

Monthly Indicators



August 2017

August tends to mark the waning of housing activity ahead of the school year. Not all buyers and sellers have children, but there are enough parents that do not want to uproot their children during the school year to historically create a natural market cool down before any actual temperature change. Competition is expected to remain fierce for available listings. Savvy sellers and buyers know that deals can be made well into the school months, as household formations take on many shapes and sizes.

New Listings were down 3.5 percent to 2,023. Pending Sales increased 8.5 percent to 1,689. Inventory shrank 17.0 percent to 5,278 units.

Prices moved higher as Median Sales Price was up 1.2 percent to \$244,507. Days on Market decreased 5.6 percent to 51 days. Months Supply of Inventory was down 22.7 percent to 3.4 months, indicating that demand increased relative to supply.

The prevailing trends lasted through summer. This was expected, since there have not been any major changes in the economy that would affect housing. Factors such as wage growth, unemployment and mortgage rates have all been stable. Every locality has its unique challenges, but the whole of residential real estate is in good shape. Recent manufacturing data is showing demand for housing construction materials and supplies, which may help lift the ongoing low inventory situation in 2018.

Quick Facts

- 3.3%

+ 1.2%

- 22.7%

One-Year Change in
Closed Sales

One-Year Change in
Median Sales Price

One-Year Change in
Months Supply

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

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Market Overview

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



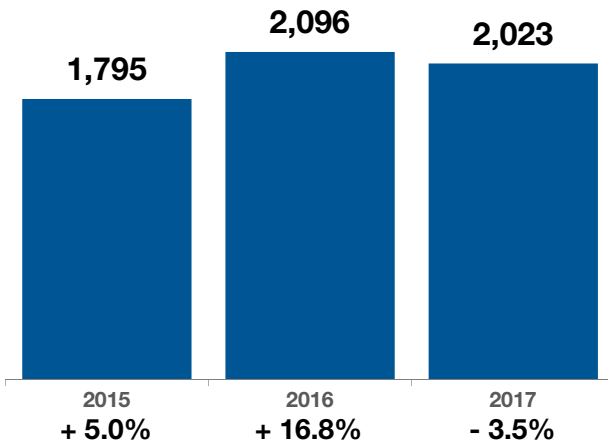
Key Metrics	Historical Sparkbars	08-2016	08-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		2,096	2,023	- 3.5%	16,862	17,487	+ 3.7%
Pending Sales		1,556	1,689	+ 8.5%	12,781	13,605	+ 6.4%
Closed Sales		1,751	1,693	- 3.3%	12,121	12,699	+ 4.8%
Days on Market		54	51	- 5.6%	60	56	- 6.7%
Median Sales Price		\$241,500	\$244,507	+ 1.2%	\$239,500	\$250,000	+ 4.4%
Average Sales Price		\$324,016	\$328,326	+ 1.3%	\$319,674	\$340,866	+ 6.6%
Pct. of Orig. Price Received		96.9%	96.5%	- 0.4%	96.5%	96.5%	0.0%
Housing Affordability Index		126	115	- 8.7%	127	113	- 11.0%
Inventory of Homes for Sale		6,357	5,278	- 17.0%	--	--	--
Months Supply of Inventory		4.4	3.4	- 22.7%	--	--	--

New Listings

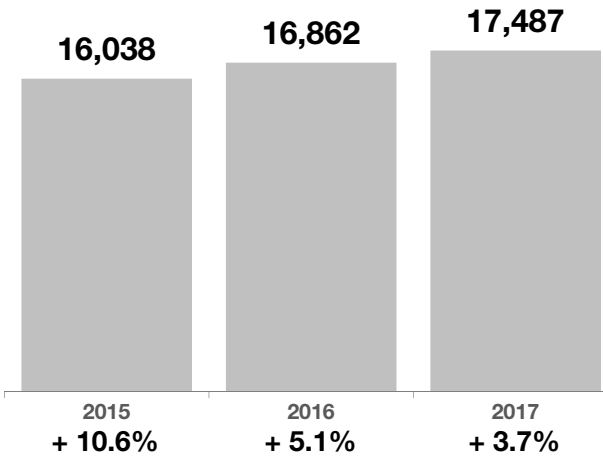
A count of the properties that have been newly listed on the market in a given month.



August

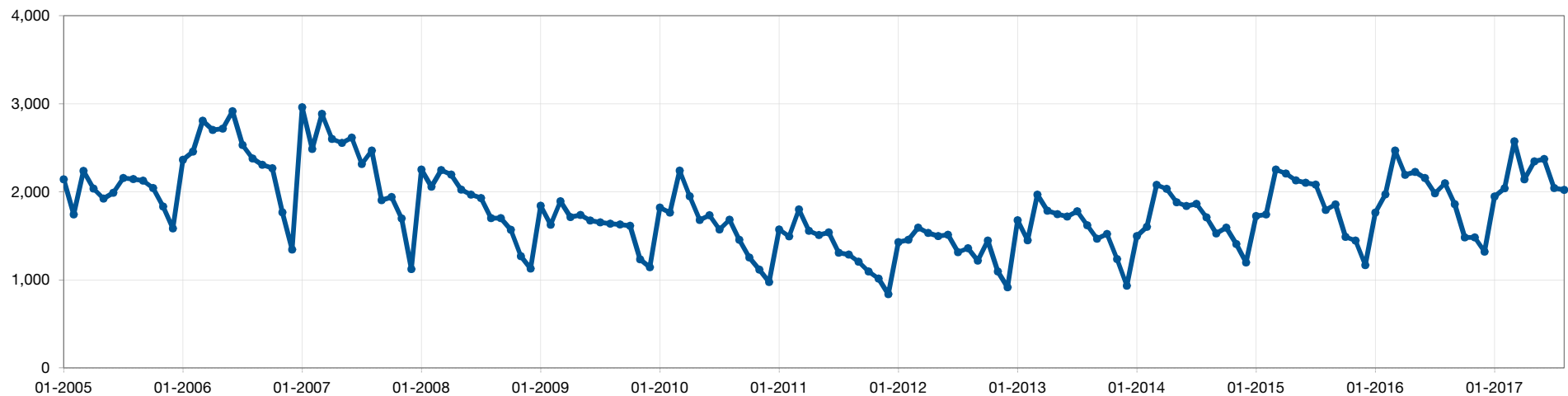


Year to Date



	New Listings	Prior Year	Percent Change
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	2,142	2,194	-2.4%
May 2017	2,345	2,227	+5.3%
June 2017	2,373	2,157	+10.0%
July 2017	2,044	1,982	+3.1%
August 2017	2,023	2,096	-3.5%
12-Month Avg	1,969	1,902	+3.6%

Historical New Listings by Month

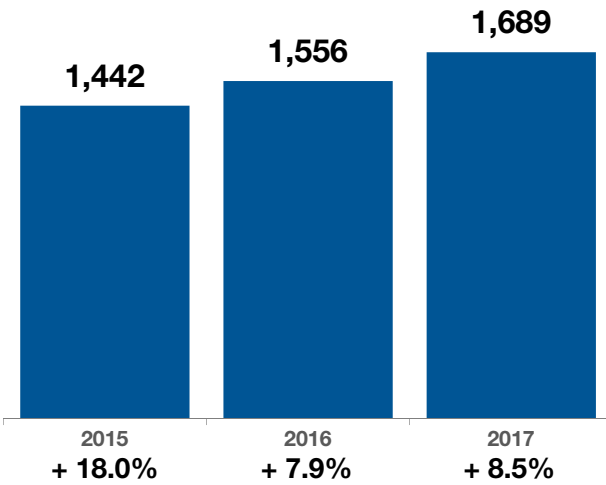


Pending Sales

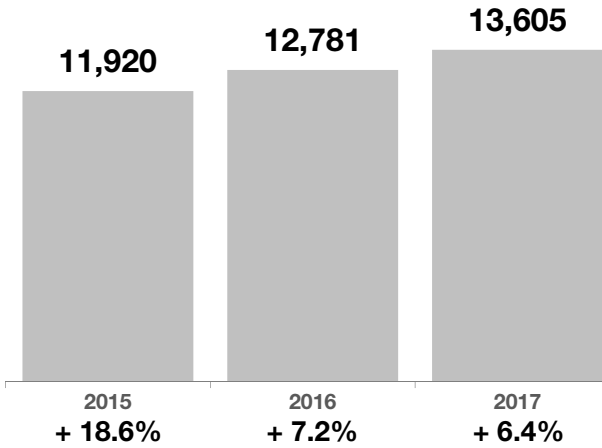
A count of the properties on which offers have been accepted in a given month.



August



Year to Date



	Pending Sales	Prior Year	Percent Change
September 2016	1,398	1,289	+8.5%
October 2016	1,171	1,221	-4.1%
November 2016	1,230	1,149	+7.0%
December 2016	1,192	1,056	+12.9%
January 2017	1,533	1,245	+23.1%
February 2017	1,550	1,512	+2.5%
March 2017	1,840	1,825	+0.8%
April 2017	1,714	1,741	-1.6%
May 2017	1,850	1,728	+7.1%
June 2017	1,786	1,642	+8.8%
July 2017	1,643	1,532	+7.2%
August 2017	1,689	1,556	+8.5%
12-Month Avg	1,550	1,458	+6.3%

Historical Pending Sales by Month

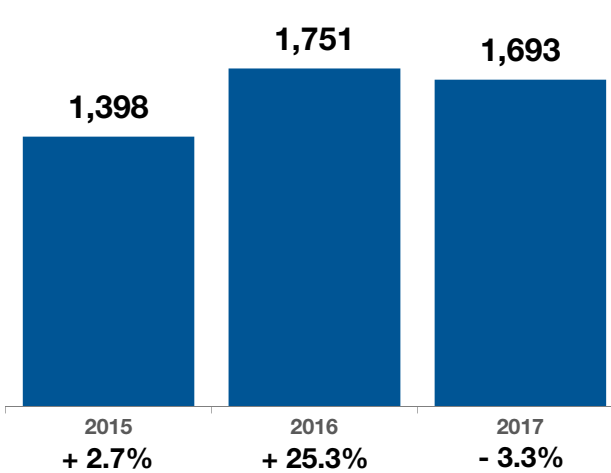


Closed Sales

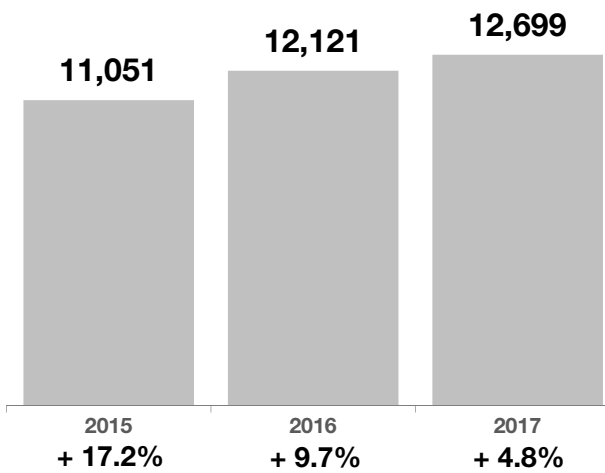
A count of the actual sales that closed in a given month.



August

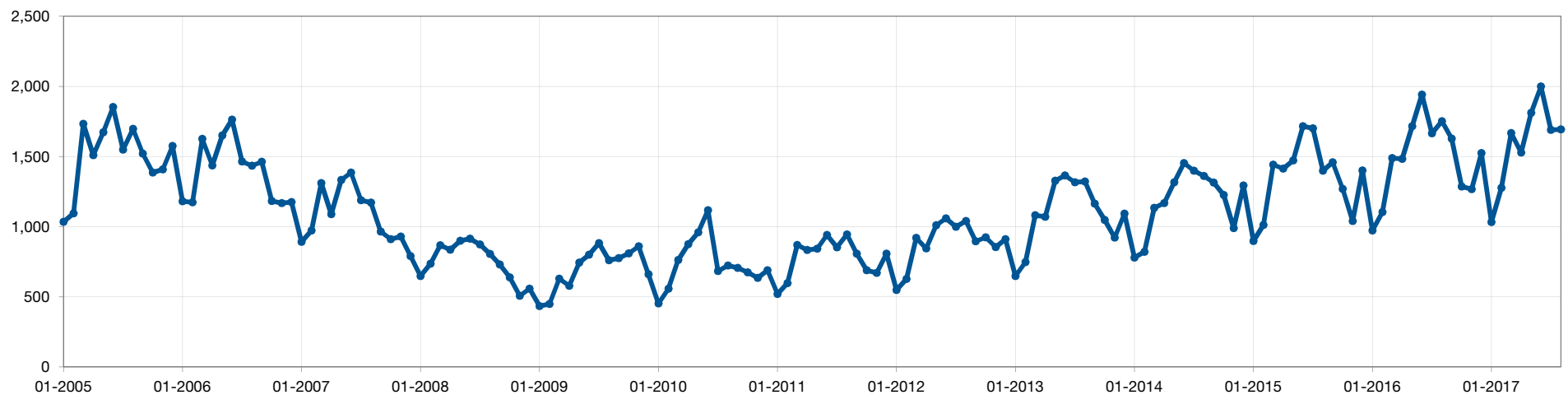


Year to Date



	Closed Sales	Prior Year	Percent Change
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	1,524	1,400	+8.9%
January 2017	1,033	972	+6.3%
February 2017	1,276	1,105	+15.5%
March 2017	1,668	1,488	+12.1%
April 2017	1,528	1,483	+3.0%
May 2017	1,812	1,716	+5.6%
June 2017	2,000	1,941	+3.0%
July 2017	1,689	1,665	+1.4%
August 2017	1,693	1,751	-3.3%
12-Month Avg	1,534	1,441	+6.4%

Historical Closed Sales by Month

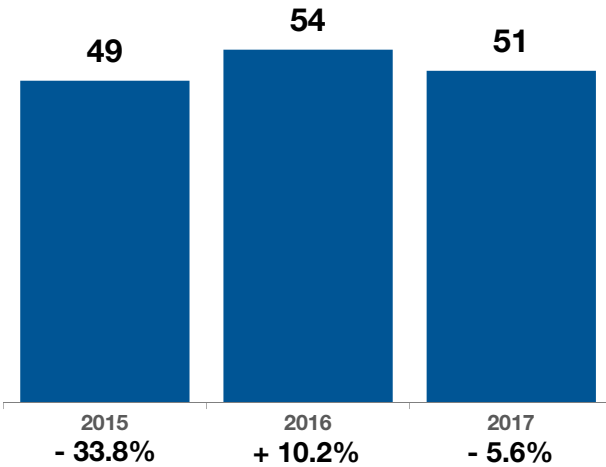


Days on Market Until Sale

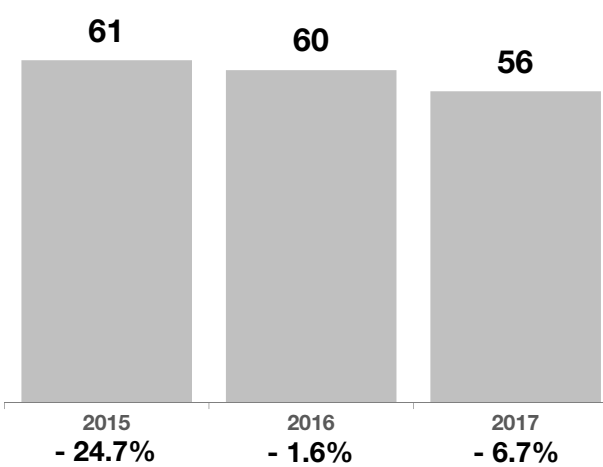
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



Year to Date



	Days on Market	Prior Year	Percent Change
September 2016	54	55	-1.8%
October 2016	53	55	-3.6%
November 2016	50	61	-18.0%
December 2016	58	62	-6.5%
January 2017	65	66	-1.5%
February 2017	69	71	-2.8%
March 2017	62	65	-4.6%
April 2017	55	65	-15.4%
May 2017	54	57	-5.3%
June 2017	49	54	-9.3%
July 2017	51	53	-3.8%
August 2017	51	54	-5.6%
12-Month Avg*	55	59	-6.8%

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

Historical Days on Market Until Sale by Month

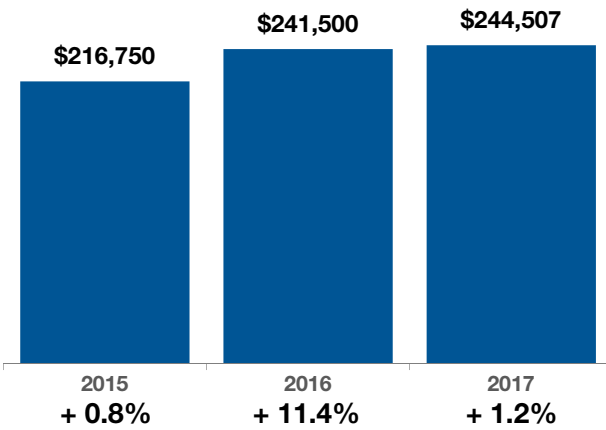


Median Sales Price

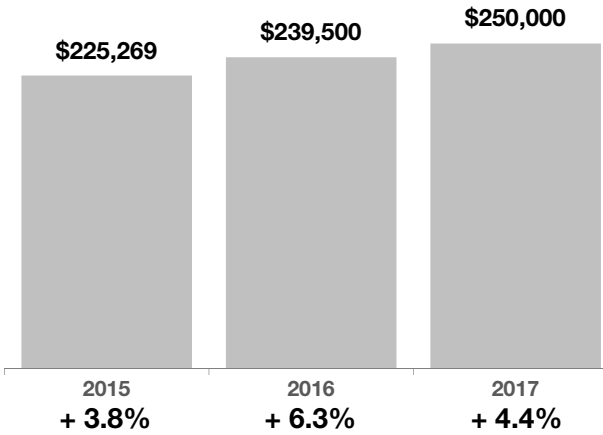
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



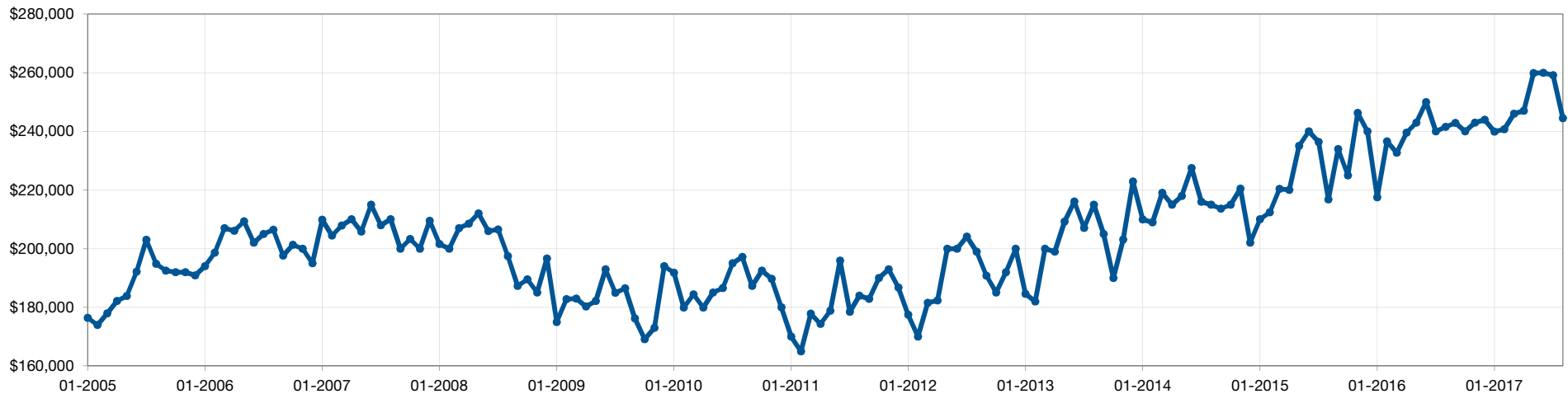
Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$243,950	\$240,000	+1.6%
January 2017	\$239,900	\$217,500	+10.3%
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	\$259,181	\$240,000	+8.0%
August 2017	\$244,507	\$241,500	+1.2%
12-Month Med*	\$248,000	\$238,500	+4.0%

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

Historical Median Sales Price by Month

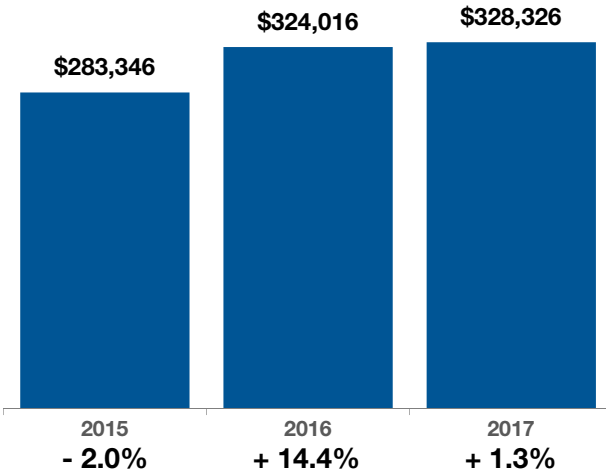


Average Sales Price

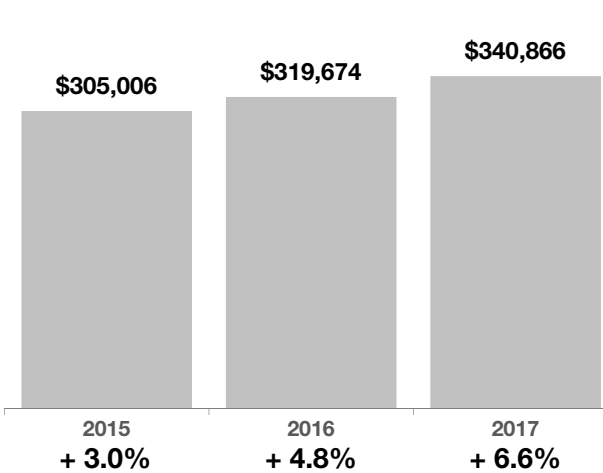
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



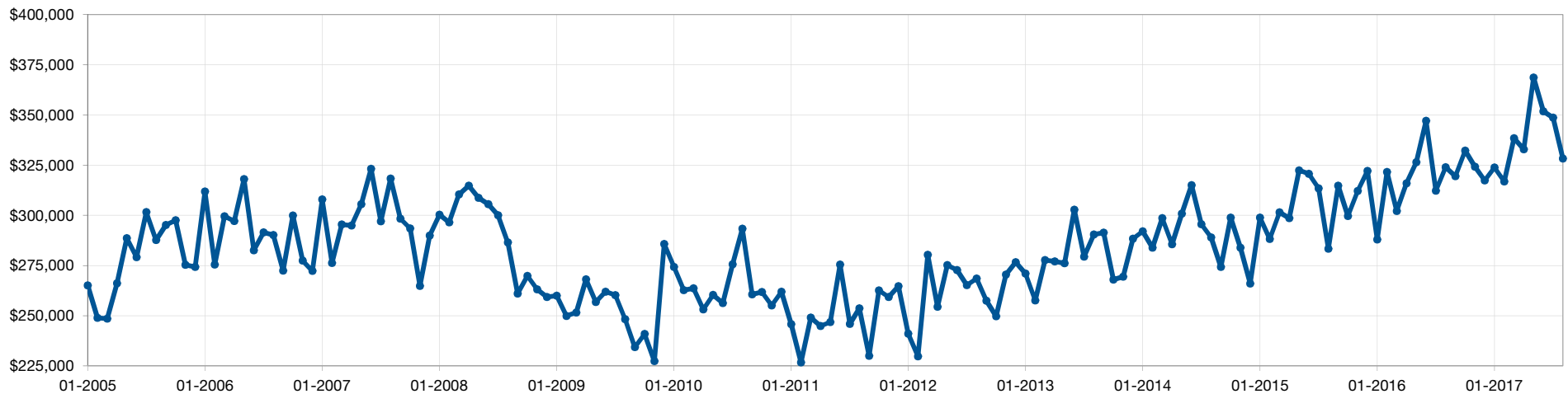
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$317,366	\$322,123	-1.5%
January 2017	\$323,869	\$287,971	+12.5%
February 2017	\$316,831	\$321,666	-1.5%
March 2017	\$338,461	\$302,135	+12.0%
April 2017	\$332,855	\$315,931	+5.4%
May 2017	\$368,635	\$326,458	+12.9%
June 2017	\$351,861	\$347,098	+1.4%
July 2017	\$348,712	\$312,341	+11.6%
August 2017	\$328,326	\$324,016	+1.3%
12-Month Avg*	\$333,586	\$315,525	+5.7%

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

Historical Average Sales Price by Month

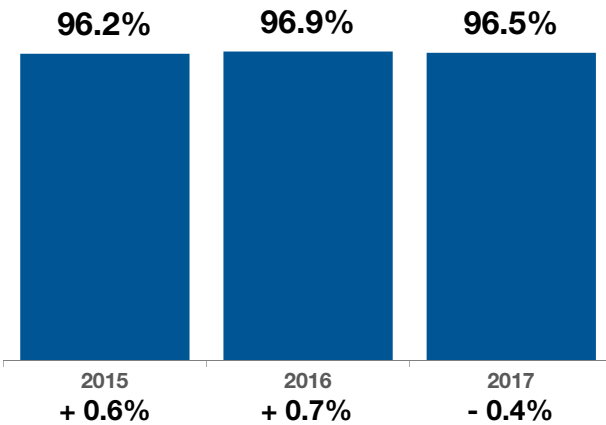


Percent of Original List Price Received

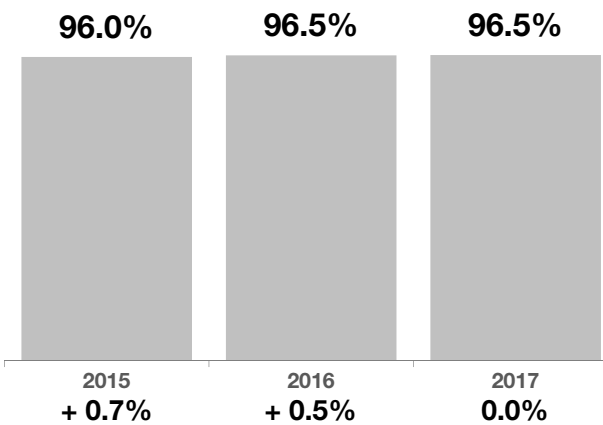
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August



Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
August 2017	96.5%	96.9%	-0.4%
12-Month Avg*	96.5%	96.3%	+0.2%

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

Historical Percent of Original List Price Received by Month

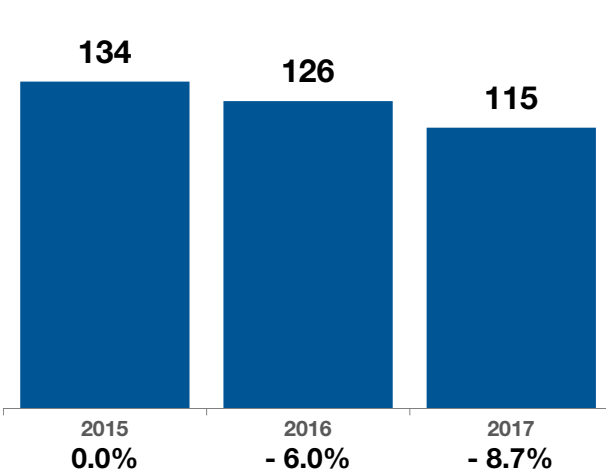


Housing Affordability Index

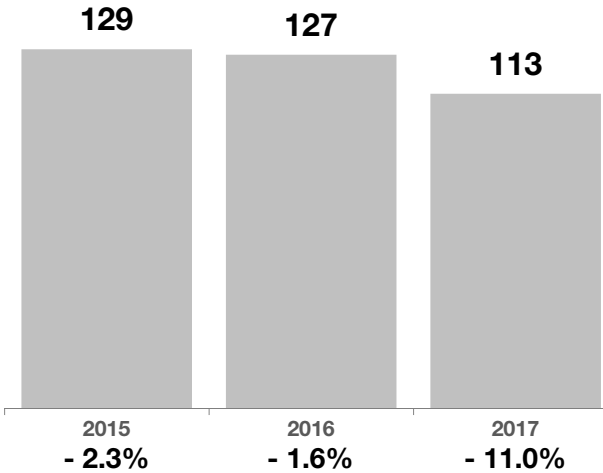
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



August



Year to Date



	Affordability Index	Prior Year	Percent Change
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%
August 2017	115	126	-8.7%
12-Month Avg	116	125	-7.6%

Historical Housing Affordability Index by Month

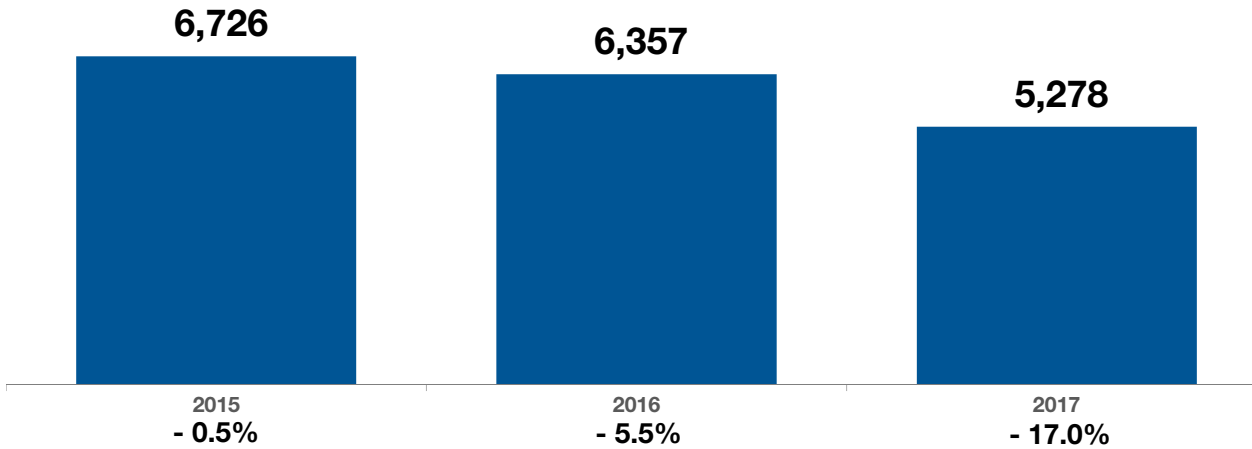


Inventory of Homes for Sale

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



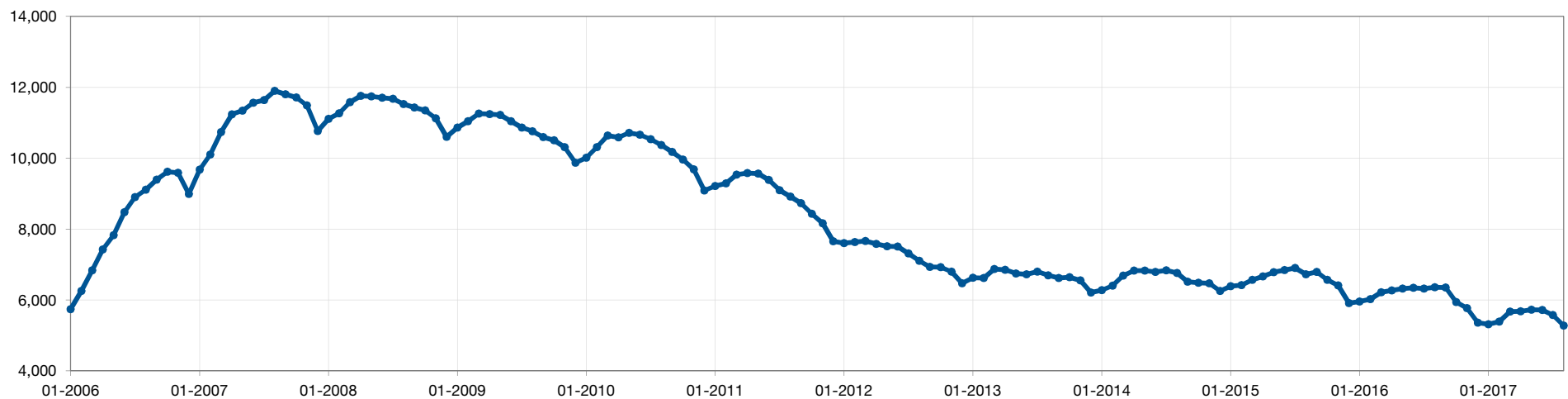
August



	Homes for Sale	Prior Year	Percent Change
September 2016	6,355	6,795	-6.5%
October 2016	5,942	6,570	-9.6%
November 2016	5,771	6,412	-10.0%
December 2016	5,364	5,910	-9.2%
January 2017	5,313	5,959	-10.8%
February 2017	5,389	6,025	-10.6%
March 2017	5,672	6,217	-8.8%
April 2017	5,678	6,268	-9.4%
May 2017	5,723	6,322	-9.5%
June 2017	5,717	6,344	-9.9%
July 2017	5,574	6,325	-11.9%
August 2017	5,278	6,357	-17.0%
12-Month Avg*	5,648	6,341	-10.9%

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

Historical Inventory of Homes for Sale by Month

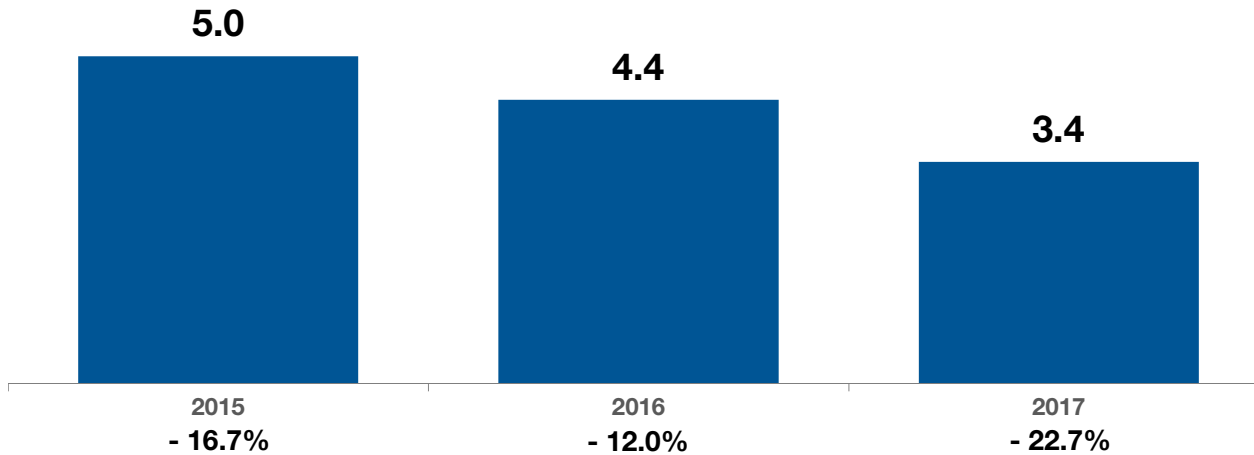


Months Supply of Inventory

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.



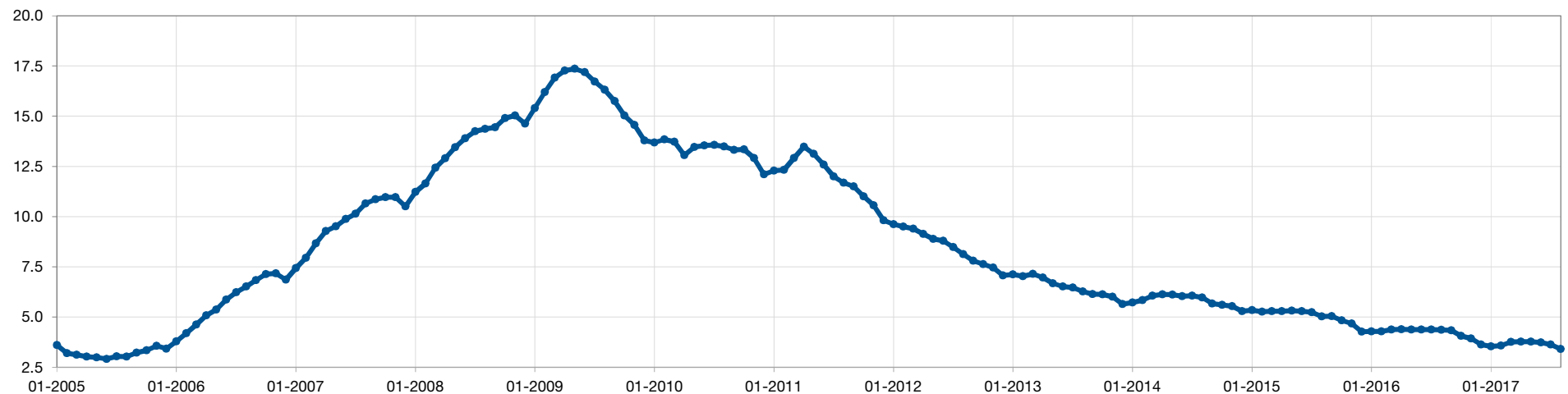
August



Months Supply		Prior Year	Percent Change
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	3.8	4.4	-13.6%
April 2017	3.8	4.4	-13.6%
May 2017	3.8	4.4	-13.6%
June 2017	3.7	4.4	-15.9%
July 2017	3.6	4.4	-18.2%
August 2017	3.4	4.4	-22.7%
12-Month Avg*	3.8	4.5	-15.6%

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



August 2017

Although new construction has yet to come to the rescue of low inventory, there are signs that demand for construction materials is high and that previous measurements of low construction activity have been weighed down by the public sector not private, residential building. For the 12-month period spanning September 2016 through August 2017, Pending Sales in the Charleston Trident Region were up 6.3 percent overall. The price range with the largest gain in sales was the \$300,001 and Above range, where they increased 13.5 percent.

The overall Median Sales Price were up 4.0 percent to \$248,000. The property type with the largest price gain was the Condos segment, where prices increased 6.4 percent to \$199,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 37 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 17.0 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 15.1 percent. That amounts to 3.5 months supply for Single-Family homes and 3.0 months supply for Condos.

Quick Facts

+ 13.5%

+ 12.2%

+ 15.7%

Price Range With the Strongest Sales:

\$300,001 and Above

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

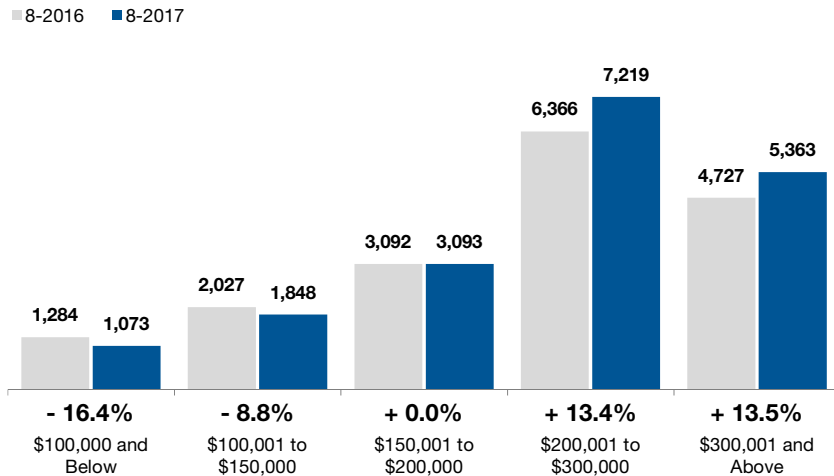


Pending Sales

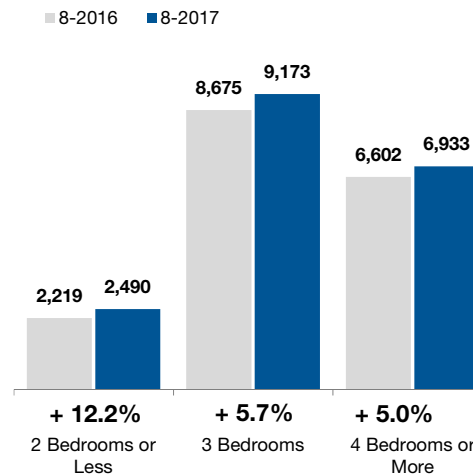
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



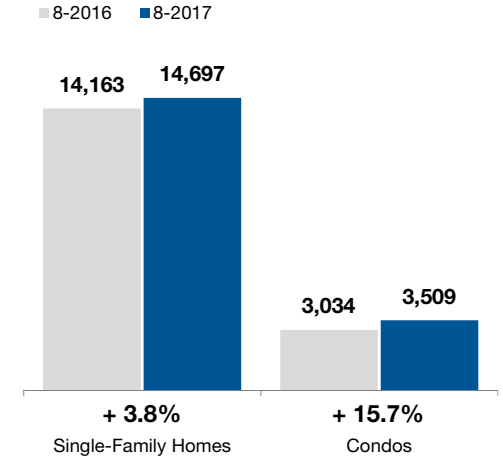
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	8-2016	8-2017	Change
\$100,000 and Below	1,284	1,073	- 16.4%
\$100,001 to \$150,000	2,027	1,848	- 8.8%
\$150,001 to \$200,000	3,092	3,093	+ 0.0%
\$200,001 to \$300,000	6,366	7,219	+ 13.4%
\$300,001 and Above	4,727	5,363	+ 13.5%
All Price Ranges	17,496	18,596	+ 6.3%

Single-Family Homes

8-2016	8-2017	Change
819	601	- 26.6%
1,214	1,015	- 16.4%
2,382	2,284	- 4.1%
5,615	6,140	+ 9.3%
4,133	4,657	+ 12.7%
14,163	14,697	+ 3.8%

Condos

8-2016	8-2017	Change
285	251	- 11.9%
737	732	- 0.7%
684	767	+ 12.1%
739	1,056	+ 42.9%
589	703	+ 19.4%
3,034	3,509	+ 15.7%

By Bedroom Count

By Bedroom Count	8-2016	8-2017	Change
2 Bedrooms or Less	2,219	2,490	+ 12.2%
3 Bedrooms	8,675	9,173	+ 5.7%
4 Bedrooms or More	6,602	6,933	+ 5.0%
All Bedroom Counts	17,496	18,596	+ 6.3%

8-2016	8-2017	Change	8-2016	8-2017	Change
570	696	+ 22.1%	1,569	1,717	+ 9.4%
7,219	7,401	+ 2.5%	1,304	1,549	+ 18.8%
6,374	6,600	+ 3.5%	161	243	+ 50.9%
14,163	14,697	+ 3.8%	3,034	3,509	+ 15.7%

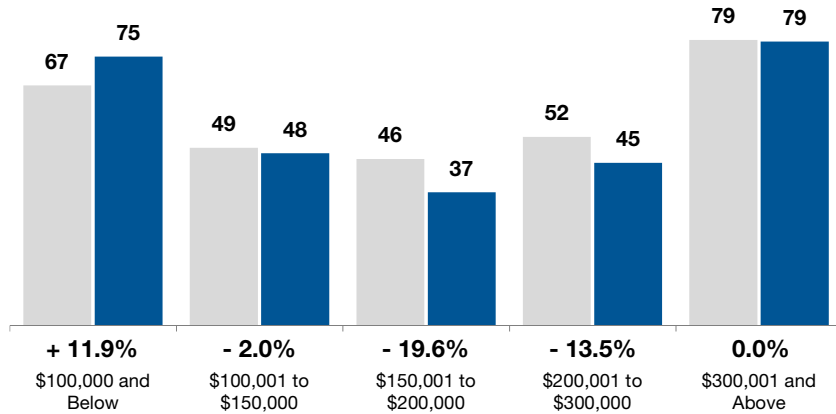
Days on Market Until Sale

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



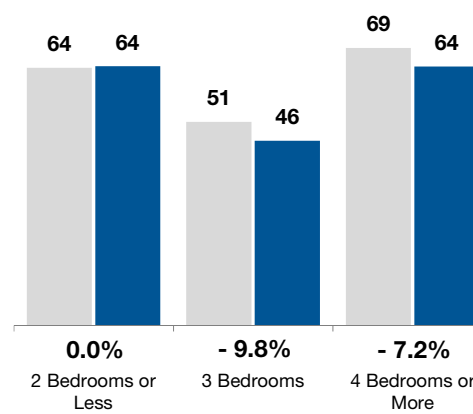
By Price Range

8-2016 8-2017



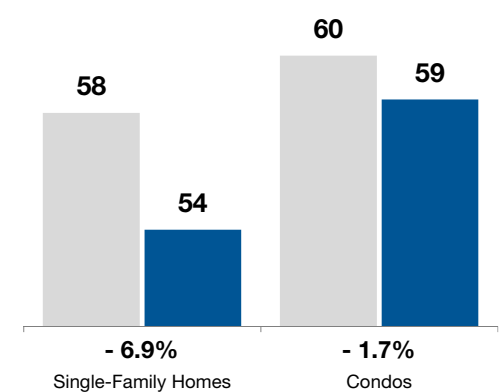
By Bedroom Count

8-2016 8-2017



By Property Type

8-2016 8-2017



All Properties

By Price Range

	8-2016	8-2017	Change
\$100,000 and Below	67	75	+ 11.9%
\$100,001 to \$150,000	49	48	- 2.0%
\$150,001 to \$200,000	46	37	- 19.6%
\$200,001 to \$300,000	52	45	- 13.5%
\$300,001 and Above	79	79	0.0%
All Price Ranges	59	55	- 6.8%

Single-Family Homes

	8-2016	8-2017	Change
Single-Family Homes	58	54	- 6.9%

Condos

	8-2016	8-2017	Change
Condos	60	59	- 1.7%

By Bedroom Count

	8-2016	8-2017	Change
2 Bedrooms or Less	64	64	0.0%
3 Bedrooms	51	46	- 9.8%
4 Bedrooms or More	69	64	- 7.2%
All Bedroom Counts	59	55	- 6.8%

	8-2016	8-2017	Change
Single-Family Homes	58	54	- 6.9%

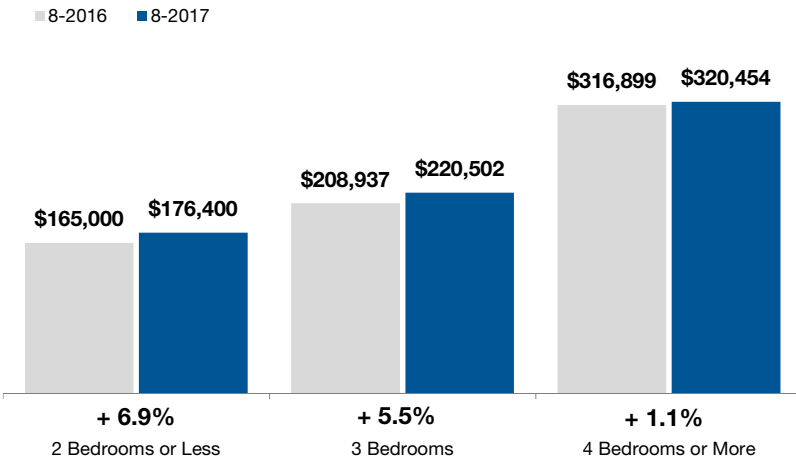
	8-2016	8-2017	Change
Condos	60	59	- 1.7%

Median Sales Price

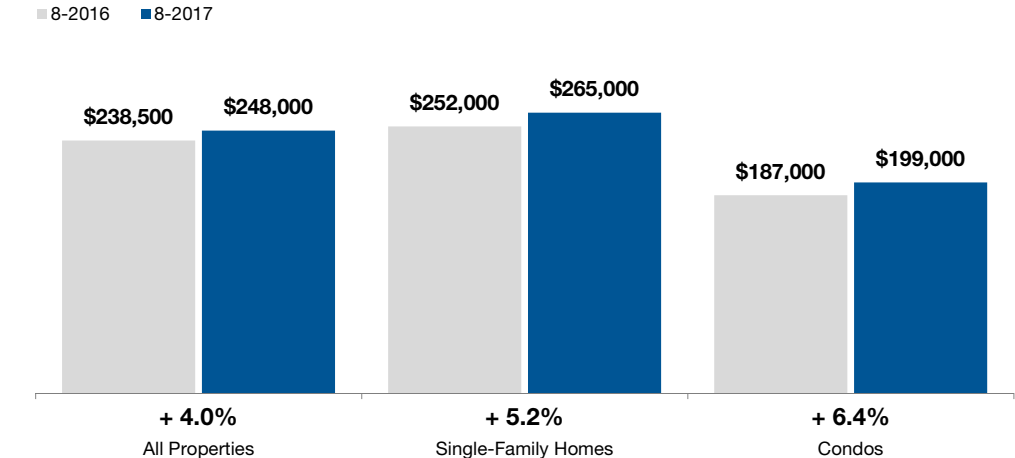
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



By Bedroom Count



By Property Type



All Properties

By Bedroom Count	8-2016	8-2017	Change
2 Bedrooms or Less	\$165,000	\$176,400	+ 6.9%
3 Bedrooms	\$208,937	\$220,502	+ 5.5%
4 Bedrooms or More	\$316,899	\$320,454	+ 1.1%
All Bedroom Counts	\$238,500	\$248,000	+ 4.0%

Single-Family Homes

8-2016	8-2017	Change	8-2016	8-2017	Change
\$200,000	\$214,750	+ 7.4%	\$164,000	\$172,000	+ 4.9%
\$210,618	\$225,000	+ 6.8%	\$209,900	\$217,500	+ 3.6%
\$318,000	\$325,000	+ 2.2%	\$332,500	\$315,000	- 5.3%
\$252,000	\$265,000	+ 5.2%	\$187,000	\$199,000	+ 6.4%

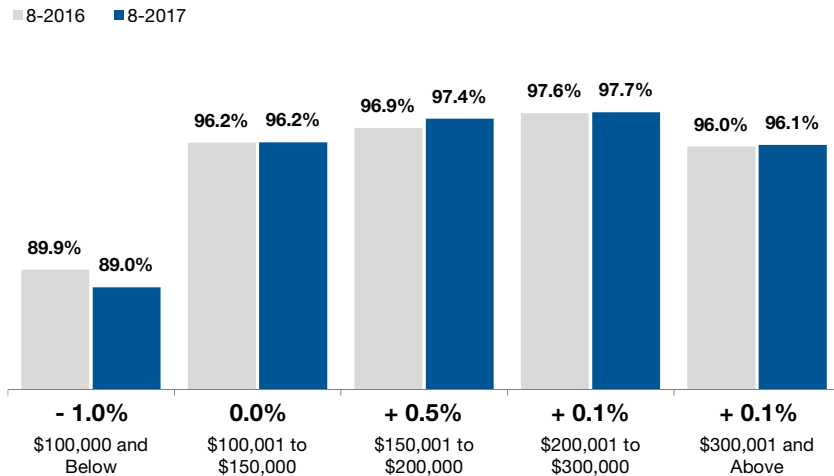
Condos

Percent of Original List Price Received

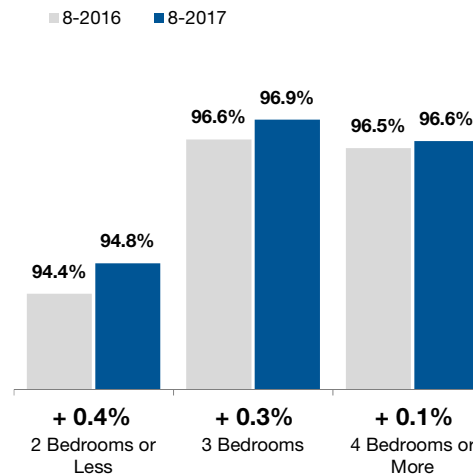
Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



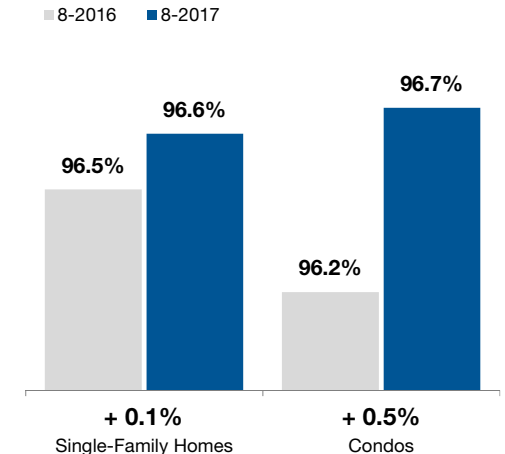
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	8-2016	8-2017	Change
\$100,000 and Below	89.9%	89.0%	- 1.0%
\$100,001 to \$150,000	96.2%	96.2%	0.0%
\$150,001 to \$200,000	96.9%	97.4%	+ 0.5%
\$200,001 to \$300,000	97.6%	97.7%	+ 0.1%
\$300,001 and Above	96.0%	96.1%	+ 0.1%
All Price Ranges	96.3%	96.5%	+ 0.2%

Single-Family Homes

8-2016	8-2017	Change
90.0%	87.6%	- 2.7%
96.1%	95.7%	- 0.4%
97.0%	97.5%	+ 0.5%
97.7%	97.7%	0.0%
96.0%	96.0%	0.0%
96.5%	96.6%	+ 0.1%

Condos

8-2016	8-2017	Change
91.8%	92.6%	+ 0.9%
96.5%	97.1%	+ 0.6%
96.8%	97.3%	+ 0.5%
97.2%	97.4%	+ 0.2%
96.0%	96.2%	+ 0.2%
96.2%	96.7%	+ 0.5%

By Bedroom Count

By Bedroom Count	8-2016	8-2017	Change
2 Bedrooms or Less	94.4%	94.8%	+ 0.4%
3 Bedrooms	96.6%	96.9%	+ 0.3%
4 Bedrooms or More	96.5%	96.6%	+ 0.1%
All Bedroom Counts	96.3%	96.5%	+ 0.2%

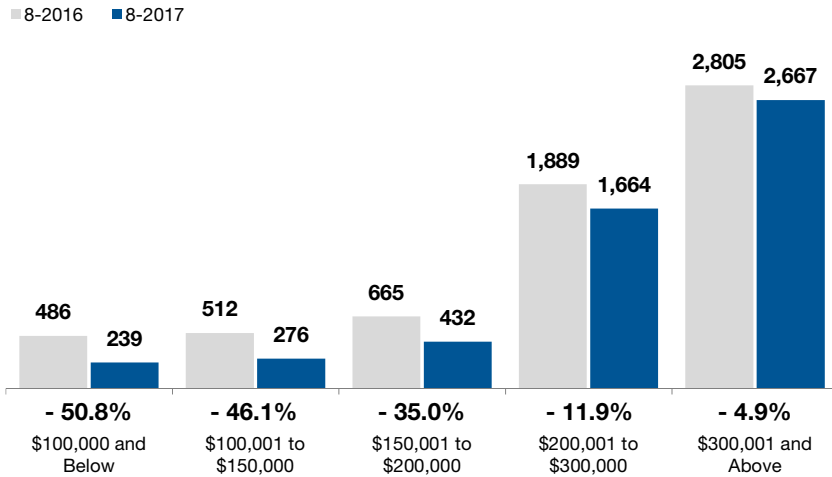
8-2016	8-2017	Change	8-2016	8-2017	Change
93.9%	93.5%	- 0.4%	95.1%	95.6%	+ 0.5%
96.6%	96.9%	+ 0.3%	97.4%	97.8%	+ 0.4%
96.5%	96.6%	+ 0.1%	96.7%	97.1%	+ 0.4%
96.5%	96.6%	+ 0.1%	96.2%	96.7%	+ 0.5%

Inventory of Homes for Sale

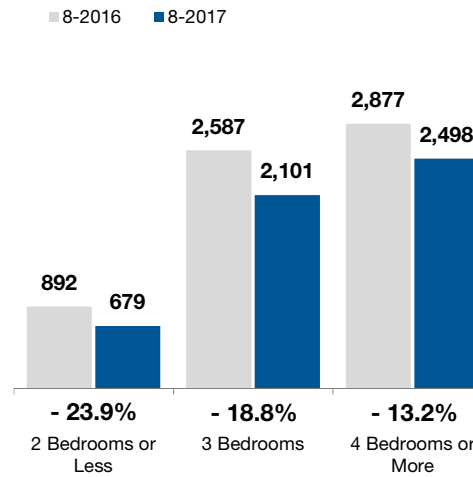
The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



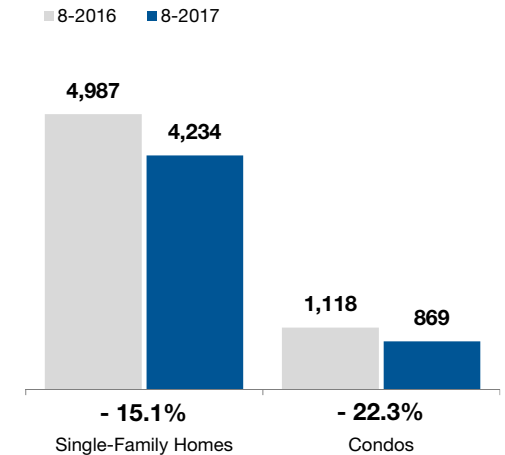
By Price Range



By Bedroom Count



By Property Type



All Properties

By Price Range	8-2016	8-2017	Change
\$100,000 and Below	486	239	- 50.8%
\$100,001 to \$150,000	512	276	- 46.1%
\$150,001 to \$200,000	665	432	- 35.0%
\$200,001 to \$300,000	1,889	1,664	- 11.9%
\$300,001 and Above	2,805	2,667	- 4.9%
All Price Ranges	6,357	5,278	- 17.0%

Single-Family Homes

8-2016	8-2017	Change
274	129	- 52.9%
264	128	- 51.5%
455	283	- 37.8%
1,611	1,408	- 12.6%
2,383	2,286	- 4.1%
4,987	4,234	- 15.1%

Condos

8-2016	8-2017	Change
74	22	- 70.3%
195	111	- 43.1%
180	115	- 36.1%
256	244	- 4.7%
413	377	- 8.7%
1,118	869	- 22.3%

By Bedroom Count

By Bedroom Count	8-2016	8-2017	Change
2 Bedrooms or Less	892	679	- 23.9%
3 Bedrooms	2,587	2,101	- 18.8%
4 Bedrooms or More	2,877	2,498	- 13.2%
All Bedroom Counts	6,357	5,278	- 17.0%

8-2016	8-2017	Change	8-2016	8-2017	Change
225	173	- 23.1%	587	446	- 24.0%
2,011	1,658	- 17.6%	449	356	- 20.7%
2,751	2,403	- 12.6%	82	67	- 18.3%
4,987	4,234	- 15.1%	1,118	869	- 22.3%

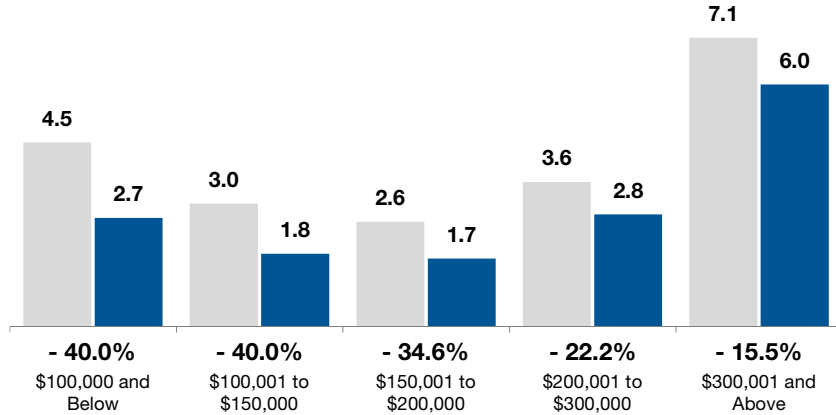
Months Supply of Inventory

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.**



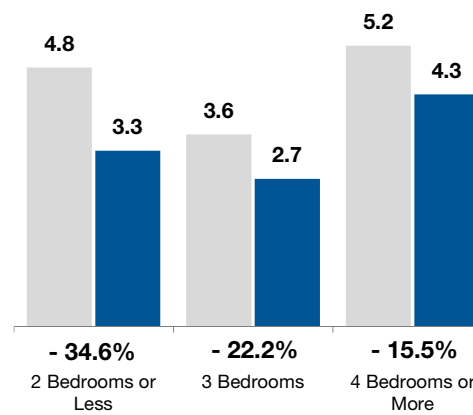
By Price Range

8-2016 8-2017



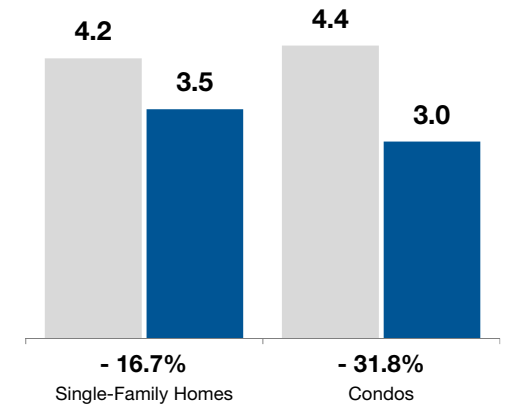
By Bedroom Count

8-2016 8-2017



By Property Type

8-2016 8-2017



All Properties

By Price Range

	8-2016	8-2017	Change
\$100,000 and Below	4.5	2.7	- 40.0%
\$100,001 to \$150,000	3.0	1.8	- 40.0%
\$150,001 to \$200,000	2.6	1.7	- 34.6%
\$200,001 to \$300,000	3.6	2.8	- 22.2%
\$300,001 and Above	7.1	6.0	- 15.5%
All Price Ranges	4.4	3.4	- 22.7%

Single-Family Homes

	8-2016	8-2017	Change
2 Bedrooms or Less	4.0	2.6	- 35.0%
3 Bedrooms	2.6	1.5	- 42.3%
4 Bedrooms or More	2.3	1.5	- 34.8%
	3.4	2.8	- 17.6%
	6.9	5.9	- 14.5%
All Single-Family Homes	4.2	3.5	- 16.7%

Condos

	8-2016	8-2017	Change
	3.1	1.1	- 64.5%
	3.2	1.8	- 43.8%
	3.2	1.8	- 43.8%
	4.2	2.8	- 33.3%
	8.4	6.4	- 23.8%
All Condos	4.4	3.0	- 31.8%

By Bedroom Count

	8-2016	8-2017	Change
2 Bedrooms or Less	4.8	3.3	- 34.6%
3 Bedrooms	3.6	2.7	- 22.2%
4 Bedrooms or More	5.2	4.3	- 15.5%
All Bedroom Counts	4.4	3.4	- 22.7%

	8-2016	8-2017	Change
2 Bedrooms or Less	4.7	3.0	- 34.8%
3 Bedrooms	3.3	2.7	- 17.6%
4 Bedrooms or More	5.2	4.4	- 14.5%
All Single-Family Homes	4.2	3.5	- 16.7%

	8-2016	8-2017	Change
	4.5	3.1	- 43.8%
	4.1	2.8	- 33.3%
	6.1	3.3	- 23.8%
All Condos	4.4	3.0	- 31.8%

Local Market Update – August 2017

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



Berkeley County

County: BER

Single-Family Detached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	431	419	- 2.8%	3,308	3,622	+ 9.5%
Closed Sales	341	373	+ 9.4%	2,570	2,727	+ 6.1%
Median Sales Price*	\$222,820	\$228,000	+ 2.3%	\$219,635	\$230,000	+ 4.7%
Average Sales Price*	\$263,514	\$278,095	+ 5.5%	\$257,944	\$273,338	+ 6.0%
Percent of Original List Price Received*	98.5%	98.1%	- 0.4%	97.7%	97.9%	+ 0.2%
Days on Market Until Sale	48	39	- 18.8%	54	43	- 20.4%
Inventory of Homes for Sale	1,027	937	- 8.8%	--	--	--

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

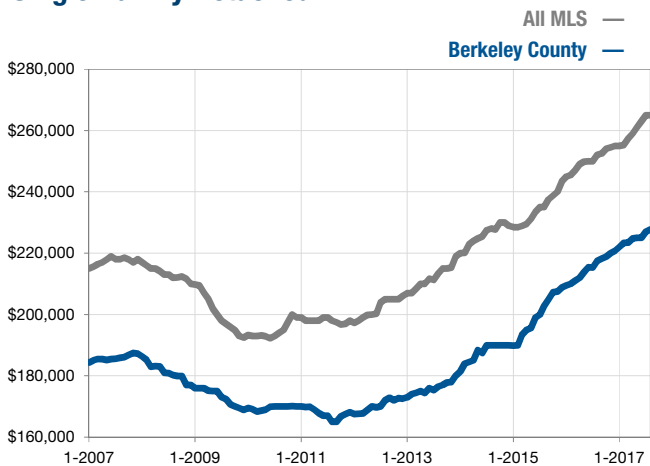
Townhouse-Condo Attached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	69	50	- 27.5%	491	587	+ 19.6%
Closed Sales	55	70	+ 27.3%	343	451	+ 31.5%
Median Sales Price*	\$143,000	\$163,500	+ 14.3%	\$144,000	\$161,500	+ 12.2%
Average Sales Price*	\$182,741	\$179,805	- 1.6%	\$187,465	\$193,234	+ 3.1%
Percent of Original List Price Received*	96.9%	96.7%	- 0.2%	97.0%	97.5%	+ 0.5%
Days on Market Until Sale	45	45	0.0%	46	52	+ 13.0%
Inventory of Homes for Sale	172	151	- 12.2%	--	--	--

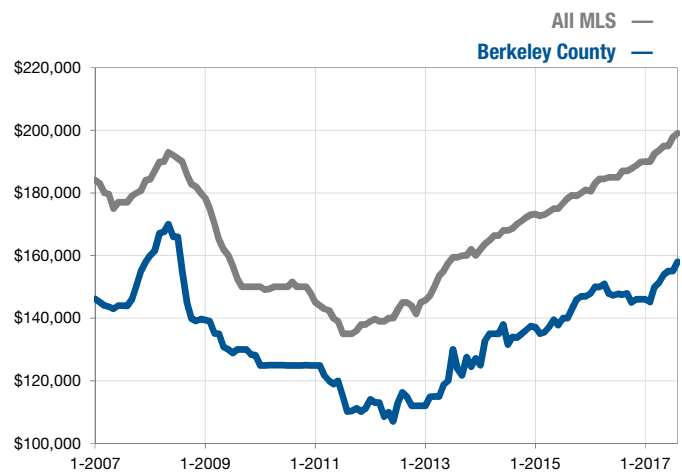
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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Charleston County

County: CHS

Single-Family Detached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	751	769	+ 2.4%	6,701	6,933	+ 3.5%
Closed Sales	652	606	- 7.1%	4,816	4,870	+ 1.1%
Median Sales Price*	\$345,250	\$340,692	- 1.3%	\$337,500	\$359,700	+ 6.6%
Average Sales Price*	\$451,442	\$470,993	+ 4.3%	\$440,933	\$481,026	+ 9.1%
Percent of Original List Price Received*	96.5%	95.8%	- 0.7%	96.2%	96.0%	- 0.2%
Days on Market Until Sale	56	54	- 3.6%	59	59	0.0%
Inventory of Homes for Sale	2,602	2,200	- 15.4%	--	--	--

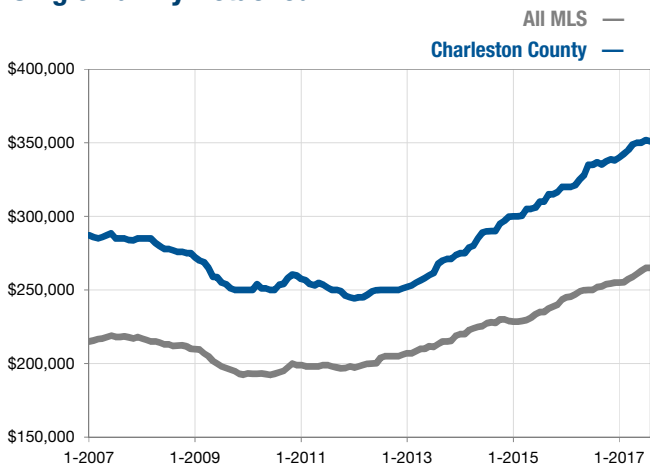
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	276	230	- 16.7%	2,137	2,142	+ 0.2%
Closed Sales	243	215	- 11.5%	1,522	1,689	+ 11.0%
Median Sales Price*	\$209,000	\$220,000	+ 5.3%	\$213,000	\$222,500	+ 4.5%
Average Sales Price*	\$314,126	\$287,387	- 8.5%	\$286,510	\$301,357	+ 5.2%
Percent of Original List Price Received*	96.3%	96.6%	+ 0.3%	96.1%	96.4%	+ 0.3%
Days on Market Until Sale	57	51	- 10.5%	61	60	- 1.6%
Inventory of Homes for Sale	819	636	- 22.3%	--	--	--

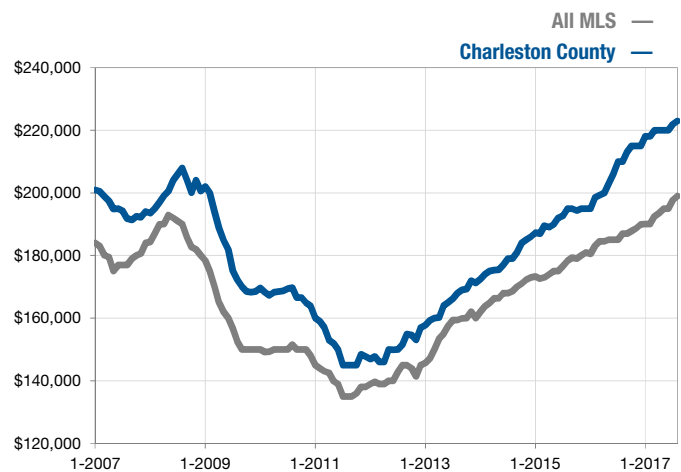
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Colleton County

Area 82

Single-Family Detached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	22	35	+ 59.1%	229	222	- 3.1%
Closed Sales	13	22	+ 69.2%	127	128	+ 0.8%
Median Sales Price*	\$142,000	\$160,000	+ 12.7%	\$132,500	\$140,000	+ 5.7%
Average Sales Price*	\$150,562	\$191,582	+ 27.2%	\$151,195	\$157,605	+ 4.2%
Percent of Original List Price Received*	95.0%	89.0%	- 6.3%	91.4%	89.0%	- 2.6%
Days on Market Until Sale	101	117	+ 15.8%	120	125	+ 4.2%
Inventory of Homes for Sale	158	138	- 12.7%	--	--	--

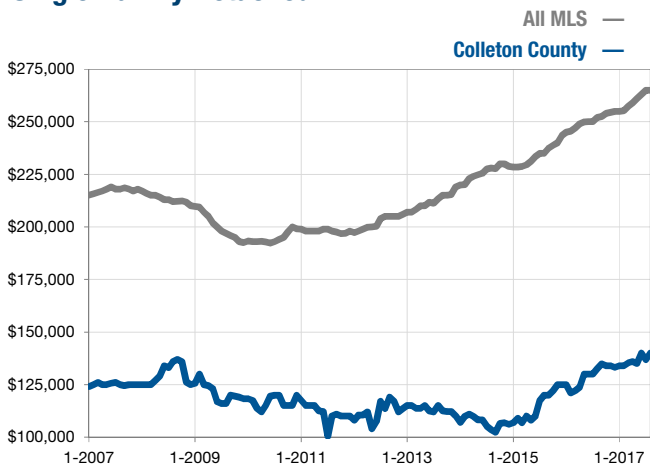
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	0	1	--	0	1	--
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	1	--	--	--	--

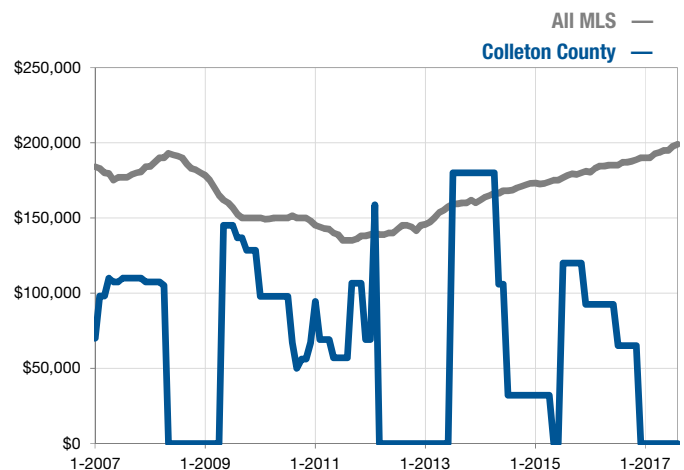
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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Daniel Island

Area 77

Single-Family Detached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	31	18	- 41.9%	208	226	+ 8.7%
Closed Sales	15	17	+ 13.3%	121	138	+ 14.0%
Median Sales Price*	\$940,000	\$775,000	- 17.6%	\$810,000	\$777,500	- 4.0%
Average Sales Price*	\$1,087,256	\$887,063	- 18.4%	\$893,277	\$916,694	+ 2.6%
Percent of Original List Price Received*	94.4%	96.0%	+ 1.7%	96.2%	96.8%	+ 0.6%
Days on Market Until Sale	93	64	- 31.2%	53	64	+ 20.8%
Inventory of Homes for Sale	83	81	- 2.4%	--	--	--

* 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.

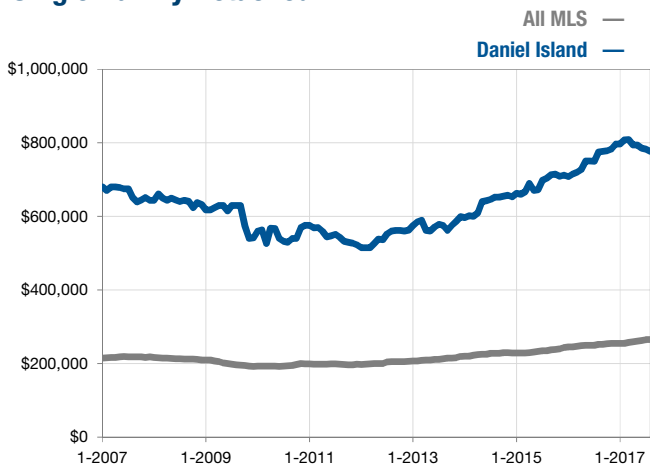
Townhouse-Condo Attached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	9	16	+ 77.8%	110	142	+ 29.1%
Closed Sales	13	13	0.0%	83	93	+ 12.0%
Median Sales Price*	\$347,500	\$259,000	- 25.5%	\$262,000	\$270,000	+ 3.1%
Average Sales Price*	\$300,115	\$279,808	- 6.8%	\$340,702	\$339,225	- 0.4%
Percent of Original List Price Received*	96.1%	94.8%	- 1.4%	96.7%	96.6%	- 0.1%
Days on Market Until Sale	99	73	- 26.3%	57	64	+ 12.3%
Inventory of Homes for Sale	43	63	+ 46.5%	--	--	--

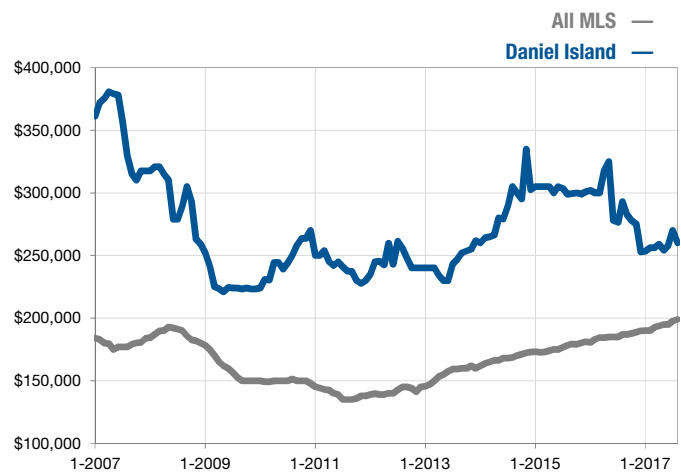
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Dorchester County

County: DOR

Single-Family Detached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	402	357	- 11.2%	2,824	2,831	+ 0.2%
Closed Sales	356	305	- 14.3%	2,023	2,064	+ 2.0%
Median Sales Price*	\$205,000	\$225,000	+ 9.8%	\$210,000	\$225,000	+ 7.1%
Average Sales Price*	\$225,522	\$239,552	+ 6.2%	\$225,006	\$240,547	+ 6.9%
Percent of Original List Price Received*	97.6%	97.7%	+ 0.1%	97.2%	97.5%	+ 0.3%
Days on Market Until Sale	46	44	- 4.3%	55	45	- 18.2%
Inventory of Homes for Sale	895	687	- 23.2%	--	--	--

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

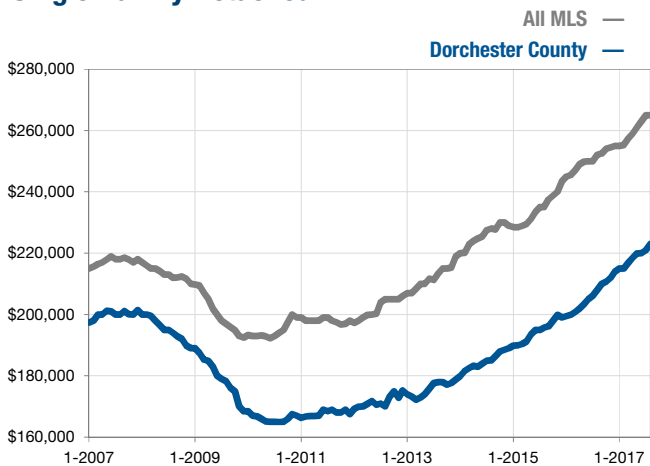
Townhouse-Condo Attached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	36	45	+ 25.0%	313	325	+ 3.8%
Closed Sales	30	31	+ 3.3%	232	264	+ 13.8%
Median Sales Price*	\$126,000	\$135,000	+ 7.1%	\$132,000	\$137,115	+ 3.9%
Average Sales Price*	\$118,018	\$135,995	+ 15.2%	\$131,616	\$142,384	+ 8.2%
Percent of Original List Price Received*	96.3%	97.8%	+ 1.6%	96.8%	98.3%	+ 1.5%
Days on Market Until Sale	58	39	- 32.8%	69	46	- 33.3%
Inventory of Homes for Sale	87	56	- 35.6%	--	--	--

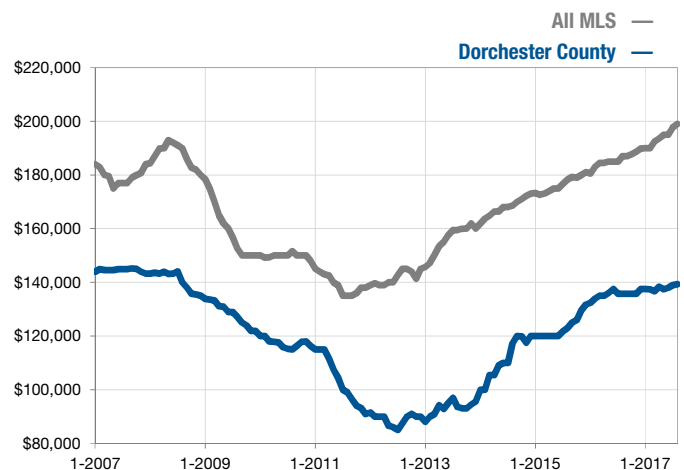
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Dorchester Road Corridor

Area 61

Single-Family Detached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	98	133	+ 35.7%	864	907	+ 5.0%
Closed Sales	103	87	- 15.5%	652	639	- 2.0%
Median Sales Price*	\$200,000	\$238,000	+ 19.0%	\$210,000	\$230,000	+ 9.5%
Average Sales Price*	\$221,674	\$245,668	+ 10.8%	\$223,403	\$244,221	+ 9.3%
Percent of Original List Price Received*	97.7%	97.8%	+ 0.1%	97.4%	97.9%	+ 0.5%
Days on Market Until Sale	42	45	+ 7.1%	51	40	- 21.6%
Inventory of Homes for Sale	245	200	- 18.4%	--	--	--

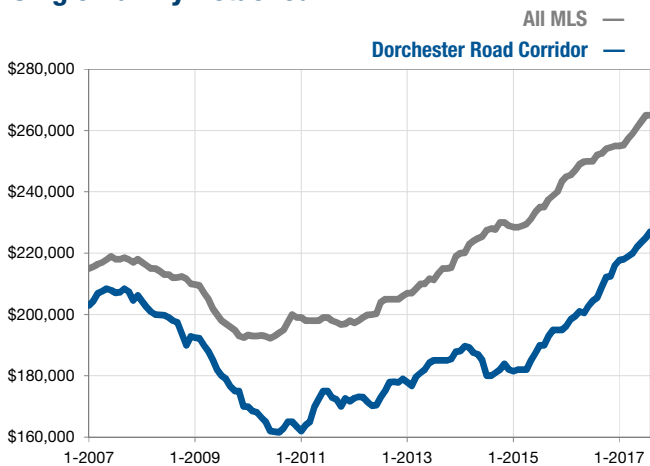
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	20	27	+ 35.0%	174	204	+ 17.2%
Closed Sales	16	15	- 6.3%	119	147	+ 23.5%
Median Sales Price*	\$127,500	\$156,000	+ 22.4%	\$142,500	\$152,890	+ 7.3%
Average Sales Price*	\$120,591	\$145,992	+ 21.1%	\$139,609	\$154,304	+ 10.5%
Percent of Original List Price Received*	98.0%	96.2%	- 1.8%	97.4%	98.7%	+ 1.3%
Days on Market Until Sale	53	36	- 32.1%	73	46	- 37.0%
Inventory of Homes for Sale	50	40	- 20.0%	--	--	--

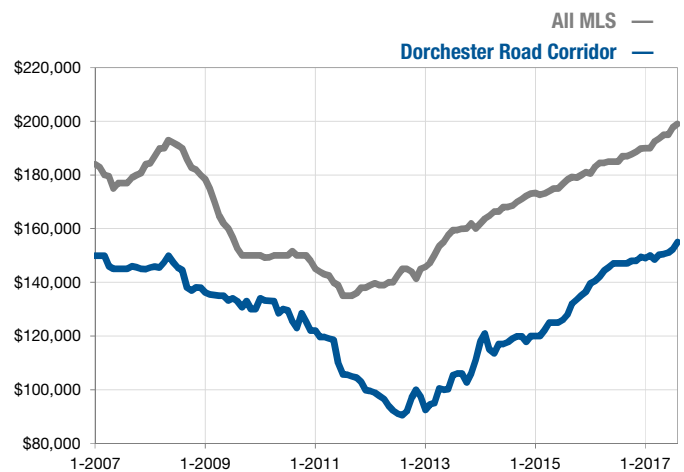
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Downtown Charleston

Area 51

Single-Family Detached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	24	17	- 29.2%	218	203	- 6.9%
Closed Sales	27	12	- 55.6%	153	169	+ 10.5%
Median Sales Price*	\$760,000	\$815,000	+ 7.2%	\$750,000	\$900,000	+ 20.0%
Average Sales Price*	\$932,068	\$1,366,458	+ 46.6%	\$1,142,894	\$1,319,858	+ 15.5%
Percent of Original List Price Received*	94.2%	88.0%	- 6.6%	93.0%	92.4%	- 0.6%
Days on Market Until Sale	88	189	+ 114.8%	86	106	+ 23.3%
Inventory of Homes for Sale	118	91	- 22.9%	--	--	--

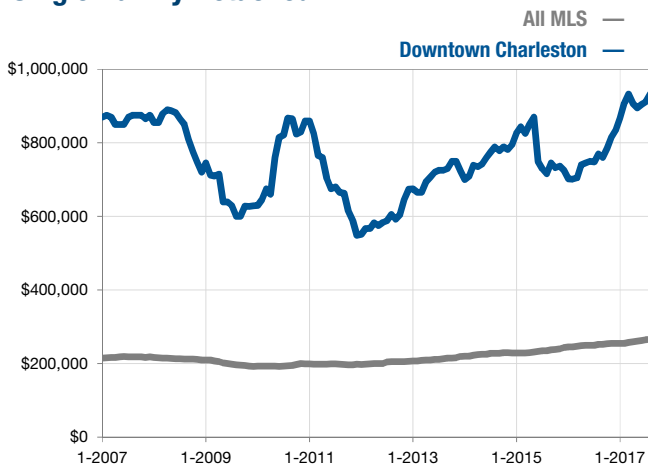
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	27	23	- 14.8%	221	223	+ 0.9%
Closed Sales	23	13	- 43.5%	152	146	- 3.9%
Median Sales Price*	\$515,000	\$585,000	+ 13.6%	\$503,750	\$550,500	+ 9.3%
Average Sales Price*	\$615,000	\$686,962	+ 11.7%	\$613,634	\$677,498	+ 10.4%
Percent of Original List Price Received*	94.7%	94.5%	- 0.2%	94.0%	93.8%	- 0.2%
Days on Market Until Sale	92	107	+ 16.3%	110	94	- 14.5%
Inventory of Homes for Sale	110	88	- 20.0%	--	--	--

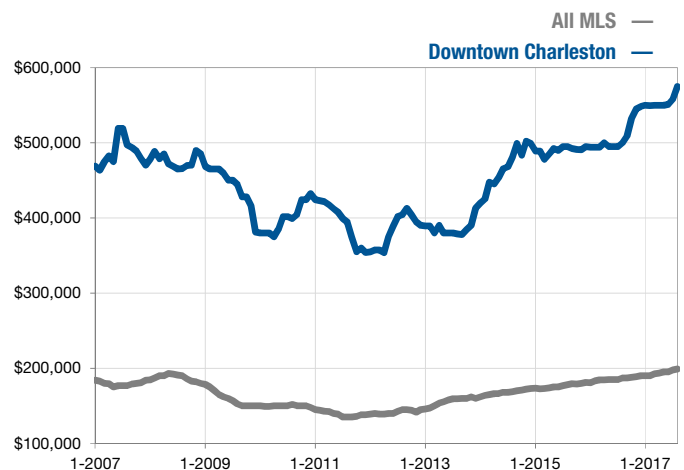
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Edisto Area

Areas 26, 27 & 28

Single-Family Detached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	13	12	- 7.7%	118	121	+ 2.5%
Closed Sales	11	11	0.0%	83	84	+ 1.2%
Median Sales Price*	\$435,000	\$270,000	- 37.9%	\$407,000	\$401,000	- 1.5%
Average Sales Price*	\$495,864	\$365,862	- 26.2%	\$453,331	\$553,091	+ 22.0%
Percent of Original List Price Received*	92.2%	92.0%	- 0.2%	92.6%	93.4%	+ 0.9%
Days on Market Until Sale	202	104	- 48.5%	152	165	+ 8.6%
Inventory of Homes for Sale	102	82	- 19.6%	--	--	--

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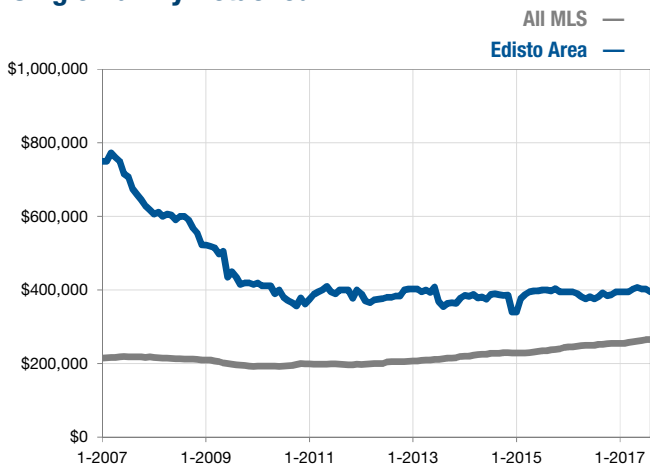
Townhouse-Condo Attached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	3	6	+ 100.0%	27	32	+ 18.5%
Closed Sales	2	6	+ 200.0%	12	30	+ 150.0%
Median Sales Price*	\$92,000	\$230,000	+ 150.0%	\$135,750	\$167,450	+ 23.4%
Average Sales Price*	\$92,000	\$211,692	+ 130.1%	\$148,083	\$187,968	+ 26.9%
Percent of Original List Price Received*	87.1%	96.6%	+ 10.9%	91.0%	93.4%	+ 2.6%
Days on Market Until Sale	117	147	+ 25.6%	109	150	+ 37.6%
Inventory of Homes for Sale	24	13	- 45.8%	--	--	--

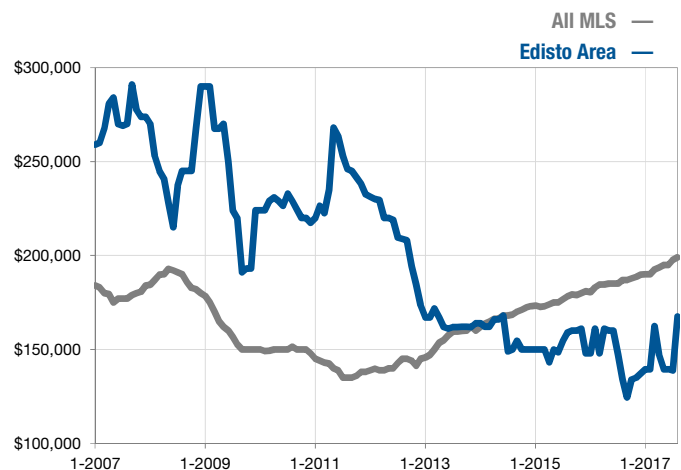
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Folly Beach

Area 22

Single-Family Detached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	12	6	- 50.0%	109	72	- 33.9%
Closed Sales	8	4	- 50.0%	58	72	+ 24.1%
Median Sales Price*	\$702,500	\$630,500	- 10.2%	\$648,500	\$672,500	+ 3.7%
Average Sales Price*	\$744,188	\$530,000	- 28.8%	\$714,527	\$686,484	- 3.9%
Percent of Original List Price Received*	90.5%	98.6%	+ 9.0%	93.5%	91.0%	- 2.7%
Days on Market Until Sale	191	74	- 61.3%	122	127	+ 4.1%
Inventory of Homes for Sale	73	26	- 64.4%	--	--	--

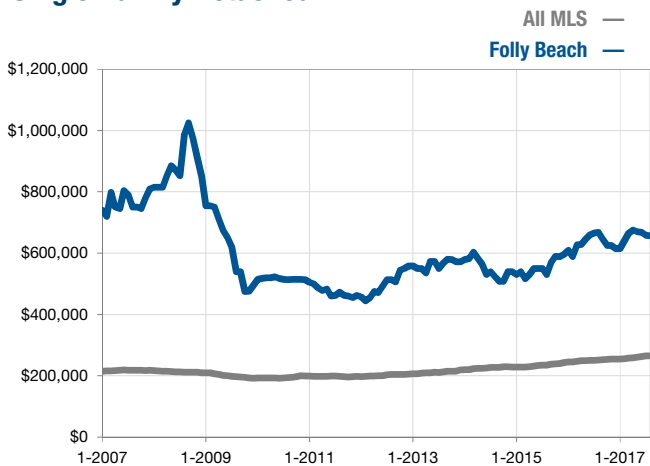
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Townhouse-Condo Attached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	4	1	- 75.0%	54	60	+ 11.1%
Closed Sales	6	10	+ 66.7%	43	48	+ 11.6%
Median Sales Price*	\$253,500	\$427,000	+ 68.4%	\$365,000	\$452,500	+ 24.0%
Average Sales Price*	\$372,000	\$431,300	+ 15.9%	\$387,040	\$415,713	+ 7.4%
Percent of Original List Price Received*	97.6%	95.2%	- 2.5%	94.1%	96.6%	+ 2.7%
Days on Market Until Sale	52	48	- 7.7%	85	109	+ 28.2%
Inventory of Homes for Sale	28	22	- 21.4%	--	--	--

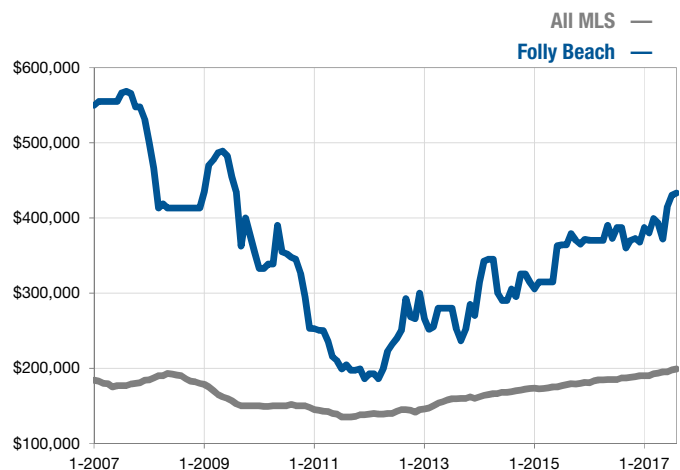
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Goose Creek / Monck's Corner

Areas 72, 73 & 74

Single-Family Detached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	284	297	+ 4.6%	2,265	2,530	+ 11.7%
Closed Sales	252	270	+ 7.1%	1,856	2,001	+ 7.8%
Median Sales Price*	\$217,500	\$222,000	+ 2.1%	\$210,000	\$224,040	+ 6.7%
Average Sales Price*	\$221,108	\$224,983	+ 1.8%	\$216,281	\$231,805	+ 7.2%
Percent of Original List Price Received*	99.3%	98.7%	- 0.6%	98.4%	98.4%	0.0%
Days on Market Until Sale	43	31	- 27.9%	53	38	- 28.3%
Inventory of Homes for Sale	655	580	- 11.5%	--	--	--

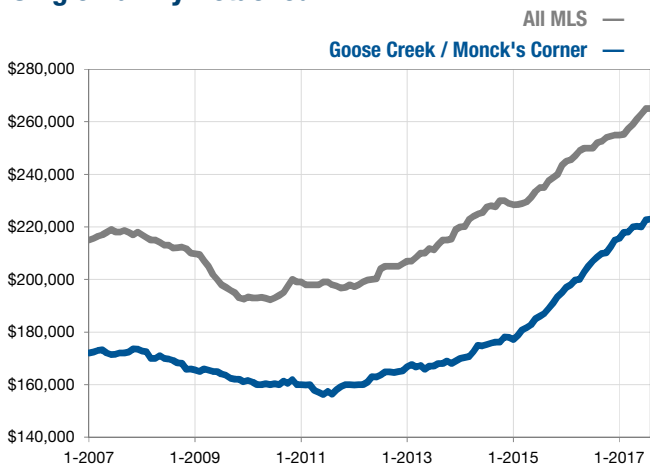
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Townhouse-Condo Attached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	47	22	- 53.2%	297	344	+ 15.8%
Closed Sales	36	40	+ 11.1%	195	279	+ 43.1%
Median Sales Price*	\$130,000	\$147,493	+ 13.5%	\$128,000	\$148,000	+ 15.6%
Average Sales Price*	\$143,604	\$148,754	+ 3.6%	\$130,769	\$151,283	+ 15.7%
Percent of Original List Price Received*	97.0%	97.6%	+ 0.6%	97.0%	98.3%	+ 1.3%
Days on Market Until Sale	28	42	+ 50.0%	44	50	+ 13.6%
Inventory of Homes for Sale	104	68	- 34.6%	--	--	--

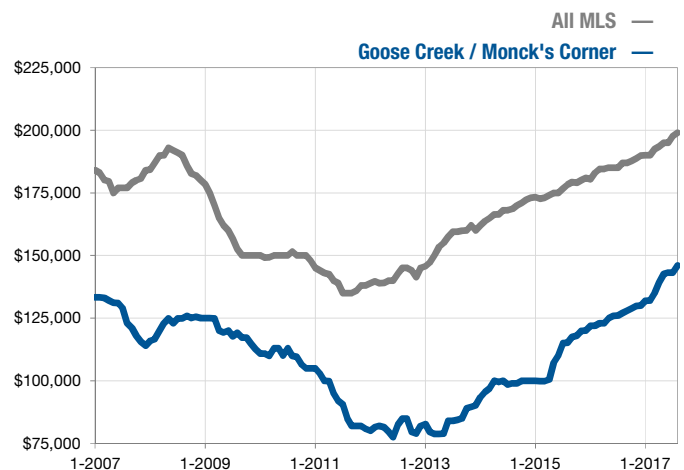
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Greater North Charleston

Areas 31 & 32

Single-Family Detached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	117	101	- 13.7%	966	968	+ 0.2%
Closed Sales	90	108	+ 20.0%	758	828	+ 9.2%
Median Sales Price*	\$175,000	\$170,000	- 2.9%	\$173,500	\$187,000	+ 7.8%
Average Sales Price*	\$169,095	\$168,925	- 0.1%	\$171,982	\$188,005	+ 9.3%
Percent of Original List Price Received*	96.7%	94.8%	- 2.0%	96.2%	96.8%	+ 0.6%
Days on Market Until Sale	39	39	0.0%	42	43	+ 2.4%
Inventory of Homes for Sale	282	185	- 34.4%	--	--	--

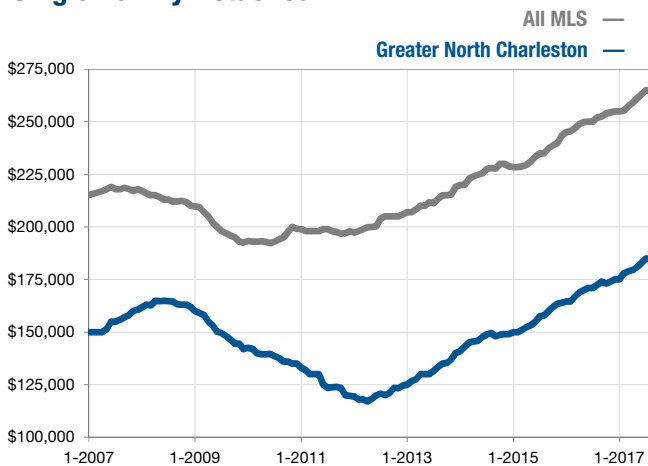
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Townhouse-Condo Attached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	26	28	+ 7.7%	183	205	+ 12.0%
Closed Sales	25	33	+ 32.0%	143	161	+ 12.6%
Median Sales Price*	\$105,000	\$130,000	+ 23.8%	\$106,000	\$118,500	+ 11.8%
Average Sales Price*	\$111,064	\$133,808	+ 20.5%	\$119,785	\$138,726	+ 15.8%
Percent of Original List Price Received*	95.0%	96.8%	+ 1.9%	94.4%	96.3%	+ 2.0%
Days on Market Until Sale	48	48	0.0%	47	39	- 17.0%
Inventory of Homes for Sale	47	35	- 25.5%	--	--	--

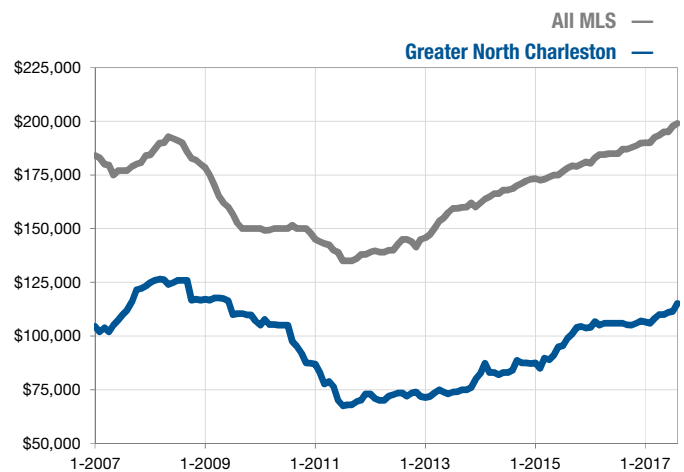
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Greater Summerville Area

Areas 62 & 63

Single-Family Detached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	299	216	- 27.8%	1,909	1,866	- 2.3%
Closed Sales	246	210	- 14.6%	1,336	1,385	+ 3.7%
Median Sales Price*	\$212,000	\$223,000	+ 5.2%	\$211,000	\$222,690	+ 5.5%
Average Sales Price*	\$229,715	\$240,183	+ 4.6%	\$227,606	\$240,674	+ 5.7%
Percent of Original List Price Received*	97.6%	97.9%	+ 0.3%	97.3%	97.6%	+ 0.3%
Days on Market Until Sale	47	42	- 10.6%	55	46	- 16.4%
Inventory of Homes for Sale	615	458	- 25.5%	--	--	--

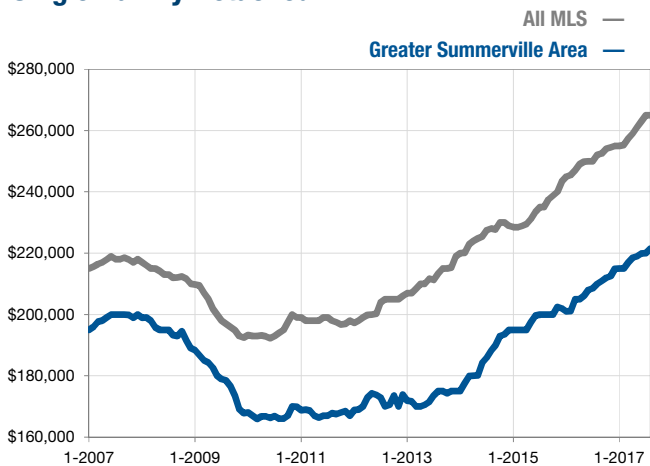
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Townhouse-Condo Attached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	16	18	+ 12.5%	139	120	- 13.7%
Closed Sales	14	16	+ 14.3%	113	115	+ 1.8%
Median Sales Price*	\$112,731	\$131,878	+ 17.0%	\$125,900	\$132,000	+ 4.8%
Average Sales Price*	\$115,078	\$126,622	+ 10.0%	\$123,197	\$127,218	+ 3.3%
Percent of Original List Price Received*	94.7%	99.4%	+ 5.0%	96.1%	97.7%	+ 1.7%
Days on Market Until Sale	65	41	- 36.9%	64	45	- 29.7%
Inventory of Homes for Sale	37	16	- 56.8%	--	--	--

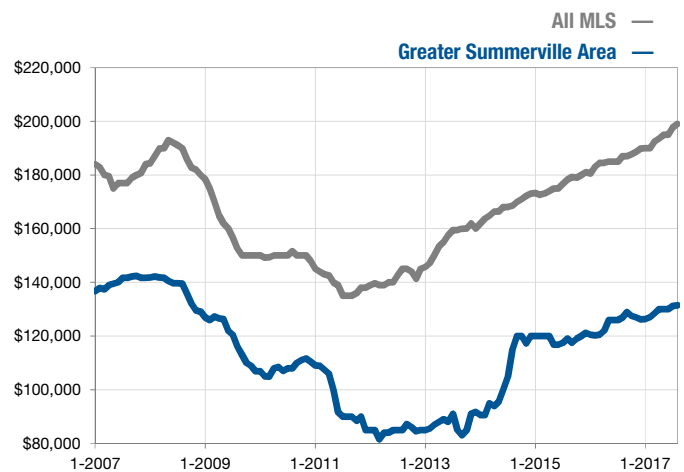
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Hanahan

Area 71

Single-Family Detached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	38	31	- 18.4%	258	221	- 14.3%
Closed Sales	33	25	- 24.2%	222	168	- 24.3%
Median Sales Price*	\$235,000	\$254,500	+ 8.3%	\$242,700	\$244,350	+ 0.7%
Average Sales Price*	\$238,963	\$239,198	+ 0.1%	\$241,063	\$245,877	+ 2.0%
Percent of Original List Price Received*	96.3%	97.4%	+ 1.1%	96.6%	96.1%	- 0.5%
Days on Market Until Sale	57	50	- 12.3%	45	48	+ 6.7%
Inventory of Homes for Sale	64	42	- 34.4%	--	--	--

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Townhouse-Condo Attached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	5	1	- 80.0%	22	24	+ 9.1%
Closed Sales	1	1	0.0%	18	19	+ 5.6%
Median Sales Price*	\$67,000	\$66,500	- 0.7%	\$127,500	\$130,000	+ 2.0%
Average Sales Price*	\$67,000	\$66,500	- 0.7%	\$161,508	\$138,837	- 14.0%
Percent of Original List Price Received*	95.7%	83.2%	- 13.1%	98.1%	93.5%	- 4.7%
Days on Market Until Sale	47	81	+ 72.3%	47	62	+ 31.9%
Inventory of Homes for Sale	8	5	- 37.5%	--	--	--

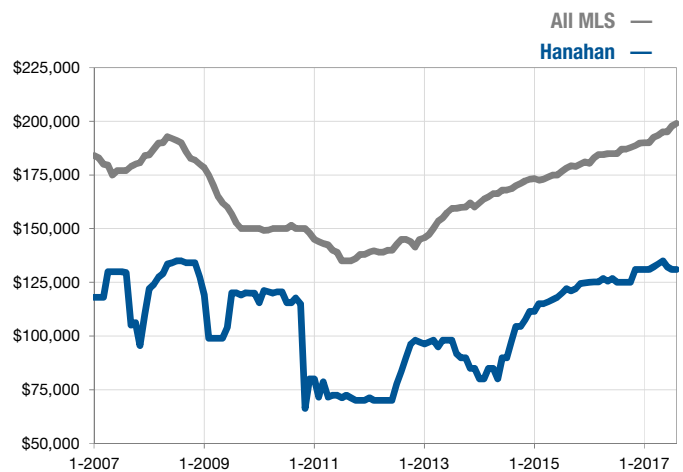
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Hollywood / Ravenel / Meggett Area

Area 13

Single-Family Detached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	16	21	+ 31.3%	213	164	- 23.0%
Closed Sales	8	12	+ 50.0%	100	93	- 7.0%
Median Sales Price*	\$320,922	\$287,000	- 10.6%	\$353,219	\$365,400	+ 3.4%
Average Sales Price*	\$328,180	\$335,883	+ 2.3%	\$390,065	\$349,879	- 10.3%
Percent of Original List Price Received*	98.5%	92.7%	- 5.9%	94.0%	96.2%	+ 2.3%
Days on Market Until Sale	47	84	+ 78.7%	90	86	- 4.4%
Inventory of Homes for Sale	126	95	- 24.6%	--	--	--

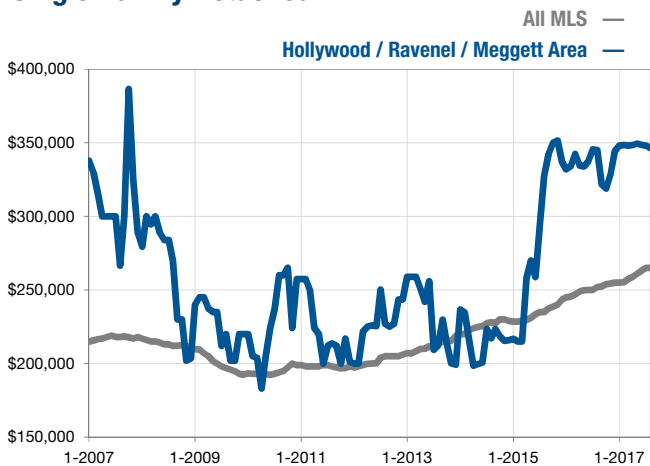
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Townhouse-Condo Attached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	0	3	--	10	15	+ 50.0%
Closed Sales	1	0	- 100.0%	8	12	+ 50.0%
Median Sales Price*	\$265,000	\$0	- 100.0%	\$307,450	\$278,500	- 9.4%
Average Sales Price*	\$265,000	\$0	- 100.0%	\$304,718	\$297,593	- 2.3%
Percent of Original List Price Received*	91.5%	0.0%	- 100.0%	101.3%	102.3%	+ 1.0%
Days on Market Until Sale	393	0	- 100.0%	147	108	- 26.5%
Inventory of Homes for Sale	7	6	- 14.3%	--	--	--

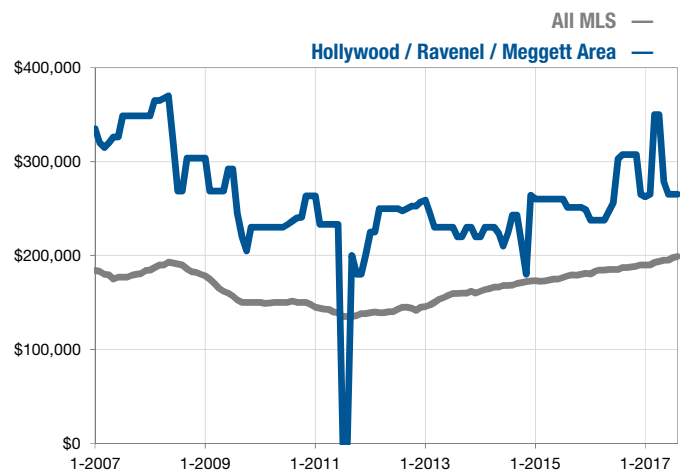
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Isle of Palms

Areas 44 & 45

Single-Family Detached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	20	20	0.0%	196	204	+ 4.1%
Closed Sales	15	15	0.0%	118	145	+ 22.9%
Median Sales Price*	\$825,000	\$930,000	+ 12.7%	\$908,828	\$835,000	- 8.1%
Average Sales Price*	\$1,283,503	\$971,600	- 24.3%	\$1,280,294	\$1,055,194	- 17.6%
Percent of Original List Price Received*	91.8%	92.1%	+ 0.3%	91.2%	91.6%	+ 0.4%
Days on Market Until Sale	182	131	- 28.0%	142	138	- 2.8%
Inventory of Homes for Sale	141	129	- 8.5%	--	--	--

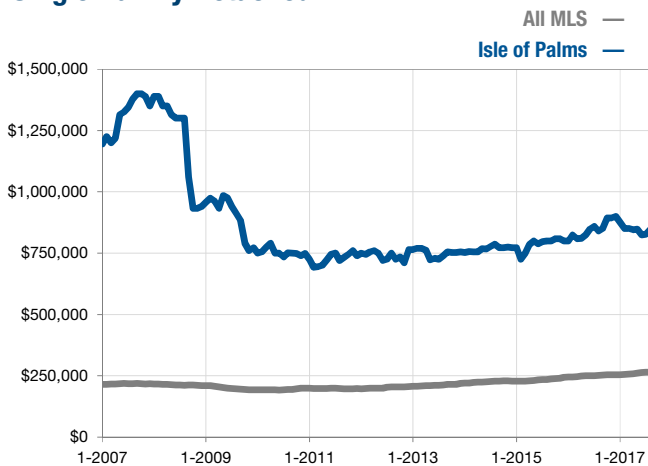
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Townhouse-Condo Attached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	14	6	- 57.1%	107	99	- 7.5%
Closed Sales	3	8	+ 166.7%	46	63	+ 37.0%
Median Sales Price*	\$618,000	\$605,204	- 2.1%	\$486,250	\$526,000	+ 8.2%
Average Sales Price*	\$533,333	\$603,176	+ 13.1%	\$487,451	\$533,085	+ 9.4%
Percent of Original List Price Received*	90.5%	93.3%	+ 3.1%	93.3%	94.6%	+ 1.4%
Days on Market Until Sale	110	287	+ 160.9%	111	149	+ 34.2%
Inventory of Homes for Sale	89	65	- 27.0%	--	--	--

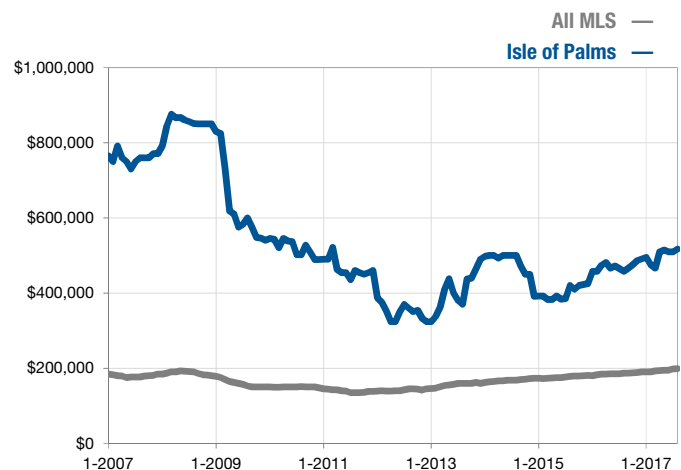
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



James Island

Area 21

Single-Family Detached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	67	75	+ 11.9%	635	742	+ 16.9%
Closed Sales	51	67	+ 31.4%	486	531	+ 9.3%
Median Sales Price*	\$336,300	\$359,900	+ 7.0%	\$310,000	\$348,000	+ 12.3%
Average Sales Price*	\$381,719	\$442,535	+ 15.9%	\$343,614	\$407,977	+ 18.7%
Percent of Original List Price Received*	97.5%	94.7%	- 2.9%	96.8%	95.9%	- 0.9%
Days on Market Until Sale	32	45	+ 40.6%	41	43	+ 4.9%
Inventory of Homes for Sale	170	171	+ 0.6%	--	--	--

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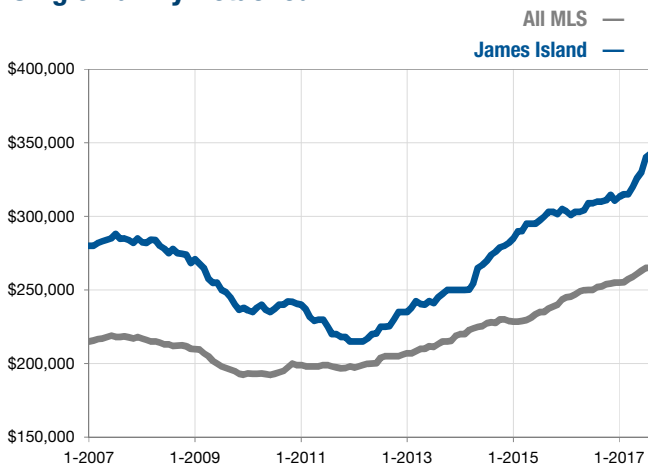
Townhouse-Condo Attached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	27	28	+ 3.7%	205	187	- 8.8%
Closed Sales	26	19	- 26.9%	162	168	+ 3.7%
Median Sales Price*	\$190,250	\$178,000	- 6.4%	\$176,500	\$185,000	+ 4.8%
Average Sales Price*	\$181,246	\$172,342	- 4.9%	\$170,267	\$188,886	+ 10.9%
Percent of Original List Price Received*	95.6%	96.4%	+ 0.8%	95.9%	96.6%	+ 0.7%
Days on Market Until Sale	41	28	- 31.7%	47	44	- 6.4%
Inventory of Homes for Sale	45	40	- 11.1%	--	--	--

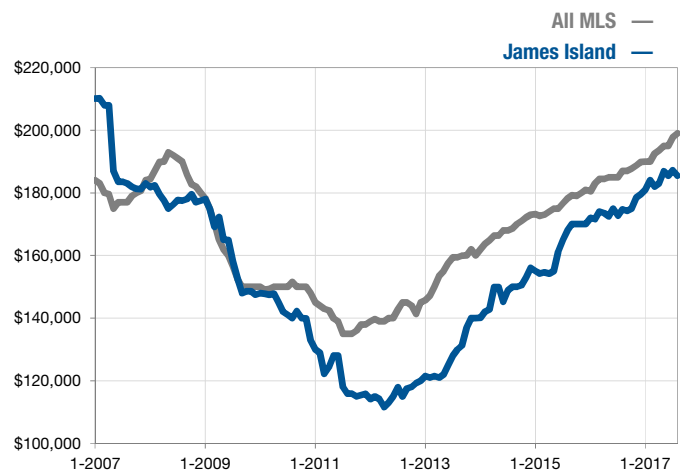
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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Johns Island

Area 23

Single-Family Detached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	63	94	+ 49.2%	532	751	+ 41.2%
Closed Sales	59	68	+ 15.3%	392	413	+ 5.4%
Median Sales Price*	\$265,000	\$286,559	+ 8.1%	\$285,000	\$301,000	+ 5.6%
Average Sales Price*	\$339,091	\$320,930	- 5.4%	\$329,932	\$353,065	+ 7.0%
Percent of Original List Price Received*	98.4%	99.4%	+ 1.0%	98.5%	98.4%	- 0.1%
Days on Market Until Sale	42	31	- 26.2%	52	47	- 9.6%
Inventory of Homes for Sale	246	254	+ 3.3%	--	--	--

* 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.

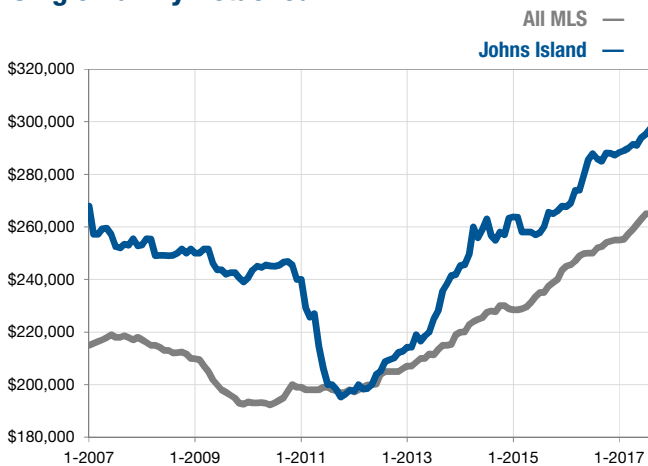
Townhouse-Condo Attached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	9	10	+ 11.1%	73	85	+ 16.4%
Closed Sales	3	9	+ 200.0%	54	64	+ 18.5%
Median Sales Price*	\$225,000	\$226,000	+ 0.4%	\$211,000	\$214,500	+ 1.7%
Average Sales Price*	\$210,292	\$218,389	+ 3.9%	\$202,762	\$202,060	- 0.3%
Percent of Original List Price Received*	95.8%	97.1%	+ 1.4%	97.4%	96.8%	- 0.6%
Days on Market Until Sale	20	42	+ 110.0%	46	60	+ 30.4%
Inventory of Homes for Sale	21	15	- 28.6%	--	--	--

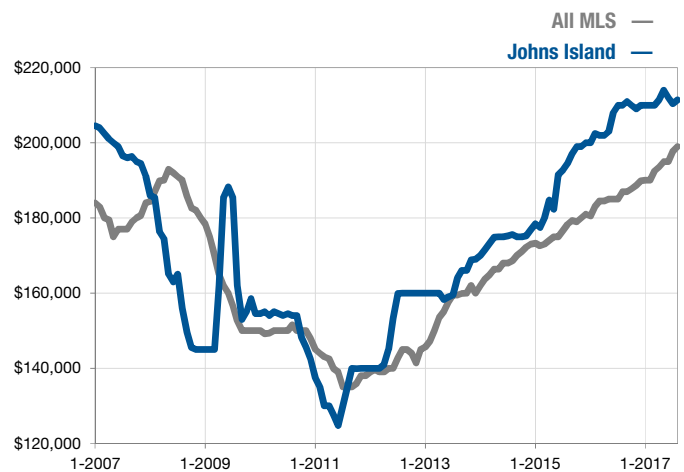
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Kiawah

Area 25

Single-Family Detached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	2	4	+ 100.0%	67	68	+ 1.5%
Closed Sales	3	2	- 33.3%	18	18	0.0%
Median Sales Price*	\$916,000	\$903,750	- 1.3%	\$900,500	\$1,090,000	+ 21.0%
Average Sales Price*	\$897,000	\$903,750	+ 0.8%	\$1,039,500	\$2,101,806	+ 102.2%
Percent of Original List Price Received*	87.9%	91.6%	+ 4.2%	90.9%	90.6%	- 0.3%
Days on Market Until Sale	163	77	- 52.8%	156	175	+ 12.2%
Inventory of Homes for Sale	63	71	+ 12.7%	--	--	--

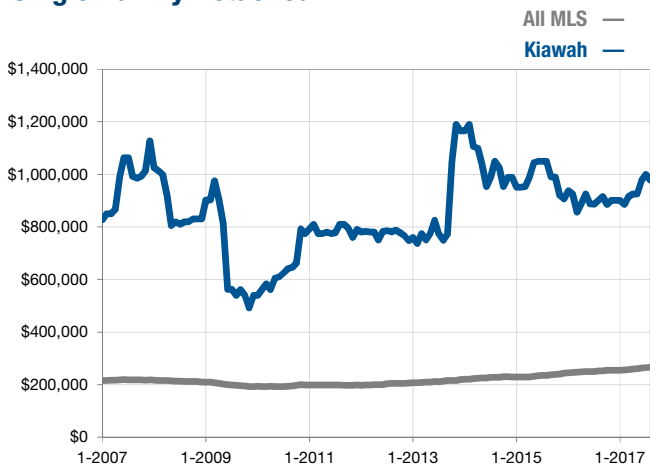
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	5	3	- 40.0%	55	53	- 3.6%
Closed Sales	2	0	- 100.0%	19	20	+ 5.3%
Median Sales Price*	\$428,000	\$0	- 100.0%	\$319,500	\$345,000	+ 8.0%
Average Sales Price*	\$428,000	\$0	- 100.0%	\$402,632	\$554,105	+ 37.6%
Percent of Original List Price Received*	98.7%	0.0%	- 100.0%	91.9%	89.3%	- 2.8%
Days on Market Until Sale	14	0	- 100.0%	147	274	+ 86.4%
Inventory of Homes for Sale	57	56	- 1.8%	--	--	--

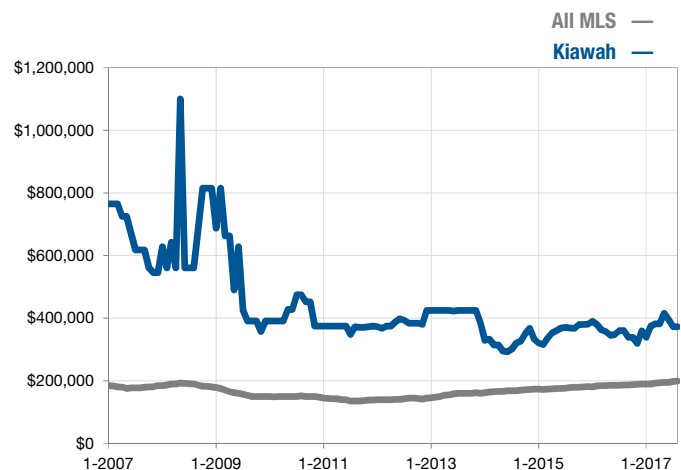
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Lower Mount Pleasant

Area 42

Single-Family Detached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	92	79	- 14.1%	849	864	+ 1.8%
Closed Sales	92	65	- 29.3%	619	600	- 3.1%
Median Sales Price*	\$472,500	\$579,313	+ 22.6%	\$484,940	\$517,855	+ 6.8%
Average Sales Price*	\$604,609	\$698,982	+ 15.6%	\$603,203	\$648,790	+ 7.6%
Percent of Original List Price Received*	93.9%	96.3%	+ 2.6%	94.9%	95.5%	+ 0.6%
Days on Market Until Sale	61	53	- 13.1%	60	55	- 8.3%
Inventory of Homes for Sale	268	247	- 7.8%	--	--	--

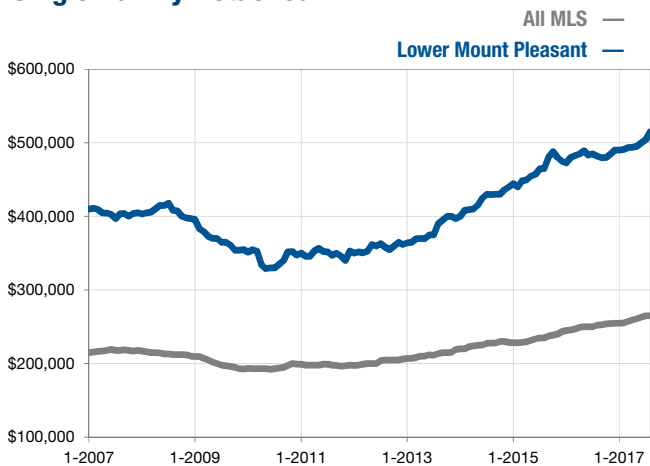
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Townhouse-Condo Attached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	56	33	- 41.1%	373	341	- 8.6%
Closed Sales	50	38	- 24.0%	264	328	+ 24.2%
Median Sales Price*	\$458,158	\$213,250	- 53.5%	\$230,000	\$230,000	0.0%
Average Sales Price*	\$515,797	\$297,411	- 42.3%	\$351,278	\$333,950	- 4.9%
Percent of Original List Price Received*	97.2%	96.8%	- 0.4%	96.8%	96.7%	- 0.1%
Days on Market Until Sale	40	45	+ 12.5%	47	53	+ 12.8%
Inventory of Homes for Sale	127	68	- 46.5%	--	--	--

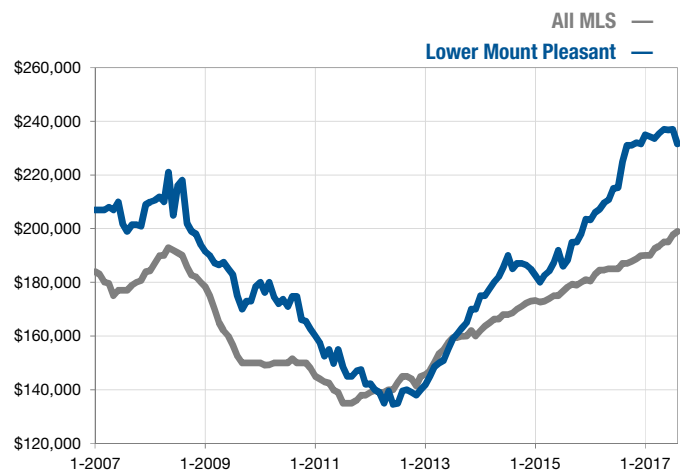
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Rural Berkeley County

Area 75

Single-Family Detached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	17	15	- 11.8%	120	117	- 2.5%
Closed Sales	10	11	+ 10.0%	67	61	- 9.0%
Median Sales Price*	\$185,000	\$239,400	+ 29.4%	\$151,500	\$161,000	+ 6.3%
Average Sales Price*	\$235,260	\$284,354	+ 20.9%	\$169,291	\$205,796	+ 21.6%
Percent of Original List Price Received*	93.6%	96.8%	+ 3.4%	89.6%	93.3%	+ 4.1%
Days on Market Until Sale	59	50	- 15.3%	84	99	+ 17.9%
Inventory of Homes for Sale	61	56	- 8.2%	--	--	--

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

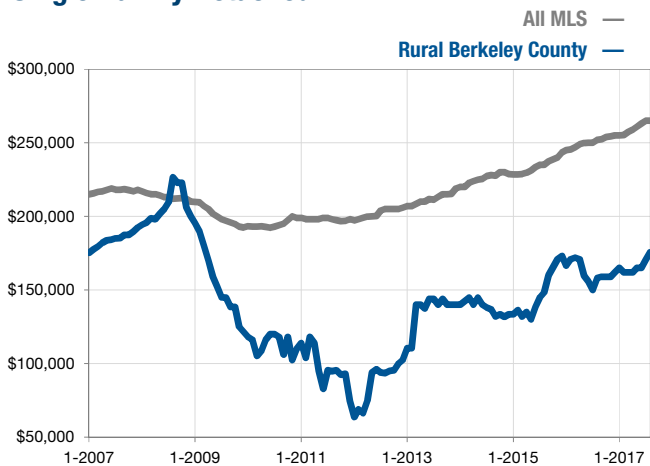
Townhouse-Condo Attached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
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	--	--	--	--

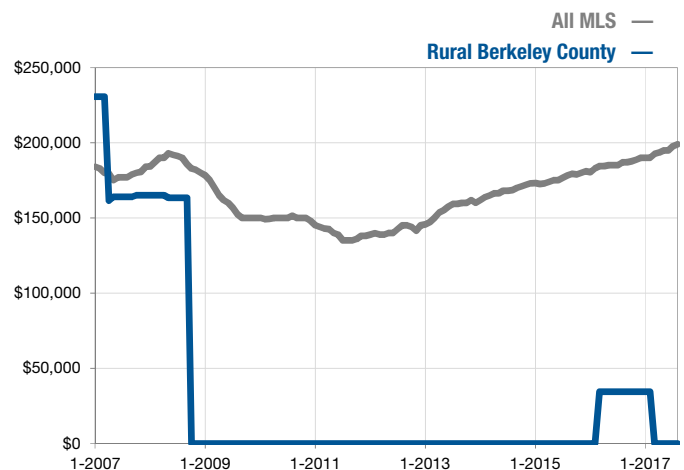
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Seabrook Island

Area 30

Single-Family Detached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	14	14	0.0%	109	129	+ 18.3%
Closed Sales	8	11	+ 37.5%	58	76	+ 31.0%
Median Sales Price*	\$892,000	\$615,000	- 31.1%	\$615,000	\$627,500	+ 2.0%
Average Sales Price*	\$886,375	\$663,218	- 25.2%	\$735,334	\$792,722	+ 7.8%
Percent of Original List Price Received*	87.2%	92.6%	+ 6.2%	88.3%	92.3%	+ 4.5%
Days on Market Until Sale	228	56	- 75.4%	218	133	- 39.0%
Inventory of Homes for Sale	102	94	- 7.8%	--	--	--

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

Townhouse-Condo Attached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	10	11	+ 10.0%	89	119	+ 33.7%
Closed Sales	6	8	+ 33.3%	39	59	+ 51.3%
Median Sales Price*	\$307,500	\$357,000	+ 16.1%	\$225,000	\$246,000	+ 9.3%
Average Sales Price*	\$304,483	\$378,972	+ 24.5%	\$252,562	\$325,283	+ 28.8%
Percent of Original List Price Received*	92.5%	90.8%	- 1.8%	90.8%	91.9%	+ 1.2%
Days on Market Until Sale	273	111	- 59.3%	178	120	- 32.6%
Inventory of Homes for Sale	89	87	- 2.2%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



St. George / Rural Dorchester County

Area 64

Single-Family Detached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	5	8	+ 60.0%	52	58	+ 11.5%
Closed Sales	7	8	+ 14.3%	35	39	+ 11.4%
Median Sales Price*	\$140,000	\$150,000	+ 7.1%	\$139,000	\$150,000	+ 7.9%
Average Sales Price*	\$135,365	\$156,488	+ 15.6%	\$155,659	\$174,308	+ 12.0%
Percent of Original List Price Received*	94.4%	92.4%	- 2.1%	91.3%	88.8%	- 2.7%
Days on Market Until Sale	72	96	+ 33.3%	94	138	+ 46.8%
Inventory of Homes for Sale	36	29	- 19.4%	--	--	--

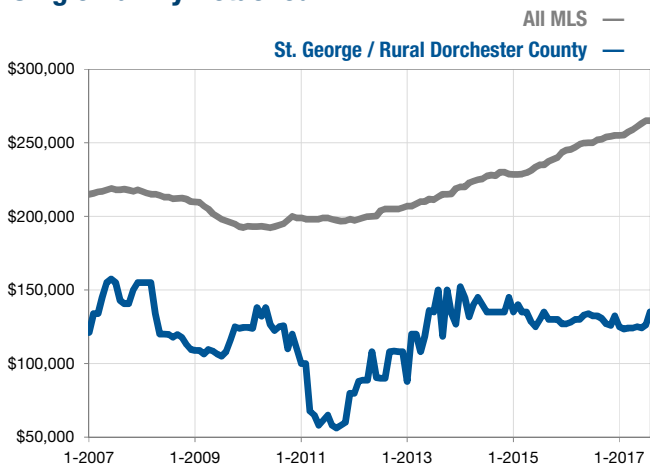
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Townhouse-Condo Attached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0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

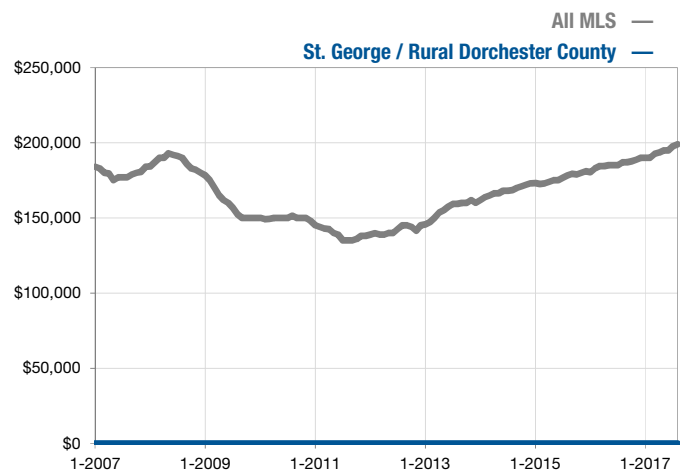
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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Sullivan's Island

Area 43

Single-Family Detached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	9	5	- 44.4%	69	62	- 10.1%
Closed Sales	7	10	+ 42.9%	41	42	+ 2.4%
Median Sales Price*	\$1,300,000	\$2,087,500	+ 60.6%	\$1,400,000	\$1,921,250	+ 37.2%
Average Sales Price*	\$1,739,388	\$2,052,000	+ 18.0%	\$1,554,550	\$2,147,071	+ 38.1%
Percent of Original List Price Received*	93.2%	93.5%	+ 0.3%	88.9%	91.0%	+ 2.4%
Days on Market Until Sale	55	205	+ 272.7%	116	132	+ 13.8%
Inventory of Homes for Sale	41	28	- 31.7%	--	--	--

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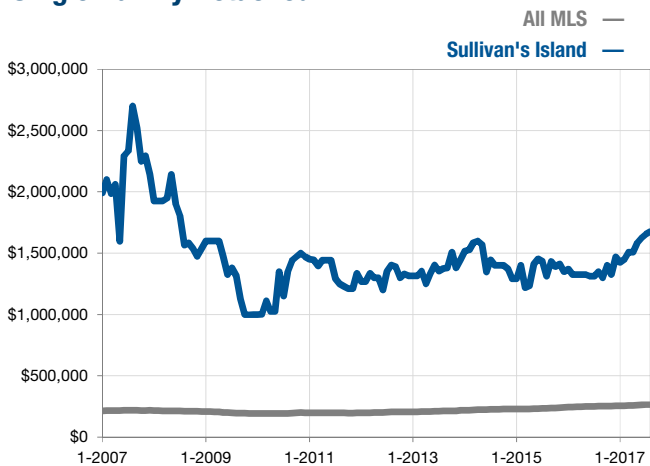
Townhouse-Condo Attached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	2	0	- 100.0%	4	2	- 50.0%
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	4	1	- 75.0%	--	--	--

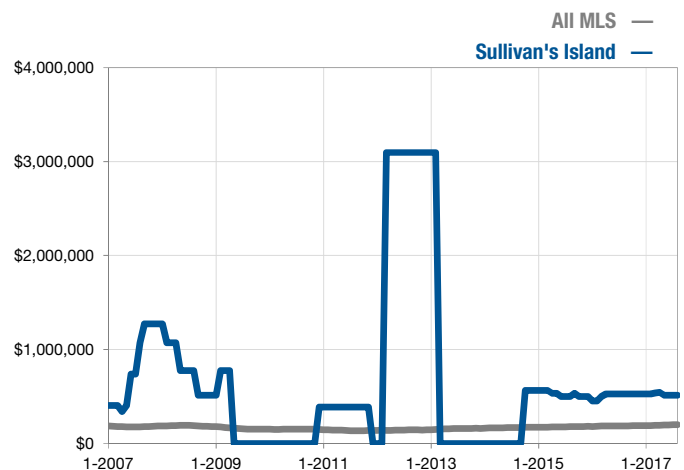
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Upper Charleston Peninsula

Area 52

Single-Family Detached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	17	19	+ 11.8%	163	154	- 5.5%
Closed Sales	18	12	- 33.3%	112	108	- 3.6%
Median Sales Price*	\$425,000	\$525,750	+ 23.7%	\$407,000	\$452,000	+ 11.1%
Average Sales Price*	\$483,939	\$591,921	+ 22.3%	\$431,807	\$488,450	+ 13.1%
Percent of Original List Price Received*	95.2%	96.8%	+ 1.7%	94.5%	94.8%	+ 0.3%
Days on Market Until Sale	45	27	- 40.0%	44	56	+ 27.3%
Inventory of Homes for Sale	45	47	+ 4.4%	--	--	--

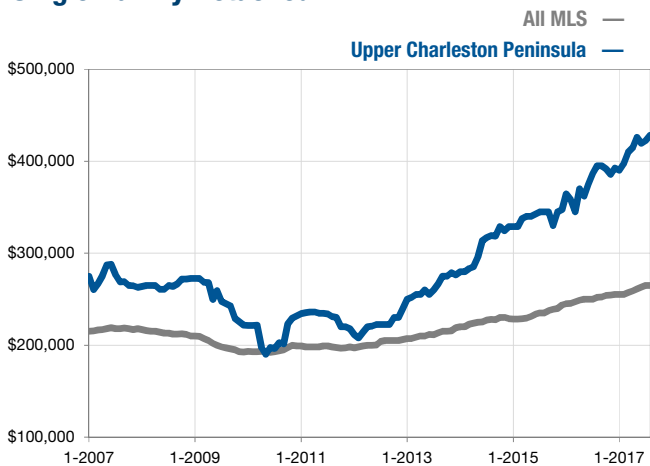
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Townhouse-Condo Attached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	5	0	- 100.0%	35	33	- 5.7%
Closed Sales	3	3	0.0%	22	20	- 9.1%
Median Sales Price*	\$375,000	\$512,000	+ 36.5%	\$290,000	\$355,500	+ 22.6%
Average Sales Price*	\$445,000	\$475,333	+ 6.8%	\$350,073	\$358,295	+ 2.3%
Percent of Original List Price Received*	95.9%	92.3%	- 3.8%	98.6%	94.6%	- 4.1%
Days on Market Until Sale	10	61	+ 510.0%	46	66	+ 43.5%
Inventory of Homes for Sale	11	8	- 27.3%	--	--	--

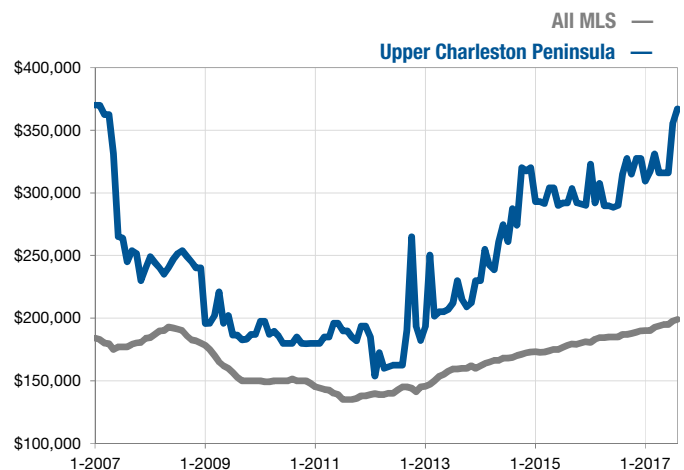
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Upper Mount Pleasant

Area 41

Single-Family Detached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	127	140	+ 10.2%	1,180	1,172	- 0.7%
Closed Sales	100	75	- 25.0%	818	721	- 11.9%
Median Sales Price*	\$470,014	\$510,000	+ 8.5%	\$466,945	\$475,000	+ 1.7%
Average Sales Price*	\$503,831	\$584,092	+ 15.9%	\$508,506	\$524,192	+ 3.1%
Percent of Original List Price Received*	98.3%	96.4%	- 1.9%	98.0%	97.0%	- 1.0%
Days on Market Until Sale	64	65	+ 1.6%	68	76	+ 11.8%
Inventory of Homes for Sale	520	427	- 17.9%	--	--	--

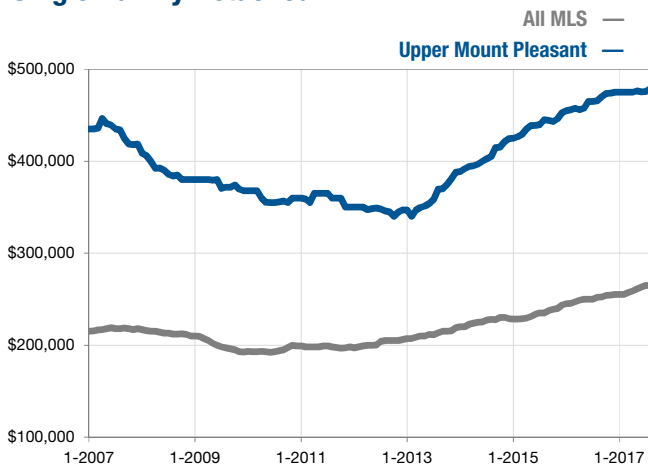
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Townhouse-Condo Attached	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
Key Metrics						
New Listings	45	40	- 11.1%	339	333	- 1.8%
Closed Sales	39	36	- 7.7%	280	253	- 9.6%
Median Sales Price*	\$250,000	\$332,139	+ 32.9%	\$246,000	\$311,000	+ 26.4%
Average Sales Price*	\$267,617	\$315,571	+ 17.9%	\$266,721	\$300,649	+ 12.7%
Percent of Original List Price Received*	98.7%	98.2%	- 0.5%	98.2%	97.6%	- 0.6%
Days on Market Until Sale	50	25	- 50.0%	44	43	- 2.3%
Inventory of Homes for Sale	88	76	- 13.6%	--	--	--

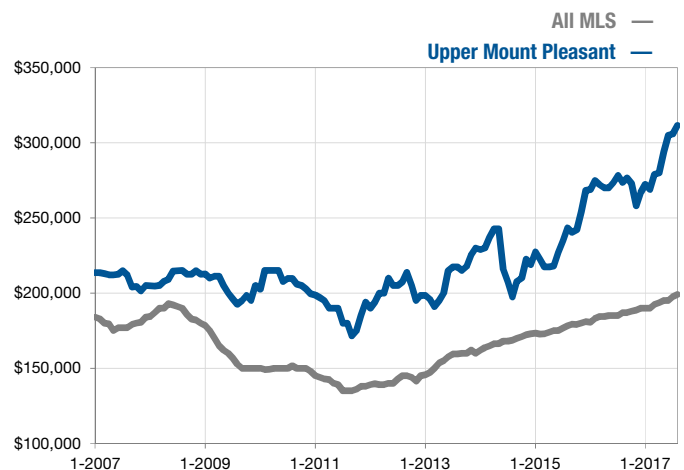
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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



Wando / Cainhoy Area

Area 78

Single-Family Detached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	20	20	0.0%	185	201	+ 8.6%
Closed Sales	9	17	+ 88.9%	125	120	- 4.0%
Median Sales Price*	\$270,000	\$369,900	+ 37.0%	\$341,000	\$335,500	- 1.6%
Average Sales Price*	\$363,556	\$733,544	+ 101.8%	\$433,453	\$437,939	+ 1.0%
Percent of Original List Price Received*	96.4%	93.7%	- 2.8%	95.8%	96.7%	+ 0.9%
Days on Market Until Sale	53	95	+ 79.2%	55	53	- 3.6%
Inventory of Homes for Sale	63	87	+ 38.1%	--	--	--

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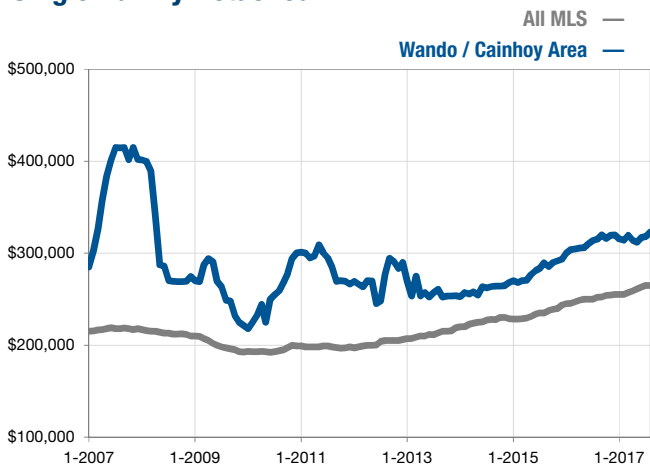
Townhouse-Condo Attached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	7	11	+ 57.1%	53	72	+ 35.8%
Closed Sales	5	14	+ 180.0%	42	53	+ 26.2%
Median Sales Price*	\$176,000	\$183,750	+ 4.4%	\$166,250	\$182,500	+ 9.8%
Average Sales Price*	\$182,500	\$190,243	+ 4.2%	\$171,674	\$186,258	+ 8.5%
Percent of Original List Price Received*	98.0%	96.7%	- 1.3%	97.9%	97.2%	- 0.7%
Days on Market Until Sale	31	29	- 6.5%	25	32	+ 28.0%
Inventory of Homes for Sale	9	12	+ 33.3%	--	--	--

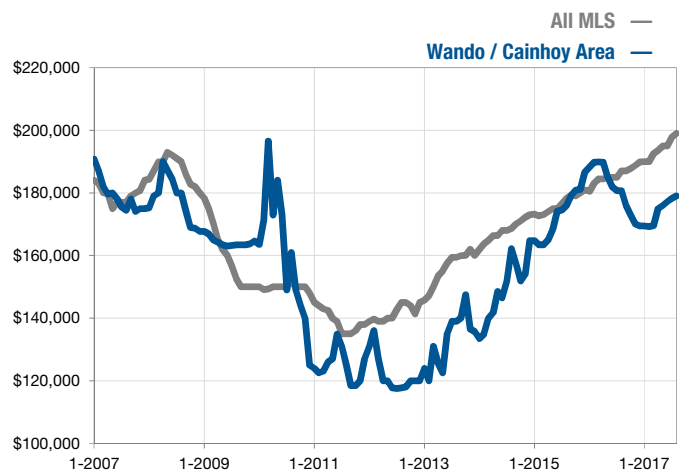
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Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached



Local Market Update – August 2017

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West Ashley Area

Areas 11 & 12

Single-Family Detached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	153	164	+ 7.2%	1,285	1,263	- 1.7%
Closed Sales	157	134	- 14.6%	1,017	983	- 3.3%
Median Sales Price*	\$287,500	\$292,500	+ 1.7%	\$275,715	\$292,070	+ 5.9%
Average Sales Price*	\$294,409	\$324,038	+ 10.1%	\$291,353	\$317,068	+ 8.8%
Percent of Original List Price Received*	97.6%	96.9%	- 0.7%	96.8%	96.8%	0.0%
Days on Market Until Sale	35	35	0.0%	38	33	- 13.2%
Inventory of Homes for Sale	314	263	- 16.2%	--	--	--

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

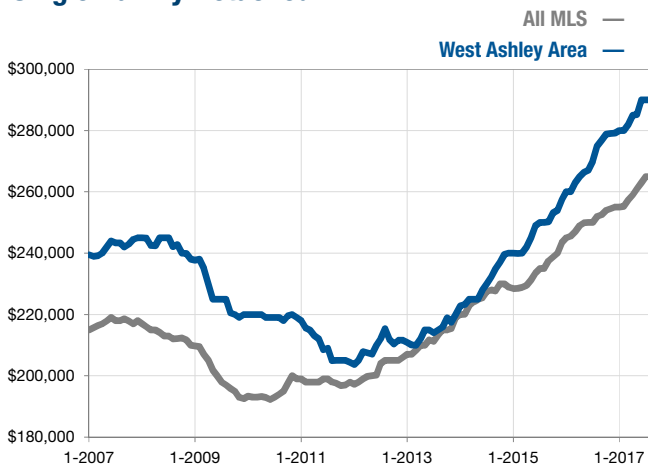
Townhouse-Condo Attached

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	2016	2017	Percent Change
New Listings	46	44	- 4.3%	388	387	- 0.3%
Closed Sales	56	38	- 32.1%	284	344	+ 21.1%
Median Sales Price*	\$176,135	\$190,000	+ 7.9%	\$175,000	\$180,500	+ 3.1%
Average Sales Price*	\$173,679	\$182,726	+ 5.2%	\$177,833	\$180,973	+ 1.8%
Percent of Original List Price Received*	95.9%	97.8%	+ 2.0%	96.7%	97.7%	+ 1.0%
Days on Market Until Sale	49	23	- 53.1%	49	35	- 28.6%
Inventory of Homes for Sale	96	69	- 28.1%	--	--	--

* 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

