

# Local Market Update – March 2021

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



## Greater North Charleston

Areas 31 & 32

| Single-Family Detached                   | March     |                  |                | Year to Date |                  |                |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
|  | 2020      | 2021             | Percent Change | 2020         | 2021             | Percent Change |
| <b>Key Metrics</b>                       |           |                  |                |              |                  |                |
| New Listings                             | 96        | <b>115</b>       | + 19.8%        | 287          | <b>315</b>       | + 9.8%         |
| Closed Sales                             | 71        | <b>102</b>       | + 43.7%        | 206          | <b>259</b>       | + 25.7%        |
| Median Sales Price*                      | \$230,000 | <b>\$235,000</b> | + 2.2%         | \$222,300    | <b>\$235,000</b> | + 5.7%         |
| Average Sales Price*                     | \$225,053 | <b>\$255,330</b> | + 13.5%        | \$214,020    | <b>\$244,939</b> | + 14.4%        |
| Percent of Original List Price Received* | 96.6%     | <b>99.3%</b>     | + 2.8%         | 96.4%        | <b>97.7%</b>     | + 1.3%         |
| Days on Market Until Sale                | 34        | <b>15</b>        | - 55.9%        | 36           | <b>24</b>        | - 33.3%        |
| Inventory of Homes for Sale              | 148       | <b>47</b>        | - 68.2%        | --           | --               | --             |

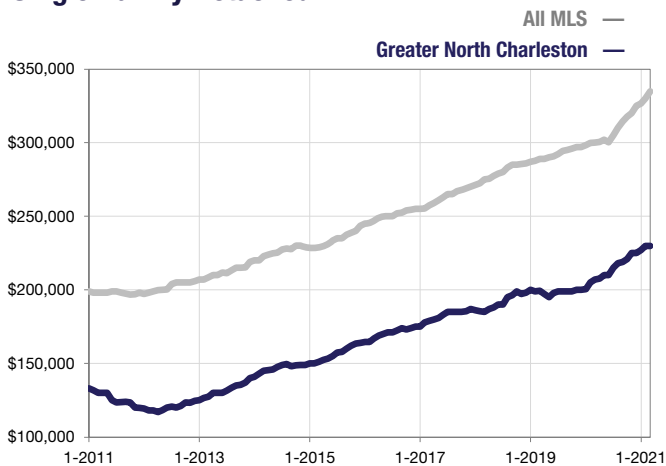
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

| Townhouse-Condo Attached                 | March     |                  |                | Year to Date |                  |                |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
|  | 2020      | 2021             | Percent Change | 2020         | 2021             | Percent Change |
| <b>Key Metrics</b>                       |           |                  |                |              |                  |                |
| New Listings                             | 53        | <b>45</b>        | - 15.1%        | 128          | <b>145</b>       | + 13.3%        |
| Closed Sales                             | 31        | <b>46</b>        | + 48.4%        | 73           | <b>112</b>       | + 53.4%        |
| Median Sales Price*                      | \$192,420 | <b>\$210,000</b> | + 9.1%         | \$175,000    | <b>\$211,598</b> | + 20.9%        |
| Average Sales Price*                     | \$195,258 | <b>\$216,516</b> | + 10.9%        | \$181,024    | <b>\$208,477</b> | + 15.2%        |
| Percent of Original List Price Received* | 99.2%     | <b>98.9%</b>     | - 0.3%         | 98.0%        | <b>99.5%</b>     | + 1.5%         |
| Days on Market Until Sale                | 55        | <b>43</b>        | - 21.8%        | 51           | <b>36</b>        | - 29.4%        |
| Inventory of Homes for Sale              | 80        | <b>39</b>        | - 51.3%        | --           | --               | --             |

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

#### Single-Family Detached



#### Townhouse-Condo Attached

