

## Spring Has Sprung! Agents are working their fingers to the bone!

**Cape San Blas** is burning up with [35 lot sales](#), over the last two months. Even broken down between February and March, that's more than double the number of lots sold in January. Lots prices are also up, ranging from \$24k – \$349k. CR30A corridor sold 11 lots, Indian Pass had two, Cape San Blas South finished up with 8 lots sales, and the desirable North Cape lead the pack with 14 lot sales. Pushing these properties aside, we still have plenty to choose from, [170 lots to be exact](#). The remaining lots are priced from \$24,500 - \$4,399,900. The residential market of the Cape [moved 16 homes](#). Again, North Cape lead the sales with 7 homes; the average home price also rose by more than \$50k, however the average days on market increased by 39%. South Cape came in just behind North with 5 home sales, this area had a bit smaller price tag, but nearly the same days on market. CR30A corridor brought in 4 sales in February and March. Wrapping up March, Cape inventory remains steady with [72 homes remaining](#).

**North Gulf County** is seeing its fair share of action, I feel this increase goes hand and hand with the allowance of RV's and the young families unable to afford the \$200k+/- homes in other parts of the area. The [12 lot sales](#) in North Gulf Co. are still being gobbled up by weekend visitors. Overstreet down just a touch from January with only three of these lot sales. Along North Overstreet, the sales price increased by nearly \$10k. Howard Creek moved 7 lots for prices of \$7200 - \$30,000. Wewa took the last two lot sales, for prices of \$5000 & \$28,000. Sales in North Gulf are on the rise, and so are vacant land listings. Selling off 12 lots and adding 11 to the market, for a total of [198 lots available](#) in this area. List prices range from \$4900 to \$350k. North Gulf County had [9 residential sales](#) in February and March, four of which were bank owned. The overall average sale price was \$54,833 and only 65 days on the market. (The bank owned properties helped days on market tremendously.) Howard Creek and North Overstreet each boasted one sale, White City provided two, and Wewa contributed four of the nine. We are [left with 42 homes](#) in this market with an average list price of \$133,902 and so far sitting on the market for 225 days.

**Port St Joe** is still faced with a slim inventory, considering this is where most full time residents choose to reside. With the lack of homes available, we have seen a rise in lot sales. Between February and March the PSJ market moved [8 lots](#), with only two being RV accessible. Prices ranged from \$28k - \$75k, with days on market being cut drastically!! Four of these lots were sold in Jones Homestead, two in the City and two in Highland View. Port St Joe isn't adding any new lots to the inventory, we are down to [56 vacant lots](#) the average list price for these lots has increased by \$6000, and days on market has risen by 34! The residential market moved [14 homes](#), the average sales price dropped to \$160,030 and spent only 69 days on the market. PSJ is left with [24 active residences](#), average list price increasing to \$243,246, and 168 days on the market.

**Mexico Beach** comes in just behind the Cape market with [18 land sales](#) ranging \$7,500 - \$240k! St Joe Beach/Beacon Hill seem to be the most desirable, with 9 sales. Perhaps because they allow pets, or the restrictions aren't as tight, difference doesn't seem to be related to price. Mexico Beach brought 6 of the lot sales, While Overstreet South and WindMark Beach tied with one sale each. In all of the Mexico Beach market we're seeing a rise in lots available, now up to [117 vacant lots!](#) One of these lots can be yours for a little as \$29k or snag that 87 acre plot still available at \$8,500,000! Without a doubt this market dominated the others in residential sales, [32 homes sold](#), in February and March! Mexico Beach sold 20 of the 32 homes with the bulk being townhomes and/or condos. St Joe Beach moved 9 homes, while Beacon Hill moved two, and WindMark Beach sold our most pricey home in this area for a whopping \$407,500. The remaining properties are fairly equal in homes vs condos/townhomes, and of still a hand full of mobile homes available. The remaining properties range in price from \$119k - \$1,750,000.

Looks like 2017 is moving in the right direction, with 98 Real Estate Group maintaining Top Company in Mexico Beach and falling short by only a couple thousand dollars in North Gulf Co. Personally I am maintaining my 2016 status of Top Agent in North Gulf Co! Thank you all for helping us be #1!