

Local Market Update – February 2016

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



Downtown Charleston

Area 51

| Single-Family Detached | February | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2015 | 2016 | Percent Change | 2015 | 2016 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 25 | 31 | + 24.0% | 53 | 50 | - 5.7% |
| Closed Sales | 14 | 13 | - 7.1% | 27 | 26 | - 3.7% |
| Median Sales Price* | \$700,000 | \$700,000 | 0.0% | \$890,000 | \$687,500 | - 22.8% |
| Average Sales Price* | \$919,000 | \$858,927 | - 6.5% | \$1,111,630 | \$919,213 | - 17.3% |
| Percent of Original List Price Received* | 94.6% | 89.7% | - 5.2% | 94.6% | 90.3% | - 4.5% |
| Days on Market Until Sale | 52 | 78 | + 50.0% | 82 | 76 | - 7.3% |
| Inventory of Homes for Sale | 157 | 114 | - 27.4% | -- | -- | -- |

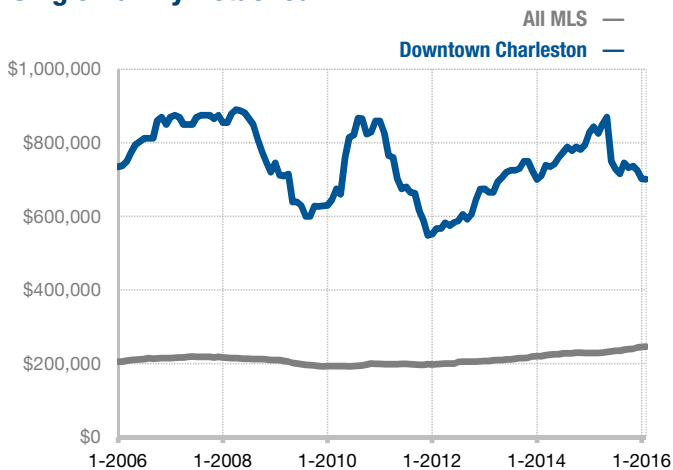
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

| Townhouse-Condo Attached | February | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2015 | 2016 | Percent Change | 2015 | 2016 | Percent Change |
| Key Metrics | | | | | | |
| New Listings | 24 | 29 | + 20.8% | 46 | 49 | + 6.5% |
| Closed Sales | 9 | 15 | + 66.7% | 22 | 23 | + 4.5% |
| Median Sales Price* | \$621,000 | \$500,000 | - 19.5% | \$545,000 | \$434,000 | - 20.4% |
| Average Sales Price* | \$771,556 | \$643,076 | - 16.7% | \$767,227 | \$567,165 | - 26.1% |
| Percent of Original List Price Received* | 95.9% | 92.3% | - 3.8% | 94.4% | 92.5% | - 2.0% |
| Days on Market Until Sale | 45 | 91 | + 102.2% | 71 | 113 | + 59.2% |
| Inventory of Homes for Sale | 129 | 106 | - 17.8% | -- | -- | -- |

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

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached

