

# Local Market Update – December 2011

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



## Isle of Palms

Areas 44 & 45

**- 18.2%**

Change in  
New Listings  
All Properties

**- 33.3%**

Change in  
Closed Sales  
All Properties

**- 13.3%**

Change in  
Inventory of Homes  
All Properties

### Single-Family Detached

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	14	9	- 35.7%	327	237	- 27.5%
Closed Sales	9	9	0.0%	122	123	+ 0.8%
Median Sales Price*	\$820,000	<b>\$475,000</b>	- 42.1%	\$737,000	<b>\$740,000</b>	+ 0.4%
Average Sales Price*	\$822,167	<b>\$543,483</b>	- 33.9%	\$951,984	<b>\$879,958</b>	- 7.6%
Percent of Original List Price Received*	80.6%	<b>85.9%</b>	+ 6.5%	79.2%	<b>82.4%</b>	+ 4.0%
Days on Market Until Sale	214	<b>139</b>	- 35.1%	185	<b>194</b>	+ 5.0%
Inventory of Homes for Sale	239	<b>193</b>	- 19.2%	--	--	--

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

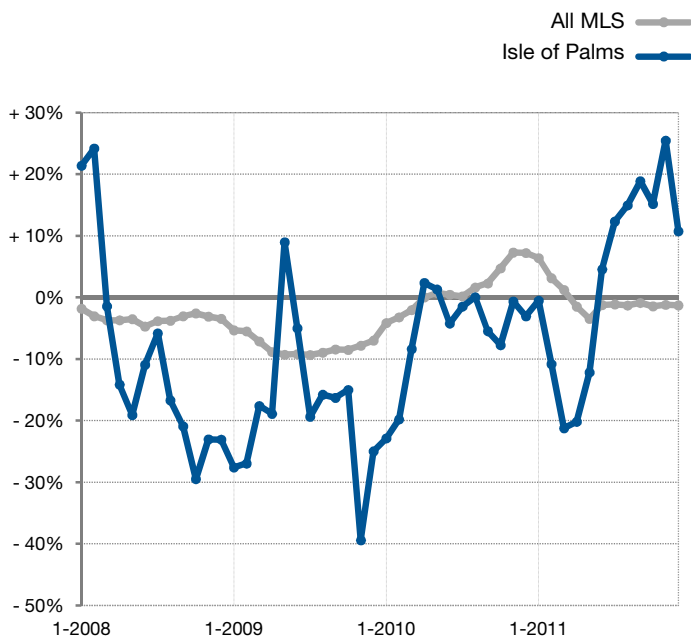
### Townhouse-Condo Attached

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	8	9	+ 12.5%	167	132	- 21.0%
Closed Sales	9	3	- 66.7%	48	54	+ 12.5%
Median Sales Price*	\$325,000	<b>\$600,000</b>	+ 84.6%	\$489,500	<b>\$465,000</b>	- 5.0%
Average Sales Price*	\$384,444	<b>\$555,000</b>	+ 44.4%	\$489,598	<b>\$460,776</b>	- 5.9%
Percent of Original List Price Received*	79.9%	<b>76.1%</b>	- 4.8%	83.1%	<b>79.5%</b>	- 4.4%
Days on Market Until Sale	155	<b>258</b>	+ 66.5%	153	<b>202</b>	+ 31.4%
Inventory of Homes for Sale	114	<b>113</b>	- 0.9%	--	--	--

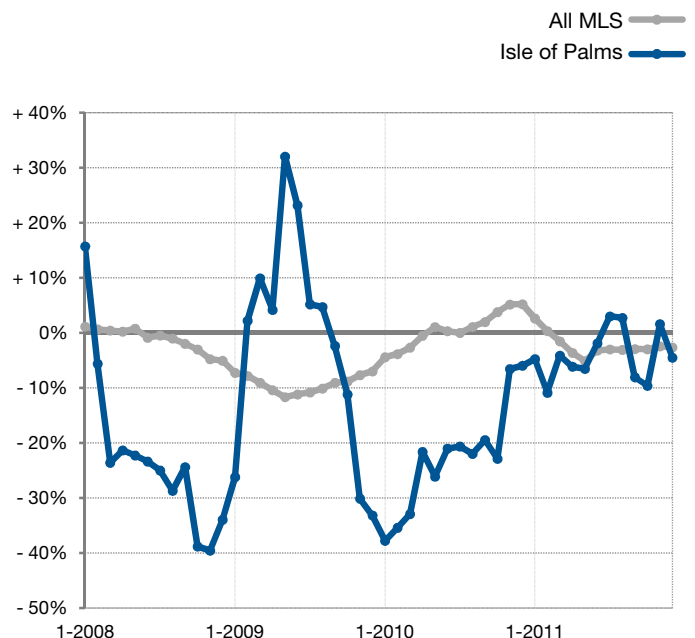
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## Change in Median Sales Price from Prior Year (6-Month Average)\*\*

### 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.