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Hello, everyone …

1 October 2011

Last month I briefly hinted at a special Labor Day event that I would mention in this October newsletter, without spoiling the September surprise. What was it? The Gents, my old "college" Rock-n-Roll band from 45+ years ago were in town. US Coast Guard Academy … that was college? Not just one or two of us, but all 6 originals. How cool is that? We played three gigs over the holiday weekend, all for free (best deal ever) and raised a lot of money. Our genre: 1960s Rock-n-Roll, baby. Our itinerary:

Friday, 2 Sept: CGC Ingham, raised money for the museum ship and for the CG Sector CPOA.
Saturday, 3 Sept: 2nd Annual Brewfest, raised money for the Key West Sunrise Rotary Club.
Sunday, 4 Sept: Ibis Bay hotel, raised money for local UU church and Cancer Foundation.

The Gents had a blast, and everyone went home happy! We have aged at least as well as The Rolling Stones.

Table of Contents for this issue:

October is a fun month. Late sunrises, transition into Fall, college football, major league baseball playoffs, NFL football. Also, peak of the Hurricane Season … and so far, so good. Nothing even close. Did you miss the Financial Crisis Inquiry Commission summary last month? Somehow I mis-numbered or duplicated past posts … got out-of-whack. I'm picking it up again this month, all squared-away now.

Real estate-wise, I find myself gratefully cursed. I'm grateful to have four residential sale transactions in process … cursed because they are all short-sales. And they are doozies. I think all Realtors would agree that all short-sales are unique. Some parts infuriating. Some parts exhilarating. Way too labor intensive. And only 23% of short-sales ever close. But we pick our own poison. Plunk your magic twanger, Froggy ☺ A free newsletter to anyone who knows where that phrase came from!

I had a birthday in September. In road races, I've moved up to the *next* 5-year age group. Now I can be the fastest guy in the next-oldest group, rather than the slowest guy in the last 5-year group. Cause for more joy!

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AOL ORIGINAL

Will Baby Boomers Rock the Housing Market?

By Stefanos Chen — Sep 16th 2011

Some experts are pinning their hopes on baby boomers to boost the flagging housing market. Baby boomers, ages 47 to 65, are in a better position to buy today than they have been in years.

Affordability is near an all-time high. In July, the index climbed to 176.9, meaning that a family making a 20% down payment can comfortably afford a house that costs 176 percent *more* than the national. The data "broadly captures" the buying power of the boomer generation. Boomers should be right in the middle of bailing this generation out of the housing morass.

But not yet, anyway. The problem lies with those meddlesome Gen-Xers. As long as Junior can't score a mortgage in today's restrictive lending environment, the boomer buying spree may have to wait.

Stricter lending, low appraisals and high foreclosure rates make it more difficult for first-timers to buy, and less likely that repeat buyers can unload their current homes. No amount of bargain-baiting can convince boomers to buy sooner.

Even so, boomers are nonetheless poised to reinvigorate the housing market for two important reasons.

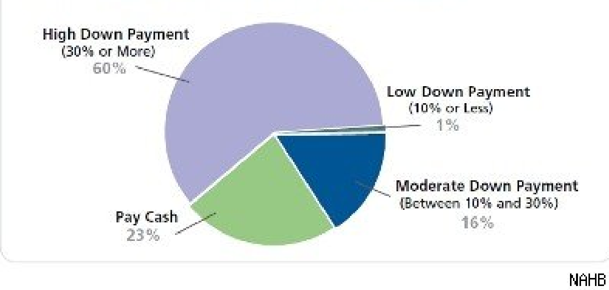
(1) Since most boomer homeowners have lived in their homes for several years, they have a far larger home equity cushion to fall back on -- a luxury that many first-time buyers lack.

(2) Most important, the generation that put a man on the moon has some very persnickety tastes. Boomers are looking for something different.

Ease of living drives many of the boomers' biggest housing asks. 61% of boomers say they chose their new home based on the layout of the rooms. Many boomers are looking for single story homes, where the MSTR BDRM on the 1st floor.

There are 39.5 million 55+ households in the US, more than a third of all households. Those households account for about 12% of the address changes in a given year. So why haven't builders done more to cater to boomers?

Figure 21: Down Payment Preferences of 55+ Homebuyers



Home builders are contending with a huge overhang of existing homes on the market, and having a harder time getting banks to sign off on construction loans. To make matters worse, austere appraisal standards since the bubble burst have led to situations in which newly built homes are being appraised for *less* than what it cost to build. It's hard to make a profit in that environment.

First-time homebuyers purchased only 35% of homes in the 2nd Qtr 2011, down from 46% in the same period in 2010. Meanwhile, repeat buyers jumped to 56% of the market share, up from 40% the year before. 62% of repeat buyers are 45 or older.

So, while a full housing rebound may still be years away, when the recovery starts:

(1) The boomer segment will be the one that moves fastest.

(2) It's not a matter of *how* the boomers will impact the housing revival, but when.

<u>MULTI-UNITS</u>: 1 OCTOBER 2011

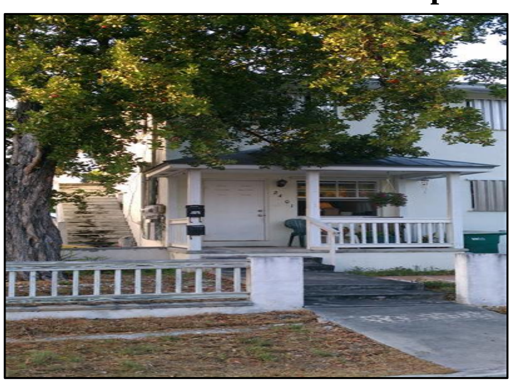
1018 Georgia St **Duplex**

3-bedrooms, 2-bath, 1452 living sqft, lot = 2,963 sqft
Short-sale
SOLD 19 SEPT 2011 Asking price = $395,000
Sales price = $325,000
Rental income = ($2,300/mo) x (5% vacancy rate)
= $2,185/mo … or $26,220/yr
Taxes + Insurance = (2.5%) x ($325,000) = $8,125/yr
ROI = (income – expenses) ÷ (selling price)
= ($26,220 - $8,125) ÷ $325,000
= $18,095 ÷ $325,000
= **5.6 %**

812-14 Baptist Ln **3-4 Unit**

6-bedrooms, 6-baths, 2832 living sqft, lot = 6,182 sqft
Short-sale
SOLD 20 SEPT 2011 Asking Price = $405,000
Sales Price = $385,000
Rental income = ($4,000/mo) x (5% vacancy rate)
= $3,800/mo … or $45,600/yr
Taxes + Insurance = (2.5%) x ($385,000) = $9,625/yr
ROI = (income – expenses) ÷ (selling price)
= ($45,600 - $9,625) ÷ $385,000
= $35,975 ÷ $385,000
= **9.3 % (+ 2 add'l units to renovate, unrented)**

2401 Patterson Ave **Duplex**



4-bedrooms, 3-baths, 2984 living sqft, lot = 4,741 sqft
Short-sale
Listing Expired Unsold Asking price = $212,900
Sales price = none
Rental income = ($2,900/mo) x (5% vacancy rate)
= $2,755/mo … or $33,060/yr
Taxes + Insurance = (2.5%) x ($212,900) = $5,323/yr
ROI = (income – expenses) ÷ (selling price)
= ($33,060 - $5,323) ÷ $212,900
= $27,737 ÷ $212,900
= **13.1 % (if sold at full price)**

2226 Patterson Ave **Duplex**

6-bedrooms, 4-baths, 2504 living sqft, lot = 5,000 sqft
Short-sale
SOLD 27 SEPT 2011 Asking price = $499,000
Sales price = **$380,000**
Rental income = ($4,500/mo) x (5% vacancy rate)
= $4,275/mo … or $51,300/yr
Taxes + Insurance = (2.5%) x ($380,000) = $9,500/yr
ROI = (income – expenses) ÷ (selling price)
= ($51,300 - $9,500) ÷ $380,000
= $41,800 ÷ $380,000
= **11.0 %**

Analysis of Key West … non-quantitative:

I've tried to casually itemize the **PLUSes and MINUSes** of Key West, as a destination and (possibly) a location where prospective home-owners might be attracted to invest. These lists are just off the top-of-my-head, and they are in no particular order. Let me know if I've forgotten anything! Can you add to the lists? Let's be honest … whataya think?

What Key West features attract prospective buyers?

(1) Weather … tropical, average summer temp = 89 degrees, average winter temp = 79 degrees
(2) Water … fishing, diving, snorkeling, all water sports, natural reef, photography
(3) Attitudes … relaxed, laid-back, welcoming, accepting, generous
(4) Small town feel … everyone gets to know everyone else
(5) Privacy … it's understood as "off-limits" to pry into someone's background
(6) Exclusive … hard to get to
  (a) nobody comes here by accident (you have to *really* want to)
  (b) but you can drive or fly, so it's not impossible
(7) Restaurants … many good ones
(8) Churches … rumor is the per-capita density rating is high
(9) History … colorful stories and characters, Old Town architecture
(10) Reputation … outlaw, activist, liberal, fun-loving
(11) Conchs … we have these interesting, indigenous people who have lived here forever
(12) Destination … well known, popular, no one "passes through" on the way to somewhere else
(13) Environmental … awareness, concern, activism
(14) State income taxes … zip, zilch, nada

What Key West features concern prospective buyers?

(1) High cost-of-living … real estate, gasoline, food, entertainment, etc
(2) Chance of flooding … below FEMA flood plain, need Flood Insurance
(3) High cost of windstorm insurance … no one would buy it, if they had a choice
(4) Smaller properties (living sqft) and lots … very high $-per-Sqft
(5) City and County requirements for permits and licenses … toughest anywhere?
(6) Hurricanes … we are just sticking out here in the middle of the ocean
(7) Remoteness … trapped at the end of a 110-mile long cul-de-sac
(8) Lack of high-paying employment … seems everyone here is over-qualified to work
(9) Title problems … more frequent than other areas
(10) Appraisal problems … out-of-town appraisers are unfamiliar with properties and market
(11) High percentage of distressed properties:
  (a) Because of a high percentage of vacation homes and snowbirds?
  (b) Because prices got so high in 2004-2006?
(12) Survey problems … especially in Old Town (easements, encroachments, boundaries, etc)
(13) Water pipeline … FKAA brings water from Florida City.
(14) Attractions (bars, T-shirt shops, Duval madness) … good for tourists, not for residents?
(15) Not enough adult amenities … theaters, libraries, shopping, one golf course, etc
(16) Too many residents with:
  (a) No visible means of support (retirees, trust-babies)
  (b) Too much time on their hands, so they get involved with political/legal trivia
(17) Large homeless population
(18) Lack of affordable housing for the working-class population

JSmith note: Don't be shy … please send me an email (jimsmith@realtyexecutives.com) if you'd like to add your non-scientific input to the lists. What makes Key West special? Once the lists are fully developed, we might re-visit the subjective analysis and re-order them in some kind of "priority".

Hello, everyone … This will be a recurring article each month, intended to convey meaningful information from my “Florida Keys Real Estate” internet show on www.KONKAM.com, every THURs noon-to-1:00 PM. What happened in September?

Thursday #1: My guest was **Chris Rabold**, Regional Consultant for MetLife in Miami. The topic for discussion was Reverse Mortgages, Chris’s area of expertise. There are a lot of out-of-date misconceptions on Reverse Mortgages, especially on the internet. Things have changed. They are applicable to many people’s situations and a miracle for some. They are semi-complicated … and that’s why Chris is in demand. He hopes to be a frequent visitor to Key West, preferably “business trips”.

Thursday #2: My guest was **Albert Pujols**, future first-ballot MLB HOF. Can’t fool you? OK, Albert was busy in St Louis, so I stood in for him. The material for this broadcast was essentially from my last real estate newsletter. As I mentioned on the show, I’m going to start planning on taking one Thursday per month all to myself. Issues queue-up faster than I can process them with guests each week!

Thursday #3: My guest was **Dominique Barrera**, President-Elect of the Key West Association of Realtors and an active Realtor with the *Preferred Properties* brokerage in Key West. As Prez-in-Waiting, this is a very busy year for Dominique, attending as many committee meetings and conferences as possible … coming up to speed in many different areas. The big issue during Dominique’s year as President will be the bidding for a new (or renewed) MLS contract. Dominique came prepared with recent Lower Keys statistics showing that both # sales and average sale prices were UP year-to-date in 2011. Good sign!

Thursday #4: My guest was **Robbie Hopcraft**, Realtor® and Distressed Property Specialist for SellState Island Properties in Key West. We spent the hour with me posing questions about my own short-sale travails and Robbie responding with insightful information. I learned a lot … like bankruptcies don’t prevent foreclosures, they only delay them. Every short-sale is different. And the answer to most short-sale questions begins with (no surprise, of course) “It depends”. Robbie can tell you what it depends on!

Thursday #5: My guest was **Ty Symroski**, owner of Land Use Planning, LLC and former City Planner and Monroe County Growth Management Director. Ty has data to show that, amidst the economic downturn, Key West hotels and guesthouses lead the state in occupancy rates and room rates! That’s a powerful piece of hard data for developers to know. Other topics … “historic landscaping”, Green building and the Heritage Trail for bikers and runners, connecting all the Florida Keys.

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Current BUYERS in the Lower Florida Keys: **October 2011**

These are a sample of 5 buyers I am currently working with, in no particular order … what they are searching for, what their concerns are, what issues must be overcome, etc. Some of this may resonate with you, too! It will be a challenge to highlight 5 new buyers each month … but, let's see how it goes. By my calculations, the present inventory of buyers will be exhausted in a few short months, so I'll need a steady pipeline of newbies to replenish the inventory and keep this column going. Anyway, if you are a seller (or know someone who is), maybe one of these buyers would be a good match! I hope you find this interesting, even with identities withheld. If you are one of my buyer-prospects, surely you will recognize yourself!

Buyer #1: A resident Key West facilities maintenance expert and (sometimes) building contractor is looking for a rental property to purchase and renovate, preferably a duplex. Once again, I'm proud to say he is a repeat customer! He has just sold a very nice property in Cudjoe Gardens, and he wants to re-invest the proceeds in Key West. X-zone for flood would be nice, in the White street area, or west to Casa Marina or Old Town. Looking for a handy-man bargain under $250,000 if possible. No hurry to re-invest, but buyer's market … less work needed, higher price likely.

Buyer #2: A resident Key West attorney, and recent repeat customer, has sold his 1800 Atlantic Blvd condo. He is now looking for another residence, possibly a single-family home this time, west of White Street is preferred. 2-beds, 2-baths is sufficient. In the meantime, he has a rental property to live in … maybe short-term, maybe forever, depending on what offerings catch his eye. Veteran real estate consumer, and his law practice is 50% real estate … so, this will keep me on my toes! I imagine I'll learn a few things, too.

Buyer #3: A military member was referred to me via the USAA mortgage loan people. I've been a USAA member for over 40 years (all kinds of insurance), but that's not how I got on their referral list. Several years ago, I assisted a military couple with a VA loan, and that got me in the door. There have been several contacts since then. The success-rate for these type of referrals is low, but you never can tell. I do like working with military members. This client is looking for a 3-bed single family home at about $300,000 … but a 6-unit complex at MM11 has caught his eye. He may partner-up with others and strike while the market favors buyers.

Buyer #4: I was contacted by a gentleman from Gaucin, Spain. I don't know how he located me … internet? Social media? Word-of-mouth? He and his wife have never been to Key West, but they have heard and read much about it. Gaucin sounded beautiful, located in the interior, in the middle of the triangle formed by Gibraltar, Cadiz and Malaga. They are nearing retirement and are interested in a 2-bed, 2-bath, 1400 sqft residence within walking distance of the St Mary Star of the Sea catholic church. He was surprised at the high real estate prices, even now in the extreme buyer's market. Time-table for getting serious … after US elections in 2012.

Buyer #5: A real estate developer from Richmond (Still the Capital of the Confederacy), Virginia, wants to become a business man in the Conch Republic. We have been in contact now for over 5 years. In the past we have made a run at purchasing two hotels in Key West, but success eludes us. He is finishing-up a large waterfront project in Virginia Beach VA, then he will turn his attention southward! Almost anything is possible … hotels, motels, restaurants/bars, guesthouses, conversion projects, retail establishments, etc. Come on down, while the buying is good!

6 ways to save in retirement

You may be facing retirement with less than you expected. The seven-figure target you've been aiming for now feels like a long shot. Americans' confidence about living well in retirement is at an all-time low. However, you can enjoy a fulfilling retirement with a smaller-than-hoped-for portfolio.

Many MONEY readers scaled-back on retirements … adjustments had been made, but few found those fixes painful. Many felt that they we're not missing anything … they realized what makes them happiest is much closer to home. These six strategies for living-well-on-less are instructive:

Fine-tune budget: You've probably heard that you'll need about 75% of your pre-retirement income to keep up your standard of living. However, that doesn't match up with what the data. Certain savings happen naturally. You're no longer socking away 10% to 15% of your earnings in retirement accounts, forking over more than 7% in payroll taxes, updating your work wardrobe, or buying gas for a commute. At 65, you get a bigger standard deduction on your taxes. Tuition bills are gone. You have more time and can spend less by cooking at home. When people retire, they're more cautious. Cutting back may not be as painful as you fear.

Turn time into money: When you're working, time is money. Once you retire, you can spend more time to save money. Retirees pay less for food because they shop more often and use coupons more extensively. By doubling their shopping frequency, older households pay 7% to 10% less per purchase. Save on plane tickets by flying midweek or at the last minute. Having more time at your disposal can also save you the cost of hiring a pro. Retirees can tackle most home repairs themselves. Preparing your own meals can help you eat healthier.

Live smaller: Downsizing to a smaller home is one of the most potent ways to live well on less. You may be able to pump up your nest egg with the proceeds of the sale, and you're sure to spend less on maintenance, utilities, and property taxes each year. Selling your home may not be easy nowadays. You need to price your home as a bargain. If you've been in your home a decade or longer, you are likely to still come out ahead. Getting rid of a car can save you thousands a year on fuel, insurance, and repairs. Walk more. Read more. Downsizing can be liberating. Who doesn't find life calmer with less clutter?

Move to a lower-cost area: Most retirees want to stay close to family and friends. If you're willing to pull up stakes, housing can provide the most dramatic savings. Think what the proceeds from your Boston home (median price: $356,000) will buy you in Orlando ($120,000). You can cut your taxes too.

Work part-time: If you find yourself at the finish line with less money than you had hoped, one solution is to move the finish line. The number of people staying in the workforce beyond traditional retirement age is increasing. Of course, going to the office every day may not be your idea of retirement. So, line up enough part-time work to bridge the gap between your savings and spending. Even a modest paycheck can let you put off tapping your retirement accounts and wait to claim Social Security benefits, boosting your income later.

Tracking down flexible or part-time work isn't that different from hunting for a full-time job. Talk to family and friends, network by joining community groups or associations, or volunteer. A post-career job can be fulfilling too. More than two-thirds of retirees who work part-time say they do so to stay active and challenged. That's more than those citing income (44%) or health insurance (42%) as a reason to work.

Become debt-free: You'll have a hard time living lean if you're still paying off your mortgage, not to mention struggling under credit card debt. Yet more and more retirees are facing those obstacles. Erasing your debts isn't a trick you can pull off without planning. Start whittling away high-rate credit card debt. That payoff is sure to be higher than what you can reliably earn elsewhere.

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Financial Intelligence for the Informed Investor

John Mauldin 9/25/2011 President of *Millennium Wave Advisors, LLC*, a registered investment advisor.

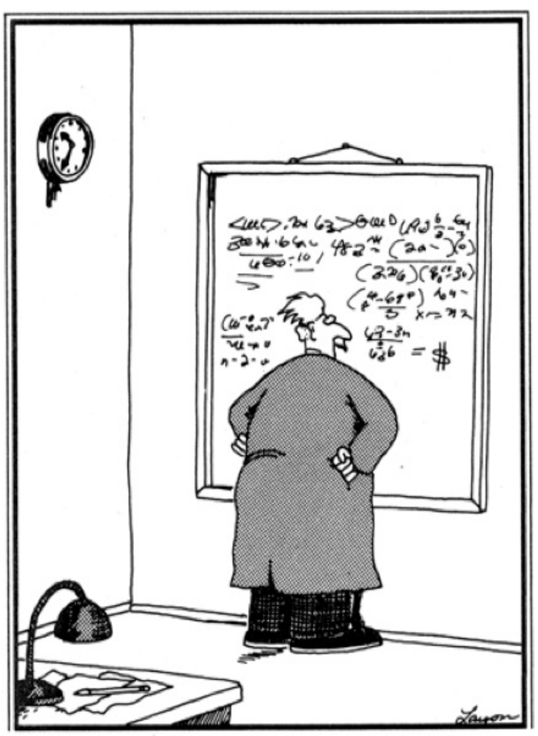
Breaking the Speed of Light

Physicists do amazing things at CERN, the physics lab in Geneva. Wall Street is also legendary for the number of physicists it hires to work on high-frequency trading (HFT) programs. Evidently, Wall Street has figured out how to do trades 190 milliseconds in the future. What is the speed of light compared to the speed of money?

On September 15, 2011, it all happened in just over one second of trading, the evidence buried under 19,000 quotes and 3,000 trades. The facts of the matter are indisputable. Based on official exchange timestamps, there is unmistakable proof that YAHOO trades were executed on quotes that didn't exist until 190 milliseconds later!

Going forward in time is cool. On the same day, CERN physicists found subatomic particles that move slightly faster than the speed of light, making it possible to travel back in time (a few nanoseconds, but a *start*). Imagine, particles travelling at a speed that is supposedly forbidden by Einstein's theory of special relativity. It raises the troubling possibility of sending information back in time, blurring the line between past and present and wreaking havoc with the fundamental principle of cause and effect.

Just in case you buy this, let me attempt to disappoint. First, as my curmudgeon PhD friend from MIT Bart Stuck writes, "I think they both had time-stamp errors." I can't vouch for the European physicists, but I would bet the keys to the kingdom that there is a computer glitch at the NYSE. High-frequency trading is distorting the markets, enriching a few pockets (and the exchange), and I do not see how it is in the interest of the public.



Einstein discovers that time is actually money.

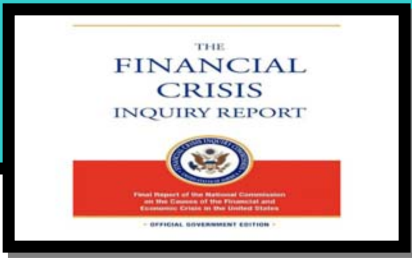
I also know that fighting HFT is spitting into the wind, as faster technology comes along every few months. If you force the HFT funds to put their servers across the street (losing the time advantage of not being co-located with the exchange servers), it will only be a few years until technology has given the edge back to them. In ten years, when artificial intelligence and connection speeds are far more advanced, how will human traders compete? Hire yet another AI to fight back? Wire yourself into the system?

The only way to effectively end HFT is for the exchanges to stop giving incentives for such trading. If one trade can go "back to the future" then how many more? An isolated instance, or a symptom? And to finish this on a light note, here's a cartoon from my favorite ◄ cartoonist, Gary Larson.

JSmith note: My son is an investment manager, and in presentations he asks the audience to guess the average holding-time of a Wall Street trade. ANS: 22 seconds! It's true because of the huge volume of HFTs. That's not investing, or even gambling. It's electron arbitrage. And it makes up about 70% of Wall Street trading.

Financial Crisis Inquiry Commission

Post #6



The Financial Inquiry Commission spent more than a year examining the causes of the financial crisis. It held 19 days of public hearings, interviewed more than 700 witnesses and reviewed millions of pages of documents.

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Opening Section of the FCIC: "Setting the Stage" There are 4 key developments over recent decades that shaped events which eventually shook financial markets and the economy. They are shadow banking, **financial deregulation**, changes in the mortgage industry and securitization/derivatives. Covered here is:

Financial Deregulation:

(1) Banking expansion: By the mid-90s, commercial banks and the largest investment banks were becoming synonymous, larger, more complex and more active in securitization. They lobbied regulators and Congress to deregulate. The Fed argued that, with incentive to protect shareholders, financial markets would *self*-regulate. Greenspan: "The self-interest of market participants generates private market regulation."

The last restrictions that separated banks, securities firms and insurance companies were fading. After intense lobbying, in 1999 Congress passed the Gramm-Leach-Bliley Act which completed the dismantling of Glass-Steagall. The biggest banks (Citigroup, JP Morgan, Bank of America) now competed directly with the "Big 5" investment banks (Goldman Sachs, Morgan Stanley, Merrill Lynch, Lehman Brothers, Bear Stearns).

(2) Long Term Capital Management: LTCM failed in 1998 by losing $125 billion in risky investments. Via derivatives, it multiplied its losses to more than $1 trillion, including holdings of Merrill, JPMorgan, MStanley, Lehman, GSachs, etc. The Fed organized LTCM's rescue by major banks and securities firms, raising the question … would the Fed rescue *any* firm that threatens capital markets?

(3) Dot-COM crash: The tech-bubble burst in March 2000. The NASDAQ fell by two-thirds. The slump accelerated with the 9/11 terrorist attacks and Enron and WorldCom collapses, then the two largest corporate bankruptcies ever. Many of the biggest financial institutions lost money in settlements (without admitting guilt). In response, Congress passed the Sarbanes-Oxley Act of 2002, attempting to legislate that executives pay attention to their companies! The Fed's analysis of the tech crash praised the banking system's risk management, resilience, stability … as an example of *self*-regulation without government oversight.

(a) "Greenspan Put" … investors' faith the Fed would preserve capital markets, no matter what.
(b) "Moral Hazard" … encouragement to gamble since the Fed would protect downside risk.

The Wages of Finance: In the 1980s and 1990s, the relationship between performance and compensation broke down. Executive pay soared. Pay structures created incentives to raise risk and leverage. Regulators could not recruit financial experts.

(a) Fed Chair Ben Bernanke: "Poachers are always better paid than game wardens."
(b) FDIC Chair Sheila Bair: (paraphrasing) Pay was based on loan volume, not loan quality.
(c) SEC Chair Mary Schapiro: (paraphrasing) Pay was for short-term, not long-term, success.

Financial Sector Growth: In the 1980s and 1990s, it was the fastest growing piece of the US economy. Leverage grew, too. There was less and less capital to absorb losses. The data was there for all to see.

Southernmost Stars: **1 October 2011** The least expensive properties currently on the market on the island of Key West. Changes from last month are in **blue**!

Ten least expensive Condos or Townhomes in Key West:

Address:	Ask Price:	#beds:	#baths:	Living Sqft:	$/Sqft:	Other:
1830 Fogarty #4	$125,000	1	1	388	322	Affordable Housing
3312 Northside #313	**$135,000**	**1**	**1**	**528**	**256**	**Foreclosure**
1830 Fogarty #7	$144,000	1	1	572	252	Affordable Housing
3312 Northside #313	**$149,000**	2	1	736	**202**	Conventional
1830 Fogarty #6	$149,000	1	1	598	249	Affordable Housing
3312 Northside #208	$149,000	2	1	831	179	Conventional
3312 Northside #204	$149,000	2	1	736	202	Conventional
408 Petronia St #B	$149,000	0	1	270	552	Foreclosure
408 Petronia St #A	$159,000	0	1	280	568	Foreclosure
3312 Northside #613	$175,000	2	1	736	238	Conventional

Missing from last month: 906 Truman #4 … under contract
3312 Northside #111 … replaced, too expensive
* 408 Petronia St: BOTH halves of the duplex are available together for $308,000.

Ten least expensive **Single-Family Residences** in Key West:

Address:	Ask Price:	#beds:	#baths:	Living Sqft:	$/Sqft:	Other:
1701 Johnson #1	$269,000	2	1	850	317	Conventional
2116 Fogarty Ave	**$269,000**	2	1	838	**321**	Conventional
1209 Margaret St	$275,000	3	1	864	318	Conventional
1208 Florida St	$289,000	3	2	948	305	Short-sale
2021 Harris Ave	**$299,000**	**2**	**1**	**1098**	**291**	**Conventional**
319 Grinnell St	**$299,500**	**2**	**2**	**944**	**317**	**Foreclosure**
2425 Fogarty Ave	**$299,900**	2	1	838	**358**	Conventional
1218-Rear Packer	$329,000	2	1	578	569	Conventional
213 Truman #C	**$329,900**	**2**	**2.5**	**1083**	**305**	**Foreclosure**
829 Baptist Ln	**$339,000**	**1**	**1**	**414**	**819**	**Conventional**

Missing from last month: 2108 Harris Ave … under contract | 1312 William St … under contract
1202 George St … under contract | 2113 Seidenberg Ave … under contract

Only one replacement in the Condo/Townhome category. Not too surprising, in that September is known to be the slowest time of the year in Key West real estate. There are bargains out there.

Least expensive does not necessarily mean *best value*. That is determined subjectively by factoring-in other variables like appreciation potential, amenities, special features, location, condition, age, style, appeal, etc.

REALTY EXECUTIVES ®

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