

# Local Market Update – December 2011

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



## Lower Mount Pleasant

Area 42

**- 40.5%**

**+ 30.4%**

**- 36.5%**

Change in  
**New Listings**  
All Properties

Change in  
**Closed Sales**  
All Properties

Change in  
**Inventory of Homes**  
All Properties

### Single-Family Detached

|  | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2010      | 2011             | + / -   | 2010         | 2011             | + / -   |
| New Listings                             | 54        | <b>28</b>        | - 48.1% | 974          | <b>815</b>       | - 16.3% |
| Closed Sales                             | 31        | <b>48</b>        | + 54.8% | 489          | <b>553</b>       | + 13.1% |
| Median Sales Price*                      | \$323,599 | <b>\$417,000</b> | + 28.9% | \$347,000    | <b>\$353,125</b> | + 1.8%  |
| Average Sales Price*                     | \$379,991 | <b>\$501,629</b> | + 32.0% | \$434,461    | <b>\$425,933</b> | - 2.0%  |
| Percent of Original List Price Received* | 91.0%     | <b>91.2%</b>     | + 0.2%  | 89.4%        | <b>90.4%</b>     | + 1.1%  |
| Days on Market Until Sale                | 124       | <b>110</b>       | - 11.0% | 116          | <b>106</b>       | - 9.3%  |
| Inventory of Homes for Sale              | 377       | <b>252</b>       | - 33.2% | --           | --               | --      |

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

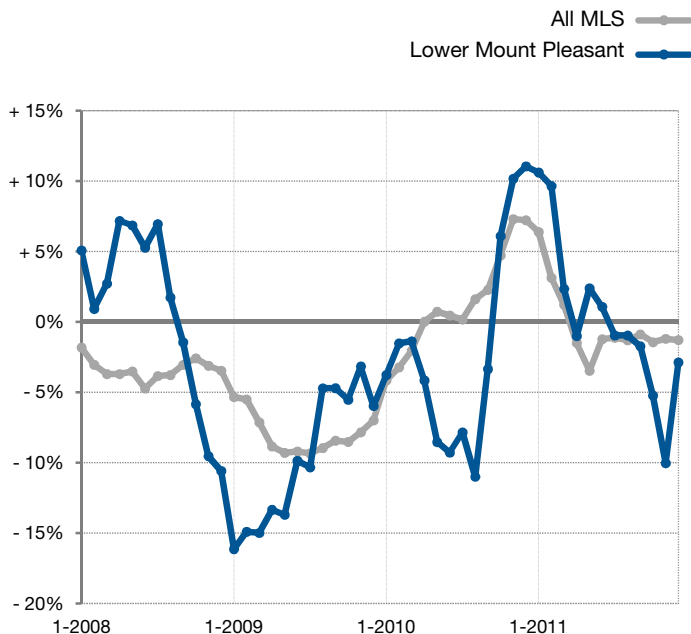
### Townhouse-Condo Attached

|  | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2010      | 2011             | + / -   | 2010         | 2011             | + / -   |
| New Listings                             | 25        | <b>19</b>        | - 24.0% | 380          | <b>269</b>       | - 29.2% |
| Closed Sales                             | 15        | <b>12</b>        | - 20.0% | 161          | <b>177</b>       | + 9.9%  |
| Median Sales Price*                      | \$163,900 | <b>\$123,250</b> | - 24.8% | \$161,400    | <b>\$142,000</b> | - 12.0% |
| Average Sales Price*                     | \$235,687 | <b>\$153,866</b> | - 34.7% | \$208,435    | <b>\$199,363</b> | - 4.4%  |
| Percent of Original List Price Received* | 83.7%     | <b>86.9%</b>     | + 3.8%  | 85.5%        | <b>87.6%</b>     | + 2.4%  |
| Days on Market Until Sale                | 143       | <b>151</b>       | + 5.7%  | 153          | <b>125</b>       | - 18.1% |
| Inventory of Homes for Sale              | 221       | <b>128</b>       | - 42.1% | --           | --               | --      |

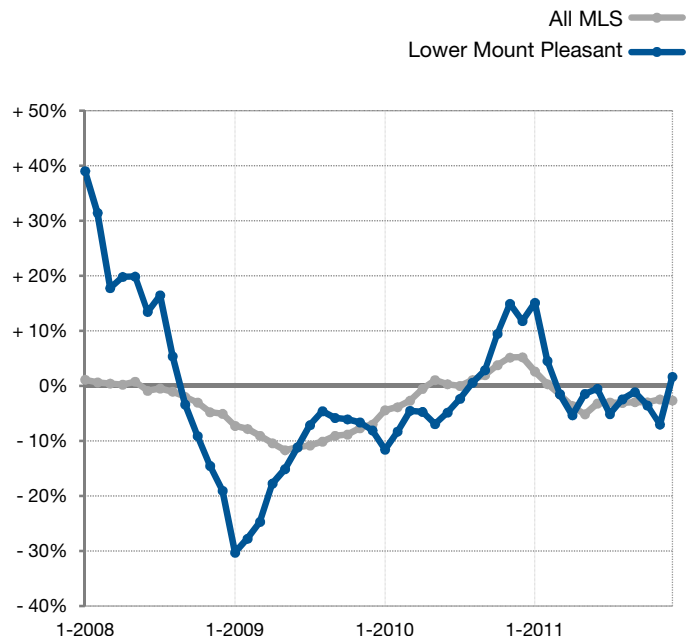
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## Change in Median Sales Price from Prior Year (6-Month Average)\*\*

### 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.