

# Local Market Update – December 2011

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



## Hanahan

Area 71

**- 40.7%**

**+ 150.0%**

**- 34.3%**

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	27	15	- 44.4%	395	276	- 30.1%
Closed Sales	7	16	+ 128.6%	193	184	- 4.7%
Median Sales Price*	\$219,000	\$201,400	- 8.0%	\$194,000	\$181,475	- 6.5%
Average Sales Price*	\$221,036	\$215,070	- 2.7%	\$199,649	\$197,047	- 1.3%
Percent of Original List Price Received*	88.2%	93.6%	+ 6.1%	93.5%	91.1%	- 2.6%
Days on Market Until Sale	69	112	+ 62.5%	67	104	+ 54.9%
Inventory of Homes for Sale	156	101	- 35.3%	--	--	--

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

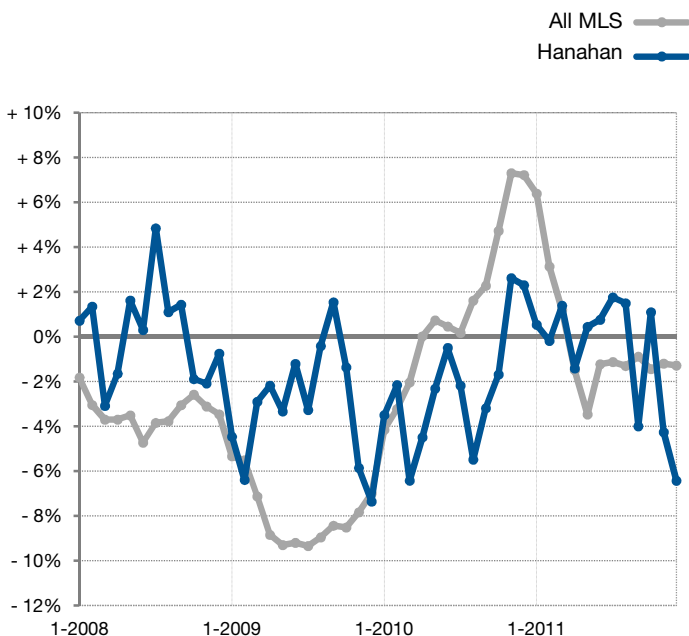
### Townhouse-Condo Attached

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	0	1	--	42	30	- 28.6%
Closed Sales	1	4	+ 300.0%	11	20	+ 81.8%
Median Sales Price*	\$115,000	\$74,450	- 35.3%	\$80,000	\$70,000	- 12.5%
Average Sales Price*	\$115,000	\$118,725	+ 3.2%	\$97,378	\$87,413	- 10.2%
Percent of Original List Price Received*	100.0%	93.3%	- 6.7%	87.6%	85.1%	- 2.8%
Days on Market Until Sale	46	164	+ 256.5%	63	95	+ 51.7%
Inventory of Homes for Sale	13	10	- 23.1%	--	--	--

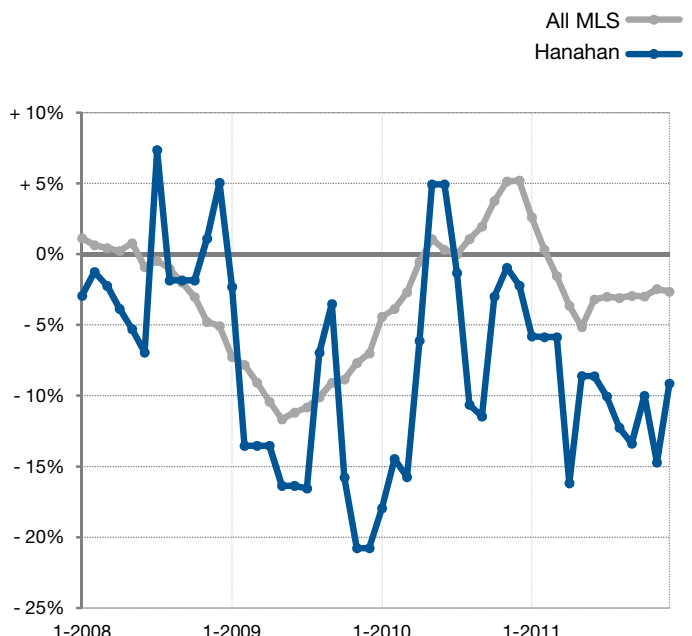
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### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

#### 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.