

The May 2012 Preferred Client Newsletter will review Active listings and First Quarter ("Q1") 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, March 31, 2012

	<u>Clearwater Beach</u>	<u>Island Estates</u>	<u>Sand Key</u>	<u>Totals</u>
Condo	89	46	122	257
TH	2	8	6	16
SFH	<u>39</u>	<u>16</u>	<u>28</u>	<u>83</u>
Totals	130	70	156	356

Closed Sales, January 1, 2011 – March 31, 2011

	<u>Clearwater Beach</u>	<u>Island Estates</u>	<u>Sand Key</u>	<u>Totals</u>
Condo	36	25	43	104
TH	1	2	0	3
SFH	<u>7</u>	<u>11</u>	<u>10</u>	<u>28</u>
Totals	44	38	53	135

Closed Sales, January 1, 2012 – March 31, 2012

	<u>Clearwater Beach</u>	<u>Island Estates</u>	<u>Sand Key</u>	<u>Totals</u>
Condo	36	18	29	83
TH	3	1	2	6
SFH	<u>9</u>	<u>4</u>	<u>12</u>	<u>25</u>
Totals	48	23	43	114

Closed sales have been presented on a comparative basis because our sales are cyclical in nature. The winter selling season remains strong. Inventory was 356 units at March 31, 2012, down 55 units from 411 at December 31, 2011. This 13% reduction was driven by sales from all property classes and, importantly, insufficient new listings to keep up with these sales. Sales are actually down from Q1 2011 vs. 2012 on a gross basis but up on a percentage basis relative to inventory at the time.

We are experiencing dramatic appreciation in many Condo complexes, THs and SFHs. Sales are exceeding inventory replacement resulting in a significant shortage of listed properties, which is my largest sales challenge. The investors are back after five (5) years of hibernation and a new cycle has commenced, as history once again repeats itself.

If you wish to discuss our present market conditions, please feel free to call any time.

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PREFERRED CLIENT

UPDATE

Working Hard to Keep You Informed

No. 5 2012

Staying in touch

One of the things I enjoy most about being a REALTOR® is staying in touch with my clients. I get a lot of satisfaction when I help people buy or sell a home. But I also enjoy helping clients maximize the enjoyment of their properties in-between those transactions.

This update is one of the ways I do that.

Another way is by being available when you have real estate questions. So please don't hesitate to call.

All the best.



Paul Gibson

REALTOR®

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