

Buying Season is Upon Us!

Cape San Blas lot sales nearly doubled this month, May [closed 19 lots!](#) The desire to be on North Cape San Blas remains strong with 11 of these lot sales. South Cape and CR 30 corridor each moved three lots, and Indian Pass brought up the rear with two sales. Sale prices ranged from \$26k to \$530k on an X flood zone ¼ acre Gulf Front. The average days on market was 297. Currently [14 lots under contract](#) and [187 still available](#). Residential sales remained consistent with previous months bringing closing another [12 homes](#). North Cape pulled in four of these sales, CR 30 and Indian Pass tied with three each, South Cape finished out the month with two home sales. Average days on market increased a touch over last month lingering around 192 days however; average sale price increased more than \$50k, April's average was \$410,283, May averaged \$465,708!! The additional 71 days on market is well worth bringing those extra dollars! The [homes under contract](#) are down a touch, and [homes available](#) are up by a handful.

North Gulf County remaining fairly consistent with previous months May [closed 8 vacant](#) lots, Wewa dominated with three of these sales, North Overstreet and White City each contributed two and Howard Creek contributed to one lot sale. Average sales price was \$30,867 and lingered 202 days on the market. All signs lead to a good June with [16 properties under contract](#) in North Gulf County!! With the recent sales and properties going under contract, available lots are [down to 186](#), asking prices are also down as low as \$3000. The residential market of North Gulf has topped all other months in 2017 with [seven home sales](#) in May! White City carried one of our sales this month, with the remaining six in Wewa. Our big ticket item was a River front home at \$247k! The average days on market was 149, and sales prices started at \$29,900. Our [current under contract](#) properties include a couple that didn't close in as expected in May and several new contracts! The residential market is also adding inventory! We're up to [46 active](#) residential properties. Still several options for fish camps, and also many nice homes to make a full time residence.

Port St Joe experienced a slowdown in May with only [4 lot sales](#). Three being in the South Gate subdivision within City limits, and one RV permissible lot in Highland View. We had a tight range of \$37k - \$42k and 101 days on market. Once again we have [7 lots under contract](#) leaving [51 to choose from](#). The PSJ residential market is back on track and over its April struggle. May [closed 11 homes](#), all in the City limits. The average sales price was \$197,281 and spend an average of 65 days on the market. The inventory in this market is still weak with [32 homes available](#) and most well over the \$150k price point. With Port St Joe being the most desired area for full time residents our inventory is making it difficult for first time buyers, regardless the challenges this market still managed to get [12 homes under contract](#).

Mexico Beach lot sales fell nearly 50% in April, we've [only moved 8](#) this month. The lot sales were a bit scattered with the bulk being in Mexico Beach, South Overstreet held two sales and WindMark brought in one. Sale prices ranged \$40k for a South Overstreet lot to \$225k for an unobstructed Gulf View property in St Joe Beach. Our big ticket item hindered our days on market, giving us an overall average of 1223. So far agents have secured [11 properties under contract](#), leaving an [additional 125](#) lots for the taking. While lot sales may have been down, residential sales rose from 14 in April to [18 in May](#). Mexico Beach dominates this market with 11 of the sales, St Joe Beach carried 5, South Overstreet and WindMark Beach each contributed one sale. Our lowest sale was South Overstreet for \$75k, and our largest was WindMark Beach at \$549,500. As a whole this market held onto properties for an average of 316 days. The residential market works hard with [26 homes under contract](#), and pushing it to move the [remaining 86](#) available.

Looks like 2017 is moving in the right direction, with 98 Real Estate Group maintaining Top Company in Mexico Beach Personally I am maintaining my 2016 status of Top Listing Agent in North Gulf County! Thank you all for helping us continue to be a Top Producing Company!