

PERDIDO KEY SUMMER 2022 REAL ESTATE UPDATE

SINGLE FAMILY & TOWNHOME SALES ACTIVITY
JANUARY 1, 2022 - AUGUST 15, 2022

COURTESY OF



Kathy Justice

PERDIDO KEY'S #1 REALTOR 2007-2021





END OF SUMMER MARKET UPDATE

I would appreciate the opportunity to serve you!

The Perdido Key real estate market continues its upward climb this year with a 15% increase in number of sales over 2021. New single-family home construction by DR Horton is the primary catalyst for this sales increase. The homebuilder has closed 56 new homes on the island this year, primarily within the new community of Serenity (off River Road) as well as Lost Key Golf & Beach Club. Single-family home prices are up 15% year over year.

Lost Key villas and townhomes continued their unprecedented increase in value with prices up 26% from this time last year. That said, those upward pricing trends are starting to level out (and even drop) as inventory has increased and Buyers have more choices. Condominium prices in Lost Key are up 17% from last year and inventory levels remain low with only five listings for sale.

The number of condominium sales is down 4% this year due to low inventory levels. Condominium prices are up an average of 15%. Inventory has recently increased in some communities, yet sales prices remain strong with continued demand. That said, Buyers are pushing back on inflated listing

prices which indicates the market has reached a peak in some communities. With the summer season coming to an end, I anticipate an increase in active listings particularly within communities that allow short-term rentals.

Overall, our Perdido Key real estate market remains healthy, and I am optimistic we will see a busy Fall buying season. Buyers may have more choices, but demand is still strong to own a piece of paradise in Perdido Key!

As the leading Realtor in Perdido Key for 15 consecutive years, I am strongly equipped to navigate this shifting market. My relationships with fellow Realtors, appraisers, lenders, local vendors and community managers add incredible value to my customers. I hope you will consider me and my team if you are thinking of buying or selling. We strive to exceed expectations and offer the highest levels of service to our clients.

Blessings from the Beach!
Kathy

PERDIDO KEY SALES YEAR-OVER-YEAR | JANUARY 1ST – AUGUST 15TH

	CONDOS			TOWNHOME/MULTI-FAMILY			SINGLE-FAMILY HOMES		
	2021	2022	% CHANGE	2021	2022	% CHANGE	2021	2022	% CHANGE
NUMBER OF SALES	188	180	▼ 4%	58	49	▼ 16%	17	76	▲ 347%
AVG. PRICE	\$581,074	\$666,214	▲ 15%	\$483,827	\$587,396	▲ 21%	\$663,354	\$763,305	▲ 15%
AVG. \$/SQFT	\$365	\$441	▲ 21%	\$275	\$323	▲ 17%	\$265	\$290	▲ 9%
AVG. DOM	56	35	▼ 37%	33	25	▼ 24%	44	37	▼ 16%

Thinking of Selling?
I would love to hear from you!
KATHY@PERDIDOGIRL.COM | 850-712-4631

ABOUT

KATHY JUSTICE

Kathy is the leading real estate professional in Perdido Key, Florida, whose market knowledge, enthusiasm and exceptional customer service skills have helped her to maintain #1 Volume Sales Agent in Perdido Key for the past 15 consecutive years.

Kathy was raised in the area and grew up at the beach where she now specializes in waterfront home and condominium sales. After an accomplished career in mechanical engineering with The Proctor & Gamble Company, Kathy decided to return to the beach she loves so much and put her problem-solving skills to work selling real estate along the Gulf Coast.

Kathy brings expert local knowledge, strong negotiation skills and exceptional customer service to those she is privileged to serve. Her sister, Karen, works alongside her as Transaction Coordinator and they make a powerful team on behalf of their customers!

ACCOMPLISHMENTS

- Highest Producing Agent in Perdido Key History
- #1 Volume Realtor in Perdido Key, Florida 2007 - 2021
- Newsweek "America's Best Realtors" 2020
- #3 Ranking Agent Nationwide 2021 - Better Homes and Gardens Real Estate
- Pensacola Association of Realtors – Top 1% Producer since 2006
- B.S. Mechanical Engineering, Florida State University
- Perdido Key Area Chamber of Commerce, Past Chairman
- Better Homes and Garden Real Estate Shining Star Culture Award 2019



JANUARY 1, 2022 - AUGUST 15, 2022

LOST KEY GOLF AND BEACH CLUB



ADDRESS	BEDS	BATHS	APX. SQFT	SALES PRICE	DOM	SOLD \$/SQFT
LOST KEY VILLAS & TOWNHOMES						
14278 BEACH HEATHER CT	2	2.5	1,500	\$490,000	51	\$327
14358 BEACH HEATHER CT	2	2.5	1,506	\$505,000	0	\$335
14350 BEACH HEATHER CT	2	2.5	1,500	\$525,000	0	\$350
14390 BEACH HEATHER CT	2	2.5	1,500	\$525,000	42	\$350
14374 BEACH HEATHER CT	2	2.5	1,500	\$510,000	7	\$340
14245 BEACH HEATHER CT	3	2.5	1,634	\$610,000	15	\$373
14241 BEACH HEATHER CT	3	2.5	1,651	\$625,000	9	\$379
14249 BEACH HEATHER CT	3	2.5	1,651	\$630,000	160	\$382
14402 BEACH HEATHER CT	3	2.5	1,651	\$640,000	3	\$388
6628 CARLINGA DR	4	4	2,128	\$650,000	41	\$305
6594 CARLINGA DR	4	4	2,148	\$675,000	59	\$314
6593 CARLINGA DR	4	4	2,148	\$676,450	40	\$315
6566 CARLINGA DR	4	4	2,170	\$689,000	74	\$318
6608 CARLINGA DR	4	4	2,148	\$690,000	22	\$321
6582 CARLINGA DR	4	4	2,170	\$700,000	126	\$323
6584 CARLINGA DR	4	4	2,170	\$709,000	1	\$327
6574 CARLINGA DR	4	4	2,170	\$712,000	2	\$328
6572 CARLINGA DR	4	4	2,170	\$715,000	6	\$329
6618 CARLINGA DR	4	4	2,170	\$715,000	9	\$329
6596 CARLINGA DR	4	4	2,148	\$720,000	0	\$335
6624 CARLINGA DR	4	4	2,148	\$720,000	12	\$335
6640 CARLINGA DR	4	4	2,148	\$720,000	24	\$335
6612 CARLINGA DR	4	4	2,170	\$721,000	0	\$332
6592 CARLINGA DR	4	4	2,148	\$725,000	56	\$338
14347 CORDGRASS LN	4	4	2,170	\$684,028	115	\$315
14345 CORDGRASS LN	4	4	2,170	\$699,916	103	\$323
14354 CORDGRASS LN	4	4	2,170	\$713,500	0	\$329
13905 DEL RIO DR	4	3	2,340	\$540,000	14	\$231
14610 SALT MEADOW DR	2	2.5	1,500	\$488,000	7	\$325
14548 SALT MEADOW DR	2	2.5	1,500	\$511,000	5	\$341
14508 SALT MEADOW DR	2	2.5	1,506	\$522,000	37	\$346
14552 SALT MEADOW DR	2	2.5	1,500	\$522,500	6	\$348
14504 SALT MEADOW DR	2	2.5	1,500	\$525,000	5	\$350
14477 SALT MEADOW DR	3	3	1,651	\$560,000	33	\$339
14501 SALT MEADOW DR	3	2.5	1,651	\$570,000	93	\$345
14601 SALT MEADOW DR	3	2.5	1,634	\$575,000	12	\$352
14449 SALT MEADOW DR	3	2.5	1,651	\$579,000	2	\$351
14553 SALT MEADOW DR	3	2.5	1,651	\$585,000	0	\$354
14597 SALT MEADOW DR	3	2.5	1,690	\$585,000	15	\$346
14593 SALT MEADOW DR	3	2.5	1,651	\$600,000	2	\$363
14581 SALT MEADOW DR	3	2.5	1,690	\$605,000	0	\$358

All data provided by Pensacola Association of Realtors. MLS from 01/01/2022 - 08/15/2022 as input by Realtors.
 Kathy Justice | Licensed Real Estate Professional | If your property is currently listed with another Realtor, this is not a solicitation.

JANUARY 1, 2022 - AUGUST 15, 2022

LOST KEY GOLF AND BEACH CLUB



ADDRESS	BED	BATH	APX. SQFT	SALES PRICE	DOM	SOLD \$/SQFT
LOST KEY SINGLE FAMILY						
604 CLUBHOUSE TER	3	5	3,107	\$745,000	57	\$240
616 CLUBHOUSE TER	4	4.5	3,240	\$900,000	36	\$278
600 CLUBHOUSE TER	5	3	2,511	\$567,400	0	\$226
525 LOST KEY DR	4	2	1,835	\$499,900	0	\$272
502 LOST KEY DR	4	2	1,835	\$503,250	0	\$274
522 LOST KEY DR	4	2	1,835	\$509,900	1	\$278
530 LOST KEY DR	4	2.5	2,002	\$539,900	0	\$270
527 LOST KEY DR	5	3	2,511	\$579,900	0	\$231
501 LOST KEY DR	5	3	2,511	\$616,325	23	\$245
529 LOST KEY DR	5	3	2,511	\$630,350	62	\$251
68 MAXFLI PL	5	3	2,511	\$619,900	61	\$247
60 MAXFLI PL	3	2.5	1,764	\$675,000	93	\$383
50 MAXFLI PL	4	2.5	2,002	\$547,400	136	\$273
510 PINO DRIVE	4	4.5	3,276	\$615,000	100	\$188
508 PINO DRIVE	5	3	2,511	\$579,900	4	\$231
510 PINO DRIVE	4	4.5	3,276	\$615,000	100	\$188
508 PINO DRIVE	5	3	2,511	\$579,900	4	\$231

LOST KEY YEAR-OVER-YEAR | JANUARY 1ST – AUGUST 15TH

TOWNHOMES/VILLAS

	2021	2022	%CHANGE
NUMBER OF SALES	47	40	▼ 15%
AVG. PRICE	\$495,359	\$625,310	▲ 26%
AVG. \$/SQFT	\$278	\$340	▲ 22%
AVG. DOM	25	30	▲ 20%

SINGLE-FAMILY HOMES

	2021	2022	%CHANGE
NUMBER OF SALES	2	16	▲ 700%
AVG. PRICE	\$558,500	\$603,383	▲ 8%
AVG. \$/SQFT	\$203	\$265	▲ 31%
AVG. DOM	1	35	▲ 3,400%

Would you like to know your property value?
Contact me for a professional opinion.

KATHY@PERDIDOGIRL.COM | 850-712-4631



JANUARY 1, 2022 - AUGUST 15, 2022

SINGLE FAMILY HOMES



COMMUNITY	ADDRESS	BEDS/BATHS	APX. SQFT	SALES PRICE	DOM	SOLD \$/SQFT	WATERFRONT
ARBOR GATE	14367 ARBORGATE DR	4/3.5	2,820	\$650,000	19	\$231	NONE
ARBOR GATE	14391 ARBORGATE DR	4/3.5	3,005	\$705,000	2	\$235	NONE
ARBOR GATE	7883 EVENING GLOW DR	3/2.5	1,741	\$492,925	6	\$283	NONE
ARBOR GATE	7876 EVENING GLOW DR	4/3.5	2,219	\$510,900	5	\$230	NONE
ARBOR GATE	7884 EVENING GLOW DR	4/3.5	2,219	\$491,900	5	\$222	NONE
ARBOR GATE	7895 EVENING GLOW DR	4/3.5	2,219	\$544,900	0	\$246	NONE
ARBOR GATE	7899 EVENING GLOW DR	4/3.5	2,219	\$560,890	49	\$253	NONE
ARBOR GATE	373 GULFVIEW LANE	4/4.5	4,100	\$1,075,000	84	\$262	RIVER ACCESS
ARBOR GATE	382 GULFVIEW LANE	5/4	2,692	\$813,500	261	\$302	RIVER ACCESS
ARBOR GATE	325 GULFVIEW LANE	6/4	3,496	\$995,000	177	\$285	RIVER ACCESS
SERENITY	7887 EVENING GLOW DR	3/2.5	1,741	\$447,900	6	\$257	NONE
SERENITY	7861 EVENING GLOW DR	3/2.5	1,741	\$469,900	0	\$270	NONE
SERENITY	7880 EVENING GLOW DR	4/3.5	2,219	\$491,900	5	\$222	NONE
SERENITY	7868 EVENING GLOW DR	4/3.5	2,219	\$550,890	4	\$248	NONE
SERENITY	14326 GARDENGLN DR	3/2.5	1,741	\$442,900	0	\$254	NONE
SERENITY	14373 GARDENGLN DR	3/2.5	1,741	\$494,300	3	\$284	NONE
SERENITY	14342 GARDENGLN DR	4/3.5	2,219	\$481,900	72	\$217	NONE
SERENITY	14358 GARDENGLN DR	4/3.5	2,219	\$490,925	14	\$221	NONE
SERENITY	14338 GARDENGLN DR	4/3.5	2,219	\$495,900	80	\$223	NONE
SERENITY	14357 GARDENGLN DR	4/3.5	2,219	\$521,900	61	\$235	NONE
SERENITY	14334 GARDENGLN DR	4/3.5	2,219	\$534,900	54	\$241	NONE
SERENITY	14365 GARDENGLN DR	4/3.5	2,219	\$548,425	0	\$247	NONE
SERENITY	14361 GARDENGLN DR	4/3.5	2,219	\$566,415	2	\$255	NONE
SERENITY	14346 GARDENGLN DR	4/3.5	2,219	\$560,900	69	\$253	NONE
SERENITY	14350 GARDENGLN DR	4/3.5	2,219	\$565,900	69	\$255	NONE
SERENITY	14369 GARDENGLN DR	4/3.5	2,219	\$598,500	0	\$270	NONE
NONE	7201 LAFITTE REEF	4/3	1,847	\$896,275	15	\$485	CANAL
NONE	6225 SIGUENZA DR	4/2.5	3,436	\$1,110,000	136	\$323	CANAL
NONE	6211 SIGUENZA DR	4/3.5	2,492	\$879,900	4	\$353	CANAL
NONE	1246 PARASOL PL	4/3.5	2,686	\$1,255,000	11	\$467	BEACH ACCESS
NONE	436 GULFVIEW LN	_/3.5	3,116	\$880,000	9	\$282	RIVER FRONT
NONE	13942 RIVER RD	5/4.5	2,410	\$995,000	153	\$413	RIVER FRONT
NONE	16604 - 2 - PERDIDO KEY DR	4/4.5	2,875	\$1,080,000	2	\$376	RIVER FRONT
NONE	16604 - 4 - PERDIDO KEY DR	4/4.5	3,013	\$1,200,000	194	\$398	RIVER FRONT
NONE	16297 PERDIDO KEY DR	4/6	5,150	\$5,100,000	78	\$990	BEACH FRONT
NONE	14003 PERDIDO KEY DR	5/5.5	3,601	\$2,365,000	0	\$657	BEACH FRONT
NONE	14005 PERDIDO KEY DR	5/5.5	3,601	\$2,425,000	19	\$673	BEACH FRONT
NONE	16788 PERDIDO KEY DR	7/7.5	6,700	\$3,700,000	174	\$552	BEACH FRONT



All data provided by Pensacola Association of Realtors. MLS from 01/01/2022 - 08/15/2022 as input by Realtors.
 Kathy Justice | Licensed Real Estate Professional | If your property is currently listed with another Realtor, this is not a solicitation.

JANUARY 1, 2022 - AUGUST 15, 2022

SINGLE FAMILY HOMES



COMMUNITY	ADDRESS	BR/BA	APX. SQFT	SALES PRICE	DOM	SOLD \$/SQFT	WATERFRONT
HOLIDAY HARBOR	14026 WATERVIEW DRIVE	2/1	848	\$308,000	17	\$363	NONE
HERONS WALK	828 SAILFISH CT	3/3	2,542	\$969,000	0	\$381	NONE
HERONS WALK	825 SAILFISH CT	5/3	2,750	\$749,900	1	\$273	NONE
SERENITY	7927 SWEET RETREAT LN	4/3.5	2,219	\$479,900	6	\$216	NONE
SERENITY	7908 SWEET RETREAT LN	4/3.5	2,219	\$481,025	13	\$217	NONE
SERENITY	7939 SWEET RETREAT LN	4/3.5	2,219	\$484,925	17	\$219	NONE
SERENITY	7909 SWEET RETREAT LN	4/3.5	2,219	\$486,900	38	\$219	NONE
SERENITY	7947 SWEET RETREAT LN	4/3.5	2,219	\$488,100	21	\$220	NONE
SERENITY	7943 SWEET RETREAT LN	4/3.5	2,219	\$488,315	41	\$220	NONE
SERENITY	7935 SWEET RETREAT LN	4/3.5	2,219	\$489,415	30	\$221	NONE
SERENITY	7955 SWEET RETREAT LN	4/3.5	2,219	\$489,415	14	\$221	NONE
SERENITY	7951 SWEET RETREAT LN	4/3.5	2,219	\$489,890	52	\$221	NONE
SERENITY	7931 SWEET RETREAT LN	4/3.5	2,219	\$490,900	42	\$221	NONE
SERENITY	7901 SWEET RETREAT LN	4/3.5	2,219	\$492,300	12	\$222	NONE
SERENITY	7917 SWEET RETREAT LN	4/3.5	2,219	\$494,900	10	\$223	NONE
SERENITY	7905 SWEET RETREAT LN	4/3.5	2,219	\$496,900	55	\$224	NONE
SERENITY	7913 SWEET RETREAT LN	4/3.5	2,219	\$496,900	34	\$224	NONE
SERENITY	7912 SWEET RETREAT LN	4/3.5	2,219	\$498,900	11	\$225	NONE
SERENITY	7900 SWEET RETREAT LN	4/3.5	2,219	\$502,000	0	\$226	NONE
SERENITY	7904 SWEET RETREAT LN	4/3.5	2,219	\$531,415	35	\$239	NONE
TOWNHOME/DUPLEX							
BANANA BAY	6083 VALHALLA AVE	2/2	1,818	\$425,000	0	\$234	RIVER ACCESS
BANANA BAY	6054 VALHALLA AVE	2/2	1,525	\$475,000	0	\$311	RIVER ACCESS
BANANA BAY	13913 DEL RIO DR	3/2.5	2,359	\$614,000	3	\$260	RIVER ACCESS
RIVER BEND	14180 RIVER RD - UNIT 11	2/2.5	1,360	\$365,000	1	\$268	RIVER FRONT
NONE	13554 PERDIDO KEY DR	2/2.5	1,122	\$296,000	6	\$264	NONE
NONE	13556 PERDIDO KEY DR	2/2.5	1,200	\$275,000	0	\$229	NONE
KEY WINDS	13574 PERDIDO KEY DR - UNIT 203	1/1.5	1,051	\$180,000	2	\$171	NONE

I would appreciate the opportunity to serve you!
KATHY@PERDIDOGIRL.COM | 850-712-4631

