

# Local Market Update – September 2021

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



## Folly Beach

Area 22

| Single-Family Detached                   | September   |                  |                | Year to Date |                    |                |
|--|-------------|------------------|----------------|--------------|--------------------|----------------|
|  | 2020        | 2021             | Percent Change | 2020         | 2021               | Percent Change |
| <b>Key Metrics</b>                       |             |                  |                |              |                    |                |
| New Listings                             | 9           | 6                | - 33.3%        | 87           | 82                 | - 5.7%         |
| Closed Sales                             | 9           | 5                | - 44.4%        | 84           | 70                 | - 16.7%        |
| Median Sales Price*                      | \$1,100,000 | <b>\$910,500</b> | - 17.2%        | \$747,500    | <b>\$1,011,750</b> | + 35.4%        |
| Average Sales Price*                     | \$1,088,319 | <b>\$959,000</b> | - 11.9%        | \$826,356    | <b>\$1,137,876</b> | + 37.7%        |
| Percent of Original List Price Received* | 93.3%       | <b>100.0%</b>    | + 7.2%         | 92.1%        | <b>98.9%</b>       | + 7.4%         |
| Days on Market Until Sale                | 63          | 9                | - 85.7%        | 109          | 20                 | - 81.7%        |
| Inventory of Homes for Sale              | 28          | 8                | - 71.4%        | --           | --                 | --             |

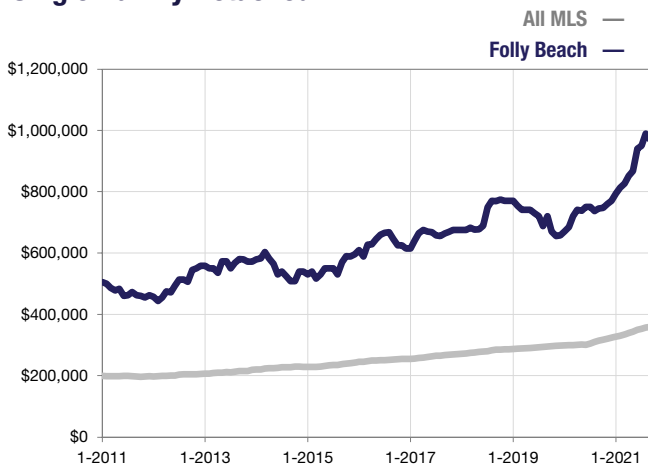
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

| Townhouse-Condo Attached                 | September |                  |                | Year to Date |                  |                |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
|  | 2020      | 2021             | Percent Change | 2020         | 2021             | Percent Change |
| <b>Key Metrics</b>                       |           |                  |                |              |                  |                |
| New Listings                             | 7         | 3                | - 57.1%        | 80           | 68               | - 15.0%        |
| Closed Sales                             | 12        | 5                | - 58.3%        | 69           | 71               | + 2.9%         |
| Median Sales Price*                      | \$632,498 | <b>\$525,000</b> | - 17.0%        | \$384,000    | <b>\$470,000</b> | + 22.4%        |
| Average Sales Price*                     | \$568,916 | <b>\$815,200</b> | + 43.3%        | \$455,053    | <b>\$559,718</b> | + 23.0%        |
| Percent of Original List Price Received* | 97.2%     | <b>101.8%</b>    | + 4.7%         | 94.5%        | <b>97.0%</b>     | + 2.6%         |
| Days on Market Until Sale                | 107       | 32               | - 70.1%        | 98           | 45               | - 54.1%        |
| Inventory of Homes for Sale              | 23        | 6                | - 73.9%        | --           | --               | --             |

\* 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

