

# Monthly Indicators



## May 2017

Home prices across the U.S. are reaching all-time highs, prompting worry over another boom-and-bust scenario like we experienced roughly ten years ago. Yet, as we glance across the state of residential real estate, what is clear compared to the last extended run of price increases is that lending standards are now much stronger than they were before. Incomes must be verified, a reasonable amount of money must be paid toward the home prior to purchase and a more stringent loan approval process is in place to prevent a repeat performance of the Great Recession.

New Listings were up 4.9 percent to 2,336. Pending Sales increased 15.4 percent to 1,996. Inventory shrank 16.1 percent to 5,287 units.

Prices moved higher as Median Sales Price was up 7.0 percent to \$260,000. Days on Market decreased 5.3 percent to 54 days. Months Supply of Inventory was down 22.7 percent to 3.4 months, indicating that demand increased relative to supply.

In addition to a stronger base upon which to conduct real estate transactions, the overall economy is in better shape than it was a decade ago. More jobs are available, unemployment is relatively low and workers have more faith in their wages and the potential for wage increases. Although we continue to battle an inventory shortage in much of the country, optimism remains high for a successful summer for buying and selling homes.

## Quick Facts

<b>+ 5.1%</b>	<b>+ 7.0%</b>	<b>- 22.7%</b>
One-Year Change in <b>Closed Sales</b>	One-Year Change in <b>Median Sales Price</b>	One-Year Change in <b>Months Supply</b>

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.



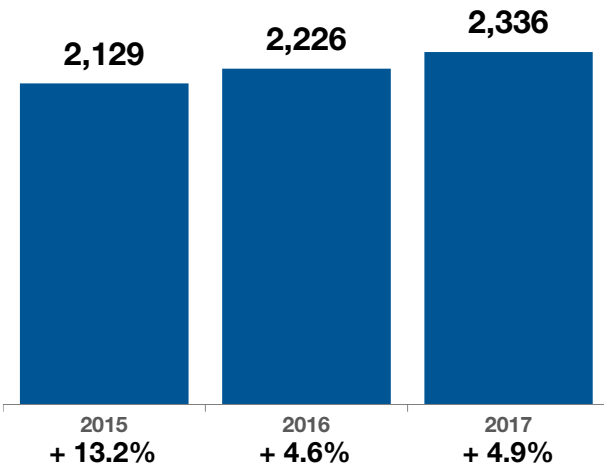
Key Metrics	Historical Sparkbars	05-2016	05-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		2,226	<b>2,336</b>	+ 4.9%	10,626	<b>11,040</b>	+ 3.9%
<b>Pending Sales</b>		1,729	<b>1,996</b>	+ 15.4%	8,057	<b>8,745</b>	+ 8.5%
<b>Closed Sales</b>		1,715	<b>1,803</b>	+ 5.1%	6,762	<b>7,303</b>	+ 8.0%
<b>Days on Market</b>		57	<b>54</b>	- 5.3%	64	<b>60</b>	- 6.3%
<b>Median Sales Price</b>		\$243,000	<b>\$260,000</b>	+ 7.0%	\$235,000	<b>\$248,000</b>	+ 5.5%
<b>Average Sales Price</b>		\$326,535	<b>\$368,280</b>	+ 12.8%	\$312,499	<b>\$338,890</b>	+ 8.4%
<b>Pct. of Orig. Price Received</b>		96.7%	<b>96.9%</b>	+ 0.2%	96.1%	<b>96.4%</b>	+ 0.3%
<b>Housing Affordability Index</b>		123	<b>108</b>	- 12.2%	127	<b>114</b>	- 10.2%
<b>Inventory of Homes for Sale</b>		6,302	<b>5,287</b>	- 16.1%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		4.4	<b>3.4</b>	- 22.7%	--	<b>--</b>	--

# New Listings

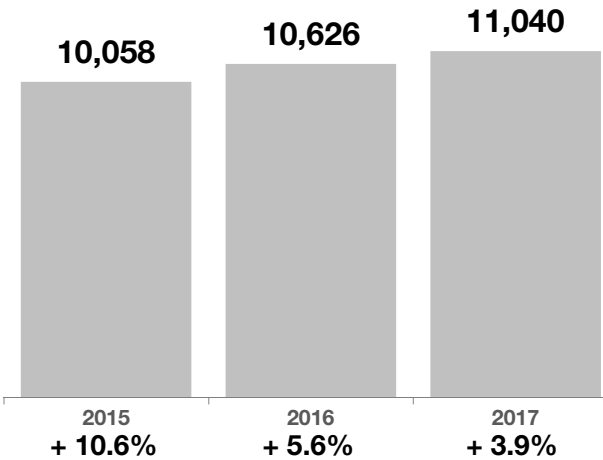
A count of the properties that have been newly listed on the market in a given month.



## May

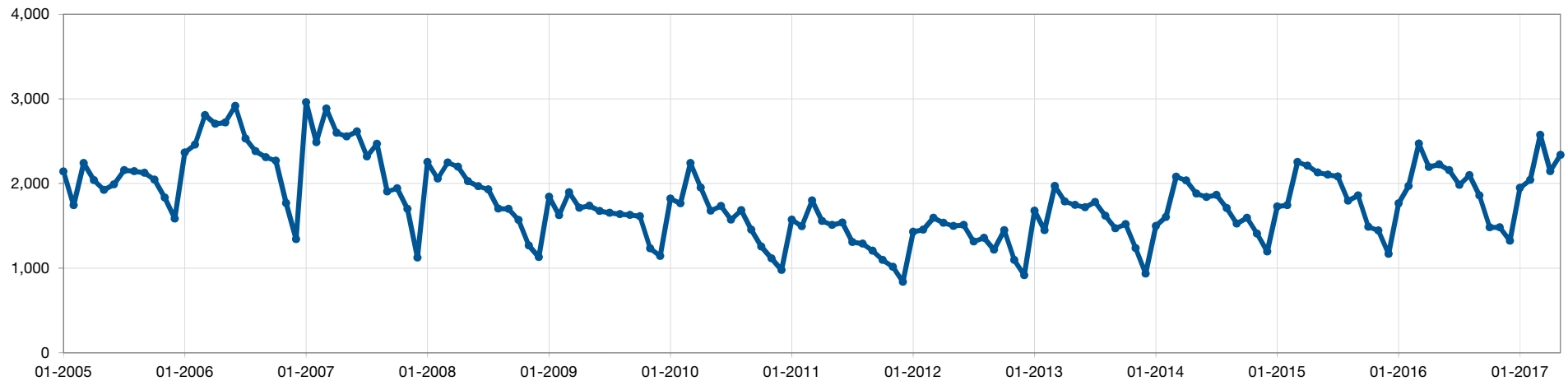


## Year to Date



	New Listings	Prior Year	Percent Change
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	1,445	+2.6%
December 2016	1,323	1,166	+13.5%
January 2017	1,947	1,765	+10.3%
February 2017	2,042	1,971	+3.6%
March 2017	2,572	2,470	+4.1%
April 2017	2,143	2,194	-2.3%
<b>May 2017</b>	<b>2,336</b>	<b>2,226</b>	<b>+4.9%</b>
12-Month Avg	1,952	1,880	+3.8%

## Historical New Listings by Month

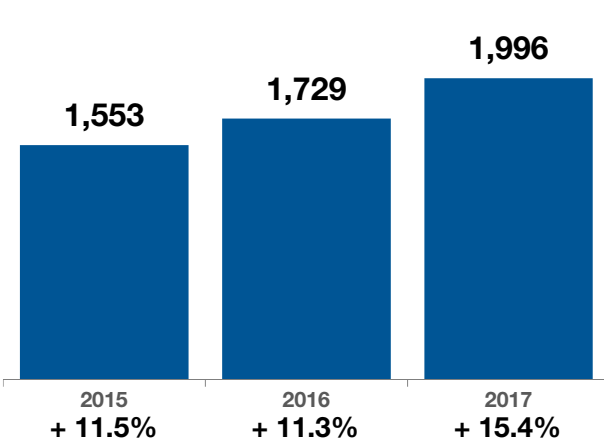


# Pending Sales

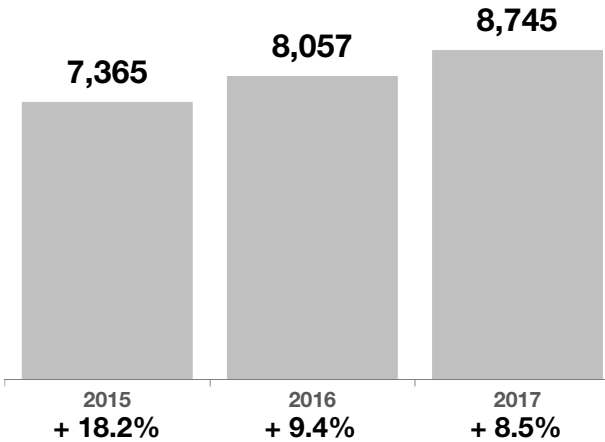
A count of the properties on which offers have been accepted in a given month.



## May



## Year to Date



	Pending Sales	Prior Year	Percent Change
June 2016	1,641	1,566	+4.8%
July 2016	1,534	1,553	-1.2%
August 2016	1,561	1,442	+8.3%
September 2016	1,402	1,289	+8.8%
October 2016	1,174	1,223	-4.0%
November 2016	1,239	1,149	+7.8%
December 2016	1,203	1,056	+13.9%
January 2017	1,562	1,245	+25.5%
February 2017	1,565	1,512	+3.5%
March 2017	1,869	1,826	+2.4%
April 2017	1,753	1,745	+0.5%
<b>May 2017</b>	<b>1,996</b>	<b>1,729</b>	<b>+15.4%</b>
12-Month Avg	1,542	1,445	+6.7%

## Historical Pending Sales by Month

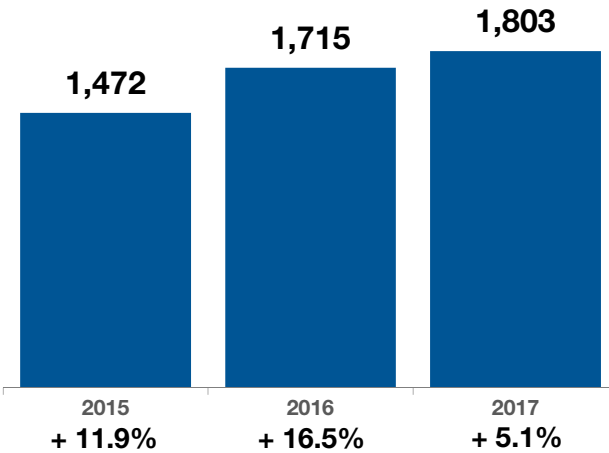


# Closed Sales

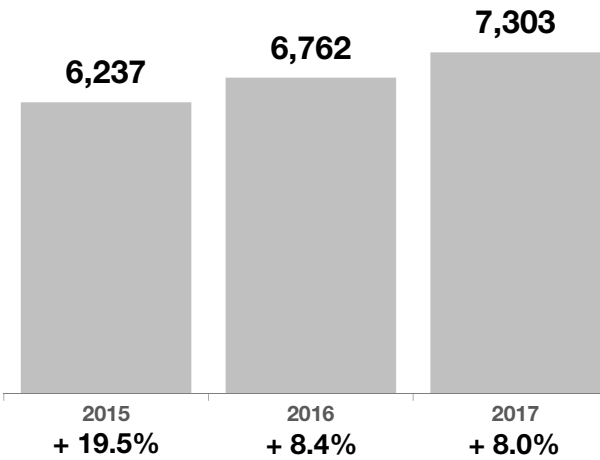
A count of the actual sales that closed in a given month.



## May



## Year to Date



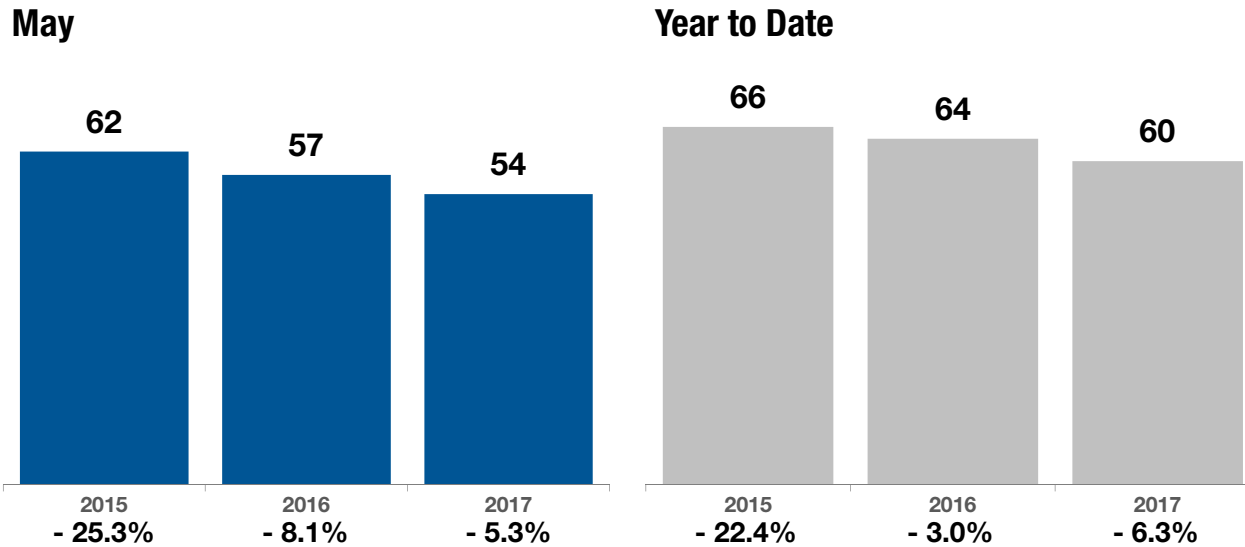
	Closed Sales	Prior Year	Percent Change
June 2016	1,940	1,715	+13.1%
July 2016	1,664	1,701	-2.2%
August 2016	1,751	1,398	+25.3%
September 2016	1,627	1,459	+11.5%
October 2016	1,285	1,270	+1.2%
November 2016	1,266	1,040	+21.7%
December 2016	1,529	1,400	+9.2%
January 2017	1,032	972	+6.2%
February 2017	1,276	1,104	+15.6%
March 2017	1,666	1,488	+12.0%
April 2017	1,526	1,483	+2.9%
<b>May 2017</b>	<b>1,803</b>	<b>1,715</b>	<b>+5.1%</b>
12-Month Avg	1,530	1,395	+9.7%

## Historical Closed Sales by Month



# Days on Market Until Sale

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



Days on Market	Prior Year	Percent Change	
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	71	-2.8%
March 2017	62	65	-4.6%
April 2017	55	65	-15.4%
<b>May 2017</b>	<b>54</b>	<b>57</b>	<b>-5.3%</b>
12-Month Avg*	56	60	-6.7%

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

## Historical Days on Market Until Sale by Month

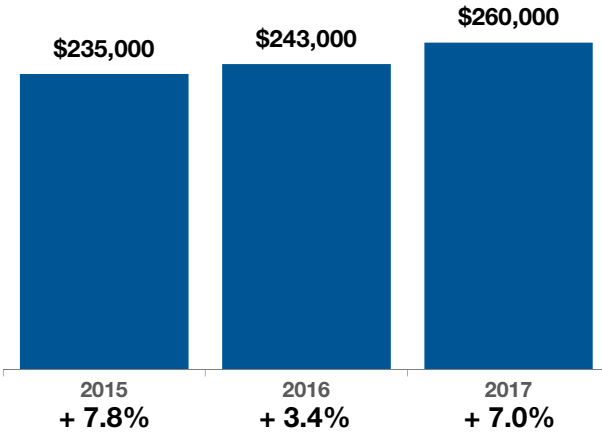


# Median Sales Price

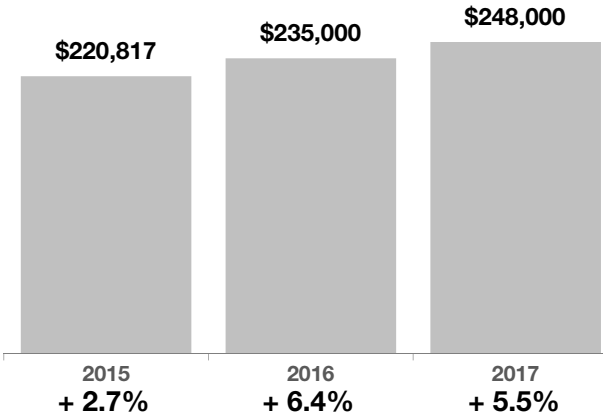
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## May



## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$243,900	\$240,000	+1.6%
January 2017	\$239,700	\$217,500	+10.2%
February 2017	\$240,750	\$236,484	+1.8%
March 2017	\$246,000	\$232,665	+5.7%
April 2017	\$247,000	\$239,500	+3.1%
<b>May 2017</b>	<b>\$260,000</b>	<b>\$243,000</b>	<b>+7.0%</b>
12-Month Med*	\$245,000	\$235,000	+4.3%

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

## Historical Median Sales Price by Month

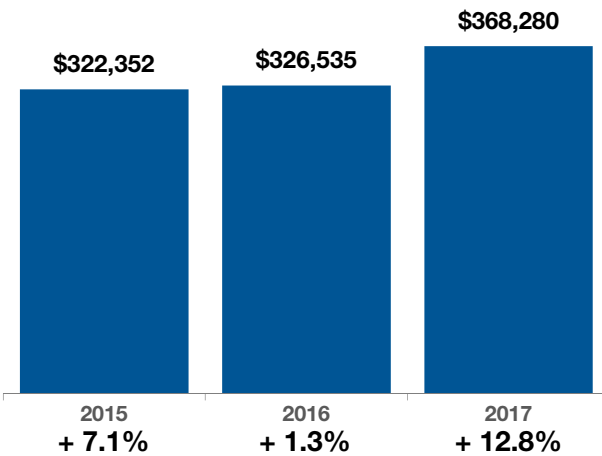


# Average Sales Price

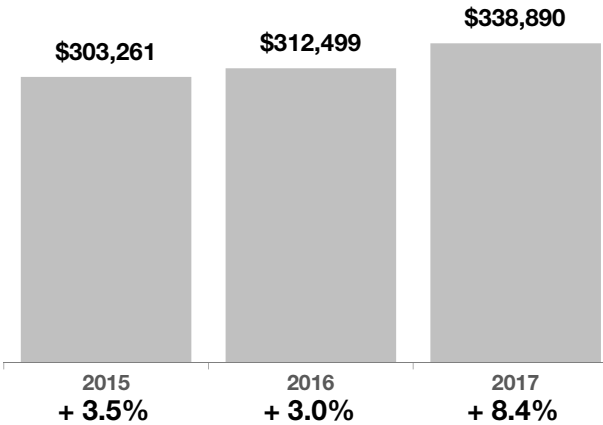
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## May



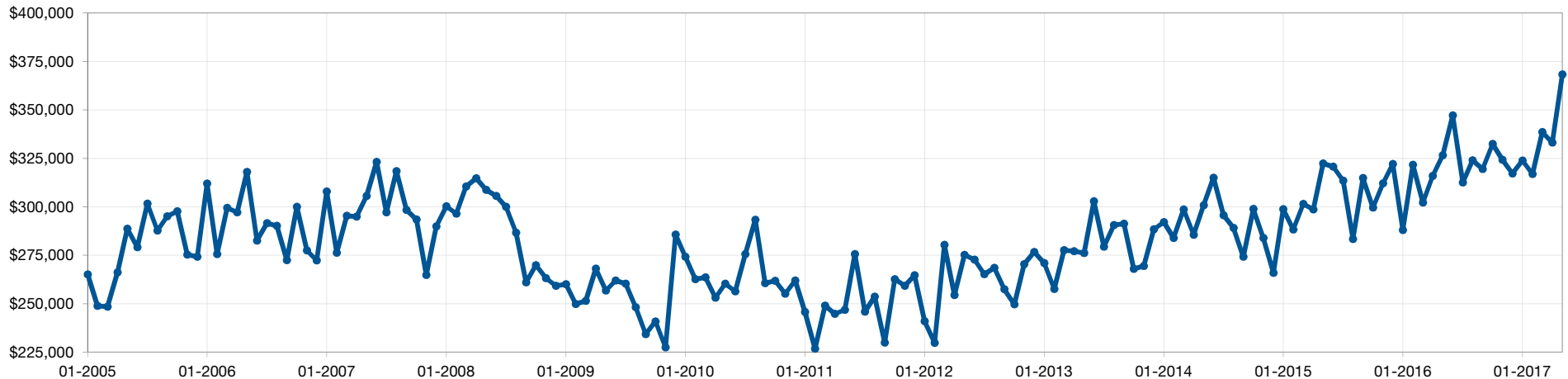
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
June 2016	\$347,167	\$320,652	+8.3%
July 2016	\$312,496	\$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	\$317,168	\$322,123	-1.5%
January 2017	\$323,868	\$287,971	+12.5%
February 2017	\$316,845	\$321,651	-1.5%
March 2017	\$338,527	\$302,135	+12.0%
April 2017	\$333,099	\$315,931	+5.4%
<b>May 2017</b>	<b>\$368,280</b>	<b>\$326,535</b>	<b>+12.8%</b>
12-Month Avg*	\$329,809	\$310,027	+6.4%

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

## Historical Average Sales Price by Month



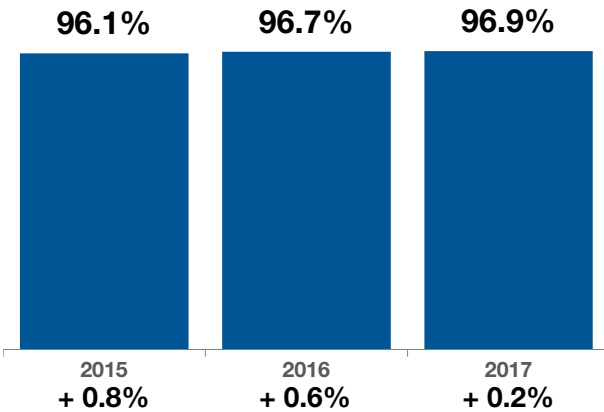


# Percent of Original List Price Received

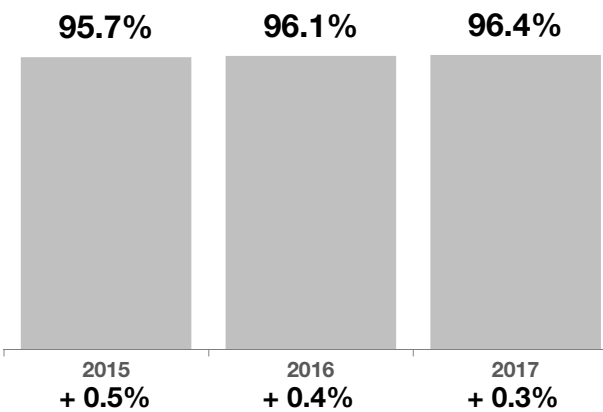
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## May



## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
April 2017	96.9%	96.5%	+0.4%
<b>May 2017</b>	<b>96.9%</b>	<b>96.7%</b>	<b>+0.2%</b>
12-Month Avg*	96.6%	96.1%	+0.5%

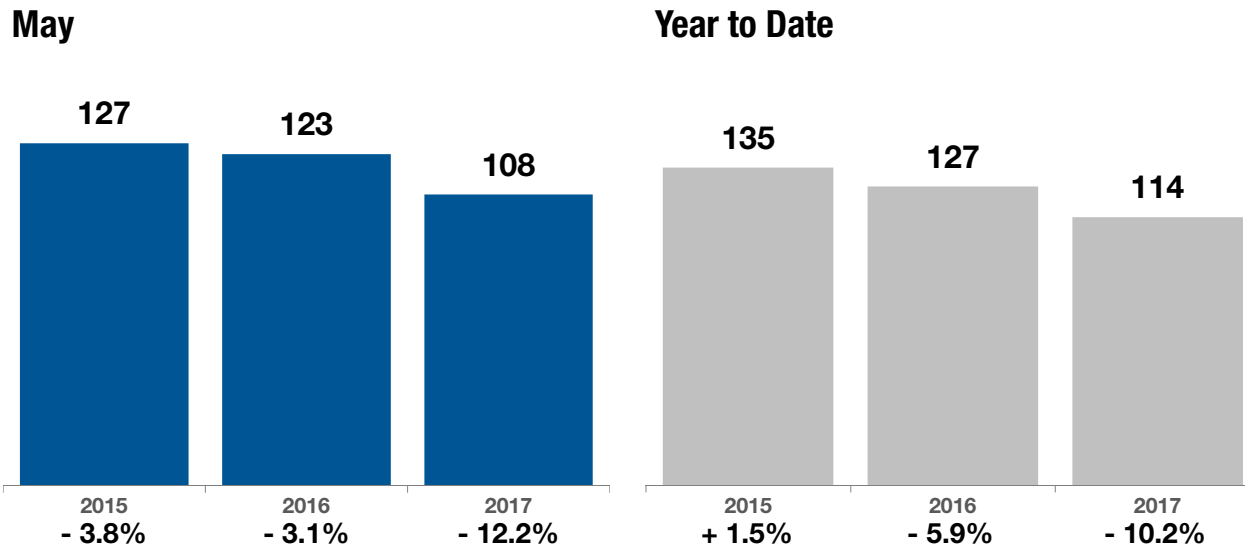
\* Average Pct. of Orig. Price Received for all properties from June 2016 through May 2017. This is not the average of the individual figures above.

## 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.



	Affordability Index	Prior Year	Percent Change
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	117	133	-12.0%
February 2017	117	127	-7.9%
March 2017	114	128	-10.9%
April 2017	114	125	-8.8%
<b>May 2017</b>	<b>108</b>	<b>123</b>	<b>-12.2%</b>
12-Month Avg	119	126	-5.2%

## Historical Housing Affordability Index by Month

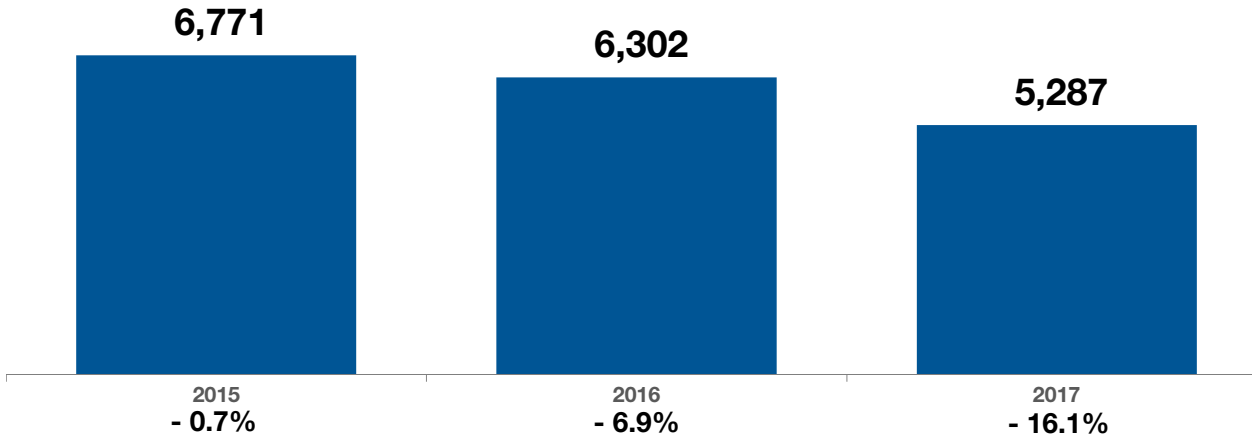


# Inventory of Homes for Sale

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



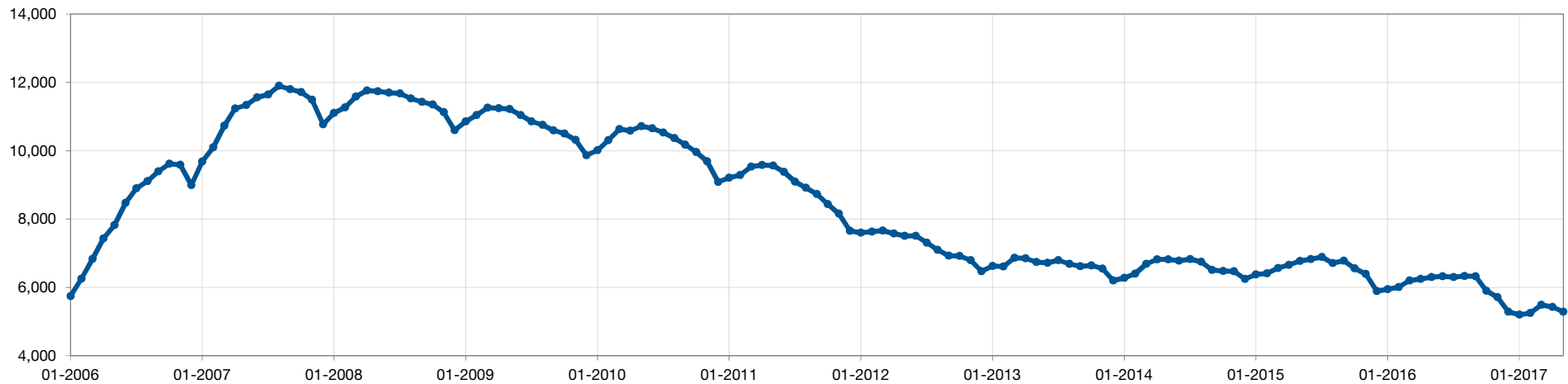
## May



	Homes for Sale	Prior Year	Percent Change
June 2016	6,325	6,828	-7.4%
July 2016	6,304	6,891	-8.5%
August 2016	6,329	6,711	-5.7%
September 2016	6,320	6,780	-6.8%
October 2016	5,897	6,553	-10.0%
November 2016	5,710	6,396	-10.7%
December 2016	5,291	5,894	-10.2%
January 2017	5,199	5,944	-12.5%
February 2017	5,251	6,009	-12.6%
March 2017	5,490	6,202	-11.5%
April 2017	5,427	6,250	-13.2%
<b>May 2017</b>	<b>5,287</b>	<b>6,302</b>	<b>-16.1%</b>
12-Month Avg*	5,736	6,276	-8.6%

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

## Historical Inventory of Homes for Sale by Month

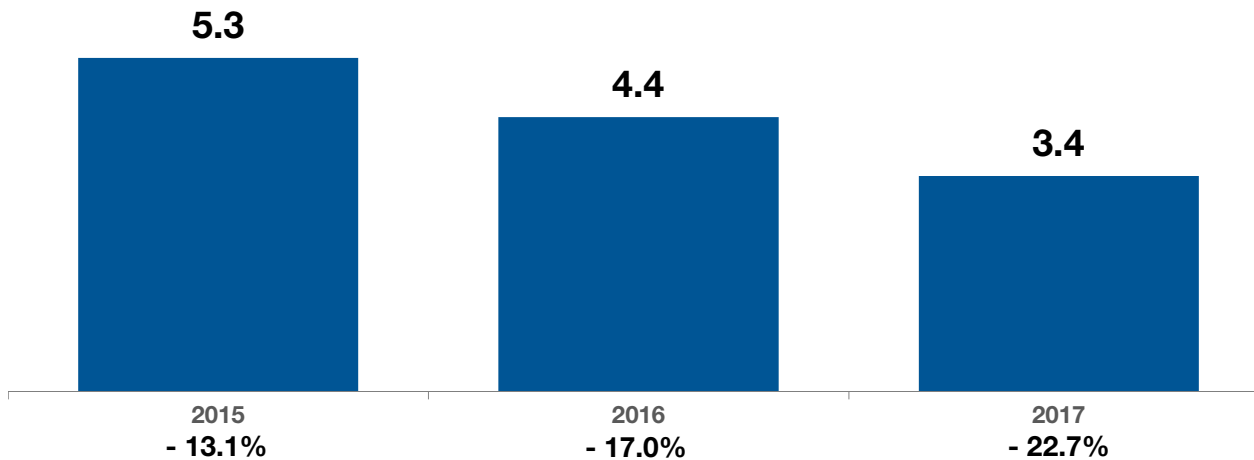


# Months Supply of Inventory

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.



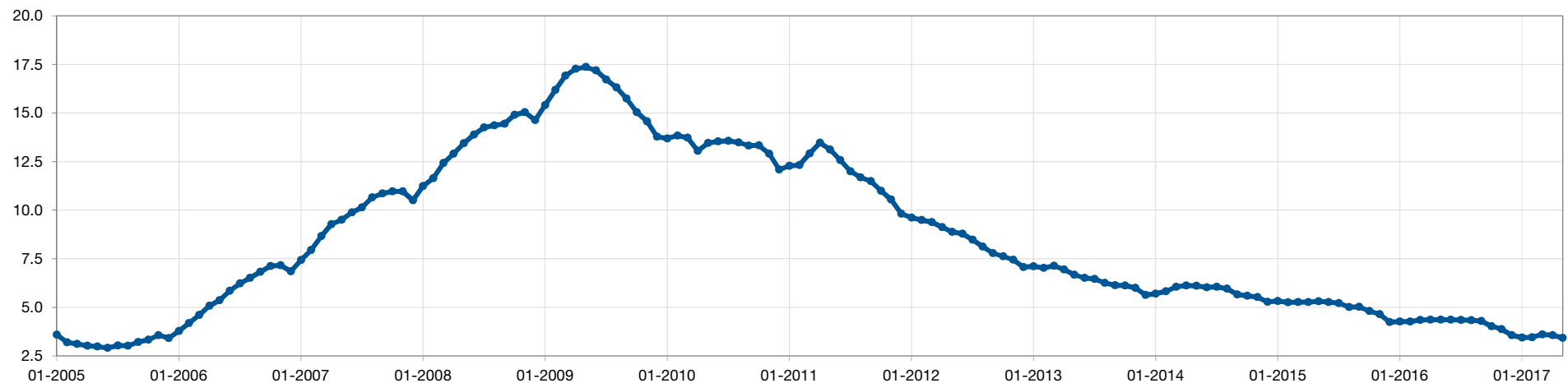
## May



Months Supply	Prior Year	Percent Change
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	3.6	4.2 -14.3%
January 2017	3.4	4.3 -20.9%
February 2017	3.5	4.3 -18.6%
March 2017	3.6	4.4 -18.2%
April 2017	3.6	4.4 -18.2%
<b>May 2017</b>	<b>3.4</b>	<b>4.4 -22.7%</b>
12-Month Avg*	3.9	4.7 -17.0%

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



## May 2017

Finding adequate supply is still an issue in most markets, as demand continues to overwhelm the current stock of homes for sale. There are signs of improvement in new construction. Some builders sense that the extended trend of low inventory equates to opportunity and profit. For the 12-month period spanning June 2016 through May 2017, Pending Sales in the state of South Carolina were up 6.7 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 13.7 percent.

The overall Median Sales Price were up 4.3 percent to \$245,000. The property type with the largest price gain was the Condos segment, where prices increased 5.4 percent to \$195,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 39 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 16.1 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 15.5 percent. That amounts to 3.4 months supply for Single-Family homes and 3.3 months supply for Condos.

## Quick Facts

<b>+ 13.7%</b>	<b>+ 15.0%</b>	<b>+ 16.4%</b>
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
<b>\$200,001 to \$300,000</b>	<b>2 Bedrooms or Less</b>	<b>Condos</b>

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>



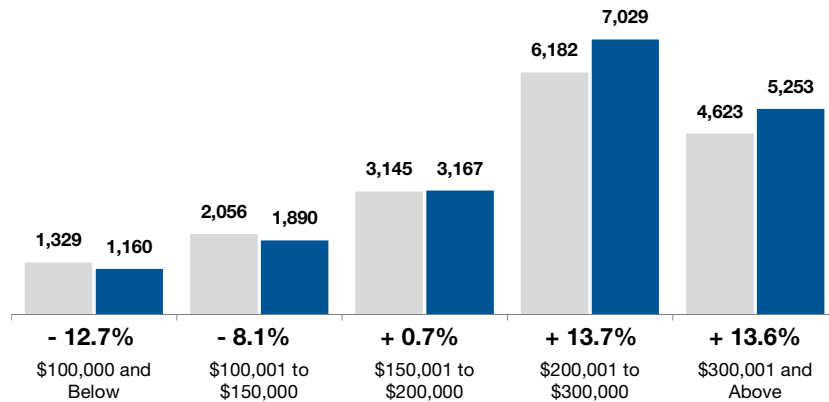
# Pending Sales

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



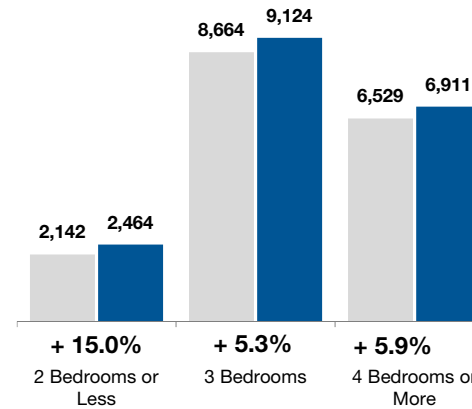
## By Price Range

■ 5-2016 ■ 5-2017



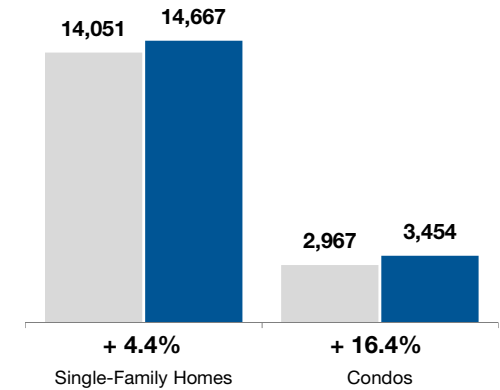
## By Bedroom Count

■ 5-2016 ■ 5-2017



## By Property Type

■ 5-2016 ■ 5-2017



### All Properties

#### By Price Range

	5-2016	5-2017	Change
\$100,000 and Below	1,329	1,160	- 12.7%
\$100,001 to \$150,000	2,056	1,890	- 8.1%
\$150,001 to \$200,000	3,145	3,167	+ 0.7%
\$200,001 to \$300,000	6,182	7,029	+ 13.7%
\$300,001 and Above	4,623	5,253	+ 13.6%
<b>All Price Ranges</b>	<b>17,335</b>	<b>18,499</b>	<b>+ 6.7%</b>

### Single-Family Homes

	5-2016	5-2017	Change
2 Bedrooms or Less	880	656	- 25.5%
3 Bedrooms	1,237	1,052	- 15.0%
4 Bedrooms or More	2,449	2,343	- 4.3%
Single-Family Homes	5,439	6,038	+ 11.0%
Condos	732	966	+ 32.0%
<b>All Single-Family Homes</b>	<b>14,051</b>	<b>14,667</b>	<b>+ 4.4%</b>

### Condos

	5-2016	5-2017	Change
Single-Family Homes	256	287	+ 12.1%
Condos	737	741	+ 0.5%
4 Bedrooms or More	672	787	+ 17.1%
3 Bedrooms	732	966	+ 32.0%
2 Bedrooms or Less	570	673	+ 18.1%
<b>All Condos</b>	<b>2,967</b>	<b>3,454</b>	<b>+ 16.4%</b>

#### By Bedroom Count

	5-2016	5-2017	Change
2 Bedrooms or Less	2,142	2,464	+ 15.0%
3 Bedrooms	8,664	9,124	+ 5.3%
4 Bedrooms or More	6,529	6,911	+ 5.9%
<b>All Bedroom Counts</b>	<b>17,335</b>	<b>18,499</b>	<b>+ 6.7%</b>

	5-2016	5-2017	Change
2 Bedrooms or Less	558	672	+ 20.4%
3 Bedrooms	7,208	7,391	+ 2.5%
4 Bedrooms or More	6,285	6,604	+ 5.1%
<b>All Single-Family Homes</b>	<b>14,051</b>	<b>14,667</b>	<b>+ 4.4%</b>

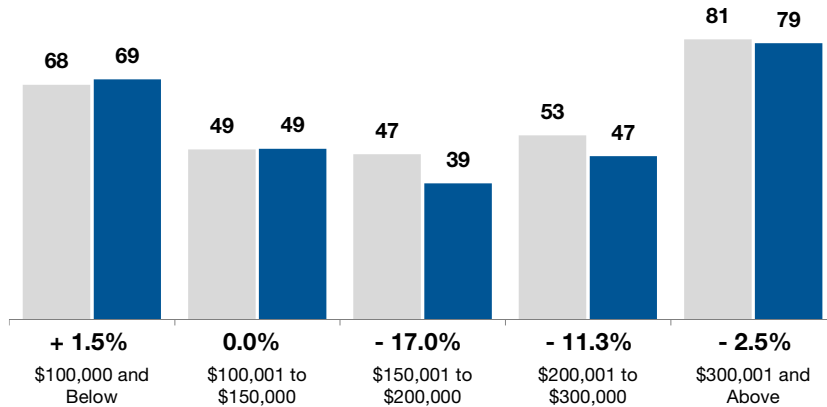
# Days on Market Until Sale

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



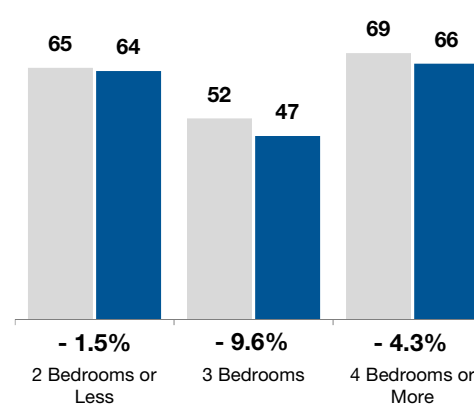
## By Price Range

■ 5-2016 ■ 5-2017



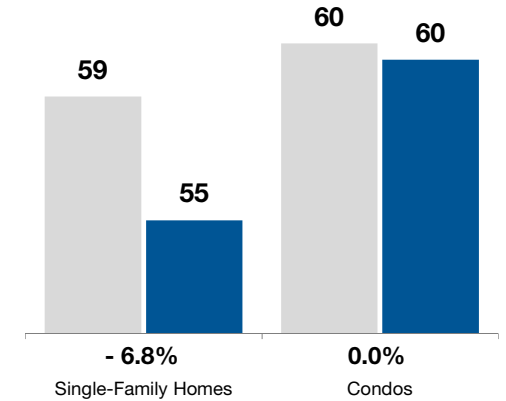
## By Bedroom Count

■ 5-2016 ■ 5-2017



## By Property Type

■ 5-2016 ■ 5-2017



### All Properties

#### By Price Range

	5-2016	5-2017	Change
\$100,000 and Below	68	69	+ 1.5%
\$100,001 to \$150,000	49	49	0.0%
\$150,001 to \$200,000	47	39	- 17.0%
\$200,001 to \$300,000	53	47	- 11.3%
\$300,001 and Above	81	79	- 2.5%
<b>All Price Ranges</b>	<b>60</b>	<b>56</b>	<b>- 6.7%</b>

### Single-Family Homes

	5-2016	5-2017	Change
2 Bedrooms or Less	61	66	+ 8.2%
3 Bedrooms	45	39	- 13.3%
4 Bedrooms or More	48	36	- 25.0%
Single-Family Homes	52	46	- 11.5%
Condos	55	51	- 7.3%
<b>All Single-Family Homes</b>	<b>78</b>	<b>78</b>	<b>0.0%</b>
<b>All Condos</b>	<b>96</b>	<b>90</b>	<b>- 6.3%</b>
<b>All Property Types</b>	<b>59</b>	<b>55</b>	<b>- 6.8%</b>

### Condos

#### By Bedroom Count

	5-2016	5-2017	Change
2 Bedrooms or Less	65	64	- 1.5%
3 Bedrooms	52	47	- 9.6%
4 Bedrooms or More	69	66	- 4.3%
<b>All Bedroom Counts</b>	<b>60</b>	<b>56</b>	<b>- 6.7%</b>

	5-2016	5-2017	Change
2 Bedrooms or Less	64	58	- 9.4%
3 Bedrooms	50	45	- 10.0%
4 Bedrooms or More	68	66	- 2.9%
<b>All Bedroom Counts</b>	<b>59</b>	<b>55</b>	<b>- 6.8%</b>

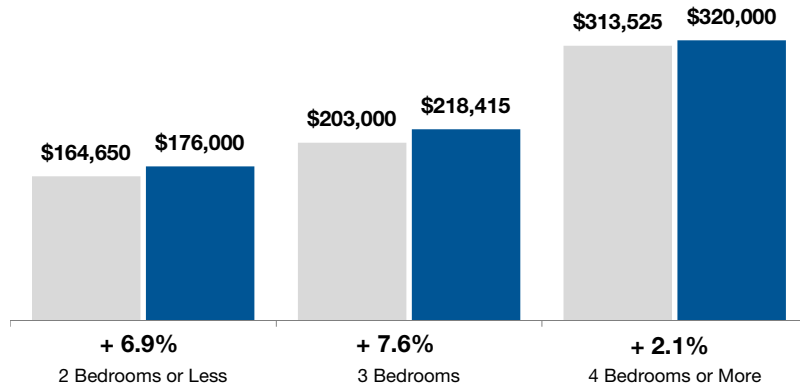
# Median Sales Price

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



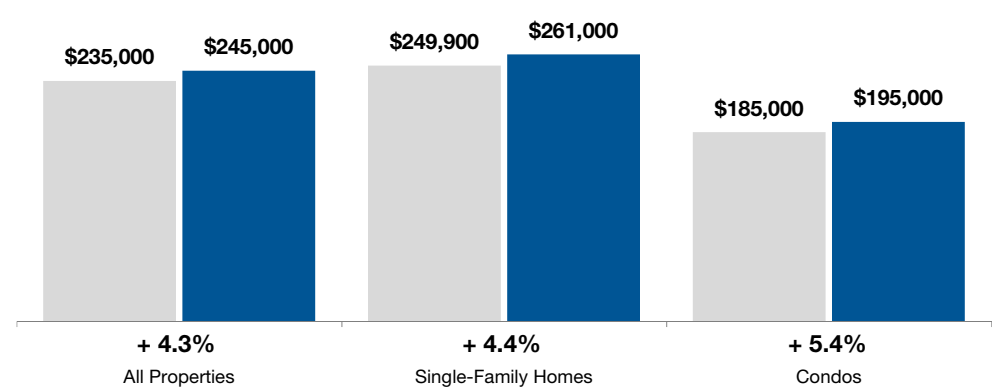
## By Bedroom Count

■ 5-2016 ■ 5-2017



## By Property Type

■ 5-2016 ■ 5-2017



### All Properties

#### By Bedroom Count

	5-2016	5-2017	Change
2 Bedrooms or Less	\$164,650	\$176,000	+ 6.9%
3 Bedrooms	\$203,000	\$218,415	+ 7.6%
4 Bedrooms or More	\$313,525	\$320,000	+ 2.1%
<b>All Bedroom Counts</b>	<b>\$235,000</b>	<b>\$245,000</b>	<b>+ 4.3%</b>

### Single-Family Homes

	5-2016	5-2017	Change	5-2016	5-2017	Change
	\$197,000	\$228,000	+ 15.7%	\$160,000	\$171,310	+ 7.1%
	\$205,847	\$222,710	+ 8.2%	\$203,000	\$213,893	+ 5.4%
	\$315,000	\$321,890	+ 2.2%	\$319,180	\$320,000	+ 0.3%
<b>All Single-Family Homes</b>	<b>\$249,900</b>	<b>\$261,000</b>	<b>+ 4.4%</b>	<b>\$185,000</b>	<b>\$195,000</b>	<b>+ 5.4%</b>

### Condos

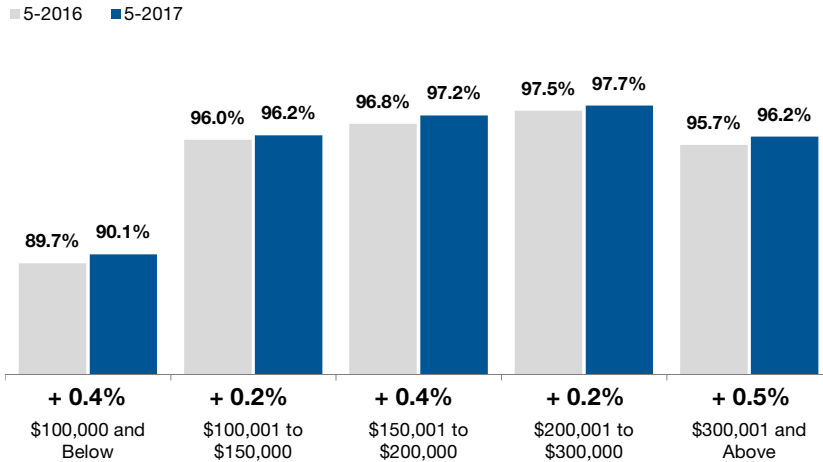


# Percent of Original List Price Received

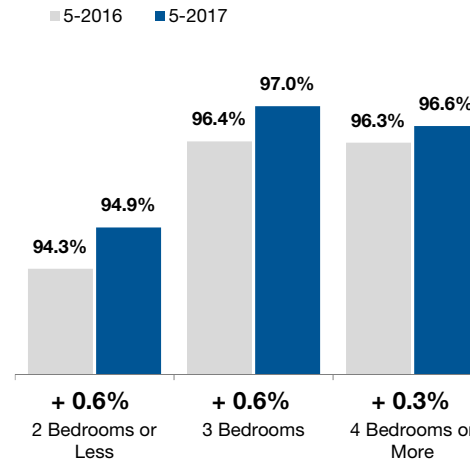
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



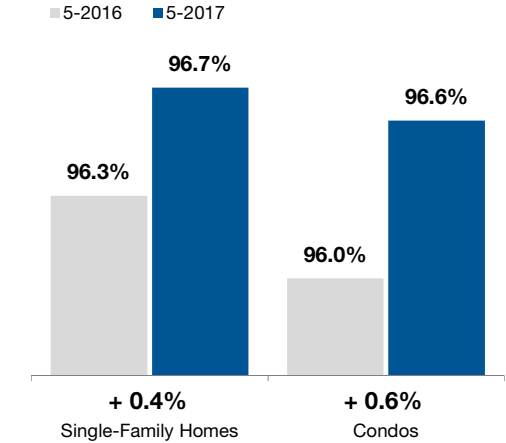
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	5-2016	5-2017	Change
\$100,000 and Below	89.7%	90.1%	+ 0.4%
\$100,001 to \$150,000	96.0%	96.2%	+ 0.2%
\$150,001 to \$200,000	96.8%	97.2%	+ 0.4%
\$200,001 to \$300,000	97.5%	97.7%	+ 0.2%
\$300,001 and Above	95.7%	96.2%	+ 0.5%
<b>All Price Ranges</b>	<b>96.1%</b>	<b>96.6%</b>	<b>+ 0.5%</b>

### Single-Family Homes

5-2016	5-2017	Change	5-2016	5-2017	Change
89.7%	89.6%	- 0.1%	91.5%	92.6%	+ 1.2%
95.9%	95.9%	0.0%	96.4%	96.8%	+ 0.4%
96.8%	97.3%	+ 0.5%	96.7%	97.2%	+ 0.5%
97.5%	97.8%	+ 0.3%	97.2%	97.3%	+ 0.1%
95.8%	96.1%	+ 0.3%	95.1%	96.4%	+ 1.4%
<b>96.3%</b>	<b>96.7%</b>	<b>+ 0.4%</b>	<b>96.0%</b>	<b>96.6%</b>	<b>+ 0.6%</b>

### Condos

By Bedroom Count	5-2016	5-2017	Change
2 Bedrooms or Less	94.3%	94.9%	+ 0.6%
3 Bedrooms	96.4%	97.0%	+ 0.6%
4 Bedrooms or More	96.3%	96.6%	+ 0.3%
<b>All Bedroom Counts</b>	<b>96.1%</b>	<b>96.6%</b>	<b>+ 0.5%</b>

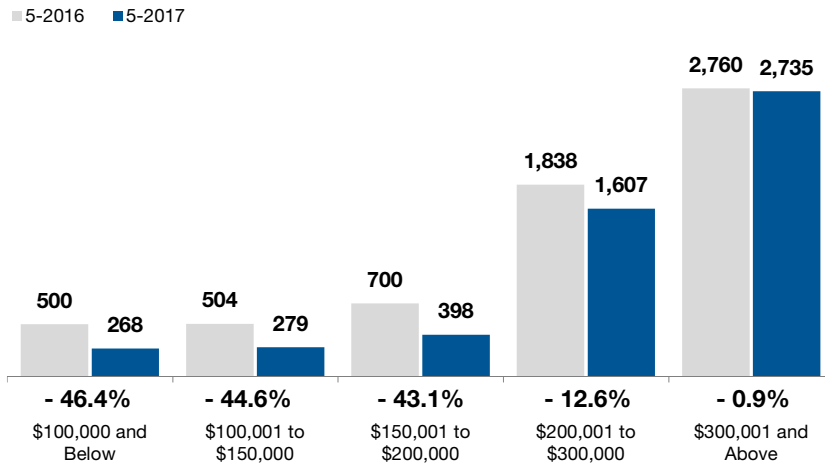
5-2016	5-2017	Change	5-2016	5-2017	Change
94.1%	94.3%	+ 0.2%	94.8%	95.6%	+ 0.8%
96.4%	97.0%	+ 0.6%	97.2%	97.6%	+ 0.4%
96.4%	96.7%	+ 0.3%	96.7%	97.1%	+ 0.4%
<b>96.3%</b>	<b>96.7%</b>	<b>+ 0.4%</b>	<b>96.0%</b>	<b>96.6%</b>	<b>+ 0.6%</b>

# Inventory of Homes for Sale

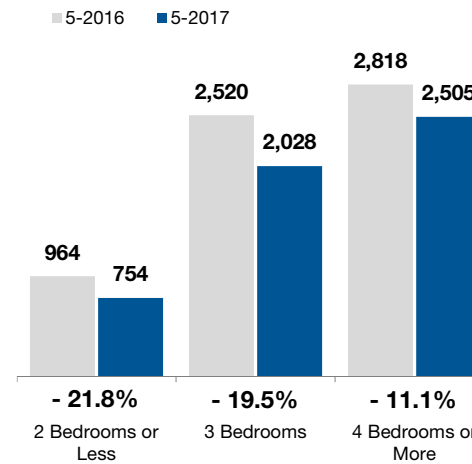
The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



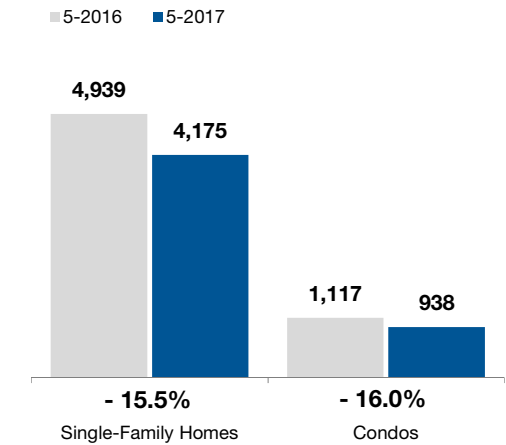
## By Price Range



## By Bedroom Count



## By Property Type



### All Properties

By Price Range	5-2016	5-2017	Change
\$100,000 and Below	500	268	- 46.4%
\$100,001 to \$150,000	504	279	- 44.6%
\$150,001 to \$200,000	700	398	- 43.1%
\$200,001 to \$300,000	1,838	1,607	- 12.6%
\$300,001 and Above	2,760	2,735	- 0.9%
<b>All Price Ranges</b>	<b>6,302</b>	<b>5,287</b>	<b>- 16.1%</b>

### Single-Family Homes

5-2016	5-2017	Change	5-2016	5-2017	Change
271	147	- 45.8%	87	34	- 60.9%
262	135	- 48.5%	190	103	- 45.8%
487	237	- 51.3%	189	134	- 29.1%
1,604	1,358	- 15.3%	216	235	+ 8.8%
2,315	2,298	- 0.7%	435	432	- 0.7%
<b>4,939</b>	<b>4,175</b>	<b>- 15.5%</b>	<b>1,117</b>	<b>938</b>	<b>- 16.0%</b>

### Condos

By Bedroom Count	5-2016	5-2017	Change
2 Bedrooms or Less	964	754	- 21.8%
3 Bedrooms	2,520	2,028	- 19.5%
4 Bedrooms or More	2,818	2,505	- 11.1%
<b>All Bedroom Counts</b>	<b>6,302</b>	<b>5,287</b>	<b>- 16.1%</b>

5-2016	5-2017	Change	5-2016	5-2017	Change
229	193	- 15.7%	638	504	- 21.0%
1,992	1,585	- 20.4%	415	352	- 15.2%
2,718	2,397	- 11.8%	64	82	+ 28.1%
<b>4,939</b>	<b>4,175</b>	<b>- 15.5%</b>	<b>1,117</b>	<b>938</b>	<b>- 16.0%</b>

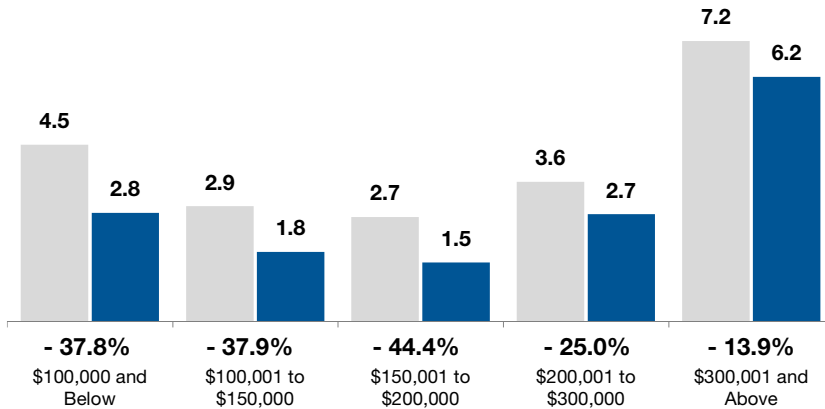
# Months Supply of Inventory

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.**



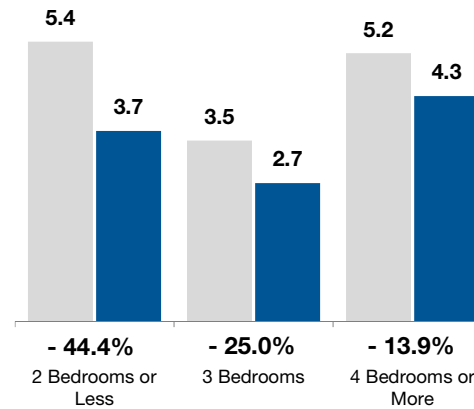
## By Price Range

■ 5-2016 ■ 5-2017



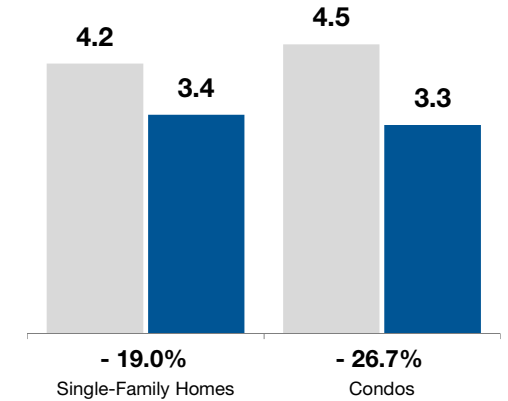
## By Bedroom Count

■ 5-2016 ■ 5-2017



## By Property Type

■ 5-2016 ■ 5-2017



### All Properties

#### By Price Range

	5-2016	5-2017	Change
\$100,000 and Below	4.5	2.8	- 37.8%
\$100,001 to \$150,000	2.9	1.8	- 37.9%
\$150,001 to \$200,000	2.7	1.5	- 44.4%
\$200,001 to \$300,000	3.6	2.7	- 25.0%
\$300,001 and Above	7.2	6.2	- 13.9%
<b>All Price Ranges</b>	<b>4.4</b>	<b>3.4</b>	<b>- 22.7%</b>

### Single-Family Homes

	5-2016	5-2017	Change
2 Bedrooms or Less	3.7	2.7	- 27.0%
3 Bedrooms	2.5	1.5	- 40.0%
4 Bedrooms or More	2.4	1.2	- 50.0%
Single-Family Homes	3.5	2.7	- 22.9%
Condos	3.5	2.9	- 17.1%
Single-Family Homes	9.2	7.7	- 16.3%
<b>All Single-Family Homes</b>	<b>4.2</b>	<b>3.4</b>	<b>- 19.0%</b>

### Condos

#### By Bedroom Count

	5-2016	5-2017	Change
2 Bedrooms or Less	5.4	3.7	- 44.4%
3 Bedrooms	3.5	2.7	- 25.0%
4 Bedrooms or More	5.2	4.3	- 13.9%
<b>All Bedroom Counts</b>	<b>4.4</b>	<b>3.4</b>	<b>- 22.7%</b>

	5-2016	5-2017	Change
2 Bedrooms or Less	4.9	3.4	- 50.0%
3 Bedrooms	3.3	2.6	- 22.9%
4 Bedrooms or More	5.2	4.4	- 13.0%
Condos	5.1	3.5	- 41.2%
Single-Family Homes	3.8	2.8	- 17.1%
Condos	4.5	4.4	- 16.3%
<b>All Condos</b>	<b>4.5</b>	<b>3.3</b>	<b>- 26.7%</b>

# Local Market Update – May 2017

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



## Berkeley County

County: BER

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	394	<b>509</b>	+ 29.2%	2,050	<b>2,288</b>	+ 11.6%
Closed Sales	357	<b>371</b>	+ 3.9%	1,472	<b>1,566</b>	+ 6.4%
Median Sales Price*	\$223,000	<b>\$236,615</b>	+ 6.1%	\$215,285	<b>\$229,939</b>	+ 6.8%
Average Sales Price*	\$262,870	<b>\$292,720</b>	+ 11.4%	\$253,622	<b>\$267,093</b>	+ 5.3%
Percent of Original List Price Received*	97.5%	<b>98.0%</b>	+ 0.5%	97.4%	<b>97.8%</b>	+ 0.4%
Days on Market Until Sale	58	<b>43</b>	- 25.9%	58	<b>44</b>	- 24.1%
Inventory of Homes for Sale	1,025	<b>942</b>	- 8.1%	--	--	--

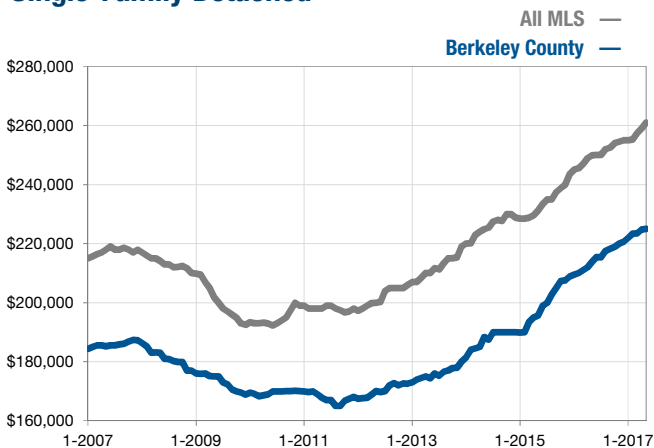
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	50	<b>87</b>	+ 74.0%	304	<b>398</b>	+ 30.9%
Closed Sales	49	<b>55</b>	+ 12.2%	174	<b>249</b>	+ 43.1%
Median Sales Price*	\$144,900	<b>\$174,470</b>	+ 20.4%	\$139,950	<b>\$160,958</b>	+ 15.0%
Average Sales Price*	\$190,006	<b>\$185,665</b>	- 2.3%	\$202,144	<b>\$196,754</b>	- 2.7%
Percent of Original List Price Received*	97.8%	<b>97.9%</b>	+ 0.1%	97.2%	<b>98.1%</b>	+ 0.9%
Days on Market Until Sale	44	<b>49</b>	+ 11.4%	47	<b>56</b>	+ 19.1%
Inventory of Homes for Sale	170	<b>160</b>	- 5.9%	--	--	--

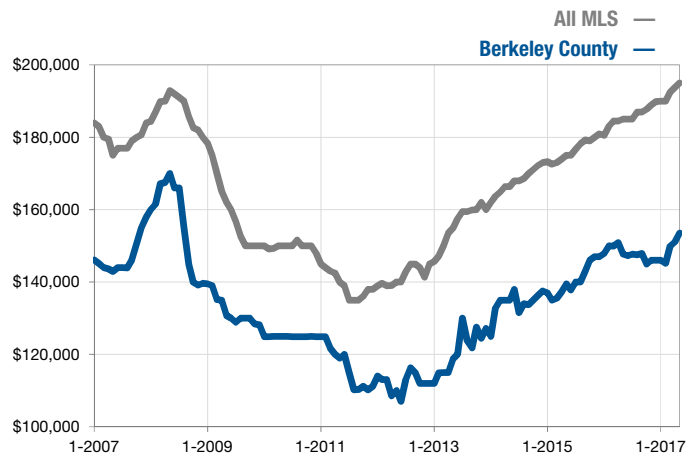
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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



## Charleston County

County: CHS

### Single-Family Detached

Key Metrics	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	964	<b>936</b>	- 2.9%	4,326	<b>4,420</b>	+ 2.2%
Closed Sales	698	<b>758</b>	+ 8.6%	2,704	<b>2,801</b>	+ 3.6%
Median Sales Price*	\$345,000	<b>\$378,485</b>	+ 9.7%	\$325,000	<b>\$356,591</b>	+ 9.7%
Average Sales Price*	\$449,326	<b>\$512,553</b>	+ 14.1%	\$424,378	<b>\$476,207</b>	+ 12.2%
Percent of Original List Price Received*	96.5%	<b>96.9%</b>	+ 0.4%	95.9%	<b>96.0%</b>	+ 0.1%
Days on Market Until Sale	57	<b>55</b>	- 3.5%	62	<b>64</b>	+ 3.2%
Inventory of Homes for Sale	2,561	<b>2,191</b>	- 14.4%	--	--	--

\* 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.

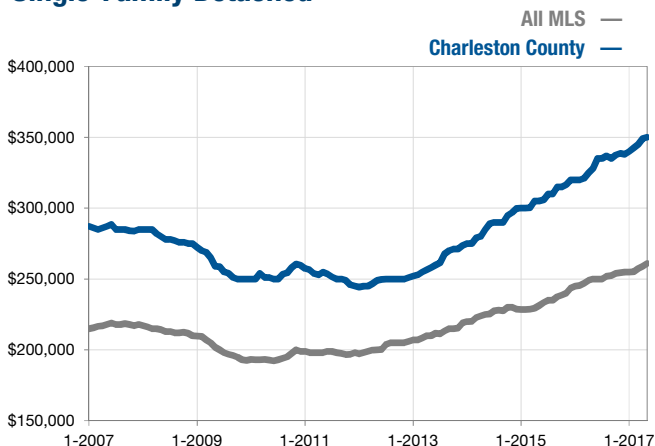
### Townhouse-Condo Attached

Key Metrics	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	286	<b>290</b>	+ 1.4%	1,369	<b>1,420</b>	+ 3.7%
Closed Sales	218	<b>245</b>	+ 12.4%	834	<b>993</b>	+ 19.1%
Median Sales Price*	\$210,000	<b>\$225,000</b>	+ 7.1%	\$210,000	<b>\$224,000</b>	+ 6.7%
Average Sales Price*	\$284,459	<b>\$297,182</b>	+ 4.5%	\$286,780	<b>\$309,264</b>	+ 7.8%
Percent of Original List Price Received*	96.0%	<b>96.3%</b>	+ 0.3%	95.5%	<b>96.1%</b>	+ 0.6%
Days on Market Until Sale	55	<b>64</b>	+ 16.4%	68	<b>67</b>	- 1.5%
Inventory of Homes for Sale	810	<b>694</b>	- 14.3%	--	--	--

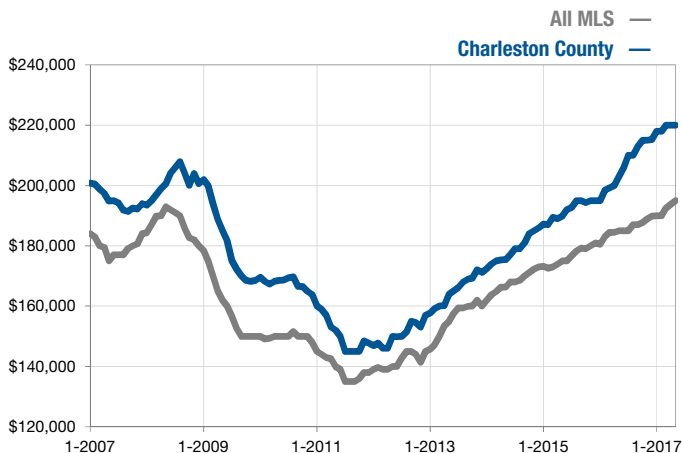
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## Historical Median Sales Price Rolling 12-Month Calculation

### Single-Family Detached



### Townhouse-Condo Attached



# Local Market Update – May 2017

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



## Colleton County

Area 82

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	27	27	0.0%	147	132	- 10.2%
Closed Sales	16	16	0.0%	79	64	- 19.0%
Median Sales Price*	\$142,450	<b>\$130,000</b>	- 8.7%	\$120,000	<b>\$132,000</b>	+ 10.0%
Average Sales Price*	\$176,869	<b>\$161,033</b>	- 9.0%	\$152,195	<b>\$146,110</b>	- 4.0%
Percent of Original List Price Received*	89.8%	<b>90.8%</b>	+ 1.1%	90.1%	<b>88.8%</b>	- 1.4%
Days on Market Until Sale	132	89	- 32.6%	126	127	+ 0.8%
Inventory of Homes for Sale	163	144	- 11.7%	--	--	--

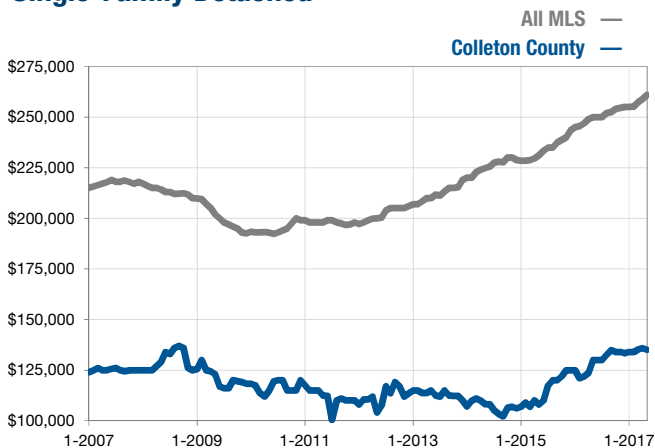
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	May			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%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--

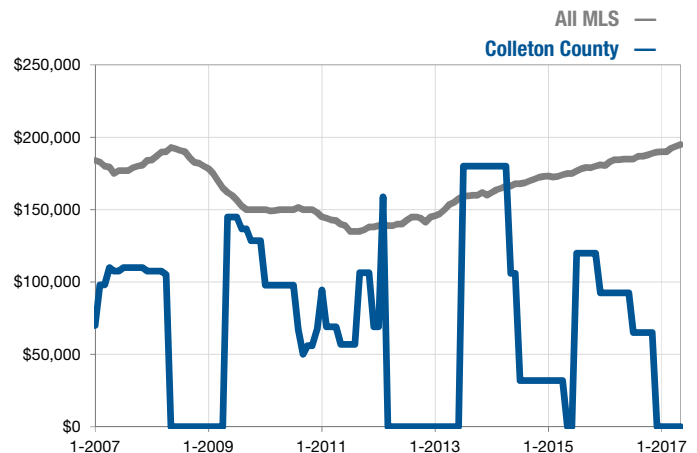
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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



## Daniel Island

Area 77

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	28	30	+ 7.1%	127	162	+ 27.6%
Closed Sales	19	23	+ 21.1%	62	68	+ 9.7%
Median Sales Price*	\$827,500	<b>\$830,000</b>	+ 0.3%	\$845,000	<b>\$827,500</b>	- 2.1%
Average Sales Price*	\$914,275	<b>\$1,040,002</b>	+ 13.8%	\$924,645	<b>\$957,798</b>	+ 3.6%
Percent of Original List Price Received*	95.7%	<b>95.9%</b>	+ 0.2%	95.3%	<b>97.8%</b>	+ 2.6%
Days on Market Until Sale	50	91	+ 82.0%	62	66	+ 6.5%
Inventory of Homes for Sale	66	91	+ 37.9%	--	--	--

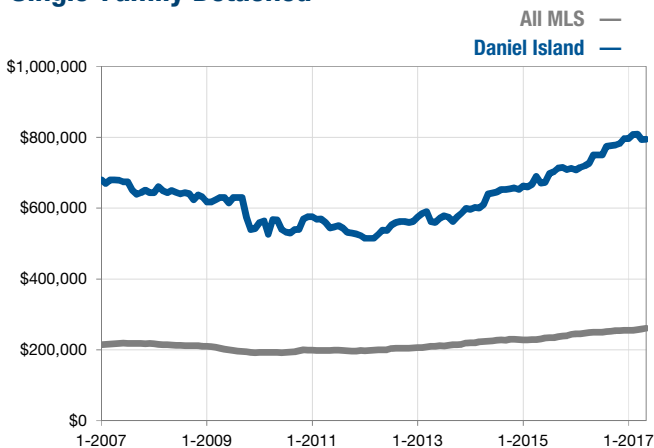
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	12	19	+ 58.3%	82	101	+ 23.2%
Closed Sales	11	10	- 9.1%	46	51	+ 10.9%
Median Sales Price*	\$292,500	<b>\$252,750</b>	- 13.6%	\$308,750	<b>\$295,000</b>	- 4.5%
Average Sales Price*	\$381,738	<b>\$275,540</b>	- 27.8%	\$389,982	<b>\$356,293</b>	- 8.6%
Percent of Original List Price Received*	97.0%	<b>96.9%</b>	- 0.1%	97.4%	<b>97.2%</b>	- 0.2%
Days on Market Until Sale	50	33	- 34.0%	47	57	+ 21.3%
Inventory of Homes for Sale	48	65	+ 35.4%	--	--	--

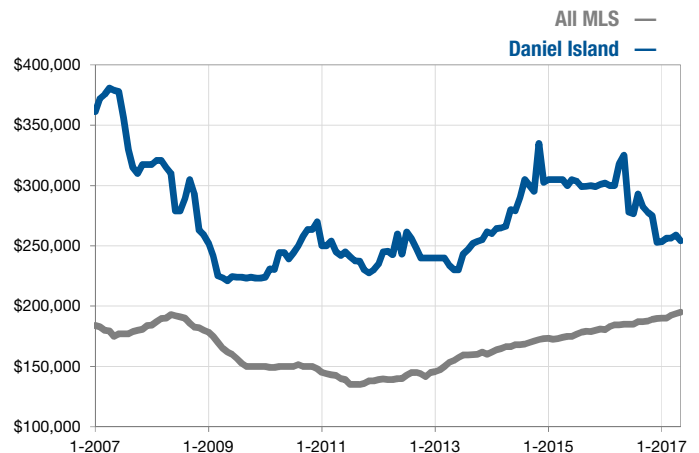
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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



## Dorchester County

County: DOR

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	366	<b>344</b>	- 6.0%	1,732	<b>1,697</b>	- 2.0%
Closed Sales	287	<b>261</b>	- 9.1%	1,068	<b>1,163</b>	+ 8.9%
Median Sales Price*	\$215,000	<b>\$229,900</b>	+ 6.9%	\$207,000	<b>\$223,000</b>	+ 7.7%
Average Sales Price*	\$221,360	<b>\$240,637</b>	+ 8.7%	\$221,384	<b>\$236,906</b>	+ 7.0%
Percent of Original List Price Received*	97.6%	<b>97.5%</b>	- 0.1%	97.0%	<b>97.3%</b>	+ 0.3%
Days on Market Until Sale	53	<b>37</b>	- 30.2%	60	<b>48</b>	- 20.0%
Inventory of Homes for Sale	899	<b>647</b>	- 28.0%	--	--	--

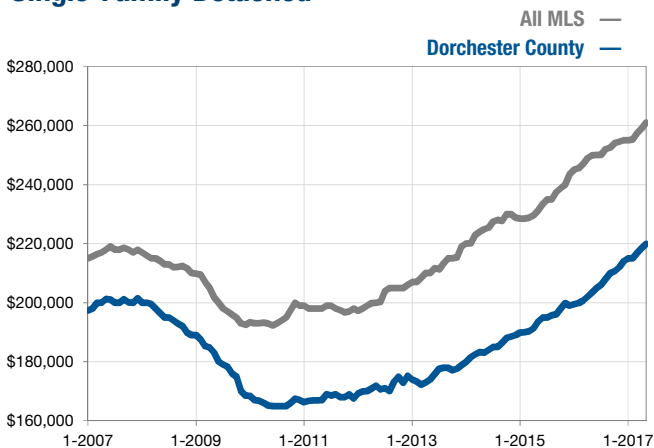
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	27	<b>32</b>	+ 18.5%	186	<b>194</b>	+ 4.3%
Closed Sales	26	<b>32</b>	+ 23.1%	137	<b>166</b>	+ 21.2%
Median Sales Price*	\$136,000	<b>\$133,180</b>	- 2.1%	\$135,000	<b>\$136,648</b>	+ 1.2%
Average Sales Price*	\$138,570	<b>\$135,745</b>	- 2.0%	\$135,533	<b>\$141,741</b>	+ 4.6%
Percent of Original List Price Received*	99.1%	<b>98.8%</b>	- 0.3%	97.0%	<b>97.9%</b>	+ 0.9%
Days on Market Until Sale	34	<b>36</b>	+ 5.9%	68	<b>52</b>	- 23.5%
Inventory of Homes for Sale	92	<b>58</b>	- 37.0%	--	--	--

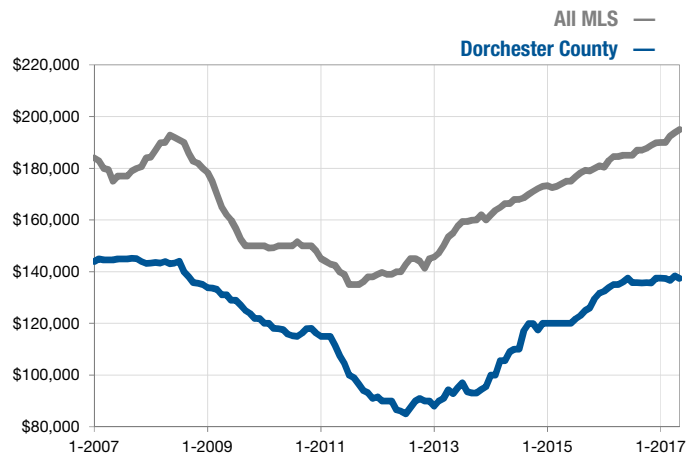
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached





# Local Market Update – May 2017

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



## Dorchester Road Corridor

Area 61

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	113	120	+ 6.2%	575	541	- 5.9%
Closed Sales	89	89	0.0%	350	373	+ 6.6%
Median Sales Price*	\$218,400	<b>\$238,451</b>	+ 9.2%	\$212,470	<b>\$230,000</b>	+ 8.3%
Average Sales Price*	\$223,293	<b>\$236,909</b>	+ 6.1%	\$222,867	<b>\$240,560</b>	+ 7.9%
Percent of Original List Price Received*	98.3%	<b>98.1%</b>	- 0.2%	97.5%	<b>97.8%</b>	+ 0.3%
Days on Market Until Sale	50	35	- 30.0%	54	43	- 20.4%
Inventory of Homes for Sale	271	173	- 36.2%	--	--	--

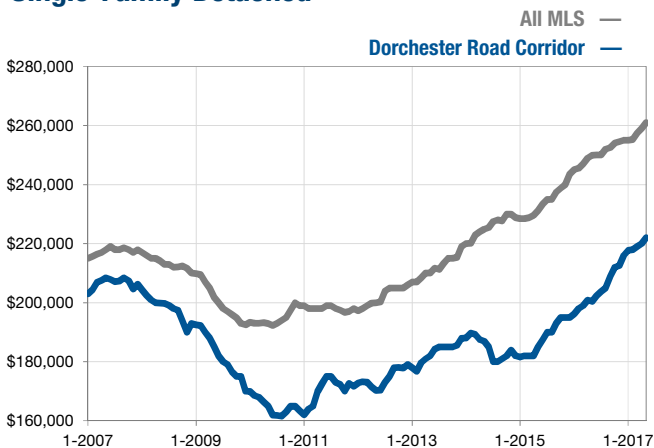
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	13	20	+ 53.8%	106	124	+ 17.0%
Closed Sales	9	18	+ 100.0%	70	95	+ 35.7%
Median Sales Price*	\$153,900	<b>\$157,000</b>	+ 2.0%	\$150,000	<b>\$153,970</b>	+ 2.6%
Average Sales Price*	\$142,450	<b>\$149,067</b>	+ 4.6%	\$145,766	<b>\$154,178</b>	+ 5.8%
Percent of Original List Price Received*	98.4%	<b>97.7%</b>	- 0.7%	97.7%	<b>98.5%</b>	+ 0.8%
Days on Market Until Sale	36	53	+ 47.2%	66	53	- 19.7%
Inventory of Homes for Sale	57	38	- 33.3%	--	--	--

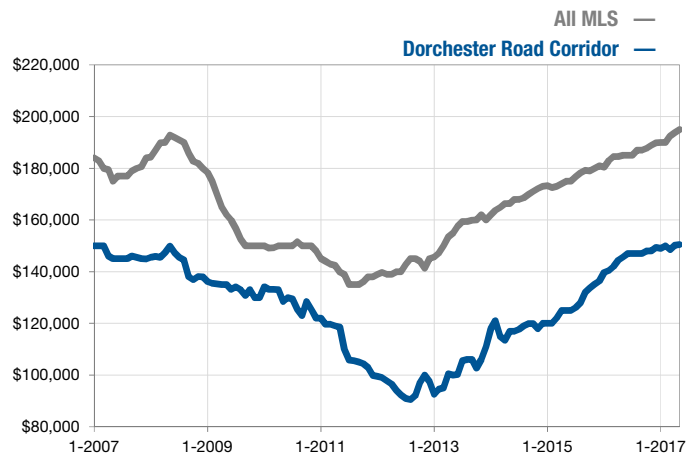
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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



## Downtown Charleston

Area 51

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	32	<b>33</b>	+ 3.1%	148	<b>136</b>	- 8.1%
Closed Sales	20	<b>34</b>	+ 70.0%	79	<b>106</b>	+ 34.2%
Median Sales Price*	\$1,020,000	<b>\$827,811</b>	- 18.8%	\$815,000	<b>\$890,000</b>	+ 9.2%
Average Sales Price*	\$1,231,255	<b>\$1,226,632</b>	- 0.4%	\$1,045,657	<b>\$1,262,203</b>	+ 20.7%
Percent of Original List Price Received*	93.0%	<b>94.6%</b>	+ 1.7%	92.5%	<b>93.0%</b>	+ 0.5%
Days on Market Until Sale	95	<b>86</b>	- 9.5%	85	<b>108</b>	+ 27.1%
Inventory of Homes for Sale	141	<b>99</b>	- 29.8%	--	--	--

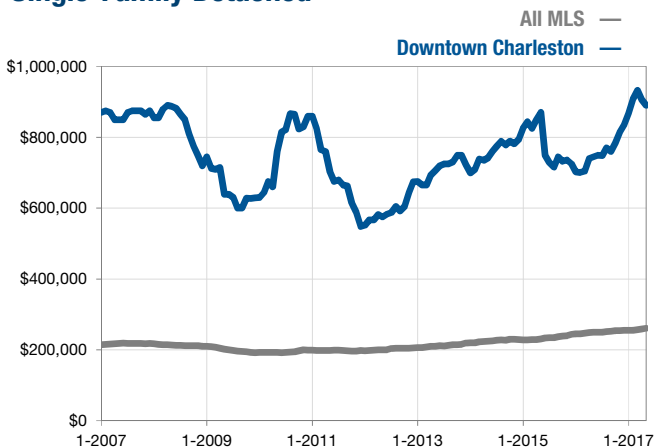
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	35	<b>31</b>	- 11.4%	149	<b>159</b>	+ 6.7%
Closed Sales	23	<b>21</b>	- 8.7%	85	<b>100</b>	+ 17.6%
Median Sales Price*	\$470,000	<b>\$575,000</b>	+ 22.3%	\$500,000	<b>\$550,500</b>	+ 10.1%
Average Sales Price*	\$682,457	<b>\$647,095</b>	- 5.2%	\$640,551	<b>\$661,890</b>	+ 3.3%
Percent of Original List Price Received*	91.1%	<b>93.4%</b>	+ 2.5%	92.8%	<b>93.4%</b>	+ 0.6%
Days on Market Until Sale	149	<b>112</b>	- 24.8%	138	<b>105</b>	- 23.9%
Inventory of Homes for Sale	131	<b>118</b>	- 9.9%	--	--	--

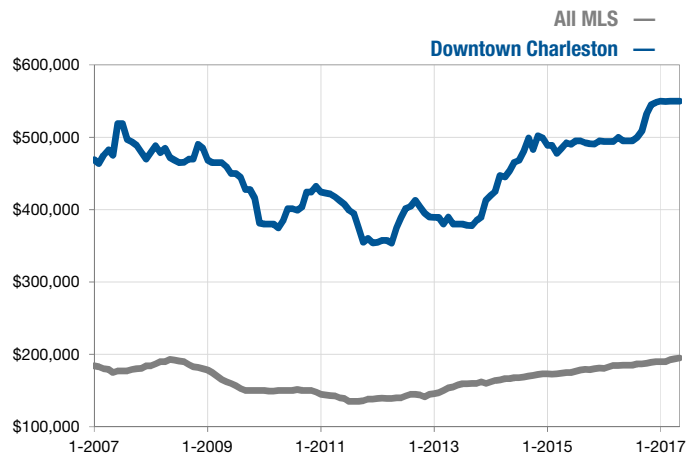
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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



## Edisto Area

Areas 26, 27 & 28

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	15	15	0.0%	73	78	+ 6.8%
Closed Sales	19	13	- 31.6%	57	56	- 1.8%
Median Sales Price*	\$338,000	<b>\$455,000</b>	+ 34.6%	\$382,000	<b>\$403,000</b>	+ 5.5%
Average Sales Price*	\$462,258	<b>\$691,115</b>	+ 49.5%	\$437,181	<b>\$614,329</b>	+ 40.5%
Percent of Original List Price Received*	92.4%	<b>90.8%</b>	- 1.7%	93.0%	<b>92.8%</b>	- 0.2%
Days on Market Until Sale	150	<b>218</b>	+ 45.3%	142	<b>172</b>	+ 21.1%
Inventory of Homes for Sale	99	<b>85</b>	- 14.1%	--	--	--

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

Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	3	5	+ 66.7%	19	18	- 5.3%
Closed Sales	1	4	+ 300.0%	3	18	+ 500.0%
Median Sales Price*	\$206,000	<b>\$137,250</b>	- 33.4%	\$206,000	<b>\$157,200</b>	- 23.7%
Average Sales Price*	\$206,000	<b>\$211,000</b>	+ 2.4%	\$225,500	<b>\$180,994</b>	- 19.7%
Percent of Original List Price Received*	98.6%	<b>95.1%</b>	- 3.5%	92.6%	<b>92.2%</b>	- 0.4%
Days on Market Until Sale	48	<b>202</b>	+ 320.8%	101	<b>158</b>	+ 56.4%
Inventory of Homes for Sale	30	<b>16</b>	- 46.7%	--	--	--

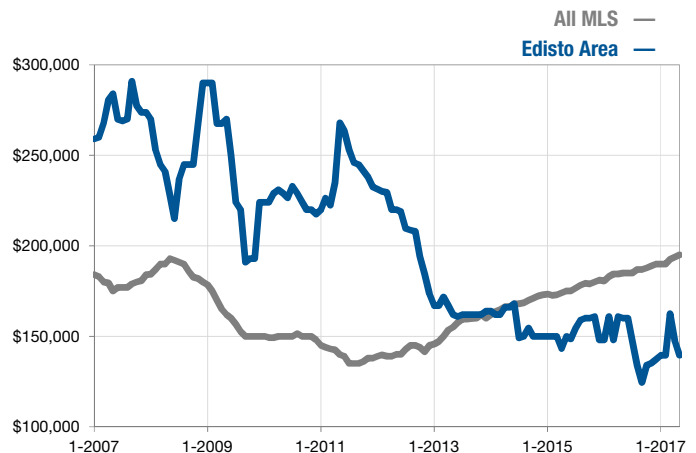
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## Historical Median Sales Price Rolling 12-Month Calculation

### Single-Family Detached



### Townhouse-Condo Attached



# Local Market Update – May 2017

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



## Folly Beach

Area 22

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	12	7	- 41.7%	69	50	- 27.5%
Closed Sales	8	10	+ 25.0%	29	50	+ 72.4%
Median Sales Price*	\$682,500	<b>\$548,750</b>	- 19.6%	\$609,250	<b>\$682,500</b>	+ 12.0%
Average Sales Price*	\$769,047	<b>\$606,750</b>	- 21.1%	\$648,301	<b>\$687,717</b>	+ 6.1%
Percent of Original List Price Received*	96.0%	<b>89.4%</b>	- 6.9%	95.2%	<b>90.7%</b>	- 4.7%
Days on Market Until Sale	86	125	+ 45.3%	112	120	+ 7.1%
Inventory of Homes for Sale	74	32	- 56.8%	--	--	--

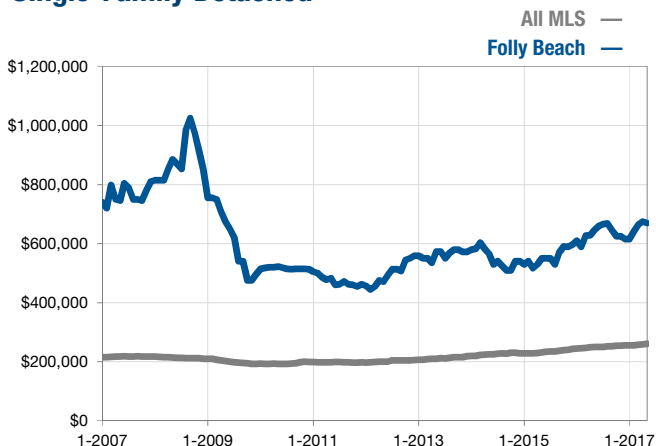
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Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	10	9	- 10.0%	37	43	+ 16.2%
Closed Sales	12	3	- 75.0%	28	23	- 17.9%
Median Sales Price*	\$426,000	<b>\$460,000</b>	+ 8.0%	\$412,000	<b>\$455,000</b>	+ 10.4%
Average Sales Price*	\$428,417	<b>\$438,333</b>	+ 2.3%	\$399,179	<b>\$408,891</b>	+ 2.4%
Percent of Original List Price Received*	95.5%	<b>98.3%</b>	+ 2.9%	93.0%	<b>97.1%</b>	+ 4.4%
Days on Market Until Sale	50	121	+ 142.0%	88	68	- 22.7%
Inventory of Homes for Sale	32	34	+ 6.3%	--	--	--

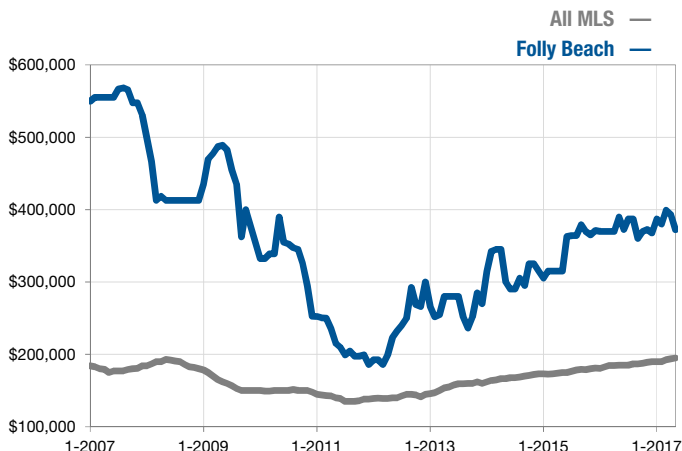
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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



## Goose Creek / Monck's Corner

Areas 72, 73 & 74

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	266	<b>357</b>	+ 34.2%	1,422	<b>1,571</b>	+ 10.5%
Closed Sales	254	<b>262</b>	+ 3.1%	1,070	<b>1,167</b>	+ 9.1%
Median Sales Price*	\$212,400	<b>\$224,345</b>	+ 5.6%	\$205,000	<b>\$224,500</b>	+ 9.5%
Average Sales Price*	\$224,912	<b>\$235,586</b>	+ 4.7%	\$213,280	<b>\$232,025</b>	+ 8.8%
Percent of Original List Price Received*	98.1%	<b>98.7%</b>	+ 0.6%	98.1%	<b>98.2%</b>	+ 0.1%
Days on Market Until Sale	57	<b>37</b>	- 35.1%	57	<b>40</b>	- 29.8%
Inventory of Homes for Sale	699	<b>574</b>	- 17.9%	--	--	--

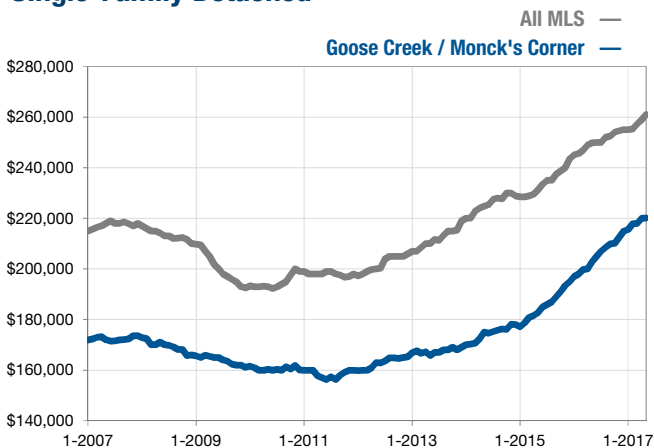
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Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	27	<b>55</b>	+ 103.7%	167	<b>239</b>	+ 43.1%
Closed Sales	28	<b>37</b>	+ 32.1%	89	<b>160</b>	+ 79.8%
Median Sales Price*	\$130,900	<b>\$169,900</b>	+ 29.8%	\$125,000	<b>\$151,049</b>	+ 20.8%
Average Sales Price*	\$130,593	<b>\$165,133</b>	+ 26.4%	\$121,915	<b>\$151,547</b>	+ 24.3%
Percent of Original List Price Received*	97.4%	<b>98.4%</b>	+ 1.0%	96.6%	<b>98.6%</b>	+ 2.1%
Days on Market Until Sale	49	<b>55</b>	+ 12.2%	50	<b>57</b>	+ 14.0%
Inventory of Homes for Sale	91	<b>72</b>	- 20.9%	--	--	--

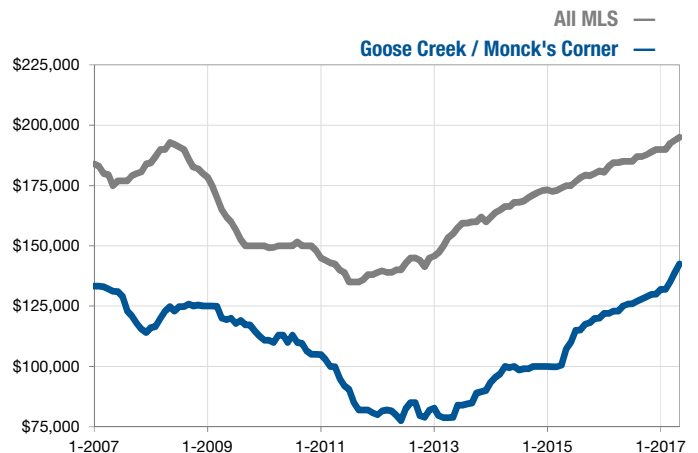
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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



## Greater North Charleston

Areas 31 & 32

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	133	88	- 33.8%	594	609	+ 2.5%
Closed Sales	94	127	+ 35.1%	474	505	+ 6.5%
Median Sales Price*	\$177,000	<b>\$190,000</b>	+ 7.3%	\$177,024	<b>\$193,000</b>	+ 9.0%
Average Sales Price*	\$178,781	<b>\$203,395</b>	+ 13.8%	\$175,119	<b>\$194,323</b>	+ 11.0%
Percent of Original List Price Received*	97.5%	<b>97.9%</b>	+ 0.4%	95.7%	<b>97.5%</b>	+ 1.9%
Days on Market Until Sale	39	51	+ 30.8%	47	43	- 8.5%
Inventory of Homes for Sale	280	186	- 33.6%	--	--	--

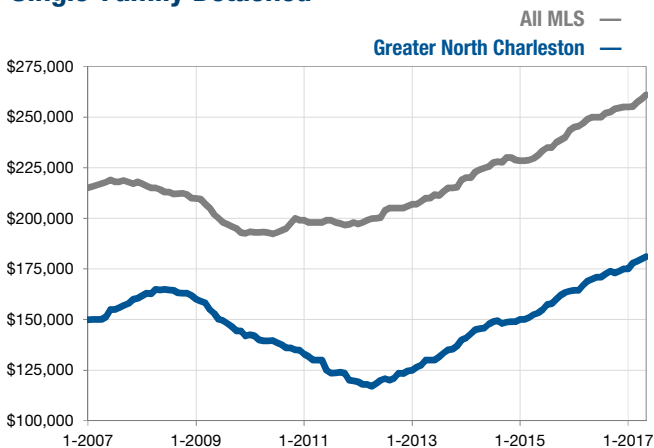
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Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	21	29	+ 38.1%	110	131	+ 19.1%
Closed Sales	26	27	+ 3.8%	84	92	+ 9.5%
Median Sales Price*	\$107,950	<b>\$123,500</b>	+ 14.4%	\$107,000	<b>\$113,250</b>	+ 5.8%
Average Sales Price*	\$121,244	<b>\$144,459</b>	+ 19.1%	\$121,783	<b>\$134,071</b>	+ 10.1%
Percent of Original List Price Received*	95.5%	<b>94.6%</b>	- 0.9%	94.0%	<b>95.8%</b>	+ 1.9%
Days on Market Until Sale	40	34	- 15.0%	46	33	- 28.3%
Inventory of Homes for Sale	50	33	- 34.0%	--	--	--

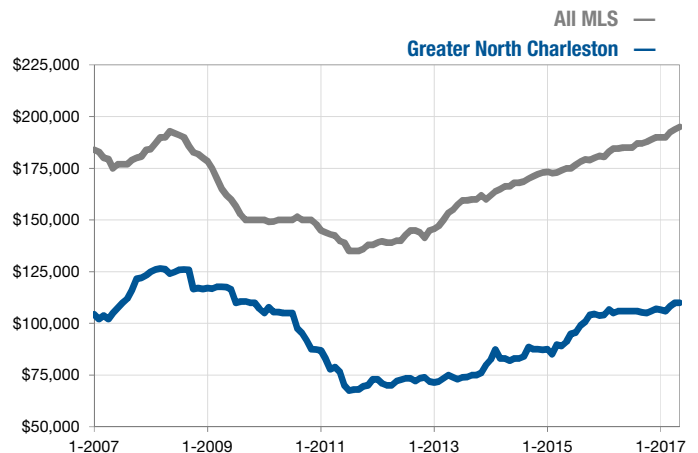
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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



## Greater Summerville Area

Areas 62 & 63

### Single-Family Detached

Key Metrics	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	246	<b>215</b>	- 12.6%	1,128	<b>1,123</b>	- 0.4%
Closed Sales	192	<b>167</b>	- 13.0%	695	<b>767</b>	+ 10.4%
Median Sales Price*	\$215,500	<b>\$225,000</b>	+ 4.4%	\$205,990	<b>\$219,090</b>	+ 6.4%
Average Sales Price*	\$223,234	<b>\$241,266</b>	+ 8.1%	\$222,405	<b>\$236,517</b>	+ 6.3%
Percent of Original List Price Received*	97.6%	<b>97.7%</b>	+ 0.1%	96.9%	<b>97.4%</b>	+ 0.5%
Days on Market Until Sale	53	<b>31</b>	- 41.5%	62	<b>47</b>	- 24.2%
Inventory of Homes for Sale	586	<b>442</b>	- 24.6%	--	--	--

\* 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.

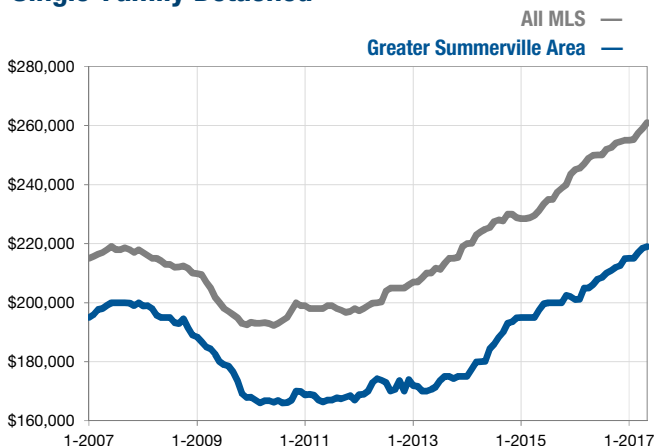
### Townhouse-Condo Attached

Key Metrics	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	14	<b>12</b>	- 14.3%	80	<b>69</b>	- 13.8%
Closed Sales	17	<b>14</b>	- 17.6%	67	<b>69</b>	+ 3.0%
Median Sales Price*	\$130,490	<b>\$127,500</b>	- 2.3%	\$126,175	<b>\$132,000</b>	+ 4.6%
Average Sales Price*	\$136,516	<b>\$118,616</b>	- 13.1%	\$124,842	<b>\$124,714</b>	- 0.1%
Percent of Original List Price Received*	99.5%	<b>100.2%</b>	+ 0.7%	96.3%	<b>96.9%</b>	+ 0.6%
Days on Market Until Sale	34	<b>15</b>	- 55.9%	70	<b>49</b>	- 30.0%
Inventory of Homes for Sale	35	<b>20</b>	- 42.9%	--	--	--

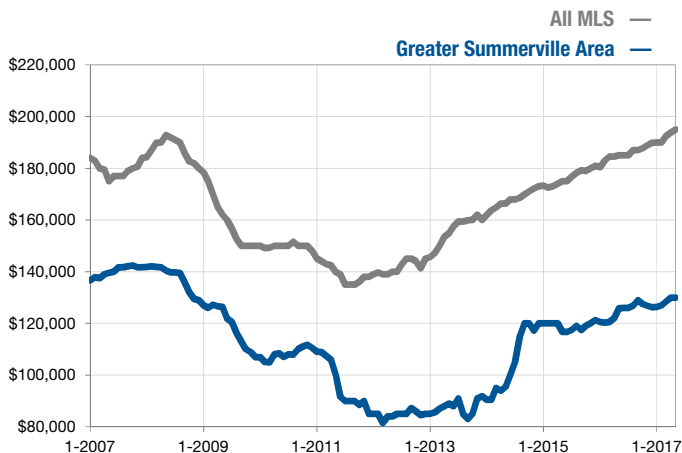
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## Historical Median Sales Price Rolling 12-Month Calculation

### Single-Family Detached



### Townhouse-Condo Attached



# Local Market Update – May 2017

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## Hanahan

Area 71

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	34	31	- 8.8%	152	135	- 11.2%
Closed Sales	28	19	- 32.1%	131	84	- 35.9%
Median Sales Price*	\$248,450	<b>\$223,000</b>	- 10.2%	\$245,000	<b>\$233,500</b>	- 4.7%
Average Sales Price*	\$257,612	<b>\$251,263</b>	- 2.5%	\$238,117	<b>\$236,062</b>	- 0.9%
Percent of Original List Price Received*	98.0%	<b>95.1%</b>	- 3.0%	97.2%	<b>95.6%</b>	- 1.6%
Days on Market Until Sale	51	10	- 80.4%	44	57	+ 29.5%
Inventory of Homes for Sale	54	47	- 13.0%	--	--	--

\* 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	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	4	1	- 75.0%	15	14	- 6.7%
Closed Sales	3	3	0.0%	12	13	+ 8.3%
Median Sales Price*	\$131,000	<b>\$139,900</b>	+ 6.8%	\$133,000	<b>\$136,000</b>	+ 2.3%
Average Sales Price*	\$130,300	<b>\$143,100</b>	+ 9.8%	\$171,796	<b>\$164,631</b>	- 4.2%
Percent of Original List Price Received*	100.5%	<b>97.9%</b>	- 2.6%	99.7%	<b>98.8%</b>	- 0.9%
Days on Market Until Sale	8	4	- 50.0%	56	36	- 35.7%
Inventory of Homes for Sale	9	5	- 44.4%	--	--	--

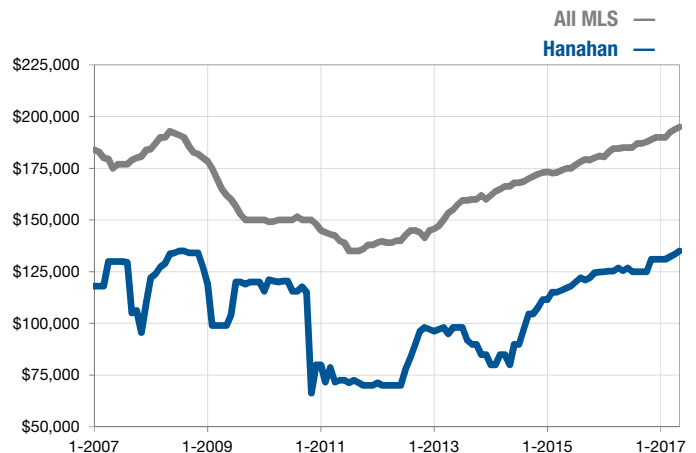
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached





# Local Market Update – May 2017

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## Hollywood / Ravenel / Meggett Area

Area 13

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	34	<b>25</b>	- 26.5%	146	<b>114</b>	- 21.9%
Closed Sales	12	<b>14</b>	+ 16.7%	61	<b>52</b>	- 14.8%
Median Sales Price*	\$395,668	<b>\$375,290</b>	- 5.2%	\$346,000	<b>\$377,510</b>	+ 9.1%
Average Sales Price*	\$362,610	<b>\$347,029</b>	- 4.3%	\$420,353	<b>\$372,637</b>	- 11.4%
Percent of Original List Price Received*	91.2%	<b>98.5%</b>	+ 8.0%	92.9%	<b>96.4%</b>	+ 3.8%
Days on Market Until Sale	37	<b>40</b>	+ 8.1%	97	<b>89</b>	- 8.2%
Inventory of Homes for Sale	119	<b>101</b>	- 15.1%	--	--	--

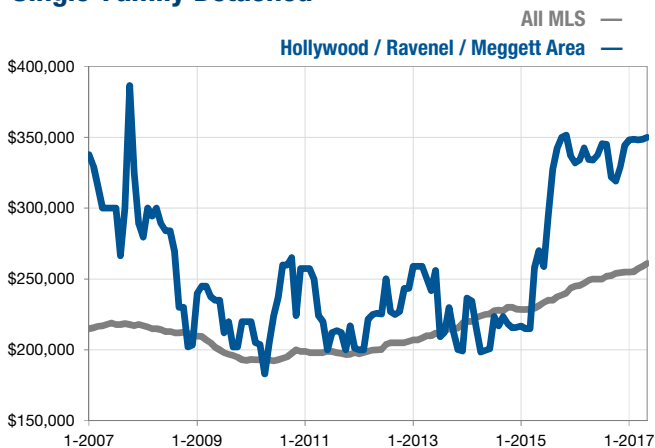
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	3	<b>0</b>	- 100.0%	6	<b>10</b>	+ 66.7%
Closed Sales	3	<b>4</b>	+ 33.3%	5	<b>12</b>	+ 140.0%
Median Sales Price*	\$356,896	<b>\$240,000</b>	- 32.8%	\$256,000	<b>\$278,500</b>	+ 8.8%
Average Sales Price*	\$326,686	<b>\$250,500</b>	- 23.3%	\$292,792	<b>\$297,593</b>	+ 1.6%
Percent of Original List Price Received*	103.7%	<b>111.2%</b>	+ 7.2%	102.3%	<b>102.3%</b>	0.0%
Days on Market Until Sale	123	<b>116</b>	- 5.7%	83	<b>108</b>	+ 30.1%
Inventory of Homes for Sale	4	<b>5</b>	+ 25.0%	--	--	--

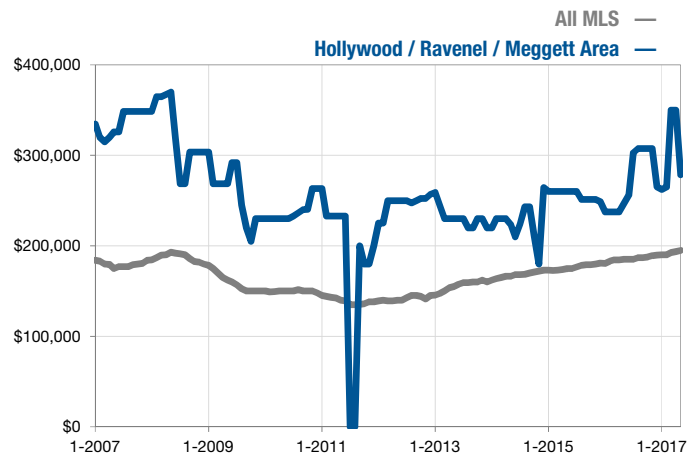
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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## Isle of Palms

Areas 44 & 45

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	21	<b>30</b>	+ 42.9%	133	<b>134</b>	+ 0.8%
Closed Sales	26	<b>21</b>	- 19.2%	71	<b>94</b>	+ 32.4%
Median Sales Price*	\$985,500	<b>\$890,000</b>	- 9.7%	\$910,000	<b>\$822,500</b>	- 9.6%
Average Sales Price*	\$1,040,731	<b>\$1,201,010</b>	+ 15.4%	\$1,218,235	<b>\$1,030,054</b>	- 15.4%
Percent of Original List Price Received*	91.6%	<b>93.2%</b>	+ 1.7%	91.2%	<b>91.3%</b>	+ 0.1%
Days on Market Until Sale	137	<b>93</b>	- 32.1%	140	<b>132</b>	- 5.7%
Inventory of Homes for Sale	147	<b>127</b>	- 13.6%	--	--	--

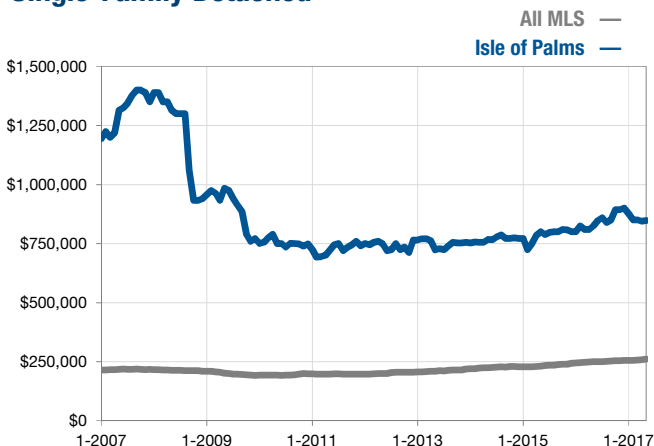
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	10	<b>11</b>	+ 10.0%	74	<b>65</b>	- 12.2%
Closed Sales	3	<b>8</b>	+ 166.7%	27	<b>38</b>	+ 40.7%
Median Sales Price*	\$260,000	<b>\$525,000</b>	+ 101.9%	\$578,000	<b>\$547,500</b>	- 5.3%
Average Sales Price*	\$358,333	<b>\$491,250</b>	+ 37.1%	\$528,157	<b>\$559,380</b>	+ 5.9%
Percent of Original List Price Received*	91.2%	<b>94.0%</b>	+ 3.1%	92.0%	<b>94.3%</b>	+ 2.5%
Days on Market Until Sale	40	<b>144</b>	+ 260.0%	141	<b>143</b>	+ 1.4%
Inventory of Homes for Sale	95	<b>72</b>	- 24.2%	--	--	--

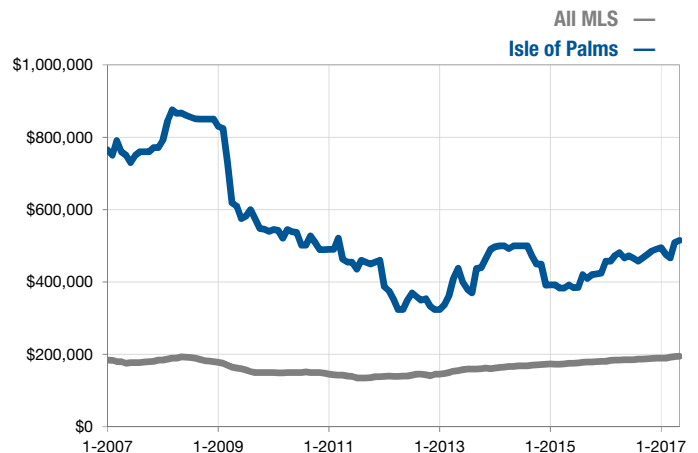
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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



## James Island

Area 21

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	84	<b>92</b>	+ 9.5%	388	<b>481</b>	+ 24.0%
Closed Sales	68	<b>70</b>	+ 2.9%	286	<b>300</b>	+ 4.9%
Median Sales Price*	\$307,500	<b>\$380,450</b>	+ 23.7%	\$305,000	<b>\$335,000</b>	+ 9.8%
Average Sales Price*	\$329,132	<b>\$428,889</b>	+ 30.3%	\$338,910	<b>\$393,104</b>	+ 16.0%
Percent of Original List Price Received*	97.9%	<b>97.0%</b>	- 0.9%	96.8%	<b>95.9%</b>	- 0.9%
Days on Market Until Sale	39	<b>24</b>	- 38.5%	43	<b>46</b>	+ 7.0%
Inventory of Homes for Sale	150	<b>167</b>	+ 11.3%	--	--	--

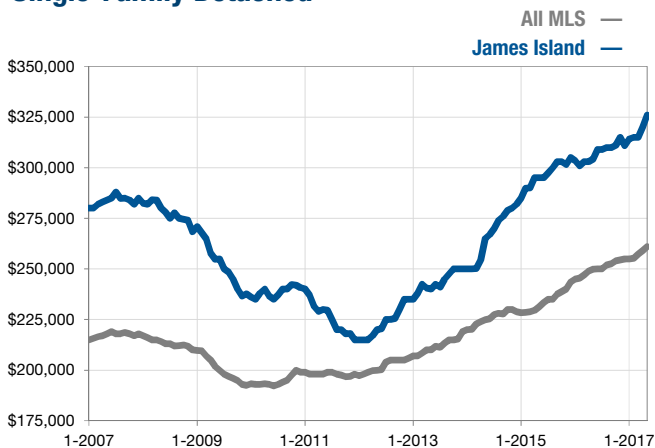
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	27	<b>24</b>	- 11.1%	118	<b>120</b>	+ 1.7%
Closed Sales	21	<b>25</b>	+ 19.0%	85	<b>103</b>	+ 21.2%
Median Sales Price*	\$153,000	<b>\$200,000</b>	+ 30.7%	\$169,500	<b>\$185,000</b>	+ 9.1%
Average Sales Price*	\$153,725	<b>\$202,755</b>	+ 31.9%	\$166,039	<b>\$194,434</b>	+ 17.1%
Percent of Original List Price Received*	96.7%	<b>98.6%</b>	+ 2.0%	95.2%	<b>96.2%</b>	+ 1.1%
Days on Market Until Sale	45	<b>30</b>	- 33.3%	59	<b>47</b>	- 20.3%
Inventory of Homes for Sale	34	<b>31</b>	- 8.8%	--	--	--

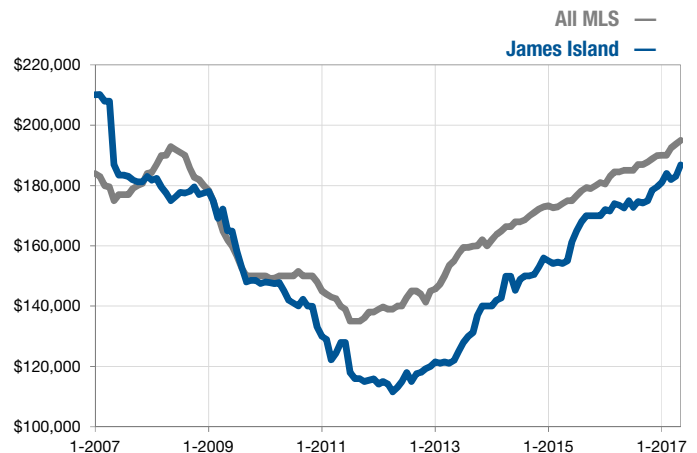
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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



## Johns Island

Area 23

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	79	<b>110</b>	+ 39.2%	357	<b>464</b>	+ 30.0%
Closed Sales	63	<b>66</b>	+ 4.8%	220	<b>203</b>	- 7.7%
Median Sales Price*	\$290,000	<b>\$287,180</b>	- 1.0%	\$285,697	<b>\$299,395</b>	+ 4.8%
Average Sales Price*	\$322,030	<b>\$339,806</b>	+ 5.5%	\$334,214	<b>\$359,837</b>	+ 7.7%
Percent of Original List Price Received*	97.8%	<b>99.1%</b>	+ 1.3%	98.0%	<b>97.7%</b>	- 0.3%
Days on Market Until Sale	71	<b>51</b>	- 28.2%	60	<b>61</b>	+ 1.7%
Inventory of Homes for Sale	230	<b>246</b>	+ 7.0%	--	--	--

\* 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	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	9	<b>12</b>	+ 33.3%	47	<b>51</b>	+ 8.5%
Closed Sales	7	<b>5</b>	- 28.6%	28	<b>32</b>	+ 14.3%
Median Sales Price*	\$203,000	<b>\$225,000</b>	+ 10.8%	\$202,750	<b>\$214,500</b>	+ 5.8%
Average Sales Price*	\$204,200	<b>\$213,800</b>	+ 4.7%	\$197,154	<b>\$202,245</b>	+ 2.6%
Percent of Original List Price Received*	107.9%	<b>95.7%</b>	- 11.3%	98.2%	<b>96.5%</b>	- 1.7%
Days on Market Until Sale	48	<b>40</b>	- 16.7%	39	<b>69</b>	+ 76.9%
Inventory of Homes for Sale	17	<b>24</b>	+ 41.2%	--	--	--

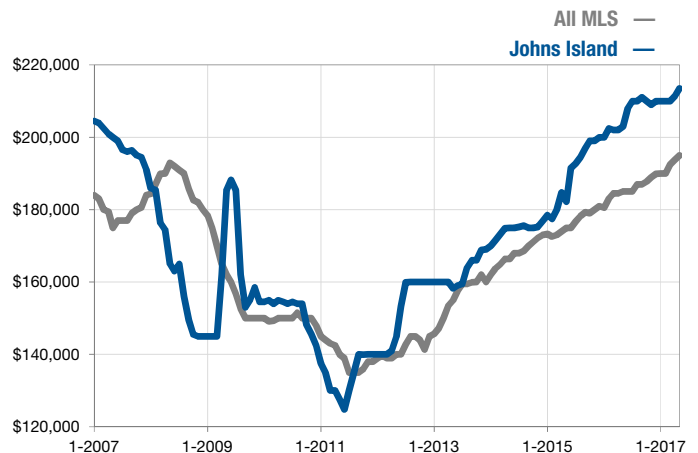
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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



## Kiawah

Area 25

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	13	8	- 38.5%	46	53	+ 15.2%
Closed Sales	5	1	- 80.0%	12	8	- 33.3%
Median Sales Price*	\$975,000	<b>\$2,875,000</b>	+ 194.9%	\$847,500	<b>\$1,366,500</b>	+ 61.2%
Average Sales Price*	\$1,108,500	<b>\$2,875,000</b>	+ 159.4%	\$1,098,542	<b>\$1,624,500</b>	+ 47.9%
Percent of Original List Price Received*	89.9%	<b>95.9%</b>	+ 6.7%	91.0%	<b>89.2%</b>	- 2.0%
Days on Market Until Sale	108	<b>245</b>	+ 126.9%	176	<b>227</b>	+ 29.0%
Inventory of Homes for Sale	54	<b>81</b>	+ 50.0%	--	--	--

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

Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	8	4	- 50.0%	39	42	+ 7.7%
Closed Sales	3	3	0.0%	10	16	+ 60.0%
Median Sales Price*	\$319,000	<b>\$780,000</b>	+ 144.5%	\$299,000	<b>\$437,500</b>	+ 46.3%
Average Sales Price*	\$374,333	<b>\$676,667</b>	+ 80.8%	\$324,700	<b>\$610,375</b>	+ 88.0%
Percent of Original List Price Received*	92.6%	<b>90.2%</b>	- 2.6%	91.1%	<b>87.2%</b>	- 4.3%
Days on Market Until Sale	182	<b>348</b>	+ 91.2%	144	<b>344</b>	+ 138.9%
Inventory of Homes for Sale	55	<b>56</b>	+ 1.8%	--	--	--

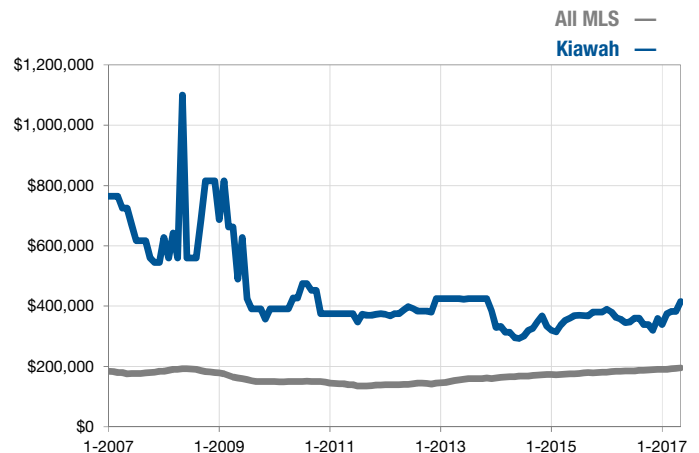
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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



## Lower Mount Pleasant

Area 42

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	122	<b>127</b>	+ 4.1%	547	<b>564</b>	+ 3.1%
Closed Sales	92	<b>104</b>	+ 13.0%	338	<b>319</b>	- 5.6%
Median Sales Price*	\$511,505	<b>\$525,000</b>	+ 2.6%	\$509,190	<b>\$513,000</b>	+ 0.7%
Average Sales Price*	\$626,240	<b>\$684,414</b>	+ 9.3%	\$610,458	<b>\$639,574</b>	+ 4.8%
Percent of Original List Price Received*	94.2%	<b>96.4%</b>	+ 2.3%	95.0%	<b>95.4%</b>	+ 0.4%
Days on Market Until Sale	61	<b>57</b>	- 6.6%	64	<b>61</b>	- 4.7%
Inventory of Homes for Sale	268	<b>253</b>	- 5.6%	--	--	--

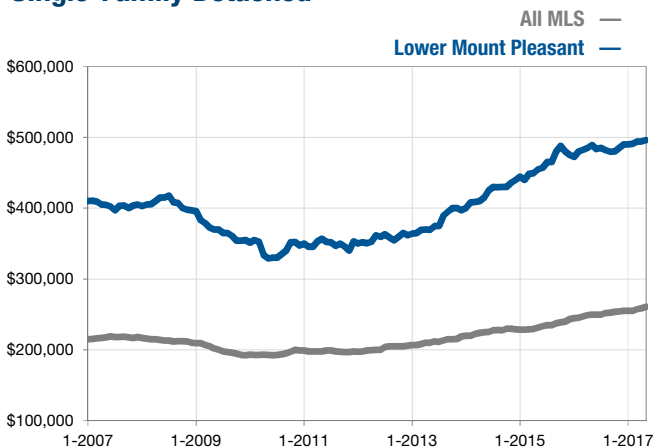
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	59	<b>44</b>	- 25.4%	236	<b>225</b>	- 4.7%
Closed Sales	41	<b>47</b>	+ 14.6%	149	<b>207</b>	+ 38.9%
Median Sales Price*	\$229,000	<b>\$246,000</b>	+ 7.4%	\$229,000	<b>\$245,000</b>	+ 7.0%
Average Sales Price*	\$305,171	<b>\$348,992</b>	+ 14.4%	\$325,115	<b>\$346,243</b>	+ 6.5%
Percent of Original List Price Received*	96.9%	<b>96.1%</b>	- 0.8%	96.4%	<b>96.8%</b>	+ 0.4%
Days on Market Until Sale	31	<b>56</b>	+ 80.6%	54	<b>58</b>	+ 7.4%
Inventory of Homes for Sale	114	<b>72</b>	- 36.8%	--	--	--

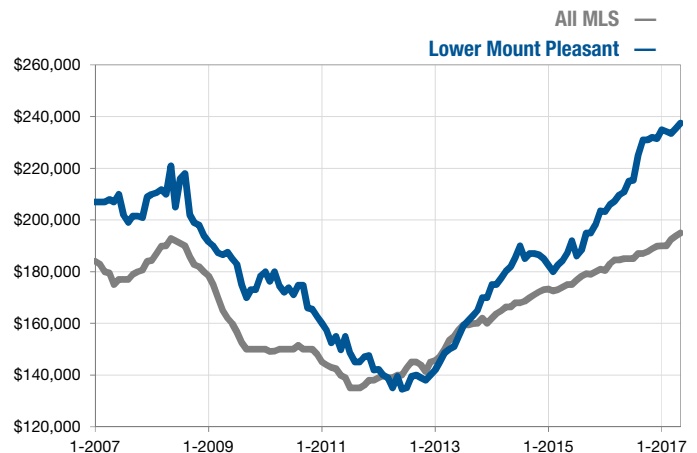
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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



## Rural Berkeley County

Area 75

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	17	21	+ 23.5%	68	73	+ 7.4%
Closed Sales	11	10	- 9.1%	36	28	- 22.2%
Median Sales Price*	\$130,000	<b>\$123,250</b>	- 5.2%	\$151,500	<b>\$146,000</b>	- 3.6%
Average Sales Price*	\$168,164	<b>\$175,133</b>	+ 4.1%	\$174,596	<b>\$159,855</b>	- 8.4%
Percent of Original List Price Received*	94.3%	<b>91.1%</b>	- 3.4%	89.2%	<b>92.9%</b>	+ 4.1%
Days on Market Until Sale	101	<b>105</b>	+ 4.0%	105	<b>75</b>	- 28.6%
Inventory of Homes for Sale	57	<b>52</b>	- 8.8%	--	--	--

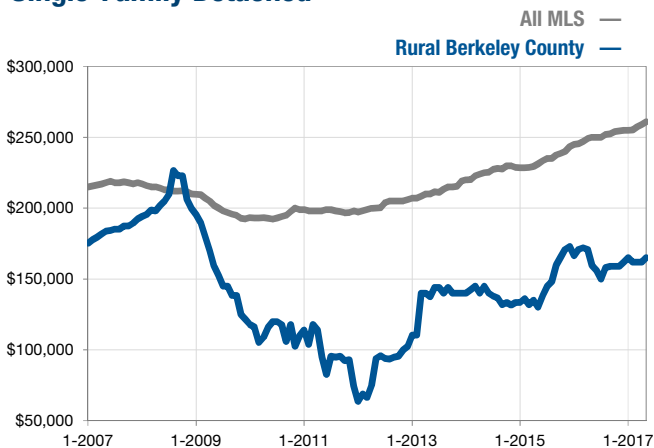
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Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Closed Sales	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$34,400	<b>\$0</b>	- 100.0%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

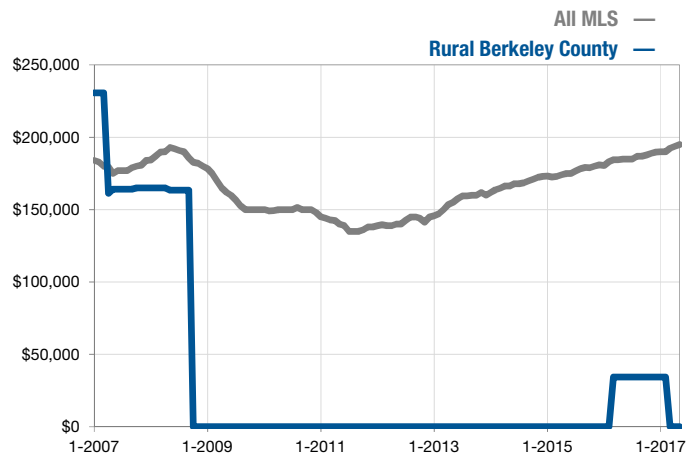
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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



## Seabrook Island

Area 30

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	19	24	+ 26.3%	77	92	+ 19.5%
Closed Sales	8	14	+ 75.0%	32	46	+ 43.8%
Median Sales Price*	\$715,000	<b>\$482,500</b>	- 32.5%	\$672,000	<b>\$590,000</b>	- 12.2%
Average Sales Price*	\$701,938	<b>\$736,643</b>	+ 4.9%	\$772,563	<b>\$786,947</b>	+ 1.9%
Percent of Original List Price Received*	88.3%	<b>90.5%</b>	+ 2.5%	87.0%	<b>91.3%</b>	+ 4.9%
Days on Market Until Sale	214	174	- 18.7%	246	164	- 33.3%
Inventory of Homes for Sale	101	91	- 9.9%	--	--	--

\* 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	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	14	18	+ 28.6%	61	87	+ 42.6%
Closed Sales	4	9	+ 125.0%	23	32	+ 39.1%
Median Sales Price*	\$140,500	<b>\$227,500</b>	+ 61.9%	\$225,000	<b>\$245,500</b>	+ 9.1%
Average Sales Price*	\$153,250	<b>\$347,833</b>	+ 127.0%	\$242,283	<b>\$316,496</b>	+ 30.6%
Percent of Original List Price Received*	89.9%	<b>88.7%</b>	- 1.3%	89.2%	<b>91.1%</b>	+ 2.1%
Days on Market Until Sale	60	134	+ 123.3%	155	138	- 11.0%
Inventory of Homes for Sale	83	95	+ 14.5%	--	--	--

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

#### Single-Family Detached



#### Townhouse-Condo Attached





# Local Market Update – May 2017

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



## St. George / Rural Dorchester County

Area 64

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	7	9	+ 28.6%	29	34	+ 17.2%
Closed Sales	6	5	- 16.7%	23	23	0.0%
Median Sales Price*	\$133,750	<b>\$290,000</b>	+ 116.8%	\$139,000	<b>\$149,999</b>	+ 7.9%
Average Sales Price*	\$132,733	<b>\$286,000</b>	+ 115.5%	\$167,955	<b>\$190,649</b>	+ 13.5%
Percent of Original List Price Received*	86.8%	<b>82.3%</b>	- 5.2%	88.8%	<b>86.3%</b>	- 2.8%
Days on Market Until Sale	98	<b>251</b>	+ 156.1%	98	<b>175</b>	+ 78.6%
Inventory of Homes for Sale	42	<b>32</b>	- 23.8%	--	--	--

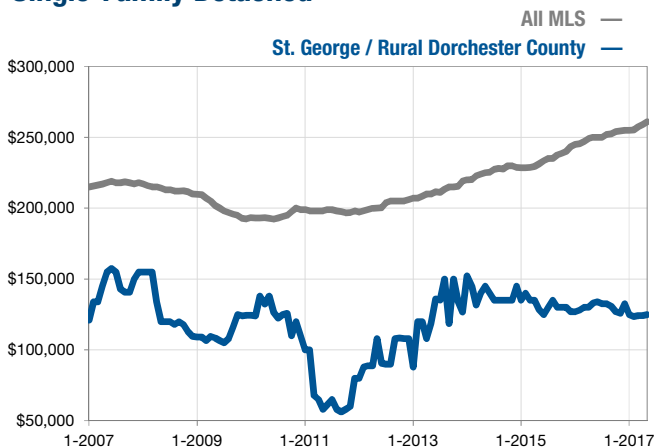
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	May			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	<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	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--

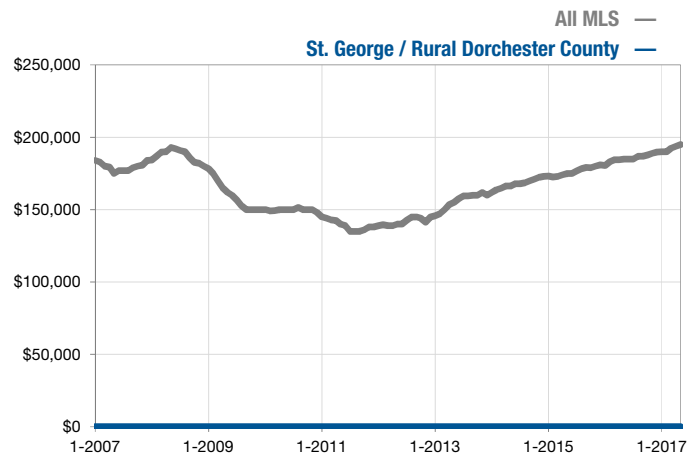
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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



## Sullivan's Island

Area 43

### Single-Family Detached

Key Metrics	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	11	6	- 45.5%	43	44	+ 2.3%
Closed Sales	6	8	+ 33.3%	18	24	+ 33.3%
Median Sales Price*	\$1,224,500	<b>\$2,362,500</b>	+ 92.9%	\$1,500,000	<b>\$1,675,000</b>	+ 11.7%
Average Sales Price*	\$1,387,333	<b>\$2,700,500</b>	+ 94.7%	\$1,463,139	<b>\$2,049,042</b>	+ 40.0%
Percent of Original List Price Received*	89.1%	<b>93.7%</b>	+ 5.2%	89.2%	<b>91.1%</b>	+ 2.1%
Days on Market Until Sale	111	36	- 67.6%	114	111	- 2.6%
Inventory of Homes for Sale	40	32	- 20.0%	--	--	--

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

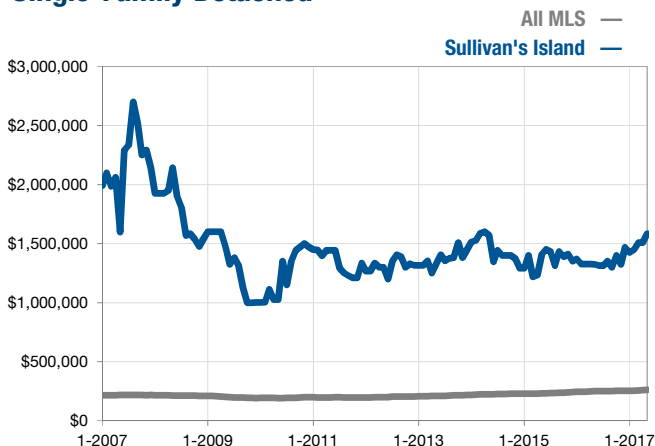
### Townhouse-Condo Attached

Key Metrics	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	0	0	--	2	2	0.0%
Closed Sales	0	2	--	3	2	- 33.3%
Median Sales Price*	\$0	<b>\$378,250</b>	--	\$525,000	<b>\$378,250</b>	- 28.0%
Average Sales Price*	\$0	<b>\$378,250</b>	--	\$478,333	<b>\$378,250</b>	- 20.9%
Percent of Original List Price Received*	0.0%	<b>87.5%</b>	--	96.2%	<b>87.5%</b>	- 9.0%
Days on Market Until Sale	0	325	--	105	325	+ 209.5%
Inventory of Homes for Sale	2	2	0.0%	--	--	--

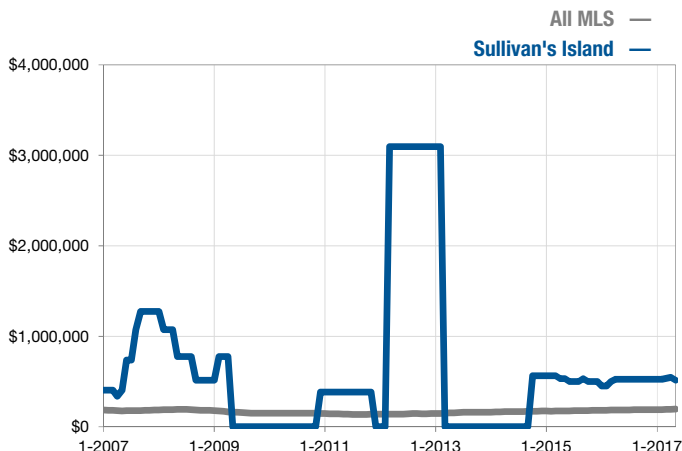
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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## Upper Charleston Peninsula

Area 52

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	20	24	+ 20.0%	105	90	- 14.3%
Closed Sales	10	20	+ 100.0%	48	66	+ 37.5%
Median Sales Price*	\$286,000	<b>\$504,680</b>	+ 76.5%	\$349,000	<b>\$463,750</b>	+ 32.9%
Average Sales Price*	\$332,488	<b>\$518,263</b>	+ 55.9%	\$367,968	<b>\$487,903</b>	+ 32.6%
Percent of Original List Price Received*	93.4%	<b>96.2%</b>	+ 3.0%	93.9%	<b>93.4%</b>	- 0.5%
Days on Market Until Sale	57	56	- 1.8%	39	72	+ 84.6%
Inventory of Homes for Sale	44	35	- 20.5%	--	--	--

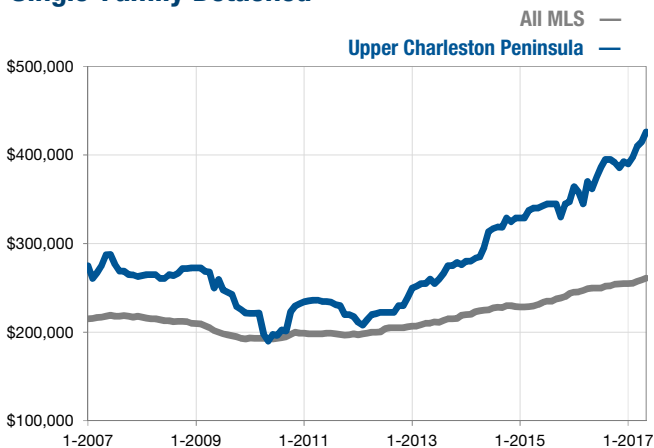
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Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	6	3	- 50.0%	25	26	+ 4.0%
Closed Sales	4	2	- 50.0%	12	12	0.0%
Median Sales Price*	\$302,500	<b>\$296,200</b>	- 2.1%	\$300,000	<b>\$310,250</b>	+ 3.4%
Average Sales Price*	\$358,750	<b>\$296,200</b>	- 17.4%	\$311,325	<b>\$326,367</b>	+ 4.8%
Percent of Original List Price Received*	92.2%	<b>95.0%</b>	+ 3.0%	96.2%	<b>95.2%</b>	- 1.0%
Days on Market Until Sale	39	141	+ 261.5%	59	67	+ 13.6%
Inventory of Homes for Sale	11	10	- 9.1%	--	--	--

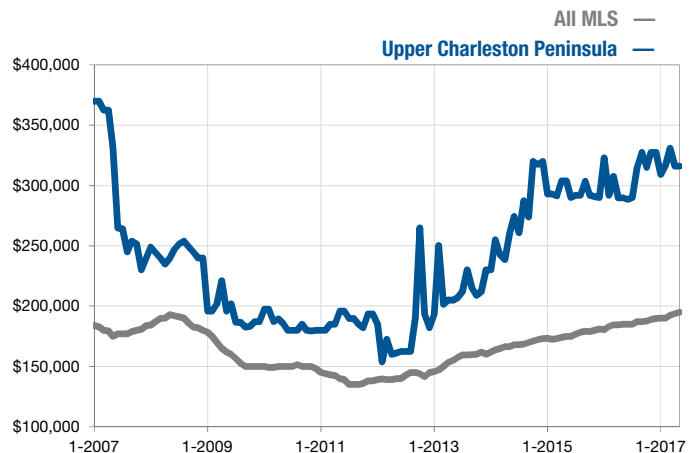
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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## Upper Mount Pleasant

Area 41

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	178	143	- 19.7%	773	737	- 4.7%
Closed Sales	113	109	- 3.5%	428	440	+ 2.8%
Median Sales Price*	\$467,000	\$500,000	+ 7.1%	\$455,625	\$471,648	+ 3.5%
Average Sales Price*	\$511,502	\$547,780	+ 7.1%	\$494,643	\$513,256	+ 3.8%
Percent of Original List Price Received*	98.0%	98.0%	0.0%	97.6%	97.0%	- 0.6%
Days on Market Until Sale	64	72	+ 12.5%	70	82	+ 17.1%
Inventory of Homes for Sale	484	397	- 18.0%	--	--	--

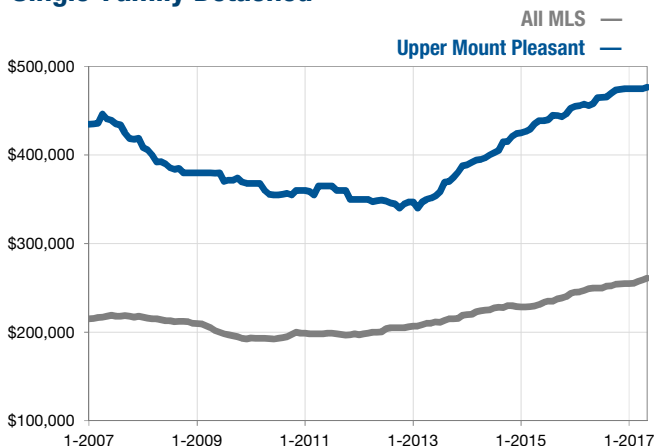
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Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	34	50	+ 47.1%	223	210	- 5.8%
Closed Sales	35	28	- 20.0%	160	127	- 20.6%
Median Sales Price*	\$224,000	\$291,500	+ 30.1%	\$224,750	\$292,000	+ 29.9%
Average Sales Price*	\$251,716	\$303,734	+ 20.7%	\$259,784	\$291,031	+ 12.0%
Percent of Original List Price Received*	97.7%	97.2%	- 0.5%	97.7%	97.1%	- 0.6%
Days on Market Until Sale	18	48	+ 166.7%	44	53	+ 20.5%
Inventory of Homes for Sale	87	93	+ 6.9%	--	--	--

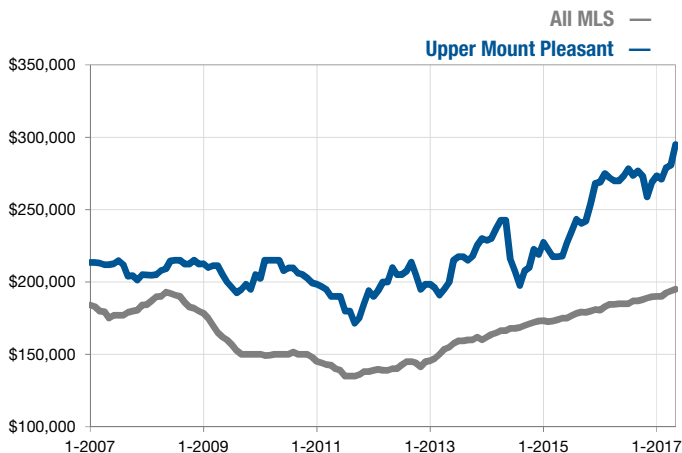
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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## Wando / Cainhoy Area

Area 78

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	17	19	+ 11.8%	125	135	+ 8.0%
Closed Sales	14	21	+ 50.0%	71	70	- 1.4%
Median Sales Price*	\$325,500	<b>\$305,000</b>	- 6.3%	\$350,000	<b>\$305,000</b>	- 12.9%
Average Sales Price*	\$321,714	<b>\$389,679</b>	+ 21.1%	\$442,432	<b>\$385,254</b>	- 12.9%
Percent of Original List Price Received*	97.4%	<b>97.4%</b>	0.0%	95.8%	<b>96.6%</b>	+ 0.8%
Days on Market Until Sale	45	44	- 2.2%	60	46	- 23.3%
Inventory of Homes for Sale	67	85	+ 26.9%	--	--	--

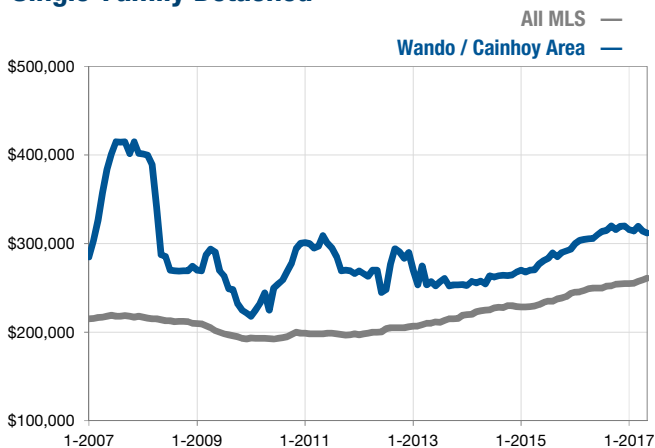
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Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	6	11	+ 83.3%	34	41	+ 20.6%
Closed Sales	7	5	- 28.6%	24	23	- 4.2%
Median Sales Price*	\$148,000	<b>\$170,000</b>	+ 14.9%	\$161,850	<b>\$177,500</b>	+ 9.7%
Average Sales Price*	\$151,950	<b>\$183,398</b>	+ 20.7%	\$170,689	<b>\$186,595</b>	+ 9.3%
Percent of Original List Price Received*	99.5%	<b>96.4%</b>	- 3.1%	98.3%	<b>97.0%</b>	- 1.3%
Days on Market Until Sale	32	59	+ 84.4%	26	42	+ 61.5%
Inventory of Homes for Sale	14	15	+ 7.1%	--	--	--

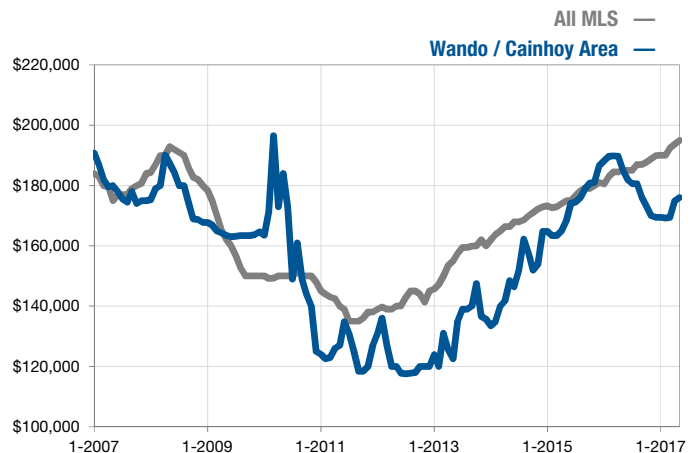
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### Historical Median Sales Price Rolling 12-Month Calculation

#### Single-Family Detached



#### Townhouse-Condo Attached



# Local Market Update – May 2017

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## West Ashley Area

Areas 11 & 12

Single-Family Detached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	193	211	+ 9.3%	831	777	- 6.5%
Closed Sales	161	150	- 6.8%	571	548	- 4.0%
Median Sales Price*	\$285,000	<b>\$300,483</b>	+ 5.4%	\$272,500	<b>\$289,950</b>	+ 6.4%
Average Sales Price*	\$297,189	<b>\$325,801</b>	+ 9.6%	\$286,219	<b>\$314,280</b>	+ 9.8%
Percent of Original List Price Received*	98.2%	<b>96.9%</b>	- 1.3%	96.5%	<b>96.4%</b>	- 0.1%
Days on Market Until Sale	27	32	+ 18.5%	40	37	- 7.5%
Inventory of Homes for Sale	339	259	- 23.6%	--	--	--

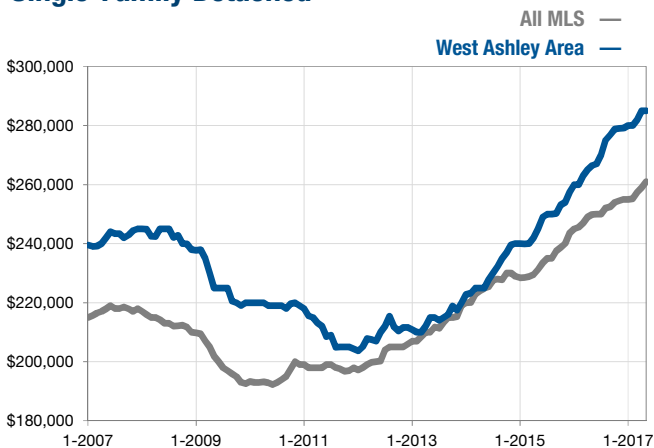
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Townhouse-Condo Attached	May			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
<b>Key Metrics</b>						
New Listings	50	55	+ 10.0%	241	249	+ 3.3%
Closed Sales	35	61	+ 74.3%	133	197	+ 48.1%
Median Sales Price*	\$180,000	<b>\$192,000</b>	+ 6.7%	\$165,000	<b>\$177,000</b>	+ 7.3%
Average Sales Price*	\$185,443	<b>\$188,833</b>	+ 1.8%	\$176,236	<b>\$179,445</b>	+ 1.8%
Percent of Original List Price Received*	95.6%	<b>97.8%</b>	+ 2.3%	96.6%	<b>97.4%</b>	+ 0.8%
Days on Market Until Sale	63	45	- 28.6%	55	41	- 25.5%
Inventory of Homes for Sale	95	48	- 49.5%	--	--	--

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

#### Single-Family Detached



#### Townhouse-Condo Attached

