

LIVING LOCAL

with Krystine Edwards

YOUR LOCAL NEIGHBORHOOD REAL ESTATE NEWSLETTER

SEPTEMBER 2026



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REALTOR®

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That Feels Effortless

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For the Month of September

• Fall Brings Steady

Confidence to the Market



Cozy Fall Decor That Feels Effortless

Create warmth in your home as the season shifts by layering textures and adding subtle autumn details that reflect the cozy and inviting atmosphere of fall. Consider placing a few scented candles around to enhance the ambiance with comforting fragrances.



SOFT LAYERS:

Introduce knit blankets, faux fur throws, and linen pillows in rich neutrals to create a comforting ambiance that invites relaxation and warmth.

WARM LIGHTING:

Replace bright white bulbs with soft amber tones for instant coziness, transforming the mood of your rooms into soothing retreats perfect for unwinding.

EARTHY ACCENTS:

Mix natural materials like wood, stone, and ceramic for a grounded style that brings the beauty of the outdoors inside your home.

SEASONAL SCENTS:

Add candles or diffusers in apple, cinnamon, or clove to set the mood, enveloping your space in the fragrant essence of autumn.

FRONT PORCH REFRESH:

A wreath, pumpkins, and mums make a simple but charming statement, welcoming guests with a delightful touch of seasonal flair.

MARKET UPDATE

AUGUST 2026 - MOUNT PLEASANT

70
🏠

NEW
LISTINGS

65
🏠
SOLD

SOLD
LISTINGS

31
📅

DAYS ON
MARKET

\$1.64M
🏷️

AVG. LIST
PRICE

\$1.54M
🏠

AVG. SALE
PRICE

94%
%

SALE PRICE
RATIO

charleston LOCAL EVENTS

SEPT. 3RD MOVIES IN THE PARK
@ 5:00PM | AMERICAN GARDENS

SEPT. 3RD HAUNTED CITY NIGHT
@ 7:00PM | JOSEPH P. RILEY, JR PARK

SEPT. 4TH - 6TH CHARLESTON JAZZ FESTIVAL
GAILLARD CENTER

SEPT. 20TH JAMES TAYLOR AND HIS ALL STAR BAND
@ 7:00PM | CREDIT ONE STADIUM

SEPT. 26TH NATE BERGATZE: BIG DUMB EYES
@ 7:00PM | CREDIT ONE STADIUM

FEATURED LISTING



\$3,050,000

1035 Lakeview Dr, Mount Pleasant, SC 29464

			
\$3,050,000	3265 SQFT	4 BEDS	4.5 BATHS

HOW TO SPOT

Real Value in a Home

With more balanced market conditions, buyers can take the time to look beyond surface details.

PRIORITIZE LOCATION:

Desirable neighborhoods will always hold long-term value, offering both stability and potential for growth.

CHECK THE CONDITION:

Look for solid systems like roof, HVAC, and plumbing over cosmetic updates. A well-maintained home can save future costs and headaches.

EVALUATE PRICE HISTORY:

Consistent pricing or recent improvements can signal stability. Understanding the property's pricing trends can provide insights into its true market value.

THINK AHEAD:

Consider potential appreciation and the lifestyle fit over short-term trends. Investing with foresight can lead to greater satisfaction and financial reward.

Smart buyers focus on fundamentals rather than flash, setting themselves up for lasting equity.

FALL BRINGS STEADY CONFIDENCE TO THE MARKET



September marks the beginning of a more balanced real estate season. While summer's rush has slowed, serious buyers remain active, and motivated sellers are still listing.

STABLE PRICING:

Home values are holding steady with fewer bidding wars than earlier in the year. This stability offers buyers a chance to explore options without the pressure of escalating prices.

MOTIVATED BUYERS:

Those shopping now are often relocating, downsizing, or looking to settle before the holidays. These buyers are keen to take advantage of the more relaxed market conditions.

INTEREST RATES:

Slight adjustments continue, but many buyers are adjusting expectations and moving forward confidently. Financial institutions are also offering competitive mortgage options to attract new borrowers.

BALANCED CONDITIONS:

A healthier pace gives buyers and sellers more room to negotiate and make thoughtful decisions. This equilibrium is ideal for those seeking a fair and transparent transaction process.

September MAINTENANCE CHECKLIST

- ✓ CHANGE HVAC FILTER
- ✓ CLEAN FIREPLACE
- ✓ WINTERIZE SPRINKLERS
- ✓ CHECK WEATHERSTRIPPING & INSULATION
- ✓ LUBRICATE GARAGE DOOR



Why Fall IS AN UNDERRATED SEASON TO LIST

Many homeowners assume spring and summer are the only prime selling seasons, but fall offers unique advantages:

SERIOUS BUYERS:

Those still searching after the summer months have ended are typically highly motivated, as they may have experienced unsuccessful attempts to find a home during the busier seasons and are eager to finalize a purchase.

BEAUTIFUL CURB APPEAL:

The vibrant fall colors, brisk and refreshing air, and tasteful seasonal decor combine to make homes appear especially inviting and warm, drawing in potential buyers who appreciate the aesthetic charm of autumn.

LESS COMPETITION:

With fewer listings available during the fall, your property gains increased visibility, allowing it to stand out more prominently to potential buyers who have fewer options to choose from, thereby enhancing its appeal.

END-OF-YEAR TIMING:

Buyers hoping to move before the holidays are ready to act fast.

Listing in September can position your home to sell quickly and at a strong price.



CIDER DONUT BUNDT CAKE

Easy fall cake tastes just like your favorite apple cider donuts, perfect for cozy weekends.

INGREDIENTS INCLUDE:

Apple cider, butter, sugar, eggs, flour, baking powder, cinnamon, nutmeg, vanilla extract, powdered sugar



scan
QR CODE FOR RECIPE

small business SPOTLIGHT



Farmers Market

Charleston | Mount Pleasant | N.
Charleston | Johns Island | James Island

Mt. Pleasant — Tues 3–7 PM

Charleston (Marion Square) — Sat 8 AM–2 PM

North Charleston (Park Circle) — Thurs 3–7 PM

Sunday Brunch Farmers Market — Sun 11 AM–3 PM

West Ashley (Ackerman Park) — Wed 3–7 PM

Sea Island Farmers Market — Sat, 9:30 AM–1:30 PM

CALL ME FOR

A *free* MARKET ANALYSIS



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