

Cape San Blas lot sales [rose to 10](#) this month! North and South Cape each had one sale, Indian Pass and SR 30 each closed two, and CR30A took the lead with 4 land sales. The average sales price was \$155,177 with 98 days on the market. Another rise in price and decrease in days on market! Win for sellers! January looks to follow the trend with recent months, as we have [8 lots currently under contract](#). We've apparently had quite a few lots expire and not yet relisted, as there are now only [179 vacant lots available](#) in this market. Residential sales remained the same in December as in November, with just [6 home sales](#). North Cape San Blas continues to be the preferred with 4 of this month's sales, the remaining two were Gulf front homes along CR 30A. Days on market increased from 132 in November to 255 in December. However, the average sales price rose from \$498,500 to \$531,650. We have [7 homes under contract](#), [Available homes are at 76](#) with the fractional ownership still available for a Barrier Dunes unit for only \$79k!

North Gulf County lots sales are on a steady rise with [9 lots closing](#) in December 4 of which I proudly sold! North Overstreet was certainly the preferred location this month with 4 land sales, Howard Creek carried three while Dalkeith and Wewahitchka brought the remaining two. Average sale price is up to \$29,611 due to the sale of a 30-acre parcel in Dalkeith. Average days on market now at 256. Have no fear the holidays haven't slowed this market down by much, we have [12 lots currently under contract](#)! We've sold quite a few but as in the Cape San Blas market, there have obviously been many lots expire without relisting, as North Gulf market is down to [141 lots available](#). This is possibly the least amount of vacant land we've seen available all year! Home sales were down again, with only [two closing](#) this month. Both mobile homes, one in Howard Creek and one in North Overstreet. The home in Howard Creek sold for \$85k after 206 days on market, while the North Overstreet home sat for only 53 days and sold at \$72k. Again, pleased to say I assisted in both transactions! Currently there are [4 homes under contract](#), [leaving 42 for the taking](#). Still many great camps and homes lingering.

Port St Joe lot sales were zero zilch nothing this month! Lot sales aren't common for PSJ market but October is the only month this year that produced zero land sales. As of now we have [one lot under contract](#), so January is off to a better start. Looks like we've had more expirations in PSJ with now only [56 lots to choose from](#). The residential market only brought [3 sales](#), all of which were in the City limits. While there weren't many sales, the average is down to \$161,333 but only 32 days on market. Depending on your situation, its often better to see a smaller sales price with a shorter time on the market. January looks to be a better month with [8 homes currently under contract](#). Number of [homes available still idling at 35](#). Apparently some of the homes that were under contract last month have come back on the market.

Mexico Beach lot sales are back up December [closed 7 lots](#)! Mexico Beach brought three of these sales, while St Joe Beach and WindMark each brought two. Average sales price was \$75,711 with 45 days on market. There are currently [7 lots under contract](#) in the beach market. Seeing the same trend in expirations as there are now only [111 lots available](#). Residential sales were cut nearly in ½ this month from last with only [12 home sales](#). St Joe Beach took the lead this month with 7 sales, Mexico Beach carried three, Beacon Hill one, and WindMark Beach sold the 2006 Southern Accent Showcase Home for a whopping \$1m! With this sale of course our average sales and days on market are skewed. But for the sake of consistency here they are...average sales price \$363,658 and 62 averaged days on market. Looks like January will put us back on track with [15 homes currently under contract](#). Still plenty of options to choose from with [92 homes for sale](#)!

ALL HOME SALES IN 2017:

Market	Number of Units	Total Sales Volume	Average Sales Price	Average Days on Market
Cape San Blas	103	\$49,915,200	\$484,613	164
North Gulf County	55	\$5,173,552	\$94,064	94
Port St Joe	92	\$17,216,301	\$187,133	79
Mexico Beach	204	\$56,813,448	\$278,497	126

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ALL LAND SALES IN 2017:

Market	Number of Units	Total Sales Volume	Average Sales Price	Average Days on Market
Cape San Blas	133	\$20,376,149	\$153,204	185
North Gulf County	90	\$1,642,180	\$18,245	489
Port St Joe	39	\$1,548,500	\$39,705	267
Mexico Beach	115	\$8,816,949	\$71,190	164

It has been my privilege and honor to assist each and every one of you in 2017. I closed out the year with 26 home sales, and 23 lots sales for a total sales volume of \$4,136,592! Thank you all for your trust and support without you my success is impossible!