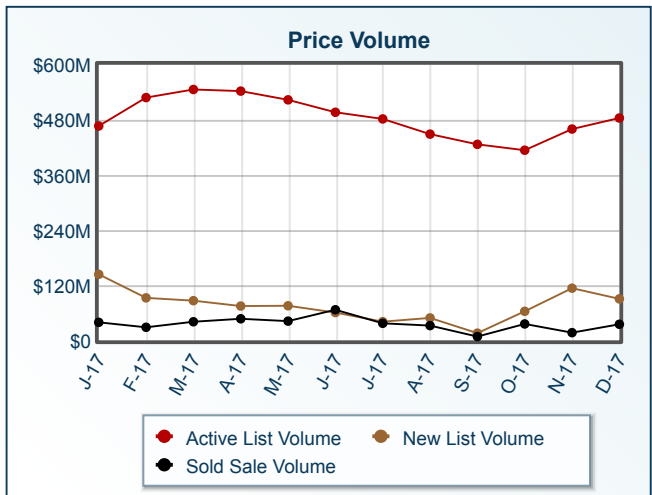
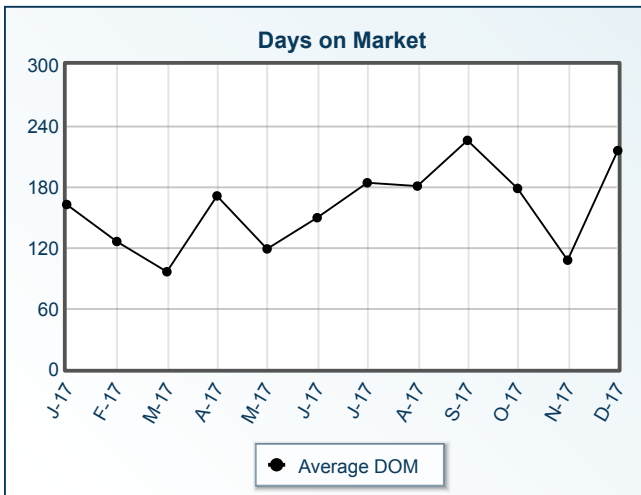
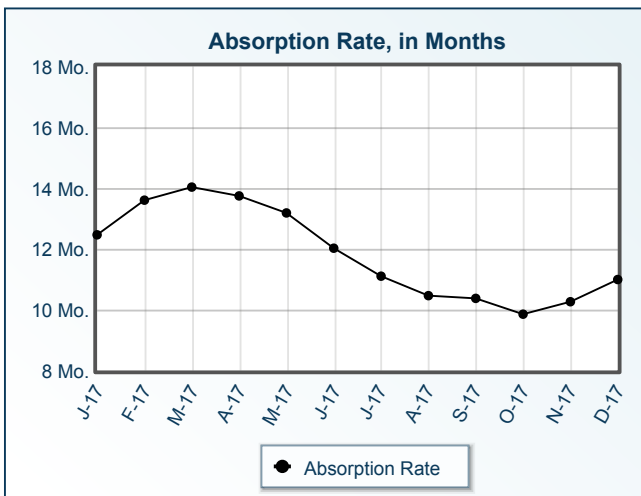
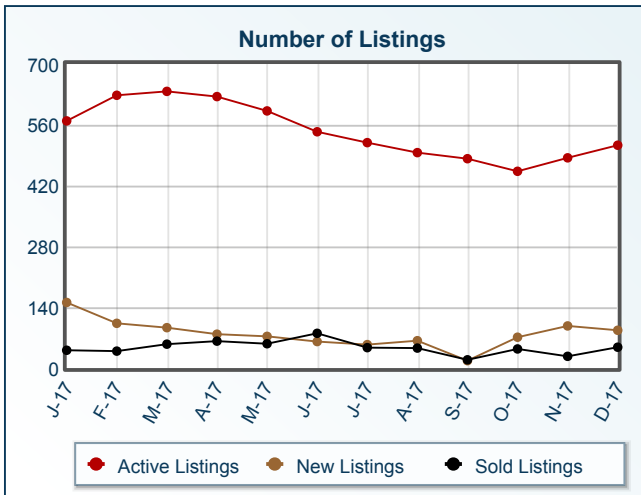


Market Summary

Key West Residential, December 2017



| Summary Statistics | | | | | | |
|--------------------|-----------|-----------|--------|-----------|-----------|--------|
| | Dec-17 | Dec-16 | % Chg | 2017 YTD | 2016 YTD | % Chg |
| Absorption Rate | 10.99 | 12.35 | -11.01 | 11.84 | 12.33 | -3.97 |
| Average List Price | \$943,630 | \$738,004 | 27.86 | \$889,066 | \$853,893 | 4.12 |
| Median List Price | \$675,000 | \$524,950 | 28.58 | \$649,000 | \$595,000 | 9.08 |
| Average Sale Price | \$727,739 | \$591,800 | 22.97 | \$758,185 | \$811,780 | -6.60 |
| Median Sale Price | \$577,500 | \$519,000 | 11.27 | \$592,000 | \$549,000 | 7.83 |
| Average DOM | 215 | 173 | 24.28 | 156 | 155 | 0.65 |
| Median DOM | 105 | 93 | 12.90 | 83 | 99 | -16.16 |

| Sold Listings | | | | | | | Pending Listings | | | | | | |
|---------------------|------------|------|--------|--------------|------|--------|---------------------|------------|------|--------|--------------|------|--------|
| | This Month | | | Year to Date | | | | This Month | | | Year to Date | | |
| | 2017 | 2016 | % Chg | 2017 | 2016 | % Chg | | 2017 | 2016 | % Chg | 2017 | 2016 | % Chg |
| 0-99,999 | 4 | 8 | -50.0 | 32 | 34 | -5.9 | 0-99,999 | 5 | 2 | 150.0 | 39 | 33 | 18.2 |
| 100,000-149,999 | 0 | 0 | 0.0 | 0 | 1 | -100.0 | 100,000-149,999 | 0 | 0 | 0.0 | 0 | 1 | -100.0 |
| 150,000-199,999 | 1 | 1 | 0.0 | 1 | 6 | -83.3 | 150,000-199,999 | 0 | 0 | 0.0 | 1 | 6 | -83.3 |
| 200,000-249,999 | 0 | 2 | -100.0 | 11 | 11 | 0.0 | 200,000-249,999 | 0 | 0 | 0.0 | 6 | 9 | -33.3 |
| 250,000-299,999 | 1 | 1 | 0.0 | 11 | 19 | -42.1 | 250,000-299,999 | 1 | 1 | 0.0 | 14 | 23 | -39.1 |
| 300,000-349,999 | 1 | 2 | -50.0 | 21 | 35 | -40.0 | 300,000-349,999 | 2 | 1 | 100.0 | 15 | 26 | -42.3 |
| 350,000-399,999 | 4 | 4 | 0.0 | 49 | 41 | 19.5 | 350,000-399,999 | 5 | 4 | 25.0 | 55 | 48 | 14.6 |
| 400,000-449,999 | 3 | 2 | 50.0 | 34 | 36 | -5.6 | 400,000-449,999 | 3 | 0 | N/A | 26 | 28 | -7.1 |
| 450,000-499,999 | 6 | 0 | N/A | 50 | 50 | 0.0 | 450,000-499,999 | 6 | 2 | 200.0 | 50 | 47 | 6.4 |
| 500,000-549,999 | 1 | 6 | -83.3 | 42 | 42 | 0.0 | 500,000-549,999 | 6 | 3 | 100.0 | 44 | 41 | 7.3 |
| 550,000-599,999 | 6 | 3 | 100.0 | 35 | 38 | -7.9 | 550,000-599,999 | 6 | 3 | 100.0 | 45 | 48 | -6.2 |
| 600,000-649,999 | 3 | 3 | 0.0 | 41 | 27 | 51.9 | 600,000-649,999 | 1 | 6 | -83.3 | 24 | 30 | -20.0 |
| 650,000-699,999 | 1 | 0 | N/A | 18 | 21 | -14.3 | 650,000-699,999 | 2 | 2 | 0.0 | 30 | 23 | 30.4 |
| 700,000-749,999 | 2 | 1 | 100.0 | 24 | 18 | 33.3 | 700,000-749,999 | 2 | 3 | -33.3 | 21 | 19 | 10.5 |
| 750,000-799,999 | 3 | 1 | 200.0 | 16 | 21 | -23.8 | 750,000-799,999 | 1 | 2 | -50.0 | 19 | 26 | -26.9 |
| 800,000-849,999 | 0 | 1 | -100.0 | 21 | 15 | 40.0 | 800,000-849,999 | 2 | 2 | 0.0 | 17 | 13 | 30.8 |
| 850,000-899,999 | 5 | 1 | 400.0 | 19 | 18 | 5.6 | 850,000-899,999 | 4 | 2 | 100.0 | 26 | 27 | -3.7 |
| 900,000-949,999 | 1 | 2 | -50.0 | 13 | 11 | 18.2 | 900,000-949,999 | 0 | 0 | 0.0 | 6 | 7 | -14.3 |
| 950,000-999,999 | 0 | 0 | 0.0 | 14 | 10 | 40.0 | 950,000-999,999 | 2 | 1 | 100.0 | 15 | 19 | -21.1 |
| 1,000,000-1,099,999 | 0 | 1 | -100.0 | 9 | 14 | -35.7 | 1,000,000-1,099,999 | 0 | 0 | 0.0 | 10 | 10 | 0.0 |
| 1,100,000-1,199,999 | 0 | 0 | 0.0 | 14 | 8 | 75.0 | 1,100,000-1,199,999 | 1 | 0 | N/A | 11 | 11 | 0.0 |
| 1,200,000-1,299,999 | 2 | 0 | N/A | 25 | 10 | 150.0 | 1,200,000-1,299,999 | 1 | 1 | 0.0 | 21 | 13 | 61.5 |
| 1,300,000-1,399,999 | 1 | 0 | N/A | 6 | 9 | -33.3 | 1,300,000-1,399,999 | 2 | 0 | N/A | 16 | 11 | 45.5 |
| 1,400,000-1,499,999 | 1 | 2 | -50.0 | 7 | 8 | -12.5 | 1,400,000-1,499,999 | 1 | 1 | 0.0 | 6 | 9 | -33.3 |
| 1,500,000-1,599,999 | 0 | 0 | 0.0 | 8 | 8 | 0.0 | 1,500,000-1,599,999 | 1 | 0 | N/A | 8 | 5 | 60.0 |
| 1,600,000-1,699,999 | 0 | 1 | -100.0 | 12 | 2 | 500.0 | 1,600,000-1,699,999 | 0 | 2 | -100.0 | 12 | 8 | 50.0 |
| 1,700,000-1,799,999 | 0 | 0 | 0.0 | 6 | 1 | 500.0 | 1,700,000-1,799,999 | 0 | 0 | 0.0 | 5 | 1 | 400.0 |
| 1,800,000-1,899,999 | 0 | 0 | 0.0 | 2 | 8 | -75.0 | 1,800,000-1,899,999 | 1 | 0 | N/A | 9 | 4 | 125.0 |
| 1,900,000-1,999,999 | 0 | 0 | 0.0 | 1 | 3 | -66.7 | 1,900,000-1,999,999 | 1 | 0 | N/A | 4 | 6 | -33.3 |
| 2,000,000-2,249,999 | 0 | 1 | -100.0 | 6 | 8 | -25.0 | 2,000,000-2,249,999 | 0 | 0 | 0.0 | 2 | 7 | -71.4 |
| 2,250,000-2,499,999 | 0 | 0 | 0.0 | 2 | 3 | -33.3 | 2,250,000-2,499,999 | 0 | 0 | 0.0 | 5 | 6 | -16.7 |
| 2,500,000-2,749,999 | 0 | 1 | -100.0 | 3 | 3 | 0.0 | 2,500,000-2,749,999 | 0 | 1 | -100.0 | 2 | 2 | 0.0 |
| 2,750,000-2,999,999 | 0 | 0 | 0.0 | 2 | 1 | 100.0 | 2,750,000-2,999,999 | 0 | 0 | 0.0 | 4 | 2 | 100.0 |
| 3,000,000-3,249,999 | 0 | 0 | 0.0 | 1 | 1 | 0.0 | 3,000,000-3,249,999 | 0 | 0 | 0.0 | 1 | 1 | 0.0 |
| 3,250,000-3,499,999 | 1 | 0 | N/A | 2 | 1 | 100.0 | 3,250,000-3,499,999 | 1 | 0 | N/A | 1 | 0 | N/A |
| 3,500,000-3,749,999 | 0 | 0 | 0.0 | 1 | 3 | -66.7 | 3,500,000-3,749,999 | 0 | 0 | 0.0 | 0 | 1 | -100.0 |
| 3,750,000-3,999,999 | 0 | 0 | 0.0 | 1 | 1 | 0.0 | 3,750,000-3,999,999 | 0 | 1 | -100.0 | 1 | 4 | -75.0 |
| 4,000,000-4,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 4,000,000-4,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,250,000-4,499,999 | 1 | 0 | N/A | 1 | 0 | N/A | 4,250,000-4,499,999 | 0 | 0 | 0.0 | 1 | 1 | 0.0 |
| 4,500,000-4,749,999 | 0 | 0 | 0.0 | 1 | 0 | N/A | 4,500,000-4,749,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,750,000-4,999,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 4,750,000-4,999,999 | 0 | 0 | 0.0 | 1 | 0 | N/A |
| 5,000,000+ | 0 | 0 | 0.0 | 2 | 2 | 0.0 | 5,000,000+ | 0 | 1 | -100.0 | 1 | 4 | -75.0 |
| Totals | 48 | 44 | 9.1 | 564 | 548 | 2.9 | Totals | 57 | 41 | 39.0 | 574 | 580 | -1.0 |

| Active Listings | This Month | | | Year to Date | | | New Listings | This Month | | | Year to Date | | |
|---------------------|------------|------|--------|--------------|------|--------|---------------------|------------|----------|--------|--------------|-------|--------|
| | 2017 | 2016 | % Chg | 2017 | 2016 | % Chg | | 2017 | 2016 | % Chg | 2017 | 2016 | % Chg |
| | 0-99,999 | 143 | 221 | -35.3 | 259 | 310 | | -16.5 | 0-99,999 | 3 | 6 | -50.0 | 55 |
| 100,000-149,999 | 1 | 0 | N/A | 1 | 1 | 0.0 | 100,000-149,999 | 0 | 0 | 0.0 | 1 | 1 | 0.0 |
| 150,000-199,999 | 0 | 1 | -100.0 | 2 | 12 | -83.3 | 150,000-199,999 | 0 | 0 | 0.0 | 1 | 7 | -85.7 |
| 200,000-249,999 | 5 | 2 | 150.0 | 18 | 12 | 50.0 | 200,000-249,999 | 2 | 0 | N/A | 16 | 10 | 60.0 |
| 250,000-299,999 | 3 | 4 | -25.0 | 21 | 42 | -50.0 | 250,000-299,999 | 1 | 0 | N/A | 17 | 30 | -43.3 |
| 300,000-349,999 | 12 | 5 | 140.0 | 29 | 41 | -29.3 | 300,000-349,999 | 1 | 0 | N/A | 24 | 28 | -14.3 |
| 350,000-399,999 | 18 | 21 | -14.3 | 98 | 83 | 18.1 | 350,000-399,999 | 8 | 8 | 0.0 | 77 | 67 | 14.9 |
| 400,000-449,999 | 11 | 7 | 57.1 | 49 | 51 | -3.9 | 400,000-449,999 | 6 | 0 | N/A | 43 | 27 | 59.3 |
| 450,000-499,999 | 13 | 12 | 8.3 | 72 | 84 | -14.3 | 450,000-499,999 | 2 | 4 | -50.0 | 59 | 58 | 1.7 |
| 500,000-549,999 | 13 | 18 | -27.8 | 71 | 71 | 0.0 | 500,000-549,999 | 8 | 4 | 100.0 | 52 | 57 | -8.8 |
| 550,000-599,999 | 21 | 20 | 5.0 | 84 | 86 | -2.3 | 550,000-599,999 | 6 | 3 | 100.0 | 68 | 64 | 6.3 |
| 600,000-649,999 | 14 | 17 | -17.6 | 47 | 55 | -14.5 | 600,000-649,999 | 4 | 3 | 33.3 | 35 | 33 | 6.1 |
| 650,000-699,999 | 15 | 20 | -25.0 | 69 | 66 | 4.5 | 650,000-699,999 | 4 | 9 | -55.6 | 46 | 46 | 0.0 |
| 700,000-749,999 | 7 | 20 | -65.0 | 42 | 51 | -17.6 | 700,000-749,999 | 0 | 4 | -100.0 | 23 | 35 | -34.3 |
| 750,000-799,999 | 28 | 20 | 40.0 | 57 | 63 | -9.5 | 750,000-799,999 | 5 | 5 | 0.0 | 37 | 49 | -24.5 |
| 800,000-849,999 | 13 | 13 | 0.0 | 33 | 33 | 0.0 | 800,000-849,999 | 0 | 1 | -100.0 | 21 | 15 | 40.0 |
| 850,000-899,999 | 21 | 16 | 31.3 | 69 | 55 | 25.5 | 850,000-899,999 | 6 | 1 | 500.0 | 53 | 34 | 55.9 |
| 900,000-949,999 | 5 | 8 | -37.5 | 19 | 23 | -17.4 | 900,000-949,999 | 1 | 1 | 0.0 | 11 | 16 | -31.2 |
| 950,000-999,999 | 16 | 15 | 6.7 | 50 | 45 | 11.1 | 950,000-999,999 | 4 | 4 | 0.0 | 34 | 31 | 9.7 |
| 1,000,000-1,099,999 | 7 | 7 | 0.0 | 30 | 23 | 30.4 | 1,000,000-1,099,999 | 3 | 1 | 200.0 | 23 | 14 | 64.3 |
| 1,100,000-1,199,999 | 12 | 15 | -20.0 | 41 | 42 | -2.4 | 1,100,000-1,199,999 | 0 | 4 | -100.0 | 27 | 23 | 17.4 |
| 1,200,000-1,299,999 | 20 | 13 | 53.8 | 57 | 37 | 54.1 | 1,200,000-1,299,999 | 5 | 6 | -16.7 | 41 | 27 | 51.9 |
| 1,300,000-1,399,999 | 12 | 13 | -7.7 | 43 | 35 | 22.9 | 1,300,000-1,399,999 | 3 | 3 | 0.0 | 29 | 22 | 31.8 |
| 1,400,000-1,499,999 | 7 | 7 | 0.0 | 22 | 29 | -24.1 | 1,400,000-1,499,999 | 1 | 2 | -50.0 | 14 | 14 | 0.0 |
| 1,500,000-1,599,999 | 11 | 9 | 22.2 | 24 | 24 | 0.0 | 1,500,000-1,599,999 | 0 | 2 | -100.0 | 16 | 15 | 6.7 |
| 1,600,000-1,699,999 | 8 | 10 | -20.0 | 25 | 34 | -26.5 | 1,600,000-1,699,999 | 1 | 3 | -66.7 | 17 | 18 | -5.6 |
| 1,700,000-1,799,999 | 13 | 11 | 18.2 | 20 | 17 | 17.6 | 1,700,000-1,799,999 | 2 | 2 | 0.0 | 9 | 7 | 28.6 |
| 1,800,000-1,899,999 | 8 | 6 | 33.3 | 18 | 11 | 63.6 | 1,800,000-1,899,999 | 2 | 0 | N/A | 12 | 4 | 200.0 |
| 1,900,000-1,999,999 | 4 | 1 | 300.0 | 8 | 13 | -38.5 | 1,900,000-1,999,999 | 0 | 2 | -100.0 | 7 | 7 | 0.0 |
| 2,000,000-2,249,999 | 8 | 3 | 166.7 | 12 | 18 | -33.3 | 2,000,000-2,249,999 | 2 | 1 | 100.0 | 9 | 12 | -25.0 |
| 2,250,000-2,499,999 | 15 | 2 | 650.0 | 26 | 13 | 100.0 | 2,250,000-2,499,999 | 1 | 0 | N/A | 24 | 7 | 242.9 |
| 2,500,000-2,749,999 | 3 | 4 | -25.0 | 10 | 10 | 0.0 | 2,500,000-2,749,999 | 0 | 1 | -100.0 | 6 | 8 | -25.0 |
| 2,750,000-2,999,999 | 5 | 6 | -16.7 | 14 | 9 | 55.6 | 2,750,000-2,999,999 | 1 | 0 | N/A | 8 | 5 | 60.0 |
| 3,000,000-3,249,999 | 1 | 0 | N/A | 2 | 2 | 0.0 | 3,000,000-3,249,999 | 0 | 0 | 0.0 | 2 | 1 | 100.0 |
| 3,250,000-3,499,999 | 2 | 2 | 0.0 | 10 | 7 | 42.9 | 3,250,000-3,499,999 | 1 | 0 | N/A | 8 | 5 | 60.0 |
| 3,500,000-3,749,999 | 2 | 1 | 100.0 | 4 | 2 | 100.0 | 3,500,000-3,749,999 | 0 | 0 | 0.0 | 3 | 2 | 50.0 |
| 3,750,000-3,999,999 | 3 | 1 | 200.0 | 6 | 5 | 20.0 | 3,750,000-3,999,999 | 2 | 0 | N/A | 6 | 1 | 500.0 |
| 4,000,000-4,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 | 4,000,000-4,249,999 | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| 4,250,000-4,499,999 | 1 | 1 | 0.0 | 3 | 2 | 50.0 | 4,250,000-4,499,999 | 0 | 0 | 0.0 | 2 | 1 | 100.0 |
| 4,500,000-4,749,999 | 0 | 0 | 0.0 | 0 | 5 | -100.0 | 4,500,000-4,749,999 | 0 | 0 | 0.0 | 0 | 5 | -100.0 |
| 4,750,000-4,999,999 | 3 | 2 | 50.0 | 6 | 3 | 100.0 | 4,750,000-4,999,999 | 1 | 0 | N/A | 4 | 1 | 300.0 |
| 5,000,000+ | 9 | 8 | 12.5 | 17 | 17 | 0.0 | 5,000,000+ | 1 | 3 | -66.7 | 8 | 11 | -27.3 |
| Totals | 513 | 562 | -8.7 | 1488 | 1542 | -3.5 | Totals | 87 | 83 | 4.8 | 948 | 889 | 6.6 |

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