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Cape San Blas wrapped February up with [15 lots sales](#). The numbers tell we've had quite a few beautiful days already this year. For the first time in a long time Indian Pass and the CR30A corridor brought it to the top with 6 lot sales each. North Cape closed two with South Cape closing just one lot. The average sales price was \$199,718 with 136 days on the market. Our fingers are crossed that there will be a few cash buyers to find a property in this market to boost the current [lots under contract above 9](#). Land owners must know Spring kicks off buying season with listings up by 10 from last month. Here are the [193 options](#) available. In residential sales again not much change from previous months, February [closed 7 homes](#). However; the average sales numbers are much better considering there were three homes sold over ½ million dollars. CR30A corridor produced 3 sales, South Cape San Blas two, then Indian Pass and North Cape each closed one. Average sales price was up significantly from last month, at \$586,539 with a slight rise in days on market to 165 from 138. March looks promising with [12 homes currently under contract](#). It appears if there were any new homes listed they immediately went under contract, as [our homes available has fallen from 87 to 83](#). The Cape market is by far our highest priced market which is understandable considering the size of the homes and the beautiful beaches and easy Bay access.

North Gulf County lot sales aren't experiencing the same Spring fever as our other markets. There were [only 5 lot sales](#) this month with four in the City of Wewa sold under \$8000! The fifth sell was a Wetappo Creek front property sold for \$39,900. Average days on market for these lots were 142. We are looking at [9 lots under contract](#) scattered across the area for March. North Gulf County sellers definitely know its Spring we're up to [169 vacant lot listings](#), that's quite a rise from the 146 that were available last month. [Home sales are down to only 3](#) but all three were closed by myself and my broker!! Two of which were in Howard Creek with the third in the City of Wewa. Again averages are off this month considering two of the homes sold were on the market 5 days or less! The average home sales price was \$85,133. There are currently [5 homes under contract](#), one of which has been in this status since January. This market is screaming for quality homes under \$150k. We have added a few to the market, but still struggling for loan worthy homes! Here are the [44 available](#).

Port St Joe market remained steady in their land sales this month with another [three lots closed](#). The City of PSJ had two of these sales with the third in Highland View. The Highland View area is highly sought after seems how its one of the few coastal areas that still allow RVs. The average sales price is up by more than \$10,000. February's average was \$35,333 the increased sales volume also resulted in an increase of days on market, 181. As long as there are no bumps along the way this market is [scheduled to close four lots](#) in March. [Active lots are down to 50](#). Obviously some have been sold/under contract while other have expired/cancelled. On the residential side in Port St Joe, we [sold 7 homes](#), as usual the majority within City limits then Oak Grove and Highland View brought the remaining two. The average sales price was down a touch at \$164,357 with 88 days on the market. The Spring like weather has certainly benefited the PSJ market as there are currently [16 homes under contract!!!](#) This is a monumental rise! We've also added a few homes to the inventory now [37 homes to choose from](#). The 2/1 townhome for \$98k is still available and the lowest priced property in this market!

Mexico Beach stats this month are screaming SPRING! [Lot sales are up to 14](#) for February. Most of this month's sales were in the new Sugar Sands development between Mexico Beach and Tyndall AFB. Most of which had a sales price of \$550k! These sales gave us an average price of \$293,500 and 214 days on market. The days on market is a true reading of considering Sugar Sands lots were sold as reserves and entered as 'sold only' sales. Beacon Hill brought one sale to the table, St Joe Beach two and the remaining 11 were in Mexico Beach. The [7 lots under contract](#) are scattered across the area. Similar to last month we have several new lot listings, see all [125 here](#). February was closed out with [13 home sales](#). All but the two in St Joe Beach were sold in the Mexico Beach sub area. The average sales price is up a bit thanks to my broker, Zach Childs for closing a nearly million dollar Gulf front home. Judging by the [32 homes under contract](#), looks like March will be the best month of 2018! Seems any new listings have been snatched up as we only have [93 properties to choose from](#) again many condo's and townhomes.

98 Real Estate Group is currently the Top Producing Company among each market with 43 sales at a volume of \$11,287,300! My personal production is down just a touch placing me as the #2 agent in the North Gulf County market. With plenty of contracts in hand, I look to regain the number one position by the end of March! Thank you for your continued trust and support!

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