

Monthly Indicators



December 2016

Most of 2016 offered the same monthly housing market highlights. The number of homes for sale was drastically down in year-over-year comparisons, along with days on market and months of supply. Meanwhile, sales and prices were up in most markets. Unemployment rates were low, wages improved and, as the year waned, we completed a contentious presidential election and saw mortgage rates increase, neither of which are expected to have a negative impact on real estate in 2017.

New Listings were up 8.6 percent to 1,266. Pending Sales increased 20.3 percent to 1,272. Inventory shrank 19.5 percent to 4,733 units.

Prices moved higher as Median Sales Price was up 1.7 percent to \$244,000. Days on Market decreased 3.2 percent to 60 days. Months Supply of Inventory was down 26.2 percent to 3.1 months, indicating that demand increased relative to supply.

The overwhelming feeling about prospects in residential real estate for the immediate future is optimism. Real estate professionals across the nation are expressing that they are as busy as ever. There are certainly challenges in this market, like continued low inventory and higher competition for those fewer properties, but opportunities abound for creative and diligent people prepared to put in the necessary amount of work.

Quick Facts

+ 3.9%	+ 1.7%	- 26.2%
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.



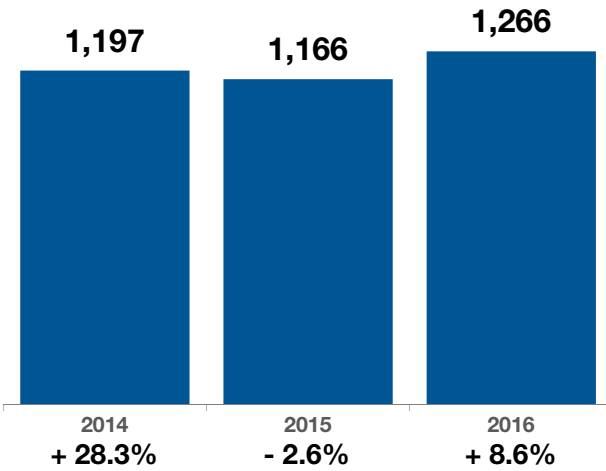
Key Metrics	Historical Sparkbars	12-2015	12-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		1,166	1,266	+ 8.6%	21,997	22,949	+ 4.3%
Pending Sales		1,057	1,272	+ 20.3%	16,659	18,095	+ 8.6%
Closed Sales		1,400	1,455	+ 3.9%	16,218	17,720	+ 9.3%
Days on Market		62	60	- 3.2%	60	58	- 3.3%
Median Sales Price		\$240,000	\$244,000	+ 1.7%	\$229,000	\$240,000	+ 4.8%
Average Sales Price		\$322,123	\$320,599	- 0.5%	\$307,420	\$321,102	+ 4.5%
Pct. of Orig. Price Received		95.7%	96.1%	+ 0.4%	95.9%	96.4%	+ 0.5%
Housing Affordability Index		122	119	- 2.5%	127	121	- 4.7%
Inventory of Homes for Sale		5,879	4,733	- 19.5%	--	--	--
Months Supply of Inventory		4.2	3.1	- 26.2%	--	--	--

New Listings

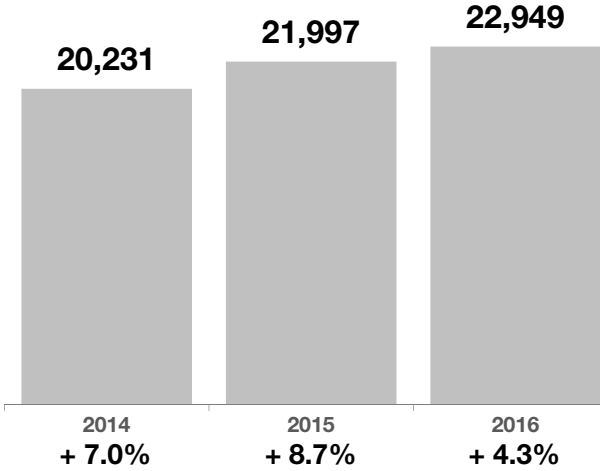
A count of the properties that have been newly listed on the market in a given month.



December



Year to Date



	New Listings	Prior Year	Percent Change
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	2,228	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	1,860	1,858	+0.1%
October 2016	1,483	1,488	-0.3%
November 2016	1,484	1,446	+2.6%
December 2016	1,266	1,166	+8.6%
12-Month Avg	1,912	1,833	+4.3%

Historical New Listings by Month

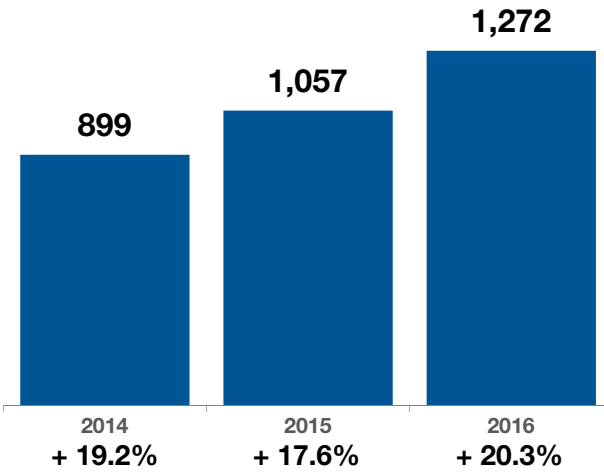


Pending Sales

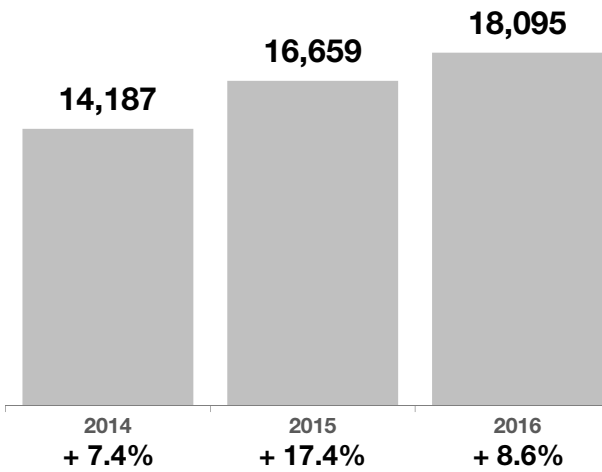
A count of the properties on which offers have been accepted in a given month.



December



Year to Date



	Pending Sales	Prior Year	Percent Change
January 2016	1,248	1,177	+6.0%
February 2016	1,514	1,315	+15.1%
March 2016	1,834	1,652	+11.0%
April 2016	1,761	1,670	+5.4%
May 2016	1,742	1,553	+12.2%
June 2016	1,651	1,569	+5.2%
July 2016	1,558	1,555	+0.2%
August 2016	1,593	1,444	+10.3%
September 2016	1,430	1,291	+10.8%
October 2016	1,207	1,224	-1.4%
November 2016	1,285	1,152	+11.5%
December 2016	1,272	1,057	+20.3%
12-Month Avg	1,508	1,388	+8.6%

Historical Pending Sales by Month

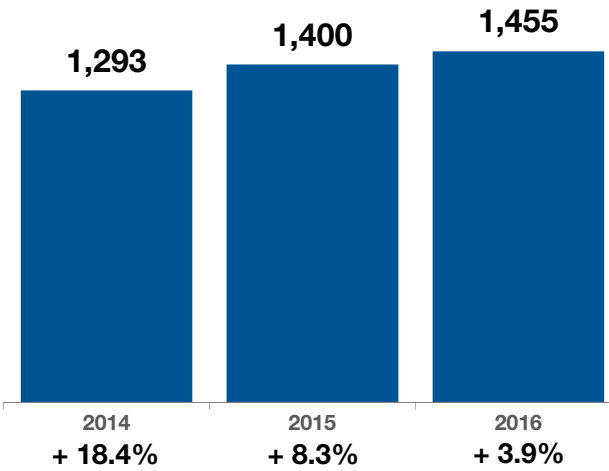


Closed Sales

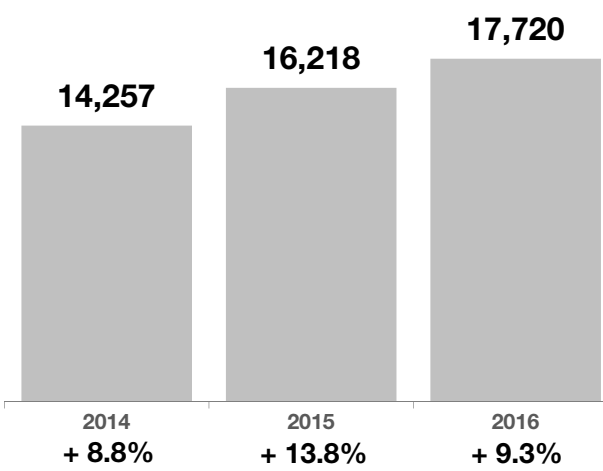
A count of the actual sales that closed in a given month.



December



Year to Date



	Closed Sales	Prior Year	Percent Change
January 2016	970	897	+8.1%
February 2016	1,099	1,012	+8.6%
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	1,753	1,398	+25.4%
September 2016	1,621	1,459	+11.1%
October 2016	1,281	1,270	+0.9%
November 2016	1,257	1,039	+21.0%
December 2016	1,455	1,400	+3.9%
12-Month Avg	1,477	1,352	+9.3%

Historical Closed Sales by Month

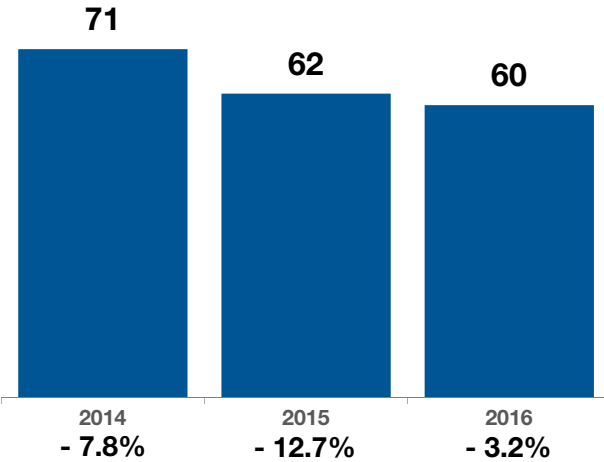


Days on Market Until Sale

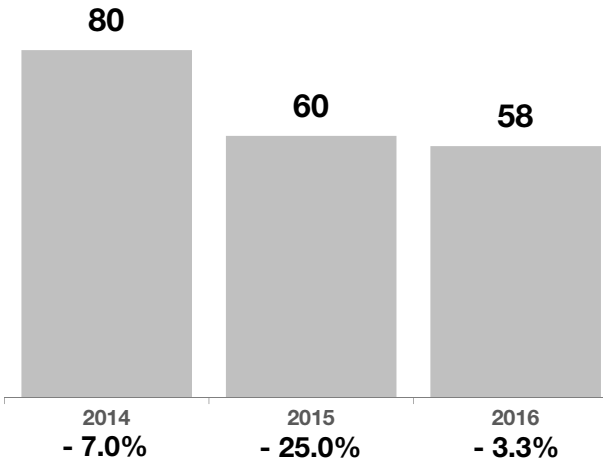
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



Year to Date



	Days on Market	Prior Year	Percent Change
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%
December 2016	60	62	-3.2%
12-Month Avg*	58	60	-3.3%

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

Historical Days on Market Until Sale by Month

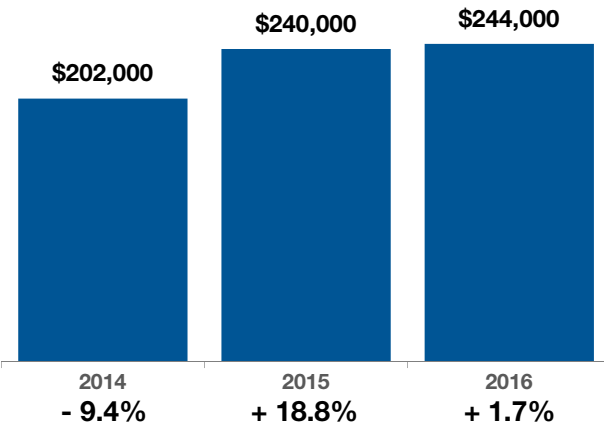


Median Sales Price

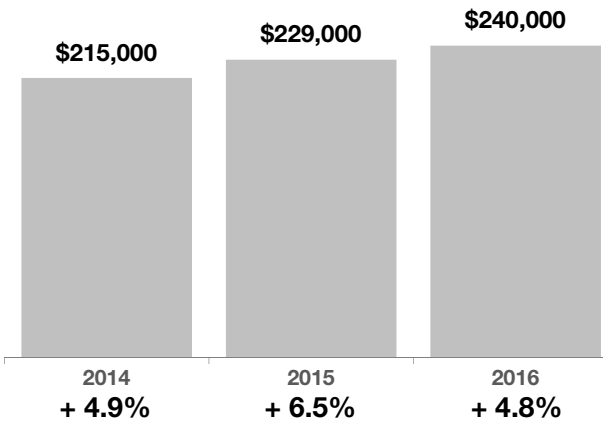
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



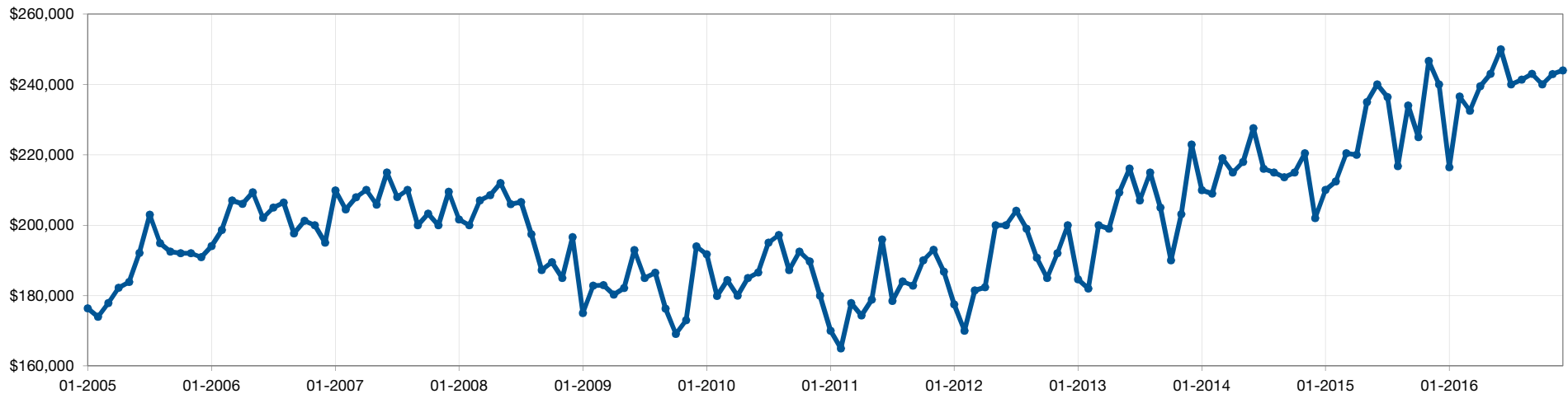
Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2016	\$216,500	\$210,000	+3.1%
February 2016	\$236,539	\$212,395	+11.4%
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	\$242,920	\$246,635	-1.5%
December 2016	\$244,000	\$240,000	+1.7%
12-Month Med*	\$240,000	\$229,000	+4.8%

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

Historical Median Sales Price by Month

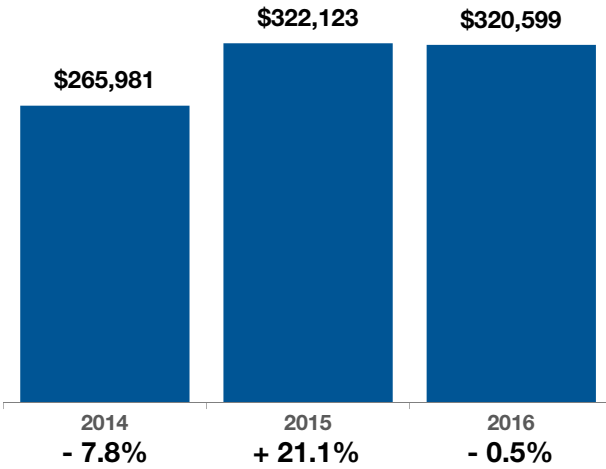


Average Sales Price

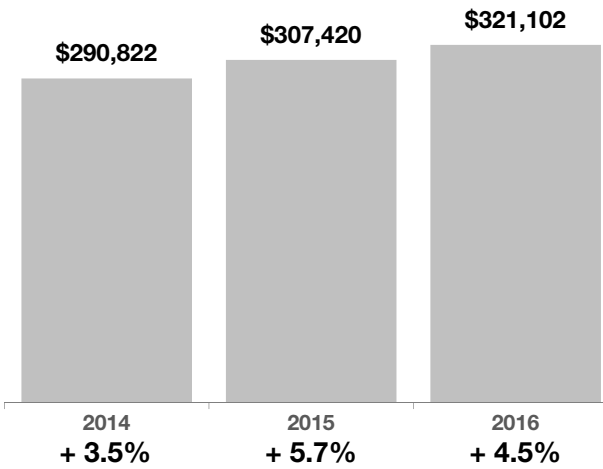
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



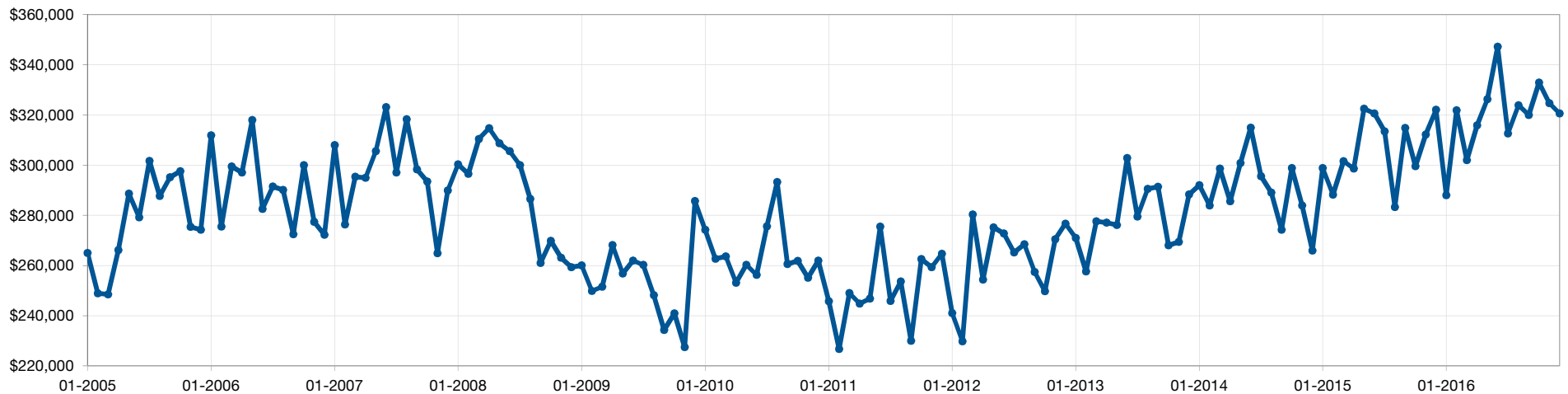
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
January 2016	\$287,994	\$298,828	-3.6%
February 2016	\$321,889	\$288,262	+11.7%
March 2016	\$302,061	\$301,557	+0.2%
April 2016	\$315,931	\$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	\$323,851	\$283,346	+14.3%
September 2016	\$319,979	\$314,837	+1.6%
October 2016	\$332,918	\$299,631	+11.1%
November 2016	\$324,679	\$312,249	+4.0%
December 2016	\$320,599	\$322,123	-0.5%
12-Month Avg*	\$319,665	\$306,336	+4.4%

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

Historical Average Sales Price by Month

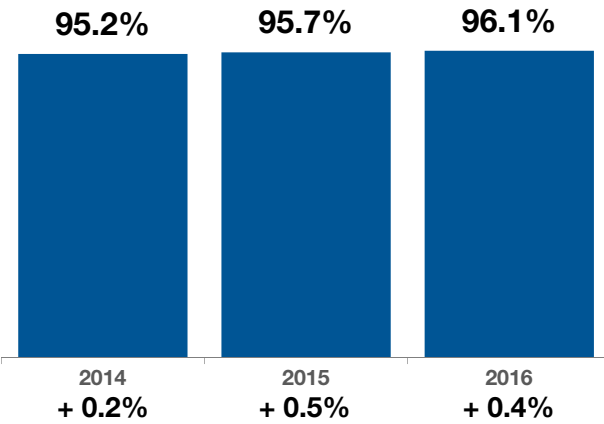


Percent of Original List Price Received

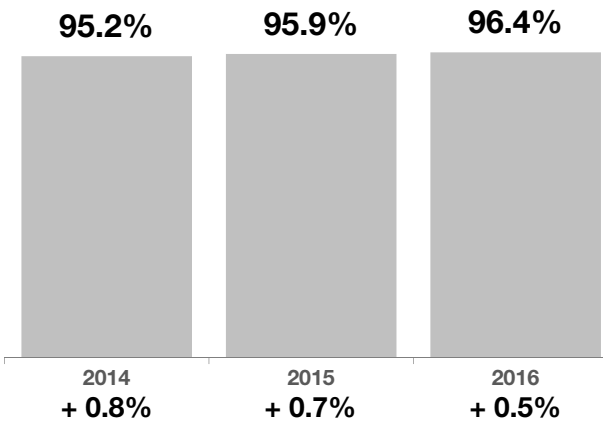
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	96.3%	96.1%	+0.2%
December 2016	96.1%	95.7%	+0.4%
12-Month Avg*	96.4%	95.9%	+0.5%

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

Historical Percent of Original List Price Received by Month

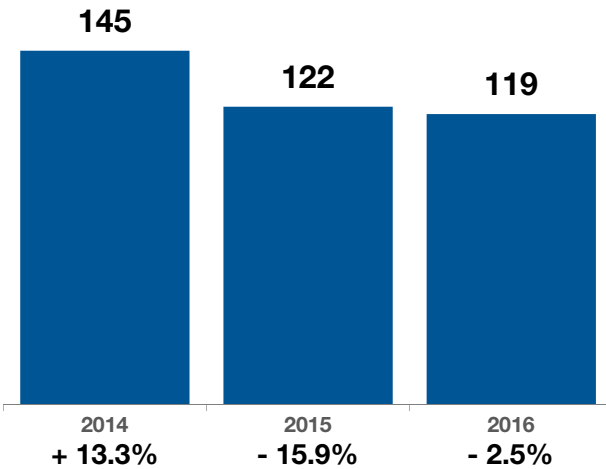


Housing Affordability Index

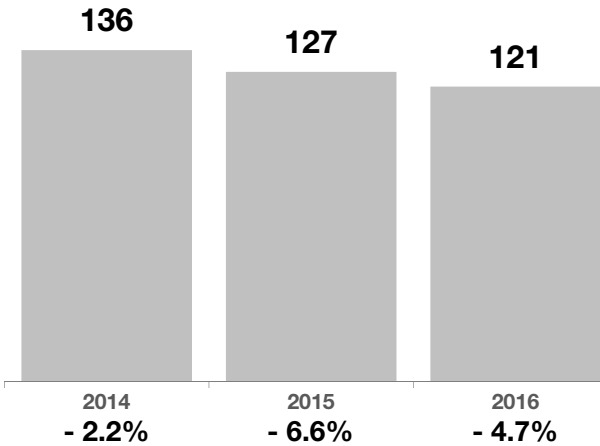
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December



Year to Date



Affordability Index		Prior Year	Percent Change
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%
December 2016	119	122	-2.5%
12-Month Avg	125	129	-3.2%

Historical Housing Affordability Index by Month

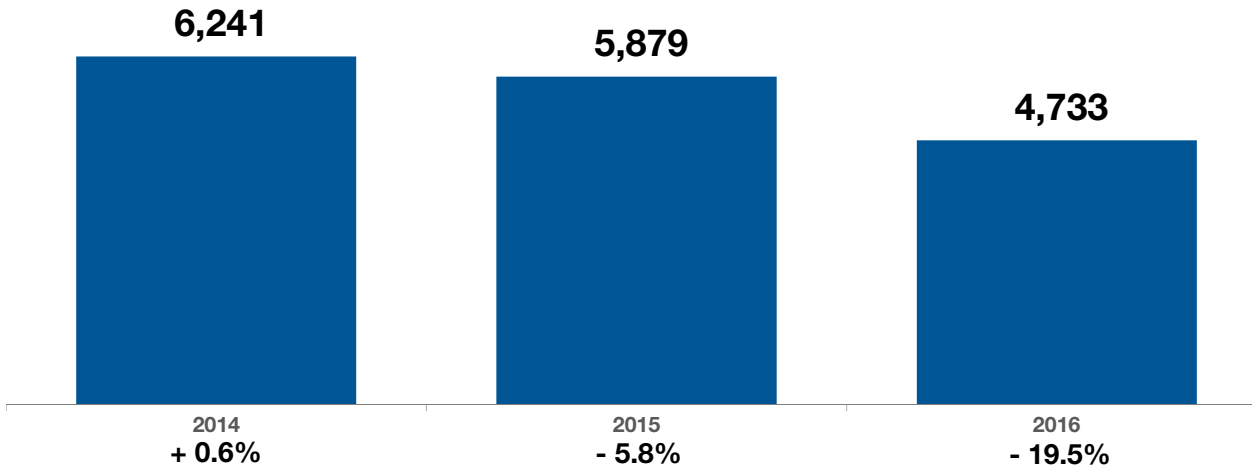


Inventory of Homes for Sale

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



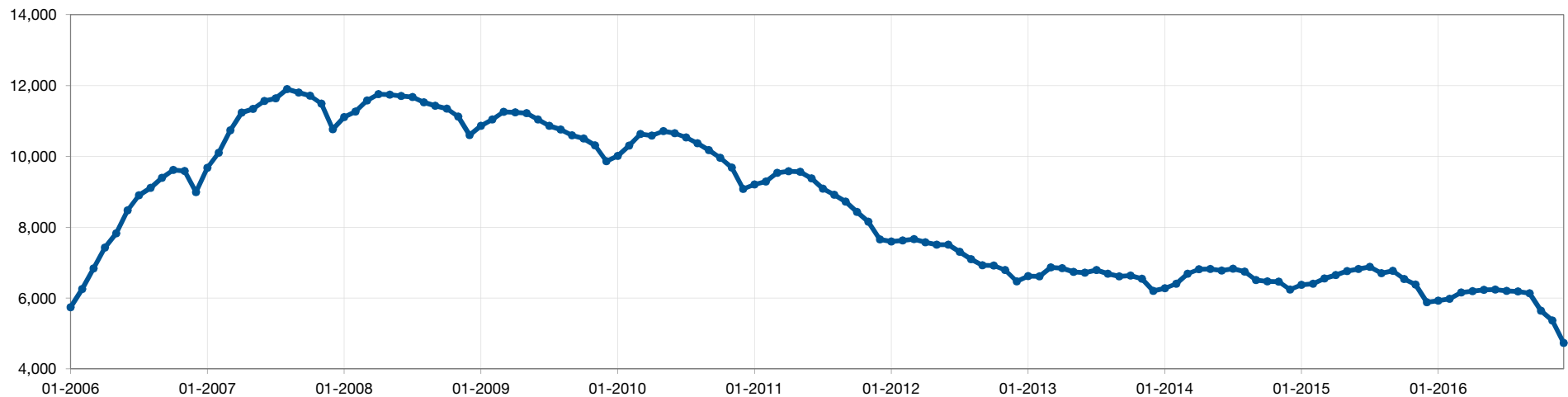
December



	Homes for Sale	Prior Year	Percent Change
January 2016	5,926	6,377	-7.1%
February 2016	5,979	6,408	-6.7%
March 2016	6,161	6,557	-6.0%
April 2016	6,193	6,649	-6.9%
May 2016	6,234	6,765	-7.8%
June 2016	6,243	6,820	-8.5%
July 2016	6,204	6,881	-9.8%
August 2016	6,191	6,700	-7.6%
September 2016	6,137	6,767	-9.3%
October 2016	5,645	6,541	-13.7%
November 2016	5,365	6,380	-15.9%
December 2016	4,733	5,879	-19.5%
12-Month Avg*	5,918	6,130	-3.5%

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

Historical Inventory of Homes for Sale by Month

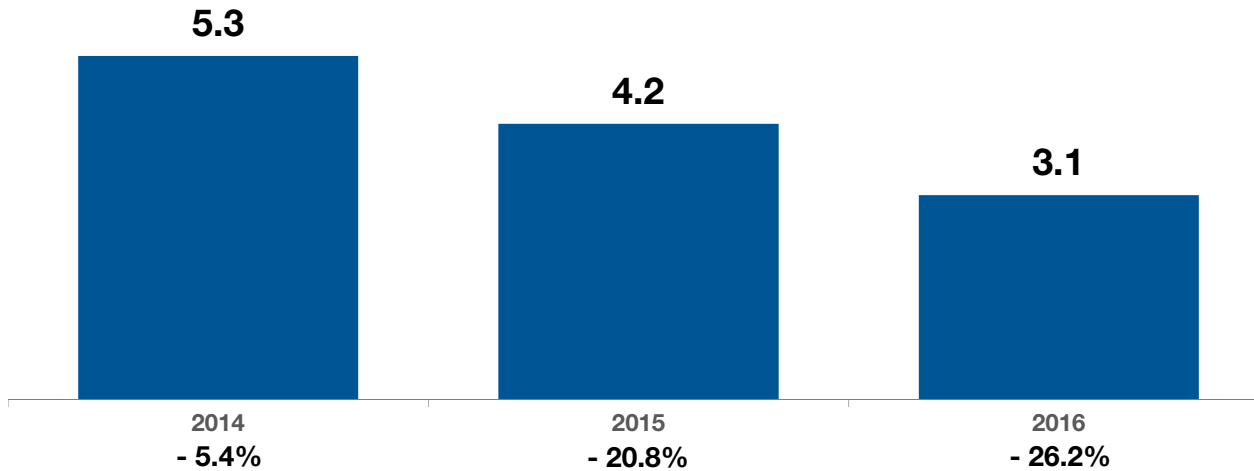


Months Supply of Inventory

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.



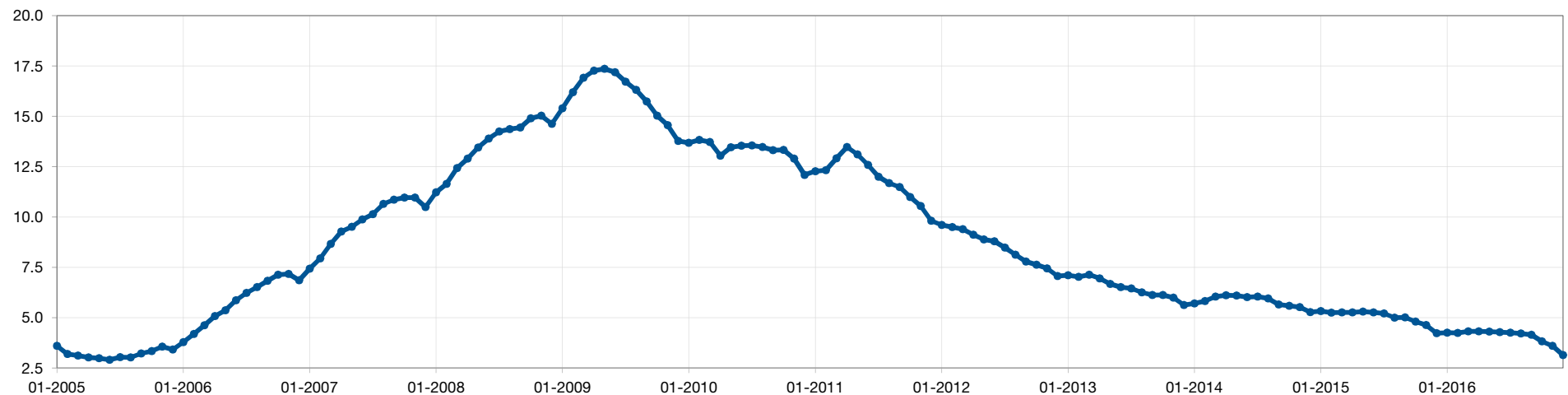
December



Months Supply		Prior Year	Percent Change
January 2016	4.3	5.3	-18.9%
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	4.3	5.3	-18.9%
July 2016	4.3	5.2	-17.3%
August 2016	4.2	5.0	-16.0%
September 2016	4.1	5.0	-18.0%
October 2016	3.8	4.8	-20.8%
November 2016	3.6	4.6	-21.7%
December 2016	3.1	4.2	-26.2%
12-Month Avg*	4.1	5.0	-18.0%

* Months Supply for all properties from January 2016 through December 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®



December 2016

The low inventory crunch will continue into 2017, as will an increase in prices across all price ranges and property types. Eager buyers will vie for fewer available homes, making affordability a challenge for the unprepared. Nevertheless, optimism abounds among busy agents. For the 12-month period spanning January 2016 through December 2016, Pending Sales in the state of South Carolina were up 8.6 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 17.8 percent.

The overall Median Sales Price were up 4.8 percent to \$240,000. The property type with the largest price gain was the Condos segment, where prices increased 4.9 percent to \$190,000. 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 79 days.

Market-wide, inventory levels were down 19.5 percent. The property type that lost the least inventory was the Condos segment, where it decreased 12.9 percent. That amounts to 3.0 months supply for Single-Family homes and 3.1 months supply for Condos.

Quick Facts

+ 17.8%

+ 18.3%

+ 19.5%

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



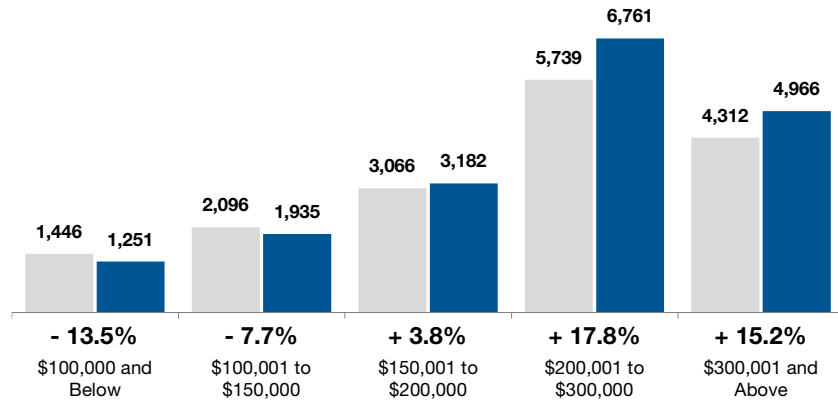
Pending Sales

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



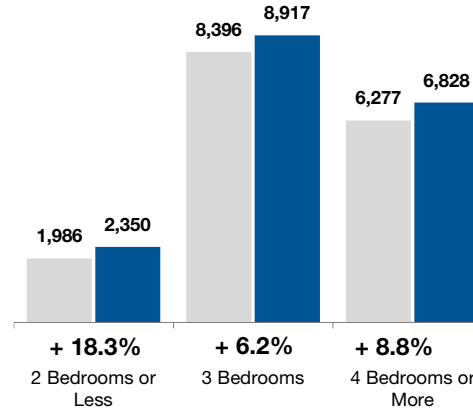
By Price Range

■ 12-2015 ■ 12-2016



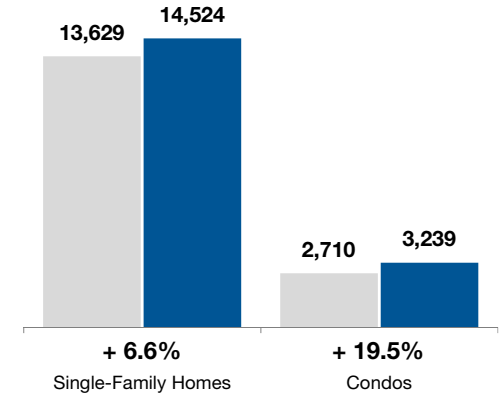
By Bedroom Count

■ 12-2015 ■ 12-2016



By Property Type

■ 12-2015 ■ 12-2016



All Properties

By Price Range

	12-2015	12-2016	Change
\$100,000 and Below	1,446	1,251	- 13.5%
\$100,001 to \$150,000	2,096	1,935	- 7.7%
\$150,001 to \$200,000	3,066	3,182	+ 3.8%
\$200,001 to \$300,000	5,739	6,761	+ 17.8%
\$300,001 and Above	4,312	4,966	+ 15.2%
All Price Ranges	16,659	18,095	+ 8.6%

Single-Family Homes

	12-2015	12-2016	Change
2 Bedrooms or Less	1,001	751	- 25.0%
3 Bedrooms	1,325	1,127	- 14.9%
4 Bedrooms or More	2,414	2,423	+ 0.4%
	5,113	5,899	+ 15.4%
	3,776	4,324	+ 14.5%
All Single-Family Homes	13,629	14,524	+ 6.6%

Condos

	12-2015	12-2016	Change
2 Bedrooms or Less	242	299	+ 23.6%
3 Bedrooms	691	730	+ 5.6%
4 Bedrooms or More	633	726	+ 14.7%
	613	847	+ 38.2%
	531	637	+ 20.0%
All Condos	2,710	3,239	+ 19.5%

By Bedroom Count

	12-2015	12-2016	Change
2 Bedrooms or Less	1,986	2,350	+ 18.3%
3 Bedrooms	8,396	8,917	+ 6.2%
4 Bedrooms or More	6,277	6,828	+ 8.8%
All Bedroom Counts	16,659	18,095	+ 8.6%

	12-2015	12-2016	Change
2 Bedrooms or Less	567	639	+ 12.7%
3 Bedrooms	7,033	7,318	+ 4.1%
4 Bedrooms or More	6,029	6,567	+ 8.9%
	162	190	+ 17.3%
All Single-Family Homes	13,629	14,524	+ 6.6%
All Condos	2,710	3,239	+ 19.5%

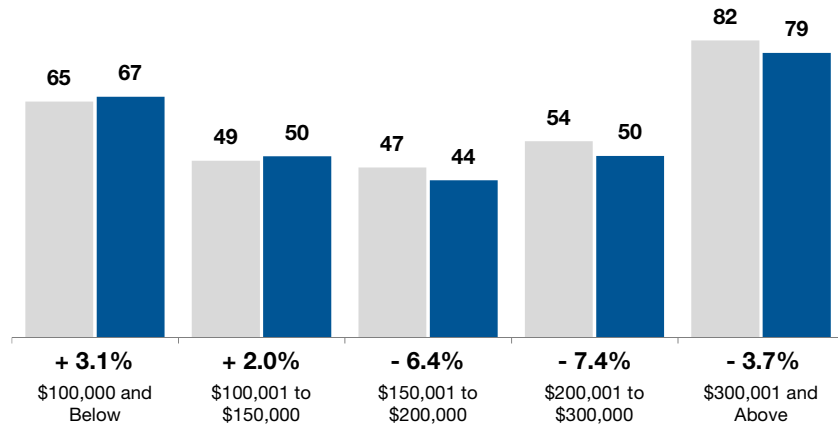
Days on Market Until Sale

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



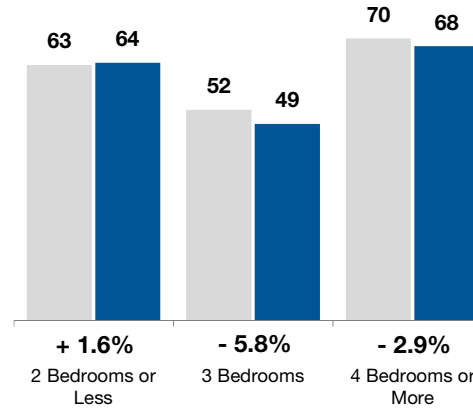
By Price Range

■ 12-2015 ■ 12-2016



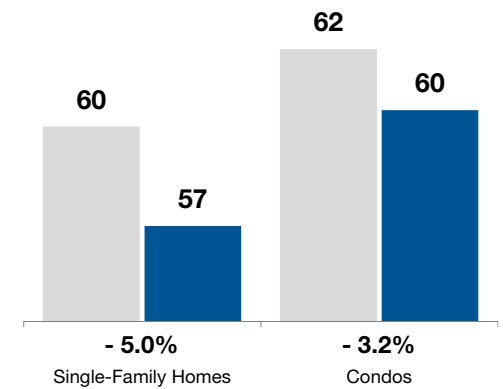
By Bedroom Count

■ 12-2015 ■ 12-2016



By Property Type

■ 12-2015 ■ 12-2016



All Properties

By Price Range

	12-2015	12-2016	Change
\$100,000 and Below	65	67	+ 3.1%
\$100,001 to \$150,000	49	50	+ 2.0%
\$150,001 to \$200,000	47	44	- 6.4%
\$200,001 to \$300,000	54	50	- 7.4%
\$300,001 and Above	82	79	- 3.7%
All Price Ranges	60	58	- 3.3%

Single-Family Homes

	12-2015	12-2016	Change
60	60	57	- 5.0%
45	43	42	- 2.3%
48	42	50	+ 19.0%
54	50	77	+ 53.7%
81	77	94	+ 22.3%
All	60	57	- 5.0%

Condos

	12-2015	12-2016	Change
70	57	57	0.0%
54	60	46	- 23.3%
44	51	89	+ 74.5%
60	89	89	0.0%
94	89	60	- 35.6%
All	62	60	- 3.2%

By Bedroom Count

	12-2015	12-2016	Change
2 Bedrooms or Less	63	64	+ 1.6%
3 Bedrooms	52	49	- 5.8%
4 Bedrooms or More	70	68	- 2.9%
All Bedroom Counts	60	58	- 3.3%

	12-2015	12-2016	Change
62	57	57	0.0%
50	47	55	+ 17.0%
70	68	71	+ 4.3%
All	60	57	- 5.0%

	12-2015	12-2016	Change
63	63	63	0.0%
60	55	55	0.0%
62	71	71	0.0%
All	62	60	- 3.2%

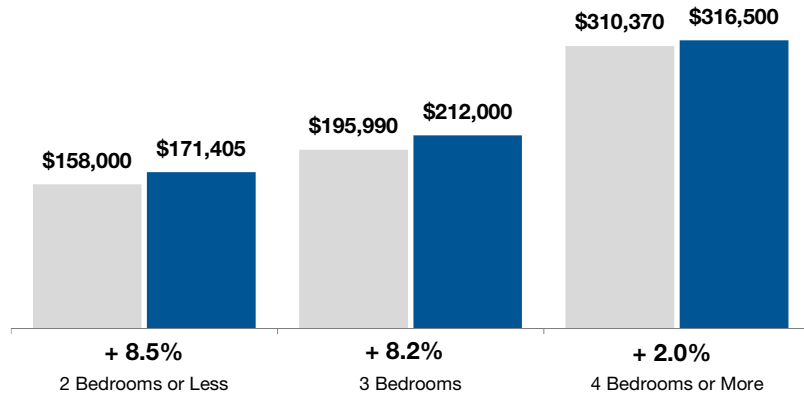
Median Sales Price

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



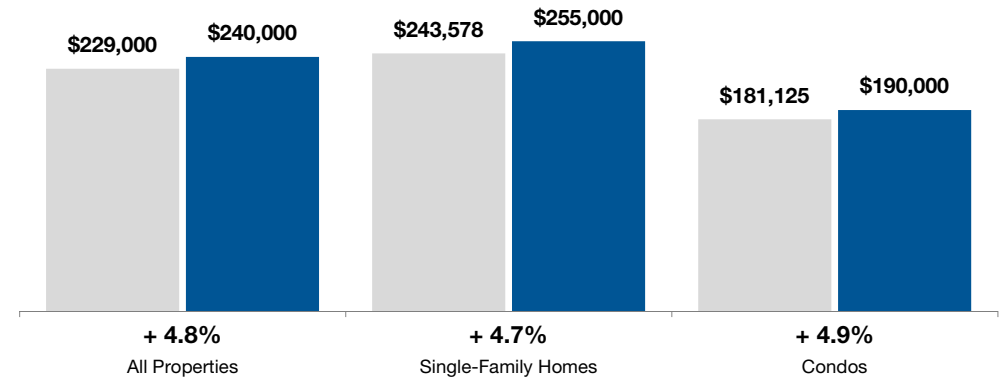
By Bedroom Count

■ 12-2015 ■ 12-2016



By Property Type

■ 12-2015 ■ 12-2016



All Properties

By Bedroom Count

	12-2015	12-2016	Change
2 Bedrooms or Less	\$158,000	\$171,405	+ 8.5%
3 Bedrooms	\$195,990	\$212,000	+ 8.2%
4 Bedrooms or More	\$310,370	\$316,500	+ 2.0%
All Bedroom Counts	\$229,000	\$240,000	+ 4.8%

Single-Family Homes

	12-2015	12-2016	Change	12-2015	12-2016	Change
	\$194,950	\$218,465	+ 12.1%	\$155,000	\$167,500	+ 8.1%
	\$199,000	\$215,000	+ 8.0%	\$196,353	\$210,000	+ 7.0%
	\$313,524	\$318,995	+ 1.7%	\$315,000	\$332,500	+ 5.6%
All Single-Family Homes	\$243,578	\$255,000	+ 4.7%	\$181,125	\$190,000	+ 4.9%

Condos

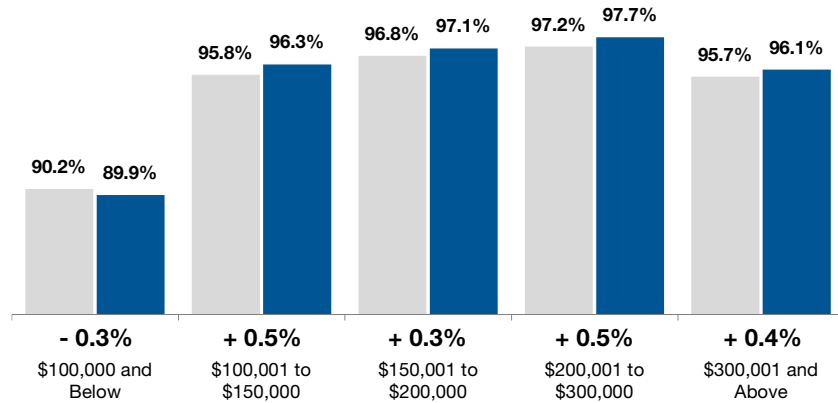
Percent of Original List Price Received

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.**



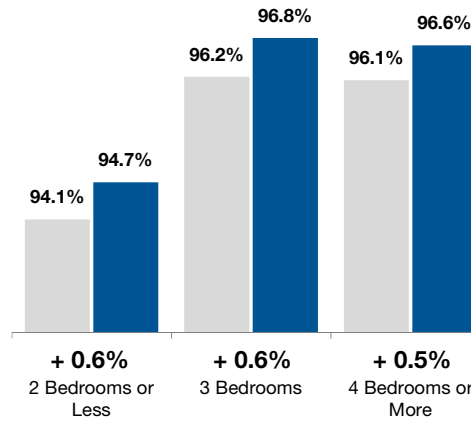
By Price Range

■ 12-2015 ■ 12-2016



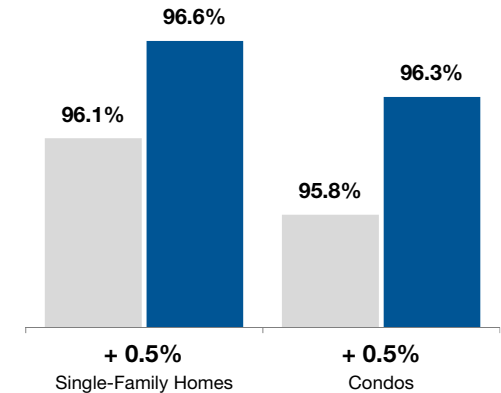
By Bedroom Count

■ 12-2015 ■ 12-2016



By Property Type

■ 12-2015 ■ 12-2016



All Properties

By Price Range	12-2015	12-2016	Change
\$100,000 and Below	90.2%	89.9%	- 0.3%
\$100,001 to \$150,000	95.8%	96.3%	+ 0.5%
\$150,001 to \$200,000	96.8%	97.1%	+ 0.3%
\$200,001 to \$300,000	97.2%	97.7%	+ 0.5%
\$300,001 and Above	95.7%	96.1%	+ 0.4%
All Price Ranges	95.9%	96.4%	+ 0.5%

Single-Family Homes

12-2015	12-2016	Change	12-2015	12-2016	Change
90.7%	89.8%	- 1.0%	91.1%	91.8%	+ 0.8%
95.8%	96.2%	+ 0.4%	96.3%	96.8%	+ 0.5%
96.7%	97.2%	+ 0.5%	97.0%	97.0%	0.0%
97.3%	97.8%	+ 0.5%	96.7%	97.2%	+ 0.5%
95.8%	96.1%	+ 0.3%	95.1%	96.2%	+ 1.2%
96.1%	96.6%	+ 0.5%	95.8%	96.3%	+ 0.5%

Condos

By Bedroom Count	12-2015	12-2016	Change
2 Bedrooms or Less	94.1%	94.7%	+ 0.6%
3 Bedrooms	96.2%	96.8%	+ 0.6%
4 Bedrooms or More	96.1%	96.6%	+ 0.5%
All Bedroom Counts	95.9%	96.4%	+ 0.5%

12-2015	12-2016	Change	12-2015	12-2016	Change
94.0%	94.2%	+ 0.2%	94.6%	95.3%	+ 0.7%
96.2%	96.7%	+ 0.5%	96.9%	97.6%	+ 0.7%
96.2%	96.7%	+ 0.5%	97.0%	96.3%	- 0.7%
96.1%	96.6%	+ 0.5%	95.8%	96.3%	+ 0.5%

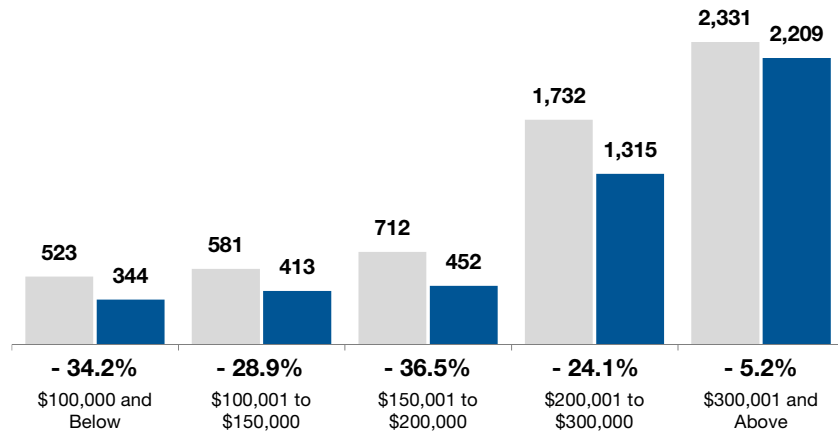
Inventory of Homes for Sale

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



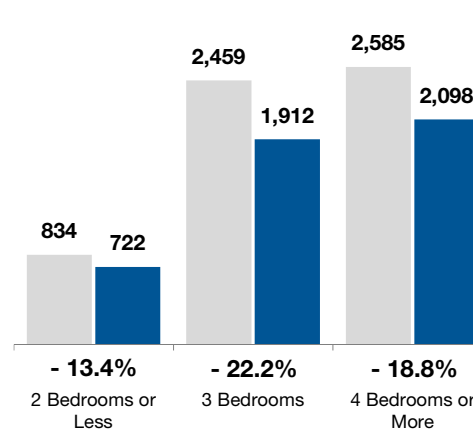
By Price Range

■ 12-2015 ■ 12-2016



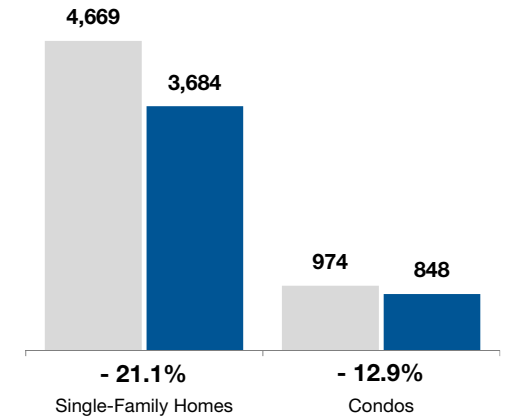
By Bedroom Count

■ 12-2015 ■ 12-2016



By Property Type

■ 12-2015 ■ 12-2016



All Properties

By Price Range

	12-2015	12-2016	Change
\$100,000 and Below	523	344	- 34.2%
\$100,001 to \$150,000	581	413	- 28.9%
\$150,001 to \$200,000	712	452	- 36.5%
\$200,001 to \$300,000	1,732	1,315	- 24.1%
\$300,001 and Above	2,331	2,209	- 5.2%
All Price Ranges	5,879	4,733	- 19.5%

Single-Family Homes

	12-2015	12-2016	Change
2 Bedrooms or Less	306	190	- 37.9%
3 Bedrooms	322	219	- 32.0%
4 Bedrooms or More	538	323	- 40.0%
	1,519	1,102	- 27.5%
	1,984	1,850	- 6.8%
All Single-Family Homes	4,669	3,684	- 21.1%

Condos

	12-2015	12-2016	Change
	79	47	- 40.5%
	212	144	- 32.1%
	149	112	- 24.8%
	200	195	- 2.5%
	334	350	+ 4.8%
All Condos	974	848	- 12.9%

By Bedroom Count

	12-2015	12-2016	Change
2 Bedrooms or Less	834	722	- 13.4%
3 Bedrooms	2,459	1,912	- 22.2%
4 Bedrooms or More	2,585	2,098	- 18.8%
All Bedroom Counts	5,879	4,733	- 19.5%

	12-2015	12-2016	Change
2 Bedrooms or Less	220	184	- 16.4%
3 Bedrooms	1,968	1,498	- 23.9%
4 Bedrooms or More	2,481	2,002	- 19.3%
All Single-Family Homes	4,669	3,684	- 21.1%

	12-2015	12-2016	Change
	533	468	- 12.2%
	380	320	- 15.8%
	61	60	- 1.6%
All Condos	974	848	- 12.9%

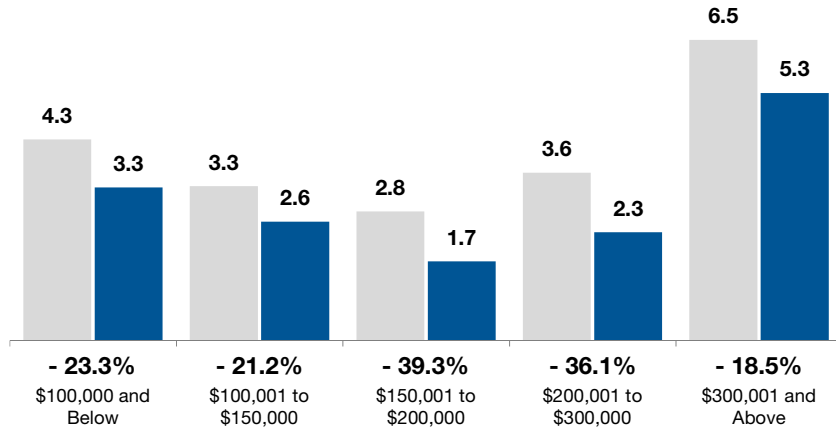
Months Supply of Inventory

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.**



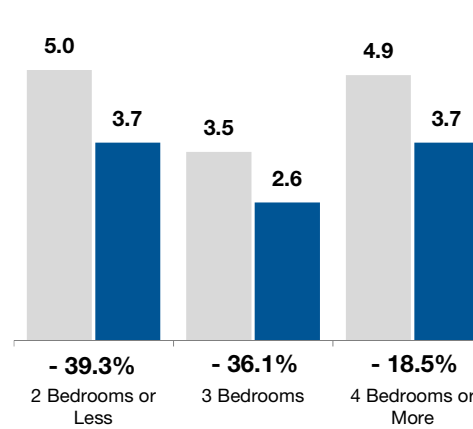
By Price Range

■ 12-2015 ■ 12-2016



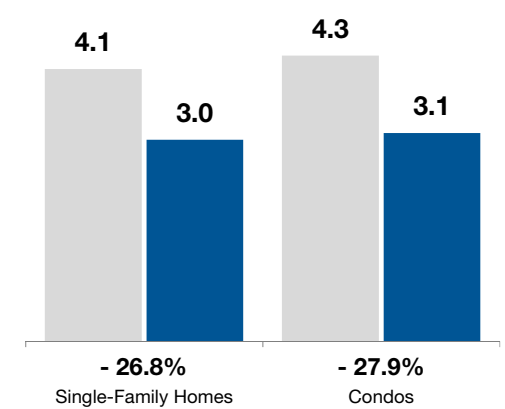
By Bedroom Count

■ 12-2015 ■ 12-2016



By Property Type

■ 12-2015 ■ 12-2016



All Properties

By Price Range

	12-2015	12-2016	Change
\$100,000 and Below	4.3	3.3	- 23.3%
\$100,001 to \$150,000	3.3	2.6	- 21.2%
\$150,001 to \$200,000	2.8	1.7	- 39.3%
\$200,001 to \$300,000	3.6	2.3	- 36.1%
\$300,001 and Above	6.5	5.3	- 18.5%
All Price Ranges	4.2	3.1	- 26.2%

Single-Family Homes

	12-2015	12-2016	Change
2 Bedrooms or Less	5.0	3.7	- 39.3%
3 Bedrooms	3.5	2.6	- 36.1%
4 Bedrooms or More	4.9	3.7	- 18.5%
All Single-Family Homes	4.1	3.0	- 26.8%

Condos

	12-2015	12-2016	Change
Single-Family Homes	4.1	3.0	- 26.8%
Condos	4.3	3.1	- 27.9%

By Bedroom Count

	12-2015	12-2016	Change
2 Bedrooms or Less	5.0	3.7	- 39.3%
3 Bedrooms	3.5	2.6	- 36.1%
4 Bedrooms or More	4.9	3.7	- 18.5%
All Bedroom Counts	4.2	3.1	- 26.2%

	12-2015	12-2016	Change
2 Bedrooms or Less	5.0	3.7	- 39.3%
3 Bedrooms	3.5	2.6	- 36.1%
4 Bedrooms or More	4.9	3.7	- 18.5%
All Bedroom Counts	4.2	3.1	- 26.2%

	12-2015	12-2016	Change
Single-Family Homes	4.1	3.0	- 26.8%
Condos	4.3	3.1	- 27.9%

Local Market Update – December 2016

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



Berkeley County

County: BER

Single-Family Detached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	255	298	+ 16.9%	4,540	4,602	+ 1.4%
Closed Sales	300	328	+ 9.3%	3,381	3,813	+ 12.8%
Median Sales Price*	\$215,000	\$225,000	+ 4.7%	\$208,858	\$220,695	+ 5.7%
Average Sales Price*	\$261,717	\$275,285	+ 5.2%	\$258,497	\$262,824	+ 1.7%
Percent of Original List Price Received*	96.7%	97.9%	+ 1.2%	97.1%	97.8%	+ 0.7%
Days on Market Until Sale	56	44	- 21.4%	55	51	- 7.3%
Inventory of Homes for Sale	1,062	756	- 28.8%	--	--	--

* 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.

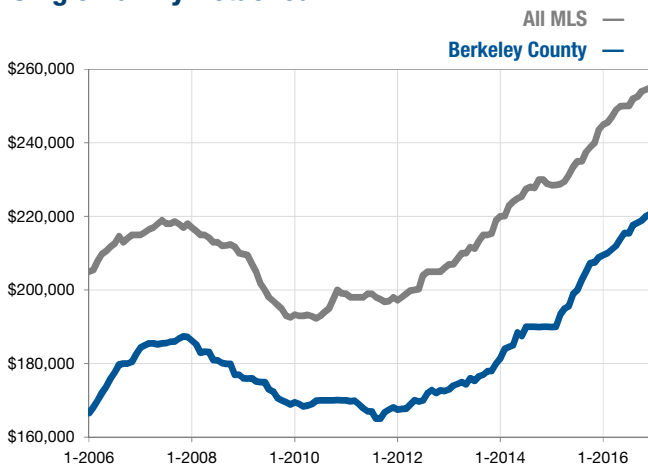
Townhouse-Condo Attached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	32	35	+ 9.4%	559	692	+ 23.8%
Closed Sales	28	54	+ 92.9%	425	520	+ 22.4%
Median Sales Price*	\$181,953	\$150,376	- 17.4%	\$147,000	\$145,000	- 1.4%
Average Sales Price*	\$215,414	\$164,504	- 23.6%	\$206,249	\$183,648	- 11.0%
Percent of Original List Price Received*	97.5%	95.6%	- 1.9%	96.8%	96.8%	0.0%
Days on Market Until Sale	76	52	- 31.6%	56	52	- 7.1%
Inventory of Homes for Sale	127	120	- 5.5%	--	--	--

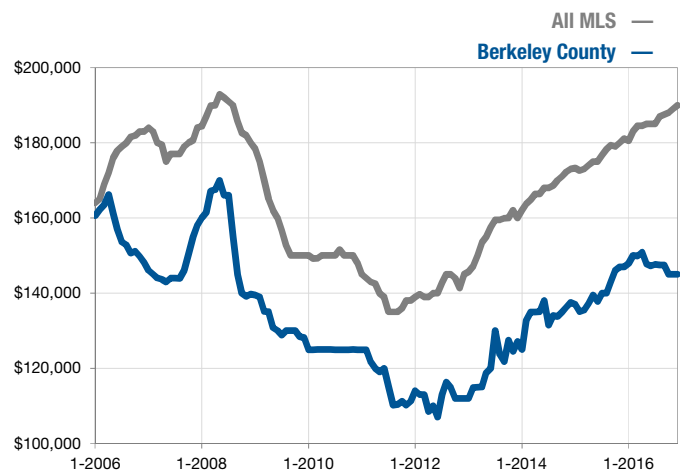
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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Charleston County

County: CHS

Single-Family Detached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	463	436	- 5.8%	8,774	9,032	+ 2.9%
Closed Sales	571	546	- 4.4%	6,630	6,885	+ 3.8%
Median Sales Price*	\$345,000	\$344,450	- 0.2%	\$320,000	\$338,250	+ 5.7%
Average Sales Price*	\$444,331	\$441,322	- 0.7%	\$417,724	\$441,793	+ 5.8%
Percent of Original List Price Received*	95.6%	95.7%	+ 0.1%	95.7%	96.1%	+ 0.4%
Days on Market Until Sale	61	68	+ 11.5%	60	58	- 3.3%
Inventory of Homes for Sale	2,328	1,884	- 19.1%	--	--	--

* 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.

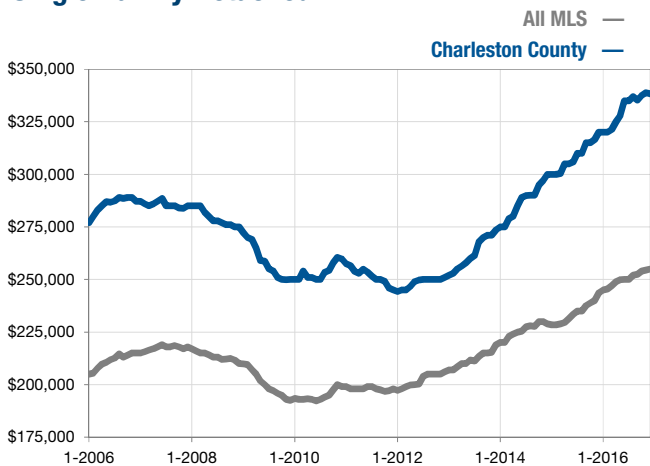
Townhouse-Condo Attached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	134	169	+ 26.1%	2,516	2,927	+ 16.3%
Closed Sales	174	185	+ 6.3%	1,881	2,252	+ 19.7%
Median Sales Price*	\$205,000	\$230,000	+ 12.2%	\$195,000	\$215,000	+ 10.3%
Average Sales Price*	\$280,797	\$297,016	+ 5.8%	\$266,295	\$298,715	+ 12.2%
Percent of Original List Price Received*	95.7%	97.0%	+ 1.4%	95.6%	96.2%	+ 0.6%
Days on Market Until Sale	58	56	- 3.4%	61	60	- 1.6%
Inventory of Homes for Sale	698	632	- 9.5%	--	--	--

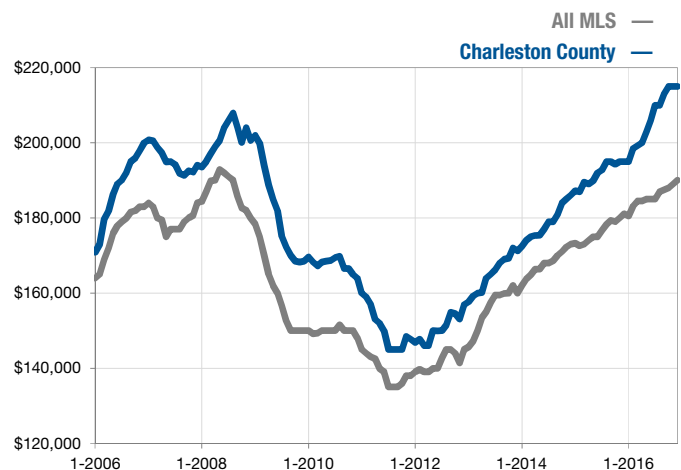
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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



Colleton County

Area 82

Single-Family Detached	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	16	10	- 37.5%	287	317	+ 10.5%
Closed Sales	10	13	+ 30.0%	168	183	+ 8.9%
Median Sales Price*	\$118,750	\$111,750	- 5.9%	\$125,000	\$133,250	+ 6.6%
Average Sales Price*	\$123,950	\$116,830	- 5.7%	\$146,019	\$146,961	+ 0.6%
Percent of Original List Price Received*	86.5%	85.8%	- 0.8%	88.5%	90.8%	+ 2.6%
Days on Market Until Sale	171	115	- 32.7%	134	118	- 11.9%
Inventory of Homes for Sale	159	156	- 1.9%	--	--	--

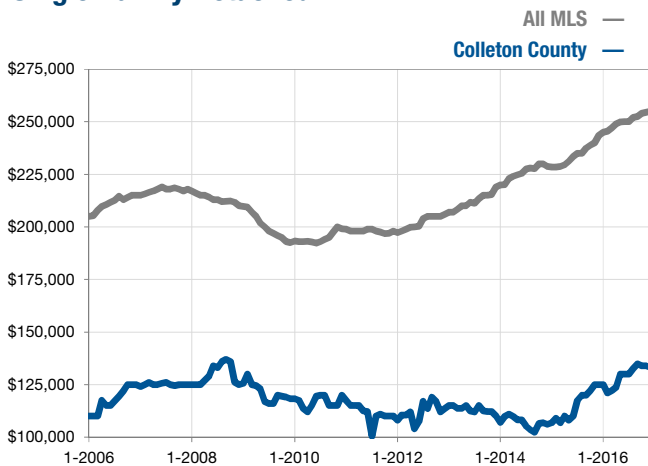
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	0	0	--	2	0	- 100.0%
Closed Sales	1	0	- 100.0%	2	0	- 100.0%
Median Sales Price*	\$65,000	\$0	- 100.0%	\$92,450	\$0	- 100.0%
Average Sales Price*	\$65,000	\$0	- 100.0%	\$92,450	\$0	- 100.0%
Percent of Original List Price Received*	78.8%	0.0%	- 100.0%	89.4%	0.0%	- 100.0%
Days on Market Until Sale	309	0	- 100.0%	155	0	- 100.0%
Inventory of Homes for Sale	0	0	--	--	--	--

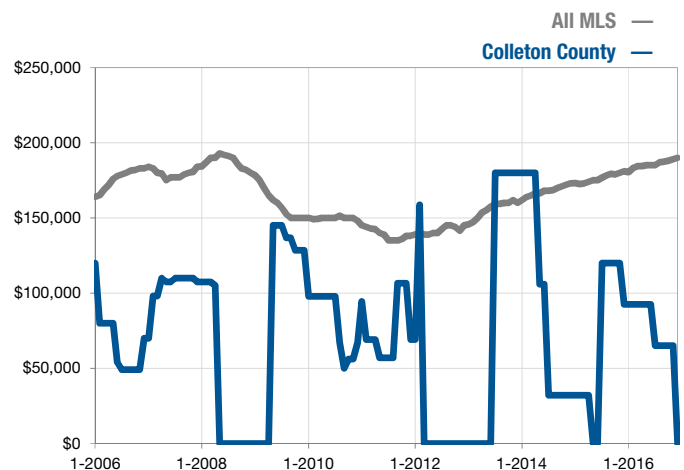
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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



Daniel Island

Area 77

Single-Family Detached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	13	10	- 23.1%	266	275	+ 3.4%
Closed Sales	18	19	+ 5.6%	235	198	- 15.7%
Median Sales Price*	\$681,613	\$865,000	+ 26.9%	\$712,000	\$796,265	+ 11.8%
Average Sales Price*	\$905,745	\$987,534	+ 9.0%	\$856,330	\$888,233	+ 3.7%
Percent of Original List Price Received*	97.0%	98.6%	+ 1.6%	98.3%	97.6%	- 0.7%
Days on Market Until Sale	60	59	- 1.7%	60	48	- 20.0%
Inventory of Homes for Sale	54	58	+ 7.4%	--	--	--

* 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.

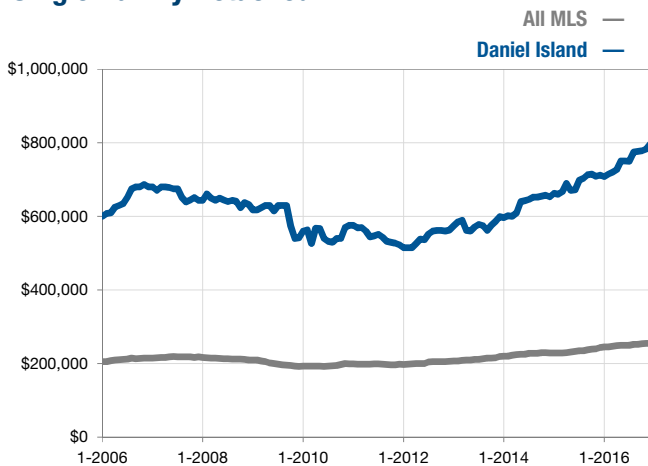
Townhouse-Condo Attached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	3	5	+ 66.7%	154	154	0.0%
Closed Sales	7	7	0.0%	124	114	- 8.1%
Median Sales Price*	\$345,000	\$236,000	- 31.6%	\$301,000	\$250,000	- 16.9%
Average Sales Price*	\$421,190	\$310,229	- 26.3%	\$358,619	\$337,207	- 6.0%
Percent of Original List Price Received*	98.4%	95.4%	- 3.0%	96.2%	96.4%	+ 0.2%
Days on Market Until Sale	114	55	- 51.8%	62	65	+ 4.8%
Inventory of Homes for Sale	34	38	+ 11.8%	--	--	--

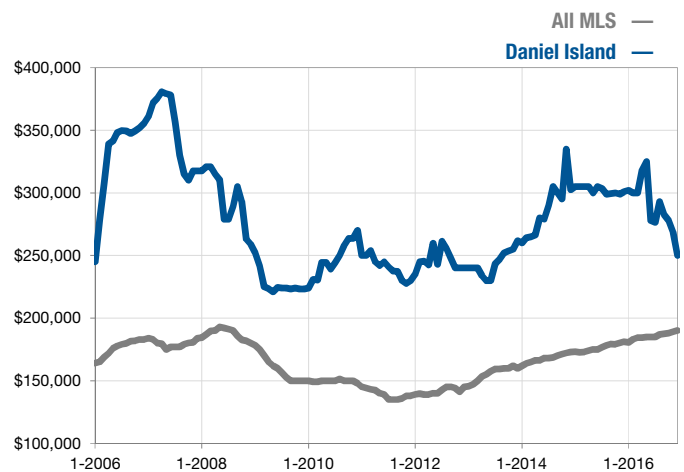
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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



Dorchester County

County: DOR

Single-Family Detached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	187	223	+ 19.3%	3,623	3,779	+ 4.3%
Closed Sales	233	237	+ 1.7%	2,674	2,980	+ 11.4%
Median Sales Price*	\$199,900	\$219,000	+ 9.6%	\$199,000	\$212,500	+ 6.8%
Average Sales Price*	\$216,241	\$231,539	+ 7.1%	\$216,292	\$228,034	+ 5.4%
Percent of Original List Price Received*	96.4%	96.3%	- 0.1%	96.7%	97.2%	+ 0.5%
Days on Market Until Sale	63	52	- 17.5%	57	52	- 8.8%
Inventory of Homes for Sale	855	648	- 24.2%	--	--	--

* 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.

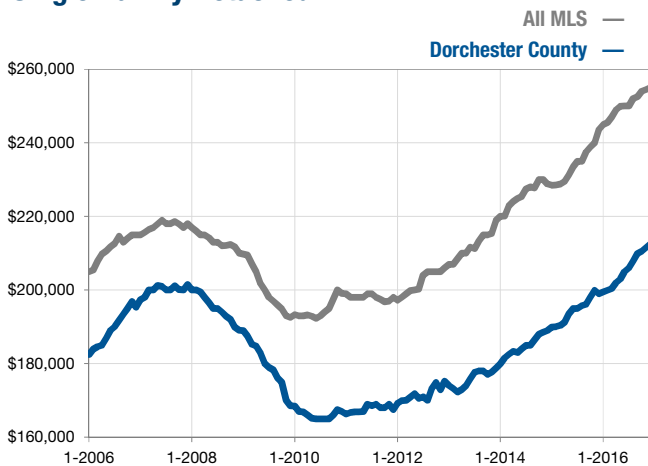
Townhouse-Condo Attached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	21	21	0.0%	436	422	- 3.2%
Closed Sales	25	25	0.0%	258	361	+ 39.9%
Median Sales Price*	\$143,000	\$152,490	+ 6.6%	\$131,623	\$137,500	+ 4.5%
Average Sales Price*	\$144,929	\$152,258	+ 5.1%	\$133,076	\$138,993	+ 4.4%
Percent of Original List Price Received*	95.8%	96.6%	+ 0.8%	96.0%	97.3%	+ 1.4%
Days on Market Until Sale	72	50	- 30.6%	65	64	- 1.5%
Inventory of Homes for Sale	115	61	- 47.0%	--	--	--

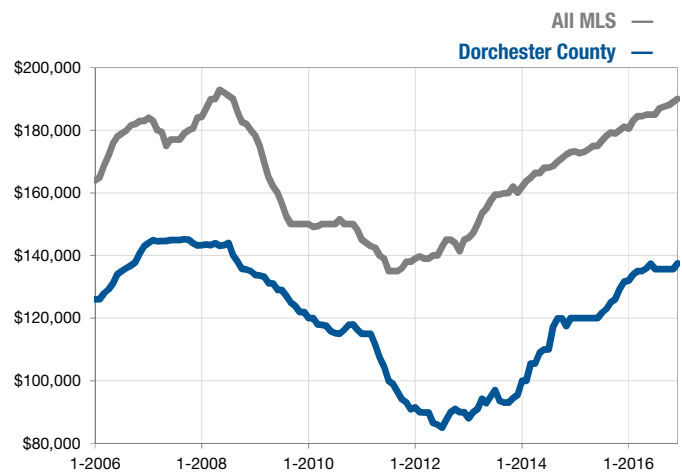
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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



Dorchester Road Corridor

Area 61

Single-Family Detached	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	39	76	+ 94.9%	1,160	1,155	- 0.4%
Closed Sales	85	76	- 10.6%	843	922	+ 9.4%
Median Sales Price*	\$200,000	\$215,500	+ 7.7%	\$195,000	\$212,705	+ 9.1%
Average Sales Price*	\$219,172	\$224,146	+ 2.3%	\$213,873	\$224,941	+ 5.2%
Percent of Original List Price Received*	97.1%	96.7%	- 0.4%	97.1%	97.4%	+ 0.3%
Days on Market Until Sale	55	40	- 27.3%	44	48	+ 9.1%
Inventory of Homes for Sale	243	179	- 26.3%	--	--	--

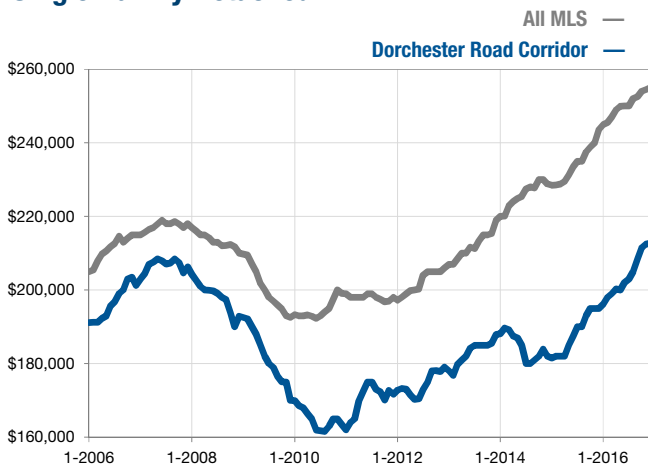
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	13	11	- 15.4%	259	240	- 7.3%
Closed Sales	16	16	0.0%	142	208	+ 46.5%
Median Sales Price*	\$151,500	\$157,620	+ 4.0%	\$136,425	\$149,434	+ 9.5%
Average Sales Price*	\$151,080	\$160,534	+ 6.3%	\$138,098	\$149,545	+ 8.3%
Percent of Original List Price Received*	97.1%	97.2%	+ 0.1%	96.1%	98.0%	+ 2.0%
Days on Market Until Sale	62	57	- 8.1%	69	68	- 1.4%
Inventory of Homes for Sale	71	35	- 50.7%	--	--	--

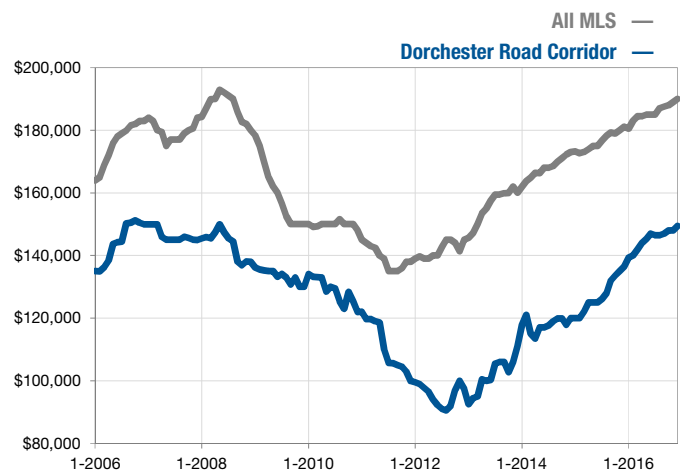
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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



Downtown Charleston

Area 51

Single-Family Detached	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	19	19	0.0%	277	308	+ 11.2%
Closed Sales	18	13	- 27.8%	209	210	+ 0.5%
Median Sales Price*	\$659,250	\$899,900	+ 36.5%	\$725,000	\$842,500	+ 16.2%
Average Sales Price*	\$1,477,500	\$1,235,569	- 16.4%	\$1,077,059	\$1,181,676	+ 9.7%
Percent of Original List Price Received*	94.7%	92.5%	- 2.3%	93.1%	93.5%	+ 0.4%
Days on Market Until Sale	90	36	- 60.0%	99	82	- 17.2%
Inventory of Homes for Sale	119	104	- 12.6%	--	--	--

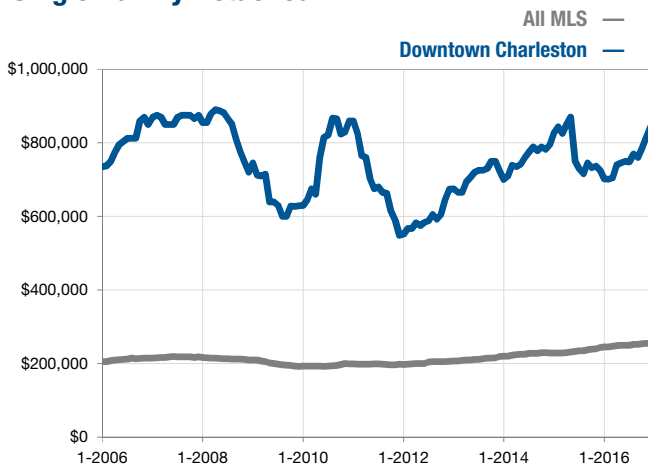
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	14	17	+ 21.4%	246	298	+ 21.1%
Closed Sales	15	17	+ 13.3%	167	213	+ 27.5%
Median Sales Price*	\$495,000	\$610,000	+ 23.2%	\$495,000	\$548,000	+ 10.7%
Average Sales Price*	\$728,900	\$597,588	- 18.0%	\$644,039	\$660,023	+ 2.5%
Percent of Original List Price Received*	94.6%	92.9%	- 1.8%	92.9%	93.9%	+ 1.1%
Days on Market Until Sale	54	84	+ 55.6%	110	114	+ 3.6%
Inventory of Homes for Sale	105	97	- 7.6%	--	--	--

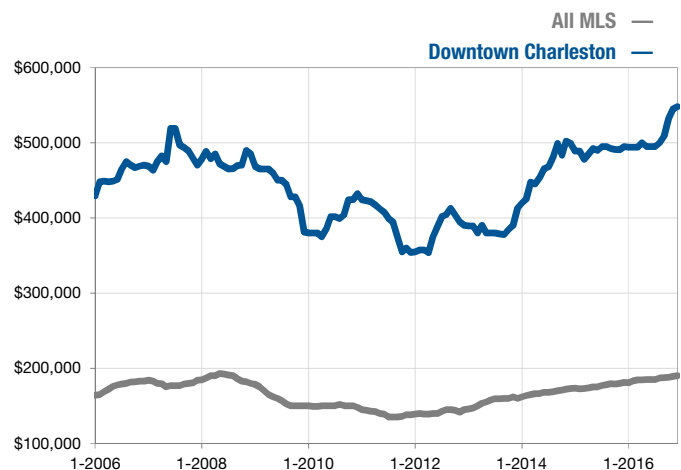
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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



Edisto Area

Areas 26, 27 & 28

Single-Family Detached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	10	11	+ 10.0%	165	151	- 8.5%
Closed Sales	10	10	0.0%	110	112	+ 1.8%
Median Sales Price*	\$364,000	\$474,500	+ 30.4%	\$394,950	\$395,250	+ 0.1%
Average Sales Price*	\$411,540	\$486,375	+ 18.2%	\$462,302	\$456,134	- 1.3%
Percent of Original List Price Received*	92.8%	87.4%	- 5.8%	91.2%	92.5%	+ 1.4%
Days on Market Until Sale	86	193	+ 124.4%	165	145	- 12.1%
Inventory of Homes for Sale	100	88	- 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.

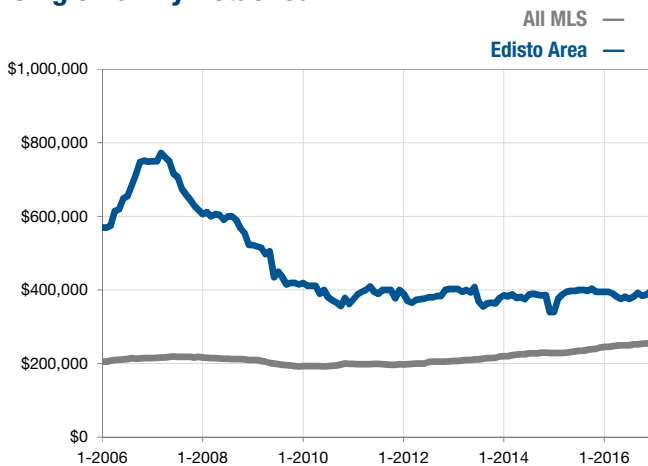
Townhouse-Condo Attached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	1	3	+ 200.0%	43	39	- 9.3%
Closed Sales	1	0	- 100.0%	32	22	- 31.3%
Median Sales Price*	\$119,000	\$0	- 100.0%	\$148,000	\$137,250	- 7.3%
Average Sales Price*	\$119,000	\$0	- 100.0%	\$166,594	\$163,911	- 1.6%
Percent of Original List Price Received*	56.7%	0.0%	- 100.0%	91.4%	89.4%	- 2.2%
Days on Market Until Sale	0	0	--	126	147	+ 16.7%
Inventory of Homes for Sale	20	23	+ 15.0%	--	--	--

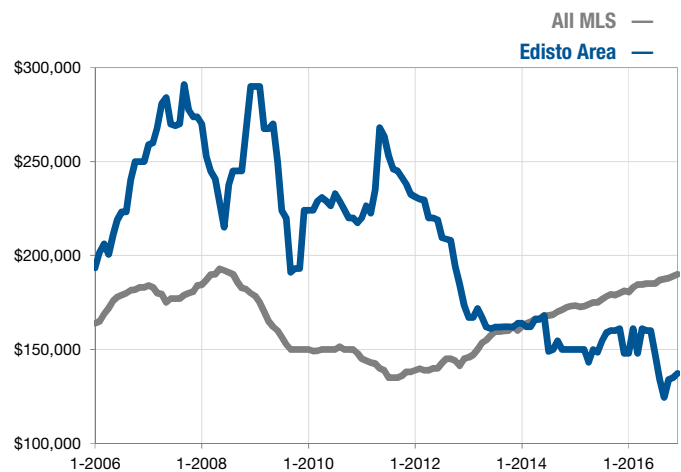
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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Folly Beach

Area 22

Single-Family Detached	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	10	5	- 50.0%	127	131	+ 3.1%
Closed Sales	6	8	+ 33.3%	78	82	+ 5.1%
Median Sales Price*	\$677,660	\$615,000	- 9.2%	\$596,400	\$615,000	+ 3.1%
Average Sales Price*	\$699,220	\$723,438	+ 3.5%	\$651,748	\$683,043	+ 4.8%
Percent of Original List Price Received*	89.4%	90.3%	+ 1.0%	90.6%	92.9%	+ 2.5%
Days on Market Until Sale	207	238	+ 15.0%	136	123	- 9.6%
Inventory of Homes for Sale	55	47	- 14.5%	--	--	--

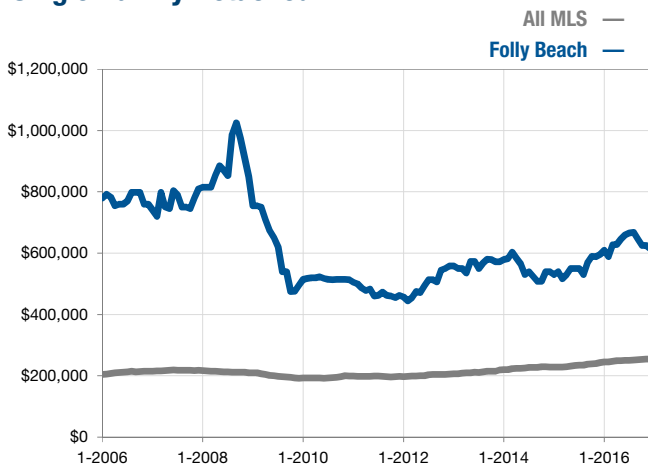
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	3	1	- 66.7%	85	65	- 23.5%
Closed Sales	5	4	- 20.0%	58	58	0.0%
Median Sales Price*	\$442,000	\$279,500	- 36.8%	\$371,250	\$367,500	- 1.0%
Average Sales Price*	\$471,700	\$310,700	- 34.1%	\$362,022	\$383,388	+ 5.9%
Percent of Original List Price Received*	96.7%	96.1%	- 0.6%	95.6%	94.5%	- 1.2%
Days on Market Until Sale	115	79	- 31.3%	80	78	- 2.5%
Inventory of Homes for Sale	31	19	- 38.7%	--	--	--

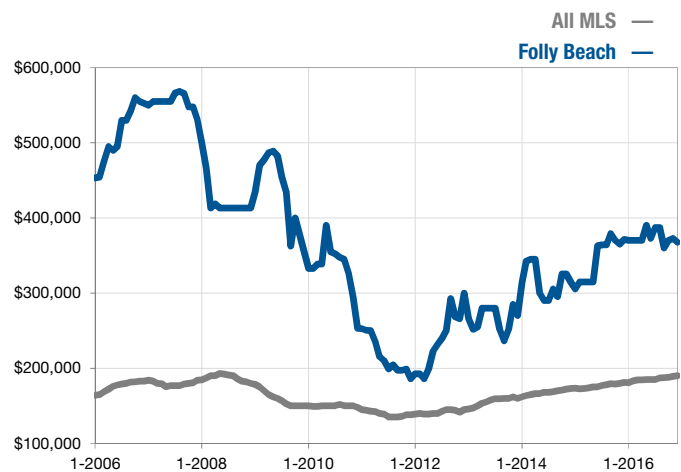
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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



Goose Creek / Monck's Corner

Areas 72, 73 & 74

Single-Family Detached	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	192	226	+ 17.7%	3,185	3,215	+ 0.9%
Closed Sales	215	242	+ 12.6%	2,245	2,760	+ 22.9%
Median Sales Price*	\$199,990	\$219,945	+ 10.0%	\$195,000	\$215,000	+ 10.3%
Average Sales Price*	\$217,095	\$231,188	+ 6.5%	\$201,546	\$219,946	+ 9.1%
Percent of Original List Price Received*	97.4%	98.7%	+ 1.3%	97.5%	98.4%	+ 0.9%
Days on Market Until Sale	51	36	- 29.4%	52	49	- 5.8%
Inventory of Homes for Sale	761	477	- 37.3%	--	--	--

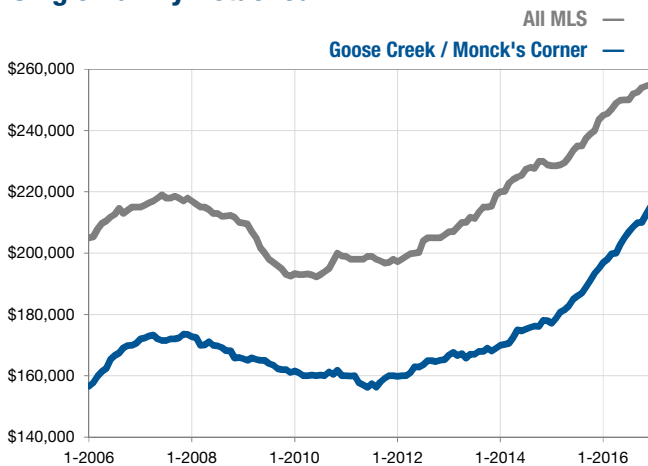
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	23	25	+ 8.7%	254	424	+ 66.9%
Closed Sales	15	33	+ 120.0%	175	303	+ 73.1%
Median Sales Price*	\$125,900	\$134,734	+ 7.0%	\$120,000	\$129,900	+ 8.3%
Average Sales Price*	\$132,596	\$143,542	+ 8.3%	\$122,205	\$133,981	+ 9.6%
Percent of Original List Price Received*	97.2%	97.4%	+ 0.2%	96.9%	97.1%	+ 0.2%
Days on Market Until Sale	83	47	- 43.4%	64	50	- 21.9%
Inventory of Homes for Sale	70	69	- 1.4%	--	--	--

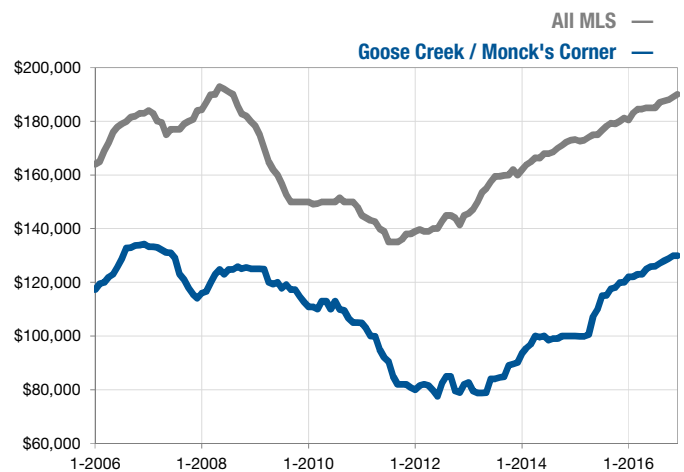
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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Greater North Charleston

Areas 31 & 32

Single-Family Detached	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	70	81	+ 15.7%	1,366	1,369	+ 0.2%
Closed Sales	83	83	0.0%	1,116	1,103	- 1.2%
Median Sales Price*	\$164,000	\$183,714	+ 12.0%	\$163,900	\$175,000	+ 6.8%
Average Sales Price*	\$155,033	\$186,228	+ 20.1%	\$159,402	\$173,434	+ 8.8%
Percent of Original List Price Received*	93.8%	97.6%	+ 4.1%	95.9%	96.2%	+ 0.3%
Days on Market Until Sale	53	37	- 30.2%	49	41	- 16.3%
Inventory of Homes for Sale	313	199	- 36.4%	--	--	--

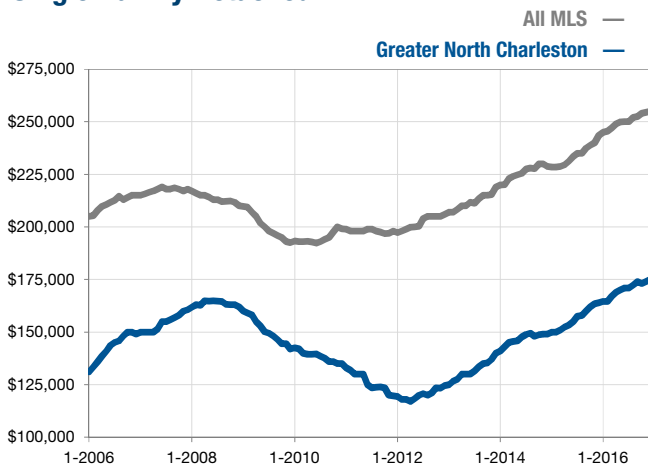
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Townhouse-Condo Attached	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	12	22	+ 83.3%	237	267	+ 12.7%
Closed Sales	25	24	- 4.0%	202	224	+ 10.9%
Median Sales Price*	\$90,500	\$101,500	+ 12.2%	\$103,750	\$107,000	+ 3.1%
Average Sales Price*	\$118,934	\$148,013	+ 24.4%	\$111,228	\$140,852	+ 26.6%
Percent of Original List Price Received*	92.8%	97.0%	+ 4.5%	94.1%	95.3%	+ 1.3%
Days on Market Until Sale	84	26	- 69.0%	67	41	- 38.8%
Inventory of Homes for Sale	48	39	- 18.8%	--	--	--

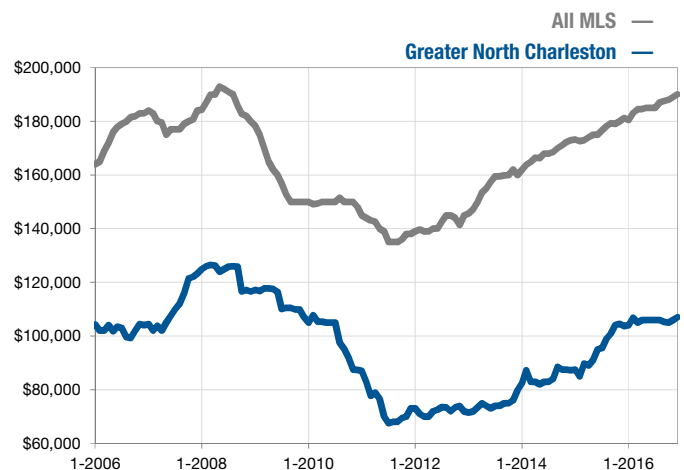
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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Greater Summerville Area

Areas 62 & 63

Single-Family Detached	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	144	140	- 2.8%	2,372	2,544	+ 7.3%
Closed Sales	142	154	+ 8.5%	1,780	2,002	+ 12.5%
Median Sales Price*	\$201,608	\$224,903	+ 11.6%	\$202,000	\$214,313	+ 6.1%
Average Sales Price*	\$220,366	\$237,553	+ 7.8%	\$219,291	\$231,558	+ 5.6%
Percent of Original List Price Received*	96.8%	96.5%	- 0.3%	96.8%	97.3%	+ 0.5%
Days on Market Until Sale	66	57	- 13.6%	61	53	- 13.1%
Inventory of Homes for Sale	573	437	- 23.7%	--	--	--

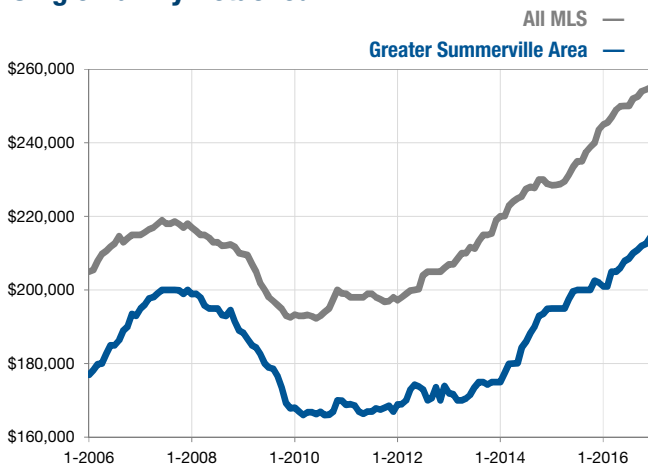
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	8	10	+ 25.0%	177	182	+ 2.8%
Closed Sales	9	9	0.0%	116	153	+ 31.9%
Median Sales Price*	\$135,000	\$136,047	+ 0.8%	\$121,245	\$126,210	+ 4.1%
Average Sales Price*	\$133,993	\$137,545	+ 2.7%	\$126,929	\$124,647	- 1.8%
Percent of Original List Price Received*	93.4%	95.4%	+ 2.1%	95.9%	96.3%	+ 0.4%
Days on Market Until Sale	89	36	- 59.6%	61	59	- 3.3%
Inventory of Homes for Sale	44	26	- 40.9%	--	--	--

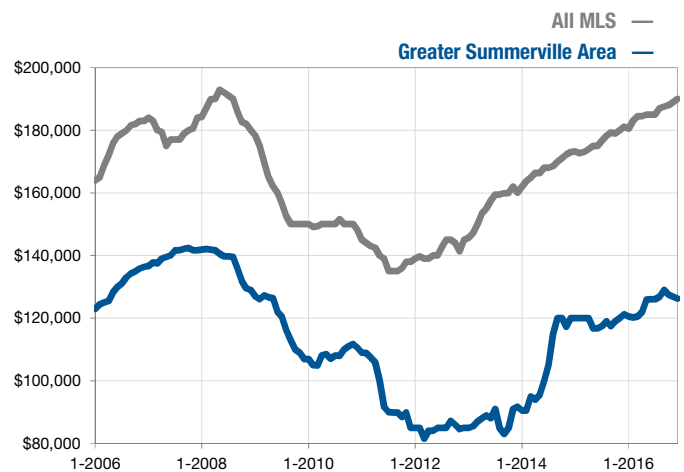
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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



Hanahan

Area 71

Single-Family Detached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	12	15	+ 25.0%	384	326	- 15.1%
Closed Sales	33	19	- 42.4%	357	296	- 17.1%
Median Sales Price*	\$235,500	\$223,000	- 5.3%	\$228,000	\$235,000	+ 3.1%
Average Sales Price*	\$238,643	\$213,684	- 10.5%	\$231,190	\$238,304	+ 3.1%
Percent of Original List Price Received*	94.4%	93.7%	- 0.7%	96.1%	96.1%	0.0%
Days on Market Until Sale	58	55	- 5.2%	54	45	- 16.7%
Inventory of Homes for Sale	64	39	- 39.1%	--	--	--

* 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.

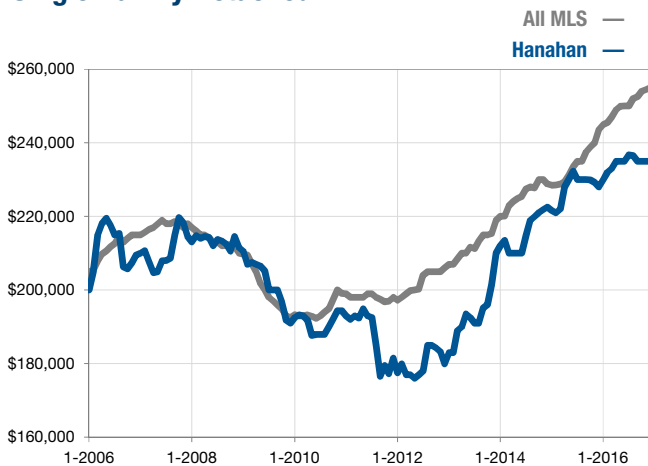
Townhouse-Condo Attached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	1	1	0.0%	44	30	- 31.8%
Closed Sales	1	6	+ 500.0%	36	30	- 16.7%
Median Sales Price*	\$66,000	\$116,750	+ 76.9%	\$124,750	\$131,000	+ 5.0%
Average Sales Price*	\$66,000	\$112,833	+ 71.0%	\$165,015	\$154,718	- 6.2%
Percent of Original List Price Received*	82.6%	89.3%	+ 8.1%	95.5%	95.6%	+ 0.1%
Days on Market Until Sale	96	65	- 32.3%	50	61	+ 22.0%
Inventory of Homes for Sale	7	3	- 57.1%	--	--	--

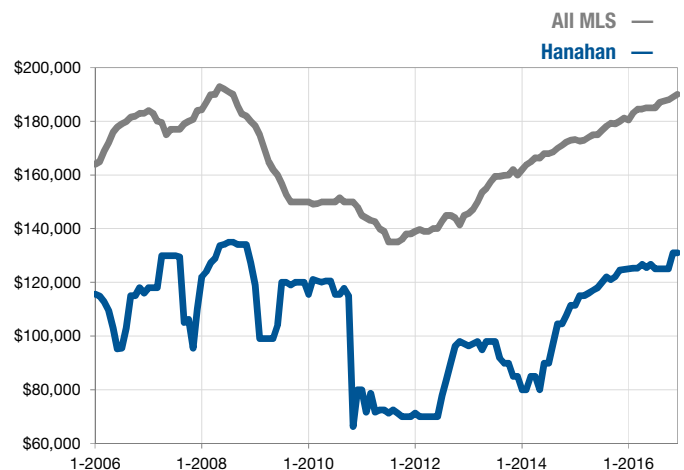
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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



Hollywood / Ravenel / Meggett Area

Area 13

Single-Family Detached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	12	10	- 16.7%	235	273	+ 16.2%
Closed Sales	18	21	+ 16.7%	120	144	+ 20.0%
Median Sales Price*	\$231,016	\$345,625	+ 49.6%	\$337,000	\$344,354	+ 2.2%
Average Sales Price*	\$328,317	\$343,964	+ 4.8%	\$362,819	\$368,553	+ 1.6%
Percent of Original List Price Received*	89.4%	96.4%	+ 7.8%	93.1%	94.3%	+ 1.3%
Days on Market Until Sale	95	83	- 12.6%	89	84	- 5.6%
Inventory of Homes for Sale	94	82	- 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.

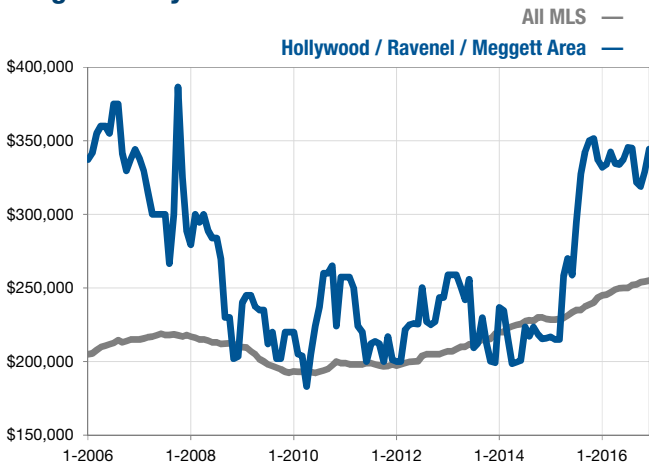
Townhouse-Condo Attached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	3	0	- 100.0%	12	12	0.0%
Closed Sales	0	1	--	2	9	+ 350.0%
Median Sales Price*	\$0	\$252,500	--	\$248,750	\$265,000	+ 6.5%
Average Sales Price*	\$0	\$252,500	--	\$248,750	\$298,916	+ 20.2%
Percent of Original List Price Received*	0.0%	91.8%	--	82.8%	100.2%	+ 21.0%
Days on Market Until Sale	0	76	--	239	139	- 41.8%
Inventory of Homes for Sale	5	5	0.0%	--	--	--

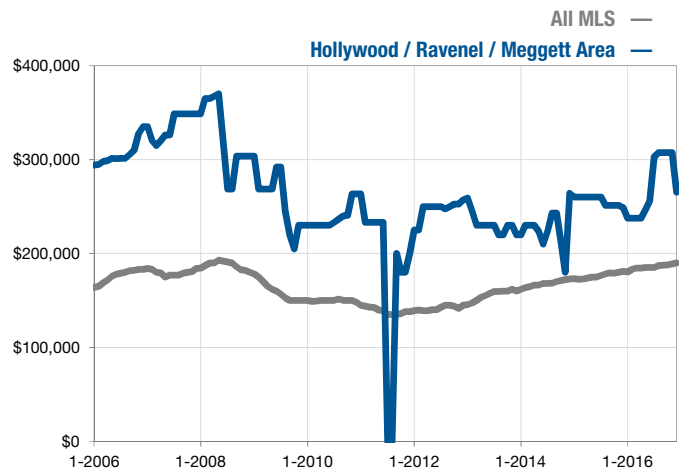
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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



Isle of Palms

Areas 44 & 45

Single-Family Detached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	14	15	+ 7.1%	254	269	+ 5.9%
Closed Sales	9	9	0.0%	167	167	0.0%
Median Sales Price*	\$650,000	\$955,000	+ 46.9%	\$800,000	\$900,000	+ 12.5%
Average Sales Price*	\$1,072,089	\$1,210,611	+ 12.9%	\$1,019,920	\$1,238,597	+ 21.4%
Percent of Original List Price Received*	94.4%	90.9%	- 3.7%	91.1%	91.3%	+ 0.2%
Days on Market Until Sale	107	161	+ 50.5%	132	148	+ 12.1%
Inventory of Homes for Sale	144	110	- 23.6%	--	--	--

* 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.

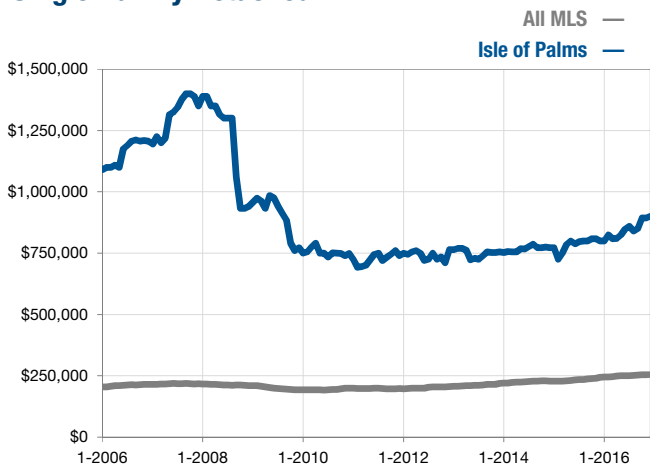
Townhouse-Condo Attached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	6	3	- 50.0%	124	133	+ 7.3%
Closed Sales	7	3	- 57.1%	67	76	+ 13.4%
Median Sales Price*	\$325,000	\$440,000	+ 35.4%	\$425,000	\$491,250	+ 15.6%
Average Sales Price*	\$339,429	\$479,667	+ 41.3%	\$434,716	\$508,589	+ 17.0%
Percent of Original List Price Received*	93.2%	91.3%	- 2.0%	92.1%	92.9%	+ 0.9%
Days on Market Until Sale	76	198	+ 160.5%	128	118	- 7.8%
Inventory of Homes for Sale	75	73	- 2.7%	--	--	--

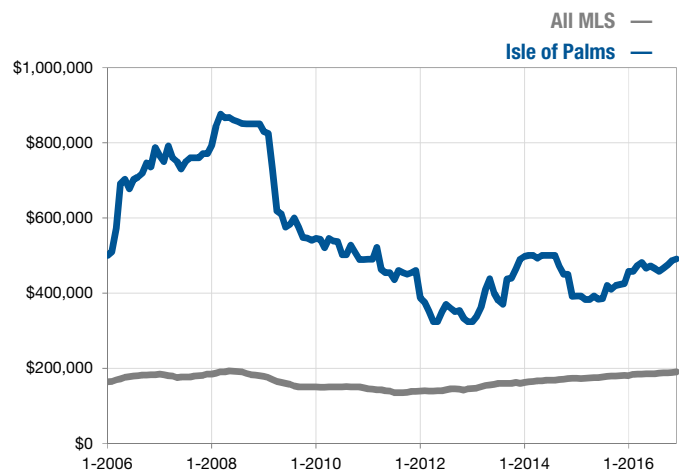
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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



James Island

Area 21

Single-Family Detached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	35	38	+ 8.6%	876	855	- 2.4%
Closed Sales	45	59	+ 31.1%	758	686	- 9.5%
Median Sales Price*	\$325,000	\$310,000	- 4.6%	\$305,000	\$310,913	+ 1.9%
Average Sales Price*	\$355,086	\$411,594	+ 15.9%	\$350,423	\$358,513	+ 2.3%
Percent of Original List Price Received*	98.8%	94.8%	- 4.0%	96.3%	96.3%	0.0%
Days on Market Until Sale	66	73	+ 10.6%	48	44	- 8.3%
Inventory of Homes for Sale	156	124	- 20.5%	--	--	--

* 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.

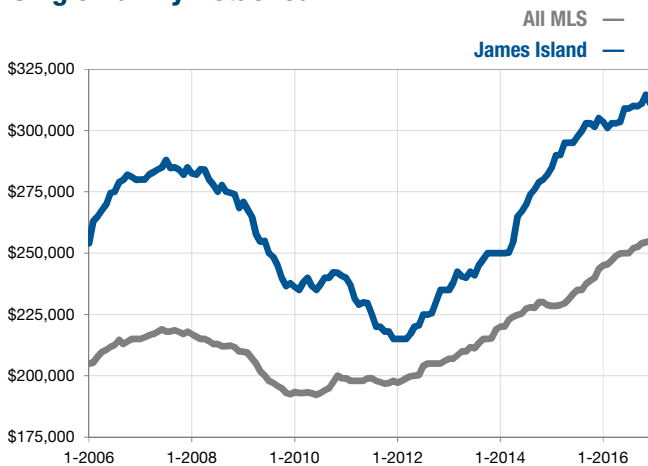
Townhouse-Condo Attached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	13	11	- 15.4%	223	274	+ 22.9%
Closed Sales	13	10	- 23.1%	153	213	+ 39.2%
Median Sales Price*	\$172,000	\$182,250	+ 6.0%	\$170,000	\$179,500	+ 5.6%
Average Sales Price*	\$194,262	\$174,090	- 10.4%	\$175,498	\$175,467	- 0.0%
Percent of Original List Price Received*	97.4%	93.1%	- 4.4%	95.7%	96.0%	+ 0.3%
Days on Market Until Sale	30	81	+ 170.0%	49	47	- 4.1%
Inventory of Homes for Sale	50	42	- 16.0%	--	--	--

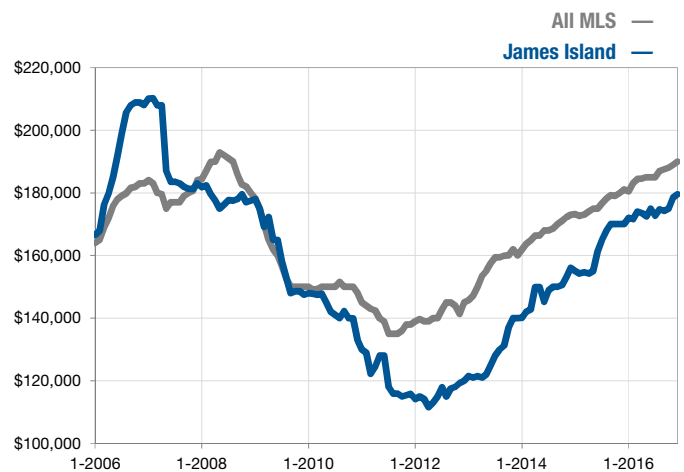
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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Johns Island

Area 23

Single-Family Detached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	48	42	- 12.5%	721	725	+ 0.6%
Closed Sales	50	51	+ 2.0%	472	567	+ 20.1%
Median Sales Price*	\$295,083	\$282,032	- 4.4%	\$267,926	\$286,990	+ 7.1%
Average Sales Price*	\$298,657	\$325,831	+ 9.1%	\$326,589	\$329,511	+ 0.9%
Percent of Original List Price Received*	98.6%	96.8%	- 1.8%	97.4%	98.4%	+ 1.0%
Days on Market Until Sale	45	69	+ 53.3%	53	50	- 5.7%
Inventory of Homes for Sale	198	179	- 9.6%	--	--	--

* 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.

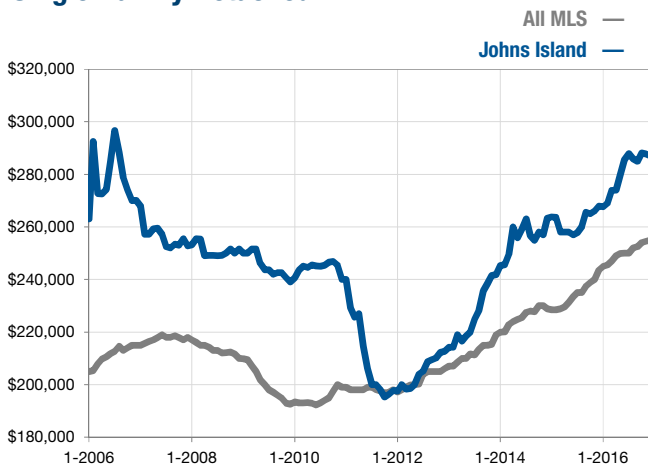
Townhouse-Condo Attached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	5	8	+ 60.0%	83	101	+ 21.7%
Closed Sales	5	8	+ 60.0%	58	74	+ 27.6%
Median Sales Price*	\$203,000	\$211,500	+ 4.2%	\$200,000	\$210,000	+ 5.0%
Average Sales Price*	\$200,900	\$203,625	+ 1.4%	\$190,819	\$202,091	+ 5.9%
Percent of Original List Price Received*	94.6%	98.3%	+ 3.9%	96.6%	97.3%	+ 0.7%
Days on Market Until Sale	62	62	0.0%	50	49	- 2.0%
Inventory of Homes for Sale	17	21	+ 23.5%	--	--	--

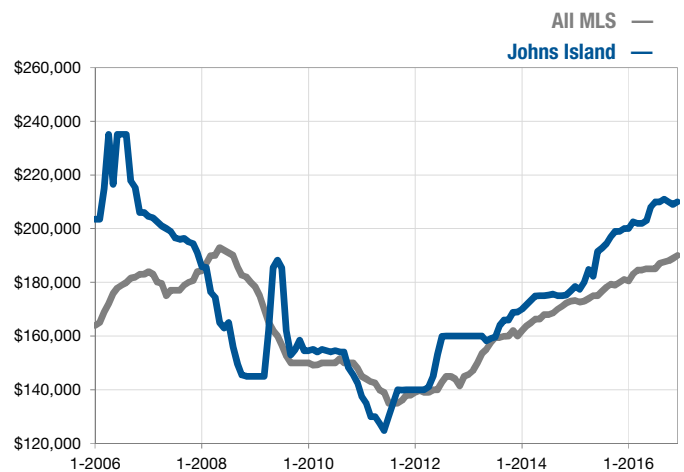
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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Kiawah

Area 25

Single-Family Detached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	1	2	+ 100.0%	60	87	+ 45.0%
Closed Sales	1	3	+ 200.0%	40	31	- 22.5%
Median Sales Price*	\$925,000	\$1,100,000	+ 18.9%	\$906,500	\$916,000	+ 1.0%
Average Sales Price*	\$925,000	\$1,125,000	+ 21.6%	\$1,161,625	\$1,058,516	- 8.9%
Percent of Original List Price Received*	74.1%	90.0%	+ 21.5%	90.1%	90.6%	+ 0.6%
Days on Market Until Sale	473	81	- 82.9%	196	123	- 37.2%
Inventory of Homes for Sale	39	51	+ 30.8%	--	--	--

* 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	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	1	2	+ 100.0%	55	68	+ 23.6%
Closed Sales	5	3	- 40.0%	29	27	- 6.9%
Median Sales Price*	\$359,900	\$415,000	+ 15.3%	\$380,250	\$359,000	- 5.6%
Average Sales Price*	\$331,380	\$403,333	+ 21.7%	\$389,702	\$408,686	+ 4.9%
Percent of Original List Price Received*	88.3%	93.0%	+ 5.3%	88.2%	92.2%	+ 4.5%
Days on Market Until Sale	184	108	- 41.3%	174	151	- 13.2%
Inventory of Homes for Sale	46	44	- 4.3%	--	--	--

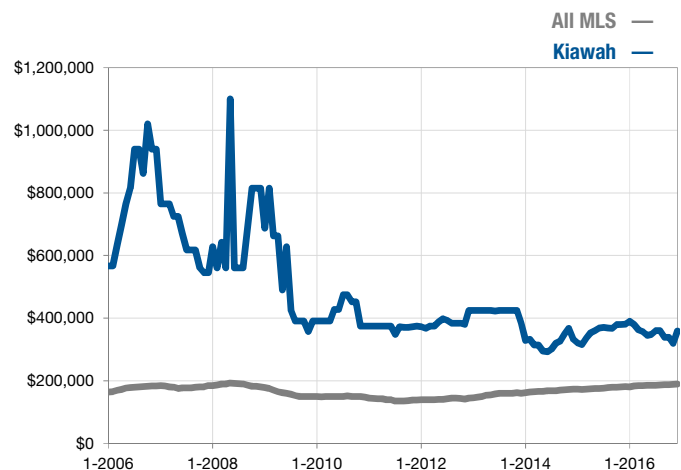
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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Lower Mount Pleasant

Area 42

Single-Family Detached	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	46	42	- 8.7%	1,051	1,118	+ 6.4%
Closed Sales	55	57	+ 3.6%	797	858	+ 7.7%
Median Sales Price*	\$448,250	\$510,000	+ 13.8%	\$475,000	\$490,000	+ 3.2%
Average Sales Price*	\$590,841	\$631,758	+ 6.9%	\$584,068	\$604,428	+ 3.5%
Percent of Original List Price Received*	94.0%	95.8%	+ 1.9%	95.2%	95.0%	- 0.2%
Days on Market Until Sale	61	52	- 14.8%	48	58	+ 20.8%
Inventory of Homes for Sale	220	192	- 12.7%	--	--	--

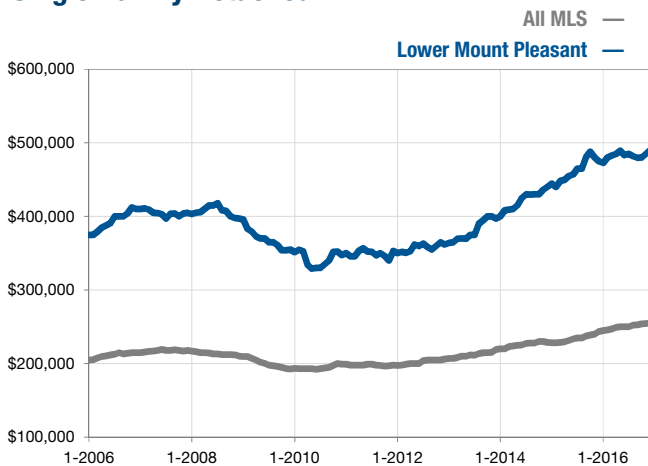
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	22	29	+ 31.8%	439	538	+ 22.6%
Closed Sales	22	37	+ 68.2%	342	417	+ 21.9%
Median Sales Price*	\$236,500	\$244,000	+ 3.2%	\$203,500	\$231,000	+ 13.5%
Average Sales Price*	\$334,245	\$347,117	+ 3.9%	\$271,888	\$365,977	+ 34.6%
Percent of Original List Price Received*	98.0%	98.8%	+ 0.8%	96.1%	96.8%	+ 0.7%
Days on Market Until Sale	41	64	+ 56.1%	41	49	+ 19.5%
Inventory of Homes for Sale	71	101	+ 42.3%	--	--	--

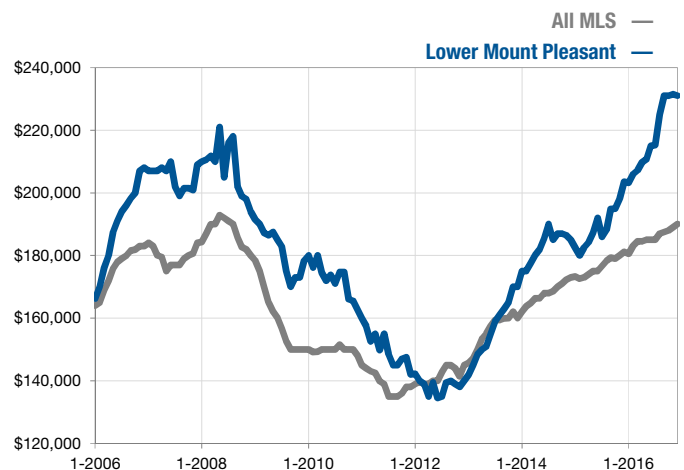
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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Rural Berkeley County

Area 75

Single-Family Detached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	8	13	+ 62.5%	126	163	+ 29.4%
Closed Sales	3	10	+ 233.3%	68	106	+ 55.9%
Median Sales Price*	\$50,000	\$197,500	+ 295.0%	\$173,000	\$162,000	- 6.4%
Average Sales Price*	\$124,967	\$215,699	+ 72.6%	\$200,671	\$180,804	- 9.9%
Percent of Original List Price Received*	69.0%	94.0%	+ 36.2%	91.4%	91.1%	- 0.3%
Days on Market Until Sale	75	71	- 5.3%	70	75	+ 7.1%
Inventory of Homes for Sale	42	50	+ 19.0%	--	--	--

* 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.

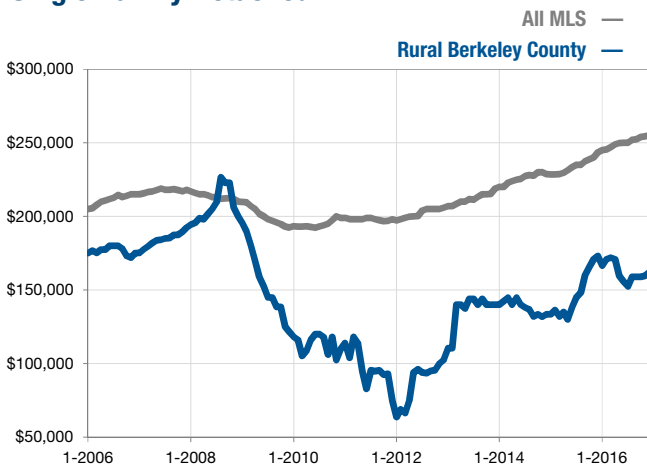
Townhouse-Condo Attached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	1	0	- 100.0%	2	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	2	0	- 100.0%	--	--	--

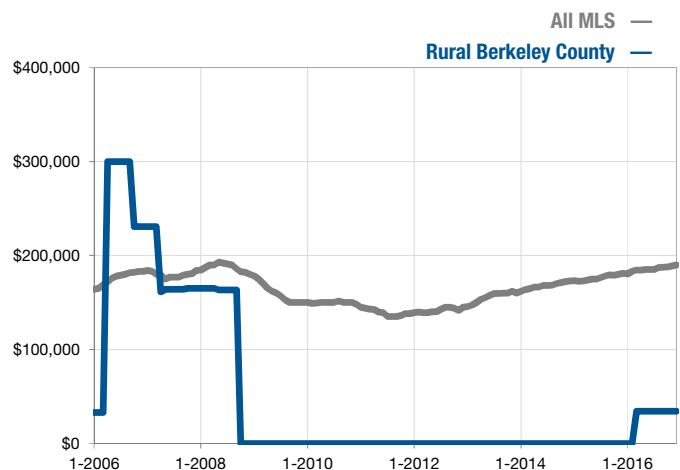
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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Seabrook Island

Area 30

Single-Family Detached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	6	9	+ 50.0%	133	139	+ 4.5%
Closed Sales	12	6	- 50.0%	82	79	- 3.7%
Median Sales Price*	\$475,000	\$474,774	- 0.0%	\$525,000	\$615,000	+ 17.1%
Average Sales Price*	\$695,675	\$594,091	- 14.6%	\$659,538	\$720,278	+ 9.2%
Percent of Original List Price Received*	89.2%	89.6%	+ 0.4%	88.1%	88.3%	+ 0.2%
Days on Market Until Sale	149	73	- 51.0%	228	197	- 13.6%
Inventory of Homes for Sale	87	82	- 5.7%	--	--	--

* 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	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	4	6	+ 50.0%	114	114	0.0%
Closed Sales	5	4	- 20.0%	47	56	+ 19.1%
Median Sales Price*	\$175,000	\$225,115	+ 28.6%	\$180,100	\$216,000	+ 19.9%
Average Sales Price*	\$270,400	\$231,808	- 14.3%	\$314,849	\$248,322	- 21.1%
Percent of Original List Price Received*	92.7%	92.8%	+ 0.1%	91.0%	91.4%	+ 0.4%
Days on Market Until Sale	126	246	+ 95.2%	128	179	+ 39.8%
Inventory of Homes for Sale	75	64	- 14.7%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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St. George / Rural Dorchester County

Area 64

Single-Family Detached	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	4	7	+ 75.0%	90	81	- 10.0%
Closed Sales	5	8	+ 60.0%	50	57	+ 14.0%
Median Sales Price*	\$36,000	\$108,250	+ 200.7%	\$127,000	\$132,500	+ 4.3%
Average Sales Price*	\$54,780	\$181,713	+ 231.7%	\$150,059	\$153,799	+ 2.5%
Percent of Original List Price Received*	67.5%	89.0%	+ 31.9%	89.3%	91.2%	+ 2.1%
Days on Market Until Sale	117	79	- 32.5%	88	84	- 4.5%
Inventory of Homes for Sale	40	32	- 20.0%	--	--	--

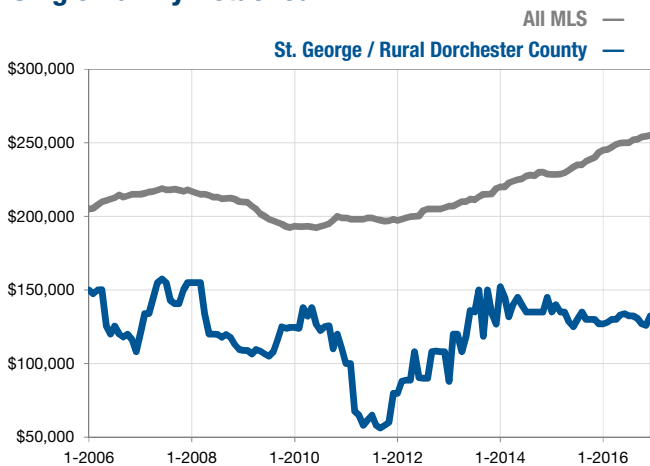
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Townhouse-Condo Attached	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
Key Metrics						
New Listings	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--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

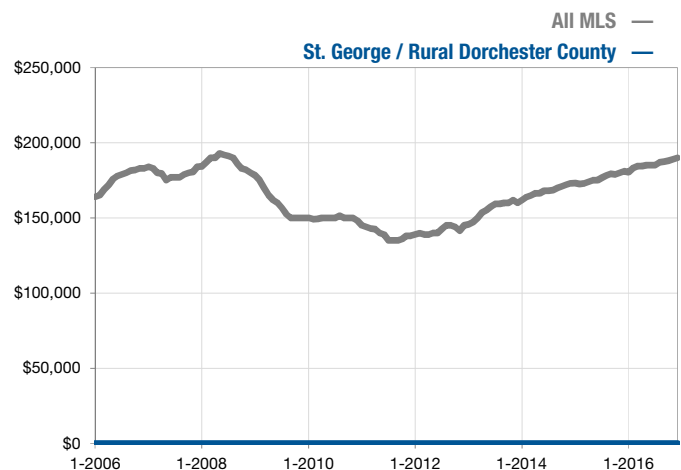
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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Sullivan's Island

Area 43

Single-Family Detached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	4	4	0.0%	85	86	+ 1.2%
Closed Sales	5	4	- 20.0%	51	58	+ 13.7%
Median Sales Price*	\$1,100,000	\$1,700,000	+ 54.5%	\$1,350,000	\$1,468,750	+ 8.8%
Average Sales Price*	\$1,297,100	\$2,356,250	+ 81.7%	\$1,582,218	\$1,594,448	+ 0.8%
Percent of Original List Price Received*	83.0%	87.7%	+ 5.7%	90.5%	89.5%	- 1.1%
Days on Market Until Sale	99	75	- 24.2%	136	126	- 7.4%
Inventory of Homes for Sale	33	34	+ 3.0%	--	--	--

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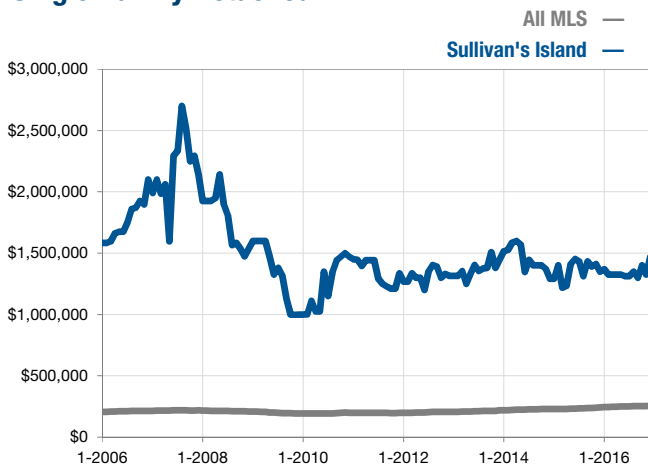
Townhouse-Condo Attached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	2	0	- 100.0%	11	6	- 45.5%
Closed Sales	0	0	--	5	4	- 20.0%
Median Sales Price*	\$0	\$0	--	\$500,000	\$525,000	+ 5.0%
Average Sales Price*	\$0	\$0	--	\$506,400	\$495,000	- 2.3%
Percent of Original List Price Received*	0.0%	0.0%	--	90.6%	97.1%	+ 7.2%
Days on Market Until Sale	0	0	--	220	107	- 51.4%
Inventory of Homes for Sale	6	4	- 33.3%	--	--	--

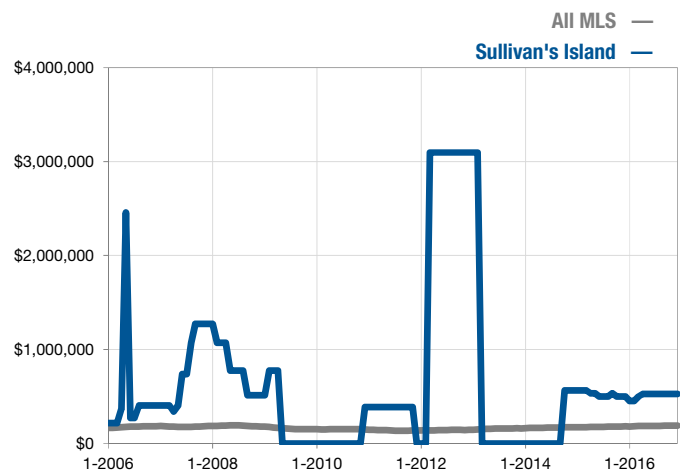
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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Upper Charleston Peninsula

Area 52

Single-Family Detached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	12	14	+ 16.7%	204	227	+ 11.3%
Closed Sales	22	13	- 40.9%	194	171	- 11.9%
Median Sales Price*	\$366,500	\$375,000	+ 2.3%	\$347,500	\$395,000	+ 13.7%
Average Sales Price*	\$436,755	\$401,077	- 8.2%	\$370,530	\$414,799	+ 11.9%
Percent of Original List Price Received*	96.1%	95.0%	- 1.1%	95.1%	94.4%	- 0.7%
Days on Market Until Sale	24	40	+ 66.7%	48	42	- 12.5%
Inventory of Homes for Sale	40	33	- 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.

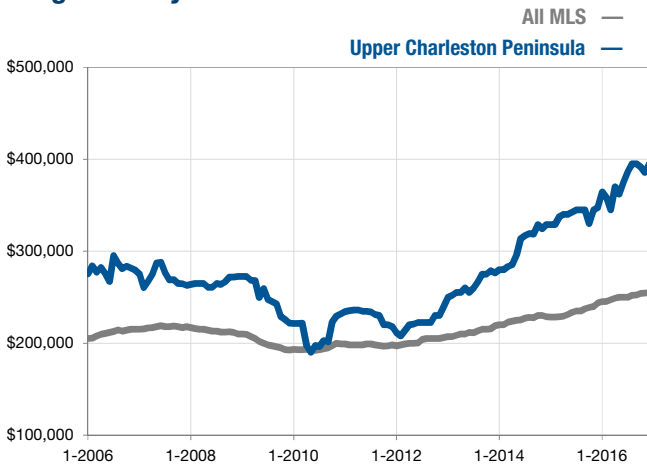
Townhouse-Condo Attached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	3	1	- 66.7%	34	48	+ 41.2%
Closed Sales	2	2	0.0%	29	32	+ 10.3%
Median Sales Price*	\$573,850	\$325,000	- 43.4%	\$290,000	\$327,500	+ 12.9%
Average Sales Price*	\$573,850	\$325,000	- 43.4%	\$325,181	\$359,409	+ 10.5%
Percent of Original List Price Received*	86.7%	93.2%	+ 7.5%	93.3%	96.5%	+ 3.4%
Days on Market Until Sale	96	27	- 71.9%	73	48	- 34.2%
Inventory of Homes for Sale	10	9	- 10.0%	--	--	--

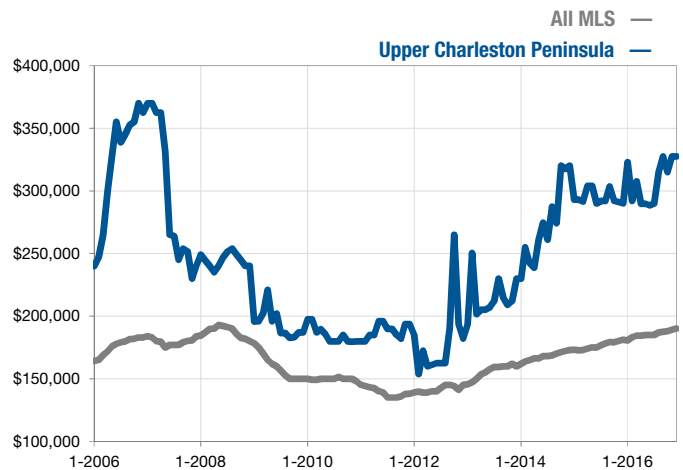
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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Upper Mount Pleasant

Area 41

Single-Family Detached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	72	51	- 29.2%	1,527	1,539	+ 0.8%
Closed Sales	131	96	- 26.7%	1,110	1,164	+ 4.9%
Median Sales Price*	\$458,175	\$474,950	+ 3.7%	\$453,108	\$475,000	+ 4.8%
Average Sales Price*	\$500,970	\$489,632	- 2.3%	\$491,172	\$519,272	+ 5.7%
Percent of Original List Price Received*	98.4%	96.1%	- 2.3%	97.9%	97.6%	- 0.3%
Days on Market Until Sale	49	94	+ 91.8%	62	70	+ 12.9%
Inventory of Homes for Sale	431	354	- 17.9%	--	--	--

* 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.

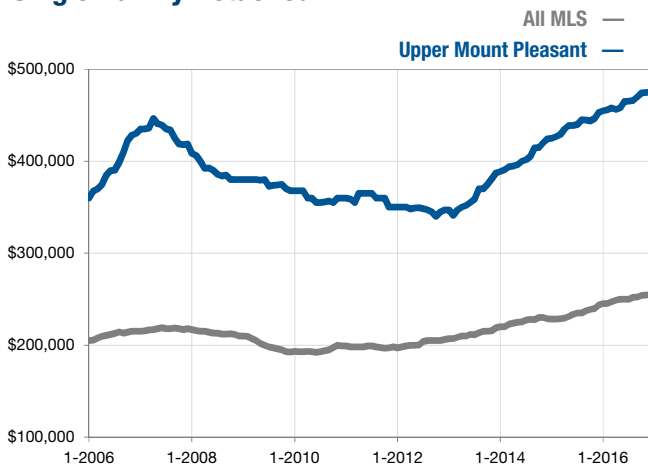
Townhouse-Condo Attached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	26	34	+ 30.8%	439	479	+ 9.1%
Closed Sales	32	40	+ 25.0%	370	418	+ 13.0%
Median Sales Price*	\$325,293	\$342,750	+ 5.4%	\$268,183	\$269,000	+ 0.3%
Average Sales Price*	\$287,966	\$338,403	+ 17.5%	\$256,057	\$278,914	+ 8.9%
Percent of Original List Price Received*	99.0%	98.1%	- 0.9%	98.4%	98.0%	- 0.4%
Days on Market Until Sale	28	36	+ 28.6%	42	43	+ 2.4%
Inventory of Homes for Sale	79	66	- 16.5%	--	--	--

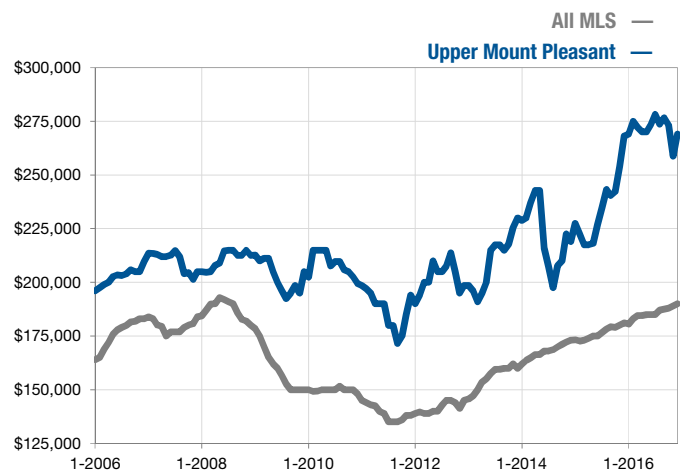
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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Wando / Cainhoy Area

Area 78

Single-Family Detached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	11	10	- 9.1%	260	250	- 3.8%
Closed Sales	12	14	+ 16.7%	226	180	- 20.4%
Median Sales Price*	\$302,000	\$321,500	+ 6.5%	\$293,590	\$320,000	+ 9.0%
Average Sales Price*	\$338,622	\$334,375	- 1.3%	\$350,930	\$428,426	+ 22.1%
Percent of Original List Price Received*	99.2%	93.6%	- 5.6%	98.5%	95.6%	- 2.9%
Days on Market Until Sale	103	97	- 5.8%	63	57	- 9.5%
Inventory of Homes for Sale	62	53	- 14.5%	--	--	--

* 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.

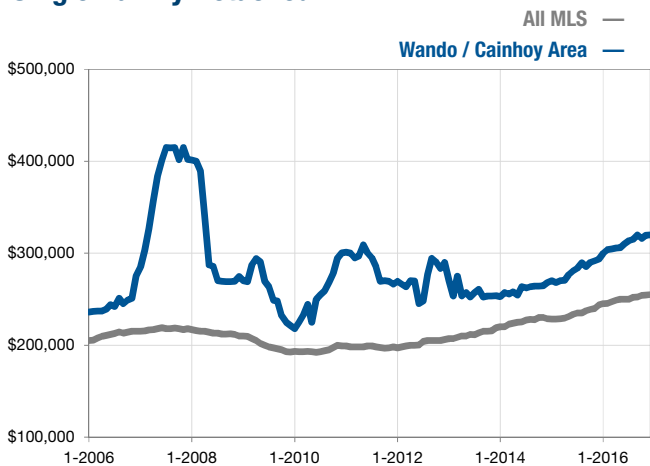
Townhouse-Condo Attached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	3	3	0.0%	96	69	- 28.1%
Closed Sales	5	6	+ 20.0%	89	63	- 29.2%
Median Sales Price*	\$205,190	\$191,000	- 6.9%	\$186,640	\$169,500	- 9.2%
Average Sales Price*	\$205,667	\$194,917	- 5.2%	\$177,307	\$175,136	- 1.2%
Percent of Original List Price Received*	100.3%	98.1%	- 2.2%	98.0%	97.9%	- 0.1%
Days on Market Until Sale	0	25	--	32	26	- 18.8%
Inventory of Homes for Sale	8	4	- 50.0%	--	--	--

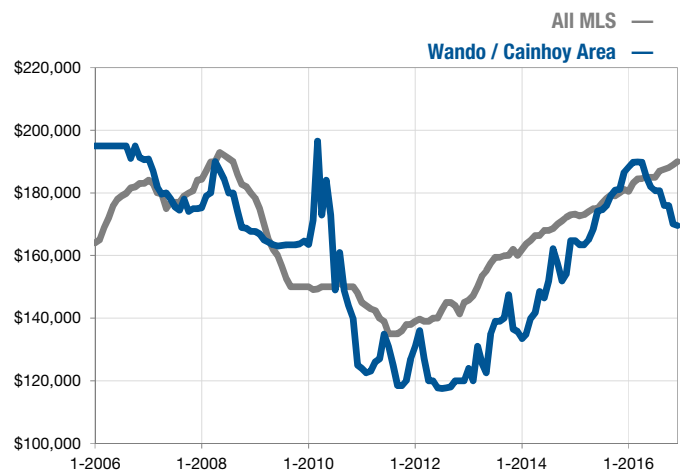
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – December 2016

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



West Ashley Area

Areas 11 & 12

Single-Family Detached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	102	94	- 7.8%	1,661	1,756	+ 5.7%
Closed Sales	105	117	+ 11.4%	1,327	1,477	+ 11.3%
Median Sales Price*	\$295,000	\$290,000	- 1.7%	\$257,500	\$279,615	+ 8.6%
Average Sales Price*	\$329,155	\$316,627	- 3.8%	\$279,901	\$295,363	+ 5.5%
Percent of Original List Price Received*	95.0%	95.9%	+ 0.9%	95.9%	96.7%	+ 0.8%
Days on Market Until Sale	51	56	+ 9.8%	45	38	- 15.6%
Inventory of Homes for Sale	304	209	- 31.3%	--	--	--

* 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.

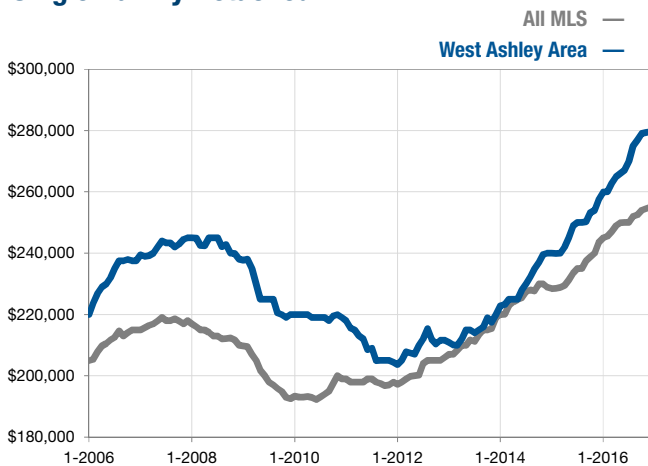
Townhouse-Condo Attached

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	20	35	+ 75.0%	408	523	+ 28.2%
Closed Sales	38	32	- 15.8%	347	429	+ 23.6%
Median Sales Price*	\$151,500	\$199,639	+ 31.8%	\$162,000	\$175,000	+ 8.0%
Average Sales Price*	\$156,909	\$180,181	+ 14.8%	\$159,216	\$178,358	+ 12.0%
Percent of Original List Price Received*	95.8%	98.5%	+ 2.8%	96.2%	96.9%	+ 0.7%
Days on Market Until Sale	47	24	- 48.9%	46	44	- 4.3%
Inventory of Homes for Sale	78	48	- 38.5%	--	--	--

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

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached

