

April 2026 - LCRMLS

Lowcountry Area Monthly Market Report

Single Family **Detached** Residences

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Data



ABOUT THIS REPORT

- Producing timely reports means that transactions must be downloaded and analyzed before all have been entered into the LCRMLS system. As a result, the transaction data and measurements in this report will increase when all have been entered. Since this is true in every report period these differences have always existed. When the next report is produced all closings from the previous period will have been entered and therefore the measurements will have changed to reflect more complete data. Transactions are often entered as much as 45 days after the end of a month, making it difficult to produce timely reporting without excluding some transactions.
- ChartMaster statistics include Days on Market (DOM) and Original Listing Prices (OLP) for previous listing periods of unclosed listings even when the property was off the market for more than 30 days between listings. Normally, LCRMLS data does not include those stats when a listing is Withdrawn or Expired and re-listed after a lapse of 30 days or more or is re-listed with a different company. Therefore, the median DOM and % S/OLP could be understated by not including all the information for all listing periods for a given property. As a result, our data attempts to include all relevant listing data.





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Lowcountry Area in April

Price Range	New Listings	Active Listings	Under Contract	Pending Ratio	Closed Sales	Median Sales Price	Median S/OLP%	Median DOM	Months of Supply	% Sold ≥ List Price	(PR) Price Reduced	Not (PR) Median S/OLP%	(PR) Median S/OLP%	Not (PR) DOM	(PR) DOM	EXP/CANC (Failed)
<\$200K	1	3	3	50.0%	2	\$126,000	69.7%	119	1.5	0.0%	100.0%		69.7%		119	0.0%
\$200K-<\$250K	1	2	3	60.0%	2	\$217,500	101.6%	41	1.0	50.0%	0.0%	101.6%		41		33.3%
\$250K-<\$300K	6	18	13	41.9%	6	\$284,995	99.1%	137	3.0	50.0%	50.0%	100.0%	90.3%	4	187	14.3%
\$300K-<\$350K	25	71	45	38.8%	27	\$327,000	96.5%	88	2.6	25.9%	51.9%	100.0%	93.1%	33	137	10.0%
\$350K-<\$400K	46	111	64	36.6%	31	\$374,900	97.5%	39	3.6	35.5%	41.9%	100.0%	93.4%	21	186	20.5%
\$400K-<\$450K	40	103	53	34.0%	21	\$428,000	97.6%	42	4.9	23.8%	47.6%	99.3%	95.8%	13	110	25.0%
\$450K-<\$500K	22	77	33	30.0%	31	\$470,000	95.6%	32	2.5	19.4%	45.2%	98.0%	92.1%	16	160	20.5%
\$500K-<\$550K	16	56	29	34.1%	11	\$520,000	94.7%	97	5.1	18.2%	54.5%	98.1%	92.9%	33	123	31.3%
\$550K-<\$600K	15	58	30	34.1%	9	\$569,000	96.7%	106	6.4	33.3%	55.6%	100.0%	91.5%	11	146	43.8%
\$600K-<\$700K	18	73	33	31.1%	16	\$618,692	93.4%	78	4.6	12.5%	56.3%	97.8%	89.3%	28	153	20.0%
\$700K-<\$800K	18	61	31	33.7%	16	\$750,000	91.6%	80	3.8	6.3%	62.5%	96.8%	89.5%	9	112	11.1%
\$800K-<\$900K	18	60	21	25.9%	5	\$850,000	89.3%	104	12.0	40.0%	60.0%	100.0%	79.1%	7	111	44.4%
\$900K-<\$1M	9	38	13	25.5%	8	\$922,500	90.1%	169	4.8	12.5%	75.0%	98.7%	89.5%	23	226	0.0%
\$1M-<\$1.25M	12	50	19	27.5%	7	\$1,095,000	95.3%	68	7.1	0.0%	42.9%	96.5%	91.1%	11	154	41.7%
\$1.25M-<\$1.5M	11	41	13	24.1%	6	\$1,345,000	94.8%	34	6.8	0.0%	16.7%	96.8%	58.0%	20	368	0.0%
\$1.5M-<\$2M	8	42	11	20.8%	3	\$1,725,000	96.6%	293	14.0	0.0%	33.3%	96.8%	75.8%	160	365	40.0%
\$2M+	11	51	10	16.4%	4	\$2,811,250	92.0%	97	12.8	25.0%	50.0%	97.7%	79.2%	17	286	50.0%
TOTAL	277	915	424	31.7%	205	\$465,000	96.1%	67	4.5	22.0%	49.8%	99.0%	90.4%	19	156	22.9%

New Listings = Listings taken during the month regardless of current status.
Active Listings = Total number of available listings at the end of the month.
Under Contract = Total number of listings in Pending / Under contract Status at the end of the month.
Pending Ratio = Pending Listings ÷ (Active Listings + Pending Listings)
Closed Sales = Total number of closed listings during the month.
Median Sales Price = Half were lower and half were higher, the middle.
S/OLP = Ratio of Sold Price ÷ Original List Price (Gross to Seller)
(DOM) Days on Market = Number of days from Listing Date to Pending Date.

Seller's Market
0-6 Months

Balanced Market
6-7 Months

Buyer's Market
7+ Months

Months of Supply = How long it would take to sell all Active Listings if no new Listings were put on the market.
% Sold Above List Price = The percentage of closed sales which sold at 100% or more of the asking price.
% Price Reduced (PR) = The percentage of closed sales that required a price reduction prior to going under contract.
EXP/CANC = The percentage of Finalized Listings (Closed+EXP+CANC) that Expired or were Cancelled (Failed) during the month.



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Lowcountry Area

	March 2026	April 2026	M-O-M % Change		April 2025	April 2026	Y-O-Y % Change
New Listings	282	277	1.8% ▼	New Listings		277	
Active	889	915	2.9% ▲	Active		915	
Pending	388	424	9.3% ▲	Pending		424	
Pending Ratio	30.4%	31.7%	1.3% ▲	Pending Ratio		31.7%	
Closed	221	205	7.2% ▼	Closed	176	205	16.5% ▲
Supply in Months	4.0	4.5	12.5% ▲	Supply in Months		4.5	
Med. Sale Price	\$500,500	\$465,000	7.1% ▼	Med. Sale Price	\$465,495	\$465,000	0.1% ▼
Med. % Sale/OLP	95.2%	96.1%	0.9% ▲	Med. % Sale/OLP	96.5%	96.1%	0.4% ▼
Med. DOM	85	67	21.2% ▼	Med. DOM	49	67	36.7% ▲
% Sold ≥ List Price	18.6%	22.0%	3.4% ▲	% Sold ≥ List Price	27.3%	22.0%	5.3% ▼
Price Reduced (PR)	49.3%	49.8%	0.5% ▲	Price Reduced (PR)	44.9%	49.8%	4.9% ▲
Reduction Amount	-5.2%	-6.6%	1.4% ▲	Reduction Amount	-4.4%	-6.6%	2.2% ▲
NOT PR % S/OLP	98.1%	99.0%	0.9% ▲	NOT PR % S/OLP	98.8%	99.0%	0.2% ▲
PR % S/OLP	92.0%	90.4%	1.6% ▼	PR % S/OLP	92.9%	90.4%	2.5% ▼
NOT PR Median DOM	23	19	17.4% ▼	NOT PR Median DOM	21	19	9.5% ▼
PR Median DOM	140	156	11.5% ▲	PR Median DOM	106	156	46.7% ▲
% with Seller Conc.	28.5%	23.4%	5.1% ▼	% with Seller Conc.	22.2%	23.4%	1.2% ▲
% Failed	25.3%	22.9%	2.4% ▼	% Failed	23.8%	22.9%	0.9% ▼

Note - Active and Pending Data is not yet available for all previous months and years, therefore some metrics might be blank or display "Coming Soon".



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A one year trend **guides our understanding of market seasonality** and general direction of key metrics. It also helps answer the age old questions, **"When's the best time to put my house on the market?"** and **"Is now a good time to buy?"**.

Lowcountry Area - 1 Year Trend

Report Date	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26	Feb-26	Mar-26	Apr-26	TREND	Y.O.Y Count, \$ Amount or Points of Change
New Listings						213	215	166	120	220	213	282	277		
Active						843	852	795	753	847	832	889	915		
Pending						353	341	313	236	337	361	388	424		
Pending Ratio						29.5%	28.6%	28.2%	23.9%	28.5%	30.3%	30.4%	31.7%		
Closed	176	243	234	251	213	201	214	178	215	127	148	222	205		29 ▲
Supply in Months						4.2	4.0	4.5	3.5	6.7	5.6	4.0	4.5		
Med. Sale Price	\$465,495	\$490,890	\$472,295	\$450,000	\$453,500	\$450,000	\$455,000	\$456,240	\$455,490	\$492,500	\$454,745	\$500,500	\$465,000		\$495 ▼
Med. % Sale/OLP	96.5%	96.6%	97.1%	96.5%	96.7%	96.4%	95.5%	95.6%	95.5%	95.5%	96.2%	95.2%	96.1%		0.4% ▼
Med. DOM	49	49	50	48	56	55	56	52	59	65	69	85	67		19 ▲
% Sold ≥ List Price	27.3%	23.9%	28.6%	24.7%	24.9%	27.9%	22.4%	25.8%	21.4%	17.3%	25.7%	18.5%	22.0%		5.3% ▼
DOM S/OLP ≥ 100%	9	15	19	13	24	21	16	12	15	17	11	5	7		2 ▼
Price Reduced (PR)	44.9%	42.8%	47.0%	43.0%	40.8%	44.8%	47.7%	47.2%	54.0%	49.6%	44.6%	49.5%	49.8%		4.9% ▲
Reduction Amount	-4.4%	-5.4%	-4.8%	-4.3%	-4.1%	-6.2%	-5.3%	-4.5%	-5.5%	-4.0%	-6.6%	-5.2%	-6.6%		2.2% ▼
NOT PR % S/OLP	98.8%	98.7%	100.0%	98.6%	98.7%	99.6%	98.6%	99.5%	98.9%	97.9%	99.2%	98.1%	99.0%		0.2% ▲
PR % S/OLP	92.9%	92.0%	93.0%	93.3%	92.4%	91.2%	91.0%	93.3%	91.6%	92.5%	90.8%	92.0%	90.4%		2.5% ▼
NOT PR Median DOM	21	23	21	22	27	25	23	18	24	28	25	23	19		2 ▼
PR Median DOM	106	126	98	106	105	119	121	115	106	101	136	140	156		50 ▲
% with Seller Conc.	22.2%	26.7%	30.8%	28.3%	30.0%	36.8%	27.1%	30.3%	27.9%	26.8%	29.7%	28.4%	23.4%		1.2% ▲
% Failed	23.8%	20.1%	20.1%	22.3%	26.8%	30.7%	27.5%	28.8%	28.1%	28.7%	22.9%	25.3%	22.9%		0.9% ▼

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Key Metrics Talking Points

Key Metrics	April 2025	April 2026	Change	Remarks
# Closed	176	205	16.5% ▲	More Closed Sales vs. last year
Med. Sale Price	\$465,495	\$465,000	0.1% ▼	Lower Median Sales Price vs. last year
Med. % Sale/Orig. LP	96.5%	96.1%	0.4% ▼	More Sales Price Negotiations vs. last year
Med. DOM	49	67	19 ▲	More Time on the Market vs. last year
% Sold ≥ List Price	27.3%	22.0%	5.3% ▼	Fewer Multiple Offer Situations vs. last year
% Price Reduced (PR)	44.9%	49.8%	4.9% ▲	More Buyer Price Resistance vs. last year
Price Reduction Amount	-4.4%	-6.6%	2.2% ▲	Larger Price Reduction Amount vs. last year
NOT PR % S/OLP	98.8%	99.0%	0.2% ▲	Negotiations Strongly Favor the Seller if Priced Correctly
PR % S/OLP	92.9%	90.4%	2.5% ▼	Negotiations Favor the Buyer when Overpriced
NOT PR Median DOM	21	19	2 ▼	Sales Cycle Favors the Seller when Priced Correctly
PR Median DOM	106	156	50 ▲	Sales Cycle Favors a Savvy Buyer when Overpriced
% With Seller Conc.	22.2%	23.4%	1.2% ▲	More Seller Paid Concessions vs. last year
% Failed	23.8%	22.9%	0.9% ▼	Lower Seller Failure Rate vs. last year



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Beaufort, Port Royal, Sheldon Area in April

Price Range	New Listings	Active Listings	Under Contract	Pending Ratio	Closed Sales	Median Sales Price	Median S/OLP%	Median DOM	Months of Supply	% Sold ≥ List Price	(PR) Price Reduced	Not (PR) Median S/OLP%	(PR) Median S/OLP%	Not (PR) DOM	(PR) DOM	EXP/CANC (Failed)
<\$200K	0	0	0		0											
\$200K-<\$250K	0	1	2	66.7%	2	\$217,500	101.6%	41	0.5	50.0%	0.0%	101.6%		41		0.0%
\$250K-<\$300K	1	5	6	54.5%	2	\$283,000	100.1%	96	2.5	50.0%	50.0%	102.0%	98.1%	4	187	0.0%
\$300K-<\$350K	7	19	7	26.9%	4	\$307,000	92.8%	112	4.8	25.0%	75.0%	101.9%	90.4%	46	178	42.9%
\$350K-<\$400K	14	40	16	28.6%	9	\$375,000	95.3%	81	4.4	33.3%	55.6%	98.2%	90.0%	38	186	18.2%
\$400K-<\$450K	7	32	20	38.5%	8	\$428,820	96.6%	84	4.0	12.5%	75.0%	98.1%	96.6%	3	107	11.1%
\$450K-<\$500K	7	20	14	41.2%	14	\$465,000	94.4%	38	1.4	21.4%	57.1%	99.5%	89.7%	13	151	6.7%
\$500K-<\$550K	3	8	4	33.3%	3	\$515,000	98.1%	156	2.7	33.3%	33.3%	99.0%	89.6%	116	156	40.0%
\$550K-<\$600K	2	10	3	23.1%	1	\$565,000	100.0%	4	10.0	100.0%	0.0%	100.0%		4		66.7%
\$600K-<\$700K	1	9	6	40.0%	2	\$644,192	85.9%	152	4.5	0.0%	100.0%		85.9%		152	0.0%
\$700K-<\$800K	6	15	9	37.5%	6	\$752,450	90.0%	83	2.5	0.0%	83.3%	99.3%	89.6%	4	101	0.0%
\$800K-<\$900K	9	18	8	30.8%	3	\$849,000	79.1%	104	6.0	33.3%	66.7%	100.0%	75.8%	11	156	25.0%
\$900K-<\$1M	1	8	2	20.0%	0											
\$1M-<\$1.25M	1	8	2	20.0%	2	\$1,093,500	94.0%	281	4.0	0.0%	50.0%	96.8%	91.1%	377	185	33.3%
\$1.25M-<\$1.5M	2	5	0	0.0%	0											
\$1.5M-<\$2M	2	8	4	33.3%	1	\$1,525,000	96.6%	27	8.0	0.0%	0.0%	96.6%		27		0.0%
\$2M+	0	7	2	22.2%	0											100.0%
TOTAL	63	213	105	33.0%	57	\$450,000	95.5%	70	3.7	22.8%	59.6%	100.0%	90.2%	19	156	19.7%

New Listings = Listings taken during the month regardless of current status.
Active Listings = Total number of available listings at the end of the month.
Under Contract = Total number of listings in Pending / Under contract Status at the end of the month.
Pending Ratio = Pending Listings ÷ (Active Listings + Pending Listings)
Closed Sales = Total number of closed listings during the month.
Median Sales Price = Half were lower and half were higher, the middle.
S/OLP = Ratio of Sold Price ÷ Original List Price (Gross to Seller)
(DOM) Days on Market = Number of days from Listing Date to Pending Date.

Seller's Market
0-6 Months

Balanced Market
6-7 Months

Buyer's Market
7+ Months

Months of Supply = How long it would take to sell all Active Listings if no new Listings were put on the market.
% Sold Above List Price = The percentage of closed sales which sold at 100% or more of the asking price.
% Price Reduced (PR) = The percentage of closed sales that required a price reduction prior to going under contract.
EXP/CANC = The percentage of Finalized Listings (Closed+EXP+CANC) that Expired or were Cancelled (Failed) during the month.



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Beaufort, Port Royal, Sheldon Area

	March 2026	April 2026	M-O-M % Change		April 2025	April 2026	Y-O-Y % Change
New Listings	87	63	27.6% ▼	New Listings		63	
Active	216	213	1.4% ▼	Active		213	
Pending	94	105	11.7% ▲	Pending		105	
Pending Ratio	30.3%	33.0%	2.7% ▲	Pending Ratio		33.0%	
Closed	49	57	16.3% ▲	Closed	57	57	0.0%
Supply in Months	4.4	3.7	15.9% ▼	Supply in Months		3.7	
Med. Sale Price	\$399,465	\$450,000	12.7% ▲	Med. Sale Price	\$422,500	\$450,000	6.5% ▲
Med. % Sale/OLP	96.4%	95.5%	0.9% ▼	Med. % Sale/OLP	94.7%	95.5%	0.8% ▲
Med. DOM	68	70	2.9% ▲	Med. DOM	54	70	29.6% ▲
% Sold ≥ List Price	18.4%	22.8%	4.4% ▲	% Sold ≥ List Price	29.8%	22.8%	7.0% ▼
Price Reduced (PR)	49.0%	59.6%	10.6% ▲	Price Reduced (PR)	47.4%	59.6%	12.2% ▲
Reduction Amount	-3.3%	-6.5%	3.2% ▲	Reduction Amount	-6.8%	-6.5%	0.3% ▼
NOT PR % S/OLP	98.2%	100.0%	1.8% ▲	NOT PR % S/OLP	100.0%	100.0%	0.0%
PR % S/OLP	93.9%	90.2%	3.7% ▼	PR % S/OLP	88.4%	90.2%	1.8% ▲
NOT PR Median DOM	15	19	26.7% ▲	NOT PR Median DOM	19	19	2.7% ▲
PR Median DOM	110	156	42.5% ▲	PR Median DOM	108	156	44.4% ▲
% with Seller Conc.	40.8%	31.6%	9.2% ▼	% with Seller Conc.	42.1%	31.6%	10.5% ▼
% Failed	31.0%	19.7%	11.3% ▼	% Failed	26.9%	19.7%	7.2% ▼

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Bluffton & Okatie Area in April

Price Range	New Listings	Active Listings	Under Contract	Pending Ratio	Closed Sales	Median Sales Price	Median S/OLP%	Median DOM	Months of Supply	% Sold ≥ List Price	(PR) Price Reduced	Not (PR) Median S/OLP%	(PR) Median S/OLP%	Not (PR) DOM	(PR) DOM	EXP/CANC (Failed)
<\$200K	0	0	0		0											
\$200K-<\$250K	0	0	0		0											
\$250K-<\$300K	1	2	0	0.0%	0											
\$300K-<\$350K	2	5	3	37.5%	4	\$327,500	92.3%	98	1.3	0.0%	50.0%	98.7%	85.2%	9	246	0.0%
\$350K-<\$400K	11	24	5	17.2%	3	\$374,000	94.0%	114	8.0	0.0%	66.7%	97.5%	88.3%	25	153	50.0%
\$400K-<\$450K	7	26	9	25.7%	5	\$415,000	97.6%	38	5.2	20.0%	20.0%	98.4%	88.0%	37	1524	16.7%
\$450K-<\$500K	5	26	4	13.3%	7	\$470,000	93.0%	147	3.7	14.3%	71.4%	99.4%	92.2%	15	173	30.0%
\$500K-<\$550K	3	16	11	40.7%	4	\$512,500	94.6%	87	4.0	0.0%	75.0%	96.1%	94.5%	20	97	20.0%
\$550K-<\$600K	5	25	15	37.5%	4	\$567,500	94.9%	166	6.3	25.0%	50.0%	99.1%	90.9%	101	213	33.3%
\$600K-<\$700K	6	21	11	34.4%	5	\$619,000	97.8%	22	4.2	40.0%	20.0%	98.9%	94.4%	18	107	37.5%
\$700K-<\$800K	2	14	10	41.7%	3	\$705,000	97.2%	14	4.7	33.3%	33.3%	98.6%	97.2%	9	78	25.0%
\$800K-<\$900K	5	14	5	26.3%	1	\$875,000	89.3%	111	14.0	0.0%	100.0%		89.3%		111	50.0%
\$900K-<\$1M	0	8	4	33.3%	3	\$950,000	89.4%	163	2.7	0.0%	100.0%		89.4%		163	0.0%
\$1M-<\$1.25M	6	16	7	30.4%	1	\$1,095,000	95.3%	7	16.0	0.0%	0.0%	95.3%		7		75.0%
\$1.25M-<\$1.5M	4	15	6	28.6%	1	\$1,160,000	92.8%	48	15.0	0.0%	0.0%	92.8%		48		0.0%
\$1.5M-<\$2M	1	12	2	14.3%	0											100.0%
\$2M+	2	8	2	20.0%	0											100.0%
TOTAL	60	232	94	28.8%	41	\$505,000	95.3%	76	5.7	14.6%	51.2%	98.0%	91.5%	21	148	33.9%

New Listings = Listings taken during the month regardless of current status.
Active Listings = Total number of available listings at the end of the month.
Under Contract = Total number of listings in Pending / Under contract Status at the end of the month.
Pending Ratio = Pending Listings ÷ (Active Listings + Pending Listings)
Closed Sales = Total number of closed listings during the month.
Median Sales Price = Half were lower and half were higher, the middle.
S/OLP = Ratio of Sold Price ÷ Original List Price (Gross to Seller)
(DOM) Days on Market = Number of days from Listing Date to Pending Date.

Seller's Market
0-6 Months

Balanced Market
6-7 Months

Buyer's Market
7+ Months

Months of Supply = How long it would take to sell all Active Listings if no new Listings were put on the market.
% Sold Above List Price = The percentage of closed sales which sold at 100% or more of the asking price.
% Price Reduced (PR) = The percentage of closed sales that required a price reduction prior to going under contract.
EXP/CANC = The percentage of Finalized Listings (Closed+EXP+CANC) that Expired or were Cancelled (Failed) during the month.



ChartMaster
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April 2026 - LCRMLS

Lowcountry Area Monthly Market Report

Single Family **Detached** Residences



Bluffton & Okatie Area

	March 2026	April 2026	M-O-M % Change		April 2025	April 2026	Y-O-Y % Change
New Listings	65	60	7.7% ▼	New Listings		60	
Active	235	232	1.3% ▼	Active		232	
Pending	76	94	23.7% ▲	Pending		94	
Pending Ratio	24.4%	28.8%	4.4% ▲	Pending Ratio		28.8%	
Closed	49	41	16.3% ▼	Closed	47	41	12.8% ▼
Supply in Months	4.8	5.7	18.8% ▲	Supply in Months		5.7	
Med. Sale Price	\$520,000	\$505,000	2.9% ▼	Med. Sale Price	\$510,000	\$505,000	1.0% ▼
Med. % Sale/OLP	95.5%	95.3%	0.2% ▼	Med. % Sale/OLP	96.3%	95.3%	1.0% ▼
Med. DOM	96	76	20.8% ▼	Med. DOM	48	76	58.3% ▲
% Sold ≥ List Price	12.2%	14.6%	2.4% ▲	% Sold ≥ List Price	12.8%	14.6%	1.8% ▲
Price Reduced (PR)	51.0%	51.2%	0.2% ▲	Price Reduced (PR)	42.6%	51.2%	8.6% ▲
Reduction Amount	-5.0%	-7.0%	2.0% ▲	Reduction Amount	-3.9%	-7.0%	3.1% ▲
NOT PR % S/OLP	98.1%	98.0%	0.1% ▼	NOT PR % S/OLP	97.9%	98.0%	0.1% ▲
PR % S/OLP	91.7%	91.5%	0.2% ▼	PR % S/OLP	94.6%	91.5%	3.1% ▼
NOT PR Median DOM	40	21	48.1% ▼	NOT PR Median DOM	28	21	26.8% ▼
PR Median DOM	154	148	3.9% ▼	PR Median DOM	123	148	20.8% ▲
% with Seller Conc.	8.2%	2.4%	5.8% ▼	% with Seller Conc.	10.6%	2.4%	8.2% ▼
% Failed	26.9%	33.9%	7.0% ▲	% Failed	23.0%	33.9%	10.9% ▲

Note - Active and Pending Data is not yet available for all previous months and years, therefore some metrics might be blank or display "Coming Soon".



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Services, LLC

April 2026 - LCRMLS

Lowcountry Area Monthly Market Report

Single Family **Detached** Residences



Coosaw Area in April

Price Range	New Listings	Active Listings	Under Contract	Pending Ratio	Closed Sales	Median Sales Price	Median S/OLP%	Median DOM	Months of Supply	% Sold ≥ List Price	(PR) Price Reduced	Not (PR) Median S/OLP%	(PR) Median S/OLP%	Not (PR) DOM	(PR) DOM	EXP/CANC (Failed)
<\$200K	0	0	0		0											
\$200K-<\$250K	0	0	0		0											
\$250K-<\$300K	0	1	0	0.0%	0											
\$300K-<\$350K	1	3	0	0.0%	0											
\$350K-<\$400K	0	2	1	33.3%	0											
\$400K-<\$450K	0	0	0		0											
\$450K-<\$500K	0	0	0		0											
\$500K-<\$550K	0	0	0		0											
\$550K-<\$600K	0	0	0		0											
\$600K-<\$700K	0	1	0	0.0%	0											
\$700K-<\$800K	0	1	0	0.0%	0											
\$800K-<\$900K	0	0	0		0											
\$900K-<\$1M	0	0	0		0											
\$1M-<\$1.25M	0	2	1	33.3%	2	\$1,067,500	82.6%	111	1.0	0.0%	100.0%		82.6%	111	0.0%	
\$1.25M-<\$1.5M	0	1	0	0.0%	0											
\$1.5M-<\$2M	1	4	0	0.0%	0											
\$2M+	0	1	0	0.0%	0											
TOTAL	2	16	2	11.1%	2	\$1,067,500	82.6%	111	8.0	0.0%	100.0%		82.6%	111	0.0%	

New Listings = Listings taken during the month regardless of current status.
Active Listings = Total number of available listings at the end of the month.
Under Contract = Total number of listings in Pending / Under contract Status at the end of the month.
Pending Ratio = Pending Listings ÷ (Active Listings + Pending Listings)
Closed Sales = Total number of closed listings during the month.
Median Sales Price = Half were lower and half were higher, the middle.
S/OLP = Ratio of Sold Price ÷ Original List Price (Gross to Seller)
(DOM) Days on Market = Number of days from Listing Date to Pending Date.

Seller's Market
0-6 Months

Balanced Market
6-7 Months

Buyer's Market
7+ Months

Months of Supply = How long it would take to sell all Active Listings if no new Listings were put on the market.
% Sold Above List Price = The percentage of closed sales which sold at 100% or more of the asking price.
% Price Reduced (PR) = The percentage of closed sales that required a price reduction prior to going under contract.
EXP/CANC = The percentage of Finalized Listings (Closed+EXP+CANC) that Expired or were Cancelled (Failed) during the month.



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April 2026 - LCRMLS

Lowcountry Area Monthly Market Report

Single Family **Detached** Residences



Coosaw Area

	March 2026	April 2026	M-O-M % Change		April 2025	April 2026	Y-O-Y % Change
New Listings	4	2	50.0% ▼	New Listings		2	
Active	15	16	6.7% ▲	Active		16	
Pending	2	2	0.0%	Pending		2	
Pending Ratio	11.8%	11.1%	0.7% ▼	Pending Ratio		11.1%	
Closed	2	2	0.0%	Closed	0	2	
Supply in Months	7.5	8.0	6.7% ▲	Supply in Months		8.0	
Med. Sale Price	\$1,125,000	\$1,067,500	5.1% ▼	Med. Sale Price		\$1,067,500	
Med. % Sale/OLP	96.0%	82.6%	13.4% ▼	Med. % Sale/OLP		82.6%	
Med. DOM	106	111	4.7% ▲	Med. DOM		111	
% Sold ≥ List Price	50.0%	0.0%	50.0% ▼	% Sold ≥ List Price		0.0%	
Price Reduced (PR)	0.0%	100.0%	100.0% ▲	Price Reduced (PR)		100.0%	
Reduction Amount		-8.2%		Reduction Amount		-8.2%	
NOT PR % S/OLP	96.0%			NOT PR % S/OLP			
PR % S/OLP		82.6%		PR % S/OLP		82.6%	
NOT PR Median DOM	106			NOT PR Median DOM			
PR Median DOM		111		PR Median DOM		111	
% with Seller Conc.	0.0%	0.0%	0.0%	% with Seller Conc.		0.0%	
% Failed	50.0%	0.0%	50.0% ▼	% Failed	100.0%	0.0%	100.0% ▼

Note - Active and Pending Data is not yet available for all previous months and years, therefore some metrics might be blank or display "Coming Soon".



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April 2026 - LCRMLS

Lowcountry Area Monthly Market Report

Single Family **Detached** Residences



Hilton Head & Daufuskie Area in April

Price Range	New Listings	Active Listings	Under Contract	Pending Ratio	Closed Sales	Median Sales Price	Median S/OLP%	Median DOM	Months of Supply	Sold Above List Price	Price Reduced	Not PR Median S/OLP%	PR Median S/OLP%	Not PR DOM	PR DOM	EXP/CANC (Failed)
<\$200K	0	0	0		0											
\$200K-<\$250K	0	0	0		0											
\$250K-<\$300K	0	0	0		0											
\$300K-<\$350K	0	0	0		0											
\$350K-<\$400K	0	0	0		0											
\$400K-<\$450K	0	0	0		0											
\$450K-<\$500K	0	0	1	100.0%	1	\$465,000	94.9%	31	0.0	0.0%	0.0%	94.9%		31		50.0%
\$500K-<\$550K	1	1	0	0.0%	1	\$560,000	103.9%	16	1.0	100.0%	0.0%	103.9%		16		0.0%
\$550K-<\$600K	0	1	1	50.0%	0											
\$600K-<\$700K	1	4	5	55.6%	2	\$667,495	97.4%	46	2.0	0.0%	50.0%	99.3%	95.6%	47	44	0.0%
\$700K-<\$800K	1	5	1	16.7%	0											
\$800K-<\$900K	0	4	0	0.0%	0											100.0%
\$900K-<\$1M	1	4	4	50.0%	2	\$949,950	88.3%	194	2.0	50.0%	50.0%	100.0%	76.6%	18	370	0.0%
\$1M-<\$1.25M	2	3	2	40.0%	1	\$1,040,000	99.0%	4	3.0	0.0%	0.0%	99.0%		4		0.0%
\$1.25M-<\$1.5M	1	8	2	20.0%	2	\$1,362,500	97.7%	14	4.0	0.0%	0.0%	97.7%		14		0.0%
\$1.5M-<\$2M	0	4	1	20.0%	1	\$1,725,000	75.8%	365	4.0	0.0%	100.0%		75.8%		365	0.0%
\$2M+	6	20	2	9.1%	2	\$3,125,000	84.9%	206	10.0	50.0%	50.0%	100.0%	69.7%	1	410	0.0%
TOTAL	13	54	19	26.0%	12	\$1,019,950	97.7%	25	4.5	25.0%	33.3%	99.2%	76.2%	16	368	14.3%

New Listings = Listings taken during the month regardless of current status.
Active Listings = Total number of available listings at the end of the month.
Under Contract = Total number of listings in Pending / Under contract Status at the end of the month.
Pending Ratio = Pending Listings ÷ (Active Listings + Pending Listings)
Closed Sales = Total number of closed listings during the month.
Median Sales Price = Half were lower and half were higher, the middle.
S/OLP = Ratio of Sold Price ÷ Original List Price (Gross to Seller)
(DOM) Days on Market = Number of days from Listing Date to Pending Date.

Seller's Market
0-6 Months

Balanced Market
6-7 Months

Buyer's Market
7+ Months

Months of Supply = How long it would take to sell all Active Listings if no new Listings were put on the market.
% Sold Above List Price = The percentage of closed sales which sold at 100% or more of the asking price.
% Price Reduced (PR) = The percentage of closed sales that required a price reduction prior to going under contract.
EXP/CANC = The percentage of Finalized Listings (Closed+EXP+CANC) that Expired or were Cancelled (Failed) during the month.



ChartMaster Services, LLC

April 2026 - LCRMLS

Lowcountry Area Monthly Market Report

Single Family **Detached** Residences



Hilton Head & Daufuskie Area

	March 2026	April 2026	M-O-M % Change		April 2025	April 2026	Y-O-Y % Change
New Listings	15	13	13.3% ▼	New Listings		13	
Active	50	54	8.0% ▲	Active		54	
Pending	20	19	5.0% ▼	Pending		19	
Pending Ratio	28.6%	26.0%	2.6% ▼	Pending Ratio		26.0%	
Closed	28	12	57.1% ▼	Closed	10	12	20.0% ▲
Supply in Months	1.8	4.5	150.0% ▲	Supply in Months		4.5	
Med. Sale Price	\$862,450	\$1,019,950	18.3% ▲	Med. Sale Price	\$803,750	\$1,019,950	26.9% ▲
Med. % Sale/OLP	94.1%	97.7%	3.6% ▲	Med. % Sale/OLP	94.0%	97.7%	3.7% ▲
Med. DOM	48	25	47.9% ▼	Med. DOM	45	25	44.4% ▼
Sold Above List Price	7.1%	25.0%	17.9% ▲	Sold Above List Price	10.0%	25.0%	15.0% ▲
Price Reduced (PR)	35.7%	33.3%	2.4% ▼	Price Reduced (PR)	50.0%	33.3%	16.7% ▼
Reduction Amount	-7.9%	-15.0%	7.1% ▲	Reduction Amount	-6.4%	-15.0%	8.6% ▲
NOT PR % S/OLP	94.8%	99.2%	4.4% ▲	NOT PR % S/OLP	97.2%	99.2%	2.0% ▲
PR % S/OLP	87.8%	76.2%	11.6% ▼	PR % S/OLP	90.1%	76.2%	13.9% ▼
NOT PR Median DOM	40	16	60.0% ▼	NOT PR Median DOM	7	16	128.6% ▲
PR Median DOM	194	368	89.9% ▲	PR Median DOM	92	368	299.5% ▲
% with Seller Conc.	0.0%	0.0%	0.0%	% with Seller Conc.	0.0%	0.0%	0.0%
% Failed	9.7%	14.3%	4.6% ▲	% Failed	23.1%	14.3%	8.8% ▼

Note - Active and Pending Data is not yet available for all previous months and years, therefore some metrics might be blank or display "Coming Soon".



ChartMaster Services, LLC

April 2026 - LCRMLS

Lowcountry Area Monthly Market Report

Single Family **Detached** Residences



Jasper County Area in April

Price Range	New Listings	Active Listings	Under Contract	Pending Ratio	Closed Sales	Median Sales Price	Median S/OLP%	Median DOM	Months of Supply	Sold Above List Price	Price Reduced	Not PR Median S/OLP%	PR Median S/OLP%	Not PR DOM	PR DOM	EXP/CANC (Failed)
<\$200K	1	1	2	66.7%	1	\$90,000	56.3%	30	1.0	0.0%	100.0%		56.3%		30	0.0%
\$200K-<\$250K	1	0	1	100.0%	0											100.0%
\$250K-<\$300K	2	8	6	42.9%	4	\$284,995	95.2%	137	2.0	50.0%	50.0%	100.0%	86.8%	45	186	20.0%
\$300K-<\$350K	10	35	31	47.0%	12	\$338,365	99.9%	72	2.9	41.7%	41.7%	100.0%	95.1%	36	125	0.0%
\$350K-<\$400K	15	33	31	48.4%	10	\$374,950	99.2%	75	3.3	30.0%	40.0%	100.0%	90.3%	31	215	16.7%
\$400K-<\$450K	19	33	23	41.1%	6	\$425,490	99.1%	21	5.5	33.3%	33.3%	99.7%	96.8%	8	103	14.3%
\$450K-<\$500K	7	15	9	37.5%	4	\$482,000	99.0%	13	3.8	50.0%	0.0%	99.0%		13		0.0%
\$500K-<\$550K	4	9	1	10.0%	0											
\$550K-<\$600K	1	8	2	20.0%	1	\$569,000	86.9%	196	8.0	0.0%	100.0%		86.9%		196	50.0%
\$600K-<\$700K	1	5	2	28.6%	1	\$585,000	87.4%	622	5.0	0.0%	100.0%		87.4%		622	0.0%
\$700K-<\$800K	3	8	3	27.3%	0											100.0%
\$800K-<\$900K	0	3	0	0.0%	0											
\$900K-<\$1M	0	1	0	0.0%	0											
\$1M-<\$1.25M	0	2	1	33.3%	0											
\$1.25M-<\$1.5M	0	0	0		0											
\$1.5M-<\$2M	0	1	0	0.0%	0											
\$2M+	0	3	0	0.0%	0											
TOTAL	64	165	112	40.4%	39	\$374,310	99.0%	59	4.2	35.9%	41.0%	100.0%	93.1%	20	167	15.2%

New Listings = Listings taken during the month regardless of current status.
Active Listings = Total number of available listings at the end of the month.
Under Contract = Total number of listings in Pending / Under contract Status at the end of the month.
Pending Ratio = Pending Listings ÷ (Active Listings + Pending Listings)
Closed Sales = Total number of closed listings during the month.
Median Sales Price = Half were lower and half were higher, the middle.
S/OLP = Ratio of Sold Price ÷ Original List Price (Gross to Seller)
(DOM) Days on Market = Number of days from Listing Date to Pending Date.

Seller's Market
0-6 Months

Balanced Market
6-7 Months

Buyer's Market
7+ Months

Months of Supply = How long it would take to sell all Active Listings if no new Listings were put on the market.
% Sold Above List Price = The percentage of closed sales which sold at 100% or more of the asking price.
% Price Reduced (PR) = The percentage of closed sales that required a price reduction prior to going under contract.
EXP/CANC = The percentage of Finalized Listings (Closed+EXP+CANC) that Expired or were Cancelled (Failed) during the month.



ChartMaster Services, LLC

April 2026 - LCRMLS

Lowcountry Area Monthly Market Report

Single Family **Detached** Residences



Jasper County Area

	March 2026	April 2026	M-O-M % Change		April 2025	April 2026	Y-O-Y % Change
New Listings	53	64	20.8% ▲	New Listings		64	
Active	152	165	8.6% ▲	Active		165	
Pending	102	112	9.8% ▲	Pending		112	
Pending Ratio	40.2%	40.4%	0.2% ▲	Pending Ratio		40.4%	
Closed	44	39	11.4% ▼	Closed	21	39	85.7% ▲
Supply in Months	3.5	4.2	20.0% ▲	Supply in Months		4.2	
Med. Sale Price	\$368,370	\$374,310	1.6% ▲	Med. Sale Price	\$393,990	\$374,310	5.0% ▼
Med. % Sale/OLP	95.7%	99.0%	3.3% ▲	Med. % Sale/OLP	100.0%	99.0%	1.0% ▼
Med. DOM	105	59	43.8% ▼	Med. DOM	40	59	47.5% ▲
Sold Above List Price	22.7%	35.9%	13.2% ▲	Sold Above List Price	57.1%	35.9%	21.2% ▼
Price Reduced (PR)	61.4%	41.0%	20.4% ▼	Price Reduced (PR)	28.6%	41.0%	12.4% ▲
Reduction Amount	-5.6%	-7.2%	1.6% ▲	Reduction Amount	-1.8%	-7.2%	5.4% ▲
NOT PR % S/OLP	100.0%	100.0%	0.0%	NOT PR % S/OLP	100.0%	100.0%	0.0%
PR % S/OLP	93.9%	93.1%	0.8% ▼	PR % S/OLP	97.5%	93.1%	4.4% ▼
NOT PR Median DOM	5	20	300.0% ▲	NOT PR Median DOM	31	20	35.5% ▼
PR Median DOM	170	167	2.1% ▼	PR Median DOM	80	167	109.4% ▲
% with Seller Conc.	56.8%	43.6%	13.2% ▼	% with Seller Conc.	23.8%	43.6%	19.8% ▲
% Failed	18.5%	15.2%	3.3% ▼	% Failed	19.2%	15.2%	4.0% ▼

Note - Active and Pending Data is not yet available for all previous months and years, therefore some metrics might be blank or display "Coming Soon".



ChartMaster Services, LLC

April 2026 - LCRMLS

Lowcountry Area Monthly Market Report

Single Family **Detached** Residences



Lady's Island Area in April

Price Range	New Listings	Active Listings	Under Contract	Pending Ratio	Closed Sales	Median Sales Price	Median S/OLP%	Median DOM	Months of Supply	Sold Above List Price	Price Reduced	Not PR Median S/OLP%	PR Median S/OLP%	Not PR DOM	PR DOM	EXP/CANC (Failed)
<\$200K	0	0	0		0											
\$200K-<\$250K	0	0	0		0											
\$250K-<\$300K	1	1	0	0.0%	0											
\$300K-<\$350K	4	7	4	36.4%	7	\$327,000	96.5%	123	1.0	14.3%	57.1%	97.1%	94.5%	13	123	0.0%
\$350K-<\$400K	4	10	8	44.4%	9	\$373,500	100.0%	11	1.1	55.6%	22.2%	100.0%	95.9%	9	45	0.0%
\$400K-<\$450K	7	10	0	0.0%	2	\$441,000	96.2%	81	5.0	50.0%	50.0%	100.1%	92.2%	6	156	66.7%
\$450K-<\$500K	2	11	5	31.3%	4	\$465,500	95.9%	20	2.8	0.0%	25.0%	95.6%	96.1%	8	32	42.9%
\$500K-<\$550K	3	17	11	39.3%	2	\$513,500	94.0%	169	8.5	0.0%	50.0%	92.4%	95.6%	128	209	50.0%
\$550K-<\$600K	5	10	8	44.4%	3	\$585,000	96.7%	86	3.3	33.3%	66.7%	100.0%	95.9%	2	96	25.0%
\$600K-<\$700K	4	19	4	17.4%	3	\$585,000	92.1%	49	6.3	0.0%	33.3%	94.8%	88.5%	39	144	0.0%
\$700K-<\$800K	3	9	6	40.0%	1	\$795,000	88.8%	305	9.0	0.0%	100.0%		88.8%		305	0.0%
\$800K-<\$900K	0	4	5	55.6%	1	\$850,000	100.0%	3	4.0	100.0%	0.0%	100.0%		3		50.0%
\$900K-<\$1M	2	6	2	25.0%	0											
\$1M-<\$1.25M	0	8	2	20.0%	1	\$1,105,000	96.2%	14	8.0	0.0%	0.0%	96.2%		14		50.0%
\$1.25M-<\$1.5M	0	5	2	28.6%	1	\$1,253,000	97.2%	20	5.0	0.0%	0.0%	97.2%		20		0.0%
\$1.5M-<\$2M	3	5	2	28.6%	1	\$1,740,000	96.9%	293	5.0	0.0%	0.0%	96.9%		293		0.0%
\$2M+	2	6	2	25.0%	1	\$3,000,000	88.6%	161	6.0	0.0%	100.0%		88.6%		161	0.0%
TOTAL	40	128	61	32.3%	36	\$441,750	96.8%	36	3.6	25.0%	38.9%	98.0%	94.7%	12	123	25.0%

New Listings = Listings taken during the month regardless of current status.
Active Listings = Total number of available listings at the end of the month.
Under Contract = Total number of listings in Pending / Under contract Status at the end of the month.
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Closed Sales = Total number of closed listings during the month.
Median Sales Price = Half were lower and half were higher, the middle.
S/OLP = Ratio of Sold Price ÷ Original List Price (Gross to Seller)
(DOM) Days on Market = Number of days from Listing Date to Pending Date.

Seller's Market
0-6 Months

Balanced Market
6-7 Months

Buyer's Market
7+ Months

Months of Supply = How long it would take to sell all Active Listings if no new Listings were put on the market.
% Sold Above List Price = The percentage of closed sales which sold at 100% or more of the asking price.
% Price Reduced (PR) = The percentage of closed sales that required a price reduction prior to going under contract.
EXP/CANC = The percentage of Finalized Listings (Closed+EXP+CANC) that Expired or were Cancelled (Failed) during the month.



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Lady's Island Area

	March 2026	April 2026	M-O-M % Change		April 2025	April 2026	Y-O-Y % Change
New Listings	38	40	5.3% ▲	New Listings		40	
Active	130	128	1.5% ▼	Active		128	
Pending	63	61	3.2% ▼	Pending		61	
Pending Ratio	32.6%	32.3%	0.3% ▼	Pending Ratio		32.3%	
Closed	24	36	50.0% ▲	Closed	27	36	33.3% ▲
Supply in Months	5.4	3.6	33.3% ▼	Supply in Months		3.6	
Med. Sale Price	\$525,450	\$441,750	15.9% ▼	Med. Sale Price	\$499,020	\$441,750	11.5% ▼
Med. % Sale/OLP	95.1%	96.8%	1.7% ▲	Med. % Sale/OLP	97.8%	96.8%	1.0% ▼
Med. DOM	98	36	63.3% ▼	Med. DOM	44	36	18.2% ▼
Sold Above List Price	25.0%	25.0%	0.0%	Sold Above List Price	33.3%	25.0%	8.3% ▼
Price Reduced (PR)	50.0%	38.9%	11.1% ▼	Price Reduced (PR)	44.4%	38.9%	5.5% ▼
Reduction Amount	-6.9%	-3.1%	3.8% ▼	Reduction Amount	-3.7%	-3.1%	0.6% ▼
NOT PR % S/OLP	99.5%	98.0%	1.5% ▼	NOT PR % S/OLP	100.0%	98.0%	2.0% ▼
PR % S/OLP	91.8%	94.7%	2.9% ▲	PR % S/OLP	94.7%	94.7%	0.0%
NOT PR Median DOM	20	12	40.0% ▼	NOT PR Median DOM	3	12	300.0% ▲
PR Median DOM	185	123	33.5% ▼	PR Median DOM	81	123	52.8% ▲
% with Seller Conc.	41.7%	30.6%	11.1% ▼	% with Seller Conc.	14.8%	30.6%	15.8% ▲
% Failed	33.3%	25.0%	8.3% ▼	% Failed	10.0%	25.0%	15.0% ▲

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Lowcountry Area Monthly Market Report

Single Family **Detached** Residences



St. Helena & Islands East Area in April

Price Range	New Listings	Active Listings	Under Contract	Pending Ratio	Closed Sales	Median Sales Price	Median S/OLP%	Median DOM	Months of Supply	Sold Above List Price	Price Reduced	Not PR Median S/OLP%	PR Median S/OLP%	Not PR DOM	PR DOM	EXP/CANC (Failed)
<\$200K	0	2	1	33.3%	1	\$162,000	83.1%	207	2.0	0.0%	100.0%		83.1%		207	0.0%
\$200K-<\$250K	0	1	0	0.0%	0											
\$250K-<\$300K	1	1	1	50.0%	0											
\$300K-<\$350K	1	2	0	0.0%	0											
\$350K-<\$400K	2	2	3	60.0%	0											100.0%
\$400K-<\$450K	0	2	1	33.3%	0											
\$450K-<\$500K	1	5	0	0.0%	1	\$480,000	96.2%	112	5.0	0.0%	0.0%	96.2%		112		0.0%
\$500K-<\$550K	2	5	2	28.6%	1	\$525,000	91.3%	41	5.0	0.0%	100.0%		91.3%		41	0.0%
\$550K-<\$600K	2	4	1	20.0%	0											100.0%
\$600K-<\$700K	5	14	5	26.3%	3	\$607,500	89.7%	171	4.7	0.0%	100.0%		89.7%		171	25.0%
\$700K-<\$800K	3	9	2	18.2%	6	\$750,000	91.9%	95	1.5	0.0%	50.0%	95.1%	88.1%	69	116	0.0%
\$800K-<\$900K	4	17	3	15.0%	0											
\$900K-<\$1M	5	11	1	8.3%	3	\$915,000	90.7%	276	3.7	0.0%	66.7%	97.4%	90.1%	28	320	0.0%
\$1M-<\$1.25M	3	11	4	26.7%	0											
\$1.25M-<\$1.5M	4	7	3	30.0%	2	\$1,387,500	75.2%	253	3.5	0.0%	50.0%	92.5%	58.0%	137	368	0.0%
\$1.5M-<\$2M	1	8	2	20.0%	0											100.0%
\$2M+	1	6	2	25.0%	1	\$2,622,500	95.4%	32	6.0	0.0%	0.0%	95.4%		32		50.0%
TOTAL	35	107	31	22.5%	18	\$750,000	91.0%	127	5.9	0.0%	61.1%	95.4%	89.5%	69	207	21.7%

New Listings = Listings taken during the month regardless of current status.
Active Listings = Total number of available listings at the end of the month.
Under Contract = Total number of listings in Pending / Under contract Status at the end of the month.
Pending Ratio = Pending Listings ÷ (Active Listings + Pending Listings)
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0-6 Months

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6-7 Months

Buyer's Market
7+ Months

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Lowcountry Area Monthly Market Report

Single Family **Detached** Residences



St. Helena & Islands East Area

	March 2026	April 2026	M-O-M % Change		April 2025	April 2026	Y-O-Y % Change
New Listings	20	35	75.0% ▲	New Listings		35	
Active	91	107	17.6% ▲	Active		107	
Pending	31	31	0.0%	Pending		31	
Pending Ratio	25.4%	22.5%	2.9% ▼	Pending Ratio		22.5%	
Closed	25	18	28.0% ▼	Closed	14	18	28.6% ▲
Supply in Months	3.6	5.9	63.9% ▲	Supply in Months		5.9	
Med. Sale Price	\$795,000	\$750,000	5.7% ▼	Med. Sale Price	\$592,000	\$750,000	26.7% ▲
Med. % Sale/OLP	93.5%	91.0%	2.5% ▼	Med. % Sale/OLP	92.0%	91.0%	1.0% ▼
Med. DOM	76	127	67.1% ▲	Med. DOM	94	127	35.1% ▲
Sold Above List Price	28.0%	0.0%	28.0% ▼	Sold Above List Price	21.4%	0.0%	21.4% ▼
Price Reduced (PR)	44.0%	61.1%	17.1% ▲	Price Reduced (PR)	64.3%	61.1%	3.2% ▼
Reduction Amount	-4.8%	-6.4%	1.6% ▲	Reduction Amount	-4.8%	-6.4%	1.6% ▲
NOT PR % S/OLP	99.3%	95.4%	3.9% ▼	NOT PR % S/OLP	100.0%	95.4%	4.6% ▼
PR % S/OLP	93.3%	89.5%	3.8% ▼	PR % S/OLP	86.5%	89.5%	3.0% ▲
NOT PR Median DOM	11	69	557.1% ▲	NOT PR Median DOM	2	69	3350.0% ▲
PR Median DOM	109	207	89.9% ▲	PR Median DOM	136	207	52.2% ▲
% with Seller Conc.	12.0%	5.6%	6.4% ▼	% with Seller Conc.	7.1%	5.6%	1.5% ▼
% Failed	24.2%	21.7%	2.5% ▼	% Failed	30.0%	21.7%	8.3% ▼

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Lowcountry Area Monthly Market Report

Single Family **Detached** Residences



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Area Comparison Worksheet	Beaufort, Port Royal, Sheldon Area ▼			Bluffton & Okatie Area ▼			Hilton Head & Daufuskie Area ▼		
	April 2026	M-O-M % Change	Y-O-Y % Change	April 2026	M-O-M % Change	Y-O-Y % Change	April 2026	M-O-M % Change	Y-O-Y % Change
New Listings	63	27.6% ▼		60	7.7% ▼		13	13.3% ▼	
Active	213	1.4% ▼		232	1.3% ▼		54	8.0% ▲	
Pending	105	11.7% ▲		94	23.7% ▲		19	5.0% ▼	
Pending Ratio	33.0%	2.7% ▲		28.8%	4.4% ▲		26.0%	2.6% ▼	
Closed	57	16.3% ▲	0.0%	41	16.3% ▼	12.8% ▼	12	57.1% ▼	20.0% ▲
Supply in Months	3.7	15.9% ▼		5.7	18.8% ▲		4.5	150.0% ▲	
Med. Sale Price	\$450,000	12.7% ▲	6.5% ▲	\$505,000	2.9% ▼	1.0% ▼	\$1,019,950	18.3% ▲	26.9% ▲
Med. % Sale/OLP	95.5%	0.9% ▼	0.8% ▲	95.3%	0.2% ▼	1.0% ▼	97.7%	3.6% ▲	3.7% ▲
Med. DOM	70	2.9% ▲	29.6% ▲	76	20.8% ▼	58.3% ▲	25	47.9% ▼	44.4% ▼
% Sold ≥ List Price	22.8%	4.4% ▲	7.0% ▼	14.6%	2.4% ▲	1.8% ▲	25.0%	17.9% ▲	15.0% ▲
Price Reduced (PR)	59.6%	10.6% ▲	12.2% ▲	51.2%	0.2% ▲	8.6% ▲	33.3%	2.4% ▼	16.7% ▼
Reduction Amount	-6.5%	3.2% ▲	0.3% ▼	-7.0%	2.0% ▲	3.1% ▲	-15.0%	7.1% ▲	8.6% ▲
NOT PR % S/OLP	100.0%	1.8% ▲	0.0%	98.0%	0.1% ▼	0.1% ▲	99.2%	4.4% ▲	2.0% ▲
PR % S/OLP	90.2%	3.7% ▼	1.8% ▲	91.5%	0.2% ▼	3.1% ▼	76.2%	11.6% ▼	13.9% ▼
NOT PR Median DOM	19	26.7% ▲	2.7% ▲	21	48.1% ▼	26.8% ▼	16	60.0% ▼	128.6% ▲
PR Median DOM	156	42.5% ▲	44.4% ▲	148	3.9% ▼	20.8% ▲	368	89.9% ▲	299.5% ▲
% with Seller Conc.	31.6%	9.2% ▼	10.5% ▼	2.4%	5.8% ▼	8.2% ▼	0.0%	0.0%	0.0%
% Failed	19.7%	11.3% ▼	7.2% ▼	33.9%	7.0% ▲	10.9% ▲	14.3%	4.6% ▲	8.8% ▼

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Lowcountry Area Monthly Market Report

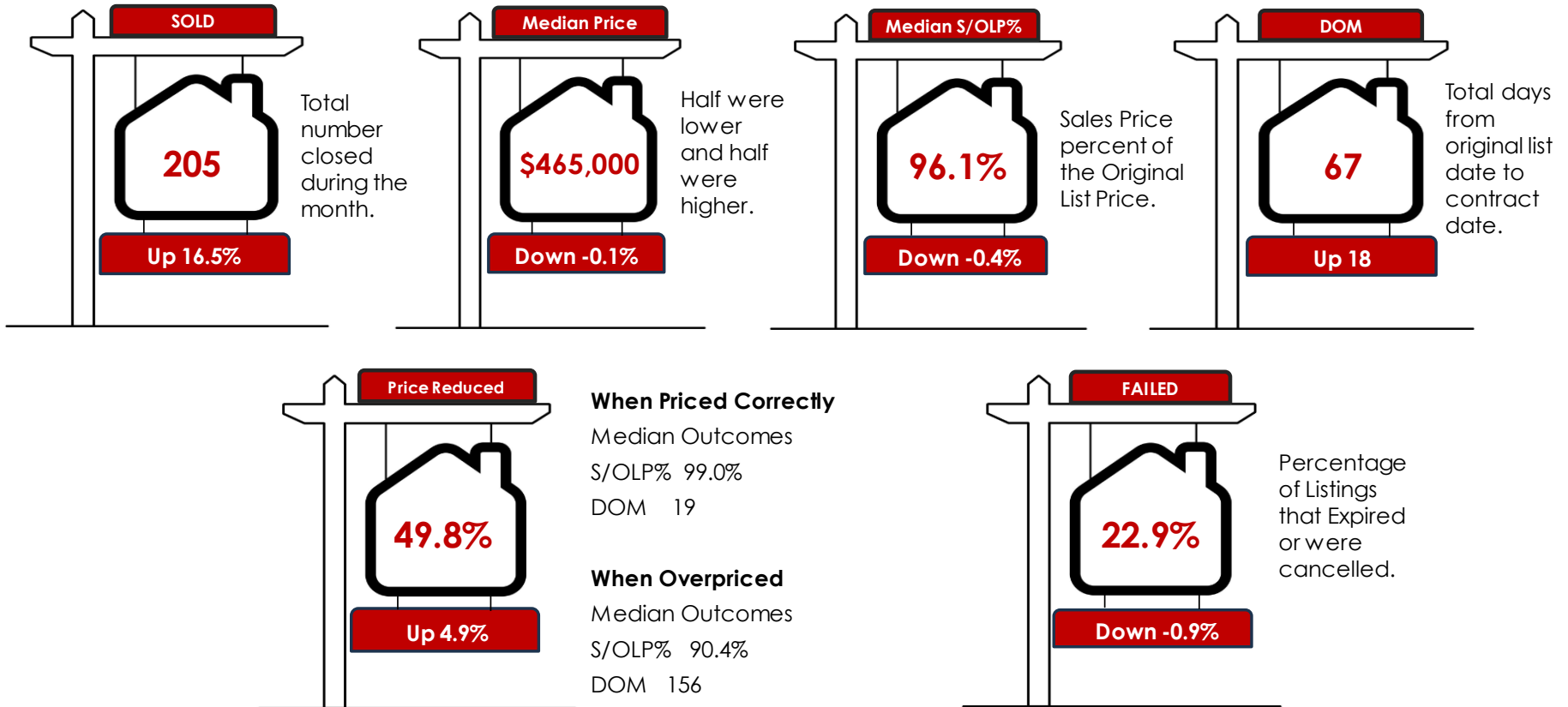
Single Family **Detached** Residences



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All Areas Combined

All Areas Combined in April 2026 vs. April 2025





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Lowcountry Area Monthly Market Report
Single Family **Detached** Residences



In PowerPoint Normal Mode, double-click anywhere inside the graphic to turn into Excel mode. Choose area from dropdown and then click twice outside the Excel worksheet to return to PowerPoint mode.

All Areas Combined

Putting it All Together

All Areas Combined

For Every 100 Finalized Listings in April

23 FAILED
(Likely due to overpricing)

77 SOLD

38 Price Reduction Before Sold (50%)

S/OLP% 90.4%

DOM 156

**23 + 38 = 61 of every 100 listings:
OVERPRICED**

**39 No Price Reduction (50%):
CORRECTLY PRICED**

S/OLP% 99.0%

DOM 19

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the
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Finalized Listings = Listings that either Closed or Expired or were Cancelled/Withdrawn during the month.

Price Reduced = The number and percentage of sellers who had to reduce their asking price prior to receiving an offer.

Failed = Listings that either Expired or were Cancelled/Withdrawn during the month.

S/OLP% = The Sale Price as a percentage of the Original List Price at the time the listing was taken.

DOM = Days on Market - Number of days from the listing date to an accepted offer and contract.



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Lowcountry Area Monthly Market Report

Single Family **Detached** Residences

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