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A referral is
sending
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Looking back at last week's numbers:

Hillsborough County

| New Listings | Foreclosures | Short Sales | Regular Sales | Total For Sale | Total Under Contract |
|--------------|--------------|-------------|---------------|----------------|----------------------|
| 447 | 61 | 102 | 284 | 5792 | 4137 |

Pinellas County

| New Listings | Foreclosures | Short Sales | Regular Sales | Total For Sale | Total Under Contract |
|--------------|--------------|-------------|---------------|----------------|----------------------|
| 442 | 36 | 92 | 314 | 7911 | 1937 |

Sold data

| County | Month | Sold this month | Sold last year |
|--------------|----------|-----------------|----------------|
| Hillsborough | December | 1355 | 1402 |
| Pinellas | December | 1278 | 1363 |

Isn't that something . . . There were fewer homes sold in both counties this December from last December.

Pinellas has significantly more properties for sale and fewer going under contract. Their inventory is expanding as a consequence of that.

Distressed properties continue to put pressure on home prices. December marked the 24th month in a row that the Distressed Property Index has been above 40%. Distressed properties include not only Foreclosures (REO's) but short sales as well. Short sales were the largest segment of the distressed property market. Non-distressed homes (traditional type sales) still accounted for the largest percentage of sales coming in at almost 55%.

Want more info? Check my [blog](#) or real estate [Facebook](#) page.

I'm working in a shrinking market. There are thousands of Realtors that are competing for a piece of a very small pie. I depend on help from you to recommend me to your friends, family and neighbors that can use my services right now. Anybody that you may know that is talking about buying a house, selling their house or needing a place to rent, please don't forget to tell them about me!