

TOTAL NUMBER OF PERDIDO KEY SALES IN 2022

\$282,502,907



PERDIDO KEY, FLORIDA

GULF FRONT CONDO SALES

\$124,639,440

RIVERFRONT & INTRACOASTAL CONDOS

\$30,919,900

NON-WATERFRONT CONDOS

\$12,926,300

LOST KEY GOLF & BEACH CLUB

\$50,107,917 *Includes townhomes, condos, and single family sales by volume.

SINGLE FAMILY ATTACHED & DETACHED

\$63,909,260

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2022 REAL ESTATE UPDATE **LOST KEY**

PERDIDO KEY LOST KEY SALES ACTIVITY JANUARY 1, 2022 - DECEMBER 31, 2022

PROVIDED BY



Kathy Justice

BROKER-ASSOCIATE

LICENSED IN FLORIDA & ALABAMA



**Better
Homes
and Gardens.**
REAL ESTATE

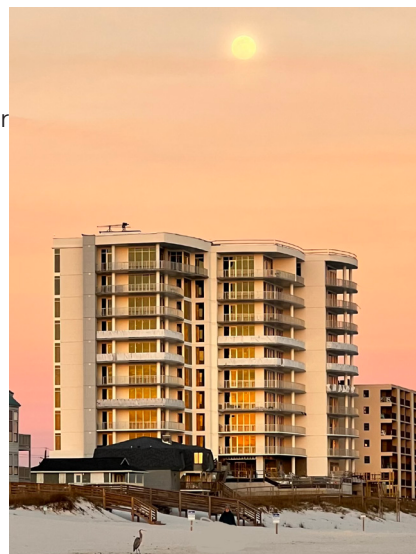
**MAIN STREET
PROPERTIES**



HIGHEST PRODUCING
REALTOR
IN PERDIDO KEY
HISTORY

From Kathy 2022 YEAR IN REVIEW

I am happy to report that our 2023 real estate market is off to a strong start with over \$35M in 'under contract' and closed sales since January 1st. This is a welcome increase in activity after a slower Fall season where closings were down 38% from the previous year (September 1 – December 31). The good news is the average sales price was up \$130,000 year-over-year. This slow down can be attributed to a lack of inventory but also to rising interest rates and higher property values pushing some buyers out of the market (or causing them to step back and wait). Perdido Key's strongest market continues to be luxury and beachfront (both condos and homes) where limited inventory continues to drive prices. Overall, demand for waterfront condos remains strong and prices within each community directly reflect the available inventory. Several communities with excessive inventory have experienced a small decline in value, but these are isolated and not reflective of the overall market. For specific details about your community, please reach out to me.



We are close to celebrating the completion of Portico at Perdido – our first beachfront condominium built since Vista del Mar (2017) in Perdido Key. I am thankful and grateful to have worked with Ron Durham, the Portico at Perdido developer, to bring Perdido Key's newest beachfront condominium to life! After years of design, construction, and hard work, we are excited for owners to move into their new residences beginning late-March. With only 27 residences and 10-stories, Portico is a beautiful low-density addition to our Perdido Key landscape. If you would like to know more about Portico or other new construction opportunities along our beautiful coast, please reach out to me.

I consider it an honor to help my customers and share the knowledge and expertise that I have gained in my 23 years in selling the Perdido Life! I am truly blessed to be able to work, live and enjoy this beautiful place we call home!

Blessings from the Beach!



THINKING OF SELLING?
I'D LOVE TO HEAR FROM YOU!
KATHY@PERDIDOGIRL.COM | 850-712-4631

"Kathy is #1 in Perdido Key for a reason! She was so kind and helpful with not only selling my home but also recommending movers, handymen, etc. Her network is impeccable as is her service. I cannot say enough about Kathy and highly recommend her to anyone that is selling their home!"

– Owner, Parasol



YEAR-OVER-YEAR

PERDIDO KEY COMPARISONS | JAN 1ST – DEC 31ST

GULF-FRONT CONDOS

	TOTAL SALES			AVG. DAYS ON MARKET			AVG. SALES PRICE			AVG. \$ PER SQFT		
	2021	2022	CHNG	2021	2022	CHNG	2021	2022	CHNG	2021	2022	CHNG
1 BED	16	14	-13% ▼	70	28	-60% ▼	\$314,919	\$435,386	38% ▲	\$420	\$565	35% ▲
2 BED	48	54	13% ▲	54	38	-30% ▼	\$564,723	\$620,415	10% ▲	\$448	\$498	11% ▲
3 BED	54	59	9% ▲	51	39	-24% ▼	\$789,283	\$888,901	13% ▲	\$444	\$502	13% ▲
4 BED	25	21	-16% ▼	75	31	-59% ▼	\$1,096,508	\$1,490,595	36% ▲	\$416	\$534	28% ▲
5 BED	3	4	33% ▲	194	5	-97% ▼	\$2,095,000	\$2,201,250	5% ▲	\$485	\$633	31% ▲
	-12% CHANGE			4% CHANGE			16% CHANGE			23% CHANGE		

SINGLE FAMILY HOMES

TOTAL SALES		AVG. DAYS ON MARKET		AVG. SALES PRICE		AVG. \$ PER SQFT	
2021	2022	2021	2022	2021	2022	2021	2022
27	77	66	36	\$802,297	\$798,498	\$302	\$300
185% CHANGE ▲		-45% CHANGE ▼		-1% CHANGE ▼		-1% CHANGE ▼	

INTRACOASTAL/RIVERFRONT

TOTAL SALES		AVG. DAYS ON MARKET		AVG. SALES PRICE		AVG. \$ PER SQFT	
2021	2022	2021	2022	2021	2022	2021	2022
25	53	52	46	\$484,438	\$583,394	\$301	\$371
112% CHANGE ▲		-11% CHANGE ▼		20% CHANGE ▲		23% CHANGE ▲	

LOST KEY GOLF & BEACH CLUB

TOTAL SALES		AVG. DAYS ON MARKET		AVG. SALES PRICE		AVG. \$ PER SQFT	
2021	2022	2021	2022	2021	2022	2021	2022
124	85	40	40	\$483,729	\$567,623	\$277	\$294
-31% CHANGE ▼		0% CHANGE ▲		17% CHANGE ▲		6% CHANGE ▲	

PERDIDO KEY YEAR-OVER-YEAR COMPARISON

TOTAL OVERALL SALES	
2021	2022
416	406

-2% CHANGE ▼

AVG. DAYS ON MARKET

2021	2022
43	36

-7% CHANGE ▼

AVG. SALES PRICE

2021	2022
\$586,452	\$695,819

19% CHANGE ▲

AVG. \$ PER SQFT

2021	2022
\$355	\$394

11% CHANGE ▲



All data provided by Pensacola Association of Realtors, MLS from 01/01/2022 - 12/31/2022 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 - DECEMBER 31, 2022

LOST KEY GOLF AND BEACH CLUB



LOST KEY VILLAS & TOWNHOMES

ADDRESS	BEDS	BATHS	APX. SQFT	SALES PRICE	DOM	SOLD \$/SQFT
14286 BEACH HEATHER CT	2	2.5	1,500	\$487,500	6	\$325
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
14374 BEACH HEATHER CT	2	2.5	1,500	\$510,000	7	\$340
14302 BEACH HEATHER CT	2	2.5	1,500	\$510,000	53	\$340
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
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
14213 BEACH HEATHER CT	3	2.5	1,690	\$649,000	41	\$384
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
6622 CARLINGA DR	4	4	2,148	\$700,000	98	\$326
6598 CARLINGA DR	4	4	2,148	\$700,000	133	\$326
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
6643 CARLINGA DR	4	4	2,170	\$715,000	70	\$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
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
14501 SALT MEADOW DR	3	2.5	1,651	\$570,000	93	\$345
14477 SALT MEADOW DR	3	3	1,651	\$560,000	33	\$339
14569 SALT MEADOW DR	3	3	1,651	\$615,000	11	\$373

JANUARY 1, 2022 - DECEMBER 31, 2022

LOST KEY GOLF AND BEACH CLUB



LOST KEY VILLAS & TOWNHOMES

ADDRESS	BEDS	BATHS	APX. SQFT	SALES PRICE	DOM	SOLD \$/SQFT
14532 SALT MEADOW DR	2	2.5	1,500	\$475,000	109	\$317
14538 SALT MEADOW DR	2	2.5	1,494	\$500,000	62	\$335
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
14469 SALT MEADOW DR	3	2.5	1,651	\$585,000	77	\$354

LOST KEY SINGLE FAMILY

ADDRESS	BED	BATH	APX. SQFT	SALES PRICE	DOM	SOLD \$/SQFT
604 CLUBHOUSE TER	3	5	3,107	\$745,000	57	\$240
612 CLUBHOUSE TER	4	4.5	3,107	\$729,998	82	\$235
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
60 MAXFLI PL	3	2.5	1,764	\$675,000	93	\$383
50 MAXFLI PL	4	2.5	2,002	\$547,400	136	\$273
68 MAXFLI PL	5	3	2,511	\$619,900	61	\$247
508 PINO DRIVE	5	3	2,511	\$579,900	4	\$231
510 PINO DRIVE	4	4.5	3,276	\$615,000	100	\$188

UNIT	BR/BA	APX. SQFT	SALES PRICE	DOM	\$/SQFT
SAN ANDRES (SITE 18)					
402A	2/2	1,624	\$430,000	13	\$265
702	2/2	1,624	\$475,000	49	\$292
405A	3/2	1,739	\$448,000	9	\$258
901	3/2	1,739	\$515,000	0	\$296
SANTO AMARO (SITE 18)					
304B	2/2	1,624	\$440,000	30	\$271
1004B	2/2	1,624	\$450,000	29	\$277
902	2/2	1,624	\$472,000	27	\$291
205B	3/2	1,739	\$390,000	301	\$224
403B	3/2	1,742	\$445,000	45	\$255
805B	3/2	1,739	\$528,400	14	\$304
1001B	3/2	1,739	\$560,000	5	\$322

UNIT	BR/BA	APX. SQFT	SALES PRICE	DOM	\$/SQFT
LA SALBADORA (SITE 18)					
602C	2/2	1,624	\$430,000	66	\$265
605C	3/2	1,739	\$475,000	73	\$273
505C	3/2	1,739	\$485,000	2	\$279
201C	3/2	1,739	\$494,000	8	\$284
SAN ANTON (SITE 18)					
1005	2/2	1,485	\$460,000	5	\$310
902	2/2	1,485	\$473,000	25	\$319
201	3/2	1,572	\$450,000	6	\$286
304D	3/2	1,572	\$474,500	123	\$302
1003	3/2	1,553	\$495,000	0	\$319

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