



Realty Executives Florida Keys

1824 Flagler Ave
Key West, FL 33040
Phone: 305-296-4422
Cell Phone: 305-304-2433
FAX: 305-296-4462
jimsmith@realtyexecutives.com



Hello, everyone ...

1 June 2012

Today marks the beginning of the 2012 Atlantic Hurricane Season ... and we've already had two named storms! Not here, but in the Atlantic region. For me, it's more significant to note that on 1 June my Uniform-of-the-Day shifts to shorts. *Dress* shorts, mind you, but shorts nonetheless. I still chuckle on the inside when I realize how casual life is in Margaritaville, aka America's Caribbean Island.

Table of Contents for this issue:

- (1) Cover letter
- (2) Article: *TED ... The Future is Bright* (CNN)
- (3) Neighborhood Spotlight: Key West Guesthouses
- (4) **Wildcard** entry: Lanes in Key West
- (5) www.KONKNET.com on the Internet!
- (6) My Current Buyers
- (7) Article: *Housing 2012 in One Graphic* (JBREC)
- (8) Financial Crisis Inquiry Commission: Post #14
- (9) Article: *What If California Were Greece?* (Investor's Insight)
- (10) Southernmost Stars: 1 June 2012

"TED Talks" first article ... many of you are already aware of this, and maybe I'm late to the party. But these internet, mini-lectures are pretty darn good. The housing graphic is also a good way to put a lot of information in a small space. Not sure I completely follow the California-Greece thing, but it's clever.

JPMorgan Chase vaporized another 2 or 3 Billion dollars last month. No biggie, relatively, in terms of the size of the loss for them. But I get the sense their leadership (with the multi-million dollar salaries) doesn't really know what their financial engineers are doing in the boiler room. For me, they seem a little too *unaware* that their quants are gambling with loaded weapons. Maybe it's just me, but \$2-3 Billion, really.

Fast Buck Freddie's is closing ... a Duval Street landmark for almost 4 decades. Citizens are stunned. The owner blames the changing nature of the retail business. Point-of-sale is no longer located inside the bricks-and-mortar. People often shop inside retail stores to find what they want, then they go on-line and make the purchase digitally at a better price. Maybe over-stated ... but that's the sense. Waldenbooks closed a year ago, probably for the same reason ... how to compete with amazon.com? The challenge for businesses is to get ahead of the curve ... adapt, initiate, produce. This very newsletter is *sooo* 1990s.

I've resisted mentioning the Miami Heat for as long as I can. LeBron James is a beast, a freak athlete. This is the year. Watch out for the Miami Marlins, too. And yes, I'll Have Another (horse racing).

Jim Smith, Broker Associate and part-owner
Realty Executives Florida Keys
1824 Flagler Ave, Key West, FL 33040
Cell: 305-304-2433

The future is brighter than you think

By Peter Diamandis, Special to CNN

Sun May 6, 2012

(CNN) -- The future is going to be better than many of us think. We will live in a world of abundance made possible by new technology. Repeatedly, I'm thanked by audiences for giving them a positive outlook.

People are getting tired of doom and gloom. It's no wonder, given that the world presented to us by the media 7x24 is a rather distorted view of reality ... it's focused predominantly on the negative news and doesn't represent anything like a balanced view. **Here are some of the things that aren't getting attention:**

Wealth: While the Earth's population has doubled in the last 50 years, the average per capita income globally (adjusted for inflation) has more than tripled. Poverty has declined more in the past 50 years than the previous 500.

Health: During the past century, maternal mortality has decreased by 90%, child mortality has decreased by 99%, while the length of the average human life has more than doubled.

Safety: Violence on Earth has been in constant decline since the Middle Ages. Homicide rates are as much as a hundredfold less than they were when they peaked 500 ago.

Availability of goods and services: Consider that even the poorest Americans today have access to phones, toilets, running water, air conditioning and even a car. Go back 150 years and the richest robber barons couldn't have ever hoped for such luxuries.

Communications and Information: This is a very big deal. **Right now, a Masai warrior on a mobile phone in the middle of Kenya has better mobile communications than the US President did 25 years ago.** If he's on a smart phone using Google, he has **access to more information than the US President did 15 years ago.** If present growth rates continue, by the end of 2013, more than 70% of humanity will have access to instantaneous, low-cost communications and information.

There is a vast array of tools and services (now disguised as free mobile apps) that this same Masai warrior can access: a GPS locator, video teleconferencing hardware and software, an HD video camera, a stereo system, a vast library of books, films, games and music. **Go back 20 years and add the cost of these goods and services together: You'll get a total well in excess of a million dollars.** Today, they come standard with a smartphone.

Abundance for all is actually within our grasp. If this is really the true picture of the world, why are so many of us pessimistic about the future?

JSmith Note: I'll bet you've seen or heard of this website www.ted.com. Very interesting! TED stands for Technology, Entertainment and Design. Early conferences featured speakers that have now become signature "think-pieces" on the internet. This Peter Diamandis clip can be found at:

http://www.ted.com/talks/lang/en/peter_diamandis_abundance_is_our_future.html

Back to the last question in the article. Why are some many of us pessimistic? There are about a dozen reasons. This article *might* have been a marketing piece for the Peter Diamandis book "Abundance: The Future is Better Than You Think". You can read about the dozen reasons.

GUESTHOUSE sales in Key West:

Guesthouses SOLD last 6+ years:

Address:	Name:	Sell Price:	Sell Date:	List Price:	lics:	\$/license:	Other:
224-226 Petronia	Caribbean House	\$1,225,000	1/29/2007	\$1,295,000	10	\$122,500	4 OSP
1016 Fleming St	Nassau House	\$2,150,000	8/11/2006	\$2,575,000	5	\$430,000	9 rooms
1016 Fleming St	Nassau House	\$1,275,000	2/3/2011	\$1,700,000	5	\$255,000	9 rooms
309 Louisa St	Papas Hideaway	\$1,450,000	12/18/2007	\$1,950,000	4	\$362,500	+ 2/2 cottage
420 Olivia St	Seascape Inn	\$1,510,600	12/31/2008	\$1,994,000	6	\$251,767	Mgr unit
806 Truman Ave	Treetops Inn	\$2,050,000	7/8/2008	\$2,185,000	3	\$683,333	1 OSP
806 Truman Ave	Treetops Inn	\$1,600,000	2/23/2012	\$2,295,000	3	\$533,333	1 OSP
534 Eaton St	Artist House	\$2,130,000	8/18/2008	\$2,600,000	7	\$304,286	Short-sale
1011 Southard St	Frances Bottle Inn	\$2,325,000	4/19/2007	\$2,495,000	7	\$332,143	Mgr unit
824-826 Duval St	Maison Sur	\$2,500,000	6/28/2011	\$3,450,000	8	\$312,500	Foreclosure
907 Truman Ave	Lightbourne Inn	\$3,000,000	5/15/2006	\$3,495,000	10	\$300,000	9 OSP
511 Eaton St	Eaton Lodge	\$3,200,000	10/19/2006	\$3,695,000	13	\$246,154	5 OSP
601-613 Caroline	Cypress+ Anthony	\$3,850,000	2/3/2012	\$4,600,000	22	\$175,000	combined
625 South St	Ocean Breeze Inn	\$4,000,000	5/25/2007	\$4,800,000	15	\$266,667	18 OSP
913 Duval St	Wicker House	\$6,100,000	2/3/2006	\$6,450,000	21	\$290,476	12 OSP
615-622 Fleming	Ambrosia	\$7,600,000	5/11/2006	\$8,144,000	19	<u>\$400,000</u>	complex
						\$329,104	average

Guesthouses ON THE MARKET:

5/31/2012

Address:	Name:	List Price:	List Date:	DOM:	lics:	\$/license:	Other:
309 Louisa St	Papas Hideaway	\$1,549,000	2/4/2010	846	4	\$387,250	plus 2/2 SFR
729 Whitehead St	Island Oasis	\$1,739,000	2/20/2007	1926	3	\$579,667	seller financing
1116 Grinnell St	Grand G/H	\$2,595,000	3/24/2006	2257	7	\$370,714	No pool
806 Fleming St	Curry House B&B	\$2,950,000	5/24/2012	7	8	\$368,750	+Mgr unit
509-511 Angela	Duval Inn	\$3,100,000	11/17/2006	2018	13	\$238,462	17 units
1125 Duval St	La Te Da	\$6,500,000	4/30/2010	761	16	\$406,250	world renown
409 Applerouth	Big Rubys G/H	\$5,900,000	8/27/2007	1735	17	\$347,059	8 OSP
815-823 Fleming	C Grove+Oasis	\$7,900,000	2/4/2012	119	27	\$292,593	under contract
822 Fleming St	Coral Tree Inn	\$2,450,000	2/2/2012	119	11	\$222,727	loan assumable
414 Simonton St	Pilot House	\$3,800,000	2/1/2012	120	14	\$271,429	seller financing
420 Olivia St	Seascape Inn	\$2,250,000	2/2/2012	119	7	<u>\$321,429</u>	+Mgr unit
						\$346,030	average

"Guesthouse" may be synonymous with Bed & Breakfast. The challenge is to describe the property quantitatively so that it can be categorized and searched-for in MLS. These are roughly the features of a Guesthouse:

- (1) Transient licenses. Some show more units than licenses, meaning the excess are for long-term rentals.
- (2) Kitchens. Units usually do not have kitchens, but there is one large kitchen for group dining.
- (3) Commercial. The property is not considered "residential" for financing or insurance purposes.

Breaking the code in the above chart:

OSP = Off-Street Parking

SFR = Single-Family Residence

There are several additional Guesthouses that have been on-and-off the market relatively recently. Currently, they are off the market, but they may still be quietly available for sale:

- (1) 408 Eaton Street L'Habitation \$2,699,000 8 transient licenses Listing expired 5/1/2012
- (2) 907 Truman Ave Azul Key West \$3,950,000 11 transient licenses Listing cancelled 12/31/2010
- (3) 410 Fleming St Marreros G/H \$4,450,000 12 transient licenses Listing expired 12/31/2011
- (4) 411 William St Island City \$9,000,000 20 transient licenses Listing expired 10/21/2010
- (5) 521-31 United St Pearls Rainbow \$9,900,000 38 transient licenses Listing expired 6/29/2011

Conclusions? Prices are roughly \$330,000-to-\$350,000 per transient license!

So, You Think You Know Old Town LANES?



Where are these LANES in Old Town?

Aronovitz Lane: 1 block south of County Court House, entrances from Whitehead St or Angela St. 12 houses.

Caraballo Lane: 800 block of Eaton St, north side. 3 houses.

Cornish Lane: West side of Grinnell St, entrance next to 524 Grinnell Street. 4 houses.

Fletcher Lane: South side of Eaton St, entrance next to 922 Eaton St. 6 houses.

Griffin Lane: South side of Southard St, 900-block (also known as Duplex Lane). 3 houses.

Nassau Lane: South side of Fleming St, next to 1016 Fleming St. 11 houses.

Peacon Lane: Runs north-south, connecting Eaton and Caroline Sts in 700-block. 15 houses.

Roberts Lane: West side of Frances St, next to 608 Frances St. 5 houses.

Shippens Lane: East side of Fleming St, next to 822 Fleming St. 2 houses.

Stump Lane: Runs east-west, connecting White and Frances Sts in 500-block. 11 houses.

Whitmarsh Lane: Runs north-south, connecting Angela and Petronia Sts in 600-block. 11 houses.



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.KONKNET.com, every THURs noon-to-1:00 PM. What happened in May?

Thursday #1: My guest today was **Steve Carey** from the **Porter Allen Insurance Company**, who's been around since 1865. The insurance company, not Steve. Although he underwrites all kinds of residential insurance, we focused on Flood Insurance. You may think your home's elevation is fixed and the rates are set in Washington DC, so your premium is-what-it-is and there's nothing you can do about that. False! Did you know in the X-zone (no flood insurance required) half of owners get flood insurance anyway? Half of buyers who pay cash get flood insurance, too. Flood makes sense. Windstorm (my opinion) is purchased only by those who are forced to. Why? Windstorm rates are just criminal. Yes, you may quote me.

Thursday #2: My guest today was **Owen Trepanier**, **owner of Trepanier & Associates, Inc.**, planning consultants in land use and development. At one time, Owen was on the City Planning staff, where he learned the regulations and the City processes to effectively govern (say no). Now he's on the other side of the table, assisting citizens in navigating the complex and difficult land development challenges (say maybe). The show could have gone in many different directions, but we tried to focus on ROGOs (say what?). How were they born, what do they mean, are they transferable, what are they worth, what's a "Lawful Determination"?

Thursday #3: My guest today was **Christine Hurley**, **Monroe County Growth Management Director**, who traveled down from Marathon for the show. We discussed downstairs enclosure inspections for FEMA and flood insurance and flood-plain management. She was fresh from a meeting last night with the County Commissioners, where they approved 14-out-of-15 of her recommendations for improvements in the inspection program. Hooray! It has been tough for Realtors, homeowners, contractors and County regulators to divine exactly what the rules have been. Giant strides were made last night! Congrats, Christine!

Thursday #4: My guest today was **Just Me**, **your host for "FL Keys Real Estate" on the KONK Broadcasting Network**. Items from the May newsletter!

Thursday #5: My guest today was **Dominique Barrera**, the **President of the Key West Association of Realtors**. She's at the half-way point of her presidency! Recent big decision was to select a new MLS vendor or renew the current contract. Other notable items were KWHS scholarships and Citizens windstorm insurance. With her finger on the pulse of the local real estate market, she was happy to report that the consensus of opinion among Realtors is ... good news! The market is very active, buyers are making a move ☺

Jim Smith, Broker Associate and part-owner
Realty Executives Florida Keys
1824 Flagler Ave
Key West, FL 33040
Cell: 305-304-2433
Email: jimsmith@realtyexecutives.com



My Current BUYERS in the Lower Florida Keys:

June 2012

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: In a round-about way, I was told of a student at the Florida Keys Community College whose parents were looking for a property to purchase ... as a future home for their son, and maybe an investment property for themselves. The parents are living overseas, so the feet-on-the-ground "house-hunting" will be done by the son-student! They would like to keep the purchase under \$300,000 with as much space and as many bedrooms/baths as possible ... in Key West, if possible. A single-family home is preferred, but a condo/townhome would be considered.



Buyer #2: Once again, by having a very popular small, condo listing in Old Town, I've been introduced to buyers. The market has experienced a big inventory reduction in the Under-\$300,000 category, especially in Old Town ... and suddenly there is a frenzy of activity! This buyer is a veteran real estate consumer, and has developed condo projects in the past in Key West. She splits time between Miami Beach and Key West. She is a cash buyer, decisive, and eager to own property again in the Southernmost City. I am eager to help her buy one (or more)!



Buyer #3: I received a phone call where the caller ID looked like +46 39-22 40 47! It was another overseas buyer-prospect who had found a listing of mine on a national website (www.trulia.com). This particular listing was under contract, but he plans to be visiting Key West in a few weeks and wants to search for properties in the \$300,000 vicinity, fixer-upper OK, Old Town preferred. Florida has been reported as a hot-bed of real estate activity for international buyers over the last several years, and I'm proud to join that parade!



Buyer #4: Long-time acquaintances (business and social) asked me to look around for a property suitable for their son and daughter-in-law, who would be taking their first step towards the American Dream. The son is employed by a local lender, which could provide *great* benefits in terms of getting a loan! It will be a tight fit in the \$220,000 price range, 2+ bedrooms, anywhere between Key West and Ramrod Key. A quick run through MLS turned-up quite a few candidates, mostly condos and townhomes and mobile homes, but a few single-family homes, too. Let the search begin!



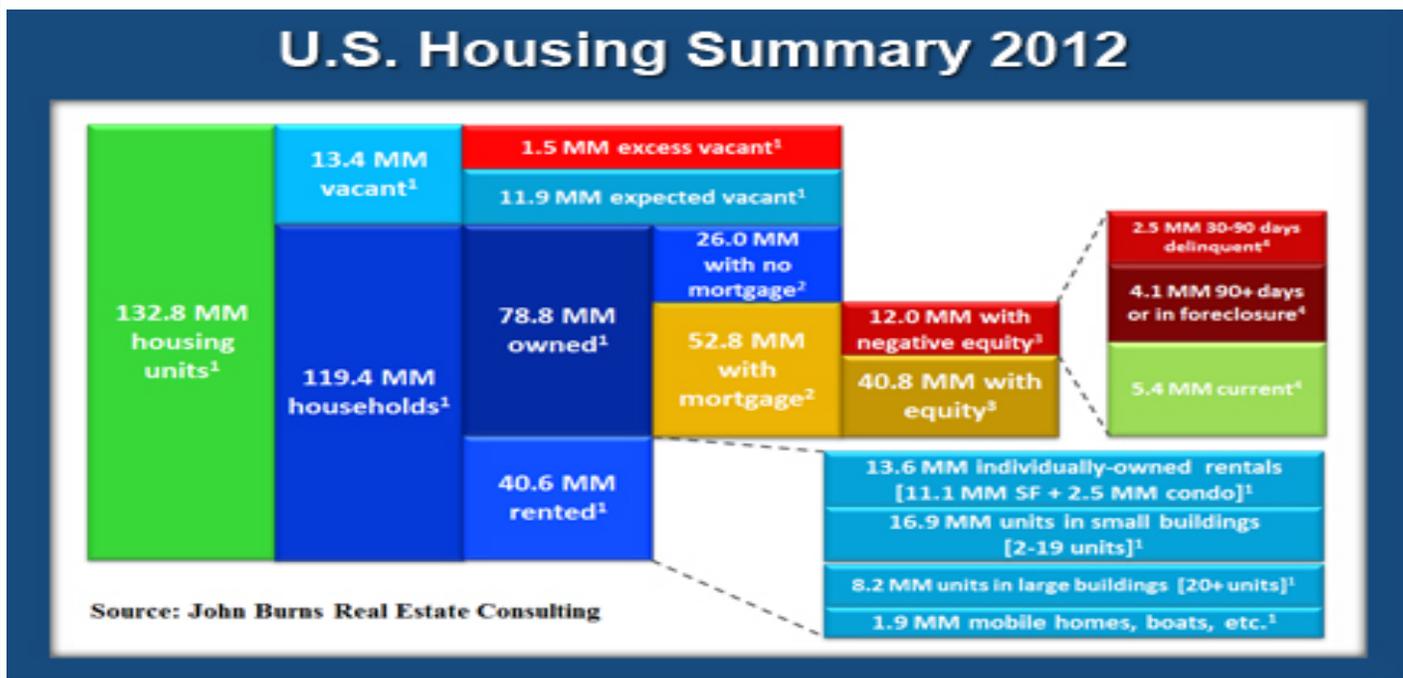
Buyer #5: A rarity ... a once-removed "walk-in" customer! I was minding my own business at the office when a couple came in, looking for real estate information for a friend back in New Jersey. I gave them "The Real Estate Book", my favorite, a digest-sized monthly marketing magazine ... plus a few others. We talked about the local market in general, and they seemed pleased. They think their friend will be most interested in Old Town for a vacation home. The probability of this encounter actually producing a customer is low, frankly ... but you never know. Realtors have to be an optimistic bunch!



Housing in One Graphic

May 3, 2012

The red boxes are a small percentage of the total, yet are receiving all the media and political attention.



Let's not forget the overwhelming positives, totaling 90% of American households:

- 22% of American households own their home free and clear of any mortgage
- 34% of American households own their home and have equity in it
- 34% of American households rent

Of the 40.6 million who rent,

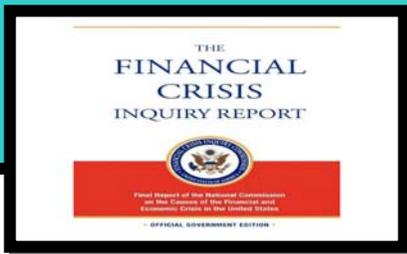
- 42% rent in a small apartment building
- 27% rent a single family home
- 20% rent in a large apartment building
- 11% rent a condo, mobile home, boat, etc.

Questions:

- (1) Why are some of our leaders asking the 90% to bail out the 10% who have no equity in their home?
- (2) What happens when the 1.5 million excess vacant homes are filled, which is already occurring in many neighborhoods across the country?
- (3) What happens when the family renting a home for \$1100/month cleans up their credit and buys the same home with a mortgage payment of \$800?

We will buy homes if it makes financial sense to do so. I am reminded of a famous Winston Churchill quote: "You can always count on Americans to do the right thing - after they've tried everything else." The excesses from the housing bubble are gradually clearing.

For the entire article: <http://realestateconsulting.com/blog/john-burns/housing-one-graphic>



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 and III of the FCIC report have been covered previously. This begins Part IV called “The Unraveling” with nine Chapters focusing on early 2007 through the full-blown crisis of September 2008. This post covers early 2007 and **Spreading Subprime Worries:**

The collapse of the housing bubble and the abrupt shutdown of subprime lending led to losses for many financial institutions ... Fremont Investment & Loan, Ownit Mortgage Solutions, Sebring Capital, New Century, etc. SEC was warned about more future failures. They relied on short-term paper for operating cash, but the commercial paper market stopped funding them.

Led by Goldman Sachs, banks moved to reduce their sub-prime exposure by selling assets and buying protection through credit default swaps. They sold or hedged everything they could. They dumped these products into some of the most ill-fated CDOs ever engineered. But there was such uncertainty about the value of the mortgage assets that trades were scarce and prices were hard to establish.

Goldman Sachs told its traders to sell what could be sold as is, then re-package and sell everything else. The traders complained that they were asked to “distribute junk that nobody was dumb enough to take the first time around”. They targeted their less sophisticated customers. Goldman Sachs reduced its own mortgage risk while continuing to create and sell mortgage-related products to its clients. Eventually Goldman would be sued for selling subprime mortgage securities while simultaneously betting against those securities. This practice was compared to “buying fire insurance on someone else’s house, then committing arson.”

The government misjudged the risks posed to the financial system.

Bear Stearns’ managers, in private emails with each other, worried that their proprietary hedge funds would blow-up. Yet they told investors the opposite. Despite their avowals of confidence, they were in full red alert. Behind the scenes they were trying desperately to get the toxic assets off their books. In private emails, they argued that the funds should be closed and liquidated ... yet, they told their investors they were “very comfortable with exactly where they are.” They were acquitted of all criminal charges by the SEC.

Of all possible losers in the looming rout, AIG should have been the most concerned. They had huge exposure to the toxic securities. But remarkably, top AIG executives did not even know that their credit default swaps were subject to margin calls:

- (1) If the market value of the securities declined by a certain amount, or
- (2) If rating agencies downgraded AIG itself.

AIG’s regulators (the Office of Thrift Supervision) also did not know. The counterparties did know ... those were the banks and institutions who had purchased the insurance from AIG. Over the next 14 months AIG lost tens of billions of dollars and became the biggest government bailout in American history.

What If California Were Greece?

The Euro monetary system was cobbled together for political purposes, set up in such a way that each member state retained significant sovereign powers. **There is virtually NO federal power in the Eurosystem.**

To better understand the flaws, **let's assume the US monetary system was composed of 50 'member states' and one was headed towards a bankruptcy – California.** **California promised its citizens huge pensions, free health care, all-you-can-eat baklava, subsidized education, retirement at age 45, all-you-can-drink beer, and paid 2-week vacations during retirement. Authorities ignore failure to pay property, sales, or income taxes.**

The suckers who bought California state and municipal debt would quickly figure out that the state's finances were unsustainable. These **investors would dump the debt and crash the system.** What would happen next?

The governor of California would ask the US Congress for a bailout. California would be deemed "systemically important", the bailout would be granted and future reforms would be required. **Other states and taxpayers would be unhappy** about subsidizing California. The **prospect of reforms would trigger rioting and looting in California.**

Next, the reforms agreed by the Governor fail to pass the state legislature. And as the bailout money slows to a trickle, the **fed-up Californians elect a militant left-wing radical, Alec Baldwin, to lead them out of the mess!**

US get very worried and cut-off all California banks from funding at the Fed. But California (like all states) has an emergency arrangement with the Fed providing uncollateralized lending – and **the dollars and the free beer keep flowing.** But the Central Bank of California starts to run a huge deficit in the Fed's system and **depositors question the credit quality of California banks.** Californians send their dollars to safer out-of-state banks.

There is no central FDIC insurance and resolution authority. The California banks can only go to the Central Bank of California for dollars, which continues to lend dollars to an insolvent banking system to pay out depositors. Deposits continue to flow out of California. In this nightmare monetary scenario, **the prospect of a California default FORCES a nationwide bank default.** The banks automatically fall when California plunges into financial turmoil.

After Californians take all their US dollars out of California banks, **Alec realizes that if the Central Bank of California defaults, long-suffering citizens can still preserve their dollar wealth and the state can start all over again by issuing new dollars with Mr. Baldwin's picture on them.** This would leave a multi-trillion-dollar hole in the Fed's balance sheet, to the detriment of the remaining, more-responsible US states. So **Alec goes back to Washington and threatens to exit unless the dollars and beer and baklava keep coming.**

Without some form of FDIC insurance and national banking resolution authority, the Eurosystem will surely tear itself to shreds. **Let's thank our lucky stars that US leaders were smart enough to federalize the banking system,** thereby not allowing any individual state to threaten the integrity of our entire financial system. There is good reason for the separation of the banking system and the member states. And Europe will NEVER be a successful union until it converts to a state-independent, federalized bank structure.

Southernmost Stars: **1 June 2012** 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:
3317 Eagle Ave	\$119,000	3	2	1032	115	Foreclosure
1830 Fogarty #7	\$149,000	1	1	572	261	Affordable Housing
1830 Fogarty #6	\$149,000	1	1	598	249	Affordable Housing
3312 Northside #204	\$158,000	2	1	736	215	Conventional
3312 N Roosevelt #616	\$175,000	2	2	831	211	Conventional
508 Louisa St #1	\$179,000	1	1	214	836	Affordable Housing
3314 Northside #33	\$184,000	2	2.5	1100	167	Short-sale
3930 S Roosevelt #106-E	\$184,900	3	2	1050	176	Foreclosure
524 Margaret #102	\$189,900	0	1	361	526	Foreclosure
3314 Northside #35	\$210,000	2	2	960	219	Conventional

Missing from last month: 3312 Northside #702 ... SOLD for \$154,000 on 5/18/12
 3312 Northside #515 ... SOLD for \$152,500 on 5/2/12
 3930 S Roosevelt #402-W ... under contract
 3231 Harriet Ave ... under contract

Ten least expensive Single-Family Residences in Key West:

Address:	Ask Price:	#beds:	#baths:	Living Sqft:	\$/Sqft:	Other:
316 Julia St	\$169,000	2	1	610	277	Convntionl, rehab needed
1611 Bertha St	\$198,600	3	2	1214	164	Foreclosure
1209 Margaret St	\$259,000	3	1	864	300	Conventional
1218-Rear Packer	\$279,000	2	1	578	483	Conventional
1730 Bahama Dr	\$264,500	3	2	2187	121	Foreclosure
1121 Watson St #2	\$299,000	1	1	420	712	Short-sale
2008 Patterson Ave	\$299,000	3	1.5	850	352	Short-sale
1617 Catherine St	\$299,000	3	1	1301	230	Conventional
813-Rear Eaton St	\$315,000	2	2	812	388	Short-sale
2929 Patterson Ave	\$319,000	3	2	1447	220	Conventional

Missing from last month: 1208 Florida St ... under contract
 2625 Flagler Ave ... listing cancelled

As you can see, 6 of last month's 20 least expensive homes went under contract or sold during the month of May. That's 30% of the Southernmost Stars inventory. April was 25%. Things are moving!

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.



Jim Smith, Broker Associate, part-owner
Realty Executives Florida Keys
 1824 Flagler Avenue
 Key West, FL 33040
 Cell: 305-304-2433
 jimsmith@realtyexecutives.com

Copyright 2012 by Jim Smith All Rights Reserved