

Monthly Indicators



September 2016

As anticipated at the outset of the year, demand has remained high through the first three quarters of 2016, propping up sales and prices despite heavy reductions in inventory and months of supply across the country. With rental prices and employment opportunities in a consistent climb, year-over-year increases in home buying are probable for the rest of the year but not guaranteed.

New Listings were down 0.3 percent to 1,853. Pending Sales increased 21.6 percent to 1,573. Inventory shrank 18.6 percent to 5,491 units.

Prices moved higher as Median Sales Price was up 4.2 percent to \$243,928. Days on Market decreased 1.8 percent to 54 days. Months Supply of Inventory was down 28.0 percent to 3.6 months, indicating that demand increased relative to supply.

In general, today's demand is driven by three factors: Millennials are reaching prime home-buying age, growing families are looking for larger homes and empty nesters are downsizing. However, intriguingly low interest rates often prompt refinancing instead of listing, contributing to lower inventory. Recent studies have also shown that short-term rentals are keeping a collection of homes off the market.

Quick Facts

+ 9.7%	+ 4.2%	- 28.0%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Months Supply

A research tool provided by the Charleston Trident Association of REALTORS®. Percent changes are calculated using rounded figures.

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12



Market Overview

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



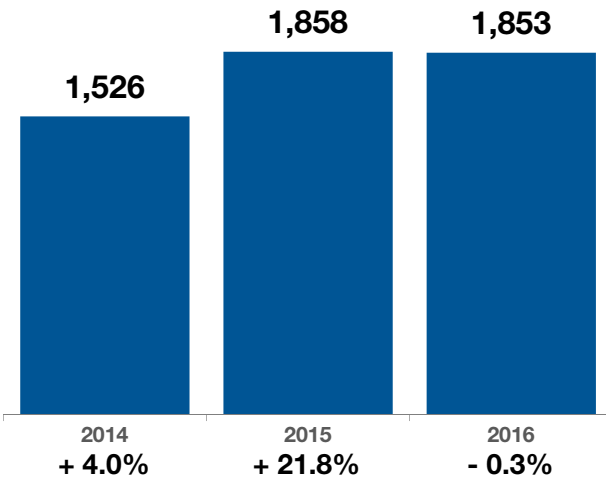
Key Metrics	Historical Sparkbars	09-2015	09-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		1,858	1,853	- 0.3%	17,897	18,709	+ 4.5%
Pending Sales		1,294	1,573	+ 21.6%	13,236	14,668	+ 10.8%
Closed Sales		1,459	1,600	+ 9.7%	12,509	13,687	+ 9.4%
Days on Market		55	54	- 1.8%	61	59	- 3.3%
Median Sales Price		\$234,000	\$243,928	+ 4.2%	\$227,000	\$239,900	+ 5.7%
Average Sales Price		\$314,837	\$320,362	+ 1.8%	\$306,164	\$319,901	+ 4.5%
Pct. of Orig. Price Received		95.8%	96.8%	+ 1.0%	95.9%	96.5%	+ 0.6%
Housing Affordability Index		125	124	- 0.8%	129	126	- 2.3%
Inventory of Homes for Sale		6,743	5,491	- 18.6%	--	--	--
Months Supply of Inventory		5.0	3.6	- 28.0%	--	--	--

New Listings

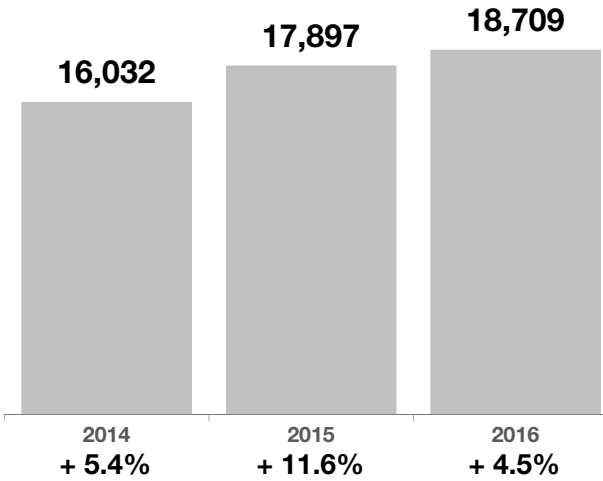
A count of the properties that have been newly listed on the market in a given month.



September

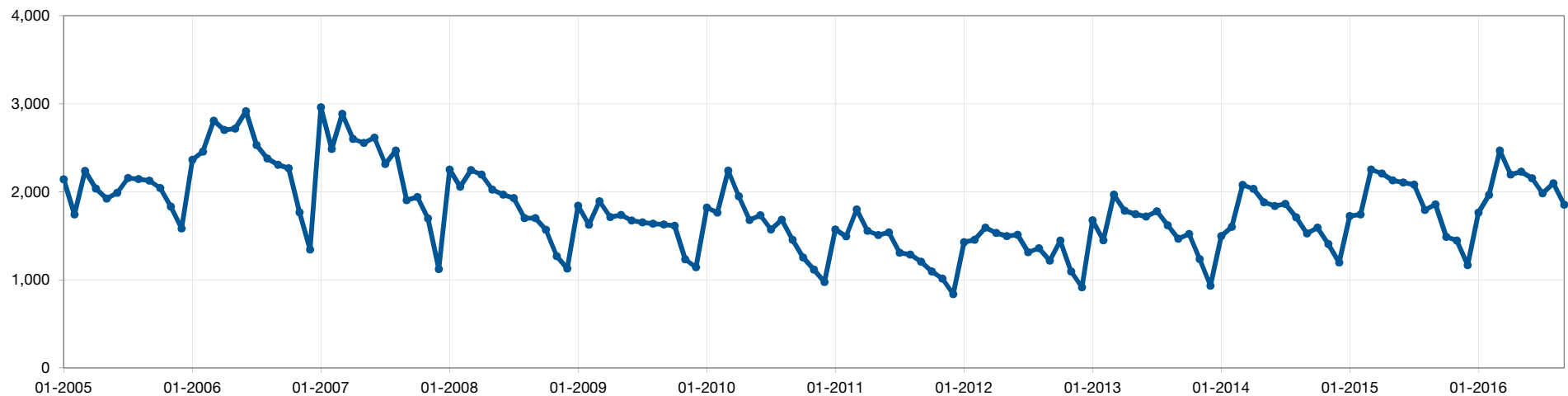


Year to Date



	New Listings	Prior Year	Percent Change
October 2015	1,488	1,594	-6.6%
November 2015	1,445	1,408	+2.6%
December 2015	1,166	1,197	-2.6%
January 2016	1,764	1,726	+2.2%
February 2016	1,966	1,742	+12.9%
March 2016	2,469	2,252	+9.6%
April 2016	2,196	2,209	-0.6%
May 2016	2,228	2,129	+4.7%
June 2016	2,154	2,105	+2.3%
July 2016	1,982	2,081	-4.8%
August 2016	2,097	1,795	+16.8%
September 2016	1,853	1,858	-0.3%
12-Month Avg	1,901	1,841	+3.2%

Historical New Listings by Month

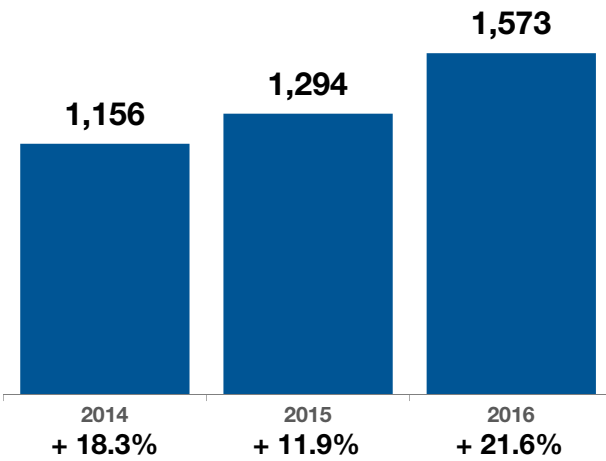


Pending Sales

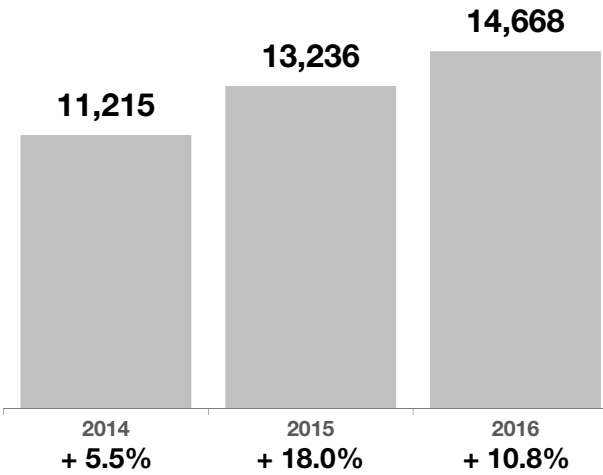
A count of the properties on which offers have been accepted in a given month.



September

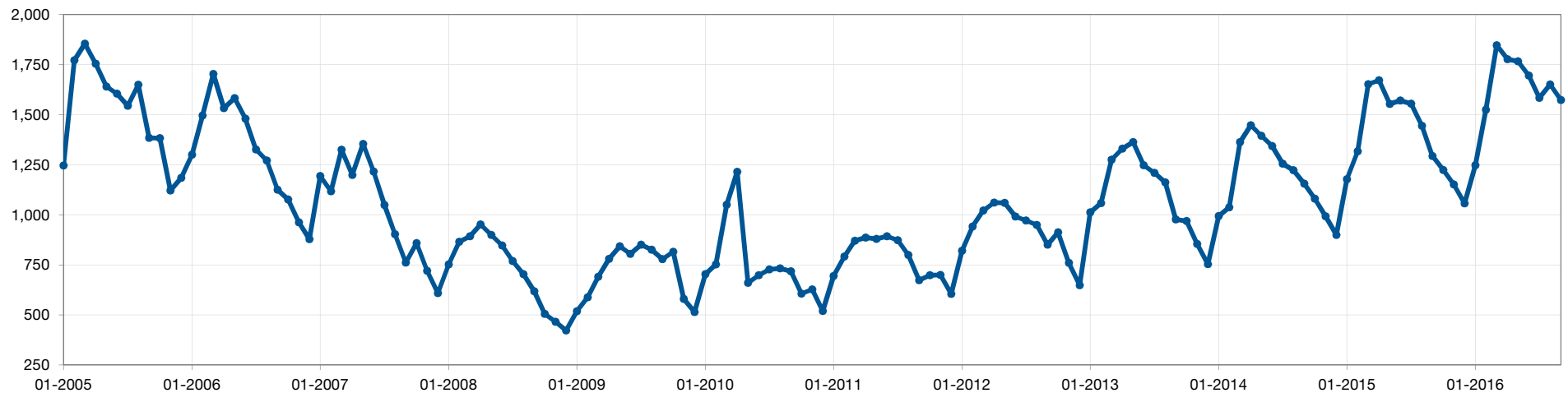


Year to Date



	Pending Sales	Prior Year	Percent Change
October 2015	1,224	1,081	+13.2%
November 2015	1,152	993	+16.0%
December 2015	1,057	899	+17.6%
January 2016	1,248	1,178	+5.9%
February 2016	1,525	1,317	+15.8%
March 2016	1,847	1,652	+11.8%
April 2016	1,777	1,672	+6.3%
May 2016	1,767	1,553	+13.8%
June 2016	1,696	1,571	+8.0%
July 2016	1,584	1,555	+1.9%
August 2016	1,651	1,444	+14.3%
September 2016	1,573	1,294	+21.6%
12-Month Avg	1,508	1,351	+11.7%

Historical Pending Sales by Month

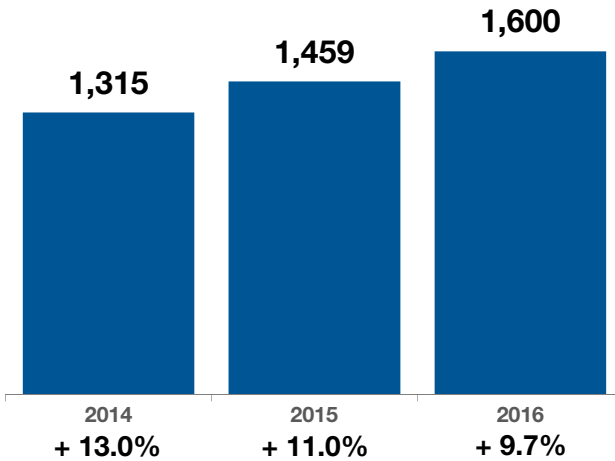


Closed Sales

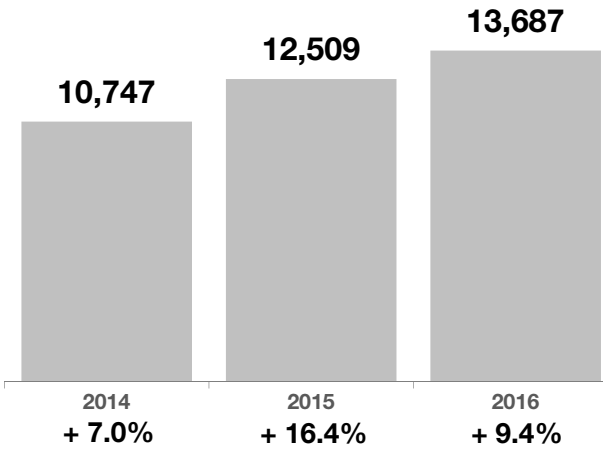
A count of the actual sales that closed in a given month.



September

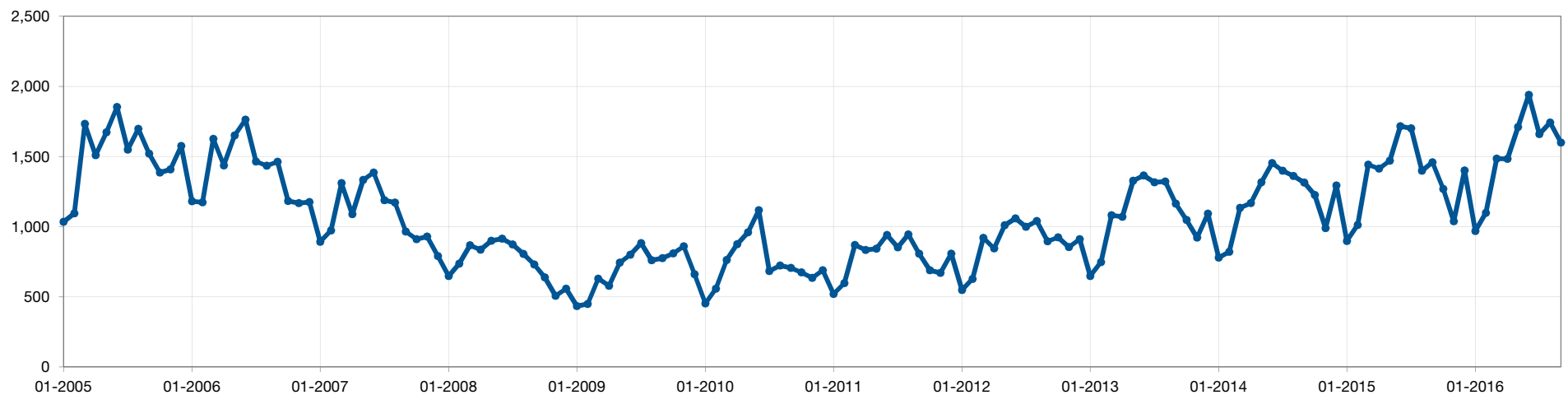


Year to Date



	Closed Sales	Prior Year	Percent Change
October 2015	1,270	1,227	+3.5%
November 2015	1,038	990	+4.8%
December 2015	1,400	1,293	+8.3%
January 2016	970	897	+8.1%
February 2016	1,098	1,012	+8.5%
March 2016	1,486	1,442	+3.1%
April 2016	1,483	1,414	+4.9%
May 2016	1,710	1,471	+16.2%
June 2016	1,939	1,715	+13.1%
July 2016	1,659	1,701	-2.5%
August 2016	1,742	1,398	+24.6%
September 2016	1,600	1,459	+9.7%
12-Month Avg	1,450	1,335	+8.6%

Historical Closed Sales by Month

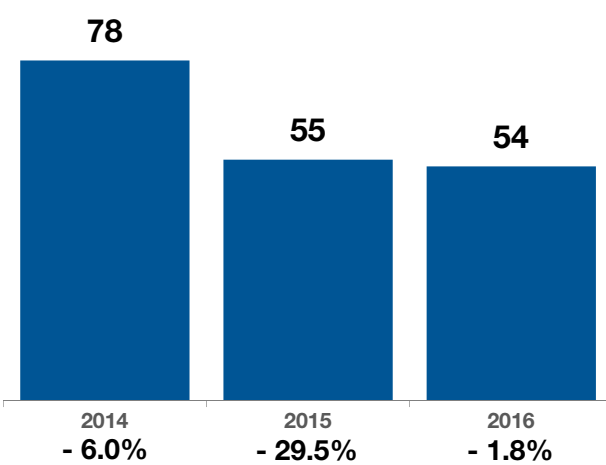


Days on Market Until Sale

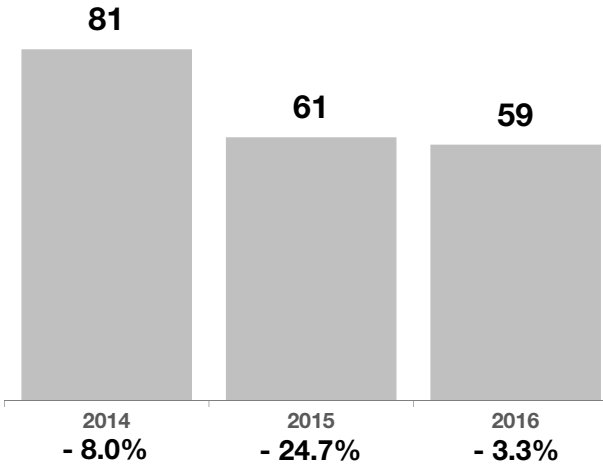
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



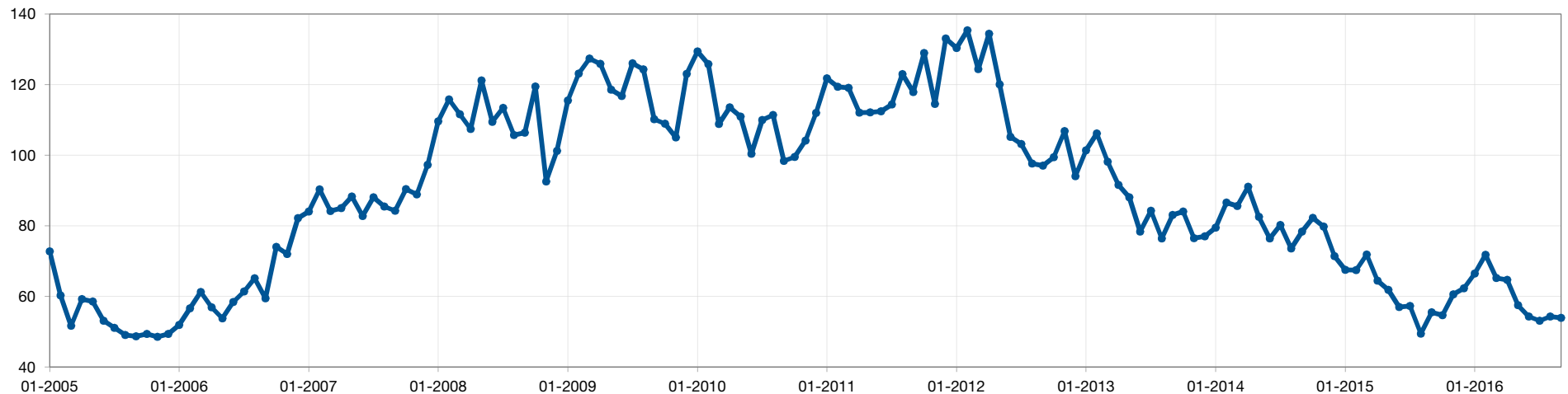
Year to Date



	Days on Market	Prior Year	Percent Change
October 2015	55	82	-32.9%
November 2015	61	80	-23.8%
December 2015	62	71	-12.7%
January 2016	66	68	-2.9%
February 2016	72	67	+7.5%
March 2016	65	72	-9.7%
April 2016	65	64	+1.6%
May 2016	58	62	-6.5%
June 2016	54	57	-5.3%
July 2016	53	57	-7.0%
August 2016	54	49	+10.2%
September 2016	54	55	-1.8%
12-Month Avg*	59	64	-7.8%

* Average Days on Market of all properties from October 2015 through September 2016. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

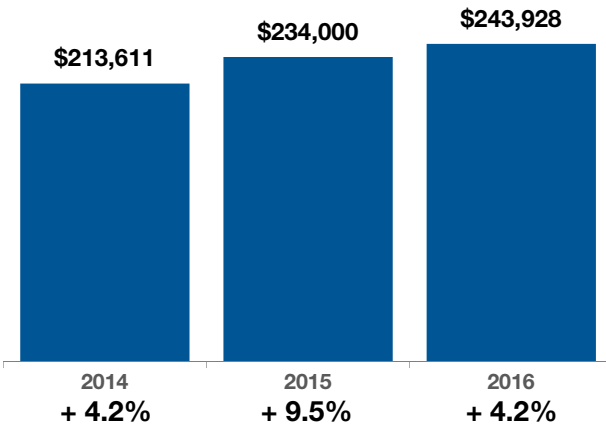


Median Sales Price

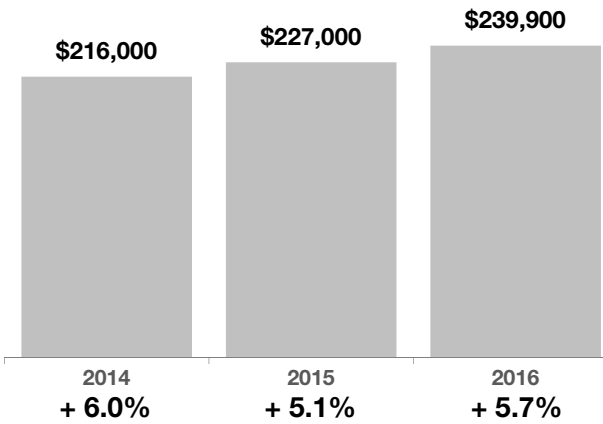
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



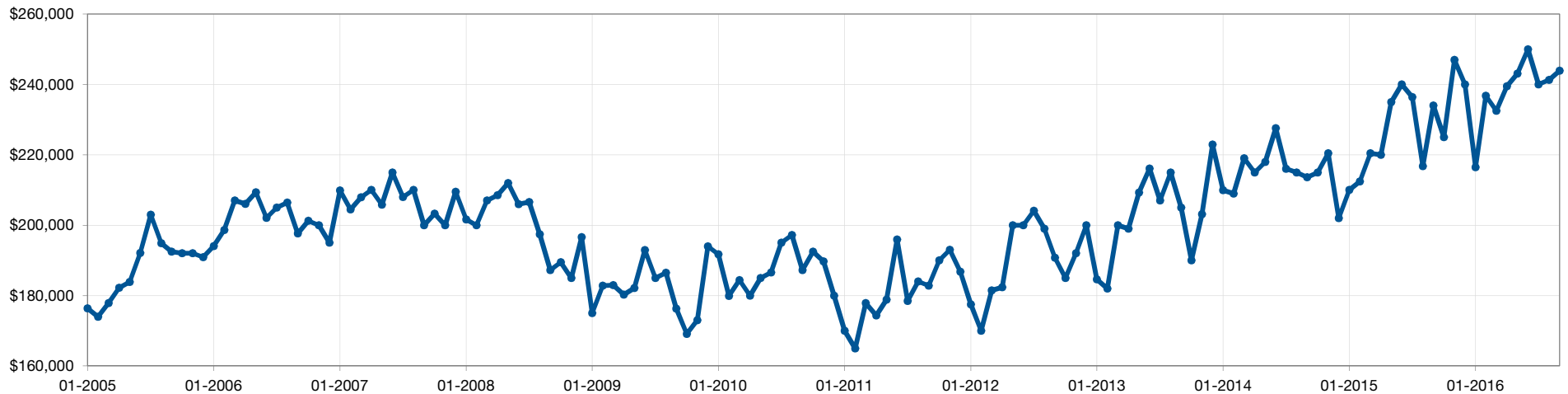
Year to Date



	Median Sales Price	Prior Year	Percent Change
October 2015	\$225,000	\$215,000	+4.7%
November 2015	\$247,000	\$220,450	+12.0%
December 2015	\$240,000	\$202,000	+18.8%
January 2016	\$216,500	\$210,000	+3.1%
February 2016	\$236,770	\$212,395	+11.5%
March 2016	\$232,520	\$220,420	+5.5%
April 2016	\$239,500	\$220,000	+8.9%
May 2016	\$243,110	\$235,000	+3.5%
June 2016	\$250,000	\$240,000	+4.2%
July 2016	\$240,000	\$236,415	+1.5%
August 2016	\$241,267	\$216,750	+11.3%
September 2016	\$243,928	\$234,000	+4.2%
12-Month Med*	\$239,000	\$224,900	+6.3%

* Median Sales Price of all properties from October 2015 through September 2016. This is not the median of the individual figures above.

Historical Median Sales Price by Month

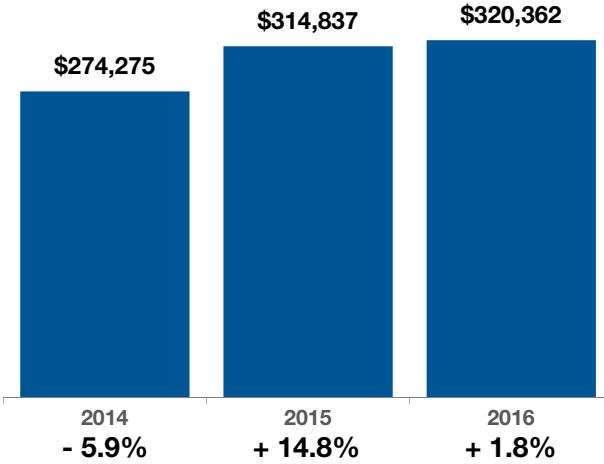


Average Sales Price

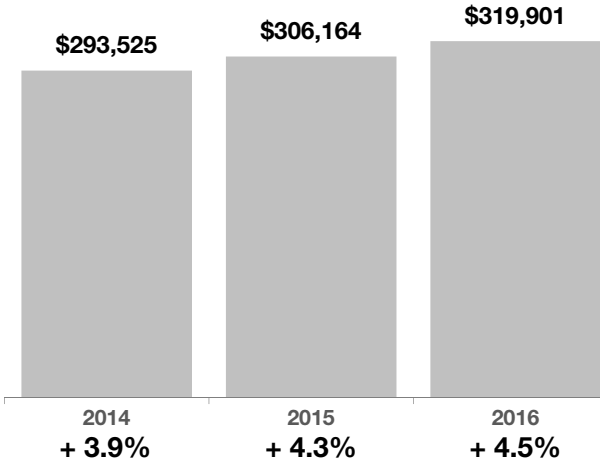
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



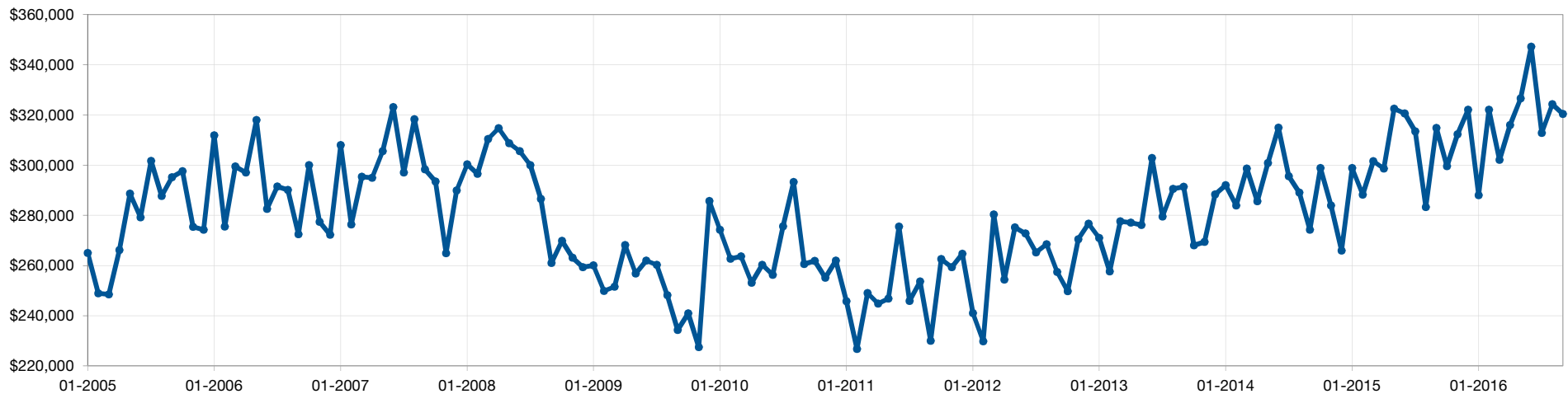
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
October 2015	\$299,631	\$298,894	+0.2%
November 2015	\$312,341	\$283,963	+10.0%
December 2015	\$322,134	\$265,981	+21.1%
January 2016	\$287,994	\$298,828	-3.6%
February 2016	\$322,090	\$288,262	+11.7%
March 2016	\$302,078	\$301,557	+0.2%
April 2016	\$316,004	\$298,677	+5.8%
May 2016	\$326,553	\$322,452	+1.3%
June 2016	\$347,151	\$320,652	+8.3%
July 2016	\$312,809	\$313,421	-0.2%
August 2016	\$324,281	\$283,346	+14.4%
September 2016	\$320,362	\$314,837	+1.8%
12-Month Avg*	\$316,119	\$299,239	+5.6%

* Avg. Sales Price of all properties from October 2015 through September 2016. This is not the average of the individual figures above.

Historical Average Sales Price by Month

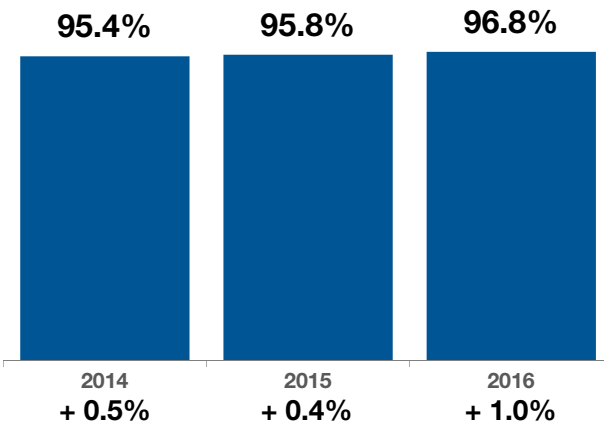


Percent of Original List Price Received

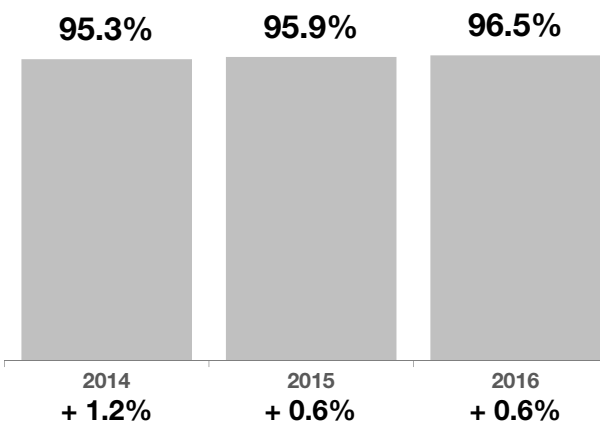
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
October 2015	95.8%	94.9%	+0.9%
November 2015	96.1%	95.3%	+0.8%
December 2015	95.7%	95.2%	+0.5%
January 2016	95.4%	95.3%	+0.1%
February 2016	95.5%	95.5%	0.0%
March 2016	96.0%	95.2%	+0.8%
April 2016	96.5%	96.1%	+0.4%
May 2016	96.7%	96.1%	+0.6%
June 2016	97.0%	96.5%	+0.5%
July 2016	96.8%	96.3%	+0.5%
August 2016	96.9%	96.2%	+0.7%
September 2016	96.8%	95.8%	+1.0%
12-Month Avg*	96.4%	95.8%	+0.6%

* Average Pct. of Orig. Price Received for all properties from October 2015 through September 2016. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month

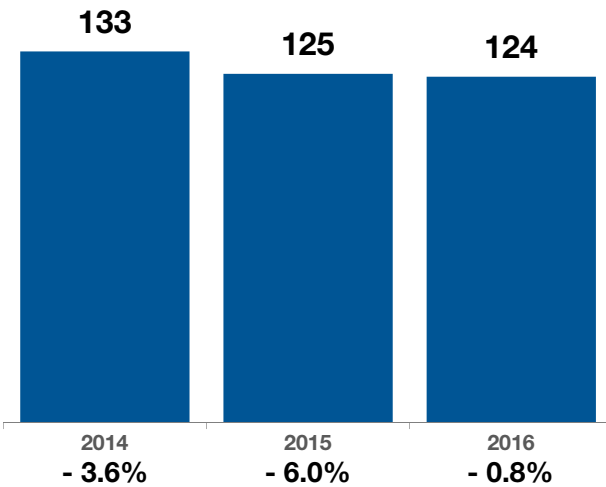


Housing Affordability Index

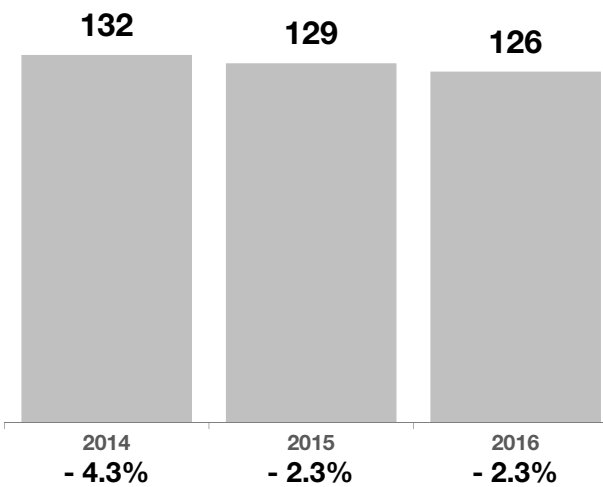
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

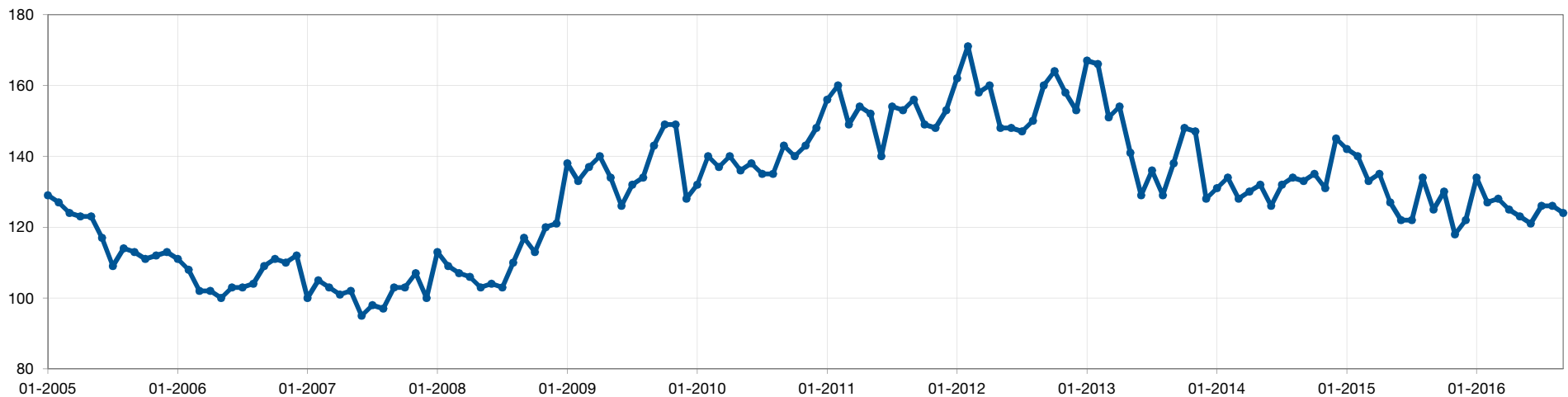


Year to Date



	Affordability Index	Prior Year	Percent Change
October 2015	130	135	-3.7%
November 2015	118	131	-9.9%
December 2015	122	145	-15.9%
January 2016	134	142	-5.6%
February 2016	127	140	-9.3%
March 2016	128	133	-3.8%
April 2016	125	135	-7.4%
May 2016	123	127	-3.1%
June 2016	121	122	-0.8%
July 2016	126	122	+3.3%
August 2016	126	134	-6.0%
September 2016	124	125	-0.8%
12-Month Avg	125	133	-5.5%

Historical Housing Affordability Index by Month

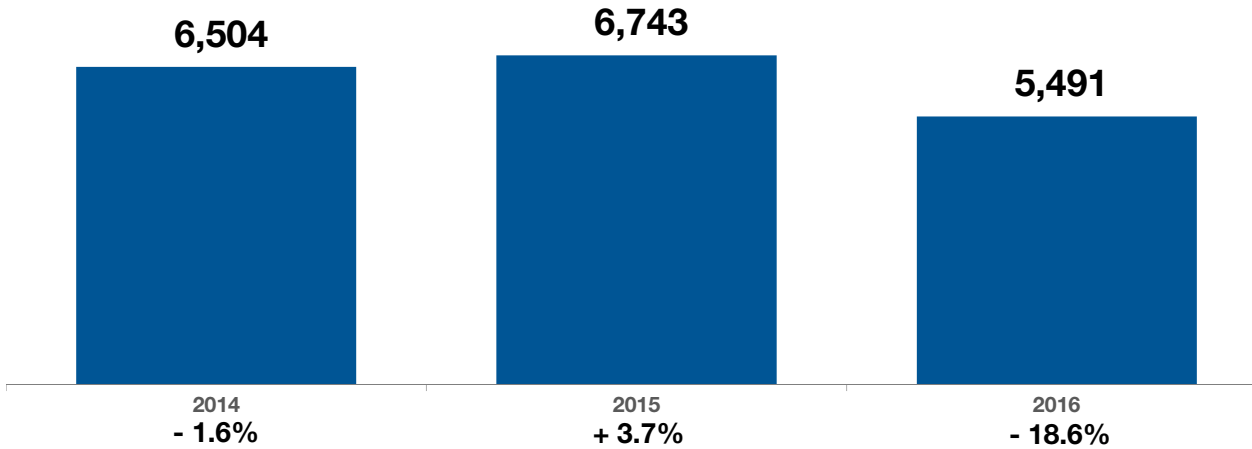


Inventory of Homes for Sale

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



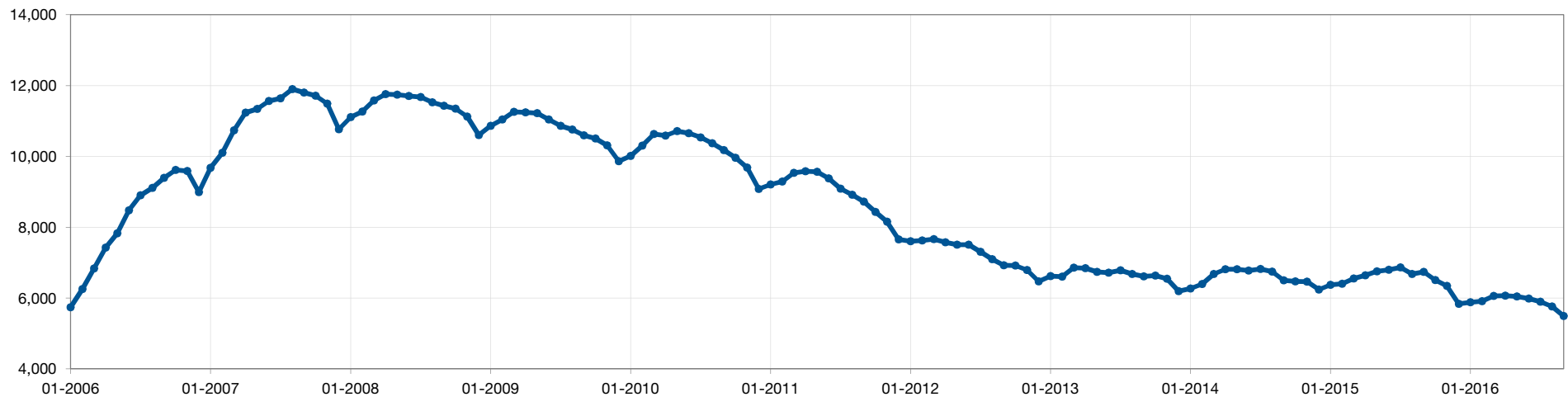
September



	Homes for Sale	Prior Year	Percent Change
October 2015	6,512	6,470	+0.6%
November 2015	6,347	6,461	-1.8%
December 2015	5,839	6,240	-6.4%
January 2016	5,882	6,375	-7.7%
February 2016	5,911	6,404	-7.7%
March 2016	6,063	6,552	-7.5%
April 2016	6,069	6,642	-8.6%
May 2016	6,048	6,755	-10.5%
June 2016	5,987	6,801	-12.0%
July 2016	5,895	6,863	-14.1%
August 2016	5,764	6,681	-13.7%
September 2016	5,491	6,743	-18.6%
12-Month Avg*	5,984	6,712	-10.8%

* Homes for Sale for all properties from October 2015 through September 2016. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

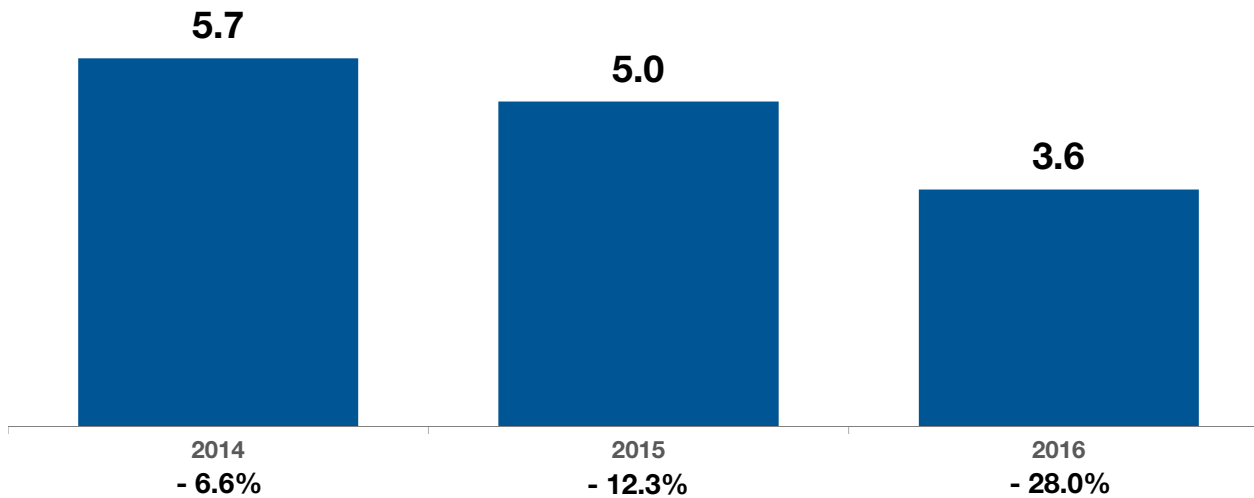


Months Supply of Inventory

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.



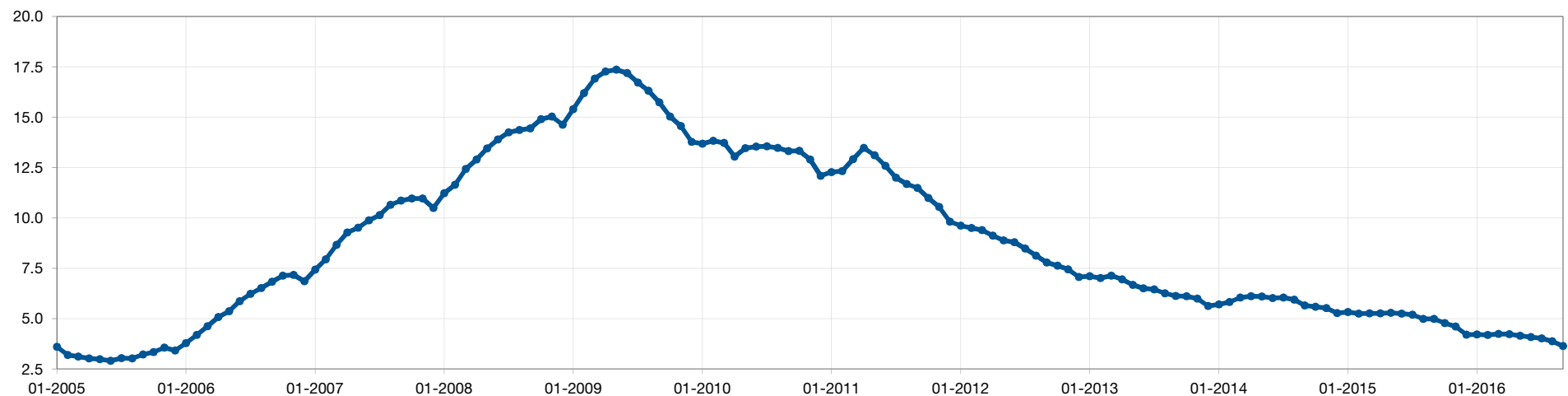
September



Months Supply		Prior Year	Percent Change
October 2015	4.8	5.6	-14.3%
November 2015	4.6	5.5	-16.4%
December 2015	4.2	5.3	-20.8%
January 2016	4.2	5.3	-20.8%
February 2016	4.2	5.2	-19.2%
March 2016	4.2	5.3	-20.8%
April 2016	4.2	5.3	-20.8%
May 2016	4.2	5.3	-20.8%
June 2016	4.1	5.2	-21.2%
July 2016	4.0	5.2	-23.1%
August 2016	3.9	5.0	-22.0%
September 2016	3.6	5.0	-28.0%
12-Month Avg*	4.2	5.3	-20.8%

* Months Supply for all properties from October 2015 through September 2016. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



September 2016

The housing story for the past 12 months remains the same. Demand is high, supply is low and interest rates have been steady. Finding ways to motivate homeowners to be home sellers will be key over the next year. For the 12-month period spanning October 2015 through September 2016, Pending Sales in the state of South Carolina were up 11.7 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 23.8 percent.

The overall Median Sales Price were up 6.3 percent to \$239,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 6.4 percent to \$252,620. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 46 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 79 days.

Market-wide, inventory levels were down 18.6 percent. The property type that lost the least inventory was the Condos segment, where it decreased 11.2 percent. That amounts to 3.5 months supply for Single-Family homes and 3.7 months supply for Condos.

Quick Facts

+ 23.8%

+ 18.6%

+ 21.1%

Price Range With the Strongest Sales:

\$300,001 and Above

Bedroom Count With Strongest Sales:

2 Bedrooms or Less

Property Type With Strongest Sales:

Condos

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

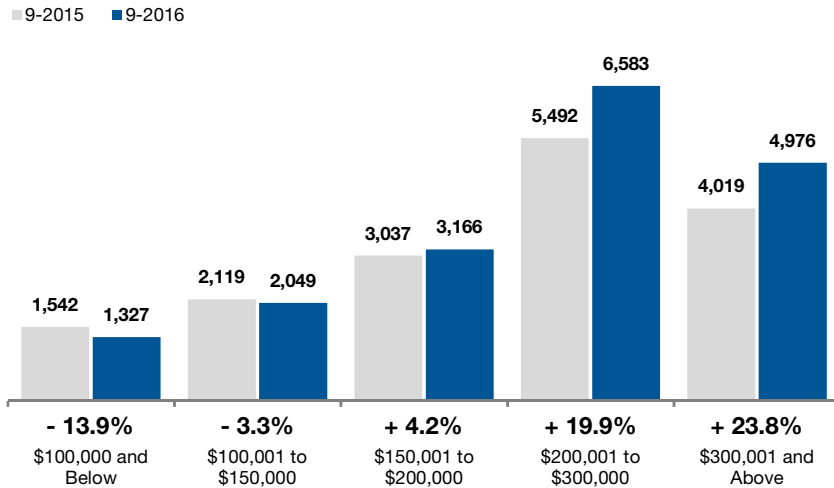


Pending Sales

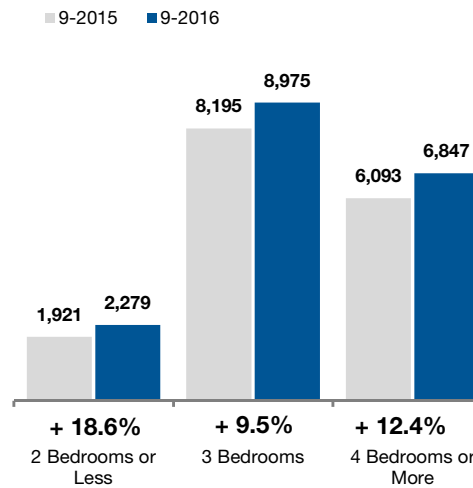
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



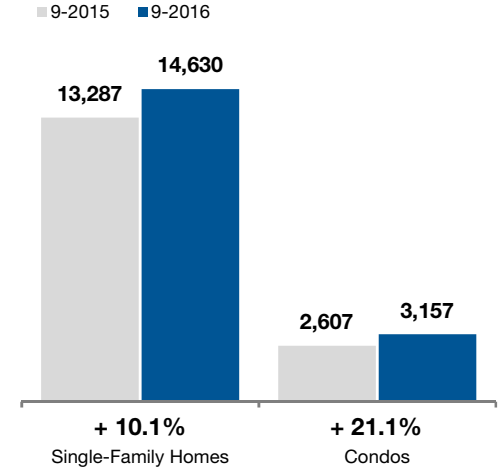
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2015	9-2016	Change
\$100,000 and Below	1,542	1,327	- 13.9%
\$100,001 to \$150,000	2,119	2,049	- 3.3%
\$150,001 to \$200,000	3,037	3,166	+ 4.2%
\$200,001 to \$300,000	5,492	6,583	+ 19.9%
\$300,001 and Above	4,019	4,976	+ 23.8%
All Price Ranges	16,209	18,101	+ 11.7%

Single-Family Homes

9-2015	9-2016	Change	9-2015	9-2016	Change
1,090	847	- 22.3%	244	298	+ 22.1%
1,374	1,215	- 11.6%	674	751	+ 11.4%
2,426	2,415	- 0.5%	593	721	+ 21.6%
4,862	5,812	+ 19.5%	616	758	+ 23.1%
3,535	4,341	+ 22.8%	480	629	+ 31.0%
13,287	14,630	+ 10.1%	2,607	3,157	+ 21.1%

Condos

By Bedroom Count	9-2015	9-2016	Change
2 Bedrooms or Less	1,921	2,279	+ 18.6%
3 Bedrooms	8,195	8,975	+ 9.5%
4 Bedrooms or More	6,093	6,847	+ 12.4%
All Bedroom Counts	16,209	18,101	+ 11.7%

9-2015	9-2016	Change	9-2015	9-2016	Change
541	604	+ 11.6%	1,307	1,597	+ 22.2%
6,902	7,426	+ 7.6%	1,138	1,387	+ 21.9%
5,844	6,600	+ 12.9%	162	173	+ 6.8%
13,287	14,630	+ 10.1%	2,607	3,157	+ 21.1%

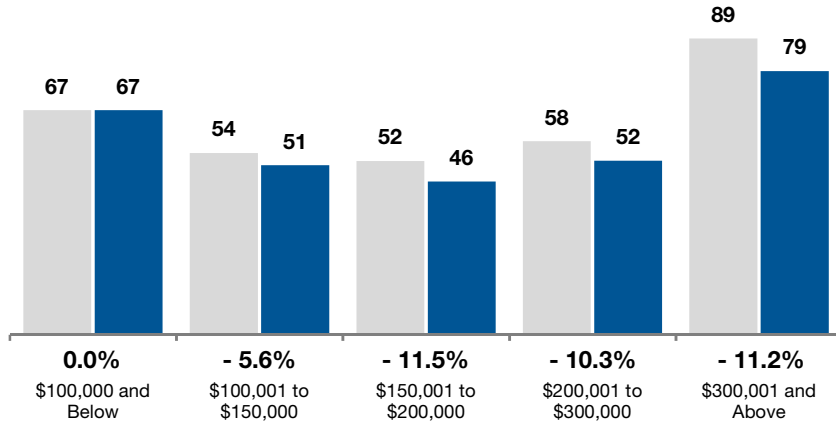
Days on Market Until Sale

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



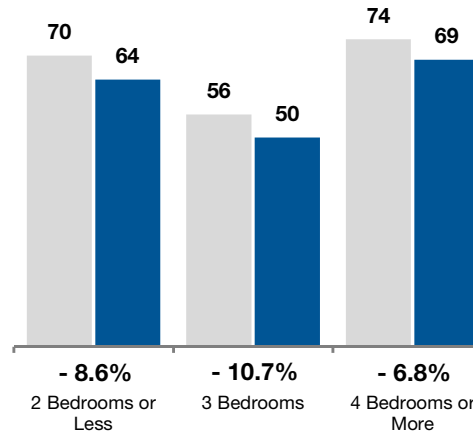
By Price Range

■ 9-2015 ■ 9-2016



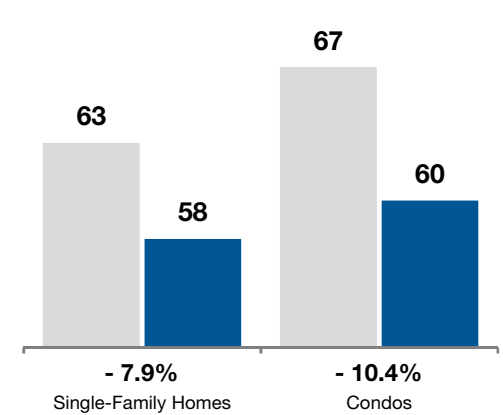
By Bedroom Count

■ 9-2015 ■ 9-2016



By Property Type

■ 9-2015 ■ 9-2016



All Properties

By Price Range

	9-2015	9-2016	Change
\$100,000 and Below	67	67	0.0%
\$100,001 to \$150,000	54	51	- 5.6%
\$150,001 to \$200,000	52	46	- 11.5%
\$200,001 to \$300,000	58	52	- 10.3%
\$300,001 and Above	89	79	- 11.2%
All Price Ranges	64	59	- 7.8%

Single-Family Homes

	9-2015	9-2016	Change
2 Bedrooms or Less	60	58	- 3.3%
3 Bedrooms	51	45	- 11.8%
4 Bedrooms or More	52	45	- 13.5%
Single-Family Homes	57	52	- 8.8%
Condos	63	52	- 17.5%
All Property Types	86	78	- 9.3%
All Price Ranges	63	58	- 7.9%

Condos

By Bedroom Count

	9-2015	9-2016	Change
2 Bedrooms or Less	70	64	- 8.6%
3 Bedrooms	56	50	- 10.7%
4 Bedrooms or More	74	69	- 6.8%
All Bedroom Counts	64	59	- 7.8%

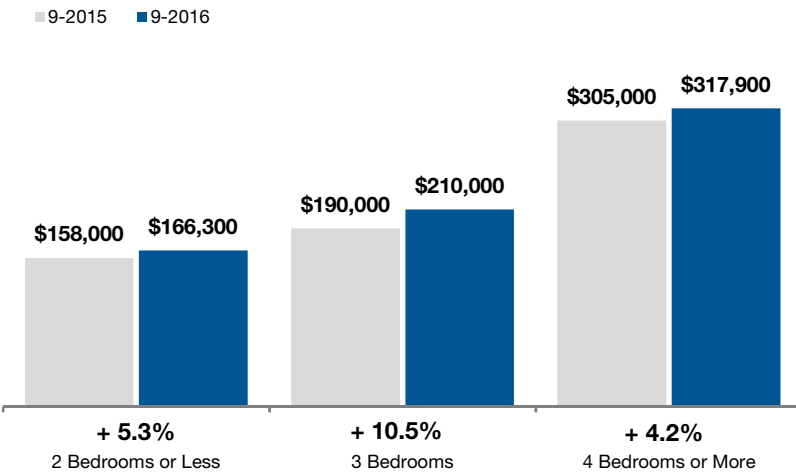
	9-2015	9-2016	Change
2 Bedrooms or Less	66	62	- 6.1%
3 Bedrooms	54	48	- 11.1%
4 Bedrooms or More	74	69	- 6.8%
All Bedroom Counts	63	58	- 7.9%

Median Sales Price

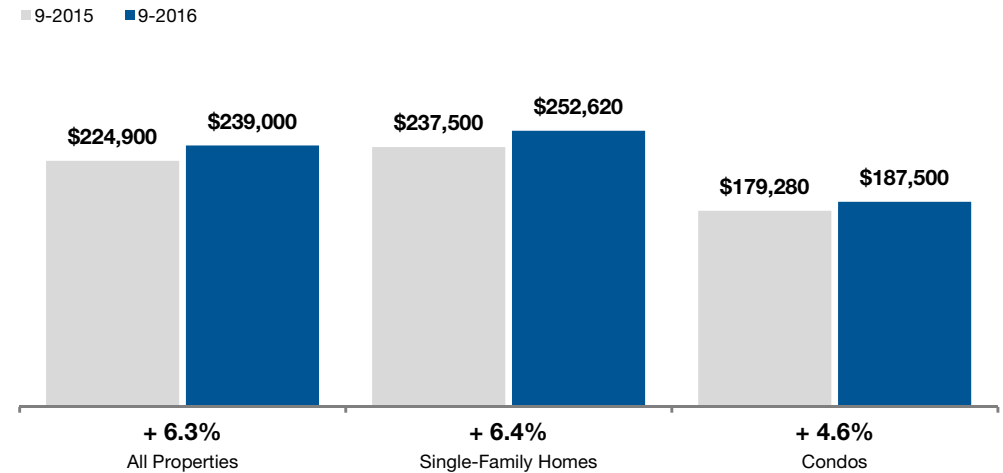
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

By Bedroom Count	9-2015	9-2016	Change
2 Bedrooms or Less	\$158,000	\$166,300	+ 5.3%
3 Bedrooms	\$190,000	\$210,000	+ 10.5%
4 Bedrooms or More	\$305,000	\$317,900	+ 4.2%
All Bedroom Counts	\$224,900	\$239,000	+ 6.3%

Single-Family Homes

9-2015	9-2016	Change	9-2015	9-2016	Change
\$189,000	\$200,000	+ 5.8%	\$155,000	\$165,000	+ 6.5%
\$190,465	\$213,000	+ 11.8%	\$194,000	\$209,900	+ 8.2%
\$310,000	\$318,132	+ 2.6%	\$280,315	\$340,580	+ 21.5%
\$237,500	\$252,620	+ 6.4%	\$179,280	\$187,500	+ 4.6%

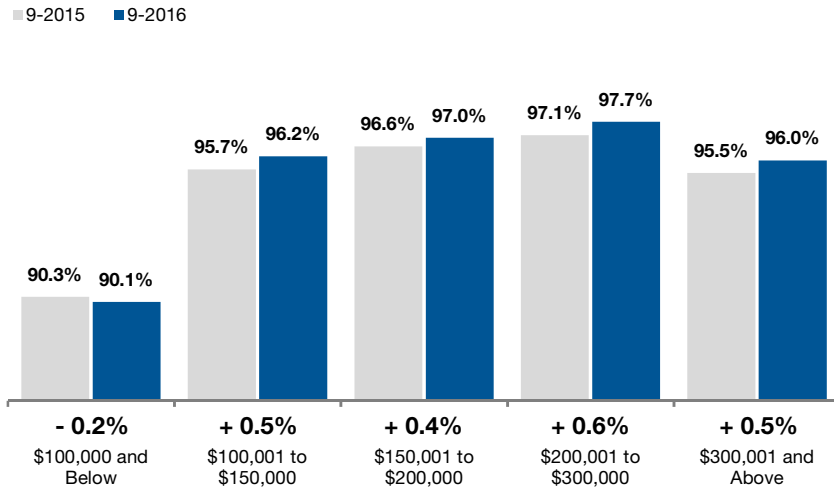
Condos

Percent of Original List Price Received

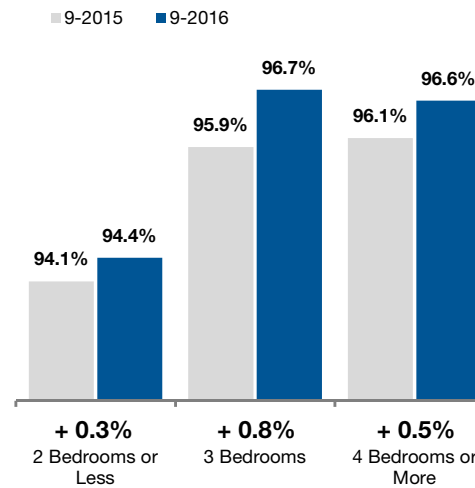
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



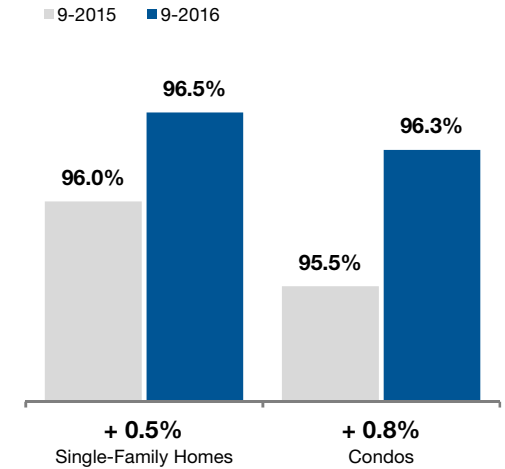
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2015	9-2016	Change
\$100,000 and Below	90.3%	90.1%	- 0.2%
\$100,001 to \$150,000	95.7%	96.2%	+ 0.5%
\$150,001 to \$200,000	96.6%	97.0%	+ 0.4%
\$200,001 to \$300,000	97.1%	97.7%	+ 0.6%
\$300,001 and Above	95.5%	96.0%	+ 0.5%
All Price Ranges	95.8%	96.4%	+ 0.6%

Single-Family Homes

9-2015	9-2016	Change	9-2015	9-2016	Change
91.2%	90.3%	- 1.0%	90.3%	92.0%	+ 1.9%
95.6%	96.2%	+ 0.6%	96.3%	96.6%	+ 0.3%
96.6%	97.1%	+ 0.5%	96.9%	96.9%	0.0%
97.2%	97.7%	+ 0.5%	96.4%	97.3%	+ 0.9%
95.6%	96.0%	+ 0.4%	94.7%	96.2%	+ 1.6%
96.0%	96.5%	+ 0.5%	95.5%	96.3%	+ 0.8%

Condos

By Bedroom Count	9-2015	9-2016	Change
2 Bedrooms or Less	94.1%	94.4%	+ 0.3%
3 Bedrooms	95.9%	96.7%	+ 0.8%
4 Bedrooms or More	96.1%	96.6%	+ 0.5%
All Bedroom Counts	95.8%	96.4%	+ 0.6%

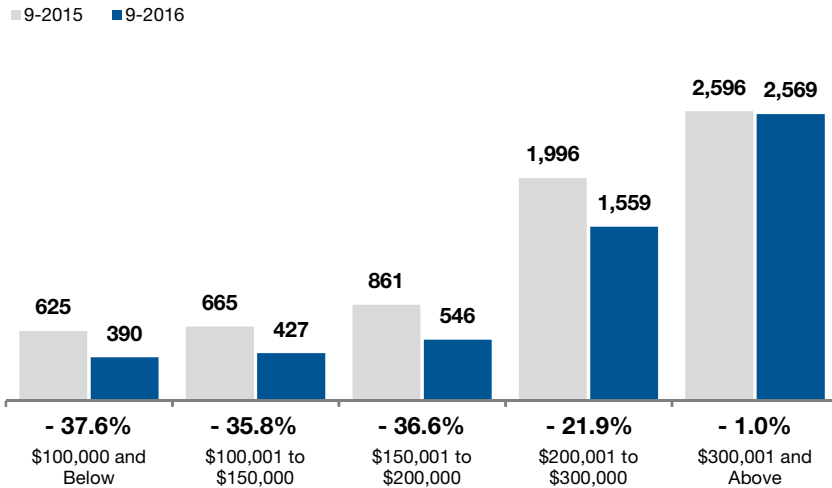
9-2015	9-2016	Change	9-2015	9-2016	Change
94.0%	93.9%	- 0.1%	94.5%	95.1%	+ 0.6%
96.0%	96.7%	+ 0.7%	96.7%	97.6%	+ 0.9%
96.2%	96.6%	+ 0.4%	95.0%	97.1%	+ 2.2%
96.0%	96.5%	+ 0.5%	95.5%	96.3%	+ 0.8%

Inventory of Homes for Sale

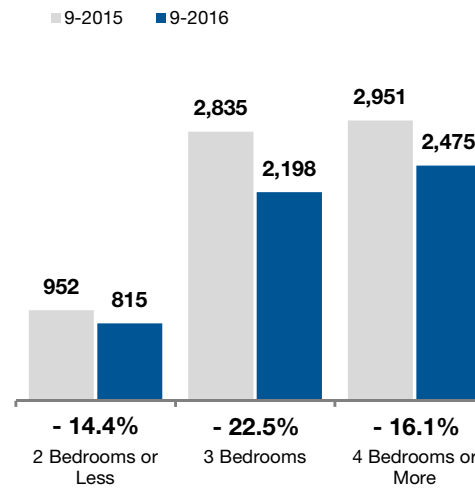
The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



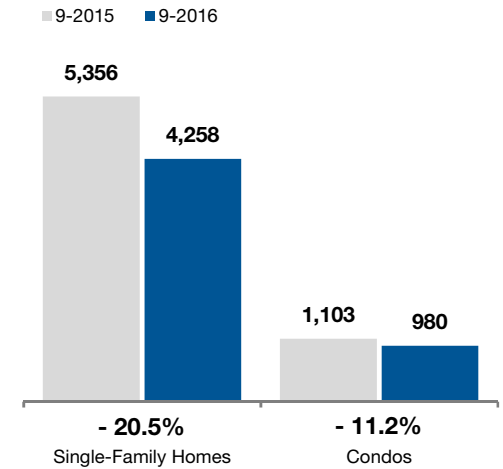
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	9-2015	9-2016	Change
\$100,000 and Below	625	390	- 37.6%
\$100,001 to \$150,000	665	427	- 35.8%
\$150,001 to \$200,000	861	546	- 36.6%
\$200,001 to \$300,000	1,996	1,559	- 21.9%
\$300,001 and Above	2,596	2,569	- 1.0%
All Price Ranges	6,743	5,491	- 18.6%

Single-Family Homes

9-2015	9-2016	Change	9-2015	9-2016	Change
364	201	- 44.8%	102	59	- 42.2%
376	222	- 41.0%	223	146	- 34.5%
668	361	- 46.0%	161	155	- 3.7%
1,772	1,295	- 26.9%	215	240	+ 11.6%
2,176	2,179	+ 0.1%	402	380	- 5.5%
5,356	4,258	- 20.5%	1,103	980	- 11.2%

Condos

By Bedroom Count	9-2015	9-2016	Change
2 Bedrooms or Less	952	815	- 14.4%
3 Bedrooms	2,835	2,198	- 22.5%
4 Bedrooms or More	2,951	2,475	- 16.1%
All Bedroom Counts	6,743	5,491	- 18.6%

9-2015	9-2016	Change	9-2015	9-2016	Change
247	199	- 19.4%	614	532	- 13.4%
2,281	1,690	- 25.9%	422	383	- 9.2%
2,828	2,369	- 16.2%	67	65	- 3.0%
5,356	4,258	- 20.5%	1,103	980	- 11.2%

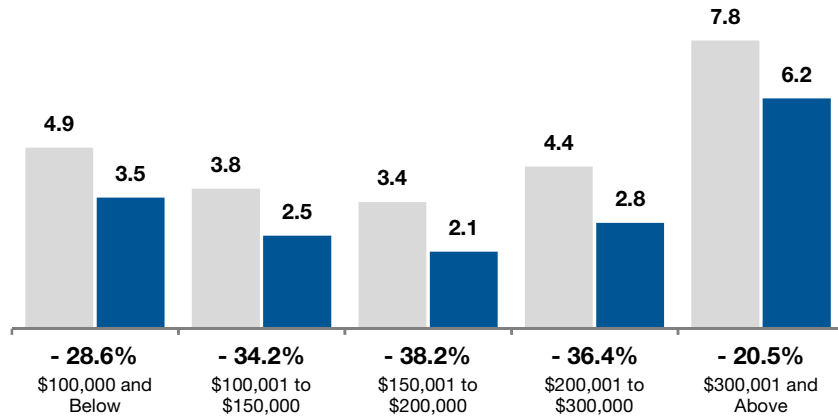
Months Supply of Inventory

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



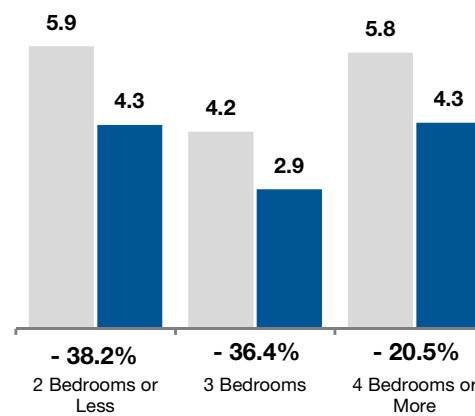
By Price Range

■ 9-2015 ■ 9-2016



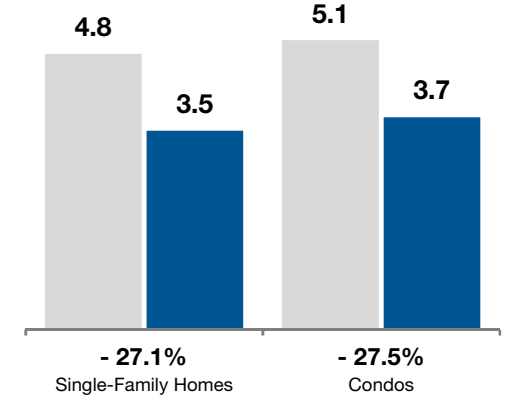
By Bedroom Count

■ 9-2015 ■ 9-2016



By Property Type

■ 9-2015 ■ 9-2016



All Properties

By Price Range

	9-2015	9-2016	Change
\$100,000 and Below	4.9	3.5	- 28.6%
\$100,001 to \$150,000	3.8	2.5	- 34.2%
\$150,001 to \$200,000	3.4	2.1	- 38.2%
\$200,001 to \$300,000	4.4	2.8	- 36.4%
\$300,001 and Above	7.8	6.2	- 20.5%
All Price Ranges	5.0	3.6	- 28.0%

Single-Family Homes

	9-2015	9-2016	Change
2 Bedrooms or Less	4.0	2.8	- 30.0%
3 Bedrooms	3.3	2.2	- 33.3%
4 Bedrooms or More	3.3	1.8	- 45.5%
Single-Family Homes	4.4	2.7	- 38.6%
Condos	7.4	6.0	- 18.9%
All Price Ranges	4.8	3.5	- 27.1%

Condos

By Bedroom Count

	9-2015	9-2016	Change
2 Bedrooms or Less	5.9	4.3	- 38.2%
3 Bedrooms	4.2	2.9	- 36.4%
4 Bedrooms or More	5.8	4.3	- 20.5%
All Bedroom Counts	5.0	3.6	- 28.0%

	9-2015	9-2016	Change
2 Bedrooms or Less	5.5	4.0	- 45.5%
3 Bedrooms	4.0	2.7	- 38.6%
4 Bedrooms or More	5.8	4.3	- 18.9%
Single-Family Homes	5.6	4.0	- 21.2%
Condos	4.4	3.3	- 9.5%
All Price Ranges	4.8	3.5	- 27.1%

Local Market Update – September 2016

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



Berkeley County

County: BER

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	407	339	- 16.7%	3,674	3,637	- 1.0%
Closed Sales	326	328	+ 0.6%	2,582	2,891	+ 12.0%
Median Sales Price*	\$212,900	\$224,515	+ 5.5%	\$207,315	\$219,999	+ 6.1%
Average Sales Price*	\$261,864	\$265,135	+ 1.2%	\$257,347	\$258,794	+ 0.6%
Percent of Original List Price Received*	96.7%	97.9%	+ 1.2%	97.2%	97.7%	+ 0.5%
Days on Market Until Sale	55	45	- 18.2%	55	53	- 3.6%
Inventory of Homes for Sale	1,250	795	- 36.4%	--	--	--

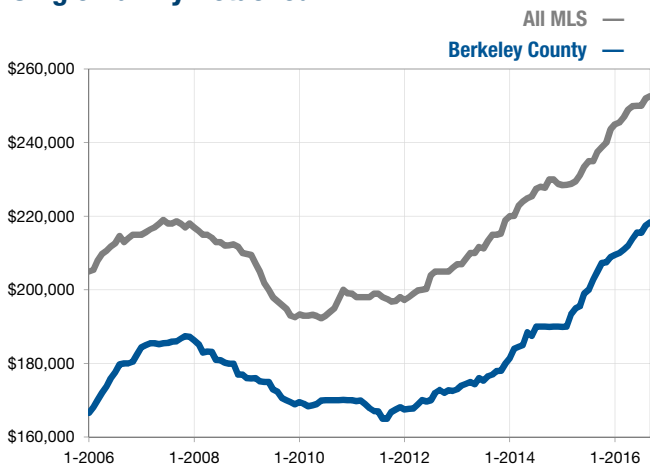
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	54	72	+ 33.3%	440	571	+ 29.8%
Closed Sales	46	58	+ 26.1%	329	398	+ 21.0%
Median Sales Price*	\$156,898	\$160,020	+ 2.0%	\$143,000	\$145,000	+ 1.4%
Average Sales Price*	\$196,591	\$179,614	- 8.6%	\$196,394	\$186,440	- 5.1%
Percent of Original List Price Received*	97.5%	97.7%	+ 0.2%	96.6%	97.1%	+ 0.5%
Days on Market Until Sale	44	62	+ 40.9%	53	48	- 9.4%
Inventory of Homes for Sale	122	145	+ 18.9%	--	--	--

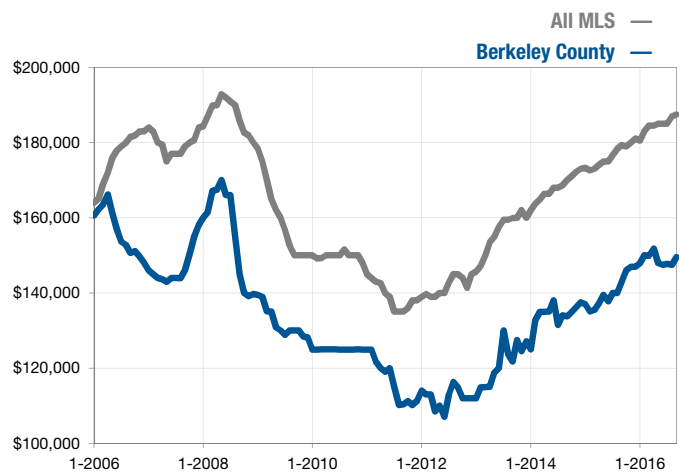
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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Charleston County

County: CHS

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	770	746	- 3.1%	7,145	7,450	+ 4.3%
Closed Sales	571	600	+ 5.1%	5,155	5,404	+ 4.8%
Median Sales Price*	\$341,000	\$335,000	- 1.8%	\$317,000	\$337,063	+ 6.3%
Average Sales Price*	\$437,235	\$436,325	- 0.2%	\$415,931	\$440,672	+ 5.9%
Percent of Original List Price Received*	95.5%	96.2%	+ 0.7%	95.8%	96.2%	+ 0.4%
Days on Market Until Sale	55	53	- 3.6%	61	58	- 4.9%
Inventory of Homes for Sale	2,669	2,277	- 14.7%	--	--	--

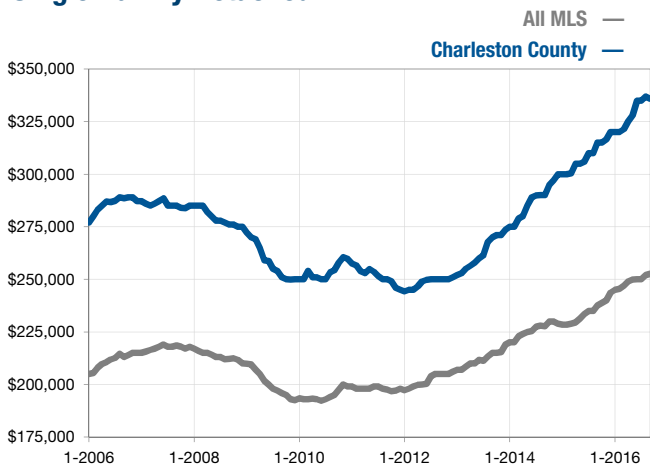
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	189	247	+ 30.7%	2,047	2,384	+ 16.5%
Closed Sales	163	211	+ 29.4%	1,425	1,732	+ 21.5%
Median Sales Price*	\$208,000	\$229,000	+ 10.1%	\$194,000	\$215,000	+ 10.8%
Average Sales Price*	\$272,813	\$330,642	+ 21.2%	\$264,102	\$292,023	+ 10.6%
Percent of Original List Price Received*	95.8%	97.3%	+ 1.6%	95.6%	96.3%	+ 0.7%
Days on Market Until Sale	58	48	- 17.2%	63	60	- 4.8%
Inventory of Homes for Sale	811	720	- 11.2%	--	--	--

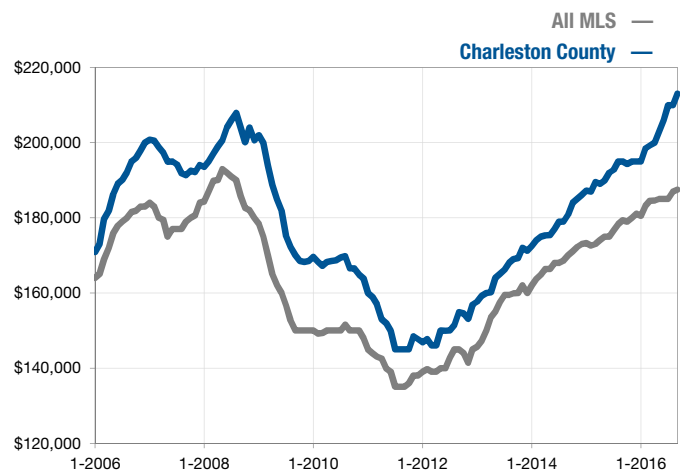
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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Colleton County

Area 82

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	21	31	+ 47.6%	230	261	+ 13.5%
Closed Sales	14	11	- 21.4%	138	138	0.0%
Median Sales Price*	\$101,000	\$159,000	+ 57.4%	\$124,348	\$134,450	+ 8.1%
Average Sales Price*	\$128,243	\$154,682	+ 20.6%	\$143,517	\$151,472	+ 5.5%
Percent of Original List Price Received*	90.2%	91.7%	+ 1.7%	87.8%	91.5%	+ 4.2%
Days on Market Until Sale	119	168	+ 41.2%	128	124	- 3.1%
Inventory of Homes for Sale	173	160	- 7.5%	--	--	--

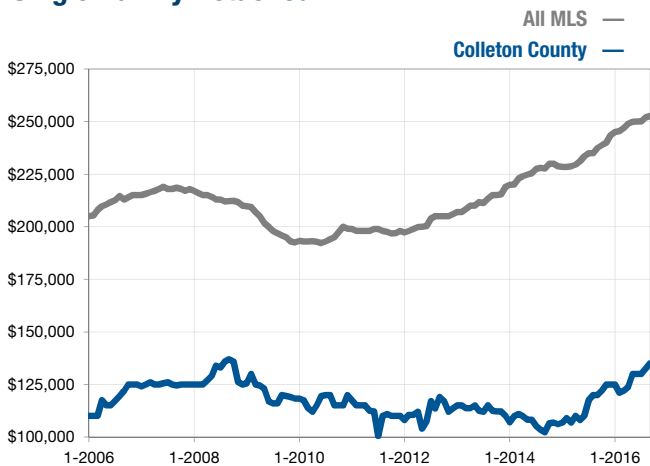
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	0	0	--	2	0	- 100.0%
Closed Sales	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$119,900	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$119,900	\$0	- 100.0%
Percent of Original List Price Received*	0.0%	0.0%	--	100.0%	0.0%	- 100.0%
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	2	0	- 100.0%	--	--	--

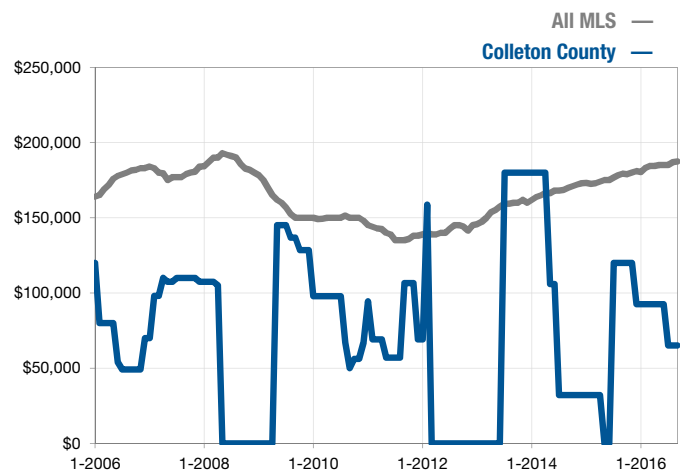
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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Daniel Island

Area 77

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	14	22	+ 57.1%	207	231	+ 11.6%
Closed Sales	20	17	- 15.0%	175	138	- 21.1%
Median Sales Price*	\$771,000	\$780,000	+ 1.2%	\$720,000	\$810,000	+ 12.5%
Average Sales Price*	\$936,889	\$905,542	- 3.3%	\$867,534	\$894,788	+ 3.1%
Percent of Original List Price Received*	96.2%	99.7%	+ 3.6%	98.4%	96.6%	- 1.8%
Days on Market Until Sale	63	68	+ 7.9%	64	55	- 14.1%
Inventory of Homes for Sale	64	67	+ 4.7%	--	--	--

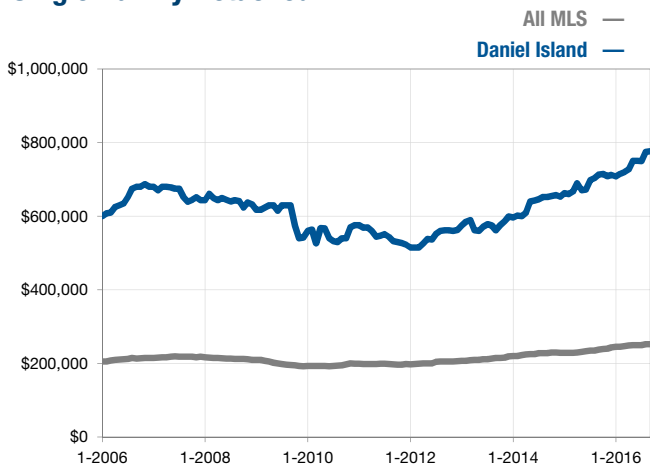
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	11	18	+ 63.6%	124	128	+ 3.2%
Closed Sales	9	11	+ 22.2%	95	94	- 1.1%
Median Sales Price*	\$293,000	\$253,000	- 13.7%	\$299,000	\$256,250	- 14.3%
Average Sales Price*	\$365,919	\$323,864	- 11.5%	\$336,247	\$338,731	+ 0.7%
Percent of Original List Price Received*	97.7%	96.3%	- 1.4%	95.9%	96.7%	+ 0.8%
Days on Market Until Sale	29	48	+ 65.5%	49	56	+ 14.3%
Inventory of Homes for Sale	27	45	+ 66.7%	--	--	--

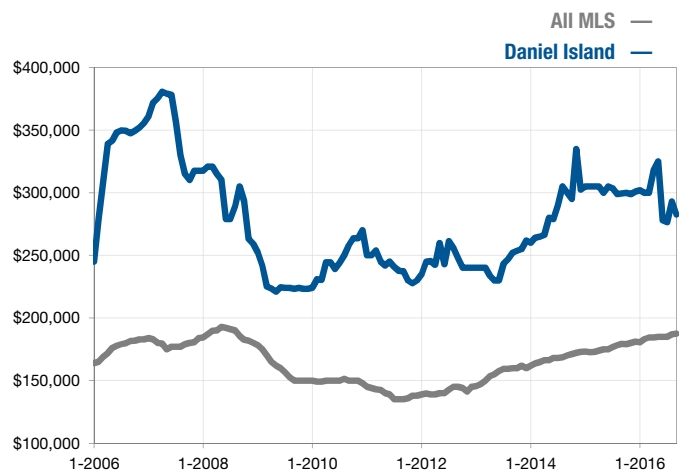
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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



Dorchester County

County: DOR

Single-Family Detached

Key Metrics	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	304	285	- 6.3%	2,985	3,101	+ 3.9%
Closed Sales	257	274	+ 6.6%	2,063	2,287	+ 10.9%
Median Sales Price*	\$202,000	\$214,750	+ 6.3%	\$197,000	\$210,555	+ 6.9%
Average Sales Price*	\$223,726	\$228,767	+ 2.3%	\$215,668	\$225,285	+ 4.5%
Percent of Original List Price Received*	97.0%	97.8%	+ 0.8%	96.8%	97.3%	+ 0.5%
Days on Market Until Sale	47	51	+ 8.5%	57	54	- 5.3%
Inventory of Homes for Sale	992	748	- 24.6%	--	--	--

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

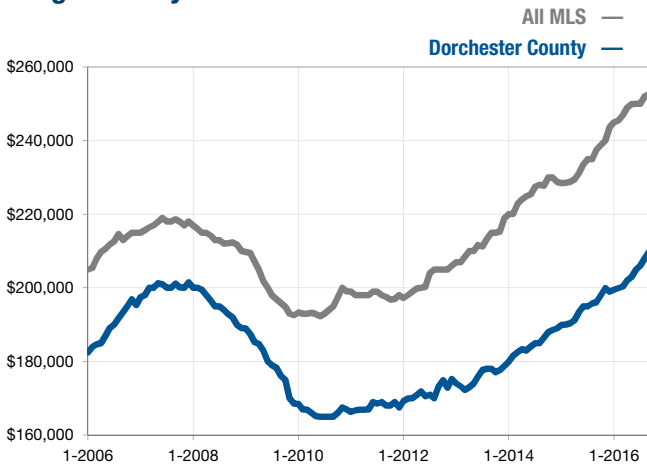
Townhouse-Condo Attached

Key Metrics	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	35	26	- 25.7%	361	339	- 6.1%
Closed Sales	28	48	+ 71.4%	199	280	+ 40.7%
Median Sales Price*	\$145,470	\$147,934	+ 1.7%	\$125,600	\$134,295	+ 6.9%
Average Sales Price*	\$141,516	\$157,437	+ 11.3%	\$130,323	\$136,042	+ 4.4%
Percent of Original List Price Received*	94.8%	98.9%	+ 4.3%	95.6%	97.1%	+ 1.6%
Days on Market Until Sale	63	59	- 6.3%	61	67	+ 9.8%
Inventory of Homes for Sale	131	73	- 44.3%	--	--	--

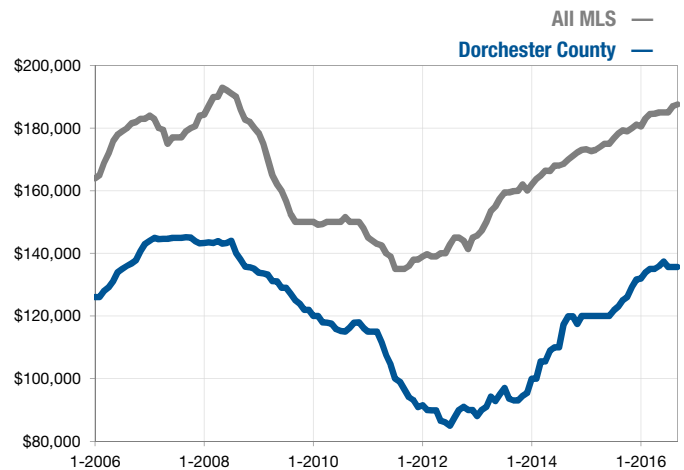
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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



Dorchester Road Corridor

Area 61

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	91	85	- 6.6%	964	946	- 1.9%
Closed Sales	85	64	- 24.7%	631	711	+ 12.7%
Median Sales Price*	\$198,000	\$208,750	+ 5.4%	\$190,000	\$209,000	+ 10.0%
Average Sales Price*	\$208,092	\$214,833	+ 3.2%	\$210,073	\$221,970	+ 5.7%
Percent of Original List Price Received*	97.8%	97.5%	- 0.3%	97.0%	97.4%	+ 0.4%
Days on Market Until Sale	30	51	+ 70.0%	43	51	+ 18.6%
Inventory of Homes for Sale	322	215	- 33.2%	--	--	--

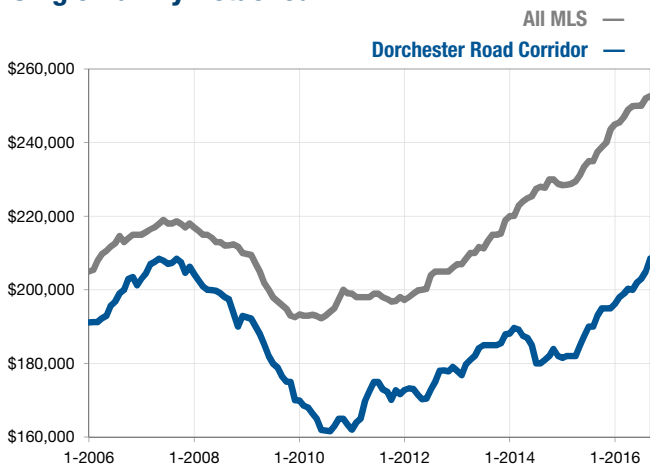
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	18	22	+ 22.2%	216	196	- 9.3%
Closed Sales	19	35	+ 84.2%	108	154	+ 42.6%
Median Sales Price*	\$154,900	\$162,450	+ 4.9%	\$133,630	\$147,027	+ 10.0%
Average Sales Price*	\$155,053	\$168,993	+ 9.0%	\$135,691	\$146,288	+ 7.8%
Percent of Original List Price Received*	95.3%	99.9%	+ 4.8%	95.4%	98.0%	+ 2.7%
Days on Market Until Sale	72	66	- 8.3%	62	71	+ 14.5%
Inventory of Homes for Sale	79	47	- 40.5%	--	--	--

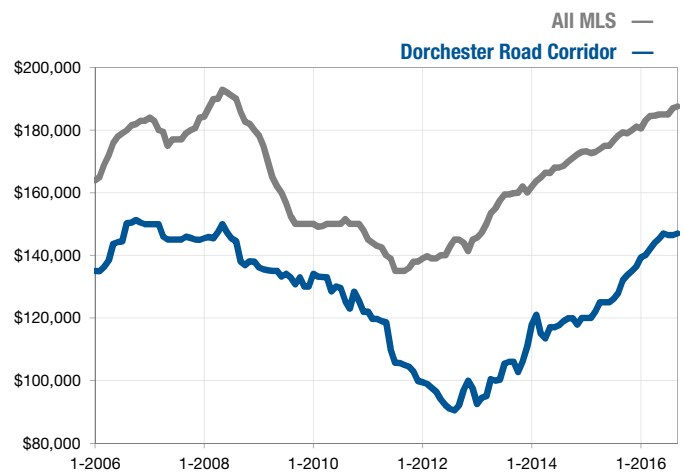
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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



Downtown Charleston

Area 51

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	23	28	+ 21.7%	213	244	+ 14.6%
Closed Sales	12	18	+ 50.0%	170	170	0.0%
Median Sales Price*	\$853,750	\$910,500	+ 6.6%	\$716,000	\$765,500	+ 6.9%
Average Sales Price*	\$1,101,042	\$1,187,472	+ 7.8%	\$1,012,977	\$1,151,631	+ 13.7%
Percent of Original List Price Received*	89.7%	97.0%	+ 8.1%	92.9%	93.5%	+ 0.6%
Days on Market Until Sale	88	108	+ 22.7%	101	88	- 12.9%
Inventory of Homes for Sale	127	112	- 11.8%	--	--	--

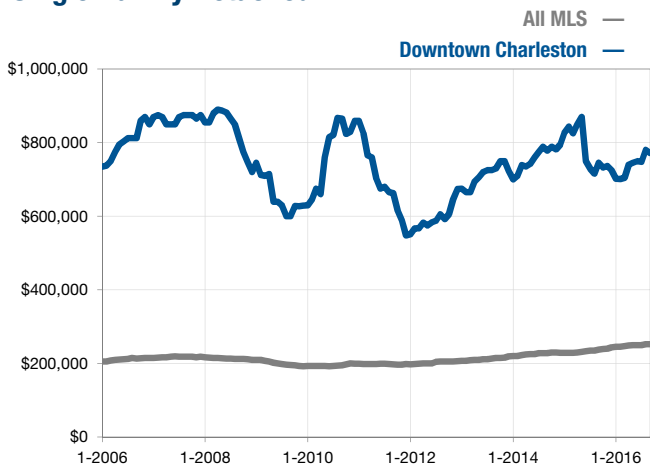
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	16	18	+ 12.5%	200	240	+ 20.0%
Closed Sales	11	15	+ 36.4%	126	167	+ 32.5%
Median Sales Price*	\$530,000	\$625,000	+ 17.9%	\$497,500	\$510,000	+ 2.5%
Average Sales Price*	\$615,545	\$735,127	+ 19.4%	\$641,063	\$624,691	- 2.6%
Percent of Original List Price Received*	94.0%	96.5%	+ 2.7%	93.3%	94.2%	+ 1.0%
Days on Market Until Sale	115	121	+ 5.2%	114	111	- 2.6%
Inventory of Homes for Sale	129	103	- 20.2%	--	--	--

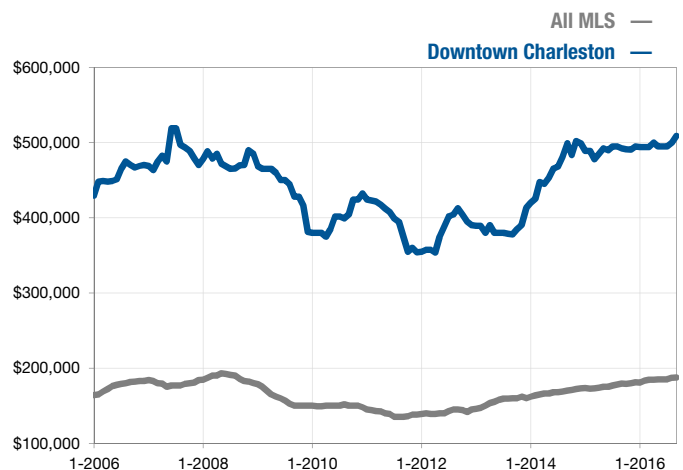
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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



Edisto Area

Areas 26, 27 & 28

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	8	10	+ 25.0%	133	128	- 3.8%
Closed Sales	9	7	- 22.2%	81	90	+ 11.1%
Median Sales Price*	\$335,000	\$412,000	+ 23.0%	\$410,000	\$409,500	- 0.1%
Average Sales Price*	\$449,466	\$442,571	- 1.5%	\$478,232	\$452,494	- 5.4%
Percent of Original List Price Received*	89.3%	94.8%	+ 6.2%	91.2%	92.8%	+ 1.8%
Days on Market Until Sale	160	100	- 37.5%	176	148	- 15.9%
Inventory of Homes for Sale	105	95	- 9.5%	--	--	--

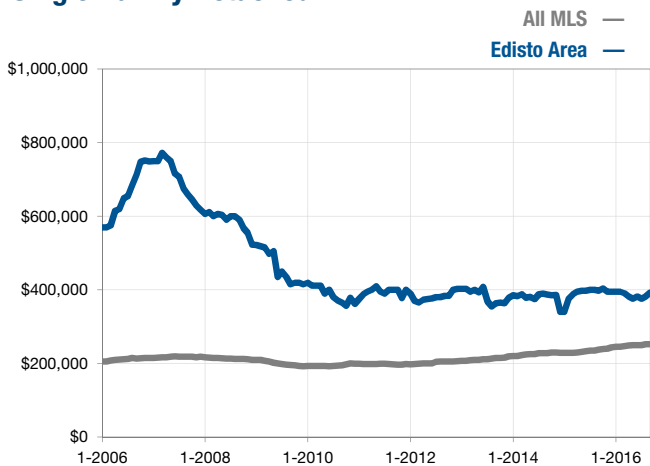
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	2	6	+ 200.0%	36	33	- 8.3%
Closed Sales	4	6	+ 50.0%	24	18	- 25.0%
Median Sales Price*	\$196,250	\$117,950	- 39.9%	\$163,250	\$126,500	- 22.5%
Average Sales Price*	\$197,850	\$149,717	- 24.3%	\$172,883	\$148,628	- 14.0%
Percent of Original List Price Received*	96.2%	83.1%	- 13.6%	93.0%	88.4%	- 4.9%
Days on Market Until Sale	119	239	+ 100.8%	102	155	+ 52.0%
Inventory of Homes for Sale	19	25	+ 31.6%	--	--	--

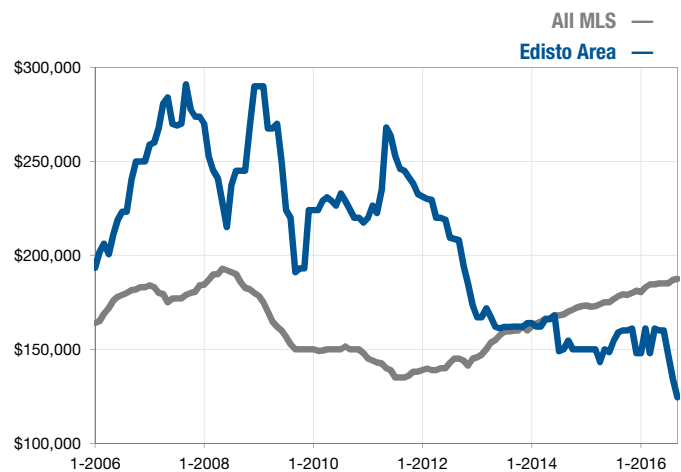
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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Folly Beach

Area 22

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	11	10	- 9.1%	111	118	+ 6.3%
Closed Sales	7	7	0.0%	65	65	0.0%
Median Sales Price*	\$800,000	\$515,000	- 35.6%	\$550,000	\$615,000	+ 11.8%
Average Sales Price*	\$911,714	\$565,857	- 37.9%	\$629,423	\$698,516	+ 11.0%
Percent of Original List Price Received*	91.3%	95.1%	+ 4.2%	91.5%	93.7%	+ 2.4%
Days on Market Until Sale	113	42	- 62.8%	136	113	- 16.9%
Inventory of Homes for Sale	69	66	- 4.3%	--	--	--

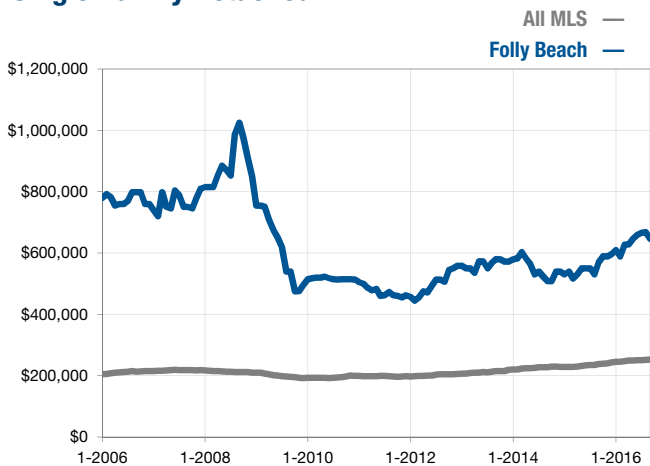
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	6	3	- 50.0%	75	57	- 24.0%
Closed Sales	8	6	- 25.0%	48	49	+ 2.1%
Median Sales Price*	\$443,500	\$291,000	- 34.4%	\$374,500	\$360,000	- 3.9%
Average Sales Price*	\$441,750	\$365,167	- 17.3%	\$361,927	\$384,361	+ 6.2%
Percent of Original List Price Received*	93.8%	95.2%	+ 1.5%	95.7%	94.2%	- 1.6%
Days on Market Until Sale	79	40	- 49.4%	78	79	+ 1.3%
Inventory of Homes for Sale	42	26	- 38.1%	--	--	--

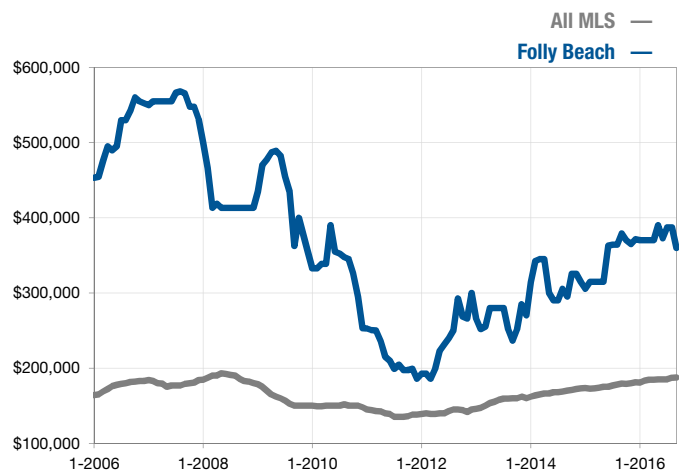
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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



Goose Creek / Monck's Corner

Areas 72, 73 & 74

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	326	244	- 25.2%	2,546	2,501	- 1.8%
Closed Sales	229	235	+ 2.6%	1,682	2,084	+ 23.9%
Median Sales Price*	\$205,795	\$222,000	+ 7.9%	\$192,750	\$211,000	+ 9.5%
Average Sales Price*	\$210,761	\$224,049	+ 6.3%	\$198,558	\$216,939	+ 9.3%
Percent of Original List Price Received*	97.0%	98.6%	+ 1.6%	97.4%	98.4%	+ 1.0%
Days on Market Until Sale	50	40	- 20.0%	52	52	0.0%
Inventory of Homes for Sale	872	505	- 42.1%	--	--	--

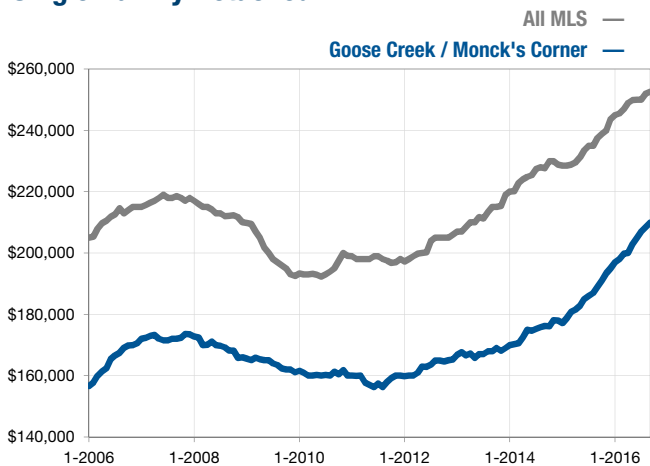
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Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	26	46	+ 76.9%	186	351	+ 88.7%
Closed Sales	19	37	+ 94.7%	136	229	+ 68.4%
Median Sales Price*	\$129,150	\$153,090	+ 18.5%	\$119,000	\$129,000	+ 8.4%
Average Sales Price*	\$139,817	\$144,516	+ 3.4%	\$119,861	\$132,455	+ 10.5%
Percent of Original List Price Received*	98.4%	98.8%	+ 0.4%	97.0%	97.3%	+ 0.3%
Days on Market Until Sale	52	70	+ 34.6%	63	48	- 23.8%
Inventory of Homes for Sale	73	78	+ 6.8%	--	--	--

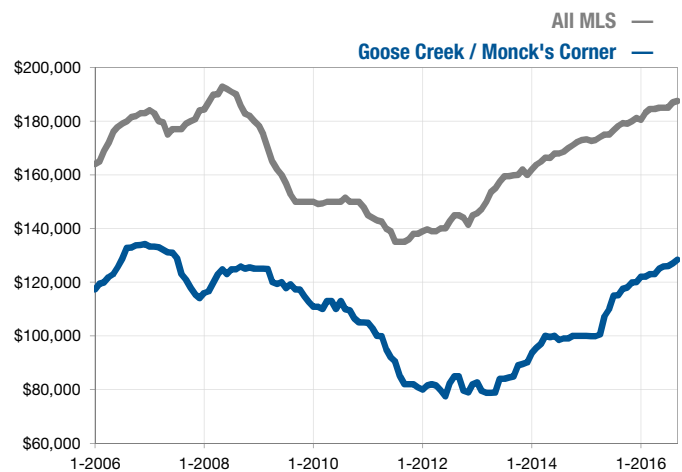
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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Greater North Charleston

Areas 31 & 32

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	125	109	- 12.8%	1,118	1,075	- 3.8%
Closed Sales	93	102	+ 9.7%	864	861	- 0.3%
Median Sales Price*	\$174,749	\$178,295	+ 2.0%	\$162,000	\$175,000	+ 8.0%
Average Sales Price*	\$165,916	\$186,475	+ 12.4%	\$157,721	\$173,587	+ 10.1%
Percent of Original List Price Received*	95.8%	96.2%	+ 0.4%	96.2%	96.2%	0.0%
Days on Market Until Sale	34	46	+ 35.3%	49	42	- 14.3%
Inventory of Homes for Sale	361	227	- 37.1%	--	--	--

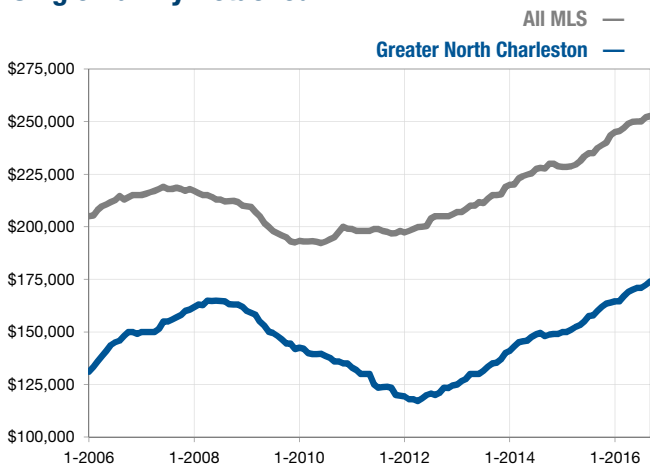
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Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	32	20	- 37.5%	186	203	+ 9.1%
Closed Sales	18	15	- 16.7%	140	157	+ 12.1%
Median Sales Price*	\$112,500	\$105,000	- 6.7%	\$103,750	\$106,000	+ 2.2%
Average Sales Price*	\$124,719	\$144,527	+ 15.9%	\$109,458	\$122,434	+ 11.9%
Percent of Original List Price Received*	93.4%	99.0%	+ 6.0%	93.9%	94.9%	+ 1.1%
Days on Market Until Sale	60	24	- 60.0%	70	45	- 35.7%
Inventory of Homes for Sale	70	34	- 51.4%	--	--	--

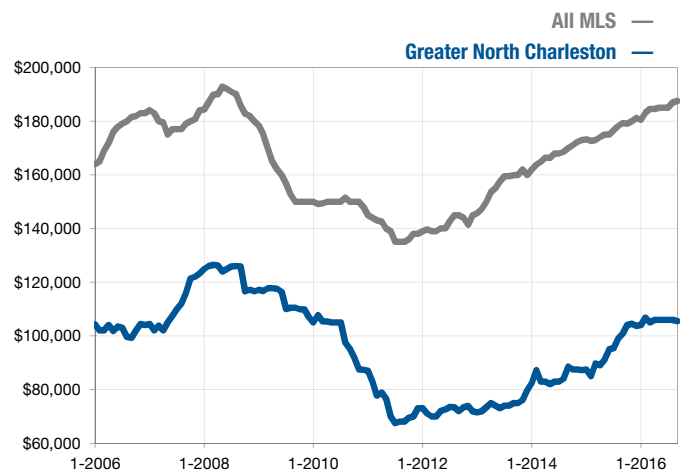
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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Greater Summerville Area

Areas 62 & 63

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	205	188	- 8.3%	1,948	2,092	+ 7.4%
Closed Sales	171	206	+ 20.5%	1,393	1,537	+ 10.3%
Median Sales Price*	\$213,500	\$217,250	+ 1.8%	\$200,654	\$212,000	+ 5.7%
Average Sales Price*	\$232,230	\$235,318	+ 1.3%	\$219,818	\$228,695	+ 4.0%
Percent of Original List Price Received*	96.7%	97.7%	+ 1.0%	96.8%	97.4%	+ 0.6%
Days on Market Until Sale	56	52	- 7.1%	61	55	- 9.8%
Inventory of Homes for Sale	624	497	- 20.4%	--	--	--

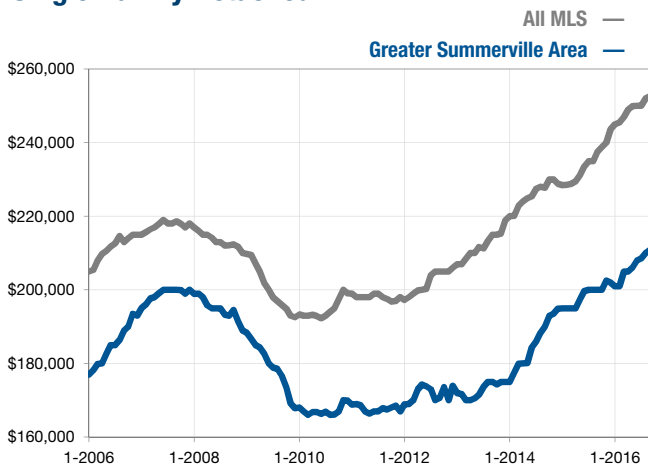
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Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	17	4	- 76.5%	145	143	- 1.4%
Closed Sales	9	13	+ 44.4%	91	126	+ 38.5%
Median Sales Price*	\$111,000	\$130,000	+ 17.1%	\$119,000	\$126,088	+ 6.0%
Average Sales Price*	\$112,938	\$126,322	+ 11.9%	\$123,952	\$123,520	- 0.3%
Percent of Original List Price Received*	93.8%	96.4%	+ 2.8%	95.8%	96.2%	+ 0.4%
Days on Market Until Sale	44	42	- 4.5%	60	62	+ 3.3%
Inventory of Homes for Sale	52	26	- 50.0%	--	--	--

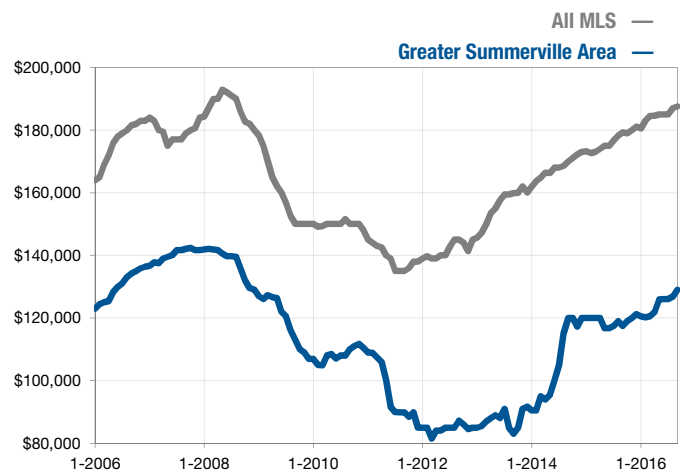
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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



Hanahan

Area 71

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	25	21	- 16.0%	325	276	- 15.1%
Closed Sales	29	24	- 17.2%	287	246	- 14.3%
Median Sales Price*	\$242,500	\$206,000	- 15.1%	\$229,900	\$236,000	+ 2.7%
Average Sales Price*	\$234,402	\$232,840	- 0.7%	\$232,823	\$240,261	+ 3.2%
Percent of Original List Price Received*	98.7%	93.3%	- 5.5%	96.5%	96.3%	- 0.2%
Days on Market Until Sale	49	37	- 24.5%	54	45	- 16.7%
Inventory of Homes for Sale	83	50	- 39.8%	--	--	--

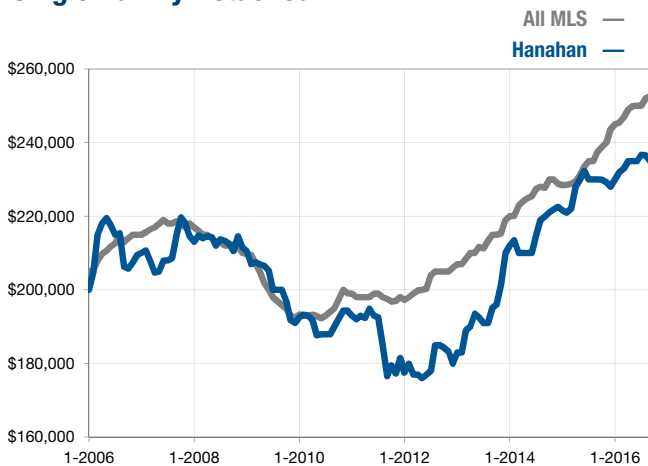
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Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	4	2	- 50.0%	37	24	- 35.1%
Closed Sales	5	2	- 60.0%	27	20	- 25.9%
Median Sales Price*	\$113,500	\$70,750	- 37.7%	\$122,500	\$122,000	- 0.4%
Average Sales Price*	\$147,525	\$70,750	- 52.0%	\$154,623	\$152,432	- 1.4%
Percent of Original List Price Received*	93.6%	88.5%	- 5.4%	94.9%	97.2%	+ 2.4%
Days on Market Until Sale	69	108	+ 56.5%	48	53	+ 10.4%
Inventory of Homes for Sale	9	7	- 22.2%	--	--	--

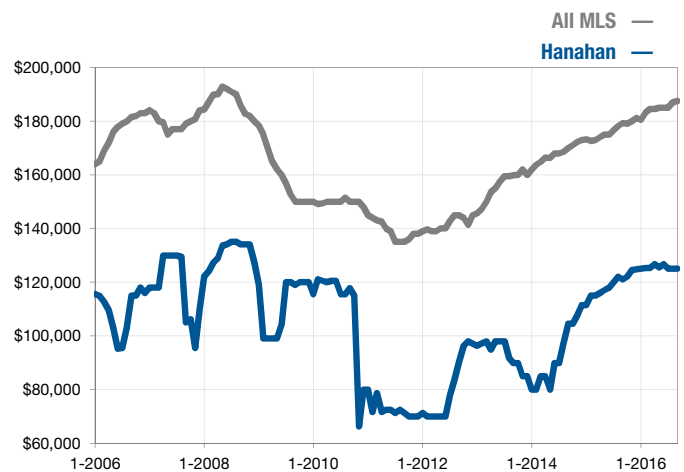
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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



Hollywood / Ravenel / Meggett Area

Area 13

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	23	24	+ 4.3%	192	236	+ 22.9%
Closed Sales	11	8	- 27.3%	86	108	+ 25.6%
Median Sales Price*	\$380,311	\$250,000	- 34.3%	\$354,000	\$339,974	- 4.0%
Average Sales Price*	\$383,413	\$257,353	- 32.9%	\$372,823	\$380,235	+ 2.0%
Percent of Original List Price Received*	96.1%	96.8%	+ 0.7%	93.3%	94.2%	+ 1.0%
Days on Market Until Sale	82	44	- 46.3%	96	87	- 9.4%
Inventory of Homes for Sale	134	104	- 22.4%	--	--	--

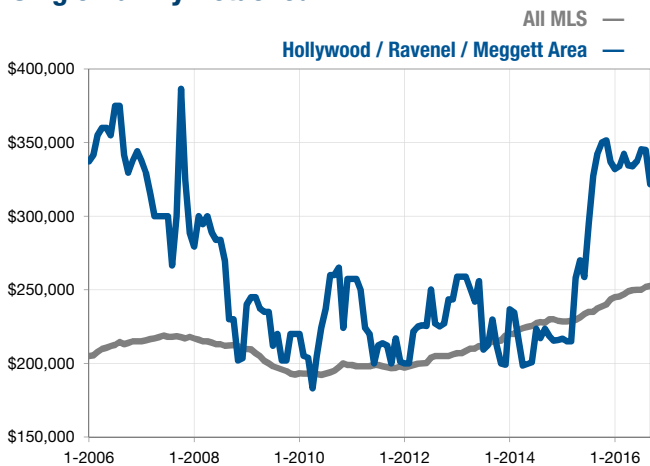
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	0	1	--	9	11	+ 22.2%
Closed Sales	0	0	--	2	8	+ 300.0%
Median Sales Price*	\$0	\$0	--	\$248,750	\$307,450	+ 23.6%
Average Sales Price*	\$0	\$0	--	\$248,750	\$304,718	+ 22.5%
Percent of Original List Price Received*	0.0%	0.0%	--	82.8%	101.3%	+ 22.3%
Days on Market Until Sale	0	0	--	239	147	- 38.5%
Inventory of Homes for Sale	5	7	+ 40.0%	--	--	--

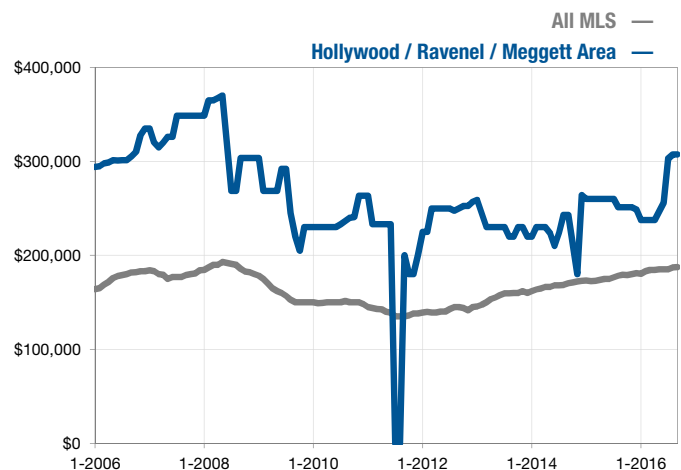
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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Isle of Palms

Areas 44 & 45

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	22	21	- 4.5%	204	218	+ 6.9%
Closed Sales	8	12	+ 50.0%	138	130	- 5.8%
Median Sales Price*	\$730,000	\$992,500	+ 36.0%	\$809,500	\$908,828	+ 12.3%
Average Sales Price*	\$783,899	\$1,075,167	+ 37.2%	\$1,033,073	\$1,261,359	+ 22.1%
Percent of Original List Price Received*	90.5%	91.6%	+ 1.2%	91.1%	91.2%	+ 0.1%
Days on Market Until Sale	73	190	+ 160.3%	138	147	+ 6.5%
Inventory of Homes for Sale	137	133	- 2.9%	--	--	--

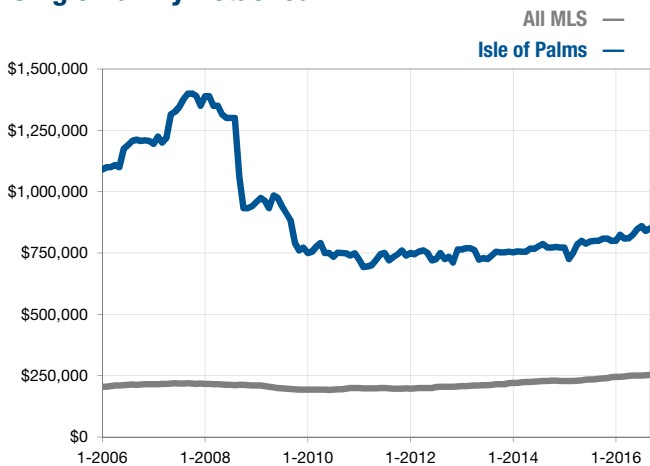
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Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	8	8	0.0%	98	114	+ 16.3%
Closed Sales	4	5	+ 25.0%	52	51	- 1.9%
Median Sales Price*	\$325,000	\$367,000	+ 12.9%	\$441,125	\$485,000	+ 9.9%
Average Sales Price*	\$331,875	\$402,400	+ 21.3%	\$441,441	\$479,113	+ 8.5%
Percent of Original List Price Received*	95.4%	93.6%	- 1.9%	92.9%	93.3%	+ 0.4%
Days on Market Until Sale	105	109	+ 3.8%	142	110	- 22.5%
Inventory of Homes for Sale	85	78	- 8.2%	--	--	--

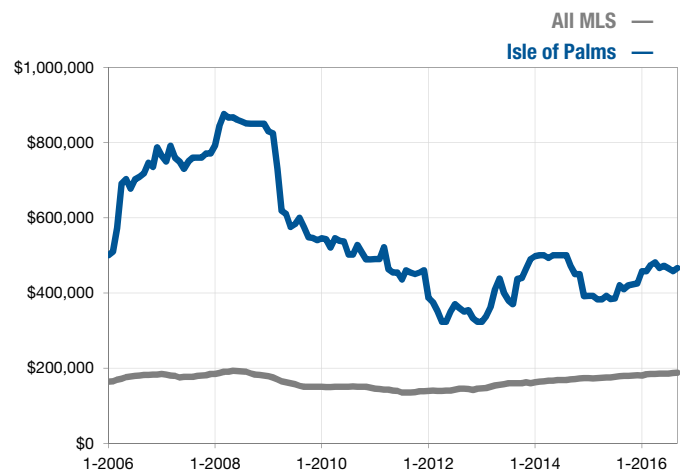
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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James Island

Area 21

Single-Family Detached

Key Metrics	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	79	78	- 1.3%	721	714	- 1.0%
Closed Sales	58	59	+ 1.7%	600	540	- 10.0%
Median Sales Price*	\$318,250	\$300,000	- 5.7%	\$305,000	\$310,000	+ 1.6%
Average Sales Price*	\$345,361	\$365,446	+ 5.8%	\$350,139	\$346,020	- 1.2%
Percent of Original List Price Received*	95.4%	95.6%	+ 0.2%	96.1%	96.7%	+ 0.6%
Days on Market Until Sale	37	41	+ 10.8%	49	41	- 16.3%
Inventory of Homes for Sale	193	162	- 16.1%	--	--	--

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

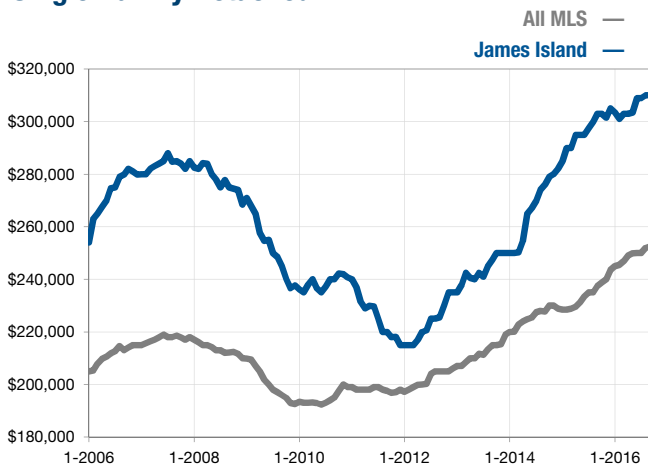
Townhouse-Condo Attached

Key Metrics	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	22	20	- 9.1%	179	225	+ 25.7%
Closed Sales	15	19	+ 26.7%	118	181	+ 53.4%
Median Sales Price*	\$177,500	\$176,500	- 0.6%	\$170,000	\$176,500	+ 3.8%
Average Sales Price*	\$209,253	\$196,889	- 5.9%	\$177,385	\$173,061	- 2.4%
Percent of Original List Price Received*	95.3%	98.4%	+ 3.3%	96.0%	96.1%	+ 0.1%
Days on Market Until Sale	30	20	- 33.3%	53	45	- 15.1%
Inventory of Homes for Sale	44	46	+ 4.5%	--	--	--

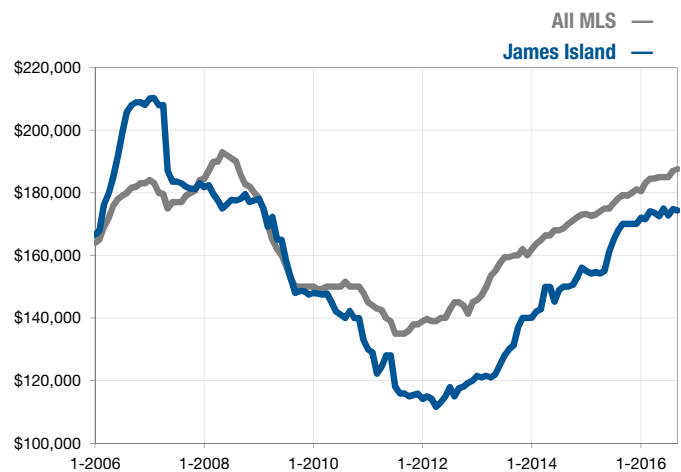
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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Johns Island

Area 23

Single-Family Detached

Key Metrics	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	83	47	- 43.4%	594	583	- 1.9%
Closed Sales	38	50	+ 31.6%	368	441	+ 19.8%
Median Sales Price*	\$356,000	\$289,740	- 18.6%	\$263,867	\$285,000	+ 8.0%
Average Sales Price*	\$428,997	\$326,513	- 23.9%	\$334,306	\$329,125	- 1.5%
Percent of Original List Price Received*	95.3%	99.0%	+ 3.9%	97.2%	98.5%	+ 1.3%
Days on Market Until Sale	75	27	- 64.0%	54	49	- 9.3%
Inventory of Homes for Sale	221	197	- 10.9%	--	--	--

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

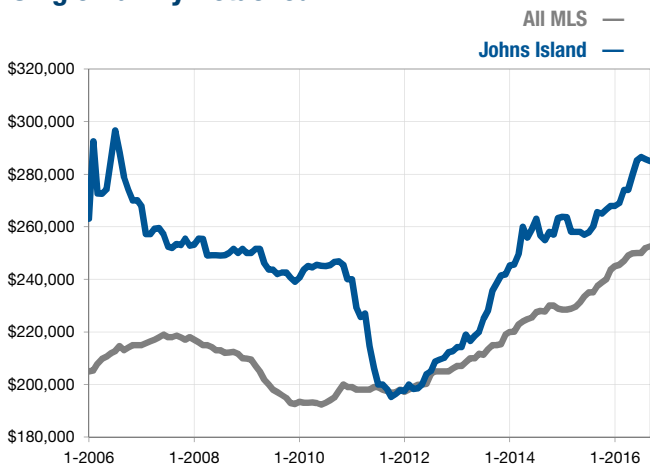
Townhouse-Condo Attached

Key Metrics	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	6	8	+ 33.3%	66	81	+ 22.7%
Closed Sales	5	4	- 20.0%	46	58	+ 26.1%
Median Sales Price*	\$210,000	\$221,750	+ 5.6%	\$199,500	\$212,000	+ 6.3%
Average Sales Price*	\$204,000	\$210,313	+ 3.1%	\$190,285	\$203,283	+ 6.8%
Percent of Original List Price Received*	98.0%	97.1%	- 0.9%	96.5%	97.4%	+ 0.9%
Days on Market Until Sale	29	41	+ 41.4%	52	46	- 11.5%
Inventory of Homes for Sale	21	22	+ 4.8%	--	--	--

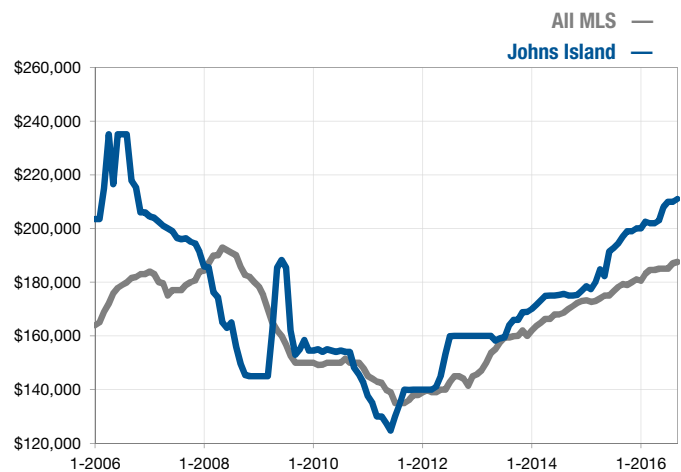
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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Kiawah

Area 25

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	7	8	+ 14.3%	51	78	+ 52.9%
Closed Sales	5	2	- 60.0%	33	21	- 36.4%
Median Sales Price*	\$950,000	\$977,500	+ 2.9%	\$950,000	\$935,000	- 1.6%
Average Sales Price*	\$1,061,000	\$977,500	- 7.9%	\$1,162,273	\$1,107,905	- 4.7%
Percent of Original List Price Received*	87.6%	94.6%	+ 8.0%	90.7%	91.1%	+ 0.4%
Days on Market Until Sale	135	30	- 77.8%	164	142	- 13.4%
Inventory of Homes for Sale	50	63	+ 26.0%	--	--	--

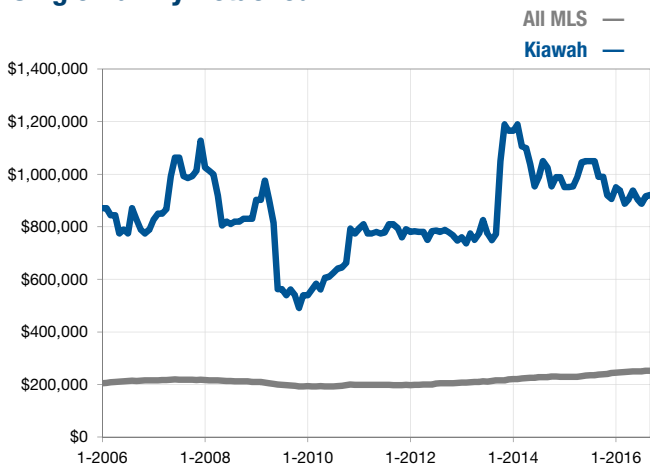
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Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	6	4	- 33.3%	48	59	+ 22.9%
Closed Sales	4	3	- 25.0%	21	22	+ 4.8%
Median Sales Price*	\$407,500	\$290,000	- 28.8%	\$380,250	\$319,250	- 16.0%
Average Sales Price*	\$409,000	\$368,167	- 10.0%	\$409,955	\$397,932	- 2.9%
Percent of Original List Price Received*	89.4%	91.1%	+ 1.9%	90.5%	91.8%	+ 1.4%
Days on Market Until Sale	362	249	- 31.2%	174	161	- 7.5%
Inventory of Homes for Sale	51	53	+ 3.9%	--	--	--

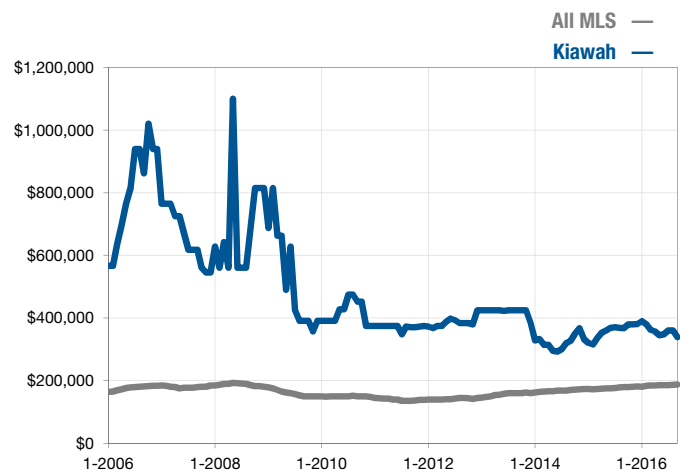
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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Lower Mount Pleasant

Area 42

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	90	100	+ 11.1%	871	950	+ 9.1%
Closed Sales	83	76	- 8.4%	640	695	+ 8.6%
Median Sales Price*	\$523,500	\$478,250	- 8.6%	\$485,000	\$483,090	- 0.4%
Average Sales Price*	\$640,251	\$595,044	- 7.1%	\$586,301	\$602,310	+ 2.7%
Percent of Original List Price Received*	94.8%	95.6%	+ 0.8%	95.4%	95.0%	- 0.4%
Days on Market Until Sale	40	55	+ 37.5%	48	59	+ 22.9%
Inventory of Homes for Sale	257	237	- 7.8%	--	--	--

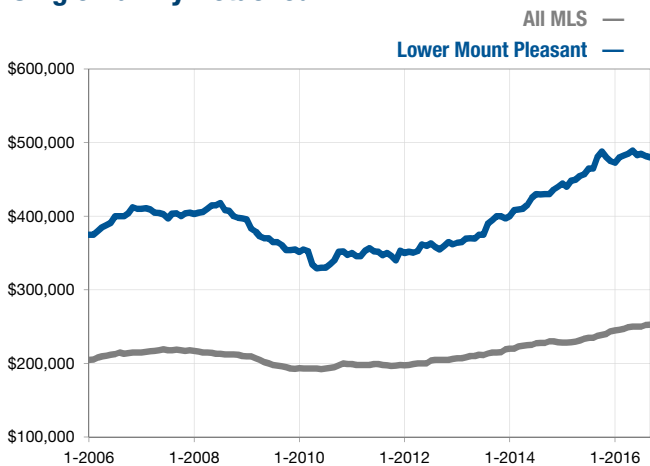
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	31	65	+ 109.7%	359	438	+ 22.0%
Closed Sales	32	48	+ 50.0%	277	312	+ 12.6%
Median Sales Price*	\$212,500	\$336,365	+ 58.3%	\$199,000	\$235,000	+ 18.1%
Average Sales Price*	\$257,137	\$493,176	+ 91.8%	\$266,601	\$373,108	+ 40.0%
Percent of Original List Price Received*	97.0%	96.8%	- 0.2%	96.0%	96.8%	+ 0.8%
Days on Market Until Sale	41	52	+ 26.8%	43	48	+ 11.6%
Inventory of Homes for Sale	79	106	+ 34.2%	--	--	--

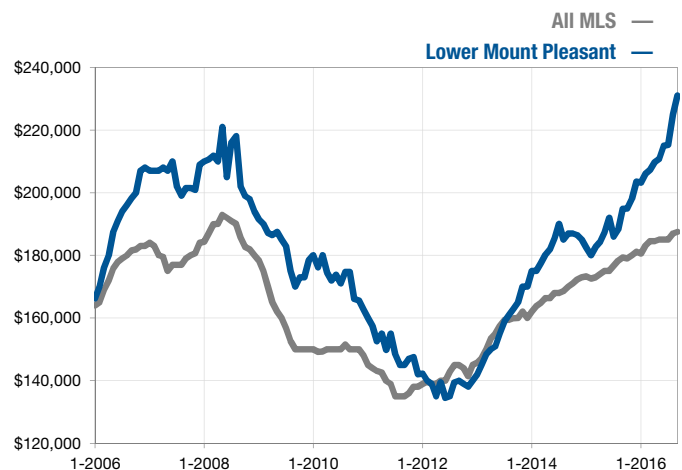
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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Rural Berkeley County

Area 75

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	9	12	+ 33.3%	105	134	+ 27.6%
Closed Sales	4	10	+ 150.0%	53	78	+ 47.2%
Median Sales Price*	\$286,000	\$177,450	- 38.0%	\$173,000	\$159,000	- 8.1%
Average Sales Price*	\$357,319	\$177,876	- 50.2%	\$203,361	\$172,882	- 15.0%
Percent of Original List Price Received*	109.3%	92.0%	- 15.8%	92.6%	89.7%	- 3.1%
Days on Market Until Sale	186	98	- 47.3%	72	85	+ 18.1%
Inventory of Homes for Sale	54	51	- 5.6%	--	--	--

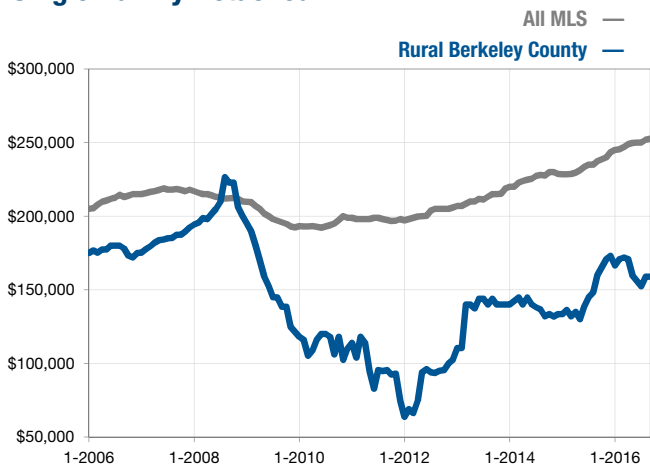
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Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	0	0	--	0	0	--
Closed Sales	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$34,400	--
Average Sales Price*	\$0	\$0	--	\$0	\$34,400	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	86.0%	--
Days on Market Until Sale	0	0	--	0	92	--
Inventory of Homes for Sale	0	0	--	--	--	--

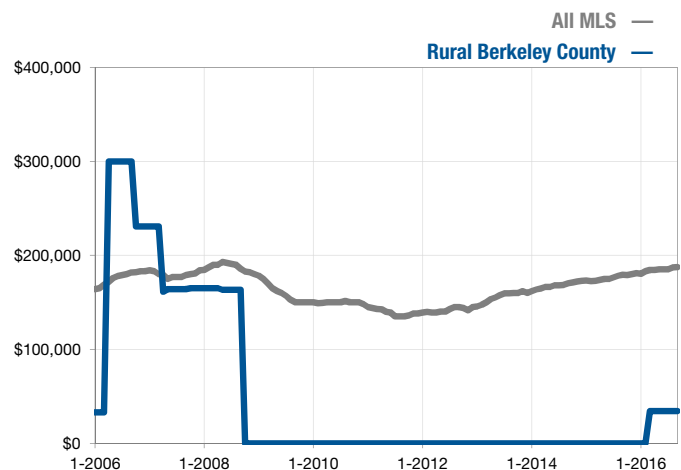
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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Seabrook Island

Area 30

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	10	12	+ 20.0%	109	118	+ 8.3%
Closed Sales	7	7	0.0%	52	64	+ 23.1%
Median Sales Price*	\$495,000	\$730,000	+ 47.5%	\$530,000	\$615,000	+ 16.0%
Average Sales Price*	\$624,143	\$1,032,143	+ 65.4%	\$629,163	\$738,663	+ 17.4%
Percent of Original List Price Received*	89.0%	86.7%	- 2.6%	88.2%	88.1%	- 0.1%
Days on Market Until Sale	273	137	- 49.8%	238	211	- 11.3%
Inventory of Homes for Sale	95	103	+ 8.4%	--	--	--

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

Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	9	6	- 33.3%	101	95	- 5.9%
Closed Sales	5	4	- 20.0%	34	43	+ 26.5%
Median Sales Price*	\$398,000	\$197,500	- 50.4%	\$196,050	\$225,000	+ 14.8%
Average Sales Price*	\$680,440	\$208,750	- 69.3%	\$331,078	\$248,486	- 24.9%
Percent of Original List Price Received*	94.2%	93.2%	- 1.1%	91.3%	91.0%	- 0.3%
Days on Market Until Sale	78	73	- 6.4%	114	168	+ 47.4%
Inventory of Homes for Sale	85	77	- 9.4%	--	--	--

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

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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St. George / Rural Dorchester County

Area 64

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	8	12	+ 50.0%	72	64	- 11.1%
Closed Sales	1	4	+ 300.0%	39	39	0.0%
Median Sales Price*	\$98,500	\$93,550	- 5.0%	\$130,000	\$135,000	+ 3.8%
Average Sales Price*	\$98,500	\$114,340	+ 16.1%	\$157,001	\$151,421	- 3.6%
Percent of Original List Price Received*	82.4%	103.6%	+ 25.7%	90.9%	92.6%	+ 1.9%
Days on Market Until Sale	0	16	--	88	86	- 2.3%
Inventory of Homes for Sale	46	37	- 19.6%	--	--	--

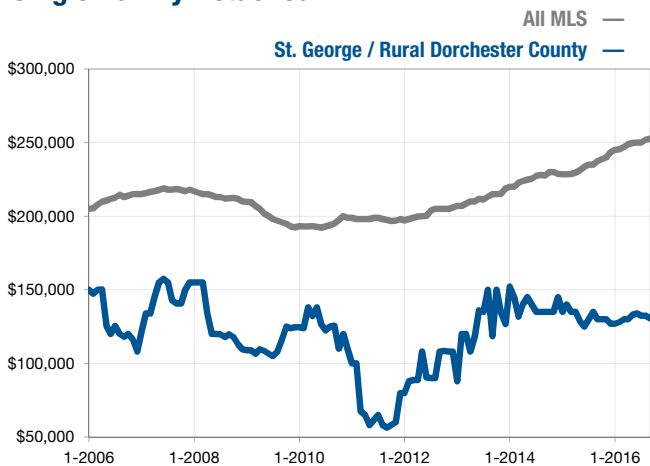
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Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$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	--	--	--	--

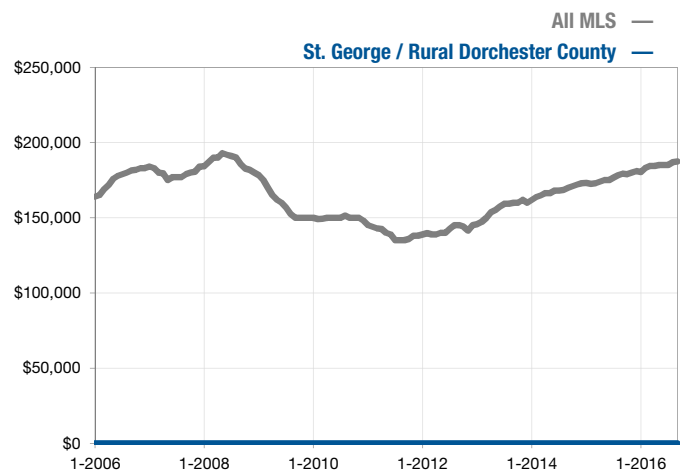
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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Sullivan's Island

Area 43

Single-Family Detached

Key Metrics	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	10	4	- 60.0%	77	73	- 5.2%
Closed Sales	7	4	- 42.9%	40	45	+ 12.5%
Median Sales Price*	\$2,450,000	\$1,166,250	- 52.4%	\$1,452,500	\$1,400,000	- 3.6%
Average Sales Price*	\$2,408,571	\$1,337,125	- 44.5%	\$1,680,641	\$1,535,224	- 8.7%
Percent of Original List Price Received*	90.1%	88.7%	- 1.6%	92.0%	88.9%	- 3.4%
Days on Market Until Sale	185	295	+ 59.5%	137	132	- 3.6%
Inventory of Homes for Sale	41	39	- 4.9%	--	--	--

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

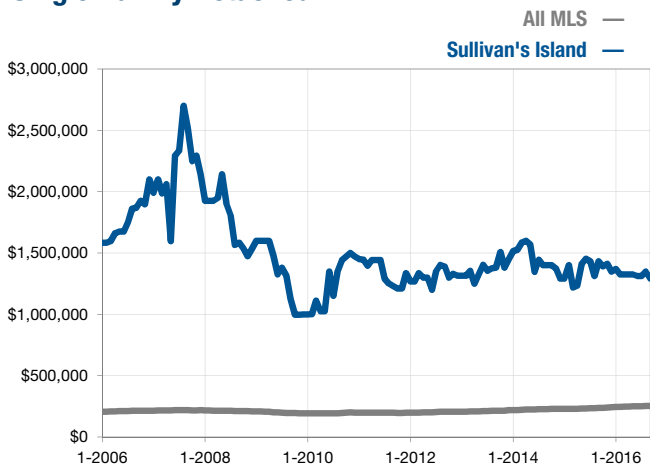
Townhouse-Condo Attached

Key Metrics	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	0	2	--	6	6	0.0%
Closed Sales	1	0	- 100.0%	3	4	+ 33.3%
Median Sales Price*	\$605,000	\$0	- 100.0%	\$500,000	\$525,000	+ 5.0%
Average Sales Price*	\$605,000	\$0	- 100.0%	\$501,667	\$495,000	- 1.3%
Percent of Original List Price Received*	86.6%	0.0%	- 100.0%	90.0%	97.1%	+ 7.9%
Days on Market Until Sale	66	0	- 100.0%	308	107	- 65.3%
Inventory of Homes for Sale	5	5	0.0%	--	--	--

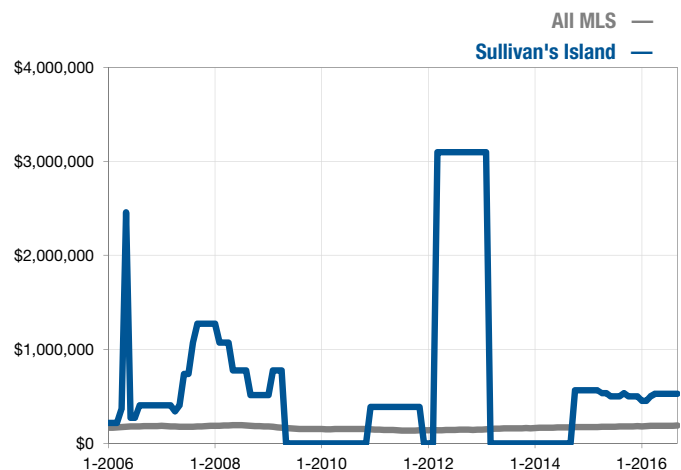
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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Upper Charleston Peninsula

Area 52

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	18	20	+ 11.1%	164	185	+ 12.8%
Closed Sales	13	20	+ 53.8%	151	131	- 13.2%
Median Sales Price*	\$395,000	\$387,683	- 1.9%	\$345,000	\$404,000	+ 17.1%
Average Sales Price*	\$369,756	\$409,818	+ 10.8%	\$357,532	\$430,213	+ 20.3%
Percent of Original List Price Received*	99.8%	93.1%	- 6.7%	95.3%	94.5%	- 0.8%
Days on Market Until Sale	30	40	+ 33.3%	52	43	- 17.3%
Inventory of Homes for Sale	43	37	- 14.0%	--	--	--

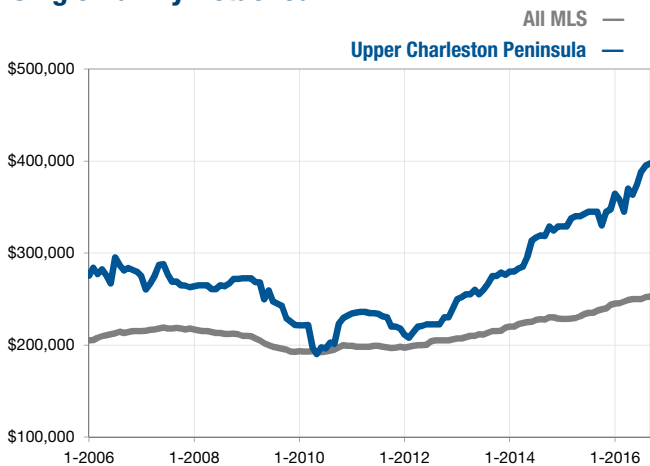
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Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	1	6	+ 500.0%	28	41	+ 46.4%
Closed Sales	3	2	- 33.3%	23	24	+ 4.3%
Median Sales Price*	\$323,000	\$455,000	+ 40.9%	\$290,000	\$327,500	+ 12.9%
Average Sales Price*	\$272,667	\$455,000	+ 66.9%	\$308,915	\$358,817	+ 16.2%
Percent of Original List Price Received*	93.7%	94.6%	+ 1.0%	93.5%	98.3%	+ 5.1%
Days on Market Until Sale	25	7	- 72.0%	75	43	- 42.7%
Inventory of Homes for Sale	8	11	+ 37.5%	--	--	--

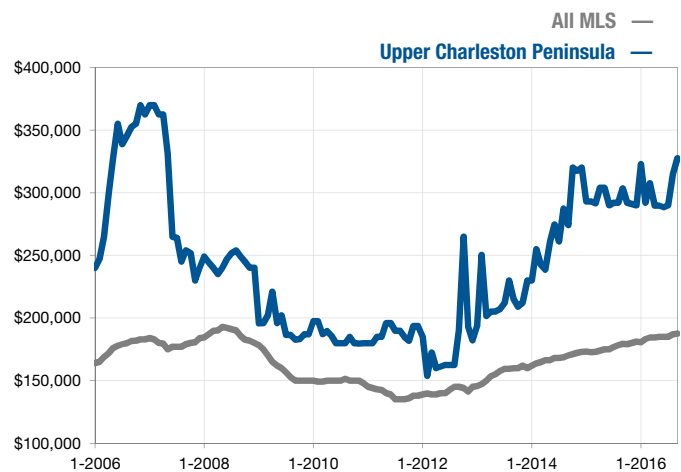
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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Upper Mount Pleasant

Area 41

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	120	127	+ 5.8%	1,222	1,308	+ 7.0%
Closed Sales	108	92	- 14.8%	818	911	+ 11.4%
Median Sales Price*	\$450,560	\$509,185	+ 13.0%	\$448,250	\$470,640	+ 5.0%
Average Sales Price*	\$472,350	\$581,435	+ 23.1%	\$489,511	\$515,968	+ 5.4%
Percent of Original List Price Received*	98.3%	97.3%	- 1.0%	97.8%	97.9%	+ 0.1%
Days on Market Until Sale	59	67	+ 13.6%	66	68	+ 3.0%
Inventory of Homes for Sale	481	456	- 5.2%	--	--	--

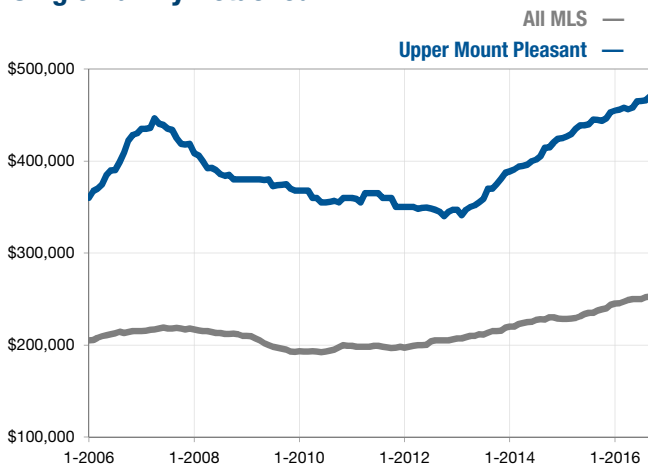
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	32	48	+ 50.0%	355	387	+ 9.0%
Closed Sales	27	45	+ 66.7%	266	325	+ 22.2%
Median Sales Price*	\$248,500	\$315,000	+ 26.8%	\$234,950	\$250,000	+ 6.4%
Average Sales Price*	\$268,656	\$299,255	+ 11.4%	\$243,369	\$271,226	+ 11.4%
Percent of Original List Price Received*	97.9%	99.3%	+ 1.4%	97.7%	98.3%	+ 0.6%
Days on Market Until Sale	27	35	+ 29.6%	43	43	0.0%
Inventory of Homes for Sale	88	77	- 12.5%	--	--	--

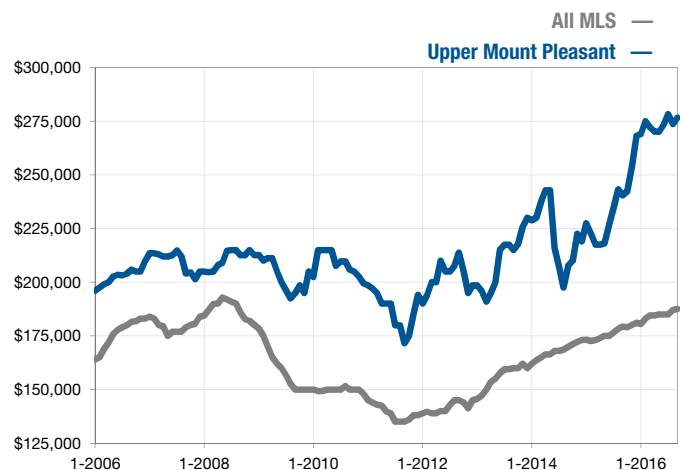
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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Wando / Cainhoy Area

Area 78

Single-Family Detached

Key Metrics	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	17	13	- 23.5%	224	195	- 12.9%
Closed Sales	16	15	- 6.3%	186	140	- 24.7%
Median Sales Price*	\$264,834	\$315,000	+ 18.9%	\$293,820	\$329,500	+ 12.1%
Average Sales Price*	\$313,529	\$442,987	+ 41.3%	\$351,556	\$434,474	+ 23.6%
Percent of Original List Price Received*	96.7%	95.4%	- 1.3%	98.9%	95.8%	- 3.1%
Days on Market Until Sale	21	74	+ 252.4%	63	57	- 9.5%
Inventory of Homes for Sale	77	46	- 40.3%	--	--	--

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

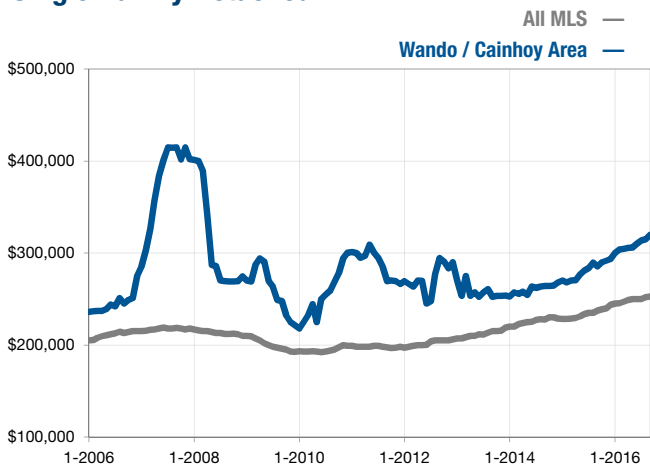
Townhouse-Condo Attached

Key Metrics	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	11	5	- 54.5%	86	58	- 32.6%
Closed Sales	13	8	- 38.5%	70	50	- 28.6%
Median Sales Price*	\$190,000	\$179,000	- 5.8%	\$182,983	\$168,700	- 7.8%
Average Sales Price*	\$181,213	\$170,813	- 5.7%	\$173,054	\$171,537	- 0.9%
Percent of Original List Price Received*	97.7%	96.8%	- 0.9%	97.5%	97.8%	+ 0.3%
Days on Market Until Sale	33	32	- 3.0%	35	26	- 25.7%
Inventory of Homes for Sale	7	9	+ 28.6%	--	--	--

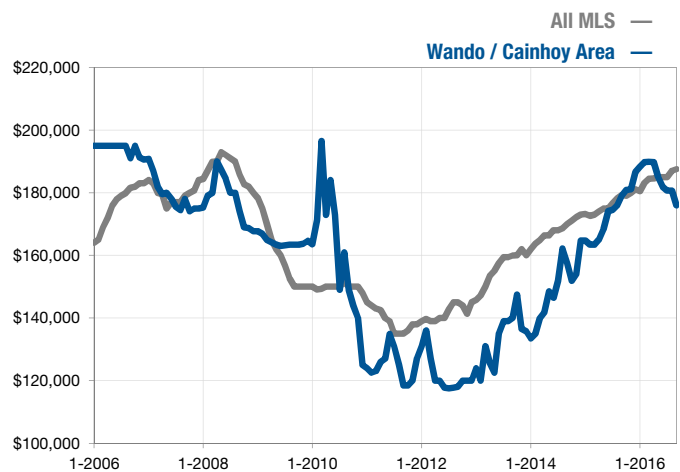
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – September 2016

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



West Ashley Area

Areas 11 & 12

Single-Family Detached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	141	143	+ 1.4%	1,335	1,429	+ 7.0%
Closed Sales	112	139	+ 24.1%	1,049	1,151	+ 9.7%
Median Sales Price*	\$254,015	\$284,000	+ 11.8%	\$253,150	\$277,000	+ 9.4%
Average Sales Price*	\$254,809	\$292,930	+ 15.0%	\$270,652	\$291,656	+ 7.8%
Percent of Original List Price Received*	94.9%	96.8%	+ 2.0%	95.9%	96.8%	+ 0.9%
Days on Market Until Sale	43	35	- 18.6%	45	37	- 17.8%
Inventory of Homes for Sale	351	251	- 28.5%	--	--	--

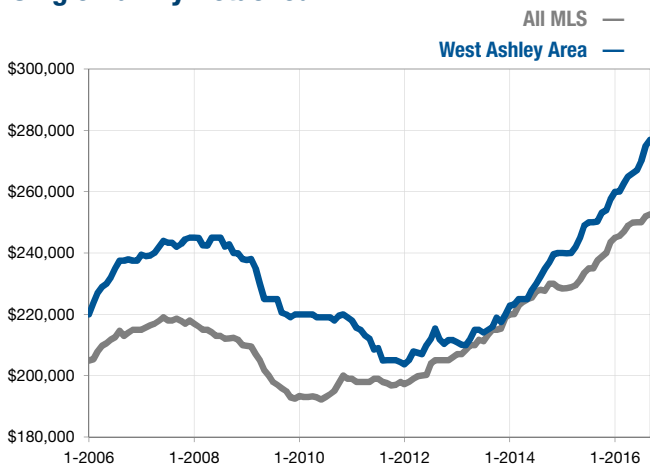
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	September			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	20	38	+ 90.0%	332	426	+ 28.3%
Closed Sales	30	45	+ 50.0%	265	329	+ 24.2%
Median Sales Price*	\$147,200	\$157,000	+ 6.7%	\$158,000	\$173,000	+ 9.5%
Average Sales Price*	\$149,630	\$173,268	+ 15.8%	\$157,282	\$177,209	+ 12.7%
Percent of Original List Price Received*	96.8%	96.8%	0.0%	96.4%	96.7%	+ 0.3%
Days on Market Until Sale	47	33	- 29.8%	47	47	0.0%
Inventory of Homes for Sale	97	75	- 22.7%	--	--	--

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

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached

