

# Monthly Indicators



## April 2017

The employment landscape and wages have both improved over the last few years, allowing for more people to participate in the home-buying process. When the economy is in good working order, as it is now, it creates opportunities in residential real estate, and right now is a potentially lucrative time to sell a home. Houses that show well and are priced correctly have been selling quickly, often at higher prices than asking.

New Listings were down 2.6 percent to 2,136. Pending Sales increased 6.0 percent to 1,850. Inventory shrank 16.8 percent to 5,198 units.

Prices moved higher as Median Sales Price was up 3.1 percent to \$247,000. Days on Market decreased 15.4 percent to 55 days. Months Supply of Inventory was down 22.7 percent to 3.4 months, indicating that demand increased relative to supply.

Although there is a mounting amount of buyer competition during the annual spring market cycle, buyer demand has not abated, nor is it expected to in the immediate future unless something unpredictable occurs. While strong demand is generally considered a good problem to have, it creates an affordability issue for some buyers, especially first-time buyers. And yet, prices will continue to rise amidst strong demand.

## Quick Facts

<b>+ 2.4%</b>	<b>+ 3.1%</b>	<b>- 22.7%</b>
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.



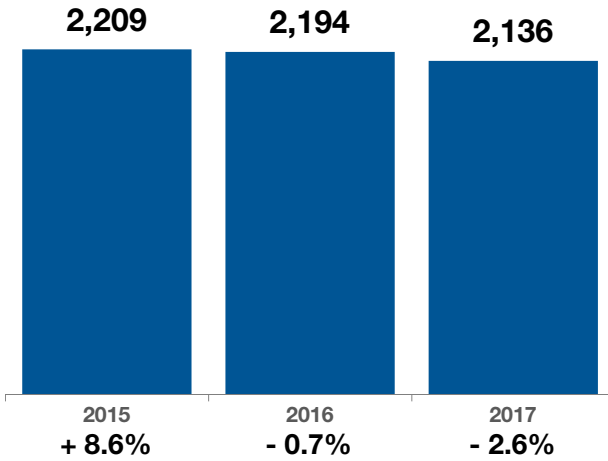
Key Metrics	Historical Sparkbars	04-2016	04-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		2,194	<b>2,136</b>	- 2.6%	8,398	<b>8,698</b>	+ 3.6%
<b>Pending Sales</b>		1,745	<b>1,850</b>	+ 6.0%	6,328	<b>6,882</b>	+ 8.8%
<b>Closed Sales</b>		1,483	<b>1,519</b>	+ 2.4%	5,045	<b>5,491</b>	+ 8.8%
<b>Days on Market</b>		65	<b>55</b>	- 15.4%	67	<b>62</b>	- 7.5%
<b>Median Sales Price</b>		\$239,500	<b>\$247,000</b>	+ 3.1%	\$234,000	<b>\$245,000</b>	+ 4.7%
<b>Average Sales Price</b>		\$315,931	<b>\$333,494</b>	+ 5.6%	\$307,722	<b>\$329,355</b>	+ 7.0%
<b>Pct. of Orig. Price Received</b>		96.5%	<b>96.9%</b>	+ 0.4%	95.9%	<b>96.3%</b>	+ 0.4%
<b>Housing Affordability Index</b>		125	<b>114</b>	- 8.8%	128	<b>115</b>	- 10.2%
<b>Inventory of Homes for Sale</b>		6,247	<b>5,198</b>	- 16.8%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		4.4	<b>3.4</b>	- 22.7%	--	<b>--</b>	--

# New Listings

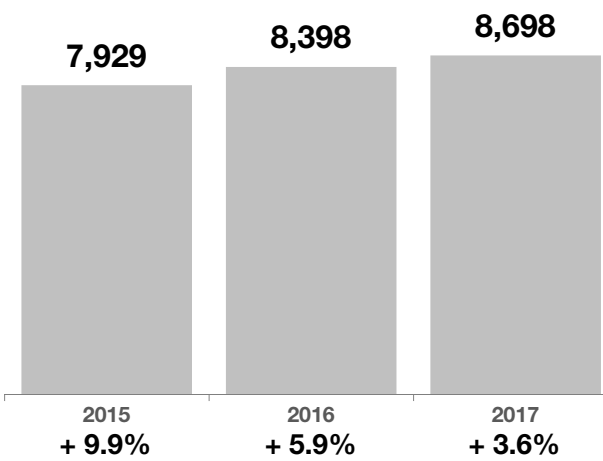
A count of the properties that have been newly listed on the market in a given month.



## April



## Year to Date



	New Listings	Prior Year	Percent Change
May 2016	2,227	2,129	+4.6%
June 2016	2,156	2,104	+2.5%
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	1,325	1,166	+13.6%
January 2017	1,947	1,765	+10.3%
February 2017	2,043	1,969	+3.8%
March 2017	2,572	2,470	+4.1%
<b>April 2017</b>	<b>2,136</b>	<b>2,194</b>	<b>-2.6%</b>
12-Month Avg	1,943	1,872	+3.8%

## Historical New Listings by Month

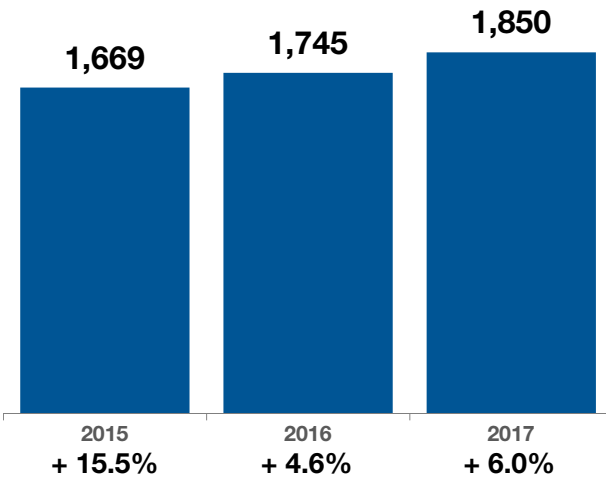


# Pending Sales

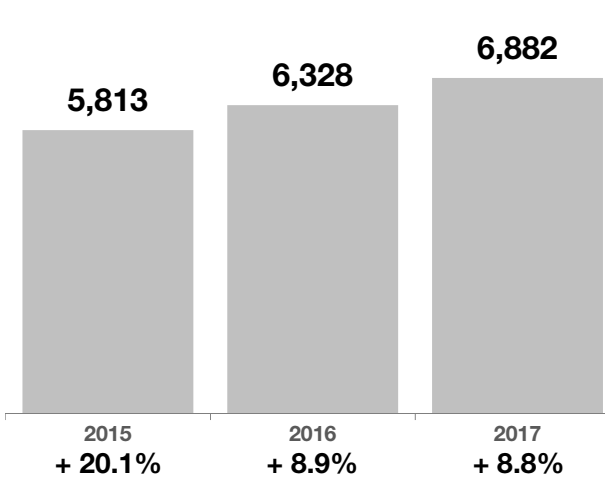
A count of the properties on which offers have been accepted in a given month.



## April



## Year to Date



Pending Sales	Prior Year	Percent Change
May 2016	1,729	+11.3%
June 2016	1,641	+4.7%
July 2016	1,535	-1.2%
August 2016	1,567	+8.7%
September 2016	1,404	+8.8%
October 2016	1,174	-4.0%
November 2016	1,244	+8.3%
December 2016	1,208	+14.4%
January 2017	1,573	+26.3%
February 2017	1,573	+4.2%
March 2017	1,886	+3.2%
<b>April 2017</b>	<b>1,850</b>	<b>+6.0%</b>
12-Month Avg	1,532	+7.1%

## Historical Pending Sales by Month

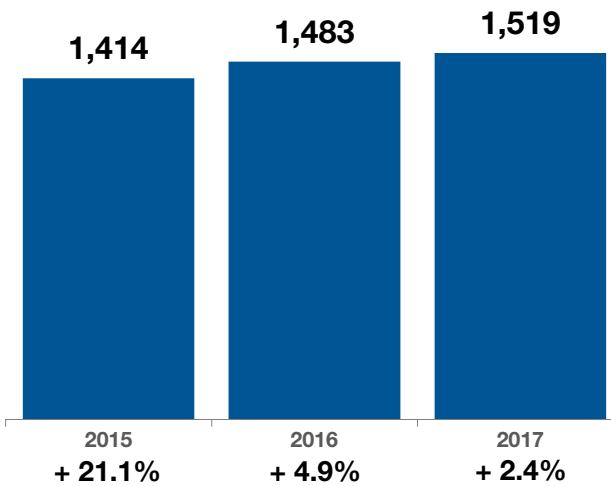


# Closed Sales

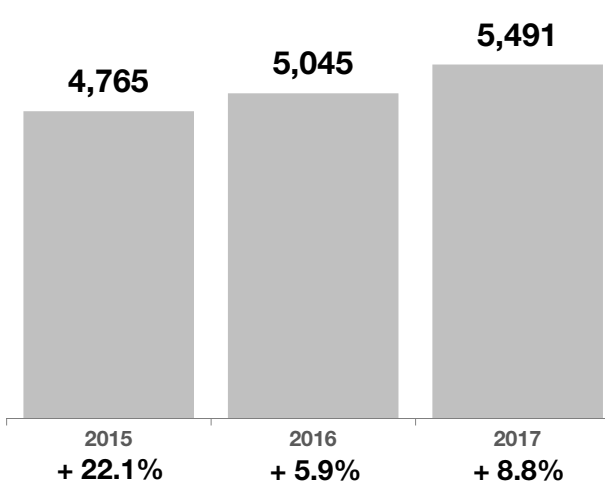
A count of the actual sales that closed in a given month.



## April



## Year to Date



	Closed Sales	Prior Year	Percent Change
May 2016	1,715	1,472	+16.5%
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	1,529	1,400	+9.2%
January 2017	1,033	972	+6.3%
February 2017	1,276	1,102	+15.8%
March 2017	1,663	1,488	+11.8%
<b>April 2017</b>	<b>1,519</b>	<b>1,483</b>	<b>+2.4%</b>
12-Month Avg	1,522	1,375	+10.7%

## Historical Closed Sales by Month

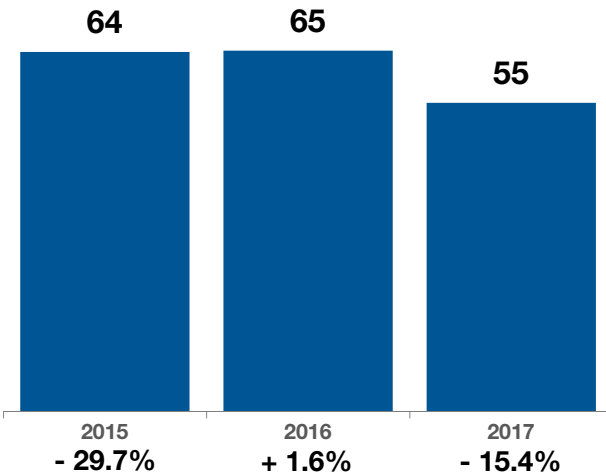


# Days on Market Until Sale

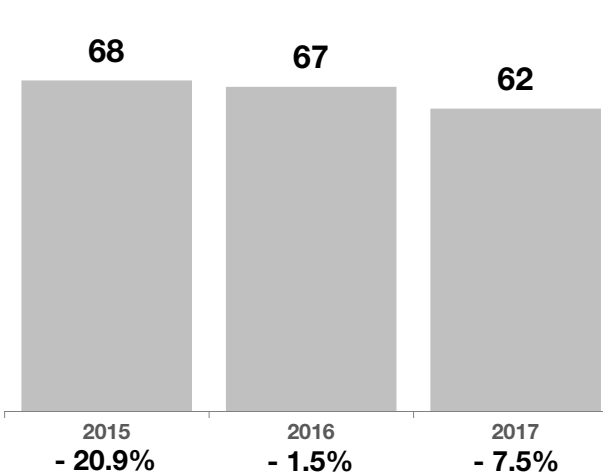
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April



## Year to Date



Month	Days on Market	Prior Year	Percent Change
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%
<b>April 2017</b>	<b>55</b>	<b>65</b>	<b>-15.4%</b>
12-Month Avg*	57	60	-5.0%

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

## Historical Days on Market Until Sale by Month

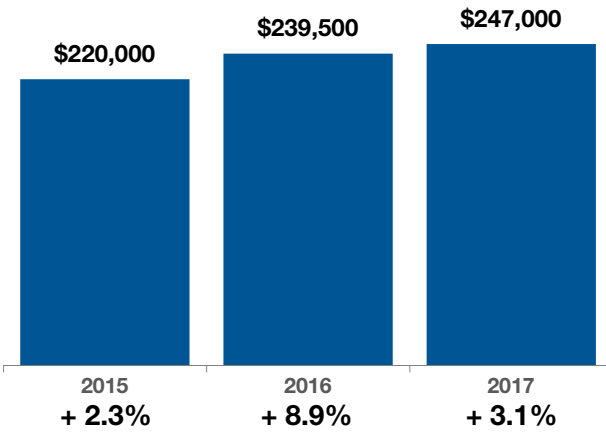


# Median Sales Price

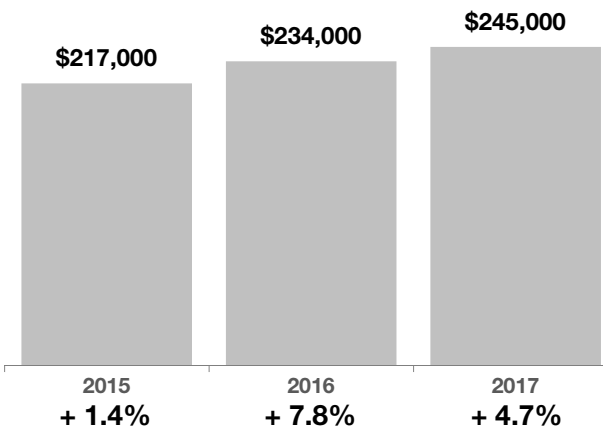
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



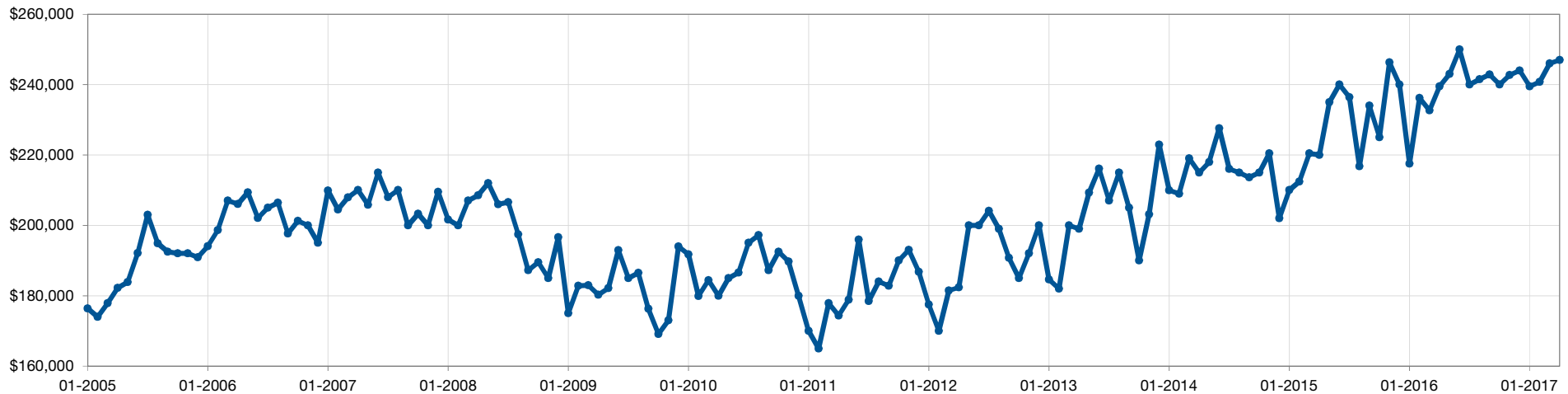
## Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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	\$240,750	\$236,215	+1.9%
March 2017	\$246,000	\$232,665	+5.7%
<b>April 2017</b>	<b>\$247,000</b>	<b>\$239,500</b>	<b>+3.1%</b>
12-Month Med*	\$244,000	\$234,640	+4.0%

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

## Historical Median Sales Price by Month

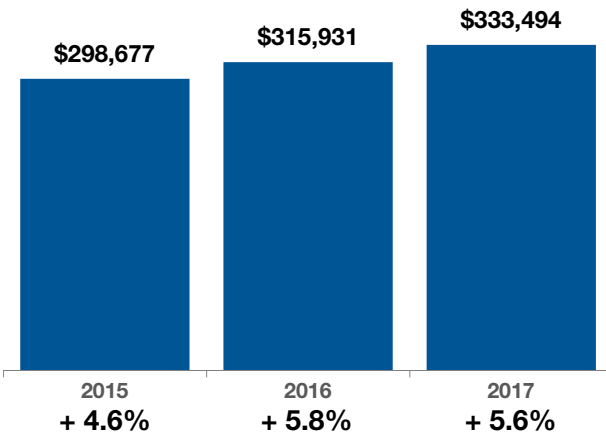


# Average Sales Price

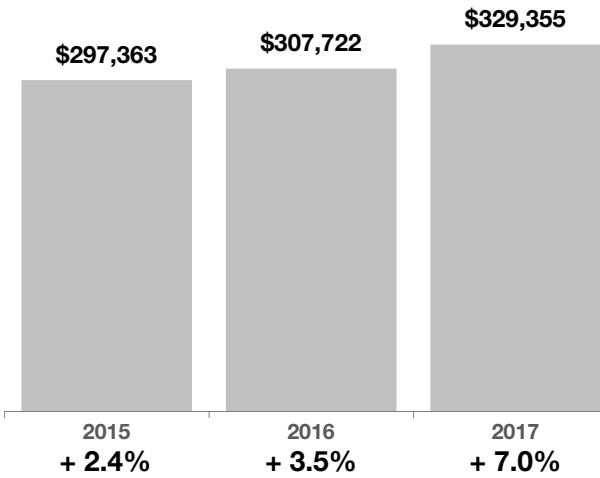
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



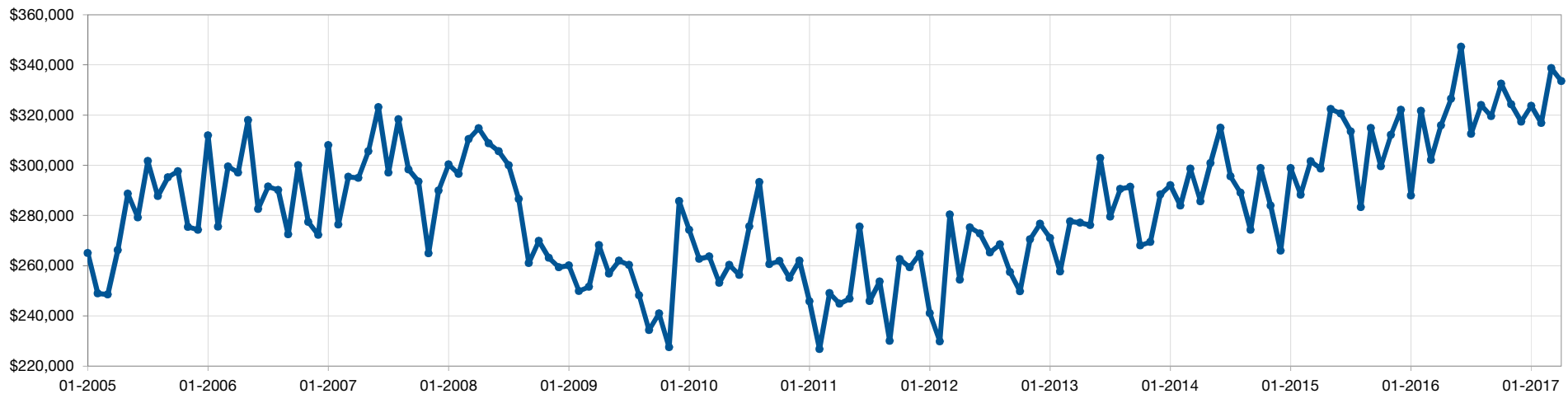
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
May 2016	\$326,535	\$322,352	+1.3%
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	\$319,543	\$314,837	+1.5%
October 2016	\$332,444	\$299,631	+11.0%
November 2016	\$324,251	\$312,093	+3.9%
December 2016	\$317,391	\$322,123	-1.5%
January 2017	\$323,656	\$287,971	+12.4%
February 2017	\$316,845	\$321,638	-1.5%
March 2017	\$338,701	\$302,135	+12.1%
<b>April 2017</b>	<b>\$333,494</b>	<b>\$315,931</b>	<b>+5.6%</b>
12-Month Avg*	\$326,378	\$309,678	+5.4%

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

## Historical Average Sales Price by Month



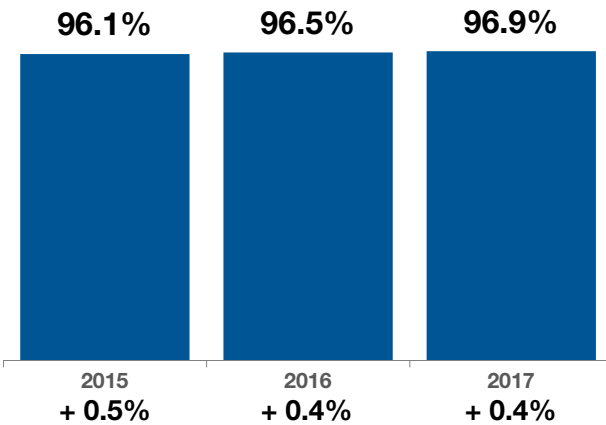


# Percent of Original List Price Received

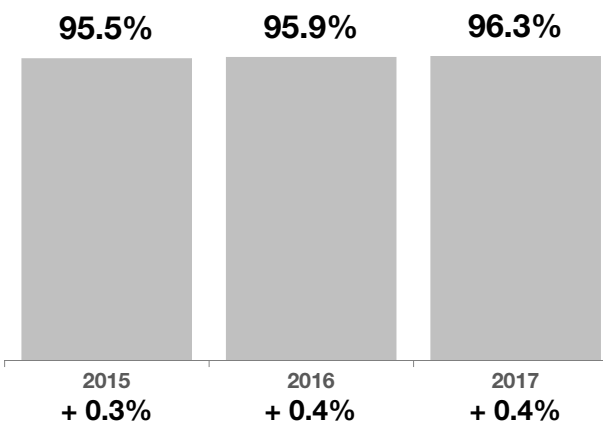
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April



## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	95.6%	95.5%	+0.1%
March 2017	96.5%	96.0%	+0.5%
<b>April 2017</b>	<b>96.9%</b>	<b>96.5%</b>	<b>+0.4%</b>
12-Month Avg*	96.5%	96.0%	+0.5%

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

## Historical Percent of Original List Price Received by Month

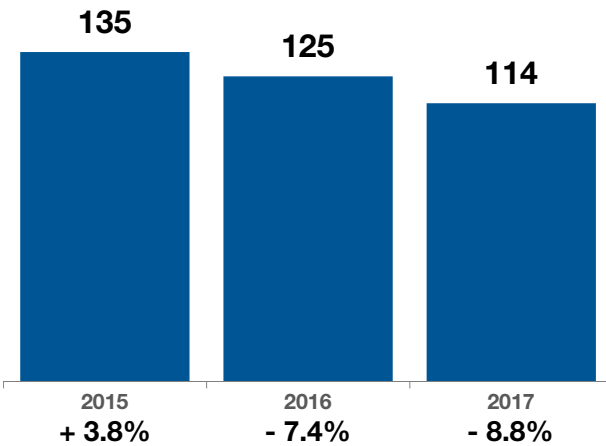


# Housing Affordability Index

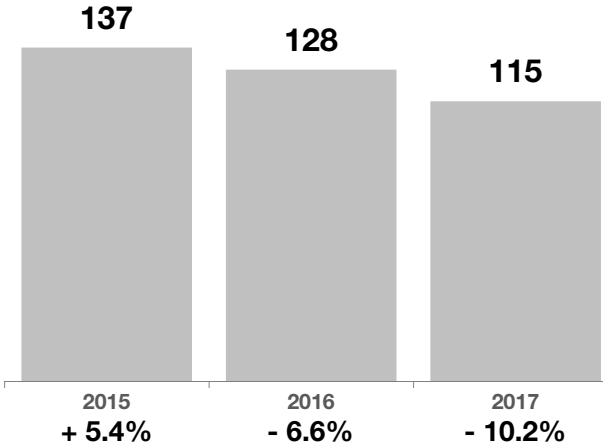
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## April



## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
<b>April 2017</b>	<b>114</b>	<b>125</b>	<b>-8.8%</b>
12-Month Avg	121	126	-4.4%

## Historical Housing Affordability Index by Month

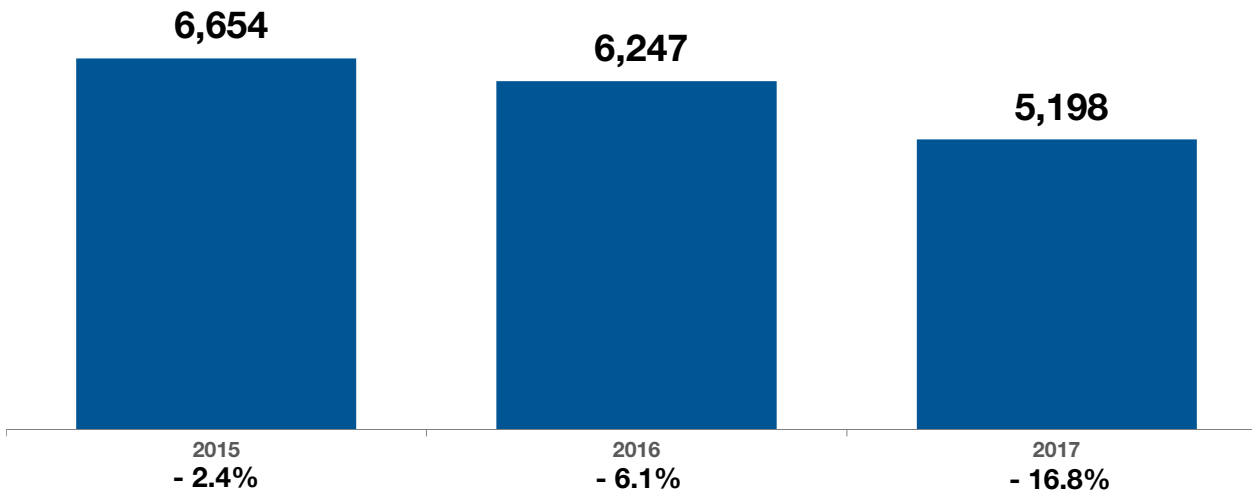


# Inventory of Homes for Sale

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



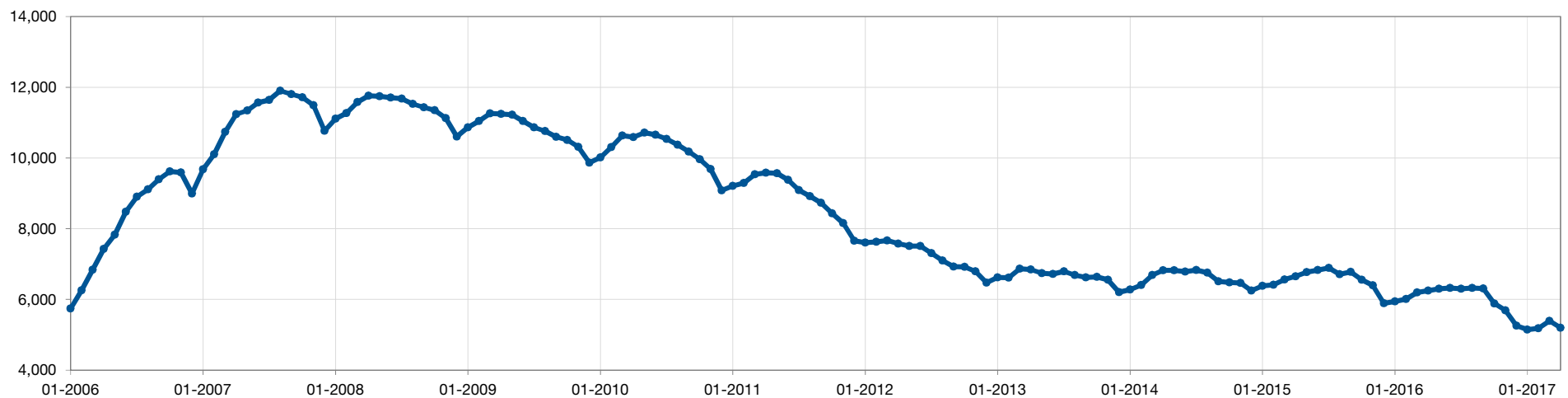
## April



Homes for Sale		Prior Year	Percent Change
May 2016	6,300	6,770	-6.9%
June 2016	6,323	6,826	-7.4%
July 2016	6,302	6,889	-8.5%
August 2016	6,321	6,709	-5.8%
September 2016	6,308	6,777	-6.9%
October 2016	5,884	6,551	-10.2%
November 2016	5,688	6,395	-11.1%
December 2016	5,258	5,893	-10.8%
January 2017	5,146	5,943	-13.4%
February 2017	5,178	6,008	-13.8%
March 2017	5,391	6,199	-13.0%
<b>April 2017</b>	<b>5,198</b>	<b>6,247</b>	<b>-16.8%</b>
12-Month Avg*	5,775	6,223	-7.2%

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

## Historical Inventory of Homes for Sale by Month

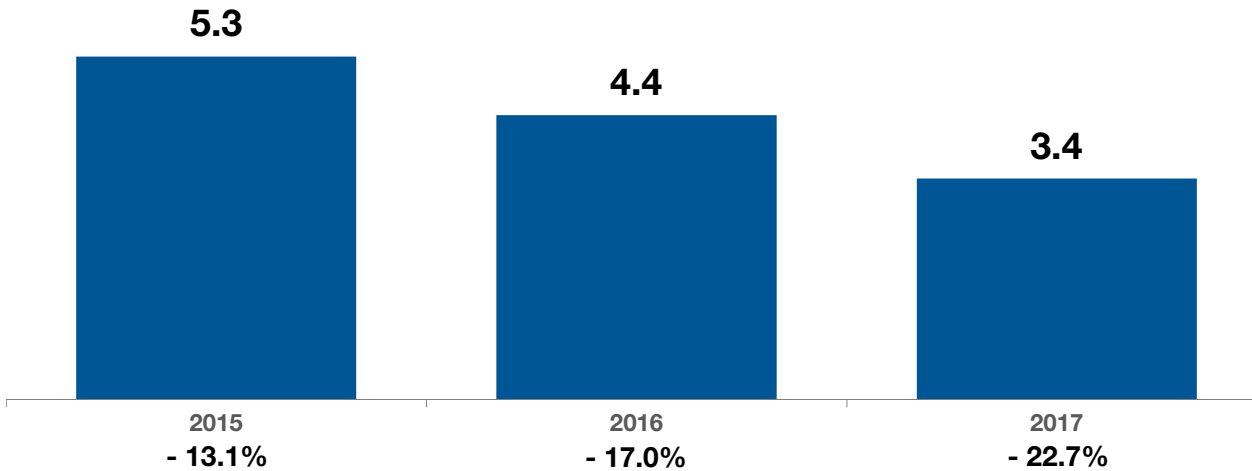


# Months Supply of Inventory

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.



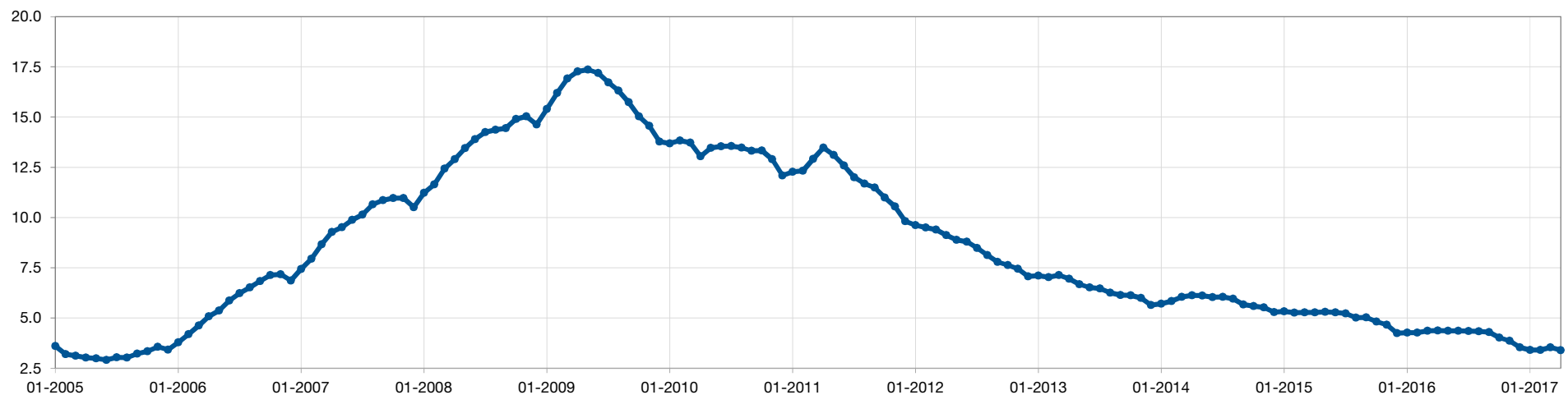
## April



Months Supply		Prior Year	Percent Change
May 2016	4.4	5.3	-17.0%
June 2016	4.4	5.3	-17.0%
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	3.9	4.7	-17.0%
December 2016	3.5	4.2	-16.7%
January 2017	3.4	4.3	-20.9%
February 2017	3.4	4.3	-20.9%
March 2017	3.5	4.4	-20.5%
<b>April 2017</b>	<b>3.4</b>	<b>4.4</b>	<b>-22.7%</b>
12-Month Avg*	3.9	4.7	-17.0%

\* Months Supply for all properties from May 2016 through April 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®



## April 2017

Spring is in the air, and housing activity is heightening. There appear to be more buyers out on the prowl, given the fact that sales prices are still going up while the number of days a house is on the market continues to drop. This is a recipe for a seller's market. For the 12-month period spanning May 2016 through April 2017, Pending Sales in the state of South Carolina were up 7.1 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 15.6 percent.

The overall Median Sales Price were up 4.0 percent to \$244,000. The property type with the largest price gain was the Condos segment, where prices increased 5.0 percent to \$193,800. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 40 days; the price range that tended to sell the slowest was the \$300,001 and Above range at 80 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 16.1 percent. That amounts to 3.4 months supply for Single-Family homes and 3.3 months supply for Condos.

## Quick Facts

**+ 15.6%**

**+ 14.5%**

**+ 17.9%**

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

Bedroom Count With  
Strongest Sales:  
**2 Bedrooms or Less**

Property Type With  
Strongest Sales:  
**Condos**

Pending Sales	<b>2</b>
Days on Market Until Sale	<b>3</b>
Median Sales Price	<b>4</b>
Percent of Original List Price Received	<b>5</b>
Inventory of Homes for Sale	<b>6</b>
Months Supply of Inventory	<b>7</b>



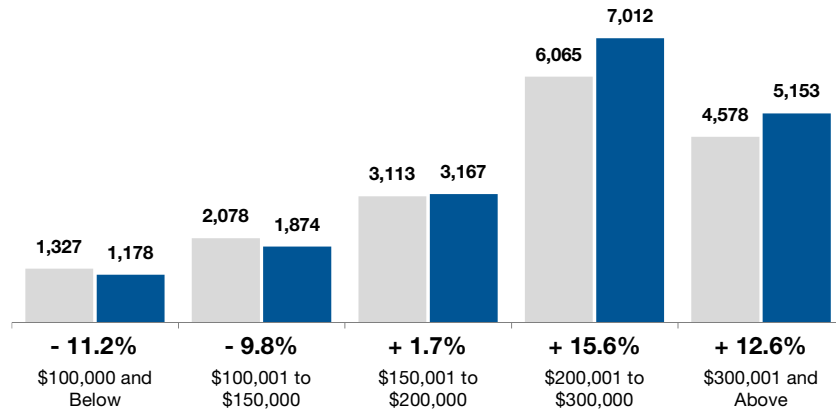
# Pending Sales

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



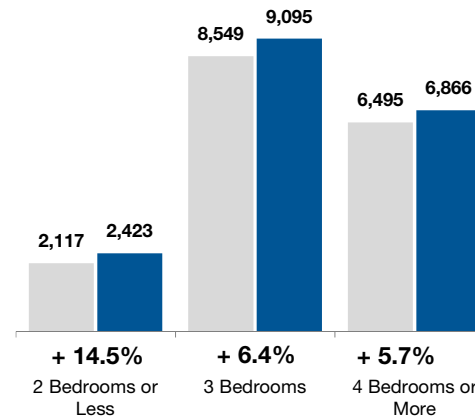
## By Price Range

■ 4-2016 ■ 4-2017



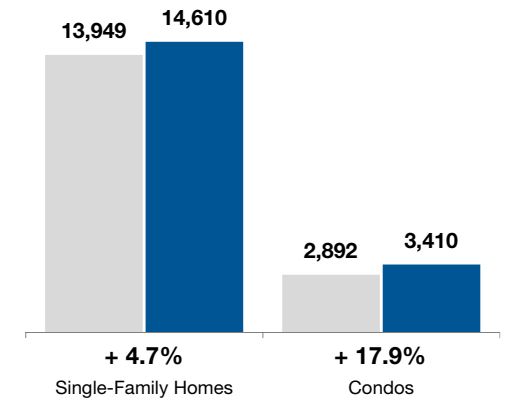
## By Bedroom Count

■ 4-2016 ■ 4-2017



## By Property Type

■ 4-2016 ■ 4-2017



### All Properties

By Price Range	4-2016	4-2017	Change
\$100,000 and Below	1,327	1,178	- 11.2%
\$100,001 to \$150,000	2,078	1,874	- 9.8%
\$150,001 to \$200,000	3,113	3,167	+ 1.7%
\$200,001 to \$300,000	6,065	7,012	+ 15.6%
\$300,001 and Above	4,578	5,153	+ 12.6%
<b>All Price Ranges</b>	<b>17,161</b>	<b>18,384</b>	<b>+ 7.1%</b>

### Single-Family Homes

4-2016	4-2017	Change	4-2016	4-2017	Change
887	672	- 24.2%	247	290	+ 17.4%
1,258	1,056	- 16.1%	735	729	- 0.8%
2,429	2,366	- 2.6%	664	766	+ 15.4%
5,365	6,042	+ 12.6%	686	947	+ 38.0%
4,010	4,474	+ 11.6%	560	678	+ 21.1%
<b>13,949</b>	<b>14,610</b>	<b>+ 4.7%</b>	<b>2,892</b>	<b>3,410</b>	<b>+ 17.9%</b>

### Condos

By Bedroom Count	4-2016	4-2017	Change
2 Bedrooms or Less	2,117	2,423	+ 14.5%
3 Bedrooms	8,549	9,095	+ 6.4%
4 Bedrooms or More	6,495	6,866	+ 5.7%
<b>All Bedroom Counts</b>	<b>17,161</b>	<b>18,384</b>	<b>+ 7.1%</b>

4-2016	4-2017	Change	4-2016	4-2017	Change
564	654	+ 16.0%	1,469	1,681	+ 14.4%
7,133	7,378	+ 3.4%	1,253	1,524	+ 21.6%
6,252	6,578	+ 5.2%	170	205	+ 20.6%
<b>13,949</b>	<b>14,610</b>	<b>+ 4.7%</b>	<b>2,892</b>	<b>3,410</b>	<b>+ 17.9%</b>

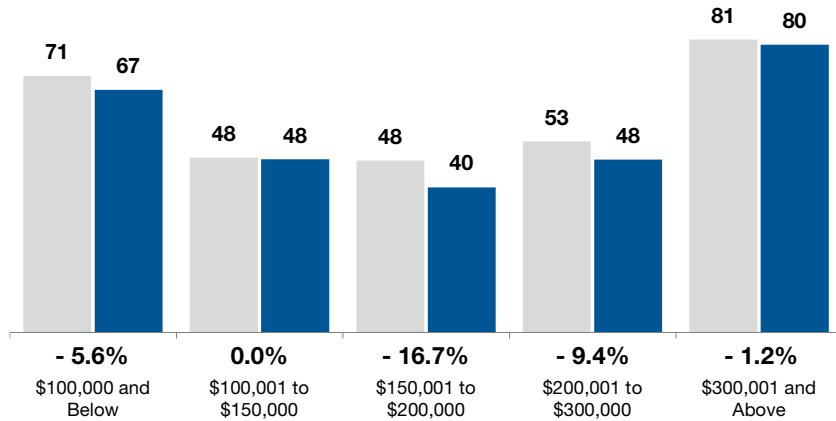
# Days on Market Until Sale

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



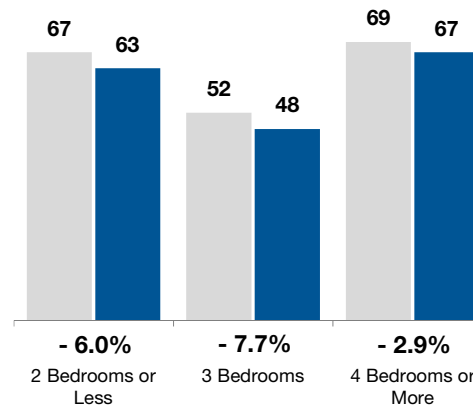
## By Price Range

■ 4-2016 ■ 4-2017



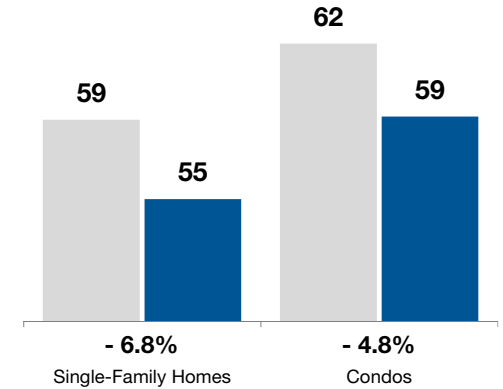
## By Bedroom Count

■ 4-2016 ■ 4-2017



## By Property Type

■ 4-2016 ■ 4-2017



### All Properties

By Price Range	4-2016	4-2017	Change
\$100,000 and Below	71	67	- 5.6%
\$100,001 to \$150,000	48	48	0.0%
\$150,001 to \$200,000	48	40	- 16.7%
\$200,001 to \$300,000	53	48	- 9.4%
\$300,001 and Above	81	80	- 1.2%
<b>All Price Ranges</b>	<b>60</b>	<b>57</b>	<b>- 5.0%</b>

### Single-Family Homes

4-2016	4-2017	Change	4-2016	4-2017	Change
64	63	- 1.6%	72	58	- 19.4%
44	39	- 11.4%	55	58	+ 5.5%
48	39	- 18.8%	46	45	- 2.2%
53	47	- 11.3%	55	50	- 9.1%
79	78	- 1.3%	99	89	- 10.1%
<b>59</b>	<b>55</b>	<b>- 6.8%</b>	<b>62</b>	<b>59</b>	<b>- 4.8%</b>

### Condos

By Bedroom Count	4-2016	4-2017	Change
2 Bedrooms or Less	67	63	- 6.0%
3 Bedrooms	52	48	- 7.7%
4 Bedrooms or More	69	67	- 2.9%
<b>All Bedroom Counts</b>	<b>60</b>	<b>57</b>	<b>- 5.0%</b>

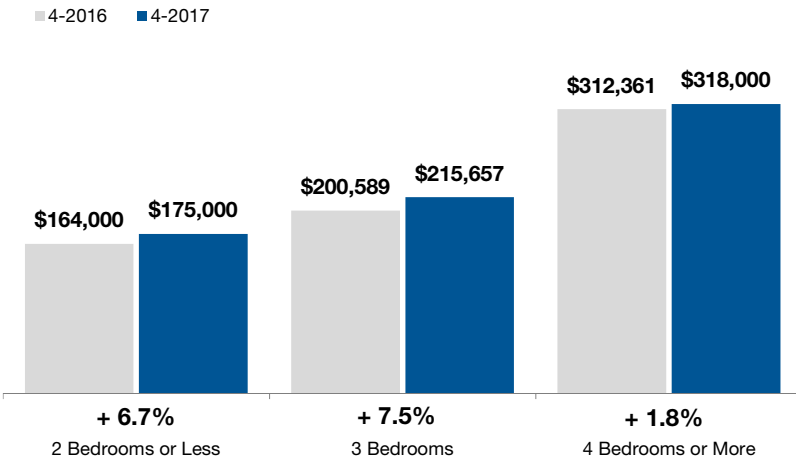
4-2016	4-2017	Change	4-2016	4-2017	Change
65	57	- 12.3%	65	61	- 6.2%
49	46	- 6.1%	60	54	- 10.0%
69	66	- 4.3%	53	78	+ 47.2%
<b>59</b>	<b>55</b>	<b>- 6.8%</b>	<b>62</b>	<b>59</b>	<b>- 4.8%</b>

# Median Sales Price

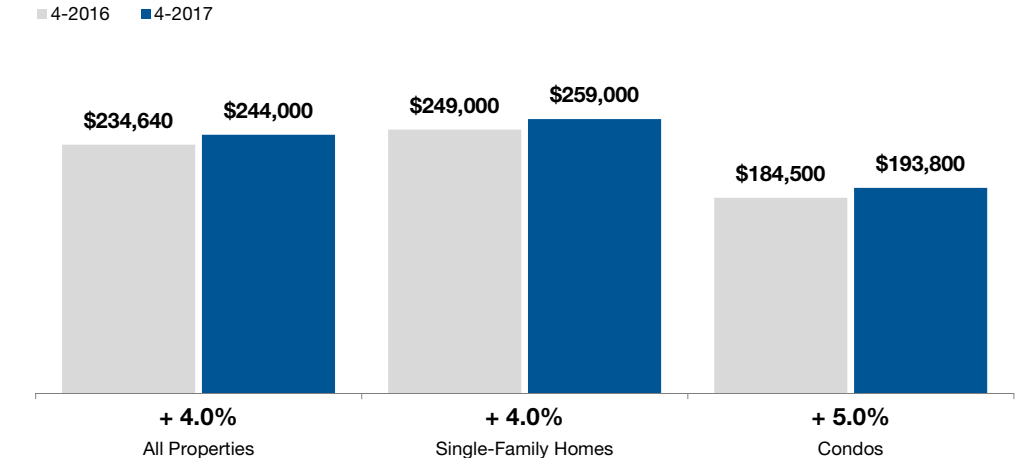
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Bedroom Count



## By Property Type



### All Properties

By Bedroom Count	4-2016	4-2017	Change
2 Bedrooms or Less	\$164,000	\$175,000	+ 6.7%
3 Bedrooms	\$200,589	\$215,657	+ 7.5%
4 Bedrooms or More	\$312,361	\$318,000	+ 1.8%
<b>All Bedroom Counts</b>	<b>\$234,640</b>	<b>\$244,000</b>	<b>+ 4.0%</b>

### Single-Family Homes

4-2016	4-2017	Change	4-2016	4-2017	Change
\$195,000	\$230,000	+ 17.9%	\$160,000	\$170,000	+ 6.3%
\$205,000	\$220,000	+ 7.3%	\$201,770	\$212,000	+ 5.1%
\$314,770	\$320,000	+ 1.7%	\$318,440	\$325,835	+ 2.3%
<b>\$249,000</b>	<b>\$259,000</b>	<b>+ 4.0%</b>	<b>\$184,500</b>	<b>\$193,800</b>	<b>+ 5.0%</b>

### Condos

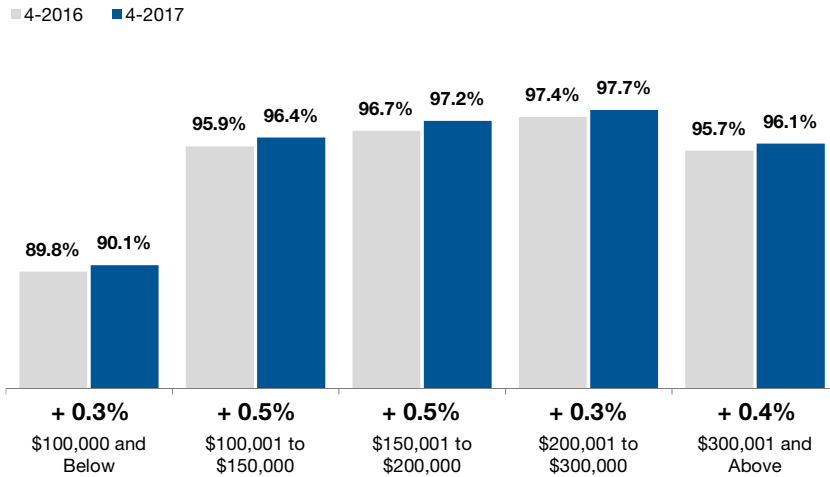


# Percent of Original List Price Received

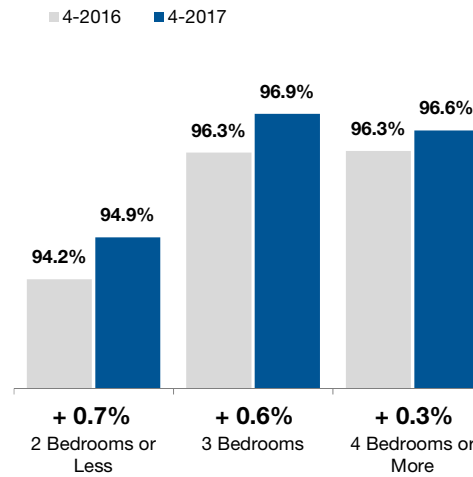
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



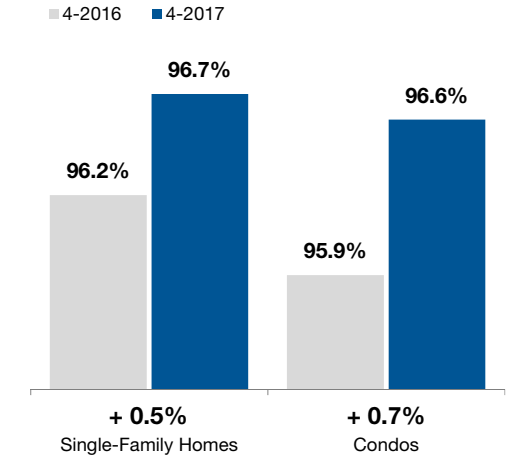
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	4-2016	4-2017	Change
\$100,000 and Below	89.8%	90.1%	+ 0.3%
\$100,001 to \$150,000	95.9%	96.4%	+ 0.5%
\$150,001 to \$200,000	96.7%	97.2%	+ 0.5%
\$200,001 to \$300,000	97.4%	97.7%	+ 0.3%
\$300,001 and Above	95.7%	96.1%	+ 0.4%
<b>All Price Ranges</b>	<b>96.0%</b>	<b>96.5%</b>	<b>+ 0.5%</b>

### Single-Family Homes

4-2016	4-2017	Change
89.9%	89.5%	- 0.4%
95.9%	96.1%	+ 0.2%
96.7%	97.3%	+ 0.6%
97.5%	97.8%	+ 0.3%
95.8%	96.0%	+ 0.2%
<b>96.2%</b>	<b>96.7%</b>	<b>+ 0.5%</b>

### Condos

4-2016	4-2017	Change
91.6%	92.4%	+ 0.9%
96.3%	96.9%	+ 0.6%
96.7%	97.2%	+ 0.5%
97.0%	97.3%	+ 0.3%
95.1%	96.3%	+ 1.3%
<b>95.9%</b>	<b>96.6%</b>	<b>+ 0.7%</b>

## By Bedroom Count

By Bedroom Count	4-2016	4-2017	Change
2 Bedrooms or Less	94.2%	94.9%	+ 0.7%
3 Bedrooms	96.3%	96.9%	+ 0.6%
4 Bedrooms or More	96.3%	96.6%	+ 0.3%
<b>All Bedroom Counts</b>	<b>96.0%</b>	<b>96.5%</b>	<b>+ 0.5%</b>

4-2016	4-2017	Change	4-2016	4-2017	Change
94.2%	94.4%	+ 0.2%	94.8%	95.5%	+ 0.7%
96.3%	96.9%	+ 0.6%	97.1%	97.7%	+ 0.6%
96.4%	96.7%	+ 0.3%	96.9%	96.8%	- 0.1%
<b>96.2%</b>	<b>96.7%</b>	<b>+ 0.5%</b>	<b>95.9%</b>	<b>96.6%</b>	<b>+ 0.7%</b>

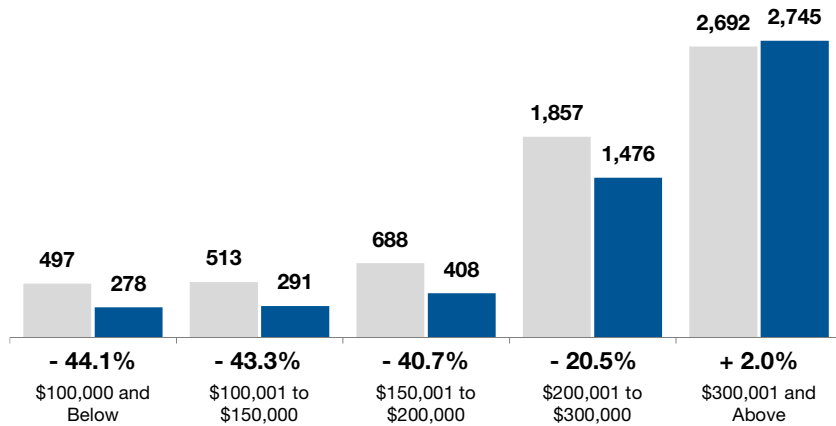
# Inventory of Homes for Sale

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



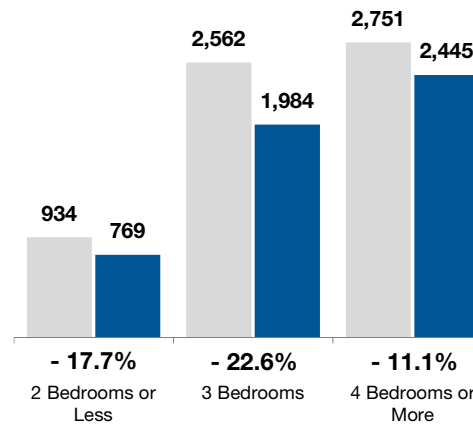
## By Price Range

■ 4-2016 ■ 4-2017



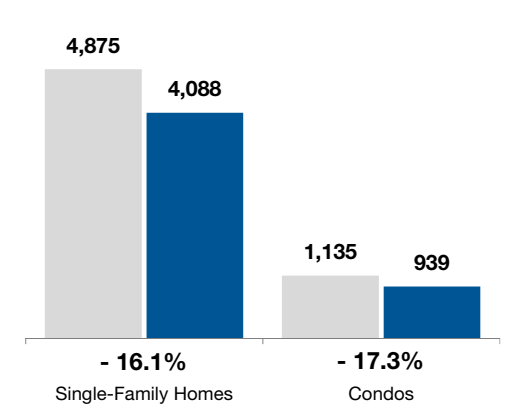
## By Bedroom Count

■ 4-2016 ■ 4-2017



## By Property Type

■ 4-2016 ■ 4-2017



### All Properties

By Price Range	4-2016	4-2017	Change
\$100,000 and Below	497	278	- 44.1%
\$100,001 to \$150,000	513	291	- 43.3%
\$150,001 to \$200,000	688	408	- 40.7%
\$200,001 to \$300,000	1,857	1,476	- 20.5%
\$300,001 and Above	2,692	2,745	+ 2.0%
<b>All Price Ranges</b>	<b>6,247</b>	<b>5,198</b>	<b>- 16.8%</b>

### Single-Family Homes

By Price Range	4-2016	4-2017	Change
\$100,000 and Below	274	157	- 42.7%
\$100,001 to \$150,000	256	138	- 46.1%
\$150,001 to \$200,000	484	250	- 48.3%
\$200,001 to \$300,000	1,602	1,234	- 23.0%
\$300,001 and Above	2,259	2,309	+ 2.2%
<b>All Price Ranges</b>	<b>4,875</b>	<b>4,088</b>	<b>- 16.1%</b>

### Condos

By Price Range	4-2016	4-2017	Change
\$100,000 and Below	85	38	- 55.3%
\$100,001 to \$150,000	207	107	- 48.3%
\$150,001 to \$200,000	179	134	- 25.1%
\$200,001 to \$300,000	241	229	- 5.0%
\$300,001 and Above	423	431	+ 1.9%
<b>All Price Ranges</b>	<b>1,135</b>	<b>939</b>	<b>- 17.3%</b>

## By Bedroom Count

By Bedroom Count	4-2016	4-2017	Change
2 Bedrooms or Less	934	769	- 17.7%
3 Bedrooms	2,562	1,984	- 22.6%
4 Bedrooms or More	2,751	2,445	- 11.1%
<b>All Bedroom Counts</b>	<b>6,247</b>	<b>5,198</b>	<b>- 16.8%</b>

By Bedroom Count	4-2016	4-2017	Change
2 Bedrooms or Less	224	199	- 11.2%
3 Bedrooms	1,999	1,547	- 22.6%
4 Bedrooms or More	2,652	2,342	- 11.7%
<b>All Bedroom Counts</b>	<b>4,875</b>	<b>4,088</b>	<b>- 16.1%</b>

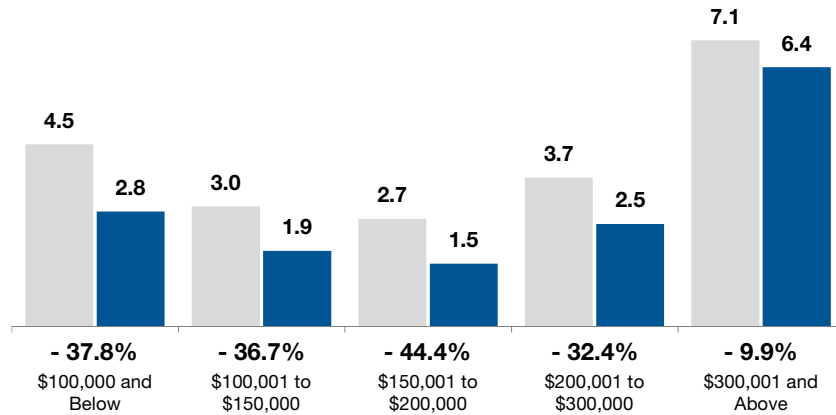
# Months Supply of Inventory

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.**



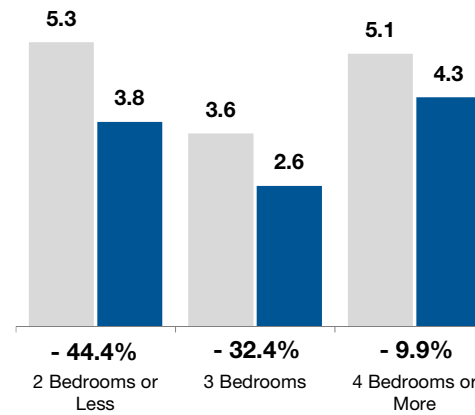
## By Price Range

■ 4-2016 ■ 4-2017



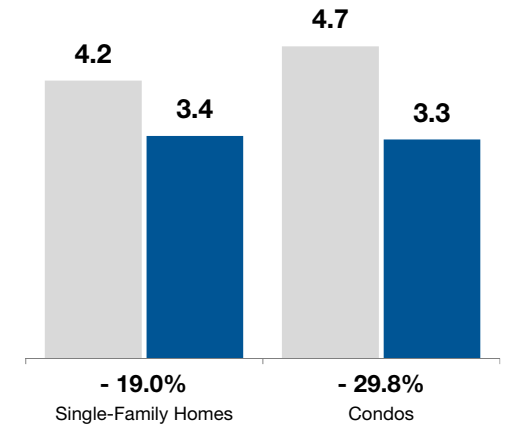
## By Bedroom Count

■ 4-2016 ■ 4-2017



## By Property Type

■ 4-2016 ■ 4-2017



### All Properties

By Price Range	4-2016	4-2017	Change
\$100,000 and Below	4.5	2.8	- 37.8%
\$100,001 to \$150,000	3.0	1.9	- 36.7%
\$150,001 to \$200,000	2.7	1.5	- 44.4%
\$200,001 to \$300,000	3.7	2.5	- 32.4%
\$300,001 and Above	7.1	6.4	- 9.9%
<b>All Price Ranges</b>	<b>4.4</b>	<b>3.4</b>	<b>- 22.7%</b>

### Single-Family Homes

4-2016	4-2017	Change	4-2016	4-2017	Change
3.7	2.8	- 24.3%	4.1	1.6	- 61.0%
2.4	1.6	- 33.3%	3.4	1.8	- 47.1%
2.4	1.3	- 45.8%	3.2	2.1	- 34.4%
3.6	2.5	- 30.6%	4.2	2.9	- 31.0%
6.8	6.2	- 8.8%	9.1	7.6	- 16.5%
<b>4.2</b>	<b>3.4</b>	<b>- 19.0%</b>	<b>4.7</b>	<b>3.3</b>	<b>- 29.8%</b>

### Condos

By Bedroom Count	4-2016	4-2017	Change
2 Bedrooms or Less	5.3	3.8	- 44.4%
3 Bedrooms	3.6	2.6	- 32.4%
4 Bedrooms or More	5.1	4.3	- 9.9%
<b>All Bedroom Counts</b>	<b>4.4</b>	<b>3.4</b>	<b>- 22.7%</b>

4-2016	4-2017	Change	4-2016	4-2017	Change
4.8	3.7	- 45.8%	5.0	3.7	- 34.4%
3.4	2.5	- 30.6%	4.3	2.7	- 31.0%
5.1	4.3	- 8.8%	4.4	4.6	- 16.5%
<b>4.2</b>	<b>3.4</b>	<b>- 19.0%</b>	<b>4.7</b>	<b>3.3</b>	<b>- 29.8%</b>

# Local Market Update – April 2017

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



## Berkeley County

County: BER

### Single-Family Detached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	415	<b>396</b>	- 4.6%	1,656	<b>1,780</b>	+ 7.5%
Closed Sales	324	<b>294</b>	- 9.3%	1,115	<b>1,193</b>	+ 7.0%
Median Sales Price*	\$211,240	<b>\$228,973</b>	+ 8.4%	\$213,835	<b>\$227,145</b>	+ 6.2%
Average Sales Price*	\$261,547	<b>\$257,944</b>	- 1.4%	\$250,661	<b>\$259,044</b>	+ 3.3%
Percent of Original List Price Received*	97.8%	<b>98.9%</b>	+ 1.1%	97.4%	<b>97.7%</b>	+ 0.3%
Days on Market Until Sale	64	<b>36</b>	- 43.8%	58	<b>45</b>	- 22.4%
Inventory of Homes for Sale	1,053	<b>885</b>	- 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.

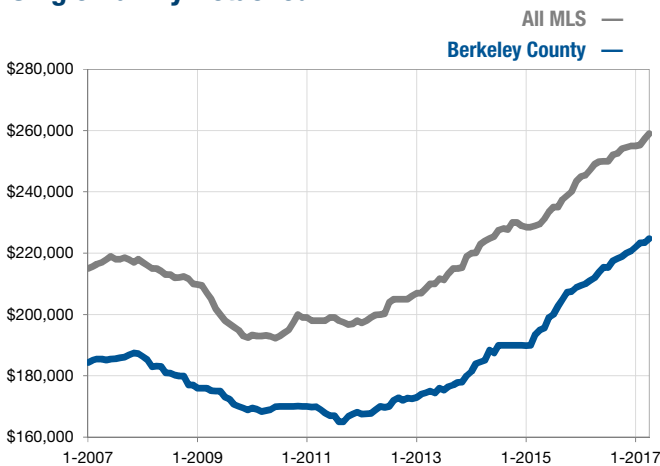
### Townhouse-Condo Attached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	69	<b>68</b>	- 1.4%	254	<b>311</b>	+ 22.4%
Closed Sales	38	<b>56</b>	+ 47.4%	125	<b>194</b>	+ 55.2%
Median Sales Price*	\$144,050	<b>\$175,000</b>	+ 21.5%	\$136,000	<b>\$155,000</b>	+ 14.0%
Average Sales Price*	\$203,120	<b>\$190,903</b>	- 6.0%	\$206,903	<b>\$199,898</b>	- 3.4%
Percent of Original List Price Received*	97.1%	<b>98.5%</b>	+ 1.4%	96.9%	<b>98.1%</b>	+ 1.2%
Days on Market Until Sale	44	<b>54</b>	+ 22.7%	48	<b>58</b>	+ 20.8%
Inventory of Homes for Sale	184	<b>167</b>	- 9.2%	--	--	--

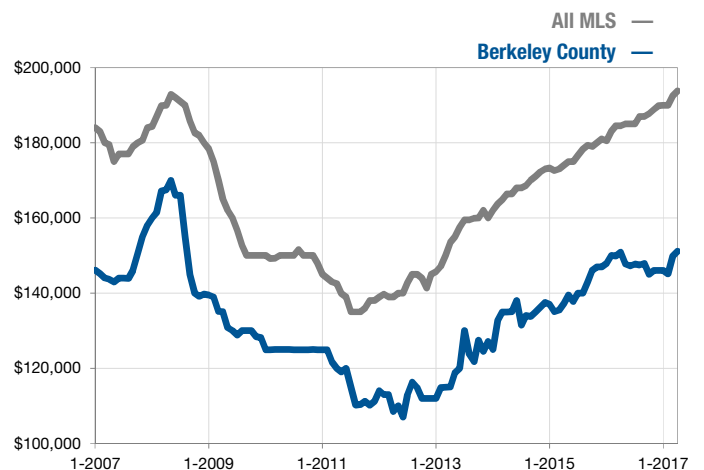
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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



## Charleston County

County: CHS

### Single-Family Detached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	898	<b>886</b>	- 1.3%	3,362	<b>3,482</b>	+ 3.6%
Closed Sales	601	<b>578</b>	- 3.8%	2,006	<b>2,041</b>	+ 1.7%
Median Sales Price*	\$337,000	<b>\$366,225</b>	+ 8.7%	\$318,806	<b>\$350,000</b>	+ 9.8%
Average Sales Price*	\$419,600	<b>\$472,359</b>	+ 12.6%	\$415,697	<b>\$462,826</b>	+ 11.3%
Percent of Original List Price Received*	96.1%	<b>96.2%</b>	+ 0.1%	95.7%	<b>95.6%</b>	- 0.1%
Days on Market Until Sale	56	<b>58</b>	+ 3.6%	64	<b>68</b>	+ 6.3%
Inventory of Homes for Sale	2,480	<b>2,173</b>	- 12.4%	--	--	--

\* 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.

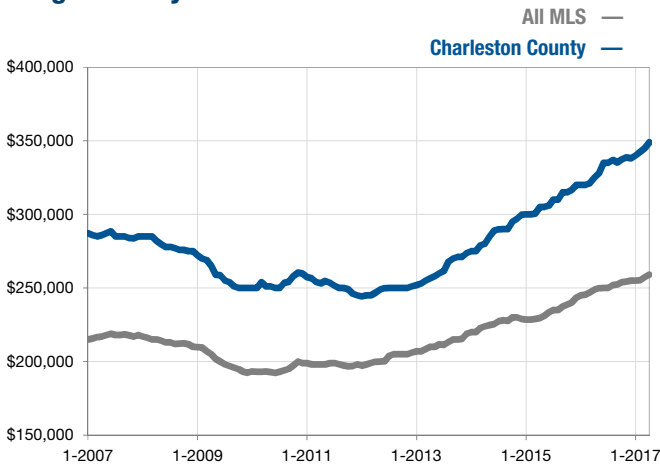
### Townhouse-Condo Attached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	257	<b>307</b>	+ 19.5%	1,083	<b>1,127</b>	+ 4.1%
Closed Sales	174	<b>200</b>	+ 14.9%	616	<b>748</b>	+ 21.4%
Median Sales Price*	\$205,250	<b>\$215,750</b>	+ 5.1%	\$211,250	<b>\$223,522</b>	+ 5.8%
Average Sales Price*	\$278,834	<b>\$301,381</b>	+ 8.1%	\$287,602	<b>\$313,232</b>	+ 8.9%
Percent of Original List Price Received*	95.9%	<b>96.4%</b>	+ 0.5%	95.3%	<b>96.0%</b>	+ 0.7%
Days on Market Until Sale	76	<b>61</b>	- 19.7%	73	<b>67</b>	- 8.2%
Inventory of Homes for Sale	791	<b>686</b>	- 13.3%	--	--	--

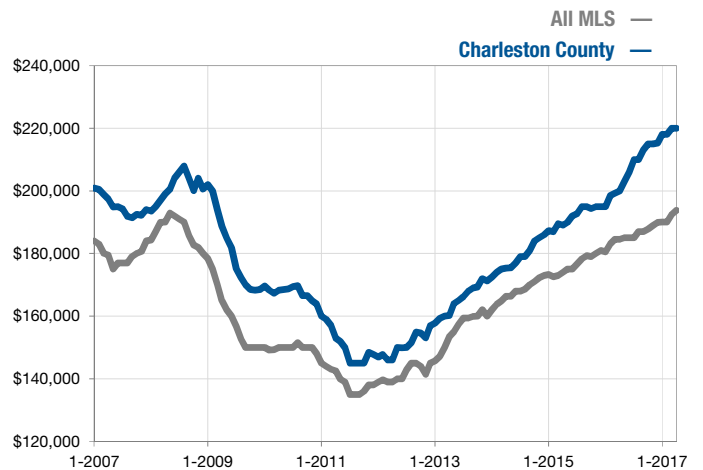
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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



## Colleton County

Area 82

Single-Family Detached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	26	<b>27</b>	+ 3.8%	120	<b>105</b>	- 12.5%
Closed Sales	15	<b>18</b>	+ 20.0%	63	<b>48</b>	- 23.8%
Median Sales Price*	\$139,000	<b>\$145,000</b>	+ 4.3%	\$120,000	<b>\$137,000</b>	+ 14.2%
Average Sales Price*	\$153,530	<b>\$162,389</b>	+ 5.8%	\$145,929	<b>\$141,135</b>	- 3.3%
Percent of Original List Price Received*	91.4%	<b>90.2%</b>	- 1.3%	90.2%	<b>88.1%</b>	- 2.3%
Days on Market Until Sale	65	<b>95</b>	+ 46.2%	124	<b>139</b>	+ 12.1%
Inventory of Homes for Sale	163	<b>143</b>	- 12.3%	--	--	--

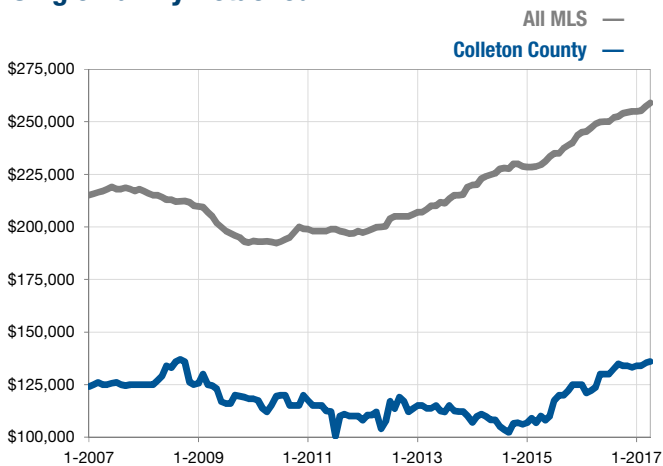
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	0	<b>0</b>	--	0	<b>0</b>	--
Closed Sales	0	<b>0</b>	--	0	<b>0</b>	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Average Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Percent of Original List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	<b>0</b>	--	0	<b>0</b>	--
Inventory of Homes for Sale	0	<b>0</b>	--	--	--	--

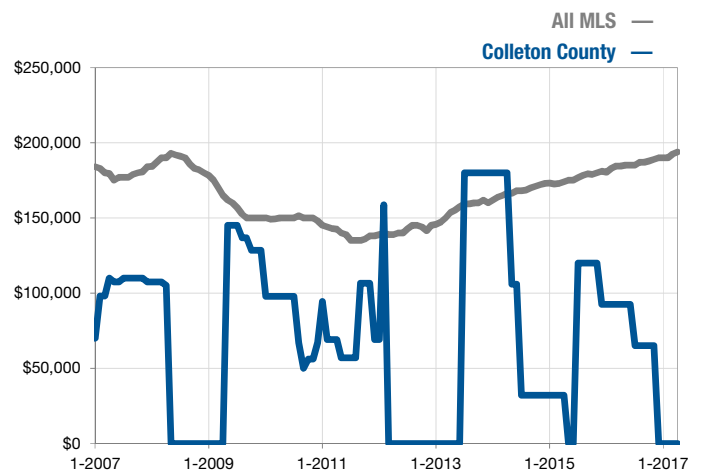
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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## Daniel Island

Area 77

### Single-Family Detached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	24	23	- 4.2%	99	132	+ 33.3%
Closed Sales	13	14	+ 7.7%	43	45	+ 4.7%
Median Sales Price*	\$895,000	\$768,300	- 14.2%	\$850,000	\$825,000	- 2.9%
Average Sales Price*	\$1,017,244	\$817,085	- 19.7%	\$929,227	\$915,782	- 1.4%
Percent of Original List Price Received*	93.4%	98.2%	+ 5.1%	95.1%	98.7%	+ 3.8%
Days on Market Until Sale	78	46	- 41.0%	68	52	- 23.5%
Inventory of Homes for Sale	65	93	+ 43.1%	--	--	--

\* 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.

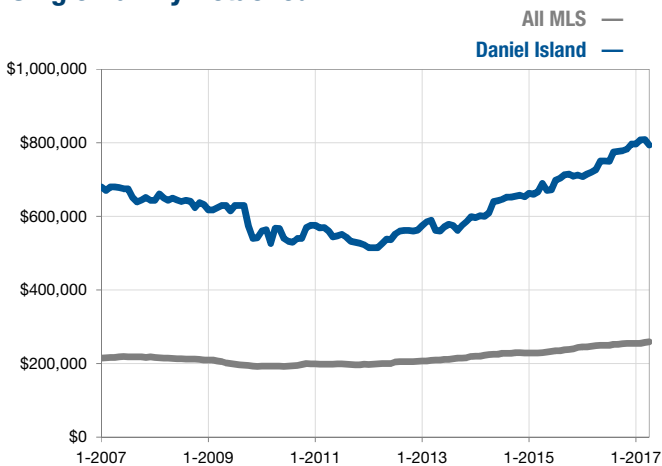
### Townhouse-Condo Attached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	20	13	- 35.0%	70	82	+ 17.1%
Closed Sales	12	13	+ 8.3%	35	41	+ 17.1%
Median Sales Price*	\$285,000	\$290,000	+ 1.8%	\$325,000	\$345,000	+ 6.2%
Average Sales Price*	\$357,458	\$295,192	- 17.4%	\$392,573	\$375,989	- 4.2%
Percent of Original List Price Received*	98.8%	97.6%	- 1.2%	97.5%	97.3%	- 0.2%
Days on Market Until Sale	68	75	+ 10.3%	47	63	+ 34.0%
Inventory of Homes for Sale	52	63	+ 21.2%	--	--	--

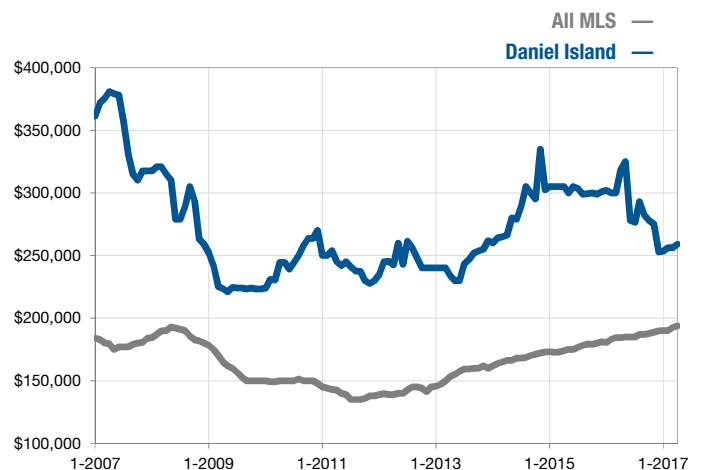
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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



## Dorchester County

County: DOR

### Single-Family Detached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	393	<b>339</b>	- 13.7%	1,364	<b>1,353</b>	- 0.8%
Closed Sales	252	<b>261</b>	+ 3.6%	779	<b>899</b>	+ 15.4%
Median Sales Price*	\$205,000	<b>\$222,690</b>	+ 8.6%	\$202,500	<b>\$220,000</b>	+ 8.6%
Average Sales Price*	\$226,894	<b>\$243,439</b>	+ 7.3%	\$221,117	<b>\$235,819</b>	+ 6.6%
Percent of Original List Price Received*	97.8%	<b>98.1%</b>	+ 0.3%	96.7%	<b>97.2%</b>	+ 0.5%
Days on Market Until Sale	59	<b>44</b>	- 25.4%	63	<b>52</b>	- 17.5%
Inventory of Homes for Sale	903	<b>645</b>	- 28.6%	--	--	--

\* 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.

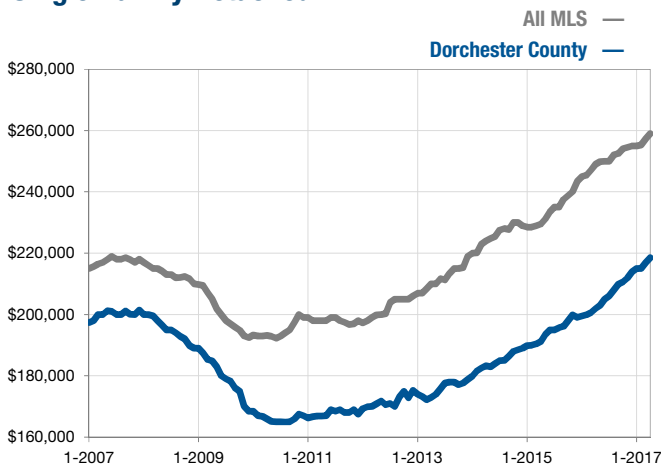
### Townhouse-Condo Attached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	37	<b>43</b>	+ 16.2%	159	<b>162</b>	+ 1.9%
Closed Sales	30	<b>42</b>	+ 40.0%	111	<b>134</b>	+ 20.7%
Median Sales Price*	\$133,745	<b>\$149,950</b>	+ 12.1%	\$135,000	<b>\$137,738</b>	+ 2.0%
Average Sales Price*	\$136,832	<b>\$152,934</b>	+ 11.8%	\$134,822	<b>\$143,173</b>	+ 6.2%
Percent of Original List Price Received*	97.6%	<b>97.7%</b>	+ 0.1%	96.5%	<b>97.7%</b>	+ 1.2%
Days on Market Until Sale	78	<b>54</b>	- 30.8%	75	<b>56</b>	- 25.3%
Inventory of Homes for Sale	113	<b>58</b>	- 48.7%	--	--	--

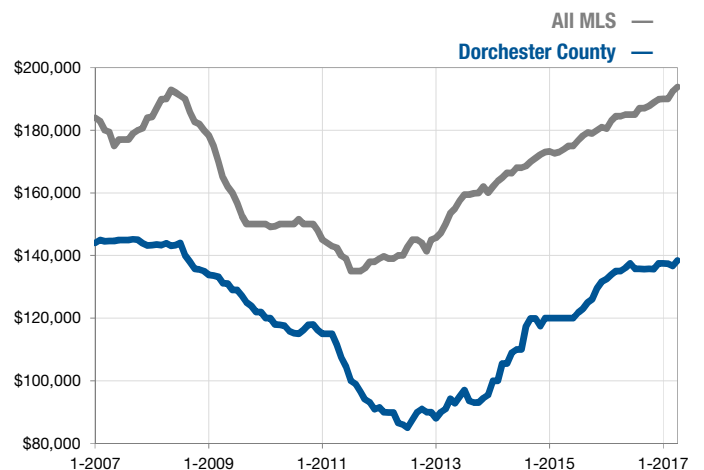
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached





# Local Market Update – April 2017

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



## Dorchester Road Corridor

Area 61

Single-Family Detached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	134	111	- 17.2%	460	421	- 8.5%
Closed Sales	87	84	- 3.4%	259	283	+ 9.3%
Median Sales Price*	\$208,482	<b>\$241,933</b>	+ 16.0%	\$210,000	<b>\$229,000</b>	+ 9.0%
Average Sales Price*	\$220,204	<b>\$251,931</b>	+ 14.4%	\$221,903	<b>\$241,760</b>	+ 8.9%
Percent of Original List Price Received*	98.1%	<b>98.2%</b>	+ 0.1%	97.3%	<b>97.7%</b>	+ 0.4%
Days on Market Until Sale	51	47	- 7.8%	56	46	- 17.9%
Inventory of Homes for Sale	283	165	- 41.7%	--	--	--

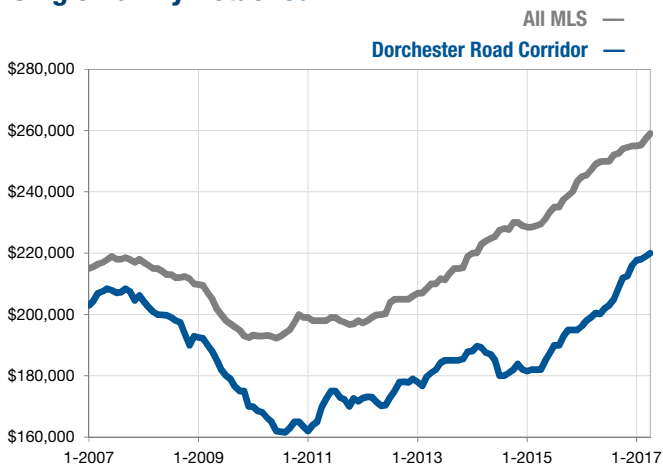
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	24	25	+ 4.2%	93	104	+ 11.8%
Closed Sales	15	24	+ 60.0%	61	77	+ 26.2%
Median Sales Price*	\$150,000	<b>\$162,450</b>	+ 8.3%	\$150,000	<b>\$152,890</b>	+ 1.9%
Average Sales Price*	\$151,191	<b>\$168,253</b>	+ 11.3%	\$146,256	<b>\$155,373</b>	+ 6.2%
Percent of Original List Price Received*	98.9%	<b>98.1%</b>	- 0.8%	97.6%	<b>98.7%</b>	+ 1.1%
Days on Market Until Sale	61	63	+ 3.3%	70	53	- 24.3%
Inventory of Homes for Sale	72	38	- 47.2%	--	--	--

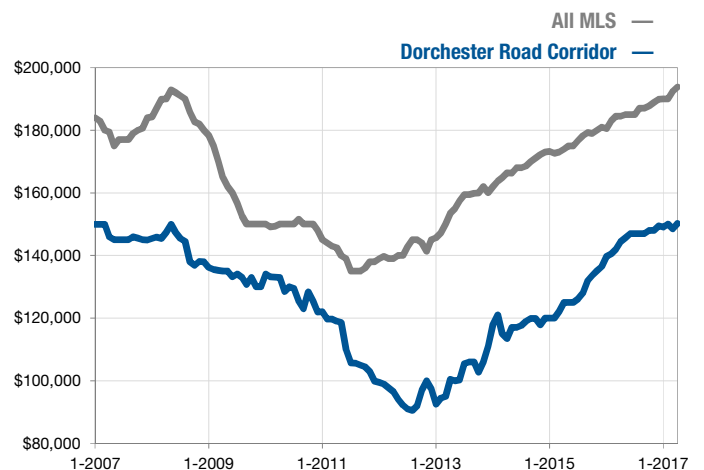
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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



## Downtown Charleston

Area 51

Single-Family Detached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	31	<b>29</b>	- 6.5%	116	<b>103</b>	- 11.2%
Closed Sales	19	<b>25</b>	+ 31.6%	59	<b>72</b>	+ 22.0%
Median Sales Price*	\$911,000	<b>\$774,900</b>	- 14.9%	\$745,000	<b>\$901,625</b>	+ 21.0%
Average Sales Price*	\$1,101,382	<b>\$1,115,886</b>	+ 1.3%	\$982,742	<b>\$1,279,001</b>	+ 30.1%
Percent of Original List Price Received*	96.0%	<b>92.9%</b>	- 3.2%	92.3%	<b>92.2%</b>	- 0.1%
Days on Market Until Sale	87	<b>144</b>	+ 65.5%	81	<b>118</b>	+ 45.7%
Inventory of Homes for Sale	130	<b>89</b>	- 31.5%	--	--	--

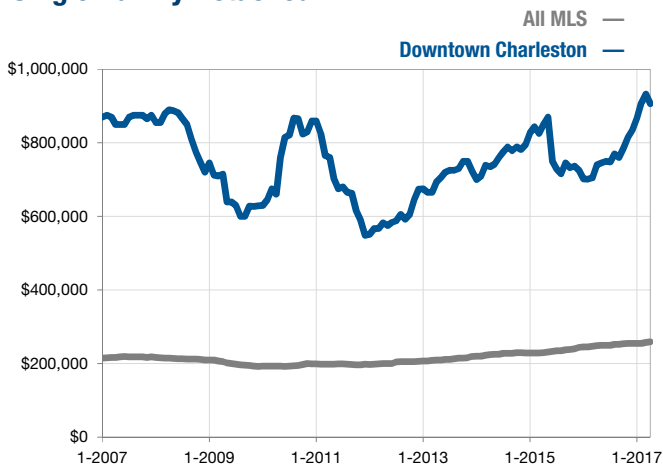
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	28	<b>33</b>	+ 17.9%	114	<b>128</b>	+ 12.3%
Closed Sales	22	<b>18</b>	- 18.2%	62	<b>79</b>	+ 27.4%
Median Sales Price*	\$559,950	<b>\$633,750</b>	+ 13.2%	\$508,750	<b>\$550,000</b>	+ 8.1%
Average Sales Price*	\$645,082	<b>\$728,847</b>	+ 13.0%	\$625,005	<b>\$665,925</b>	+ 6.5%
Percent of Original List Price Received*	94.5%	<b>93.3%</b>	- 1.3%	93.5%	<b>93.5%</b>	0.0%
Days on Market Until Sale	176	<b>134</b>	- 23.9%	134	<b>104</b>	- 22.4%
Inventory of Homes for Sale	120	<b>114</b>	- 5.0%	--	--	--

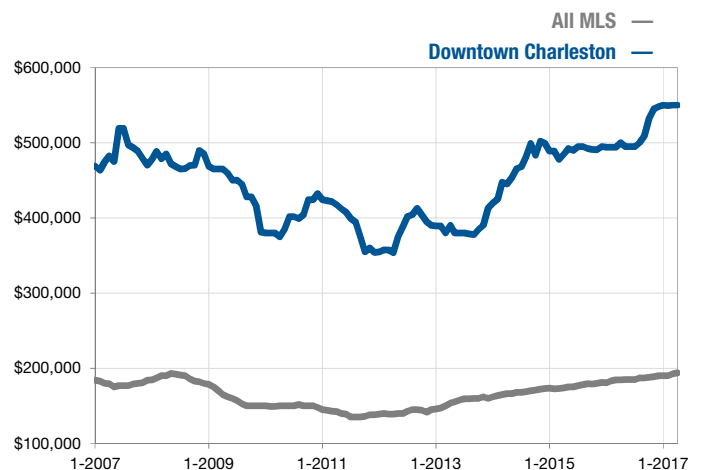
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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



## Edisto Area

Areas 26, 27 & 28

Single-Family Detached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	13	<b>16</b>	+ 23.1%	58	<b>63</b>	+ 8.6%
Closed Sales	13	<b>19</b>	+ 46.2%	38	<b>43</b>	+ 13.2%
Median Sales Price*	\$337,000	<b>\$410,000</b>	+ 21.7%	\$382,200	<b>\$399,000</b>	+ 4.4%
Average Sales Price*	\$460,962	<b>\$765,042</b>	+ 66.0%	\$424,642	<b>\$591,114</b>	+ 39.2%
Percent of Original List Price Received*	94.2%	<b>94.1%</b>	- 0.1%	93.3%	<b>93.3%</b>	0.0%
Days on Market Until Sale	166	<b>206</b>	+ 24.1%	137	<b>158</b>	+ 15.3%
Inventory of Homes for Sale	94	<b>82</b>	- 12.8%	--	--	--

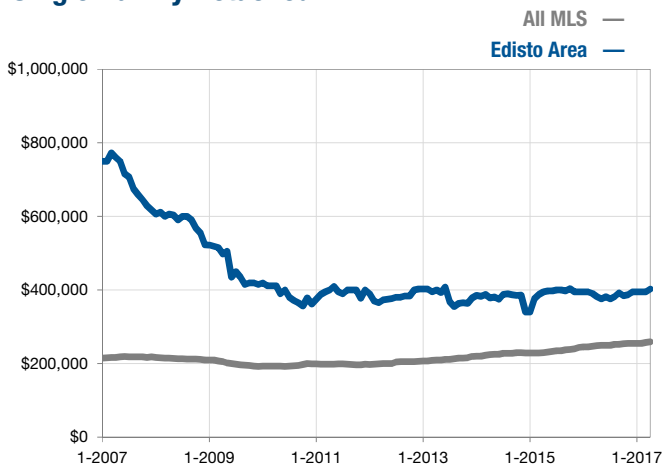
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Townhouse-Condo Attached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	5	<b>3</b>	- 40.0%	16	<b>13</b>	- 18.8%
Closed Sales	1	<b>1</b>	0.0%	2	<b>14</b>	+ 600.0%
Median Sales Price*	\$370,000	<b>\$121,000</b>	- 67.3%	\$235,250	<b>\$172,450</b>	- 26.7%
Average Sales Price*	\$370,000	<b>\$121,000</b>	- 67.3%	\$235,250	<b>\$172,421</b>	- 26.7%
Percent of Original List Price Received*	93.7%	<b>78.1%</b>	- 16.6%	89.6%	<b>91.4%</b>	+ 2.0%
Days on Market Until Sale	56	<b>274</b>	+ 389.3%	127	<b>146</b>	+ 15.0%
Inventory of Homes for Sale	31	<b>17</b>	- 45.2%	--	--	--

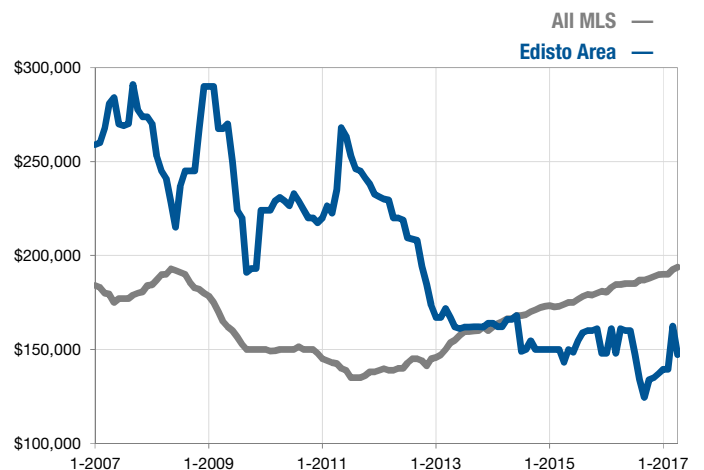
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## Historical Median Sales Price Rolling 12-Month Calculation

### Single-Family Detached



### Townhouse-Condo Attached



# Local Market Update – April 2017

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



## Folly Beach

Area 22

Single-Family Detached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	15	9	- 40.0%	57	44	- 22.8%
Closed Sales	4	15	+ 275.0%	21	39	+ 85.7%
Median Sales Price*	\$572,125	<b>\$690,000</b>	+ 20.6%	\$569,000	<b>\$700,000</b>	+ 23.0%
Average Sales Price*	\$575,313	<b>\$725,707</b>	+ 26.1%	\$602,302	<b>\$716,240</b>	+ 18.9%
Percent of Original List Price Received*	93.0%	<b>93.0%</b>	0.0%	94.8%	<b>91.1%</b>	- 3.9%
Days on Market Until Sale	82	141	+ 72.0%	121	120	- 0.8%
Inventory of Homes for Sale	74	32	- 56.8%	--	--	--

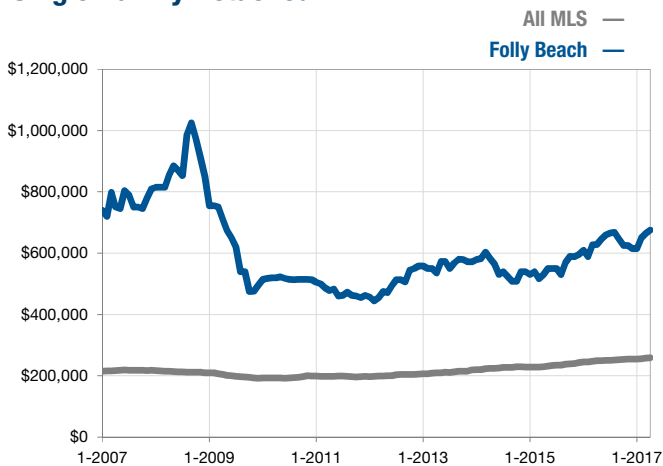
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	5	9	+ 80.0%	27	35	+ 29.6%
Closed Sales	4	3	- 25.0%	16	20	+ 25.0%
Median Sales Price*	\$366,500	<b>\$320,000</b>	- 12.7%	\$349,000	<b>\$442,500</b>	+ 26.8%
Average Sales Price*	\$392,625	<b>\$362,333</b>	- 7.7%	\$377,250	<b>\$404,475</b>	+ 7.2%
Percent of Original List Price Received*	88.1%	<b>99.9%</b>	+ 13.4%	91.2%	<b>97.0%</b>	+ 6.4%
Days on Market Until Sale	112	11	- 90.2%	117	59	- 49.6%
Inventory of Homes for Sale	30	32	+ 6.7%	--	--	--

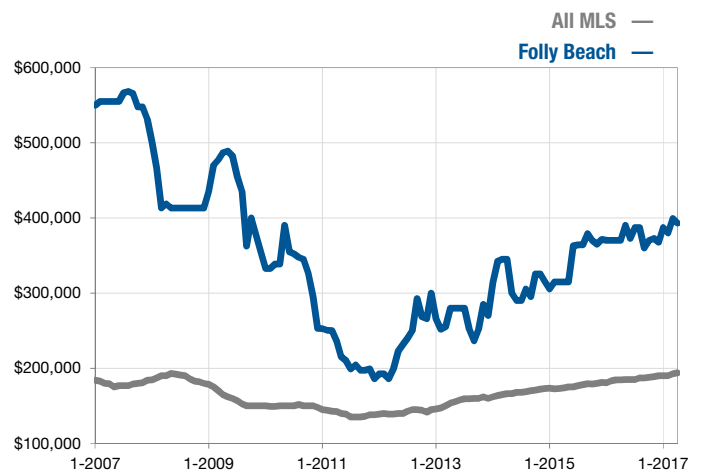
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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



## Goose Creek / Monck's Corner

Areas 72, 73 & 74

Single-Family Detached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	285	<b>269</b>	- 5.6%	1,156	<b>1,214</b>	+ 5.0%
Closed Sales	233	<b>225</b>	- 3.4%	816	<b>903</b>	+ 10.7%
Median Sales Price*	\$200,466	<b>\$224,540</b>	+ 12.0%	\$204,700	<b>\$224,500</b>	+ 9.7%
Average Sales Price*	\$207,536	<b>\$229,602</b>	+ 10.6%	\$209,659	<b>\$230,819</b>	+ 10.1%
Percent of Original List Price Received*	98.6%	<b>98.9%</b>	+ 0.3%	98.2%	<b>98.1%</b>	- 0.1%
Days on Market Until Sale	60	<b>35</b>	- 41.7%	57	<b>41</b>	- 28.1%
Inventory of Homes for Sale	721	<b>540</b>	- 25.1%	--	--	--

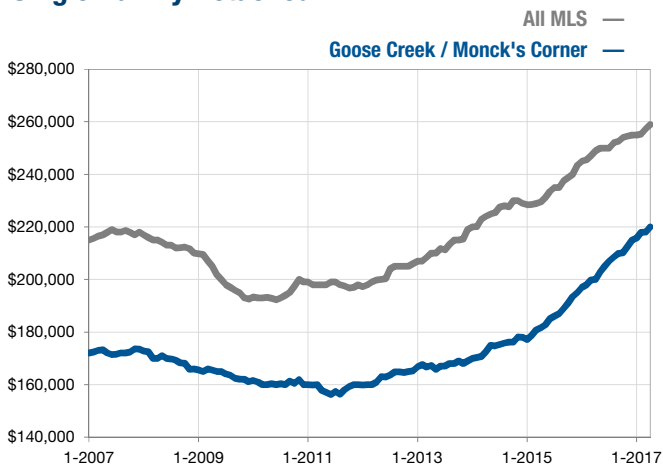
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	36	<b>45</b>	+ 25.0%	140	<b>184</b>	+ 31.4%
Closed Sales	18	<b>35</b>	+ 94.4%	61	<b>123</b>	+ 101.6%
Median Sales Price*	\$120,750	<b>\$155,000</b>	+ 28.4%	\$120,000	<b>\$146,450</b>	+ 22.0%
Average Sales Price*	\$117,631	<b>\$154,573</b>	+ 31.4%	\$117,932	<b>\$147,460</b>	+ 25.0%
Percent of Original List Price Received*	96.7%	<b>98.9%</b>	+ 2.3%	96.3%	<b>98.7%</b>	+ 2.5%
Days on Market Until Sale	33	<b>48</b>	+ 45.5%	50	<b>57</b>	+ 14.0%
Inventory of Homes for Sale	106	<b>77</b>	- 27.4%	--	--	--

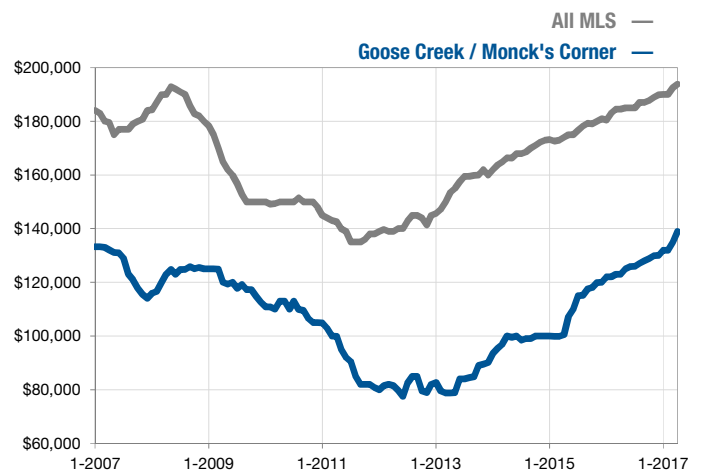
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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



## Greater North Charleston

Areas 31 & 32

Single-Family Detached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	102	<b>126</b>	+ 23.5%	461	<b>521</b>	+ 13.0%
Closed Sales	108	<b>104</b>	- 3.7%	380	<b>378</b>	- 0.5%
Median Sales Price*	\$178,452	<b>\$185,500</b>	+ 3.9%	\$177,024	<b>\$193,000</b>	+ 9.0%
Average Sales Price*	\$179,071	<b>\$188,235</b>	+ 5.1%	\$174,213	<b>\$191,289</b>	+ 9.8%
Percent of Original List Price Received*	95.0%	<b>97.0%</b>	+ 2.1%	95.3%	<b>97.4%</b>	+ 2.2%
Days on Market Until Sale	51	<b>26</b>	- 49.0%	49	<b>40</b>	- 18.4%
Inventory of Homes for Sale	258	<b>210</b>	- 18.6%	--	--	--

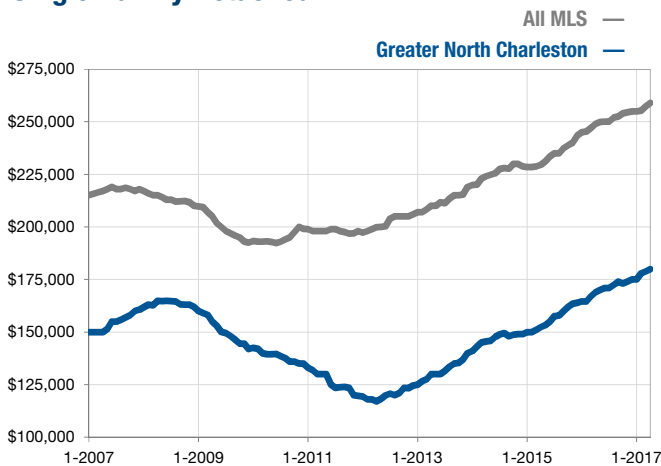
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	22	<b>12</b>	- 45.5%	89	<b>102</b>	+ 14.6%
Closed Sales	12	<b>25</b>	+ 108.3%	58	<b>65</b>	+ 12.1%
Median Sales Price*	\$105,500	<b>\$112,000</b>	+ 6.2%	\$106,000	<b>\$112,000</b>	+ 5.7%
Average Sales Price*	\$104,475	<b>\$146,734</b>	+ 40.4%	\$122,025	<b>\$129,757</b>	+ 6.3%
Percent of Original List Price Received*	97.1%	<b>97.6%</b>	+ 0.5%	93.3%	<b>96.2%</b>	+ 3.1%
Days on Market Until Sale	41	<b>31</b>	- 24.4%	49	<b>32</b>	- 34.7%
Inventory of Homes for Sale	50	<b>39</b>	- 22.0%	--	--	--

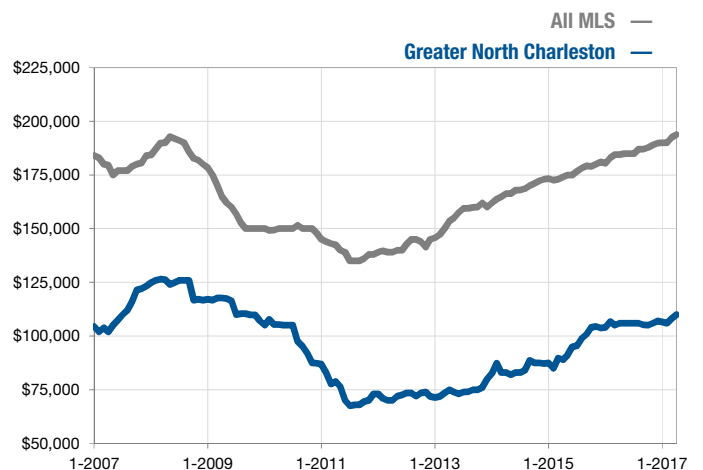
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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



## Greater Summerville Area

Areas 62 & 63

Single-Family Detached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	251	<b>222</b>	- 11.6%	882	<b>907</b>	+ 2.8%
Closed Sales	161	<b>171</b>	+ 6.2%	503	<b>598</b>	+ 18.9%
Median Sales Price*	\$204,000	<b>\$220,000</b>	+ 7.8%	\$201,414	<b>\$218,275</b>	+ 8.4%
Average Sales Price*	\$232,396	<b>\$241,129</b>	+ 3.8%	\$222,089	<b>\$235,164</b>	+ 5.9%
Percent of Original List Price Received*	97.7%	<b>98.0%</b>	+ 0.3%	96.7%	<b>97.3%</b>	+ 0.6%
Days on Market Until Sale	61	<b>41</b>	- 32.8%	66	<b>52</b>	- 21.2%
Inventory of Homes for Sale	583	<b>447</b>	- 23.3%	--	--	--

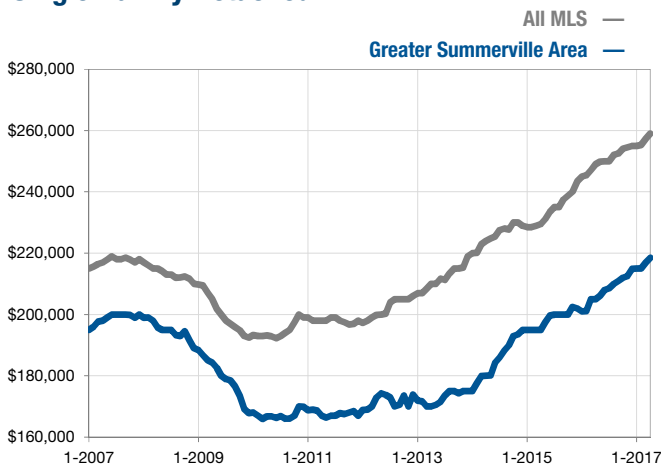
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Townhouse-Condo Attached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	13	<b>18</b>	+ 38.5%	66	<b>58</b>	- 12.1%
Closed Sales	15	<b>18</b>	+ 20.0%	50	<b>57</b>	+ 14.0%
Median Sales Price*	\$120,000	<b>\$133,185</b>	+ 11.0%	\$119,500	<b>\$132,450</b>	+ 10.8%
Average Sales Price*	\$122,472	<b>\$132,509</b>	+ 8.2%	\$120,873	<b>\$126,691</b>	+ 4.8%
Percent of Original List Price Received*	96.4%	<b>97.3%</b>	+ 0.9%	95.2%	<b>96.2%</b>	+ 1.1%
Days on Market Until Sale	94	<b>43</b>	- 54.3%	82	<b>59</b>	- 28.0%
Inventory of Homes for Sale	41	<b>20</b>	- 51.2%	--	--	--

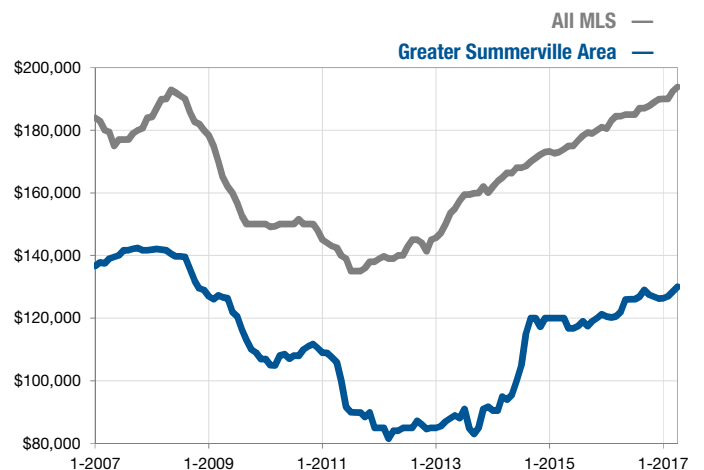
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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



## Hanahan

Area 71

Single-Family Detached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	31	<b>26</b>	- 16.1%	118	<b>104</b>	- 11.9%
Closed Sales	39	<b>8</b>	- 79.5%	103	<b>65</b>	- 36.9%
Median Sales Price*	\$242,500	<b>\$228,000</b>	- 6.0%	\$243,000	<b>\$235,000</b>	- 3.3%
Average Sales Price*	\$233,681	<b>\$250,988</b>	+ 7.4%	\$232,817	<b>\$231,618</b>	- 0.5%
Percent of Original List Price Received*	98.0%	<b>97.7%</b>	- 0.3%	97.0%	<b>95.7%</b>	- 1.3%
Days on Market Until Sale	41	<b>18</b>	- 56.1%	43	<b>71</b>	+ 65.1%
Inventory of Homes for Sale	56	<b>50</b>	- 10.7%	--	--	--

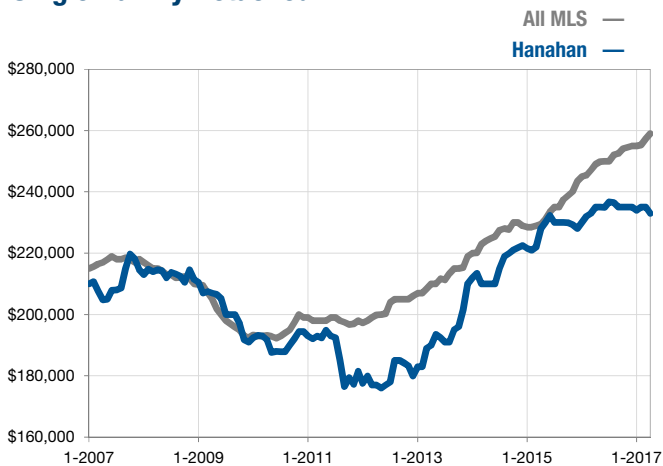
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	3	<b>2</b>	- 33.3%	11	<b>13</b>	+ 18.2%
Closed Sales	4	<b>1</b>	- 75.0%	9	<b>10</b>	+ 11.1%
Median Sales Price*	\$138,000	<b>\$148,000</b>	+ 7.2%	\$135,000	<b>\$135,500</b>	+ 0.4%
Average Sales Price*	\$157,225	<b>\$148,000</b>	- 5.9%	\$185,627	<b>\$171,090</b>	- 7.8%
Percent of Original List Price Received*	97.8%	<b>101.4%</b>	+ 3.7%	99.5%	<b>99.0%</b>	- 0.5%
Days on Market Until Sale	30	<b>3</b>	- 90.0%	72	<b>46</b>	- 36.1%
Inventory of Homes for Sale	6	<b>7</b>	+ 16.7%	--	--	--

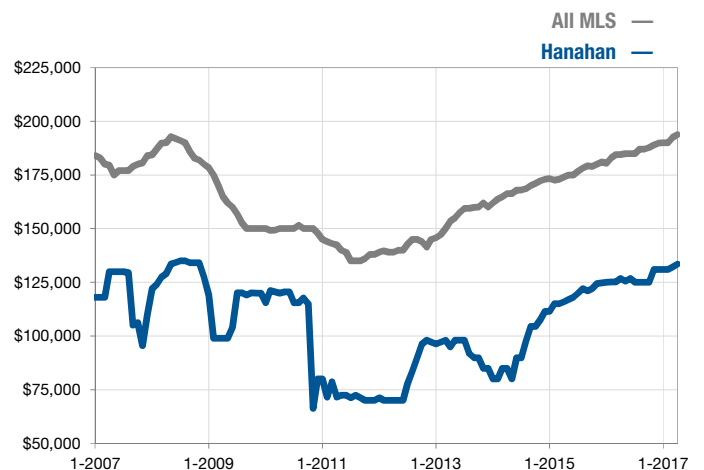
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached





# Local Market Update – April 2017

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



## Hollywood / Ravenel / Meggett Area

Area 13

Single-Family Detached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	25	<b>22</b>	- 12.0%	112	<b>89</b>	- 20.5%
Closed Sales	8	<b>6</b>	- 25.0%	49	<b>38</b>	- 22.4%
Median Sales Price*	\$340,500	<b>\$302,133</b>	- 11.3%	\$335,000	<b>\$377,510</b>	+ 12.7%
Average Sales Price*	\$305,538	<b>\$341,128</b>	+ 11.6%	\$434,494	<b>\$382,071</b>	- 12.1%
Percent of Original List Price Received*	91.2%	<b>89.7%</b>	- 1.6%	93.3%	<b>95.5%</b>	+ 2.4%
Days on Market Until Sale	89	<b>118</b>	+ 32.6%	112	<b>107</b>	- 4.5%
Inventory of Homes for Sale	113	<b>91</b>	- 19.5%	--	--	--

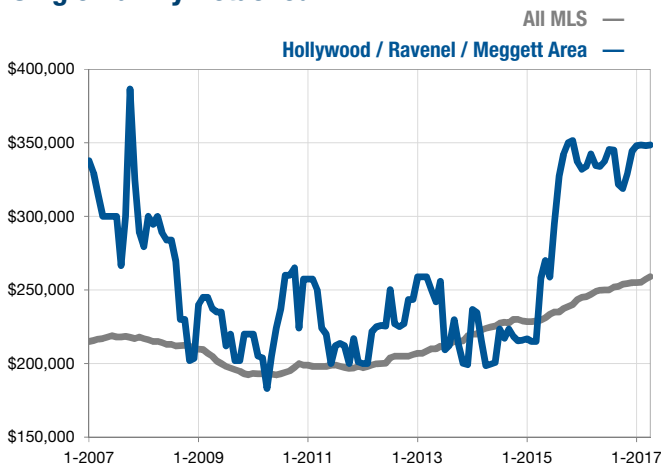
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	2	<b>4</b>	+ 100.0%	3	<b>10</b>	+ 233.3%
Closed Sales	0	<b>2</b>	--	2	<b>8</b>	+ 300.0%
Median Sales Price*	\$0	<b>\$304,250</b>	--	\$241,950	<b>\$328,000</b>	+ 35.6%
Average Sales Price*	\$0	<b>\$304,250</b>	--	\$241,950	<b>\$321,139</b>	+ 32.7%
Percent of Original List Price Received*	0.0%	<b>98.0%</b>	--	100.2%	<b>97.8%</b>	- 2.4%
Days on Market Until Sale	0	<b>146</b>	--	24	<b>104</b>	+ 333.3%
Inventory of Homes for Sale	5	<b>5</b>	0.0%	--	--	--

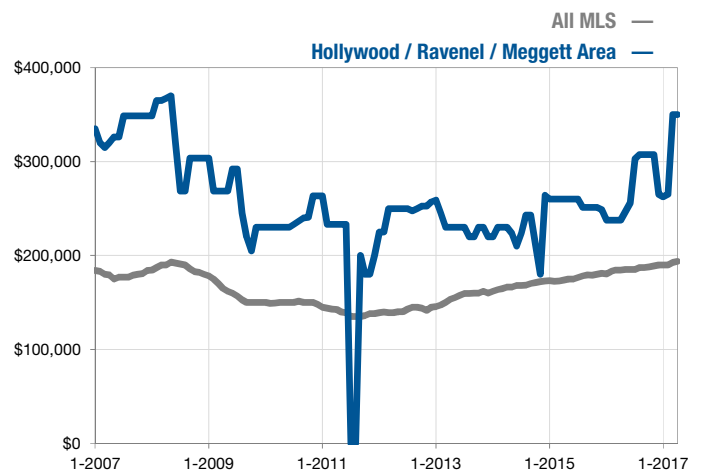
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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



## Isle of Palms

Areas 44 & 45

### Single-Family Detached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	29	20	- 31.0%	112	104	- 7.1%
Closed Sales	17	19	+ 11.8%	45	73	+ 62.2%
Median Sales Price*	\$894,000	<b>\$825,000</b>	- 7.7%	\$894,000	<b>\$800,000</b>	- 10.5%
Average Sales Price*	\$1,139,441	<b>\$1,016,389</b>	- 10.8%	\$1,320,792	<b>\$980,875</b>	- 25.7%
Percent of Original List Price Received*	93.3%	<b>90.8%</b>	- 2.7%	90.9%	<b>90.8%</b>	- 0.1%
Days on Market Until Sale	81	126	+ 55.6%	141	143	+ 1.4%
Inventory of Homes for Sale	151	122	- 19.2%	--	--	--

\* 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.

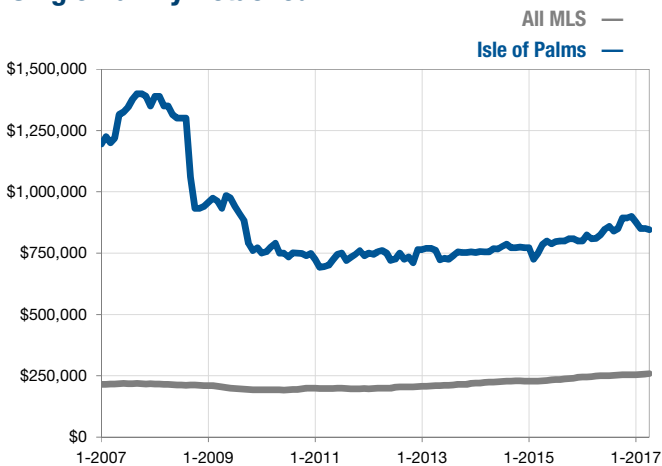
### Townhouse-Condo Attached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	12	13	+ 8.3%	64	54	- 15.6%
Closed Sales	4	9	+ 125.0%	24	30	+ 25.0%
Median Sales Price*	\$372,000	<b>\$625,000</b>	+ 68.0%	\$581,500	<b>\$572,500</b>	- 1.5%
Average Sales Price*	\$436,000	<b>\$678,889</b>	+ 55.7%	\$549,385	<b>\$577,548</b>	+ 5.1%
Percent of Original List Price Received*	90.6%	<b>95.1%</b>	+ 5.0%	92.1%	<b>94.4%</b>	+ 2.5%
Days on Market Until Sale	225	129	- 42.7%	154	143	- 7.1%
Inventory of Homes for Sale	100	71	- 29.0%	--	--	--

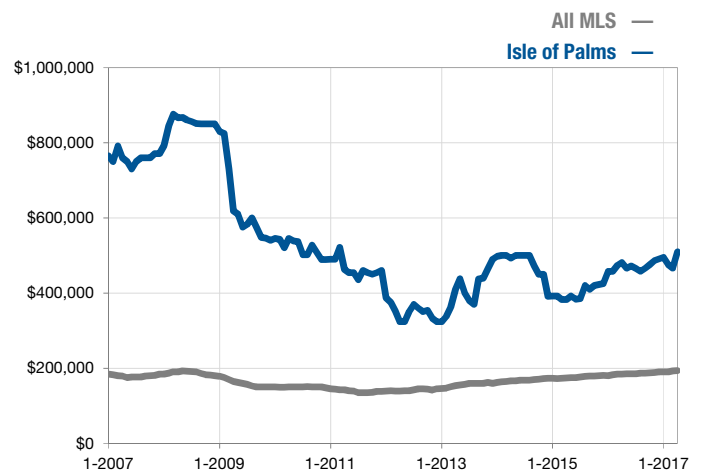
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## Historical Median Sales Price Rolling 12-Month Calculation

### Single-Family Detached



### Townhouse-Condo Attached



# Local Market Update – April 2017

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## James Island

Area 21

### Single-Family Detached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	82	<b>122</b>	+ 48.8%	304	<b>387</b>	+ 27.3%
Closed Sales	61	<b>57</b>	- 6.6%	218	<b>230</b>	+ 5.5%
Median Sales Price*	\$306,000	<b>\$335,000</b>	+ 9.5%	\$305,000	<b>\$330,000</b>	+ 8.2%
Average Sales Price*	\$344,875	<b>\$388,923</b>	+ 12.8%	\$341,960	<b>\$382,539</b>	+ 11.9%
Percent of Original List Price Received*	96.6%	<b>97.4%</b>	+ 0.8%	96.5%	<b>95.6%</b>	- 0.9%
Days on Market Until Sale	41	<b>33</b>	- 19.5%	44	<b>53</b>	+ 20.5%
Inventory of Homes for Sale	138	<b>180</b>	+ 30.4%	--	--	--

\* 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.

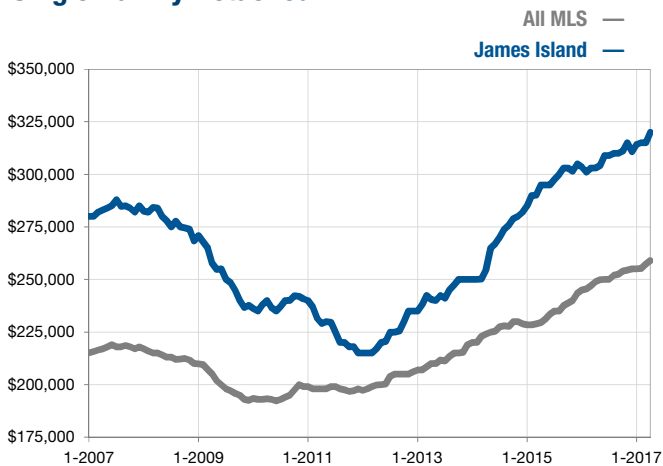
### Townhouse-Condo Attached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	26	<b>25</b>	- 3.8%	91	<b>96</b>	+ 5.5%
Closed Sales	22	<b>22</b>	0.0%	64	<b>78</b>	+ 21.9%
Median Sales Price*	\$171,000	<b>\$187,500</b>	+ 9.6%	\$172,250	<b>\$180,000</b>	+ 4.5%
Average Sales Price*	\$169,032	<b>\$209,259</b>	+ 23.8%	\$170,080	<b>\$191,767</b>	+ 12.8%
Percent of Original List Price Received*	94.9%	<b>97.4%</b>	+ 2.6%	94.7%	<b>95.4%</b>	+ 0.7%
Days on Market Until Sale	81	<b>26</b>	- 67.9%	63	<b>52</b>	- 17.5%
Inventory of Homes for Sale	37	<b>41</b>	+ 10.8%	--	--	--

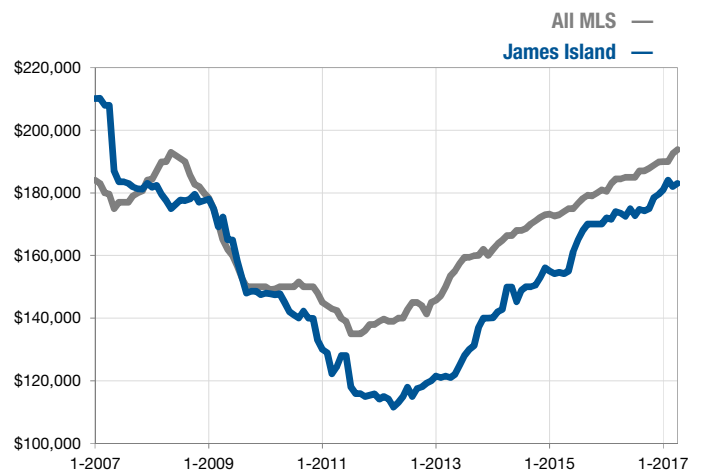
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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## Johns Island

Area 23

### Single-Family Detached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	69	91	+ 31.9%	278	352	+ 26.6%
Closed Sales	45	36	- 20.0%	157	136	- 13.4%
Median Sales Price*	\$289,000	\$357,250	+ 23.6%	\$285,000	\$311,175	+ 9.2%
Average Sales Price*	\$347,287	\$405,964	+ 16.9%	\$339,103	\$367,185	+ 8.3%
Percent of Original List Price Received*	98.2%	100.4%	+ 2.2%	98.1%	97.0%	- 1.1%
Days on Market Until Sale	59	51	- 13.6%	55	66	+ 20.0%
Inventory of Homes for Sale	230	243	+ 5.7%	--	--	--

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

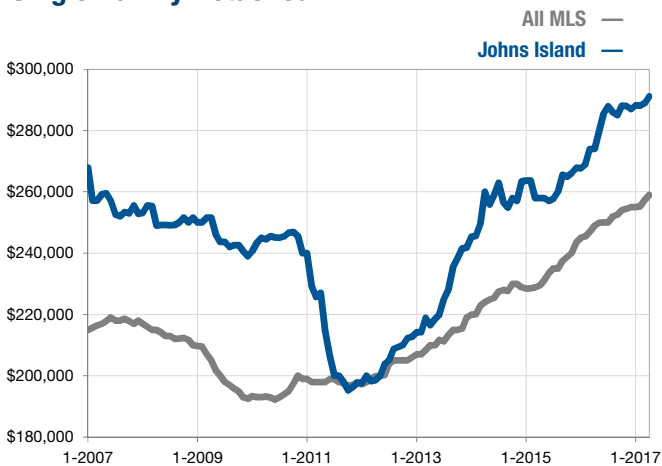
### Townhouse-Condo Attached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	12	12	0.0%	38	39	+ 2.6%
Closed Sales	7	8	+ 14.3%	21	27	+ 28.6%
Median Sales Price*	\$179,900	\$215,500	+ 19.8%	\$202,500	\$212,000	+ 4.7%
Average Sales Price*	\$180,414	\$194,363	+ 7.7%	\$194,805	\$200,106	+ 2.7%
Percent of Original List Price Received*	95.3%	97.0%	+ 1.8%	95.0%	96.6%	+ 1.7%
Days on Market Until Sale	25	34	+ 36.0%	36	74	+ 105.6%
Inventory of Homes for Sale	22	23	+ 4.5%	--	--	--

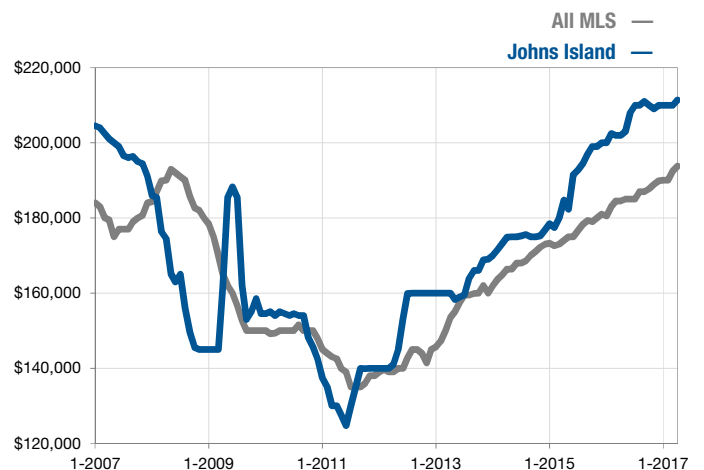
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## Historical Median Sales Price Rolling 12-Month Calculation

### Single-Family Detached



### Townhouse-Condo Attached



# Local Market Update – April 2017

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## Kiawah

Area 25

### Single-Family Detached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	7	12	+ 71.4%	36	46	+ 27.8%
Closed Sales	2	1	- 50.0%	8	9	+ 12.5%
Median Sales Price*	\$1,045,000	\$2,575,000	+ 146.4%	\$960,000	\$1,050,000	+ 9.4%
Average Sales Price*	\$1,045,000	\$2,575,000	+ 146.4%	\$1,280,000	\$1,433,722	+ 12.0%
Percent of Original List Price Received*	90.7%	92.1%	+ 1.5%	91.1%	90.6%	- 0.5%
Days on Market Until Sale	161	94	- 41.6%	210	181	- 13.8%
Inventory of Homes for Sale	53	79	+ 49.1%	--	--	--

\* 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.

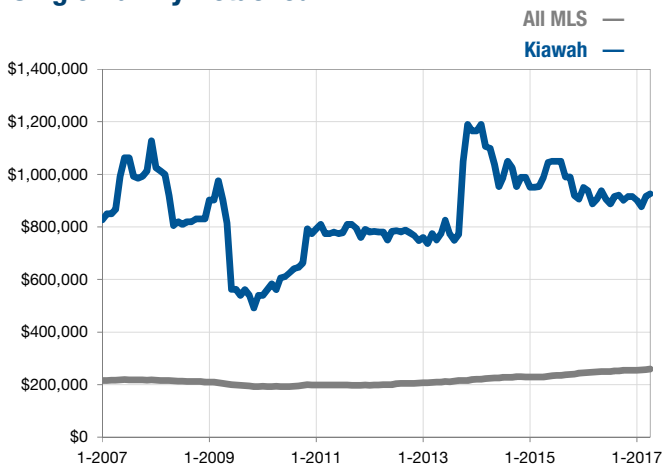
### Townhouse-Condo Attached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	6	13	+ 116.7%	31	37	+ 19.4%
Closed Sales	1	3	+ 200.0%	7	13	+ 85.7%
Median Sales Price*	\$285,000	\$295,000	+ 3.5%	\$293,000	\$375,000	+ 28.0%
Average Sales Price*	\$285,000	\$339,000	+ 18.9%	\$303,429	\$595,077	+ 96.1%
Percent of Original List Price Received*	95.3%	79.9%	- 16.2%	90.4%	86.5%	- 4.3%
Days on Market Until Sale	63	437	+ 593.7%	128	344	+ 168.8%
Inventory of Homes for Sale	54	57	+ 5.6%	--	--	--

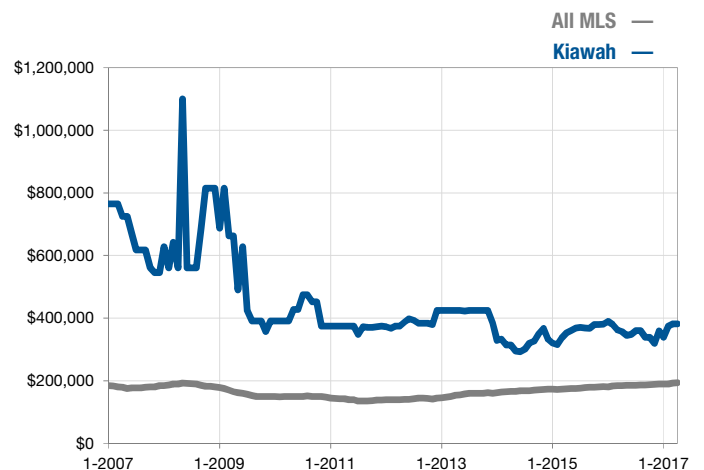
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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



## Lower Mount Pleasant

Area 42

Single-Family Detached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	120	<b>119</b>	- 0.8%	425	<b>436</b>	+ 2.6%
Closed Sales	90	<b>66</b>	- 26.7%	246	<b>215</b>	- 12.6%
Median Sales Price*	\$486,250	<b>\$490,500</b>	+ 0.9%	\$509,190	<b>\$511,278</b>	+ 0.4%
Average Sales Price*	\$595,322	<b>\$560,876</b>	- 5.8%	\$604,555	<b>\$617,884</b>	+ 2.2%
Percent of Original List Price Received*	96.2%	<b>96.2%</b>	0.0%	95.3%	<b>94.9%</b>	- 0.4%
Days on Market Until Sale	56	<b>44</b>	- 21.4%	65	<b>63</b>	- 3.1%
Inventory of Homes for Sale	265	<b>254</b>	- 4.2%	--	--	--

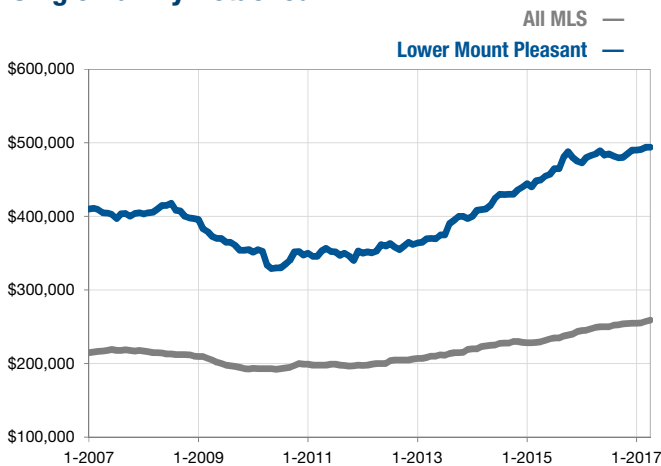
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	38	<b>53</b>	+ 39.5%	177	<b>180</b>	+ 1.7%
Closed Sales	32	<b>31</b>	- 3.1%	108	<b>160</b>	+ 48.1%
Median Sales Price*	\$224,500	<b>\$245,000</b>	+ 9.1%	\$229,450	<b>\$242,500</b>	+ 5.7%
Average Sales Price*	\$266,259	<b>\$358,053</b>	+ 34.5%	\$332,686	<b>\$345,435</b>	+ 3.8%
Percent of Original List Price Received*	97.1%	<b>95.5%</b>	- 1.6%	96.3%	<b>97.0%</b>	+ 0.7%
Days on Market Until Sale	56	<b>76</b>	+ 35.7%	62	<b>58</b>	- 6.5%
Inventory of Homes for Sale	96	<b>80</b>	- 16.7%	--	--	--

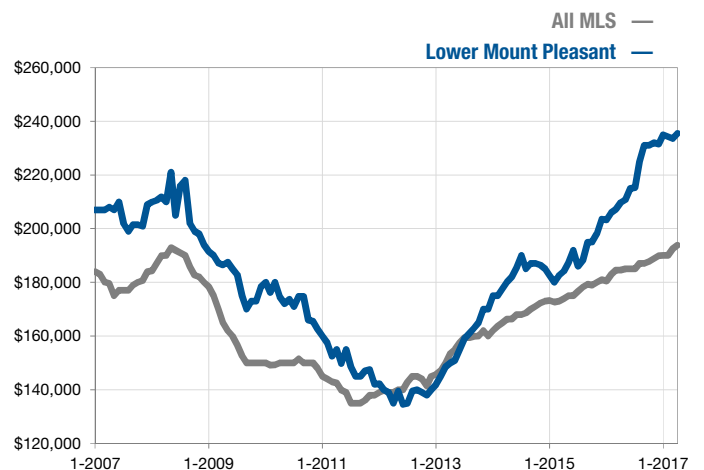
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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



## Rural Berkeley County

Area 75

Single-Family Detached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	10	13	+ 30.0%	51	52	+ 2.0%
Closed Sales	5	5	0.0%	25	18	- 28.0%
Median Sales Price*	\$80,000	\$163,000	+ 103.8%	\$157,000	\$160,000	+ 1.9%
Average Sales Price*	\$149,000	\$167,700	+ 12.6%	\$177,426	\$150,868	- 15.0%
Percent of Original List Price Received*	80.7%	98.3%	+ 21.8%	86.9%	94.2%	+ 8.4%
Days on Market Until Sale	297	36	- 87.9%	108	59	- 45.4%
Inventory of Homes for Sale	50	41	- 18.0%	--	--	--

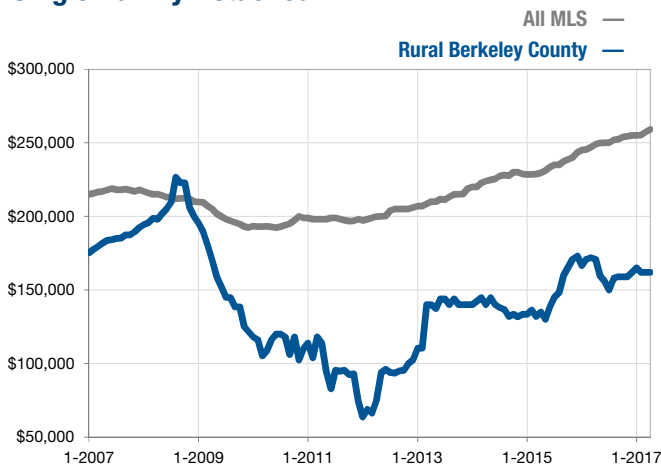
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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

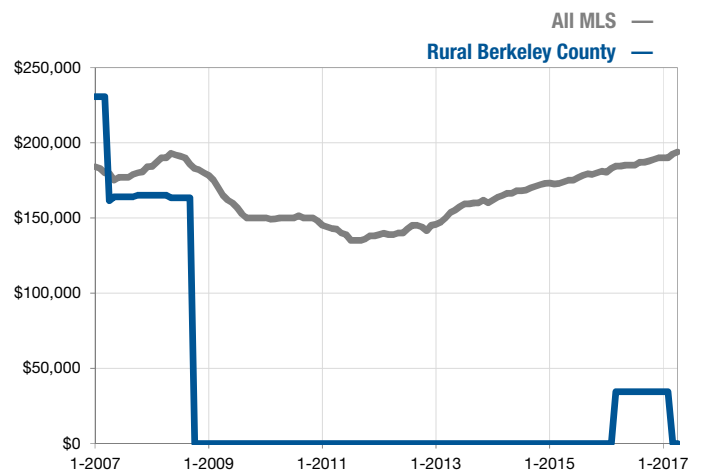
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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



## Seabrook Island

Area 30

### Single-Family Detached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	16	17	+ 6.3%	55	68	+ 23.6%
Closed Sales	6	11	+ 83.3%	23	31	+ 34.8%
Median Sales Price*	\$525,000	<b>\$589,000</b>	+ 12.2%	\$524,000	<b>\$641,000</b>	+ 22.3%
Average Sales Price*	\$511,833	<b>\$602,391</b>	+ 17.7%	\$717,674	<b>\$767,308</b>	+ 6.9%
Percent of Original List Price Received*	88.8%	<b>94.1%</b>	+ 6.0%	86.6%	<b>91.4%</b>	+ 5.5%
Days on Market Until Sale	276	142	- 48.6%	263	165	- 37.3%
Inventory of Homes for Sale	86	86	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

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	10	20	+ 100.0%	47	68	+ 44.7%
Closed Sales	6	6	0.0%	19	23	+ 21.1%
Median Sales Price*	\$152,500	<b>\$202,050</b>	+ 32.5%	\$229,500	<b>\$246,000</b>	+ 7.2%
Average Sales Price*	\$185,750	<b>\$208,142</b>	+ 12.1%	\$261,027	<b>\$304,233</b>	+ 16.6%
Percent of Original List Price Received*	92.9%	<b>94.4%</b>	+ 1.6%	89.0%	<b>92.0%</b>	+ 3.4%
Days on Market Until Sale	158	77	- 51.3%	176	139	- 21.0%
Inventory of Homes for Sale	83	86	+ 3.6%	--	--	--

\* 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 – April 2017

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



## St. George / Rural Dorchester County

Area 64

Single-Family Detached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	8	6	- 25.0%	22	26	+ 18.2%
Closed Sales	4	6	+ 50.0%	17	18	+ 5.9%
Median Sales Price*	\$172,450	\$177,500	+ 2.9%	\$149,900	\$127,760	- 14.8%
Average Sales Price*	\$150,975	\$190,400	+ 26.1%	\$180,386	\$164,162	- 9.0%
Percent of Original List Price Received*	91.7%	100.5%	+ 9.6%	89.5%	87.5%	- 2.2%
Days on Market Until Sale	156	76	- 51.3%	99	153	+ 54.5%
Inventory of Homes for Sale	37	33	- 10.8%	--	--	--

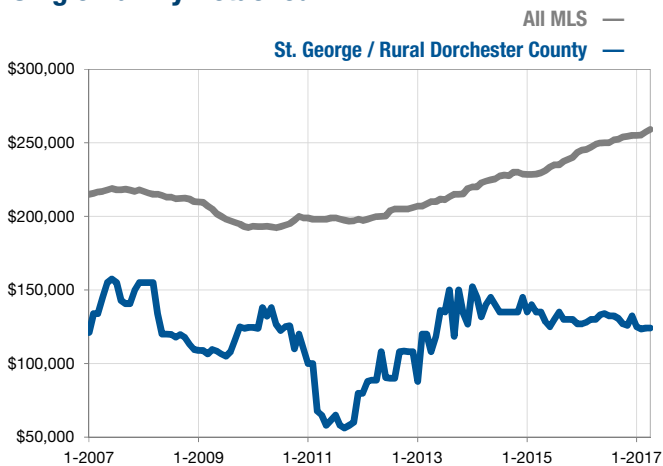
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
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	--	--	--	--

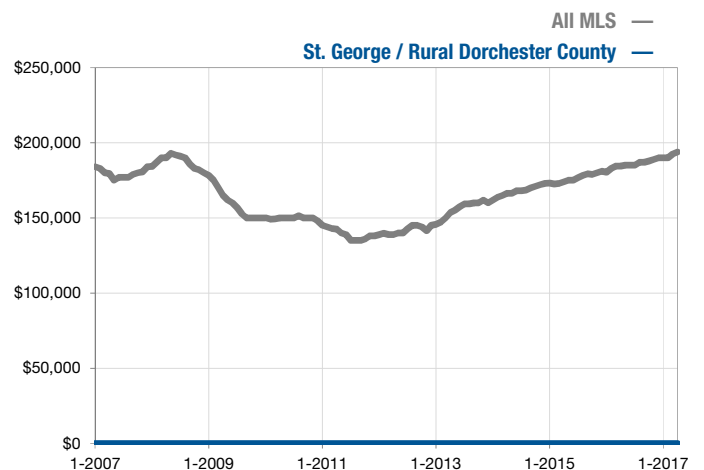
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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



## Sullivan's Island

Area 43

Single-Family Detached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	8	9	+ 12.5%	32	38	+ 18.8%
Closed Sales	0	4	--	12	16	+ 33.3%
Median Sales Price*	\$0	\$1,437,500	--	\$1,500,000	\$1,675,000	+ 11.7%
Average Sales Price*	\$0	\$1,365,000	--	\$1,501,042	\$1,723,313	+ 14.8%
Percent of Original List Price Received*	0.0%	86.7%	--	89.3%	89.8%	+ 0.6%
Days on Market Until Sale	0	156	--	116	149	+ 28.4%
Inventory of Homes for Sale	38	34	- 10.5%	--	--	--

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

Townhouse-Condo Attached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	0	2	--	2	2	0.0%
Closed Sales	1	0	- 100.0%	3	0	- 100.0%
Median Sales Price*	\$525,000	\$0	- 100.0%	\$525,000	\$0	- 100.0%
Average Sales Price*	\$525,000	\$0	- 100.0%	\$478,333	\$0	- 100.0%
Percent of Original List Price Received*	101.9%	0.0%	- 100.0%	96.2%	0.0%	- 100.0%
Days on Market Until Sale	74	0	- 100.0%	105	0	- 100.0%
Inventory of Homes for Sale	2	3	+ 50.0%	--	--	--

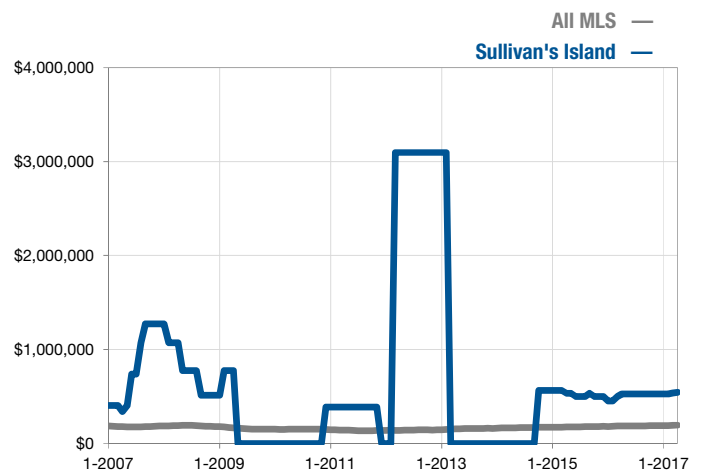
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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## Upper Charleston Peninsula

Area 52

Single-Family Detached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	29	10	- 65.5%	85	66	- 22.4%
Closed Sales	12	9	- 25.0%	38	46	+ 21.1%
Median Sales Price*	\$382,500	<b>\$425,000</b>	+ 11.1%	\$375,000	<b>\$448,000</b>	+ 19.5%
Average Sales Price*	\$367,417	<b>\$447,444</b>	+ 21.8%	\$377,304	<b>\$474,704</b>	+ 25.8%
Percent of Original List Price Received*	97.0%	<b>90.9%</b>	- 6.3%	94.0%	<b>92.2%</b>	- 1.9%
Days on Market Until Sale	8	74	+ 825.0%	34	80	+ 135.3%
Inventory of Homes for Sale	56	32	- 42.9%	--	--	--

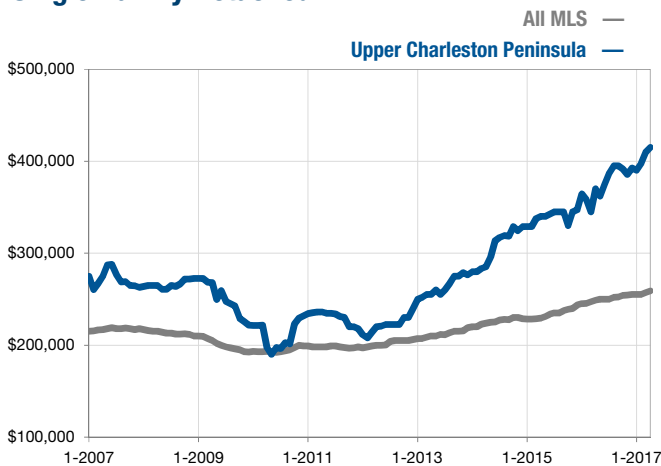
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	4	8	+ 100.0%	19	23	+ 21.1%
Closed Sales	2	2	0.0%	8	10	+ 25.0%
Median Sales Price*	\$297,500	<b>\$221,750</b>	- 25.5%	\$295,000	<b>\$310,250</b>	+ 5.2%
Average Sales Price*	\$297,500	<b>\$221,750</b>	- 25.5%	\$287,613	<b>\$332,400</b>	+ 15.6%
Percent of Original List Price Received*	91.8%	<b>92.8%</b>	+ 1.1%	98.0%	<b>95.3%</b>	- 2.8%
Days on Market Until Sale	33	39	+ 18.2%	70	52	- 25.7%
Inventory of Homes for Sale	11	8	- 27.3%	--	--	--

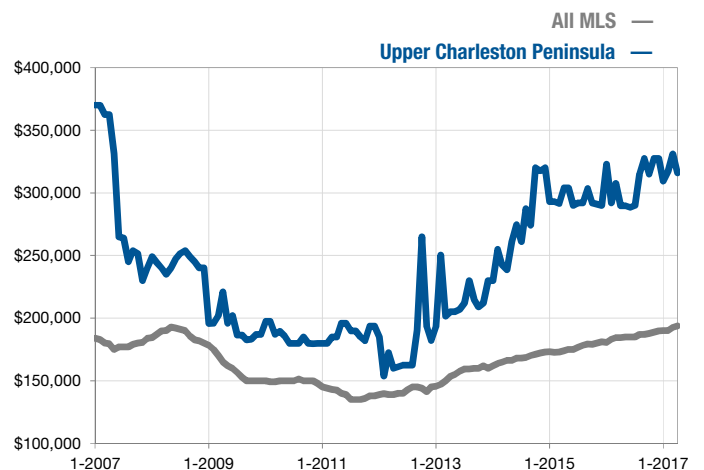
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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## Upper Mount Pleasant

Area 41

Single-Family Detached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	176	<b>139</b>	- 21.0%	598	<b>595</b>	- 0.5%
Closed Sales	110	<b>93</b>	- 15.5%	315	<b>330</b>	+ 4.8%
Median Sales Price*	\$450,000	<b>\$510,000</b>	+ 13.3%	\$455,000	<b>\$467,610</b>	+ 2.8%
Average Sales Price*	\$486,852	<b>\$559,340</b>	+ 14.9%	\$488,596	<b>\$502,166</b>	+ 2.8%
Percent of Original List Price Received*	97.6%	<b>96.4%</b>	- 1.2%	97.4%	<b>96.7%</b>	- 0.7%
Days on Market Until Sale	54	<b>78</b>	+ 44.4%	72	<b>85</b>	+ 18.1%
Inventory of Homes for Sale	484	<b>408</b>	- 15.7%	--	--	--

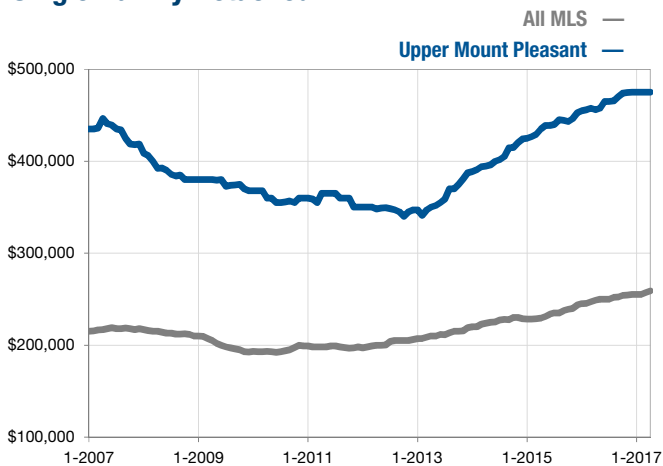
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	45	<b>49</b>	+ 8.9%	189	<b>160</b>	- 15.3%
Closed Sales	29	<b>30</b>	+ 3.4%	125	<b>99</b>	- 20.8%
Median Sales Price*	\$224,000	<b>\$240,750</b>	+ 7.5%	\$225,500	<b>\$292,000</b>	+ 29.5%
Average Sales Price*	\$268,926	<b>\$270,427</b>	+ 0.6%	\$262,043	<b>\$287,438</b>	+ 9.7%
Percent of Original List Price Received*	97.9%	<b>97.3%</b>	- 0.6%	97.7%	<b>97.1%</b>	- 0.6%
Days on Market Until Sale	38	<b>56</b>	+ 47.4%	51	<b>54</b>	+ 5.9%
Inventory of Homes for Sale	89	<b>84</b>	- 5.6%	--	--	--

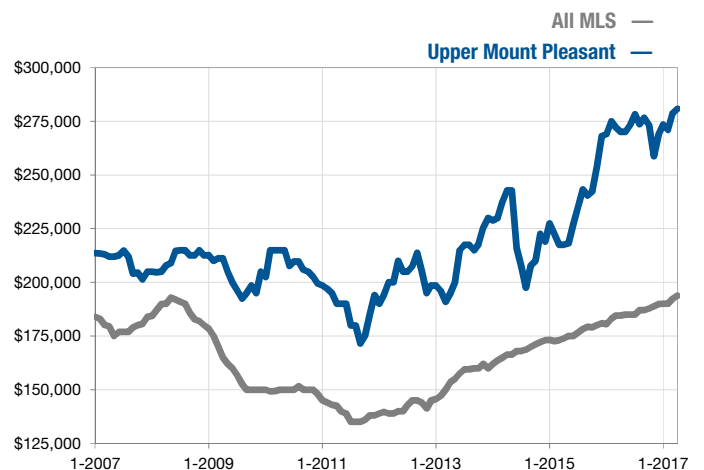
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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## Wando / Cainhoy Area

Area 78

### Single-Family Detached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	30	<b>23</b>	- 23.3%	108	<b>116</b>	+ 7.4%
Closed Sales	14	<b>10</b>	- 28.6%	57	<b>49</b>	- 14.0%
Median Sales Price*	\$369,750	<b>\$280,000</b>	- 24.3%	\$380,000	<b>\$305,000</b>	- 19.7%
Average Sales Price*	\$669,839	<b>\$317,090</b>	- 52.7%	\$472,082	<b>\$383,358</b>	- 18.8%
Percent of Original List Price Received*	93.3%	<b>99.0%</b>	+ 6.1%	95.4%	<b>96.3%</b>	+ 0.9%
Days on Market Until Sale	102	<b>39</b>	- 61.8%	64	<b>46</b>	- 28.1%
Inventory of Homes for Sale	72	<b>87</b>	+ 20.8%	--	--	--

\* 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.

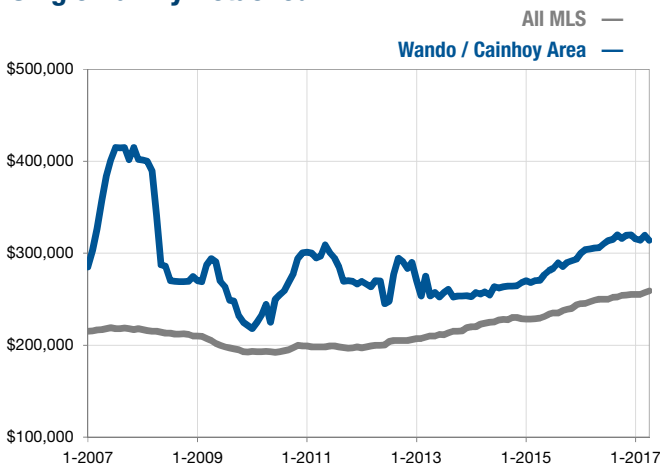
### Townhouse-Condo Attached

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	10	<b>7</b>	- 30.0%	28	<b>30</b>	+ 7.1%
Closed Sales	4	<b>6</b>	+ 50.0%	17	<b>18</b>	+ 5.9%
Median Sales Price*	\$169,700	<b>\$200,250</b>	+ 18.0%	\$170,000	<b>\$183,750</b>	+ 8.1%
Average Sales Price*	\$170,700	<b>\$200,667</b>	+ 17.6%	\$178,404	<b>\$187,483</b>	+ 5.1%
Percent of Original List Price Received*	93.3%	<b>98.4%</b>	+ 5.5%	97.8%	<b>97.2%</b>	- 0.6%
Days on Market Until Sale	40	<b>16</b>	- 60.0%	24	<b>38</b>	+ 58.3%
Inventory of Homes for Sale	13	<b>15</b>	+ 15.4%	--	--	--

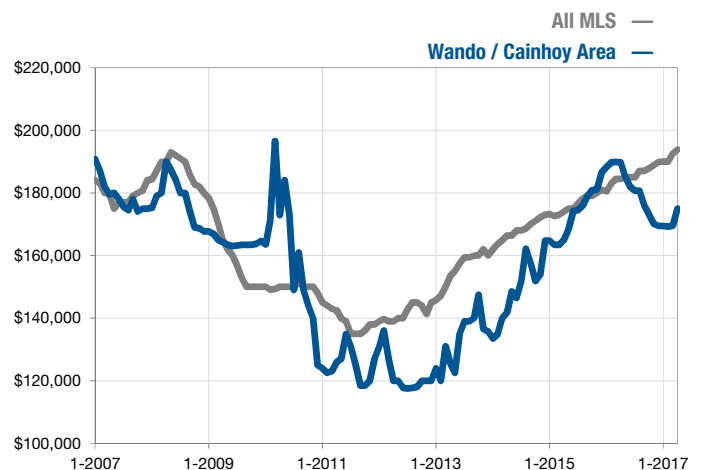
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – April 2017

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



## West Ashley Area

Areas 11 & 12

Single-Family Detached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	181	<b>150</b>	- 17.1%	638	<b>567</b>	- 11.1%
Closed Sales	110	<b>122</b>	+ 10.9%	410	<b>398</b>	- 2.9%
Median Sales Price*	\$274,750	<b>\$291,168</b>	+ 6.0%	\$265,000	<b>\$284,173</b>	+ 7.2%
Average Sales Price*	\$287,696	<b>\$313,434</b>	+ 8.9%	\$281,912	<b>\$309,938</b>	+ 9.9%
Percent of Original List Price Received*	96.3%	<b>97.0%</b>	+ 0.7%	95.8%	<b>96.3%</b>	+ 0.5%
Days on Market Until Sale	39	<b>33</b>	- 15.4%	45	<b>38</b>	- 15.6%
Inventory of Homes for Sale	314	<b>226</b>	- 28.0%	--	--	--

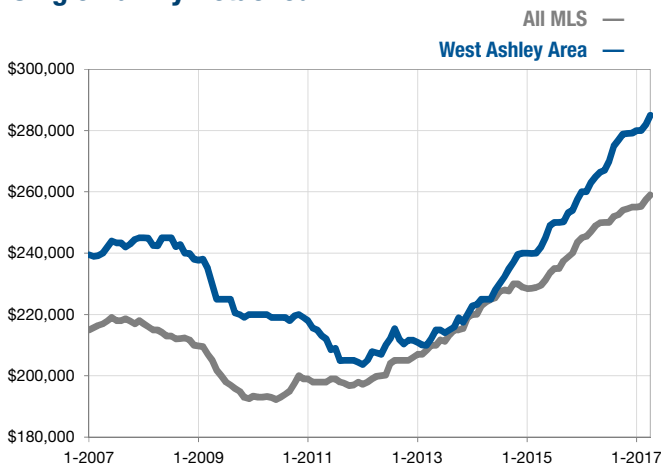
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	April			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	47	<b>54</b>	+ 14.9%	191	<b>193</b>	+ 1.0%
Closed Sales	31	<b>41</b>	+ 32.3%	98	<b>136</b>	+ 38.8%
Median Sales Price*	\$177,000	<b>\$177,000</b>	0.0%	\$160,000	<b>\$173,250</b>	+ 8.3%
Average Sales Price*	\$185,062	<b>\$185,431</b>	+ 0.2%	\$172,947	<b>\$175,234</b>	+ 1.3%
Percent of Original List Price Received*	96.8%	<b>98.1%</b>	+ 1.3%	97.0%	<b>97.2%</b>	+ 0.2%
Days on Market Until Sale	46	<b>22</b>	- 52.2%	52	<b>39</b>	- 25.0%
Inventory of Homes for Sale	92	<b>43</b>	- 53.3%	--	--	--

\* 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

