

Monthly Indicators



March 2026

U.S. existing-home sales unexpectedly rose 1.7% month-over-month to a seasonally adjusted annual rate of 4.09 million, as lower mortgage rates helped boost buyer activity, according to the National Association of REALTORS® (NAR). Monthly sales increased in the Midwest, South, and West but decreased in the Northeast. Sales increased year-over-year in the South, but fell in the Northeast, Midwest, and West.

New Listings were down 8.3 percent to 756. Pending Sales increased 14.3 percent to 566. Inventory shrank 4.3 percent to 2,030 units.

Median Sales Price was up 9.0 percent to \$599,990. Days on Market increased 91.7 percent to 138 days. Months Supply of Inventory was down 12.0 percent to 4.4 months.

Data from NAR show that inventory continued to grow nationwide, ticking up 2.4% month-over-month and 4.9% year-over-year to 1.29 million units heading into March, representing a 3.8-month supply at the current sales pace. Meanwhile, home prices increased for the 32nd consecutive month, climbing 0.3% year-over-year to \$398,000.

Quick Facts

- 2.5%	+ 9.0%	- 12.0%
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

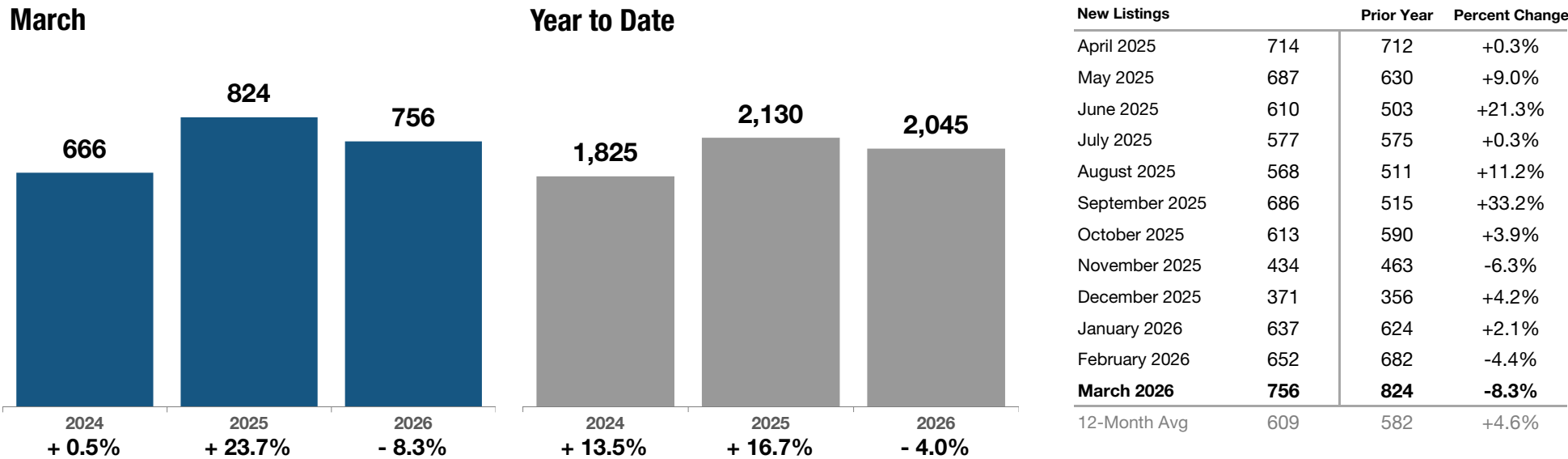
Key market metrics for the current month and year-to-date figures.



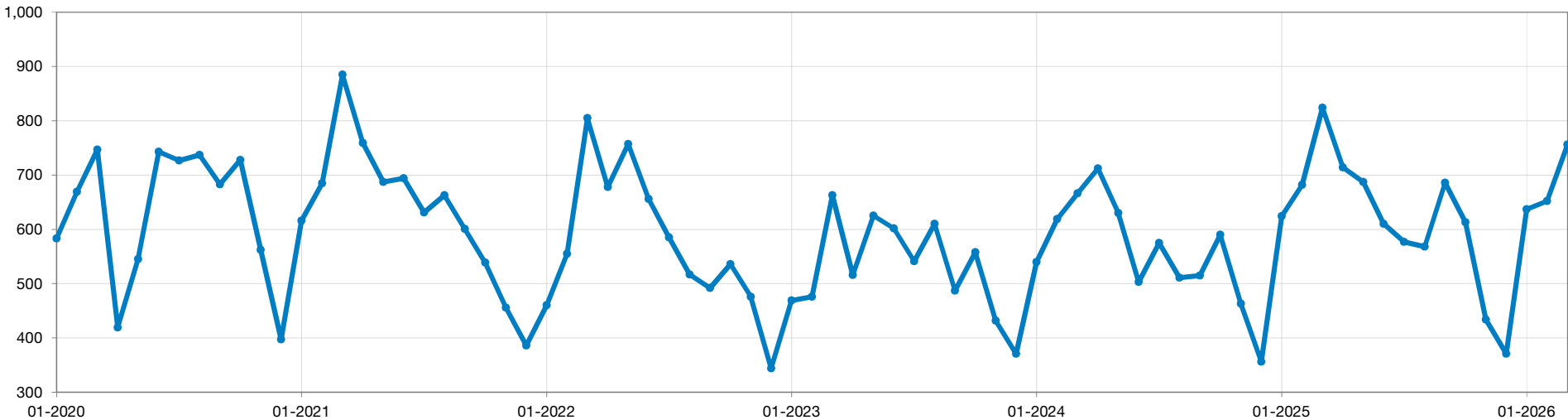
Key Metrics	Historical Sparkbars	03-2025	03-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		824	756	- 8.3%	2,130	2,045	- 4.0%
Pending Sales		495	566	+ 14.3%	1,339	1,473	+ 10.0%
Closed Sales		473	461	- 2.5%	1,201	1,160	- 3.4%
Days on Market		72	138	+ 91.7%	68	140	+ 105.9%
Median Sales Price		\$550,665	\$599,990	+ 9.0%	\$563,876	\$565,000	+ 0.2%
Average Sales Price		\$857,753	\$923,012	+ 7.6%	\$847,229	\$878,175	+ 3.7%
Pct. of List Price Received		97.5%	96.9%	- 0.6%	97.5%	96.8%	- 0.7%
Housing Affordability Index		64	58	- 9.4%	62	62	0.0%
Inventory of Homes for Sale		2,122	2,030	- 4.3%	--	--	--
Months Supply of Inventory		5.0	4.4	- 12.0%	--	--	--

New Listings

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

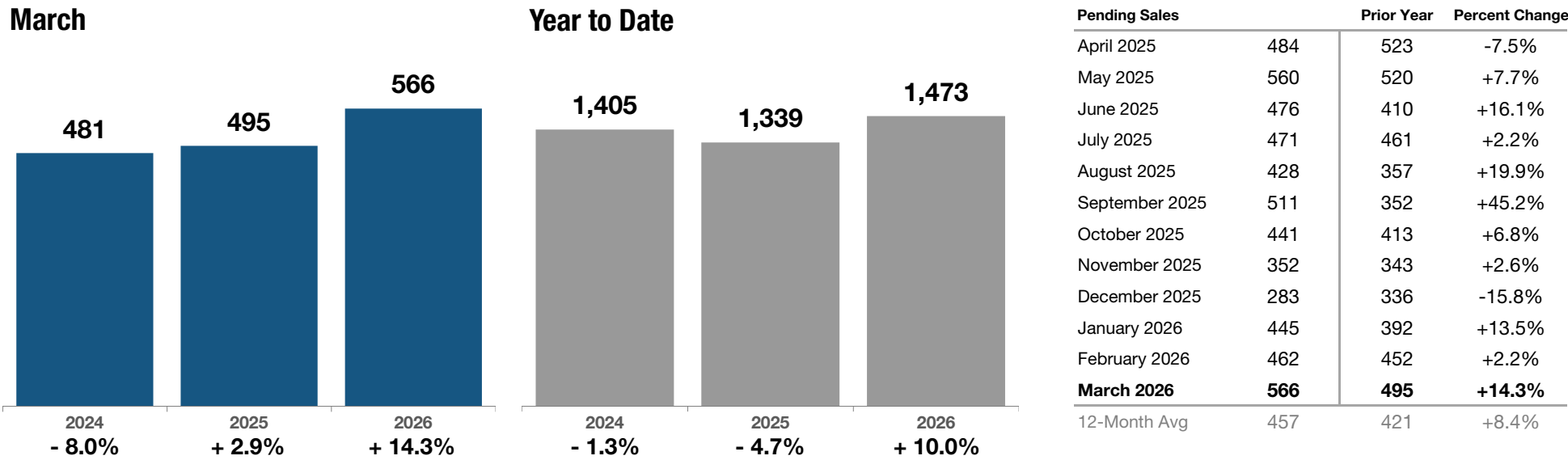


Historical New Listings by Month

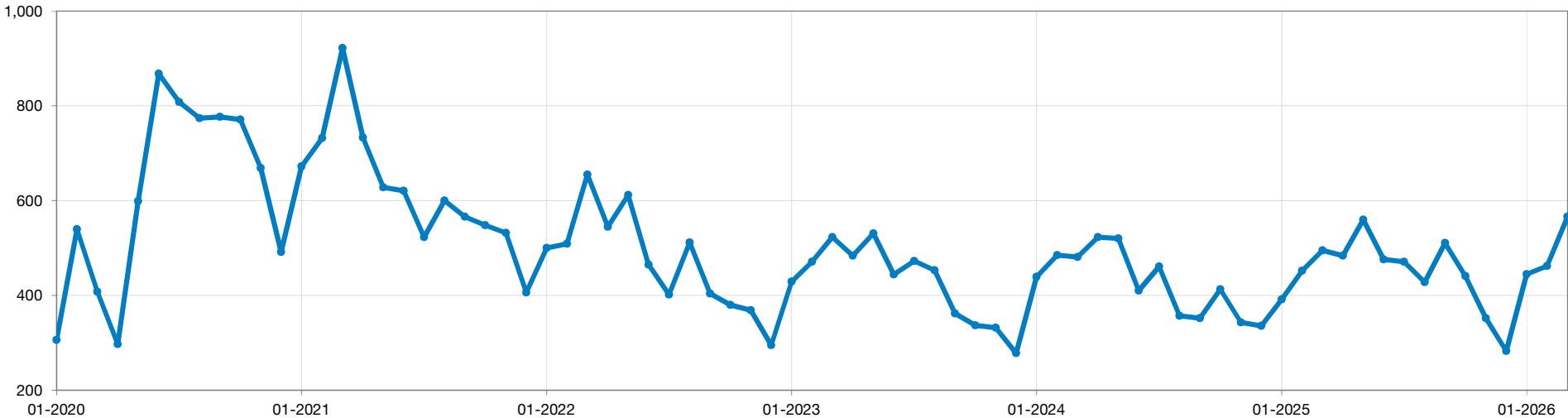


Pending Sales

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

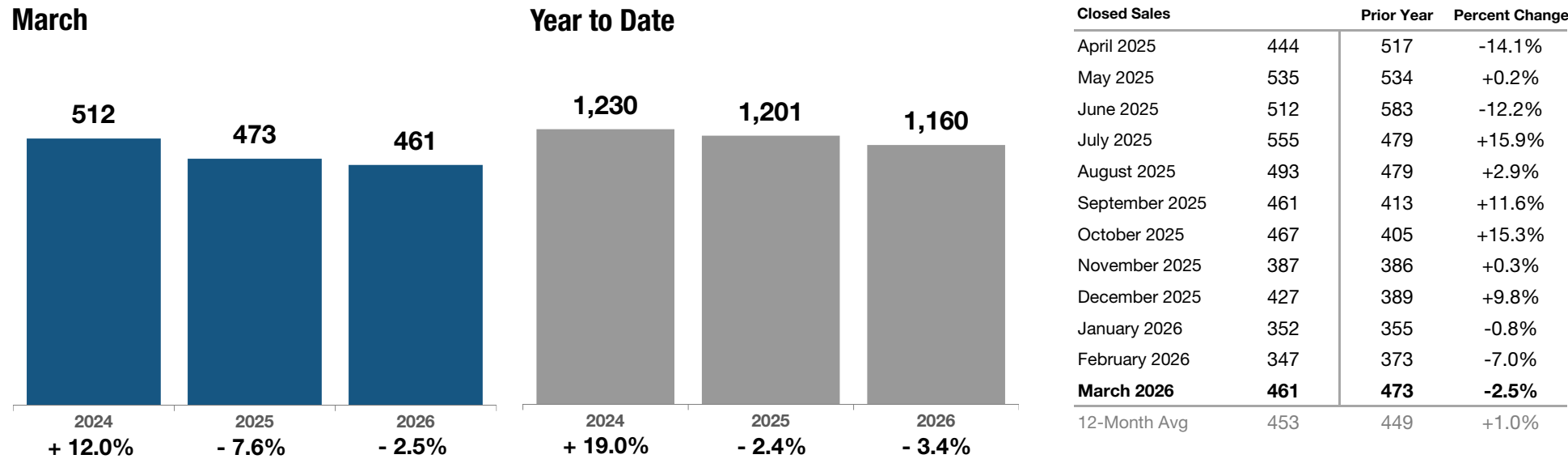


Historical Pending Sales by Month

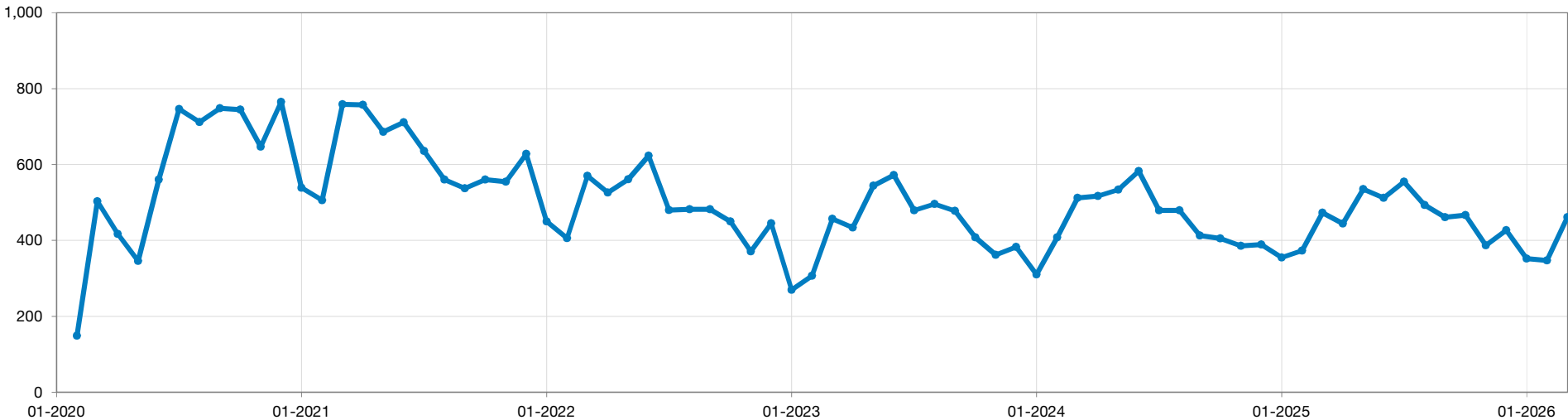


Closed Sales

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

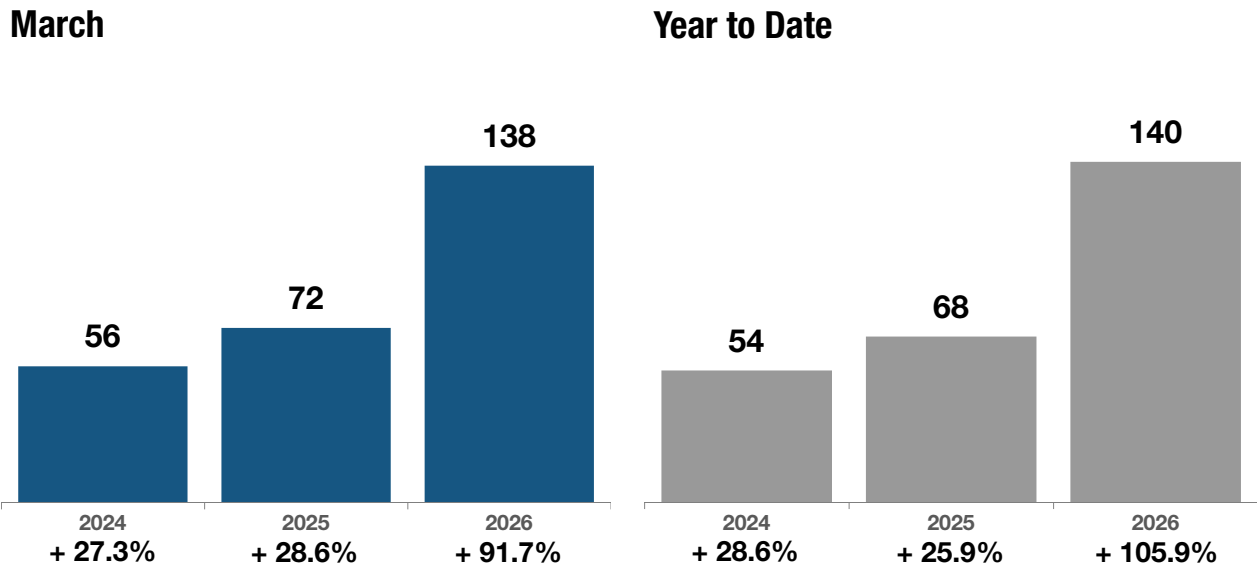


Historical Closed Sales by Month



Days on Market Until Sale

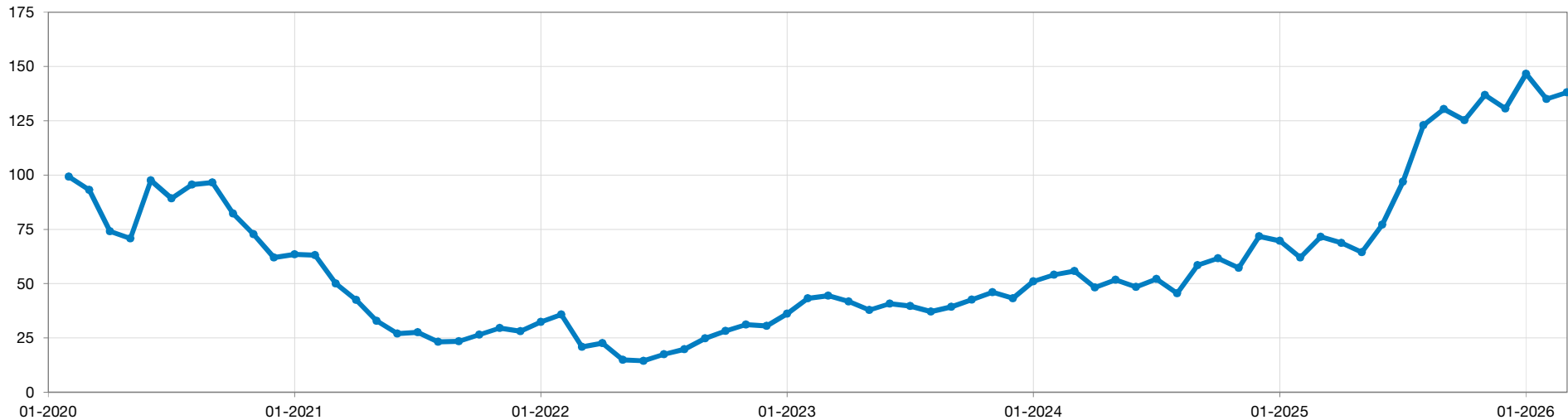
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
April 2025	69	48	+43.8%
May 2025	64	52	+23.1%
June 2025	77	48	+60.4%
July 2025	97	52	+86.5%
August 2025	123	45	+173.3%
September 2025	130	58	+124.1%
October 2025	125	62	+101.6%
November 2025	137	57	+140.4%
December 2025	131	72	+81.9%
January 2026	147	70	+110.0%
February 2026	135	62	+117.7%
March 2026	138	72	+91.7%
12-Month Avg*	112	57	+96.5%

* Average Days on Market of all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

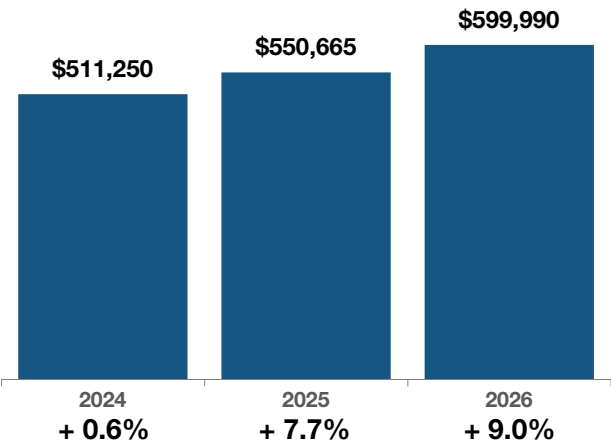


Median Sales Price

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



March



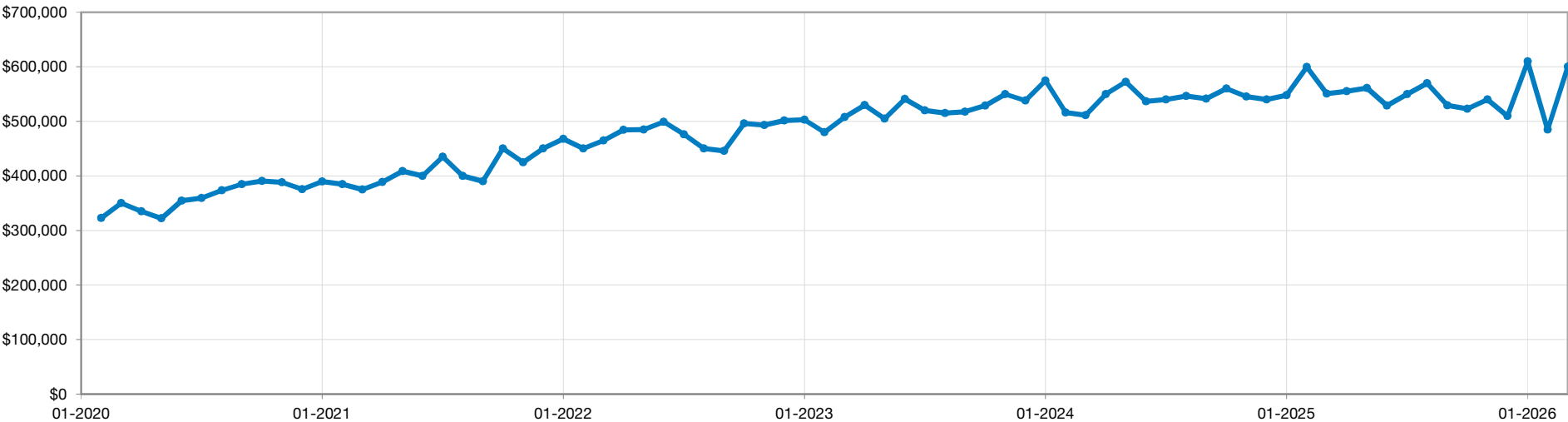
Year to Date



Median Sales Price		Prior Year	Percent Change
April 2025	\$555,000	\$549,900	+0.9%
May 2025	\$560,900	\$572,500	-2.0%
June 2025	\$529,000	\$536,755	-1.4%
July 2025	\$550,000	\$540,000	+1.9%
August 2025	\$570,000	\$546,386	+4.3%
September 2025	\$529,165	\$541,500	-2.3%
October 2025	\$523,000	\$560,000	-6.6%
November 2025	\$540,000	\$545,195	-1.0%
December 2025	\$510,000	\$540,000	-5.6%
January 2026	\$609,933	\$547,900	+11.3%
February 2026	\$485,000	\$599,725	-19.1%
March 2026	\$599,990	\$550,665	+9.0%
12-Month Med*	\$545,000	\$549,900	-0.9%

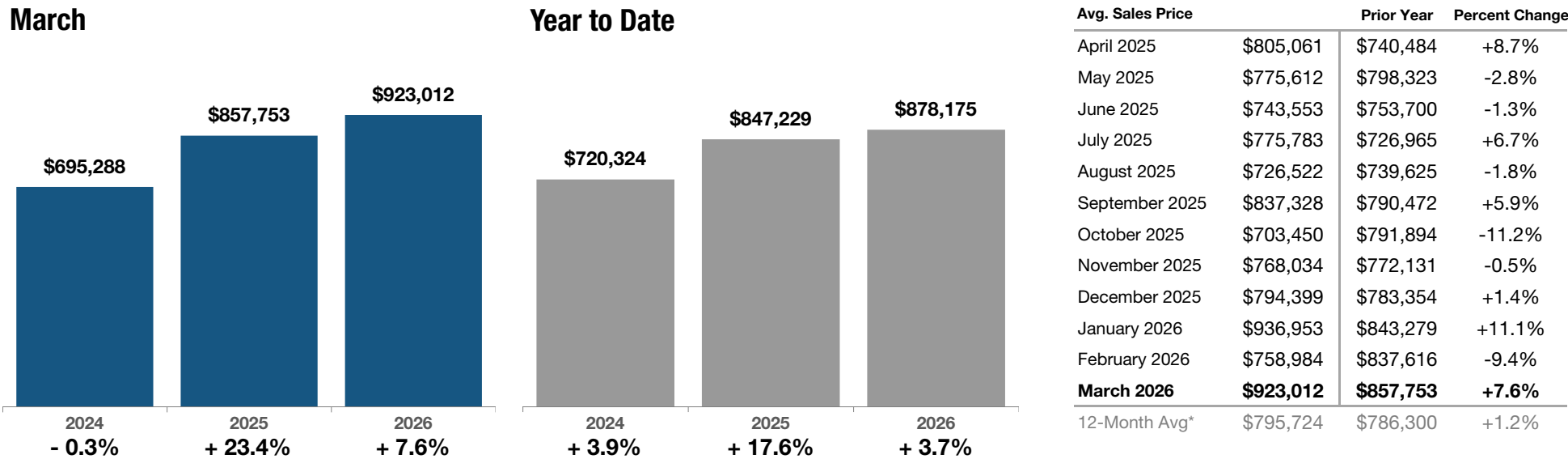
* Median Sales Price of all properties from April 2025 through March 2026. This is not the median of the individual figures above.

Historical Median Sales Price by Month



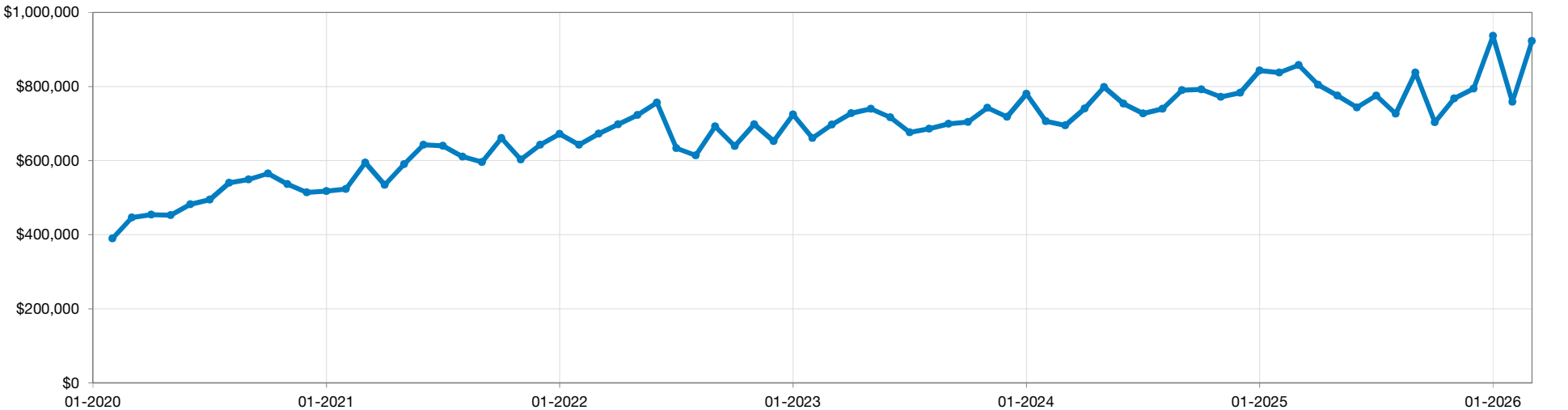
Average Sales Price

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



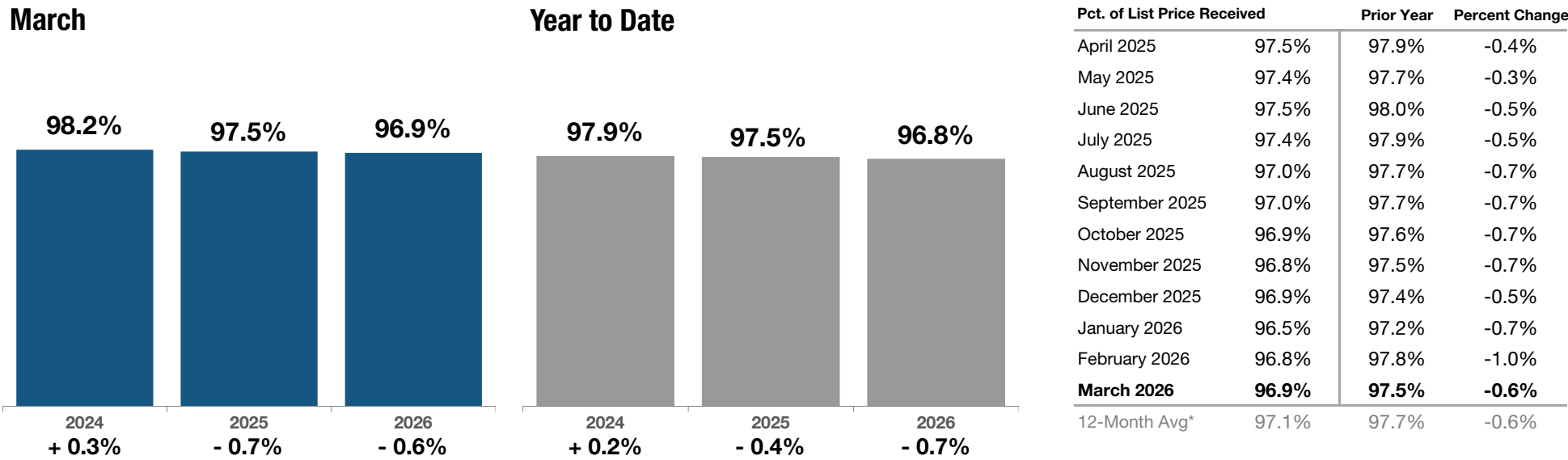
* Avg. Sales Price of all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Average Sales Price by Month



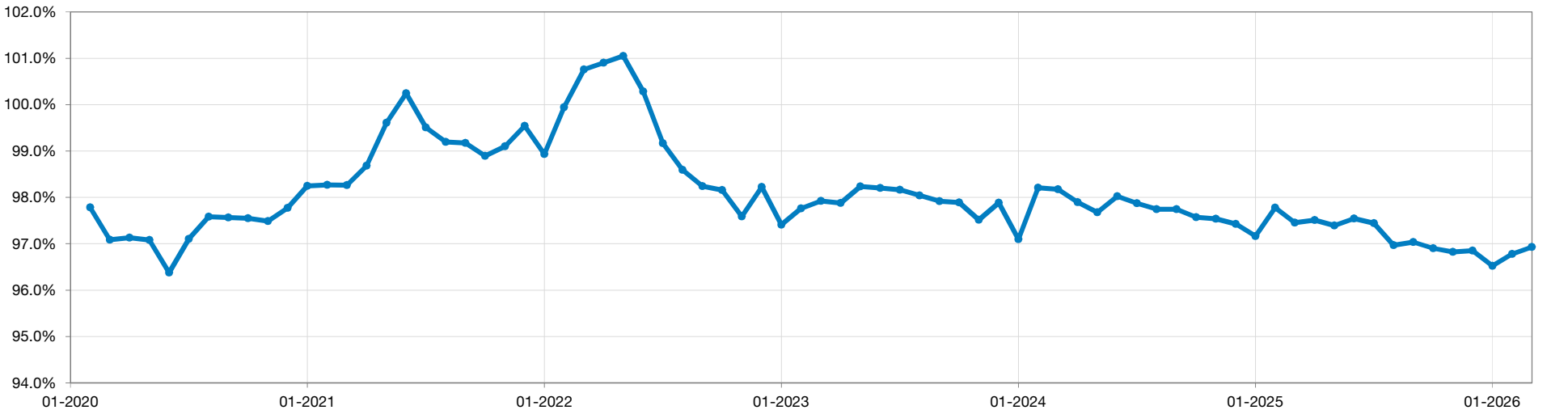
Percent of List Price Received

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.



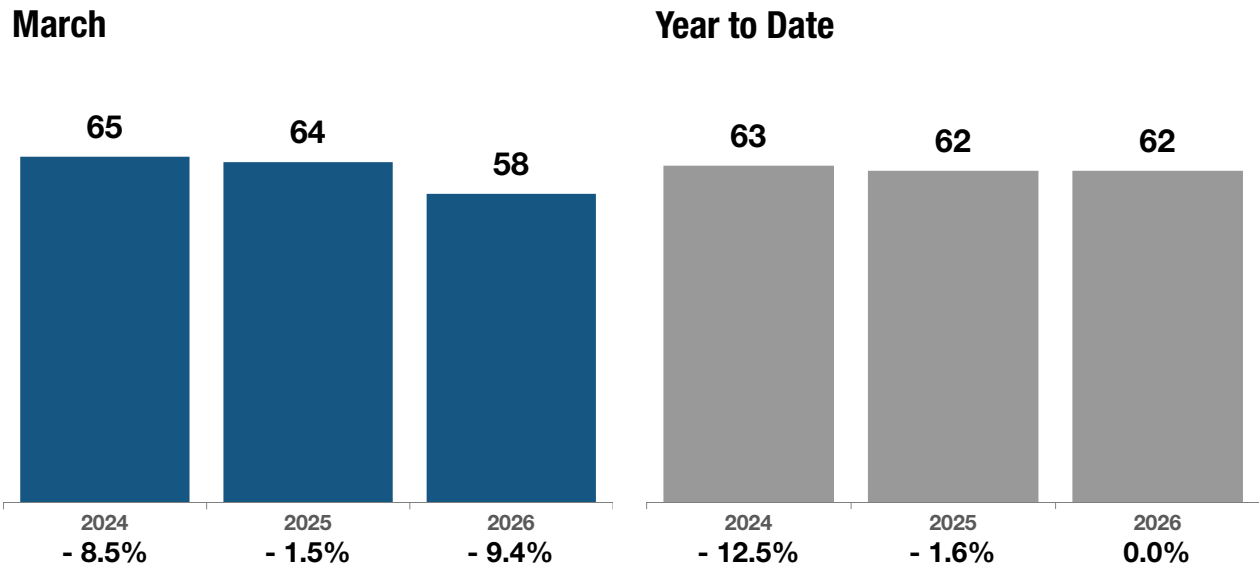
* Average Pct. of List Price Received for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



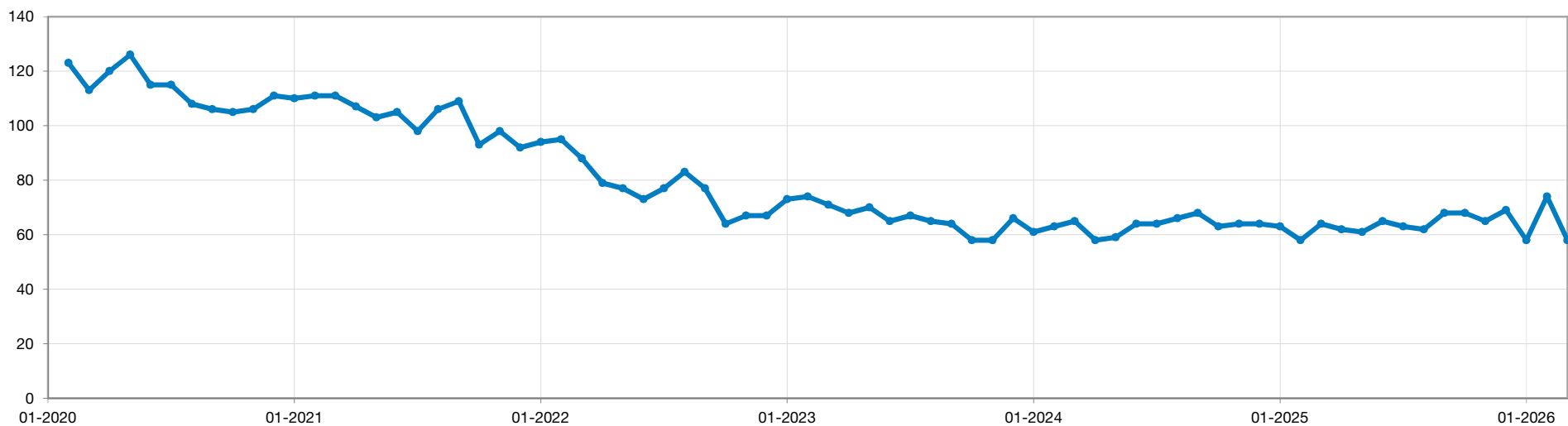
Housing Affordability Index

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
April 2025	62	58	+6.9%
May 2025	61	59	+3.4%
June 2025	65	64	+1.6%
July 2025	63	64	-1.6%
August 2025	62	66	-6.1%
September 2025	68	68	0.0%
October 2025	68	63	+7.9%
November 2025	65	64	+1.6%
December 2025	69	64	+7.8%
January 2026	58	63	-7.9%
February 2026	74	58	+27.6%
March 2026	58	64	-9.4%
12-Month Avg	64	63	+2.4%

Historical Housing Affordability Index by Month

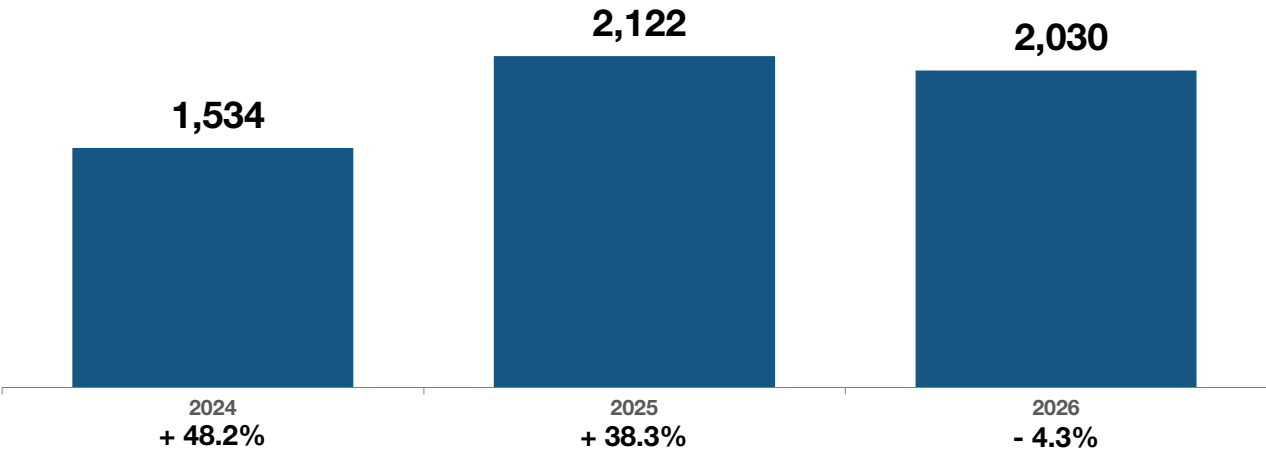


Inventory of Homes for Sale

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



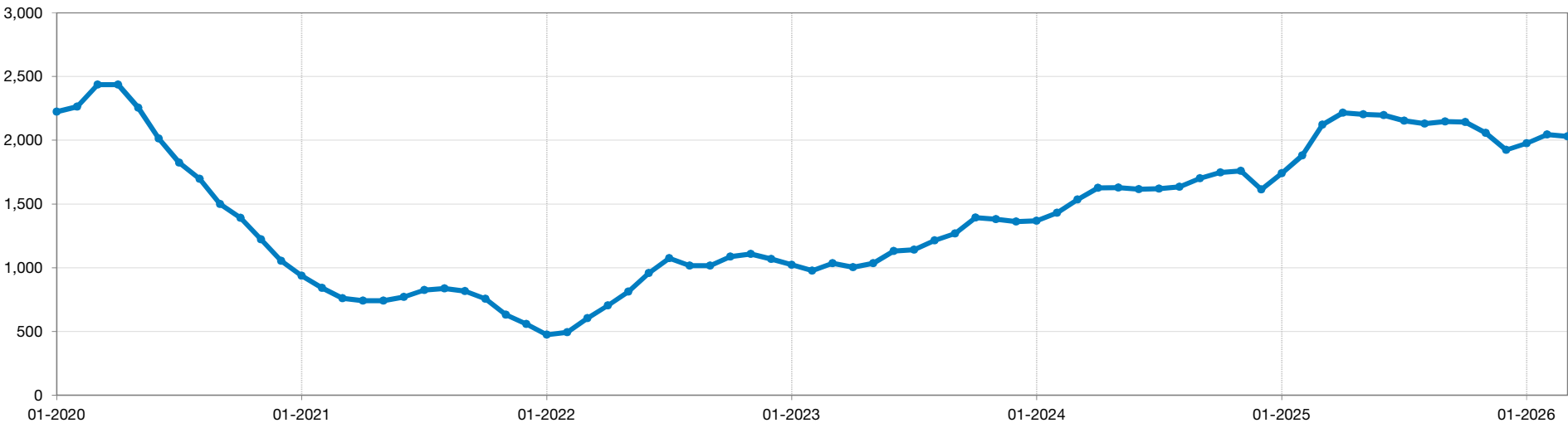
March



Homes for Sale		Prior Year	Percent Change
April 2025	2,216	1,627	+36.2%
May 2025	2,203	1,628	+35.3%
June 2025	2,197	1,615	+36.0%
July 2025	2,152	1,620	+32.8%
August 2025	2,131	1,635	+30.3%
September 2025	2,147	1,702	+26.1%
October 2025	2,143	1,747	+22.7%
November 2025	2,058	1,759	+17.0%
December 2025	1,925	1,613	+19.3%
January 2026	1,975	1,740	+13.5%
February 2026	2,045	1,880	+8.8%
March 2026	2,030	2,122	-4.3%
12-Month Avg*	2,102	1,724	+21.9%

* Homes for Sale for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

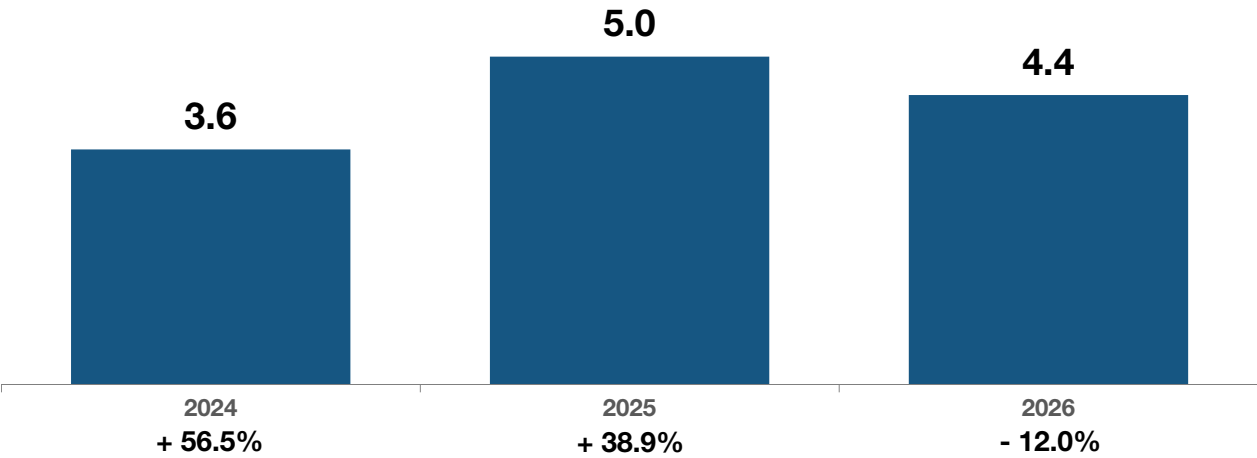


Months Supply of Inventory

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.



March



Months Supply		Prior Year	Percent Change
April 2025	5.3	3.8	+39.5%
May 2025	5.2	3.8	+36.8%
June 2025	5.1	3.8	+34.2%
July 2025	5.0	3.8	+31.6%
August 2025	4.9	3.9	+25.6%
September 2025	4.8	4.1	+17.1%
October 2025	4.8	4.2	+14.3%
November 2025	4.6	4.2	+9.5%
December 2025	4.3	3.8	+13.2%
January 2026	4.4	4.1	+7.3%
February 2026	4.5	4.5	0.0%
March 2026	4.4	5.0	-12.0%
12-Month Avg*	4.8	4.1	+17.1%

* Months Supply for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

