

# Local Market Update – November 2015

A Research Tool Provided by the Charleston Trident Association of REALTORS®



## Sullivan's Island

Area 43

| Single-Family Detached                   | November    |                    |                | Year to Date |                    |                |
|--|-------------|--------------------|----------------|--------------|--------------------|----------------|
|  | 2014        | 2015               | Percent Change | 2014         | 2015               | Percent Change |
| <b>Key Metrics</b>                       |             |                    |                |              |                    |                |
| New Listings                             | 2           | 3                  | + 50.0%        | 68           | 81                 | + 19.1%        |
| Closed Sales                             | 1           | 2                  | + 100.0%       | 38           | 46                 | + 21.1%        |
| Median Sales Price*                      | \$1,150,000 | <b>\$1,500,500</b> | + 30.5%        | \$1,290,500  | <b>\$1,411,000</b> | + 9.3%         |
| Average Sales Price*                     | \$1,150,000 | <b>\$1,500,500</b> | + 30.5%        | \$1,402,432  | <b>\$1,613,209</b> | + 15.0%        |
| Percent of Original List Price Received* | 76.7%       | <b>97.2%</b>       | + 26.7%        | 89.3%        | <b>91.3%</b>       | + 2.2%         |
| Days on Market Until Sale                | 273         | <b>36</b>          | - 86.8%        | 158          | <b>140</b>         | - 11.4%        |
| Inventory of Homes for Sale              | 38          | <b>31</b>          | - 18.4%        | --           | --                 | --             |

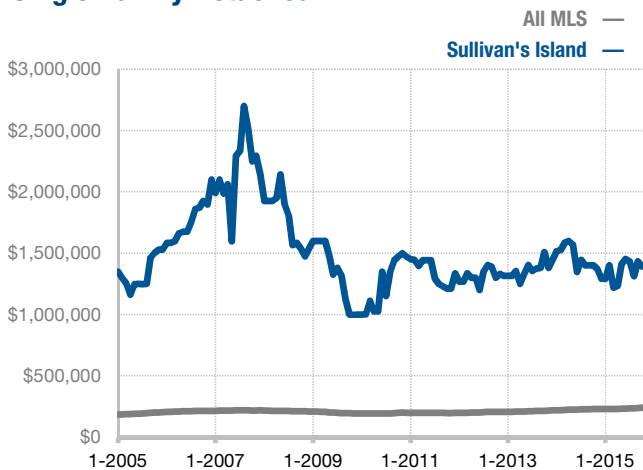
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

| Townhouse-Condo Attached                 | November |                  |                | Year to Date |                  |                |
|--|----------|------------------|----------------|--------------|------------------|----------------|
|  | 2014     | 2015             | Percent Change | 2014         | 2015             | Percent Change |
| <b>Key Metrics</b>                       |          |                  |                |              |                  |                |
| New Listings                             | 0        | 2                | --             | 4            | 9                | + 125.0%       |
| Closed Sales                             | 0        | 2                | --             | 1            | 5                | + 400.0%       |
| Median Sales Price*                      | \$0      | <b>\$513,500</b> | --             | \$565,000    | <b>\$500,000</b> | - 11.5%        |
| Average Sales Price*                     | \$0      | <b>\$513,500</b> | --             | \$565,000    | <b>\$506,400</b> | - 10.4%        |
| Percent of Original List Price Received* | 0.0%     | <b>91.4%</b>     | --             | 91.3%        | <b>90.6%</b>     | - 0.8%         |
| Days on Market Until Sale                | 0        | <b>89</b>        | --             | 28           | <b>220</b>       | + 685.7%       |
| Inventory of Homes for Sale              | 4        | <b>3</b>         | - 25.0%        | --           | --               | --             |

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached

