

Fall 2009



# Sue Paskert

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Sue & her team are always working to improve their marketing plan to get the word out about listings & news in the real estate market. Sue's listing are now featured as a Showcase Listing on Zillow.com, which gives more presence to each listing. Additionally, all of Sue's listings are now on TweetLister, a feature connected to Twitter.

Dear Friends & Neighbors,

It has been a long hard year of real estate, but it looks like the sun is finally shining through. I set goals at the beginning of the year and those goals have almost been met. At the top of my list, to have pleased Buyers and Sellers by providing a service like no other. My hands on boutique style of real estate gets max exposure in multiple listing, realtor.com, local print media, numerous websites (30+) which includes SuePakert.com. I am constantly evaluating my marketing plan in order to present my listings professionally and to give them maximum exposure needed in today's market. It has worked and continues to work! I must say that I am amazed at how critical the internet has become to selling real estate.

Personally, I have experienced the improvement of the market in both South Tampa and Little Gasparilla Island. The condo market is still sluggish, but it seems we are having more activity even in that scenario. The upper price range (\$500,000 and up) seems to be getting more activity too.

Now certainly would be a good time to buy. Properties on the market have motivated Seller who want offers presented. They want the opportunity to sell and without an offer cannot do so. Buyers, think about that one!

Enjoy the cool weather. Call or email if I can provide you with any information at all or just to say "Hi." I always enjoy providing you information and also your comments and input.

Until next time,  
Sue

### Testimonial

I recently purchased a condo in Tampa & used Sue Paskert as my real estate agent. It was the best thing I could have done for myself. She was beyond helpful during what could have been an extremely difficult time for me.

Not only did she find a great place for me, she conferred with the other agent, my mortgage broker, & the building manager where my new condo was located. She helped me through the entire process with kind words & a wonderful smile. She knows her business & is a real pro.

So if you pick Sue for your agent, congratulations, you've made the best choice.

Sincerely,  
Gerri Sack

### Recipe Corner... Southern Caviar

Ingredients:

- 1 can corn
- 1 can black-eyed peas
- 1 can black beans
- 4 tomatoes, cubed (chopped)
- 1 European cucumber, peeled & cubed (chopped)
- 1/2 pepper, any color, chopped
- 2 stalks celery (chopped)
- 2 carrots (chopped)

Dressing:

- 1 pkg. Good Seasons dressing (garlic/herb)
- 1/4 cup water
- 1/4 cup white vinegar
- 1/2 cup vegetable oil
- 2 tsp brown sugar
- 2 tsp prepared mustard

Rinse & drain all canned ingredients together in a colander. Toss fresh & canned vegetables together. Mix dressing in separate bowl, then mix in all vegetables. Let sit in refrigerator overnight, stirring occasionally.

### South Tampa Report Presented by Bayshore Title

To read the entire report, go to [www.SuePaskert.com](http://www.SuePaskert.com) and click on the Tampa Area tab — the report will be on the left.

Dear Friends:

I always like starting with the good news, so let's go there first. Take a look at my favorite chart, the Rolling Six Month Analysis. This report looks at the market in six month increments and is the best way to identify emerging trends. Check out the "# of Sales" column and you'll see an increase in the number of transactions for 5 consecutive months. A solid, consistent upward trend is what we've been hoping for, and it looks like we've got it.

But the good news on sales prices we were hoping for just isn't there. Take a look at the Year To Date Average Sales Price; although the average sales price is up from the low point we hit in April, prices have been sliding since the high point we reached in June. September's average is particularly disheartening, well below prices in the first quarter of the year.

We've said all along that when the number of transactions AND the average sales price both show consistent increases, then we can say we've hit bottom and are on our way back. We're not there yet, but we're close.

The most significant statistic may be one of the most subtle. Check out the Absorption Rate on the Sales by Price chart. This tells us the ratio of listings to sales and its falling fast, dropping from 17 last month to 15 today. You can see the same thing in the Days on Market column in the Average Sales Price report; in the lower price ranges, market time has come down fast. The good homes that are priced right are moving and moving quickly, especially in the lower price ranges.

Looking to buy? Act now. Inventory is dropping, homes are selling for substantially less than construction costs, and mortgage rates are below 5%. And don't forget the \$8,000 tax credit for first time buyers.

Wanting to sell? Listen to your Realtor. Make your house look as good as possible. Paint, get rid of the clutter, fix the faucet, and spruce up the yard. Most of all, price it right. These are the homes that are selling.

Let's see what happens in October. Hopefully the sales volume will continue to increase; we're still looking for prices to stabilize and start moving up. That's when we know the market is coming back.

Bruce Tigert

## Sue's Listings

### South Tampa, Davis Islands



- Fantastic location, 1 block from water & 1 block from downtown Davis Islands
  - 2 bed/2 bath
  - Secure w/many amenities included
- \$265,000**

### Hideaway Bay Beach Club

Little Gasparilla Island

**All units are furnished & in move-in condition**



E-5: 2 bed/2 bath, right smack on the Bay — \$315,000

J-4: 2 bed/2 bath, Gulf view — \$304,900

A-5: 2 bed/2 bath, desirable Bay location. — \$299,900

### 9706 Little Gasparilla Island



- Waterfront with 65' of new private dock
  - 4 bed/3 bath
  - Separate apartment with kitchenette
- \$689,000**

### Side by Side Lots



### 9682 Privateer Rd.

Can be purchased with 9706 or with 9684

70'x110'

**\$119,000**

### 9684 Privateer Rd.

**\$119,000**

### 8154 Little Gasparilla Island



- Built in 2008 with upgrades throughout
- 1,830 square feet
- 3 bed/3 bath

**A real bargain at \$549,900**

### 9078 Little Gasparilla Island



- Bay front w/private dock
- Large lot, totally renovated
- Elegant Island living
- 3,212 square feet
- 4 bed/3 bath

**\$995,000**

### Mother-in-Law Apartment

2716 Hibiscus Court



- 340+ feet of water front living
- Owner finance
- 4013 square feet
- 6 bed/4 bath
- Custom built by owner

**\$1,850,000**

### Coming Soon!



Check [www.SuePaskert.com](http://www.SuePaskert.com) regularly for details on these listings, as well as new properties coming on the market. Current market information is available & much more on Sue's site.

## Sold Properties

### Tampa

215 N. Sterling Ave.

2305 S. Clark Ave.

2816 W. Pearl Ave.

2118 S. Hesperides St. (Under Contract)

2401 S. Ardson, # 204 (Under Contract)

### Little Gasparilla Island

9686 Privateer Rd.

8356 Peacock Lane

8550 Little Gasparilla Island

9844 Little Gasparilla Island (Under Contract)

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