

# Local Market Update – March 2011

A RESEARCH TOOL PROVIDED BY THE CHARLESTON TRIDENT ASSOCIATION OF REALTORS®



## Isle of Palms

Areas 44 & 45

**- 32.9%**      **+ 61.5%**      **- 19.8%**

Change in  
**New Listings**  
All Properties

Change in  
**Closed Sales**  
All Properties

Change in  
**Inventory of Homes**  
All Properties

### Single-Family Detached

	March			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	46	<b>34</b>	- 26.1%	100	<b>79</b>	- 21.0%
Closed Sales	7	<b>14</b>	+ 100.0%	25	<b>26</b>	+ 4.0%
Median Sales Price*	\$1,092,500	<b>\$745,000</b>	- 31.8%	\$1,105,000	<b>\$675,500</b>	- 38.9%
Average Sales Price*	\$1,132,008	<b>\$947,786</b>	- 16.3%	\$1,366,789	<b>\$854,802</b>	- 37.5%
Percent of Original List Price Received*	81.4%	<b>80.0%</b>	- 1.7%	77.4%	<b>82.1%</b>	+ 6.1%
Days on Market Until Sale	187	<b>255</b>	+ 36.1%	192	<b>219</b>	+ 14.3%
Inventory of Homes for Sale	315	<b>251</b>	- 20.3%	--	--	--

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### Townhouse-Condo Attached

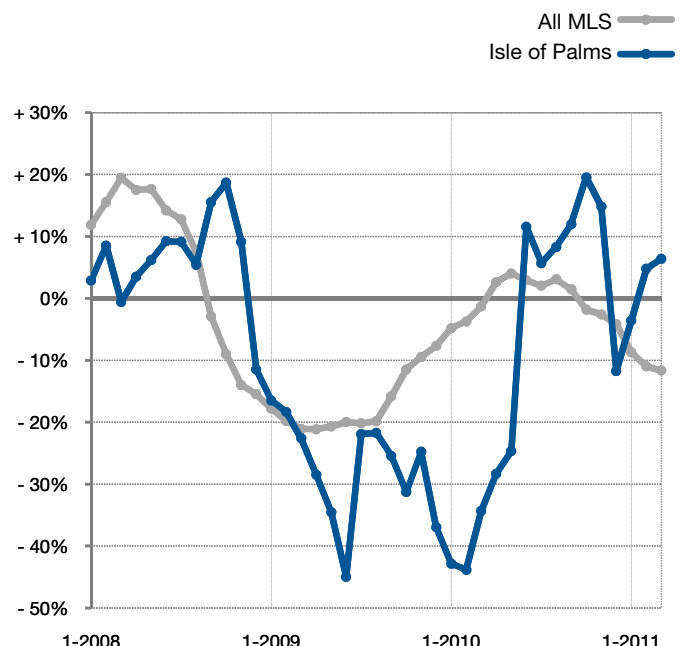
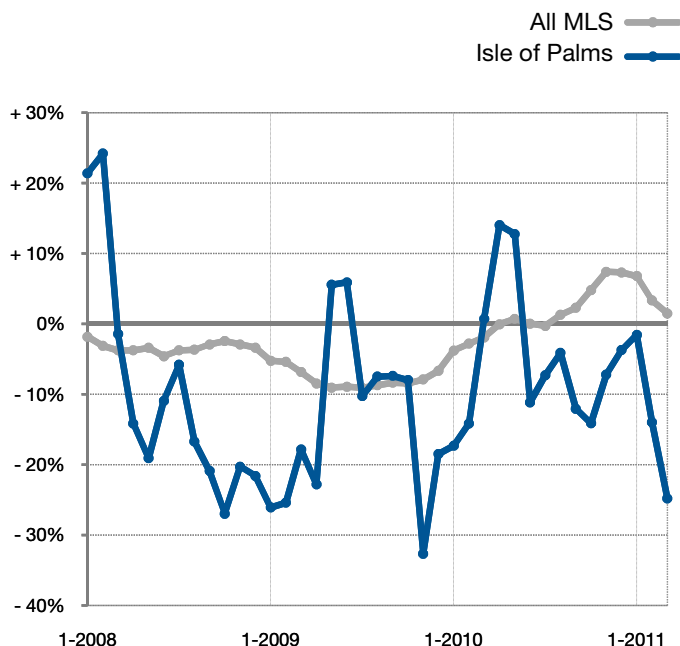
	March			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	30	<b>17</b>	- 43.3%	53	<b>43</b>	- 18.9%
Closed Sales	6	<b>7</b>	+ 16.7%	8	<b>14</b>	+ 75.0%
Median Sales Price*	\$467,500	<b>\$550,000</b>	+ 17.6%	\$467,500	<b>\$562,500</b>	+ 20.3%
Average Sales Price*	\$574,817	<b>\$472,857</b>	- 17.7%	\$536,613	<b>\$522,286</b>	- 2.7%
Percent of Original List Price Received*	90.0%	<b>85.2%</b>	- 5.3%	89.9%	<b>79.4%</b>	- 11.7%
Days on Market Until Sale	183	<b>171</b>	- 6.6%	150	<b>186</b>	+ 24.1%
Inventory of Homes for Sale	150	<b>122</b>	- 18.7%	--	--	--

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

#### Single-Family Detached

#### Townhouse-Condo Attached



\*\* Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from the Charleston Trident Association of REALTORS®. | Sponsored by South Carolina REALTORS®. Powered by 10K Research and Marketing. | Information deemed reliable but not guaranteed. Consult your agent for market specifics.