

Annual Report on the Charleston Area Housing Market

FOR RESIDENTIAL REAL ESTATE ACTIVITY FROM THE CHARLESTON TRIDENT ASSOCIATION OF REALTORS® MLS



2025

2025 Annual Report on the Charleston Area Housing Market

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The U.S. housing market navigated a challenging landscape throughout 2025. Mortgage rates remained elevated compared with recent years, and home prices continued to rise nationwide. Demand for affordable housing far outpaced supply, and with fewer buyers able to keep up with rising costs, sales of previously owned homes were subdued. Younger buyers faced steep hurdles as high rents, inflation, and student loan debt limited their ability to save for a down payment. By mid-2025, first-time buyers accounted for just 21% of all home purchases, while the typical age of a first-time buyer reached a record high of 40, according to the National Association of REALTORS® (NAR). This aging trend extended across the broader market, as the median age of all homebuyers reached 59. NAR data show that homeowners also set a record, staying in their homes a median of 11 years before selling.

With sales activity down, inventory continued to edge higher, and homes spent more time on the market compared with the previous year, signaling a shift toward more balanced market conditions. The rise in supply has given buyers more options and reduced the sense of urgency that characterized the post-pandemic market, while sellers have rediscovered the importance of strategic pricing, especially in areas where inventory growth is strongest. Although price appreciation has slowed, home values remain roughly 50% higher than pre-pandemic levels, stretching budgets and prompting many would-be buyers to delay their home search until affordability increases.

Sales: Pending sales increased 2.6 percent, finishing 2025 at 18,007. Closed sales were up 1.7 percent to end the year at 17,776.

Listings: Comparing 2025 to the prior year, the number of homes available for sale was up 8.9 percent. There were 4,489 active listings at the end of the year. New listings increased by 7.3 percent to finish the year at 25,531.

Showings: Compared to last year, the total number of showings were up by 8.0 percent. There were 8 showings before pending, which remained the same as last year.

Distressed Properties: In 2025, the percentage of closed sales that were either foreclosure or short sale decreased by 12.5 percent to finish the year at 0.7 percent of the market.

New Construction: Months of supply for New Construction homes ended 2025 at 2.7 months. New Construction homes received 98.0 percent of their original list price, while Previously Owned homes received 95.3 percent.

Prices: Home prices were up compared to last year. The overall median sales price increased 2.4 percent to \$426,947 for the year. Single Family home prices were up 3.5 percent compared to last year, and Townhouse/Condo home prices were down 1.4 percent.

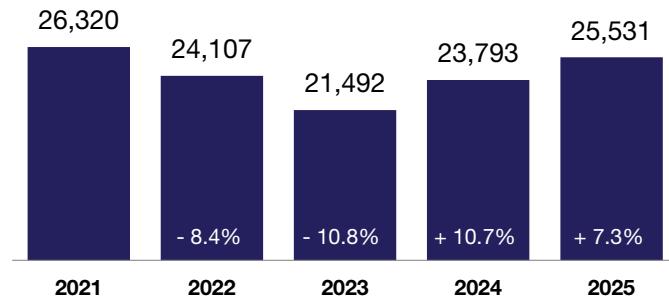
Looking ahead to 2026, experts are forecasting an improvement in market activity. Mortgage rates declined through the second half of 2025 and are expected to stay in the 6% range in the year ahead, supporting incremental gains in affordability. As inventory builds, sales volume is projected to increase. Economists anticipate modest increases in home prices, well below the rapid appreciation of recent years. While conditions should become somewhat more favorable for buyers, affordability constraints and the effects of a decade-long supply shortfall will continue to shape the market. Taken together, these trends suggest 2026 will be a year of stabilization and recovery, rather than dramatic change.

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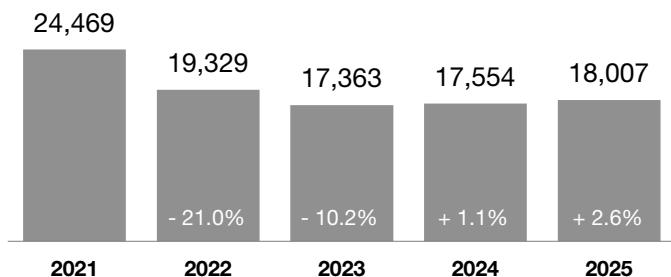
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Quick Facts

New Listings



Pending Sales



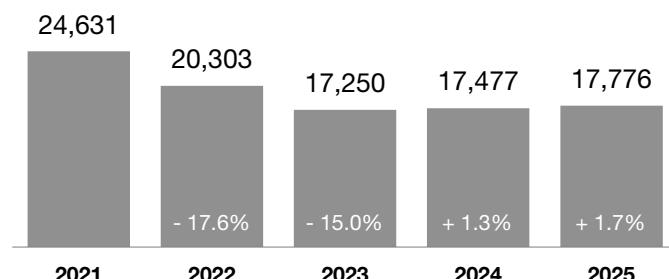
Top 5 Areas: Change in New Listings from 2024

Edisto Area	+ 31.8%
Hollywood / Ravelin / Meggett Area	+ 25.6%
James Island	+ 25.4%
Dorchester Road Corridor	+ 17.6%
Johns Island	+ 14.4%

Bottom 5 Areas: Change in New Listings from 2024

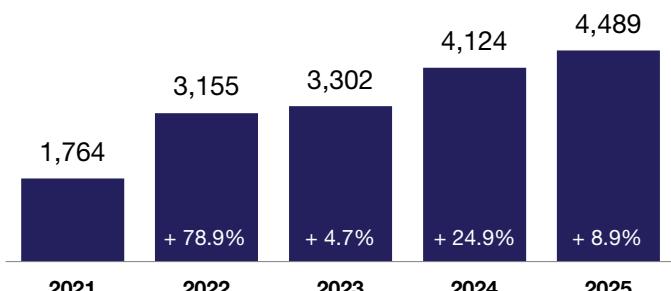
Downtown Charleston	+ 0.5%
Wando / Cainhoy Area	- 2.3%
Sullivan's Island	- 11.4%
Hanahan	- 22.5%
Kiawah	- 23.2%

Closed Sales



Inventory of Homes for Sale

At the end of the year.



Top 5 Areas: Change in Closed Sales from 2024

Hollywood / Ravelin / Meggett Area	+ 86.2%
James Island	+ 11.3%
Edisto Area	+ 11.0%
Upper Charleston Peninsula	+ 9.7%
Downtown Charleston	+ 8.6%

Bottom 5 Areas: Change in Closed Sales from 2024

Greater North Charleston	- 12.1%
Daniel Island	- 16.4%
Wando / Cainhoy Area	- 17.0%
Kiawah	- 21.8%
Sullivan's Island	- 22.5%

Top 5 Areas: Change in Homes for Sale from 2024

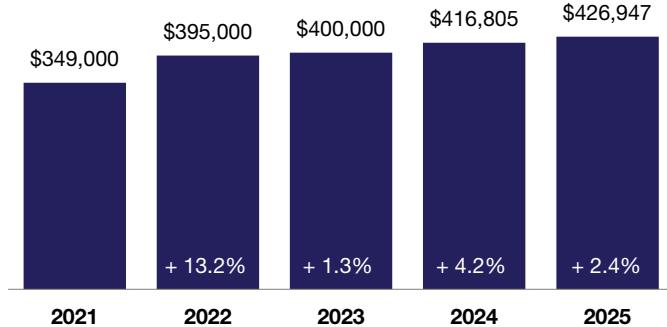
Seabrook Island	+ 38.6%
Lower Mount Pleasant	+ 12.8%
Hanahan	+ 11.6%
Goose Creek / Moncks Corner	+ 8.1%
Folly Beach	0.0%

Bottom 5 Areas: Change in Homes for Sale from 2024

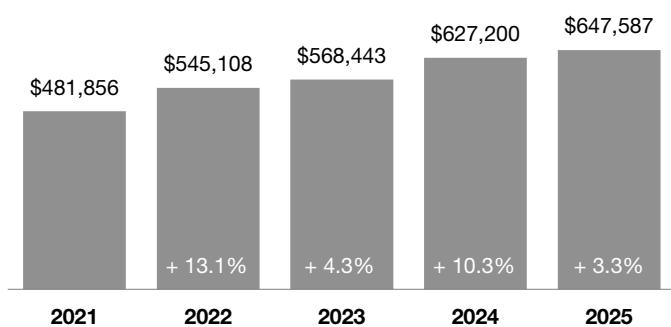
Downtown Charleston	- 38.5%
Wando / Cainhoy Area	- 42.0%
Edisto Area	- 43.9%
Sullivan's Island	- 45.2%
Upper Charleston Peninsula	- 49.3%

Quick Facts

Median Sales Price



Average Sales Price



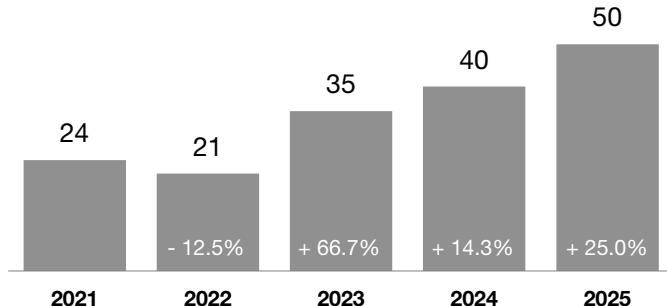
Top 5 Areas: Change in Median Sales Price from 2024

Isle of Palms	+ 16.1%
Lower Mount Pleasant	+ 11.4%
Wando / Cainhoy Area	+ 6.6%
West Ashley Area	+ 6.0%
Downtown Charleston	+ 4.8%

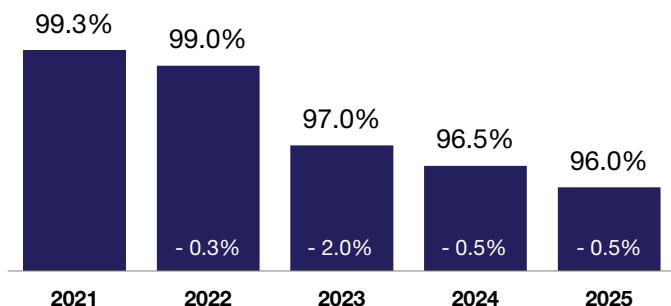
Bottom 5 Areas: Change in Median Sales Price from 2024

James Island	- 1.6%
Daniel Island	- 3.1%
Sullivan's Island	- 8.5%
Seabrook Island	- 11.1%
Hollywood / Ravenel / Meggett Area	- 24.3%

Days on Market Until Sale



Percent of Original List Price Received



Top 5 Areas: Change in Days on Market from 2024

Seabrook Island	+ 64.7%
Lower Mount Pleasant	+ 53.8%
Edisto Area	+ 44.4%
James Island	+ 42.9%
Johns Island	+ 42.4%

Bottom 5 Areas: Change in Days on Market from 2024

Goose Creek / Moncks Corner	+ 11.6%
Sullivan's Island	+ 4.8%
Upper Charleston Peninsula	+ 2.7%
Kiawah	+ 2.0%
Daniel Island	0.0%

Top 5 Areas: Change in Pct. of Orig. Price Received from 2024

Sullivan's Island	+ 1.3%
Hollywood / Ravenel / Meggett Area	+ 0.3%
Folly Beach	+ 0.2%
Greater Summerville Area	0.0%
Daniel Island	- 0.1%

Bottom 5 Areas: Change in Pct. of Orig. Price Received from 2024

James Island	- 1.0%
Kiawah	- 1.0%
Upper Charleston Peninsula	- 1.2%
Edisto Area	- 1.5%
Wando / Cainhoy Area	- 1.6%

Property Type Review

48

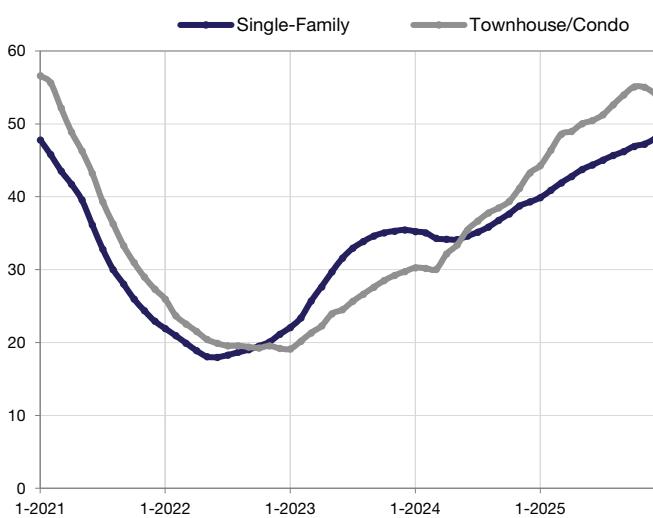
Average Days on Market
Single-Family

54

Average Days on Market
Townhouse/Condo

Days on Market Until Sale

This chart uses a rolling 12-month average for each data point.



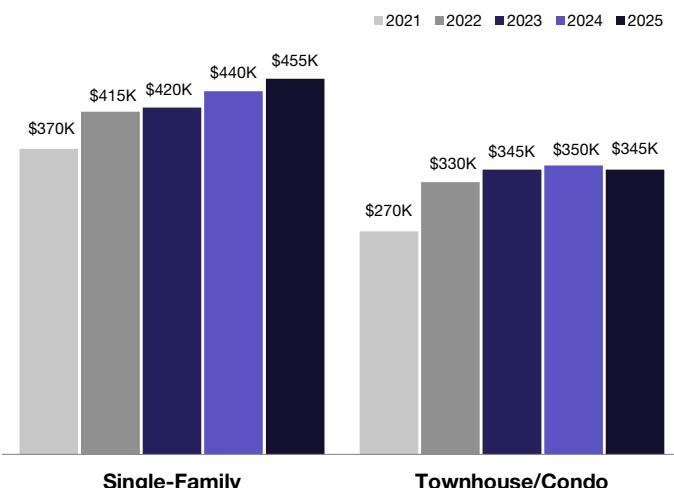
+ 3.5%

One-Year Change in Price
Single-Family

- 1.4%

One-Year Change in Price
Townhouse/Condo

Median Sales Price



Top 10 Areas: Townhouse/Condo Market Share in 2025

Kiawah	49.5%
Downtown Charleston	49.3%
Seabrook Island	42.7%
Folly Beach	40.9%
Wando / Cainhoy Area	35.1%
Isle of Palms	35.0%
Daniel Island	34.1%
Dorchester Road Corridor	29.0%
Lower Mount Pleasant	27.4%
James Island	25.1%

Top 10 Areas: Single-Family Market Share in 2025

Hollywood / Ravelen / Meggett Area	77.9%
Sullivan's Island	77.5%
Greater Summerville Area	75.0%
Goose Creek / Moncks Corner	74.4%
Hanahan	74.3%
Berkeley County	69.3%
Johns Island	69.1%
Dorchester County	69.1%
Upper Mount Pleasant	64.2%
Greater North Charleston	58.6%

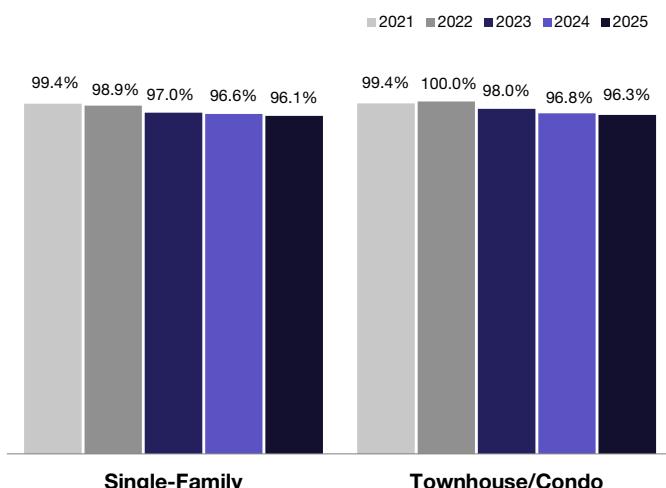
96.1%

Pct. of Orig. Price Received
Single-Family

96.3%

Pct. of Orig. Price Received
Townhouse/Condo

Percent of Original List Price Received



Distressed Homes Review

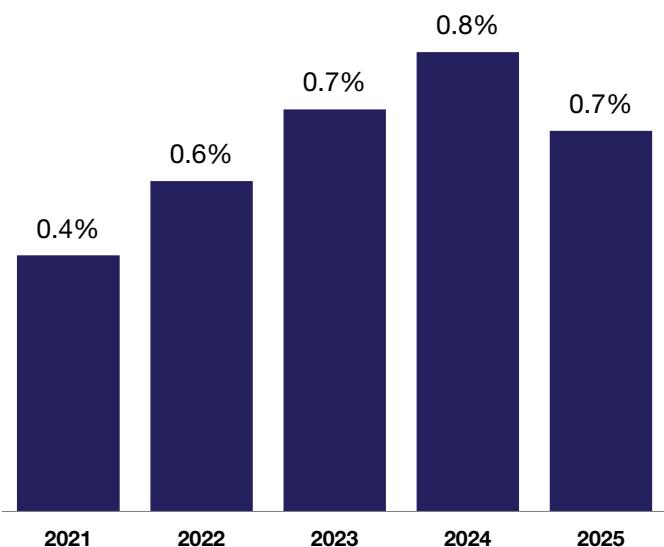
0.7%

Percent of Closed Sales in 2025 That Were Distressed

- 12.5%

One-Year Change in Sales of Distressed

Percent of Sales That Were Distressed



Top Areas: Distressed Market Share in 2025

Dorchester Road Corridor	1.4%
Hanahan	1.3%
Greater Summerville Area	0.9%
Folly Beach	0.8%
Goose Creek / Moncks Corner	0.6%
Greater North Charleston	0.4%
James Island	0.3%
Daniel Island	0.3%
Hollywood / Ravenel / Meggett Area	0.3%
Upper Mount Pleasant	0.2%
West Ashley Area	0.1%
Johns Island	0.1%
Downtown Charleston	0.0%
Edisto Area	0.0%
Isle of Palms	0.0%
Kiawah	0.0%
Lower Mount Pleasant	0.0%
Seabrook Island	0.0%
Sullivan's Island	0.0%
Upper Charleston Peninsula	0.0%
Wando / Cainhoy Area	0.0%

+ 22.3%

Four-Year Change in Price
All Properties

+ 22.9%

Four-Year Change in Price
Traditional Properties

+ 15.6%

Four-Year Change in Price
Short Sales

+ 12.4%

Four-Year Change in Price
Foreclosures

Median Sales Price



A property is counted as Distressed when the SPECIAL field in CTARMLS is marked as "Lender Owned," "Corp Owned" or "Possible Short Sale," or if the POTENTIAL SHORT SALE field is marked "Yes," or if the REMARKS or AGENT NOTES fields contain a phrase that 10K Research has determined will very likely mark a distressed property.

New Construction Review

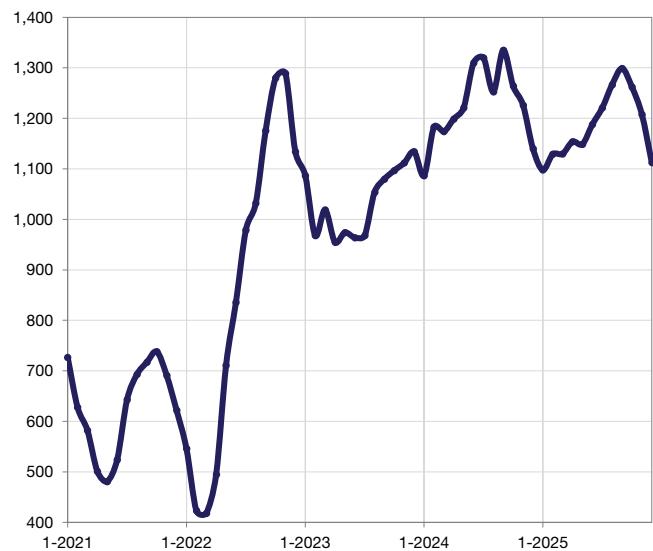
Sep '25

Peak of New Construction Inventory this Year

222

Drop in New Construction Inventory from All-Time Peak

New Construction Homes for Sale



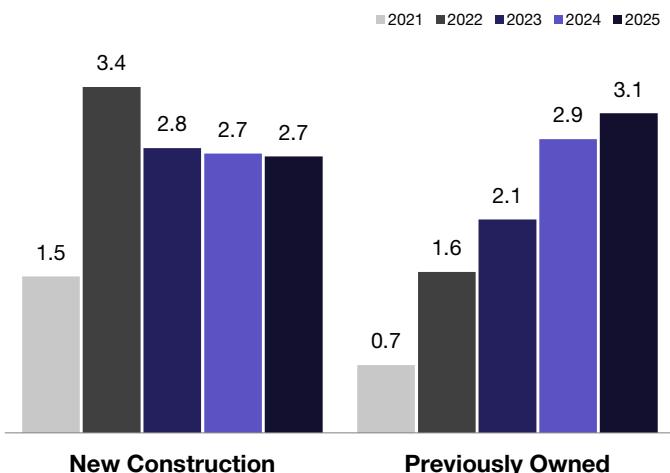
2.7

Year-End Months Supply
New Construction

3.1

Year-End Months Supply
Previously Owned

Months Supply of Inventory



Top Areas: New Construction Market Share in 2025

Hollywood / Ravenel / Meggett Area	61.1%
Goose Creek / Moncks Corner	52.2%
Greater Summerville Area	38.9%
Wando / Cainhoy Area	34.4%
Johns Island	30.2%
Greater North Charleston	16.1%
Upper Mount Pleasant	12.4%
Dorchester Road Corridor	12.0%
Hanahan	11.9%
West Ashley Area	8.3%
Isle of Palms	5.1%
Upper Charleston Peninsula	5.0%
Lower Mount Pleasant	4.0%
James Island	3.4%
Sullivan's Island	3.2%
Daniel Island	3.1%
Edisto Area	2.8%
Downtown Charleston	2.7%
Seabrook Island	2.7%
Kiawah	1.8%
Folly Beach	1.7%

98.0%

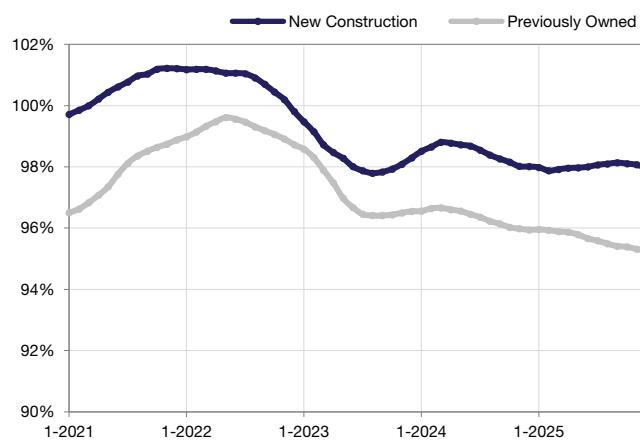
Pct. of Orig. Price Received
New Construction

95.3%

Pct. of Orig. Price Received
Previously Owned

Percent of Original List Price Received

This chart uses a rolling 12-month average for each data point.



Showings Review

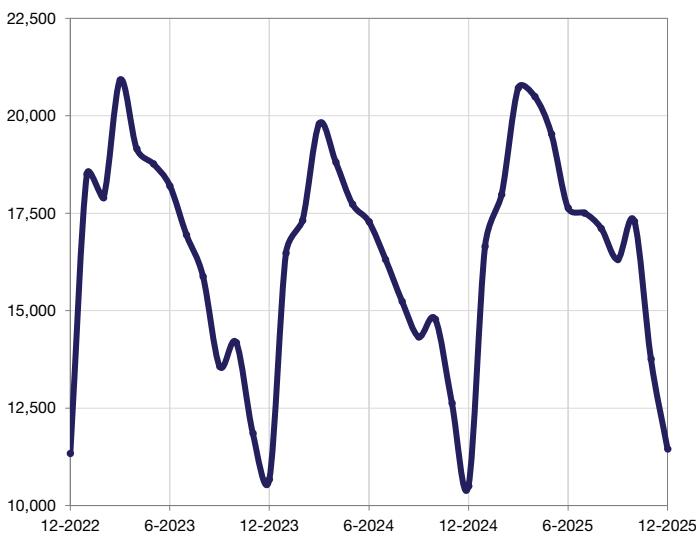
8

Median Number of Showings
Before Pending

0.0%

One-Year Change in Median
Showings before Pending

Monthly Number of Showings



+ 8.0%

One-Year Change in Total Showings

Top 10 Areas: Number of Showings

Charleston County	109,913
Berkeley County	48,607
Dorchester County	41,957
Goose Creek / Moncks Corner	32,562
Greater Summerville Area	28,768
West Ashley Area	20,104
Greater North Charleston	17,612
Upper Mount Pleasant	17,396
Lower Mount Pleasant	15,334
Upper Charleston Peninsula	11,967

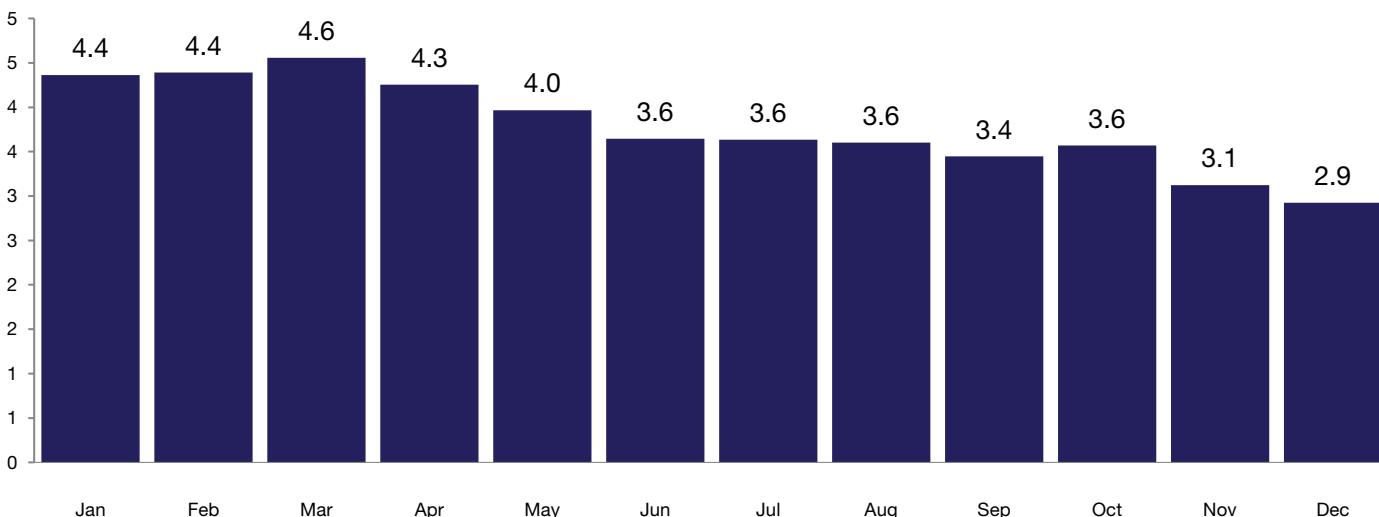
Top 10 Areas: Number of Showings per Listing

Upper Mount Pleasant	8.5
Lower Mount Pleasant	8.5
Upper Charleston Peninsula	8.2
West Ashley Area	8.1
Hanahan	8.0
Upper Charleston Peninsula	7.9
James Island	7.8
Seabrook Island	7.6
Greater Summerville Area	7.5
Dorchester County	7.5

2025 Monthly Showings per Listing

Mar '25

Peak Showing Activity Month



Area Overviews

	Total Closed Sales	Change from 2024	Percent New Construction	Percent Townhouse/Condo	Median Showings to Pending	Days on Market	Pct. of Orig. Price Received
Charleston Area	17,776	+ 1.7%	28.1%	17.7%	9	50	96.0%
Berkeley County	5,708	+ 2.1%	47.3%	14.8%	7	50	96.9%
Charleston County	7,330	+ 3.6%	13.0%	23.8%	8	46	95.6%
Colleton County	368	+ 7.3%	9.8%	9.2%	5	64	93.2%
Dorchester County	3,246	- 4.2%	32.1%	14.0%	8	45	96.5%
Daniel Island	255	- 16.4%	3.1%	34.1%	7	29	96.1%
Dorchester Road Corridor	748	+ 7.0%	12.0%	29.0%	8	43	96.5%
Downtown Charleston	404	+ 8.6%	2.7%	49.3%	6	62	93.2%
Edisto Area	141	+ 11.0%	2.8%	24.1%	6	65	93.2%
Folly Beach	115	+ 8.5%	1.7%	40.9%	8	98	90.8%
Goose Creek / Moncks Corner	4,030	+ 3.7%	52.2%	13.1%	7	48	97.2%
Greater North Charleston	1,095	- 12.1%	16.1%	20.0%	7	41	95.7%
Greater Summerville Area	2,399	- 7.3%	38.9%	9.8%	9	44	96.6%
Hanahan	260	- 4.1%	11.9%	11.2%	8	34	96.4%
Hollywood / Ravenel / Meggett Area	311	+ 86.2%	61.1%	1.3%	7	58	96.3%
Isle of Palms	217	+ 0.5%	5.1%	35.0%	7	58	93.6%
James Island	650	+ 11.3%	3.4%	25.1%	9	40	95.5%
Johns Island	728	- 1.9%	30.2%	15.5%	7	47	97.1%
Kiawah	111	- 21.8%	1.8%	49.5%	7	50	94.7%
Lower Mount Pleasant	848	+ 3.0%	4.0%	27.2%	9	40	95.0%
Rural Berkeley County	386	+ 12.5%	43.0%	--	6	61	95.1%
St. George / Rural Dorchester County	103	- 2.8%	19.4%	3.9%	7	80	92.4%
Seabrook Island	185	+ 5.1%	2.7%	42.7%	12	84	92.8%
Sullivan's Island	31	- 22.5%	3.2%	--	4	65	92.7%
Upper Charleston Peninsula	181	+ 9.7%	5.0%	15.5%	8	38	94.1%
Upper Mount Pleasant	1,046	+ 6.7%	12.4%	21.1%	9	42	97.0%
Wando / Cainhoy Area	279	- 17.0%	34.4%	35.1%	6	50	97.3%
West Ashley Area	1,264	+ 8.4%	8.3%	24.8%	8	36	96.4%

Area Historical Median Prices

	2021	2022	2023	2024	2025	Change From 2024	Change From 2021
Charleston Area	\$349,000	\$395,000	\$400,000	\$416,805	\$426,947	+ 2.4%	+ 22.3%
Berkeley County	\$329,029	\$376,900	\$376,943	\$392,000	\$398,525	+ 1.7%	+ 21.1%
Charleston County	\$440,000	\$516,965	\$560,000	\$615,000	\$631,000	+ 2.6%	+ 43.4%
Colleton County	\$245,000	\$275,000	\$278,500	\$299,900	\$310,000	+ 3.4%	+ 26.5%
Dorchester County	\$297,000	\$350,500	\$362,044	\$370,670	\$376,700	+ 1.6%	+ 26.8%
Daniel Island	\$995,000	\$1,210,000	\$1,350,000	\$1,600,000	\$1,550,000	- 3.1%	+ 55.8%
Dorchester Road Corridor	\$285,000	\$333,950	\$335,000	\$349,990	\$350,000	+ 0.0%	+ 22.8%
Downtown Charleston	\$770,000	\$860,000	\$948,000	\$1,200,000	\$1,257,500	+ 4.8%	+ 63.3%
Edisto Area	\$590,000	\$675,000	\$632,551	\$840,000	\$850,000	+ 1.2%	+ 44.1%
Folly Beach	\$665,000	\$875,000	\$665,000	\$830,000	\$835,000	+ 0.6%	+ 25.6%
Goose Creek / Moncks Corner	\$320,000	\$370,580	\$369,000	\$382,500	\$387,622	+ 1.3%	+ 21.1%
Greater North Charleston	\$245,500	\$285,000	\$310,000	\$325,000	\$330,000	+ 1.5%	+ 34.4%
Greater Summerville Area	\$304,900	\$360,415	\$375,000	\$379,986	\$386,951	+ 1.8%	+ 26.9%
Hanahan	\$319,900	\$375,000	\$399,000	\$405,000	\$424,000	+ 4.7%	+ 32.5%
Hollywood / Ravenel / Meggett Area	\$497,000	\$539,000	\$598,900	\$540,000	\$408,900	- 24.3%	- 17.7%
Isle of Palms	\$1,250,000	\$1,484,500	\$1,512,000	\$1,550,000	\$1,800,000	+ 16.1%	+ 44.0%
James Island	\$400,000	\$492,500	\$530,000	\$620,000	\$610,000	- 1.6%	+ 52.5%
Johns Island	\$423,890	\$565,000	\$600,000	\$618,875	\$645,000	+ 4.2%	+ 52.2%
Kiawah	\$945,000	\$1,442,500	\$1,465,000	\$1,672,500	\$1,700,000	+ 1.6%	+ 79.9%
Lower Mount Pleasant	\$590,500	\$739,000	\$785,000	\$885,000	\$986,000	+ 11.4%	+ 67.0%
Rural Berkeley County	\$292,500	\$415,000	\$448,904	\$369,000	\$396,870	+ 7.6%	+ 35.7%
St. George / Rural Dorchester County	\$201,250	\$249,000	\$266,000	\$291,500	\$300,000	+ 2.9%	+ 49.1%
Seabrook Island	\$609,000	\$749,000	\$807,500	\$950,000	\$845,000	- 11.1%	+ 38.8%
Sullivan's Island	\$2,950,000	\$3,750,000	\$3,800,000	\$4,590,000	\$4,200,000	- 8.5%	+ 42.4%
Upper Charleston Peninsula	\$587,000	\$625,000	\$735,000	\$851,500	\$890,000	+ 4.5%	+ 51.6%
Upper Mount Pleasant	\$577,000	\$707,500	\$775,000	\$852,500	\$880,000	+ 3.2%	+ 52.5%
Wando / Cainhoy Area	\$456,350	\$520,000	\$660,000	\$614,514	\$655,000	+ 6.6%	+ 43.5%
West Ashley Area	\$350,000	\$412,685	\$459,640	\$484,900	\$513,783	+ 6.0%	+ 46.8%