

Better
Homes
and Gardens.
REAL ESTATE

MAIN STREET
PROPERTIES



GULF FRONT CONDOS

2020 ANNUAL REAL ESTATE REPORT



Kathy Justice

PERDIDO LIFE.COM

PERDIDO KEY'S NUMBER ONE REALTOR



PERDIDO KEY

2020 MARKET OVERVIEW





While 2020 was a year of unexpected turns, it was another year of strong growth for the Perdido Key real estate market. In the midst of a pandemic, people were motivated even more by quality of life and the desire to take refuge, relax and gather with loved ones along our beautiful Gulf Coast. Sales volume surpassed the previous year in spite of an inventory shortage and average condo prices continuing to climb. These statistics are even more compelling when one considers the impact of Hurricane Sally to a typically robust Fall real estate market.

I have an extremely positive outlook for the 2021 Perdido Key market where low inventory and high demand should continue to drive prices upward. I do expect we will see a bump in inventory this Spring/Summer typical, of post-hurricane circumstances. If you are considering selling, I recommend listing your property as soon as possible while inventory is still low. With our current market conditions, it is critical to work with an experienced Realtor to educate buyers regarding storm-related damages and assessments as well as help guide appraisers. As Perdido Key's leading real estate professional, I take great pride in setting high standards and exceeding your expectations.

To all of my customers, past and present, thank you for your business and friendship! I look forward to serving you in 2021!

Many blessings to you and yours for a healthy, prosperous New Year,



	PRICE/SF 2019	PRICE/SF 2020	SALES PRICE 2019	SALES PRICE 2020
 GULF-FRONT CONDOS	\$357	\$366	\$637,088	\$639,374
 INTRACOASTAL-RIVERFRONT CONDOS	\$253	\$286	\$384,459	\$439,950
 TOWNHOME DUPLEX MULTI-FAMILY	\$203	\$222	\$364,613	\$408,438
 SINGLE FAMILY HOMES	\$233	\$242	\$574,935	\$595,286



2020 GULF FRONT AVERAGES

2020 GULF FRONT CONDO SALES BY BEDROOM

	# SALES		SALES PRICE			DAYS ON MARKET			PRICE/SF		
	2019	2020	2019	2020	% CHANGE	2019	2020	% CHANGE	2019	2020	% CHANGE
1-BED	8	9	\$270,562	\$319,067	18%	52	76	46%	\$349	\$399	14%
2-BED	46	45	\$443,442	\$462,591	4%	75	50	-33%	\$349	\$366	5%
3-BED	52	45	\$622,298	\$649,096	4%	52	46	-11%	\$361	\$366	1%
4-BED	24	22	\$939,454	\$1,003,859	7%	138	166	20%	\$327	\$351	7%
5-BED	6	3	\$1,597,500	\$1,433,333	-10%	133	231	73%	\$508	\$364	-28%

ALL 2020 GULF FRONT CONDO AVERAGES

	2019	2020
DAYS ON MARKET	79	76
AVERAGE SALES PRICE	\$637,088	\$639,374
AVERAGE COST/SQFT	\$357	\$366
NUMBER OF SALES	136	124

THIS REPORT EXCLUDES BEACHFRONT PROPERTIES WITH BOATING ACCESS. FOR OTHER SPECIFIC MARKET REPORTS SUCH AS "BEACH W/ BOATING, INTRACOASTAL-RIVER, SINGLE-FAMILY HOMES, ETC. PLEASE EMAIL ME AT KATHY@PERDIDOGIRL.COM.

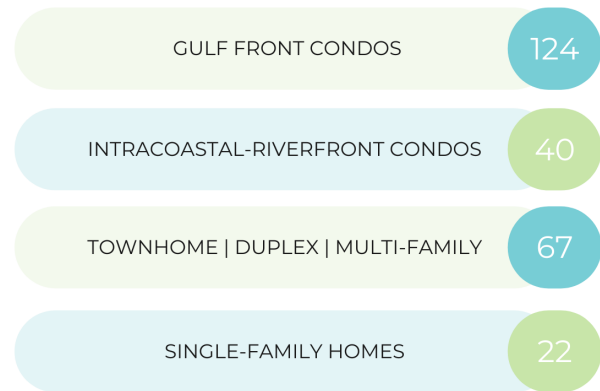
PERDIDO KEY 2020

GULF FRONT CONDO SALES

Unit #	BR/BA	Approx. Sqft	Sales Price	DOM	Sold \$/Sqft
ATLANTIS					
3W	4/4	2,615	\$625,000	450	\$239
1E	4/4	2,615	\$825,000	4	\$315
BEACH COLONY					
1B	2/2	1,540	\$490,000	69	\$318
E5C	2/2	1,497	\$504,900	21	\$337
W12C	2/2	1,497	\$535,000	25	\$357
W5B	2/2	1,540	\$540,000	2	\$351
E-6C	2/2	1,497	\$550,000	2	\$367
T2B	2/2	1,494	\$595,000	91	\$398
T-2C	3/3	1,683	\$595,000	33	\$354
W6D	3/3	1,750	\$615,000	23	\$351
TPH3D	3/3	1,927	\$620,000	19	\$322
T-PH3A	3/3	1,927	\$628,000	12	\$326
4D	3/3	1,738	\$630,000	8	\$362
T-7A	3/3	1,750	\$640,000	0	\$366
W-15D	3/3	1,750	\$654,000	5	\$374
E-12B	3/3	1,680	\$658,000	9	\$392
W-PH2D	3/3	1,928	\$659,000	21	\$342
E-4D	3/3	1,752	\$662,000	45	\$378
E10D	3/3	1,752	\$662,500	8	\$378
E-PH2D	3/3	1,928	\$669,000	0	\$347
CAPRI					
301	4/5.5	3,174	\$1,075,000	181	\$339
INDIGO					
1004E	2/2	1,381	\$600,000	9	\$434
303E	2/3.5	1,314	\$611,500	5	\$465
603E	2/3.5	1,314	\$615,000	101	\$468
1503E	2/3.5	1,314	\$620,000	147	\$472
903E	2/3.5	1,314	\$620,000	10	\$472
1405E	3/3	1,768	\$730,000	257	\$413
1502W	3/3	1,768	\$750,000	242	\$424
602W	3/3	1,768	\$765,000	0	\$433
702E	3/3	1,768	\$800,000	42	\$452
602E	3/3	1,997	\$850,000	7	\$426
301E	3/4.5	2,019	\$750,000	205	\$371
1601E	3/4.5	2,019	\$800,000	60	\$396
1501E	3/4.5	2,004	\$840,000	41	\$419
1101E	3/4.5	2,004	\$850,000	5	\$424
1806E	4/4	2,004	\$850,000	46	\$424
1901W	4/4	2,005	\$850,000	4	\$424

Unit #	BR/BA	Approx. Sqft	Sales Price	DOM	Sold \$/Sqft
LA BELLE MAISON					
401	4/5.5	2,520	\$845,000	79	\$335
LA RIVA					
2-W	4/5.5	2,942	\$950,000	192	\$323
9E	4/5.5	3,186	\$1,150,000	89	\$361
4E	4/5.5	3,186	\$1,300,000	72	\$408
11E	4/5.5	3,186	\$1,330,000	110	\$417
PH-3	4/5.5	4,313	\$1,350,000	230	\$313
PH-13	4/5.5	4,313	\$1,675,000	497	\$388
LANDS END					
101	3/3	1,890	\$495,000	114	\$262
103	3/3	1,880	\$540,000	44	\$287
903	3/3	1,890	\$815,000	0	\$431
803	3/3	1,890	\$820,000	1	\$434

PERDIDO KEY SALES IN 2020



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ONLY GULF FRONT CONDO DATA PROVIDED IN THIS REPORT. PLEASE CONTACT ME FOR A COMPLETE PERDIDO KEY ANNUAL MARKET OVERVIEW.
 All data provided by Pensacola Association of Realtors. MLS from 1/1/2020 - 12/31/2020 as input by Realtors.
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PERDIDO KEY 2020

GULF FRONT CONDO SALES

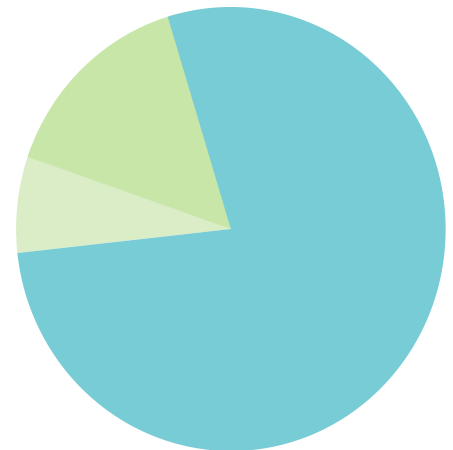
Unit #	BR/BA	Approx. Sqft	Sales Price	DOM	Sold \$/Sqft
LAPLAYA					
202	3/4.5	2,035	\$724,900	2	\$356
602	3/4.5	2,035	\$745,000	6	\$366
501	3/4.5	2,267	\$750,000	262	\$331
1203	4/5.5	2,822	\$1,035,000	0	\$367
PH	4/5.5	4,876	\$1,600,000	522	\$328
MEDITERRANEAN					
201W	4/5.5	3,383	\$940,000	357	\$278
OCEAN BREEZE					
803	2/2	960	\$335,000	0	\$349
402	2/2	968	\$340,000	66	\$351
702	2/2	960	\$348,000	43	\$363
403E	2/2	967	\$358,000	10	\$370
PALACIO					
1102	2/2	1,438	\$492,000	20	\$342
1105	3/2	1,571	\$515,000	22	\$328
706	3/3	1,935	\$640,000	167	\$331
301	3/3	1,935	\$671,000	0	\$347
PERDIDO SKY					
64	1/1	675	\$264,700	11	\$392
61	1/1	675	\$277,000	97	\$410
PERDIDO SUN					
602	1/2	832	\$294,000	79	\$353
1108	2/2	1,128	\$372,500	54	\$330
416	3/3	1,932	\$467,500	368	\$242
SANDY KEY					
812	2/2	1,275	\$400,000	0	\$314
132	2/2	1,219	\$409,000	135	\$336
712	2/2	1,219	\$420,000	97	\$345
713	2/2	1,219	\$425,000	74	\$349
817	2/2	1,219	\$425,000	4	\$349
532	2/2	1,219	\$426,800	0	\$350
536	2/2	1,219	\$427,500	0	\$351
737	2/2	1,219	\$429,000	74	\$352
223	2/2	1,219	\$430,000	11	\$353
724	2/2	1,219	\$432,500	2	\$355
421	3/2	1,424	\$485,000	7	\$341
SEA WATCH					
7W	4/5.5	2,741	\$700,000	491	\$255
6E	4/5.5	2,741	\$930,000	3	\$336

Unit #	BR/BA	Approx. Sqft	Sales Price	DOM	Sold \$/Sqft
SPANISH KEY					
202	3/3	1,606	\$615,000	126	\$383
209	3/3	1,606	\$620,000	44	\$386
THE MARSEILLES					
E-502	4/5.5	2,415	\$830,000	26	\$344
THE PALMS					
702	5/5	3,941	\$1,400,000	305	\$355
301	5/5	3,941	\$1,400,000	6	\$355
902	5/5	3,941	\$1,500,000	6	\$381
WINDEMERE					
704	1/1	758	\$335,900	13	\$443
1004	1/2.5	752	\$335,000	8	\$445
804	1/2.5	758	\$350,000	76	\$462
1106	2/2	1,180	\$445,000	24	\$377
602	2/2	1,215	\$447,500	170	\$368
1102	2/2	1,215	\$470,000	14	\$387
906	2/2	1,170	\$485,000	10	\$415
1001	3/3	1,559	\$525,000	192	\$337

TOWNHOME
DUPLEX 15%

SINGLE-FAMILY
HOMES 7%

CONDOS 78%



PERDIDO LIFE.COM

PERDIDO KEY'S ULTIMATE PROPERTY SEARCH WEBSITE

KATHY@PERDIDOGIRL.COM | 850-712-4631

