

**Cape San Blas** lots are back in the double digits with [13 sales](#) in April. The sub area of North Cape San Blas is back on top with 6 sales, South Cape not far behind with four sales, two along CR30A and one sale for Indian Pass. The average sales price has fallen even further to \$116,192 with days just 84 days on market. May appears to be in line with April with the current [14 contracts](#) in hand. Seeing a slight decrease in lots available, there are currently [196 to choose from](#). Many of the lots in this market are a product of new developments of previously large tracts. Residential sales are in line with previous months, [with another 9 homes sales](#). South Cape San Blas took the lead with four sales this month, two each for North Cape and CR30A corridor and one sale at Indian Pass. Average sales prices have risen nearly \$50k bringing April's residential average to \$647,766 with 139 days on market. May should be in line with the earlier part of the year, currently [15 homes under contract](#). April brought several new listings to the CSB market, we now have [82 homes available](#) for purchase!!

**North Gulf County** experienced a lull in land sales compared to the 15 in March. April only produced [5 lot sales](#). Three sales were in City limits in the high end subdivision of Gaskin Sawmill. The other two were in Wewa one a very small lot on the North end of town with the highest sale being an acre on the River. The average sales price also down from March at \$31,460 on a positive note the average days on market was also down by 10 days to 139. We have another [5 lots under contract](#), scheduled to close in May. Vacant land listings are down a touch leaving [166 for the taking](#). Home sales are still rising, in April we [sold 7 homes](#) in this market. Dalkeith sub area carried three of these sales, Howard Creek two, White City and Wewa brought the remaining two. The average sales price is also up a touch to \$78,177 with a more normal days of market of 118. May is on track with this time of year with 10 homes under contract. Sales in the North Gulf County market are on a nice steady rise since 2008. Currently we have [10 homes under contract](#) so sales for May look just as good. Still looking for loan worthy homes in this market we're down to only [38 homes to choose from](#), most of which would make fantastic camps and weekend getaways.

**Port St Joe** remains consistent with [two land sales](#). Feels like deja vu in land and homes sales for this market. Agents closed one sale in the City of PSJ and the second in Highland View. These two sales averaged \$48,750 with 140 days on market. May is set to be one of the better months of the year with [5 lots under contract](#). There are still [56 lots available](#) if PSJ is where you want to be. Residential sales doubled from last month, with [14 closings](#) in April! Twelve sales in the City, one each in Oak Grove and Highland View. Average sales price was \$204,992 with 50 days on market. As of now the trend of consistency will carry into May with another [15 properties scheduled to close](#). Port St Joe now has [38 homes to choose from](#) with the majority being under \$250k.

**Mexico Beach** lot sales are back on track with [17 closings](#) this month!! The majority in subarea of St Joe Beach, the remaining 6 in Mexico Beach, four being in the new Sugar Sands Development which is what brought of our average sales price to \$131,911. Average days on market was 180. Its with great pride I say Team 98 played a part in 7 of this month's lot sales!! May seems to be in line with [13 lots under contact](#). Again not many new lot listings, as our [availability is down to 117](#). Residential sales still rising with [22 closing](#) this month! Sub area Mexico Beach brought 10 sales, St Joe Beach 7 sales, WindMark Beach with 4 sales Beacon Hill brought up the rear with one sale. Averages sales price has fallen a touch to \$276,348 but a great reduction in days on market to 67! May should be another solid month with [31 homes under contract](#). Still plenty to choose from weather you're looking for a single family home, mobile home town home or condo. See all 116 available [here](#).

98 Real Estate Group maintains its position as the Year to Date Top Producing Company. I've been fortunate enough to maintain the #1 agent for production in the North Gulf County market which has pushed me into the #3 position across the Association! My success is only possible with the help of each of you!! Thank you for your continued trust and support!

Prepared By: Miranda Rollins, REALTOR®  
850-527-4343

[www.mirandarollins.com](http://www.mirandarollins.com) / [www.gulfrealestateblog.com](http://www.gulfrealestateblog.com)  
[www.98realestategroup.com](http://www.98realestategroup.com)