

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



April 2025

U.S. new-home sales jumped 7.4% month-over-month and 6.0% year-over-year to a seasonally adjusted annual rate of 724,000 units, according to the U.S. Census Bureau. The median sales price for new homes decreased 1.9% from the previous month to \$403,600, down 7.5% from one year earlier. There were 503,000 new homes available for sale heading into April, for an 8.3-month supply at the current sales pace. For the 12-month period spanning May 2024 through April 2025, Pending Sales in the Hilton Head Association of REALTORS® region was down 2.1 percent overall. The price range with the largest pending sales gain was the \$1,000,001 and Above range, where sales were up 19.6 percent.

The overall Median Sales Price was up 4.0 percent to \$549,945. The property type with the largest gain was the Single-Family Homes segment, where prices went up 4.2 percent to \$588,934. The price range that tended to sell the quickest was the \$500,001 to \$750,000 range at 48 days. The price range that tended to sell the slowest was the \$150,000 and Below range at 97 days.

Market-wide, inventory levels improved 29.8 percent. The property type with the largest gain was the Condos segment, where the number of properties for sale increased 32.4 percent. That amounts to 4.5 months of inventory for Single-Family Homes and 6.1 months of inventory for Condos.

Quick Facts

+ 19.6%	+ 15.2%	- 0.5%
Price Range with Strongest Sales: \$1,000,001 and Above	Bedroom Count with Strongest Sales: 4 Bedrooms or More	Property Type With Strongest Sales: Single-Family Homes
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



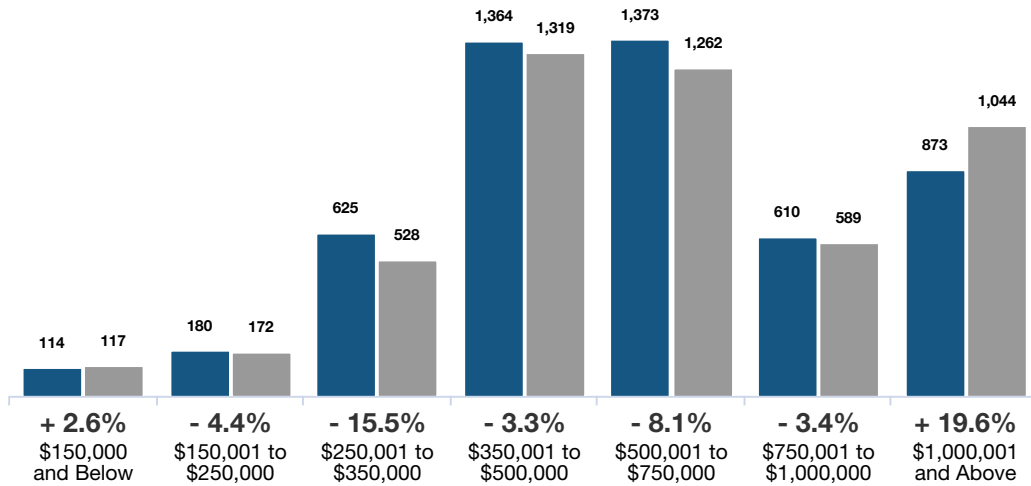
Pending Sales

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



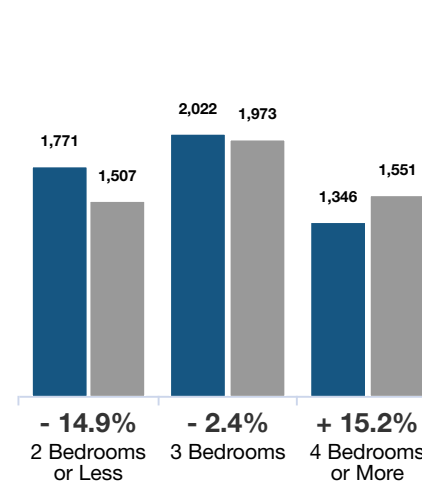
By Price Range

■ 4-2024 ■ 4-2025



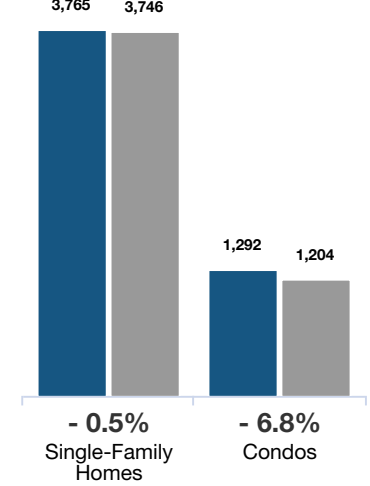
By Bedroom Count

■ 4-2024 ■ 4-2025



By Property Type

■ 4-2024 ■ 4-2025



All Properties				Single-Family Homes			Condos		
By Price Range	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change
\$150,000 and Below	114	117	+ 2.6%	32	31	- 3.1%	8	8	0.0%
\$150,001 to \$250,000	180	172	- 4.4%	39	58	+ 48.7%	140	112	- 20.0%
\$250,001 to \$350,000	625	528	- 15.5%	322	256	- 20.5%	303	272	- 10.2%
\$350,001 to \$500,000	1,364	1,319	- 3.3%	1,082	1,044	- 3.5%	281	275	- 2.1%
\$500,001 to \$750,000	1,373	1,262	- 8.1%	1,030	966	- 6.2%	338	296	- 12.4%
\$750,001 to \$1,000,000	610	589	- 3.4%	461	451	- 2.2%	148	137	- 7.4%
\$1,000,001 and Above	873	1,044	+ 19.6%	799	940	+ 17.6%	74	104	+ 40.5%
All Price Ranges	5,139	5,031	- 2.1%	3,765	3,746	- 0.5%	1,292	1,204	- 6.8%
By Bedroom Count	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change
2 Bedrooms or Less	1,771	1,507	- 14.9%	834	702	- 15.8%	874	751	- 14.1%
3 Bedrooms	2,022	1,973	- 2.4%	1,642	1,580	- 3.8%	368	368	0.0%
4 Bedrooms or More	1,346	1,551	+ 15.2%	1,289	1,464	+ 13.6%	50	85	+ 70.0%
All Bedroom Counts	5,139	5,031	- 2.1%	3,765	3,746	- 0.5%	1,292	1,204	- 6.8%

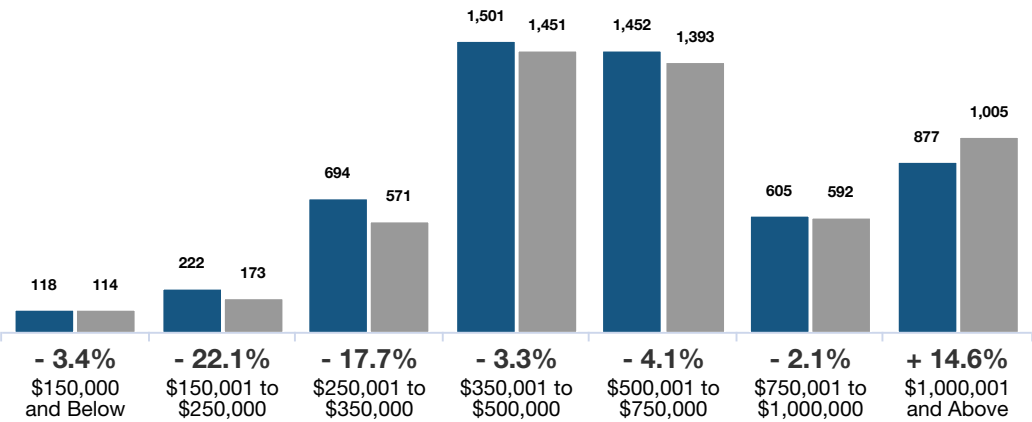
Closed Sales

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



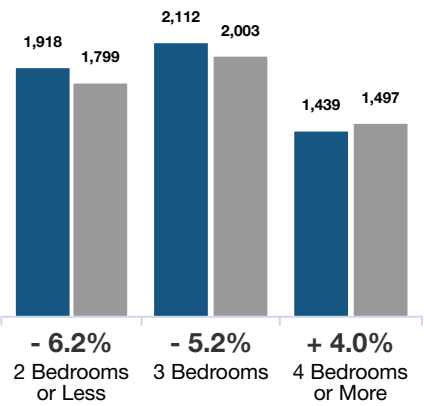
By Price Range

4-2024 4-2025



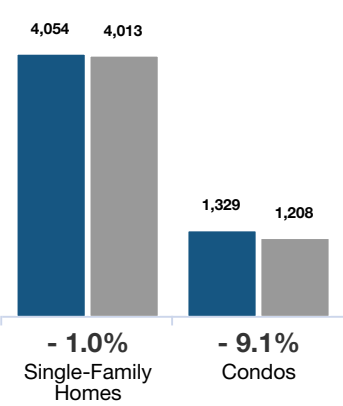
By Bedroom Count

4-2024 4-2025



By Property Type

4-2024 4-2025



All Properties				Single-Family Homes			Condos		
By Price Range	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change
\$150,000 and Below	118	114	- 3.4%	32	31	- 3.1%	9	7	- 22.2%
\$150,001 to \$250,000	222	173	- 22.1%	42	50	+ 19.0%	178	122	- 31.5%
\$250,001 to \$350,000	694	571	- 17.7%	394	270	- 31.5%	300	301	+ 0.3%
\$350,001 to \$500,000	1,501	1,451	- 3.3%	1,217	1,196	- 1.7%	283	255	- 9.9%
\$500,001 to \$750,000	1,452	1,393	- 4.1%	1,116	1,103	- 1.2%	331	290	- 12.4%
\$750,001 to \$1,000,000	605	592	- 2.1%	464	465	+ 0.2%	140	126	- 10.0%
\$1,000,001 and Above	877	1,005	+ 14.6%	789	898	+ 13.8%	88	107	+ 21.6%
All Price Ranges	5,469	5,299	- 3.1%	4,054	4,013	- 1.0%	1,329	1,208	- 9.1%
By Bedroom Count	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change
2 Bedrooms or Less	1,918	1,799	- 6.2%	965	981	+ 1.7%	890	766	- 13.9%
3 Bedrooms	2,112	2,003	- 5.2%	1,710	1,606	- 6.1%	386	373	- 3.4%
4 Bedrooms or More	1,439	1,497	+ 4.0%	1,379	1,426	+ 3.4%	53	69	+ 30.2%
All Bedroom Counts	5,469	5,299	- 3.1%	4,054	4,013	- 1.0%	1,329	1,208	- 9.1%

Days On Market Until Sale

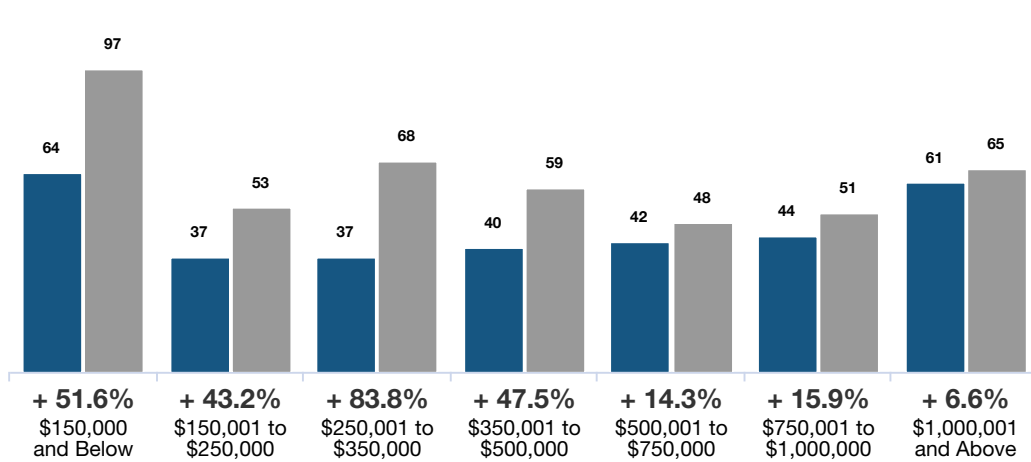
Average number of days between when a property is listed and when an offer is accepted.

Based on a rolling 12-month average.



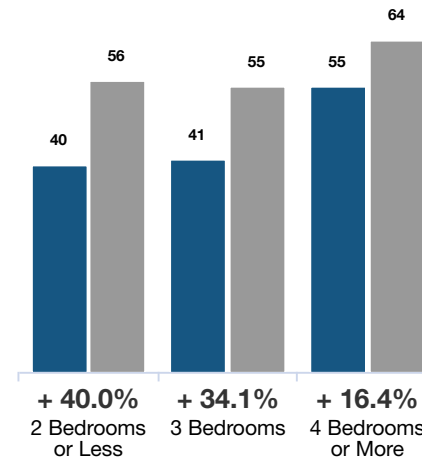
By Price Range

■ 4-2024 ■ 4-2025



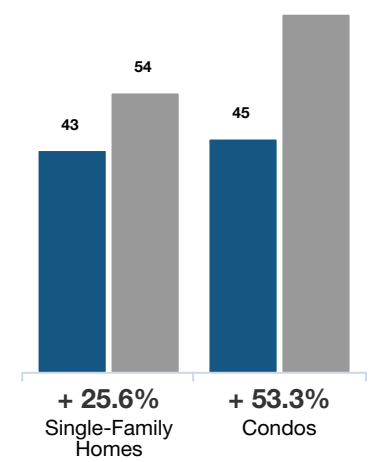
By Bedroom Count

■ 4-2024 ■ 4-2025



By Property Type

■ 4-2024 ■ 4-2025



All Properties				Single-Family Homes			Condos		
By Price Range	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change
\$150,000 and Below	64	97	+ 51.6%	50	61	+ 22.0%	33	33	0.0%
\$150,001 to \$250,000	37	53	+ 43.2%	40	64	+ 60.0%	36	44	+ 22.2%
\$250,001 to \$350,000	37	68	+ 83.8%	24	53	+ 120.8%	53	82	+ 54.7%
\$350,001 to \$500,000	40	59	+ 47.5%	38	57	+ 50.0%	48	71	+ 47.9%
\$500,001 to \$750,000	42	48	+ 14.3%	43	42	- 2.3%	39	70	+ 79.5%
\$750,001 to \$1,000,000	44	51	+ 15.9%	45	50	+ 11.1%	40	51	+ 27.5%
\$1,000,001 and Above	61	65	+ 6.6%	62	65	+ 4.8%	51	72	+ 41.2%
All Price Ranges	44	58	+ 31.8%	43	54	+ 25.6%	45	69	+ 53.3%
By Bedroom Count	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change
2 Bedrooms or Less	40	56	+ 40.0%	32	40	+ 25.0%	46	72	+ 56.5%
3 Bedrooms	41	55	+ 34.1%	40	53	+ 32.5%	41	65	+ 58.5%
4 Bedrooms or More	55	64	+ 16.4%	55	64	+ 16.4%	40	54	+ 35.0%
All Bedroom Counts	44	58	+ 31.8%	43	54	+ 25.6%	45	69	+ 53.3%

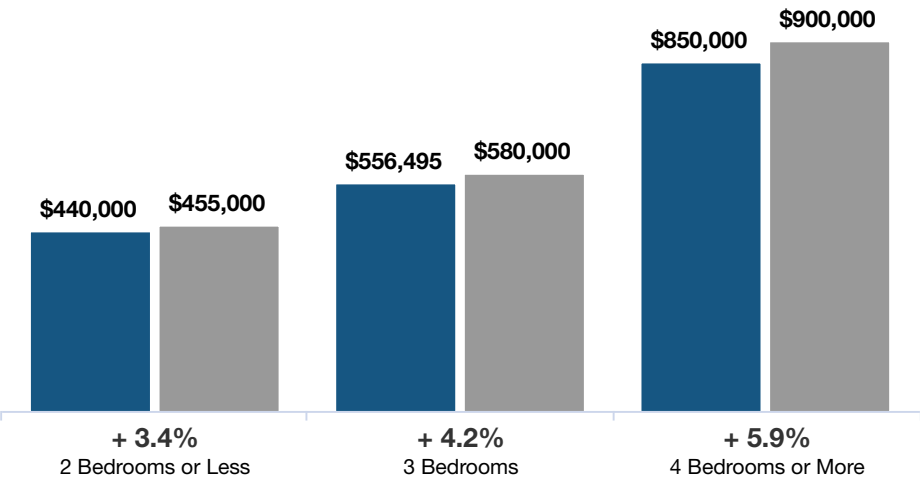
Median Sales Price

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



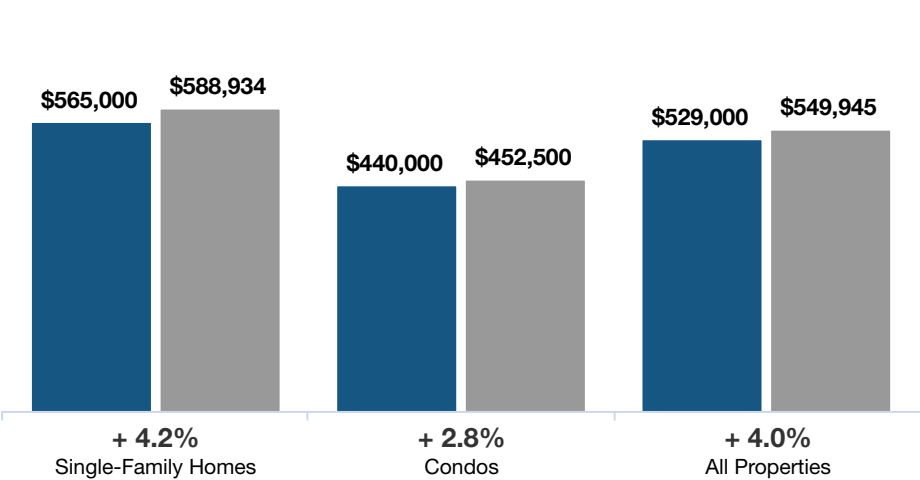
By Bedroom Count

■ 4-2024 ■ 4-2025



By Property Type

■ 4-2024 ■ 4-2025



All Properties

By Bedroom Count	4-2024	4-2025	Change
2 Bedrooms or Less	\$440,000	\$455,000	+ 3.4%
3 Bedrooms	\$556,495	\$580,000	+ 4.2%
4 Bedrooms or More	\$850,000	\$900,000	+ 5.9%
All Bedroom Counts	\$529,000	\$549,945	+ 4.0%

Single-Family Homes

4-2024	4-2025	Change
\$469,190	\$480,000	+ 2.3%
\$570,000	\$599,900	+ 5.2%
\$854,040	\$922,500	+ 8.0%
\$565,000	\$588,934	+ 4.2%

Condos

4-2024	4-2025	Change
\$388,250	\$390,000	+ 0.5%
\$529,750	\$525,000	- 0.9%
\$749,000	\$715,000	- 4.5%
\$440,000	\$452,500	+ 2.8%

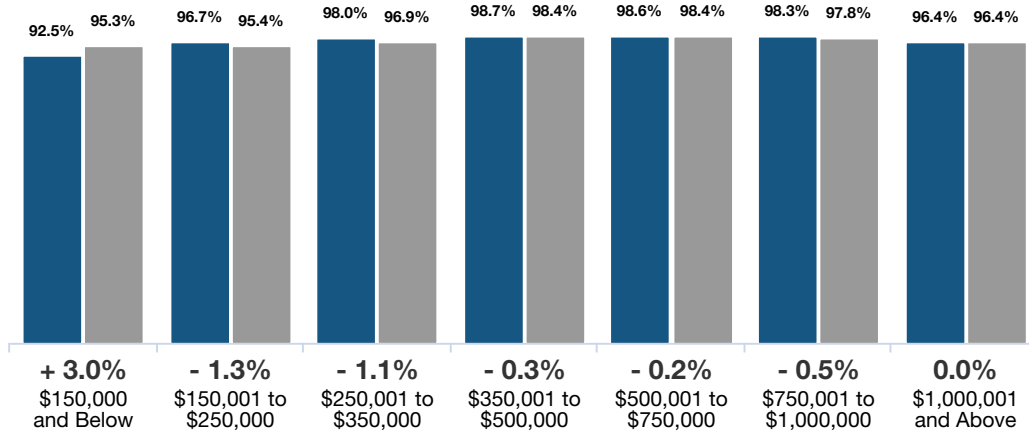
Percent of List Price Received



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.**

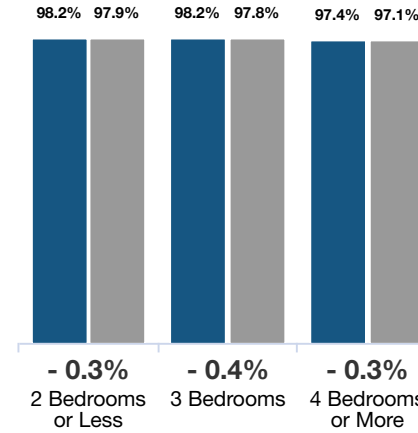
By Price Range

■ 4-2024 ■ 4-2025



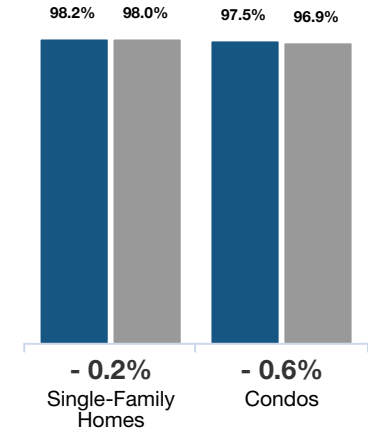
By Bedroom Count

■ 4-2024 ■ 4-2025



By Property Type

■ 4-2024 ■ 4-2025



All Properties				Single-Family Homes			Condos		
By Price Range	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change
\$150,000 and Below	92.5%	95.3%	+ 3.0%	92.5%	103.7%	+ 12.1%	90.7%	94.8%	+ 4.5%
\$150,001 to \$250,000	96.7%	95.4%	- 1.3%	94.5%	95.0%	+ 0.5%	97.2%	95.6%	- 1.6%
\$250,001 to \$350,000	98.0%	96.9%	- 1.1%	98.6%	97.2%	- 1.4%	97.3%	96.6%	- 0.7%
\$350,001 to \$500,000	98.7%	98.4%	- 0.3%	99.1%	98.7%	- 0.4%	97.4%	97.1%	- 0.3%
\$500,001 to \$750,000	98.6%	98.4%	- 0.2%	98.8%	98.8%	0.0%	97.9%	97.0%	- 0.9%
\$750,001 to \$1,000,000	98.3%	97.8%	- 0.5%	98.4%	97.8%	- 0.6%	98.1%	97.8%	- 0.3%
\$1,000,001 and Above	96.4%	96.4%	0.0%	96.3%	96.3%	0.0%	97.3%	97.8%	+ 0.5%
All Price Ranges	98.0%	97.6%	- 0.4%	98.2%	98.0%	- 0.2%	97.5%	96.9%	- 0.6%
By Bedroom Count	4-2024	4-2025	Change	4-2024	4-2025	Change	4-2024	4-2025	Change
2 Bedrooms or Less	98.2%	97.9%	- 0.3%	99.4%	99.2%	- 0.2%	97.3%	96.6%	- 0.7%
3 Bedrooms	98.2%	97.8%	- 0.4%	98.3%	98.0%	- 0.3%	98.1%	97.4%	- 0.7%
4 Bedrooms or More	97.4%	97.1%	- 0.3%	97.4%	97.1%	- 0.3%	97.0%	97.7%	+ 0.7%
All Bedroom Counts	98.0%	97.6%	- 0.4%	98.2%	98.0%	- 0.2%	97.5%	96.9%	- 0.6%

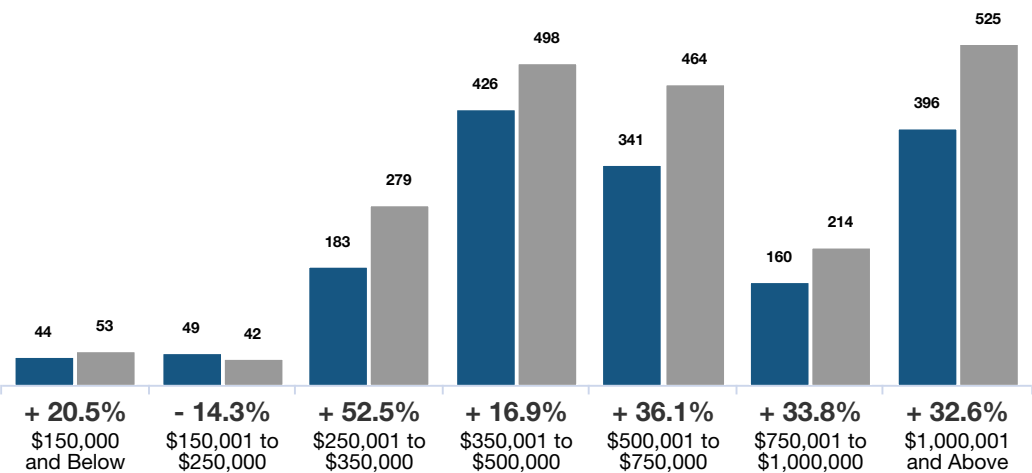
Inventory of Homes for Sale



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

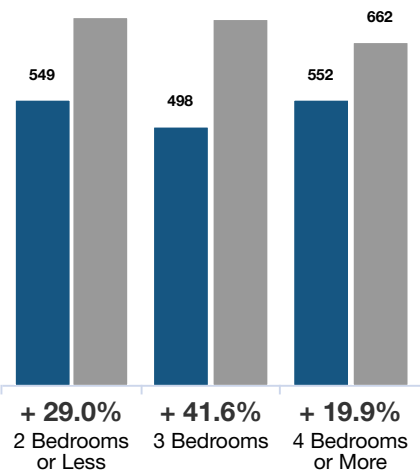
By Price Range

■ 4-2024 ■ 4-2025



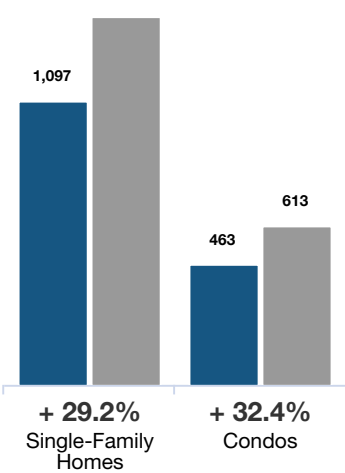
By Bedroom Count

■ 4-2024 ■ 4-2025



By Property Type

■ 4-2024 ■ 4-2025



All Properties				Single-Family Homes				Condos			
By Price Range	4-2024	4-2025	Change	4-2024	4-2025	Change		4-2024	4-2025	Change	
\$150,000 and Below	44	53	+ 20.5%	10	7	- 30.0%		1	6	+ 500.0%	
\$150,001 to \$250,000	49	42	- 14.3%	16	7	- 56.2%		29	35	+ 20.7%	
\$250,001 to \$350,000	183	279	+ 52.5%	49	75	+ 53.1%		134	204	+ 52.2%	
\$350,001 to \$500,000	426	498	+ 16.9%	300	353	+ 17.7%		126	145	+ 15.1%	
\$500,001 to \$750,000	341	464	+ 36.1%	238	325	+ 36.6%		103	137	+ 33.0%	
\$750,001 to \$1,000,000	160	214	+ 33.8%	123	174	+ 41.5%		35	37	+ 5.7%	
\$1,000,001 and Above	396	525	+ 32.6%	361	476	+ 31.9%		35	49	+ 40.0%	
All Price Ranges	1,599	2,075	+ 29.8%	1,097	1,417	+ 29.2%		463	613	+ 32.4%	
By Bedroom Count	4-2024	4-2025	Change	4-2024	4-2025	Change		4-2024	4-2025	Change	
2 Bedrooms or Less	549	708	+ 29.0%	193	239	+ 23.8%		331	432	+ 30.5%	
3 Bedrooms	498	705	+ 41.6%	370	563	+ 52.2%		117	139	+ 18.8%	
4 Bedrooms or More	552	662	+ 19.9%	534	615	+ 15.2%		15	42	+ 180.0%	
All Bedroom Counts	1,599	2,075	+ 29.8%	1,097	1,417	+ 29.2%		463	613	+ 32.4%	

Months Supply of Inventory

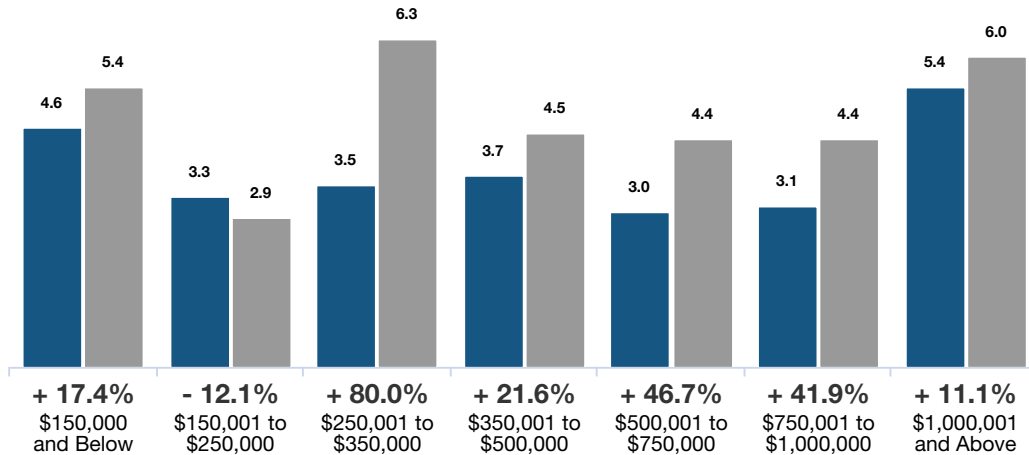
The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months.

Based on one month of activity.



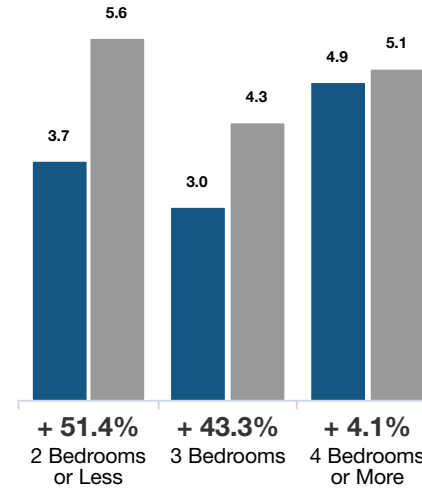
By Price Range

■ 4-2024 ■ 4-2025



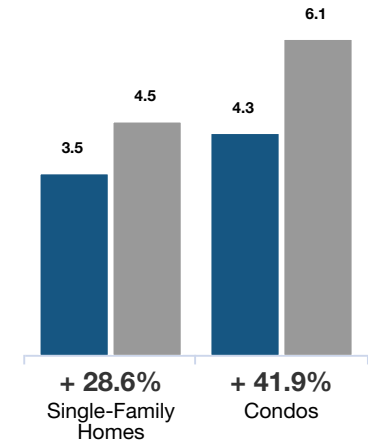
By Bedroom Count

■ 4-2024 ■ 4-2025



By Property Type

■ 4-2024 ■ 4-2025



All Properties

By Price Range	4-2024	4-2025	Change
\$150,000 and Below	4.6	5.4	+ 17.4%
\$150,001 to \$250,000	3.3	2.9	- 12.1%
\$250,001 to \$350,000	3.5	6.3	+ 80.0%
\$350,001 to \$500,000	3.7	4.5	+ 21.6%
\$500,001 to \$750,000	3.0	4.4	+ 46.7%
\$750,001 to \$1,000,000	3.1	4.4	+ 41.9%
\$1,000,001 and Above	5.4	6.0	+ 11.1%
All Price Ranges	3.7	4.9	+ 32.4%

Single-Family Homes

	4-2024	4-2025	Change
	3.8	2.7	- 28.9%
	4.5	1.4	- 68.9%
	1.8	3.5	+ 94.4%
	3.3	4.1	+ 24.2%
	2.8	4.0	+ 42.9%
	3.2	4.6	+ 43.8%
	5.4	6.1	+ 13.0%
All	3.5	4.5	+ 28.6%

Condos

	4-2024	4-2025	Change
	0.8	3.8	+ 375.0%
	2.5	3.8	+ 52.0%
	5.3	9.0	+ 69.8%
	5.4	6.3	+ 16.7%
	3.7	5.6	+ 51.4%
	2.8	3.2	+ 14.3%
	5.7	5.7	0.0%
All	4.3	6.1	+ 41.9%

By Bedroom Count

	4-2024	4-2025	Change
2 Bedrooms or Less	3.7	5.6	+ 51.4%
3 Bedrooms	3.0	4.3	+ 43.3%
4 Bedrooms or More	4.9	5.1	+ 4.1%
All Bedroom Counts	3.7	4.9	+ 32.4%

Single-Family Homes

	4-2024	4-2025	Change
	2.8	4.1	+ 46.4%
	2.7	4.3	+ 59.3%
	5.0	5.0	0.0%
All	3.5	4.5	+ 28.6%

Condos

	4-2024	4-2025	Change
	4.5	6.9	+ 53.3%
	3.8	4.5	+ 18.4%
	3.3	5.9	+ 78.8%
All	4.3	6.1	+ 41.9%