

October 2007 Newsletter

Waterfront Condos and Condo-Hotels

This issue will discuss the state of the market for waterfront Condos and Condo-Hotels on Clearwater Beach and Sand Key. You have read and viewed many print and broadcast media reports about the weak condition of the real estate market. These articles consistently report as though there is only one real estate market nationwide. The fact is that the real estate market is state-of-state, region-by-region, city-by-city, condo complex-by-condo complex and unit-by-unit.

The media will create news when experiencing a shortage of attention grabbing stories. They like to focus on the Florida market and the city of Miami in

particular, since it presently has excessive inventory relative to demand. It is noteworthy that Miami has **No** beachfront Condo or Condo-Hotels and limited waterfront. Many of these Condos and Condo-Hotels do not even have a water view. Real estate professionals are not surprised that center city properties with no water views will sell long after waterfront properties.



Clearwater Beach

Clearwater Beach and Sand Key Condos and Condo-Hotels are unique, as they are not just waterfront, but have some of the finest beaches in the world. Prices are down since 2005 and it is a buyers' market for the first time in years. Our inventory of choice Condo and Condo-Hotels in premier complexes is not excessive. They represent great investment opportunities and are excellent units for personal use.

If there is a Condo and/or Condo-Hotel on Clearwater Beach and/or Sand Key in your future, I urge you to act while prices are at depressed levels. I am not smart enough to call the month when prices begin their upward march but I am smart enough to know that we are at or near the bottom and that prices will begin rising in the near future. You can count on it as long as the northern population ages and winters are cold, dark, and cloudy with freezing rain and snow to remind them why they belong in Florida.



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