



South Tampa Real Estate Residential and Commercial Report

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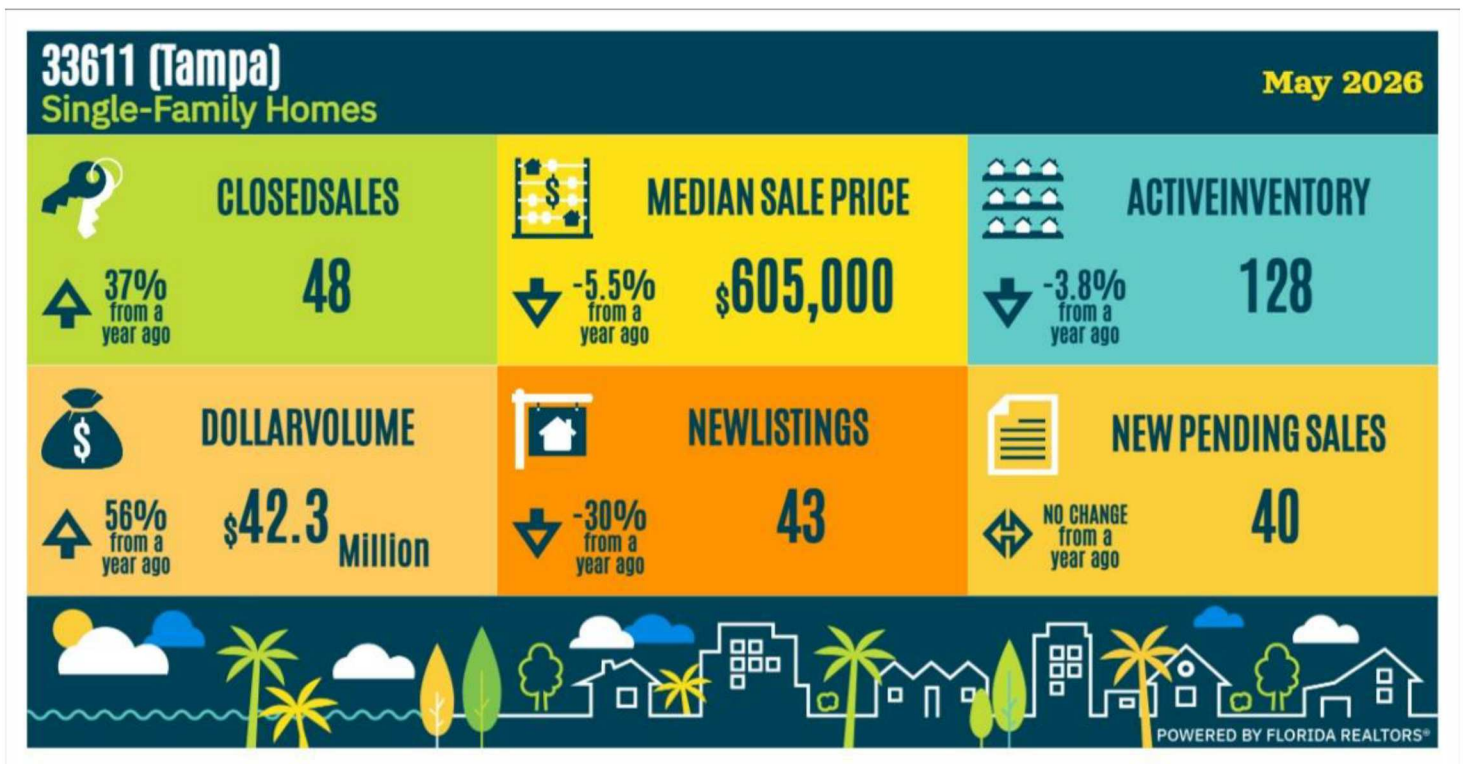
Mixed Signals

The real estate market in the Tampa area is showing some mixed signals. Let's start with the residential market. For the first zip codes of South Tampa, the number of active listings is down to 751, the third month of decline. The number of sales went up to 209 per month, the highest total for the year. With the reduced number of active listings and the increased number of sales, the months of inventory have dropped to 3-and-a-half months. This is surprising as mortgages rates have risen from a low of 5.98% in February to 6.53% in May.

Part of this conversation is about the consumer confidence rating. The latest rating from the University of Florida has the rating at 72.7, which reflects the third straight month that the rating has dropped. This rating continues to show that consumers are cautious about the economy and unemployment. With the peace talks in the Middle East well under way, we hope to see a rebound in confidence, decrease in inflation numbers and lower borrowing rates.

Speaking of borrowing rates, the commercial lending has been very strong, even with higher rates. According to data from FRED, commercial lending is averaging \$3.1 billion a week. We are seeing signs of that in South Tampa, with 16 commercial properties being sold between May and June.

Inside this month's newsletter, I discuss how families can tap into the HomeTown Heros program and how DSTs can be an option for commercial investors.



Data retrieved from Florida Realtors SunStats June 29, 2026

Florida's Hometown Heroes Program: Helping Buyers Get to the Closing Table

Buying a home in Florida can feel a little like assembling IKEA furniture in the dark. Between the down payment, closing costs, insurance, and paperwork, the upfront expenses can quickly become overwhelming.

That's where the Florida Hometown Heroes Program can help.

Offered through the Florida Housing Finance Corporation, the program provides eligible buyers with up to 5% of their first mortgage amount, up to \$35,000, to help cover down payments, closing costs, prepaid escrows, and mortgage insurance. The assistance is a 0% interest deferred second mortgage, meaning there are typically no monthly payments unless you sell, refinance, or stop using the home as your primary residence.

The program is designed for many of Florida's essential workers, including teachers, healthcare professionals, firefighters, law enforcement officers, military members, veterans, and other qualifying public servants. Buyers must also meet income limits, employment requirements, minimum credit score guidelines, and qualify for a traditional mortgage through a participating lender.

One important thing to remember is that funding is limited and can be exhausted quickly. If you think you may qualify, it's worth speaking with a participating lender early to verify your eligibility before you begin shopping for a home.

For many buyers, the biggest obstacle isn't the monthly mortgage payment—it's coming up with the cash needed to close. The Florida Hometown Heroes Program helps bridge that gap, making homeownership a realistic goal for many hardworking Floridians.

Delaware Statutory Trusts: A Practical Guide for Real Estate Investors

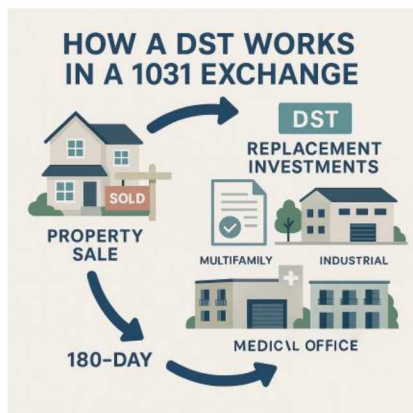
Selling an investment property often comes with two challenges: a ticking 1031 exchange deadline and a looming capital gains tax bill. For many investors, a Delaware Statutory Trust (DST) offers a practical solution.

A DST is a legal trust that owns investment real estate, allowing investors to purchase fractional interests rather than owning property directly. When properly structured, a DST qualifies as replacement property for a 1031 exchange, enabling investors to defer capital gains taxes while moving from active property management to passive ownership.

Instead of dealing with tenants, maintenance calls, and property management, investors receive potential income distributions while experienced professionals oversee the day-to-day operations. DSTs commonly invest in multifamily communities, industrial buildings, medical offices, retail centers, and self-storage facilities.



The biggest advantages include tax deferral, passive income, diversification across multiple properties or markets, access to institutional-quality real estate, and potential estate planning benefits. However, DSTs aren't risk-free. Investments are generally illiquid, often requiring a three- to ten-year commitment. Investors should also carefully evaluate sponsor experience, fees, property quality, financing, and long-term strategy before investing.



DSTs are often an excellent fit for retiring landlords, investors completing a 1031 exchange, and anyone looking to simplify real estate ownership without leaving the asset class altogether.

Like most real estate decisions, the key isn't finding a perfect investment—it's finding the right investment for your goals. If you're considering a 1031 exchange and would rather enjoy retirement than answer late-night maintenance calls, a Delaware Statutory Trust may deserve a place on your shortlist.

Book a call with me: <https://calendly.com/joebrownc21/seller-consultation>

*For further information or questions reach out to Joe Brown through his website:
[JoeBrown-Commercial.C21.com](https://www.JoeBrown-Commercial.C21.com)*

Properties for Sale

8613 Herons Cove Place



Stunning lakefront pool home in sought-after West Meadows, Tampa. This beautifully maintained 4-bedroom, 3-bath, 3-car garage residence sits on a rare pie-shaped lot with panoramic water and conservation views. Enjoy an open, light-filled layout, updated kitchen with granite and stainless steel, and a private split-bedroom design. Relax or entertain on the screened lanai and paver pool deck. Resort-style community amenities complete this exceptional blend of luxury, privacy, and Florida living. \$645,000

4208 W Carmen



Under Construction. This brand-new corner townhome by Milana Custom Homes offers modern design and exceptional craftsmanship. The first floor features a two-car garage and versatile flex room with full bath. The second level boasts an open-concept kitchen with island and pantry, flowing into dining and family rooms. Upstairs includes a luxurious primary suite with dual walk-in closets, two additional bedrooms, laundry room, and shared bath. Located in an A-rated school district with no flood insurance required. \$799,000

3908 W Wallace



South Tampa pool charmer with timeless character and modern updates! This 3-bedroom, 3-bath home offers 1,552 sq ft with separate living and family rooms, perfect for both relaxing and entertaining. Enjoy stylish finishes and a move-in ready feel throughout. Step outside to your screened-in pool, ideal for morning swims or weekend gatherings. Conveniently located near downtown Tampa, MacDill AFB, TPA, and top Gulf beaches—this is affordable Florida living at its best. **Price Reduced \$470,000**

7321 S Hoadley St



1.03 acres of vacant land, in Port Tampa, zoned for Industrial General. 9 contiguous lots. One block from Commerce Blvd. Easy access to bay bridges, highways and port. All 9 lots priced at \$1,250,000

11800 Park Blvd. Seminole



Beautifully remodeled and move-in ready, this 2-bedroom, 2-bath condo at The Oaks of Seminole offers stylish, low-maintenance living with high-end finishes, a new air conditioner, water heater, and appliances. Ideally located in the heart of Seminole, you're minutes from Gulf beaches, including Indian Rocks Beach and Clearwater Beach, plus convenient access to both major airports. Enjoy easy drives to downtown St. Petersburg, Clearwater, and Tampa for dining, shopping, entertainment, and everything the Tampa Bay area has to offer. \$220,000

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NEW: EXTENDED HOURS

TUE-FRI: 7 AM – 5 PM
SAT & MON: 8 AM – 4 PM
SUNDAY: CLOSED