



Sarah Graham

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All information is subject to change and should be independently verified. If your property is listed with a real estate agent, please disregard. It is not our intention to solicit the offerings of other real estate agents.

West Ashley

Market Statistics

Single-Family Detached	Mar 2022	Mar 2023
Key Metrics		
New Listings	130	135
Closed Sales	133	94
Median Sales Price*	\$450,000	\$487,000
Average Sales Price*	\$499,530	\$541,053
Percent of Original List Price Received*	101.7%	97.1%
Days on Market Until Sale	12	25
Inventory of Homes for Sale	71	84

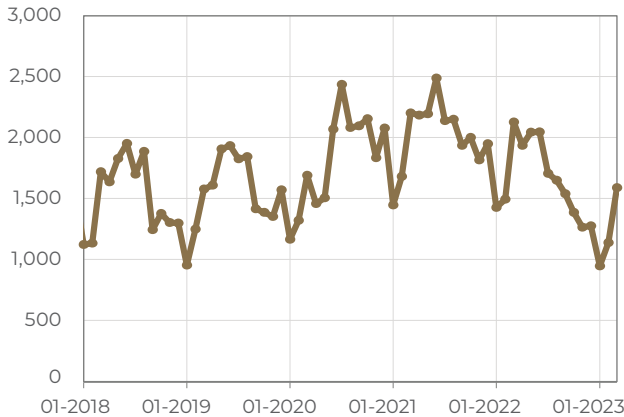


Recent Sale

2350 Grandiflora Boulevard, Magnolia Bluff Area
Charleston, SC

Listed for \$495,000 Under contract in one day!

Historical Closed Sales by Month Charleston MLS Area



* Does not account for sale concessions and/or downpayment assistance. Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size. Source for all data: Current as of April 9, 2023. All data from the Charleston Trident Multiple Listing Service.

What Clients Are Saying...

We recently had an opportunity to make a rather important but very quick real estate decision, and I reached out to Sarah for help. Within 20 minutes of my late afternoon phone call to her, she was meeting in person with us to show us a property. Her knowledge, hard work and flexibility paid off, and we wrote a contract the following day. Throughout the process, Sarah stayed on top of the seller's agent, making sure every single detail went flawlessly. The end result was an on-time closing, a happy customer, and an unequivocal recommendation to use Sarah Graham as your only realtor.

– Dianne and Jim

Thinking of selling in the next 12 months?

Call today for your Strategic Marketing Consultation.



843-693-0620



Dear Neighbor,

After years spent in a home, it's only inevitable to reach a point where the cost of upkeep plus the drain on your time and energy are no longer welcomed. When you decide it's time to move and free up capital, you want to make sure you're capturing all the equity you deserve.

Like many homeowners in West Ashley, your home is probably your largest financial investment. Whether you have owned your home for 40 years and are the beneficiary of the amazing rise in values over the last two years, or you have just moved and want to protect your asset, it is important to understand how this changing real estate market can affect the return on your investment. Here are the top things to know about the West Ashley real estate market right now:

Market Continues to Move to a Normal rate of Growth for March 2023

In March 2023, Charleston MLS Market closed sales of 1,589 homes only 100 shy of 2019 showing that the market is returning to more stable, sustainable level of growth compared to the 2020-2022 Pandemic years (see Chart). Inventory in March was at 2,427, but is up 61.% over March 2022. There is a 1.5 months' supply of homes for sale, which is still considerably lower than the 5-6 months supply that we'd like to see for a balanced market, but we are making progress.

Regardless of market trends, to truly capitalize on your investment, you want to work with a real estate expert who understands the real estate market and knows how to strategically price and market your home or plan your home search.

Inventory is Low; Buyers are Serious

Even with fewer homes to choose from and interest rates fluctuating between 6.9% and 5.9%*, buyers are over the sticker-shock of the high rates and are prepared to make an offer. This push to buy is driven by life events that create pressing needs to buy and sell. Millennials are starting families and need a home. Median Price stopped its nine-month over month downward trend rising from \$385,000 in February to \$403,075 in March. If seniors see the need to age in place or to downsize and decide to sell millennials will be knocking at their door willing to pay top price.

**Mortgage Lenders have options like the 2/1 Buy Down program to bring first-year rates into the 4's and 5's. Call me for lender recommendations.*

Effect of Possible Recession on Real Estate Market

Economists say recession is likely. It will create uncertainty in the market as buyers and sellers may hold tight to see how deep or wide the recession

could be. On the upside, in the last five of the six recent recessions, rates have gone down as the Fed was required to loosen lending. This lowered rate meant more buyers were able to qualify for loans. Although home prices leveled off during past recessions, low inventory and high demand may keep them increasing. Even with these uncertainties, life will go on and people will need to move. In this changing economic landscape, having a trusted advisor to navigate options and create a strategic plan to achieve your family or investment goals is essential.

As a homeowner, what does this mean for you?

If you're thinking about selling in the next 12 months, now is the time to start preparing for market.

Understanding how much goes into selling a longtime home, I've systematized the entire home selling and moving process. From creating a marketing strategy targeted to attract premium buyers, all the way to the negotiations to ensure you're getting the price and terms that you deserve; you will know what is happening at each step of the transaction.

With an abundance of energy, a happy disposition, and a determination to serve and protect my clients, I consider it a privilege and a pleasure to help homeowners navigate this life-changing home sale experience. To limit the stress of the buy/sell process, I make sure research is thorough and communication is clear and immediate every step of the way. These are just a few reasons my clients trust me with their real estate transactions.

If you are thinking about selling your home in the next 12 months, call me today for your Strategic Marketing Consultation → 843-693-0620

We will cover your goals and my unique approach to getting you the highest possible price in the fewest days on market.

Call Today → 843-693-0620



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