

Miranda Rollins, Realtor®  
850-527-4343



**Merry Merry Christmas!**

**Cape San Blas** lot sales continue to see only a slight fluctuation with November delivering only [6 lots sales](#). North and South Cape each had two sales, and one each for CR30A and Indian Pass. The average sales price is up and days on market are down! Music to a seller's ears! November average sales price was \$129k with 137 days on market. As of now looks like December will follow the same lead as previous months with only [7 lots under contract](#). There are still just over [200 lots available](#), so get it while the getting is good! Seeing the same trend in residential sales as in lot sales. The Cape San Blas market had [6 residential sales](#) this month. The favoritism being held along North Cape with 4 of our six sales this month. The other two sales were on South Cape and CR 30. Days on market are back to reality with 132 for November, and average sales price of \$498,500. Doesn't appear will be any better or worse than previous months, currently [7 homes under contract](#). If you're looking to buy, take your pick from one of the [85 currently available](#).

**North Gulf County** Up by one from October, closing November with [7 lot sales](#). Wewahitchka and Overstreet North tied up with three sales each, and Howard Creek brought our final. Average sale price was \$15k and an average of 170 days on market. These numbers are in line with the year's averages. While one would expect December to be a bit slower, we actually have [13 lots scheduled for closing](#)! Still many lots available, but our lowest number so far this year, [177 active properties](#) to choose from. Home sales were down by ½ from October bringing only, [3 sales](#) to the table. Two of the three were in Wewa and the third in North Overstreet. Average sales price was \$109,666, and days on market down to 60, both of these numbers are in line with the rest of the year's averages. Currently just [3 homes under contract](#), [leaving 41 for the taking](#). North Gulf is a challenging market, while by far the most affordable homes, but to our vacationers still just a tad too far from the beach.

**Port St Joe** lot sales on the rise from October, selling off [three properties](#) this month. All in the Jones Homestead market, and in the Cape Plantation subdivision. This neighborhood is on fire this year! We can thank our very own, Justin Cothran for making these sales possible. However, December may be a repeat of October, as we currently have no lots under contract in PSJ. If we can find the buyers they have [62 lots to choose from](#). Homes sales are down just a touch, November [closed 6 homes](#), Average sales price was \$171k with 48 days on market. All of which were in the City of Port St Joe. Stats show December will be a better month, with [9 homes currently under contract](#). It appears we're adding listings in this market as quickly as we're selling and placing under contract, there are still [35 homes available](#), price points are bit more varied, and most at or above the \$200k price point.

**Mexico Beach** lot sales are down for this market, [closing only two](#) in November. One is St Joe Beach and one in Mexico Beach. Sales prices were \$50k and \$52k, with a whopping 562 days on market! December should be a much better month for MB lots, as we currently have [8 under contract](#). We look to our snowbird flying in next month to help put a dent in the [121 lots still available](#). We've seen a nice spike in residential sales over last month, November [closed on 22 homes](#)! AS usual Mexico Beach dominated with 13 sales, St Joe Beach 7, Overstreet South and Beacon Hill each carried one sale. The average sales price for November was \$286,113 with 88 days on market. December looks to be in line with November, currently [17 homes under contract](#). If purchasing a home in this market is part of your agenda, fear not there are still [100 homes available](#), many being new construction.

I pray each and every one of you have a marvelous Christmas season, and ring in the New Year with much love, peace and success!