

FIRST QUARTER 2018 RESIDENTIAL SALES REVIEW

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2018 was an excellent year for the real estate market in Northern Beaufort County. As was the year before...compared with the slow real estate recovery after the financial collapse in the mid 2000's. I often get asked at social events how I feel the "market" is performing in our area. I have for some time responded that it is pretty much steady as she goes. In reviewing the stats for the first quarter of 2019, it seems like that trend is continuing. Three of five main areas we cover saw quite strong increases in unit sales – surprisingly Port Royal and Burton did not.

After some sluggish quarters in the past, **Beaufort** has seen strong sales for some time now + (50%). **Mossy Oaks** does not normally see a lot of movement in either direction, but was up + (30%) this time. **Port Royal** was a little surprising – dropping some – 17%. Burton was another surprise. Normally Burton is one of the top selling areas in Northern Beaufort County.

Single Family Homes Sold In First Quarter Of 2019

Month	Beaufort	Mossy Oaks	Port Royal	Burton	Lady's Island	Total
January	12	6	4	17	28	67
February	10	3	1	21	30	65
March	11	8	12	29	28	88
Total	33	17	17	67	86	220

Single Family Homes Sold In First Quarter Of 2018

Month	Beaufort	Mossy Oaks	Port Royal	Burton	Lady's Island	Total
January	7	6	7	20	18	58
February	5	2	7	16	15	45
March	10	5	6	36	27	84
Total	22	13	20	72	60	187

First Quarter Summary

<u>1/01/18 – 3/31/18</u>	<u>1/01/19 – 3/31/19</u>
Sold = 187	Sold = 220
Average selling price \$281,373	Average selling price \$300,298
Median selling price \$249,000	Median selling price \$247,750
List volume \$52,616,895	List volume \$70,850,914
Sales price volume \$51,013,701	Sales price volume \$68,468,006
List price difference (-3.1%)	List price difference (3.4%)