

# Local Market Update – September 2017

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



## Johns Island

Area 23

### Single-Family Detached

| Key Metrics                              | September |                  |                | Year to Date |                  |                |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
|                                          | 2016      | 2017             | Percent Change | 2016         | 2017             | Percent Change |
| New Listings                             | 48        | 70               | + 45.8%        | 580          | 821              | + 41.6%        |
| Closed Sales                             | 51        | 68               | + 33.3%        | 443          | 482              | + 8.8%         |
| Median Sales Price*                      | \$288,155 | <b>\$295,140</b> | + 2.4%         | \$285,000    | <b>\$299,198</b> | + 5.0%         |
| Average Sales Price*                     | \$321,680 | <b>\$355,950</b> | + 10.7%        | \$328,982    | <b>\$353,237</b> | + 7.4%         |
| Percent of Original List Price Received* | 99.0%     | <b>98.2%</b>     | - 0.8%         | 98.6%        | <b>98.4%</b>     | - 0.2%         |
| Days on Market Until Sale                | 27        | 35               | + 29.6%        | 49           | 45               | - 8.2%         |
| Inventory of Homes for Sale              | 246       | 247              | + 0.4%         | --           | --               | --             |

\* 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.

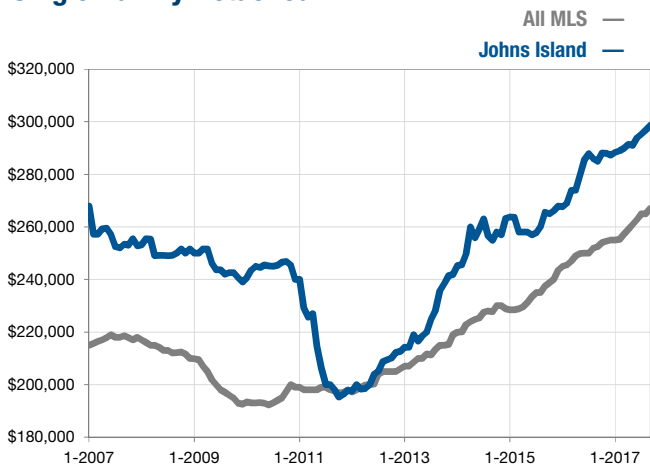
### Townhouse-Condo Attached

| Key Metrics                              | September |                  |                | Year to Date |                  |                |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
|                                          | 2016      | 2017             | Percent Change | 2016         | 2017             | Percent Change |
| New Listings                             | 8         | 2                | - 75.0%        | 81           | 87               | + 7.4%         |
| Closed Sales                             | 4         | 11               | + 175.0%       | 58           | 76               | + 31.0%        |
| Median Sales Price*                      | \$221,750 | <b>\$212,000</b> | - 4.4%         | \$212,000    | <b>\$213,000</b> | + 0.5%         |
| Average Sales Price*                     | \$210,313 | <b>\$197,991</b> | - 5.9%         | \$203,283    | <b>\$201,247</b> | - 1.0%         |
| Percent of Original List Price Received* | 97.1%     | <b>97.9%</b>     | + 0.8%         | 97.4%        | <b>96.9%</b>     | - 0.5%         |
| Days on Market Until Sale                | 41        | 29               | - 29.3%        | 46           | 55               | + 19.6%        |
| Inventory of Homes for Sale              | 24        | 9                | - 62.5%        | --           | --               | --             |

\* 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

