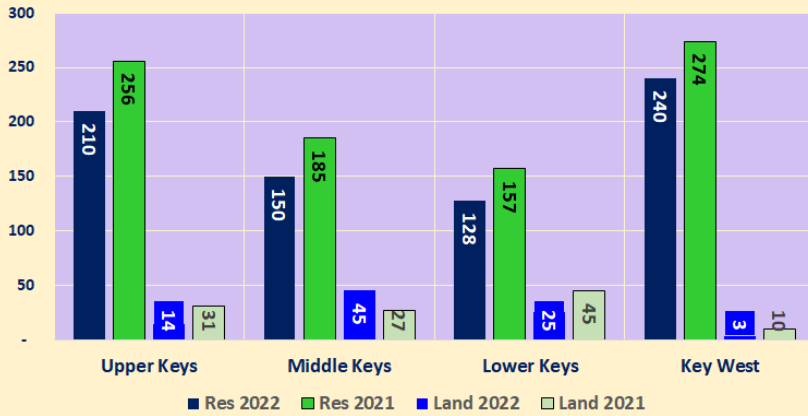
There's also a living affordability score that looks at state income tax, utility costs, food/grocery costs, sales tax and transportation costs.

Each of the four categories is weighted equally in the score.

Try Move Meter out for yourself at <https://movemeter.coldwellbanker.com>

THE KEYS SUBMARKETS REPORT

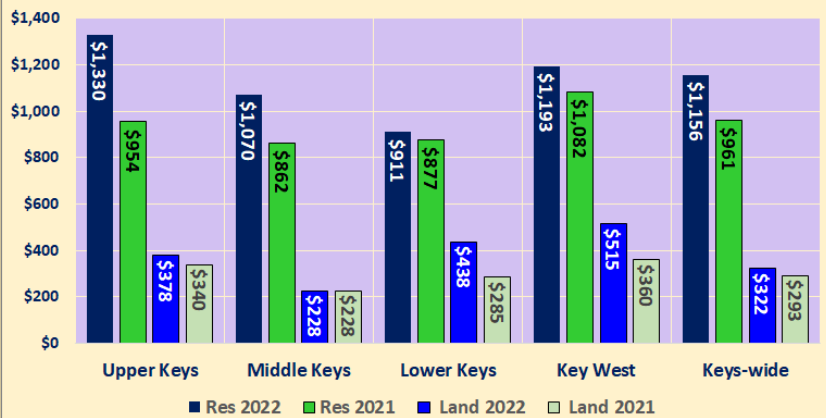
Sale Sides - Residential & Vacant Land - January-March 2022 vs 2021



The number of residential and vacant land property sales fell by 16.3% Keys-wide from Q1 of 2021 — a slightly higher rate than the 15.5% decline registered for all property types. Sales declined in each submarket as well with the Upper Keys, Middle Keys and Lower Keys all falling between 18% and 19%. Key West's total was lower by 12.4% than a year earlier.

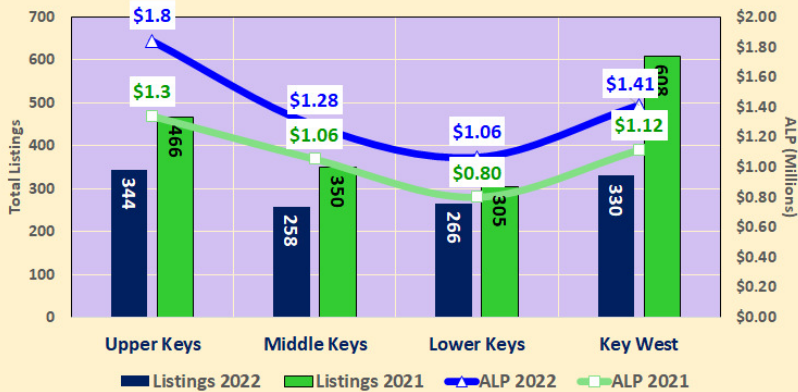
The average sale price for residences increased 20.3% Keys-wide and vacant land was up 9.9% from Q1 2021. (The ASP for all property types was up 20.4%). The Upper Keys led the residential ASP gains with a 39.4% increase while the Middle Keys was up 24.0%, Key West was up 10.3%, the Lower Keys rose 3.8%. Vacant Land was up 53.5% in the Lower Keys, 42.9% in Key West (only 3 transactions), 11.4% in the Upper Keys, and unchanged in the Middle Keys.

Average Sale Price - Residential & Vacant Land - January-March 2022 vs 2021



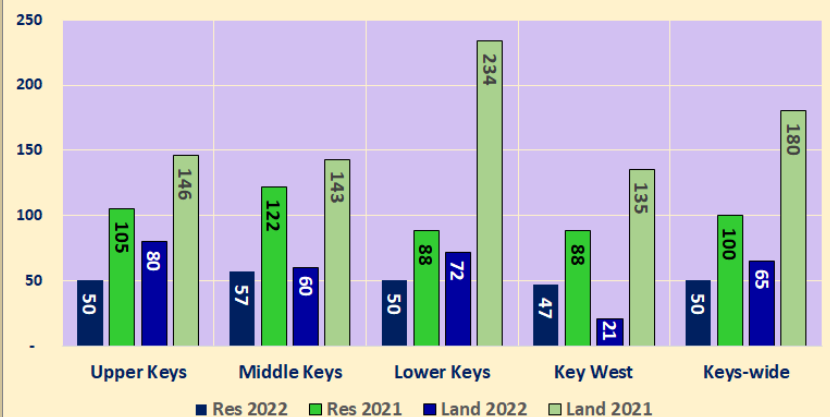
The number of listings of all property types fell by 30.7% Keys-wide from Q1 2021 while the average list price rose 28.7%. Key West saw a 45.7% decline in listings. The Upper Keys and Middle Keys were next at 26.3% and 26.2%, respectively. The Lower Keys was down by 12.8%. Meanwhile, the ALP was up 37.1% in the Upper Keys, 32.5% in the Lower Keys, 26.6% in Key West, and 21.0% in the Middle Keys.

All Property Types - Listings & Average List Price January - March 2022 vs 2021



The Days On Market figure for residential properties fell by 50% Keys-wide while the vacant land count was down by 63.9%. The Middle Keys and Upper Keys residential figures were down by 53.3% and 52.4%, respectively. Key West declined by 46.6% and the Lower Keys by 43.2%. For vacant land, Key West posted a 84.4% decline in DOM though this was based on a total of 3 transactions. The Lower Keys was down 69.2%; the Middle Keys, 58.0%; and Upper Keys, 45.2%.

Days On Market - Residential & Vacant Land - January - March 2022





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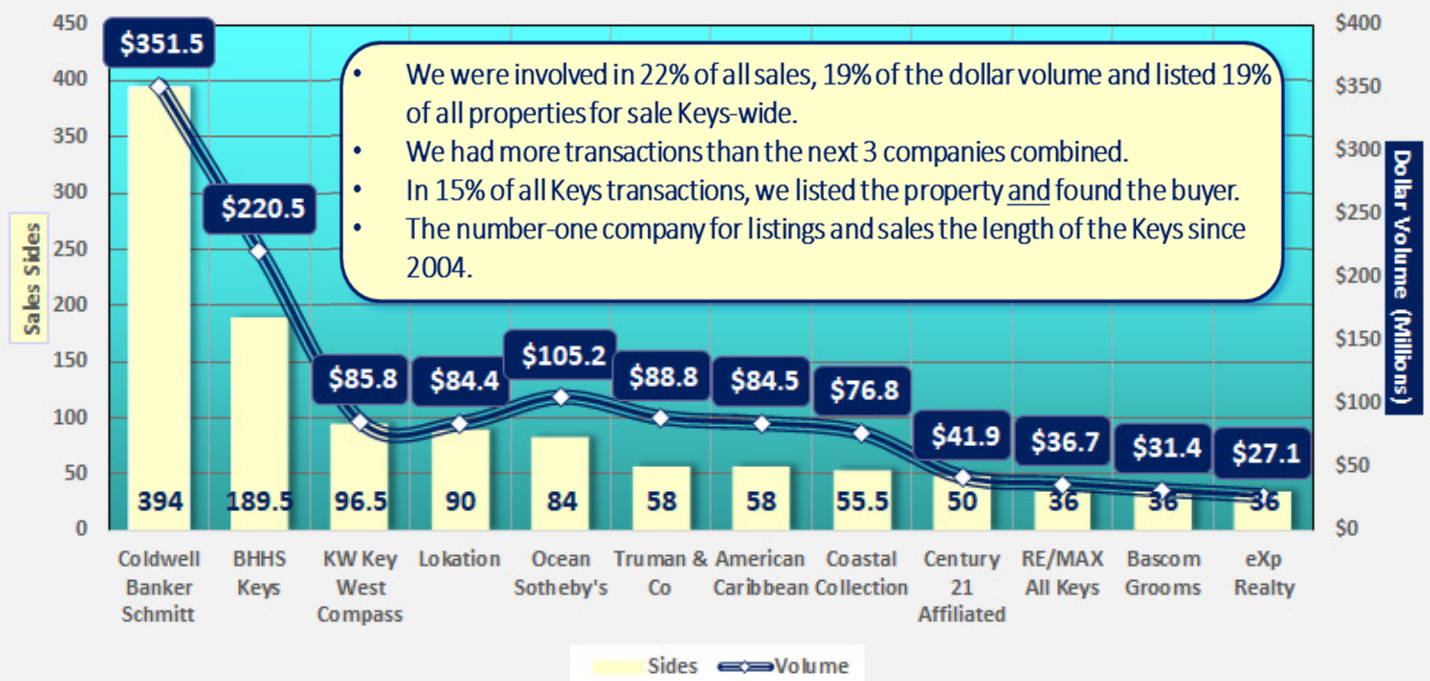
AND/OR CURRENT RESIDENT:

If you would like a **FREE** Comparative Market Analysis, contact one of our five offices at the toll free numbers below. We are *“The Most Trusted Name In Florida Keys Real Estate.”*

Key Largo (877) 289-0035 100430 Overseas Hwy. | Islamorada (800) 207-4160 85996 Overseas Hwy. | Marathon (800) 366-5181 11050 Overseas Hwy. | Big Pine (800) 488-3050 29967 Overseas Hwy. | Key West (800) 598-7727 1201 White Street, #101

WHICH COMPANY’S AGENTS WOULD YOU WANT TO SELL *YOUR* PROPERTY?

Key Largo to Key West Sales Sides from Florida Keys MLS January-March 2022



COLDWELL BANKER SCHMITT IS THE LEADING COMPANY FOR SALES & LISTINGS SOLD KEYS-WIDE