

**Cape San Blas** lot sales are down again to [only 6](#) for the month of July. South Cape San Blas and CR30 corridor each delivered two sales, while North Cape San Blas and Indian Pass each produced one. Our big ticket item of course was a Gulf front lot along SR 30A at \$350k. Average sales price is down to \$106k this month with a continued increase in days on market to 115. Perhaps August will be the best month for Cape lots, as there are currently [18 under contract](#), one being a 21 acre gulf front property listed at 3.9m!! Have no fear there are [still 205](#) vacant lots available! All but one of this month's [eight homes sales](#) were on the ever so popular North Cape San Blas. The townhome community of Barrier Dunes saw three of these sales. With the final being a first tier home sold in the CR30 Corridor. The average sales price rose in to \$603,375 with 134 days on market, which is a slight increase but nothing to lose sleep over. Eighteen is a magic number this month, as that's also how many [homes are under contract](#). There are still several condo's townhomes and new construction homes to choose from amongst the [86 residential listings](#).

**North Gulf County** [closed 6 lots](#) this month. Three sales were along North Overstreet, two in Wewa and one in Howard Creek. Average sales price is down from last month to \$31,583 however days on market are too! These lots averaged only 143 days on the market. The big ticket item here was a lot with RV pole barn and utilities for \$55k. We have another [10 lots under contract](#), as we did this time last month. Pushing the sold and under contract properties aside we have clearly added new listings, the North Gulf County [has 199 available](#) verses last month's 181. Home sales dropped by one this month [to only 4 closed transactions](#). Three of these sales were in Wewahitchka and the fourth was a home now sold twice this year in Howard Creek! The average sales price rose to \$112,500 with an average of only 18 days on the market. The days on market may just be the lowest we've seen all year! August looks a bit more hopeful with [8 homes under contract](#). We still have [46 homes to choose from](#), many needing work.

**Port St Joe** saw a nice boost to [5 lot sales](#) in July! Four of those sales were in the City while the fifth was in Highland View. Average sales price \$36,550 and days on market also rose to 271. Looks as if the three RV lots in Oak Grove have carried over giving us [6 contracts on hand](#). Still no change in number of lots available, take your pick from the [99 here](#). Homes sales in Port St Joe have fallen again, this month [down to 8](#). Seven of these sales were in the City limits and one in Oak Grove. Surprisingly two sold for less than \$100k! The average sales price dropped significantly to \$180,925 and the days on market rose to 44. As with other markets August looks to be promising with [16 PSJ homes under contract](#). Not seeing many new listings, we're actually down to only [34 homes to choose from](#) still nearly half being under \$200k.

**Mexico Beach** lot [sales rose to 20](#) this month! St Joe Beach took the lead with ½ of these sales! Six of which were in one block!! Mexico Beach delivered 5, Beacon Hill 3 and South Overstreet brought the final two. Our big sales here were two Sugar Sands lots at \$155k and \$175k and a Beacon Hill gulf view lot at \$300k increasing our average sales price to \$93,539 and decreasing our days on market to 160 days. Seems as if next month will be another good one for Mexico Beach with [14 lots under contract](#)! New lot listings still a scarcity now down to just [102](#). Number of home sales remained the same in June and July. Here are July's [17](#). Nine were in Mexico Beach, 6 in St Joe Beach and one each for Beacon Hill and WindMark Beach. While home sales remained consistent we did see a drop in the average sales price to \$275,177 but a huge decrease in days on market to just 55. Agents across the market are striving to close the [42 homes currently under contract](#). Mexico Beach now has [111 for sale](#). Whether you're looking for an inexpensive beach getaway, a million dollar mansion or a modest something in between we have something for everyone!

For the year 98 Real Estate Group has maintained its position as Top Producing Company in Mexico Beach and North Gulf County! I have also personally maintained Top Producing Agent in the North Gulf County market and in the Top Five Association wide! Year to date Team 98 has assisted in 182.5 transactions for a total sales volume of \$34,875,263. I am truly grateful for the trust and support each of you have placed in me and Team 98!!

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