

Spring 2011



# Sue's News

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Courter Realty • Tampa, FL

Dear Friends and Neighbors,

Spring is springing and so is real estate!!! It has been quite a while since my last newsletter, but it is hard to write unless there is positive news in the air.

2010 was a very difficult year in real estate but our team consistently kept working our marketing systems. There were times we were ready to throw in the towel, but then after a good night's sleep continued the process. Finally, our program is paying off! Potential buyers are contacting us, looking at properties to purchase, and best of all making offers. Most offers are coming together as contracts, some are not, but this is more activity than we have seen in over a year.

2009 was an excellent real estate year for us. In 2010 we stayed in business and even had a little gravy left over. 2011 is starting to paint a pretty picture of recovery. By recovery we mean buyers are looking, however, prices do continue to decline. With fewer short sales and foreclosures a slow price recovery should start to take place. We need some normal sales--cash or financing sales which will enable prices to stabilize and slowly increase (still many years for this to take place in my opinion). Appraisals are a major problem to overcome, but we will conquer.

The media has been presenting a more positive economic forecast. Unfortunately, the media drives much of what goes on in our world. Even with the major disasters of the past year we seem to see slow recovery possibly happening in real estate.

Our real estate team continues to work very well together. George has his real estate hat on and is ready to help at all times. He has been a God send since the market has picked up. Many times, I have had to attend to Tampa real estate and he has handled Little Gasparilla Island real estate. I get raving emails about his Island tours and showing of properties. It is fun to watch him go at it!

Be sure to look over our current listings and check [www.SuePaskert.com](http://www.SuePaskert.com) often for new properties on the market and updates as to what is happening in South Tampa and on Little Gasparilla Island. We work hard to keep the information accurate and with updated information about our specialty areas. You can always email me at [Sue@SuePaskert.com](mailto:Sue@SuePaskert.com) or call 813-927-9329 for more details about any of your real estate needs. We will answer questions, arrange showings to suit your needs, discuss your current property, and hopefully even sell you a property or help you to sell a property.

Our team continues to grow with the additions of excellent vendors willing to offer their specialized services to you. We can also help your real estate needs in areas outside our specialty areas. Just send an email or give us a phone call. We are pleased and proud of our ever growing team of ethical and competent help.

Don't forget!!!

**FREE, NO OBLIGATION CONSULTATIONS ARE AVAILABLE  
WHETHER YOU ARE BUYING OR SELLING!**

Enjoy this beautiful weather!

Sue

# Our Successes Over the Past 6 Months

## SOUTH TAMPA

**SOLD!**

5007 W. The Riviera  
2926 W. Knights Ave.

**UNDER  
CONTRACT!**

4605 W. Sunset Blvd.

## LITTLE GASPARILLA ISLAND

**SOLD!**

Hideaway Bay Beach Club E-12

**UNDER  
CONTRACT!**

9706 Little Gasparilla Island  
9682 Privateer Rd.



### Hideaway Bay Beach Club Condos 9400 Little Gasparilla Island

*Units are furnished & in move-in condition*

H-7: 2 bed/2 bath, Gulf view

**\$237,500**

J-4: 2 bed/2 bath, owner financing available

**\$269,000**

F-7: 2 bed/2 bath, Gulf & Bay views

**\$262,000**

A-5: 2 bed/2 bath, great Bay & dock access

**\$249,000**

E-5: 2 bed/2 bath, on the Bay

**\$269,000**

### Recipe

### SHRIMP AND WILD RICE

1-lb boiled and deveined shrimp

1 can cream of mushroom soup

1/4 cup onion, chopped

1/4 cup bell pepper chopped

1/4 cup butter melted

2 Tbsp lemon juice

1 tsp worchestershire sauce

1 tsp black pepper

1 cup cheddar cheese cubed

1 pkg Uncle Ben's original recipe wild rice

1. Prepare rice as directed

2. mix all other ingredient

3. Bake at 350 for 30 minutes, or until bubbly...

Reminder: Send your recipes to be included in the Little Gasparilla Island Cookbook.  
You may send them to Judy Cholger at [jcholger@gmail.com](mailto:jcholger@gmail.com),  
or Sue at [sue@suepaskert.com](mailto:sue@suepaskert.com).

*The Glass Window*, a faith-based movie written and produced by Sue and George's son Tim Paskert, will air on Easter Sunday, April 24 at 9 p.m. on WMOR-TV32.

**FREE AND NO OBLIGATION**

**BUYER AND SELLER CONSULTATIONS!**

E-mail Sue for any needed information or help: [Sue@SuePaskert.com](mailto:Sue@SuePaskert.com)

Direct line to Sue: 813-927-9329

## **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:

The numbers for March give validation to our continued belief that we have reached the bottom and the market is getting better. We hear it from Realtors: they're getting more calls, showing properties, and writing offers. Builders are seeing business coming back, building custom homes and even thinking about building specs. But temper your glee – the recovery is slow and the road promises to be bumpy.

The average sales price came in 25% above March of 2010 and 16% higher than February of 2011. And for the first time that I can remember, the Average Price Per Square Foot actually moved upward. The Median Sales Price shows a slight dip (2%) because of an increase in sales at the top end, but the long term indicators show price trends holding steady or slightly moving upward. For the first time in the past year, the Average Sales Price for March exceeded the twelve month average. In the Year To Year Comparison, it's the first time we've seen a twelve month trend moving in a positive direction.

We get the same feeling when we look at the level of activity. The number of transactions dropped compared to a very robust March of 2010, but once again the Year To Year Comparison continues to show a long term trend moving in the right direction. There's no question that market activity has increased; this year is better than last, and last year was better than the year before.

Expect the positive reports to continue. The South Tampa market has not been ravaged by bank-owned properties or short sales the way other parts of the county have been. It's no longer just the "Have To's" who are moving; suddenly we're seeing more "Want To's" in the market: families who have accepted the reality of the new market. Their home may be worth less today, but so is the home they want to buy. We've recovered from the shock and realized that life goes on. And mortgage rates continue to hang at historically low levels.

"Cautiously optimistic" is a good way to describe our feelings about the market. We need to see sustained improvements in prices and activity before we can break out the balloons and fireworks.

Expect to read a lot of bad reports in the papers about the housing market in the Tampa Bay area. There's more bad news coming our way because of the number of bank-owned properties in the outlying areas. For the first time ever, sales of foreclosures outnumber traditional sales, and that will continue to press prices down. And while South Tampa is not immune, foreclosures and short sales are not driving our market.

And that's why we do this report.

*Bruce M. Tigert*

CHECK [WWW.SUEPASKERT.COM](http://WWW.SUEPASKERT.COM) FREQUENTLY FOR NEW LISTINGS AND CURRENT REAL ESTATE NEWS.

**SELLER ARE MOTIVATED AND WILL CONSIDER ALL OFFERS**



**9254 Little Gasparilla Island**

- High ceilings
- 3 bed/1 bath
- 1 house back from beach

**\$349,000**

**JUST REDUCED!**



**9294 Coconut Palm Lane**

- The Wedding House
- 2 bed/1 bath w/ screened lanai
- Downstairs screened w/utility
- Furnished

**\$275,000**



**9526 Jolly Roger Trail**

- Gulf View from Top Deck
- 2 bed/2 bath + bunkhouse
- Furnished & lives big

Adjoining Lot Available for \$100,000

**\$320,000**



**9608 Doubloon Trail**

- Newer construction
- Abundance of space
- Bonus apartment

**\$399,000**



**13050 Garfield Court**

- Mainland bayfront home
- Private dock
- Directly across bay from LGI

**\$1,000,000**

**LOT  
UNBELIEVEABLE PRICE!**

**9684 Privateer Rd.**

70' x 109' lot in prime location

**\$59,000**



**9510 Don Jose Court**

- Newly built
- 3 bed/2 bath, 2 half bath
- Screened-in porches
- Private location
- Gulf view

**\$469,000**

**LOT**

**9308 Little Gasparilla Island**

- 90' x 145' Gulf Front Lot
- House Plans Available

**\$500,000**



**9282 Coconut Palm Lane**

- Bayfront w/ private dock & boatlift
- Over 2,000 sqft plus deck & screened-in porch
- Storage galore

**\$649,500**