

March 2026 - REsidesMLS
Lowcountry Area
Monthly Market Report
Condo & Townhouse Residences

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ChartMaster
Services, LLC

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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 REsidesMLS 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 Normally, REsidesMLS data does not include those stats when a listing is Withdrawn or Expired and re-listed after a lapse of 30 days or more or is re-listed with a different company.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 March

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)
<\$300K	36	138	53	27.7%	28	\$228,750	91.4%	92	4.9	7.1%	57.1%	96.2%	89.5%	31	123	30.0%
\$300K-<\$350K	18	68	21	23.6%	9	\$310,000	98.4%	54	7.6	33.3%	33.3%	99.2%	88.6%	22	270	25.0%
\$350K-<\$400K	24	63	26	29.2%	13	\$365,000	94.5%	32	4.8	7.7%	46.2%	96.6%	92.3%	30	191	38.1%
\$400K-<\$450K	9	33	14	29.8%	5	\$410,000	89.1%	226	6.6	0.0%	100.0%		89.1%		226	16.7%
\$450K-<\$500K	7	41	12	22.6%	5	\$460,000	96.8%	45	8.2	40.0%	40.0%	100.0%	94.0%	17	126	16.7%
\$500K-<\$550K	6	23	8	25.8%	8	\$503,495	96.8%	75	2.9	37.5%	12.5%	97.1%	79.3%	69	195	27.3%
\$550K-<\$600K	9	31	9	22.5%	7	\$540,000	92.1%	122	4.4	0.0%	57.1%	95.5%	88.6%	14	321	46.2%
\$600K-<\$700K	8	44	13	22.8%	9	\$635,000	95.0%	91	4.9	0.0%	66.7%	96.6%	85.6%	62	226	25.0%
\$700K-<\$800K	8	18	14	43.8%	7	\$725,000	96.0%	89	2.6	14.3%	28.6%	96.5%	91.2%	83	104	12.5%
\$800K-<\$900K	7	13	12	48.0%	8	\$837,500	96.3%	44	1.6	25.0%	37.5%	98.2%	92.7%	20	91	0.0%
\$900K-<\$1M	2	16	6	27.3%	4	\$952,500	98.5%	15	4.0	25.0%	0.0%	98.5%		15		0.0%
\$1M-<\$1.25M	7	10	5	33.3%	3	\$1,115,000	97.7%	36	3.3	0.0%	33.3%	98.4%	89.3%	18	127	25.0%
\$1.25M-<\$1.5M	6	15	6	28.6%	5	\$1,355,000	90.6%	49	3.0	20.0%	60.0%	98.3%	87.2%	31	61	0.0%
\$1.5M-<\$2M	2	10	5	33.3%	0											
\$2M-<\$3M	3	7	3	30.0%	2	\$2,207,500	94.3%	113	3.5	0.0%	50.0%	95.4%	93.2%	102	123	33.3%
\$3M-<\$4M	1	2	1	33.3%	1	\$3,745,000	100.0%	10	2.0	100.0%	0.0%	100.0%		10		0.0%
\$4M+	1	1	0	0.0%	0											
TOTAL	154	533	208	28.1%	114	\$460,000	94.2%	67	4.7	14.9%	46.5%	97.1%	90.2%	29	127	26.0%

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 ≥ List Price = The percentage of closed sales that sold at 100% or more of the original asking price.
% Price Reduced (PR) = The percentage of closed sales that required a price reduction prior to going under contract.
Expired/Cancelled = The percentage of Finalized Listings (Closed+Expired+Cancelled) that Expired or were Cancelled (Failed) during the month.



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Lowcountry Area

	February 2026	March 2026	M-O-M % Change		March 2025	March 2026	Y-O-Y % Change
New Listings	118	154	30.5% ▲	New Listings		154	
Active	518	533	2.9% ▲	Active		533	
Pending	172	205	19.2% ▲	Pending		205	
Pending Ratio	24.9%	27.8%	2.9% ▲	Pending Ratio		27.8%	
Closed	103	114	10.7% ▲	Closed	120	114	5.0% ▼
Supply in Months	5.0	4.7	6.0% ▼	Supply in Months		4.7	
Med. Sale Price	\$379,288	\$460,000	21.3% ▲	Med. Sale Price	\$475,000	\$460,000	3.2% ▼
Med. % Sale/OLP	95.8%	94.2%	1.6% ▼	Med. % Sale/OLP	94.7%	94.2%	0.5% ▼
Med. DOM	59	67	13.6% ▲	Med. DOM	79	67	15.2% ▼
% Sold ≥ List Price	23.3%	14.9%	8.4% ▼	% Sold ≥ List Price	10.8%	14.9%	4.1% ▲
Price Reduced (PR)	35.0%	46.5%	11.5% ▲	Price Reduced (PR)	50.8%	46.5%	4.3% ▼
Reduction Amount	-5.3%	-6.3%	1.0% ▲	Reduction Amount	-5.3%	-6.3%	1.0% ▲
NOT PR % S/OLP	97.6%	97.1%	0.5% ▼	NOT PR % S/OLP	98.0%	97.1%	0.9% ▼
PR % S/OLP	90.4%	90.2%	0.2% ▼	PR % S/OLP	90.7%	90.2%	0.5% ▼
NOT PR Median DOM	18	29	61.1% ▲	NOT PR Median DOM	25	29	16.0% ▲
PR Median DOM	145	127	12.1% ▼	PR Median DOM	125	127	1.6% ▲
% with Seller Conc.	7.8%	7.9%	0.1% ▲	% with Seller Conc.	25.0%	7.9%	17.1% ▼
% Failed	26.4%	26.0%	0.4% ▼	% Failed	16.7%	26.0%	9.3% ▲

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

Y.O.Y Count, \$ Amount or Points of Change

Report Date	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26	Feb-26	Mar-26	TREND	Y.O.Y Count, \$ Amount or Points of Change
New Listings								153	91	73	169	118	154		
Active								591	562	516	534	518	533		
Pending								167	144	115	139	174	208		
Pending Ratio								22.0%	20.4%	18.2%	20.7%	25.1%	28.1%		
Closed	120	119	136	145	140	130	112	121	96	101	111	103	114		6 ▼
Supply in Months								4.9	5.9	5.1	4.8	5.0	4.7		
Med. Sale Price	\$475,000	\$493,000	\$442,340	\$455,290	\$430,000	\$432,500	\$391,565	\$490,000	\$432,500	\$421,500	\$474,990	\$379,288	\$460,000		\$15,000 ▼
Med. % Sale/OLP	94.7%	95.8%	95.9%	95.8%	96.0%	94.1%	94.4%	94.9%	94.8%	94.1%	95.9%	95.8%	94.2%		0.5% ▼
Med. DOM	79	44	39	55	58	94	82	82	58	78	53	59	67		12 ▼

% Sold ≥ List Price	10.8%	19.3%	20.6%	22.1%	22.9%	15.4%	11.6%	13.2%	12.5%	8.9%	31.5%	23.3%	14.9%		4.1% ▲
DOM S/OLP ≥ 100%	19	14	8	3	14	8	113	11	8	9	0	0	13		6 ▼

Price Reduced (PR)	50.8%	42.0%	36.8%	46.9%	48.6%	50.8%	49.1%	54.5%	44.8%	47.5%	36.9%	35.0%	46.5%		4.3% ▼
Reduction Amount	-5.3%	-5.4%	-6.2%	-5.0%	-4.6%	-8.5%	-6.7%	-5.2%	-5.4%	-6.4%	-4.5%	-5.3%	-6.3%		1.0% ▼
NOT PR % S/OLP	98.0%	98.0%	97.7%	98.7%	98.9%	98.2%	97.5%	97.5%	97.1%	97.5%	99.6%	97.6%	97.1%		0.9% ▼
PR % S/OLP	90.7%	91.3%	89.9%	90.1%	91.0%	87.8%	89.7%	90.3%	90.4%	89.0%	90.9%	90.4%	90.2%		0.5% ▼
NOT PR Median DOM	25	17	22	14	20	21	21	25	35	24	12	18	29		4 ▲
PR Median DOM	125	136	128	115	107	155	134	141	158	136	161	145	127		2 ▲

% with Seller Conc.	25.0%	18.5%	11.0%	17.2%	8.6%	10.8%	10.7%	13.2%	11.5%	9.9%	9.0%	7.8%	7.9%		17.1% ▼
% Failed	16.7%	28.7%	28.4%	19.9%	19.1%	25.7%	27.7%	32.4%	34.2%	42.0%	24.5%	26.4%	26.0%		9.3% ▲

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Key Metrics Talking Points

Key Metrics	March 2025	March 2026	Change	Remarks
# Closed	120	114	5.0% ▼	Fewer Closed Sales vs. last year
Med. Sale Price	\$475,000	\$460,000	3.2% ▼	Lower Median Sales Price vs. last year
Med. % Sale/Orig. LP	94.7%	94.2%	0.5% ▼	More Sales Price Negotiations vs. last year
Med. DOM	79	67	12 ▼	Less Time on the Market vs. last year
% Sold ≥ List Price	10.8%	14.9%	4.1% ▲	More Multiple Offer Situations vs. last year
% Price Reduced (PR)	50.8%	46.5%	4.3% ▼	Less Buyer Price Resistance vs. last year
Price Reduction Amount	-5.3%	-6.3%	1.0% ▲	Larger Price Reduction Amount vs. last year
NOT PR % S/OLP	98.0%	97.1%	0.9% ▼	Negotiations Strongly Favor the Seller if Priced Correctly
PR % S/OLP	90.7%	90.2%	0.5% ▼	Negotiations Favor the Buyer when Overpriced
NOT PR Median DOM	25	29	4 ▲	Sales Cycle Favors the Seller when Priced Correctly
PR Median DOM	125	127	2 ▲	Sales Cycle Favors a Savvy Buyer when Overpriced
% With Seller Conc.	25.0%	7.9%	17.1% ▼	Less Seller Paid Concessions vs. last year
% Failed	16.7%	26.0%	9.3% ▲	Higher Seller Failure Rate vs. last year



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Bluffton Area in March

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)
<\$300K	15	43	15	25.9%	16	\$202,500	91.9%	71	2.7	6.3%	50.0%	96.3%	89.6%	24	130	20.0%
\$300K-<\$350K	3	6	5	45.5%	3	\$318,000	98.4%	54	2.0	0.0%	33.3%	98.4%	88.6%	35	270	0.0%
\$350K-<\$400K	1	2	2	50.0%	0											100.0%
\$400K-<\$450K	1	2	0	0.0%	0											
\$450K-<\$500K	0	1	1	50.0%	2	\$490,210	100.2%	74	0.5	100.0%	0.0%	100.2%		74		0.0%
\$500K-<\$550K	1	3	1	25.0%	2	\$504,990	100.0%	65	1.5	100.0%	0.0%	100.0%		65		33.3%
\$550K-<\$600K	1	1	0	0.0%	0											
\$600K-<\$700K	1	6	0	0.0%	1	\$600,000	90.2%	158	6.0	0.0%	100.0%		90.2%		158	50.0%
\$700K-<\$800K	0	1	0	0.0%	0											
\$800K-<\$900K	0	0	0		0											
\$900K-<\$1M	0	1	0	0.0%	0											
\$1M-<\$1.25M	0	0	0		0											
\$1.25M-<\$1.5M	0	0	0		1	\$1,375,000	100.0%	13	0.0	100.0%	0.0%	100.0%		13		0.0%
\$1.5M-<\$2M	0	0	0		0											
\$2M-<\$3M	1	2	0	0.0%	0											
\$3M-<\$4M	0	0	0		0											
\$4M+	0	0	0		0											
TOTAL	24	68	24	26.1%	25	\$242,500	93.2%	55	2.7	24.0%	40.0%	98.4%	89.4%	28	138	21.9%

New Listings = Listings taken during the month regardless of current status.
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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 ≥ List Price = The percentage of closed sales that sold at 100% or more of the original asking price.
% Price Reduced (PR) = The percentage of closed sales that required a price reduction prior to going under contract.
Expired/Cancelled = The percentage of Finalized Listings (Closed+Expired+Cancelled) that Expired or were Cancelled (Failed) during the month.



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Bluffton Area

	February 2026	March 2026	M-O-M % Change		March 2025	March 2026	Y-O-Y % Change
New Listings	11	24	118.2% ▲	New Listings		24	
Active	67	68	1.5% ▲	Active		68	
Pending	30	24	20.0% ▼	Pending		24	
Pending Ratio	30.9%	26.1%	4.8% ▼	Pending Ratio		26.1%	
Closed	19	25	31.6% ▲	Closed	13	25	92.3% ▲
Supply in Months	3.5	2.7	22.9% ▼	Supply in Months		2.7	
Med. Sale Price	\$325,000	\$242,500	25.4% ▼	Med. Sale Price	\$399,900	\$242,500	39.4% ▼
Med. % Sale/OLP	94.8%	93.2%	1.6% ▼	Med. % Sale/OLP	95.4%	93.2%	2.2% ▼
Med. DOM	127	55	56.7% ▼	Med. DOM	45	55	22.2% ▲
% Sold ≥ List Price	5.3%	24.0%	18.7% ▲	% Sold ≥ List Price	0.0%	24.0%	24.0% ▲
Price Reduced (PR)	57.9%	40.0%	17.9% ▼	Price Reduced (PR)	53.8%	40.0%	13.8% ▼
Reduction Amount	-5.4%	-8.4%	3.0% ▲	Reduction Amount	-3.1%	-8.4%	5.3% ▲
NOT PR % S/OLP	97.3%	98.4%	1.1% ▲	NOT PR % S/OLP	95.9%	98.4%	2.5% ▲
PR % S/OLP	89.0%	89.4%	0.4% ▲	PR % S/OLP	94.5%	89.4%	5.1% ▼
NOT PR Median DOM	36	28	21.1% ▼	NOT PR Median DOM	15	28	93.1% ▲
PR Median DOM	196	138	29.6% ▼	PR Median DOM	146	138	5.5% ▼
% with Seller Conc.	15.8%	20.0%	4.2% ▲	% with Seller Conc.	61.5%	20.0%	41.5% ▼
% Failed	17.4%	21.9%	4.5% ▲	% Failed	18.8%	21.9%	3.1% ▲

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Daufuskie Island Area in March

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)
<\$300K	0	0	0		0											
\$300K-<\$350K	0	0	0		0											
\$350K-<\$400K	0	1	0	0.0%	0											
\$400K-<\$450K	0	0	0		0											
\$450K-<\$500K	0	4	0	0.0%	0											
\$500K-<\$550K	0	0	0		0											
\$550K-<\$600K	0	0	0		0											
\$600K-<\$700K	0	0	0		1	\$540,000	79.5%	337	0.0	0.0%	100.0%		79.5%		337	0.0%
\$700K-<\$800K	0	0	0		0											
\$800K-<\$900K	1	1	0	0.0%	0											
\$900K-<\$1M	0	0	0		0											
\$1M-<\$1.25M	0	0	0		0											
\$1.25M-<\$1.5M	0	0	0		0											
\$1.5M-<\$2M	0	0	0		0											
\$2M-<\$3M	0	0	0		0											
\$3M-<\$4M	0	0	0		0											
\$4M+	0	0	0		0											
TOTAL	1	6	0	0.0%	1	\$540,000	79.5%	337	6.0	0.0%	100.0%		79.5%		337	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.
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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.

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0-6 Months

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Daufuskie Island Area

	February 2026	March 2026	M-O-M % Change		March 2025	March 2026	Y-O-Y % Change
New Listings	0	1		New Listings		1	
Active	6	6	0.0%	Active		6	
Pending	1	0	100.0% ▼	Pending		0	
Pending Ratio	14.3%	0.0%	14.3% ▼	Pending Ratio		0.0%	
Closed	0	1		Closed	0	1	
Supply in Months		6.0		Supply in Months		6.0	
Med. Sale Price		\$540,000		Med. Sale Price		\$540,000	
Med. % Sale/OLP		79.5%		Med. % Sale/OLP		79.5%	
Med. DOM		337		Med. DOM		337	
% Sold ≥ List Price		0.0%		% Sold ≥ List Price		0.0%	
Price Reduced (PR)		100.0%		Price Reduced (PR)		100.0%	
Reduction Amount		-5.9%		Reduction Amount		-5.9%	
NOT PR % S/OLP				NOT PR % S/OLP			
PR % S/OLP		79.5%		PR % S/OLP		79.5%	
NOT PR Median DOM				NOT PR Median DOM			
PR Median DOM		337		PR Median DOM		337	
% with Seller Conc.		0.0%		% with Seller Conc.		0.0%	
% Failed		0.0%		% Failed		0.0%	

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Condo & Townhouse Residences



Hardeeville Area in March

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)
<\$300K	3	1	7	87.5%	0											
\$300K-<\$350K	0	4	2	33.3%	2	\$344,490	100.0%	39	2.0	100.0%	0.0%	100.0%		39		0.0%
\$350K-<\$400K	1	3	1	25.0%	2	\$373,475	88.8%	273	1.5	0.0%	100.0%		88.8%		273	33.3%
\$400K-<\$450K	0	0	1	100.0%	0											
\$450K-<\$500K	0	2	0	0.0%	0											
\$500K-<\$550K	0	3	0	0.0%	0											
\$550K-<\$600K	1	2	0	0.0%	0											100.0%
\$600K-<\$700K	0	0	0		0											
\$700K-<\$800K	0	0	0		0											
\$800K-<\$900K	0	0	0		0											
\$900K-<\$1M	0	0	0		0											
\$1M-<\$1.25M	0	0	0		0											
\$1.25M-<\$1.5M	0	0	0		0											
\$1.5M-<\$2M	0	0	0		0											
\$2M-<\$3M	0	0	0		0											
\$3M-<\$4M	0	0	0		0											
\$4M+	0	0	0		0											
TOTAL	5	15	11	42.3%	4	\$348,465	97.2%	119	3.8	50.0%	50.0%	100.0%	88.8%	39	273	33.3%

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 ≥ List Price = The percentage of closed sales that sold at 100% or more of the original asking price.
% Price Reduced (PR) = The percentage of closed sales that required a price reduction prior to going under contract.
Expired/Cancelled = The percentage of Finalized Listings (Closed+Expired+Cancelled) that Expired or were Cancelled (Failed) during the month.



ChartMaster Services, LLC

Hardeeville Area

	February 2026	March 2026	M-O-M % Change		March 2025	March 2026	Y-O-Y % Change
New Listings	12	5	58.3% ▼	New Listings		5	
Active	18	15	16.7% ▼	Active		15	
Pending	7	11	57.1% ▲	Pending		11	
Pending Ratio	28.0%	42.3%	14.3% ▲	Pending Ratio		42.3%	
Closed	19	4	78.9% ▼	Closed	1	4	300.0% ▲
Supply in Months	0.9	3.8	322.2% ▲	Supply in Months		3.8	
Med. Sale Price	\$472,264	\$348,465	26.2% ▼	Med. Sale Price	\$497,900	\$348,465	30.0% ▼
Med. % Sale/OLP	100.0%	97.2%	2.8% ▼	Med. % Sale/OLP	96.1%	97.2%	1.1% ▲
Med. DOM	0	119		Med. DOM	30	119	296.7% ▲
% Sold ≥ List Price	100.0%	50.0%	50.0% ▼	% Sold ≥ List Price	0.0%	50.0%	50.0% ▲
Price Reduced (PR)	0.0%	50.0%	50.0% ▲	Price Reduced (PR)	100.0%	50.0%	50.0% ▼
Reduction Amount		-10.0%		Reduction Amount	-1.9%	-10.0%	8.1% ▲
NOT PR % S/OLP	100.0%	100.0%	0.0%	NOT PR % S/OLP		100.0%	
PR % S/OLP		88.8%		PR % S/OLP	96.1%	88.8%	7.3% ▼
NOT PR Median DOM	0	39		NOT PR Median DOM		39	
PR Median DOM		273		PR Median DOM	30	273	810.0% ▲
% with Seller Conc.	0.0%	25.0%	25.0% ▲	% with Seller Conc.	0.0%	25.0%	25.0% ▲
% Failed	13.6%	33.3%	19.7% ▲	% Failed	50.0%	33.3%	16.7% ▼

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

March 2026 - REsidesMLS

Lowcountry Area Monthly Market Report

Condo & Townhouse Residences



Hilton Head Island Area in March

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)
<\$300K	8	66	20	23.3%	11	\$235,000	90.4%	97	6.0	9.1%	63.6%	95.4%	88.5%	59	119	42.1%
\$300K-<\$350K	11	44	12	21.4%	4	\$300,000	90.8%	83	11.0	25.0%	50.0%	96.3%	87.1%	21	230	42.9%
\$350K-<\$400K	12	39	11	22.0%	10	\$363,500	94.8%	31	3.9	10.0%	30.0%	96.6%	92.1%	30	207	28.6%
\$400K-<\$450K	4	23	4	14.8%	4	\$422,500	90.6%	162	5.8	0.0%	100.0%		90.6%		162	20.0%
\$450K-<\$500K	6	29	7	19.4%	3	\$460,000	94.8%	45	9.7	0.0%	66.7%	94.8%	94.0%	17	126	25.0%
\$500K-<\$550K	5	17	5	22.7%	6	\$495,400	94.8%	75	2.8	16.7%	16.7%	96.5%	79.3%	69	195	25.0%
\$550K-<\$600K	6	26	9	25.7%	7	\$540,000	92.1%	122	3.7	0.0%	57.1%	95.5%	88.6%	14	321	36.4%
\$600K-<\$700K	6	35	13	27.1%	7	\$650,000	95.7%	75	5.0	0.0%	57.1%	96.6%	88.3%	62	192	22.2%
\$700K-<\$800K	8	17	14	45.2%	7	\$725,000	96.0%	89	2.4	14.3%	28.6%	96.5%	91.2%	83	104	12.5%
\$800K-<\$900K	6	12	12	50.0%	8	\$837,500	96.3%	44	1.5	25.0%	37.5%	98.2%	92.7%	20	91	0.0%
\$900K-<\$1M	2	15	6	28.6%	4	\$952,500	98.5%	15	3.8	25.0%	0.0%	98.5%		15		0.0%
\$1M-<\$1.25M	7	10	5	33.3%	3	\$1,115,000	97.7%	36	3.3	0.0%	33.3%	98.4%	89.3%	18	127	25.0%
\$1.25M-<\$1.5M	6	15	5	25.0%	4	\$1,352,500	88.9%	55	3.8	0.0%	75.0%	96.6%	87.2%	49	61	0.0%
\$1.5M-<\$2M	2	9	5	35.7%	0											
\$2M-<\$3M	2	5	3	37.5%	2	\$2,207,500	94.3%	113	2.5	0.0%	50.0%	95.4%	93.2%	102	123	33.3%
\$3M-<\$4M	1	2	1	33.3%	1	\$3,745,000	100.0%	10	2.0	100.0%	0.0%	100.0%		10		0.0%
\$4M+	1	1	0	0.0%	0											
TOTAL	93	365	132	26.6%	81	\$525,000	94.5%	66	4.5	11.1%	45.7%	96.6%	90.4%	30	123	25.7%

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 ≥ List Price = The percentage of closed sales that sold at 100% or more of the original asking price.
% Price Reduced (PR) = The percentage of closed sales that required a price reduction prior to going under contract.
Expired/Cancelled = The percentage of Finalized Listings (Closed+Expired+Cancelled) that Expired or were Cancelled (Failed) during the month.



ChartMaster Services, LLC

Hilton Head Island Area

	February 2026	March 2026	M-O-M % Change		March 2025	March 2026	Y-O-Y % Change
New Listings	81	93	14.8% ▲	New Listings		93	
Active	359	365	1.7% ▲	Active		365	
Pending	115	132	14.8% ▲	Pending		132	
Pending Ratio	24.3%	26.6%	2.3% ▲	Pending Ratio		26.6%	
Closed	62	81	30.6% ▲	Closed	87	81	6.9% ▼
Supply in Months	5.8	4.5	22.4% ▼	Supply in Months		4.5	
Med. Sale Price	\$390,000	\$525,000	34.6% ▲	Med. Sale Price	\$610,000	\$525,000	13.9% ▼
Med. % Sale/OLP	94.2%	94.5%	0.3% ▲	Med. % Sale/OLP	94.7%	94.5%	0.2% ▼
Med. DOM	67	66	1.5% ▼	Med. DOM	72	66	8.3% ▼
Sold Above List Price	4.8%	11.1%	6.3% ▲	Sold Above List Price	11.5%	11.1%	0.4% ▼
Price Reduced (PR)	38.7%	45.7%	7.0% ▲	Price Reduced (PR)	47.1%	45.7%	1.4% ▼
Reduction Amount	-5.9%	-6.3%	0.4% ▲	Reduction Amount	-5.3%	-6.3%	1.0% ▲
NOT PR % S/OLP	96.3%	96.6%	0.3% ▲	NOT PR % S/OLP	98.1%	96.6%	1.5% ▼
PR % S/OLP	90.9%	90.4%	0.5% ▼	PR % S/OLP	88.7%	90.4%	1.7% ▲
NOT PR Median DOM	29	30	3.5% ▲	NOT PR Median DOM	24	30	25.5% ▲
PR Median DOM	119	123	3.4% ▲	PR Median DOM	119	123	3.4% ▲
% with Seller Conc.	6.5%	3.7%	2.8% ▼	% with Seller Conc.	17.2%	3.7%	13.5% ▼
% Failed	28.7%	25.7%	3.0% ▼	% Failed	17.9%	25.7%	7.8% ▲

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

March 2026 - REsidesMLS

Lowcountry Area Monthly Market Report

Condo & Townhouse Residences



Northern Beaufort Area in March

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)
<\$300K	4	13	5	27.8%	1	\$269,000	97.8%	116	13.0	0.0%	100.0%		97.8%		116	0.0%
\$300K-<\$350K	3	6	1	14.3%	0											
\$350K-<\$400K	2	4	3	42.9%	1	\$395,000	92.9%	30	4.0	0.0%	100.0%		92.9%		30	50.0%
\$400K-<\$450K	0	1	0	0.0%	0											
\$450K-<\$500K	0	2	0	0.0%	0											
\$500K-<\$550K	0	0	0		0											
\$550K-<\$600K	1	2	0	0.0%	0											100.0%
\$600K-<\$700K	1	3	0	0.0%	0											
\$700K-<\$800K	0	0	0		0											
\$800K-<\$900K	0	0	0		0											
\$900K-<\$1M	0	0	0		0											
\$1M-<\$1.25M	0	0	0		0											
\$1.25M-<\$1.5M	0	0	1	100.0%	0											
\$1.5M-<\$2M	0	1	0	0.0%	0											
\$2M-<\$3M	0	0	0		0											
\$3M-<\$4M	0	0	0		0											
\$4M+	0	0	0		0											
TOTAL	11	32	10	23.8%	2	\$332,000	95.4%	73	16.0	0.0%	100.0%		95.4%		73	50.0%

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 ≥ List Price = The percentage of closed sales that sold at 100% or more of the original asking price.
% Price Reduced (PR) = The percentage of closed sales that required a price reduction prior to going under contract.
Expired/Cancelled = The percentage of Finalized Listings (Closed+Expired+Cancelled) that Expired or were Cancelled (Failed) during the month.



ChartMaster Services, LLC

Northern Beaufort Area

	February 2026	March 2026	M-O-M % Change		March 2025	March 2026	Y-O-Y % Change
New Listings	8	11	37.5% ▲	New Listings		11	
Active	29	32	10.3% ▲	Active		32	
Pending	5	10	100.0% ▲	Pending		10	
Pending Ratio	14.7%	23.8%	9.1% ▲	Pending Ratio		23.8%	
Closed	3	2	33.3% ▼	Closed	3	2	33.3% ▼
Supply in Months	9.7	16.0	64.9% ▲	Supply in Months		16.0	
Med. Sale Price	\$179,000	\$332,000	85.5% ▲	Med. Sale Price	\$372,500	\$332,000	10.9% ▼
Med. % Sale/OLP	93.2%	95.4%	2.2% ▲	Med. % Sale/OLP	93.4%	95.4%	2.0% ▲
Med. DOM	64	73	14.1% ▲	Med. DOM	133	73	45.1% ▼
Sold Above List Price	33.3%	0.0%	33.3% ▼	Sold Above List Price	33.3%	0.0%	33.3% ▼
Price Reduced (PR)	33.3%	100.0%	66.7% ▲	Price Reduced (PR)	33.3%	100.0%	66.7% ▲
Reduction Amount	-2.9%	-4.1%	1.2% ▲	Reduction Amount	-10.5%	-4.1%	6.4% ▼
NOT PR % S/OLP	96.6%			NOT PR % S/OLP	96.7%		
PR % S/OLP	84.3%	95.4%	11.1% ▲	PR % S/OLP	88.2%	95.4%	7.2% ▲
NOT PR Median DOM	67			NOT PR Median DOM	141		
PR Median DOM	53	73	37.7% ▲	PR Median DOM	133	73	45.1% ▼
% with Seller Conc.	33.3%	0.0%	33.3% ▼	% with Seller Conc.	33.3%	0.0%	33.3% ▼
% Failed	57.1%	50.0%	7.1% ▼	% Failed	25.0%	50.0%	25.0% ▲

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

March 2026 - REsidesMLS

Lowcountry Area Monthly Market Report

Condo & Townhouse Residences



Okatie Area in March

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)
<\$300K	5	10	3	23.1%	0											
\$300K-<\$350K	1	6	1	14.3%	0											
\$350K-<\$400K	8	14	9	39.1%	0											100.0%
\$400K-<\$450K	4	7	9	56.3%	1	\$380,000	88.9%	226	7.0	0.0%	100.0%		88.9%		226	0.0%
\$450K-<\$500K	1	3	4	57.1%	0											
\$500K-<\$550K	0	0	2	100.0%	0											
\$550K-<\$600K	0	0	0		0											
\$600K-<\$700K	0	0	0		0											
\$700K-<\$800K	0	0	0		0											
\$800K-<\$900K	0	0	0		0											
\$900K-<\$1M	0	0	0		0											
\$1M-<\$1.25M	0	0	0		0											
\$1.25M-<\$1.5M	0	0	0		0											
\$1.5M-<\$2M	0	0	0		0											
\$2M-<\$3M	0	0	0		0											
\$3M-<\$4M	0	0	0		0											
\$4M+	0	0	0		0											
TOTAL	19	40	28	41.2%	1	\$380,000	88.9%	226	40.0	0.0%	100.0%		88.9%		226	50.0%

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 ≥ List Price = The percentage of closed sales that sold at 100% or more of the original asking price.
% Price Reduced (PR) = The percentage of closed sales that required a price reduction prior to going under contract.
Expired/Cancelled = The percentage of Finalized Listings (Closed+Expired+Cancelled) that Expired or were Cancelled (Failed) during the month.



ChartMaster Services, LLC

Okatie Area

	February 2026	March 2026	M-O-M % Change		March 2025	March 2026	Y-O-Y % Change
New Listings	6	19	216.7% ▲	New Listings		19	
Active	32	40	25.0% ▲	Active		40	
Pending	14	28	100.0% ▲	Pending		28	
Pending Ratio	30.4%	41.2%	10.8% ▲	Pending Ratio		41.2%	
Closed	0	1		Closed	14	1	92.9% ▼
Supply in Months		40.0		Supply in Months		40.0	
Med. Sale Price		\$380,000		Med. Sale Price	\$375,000	\$380,000	1.3% ▲
Med. % Sale/OLP		88.9%		Med. % Sale/OLP	92.7%	88.9%	3.8% ▼
Med. DOM		226		Med. DOM	112	226	101.8% ▲
Sold Above List Price		0.0%		Sold Above List Price	7.1%	0.0%	7.1% ▼
Price Reduced (PR)		100.0%		Price Reduced (PR)	78.6%	100.0%	21.4% ▲
Reduction Amount		-0.8%		Reduction Amount	-6.5%	-0.8%	5.7% ▼
NOT PR % S/OLP				NOT PR % S/OLP	99.5%		
PR % S/OLP		88.9%		PR % S/OLP	90.7%	88.9%	1.8% ▼
NOT PR Median DOM				NOT PR Median DOM	85		
PR Median DOM		226		PR Median DOM	125	226	80.8% ▲
% with Seller Conc.		0.0%		% with Seller Conc.	35.7%	0.0%	35.7% ▼
% Failed	100.0%	50.0%	50.0% ▼	% Failed	0.0%	50.0%	50.0% ▲

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

March 2026 - REsidesMLS

Lowcountry Area Monthly Market Report

Condo & Townhouse Residences



Ridgeland Area in March

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)
<\$300K	0	5	0	0.0%	0											
\$300K-<\$350K	0	2	0	0.0%	0											
\$350K-<\$400K	0	0	0		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	0	0		0											
\$700K-<\$800K	0	0	0		0											
\$800K-<\$900K	0	0	0		0											
\$900K-<\$1M	0	0	0		0											
\$1M-<\$1.25M	0	0	0		0											
\$1.25M-<\$1.5M	0	0	0		0											
\$1.5M-<\$2M	0	0	0		0											
\$2M-<\$3M	0	0	0		0											
\$3M-<\$4M	0	0	0		0											
\$4M+	0	0	0		0											
TOTAL	0	7	0	0.0%	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 ≥ List Price = The percentage of closed sales that sold at 100% or more of the original asking price.
% Price Reduced (PR) = The percentage of closed sales that required a price reduction prior to going under contract.
Expired/Cancelled = The percentage of Finalized Listings (Closed+Expired+Cancelled) that Expired or were Cancelled (Failed) during the month.



ChartMaster
Services, LLC

Ridgeland Area

	February 2026	March 2026	M-O-M % Change		March 2025	March 2026	Y-O-Y % Change
New Listings	0	0		New Listings		0	
Active	7	7	0.0%	Active		7	
Pending	0	0		Pending		0	
Pending Ratio	0.0%	0.0%	0.0%	Pending Ratio		0.0%	
Closed	0	0		Closed	2	0	100.0% ▼
Supply in Months				Supply in Months			
Med. Sale Price				Med. Sale Price	\$307,000		
Med. % Sale/OLP				Med. % Sale/OLP	96.5%		
Med. DOM				Med. DOM	163		
Sold Above List Price				Sold Above List Price	50.0%		
Price Reduced (PR)				Price Reduced (PR)	0.0%		
Reduction Amount				Reduction Amount			
NOT PR % S/OLP				NOT PR % S/OLP	96.5%		
PR % S/OLP				PR % S/OLP			
NOT PR Median DOM				NOT PR Median DOM	163		
PR Median DOM				PR Median DOM			
% with Seller Conc.				% with Seller Conc.	50.0%		
% Failed				% Failed	0.0%		

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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Lowcountry Area Monthly Market Report

Condo & Townhouse Residences



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Area Comparison Worksheet	Hilton Head Island Area			Bluffton Area			Northern Beaufort Area		
	March 2026	M-O-M % Change	Y-O-Y % Change	March 2026	M-O-M % Change	Y-O-Y % Change	March 2026	M-O-M % Change	Y-O-Y % Change
New Listings	93	14.8% ▲		24	118.2% ▲		11	37.5% ▲	
Active	365	1.7% ▲		68	1.5% ▲		32	10.3% ▲	
Pending	132	14.8% ▲		24	20.0% ▼		10	100.0% ▲	
Pending Ratio	26.6%	2.3% ▲		26.1%	4.8% ▼		23.8%	9.1% ▲	
Closed	81	30.6% ▲	6.9% ▼	25	31.6% ▲	92.3% ▲	2	33.3% ▼	33.3% ▼
Supply in Months	4.5	22.4% ▼		2.7	22.9% ▼		16.0	64.9% ▲	
Med. Sale Price	\$525,000	34.6% ▲	13.9% ▼	\$242,500	25.4% ▼	39.4% ▼	\$332,000	85.5% ▲	10.9% ▼
Med. % Sale/OLP	94.5%	0.3% ▲	0.2% ▼	93.2%	1.6% ▼	2.2% ▼	95.4%	2.2% ▲	2.0% ▲
Med. DOM	66	1.5% ▼	8.3% ▼	55	56.7% ▼	22.2% ▲	73	14.1% ▲	45.1% ▼
% Sold ≥ List Price	11.1%	6.3% ▲	0.4% ▼	24.0%	18.7% ▲	24.0% ▲	0.0%	33.3% ▼	33.3% ▼
Price Reduced (PR)	45.7%	7.0% ▲	1.4% ▼	40.0%	17.9% ▼	13.8% ▼	100.0%	66.7% ▲	66.7% ▲
Reduction Amount	-6.3%	0.4% ▲	1.0% ▲	-8.4%	3.0% ▲	5.3% ▲	-4.1%	1.2% ▲	6.4% ▼
NOT PR % S/OLP	96.6%	0.3% ▲	1.5% ▼	98.4%	1.1% ▲	2.5% ▲			
PR % S/OLP	90.4%	0.5% ▼	1.7% ▲	89.4%	0.4% ▲	5.1% ▼	95.4%	11.1% ▲	7.2% ▲
NOT PR Median DOM	30	3.5% ▲	25.5% ▲	28	21.1% ▼	93.1% ▲			
PR Median DOM	123	3.4% ▲	3.4% ▲	138	29.6% ▼	5.5% ▼	73	37.7% ▲	45.1% ▼
% with Seller Conc.	3.7%	2.8% ▼	13.5% ▼	20.0%	4.2% ▲	41.5% ▼	0.0%	33.3% ▼	33.3% ▼
% Failed	25.7%	3.0% ▼	7.8% ▲	21.9%	4.5% ▲	3.1% ▲	50.0%	7.1% ▼	25.0% ▲

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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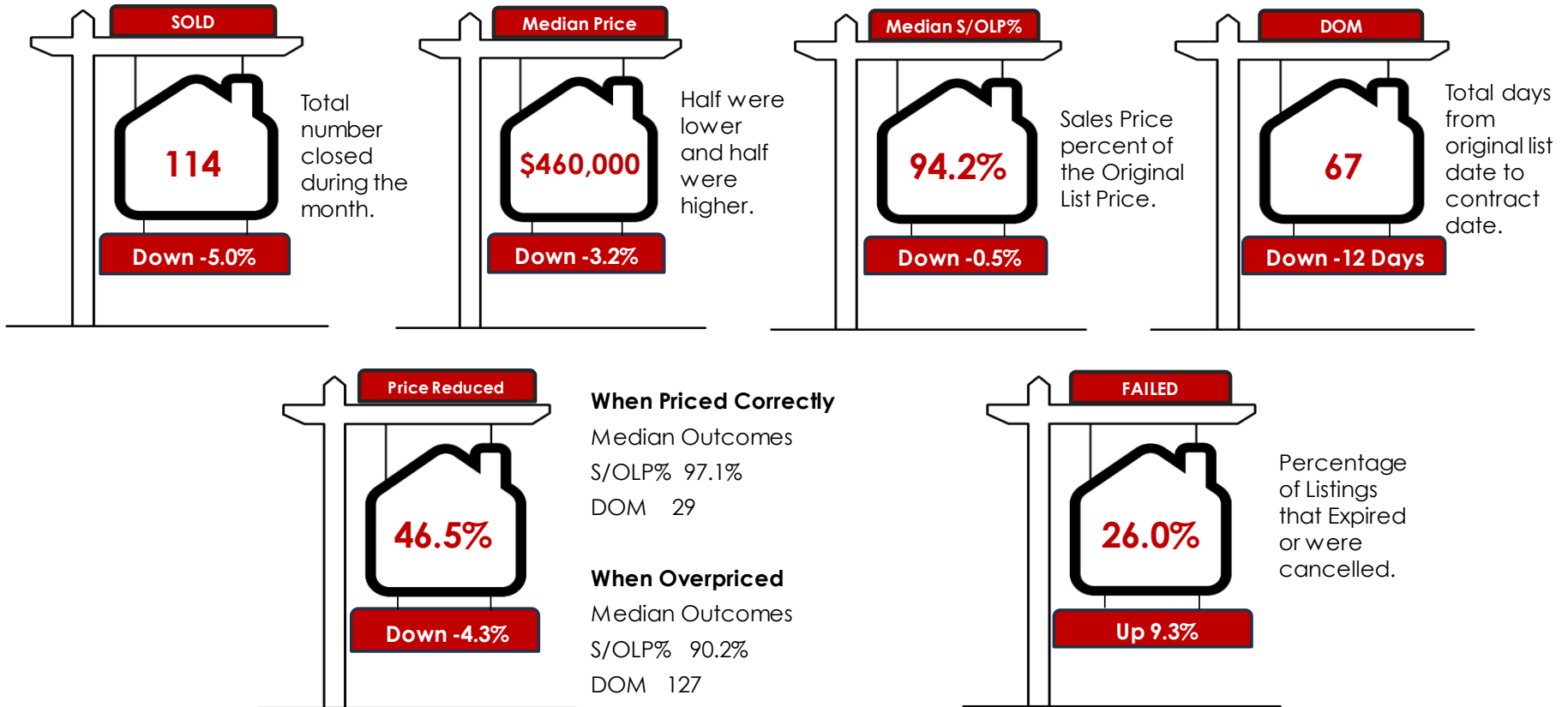
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All Areas Combined

All Areas Combined in March 2026 vs. March 2025





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All Areas Combined

Putting it All Together

All Areas Combined

For Every 100 Finalized Listings in March

26 FAILED
(Likely due to overpricing)

74 SOLD

34 Price Reduction Before Sold (47%)

S/OLP% 90.2%

DOM 127

**26 + 34 = 60 of every 100 listings:
OVERPRICED**

**40 No Price Reduction (54%):
CORRECTLY PRICED**

S/OLP% 97.1%

DOM 29

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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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ABOUT THIS REPORT

Data

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