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Hello, everyone …

1 March 2013

I'm going to date this 1 March, even though I'm going to send it out on 28 February. That's because I'll be in Wilmington NC on 1 March … practicing, with *The Gents*, for our gig on 2 March! For the uninitiated, *The Gents* were formed back in the dark ages of 1964-ish at the Coast Guard Academy. We played our music, graduated, had our careers, and we are now retired. 40+ years later, we reassembled! We have changed, but 1960s rock-n-roll has not, still the best. Strange, but we've been together longer now in our 2nd lifetime than we were in the first ☺. Looking forward to Wilmington … we play again in Sarasota over Memorial Day and here in Key West over Labor Day, then CGA Homecoming in the Fall. Look, Mom, we are (unpaid) Rock Stars!

<u>Table of Contents for this issue</u>:

What's missing? My monthly chapter-summary of the Financial Crisis Inquiry Commission. My bad, but February is a short month … didn't have time to create the summary (plus Wilmington, you know). I've almost got the whole thing done now! Only two more chapters, then I'll have CliffNoted the entire thing … available to you for the price of an email request!

I'm involved in one of the above-referenced *Zombie Foreclosures*, so I know they are true. It's an Old Town masterpiece of a home, totally renovated at the top-of-the-market, just as the bottom fell out. It could not sell for enough to pay the acquisition and construction expenses (over $2M). Owners have relocated, leaving the property vacant, and turned-in the keys to the bank. BUT the bank has not transferred the deed. There are buyers right now willing to pay in the $1.2M range … but nobody to give the purchase offer to! So, it sits unloved and deteriorating, and hurting the neighborhood. This is the definition of <u>real estate limbo</u> … how low can you go? Is there a solution to this puzzle? Apparently not.

The local market is hot … the busiest I've been in the last 4-5 years. Other Realtors have the same sense ☺

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RISMedia Daily e-News
The Leader in Real Estate Information Systems

By David Lereah
6 February 2013

Housing Recovery Is Real but Risks Remain

The US housing recovery is real and underway. The end-of-year numbers are in for the primary housing measures.

(1) Existing home sales were up 9% in 2012 from 2011
(2) New home sales were up 20% in 2012 from a year earlier
(3) Housing starts were up 27% this past year compared to the previous year.

Granted, these advances were based off historically low bases but we will take what we can get after six years mired in a housing recession. Perhaps a more telling statistic for the nation's housing outlook is appreciating home values. Over the past six months, home prices increased between 4 and 9%, according to the major home price indexes.

The drivers of housing demand are in place for a sustained recovery: high affordability; job growth (albeit modest); strong investor demand; rising buyer confidence; lean home inventories; home price appreciation; and fewer distressed homes for sale. However, two factors stand out:

Foreclosure Situation: Overall, foreclosure filings and inventories are declining, an indication that most states have worked through the bulk of their foreclosure problems, reducing downward pressure on home values. Foreclosures are down 18% year over year. However, an agreement between the government and the 10 largest mortgage servicers is expected to generate a mini-wave of foreclosures in the near term. In the long term, the agreement provides incentives for servicers to offer loan modifications and principal pay-downs rather than foreclose on troubled homeowners. More and more lenders/servicers are leaning towards short sales over foreclosures. Bottom line: banks are avoiding foreclosures in favor of loan mods and short sales, creating a more favorable situation for home prices.

Congress Budget Agreement: The passage of the American Taxpayer Relief Act of 2012 has both positive and negative implications for the housing sector.

(1) **The positives:**

- Extended the tax break to short-sale homeowners. IRS will not count the amount forgiven by the mortgage holder as income to the seller, giving distressed borrowers incentive to sell short, not default.
- Restored the tax deduction for mortgage insurance premiums that expired at the end of 2011.
- The mortgage interest deduction untouched.
- Tax relief for mortgage debt forgiveness was extended another year, providing homeowners' tax relief on loan modifications, short sales and foreclosures.

(2) **The negatives:**

- Higher income tax rates for high income households, reducing household disposable income, which is likely to constrain sales of high-end homes.
- The capital gains rate on high income households increases from 15% to 20% which could also constrain high end home sales.

Looking Forward … The housing recovery is solidly in place but some risks remain, particularly from the broader economy. The economic recovery is still on shaky ground. GDP grew by only 2.2% for all of 2012, a modest pace for an economy in full recovery mode. The housing recovery is highly dependent on job and income growth as well as consumer confidence. If the economy does not pick up, the magnitude of the housing expansion will be in question. Fortunately, the economy appears poised for stronger expansion if Congress and the Administration resolve the fiscal/budget crisis. With politics behind us, prospects for 2014 are rosier than this year, with GDP growth accelerating closer to 4%, compared to the projected 2% growth this year. That healthy growth is needed if the nation's housing sector is to finally experience a robust expansion.

KEY WEST multi-unit properties: On-market and recent sales. 1 March 2013

	List Price:				$-per-Unit:	
DUPLEXES:						
701 Elizabeth St:	$ 995,000	ROI	**2.48%**	duplex	$ 497,500	
1612 Bertha St:	$ 410,000	ROI	**8.23%**	duplex	$ 212,500	
914 Frances St:	$ 795,000	ROI	**2.49%**	duplex	$ 397,500	short-sale
809 Fleming St:	$ 649,000	ROI	**7.05%**	duplex	$ 324,500	
316 Amelia St:	$ 509,000	ROI	**4.32%**	duplex	$ 254,500	short-sale
~~**2007 Flagler Ave**:~~	~~$ 402,000~~	~~ROI~~	~~**9.83%**~~	~~duplex~~	~~$ 201,000~~	Under Contract 2/7/13
3409 Eagle Ave:	$ 495,000	ROI	**6.51%**	duplex	$ 247,500	
1320 Seminary St:	$ 499,000	ROI	**6.19%**	duplex	$ 249,500	
1321 South St:	$ 750,000	ROI	**3.12%**	duplex	$ 375,000	
909 Pohalski Ln:	$ 595,000	ROI	**2.91%**	duplex	$ 297,500	
1626 Sirugo Ave:	$ 1,225,000	ROI	**0.53%**	duplex	$ 612,500	
815 Eisenhower Dr:	$ 1,395,000	ROI	**2.12%**	duplex	$ 697,500	
2514 Staples Ave:	$ 595,000	ROI	**5.21%**	duplex	$ 297,500	
1100 Angela St:	$ 1,190,000	ROI	**2.55%**	duplex	$ 595,000	
~~**1022 Grinnell St**:~~	~~$ 398,000~~	~~ROI~~	~~**6.68%**~~	~~duplex~~	~~**$ 199,000**~~	Under Contract 1/3/13
3 UNITS:						
717 Fort St:	$ 389,888	ROI	**6.33%**	3-units	**$ 129,963**	
1614 Dennis St:	$ 649,000	ROI	**7.62%**	3-units	$ 216,333	
622 Grinnell St:	$ 1,200,000	ROI	**2.35%**	3-units	$ 400,000	
1821 Harris Ave:	$ 847,900	ROI	**6.71%**	3-units	$ 282,633	
611 William St:	$ 1,399,000	ROI	**1.31%**	3-units	$ 466,333	
4 UNITS:						
1023 Whitehead St:	$ 850,000	ROI	**11.79%**	4-units	$ 218,750	
1119-23 Simonton:	$ 1,500,000	ROI	**2.79%**	4-units	$ 375,000	
530 William St:	$ 1,645,000	ROI	**10.36%**	4-units	$ 411,250	
Greater than 4 UNITS:						
400 Simonton St:	$ 1,599,000	ROI	**2.61%**	6-units	$ 266,500	
1301 Truman Ave:	$ 925,000	ROI	**10.36%**	8-units	**$ 115,625**	

SALES:

1911-1913 Patterson Ave
SOLD 1/25/13 for **$370,000**

2500 Patterson Ave
SOLD 2/4/13 for **$285,000**

903-905 Catherine St
SOLD 2/11/13 for **$280,000**

Aol Real Estate Analysts
8 February 2013

10 Best States to Default on Your Mortgage

Defaulting on your mortgage inevitably pushes you into the foreclosure process, and that can be a very traumatic experience. But there is a glimmer of hope, even if you're already getting phone calls and notices warning you of impending foreclosure. If you live in a state where it takes an exceptionally long time to complete the foreclosure process, you have more time to save your home from foreclosure.

There are a number of states where it takes much more than a year for the foreclosure process to be completed; in states with the longest foreclosure timelines, it takes just shy of three years. For homeowners facing foreclosure in those states, that's good: That gives them plenty of time to try and refinance their mortgages, sell their homes or find other ways to stop the foreclosure process, said RealtyTrac. Of course, it also allows them plenty of time to just live in their homes for free until the foreclosure process is completed.

The long foreclosure timelines in some states are primarily due to their judicial foreclosure processes, meaning the courts are involved in every step. It's "a more bureaucratic process" that often gets slowed down by either the courts' inability to process a large volume of foreclosure cases in a timely manner or judges who are dissatisfied with the handling of each case. But long foreclosure timelines aren't good for everyone. The longer a home lingers in foreclosure, the more it drags down values of surrounding properties. "It's best for the others living around homeowners in foreclosure -- and the larger community -- if the property is transferred to a new homeowner who is making mortgage payments," said RealtyTrac.

With all of this in mind, RealtyTrac provided AOL Real Estate with data on the average number of days it takes to complete the foreclosure process in each state. From this, we gleaned the 10 states with the longest foreclosure timelines -- and those that are safest for homeowners who have defaulted on their mortgages.

Rank:	State:	Average Foreclosure Time in 4th Qtr 2012:	In other words:
#10	Pennsylvania	563 days	1 year, 6 months and 15 days
#9	Ohio	564 days	1 year, 6 months and 16 days
#8	Indiana	601 days	1 year, 7 months and 22 days
#7	Massachusetts	631 days	1 year, 8 months and 22 days
#6	Connecticut	671 days	1 year, 10 months and 2 days
#5	Illinois	697 days	1 year, 10 months and 28 days
#4	Hawaii	781 days	2 years, 1 month and 20 days
#3	**Florida**	**853 days**	**2 years, 4 months and 1 day**
#2	New Jersey	987 days	2 years, 8 months and 13 days
#1	New York	1,089 days	2 years, 11 months and 24 days

JSmith note: I'm **not recommending** default, just to be clear … but I've seen many instances where it is apparently the best choice out of several bad choices. Personally, I think a strong case can be made that most of the responsibility for the financial crisis rests at the top of the pyramid … US government and Wall Street. But they have not been held accountable. That burden rests with homeowners on Main Street. OK, end of sermon.

My Current BUYERS in the Lower Florida Keys:

March 2013

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: I think everyone agrees word-of-mouth marketing is the best kind … just very hard to achieve.

But I had the happy occurrence this month when a friend from church recommended that *her friend* from the Midwest get in touch with me! The friend visits Key West often, a popular draw for writers like her. The great weather has finally won her over, and she'd like to purchase a condo to use as a retirement residence. He really likes Key West By-the-Sea in the low $300Ks for a 2-3 bedroom unit. That's the second KWBTS unit that I'm actively looking for! Supply is low currently. If you know of someone … !

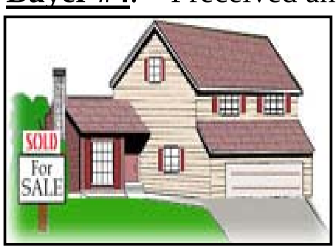
Buyer #2: I had two more occurrences of listings (two different ones) yielding buyers for *other* properties.

This couple has been renting during winter seasons in Key West for many years. They own other properties in varied locations, and they are considering adding Key West to their collection! They would like an Old Town property under $600,000 ready to move in (no fixer-upper) to convert to a vacation home. Three bedrooms would be good, plus a pool! Like many buyers, they want a distinctive home in the old Key West, historic style. They love to walk and bike … and the mystique of laid-back living in the sunny South!

Buyer #3: This is the second example of a listing producing a buyer for *another* property. There's a

tangible marketing impact of simply having a listing … so, Realtor-school was right. These buyers have challenging credit due to being subject to a top-of-the-market purchase previously, coupled with loss of income. They have recovered nicely, except for their FICO credit score. But they are determined to be homeowners again. They are looking for a home in Key West in the $250,000 price range, fixer-upper OK. Maybe as "far out" as Big Coppitt!

Buyer #4: I received an email from a gentleman in Cyprus (yes, Greek island, Mediterranean, south of



Turkey, west of Syria). He had found a listing of mine on the internet in Cudjoe and recognized it as his former rental unit from 20 years ago when he was in the US Navy! He and his wife yearn for a return to the Florida Keys, and they are interested in buying the former rental. But they are in Cyprus for the next 2.5 years (great pay and tax breaks!), so they'd need to rent before moving in. If not this property, then any 3-bed, 2-bath home! The internet really is *world* wide!

Buyer #5: I was in the bank parking lot when two gentlemen spotted the magnetic Realty Executives sign on

the side of my car. One held up an MLS ad and asked in broken English if I could show them that house. I say YES easily, so we drove to the house, bank-owned and luckily on a lockbox. I called the Listing Agent from the number on the For Sale sign and, ta da!, we got inside. No muss, no fuss. They loved it. Days like this make me think real estate is a ding-dang nice 2nd career. And I wear Birkenstocks to work. If you hear me complain, just slap me …

OLD TOWN sales … month-by-month since 2002, single-family homes only (no Sunset Key):

Month:	under $500K	$500K-$749K	$750K-$999K	$1M-$1.49M	$1.5M-$1.99M	$2M-$2.49M	$2.5M-$2.99M	$3M and over	TOTAL:
December 12	4	6		1				**1**	12
November 12	2	1	5	3	1				12
October 12	6	4							10
September 12	1	1		1					3
August 12	1	1	2						4
July 12	5	2	2		2	**1**			12
June 12	2	3	1						6
May 12	3	3	4	3	1	**1**			15
April 12	2	5	3		1				11
March 12	1	1	1						3
February 12	5		3		2				10
January 12	3	3	2	2					10
	35	30	23	10	7	**2**	**0**	**1**	**108**
December 11	10	3	1	1			**1**		16
November 11	2	1	1	1					5
October 11	3	1	1						5
September 11	3	3	1		1				8
August 11	1	1	1	2				**1**	6
July 11	3	2	2	1					8
June 11	8	1	3	1	1	**1**			15
May 11	5	2		1					8
April 11	4	2	1	2		**1**		**1**	11
March 11	4	1	3		1				9
February 11	5	3	1	2					11
January 11	6		1		1				8
	54	20	16	11	4	**2**	**1**	**2**	**110**
December 10	8		2	1		**1**			12
November 10	1	2		1					4
October 10	4	2	1	1					8
September 10	3	2		1					6
August 10	3								3
July 10	3	1							4
June 10	2	1	4						7
May 10	3	2	2	2					9
April 10	2	4	1	2	1				10
March 10	5	1		3	1	**1**			11
February 10	4			2		**1**			7
January 10	2	1							3
	40	16	10	13	2	**3**			**84**
2009	28	20	9	8	5	**5**			**77**
2008	27	15	6	14	3	**3**		**3**	**71**
2007	11	20	13	19	8	**1**	**5**	**2**	**79**
2006	7	19	11	10	10	**7**	**4**	**4**	**72**
2005	1	19	21	23	12	**11**	**4**	**2**	**93**
2004	14	48	35	26	14	**11**	**1**	**2**	**151**
2003	52	57	23	12	4	**4**			**152**
2002	89	32	10	6	1	**1**		**2**	**141**

The data shows the BOOM years, the collapse, and now the recovery!

The Washington Post

George F. Will
Opinion Writer
8 February 2012

Time to break up the big banks

Ohio's senior Senator Sherrod Brown seems to have stepped out of "Les Miserables," hoarse from singing revolutionary anthems at the barricades. Today he has a project worthy of Victor Hugo — and worthy of conservatives' support. He wants to break up the biggest banks.

Even if he thought such banks would never have a crisis sufficient to threaten the financial system, he believes they are unhealthy for the financial system even when they are healthy. This is because there is a silent subsidy, an unfair competitive advantage relative to community banks, inherent in being deemed by the government, implicitly but clearly, too big to fail.

The Senate has unanimously passed a bill offered directing the GAO to study whether banks with more than $500 billion in assets acquire an "economic benefit" because of their dangerous scale. Is their debt priced favorably because, being TBTF, they are considered especially creditworthy? Brown believes the 20 largest banks pay less when borrowing — 50 to 80 basis points less — than community banks must pay.

TBTF began in 1984 under Reagan with the rescue of Continental Illinois, then the 7th-largest bank. In 2011:

(1) The four biggest US banks (JPMorgan Chase, Bank of America, Citigroup and Wells Fargo) had 40% of all federally insured deposits.
(2) The 12 biggest banks total 69% of the industry's assets.
(3) The 20 largest banks' assets total 84.5% of the nation's gross domestic product.

Such banks have become bigger since the crisis began, and they are not the only economic entities to do so. In the past 15 years the combined assets of the 50 largest US companies had risen from around 70% of GDP to around 130%. And banks are not the only entities designated TBTF because they are "systemically important." General Motors supposedly required a bailout because a chain of parts suppliers might have failed with it. The practice of **socializing losses while keeping profits private** is not quarantined in the financial sector.

TBTF also can mean TBTM (too big to manage). Read "What's Inside America's Banks?" in the Jan/Feb issue of the *Atlantic*. Banks are bigger and "more opaque than ever." Regulations make the opacity worse:

(1) The Glass-Steagall Act of 1933, separating commercial from investment banking, was 37 pages.
(2) Dodd-Frank (2010) is 848 pages, and eventually supplemented by 30 times as many pages of rules.
(3) The "Volcker rule" banning banks from speculating with federally insured deposits is 298 pages.

There is no consensus about a correlation between a bank's size and supposed efficiencies of scale, and any efficiencies must be weighed against management inefficiencies associated with complexity and opacity.

Senator Brown is fond of the maxim that "banking should be boring." He suspects that within the organizational sprawl of the biggest banks, there is too much excitement. Clever people with the high spirits and adrenaline addictions of fighter pilots continue to develop exotic financial instruments and transactions unknown even in other parts of the sprawl. By breaking up the biggest banks, conservatives will not be putting asunder what the free market has joined together. Government nurtured these behemoths by weaving an improvident safety net and by practicing crony capitalism. Dismantling them would be a blow against government that has become too big not to fail. *Aux barricades!*

<u>Why I Left Goldman Sachs</u>

A Wall Street Story

By Greg Smith

(Grand Central Publishing, Hachette Book Group, NY 2012)

Stanford graduate Greg Smith (BA, economics) worked for Goldman Sachs for 12 years, ten of them on Wall Street during the worst of the financial crisis, as a trader in derivatives. In March of 2012, while earning over $500,000 as a Vice President stationed in London, he resigned. His rationale was detailed in a *New York Times* Op-Ed piece on 14 March 2012.

For many years Goldman Sachs had a reputation of being the best, brightest and most honest investment banker on Wall Street. Their 14 Business Principles defined their culture, and Business Principle #1 was *Our Clients' Interests Always Come First*. Greg Smith was idealistic and he was "all in" … he succeeded at Goldman Sachs because he was a "culture carrier" in the eyes of the leadership.

But the culture began to change in 2006 when Goldman CEO Hank Paulson moved to be Secretary of the Treasury, and he was replaced by Lloyd Blankfein. Paulson was an old-school banker, but Blankfein was a star trader. A shift was barely noticed in the beginning. But it became increasingly clear that the client was no longer a customer coming to Goldman for advice or assistance … the client was regarded as a counterparty, the *other side* of a transaction, on their own in full-frontal capitalism. Greg Smith saw:

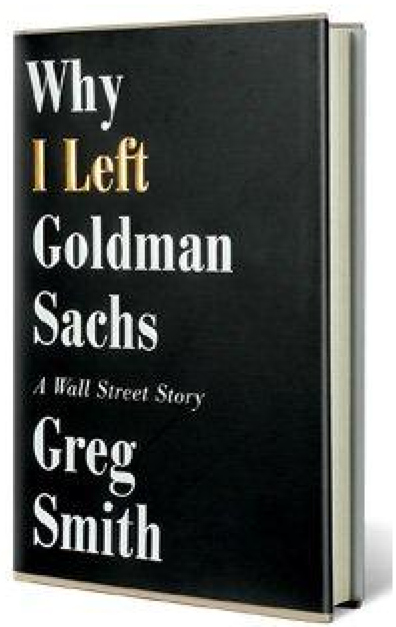
(1) Partners more concerned about their income than attending to clients' needs.
(2) Ambition and ruthlessness became highly valued, and internal maneuvering became cutthroat.
(3) Young analysts were learning from the bad examples set by leadership, poisoning young minds.

The breaking point came one day when one of Goldman's largest clients told Greg Smith in all sincerity, "The truth is, we don't trust you guys … We do business with you because we have to."

Since the crash of 2008, Goldman's fiduciary responsibilities eroded so far that it was <u>actively taking advantage of clients</u>. How? Because of *asymmetric information* … the playing field is not level. Goldman can see what every client in the marketplace is doing and therefore knows more than everyone. Wall Street can effectively see everyone's cards, and therefore it can bet smarter with its own money. Worse, if Wall Street can persuade an investor to bet in a way that favors the bank, it's as if the cards are pre-determined. The casino can't lose. Regulation? Las Vegas casinos are regulated better than Wall Street banks.

Greg Smith signs-off: "*How can it be that four years after the crisis nothing has been done to fix any of this? People should be outraged that there is no political will to fix a problem that hurts everyone, enriches a super minority that has learned to rig the game, and could threaten the world with another calamity in a few years' time*."

<u>JSmith Note</u>: The author's final act of defiance was to write the Op-Ed for the *New York Times*, published on 14 March 2012. You can read this at the following site: **http://www.nytimes.com/2012/03/14/opinion/why-i-am-leaving-goldman-sachs.html?pagewanted=all&_r=0** Goldman Sachs responded immediately … and that can be found at the same site.



CNNMoney
A Service of CNN, Fortune & Money

By Les Christie, February 22, 2013

Zombie foreclosures: Debts that won't die

Foreclosed homes may haunt borrowers long after they have moved out. The borrower may still technically own the house … on the hook for property taxes, fees and homeowners' association dues. In "**zombie foreclosures**," borrowers move out after their bank schedules a foreclosure auction only to learn months or years later that the auction never took place or the bank never transferred the deed.

In communities where foreclosures are difficult to sell, lenders sometimes delay taking possession to save on taxes and other costs that stay under the borrower's name. There could be tens of thousands. Those debts can then go unpaid for years because the borrower is unaware they owe them, further slamming their credit score and making life after foreclosure even harder.

Case #1: After working out a deal with CitiMortgage, a homeowner voluntarily walked away in a "deed in lieu of foreclosure." But the bank called and told the homeowner a sheriff's sale was coming and she had to move out right away. She sold her belongings and moved. Two years later she received a property tax bill for $5,000. The bank had never taken possession of the house due to a lien on the home that the owner never knew about. The lien occurred well after the bank agreed to the deed-in-lieu.

(1) The deed-in-lieu lowered her score by 80 - 120 points, but the unpaid debt meant her credit kept taking a hit. Her credit card companies cut her off, even though she was making her payments.

(2) Her auto loan carries a 25% rate, and car insurance premiums have skyrocketed. She can only afford a 1-bedroom apartment where she lives with her three kids. "Nobody will give me a loan," she said.

Case #2: A 45 year-old father of two thought he had lost his home in 2008. But two years later, a debt collector called telling him he owed $70,000. His 2nd lienholder had never forgiven his debt -- even though the 1st lienholder had foreclosed on the home. Depending on state law, 2nd lienholders can sue homeowners to pay off the notes -- even after they lose the home in a foreclosure or the lender can sell the debt to a collection agency. He said, "I could move to Alaska in winter and no one would lend me ice."

Case #3: Borrowers can't always trust lenders to file foreclosure paperwork properly. In November 2011 a California home was auctioned and the mortgage debt was fully extinguished. But the lender recorded $120,000 as debt, the difference between what was owed and what the house sold for -- and gave it to a collection agency. The debt has lowered the borrower's credit score by 100 points. "It nearly put me into bankruptcy," he said.

Southernmost Stars: **1 March 2013** 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:
2521 Fogarty Ave #4	$175,000	1	1	373	469	Short-sale
508 Louisa St #1	**$169,000**	1	1	214	**790**	Affordable Housing
1624 Bertha	$195,000	2	1	681	286	Conventional
1016 Howe St	$195,000	efficiency		110	1773	Transient license!
3391 Northside #10	**$200,700**	**2**	**2**	**952**	**211**	**Short-sale**
3312 Northside #215	**$209,000**	**2**	**1**	**800**	**261**	**Conventional**
2521 Fogarty #2	$230,000	2	1	667	345	Conventional
3930 N Roosevelt #105W	$239,000	3	2	1070	223	Foreclosure
171 Golf Club Dr	**$244,900**	**2**	**1.5**	**780**	**314**	**Foreclosure**
63 Golf Club Dr	**$259,000**	**2**	**1**	**780**	**332**	**Short-sale**

Missing from last month: 3244 Duck Ave … under contract; 1207-09 William #3 … under contract; 3200 Duck Ave … under contract; 3930 S Roosevelt #409W … under contract

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

Address:	Ask Price:	#beds:	#baths:	Living Sqft:	$/Sqft:	Other:
1200 6th St	$245,000	2	1	740	331	Conventional
1209 Margaret St	$249,900	3	1	864	289	Conventional (cash only)
2010 Seidenberg Ave	**$305,000**	**2**	**1**	**1230**	**248**	**Short-sale**
104 Geraldine Ave	**$325,000**	**2**	**2**	**1370**	**237**	**Conventional**
718 Thomas St	$349,900	2	2	855	409	Conventional
3407 Eagle Ave	**$350,000**	**2**	**1**	**1164**	**301**	**Conventional (ren proj)**
2403 Patterson Ave	**$359,900**	**4**	**4**	**2584**	**139**	**Foreclosure**
3525 Flagler Ave	$362,000	3	2	1104	328	Conventional
717 Galveston Ln	**$369,000**	**1**	**1**	**532**	**694**	**Conventional (ren proj)**
3307 Donald Ave	**$369,000**	**3**	**2**	**1248**	**296**	**Conventional**

Missing from last month: 1121 Watson #2 … under contract; 2008 Patterson Ave … under contract; 900 Thomas St … under contract; 2101 Seidenberg Ave … under contract; 3624 Duck Ave … under contract; 1214 16th Ter … under contract

50% turnover from last month's STARS! Prices up, availability down. That's a very good sign! In both categories, the *ceiling* of the least expensive 10 properties had to be raised … condos/THs by $20,000!!

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.

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