

Monthly Indicators



June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists' expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

New Listings were up 19.9 percent to 603. Pending Sales increased 22.4 percent to 502. Inventory grew 28.8 percent to 2,044 units.

Prices moved lower as Median Sales Price was down 0.6 percent to \$533,500. Days on Market increased 50.0 percent to 72 days. Months Supply of Inventory was up 29.7 percent to 4.8 months.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

Quick Facts

- 13.6%	- 0.6%	+ 29.7%
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

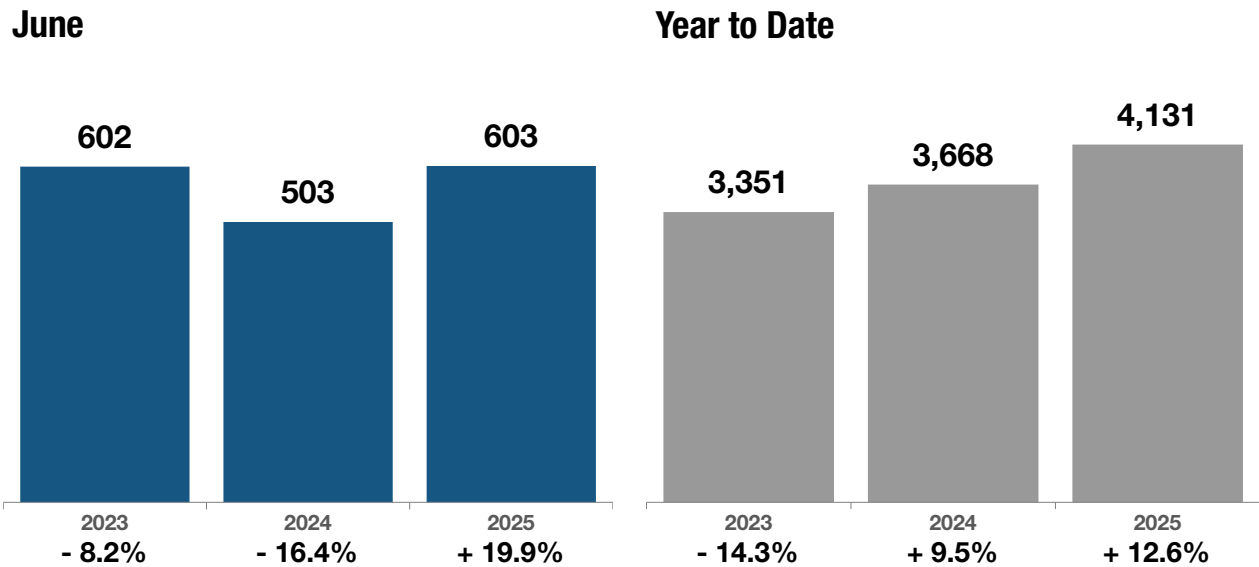
Key market metrics for the current month and year-to-date figures.



Key Metrics	Historical Sparkbars	06-2024	06-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		503	603	+ 19.9%	3,668	4,131	+ 12.6%
Pending Sales		410	502	+ 22.4%	2,859	2,899	+ 1.4%
Closed Sales		583	504	- 13.6%	2,864	2,683	- 6.3%
Days on Market		48	72	+ 50.0%	51	65	+ 27.5%
Median Sales Price		\$536,755	\$533,500	- 0.6%	\$540,976	\$555,569	+ 2.7%
Average Sales Price		\$753,700	\$748,491	- 0.7%	\$745,300	\$807,587	+ 8.4%
Pct. of List Price Received		98.0%	97.5%	- 0.5%	97.9%	97.5%	- 0.4%
Housing Affordability Index		60	60	0.0%	60	58	- 3.3%
Inventory of Homes for Sale		1,587	2,044	+ 28.8%	--	--	--
Months Supply of Inventory		3.7	4.8	+ 29.7%	--	--	--

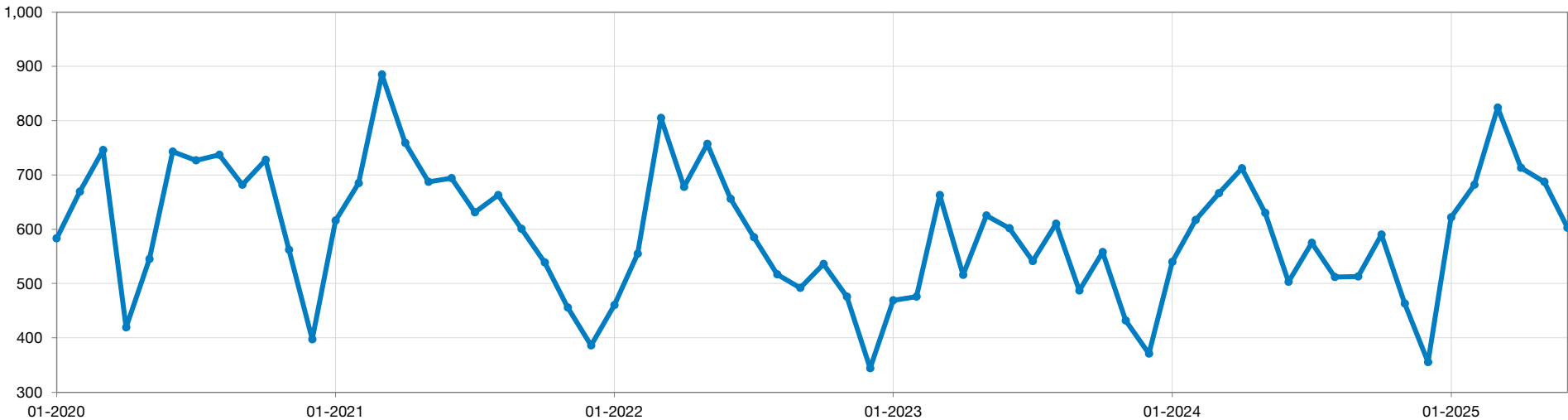
New Listings

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



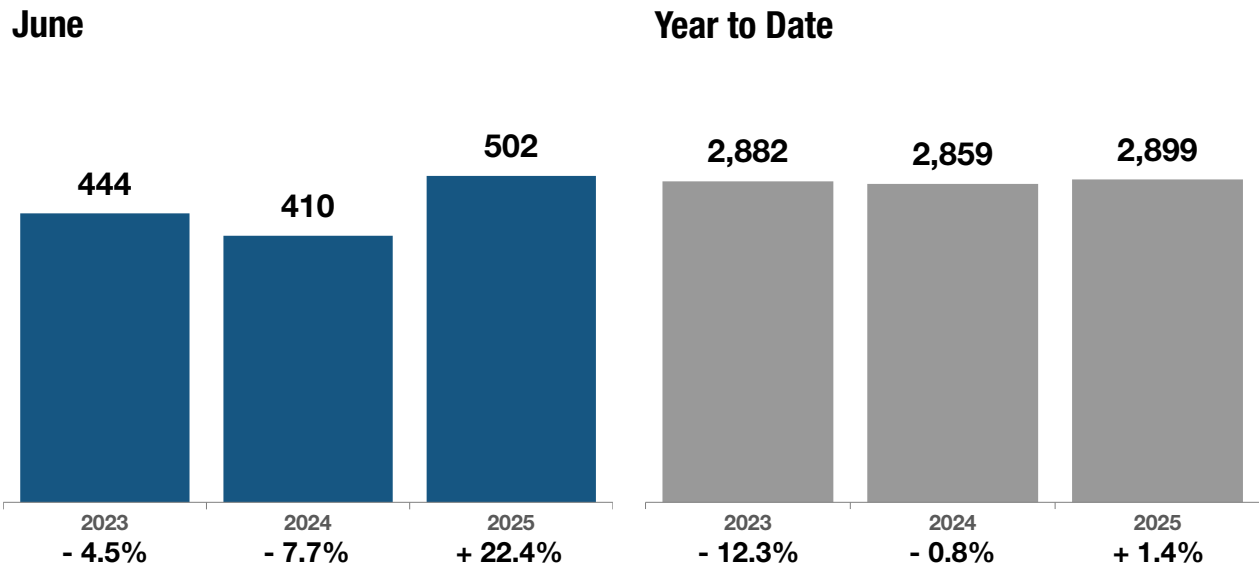
New Listings		Prior Year	Percent Change
July 2024	575	541	+6.3%
August 2024	512	610	-16.1%
September 2024	513	487	+5.3%
October 2024	590	558	+5.7%
November 2024	463	432	+7.2%
December 2024	355	371	-4.3%
January 2025	622	540	+15.2%
February 2025	682	617	+10.5%
March 2025	824	666	+23.7%
April 2025	713	712	+0.1%
May 2025	687	630	+9.0%
June 2025	603	503	+19.9%
12-Month Avg	595	556	+7.1%

Historical New Listings by Month



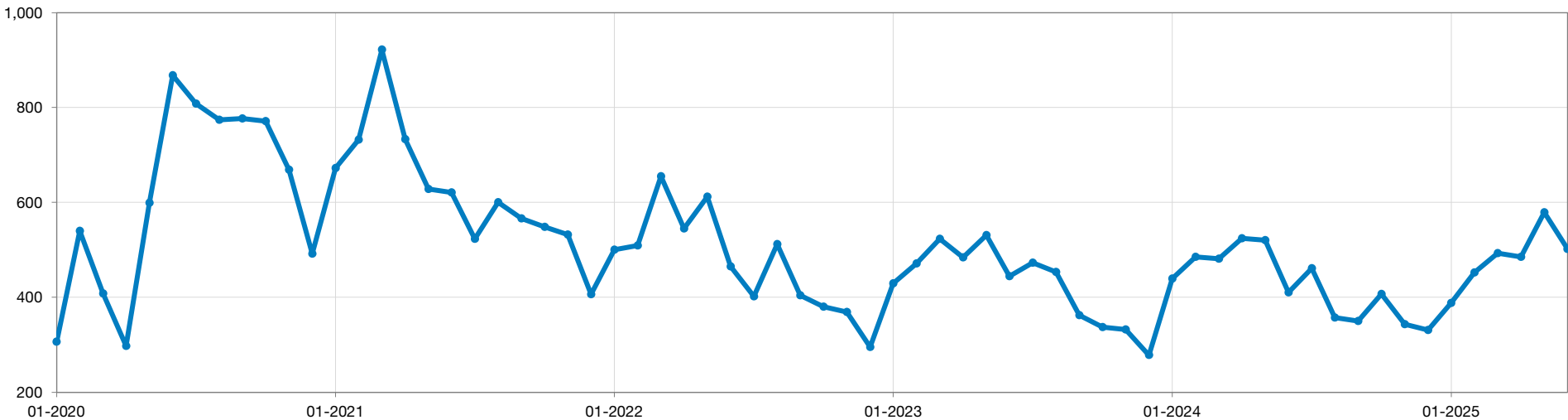
Pending Sales

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



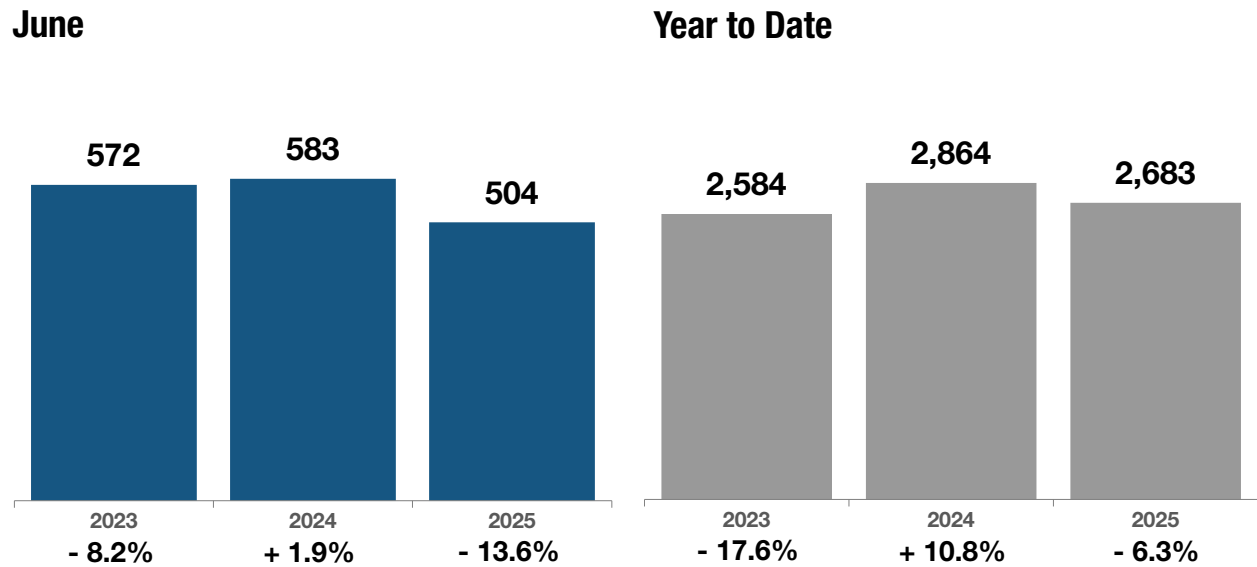
Pending Sales		Prior Year	Percent Change
July 2024	461	473	-2.5%
August 2024	357	453	-21.2%
September 2024	350	362	-3.3%
October 2024	407	337	+20.8%
November 2024	343	332	+3.3%
December 2024	331	278	+19.1%
January 2025	388	439	-11.6%
February 2025	452	485	-6.8%
March 2025	493	481	+2.5%
April 2025	485	524	-7.4%
May 2025	579	520	+11.3%
June 2025	502	410	+22.4%
12-Month Avg	429	425	+1.1%

Historical Pending Sales by Month



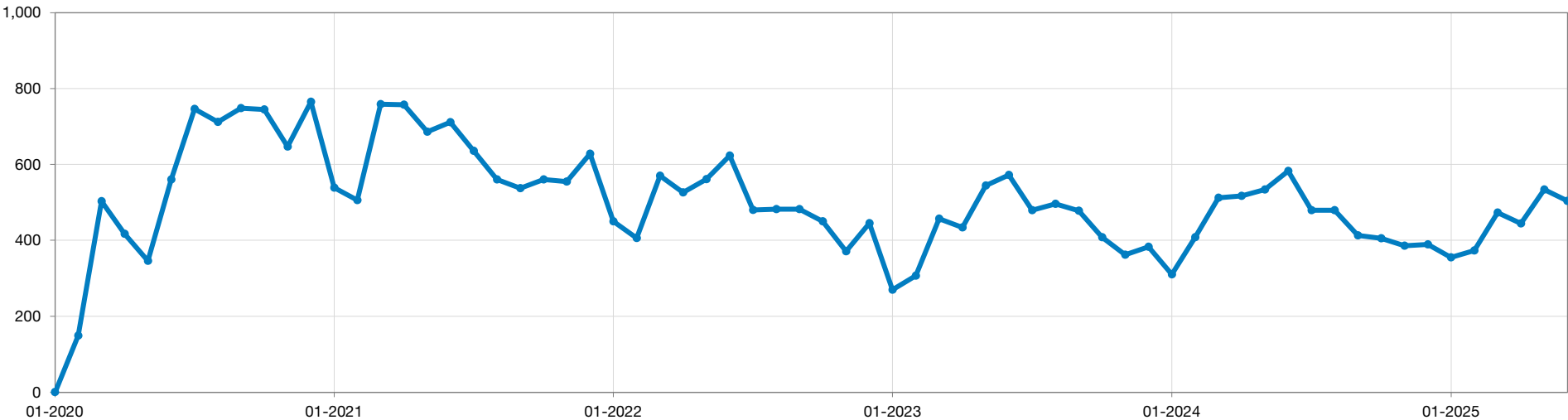
Closed Sales

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



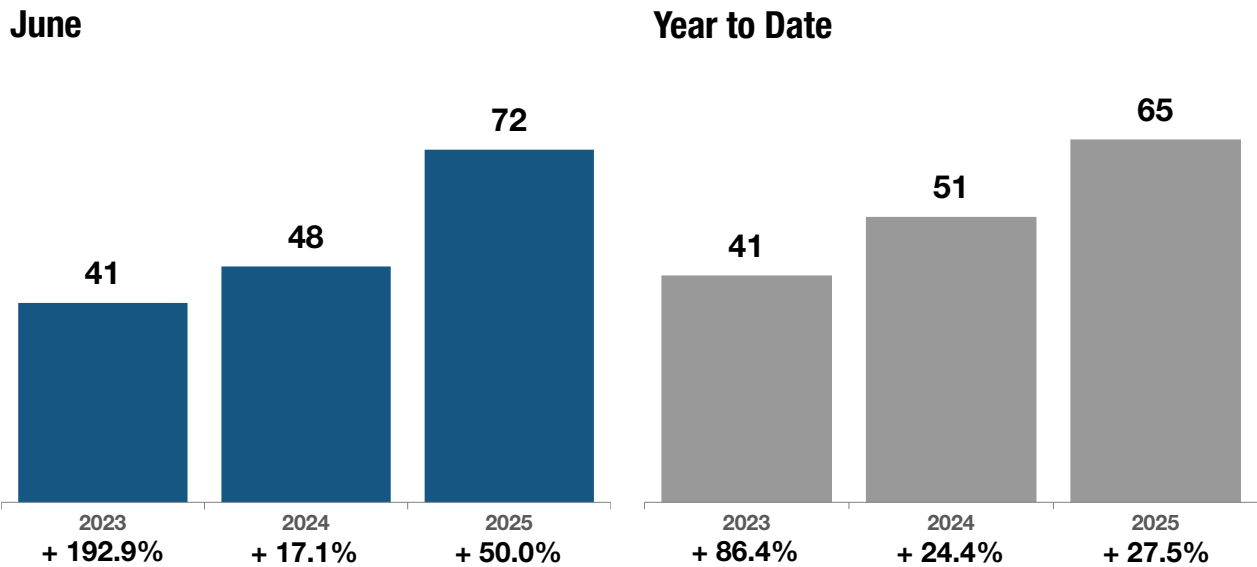
Closed Sales		Prior Year	Percent Change
July 2024	479	479	0.0%
August 2024	479	496	-3.4%
September 2024	413	478	-13.6%
October 2024	405	408	-0.7%
November 2024	386	362	+6.6%
December 2024	389	383	+1.6%
January 2025	355	310	+14.5%
February 2025	373	408	-8.6%
March 2025	473	512	-7.6%
April 2025	444	517	-14.1%
May 2025	534	534	0.0%
June 2025	504	583	-13.6%
12-Month Avg	436	456	-4.3%

Historical Closed Sales by Month



Days on Market Until Sale

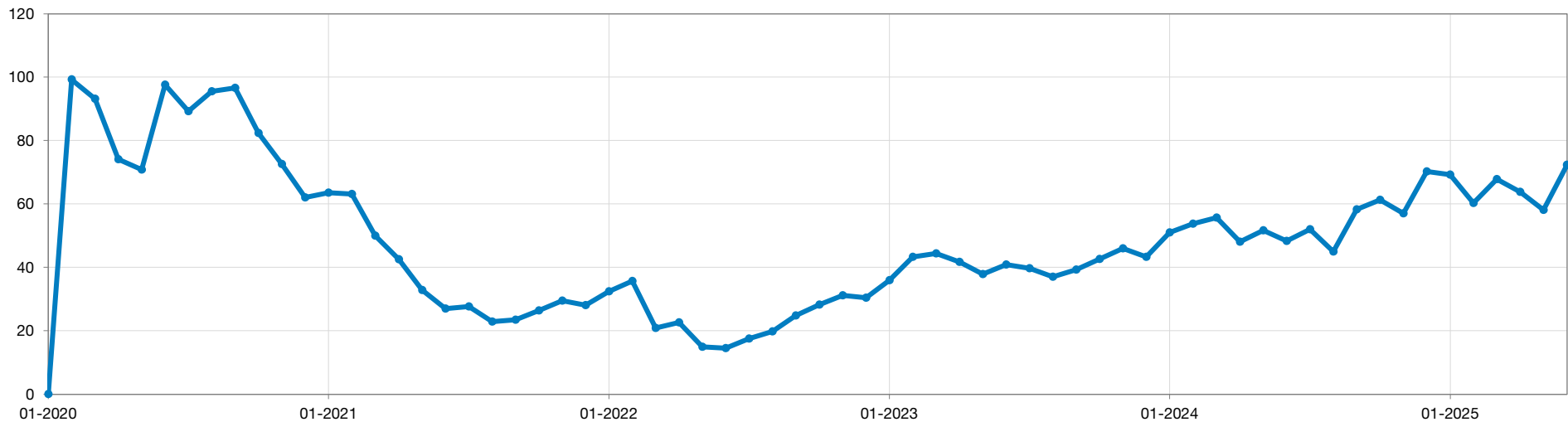
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
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%
May 2025	58	52	+11.5%
June 2025	72	48	+50.0%
12-Month Avg*	61	46	+32.6%

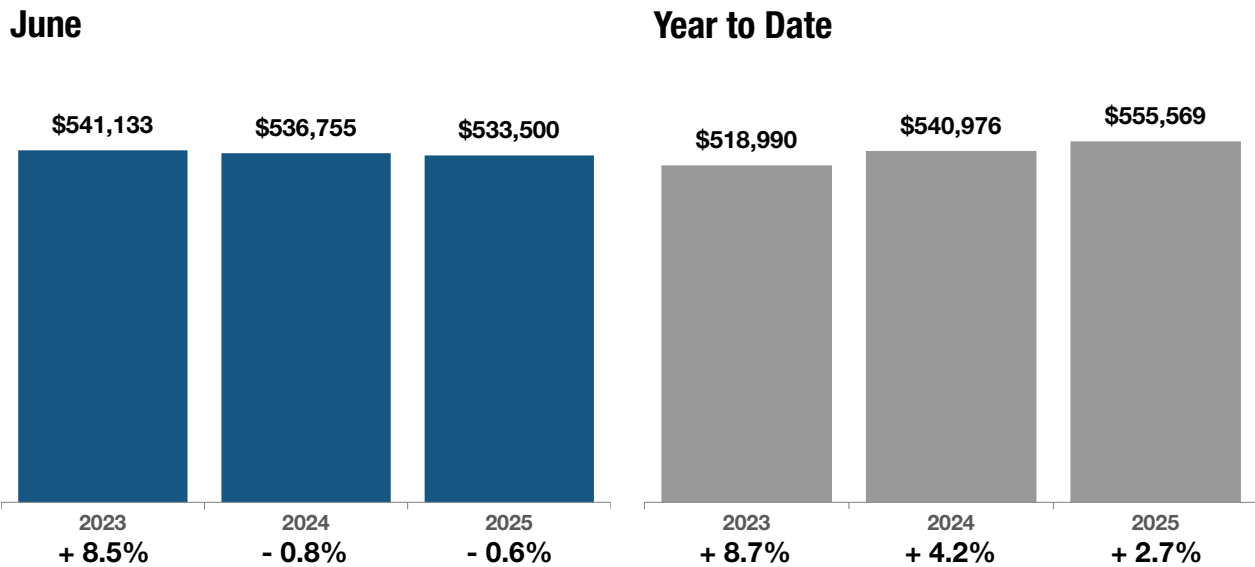
* Average Days on Market of all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



Median Sales Price

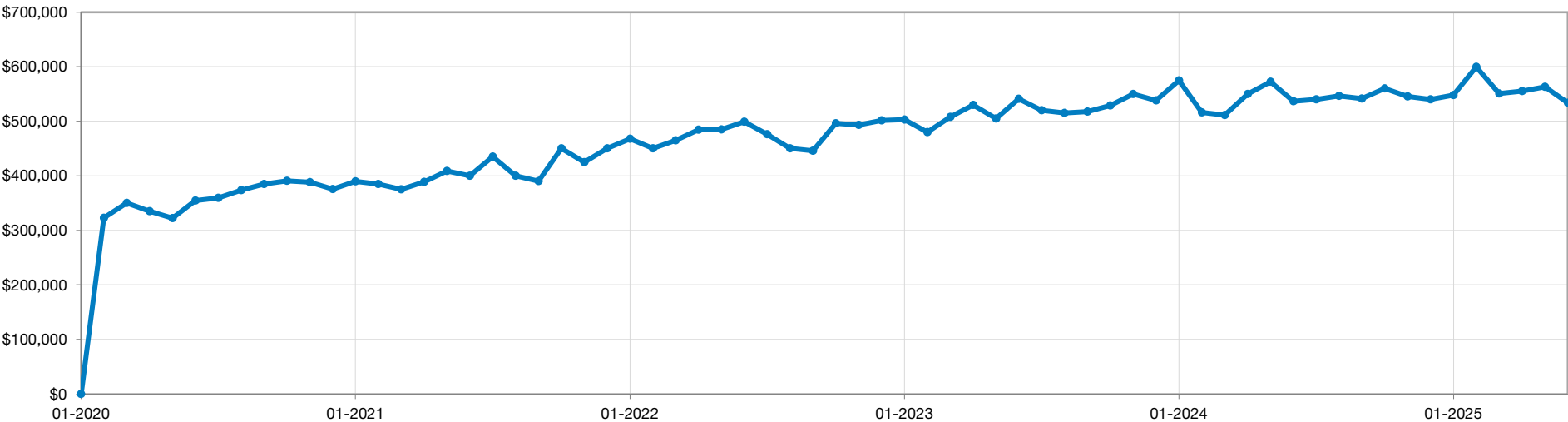
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



	Median Sales Price	Prior Year	Percent Change
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	\$599,725	\$516,063	+16.2%
March 2025	\$550,665	\$511,250	+7.7%
April 2025	\$555,000	\$549,900	+0.9%
May 2025	\$562,950	\$572,500	-1.7%
June 2025	\$533,500	\$536,755	-0.6%
12-Month Med*	\$549,990	\$533,000	+3.2%

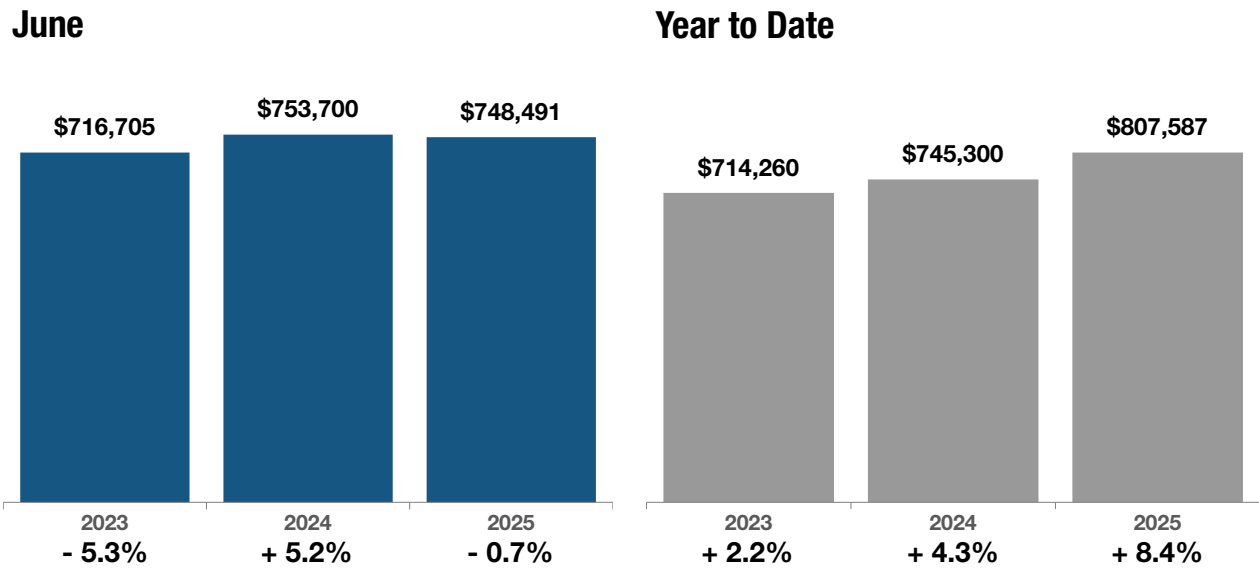
* Median Sales Price of all properties from July 2024 through June 2025. This is not the median of the individual figures above.

Historical Median Sales Price by Month



Average Sales Price

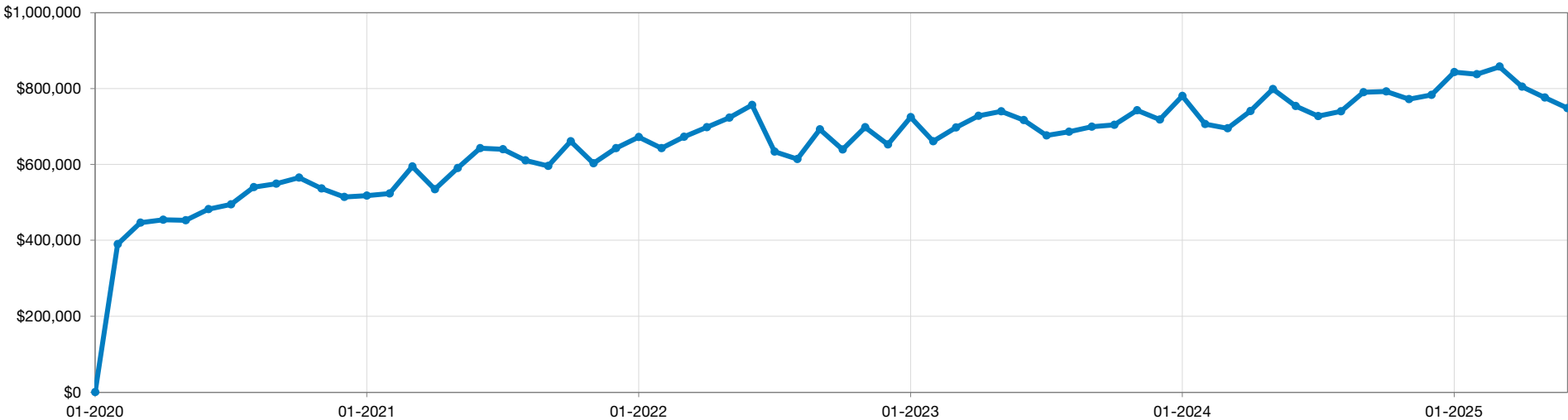
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



Avg. Sales Price	Prior Year	Percent Change
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	\$783,354	\$717,912 +9.1%
January 2025	\$843,279	\$780,490 +8.0%
February 2025	\$837,616	\$706,028 +18.6%
March 2025	\$857,753	\$695,288 +23.4%
April 2025	\$805,061	\$740,484 +8.7%
May 2025	\$776,381	\$798,323 -2.7%
June 2025	\$748,491	\$753,700 -0.7%
12-Month Avg*	\$789,418	\$725,086 +8.9%

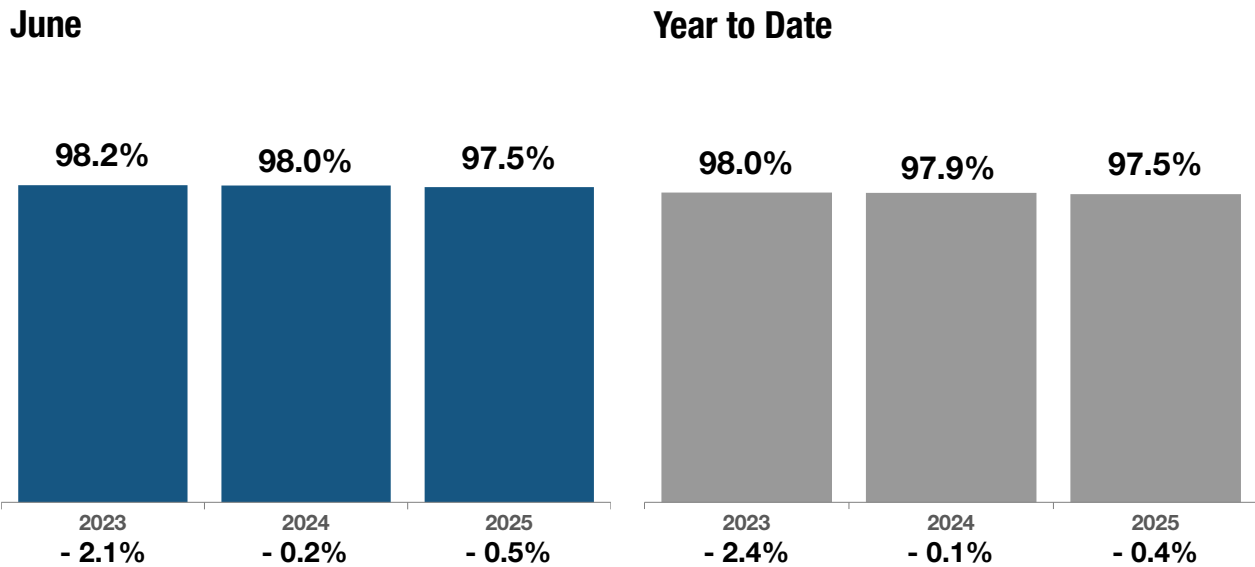
* Avg. Sales Price of all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month



Percent of List Price Received

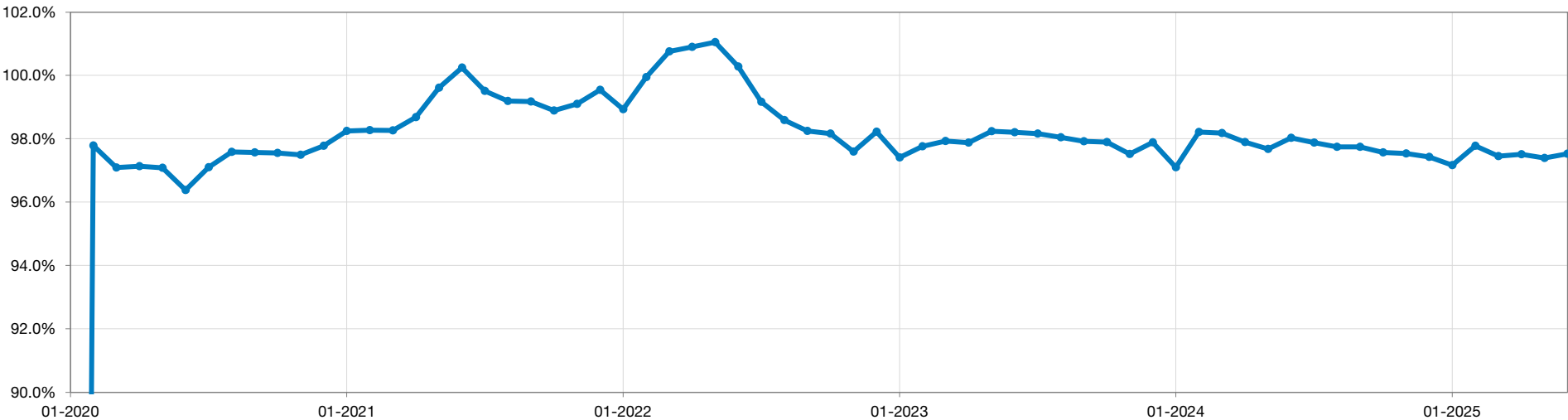
Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Pct. of List Price Received		Prior Year	Percent Change
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	97.8%	98.2%	-0.4%
March 2025	97.5%	98.2%	-0.7%
April 2025	97.5%	97.9%	-0.4%
May 2025	97.4%	97.7%	-0.3%
June 2025	97.5%	98.0%	-0.5%
12-Month Avg*		97.9%	-0.3%

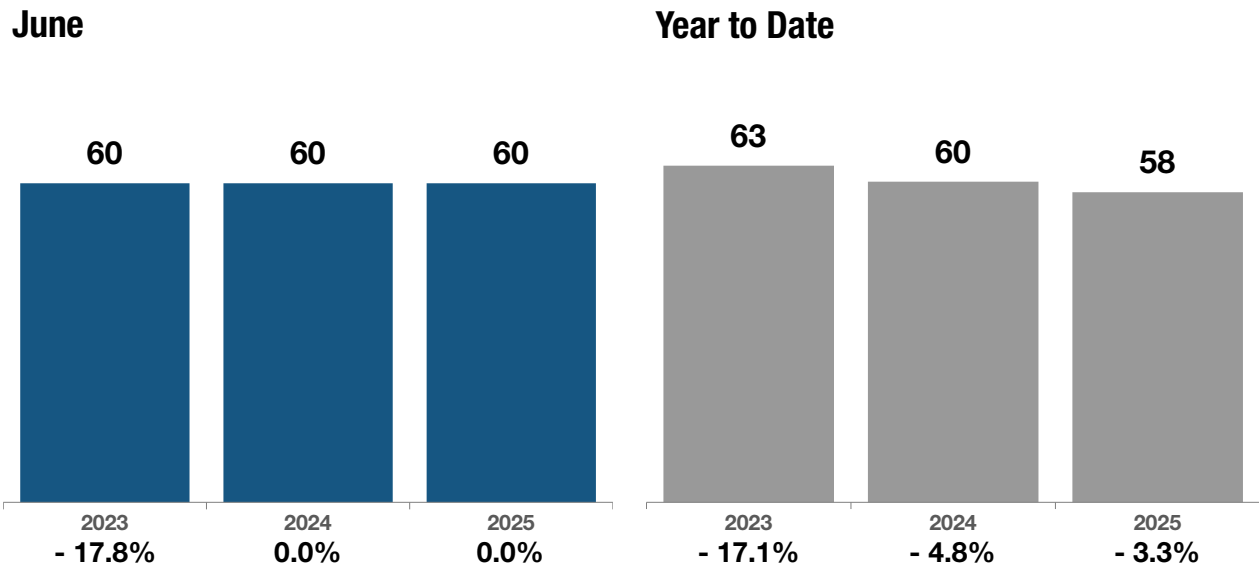
* Average Pct. of List Price Received for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



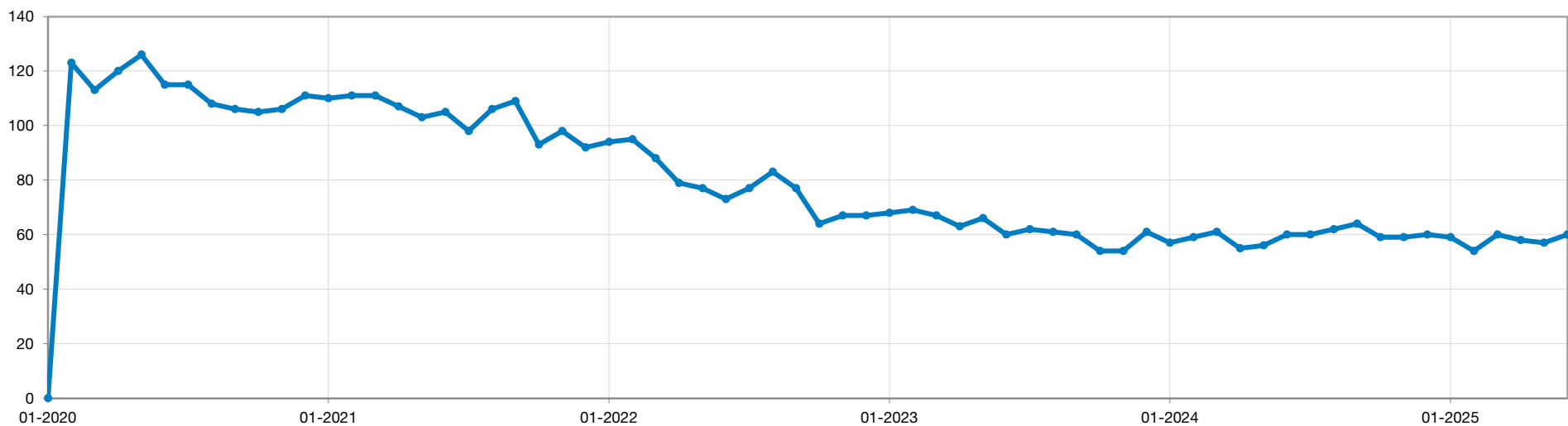
Housing Affordability Index

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
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	58	55	+5.5%
May 2025	57	56	+1.8%
June 2025	60	60	0.0%
12-Month Avg	59	58	+1.7%

Historical Housing Affordability Index by Month

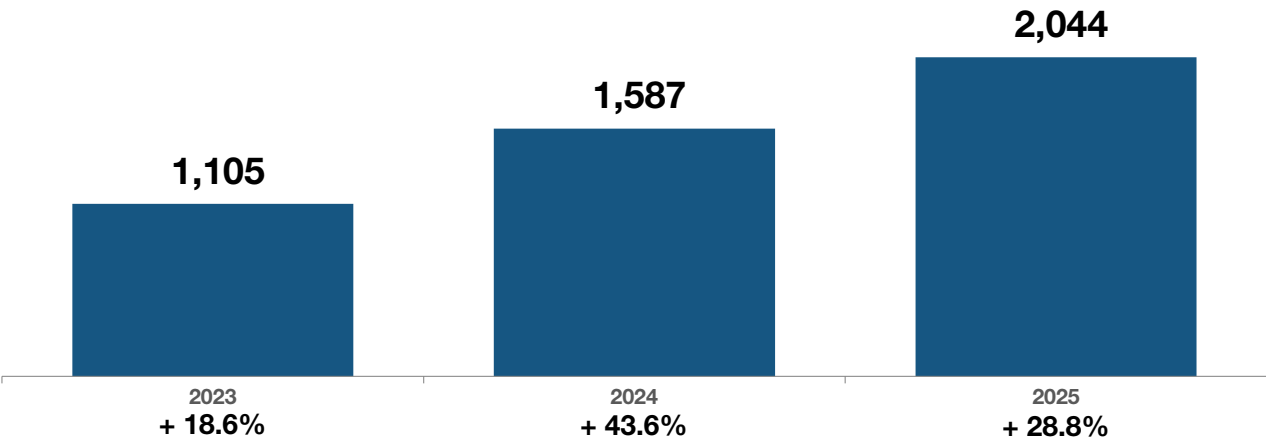


Inventory of Homes for Sale

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



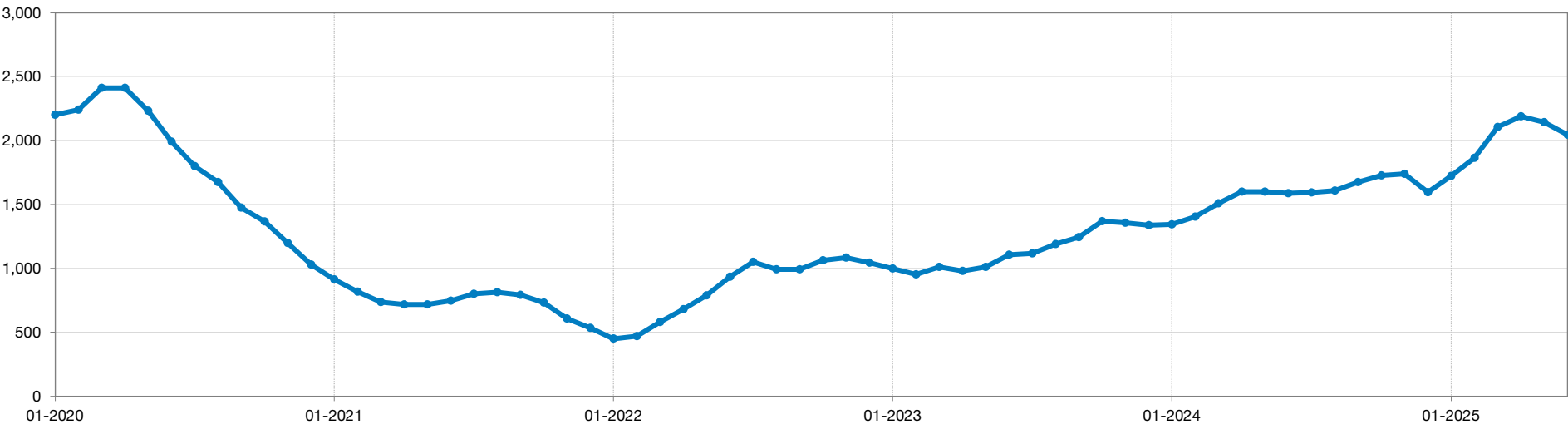
June



Homes for Sale		Prior Year	Percent Change
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	1,738	1,356	+28.2%
December 2024	1,596	1,337	+19.4%
January 2025	1,723	1,343	+28.3%
February 2025	1,863	1,403	+32.8%
March 2025	2,106	1,507	+39.7%
April 2025	2,188	1,599	+36.8%
May 2025	2,142	1,600	+33.9%
June 2025	2,044	1,587	+28.8%
12-Month Avg*	1,833	1,387	+32.2%

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

Historical Inventory of Homes for Sale by Month

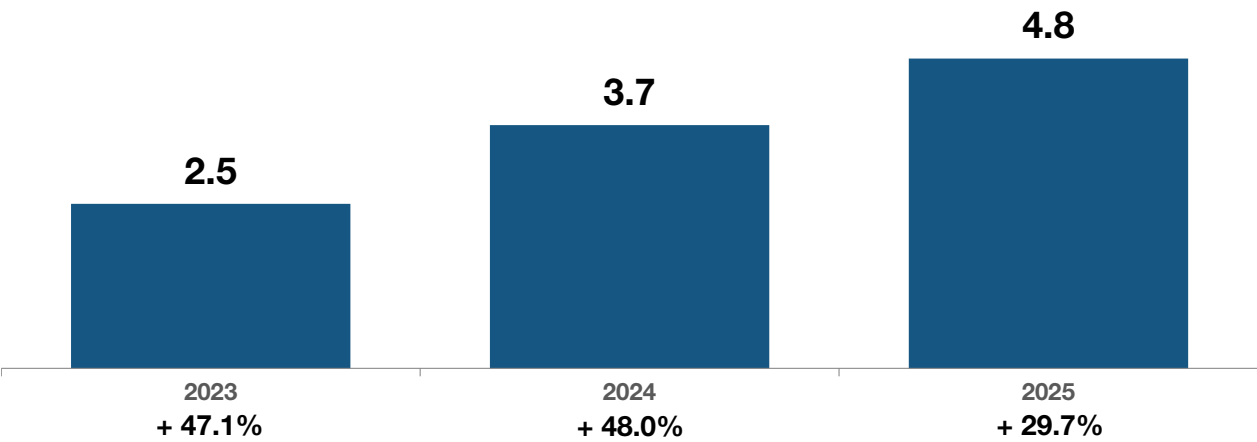


Months Supply of Inventory

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.



June



Months Supply		Prior Year	Percent Change
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	5.0	3.5	+42.9%
April 2025	5.3	3.7	+43.2%
May 2025	5.1	3.7	+37.8%
June 2025	4.8	3.7	+29.7%
12-Month Avg*	4.4	3.2	+37.5%

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

Historical Months Supply of Inventory by Month

