Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Berkeley County

County: BER

+ 3.8%	+ 22.9%	- 4.8%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	373	**393**	+ 5.4%	950	**1,041**	+ 9.6%
Closed Sales	182	**215**	+ 18.1%	453	**554**	+ 22.3%
Median Sales Price*	$174,722	**$176,203**	+ 0.8%	$166,000	**$186,900**	+ 12.6%
Average Sales Price*	$203,082	**$222,529**	+ 9.6%	$206,741	**$230,034**	+ 11.3%
Percent of Original List Price Received*	93.0%	**96.3%**	+ 3.5%	92.7%	**96.2%**	+ 3.8%
Days on Market Until Sale	82	**55**	- 32.8%	85	**65**	- 24.1%
Inventory of Homes for Sale	1,116	**1,064**	- 4.7%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

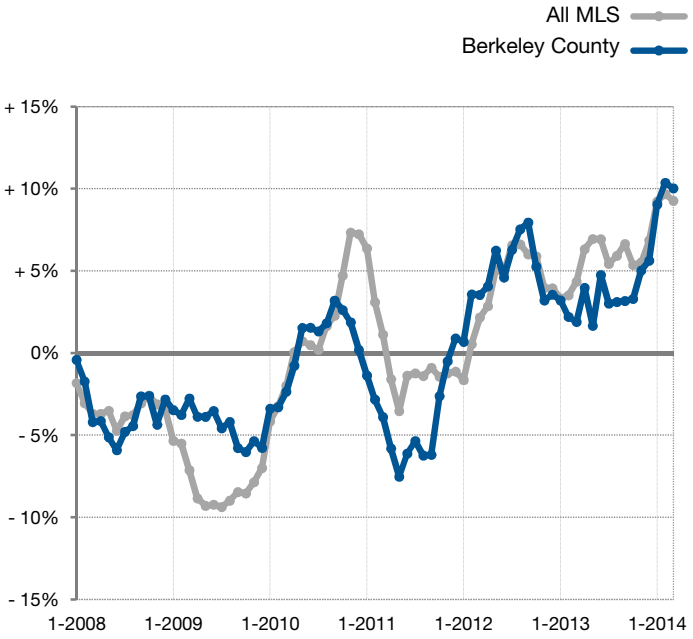
Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	49	**45**	- 8.2%	106	**113**	+ 6.6%
Closed Sales	19	**32**	+ 68.4%	52	**64**	+ 23.1%
Median Sales Price*	$113,000	**$156,120**	+ 38.2%	$116,000	**$162,170**	+ 39.8%
Average Sales Price*	$134,027	**$195,568**	+ 45.9%	$159,752	**$200,579**	+ 25.6%
Percent of Original List Price Received*	95.9%	**94.3%**	- 1.7%	92.4%	**94.8%**	+ 2.6%
Days on Market Until Sale	97	**69**	-28.1%	86	**55**	- 36.2%
Inventory of Homes for Sale	126	**118**	- 6.3%	--	--	--

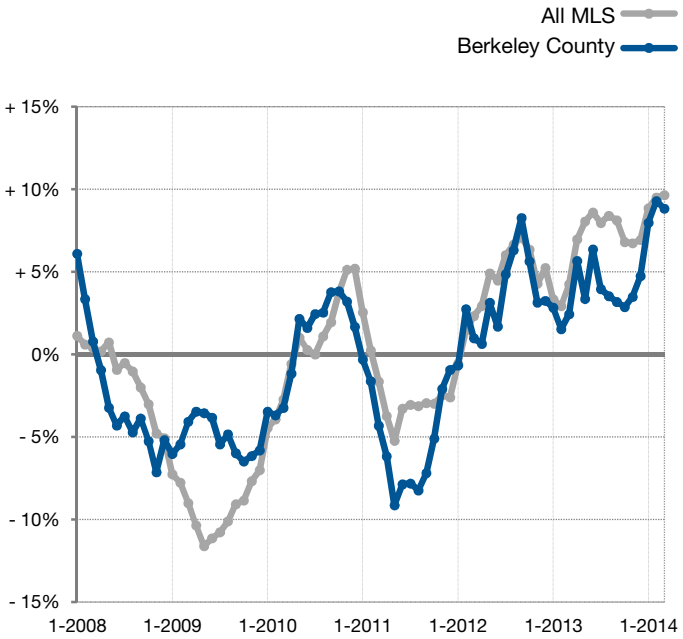
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from the Charleston Trident Association of REALTORS® MLS. | Sponsored by South Carolina REALTORS®. Powered by 10K Research and Marketing. | Information deemed reliable but not guaranteed. Consult your agent for market specifics.

Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Charleston County

County: CHS

+ 4.0%	- 3.6%	- 9.1%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	787	**855**	+ 8.6%	2,119	**2,090**	- 1.4%
Closed Sales	505	**469**	- 7.1%	1,073	**1,114**	+ 3.8%
Median Sales Price*	$260,000	**$290,000**	+ 11.5%	$255,000	**$280,000**	+ 9.8%
Average Sales Price*	$367,670	**$397,223**	+ 8.0%	$362,703	**$384,709**	+ 6.1%
Percent of Original List Price Received*	93.4%	**94.4%**	+ 1.1%	93.1%	**94.7%**	+ 1.7%
Days on Market Until Sale	88	**84**	- 4.8%	86	**81**	- 5.7%
Inventory of Homes for Sale	2,642	**2,445**	- 7.5%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

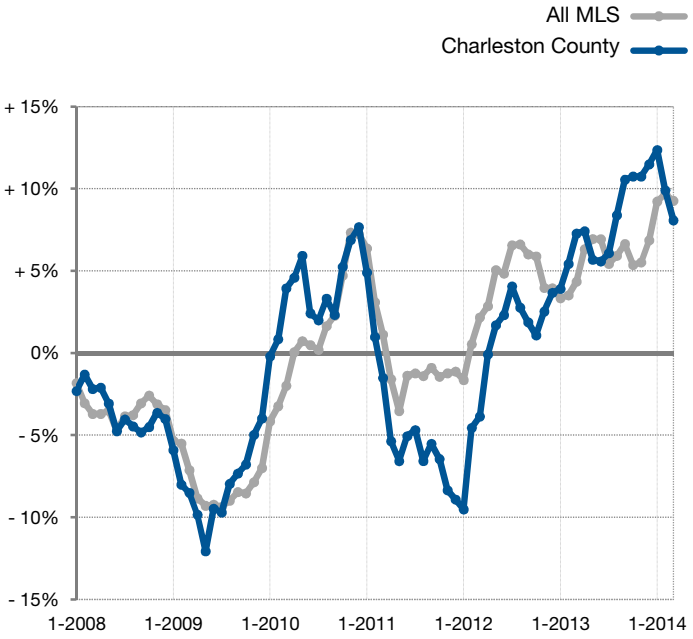
Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	276	**250**	- 9.4%	663	**640**	- 3.5%
Closed Sales	138	**151**	+ 9.4%	318	**347**	+ 9.1%
Median Sales Price*	$173,250	**$189,900**	+ 9.6%	$164,750	**$180,865**	+ 9.8%
Average Sales Price*	$246,493	**$298,921**	+ 21.3%	$229,956	**$303,557**	+ 32.0%
Percent of Original List Price Received*	92.7%	**95.0%**	+ 2.4%	91.6%	**95.1%**	+ 3.8%
Days on Market Until Sale	96	**88**	-8.4%	107	**80**	- 25.9%
Inventory of Homes for Sale	980	**847**	- 13.6%	--	--	--

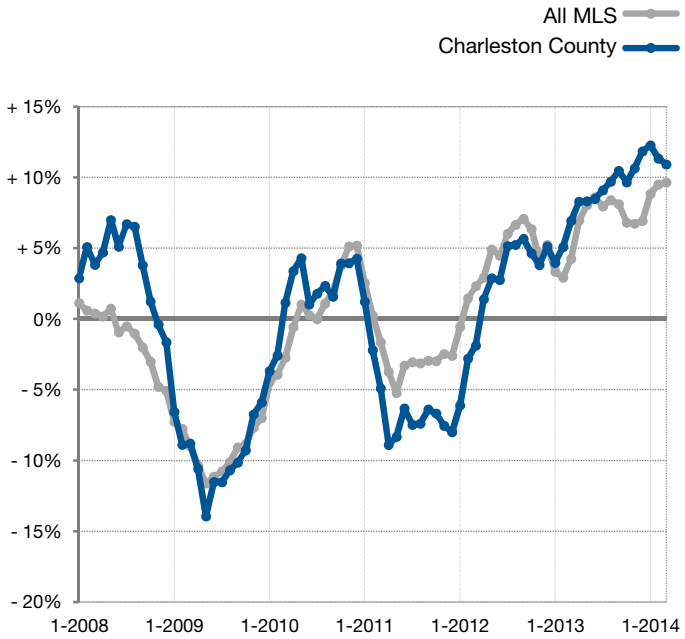
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Colleton County

Area 82

- 16.7%	- 36.0%	- 13.7%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	42	**33**	- 21.4%	118	**99**	- 16.1%
Closed Sales	25	**16**	- 36.0%	51	**40**	- 21.6%
Median Sales Price*	$86,250	**$113,000**	+ 31.0%	$73,750	**$86,000**	+ 16.6%
Average Sales Price*	$95,450	**$126,838**	+ 32.9%	$97,832	**$104,021**	+ 6.3%
Percent of Original List Price Received*	86.8%	**87.6%**	+ 1.0%	84.8%	**86.0%**	+ 1.4%
Days on Market Until Sale	142	**121**	- 15.2%	138	**116**	- 15.9%
Inventory of Homes for Sale	288	**248**	- 13.9%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

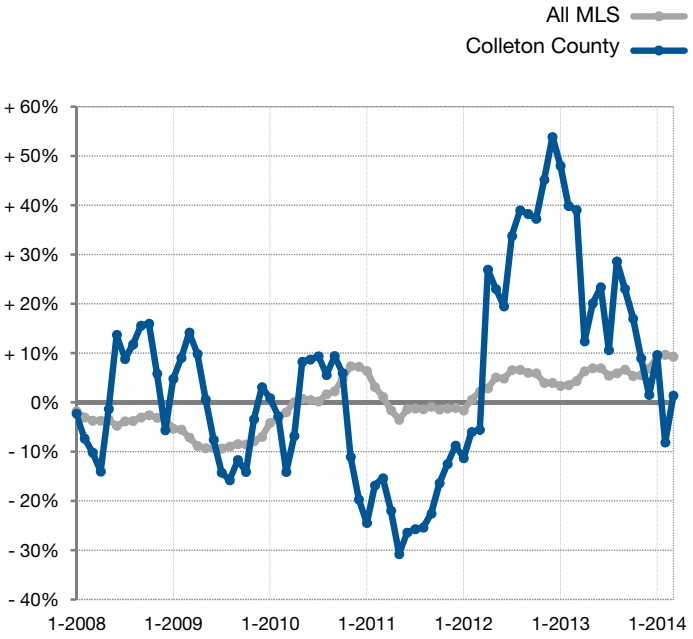
Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	0	**2**	--	0	**4**	--
Closed Sales	0	**0**	--	0	**0**	--
Median Sales Price*	$0	**$0**	--	$0	**$0**	--
Average Sales Price*	$0	**$0**	--	$0	**$0**	--
Percent of Original List Price Received*	0.0%	**0.0%**	--	0.0%	**0.0%**	--
Days on Market Until Sale	0	**0**	--	0	**0**	--
Inventory of Homes for Sale	3	**3**	0.0%	--	--	--

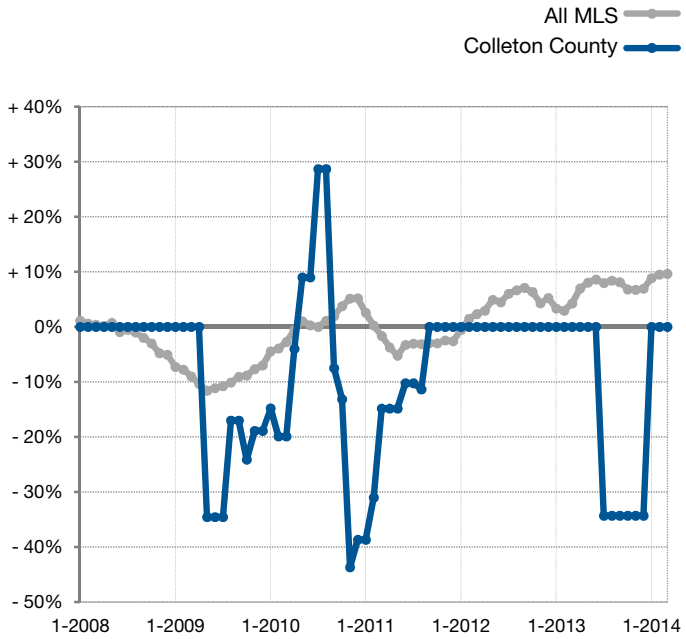
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Housing Supply Overview

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

March 2014

Market-wide numbers are well and good, but they don't always tell the full story. Breaking down the data to show activity by price range, property type or construction status can often lead to more meaningful insights. For the 12-month period spanning April 2013 through March 2014, Pending Sales in the Charleston area were up 16.7 percent overall. The price range with the largest gain in sales was the $350,001 and Above range, where they increased 31.0 percent.

The overall Median Sales Price was up 9.0 percent to $211,500. The property type with the largest price gain was the Condos segment, where prices increased 10.0 percent to $165,000. The price range that tended to sell the quickest was the $150,001 to $200,000 range at 64 days; the price range that tended to sell the slowest was the $350,001 and Above range at 105 days.

Market-wide, inventory levels were down 8.1 percent. The property type that lost the least inventory was the Single-Family segment, where it decreased 7.1 percent. That amounts to 5.3 months supply for Single-Family homes and 5.7 months supply for Condos.

Quick Facts

+ 31.0%	+ 17.1%	+ 16.9%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
$350,001 and Above	**4 Bedrooms or More**	**Single-Family Homes**

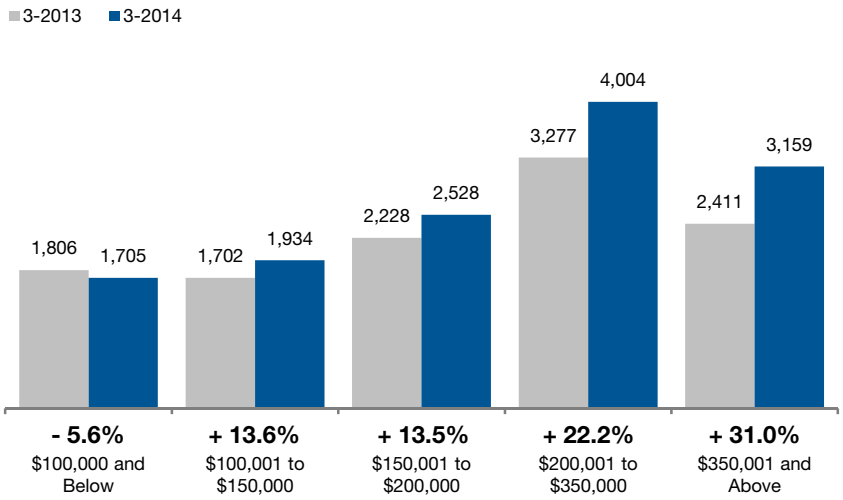
Pending Sales 2
Days on Market Until Sale 3
Median Sales Price 4
Percent of Original List Price Received 5
Inventory of Homes for Sale 6
Months Supply of Inventory 7

Click on desired metric to jump to that page.

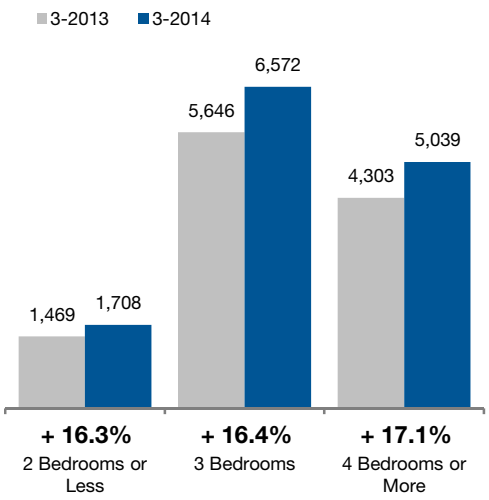
Pending Sales

A count of properties on which offers have been accepted. **Based on a rolling 12-month total.**

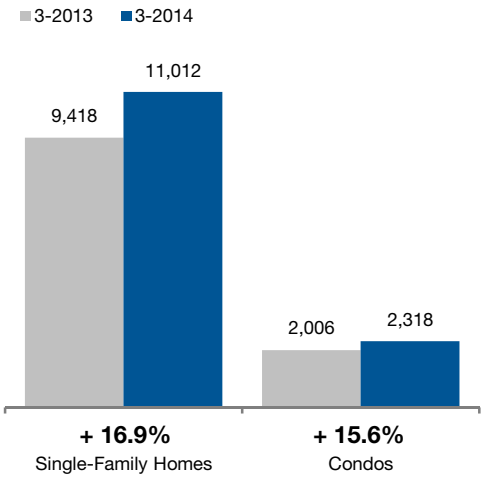
By Price Range



By Bedroom Count



By Property Type



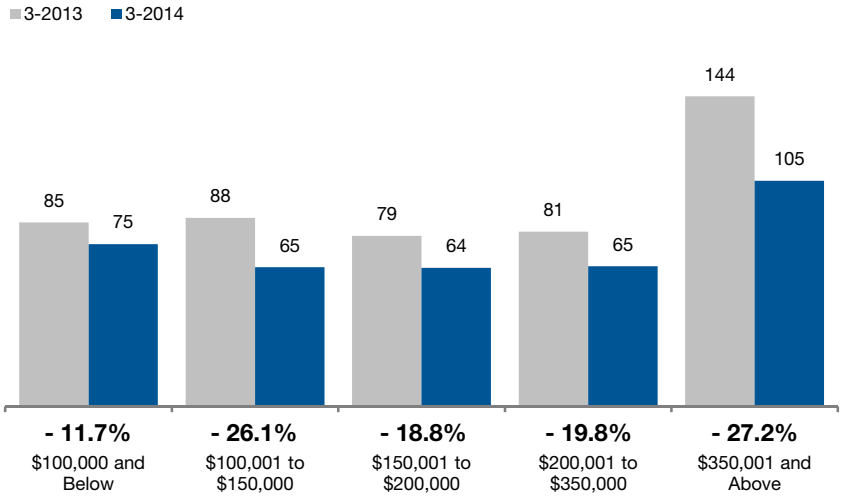
	All Properties			Single-Family Homes			Condos		
By Price Range	**3-2013**	**3-2014**	**Change**	**3-2013**	**3-2014**	**Change**	**3-2013**	**3-2014**	**Change**
$100,000 and Below	1,806	1,705	- 5.6%	1,264	1,255	- 0.7%	542	450	- 17.0%
$100,001 to $150,000	1,702	1,934	+ 13.6%	1,314	1,427	+ 8.6%	388	507	+ 30.7%
$150,001 to $200,000	2,228	2,528	+ 13.5%	1,844	2,038	+ 10.5%	384	490	+ 27.6%
$200,001 to $350,000	3,277	4,004	+ 22.2%	2,898	3,557	+ 22.7%	379	447	+ 17.9%
$350,001 and Above	2,411	3,159	+ 31.0%	2,098	2,735	+ 30.4%	313	424	+ 35.5%
All Price Ranges	**11,424**	**13,330**	**+ 16.7%**	**9,418**	**11,012**	**+ 16.9%**	**2,006**	**2,318**	**+ 15.6%**

By Bedroom Count	**3-2013**	**3-2014**	**Change**	**3-2013**	**3-2014**	**Change**	**3-2013**	**3-2014**	**Change**
2 Bedrooms or Less	1,469	1,708	+ 16.3%	437	529	+ 21.1%	1,032	1,179	+ 14.2%
3 Bedrooms	5,646	6,572	+ 16.4%	4,800	5,587	+ 16.4%	846	985	+ 16.4%
4 Bedrooms or More	4,303	5,039	+ 17.1%	4,178	4,887	+ 17.0%	125	152	+ 21.6%
All Bedroom Counts	**11,424**	**13,330**	**+ 16.7%**	**9,418**	**11,012**	**+ 16.9%**	**2,006**	**2,318**	**+ 15.6%**

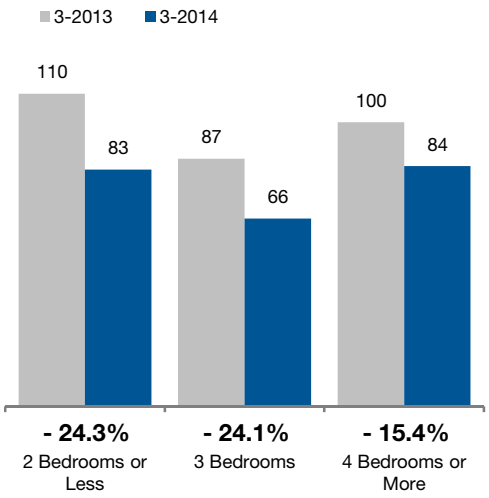
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted. **Based on a rolling 12-month average.**

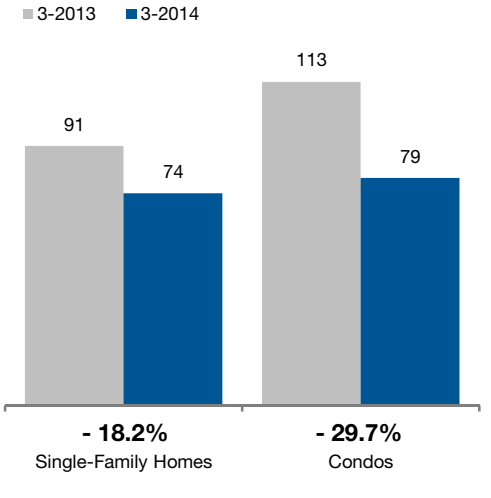
By Price Range



By Bedroom Count



By Property Type



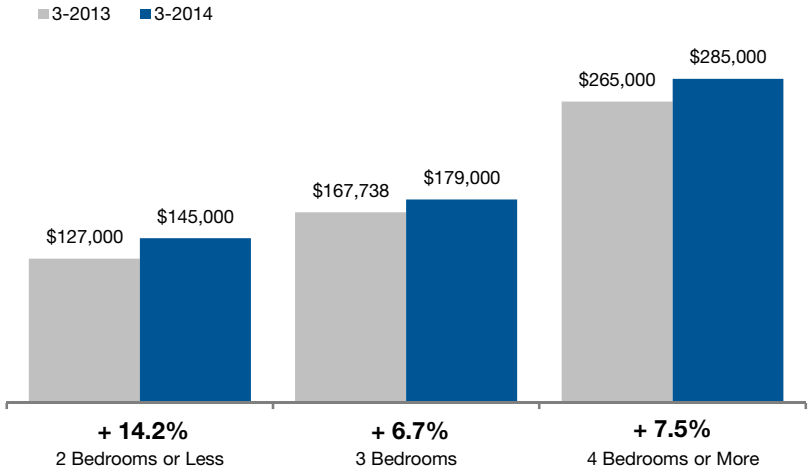
	All Properties			Single-Family Homes			Condos		
By Price Range	**3-2013**	**3-2014**	**Change**	**3-2013**	**3-2014**	**Change**	**3-2013**	**3-2014**	**Change**
$100,000 and Below	85	75	- 11.7%	89	78	- 12.7%	77	69	- 10.8%
$100,001 to $150,000	88	65	- 26.1%	88	68	- 22.9%	85	55	- 35.5%
$150,001 to $200,000	79	64	- 18.8%	78	63	- 19.7%	83	70	- 15.8%
$200,001 to $350,000	81	65	- 19.8%	72	62	- 13.1%	155	88	- 43.4%
$350,001 and Above	144	105	- 27.2%	133	101	- 23.9%	223	126	- 43.5%
All Price Ranges	**95**	**75**	**- 20.6%**	**91**	**74**	**- 18.2%**	**113**	**79**	**- 29.7%**

By Bedroom Count	**3-2013**	**3-2014**	**Change**	**3-2013**	**3-2014**	**Change**	**3-2013**	**3-2014**	**Change**
2 Bedrooms or Less	110	83	- 24.3%	86	93	+ 8.5%	119	78	- 34.4%
3 Bedrooms	87	66	- 24.1%	83	63	- 23.7%	107	79	- 25.4%
4 Bedrooms or More	100	84	- 15.4%	99	84	- 15.5%	102	87	- 14.4%
All Bedroom Counts	**95**	**75**	**- 20.6%**	**91**	**74**	**- 18.2%**	**113**	**79**	**- 29.7%**

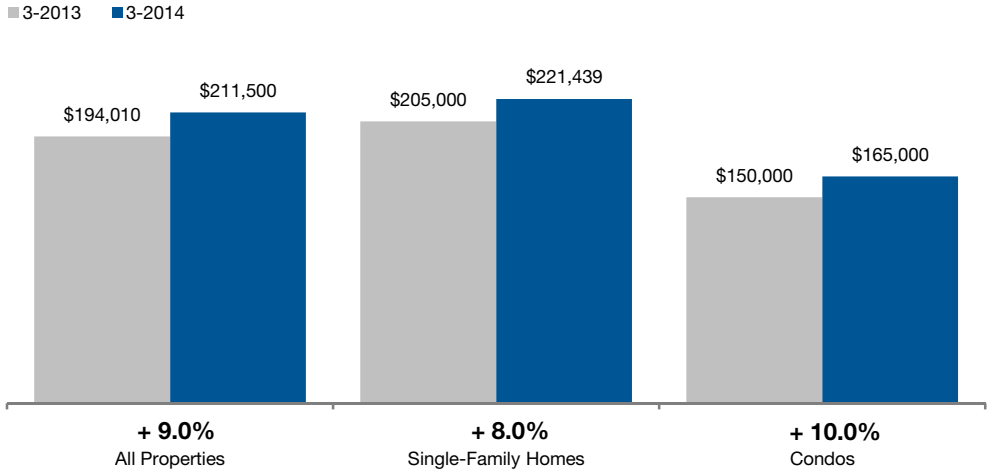
Median Sales Price

Median price point for all closed sales, not accounting for seller concessions. **Based on a rolling 12-month median.**

By Bedroom Count



By Property Type

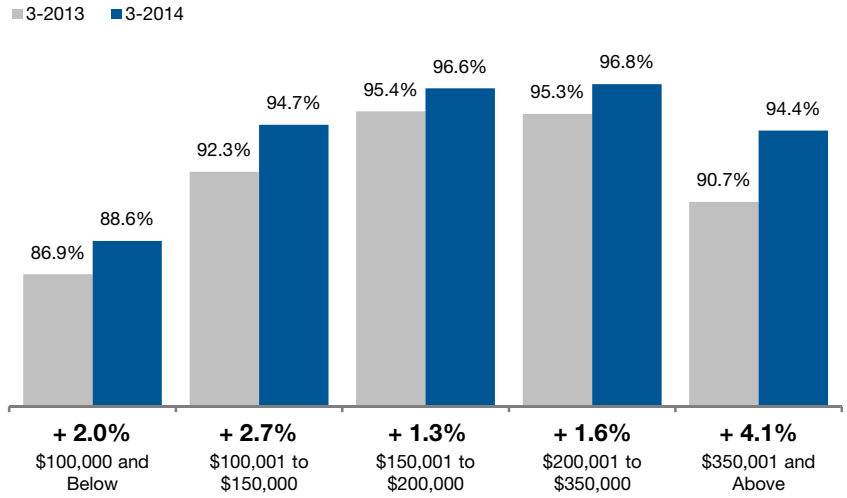


	All Properties			Single-Family Homes			Condos		
By Bedroom Count	**3-2013**	**3-2014**	**Change**	**3-2013**	**3-2014**	**Change**	**3-2013**	**3-2014**	**Change**
2 Bedrooms or Less	$127,000	$145,000	+ 14.2%	$136,250	$165,000	+ 21.1%	$124,000	$140,000	+ 12.9%
3 Bedrooms	$167,738	$179,000	+ 6.7%	$168,252	$179,000	+ 6.4%	$163,990	$178,870	+ 9.1%
4 Bedrooms or More	$265,000	$285,000	+ 7.5%	$265,354	$287,000	+ 8.2%	$245,000	$263,950	+ 7.7%
All Bedroom Counts	**$194,010**	**$211,500**	**+ 9.0%**	**$205,000**	**$221,439**	**+ 8.0%**	**$150,000**	**$165,000**	**+ 10.0%**

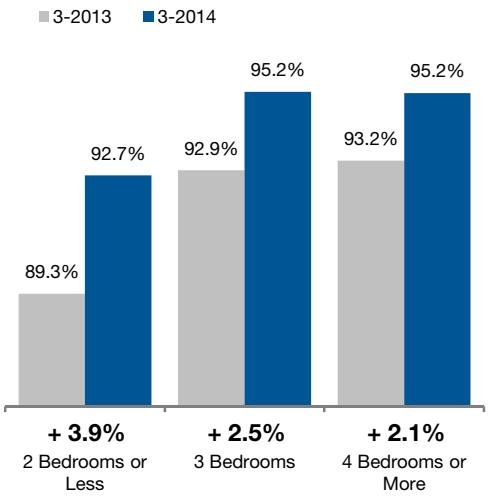
Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

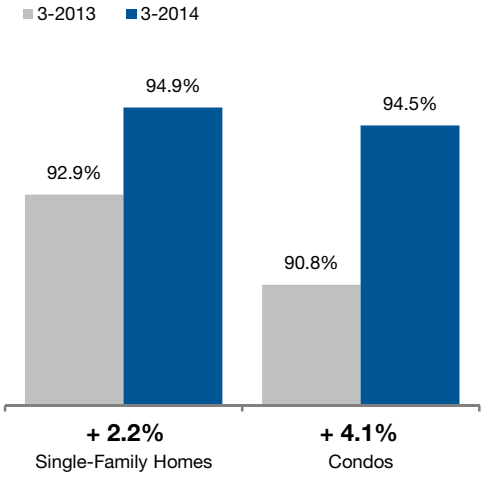
By Price Range



By Bedroom Count



By Property Type



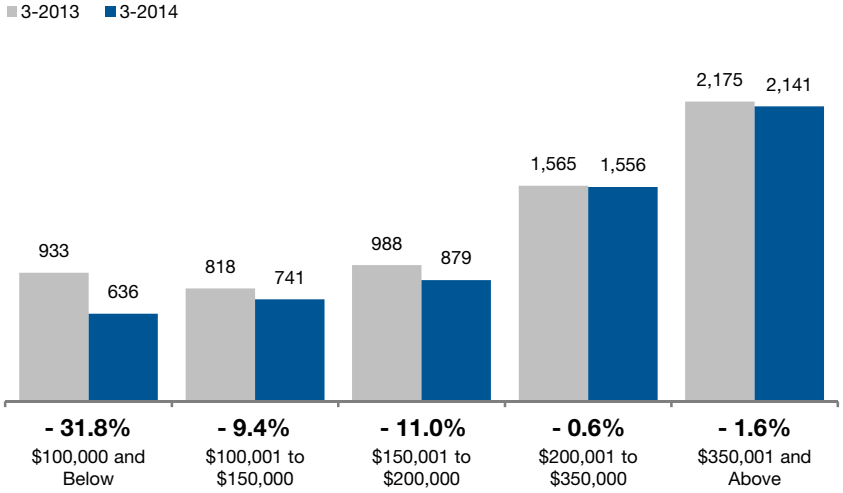
By Price Range	All Properties			Single-Family Homes			Condos		
	3-2013	3-2014	Change	3-2013	3-2014	Change	3-2013	3-2014	Change
$100,000 and Below	86.9%	88.6%	+ 2.0%	85.9%	87.9%	+ 2.4%	89.0%	90.6%	+ 1.8%
$100,001 to $150,000	92.3%	94.7%	+ 2.7%	92.2%	94.5%	+ 2.5%	92.3%	95.3%	+ 3.2%
$150,001 to $200,000	95.4%	96.6%	+ 1.3%	95.6%	96.7%	+ 1.2%	94.7%	96.4%	+ 1.8%
$200,001 to $350,000	95.3%	96.8%	+ 1.6%	95.8%	96.9%	+ 1.1%	91.2%	96.3%	+ 5.6%
$350,001 and Above	90.7%	94.4%	+ 4.1%	91.3%	94.5%	+ 3.5%	86.5%	94.0%	+ 8.6%
All Price Ranges	**92.5%**	**94.9%**	**+ 2.5%**	**92.9%**	**94.9%**	**+ 2.2%**	**90.8%**	**94.5%**	**+ 4.1%**

By Bedroom Count	All Properties			Single-Family Homes			Condos		
	3-2013	3-2014	Change	3-2013	3-2014	Change	3-2013	3-2014	Change
2 Bedrooms or Less	89.3%	92.7%	+ 3.9%	90.2%	91.3%	+ 1.3%	88.9%	93.4%	+ 5.0%
3 Bedrooms	92.9%	95.2%	+ 2.5%	92.9%	95.1%	+ 2.3%	92.8%	95.7%	+ 3.1%
4 Bedrooms or More	93.2%	95.2%	+ 2.1%	93.2%	95.1%	+ 2.1%	92.2%	95.7%	+ 3.8%
All Bedroom Counts	**92.5%**	**94.9%**	**+ 2.5%**	**92.9%**	**94.9%**	**+ 2.2%**	**90.8%**	**94.5%**	**+ 4.1%**

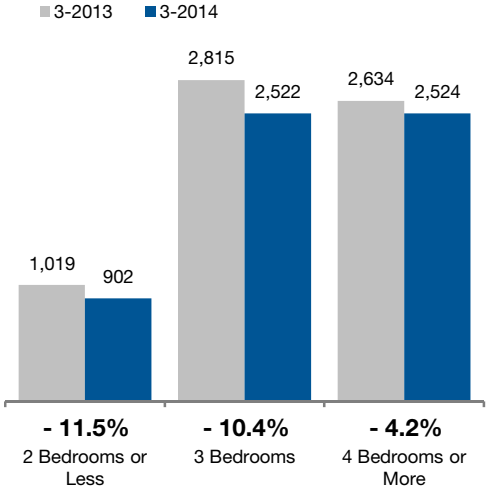
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of the most recent month. **Based on one month of activity.**

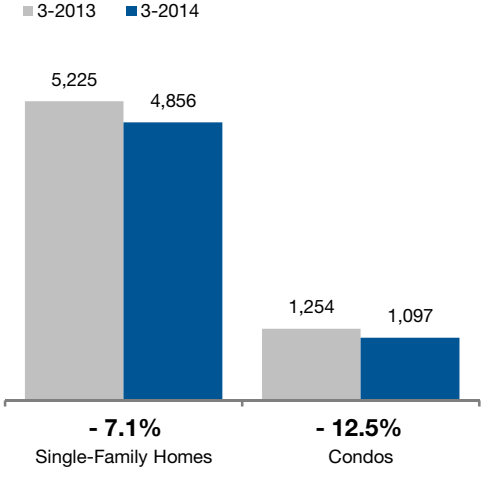
By Price Range



By Bedroom Count



By Property Type



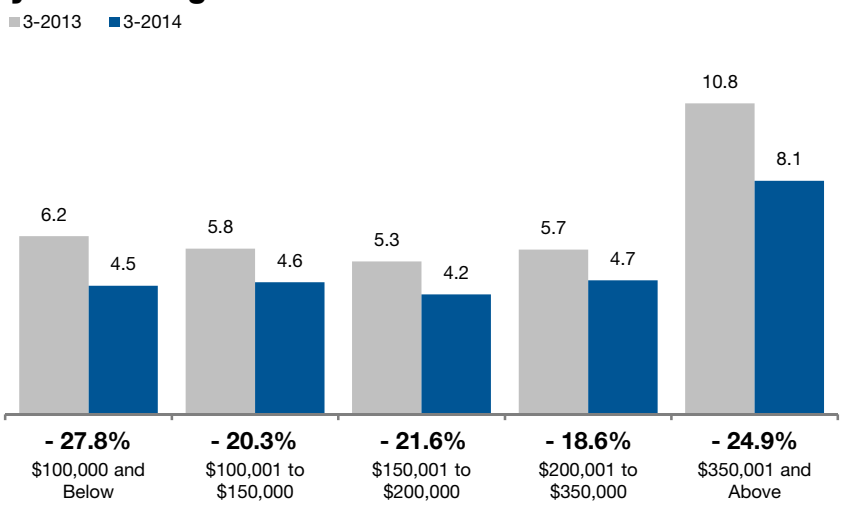
	All Properties			Single-Family Homes			Condos		
By Price Range	**3-2013**	**3-2014**	**Change**	**3-2013**	**3-2014**	**Change**	**3-2013**	**3-2014**	**Change**
$100,000 and Below	933	636	- 31.8%	696	494	- 29.0%	237	142	- 40.1%
$100,001 to $150,000	818	741	- 9.4%	633	530	- 16.3%	185	211	+ 14.1%
$150,001 to $200,000	988	879	- 11.0%	808	705	- 12.7%	180	174	- 3.3%
$200,001 to $350,000	1,565	1,556	- 0.6%	1,314	1,345	+ 2.4%	251	211	- 15.9%
$350,001 and Above	2,175	2,141	- 1.6%	1,774	1,782	+ 0.5%	401	359	- 10.5%
All Price Ranges	**6,479**	**5,953**	**- 8.1%**	**5,225**	**4,856**	**- 7.1%**	**1,254**	**1,097**	**- 12.5%**

	All Properties			Single-Family Homes			Condos		
By Bedroom Count	**3-2013**	**3-2014**	**Change**	**3-2013**	**3-2014**	**Change**	**3-2013**	**3-2014**	**Change**
2 Bedrooms or Less	1,019	902	- 11.5%	338	265	- 21.6%	681	637	- 6.5%
3 Bedrooms	2,815	2,522	- 10.4%	2,341	2,142	- 8.5%	474	380	- 19.8%
4 Bedrooms or More	2,634	2,524	- 4.2%	2,537	2,445	- 3.6%	97	79	- 18.6%
All Bedroom Counts	**6,479**	**5,953**	**- 8.1%**	**5,225**	**4,856**	**- 7.1%**	**1,254**	**1,097**	**- 12.5%**

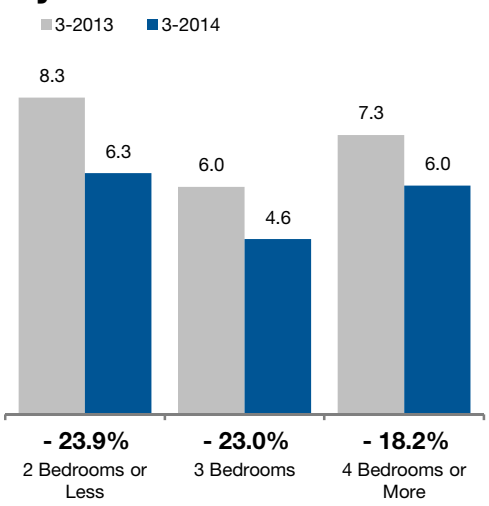
Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, **based on one month of activity**, divided by the average monthly pending sales from the last 12 months.

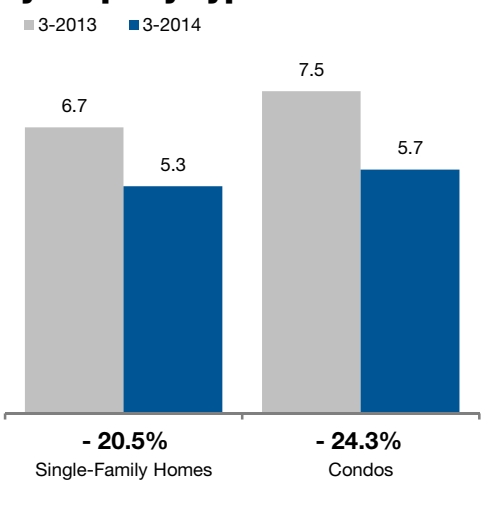
By Price Range



By Bedroom Count



By Property Type



By Price Range	All Properties			Single-Family Homes			Condos		
	3-2013	3-2014	Change	3-2013	3-2014	Change	3-2013	3-2014	Change
$100,000 and Below	6.2	4.5	- 27.8%	6.6	4.7	- 28.5%	5.2	3.8	- 27.8%
$100,001 to $150,000	5.8	4.6	- 20.3%	5.8	4.5	- 22.9%	5.7	5.0	- 12.7%
$150,001 to $200,000	5.3	4.2	- 21.6%	5.3	4.2	- 21.1%	5.6	4.3	- 24.2%
$200,001 to $350,000	5.7	4.7	- 18.6%	5.4	4.5	- 16.6%	7.9	5.7	- 28.7%
$350,001 and Above	10.8	8.1	- 24.9%	10.1	7.8	- 22.9%	15.4	10.2	- 33.9%
All Price Ranges	**6.8**	**5.4**	**- 21.3%**	**6.7**	**5.3**	**- 20.5%**	**7.5**	**5.7**	**- 24.3%**

By Bedroom Count	All Properties			Single-Family Homes			Condos		
	3-2013	3-2014	Change	3-2013	3-2014	Change	3-2013	3-2014	Change
2 Bedrooms or Less	8.3	6.3	- 23.9%	9.3	6.0	- 35.2%	7.9	6.5	- 18.1%
3 Bedrooms	6.0	4.6	- 23.0%	5.9	4.6	- 21.4%	6.7	4.6	- 31.1%
4 Bedrooms or More	7.3	6.0	- 18.2%	7.3	6.0	- 17.6%	9.3	6.2	- 33.0%
All Bedroom Counts	**6.8**	**5.4**	**- 21.3%**	**6.7**	**5.3**	**- 20.5%**	**7.5**	**5.7**	**- 24.3%**

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

CHARLESTON TRIDENT ASSOCIATION OF REALTORS®
www.charlestonrealtors.com

March 2014

During this year's spring refresh, seller activity is the first item on the watch list. Low inventory has been a national headline grabber, and many are eager to see if this is the year that brings a bevy of new properties to market for ready-to-buyers. Investor activity and cash purchases should be monitored, as well, along with any increases in new construction. And although interest rates are up from their all-time lows, borrowing costs are still remarkably affordable. It's cheaper to own than to rent in most of the country.

New Listings in the Charleston area increased 4.3 percent to 2,028. Pending Sales were up 20.3 percent to 1,512. Inventory levels shrank 8.1 percent to 5,953 units.

Prices marched higher. The Median Sales Price increased 9.4 percent to $219,728. Days on Market was down 11.5 percent to 77 days. Absorption rates improved as Months Supply of Inventory was down 21.3 percent to 5.4 months.

Consumers are in better shape for the current financial landscape, just in time for the primary home-buying season. Along with an uptick in consumer confidence, GDP growth was revised up to 2.6 percent by the Commerce Department. Consumer spending has risen and claims for unemployment benefits have decreased. Economic health fuels housing market growth. Employed, confident people with rising incomes tend to purchase real property.

Quick Facts

+ 2.3%	+ 9.4%	- 8.1%
Change in **Closed Sales**	Change in **Median Sales Price**	Change in **Inventory**

Market Overview 2
New Listings 3
Pending Sales 4
Closed Sales 5
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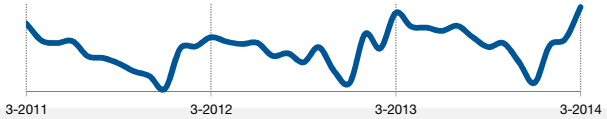
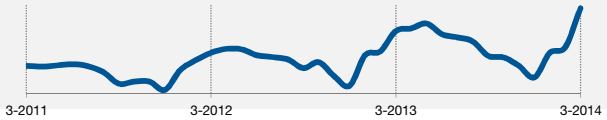
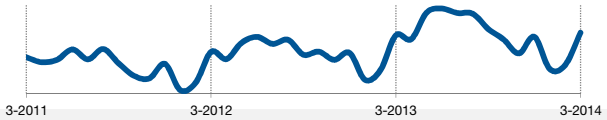
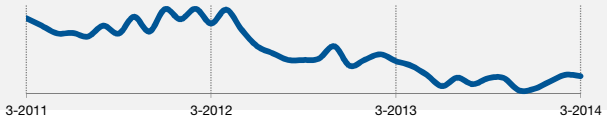
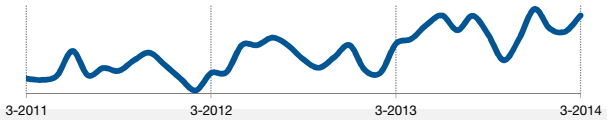
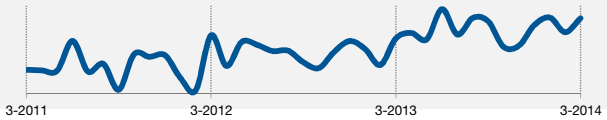
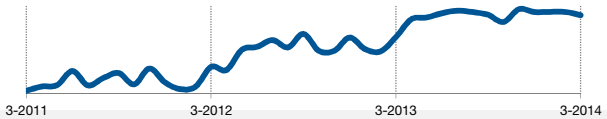
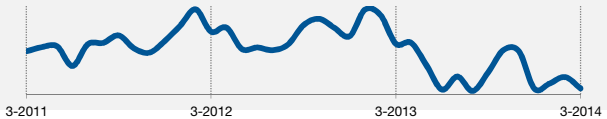
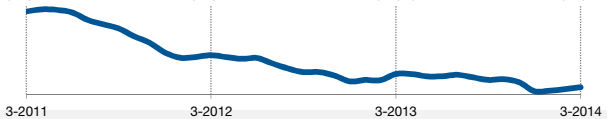
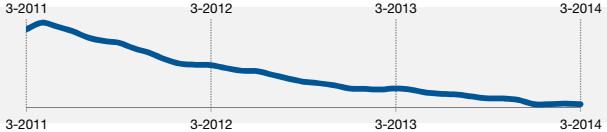
Months Supply of Inventory 12

Click on desired metric to jump to that page.

Market Overview

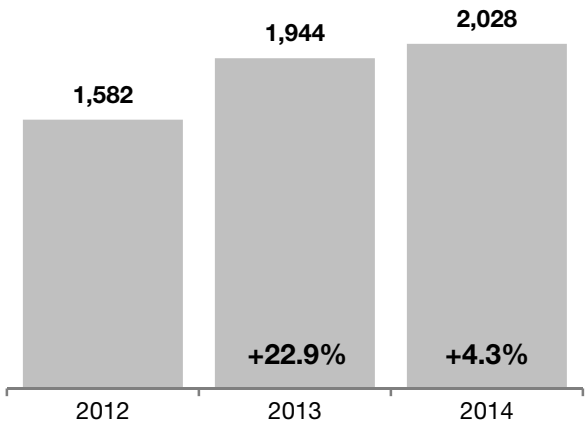
Key market metrics for the current month and year-to-date figures.

Key Metrics	Historical Sparklines	3-2013	3-2014	+ / –	YTD 2013	YTD 2014	+ / –
New Listings		1,944	**2,028**	+ 4.3%	4,991	**5,042**	+ 1.0%
Pending Sales		1,257	**1,512**	+ 20.3%	3,274	**3,601**	+ 10.0%
Closed Sales		1,069	**1,094**	+ 2.3%	2,453	**2,630**	+ 7.2%
Days on Market Until Sale		87	**77**	- 11.5%	89	**77**	- 13.9%
Median Sales Price		$200,835	**$219,728**	+ 9.4%	$190,000	**$215,000**	+ 13.2%
Average Sales Price		$278,663	**$297,799**	+ 6.9%	$268,469	**$294,030**	+ 9.5%
Percent of Original List Price Received		93.2%	**94.8%**	+ 1.7%	92.7%	**94.9%**	+ 2.4%
Housing Affordability Index		150	**130**	- 13.6%	157	**132**	- 16.0%
Inventory of Homes for Sale		6,479	**5,953**	- 8.1%	--	--	--
Months Supply of Homes for Sale		6.8	**5.4**	- 21.3%	--	--	--

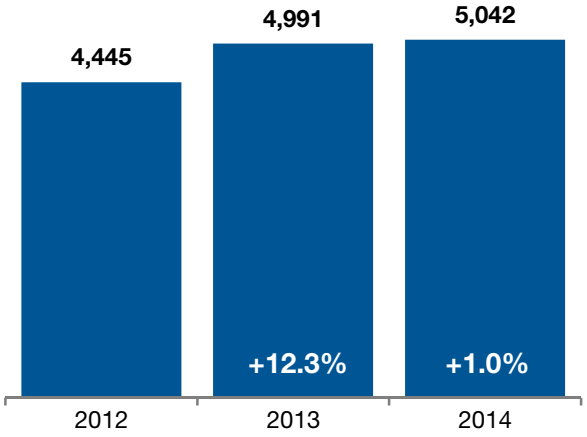
New Listings

A count of the properties that have been newly listed on the market in a given month.

March

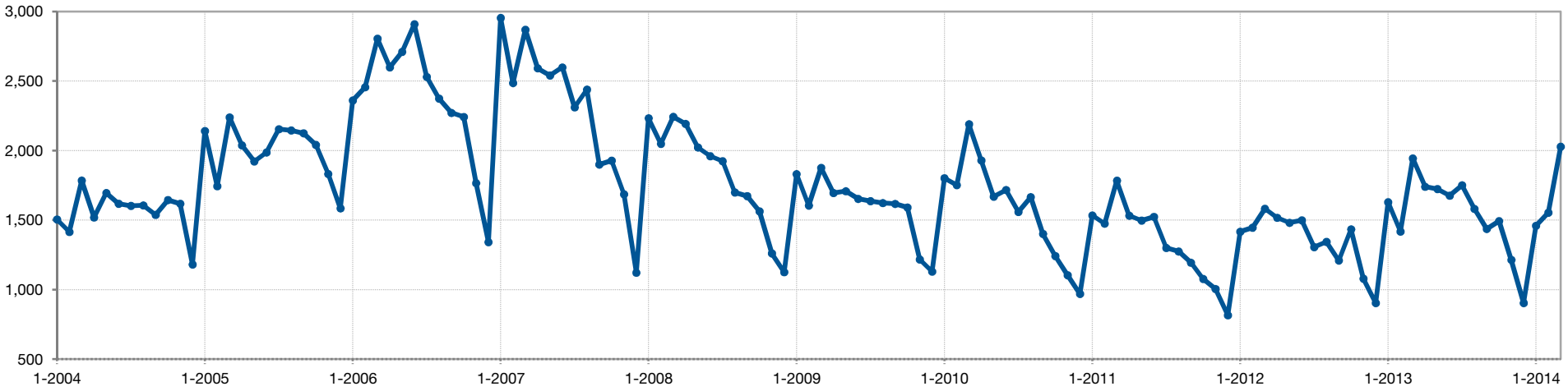


Year To Date



Month	Prior Year	Current Year	+ / –
April	1,517	**1,740**	+14.7%
May	1,481	**1,724**	+16.4%
June	1,499	**1,676**	+11.8%
July	1,306	**1,751**	+34.1%
August	1,344	**1,581**	+17.6%
September	1,210	**1,437**	+18.8%
October	1,434	**1,493**	+4.1%
November	1,079	**1,214**	+12.5%
December	904	**904**	0.0%
January	1,629	**1,460**	-10.4%
February	1,418	**1,554**	+9.6%
March	1,944	**2,028**	+4.3%
12-Month Avg	**1,397**	**1,547**	**+10.7%**

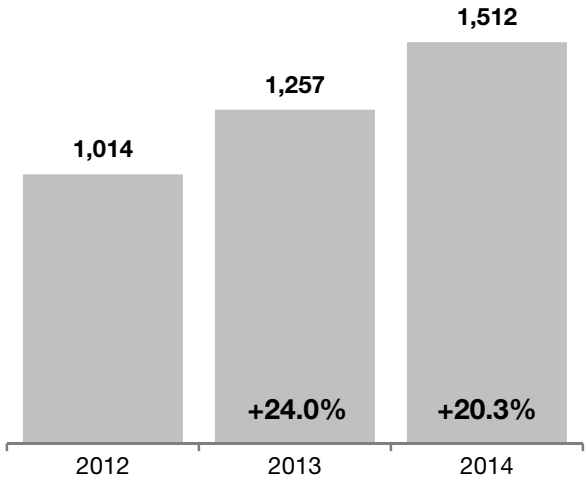
Historical New Listing Activity



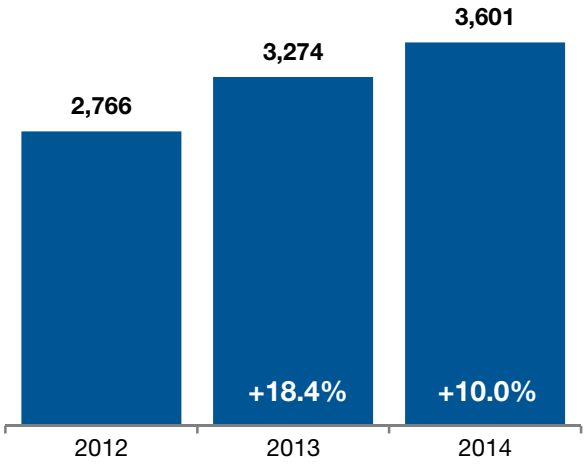
Pending Sales

A count of the properties on which contracts have been accepted in a given month.

March

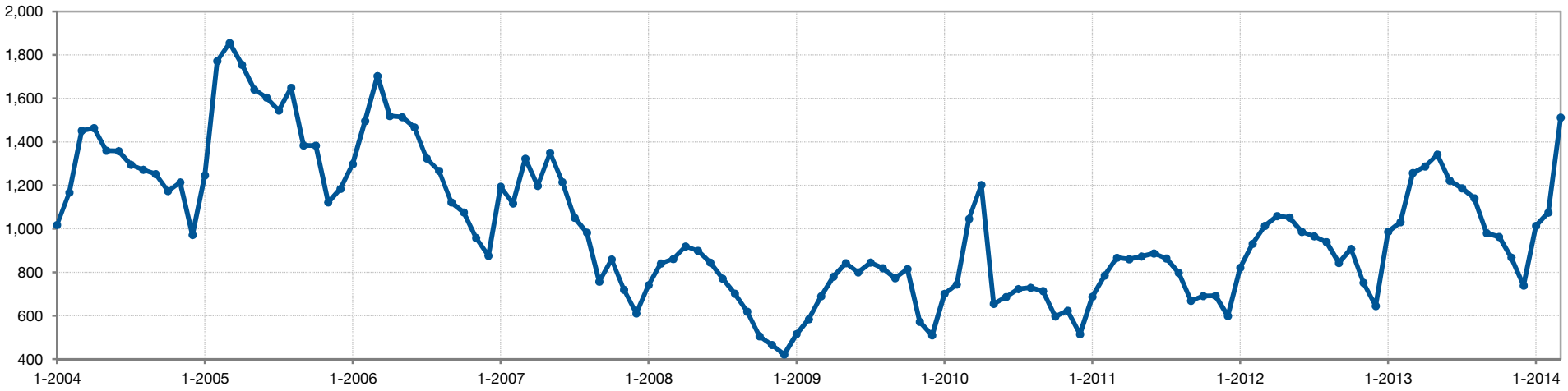


Year To Date



Month	Prior Year	Current Year	+ / –
April	1,059	**1,287**	+21.5%
May	1,052	**1,342**	+27.6%
June	986	**1,222**	+23.9%
July	966	**1,187**	+22.9%
August	939	**1,141**	+21.5%
September	843	**980**	+16.3%
October	908	**963**	+6.1%
November	752	**868**	+15.4%
December	645	**739**	+14.6%
January	986	**1,014**	+2.8%
February	1,031	**1,075**	+4.3%
March	1,257	**1,512**	+20.3%
12-Month Avg	**952**	**1,111**	**+16.7%**

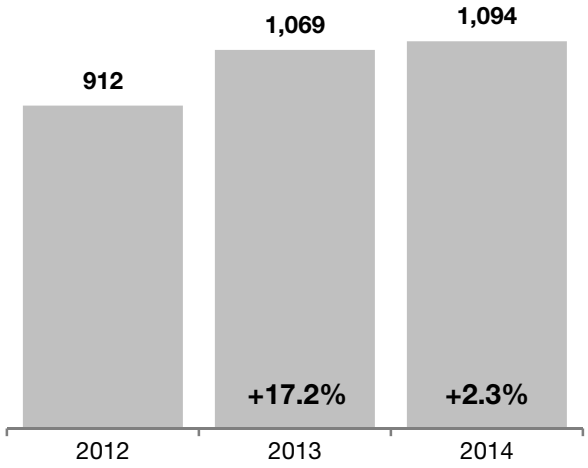
Historical Pending Sales Activity



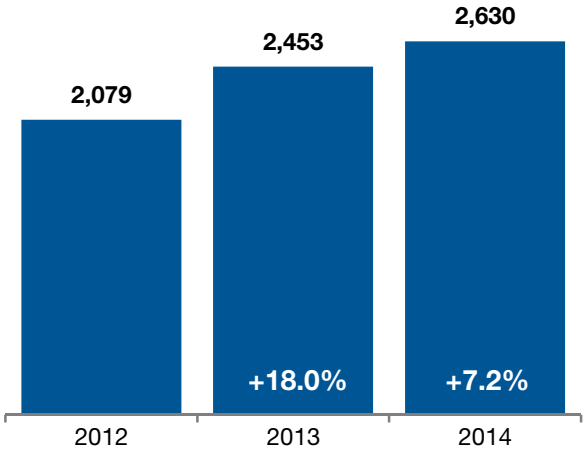
Closed Sales

A count of the properties on which contracts have been accepted in a given month.

March

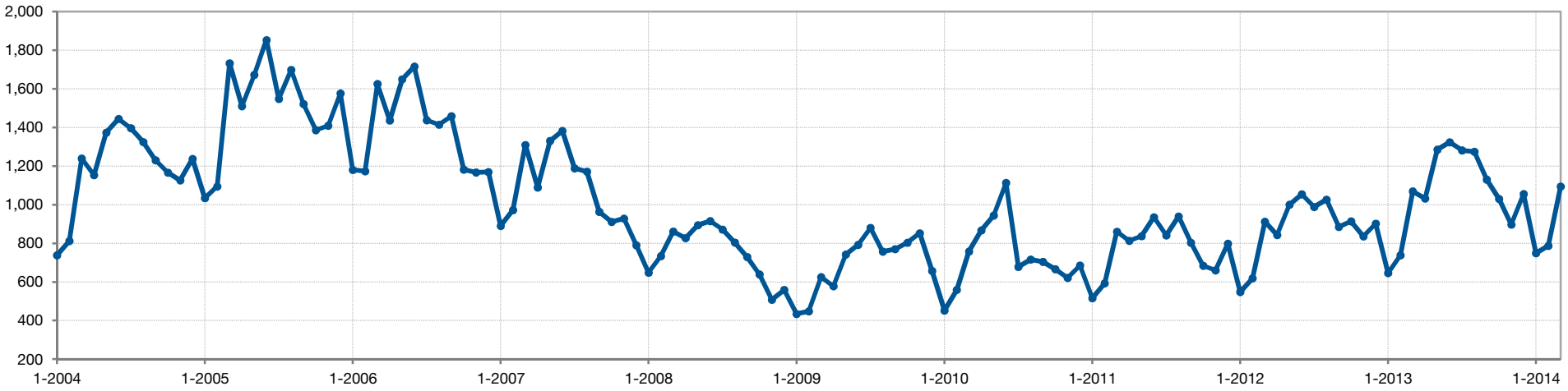


Year To Date



Month	Prior Year	Current Year	+ / –
April	843	**1,032**	+22.4%
May	1,000	**1,285**	+28.5%
June	1,054	**1,323**	+25.5%
July	988	**1,281**	+29.7%
August	1,026	**1,274**	+24.2%
September	885	**1,130**	+27.7%
October	914	**1,030**	+12.7%
November	836	**897**	+7.3%
December	902	**1,055**	+17.0%
January	646	**749**	+15.9%
February	738	**787**	+6.6%
March	1,069	**1,094**	+2.3%
12-Month Avg	**908**	**1,078**	**+18.3%**

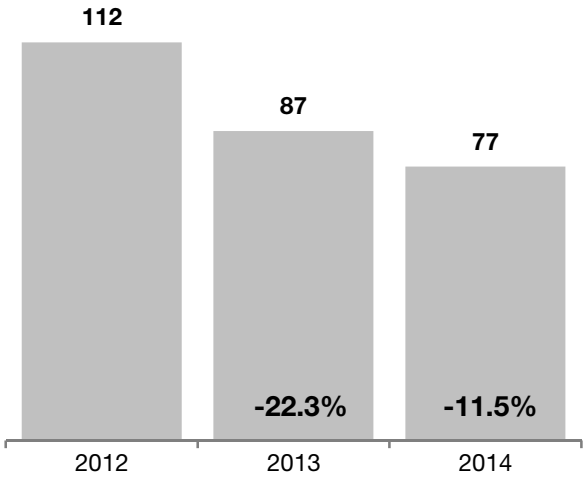
Historical Closed Sales Activity



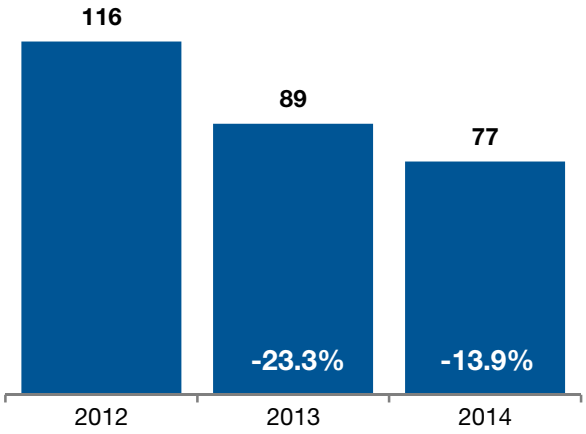
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

March

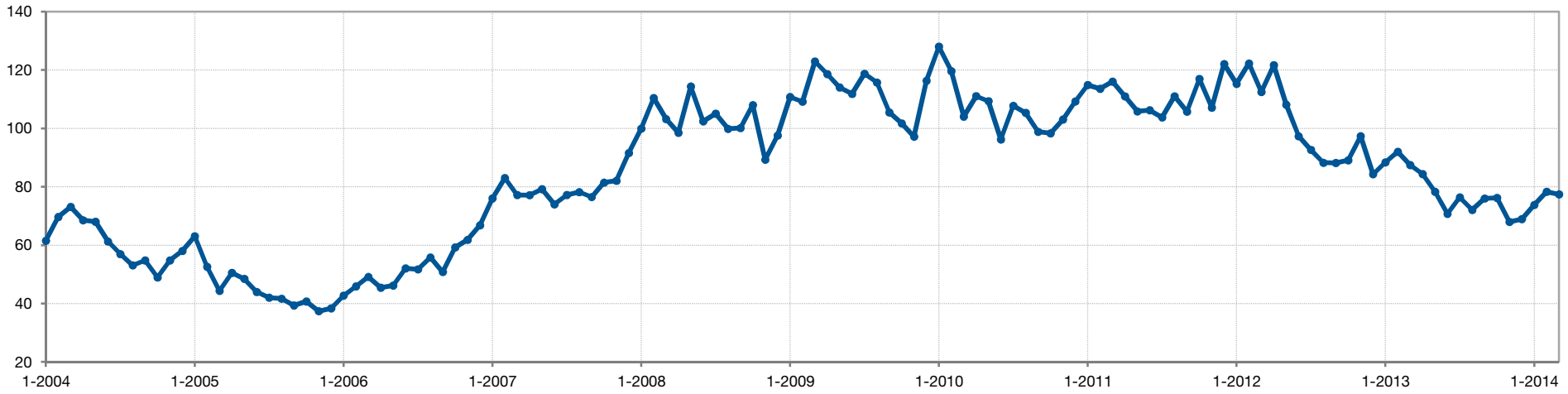


Year To Date



Month	Prior Year	Current Year	+ / –
April	122	**84**	-30.7%
May	108	**78**	-27.6%
June	97	**71**	-27.3%
July	93	**76**	-17.5%
August	88	**72**	-18.3%
September	88	**76**	-13.8%
October	89	**76**	-14.5%
November	97	**68**	-30.1%
December	84	**69**	-18.2%
January	88	**74**	-16.5%
February	92	**78**	-14.9%
March	87	**77**	-11.5%
12-Month Avg	**95**	**75**	**-20.6%**

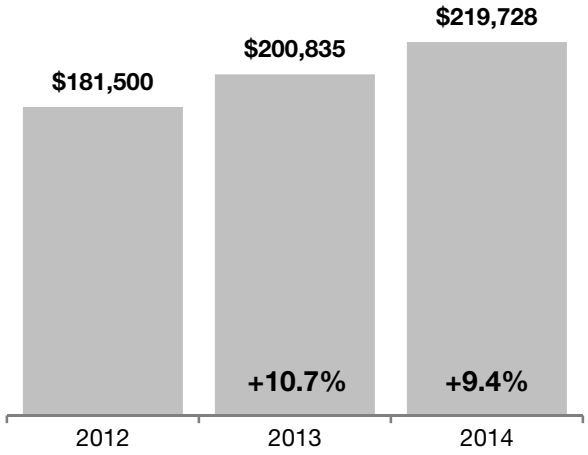
Historical Days on Market Until Sale



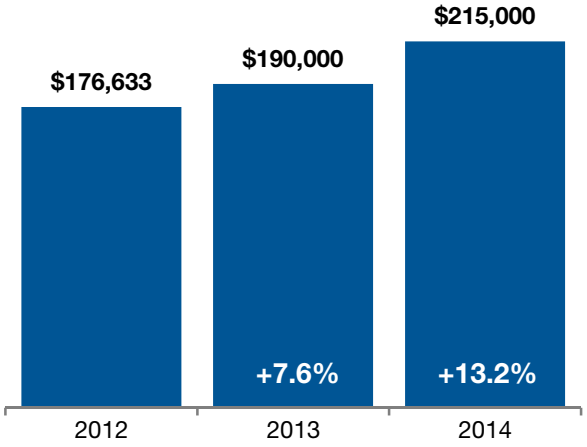
Median Sales Price

Median price point for all closed sales, not accounting for seller concessions, in a given month.

March

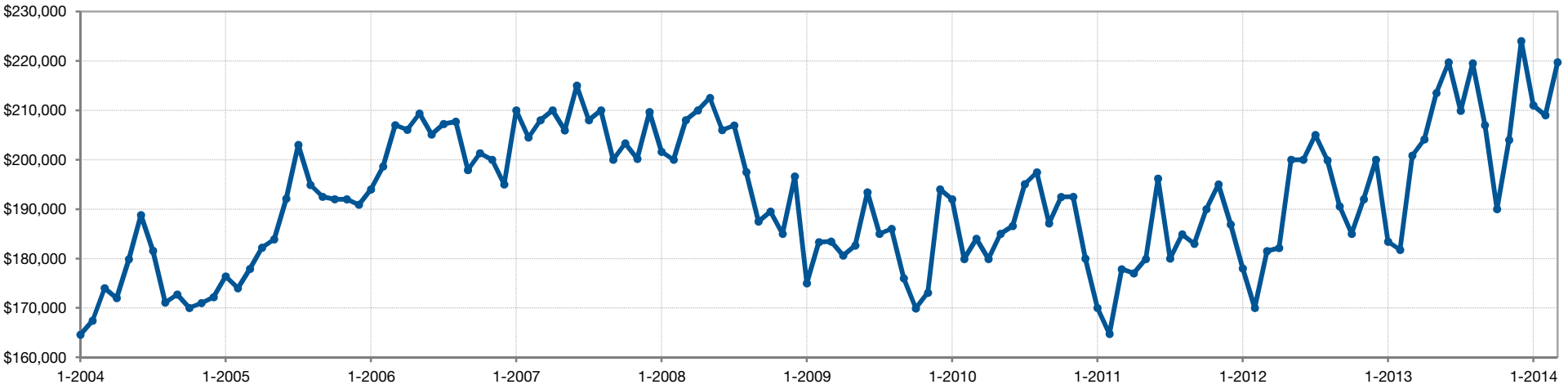


Year To Date



Month	Prior Year	Current Year	+ / –
April	$182,134	**$204,120**	+12.1%
May	$200,000	**$213,500**	+6.7%
June	$200,000	**$219,705**	+9.9%
July	$205,000	**$209,900**	+2.4%
August	$199,865	**$219,500**	+9.8%
September	$190,565	**$207,000**	+8.6%
October	$185,000	**$190,000**	+2.7%
November	$192,000	**$204,000**	+6.3%
December	$200,000	**$224,000**	+12.0%
January	$183,425	**$211,000**	+15.0%
February	$181,750	**$209,000**	+15.0%
March	$200,835	**$219,728**	+9.4%
12-Month Med	**$194,010**	**$211,500**	**+9.0%**

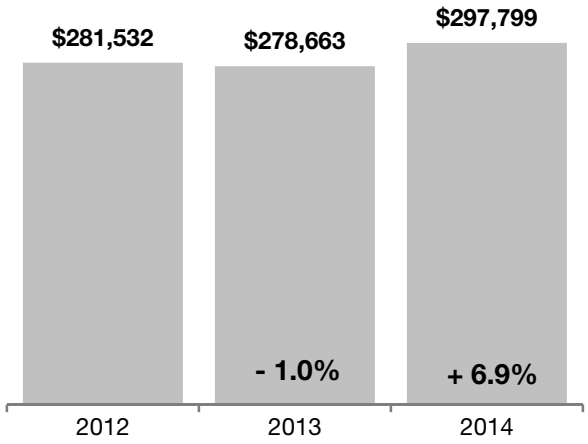
Historical Median Sales Price



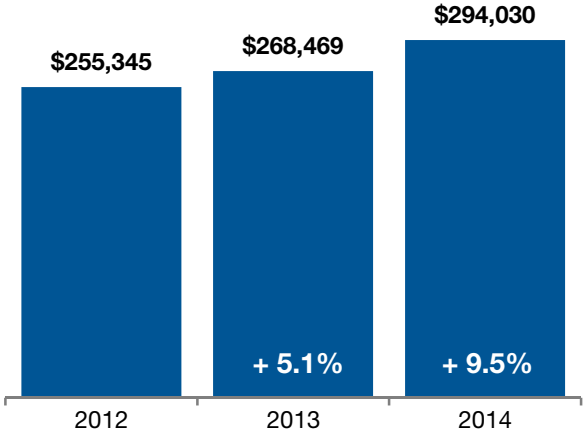
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

March



Year To Date



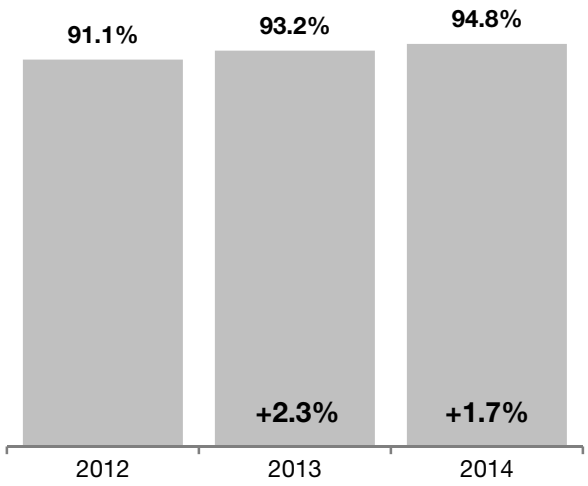
Month	Prior Year	Current Year	+ / –
April	$252,493	**$283,777**	+12.4%
May	$275,486	**$277,689**	+0.8%
June	$272,517	**$306,480**	+12.5%
July	$266,633	**$282,341**	+5.9%
August	$267,055	**$298,110**	+11.6%
September	$255,928	**$294,948**	+15.2%
October	$250,523	**$270,685**	+8.0%
November	$265,917	**$271,773**	+2.2%
December	$276,166	**$291,327**	+5.5%
January	$268,735	**$298,455**	+11.1%
February	$253,443	**$284,555**	+12.3%
March	$278,663	**$297,799**	+6.9%
12-Month Avg	**$265,886**	**$288,566**	**+8.5%**

Historical Average Sales Price

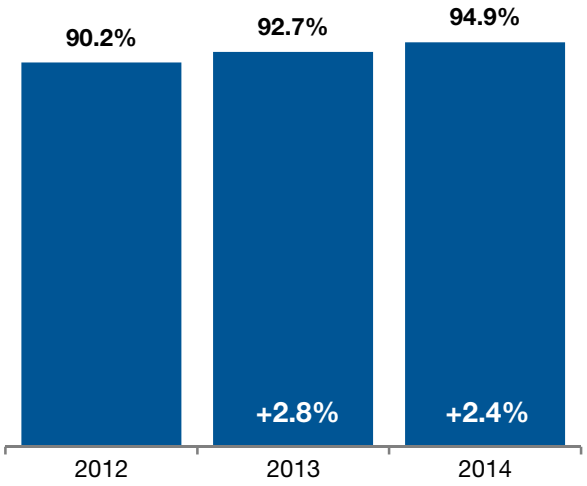
Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

March

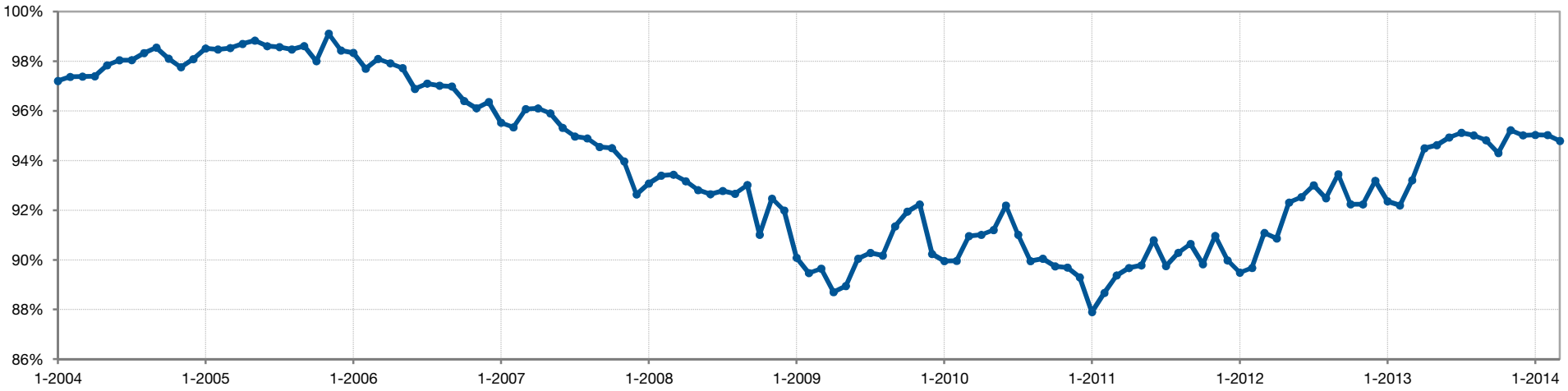


Year To Date



Month	Prior Year	Current Year	+ / –
April	90.9%	**94.5%**	+4.0%
May	92.3%	**94.6%**	+2.5%
June	92.5%	**94.9%**	+2.6%
July	93.0%	**95.1%**	+2.3%
August	92.5%	**95.0%**	+2.7%
September	93.4%	**94.8%**	+1.5%
October	92.2%	**94.3%**	+2.2%
November	92.2%	**95.2%**	+3.2%
December	93.2%	**95.0%**	+2.0%
January	92.4%	**95.0%**	+2.9%
February	92.2%	**95.0%**	+3.1%
March	93.2%	**94.8%**	+1.7%
12-Month Avg	**92.5%**	**94.9%**	**+2.5%**

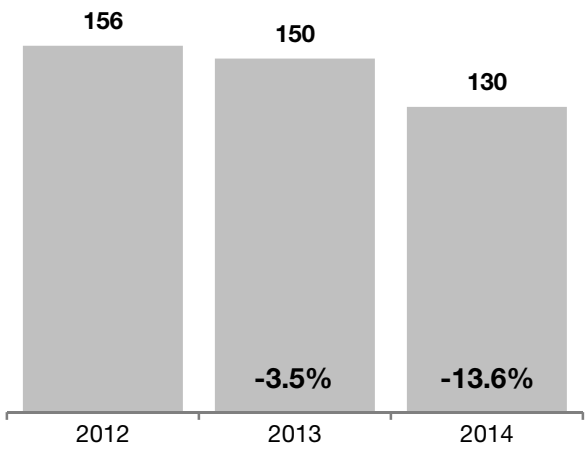
Historical Percent of Original List Price Received



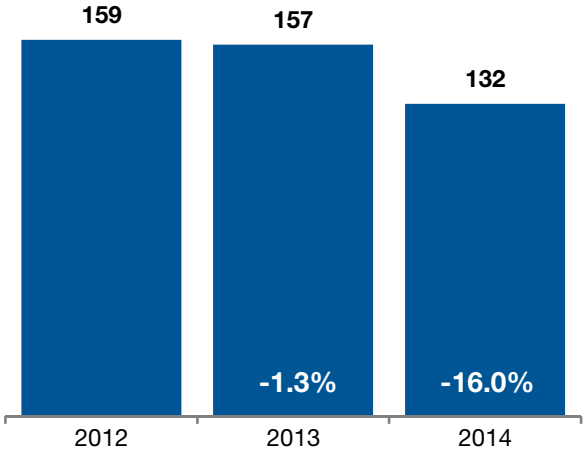
Housing Affordability Index

This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

March

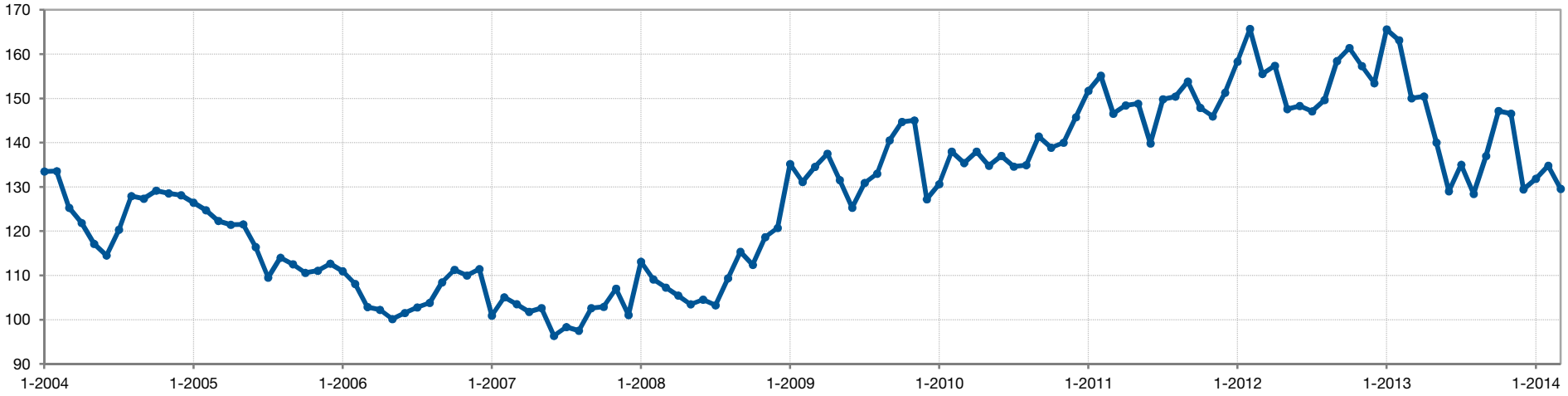


Year To Date



Month	Prior Year	Current Year	+ / –
April	157	**150**	-4.4%
May	148	**140**	-5.1%
June	148	**129**	-13.0%
July	147	**135**	-8.2%
August	150	**128**	-14.2%
September	158	**137**	-13.5%
October	161	**147**	-8.8%
November	157	**147**	-6.8%
December	153	**129**	-15.6%
January	166	**132**	-20.4%
February	163	**135**	-17.4%
March	150	**130**	-13.6%
12-Month Avg	**155**	**137**	**-11.8%**

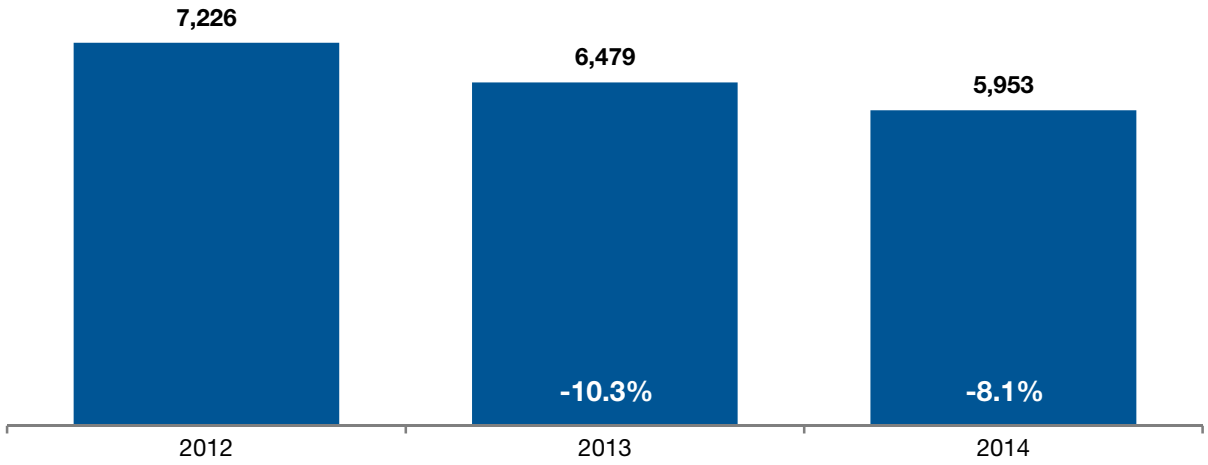
Historical Housing Affordability Index



Inventory of Homes for Sale

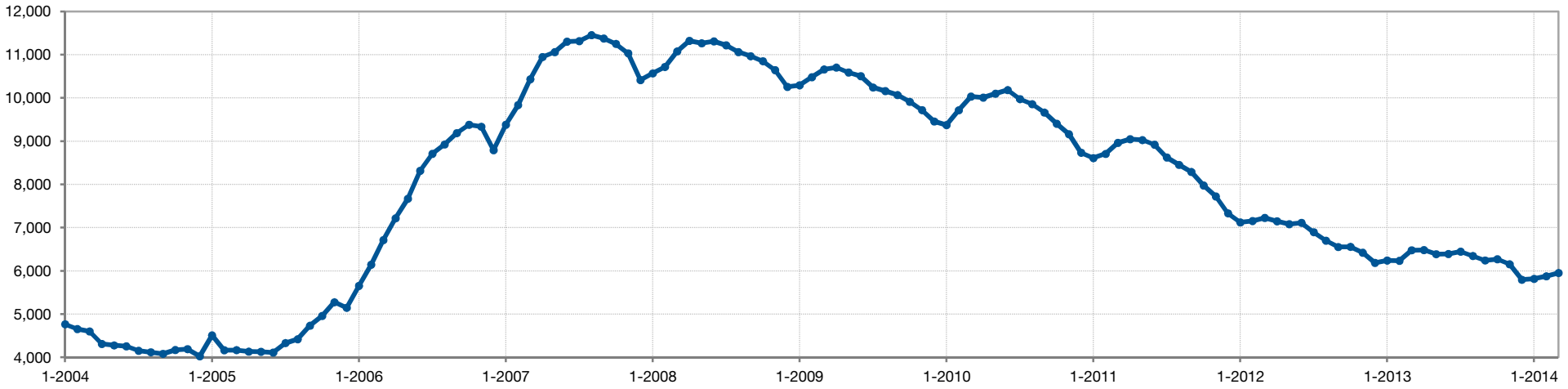
The number of properties available for sale in active status at the end of a given month.

March



Month	Prior Year	Current Year	+ / –
April	7,149	**6,483**	-9.3%
May	7,082	**6,388**	-9.8%
June	7,113	**6,392**	-10.1%
July	6,896	**6,447**	-6.5%
August	6,699	**6,346**	-5.3%
September	6,553	**6,243**	-4.7%
October	6,558	**6,271**	-4.4%
November	6,421	**6,154**	-4.2%
December	6,187	**5,796**	-6.3%
January	6,242	**5,816**	-6.8%
February	6,234	**5,876**	-5.7%
March	6,479	**5,953**	-8.1%
12-Month Avg	**6,634**	**6,180**	**-6.8%**

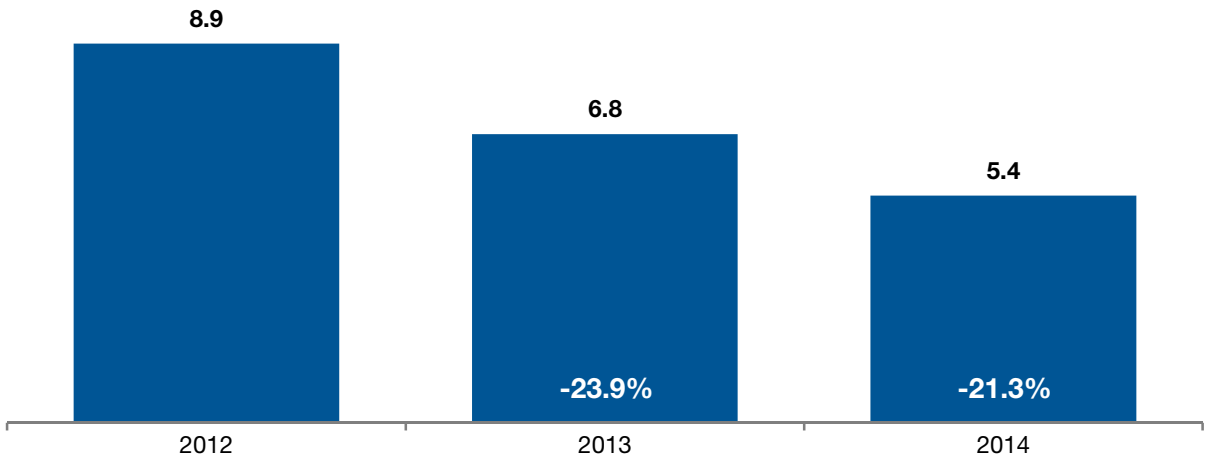
Historical Inventory of Homes for Sale



Months Supply of Inventory

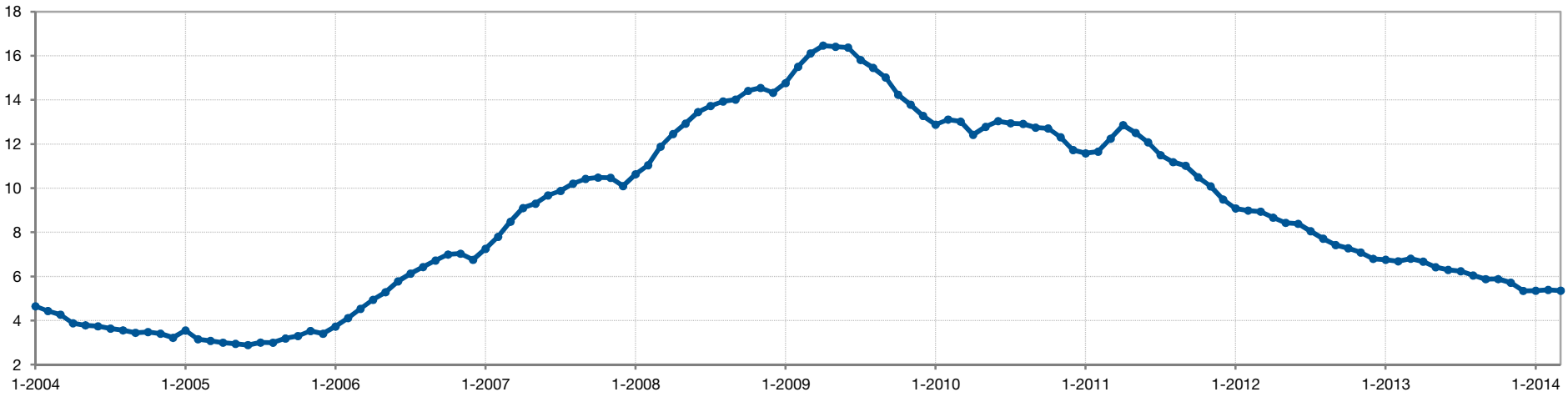
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

March



Month	Prior Year	Current Year	+ / –
April	8.7	**6.7**	-23.0%
May	8.4	**6.4**	-23.9%
June	8.4	**6.3**	-24.9%
July	8.1	**6.2**	-22.5%
August	7.7	**6.0**	-21.7%
September	7.4	**5.9**	-20.8%
October	7.3	**5.9**	-19.2%
November	7.1	**5.7**	-19.3%
December	6.8	**5.3**	-21.4%
January	6.8	**5.4**	-20.8%
February	6.7	**5.4**	-19.4%
March	6.8	**5.4**	-21.3%
12-Month Avg	**7.5**	**5.9**	**-21.6%**

Historical Months Supply of Inventory



Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Daniel Island

Area 77

- 35.6%	+ 62.5%	- 29.1%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	37	**26**	- 29.7%	88	**89**	+ 1.1%
Closed Sales	12	**14**	+ 16.7%	30	**39**	+ 30.0%
Median Sales Price*	$612,212	**$676,660**	+ 10.5%	$612,212	**$640,600**	+ 4.6%
Average Sales Price*	$623,471	**$695,166**	+ 11.5%	$695,986	**$755,946**	+ 8.6%
Percent of Original List Price Received*	95.2%	**98.8%**	+ 3.7%	95.2%	**98.5%**	+ 3.6%
Days on Market Until Sale	109	**35**	- 67.8%	102	**77**	- 24.7%
Inventory of Homes for Sale	94	**63**	- 33.0%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

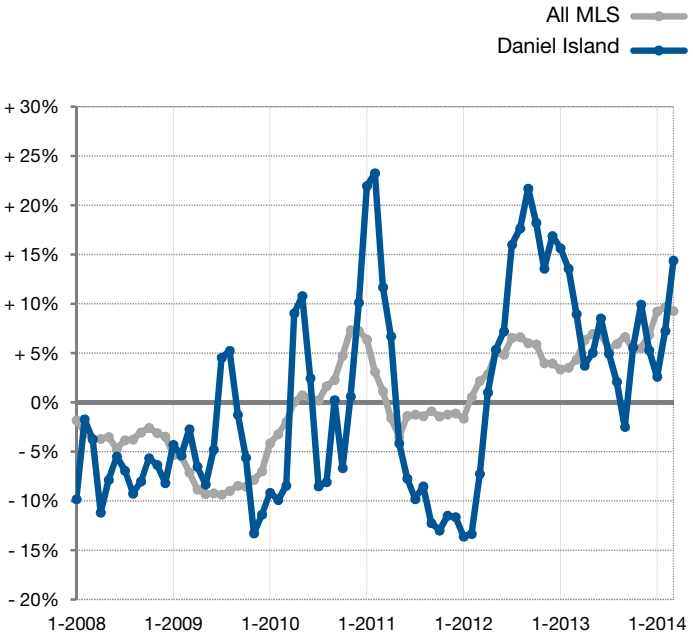
Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	22	**12**	- 45.5%	39	**35**	- 10.3%
Closed Sales	4	**12**	+ 200.0%	15	**26**	+ 73.3%
Median Sales Price*	$244,750	**$302,750**	+ 23.7%	$252,000	**$284,000**	+ 12.7%
Average Sales Price*	$237,875	**$288,870**	+ 21.4%	$305,467	**$307,540**	+ 0.7%
Percent of Original List Price Received*	93.4%	**93.4%**	+ 0.1%	94.3%	**94.2%**	- 0.1%
Days on Market Until Sale	157	**61**	-61.3%	70	**48**	- 31.4%
Inventory of Homes for Sale	40	**32**	- 20.0%	--	--	--

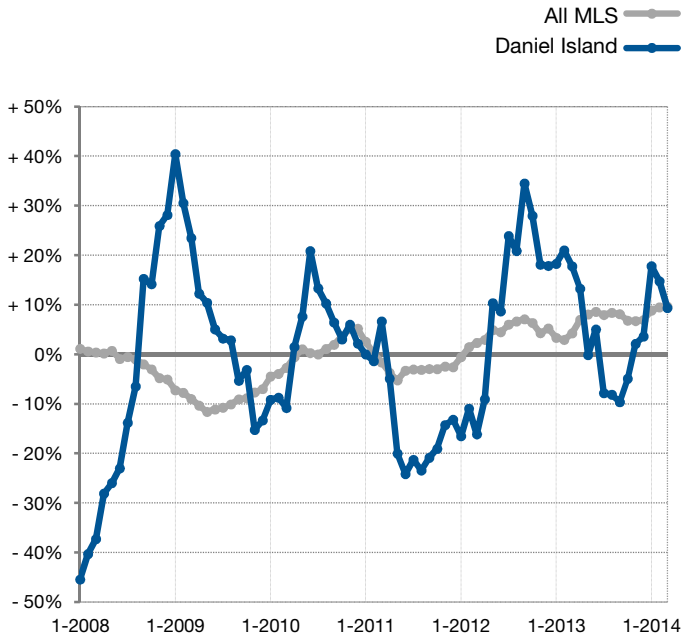
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from the Charleston Trident Association of REALTORS® MLS. | Sponsored by South Carolina REALTORS®. Powered by 10K Research and Marketing. | Information deemed reliable but not guaranteed. Consult your agent for market specifics.

Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Dorchester County

County: DOR

+ 5.1%	+ 1.1%	- 10.3%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	349	**363**	+ 4.0%	839	**810**	- 3.5%
Closed Sales	171	**162**	- 5.3%	421	**411**	- 2.4%
Median Sales Price*	$172,654	**$175,500**	+ 1.6%	$160,770	**$177,500**	+ 10.4%
Average Sales Price*	$184,134	**$187,901**	+ 2.0%	$175,630	**$190,796**	+ 8.6%
Percent of Original List Price Received*	94.1%	**95.8%**	+ 1.8%	93.6%	**95.5%**	+ 2.0%
Days on Market Until Sale	72	**77**	+ 6.8%	78	**74**	- 5.3%
Inventory of Homes for Sale	924	**823**	- 10.9%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

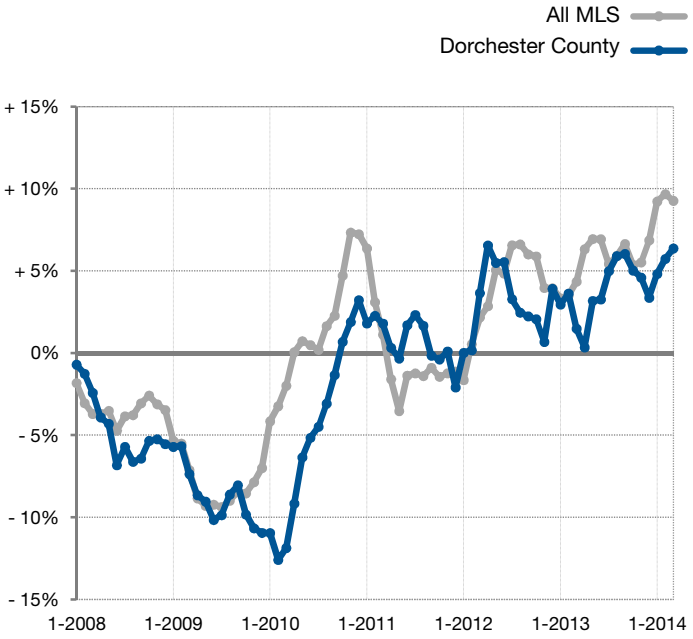
Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	21	**26**	+ 23.8%	85	**91**	+ 7.1%
Closed Sales	18	**29**	+ 61.1%	49	**57**	+ 16.3%
Median Sales Price*	$117,450	**$116,000**	- 1.2%	$95,000	**$119,900**	+ 26.2%
Average Sales Price*	$110,772	**$109,303**	- 1.3%	$109,416	**$113,743**	+ 4.0%
Percent of Original List Price Received*	94.4%	**94.4%**	+ 0.0%	93.4%	**94.4%**	+ 1.0%
Days on Market Until Sale	95	**58**	-38.6%	82	**66**	- 20.0%
Inventory of Homes for Sale	88	**85**	- 3.4%	--	--	--

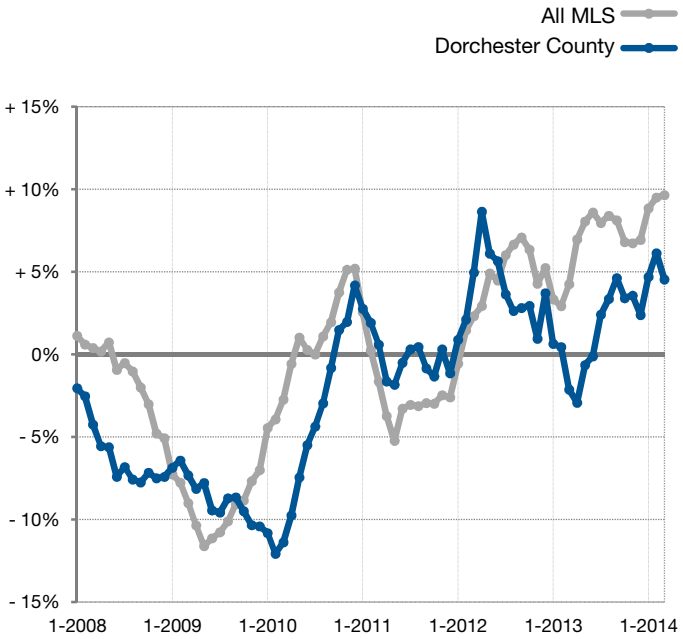
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Dorchester Road Corridor

Area 61

+ 5.2%	- 4.1%	- 12.9%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	106	**114**	+ 7.5%	244	**246**	+ 0.8%
Closed Sales	62	**53**	- 14.5%	129	**122**	- 5.4%
Median Sales Price*	$191,500	**$189,000**	- 1.3%	$170,000	**$179,000**	+ 5.3%
Average Sales Price*	$193,710	**$197,317**	+ 1.9%	$178,343	**$192,893**	+ 8.2%
Percent of Original List Price Received*	94.3%	**94.7%**	+ 0.4%	93.7%	**95.5%**	+ 2.0%
Days on Market Until Sale	59	**70**	+ 18.5%	66	**63**	- 4.5%
Inventory of Homes for Sale	280	**244**	- 12.9%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

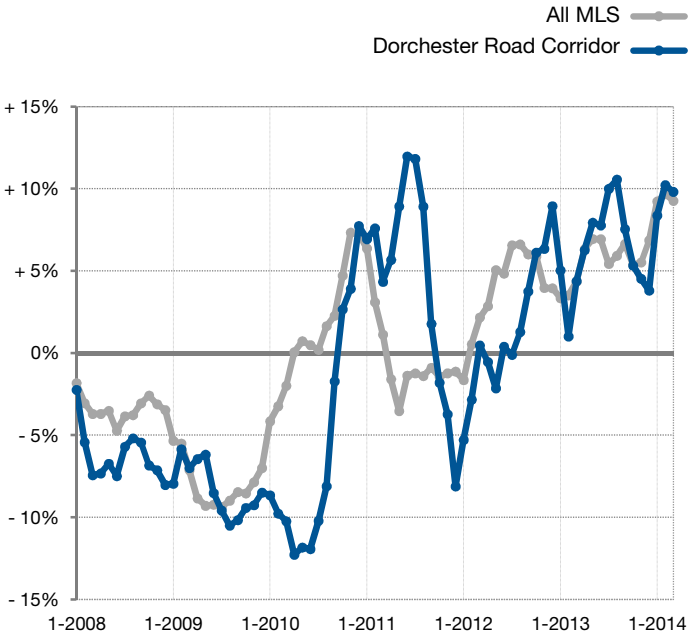
Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	10	**8**	- 20.0%	30	**47**	+ 56.7%
Closed Sales	11	**17**	+ 54.5%	22	**33**	+ 50.0%
Median Sales Price*	$135,000	**$105,000**	- 22.2%	$90,500	**$109,000**	+ 20.4%
Average Sales Price*	$110,473	**$101,053**	- 8.5%	$96,167	**$113,569**	+ 18.1%
Percent of Original List Price Received*	93.5%	**92.0%**	- 1.6%	92.2%	**93.0%**	+ 0.8%
Days on Market Until Sale	100	**55**	-45.5%	87	**59**	- 32.1%
Inventory of Homes for Sale	45	**39**	- 13.3%	--	--	--

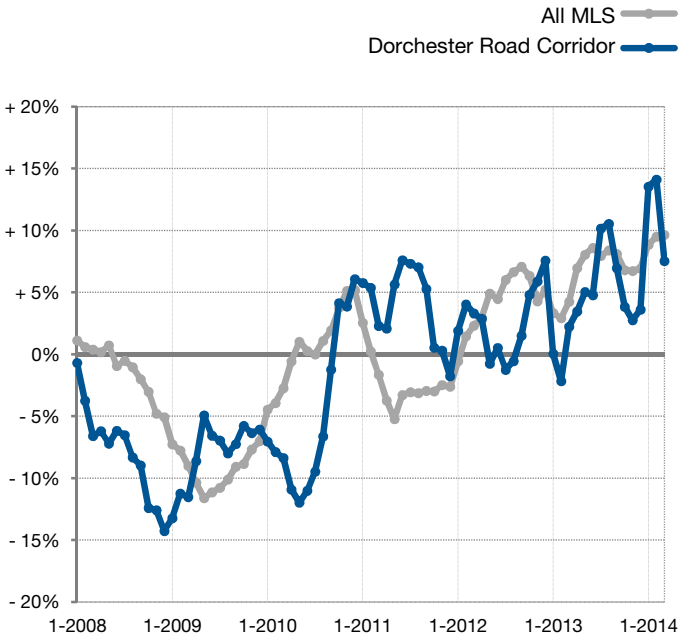
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Downtown Charleston

Area 51

- 22.8%	+ 21.9%	- 22.6%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	46	**29**	- 37.0%	106	**82**	- 22.6%
Closed Sales	12	**20**	+ 66.7%	31	**43**	+ 38.7%
Median Sales Price*	$586,750	**$937,500**	+ 59.8%	$587,500	**$700,000**	+ 19.1%
Average Sales Price*	$863,667	**$1,123,007**	+ 30.0%	$1,085,826	**$1,047,829**	- 3.5%
Percent of Original List Price Received*	90.2%	**92.9%**	+ 3.0%	91.1%	**91.1%**	- 0.1%
Days on Market Until Sale	81	**116**	+ 43.0%	95	**134**	+ 41.1%
Inventory of Homes for Sale	179	**135**	- 24.6%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

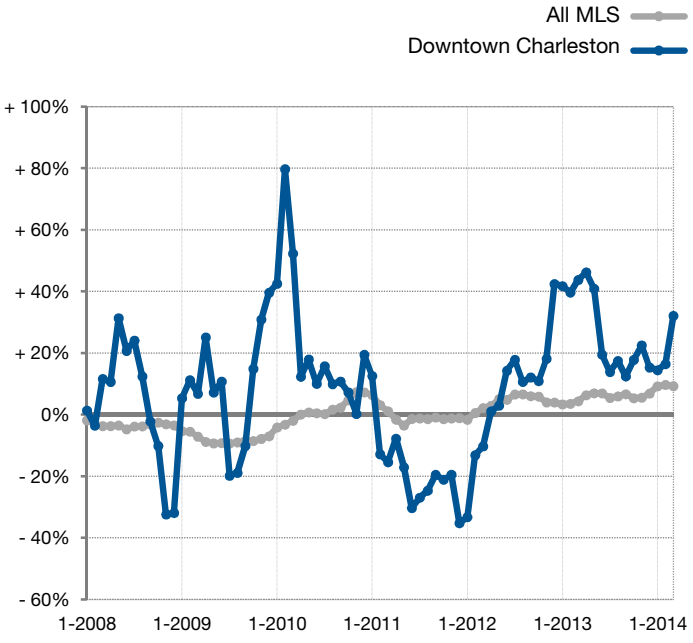
Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	33	**32**	- 3.0%	84	**84**	0.0%
Closed Sales	20	**19**	- 5.0%	47	**35**	- 25.5%
Median Sales Price*	$325,000	**$665,000**	+ 104.6%	$365,000	**$642,500**	+ 76.0%
Average Sales Price*	$395,827	**$818,258**	+ 106.7%	$470,650	**$842,054**	+ 78.9%
Percent of Original List Price Received*	85.6%	**93.0%**	+ 8.6%	86.0%	**91.1%**	+ 6.0%
Days on Market Until Sale	178	**108**	-39.5%	228	**132**	- 42.1%
Inventory of Homes for Sale	170	**135**	- 20.6%	--	--	--

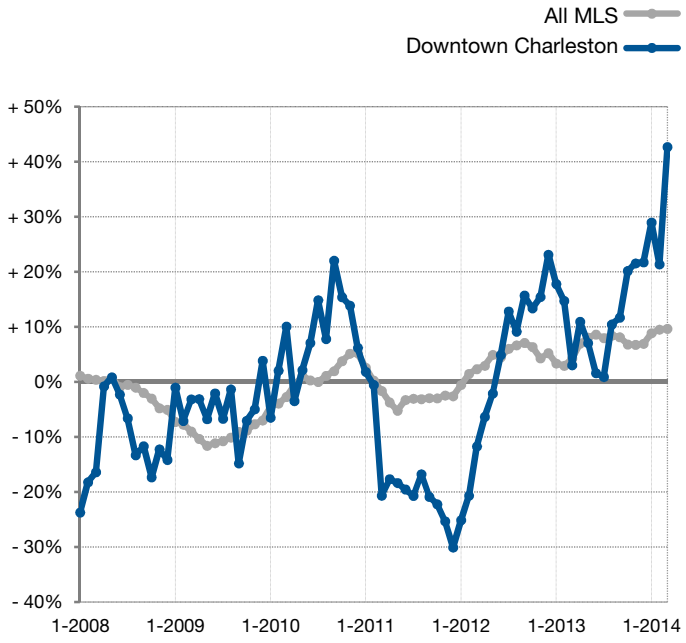
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Edisto Area

Areas 26, 27 & 28

+ 21.1%	+ 22.2%	+ 13.4%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	12	**15**	+ 25.0%	34	**40**	+ 17.6%
Closed Sales	7	**7**	0.0%	19	**19**	0.0%
Median Sales Price*	$350,500	**$425,000**	+ 21.3%	$336,000	**$348,000**	+ 3.6%
Average Sales Price*	$441,200	**$387,286**	- 12.2%	$422,495	**$387,700**	- 8.2%
Percent of Original List Price Received*	84.4%	**94.4%**	+ 11.9%	88.6%	**88.7%**	+ 0.1%
Days on Market Until Sale	278	**70**	- 74.9%	182	**190**	+ 4.7%
Inventory of Homes for Sale	97	**115**	+ 18.6%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

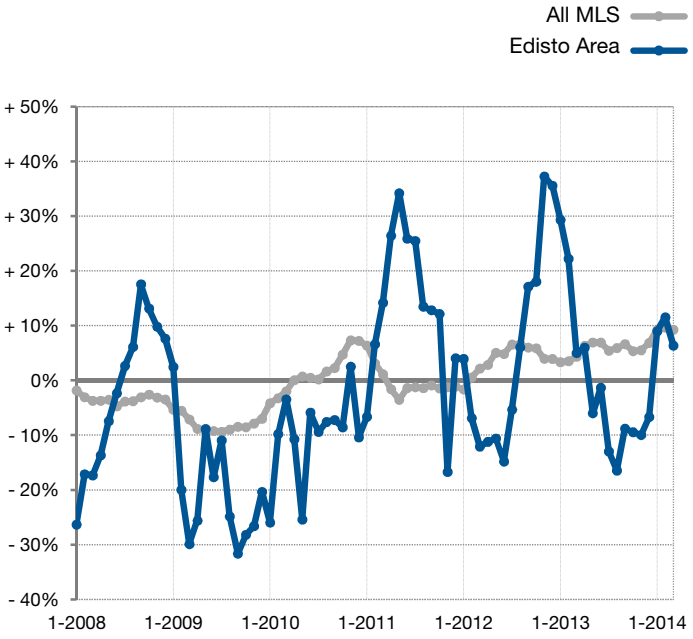
Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	7	**8**	+ 14.3%	17	**19**	+ 11.8%
Closed Sales	2	**4**	+ 100.0%	7	**8**	+ 14.3%
Median Sales Price*	$190,983	**$190,750**	- 0.1%	$161,966	**$140,000**	- 13.6%
Average Sales Price*	$190,983	**$320,125**	+ 67.6%	$169,467	**$225,675**	+ 33.2%
Percent of Original List Price Received*	94.9%	**87.3%**	- 8.0%	90.6%	**89.9%**	- 0.8%
Days on Market Until Sale	109	**141**	+29.4%	94	**131**	+ 39.4%
Inventory of Homes for Sale	37	**37**	0.0%	--	--	--

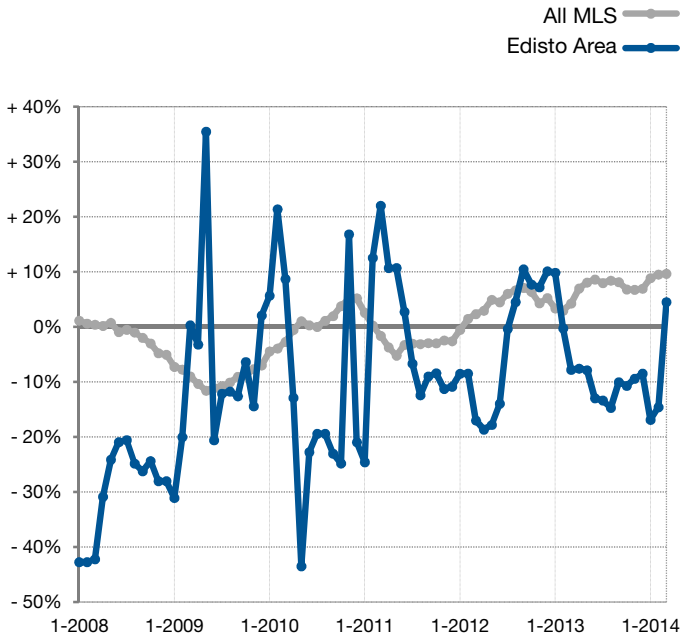
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Folly Beach

Area 22

+ 164.3%	+ 22.2%	+ 5.1%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	5	**25**	+ 400.0%	31	**38**	+ 22.6%
Closed Sales	4	**4**	0.0%	13	**9**	- 30.8%
Median Sales Price*	$442,500	**$600,000**	+ 35.6%	$410,000	**$565,000**	+ 37.8%
Average Sales Price*	$506,500	**$607,500**	+ 19.9%	$479,385	**$598,056**	+ 24.8%
Percent of Original List Price Received*	91.0%	**84.2%**	- 7.5%	89.5%	**89.6%**	+ 0.2%
Days on Market Until Sale	52	**215**	+ 315.5%	102	**154**	+ 50.0%
Inventory of Homes for Sale	81	**99**	+ 22.2%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	9	**12**	+ 33.3%	25	**24**	- 4.0%
Closed Sales	5	**7**	+ 40.0%	11	**13**	+ 18.2%
Median Sales Price*	$340,000	**$345,000**	+ 1.5%	$236,500	**$345,000**	+ 45.9%
Average Sales Price*	$309,100	**$365,391**	+ 18.2%	$240,166	**$345,181**	+ 43.7%
Percent of Original List Price Received*	92.8%	**96.5%**	+ 4.0%	89.0%	**96.0%**	+ 7.8%
Days on Market Until Sale	90	**181**	+102.3%	124	**141**	+ 13.5%
Inventory of Homes for Sale	57	**46**	- 19.3%	--	--	--

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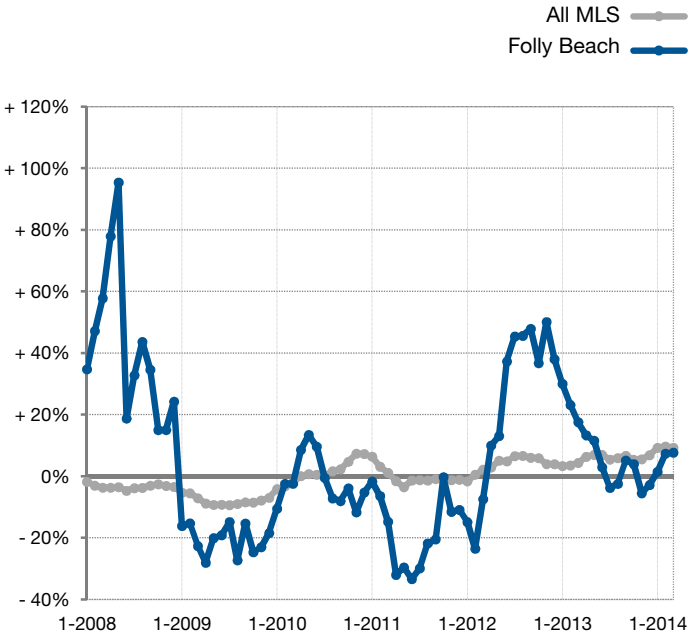
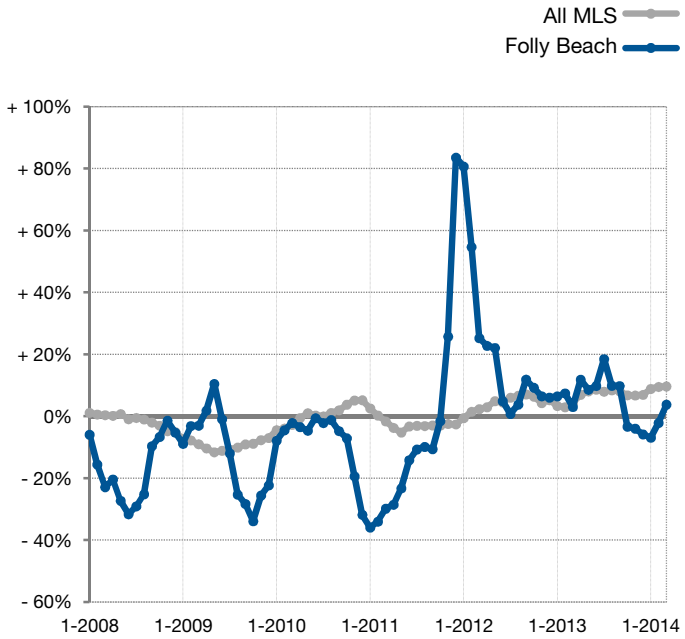
Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Goose Creek / Monck's Corner

Areas 72, 73 & 74

+ 5.2%	+ 14.4%	+ 1.5%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	236	**247**	+ 4.7%	583	**629**	+ 7.9%
Closed Sales	122	**142**	+ 16.4%	301	**359**	+ 19.3%
Median Sales Price*	$159,000	**$165,674**	+ 4.2%	$162,455	**$172,490**	+ 6.2%
Average Sales Price*	$160,101	**$177,896**	+ 11.1%	$160,688	**$182,530**	+ 13.6%
Percent of Original List Price Received*	94.1%	**96.5%**	+ 2.6%	94.0%	**97.1%**	+ 3.3%
Days on Market Until Sale	81	**53**	- 34.9%	82	**57**	- 31.2%
Inventory of Homes for Sale	612	**618**	+ 1.0%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	14	**16**	+ 14.3%	44	**42**	- 4.5%
Closed Sales	10	**9**	- 10.0%	23	**23**	0.0%
Median Sales Price*	$72,250	**$104,000**	+ 43.9%	$75,000	**$104,000**	+ 38.7%
Average Sales Price*	$97,854	**$135,724**	+ 38.7%	$78,784	**$125,435**	+ 59.2%
Percent of Original List Price Received*	93.4%	**94.9%**	+ 1.6%	88.4%	**95.7%**	+ 8.2%
Days on Market Until Sale	59	**115**	+95.5%	71	**73**	+ 3.7%
Inventory of Homes for Sale	44	**48**	+ 9.1%	--	--	--

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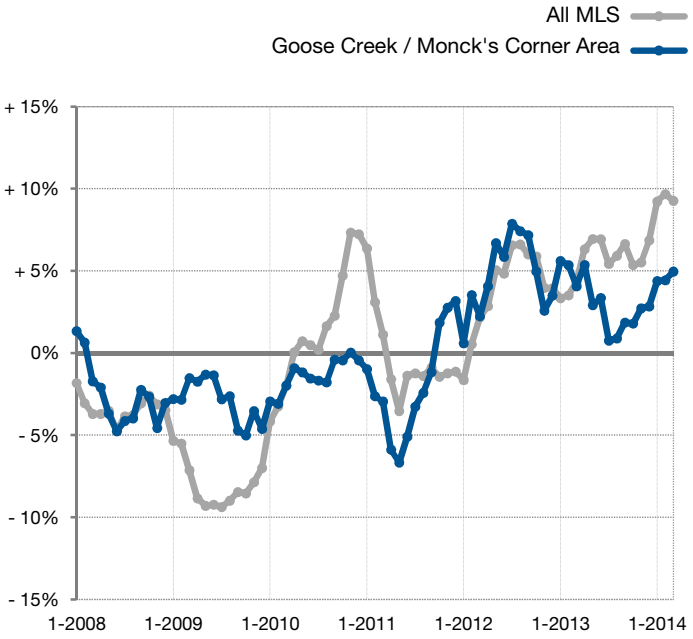
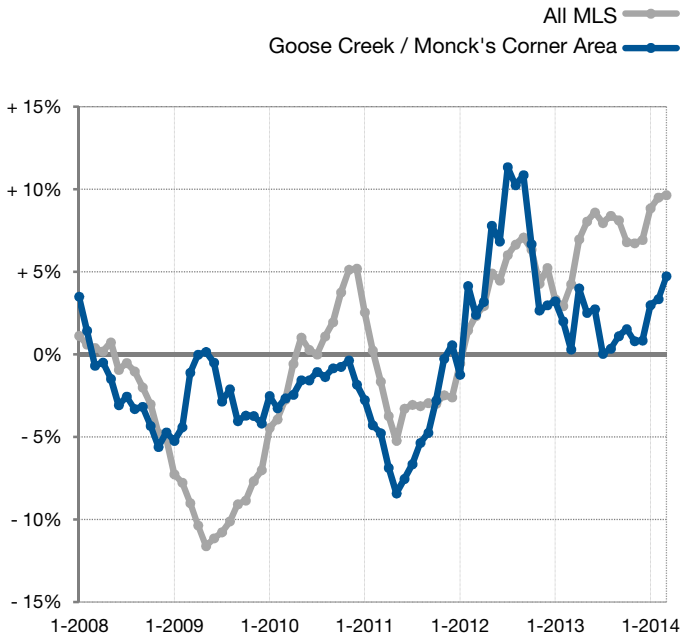
Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Greater North Charleston

Areas 31 & 32

+ 18.7%	- 8.9%	- 9.1%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	101	**112**	+ 10.9%	359	**311**	- 13.4%
Closed Sales	93	**69**	- 25.8%	195	**176**	- 9.7%
Median Sales Price*	$124,000	**$150,000**	+ 21.0%	$126,000	**$151,420**	+ 20.2%
Average Sales Price*	$124,269	**$135,053**	+ 8.7%	$123,044	**$136,724**	+ 11.1%
Percent of Original List Price Received*	91.7%	**91.5%**	- 0.2%	94.1%	**93.9%**	- 0.1%
Days on Market Until Sale	70	**67**	- 4.1%	69	**58**	- 16.0%
Inventory of Homes for Sale	379	**359**	- 5.3%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	22	**34**	+ 54.5%	67	**68**	+ 1.5%
Closed Sales	8	**23**	+ 187.5%	39	**45**	+ 15.4%
Median Sales Price*	$98,500	**$45,000**	- 54.3%	$62,500	**$67,000**	+ 7.2%
Average Sales Price*	$96,218	**$69,482**	- 27.8%	$75,858	**$78,946**	+ 4.1%
Percent of Original List Price Received*	95.7%	**88.3%**	- 7.8%	91.3%	**90.6%**	- 0.8%
Days on Market Until Sale	37	**129**	+250.2%	67	**99**	+ 48.0%
Inventory of Homes for Sale	96	**73**	- 24.0%	--	--	--

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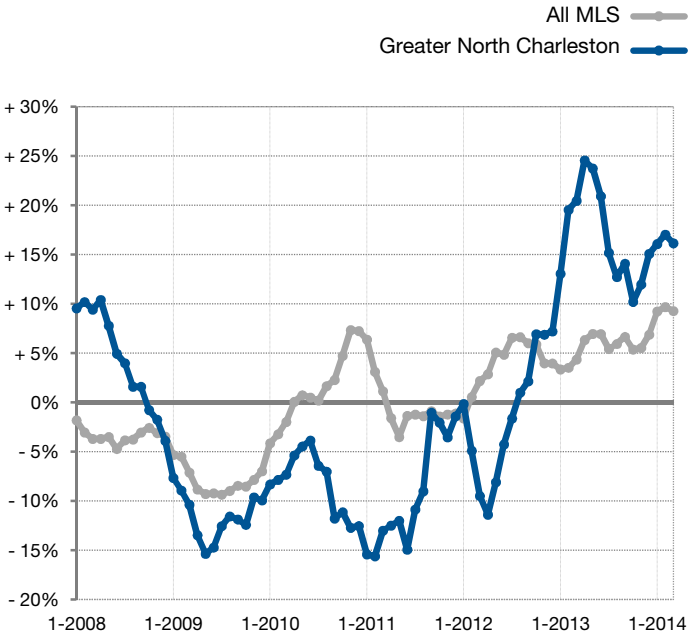
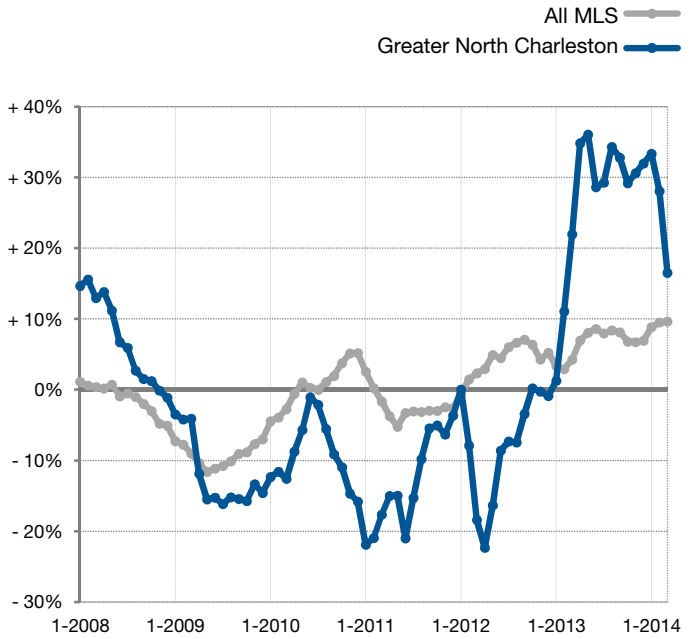
Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Greater Summerville Area

Areas 62 & 63

+ 6.1%	+ 1.7%	- 9.5%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	236	**244**	+ 3.4%	580	**544**	- 6.2%
Closed Sales	108	**105**	- 2.8%	283	**277**	- 2.1%
Median Sales Price*	$157,475	**$175,000**	+ 11.1%	$159,110	**$179,900**	+ 13.1%
Average Sales Price*	$179,354	**$187,352**	+ 4.5%	$176,853	**$191,937**	+ 8.5%
Percent of Original List Price Received*	94.0%	**96.5%**	+ 2.7%	94.0%	**95.6%**	+ 1.7%
Days on Market Until Sale	78	**77**	- 1.2%	82	**74**	- 10.6%
Inventory of Homes for Sale	600	**536**	- 10.7%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	11	**18**	+ 63.6%	55	**44**	- 20.0%
Closed Sales	7	**12**	+ 71.4%	27	**24**	- 11.1%
Median Sales Price*	$92,600	**$123,250**	+ 33.1%	$99,000	**$123,250**	+ 24.5%
Average Sales Price*	$111,241	**$120,992**	+ 8.8%	$120,211	**$113,981**	- 5.2%
Percent of Original List Price Received*	95.7%	**97.7%**	+ 2.0%	94.4%	**96.3%**	+ 2.0%
Days on Market Until Sale	87	**64**	-26.8%	79	**76**	- 4.1%
Inventory of Homes for Sale	43	**46**	+ 7.0%	--	--	--

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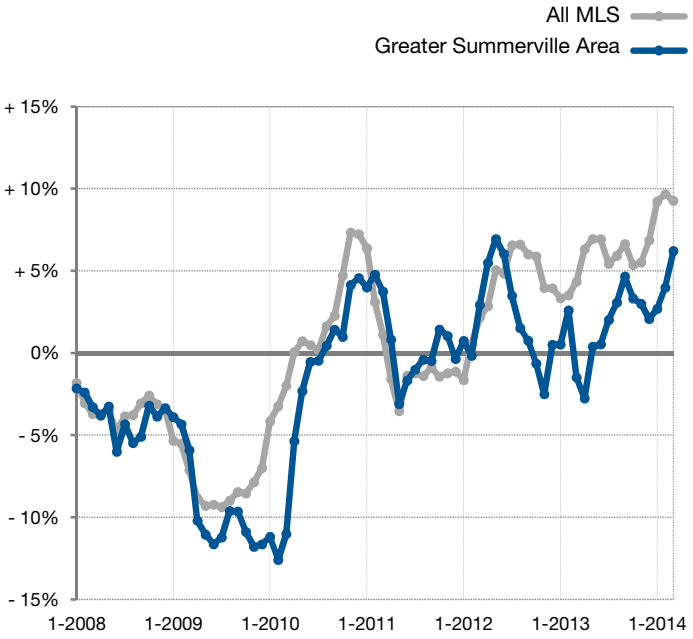
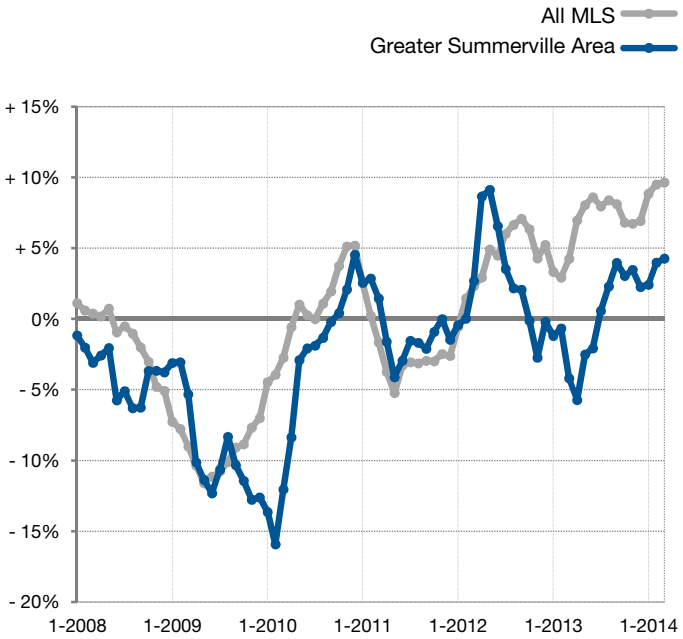
Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Hanahan

Area 71

+ 55.2%	0.0%	+ 6.4%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	25	**38**	+ 52.0%	80	**101**	+ 26.3%
Closed Sales	17	**19**	+ 11.8%	43	**47**	+ 9.3%
Median Sales Price*	$253,013	**$198,000**	- 21.7%	$216,000	**$216,000**	0.0%
Average Sales Price*	$259,685	**$192,601**	- 25.8%	$209,774	**$216,718**	+ 3.3%
Percent of Original List Price Received*	90.1%	**94.5%**	+ 5.0%	88.4%	**95.9%**	+ 8.5%
Days on Market Until Sale	69	**45**	- 34.6%	83	**63**	- 23.9%
Inventory of Homes for Sale	90	**100**	+ 11.1%	--	--	--

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Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	4	**7**	+ 75.0%	7	**13**	+ 85.7%
Closed Sales	3	**1**	- 66.7%	5	**2**	- 60.0%
Median Sales Price*	$91,770	**$108,000**	+ 17.7%	$91,770	**$73,500**	- 19.9%
Average Sales Price*	$112,590	**$108,000**	- 4.1%	$132,354	**$73,500**	- 44.5%
Percent of Original List Price Received*	110.9%	**93.9%**	- 15.3%	100.8%	**96.0%**	- 4.8%
Days on Market Until Sale	39	**63**	+60.2%	64	**37**	- 43.0%
Inventory of Homes for Sale	20	**17**	- 15.0%	--	--	--

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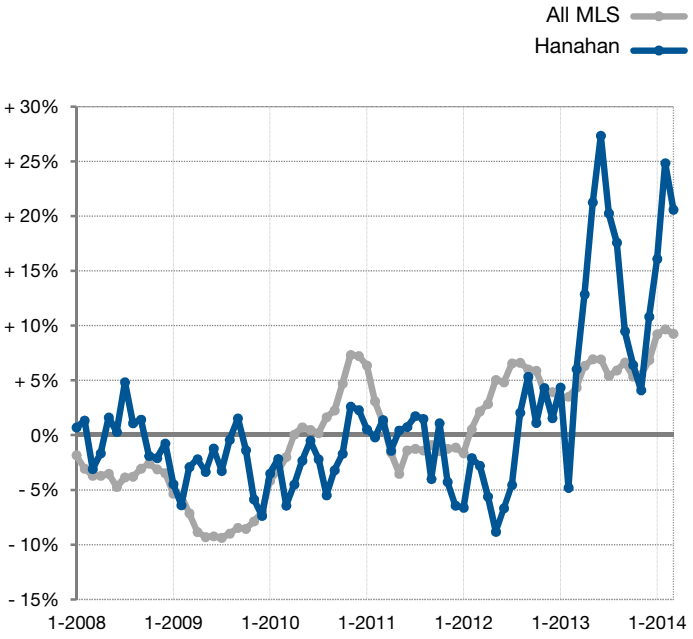
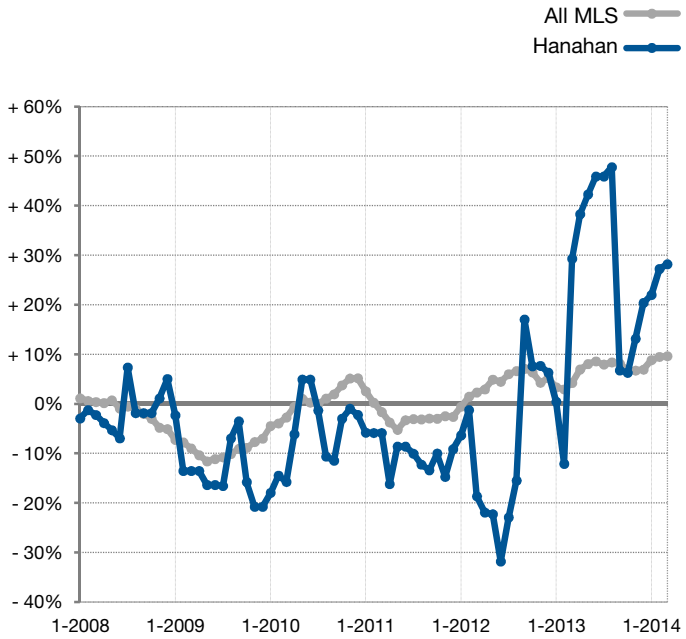
Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Hollywood / Ravenel / Meggett Area

Area 13

+ 57.1%	+ 66.7%	- 8.0%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	12	**22**	+ 83.3%	52	**52**	0.0%
Closed Sales	8	**15**	+ 87.5%	16	**28**	+ 75.0%
Median Sales Price*	$244,000	**$200,749**	- 17.7%	$192,677	**$215,375**	+ 11.8%
Average Sales Price*	$438,875	**$222,082**	- 49.4%	$332,078	**$244,028**	- 26.5%
Percent of Original List Price Received*	86.2%	**88.9%**	+ 3.2%	87.9%	**92.0%**	+ 4.6%
Days on Market Until Sale	136	**89**	- 34.2%	124	**111**	- 10.5%
Inventory of Homes for Sale	105	**100**	- 4.8%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	2	**0**	- 100.0%	4	**1**	- 75.0%
Closed Sales	1	**0**	- 100.0%	3	**0**	- 100.0%
Median Sales Price*	$230,000	**$0**	- 100.0%	$192,500	**$0**	- 100.0%
Average Sales Price*	$230,000	**$0**	- 100.0%	$195,833	**$0**	- 100.0%
Percent of Original List Price Received*	88.5%	**0.0%**	- 100.0%	95.0%	**0.0%**	- 100.0%
Days on Market Until Sale	94	**0**	-100.0%	65	**0**	- 100.0%
Inventory of Homes for Sale	7	**3**	- 57.1%	--	--	--

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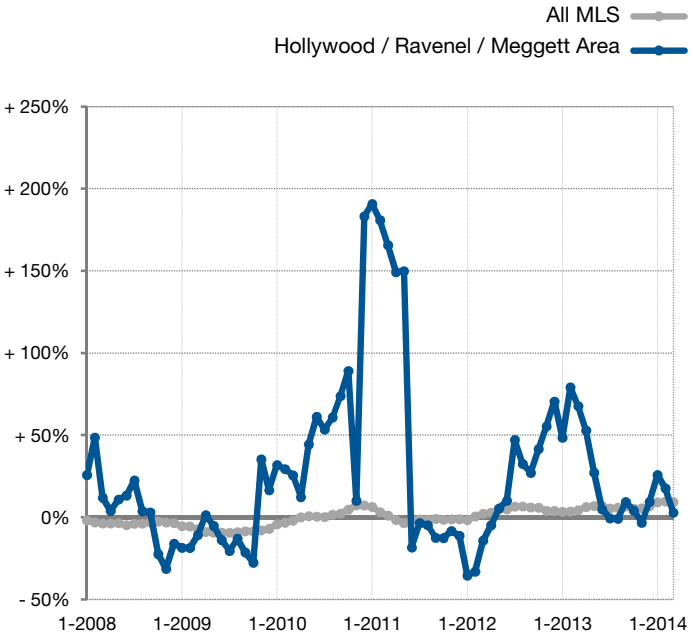
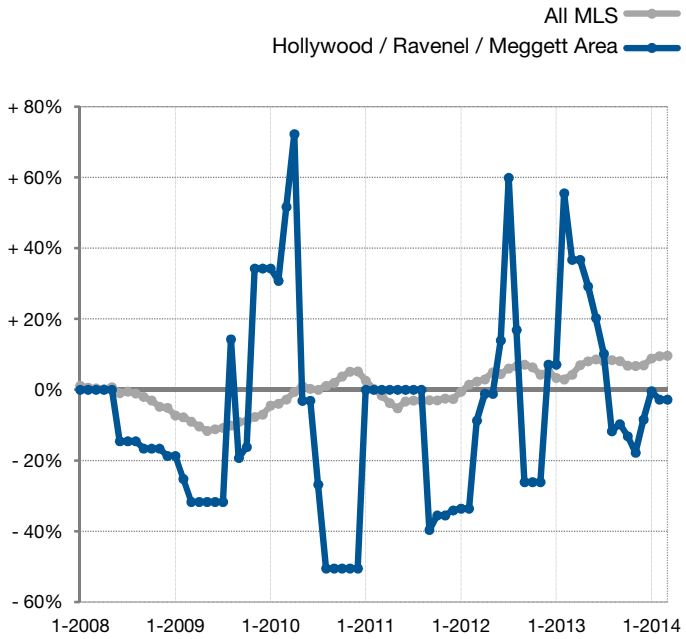
Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Isle of Palms

Areas 44 & 45

+ 33.3%	- 14.3%	+ 0.8%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	27	**35**	+ 29.6%	78	**77**	- 1.3%
Closed Sales	14	**15**	+ 7.1%	29	**30**	+ 3.4%
Median Sales Price*	$1,000,000	**$805,000**	- 19.5%	$800,000	**$800,000**	0.0%
Average Sales Price*	$1,064,857	**$883,427**	- 17.0%	$971,207	**$960,113**	- 1.1%
Percent of Original List Price Received*	86.9%	**87.7%**	+ 0.8%	84.8%	**88.8%**	+ 4.7%
Days on Market Until Sale	189	**124**	- 34.1%	178	**125**	- 30.0%
Inventory of Homes for Sale	155	**175**	+ 12.9%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	12	**17**	+ 41.7%	40	**34**	- 15.0%
Closed Sales	7	**3**	- 57.1%	14	**10**	- 28.6%
Median Sales Price*	$441,000	**$450,000**	+ 2.0%	$401,500	**$546,000**	+ 36.0%
Average Sales Price*	$457,500	**$580,000**	+ 26.8%	$423,714	**$600,440**	+ 41.7%
Percent of Original List Price Received*	89.2%	**88.6%**	- 0.6%	84.5%	**93.3%**	+ 10.4%
Days on Market Until Sale	198	**255**	+29.0%	261	**151**	- 42.0%
Inventory of Homes for Sale	100	**82**	- 18.0%	--	--	--

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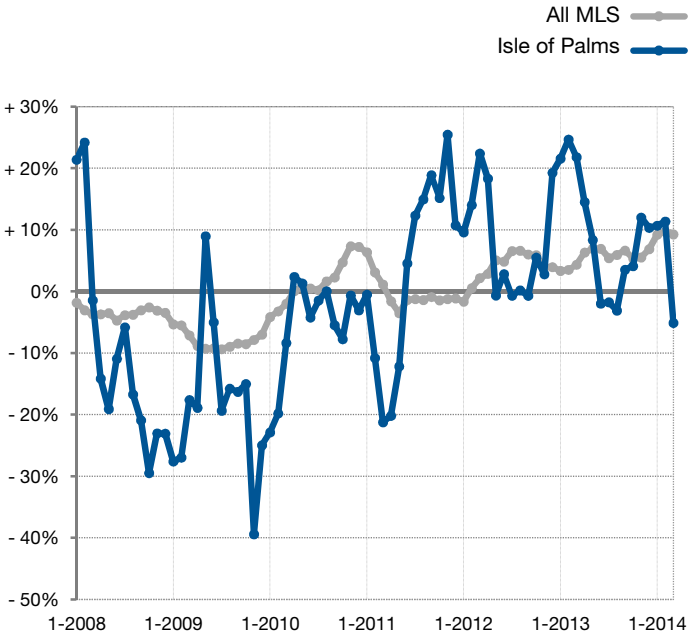
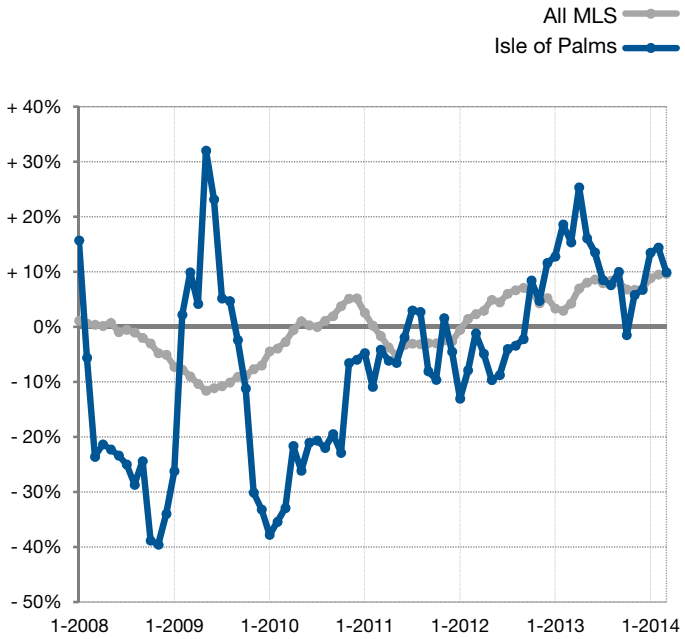
Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

James Island

Area 21

+ 10.8%	- 11.9%	- 11.1%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	90	**101**	+ 12.2%	233	**267**	+ 14.6%
Closed Sales	56	**44**	- 21.4%	105	**128**	+ 21.9%
Median Sales Price*	$255,000	**$286,000**	+ 12.2%	$255,000	**$270,950**	+ 6.3%
Average Sales Price*	$348,046	**$325,841**	- 6.4%	$301,541	**$323,188**	+ 7.2%
Percent of Original List Price Received*	91.9%	**95.7%**	+ 4.0%	91.7%	**96.6%**	+ 5.3%
Days on Market Until Sale	105	**76**	- 27.2%	95	**77**	- 18.8%
Inventory of Homes for Sale	244	**230**	- 5.7%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	21	**22**	+ 4.8%	65	**64**	- 1.5%
Closed Sales	11	**15**	+ 36.4%	24	**34**	+ 41.7%
Median Sales Price*	$100,000	**$165,000**	+ 65.0%	$102,575	**$156,250**	+ 52.3%
Average Sales Price*	$139,381	**$205,730**	+ 47.6%	$124,808	**$180,543**	+ 44.7%
Percent of Original List Price Received*	90.3%	**97.7%**	+ 8.2%	92.1%	**95.9%**	+ 4.1%
Days on Market Until Sale	69	**66**	-4.3%	66	**56**	- 15.9%
Inventory of Homes for Sale	70	**49**	- 30.0%	--	--	--

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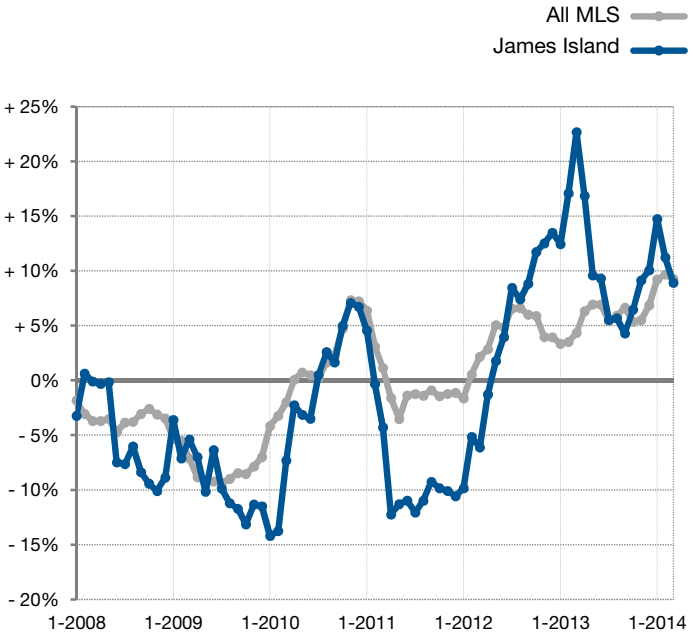
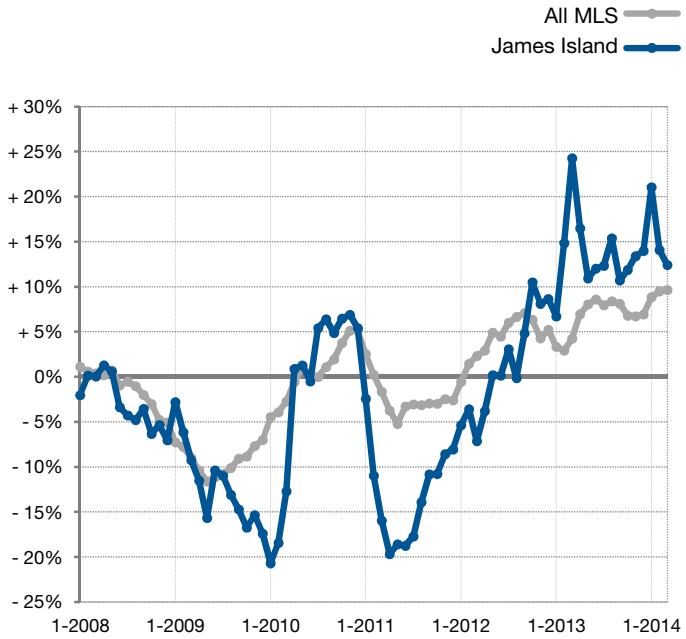
Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Johns Island

Area 23

- 1.5%	- 33.3%	+ 0.5%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	55	**59**	+ 7.3%	125	**140**	+ 12.0%
Closed Sales	25	**20**	- 20.0%	60	**51**	- 15.0%
Median Sales Price*	$236,000	**$265,000**	+ 12.3%	$226,813	**$263,744**	+ 16.3%
Average Sales Price*	$257,870	**$276,050**	+ 7.0%	$258,136	**$281,389**	+ 9.0%
Percent of Original List Price Received*	100.0%	**95.7%**	- 4.3%	98.5%	**95.7%**	- 2.8%
Days on Market Until Sale	50	**34**	- 31.4%	55	**71**	+ 28.4%
Inventory of Homes for Sale	158	**178**	+ 12.7%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	12	**7**	- 41.7%	30	**19**	- 36.7%
Closed Sales	11	**4**	- 63.6%	19	**17**	- 10.5%
Median Sales Price*	$165,990	**$188,925**	+ 13.8%	$157,480	**$176,824**	+ 12.3%
Average Sales Price*	$162,929	**$189,801**	+ 16.5%	$150,045	**$175,237**	+ 16.8%
Percent of Original List Price Received*	98.5%	**100.3%**	+ 1.8%	96.3%	**98.6%**	+ 2.4%
Days on Market Until Sale	48	**47**	-2.3%	61	**44**	- 27.4%
Inventory of Homes for Sale	38	**19**	- 50.0%	--	--	--

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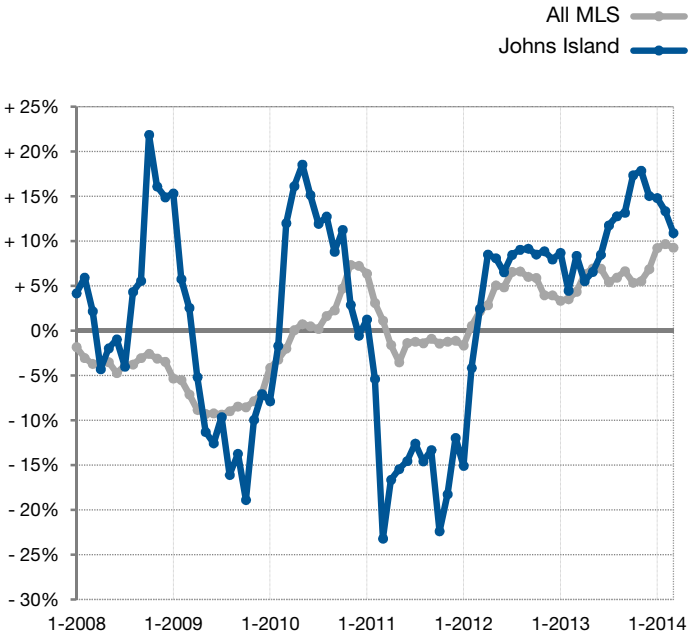
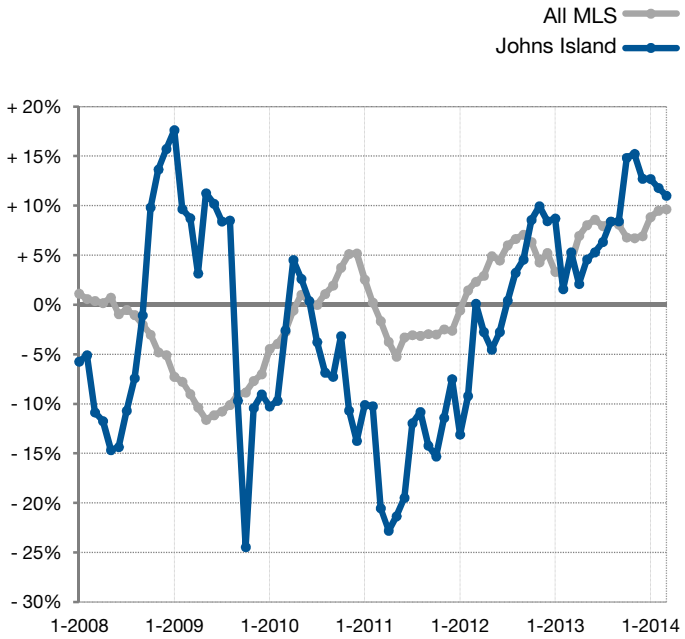
Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Kiawah and Seabrook Islands

Area 25

- 40.9%	- 40.0%	- 18.1%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	10	**9**	- 10.0%	27	**16**	- 40.7%
Closed Sales	8	**3**	- 62.5%	19	**6**	- 68.4%
Median Sales Price*	$702,000	**$1,025,000**	+ 46.0%	$830,000	**$1,062,500**	+ 28.0%
Average Sales Price*	$769,563	**$1,025,000**	+ 33.2%	$916,789	**$1,280,000**	+ 39.6%
Percent of Original List Price Received*	89.5%	**80.1%**	- 10.5%	83.3%	**80.4%**	- 3.5%
Days on Market Until Sale	164	**337**	+ 105.7%	223	**266**	+ 19.0%
Inventory of Homes for Sale	65	**53**	- 18.5%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	12	**4**	- 66.7%	26	**14**	- 46.2%
Closed Sales	2	**3**	+ 50.0%	9	**6**	- 33.3%
Median Sales Price*	$223,250	**$295,000**	+ 32.1%	$245,000	**$313,750**	+ 28.1%
Average Sales Price*	$223,250	**$340,000**	+ 52.3%	$255,361	**$336,250**	+ 31.7%
Percent of Original List Price Received*	70.9%	**98.5%**	+ 38.9%	81.1%	**92.4%**	+ 13.9%
Days on Market Until Sale	187	**39**	-79.1%	269	**107**	- 60.4%
Inventory of Homes for Sale	79	**65**	- 17.7%	--	--	--

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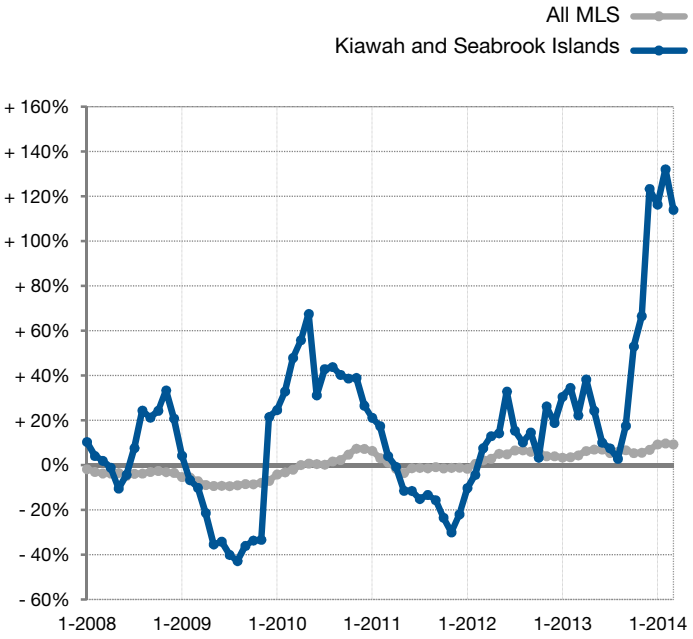
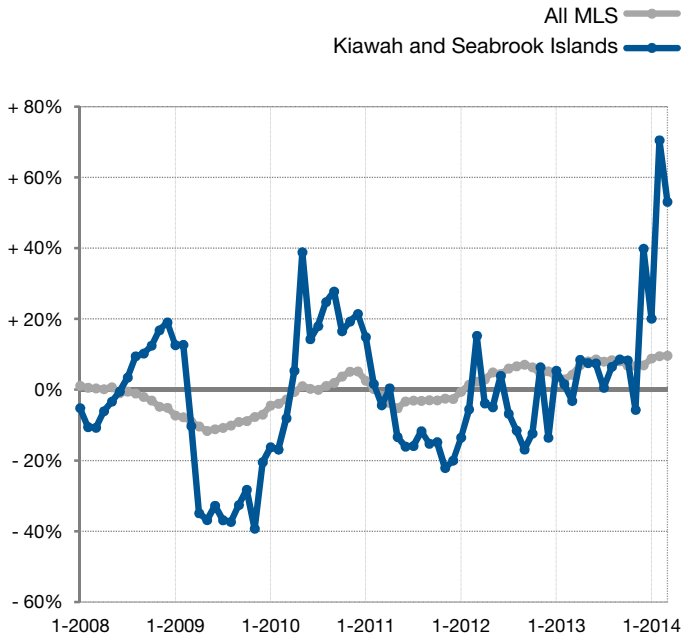
Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Lower Mount Pleasant

Area 42

- 18.5%	- 2.2%	- 13.1%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	99	**100**	+ 1.0%	253	**233**	- 7.9%
Closed Sales	64	**65**	+ 1.6%	167	**147**	- 12.0%
Median Sales Price*	$423,000	**$429,000**	+ 1.4%	$370,000	**$440,000**	+ 18.9%
Average Sales Price*	$528,319	**$502,590**	- 4.9%	$508,093	**$517,545**	+ 1.9%
Percent of Original List Price Received*	93.8%	**96.2%**	+ 2.6%	93.2%	**95.4%**	+ 2.4%
Days on Market Until Sale	89	**87**	- 1.9%	79	**74**	- 7.4%
Inventory of Homes for Sale	221	**192**	- 13.1%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	69	**37**	- 46.4%	113	**98**	- 13.3%
Closed Sales	27	**24**	- 11.1%	47	**63**	+ 34.0%
Median Sales Price*	$168,000	**$267,450**	+ 59.2%	$165,000	**$338,843**	+ 105.4%
Average Sales Price*	$331,644	**$307,320**	- 7.3%	$288,989	**$383,195**	+ 32.6%
Percent of Original List Price Received*	92.9%	**95.6%**	+ 2.9%	92.8%	**96.3%**	+ 3.8%
Days on Market Until Sale	115	**59**	-48.9%	91	**56**	- 38.2%
Inventory of Homes for Sale	92	**80**	- 13.0%	--	--	--

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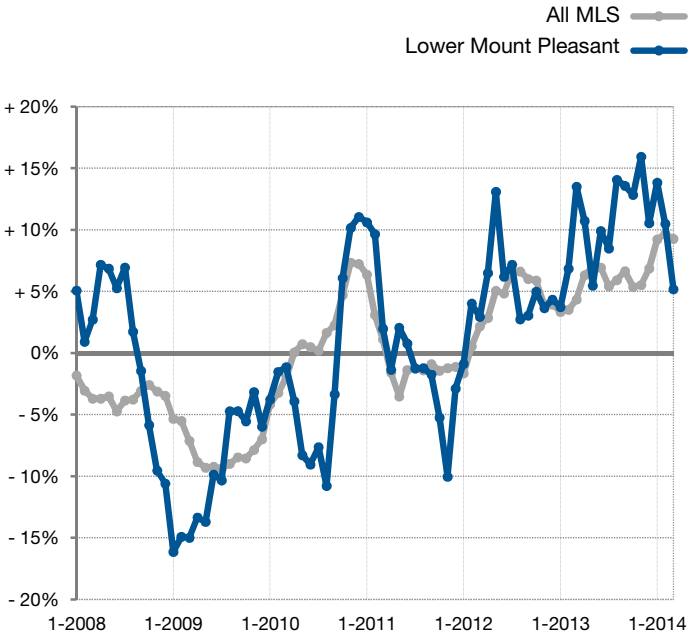
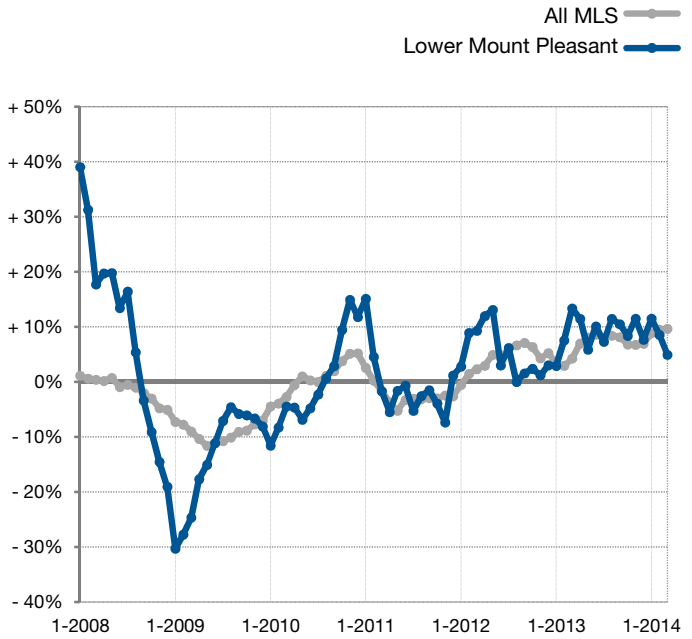
Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Rural Berkeley County

Area 75

- 33.3%	+ 57.1%	- 29.3%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	24	**16**	- 33.3%	58	**51**	- 12.1%
Closed Sales	7	**11**	+ 57.1%	19	**31**	+ 63.2%
Median Sales Price*	$53,000	**$81,000**	+ 52.8%	$70,000	**$109,250**	+ 56.1%
Average Sales Price*	$171,643	**$167,409**	- 2.5%	$128,374	**$161,465**	+ 25.8%
Percent of Original List Price Received*	76.6%	**96.5%**	+ 26.0%	80.3%	**93.8%**	+ 16.8%
Days on Market Until Sale	83	**73**	- 11.9%	91	**107**	+ 17.0%
Inventory of Homes for Sale	132	**93**	- 29.5%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	0	**0**	--	0	**0**	--
Closed Sales	0	**0**	--	0	**0**	--
Median Sales Price*	$0	**$0**	--	$0	**$0**	--
Average Sales Price*	$0	**$0**	--	$0	**$0**	--
Percent of Original List Price Received*	0.0%	**0.0%**	--	0.0%	**0.0%**	--
Days on Market Until Sale	0	**0**	--	0	**0**	--
Inventory of Homes for Sale	1	**1**	0.0%	--	--	--

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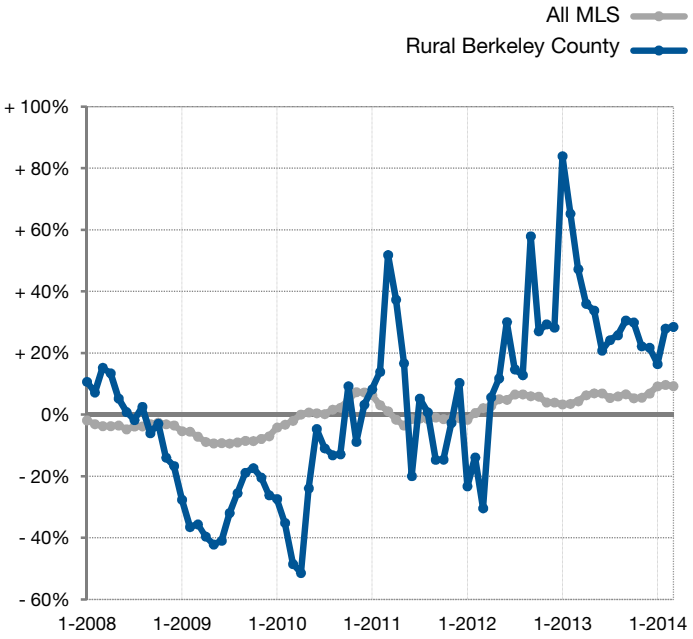
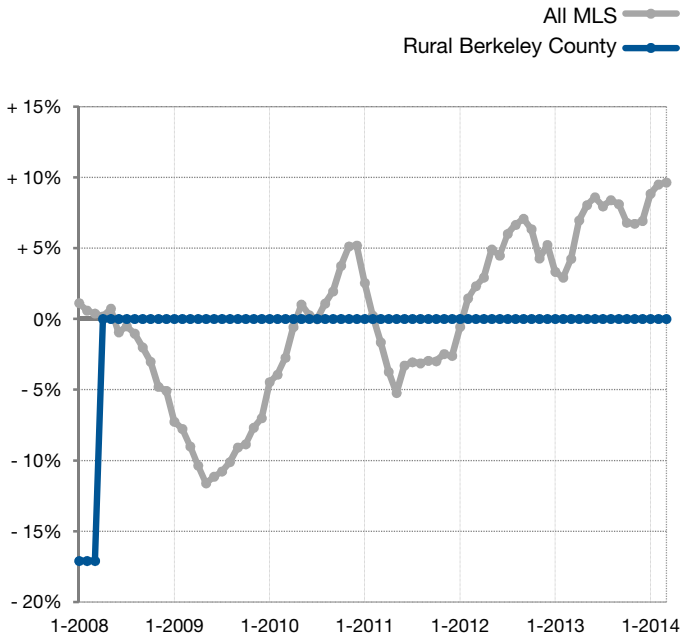
Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

St. George / Rural Dorchester County

Area 64

0.0%	+ 300.0%	+ 2.3%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	7	**7**	0.0%	15	**22**	+ 46.7%
Closed Sales	1	**4**	+ 300.0%	9	**12**	+ 33.3%
Median Sales Price*	$122,500	**$74,050**	- 39.6%	$85,250	**$108,500**	+ 27.3%
Average Sales Price*	$122,500	**$77,525**	- 36.7%	$90,581	**$143,133**	+ 58.0%
Percent of Original List Price Received*	87.5%	**87.7%**	+ 0.2%	79.6%	**92.7%**	+ 16.5%
Days on Market Until Sale	164	**172**	+ 4.6%	118	**197**	+ 66.8%
Inventory of Homes for Sale	43	**44**	+ 2.3%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	0	**0**	--	0	**0**	--
Closed Sales	0	**0**	--	0	**0**	--
Median Sales Price*	$0	**$0**	--	$0	**$0**	--
Average Sales Price*	$0	**$0**	--	$0	**$0**	--
Percent of Original List Price Received*	0.0%	**0.0%**	--	0.0%	**0.0%**	--
Days on Market Until Sale	0	**0**	--	0	**0**	--
Inventory of Homes for Sale	0	**0**	--	--	--	--

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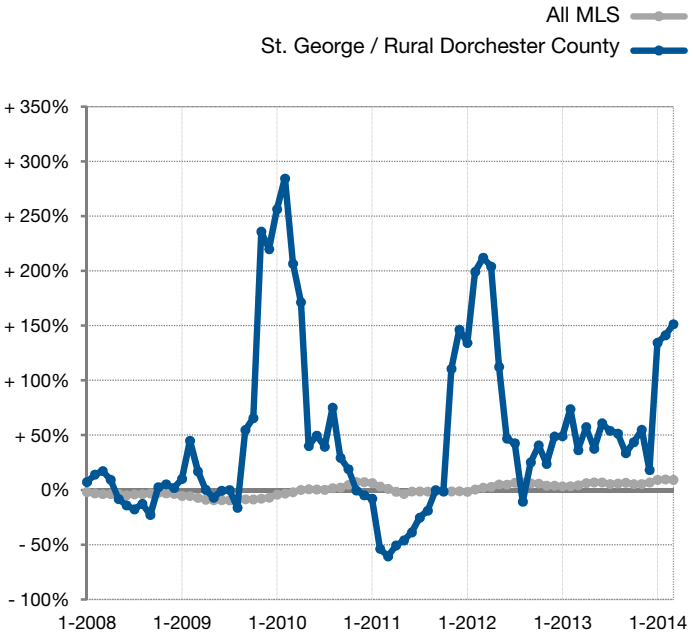
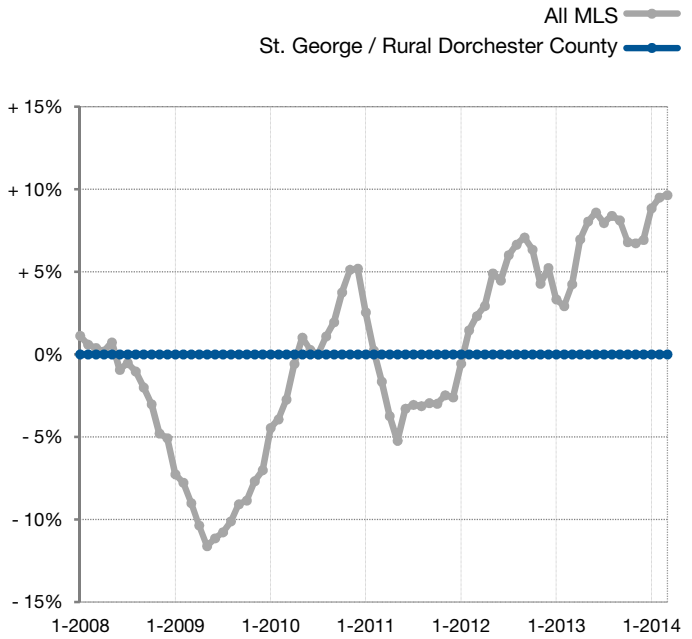
Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Sullivan's Island

Area 43

- 61.5%	- 40.0%	- 11.6%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	13	**5**	- 61.5%	24	**17**	- 29.2%
Closed Sales	5	**3**	- 40.0%	9	**6**	- 33.3%
Median Sales Price*	$1,380,000	**$1,488,500**	+ 7.9%	$1,380,000	**$1,744,250**	+ 26.4%
Average Sales Price*	$1,592,000	**$1,717,000**	+ 7.9%	$1,470,035	**$1,704,454**	+ 15.9%
Percent of Original List Price Received*	86.2%	**93.0%**	+ 7.9%	85.4%	**94.3%**	+ 10.4%
Days on Market Until Sale	139	**207**	+ 48.9%	172	**223**	+ 29.7%
Inventory of Homes for Sale	43	**37**	- 14.0%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	0	**0**	--	0	**0**	--
Closed Sales	0	**0**	--	0	**0**	--
Median Sales Price*	$0	**$0**	--	$0	**$0**	--
Average Sales Price*	$0	**$0**	--	$0	**$0**	--
Percent of Original List Price Received*	0.0%	**0.0%**	--	0.0%	**0.0%**	--
Days on Market Until Sale	0	**0**	--	0	**0**	--
Inventory of Homes for Sale	0	**1**	--	--	--	--

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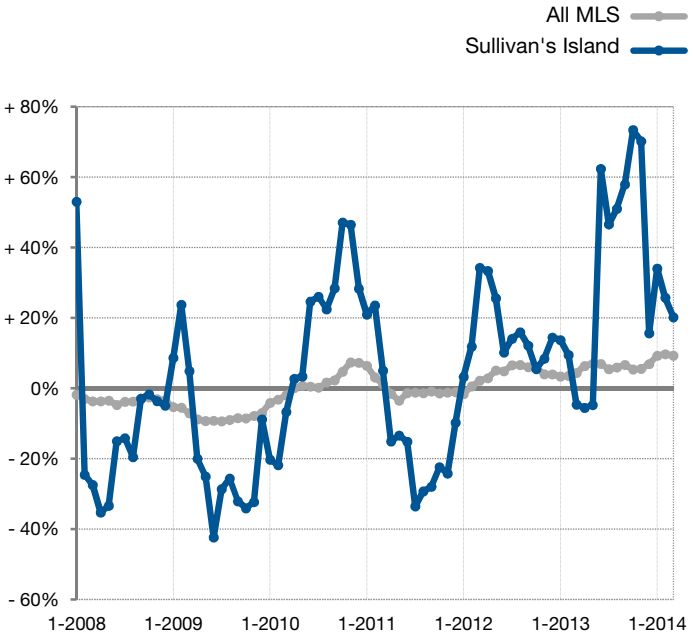
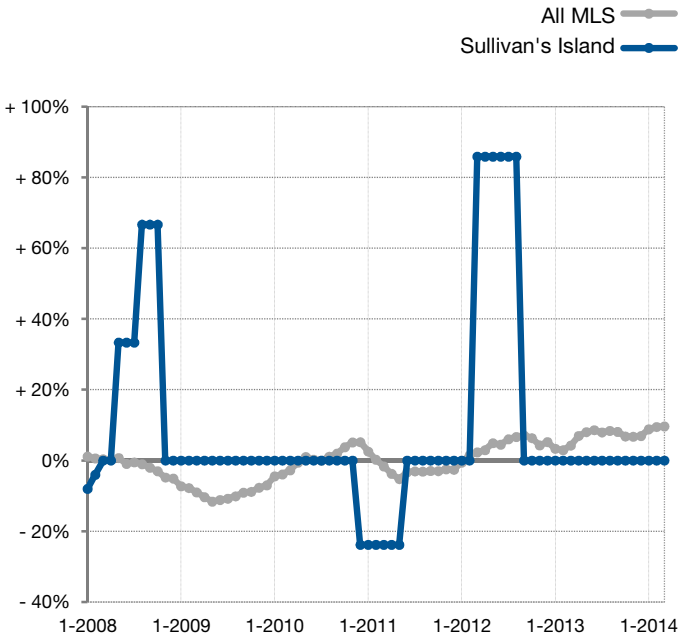
Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Upper Charleston Peninsula

Area 52

+ 41.7%	- 5.9%	- 11.1%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	23	**27**	+ 17.4%	60	**60**	0.0%
Closed Sales	15	**11**	- 26.7%	45	**33**	- 26.7%
Median Sales Price*	$280,000	**$329,000**	+ 17.5%	$277,500	**$318,000**	+ 14.6%
Average Sales Price*	$292,957	**$329,219**	+ 12.4%	$264,608	**$318,232**	+ 20.3%
Percent of Original List Price Received*	90.1%	**91.4%**	+ 1.4%	91.3%	**93.1%**	+ 1.9%
Days on Market Until Sale	86	**58**	- 32.2%	92	**77**	- 16.1%
Inventory of Homes for Sale	72	**60**	- 16.7%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	1	**7**	+ 600.0%	7	**14**	+ 100.0%
Closed Sales	2	**5**	+ 150.0%	6	**7**	+ 16.7%
Median Sales Price*	$297,000	**$216,500**	- 27.1%	$259,500	**$400,000**	+ 54.1%
Average Sales Price*	$297,000	**$282,700**	- 4.8%	$260,025	**$383,071**	+ 47.3%
Percent of Original List Price Received*	85.1%	**96.0%**	+ 12.8%	82.5%	**96.9%**	+ 17.4%
Days on Market Until Sale	22	**33**	+50.0%	32	**43**	+ 32.3%
Inventory of Homes for Sale	27	**28**	+ 3.7%	--	--	--

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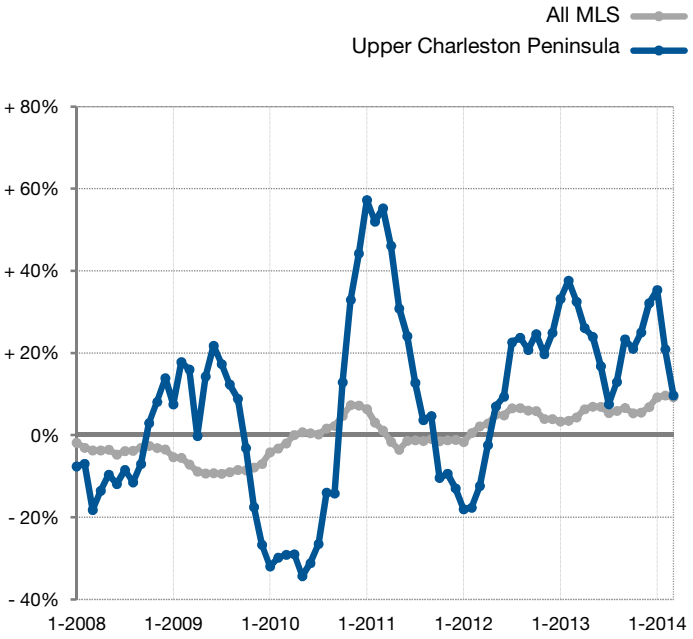
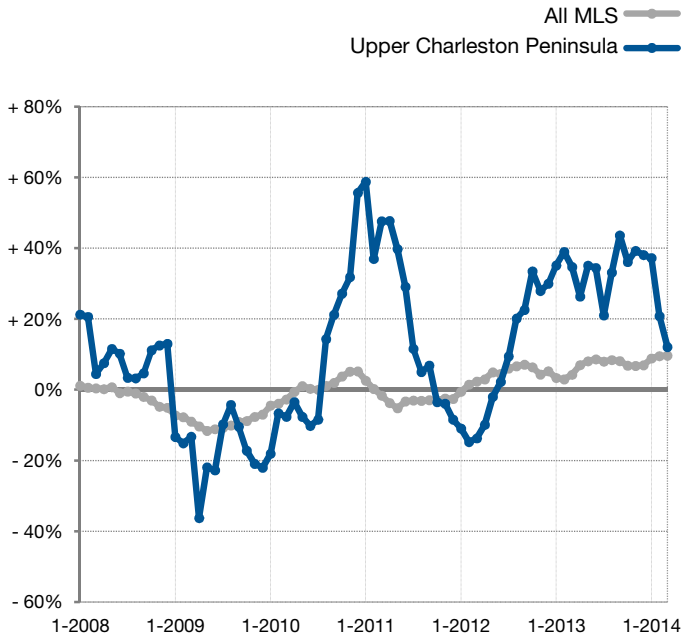
Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Upper Mount Pleasant

Area 41

+ 12.9%	+ 0.9%	- 7.8%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	123	**146**	+ 18.7%	306	**342**	+ 11.8%
Closed Sales	91	**99**	+ 8.8%	165	**205**	+ 24.2%
Median Sales Price*	$364,000	**$397,000**	+ 9.1%	$355,000	**$397,610**	+ 12.0%
Average Sales Price*	$412,564	**$448,100**	+ 8.6%	$397,314	**$441,531**	+ 11.1%
Percent of Original List Price Received*	96.2%	**97.3%**	+ 1.2%	96.0%	**96.9%**	+ 0.9%
Days on Market Until Sale	81	**75**	- 8.4%	84	**73**	- 13.5%
Inventory of Homes for Sale	326	**293**	- 10.1%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	40	**38**	- 5.0%	91	**85**	- 6.6%
Closed Sales	25	**18**	- 28.0%	49	**56**	+ 14.3%
Median Sales Price*	$192,000	**$270,015**	+ 40.6%	$193,000	**$215,950**	+ 11.9%
Average Sales Price*	$195,522	**$275,537**	+ 40.9%	$194,374	**$248,837**	+ 28.0%
Percent of Original List Price Received*	97.4%	**99.9%**	+ 2.6%	97.0%	**99.2%**	+ 2.3%
Days on Market Until Sale	47	**59**	+24.6%	64	**63**	- 1.5%
Inventory of Homes for Sale	71	**73**	+ 2.8%	--	--	--

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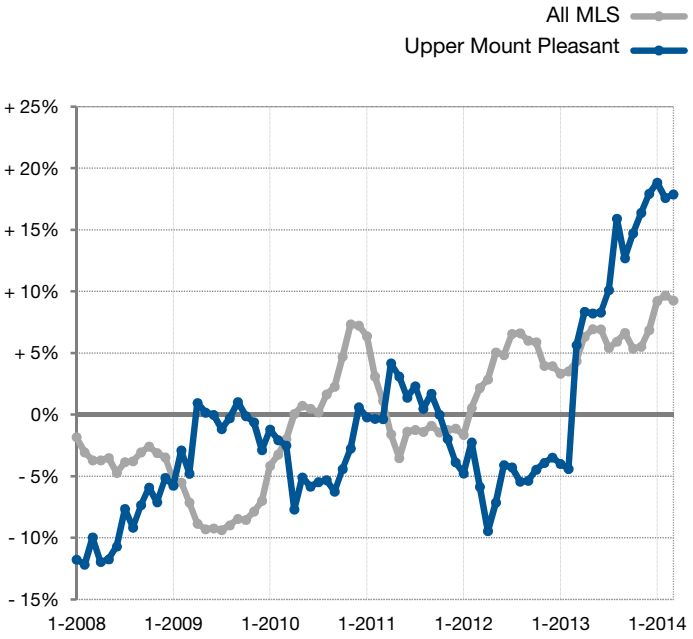
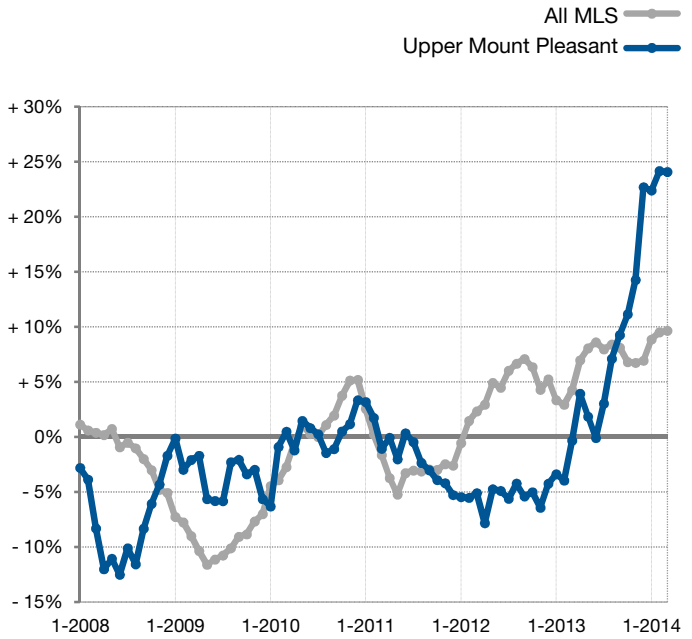
Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

Wando / Cainhoy Area

Area 78

+ 28.6%	+ 91.7%	+ 2.3%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	21	**29**	+ 38.1%	64	**87**	+ 35.9%
Closed Sales	10	**15**	+ 50.0%	26	**37**	+ 42.3%
Median Sales Price*	$229,605	**$245,453**	+ 6.9%	$229,605	**$248,207**	+ 8.1%
Average Sales Price*	$241,386	**$337,220**	+ 39.7%	$321,543	**$299,889**	- 6.7%
Percent of Original List Price Received*	97.3%	**97.0%**	- 0.4%	96.0%	**97.1%**	+ 1.2%
Days on Market Until Sale	48	**45**	- 7.2%	76	**42**	- 45.5%
Inventory of Homes for Sale	72	**74**	+ 2.8%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	7	**7**	0.0%	14	**19**	+ 35.7%
Closed Sales	2	**8**	+ 300.0%	9	**10**	+ 11.1%
Median Sales Price*	$139,347	**$178,120**	+ 27.8%	$154,816	**$177,620**	+ 14.7%
Average Sales Price*	$139,347	**$168,653**	+ 21.0%	$139,032	**$162,403**	+ 16.8%
Percent of Original List Price Received*	91.2%	**100.0%**	+ 9.7%	94.7%	**98.7%**	+ 4.3%
Days on Market Until Sale	250	**26**	-89.5%	167	**31**	- 81.5%
Inventory of Homes for Sale	15	**15**	0.0%	--	--	--

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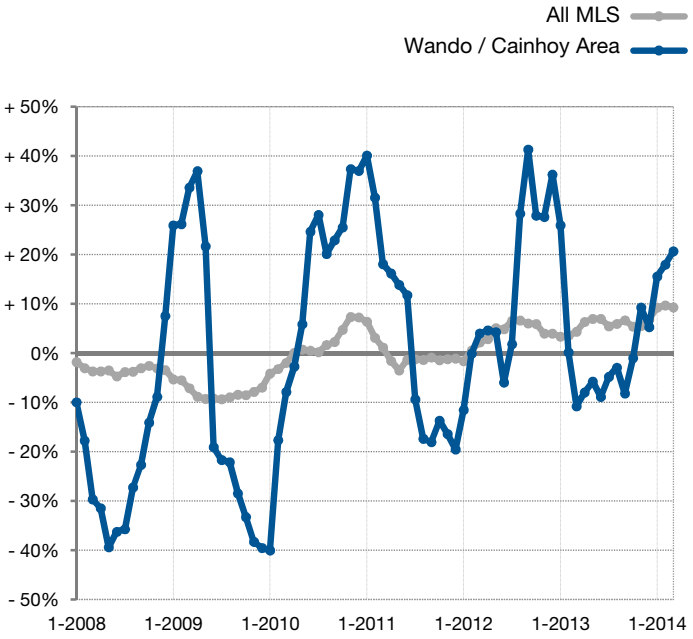
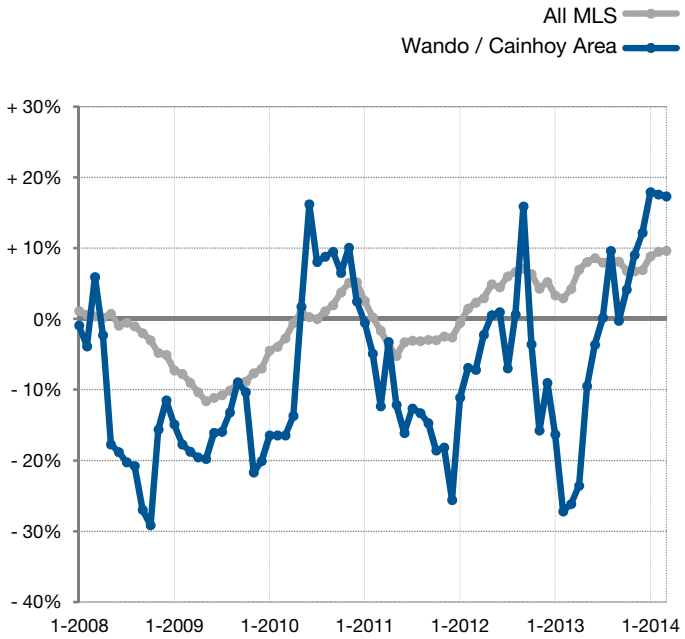
Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY THE **CHARLESTON TRIDENT ASSOCIATION OF REALTORS®**

West Ashley Area

Areas 11 & 12

- 3.2%	- 7.2%	- 15.1%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Single-Family Detached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	159	**152**	- 4.4%	400	**373**	- 6.8%
Closed Sales	106	**90**	- 15.1%	209	**223**	+ 6.7%
Median Sales Price*	$206,348	**$235,750**	+ 14.2%	$205,855	**$232,945**	+ 13.2%
Average Sales Price*	$236,082	**$247,456**	+ 4.8%	$220,704	**$236,612**	+ 7.2%
Percent of Original List Price Received*	94.6%	**95.0%**	+ 0.4%	93.1%	**94.5%**	+ 1.6%
Days on Market Until Sale	76	**79**	+ 5.2%	70	**78**	+ 11.6%
Inventory of Homes for Sale	400	**323**	- 19.3%	--	--	--

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Townhouse-Condo Attached

	March			Year to Date		
	2013	2014	+ / –	2013	2014	+ / –
New Listings	31	**32**	+ 3.2%	87	**104**	+ 19.5%
Closed Sales	19	**26**	+ 36.8%	50	**52**	+ 4.0%
Median Sales Price*	$120,000	**$131,500**	+ 9.6%	$124,950	**$123,500**	- 1.2%
Average Sales Price*	$112,809	**$135,591**	+ 20.2%	$121,484	**$126,853**	+ 4.4%
Percent of Original List Price Received*	93.6%	**97.0%**	+ 3.6%	93.6%	**95.7%**	+ 2.2%
Days on Market Until Sale	77	**42**	-45.9%	59	**62**	+ 5.2%
Inventory of Homes for Sale	104	**105**	+ 1.0%	--	--	--

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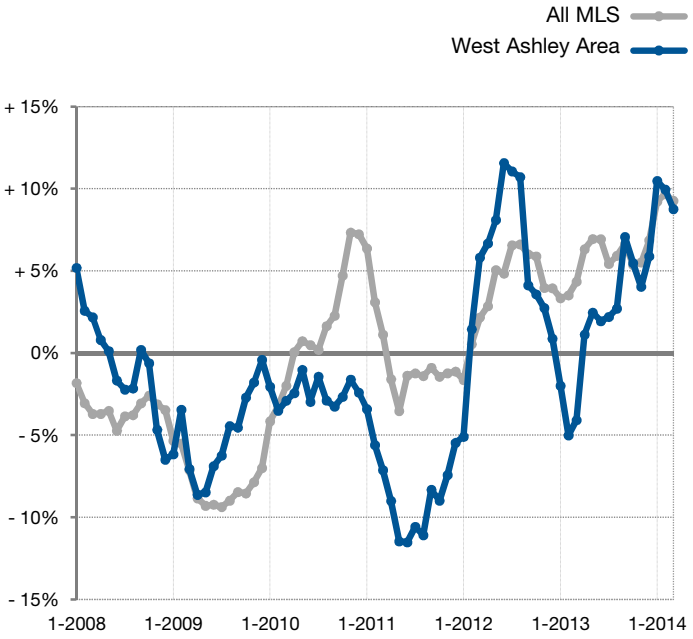
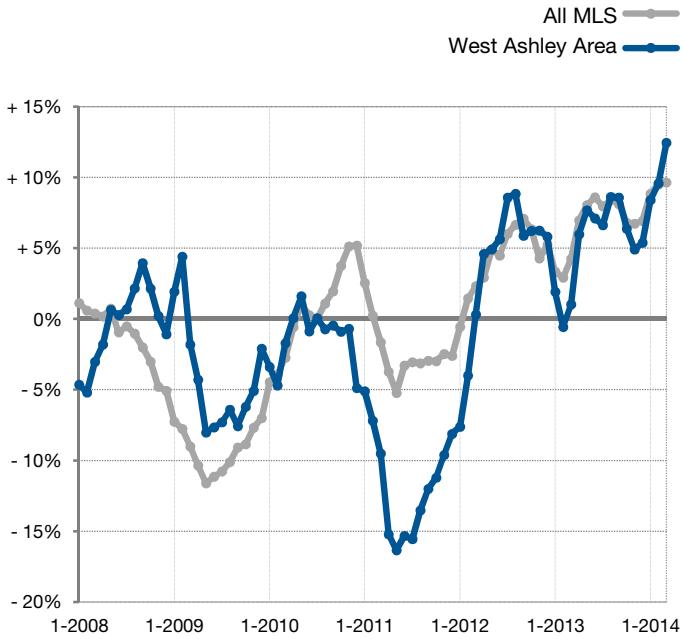
Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Detached



Townhouse-Condo Attached



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