



## THANKFUL

**Cape San Blas** lot sales are the lowest we've seen all year, the month of September only held [4 lot sales](#)! North Cape San Blas and Indian Pass each had one sale, CR 30A took home the other two. Sale prices ranged from \$93k - \$150k. While lot sales were few, they only had an average of 17 days on the market. Judging by the [15 lots under contract](#) I'd say everyone has adjusted to the new school schedule, and back out looking!! We now have [205 lots remaining](#). Residential sales in this market are also at an all-time low! This month agents along the Gulf Coast [closed on 3 homes](#); all of which were on North Cape San Blas, sales prices were pretty tight this month from \$215k to \$332k. The residential market much like the land only saw 28 days on the market! We currently have only [8 homes under contract](#) and [83 homes](#) for the taking.

**North Gulf County** just as the Cape market is at yearly low with only [3 vacant lots sales](#)! One sale in the North Overstreet market with the remaining two in Wewahitchka. Ranging in sales price from \$5000 for an acre in Overstreet to \$60k for 12 acres in Wewa. Average days on market only 292, which is about common for this market. Properties under contract are still on track for this market [7 pending/contingent sales](#). Still plenty of vacant land available, [175 lots](#) to be exact; North Gulf County [closed 4 homes](#) this month, North Overstreet and Dalkeith accounted for one sale each, the other two sales this month were in Wewahitchka. Average days on market are down a touch to only 104. Homes under \$150k are still in high demand, and seem to be the only ones moving, check out the [7 currently under contract](#) we're down to only [37 homes in this market](#) with the bulk being under \$150k.

**Port St Joe** remains consistent with [3 lot sales](#) this month all in City limits with an average of 289, two of these lots sold at \$11k and the third at \$24k. [Three lots under contract](#) continues the consistency of PSJ market alot like North Gulf Co. lots selling but none being added to inventory. For the first time in a few months [lots available](#) are up to 49. The inventory for lots that accommodate RV's in this market are slim to none, and the calls keep coming. The residential market in Port St Joe saw a bit of a dip in September with only [9 home sales](#)! Highland View accounts for two of these sales with the remaining 7 in the City. Pricing ranged from \$50k to \$241k. September only kept these homes on the market for a slim 26 days. If you're looking in this market, I suggest making a move before you miss out! With 7 homes [under contract](#) I'd say the market remains steady! Homes currently available are seeing some of the better prices all year the majority of the [37 homes available](#) are under \$200k!

**Mexico Beach** lot sales are at the lowest for the year with only [6 land sales](#). WindMark Beach has sold more lots in the last two months (2/mo) than all year! Mexico Beach brought 3 sales, St Joe Beach 1, sales prices ranged from \$40k on a Mexico Beach lot to \$94k in WindMark. Our high dollar lot in WindMark has skewed this month's days on market, with an average of 468 days! The [8 lots under contract](#) will keep this market consistent, available lots are the same as last month [124 to choose from](#) residential market still rising with [21 home sales](#). Once again, Mexico Beach pulled the weight with ten home sales, St Joe Beach brought seven, Beacon Hill and WindMark Beach each closed two homes. These homes spent 82 days on the market with prices ranging \$120k for a mobile home - \$1m for a Gulf Front WindMark Beach home! Currently there are [19 homes under contract](#), and [103 available](#).

I'm pleased to say, I have maintained #7 out of 200+ agents in transactions closed, and number two in my Company!! For the year I also hold top sales and listings agent in all of North Gulf County. I could not have had this success without wonderful sellers like yourself and the fabulous buyers I've had the privilege of working with! 98 Real Estate Group maintains its ranking of Top Producing Company in Mexico Beach! Thank you for your support!!