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**Cape San Blas** lot sales nearly doubled in the month of August! This tells me many buyers pulled the trigger in July or waited for school to start back before making a move. Of the [11 land sales](#) in the Cape San Blas market this month, seven were along North Cape San Blas and two each of South CSB and the C30 corridor. The big ticket item was a Gulf front lot with plenty of X flood zone buildable area for \$549k. Average sales price rose a tad to \$178,240 with a large increase in days on market to 264. Looks as if September will be another good month for the Cape market with [25 lot contracts](#), and the 21 acre parcel still scheduled to close. Finding a lot along the Cape should be a piece of cake with [206 still available!](#) The residential sector also saw a nice incline with [12 home sales](#), nearly half being townhomes. Seven of these sales were along the North Cape, four on South Cape San Blas and one along the C30 corridor. The average sales price dropped to \$543,807 with a slight decrease in days on market to 101. There are currently [17 homes under contract](#) and [86 homes to choose from](#), several options along C30 under \$300k.

**North Gulf County** also saw an increase in lot sales. The [nine](#) vacant land purchases this month were comprised of four along Overstreet North, three in Howard Creek, one each for Wewa and the City Of. The average sales price was \$18,377 with 329 days on market. I suspect we will soon see lot sales decrease in this market as the County has repealed their 2015 RV Ordinance. From what I understand, RV's can once again be placed anywhere in the County minus restricted subdivisions and the VE flood zone area (primarily gulf front). However; as of now we have [8 properties under contract](#). Like the Cape market the North Gulf market has no shortage of vacant land, check out all 195 lots available [here](#). Home sales also saw a rise this month. The ever so quiet Dalkeith brought 4 of our [seven home sales](#), two in Howard Creek and our biggest one being an ideal primary residence in the City of Wewa selling for \$225k. The average sales price and days on market fell back to more of its norm at \$75,414 and 158 days. Just as last month we have another [8 homes under contract](#) with the largest contract on a Lake front home in the Lands Landing area. While many of the [45 active listings](#) in this market are merely fish camps, there are several very nice and waterfront homes that would make fabulous full time residences.

**Port St Joe** lot sales remained consistent with another [5 lots sold!](#) The two lots sold in Jones Homestead were in the Cape Plantation subdivision which will require stick built homes, as will the one in City limits. However; the two lots sold in Oak Grove were in the new RV community, currently making up 3 of our [5 under contracts properties](#). But again curious to see how these weather with the repeal of our RV ordinance. Average sales price and days on market also rose again now to \$43,562 and 428. The bulk of our [97 lots available](#) in the PSJ market are primarily in the Oak Grove RV 'community' and the new Jones Homestead development of 2+ acre parcels with restrictions. Home sales in Port St Joe have declined by one since July. Here are all [7 August sales](#), each within City limits minus one mobile home sale in Highland View. Like with lots the average sales price and days on market increased to \$187,000 and 79. While our current properties under contract is a bit lower than those in previous months perhaps most of the [10 will close](#). We have many more to choose from this month over last, check out all [45 available](#).

**Mexico Beach** is the only market this month to see a decline in lot sales, [see the 16 sold here](#). Mexico Beach sub area closed 9 lots - one Gulf front in Sugar Sands topped them all with a price of \$550k! Appears this was one of the developers 'reserved' as there were no Gulf fronts remaining. St Joe Beach brought 4 sales, WindMark Beach and Beacon Hill each brought 1. On a positive note our average sales price rose to \$105,666 as did the days on market, 140. Only [7 lots currently under contract](#) point to what may be the slowest month of the year! Still not seeing many new vacant land listings in this market check out the [98 remaining](#). The residential market of Mexico Beach however saw a very nice incline! The sub area of Mexico Beach brought 22 sales to the table, St Joe Beach delivered 4 WindMark Beach 2 and Beacon Hill brought up the rear with 1, for a total of [29 home sales](#) in August!!! Our average sales price and days on market experienced an increase to \$313,265 and 80. Many of the [22 homes under contract](#) are DR Horton homes in WindMark Beach. Lots of controversy over these homes, as they are selling below \$400k whereas previously its was rare to buy under ½ million in this subdivision. Not much of a change in the number of homes available, [see all 110 here](#).

For the month of August 98 Real Estate Group is the Top Producing Company across our MLS!! We're super proud, as we typically only dominate Mexico Beach and North Gulf County. My personal domination across North Gulf County has gratefully continued and allowed me to remain in the top 5 association wide for number of closed transactions. Year to date Team 98 has assisted in 219.5 transactions for a total sales volume of \$43,003,139! I am truly grateful for the trust and support each of you have placed in me and Team 98!!

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