

Local Market Update – October 2019

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



James Island

Area 21

Single-Family Detached

| Key Metrics | October | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2018 | 2019 | Percent Change | 2018 | 2019 | Percent Change |
| New Listings | 74 | 83 | + 12.2% | 814 | 896 | + 10.1% |
| Closed Sales | 59 | 50 | - 15.3% | 618 | 611 | - 1.1% |
| Median Sales Price* | \$380,000 | \$394,000 | + 3.7% | \$372,000 | \$362,500 | - 2.6% |
| Average Sales Price* | \$414,855 | \$513,540 | + 23.8% | \$436,619 | \$448,886 | + 2.8% |
| Percent of Original List Price Received* | 95.3% | 95.5% | + 0.2% | 96.9% | 95.7% | - 1.2% |
| Days on Market Until Sale | 60 | 38 | - 36.7% | 40 | 48 | + 20.0% |
| Inventory of Homes for Sale | 221 | 195 | - 11.8% | -- | -- | -- |

* 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.

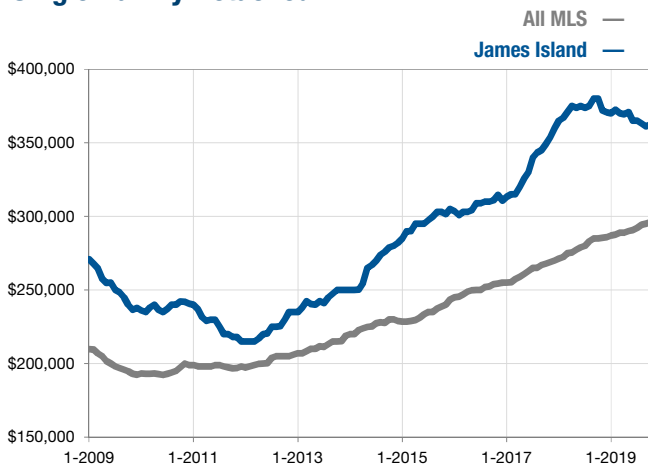
Townhouse-Condo Attached

| Key Metrics | October | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2018 | 2019 | Percent Change | 2018 | 2019 | Percent Change |
| New Listings | 20 | 17 | - 15.0% | 224 | 255 | + 13.8% |
| Closed Sales | 18 | 13 | - 27.8% | 179 | 212 | + 18.4% |
| Median Sales Price* | \$171,500 | \$228,000 | + 32.9% | \$195,000 | \$210,500 | + 7.9% |
| Average Sales Price* | \$179,339 | \$248,523 | + 38.6% | \$195,530 | \$224,076 | + 14.6% |
| Percent of Original List Price Received* | 95.5% | 96.6% | + 1.2% | 96.6% | 97.4% | + 0.8% |
| Days on Market Until Sale | 51 | 44 | - 13.7% | 46 | 38 | - 17.4% |
| Inventory of Homes for Sale | 59 | 52 | - 11.9% | -- | -- | -- |

* 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.

Historical Median Sales Price Rolling 12-Month Calculation

Single-Family Detached



Townhouse-Condo Attached

