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Hello, everyone …

1 April 2013

Florida Gulf Coast who?? Wichita State?? I'm sure me just mentioning them will jinx them, and they will soon be eliminated from March Madness (FGCU already gone). But heck, what a nice surprise they are! There's been some "March Madness" in the local real estate market, too. I update my MLS every morning, and it's been years since I've seen so many daily sales and properties going under contract. I hope there is no jinx associated with my mentioning *this*! Demand is high. Supply is low. Rates are historically low. The only downside (opinion of many) is that you might have to deal with a lender. Good people probably, but I'd rather get a double root canal than a mortgage loan. My disdain is borne of working too many short-sales. Not a lot of Fulbright Scholars working "Loss Mitigation".

Table of Contents for this issue:

The FCIC chapter summary is back! I must seem obsessed with reading about the Financial Crisis of 2008.   I should probably plead guilty. Can't help it. It sends me over-the-cliff to learn about what Wall Street, big banks, the government and regulators did (or didn't do). In a former lifetime, it would be called "Dereliction of Duty" followed by General Court Martial … but no, not this time. Too big to manage, too big to understand, too big to regulate. Too much money involved.

Here is a can't-miss statistic. I've been tracking all Old Town sales every month since 2002. In the month of March 2013 there were **23 Old Town sales**. Not since July 2004 and March 2004 has there been *any* month with over twenty Old Town sales, and both of those were 21. We broke the Southernmost Record in March 2013! That's got to mean something. We are bouncing baaaacccckkkk.

If that last datapoint doesn't move you, maybe this will. The Miami Dolphins have a new logo:

Old logo (1997-2012)   New logo (2013 - ?)

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trulia
real estate search

By Tara-Nicholle Nelson, 6 March 2013

5 Tips Sellers Would Give Buyers, if They Could

The conventional wisdom is that buyers and sellers go together like oil and water … at odds by virtue of sitting across the bargaining table from one another, presuming they want totally different things. The buyer wants to pay as little as possible, while the seller wants to get top dollar. But the buyer and the seller want *exactly* the same thing: the buyer wants to buy the place, and the seller wants to sell it to them!

Sellers see things that buyers cannot. Here are a few secrets that sellers would tell buyers, *if they could*.

Tip #1: TRASHING my house does NOT make me want to sell it to you at a discount. To a seller, their home is their castle and also the asset they must convert into as much money as possible to move forward with the next phase of their lives. Pointing out obvious flaws or issues is not a good strategy for getting the price down. You are not telling the seller anything they didn't already know when they set the list price. This "strategy" may alienate and insult the seller whose cooperation you seek. Work with your agent on how best to communicate your rationale to the listing agent in a way that is diplomatic and fact-based.

Tip #2: CASH makes me feel comfortable. It is increasingly common for sellers to request proof of a buyer's "cash to close." Some buyers offer such proof, even when it hasn't been requested, and even for non-cash offers. But other buyers take offense. Why shouldn't the mortgage pre-approval letter be enough? One word: comfort. The number of transactions that fall out of escrow due to last minute loan problems is at a record high. While this is awful for buyers, it's even more disruptive for sellers. Proving that you have more cash than you appear to need shows that you're the buyer most likely to sidestep obstacles and seal the deal.

Tip #3: I need you to be able to CLOSE the deal. If you're trying to create a plan that stacks the decks in your favor in a multiple offer situation, offer as much as you can, without spending beyond the home's fair market value. But sellers also care (a LOT) about whether the offer will close. Smart sellers know that their home *might not* appraise at a crazy high price and focus on offers that seem realistic and close-able. Buyers should max-out price and close-ability … proof of cash, agent professionalism, credit score, lender choice, etc.

Tip #4: Your agent REPRESENTS YOU to sellers like me. Choose wisely. See above. An agent has a lot of influence on whether the transaction closes, and how smooth or bumpy the ride is. If your agent's level of professionalism is lacking, it will show – sellers might rank your offer below others, in terms of close-ability.

Tip #5: Ask me NICELY. The average buyer would be absolutely gobsmacked at the number of times sellers are ready, willing and able to agree to their requests. This is especially the case where:

(a) the buyers' requests are reasonable … not nickel-and-dime nitpicks
(b) the buyers phrase their requests nicely, and
(c) the buyers have been living up to their end of the bargain throughout the transaction.

Compare this with buyers who try to hold sellers hostage to their requests with the threat that they'll kill the deal if the seller doesn't do every single penny-ante thing the buyer wants. Sellers much prefer buyers who are good people and whose approach was more sweet than sour.

<u>KEY WEST multi-unit properties</u>: On-market and recent sales. <u>1 APRIL 2013</u>

	<u>List Price</u>:				<u>$-per-Unit</u>:	
DUPLEXES:						
~~**701 Elizabeth St**:~~	~~$ 995,000~~	~~ROI~~	~~**2.48%**~~	~~duplex~~	~~$ 497,500~~	Under contract 3/26/13
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~~	Under contract 2/24/13
316 Amelia St:	$ 509,000	ROI	**4.32%**	duplex	$ 254,500	Short-sale
421 United St:	$ 725,000	ROI	**3.65%**	duplex	$ 362,500	
3409 Eagle Ave:	$ 469,000	ROI	**7.01%**	duplex	$ 234,500	Price reduced
1309 Elizabeth St:	$ 389,900	ROI	**8.78%**	duplex	$ 194,950	Bank-owned
~~**1320 Seminary St**:~~	~~$ 499,000~~	~~ROI~~	~~**6.19%**~~	~~duplex~~	~~$ 249,500~~	Under contract 3/7/13
1321 South St:	$ 750,000	ROI	**3.12%**	duplex	$ 375,000	
~~**909 Pohalski Ln**:~~	~~$ 595,000~~	~~ROI~~	~~**2.91%**~~	~~duplex~~	~~$ 297,500~~	Under contract 3/18/13
~~**1626 Sirugo Ave**:~~	~~$ 1,225,000~~	~~ROI~~	~~**0.53%**~~	~~duplex~~	~~$ 612,500~~	Listing Cancelled 3/8/13
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	
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:	$ 799,000	ROI	**7.27%**	3-units	$ 266,333	Price reduced
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~~	Temporarily off market
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**	

<u>SALES</u>: recent or imminent

<u>1320 Angela St</u>
SOLD 2/28/13 for **$325,000**

<u>1732 Johnson St</u>
SOLD 3/12/13 for **$440,000**

<u>309 Louisa St</u> (Guesthouse)
CONTRACT 3/5/13, list **$1,545,000**

CNNMoney A Service of CNN, Fortune & Money

By Les Christie @CNNMoney March 11, 2013

Boomerang Buyers: Comeback After Foreclosure

Since the housing bubble burst, approximately 4,800,000 million borrowers have lost their homes to foreclosure, and another 2,200,000 million gave them up in short sales. While many are still struggling to recover financially, **a growing number are starting to bounce back -- looking for a new place to purchase**.

Dave and Susan Edwards lost their home in 2010 after Susan's severe arthritis made it impossible for her to work. The medical bills soon piled up and the couple could no longer afford their $2,300 monthly mortgage payment. In addition, their home's value had plunged 40% below the $325,000 mortgage balance.
"We were living under such pressure," she said. "We looked at the numbers and knew we had to default."
After the foreclosure, Susan's credit score had taken a 70-point hit. Dave's score fell even further. After bankruptcy, foreclosure is one of the things that hits credit scores the hardest, according to FICO.

By paying all of the bills on time, they nursed their credit scores back to health. Two years after they lost their old home, the couple was able to buy a new home with a loan backed by the Veteran's Administration. **VA-insured loans can be obtained just two years after a foreclosure**, according to the director of the VA Loan Guaranty Program. The new house has one big improvement … the mortgage payment is $1,150 a month, roughly half the amount they used to pay.

Foreclosures and short sales usually knock about 85 to 160 points off a credit score. Scores suffer less if you pay at least the minimum on all your other bills on time and only allow your mortgage payments to go unpaid. Once the damage is done, it can take 3 to 7 years for a score to fully recover. But some lenders are willing to work with borrowers earlier than that.

Mortgage giants Fannie Mae and Freddie Mac require defaulters to wait 5 years -- and have a minimum credit score of 680 and put 10% down -- before they can purchase a home again. If they don't meet that criteria, the wait is 7 years, at which point the foreclosure is expunged from a person's credit report.

If defaulters show that extenuating circumstances caused the foreclosure -- such as a health issue that prevented them from working, a layoff, a divorce or other one-time event -- the wait may be reduced to 3 years. The Federal Housing Administration allows banks to issue FHA-insured loans to borrowers 3 years after a foreclosure or a short sale in which the borrower was in default.

Tony and Ginger Read took 4 years to rebuild their credit after they sold their home in a 2008 short sale. Tony had been laid off and the couple had already sold their camper and other valuables in a fruitless effort to keep their home. Tony now has found employment and the couple's credit score has regained more than half of what it lost. Last month they were approved for a 4% interest FHA loan on a $280,000 house. They close April 12.

The real estate broker, who worked with the Reads to sell their home and buy a new one, has worked with several clients to help them repair their credit and, when they're ready, buy new homes. In 2012, he worked with 15 "boomerang" buyers. He expects that number to double in 2013.

Another couple lost their AZ house in April 2011. They're eager to become homeowners again, but for now they're concentrating on repairing their credit. Their credit score was below 600, but it has since rebounded to 730. Meanwhile, they window shop. "We're in the penalty box for another year, maybe. I see houses that are just what we want selling for $185,000. I would jump all over that if I could."

My Current BUYERS in the Lower Florida Keys:

April 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: A friend/colleague from church has decided to transition from condo-living in KW to single-family residence, somewhat for *space* reasons but also *noise* … not just the airport, but also the way on-going construction anywhere in the condo complex is heard everywhere! My friend is looking for something in Key West, 3-beds would be nice, good condition, quiet, and in the $350,000 price range. Low maintenance would be another attraction. The condo being left behind will be going on-the-market for sale, also. I'm hoping for the listing … a two-fer! But, whoa, keep your eyes on the road, pale-face. Greed kills.

Buyer #2: A past customer contacted me to say that his sister-in-law would like to relocate to Key West and open a small business. She is looking for a mixed-use property with commercial space on the ground-floor and a residence upstairs, and neither unit needs to be very large. She has just sold a property elsewhere, and has those proceeds and good credit to invest in Key West next! These mixed-use properties are sometimes hard to finance, with lenders unsure how to classify the collateral, but we will find a way!

Buyer #3: I've been in contact with a couple for almost 2 years now, after they inquired about a very nice condo listing I had back then. They missed out on that deal, but we are still working on a way for them to become Key West property-owners. They are looking for a condo or townhome under $300,000 in a desirable complex … a property that can be a combination investment and vacation home, then possibly (or with trade-up) a retirement home. There's a penthouse Las Salinas unit that has caught their eye currently!

Buyer #4: Quite a few websites display MLS information and give the "prospector" an email pipeline to the Listing Agent. I received one of those inquiries out-of-the-blue, but the property was already under contract. Further interaction revealed that the buyer is being transferred to KW by the (ta da!) US Coast Guard! Small world. So now I'm searching for a property in the $400K-range, 3-bedrooms, safe neighborhood and nice yard for a 6-year old to play in. A duplex with income-earning possibilities might also be in the cards!

Buyer #5: A good friend, retired State Department Foreign Service Officer, who lives in Key West referred a friend of his to me for assistance with real estate. First she needs a month-long rental for next season, and thereafter may be in the market for a vacation property to purchase. The month-long rental was quickly arranged. Next stop? Low maintenance, Old Town property, walk or bike to restaurants and attractions. I'm thinking The Meadows, or depending on the budget, maybe something in the rectangle Eaton to Southard, Frances to Elizabeth. Good to have prospects on the more distant horizon, too!

Lower Keys Real Estate Data: Just the facts, M'aam ©

Key-West-By-The-Sea is a gated condominium complex of 182-units on South Roosevelt Blvd, across from Smathers Beach. The 15-yr history of sales is shown below, from MLS records:

	A-Wing			B-Wing			C-Wing			
	1bed	2bed	3bed	1bed	2bed	3bed	1bed	2bed	3bed	**Total**:
1998: #	1			2	2		1	2	3	
Avg $$:	$170K			$148K	$188K		$140K	$163K	$191K	11
1999: #					1		2		1	
Avg $$:					$265K		$142K		$265K	4
2000: #					3					
Avg $$:					$191K					3
2001: #				1			1		1	
Avg $$:				$172K			$137K		$245K	3
2002: #								1		
Avg $$:								$268K		1
2003: #	1	3			2			3	2	
Avg $$:	$340K	$364K			$390K			$358K	$390K	11
2004: #	1		2		4	3		1	1	
Avg $$:	$536K		$543K		$469K	$589K		$520K	$499K	12
2005: #		1						1	3	
Avg$$:		$700K						$500K	$652K	5
2006: #				1	1				1	
Avg$$:				$512K	$700K				$565K	3
2007: #	1							2	1	
Avg$$:	$315K							$318K	$375K	4
2008: #	2			2	2				2	
Avg$$:	$263K			$298K	$360K				$394K	8
2009: #			1	1	2			1	3	
Avg$$:			$410K	$215K	$235K			$208K	$353K	8
2010: #	1				1				4	
Avg$$:	$215K				$360K				$333K	6
2011: #									1	
Avg$$:									$385K	1
2012: #	1	1			1	1			1	
Avg$$:	$310K	$235K			$350K	$285K			$344K	5
2013 so far: #									2	
Avg$$ so far:									$329K	2

Can you find a signal in all of that noise? Lots of data overall, but probably not enough in each category to draw conclusions confidently. Another factor (not shown here) is that many of the A and B-wing units face the Atlantic Ocean directly. Buyers pay a premium for that panoramic view!

If you want the facts, you should be talking to ***Realty Executives Florida Keys***. No BS.

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The New York Times
The Opinion Pages
By Paul Krugman, 7 March 2013

The Market Speaks

Four years ago, conservative economists — people who claimed to understand markets and know how to satisfy them — warned of imminent financial disaster. Stocks would plunge. Interest rates would soar. But this week the Dow Jones industrial average has been hitting all-time highs, while current yield on 10-yr US government bonds is roughly half what it was then.

OK, everyone makes a bad prediction now and then. But these particular bad predictions came from people who constantly invoke the potential wrath of the markets as a reason we must follow their policy advice.

(1) Don't try to cover America's uninsured, they told us; if you do, you will undermine business confidence and the stock market will tank.
(2) Don't try to reform Wall Street; you'll hurt the plutocrats' feelings, and markets will plunge.
(3) Don't try to fight unemployment with government spending; if you do, interest rates will skyrocket.
(4) Do slash Social Security, Medicare and Medicaid, or the markets will punish you.

So, we are dealing with priests who demand human sacrifices to appease their angry gods, but who have no insight whatsoever into what those gods actually want, and are simply projecting their own preferences onto the alleged mind of the market.

What, then, are the markets actually telling us?

(1) **Low interest rates show the economy is nowhere near a full recovery from the financial crisis of 2008**. The financial crisis and the bursting of the housing bubble created a situation in which almost all of the economy's major players are simultaneously trying to pay down debt by spending less than their income. Since my spending is your income and your spending is my income, this means a deeply depressed economy. It also means low interest rates, because another way to look at our situation is, to put it loosely, that right now everyone wants to save and nobody wants to invest. So we're awash in desired savings with no place to go, and those excess savings are driving down borrowing costs. Under these conditions, of course, the government should ignore its short-run deficit and ramp up spending to support the economy. Unfortunately, policy makers have been intimidated by those false priests, who have convinced them that they must pursue austerity or face the wrath of the invisible market gods.

(2) **High stock prices shouldn't be cause for celebration**. Stocks are high, in part, because bond yields are so low, and investors have to put their money somewhere. While the economy remains deeply depressed, corporate profits have staged a strong recovery. And that's a bad thing! Not only are workers failing to share in the fruits of their own rising productivity, hundreds of billions of dollars are piling up in the treasuries of corporations that, facing weak consumer demand, see no reason to put those dollars to work.

What the markets are clearly saying is that the fears and prejudices that have dominated Washington for years are entirely misguided. And they're also telling us that the people who have been feeding those fears and peddling those prejudices don't have a clue about how the economy actually works.

JSmith note: Paul Krugman is a $%#@&* *liberal*. He is also the 2008 Nobel Prize winner for Economics, and a graduate of Yale and got his PhD from MIT, and he is an Economics Professor at Princeton. So, he might have something important to say. In the interest of fair-and-balanced reporting, I did feature George Will last month! Point being … this is what's out there being talked about. It's complicated, but make up your own mind!

BUSINESS INSIDER

By **Michelle Meyer**, Economist with Bank of America
5 FEB 2013

4 Hottest Topics in The US Housing Market

The decline in inventory and the rise in prices have recently forced economists to raise their projections. But for a true recovery we need to see a "return of primary home buyers and exit of institutional investors," says a Bank of America note to clients. That note identified four "hot topics" in housing that will continue to play an important part in the conversation on the housing market.

(1) Declining inventory has created room for new home construction.

One of the biggest talking points on the housing market in 2012 was the decline in inventory, down 22% from the end of 2011. "The reduction in supply has underpinned home prices and created a need for construction yet again."

Falling home prices, tighter credit, and negative equity all fed into the declining turnover (selling a property to buy a different one). But as home prices increase and credit standards ease "pent-up inventory will be unleashed". Inventory could increase a bit in 2013 because of foreclosures that still need to go through judicial states.

(2) New home sales will catch up existing home sales.

During the housing bust and in the recovery since, new home sales have been "crowded out" by existing home sales. Since the peak, builders that couldn't sell their existing supply stopped construction, leading to an earlier decline in new home supply and causing a gap in new and existing inventory, impacting prices. As existing inventory has declined, and homebuilder confidence has jumped, new home construction should jump this year.

"Due to a better balanced market, we expect new home sales to outpace the rise in existing home sales. Low inventory should prompt builders to respond more quickly to the rise in demand. This seems particularly likely given that homebuilders are gearing up for a strong selling season."

(3) Economists continue to revise up their home price forecasts.

Bank of America now sees home prices rising 4.7% in 2013, after climbing 6.4% last year. This upward revision to home prices was attributed to three key factors:

(a) Momentum - the more prices rise, the more people believe they will continue to rise.
(b) Depleted inventory.
(c) Credit availability.

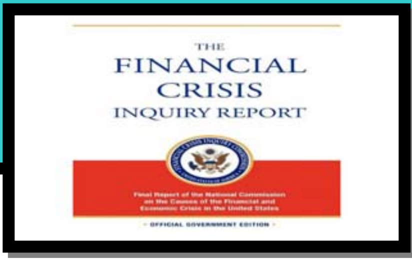
(4) The rental market will stay healthy even as the housing recovery continues.

Over the past few years vacancy rates have plunged and rents have increased in the rental market. But the recovery in the housing market shouldn't prevent the rental market from continuing to do well. Factors underpinning the rental market:

(a) Credit conditions are expected to ease, but are still historically tight.
(b) The knowledge that home prices can and do fall.
(c) Mobile households prefer to rent.
(d) Public policy is evolving to affordable renting options as well as affordable ownership.
(e) Aging population supports rentals.
(f) Investors have engaged in REO-to-rental programs.

Financial Crisis Inquiry Commission

post #23



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.

****

Parts I, II, III and IV of the FCIC report have been covered previously. This begins Part V called "The Aftershocks" with two Chapters focusing on the longest and deepest recession in generations. This post covers the impact of the crisis on the economy … **The Economic Fallout**:

Households: $17 trillion dollars in household wealth evaporated in 21 months, starting Dec 2007. Unemployment hit 10.1% in Oct 2009. Families ratcheted back on spending, slowing economic growth. Without jobs, people could not afford their house payments. Even if moving could improve their job prospects, they were stuck with houses they could not sell.

Home prices dropped 32% from their peak in 2007. As the single-most important asset for most homeowners, this decline was especially debilitating. Stock markets fell by a third in 2008. Some public pension plans found themselves in great jeopardy.

Businesses: Financing dried up and most businesses had to turn to their cash reserves, like "squirrels storing nuts". Without access to credit and cash dwindling, corporations laid-off workers and cut investments, while struggling to cover payroll and finance inventory. Banks had almost no demand for personal loans because customers were scared about the economic climate.

Commercial Real Estate: A barometer of business activity, companies did not need new space. In the Fall of 2010, 20% of all office space was vacant. Banks were unwilling to lend to all but the safest projects with the most credit-worthy developers with pre-committed tenants, creating a horse-and-cart situation. Potential tenants wanted to know if the developer had financing, and potential lenders wanted to know if the developer had tenants.

Government: State and local governments saw their tax revenues fall just when people in distress (unemployed, bankrupt, undergoing foreclosure) were demanding more services … Medicaid, unemployment compensation, welfare, etc. Almost every state is constitutionally required to balance their budget, so running a deficit is not an option. At the federal level, spending increased and revenues declined during the recession, and the federal deficit grew from about $460 billion in 2008 to $1.6 trillion in 2010.

Financial Sector: There were job losses, and 297 banks failed between Jan 2009 and Dec 2010. Larger banks have done well. For those with assets over $1 billion, profits more than doubled in 2010 … less than $1 billion, profits rose only 27%.

The securities industry has reported record profits and it is once again distributing large bonuses. On Wall St, securities firms were up 17% in 2009, compensation rising by 27%. The NY State Comptroller reported that in 2009, securities "industry profits reached a record … almost triple the level of three years earlier."

JSmith note: One of these things is not like the others. Can you find the one that is different?

Southernmost Stars: **1 APRIL 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:
3312 **Northside #505**	**$132,900**	**1**	**1**	**528**	**252**	**Foreclosure**
2521 Fogarty Ave #4	$175,000	1	1	373	469	Short-sale
1624 Bertha	$195,000	2	1	681	286	Conventional
1016 Howe St	$195,000	efficiency		110	1773	Transient license!
1207-09 William St #3	**$199,000**	**3**	**2.5**	**1183**	**168**	**Foreclosure**
419 William St #6	**$199,000**	**efficiency**		**300**	**663**	**Conventional**
3312 Northside #704	**$205,000**	**2**	**1**	**736**	**279**	**Conventional**
3312 Northside #215	$209,000	2	1	800	261	Conventional
3930 N Roosevelt #105W	**$209,000**	3	2	1070	**195**	Foreclosure
2521 Fogarty #2	$230,000	2	1	667	345	Conventional

Missing from last month: 508 Louisa St #1 … under contract; 3391 Northside #10 … under contract; 171 Golf Club Dr … under contract; 63 Golf Club Dr … under contract

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

Address:	Ask Price:	#beds:	#baths:	Living Sqft:	$/Sqft:	Other:
1209 Margaret St	$249,900	3	1	864	289	Conventional (cash only)
2012 Patterson Ave	**$349,000**	**3**	**2**	**1370**	**255**	**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
2831 Flagler Ave	**$375,000**	**3**	**2.5**	**1300**	**288**	**Conventional**
2119 Staples Ave	**$389,000**	**3**	**2**	**1603**	**243**	**Conventional**

Missing from last month: 1200 6th St … under contract; 2010 Seidenberg … under contract; 104 Geraldine St … SOLD for $300K

40% turnover from last month's STARS! Prices up, availability down. For single-family homes, the *ceiling* of the least expensive 10 properties had to be raised … by $20,000!! What could that mean?? Properties are moving. Not just the Southernmost Stars, but a cross-section of all properties.

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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