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The March 2012 Preferred Client Newsletter will review the Active listings vs. Calendar Year 2011 Sold listings at newer Condominium ("Condo") complexes in Clearwater Beach, Island Estates and Sand Key.

	<u>Total Units</u>	<u>Active Listings</u>	<u>Sold CY 2011 Listings</u>
Clearwater Beach			
Belle Harbor	200	13	16
Mandalay Beach Club	156	12	16
Sandpearl Residences	103	14	10
Island Estates			
Sun Watch	100	1	6
Windward Passage	55	1	6
Sand Key			
The Grande	234	15	8
Meridian	106	4	6
Utopia	29	4	1
Bella Rosa	31	3	1

The tremendous runoff in inventory in 2010 and 2011 has left our remaining inventory at very low levels. There are only 6.6% listed for sale, the lowest level that we have seen in five (5) years.

The impact on buyers include increasing prices and a lesser inventory from which to select a Condo. The impact on Realtors is less Condos to sell that are increasing in price. I believe buyers will add more inventory but at increased prices. 2012 will be an interesting year.

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

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

Preferred Client

update

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working hard to keep you informed

Checking things out

I hope you and your family are having an enjoyable month. Spring is coming soon and with it comes more activity in the real estate market.

It can be enticing to see all those FOR SALE signs and open house invitations throughout the area. You might even consider checking out a few properties. If so, give me a call. I'd be happy to review the homes available on the market with you.



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