

Monthly Indicators



November 2016

The story has remained consistent as concerns residential real estate. In year-over-year comparisons, the number of homes for sale has been fewer in most communities. Meanwhile, homes are selling in fewer days and for higher prices. This hasn't always been the case, but it has occurred with enough regularity and for enough time to make it a trend for the entirety of 2016.

New Listings were up 1.9 percent to 1,472. Pending Sales increased 17.5 percent to 1,354. Inventory shrank 19.7 percent to 5,119 units.

Prices were still soft as Median Sales Price was down 1.6 percent to \$243,000. Days on Market decreased 18.0 percent to 50 days. Months Supply of Inventory was down 26.1 percent to 3.4 months, indicating that demand increased relative to supply.

Financial markets were volatile in the days surrounding the presidential election, but they self-corrected and reached new heights soon after. Long-term indicators of what it will be like to have a real estate developer for a president remain fuzzy, but the outcome is not likely to be dull. Prior to the election, trend shift was hard to come by, and unemployment rates have not budged since August 2015. Post-election, mortgage rates are up and so are opinions that a trend shift is likely in the near future.

Quick Facts

+ 19.9%	- 1.6%	- 26.1%
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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Market Overview

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



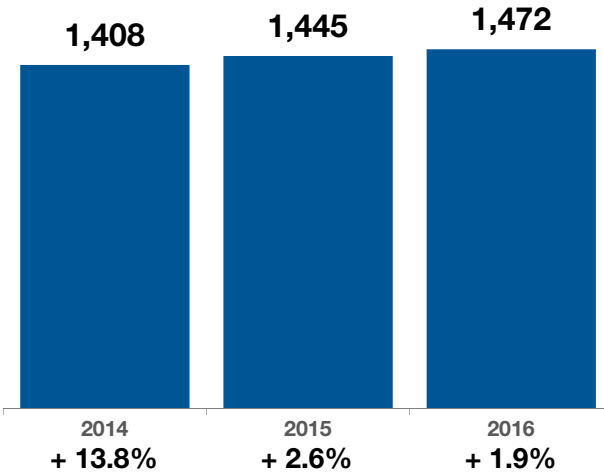
Key Metrics	Historical Sparkbars	11-2015	11-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		1,445	1,472	+ 1.9%	20,830	21,673	+ 4.0%
Pending Sales		1,152	1,354	+ 17.5%	15,605	16,969	+ 8.7%
Closed Sales		1,038	1,245	+ 19.9%	14,817	16,247	+ 9.7%
Days on Market		61	50	- 18.0%	60	58	- 3.3%
Median Sales Price		\$247,000	\$243,000	- 1.6%	\$228,000	\$240,000	+ 5.3%
Average Sales Price		\$312,341	\$324,055	+ 3.8%	\$306,037	\$321,129	+ 4.9%
Pct. of Orig. Price Received		96.1%	96.2%	+ 0.1%	96.0%	96.5%	+ 0.5%
Housing Affordability Index		118	119	+ 0.8%	128	121	- 5.5%
Inventory of Homes for Sale		6,374	5,119	- 19.7%	--	--	--
Months Supply of Inventory		4.6	3.4	- 26.1%	--	--	--

New Listings

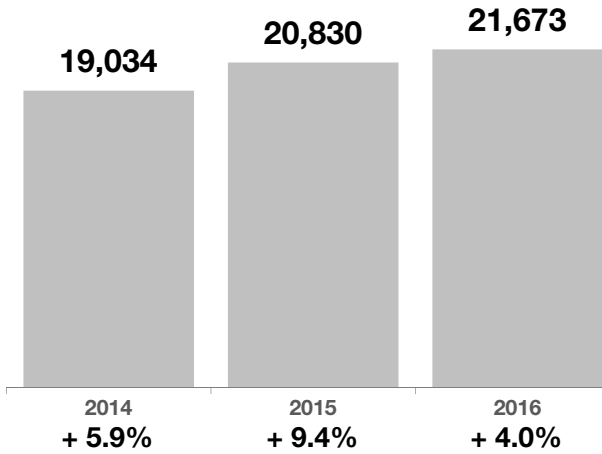
A count of the properties that have been newly listed on the market in a given month.



November

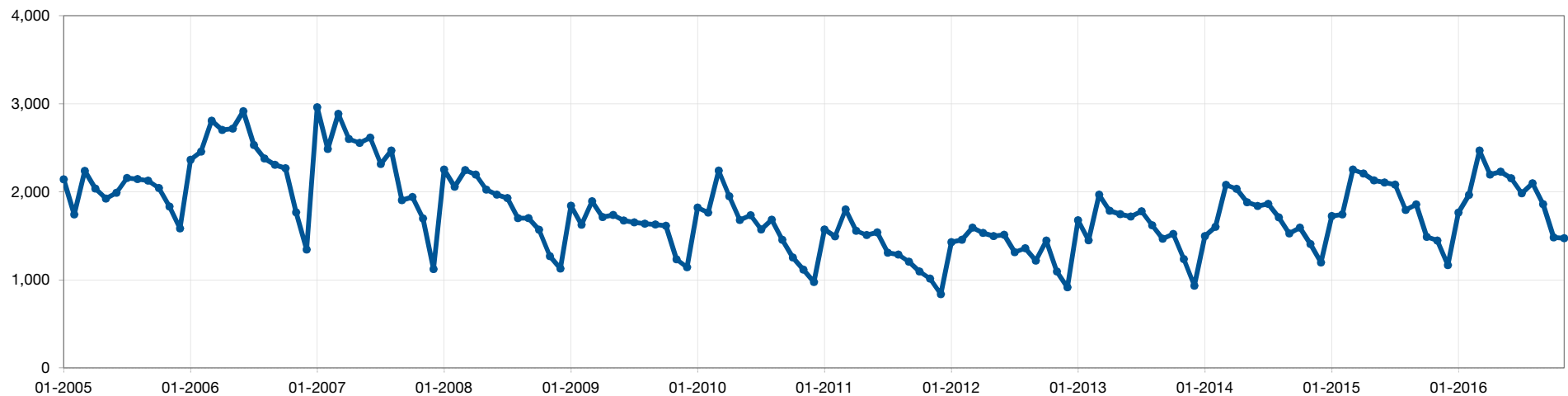


Year to Date



	New Listings	Prior Year	Percent Change
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	2,197	2,209	-0.5%
May 2016	2,228	2,129	+4.7%
June 2016	2,154	2,105	+2.3%
July 2016	1,983	2,081	-4.7%
August 2016	2,097	1,795	+16.8%
September 2016	1,861	1,858	+0.2%
October 2016	1,483	1,488	-0.3%
November 2016	1,472	1,445	+1.9%
12-Month Avg	1,903	1,836	+3.7%

Historical New Listings by Month

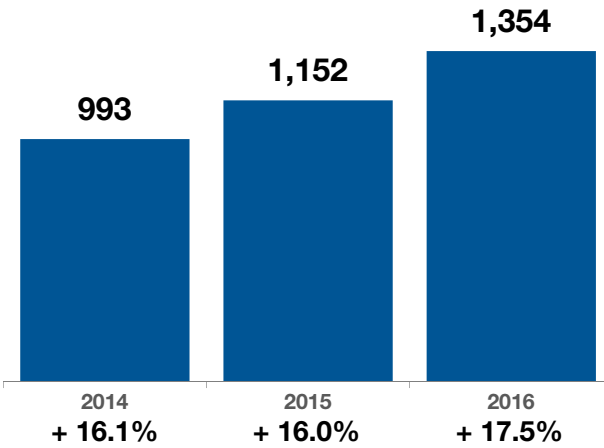


Pending Sales

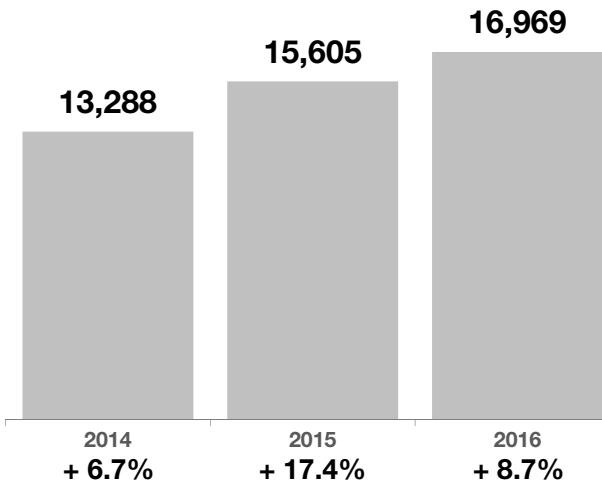
A count of the properties on which offers have been accepted in a given month.



November



Year to Date



	Pending Sales	Prior Year	Percent Change
December 2015	1,057	899	+17.6%
January 2016	1,249	1,177	+6.1%
February 2016	1,518	1,317	+15.3%
March 2016	1,837	1,652	+11.2%
April 2016	1,766	1,670	+5.7%
May 2016	1,752	1,553	+12.8%
June 2016	1,656	1,569	+5.5%
July 2016	1,565	1,555	+0.6%
August 2016	1,602	1,444	+10.9%
September 2016	1,446	1,292	+11.9%
October 2016	1,224	1,224	0.0%
November 2016	1,354	1,152	+17.5%
12-Month Avg	1,502	1,375	+9.2%

Historical Pending Sales by Month

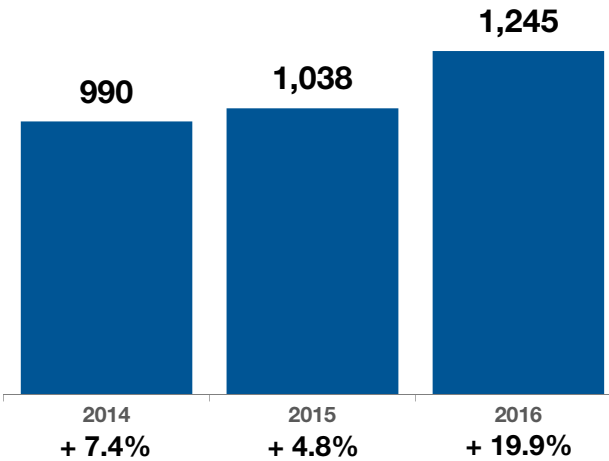


Closed Sales

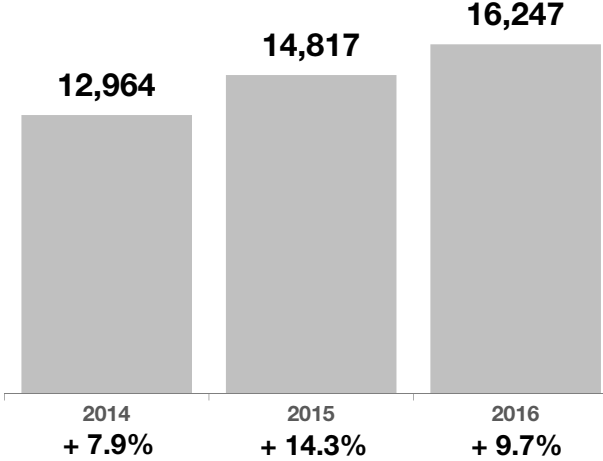
A count of the actual sales that closed in a given month.



November

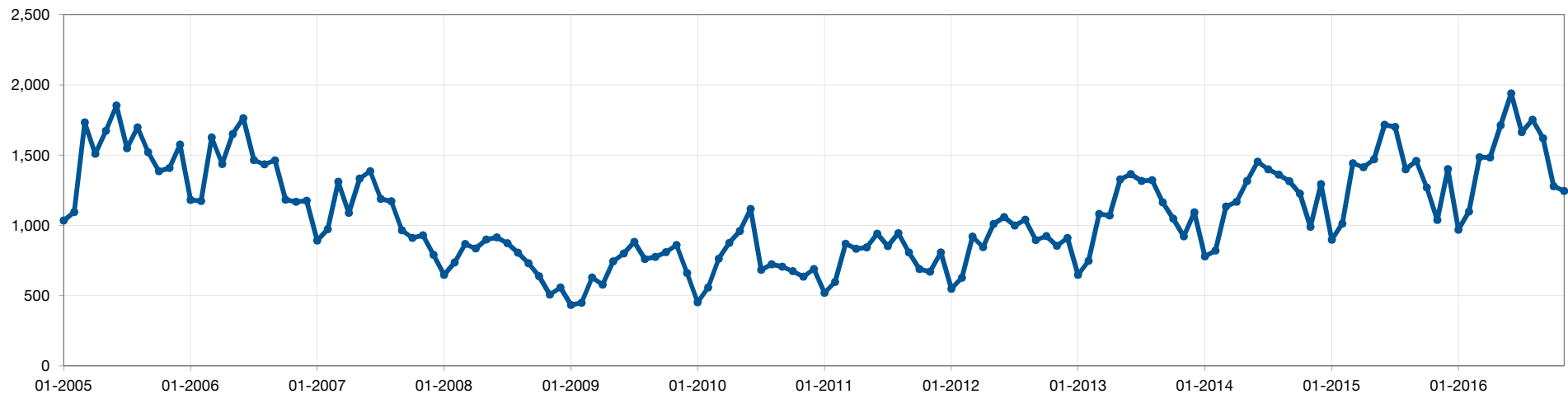


Year to Date



	Closed Sales	Prior Year	Percent Change
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	1,713	1,471	+16.5%
June 2016	1,939	1,715	+13.1%
July 2016	1,663	1,701	-2.2%
August 2016	1,751	1,398	+25.3%
September 2016	1,620	1,459	+11.0%
October 2016	1,279	1,270	+0.7%
November 2016	1,245	1,038	+19.9%
12-Month Avg	1,471	1,343	+9.5%

Historical Closed Sales by Month

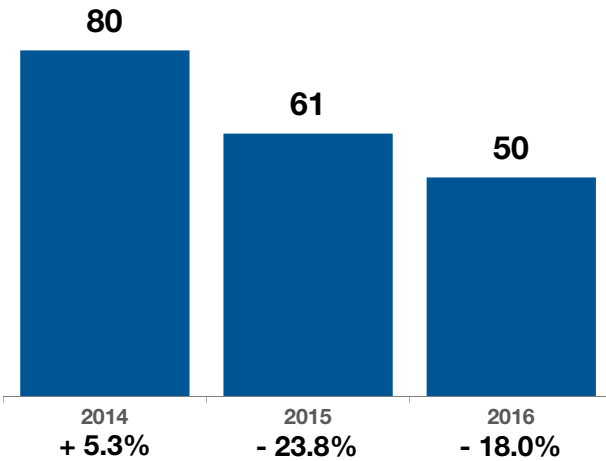


Days on Market Until Sale

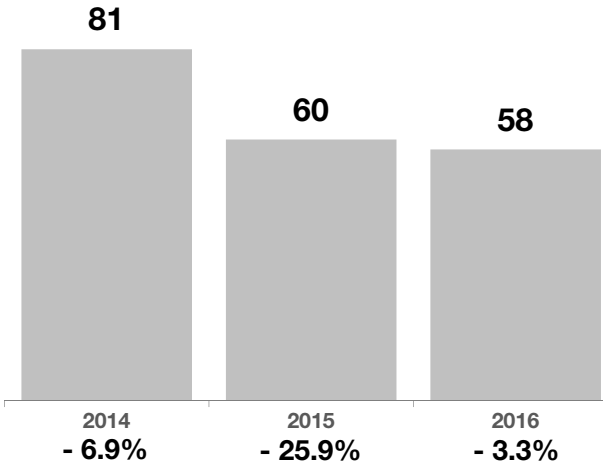
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



Year to Date



	Days on Market	Prior Year	Percent Change
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%
November 2016	50	61	-18.0%
12-Month Avg*	58	61	-4.9%

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

Historical Days on Market Until Sale by Month

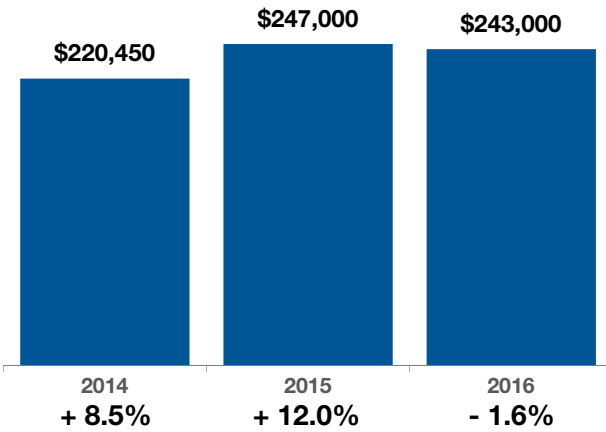


Median Sales Price

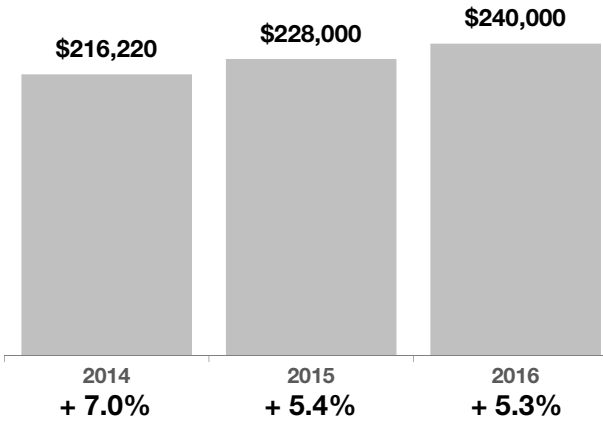
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



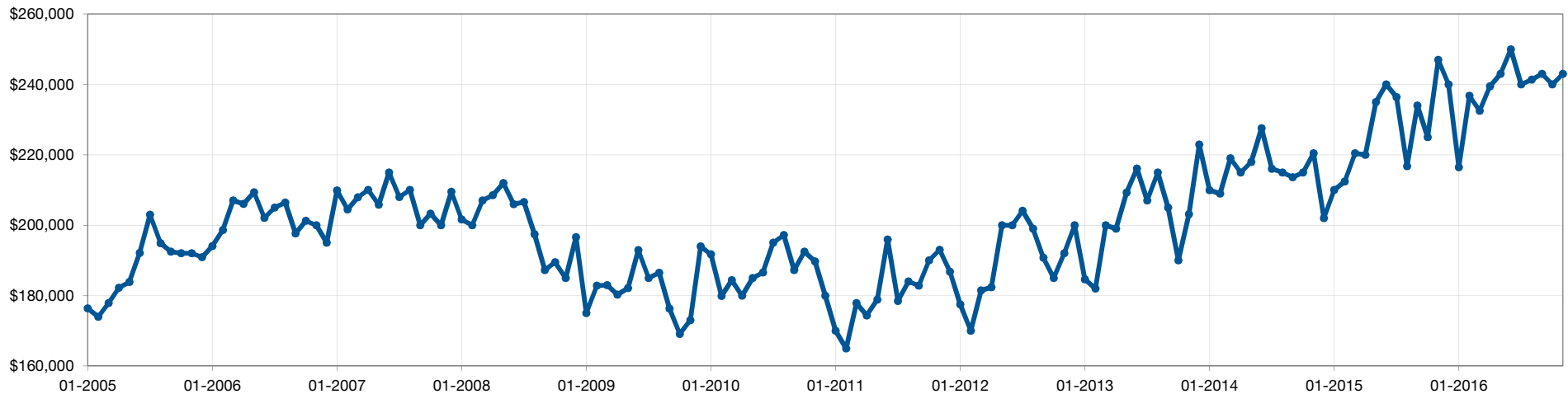
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
November 2016	\$243,000	\$247,000	-1.6%
12-Month Med*	\$240,000	\$225,006	+6.7%

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

Historical Median Sales Price by Month

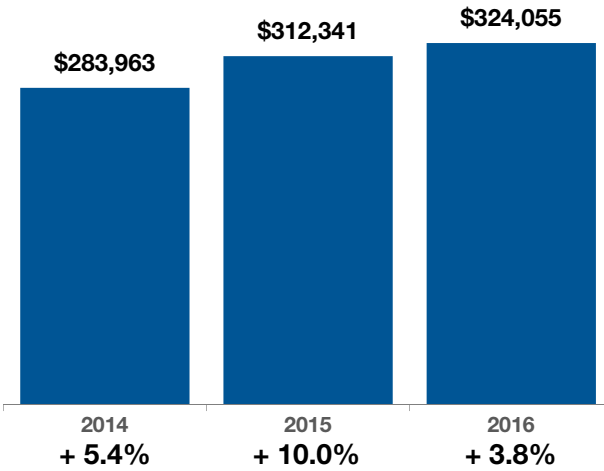


Average Sales Price

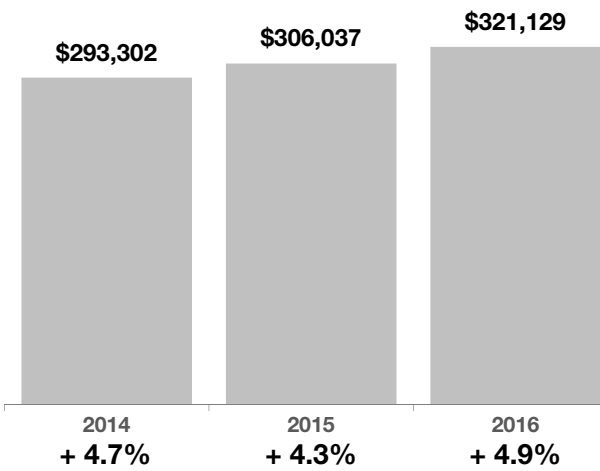
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



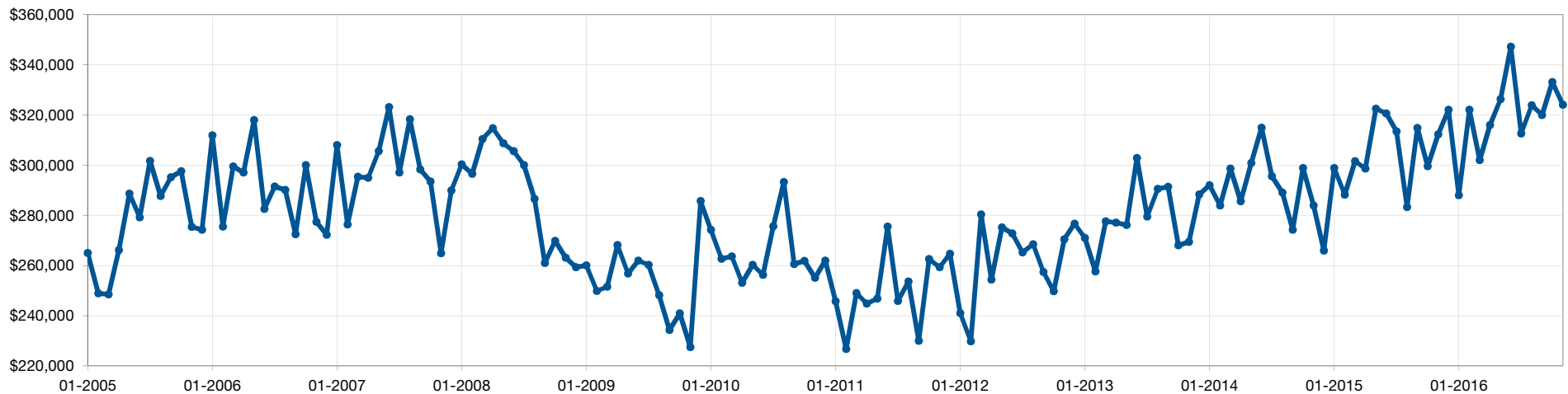
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$326,279	\$322,452	+1.2%
June 2016	\$347,151	\$320,652	+8.3%
July 2016	\$312,649	\$313,421	-0.2%
August 2016	\$323,881	\$283,346	+14.3%
September 2016	\$319,951	\$314,837	+1.6%
October 2016	\$333,097	\$299,631	+11.2%
November 2016	\$324,055	\$312,341	+3.8%
12-Month Avg*	\$319,778	\$301,665	+6.0%

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

Historical Average Sales Price by Month

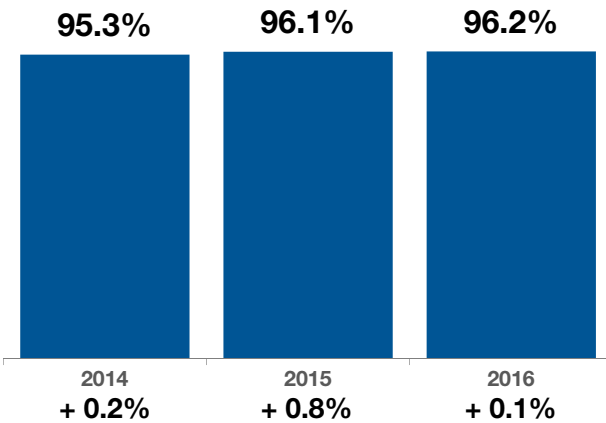


Percent of Original List Price Received

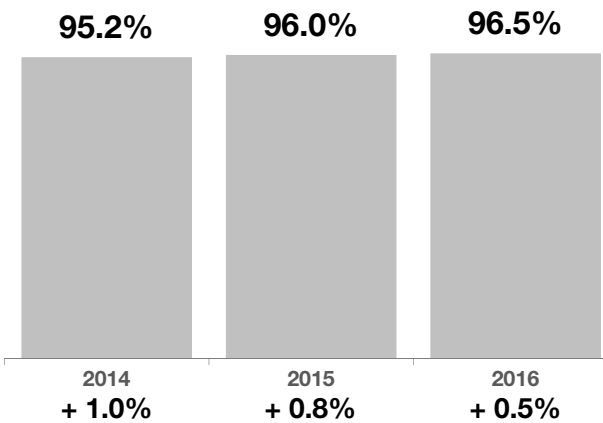
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



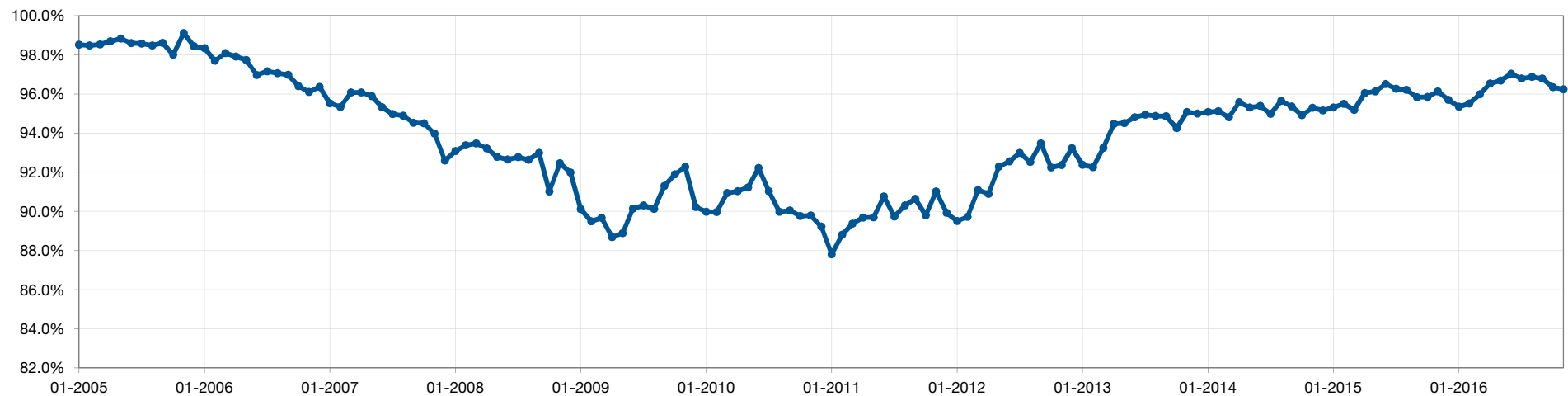
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
November 2016	96.2%	96.1%	+0.1%
12-Month Avg*	96.4%	95.9%	+0.5%

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

Historical Percent of Original List Price Received by Month

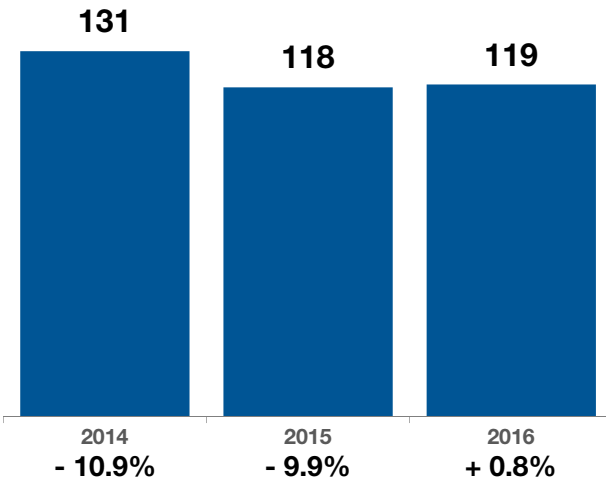


Housing Affordability Index

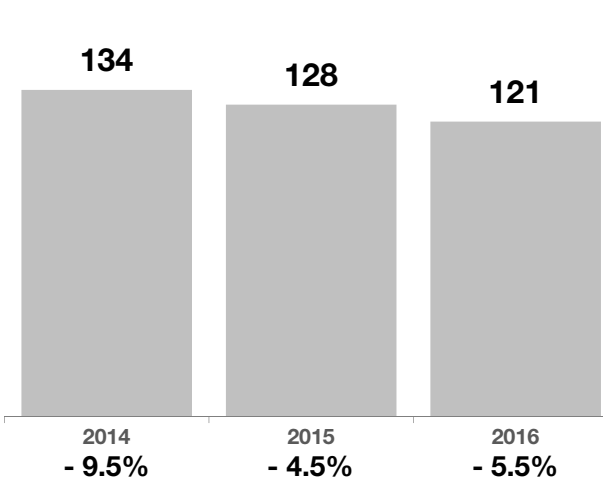
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November



Year to Date



	Affordability Index	Prior Year	Percent Change
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	128	130	-1.5%
November 2016	119	118	+0.8%
12-Month Avg	125	131	-4.4%

Historical Housing Affordability Index by Month

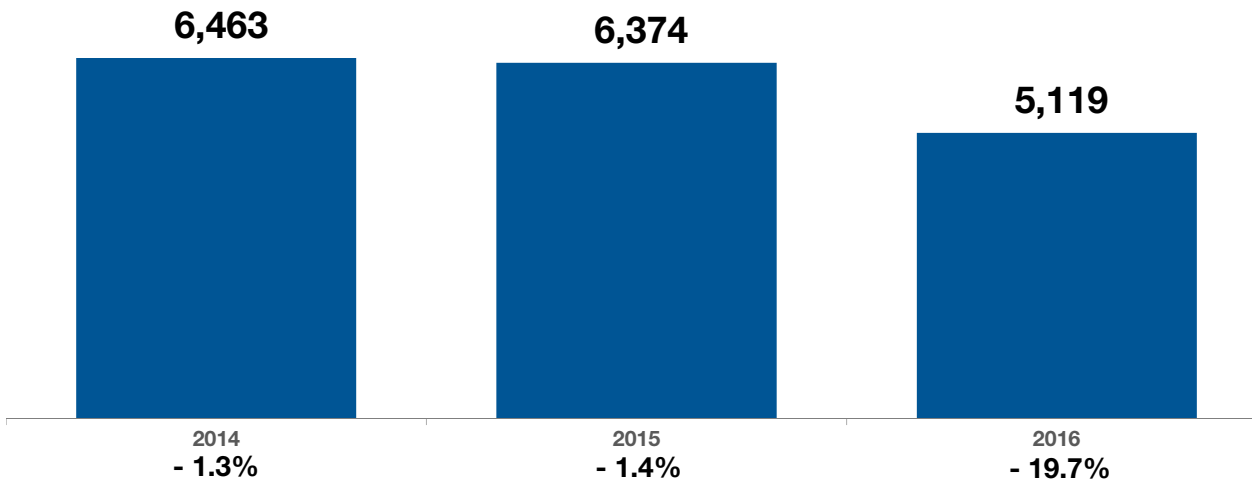


Inventory of Homes for Sale

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



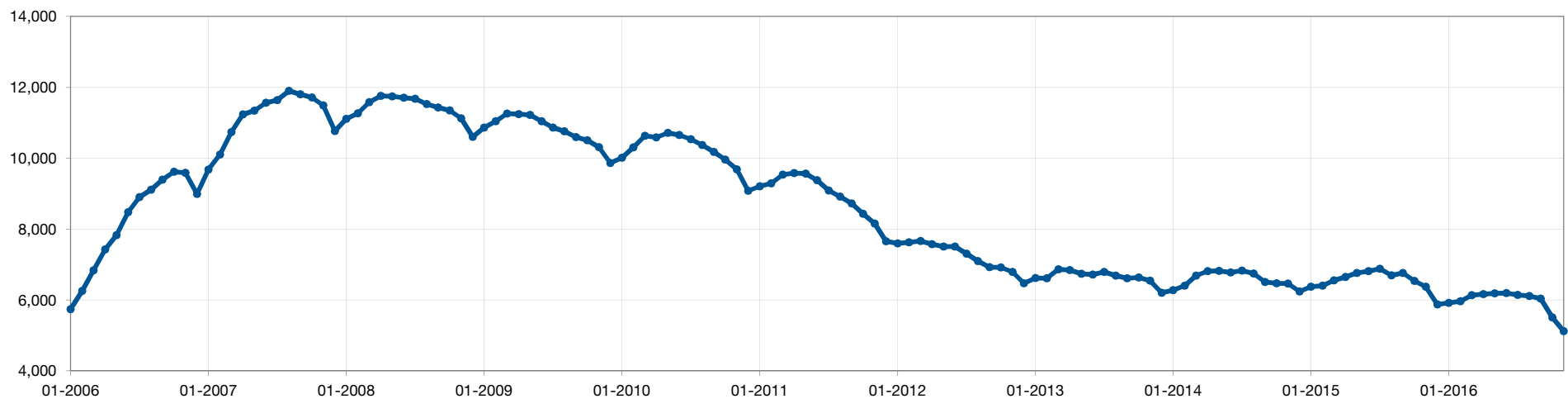
November



	Homes for Sale	Prior Year	Percent Change
December 2015	5,872	6,241	-5.9%
January 2016	5,918	6,377	-7.2%
February 2016	5,967	6,406	-6.9%
March 2016	6,135	6,555	-6.4%
April 2016	6,162	6,647	-7.3%
May 2016	6,191	6,763	-8.5%
June 2016	6,194	6,818	-9.2%
July 2016	6,145	6,879	-10.7%
August 2016	6,111	6,698	-8.8%
September 2016	6,039	6,763	-10.7%
October 2016	5,513	6,537	-15.7%
November 2016	5,119	6,374	-19.7%
12-Month Avg*	5,947	6,456	-7.9%

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

Historical Inventory of Homes for Sale by Month

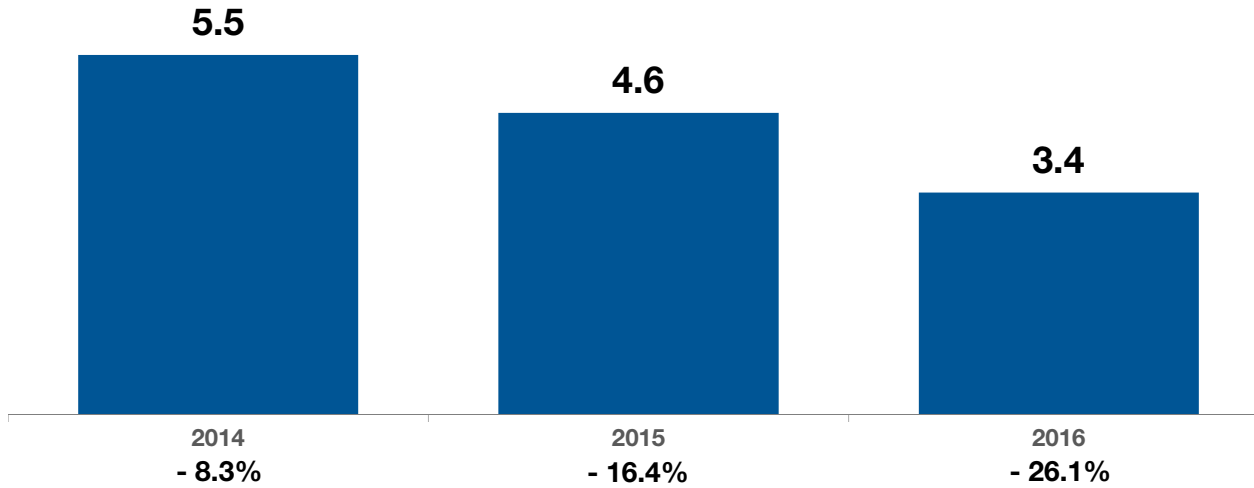


Months Supply of Inventory

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.



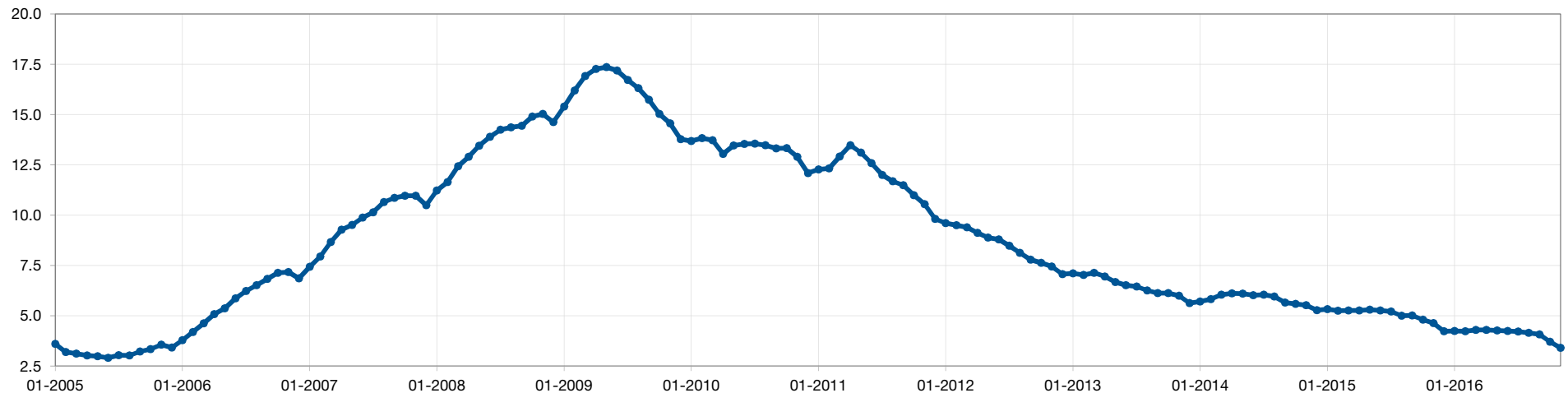
November



Months Supply		Prior Year	Percent Change
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	4.3	5.3	-18.9%
June 2016	4.2	5.3	-20.8%
July 2016	4.2	5.2	-19.2%
August 2016	4.2	5.0	-16.0%
September 2016	4.1	5.0	-18.0%
October 2016	3.7	4.8	-22.9%
November 2016	3.4	4.6	-26.1%
12-Month Avg*	4.1	5.1	-19.6%

* Months Supply for all properties from December 2015 through November 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®



November 2016

Mortgage rates finally went up, and there may be more where that came from. Although residential real estate has been preparing for this inevitability for some time, certain price points may become unreachable for some eager buyers if rates continue to rise at a steady clip. For the 12-month period spanning December 2015 through November 2016, Pending Sales in the state of South Carolina were up 9.2 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 19.4 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 6.0 percent to \$254,500. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 44 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 78 days.

Market-wide, inventory levels were down 19.7 percent. The property type that lost the least inventory was the Condos segment, where it decreased 12.4 percent. That amounts to 3.3 months supply for Single-Family homes and 3.6 months supply for Condos.

Quick Facts

+ 19.4%

+ 18.6%

+ 19.9%

Price Range With the
Strongest Sales:
\$200,001 to \$300,000

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



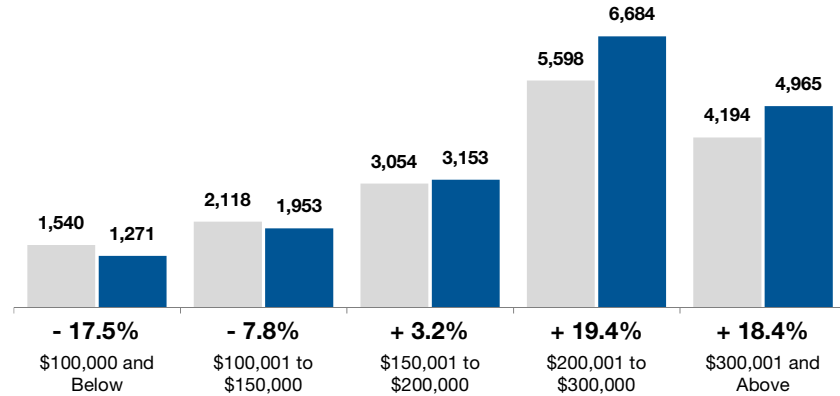
Pending Sales

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



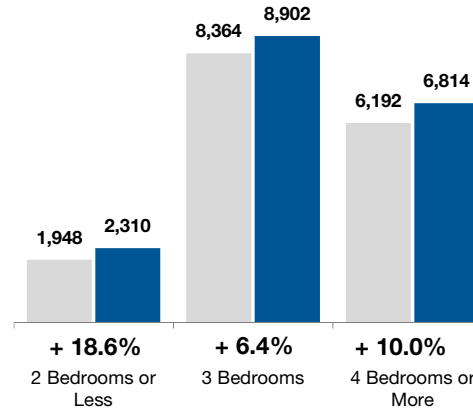
By Price Range

■ 11-2015 ■ 11-2016



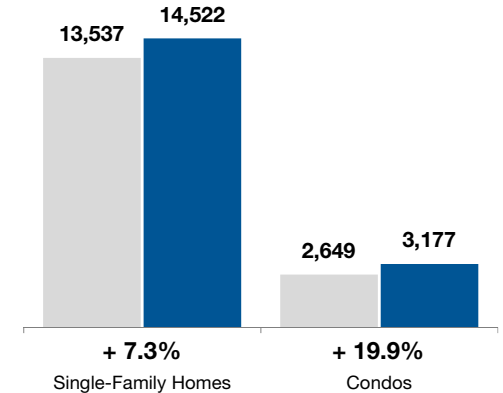
By Bedroom Count

■ 11-2015 ■ 11-2016



By Property Type

■ 11-2015 ■ 11-2016



All Properties

By Price Range

	11-2015	11-2016	Change
\$100,000 and Below	1,540	1,271	- 17.5%
\$100,001 to \$150,000	2,118	1,953	- 7.8%
\$150,001 to \$200,000	3,054	3,153	+ 3.2%
\$200,001 to \$300,000	5,598	6,684	+ 19.4%
\$300,001 and Above	4,194	4,965	+ 18.4%
All Price Ranges	16,504	18,026	+ 9.2%

Single-Family Homes

	11-2015	11-2016	Change
2 Bedrooms or Less	1,103	778	- 29.5%
3 Bedrooms	1,349	1,151	- 14.7%
4 Bedrooms or More	2,416	2,403	- 0.5%
	4,987	5,875	+ 17.8%
	3,682	4,315	+ 17.2%
All Single-Family Homes	13,537	14,522	+ 7.3%

Condos

	11-2015	11-2016	Change
	234	301	+ 28.6%
	692	719	+ 3.9%
	619	718	+ 16.0%
	598	794	+ 32.8%
	506	645	+ 27.5%
All Condos	2,649	3,177	+ 19.9%

By Bedroom Count

	11-2015	11-2016	Change
2 Bedrooms or Less	1,948	2,310	+ 18.6%
3 Bedrooms	8,364	8,902	+ 6.4%
4 Bedrooms or More	6,192	6,814	+ 10.0%
All Bedroom Counts	16,504	18,026	+ 9.2%

	11-2015	11-2016	Change
2 Bedrooms or Less	560	621	+ 10.9%
3 Bedrooms	7,032	7,345	+ 4.5%
4 Bedrooms or More	5,945	6,556	+ 10.3%
All Single-Family Homes	13,537	14,522	+ 7.3%

	11-2015	11-2016	Change
2 Bedrooms or Less	1,313	1,614	+ 22.9%
3 Bedrooms	1,180	1,376	+ 16.6%
4 Bedrooms or More	156	187	+ 19.9%
All Condos	2,649	3,177	+ 19.9%

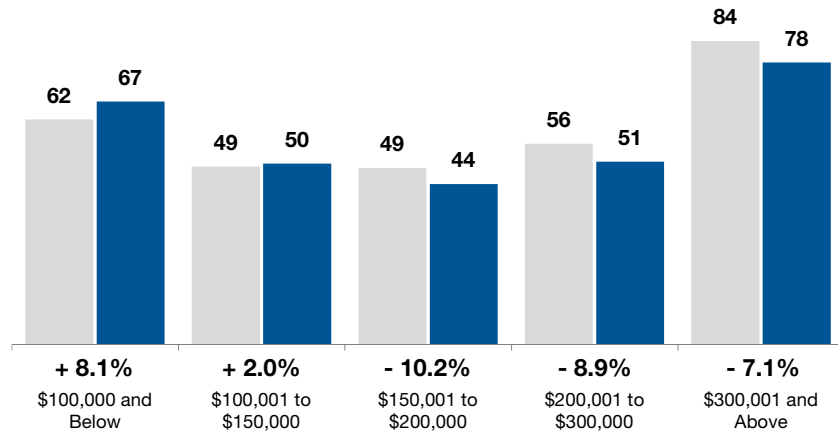
Days on Market Until Sale

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



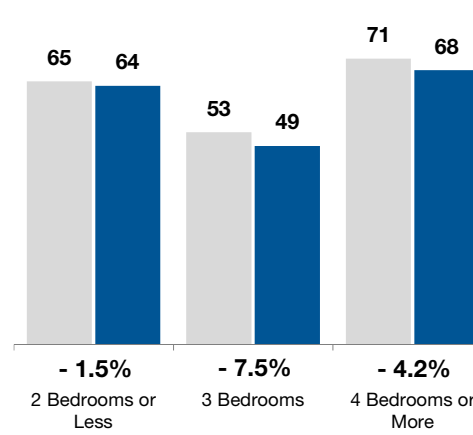
By Price Range

■ 11-2015 ■ 11-2016



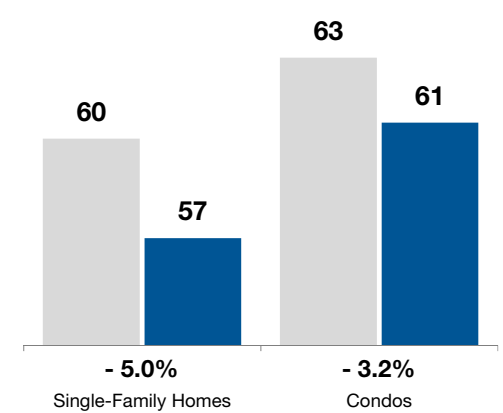
By Bedroom Count

■ 11-2015 ■ 11-2016



By Property Type

■ 11-2015 ■ 11-2016



All Properties

By Price Range

	11-2015	11-2016	Change
\$100,000 and Below	62	67	+ 8.1%
\$100,001 to \$150,000	49	50	+ 2.0%
\$150,001 to \$200,000	49	44	- 10.2%
\$200,001 to \$300,000	56	51	- 8.9%
\$300,001 and Above	84	78	- 7.1%
All Price Ranges	61	58	- 4.9%

Single-Family Homes

	11-2015	11-2016	Change
2 Bedrooms or Less	65	64	- 1.5%
3 Bedrooms	53	49	- 7.5%
4 Bedrooms or More	71	68	- 4.2%
All Bedroom Counts	61	58	- 4.9%

Condos

	11-2015	11-2016	Change
Single-Family Homes	60	57	- 5.0%
Condos	63	61	- 3.2%

By Bedroom Count

	11-2015	11-2016	Change
2 Bedrooms or Less	65	64	- 1.5%
3 Bedrooms	53	49	- 7.5%
4 Bedrooms or More	71	68	- 4.2%
All Bedroom Counts	61	58	- 4.9%

	11-2015	11-2016	Change
Single-Family Homes	60	57	- 5.0%
Condos	63	61	- 3.2%

	11-2015	11-2016	Change
Single-Family Homes	60	57	- 5.0%
Condos	63	61	- 3.2%

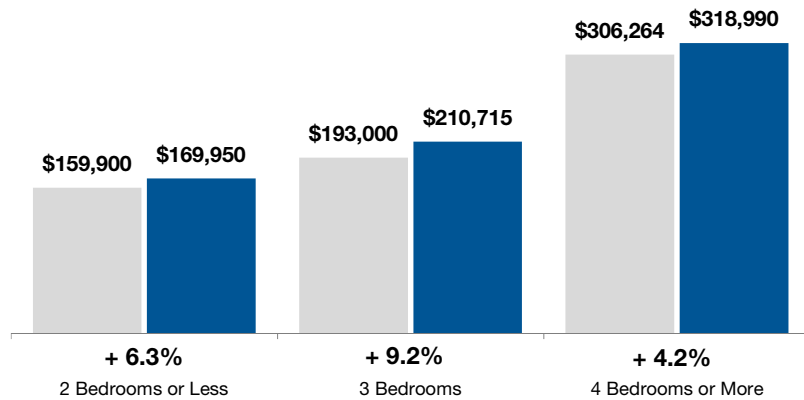
Median Sales Price

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



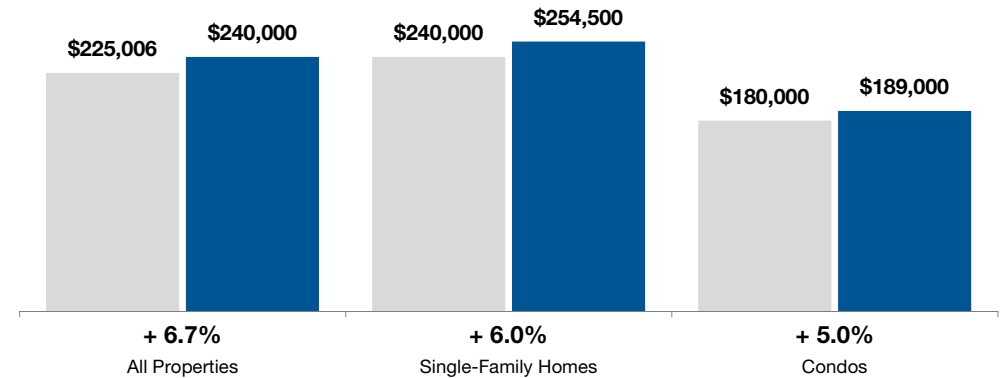
By Bedroom Count

■ 11-2015 ■ 11-2016



By Property Type

■ 11-2015 ■ 11-2016



All Properties

By Bedroom Count

	11-2015	11-2016	Change
2 Bedrooms or Less	\$159,900	\$169,950	+ 6.3%
3 Bedrooms	\$193,000	\$210,715	+ 9.2%
4 Bedrooms or More	\$306,264	\$318,990	+ 4.2%
All Bedroom Counts	\$225,006	\$240,000	+ 6.7%

Single-Family Homes

	11-2015	11-2016	Change	11-2015	11-2016	Change
	\$194,900	\$210,000	+ 7.7%	\$155,000	\$165,000	+ 6.5%
	\$195,000	\$215,000	+ 10.3%	\$194,928	\$210,000	+ 7.7%
	\$310,000	\$320,000	+ 3.2%	\$286,770	\$335,000	+ 16.8%
All	\$240,000	\$254,500	+ 6.0%	\$180,000	\$189,000	+ 5.0%

Condos

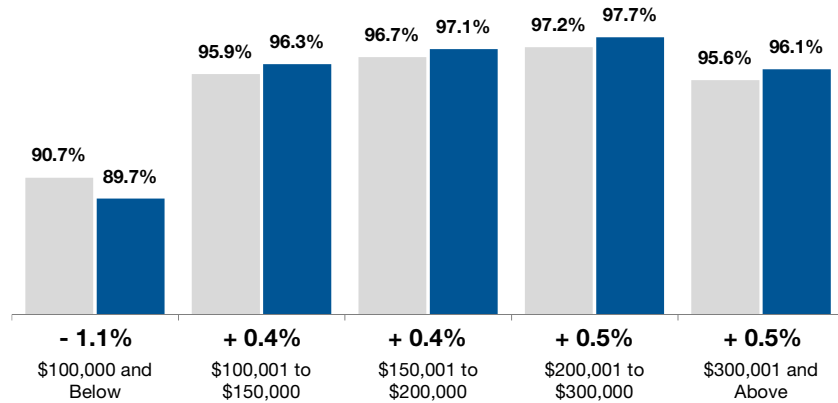
Percent of Original List Price Received

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.**



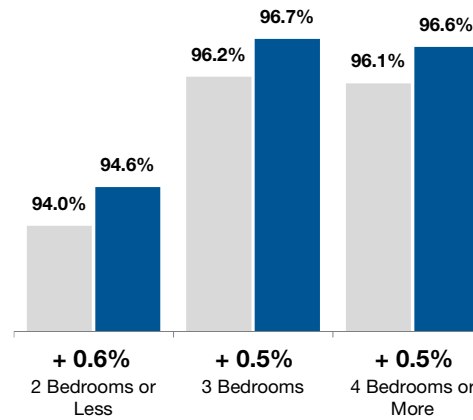
By Price Range

■ 11-2015 ■ 11-2016



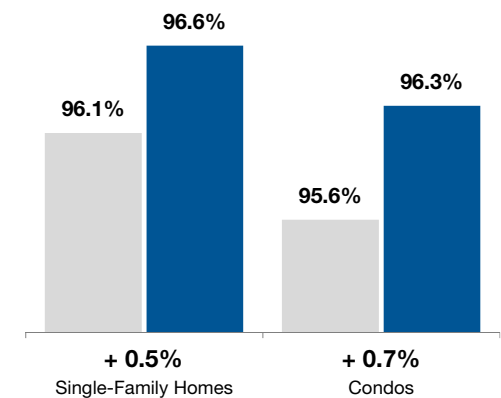
By Bedroom Count

■ 11-2015 ■ 11-2016



By Property Type

■ 11-2015 ■ 11-2016



All Properties

By Price Range

	11-2015	11-2016	Change
\$100,000 and Below	90.7%	89.7%	- 1.1%
\$100,001 to \$150,000	95.9%	96.3%	+ 0.4%
\$150,001 to \$200,000	96.7%	97.1%	+ 0.4%
\$200,001 to \$300,000	97.2%	97.7%	+ 0.5%
\$300,001 and Above	95.6%	96.1%	+ 0.5%
All Price Ranges	95.9%	96.4%	+ 0.5%

Single-Family Homes

	11-2015	11-2016	Change	11-2015	11-2016	Change
\$100,000 and Below	91.5%	89.7%	- 2.0%	90.7%	91.7%	+ 1.1%
\$100,001 to \$150,000	95.8%	96.2%	+ 0.4%	96.3%	96.8%	+ 0.5%
\$150,001 to \$200,000	96.7%	97.2%	+ 0.5%	96.8%	96.9%	+ 0.1%
\$200,001 to \$300,000	97.3%	97.8%	+ 0.5%	96.6%	97.1%	+ 0.5%
\$300,001 and Above	95.7%	96.1%	+ 0.4%	94.7%	96.0%	+ 1.4%
All Price Ranges	96.1%	96.6%	+ 0.5%	95.6%	96.3%	+ 0.7%

Condos

By Bedroom Count

	11-2015	11-2016	Change
2 Bedrooms or Less	94.0%	94.6%	+ 0.6%
3 Bedrooms	96.2%	96.7%	+ 0.5%
4 Bedrooms or More	96.1%	96.6%	+ 0.5%
All Bedroom Counts	95.9%	96.4%	+ 0.5%

	11-2015	11-2016	Change	11-2015	11-2016	Change
2 Bedrooms or Less	94.0%	94.0%	0.0%	94.4%	95.3%	+ 1.0%
3 Bedrooms	96.2%	96.8%	+ 0.6%	96.9%	97.4%	+ 0.5%
4 Bedrooms or More	96.2%	96.6%	+ 0.4%	95.9%	96.2%	+ 0.3%
All Bedroom Counts	96.1%	96.6%	+ 0.5%	95.6%	96.3%	+ 0.7%

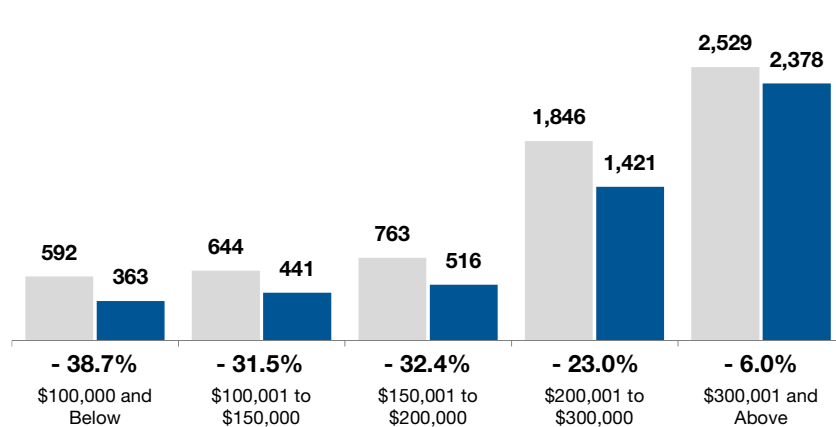
Inventory of Homes for Sale

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



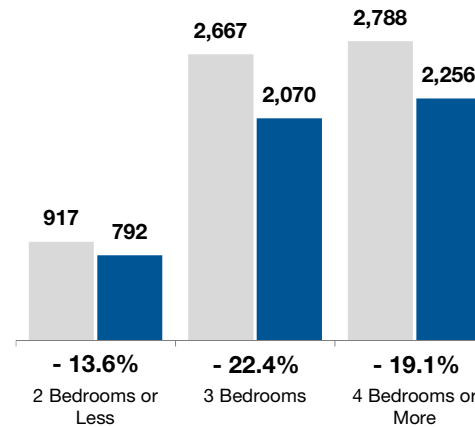
By Price Range

■ 11-2015 ■ 11-2016



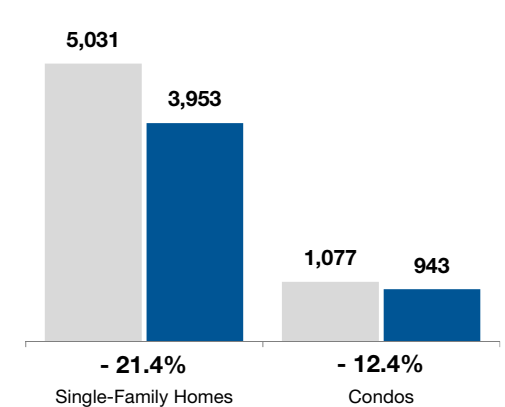
By Bedroom Count

■ 11-2015 ■ 11-2016



By Property Type

■ 11-2015 ■ 11-2016



All Properties

By Price Range

	11-2015	11-2016	Change
\$100,000 and Below	592	363	- 38.7%
\$100,001 to \$150,000	644	441	- 31.5%
\$150,001 to \$200,000	763	516	- 32.4%
\$200,001 to \$300,000	1,846	1,421	- 23.0%
\$300,001 and Above	2,529	2,378	- 6.0%
All Price Ranges	6,374	5,119	- 19.7%

Single-Family Homes

	11-2015	11-2016	Change
2 Bedrooms or Less	340	188	- 44.7%
3 Bedrooms	370	236	- 36.2%
4 Bedrooms or More	565	355	- 37.2%
	1,615	1,163	- 28.0%
	2,141	2,011	- 6.1%
All Single-Family Homes	5,031	3,953	- 21.4%

Condos

	11-2015	11-2016	Change
2 Bedrooms or Less	92	56	- 39.1%
3 Bedrooms	221	157	- 29.0%
4 Bedrooms or More	172	133	- 22.7%
	218	239	+ 9.6%
	374	358	- 4.3%
All Condos	1,077	943	- 12.4%

By Bedroom Count

	11-2015	11-2016	Change
2 Bedrooms or Less	917	792	- 13.6%
3 Bedrooms	2,667	2,070	- 22.4%
4 Bedrooms or More	2,788	2,256	- 19.1%
All Bedroom Counts	6,374	5,119	- 19.7%

	11-2015	11-2016	Change
2 Bedrooms or Less	228	191	- 16.2%
3 Bedrooms	2,125	1,608	- 24.3%
4 Bedrooms or More	2,678	2,154	- 19.6%
All Single-Family Homes	5,031	3,953	- 21.4%

	11-2015	11-2016	Change
2 Bedrooms or Less	598	512	- 14.4%
3 Bedrooms	417	364	- 12.7%
4 Bedrooms or More	62	67	+ 8.1%
All Condos	1,077	943	- 12.4%

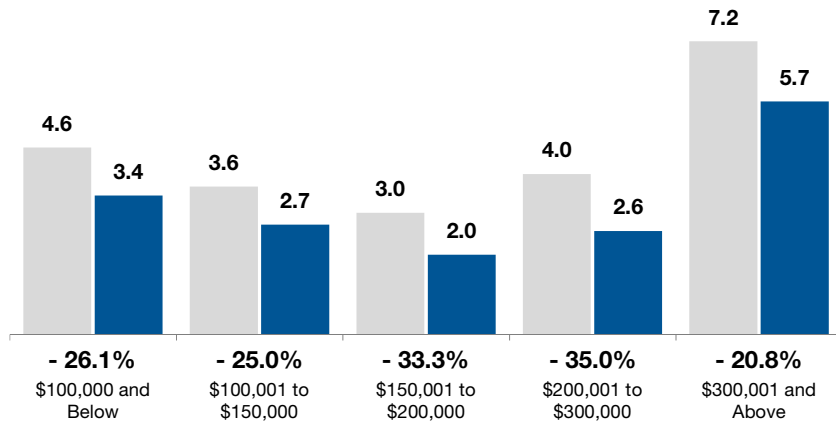
Months Supply of Inventory

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.**



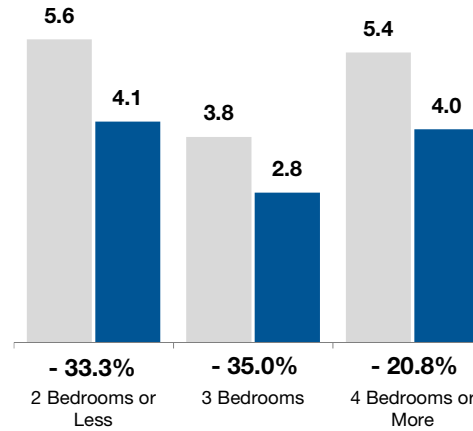
By Price Range

■ 11-2015 ■ 11-2016



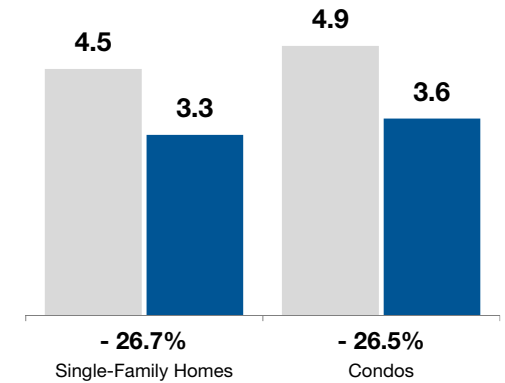
By Bedroom Count

■ 11-2015 ■ 11-2016



By Property Type

■ 11-2015 ■ 11-2016



All Properties

By Price Range

	11-2015	11-2016	Change
\$100,000 and Below	4.6	3.4	- 26.1%
\$100,001 to \$150,000	3.6	2.7	- 25.0%
\$150,001 to \$200,000	3.0	2.0	- 33.3%
\$200,001 to \$300,000	4.0	2.6	- 35.0%
\$300,001 and Above	7.2	5.7	- 20.8%
All Price Ranges	4.6	3.4	- 26.1%

Single-Family Homes

	11-2015	11-2016	Change	11-2015	11-2016	Change
2 Bedrooms or Less	3.7	2.9	- 21.6%	4.7	2.2	- 53.2%
3 Bedrooms	3.3	2.5	- 24.2%	3.8	2.6	- 31.6%
4 Bedrooms or More	2.8	1.8	- 35.7%	3.3	2.2	- 33.3%
	3.9	2.4	- 38.5%	4.4	3.6	- 18.2%
	7.0	5.6	- 20.0%	8.9	6.7	- 24.7%
All Single-Family Homes	4.5	3.3	- 26.7%	4.9	3.6	- 26.5%

Condos

By Bedroom Count

	11-2015	11-2016	Change
2 Bedrooms or Less	5.6	4.1	- 33.3%
3 Bedrooms	3.8	2.8	- 35.0%
4 Bedrooms or More	5.4	4.0	- 20.8%
All Bedroom Counts	4.6	3.4	- 26.1%

	11-2015	11-2016	Change	11-2015	11-2016	Change
2 Bedrooms or Less	4.9	3.7	- 35.7%	5.5	3.8	- 33.3%
3 Bedrooms	3.6	2.6	- 38.5%	4.2	3.2	- 18.2%
4 Bedrooms or More	5.4	3.9	- 20.0%	4.8	4.3	- 24.7%
All Condos	4.5	3.3	- 26.7%	4.9	3.6	- 26.5%

Local Market Update – November 2016

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



Berkeley County

County: BER

Single-Family Detached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	303	304	+ 0.3%	4,285	4,302	+ 0.4%
Closed Sales	251	286	+ 13.9%	3,081	3,479	+ 12.9%
Median Sales Price*	\$210,000	\$226,614	+ 7.9%	\$208,115	\$220,045	+ 5.7%
Average Sales Price*	\$264,599	\$284,530	+ 7.5%	\$258,185	\$261,601	+ 1.3%
Percent of Original List Price Received*	97.1%	98.4%	+ 1.3%	97.2%	97.8%	+ 0.6%
Days on Market Until Sale	61	43	- 29.5%	55	51	- 7.3%
Inventory of Homes for Sale	1,153	771	- 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.

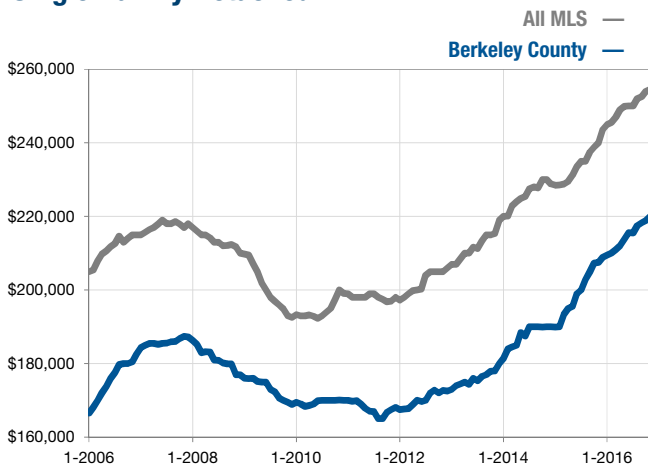
Townhouse-Condo Attached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	41	55	+ 34.1%	527	656	+ 24.5%
Closed Sales	26	39	+ 50.0%	397	465	+ 17.1%
Median Sales Price*	\$176,410	\$154,000	- 12.7%	\$147,000	\$145,000	- 1.4%
Average Sales Price*	\$283,672	\$192,032	- 32.3%	\$205,603	\$186,031	- 9.5%
Percent of Original List Price Received*	98.9%	97.6%	- 1.3%	96.7%	96.9%	+ 0.2%
Days on Market Until Sale	103	56	- 45.6%	55	52	- 5.5%
Inventory of Homes for Sale	135	142	+ 5.2%	--	--	--

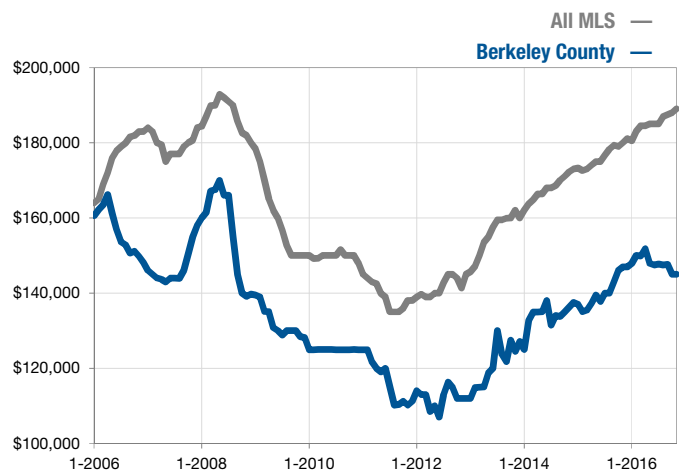
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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



Charleston County

County: CHS

Single-Family Detached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	566	569	+ 0.5%	8,310	8,590	+ 3.4%
Closed Sales	403	467	+ 15.9%	6,058	6,333	+ 4.5%
Median Sales Price*	\$319,000	\$338,000	+ 6.0%	\$318,000	\$337,500	+ 6.1%
Average Sales Price*	\$410,383	\$430,919	+ 5.0%	\$415,249	\$441,746	+ 6.4%
Percent of Original List Price Received*	95.3%	95.7%	+ 0.4%	95.7%	96.1%	+ 0.4%
Days on Market Until Sale	52	49	- 5.8%	60	57	- 5.0%
Inventory of Homes for Sale	2,527	2,085	- 17.5%	--	--	--

* 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.

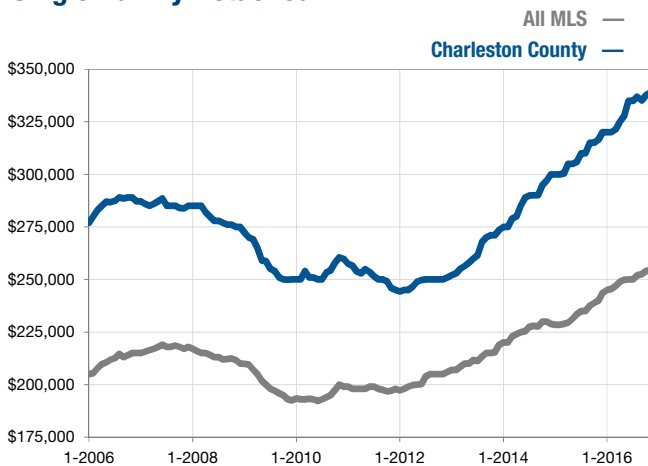
Townhouse-Condo Attached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	168	199	+ 18.5%	2,382	2,759	+ 15.8%
Closed Sales	127	157	+ 23.6%	1,707	2,065	+ 21.0%
Median Sales Price*	\$265,000	\$245,000	- 7.5%	\$195,000	\$215,000	+ 10.3%
Average Sales Price*	\$303,009	\$329,331	+ 8.7%	\$264,816	\$298,969	+ 12.9%
Percent of Original List Price Received*	95.7%	95.0%	- 0.7%	95.6%	96.1%	+ 0.5%
Days on Market Until Sale	53	58	+ 9.4%	62	60	- 3.2%
Inventory of Homes for Sale	776	692	- 10.8%	--	--	--

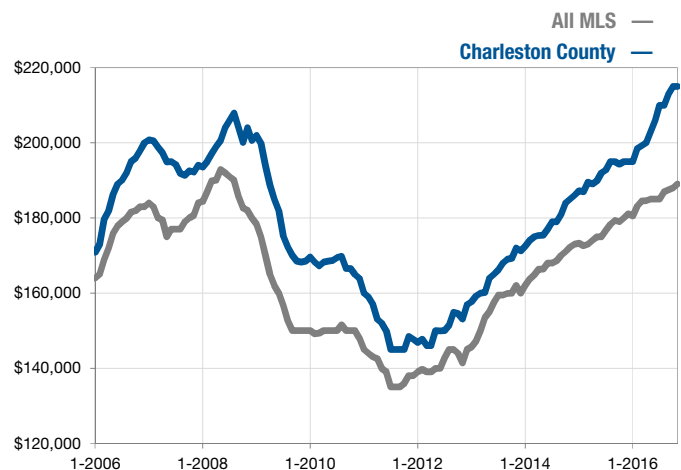
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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



Colleton County

Area 82

Single-Family Detached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	22	26	+ 18.2%	271	307	+ 13.3%
Closed Sales	6	13	+ 116.7%	158	170	+ 7.6%
Median Sales Price*	\$182,500	\$135,500	- 25.8%	\$125,000	\$134,000	+ 7.2%
Average Sales Price*	\$181,733	\$135,523	- 25.4%	\$147,434	\$149,088	+ 1.1%
Percent of Original List Price Received*	98.0%	86.6%	- 11.6%	88.6%	91.1%	+ 2.8%
Days on Market Until Sale	224	82	- 63.4%	131	118	- 9.9%
Inventory of Homes for Sale	171	153	- 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.

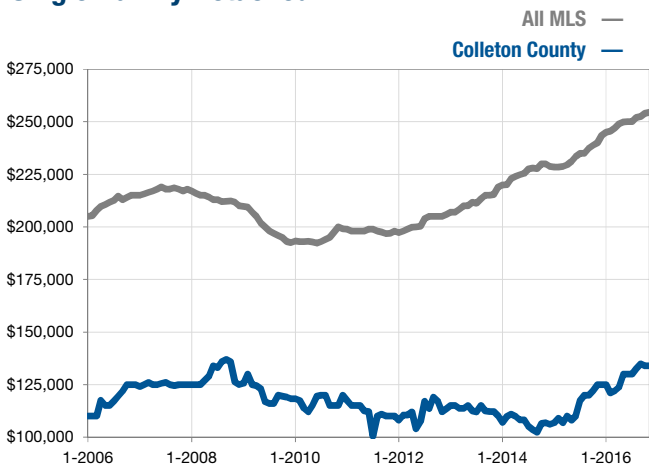
Townhouse-Condo Attached

Key Metrics	November			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	0	0	--	--	--	--

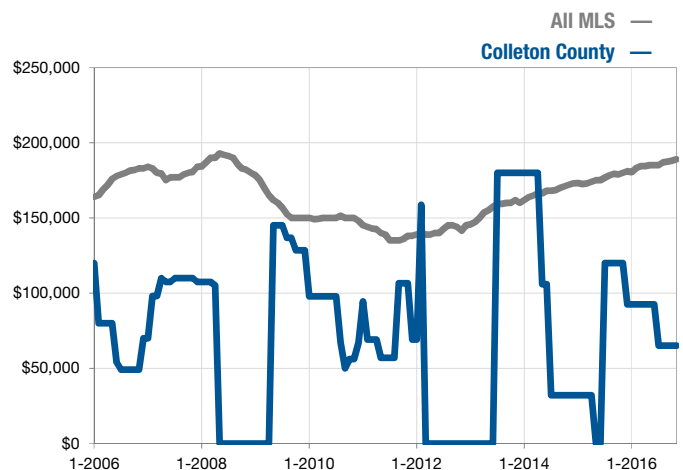
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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



Daniel Island

Area 77

Single-Family Detached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	26	10	- 61.5%	253	264	+ 4.3%
Closed Sales	20	22	+ 10.0%	217	178	- 18.0%
Median Sales Price*	\$678,500	\$724,509	+ 6.8%	\$712,000	\$784,500	+ 10.2%
Average Sales Price*	\$840,917	\$815,494	- 3.0%	\$852,231	\$878,857	+ 3.1%
Percent of Original List Price Received*	97.3%	101.3%	+ 4.1%	98.4%	97.5%	- 0.9%
Days on Market Until Sale	49	27	- 44.9%	60	47	- 21.7%
Inventory of Homes for Sale	56	69	+ 23.2%	--	--	--

* 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.

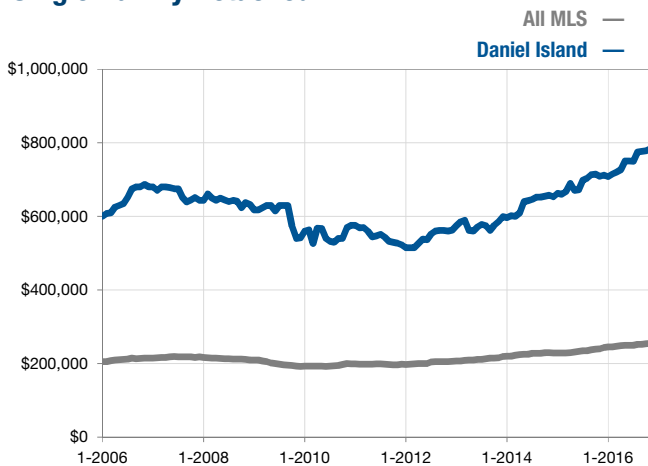
Townhouse-Condo Attached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	12	12	0.0%	151	149	- 1.3%
Closed Sales	10	7	- 30.0%	117	107	- 8.5%
Median Sales Price*	\$493,950	\$343,000	- 30.6%	\$300,000	\$253,500	- 15.5%
Average Sales Price*	\$467,711	\$358,036	- 23.4%	\$354,876	\$338,972	- 4.5%
Percent of Original List Price Received*	100.6%	96.4%	- 4.2%	96.1%	96.5%	+ 0.4%
Days on Market Until Sale	143	73	- 49.0%	59	65	+ 10.2%
Inventory of Homes for Sale	39	44	+ 12.8%	--	--	--

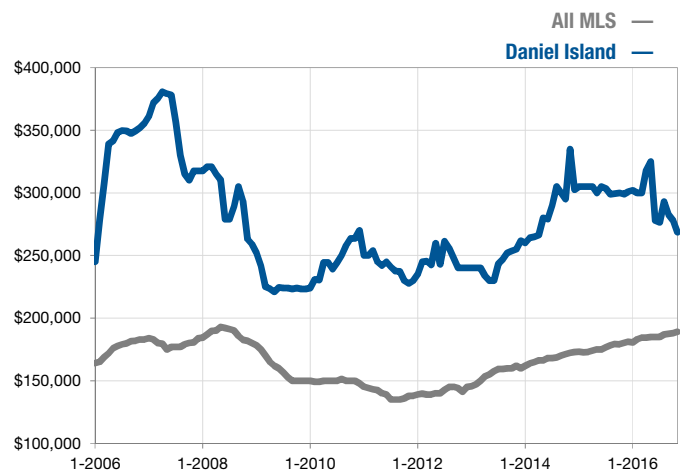
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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



Dorchester County

County: DOR

Single-Family Detached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	232	210	- 9.5%	3,436	3,554	+ 3.4%
Closed Sales	162	197	+ 21.6%	2,441	2,741	+ 12.3%
Median Sales Price*	\$209,000	\$219,000	+ 4.8%	\$199,000	\$212,000	+ 6.5%
Average Sales Price*	\$222,775	\$238,767	+ 7.2%	\$216,297	\$227,703	+ 5.3%
Percent of Original List Price Received*	97.3%	96.8%	- 0.5%	96.8%	97.3%	+ 0.5%
Days on Market Until Sale	55	44	- 20.0%	56	52	- 7.1%
Inventory of Homes for Sale	896	674	- 24.8%	--	--	--

* 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.

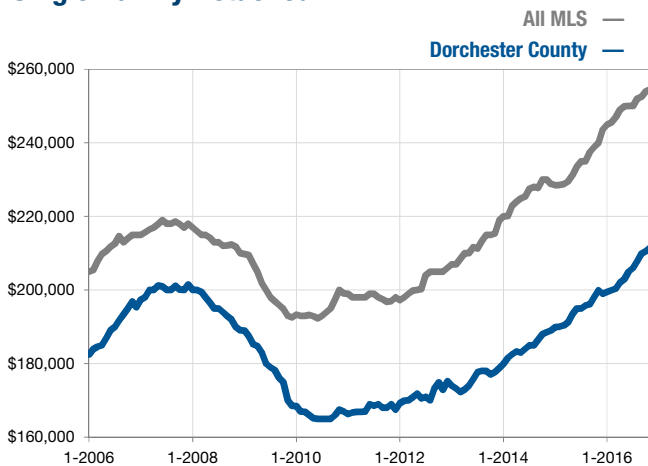
Townhouse-Condo Attached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	33	31	- 6.1%	415	401	- 3.4%
Closed Sales	14	30	+ 114.3%	233	336	+ 44.2%
Median Sales Price*	\$143,700	\$140,245	- 2.4%	\$127,990	\$135,495	+ 5.9%
Average Sales Price*	\$141,100	\$145,765	+ 3.3%	\$131,805	\$138,006	+ 4.7%
Percent of Original List Price Received*	101.9%	98.5%	- 3.3%	96.1%	97.3%	+ 1.2%
Days on Market Until Sale	110	65	- 40.9%	65	65	0.0%
Inventory of Homes for Sale	127	72	- 43.3%	--	--	--

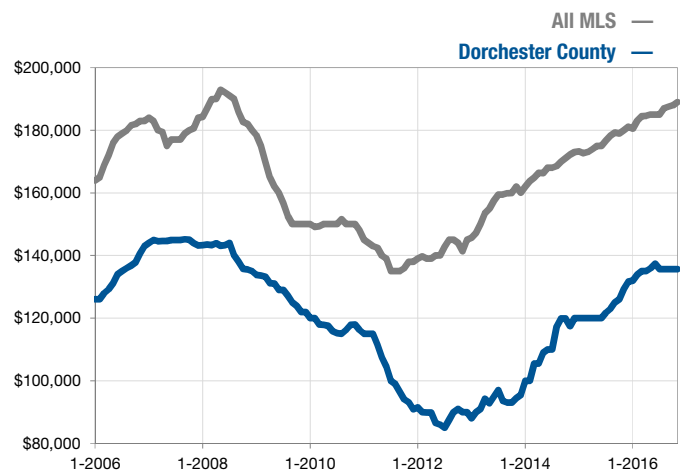
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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



Dorchester Road Corridor

Area 61

Single-Family Detached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	87	56	- 35.6%	1,121	1,079	- 3.7%
Closed Sales	63	60	- 4.8%	758	846	+ 11.6%
Median Sales Price*	\$215,000	\$218,708	+ 1.7%	\$195,000	\$212,500	+ 9.0%
Average Sales Price*	\$231,007	\$226,143	- 2.1%	\$213,278	\$225,013	+ 5.5%
Percent of Original List Price Received*	98.2%	97.7%	- 0.5%	97.1%	97.5%	+ 0.4%
Days on Market Until Sale	47	33	- 29.8%	43	49	+ 14.0%
Inventory of Homes for Sale	271	182	- 32.8%	--	--	--

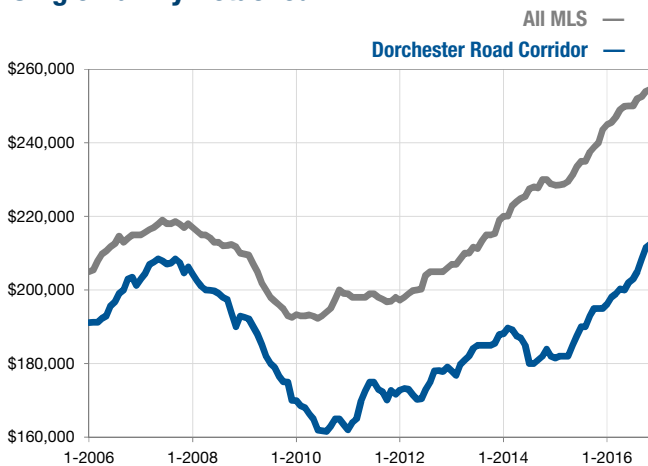
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	18	18	0.0%	246	229	- 6.9%
Closed Sales	7	19	+ 171.4%	126	192	+ 52.4%
Median Sales Price*	\$141,465	\$147,500	+ 4.3%	\$135,698	\$147,970	+ 9.0%
Average Sales Price*	\$137,646	\$156,566	+ 13.7%	\$136,450	\$148,630	+ 8.9%
Percent of Original List Price Received*	105.9%	99.5%	- 6.0%	96.0%	98.1%	+ 2.2%
Days on Market Until Sale	153	75	- 51.0%	70	69	- 1.4%
Inventory of Homes for Sale	80	41	- 48.8%	--	--	--

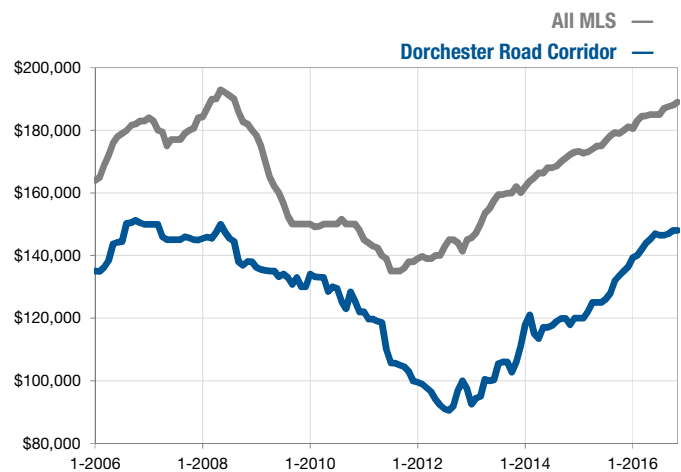
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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Downtown Charleston

Area 51

Single-Family Detached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	23	20	- 13.0%	258	288	+ 11.6%
Closed Sales	8	16	+ 100.0%	191	197	+ 3.1%
Median Sales Price*	\$820,000	\$917,500	+ 11.9%	\$732,500	\$820,000	+ 11.9%
Average Sales Price*	\$1,138,937	\$1,160,125	+ 1.9%	\$1,039,321	\$1,178,119	+ 13.4%
Percent of Original List Price Received*	95.4%	94.6%	- 0.8%	93.0%	93.6%	+ 0.6%
Days on Market Until Sale	38	46	+ 21.1%	100	85	- 15.0%
Inventory of Homes for Sale	125	111	- 11.2%	--	--	--

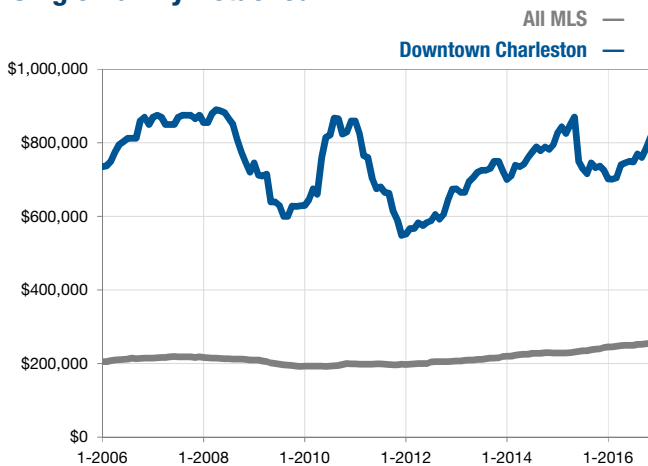
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	12	17	+ 41.7%	232	282	+ 21.6%
Closed Sales	15	12	- 20.0%	152	196	+ 28.9%
Median Sales Price*	\$575,000	\$707,500	+ 23.0%	\$495,000	\$547,500	+ 10.6%
Average Sales Price*	\$687,000	\$684,750	- 0.3%	\$635,664	\$665,463	+ 4.7%
Percent of Original List Price Received*	89.9%	90.9%	+ 1.1%	92.7%	94.0%	+ 1.4%
Days on Market Until Sale	135	91	- 32.6%	116	117	+ 0.9%
Inventory of Homes for Sale	119	98	- 17.6%	--	--	--

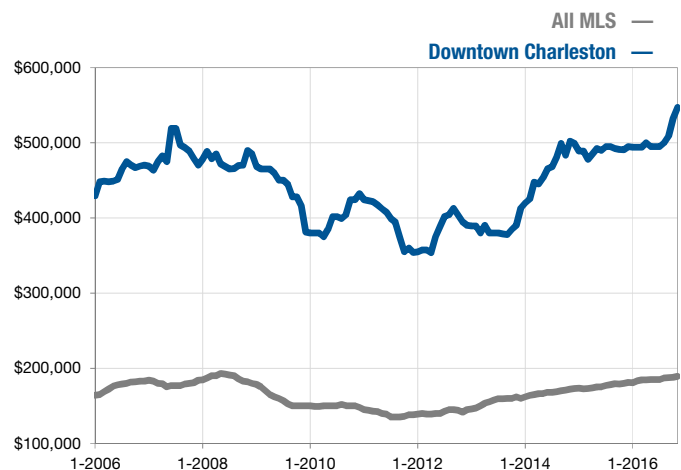
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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Edisto Area

Areas 26, 27 & 28

Single-Family Detached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	11	8	- 27.3%	155	140	- 9.7%
Closed Sales	9	8	- 11.1%	100	102	+ 2.0%
Median Sales Price*	\$325,000	\$330,000	+ 1.5%	\$397,450	\$392,400	- 1.3%
Average Sales Price*	\$464,511	\$503,100	+ 8.3%	\$467,378	\$453,169	- 3.0%
Percent of Original List Price Received*	89.4%	96.5%	+ 7.9%	91.0%	93.0%	+ 2.2%
Days on Market Until Sale	226	68	- 69.9%	174	140	- 19.5%
Inventory of Homes for Sale	107	89	- 16.8%	--	--	--

* 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.

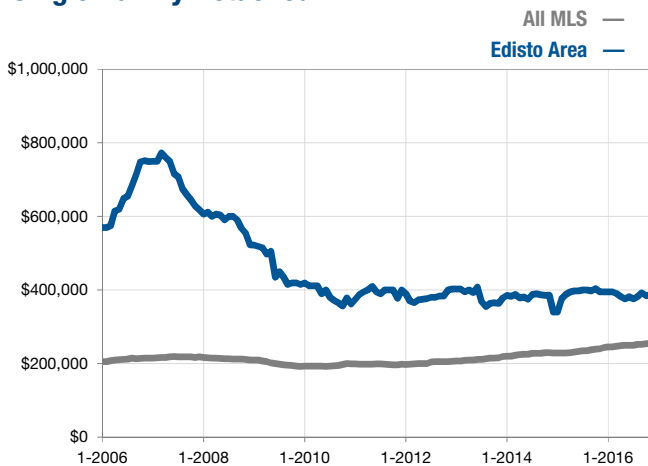
Townhouse-Condo Attached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	5	2	- 60.0%	42	36	- 14.3%
Closed Sales	3	2	- 33.3%	31	22	- 29.0%
Median Sales Price*	\$136,000	\$158,125	+ 16.3%	\$160,000	\$137,250	- 14.2%
Average Sales Price*	\$150,000	\$158,125	+ 5.4%	\$168,129	\$163,911	- 2.5%
Percent of Original List Price Received*	87.1%	92.1%	+ 5.7%	92.5%	89.4%	- 3.4%
Days on Market Until Sale	129	150	+ 16.3%	126	147	+ 16.7%
Inventory of Homes for Sale	20	24	+ 20.0%	--	--	--

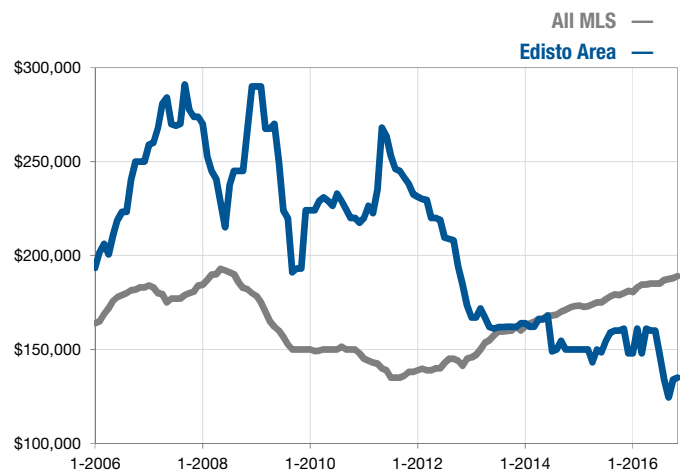
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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Folly Beach

Area 22

Single-Family Detached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	3	3	0.0%	117	126	+ 7.7%
Closed Sales	3	2	- 33.3%	72	74	+ 2.8%
Median Sales Price*	\$865,000	\$615,750	- 28.8%	\$579,500	\$615,000	+ 6.1%
Average Sales Price*	\$854,000	\$615,750	- 27.9%	\$647,792	\$678,676	+ 4.8%
Percent of Original List Price Received*	89.6%	93.2%	+ 4.0%	90.7%	93.2%	+ 2.8%
Days on Market Until Sale	76	35	- 53.9%	130	111	- 14.6%
Inventory of Homes for Sale	60	50	- 16.7%	--	--	--

* 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.

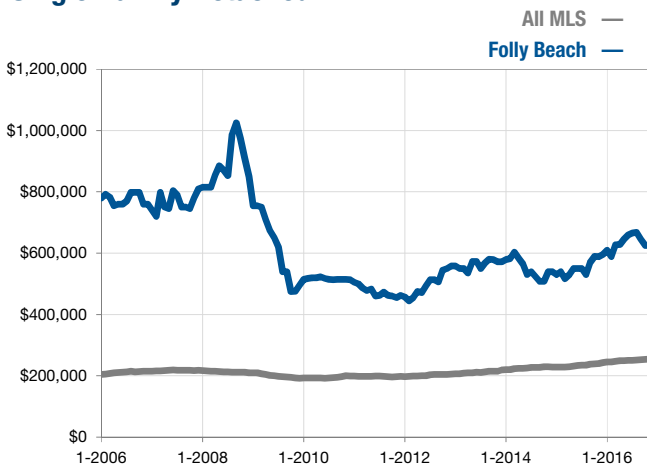
Townhouse-Condo Attached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	2	4	+ 100.0%	82	64	- 22.0%
Closed Sales	2	2	0.0%	53	54	+ 1.9%
Median Sales Price*	\$193,650	\$445,750	+ 130.2%	\$370,000	\$371,000	+ 0.3%
Average Sales Price*	\$193,650	\$445,750	+ 130.2%	\$351,675	\$388,772	+ 10.5%
Percent of Original List Price Received*	89.1%	95.7%	+ 7.4%	95.5%	94.4%	- 1.2%
Days on Market Until Sale	91	21	- 76.9%	76	78	+ 2.6%
Inventory of Homes for Sale	37	22	- 40.5%	--	--	--

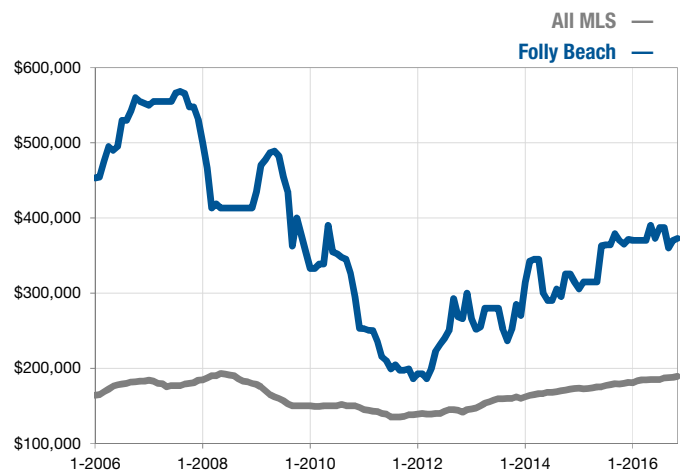
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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Goose Creek / Monck's Corner

Areas 72, 73 & 74

Single-Family Detached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	222	231	+ 4.1%	2,993	2,989	- 0.1%
Closed Sales	175	210	+ 20.0%	2,030	2,516	+ 23.9%
Median Sales Price*	\$206,590	\$223,166	+ 8.0%	\$194,970	\$213,763	+ 9.6%
Average Sales Price*	\$213,117	\$224,659	+ 5.4%	\$199,907	\$218,803	+ 9.5%
Percent of Original List Price Received*	97.9%	99.0%	+ 1.1%	97.5%	98.4%	+ 0.9%
Days on Market Until Sale	65	40	- 38.5%	52	51	- 1.9%
Inventory of Homes for Sale	825	481	- 41.7%	--	--	--

* 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.

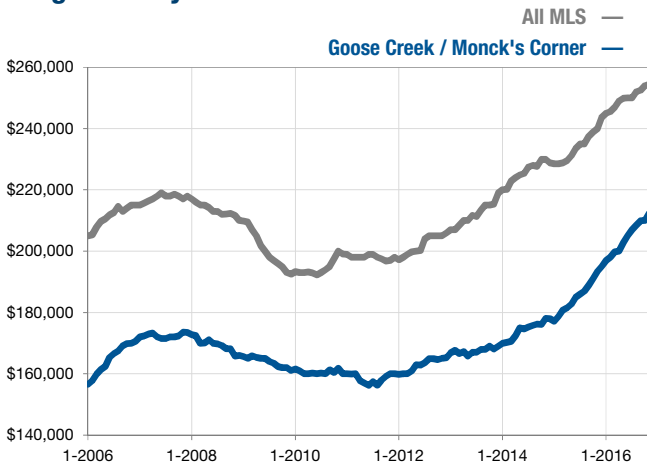
Townhouse-Condo Attached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	19	36	+ 89.5%	231	398	+ 72.3%
Closed Sales	10	23	+ 130.0%	160	269	+ 68.1%
Median Sales Price*	\$126,893	\$141,990	+ 11.9%	\$119,950	\$129,900	+ 8.3%
Average Sales Price*	\$143,355	\$151,804	+ 5.9%	\$121,231	\$132,899	+ 9.6%
Percent of Original List Price Received*	97.0%	98.7%	+ 1.8%	96.8%	97.1%	+ 0.3%
Days on Market Until Sale	96	62	- 35.4%	62	51	- 17.7%
Inventory of Homes for Sale	71	81	+ 14.1%	--	--	--

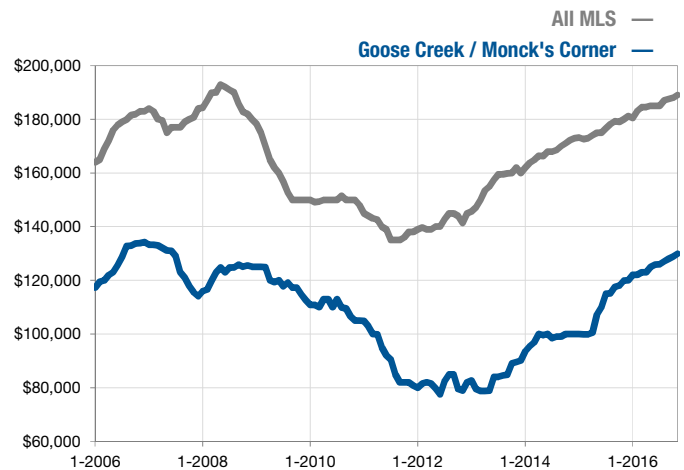
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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Greater North Charleston

Areas 31 & 32

Single-Family Detached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	94	87	- 7.4%	1,296	1,286	- 0.8%
Closed Sales	66	84	+ 27.3%	1,033	1,019	- 1.4%
Median Sales Price*	\$169,500	\$175,000	+ 3.2%	\$163,762	\$175,000	+ 6.9%
Average Sales Price*	\$172,232	\$168,059	- 2.4%	\$159,754	\$172,352	+ 7.9%
Percent of Original List Price Received*	95.7%	95.4%	- 0.3%	96.1%	96.1%	0.0%
Days on Market Until Sale	42	37	- 11.9%	49	42	- 14.3%
Inventory of Homes for Sale	336	222	- 33.9%	--	--	--

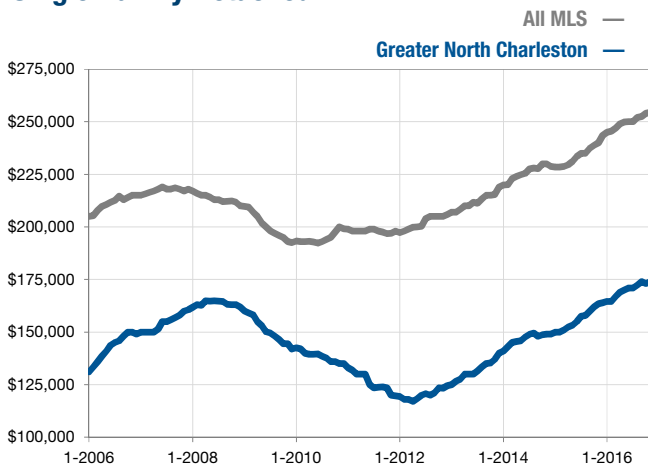
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	22	28	+ 27.3%	225	245	+ 8.9%
Closed Sales	14	16	+ 14.3%	177	200	+ 13.0%
Median Sales Price*	\$94,000	\$166,750	+ 77.4%	\$104,000	\$107,500	+ 3.4%
Average Sales Price*	\$105,199	\$244,874	+ 132.8%	\$110,140	\$139,993	+ 27.1%
Percent of Original List Price Received*	94.3%	96.5%	+ 2.3%	94.3%	95.1%	+ 0.8%
Days on Market Until Sale	41	29	- 29.3%	64	43	- 32.8%
Inventory of Homes for Sale	58	39	- 32.8%	--	--	--

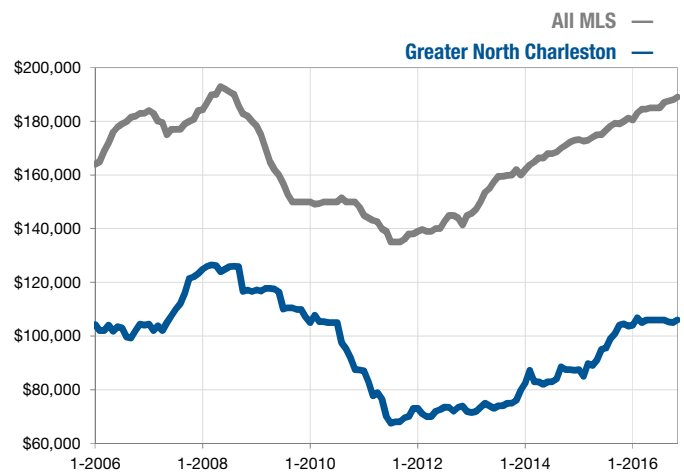
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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Greater Summerville Area

Areas 62 & 63

Single-Family Detached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	139	148	+ 6.5%	2,228	2,402	+ 7.8%
Closed Sales	96	133	+ 38.5%	1,638	1,846	+ 12.7%
Median Sales Price*	\$209,000	\$219,990	+ 5.3%	\$202,000	\$213,000	+ 5.4%
Average Sales Price*	\$217,502	\$246,196	+ 13.2%	\$219,197	\$231,020	+ 5.4%
Percent of Original List Price Received*	96.7%	96.7%	0.0%	96.8%	97.4%	+ 0.6%
Days on Market Until Sale	61	46	- 24.6%	61	53	- 13.1%
Inventory of Homes for Sale	577	463	- 19.8%	--	--	--

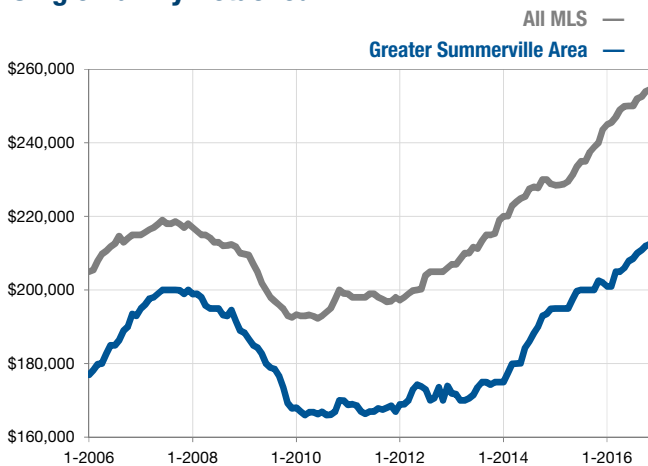
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	15	13	- 13.3%	169	172	+ 1.8%
Closed Sales	7	11	+ 57.1%	107	144	+ 34.6%
Median Sales Price*	\$149,900	\$115,000	- 23.3%	\$120,000	\$126,088	+ 5.1%
Average Sales Price*	\$144,554	\$127,109	- 12.1%	\$126,335	\$123,841	- 2.0%
Percent of Original List Price Received*	97.9%	96.6%	- 1.3%	96.1%	96.3%	+ 0.2%
Days on Market Until Sale	67	48	- 28.4%	58	60	+ 3.4%
Inventory of Homes for Sale	47	31	- 34.0%	--	--	--

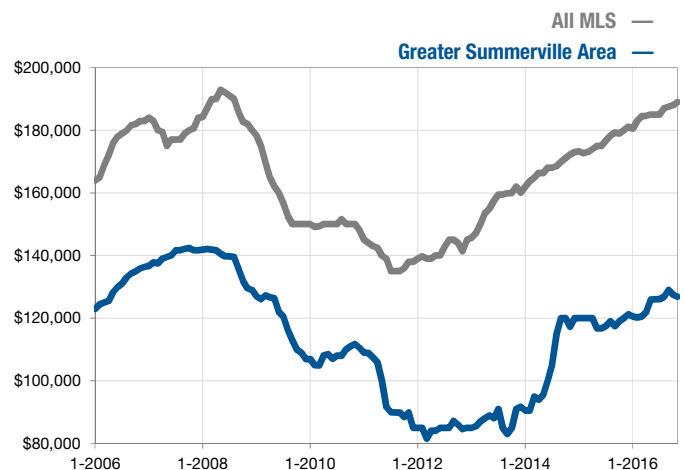
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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



Hanahan

Area 71

Single-Family Detached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	19	15	- 21.1%	372	311	- 16.4%
Closed Sales	16	14	- 12.5%	324	276	- 14.8%
Median Sales Price*	\$179,750	\$206,995	+ 15.2%	\$228,000	\$235,000	+ 3.1%
Average Sales Price*	\$193,494	\$219,706	+ 13.5%	\$230,431	\$240,183	+ 4.2%
Percent of Original List Price Received*	91.7%	94.6%	+ 3.2%	96.3%	96.2%	- 0.1%
Days on Market Until Sale	72	37	- 48.6%	54	44	- 18.5%
Inventory of Homes for Sale	77	48	- 37.7%	--	--	--

* 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.

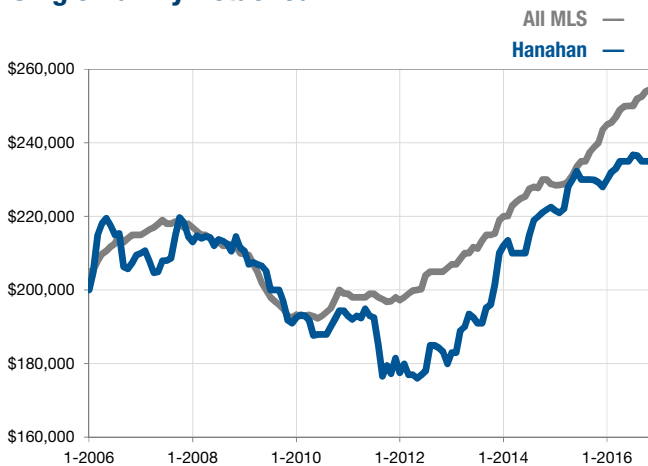
Townhouse-Condo Attached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	5	4	- 20.0%	43	29	- 32.6%
Closed Sales	5	3	- 40.0%	35	24	- 31.4%
Median Sales Price*	\$135,000	\$155,000	+ 14.8%	\$125,000	\$131,000	+ 4.8%
Average Sales Price*	\$216,960	\$205,333	- 5.4%	\$167,844	\$165,189	- 1.6%
Percent of Original List Price Received*	99.9%	96.1%	- 3.8%	95.8%	97.2%	+ 1.5%
Days on Market Until Sale	43	29	- 32.6%	49	60	+ 22.4%
Inventory of Homes for Sale	8	6	- 25.0%	--	--	--

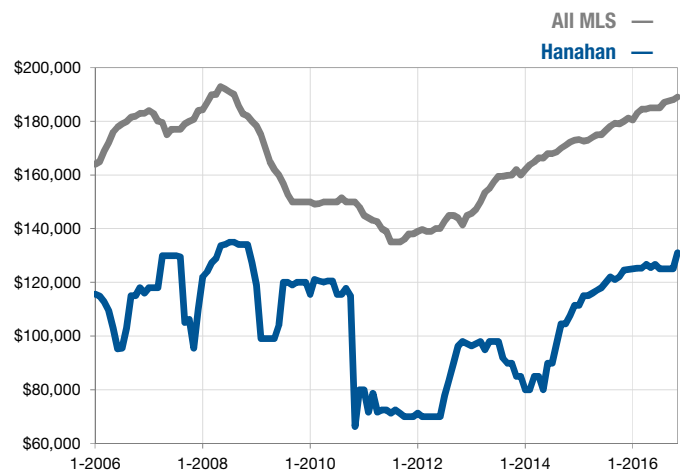
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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Hollywood / Ravenel / Meggett Area

Area 13

Single-Family Detached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	11	11	0.0%	223	263	+ 17.9%
Closed Sales	3	4	+ 33.3%	102	123	+ 20.6%
Median Sales Price*	\$208,884	\$349,880	+ 67.5%	\$351,500	\$343,759	- 2.2%
Average Sales Price*	\$234,628	\$341,190	+ 45.4%	\$368,908	\$372,751	+ 1.0%
Percent of Original List Price Received*	97.8%	94.8%	- 3.1%	93.7%	93.9%	+ 0.2%
Days on Market Until Sale	16	86	+ 437.5%	88	85	- 3.4%
Inventory of Homes for Sale	120	96	- 20.0%	--	--	--

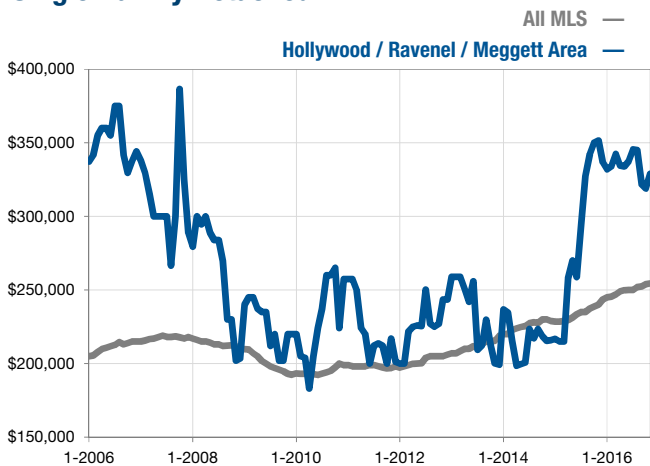
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Townhouse-Condo Attached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	0	1	--	9	12	+ 33.3%
Closed Sales	0	0	--	2	8	+ 300.0%
Median Sales Price*	\$0	\$0	--	\$248,750	\$307,450	+ 23.6%
Average 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	3	6	+ 100.0%	--	--	--

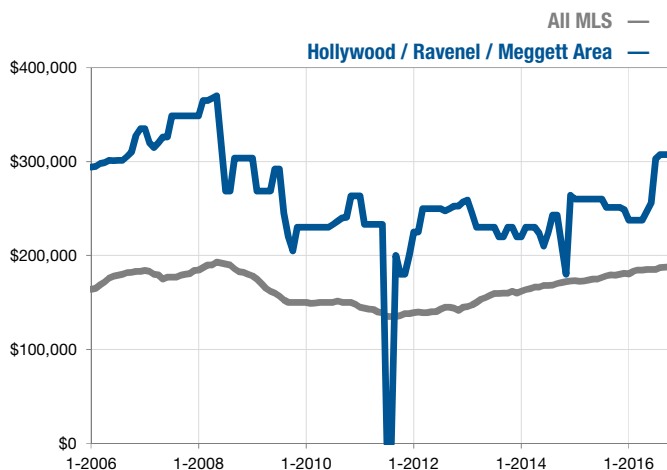
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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Isle of Palms

Areas 44 & 45

Single-Family Detached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	15	16	+ 6.7%	240	254	+ 5.8%
Closed Sales	5	11	+ 120.0%	158	158	0.0%
Median Sales Price*	\$784,817	\$735,000	- 6.3%	\$804,500	\$896,450	+ 11.4%
Average Sales Price*	\$1,007,763	\$1,416,909	+ 40.6%	\$1,016,949	\$1,240,191	+ 22.0%
Percent of Original List Price Received*	92.7%	93.3%	+ 0.6%	90.9%	91.4%	+ 0.6%
Days on Market Until Sale	113	141	+ 24.8%	134	145	+ 8.2%
Inventory of Homes for Sale	146	121	- 17.1%	--	--	--

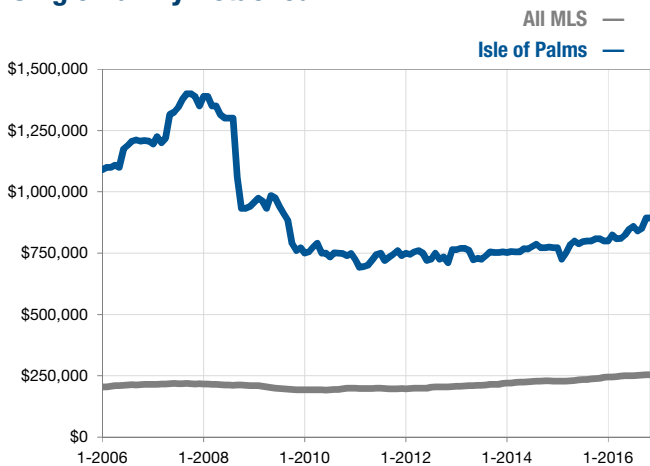
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	9	9	0.0%	118	130	+ 10.2%
Closed Sales	2	12	+ 500.0%	60	73	+ 21.7%
Median Sales Price*	\$332,500	\$526,250	+ 58.3%	\$457,375	\$495,000	+ 8.2%
Average Sales Price*	\$332,500	\$532,938	+ 60.3%	\$445,833	\$509,778	+ 14.3%
Percent of Original List Price Received*	76.2%	93.4%	+ 22.6%	92.0%	92.9%	+ 1.0%
Days on Market Until Sale	108	118	+ 9.3%	135	114	- 15.6%
Inventory of Homes for Sale	87	78	- 10.3%	--	--	--

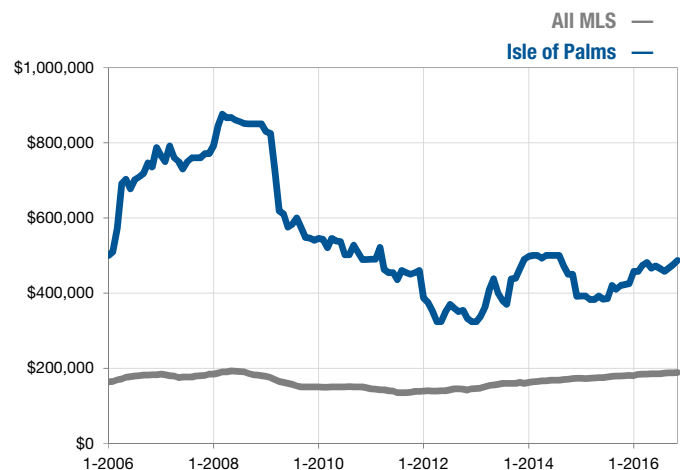
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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James Island

Area 21

Single-Family Detached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	64	62	- 3.1%	841	816	- 3.0%
Closed Sales	56	45	- 19.6%	713	626	- 12.2%
Median Sales Price*	\$300,000	\$315,000	+ 5.0%	\$304,000	\$310,913	+ 2.3%
Average Sales Price*	\$353,133	\$370,905	+ 5.0%	\$350,129	\$353,413	+ 0.9%
Percent of Original List Price Received*	97.1%	95.0%	- 2.2%	96.1%	96.4%	+ 0.3%
Days on Market Until Sale	37	48	+ 29.7%	47	41	- 12.8%
Inventory of Homes for Sale	175	148	- 15.4%	--	--	--

* 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.

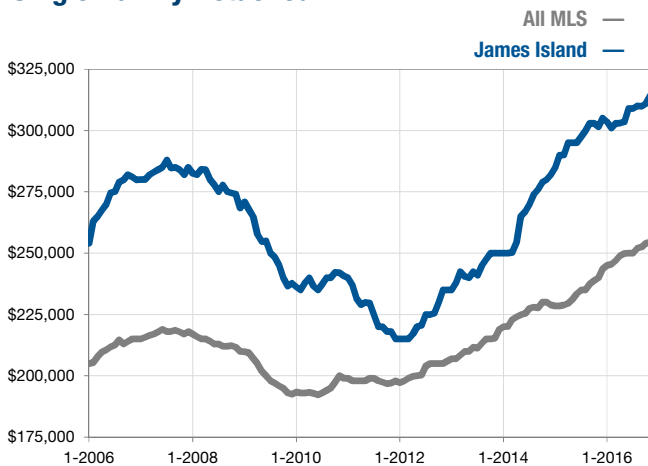
Townhouse-Condo Attached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	16	20	+ 25.0%	210	263	+ 25.2%
Closed Sales	7	12	+ 71.4%	140	203	+ 45.0%
Median Sales Price*	\$130,000	\$212,000	+ 63.1%	\$170,000	\$179,500	+ 5.6%
Average Sales Price*	\$152,871	\$215,833	+ 41.2%	\$173,755	\$175,535	+ 1.0%
Percent of Original List Price Received*	89.8%	97.2%	+ 8.2%	95.5%	96.2%	+ 0.7%
Days on Market Until Sale	66	50	- 24.2%	51	45	- 11.8%
Inventory of Homes for Sale	53	54	+ 1.9%	--	--	--

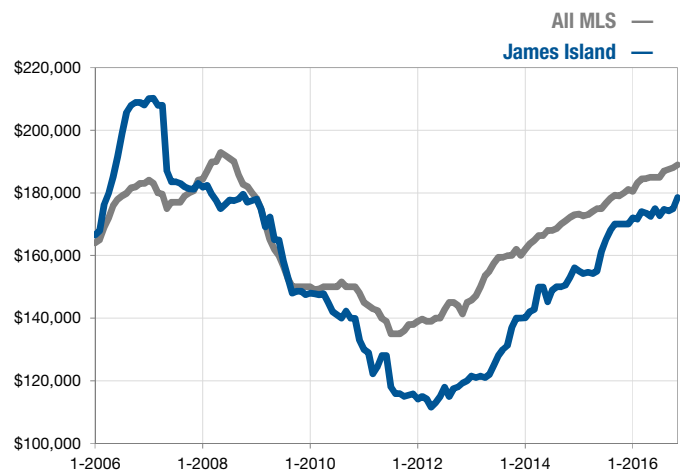
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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Johns Island

Area 23

Single-Family Detached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	32	56	+ 75.0%	672	685	+ 1.9%
Closed Sales	23	40	+ 73.9%	421	517	+ 22.8%
Median Sales Price*	\$302,500	\$286,495	- 5.3%	\$266,081	\$286,990	+ 7.9%
Average Sales Price*	\$306,337	\$306,520	+ 0.1%	\$330,166	\$329,659	- 0.2%
Percent of Original List Price Received*	96.9%	97.2%	+ 0.3%	97.3%	98.6%	+ 1.3%
Days on Market Until Sale	37	47	+ 27.0%	54	49	- 9.3%
Inventory of Homes for Sale	210	191	- 9.0%	--	--	--

* 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.

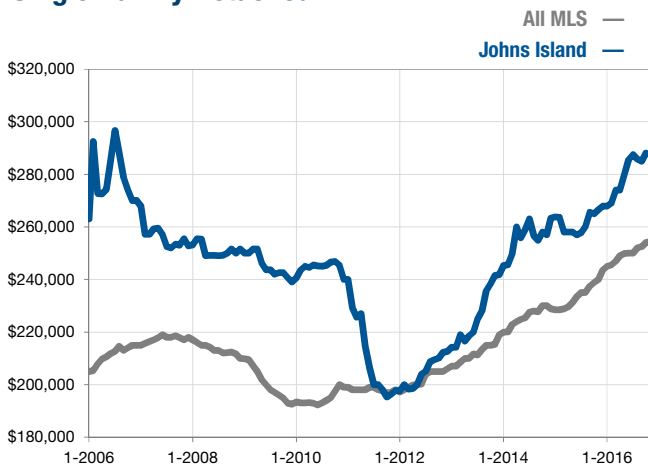
Townhouse-Condo Attached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	8	8	0.0%	78	93	+ 19.2%
Closed Sales	3	3	0.0%	53	66	+ 24.5%
Median Sales Price*	\$219,500	\$206,000	- 6.2%	\$199,000	\$209,500	+ 5.3%
Average Sales Price*	\$236,677	\$198,667	- 16.1%	\$189,868	\$201,905	+ 6.3%
Percent of Original List Price Received*	97.5%	92.3%	- 5.3%	96.8%	97.2%	+ 0.4%
Days on Market Until Sale	42	40	- 4.8%	49	48	- 2.0%
Inventory of Homes for Sale	19	21	+ 10.5%	--	--	--

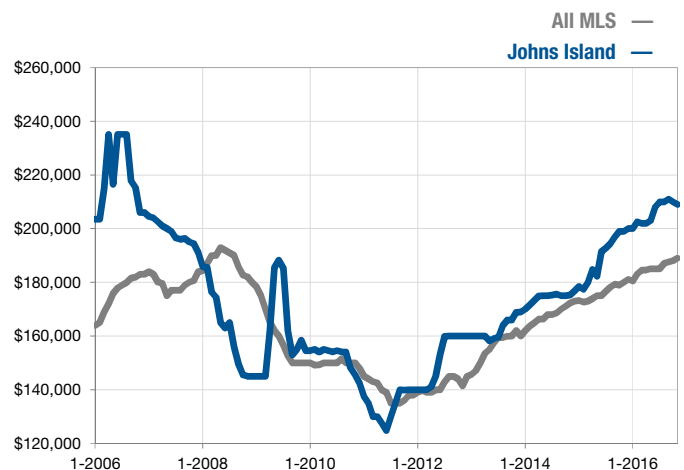
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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Kiawah

Area 25

Single-Family Detached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	2	4	+ 100.0%	59	84	+ 42.4%
Closed Sales	4	3	- 25.0%	39	28	- 28.2%
Median Sales Price*	\$450,000	\$869,000	+ 93.1%	\$888,000	\$900,500	+ 1.4%
Average Sales Price*	\$972,500	\$859,333	- 11.6%	\$1,167,692	\$1,051,393	- 10.0%
Percent of Original List Price Received*	88.8%	97.7%	+ 10.0%	90.5%	90.7%	+ 0.2%
Days on Market Until Sale	244	28	- 88.5%	189	126	- 33.3%
Inventory of Homes for Sale	43	56	+ 30.2%	--	--	--

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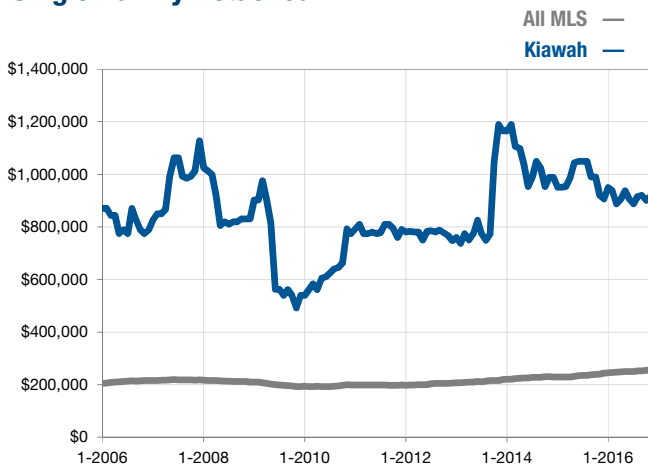
Townhouse-Condo Attached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	3	5	+ 66.7%	54	66	+ 22.2%
Closed Sales	0	1	--	24	24	0.0%
Median Sales Price*	\$0	\$295,000	--	\$388,825	\$319,250	- 17.9%
Average Sales Price*	\$0	\$295,000	--	\$401,852	\$409,355	+ 1.9%
Percent of Original List Price Received*	0.0%	98.7%	--	88.2%	92.1%	+ 4.4%
Days on Market Until Sale	0	123	--	172	156	- 9.3%
Inventory of Homes for Sale	49	50	+ 2.0%	--	--	--

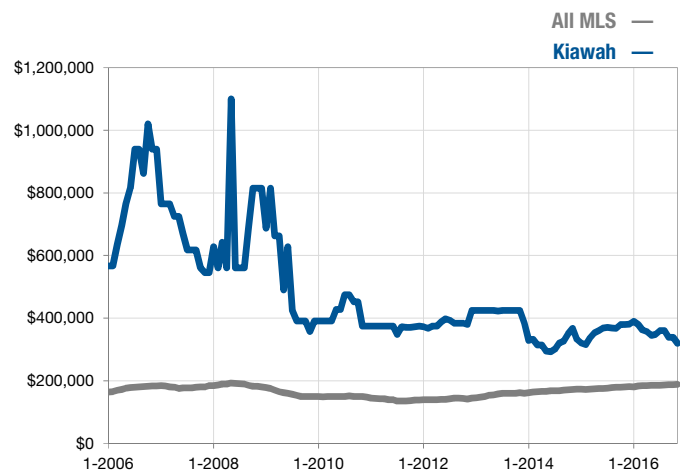
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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Lower Mount Pleasant

Area 42

Single-Family Detached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	63	61	- 3.2%	1,005	1,075	+ 7.0%
Closed Sales	44	49	+ 11.4%	742	798	+ 7.5%
Median Sales Price*	\$402,750	\$525,000	+ 30.4%	\$477,250	\$485,000	+ 1.6%
Average Sales Price*	\$509,474	\$593,317	+ 16.5%	\$583,566	\$601,823	+ 3.1%
Percent of Original List Price Received*	94.0%	95.1%	+ 1.2%	95.3%	94.9%	- 0.4%
Days on Market Until Sale	45	50	+ 11.1%	47	58	+ 23.4%
Inventory of Homes for Sale	243	208	- 14.4%	--	--	--

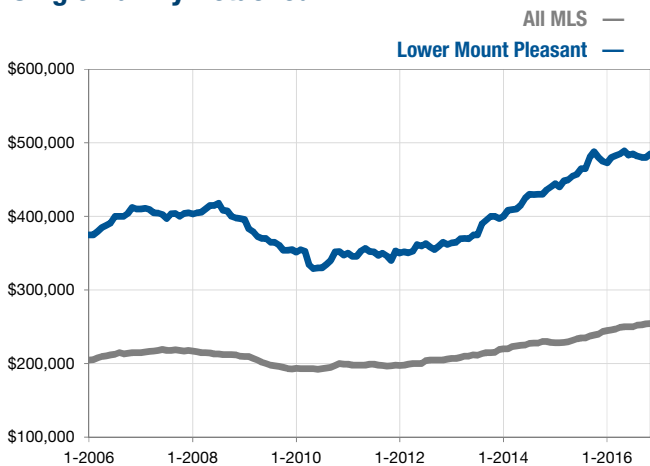
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Townhouse-Condo Attached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	35	35	0.0%	417	509	+ 22.1%
Closed Sales	23	35	+ 52.2%	320	379	+ 18.4%
Median Sales Price*	\$208,500	\$229,000	+ 9.8%	\$200,750	\$231,000	+ 15.1%
Average Sales Price*	\$267,272	\$364,505	+ 36.4%	\$267,601	\$368,323	+ 37.6%
Percent of Original List Price Received*	95.6%	96.1%	+ 0.5%	96.0%	96.6%	+ 0.6%
Days on Market Until Sale	21	41	+ 95.2%	41	47	+ 14.6%
Inventory of Homes for Sale	83	108	+ 30.1%	--	--	--

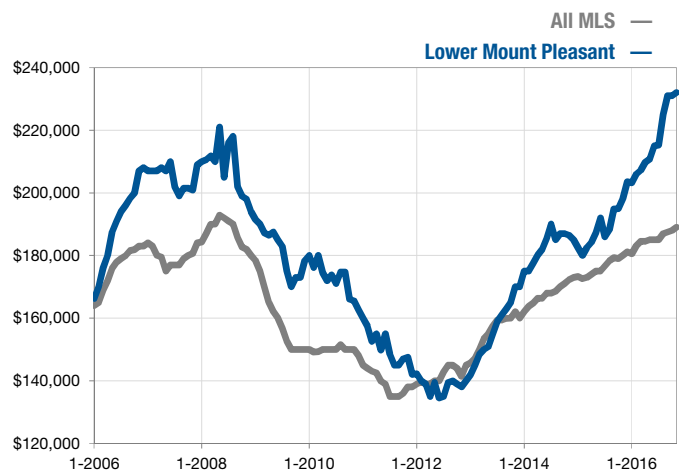
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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Rural Berkeley County

Area 75

Single-Family Detached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	7	6	- 14.3%	118	151	+ 28.0%
Closed Sales	8	7	- 12.5%	65	96	+ 47.7%
Median Sales Price*	\$171,000	\$205,000	+ 19.9%	\$176,500	\$160,000	- 9.3%
Average Sales Price*	\$171,700	\$238,857	+ 39.1%	\$204,220	\$177,131	- 13.3%
Percent of Original List Price Received*	93.0%	97.3%	+ 4.6%	92.4%	90.8%	- 1.7%
Days on Market Until Sale	49	30	- 38.8%	70	75	+ 7.1%
Inventory of Homes for Sale	47	49	+ 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.

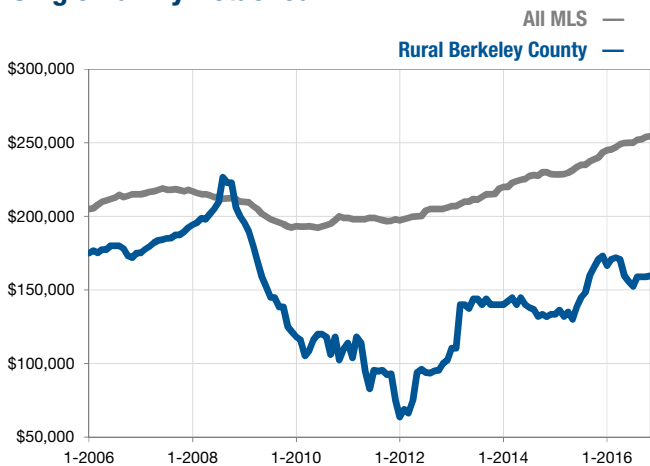
Townhouse-Condo Attached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	1	0	- 100.0%	1	0	- 100.0%
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	1	0	- 100.0%	--	--	--

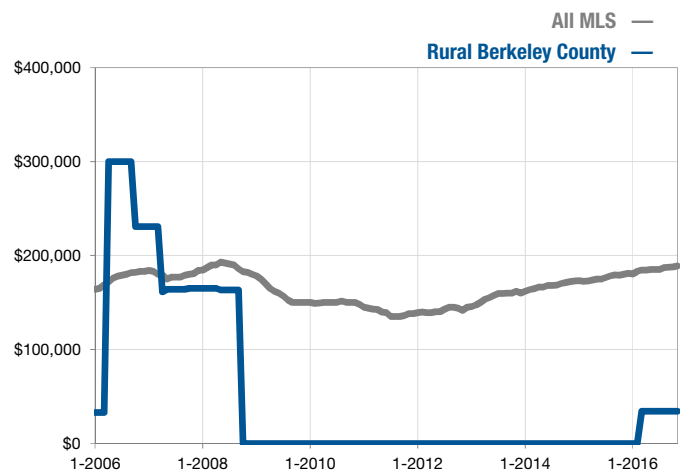
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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Seabrook Island

Area 30

Single-Family Detached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	7	8	+ 14.3%	127	129	+ 1.6%
Closed Sales	11	5	- 54.5%	70	73	+ 4.3%
Median Sales Price*	\$630,500	\$338,000	- 46.4%	\$530,000	\$615,000	+ 16.0%
Average Sales Price*	\$796,727	\$424,399	- 46.7%	\$653,343	\$730,649	+ 11.8%
Percent of Original List Price Received*	85.2%	91.5%	+ 7.4%	87.9%	88.2%	+ 0.3%
Days on Market Until Sale	267	130	- 51.3%	242	205	- 15.3%
Inventory of Homes for Sale	96	86	- 10.4%	--	--	--

* 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.

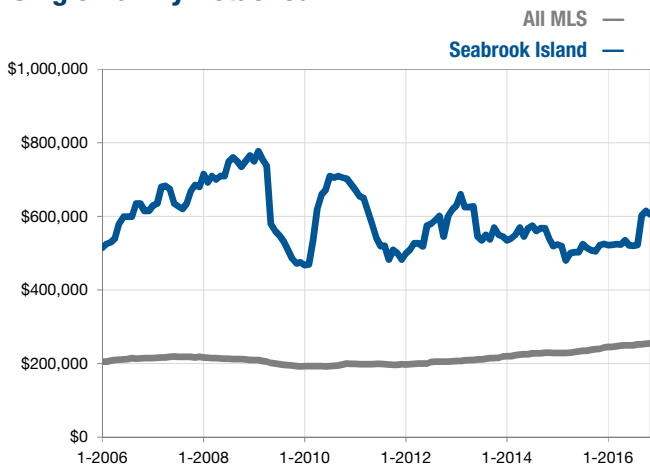
Townhouse-Condo Attached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	5	10	+ 100.0%	110	108	- 1.8%
Closed Sales	4	5	+ 25.0%	42	52	+ 23.8%
Median Sales Price*	\$433,500	\$150,000	- 65.4%	\$196,050	\$216,000	+ 10.2%
Average Sales Price*	\$381,000	\$166,000	- 56.4%	\$320,140	\$249,593	- 22.0%
Percent of Original List Price Received*	96.8%	89.1%	- 8.0%	90.8%	91.3%	+ 0.6%
Days on Market Until Sale	142	238	+ 67.6%	129	174	+ 34.9%
Inventory of Homes for Sale	81	64	- 21.0%	--	--	--

* 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 – November 2016

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St. George / Rural Dorchester County

Area 64

Single-Family Detached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	6	6	0.0%	86	74	- 14.0%
Closed Sales	3	4	+ 33.3%	45	49	+ 8.9%
Median Sales Price*	\$129,000	\$103,750	- 19.6%	\$130,000	\$133,000	+ 2.3%
Average Sales Price*	\$218,667	\$181,125	- 17.2%	\$160,646	\$149,241	- 7.1%
Percent of Original List Price Received*	98.4%	87.5%	- 11.1%	91.2%	91.6%	+ 0.4%
Days on Market Until Sale	52	118	+ 126.9%	85	85	0.0%
Inventory of Homes for Sale	48	29	- 39.6%	--	--	--

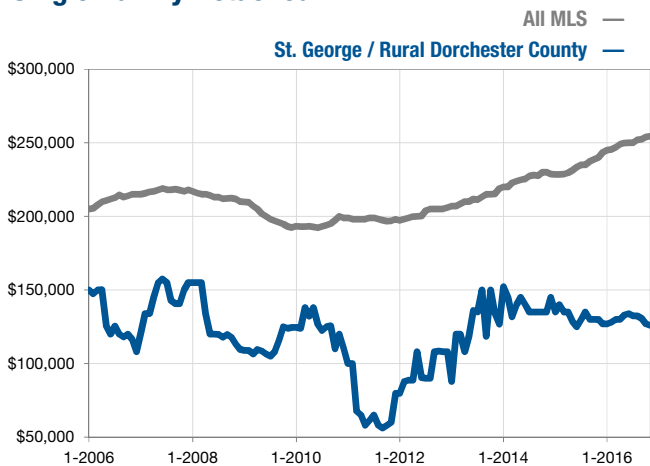
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Townhouse-Condo Attached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--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

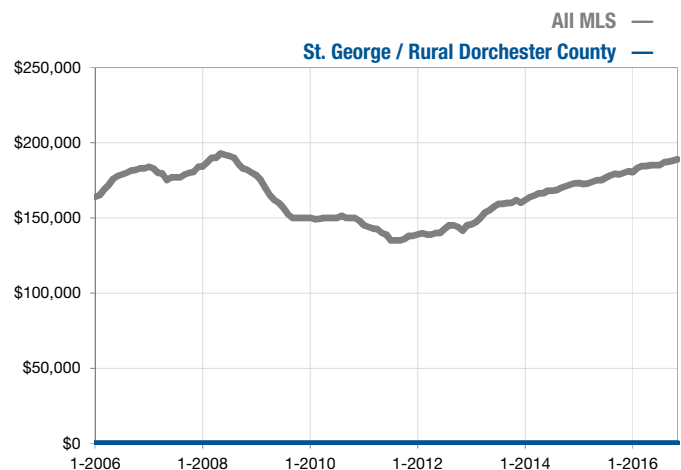
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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Sullivan's Island

Area 43

Single-Family Detached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	3	5	+ 66.7%	81	82	+ 1.2%
Closed Sales	2	4	+ 100.0%	46	54	+ 17.4%
Median Sales Price*	\$1,500,500	\$1,087,500	- 27.5%	\$1,411,000	\$1,425,000	+ 1.0%
Average Sales Price*	\$1,500,500	\$1,347,500	- 10.2%	\$1,613,209	\$1,538,018	- 4.7%
Percent of Original List Price Received*	97.2%	88.7%	- 8.7%	91.3%	89.6%	- 1.9%
Days on Market Until Sale	36	185	+ 413.9%	140	130	- 7.1%
Inventory of Homes for Sale	35	38	+ 8.6%	--	--	--

* 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.

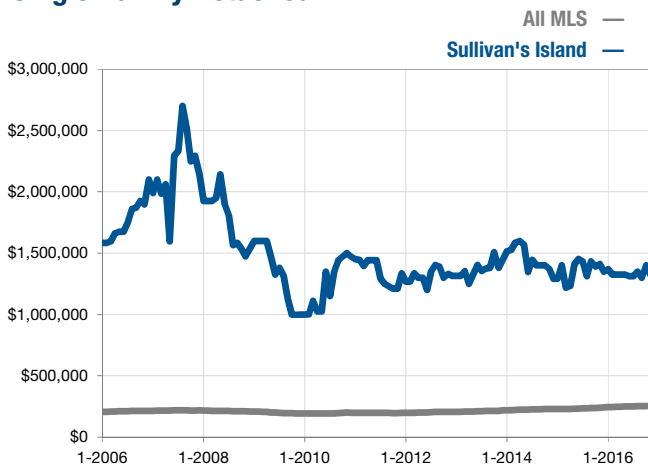
Townhouse-Condo Attached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	2	0	- 100.0%	9	6	- 33.3%
Closed Sales	2	0	- 100.0%	5	4	- 20.0%
Median Sales Price*	\$513,500	\$0	- 100.0%	\$500,000	\$525,000	+ 5.0%
Average Sales Price*	\$513,500	\$0	- 100.0%	\$506,400	\$495,000	- 2.3%
Percent of Original List Price Received*	91.4%	0.0%	- 100.0%	90.6%	97.1%	+ 7.2%
Days on Market Until Sale	89	0	- 100.0%	220	107	- 51.4%
Inventory of Homes for Sale	4	4	0.0%	--	--	--

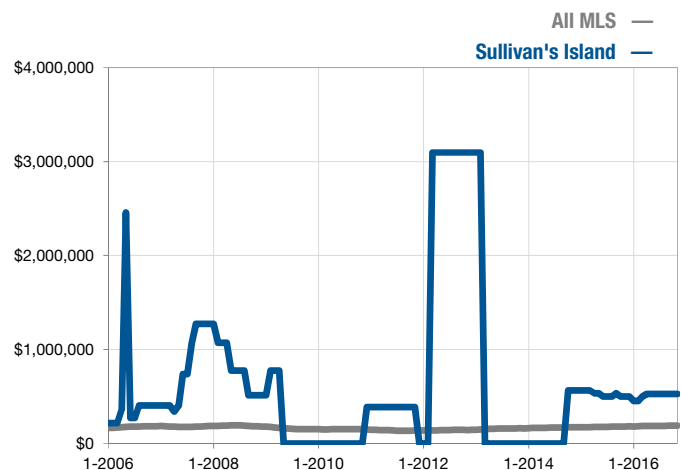
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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Upper Charleston Peninsula

Area 52

Single-Family Detached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	11	17	+ 54.5%	192	213	+ 10.9%
Closed Sales	12	10	- 16.7%	172	158	- 8.1%
Median Sales Price*	\$412,740	\$416,000	+ 0.8%	\$345,000	\$397,500	+ 15.2%
Average Sales Price*	\$435,165	\$411,163	- 5.5%	\$362,060	\$415,928	+ 14.9%
Percent of Original List Price Received*	90.7%	89.1%	- 1.8%	94.9%	94.4%	- 0.5%
Days on Market Until Sale	57	56	- 1.8%	51	42	- 17.6%
Inventory of Homes for Sale	35	31	- 11.4%	--	--	--

* 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.

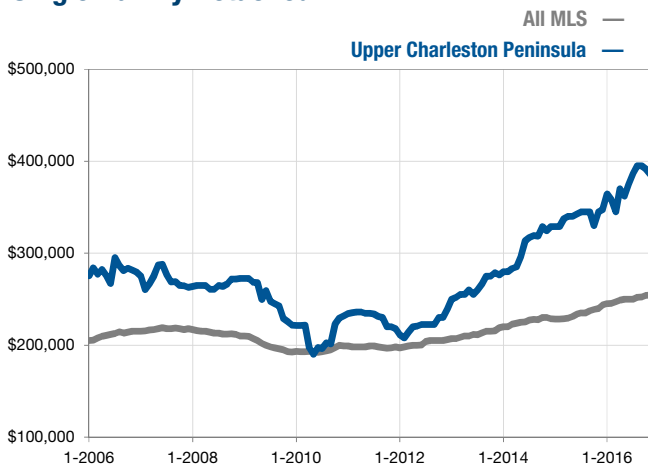
Townhouse-Condo Attached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	1	2	+ 100.0%	31	47	+ 51.6%
Closed Sales	2	3	+ 50.0%	27	30	+ 11.1%
Median Sales Price*	\$211,250	\$377,000	+ 78.5%	\$290,000	\$327,500	+ 12.9%
Average Sales Price*	\$211,250	\$397,667	+ 88.2%	\$306,761	\$361,703	+ 17.9%
Percent of Original List Price Received*	93.4%	94.1%	+ 0.7%	93.8%	96.7%	+ 3.1%
Days on Market Until Sale	69	56	- 18.8%	71	50	- 29.6%
Inventory of Homes for Sale	7	11	+ 57.1%	--	--	--

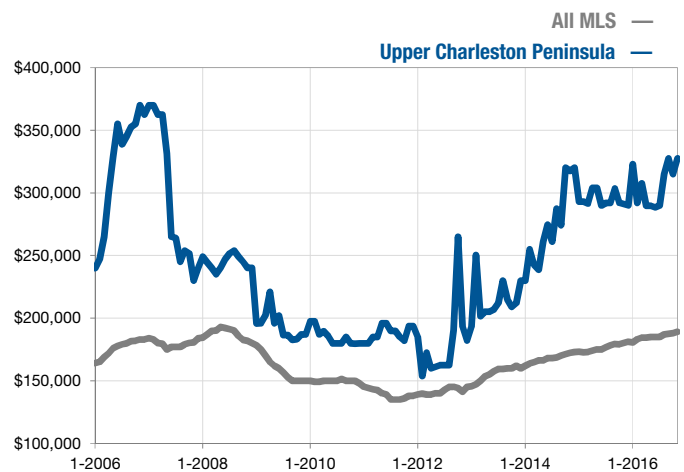
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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Upper Mount Pleasant

Area 41

Single-Family Detached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	122	90	- 26.2%	1,455	1,487	+ 2.2%
Closed Sales	76	75	- 1.3%	979	1,068	+ 9.1%
Median Sales Price*	\$513,881	\$521,000	+ 1.4%	\$452,000	\$475,000	+ 5.1%
Average Sales Price*	\$514,276	\$548,683	+ 6.7%	\$489,861	\$521,936	+ 6.5%
Percent of Original List Price Received*	97.6%	97.0%	- 0.6%	97.8%	97.8%	0.0%
Days on Market Until Sale	55	66	+ 20.0%	64	68	+ 6.3%
Inventory of Homes for Sale	474	407	- 14.1%	--	--	--

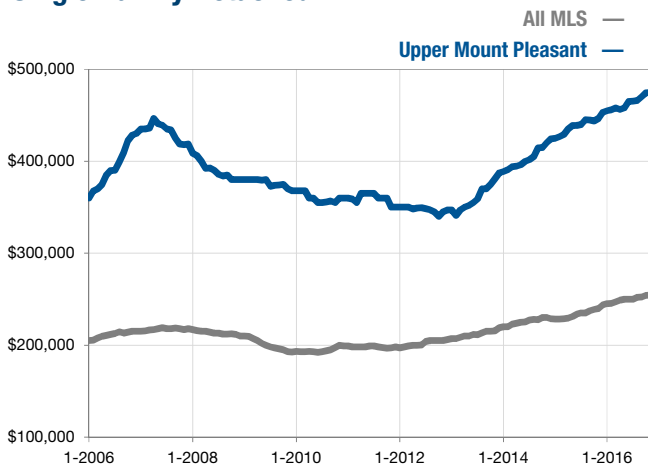
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Townhouse-Condo Attached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	31	29	- 6.5%	413	445	+ 7.7%
Closed Sales	36	28	- 22.2%	338	378	+ 11.8%
Median Sales Price*	\$345,708	\$317,450	- 8.2%	\$254,500	\$252,000	- 1.0%
Average Sales Price*	\$327,148	\$302,147	- 7.6%	\$253,036	\$272,618	+ 7.7%
Percent of Original List Price Received*	101.6%	95.7%	- 5.8%	98.3%	98.0%	- 0.3%
Days on Market Until Sale	29	43	+ 48.3%	44	43	- 2.3%
Inventory of Homes for Sale	90	73	- 18.9%	--	--	--

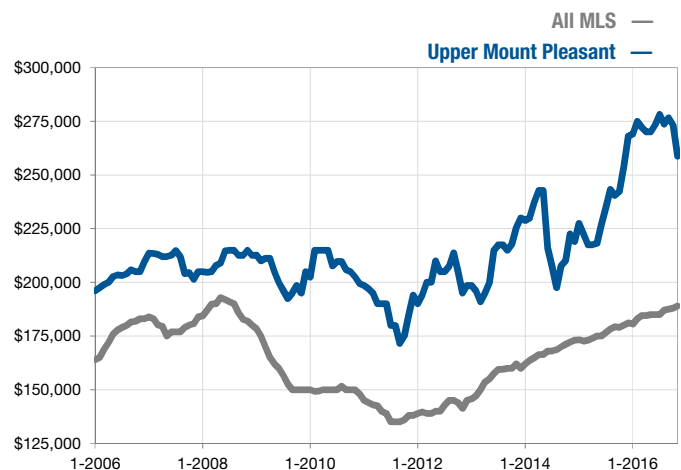
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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Wando / Cainhoy Area

Area 78

Single-Family Detached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	13	16	+ 23.1%	249	240	- 3.6%
Closed Sales	12	11	- 8.3%	214	166	- 22.4%
Median Sales Price*	\$286,628	\$313,000	+ 9.2%	\$293,590	\$319,500	+ 8.8%
Average Sales Price*	\$345,924	\$642,600	+ 85.8%	\$351,623	\$436,357	+ 24.1%
Percent of Original List Price Received*	98.3%	95.8%	- 2.5%	98.5%	95.8%	- 2.7%
Days on Market Until Sale	20	42	+ 110.0%	61	54	- 11.5%
Inventory of Homes for Sale	63	56	- 11.1%	--	--	--

* 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.

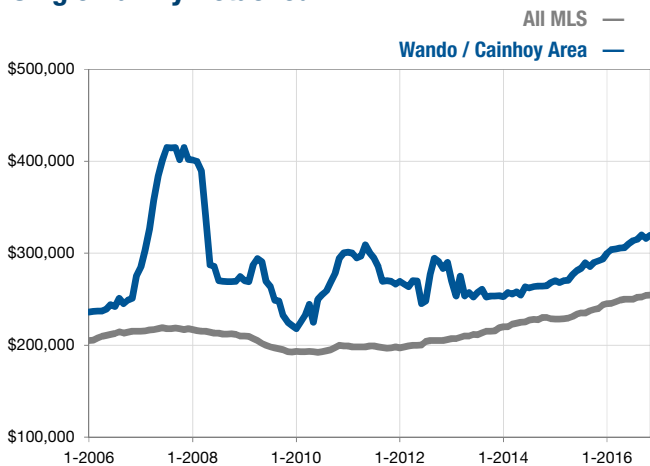
Townhouse-Condo Attached

Key Metrics	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	4	2	- 50.0%	93	66	- 29.0%
Closed Sales	1	4	+ 300.0%	84	57	- 32.1%
Median Sales Price*	\$180,000	\$160,000	- 11.1%	\$184,133	\$169,400	- 8.0%
Average Sales Price*	\$180,000	\$178,875	- 0.6%	\$175,618	\$173,054	- 1.5%
Percent of Original List Price Received*	96.0%	99.8%	+ 4.0%	97.9%	97.9%	0.0%
Days on Market Until Sale	67	22	- 67.2%	33	26	- 21.2%
Inventory of Homes for Sale	11	5	- 54.5%	--	--	--

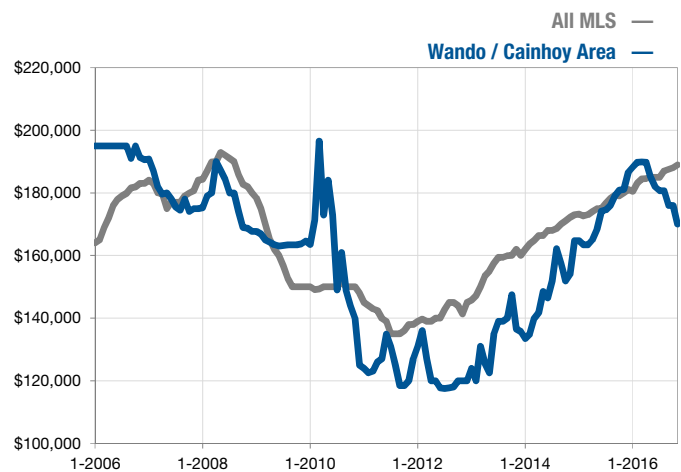
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – November 2016

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



West Ashley Area

Areas 11 & 12

Single-Family Detached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	101	120	+ 18.8%	1,559	1,663	+ 6.7%
Closed Sales	80	114	+ 42.5%	1,222	1,359	+ 11.2%
Median Sales Price*	\$268,904	\$272,500	+ 1.3%	\$255,000	\$278,695	+ 9.3%
Average Sales Price*	\$298,932	\$301,041	+ 0.7%	\$275,669	\$293,586	+ 6.5%
Percent of Original List Price Received*	94.8%	96.6%	+ 1.9%	95.9%	96.8%	+ 0.9%
Days on Market Until Sale	35	31	- 11.4%	44	37	- 15.9%
Inventory of Homes for Sale	326	234	- 28.2%	--	--	--

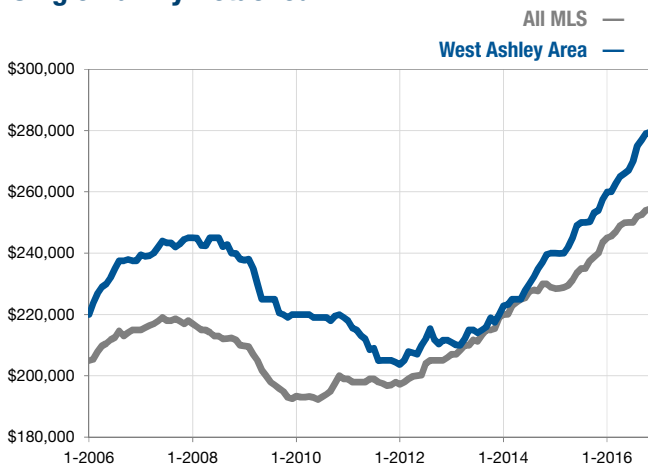
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	November			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	22	31	+ 40.9%	388	488	+ 25.8%
Closed Sales	16	28	+ 75.0%	309	396	+ 28.2%
Median Sales Price*	\$177,000	\$201,000	+ 13.6%	\$162,000	\$173,750	+ 7.3%
Average Sales Price*	\$166,798	\$198,624	+ 19.1%	\$159,499	\$178,112	+ 11.7%
Percent of Original List Price Received*	94.7%	94.9%	+ 0.2%	96.2%	96.7%	+ 0.5%
Days on Market Until Sale	46	48	+ 4.3%	46	45	- 2.2%
Inventory of Homes for Sale	84	64	- 23.8%	--	--	--

* 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.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached

