

1,200+ listings sold since 2010



The Roe Report

for
Waterfront & Luxury Properties



Year End - 2014

www.Roe-Realty.com

Roe Realty, Inc

Information Supplied by:

Cliff Roe & Rebekah Moorehead
Broker/Owners



In 2010 Rebekah and I formed a team. During our five years together we have sold over 1,200 of our listings. We based our partnership on the very simple philosophy of putting our clients needs ahead of our own.

We are happy to announce the opening of our newest office in Madeira Beach at 14953-A Gulf Blvd. This will enable us to better serve clients in:

- Madeira Beach
- North Redington Beach
- Redington Beach
- Redington Shores
- Treasure Island



From this location we will offer the full range of real estate services. I will concentrate on waterfront condos as *Cliff Roe the Condo Pro*. Rebekah will concentrate on waterfront and luxury houses. With a staff of 12 as well as buyers agents we support each other. Our rental division provides 24/7 key pickup for the benefit of late arriving guests. We offer both long term and short term rentals plus property management.

Our concierge service (we are currently inspecting over 200 properties) is designed around absentee owners who only spend a few weeks or months in our market. We maintain the home, inspect it on a regular basis, air it out and stock it prior to the clients arrival. When their visit is over we do an inspection, clean and secure it until their next visit. The program is custom tailored to each client as each has different requirements.

The idea for *The Roe Boat* came from an international buyer's conference in Hawaii. Most foreign

buyers know about Miami/Ft Lauderdale and Orlando but very little about the rest of Florida. They are here for a short period of time and usually trying to decide between Florida, the Caribbean or the Mediterranean as a second or third home location. When Cliff spoke in Paris at another international buyer's conference he highlighted the boat as a comfortable way to show the beauty of our area. Cliff is usually the only representative from Florida. He is joined by the international divisions of the major franchises who promote LA, NY, Chicago, Miami and Orlando. He is a one man band when it comes to promoting our waterfront overseas.

Historically many of our foreign buyers have come from speaking engagements in Europe, the Far East or one of our 85 websites. We recently accepted an invitation to become a Luxury Homes affiliate as another channel to attract wealthy buyers. We have sold buyers from 27 countries and 46 states. Our affiliations with Realtor.com, Zillow and Trulia assure automatic listings in the Wall Street Journal if values exceed a preset limit.

We are members of all the major domestic and international real estate organizations. Cliff was recently asked to speak at an international buyer's conference in Las Vegas. He was awarded a plaque for ranking number five in the world in total units sold during 2013.

Our goal is to inform potential clients to assist them in making wise decisions. We offer a monthly email recap of activity on properties similar to yours. Simply email the address along with the number of bedrooms and baths to Cliff@Roe-Realty.com and use the address as the subject line. If we have questions we will email you. We won't bother you, just send you an email each month when a property sim-

Website: www.Roe-Realty.com

E-mail: CliffRoe@Gmail.com / Cell: (727) 644-7209 / Office: (727) 595-7295

ilar to yours lists, sells or has a price change.



QUARTERLY WATERFRONT CONDO SALES

www.GulfCoastCondoReport.com

High, Low and Average selling price per Sq Ft for the 4th quarter is listed under each town.

Total County There are currently 570 waterfront condos listed, representing a 2.9 month supply. Sales during the fourth quarter totaled 591. Average days on market was 119, buyers paid 95% of the final asking price. After lagging prior years during the first three quarters the fourth quarter volume exploded. Waterfront condo inventory is less than a six month supply known as a Sellers Market.

Belleair Beach, Belleair Bluffs & Belleair. There are currently 30 condos listed, representing a 22.5 month supply. Sales during the fourth quarter totaled 4. Average days on the market was 113 and buyers paid 93% of the final asking price. Fourth quarter sales:

High \$625,000 Sq Ft \$454 / Low \$170,500 Sq Ft \$106 / Average \$319,625 Sq Ft \$258

Clearwater Beach, Island Estates and Sand Key. There are currently 124 condos listed, representing a 10.7 month supply. Sales during the fourth quarter totaled 32. Average days on the market was 75 and buyers paid 95% of the final asking price.

High \$3,127,000 Sq Ft \$608 / Low \$97,250 Sq Ft \$192 / Average \$589,195 Sq Ft \$334

Gulfport & South Pasadena. There are currently 35 condos listed, representing a 3.5 month supply. Sales during the fourth quarter totaled 30. Average days on the market was 95 and buyers paid 94% of the final asking price.

High \$349,000 Sq Ft \$305 / Low \$76,200 Sq Ft \$69 / Average \$168,573 Sq Ft \$148

Indian Rocks Beach. There are currently 16 condos listed, representing a 3.4 month supply. Sales during the fourth quarter totaled 14. Average days on the market was 152 and buyers paid 97% of the final asking price.

High \$940,000 Sq Ft \$435 / Low \$150,000 Sq Ft \$141 / Average \$449,357 Sq Ft \$294

Indian Shores. There are currently 44 condos listed, representing a 44 month supply. Sales during the fourth quarter totaled 3. Average days on the market was 58 and buyers paid 100% of the final asking price.

High \$995,000 Sq Ft \$305 / Low \$277,500 Sq Ft \$195 / Average \$524,833 Sq Ft \$266

Largo & Seminole. There are currently 20 condos listed, representing a 3.5 month supply. Sales during the fourth quarter totaled 17. Average days on the market was 124 and buyers paid 95% of the final asking price.

High \$325,000 Sq Ft \$204 / Low \$65,000 Sq Ft \$76 / Average \$204,912 Sq Ft \$149

Madeira Beach. There are currently 29 condos listed, representing a 3.8 month supply. Sales during the fourth quarter totaled 23. Average days on the market was 114 and buyers paid 96% of the final asking price.

High \$1,399,000 Sq Ft \$507 / Low \$115,000 Sq Ft \$205 / Average \$434,052 Sq Ft \$333.

North Redington. There are currently 31 condos listed, representing a 7.2 month supply. Sales during the fourth quarter totaled 13. Average days on the market was 199 and buyers paid 94% of the final asking price.

High \$1,650,000 Sq Ft \$448 / Low \$83,000 Sq Ft \$180 / Average \$621,731 Sq Ft \$309

Redington Beach. There are currently 5 condos listed, representing a 2.1 month supply. Sales during the fourth quarter totaled 7. Average days on the market was 5 and buyers paid 96% of the final asking price.

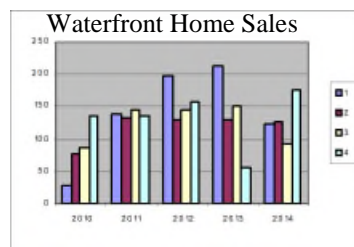
High \$780,000 Sq Ft \$371 / Low \$205,000 Sq Ft \$193 / Average \$391,422 Sq Ft \$289

Redington Shores. There are currently 24 condos listed, representing a 2.7 month supply. Sales during the fourth quarter totaled 27. Average days on the market was 159 and buyers paid 95% of the final asking price.

High \$780,000 Sq Ft \$435 / Low \$359,000 Sq Ft \$279 / Average \$637,871 Sq Ft \$341

St Pete Beach. There are currently 38 condos listed, representing a 2 month supply. Sales during the first fourth quarter totaled 58. Average days on the market was 113 and buyers paid 95% of the final asking price.

High \$829,000 Sq Ft \$697 / Low \$77,500 Sq Ft \$108 / Average \$337,800 Sq Ft \$290.



QUARTERLY WATERFRONT SINGLE FAMILY HOME SALES

www.GulfCoastHomeReport.com

High, Low and Average selling price per property and Sq Ft for the 4th quarter is listed under each area.

Total County There are currently 266 waterfront house listings equaling a 3.5 month supply. There were 228 sales in the fourth quarter. Average days on the market was 155 and buyers paid 95% of the final asking price. After lagging the past two years during the first three quarters the fourth quarter volume exploded. When the supply of waterfront houses is less than a six month supply its known as a Sellers Market.

The Belleairs have 26 listings equaling a 15.6 month supply. There were 5 sales in the fourth quarter. Average days on the market was 87 and buyers paid 95% of the final asking price.

High \$1,650,000, Sq Ft \$385 / Low \$654,921 Sq Ft \$191 / Average \$1,170,384 Sq Ft \$300

Clearwater Beach, Island Estates and Sand Key have 18 listings representing a 4.5 month supply. There were 12 sales in the fourth quarter. Average days on the market was 254 and buyers paid 91% of the final asking price.

High \$2,425,000 Sq Ft \$766 / Low \$195,000 Sq Ft \$111 / Average \$905,125 Sq Ft \$314

Indian Rocks and Indian Shores have 16 listings representing a 4.4 month supply. There were 11 sales in the fourth quarter. Average days on the market was 148 and buyers paid 95% of the final asking price.

High \$1,593,100 Sq Ft \$586 / Low \$275,000 Sq Ft \$233 / Average \$863,555 Sq Ft \$390

The Redingtons have 40 listings representing a 15 month supply. There were 8 sales in the fourth quarter. Average days on the market was 138 and buyers paid 95% of the final asking price.

High \$990,000 Sq Ft \$351 / Low \$406,000 Sq Ft \$196 / Average \$657,688 Sq Ft \$277

Madeira Beach has 13 listings representing a 6.5 month supply. There were 6 sales in the fourth quarter. Average days on the market was 129 and buyers paid 94% of the final asking price.

High \$925,000 Sq Ft \$445 / Low \$400,000 Sq Ft \$167 / Average \$952,846 Sq Ft \$346

Treasure Island has 23 listings representing a 5.3 month supply. There were 13 sales in the fourth quarter. Average days on the market was 161 and buyers paid 96% of the final asking price.

High \$2,400,000 Sq Ft \$873 / Low \$310,000 Sq Ft \$208 / Average \$540,110 Sq Ft \$205

St Petersburg has 33 listings representing a 5 month supply. There were 20 sales in the fourth quarter. Average days on the market was 171 and buyers paid 97% of the final asking price.

High \$1,770,000 Sq Ft \$381 / Low \$168,500 Sq Ft \$148 / Average \$636,600 Sq Ft \$265

St Pete Beach has 29 listings representing a 5.4 month supply. There were 16 sales in the fourth quarter. Average days on the market was 97 and buyers paid 94% of the final asking price.

High \$1,300,000 Sq Ft \$459 / Low \$425,000 Sq Ft \$248 / Average \$700,562 Sq Ft \$348

Our Conclusions

The real estate market remains in recovery mode. The quarterly sales charts show 2014 was not a record year, however, the 4th quarter was the best of the past five years. This was true for both waterfront condos and houses. Anything on the water is selling as soon as its listed if the asking price is anywhere near fair market value.

The extremist activities around the world have created an interest in moving to the U.S. for those who can afford it. Green card and citizenship issues can be resolved with the EB-5 fast tract to citizenship program. Foreign buyers like the idea of warm weather if they are looking for a primary or second home.

While Florida remains the center of foreclosure activity, the housing recovery in other parts of the U.S. is making it easy to sell, relocate and become snow birds or new residents.

We would like to invite you to visit or contact us if you have any questions. We have just finished our third book about real estate and would be happy to give you a copy. It explains the agents duty and responsibility in the selling or buying process, their limits and abilities, and how the most successful agents market a property.

Roe Realty had another record year. We thank our clients/friends who utilize our services. If you are not yet one of our clients we would love to have the opportunity to work with you.

Sincerely,

Cliff (727) 644-7209 & *Rebekah* (727) 385-5233

Cliff@Roe-Realty.com Rebekah@Roe-Realty.com

Offices: Seminole, Madeira Beach, Trinity and West Chase