



# The Roe Report

for  
Waterfront & Luxury Properties



Year End - 2012

[www.RoeReport.com](http://www.RoeReport.com)

Cliff Roe Realty, Inc

## Information Supplied by:

Cliff Roe, Broker/Owner



In December, I attended the FNAIM real estate convention in Paris (*Europe Meets the World*). Some of the international groups in attendance included CEPI, CEI, FIABCI, NAR, ICREA, AREAA (that's me having



diner with the Asian founders of AREAA the officers and their wives), and CEREA. Cliff Roe Realty added the ability to enter its listings once and have them automatically placed on the MLS systems in one hundred countries, translated into twenty-nine languages and twenty currencies. All local companies, including mine, can put listing on the local MLS and have it viewed in several languages, but I believe I am the only area firm able to enter listings on the world's major MLS systems. This is important because foreign buyers typically, especially those who are not fluent in English, ask for assistance from a local agent; usually an independent since franchises are not as visible overseas. Even when they search, the internet kicks them back to local search engines where sites end in their country code. Forty-two percent of all buyers find the house they eventually buy on the Internet; according to the National Association of Realtors.

Why is it important to market to foreign buyers? Its estimated that a third of all high-end buyers looking in our market, live outside the U.S.. *The Roe Report* is mailed to homes valued in the top 10% for tax purposes; therefore, these buyers represent one-third of your/mine/our potential buyers.

Many people are unaware that the number of millionaires in China is one million and fifty thousand. They like all investors want a reasonable return for their money and are looking worldwide for investments; farms, shopping centers, apartment complexes, condos, single family homes, etc. Those seeking second

homes want value for their money. Since they live far away they also want properties that are move in ready....the same as any other buyer. The first criteria for home ownership is location to superior education facilities.

There has been much written about a weak U.S. real estate market, but we were never an exception. Sales of single family homes in Paris are off 82% compared to last year. As I visited various Real Estate Professionals around Europe they all said we have buyers for warm climates; and Florida is a locations of major interest. Miami and Orlando are well known but Tampa Bay is not. I will continue to attend as many international events as possible to present my listing and the benefits of living in our market.

I often write about the housing pyramid that requires the lowest price category to be solid to support the one above it. As the mid-west recovers properties will sell allowing retirees to move to Florida. This supports the lower and middle price points on our pyramid. The percentage of those in the 24-35 age bracket who establish their own single family residence is off 60% since the downturn in 2006. As this group returns to the market and as residents sell and move up each level gains support. Add to this the cooperation of real estate organizations around the world and we should see the acceleration of single family home and condo sales in our area. I expect the higher price points to out perform the middle and lower categories.



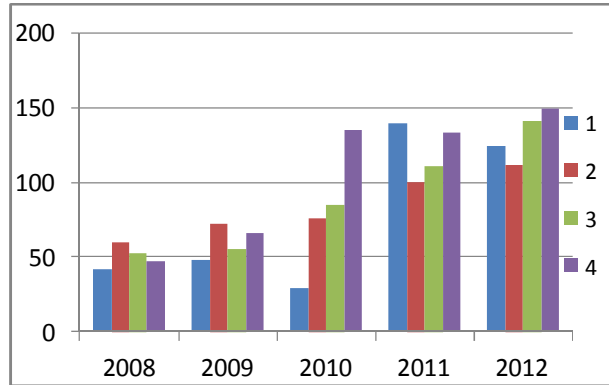
Our new office has all the latest software allowing us to go paperless. We are Wi-Fi and wireless throughout. We are located at 8400

113th St N, Seminole, FL 33772. Stop by anytime, the coffee is always fresh.

Website: [www.CliffRoe.com](http://www.CliffRoe.com)

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## QUARTERLY WATERFRONT SINGLE FAMILY HOME SALES



[www.GulfCoastHomeReport.com](http://www.GulfCoastHomeReport.com)

Improvements are in green / negatives are in red / unchanged is black.

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

**The Belleairs** have 29 listings equaling a 8.7 month supply. There were 9 sales in the fourth quarter. Average days on the market was 349 and buyers paid 86% of the final asking price. Fourth qtr sales:

High \$2,150,000, St Ft \$1,002 / Low \$475,000 Sq Ft \$142 / Average \$1,265,667 Sq Ft \$408

**Clearwater Beach, Island Estates and Sand Key** have 35 listings representing a 7.5 month supply. There were 14 sales in the fourth quarter. Average days on the market was 254 and buyers paid 91% of the final asking price. High \$1,100,000 St Ft \$341 / Low \$349,000 Sq Ft \$199 / Average \$763,077 Sq Ft \$257

**Indian Rocks and Indian Shores** have 14 listings representing a 8.4 month supply. There were 5 sales in the fourth quarter. Average days on the market was 188 and buyers paid 93% of the final asking price.

High \$1,575,000 St Ft \$339 / Low \$414,500 Sq Ft \$210 / Average \$744,250 Sq Ft \$267

**The Redingtons** have 30 listings representing a 10 month supply. There were 9 sales in the fourth quarter. Average days on the market was 170 and buyers paid 91% of the final asking price.

High \$2,825,000 St Ft \$525 / Low \$261,000 Sq Ft \$163 / Average \$667,667 Sq Ft \$278

**Madeira Beach** has 20 listings representing a 12 month supply. There were 5 sales in the fourth quarter. Average days on the market was 266 and buyers paid 88% of the final asking price.

High \$579,900 St Ft \$292 / Low \$260,000 Sq Ft \$139 / Average \$430,034 Sq Ft \$219

**Treasure Island** has 25 listings representing a 5 month supply. There were 15 sales in the fourth quarter. Average days on the market was 190 and buyers paid 94% of the final asking price.

High \$925,000 St Ft \$312 / Low \$370,600 Sq Ft \$254 / Average \$540,110 Sq Ft \$205

**Tierra Verde** has 20 listings representing a 7.5 month supply. There was 8 sale in the fourth quarter. Average days on the market was 371 and buyers paid 94% of the final asking price.

High \$2,895,000 St Ft \$465 / Low \$649,000 Sq Ft \$216 / Average \$1,258,429 Sq Ft \$217

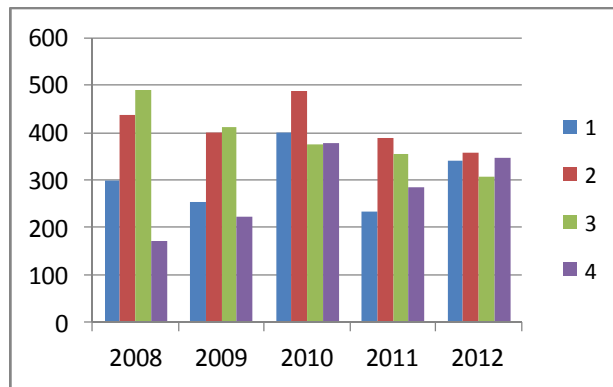
**St Pete and St Pete Beach** have 96 listings representing a 5 month supply. There were 58 sales in the fourth quarter. Average days on the market was 115 and buyers paid 95% of the final asking price.

High \$2,500,000 St Ft \$1,082 / Low \$150,000 Sq Ft \$111 / Average \$612,422 Sq Ft \$254

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

[www.FL-ForeclosureOptions.com](http://www.FL-ForeclosureOptions.com)

## QUARTERLY WATERFRONT CONDO SALES



[www.GulfCoastCondoReport.com](http://www.GulfCoastCondoReport.com)

Improvements are in green / negatives are in red / unchanged is black.

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

**Belleair Beach, Belleair Bluffs & Belleair.** There are currently 36 condos listed, representing a 12 month supply. Sales during the fourth quarter totaled 9. Average days on the market was 213 and buyers paid 93% of the final asking price. Fourth quarter sales:

High \$1,500,000 St Ft \$228 / Low \$139,000 Sq Ft \$97 / Average 479,389 Sq Ft \$225

**Clearwater Beach, Island Estates and Sand Key.** There are currently 177 condos listed, representing a 6.1 month supply. Sales during the fourth quarter totaled 87. Average days on the market was 176 and buyers paid 93% of the final asking price.

High \$1,475,000 St Ft \$521 / Low \$76,900 Sq Ft \$70 / Average \$406,316 Sq Ft \$247

**Dunedin.** There are currently 26 condos listed, representing a 6 month supply. Sales during the fourth quarter totaled 13. Average days on the market was 107 and buyers paid 94% of the final asking price.

High \$649,900 St Ft \$270 / Low \$62,000 Sq Ft \$90 / Average \$209,731 Sq Ft \$150

**Gulfport & South Pasadena.** There are currently 39 condos listed, representing a 6 month supply. Sales during the fourth quarter totaled 20. Average days on the market was 159 and buyers paid 93% of the final asking price.

High \$429,000 St Ft \$193 / Low \$52,000 Sq Ft \$60 / Average \$214,074 Sq Ft \$159

**Indian Rocks Beach.** There are currently 45 condos listed, representing a 6 month supply. Sales during the fourth quarter totaled 22. Average days on the market was 137 and buyers paid 96% of the final asking price. High \$1,070,000 St Ft \$416 / Low \$127,727 Sq Ft \$128 / Average \$475,067 Sq Ft \$288

**Indian Shores.** There are currently 47 condos listed, representing a 4.1 month supply. Sales during the fourth quarter totaled 34. Average days on the market was 105 and buyers paid 94% of the final asking price. High \$875,000 St Ft \$356 / Low \$67,000 Sq Ft \$155 / Average \$301,353 Sq Ft \$240

**Largo & Seminole.** There are currently 14 condos listed, representing a 3.8 month supply. Sales during the fourth quarter totaled 8. Average days on the market was 58 and buyers paid 93% of the final asking price. High \$300,000 St Ft \$184 / Low \$84,900 Sq Ft \$80 / Average \$176,663 Sq Ft \$120

**Madeira Beach.** There are currently 41 condos listed, representing a 7.7 month supply. Sales during the fourth quarter totaled 16. Average days on the market was 130 and buyers paid 96% of the final asking price. High \$1,300,000 St Ft \$408 / Low \$69,725 Sq Ft \$101 / Average \$381,670 Sq Ft \$230

**North Redington.** There are currently 17 condos listed, representing a 6.4 month supply. Sales during the fourth quarter totaled 8. Average days on the market was 132 and buyers paid 95% of the final asking price. High \$990,000 St Ft \$396 / Low \$110,000 Sq Ft \$137 / Average \$557,838 Sq Ft \$333.73

**Redington Beach.** There are currently 3 condos listed, representing a 9 month supply. Sales during the fourth quarter totaled 2. Average days on the market was 5 and buyers paid 96% of the final asking price. High \$780,000 St Ft \$371 / Low \$425,000 Sq Ft \$323

**Redington Shores.** There are currently 24 condos listed, representing a 10.3 month supply. Sales during the fourth quarter totaled 7. Average days on the market was 92 and buyers paid 96% of the final asking price. High \$440,650 St Ft \$352 / Low \$375,000 Sq Ft \$193 / Average \$367,942 Sq Ft \$258

**St Pete & St Pete Beach.** There are currently 142 condos listed, representing a 6.6 month supply. Sales during the first fourth quarter totaled 65. Average days on the market was 151 and buyers paid 94% of the final asking price.

High \$1,595,000 St Ft \$403 / Low \$42,000 Sq Ft \$57 / Average \$283,933 Sq Ft \$188

**Tierra Verde.** There are currently 34 condos listed, representing a 11.3 month supply. Sales during the fourth quarter totaled 9. Average days on the market was 155 and buyers paid 94% of the final asking price. High \$799,900 St Ft \$292 / Low \$155,000 Sq Ft \$117 / Average \$366,500 Sq Ft \$190

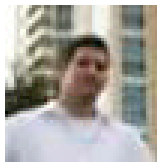
**Treasure Island.** There are currently 49 condos listed, representing a 3.8 month supply. Sales during the fourth quarter totaled 39. Average days on the market was 146 and buyers paid 96% of the final asking price. High \$1,185,000 St Ft \$437 / Low \$70,000 Sq Ft \$84 / Average \$325,040 Sq Ft \$215

### CLIFF'S TEAM

Last year I/we sold 264 properties. We averaged 54 days on the market and 96% of asking price. New members for 2013 are marked with a red \*.



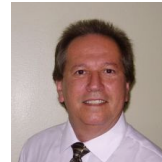
Rebekah Moorehead  
Team Leader / Agent



Jason\*  
Listing Agent



Victoria\*  
Listing Agent



Adrian  
Bi-Lingual Agent



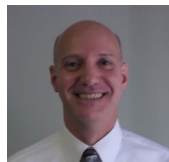
Connie  
Buyers Agent



Alicia\*  
Marketing



Jessica\*  
Bookkeeping



Rob\*  
Evaluations

Photo  
Not  
Available

Stephanie\*  
Closing Coordinator



Kim  
MLS/Receptionist

We offer, professional photography, staging, marketing, weekly inspections for vacant properties, property management and rentals.

If we can be of service, please contact me or any member of my team.

*Cliff*

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