

This June 2012 Preferred Client Newsletter will contrast sales activity in **Clearwater Beach, Island Estates** and **Sand Key** in key condominium complexes ("Condo Complexes") this year, against the same period of time last year. The statistics from the Multiple Listing Service® (MLS®) are as follows:

	January 1, 2011 – April 30, 2011		January 1, 2012 – April 30, 2012		
	<u>Sold</u>		<u>Sold</u>	<u>PS</u>	<u>Total</u>
Clearwater Beach					
Belle Harbor	6		5	4	9
Mandalay Beach Club	5		11	2	15
Sandpearl Residences	3		3	1	4
Island Estates					
Sunwatch	2		3	0	3
Windward Passage	4		1	0	1
Sand Key					
Grande	5		3	2	5
Meridian	0		1	0	1
Utopia	0		0	1	1

The sampling has been limited to newer Condo Complexes with sufficient Condos to provide a more statistically accurate sampling. Older and low unit count Condo Complexes have not therefore been included, although their review indicates a similar sales trend.

We have realized a dramatic reduction in inventory, as pointed out in recent Preferred Client Newsletters. Unit sales are up slightly and are approximately the same as the overall sales statistics for all Condo complexes. It is clear that the newer and older Condo complexes are selling at close to the same unit sales rate. However, I have looked deeper into the statistics and still note Condo sales above \$1 million are still lagging sales of the less than \$1 million units.

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If you want market statistics for your area, please call.

PREFERRED CLIENT UPDATE

Working Hard to Keep You Informed

No. 6 2012

How am I doing?

As you may have guessed, I work pretty hard to earn the trust and support of valued clients like you. I try to do that before, during and after a move, and also in the years in between.

How am I doing?

If there's anything more I can do to answer any real estate issues or questions, or to help you maximize the enjoyment of your home, please let me know.

All the best.



Paul Gibson

REALTOR®

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