



Jennifer Ronan
Broker | REALTOR®



St James Plantation, NC

Community & Property Update

Q1 2026



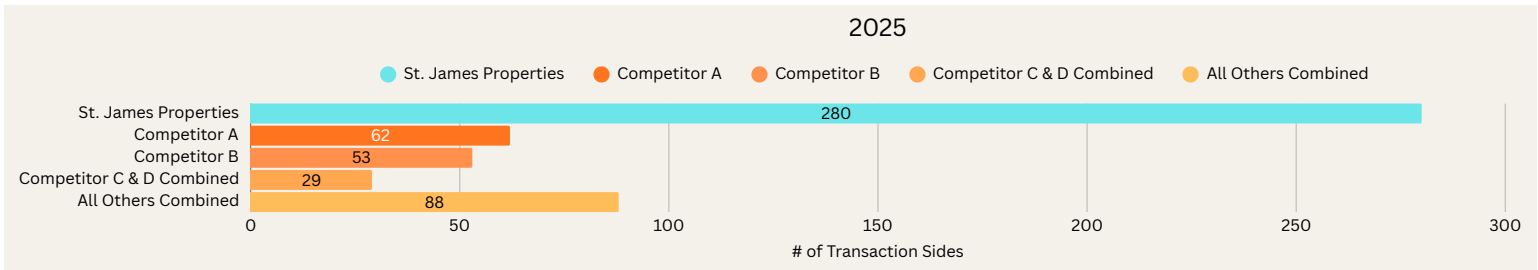
I jumped into the new year with lots of enthusiasm. I think 2026 will be a very active market for home sales in St James and surrounding areas. We are already seeing lots of new people visiting and exploring a move to the Carolinas. Spring months are typically busy but I am already getting appointments for the Summer.

I was delighted to be featured as a *“Rising Star”* in Brunswick Real Producers Magazine December issue. I also just launched my new Website, <https://www.jenronan.realtor/>. Take a look. It has featured listings, market updates, community updates and I am regularly posting blog articles with tips for both Sellers and Buyers. Recent Blog Article - *“How to prepare your home for a Showing”*.

I am experienced helping both Sellers and Buyers in St James, Southport, Oak Island and surrounding areas. If you are considering selling your home, I would be delighted to meet with you and do a personalized market analysis of your home. My past clients have complimented my focus, attention to detail, knowledge of the market and reputation for getting it done. I treat every client as if they are my only client.

The best compliment is a referral. Feel free to share my contact information with your friends & family for their real estate needs.

St James Market Snapshot



St James Properties continues to be the market leader, participating in 75% of all sales transactions in 2025.

Jan 2026 **Average SF Active Home Price:** \$669,900.
Median Days on Market: 32 Days. This has reduced from 62 days in Dec 2025.
Sales Trends: Sale to list price ratio is 95.8%. Source MLS

The St. James real estate market continues to be very active. Inventory levels increased towards end of Q3 and into Q4 last year, but much of that inventory has gone under contract, with the number of homes on the market now reduced. As of the third week of January 2026, 25 homes had gone under contract for 2026 with 9 new listings. Sellers who held off putting their home on the market over the holidays are now starting to list. While there are buyers, homes priced right continue to be the ones that sell more quickly.

Market Update - The metrics

Looking Ahead: Forecast for the rest of 2026

Over the past year, we have seen more established homes come to the market which will continue to be a trend in 2026. This creates opportunities for buyers to secure properties on very desirable lots. St James Plantation was thoughtfully developed in phases, resulting in neighborhoods with varying home ages, lot sizes, and property styles. This means buyers agents continue to have a variety of home inventory to show their clients.

While interest rates have dropped over the last year, the reduction has not been large and people who were holding off buying are not waiting any longer. Winter weather in Northern states always gets people planning and exploring moving to the Carolinas. Our office has been very busy with both walk-ins and people visiting on Discovery packages.

Happenings locally

There is always something going on...

There is always lots going on both inside and outside the gates of St James Plantation.

Did you get a chance to enjoy some of what has been happening lately?

Lantern Event on Oak island

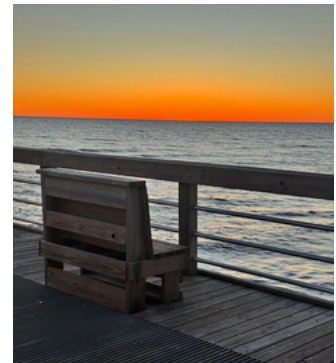
Now an annual event held on January 1st each year, people gather near the Oak Island pier and walk along the beach, displaying decorative paper lanterns that are lit up by battery operated lights. Many lanterns are home-made and very imaginative.

St. James NEST held their first program in the 2026 Speaker Series titled "Navigating Your Next Chapter, Advanced Medical Directives: Guidance for Loved Ones and Peace of Mind for You".

Southport Historical Society Second Tuesday Program

This program explores how political tension, Militia activity and conflict in the Lower Cape Fear helped shape North Carolina's path to independence during the early years of the American Revolution.

Laugh Out Loud Comedy Night at the Homer E. Wright Jr. Event Center featuring Mark Ricadonna.



Until Next Time

Jennifer Ronan | JRonan@StJames-Properties.com | (203) 524-2232 or (910) 294-9832

