

April Showers are bringing May Flowers!

Cape San Blas had a bit of a slower month in vacant land sales compared to previous months. April secured only [10 lot sales](#), ranging from \$36k for a ½ acre on the Indian Pass lagoon – \$510k for a Gulf front ½ acre in X flood zone! Our starting sale of \$36k is in the CR30A corridor, just passed the Raw Bar. Cape San Blas South closed 4 sales, and the North Cape barely beat the south end, with a total of 5 lot sales. May looks to be on track for improvement, with [24 vacant lots under contract](#). While sales were down a touch, listings were on the rise, our vacant lot [inventory is up to 184!](#) The average list price being \$159,450 with 326 days on market. Unlike vacant land, residential sales saw a slight increase during April. Overall Cape San Blas moved [12 homes](#) this month. Half of these on North Cape San Blas, while the South Cape, CR30A, and Indian Pass each had two sales. Average days on market for these homes was 121, with an average sale price of \$410,283. So long as the [18 homes under contract now](#), proceed with closing, May will look even better! If you or someone you know is looking for a home on Cape San Blas, no worries there are still [71 to choose from!](#)

North Gulf County also experienced some down time in April. There were only [8 lot sales](#), which were equally divided amongst North Overstreet and Wewahitchka. Average sales price \$23,737 with average days on market of 1251. Perhaps eight is the magical number for this market, as that is also the current number of [properties under contract!](#) Unlike Cape San Blas, the North Gulf Co market is down two lot listings from last month. No fear, there are still plenty of options, with [196 vacant lots available](#), snag yours for as little as \$4900. Residential sales were also down this month, only [one home sale](#) in Wewa, at \$123k. However, May is looking good with [10 homes under contract](#), properties range from \$29,900 for one in need of a little TLC to a move in ready River front home for \$254,900. The North Gulf Co market still boasts [43 active homes!](#)

Port St Joe still the more desired area for full time residents, unlike the other markets, [lots sales doubled](#) in April! Of the six land sales, only two were in the City of Port St Joe, while the other four were in Highland View. One can only speculate, these sales are attributed to the ability to place an RV in this area. The sales price range from \$20k – \$125k for a Bay View lot. Of the [seven lots currently under contract](#), only one will allow an RV. Even with these lots moving out of the way, Port St Joe market is holding strong with [56 lots available](#). The average list price is \$45,100 with 363 days currently on the market. The breather was taken in the residential division of the PSJ market, down from 10 sales in March to only [4 in April!](#) While sales were down, sales prices were up nearly \$35,000. As in other markets, seems the April showers, (or lack thereof) will bring May flowers, as there are 16 [homes currently under contract](#). While the [twenty five homes](#) still available in this market, have been sitting ducks for nearly six months.

Mexico Beach is no different than the other markets, with a slight fall in land sales. This area is the hottest next to Cape San Blas, April bringing [14 land sales](#). The 8 lots [currently under contract](#) all have a fairly tight range of list prices, \$50k & \$89k. As in other markets there's no shortage of vacant land, Mexico Beach has [120 lots remaining](#). In Mexico Beach I'd say the lucky numbers are 14, as that is also the number [home sales](#) in April, the sale prices range from \$175k for a 1 bedroom condo across from the beach to \$765k 3 bedroom with unobstructed Gulf Views. Residential sales for May look to be good with [29 currently under contract](#). Getting beyond whats sold and under contract, the beaches still have [81 properties available](#), snag a condo for as low as \$159,900 or go for the 8 bedroom/8bath Gulf front home for \$1.6m.

Looks like 2017 is moving in the right direction, with 98 Real Estate Group maintaining Top Company in Mexico Beach Personally I am maintaining my 2016 status of Top Listing Agent in North Gulf County! Thank you all for helping us continue to be a Top Producing Company!