

Cape San Blas lot sales [fell to only 4](#) this month! North Cape held the weight with two of these sales, while South Cape and Indian Pass brought the remaining two. The average sales price was \$364,250 with 60 days on the market. The averages are a bit skewed this month being two of the lot sales were water front and sold at very high prices. The days on market are also a bit out of whack being one lot was under contract the same day it listed. It appears some of the lots that were under contract last month either fell through or have been extended into February, currently showing [16 lots under contract](#). Again we will be faced with odd averages with a nearly million dollar Gulf front lot under contract. Lot listings are back [up to 183](#). No change in Residential sales for this market, aside from the averages. All sales this month were less than \$350k! Which is unusual for the Cape being there aren't many listed that low. Here are January's [6 home sales](#). North Cape San Blas continues to be the preferred with 4 of this month's sales, the remaining two along the CR30 corridor. Average sales price was only \$289,500 with 138 days on market. The last time we saw average sale prices this low was in November 2016! Hopefully the [9 homes under contract](#) will close, and these averages will rise! New listings are popping up, we now have [87 homes to choose from](#) in the Cape market, many being Barrier Dunes condos. Which make great vacation rentals!!

North Gulf County saw a nice rise of [11 lot sales](#) during the month of January! There were several waterfront sales and three large acreage properties that boosted this markets average sales price to \$78,909 with 193 days on market! North Overstreet was certainly the preferred location this month with 9 of these land sales, Howard Creek and City of Wewa brought the remaining two. The [6 properties under contract](#) are more of a norm for this market. Following the same trends as other markets new listings are on the rise. Its common for sellers to hold off on relisting until after the holidays. North Gulf County currently has [146 vacant lots](#) to choose from. Home sales are back up with [5 closing](#) in January. Each of these homes were sold in a different sub area, Wewa, City of Wewa, Dalkeith, N. Overstreet and White City. The average home sales price was \$61,816 with 158 days on market. Unless we snag a few cash buyers February will see [6 closing](#) in this market. There are now only [39 homes to choose from](#) but I'm hearing chatter of quite a few more coming soon!

Port St Joe had [three lots sales](#) in January which is pretty average for this area and certainly better than the zero last month. The City had two of these sales and Jones Homestead carried the third. Jones Homestead seems to be a pretty popular pick for lots in the last year. This month's average sales price was \$24k with 102 days on market. February looks to follow the same path with [two lots currently under contract](#), both in the popular South Gate Subdivision. We've apparently added two new lots being we still have [56 to choose from](#). Of the [8 residential sales](#) Highland View and Jones Homestead each carried one while City of PSJ brought the remaining six. Average sales price was \$173,611 which was brought down by the basically lot sale in Highland View and a probate sale in the City. Although still up from January, homes saw an average of 50 days on market. We currently have [10 homes under contract](#) so it's safe to say February will be the best month we've had in PSJ lately. We have [34 homes remaining](#) for sale in this market the least expensive being a 2/1 townhome for \$98k that would make a great long term rental.

Mexico Beach experienced the same struggles as all of our other markets, January only produced [5 lot sales](#), with one nice Gulf Front that went for \$620k! With the Gulf front sale our average price is a bit off but \$157,083 and 270 days on market is in line with the overall 2017 year. Two of the lots were located in St Joe Beach with the remaining three in Mexico Beach. Of the [8 lots under contract](#), 5 are within covenanted and restricted subdivisions. Which isn't so appealing for most buyers. Looks like we have a few new lots listings, as we still have [114 available](#). As usual, the Beach market leads in number of transactions, [14 homes closed in January](#)! Nine of which were closed by the fabulous agents of 98 Real Estate Group!! Ten of the sales were in Mexico Beach the other four were in St Joe Beach. Our monthly average sales prices are back in line at \$270,712 and 102 average days on market. Including a couple of pre-construction new DR Horton homes in WindMark Beach there are [23 homes under contract](#)! We've listed a few new ones providing [97 options](#) for condos, homes, and mobile homes along the Beaches.

Judging by the average numbers; 2018 is on track to be just as good if not better than 2017! Again, thank you all for your trust and support in doing what I love!!!