

## BUYERS, BUYERS EVERYWHERE, AND INVENTORY IS NO WHERE TO BE FOUND

- 2020 was a record breaking Year with over 3.2 Billion in Sales up over 90% from 2019
- Current 30A Residential Inventory is 206. This is down 74% since May 2020
- Only 34 Active Total Homes available in Rosemary Beach, Alys Beach, Watersound Beach, Seaside and Watercolor. There are only 2 gulf front homes available as of 3/1/2021.
- Don't Think
  - You are going to get a deal
  - Submit a low ball offer and get a counter
  - Try and do all your due diligence before submitting an offer it will be to late
  - Wait the market out it will be too late. Prices are going higher and most sellers can wait out any down turn
- Florida is adding over 1,000 new residents every day
- The days of positive Cash Flow are Gone If you find what you like buy it.

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 Apple of Real Estate. No one regrets buying Apple. For the foreseeable future, we predict the same for our beach paradise on 30A

Smart investors will do the following in 2021:

- Head east Inlet Beach, Carillon Beach and Panama city Beach
- Buy Gulf Front west end Panama City Beach
- Buy ugly home south side of 30A at the lowest price per square foot
- Buy any home in Major Communities with Great Views
- Most important buy now 2021 we will see another 25% appreciation Year

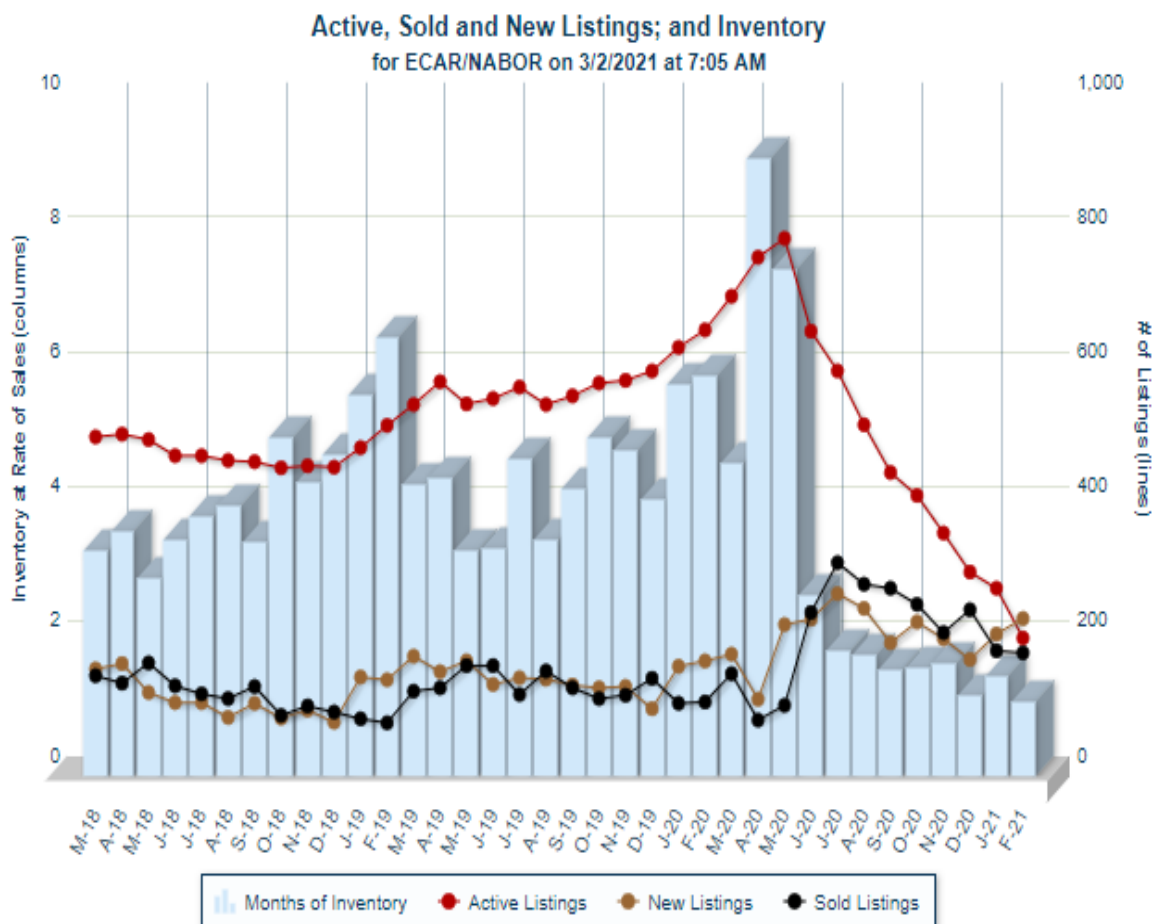
Do not underestimate the value of 30A's culture it is priceless.  
In the near future only the top 1% will be able to afford 30A.

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**30A Inventory as of 2/28/2021 down 74% since May 2020**

My Market Report for 3/1/2018 - 2/28/2021

Search parameters: Property type Residential; Status of 'Active', 'Pending', 'Sold'; Area of '17 - 30A West', '18 - 30A East'.



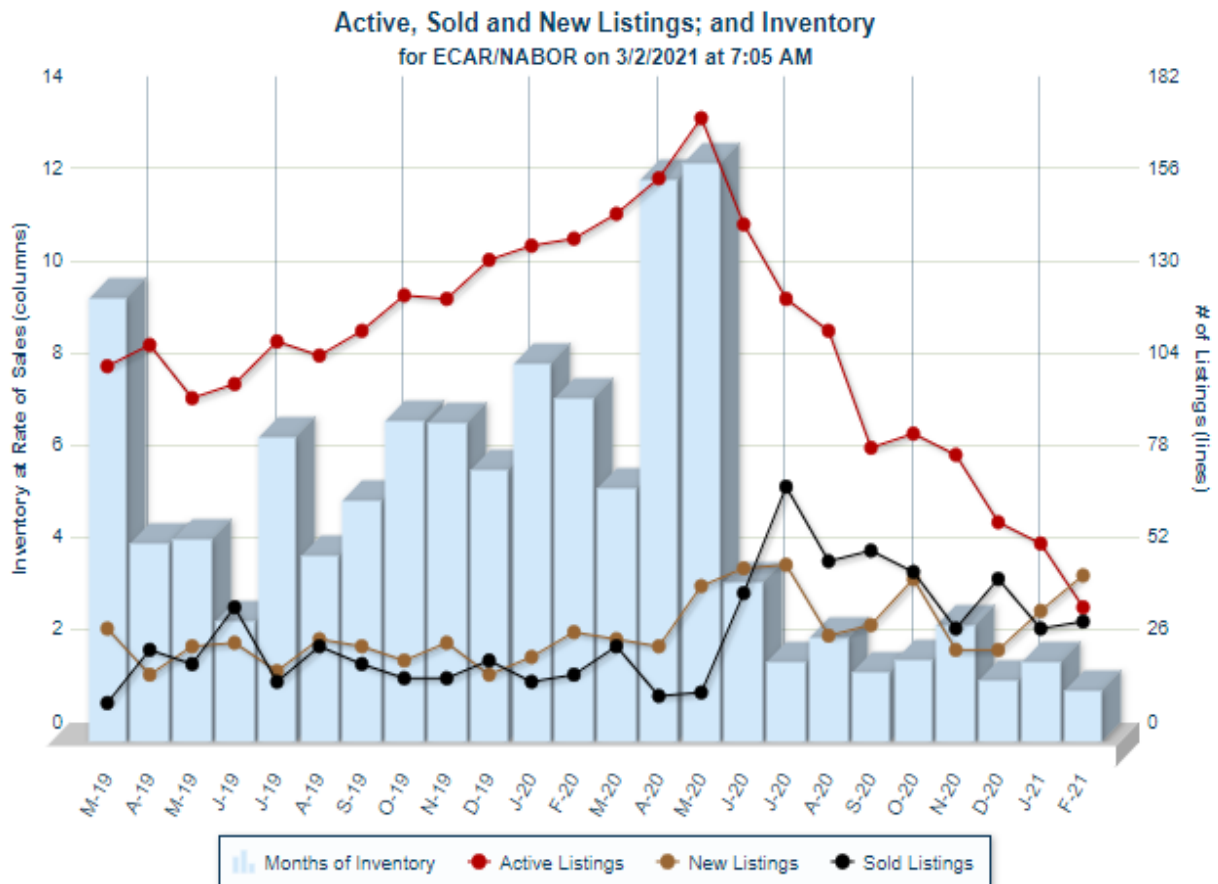
	Active Listings	New Listings	Sold Listings	Months Inventory
Feb - 2021	206	235	184	1.12
Jan - 2021	280	212	187	1.50
Dec - 2020	304	174	248	1.23
Nov - 2020	362	205	214	1.69
Oct - 2020	418	230	256	1.63
Sep - 2020	452	199	280	1.61
Aug - 2020	523	250	286	1.83
Jul - 2020	603	272	318	1.90
Jun - 2020	662	234	244	2.71

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**30A Inventory Major Communities as of 1/31/2021 down 71% since May 2020**

My Market Report for 3/1/2019 - 2/28/2021

Search parameters: Property type Residential; Status of 'Active', 'Pending', 'Sold'; Project Name/Subdivision like rosemary beach, alys beach, watersound beach, seaside, watercolor.



	Active Listings	New Listings	Sold Listings	Months Inventory
Feb - 2021	38	47	34	1.12
Jan - 2021	56	37	32	1.75
Dec - 2020	62	26	46	1.35
Nov - 2020	81	26	32	2.53
Oct - 2020	87	46	48	1.81
Sep - 2020	83	33	54	1.54
Aug - 2020	116	30	51	2.27
Jul - 2020	125	50	72	1.74
Jun - 2020	146	49	42	3.48
May - 2020	176	44	14	12.57