



# ECONOMIC TAPESTRY OF KEY BISCAINE

## 2018-2023

Henry T. Casado, MAI, SRA  
800 S Douglas Rd, Coral Gables FL 33134

M: (954) 899-8070

E: [admin@merc-val.com](mailto:admin@merc-val.com)

**MERCATUS**  
VALUATION

# ECONOMIC TAPESTRY OF KEY BISCAYNE

By Henry T. Casado, MAI, SRA  
admin@merc-val.com  
June 29, 2023

Key Biscayne is virtually a self-contained Island-market. The only thing missing is an airport and a big box retailer. Many businesses support Key Biscayne, including fuel stations, retailers, restaurants, etc. The Island is accessed through the Rickenbacker Causeway passed Virginia Key.

This market is composed mainly of condominium buildings with a small inventory of single-family houses.

I have collected all sales activity since 2018. This data allows the analysis of these two components (condo units and houses). In this series, I have analyzed market indicators including:

- 1) Condominium units
- 2) Single-family houses

To have a better perspective, this analysis taps key indicators such as <sup>1</sup> the number of properties sold during the five-year period, <sup>2</sup> the days a property is or

was actively marketed until its closing, <sup>3</sup> the list-to-price ratio, <sup>4</sup> the overall price paid, and <sup>5</sup> the price per square foot paid. All measurements of this market are based on median statistics. Please allow me to take you through the path of my understanding of this market.

## Condominium Submarket

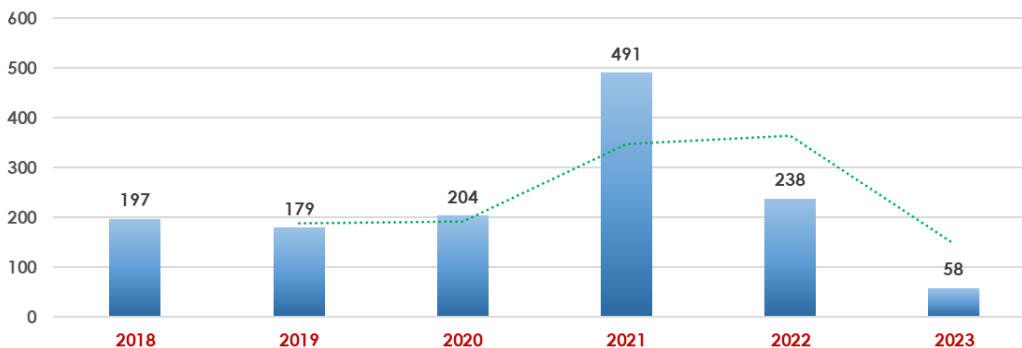
A total of 2,088 units or listings were considered in this analysis for the five-year period.

Of the total number of listings, 1,367 closed representing 65% of the total sales activity.

Key Biscayne Condo Market 2018-2023										
Year	Median DOM	Median Listed	Median Price Paid	Median \$PSF	Median List:Price	Transactions Sold	Act/Exp	Type Total	%Sold	Monthly Absorption
2018	174	\$950,000	\$807,000	\$589	89.8%	197	162	359	55%	16
2019	159	\$864,000	\$730,000	\$486	89.4%	179	153	332	54%	15
2020	185	\$907,000	\$822,500	\$538	89.0%	204	151	355	57%	17
2021	75	\$995,000	\$970,000	\$628	95.5%	491	82	573	86%	41
2022	42	\$1,342,500	\$1,282,500	\$816	95.9%	238	98	336	71%	20
2023	64	\$1,487,500	\$1,342,500	\$832	90.2%	58	75	133	44%	15

The number of transactions peaked in 2021 at 491. The number of closings between 2018-2020 is considered relatively stable ranging from 179-204. The year 2022 was lower but with higher prices paid with a median at \$1,282,500 with 71% of the available inventory closed.

Number of Condos Sold 2018-2023



The absorption rate peaked also in 2021 with a monthly absorption of 41 units. 2022 revealed monthly absorption of 20 units with 71% of the inventory sold.

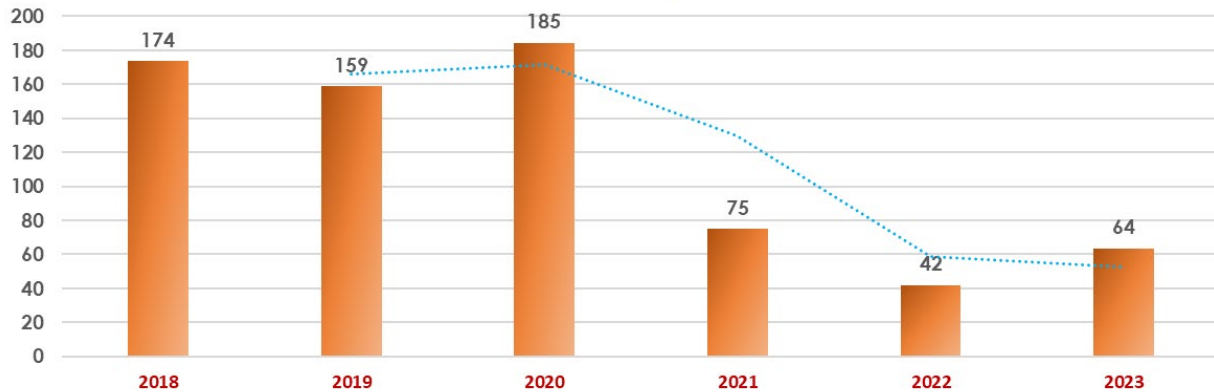
This year at the time of this study, there were

133 listings of which 44% were sold revealing a monthly absorption of 15 units. Keep in mind that the available inventory is considerably lower than in 2022 and even lower compared to 2021.

## Condominium Submarket (Cont)

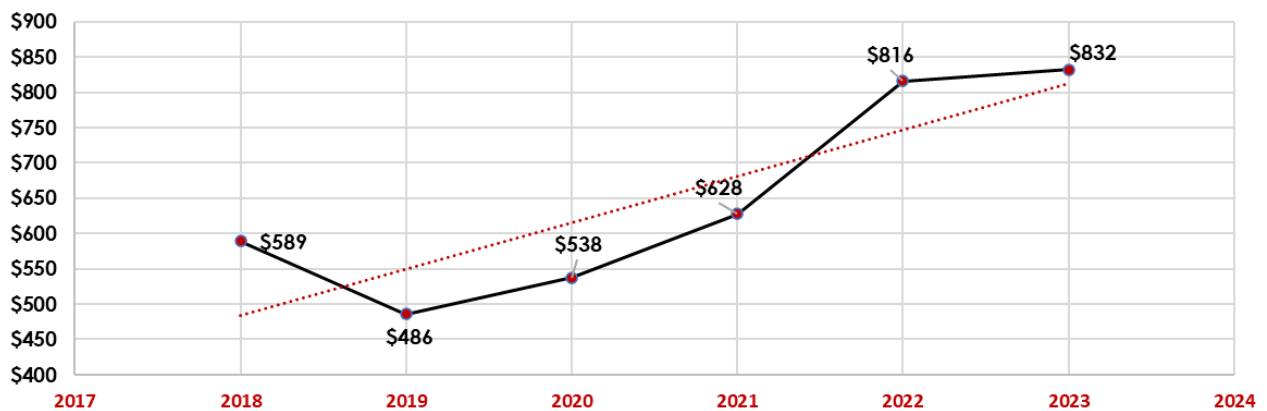
From 2018-2020 the median days-on-market fluctuated between 159-185 days, dropping to 75 days in 2021 and later to 42 days in 2022. YTD is 64 days. The largest inventory was available in 2021. This same year had the highest number of closed sales(86%) coinciding also with the lowest time on the market of 75 days. Another correlation for 2021 is the 18% value increase over the previous year.

### Condo - Median Days-on-Market



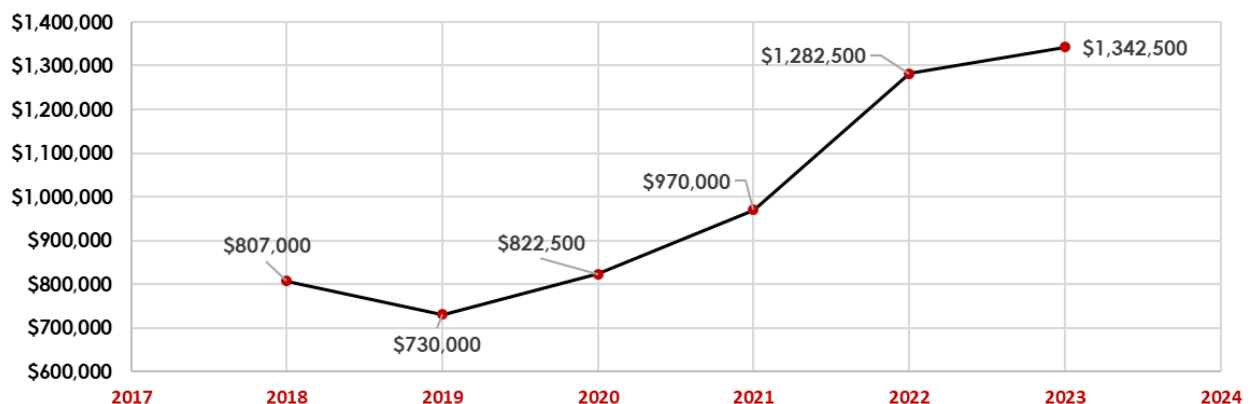
It is evident that value is in progression mode climbing 18% in 2021 and 32% in 2022. So far this year 58 titles recorded are showing on the positive side.

### Median Price Paid per Square Foot - Condo Market



The median price per square foot shows a similar and proportional progression to the overall price statistic.

### Median Price Paid - Key Biscayne Condo Market 2018-2023

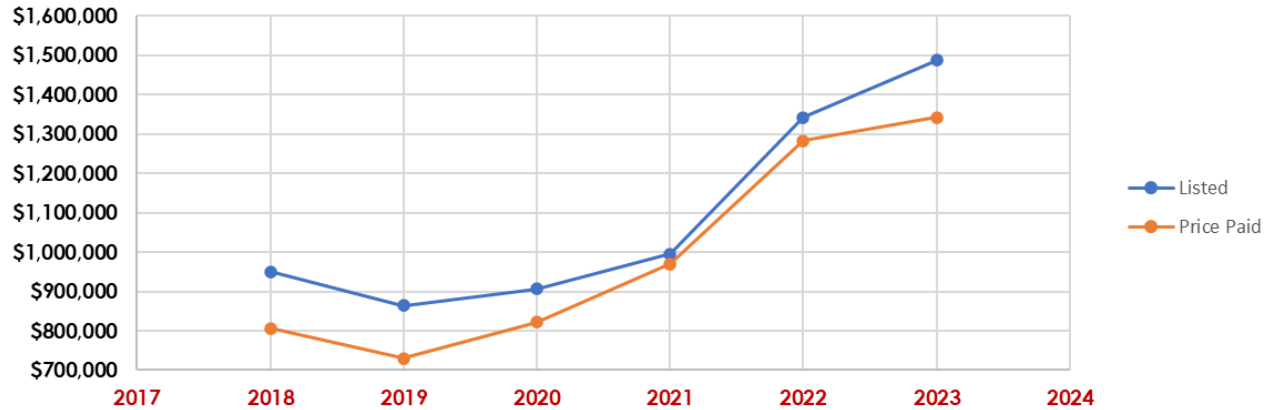




## Condominium Submarket (Cont)

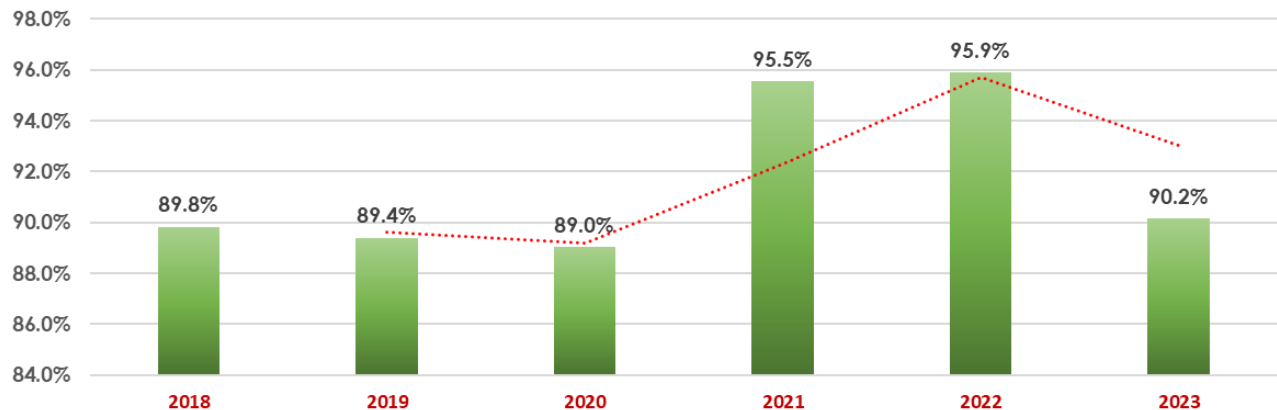
Another key indicator is the relation between the asking price and the actual price paid. At some point, these two elements could meet when the listing price falls below the price paid, this is called the positive list-to-price ratio. When this phenomenon occurs, it pushes the listing price up and typically is triggered by a low supply of available properties. Eventually, it turns into a dance between these two forces that will bring prices up or down. In this case, this market remains in progression.

### Median Listed v. Closed Price - Key Biscayne Condo Market



During 2018-2020, the list-to-price ratio remained stable at around 89%. In 2021-22 this indication is noted above 95.5%.

### Median List-to-Price Ratio Condo - Key Biscayne 2018-2023



In summary, the condominium submarket of Key Biscayne has been favorable in all measuring criteria. The data collected from 2023 is also manifesting positively as the supply of condos is limited to 97 listings as per my last survey.

Currently, the highest listing price is \$11,900,000 in Club Tower Two. There are several other notable listings at Oceana Key Biscayne, Club Tower One and Three, Grand Bay Residence, and Lake Tower ranging from \$3,250,000 to \$9,300,000.

## Single-Family Submarket

A total of 626 houses or listings were considered in this analysis for the five-year period. Of the total number of listings, 399 closed representing 64% of the total sales activity.

**Key Biscayne Single Family Market 2018-2023**

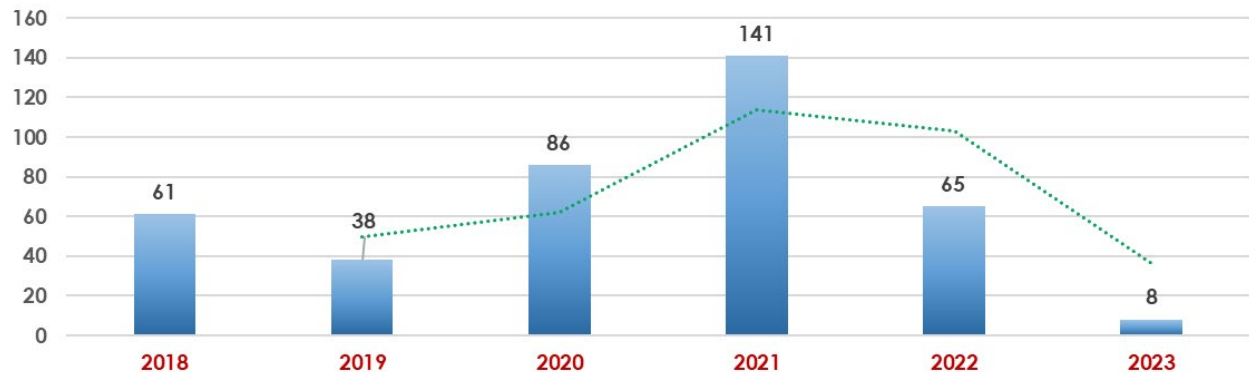
Year	Median DOM	Median Listed	Median Price Paid	Median \$PSF	Median List:Price	Transactions Sold	Type Act/Exp	Total %Sold	Monthly Absorption
2018	185	\$2,700,000	\$2,380,000	\$714	86.2%	61	50	111 55%	5
2019	298	\$2,770,000	\$2,370,000	\$696	86.2%	38	58	96 40%	3
2020	271	\$2,950,000	\$2,462,500	\$759	88.6%	86	46	132 65%	7
2021	80	\$2,997,500	\$2,935,000	\$952	95.5%	141	24	165 85%	12
2022	65	\$4,475,000	\$4,225,000	\$1,220	94.9%	65	27	92 71%	5
2023	118	\$4,050,000	\$3,700,000	\$1,151	91.8%	8	22	30 27%	2

The number of transactions peaked in 2021 at 141. The number of closings between 2018-2020 is considered relatively stable ranging from 38-86. The year 2022 was lower but with higher prices paid with a median at \$2,935,000 with 85% of the available inventory closed.

The absorption rate peaked also in 2021 with a monthly absorption of 12 units. 2022 revealed monthly absorption of 5 units with 71% of the inventory sold.

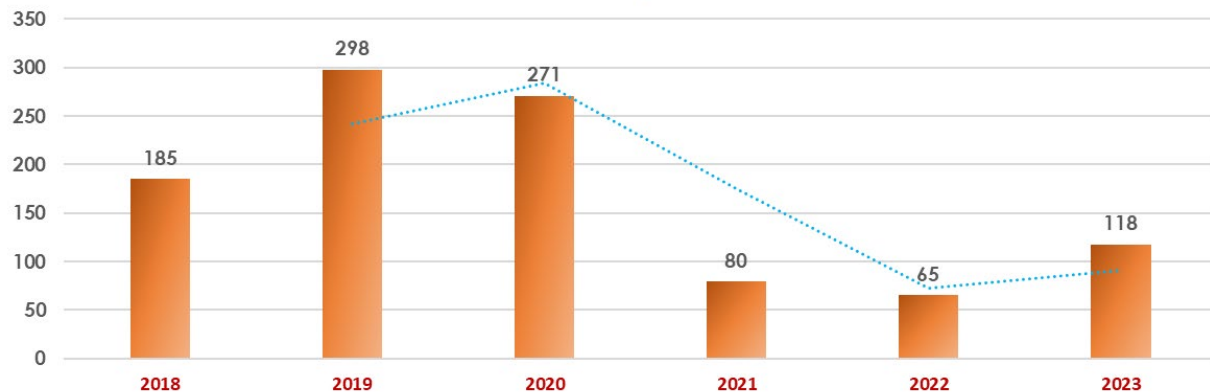
This year at the time of this study, there were 29 listings of which 27% were sold revealing a monthly absorption of 2 houses. Keep in mind that the available inventory is considerably lower than in 2022 and even lower compared to 2021.

**Number of SFR Sold 2018-2023**



From 2018-2020 the median days-on-market fluctuated between 185-298 days, dropping to 80 days in 2021 and later to 65 days in 2022. YTD is 118 days. The largest inventory was available in 2021. This same year had the highest number of closed sales(85%) coinciding also with a low time on the market of 80 days. Another correlation for 2021 is the 19.2% value increase over the previous year.

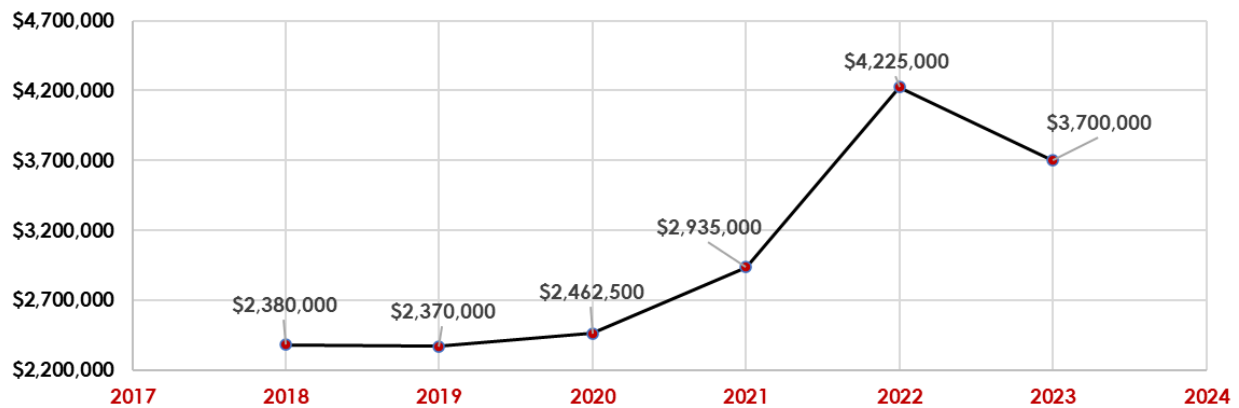
**SFR - Median Days-on-Market**



## Single-Family Submarket (Cont)

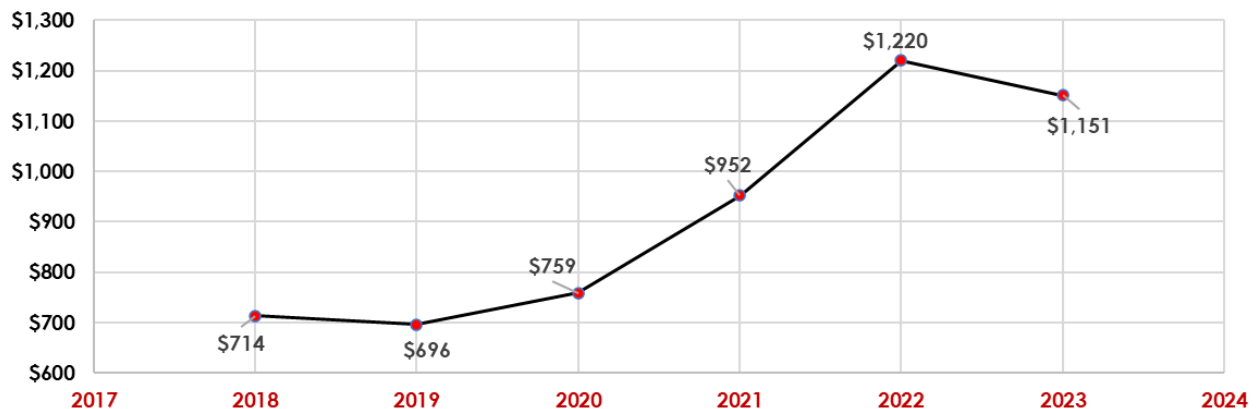
It is evident that value is in progression mode climbing 19.2% in 2021 and 44% in 2022. So far this year 8 titles recorded are showing a -12.4% downside but is fair to mention that none of 2023 sales was waterfront to this date, so the comparison of year over year is not homogeneous.

### Median Price Paid - Key Biscayne Single Family 2018-2023



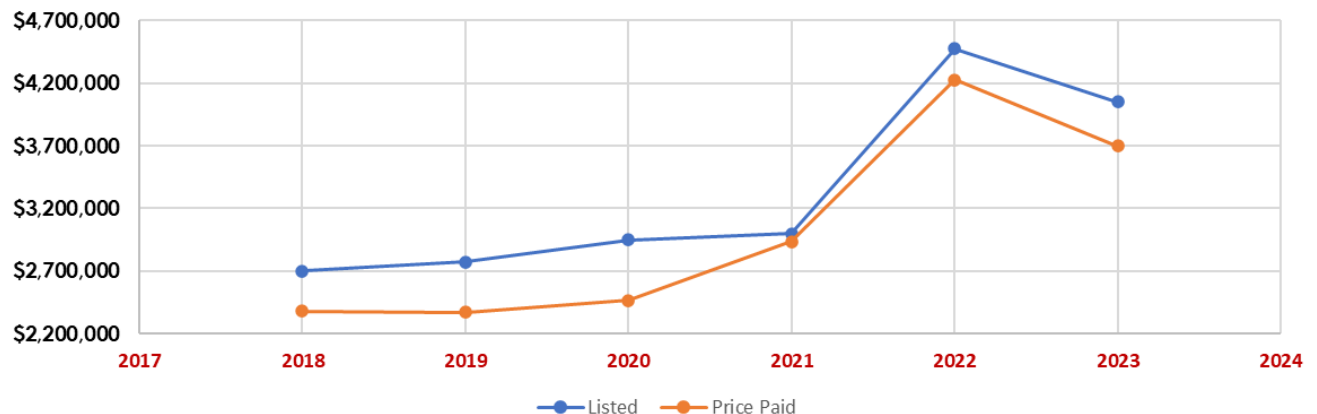
The median price per square foot shows a similar and proportional progression to the overall price statistic.

### Median Price per Square Foot SFR - 2018-2023



The listing price and actual pricing virtually met in 2021, which pushed 2022 prices higher.

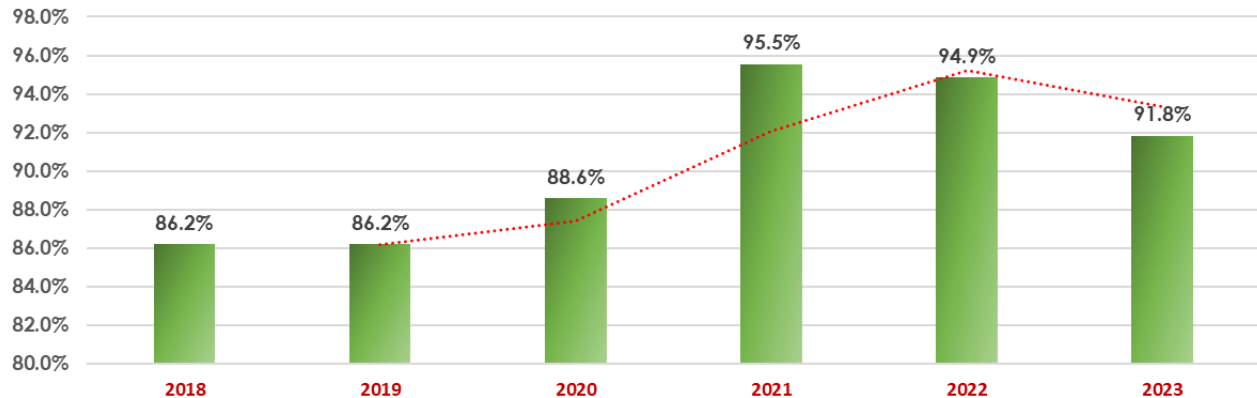
### Median Listed v. Closed Price - Key Biscayne SFR Market



## Single-Family Submarket (Cont)

During 2018-2020, the list-to-price ratio remained stable at 86.2-88.6%. In 2021-22 this indication is noted around 95%.

**Median List-to-Price Ratio Single Family - Key Biscayne 2018-2023**



In summary, the single-family submarket of Key Biscayne has been favorable in all measuring criteria. The data collected from 2023 is also manifesting positively as the supply of SFR is limited to 29 listings as per my last survey.

Currently, the highest listing price is \$59,000,000 in Harbor Pt. This house is a 15,000 SF home over a site of 34,000 SF. The lowest asking price is \$2,650,000 for a house on a dry lot On Ridgewood Road.

## ABOUT THE AUTHOR

Henry T. Casado is a Real Estate Appraiser, Reviewer, and Real Estate Consultant, providing services as Mercatus Valuation. He attended Johns Hopkins University, graduating with a Master's Degree in Real Estate Valuation.

His professional credentials are enhanced by the Appraisal Institute's MAI, SRA, AI-GRS, and AI-RRS Designations as well as several appraiser's licenses from other states including Florida, Texas, New York, and South Carolina. He is also an Appraisal Institute Instructor.

Among other areas of practice, he specializes in waterfront and luxury properties.



Henry T. Casado, MAI, SRA, AI-GRS, AI-RRS  
888 S Douglas Rd  
Coral Gables FL 33134  
M: (954) 899-8070  
E: admin@merc-val.com



**About the Appraisal Institute:** *The Appraisal Institute is a global professional association of real estate appraisers, with nearly 16,000 professionals in almost 50 countries throughout the world. Its mission is to advance professionalism and ethics, global standards, methodologies, and practices through the professional development of property economics worldwide. Organized in 1932, the Appraisal Institute advocates equal opportunity and nondiscrimination in the appraisal profession and conducts its activities in accordance with applicable federal, state, and local laws. Individuals of the Appraisal Institute benefit from an array of professional education and advocacy programs and may hold the prestigious MAI, SRPA, SRA, AI-GRS, and AI-RRS designations. Learn more at [www.appraisalinstitute.org](http://www.appraisalinstitute.org).*