

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



January 2025

U.S. new-home sales increased 3.6% month-over-month and 6.7% year-over-year to a seasonally adjusted annual rate of 698,000 units, according to the U.S. Census Bureau. The median sales price for new homes was up 2.1% year-over-year to \$427,000. There were about 494,000 new homes available for sale heading into January, representing an 8.5-month supply at the current sales pace. For the 12-month period spanning February 2024 through January 2025, Pending Sales in the Hilton Head Association of REALTORS® region decreased 1.1 percent overall. The price range with the largest pending sales gain was the \$1,000,001 and Above range, where sales improved 21.5 percent.

The overall Median Sales Price increased 3.0 percent to \$540,700. The property type with the largest gain was the Condos segment, where prices increased 3.5 percent to \$445,000. The price range that tended to sell the quickest was the \$500,001 to \$750,000 range at 44 days. The price range that tended to sell the slowest was the \$150,000 and Below range at 84 days.

Market-wide, inventory levels was up 25.2 percent. The property type with the largest gain was the Single-Family Homes segment, where the number of properties for sale increased 29.3 percent. That amounts to 3.8 months of inventory for Single-Family Homes and 4.3 months of inventory for Condos.

Quick Facts

+ 21.5%	+ 11.0%	+ 0.8%
Price Range with Strongest Sales: \$1,000,001 and Above	Bedroom Count with Strongest Sales: 4 Bedrooms or More	Property Type With Strongest Sales: Condos
Pending Sales		2
Closed Sales		3
Days On Market Until Sale		4
Median Sales Price		5
Percent of List Price Received		6
Inventory of Homes for Sale		7
Months Supply of Inventory		8

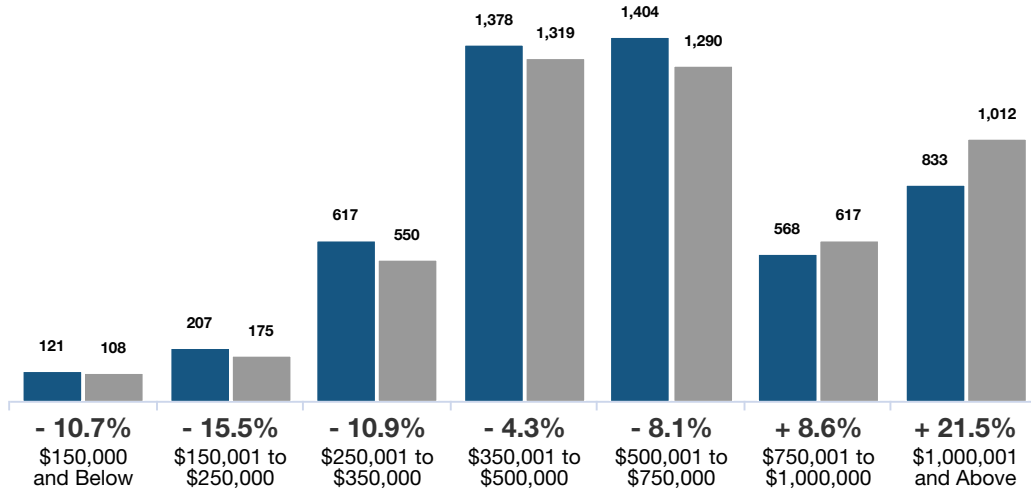
Pending Sales

A count of properties on which offers have been accepted. **Based on a rolling 12-month total.**



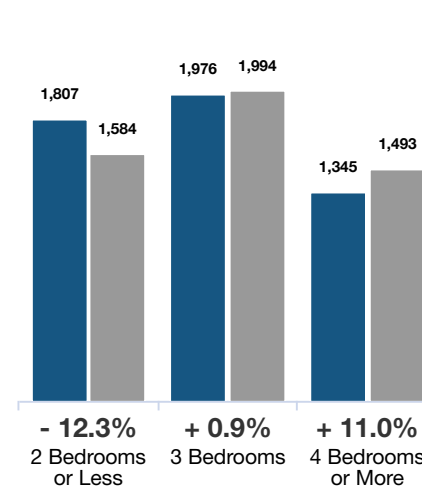
By Price Range

■ 1-2024 ■ 1-2025



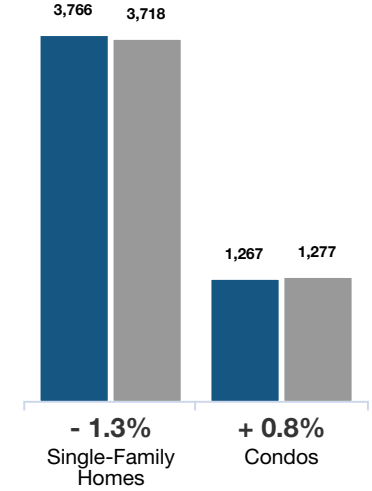
By Bedroom Count

■ 1-2024 ■ 1-2025



By Property Type

■ 1-2024 ■ 1-2025



All Properties				Single-Family Homes			Condos		
By Price Range	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
\$150,000 and Below	121	108	- 10.7%	28	28	0.0%	12	7	- 41.7%
\$150,001 to \$250,000	207	175	- 15.5%	47	52	+ 10.6%	157	121	- 22.9%
\$250,001 to \$350,000	617	550	- 10.9%	332	253	- 23.8%	285	297	+ 4.2%
\$350,001 to \$500,000	1,378	1,319	- 4.3%	1,097	1,035	- 5.7%	279	284	+ 1.8%
\$500,001 to \$750,000	1,404	1,290	- 8.1%	1,079	964	- 10.7%	319	325	+ 1.9%
\$750,001 to \$1,000,000	568	617	+ 8.6%	419	475	+ 13.4%	148	142	- 4.1%
\$1,000,001 and Above	833	1,012	+ 21.5%	764	911	+ 19.2%	67	101	+ 50.7%
All Price Ranges	5,128	5,071	- 1.1%	3,766	3,718	- 1.3%	1,267	1,277	+ 0.8%
By Bedroom Count	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
2 Bedrooms or Less	1,807	1,584	- 12.3%	881	713	- 19.1%	862	819	- 5.0%
3 Bedrooms	1,976	1,994	+ 0.9%	1,606	1,592	- 0.9%	350	381	+ 8.9%
4 Bedrooms or More	1,345	1,493	+ 11.0%	1,279	1,413	+ 10.5%	55	77	+ 40.0%
All Bedroom Counts	5,128	5,071	- 1.1%	3,766	3,718	- 1.3%	1,267	1,277	+ 0.8%

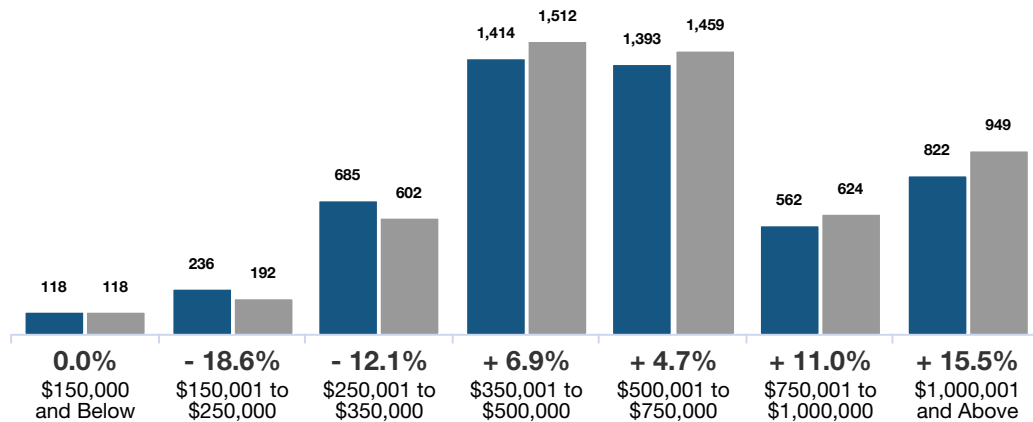
Closed Sales

A count of the actual sales that closed. Based on a rolling 12-month total.



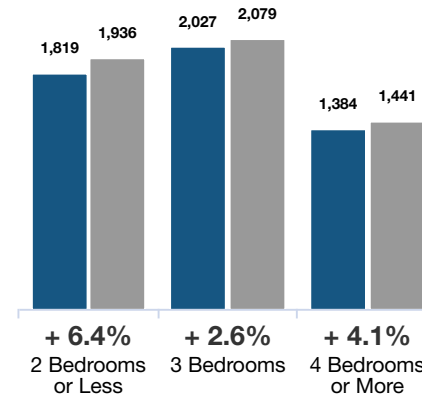
By Price Range

■ 1-2024 ■ 1-2025



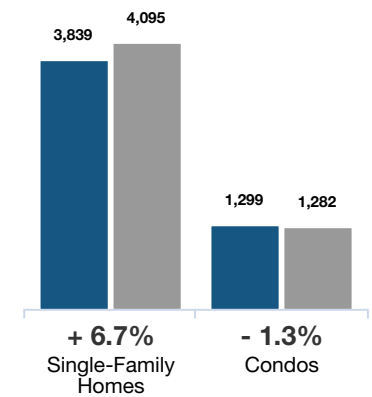
By Bedroom Count

■ 1-2024 ■ 1-2025



By Property Type

■ 1-2024 ■ 1-2025



All Properties			
By Price Range	1-2024	1-2025	Change
\$150,000 and Below	118	118	0.0%
\$150,001 to \$250,000	236	192	- 18.6%
\$250,001 to \$350,000	685	602	- 12.1%
\$350,001 to \$500,000	1,414	1,512	+ 6.9%
\$500,001 to \$750,000	1,393	1,459	+ 4.7%
\$750,001 to \$1,000,000	562	624	+ 11.0%
\$1,000,001 and Above	822	949	+ 15.5%
All Price Ranges	5,230	5,456	+ 4.3%
By Bedroom Count	1-2024	1-2025	Change
2 Bedrooms or Less	1,819	1,936	+ 6.4%
3 Bedrooms	2,027	2,079	+ 2.6%
4 Bedrooms or More	1,384	1,441	+ 4.1%
All Bedroom Counts	5,230	5,456	+ 4.3%

Single-Family Homes			Condos		
1-2024	1-2025	Change	1-2024	1-2025	Change
25	32	+ 28.0%	14	9	- 35.7%
52	49	- 5.8%	181	143	- 21.0%
385	283	- 26.5%	300	319	+ 6.3%
1,147	1,244	+ 8.5%	265	268	+ 1.1%
1,073	1,147	+ 6.9%	315	310	- 1.6%
423	485	+ 14.7%	138	139	+ 0.7%
734	855	+ 16.5%	86	94	+ 9.3%
3,839	4,095	+ 6.7%	1,299	1,282	- 1.3%
1-2024	1-2025	Change	1-2024	1-2025	Change
888	1,049	+ 18.1%	869	832	- 4.3%
1,638	1,668	+ 1.8%	369	390	+ 5.7%
1,313	1,378	+ 5.0%	61	60	- 1.6%
3,839	4,095	+ 6.7%	1,299	1,282	- 1.3%

Days On Market Until Sale

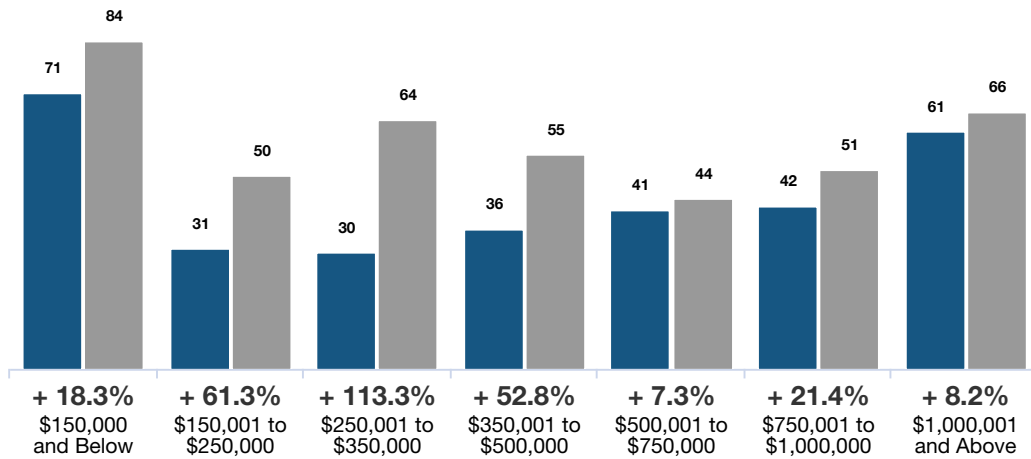
Average number of days between when a property is listed and when an offer is accepted.

Based on a rolling 12-month average.



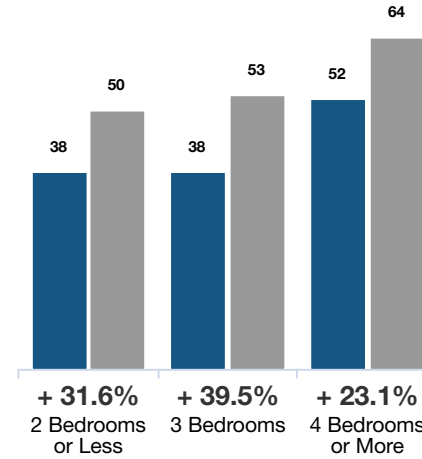
By Price Range

■ 1-2024 ■ 1-2025



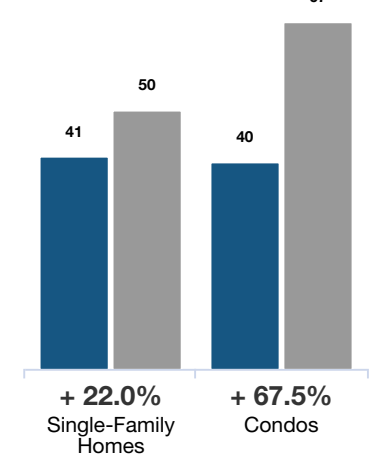
By Bedroom Count

■ 1-2024 ■ 1-2025



By Property Type

■ 1-2024 ■ 1-2025



All Properties				Single-Family Homes			Condos		
By Price Range	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
\$150,000 and Below	71	84	+ 18.3%	40	70	+ 75.0%	107	35	- 67.3%
\$150,001 to \$250,000	31	50	+ 61.3%	42	50	+ 19.0%	27	50	+ 85.2%
\$250,001 to \$350,000	30	64	+ 113.3%	23	45	+ 95.7%	40	82	+ 105.0%
\$350,001 to \$500,000	36	55	+ 52.8%	34	52	+ 52.9%	43	68	+ 58.1%
\$500,001 to \$750,000	41	44	+ 7.3%	42	39	- 7.1%	35	64	+ 82.9%
\$750,001 to \$1,000,000	42	51	+ 21.4%	42	51	+ 21.4%	45	50	+ 11.1%
\$1,000,001 and Above	61	66	+ 8.2%	61	65	+ 6.6%	59	74	+ 25.4%
All Price Ranges	42	55	+ 31.0%	41	50	+ 22.0%	40	67	+ 67.5%
By Bedroom Count	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
2 Bedrooms or Less	38	50	+ 31.6%	31	34	+ 9.7%	42	68	+ 61.9%
3 Bedrooms	38	53	+ 39.5%	38	50	+ 31.6%	37	67	+ 81.1%
4 Bedrooms or More	52	64	+ 23.1%	52	64	+ 23.1%	42	54	+ 28.6%
All Bedroom Counts	42	55	+ 31.0%	41	50	+ 22.0%	40	67	+ 67.5%

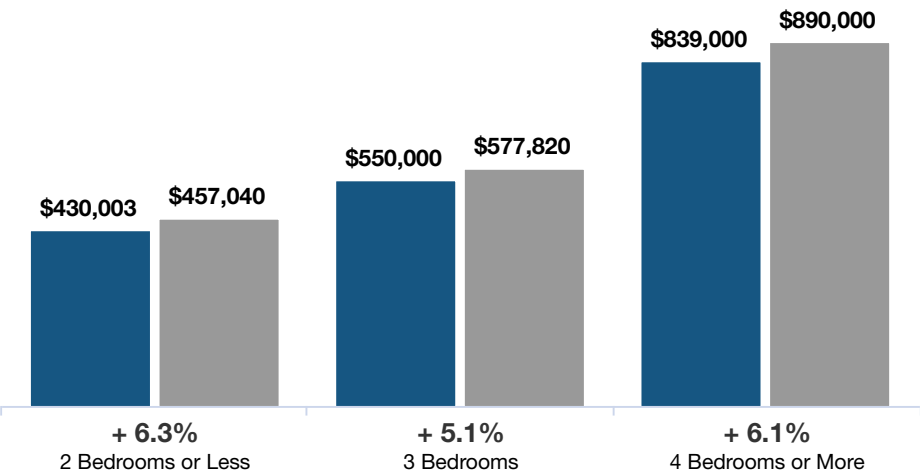
Median Sales Price

Median price point for all closed sales, not accounting for seller concessions. **Based on a rolling 12-month median.**



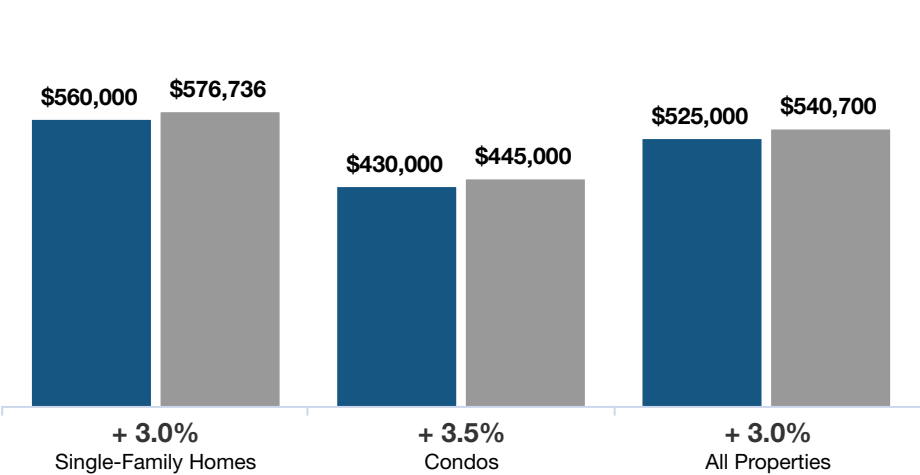
By Bedroom Count

■ 1-2024 ■ 1-2025



By Property Type

■ 1-2024 ■ 1-2025



All Properties				Single-Family Homes			Condos		
By Bedroom Count	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
2 Bedrooms or Less	\$430,003	\$457,040	+ 6.3%	\$464,440	\$480,000	+ 3.4%	\$380,000	\$385,000	+ 1.3%
3 Bedrooms	\$550,000	\$577,820	+ 5.1%	\$559,500	\$594,900	+ 6.3%	\$549,000	\$516,555	- 5.9%
4 Bedrooms or More	\$839,000	\$890,000	+ 6.1%	\$850,000	\$900,000	+ 5.9%	\$705,000	\$691,405	- 1.9%
All Bedroom Counts	\$525,000	\$540,700	+ 3.0%	\$560,000	\$576,736	+ 3.0%	\$430,000	\$445,000	+ 3.5%

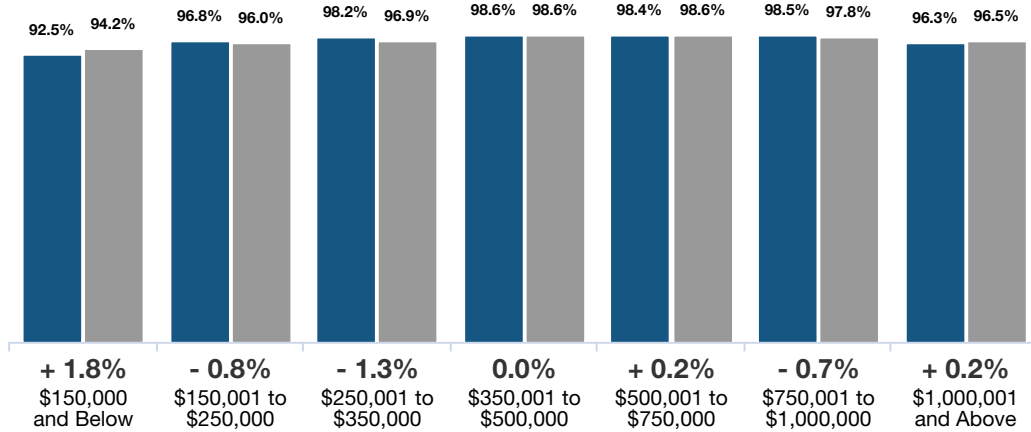
Percent of List Price Received

Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



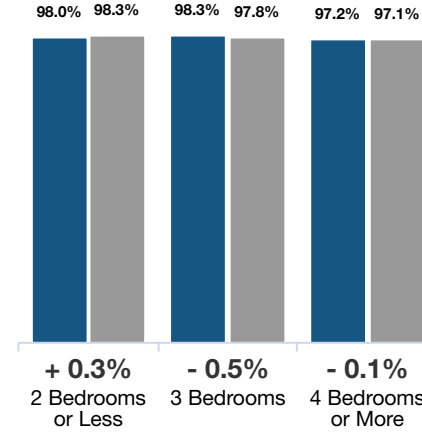
By Price Range

■ 1-2024 ■ 1-2025



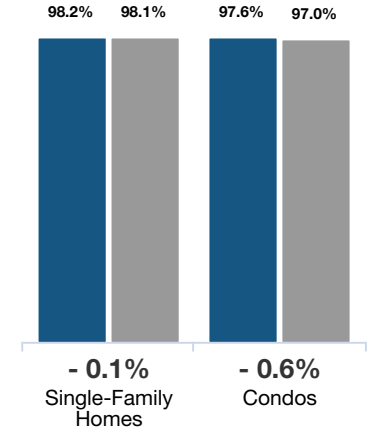
By Bedroom Count

■ 1-2024 ■ 1-2025



By Property Type

■ 1-2024 ■ 1-2025



All Properties				Single-Family Homes			Condos		
By Price Range	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
\$150,000 and Below	92.5%	94.2%	+ 1.8%	95.8%	96.8%	+ 1.0%	90.8%	95.6%	+ 5.3%
\$150,001 to \$250,000	96.8%	96.0%	- 0.8%	94.8%	96.0%	+ 1.3%	97.4%	96.0%	- 1.4%
\$250,001 to \$350,000	98.2%	96.9%	- 1.3%	98.8%	97.3%	- 1.5%	97.4%	96.6%	- 0.8%
\$350,001 to \$500,000	98.6%	98.6%	0.0%	98.9%	98.9%	0.0%	97.6%	97.1%	- 0.5%
\$500,001 to \$750,000	98.4%	98.6%	+ 0.2%	98.5%	98.9%	+ 0.4%	98.1%	97.3%	- 0.8%
\$750,001 to \$1,000,000	98.5%	97.8%	- 0.7%	98.6%	97.8%	- 0.8%	98.1%	97.8%	- 0.3%
\$1,000,001 and Above	96.3%	96.5%	+ 0.2%	96.3%	96.4%	+ 0.1%	97.0%	97.7%	+ 0.7%
All Price Ranges	97.9%	97.8%	- 0.1%	98.2%	98.1%	- 0.1%	97.6%	97.0%	- 0.6%
By Bedroom Count	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
2 Bedrooms or Less	98.0%	98.3%	+ 0.3%	99.1%	99.8%	+ 0.7%	97.4%	96.8%	- 0.6%
3 Bedrooms	98.3%	97.8%	- 0.5%	98.4%	97.9%	- 0.5%	98.2%	97.4%	- 0.8%
4 Bedrooms or More	97.2%	97.1%	- 0.1%	97.2%	97.1%	- 0.1%	97.2%	97.6%	+ 0.4%
All Bedroom Counts	97.9%	97.8%	- 0.1%	98.2%	98.1%	- 0.1%	97.6%	97.0%	- 0.6%

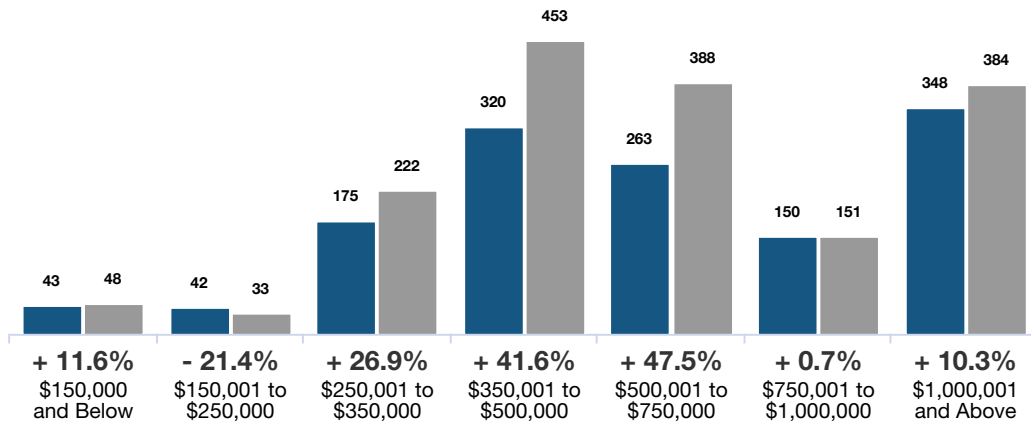
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of the most recent month. **Based on one month of activity.**



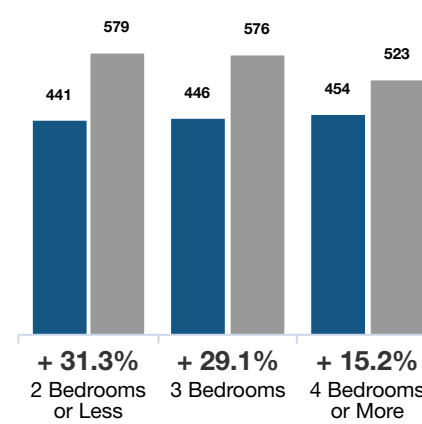
By Price Range

■ 1-2024 ■ 1-2025



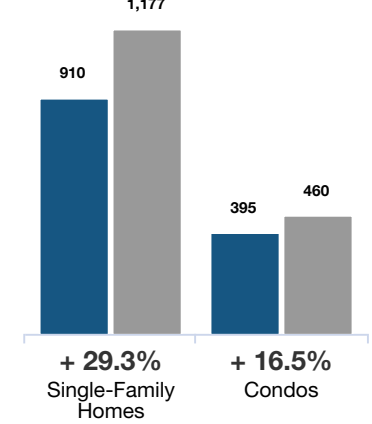
By Bedroom Count

■ 1-2024 ■ 1-2025



By Property Type

■ 1-2024 ■ 1-2025



All Properties				Single-Family Homes			Condos		
By Price Range	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
\$150,000 and Below	43	48	+ 11.6%	9	8	- 11.1%	4	1	- 75.0%
\$150,001 to \$250,000	42	33	- 21.4%	14	12	- 14.3%	23	21	- 8.7%
\$250,001 to \$350,000	175	222	+ 26.9%	48	74	+ 54.2%	127	148	+ 16.5%
\$350,001 to \$500,000	320	453	+ 41.6%	223	326	+ 46.2%	97	127	+ 30.9%
\$500,001 to \$750,000	263	388	+ 47.5%	170	284	+ 67.1%	93	102	+ 9.7%
\$750,001 to \$1,000,000	150	151	+ 0.7%	122	119	- 2.5%	27	31	+ 14.8%
\$1,000,001 and Above	348	384	+ 10.3%	324	354	+ 9.3%	24	30	+ 25.0%
All Price Ranges	1,341	1,679	+ 25.2%	910	1,177	+ 29.3%	395	460	+ 16.5%
By Bedroom Count	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
2 Bedrooms or Less	441	579	+ 31.3%	121	211	+ 74.4%	297	333	+ 12.1%
3 Bedrooms	446	576	+ 29.1%	351	467	+ 33.0%	84	105	+ 25.0%
4 Bedrooms or More	454	523	+ 15.2%	438	498	+ 13.7%	14	22	+ 57.1%
All Bedroom Counts	1,341	1,679	+ 25.2%	910	1,177	+ 29.3%	395	460	+ 16.5%

Months Supply of Inventory

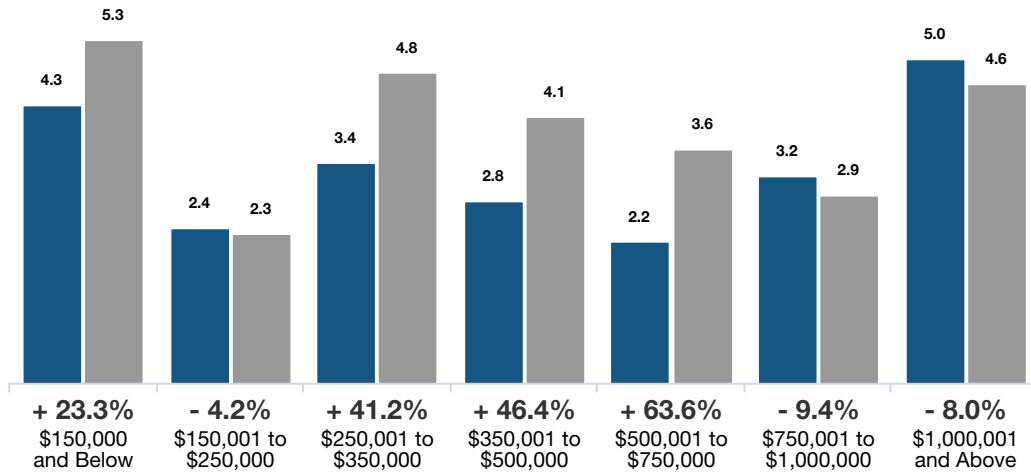
The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months.

Based on one month of activity.



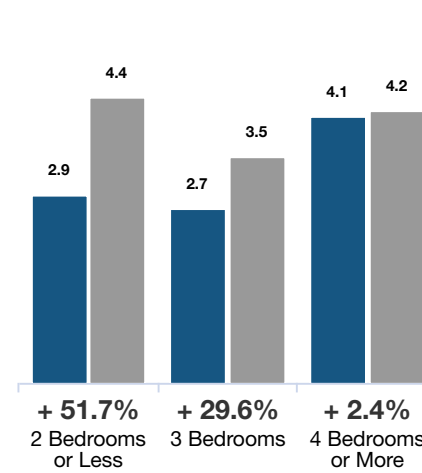
By Price Range

■ 1-2024 ■ 1-2025



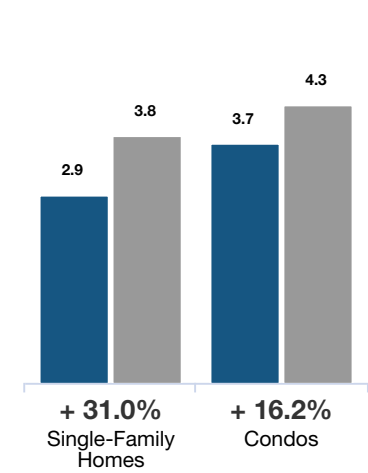
By Bedroom Count

■ 1-2024 ■ 1-2025



By Property Type

■ 1-2024 ■ 1-2025



All Properties				Single-Family Homes			Condos		
By Price Range	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
\$150,000 and Below	4.3	5.3	+ 23.3%	3.2	3.4	+ 6.2%	2.0	0.9	- 55.0%
\$150,001 to \$250,000	2.4	2.3	- 4.2%	3.3	2.8	- 15.2%	1.8	2.1	+ 16.7%
\$250,001 to \$350,000	3.4	4.8	+ 41.2%	1.7	3.5	+ 105.9%	5.3	6.0	+ 13.2%
\$350,001 to \$500,000	2.8	4.1	+ 46.4%	2.4	3.8	+ 58.3%	4.2	5.4	+ 28.6%
\$500,001 to \$750,000	2.2	3.6	+ 63.6%	1.9	3.5	+ 84.2%	3.5	3.8	+ 8.6%
\$750,001 to \$1,000,000	3.2	2.9	- 9.4%	3.5	3.0	- 14.3%	2.2	2.6	+ 18.2%
\$1,000,001 and Above	5.0	4.6	- 8.0%	5.1	4.7	- 7.8%	4.3	3.6	- 16.3%
All Price Ranges	3.1	4.0	+ 29.0%	2.9	3.8	+ 31.0%	3.7	4.3	+ 16.2%
By Bedroom Count	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
2 Bedrooms or Less	2.9	4.4	+ 51.7%	1.6	3.6	+ 125.0%	4.1	4.9	+ 19.5%
3 Bedrooms	2.7	3.5	+ 29.6%	2.6	3.5	+ 34.6%	2.9	3.3	+ 13.8%
4 Bedrooms or More	4.1	4.2	+ 2.4%	4.1	4.2	+ 2.4%	2.8	3.4	+ 21.4%
All Bedroom Counts	3.1	4.0	+ 29.0%	2.9	3.8	+ 31.0%	3.7	4.3	+ 16.2%