

# Local Market Update – November 2017

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



## James Island

Area 21

### Single-Family Detached

| Key Metrics                              | November  |                  |                | Year to Date |                  |                |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
|  | 2016      | 2017             | Percent Change | 2016         | 2017             | Percent Change |
| New Listings                             | 63        | 66               | + 4.8%         | 816          | 938              | + 15.0%        |
| Closed Sales                             | 46        | 57               | + 23.9%        | 631          | 671              | + 6.3%         |
| Median Sales Price*                      | \$317,500 | <b>\$398,000</b> | + 25.4%        | \$311,000    | <b>\$359,900</b> | + 15.7%        |
| Average Sales Price*                     | \$371,958 | <b>\$441,285</b> | + 18.6%        | \$353,486    | <b>\$417,404</b> | + 18.1%        |
| Percent of Original List Price Received* | 95.1%     | <b>94.6%</b>     | - 0.5%         | 96.4%        | <b>96.0%</b>     | - 0.4%         |
| Days on Market Until Sale                | 47        | 50               | + 6.4%         | 41           | 43               | + 4.9%         |
| Inventory of Homes for Sale              | 157       | 147              | - 6.4%         | --           | --               | --             |

\* 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.

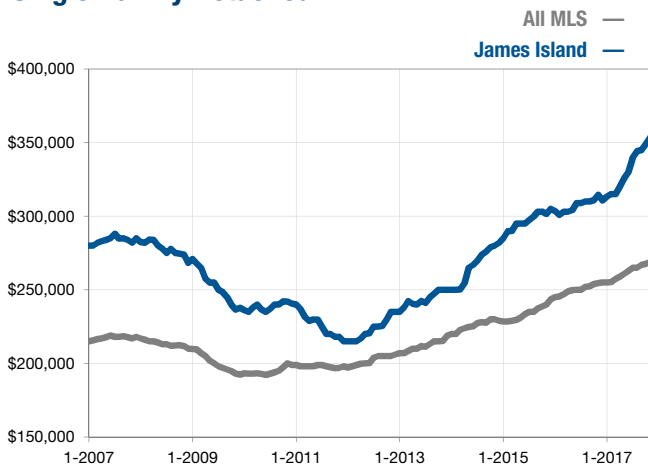
### Townhouse-Condo Attached

| Key Metrics                              | November  |                  |                | Year to Date |                  |                |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
|  | 2016      | 2017             | Percent Change | 2016         | 2017             | Percent Change |
| New Listings                             | 20        | 17               | - 15.0%        | 263          | 248              | - 5.7%         |
| Closed Sales                             | 12        | 19               | + 58.3%        | 203          | 214              | + 5.4%         |
| Median Sales Price*                      | \$212,000 | <b>\$199,500</b> | - 5.9%         | \$179,500    | <b>\$190,000</b> | + 5.8%         |
| Average Sales Price*                     | \$215,833 | <b>\$215,539</b> | - 0.1%         | \$175,535    | <b>\$195,513</b> | + 11.4%        |
| Percent of Original List Price Received* | 97.2%     | <b>97.4%</b>     | + 0.2%         | 96.2%        | <b>96.7%</b>     | + 0.5%         |
| Days on Market Until Sale                | 50        | 28               | - 44.0%        | 45           | 42               | - 6.7%         |
| Inventory of Homes for Sale              | 59        | 48               | - 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.

## Historical Median Sales Price Rolling 12-Month Calculation

### Single-Family Detached



### Townhouse-Condo Attached

