

Monthly Indicators



March 2017

We can comfortably consider the first quarter to have been a good start for residential real estate in 2017. There was certainly plenty to worry over when the year began. Aside from new national leadership in Washington, DC, and the policy shifts that can occur during such transitions, there was also the matter of continuous low housing supply, steadily rising mortgage rates and ever-increasing home prices. Nevertheless, sales have held their own in year-over-year comparisons and should improve during the busiest months of the real estate sales cycle.

New Listings were up 3.8 percent to 2,563. Pending Sales increased 8.6 percent to 1,985. Inventory shrank 16.8 percent to 5,150 units.

Prices moved higher as Median Sales Price was up 6.0 percent to \$246,450. Days on Market decreased 4.6 percent to 62 days. Months Supply of Inventory was down 23.3 percent to 3.3 months, indicating that demand increased relative to supply.

The U.S. economy has improved for several quarters in a row, which has helped wage growth and retail consumption increase in year-over-year comparisons. Couple that with an unemployment rate that has been holding steady or dropping both nationally and in many localities, and consumer confidence is on the rise. As the economy improves, home sales tend to go up. It isn't much more complex than that right now. Rising mortgage rates could slow growth eventually, but rate increases should be thought of as little more than a byproduct of a stronger economy and stronger demand.

Quick Facts

+ 11.6%	+ 6.0%	- 23.3%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Months Supply

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

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



Market Overview

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



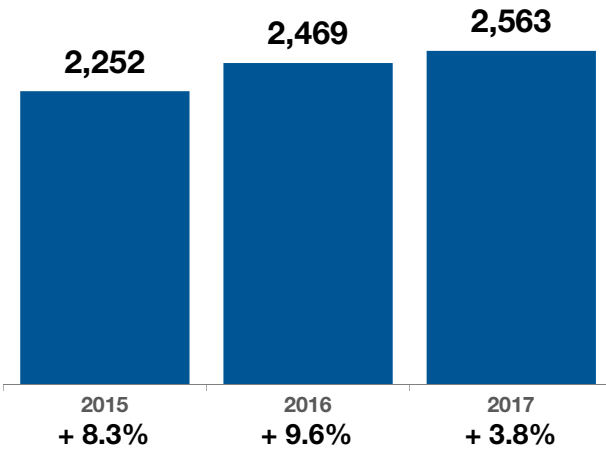
Key Metrics	Historical Sparkbars	03-2016	03-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		2,469	2,563	+ 3.8%	6,201	6,555	+ 5.7%
Pending Sales		1,828	1,985	+ 8.6%	4,585	5,178	+ 12.9%
Closed Sales		1,487	1,659	+ 11.6%	3,559	3,967	+ 11.5%
Days on Market		65	62	- 4.6%	67	65	- 3.0%
Median Sales Price		\$232,539	\$246,450	+ 6.0%	\$230,000	\$243,500	+ 5.9%
Average Sales Price		\$302,114	\$338,880	+ 12.2%	\$304,339	\$327,873	+ 7.7%
Pct. of Orig. Price Received		96.0%	96.5%	+ 0.5%	95.7%	96.0%	+ 0.3%
Housing Affordability Index		128	114	- 10.9%	129	116	- 10.1%
Inventory of Homes for Sale		6,192	5,150	- 16.8%	--	--	--
Months Supply of Inventory		4.3	3.3	- 23.3%	--	--	--

New Listings

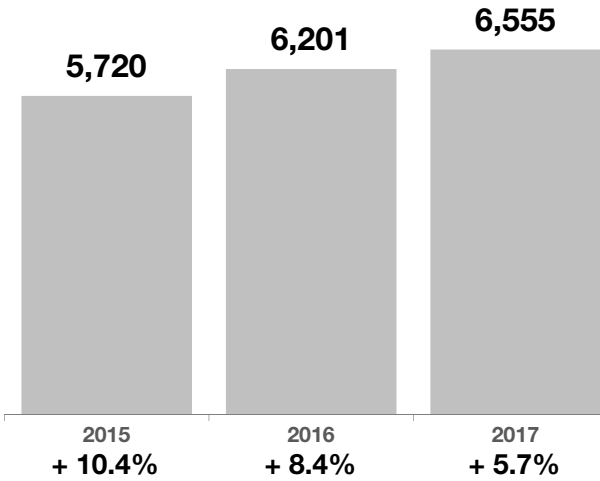
A count of the properties that have been newly listed on the market in a given month.



March



Year to Date



	New Listings	Prior Year	Percent Change
April 2016	2,194	2,209	-0.7%
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	2,097	1,795	+16.8%
September 2016	1,859	1,858	+0.1%
October 2016	1,483	1,488	-0.3%
November 2016	1,483	1,446	+2.6%
December 2016	1,328	1,166	+13.9%
January 2017	1,949	1,765	+10.4%
February 2017	2,043	1,967	+3.9%
March 2017	2,563	2,469	+3.8%
12-Month Avg	1,947	1,873	+3.9%

Historical New Listings by Month

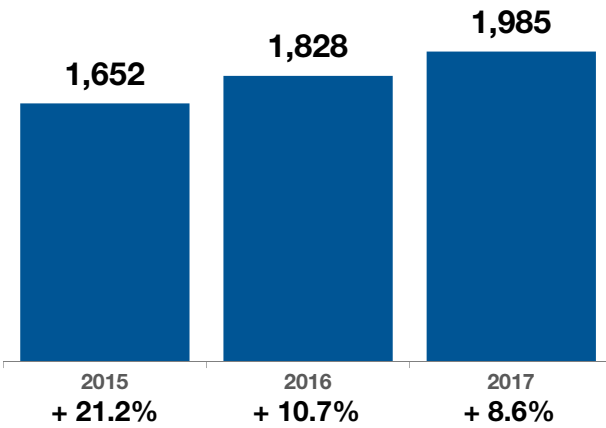


Pending Sales

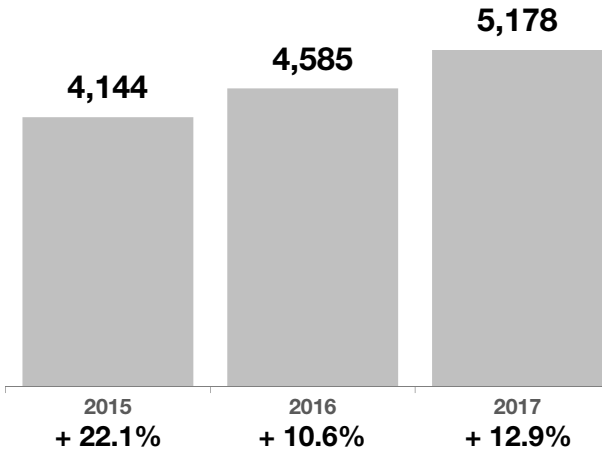
A count of the properties on which offers have been accepted in a given month.



March



Year to Date



	Pending Sales	Prior Year	Percent Change
April 2016	1,747	1,669	+4.7%
May 2016	1,729	1,553	+11.3%
June 2016	1,642	1,568	+4.7%
July 2016	1,538	1,554	-1.0%
August 2016	1,569	1,442	+8.8%
September 2016	1,405	1,290	+8.9%
October 2016	1,179	1,223	-3.6%
November 2016	1,251	1,150	+8.8%
December 2016	1,214	1,056	+15.0%
January 2017	1,589	1,246	+27.5%
February 2017	1,604	1,511	+6.2%
March 2017	1,985	1,828	+8.6%
12-Month Avg	1,538	1,424	+8.0%

Historical Pending Sales by Month

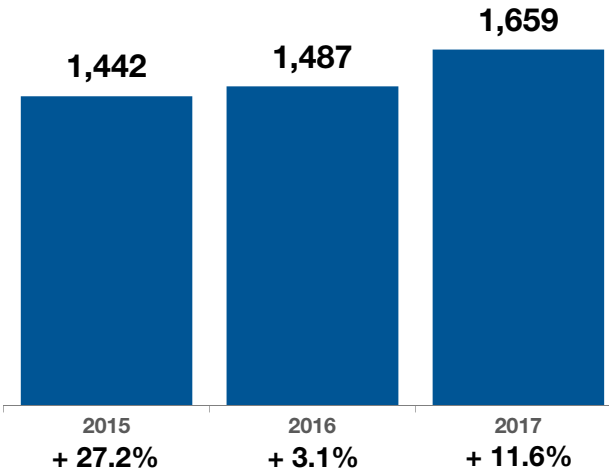


Closed Sales

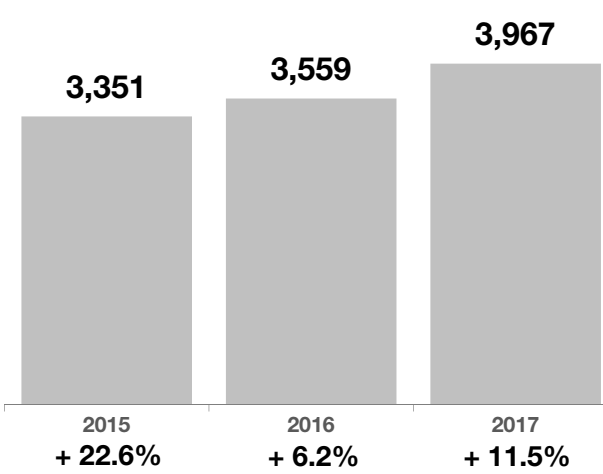
A count of the actual sales that closed in a given month.



March



Year to Date



	Closed Sales	Prior Year	Percent Change
April 2016	1,483	1,414	+4.9%
May 2016	1,713	1,472	+16.4%
June 2016	1,940	1,715	+13.1%
July 2016	1,664	1,701	-2.2%
August 2016	1,751	1,398	+25.3%
September 2016	1,627	1,459	+11.5%
October 2016	1,285	1,270	+1.2%
November 2016	1,266	1,040	+21.7%
December 2016	1,532	1,400	+9.4%
January 2017	1,033	972	+6.3%
February 2017	1,275	1,100	+15.9%
March 2017	1,659	1,487	+11.6%
12-Month Avg	1,519	1,369	+11.0%

Historical Closed Sales by Month

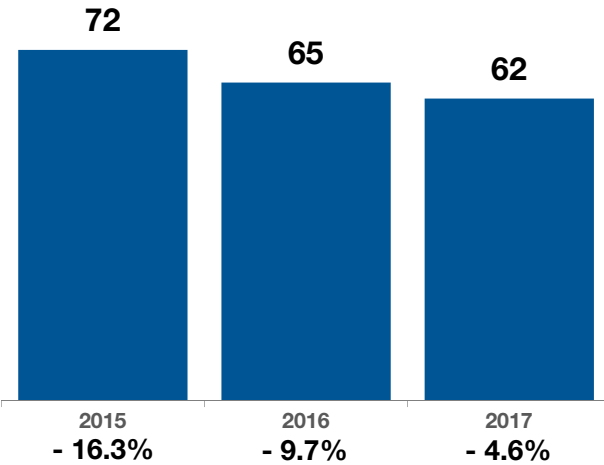


Days on Market Until Sale

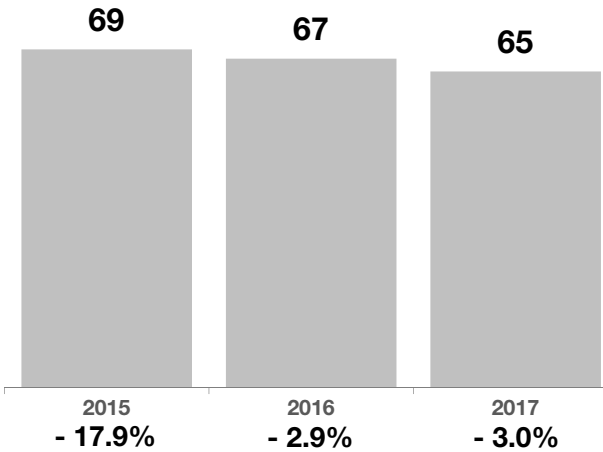
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



Year to Date



Month	Days on Market	Prior Year	Percent Change
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	57	62	-8.1%
January 2017	65	66	-1.5%
February 2017	69	72	-4.2%
March 2017	62	65	-4.6%
12-Month Avg*	57	60	-5.0%

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

Historical Days on Market Until Sale by Month

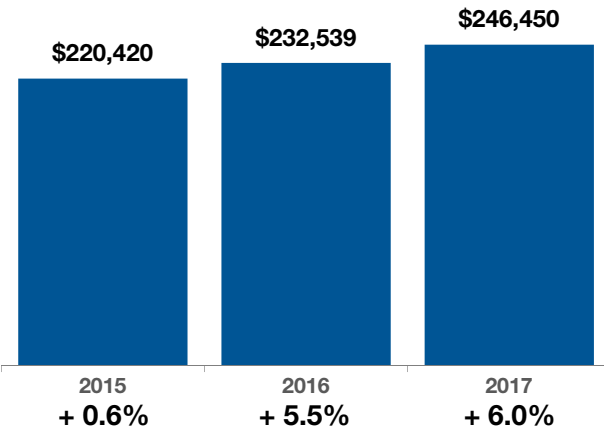


Median Sales Price

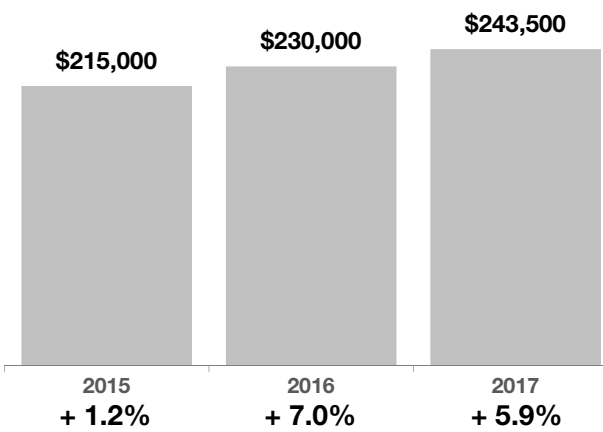
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



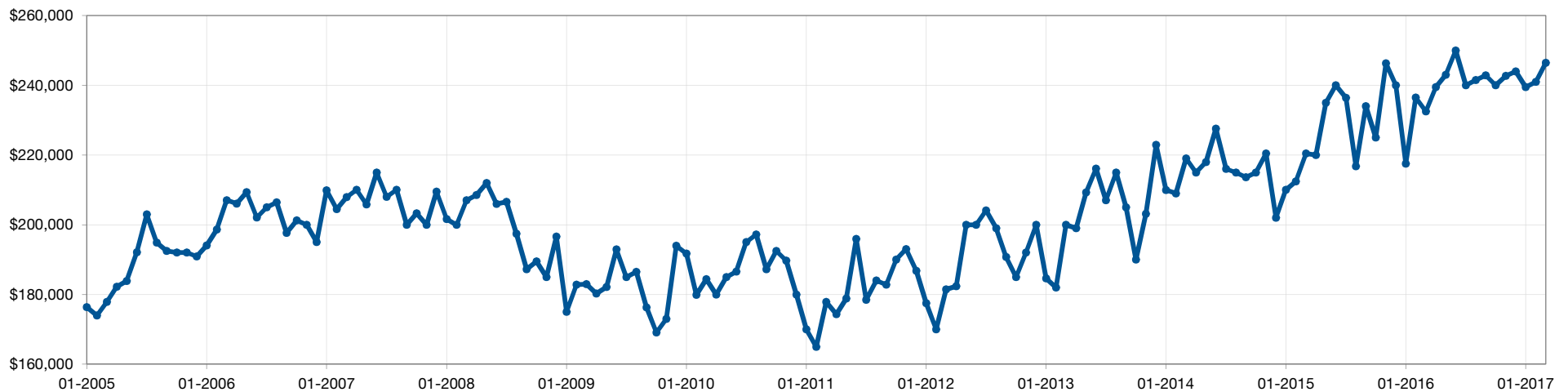
Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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	\$242,878	\$234,000	+3.8%
October 2016	\$240,000	\$225,000	+6.7%
November 2016	\$242,710	\$246,270	-1.4%
December 2016	\$244,000	\$240,000	+1.7%
January 2017	\$239,500	\$217,500	+10.1%
February 2017	\$241,000	\$236,484	+1.9%
March 2017	\$246,450	\$232,539	+6.0%
12-Month Med*	\$243,000	\$232,000	+4.7%

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

Historical Median Sales Price by Month

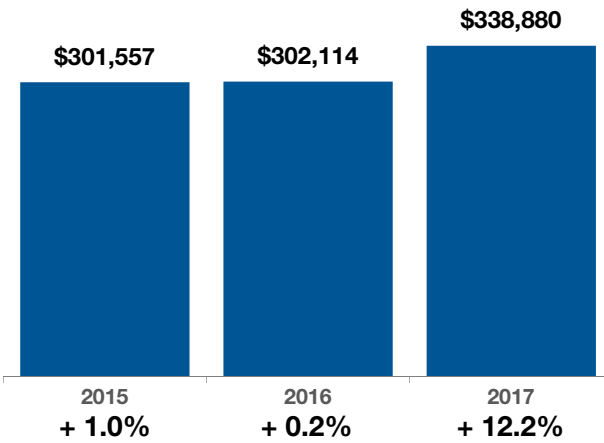


Average Sales Price

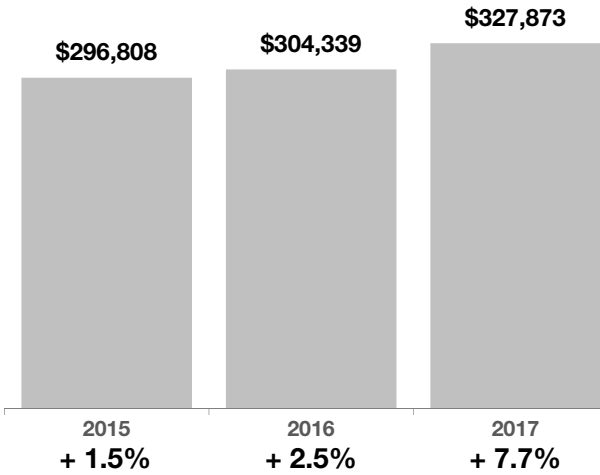
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



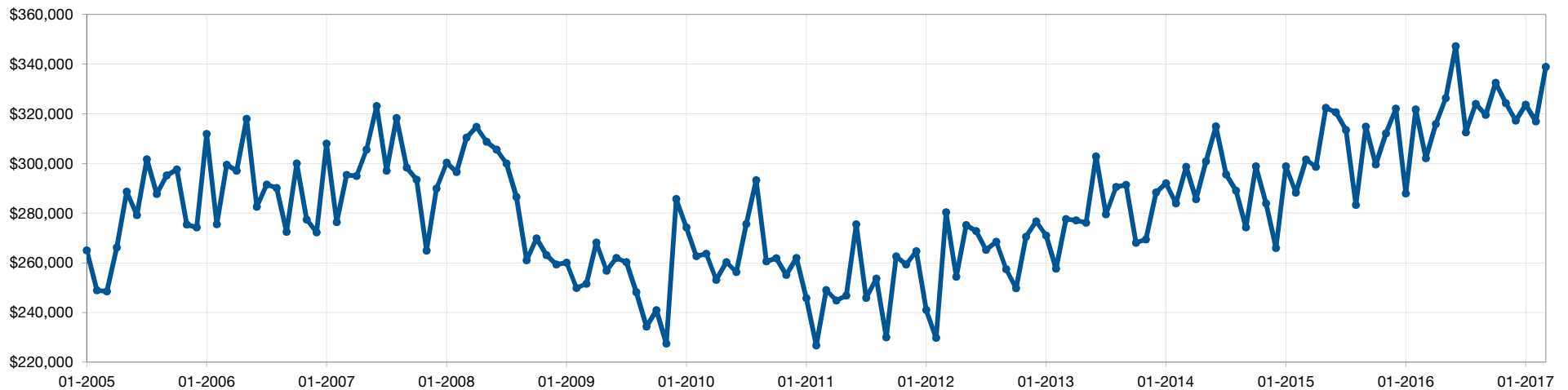
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
April 2016	\$315,931	\$298,677	+5.8%
May 2016	\$326,279	\$322,352	+1.2%
June 2016	\$347,167	\$320,652	+8.3%
July 2016	\$312,499	\$313,421	-0.3%
August 2016	\$324,016	\$283,346	+14.4%
September 2016	\$319,550	\$314,837	+1.5%
October 2016	\$332,444	\$299,631	+11.0%
November 2016	\$324,251	\$312,093	+3.9%
December 2016	\$317,298	\$322,123	-1.5%
January 2017	\$323,656	\$287,971	+12.4%
February 2017	\$316,952	\$321,809	-1.5%
March 2017	\$338,880	\$302,114	+12.2%
12-Month Avg*	\$324,910	\$308,252	+5.4%

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

Historical Average Sales Price by Month

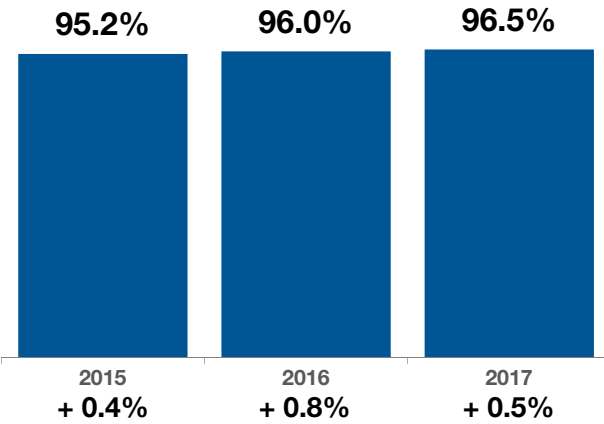


Percent of Original List Price Received

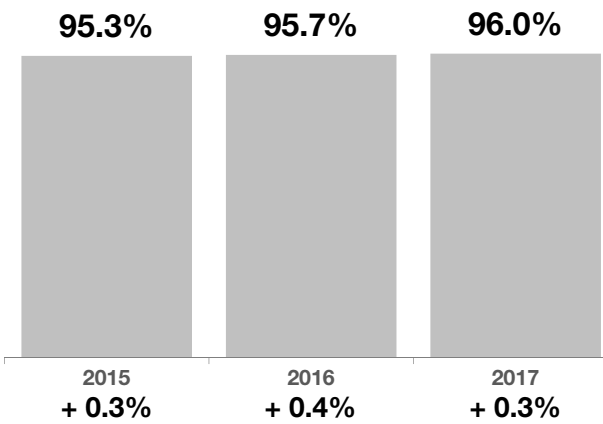
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
February 2017	95.7%	95.5%	+0.2%
March 2017	96.5%	96.0%	+0.5%
12-Month Avg*	96.5%	96.0%	+0.5%

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

Historical Percent of Original List Price Received by Month

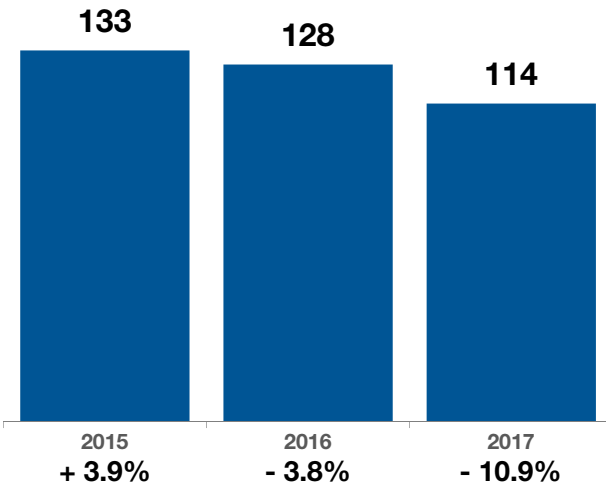


Housing Affordability Index

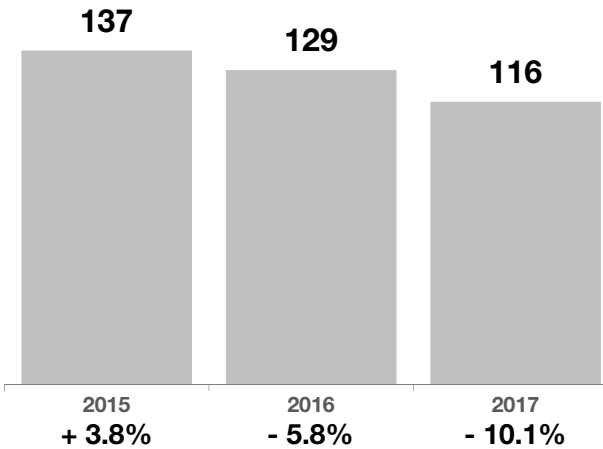
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



March



Year to Date



	Affordability Index	Prior Year	Percent Change
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%
February 2017	117	127	-7.9%
March 2017	114	128	-10.9%
12-Month Avg	121	127	-4.3%

Historical Housing Affordability Index by Month

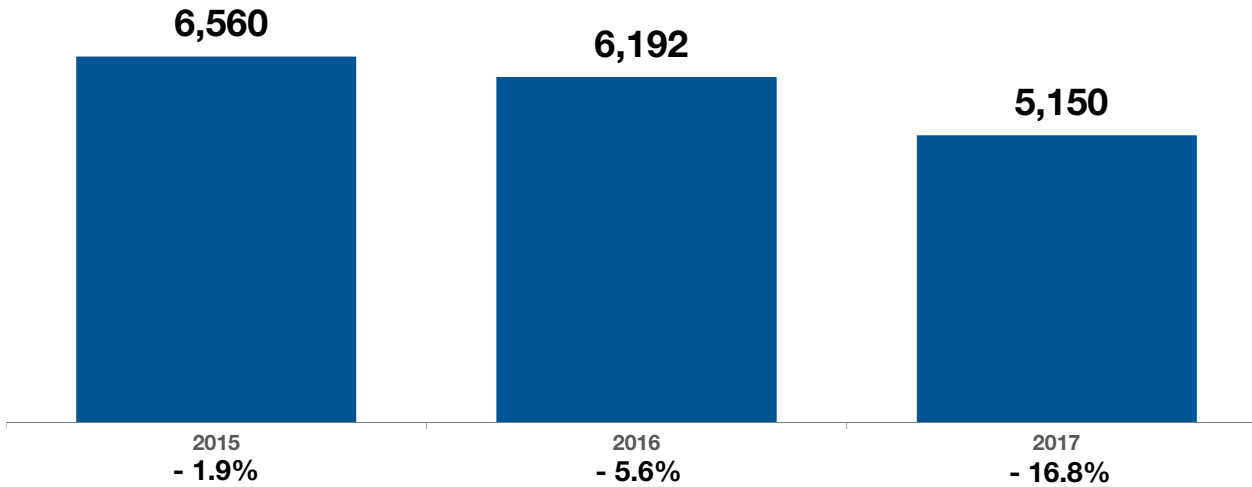


Inventory of Homes for Sale

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



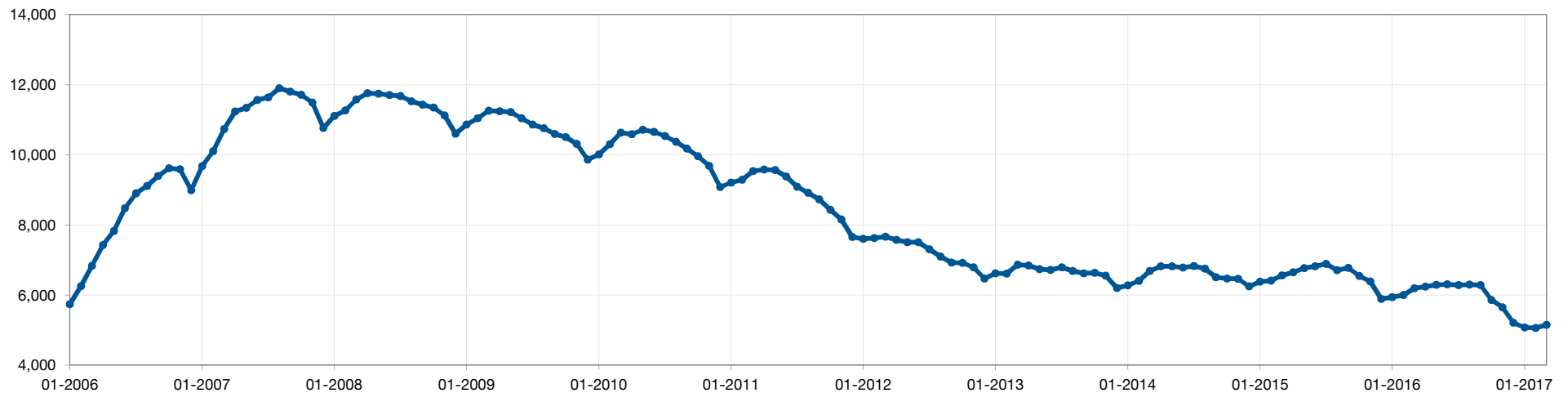
March



Homes for Sale	Prior Year	Percent Change
April 2016	6,238	6,653 -6.2%
May 2016	6,290	6,769 -7.1%
June 2016	6,311	6,825 -7.5%
July 2016	6,287	6,887 -8.7%
August 2016	6,303	6,707 -6.0%
September 2016	6,288	6,775 -7.2%
October 2016	5,859	6,549 -10.5%
November 2016	5,652	6,392 -11.6%
December 2016	5,213	5,891 -11.5%
January 2017	5,074	5,941 -14.6%
February 2017	5,061	6,003 -15.7%
March 2017	5,150	6,192 -16.8%
12-Month Avg*	5,811	6,098 -4.7%

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

Historical Inventory of Homes for Sale by Month

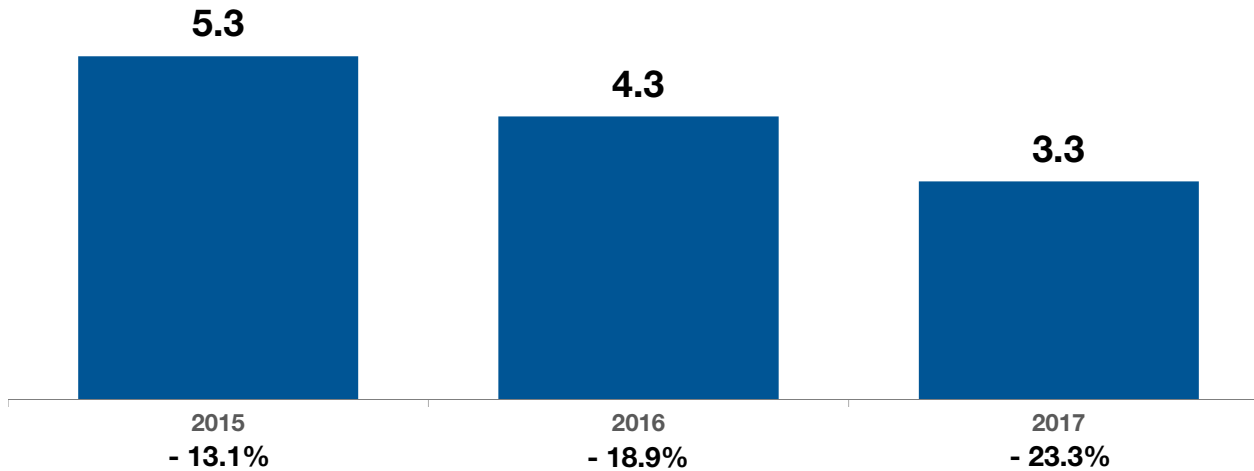


Months Supply of Inventory

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.



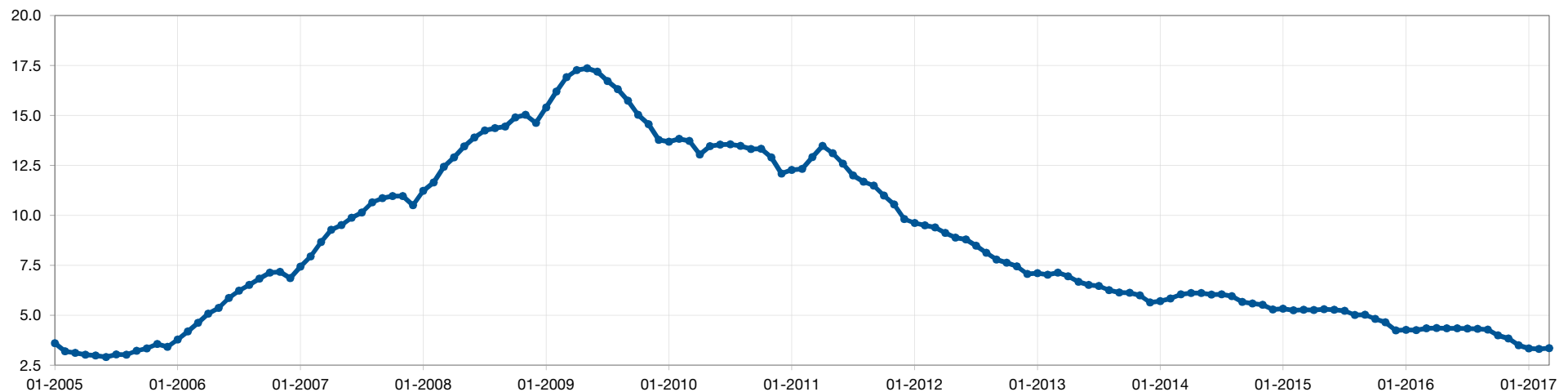
March



Months Supply		Prior Year	Percent Change
April 2016	4.4	5.3	-17.0%
May 2016	4.4	5.3	-17.0%
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	4.3	5.0	-14.0%
October 2016	4.0	4.8	-16.7%
November 2016	3.8	4.7	-19.1%
December 2016	3.5	4.2	-16.7%
January 2017	3.3	4.3	-23.3%
February 2017	3.3	4.3	-23.3%
March 2017	3.3	4.3	-23.3%
12-Month Avg*	3.9	4.8	-18.8%

* Months Supply for all properties from April 2016 through March 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®



March 2017

Low supply and steadily rising rates and prices have been the story so far after the first quarter of the year zipped by. The storylines are not expected to change as we work our way into the busiest months of the real estate sales cycle. For the 12-month period spanning April 2016 through March 2017, Pending Sales in the state of South Carolina were up 8.0 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 16.5 percent.

The overall Median Sales Price were up 4.7 percent to \$243,000. The property type with the largest price gain was the Condos segment, where prices increased 4.3 percent to \$192,500. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 42 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 16.8 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 15.6 percent. That amounts to 3.3 months supply for Single-Family homes and 3.1 months supply for Condos.

Quick Facts

+ 16.5%

+ 13.8%

+ 19.6%

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



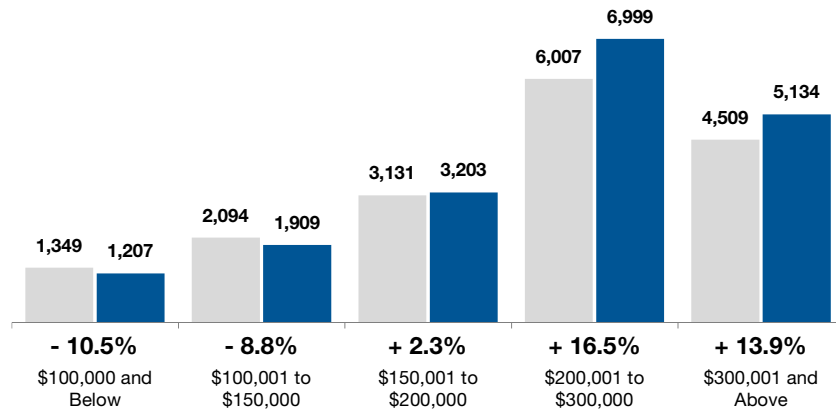
Pending Sales

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



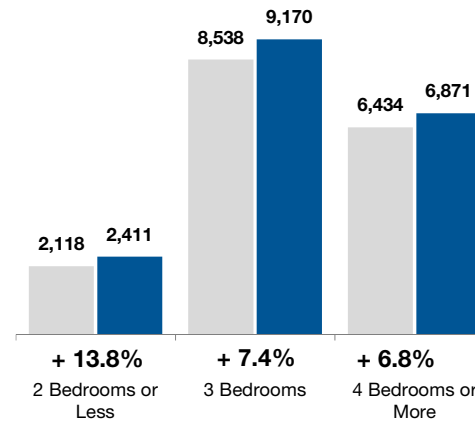
By Price Range

■ 3-2016 ■ 3-2017



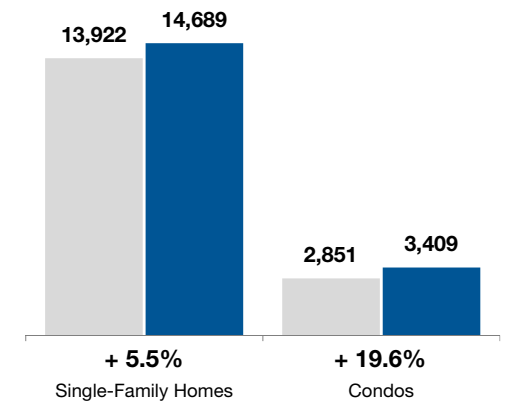
By Bedroom Count

■ 3-2016 ■ 3-2017



By Property Type

■ 3-2016 ■ 3-2017



All Properties

By Price Range	3-2016	3-2017	Change
\$100,000 and Below	1,349	1,207	- 10.5%
\$100,001 to \$150,000	2,094	1,909	- 8.8%
\$150,001 to \$200,000	3,131	3,203	+ 2.3%
\$200,001 to \$300,000	6,007	6,999	+ 16.5%
\$300,001 and Above	4,509	5,134	+ 13.9%
All Price Ranges	17,090	18,452	+ 8.0%

Single-Family Homes

3-2016	3-2017	Change	3-2016	3-2017	Change
924	692	- 25.1%	234	297	+ 26.9%
1,292	1,074	- 16.9%	720	752	+ 4.4%
2,437	2,415	- 0.9%	673	758	+ 12.6%
5,343	6,039	+ 13.0%	648	939	+ 44.9%
3,926	4,469	+ 13.8%	576	663	+ 15.1%
13,922	14,689	+ 5.5%	2,851	3,409	+ 19.6%

Condos

By Bedroom Count	3-2016	3-2017	Change
2 Bedrooms or Less	2,118	2,411	+ 13.8%
3 Bedrooms	8,538	9,170	+ 7.4%
4 Bedrooms or More	6,434	6,871	+ 6.8%
All Bedroom Counts	17,090	18,452	+ 8.0%

3-2016	3-2017	Change	3-2016	3-2017	Change
586	640	+ 9.2%	1,451	1,686	+ 16.2%
7,141	7,457	+ 4.4%	1,237	1,524	+ 23.2%
6,195	6,592	+ 6.4%	163	199	+ 22.1%
13,922	14,689	+ 5.5%	2,851	3,409	+ 19.6%

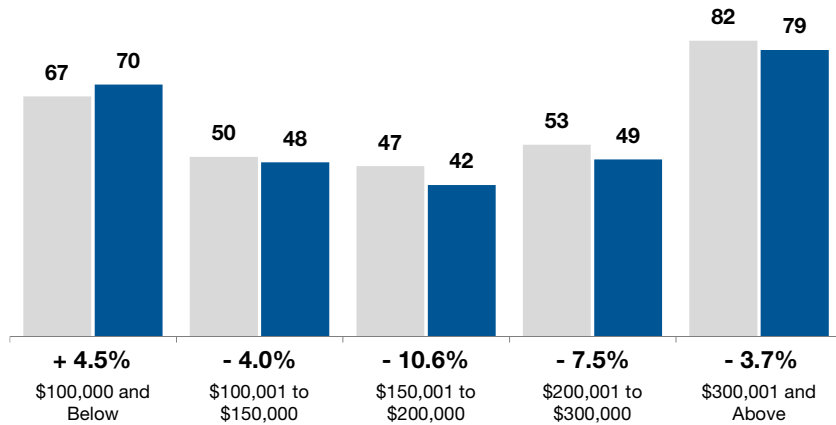
Days on Market Until Sale

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



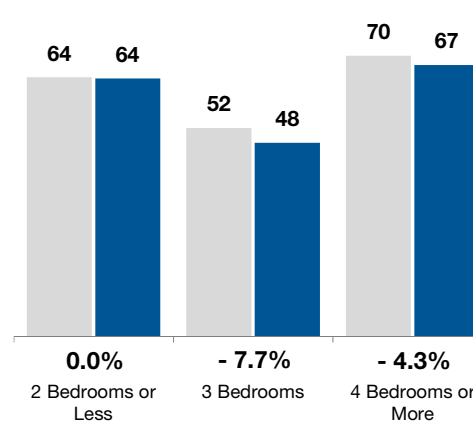
By Price Range

■ 3-2016 ■ 3-2017



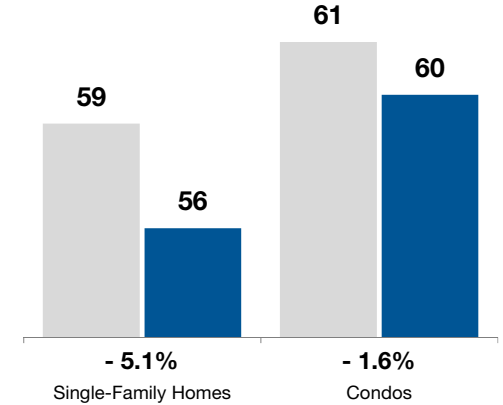
By Bedroom Count

■ 3-2016 ■ 3-2017



By Property Type

■ 3-2016 ■ 3-2017



All Properties

By Price Range

	3-2016	3-2017	Change
\$100,000 and Below	67	70	+ 4.5%
\$100,001 to \$150,000	50	48	- 4.0%
\$150,001 to \$200,000	47	42	- 10.6%
\$200,001 to \$300,000	53	49	- 7.5%
\$300,001 and Above	82	79	- 3.7%
All Price Ranges	60	57	- 5.0%

Single-Family Homes

	3-2016	3-2017	Change
2 Bedrooms or Less	60	65	+ 8.3%
3 Bedrooms	45	39	- 13.3%
4 Bedrooms or More	47	41	- 12.8%
	53	49	- 7.5%
	80	78	- 2.5%
All Single-Family Homes	59	56	- 5.1%

Condos

	3-2016	3-2017	Change
Single-Family Homes	69	60	- 13.0%
Condos	55	59	+ 7.3%
	45	45	0.0%
	57	51	- 10.5%
	94	89	- 5.3%
All Condos	61	60	- 1.6%

By Bedroom Count

	3-2016	3-2017	Change
2 Bedrooms or Less	64	64	0.0%
3 Bedrooms	52	48	- 7.7%
4 Bedrooms or More	70	67	- 4.3%
All Bedroom Counts	60	57	- 5.0%

	3-2016	3-2017	Change
2 Bedrooms or Less	63	58	- 7.9%
3 Bedrooms	49	46	- 6.1%
4 Bedrooms or More	70	67	- 4.3%
All Single-Family Homes	59	56	- 5.1%
Single-Family Homes	64	62	- 3.1%
Condos	59	55	- 6.8%
	60	75	+ 25.0%
All Condos	61	60	- 1.6%

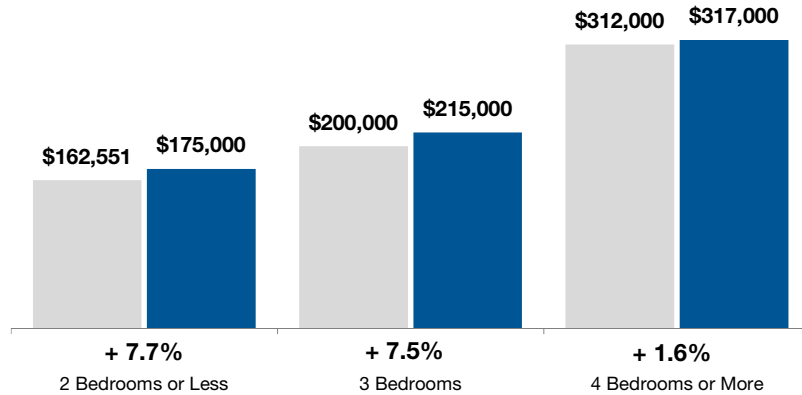
Median Sales Price

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



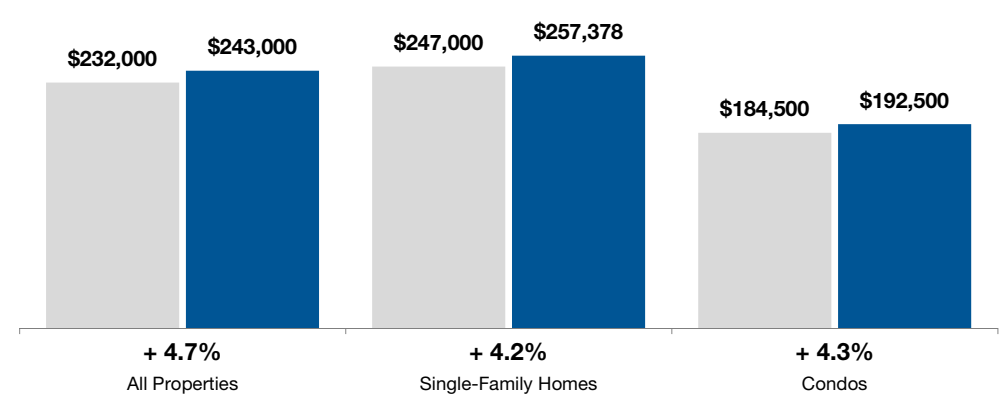
By Bedroom Count

■ 3-2016 ■ 3-2017



By Property Type

■ 3-2016 ■ 3-2017



All Properties

By Bedroom Count

	3-2016	3-2017	Change
2 Bedrooms or Less	\$162,551	\$175,000	+ 7.7%
3 Bedrooms	\$200,000	\$215,000	+ 7.5%
4 Bedrooms or More	\$312,000	\$317,000	+ 1.6%
All Bedroom Counts	\$232,000	\$243,000	+ 4.7%

Single-Family Homes

	3-2016	3-2017	Change	3-2016	3-2017	Change
	\$196,000	\$225,000	+ 14.8%	\$159,000	\$170,000	+ 6.9%
	\$203,000	\$219,111	+ 7.9%	\$200,000	\$210,851	+ 5.4%
	\$314,815	\$319,000	+ 1.3%	\$318,315	\$331,250	+ 4.1%
All Properties	\$247,000	\$257,378	+ 4.2%	\$184,500	\$192,500	+ 4.3%

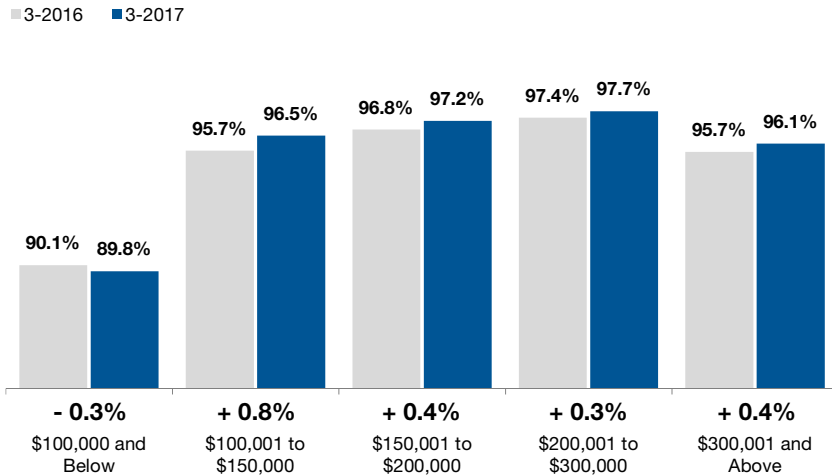
Condos

Percent of Original List Price Received

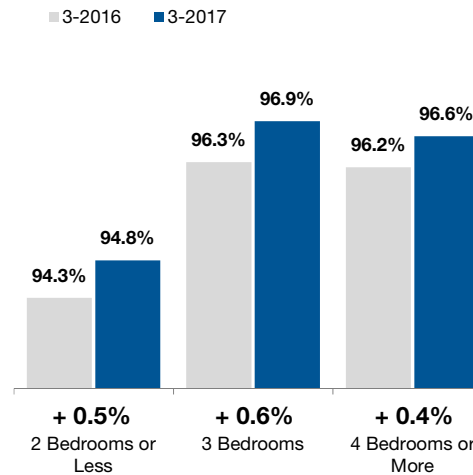
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



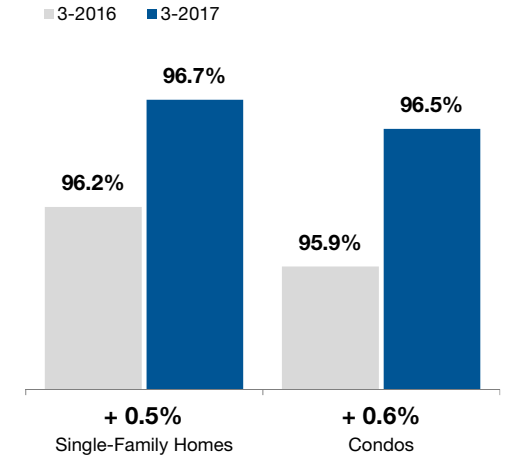
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	3-2016	3-2017	Change
\$100,000 and Below	90.1%	89.8%	- 0.3%
\$100,001 to \$150,000	95.7%	96.5%	+ 0.8%
\$150,001 to \$200,000	96.8%	97.2%	+ 0.4%
\$200,001 to \$300,000	97.4%	97.7%	+ 0.3%
\$300,001 and Above	95.7%	96.1%	+ 0.4%
All Price Ranges	96.0%	96.5%	+ 0.5%

Single-Family Homes

3-2016	3-2017	Change
90.4%	89.2%	- 1.3%
95.6%	96.3%	+ 0.7%
96.8%	97.3%	+ 0.5%
97.4%	97.8%	+ 0.4%
95.7%	96.0%	+ 0.3%
96.2%	96.7%	+ 0.5%

Condos

3-2016	3-2017	Change
91.7%	92.2%	+ 0.5%
96.3%	96.9%	+ 0.6%
96.9%	97.2%	+ 0.3%
96.9%	97.2%	+ 0.3%
95.2%	96.4%	+ 1.3%
95.9%	96.5%	+ 0.6%

By Bedroom Count

3-2016	3-2017	Change
94.3%	94.8%	+ 0.5%
96.3%	96.9%	+ 0.6%
96.2%	96.6%	+ 0.4%
96.0%	96.5%	+ 0.5%

3-2016	3-2017	Change	3-2016	3-2017	Change
94.3%	94.4%	+ 0.1%	94.8%	95.5%	+ 0.7%
96.3%	96.8%	+ 0.5%	97.1%	97.7%	+ 0.6%
96.2%	96.7%	+ 0.5%	96.8%	96.8%	0.0%
96.2%	96.7%	+ 0.5%	95.9%	96.5%	+ 0.6%

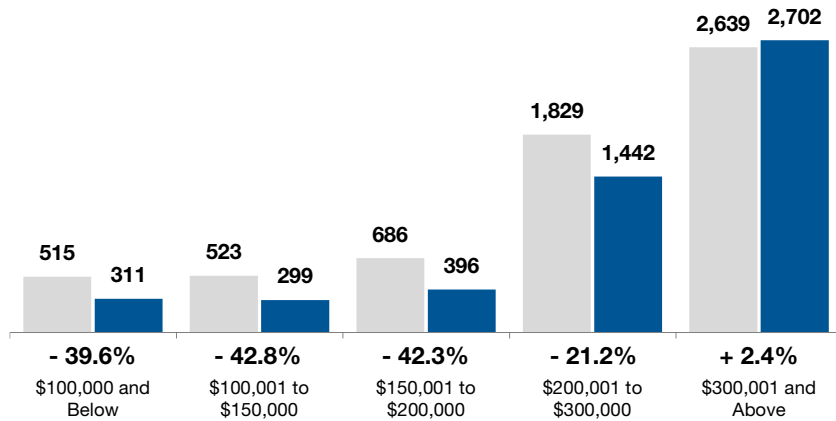
Inventory of Homes for Sale

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



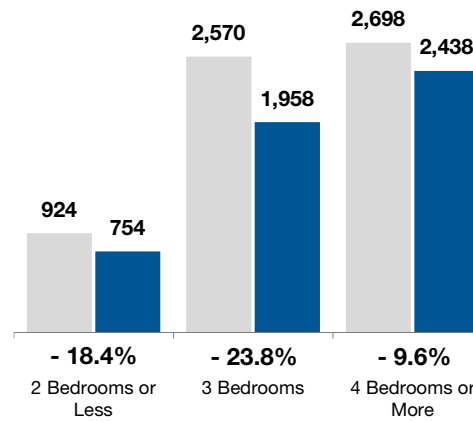
By Price Range

■ 3-2016 ■ 3-2017



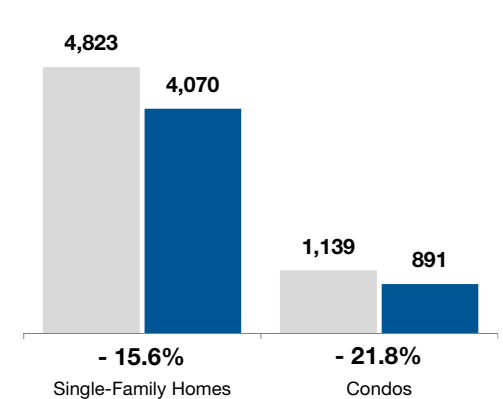
By Bedroom Count

■ 3-2016 ■ 3-2017



By Property Type

■ 3-2016 ■ 3-2017



All Properties

By Price Range	3-2016	3-2017	Change
\$100,000 and Below	515	311	- 39.6%
\$100,001 to \$150,000	523	299	- 42.8%
\$150,001 to \$200,000	686	396	- 42.3%
\$200,001 to \$300,000	1,829	1,442	- 21.2%
\$300,001 and Above	2,639	2,702	+ 2.4%
All Price Ranges	6,192	5,150	- 16.8%

Single-Family Homes

3-2016	3-2017	Change	3-2016	3-2017	Change
290	171	- 41.0%	90	43	- 52.2%
247	139	- 43.7%	229	110	- 52.0%
501	244	- 51.3%	160	126	- 21.3%
1,578	1,217	- 22.9%	238	214	- 10.1%
2,207	2,299	+ 4.2%	422	398	- 5.7%
4,823	4,070	- 15.6%	1,139	891	- 21.8%

Condos

By Bedroom Count	3-2016	3-2017	Change
2 Bedrooms or Less	924	754	- 18.4%
3 Bedrooms	2,570	1,958	- 23.8%
4 Bedrooms or More	2,698	2,438	- 9.6%
All Bedroom Counts	6,192	5,150	- 16.8%

3-2016	3-2017	Change	3-2016	3-2017	Change
218	191	- 12.4%	611	497	- 18.7%
2,004	1,544	- 23.0%	464	322	- 30.6%
2,601	2,335	- 10.2%	64	72	+ 12.5%
4,823	4,070	- 15.6%	1,139	891	- 21.8%

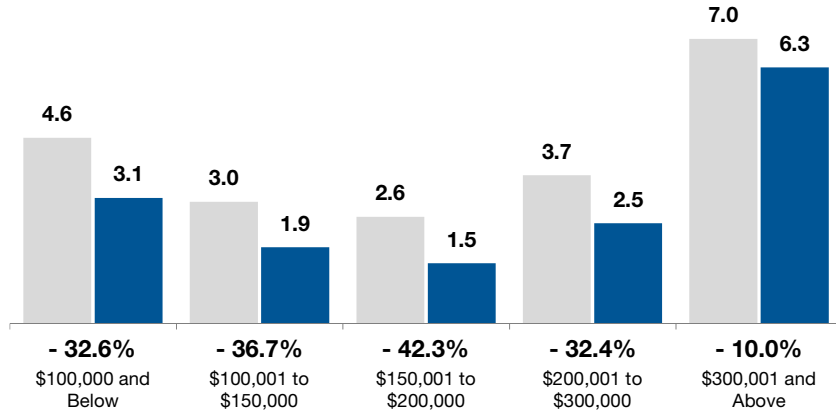
Months Supply of Inventory

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.**



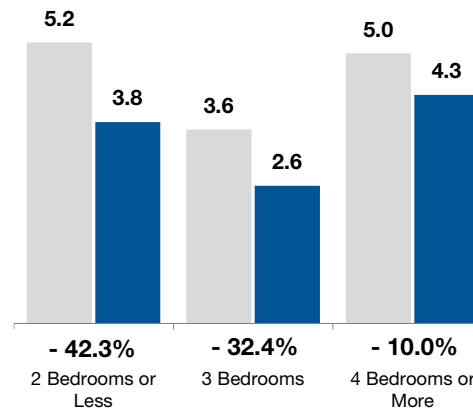
By Price Range

3-2016 3-2017



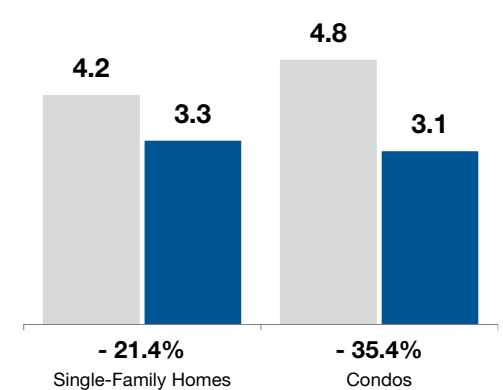
By Bedroom Count

3-2016 3-2017



By Property Type

3-2016 3-2017



All Properties

By Price Range

	3-2016	3-2017	Change
\$100,000 and Below	4.6	3.1	- 32.6%
\$100,001 to \$150,000	3.0	1.9	- 36.7%
\$150,001 to \$200,000	2.6	1.5	- 42.3%
\$200,001 to \$300,000	3.7	2.5	- 32.4%
\$300,001 and Above	7.0	6.3	- 10.0%
All Price Ranges	4.3	3.3	- 23.3%

Single-Family Homes

	3-2016	3-2017	Change
2 Bedrooms or Less	5.2	3.8	- 42.3%
3 Bedrooms	3.6	2.6	- 32.4%
4 Bedrooms or More	5.0	4.3	- 10.0%
All Single-Family Homes	4.2	3.3	- 21.4%

Condos

	3-2016	3-2017	Change
\$100,000 and Below	4.6	1.7	- 63.0%
\$100,001 to \$150,000	3.8	1.8	- 52.6%
\$150,001 to \$200,000	2.9	2.0	- 31.0%
\$200,001 to \$300,000	4.4	2.7	- 38.6%
\$300,001 and Above	8.8	7.2	- 18.2%
All Condos	4.8	3.1	- 35.4%

By Bedroom Count

	3-2016	3-2017	Change
2 Bedrooms or Less	5.2	3.8	- 42.3%
3 Bedrooms	3.6	2.6	- 32.4%
4 Bedrooms or More	5.0	4.3	- 10.0%
All Bedroom Counts	4.3	3.3	- 23.3%

	3-2016	3-2017	Change
2 Bedrooms or Less	5.2	3.8	- 42.3%
3 Bedrooms	3.6	2.6	- 32.4%
4 Bedrooms or More	5.0	4.3	- 10.0%
All Single-Family Homes	4.2	3.3	- 21.4%

	3-2016	3-2017	Change
\$100,000 and Below	4.6	1.7	- 63.0%
\$100,001 to \$150,000	3.8	1.8	- 52.6%
\$150,001 to \$200,000	2.9	2.0	- 31.0%
\$200,001 to \$300,000	4.4	2.7	- 38.6%
\$300,001 and Above	8.8	7.2	- 18.2%
All Condos	4.8	3.1	- 35.4%

Local Market Update – March 2017

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



Berkeley County

County: BER

Single-Family Detached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	480	520	+ 8.3%	1,241	1,386	+ 11.7%
Closed Sales	344	343	- 0.3%	791	898	+ 13.5%
Median Sales Price*	\$222,900	\$224,291	+ 0.6%	\$215,000	\$227,000	+ 5.6%
Average Sales Price*	\$248,676	\$266,713	+ 7.3%	\$246,202	\$259,473	+ 5.4%
Percent of Original List Price Received*	97.6%	97.5%	- 0.1%	97.2%	97.3%	+ 0.1%
Days on Market Until Sale	54	47	- 13.0%	55	48	- 12.7%
Inventory of Homes for Sale	1,084	906	- 16.4%	--	--	--

* 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.

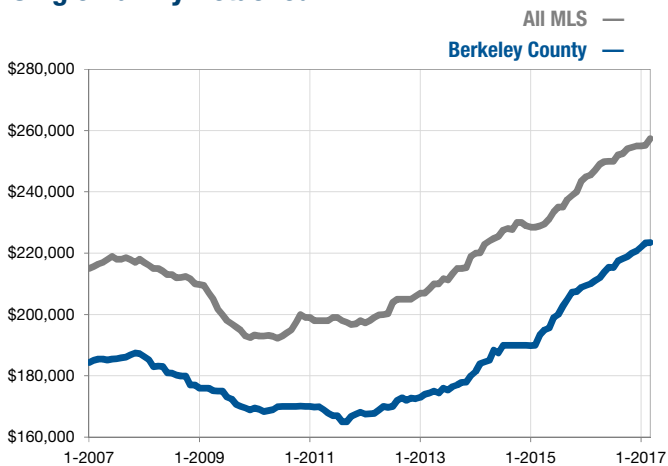
Townhouse-Condo Attached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	90	79	- 12.2%	185	242	+ 30.8%
Closed Sales	37	65	+ 75.7%	87	138	+ 58.6%
Median Sales Price*	\$130,000	\$168,000	+ 29.2%	\$135,000	\$151,551	+ 12.3%
Average Sales Price*	\$211,893	\$227,555	+ 7.4%	\$208,555	\$203,549	- 2.4%
Percent of Original List Price Received*	96.1%	98.4%	+ 2.4%	96.9%	98.0%	+ 1.1%
Days on Market Until Sale	41	61	+ 48.8%	49	60	+ 22.4%
Inventory of Homes for Sale	174	150	- 13.8%	--	--	--

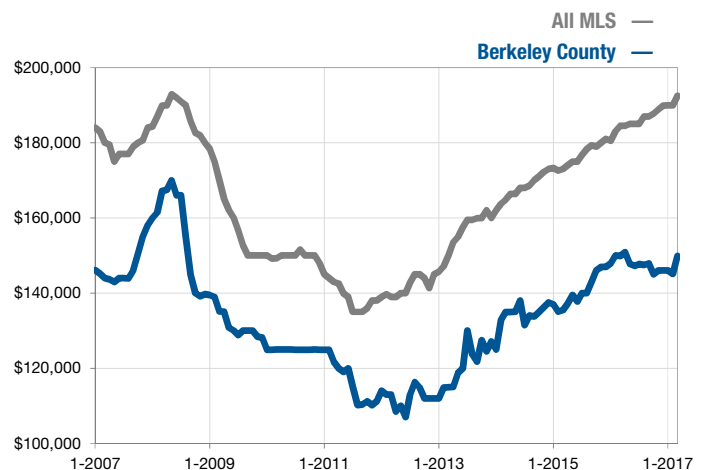
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Charleston County

County: CHS

Single-Family Detached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	956	1,043	+ 9.1%	2,464	2,594	+ 5.3%
Closed Sales	574	613	+ 6.8%	1,405	1,461	+ 4.0%
Median Sales Price*	\$321,500	\$349,000	+ 8.6%	\$311,000	\$342,500	+ 10.1%
Average Sales Price*	\$405,547	\$467,882	+ 15.4%	\$414,027	\$459,348	+ 10.9%
Percent of Original List Price Received*	95.9%	95.9%	0.0%	95.5%	95.4%	- 0.1%
Days on Market Until Sale	65	66	+ 1.5%	67	71	+ 6.0%
Inventory of Homes for Sale	2,433	2,122	- 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.

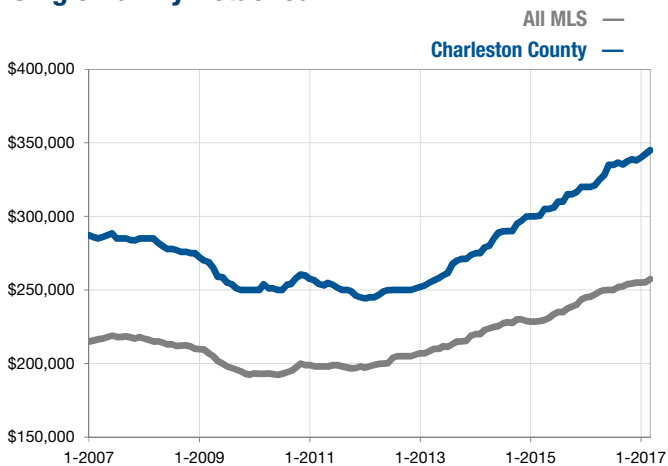
Townhouse-Condo Attached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	337	322	- 4.5%	826	818	- 1.0%
Closed Sales	179	248	+ 38.5%	442	546	+ 23.5%
Median Sales Price*	\$215,000	\$233,450	+ 8.6%	\$212,750	\$225,000	+ 5.8%
Average Sales Price*	\$308,422	\$345,823	+ 12.1%	\$291,053	\$317,772	+ 9.2%
Percent of Original List Price Received*	95.3%	96.1%	+ 0.8%	95.1%	95.8%	+ 0.7%
Days on Market Until Sale	71	66	- 7.0%	71	70	- 1.4%
Inventory of Homes for Sale	810	659	- 18.6%	--	--	--

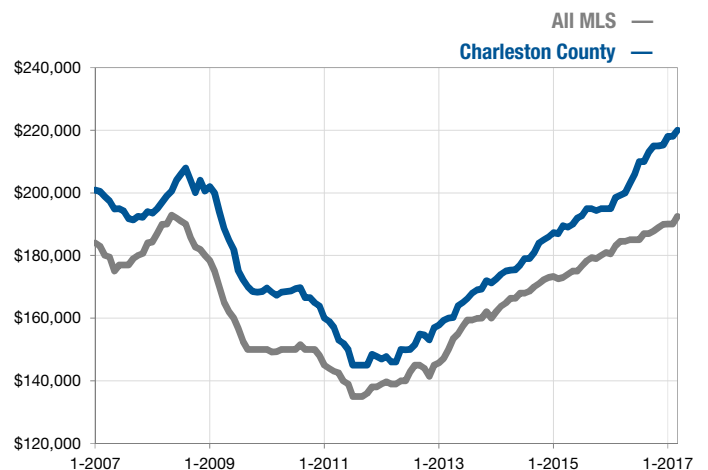
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Colleton County

Area 82

Single-Family Detached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	29	28	- 3.4%	94	78	- 17.0%
Closed Sales	18	11	- 38.9%	48	30	- 37.5%
Median Sales Price*	\$126,500	\$149,000	+ 17.8%	\$118,250	\$120,000	+ 1.5%
Average Sales Price*	\$177,889	\$139,409	- 21.6%	\$143,553	\$128,383	- 10.6%
Percent of Original List Price Received*	88.1%	91.0%	+ 3.3%	89.8%	86.8%	- 3.3%
Days on Market Until Sale	166	164	- 1.2%	143	166	+ 16.1%
Inventory of Homes for Sale	164	142	- 13.4%	--	--	--

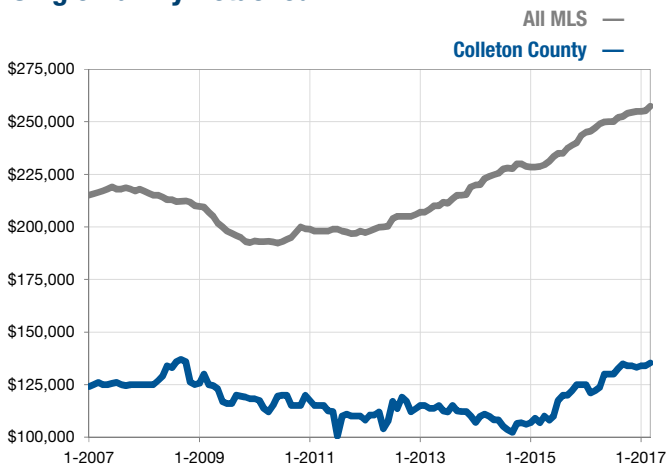
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	March			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	--	--	--	--

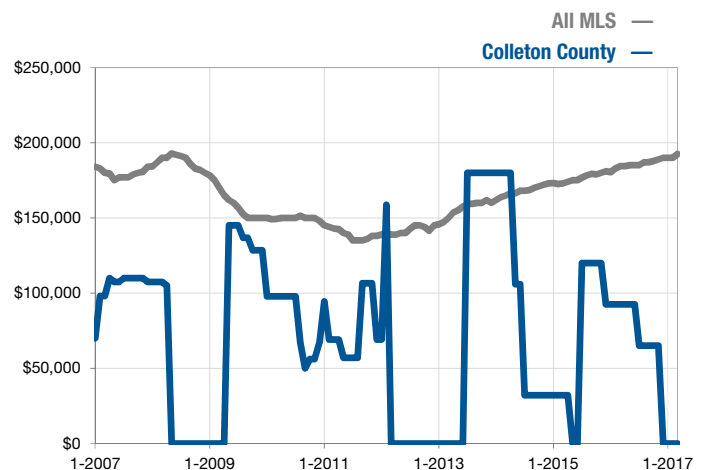
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Daniel Island

Area 77

Single-Family Detached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	27	41	+ 51.9%	75	109	+ 45.3%
Closed Sales	11	13	+ 18.2%	30	31	+ 3.3%
Median Sales Price*	\$850,000	\$832,346	- 2.1%	\$789,500	\$832,184	+ 5.4%
Average Sales Price*	\$958,905	\$1,071,304	+ 11.7%	\$891,086	\$960,355	+ 7.8%
Percent of Original List Price Received*	96.5%	99.5%	+ 3.1%	95.8%	99.0%	+ 3.3%
Days on Market Until Sale	68	36	- 47.1%	63	55	- 12.7%
Inventory of Homes for Sale	70	99	+ 41.4%	--	--	--

* 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.

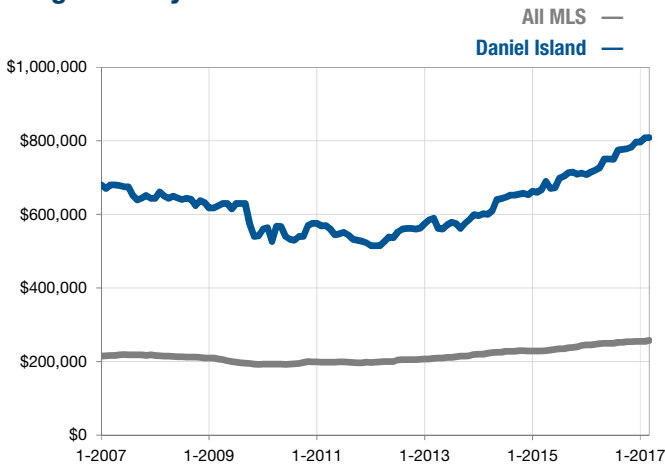
Townhouse-Condo Attached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	25	23	- 8.0%	50	69	+ 38.0%
Closed Sales	11	15	+ 36.4%	23	28	+ 21.7%
Median Sales Price*	\$374,000	\$329,000	- 12.0%	\$351,000	\$387,500	+ 10.4%
Average Sales Price*	\$424,955	\$441,970	+ 4.0%	\$410,894	\$413,502	+ 0.6%
Percent of Original List Price Received*	98.4%	96.4%	- 2.0%	96.8%	97.1%	+ 0.3%
Days on Market Until Sale	16	87	+ 443.8%	35	58	+ 65.7%
Inventory of Homes for Sale	49	61	+ 24.5%	--	--	--

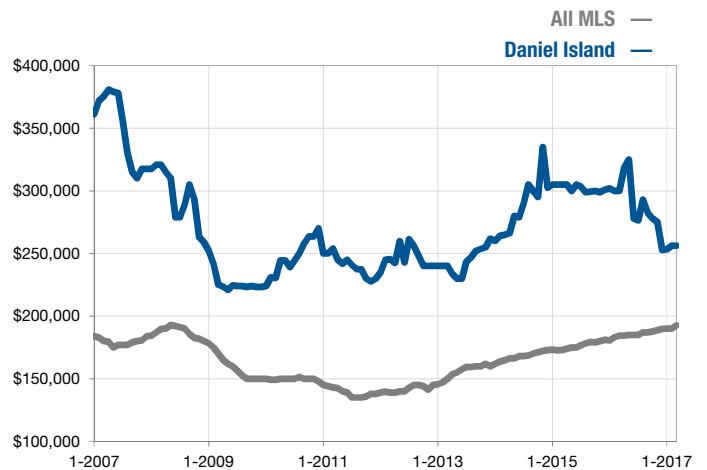
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Dorchester County

County: DOR

Single-Family Detached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	410	421	+ 2.7%	968	1,012	+ 4.5%
Closed Sales	219	269	+ 22.8%	524	638	+ 21.8%
Median Sales Price*	\$209,000	\$225,000	+ 7.7%	\$201,707	\$219,900	+ 9.0%
Average Sales Price*	\$225,914	\$235,329	+ 4.2%	\$218,098	\$232,701	+ 6.7%
Percent of Original List Price Received*	96.7%	97.8%	+ 1.1%	96.2%	96.9%	+ 0.7%
Days on Market Until Sale	57	48	- 15.8%	66	55	- 16.7%
Inventory of Homes for Sale	873	654	- 25.1%	--	--	--

* 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.

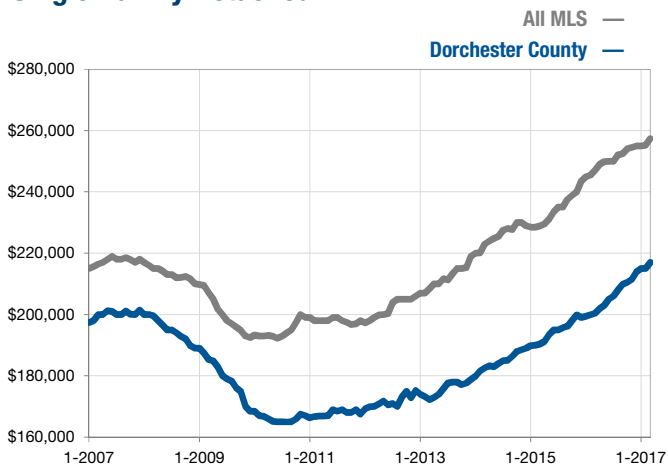
Townhouse-Condo Attached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	37	50	+ 35.1%	122	118	- 3.3%
Closed Sales	37	43	+ 16.2%	81	92	+ 13.6%
Median Sales Price*	\$134,000	\$134,000	0.0%	\$135,000	\$134,950	- 0.0%
Average Sales Price*	\$133,608	\$138,061	+ 3.3%	\$134,078	\$138,716	+ 3.5%
Percent of Original List Price Received*	97.1%	97.8%	+ 0.7%	96.1%	97.6%	+ 1.6%
Days on Market Until Sale	72	55	- 23.6%	75	56	- 25.3%
Inventory of Homes for Sale	110	48	- 56.4%	--	--	--

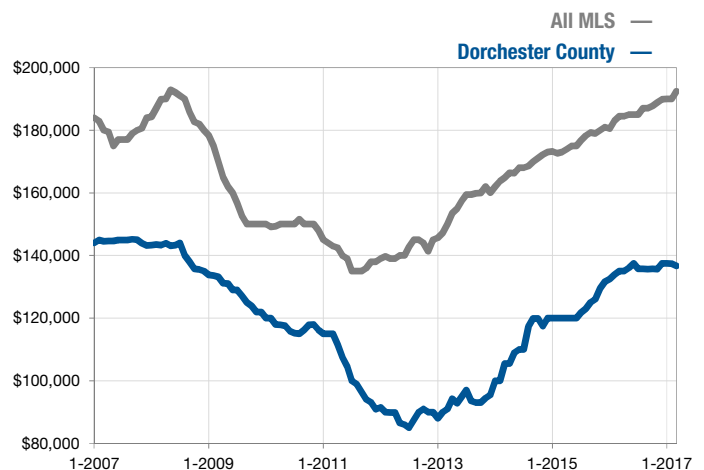
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Dorchester Road Corridor

Area 61

Single-Family Detached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	149	130	- 12.8%	325	310	- 4.6%
Closed Sales	70	82	+ 17.1%	171	199	+ 16.4%
Median Sales Price*	\$201,000	\$229,030	+ 13.9%	\$212,440	\$226,000	+ 6.4%
Average Sales Price*	\$225,368	\$236,273	+ 4.8%	\$222,113	\$237,467	+ 6.9%
Percent of Original List Price Received*	98.4%	98.0%	- 0.4%	96.8%	97.5%	+ 0.7%
Days on Market Until Sale	43	49	+ 14.0%	59	45	- 23.7%
Inventory of Homes for Sale	262	188	- 28.2%	--	--	--

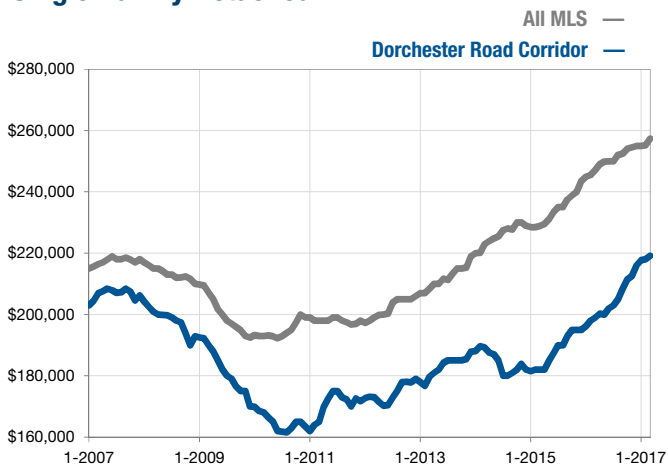
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	18	36	+ 100.0%	69	79	+ 14.5%
Closed Sales	21	22	+ 4.8%	46	53	+ 15.2%
Median Sales Price*	\$151,000	\$138,750	- 8.1%	\$150,000	\$145,000	- 3.3%
Average Sales Price*	\$143,443	\$145,088	+ 1.1%	\$144,646	\$149,541	+ 3.4%
Percent of Original List Price Received*	98.6%	98.2%	- 0.4%	97.2%	99.0%	+ 1.9%
Days on Market Until Sale	68	50	- 26.5%	73	49	- 32.9%
Inventory of Homes for Sale	68	35	- 48.5%	--	--	--

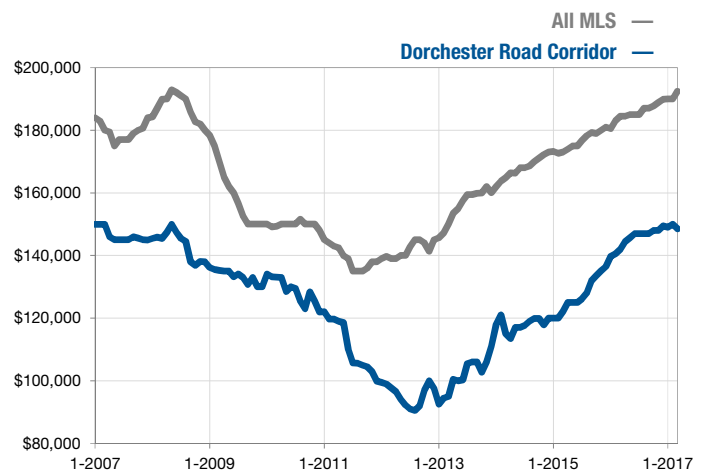
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Downtown Charleston

Area 51

Single-Family Detached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	34	31	- 8.8%	85	74	- 12.9%
Closed Sales	14	20	+ 42.9%	40	47	+ 17.5%
Median Sales Price*	\$800,000	\$1,208,500	+ 51.1%	\$710,000	\$1,197,000	+ 68.6%
Average Sales Price*	\$939,714	\$1,378,900	+ 46.7%	\$926,389	\$1,365,764	+ 47.4%
Percent of Original List Price Received*	91.2%	92.4%	+ 1.3%	90.6%	91.8%	+ 1.3%
Days on Market Until Sale	82	128	+ 56.1%	78	103	+ 32.1%
Inventory of Homes for Sale	134	102	- 23.9%	--	--	--

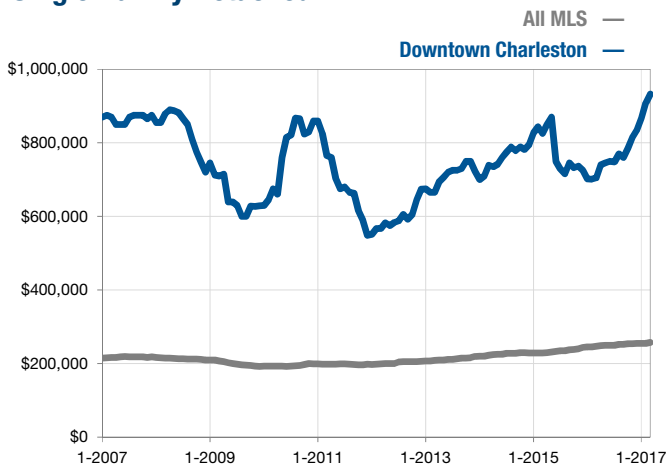
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	37	35	- 5.4%	86	95	+ 10.5%
Closed Sales	17	29	+ 70.6%	40	61	+ 52.5%
Median Sales Price*	\$507,500	\$545,000	+ 7.4%	\$467,000	\$537,500	+ 15.1%
Average Sales Price*	\$677,279	\$690,086	+ 1.9%	\$613,964	\$646,729	+ 5.3%
Percent of Original List Price Received*	93.6%	92.9%	- 0.7%	92.9%	93.5%	+ 0.6%
Days on Market Until Sale	110	82	- 25.5%	112	95	- 15.2%
Inventory of Homes for Sale	117	103	- 12.0%	--	--	--

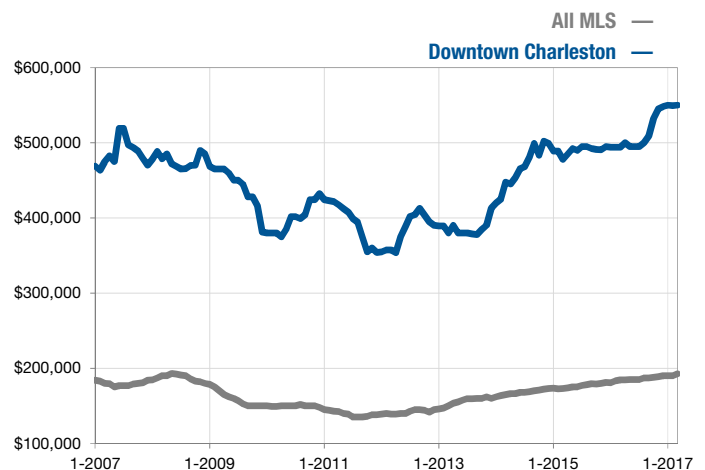
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Edisto Area

Areas 26, 27 & 28

Single-Family Detached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	15	18	+ 20.0%	45	47	+ 4.4%
Closed Sales	9	12	+ 33.3%	25	24	- 4.0%
Median Sales Price*	\$382,400	\$372,500	- 2.6%	\$384,000	\$372,500	- 3.0%
Average Sales Price*	\$327,267	\$423,417	+ 29.4%	\$405,756	\$453,421	+ 11.7%
Percent of Original List Price Received*	92.1%	92.5%	+ 0.4%	92.8%	92.8%	0.0%
Days on Market Until Sale	104	166	+ 59.6%	122	119	- 2.5%
Inventory of Homes for Sale	101	84	- 16.8%	--	--	--

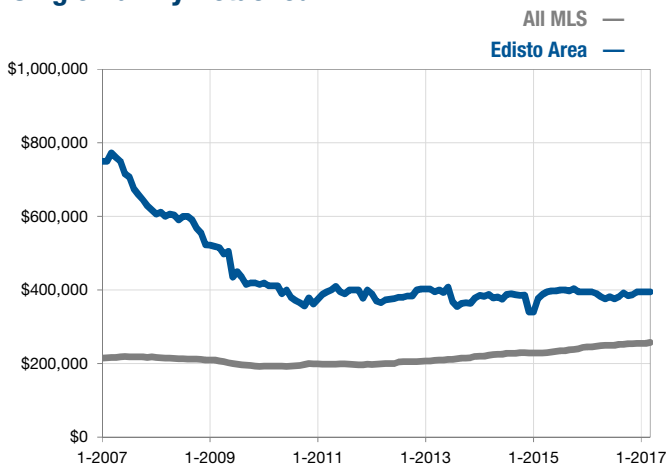
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	5	1	- 80.0%	11	10	- 9.1%
Closed Sales	1	6	+ 500.0%	1	13	+ 1,200.0%
Median Sales Price*	\$100,500	\$199,950	+ 99.0%	\$100,500	\$175,000	+ 74.1%
Average Sales Price*	\$100,500	\$193,817	+ 92.9%	\$100,500	\$176,377	+ 75.5%
Percent of Original List Price Received*	85.5%	94.3%	+ 10.3%	85.5%	92.5%	+ 8.2%
Days on Market Until Sale	198	150	- 24.2%	198	136	- 31.3%
Inventory of Homes for Sale	28	21	- 25.0%	--	--	--

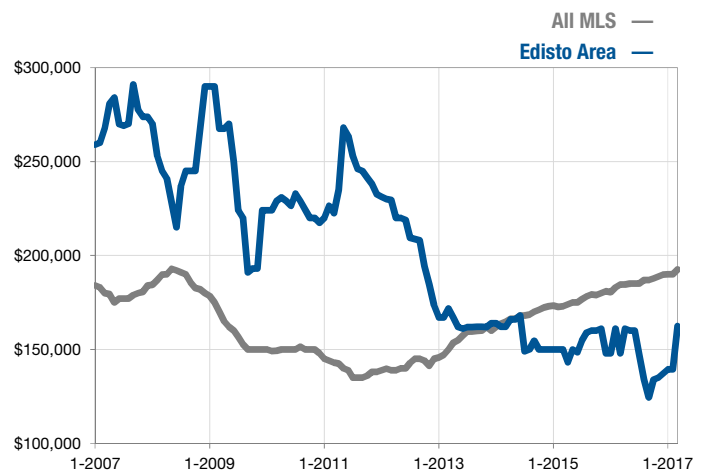
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Folly Beach

Area 22

Single-Family Detached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	12	11	- 8.3%	42	35	- 16.7%
Closed Sales	5	13	+ 160.0%	17	24	+ 41.2%
Median Sales Price*	\$700,000	\$700,000	0.0%	\$569,000	\$721,000	+ 26.7%
Average Sales Price*	\$704,420	\$713,846	+ 1.3%	\$608,653	\$710,323	+ 16.7%
Percent of Original List Price Received*	94.0%	89.4%	- 4.9%	95.3%	89.8%	- 5.8%
Days on Market Until Sale	171	98	- 42.7%	130	107	- 17.7%
Inventory of Homes for Sale	71	37	- 47.9%	--	--	--

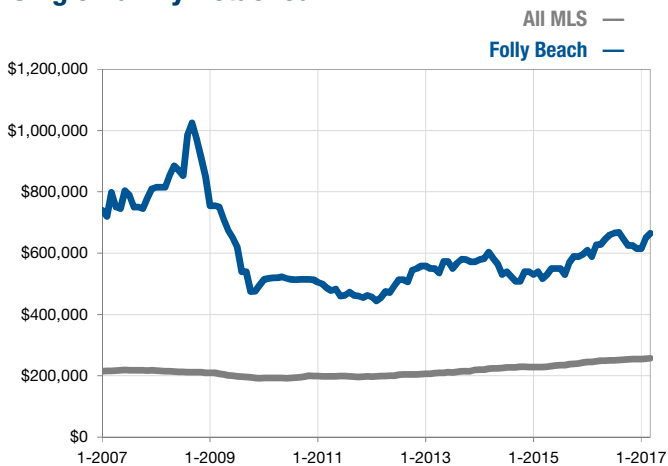
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	11	6	- 45.5%	22	26	+ 18.2%
Closed Sales	4	8	+ 100.0%	12	17	+ 41.7%
Median Sales Price*	\$447,500	\$510,000	+ 14.0%	\$349,000	\$455,000	+ 30.4%
Average Sales Price*	\$490,000	\$483,000	- 1.4%	\$372,125	\$411,912	+ 10.7%
Percent of Original List Price Received*	92.4%	97.4%	+ 5.4%	92.2%	96.4%	+ 4.6%
Days on Market Until Sale	87	15	- 82.8%	119	68	- 42.9%
Inventory of Homes for Sale	33	24	- 27.3%	--	--	--

* 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 – March 2017

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



Goose Creek / Monck's Corner

Areas 72, 73 & 74

Single-Family Detached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	333	341	+ 2.4%	871	946	+ 8.6%
Closed Sales	259	254	- 1.9%	583	677	+ 16.1%
Median Sales Price*	\$215,000	\$215,500	+ 0.2%	\$205,000	\$224,081	+ 9.3%
Average Sales Price*	\$215,879	\$223,216	+ 3.4%	\$210,507	\$231,228	+ 9.8%
Percent of Original List Price Received*	98.4%	97.7%	- 0.7%	98.0%	97.8%	- 0.2%
Days on Market Until Sale	55	42	- 23.6%	55	43	- 21.8%
Inventory of Homes for Sale	742	537	- 27.6%	--	--	--

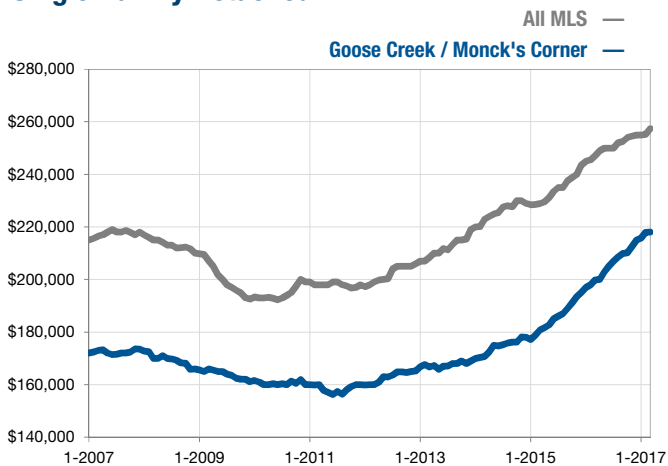
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	52	42	- 19.2%	104	138	+ 32.7%
Closed Sales	18	41	+ 127.8%	43	88	+ 104.7%
Median Sales Price*	\$118,500	\$148,000	+ 24.9%	\$117,000	\$143,990	+ 23.1%
Average Sales Price*	\$119,571	\$154,413	+ 29.1%	\$118,058	\$144,631	+ 22.5%
Percent of Original List Price Received*	94.7%	98.8%	+ 4.3%	96.1%	98.6%	+ 2.6%
Days on Market Until Sale	57	53	- 7.0%	57	60	+ 5.3%
Inventory of Homes for Sale	97	66	- 32.0%	--	--	--

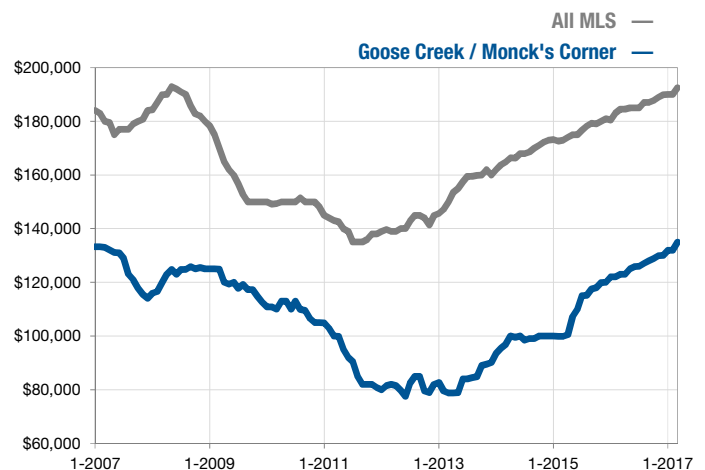
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Greater North Charleston

Areas 31 & 32

Single-Family Detached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	118	151	+ 28.0%	359	395	+ 10.0%
Closed Sales	123	120	- 2.4%	272	274	+ 0.7%
Median Sales Price*	\$182,000	\$196,574	+ 8.0%	\$175,395	\$194,440	+ 10.9%
Average Sales Price*	\$175,843	\$200,317	+ 13.9%	\$172,284	\$192,448	+ 11.7%
Percent of Original List Price Received*	96.4%	97.8%	+ 1.5%	95.4%	97.5%	+ 2.2%
Days on Market Until Sale	45	44	- 2.2%	48	45	- 6.3%
Inventory of Homes for Sale	261	200	- 23.4%	--	--	--

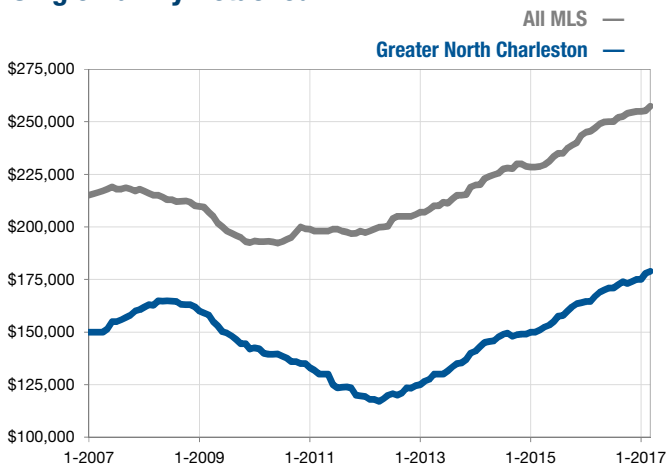
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	22	36	+ 63.6%	67	90	+ 34.3%
Closed Sales	19	14	- 26.3%	46	40	- 13.0%
Median Sales Price*	\$99,900	\$123,000	+ 23.1%	\$106,000	\$112,500	+ 6.1%
Average Sales Price*	\$141,623	\$131,054	- 7.5%	\$126,604	\$119,146	- 5.9%
Percent of Original List Price Received*	91.9%	96.2%	+ 4.7%	92.4%	95.4%	+ 3.2%
Days on Market Until Sale	61	25	- 59.0%	51	33	- 35.3%
Inventory of Homes for Sale	59	48	- 18.6%	--	--	--

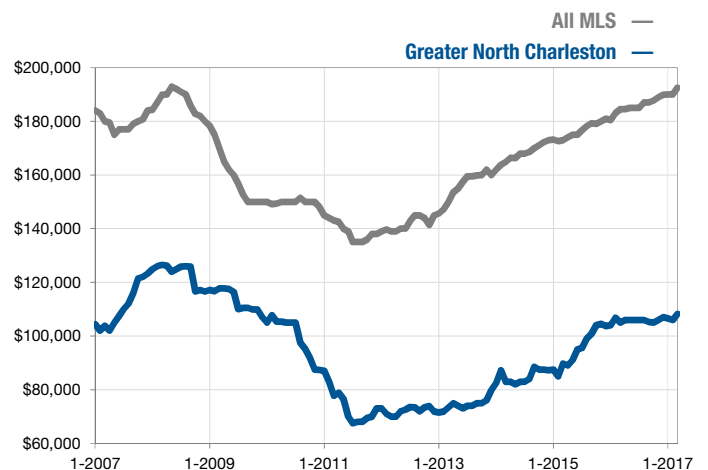
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Greater Summerville Area

Areas 62 & 63

Single-Family Detached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	257	280	+ 8.9%	629	682	+ 8.4%
Closed Sales	144	183	+ 27.1%	340	427	+ 25.6%
Median Sales Price*	\$212,453	\$223,000	+ 5.0%	\$201,000	\$215,090	+ 7.0%
Average Sales Price*	\$230,058	\$235,552	+ 2.4%	\$217,175	\$232,775	+ 7.2%
Percent of Original List Price Received*	96.4%	98.3%	+ 2.0%	96.2%	97.0%	+ 0.8%
Days on Market Until Sale	64	44	- 31.3%	68	56	- 17.6%
Inventory of Homes for Sale	573	429	- 25.1%	--	--	--

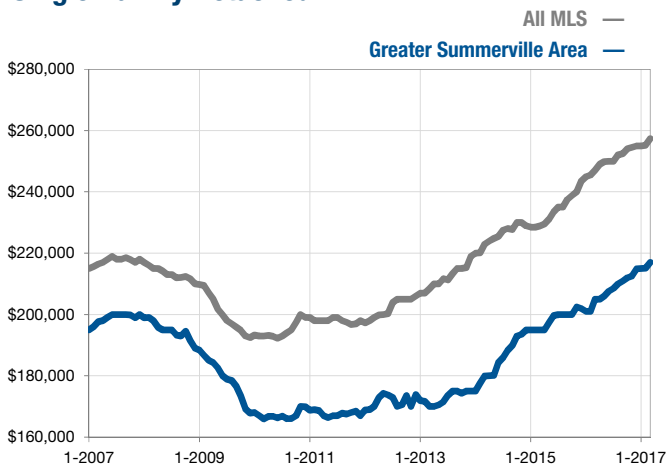
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	19	14	- 26.3%	53	39	- 26.4%
Closed Sales	16	21	+ 31.3%	35	39	+ 11.4%
Median Sales Price*	\$128,400	\$132,880	+ 3.5%	\$119,000	\$130,000	+ 9.2%
Average Sales Price*	\$120,699	\$130,698	+ 8.3%	\$120,188	\$124,006	+ 3.2%
Percent of Original List Price Received*	95.1%	97.5%	+ 2.5%	94.7%	95.8%	+ 1.2%
Days on Market Until Sale	77	60	- 22.1%	77	66	- 14.3%
Inventory of Homes for Sale	42	13	- 69.0%	--	--	--

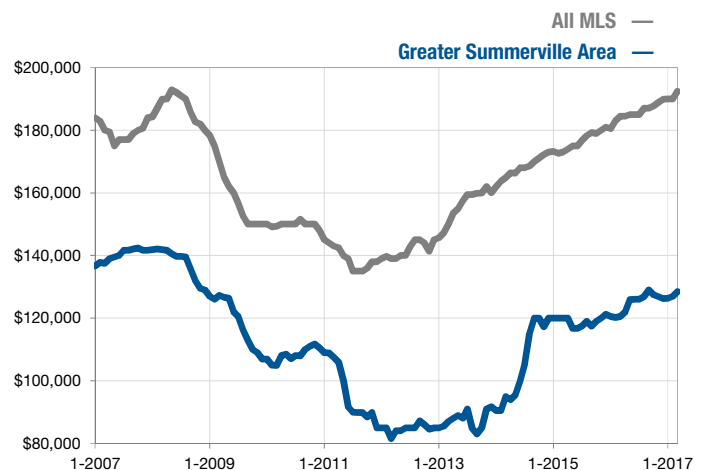
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Hanahan

Area 71

Single-Family Detached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	30	32	+ 6.7%	87	78	- 10.3%
Closed Sales	28	23	- 17.9%	64	57	- 10.9%
Median Sales Price*	\$241,000	\$265,000	+ 10.0%	\$244,000	\$239,000	- 2.0%
Average Sales Price*	\$229,845	\$251,647	+ 9.5%	\$232,291	\$229,426	- 1.2%
Percent of Original List Price Received*	97.0%	97.5%	+ 0.5%	96.4%	95.7%	- 0.7%
Days on Market Until Sale	41	72	+ 75.6%	44	78	+ 77.3%
Inventory of Homes for Sale	54	51	- 5.6%	--	--	--

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

Townhouse-Condo Attached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	4	3	- 25.0%	8	11	+ 37.5%
Closed Sales	1	2	+ 100.0%	5	9	+ 80.0%
Median Sales Price*	\$117,339	\$243,450	+ 107.5%	\$135,000	\$135,000	0.0%
Average Sales Price*	\$117,339	\$243,450	+ 107.5%	\$208,349	\$173,656	- 16.7%
Percent of Original List Price Received*	93.1%	102.2%	+ 9.8%	100.8%	98.7%	- 2.1%
Days on Market Until Sale	0	154	--	105	50	- 52.4%
Inventory of Homes for Sale	7	6	- 14.3%	--	--	--

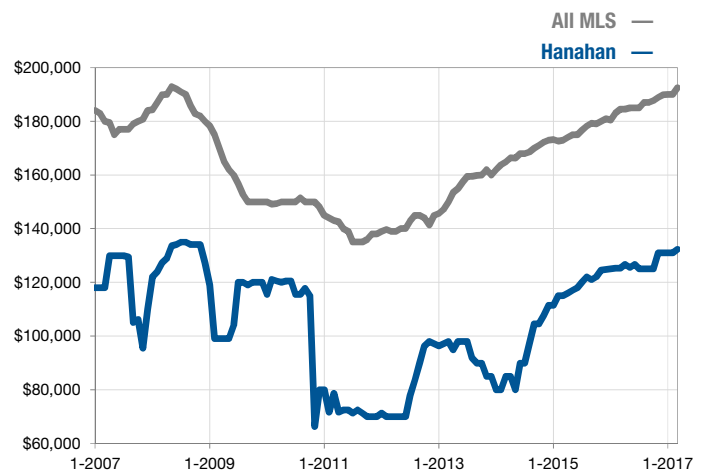
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Hollywood / Ravenel / Meggett Area

Area 13

Single-Family Detached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	33	25	- 24.2%	87	67	- 23.0%
Closed Sales	17	9	- 47.1%	41	32	- 22.0%
Median Sales Price*	\$355,000	\$335,698	- 5.4%	\$332,990	\$377,510	+ 13.4%
Average Sales Price*	\$449,595	\$318,099	- 29.2%	\$459,656	\$389,748	- 15.2%
Percent of Original List Price Received*	92.2%	96.9%	+ 5.1%	93.7%	96.6%	+ 3.1%
Days on Market Until Sale	123	91	- 26.0%	117	105	- 10.3%
Inventory of Homes for Sale	112	88	- 21.4%	--	--	--

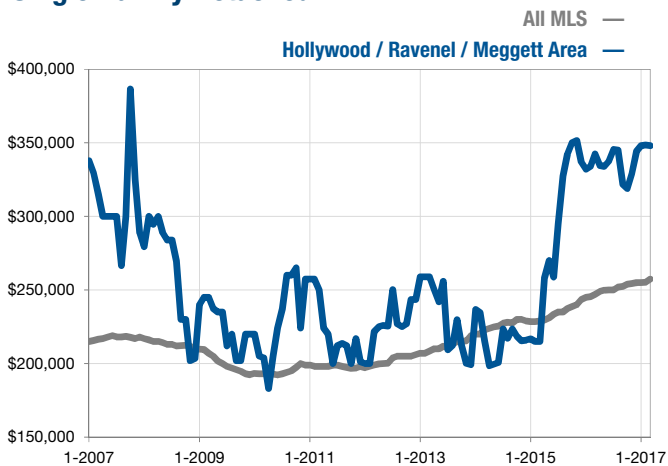
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	0	1	--	1	6	+ 500.0%
Closed Sales	2	3	+ 50.0%	2	6	+ 200.0%
Median Sales Price*	\$241,950	\$372,000	+ 53.8%	\$241,950	\$328,000	+ 35.6%
Average Sales Price*	\$241,950	\$357,238	+ 47.6%	\$241,950	\$326,769	+ 35.1%
Percent of Original List Price Received*	100.2%	100.7%	+ 0.5%	100.2%	97.8%	- 2.4%
Days on Market Until Sale	24	86	+ 258.3%	24	90	+ 275.0%
Inventory of Homes for Sale	3	5	+ 66.7%	--	--	--

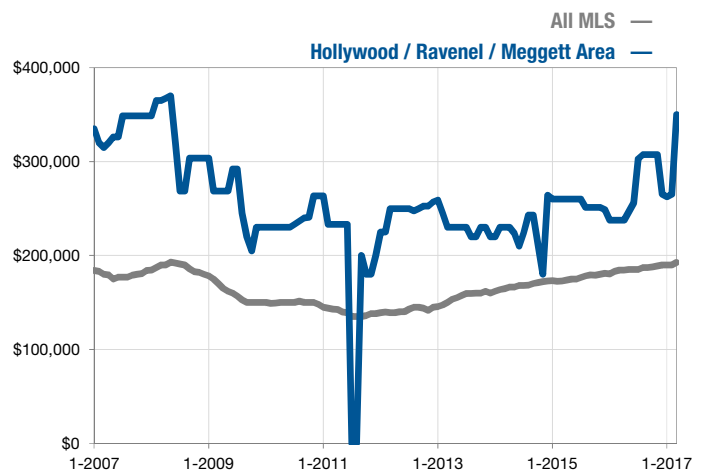
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Isle of Palms

Areas 44 & 45

Single-Family Detached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	41	40	- 2.4%	83	84	+ 1.2%
Closed Sales	15	23	+ 53.3%	28	54	+ 92.9%
Median Sales Price*	\$825,000	\$830,000	+ 0.6%	\$866,328	\$800,000	- 7.7%
Average Sales Price*	\$1,068,610	\$1,031,804	- 3.4%	\$1,430,898	\$968,380	- 32.3%
Percent of Original List Price Received*	89.7%	93.8%	+ 4.6%	89.5%	90.8%	+ 1.5%
Days on Market Until Sale	116	105	- 9.5%	176	149	- 15.3%
Inventory of Homes for Sale	149	120	- 19.5%	--	--	--

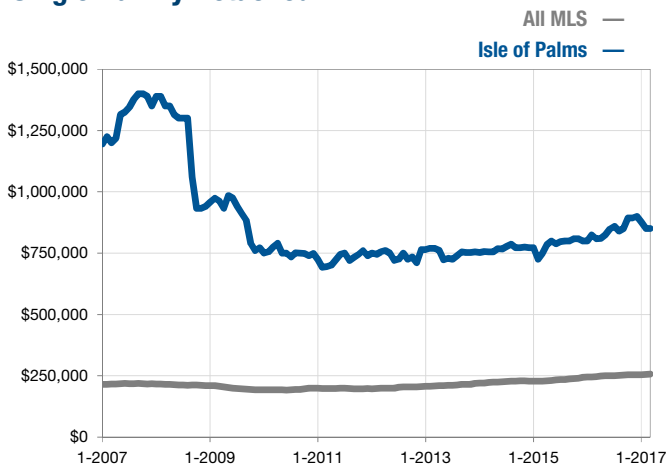
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	20	18	- 10.0%	52	42	- 19.2%
Closed Sales	7	12	+ 71.4%	20	21	+ 5.0%
Median Sales Price*	\$660,000	\$570,000	- 13.6%	\$587,250	\$529,000	- 9.9%
Average Sales Price*	\$595,321	\$521,161	- 12.5%	\$572,063	\$534,116	- 6.6%
Percent of Original List Price Received*	90.6%	94.5%	+ 4.3%	92.4%	94.2%	+ 1.9%
Days on Market Until Sale	155	146	- 5.8%	139	149	+ 7.2%
Inventory of Homes for Sale	99	76	- 23.2%	--	--	--

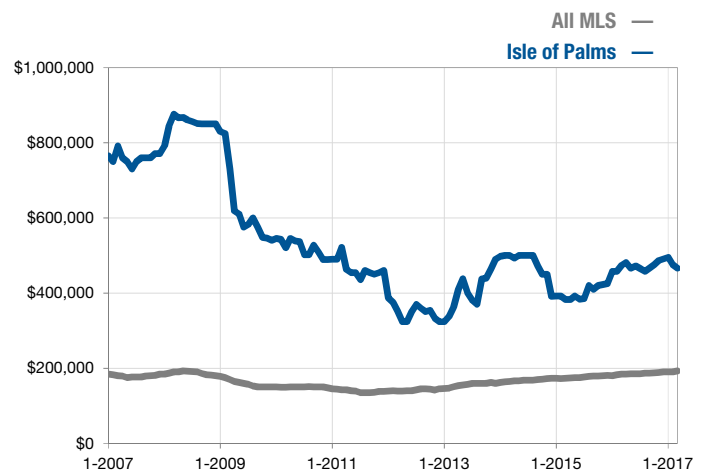
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



James Island

Area 21

Single-Family Detached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	81	103	+ 27.2%	222	264	+ 18.9%
Closed Sales	59	73	+ 23.7%	157	172	+ 9.6%
Median Sales Price*	\$305,000	\$340,000	+ 11.5%	\$305,000	\$322,500	+ 5.7%
Average Sales Price*	\$343,427	\$362,116	+ 5.4%	\$340,827	\$381,008	+ 11.8%
Percent of Original List Price Received*	97.6%	96.1%	- 1.5%	96.4%	95.0%	- 1.5%
Days on Market Until Sale	37	63	+ 70.3%	45	60	+ 33.3%
Inventory of Homes for Sale	141	150	+ 6.4%	--	--	--

* 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.

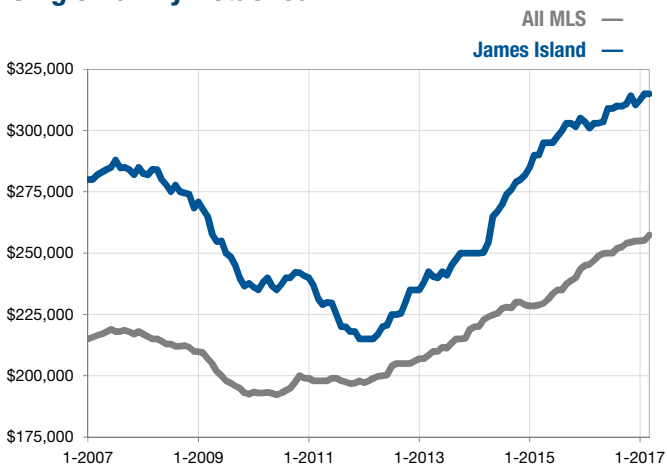
Townhouse-Condo Attached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	26	31	+ 19.2%	65	71	+ 9.2%
Closed Sales	17	25	+ 47.1%	42	56	+ 33.3%
Median Sales Price*	\$179,900	\$173,000	- 3.8%	\$173,000	\$180,000	+ 4.0%
Average Sales Price*	\$184,288	\$182,605	- 0.9%	\$170,629	\$184,896	+ 8.4%
Percent of Original List Price Received*	95.5%	96.1%	+ 0.6%	94.7%	94.6%	- 0.1%
Days on Market Until Sale	64	54	- 15.6%	54	63	+ 16.7%
Inventory of Homes for Sale	46	41	- 10.9%	--	--	--

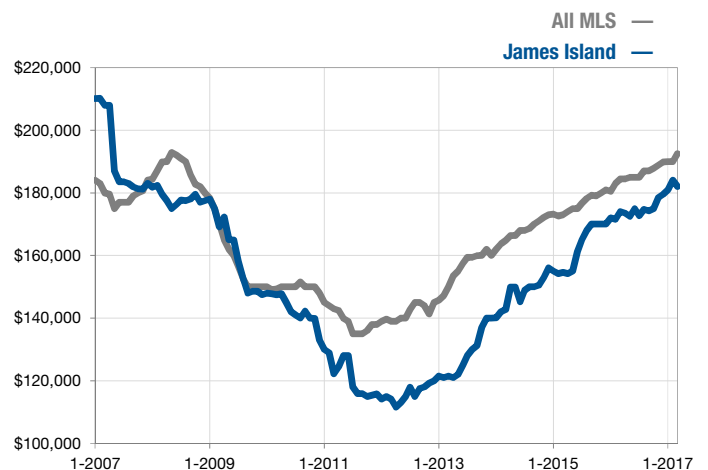
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Johns Island

Area 23

Single-Family Detached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	79	109	+ 38.0%	209	261	+ 24.9%
Closed Sales	45	45	0.0%	112	100	- 10.7%
Median Sales Price*	\$294,352	\$309,349	+ 5.1%	\$278,099	\$294,830	+ 6.0%
Average Sales Price*	\$372,454	\$353,424	- 5.1%	\$335,816	\$353,225	+ 5.2%
Percent of Original List Price Received*	96.7%	95.0%	- 1.8%	98.1%	95.8%	- 2.3%
Days on Market Until Sale	73	69	- 5.5%	54	71	+ 31.5%
Inventory of Homes for Sale	218	222	+ 1.8%	--	--	--

* 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.

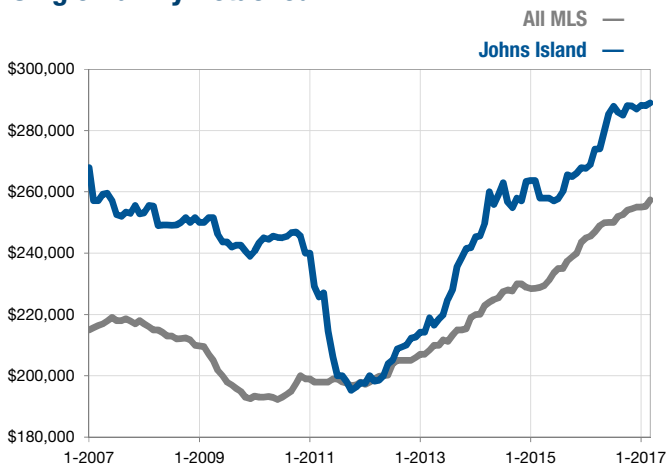
Townhouse-Condo Attached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	9	10	+ 11.1%	26	27	+ 3.8%
Closed Sales	6	7	+ 16.7%	14	19	+ 35.7%
Median Sales Price*	\$199,000	\$209,000	+ 5.0%	\$211,500	\$210,750	- 0.4%
Average Sales Price*	\$193,167	\$193,543	+ 0.2%	\$202,000	\$202,524	+ 0.3%
Percent of Original List Price Received*	96.8%	97.0%	+ 0.2%	94.8%	96.5%	+ 1.8%
Days on Market Until Sale	60	98	+ 63.3%	42	91	+ 116.7%
Inventory of Homes for Sale	25	21	- 16.0%	--	--	--

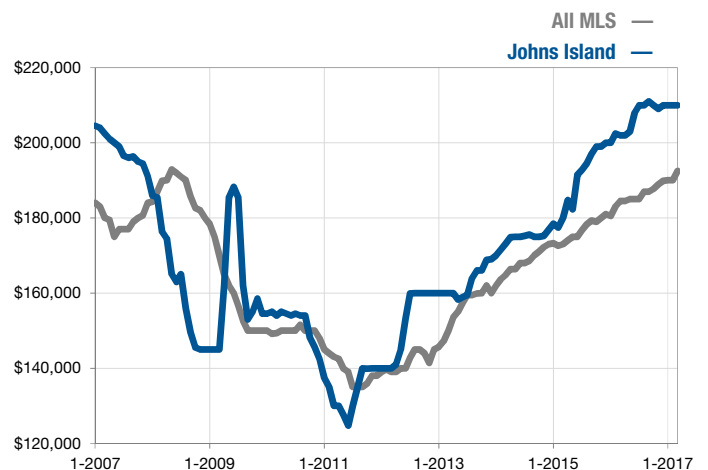
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Kiawah

Area 25

Single-Family Detached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	15	18	+ 20.0%	29	34	+ 17.2%
Closed Sales	1	4	+ 300.0%	6	8	+ 33.3%
Median Sales Price*	\$720,000	\$1,891,500	+ 162.7%	\$960,000	\$866,250	- 9.8%
Average Sales Price*	\$720,000	\$1,864,500	+ 159.0%	\$1,358,333	\$1,291,063	- 5.0%
Percent of Original List Price Received*	82.3%	90.8%	+ 10.3%	91.2%	90.4%	- 0.9%
Days on Market Until Sale	552	195	- 64.7%	227	194	- 14.5%
Inventory of Homes for Sale	51	69	+ 35.3%	--	--	--

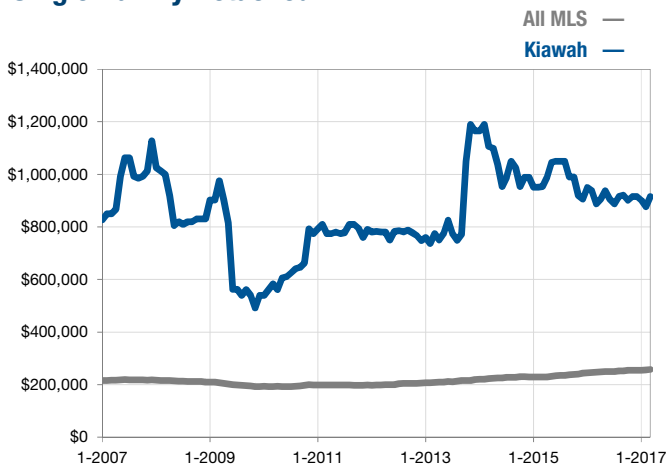
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	9	13	+ 44.4%	25	24	- 4.0%
Closed Sales	2	5	+ 150.0%	6	10	+ 66.7%
Median Sales Price*	\$299,000	\$630,000	+ 110.7%	\$299,000	\$437,500	+ 46.3%
Average Sales Price*	\$299,000	\$913,800	+ 205.6%	\$306,500	\$671,900	+ 119.2%
Percent of Original List Price Received*	89.7%	90.1%	+ 0.4%	89.6%	88.5%	- 1.2%
Days on Market Until Sale	45	208	+ 362.2%	139	313	+ 125.2%
Inventory of Homes for Sale	53	50	- 5.7%	--	--	--

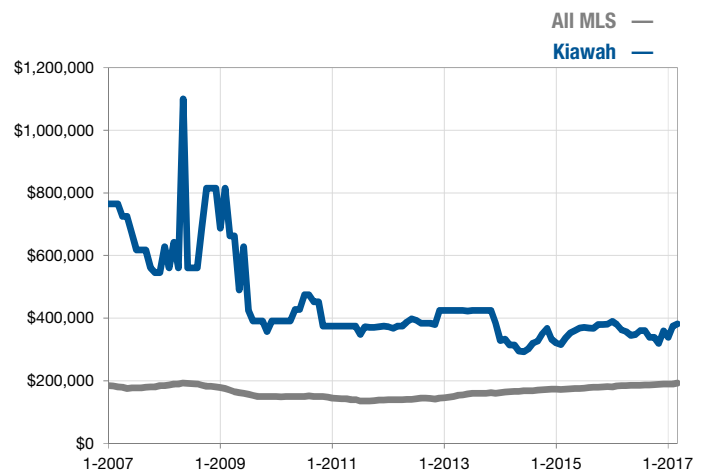
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Lower Mount Pleasant

Area 42

Single-Family Detached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	132	142	+ 7.6%	305	316	+ 3.6%
Closed Sales	66	56	- 15.2%	156	148	- 5.1%
Median Sales Price*	\$531,199	\$531,500	+ 0.1%	\$519,750	\$517,847	- 0.4%
Average Sales Price*	\$654,163	\$649,009	- 0.8%	\$609,882	\$645,834	+ 5.9%
Percent of Original List Price Received*	95.6%	95.6%	0.0%	94.9%	94.3%	- 0.6%
Days on Market Until Sale	66	63	- 4.5%	71	72	+ 1.4%
Inventory of Homes for Sale	262	244	- 6.9%	--	--	--

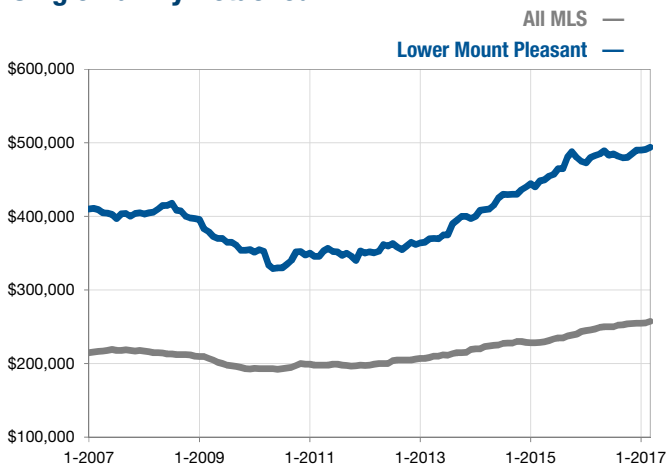
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	74	48	- 35.1%	139	126	- 9.4%
Closed Sales	30	54	+ 80.0%	76	128	+ 68.4%
Median Sales Price*	\$278,750	\$240,000	- 13.9%	\$232,450	\$236,500	+ 1.7%
Average Sales Price*	\$415,967	\$360,684	- 13.3%	\$360,655	\$342,367	- 5.1%
Percent of Original List Price Received*	96.9%	97.5%	+ 0.6%	95.9%	97.4%	+ 1.6%
Days on Market Until Sale	56	60	+ 7.1%	65	54	- 16.9%
Inventory of Homes for Sale	104	81	- 22.1%	--	--	--

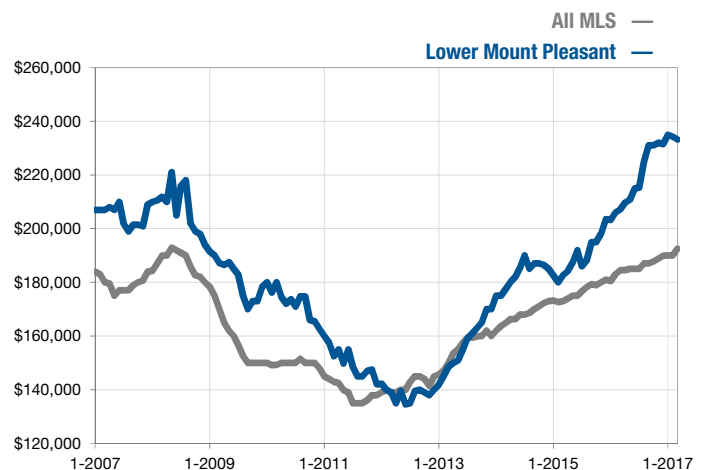
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Rural Berkeley County

Area 75

Single-Family Detached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	22	14	- 36.4%	41	39	- 4.9%
Closed Sales	8	7	- 12.5%	20	13	- 35.0%
Median Sales Price*	\$177,000	\$161,000	- 9.0%	\$158,000	\$153,000	- 3.2%
Average Sales Price*	\$193,188	\$154,159	- 20.2%	\$184,533	\$143,855	- 22.0%
Percent of Original List Price Received*	86.6%	97.0%	+ 12.0%	88.1%	92.1%	+ 4.5%
Days on Market Until Sale	42	55	+ 31.0%	58	68	+ 17.2%
Inventory of Homes for Sale	48	45	- 6.3%	--	--	--

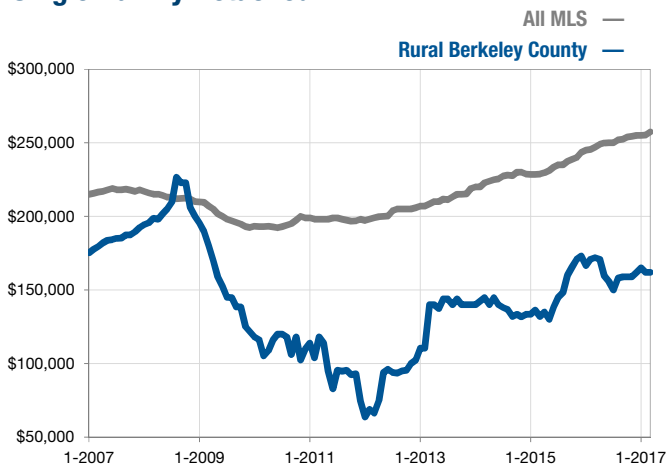
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	0	0	--	0	0	--
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Median Sales Price*	\$34,400	\$0	- 100.0%	\$34,400	\$0	- 100.0%
Average Sales Price*	\$34,400	\$0	- 100.0%	\$34,400	\$0	- 100.0%
Percent of Original List Price Received*	86.0%	0.0%	- 100.0%	86.0%	0.0%	- 100.0%
Days on Market Until Sale	92	0	- 100.0%	92	0	- 100.0%
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--

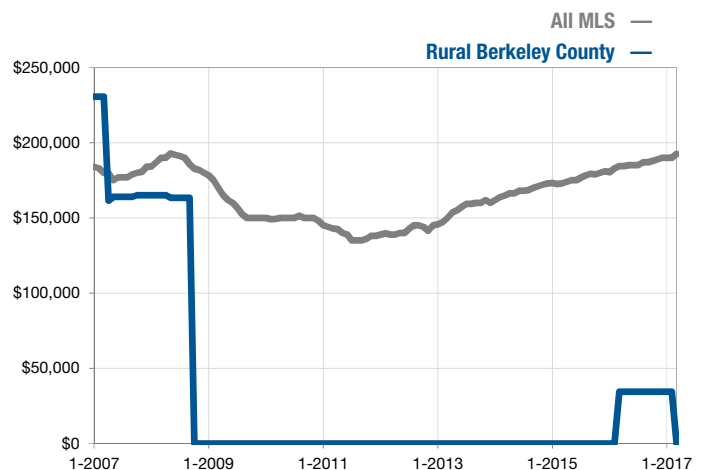
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Seabrook Island

Area 30

Single-Family Detached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	23	20	- 13.0%	39	51	+ 30.8%
Closed Sales	7	10	+ 42.9%	17	20	+ 17.6%
Median Sales Price*	\$339,500	\$640,000	+ 88.5%	\$524,000	\$670,500	+ 28.0%
Average Sales Price*	\$490,357	\$740,725	+ 51.1%	\$790,324	\$858,013	+ 8.6%
Percent of Original List Price Received*	83.7%	89.2%	+ 6.6%	85.8%	89.9%	+ 4.8%
Days on Market Until Sale	317	201	- 36.6%	258	178	- 31.0%
Inventory of Homes for Sale	85	88	+ 3.5%	--	--	--

* 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.

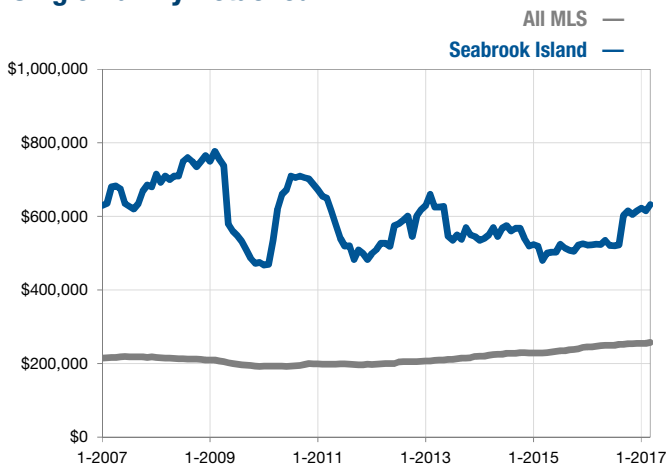
Townhouse-Condo Attached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	21	17	- 19.0%	37	47	+ 27.0%
Closed Sales	8	9	+ 12.5%	13	16	+ 23.1%
Median Sales Price*	\$312,500	\$281,000	- 10.1%	\$275,000	\$318,750	+ 15.9%
Average Sales Price*	\$319,050	\$369,141	+ 15.7%	\$295,770	\$348,032	+ 17.7%
Percent of Original List Price Received*	92.1%	91.2%	- 1.0%	87.2%	91.6%	+ 5.0%
Days on Market Until Sale	143	170	+ 18.9%	185	173	- 6.5%
Inventory of Homes for Sale	82	76	- 7.3%	--	--	--

* 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 – March 2017

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



St. George / Rural Dorchester County

Area 64

Single-Family Detached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	4	11	+ 175.0%	14	21	+ 50.0%
Closed Sales	5	4	- 20.0%	13	12	- 7.7%
Median Sales Price*	\$110,000	\$207,500	+ 88.6%	\$139,000	\$120,135	- 13.6%
Average Sales Price*	\$114,211	\$205,750	+ 80.1%	\$189,435	\$151,043	- 20.3%
Percent of Original List Price Received*	80.1%	74.6%	- 6.9%	89.0%	80.4%	- 9.7%
Days on Market Until Sale	45	291	+ 546.7%	80	194	+ 142.5%
Inventory of Homes for Sale	38	37	- 2.6%	--	--	--

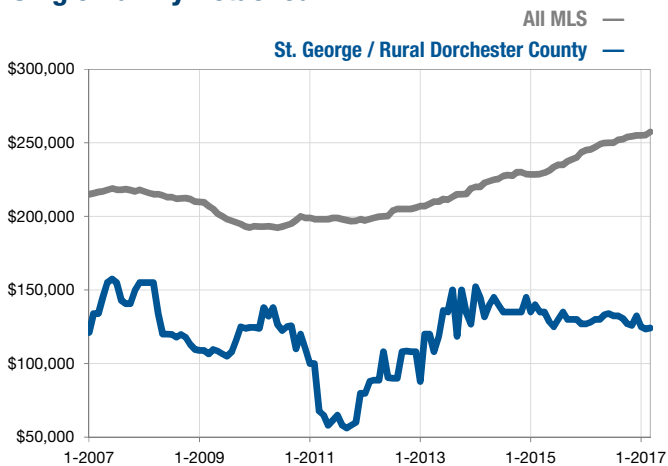
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	March			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	--	--	--	--

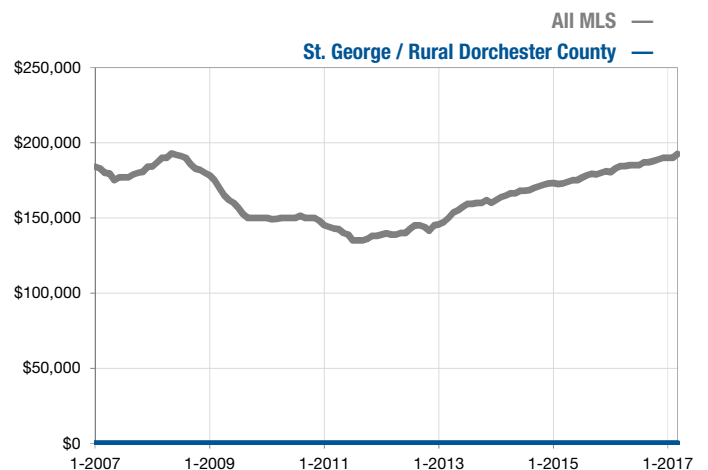
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Sullivan's Island

Area 43

Single-Family Detached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	11	14	+ 27.3%	24	29	+ 20.8%
Closed Sales	2	7	+ 250.0%	12	12	0.0%
Median Sales Price*	\$1,250,000	\$2,110,000	+ 68.8%	\$1,500,000	\$1,737,500	+ 15.8%
Average Sales Price*	\$1,250,000	\$2,063,286	+ 65.1%	\$1,501,042	\$1,842,750	+ 22.8%
Percent of Original List Price Received*	91.1%	91.0%	- 0.1%	89.3%	90.9%	+ 1.8%
Days on Market Until Sale	139	112	- 19.4%	116	147	+ 26.7%
Inventory of Homes for Sale	41	35	- 14.6%	--	--	--

* 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	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	1	0	- 100.0%	2	0	- 100.0%
Closed Sales	1	0	- 100.0%	2	0	- 100.0%
Median Sales Price*	\$525,000	\$0	- 100.0%	\$455,000	\$0	- 100.0%
Average Sales Price*	\$525,000	\$0	- 100.0%	\$455,000	\$0	- 100.0%
Percent of Original List Price Received*	101.9%	0.0%	- 100.0%	93.3%	0.0%	- 100.0%
Days on Market Until Sale	54	0	- 100.0%	121	0	- 100.0%
Inventory of Homes for Sale	3	4	+ 33.3%	--	--	--

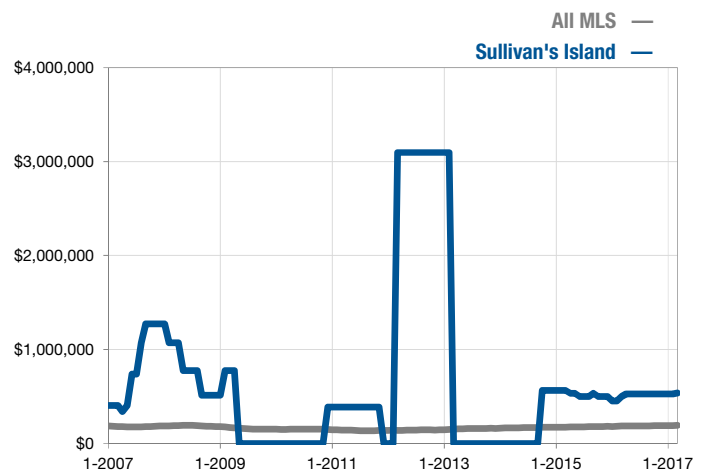
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Upper Charleston Peninsula

Area 52

Single-Family Detached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	20	13	- 35.0%	56	57	+ 1.8%
Closed Sales	7	14	+ 100.0%	26	37	+ 42.3%
Median Sales Price*	\$419,000	\$520,000	+ 24.1%	\$349,000	\$451,000	+ 29.2%
Average Sales Price*	\$378,143	\$593,236	+ 56.9%	\$381,868	\$481,334	+ 26.0%
Percent of Original List Price Received*	90.4%	94.4%	+ 4.4%	92.7%	92.5%	- 0.2%
Days on Market Until Sale	36	67	+ 86.1%	45	81	+ 80.0%
Inventory of Homes for Sale	48	35	- 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.

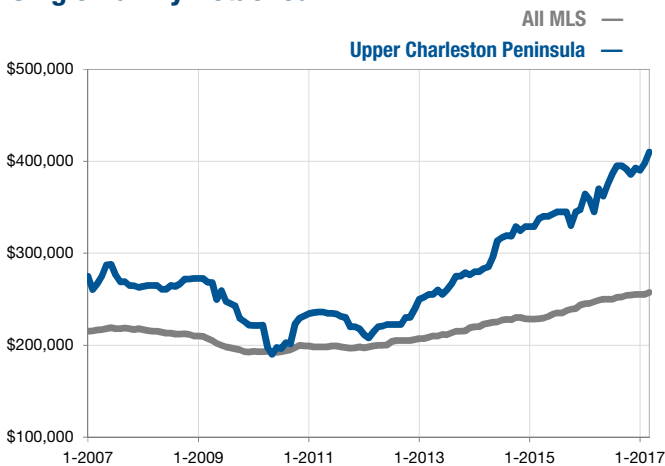
Townhouse-Condo Attached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	2	4	+ 100.0%	15	15	0.0%
Closed Sales	3	4	+ 33.3%	6	8	+ 33.3%
Median Sales Price*	\$250,000	\$374,000	+ 49.6%	\$295,000	\$347,000	+ 17.6%
Average Sales Price*	\$261,000	\$374,500	+ 43.5%	\$284,317	\$360,063	+ 26.6%
Percent of Original List Price Received*	103.2%	95.6%	- 7.4%	100.4%	95.9%	- 4.5%
Days on Market Until Sale	107	63	- 41.1%	82	55	- 32.9%
Inventory of Homes for Sale	9	7	- 22.2%	--	--	--

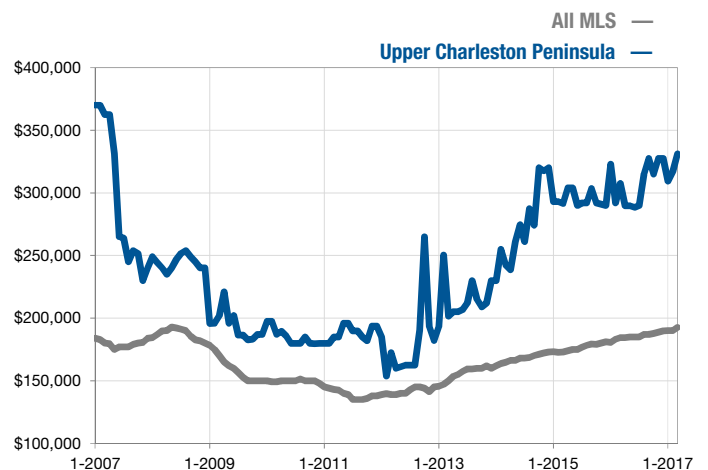
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Upper Mount Pleasant

Area 41

Single-Family Detached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	147	166	+ 12.9%	421	456	+ 8.3%
Closed Sales	94	89	- 5.3%	205	237	+ 15.6%
Median Sales Price*	\$455,500	\$464,000	+ 1.9%	\$455,000	\$464,000	+ 2.0%
Average Sales Price*	\$485,631	\$481,875	- 0.8%	\$489,532	\$479,730	- 2.0%
Percent of Original List Price Received*	97.9%	97.3%	- 0.6%	97.3%	96.8%	- 0.5%
Days on Market Until Sale	71	71	0.0%	81	88	+ 8.6%
Inventory of Homes for Sale	444	412	- 7.2%	--	--	--

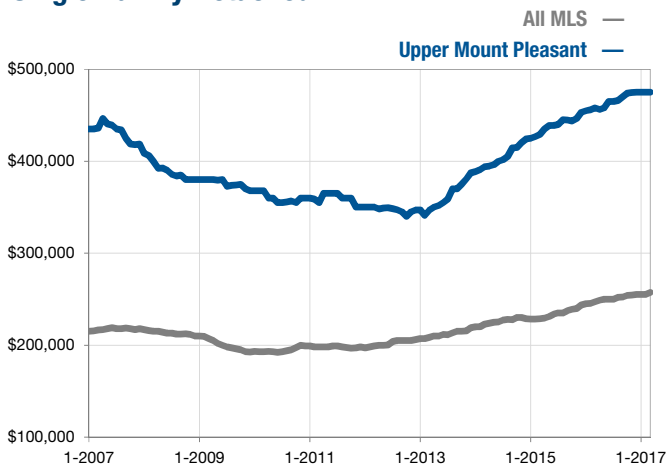
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	45	46	+ 2.2%	144	111	- 22.9%
Closed Sales	35	33	- 5.7%	96	69	- 28.1%
Median Sales Price*	\$212,500	\$300,000	+ 41.2%	\$227,700	\$295,000	+ 29.6%
Average Sales Price*	\$233,287	\$306,478	+ 31.4%	\$259,964	\$294,834	+ 13.4%
Percent of Original List Price Received*	96.9%	97.3%	+ 0.4%	97.6%	97.0%	- 0.6%
Days on Market Until Sale	53	52	- 1.9%	56	54	- 3.6%
Inventory of Homes for Sale	84	65	- 22.6%	--	--	--

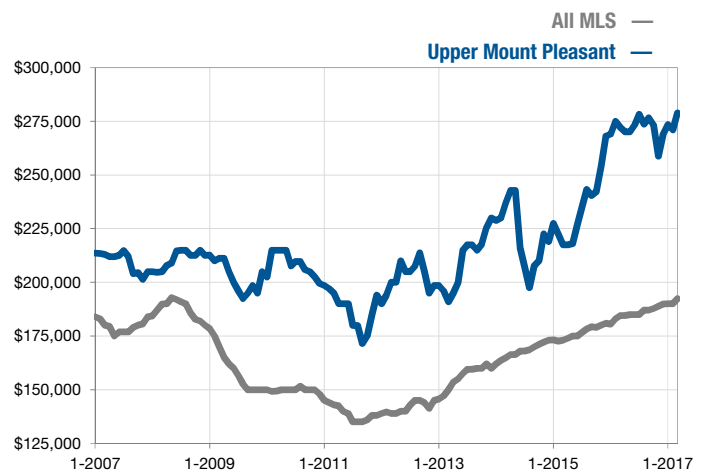
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



Wando / Cainhoy Area

Area 78

Single-Family Detached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	29	46	+ 58.6%	78	93	+ 19.2%
Closed Sales	23	21	- 8.7%	43	39	- 9.3%
Median Sales Price*	\$299,000	\$346,000	+ 15.7%	\$380,000	\$330,000	- 13.2%
Average Sales Price*	\$381,336	\$428,395	+ 12.3%	\$407,696	\$400,350	- 1.8%
Percent of Original List Price Received*	97.5%	96.1%	- 1.4%	96.1%	95.6%	- 0.5%
Days on Market Until Sale	37	41	+ 10.8%	51	48	- 5.9%
Inventory of Homes for Sale	76	86	+ 13.2%	--	--	--

* 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.

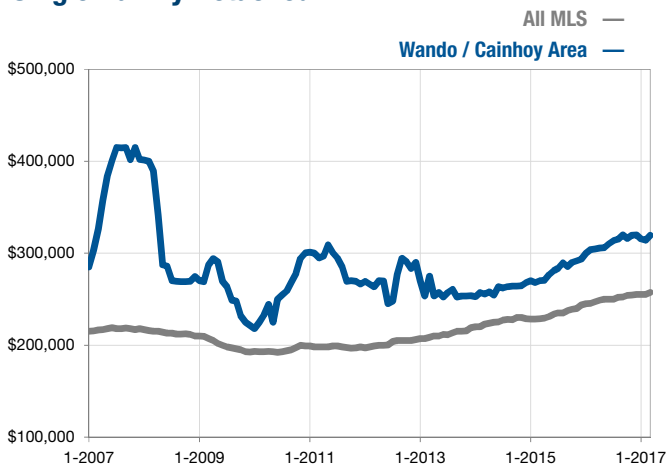
Townhouse-Condo Attached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	8	11	+ 37.5%	18	23	+ 27.8%
Closed Sales	4	7	+ 75.0%	13	12	- 7.7%
Median Sales Price*	\$160,250	\$191,000	+ 19.2%	\$185,000	\$181,500	- 1.9%
Average Sales Price*	\$167,625	\$191,957	+ 14.5%	\$180,775	\$180,892	+ 0.1%
Percent of Original List Price Received*	99.8%	98.8%	- 1.0%	99.2%	96.6%	- 2.6%
Days on Market Until Sale	26	24	- 7.7%	19	49	+ 157.9%
Inventory of Homes for Sale	12	13	+ 8.3%	--	--	--

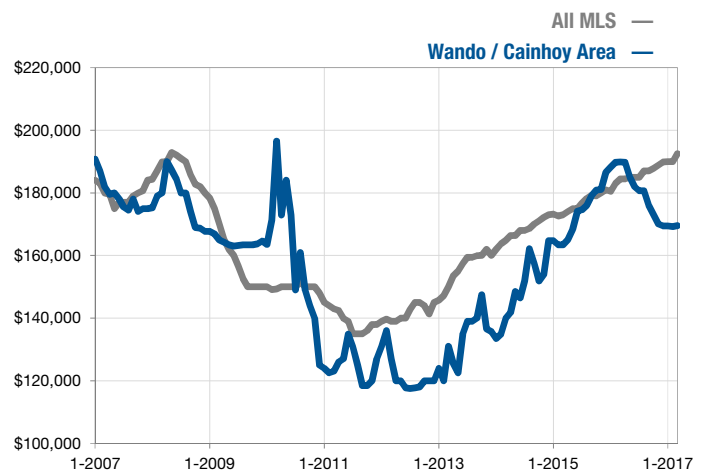
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – March 2017

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



West Ashley Area

Areas 11 & 12

Single-Family Detached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	190	181	- 4.7%	457	416	- 9.0%
Closed Sales	113	121	+ 7.1%	300	276	- 8.0%
Median Sales Price*	\$272,000	\$283,000	+ 4.0%	\$263,000	\$281,472	+ 7.0%
Average Sales Price*	\$296,514	\$295,495	- 0.3%	\$279,791	\$308,502	+ 10.3%
Percent of Original List Price Received*	96.1%	96.7%	+ 0.6%	95.6%	96.0%	+ 0.4%
Days on Market Until Sale	47	37	- 21.3%	48	41	- 14.6%
Inventory of Homes for Sale	315	224	- 28.9%	--	--	--

* 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.

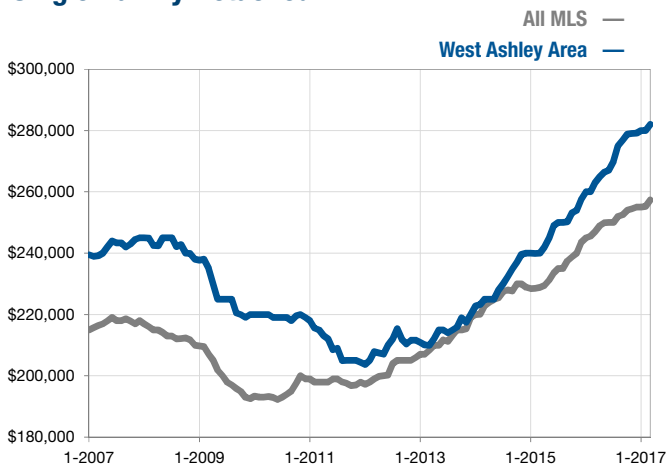
Townhouse-Condo Attached

Key Metrics	March			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	59	57	- 3.4%	144	138	- 4.2%
Closed Sales	28	45	+ 60.7%	67	95	+ 41.8%
Median Sales Price*	\$166,700	\$163,000	- 2.2%	\$157,000	\$166,000	+ 5.7%
Average Sales Price*	\$178,479	\$173,939	- 2.5%	\$167,342	\$170,833	+ 2.1%
Percent of Original List Price Received*	96.1%	97.2%	+ 1.1%	97.1%	96.8%	- 0.3%
Days on Market Until Sale	55	43	- 21.8%	55	46	- 16.4%
Inventory of Homes for Sale	92	58	- 37.0%	--	--	--

* 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

