

The February 2012 Preferred Client Newsletter will review Active listings and calendar year 2010 – 2011 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, December 31, 2011**

	<u>Clearwater Beach</u>	<u>Island Estates</u>	<u>Sand Key</u>	<u>Totals</u>	<u>Inc/Dec</u>
Condo	100	51	132	283	-12%
TH	2	10	5	17	-11%
SFH	<u>47</u>	<u>22</u>	<u>42</u>	<u>111</u>	<u>+10%</u>
<b>Totals</b>	<b>149</b>	<b>83</b>	<b>179</b>	<b>411</b>	<b>- 7%</b>

**Closed Sales, January 1, 2010 – December 31, 2010**

	<u>Clearwater Beach</u>	<u>Island Estates</u>	<u>Sand Key</u>	<u>Totals</u>
Condo	123	76	138	337
TH	28	7	5	40
SFH	<u>31</u>	<u>18</u>	<u>49</u>	<u>98</u>
<b>Totals</b>	<b>182</b>	<b>101</b>	<b>192</b>	<b>475</b>

**Closed Sales, January 1, 2011 – December 31, 2011**

	<u>Clearwater Beach</u>	<u>Island Estates</u>	<u>Sand Key</u>	<u>Totals</u>
Condo	147	80	131	358
TH	14	5	6	25
SFH	<u>30</u>	<u>30</u>	<u>37</u>	<u>97</u>
<b>Totals</b>	<b>191</b>	<b>115</b>	<b>174</b>	<b>480</b>

Inventory was 411 units at December 31, 2011, down 31 units from 442 from the prior year end. This 7% reduction was driven by Condo sales which were up 21 units for 6% and less units added to the inventory. Overall sales were up a statistically insignificant 5 units for 1%.

The calendar year 2010 and 2011 sales have totaled close to 1,000 units with 96 Condos, TH and SFH Pending Sales at year end (Clearwater Beach – 50, Island Estates – 15 and Sand Key – 31). Our market continues to support new inventory which is coming on the market at higher prices. Prices are actually up and inventory down in most Condo complexes. 2012 should also be a strong year with an improving economy and stable interest rates.

If you wish to discuss our real estate market, please feel free to call any time.

*Paul*

Cell: 727.492.8775

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

Paul@ClearwaterBeachWaterfront.com

Office: 727.466.0800 • Fax: 727.466.6886

483 Mandalay Ave., Ste. 201, Clearwater Beach, FL 33767



**Staying on track**

I hope you and your family are having a great year so far.

If you're like most people, you probably have some goals for 2012. Now that a month has gone by, you might be wondering if you're still on track to achieve them.

If you are, congratulations. But if you feel like you're falling a little behind, take heart in knowing that there's still a lot of year left to accomplish your goals. It's only February!

Of course, if there's anything I can do to help, just let me know.

All the best.



**Paul Gibson**

REALTOR®

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727.492.8775

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

