

## Summer is Hot! Hot! Hot!

**Cape San Blas** saw a slight decrease in the number of lot sales this month, with [closing 11 lots](#). Once again, North Cape San Blas takes the bulk with 6 lots sales. The CR 30A corridor brought in four sales, SR 30A and Indian Pass each producing one sale. Sales prices ranged from \$42,500 - \$481k. Of course our high number was a Gulf front lot on Indian Pass. The average days on market are down quite a bit from last month, lots idled for a mere 143 days. Currently [21 lots under contract](#) and this market has [182 lots remaining](#). Residential sales remained consistent with previous months and [closed 13 homes](#). North Cape San Blas brought the bulk of sales, pulling in 7 transactions. While CR 30A corridor and S Cape San Blas each produced two sales, Indian Pass and SR 30A each closed one sale. Average days on market increased greatly over previous months. Homes sold in the month of June had an average of 316 days on the market. Unlike May the average sales price didn't see a rise. The [homes under contract](#) are down a touch, and [homes available](#) have seen no change, therefore we're listing new properties, as quickly as we're selling them.

**North Gulf County** lot sales were cut in half from May, June only [closed 4 vacant](#) lots. North Overstreet and Howard Creek split these sales evenly. The average sales price also saw a decrease of \$9,742, however the average days on market dramatically decreased. May averaged 202 days and June only allowed these properties to sit for an average of 40 days!! Projected closing remain the same as last month with another [16 lots under contract](#) in North Gulf County!! This market is seeing the same trend as our Cape San Blas market. Agents are listing properties as quickly as they are selling. North Gulf County remains steady with [186 active lot listings](#). The residential market of North Gulf is on a steady ride, topping all other months in 2017 with [8 home sales](#) in June! The bulk of this month's sales were secured within the City of Wewa, while Dalkeith and North Overstreet equally snagged the remaining four sales. Once again a waterfront property lead the pack bringing in a sales price of \$195k. The average days on market this month were down to 119. We look for July to be even better, with [seven homes already under contract](#). The residential market is also adding inventory! We're up to [49 active](#) residential properties, still several options for fish camps, and many nice homes to make a full time residence.

**Port St Joe** lots sales continue to decrease, agents in the area only [closed 2 lots](#) this month. One of these sales was in the desirable Southgate subdivision and the other was in Jones Homestead. The sale prices were \$32,500 and \$36k. The lot in Southgate sold upon listing, while the Jones Homestead lot was on the market 44 days. I look for an improvement of lot sales in July, as we currently have [9 under contract](#), and [48 lots left](#) to choose from. The PSJ residential market still facing challenges, my opinion the struggle results from a lack of affordable inventory. June [closed 7 homes](#). Six of this month's sale were in City of Port St Joe, and one in the Oak Grove community. The average sale price was \$191,157, and had an average of 66 days on the market. If all [20 contracts](#) make it to the closing table, July will be the best month for 2017 by far! The inventory in this market still struggles we're down to [25 active listing](#), with only 5 below the first time buyer's budget of \$150k.

**Mexico Beach** lot sales are back on the rise, June [closed 13!](#) St Joe Beach received all the glory this month by closing 9 of the areas 13 lots! Mexico Beach, South Overstreet, Beacon Hill and WindMark Beach all moved one lot. The average sales price this month was \$76,076 and 179 days on market. For July agents look to close [22 lots!](#) These contracts won't even put in a dent in the number of lots still available. It's not too late to choose from one of the [remaining 107](#). The residential market sales remain strong as ever with [19 sales](#) in June! Mexico Beach pulled in 13 of these sales, five in St Joe Beach and one in Beacon Hill. Average sales price was \$335,523 with 209 days on the market. Currently there are [21 homes under contract](#), and [104 still available](#), many being condos.

It is with much gratitude that I announce my ranking of 7 out of 187 agents in transactions closed. I could not have had this success without wonderful sellers like yourself and the fabulous buyers I've had the privilege of working with! 98 Real Estate Group maintains its ranking of Top Producing Company in Mexico Beach, and second Top Producing Office out of 74 in our Association! Thank you all for helping us continue to be a Top Producing Company!