

# Coldwell Banker

Tropical



Breezes

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Coldwell Banker Schmitt Real Estate Company  
Welcomes You to "Tropical Breezes",

Winter 2002

## Florida Keys Real Estate Market Comparison of 2001 vs 2000

This comparison of various significant real estate market indicators reflects the trends in the four areas of the Keys for 2001 as compared to the year 2000. In short, 2001 was the best year for real estate sales ever in the history of the Keys. While other sectors of the economy have been suffering this year, Florida Keys Real Estate continued to boom with increased numbers of sales, increasing sales prices and less

With a declining inventory of properties for sale the active market should continue in all areas, as

demand has remained strong, resulting in increasing sales prices and shorter marketing times. We anticipate another very active year for real estate throughout the Keys in 2002, as we have experienced little negative impact from the

	<u>Upper Keys</u> (Lower Matecumbe to Key Largo)	<u>Middle Keys</u> (7 Mile Bridge to Long Key)	<u>Lower Keys</u> (Bay Point to Big Pine)	<u>Key West</u> (Key West to Shark Key)
<b>Total Number of Sales:</b>	8% More	28% More	22% More	8% More
<b>\$ Value of Sales:</b>	22% More	36% More	11% More	11% More
<b>Avg. Days To Sell:</b>	4% Less	16% Less	37% Less	10% Less
<b>Avg. Sales Price:</b>	13% Greater	7% Greater	2% Less	3% Greater
	\$286,232	\$304,569	\$194,625	\$357,730
<b>Number of Homes "For Sale":</b>	12% Less	13% Less	31% Less	Even

[www.RealEstateFloridaKeys.com](http://www.RealEstateFloridaKeys.com)

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# Real Estate Market

The following provides an overview of market activity compared to recent years, as reported by the three Multiple Listing Services in the Keys:

**Key West:** Since 1998 Sales Volume is up a whopping 184% and the average Sales Price grew from \$295,360 to \$360,637 as yearly sales grew from 588 to 755. The number of homes for sale has remained fairly constant, and was 628 to start 2002. Key West has been the one market in which the availability of homes has not dropped significantly, yet prices continue to rise, as demand for the limited amount of real estate in the area, the life style, and the appreciation of property value remains strong.

**Lower Keys:** Since 1998 Sales Volume increased by 89% and the average Sales Price grew from \$169,579 to \$210,287 as the yearly number of sales grew from 406 to 618. The number of homes available to purchase dropped from 674 in 1996 to 366 on January 1, 2002, a 46% decrease.

**Middle Keys:** Since 1998 Sales Volume increased 43% and the average Sales Price grew from \$243,513 to \$302,396 as the yearly number of sales went from 438 to 502. The number of homes available for sale dropped from a high of 730 in 1996 to 401 at the start of 2002, a 45% decrease.

**Coldwell Banker Remains Market Leader...** Coldwell Banker was named the #1 real estate brokerage in the country for the fourth consecutive year. For the second consecutive year, Coldwell Banker has been ranked as the #1 real estate franchise in the United States, according to *Franchise Times* magazine in their October issue. Overall it was 13th among the Top 200 U. S. listed, sharing Top 20 ranking with Fortune 500 giants like McDonald's, Blockbuster, and Marriott.

## Mortgage News

In the Keys, 2001 was a record year for mortgages with companies experiencing up to a 30% increase over 2000. 70% of the mortgages were for purchasing homes. 2002 has started off the same way, as interest rates are again very low and the conforming loan limits increased from \$275,000 to \$300,700, which allows purchasers to borrow a higher dollar amount at the lowest rates available. Additionally, the increase in new loan programs provides buyers a wider range of options for purchasing in the Keys. (Examples: A 95% loan for a second home and a 90% loan for investment property.) Fortunately the mortgage application process has been simplified through a reduction in documentation required for customers with good credit.

<u>Loan Type</u>	<u>2002</u>	<u>2000</u>	<b>Rate Com- parison</b>
30-yr Fixed Rate	6.875%	8.25%	
15-yr Fixed Rate	6.25%	7.625%	
3/1 ARM	5.125%	6.125%	
5/1ARM	5.75%	6.75%	

**Prediction from *The Kiplinger Letter*:** Look for the Fed to drop short-term interest rates one more time. Then, when the economy is well on its way toward recovery during the second half of the year, the Fed will start raising rates. By year's end, 30-year fixed-rate

For additional information concerning Keys mortgages contact Tom Sherry at [toms@qcnb.com](mailto:toms@qcnb.com) or (305) 403-8710 in Key West or Mary Rice at [maryr@qcnb.com](mailto:maryr@qcnb.com) or

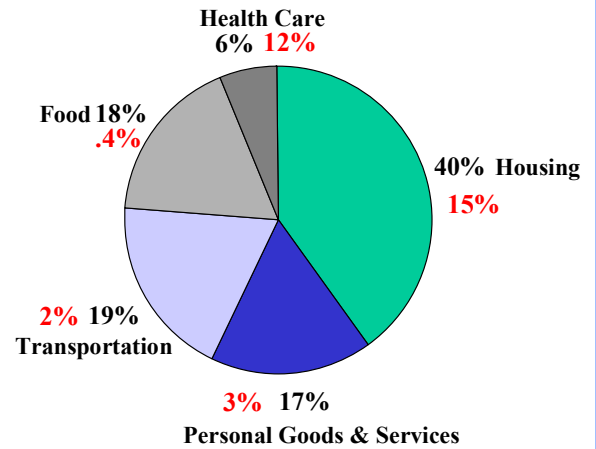
# Monroe County Demographics

<b>Total Population</b>	79,589	+2% from 1990
Male	42,379	53.2% of population
Female	37,210	46.8% of population
Less than 25 years of Age	14,802	24% of population
25 to 44 years of age	24,753	31% of population
45 to 60 years of age	20,743	25% of population
60+ years of age	16,989	20% of population
Latino origin	12,553	15.8% of population
African American	3,795	4.8% of population
Asian	657	.8% of population

<b>Total Housing Units</b>	51,617	
Owner-occupied housing	21,893	42% of housing
Renter-occupied housing	12,193	24% of housing
Seasonal or recreational use housing	12,332	24% of housing
Median household income	\$36,353	
Average household size	2.23 persons	

<b>Land Area</b>	997 sq./mi	Keys	53,927 sq/mi	Florida
Persons per square mile	79.8		296.4	for Florida

# Monroe County



This chart shows Monroe County Consumer Spending for 2001. The numbers in black are the percentage of consumer spending by category. The numbers in Red reflect the percentage by which spending for that category exceeds the statewide average:

**Note:** Monroe County ranks 2nd highest for spending among the 10 highest cost of living counties in Florida. 2001 is the first year since 1995 that Monroe County has

## Monroe County Schools

Monroe County Schools have a history of academic success. Student achievement ranks among the highest in Florida. The percentage of Monroe schools achieving an A or B on the School Public Accountability Reports is 82% versus the State at 41%. The School Public Accountability Reports reflect the progress of schools in meeting Florida's Eight Education Goals. The school district GPA for school grades increased to 3.2 in 2001 from 2.7 in 2000.

Graduates of Monroe high schools are competitive for the top colleges and universities. The school district is a national and state leader in technology for student instruction. The curriculum includes vocational and academic, exceptional student education, a limited English proficient program and gifted education programs. There are major reading and math initiatives at all grade levels. An extensive and varied extra-curricular and after school program is available.

**FEMA's Flood Plan** — According to FEMA (Federal Emergency Management Agency), the conflict over "illegal" first floor enclosures in the Florida Keys has reached a new level. FEMA recently notified Monroe County Mayor Sonny McCoy that illegal first-floor enclosures would have to be removed or homeowners risk losing FEMA-based flood insurance. This could make it impossible to get federally-funded mortgage loans and could drive

**Tourism Revenue Gets A Boost** — The TDC (Tourist Development Council) of Monroe County is ready to "pull the trigger" that was built into its state-mandated role as overseer of tourism promotion in the Florida Keys. The clause in this mandate allows that if there was a 3-month downturn in the tourist economy the TDC can take whatever action necessary to promote tourism. With the events of 9/11, tourism has taken a drastic downturn with figures showing the tourism revenues way down. According to TDC Marketing Director Harold Wheeler, the time has come to tap into a \$2.3 million unallocated capital-projects fund and immediately direct

We have a very large and unique collection of historical photos Keyswide that we want to share with you.

This is a photo of Schmitt Real Estate from 1962 —

## How Well Do You Know Your Florida Keys History?



How do you rate a Sunset?

Call or email us to get your free copy of the

Email: [schmittmk@bellsouth.net](mailto:schmittmk@bellsouth.net)



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