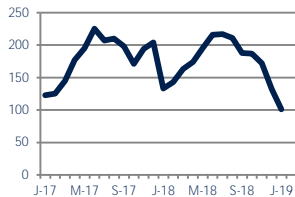


### Units Sold

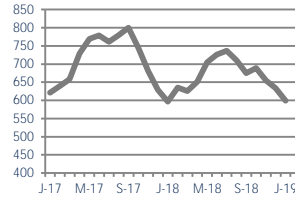
101



Down -24%  
Vs. Year Ago

### Active Inventory

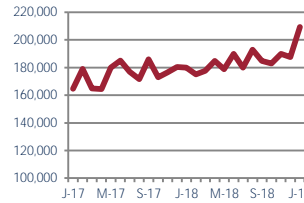
599



No Change  
Vs. Year Ago

### Median Sale Price

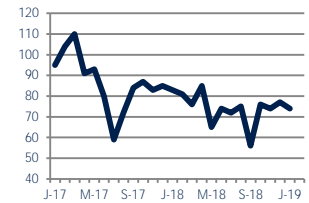
\$209,450



Up 16%  
Vs. Year Ago

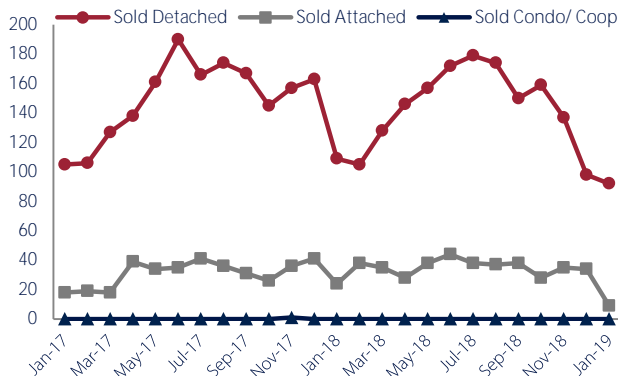
### Days On Market

74



Down -11%  
Vs. Year Ago

### Units Sold\*



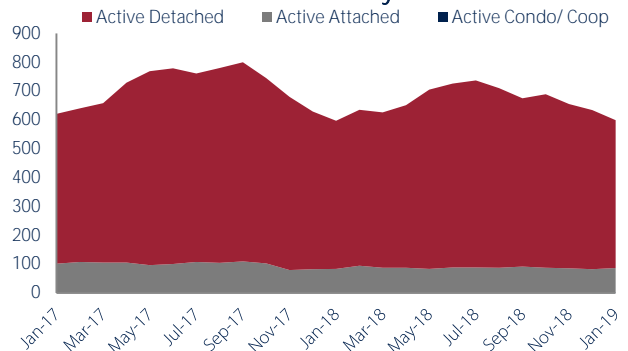
### Units Sold

There was a decrease in total units sold in January, with 101 sold this month in Berkeley County versus 132 last month, a decrease of 23%. This month's total units sold was lower than at this time last year, a decrease of 24% versus January 2018.

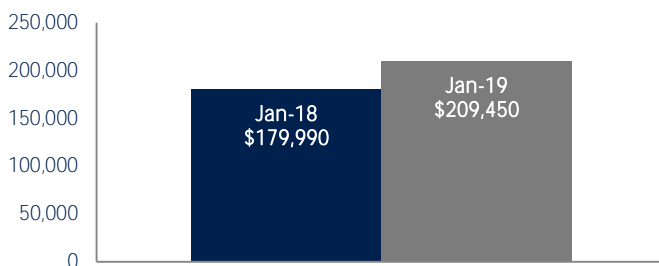
### Active Inventory

The total number of homes available this month is 599 units, which is similar compared to a year ago. This month's total of 599 is lower than the previous month's total supply of available inventory of 634, a decrease of 6%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Berkeley County Homes was \$179,990. This January, the median sale price was \$209,450, an increase of 16% or \$29,460 compared to last year. The current median sold price is 12% higher than in December.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

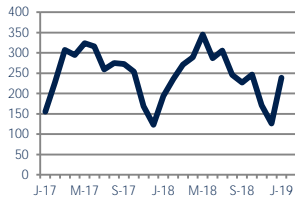


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of BRIGHTMLS or Long & Foster Real Estate, Inc.



### New Listings

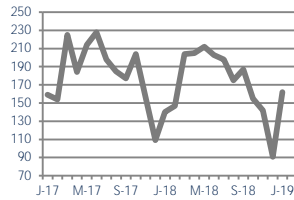
239



Up 23%  
Vs. Year Ago

### Current Contracts

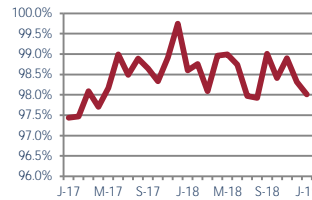
162



Up 16%  
Vs. Year Ago

### Sold Vs. List Price

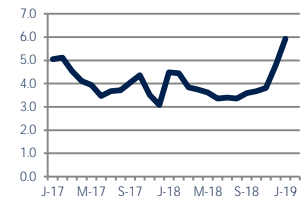
98.0%



Down -0.6%  
Vs. Year Ago

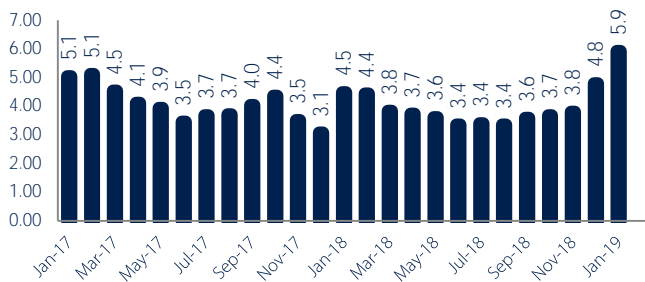
### Months of Supply

5.9



Up 32%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

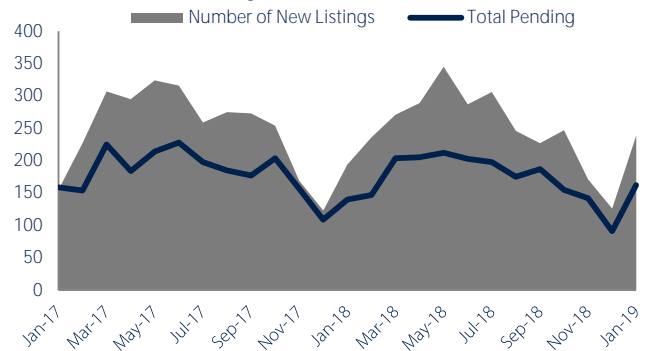
In January, there was 5.9 months of supply available in Berkeley County, compared to 4.5 in January 2018. That is an increase of 32% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

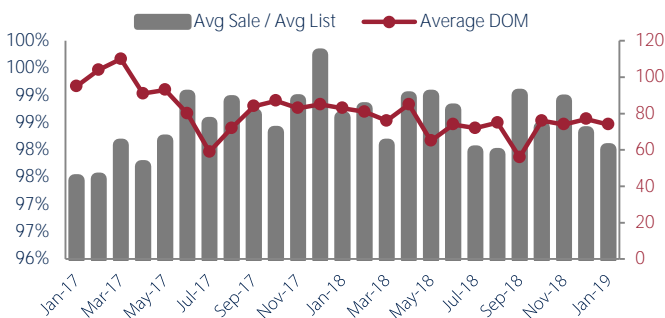
### New Listings & Current Contracts

This month there were 239 homes newly listed for sale in Berkeley County compared to 194 in January 2018, an increase of 23%. There were 162 current contracts pending sale this January compared to 140 a year ago. The number of current contracts is 16% higher than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Berkeley County was 98.0% of the average list price, which is 0.6% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 74, lower than the average last year, which was 83, a decrease of 11%.



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