

Charleston New Homes Snapshot



Volume SIX | Issue TWO | July 2014

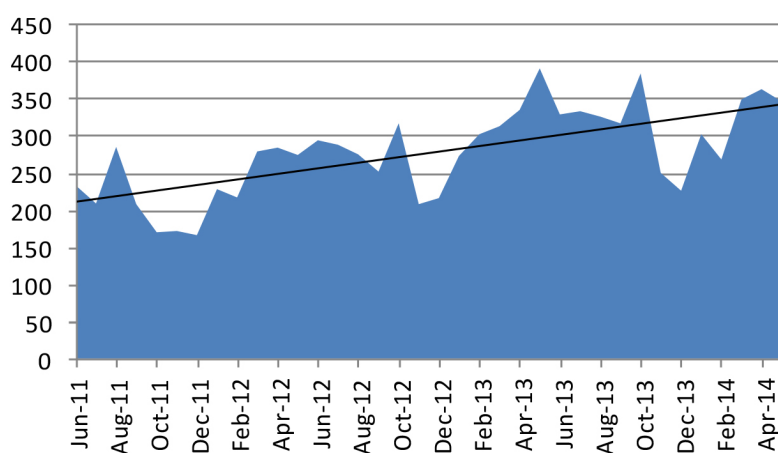
Observations & Trends

Welcome to the second issue of the Charleston New Homes Snapshot for 2014. I hope everyone is enjoying their summer!

Our local real estate market continues to improve and at the mid year mark, it is outpacing 2013 in closed units and volume. This is all being done while our local new homes market continues to develop new opportunities that will result in future closings in 2015 and beyond. As predicted in my first issue this year, we are facing a shortage of finished lots, therefore, the permit activity in the first half of this year is flat. As new communities open for sales later this year and into first half of 2015, we will see the permit activity rise in our market. In this issue, will take a closer look at the permit activity over the past couple of years as this is a strong indicator of health of the market.

~Will Jenkinson

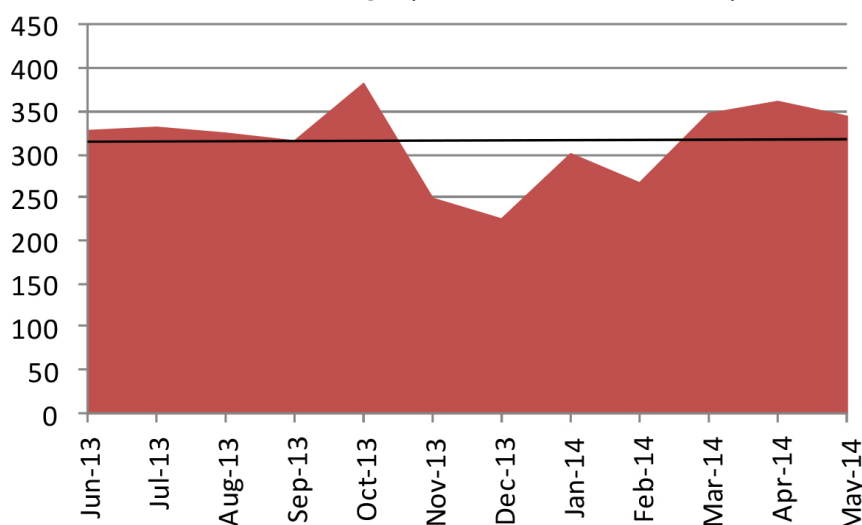
Single Family Permit Activity



Above you will find a graph from *Real Estate Information Service, Inc* that shows the single family permit activity in the Tri County area for the last four years. Overall, permit activity is up almost 50% since 2011 and is the highest since 2007. Typically, strong permit activity is a good sign that builder confidence is increasing in the market. This is always a strong indicator of the future and it seems positive by this graph.

© This material is the property of the Real Estate Information Service, Inc. and Carolina One New Homes and cannot be used without consent.

Permit Activity (Past 12 Months)



Above you will find a graph from *Real Estate Information Service, Inc* that shows the new home permit activity for the past 12 months. As you can see it is flat compared to the previous chart showing the past 4 years. The biggest reason for this plateau is the lack of finished lots in our market to build on. As more finished lots come online over the next 12—18 months, we will see the number of permits pulled continue to rise.



Real Estate
Information
Service, Inc.

For more information on new home
data and REIS contact:

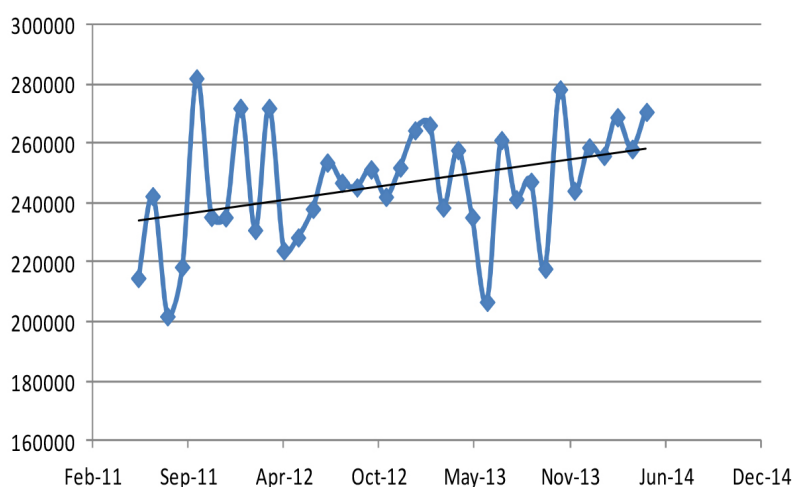
Brian J. Foster
Sales and Research Consultant
bfoster@reisonline.com
Office: 843.297.7182
Mobile: 843.723.8682



Carolina One
New Homes®

Contact Information:
Will Jenkinson, BIC
wjenkinson@carolinaone.com
843.202.2023

Permit Value (Cost of Home)



The chart above provided by *Real Estate Information Service, Inc* shows the permit value or the cost of the home being built from February 2011 through May 2014. As the overall market as continued to recovery, we have seen the steady rise of the value of new homes being built in our market. With the continued job growth, I predicted this trend will continue in the near term.

© This material is the property of the Real Estate Information Service, Inc. and Carolina One New Homes and cannot be used without consent.