



A free research tool from **Charleston Trident Association of REALTORS®** on the Charleston Regional Housing Market

Monthly Indicators

March 2010

Buyers in Charleston were even more active in March than in February, with a whopping 54.4 percent year-over-year increase in peendingsales to bring the figure to 1,081 for this month.

Home prices held relatively steady, increasing from \$184,990 last March to \$185,000 this March. Percent of Original List Price Received also provides reason for cautious optimism as transactions slowly creep back toward the seller's favor. The 90.7 mark for March has consistently been inching upwards in 2010.

Low mortgage rates and the final days of the tax credit continue to create a favorable buying environment and affordability continues to soar. This may change; but we're on top of it.

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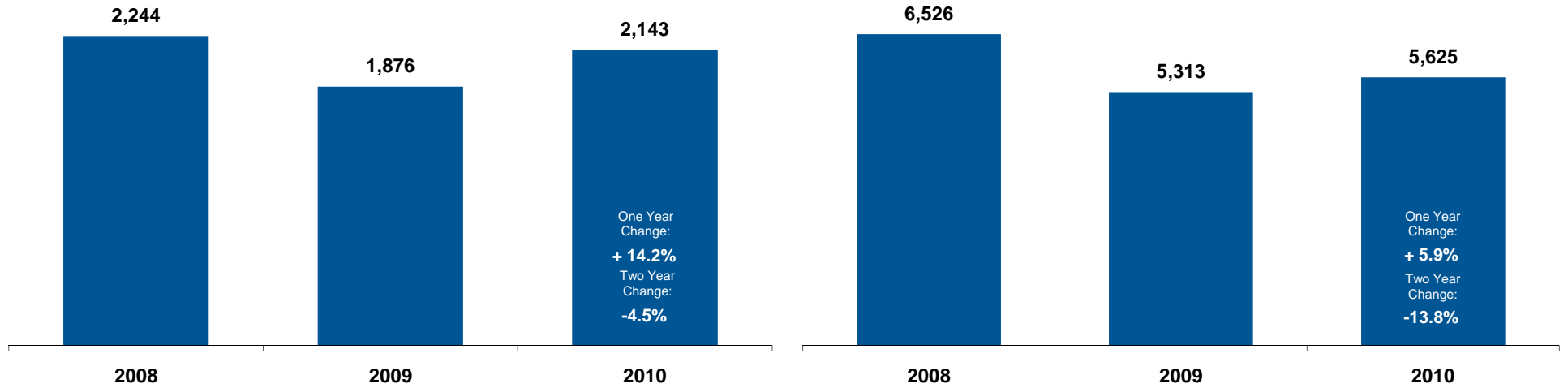
New Listings

A Monthly Indicator from the **Charleston Trident Association of REALTORS®**

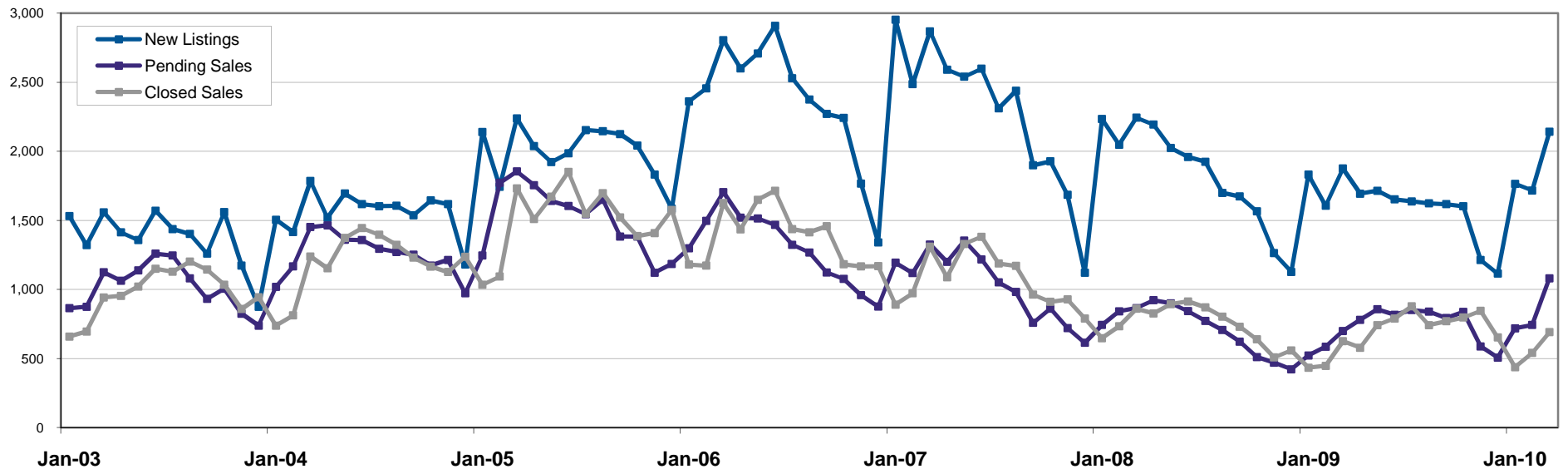


March

Year to Date



Historical Market Activity

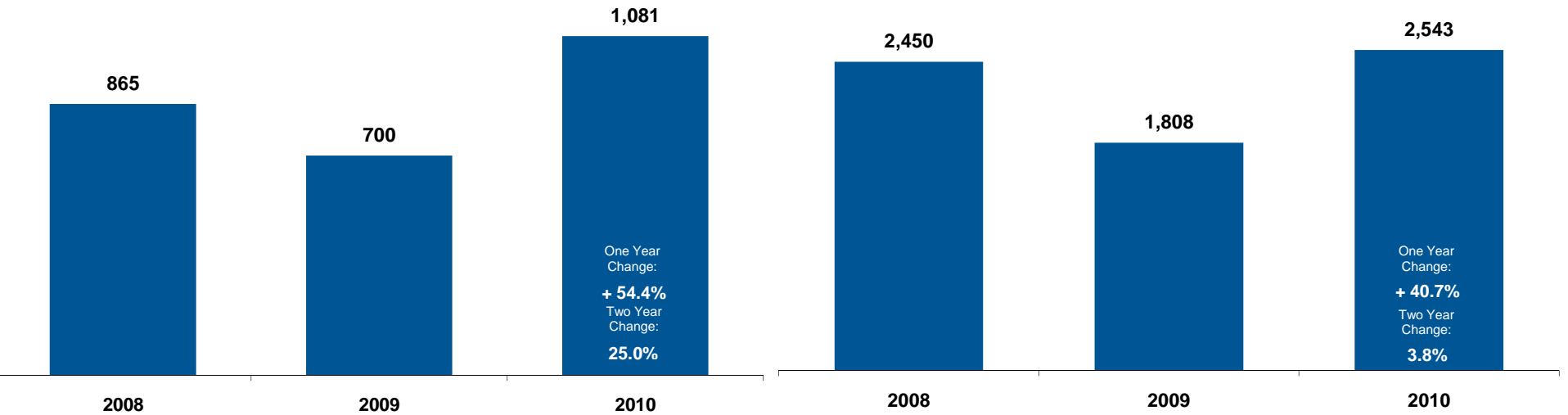


Pending Sales

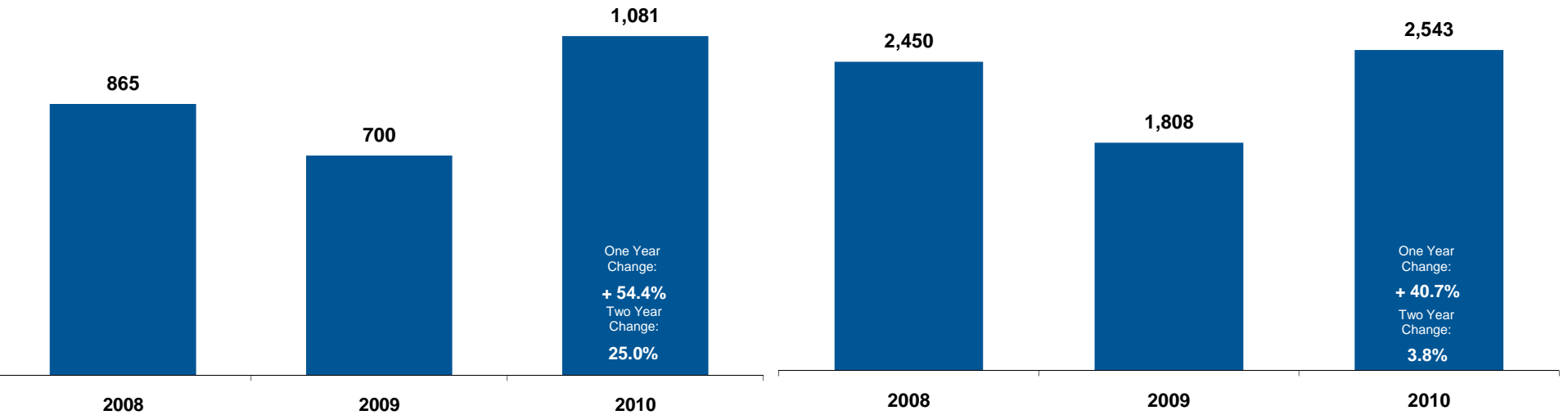
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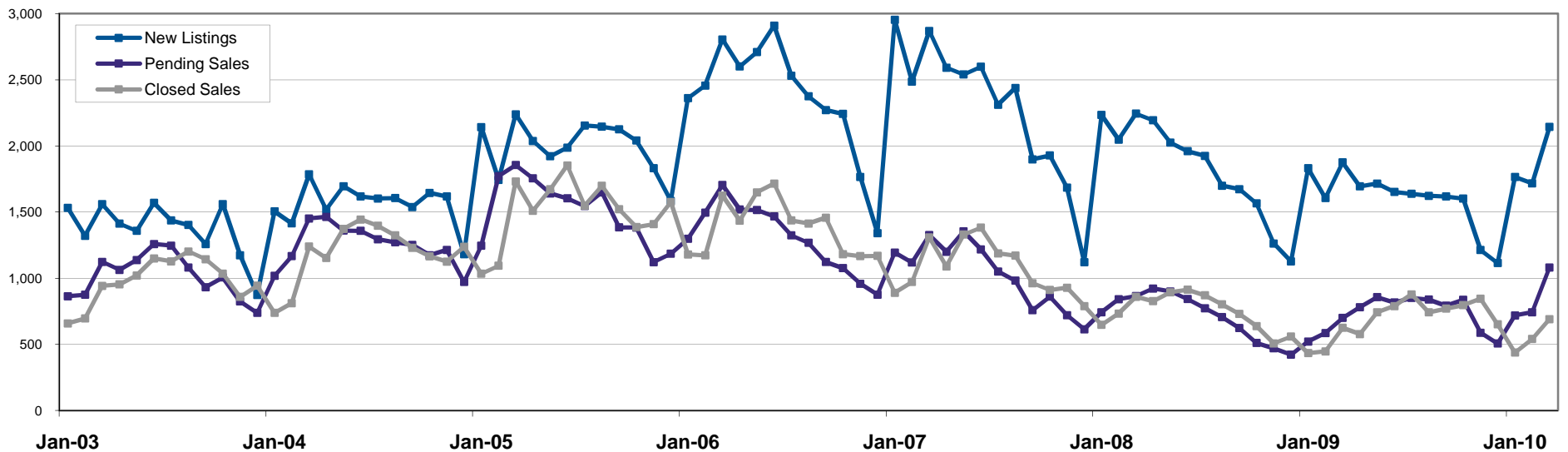
March



Year to Date



Historical Market Activity

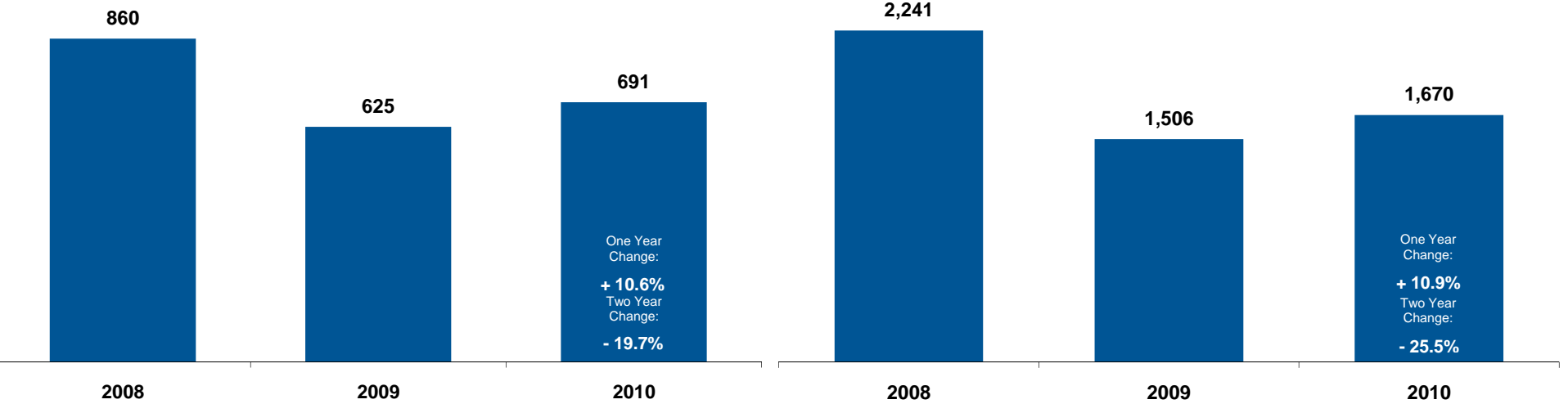


Closed Sales

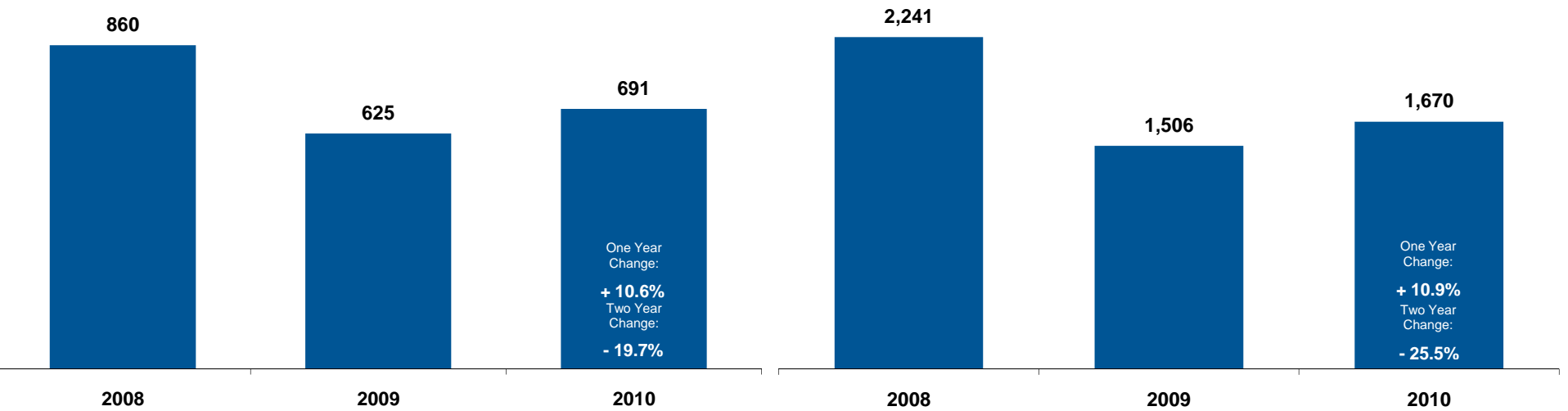
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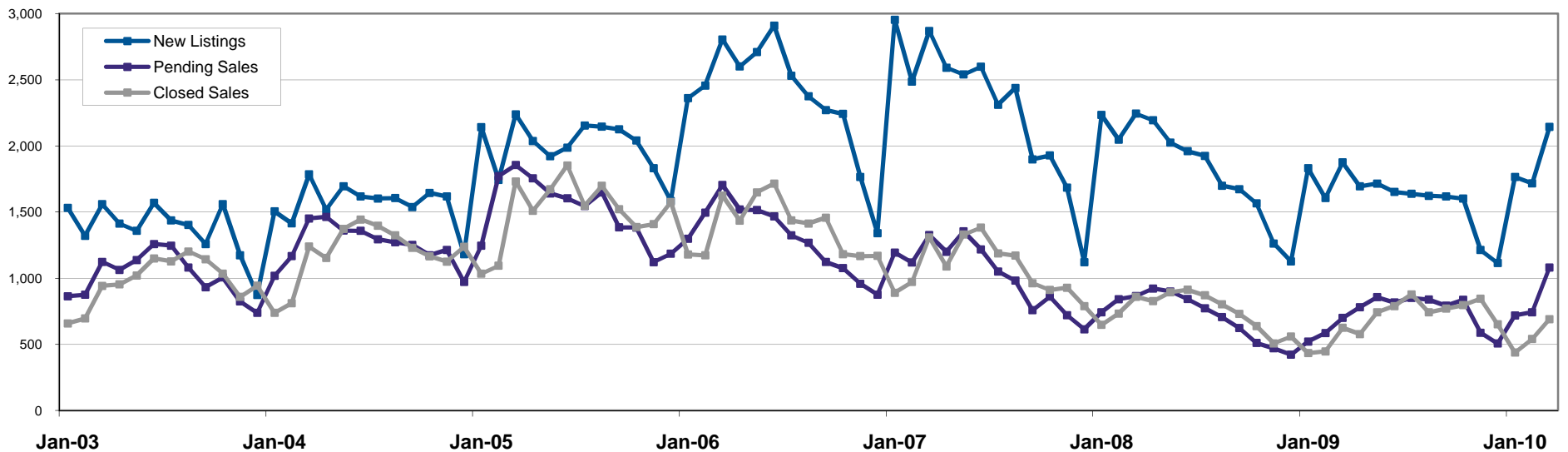
March



Year to Date



Historical Market Activity

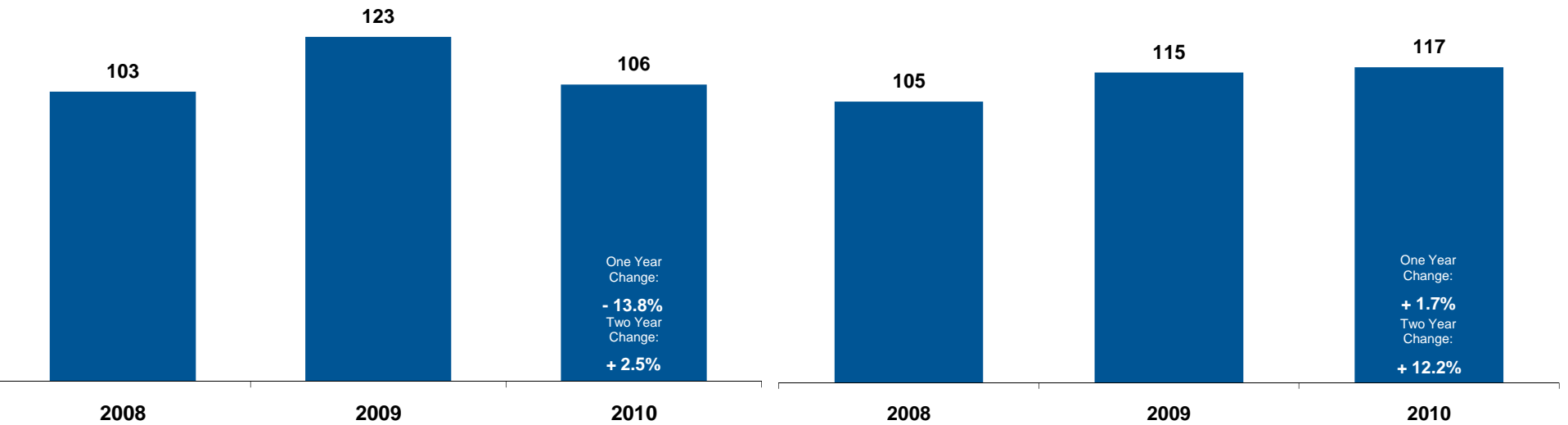


Days on Market Until Sale

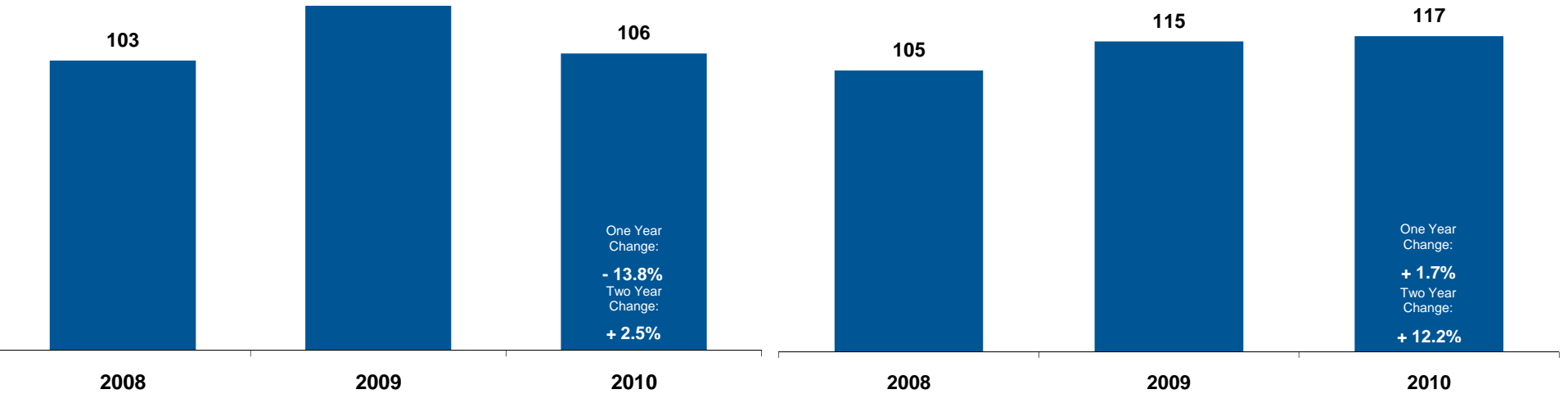
A Monthly Indicator from the Charleston Trident Association of REALTORS®



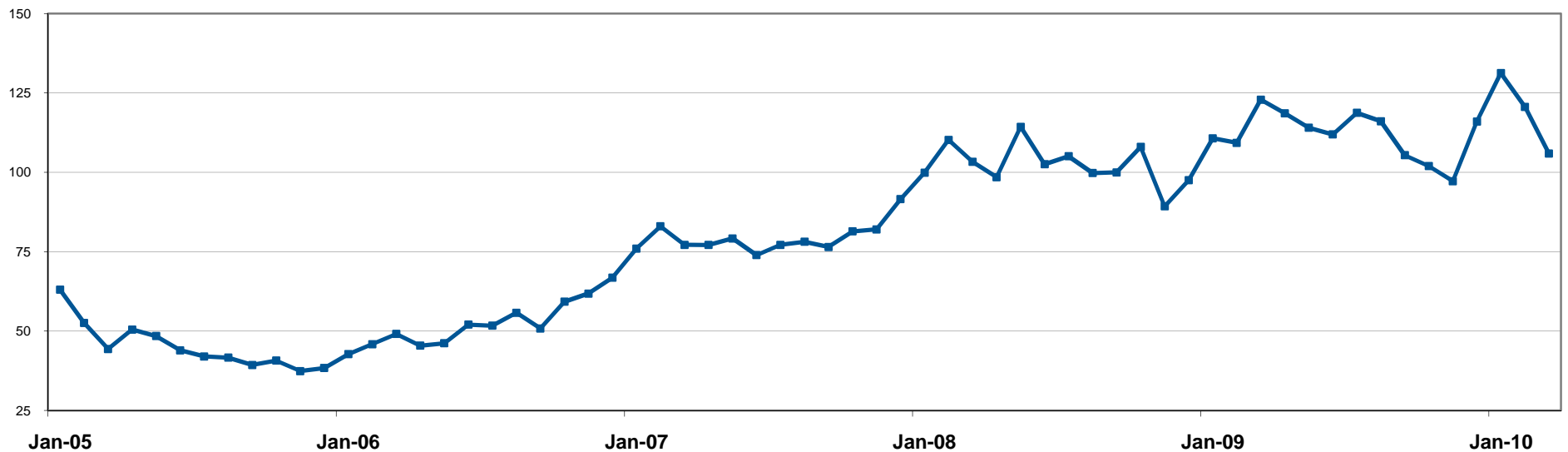
March



Year to Date



Historical Market Activity



Median Sales Price

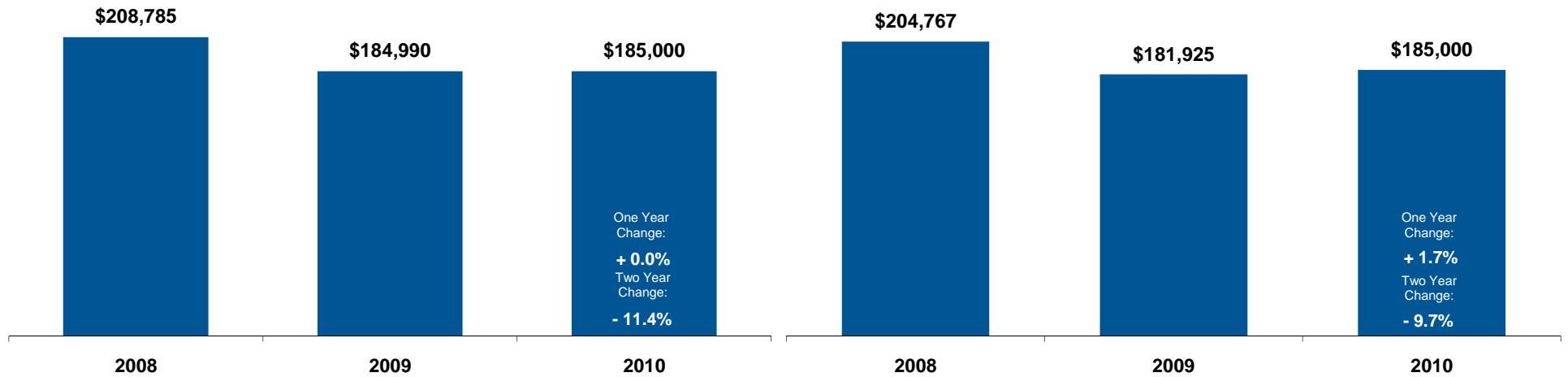
A Monthly Indicator from the **Charleston Trident Association of REALTORS®**



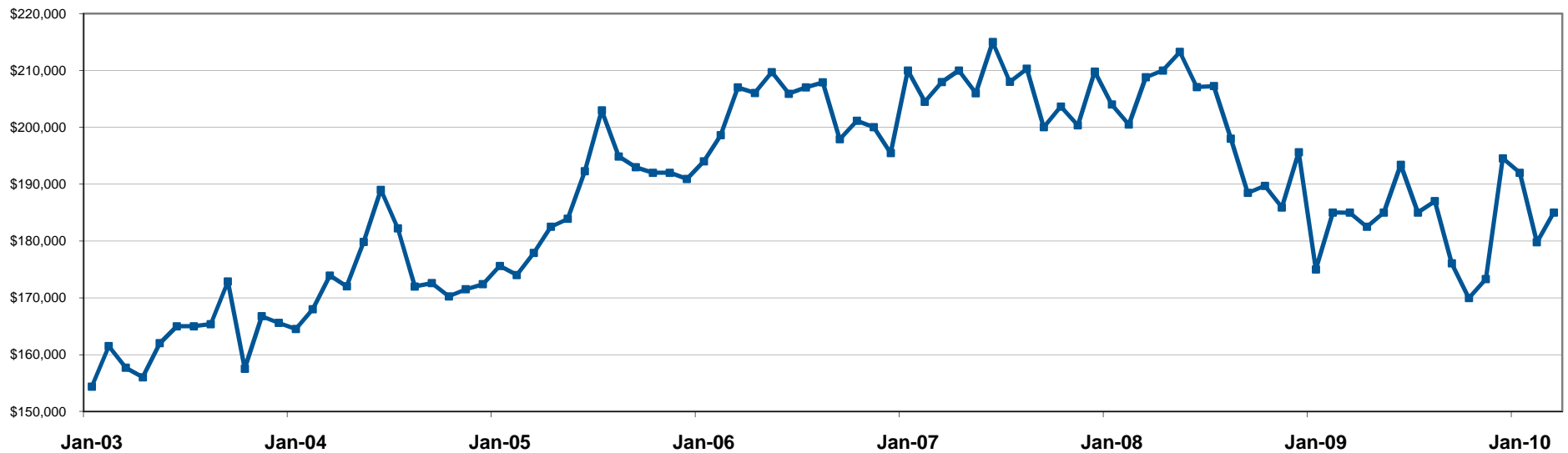
March

Year to Date

Figures do not take into account seller concessions.



Historical Median Prices



Average Sales Price

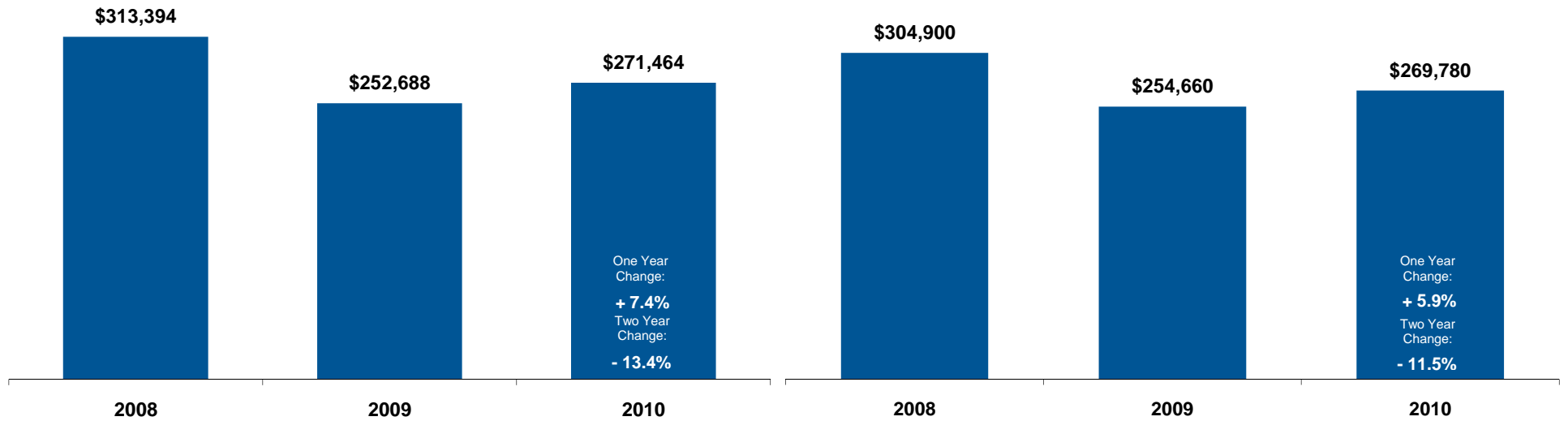
A Monthly Indicator from the Charleston Trident Association of REALTORS®



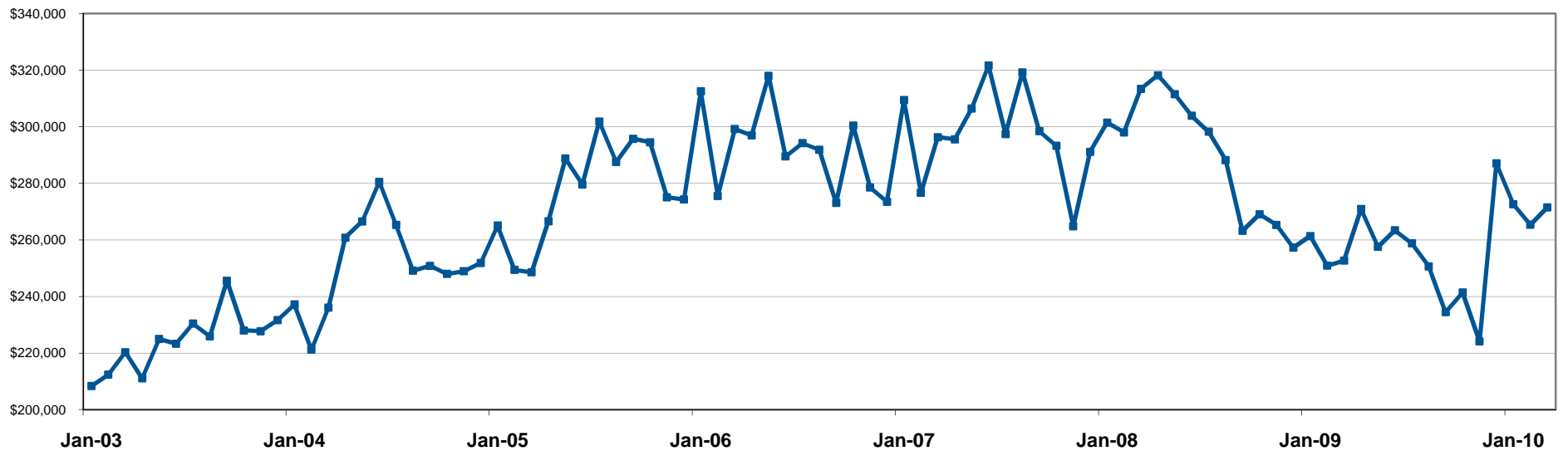
March

Year to Date

Figures do not take into account seller concessions.



Historical Average Prices

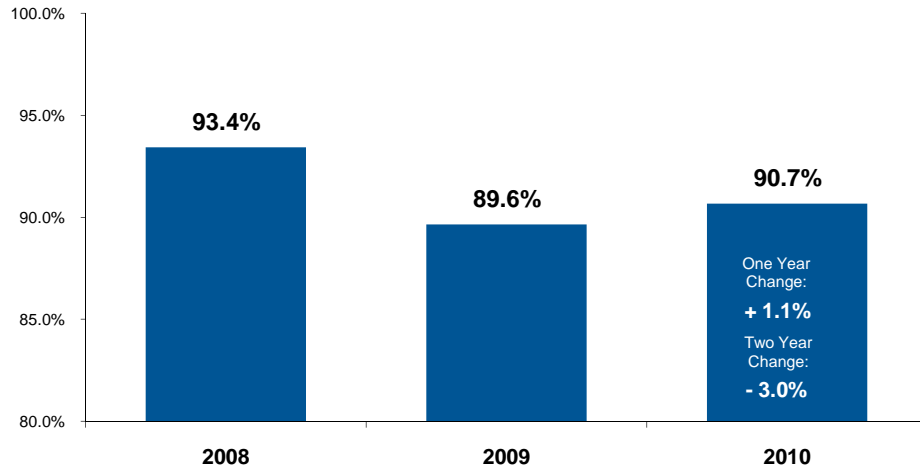


Percent of Original List Price Received at Sale

A Monthly Indicator from the Charleston Trident Association of REALTORS®

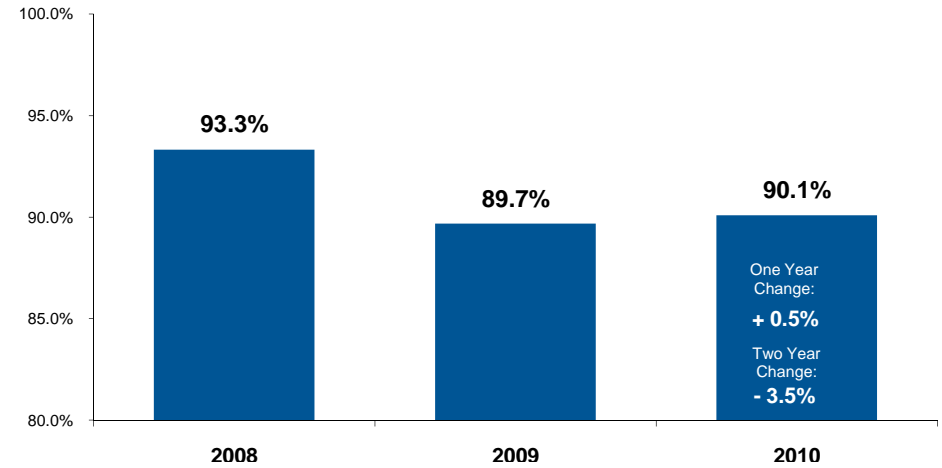


March

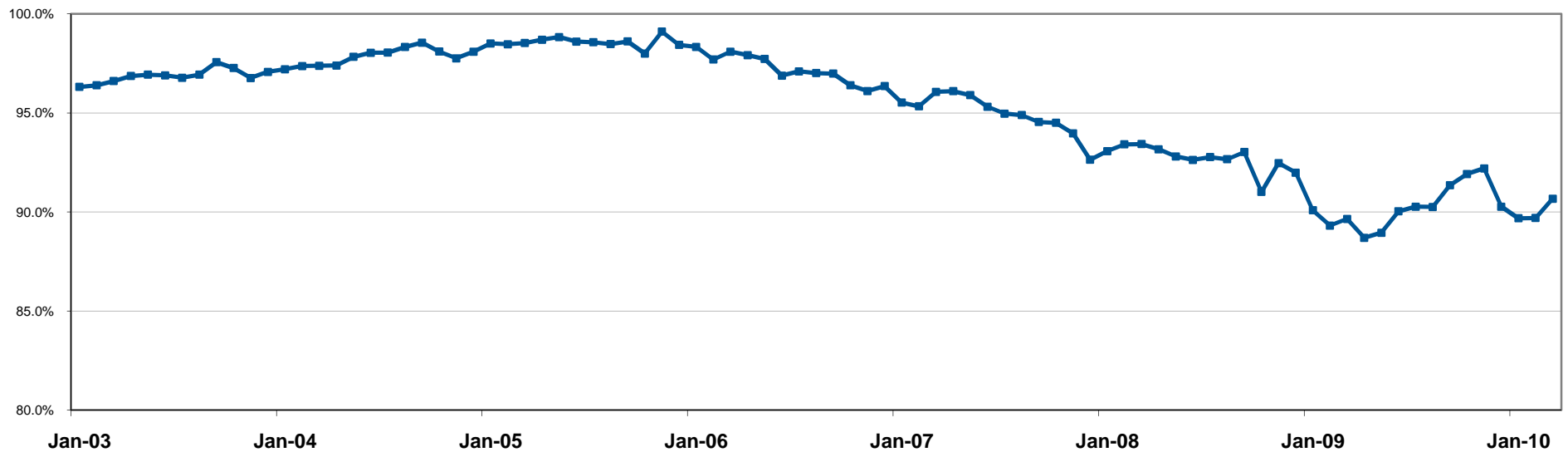


Year to Date

The Percent of Original List Price Received at Sale is calculated by comparing the final sales prices of closed sales to their original list prices. This does not account for list prices from any previous listing contracts. The sales price does not account for seller concessions.



Historical Percent of Original List Price Received at Sale



Housing Affordability Index

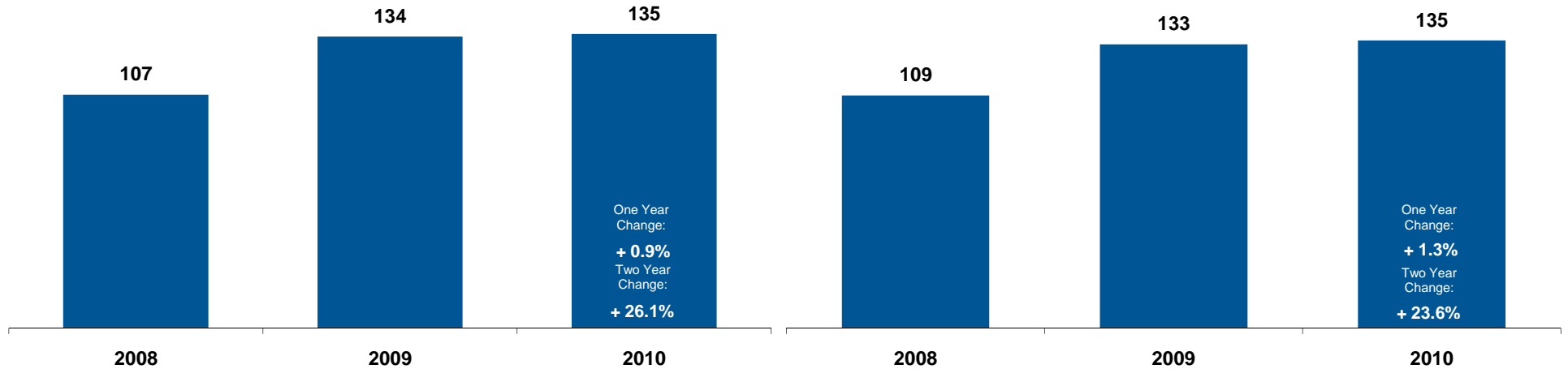
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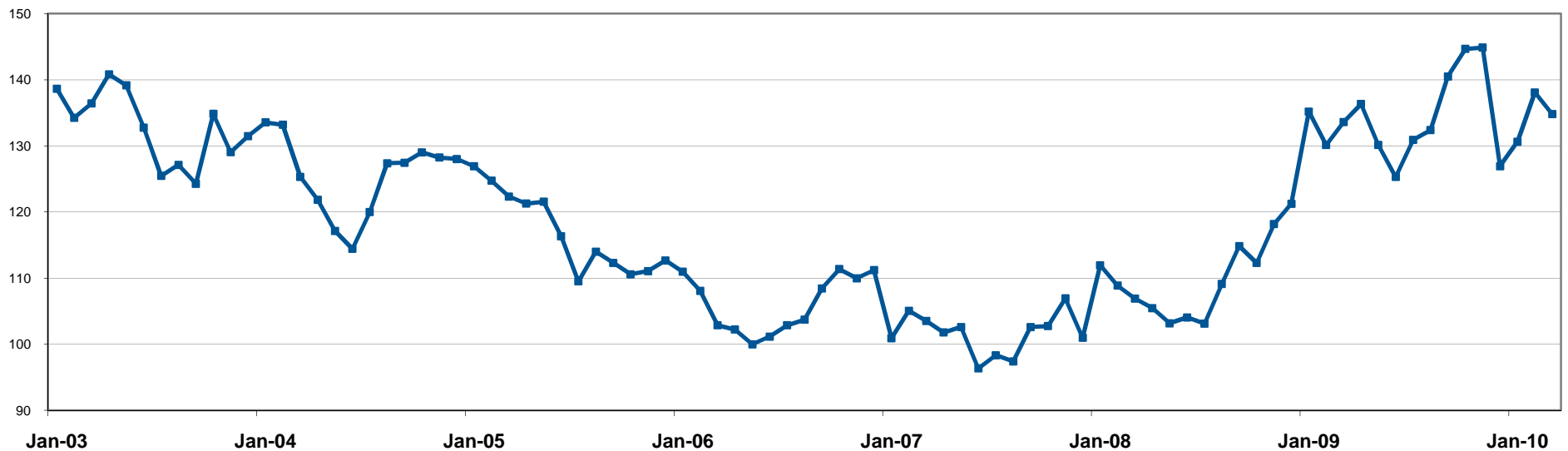
March

Year to Date

The HAI formula measures housing affordability for the Charleston Regional Housing Market. An HAI of 120 means the median family income is 120% of the necessary income to qualify for the median priced home using a 20% down, 30-year fixed rate mortgage.



Historical Housing Affordability Index

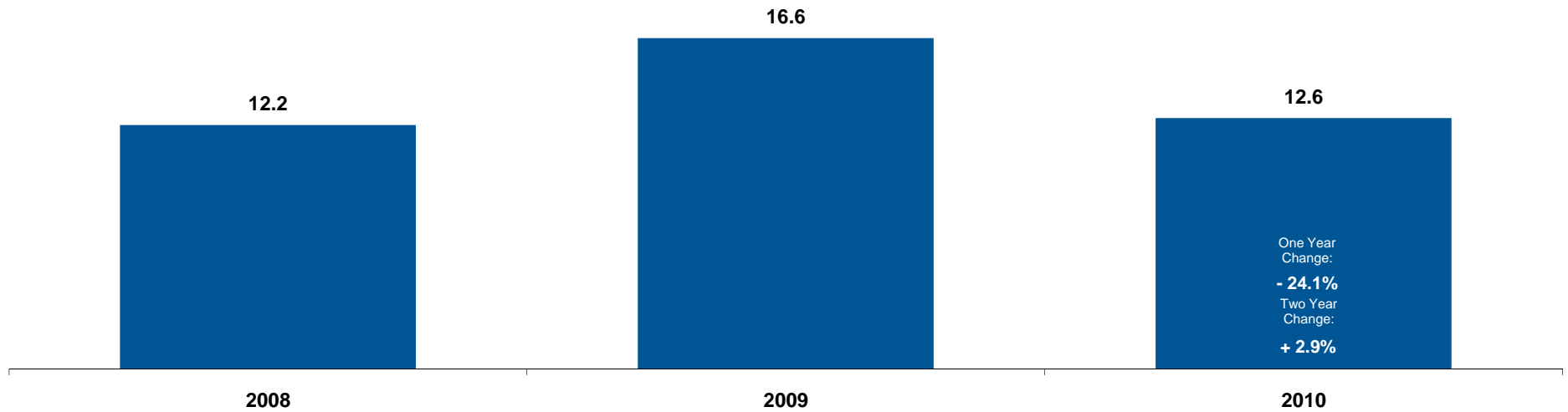


Months Supply of Inventory

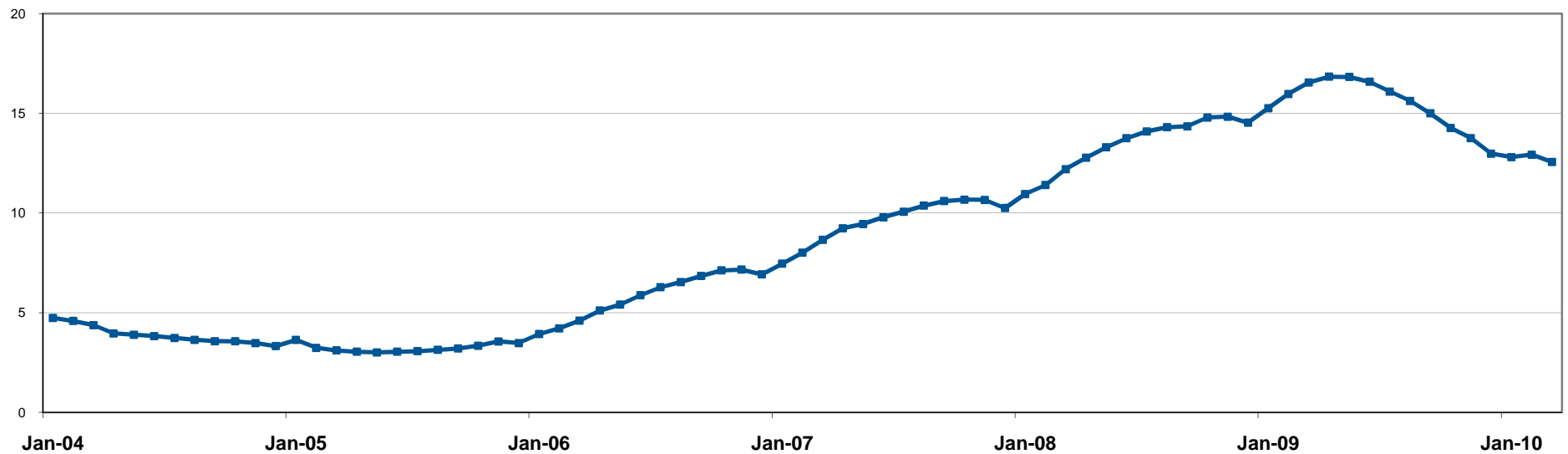
A Monthly Indicator from the Charleston Trident Association of REALTORS®



March



Historical Months Supply of Inventory



Market Overview

A Monthly Indicator from the Charleston Trident Association of REALTORS®



March 2010

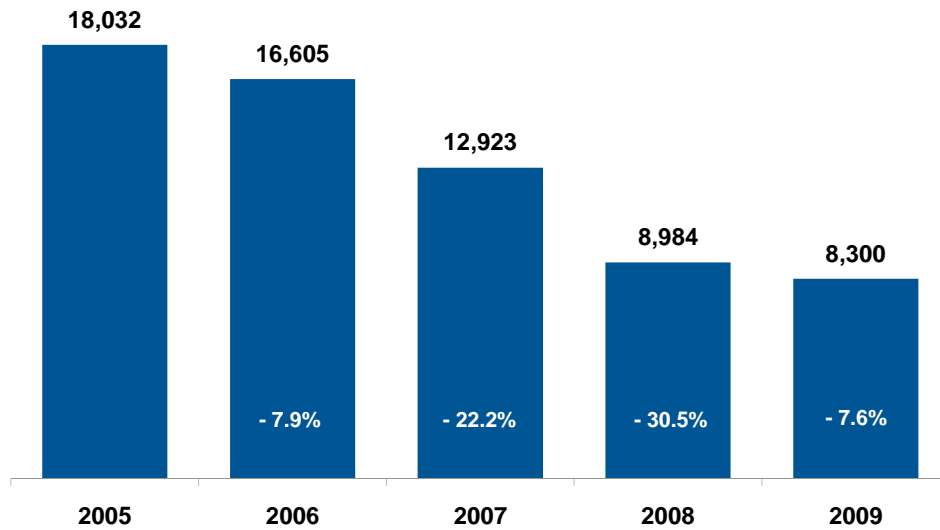
		This Year	Last Year	Percent Change	5-Year Average	This Year Year-to-Date	Last Year Year-to-Date	Percent Change	5-Year Year-to-Date Average
New Listings	Jan	1,765	1,831	- 3.6%	2,229	1,765	1,831	- 3.6%	2,229
	Feb	1,717	1,606	+ 6.9%	2,063	3,482	3,437	+ 1.3%	4,292
	Mar	2,143	1,876	+ 14.2%	2,387	5,625	5,313	+ 5.9%	6,679
Pending Sales	Jan	719	522	+ 37.7%	895	719	522	+ 37.7%	895
	Feb	743	586	+ 26.8%	957	1,462	1,108	+ 31.9%	1,852
	Mar	1,081	700	+ 54.4%	1,135	2,543	1,808	+ 40.7%	2,988
Closed Sales	Jan	438	434	+ 0.9%	718	438	434	+ 0.9%	718
	Feb	541	447	+ 21.0%	773	979	881	+ 11.1%	1,491
	Mar	691	625	+ 10.6%	1,022	1,670	1,506	+ 10.9%	2,513
Days on Market Until Sale	Jan	131	111	+ 18.5%	92	131	111	+ 18.5%	92
	Feb	121	109	+ 10.4%	94	125	110	+ 14.0%	93
	Mar	106	123	- 13.8%	92	117	115	+ 1.7%	92
Median Sales Price	Jan	\$192,000	\$175,000	+ 9.7%	\$194,998	\$192,000	\$175,000	+ 9.7%	\$194,998
	Feb	\$179,755	\$185,000	- 2.8%	\$193,675	\$185,138	\$180,000	+ 2.9%	\$193,698
	Mar	\$185,000	\$184,990	+ 0.0%	\$198,746	\$185,000	\$181,925	+ 1.7%	\$195,918
Average Sales Price	Jan	\$272,590	\$261,380	+ 4.3%	\$291,471	\$272,590	\$261,380	+ 4.3%	\$291,471
	Feb	\$265,354	\$250,891	+ 5.8%	\$273,278	\$268,591	\$256,058	+ 4.9%	\$282,128
	Mar	\$271,464	\$252,688	+ 7.4%	\$286,609	\$269,780	\$254,660	+ 5.9%	\$283,893
Total Active Listings Available At Month End	Jan	9,470	10,676	- 11.3%					
	Feb	9,727	10,840	- 10.3%	--	--	--	--	--
	Mar	9,849	11,005	- 10.5%					
Percent of Original List Price	Jan	89.7%	90.1%	- 0.4%	93.3%	93.3%	90.1%	+ 3.6%	89.7%
	Feb	89.7%	89.3%	+ 0.4%	93.1%	93.1%	89.7%	+ 3.8%	89.7%
	Mar	90.7%	89.6%	+ 1.1%	93.6%	93.6%	89.7%	+ 4.4%	90.1%
Housing Affordability Index	Jan	131	135	- 3.4%	118	131	135	- 3.4%	
	Feb	138	130	+ 6.1%	118	135	133	+ 1.6%	--
	Mar	135	134	+ 0.9%	116	135	133	+ 1.3%	
Months Supply of Inventory	Jan	12.8	15.3	- 16.1%					
	Feb	12.9	16.0	- 19.1%	--	--	--	--	--
	Mar	12.6	16.6	- 24.1%					

Annual Review

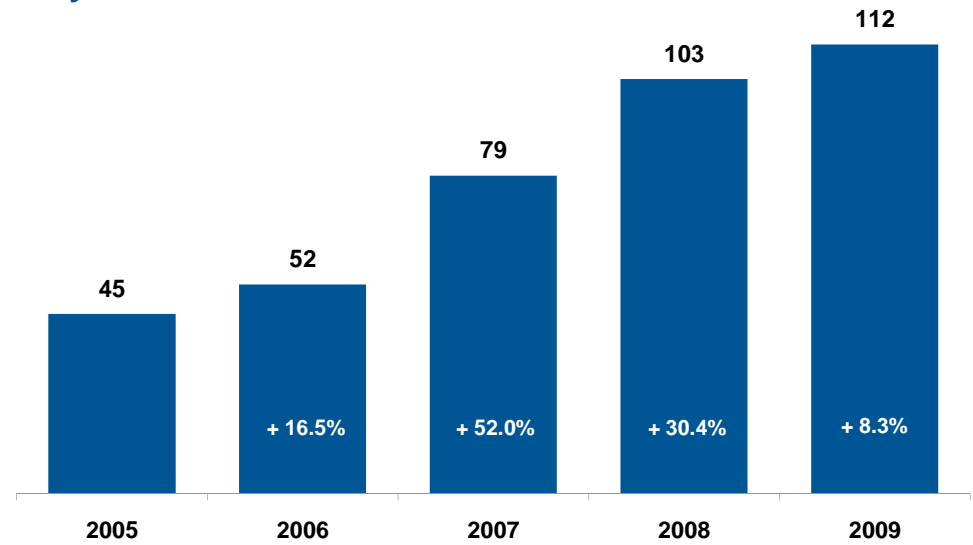
Provided by the Charleston Trident Association of REALTORS®



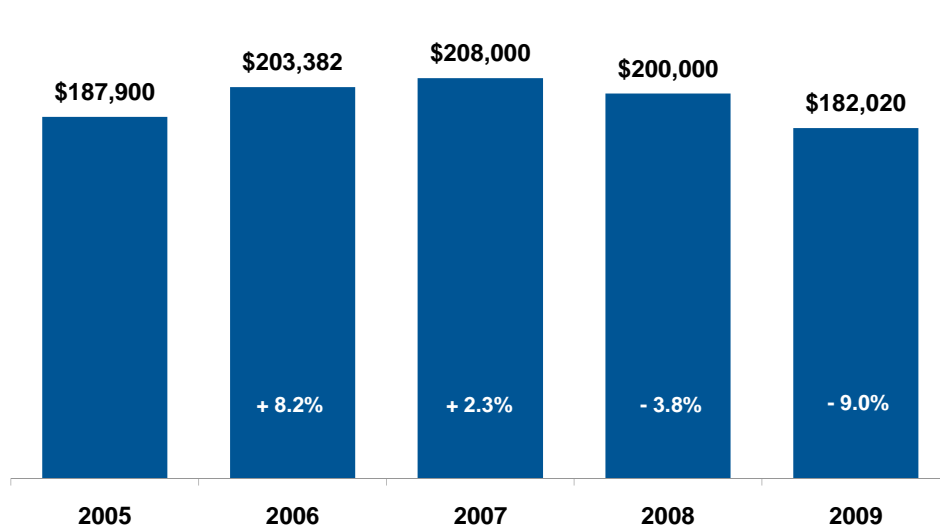
Closed Sales



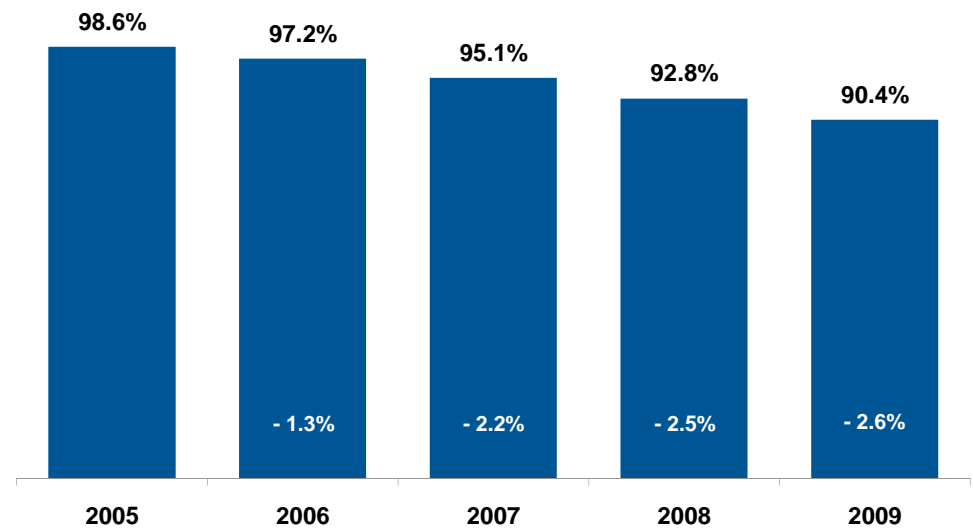
Days on Market Until Sale



Median Sales Price



Percent of Original List Price Received at Sale



Explanation of Methodology

From the **Charleston Trident Association of REALTORS®**



New Listings	A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.
Pending Sales	A count of the properties that have offers accepted on them in a given month, regardless of whether or not the sale closes.
Closed Sales	A count of the properties have had a closed sales in a given month.
Days on Market Until Sale	The average number of days between when a property is first listed and when it is closed, sold properties only.
Median Sales Price	The median sales price for all closed sales in a given month, sold properties only.
Average Sales Price	The average sales price for all closed sales in a given month, sold properties only.
Total Active Listings Available At Month End	The number of properties available for sale in active status at the end of the month.
Percent of Original List Price Received At Sale	The average percentage found when dividing a property's sales price by the original list price, sold properties only.
Housing Affordability Index	Measures affordability in the Charleston region. An index of 120 would mean that the median family income in the region is 120% of what's necessary to qualify for the median priced home.
Months Supply of Inventory	Compares the number of active listings available to the average monthly pending sales for the last twelve months.