

Monthly Indicators



January 2017

January brings out a rejuvenated crop of buyers with a renewed enthusiasm in a new calendar year. Sales totals may still inevitably start slow in the first half of the year due to ongoing inventory concerns. Continued declines in the number of homes available for sale may push out potential buyers who simply cannot compete for homes selling at higher price points in a low number of days, especially if mortgage rates continue to increase.

New Listings were up 9.9 percent to 1,939. Pending Sales increased 35.9 percent to 1,696. Inventory shrank 20.0 percent to 4,746 units.

Prices moved higher as Median Sales Price was up 9.9 percent to \$239,000. Days on Market decreased 1.5 percent to 65 days. Months Supply of Inventory was down 27.9 percent to 3.1 months, indicating that demand increased relative to supply.

In case you missed it, we have a new U.S. president. In his first hour in office, the .25 percentage point rate cut for loans backed by the Federal Housing Administration (FHA) was removed, setting the table for what should be an interesting presidential term for real estate policy. FHA loans tend to be a favorable option for those with limited financial resources. On a brighter note, wages are on the uptick for many Americans, while unemployment rates have remained stable and relatively unchanged for several months. The system is ripe for more home purchasing if there are more homes available to sell.

Quick Facts

+ 5.9%	+ 9.9%	- 27.9%
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.



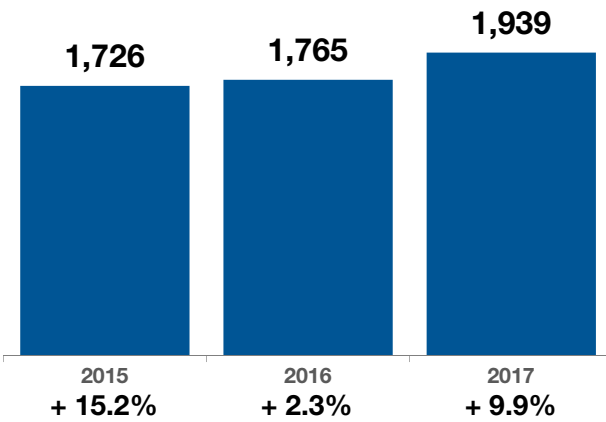
Key Metrics	Historical Sparkbars	01-2016	01-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		1,765	1,939	+ 9.9%	1,765	1,939	+ 9.9%
Pending Sales		1,248	1,696	+ 35.9%	1,248	1,696	+ 35.9%
Closed Sales		972	1,029	+ 5.9%	972	1,029	+ 5.9%
Days on Market		66	65	- 1.5%	66	65	- 1.5%
Median Sales Price		\$217,500	\$239,000	+ 9.9%	\$217,500	\$239,000	+ 9.9%
Average Sales Price		\$287,971	\$323,798	+ 12.4%	\$287,971	\$323,798	+ 12.4%
Pct. of Orig. Price Received		95.4%	95.6%	+ 0.2%	95.4%	95.6%	+ 0.2%
Housing Affordability Index		133	118	- 11.3%	133	118	- 11.3%
Inventory of Homes for Sale		5,933	4,746	- 20.0%	--	--	--
Months Supply of Inventory		4.3	3.1	- 27.9%	--	--	--

New Listings

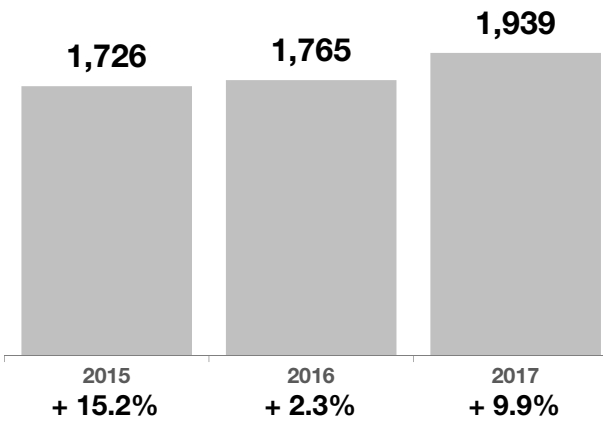
A count of the properties that have been newly listed on the market in a given month.



January



Year to Date



	New Listings	Prior Year	Percent Change
February 2016	1,966	1,742	+12.9%
March 2016	2,470	2,252	+9.7%
April 2016	2,195	2,209	-0.6%
May 2016	2,227	2,129	+4.6%
June 2016	2,156	2,105	+2.4%
July 2016	1,982	2,081	-4.8%
August 2016	2,098	1,795	+16.9%
September 2016	1,860	1,858	+0.1%
October 2016	1,484	1,488	-0.3%
November 2016	1,483	1,446	+2.6%
December 2016	1,328	1,166	+13.9%
January 2017	1,939	1,765	+9.9%
12-Month Avg	1,932	1,836	+5.2%

Historical New Listings by Month

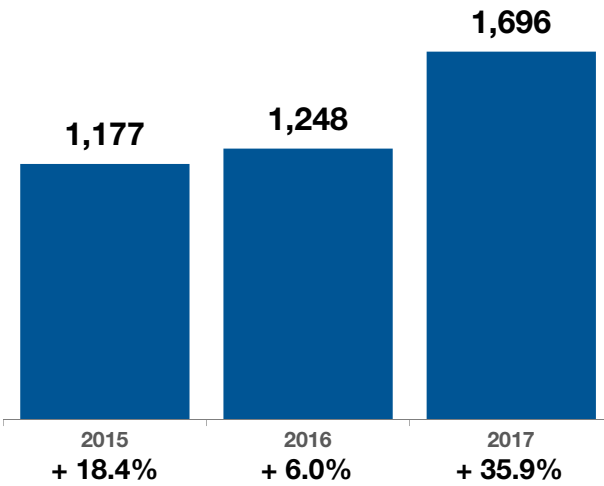


Pending Sales

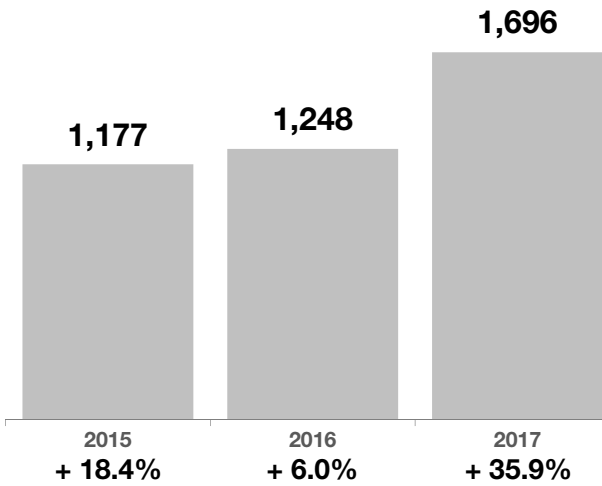
A count of the properties on which offers have been accepted in a given month.



January



Year to Date



	Pending Sales	Prior Year	Percent Change
February 2016	1,514	1,315	+15.1%
March 2016	1,833	1,652	+11.0%
April 2016	1,750	1,670	+4.8%
May 2016	1,730	1,553	+11.4%
June 2016	1,647	1,569	+5.0%
July 2016	1,543	1,554	-0.7%
August 2016	1,586	1,444	+9.8%
September 2016	1,423	1,290	+10.3%
October 2016	1,193	1,223	-2.5%
November 2016	1,263	1,152	+9.6%
December 2016	1,246	1,056	+18.0%
January 2017	1,696	1,248	+35.9%
12-Month Avg	1,535	1,394	+10.2%

Historical Pending Sales by Month

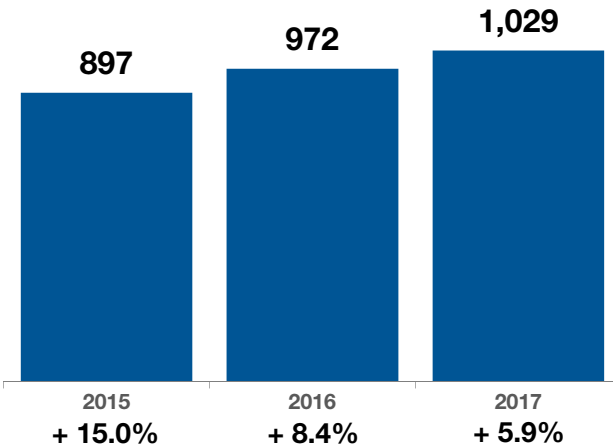


Closed Sales

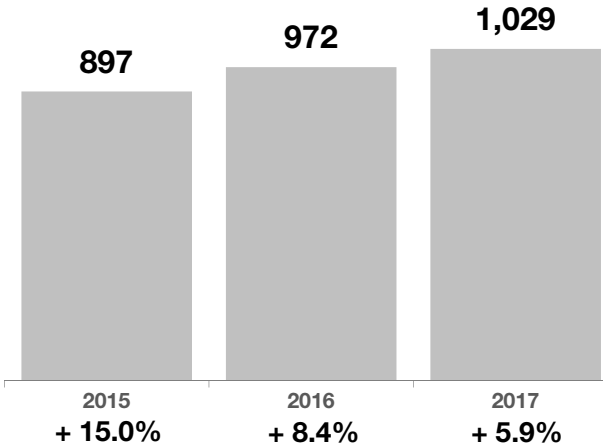
A count of the actual sales that closed in a given month.



January



Year to Date



	Closed Sales	Prior Year	Percent Change
February 2016	1,099	1,012	+8.6%
March 2016	1,487	1,442	+3.1%
April 2016	1,483	1,414	+4.9%
May 2016	1,713	1,471	+16.5%
June 2016	1,940	1,715	+13.1%
July 2016	1,663	1,701	-2.2%
August 2016	1,753	1,398	+25.4%
September 2016	1,626	1,459	+11.4%
October 2016	1,283	1,270	+1.0%
November 2016	1,264	1,039	+21.7%
December 2016	1,531	1,400	+9.4%
January 2017	1,029	972	+5.9%
12-Month Avg	1,489	1,358	+9.7%

Historical Closed Sales by Month

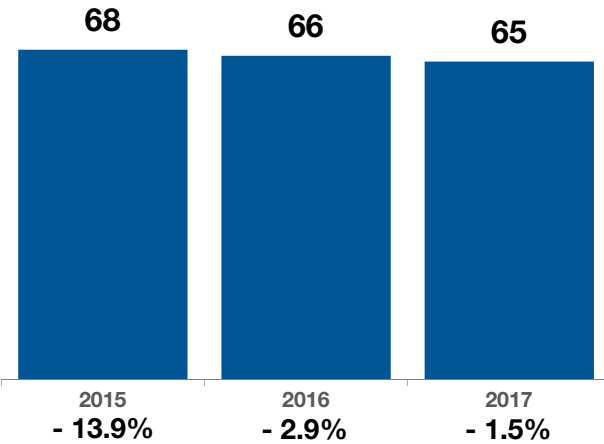


Days on Market Until Sale

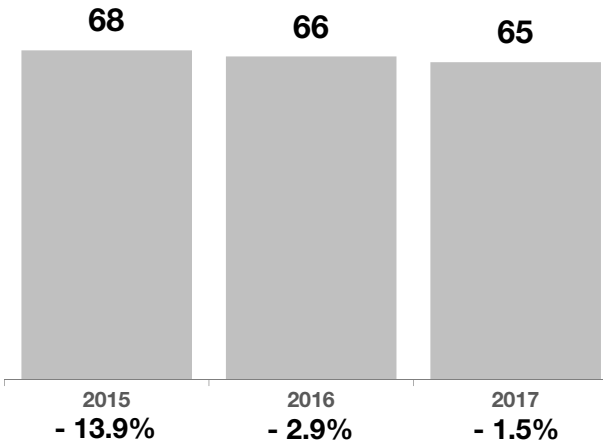
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



Year to Date



Days on Market	Prior Year	Percent Change
February 2016	72	+7.5%
March 2016	65	-9.7%
April 2016	65	+1.6%
May 2016	57	-8.1%
June 2016	54	-5.3%
July 2016	53	-7.0%
August 2016	54	+10.2%
September 2016	54	-1.8%
October 2016	53	-3.6%
November 2016	50	-18.0%
December 2016	57	-8.1%
January 2017	65	-1.5%
12-Month Avg*	58	-3.3%

* Average Days on Market of all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

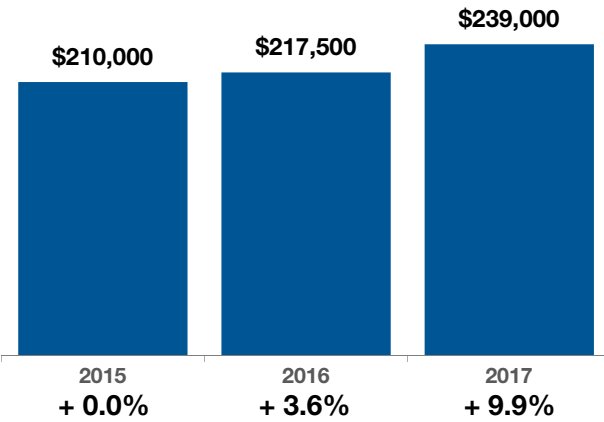


Median Sales Price

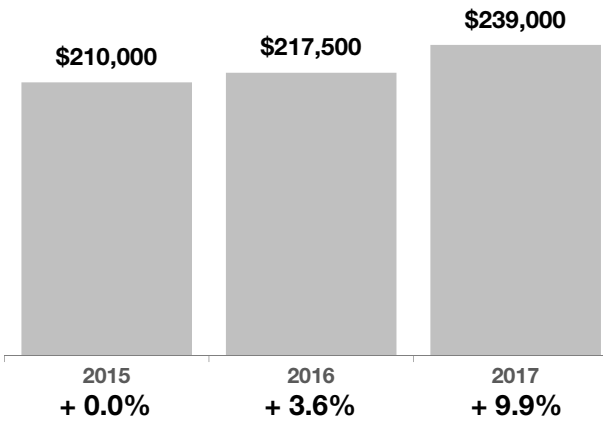
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2016	\$236,539	\$212,395	+11.4%
March 2016	\$232,539	\$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	\$241,500	\$216,750	+11.4%
September 2016	\$243,000	\$234,000	+3.8%
October 2016	\$240,000	\$225,000	+6.7%
November 2016	\$242,710	\$246,635	-1.6%
December 2016	\$244,000	\$240,000	+1.7%
January 2017	\$239,000	\$217,500	+9.9%
12-Month Med*	\$241,000	\$229,900	+4.8%

* Median Sales Price of all properties from February 2016 through January 2017. This is not the median of the individual figures above.

Historical Median Sales Price by Month

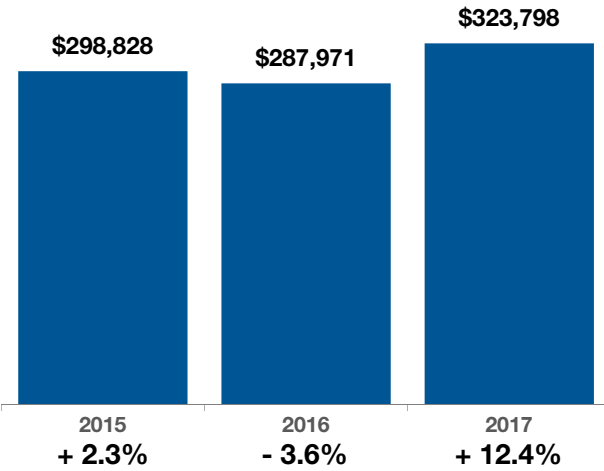


Average Sales Price

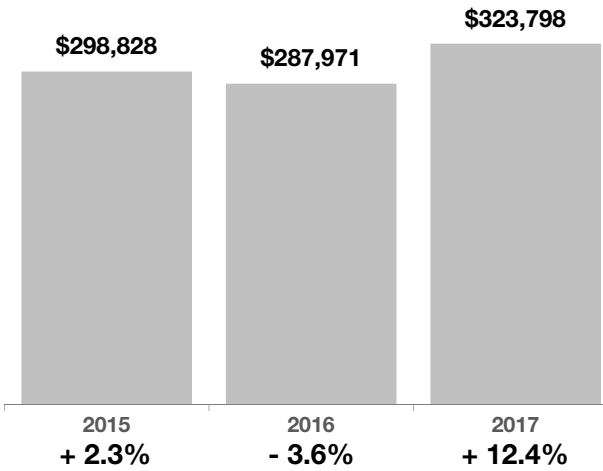
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
February 2016	\$321,889	\$288,262	+11.7%
March 2016	\$302,114	\$301,557	+0.2%
April 2016	\$315,931	\$298,677	+5.8%
May 2016	\$326,279	\$322,452	+1.2%
June 2016	\$347,178	\$320,652	+8.3%
July 2016	\$312,524	\$313,421	-0.3%
August 2016	\$323,899	\$283,346	+14.3%
September 2016	\$319,651	\$314,837	+1.5%
October 2016	\$332,721	\$299,631	+11.0%
November 2016	\$324,443	\$312,249	+3.9%
December 2016	\$317,306	\$322,123	-1.5%
January 2017	\$323,798	\$287,971	+12.4%
12-Month Avg*	\$322,311	\$305,432	+5.5%

* Avg. Sales Price of all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Average Sales Price by Month

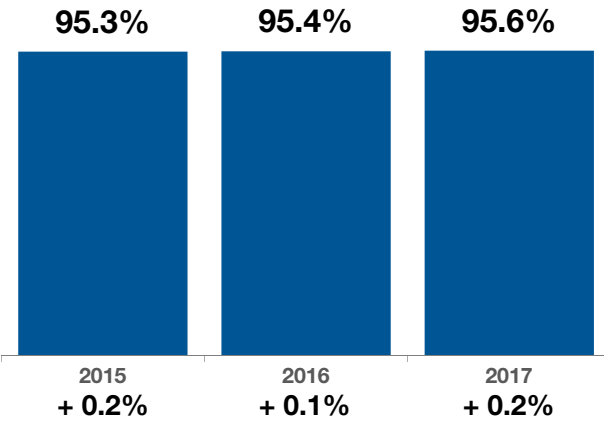


Percent of Original List Price Received

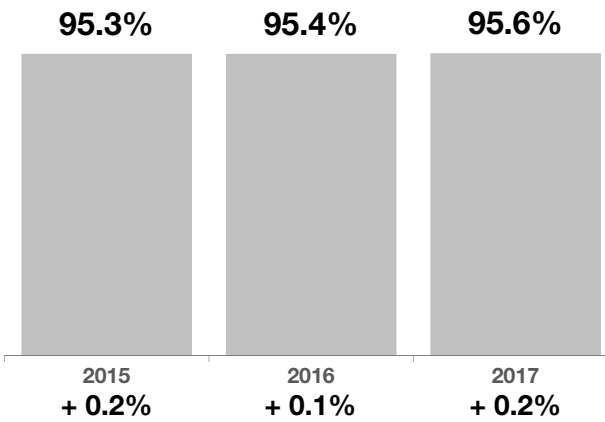
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	96.4%	95.8%	+0.6%
November 2016	96.3%	96.1%	+0.2%
December 2016	96.3%	95.7%	+0.6%
January 2017	95.6%	95.4%	+0.2%
12-Month Avg*	96.5%	95.9%	+0.6%

* Average Pct. of Orig. Price Received for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month

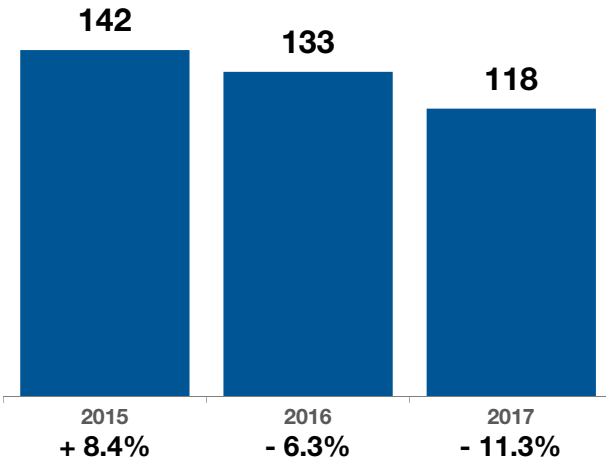


Housing Affordability Index

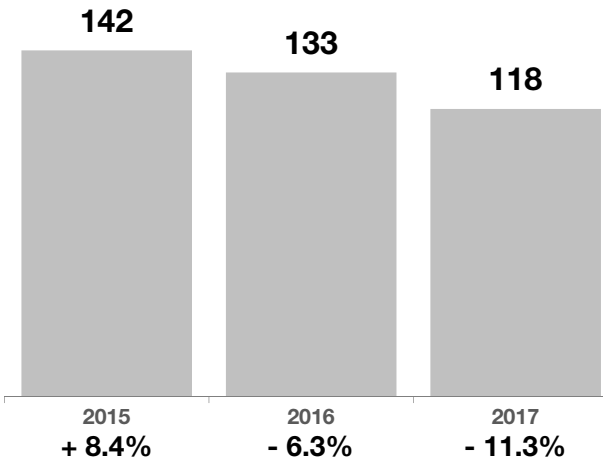
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January



Year to Date



	Affordability Index	Prior Year	Percent Change
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	115	122	-5.7%
January 2017	118	133	-11.3%
12-Month Avg	123	128	-3.9%

Historical Housing Affordability Index by Month

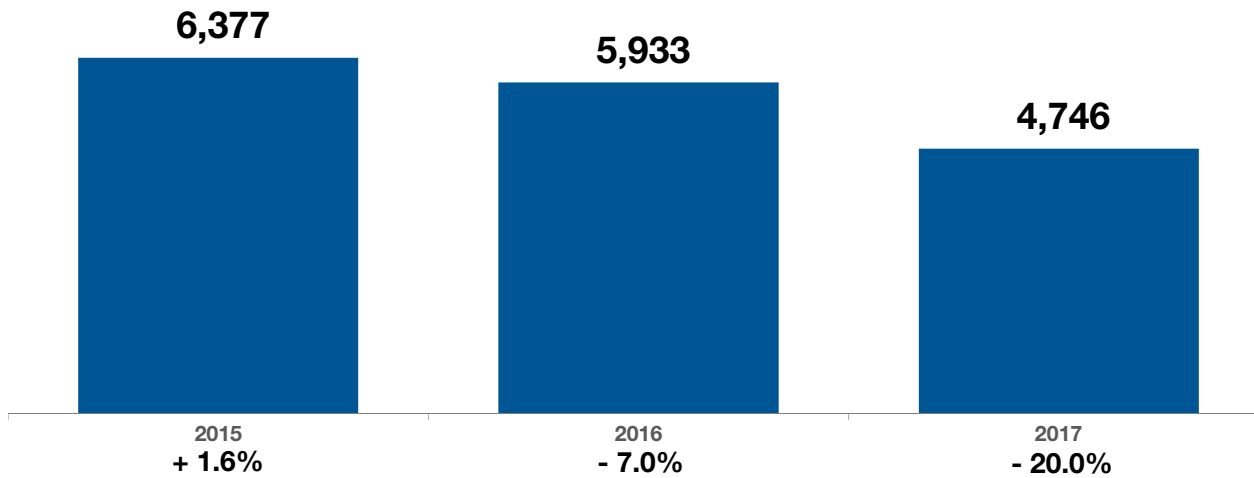


Inventory of Homes for Sale

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



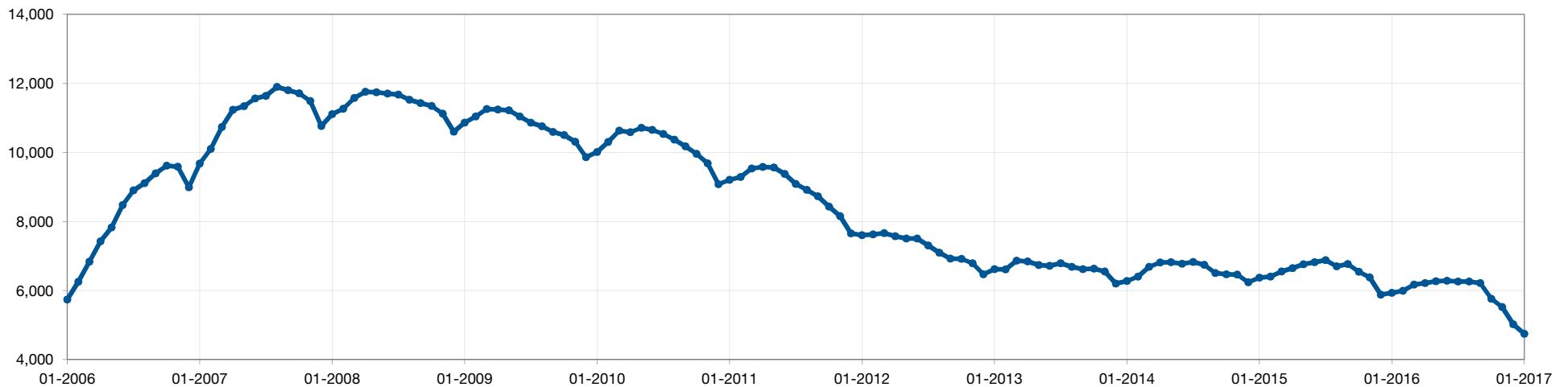
January



Homes for Sale	Prior Year	Percent Change
February 2016	6,408	-6.5%
March 2016	6,557	-5.8%
April 2016	6,649	-6.5%
May 2016	6,765	-7.3%
June 2016	6,821	-7.8%
July 2016	6,883	-9.0%
August 2016	6,701	-6.6%
September 2016	6,769	-8.1%
October 2016	6,544	-12.0%
November 2016	6,384	-13.5%
December 2016	5,884	-14.5%
January 2017	5,933	-20.0%
12-Month Avg*	5,895	-0.2%

* Homes for Sale for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

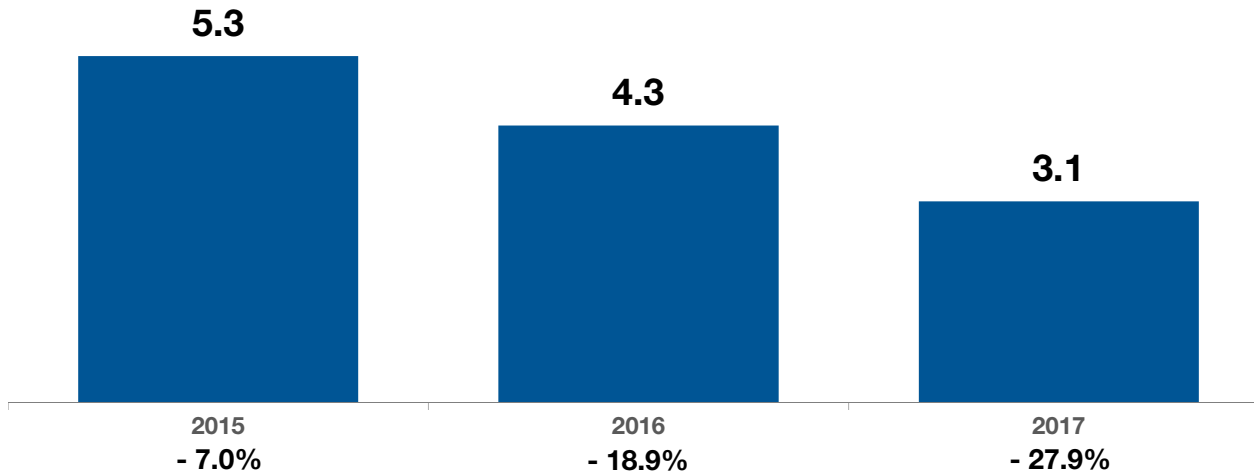


Months Supply of Inventory

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.



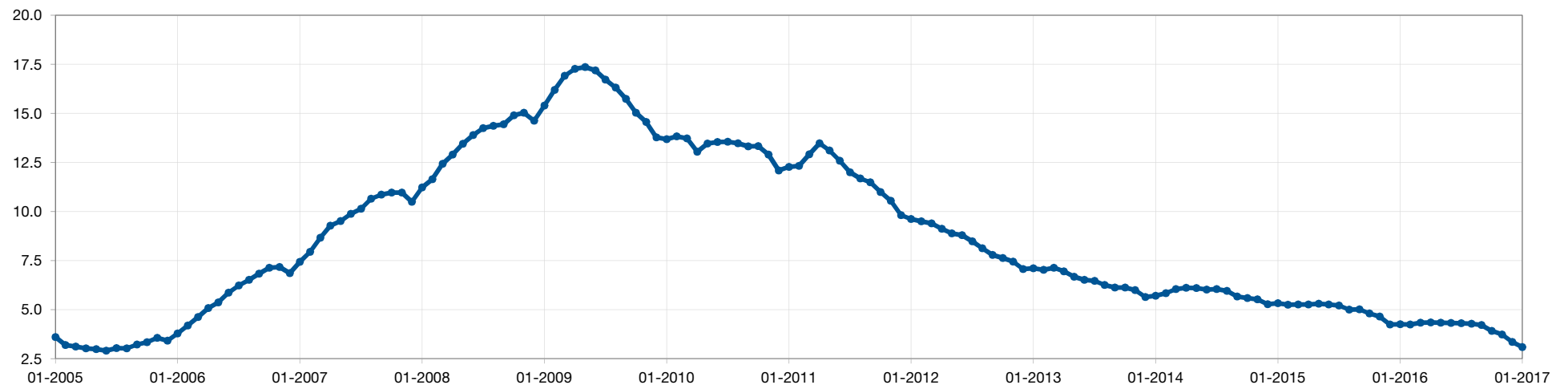
January



Months Supply		Prior Year	Percent Change
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	4.3	5.0	-14.0%
September 2016	4.2	5.0	-16.0%
October 2016	3.9	4.8	-18.8%
November 2016	3.7	4.6	-19.6%
December 2016	3.4	4.2	-19.0%
January 2017	3.1	4.3	-27.9%
12-Month Avg*	4.0	5.0	-20.0%

* Months Supply for all properties from February 2016 through January 2017. 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®



January 2017

One of the new U.S. presidential administration's first moves was to remove a rate cut for loans backed by the Federal Housing Administration. This could have a negative impact on the sale of homes on the lower end of the price spectrum. For the 12-month period spanning February 2016 through January 2017, Pending Sales in the state of South Carolina were up 10.2 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 20.3 percent.

The overall Median Sales Price were up 4.8 percent to \$241,000. The property type with the largest price gain was the Condos segment, where prices increased 5.3 percent to \$190,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 43 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 20.0 percent. The property type that lost the least inventory was the Condos segment, where it decreased 17.9 percent. That amounts to 3.0 months supply for Single-Family homes and 3.0 months supply for Condos.

Quick Facts

+ 20.3%

+ 19.8%

+ 22.3%

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



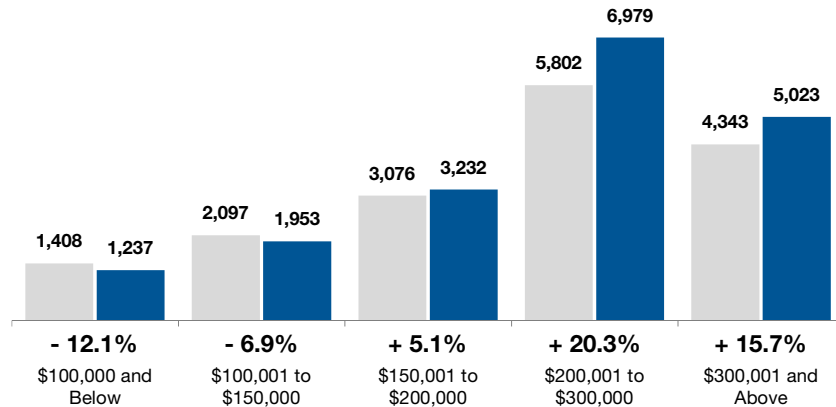
Pending Sales

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



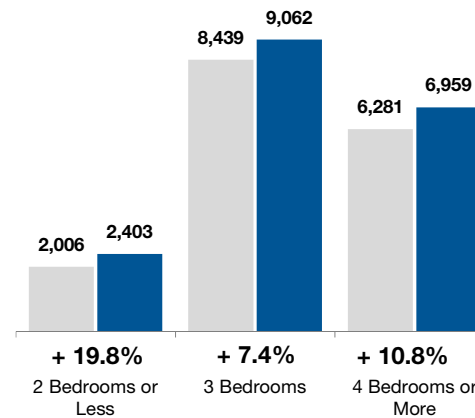
By Price Range

■ 1-2016 ■ 1-2017



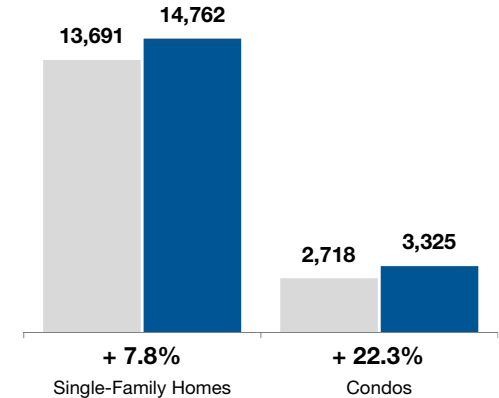
By Bedroom Count

■ 1-2016 ■ 1-2017



By Property Type

■ 1-2016 ■ 1-2017



All Properties

By Price Range	1-2016	1-2017	Change
\$100,000 and Below	1,408	1,237	- 12.1%
\$100,001 to \$150,000	2,097	1,953	- 6.9%
\$150,001 to \$200,000	3,076	3,232	+ 5.1%
\$200,001 to \$300,000	5,802	6,979	+ 20.3%
\$300,001 and Above	4,343	5,023	+ 15.7%
All Price Ranges	16,726	18,424	+ 10.2%

Single-Family Homes

1-2016	1-2017	Change
972	740	- 23.9%
1,321	1,120	- 15.2%
2,410	2,454	+ 1.8%
5,180	6,078	+ 17.3%
3,808	4,370	+ 14.8%
13,691	14,762	+ 7.8%

Condos

1-2016	1-2017	Change
236	296	+ 25.4%
695	750	+ 7.9%
648	747	+ 15.3%
609	883	+ 45.0%
530	649	+ 22.5%
2,718	3,325	+ 22.3%

By Bedroom Count

By Bedroom Count	1-2016	1-2017	Change
2 Bedrooms or Less	2,006	2,403	+ 19.8%
3 Bedrooms	8,439	9,062	+ 7.4%
4 Bedrooms or More	6,281	6,959	+ 10.8%
All Bedroom Counts	16,726	18,424	+ 10.2%

1-2016	1-2017	Change	1-2016	1-2017	Change
568	659	+ 16.0%	1,362	1,662	+ 22.0%
7,083	7,418	+ 4.7%	1,196	1,465	+ 22.5%
6,040	6,685	+ 10.7%	160	198	+ 23.8%
13,691	14,762	+ 7.8%	2,718	3,325	+ 22.3%

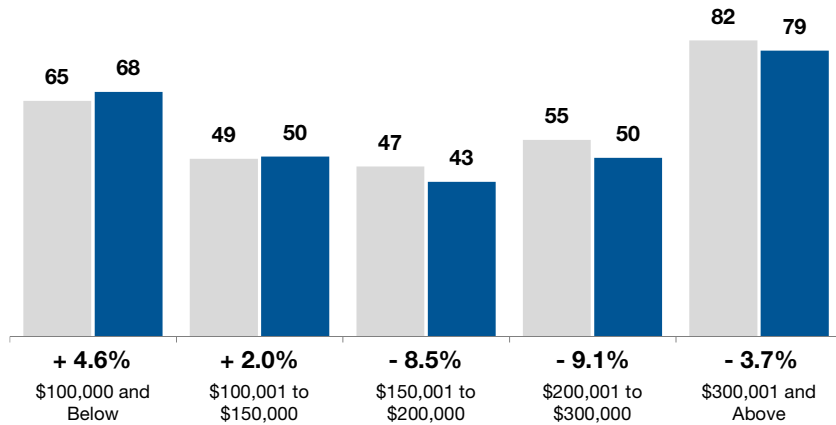
Days on Market Until Sale

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



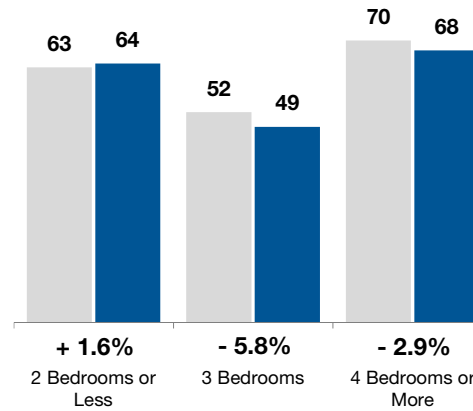
By Price Range

■ 1-2016 ■ 1-2017



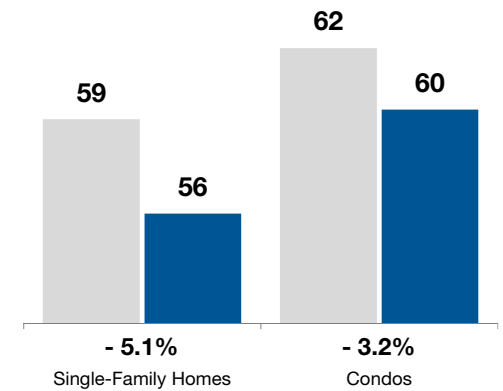
By Bedroom Count

■ 1-2016 ■ 1-2017



By Property Type

■ 1-2016 ■ 1-2017



All Properties

By Price Range

	1-2016	1-2017	Change
\$100,000 and Below	65	68	+ 4.6%
\$100,001 to \$150,000	49	50	+ 2.0%
\$150,001 to \$200,000	47	43	- 8.5%
\$200,001 to \$300,000	55	50	- 9.1%
\$300,001 and Above	82	79	- 3.7%
All Price Ranges	60	58	- 3.3%

Single-Family Homes

	1-2016	1-2017	Change
2 Bedrooms or Less	60	61	+ 1.7%
3 Bedrooms	45	42	- 6.7%
4 Bedrooms or More	48	42	- 12.5%
Single-Family Homes	54	50	- 7.4%
Condos	80	78	- 2.5%
All Property Types	59	56	- 5.1%

Condos

	1-2016	1-2017	Change
Single-Family Homes	67	57	- 14.9%
Condos	55	60	+ 9.1%
Single-Family Homes	44	46	+ 4.5%
Condos	61	50	- 18.0%
Single-Family Homes	95	90	- 5.3%
All Property Types	62	60	- 3.2%

By Bedroom Count

	1-2016	1-2017	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%

	1-2016	1-2017	Change
2 Bedrooms or Less	61	57	- 6.6%
3 Bedrooms	50	47	- 6.0%
4 Bedrooms or More	70	67	- 4.3%
All Bedroom Counts	59	56	- 5.1%

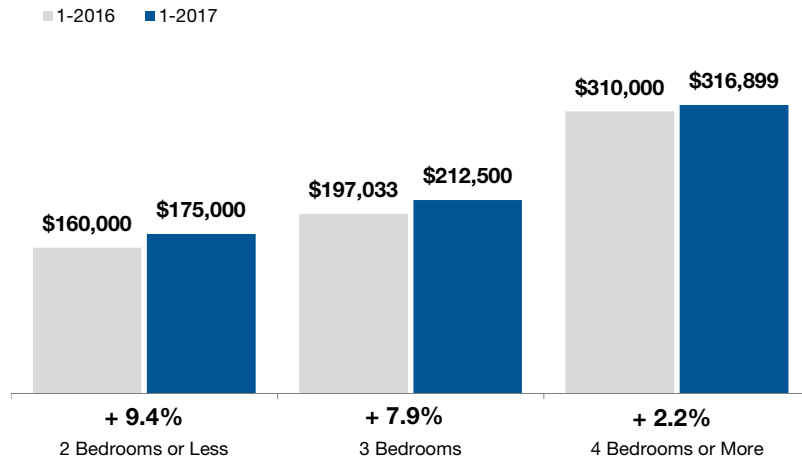
	1-2016	1-2017	Change
Single-Family Homes	63	63	0.0%
Condos	60	54	- 10.0%
Single-Family Homes	61	73	+ 19.7%
All Property Types	62	60	- 3.2%

Median Sales Price

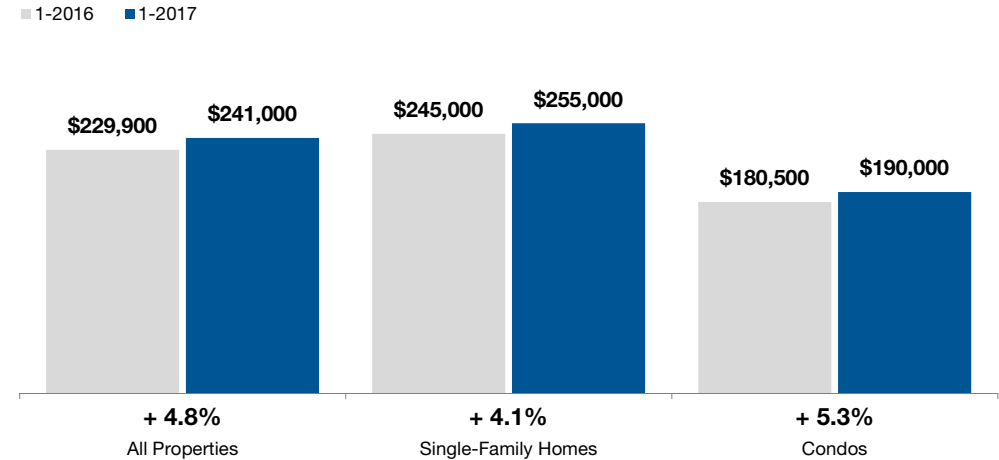
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

By Bedroom Count	1-2016	1-2017	Change
2 Bedrooms or Less	\$160,000	\$175,000	+ 9.4%
3 Bedrooms	\$197,033	\$212,500	+ 7.9%
4 Bedrooms or More	\$310,000	\$316,899	+ 2.2%
All Bedroom Counts	\$229,900	\$241,000	+ 4.8%

Single-Family Homes

1-2016	1-2017	Change	1-2016	1-2017	Change
\$195,000	\$219,500	+ 12.6%	\$155,000	\$168,900	+ 9.0%
\$199,999	\$217,000	+ 8.5%	\$197,228	\$210,000	+ 6.5%
\$313,000	\$318,990	+ 1.9%	\$315,000	\$329,905	+ 4.7%
\$245,000	\$255,000	+ 4.1%	\$180,500	\$190,000	+ 5.3%

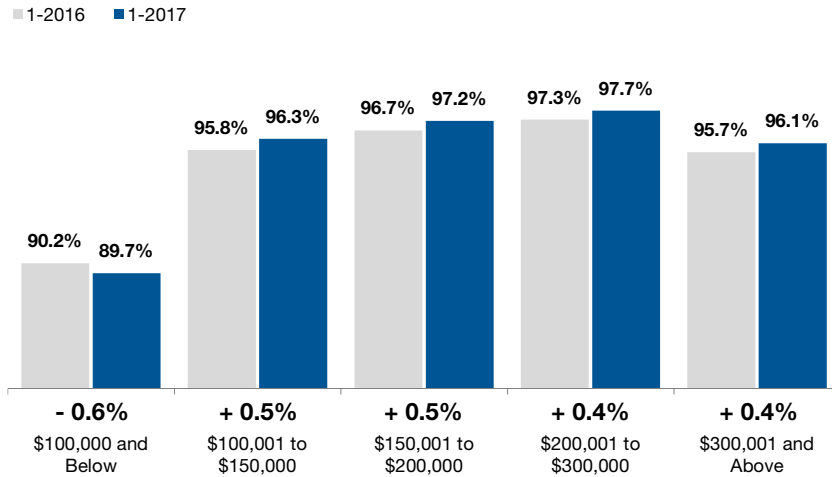
Condos

Percent of Original List Price Received

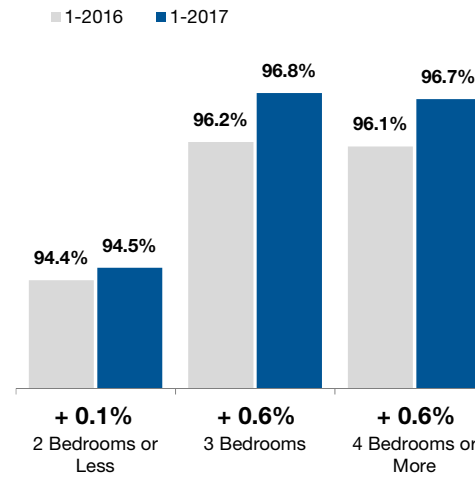
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



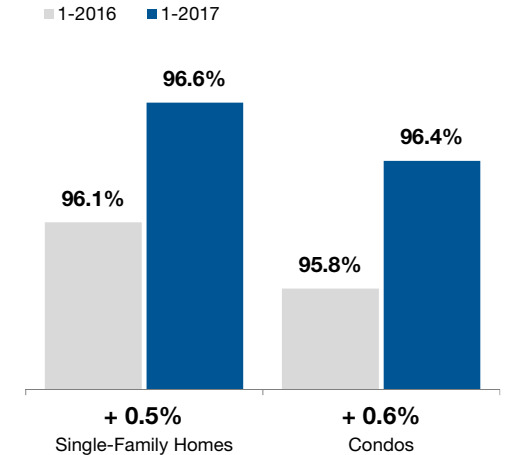
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	1-2016	1-2017	Change
\$100,000 and Below	90.2%	89.7%	- 0.6%
\$100,001 to \$150,000	95.8%	96.3%	+ 0.5%
\$150,001 to \$200,000	96.7%	97.2%	+ 0.5%
\$200,001 to \$300,000	97.3%	97.7%	+ 0.4%
\$300,001 and Above	95.7%	96.1%	+ 0.4%
All Price Ranges	95.9%	96.5%	+ 0.6%

Single-Family Homes

1-2016	1-2017	Change
90.5%	89.5%	- 1.1%
95.7%	96.1%	+ 0.4%
96.7%	97.3%	+ 0.6%
97.3%	97.8%	+ 0.5%
95.7%	96.1%	+ 0.4%
96.1%	96.6%	+ 0.5%

Condos

1-2016	1-2017	Change
91.5%	92.1%	+ 0.7%
96.3%	96.9%	+ 0.6%
96.8%	97.1%	+ 0.3%
96.8%	97.1%	+ 0.3%
95.1%	96.2%	+ 1.2%
95.8%	96.4%	+ 0.6%

By Bedroom Count

1-2016	1-2017	Change
94.4%	94.5%	+ 0.1%
96.2%	96.8%	+ 0.6%
96.1%	96.7%	+ 0.6%
95.9%	96.5%	+ 0.6%

1-2016	1-2017	Change	1-2016	1-2017	Change
94.5%	93.9%	- 0.6%	94.8%	95.3%	+ 0.5%
96.2%	96.8%	+ 0.6%	96.9%	97.7%	+ 0.8%
96.2%	96.8%	+ 0.6%	96.7%	96.5%	- 0.2%
96.1%	96.6%	+ 0.5%	95.8%	96.4%	+ 0.6%

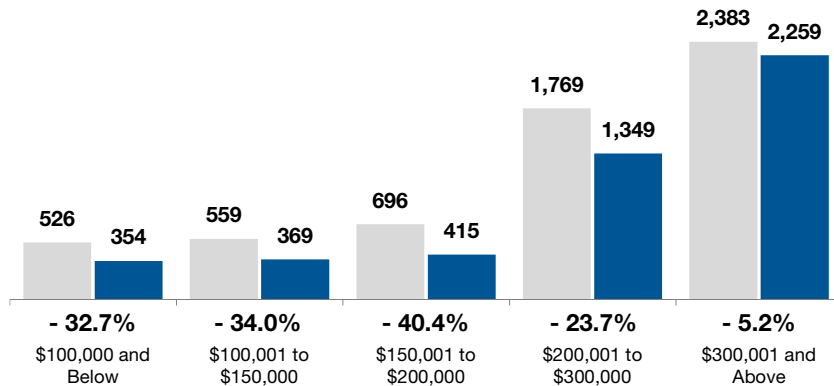
Inventory of Homes for Sale

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



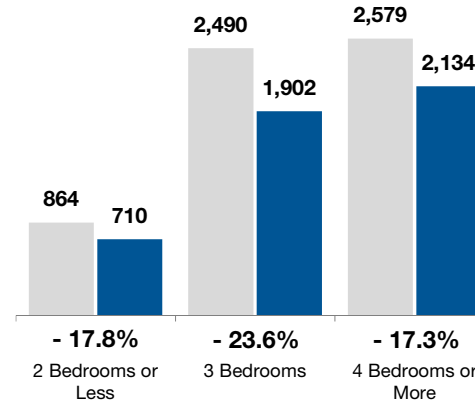
By Price Range

■ 1-2016 ■ 1-2017



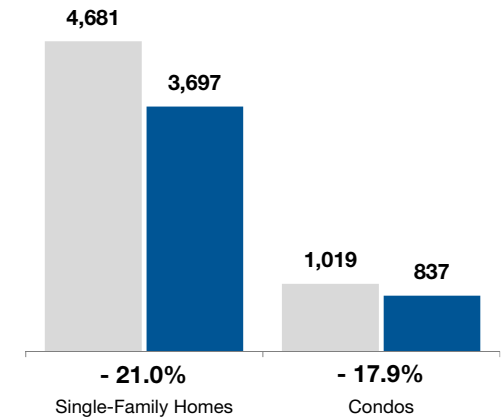
By Bedroom Count

■ 1-2016 ■ 1-2017



By Property Type

■ 1-2016 ■ 1-2017



All Properties

By Price Range	1-2016	1-2017	Change
\$100,000 and Below	526	354	- 32.7%
\$100,001 to \$150,000	559	369	- 34.0%
\$150,001 to \$200,000	696	415	- 40.4%
\$200,001 to \$300,000	1,769	1,349	- 23.7%
\$300,001 and Above	2,383	2,259	- 5.2%
All Price Ranges	5,933	4,746	- 20.0%

Single-Family Homes

1-2016	1-2017	Change
298	184	- 38.3%
316	207	- 34.5%
523	273	- 47.8%
1,524	1,131	- 25.8%
2,020	1,902	- 5.8%
4,681	3,697	- 21.0%

Condos

1-2016	1-2017	Change
93	52	- 44.1%
194	112	- 42.3%
150	123	- 18.0%
232	202	- 12.9%
350	348	- 0.6%
1,019	837	- 17.9%

By Bedroom Count

By Bedroom Count	1-2016	1-2017	Change
2 Bedrooms or Less	864	710	- 17.8%
3 Bedrooms	2,490	1,902	- 23.6%
4 Bedrooms or More	2,579	2,134	- 17.3%
All Bedroom Counts	5,933	4,746	- 20.0%

1-2016	1-2017	Change	1-2016	1-2017	Change
224	179	- 20.1%	555	457	- 17.7%
1,975	1,478	- 25.2%	411	325	- 20.9%
2,482	2,040	- 17.8%	53	55	+ 3.8%
4,681	3,697	- 21.0%	1,019	837	- 17.9%

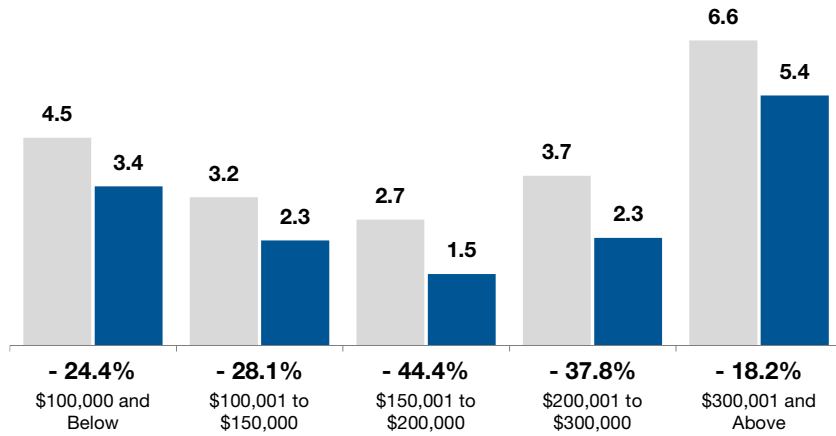
Months Supply of Inventory

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.**



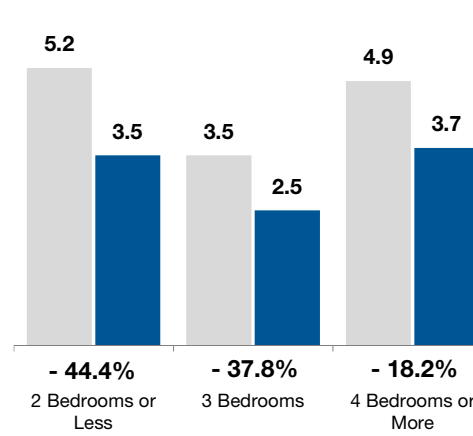
By Price Range

■ 1-2016 ■ 1-2017



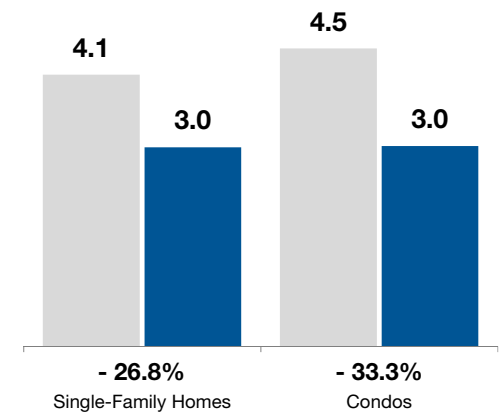
By Bedroom Count

■ 1-2016 ■ 1-2017



By Property Type

■ 1-2016 ■ 1-2017



All Properties

By Price Range

	1-2016	1-2017	Change
\$100,000 and Below	4.5	3.4	- 24.4%
\$100,001 to \$150,000	3.2	2.3	- 28.1%
\$150,001 to \$200,000	2.7	1.5	- 44.4%
\$200,001 to \$300,000	3.7	2.3	- 37.8%
\$300,001 and Above	6.6	5.4	- 18.2%
All Price Ranges	4.3	3.1	- 27.9%

Single-Family Homes

	1-2016	1-2017	Change	1-2016	1-2017	Change
	3.7	3.0	- 18.9%	4.7	2.1	- 55.3%
	2.9	2.2	- 24.1%	3.3	1.8	- 45.5%
	2.6	1.3	- 50.0%	2.8	2.0	- 28.6%
	3.5	2.2	- 37.1%	4.6	2.7	- 41.3%
	6.4	5.2	- 18.8%	7.9	6.4	- 19.0%
All Price Ranges	4.1	3.0	- 26.8%	4.5	3.0	- 33.3%

Condos

By Bedroom Count

	1-2016	1-2017	Change
2 Bedrooms or Less	5.2	3.5	- 44.4%
3 Bedrooms	3.5	2.5	- 37.8%
4 Bedrooms or More	4.9	3.7	- 18.2%
All Bedroom Counts	4.3	3.1	- 27.9%

	1-2016	1-2017	Change	1-2016	1-2017	Change
	4.7	3.3	- 50.0%	4.9	3.3	- 28.6%
	3.3	2.4	- 37.1%	4.1	2.7	- 41.3%
	4.9	3.7	- 18.8%	4.0	3.3	- 19.0%
All Bedroom Counts	4.1	3.0	- 26.8%	4.5	3.0	- 33.3%

Local Market Update – January 2017

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



Berkeley County

County: BER

Single-Family Detached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	394	410	+ 4.1%	394	410	+ 4.1%
Closed Sales	211	258	+ 22.3%	211	258	+ 22.3%
Median Sales Price*	\$205,000	\$225,429	+ 10.0%	\$205,000	\$225,429	+ 10.0%
Average Sales Price*	\$235,675	\$245,489	+ 4.2%	\$235,675	\$245,489	+ 4.2%
Percent of Original List Price Received*	96.6%	97.5%	+ 0.9%	96.6%	97.5%	+ 0.9%
Days on Market Until Sale	50	46	- 8.0%	50	46	- 8.0%
Inventory of Homes for Sale	1,104	781	- 29.3%	--	--	--

* 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.

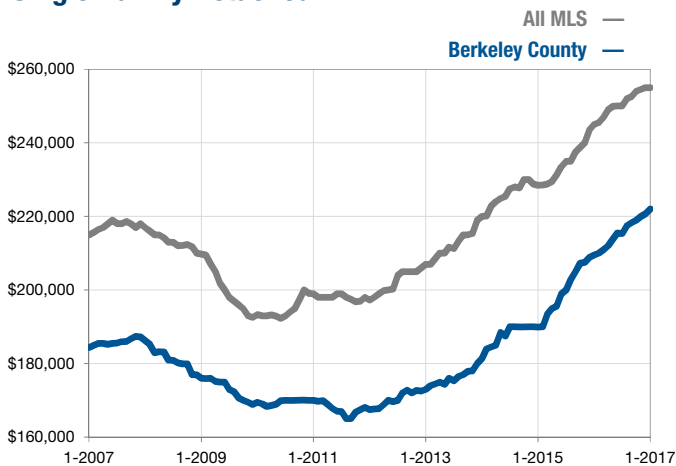
Townhouse-Condo Attached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	34	85	+ 150.0%	34	85	+ 150.0%
Closed Sales	27	37	+ 37.0%	27	37	+ 37.0%
Median Sales Price*	\$140,000	\$150,000	+ 7.1%	\$140,000	\$150,000	+ 7.1%
Average Sales Price*	\$217,848	\$203,347	- 6.7%	\$217,848	\$203,347	- 6.7%
Percent of Original List Price Received*	98.1%	97.6%	- 0.5%	98.1%	97.6%	- 0.5%
Days on Market Until Sale	62	52	- 16.1%	62	52	- 16.1%
Inventory of Homes for Sale	134	133	- 0.7%	--	--	--

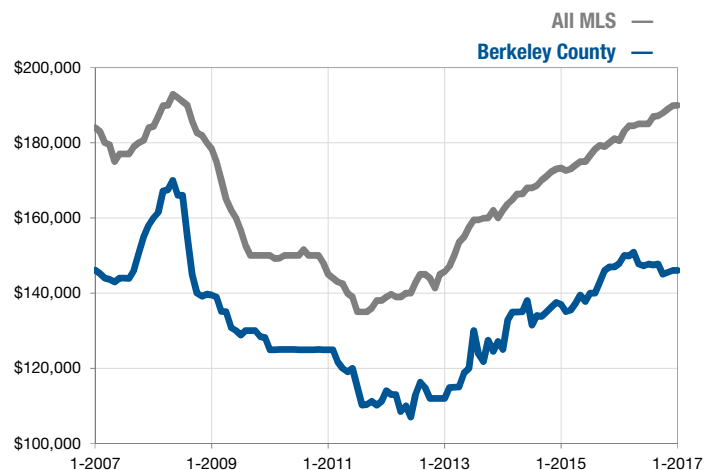
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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



Charleston County

County: CHS

Single-Family Detached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	685	780	+ 13.9%	685	780	+ 13.9%
Closed Sales	374	368	- 1.6%	374	368	- 1.6%
Median Sales Price*	\$310,101	\$347,298	+ 12.0%	\$310,101	\$347,298	+ 12.0%
Average Sales Price*	\$401,869	\$472,201	+ 17.5%	\$401,869	\$472,201	+ 17.5%
Percent of Original List Price Received*	94.9%	94.8%	- 0.1%	94.9%	94.8%	- 0.1%
Days on Market Until Sale	63	74	+ 17.5%	63	74	+ 17.5%
Inventory of Homes for Sale	2,310	1,920	- 16.9%	--	--	--

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

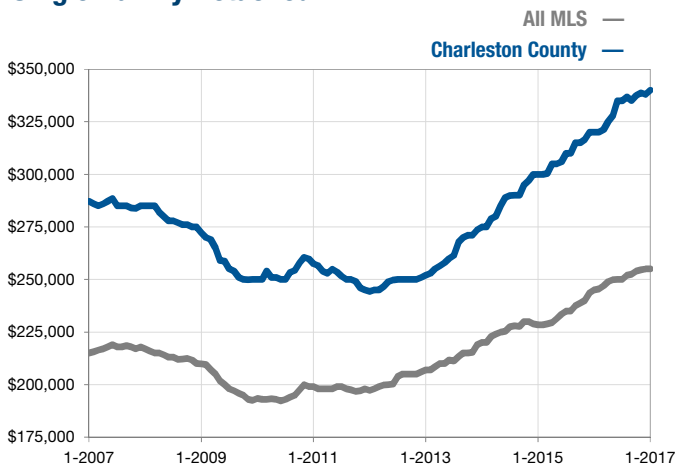
Townhouse-Condo Attached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	233	213	- 8.6%	233	213	- 8.6%
Closed Sales	119	129	+ 8.4%	119	129	+ 8.4%
Median Sales Price*	\$182,495	\$220,000	+ 20.6%	\$182,495	\$220,000	+ 20.6%
Average Sales Price*	\$243,283	\$294,177	+ 20.9%	\$243,283	\$294,177	+ 20.9%
Percent of Original List Price Received*	95.0%	95.4%	+ 0.4%	95.0%	95.4%	+ 0.4%
Days on Market Until Sale	67	70	+ 4.5%	67	70	+ 4.5%
Inventory of Homes for Sale	738	625	- 15.3%	--	--	--

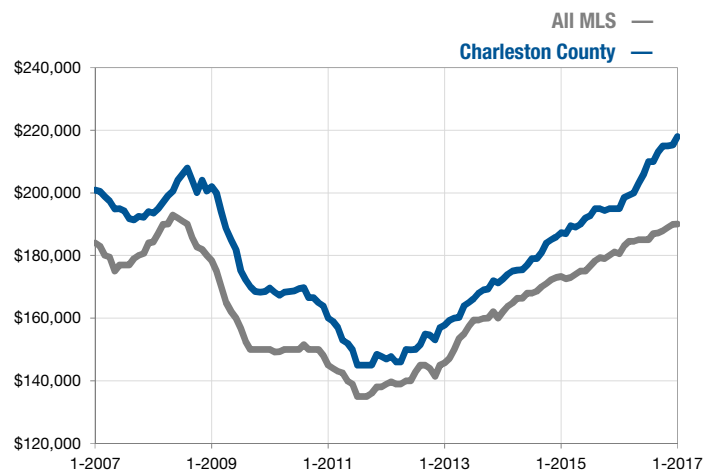
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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Colleton County

Area 82

Single-Family Detached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	35	27	- 22.9%	35	27	- 22.9%
Closed Sales	15	6	- 60.0%	15	6	- 60.0%
Median Sales Price*	\$95,000	\$129,500	+ 36.3%	\$95,000	\$129,500	+ 36.3%
Average Sales Price*	\$111,897	\$133,083	+ 18.9%	\$111,897	\$133,083	+ 18.9%
Percent of Original List Price Received*	91.4%	92.2%	+ 0.9%	91.4%	92.2%	+ 0.9%
Days on Market Until Sale	145	124	- 14.5%	145	124	- 14.5%
Inventory of Homes for Sale	158	145	- 8.2%	--	--	--

* 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.

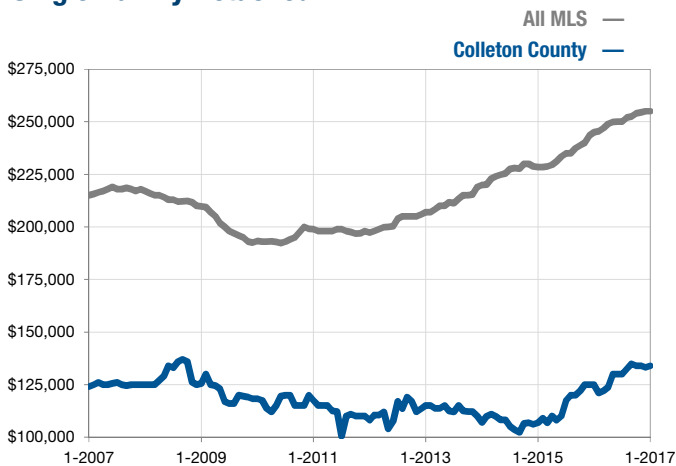
Townhouse-Condo Attached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--

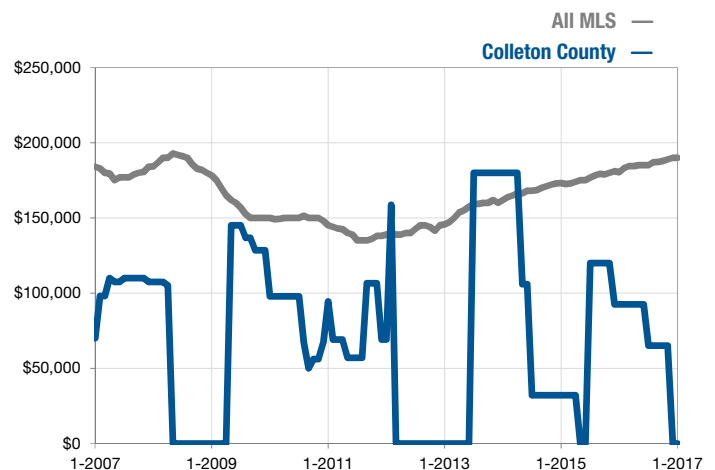
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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Daniel Island

Area 77

Single-Family Detached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	23	38	+ 65.2%	23	38	+ 65.2%
Closed Sales	8	8	0.0%	8	8	0.0%
Median Sales Price*	\$570,000	\$721,926	+ 26.7%	\$570,000	\$721,926	+ 26.7%
Average Sales Price*	\$753,419	\$701,916	- 6.8%	\$753,419	\$701,916	- 6.8%
Percent of Original List Price Received*	93.9%	99.1%	+ 5.5%	93.9%	99.1%	+ 5.5%
Days on Market Until Sale	81	47	- 42.0%	81	47	- 42.0%
Inventory of Homes for Sale	59	75	+ 27.1%	--	--	--

* 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.

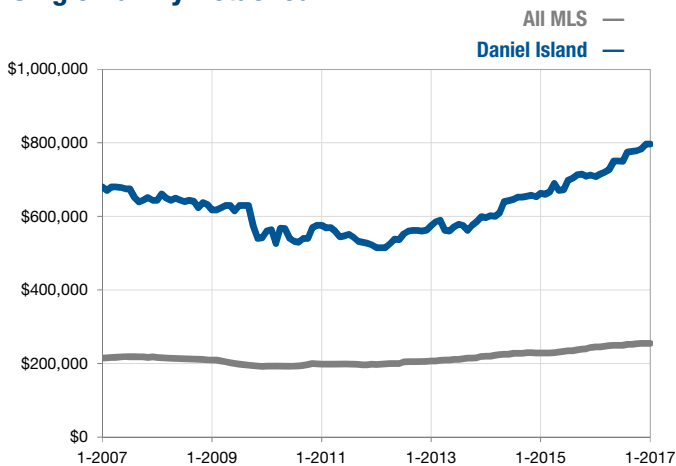
Townhouse-Condo Attached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	11	21	+ 90.9%	11	21	+ 90.9%
Closed Sales	6	8	+ 33.3%	6	8	+ 33.3%
Median Sales Price*	\$357,950	\$412,500	+ 15.2%	\$357,950	\$412,500	+ 15.2%
Average Sales Price*	\$438,759	\$416,875	- 5.0%	\$438,759	\$416,875	- 5.0%
Percent of Original List Price Received*	94.5%	97.5%	+ 3.2%	94.5%	97.5%	+ 3.2%
Days on Market Until Sale	66	31	- 53.0%	66	31	- 53.0%
Inventory of Homes for Sale	39	44	+ 12.8%	--	--	--

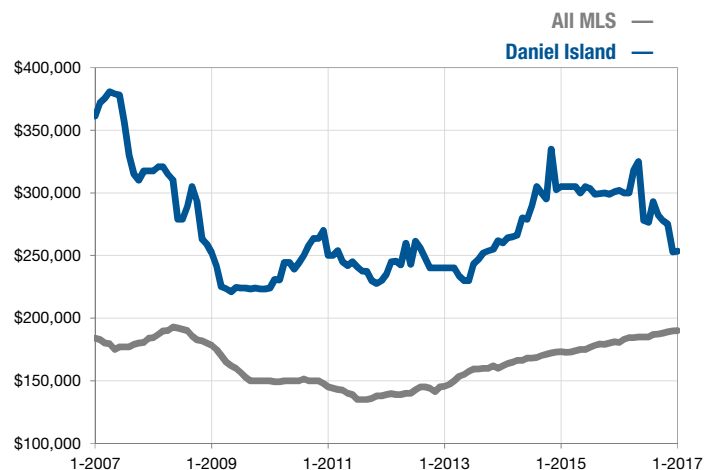
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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



Dorchester County

County: DOR

Single-Family Detached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	244	275	+ 12.7%	244	275	+ 12.7%
Closed Sales	152	159	+ 4.6%	152	159	+ 4.6%
Median Sales Price*	\$193,625	\$212,000	+ 9.5%	\$193,625	\$212,000	+ 9.5%
Average Sales Price*	\$209,757	\$229,140	+ 9.2%	\$209,757	\$229,140	+ 9.2%
Percent of Original List Price Received*	96.1%	96.0%	- 0.1%	96.1%	96.0%	- 0.1%
Days on Market Until Sale	76	58	- 23.7%	76	58	- 23.7%
Inventory of Homes for Sale	842	618	- 26.6%	--	--	--

* 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.

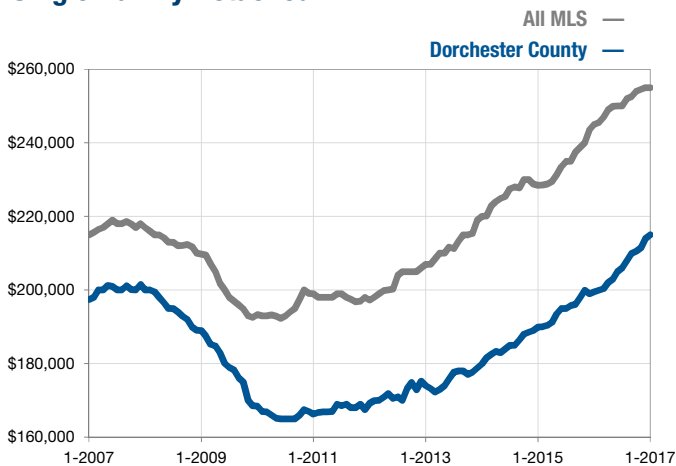
Townhouse-Condo Attached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	43	33	- 23.3%	43	33	- 23.3%
Closed Sales	18	22	+ 22.2%	18	22	+ 22.2%
Median Sales Price*	\$134,995	\$146,388	+ 8.4%	\$134,995	\$146,388	+ 8.4%
Average Sales Price*	\$138,060	\$146,529	+ 6.1%	\$138,060	\$146,529	+ 6.1%
Percent of Original List Price Received*	93.8%	97.8%	+ 4.3%	93.8%	97.8%	+ 4.3%
Days on Market Until Sale	92	53	- 42.4%	92	53	- 42.4%
Inventory of Homes for Sale	109	45	- 58.7%	--	--	--

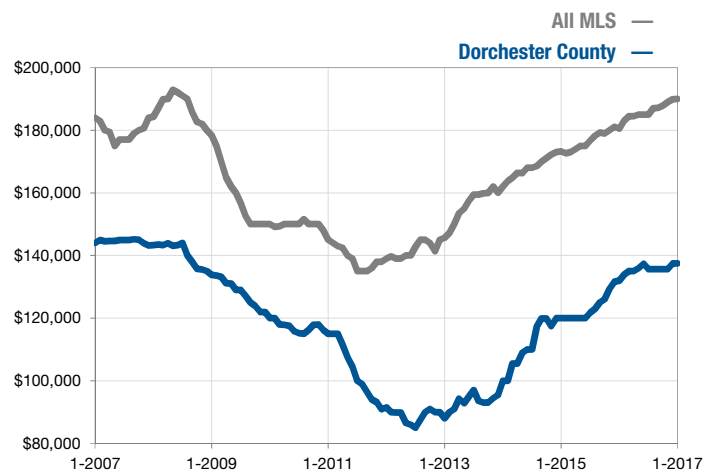
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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



Dorchester Road Corridor

Area 61

Single-Family Detached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	78	83	+ 6.4%	78	83	+ 6.4%
Closed Sales	45	51	+ 13.3%	45	51	+ 13.3%
Median Sales Price*	\$212,500	\$228,694	+ 7.6%	\$212,500	\$228,694	+ 7.6%
Average Sales Price*	\$214,864	\$236,235	+ 9.9%	\$214,864	\$236,235	+ 9.9%
Percent of Original List Price Received*	95.9%	96.8%	+ 0.9%	95.9%	96.8%	+ 0.9%
Days on Market Until Sale	70	37	- 47.1%	70	37	- 47.1%
Inventory of Homes for Sale	239	174	- 27.2%	--	--	--

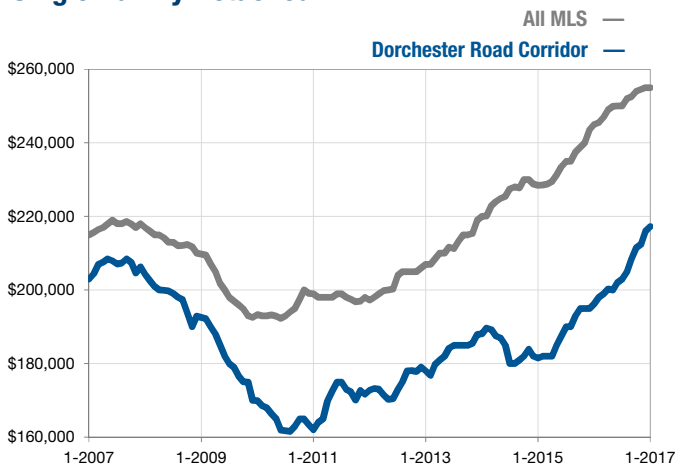
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	27	25	- 7.4%	27	25	- 7.4%
Closed Sales	6	17	+ 183.3%	6	17	+ 183.3%
Median Sales Price*	\$161,250	\$155,000	- 3.9%	\$161,250	\$155,000	- 3.9%
Average Sales Price*	\$152,283	\$157,126	+ 3.2%	\$152,283	\$157,126	+ 3.2%
Percent of Original List Price Received*	91.1%	99.1%	+ 8.8%	91.1%	99.1%	+ 8.8%
Days on Market Until Sale	121	47	- 61.2%	121	47	- 61.2%
Inventory of Homes for Sale	66	29	- 56.1%	--	--	--

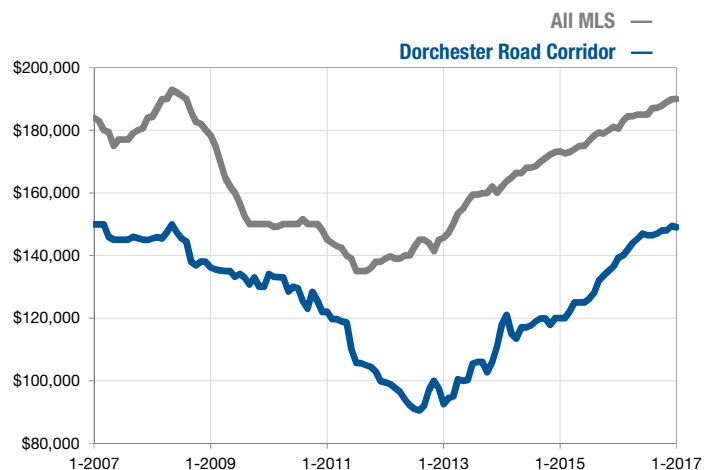
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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



Downtown Charleston

Area 51

Single-Family Detached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	19	19	0.0%	19	19	0.0%
Closed Sales	13	16	+ 23.1%	13	16	+ 23.1%
Median Sales Price*	\$675,000	\$1,232,500	+ 82.6%	\$675,000	\$1,232,500	+ 82.6%
Average Sales Price*	\$979,500	\$1,472,644	+ 50.3%	\$979,500	\$1,472,644	+ 50.3%
Percent of Original List Price Received*	90.9%	90.4%	- 0.6%	90.9%	90.4%	- 0.6%
Days on Market Until Sale	75	99	+ 32.0%	75	99	+ 32.0%
Inventory of Homes for Sale	118	103	- 12.7%	--	--	--

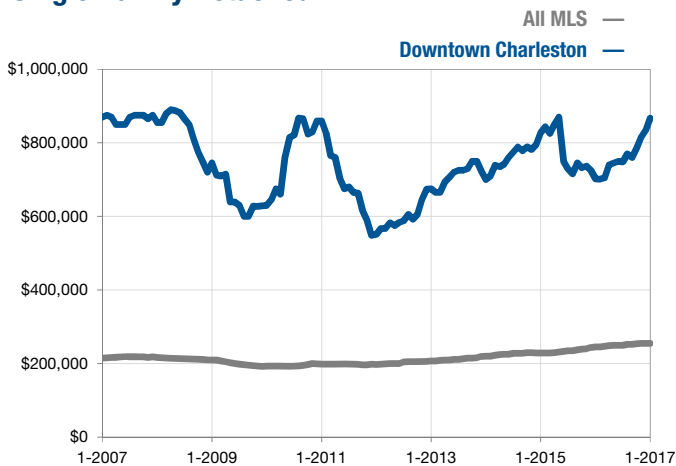
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	20	28	+ 40.0%	20	28	+ 40.0%
Closed Sales	8	13	+ 62.5%	8	13	+ 62.5%
Median Sales Price*	\$409,075	\$558,000	+ 36.4%	\$409,075	\$558,000	+ 36.4%
Average Sales Price*	\$424,831	\$683,808	+ 61.0%	\$424,831	\$683,808	+ 61.0%
Percent of Original List Price Received*	92.9%	95.8%	+ 3.1%	92.9%	95.8%	+ 3.1%
Days on Market Until Sale	156	109	- 30.1%	156	109	- 30.1%
Inventory of Homes for Sale	110	104	- 5.5%	--	--	--

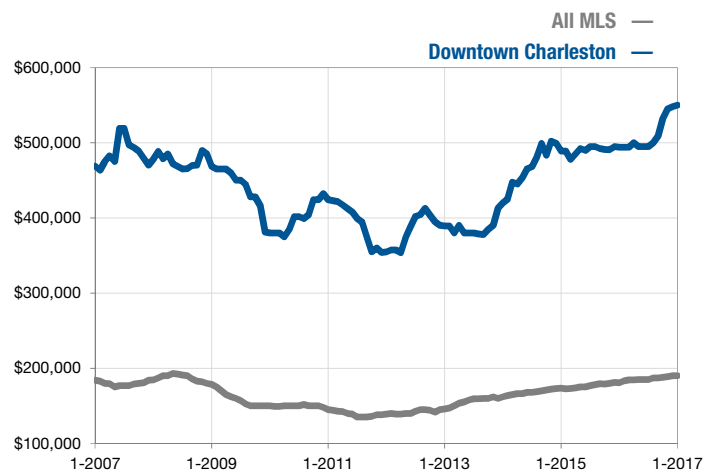
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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Edisto Area

Areas 26, 27 & 28

Single-Family Detached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	14	14	0.0%	14	14	0.0%
Closed Sales	7	5	- 28.6%	7	5	- 28.6%
Median Sales Price*	\$457,500	\$403,000	- 11.9%	\$457,500	\$403,000	- 11.9%
Average Sales Price*	\$413,500	\$648,600	+ 56.9%	\$413,500	\$648,600	+ 56.9%
Percent of Original List Price Received*	93.0%	91.2%	- 1.9%	93.0%	91.2%	- 1.9%
Days on Market Until Sale	211	118	- 44.1%	211	118	- 44.1%
Inventory of Homes for Sale	101	87	- 13.9%	--	--	--

* 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.

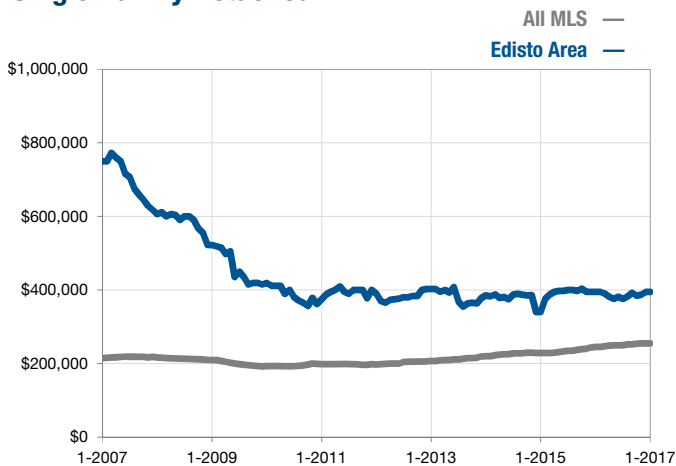
Townhouse-Condo Attached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	3	5	+ 66.7%	3	5	+ 66.7%
Closed Sales	0	3	--	0	3	--
Median Sales Price*	\$0	\$185,000	--	\$0	\$185,000	--
Average Sales Price*	\$0	\$167,333	--	\$0	\$167,333	--
Percent of Original List Price Received*	0.0%	88.4%	--	0.0%	88.4%	--
Days on Market Until Sale	0	184	--	0	184	--
Inventory of Homes for Sale	23	22	- 4.3%	--	--	--

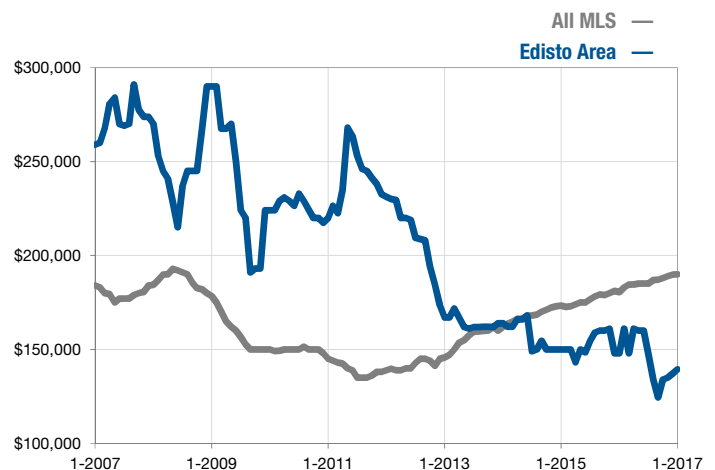
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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Folly Beach

Area 22

Single-Family Detached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	13	10	- 23.1%	13	10	- 23.1%
Closed Sales	7	6	- 14.3%	7	6	- 14.3%
Median Sales Price*	\$510,000	\$603,750	+ 18.4%	\$510,000	\$603,750	+ 18.4%
Average Sales Price*	\$600,143	\$568,083	- 5.3%	\$600,143	\$568,083	- 5.3%
Percent of Original List Price Received*	95.8%	89.1%	- 7.0%	95.8%	89.1%	- 7.0%
Days on Market Until Sale	153	135	- 11.8%	153	135	- 11.8%
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.

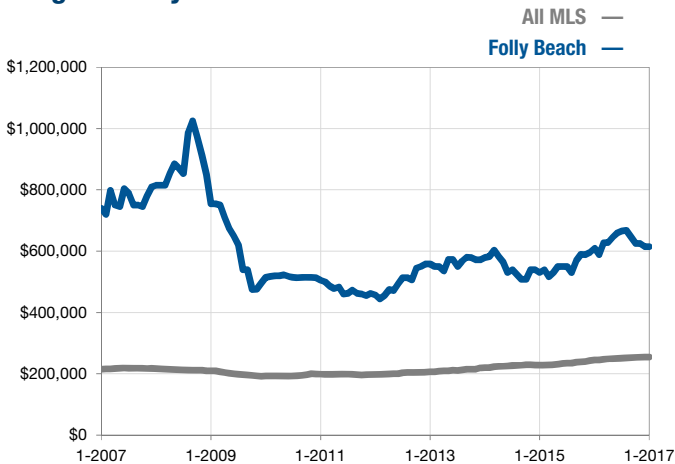
Townhouse-Condo Attached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	7	6	- 14.3%	7	6	- 14.3%
Closed Sales	6	3	- 50.0%	6	3	- 50.0%
Median Sales Price*	\$267,500	\$421,000	+ 57.4%	\$267,500	\$421,000	+ 57.4%
Average Sales Price*	\$293,500	\$369,500	+ 25.9%	\$293,500	\$369,500	+ 25.9%
Percent of Original List Price Received*	92.5%	91.2%	- 1.4%	92.5%	91.2%	- 1.4%
Days on Market Until Sale	76	223	+ 193.4%	76	223	+ 193.4%
Inventory of Homes for Sale	34	17	- 50.0%	--	--	--

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

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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Goose Creek / Monck's Corner

Areas 72, 73 & 74

Single-Family Detached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	282	284	+ 0.7%	282	284	+ 0.7%
Closed Sales	146	212	+ 45.2%	146	212	+ 45.2%
Median Sales Price*	\$196,563	\$228,615	+ 16.3%	\$196,563	\$228,615	+ 16.3%
Average Sales Price*	\$199,684	\$235,545	+ 18.0%	\$199,684	\$235,545	+ 18.0%
Percent of Original List Price Received*	97.5%	98.1%	+ 0.6%	97.5%	98.1%	+ 0.6%
Days on Market Until Sale	43	41	- 4.7%	43	41	- 4.7%
Inventory of Homes for Sale	789	491	- 37.8%	--	--	--

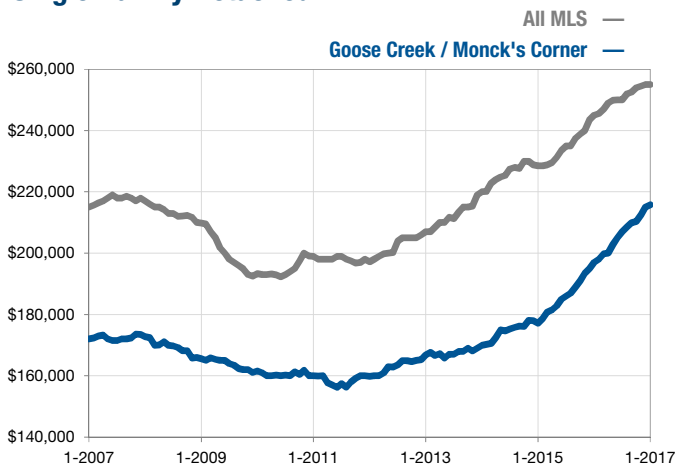
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	16	53	+ 231.3%	16	53	+ 231.3%
Closed Sales	13	23	+ 76.9%	13	23	+ 76.9%
Median Sales Price*	\$123,000	\$142,990	+ 16.3%	\$123,000	\$142,990	+ 16.3%
Average Sales Price*	\$115,207	\$142,732	+ 23.9%	\$115,207	\$142,732	+ 23.9%
Percent of Original List Price Received*	98.0%	98.2%	+ 0.2%	98.0%	98.2%	+ 0.2%
Days on Market Until Sale	54	59	+ 9.3%	54	59	+ 9.3%
Inventory of Homes for Sale	69	74	+ 7.2%	--	--	--

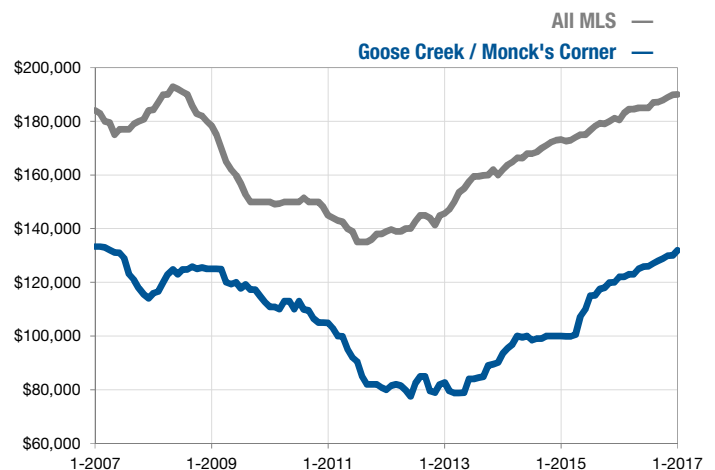
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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



Greater North Charleston

Areas 31 & 32

Single-Family Detached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	118	142	+ 20.3%	118	142	+ 20.3%
Closed Sales	68	64	- 5.9%	68	64	- 5.9%
Median Sales Price*	\$172,000	\$188,000	+ 9.3%	\$172,000	\$188,000	+ 9.3%
Average Sales Price*	\$176,244	\$174,112	- 1.2%	\$176,244	\$174,112	- 1.2%
Percent of Original List Price Received*	94.8%	97.0%	+ 2.3%	94.8%	97.0%	+ 2.3%
Days on Market Until Sale	47	45	- 4.3%	47	45	- 4.3%
Inventory of Homes for Sale	309	208	- 32.7%	--	--	--

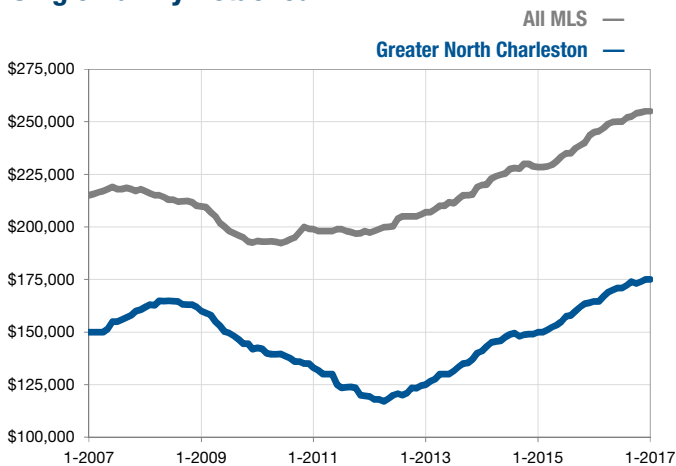
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	28	24	- 14.3%	28	24	- 14.3%
Closed Sales	17	11	- 35.3%	17	11	- 35.3%
Median Sales Price*	\$108,000	\$98,000	- 9.3%	\$108,000	\$98,000	- 9.3%
Average Sales Price*	\$108,717	\$99,381	- 8.6%	\$108,717	\$99,381	- 8.6%
Percent of Original List Price Received*	92.0%	94.3%	+ 2.5%	92.0%	94.3%	+ 2.5%
Days on Market Until Sale	44	44	0.0%	44	44	0.0%
Inventory of Homes for Sale	57	34	- 40.4%	--	--	--

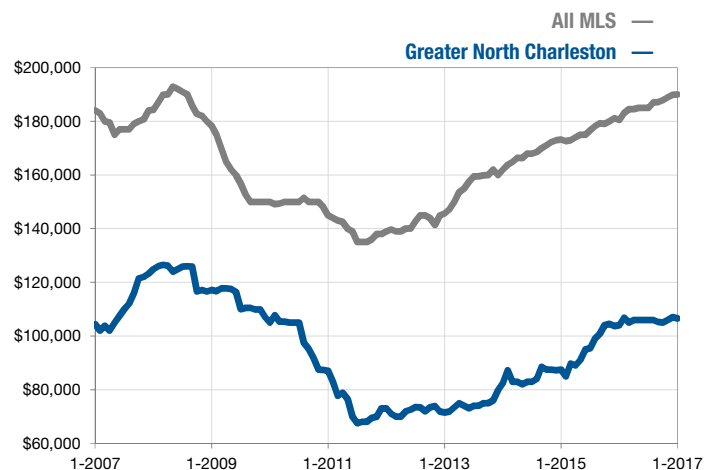
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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Greater Summerville Area

Areas 62 & 63

Single-Family Detached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	164	188	+ 14.6%	164	188	+ 14.6%
Closed Sales	101	104	+ 3.0%	101	104	+ 3.0%
Median Sales Price*	\$190,900	\$202,500	+ 6.1%	\$190,900	\$202,500	+ 6.1%
Average Sales Price*	\$206,709	\$228,517	+ 10.6%	\$206,709	\$228,517	+ 10.6%
Percent of Original List Price Received*	96.3%	95.9%	- 0.4%	96.3%	95.9%	- 0.4%
Days on Market Until Sale	75	65	- 13.3%	75	65	- 13.3%
Inventory of Homes for Sale	567	414	- 27.0%	--	--	--

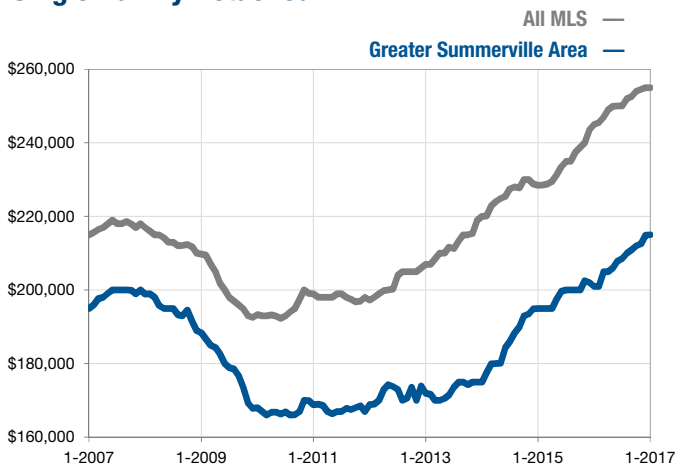
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	16	8	- 50.0%	16	8	- 50.0%
Closed Sales	12	5	- 58.3%	12	5	- 58.3%
Median Sales Price*	\$122,500	\$115,000	- 6.1%	\$122,500	\$115,000	- 6.1%
Average Sales Price*	\$130,948	\$110,500	- 15.6%	\$130,948	\$110,500	- 15.6%
Percent of Original List Price Received*	95.2%	93.2%	- 2.1%	95.2%	93.2%	- 2.1%
Days on Market Until Sale	78	71	- 9.0%	78	71	- 9.0%
Inventory of Homes for Sale	43	16	- 62.8%	--	--	--

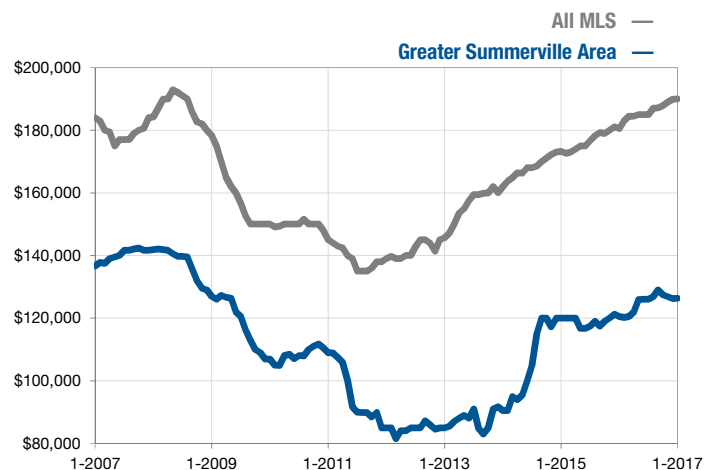
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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Hanahan

Area 71

Single-Family Detached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	24	15	- 37.5%	24	15	- 37.5%
Closed Sales	24	13	- 45.8%	24	13	- 45.8%
Median Sales Price*	\$255,228	\$200,000	- 21.6%	\$255,228	\$200,000	- 21.6%
Average Sales Price*	\$240,410	\$189,954	- 21.0%	\$240,410	\$189,954	- 21.0%
Percent of Original List Price Received*	96.3%	92.7%	- 3.7%	96.3%	92.7%	- 3.7%
Days on Market Until Sale	41	103	+ 151.2%	41	103	+ 151.2%
Inventory of Homes for Sale	62	26	- 58.1%	--	--	--

* 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	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	3	6	+ 100.0%	3	6	+ 100.0%
Closed Sales	3	2	- 33.3%	3	2	- 33.3%
Median Sales Price*	\$297,400	\$102,000	- 65.7%	\$297,400	\$102,000	- 65.7%
Average Sales Price*	\$263,136	\$102,000	- 61.2%	\$263,136	\$102,000	- 61.2%
Percent of Original List Price Received*	103.6%	96.0%	- 7.3%	103.6%	96.0%	- 7.3%
Days on Market Until Sale	174	46	- 73.6%	174	46	- 73.6%
Inventory of Homes for Sale	8	4	- 50.0%	--	--	--

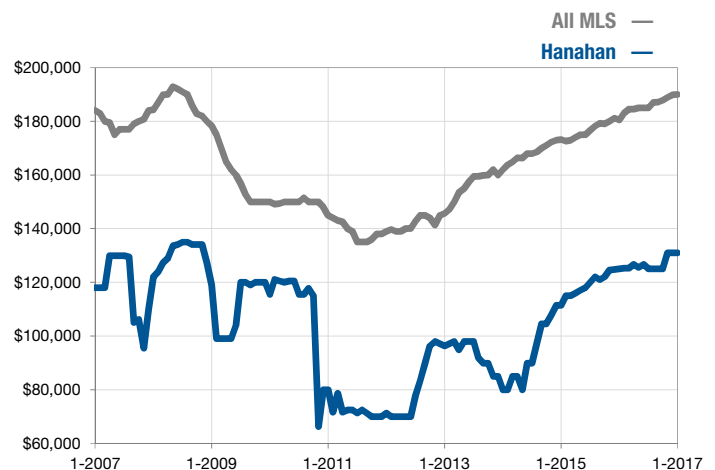
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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Hollywood / Ravenel / Meggett Area

Area 13

Single-Family Detached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	25	26	+ 4.0%	25	26	+ 4.0%
Closed Sales	13	10	- 23.1%	13	10	- 23.1%
Median Sales Price*	\$279,314	\$467,450	+ 67.4%	\$279,314	\$467,450	+ 67.4%
Average Sales Price*	\$490,331	\$524,560	+ 7.0%	\$490,331	\$524,560	+ 7.0%
Percent of Original List Price Received*	93.6%	93.2%	- 0.4%	93.6%	93.2%	- 0.4%
Days on Market Until Sale	56	139	+ 148.2%	56	139	+ 148.2%
Inventory of Homes for Sale	95	89	- 6.3%	--	--	--

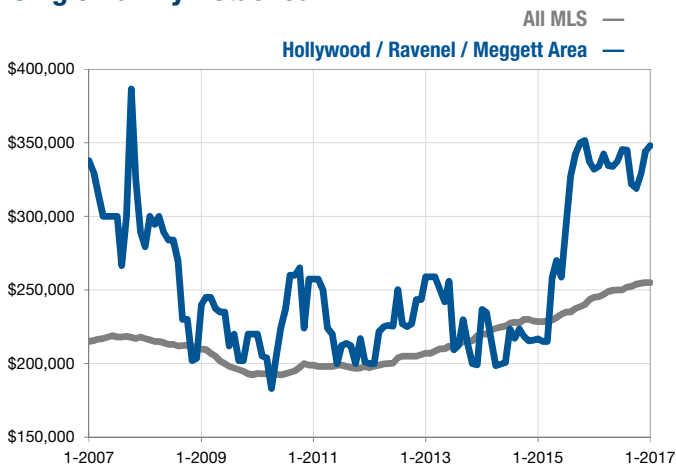
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	1	2	+ 100.0%	1	2	+ 100.0%
Closed Sales	0	1	--	0	1	--
Median Sales Price*	\$0	\$259,900	--	\$0	\$259,900	--
Average Sales Price*	\$0	\$259,900	--	\$0	\$259,900	--
Percent of Original List Price Received*	0.0%	96.3%	--	0.0%	96.3%	--
Days on Market Until Sale	0	164	--	0	164	--
Inventory of Homes for Sale	6	7	+ 16.7%	--	--	--

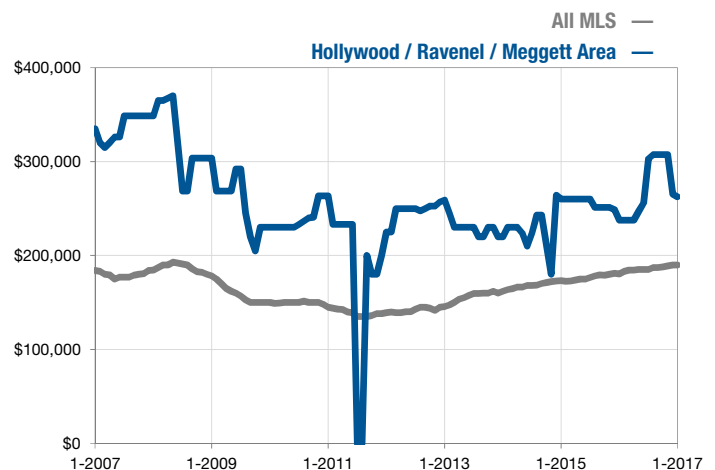
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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Isle of Palms

Areas 44 & 45

Single-Family Detached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	20	20	0.0%	20	20	0.0%
Closed Sales	3	18	+ 500.0%	3	18	+ 500.0%
Median Sales Price*	\$755,000	\$780,000	+ 3.3%	\$755,000	\$780,000	+ 3.3%
Average Sales Price*	\$1,053,333	\$854,417	- 18.9%	\$1,053,333	\$854,417	- 18.9%
Percent of Original List Price Received*	85.2%	90.1%	+ 5.8%	85.2%	90.1%	+ 5.8%
Days on Market Until Sale	468	165	- 64.7%	468	165	- 64.7%
Inventory of Homes for Sale	141	104	- 26.2%	--	--	--

* 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	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	12	11	- 8.3%	12	11	- 8.3%
Closed Sales	5	2	- 60.0%	5	2	- 60.0%
Median Sales Price*	\$487,500	\$557,000	+ 14.3%	\$487,500	\$557,000	+ 14.3%
Average Sales Price*	\$462,100	\$557,000	+ 20.5%	\$462,100	\$557,000	+ 20.5%
Percent of Original List Price Received*	94.4%	90.9%	- 3.7%	94.4%	90.9%	- 3.7%
Days on Market Until Sale	113	214	+ 89.4%	113	214	+ 89.4%
Inventory of Homes for Sale	74	72	- 2.7%	--	--	--

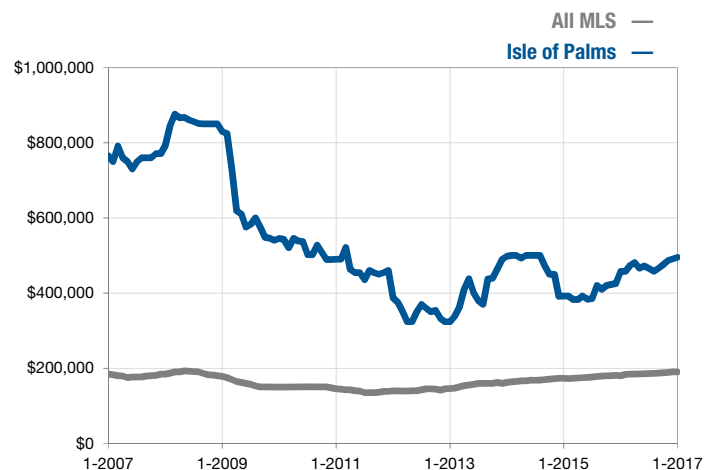
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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



James Island

Area 21

Single-Family Detached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	68	86	+ 26.5%	68	86	+ 26.5%
Closed Sales	48	44	- 8.3%	48	44	- 8.3%
Median Sales Price*	\$310,000	\$315,000	+ 1.6%	\$310,000	\$315,000	+ 1.6%
Average Sales Price*	\$346,076	\$429,677	+ 24.2%	\$346,076	\$429,677	+ 24.2%
Percent of Original List Price Received*	95.7%	92.9%	- 2.9%	95.7%	92.9%	- 2.9%
Days on Market Until Sale	44	76	+ 72.7%	44	76	+ 72.7%
Inventory of Homes for Sale	142	131	- 7.7%	--	--	--

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

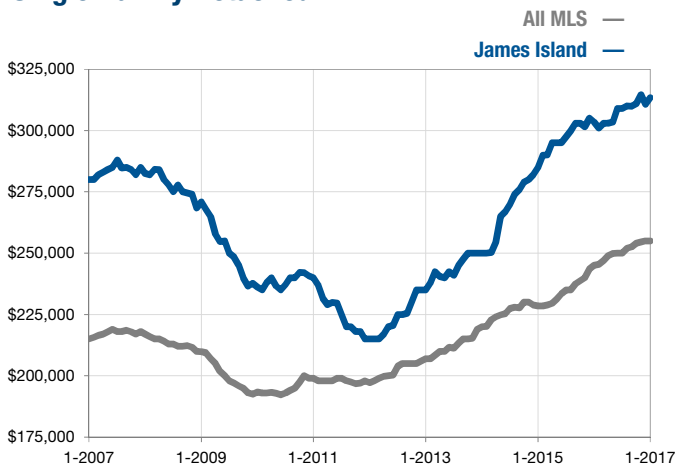
Townhouse-Condo Attached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	19	14	- 26.3%	19	14	- 26.3%
Closed Sales	12	19	+ 58.3%	12	19	+ 58.3%
Median Sales Price*	\$168,500	\$183,000	+ 8.6%	\$168,500	\$183,000	+ 8.6%
Average Sales Price*	\$156,583	\$188,892	+ 20.6%	\$156,583	\$188,892	+ 20.6%
Percent of Original List Price Received*	94.0%	93.6%	- 0.4%	94.0%	93.6%	- 0.4%
Days on Market Until Sale	69	68	- 1.4%	69	68	- 1.4%
Inventory of Homes for Sale	50	42	- 16.0%	--	--	--

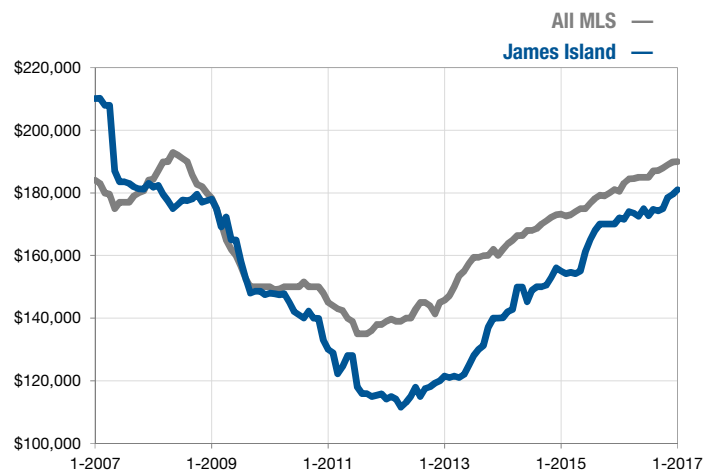
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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Johns Island

Area 23

Single-Family Detached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	56	86	+ 53.6%	56	86	+ 53.6%
Closed Sales	31	33	+ 6.5%	31	33	+ 6.5%
Median Sales Price*	\$270,230	\$290,660	+ 7.6%	\$270,230	\$290,660	+ 7.6%
Average Sales Price*	\$300,286	\$360,552	+ 20.1%	\$300,286	\$360,552	+ 20.1%
Percent of Original List Price Received*	98.4%	96.2%	- 2.2%	98.4%	96.2%	- 2.2%
Days on Market Until Sale	35	74	+ 111.4%	35	74	+ 111.4%
Inventory of Homes for Sale	199	193	- 3.0%	--	--	--

* 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	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	10	10	0.0%	10	10	0.0%
Closed Sales	1	4	+ 300.0%	1	4	+ 300.0%
Median Sales Price*	\$215,000	\$216,375	+ 0.6%	\$215,000	\$216,375	+ 0.6%
Average Sales Price*	\$215,000	\$213,688	- 0.6%	\$215,000	\$213,688	- 0.6%
Percent of Original List Price Received*	86.0%	95.9%	+ 11.5%	86.0%	95.9%	+ 11.5%
Days on Market Until Sale	89	49	- 44.9%	89	49	- 44.9%
Inventory of Homes for Sale	24	23	- 4.2%	--	--	--

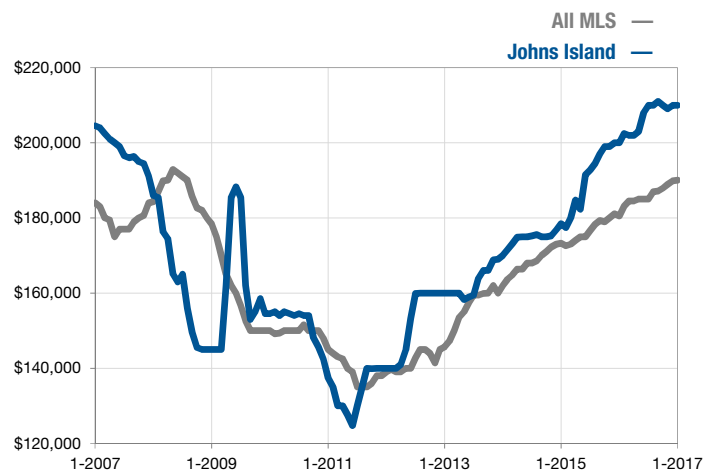
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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Kiawah

Area 25

Single-Family Detached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	3	6	+ 100.0%	3	6	+ 100.0%
Closed Sales	1	2	+ 100.0%	1	2	+ 100.0%
Median Sales Price*	\$2,600,000	\$864,000	- 66.8%	\$2,600,000	\$864,000	- 66.8%
Average Sales Price*	\$2,600,000	\$864,000	- 66.8%	\$2,600,000	\$864,000	- 66.8%
Percent of Original List Price Received*	86.7%	87.2%	+ 0.6%	86.7%	87.2%	+ 0.6%
Days on Market Until Sale	109	58	- 46.8%	109	58	- 46.8%
Inventory of Homes for Sale	35	53	+ 51.4%	--	--	--

* 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	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	7	3	- 57.1%	7	3	- 57.1%
Closed Sales	0	1	--	0	1	--
Median Sales Price*	\$0	\$287,500	--	\$0	\$287,500	--
Average Sales Price*	\$0	\$287,500	--	\$0	\$287,500	--
Percent of Original List Price Received*	0.0%	96.2%	--	0.0%	96.2%	--
Days on Market Until Sale	0	205	--	0	205	--
Inventory of Homes for Sale	46	42	- 8.7%	--	--	--

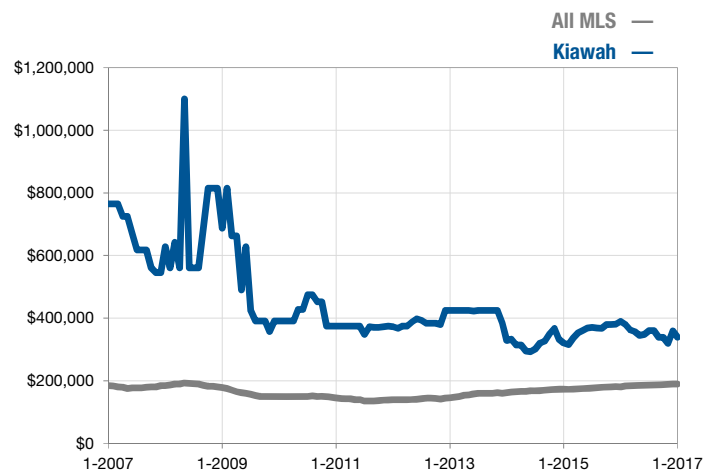
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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Lower Mount Pleasant

Area 42

Single-Family Detached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	76	78	+ 2.6%	76	78	+ 2.6%
Closed Sales	41	31	- 24.4%	41	31	- 24.4%
Median Sales Price*	\$470,000	\$473,000	+ 0.6%	\$470,000	\$473,000	+ 0.6%
Average Sales Price*	\$531,488	\$574,190	+ 8.0%	\$531,488	\$574,190	+ 8.0%
Percent of Original List Price Received*	93.6%	93.9%	+ 0.3%	93.6%	93.9%	+ 0.3%
Days on Market Until Sale	93	64	- 31.2%	93	64	- 31.2%
Inventory of Homes for Sale	224	193	- 13.8%	--	--	--

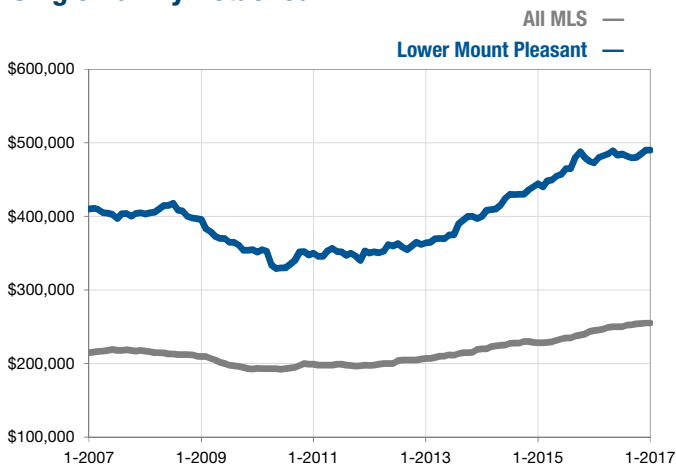
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	25	44	+ 76.0%	25	44	+ 76.0%
Closed Sales	24	29	+ 20.8%	24	29	+ 20.8%
Median Sales Price*	\$177,200	\$257,000	+ 45.0%	\$177,200	\$257,000	+ 45.0%
Average Sales Price*	\$278,704	\$366,880	+ 31.6%	\$278,704	\$366,880	+ 31.6%
Percent of Original List Price Received*	94.8%	97.3%	+ 2.6%	94.8%	97.3%	+ 2.6%
Days on Market Until Sale	55	55	0.0%	55	55	0.0%
Inventory of Homes for Sale	75	91	+ 21.3%	--	--	--

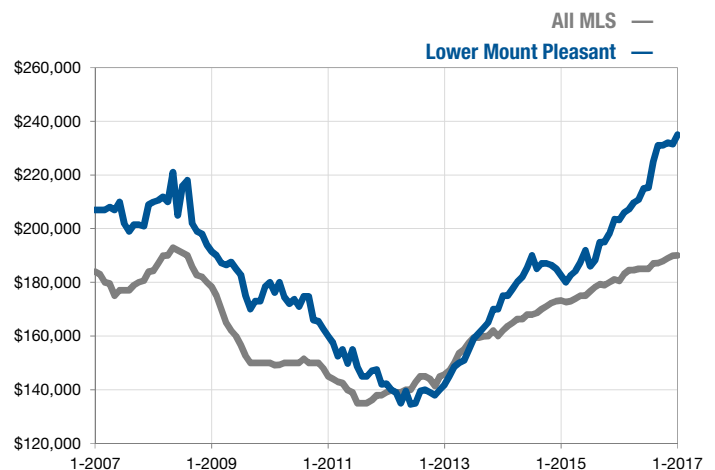
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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Rural Berkeley County

Area 75

Single-Family Detached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	14	12	- 14.3%	14	12	- 14.3%
Closed Sales	7	2	- 71.4%	7	2	- 71.4%
Median Sales Price*	\$105,900	\$121,200	+ 14.4%	\$105,900	\$121,200	+ 14.4%
Average Sales Price*	\$150,743	\$121,200	- 19.6%	\$150,743	\$121,200	- 19.6%
Percent of Original List Price Received*	85.2%	80.4%	- 5.6%	85.2%	80.4%	- 5.6%
Days on Market Until Sale	85	128	+ 50.6%	85	128	+ 50.6%
Inventory of Homes for Sale	49	50	+ 2.0%	--	--	--

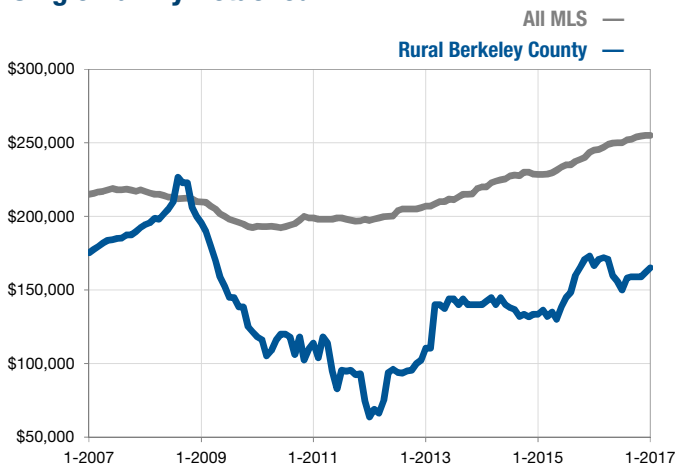
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Townhouse-Condo Attached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$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	2	0	- 100.0%	--	--	--

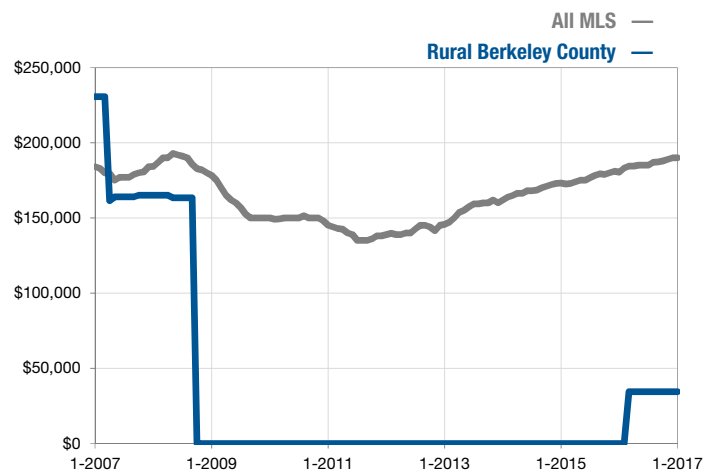
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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



Seabrook Island

Area 30

Single-Family Detached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	5	8	+ 60.0%	5	8	+ 60.0%
Closed Sales	3	5	+ 66.7%	3	5	+ 66.7%
Median Sales Price*	\$462,000	\$820,000	+ 77.5%	\$462,000	\$820,000	+ 77.5%
Average Sales Price*	\$769,833	\$1,353,000	+ 75.8%	\$769,833	\$1,353,000	+ 75.8%
Percent of Original List Price Received*	86.8%	86.1%	- 0.8%	86.8%	86.1%	- 0.8%
Days on Market Until Sale	242	252	+ 4.1%	242	252	+ 4.1%
Inventory of Homes for Sale	82	78	- 4.9%	--	--	--

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

Townhouse-Condo Attached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	10	11	+ 10.0%	10	11	+ 10.0%
Closed Sales	2	3	+ 50.0%	2	3	+ 50.0%
Median Sales Price*	\$372,500	\$317,500	- 14.8%	\$372,500	\$317,500	- 14.8%
Average Sales Price*	\$372,500	\$303,750	- 18.5%	\$372,500	\$303,750	- 18.5%
Percent of Original List Price Received*	94.8%	88.4%	- 6.8%	94.8%	88.4%	- 6.8%
Days on Market Until Sale	122	268	+ 119.7%	122	268	+ 119.7%
Inventory of Homes for Sale	78	67	- 14.1%	--	--	--

* 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.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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St. George / Rural Dorchester County

Area 64

Single-Family Detached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	2	4	+ 100.0%	2	4	+ 100.0%
Closed Sales	6	4	- 33.3%	6	4	- 33.3%
Median Sales Price*	\$146,500	\$128,760	- 12.1%	\$146,500	\$128,760	- 12.1%
Average Sales Price*	\$222,767	\$154,880	- 30.5%	\$222,767	\$154,880	- 30.5%
Percent of Original List Price Received*	92.8%	88.7%	- 4.4%	92.8%	88.7%	- 4.4%
Days on Market Until Sale	119	121	+ 1.7%	119	121	+ 1.7%
Inventory of Homes for Sale	37	30	- 18.9%	--	--	--

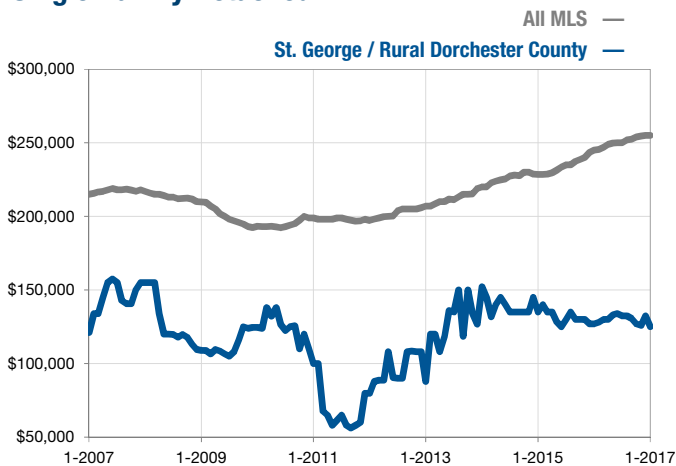
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	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	--	--	--	--

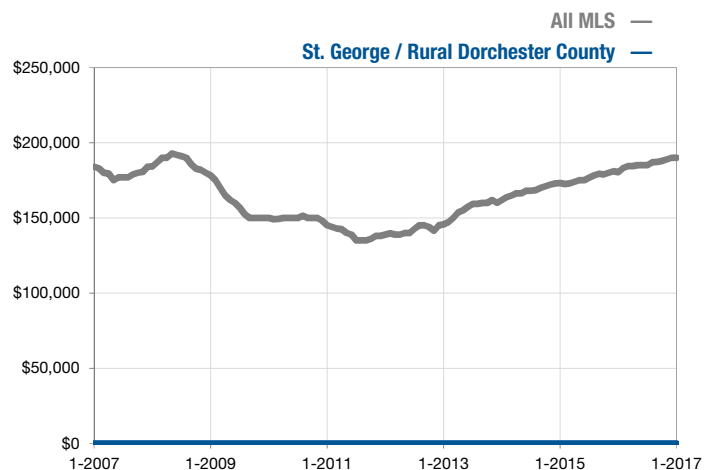
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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Sullivan's Island

Area 43

Single-Family Detached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	5	7	+ 40.0%	5	7	+ 40.0%
Closed Sales	4	0	- 100.0%	4	0	- 100.0%
Median Sales Price*	\$1,635,000	\$0	- 100.0%	\$1,635,000	\$0	- 100.0%
Average Sales Price*	\$1,568,750	\$0	- 100.0%	\$1,568,750	\$0	- 100.0%
Percent of Original List Price Received*	84.7%	0.0%	- 100.0%	84.7%	0.0%	- 100.0%
Days on Market Until Sale	83	0	- 100.0%	83	0	- 100.0%
Inventory of Homes for Sale	31	29	- 6.5%	--	--	--

* 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.

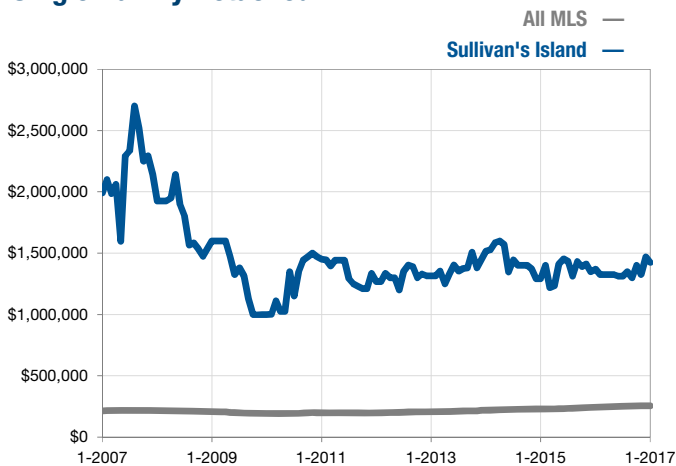
Townhouse-Condo Attached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	0	0	--	0	0	--
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Median Sales Price*	\$385,000	\$0	- 100.0%	\$385,000	\$0	- 100.0%
Average Sales Price*	\$385,000	\$0	- 100.0%	\$385,000	\$0	- 100.0%
Percent of Original List Price Received*	84.6%	0.0%	- 100.0%	84.6%	0.0%	- 100.0%
Days on Market Until Sale	188	0	- 100.0%	188	0	- 100.0%
Inventory of Homes for Sale	6	4	- 33.3%	--	--	--

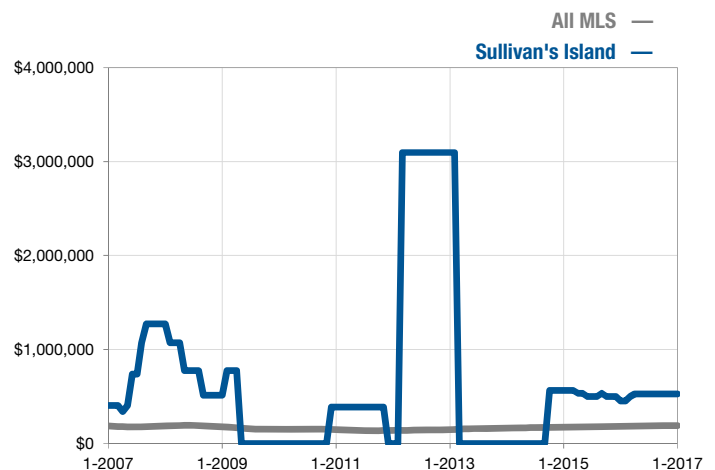
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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Upper Charleston Peninsula

Area 52

Single-Family Detached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	14	21	+ 50.0%	14	21	+ 50.0%
Closed Sales	4	9	+ 125.0%	4	9	+ 125.0%
Median Sales Price*	\$554,135	\$415,000	- 25.1%	\$554,135	\$415,000	- 25.1%
Average Sales Price*	\$574,318	\$459,333	- 20.0%	\$574,318	\$459,333	- 20.0%
Percent of Original List Price Received*	98.2%	93.2%	- 5.1%	98.2%	93.2%	- 5.1%
Days on Market Until Sale	13	50	+ 284.6%	13	50	+ 284.6%
Inventory of Homes for Sale	37	37	0.0%	--	--	--

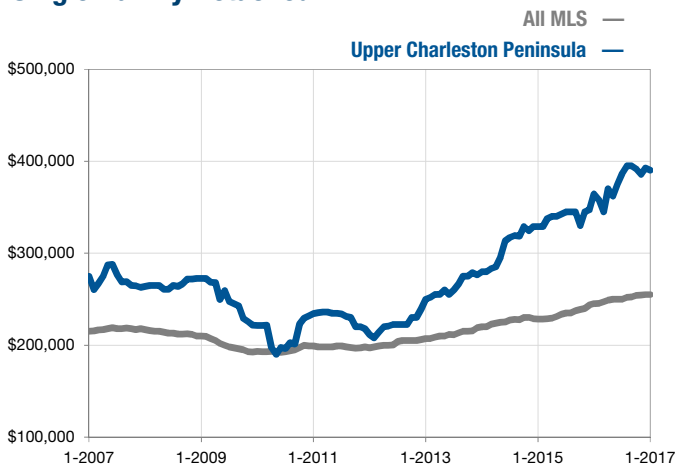
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	6	6	0.0%	6	6	0.0%
Closed Sales	2	2	0.0%	2	2	0.0%
Median Sales Price*	\$342,500	\$310,250	- 9.4%	\$342,500	\$310,250	- 9.4%
Average Sales Price*	\$342,500	\$310,250	- 9.4%	\$342,500	\$310,250	- 9.4%
Percent of Original List Price Received*	97.9%	95.3%	- 2.7%	97.9%	95.3%	- 2.7%
Days on Market Until Sale	86	49	- 43.0%	86	49	- 43.0%
Inventory of Homes for Sale	10	11	+ 10.0%	--	--	--

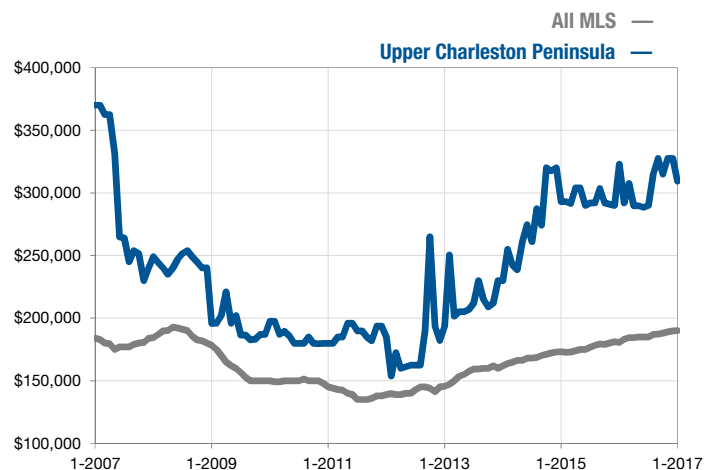
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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Upper Mount Pleasant

Area 41

Single-Family Detached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	131	150	+ 14.5%	131	150	+ 14.5%
Closed Sales	52	58	+ 11.5%	52	58	+ 11.5%
Median Sales Price*	\$455,000	\$462,225	+ 1.6%	\$455,000	\$462,225	+ 1.6%
Average Sales Price*	\$500,573	\$481,875	- 3.7%	\$500,573	\$481,875	- 3.7%
Percent of Original List Price Received*	96.5%	97.2%	+ 0.7%	96.5%	97.2%	+ 0.7%
Days on Market Until Sale	73	90	+ 23.3%	73	90	+ 23.3%
Inventory of Homes for Sale	443	375	- 15.3%	--	--	--

* 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.

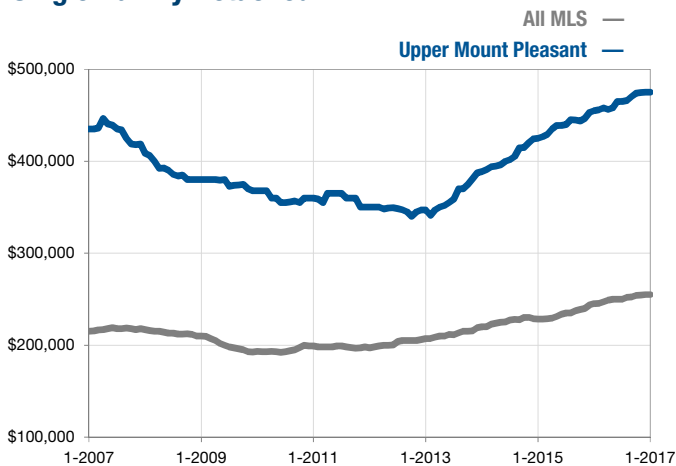
Townhouse-Condo Attached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	36	23	- 36.1%	36	23	- 36.1%
Closed Sales	23	14	- 39.1%	23	14	- 39.1%
Median Sales Price*	\$234,900	\$275,000	+ 17.1%	\$234,900	\$275,000	+ 17.1%
Average Sales Price*	\$264,566	\$281,437	+ 6.4%	\$264,566	\$281,437	+ 6.4%
Percent of Original List Price Received*	98.1%	95.7%	- 2.4%	98.1%	95.7%	- 2.4%
Days on Market Until Sale	59	44	- 25.4%	59	44	- 25.4%
Inventory of Homes for Sale	68	60	- 11.8%	--	--	--

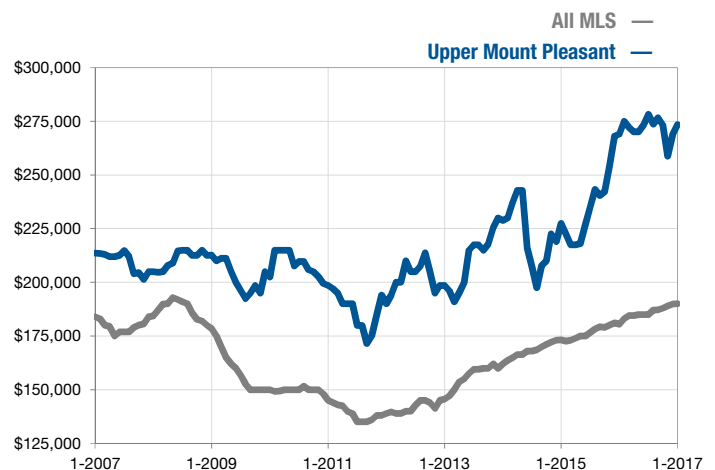
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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Wando / Cainhoy Area

Area 78

Single-Family Detached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	25	16	- 36.0%	25	16	- 36.0%
Closed Sales	11	5	- 54.5%	11	5	- 54.5%
Median Sales Price*	\$436,500	\$259,000	- 40.7%	\$436,500	\$259,000	- 40.7%
Average Sales Price*	\$433,582	\$379,600	- 12.5%	\$433,582	\$379,600	- 12.5%
Percent of Original List Price Received*	92.8%	96.1%	+ 3.6%	92.8%	96.1%	+ 3.6%
Days on Market Until Sale	95	91	- 4.2%	95	91	- 4.2%
Inventory of Homes for Sale	60	51	- 15.0%	--	--	--

* 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	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	2	4	+ 100.0%	2	4	+ 100.0%
Closed Sales	5	4	- 20.0%	5	4	- 20.0%
Median Sales Price*	\$212,140	\$181,500	- 14.4%	\$212,140	\$181,500	- 14.4%
Average Sales Price*	\$192,449	\$175,500	- 8.8%	\$192,449	\$175,500	- 8.8%
Percent of Original List Price Received*	99.2%	94.6%	- 4.6%	99.2%	94.6%	- 4.6%
Days on Market Until Sale	11	58	+ 427.3%	11	58	+ 427.3%
Inventory of Homes for Sale	8	5	- 37.5%	--	--	--

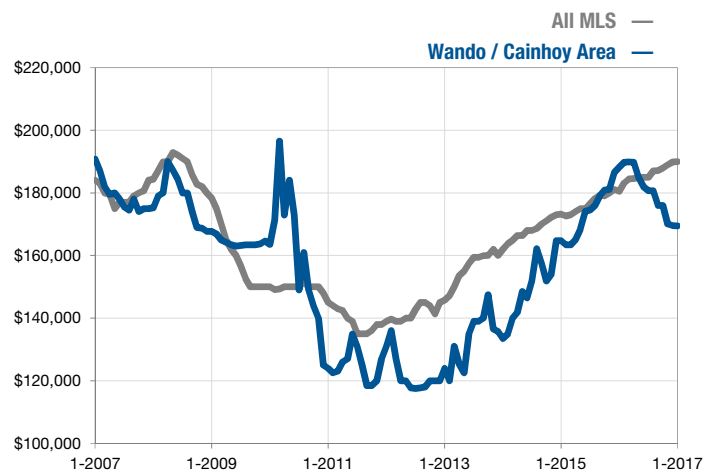
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – January 2017

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West Ashley Area

Areas 11 & 12

Single-Family Detached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	119	103	- 13.4%	119	103	- 13.4%
Closed Sales	82	65	- 20.7%	82	65	- 20.7%
Median Sales Price*	\$264,275	\$295,000	+ 11.6%	\$264,275	\$295,000	+ 11.6%
Average Sales Price*	\$273,379	\$353,020	+ 29.1%	\$273,379	\$353,020	+ 29.1%
Percent of Original List Price Received*	94.9%	95.4%	+ 0.5%	94.9%	95.4%	+ 0.5%
Days on Market Until Sale	44	39	- 11.4%	44	39	- 11.4%
Inventory of Homes for Sale	299	202	- 32.4%	--	--	--

* 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.

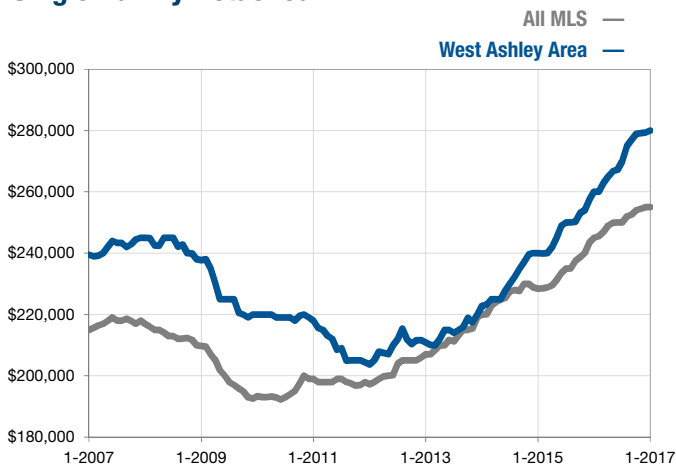
Townhouse-Condo Attached

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	52	31	- 40.4%	52	31	- 40.4%
Closed Sales	18	27	+ 50.0%	18	27	+ 50.0%
Median Sales Price*	\$157,000	\$175,000	+ 11.5%	\$157,000	\$175,000	+ 11.5%
Average Sales Price*	\$163,856	\$171,896	+ 4.9%	\$163,856	\$171,896	+ 4.9%
Percent of Original List Price Received*	97.7%	96.2%	- 1.5%	97.7%	96.2%	- 1.5%
Days on Market Until Sale	43	38	- 11.6%	43	38	- 11.6%
Inventory of Homes for Sale	98	51	- 48.0%	--	--	--

* 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

