

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



October 2016

The low inventory situation is not expected to change anytime soon. But changing housing tastes combined with demographic shifts indicate that more homes will inevitably enter the market one day, either as listings by aging boomers or as newly built multifamily rentals. For the 12-month period spanning November 2015 through October 2016, Pending Sales in the state of South Carolina were up 10.0 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 19.9 percent.

The overall Median Sales Price were up 6.7 percent to \$240,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 6.4 percent to \$254,008. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 45 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 19.1 percent. The property type that lost the least inventory was the Condos segment, where it decreased 13.4 percent. That amounts to 3.4 months supply for Single-Family homes and 3.6 months supply for Condos.

Quick Facts

+ 19.9%

+ 17.7%

+ 19.3%

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

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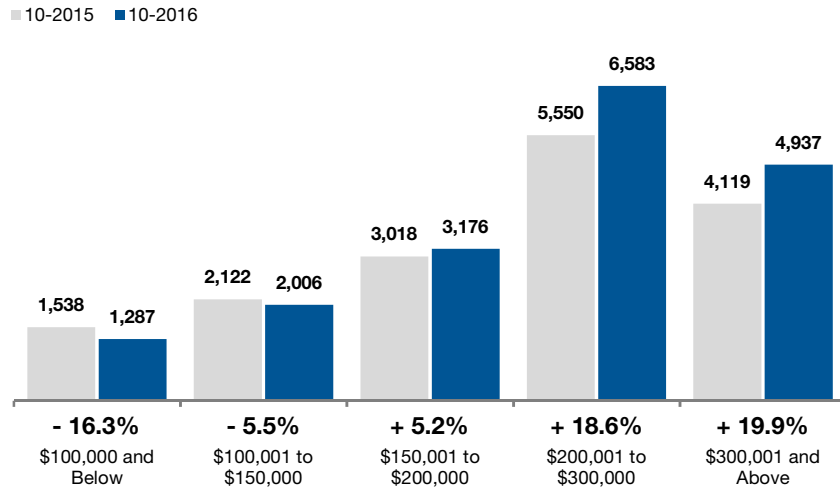


Pending Sales

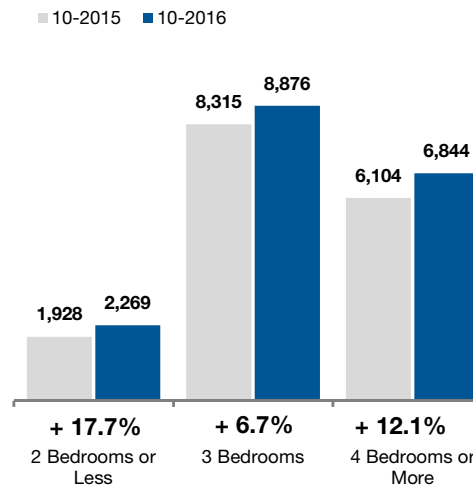
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



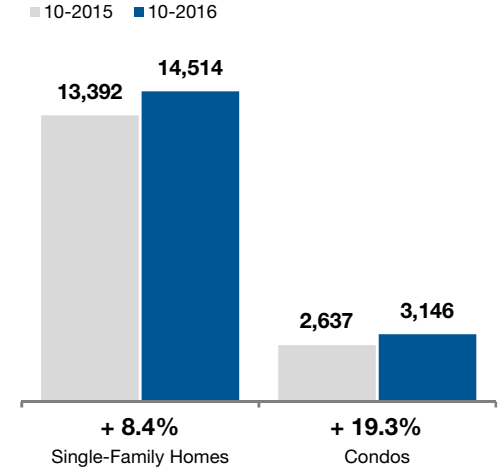
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	10-2015	10-2016	Change
\$100,000 and Below	1,538	1,287	- 16.3%
\$100,001 to \$150,000	2,122	2,006	- 5.5%
\$150,001 to \$200,000	3,018	3,176	+ 5.2%
\$200,001 to \$300,000	5,550	6,583	+ 18.6%
\$300,001 and Above	4,119	4,937	+ 19.9%
All Price Ranges	16,347	17,989	+ 10.0%

Single-Family Homes

10-2015	10-2016	Change	10-2015	10-2016	Change
1,082	809	- 25.2%	248	285	+ 14.9%
1,363	1,186	- 13.0%	686	736	+ 7.3%
2,405	2,414	+ 0.4%	595	730	+ 22.7%
4,924	5,802	+ 17.8%	612	767	+ 25.3%
3,618	4,303	+ 18.9%	496	628	+ 26.6%
13,392	14,514	+ 8.4%	2,637	3,146	+ 19.3%

Condos

By Bedroom Count	10-2015	10-2016	Change
2 Bedrooms or Less	1,928	2,269	+ 17.7%
3 Bedrooms	8,315	8,876	+ 6.7%
4 Bedrooms or More	6,104	6,844	+ 12.1%
All Bedroom Counts	16,347	17,989	+ 10.0%

10-2015	10-2016	Change	10-2015	10-2016	Change
544	605	+ 11.2%	1,309	1,589	+ 21.4%
6,990	7,331	+ 4.9%	1,171	1,366	+ 16.7%
5,858	6,578	+ 12.3%	157	191	+ 21.7%
13,392	14,514	+ 8.4%	2,637	3,146	+ 19.3%

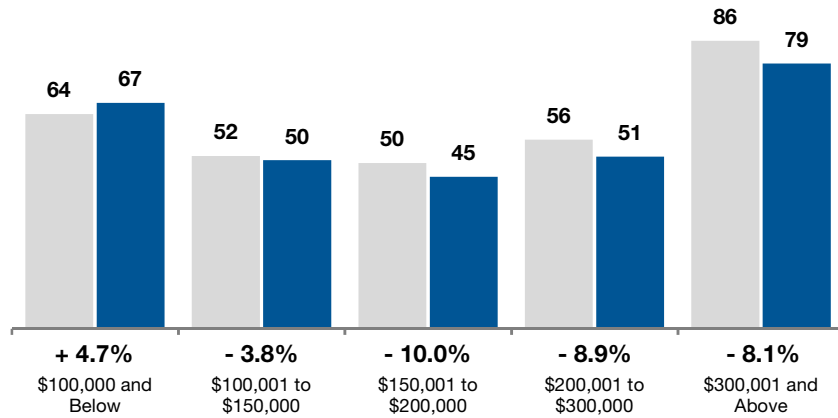
Days on Market Until Sale

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



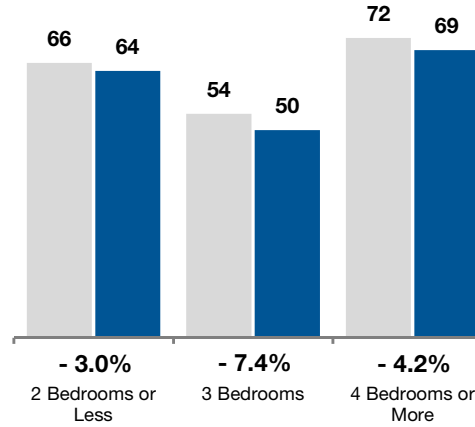
By Price Range

■ 10-2015 ■ 10-2016



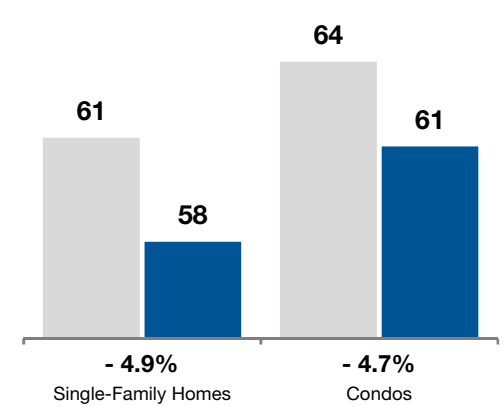
By Bedroom Count

■ 10-2015 ■ 10-2016



By Property Type

■ 10-2015 ■ 10-2016



All Properties

By Price Range

	10-2015	10-2016	Change
\$100,000 and Below	64	67	+ 4.7%
\$100,001 to \$150,000	52	50	- 3.8%
\$150,001 to \$200,000	50	45	- 10.0%
\$200,001 to \$300,000	56	51	- 8.9%
\$300,001 and Above	86	79	- 8.1%
All Price Ranges	62	59	- 4.8%

Single-Family Homes

	10-2015	10-2016	Change
2 Bedrooms or Less	58	59	+ 1.7%
3 Bedrooms	49	44	- 10.2%
4 Bedrooms or More	50	44	- 12.0%
Single-Family Homes	56	52	- 7.1%
Condos	84	77	- 8.3%
All Single-Family Homes	61	58	- 4.9%

Condos

	10-2015	10-2016	Change
Single-Family Homes	73	61	- 16.4%
Condos	55	59	+ 7.3%
Condos	46	48	+ 4.3%
Condos	63	50	- 20.6%
Condos	102	92	- 9.8%
All Condos	64	61	- 4.7%

By Bedroom Count

	10-2015	10-2016	Change
2 Bedrooms or Less	66	64	- 3.0%
3 Bedrooms	54	50	- 7.4%
4 Bedrooms or More	72	69	- 4.2%
All Bedroom Counts	62	59	- 4.8%

	10-2015	10-2016	Change
2 Bedrooms or Less	63	61	- 3.2%
3 Bedrooms	52	47	- 9.6%
4 Bedrooms or More	72	69	- 4.2%
All Single-Family Homes	61	58	- 4.9%

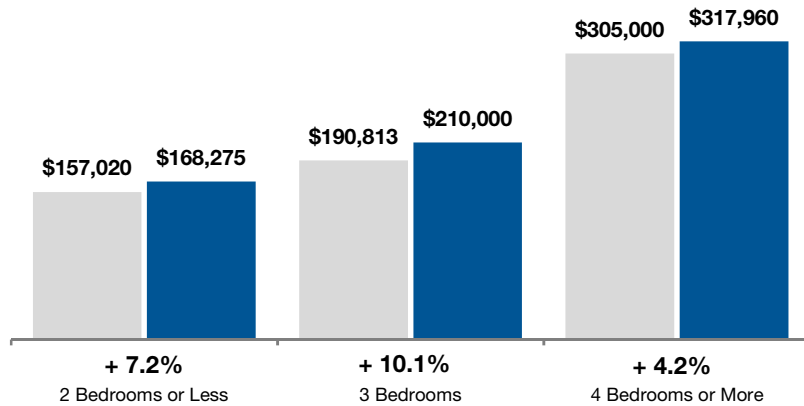
Median Sales Price

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



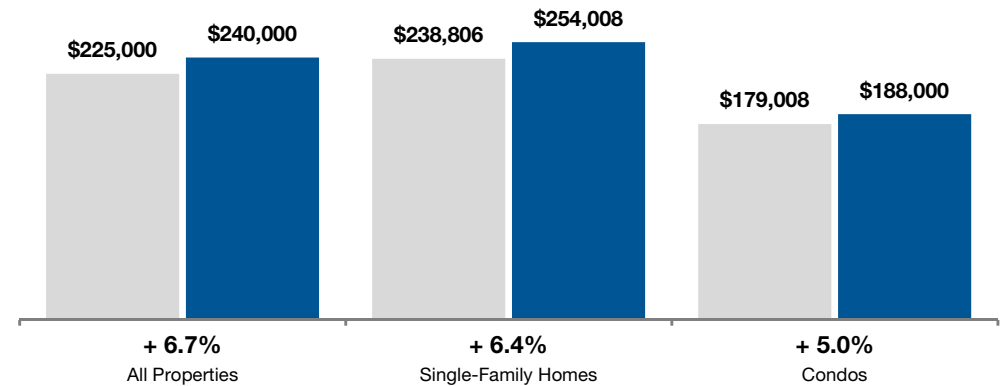
By Bedroom Count

■ 10-2015 ■ 10-2016



By Property Type

■ 10-2015 ■ 10-2016



All Properties

By Bedroom Count

	10-2015	10-2016	Change
2 Bedrooms or Less	\$157,020	\$168,275	+ 7.2%
3 Bedrooms	\$190,813	\$210,000	+ 10.1%
4 Bedrooms or More	\$305,000	\$317,960	+ 4.2%
All Bedroom Counts	\$225,000	\$240,000	+ 6.7%

Single-Family Homes

	10-2015	10-2016	Change
2 Bedrooms or Less	\$185,000	\$204,500	+ 10.5%
3 Bedrooms	\$193,673	\$214,790	+ 10.9%
4 Bedrooms or More	\$310,000	\$318,887	+ 2.9%
All Single-Family Homes	\$238,806	\$254,008	+ 6.4%

Condos

	10-2015	10-2016	Change
2 Bedrooms or Less	\$155,000	\$165,000	+ 6.5%
3 Bedrooms	\$193,590	\$210,000	+ 8.5%
4 Bedrooms or More	\$281,418	\$346,480	+ 23.1%
All Condos	\$179,008	\$188,000	+ 5.0%

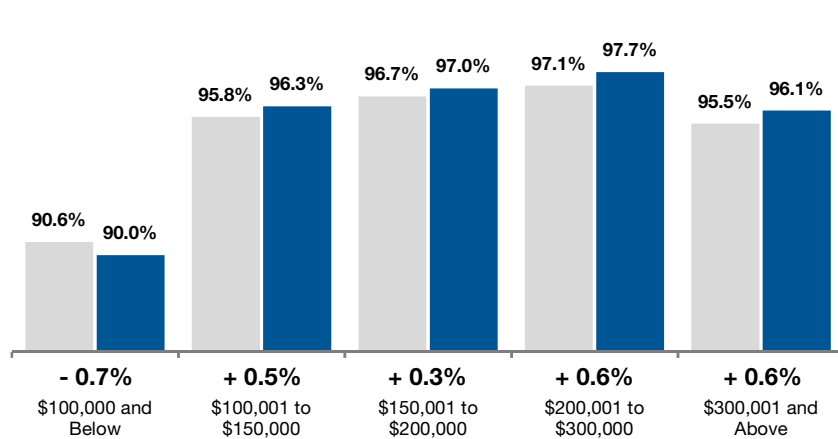
Percent of Original List Price Received

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.**



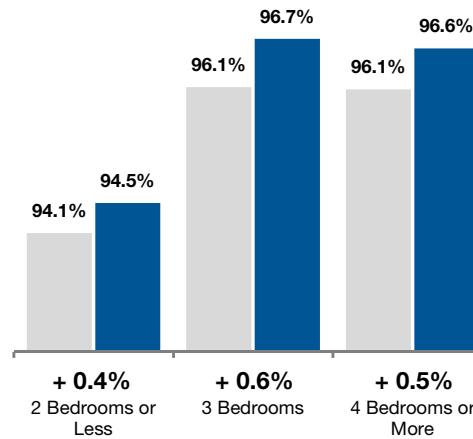
By Price Range

■ 10-2015 ■ 10-2016



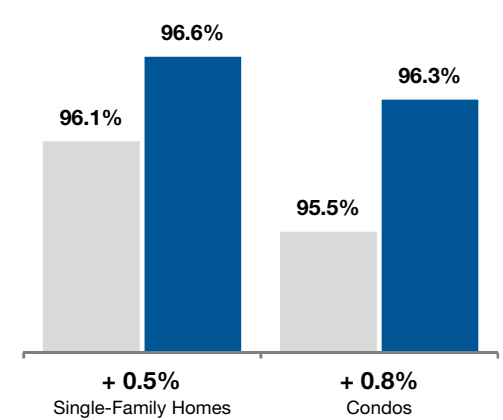
By Bedroom Count

■ 10-2015 ■ 10-2016



By Property Type

■ 10-2015 ■ 10-2016



All Properties

By Price Range

	10-2015	10-2016	Change
\$100,000 and Below	90.6%	90.0%	- 0.7%
\$100,001 to \$150,000	95.8%	96.3%	+ 0.5%
\$150,001 to \$200,000	96.7%	97.0%	+ 0.3%
\$200,001 to \$300,000	97.1%	97.7%	+ 0.6%
\$300,001 and Above	95.5%	96.1%	+ 0.6%
All Price Ranges	95.8%	96.4%	+ 0.6%

Single-Family Homes

	10-2015	10-2016	Change
2 Bedrooms or Less	94.1%	94.5%	+ 0.4%
3 Bedrooms	96.1%	96.7%	+ 0.6%
4 Bedrooms or More	96.1%	96.6%	+ 0.5%
All Bedroom Counts	95.8%	96.4%	+ 0.6%

Condos

By Bedroom Count

	10-2015	10-2016	Change
2 Bedrooms or Less	94.1%	94.5%	+ 0.4%
3 Bedrooms	96.1%	96.7%	+ 0.6%
4 Bedrooms or More	96.1%	96.6%	+ 0.5%
All Bedroom Counts	95.8%	96.4%	+ 0.6%

	10-2015	10-2016	Change
Single-Family Homes	96.1%	96.6%	+ 0.5%
Condos	95.5%	96.3%	+ 0.8%

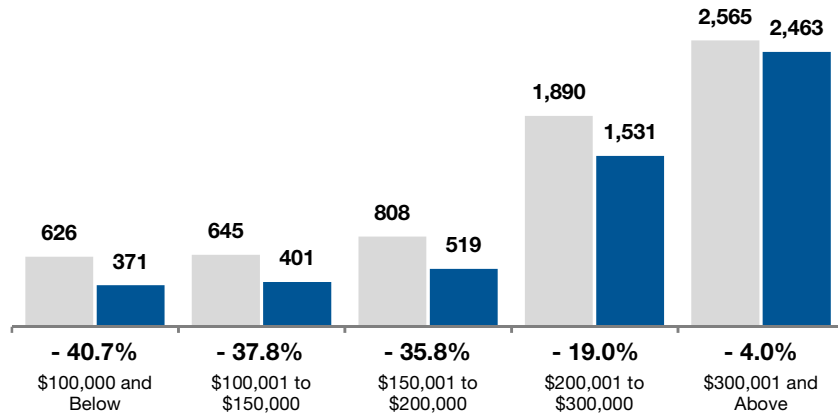
Inventory of Homes for Sale

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



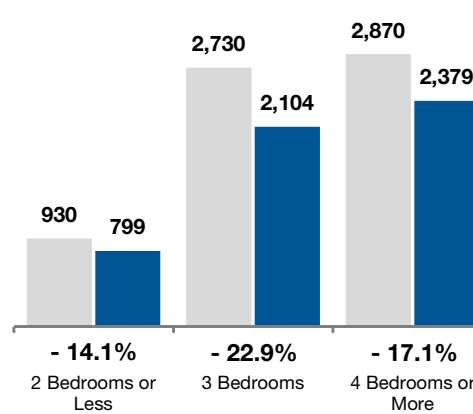
By Price Range

■ 10-2015 ■ 10-2016



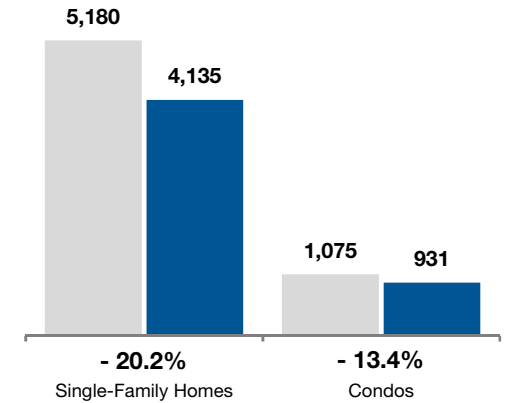
By Bedroom Count

■ 10-2015 ■ 10-2016



By Property Type

■ 10-2015 ■ 10-2016



All Properties

By Price Range

	10-2015	10-2016	Change
\$100,000 and Below	626	371	- 40.7%
\$100,001 to \$150,000	645	401	- 37.8%
\$150,001 to \$200,000	808	519	- 35.8%
\$200,001 to \$300,000	1,890	1,531	- 19.0%
\$300,001 and Above	2,565	2,463	- 4.0%
All Price Ranges	6,534	5,285	- 19.1%

Single-Family Homes

	10-2015	10-2016	Change
2 Bedrooms or Less	372	198	- 46.8%
3 Bedrooms	374	221	- 40.9%
4 Bedrooms or More	608	366	- 39.8%
	1,668	1,268	- 24.0%
	2,158	2,082	- 3.5%
All Single-Family Homes	5,180	4,135	- 20.2%

Condos

	10-2015	10-2016	Change
	90	60	- 33.3%
	212	131	- 38.2%
	170	131	- 22.9%
	212	237	+ 11.8%
	391	372	- 4.9%
All Condos	1,075	931	- 13.4%

By Bedroom Count

	10-2015	10-2016	Change
2 Bedrooms or Less	930	799	- 14.1%
3 Bedrooms	2,730	2,104	- 22.9%
4 Bedrooms or More	2,870	2,379	- 17.1%
All Bedroom Counts	6,534	5,285	- 19.1%

	10-2015	10-2016	Change
2 Bedrooms or Less	239	194	- 18.8%
3 Bedrooms	2,191	1,658	- 24.3%
4 Bedrooms or More	2,750	2,283	- 17.0%
All Single-Family Homes	5,180	4,135	- 20.2%

	10-2015	10-2016	Change
	603	520	- 13.8%
	408	351	- 14.0%
	64	60	- 6.3%
All Condos	1,075	931	- 13.4%

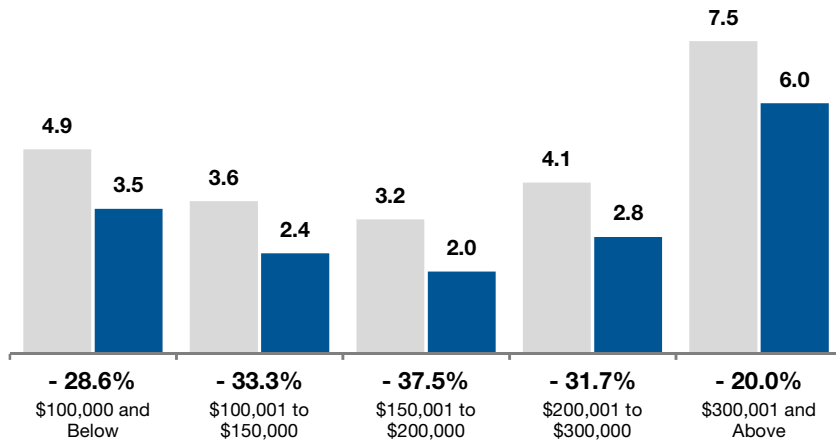
Months Supply of Inventory

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.**



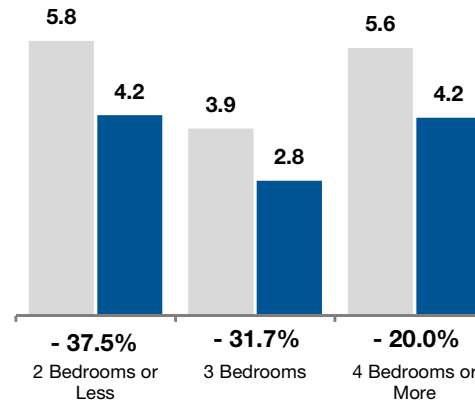
By Price Range

■ 10-2015 ■ 10-2016



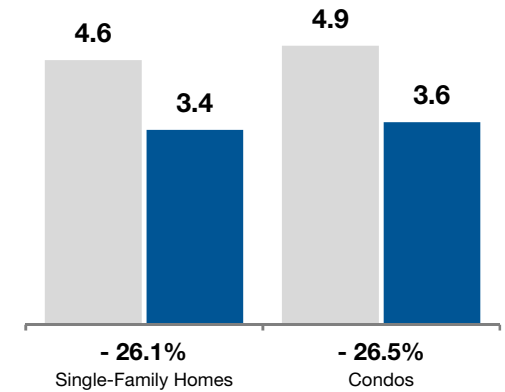
By Bedroom Count

■ 10-2015 ■ 10-2016



By Property Type

■ 10-2015 ■ 10-2016



All Properties

By Price Range

	10-2015	10-2016	Change
\$100,000 and Below	4.9	3.5	- 28.6%
\$100,001 to \$150,000	3.6	2.4	- 33.3%
\$150,001 to \$200,000	3.2	2.0	- 37.5%
\$200,001 to \$300,000	4.1	2.8	- 31.7%
\$300,001 and Above	7.5	6.0	- 20.0%
All Price Ranges	4.8	3.5	- 27.1%

Single-Family Homes

	10-2015	10-2016	Change
2 Bedrooms or Less	4.1	2.9	- 29.3%
3 Bedrooms	3.3	2.2	- 33.3%
4 Bedrooms or More	3.0	1.8	- 40.0%
Single-Family Homes	4.1	2.6	- 36.6%
Condos	7.2	5.8	- 19.4%
All Property Types	4.6	3.4	- 26.1%

Condos

By Bedroom Count

	10-2015	10-2016	Change
2 Bedrooms or Less	5.8	4.2	- 37.5%
3 Bedrooms	3.9	2.8	- 31.7%
4 Bedrooms or More	5.6	4.2	- 20.0%
All Bedroom Counts	4.8	3.5	- 27.1%

	10-2015	10-2016	Change
2 Bedrooms or Less	5.3	3.8	- 40.0%
3 Bedrooms	3.8	2.7	- 36.6%
4 Bedrooms or More	5.6	4.2	- 19.4%
Single-Family Homes	4.9	3.8	- 25.3%
Condos	9.5	7.1	- 25.3%
All Property Types	4.9	3.6	- 26.5%

Monthly Indicators



October 2016

As we enter the final quarter of 2016, not much has changed since the year began. Market predictions have been, in a word, predictable. A relatively comfortable pace of activity has been maintained thanks to continuing low unemployment and mortgage rates. The one basic drag on market acceleration has been inventory decline. There is little to indicate that the low inventory situation will resolve anytime soon.

New Listings were down 1.2 percent to 1,470. Pending Sales increased 7.3 percent to 1,313. Inventory shrank 19.1 percent to 5,285 units.

Prices moved higher as Median Sales Price was up 6.7 percent to \$240,000. Days on Market decreased 3.6 percent to 53 days. Months Supply of Inventory was down 27.1 percent to 3.5 months, indicating that demand increased relative to supply.

Builder confidence is as high as it has been in more than a decade, yet the pace of economic growth has been slow enough to cause pause. A low number of first-time buyer purchases and a looming demographic shift also seem to be curbing the desire to start new single-family construction projects. As older Americans retire and downsize, single-family listings are expected to rise. The waiting is the hardest part.

Quick Facts

+ 0.2%	+ 6.7%	- 27.1%
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.

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Months Supply of Inventory	12



Market Overview

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



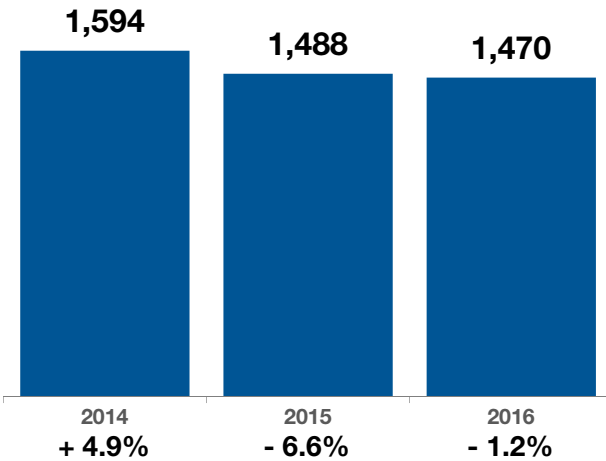
Key Metrics	Historical Sparkbars	10-2015	10-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		1,488	1,470	- 1.2%	19,385	20,185	+ 4.1%
Pending Sales		1,224	1,313	+ 7.3%	14,455	15,781	+ 9.2%
Closed Sales		1,270	1,273	+ 0.2%	13,779	14,989	+ 8.8%
Days on Market		55	53	- 3.6%	60	59	- 1.7%
Median Sales Price		\$225,000	\$240,000	+ 6.7%	\$226,500	\$239,990	+ 6.0%
Average Sales Price		\$299,631	\$333,056	+ 11.2%	\$305,562	\$320,897	+ 5.0%
Pct. of Orig. Price Received		95.8%	96.3%	+ 0.5%	95.9%	96.5%	+ 0.6%
Housing Affordability Index		130	126	- 3.1%	129	126	- 2.3%
Inventory of Homes for Sale		6,534	5,285	- 19.1%	--	--	--
Months Supply of Inventory		4.8	3.5	- 27.1%	--	--	--

New Listings

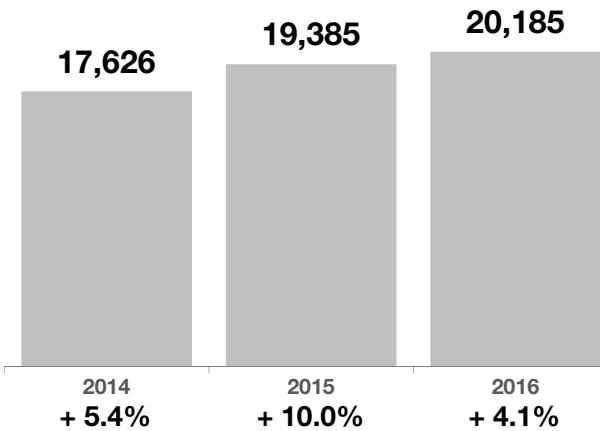
A count of the properties that have been newly listed on the market in a given month.



October

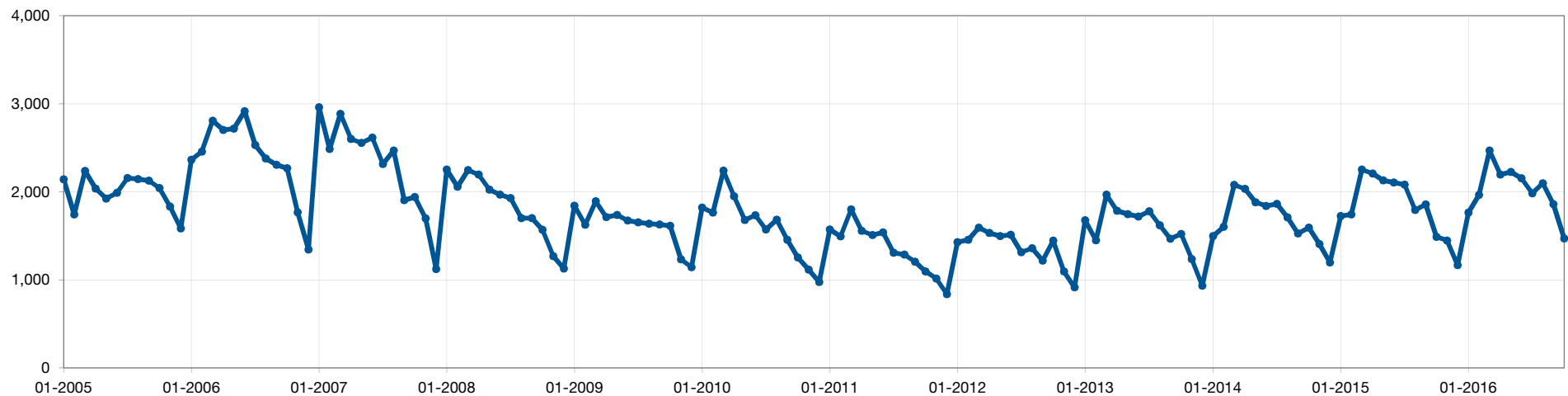


Year to Date



	New Listings	Prior Year	Percent Change
November 2015	1,445	1,408	+2.6%
December 2015	1,166	1,197	-2.6%
January 2016	1,763	1,726	+2.1%
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	2,227	2,129	+4.6%
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	1,861	1,858	+0.2%
October 2016	1,470	1,488	-1.2%
12-Month Avg	1,900	1,833	+3.7%

Historical New Listings by Month

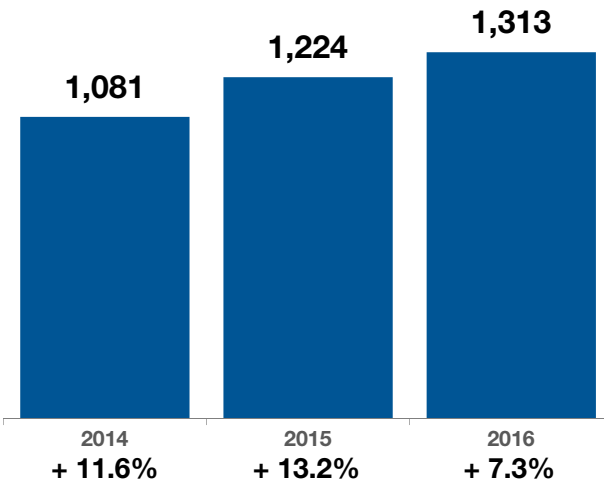


Pending Sales

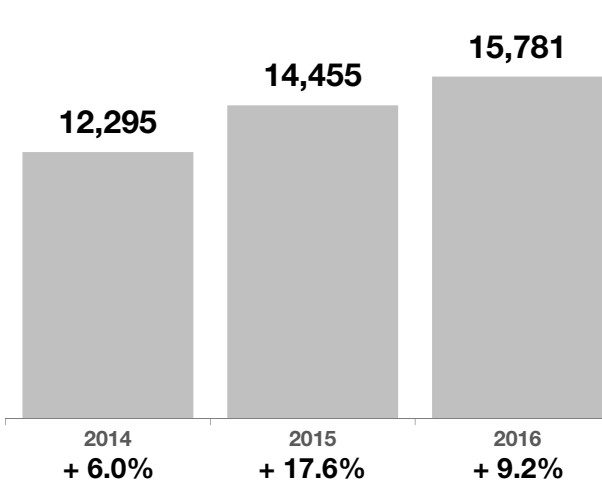
A count of the properties on which offers have been accepted in a given month.



October



Year to Date



	Pending Sales	Prior Year	Percent Change
November 2015	1,152	993	+16.0%
December 2015	1,056	899	+17.5%
January 2016	1,249	1,177	+6.1%
February 2016	1,522	1,317	+15.6%
March 2016	1,840	1,652	+11.4%
April 2016	1,771	1,670	+6.0%
May 2016	1,755	1,553	+13.0%
June 2016	1,667	1,570	+6.2%
July 2016	1,569	1,555	+0.9%
August 2016	1,622	1,444	+12.3%
September 2016	1,473	1,293	+13.9%
October 2016	1,313	1,224	+7.3%
12-Month Avg	1,499	1,362	+10.0%

Historical Pending Sales by Month

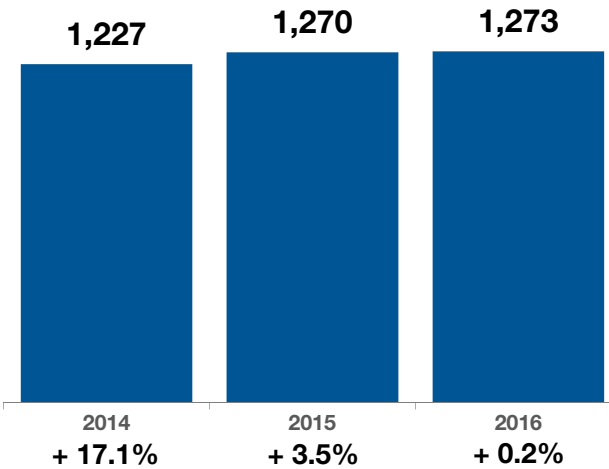


Closed Sales

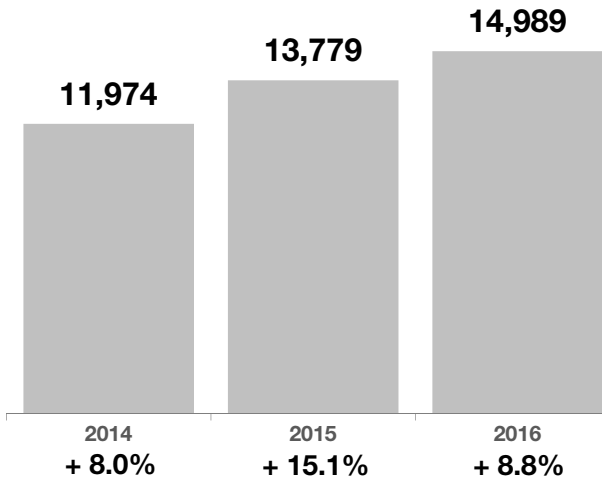
A count of the actual sales that closed in a given month.



October

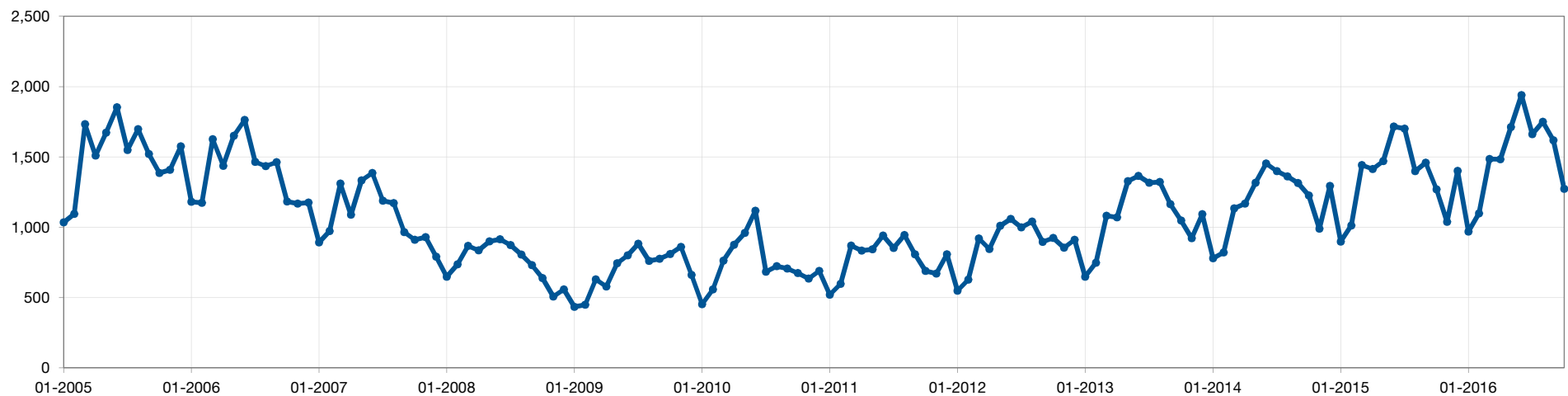


Year to Date



	Closed Sales	Prior Year	Percent Change
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	1,712	1,471	+16.4%
June 2016	1,939	1,715	+13.1%
July 2016	1,661	1,701	-2.4%
August 2016	1,749	1,398	+25.1%
September 2016	1,618	1,459	+10.9%
October 2016	1,273	1,270	+0.2%
12-Month Avg	1,452	1,339	+8.5%

Historical Closed Sales by Month

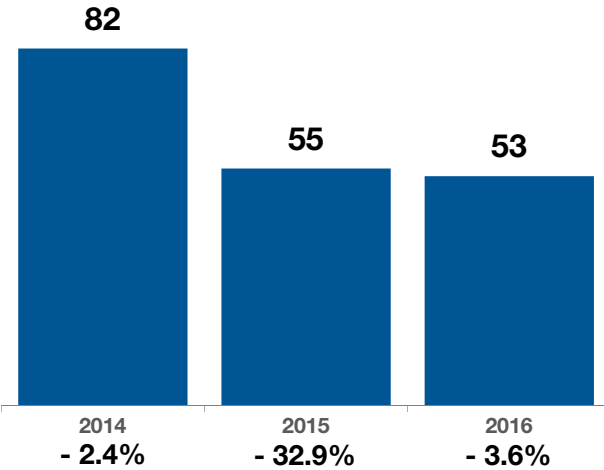


Days on Market Until Sale

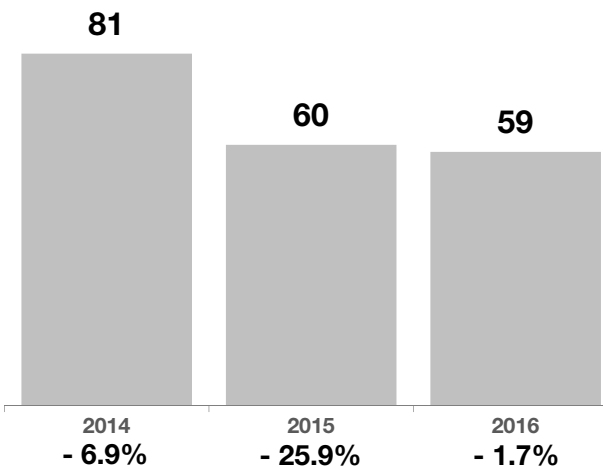
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



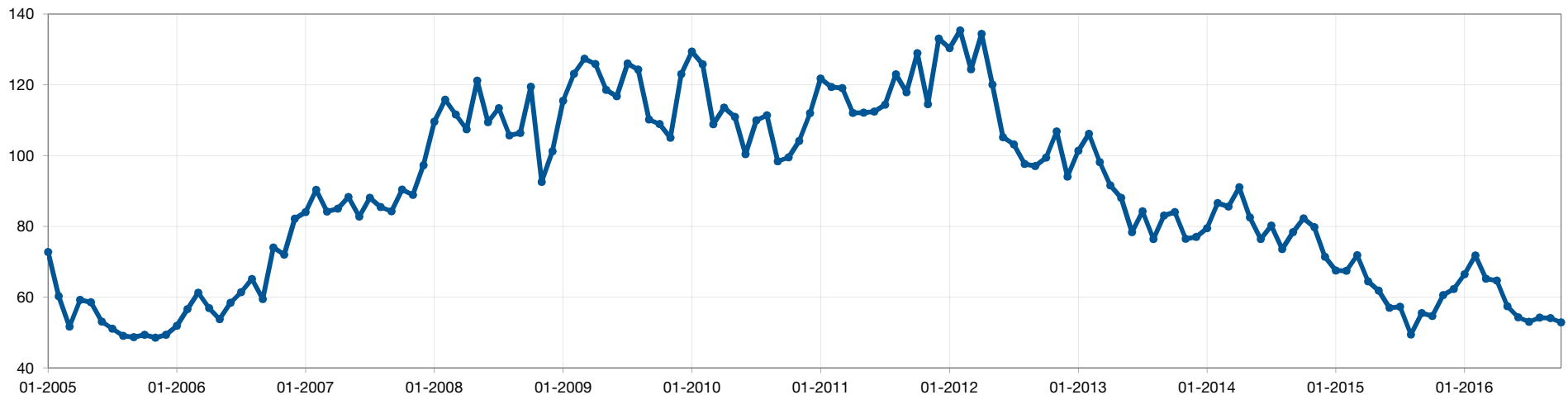
Year to Date



	Days on Market	Prior Year	Percent Change
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	57	62	-8.1%
June 2016	54	57	-5.3%
July 2016	53	57	-7.0%
August 2016	54	49	+10.2%
September 2016	54	55	-1.8%
October 2016	53	55	-3.6%
12-Month Avg*	59	62	-4.8%

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

Historical Days on Market Until Sale by Month

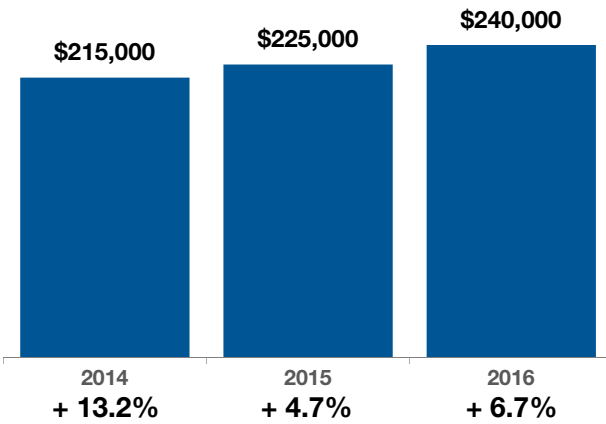


Median Sales Price

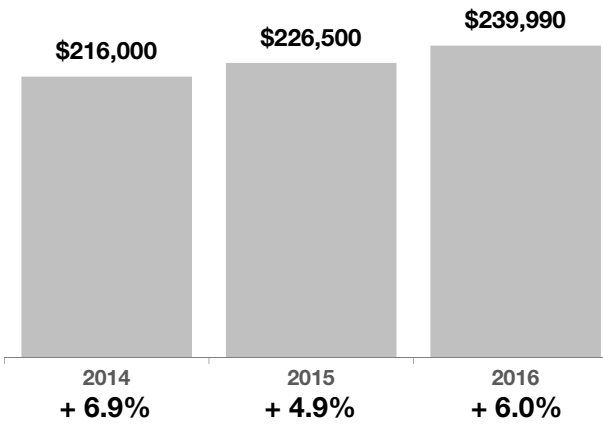
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



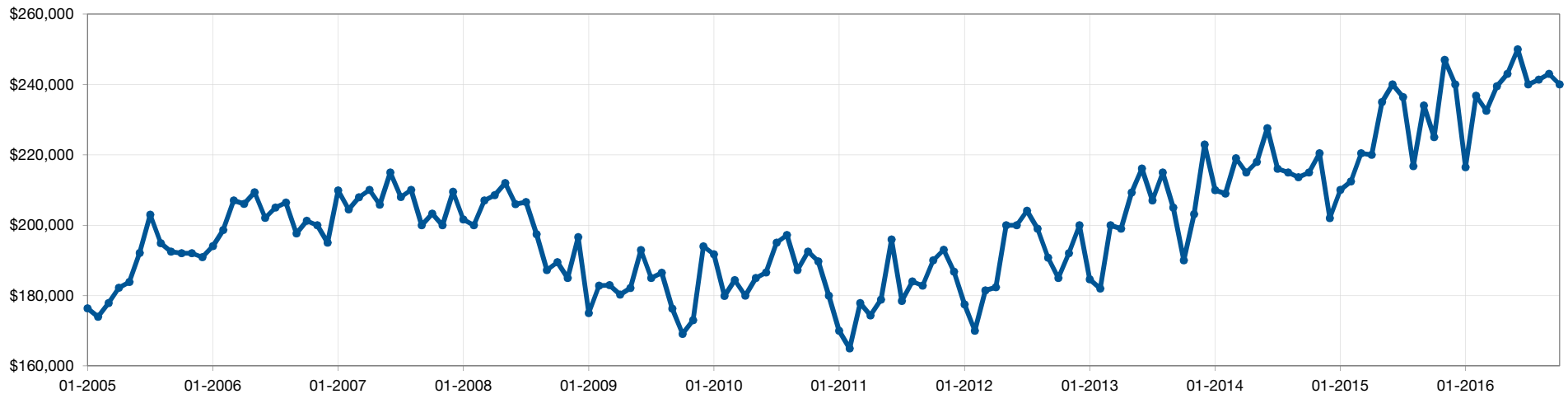
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$243,000	\$235,000	+3.4%
June 2016	\$250,000	\$240,000	+4.2%
July 2016	\$240,000	\$236,415	+1.5%
August 2016	\$241,315	\$216,750	+11.3%
September 2016	\$243,000	\$234,000	+3.8%
October 2016	\$240,000	\$225,000	+6.7%
12-Month Med*	\$240,000	\$225,000	+6.7%

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

Historical Median Sales Price by Month

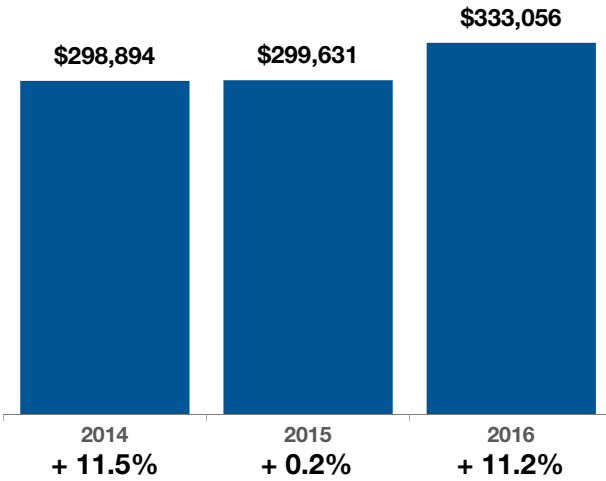


Average Sales Price

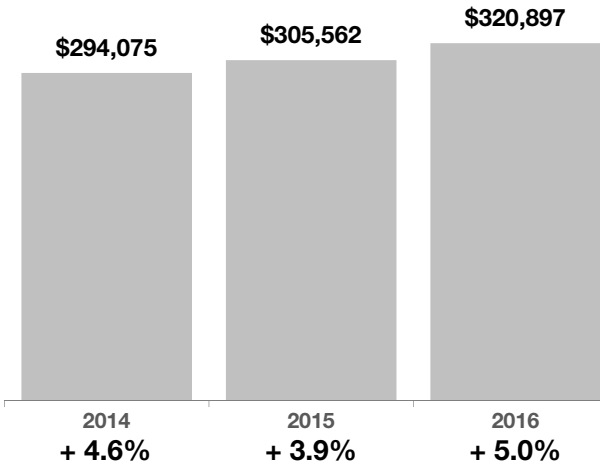
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



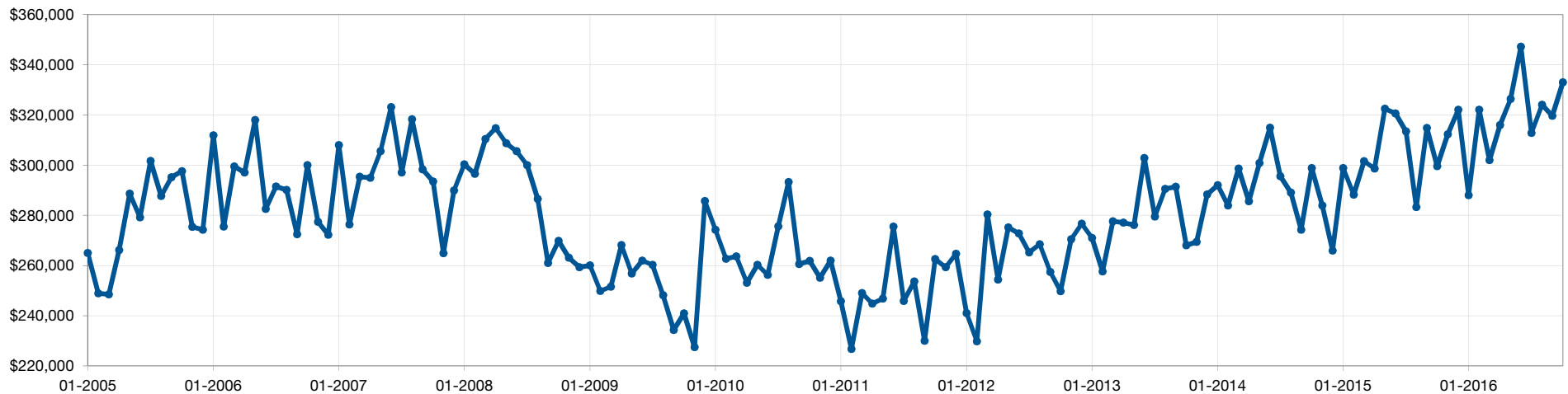
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
November 2015	\$312,341	\$283,963	+10.0%
December 2015	\$322,123	\$265,981	+21.1%
January 2016	\$287,994	\$298,828	-3.6%
February 2016	\$322,090	\$288,262	+11.7%
March 2016	\$302,061	\$301,557	+0.2%
April 2016	\$316,004	\$298,677	+5.8%
May 2016	\$326,342	\$322,452	+1.2%
June 2016	\$347,151	\$320,652	+8.3%
July 2016	\$312,870	\$313,421	-0.2%
August 2016	\$324,063	\$283,346	+14.4%
September 2016	\$319,634	\$314,837	+1.5%
October 2016	\$333,056	\$299,631	+11.2%
12-Month Avg*	\$318,811	\$299,301	+6.5%

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

Historical Average Sales Price by Month

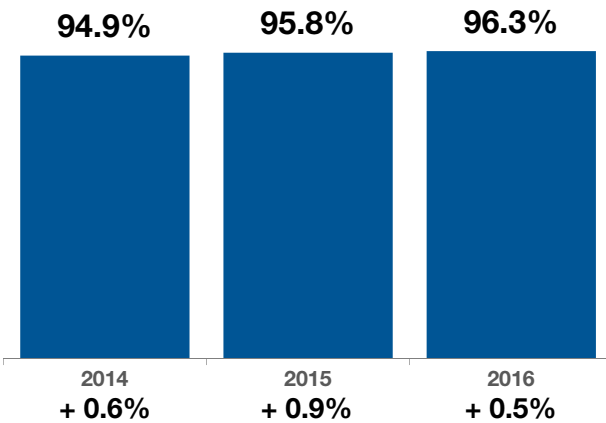


Percent of Original List Price Received

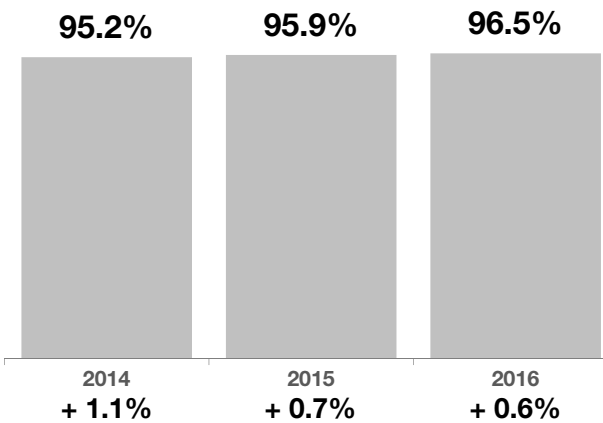
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
October 2016	96.3%	95.8%	+0.5%
12-Month Avg*	96.4%	95.8%	+0.6%

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

Historical Percent of Original List Price Received by Month

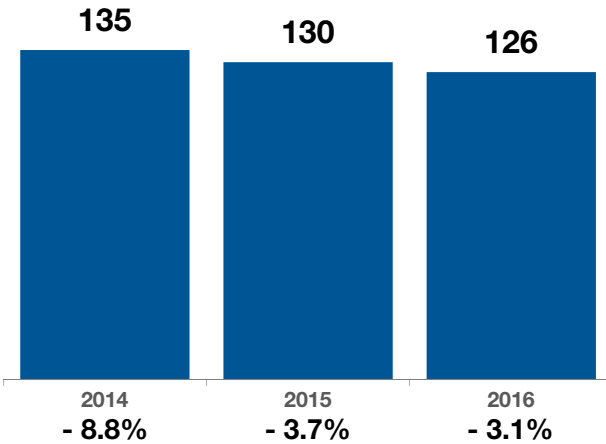


Housing Affordability Index

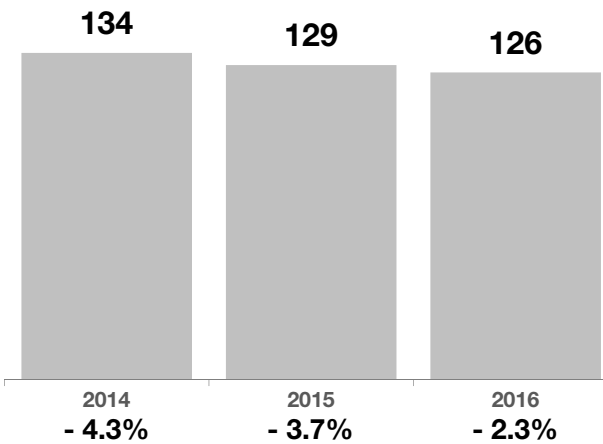
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



October



Year to Date



	Affordability Index	Prior Year	Percent Change
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	125	125	0.0%
October 2016	126	130	-3.1%
12-Month Avg	125	132	-5.4%

Historical Housing Affordability Index by Month

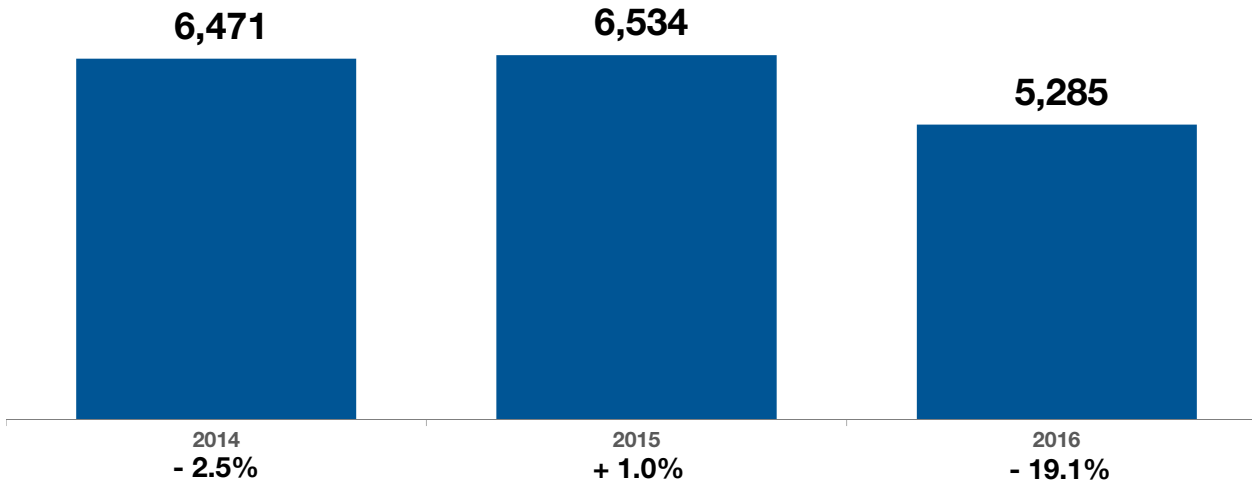


Inventory of Homes for Sale

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



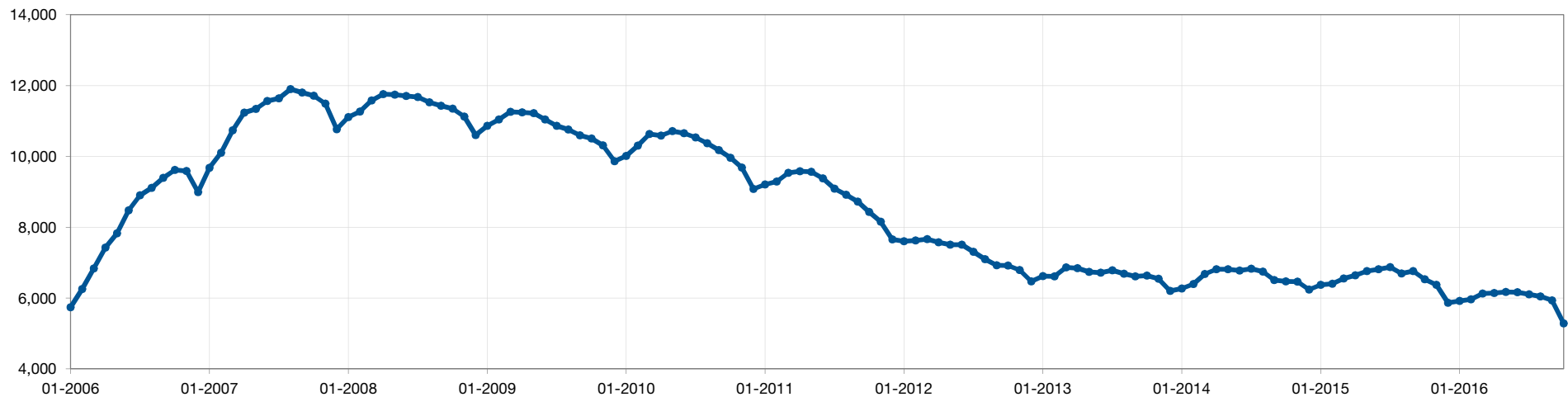
October



	Homes for Sale	Prior Year	Percent Change
November 2015	6,371	6,462	-1.4%
December 2015	5,871	6,240	-5.9%
January 2016	5,916	6,376	-7.2%
February 2016	5,961	6,405	-6.9%
March 2016	6,127	6,554	-6.5%
April 2016	6,147	6,646	-7.5%
May 2016	6,172	6,762	-8.7%
June 2016	6,162	6,816	-9.6%
July 2016	6,106	6,877	-11.2%
August 2016	6,047	6,696	-9.7%
September 2016	5,938	6,760	-12.2%
October 2016	5,285	6,534	-19.1%
12-Month Avg*	6,009	6,647	-9.6%

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

Historical Inventory of Homes for Sale by Month

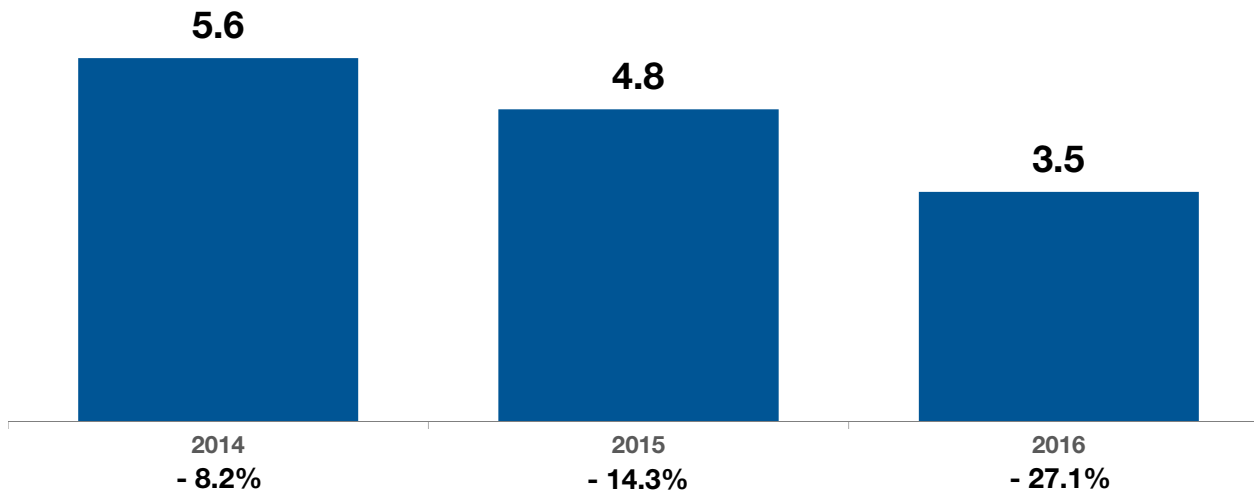


Months Supply of Inventory

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.



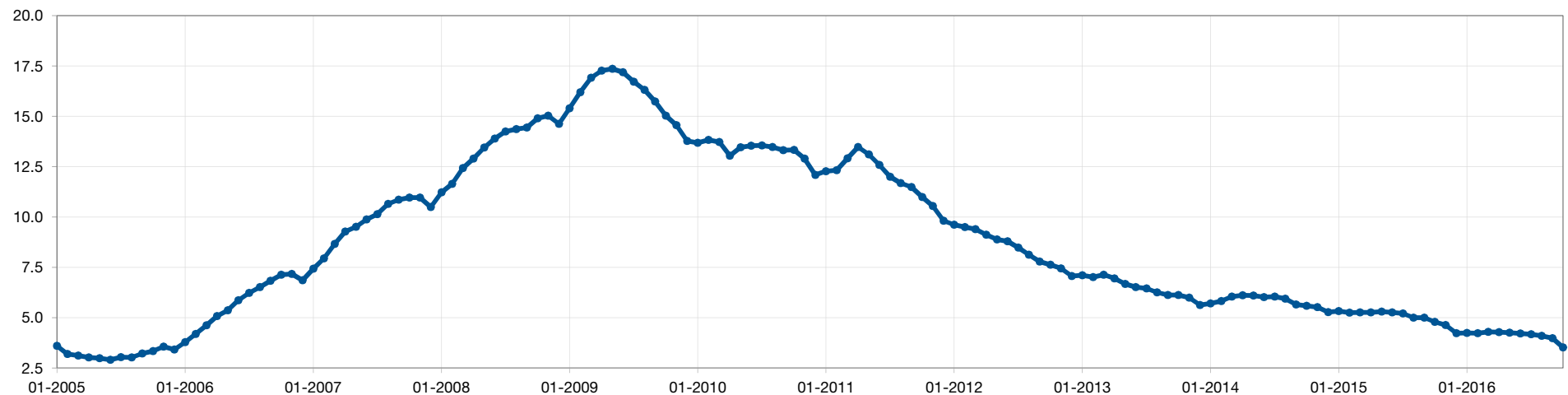
October



Months Supply	Prior Year	Percent Change
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	4.3	5.3 -18.9%
April 2016	4.3	5.3 -18.9%
May 2016	4.2	5.3 -20.8%
June 2016	4.2	5.3 -20.8%
July 2016	4.2	5.2 -19.2%
August 2016	4.1	5.0 -18.0%
September 2016	4.0	5.0 -20.0%
October 2016	3.5	4.8 -27.1%
12-Month Avg*	4.2	5.2 -19.2%

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

Historical Months Supply of Inventory by Month



Local Market Update – October 2016

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



Berkeley County

County: BER

Single-Family Detached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	308	339	+ 10.1%	3,982	3,995	+ 0.3%
Closed Sales	248	283	+ 14.1%	2,830	3,190	+ 12.7%
Median Sales Price*	\$213,999	\$220,000	+ 2.8%	\$208,000	\$219,999	+ 5.8%
Average Sales Price*	\$260,434	\$268,886	+ 3.2%	\$257,618	\$259,564	+ 0.8%
Percent of Original List Price Received*	97.3%	97.4%	+ 0.1%	97.2%	97.7%	+ 0.5%
Days on Market Until Sale	44	44	0.0%	54	52	- 3.7%
Inventory of Homes for Sale	1,207	808	- 33.1%	--	--	--

* 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.

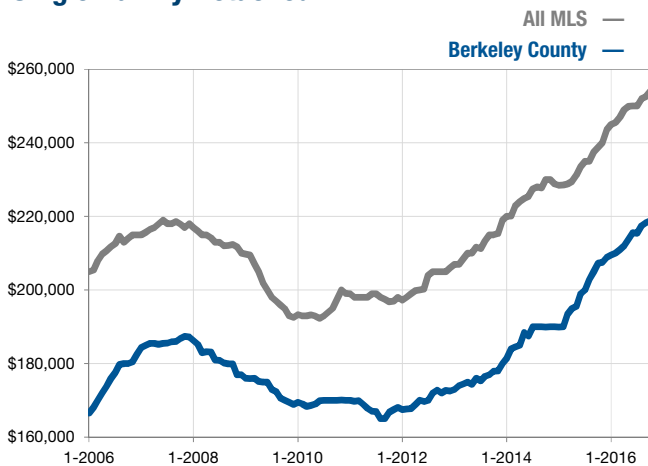
Townhouse-Condo Attached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	46	44	- 4.3%	486	597	+ 22.8%
Closed Sales	42	32	- 23.8%	371	426	+ 14.8%
Median Sales Price*	\$174,000	\$141,500	- 18.7%	\$146,000	\$144,711	- 0.9%
Average Sales Price*	\$229,412	\$175,562	- 23.5%	\$200,132	\$185,481	- 7.3%
Percent of Original List Price Received*	96.5%	95.2%	- 1.3%	96.6%	96.9%	+ 0.3%
Days on Market Until Sale	39	96	+ 146.2%	51	52	+ 2.0%
Inventory of Homes for Sale	126	133	+ 5.6%	--	--	--

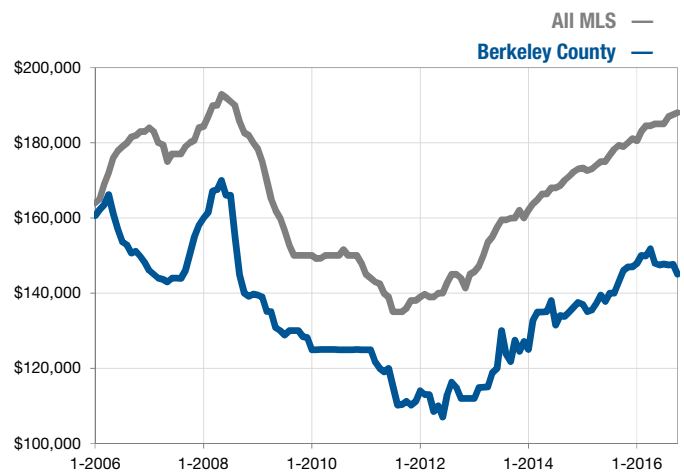
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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



Charleston County

County: CHS

Single-Family Detached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	599	562	- 6.2%	7,744	8,016	+ 3.5%
Closed Sales	500	450	- 10.0%	5,655	5,862	+ 3.7%
Median Sales Price*	\$320,000	\$342,265	+ 7.0%	\$317,235	\$337,500	+ 6.4%
Average Sales Price*	\$412,136	\$466,744	+ 13.3%	\$415,595	\$442,628	+ 6.5%
Percent of Original List Price Received*	95.4%	95.6%	+ 0.2%	95.8%	96.1%	+ 0.3%
Days on Market Until Sale	58	54	- 6.9%	61	58	- 4.9%
Inventory of Homes for Sale	2,581	2,190	- 15.1%	--	--	--

* 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.

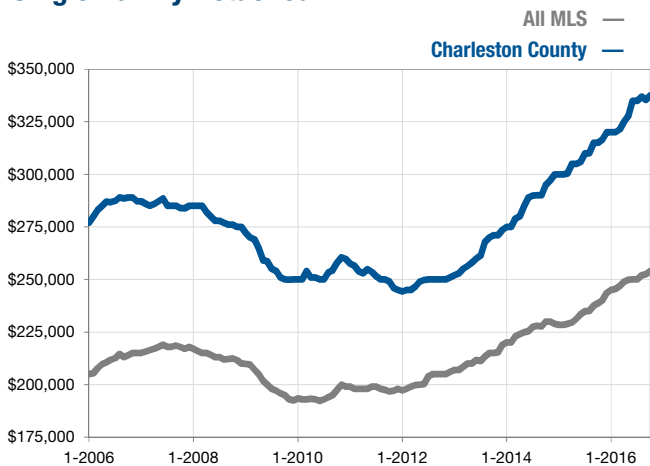
Townhouse-Condo Attached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	167	173	+ 3.6%	2,214	2,558	+ 15.5%
Closed Sales	155	172	+ 11.0%	1,580	1,906	+ 20.6%
Median Sales Price*	\$190,000	\$209,000	+ 10.0%	\$192,750	\$214,000	+ 11.0%
Average Sales Price*	\$240,093	\$344,617	+ 43.5%	\$261,746	\$296,585	+ 13.3%
Percent of Original List Price Received*	95.2%	95.6%	+ 0.4%	95.5%	96.2%	+ 0.7%
Days on Market Until Sale	55	68	+ 23.6%	62	61	- 1.6%
Inventory of Homes for Sale	788	700	- 11.2%	--	--	--

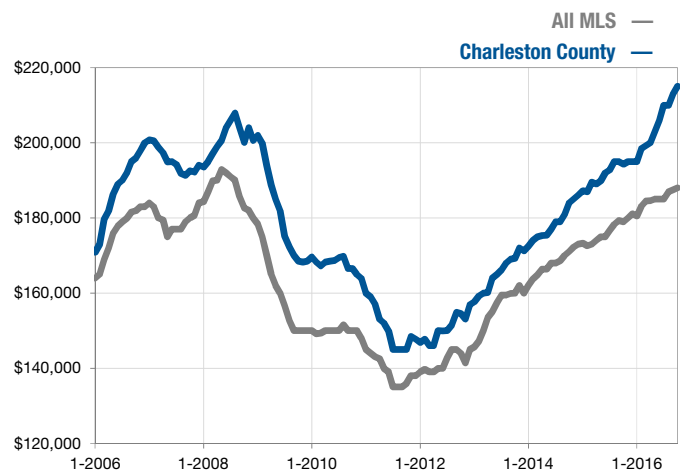
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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



Colleton County

Area 82

Single-Family Detached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	19	19	0.0%	249	280	+ 12.4%
Closed Sales	14	18	+ 28.6%	152	157	+ 3.3%
Median Sales Price*	\$132,500	\$126,250	- 4.7%	\$125,000	\$134,000	+ 7.2%
Average Sales Price*	\$170,783	\$145,027	- 15.1%	\$146,062	\$150,211	+ 2.8%
Percent of Original List Price Received*	91.7%	91.8%	+ 0.1%	88.2%	91.5%	+ 3.7%
Days on Market Until Sale	129	108	- 16.3%	128	121	- 5.5%
Inventory of Homes for Sale	172	154	- 10.5%	--	--	--

* 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.

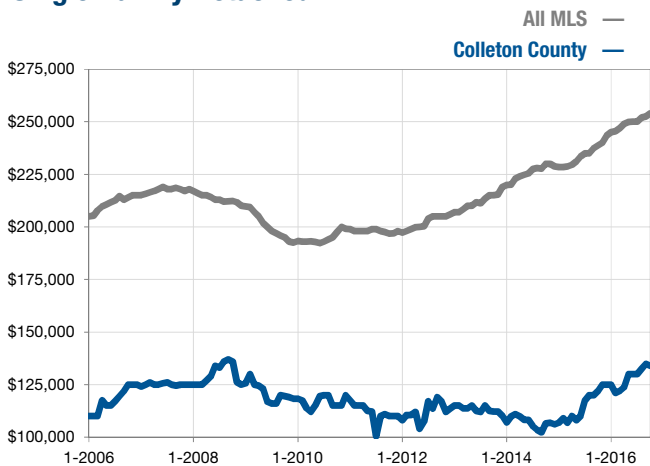
Townhouse-Condo Attached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
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	1	0	- 100.0%	--	--	--

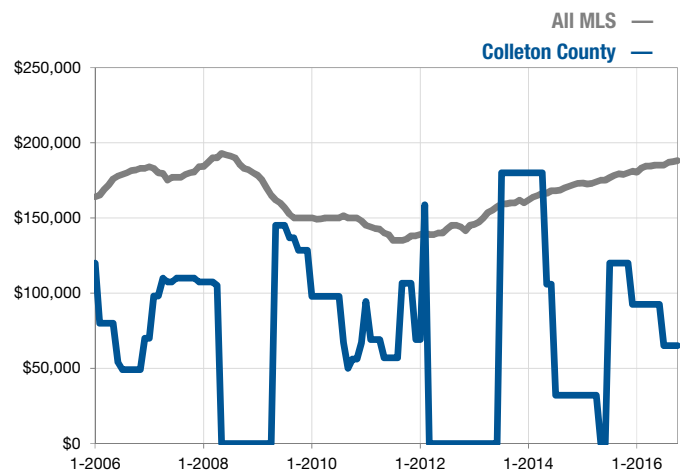
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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



Daniel Island

Area 77

Single-Family Detached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	20	24	+ 20.0%	227	254	+ 11.9%
Closed Sales	22	18	- 18.2%	197	156	- 20.8%
Median Sales Price*	\$712,181	\$708,195	- 0.6%	\$720,000	\$796,265	+ 10.6%
Average Sales Price*	\$740,787	\$834,165	+ 12.6%	\$853,380	\$887,793	+ 4.0%
Percent of Original List Price Received*	99.6%	99.6%	0.0%	98.6%	97.0%	- 1.6%
Days on Market Until Sale	39	12	- 69.2%	61	50	- 18.0%
Inventory of Homes for Sale	59	69	+ 16.9%	--	--	--

* 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.

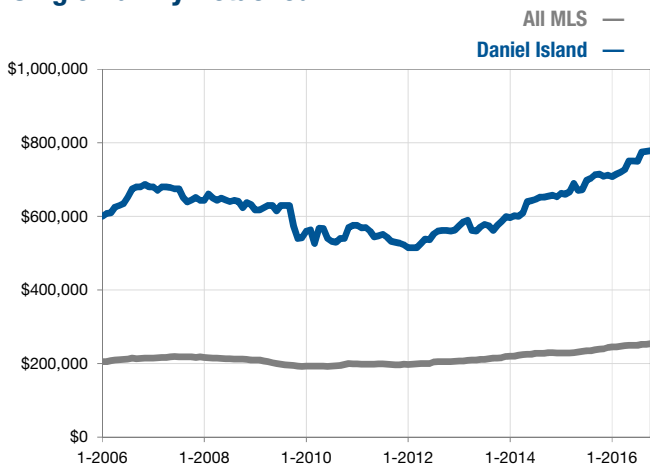
Townhouse-Condo Attached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	15	8	- 46.7%	139	136	- 2.2%
Closed Sales	12	6	- 50.0%	107	100	- 6.5%
Median Sales Price*	\$310,000	\$239,500	- 22.7%	\$299,000	\$253,250	- 15.3%
Average Sales Price*	\$408,325	\$320,500	- 21.5%	\$344,330	\$337,638	- 1.9%
Percent of Original List Price Received*	94.1%	93.3%	- 0.9%	95.7%	96.5%	+ 0.8%
Days on Market Until Sale	67	202	+ 201.5%	51	65	+ 27.5%
Inventory of Homes for Sale	33	39	+ 18.2%	--	--	--

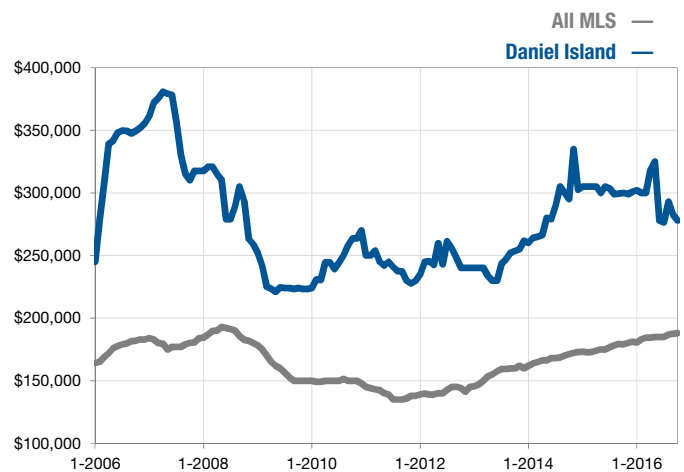
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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



Dorchester County

County: DOR

Single-Family Detached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	219	244	+ 11.4%	3,204	3,345	+ 4.4%
Closed Sales	216	251	+ 16.2%	2,279	2,542	+ 11.5%
Median Sales Price*	\$203,800	\$220,000	+ 7.9%	\$198,000	\$211,130	+ 6.6%
Average Sales Price*	\$217,443	\$238,580	+ 9.7%	\$215,836	\$226,571	+ 5.0%
Percent of Original List Price Received*	96.6%	97.5%	+ 0.9%	96.7%	97.3%	+ 0.6%
Days on Market Until Sale	52	42	- 19.2%	56	53	- 5.4%
Inventory of Homes for Sale	931	708	- 24.0%	--	--	--

* 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.

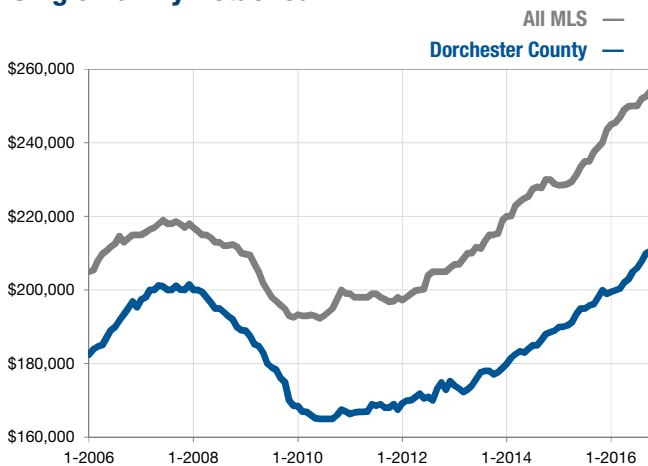
Townhouse-Condo Attached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	21	31	+ 47.6%	382	370	- 3.1%
Closed Sales	20	25	+ 25.0%	219	306	+ 39.7%
Median Sales Price*	\$142,310	\$150,717	+ 5.9%	\$126,000	\$135,000	+ 7.1%
Average Sales Price*	\$140,036	\$154,131	+ 10.1%	\$131,210	\$137,245	+ 4.6%
Percent of Original List Price Received*	96.7%	98.0%	+ 1.3%	95.7%	97.2%	+ 1.6%
Days on Market Until Sale	68	35	- 48.5%	62	65	+ 4.8%
Inventory of Homes for Sale	125	61	- 51.2%	--	--	--

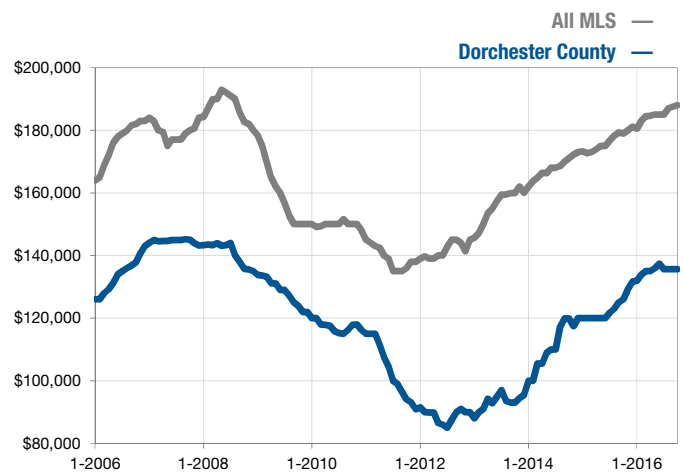
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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



Dorchester Road Corridor

Area 61

Single-Family Detached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	70	78	+ 11.4%	1,034	1,024	- 1.0%
Closed Sales	64	74	+ 15.6%	695	786	+ 13.1%
Median Sales Price*	\$207,000	\$226,250	+ 9.3%	\$195,000	\$212,220	+ 8.8%
Average Sales Price*	\$227,642	\$254,222	+ 11.7%	\$211,668	\$224,926	+ 6.3%
Percent of Original List Price Received*	96.7%	98.2%	+ 1.6%	97.0%	97.4%	+ 0.4%
Days on Market Until Sale	36	37	+ 2.8%	43	50	+ 16.3%
Inventory of Homes for Sale	286	205	- 28.3%	--	--	--

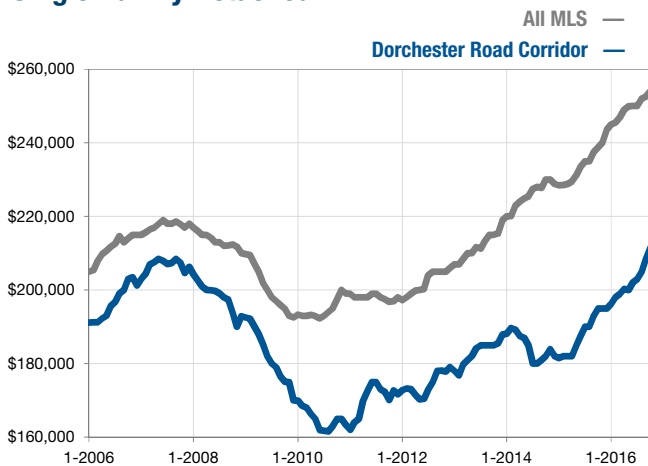
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	12	15	+ 25.0%	228	211	- 7.5%
Closed Sales	11	18	+ 63.6%	119	173	+ 45.4%
Median Sales Price*	\$148,900	\$174,000	+ 16.9%	\$135,310	\$149,000	+ 10.1%
Average Sales Price*	\$143,133	\$165,658	+ 15.7%	\$136,379	\$147,758	+ 8.3%
Percent of Original List Price Received*	95.6%	97.7%	+ 2.2%	95.4%	97.9%	+ 2.6%
Days on Market Until Sale	94	31	- 67.0%	65	68	+ 4.6%
Inventory of Homes for Sale	77	32	- 58.4%	--	--	--

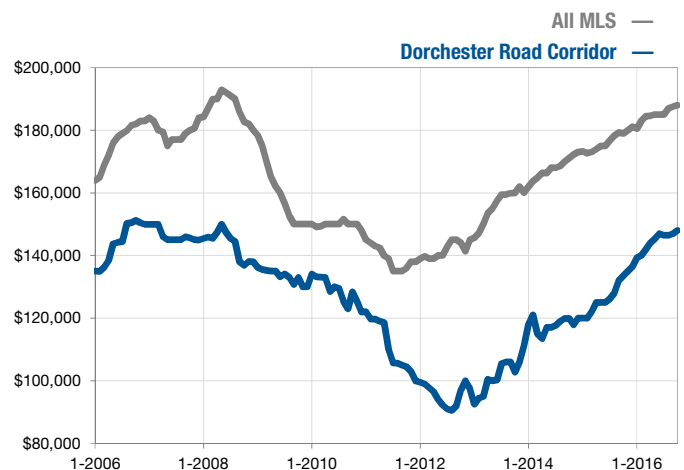
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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



Downtown Charleston

Area 51

Single-Family Detached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	22	20	- 9.1%	235	267	+ 13.6%
Closed Sales	13	8	- 38.5%	183	179	- 2.2%
Median Sales Price*	\$920,000	\$1,862,500	+ 102.4%	\$725,000	\$815,000	+ 12.4%
Average Sales Price*	\$1,322,515	\$2,027,326	+ 53.3%	\$1,034,966	\$1,184,958	+ 14.5%
Percent of Original List Price Received*	92.0%	94.9%	+ 3.2%	92.9%	93.6%	+ 0.8%
Days on Market Until Sale	127	119	- 6.3%	102	89	- 12.7%
Inventory of Homes for Sale	126	111	- 11.9%	--	--	--

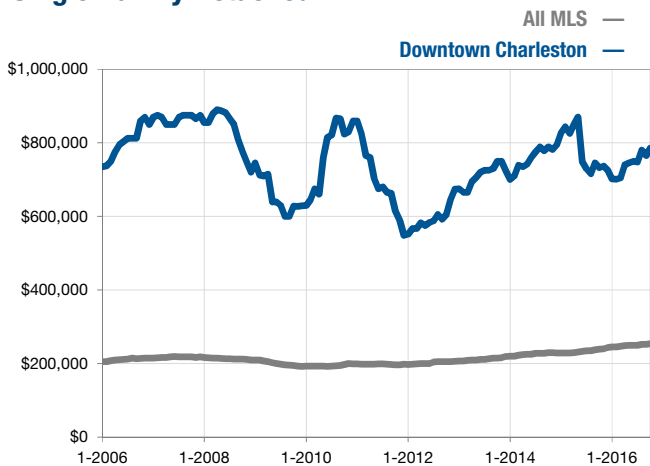
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	20	25	+ 25.0%	220	265	+ 20.5%
Closed Sales	11	17	+ 54.5%	137	184	+ 34.3%
Median Sales Price*	\$450,000	\$815,000	+ 81.1%	\$493,500	\$531,500	+ 7.7%
Average Sales Price*	\$503,818	\$1,053,794	+ 109.2%	\$630,044	\$664,206	+ 5.4%
Percent of Original List Price Received*	89.2%	94.4%	+ 5.8%	93.0%	94.2%	+ 1.3%
Days on Market Until Sale	108	198	+ 83.3%	113	119	+ 5.3%
Inventory of Homes for Sale	125	110	- 12.0%	--	--	--

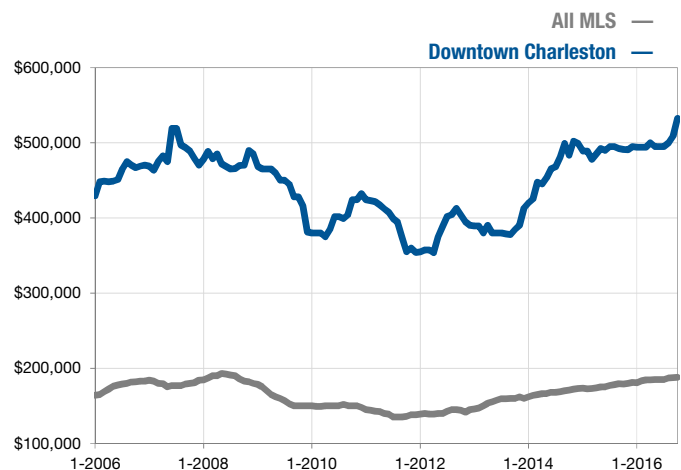
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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Edisto Area

Areas 26, 27 & 28

Single-Family Detached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	11	4	- 63.6%	144	132	- 8.3%
Closed Sales	10	4	- 60.0%	91	94	+ 3.3%
Median Sales Price*	\$359,000	\$289,500	- 19.4%	\$410,000	\$401,250	- 2.1%
Average Sales Price*	\$382,035	\$368,500	- 3.5%	\$467,661	\$448,920	- 4.0%
Percent of Original List Price Received*	91.2%	90.5%	- 0.8%	91.2%	92.7%	+ 1.6%
Days on Market Until Sale	108	108	0.0%	168	146	- 13.1%
Inventory of Homes for Sale	108	91	- 15.7%	--	--	--

* 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.

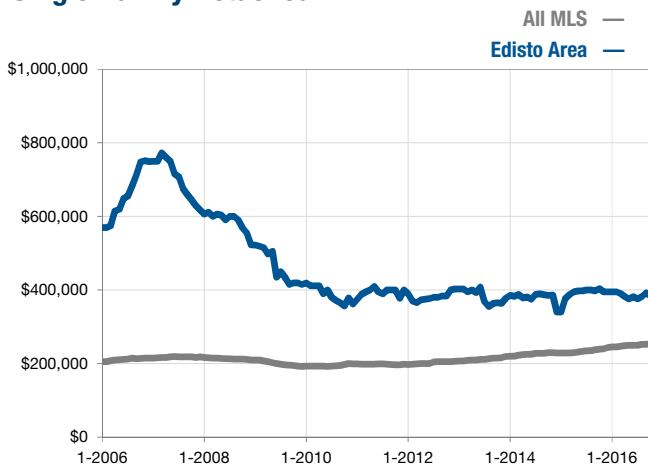
Townhouse-Condo Attached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	1	1	0.0%	37	34	- 8.1%
Closed Sales	4	2	- 50.0%	28	20	- 28.6%
Median Sales Price*	\$119,500	\$307,250	+ 157.1%	\$161,000	\$135,750	- 15.7%
Average Sales Price*	\$153,200	\$307,250	+ 100.6%	\$170,071	\$164,490	- 3.3%
Percent of Original List Price Received*	93.8%	96.6%	+ 3.0%	93.1%	89.2%	- 4.2%
Days on Market Until Sale	259	79	- 69.5%	125	147	+ 17.6%
Inventory of Homes for Sale	17	24	+ 41.2%	--	--	--

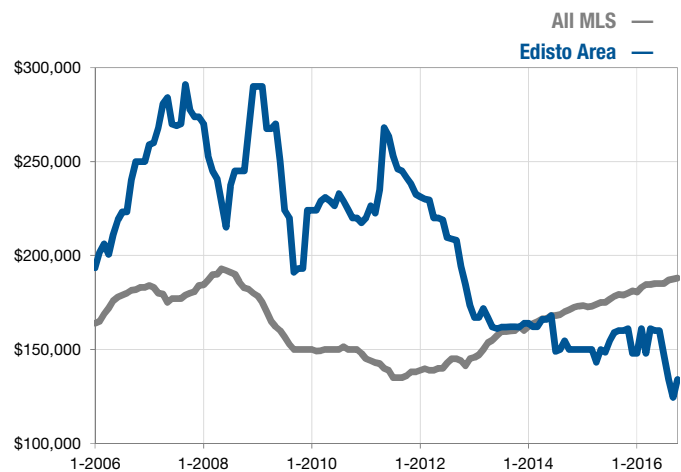
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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Folly Beach

Area 22

Single-Family Detached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	3	4	+ 33.3%	114	124	+ 8.8%
Closed Sales	4	7	+ 75.0%	69	72	+ 4.3%
Median Sales Price*	\$783,250	\$575,000	- 26.6%	\$570,000	\$615,000	+ 7.9%
Average Sales Price*	\$791,625	\$512,429	- 35.3%	\$638,826	\$680,424	+ 6.5%
Percent of Original List Price Received*	78.5%	88.6%	+ 12.9%	90.8%	93.2%	+ 2.6%
Days on Market Until Sale	74	109	+ 47.3%	133	113	- 15.0%
Inventory of Homes for Sale	68	60	- 11.8%	--	--	--

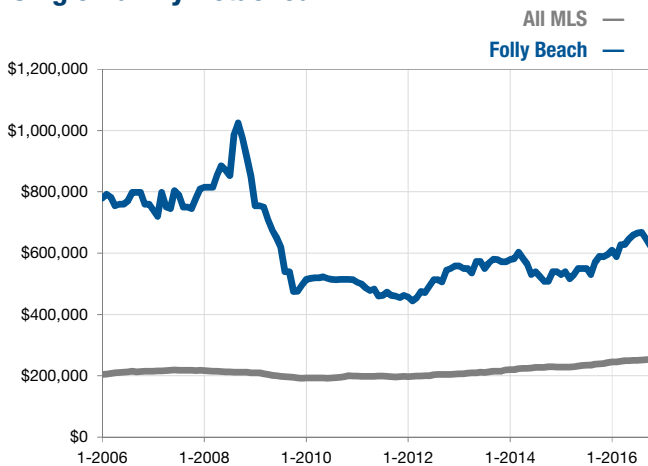
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	5	3	- 40.0%	80	60	- 25.0%
Closed Sales	3	3	0.0%	51	52	+ 2.0%
Median Sales Price*	\$290,000	\$442,500	+ 52.6%	\$370,000	\$367,500	- 0.7%
Average Sales Price*	\$293,000	\$422,833	+ 44.3%	\$357,872	\$386,581	+ 8.0%
Percent of Original List Price Received*	96.3%	96.3%	0.0%	95.8%	94.3%	- 1.6%
Days on Market Until Sale	45	100	+ 122.2%	76	80	+ 5.3%
Inventory of Homes for Sale	38	20	- 47.4%	--	--	--

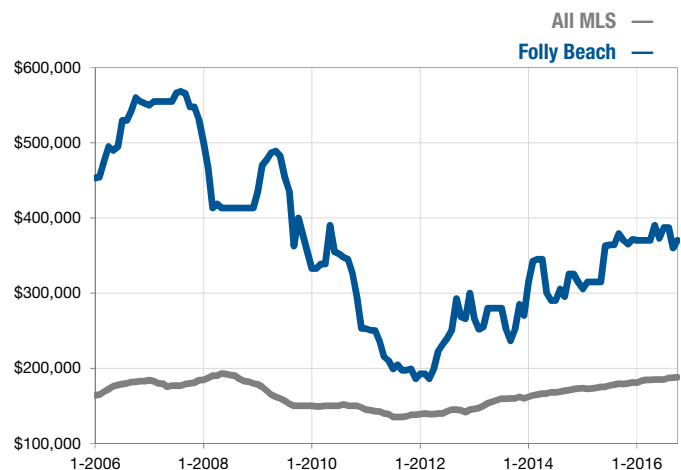
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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Goose Creek / Monck's Corner

Areas 72, 73 & 74

Single-Family Detached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	225	238	+ 5.8%	2,771	2,755	- 0.6%
Closed Sales	173	204	+ 17.9%	1,855	2,303	+ 24.2%
Median Sales Price*	\$198,000	\$217,700	+ 9.9%	\$193,000	\$212,065	+ 9.9%
Average Sales Price*	\$199,661	\$230,411	+ 15.4%	\$198,661	\$218,240	+ 9.9%
Percent of Original List Price Received*	97.7%	97.5%	- 0.2%	97.5%	98.4%	+ 0.9%
Days on Market Until Sale	43	48	+ 11.6%	51	52	+ 2.0%
Inventory of Homes for Sale	847	507	- 40.1%	--	--	--

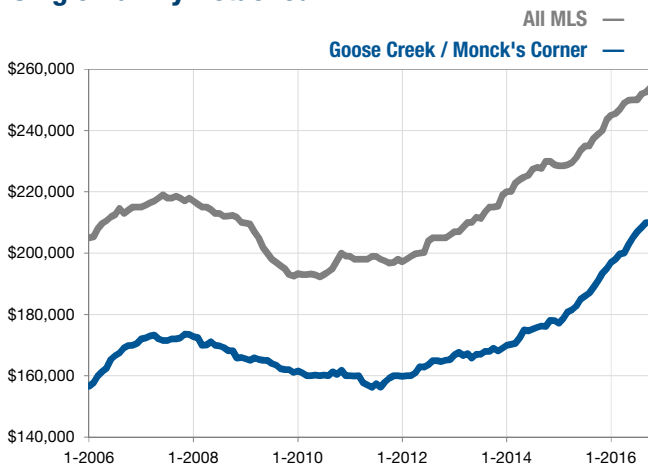
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	26	26	0.0%	212	359	+ 69.3%
Closed Sales	14	21	+ 50.0%	150	246	+ 64.0%
Median Sales Price*	\$124,700	\$134,000	+ 7.5%	\$119,450	\$129,000	+ 8.0%
Average Sales Price*	\$118,739	\$130,111	+ 9.6%	\$119,756	\$131,131	+ 9.5%
Percent of Original List Price Received*	95.2%	95.0%	- 0.2%	96.8%	97.0%	+ 0.2%
Days on Market Until Sale	27	66	+ 144.4%	60	50	- 16.7%
Inventory of Homes for Sale	72	71	- 1.4%	--	--	--

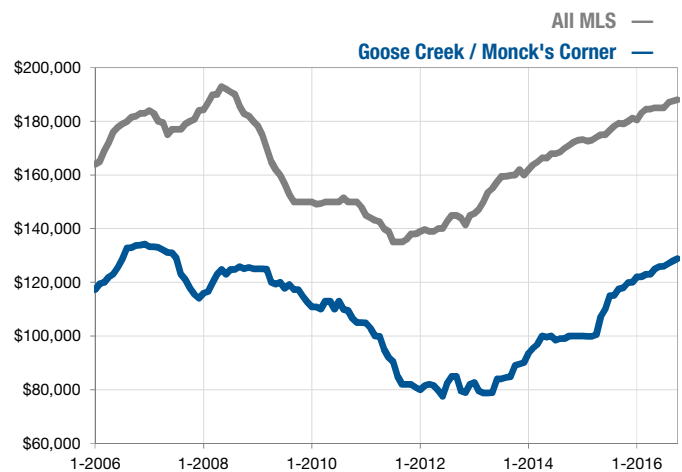
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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



Greater North Charleston

Areas 31 & 32

Single-Family Detached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	84	122	+ 45.2%	1,202	1,199	- 0.2%
Closed Sales	103	74	- 28.2%	967	935	- 3.3%
Median Sales Price*	\$173,900	\$170,000	- 2.2%	\$163,410	\$174,950	+ 7.1%
Average Sales Price*	\$168,788	\$162,723	- 3.6%	\$158,901	\$172,738	+ 8.7%
Percent of Original List Price Received*	95.4%	95.8%	+ 0.4%	96.1%	96.2%	+ 0.1%
Days on Market Until Sale	57	38	- 33.3%	49	42	- 14.3%
Inventory of Homes for Sale	343	221	- 35.6%	--	--	--

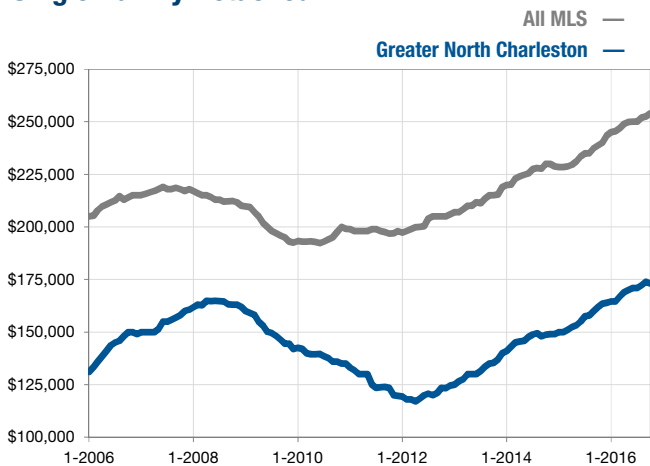
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	17	14	- 17.6%	203	217	+ 6.9%
Closed Sales	23	26	+ 13.0%	163	183	+ 12.3%
Median Sales Price*	\$118,500	\$101,010	- 14.8%	\$104,000	\$106,000	+ 1.9%
Average Sales Price*	\$117,295	\$183,980	+ 56.9%	\$110,564	\$131,178	+ 18.6%
Percent of Original List Price Received*	96.7%	95.5%	- 1.2%	94.3%	95.0%	+ 0.7%
Days on Market Until Sale	43	40	- 7.0%	66	44	- 33.3%
Inventory of Homes for Sale	56	36	- 35.7%	--	--	--

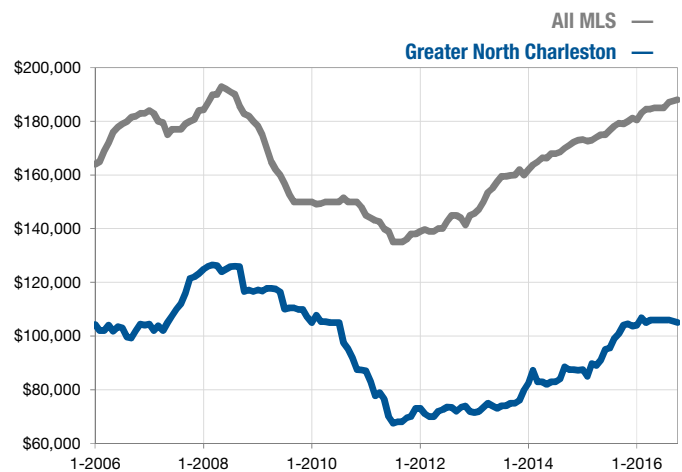
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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Greater Summerville Area

Areas 62 & 63

Single-Family Detached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	141	162	+ 14.9%	2,089	2,254	+ 7.9%
Closed Sales	149	171	+ 14.8%	1,542	1,711	+ 11.0%
Median Sales Price*	\$203,800	\$215,000	+ 5.5%	\$200,858	\$212,220	+ 5.7%
Average Sales Price*	\$214,489	\$236,189	+ 10.1%	\$219,303	\$229,436	+ 4.6%
Percent of Original List Price Received*	96.6%	97.6%	+ 1.0%	96.8%	97.4%	+ 0.6%
Days on Market Until Sale	58	43	- 25.9%	61	54	- 11.5%
Inventory of Homes for Sale	596	470	- 21.1%	--	--	--

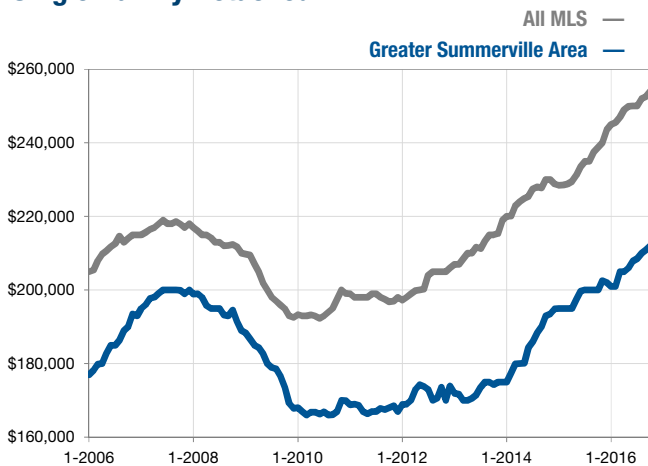
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	9	16	+ 77.8%	154	159	+ 3.2%
Closed Sales	9	7	- 22.2%	100	133	+ 33.0%
Median Sales Price*	\$138,000	\$132,760	- 3.8%	\$119,990	\$126,175	+ 5.2%
Average Sales Price*	\$136,252	\$124,491	- 8.6%	\$125,059	\$123,571	- 1.2%
Percent of Original List Price Received*	98.1%	98.5%	+ 0.4%	96.0%	96.3%	+ 0.3%
Days on Market Until Sale	36	46	+ 27.8%	58	61	+ 5.2%
Inventory of Homes for Sale	48	29	- 39.6%	--	--	--

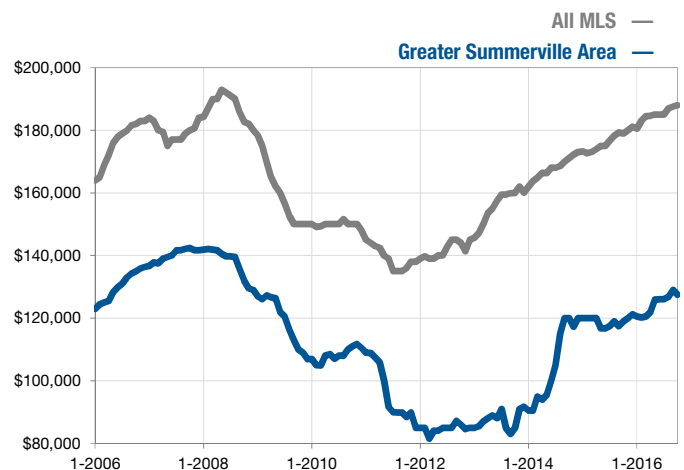
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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Hanahan

Area 71

Single-Family Detached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	28	17	- 39.3%	353	296	- 16.1%
Closed Sales	21	15	- 28.6%	308	262	- 14.9%
Median Sales Price*	\$228,000	\$215,000	- 5.7%	\$229,250	\$236,000	+ 2.9%
Average Sales Price*	\$225,887	\$255,367	+ 13.1%	\$232,350	\$241,277	+ 3.8%
Percent of Original List Price Received*	96.1%	96.1%	0.0%	96.5%	96.3%	- 0.2%
Days on Market Until Sale	38	41	+ 7.9%	53	44	- 17.0%
Inventory of Homes for Sale	90	52	- 42.2%	--	--	--

* 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.

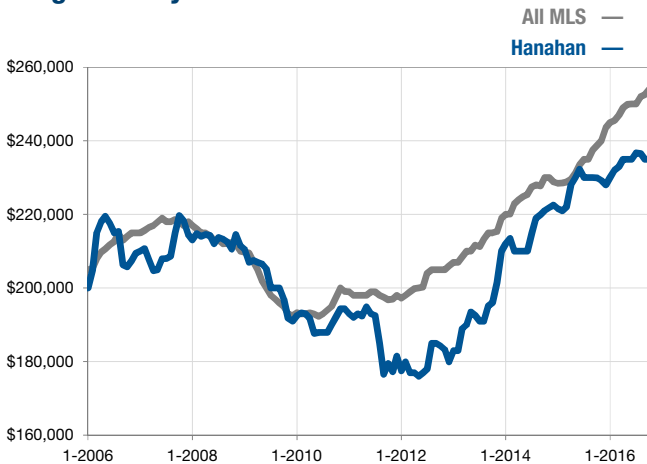
Townhouse-Condo Attached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	1	1	0.0%	38	25	- 34.2%
Closed Sales	3	1	- 66.7%	30	21	- 30.0%
Median Sales Price*	\$157,000	\$299,900	+ 91.0%	\$123,250	\$124,000	+ 0.6%
Average Sales Price*	\$204,967	\$299,900	+ 46.3%	\$159,657	\$159,455	- 0.1%
Percent of Original List Price Received*	97.5%	100.0%	+ 2.6%	95.2%	97.3%	+ 2.2%
Days on Market Until Sale	66	290	+ 339.4%	50	64	+ 28.0%
Inventory of Homes for Sale	7	8	+ 14.3%	--	--	--

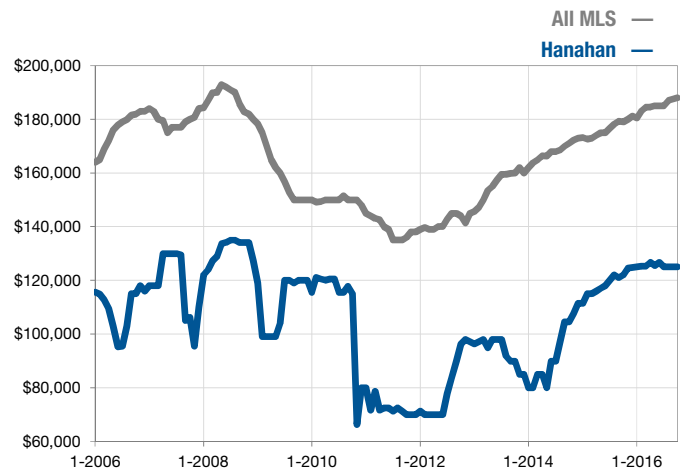
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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Hollywood / Ravenel / Meggett Area

Area 13

Single-Family Detached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	20	15	- 25.0%	212	251	+ 18.4%
Closed Sales	13	11	- 15.4%	99	119	+ 20.2%
Median Sales Price*	\$357,492	\$336,132	- 6.0%	\$355,000	\$336,132	- 5.3%
Average Sales Price*	\$373,994	\$310,755	- 16.9%	\$372,977	\$373,812	+ 0.2%
Percent of Original List Price Received*	95.4%	90.4%	- 5.2%	93.6%	93.9%	+ 0.3%
Days on Market Until Sale	49	62	+ 26.5%	90	85	- 5.6%
Inventory of Homes for Sale	129	101	- 21.7%	--	--	--

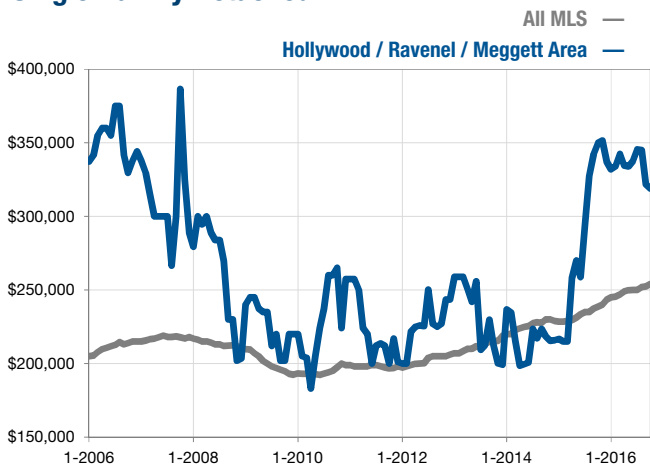
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	0	0	--	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	4	7	+ 75.0%	--	--	--

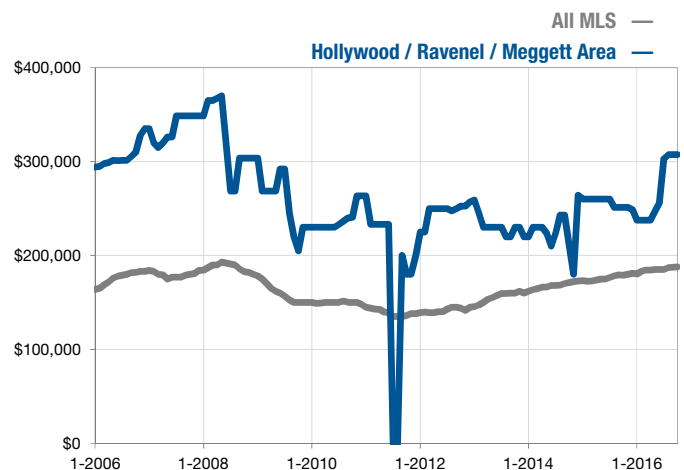
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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Isle of Palms

Areas 44 & 45

Single-Family Detached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	21	21	0.0%	225	238	+ 5.8%
Closed Sales	15	17	+ 13.3%	153	147	- 3.9%
Median Sales Price*	\$800,000	\$780,000	- 2.5%	\$809,000	\$898,900	+ 11.1%
Average Sales Price*	\$871,667	\$963,967	+ 10.6%	\$1,017,249	\$1,226,967	+ 20.6%
Percent of Original List Price Received*	88.9%	91.1%	+ 2.5%	90.9%	91.2%	+ 0.3%
Days on Market Until Sale	93	131	+ 40.9%	134	145	+ 8.2%
Inventory of Homes for Sale	138	131	- 5.1%	--	--	--

* 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	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	11	6	- 45.5%	109	121	+ 11.0%
Closed Sales	6	10	+ 66.7%	58	61	+ 5.2%
Median Sales Price*	\$525,000	\$567,500	+ 8.1%	\$457,375	\$487,500	+ 6.6%
Average Sales Price*	\$521,667	\$638,380	+ 22.4%	\$449,741	\$505,222	+ 12.3%
Percent of Original List Price Received*	88.2%	90.3%	+ 2.4%	92.5%	92.8%	+ 0.3%
Days on Market Until Sale	82	131	+ 59.8%	136	114	- 16.2%
Inventory of Homes for Sale	86	76	- 11.6%	--	--	--

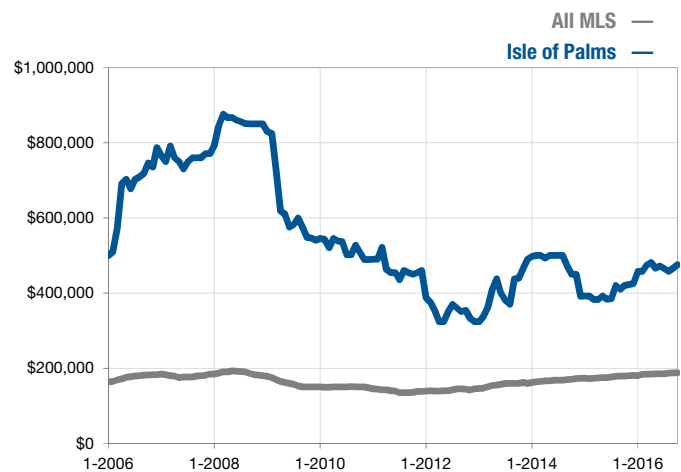
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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James Island

Area 21

Single-Family Detached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	56	41	- 26.8%	777	754	- 3.0%
Closed Sales	57	39	- 31.6%	657	581	- 11.6%
Median Sales Price*	\$285,000	\$332,000	+ 16.5%	\$304,500	\$310,825	+ 2.1%
Average Sales Price*	\$347,071	\$440,623	+ 27.0%	\$349,873	\$352,027	+ 0.6%
Percent of Original List Price Received*	95.8%	95.2%	- 0.6%	96.1%	96.6%	+ 0.5%
Days on Market Until Sale	35	34	- 2.9%	48	40	- 16.7%
Inventory of Homes for Sale	183	157	- 14.2%	--	--	--

* 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.

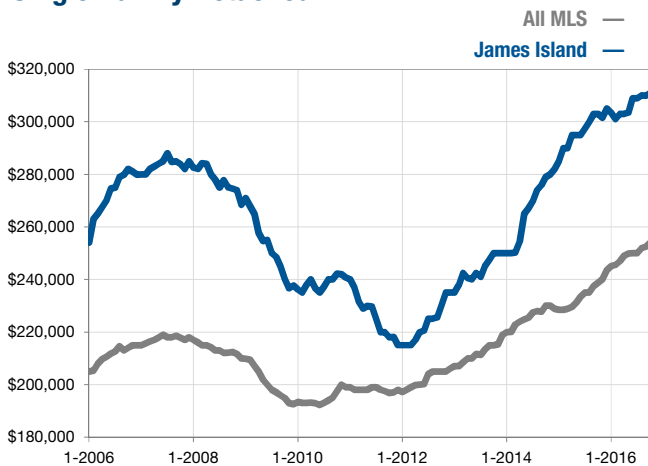
Townhouse-Condo Attached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	15	17	+ 13.3%	194	242	+ 24.7%
Closed Sales	15	9	- 40.0%	133	191	+ 43.6%
Median Sales Price*	\$155,000	\$189,500	+ 22.3%	\$170,000	\$176,500	+ 3.8%
Average Sales Price*	\$154,943	\$176,611	+ 14.0%	\$174,854	\$173,003	- 1.1%
Percent of Original List Price Received*	94.1%	95.6%	+ 1.6%	95.8%	96.1%	+ 0.3%
Days on Market Until Sale	28	37	+ 32.1%	50	45	- 10.0%
Inventory of Homes for Sale	49	49	0.0%	--	--	--

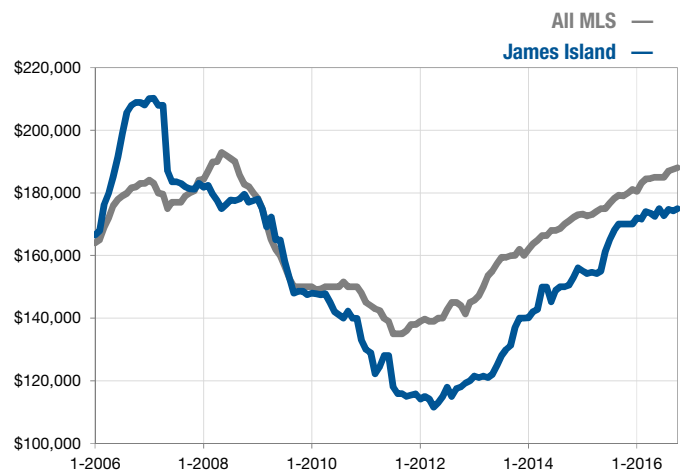
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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Johns Island

Area 23

Single-Family Detached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	45	45	0.0%	639	629	- 1.6%
Closed Sales	30	32	+ 6.7%	398	475	+ 19.3%
Median Sales Price*	\$275,398	\$306,620	+ 11.3%	\$265,000	\$287,500	+ 8.5%
Average Sales Price*	\$297,650	\$374,547	+ 25.8%	\$331,543	\$331,701	+ 0.0%
Percent of Original List Price Received*	97.7%	100.7%	+ 3.1%	97.3%	98.7%	+ 1.4%
Days on Market Until Sale	65	46	- 29.2%	55	48	- 12.7%
Inventory of Homes for Sale	212	187	- 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.

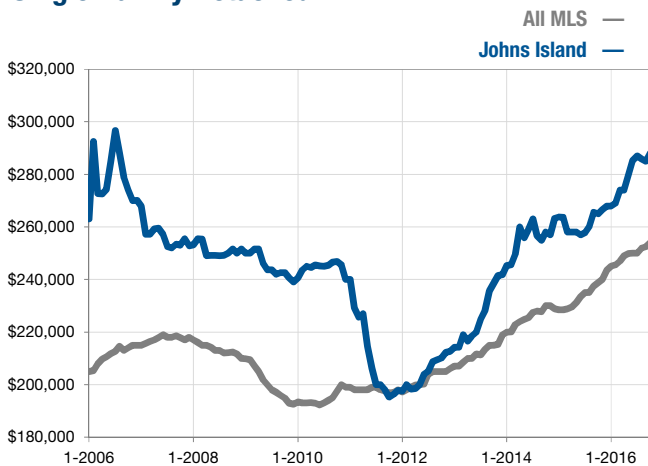
Townhouse-Condo Attached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	4	4	0.0%	70	85	+ 21.4%
Closed Sales	4	5	+ 25.0%	50	63	+ 26.0%
Median Sales Price*	\$149,950	\$190,000	+ 26.7%	\$197,000	\$210,000	+ 6.6%
Average Sales Price*	\$149,975	\$187,860	+ 25.3%	\$187,060	\$202,059	+ 8.0%
Percent of Original List Price Received*	99.9%	97.2%	- 2.7%	96.7%	97.4%	+ 0.7%
Days on Market Until Sale	15	80	+ 433.3%	49	48	- 2.0%
Inventory of Homes for Sale	16	19	+ 18.8%	--	--	--

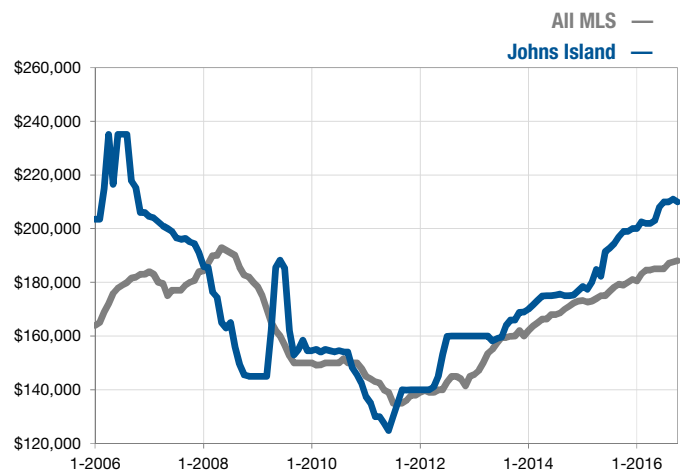
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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Kiawah

Area 25

Single-Family Detached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	6	2	- 66.7%	57	80	+ 40.4%
Closed Sales	2	4	+ 100.0%	35	25	- 28.6%
Median Sales Price*	\$1,647,500	\$772,500	- 53.1%	\$950,000	\$916,000	- 3.6%
Average Sales Price*	\$1,647,500	\$898,750	- 45.4%	\$1,190,000	\$1,074,440	- 9.7%
Percent of Original List Price Received*	91.3%	83.3%	- 8.8%	90.7%	89.8%	- 1.0%
Days on Market Until Sale	472	116	- 75.4%	182	138	- 24.2%
Inventory of Homes for Sale	48	57	+ 18.8%	--	--	--

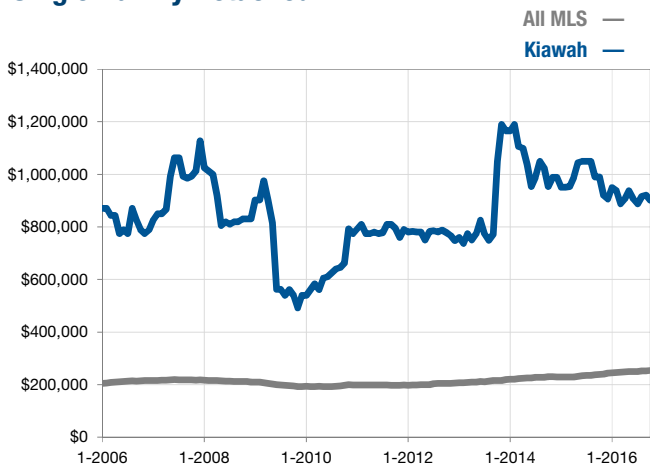
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	3	2	- 33.3%	51	61	+ 19.6%
Closed Sales	3	1	- 66.7%	24	23	- 4.2%
Median Sales Price*	\$397,399	\$775,000	+ 95.0%	\$388,825	\$319,500	- 17.8%
Average Sales Price*	\$345,133	\$775,000	+ 124.6%	\$401,852	\$414,326	+ 3.1%
Percent of Original List Price Received*	72.8%	93.5%	+ 28.4%	88.2%	91.9%	+ 4.2%
Days on Market Until Sale	151	82	- 45.7%	172	157	- 8.7%
Inventory of Homes for Sale	52	53	+ 1.9%	--	--	--

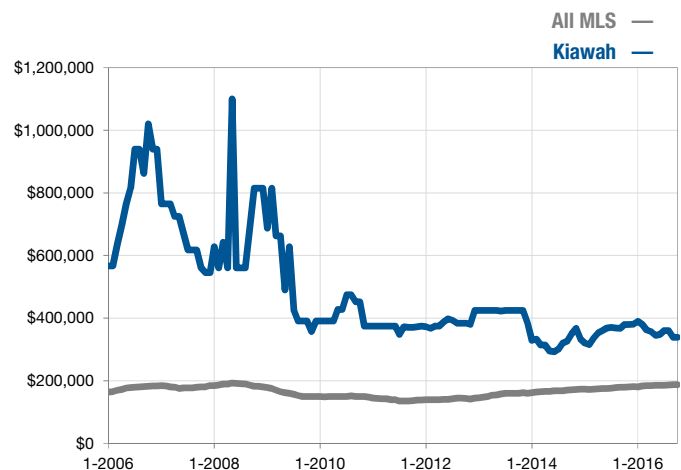
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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Lower Mount Pleasant

Area 42

Single-Family Detached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	71	63	- 11.3%	942	1,014	+ 7.6%
Closed Sales	58	53	- 8.6%	698	749	+ 7.3%
Median Sales Price*	\$518,000	\$540,000	+ 4.2%	\$485,000	\$485,000	0.0%
Average Sales Price*	\$609,600	\$609,460	- 0.0%	\$588,237	\$602,379	+ 2.4%
Percent of Original List Price Received*	94.7%	94.4%	- 0.3%	95.3%	94.9%	- 0.4%
Days on Market Until Sale	46	52	+ 13.0%	48	59	+ 22.9%
Inventory of Homes for Sale	247	228	- 7.7%	--	--	--

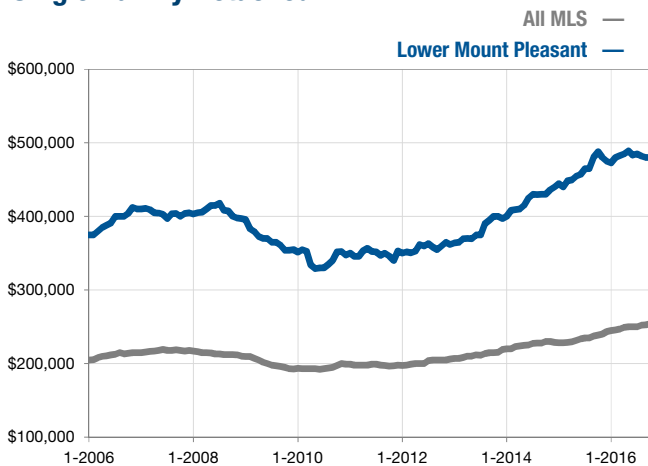
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	23	36	+ 56.5%	382	474	+ 24.1%
Closed Sales	20	32	+ 60.0%	297	344	+ 15.8%
Median Sales Price*	\$219,000	\$212,500	- 3.0%	\$200,000	\$231,500	+ 15.8%
Average Sales Price*	\$281,834	\$325,838	+ 15.6%	\$267,627	\$368,711	+ 37.8%
Percent of Original List Price Received*	96.3%	95.7%	- 0.6%	96.0%	96.7%	+ 0.7%
Days on Market Until Sale	25	50	+ 100.0%	42	48	+ 14.3%
Inventory of Homes for Sale	78	112	+ 43.6%	--	--	--

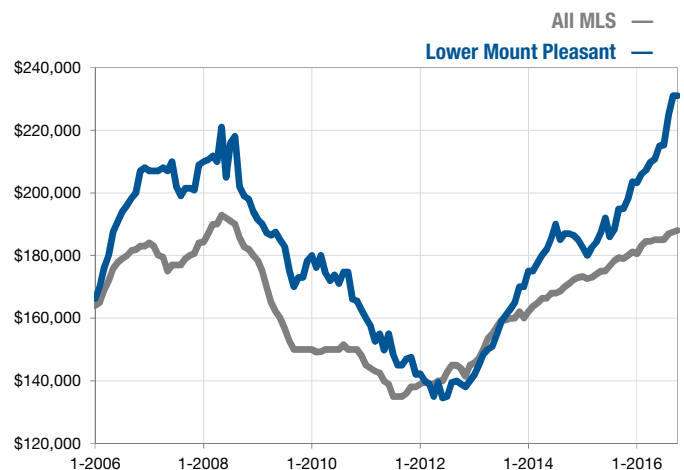
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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Rural Berkeley County

Area 75

Single-Family Detached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	6	12	+ 100.0%	111	145	+ 30.6%
Closed Sales	4	11	+ 175.0%	57	89	+ 56.1%
Median Sales Price*	\$224,750	\$162,000	- 27.9%	\$180,000	\$159,000	- 11.7%
Average Sales Price*	\$272,500	\$167,591	- 38.5%	\$208,213	\$172,221	- 17.3%
Percent of Original List Price Received*	89.1%	94.1%	+ 5.6%	92.4%	90.3%	- 2.3%
Days on Market Until Sale	92	36	- 60.9%	73	79	+ 8.2%
Inventory of Homes for Sale	52	51	- 1.9%	--	--	--

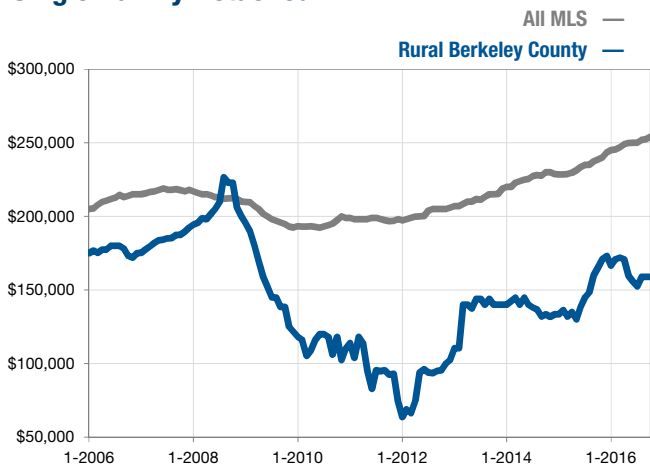
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	October			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	--	--	--	--

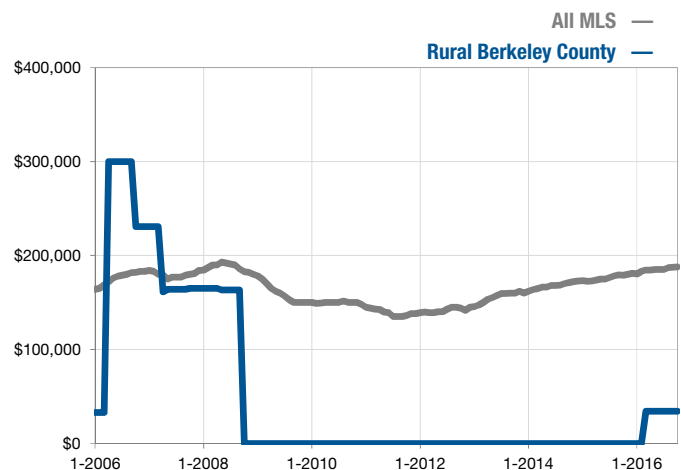
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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Seabrook Island

Area 30

Single-Family Detached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	11	3	- 72.7%	120	121	+ 0.8%
Closed Sales	7	4	- 42.9%	59	68	+ 15.3%
Median Sales Price*	\$457,000	\$734,000	+ 60.6%	\$525,000	\$636,000	+ 21.1%
Average Sales Price*	\$607,643	\$985,250	+ 62.1%	\$626,610	\$753,168	+ 20.2%
Percent of Original List Price Received*	89.6%	86.2%	- 3.8%	88.4%	88.0%	- 0.5%
Days on Market Until Sale	231	206	- 10.8%	238	211	- 11.3%
Inventory of Homes for Sale	96	95	- 1.0%	--	--	--

* 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.

Townhouse-Condo Attached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	4	3	- 25.0%	105	98	- 6.7%
Closed Sales	4	4	0.0%	38	47	+ 23.7%
Median Sales Price*	\$154,112	\$372,500	+ 141.7%	\$176,800	\$225,000	+ 27.3%
Average Sales Price*	\$166,306	\$365,975	+ 120.1%	\$313,734	\$258,485	- 17.6%
Percent of Original List Price Received*	80.6%	96.5%	+ 19.7%	90.1%	91.5%	+ 1.6%
Days on Market Until Sale	230	157	- 31.7%	127	167	+ 31.5%
Inventory of Homes for Sale	82	71	- 13.4%	--	--	--

* 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 – October 2016

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St. George / Rural Dorchester County

Area 64

Single-Family Detached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	8	4	- 50.0%	80	68	- 15.0%
Closed Sales	3	6	+ 100.0%	42	45	+ 7.1%
Median Sales Price*	\$155,000	\$107,500	- 30.6%	\$130,000	\$133,000	+ 2.3%
Average Sales Price*	\$150,000	\$113,817	- 24.1%	\$156,501	\$146,407	- 6.5%
Percent of Original List Price Received*	88.8%	87.8%	- 1.1%	90.7%	92.0%	+ 1.4%
Days on Market Until Sale	81	58	- 28.4%	88	82	- 6.8%
Inventory of Homes for Sale	49	34	- 30.6%	--	--	--

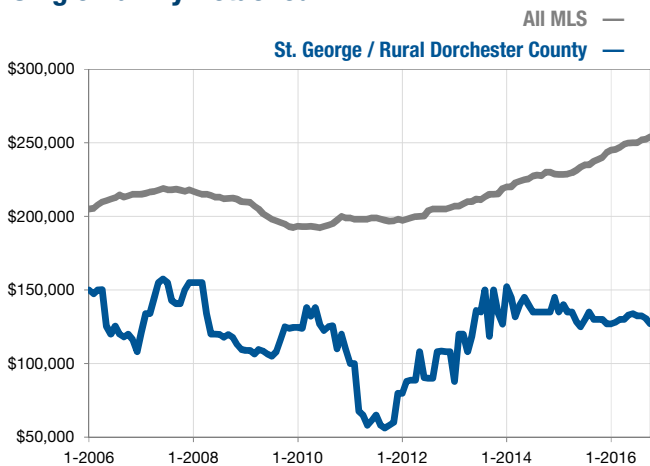
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	October			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	--	--	--	--

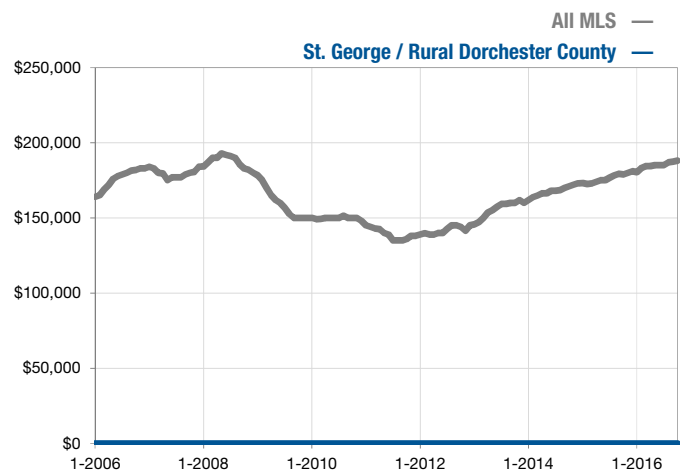
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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Sullivan's Island

Area 43

Single-Family Detached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	1	4	+ 300.0%	78	77	- 1.3%
Closed Sales	4	4	0.0%	44	50	+ 13.6%
Median Sales Price*	\$975,000	\$1,555,000	+ 59.5%	\$1,411,000	\$1,468,750	+ 4.1%
Average Sales Price*	\$995,250	\$1,731,975	+ 74.0%	\$1,618,333	\$1,553,259	- 4.0%
Percent of Original List Price Received*	81.3%	96.1%	+ 18.2%	91.0%	89.7%	- 1.4%
Days on Market Until Sale	224	52	- 76.8%	145	125	- 13.8%
Inventory of Homes for Sale	38	35	- 7.9%	--	--	--

* 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.

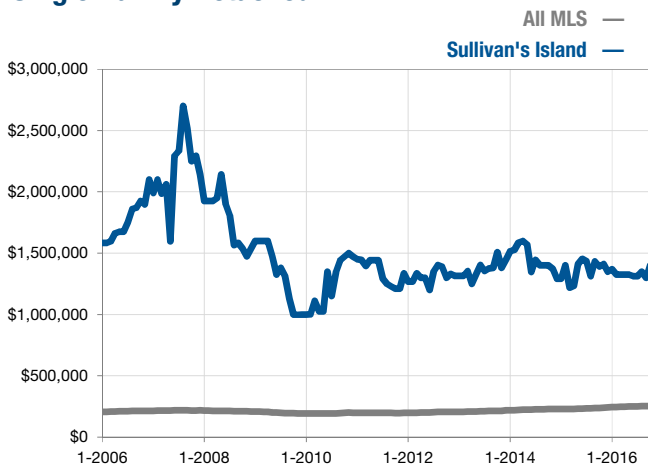
Townhouse-Condo Attached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	1	0	- 100.0%	7	6	- 14.3%
Closed Sales	0	0	--	3	4	+ 33.3%
Median Sales Price*	\$0	\$0	--	\$500,000	\$525,000	+ 5.0%
Average Sales Price*	\$0	\$0	--	\$501,667	\$495,000	- 1.3%
Percent of Original List Price Received*	0.0%	0.0%	--	90.0%	97.1%	+ 7.9%
Days on Market Until Sale	0	0	--	308	107	- 65.3%
Inventory of Homes for Sale	6	5	- 16.7%	--	--	--

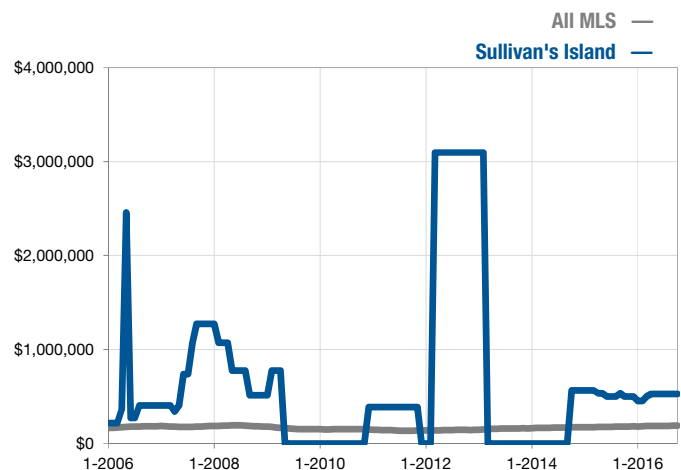
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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



Upper Charleston Peninsula

Area 52

Single-Family Detached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	17	12	- 29.4%	181	195	+ 7.7%
Closed Sales	9	16	+ 77.8%	160	147	- 8.1%
Median Sales Price*	\$315,000	\$261,500	- 17.0%	\$345,000	\$400,000	+ 15.9%
Average Sales Price*	\$340,556	\$315,393	- 7.4%	\$356,577	\$417,716	+ 17.1%
Percent of Original List Price Received*	94.3%	98.1%	+ 4.0%	95.3%	94.9%	- 0.4%
Days on Market Until Sale	28	22	- 21.4%	51	41	- 19.6%
Inventory of Homes for Sale	41	34	- 17.1%	--	--	--

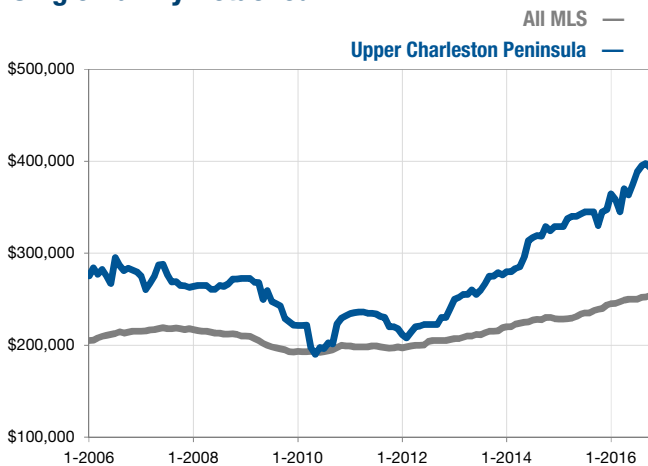
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	2	3	+ 50.0%	30	44	+ 46.7%
Closed Sales	2	3	+ 50.0%	25	27	+ 8.0%
Median Sales Price*	\$377,500	\$279,000	- 26.1%	\$290,000	\$315,000	+ 8.6%
Average Sales Price*	\$377,500	\$348,833	- 7.6%	\$314,402	\$357,707	+ 13.8%
Percent of Original List Price Received*	97.5%	88.1%	- 9.6%	93.8%	97.1%	+ 3.5%
Days on Market Until Sale	26	100	+ 284.6%	71	49	- 31.0%
Inventory of Homes for Sale	8	12	+ 50.0%	--	--	--

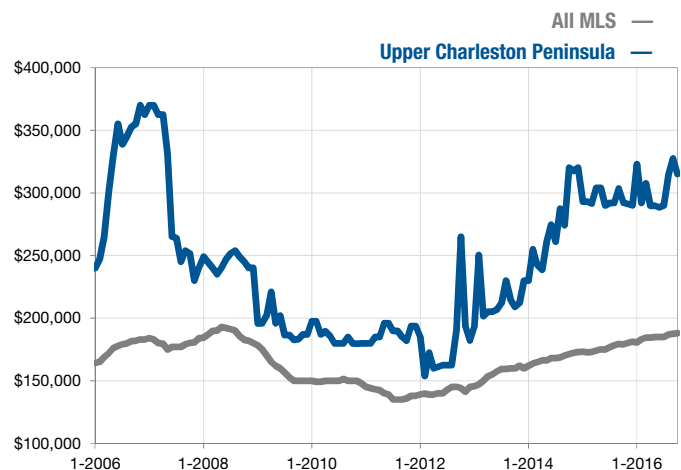
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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Upper Mount Pleasant

Area 41

Single-Family Detached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	111	86	- 22.5%	1,333	1,395	+ 4.7%
Closed Sales	85	83	- 2.4%	903	994	+ 10.1%
Median Sales Price*	\$432,000	\$474,850	+ 9.9%	\$445,164	\$472,862	+ 6.2%
Average Sales Price*	\$471,403	\$562,559	+ 19.3%	\$487,806	\$519,858	+ 6.6%
Percent of Original List Price Received*	97.6%	96.7%	- 0.9%	97.8%	97.8%	0.0%
Days on Market Until Sale	51	68	+ 33.3%	64	68	+ 6.3%
Inventory of Homes for Sale	467	435	- 6.9%	--	--	--

* 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.

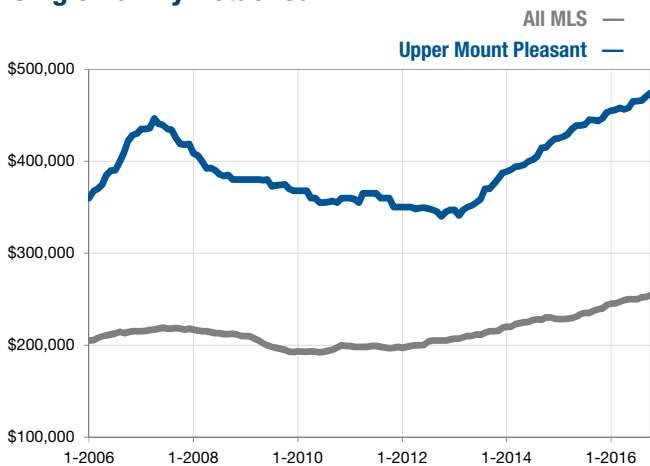
Townhouse-Condo Attached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	27	29	+ 7.4%	382	416	+ 8.9%
Closed Sales	36	24	- 33.3%	302	349	+ 15.6%
Median Sales Price*	\$265,833	\$214,000	- 19.5%	\$235,000	\$250,000	+ 6.4%
Average Sales Price*	\$250,347	\$255,888	+ 2.2%	\$244,201	\$270,171	+ 10.6%
Percent of Original List Price Received*	99.6%	95.7%	- 3.9%	98.0%	98.2%	+ 0.2%
Days on Market Until Sale	66	51	- 22.7%	46	44	- 4.3%
Inventory of Homes for Sale	87	67	- 23.0%	--	--	--

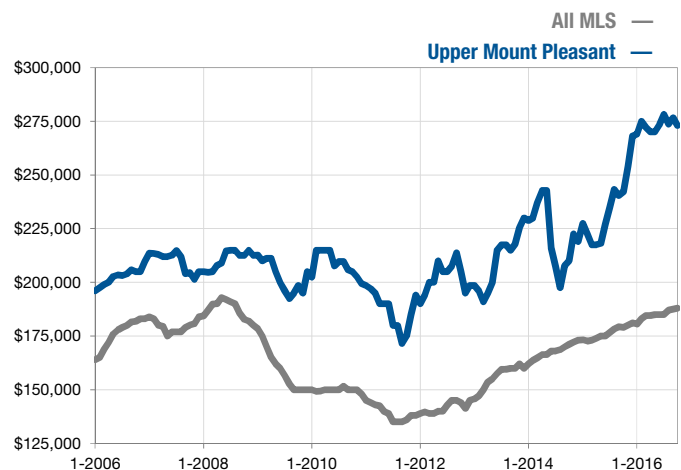
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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Wando / Cainhoy Area

Area 78

Single-Family Detached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	12	26	+ 116.7%	236	224	- 5.1%
Closed Sales	16	15	- 6.3%	202	155	- 23.3%
Median Sales Price*	\$309,116	\$242,500	- 21.6%	\$295,000	\$320,000	+ 8.5%
Average Sales Price*	\$356,681	\$302,690	- 15.1%	\$351,964	\$421,721	+ 19.8%
Percent of Original List Price Received*	94.3%	95.8%	+ 1.6%	98.5%	95.8%	- 2.7%
Days on Market Until Sale	62	29	- 53.2%	63	54	- 14.3%
Inventory of Homes for Sale	66	61	- 7.6%	--	--	--

* 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.

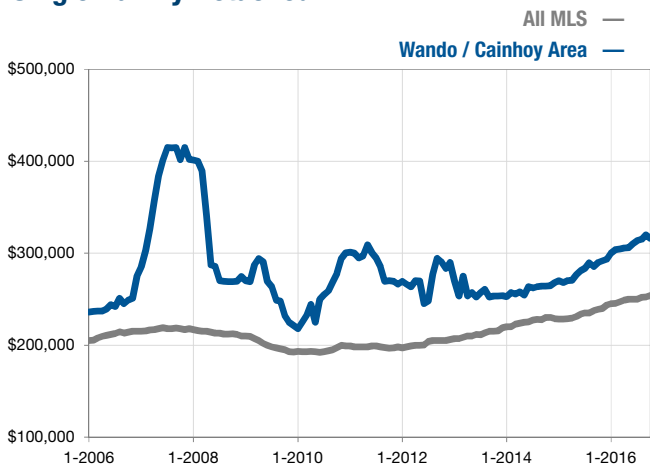
Townhouse-Condo Attached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	3	6	+ 100.0%	89	64	- 28.1%
Closed Sales	13	3	- 76.9%	83	53	- 36.1%
Median Sales Price*	\$196,000	\$180,000	- 8.2%	\$185,015	\$169,500	- 8.4%
Average Sales Price*	\$189,088	\$190,583	+ 0.8%	\$175,566	\$172,615	- 1.7%
Percent of Original List Price Received*	100.0%	98.2%	- 1.8%	97.9%	97.8%	- 0.1%
Days on Market Until Sale	21	30	+ 42.9%	33	26	- 21.2%
Inventory of Homes for Sale	7	8	+ 14.3%	--	--	--

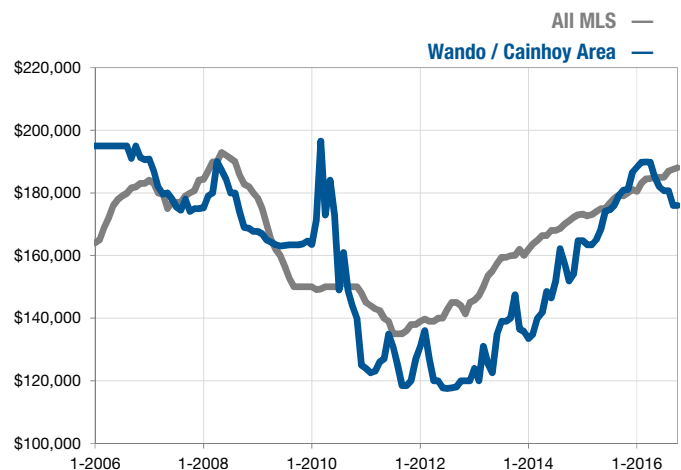
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – October 2016

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West Ashley Area

Areas 11 & 12

Single-Family Detached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	123	115	- 6.5%	1,458	1,542	+ 5.8%
Closed Sales	93	92	- 1.1%	1,142	1,244	+ 8.9%
Median Sales Price*	\$275,000	\$292,103	+ 6.2%	\$255,000	\$279,188	+ 9.5%
Average Sales Price*	\$312,240	\$308,943	- 1.1%	\$274,039	\$292,962	+ 6.9%
Percent of Original List Price Received*	97.0%	96.2%	- 0.8%	96.0%	96.8%	+ 0.8%
Days on Market Until Sale	44	34	- 22.7%	45	37	- 17.8%
Inventory of Homes for Sale	339	251	- 26.0%	--	--	--

* 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.

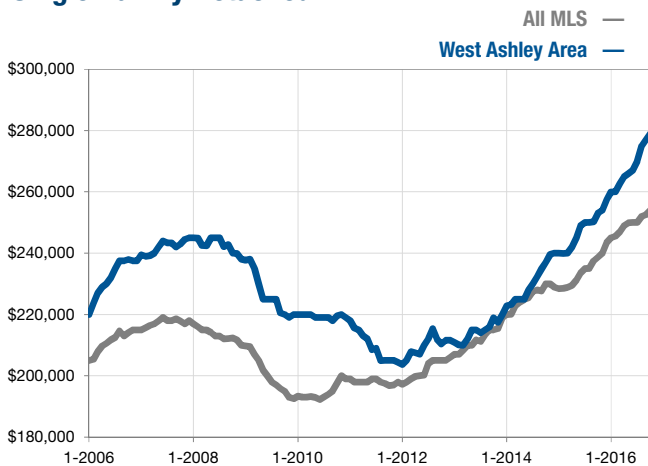
Townhouse-Condo Attached

Key Metrics	October			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	34	31	- 8.8%	366	457	+ 24.9%
Closed Sales	28	38	+ 35.7%	293	368	+ 25.6%
Median Sales Price*	\$178,750	\$159,500	- 10.8%	\$162,000	\$172,750	+ 6.6%
Average Sales Price*	\$176,312	\$172,145	- 2.4%	\$159,101	\$176,551	+ 11.0%
Percent of Original List Price Received*	95.3%	97.9%	+ 2.7%	96.3%	96.9%	+ 0.6%
Days on Market Until Sale	39	29	- 25.6%	46	45	- 2.2%
Inventory of Homes for Sale	99	63	- 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.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached

