



The Roe Report

for
Waterfront & Water view Properties



Year End 2010

www.GulfCoastCondoReport.com

Cliff Roe Realty, Inc

Market Information Supplied by:

Cliff Roe, "Waterfront Pro"



Specializing in Waterfront and
Water view properties.

This edition represents the sixth anniversary of Cliff Roe Realty, Inc and *The Roe Report*. In 2005 I billed myself as *Cliff Roe, The Condo Pro* and quickly became one of the leaders of waterfront condo sales. I added **REO** (Real Estate Owned by banks) in 2007 and again became one of the leaders. I am expanding into waterfront home sales in 2011.

I don't claim to be number one, there are enough agents making that claim. When listing a property these are the questions you want to ask the listing agent. 1) How many days do you average from the listing date to contract, 2) how many days from list to closing and (3) what percent of the original asking price did you receive?

In December I personally closed 38 of my listings. My average days from list to closing was 45 and my sellers received 96.01% of asking price. For all of 2010 my average days from list to contract was 17, from list to closing was 46 and the average price received was 95.76% of the original asking price.

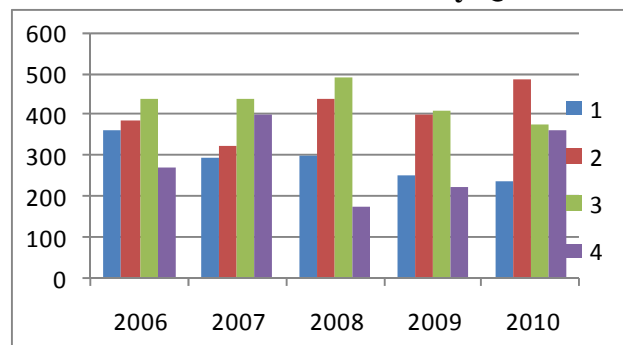
Back issues of *The Roe Report* are located online at www.RoeReport.com. What some forget is the media's fixation on the negatives. Short Sales are 17% of our market and REOs are 16%, this

means new or existing homes sales remain 67% of the market.

Its true that home values could continue to drop a small percentage each year into the foreseeable future but people are still buying well maintained properties on the water. When the values peaked (waterfront condos October of 2005, waterfront homes April of 2006) and the market started dropping, buyers decided to wait. As time went by they realized they could wait forever or go on with their lives and live the dream. Many are starting to buy (see graphs), especially foreigners who recognize we offer the best waterfront values in the world.

I listed and sold three waterfront homes last quarter. I'm delighted to report all sold for asking price or above and all went under contract in one to fifteen days. I purchased a cruiser that is being restored and will use it to show homes and condos from the Gulf and Intracoastal. The best way to appreciate the Florida lifestyle is to experience it.

Waterfront Condo Sales by Quarter



I sell both segments of the real estate industry. My company is divided into two parts. One group sells REO and Short Sales while the other sells equity based properties; i.e. resale's. I do what I believe is in my client's best inter-

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est...always have and always will.

Currently there are 1,797 waterfront condos listed. With 361 sales this past quarter that represents a 14.9 month supply. We have 707 waterfront homes listed. With 135 sales this past quarter that represents a 15.7 month supply. Sales were up in 2010 and current inventory is down. NOTE: A six month supply of inventory is considered in balance, five months supply or less prices move up, and with a seven or more months supply prices decline.

As readers, you are owners of high priced properties and your buyer(s) are likely to be from another country. That is why Internet dominance is so important. In addition to the normal websites all real estate offices post their listings on I have 141 websites because the latest studies show 95% of all buyers use the Internet to research their next purchase. Cliff Roe Realty dominates the Internet.

The following represents an overview of waterfront and water view condo, condo-hotel, town home and villa sales in Pinellas County during the 2010. The transactions are organized by complex, size, bedrooms, and baths, date closed and price paid are published on the websites listed below each community. The information on waterfront houses follows the condo section.

Belleair Beach, Belleair Bluffs & Belleair. There are currently 55 condos listed, representing a 13.9 month supply. Sales during 2010 totaled 31, representing an increase of 11 from 2009. (for sales by complex visit: www.GulfCoastCondoReport.com and click on Belleair.)

Clearwater and Sand Key. There are currently 349 condos listed, representing a 10.4 month supply. Sales during 2010 totaled 403 representing an increase of 148 from 2009. (for information on sales by complex visit: www.ClearwaterBeach-FL.com, www.Sandkey-FL.com, & www.GulfCoastCondoReport.com and click on Clearwater.)

Dunedin. There are currently 63 condos listed, representing a 16.4 month supply. Sales during 2010 totaled 46 representing a increase of 3 from 2009. (for information on sales by complex visit: www.Dunedin-FL.net.)

Gulfport. There are currently 29 condos listed, representing a 10.5 month supply. Sales during 2010 totaled 33 representing an increase of 17 from 2009. (for information on sales visit: www.GulfCoastCondoReport.com & click Gulfport.)

Indian Rocks Beach. There are currently 63 condos listed, representing a 19.9 month supply. Sales during 2010 totaled 38 representing a increase of 27 from 2009. (for information on sales visit: www.IndianRocksBeach-FL.com or www.ReflectionsCondos.info.)

Indian Shores. There are currently 75 condos listed, representing a 14.3 month supply. Sales during 2010 totaled 63 representing an increase of 7 from 2009. (for information on sales by complex visit: www.IndianShores.info)

Largo. There are currently 15 condos listed, representing a 25.7 month supply. Sales during 2010months totaled 7 which representing an increase of 5 from 2009. (for sales by complex visit: www.GulfCoastCondoReport.com and click on Largo.)

Madeira Beach. There are currently 74 condos listed, representing a 16.1 month supply. Sales during 2010 totaled 55 representing an increase of 15 from 2009. (for information on sales by complex visit: www.MadeiraBeach-FL.com.)

North Redington. There are currently 36 condos listed, representing a 28.8 month supply. Sales during 2010 totaled 15 representing an increase of 9 from 2009. (for sales by complex visit: www.GulfCoastCondoReport.com and click on North Redington, www.Tides-Beach-Club.com or www.LaContessaCondos.com)

Palm Harbor. There are currently 4 condos listed, representing a 48 month supply. Sales during 2010 totaled 1, which represents an decrease of 1 from 2009. (for information on sales by complex visit: www.Palm-Harbor-FL.com.)

Redington Beach. There are currently 5 condos listed, representing a 10.0 month supply. Sales during 2010 totaled 6 representing an increase of 3 from 2009. (for information on sales by complex visit: www.GulfCoastCondoReport.com and click on Redington Beach.)

Redington Shores. There are currently 49 condos listed, representing a 15.9 month supply. Sales during 2010 totaled 37 representing a increase of 6 from 2009. (for sales by complex visit: www.GulfCoastCondoReport.com and click Redington Shores.)

Seminole. There are currently 12 condos listed, representing a 6.3 month supply. Sales during 2010 totaled 23 representing an increase of 12 from 2009. (for sales by complex visit: www.GulfCoastCondoReport.com and click Seminole.)

South Pasadena. There are currently 66 condos listed, representing a 12.8 month supply. Sales during 2010 totaled 62 representing a increase of 6 from 2009. (for sales by complex visit www.Harbourside-Condo.info or www.GulfCoastCondoReport.com and click on South Pasadena or www.SouthPasadea.FL.com.)

St Pete & St Pete Beach. There are currently 411 condos listed, representing a 11.3 month supply. Sales during 2010 totaled 436 representing and increase of 185 from the 2009. NOTE: The majority of sales were at the auction of the Signature Building. (for information on sales by complex visit: www.GulfCoastCondoReport.com and click on St Petersburg or for beach information visit: www.St-Pete-Condo.info)

Tarpon Springs. There are currently 33 condos listed, representing a 20.8 month supply. Sales during 2010 totaled 19 representing a increase of 4 from 2009. (for information on sales by complex visit: www.Tarpon-Springs-FL.info)

Tierra Verde. There are currently 29 condos listed, representing a 21.8 month supply. Sales during 2010 totaled 16 representing an increase of 5 from 2009. (for information on sales by complex visit: www.TierraVerde-FL.com.)

Treasure Island. There are currently 103 condos listed, representing a 14.4 month supply. Sales during 2010 totaled 86 representing an increase of 34 from 2009. (for information on sales by complex visit: www.Treasure-Island-FL.com.)

SINGLE FAMILY HOME SALES

For 2010 my average listing went under contract in 17 days, sold for 95.76 % of the original asking price and closed 46 days following the listing date. Waterfront home sales are listed by town on www.GulfCoastHomeReport.com.

I Promise:

1. I will tell you what your property is worth. I won't use an appraiser or a CMA to inflate your homes value in order to get your listing. Time is money; I will respect yours.
2. I will concentrate on proven sales techniques and not waste your time with open houses.
3. My "For Sale" sign will focus on selling your property. My signs won't contain my photo since my goal is to promote your property; not me.
4. I won't use gimmicks like special website riders to trick you into listing with me.

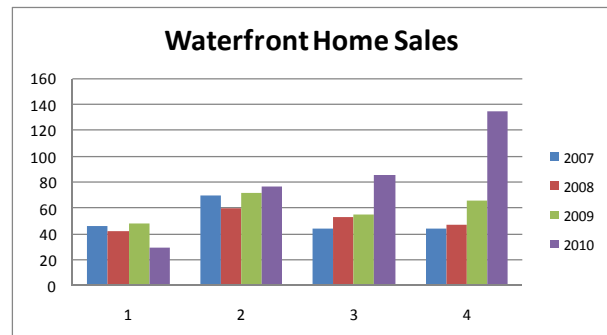
The Belleairs have 39 listings. There were 23 sales in 2010 equaling a 12.3 month supply. Average days on the market was 94 and buyers paid 90% of the "final" asking price.

Clearwater & Clearwater Beach have 54 listings. There were 41 sales in 2010 equaling a 15.8 month supply. Average days on the market was 143 and buyers paid 90% of the "final" asking price.

Indian Rocks and Indian Shores have 20 listings. There were 25 sales in 2010 equaling a 9.6 month supply. Average days on the market was 126 and buyers paid 91% of the "final" asking price.

The Redingtons have 41 listings. There were 38 sales in 2010 equaling a 12.9 month supply. Average days on the market was 94 and buyers paid 97% of the "final" asking price.

Madeira Beach has 26 listings,. There were 29 sales in 2010 equaling a 10.8 month supply. Average days on the market was 104 and buyers paid 93% of the "final" asking price.



Treasure Island has 42 listings. There were 29 sales in 2010 equaling a 17.4 month supply. Average days on the market was 130 and buyers paid 88% of the "final" asking price.

Tierra Verde has 35 listings. There were 15 sales in 2010 equaling a 28 month supply. Average days on the market was 138 and buyers paid 86% of the "final" asking price.

St Pete and St Pete Beach have 224 listings. There were 196 sales in 2010 equaling a 20.3 month supply. Average days on the market was 100 and buyers paid 137% of the final asking price. **Note:** the auction of the Signature Building distorted both sales and selling price.

Cliff Roe

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Specializing in: Waterfront / REO / Short Sales

Offices in Pasco, Pinellas and Hillsborough Counties.