

**Cape San Blas** saw a decline in June. Of the [8 lots sold](#) three were on South CSB and the other five were along North Cape. Three of those five were gulf front lots all selling over \$300k. With sales like that our average price as \$266,400 with 89 days on market. Lots did see a little larger sales volume but also experiences an increased number of days on market. Doesn't look like much of a rise for July currently only [9 lots under contract](#). If building is what you have in mind, take your choice from one of the [205 vacant lots](#) many cleared and ready for your blueprints. Of the [9 homes sold](#) this month, as usual North Cape San Blas lead the pack with 5 sales, two being gulf front that sold over \$1.4m! CR30 Corridor and South Cape San Blas each closed on three homes. Even with the two big sales the average sales price is a bit lower than May at \$595,272 this decrease in volume produced an increase in the days on market for a total of 128. Our homes under contract is consistent with last month. Hopefully [all 15](#) will make it to the closing table. If building isn't in your plans have no fear there are still [86 homes to choose from!](#) Many ask why things aren't moving faster...I suspect because we have so many options available in both land and homes.

**North Gulf County** had a little better June than May. With [4 lots closing](#), two on the Intracoastal Waterway one in the City of Wewa and the fourth and final being on the north end of Wewahitchka. That boosted our average sales price to \$49,225 and fortunately the days on market decreased tremendously to only 194, much better than the 510 in May! As of now we have [10 lots under contract](#) most of which I suspect will be RV lots. There aren't quite as many lots available as in the Cape market but North Gulf County certainly has no shortage, with [181 lots available](#). Home sales are down a touch with only [5 closings](#). We saw one in each sub area of this, minus Honeyville. The average sales price also down to only \$49,225 with 194 days on market. Our average sales price is about ½ of what the overall annual average has been. Fingers crossed each of the [7 homes under contract](#) closes to give us a boost. Several nice waterfront listings bring us to [46 homes to choose from](#). I feel largely due to location and a touch of price point that these beautiful waterfront homes will see a longer than usual time on market.

**Port St Joe** lot sales are back down to [only 2](#). Both in City limits and will bring custom homes, as the city limits allows nothing less. These sales averaged \$35,250 with 201 days on market. Of the [7 under contract](#), three are in the new RV development of Oak Grove. These lots aren't moving as quickly as we suspected. No change in number of lots available, still [99 to choose from](#). Whether you're looking for a large building lot or a nice sized RV lot, we can now accommodate!! Residential sales were a bit lower than previous months but still in the double digits. [Here](#) are the 11 sales for June. The City of Port St Joe pulled the bulk with 9 sales, Highland View and Jones Homestead each brought one. While the total sales were lower the monthly average was up by just over \$20k at \$236,636 and days on market were shaved down to just 39! Consistency should continue into July with [13 homes under contract](#). We've listed several new properties giving buyers [44 homes](#) to choose from, with almost ½ being under \$200k!

**Mexico Beach** lot sales down by five with just [14 closings](#). Nine sales in the Mexico Beach sub area, with only one in Sugar Sands this month. St Joe Beach brought 4 sales, and Overstreet South closed one. Due to the lack of gulf front sales, July averaged only \$75k in lot sales with 219 days on market. If we have no cancellation or extensions July is [scheduled to close 20 lots](#). Doesn't appear there have been many [new lot listings](#), as this number is down to 114. Homes sales are also down. June wasn't the month we all expected it to be, however we're grateful that while things are flying out the window they're coming through slow and steady. Of the [17 homes sold](#) in June the sub area of Mexico Beach delivered 9, St Joe Beach delivered 4, Beacon Hill moved two, one Gulf front the other Gulf view, WindMark Beach and Overstreet South each produced one transaction. The numbers indicate new construction homes are still highly sought after. Average sales price was \$300,728 and an increase in days on market to 128. Still striving to beat that 4 year old record agents are in full force to close [the 33 homes](#) under contract. AS with lots there have been several new home listings. So whether you're looking for a condo townhome single family or mobile home, there's [122 different properties to choose from](#).

For the year 98 Real Estate Group has maintained its position as Top Producing Company. As have I personally also been able to maintain Top Producing Agent in the North Gulf County market and in the Top Five Association wide! I am truly grateful for the trust and support each of you have placed in me!!

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