

Monthly Indicators



July 2017

How long can the residential real estate market go on like this? We are about two years into a national trend of dropping housing supply and increasing median sales prices. There are some regional variations to the story, but the shift to a predominantly seller's market is mostly complete. Multiple-offer situations over asking price are commonplace in many communities, and good homes are routinely off the market after a single day. It is evident that a favorable economy keeps hungry buyers in the chase.

New Listings were up 2.9 percent to 2,039. Pending Sales increased 14.2 percent to 1,750. Inventory shrank 16.1 percent to 5,304 units.

Prices moved higher as Median Sales Price was up 7.8 percent to \$258,705. Days on Market decreased 3.8 percent to 51 days. Months Supply of Inventory was down 22.7 percent to 3.4 months, indicating that demand increased relative to supply.

Although the unemployment rate remains unchanged at its favorable national 4.4 percent rate, wage growth has not been rising at the steady clip that would be expected in an improving economy. Sales activity manages to keep churning along despite looming shortages in new construction. Lower price ranges are starting to feel the effects of the supply and demand gap, as first-time buyers scramble to get offers in at an increasing pace.

Quick Facts

+ 1.1%

One-Year Change in
Closed Sales

+ 7.8%

One-Year Change in
Median Sales Price

- 22.7%

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.



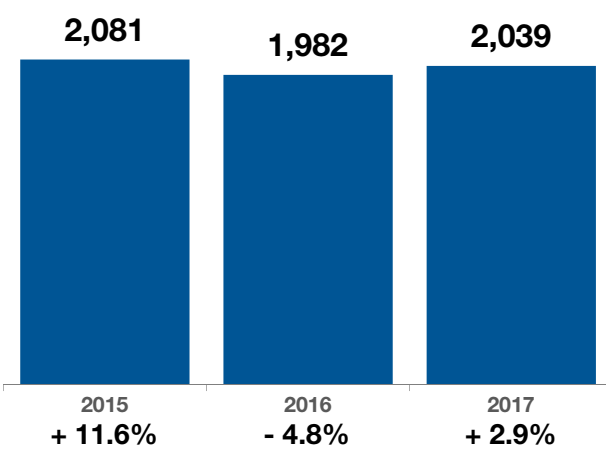
Key Metrics	Historical Sparkbars	07-2016	07-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		1,982	2,039	+ 2.9%	14,766	15,460	+ 4.7%
Pending Sales		1,532	1,750	+ 14.2%	11,226	12,089	+ 7.7%
Closed Sales		1,664	1,683	+ 1.1%	10,369	10,996	+ 6.0%
Days on Market		53	51	- 3.8%	61	57	- 6.6%
Median Sales Price		\$240,000	\$258,705	+ 7.8%	\$239,000	\$250,000	+ 4.6%
Average Sales Price		\$312,496	\$348,746	+ 11.6%	\$318,967	\$342,808	+ 7.5%
Pct. of Orig. Price Received		96.8%	96.7%	- 0.1%	96.4%	96.5%	+ 0.1%
Housing Affordability Index		126	109	- 13.5%	127	113	- 11.0%
Inventory of Homes for Sale		6,323	5,304	- 16.1%	--	--	--
Months Supply of Inventory		4.4	3.4	- 22.7%	--	--	--

New Listings

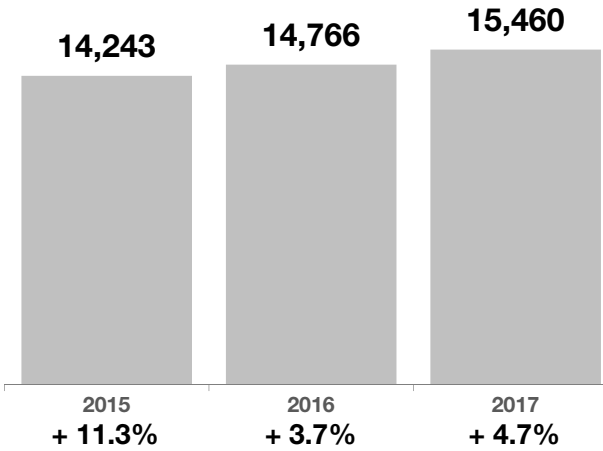
A count of the properties that have been newly listed on the market in a given month.



July

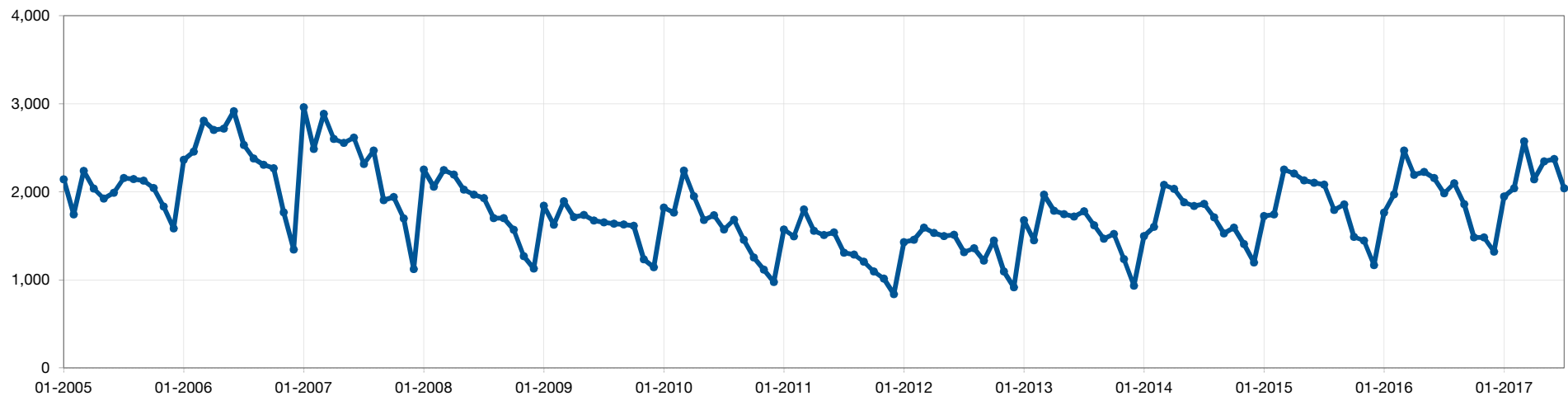


Year to Date



	New Listings	Prior Year	Percent Change
August 2016	2,096	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	1,320	1,166	+13.2%
January 2017	1,947	1,765	+10.3%
February 2017	2,040	1,972	+3.4%
March 2017	2,573	2,469	+4.2%
April 2017	2,143	2,194	-2.3%
May 2017	2,346	2,227	+5.3%
June 2017	2,372	2,157	+10.0%
July 2017	2,039	1,982	+2.9%
12-Month Avg	1,975	1,877	+5.3%

Historical New Listings by Month

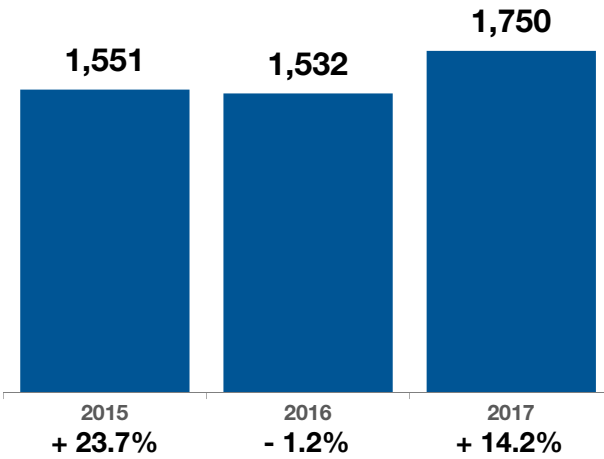


Pending Sales

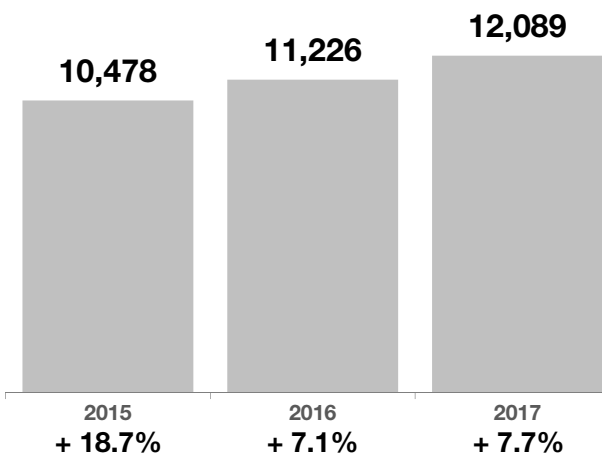
A count of the properties on which offers have been accepted in a given month.



July



Year to Date



	Pending Sales	Prior Year	Percent Change
August 2016	1,556	1,442	+7.9%
September 2016	1,401	1,289	+8.7%
October 2016	1,171	1,222	-4.2%
November 2016	1,229	1,149	+7.0%
December 2016	1,194	1,056	+13.1%
January 2017	1,545	1,245	+24.1%
February 2017	1,551	1,513	+2.5%
March 2017	1,844	1,825	+1.0%
April 2017	1,718	1,741	-1.3%
May 2017	1,865	1,728	+7.9%
June 2017	1,816	1,642	+10.6%
July 2017	1,750	1,532	+14.2%
12-Month Avg	1,553	1,449	+7.2%

Historical Pending Sales by Month

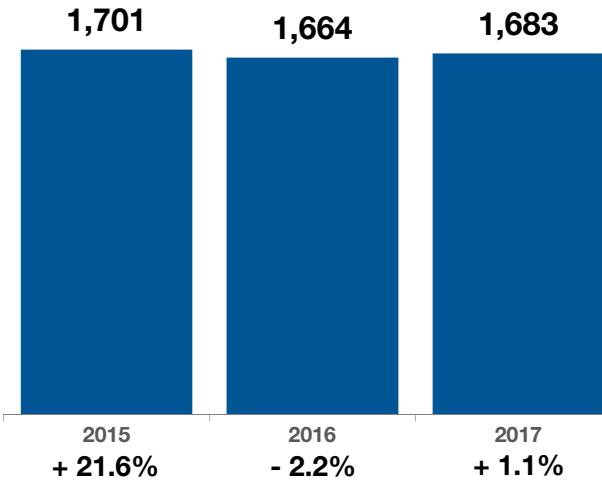


Closed Sales

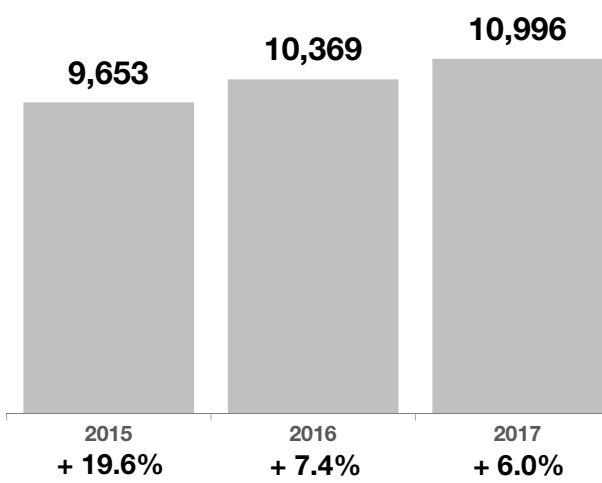
A count of the actual sales that closed in a given month.



July



Year to Date



	Closed Sales	Prior Year	Percent Change
August 2016	1,751	1,398	+25.3%
September 2016	1,627	1,459	+11.5%
October 2016	1,286	1,270	+1.3%
November 2016	1,267	1,040	+21.8%
December 2016	1,525	1,400	+8.9%
January 2017	1,032	972	+6.2%
February 2017	1,276	1,105	+15.5%
March 2017	1,668	1,488	+12.1%
April 2017	1,527	1,483	+3.0%
May 2017	1,812	1,716	+5.6%
June 2017	1,998	1,941	+2.9%
July 2017	1,683	1,664	+1.1%
12-Month Avg	1,538	1,411	+9.0%

Historical Closed Sales by Month

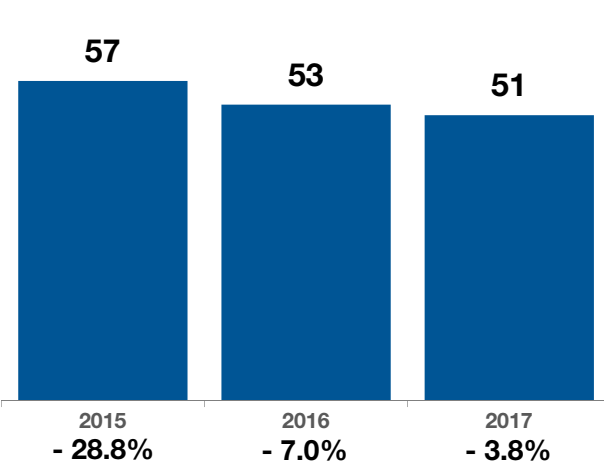


Days on Market Until Sale

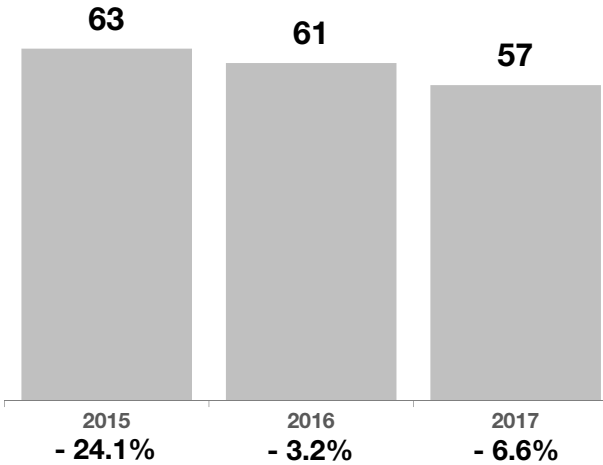
Average number of days between when a property is listed and when an offer is accepted in a given month.



July



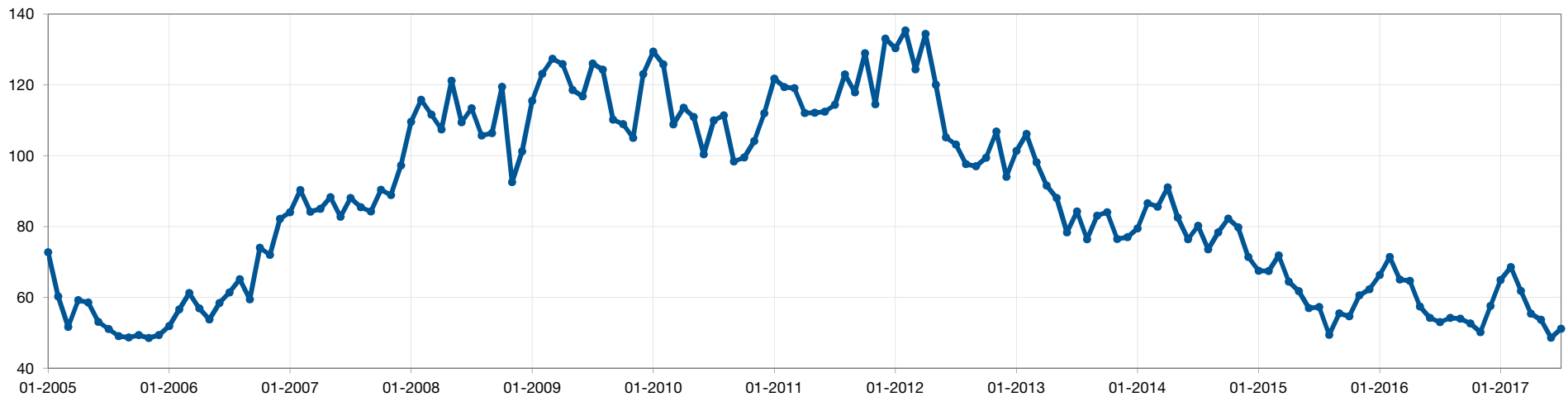
Year to Date



Days on Market	Prior Year	Percent Change
August 2016	49	+10.2%
September 2016	55	-1.8%
October 2016	55	-3.6%
November 2016	61	-18.0%
December 2016	62	-6.5%
January 2017	66	-1.5%
February 2017	71	-2.8%
March 2017	65	-4.6%
April 2017	65	-15.4%
May 2017	57	-5.3%
June 2017	54	-9.3%
July 2017	53	-3.8%
12-Month Avg*	56	-5.1%

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

Historical Days on Market Until Sale by Month

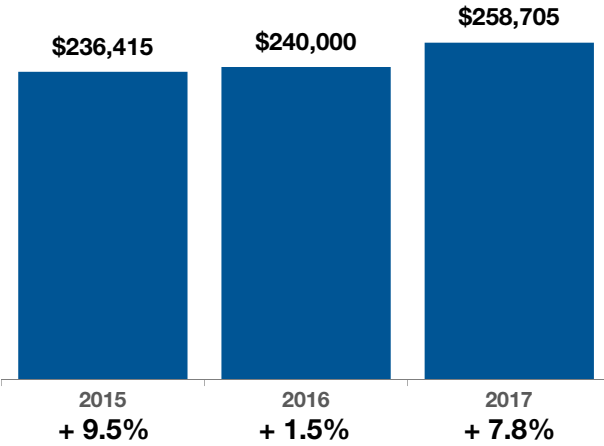


Median Sales Price

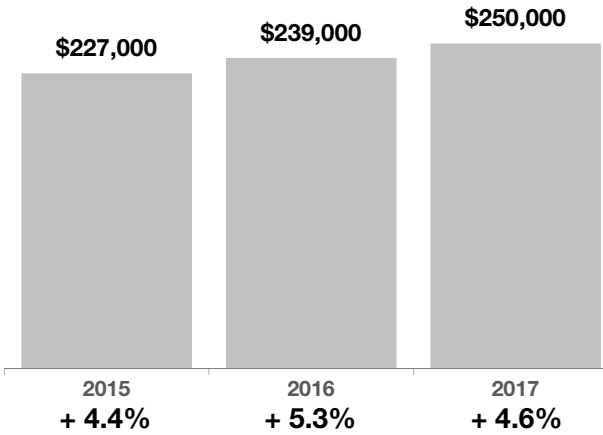
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



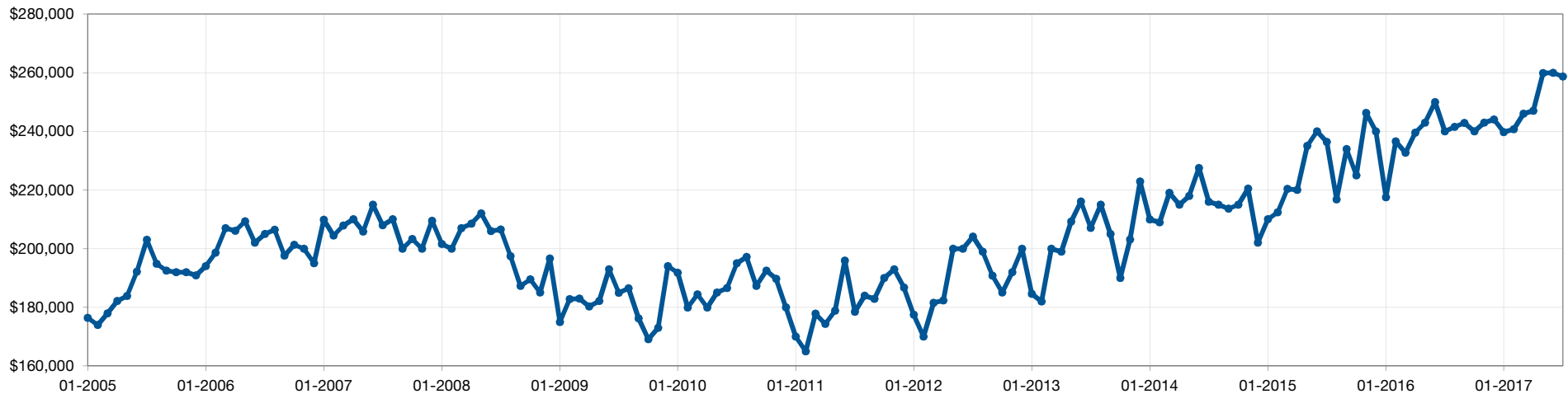
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$242,920	\$246,270	-1.4%
December 2016	\$244,000	\$240,000	+1.7%
January 2017	\$239,700	\$217,500	+10.2%
February 2017	\$240,750	\$236,539	+1.8%
March 2017	\$246,000	\$232,665	+5.7%
April 2017	\$247,000	\$239,500	+3.1%
May 2017	\$259,900	\$243,000	+7.0%
June 2017	\$260,000	\$250,000	+4.0%
July 2017	\$258,705	\$240,000	+7.8%
12-Month Med*	\$247,900	\$236,000	+5.0%

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

Historical Median Sales Price by Month

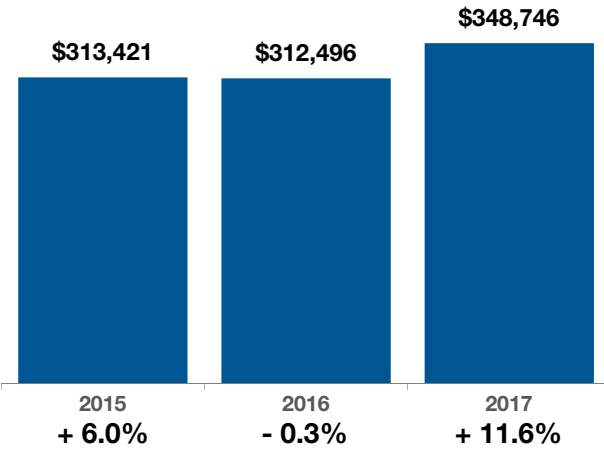


Average Sales Price

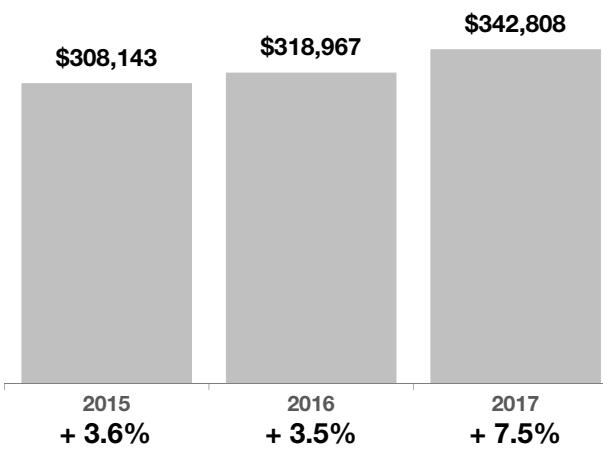
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



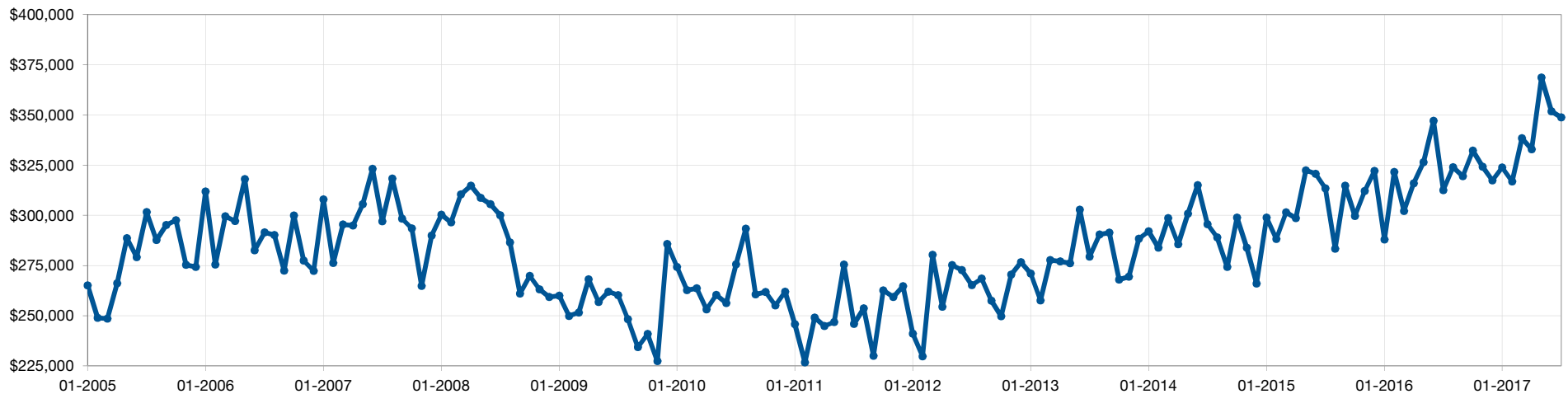
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
August 2016	\$324,016	\$283,346	+14.4%
September 2016	\$319,543	\$314,837	+1.5%
October 2016	\$332,299	\$299,631	+10.9%
November 2016	\$324,275	\$312,093	+3.9%
December 2016	\$317,370	\$322,123	-1.5%
January 2017	\$323,868	\$287,971	+12.5%
February 2017	\$316,835	\$321,666	-1.5%
March 2017	\$338,461	\$302,135	+12.0%
April 2017	\$332,964	\$315,931	+5.4%
May 2017	\$368,644	\$326,458	+12.9%
June 2017	\$351,843	\$347,098	+1.4%
July 2017	\$348,746	\$312,496	+11.6%
12-Month Avg*	\$333,239	\$312,149	+6.8%

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

Historical Average Sales Price by Month



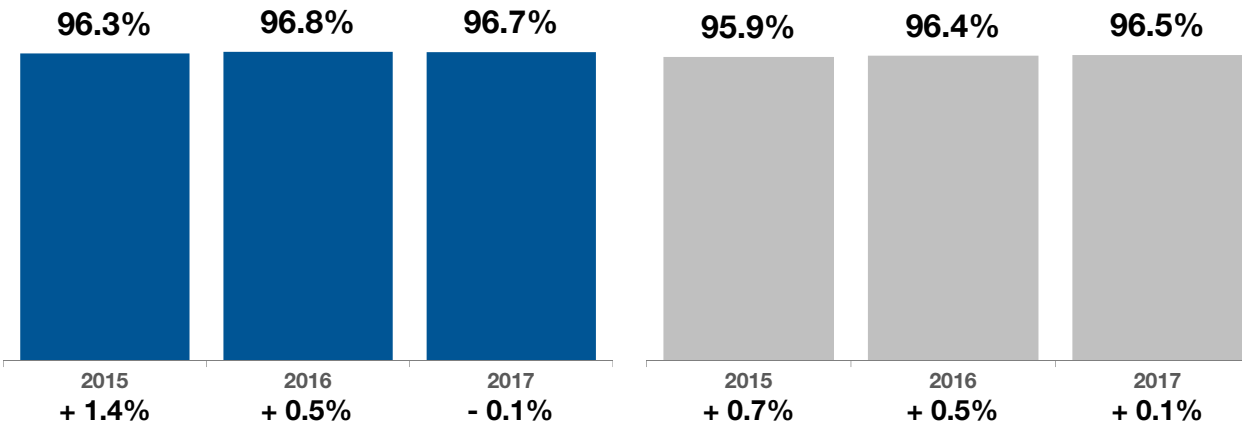
Percent of Original List Price Received

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.



July

Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
May 2017	96.9%	96.7%	+0.2%
June 2017	96.9%	97.0%	-0.1%
July 2017	96.7%	96.8%	-0.1%
12-Month Avg*	96.5%	96.2%	+0.3%

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

Historical Percent of Original List Price Received by Month

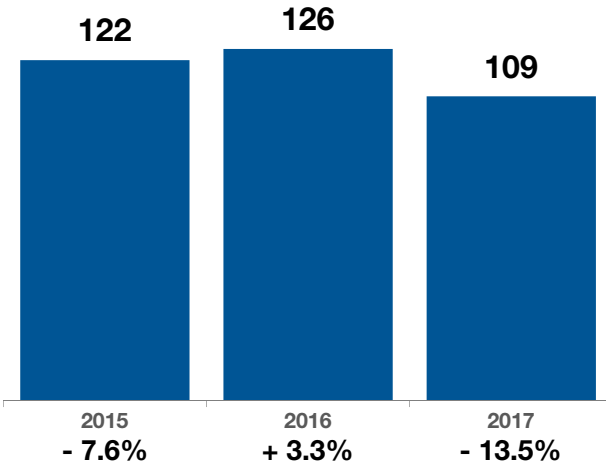


Housing Affordability Index

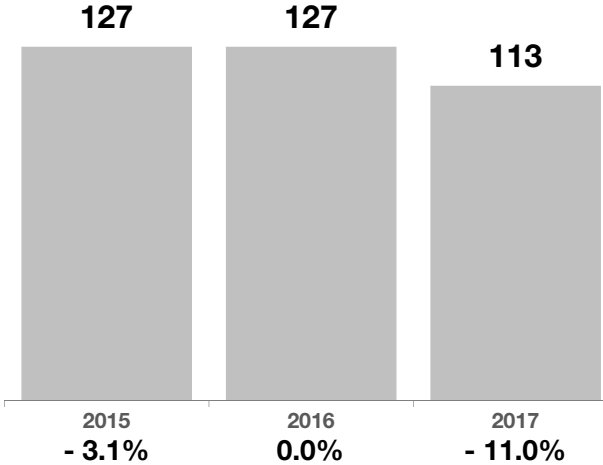
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



July

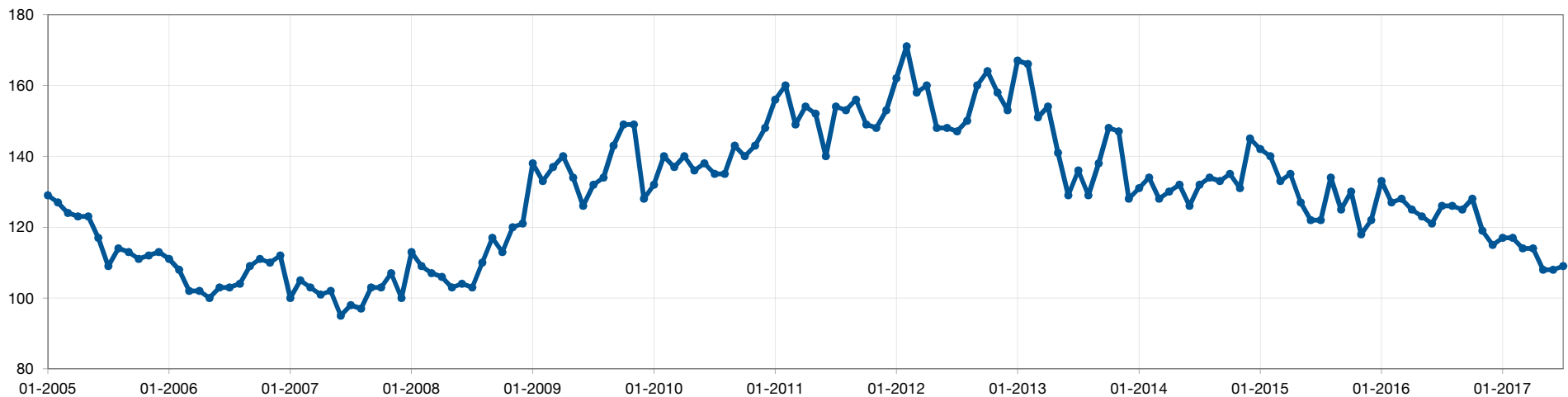


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
May 2017	108	123	-12.2%
June 2017	108	121	-10.7%
July 2017	109	126	-13.5%
12-Month Avg	117	126	-7.4%

Historical Housing Affordability Index by Month

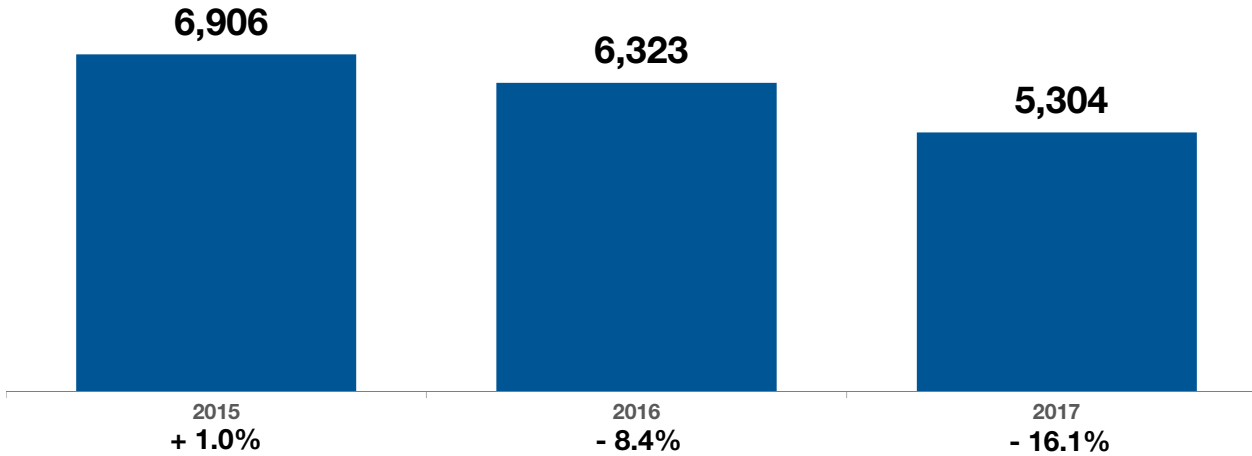


Inventory of Homes for Sale

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



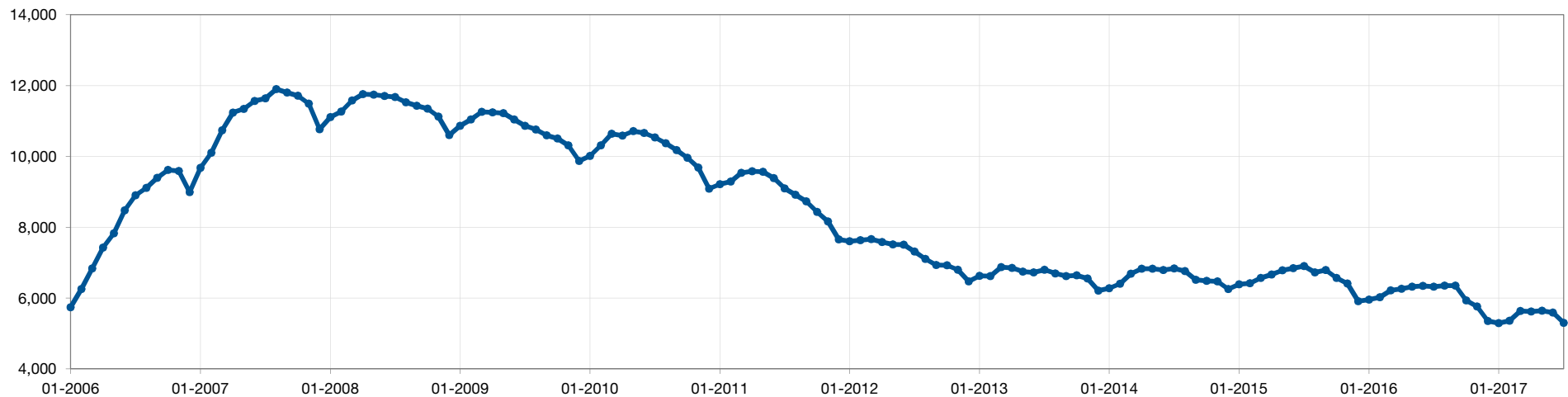
July



	Homes for Sale	Prior Year	Percent Change
August 2016	6,355	6,726	-5.5%
September 2016	6,349	6,795	-6.6%
October 2016	5,935	6,569	-9.7%
November 2016	5,764	6,411	-10.1%
December 2016	5,355	5,909	-9.4%
January 2017	5,292	5,958	-11.2%
February 2017	5,362	6,023	-11.0%
March 2017	5,633	6,215	-9.4%
April 2017	5,619	6,266	-10.3%
May 2017	5,641	6,320	-10.7%
June 2017	5,592	6,342	-11.8%
July 2017	5,304	6,323	-16.1%
12-Month Avg*	5,683	6,333	-10.3%

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

Historical Inventory of Homes for Sale by Month

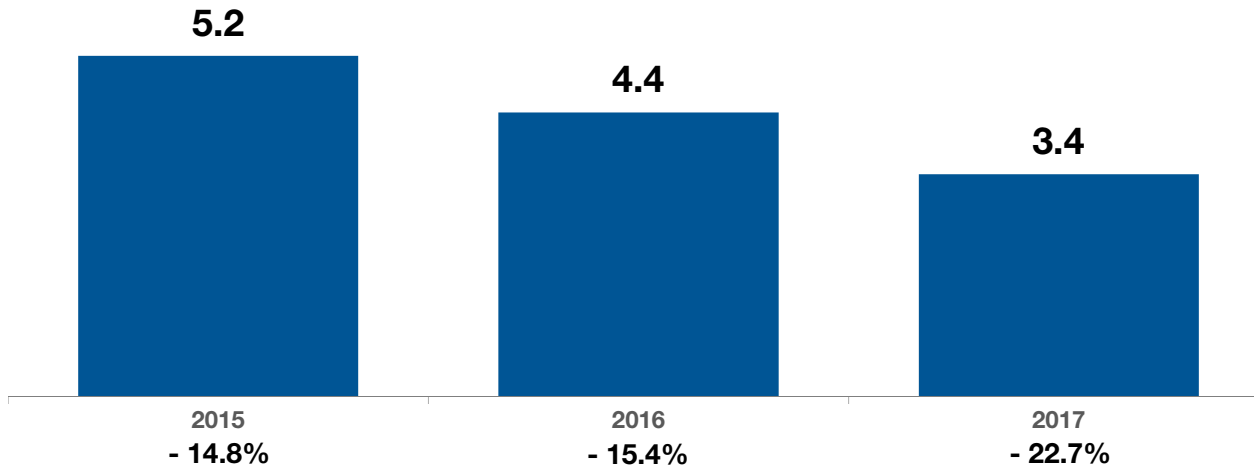


Months Supply of Inventory

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.



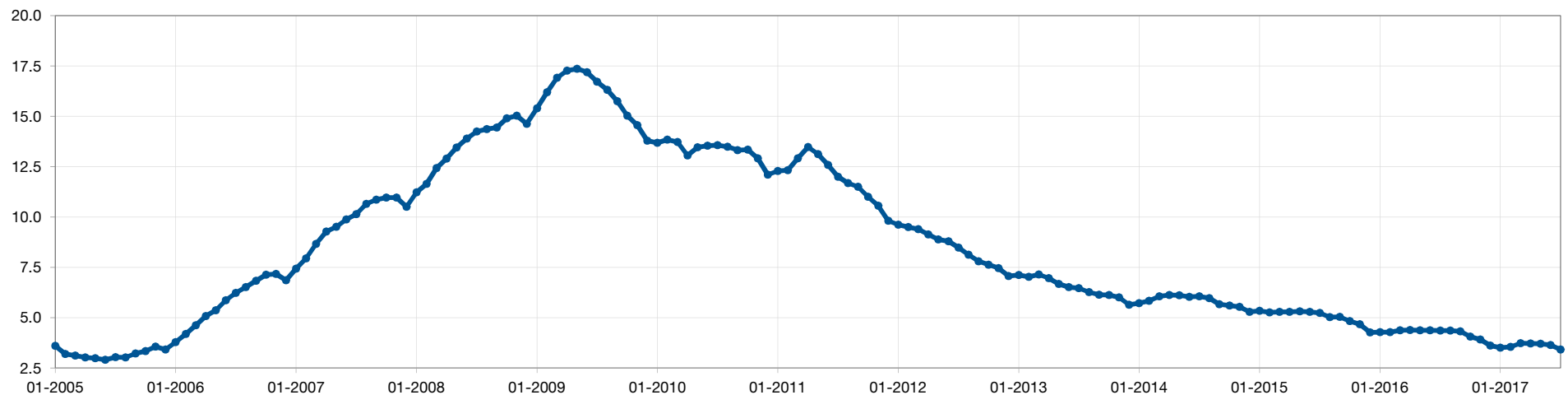
July



Months Supply		Prior Year	Percent Change
August 2016	4.4	5.0	-12.0%
September 2016	4.3	5.0	-14.0%
October 2016	4.1	4.8	-14.6%
November 2016	3.9	4.7	-17.0%
December 2016	3.6	4.3	-16.3%
January 2017	3.5	4.3	-18.6%
February 2017	3.6	4.3	-16.3%
March 2017	3.7	4.4	-15.9%
April 2017	3.7	4.4	-15.9%
May 2017	3.7	4.4	-15.9%
June 2017	3.6	4.4	-18.2%
July 2017	3.4	4.4	-22.7%
12-Month Avg*	3.8	4.5	-15.6%

* Months Supply for all properties from August 2016 through July 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®



July 2017

Local news outlets across the nation have been delving into the cause for lower sales totals in their markets during a period of economic growth, and it generally boils down to a lack of housing supply, especially in certain price ranges, to meet buyer demand. For the 12-month period spanning August 2016 through July 2017, Pending Sales in the state of South Carolina were up 7.2 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 14.4 percent.

The overall Median Sales Price were up 5.0 percent to \$247,900. The property type with the largest price gain was the Condos segment, where prices increased 6.8 percent to \$197,500. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 38 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 13.7 percent. That amounts to 3.5 months supply for Single-Family homes and 3.0 months supply for Condos.

Quick Facts

+ 14.4%

+ 14.5%

+ 19.1%

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

Bedroom Count With
Strongest Sales:
2 Bedrooms or Less

Property Type With
Strongest Sales:
Condos

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



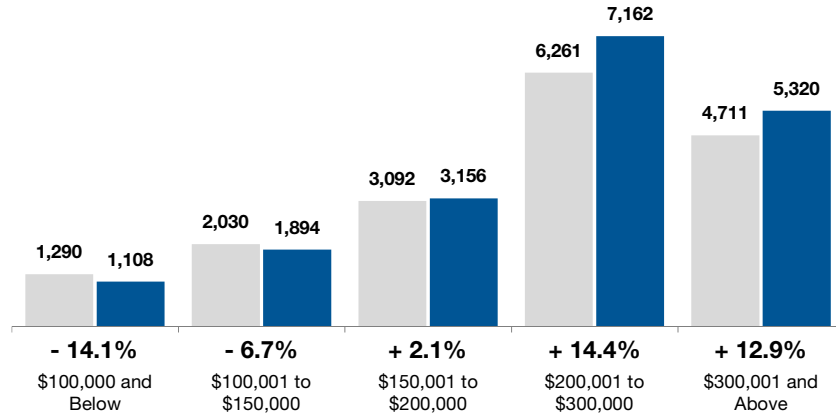
Pending Sales

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



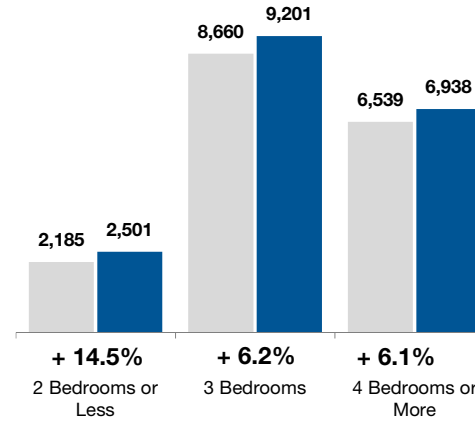
By Price Range

7-2016 7-2017



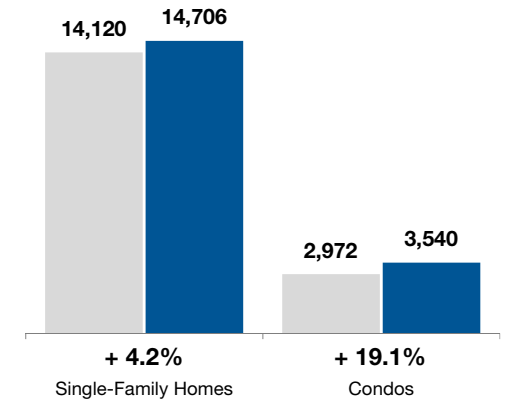
By Bedroom Count

7-2016 7-2017



By Property Type

7-2016 7-2017



All Properties

By Price Range

	7-2016	7-2017	Change
\$100,000 and Below	1,290	1,108	- 14.1%
\$100,001 to \$150,000	2,030	1,894	- 6.7%
\$150,001 to \$200,000	3,092	3,156	+ 2.1%
\$200,001 to \$300,000	6,261	7,162	+ 14.4%
\$300,001 and Above	4,711	5,320	+ 12.9%
All Price Ranges	17,384	18,640	+ 7.2%

Single-Family Homes

	7-2016	7-2017	Change
2 Bedrooms or Less	849	617	- 27.3%
3 Bedrooms	1,226	1,037	- 15.4%
4 Bedrooms or More	2,398	2,332	- 2.8%
Single-Family Homes	5,519	6,104	+ 10.6%
Condos	4,128	4,616	+ 11.8%
All Properties	14,120	14,706	+ 4.2%

Condos

	7-2016	7-2017	Change
Single-Family Homes	266	265	- 0.4%
Condos	727	755	+ 3.9%
Single-Family Homes	669	784	+ 17.2%
Condos	732	1,035	+ 41.4%
Single-Family Homes	578	701	+ 21.3%
All Properties	2,972	3,540	+ 19.1%

By Bedroom Count

	7-2016	7-2017	Change
2 Bedrooms or Less	2,185	2,501	+ 14.5%
3 Bedrooms	8,660	9,201	+ 6.2%
4 Bedrooms or More	6,539	6,938	+ 6.1%
All Bedroom Counts	17,384	18,640	+ 7.2%

	7-2016	7-2017	Change
2 Bedrooms or Less	570	690	+ 21.1%
3 Bedrooms	7,240	7,410	+ 2.3%
4 Bedrooms or More	6,310	6,606	+ 4.7%
All Properties	14,120	14,706	+ 4.2%

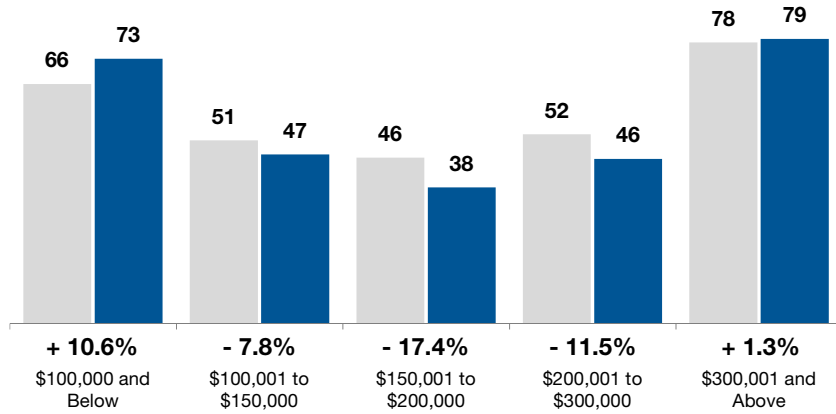
Days on Market Until Sale

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



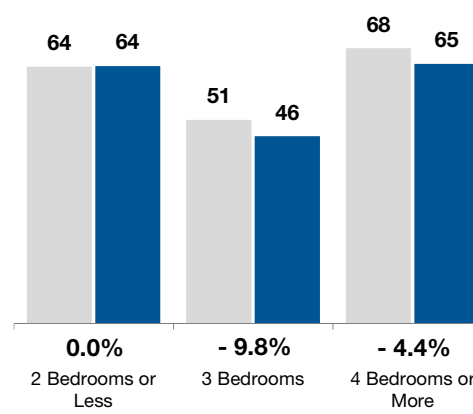
By Price Range

■ 7-2016 ■ 7-2017



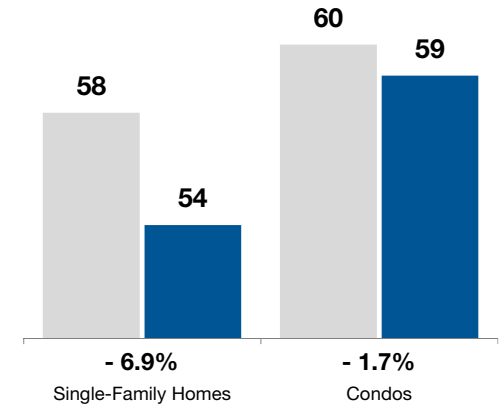
By Bedroom Count

■ 7-2016 ■ 7-2017



By Property Type

■ 7-2016 ■ 7-2017



All Properties

By Price Range

	7-2016	7-2017	Change
\$100,000 and Below	66	73	+ 10.6%
\$100,001 to \$150,000	51	47	- 7.8%
\$150,001 to \$200,000	46	38	- 17.4%
\$200,001 to \$300,000	52	46	- 11.5%
\$300,001 and Above	78	79	+ 1.3%
All Price Ranges	59	56	- 5.1%

Single-Family Homes

	7-2016	7-2017	Change
2 Bedrooms or Less	64	64	0.0%
3 Bedrooms	51	46	- 9.8%
4 Bedrooms or More	68	65	- 4.4%
All Single-Family Homes	58	54	- 6.9%

Condos

	7-2016	7-2017	Change
Single-Family Homes	58	54	- 6.9%
Condos	60	59	- 1.7%
All Properties	59	56	- 5.1%

By Bedroom Count

	7-2016	7-2017	Change
2 Bedrooms or Less	64	64	0.0%
3 Bedrooms	51	46	- 9.8%
4 Bedrooms or More	68	65	- 4.4%
All Bedroom Counts	59	56	- 5.1%

	7-2016	7-2017	Change
2 Bedrooms or Less	64	64	0.0%
3 Bedrooms	51	46	- 9.8%
4 Bedrooms or More	68	65	- 4.4%
All Bedroom Counts	59	56	- 5.1%

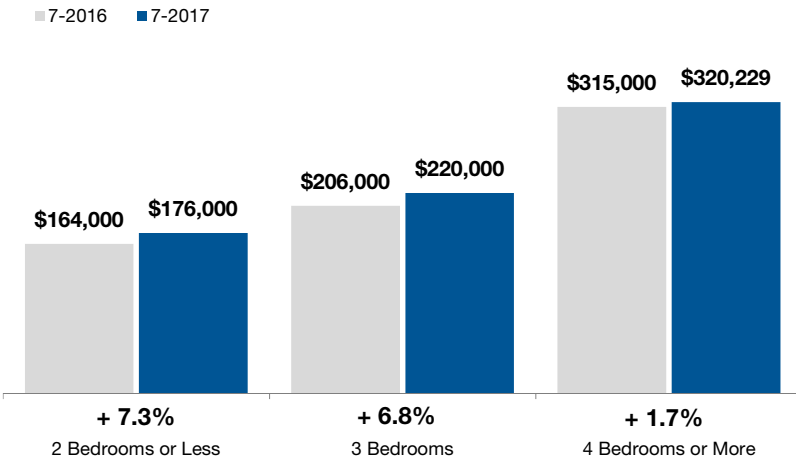
	7-2016	7-2017	Change
Single-Family Homes	58	54	- 6.9%
Condos	60	59	- 1.7%
All Properties	59	56	- 5.1%

Median Sales Price

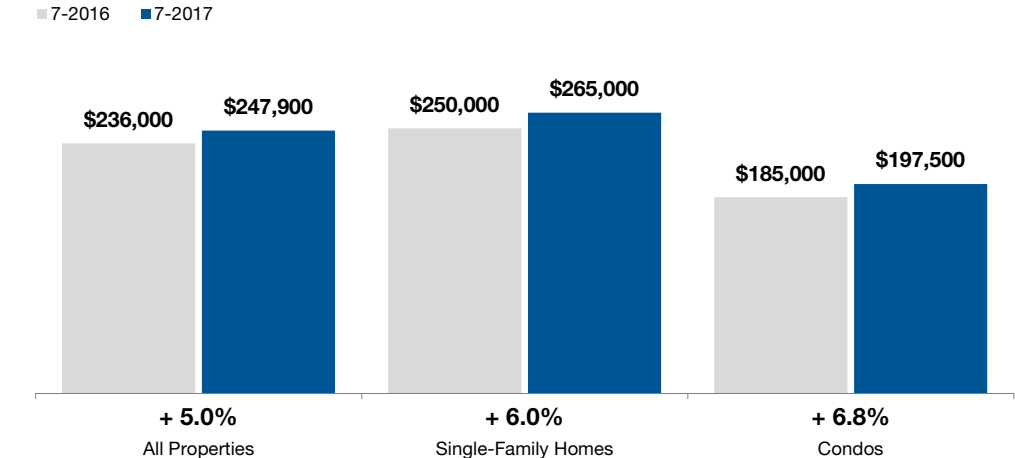
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

By Bedroom Count	7-2016	7-2017	Change
2 Bedrooms or Less	\$164,000	\$176,000	+ 7.3%
3 Bedrooms	\$206,000	\$220,000	+ 6.8%
4 Bedrooms or More	\$315,000	\$320,229	+ 1.7%
All Bedroom Counts	\$236,000	\$247,900	+ 5.0%

Single-Family Homes

7-2016	7-2017	Change	7-2016	7-2017	Change
\$195,000	\$225,000	+ 15.4%	\$160,000	\$171,500	+ 7.2%
\$209,000	\$225,000	+ 7.7%	\$208,000	\$215,406	+ 3.6%
\$316,500	\$324,978	+ 2.7%	\$323,000	\$319,000	- 1.2%
\$250,000	\$265,000	+ 6.0%	\$185,000	\$197,500	+ 6.8%

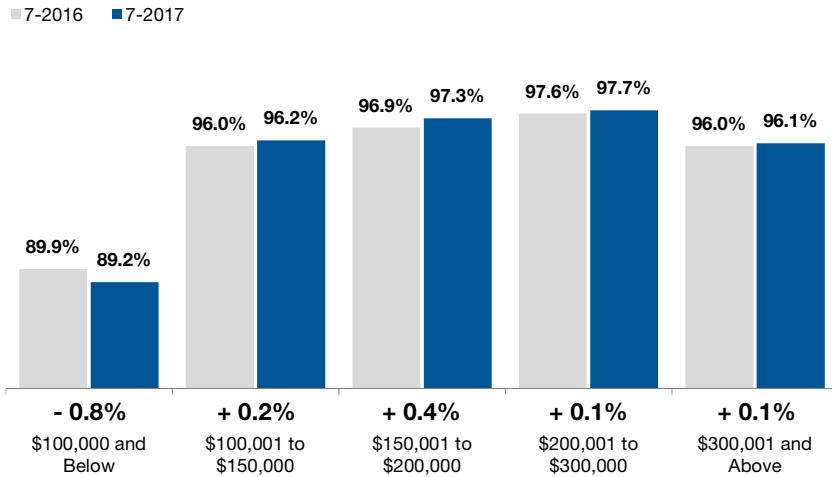
Condos

Percent of Original List Price Received

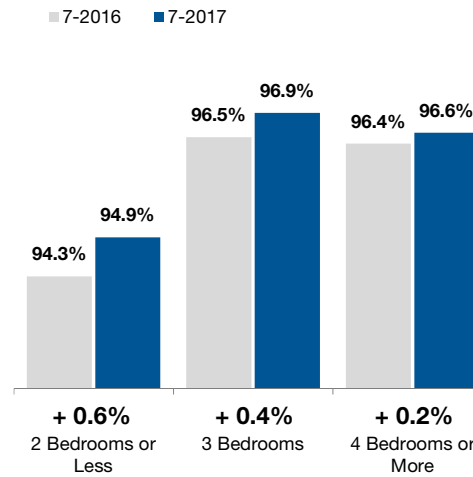
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



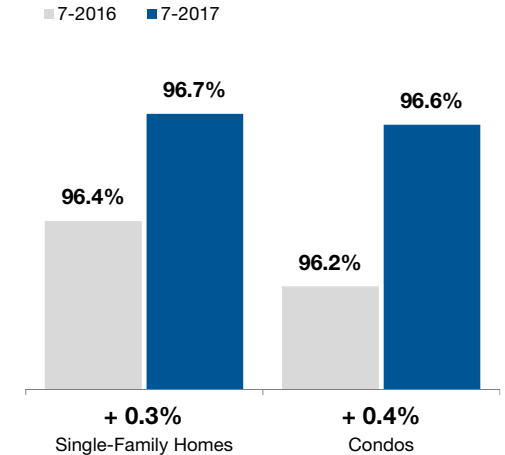
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	7-2016	7-2017	Change
\$100,000 and Below	89.9%	89.2%	- 0.8%
\$100,001 to \$150,000	96.0%	96.2%	+ 0.2%
\$150,001 to \$200,000	96.9%	97.3%	+ 0.4%
\$200,001 to \$300,000	97.6%	97.7%	+ 0.1%
\$300,001 and Above	96.0%	96.1%	+ 0.1%
All Price Ranges	96.2%	96.5%	+ 0.3%

Single-Family Homes

7-2016	7-2017	Change
89.9%	88.2%	- 1.9%
95.8%	95.8%	0.0%
96.9%	97.5%	+ 0.6%
97.6%	97.8%	+ 0.2%
96.0%	96.1%	+ 0.1%
96.4%	96.7%	+ 0.3%

Condos

7-2016	7-2017	Change
91.7%	92.4%	+ 0.8%
96.5%	97.0%	+ 0.5%
97.0%	97.1%	+ 0.1%
97.3%	97.4%	+ 0.1%
95.7%	96.3%	+ 0.6%
96.2%	96.6%	+ 0.4%

By Bedroom Count

By Bedroom Count	7-2016	7-2017	Change
2 Bedrooms or Less	94.3%	94.9%	+ 0.6%
3 Bedrooms	96.5%	96.9%	+ 0.4%
4 Bedrooms or More	96.4%	96.6%	+ 0.2%
All Bedroom Counts	96.2%	96.5%	+ 0.3%

7-2016	7-2017	Change	7-2016	7-2017	Change
93.7%	93.9%	+ 0.2%	95.0%	95.6%	+ 0.6%
96.5%	96.9%	+ 0.4%	97.4%	97.7%	+ 0.3%
96.4%	96.6%	+ 0.2%	96.8%	97.2%	+ 0.4%
96.4%	96.7%	+ 0.3%	96.2%	96.6%	+ 0.4%

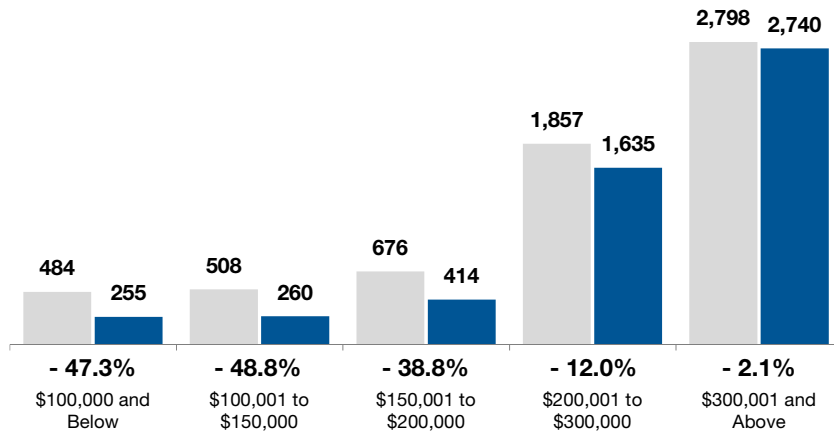
Inventory of Homes for Sale

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



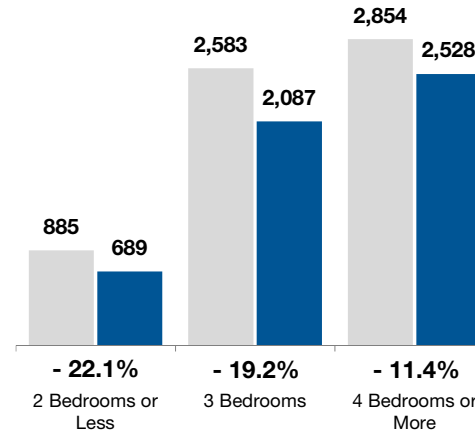
By Price Range

7-2016 7-2017



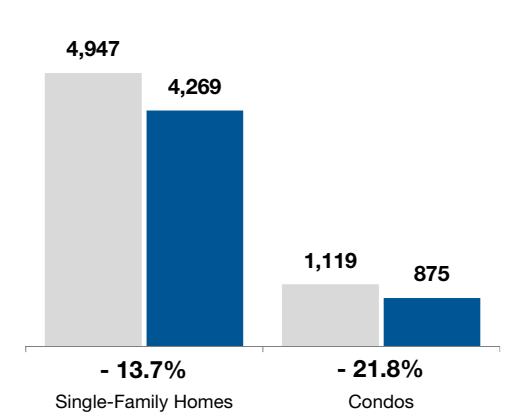
By Bedroom Count

7-2016 7-2017



By Property Type

7-2016 7-2017



All Properties

By Price Range	7-2016	7-2017	Change
\$100,000 and Below	484	255	- 47.3%
\$100,001 to \$150,000	508	260	- 48.8%
\$150,001 to \$200,000	676	414	- 38.8%
\$200,001 to \$300,000	1,857	1,635	- 12.0%
\$300,001 and Above	2,798	2,740	- 2.1%
All Price Ranges	6,323	5,304	- 16.1%

Single-Family Homes

7-2016	7-2017	Change
261	144	- 44.8%
256	128	- 50.0%
458	272	- 40.6%
1,602	1,382	- 13.7%
2,370	2,343	- 1.1%
4,947	4,269	- 13.7%

Condos

7-2016	7-2017	Change
76	31	- 59.2%
197	95	- 51.8%
190	111	- 41.6%
238	243	+ 2.1%
418	395	- 5.5%
1,119	875	- 21.8%

By Bedroom Count

7-2016	7-2017	Change
885	689	- 22.1%
2,583	2,087	- 19.2%
2,854	2,528	- 11.4%
6,323	5,304	- 16.1%

7-2016	7-2017	Change
205	177	- 13.7%
2,006	1,665	- 17.0%
2,736	2,427	- 11.3%
4,947	4,269	- 13.7%

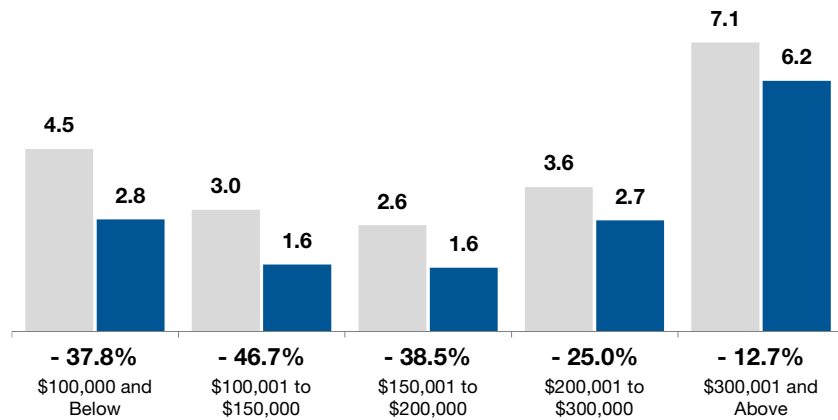
Months Supply of Inventory

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.**



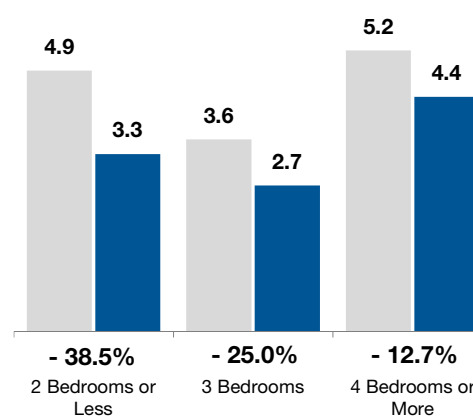
By Price Range

7-2016 7-2017



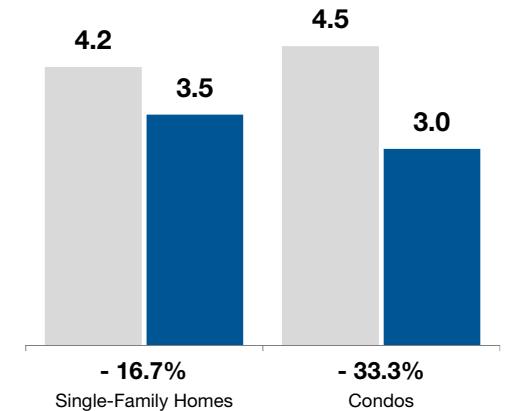
By Bedroom Count

7-2016 7-2017



By Property Type

7-2016 7-2017



All Properties

By Price Range	7-2016	7-2017	Change
\$100,000 and Below	4.5	2.8	- 37.8%
\$100,001 to \$150,000	3.0	1.6	- 46.7%
\$150,001 to \$200,000	2.6	1.6	- 38.5%
\$200,001 to \$300,000	3.6	2.7	- 25.0%
\$300,001 and Above	7.1	6.2	- 12.7%
All Price Ranges	4.4	3.4	- 22.7%

Single-Family Homes

7-2016	7-2017	Change	7-2016	7-2017	Change
3.7	2.8	- 24.3%	3.4	1.4	- 58.8%
2.5	1.5	- 40.0%	3.3	1.5	- 54.5%
2.3	1.4	- 39.1%	3.4	1.7	- 50.0%
3.5	2.7	- 22.9%	3.9	2.8	- 28.2%
6.9	6.1	- 11.6%	8.7	6.8	- 21.8%
4.2	3.5	- 16.7%	4.5	3.0	- 33.3%

Condos

By Bedroom Count	7-2016	7-2017	Change
2 Bedrooms or Less	4.9	3.3	- 38.5%
3 Bedrooms	3.6	2.7	- 25.0%
4 Bedrooms or More	5.2	4.4	- 12.7%
All Bedroom Counts	4.4	3.4	- 22.7%

7-2016	7-2017	Change	7-2016	7-2017	Change
4.3	3.1	- 39.1%	4.6	3.2	- 50.0%
3.3	2.7	- 22.9%	4.2	2.6	- 28.2%
5.2	4.4	- 11.6%	5.8	3.4	- 21.8%
4.2	3.5	- 16.7%	4.5	3.0	- 33.3%

Local Market Update – July 2017

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



Berkeley County

County: BER

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	363	411	+ 13.2%	2,877	3,204	+ 11.4%
Closed Sales	368	376	+ 2.2%	2,229	2,353	+ 5.6%
Median Sales Price*	\$215,076	\$235,100	+ 9.3%	\$218,888	\$230,000	+ 5.1%
Average Sales Price*	\$253,058	\$293,222	+ 15.9%	\$257,095	\$272,480	+ 6.0%
Percent of Original List Price Received*	97.6%	98.1%	+ 0.5%	97.6%	97.8%	+ 0.2%
Days on Market Until Sale	47	45	- 4.3%	55	44	- 20.0%
Inventory of Homes for Sale	1,014	933	- 8.0%	--	--	--

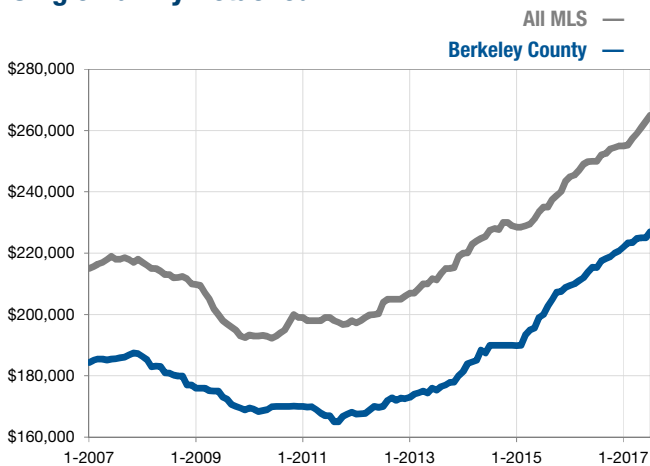
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	62	64	+ 3.2%	422	537	+ 27.3%
Closed Sales	50	57	+ 14.0%	288	380	+ 31.9%
Median Sales Price*	\$149,100	\$157,000	+ 5.3%	\$144,711	\$160,301	+ 10.8%
Average Sales Price*	\$166,508	\$183,614	+ 10.3%	\$188,368	\$195,777	+ 3.9%
Percent of Original List Price Received*	96.9%	96.4%	- 0.5%	97.1%	97.7%	+ 0.6%
Days on Market Until Sale	43	60	+ 39.5%	46	54	+ 17.4%
Inventory of Homes for Sale	172	165	- 4.1%	--	--	--

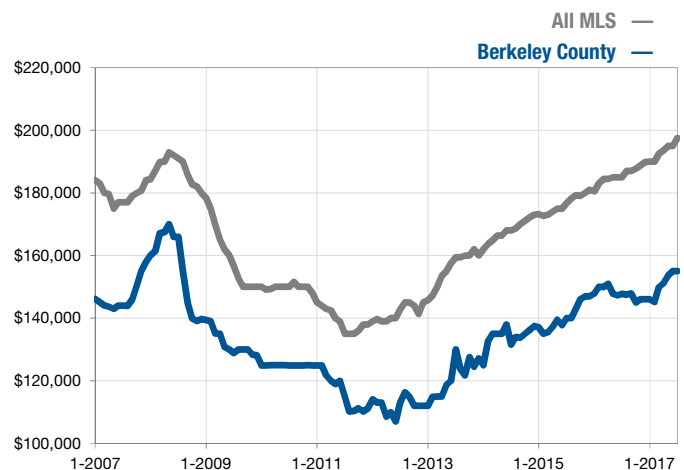
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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Charleston County

County: CHS

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	793	801	+ 1.0%	5,950	6,163	+ 3.6%
Closed Sales	667	642	- 3.7%	4,163	4,260	+ 2.3%
Median Sales Price*	\$345,000	\$361,750	+ 4.9%	\$336,000	\$361,868	+ 7.7%
Average Sales Price*	\$433,262	\$486,992	+ 12.4%	\$439,380	\$482,660	+ 9.9%
Percent of Original List Price Received*	96.7%	96.3%	- 0.4%	96.1%	96.1%	0.0%
Days on Market Until Sale	55	49	- 10.9%	59	60	+ 1.7%
Inventory of Homes for Sale	2,594	2,244	- 13.5%	--	--	--

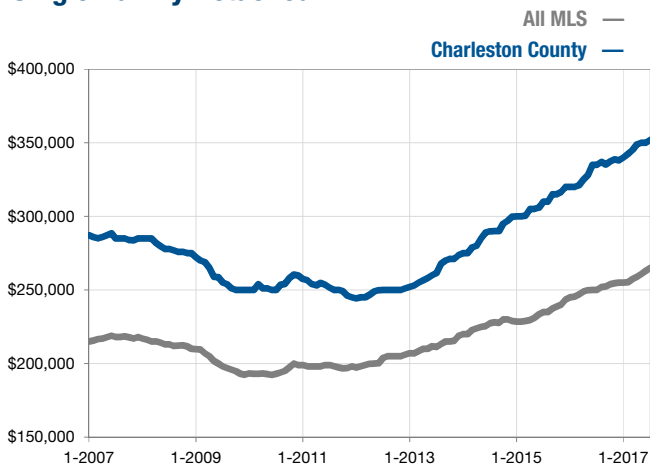
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	238	208	- 12.6%	1,861	1,911	+ 2.7%
Closed Sales	207	241	+ 16.4%	1,279	1,472	+ 15.1%
Median Sales Price*	\$217,500	\$229,000	+ 5.3%	\$213,500	\$222,500	+ 4.2%
Average Sales Price*	\$260,423	\$310,641	+ 19.3%	\$281,263	\$303,345	+ 7.9%
Percent of Original List Price Received*	96.8%	97.1%	+ 0.3%	96.1%	96.4%	+ 0.3%
Days on Market Until Sale	49	50	+ 2.0%	62	61	- 1.6%
Inventory of Homes for Sale	798	631	- 20.9%	--	--	--

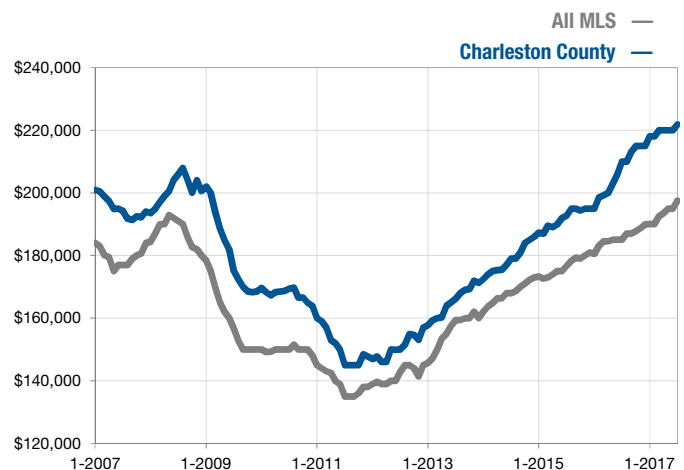
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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Colleton County

Area 82

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	32	23	- 28.1%	207	187	- 9.7%
Closed Sales	17	16	- 5.9%	114	106	- 7.0%
Median Sales Price*	\$152,000	\$125,250	- 17.6%	\$130,000	\$136,125	+ 4.7%
Average Sales Price*	\$167,847	\$136,063	- 18.9%	\$151,267	\$150,567	- 0.5%
Percent of Original List Price Received*	94.2%	86.8%	- 7.9%	91.1%	89.1%	- 2.2%
Days on Market Until Sale	131	151	+ 15.3%	122	126	+ 3.3%
Inventory of Homes for Sale	165	130	- 21.2%	--	--	--

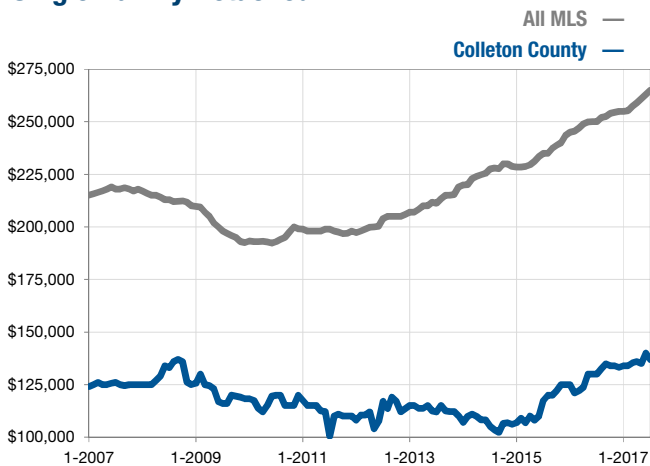
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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

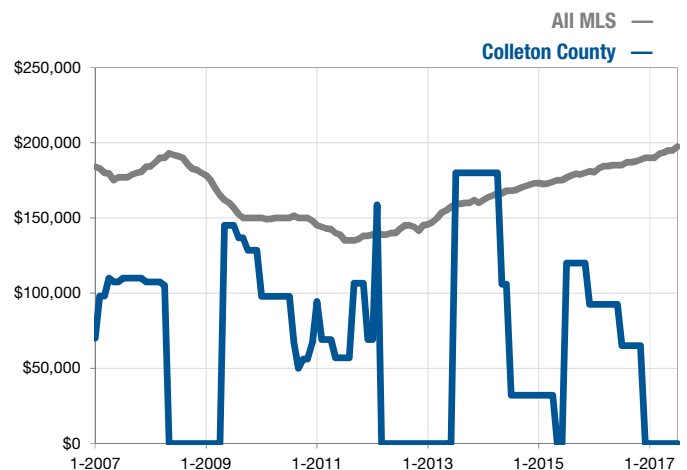
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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Daniel Island

Area 77

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	21	17	- 19.0%	177	208	+ 17.5%
Closed Sales	18	26	+ 44.4%	106	120	+ 13.2%
Median Sales Price*	\$792,500	\$752,835	- 5.0%	\$796,265	\$782,500	- 1.7%
Average Sales Price*	\$751,409	\$968,334	+ 28.9%	\$865,827	\$924,039	+ 6.7%
Percent of Original List Price Received*	97.8%	94.5%	- 3.4%	96.4%	96.9%	+ 0.5%
Days on Market Until Sale	27	77	+ 185.2%	47	64	+ 36.2%
Inventory of Homes for Sale	76	89	+ 17.1%	--	--	--

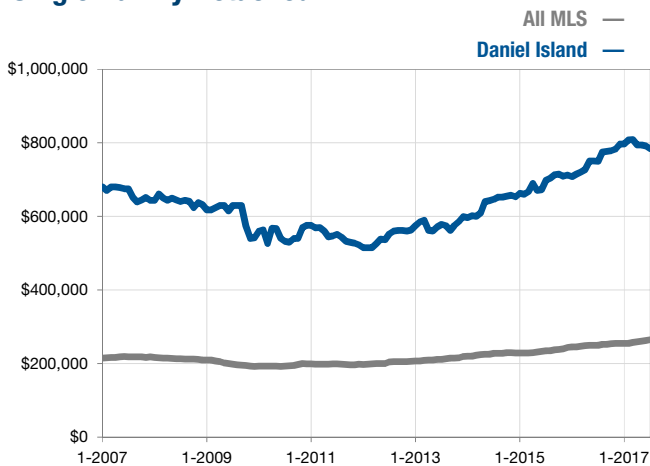
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	11	11	0.0%	101	126	+ 24.8%
Closed Sales	7	10	+ 42.9%	70	80	+ 14.3%
Median Sales Price*	\$240,000	\$281,500	+ 17.3%	\$252,000	\$281,500	+ 11.7%
Average Sales Price*	\$340,857	\$328,375	- 3.7%	\$348,239	\$348,880	+ 0.2%
Percent of Original List Price Received*	95.2%	94.1%	- 1.2%	96.8%	96.9%	+ 0.1%
Days on Market Until Sale	89	131	+ 47.2%	49	62	+ 26.5%
Inventory of Homes for Sale	46	64	+ 39.1%	--	--	--

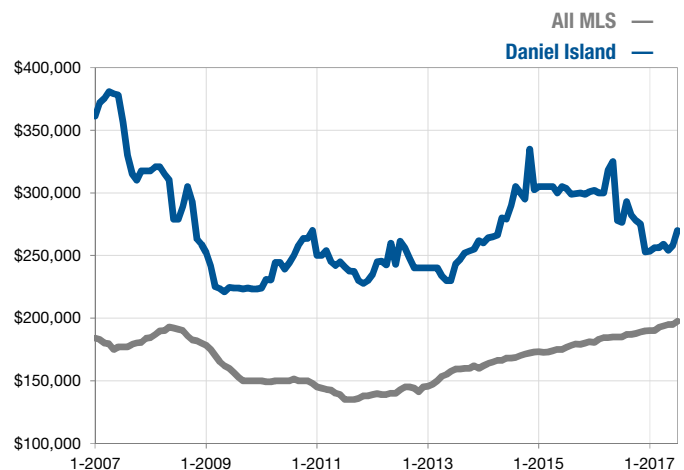
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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



Dorchester County

County: DOR

Single-Family Detached

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	337	387	+ 14.8%	2,422	2,473	+ 2.1%
Closed Sales	270	251	- 7.0%	1,667	1,757	+ 5.4%
Median Sales Price*	\$214,607	\$229,000	+ 6.7%	\$210,700	\$225,000	+ 6.8%
Average Sales Price*	\$225,614	\$247,370	+ 9.6%	\$224,896	\$240,555	+ 7.0%
Percent of Original List Price Received*	97.0%	97.2%	+ 0.2%	97.2%	97.5%	+ 0.3%
Days on Market Until Sale	50	49	- 2.0%	57	46	- 19.3%
Inventory of Homes for Sale	874	688	- 21.3%	--	--	--

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

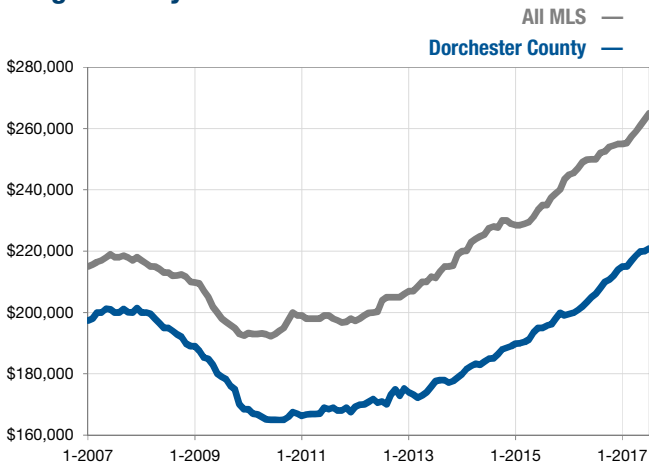
Townhouse-Condo Attached

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	38	42	+ 10.5%	277	280	+ 1.1%
Closed Sales	32	38	+ 18.8%	202	233	+ 15.3%
Median Sales Price*	\$125,875	\$138,390	+ 9.9%	\$134,295	\$138,000	+ 2.8%
Average Sales Price*	\$123,001	\$147,146	+ 19.6%	\$133,635	\$142,805	+ 6.9%
Percent of Original List Price Received*	96.5%	98.3%	+ 1.9%	96.8%	98.2%	+ 1.4%
Days on Market Until Sale	73	37	- 49.3%	70	47	- 32.9%
Inventory of Homes for Sale	105	55	- 47.6%	--	--	--

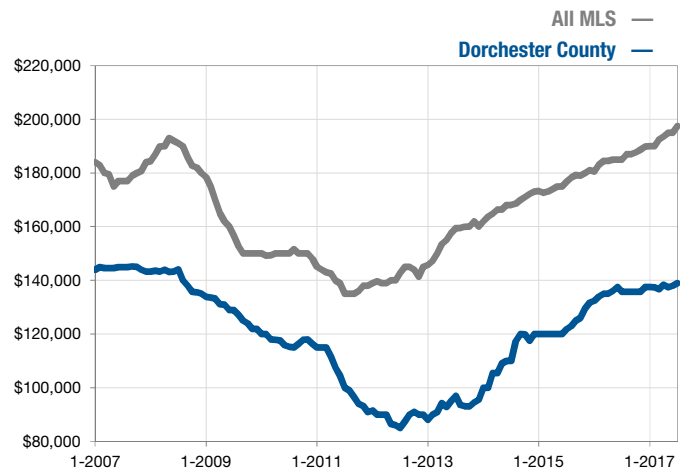
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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Dorchester Road Corridor

Area 61

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	83	117	+ 41.0%	766	774	+ 1.0%
Closed Sales	92	78	- 15.2%	549	551	+ 0.4%
Median Sales Price*	\$196,000	\$230,750	+ 17.7%	\$212,000	\$229,500	+ 8.3%
Average Sales Price*	\$210,103	\$256,782	+ 22.2%	\$223,727	\$243,866	+ 9.0%
Percent of Original List Price Received*	97.0%	97.8%	+ 0.8%	97.3%	97.9%	+ 0.6%
Days on Market Until Sale	46	32	- 30.4%	53	39	- 26.4%
Inventory of Homes for Sale	239	193	- 19.2%	--	--	--

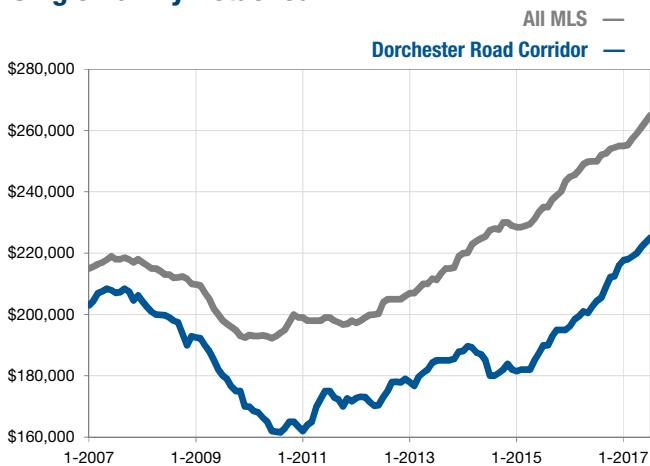
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	23	25	+ 8.7%	154	177	+ 14.9%
Closed Sales	15	18	+ 20.0%	103	132	+ 28.2%
Median Sales Price*	\$128,400	\$159,000	+ 23.8%	\$147,000	\$152,395	+ 3.7%
Average Sales Price*	\$124,819	\$165,444	+ 32.5%	\$142,564	\$154,491	+ 8.4%
Percent of Original List Price Received*	96.5%	98.0%	+ 1.6%	97.3%	98.7%	+ 1.4%
Days on Market Until Sale	93	39	- 58.1%	76	47	- 38.2%
Inventory of Homes for Sale	63	38	- 39.7%	--	--	--

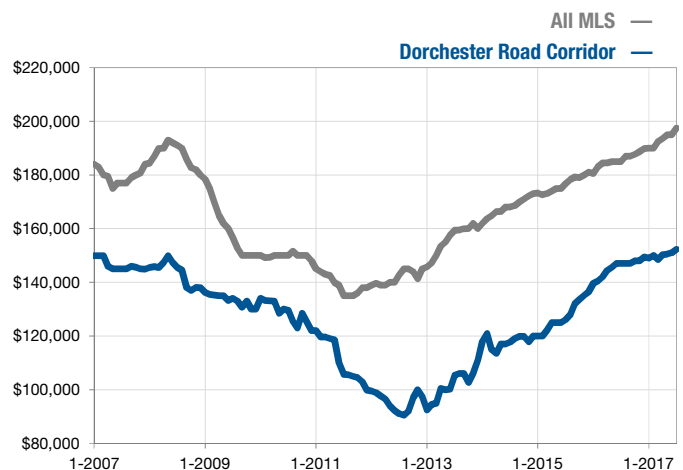
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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



Downtown Charleston

Area 51

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	16	20	+ 25.0%	194	183	- 5.7%
Closed Sales	16	24	+ 50.0%	126	157	+ 24.6%
Median Sales Price*	\$653,250	\$781,650	+ 19.7%	\$749,500	\$900,000	+ 20.1%
Average Sales Price*	\$989,941	\$1,353,523	+ 36.7%	\$1,188,071	\$1,316,297	+ 10.8%
Percent of Original List Price Received*	94.9%	90.8%	- 4.3%	92.7%	92.8%	+ 0.1%
Days on Market Until Sale	31	78	+ 151.6%	86	100	+ 16.3%
Inventory of Homes for Sale	118	96	- 18.6%	--	--	--

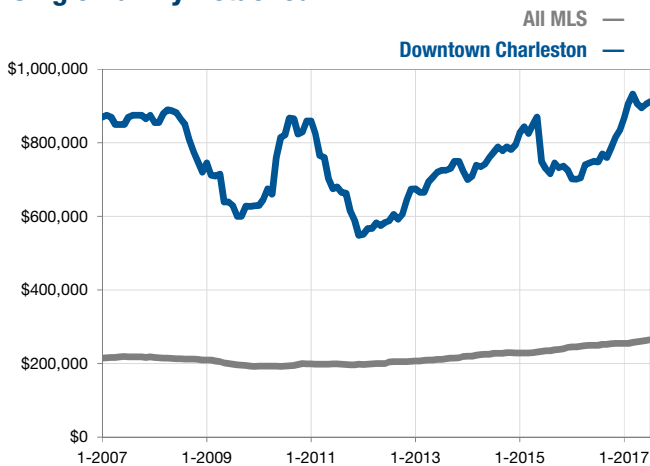
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	21	19	- 9.5%	194	202	+ 4.1%
Closed Sales	21	21	0.0%	129	133	+ 3.1%
Median Sales Price*	\$429,000	\$520,000	+ 21.2%	\$500,000	\$550,000	+ 10.0%
Average Sales Price*	\$510,095	\$680,976	+ 33.5%	\$613,391	\$676,559	+ 10.3%
Percent of Original List Price Received*	96.3%	93.3%	- 3.1%	93.9%	93.8%	- 0.1%
Days on Market Until Sale	64	69	+ 7.8%	113	93	- 17.7%
Inventory of Homes for Sale	115	95	- 17.4%	--	--	--

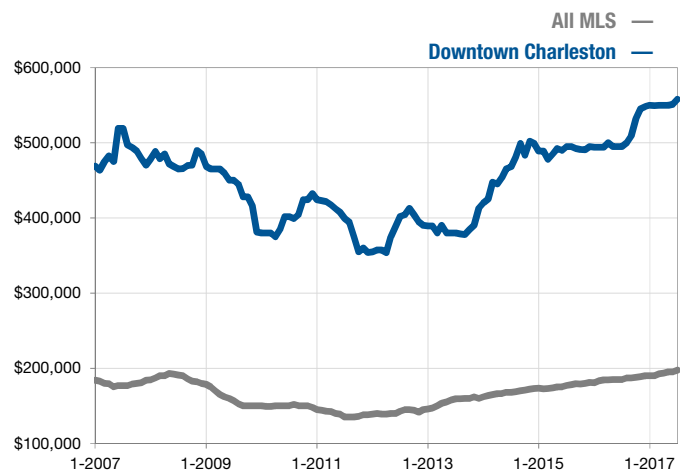
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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



Edisto Area

Areas 26, 27 & 28

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	12	9	- 25.0%	105	108	+ 2.9%
Closed Sales	5	4	- 20.0%	72	73	+ 1.4%
Median Sales Price*	\$395,500	\$438,500	+ 10.9%	\$389,750	\$403,000	+ 3.4%
Average Sales Price*	\$403,725	\$454,875	+ 12.7%	\$446,833	\$581,303	+ 30.1%
Percent of Original List Price Received*	87.3%	97.0%	+ 11.1%	92.7%	93.6%	+ 1.0%
Days on Market Until Sale	138	149	+ 8.0%	144	174	+ 20.8%
Inventory of Homes for Sale	101	83	- 17.8%	--	--	--

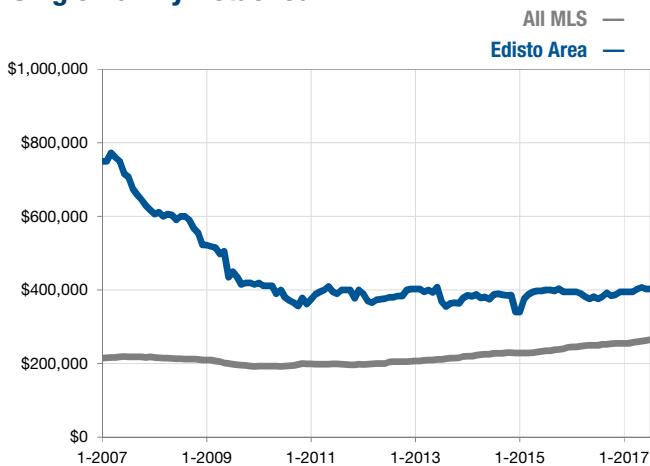
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Townhouse-Condo Attached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	2	5	+ 150.0%	24	26	+ 8.3%
Closed Sales	4	1	- 75.0%	10	24	+ 140.0%
Median Sales Price*	\$107,500	\$112,000	+ 4.2%	\$147,250	\$142,000	- 3.6%
Average Sales Price*	\$104,500	\$112,000	+ 7.2%	\$159,300	\$182,038	+ 14.3%
Percent of Original List Price Received*	87.6%	94.1%	+ 7.4%	91.7%	92.6%	+ 1.0%
Days on Market Until Sale	99	327	+ 230.3%	107	151	+ 41.1%
Inventory of Homes for Sale	28	13	- 53.6%	--	--	--

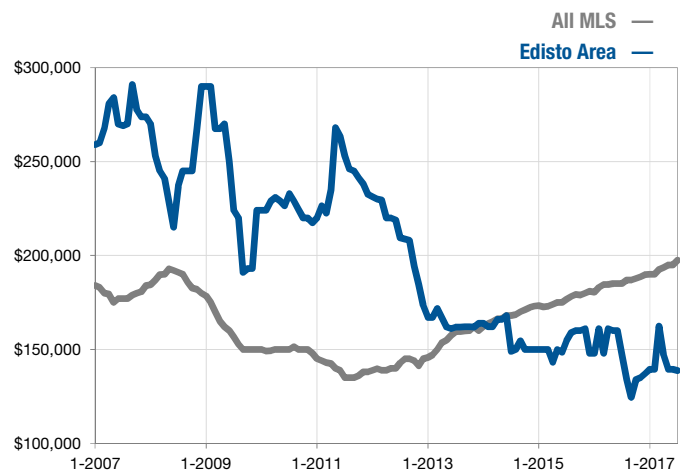
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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



Folly Beach

Area 22

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	11	9	- 18.2%	97	67	- 30.9%
Closed Sales	8	3	- 62.5%	50	68	+ 36.0%
Median Sales Price*	\$750,213	\$644,000	- 14.2%	\$648,500	\$675,000	+ 4.1%
Average Sales Price*	\$803,428	\$828,000	+ 3.1%	\$709,781	\$695,689	- 2.0%
Percent of Original List Price Received*	94.8%	92.1%	- 2.8%	94.0%	90.7%	- 3.5%
Days on Market Until Sale	135	213	+ 57.8%	111	130	+ 17.1%
Inventory of Homes for Sale	76	31	- 59.2%	--	--	--

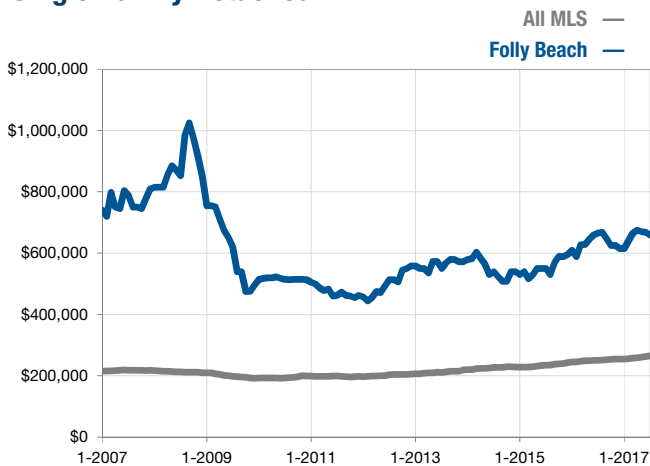
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Townhouse-Condo Attached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	7	9	+ 28.6%	50	59	+ 18.0%
Closed Sales	5	7	+ 40.0%	37	38	+ 2.7%
Median Sales Price*	\$415,000	\$490,000	+ 18.1%	\$387,000	\$452,500	+ 16.9%
Average Sales Price*	\$461,100	\$464,114	+ 0.7%	\$389,478	\$411,611	+ 5.7%
Percent of Original List Price Received*	96.7%	95.7%	- 1.0%	93.5%	96.9%	+ 3.6%
Days on Market Until Sale	55	317	+ 476.4%	90	125	+ 38.9%
Inventory of Homes for Sale	32	25	- 21.9%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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



Goose Creek / Monck's Corner

Areas 72, 73 & 74

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	243	299	+ 23.0%	1,981	2,235	+ 12.8%
Closed Sales	257	267	+ 3.9%	1,604	1,731	+ 7.9%
Median Sales Price*	\$210,000	\$229,900	+ 9.5%	\$209,925	\$224,540	+ 7.0%
Average Sales Price*	\$214,189	\$238,819	+ 11.5%	\$215,523	\$232,882	+ 8.1%
Percent of Original List Price Received*	98.3%	98.7%	+ 0.4%	98.3%	98.4%	+ 0.1%
Days on Market Until Sale	46	41	- 10.9%	55	39	- 29.1%
Inventory of Homes for Sale	664	573	- 13.7%	--	--	--

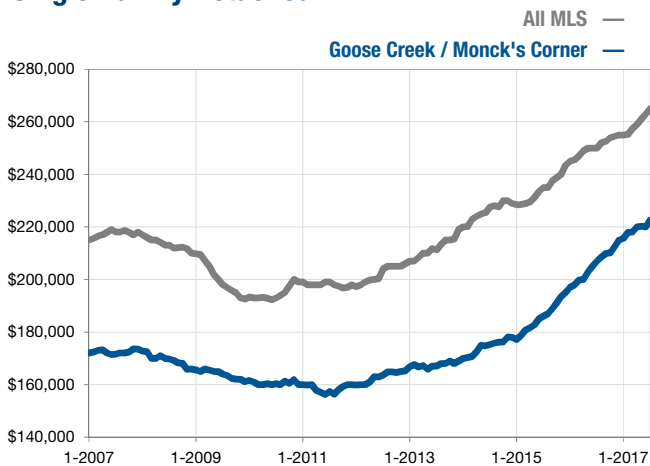
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Townhouse-Condo Attached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	44	40	- 9.1%	250	322	+ 28.8%
Closed Sales	37	34	- 8.1%	159	238	+ 49.7%
Median Sales Price*	\$134,900	\$141,475	+ 4.9%	\$128,000	\$147,986	+ 15.6%
Average Sales Price*	\$139,705	\$147,757	+ 5.8%	\$127,863	\$151,642	+ 18.6%
Percent of Original List Price Received*	97.6%	97.1%	- 0.5%	97.0%	98.4%	+ 1.4%
Days on Market Until Sale	39	43	+ 10.3%	48	51	+ 6.3%
Inventory of Homes for Sale	101	81	- 19.8%	--	--	--

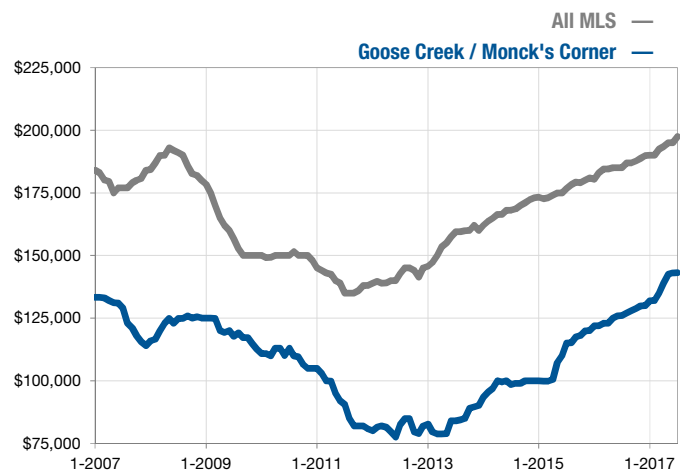
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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



Greater North Charleston

Areas 31 & 32

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	132	142	+ 7.6%	849	868	+ 2.2%
Closed Sales	103	101	- 1.9%	668	719	+ 7.6%
Median Sales Price*	\$169,900	\$186,119	+ 9.5%	\$173,000	\$190,000	+ 9.8%
Average Sales Price*	\$166,163	\$198,999	+ 19.8%	\$172,371	\$190,781	+ 10.7%
Percent of Original List Price Received*	96.7%	96.0%	- 0.7%	96.2%	97.0%	+ 0.8%
Days on Market Until Sale	33	50	+ 51.5%	42	44	+ 4.8%
Inventory of Homes for Sale	289	204	- 29.4%	--	--	--

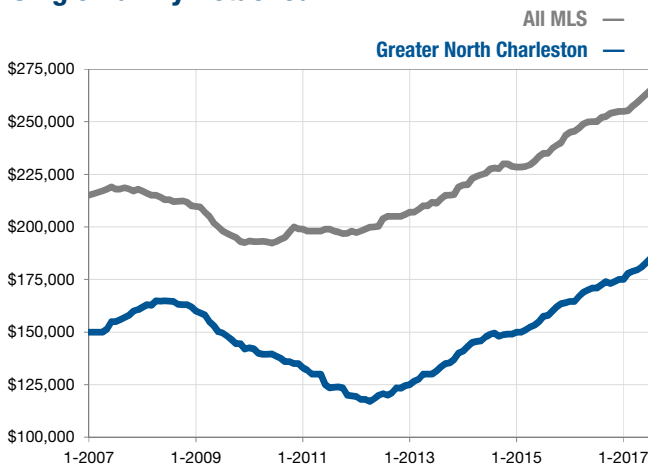
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Townhouse-Condo Attached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	26	16	- 38.5%	157	176	+ 12.1%
Closed Sales	15	10	- 33.3%	118	128	+ 8.5%
Median Sales Price*	\$111,000	\$121,950	+ 9.9%	\$107,000	\$114,250	+ 6.8%
Average Sales Price*	\$135,097	\$149,690	+ 10.8%	\$121,633	\$139,994	+ 15.1%
Percent of Original List Price Received*	94.4%	96.7%	+ 2.4%	94.3%	96.1%	+ 1.9%
Days on Market Until Sale	31	55	+ 77.4%	47	36	- 23.4%
Inventory of Homes for Sale	48	26	- 45.8%	--	--	--

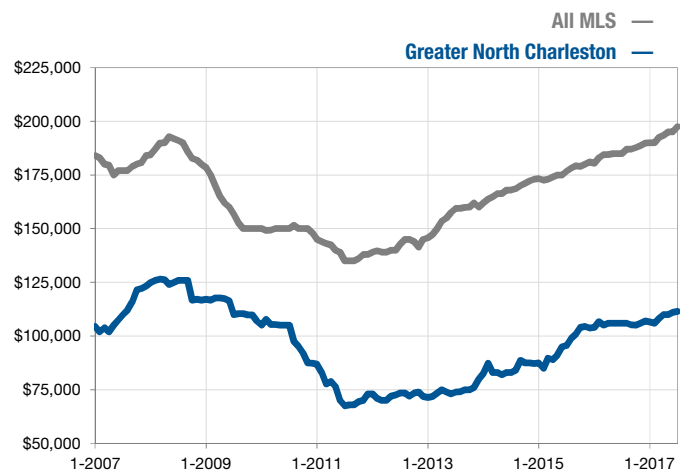
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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Greater Summerville Area

Areas 62 & 63

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	244	265	+ 8.6%	1,610	1,649	+ 2.4%
Closed Sales	175	168	- 4.0%	1,090	1,174	+ 7.7%
Median Sales Price*	\$218,000	\$232,000	+ 6.4%	\$210,955	\$222,183	+ 5.3%
Average Sales Price*	\$235,059	\$246,134	+ 4.7%	\$227,133	\$240,579	+ 5.9%
Percent of Original List Price Received*	97.1%	97.0%	- 0.1%	97.3%	97.5%	+ 0.2%
Days on Market Until Sale	50	56	+ 12.0%	57	46	- 19.3%
Inventory of Homes for Sale	596	465	- 22.0%	--	--	--

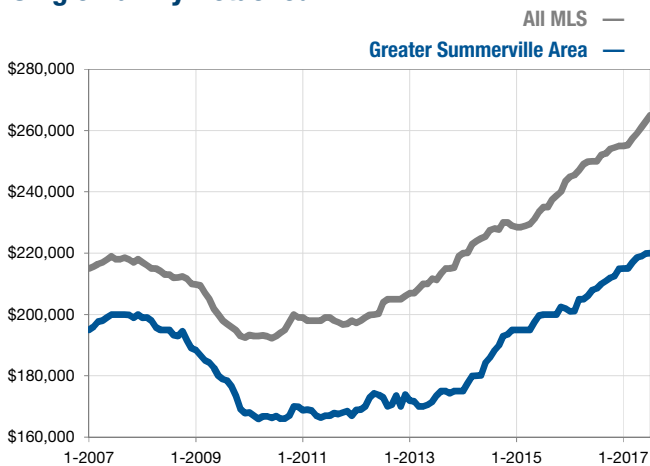
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Townhouse-Condo Attached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	15	17	+ 13.3%	123	102	- 17.1%
Closed Sales	17	20	+ 17.6%	99	99	0.0%
Median Sales Price*	\$120,000	\$131,510	+ 9.6%	\$126,000	\$132,000	+ 4.8%
Average Sales Price*	\$121,398	\$130,677	+ 7.6%	\$124,346	\$127,315	+ 2.4%
Percent of Original List Price Received*	96.5%	98.5%	+ 2.1%	96.3%	97.5%	+ 1.2%
Days on Market Until Sale	56	34	- 39.3%	64	46	- 28.1%
Inventory of Homes for Sale	42	17	- 59.5%	--	--	--

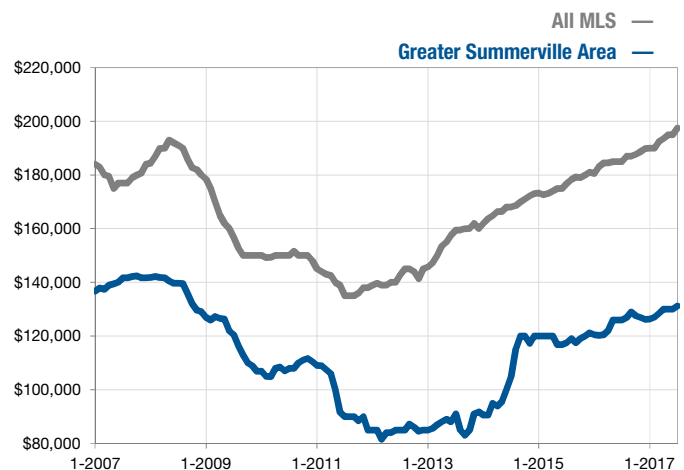
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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



Hanahan

Area 71

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	30	23	- 23.3%	220	189	- 14.1%
Closed Sales	31	26	- 16.1%	189	143	- 24.3%
Median Sales Price*	\$245,880	\$242,000	- 1.6%	\$243,600	\$240,000	- 1.5%
Average Sales Price*	\$253,238	\$257,684	+ 1.8%	\$241,430	\$247,045	+ 2.3%
Percent of Original List Price Received*	94.2%	96.4%	+ 2.3%	96.7%	95.9%	- 0.8%
Days on Market Until Sale	57	32	- 43.9%	43	47	+ 9.3%
Inventory of Homes for Sale	55	44	- 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	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	1	4	+ 300.0%	17	23	+ 35.3%
Closed Sales	1	2	+ 100.0%	17	18	+ 5.9%
Median Sales Price*	\$81,200	\$117,150	+ 44.3%	\$131,000	\$132,500	+ 1.1%
Average Sales Price*	\$81,200	\$117,150	+ 44.3%	\$167,067	\$142,856	- 14.5%
Percent of Original List Price Received*	86.8%	88.6%	+ 2.1%	98.3%	94.1%	- 4.3%
Days on Market Until Sale	6	144	+ 2,300.0%	47	60	+ 27.7%
Inventory of Homes for Sale	5	8	+ 60.0%	--	--	--

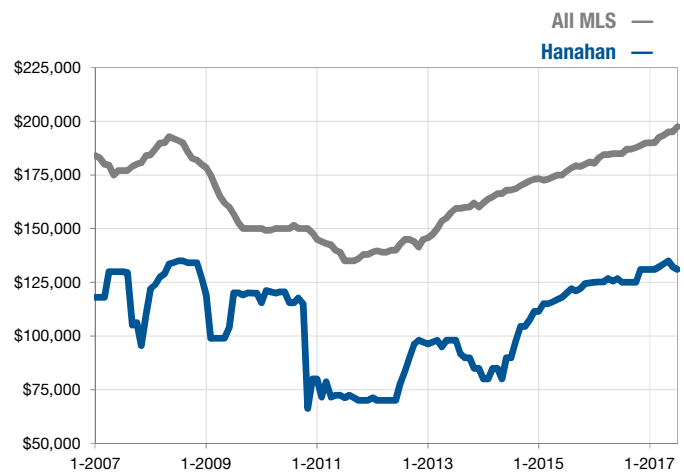
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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



Hollywood / Ravenel / Meggett Area

Area 13

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	17	8	- 52.9%	197	144	- 26.9%
Closed Sales	14	10	- 28.6%	92	81	- 12.0%
Median Sales Price*	\$353,778	\$334,000	- 5.6%	\$353,219	\$373,000	+ 5.6%
Average Sales Price*	\$367,966	\$320,147	- 13.0%	\$395,446	\$351,953	- 11.0%
Percent of Original List Price Received*	93.9%	96.8%	+ 3.1%	93.6%	96.7%	+ 3.3%
Days on Market Until Sale	83	32	- 61.4%	94	86	- 8.5%
Inventory of Homes for Sale	128	93	- 27.3%	--	--	--

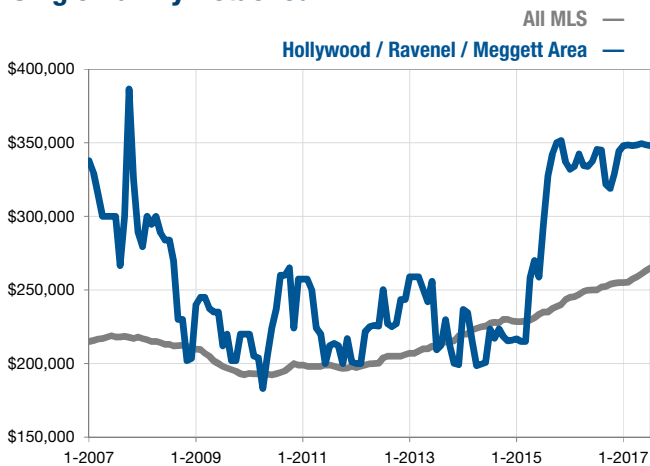
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Townhouse-Condo Attached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	0	0	--	10	12	+ 20.0%
Closed Sales	1	0	- 100.0%	7	12	+ 71.4%
Median Sales Price*	\$349,900	\$0	- 100.0%	\$349,900	\$278,500	- 20.4%
Average Sales Price*	\$349,900	\$0	- 100.0%	\$310,392	\$297,593	- 4.1%
Percent of Original List Price Received*	105.4%	0.0%	- 100.0%	102.7%	102.3%	- 0.4%
Days on Market Until Sale	365	0	- 100.0%	112	108	- 3.6%
Inventory of Homes for Sale	7	4	- 42.9%	--	--	--

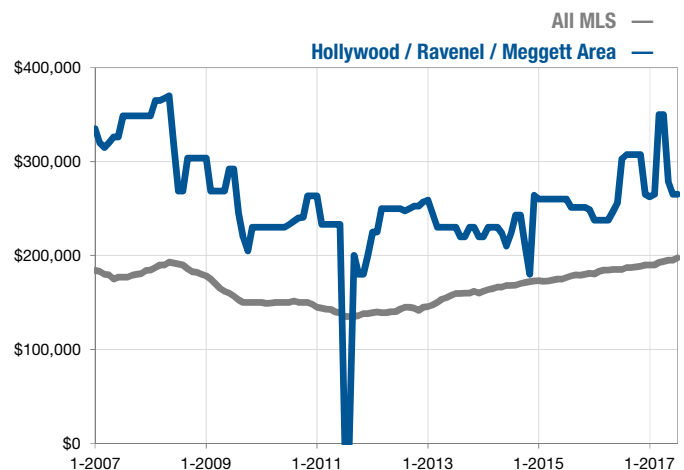
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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



Isle of Palms

Areas 44 & 45

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	22	18	- 18.2%	176	185	+ 5.1%
Closed Sales	9	18	+ 100.0%	103	131	+ 27.2%
Median Sales Price*	\$1,595,000	\$912,500	- 42.8%	\$955,000	\$820,000	- 14.1%
Average Sales Price*	\$1,817,258	\$1,109,528	- 38.9%	\$1,279,827	\$1,059,153	- 17.2%
Percent of Original List Price Received*	91.1%	92.2%	+ 1.2%	91.1%	91.7%	+ 0.7%
Days on Market Until Sale	116	189	+ 62.9%	136	137	+ 0.7%
Inventory of Homes for Sale	151	135	- 10.6%	--	--	--

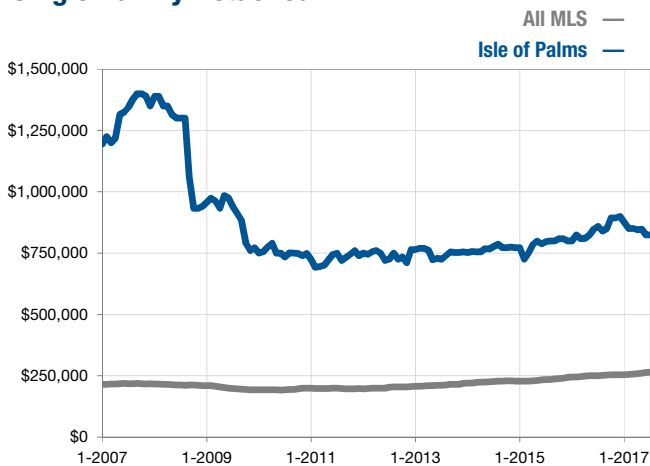
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Townhouse-Condo Attached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	7	8	+ 14.3%	93	92	- 1.1%
Closed Sales	4	8	+ 100.0%	43	54	+ 25.6%
Median Sales Price*	\$317,500	\$366,000	+ 15.3%	\$485,000	\$510,000	+ 5.2%
Average Sales Price*	\$389,375	\$513,500	+ 31.9%	\$484,250	\$526,647	+ 8.8%
Percent of Original List Price Received*	94.7%	97.2%	+ 2.6%	93.5%	94.6%	+ 1.2%
Days on Market Until Sale	40	91	+ 127.5%	111	134	+ 20.7%
Inventory of Homes for Sale	92	72	- 21.7%	--	--	--

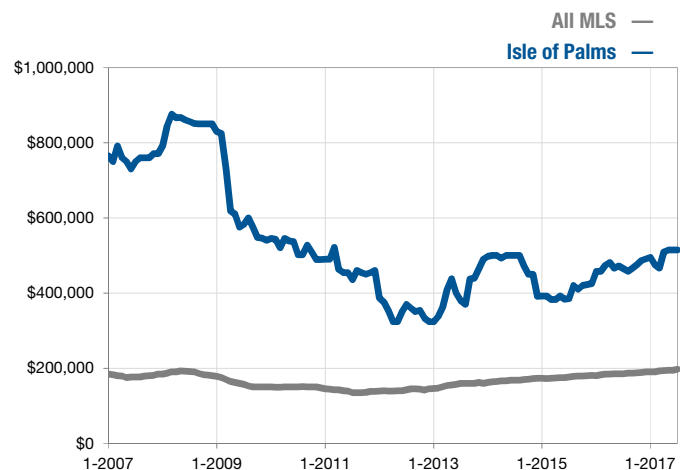
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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



James Island

Area 21

Single-Family Detached

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	90	86	- 4.4%	568	665	+ 17.1%
Closed Sales	65	71	+ 9.2%	434	463	+ 6.7%
Median Sales Price*	\$299,500	\$384,150	+ 28.3%	\$309,000	\$348,000	+ 12.6%
Average Sales Price*	\$308,719	\$410,442	+ 32.9%	\$339,801	\$403,244	+ 18.7%
Percent of Original List Price Received*	95.7%	95.3%	- 0.4%	96.7%	96.1%	- 0.6%
Days on Market Until Sale	44	43	- 2.3%	42	43	+ 2.4%
Inventory of Homes for Sale	173	159	- 8.1%	--	--	--

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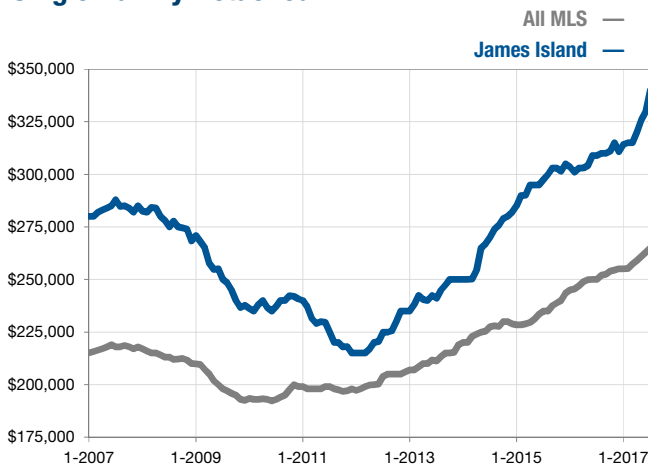
Townhouse-Condo Attached

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	27	17	- 37.0%	178	159	- 10.7%
Closed Sales	22	17	- 22.7%	136	149	+ 9.6%
Median Sales Price*	\$145,650	\$210,000	+ 44.2%	\$174,250	\$185,500	+ 6.5%
Average Sales Price*	\$160,886	\$199,360	+ 23.9%	\$168,168	\$190,996	+ 13.6%
Percent of Original List Price Received*	97.6%	97.6%	0.0%	95.9%	96.6%	+ 0.7%
Days on Market Until Sale	25	35	+ 40.0%	48	47	- 2.1%
Inventory of Homes for Sale	41	29	- 29.3%	--	--	--

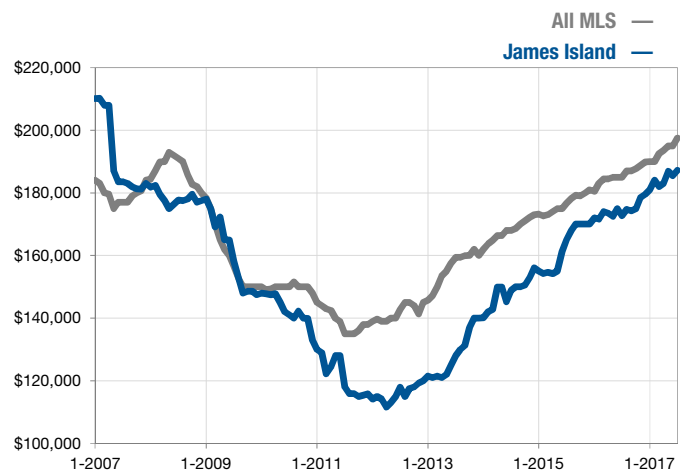
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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Johns Island

Area 23

Single-Family Detached

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	49	74	+ 51.0%	469	657	+ 40.1%
Closed Sales	51	66	+ 29.4%	333	345	+ 3.6%
Median Sales Price*	\$280,589	\$317,108	+ 13.0%	\$286,500	\$307,500	+ 7.3%
Average Sales Price*	\$321,578	\$377,698	+ 17.5%	\$328,309	\$359,399	+ 9.5%
Percent of Original List Price Received*	100.7%	99.9%	- 0.8%	98.5%	98.2%	- 0.3%
Days on Market Until Sale	26	32	+ 23.1%	54	50	- 7.4%
Inventory of Homes for Sale	225	249	+ 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.

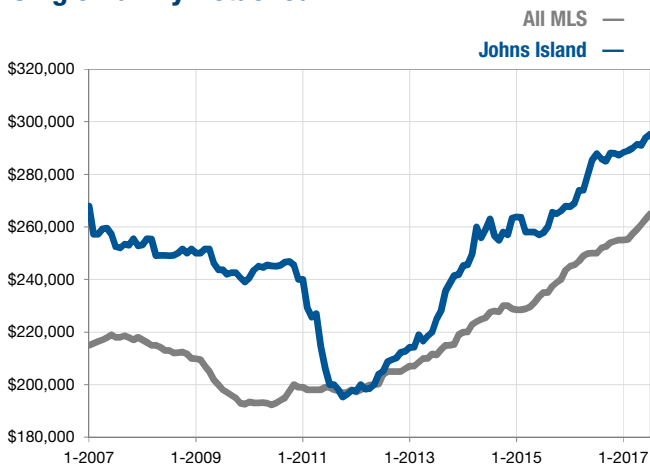
Townhouse-Condo Attached

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	5	10	+ 100.0%	64	74	+ 15.6%
Closed Sales	11	12	+ 9.1%	51	55	+ 7.8%
Median Sales Price*	\$212,000	\$192,250	- 9.3%	\$210,000	\$212,000	+ 1.0%
Average Sales Price*	\$198,545	\$191,250	- 3.7%	\$202,319	\$199,388	- 1.4%
Percent of Original List Price Received*	97.8%	97.9%	+ 0.1%	97.5%	96.7%	- 0.8%
Days on Market Until Sale	34	66	+ 94.1%	47	63	+ 34.0%
Inventory of Homes for Sale	15	22	+ 46.7%	--	--	--

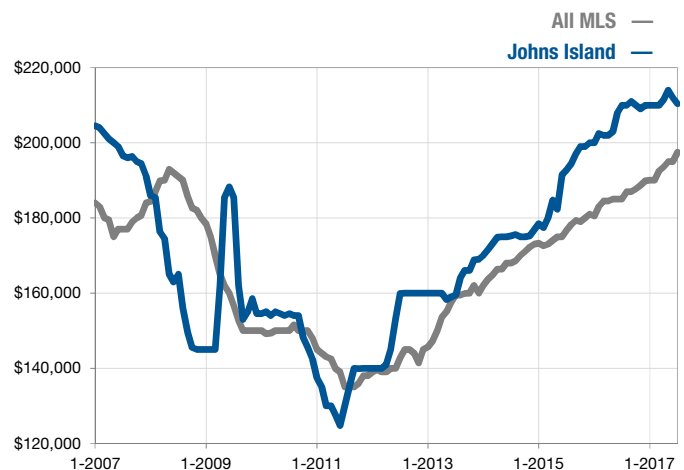
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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Kiawah

Area 25

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	10	8	- 20.0%	65	64	- 1.5%
Closed Sales	2	1	- 50.0%	15	16	+ 6.7%
Median Sales Price*	\$976,250	\$15,250,000	+ 1,462.1%	\$885,000	\$1,154,500	+ 30.5%
Average Sales Price*	\$976,250	\$15,250,000	+ 1,462.1%	\$1,068,000	\$2,251,563	+ 110.8%
Percent of Original List Price Received*	96.0%	100.0%	+ 4.2%	91.6%	90.5%	- 1.2%
Days on Market Until Sale	63	0	- 100.0%	155	189	+ 21.9%
Inventory of Homes for Sale	67	80	+ 19.4%	--	--	--

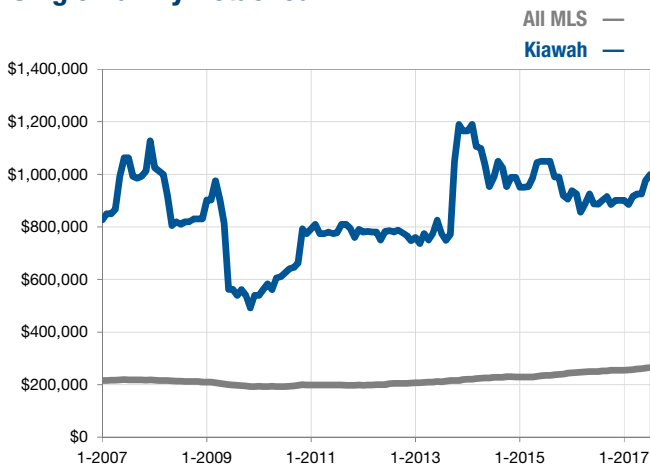
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	6	3	- 50.0%	50	50	0.0%
Closed Sales	3	3	0.0%	17	20	+ 17.6%
Median Sales Price*	\$600,000	\$289,095	- 51.8%	\$319,500	\$345,000	+ 8.0%
Average Sales Price*	\$553,333	\$333,698	- 39.7%	\$399,648	\$554,105	+ 38.6%
Percent of Original List Price Received*	91.1%	97.6%	+ 7.1%	91.1%	89.3%	- 2.0%
Days on Market Until Sale	54	29	- 46.3%	163	274	+ 68.1%
Inventory of Homes for Sale	57	57	0.0%	--	--	--

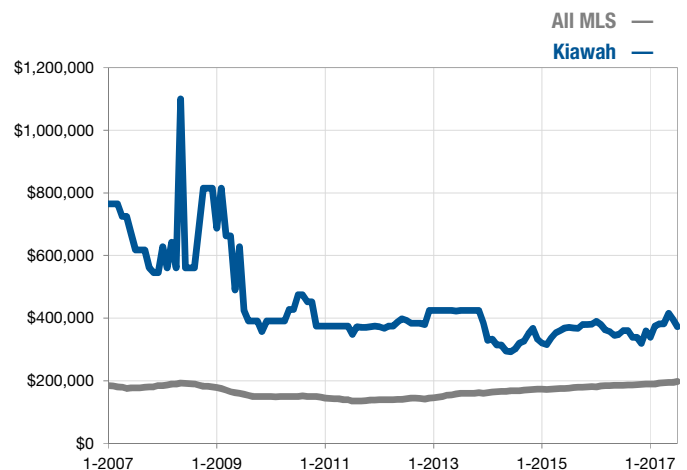
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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Lower Mount Pleasant

Area 42

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	110	92	- 16.4%	757	785	+ 3.7%
Closed Sales	79	92	+ 16.5%	527	535	+ 1.5%
Median Sales Price*	\$494,000	\$544,950	+ 10.3%	\$489,000	\$515,000	+ 5.3%
Average Sales Price*	\$616,403	\$632,336	+ 2.6%	\$602,957	\$642,785	+ 6.6%
Percent of Original List Price Received*	95.5%	95.5%	0.0%	95.1%	95.4%	+ 0.3%
Days on Market Until Sale	59	40	- 32.2%	59	55	- 6.8%
Inventory of Homes for Sale	272	251	- 7.7%	--	--	--

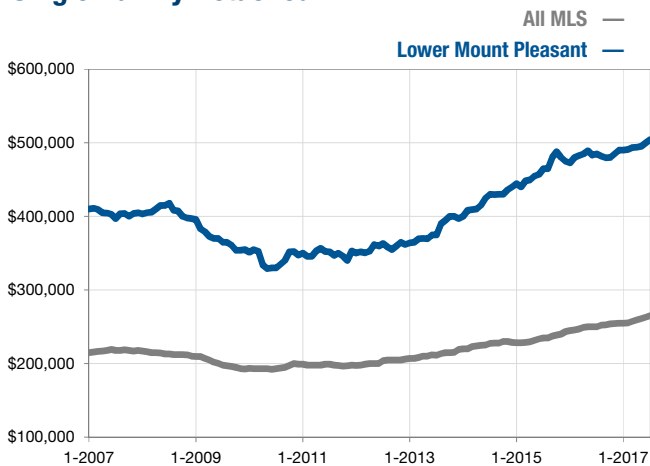
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	36	32	- 11.1%	317	308	- 2.8%
Closed Sales	32	50	+ 56.3%	214	290	+ 35.5%
Median Sales Price*	\$216,750	\$216,500	- 0.1%	\$225,450	\$232,750	+ 3.2%
Average Sales Price*	\$239,535	\$341,128	+ 42.4%	\$312,839	\$338,737	+ 8.3%
Percent of Original List Price Received*	95.5%	97.0%	+ 1.6%	96.7%	96.6%	- 0.1%
Days on Market Until Sale	37	36	- 2.7%	49	55	+ 12.2%
Inventory of Homes for Sale	121	70	- 42.1%	--	--	--

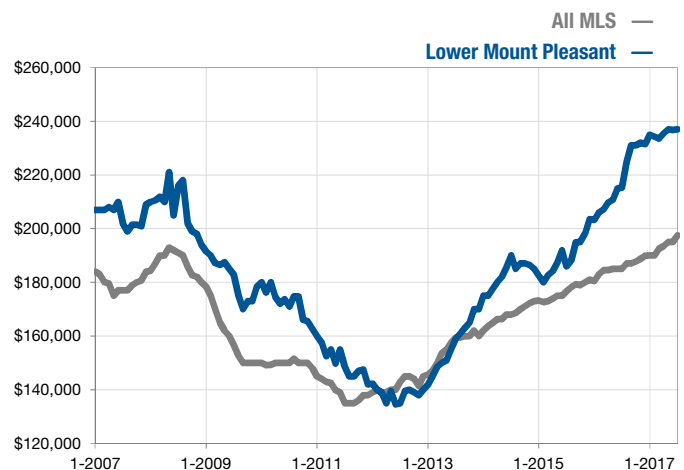
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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Rural Berkeley County

Area 75

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	19	14	- 26.3%	103	102	- 1.0%
Closed Sales	13	12	- 7.7%	57	50	- 12.3%
Median Sales Price*	\$89,000	\$190,250	+ 113.8%	\$140,000	\$155,000	+ 10.7%
Average Sales Price*	\$143,038	\$215,875	+ 50.9%	\$158,875	\$188,160	+ 18.4%
Percent of Original List Price Received*	91.8%	93.0%	+ 1.3%	89.1%	92.5%	+ 3.8%
Days on Market Until Sale	56	166	+ 196.4%	88	110	+ 25.0%
Inventory of Homes for Sale	58	50	- 13.8%	--	--	--

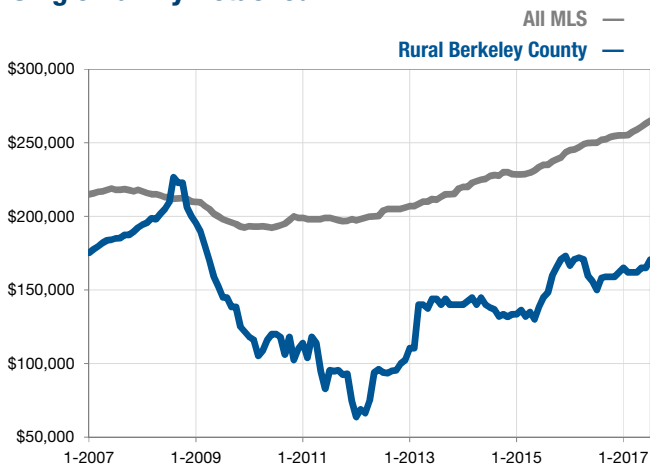
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
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	0	0	--	--	--	--

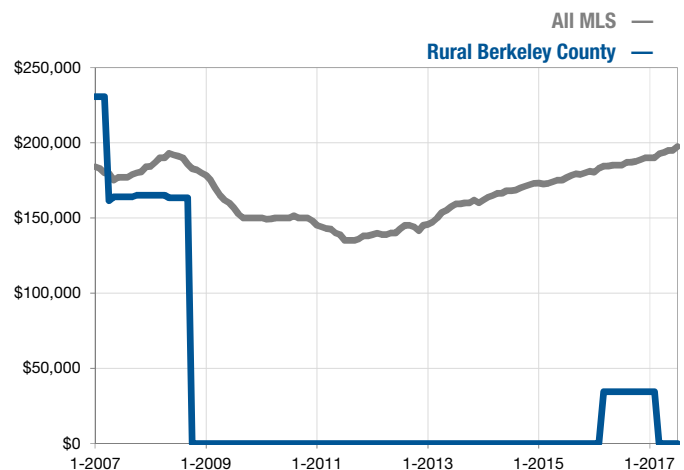
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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Seabrook Island

Area 30

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	9	12	+ 33.3%	95	115	+ 21.1%
Closed Sales	8	7	- 12.5%	50	65	+ 30.0%
Median Sales Price*	\$561,000	\$485,000	- 13.5%	\$562,000	\$640,000	+ 13.9%
Average Sales Price*	\$615,875	\$619,000	+ 0.5%	\$711,168	\$814,638	+ 14.5%
Percent of Original List Price Received*	91.3%	95.7%	+ 4.8%	88.4%	92.2%	+ 4.3%
Days on Market Until Sale	157	37	- 76.4%	217	146	- 32.7%
Inventory of Homes for Sale	96	96	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	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	10	8	- 20.0%	79	108	+ 36.7%
Closed Sales	5	9	+ 80.0%	33	51	+ 54.5%
Median Sales Price*	\$245,000	\$229,000	- 6.5%	\$217,000	\$245,000	+ 12.9%
Average Sales Price*	\$250,300	\$356,722	+ 42.5%	\$243,122	\$316,861	+ 30.3%
Percent of Original List Price Received*	89.8%	92.1%	+ 2.6%	90.5%	92.1%	+ 1.8%
Days on Market Until Sale	295	104	- 64.7%	160	122	- 23.8%
Inventory of Homes for Sale	86	93	+ 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.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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St. George / Rural Dorchester County

Area 64

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	11	5	- 54.5%	47	50	+ 6.4%
Closed Sales	3	5	+ 66.7%	28	31	+ 10.7%
Median Sales Price*	\$104,900	\$157,955	+ 50.6%	\$137,000	\$149,999	+ 9.5%
Average Sales Price*	\$150,300	\$142,091	- 5.5%	\$160,732	\$178,907	+ 11.3%
Percent of Original List Price Received*	95.8%	94.9%	- 0.9%	90.6%	87.8%	- 3.1%
Days on Market Until Sale	145	108	- 25.5%	100	149	+ 49.0%
Inventory of Homes for Sale	40	30	- 25.0%	--	--	--

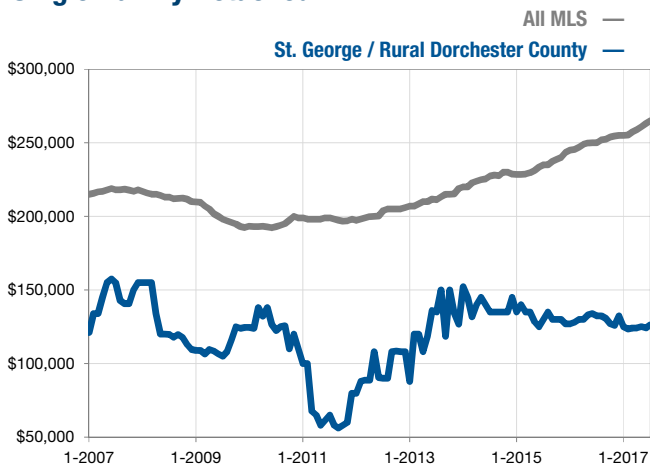
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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

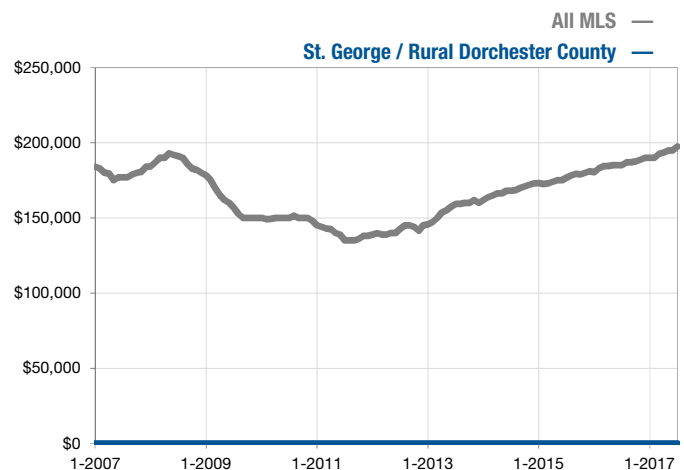
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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Sullivan's Island

Area 43

Single-Family Detached

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	5	6	+ 20.0%	60	57	- 5.0%
Closed Sales	6	2	- 66.7%	34	32	- 5.9%
Median Sales Price*	\$1,016,250	\$3,052,500	+ 200.4%	\$1,450,000	\$1,921,250	+ 32.5%
Average Sales Price*	\$1,267,808	\$3,052,500	+ 140.8%	\$1,516,496	\$2,176,781	+ 43.5%
Percent of Original List Price Received*	84.6%	94.6%	+ 11.8%	87.9%	90.2%	+ 2.6%
Days on Market Until Sale	53	49	- 7.5%	129	109	- 15.5%
Inventory of Homes for Sale	39	31	- 20.5%	--	--	--

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

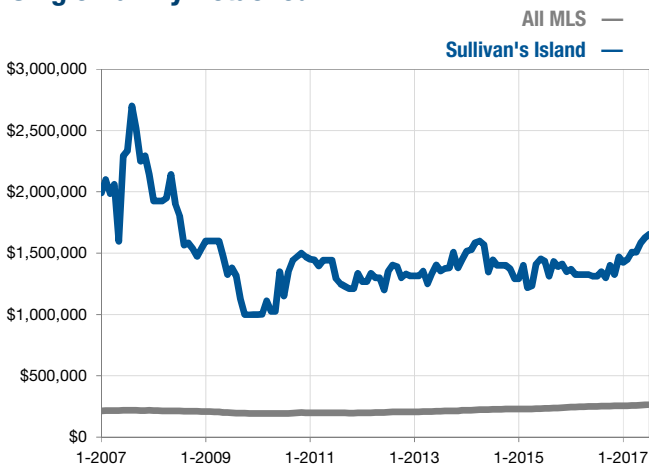
Townhouse-Condo Attached

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	0	0	--	2	2	0.0%
Closed Sales	0	0	--	4	3	- 25.0%
Median Sales Price*	\$0	\$0	--	\$525,000	\$512,500	- 2.4%
Average Sales Price*	\$0	\$0	--	\$495,000	\$475,500	- 3.9%
Percent of Original List Price Received*	0.0%	0.0%	--	97.1%	90.4%	- 6.9%
Days on Market Until Sale	0	0	--	107	216	+ 101.9%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--

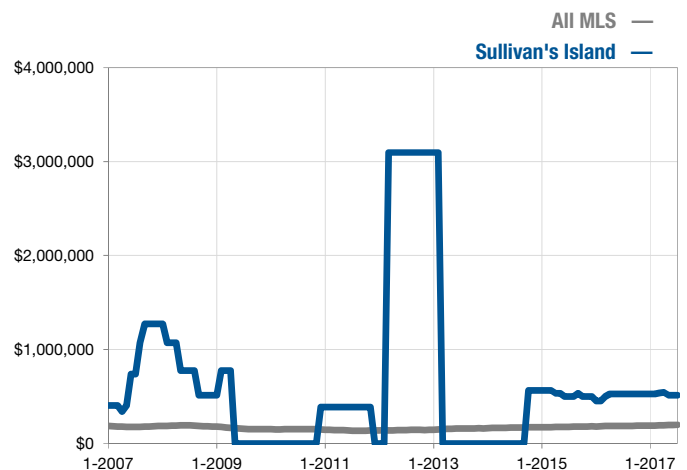
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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Upper Charleston Peninsula

Area 52

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	22	31	+ 40.9%	146	135	- 7.5%
Closed Sales	15	15	0.0%	94	96	+ 2.1%
Median Sales Price*	\$445,000	\$453,000	+ 1.8%	\$402,000	\$448,000	+ 11.4%
Average Sales Price*	\$485,367	\$524,145	+ 8.0%	\$421,825	\$475,517	+ 12.7%
Percent of Original List Price Received*	93.6%	96.8%	+ 3.4%	94.4%	94.6%	+ 0.2%
Days on Market Until Sale	19	44	+ 131.6%	44	59	+ 34.1%
Inventory of Homes for Sale	51	41	- 19.6%	--	--	--

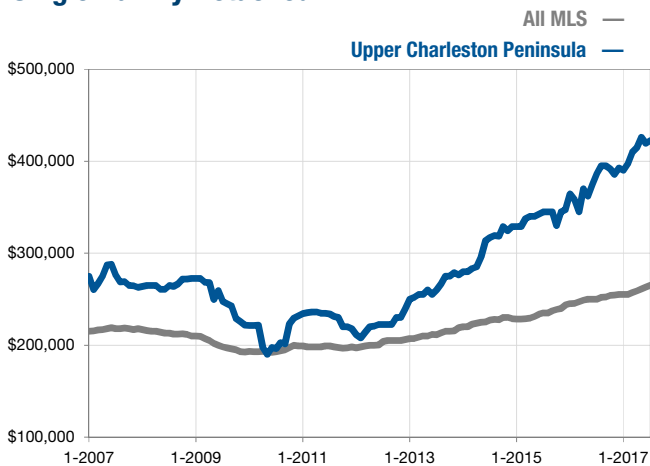
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	1	3	+ 200.0%	30	32	+ 6.7%
Closed Sales	3	2	- 33.3%	19	16	- 15.8%
Median Sales Price*	\$315,000	\$433,000	+ 37.5%	\$265,000	\$314,750	+ 18.8%
Average Sales Price*	\$353,067	\$433,000	+ 22.6%	\$335,084	\$335,931	+ 0.3%
Percent of Original List Price Received*	96.2%	92.6%	- 3.7%	99.1%	94.9%	- 4.2%
Days on Market Until Sale	39	157	+ 302.6%	52	71	+ 36.5%
Inventory of Homes for Sale	10	10	0.0%	--	--	--

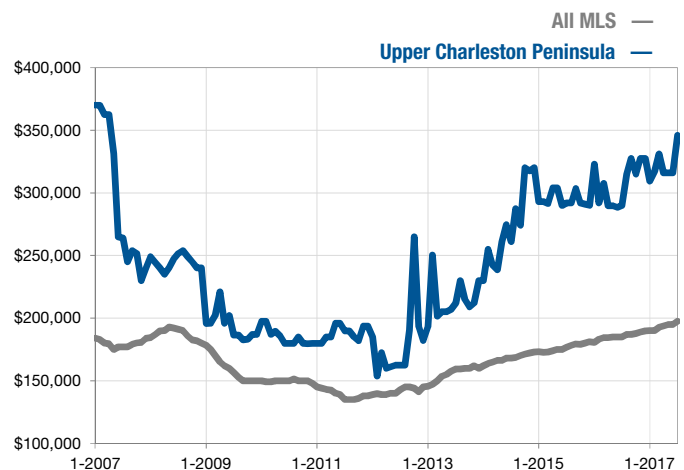
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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Upper Mount Pleasant

Area 41

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	153	138	- 9.8%	1,053	1,032	- 2.0%
Closed Sales	138	83	- 39.9%	718	645	- 10.2%
Median Sales Price*	\$470,083	\$480,000	+ 2.1%	\$466,212	\$473,990	+ 1.7%
Average Sales Price*	\$526,171	\$509,684	- 3.1%	\$509,157	\$517,621	+ 1.7%
Percent of Original List Price Received*	98.9%	96.9%	- 2.0%	98.0%	97.0%	- 1.0%
Days on Market Until Sale	82	71	- 13.4%	68	77	+ 13.2%
Inventory of Homes for Sale	512	443	- 13.5%	--	--	--

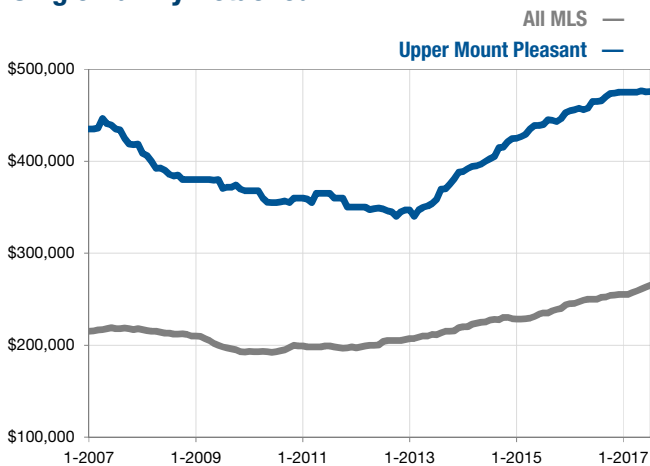
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	36	31	- 13.9%	294	293	- 0.3%
Closed Sales	41	46	+ 12.2%	241	217	- 10.0%
Median Sales Price*	\$305,000	\$316,000	+ 3.6%	\$245,000	\$305,800	+ 24.8%
Average Sales Price*	\$295,982	\$296,620	+ 0.2%	\$266,576	\$298,174	+ 11.9%
Percent of Original List Price Received*	99.4%	97.9%	- 1.5%	98.1%	97.4%	- 0.7%
Days on Market Until Sale	35	40	+ 14.3%	44	46	+ 4.5%
Inventory of Homes for Sale	79	72	- 8.9%	--	--	--

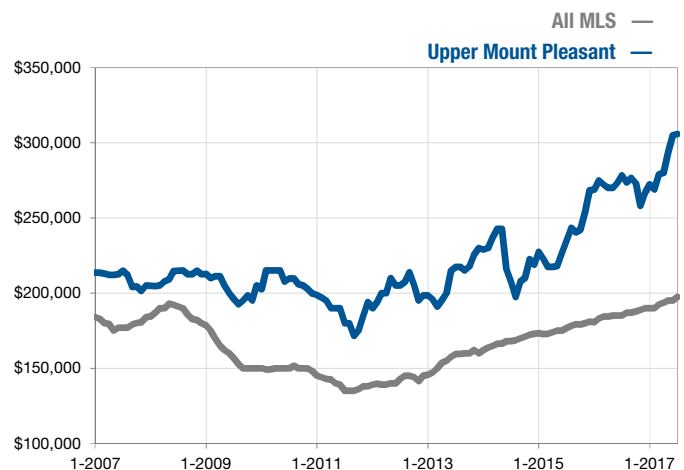
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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Wando / Cainhoy Area

Area 78

Single-Family Detached

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	23	20	- 13.0%	165	181	+ 9.7%
Closed Sales	20	16	- 20.0%	116	103	- 11.2%
Median Sales Price*	\$338,450	\$392,500	+ 16.0%	\$350,000	\$330,000	- 5.7%
Average Sales Price*	\$453,426	\$392,737	- 13.4%	\$438,876	\$389,149	- 11.3%
Percent of Original List Price Received*	93.7%	101.2%	+ 8.0%	95.8%	97.2%	+ 1.5%
Days on Market Until Sale	43	21	- 51.2%	55	46	- 16.4%
Inventory of Homes for Sale	67	90	+ 34.3%	--	--	--

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

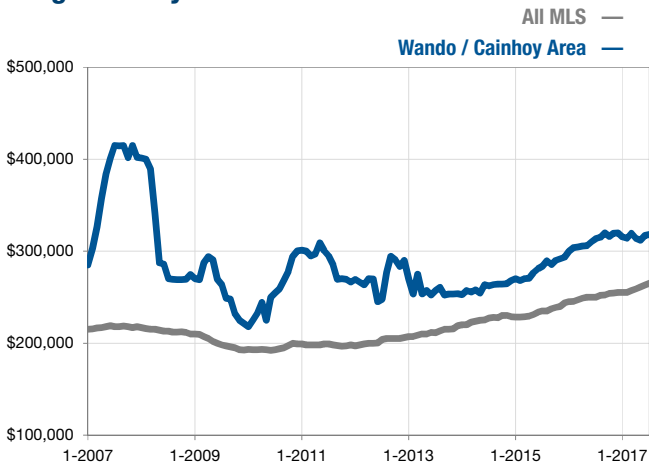
Townhouse-Condo Attached

Key Metrics	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	6	9	+ 50.0%	46	61	+ 32.6%
Closed Sales	4	10	+ 150.0%	37	39	+ 5.4%
Median Sales Price*	\$157,100	\$168,450	+ 7.2%	\$165,000	\$177,500	+ 7.6%
Average Sales Price*	\$149,525	\$173,420	+ 16.0%	\$170,211	\$184,828	+ 8.6%
Percent of Original List Price Received*	96.7%	97.7%	+ 1.0%	97.9%	97.4%	- 0.5%
Days on Market Until Sale	21	20	- 4.8%	24	33	+ 37.5%
Inventory of Homes for Sale	12	9	- 25.0%	--	--	--

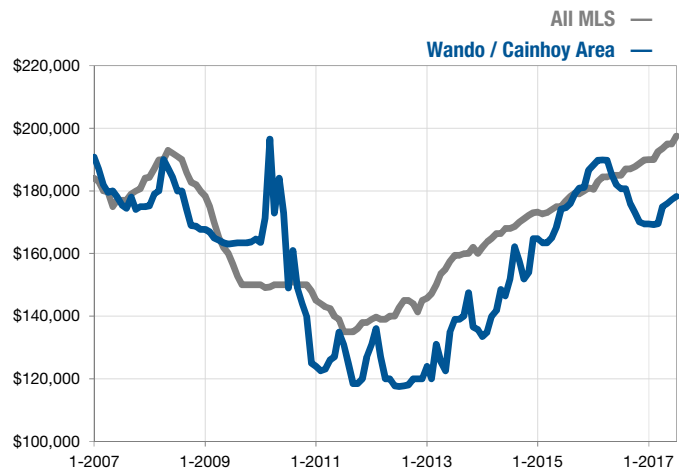
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – July 2017

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West Ashley Area

Areas 11 & 12

Single-Family Detached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	136	146	+ 7.4%	1,132	1,098	- 3.0%
Closed Sales	139	141	+ 1.4%	860	847	- 1.5%
Median Sales Price*	\$300,000	\$290,000	- 3.3%	\$275,000	\$292,000	+ 6.2%
Average Sales Price*	\$302,974	\$303,281	+ 0.1%	\$290,795	\$316,066	+ 8.7%
Percent of Original List Price Received*	96.6%	97.3%	+ 0.7%	96.7%	96.8%	+ 0.1%
Days on Market Until Sale	44	25	- 43.2%	38	33	- 13.2%
Inventory of Homes for Sale	308	259	- 15.9%	--	--	--

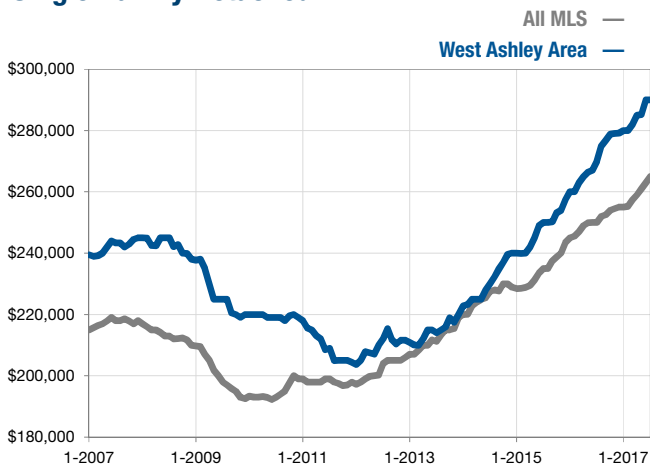
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	July			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	56	52	- 7.1%	342	344	+ 0.6%
Closed Sales	44	56	+ 27.3%	228	306	+ 34.2%
Median Sales Price*	\$176,750	\$186,700	+ 5.6%	\$173,000	\$180,000	+ 4.0%
Average Sales Price*	\$169,580	\$182,995	+ 7.9%	\$178,854	\$180,756	+ 1.1%
Percent of Original List Price Received*	96.8%	98.6%	+ 1.9%	96.9%	97.7%	+ 0.8%
Days on Market Until Sale	50	17	- 66.0%	49	37	- 24.5%
Inventory of Homes for Sale	93	55	- 40.9%	--	--	--

* 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

