



Gobble! Gobble!

Cape San Blas lot sales doubled over September with [8 sales](#) in October. Nice recovery! Numbers are tied up this month with North and South Cape bringing 3 sales each, Indian Pass and CR 30A corridor each with 1 sale. The average sales price was \$96,437 with 151 days on market. An increase over September, but a more accurate average for this market. Last month we had 15 lots under contract, with only one carrying over to this month giving us the 8 total sales. Currently there are [10 lots under contract](#), hopefully we can push them all to close! There are still just over [200 lots available](#), so get it while the getting is good! The residential sales have also doubled this month over last with [6 homes sold](#) in October! North Cape and CR 30 each closed two homes, Indian Pass and South Cape each with one sale. Days on market more than doubled this month to 215 days. Aside from July is this is longest DOM we've seen all year. Things are looking good for November with [9 homes under contract](#) with 4 of them being over the \$500k price point. Still a nice inventory in this market with [79 homes available](#), with several options under the \$300k price point.

North Gulf County just as the Cape market doubled its [lot sales to 6!](#) Team 98 played a part in half of these transactions!! Wewahitchka closed 4 of these lots, with the remaining two on North Overstreet. Average sale price was \$13,033 and an average of 142 days on market. These numbers are in line with the years averages. We're are on a rise for from previous months with [9 properties under contract](#). As in other markets, we have lots of land!!! [180 lots available](#) in all of North Gulf market. As for homes in this market, Team 98 dominated!!! We had a hand in each of the [6 home sales](#) this month!! A rise in number of closed transactions, nearly double over last month. Wewa took the lead with 4 of these sales, while Howard Creek and North Overstreet compiled the remaining two. Average sales price was \$116k, and days on market was 86, both of these numbers are in line with the rest of the year's averages. This market still seems to be hot for first time buyers due to the availability of homes under \$150k. Currently there are [4 homes under contract](#). North Gulf Co has [36 homes available](#).

Port St Joe definitely struggling in the vacant land aspect. There were zero lots sales in October! And only [2 lots currently under contract](#) both in Cape Plantation of Jones Homestead. However, just as our other markets there's no shortage of vacant land, take a look at the [61 lots available](#) in Port St Joe. October kept the consistency of September with another [9 home sales!](#) Seven in City of Port St Joe, and one each for Oak Grove and Jones Homestead. Average home price was \$179,150 with 58 days on market. Sales price and days on market are fairly consistent with the rest of the year. This is a grab before its gone market with [6 more homes under contract](#). We slowly chisel away at the current inventory with few homes being added, PSJ is now down to [35 homes available](#), the bulk still under \$200k.

Mexico Beach lot sales remained the same as September with [6 land sales](#). Mexico Beach accounted for three of these sales, St Joe Beach, Beacon Hill and South Overstreet each moved one lot. Average sale price this month was \$51,306 and 236 days on market. Days on market this month are down by nearly ½ of last month's numbers. November is off to a weak start with only [one vacant lot currently under contract](#). Hopefully, this market will grab a few more eyes, to snag one of the [remaining 127 lots](#). Residential sales are at their lowest since January, but up from last October, as is the average sale price. October closed on [13 homes](#), with an average sales price of \$237,730 and 82 days on market. Mexico Beach brought 9 of these sales to the table, St Joe Beach 3, Beacon Hill 1. If all goes as planned November will be a great month with [30 homes under contract!!!](#) The bulk of the [86 properties remaining](#) are single family homes, mostly over \$300k.

I cannot THANK YOU all enough for your faith and support!! The month of October I had the privilege of holding the #1 positions for transactions closed across the Realtors Association of Franklin & Gulf Counties. This is only possible because of the wonderful clients I have the pleasure of working with!! It is each of you who have enabled me to succeed in this business! THANK YOU!!