

The December 2012 Preferred Client Newsletter will review Active listings and Third Quarter (“Q3”) 2011 – 2012 comparative Sales results for Condominium (“Condo”), Townhome (“TH”) and Single Family Home (“SFH”) listings in Clearwater Beach, Island Estates and Sand Key, which are as follows:

Active Listings, September 30, 2012

	<u>Clearwater Beach</u>	<u>Island Estates</u>	<u>Sand Key</u>	<u>Totals</u>
Condo	75	48	110	233
TH	5	9	5	19
SFH	<u>42</u>	<u>11</u>	<u>27</u>	<u>80</u>
Totals	122	68	142	332

Closed Sales, July 1, 2011 – September 30, 2011

	<u>Clearwater Beach</u>	<u>Island Estates</u>	<u>Sand Key</u>	<u>Totals</u>
Condo	38	21	31	90
TH	4	0	1	5
SFH	<u>13</u>	<u>7</u>	<u>8</u>	<u>28</u>
Totals	55	28	40	123

Closed Sales, July 1, 2012 – September 30, 2012

	<u>Clearwater Beach</u>	<u>Island Estates</u>	<u>Sand Key</u>	<u>Totals</u>
Condo	34	15	39	88
TH	1	2	0	3
SFH	<u>11</u>	<u>7</u>	<u>10</u>	<u>28</u>
Totals	46	24	49	119

Closed sales have been presented on a comparative basis because our sales are cyclical in nature. Sales remain strong and inventory is now holding steady. Inventory was 332 units at September 30, 2012, statistically flat from June 30, 2012, up just two (2) units. Sales were slightly down at four (4) units or just 3%, also statistically insignificant. Inventory and sales are remarkably constant. This analysis does not deal with the significant increase in List Prices. Sellers are asking 10% to 20% more than they were asking just six (6) months ago. It will be interesting to see how the winter buyers react to these new price levels. I predict unit sales will slow and prices will rise. Please feel free to call any time for an update.

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Season's Greetings

Wishing you and your family health and happiness

Continuous Service

As you know, my approach to customer service is different from most other REALTORS®. I don't touch base just once or twice a year. Instead, I keep in contact regularly. I want to be of continuous (not occasional) service to valued clients like you.

So if there's any way I can be of further service to you as your REALTOR®, please let me know.

Best regards to you and your family for the new year.

All the best.



Paul Gibson

REALTOR®

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