

Why Buy 30A Real Estate Now January 2021

2020 Was a Record year for 30A with over 3.2 Billion in Sales Dollars. Compared to 2019, Sales Dollars are up 90%, and Sales Transactions are up 50%. Going forward we predict **prices to go up 20% for 2021** in major communities along 30A. However, we expect sales dollars to decrease by 35% for 2021 due to a lack of inventory to sell.

Why Buy now as of January 2021:

- **Appreciation will be significant in 2021** as a result of high demand and little to inventory
 - Supply and demand for [30A Major communities](#) – 1.3 months of inventory currently remaining.
 - Supply and demand for [all of 30A](#) – 1.4 months of inventory currently remaining.
 - Gulf front prices seem to have no limits. In 2020, there were 13 Sales over \$8,000,000, and 2 sales greater than \$15,000,000. There are currently 3 active gulf front listings over \$12,000,000 with the highest priced listing at \$20,000,000.
 - There were 223 gulf front sales in 2020. Currently there are only 22 active gulf front listings available.
 - The closer to the beach the higher the appreciation will be going forward.
 - The highest appreciation will occur where the [demand is the greatest](#).
 - News article the [top area to buy a vacation home](#)
 - [GDP of Florida](#) is more than \$1 trillion and has grown by nearly 40% over the past ten years.
 - The [State of Florida](#) expects *906 new residents per day* through April 2024, representing an annual compound growth rate of 1.53%.
- **Mortgage Rates**
 - [Mortgage rates are extremely low \(2.25% to 3.0%\) 10/1 ARM](#) and the FED is loaded with money to give away.
 - Mortgage rates are projected to go to 5/5.5% by the end of 2022. On a 1 Million Dollar loan that would result in an increase of monthly payment of \$1,152. If you can get a 3% interest only loan, 7/10 year arm, you can save \$2,800 a month by buying now.
 - There is also a good chance you will see higher inflation as a result of printing 6 trillion dollars of new paper. This could show up in higher mortgage rates.
- **Rental Projections - high demand projected for 2021**
 - Most savvy investors buy in January and February to capitalize on the peak rental season.
 - I believe foreign travel will be non-existent for at least the next year.

Why Buy 30A Real Estate Now January 2021

- Walton County is a drive to destination for 64 Million people within a 500 mile radius.
- Walton County is a drive to destination of 80 million people 500 miles north.
- Many schools will be closed this year. Families will have to get out. They may just come to the beach.
- **Retirees migrating to Florida**
 - Many affluent families from New York, Connecticut, New Jersey, Chicago, Texas, and Georgia will consider purchasing a second home now. Their objective will be to make Florida their primary residence. They will save anywhere from 7% to 12% when they draw their retirement money out at the age of 70. For an individual with a net worth of \$10,000,000 this will save them \$1,000,000 in tax savings.
- **The 30A luxury lifestyle**
 - Beautiful beaches, fine dining, award-winning golf courses, great schools, and much more.
 - As a result of the Pandemic many people have found out they can work from home. Why not 30A, away from the big cities where it is safe and a perfect place to raise a family?

Many buyers are making a mistake thinking they are buying at the top of the market and delaying their decision. Unfortunately, this is costing them both in appreciation and rental expenses. Companies like Amazon, Google, Apple and many more continue to thrive well beyond their forecasts. **30A is the Amazon of Real Estate. For the foreseeable future, we predict the same for our beach paradise on 30A.**

Call us today we know the market and there are still deals that can be had.