

# Local Market Update – November 2016

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



## Sullivan's Island

Area 43

### Single-Family Detached

| Key Metrics                              | November    |             |                | Year to Date |             |                |
|--|-------------|-------------|----------------|--------------|-------------|----------------|
|  | 2015        | 2016        | Percent Change | 2015         | 2016        | Percent Change |
| New Listings                             | 3           | 5           | + 66.7%        | 81           | 82          | + 1.2%         |
| Closed Sales                             | 2           | 4           | + 100.0%       | 46           | 54          | + 17.4%        |
| Median Sales Price*                      | \$1,500,500 | \$1,087,500 | - 27.5%        | \$1,411,000  | \$1,425,000 | + 1.0%         |
| Average Sales Price*                     | \$1,500,500 | \$1,347,500 | - 10.2%        | \$1,613,209  | \$1,538,018 | - 4.7%         |
| Percent of Original List Price Received* | 97.2%       | 88.7%       | - 8.7%         | 91.3%        | 89.6%       | - 1.9%         |
| Days on Market Until Sale                | 36          | 185         | + 413.9%       | 140          | 130         | - 7.1%         |
| Inventory of Homes for Sale              | 35          | 38          | + 8.6%         | --           | --          | --             |

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

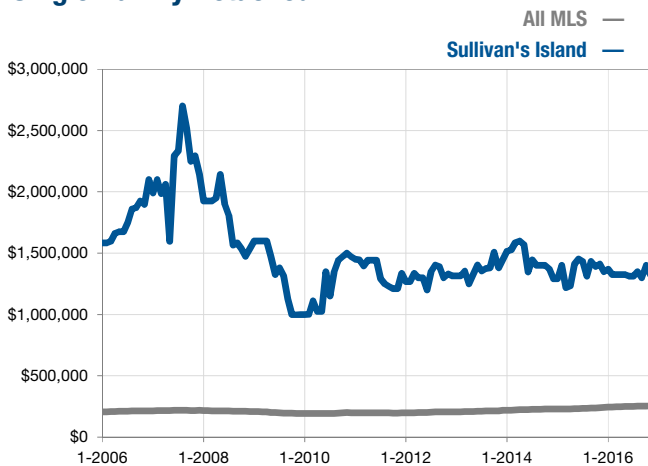
### Townhouse-Condo Attached

| Key Metrics                              | November  |      |                | Year to Date |           |                |
|--|-----------|------|----------------|--------------|-----------|----------------|
|  | 2015      | 2016 | Percent Change | 2015         | 2016      | Percent Change |
| New Listings                             | 2         | 0    | - 100.0%       | 9            | 6         | - 33.3%        |
| Closed Sales                             | 2         | 0    | - 100.0%       | 5            | 4         | - 20.0%        |
| Median Sales Price*                      | \$513,500 | \$0  | - 100.0%       | \$500,000    | \$525,000 | + 5.0%         |
| Average Sales Price*                     | \$513,500 | \$0  | - 100.0%       | \$506,400    | \$495,000 | - 2.3%         |
| Percent of Original List Price Received* | 91.4%     | 0.0% | - 100.0%       | 90.6%        | 97.1%     | + 7.2%         |
| Days on Market Until Sale                | 89        | 0    | - 100.0%       | 220          | 107       | - 51.4%        |
| Inventory of Homes for Sale              | 4         | 4    | 0.0%           | --           | --        | --             |

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

#### Single-Family Detached



#### Townhouse-Condo Attached

