



The Roe Report

for
Waterfront Homes & Condos



Year End 2011

www.RoeReport.com

Cliff Roe Realty, Inc

Information Supplied by:

Cliff Roe, Broker/Owner



89% of listings and 77% of sales.

Like most people I watch the news, read newspapers and magazines. The focus on the negative caused me to wonder if perception affects attitude? What if the banks aren't lending was changed to; "Qualified buyers are enjoying the lowest mortgage rates in over 50 years?" What if new housing starts weren't off 2% but were running at 98% of last year pace? Could the negative presentation be responsible for the current reality?

For the past six years *The Roe Report* has been mailed to the owners of waterfront condos valued in excess of \$500,000; allowing me to achieve 3% of sales. In July of this year it expanded to include owners of waterfront condos valued in excess of \$300,000 and waterfront homes valued in excess of \$400,000. Readers have grown to expect the truth be it good or bad. Past issues are located at RoeReport.com; you are invited to check the accuracy of past reports.

A reader asked if the REO and short sales effect was the same on waterfront properties as the overall market. The numbers show:

- REO represents 4% of all listings and 14% of all sales while waterfront REO represents 1% of waterfront listings and 5% of sales.
- Short Sales represent 21% of the total listings and 30% of sales while waterfront short sales represent 9% of listings and 19% of sales.
- The standard real estate market is 75% of non-waterfront listings and 66% of sales. While the waterfront market represents

The facts show the waterfront segment currently out performing non-waterfront real estate. This is true in both listings and sales. I bet everyone reading *The Roe Report* is pausing to ask if this could be true. I assure you these numbers came directly from our MLS.

Nobody knows where or when we will see the bottom of the housing market; maybe its passed; maybe not. Its better to discuss what we know. We know for the moment, listings of distressed properties are at the lowest lever since 2005. We know Florida has many distressed properties from ROBO signatures that must be released sooner or later. What we don't know is when, at what rate or how they will impact values.

As a general rule the starter home market in our area runs up to \$150,000 for most investors and first time homebuyers. These people are positive on their future and are delighted to be acquiring bargains.

Dual income professional buyers look for homes up to \$250,000 with hardwood floors and updated kitchens and baths.

Above this price level waterfront properties join the mix. I personally have never considered waterfront to attract the same buyers as non-waterfront. People dream of retirement on the water and are of a totally different mind set. If you're local and in your 30s and 40s and maybe even your 50s you are willing to wait for the market to turnaround. You will wait for a bottom. If you spent your life dreaming of living on Florida's waterfront you do not have the luxury of time. You are here to buy if you can find

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something close to your needs.

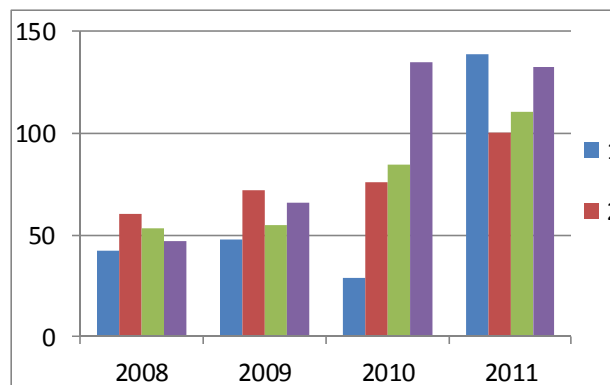
As you read about the number of condos and houses listed on the water it seems there is an over supply. However, if you're a buyer who is specific about what you want, the number of properties that match most requests is relatively small. It starts with a price range. Gulf or Intercostal. House or condo. The next question is number of bedrooms and baths. Updated or not. Is a garage a necessity and if so how many bays. Followed by other specifics. For example a condo that allows short term rentals is not a place you want to live...its investment property. Condo with more than two bedrooms are rare. If you want two bedrooms the one bedroom and efficiency units are out of the picture. Covered parking, pool and tennis courts greatly limit options. A house with or without a dock or pool or a dock without the ability to handle a certain size boat eliminates many. People may accept an extra bedroom but this reduces room sizes unless you change price points. I rarely show a buyer more than 2-3 properties before they buy. This is because I respect their criteria and limit my search to what matches their needs and price point. If a buyer has seen three properties they know what they can acquire within their price range, condition of similar properties and normally one property is the clear winner. Its simply the best value that meets expectations.

The waterfront housing market is next, followed by the waterfront condo market.

QUARTERLY WATERFRONT SINGLE FAMILY HOME SALES

www.GulfCoastHomeReport.com

Waterfront Home Sales by Quarter



The Belleairs have 30 listings equaling a 14.4 month supply. There were 25 sales in the last year. Average days on the market was 139 and buyers paid 88% of the final asking price.

Clearwater Beach, Island Estates and Sand Key have 50 listings representing a 23.4 month supply. There were 46 sales in the last year. Average days on the market was 127 and buyers paid 89% of the final asking price.

Indian Rocks and Indian Shores have 21 listings representing a 12.6 month supply. There were 20 sales in the last year. Average days on the market was 160 and buyers paid 91% of the final asking price.

The Redingtons have 41 listings representing a 9.3 month supply. There were 53 sales in the last year. Average days on the market was 132 and buyers paid 92% of the final asking price.

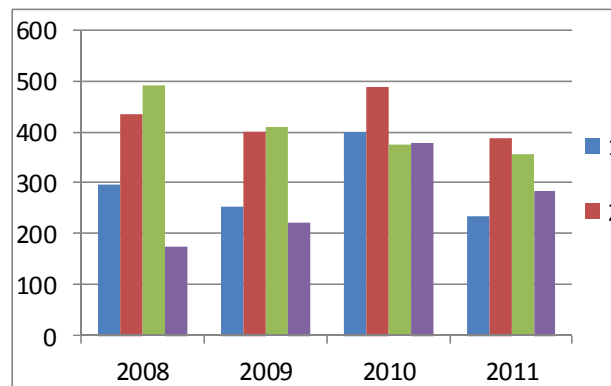
Madeira Beach has 20 listings representing a 9.6 month supply. There were 25 sales in the last year. Average days on the market was 183 and buyers paid 91% of the final asking price.

Treasure Island has 32 listings representing a 8.7 month supply. There were 44 sales in the last year. Average days on the market was 128 and buyers paid 92% of the final asking price.

Tierra Verde has 22 listings representing a 11.5 month supply. There were 23 sales in the last year. Average days on the market was 250 and buyers paid 91% of the final asking price.

St Pete and St Pete Beach have 126 listings representing a 6.5 month supply. There were 233 sales in the last year. Average days on the market was 139 and buyers paid 92% of the final asking price.

QUARTERLY WATERFRONT CONDO SALES



www.GulfCoastCondoReport.com

Waterfront Condo Sales by Quarter

Belleair Beach, Belleair Bluffs & Belleair. There are currently 50 condos listed, representing a 16.7 month supply. Sales during the last year totaled 36. Average days on the market was 248 and buyers paid 92% of the final asking price.

Clearwater Beach, Island Estates and Sand Key. There are currently 250 condos listed, representing a 8.3 month supply. Sales during the last year totaled 361. Average days on the market was 140 and buyers paid 93% of the final asking price.

Dunedin. There are currently 36 condos listed, representing a 7.2 month supply. Sales during the last year totaled 60. Average days on the market was 205 and buyers paid 91% of the final asking price.

Gulfport. There are currently 20 condos listed, representing a 10.9 month supply. Sales during the last year totaled 22. Average days on the market was 104 and buyers paid 91% of the final asking price.

Indian Rocks Beach. There are currently 70 condos listed, representing a 10.7 month supply. Sales during the last year totaled 56. Average days on the market was 192 and buyers paid 115% of the final asking price.

Indian Shores. There are currently 68 condos listed, representing a 9.7 month supply. Sales during the last year totaled 84. Average days on the market was 153 and buyers paid 91% of the final asking price.

Largo. There are currently 15 condos listed, representing a 7.8 month supply. Sales during the last year totaled 23. Average days on the market was 164 and buyers paid 90% of the final asking price.

Madeira Beach. There are currently 65 condos listed, representing a 11.1 month supply. Sales during the last year totaled 70. Average days on the market was 146 and buyers paid 93% of the final asking price.

North Redington. There are currently 22 condos listed, representing a 14.7 month supply. Sales during the last year totaled 18. Average days on the market was 278 and buyers paid 92% of the final asking price.

Redington Beach. There are currently 8 condos listed, representing a 14.7 month supply. Sales during the last year totaled 8. Average days on the market was 49 and buyers paid 93% of the final asking price.

Redington Shores. There are currently 37 condos listed, representing a 9.3 month supply. Sales during the last year totaled 48. Average days on the market was 197 and buyers paid 91% of the final asking price.

Seminole. There are currently 12 condos listed, representing a 6.6 month supply. Sales during the last year totaled 16. Average days on the market was 220 and buyers paid 90% of the final asking price.

South Pasadena. There are currently 40 condos listed, representing a 7.2 month supply. Sales during the last year totaled 67. Average days on the market was 144 and buyers paid 92% of the final asking price.

St Pete & St Pete Beach. There are currently 188 condos listed, representing a 6.4 month supply. Sales during the last year totaled 353. Average days on the market was 115 and buyers paid 94% of the final asking price.

Tarpon Springs. There are currently 24 condos listed, representing a 16.9 month supply. Sales during the last year totaled 25. Average days on the market was 119 and buyers paid 94% of the final asking price.

Tierra Verde. There are currently 38 condos listed, representing a 16.9 month supply. Sales during the first year totaled 27. Average days on the market was 186 and buyers paid 94% of the final asking price.

Treasure Island. There are currently 89 condos listed, representing a 9.4 month supply. Sales during the last year totaled 114. Average days on the market was 127 and buyers paid 93% of the final asking price.

CLIFF'S COMMENTS

CURRENT REALITY: The Florida Supreme Court recently ruled a law requiring banks to mitigate with each owner, prior to foreclosing, unconstitutional. This law added over 150 days to the foreclosure process. I expect the days to foreclose will drop back from the low 800s to the mid 600s. As a result the number of foreclosures going through the court is increasing. I expect a wave of REOs to hit the market during the first quarter and then a leveling for the rest of the year. The notice of a foreclosure filing usually triggers an owner to attempt a Short Sale; therefore, I expect a jump in this classification as well. I also sell REO and short sales and would appreciate a referral if you know anyone in this situation.

FORECAST: A balance real estate market has six (6) months of inventory. More inventory equals a buyer's market, less equals a seller's market. The numbers speak for themselves. However, the chart on waterfront houses shows a dramatic increase in the number of properties sold starting the 4th quarter of 2010. Condos are where the over building took place and where volume has remained relatively flat. This is illustrated by the condo sales chart (page 3) showing sales stronger in 2010. I expect both trends to continue in the near term.

During 2011, I sold 256 properties, 2012 is looking like another good year.

Cliff Roe Realty, Inc. continues to grow from referrals by past clients,

Thank-you for your support.

If you are considering buying or selling,
I would appreciate the opportunity to work with you.

If you know someone who is upside down on their mortgage please ask them to visit

www.FL-ForclosureOptions.com

where they can review their options without being pressured.