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It's now been 62 days since Hurricane Michael rocked our world! Still many folks displaced while their home is restored and many looking for a new home. Most businesses and roadways are now open. Due to the amount of devastation Mexico Beach is a bit slower to go than Gulf County, but positive progress is being made daily. Each day brings new hope as our communities are cleaned up! With this report covering September, October and November I was unable to elaborate as I typically like to do. As always if you have questions or concerns please call me.

**Cape San Blas** lot sales for the month of September saw a rise over that of August. [Here](#) are all 15 sales. The CR30 corridor lead the rest with 6 sales, North Cape 5, Indian Pass 3 and South Cape brought up the tail with one sale. September averaged 181 days on market with an average sales price of \$149,933. October slowed as usual with [only 5 sales](#) averaging 210 DOM at \$129,290. North Cape San Blas secured 3 of these sales, Indian Pass and C30 corridor each closed one. With Hurricane Michael's arrival on October 10<sup>th</sup>, time stood still for a minimum of 14 days for most. Literally stopped, no power no phones no internet. Naturally that put a halt on any pending transactions and certainly on any new. Due to diligent efforts prior to the storm agents were still able to [close three lots](#) for November. One sale each for Indian Pass, North Cape and the C30 corridor. Average sales price was \$55,500 with 363 DOM. The market across the board is making a nice comeback from recent devastation, there are currently [12 lots under contract!](#) Still plenty to choose from with [176 lots available](#). While many agents are back in the game, many are still trying to get their homes in order, so of the [55 homes currently listed](#), we're finding some have unnoted damage or the sellers are working overtime to rebuild and requested no changes be made to the listing. If any of these homes catch your eye, please contact me directly for condition updates. In September we saw a typical slow down to only [8 sales](#), all in the North Cape San Blas subarea, and one at Indian Pass. Average sales price was \$554,938 with 2871 days on market. October [closed 6 homes](#). North Cape had three sales, South Cape, 2 and one along C30. Average sales price \$570,554 and 162 DOM. November brought [only two sales](#) for this market, both along the C30 corridor, with an average sales price of \$721k with 62 DOM. There are currently [7 homes under contract](#), I look for many to close at discounted prices with storm damage.

**North Gulf County** lot sales were cut nearly in half! All [four lots](#) closed in September were in the North Overstreet subarea, with an average price of \$23,075 and 171 days on market. [October closed 3 lots](#), a 13 acre waterfront parcel in White City and two other lots in Dalkeith, due to the variation our average are a bit off for this market, \$204,333 and 167 DOM. November [delivered 5 sales](#). Wewa subarea secured 3, and North Overstreet the other two, one being a 55 acre parcel, resulting in an average of \$43,300 and 293 DOM. Looks like December will be a decent month, with [12 properties under contract](#). Pushing these aside we are left with [169 vacant lots to choose from](#). On the residential end of this market, September delivered [5 sales](#), one in the City of Wewa, and two each for Howard Creek and Overstreet North. The average sales price was \$50,140 and 130 DOM. October closed on [3 homes](#), one each in Wewa, the City of Wewa, and White City. Average sales price \$149k with 202 DOM. November delivered [7 sales](#), one in Dalkeith, while Howard Creek, Honeyville & Wewa each closed two. Average sales price \$89,714 and 104 DOM. We currently have [8 homes under contract](#) and [34 available](#). North Gulf County market is becoming more desirable for many who were in Panama City, considering it didn't endure as much damage and it's only a 30 minutes commute. Even more so now this market is starving for loan worthy homes!

**Port St Joe** lot sales saw an increase in September with [6 sales](#). Three in the City of PSJ subarea, 2 in Oak Grove, and one in Highlandview. The average sales price \$86,633 and 245 days on market. [One sale](#) in Oak Grove at \$44,900 and 196 DOM for the month of October. November has [two sales](#), one each for City of PSJ and Oak Grove with an average of \$64,450 and 195 DOM. We currently have only [one lot under contract](#), and [73 lots available](#). Sales in the Oak Grove Trace subdivision are heating up, many for residents needing to relocate, and some for folks who still love our area even in the midst of devastation. September was one of the hottest months this year for the Port St Joe market, with [11 residential sales](#). Eight of these sales were in City of PSJ while Highland View, Oak Grove and Jones Homestead each brought one to the table. Average sales price \$177,136 and 155 DOM. October delivered [3 home sales](#), all in the City subarea. Average sales price \$158,667 and 52 DOM. We [closed on 5 homes](#) in November, two each for Jones Homestead and City of PSJ with one having the subarea marked as St Joe Beach. Average sales \$192,900 and 194 DOM. This market currently has [18 homes under contract](#), many selling for much less than usual due to damages from storm surge. There are [32 homes actively listed](#), most having received storm damage and listed at discounted prices

**Mexico Beach** took a direct hit by Hurricane Michael, which has negatively impacted this market across the board. The City has finally issued letters to property owners indicating the substantial damage percentage. The only building permits being issued is for new construction on vacant land that meets current codes, remodel permits will be issued post 01/10/19. Even prior to Michael lot sales were down in Mexico Beach, partly due to time of year but also due to the limited inventory. September closed [7 lots](#). Mexico Beach and St Joe Beach sub areas each closed two lots, while WindMark Beach, Beacon Hill and Overstreet South each sold one. Average sales price \$72,791 with 89 days on market.

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October closed on 7 lots, averaging \$79,700 and 274 DOM. St Joe Beach lead the pack with 4 sales, while subareas of Mexico Beach and WindMark Beach each closed one. Thanks to Michael, there were NO lot sales in November. Thankfully we now have [6 under contract](#) and [87 actively listed](#). The residential market was still somewhat in tact for September with [10 sales](#). Four sales each for subareas of Mexico Beach and WindMark Beach and two sales for St Joe Beach. Average price \$325,525 and 118 days on market. October delivered [7 sales](#) 1 each in WindMark and Mexico Beach, and three in St Joe Beach. Average price \$282,688 with 152 DOM. November had two sales both of which were damaged properties, one in the Beacon Hill subarea and the other in Mexico Beach. With average sales prices of \$208,500 and 39 DOM. Of all the subareas in the Mexico Beach market, surprisingly WindMark Beach came out the best. There are currently [11 properties under contract](#), aside from those in WindMark Beach, most have sustained damage. [Leaving 58](#) homes/condos/townhomes to choose from.

We were all unsure how this storm would impact the real estate market, much to our surprise its been a positive. Many homeowners are listing because they have received insurance money and will relocate to a less affected area of our paradise. Some selling because they do not have insurance money or cash reserves to make necessary repairs. These are the ones pulling at our heartstrings. In the way of buyers, we're talking to lots of investors luckily those looking for 'steals' have realized local agents are guiding sellers to be smart not desperate. Many of our buyers are people who had a home destroyed and looking for a fresh start. We are making positive headway in finding lenders who will loan on these 'rehab' homes and learning how to work a 'damaged' market. If I haven't spoken with you yet, please forgive me, I promise I'm working on it!

Finding the appropriate stats in our new MLS program was a bit challenging! I was able to find that 98 Real Estate Group is the Top Producing Company across our MLS!! We're super proud, as we typically only dominate Mexico Beach and North Gulf County. My personal domination across North Gulf County has gratefully continued and allowed me to remain in the top 5 association wide for number of closed transactions. Year to date Team 98 has assisted in 219.5 transactions for a total sales volume of \$43,003,139! I am truly grateful for the trust and support each of you have placed in me and Team 98!!

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