



South Tampa Real Estate Residential and Commercial Report

Vol 5 25



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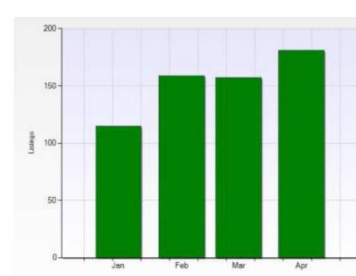
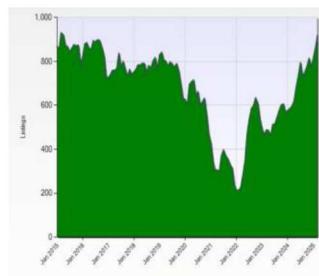
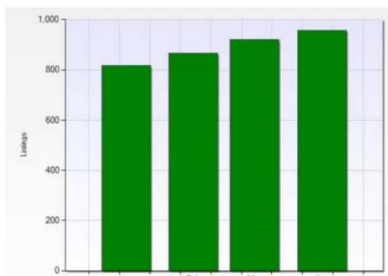


What's Happening in the Market?

Let me first point you to [the article about 1031 Exchange and DSTs in this newsletter. This is a powerful tool for many people.](#) Share this information with those you know who may need this information.

There is a lot of talk saying that the real estate market in Tampa is down. I want to offer some thoughts. First, it is dangerous to talk about a real estate market because there isn't one. [There are micro-markets.](#) For example, Sunset Park is very different from Bayshore Beautiful, which is different from Ballast Point. Each micro-market has its own trends.

That being said, I am pasting a couple of charts below which focuses on some real estate data for the five zip codes of South Tampa, 33606, 33609, 33611, 33616, 33629. Please understand that within each zip code there are variances by neighborhood.



The first chart shows active listings Year-to-Date. The middle chart shows the ten-year span of Active Listings. You can see that we are back to the same level of active listings from ten years ago. The third chart shows the number of sales year-to-date. I think this chart is important because it dispels the myth that homes sales are falling. At least for South Tampa we have seen an uptick year-to-date.

All data retrieved from MLS April 30, 2025.

33629 (Tampa) Single-Family Homes

March 2025



CLOSED SALES

↓ -26%
from a
year ago

26



MEDIAN SALE PRICE

↓ -29%
from a
year ago

\$932,000



ACTIVE INVENTORY

↑ 65%
from a
year ago

182



DOLLAR VOLUME

↓ -32%
from a
year ago

\$37.2 Million



NEW LISTINGS

↑ 17%
from a
year ago

54



NEW PENDING SALES

↑ 22%
from a
year ago

39

Information retrieved April 30, 2025 from Florida Realtors

Sales Comparison

Below is a three-year comparison of Office, Retail and Industrial sales for South Tampa. South Tampa, for this purpose, is anything south of I- 275. Also, the time frame is January 1 to April 28 from each year. Finally, all information came from Co-Star public records and retrieved April 29, 2025.

Year	Office		
	Number	Total Volume	Price per Sq Ft
2025	10	\$40,539,100	\$415
2024	9	\$34,317,500	\$454
2023	11	\$15,710,120	\$482

2025 reflects the removal of one outlier which had \$3129 price per sq foot.

Year	Retail		
	Number	Total Volume	Price per Sq Ft
2025	10	\$26,817,000.00	\$525
2024	7	16,735,000.00	\$458
2023	9	31,537,600.00	\$546

Year	Industrial		
	Number	Total Volume	Price per Sq Ft
2025	0		
2024	4	\$13,873,775	\$391
2023	0		

I have spoken to some lenders who say the commercial lenders are lending more. The lending requirements for some sectors have eased, which makes getting a loan easier. However, different lenders are not all the same and it is best to shop for the loan.

Unlocking Tax Savings with 1031 Exchanges and DSTs

If you're a real estate investor, there's a little-known gem in the tax code that could save you big bucks — and it's been around for over 100 years. Savvy investors are using two key strategies — the 1031 Exchange and the Delaware Statutory Trust (DST) — to maximize tax efficiency and build generational wealth.

What Is a 1031 Exchange?

Let's start simple: when you sell an investment property and make a profit, Uncle Sam wants a cut. That cut is called capital gains tax. But thanks to IRS Code 1031, you can *defer* those taxes by reinvesting your proceeds into another investment property. Think of it like a real estate trade-up — office to multifamily, retail to industrial, as long as it's "like-kind" (aka investment to investment).

But don't forget: this is a deferral, not a forgiveness. You'll likely pay the tax eventually — unless you keep rolling over your investments and pass them to your heirs (more on that below).

How the 1031 Timeline Works

Once you sell your property, the countdown begins:

- **Day 0:** Close on your sale.
- **Day 45:** You must identify up to three potential replacement properties.
- **Day 180:** You must close on one of those three.

Any proceeds you touch are taxable, so your funds

need to be held by a Qualified Intermediary (QI). And yes — timing is everything. If deal #1 falls through, you're at the mercy of #2 or #3, which can put you in a weaker negotiating position.

The Backup Plan: Delaware Statutory Trusts (DSTs)

Enter the DST: a fractional ownership model where you invest in large, institutional-grade properties (think Amazon warehouses, hospitals, apartment complexes). Your money is pooled with others, and the DST handles all management. You get monthly dividends and a potential profit when the property sells.

Here's the kicker: it still qualifies as a 1031 exchange. You can defer taxes just as if you bought a new property — and you can keep rolling into new DSTs for as long as you want. When the time comes, your heirs get a step-up in basis, wiping out the capital gains tax burden entirely.

Real Talk: Who's This For?

DSTs are a great fit for investors looking to get out of active property management without losing the investment benefits.

Final Thoughts: The 1031/DST Combo Is a Game-Changer

Real estate investing is about more than cash flow — it's about long-term strategy. Whether you're upgrading properties or easing into passive income, these tools can be powerful wealth builders.

Want to learn more or see if this strategy makes sense for you? Let's connect. I'm happy to walk you through your options or connect you with top-tier 1031 and DST experts.



*For further information or questions reach out to Joe Brown through his website:
JoeBrown-Commercial.C21.com*

Properties for Sale

3908 W Wallace



Price Reduced! Discover your dream home in South Tampa—an updated 3-bed, 3-bath retreat with 1,552 sq ft of stylish living space. Enjoy a beautifully renovated interior and your own screened-in pool oasis, perfect for relaxing or entertaining. Just minutes from downtown, Tampa International Airport, MacDill AFB, and Bay bridges, this home offers unbeatable convenience. Don't miss your chance to own a slice of paradise in one of Tampa's most desirable locations. Schedule your private tour today! \$485,000

3639 S Manhattan Ave



Unlock the potential of this 10,100 sq ft commercial property, ideal for diverse businesses. Currently an auto repair shop, it includes hydraulic lifts, air compressors, and a compact office with restroom. The mostly covered lot provides spacious open-sided work areas, and the property is fully fenced for security. Whether continuing as an auto shop or reimagining its use, this turnkey facility offers endless opportunities for success. PRICE REDUCED to \$1,150,000

35115 W Grace St. Tampa 33607



The lot is zoned M-AP-1 and Flood Zone AE. It is prime for a warehouse as it is centrally located and close to the airport and major highways. Designs for business occupancy have been conducted but not submitted to permitting/zoning. Cleared lot without any trees infringing on the setback buildable space. \$300,000

3911 W Wallace



This beautifully updated 5-bedroom, 2-bath home with an open-concept kitchen featuring granite countertops, stainless appliances, and bar seating. Enjoy tile floors, modern bathrooms, and fresh paint throughout. The flexible layout includes a bonus room, perfect for an office or gym. The fenced backyard offers sod, sprinklers, and a covered patio, plus a powered shed. Located near the Selmon Expressway, this move-in ready home is in Flood Zone X with 2020 AC and no storm damage. \$489,000

1520 S Richard Ave



Charming ranch-style home in South Tampa, built in 1956, featuring 3 bedrooms, 2 bathrooms, and a spacious 1,976 sq. ft. layout. Highlights include an updated kitchen with solid wood cabinetry, versatile flooring (engineered wood, tile, and carpet), and a fenced backyard with a screened porch and a 24' x 15' workshop. Convenient parking with a one-car carport. Prime location near downtown Tampa, top schools, and no flood insurance required. Perfect for families seeking comfort, convenience, and charm. \$800,000

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Helping businesses move forward

I am a residential and commercial real estate agent with over 35 years of experience in education and real estate. I am passionate about helping families and businesses find the perfect space for their needs. My strengths include my knowledge of the real estate market, my ability to build relationships, and my commitment to providing excellent customer service. I am a valuable asset to any team and am always willing to go the extra mile.

I began my career in education and for 19 years, was a middle school principal, where I led my schools to achieve academic excellence.

I transitioned to a career in real estate in 2019 when I retired from the field of education. I quickly became a top-performing agent. I am known for my attention to detail, my ability to negotiate on behalf of my clients, and my commitment to finding the best possible deal.

A member of the National Association of Realtors and am also a candidate pursuing the CCIM Designation. I am recognized by Century 21 as a Commercial Specialist.

I am passionate about helping businesses succeed. Believing that the right commercial space can be a powerful tool for growth and productivity I am committed to helping businesses find the perfect space to meet their needs. I stay informed of the latest news and trends to better serve my clients.

If you are a business owner looking for a commercial real estate agent, I would be honored to help you. I have the experience, the knowledge, and the commitment to help you find the perfect space for your business.

Languages:

English