

Monthly Indicators



April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings were up 0.1 percent to 713. Pending Sales decreased 4.0 percent to 503. Inventory grew 29.8 percent to 2,075 units.

Prices were stable as Median Sales Price remained flat at \$550,065. Days on Market increased 33.3 percent to 64 days. Months Supply of Inventory was up 32.4 percent to 4.9 months.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

Quick Facts

- 15.1%	+ 0.0%	+ 32.4%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Months Supply

A research tool provided by the Hilton Head Association of REALTORS®.
Percent changes are calculated using rounded figures.

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Market Overview

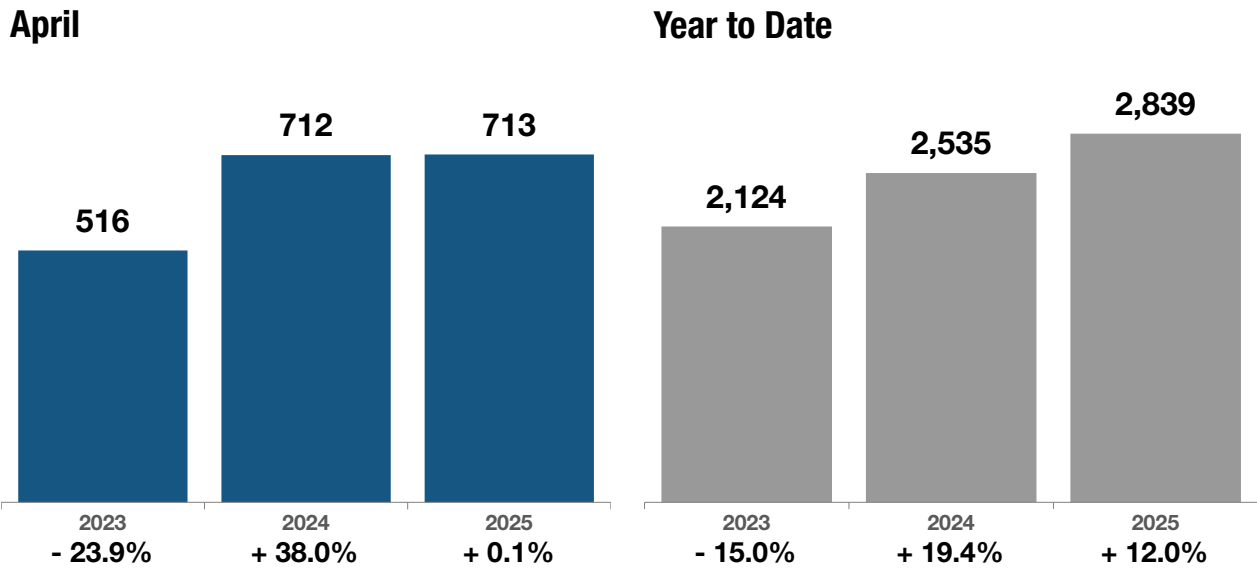
Key market metrics for the current month and year-to-date figures.



Key Metrics	Historical Sparkbars	04-2024	04-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		712	713	+ 0.1%	2,535	2,839	+ 12.0%
Pending Sales		524	503	- 4.0%	1,929	1,850	- 4.1%
Closed Sales		517	439	- 15.1%	1,747	1,632	- 6.6%
Days on Market		48	64	+ 33.3%	52	66	+ 26.9%
Median Sales Price		\$549,900	\$550,065	+ 0.0%	\$530,000	\$560,000	+ 5.7%
Average Sales Price		\$740,484	\$805,556	+ 8.8%	\$726,290	\$837,419	+ 15.3%
Pct. of List Price Received		97.9%	97.5%	- 0.4%	97.9%	97.5%	- 0.4%
Housing Affordability Index		55	59	+ 7.3%	57	58	+ 1.8%
Inventory of Homes for Sale		1,599	2,075	+ 29.8%	--	--	--
Months Supply of Inventory		3.7	4.9	+ 32.4%	--	--	--

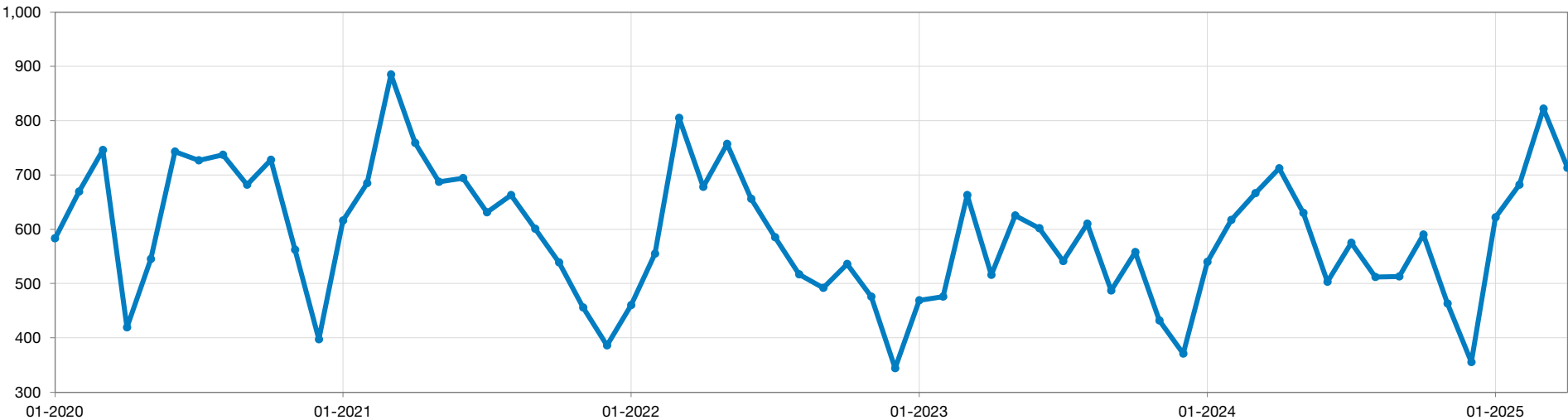
New Listings

A count of the properties that have been newly listed on the market in a given month.



New Listings		Prior Year	Percent Change
May 2024	630	625	+0.8%
June 2024	503	602	-16.4%
July 2024	575	541	+6.3%
August 2024	512	610	-16.1%
September 2024	513	487	+5.3%
October 2024	590	558	+5.7%
November 2024	463	432	+7.2%
December 2024	355	371	-4.3%
January 2025	622	540	+15.2%
February 2025	682	617	+10.5%
March 2025	822	666	+23.4%
April 2025	713	712	+0.1%
12-Month Avg	582	563	+3.2%

Historical New Listings by Month

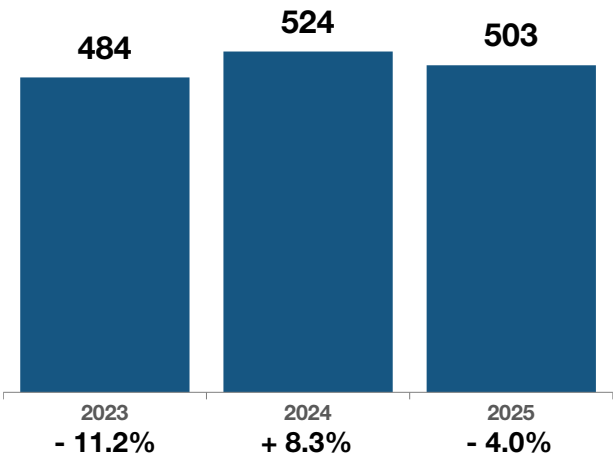


Pending Sales

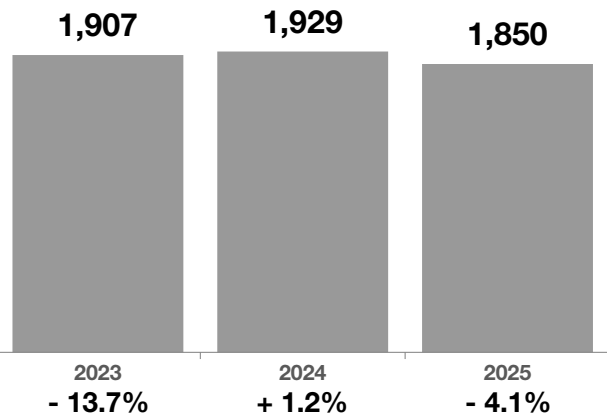
A count of the properties on which offers have been accepted in a given month.



April

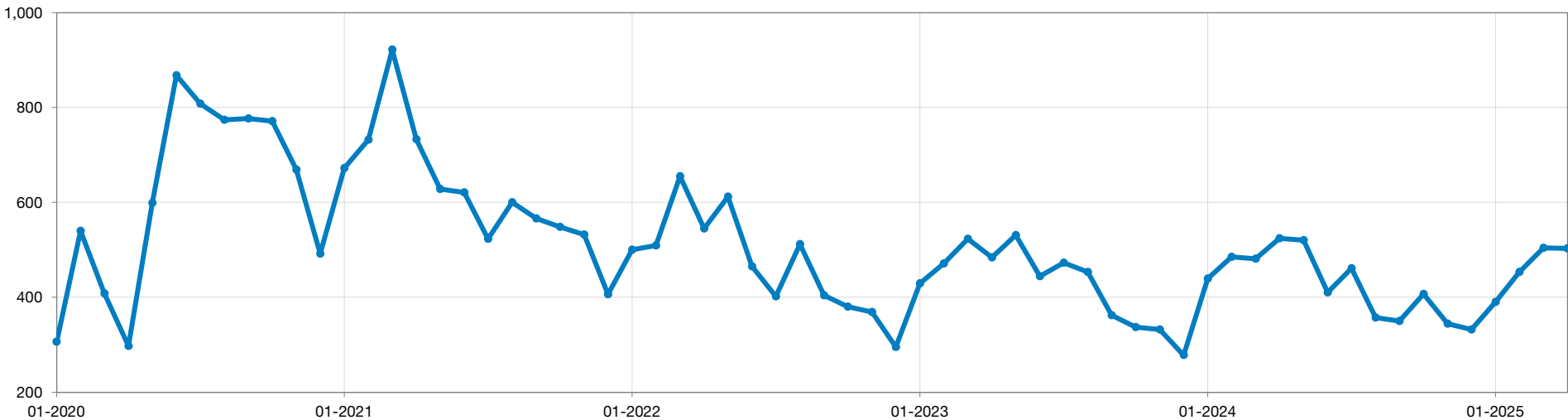


Year to Date



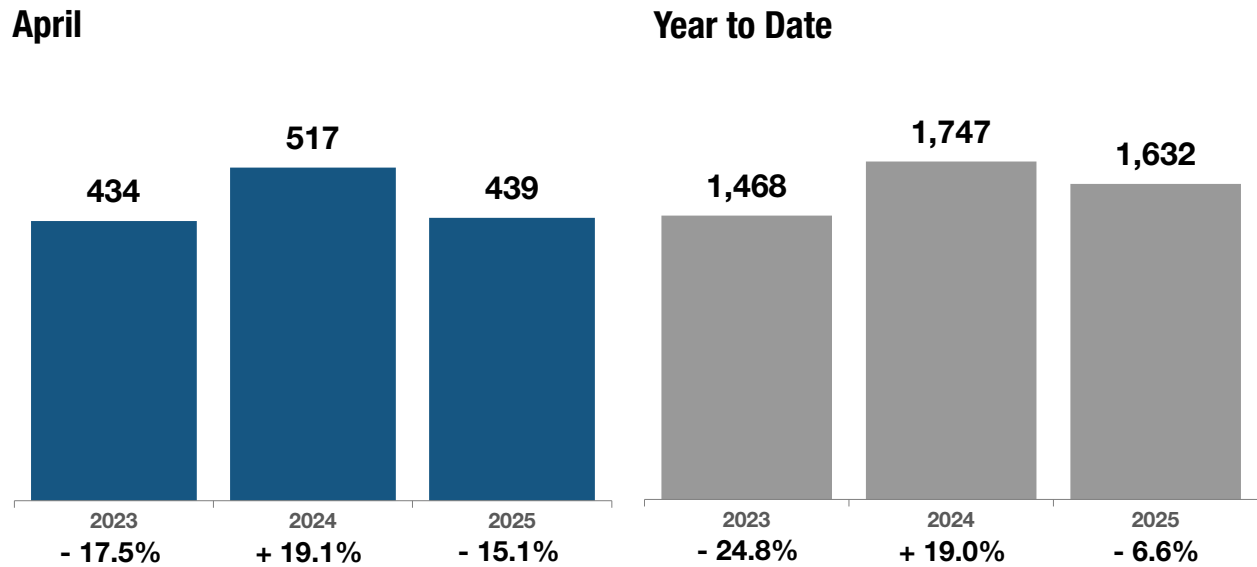
Pending Sales		Prior Year	Percent Change
May 2024	520	531	-2.1%
June 2024	410	444	-7.7%
July 2024	461	473	-2.5%
August 2024	357	453	-21.2%
September 2024	350	362	-3.3%
October 2024	407	337	+20.8%
November 2024	344	332	+3.6%
December 2024	332	278	+19.4%
January 2025	390	439	-11.2%
February 2025	453	485	-6.6%
March 2025	504	481	+4.8%
April 2025	503	524	-4.0%
12-Month Avg	419	428	-2.1%

Historical Pending Sales by Month



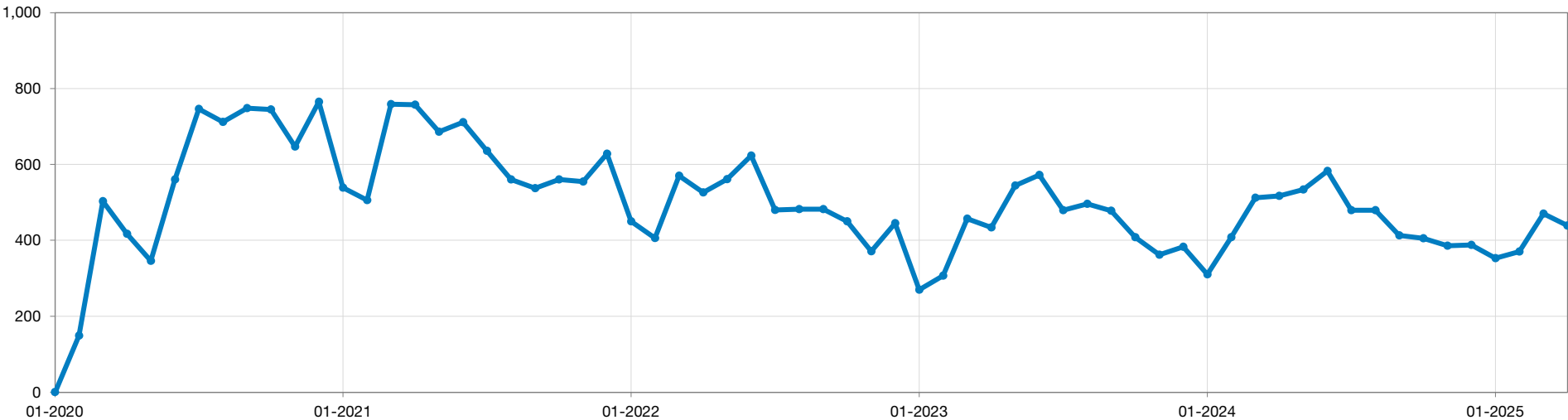
Closed Sales

A count of the actual sales that closed in a given month.



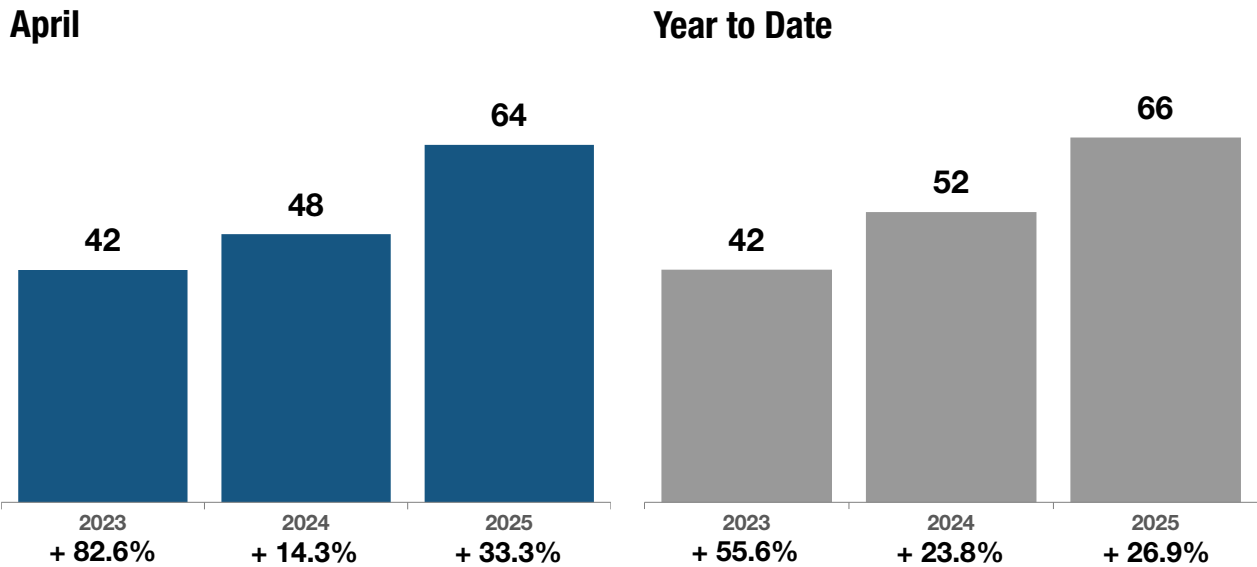
Closed Sales		Prior Year	Percent Change
May 2024	534	544	-1.8%
June 2024	583	572	+1.9%
July 2024	479	479	0.0%
August 2024	479	496	-3.4%
September 2024	413	478	-13.6%
October 2024	405	408	-0.7%
November 2024	386	362	+6.6%
December 2024	388	383	+1.3%
January 2025	353	310	+13.9%
February 2025	370	408	-9.3%
March 2025	470	512	-8.2%
April 2025	439	517	-15.1%
12-Month Avg	442	456	-3.1%

Historical Closed Sales by Month



Days on Market Until Sale

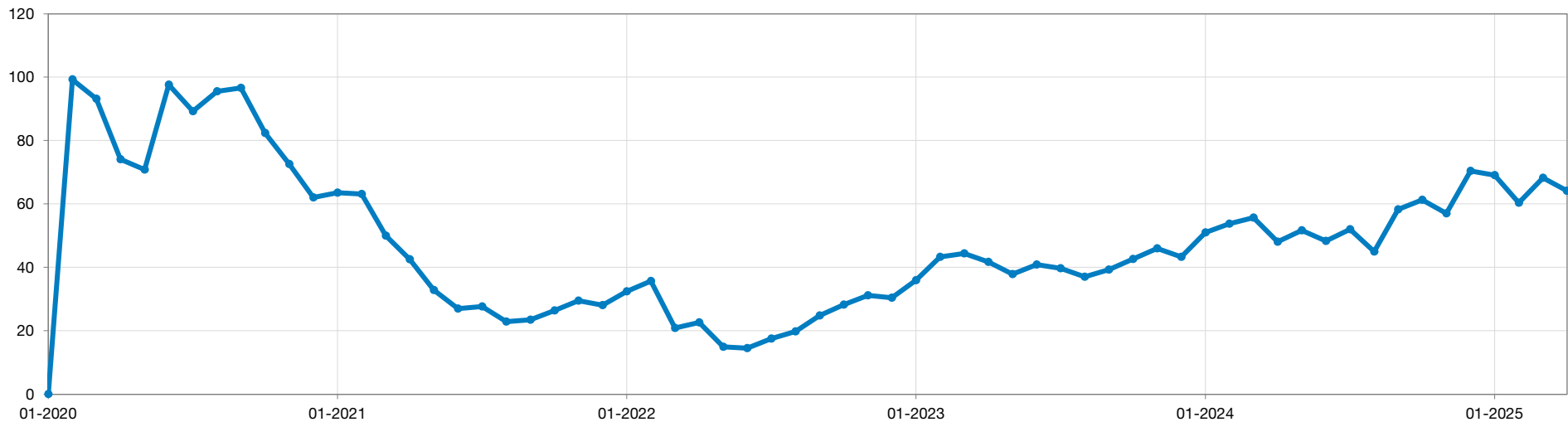
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
May 2024	52	38	+36.8%
June 2024	48	41	+17.1%
July 2024	52	40	+30.0%
August 2024	45	37	+21.6%
September 2024	58	39	+48.7%
October 2024	61	43	+41.9%
November 2024	57	46	+23.9%
December 2024	70	43	+62.8%
January 2025	69	51	+35.3%
February 2025	60	54	+11.1%
March 2025	68	56	+21.4%
April 2025	64	48	+33.3%
12-Month Avg*	58	44	+31.8%

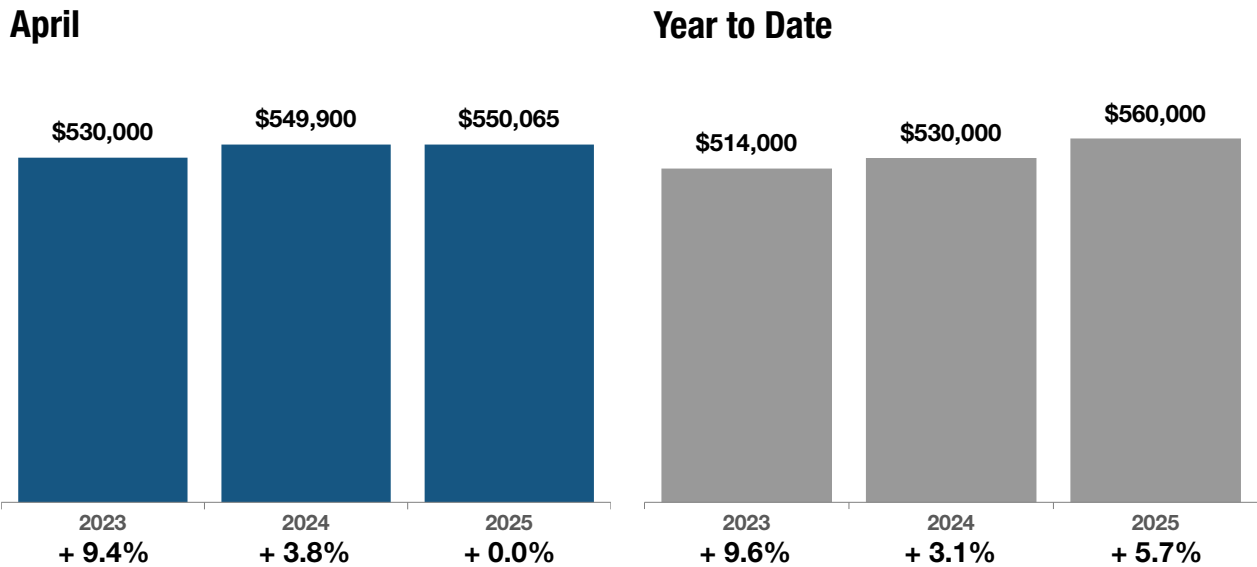
* Average Days on Market of all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



Median Sales Price

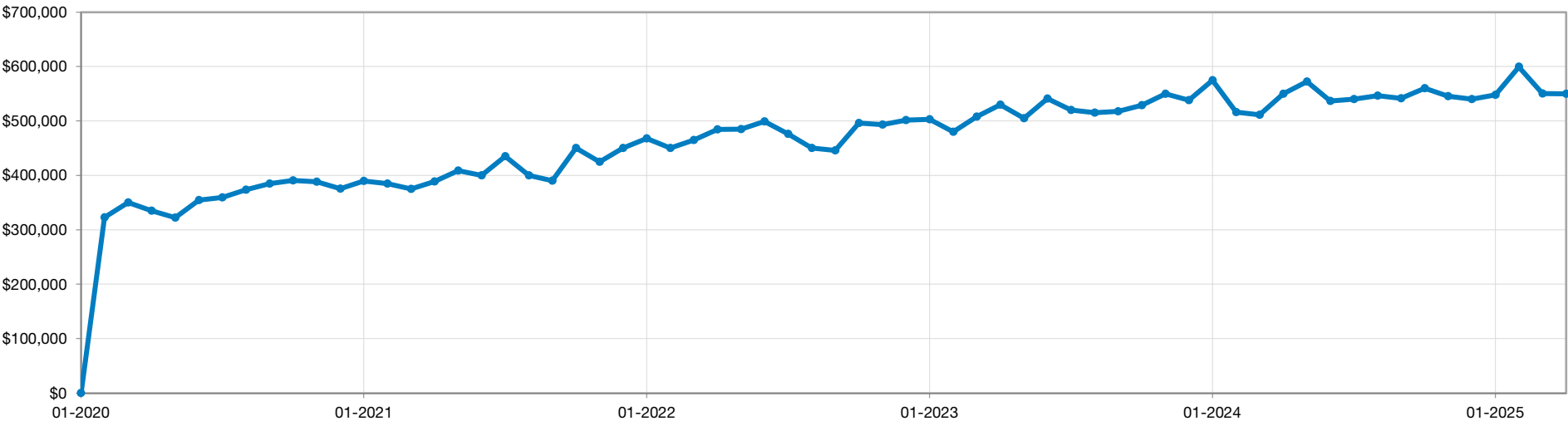
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



	Median Sales Price	Prior Year	Percent Change
May 2024	\$572,500	\$505,000	+13.4%
June 2024	\$536,755	\$541,133	-0.8%
July 2024	\$540,000	\$520,000	+3.8%
August 2024	\$546,386	\$515,000	+6.1%
September 2024	\$541,500	\$517,500	+4.6%
October 2024	\$560,000	\$529,000	+5.9%
November 2024	\$545,195	\$550,000	-0.9%
December 2024	\$540,000	\$538,000	+0.4%
January 2025	\$547,900	\$574,907	-4.7%
February 2025	\$599,450	\$516,063	+16.2%
March 2025	\$550,333	\$511,250	+7.6%
April 2025	\$550,065	\$549,900	+0.0%
12-Month Med*	\$549,945	\$529,000	+4.0%

* Median Sales Price of all properties from May 2024 through April 2025. This is not the median of the individual figures above.

Historical Median Sales Price by Month

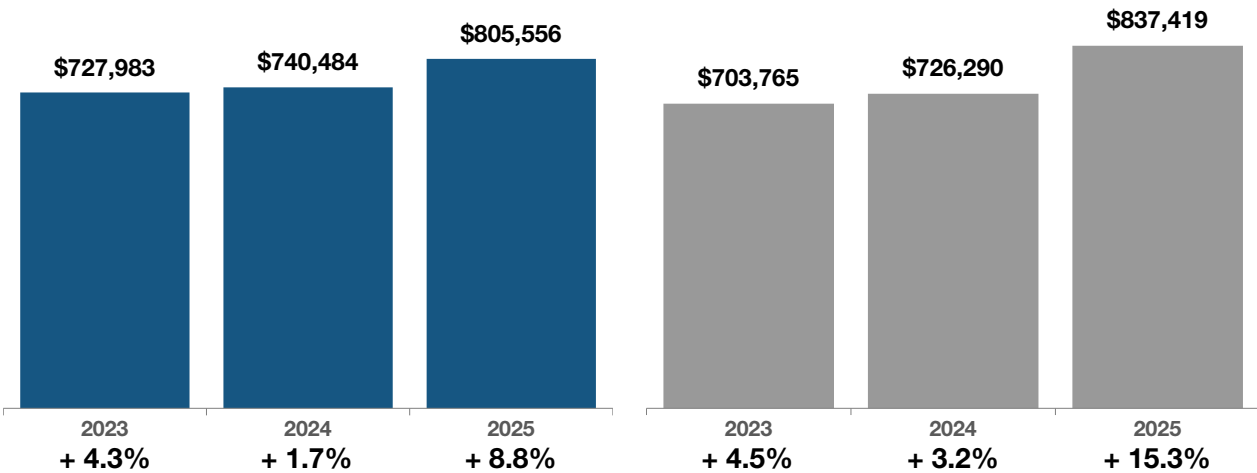


Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.



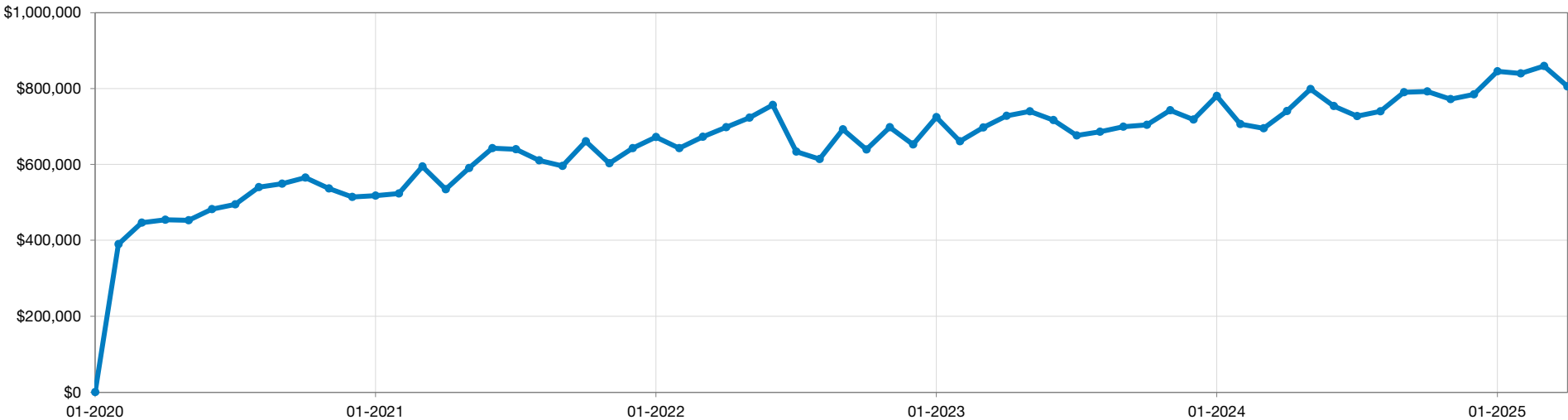
April



Avg. Sales Price		Prior Year	Percent Change
May 2024	\$798,323	\$739,991	+7.9%
June 2024	\$753,700	\$716,705	+5.2%
July 2024	\$726,965	\$676,071	+7.5%
August 2024	\$739,625	\$686,286	+7.8%
September 2024	\$790,472	\$699,471	+13.0%
October 2024	\$791,894	\$704,241	+12.4%
November 2024	\$772,131	\$742,744	+4.0%
December 2024	\$784,389	\$717,912	+9.3%
January 2025	\$845,351	\$780,490	+8.3%
February 2025	\$839,715	\$706,028	+18.9%
March 2025	\$859,420	\$695,288	+23.6%
April 2025	\$805,556	\$740,484	+8.8%
12-Month Avg*	\$792,295	\$717,142	+10.5%

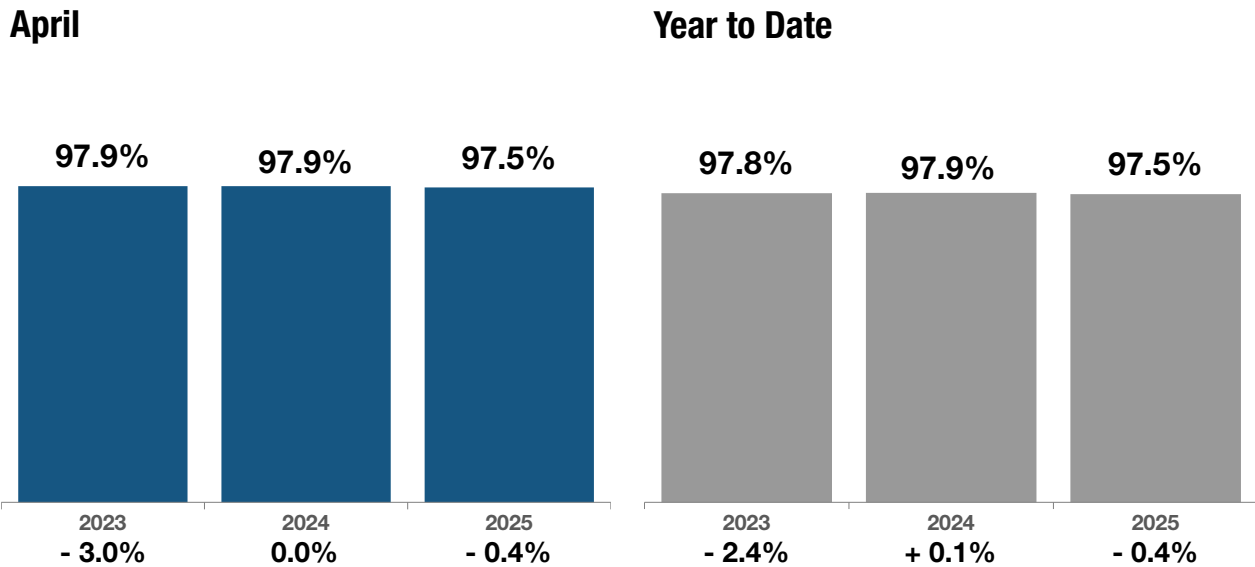
* Avg. Sales Price of all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month



Percent of List Price Received

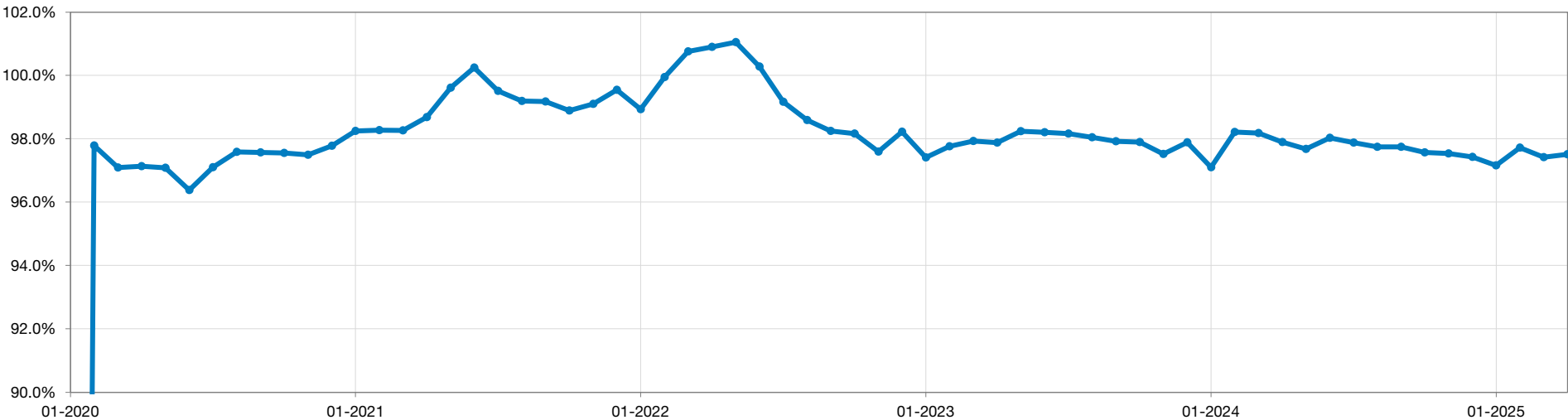
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Pct. of List Price Received		Prior Year	Percent Change
May 2024	97.7%	98.2%	-0.5%
June 2024	98.0%	98.2%	-0.2%
July 2024	97.9%	98.2%	-0.3%
August 2024	97.7%	98.0%	-0.3%
September 2024	97.7%	97.9%	-0.2%
October 2024	97.6%	97.9%	-0.3%
November 2024	97.5%	97.5%	0.0%
December 2024	97.4%	97.9%	-0.5%
January 2025	97.2%	97.1%	+0.1%
February 2025	97.7%	98.2%	-0.5%
March 2025	97.4%	98.2%	-0.8%
April 2025	97.5%	97.9%	-0.4%
12-Month Avg*		98.0%	-0.4%

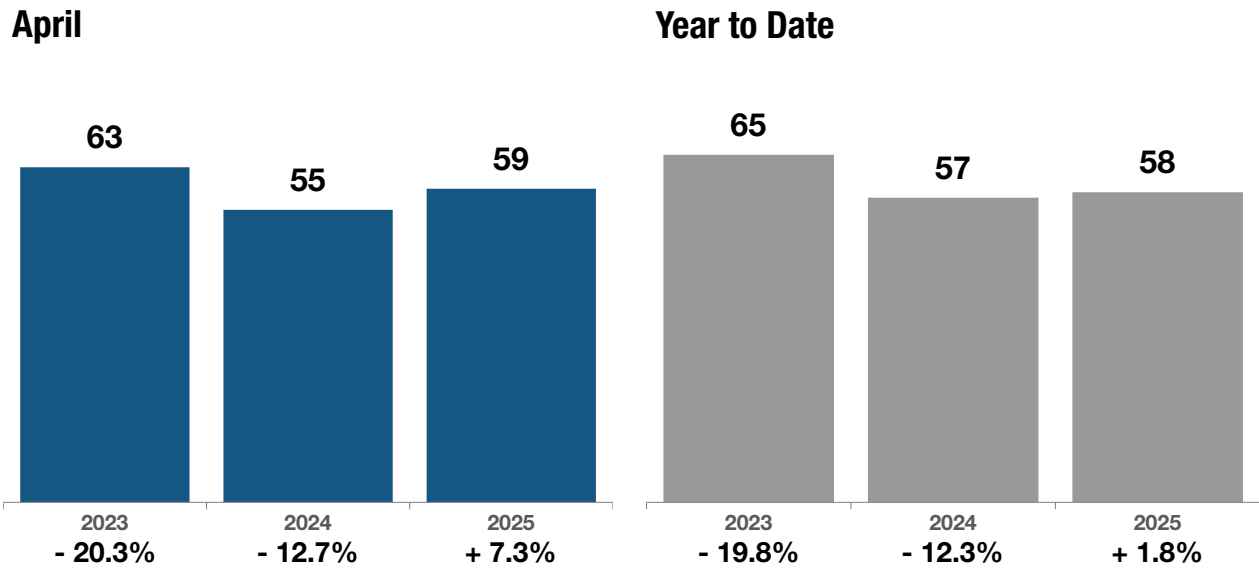
* Average Pct. of List Price Received for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



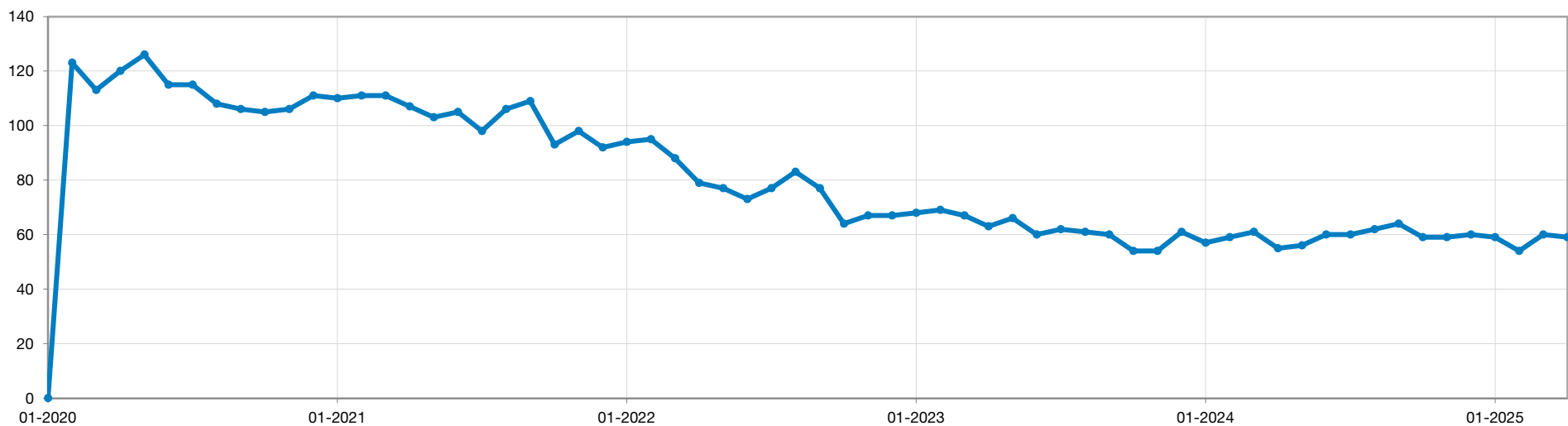
Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Affordability Index		Prior Year	Percent Change
May 2024	56	66	-15.2%
June 2024	60	60	0.0%
July 2024	60	62	-3.2%
August 2024	62	61	+1.6%
September 2024	64	60	+6.7%
October 2024	59	54	+9.3%
November 2024	59	54	+9.3%
December 2024	60	61	-1.6%
January 2025	59	57	+3.5%
February 2025	54	59	-8.5%
March 2025	60	61	-1.6%
April 2025	59	55	+7.3%
12-Month Avg		59	+0.3%

Historical Housing Affordability Index by Month

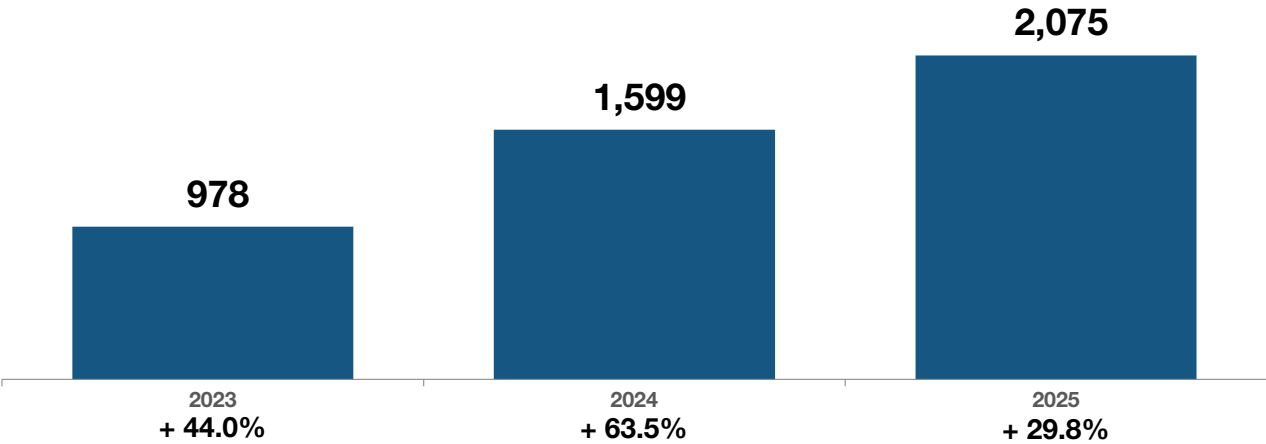


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



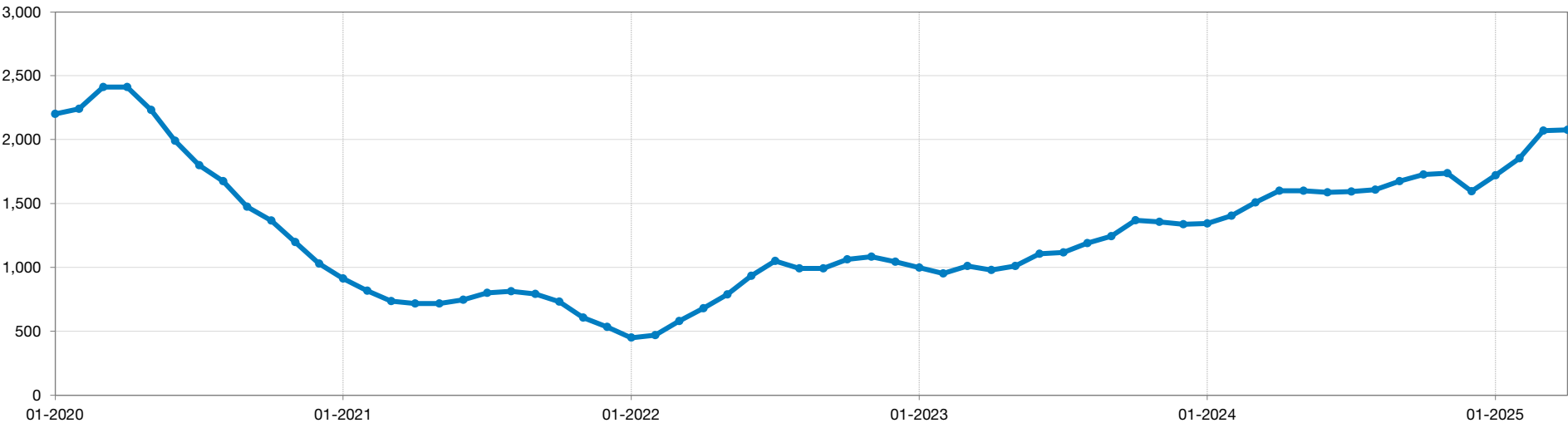
April



Homes for Sale		Prior Year	Percent Change
May 2024	1,600	1,010	+58.4%
June 2024	1,587	1,105	+43.6%
July 2024	1,592	1,116	+42.7%
August 2024	1,608	1,190	+35.1%
September 2024	1,675	1,243	+34.8%
October 2024	1,726	1,368	+26.2%
November 2024	1,737	1,356	+28.1%
December 2024	1,594	1,337	+19.2%
January 2025	1,719	1,343	+28.0%
February 2025	1,854	1,403	+32.1%
March 2025	2,070	1,507	+37.4%
April 2025	2,075	1,599	+29.8%
12-Month Avg*	1,736	1,298	+33.7%

* Homes for Sale for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

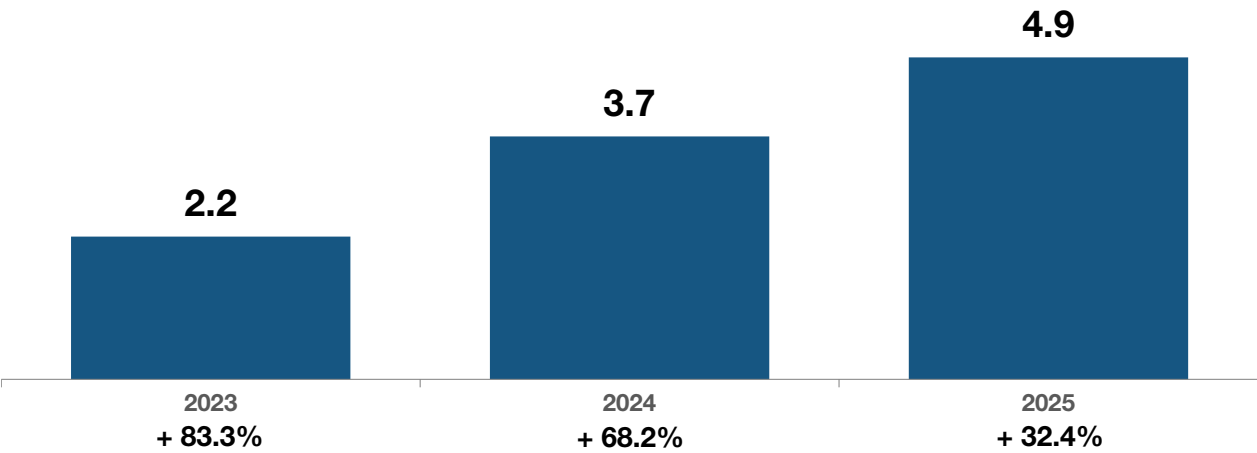


Months Supply of Inventory

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



April



Months Supply		Prior Year	Percent Change
May 2024	3.7	2.3	+60.9%
June 2024	3.7	2.5	+48.0%
July 2024	3.8	2.5	+52.0%
August 2024	3.9	2.7	+44.4%
September 2024	4.0	2.9	+37.9%
October 2024	4.1	3.2	+28.1%
November 2024	4.1	3.2	+28.1%
December 2024	3.7	3.1	+19.4%
January 2025	4.1	3.1	+32.3%
February 2025	4.4	3.3	+33.3%
March 2025	4.9	3.5	+40.0%
April 2025	4.9	3.7	+32.4%
12-Month Avg*	4.1	3.0	+36.7%

* Months Supply for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

