

Monthly Indicators



September 2026

U.S. existing-home sales fell 2.0% from the previous month and 1.2% from a year earlier to a seasonally adjusted annual rate of 3.98 million, the first reading below 4 million since June 2025, according to the National Association of REALTORS® (NAR). Sales held steady in the West and declined in the Northeast, Midwest, and South. Compared with a year earlier, sales were unchanged in the South and declined in the Northeast, Midwest, and West.

New Listings were down 35.7 percent to 441. Pending Sales decreased 16.3 percent to 427. Inventory shrank 6.5 percent to 2,015 units.

Median Sales Price was up 1.5 percent to \$535,000. Days on Market decreased 6.9 percent to 121 days. Months Supply of Inventory was down 8.3 percent to 4.4 months.

Heading into September, there were 1.62 million homes listed for sale, up 3.2% from the previous month and 5.9% from a year earlier, the first time inventory has exceeded 1.6 million units since November 2019, NAR reported. That represents a 4.9-month supply at the current sales pace, up from 4.6 months a month earlier and the highest level in over ten years, according to NAR Chief Economist Lawrence Yun. The median existing-home sales price rose 1.6% year-over-year to \$429,100, marking 38 consecutive months of annual gains, and year-to-date sales are up 1.6%. The Federal Reserve raised its benchmark rate by a quarter point on September 16 to a range of 3.75% to 4%, its first increase since July 2023, and the 30-year fixed-rate mortgage moved above 7% in late September, up from an August average of 6.67%, according to Freddie Mac.

Quick Facts

- 0.2%	+ 1.5%	- 8.3%
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.



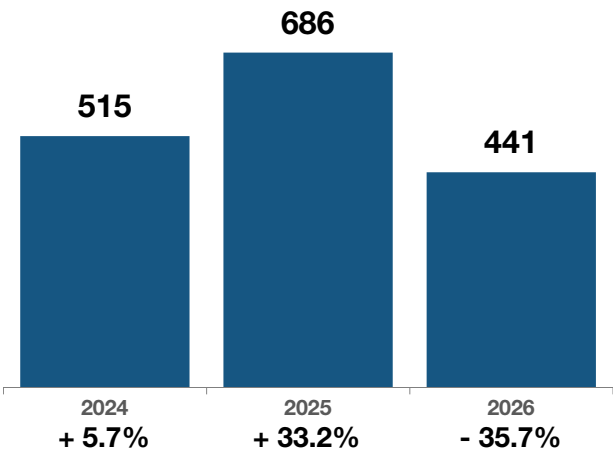
Key Metrics	Historical Sparkbars	09-2025	09-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		686	441	- 35.7%	5,974	5,705	- 4.5%
Pending Sales		510	427	- 16.3%	4,266	4,367	+ 2.4%
Closed Sales		462	461	- 0.2%	4,202	4,213	+ 0.3%
Days on Market		130	121	- 6.9%	86	131	+ 52.3%
Median Sales Price		\$527,083	\$535,000	+ 1.5%	\$550,065	\$550,000	- 0.0%
Average Sales Price		\$836,522	\$830,580	- 0.7%	\$796,234	\$825,144	+ 3.6%
Pct. of List Price Received		97.0%	97.1%	+ 0.1%	97.4%	97.1%	- 0.3%
Housing Affordability Index		69	61	- 11.6%	66	59	- 10.6%
Inventory of Homes for Sale		2,154	2,015	- 6.5%	--	--	--
Months Supply of Inventory		4.8	4.4	- 8.3%	--	--	--

New Listings

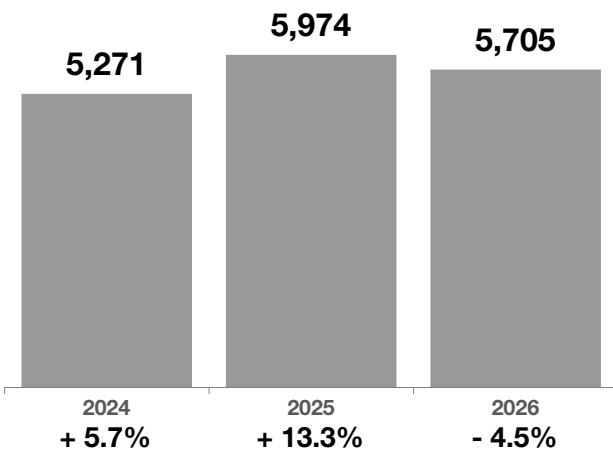
A count of the properties that have been newly listed on the market in a given month.



September

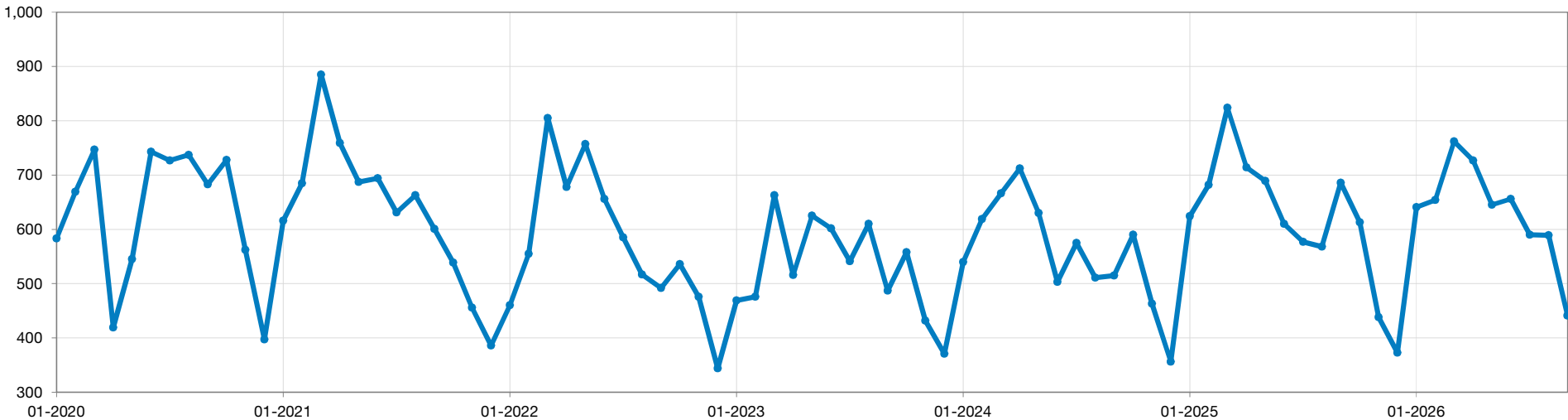


Year to Date



New Listings		Prior Year	Percent Change
October 2025	613	590	+3.9%
November 2025	438	463	-5.4%
December 2025	373	356	+4.8%
January 2026	641	624	+2.7%
February 2026	654	682	-4.1%
March 2026	762	824	-7.5%
April 2026	727	714	+1.8%
May 2026	645	689	-6.4%
June 2026	656	610	+7.5%
July 2026	590	577	+2.3%
August 2026	589	568	+3.7%
September 2026	441	686	-35.7%
12-Month Avg	594	615	-3.4%

Historical New Listings by Month

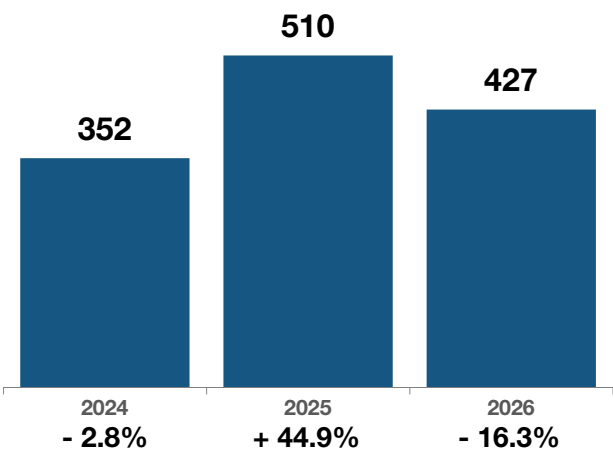


Pending Sales

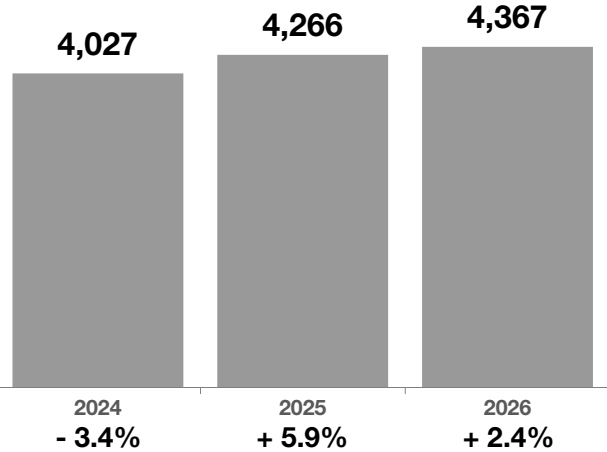
A count of the properties on which offers have been accepted in a given month.



September

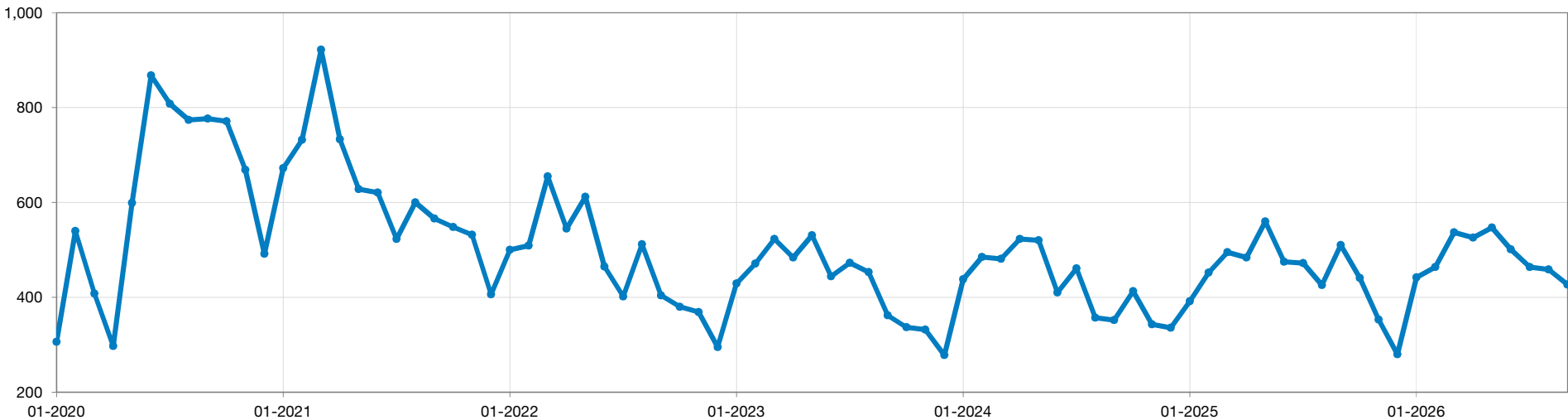


Year to Date



Pending Sales		Prior Year	Percent Change
October 2025	441	413	+6.8%
November 2025	353	343	+2.9%
December 2025	280	336	-16.7%
January 2026	442	392	+12.8%
February 2026	464	452	+2.7%
March 2026	537	495	+8.5%
April 2026	526	484	+8.7%
May 2026	547	560	-2.3%
June 2026	501	475	+5.5%
July 2026	464	472	-1.7%
August 2026	459	426	+7.7%
September 2026	427	510	-16.3%
12-Month Avg	453	447	+1.5%

Historical Pending Sales by Month

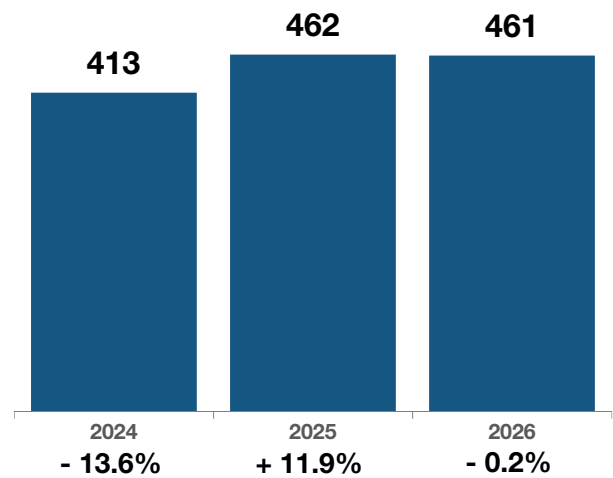


Closed Sales

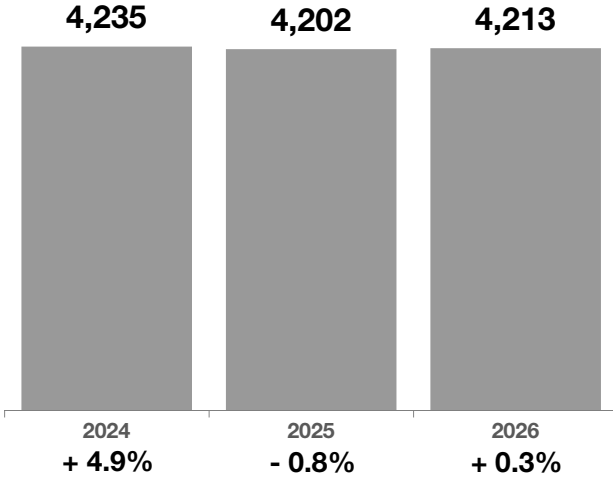
A count of the actual sales that closed in a given month.



September

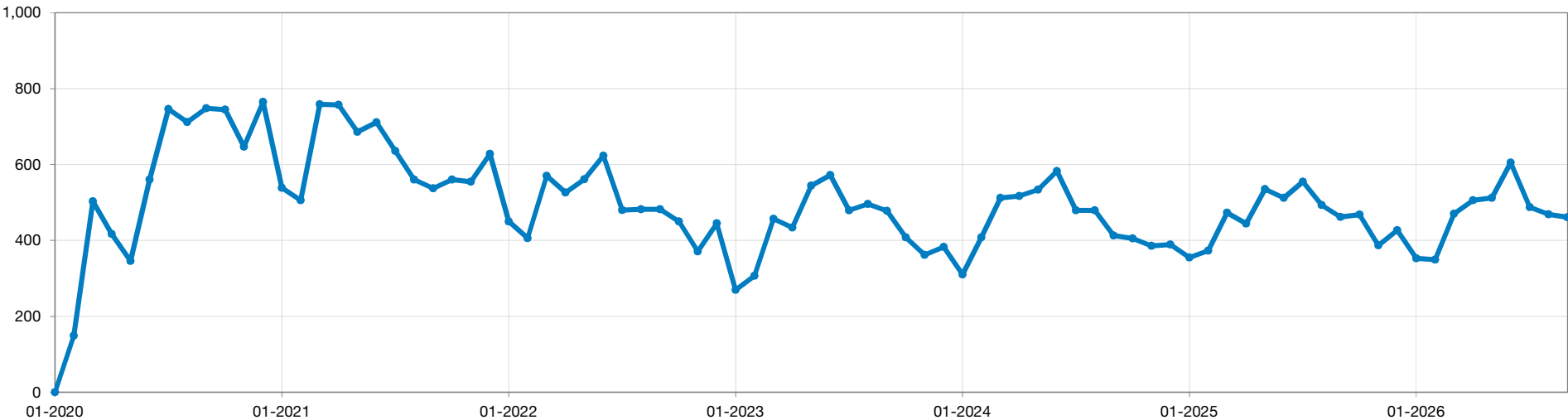


Year to Date



Closed Sales		Prior Year	Percent Change
October 2025	468	405	+15.6%
November 2025	387	386	+0.3%
December 2025	427	389	+9.8%
January 2026	353	355	-0.6%
February 2026	349	373	-6.4%
March 2026	470	473	-0.6%
April 2026	506	444	+14.0%
May 2026	512	535	-4.3%
June 2026	605	512	+18.2%
July 2026	488	555	-12.1%
August 2026	469	493	-4.9%
September 2026	461	462	-0.2%
12-Month Avg	458	449	+2.1%

Historical Closed Sales by Month

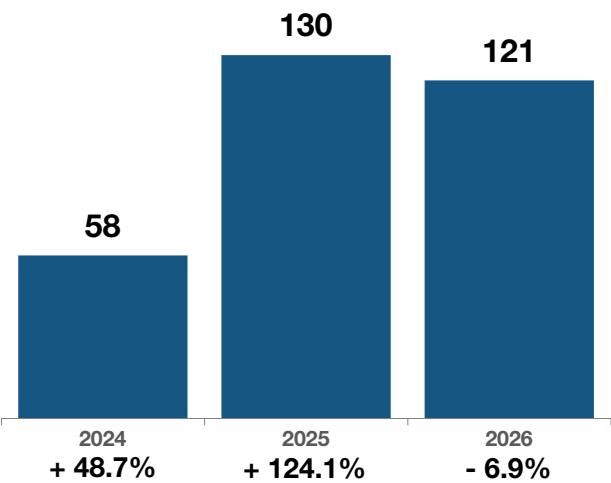


Days on Market Until Sale

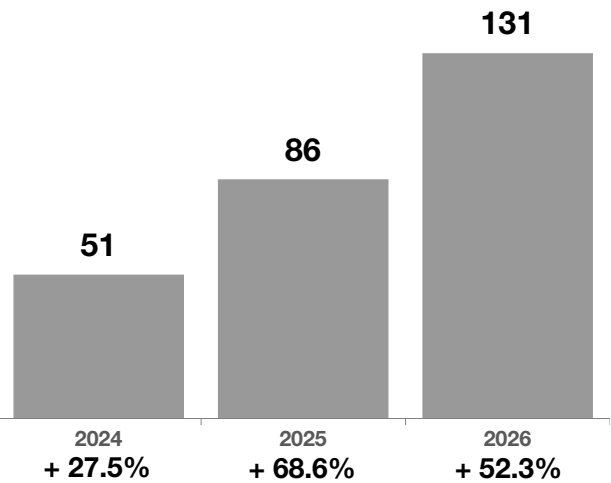
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



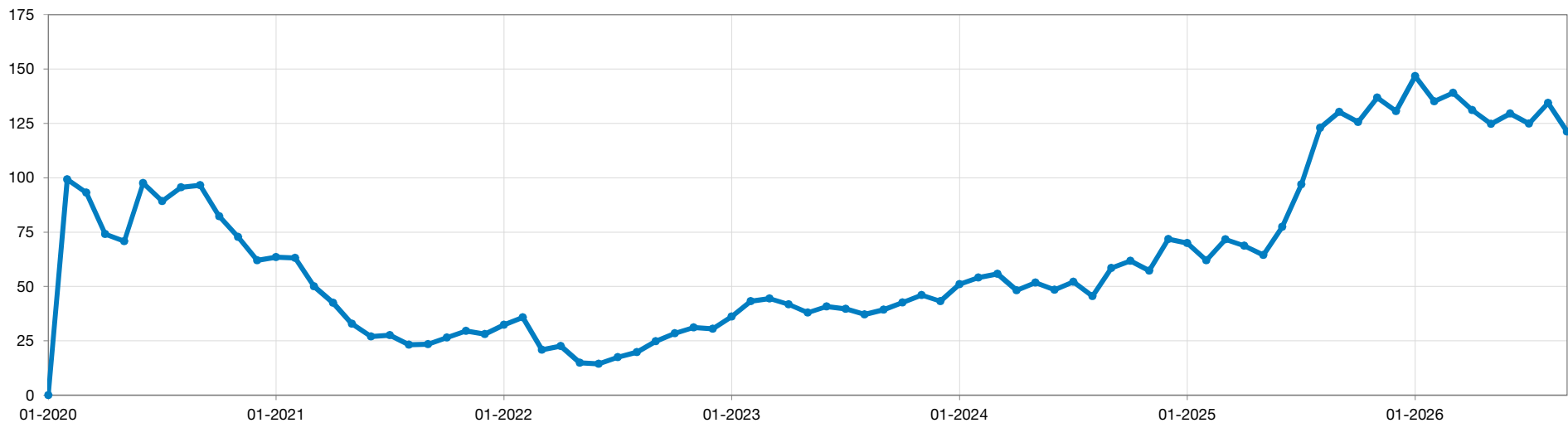
Year to Date



Days on Market		Prior Year	Percent Change
October 2025	126	62	+103.2%
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	139	72	+93.1%
April 2026	131	69	+89.9%
May 2026	125	64	+95.3%
June 2026	129	77	+67.5%
July 2026	125	97	+28.9%
August 2026	134	123	+8.9%
September 2026	121	130	-6.9%
12-Month Avg*	131	81	+61.7%

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

Historical Days on Market Until Sale by Month

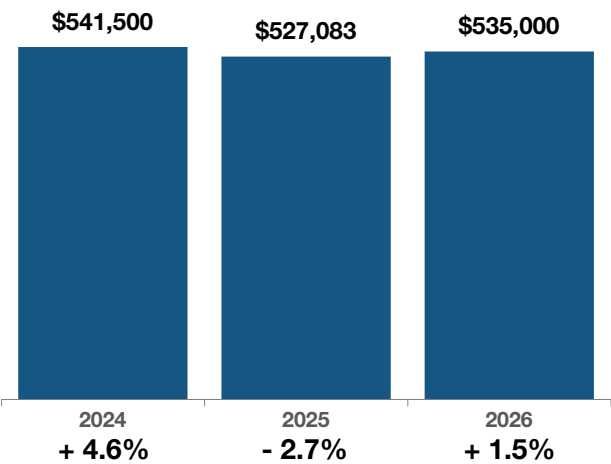


Median Sales Price

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



September



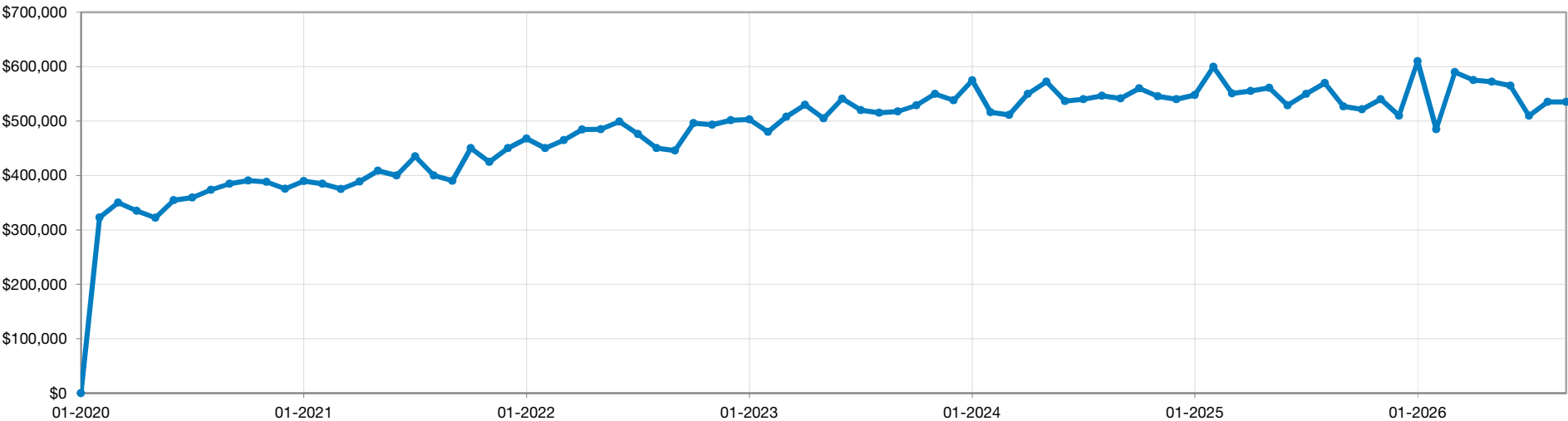
Year to Date



	Median Sales Price	Prior Year	Percent Change
October 2025	\$521,500	\$560,000	-6.9%
November 2025	\$540,000	\$545,195	-1.0%
December 2025	\$510,000	\$540,000	-5.6%
January 2026	\$609,900	\$547,900	+11.3%
February 2026	\$485,000	\$599,725	-19.1%
March 2026	\$590,033	\$550,665	+7.1%
April 2026	\$575,000	\$555,000	+3.6%
May 2026	\$572,250	\$560,900	+2.0%
June 2026	\$565,000	\$529,000	+6.8%
July 2026	\$510,000	\$550,000	-7.3%
August 2026	\$535,000	\$570,000	-6.1%
September 2026	\$535,000	\$527,083	+1.5%
12-Month Med*	\$545,000	\$550,000	-0.9%

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

Historical Median Sales Price by Month

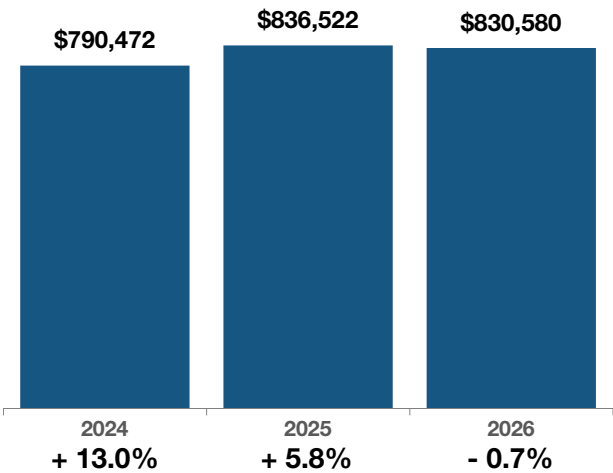


Average Sales Price

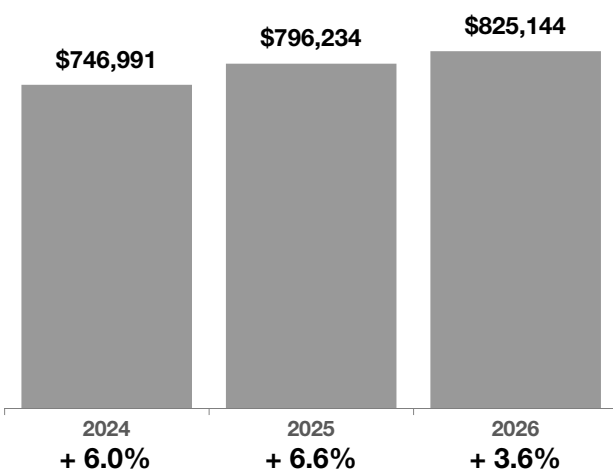
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



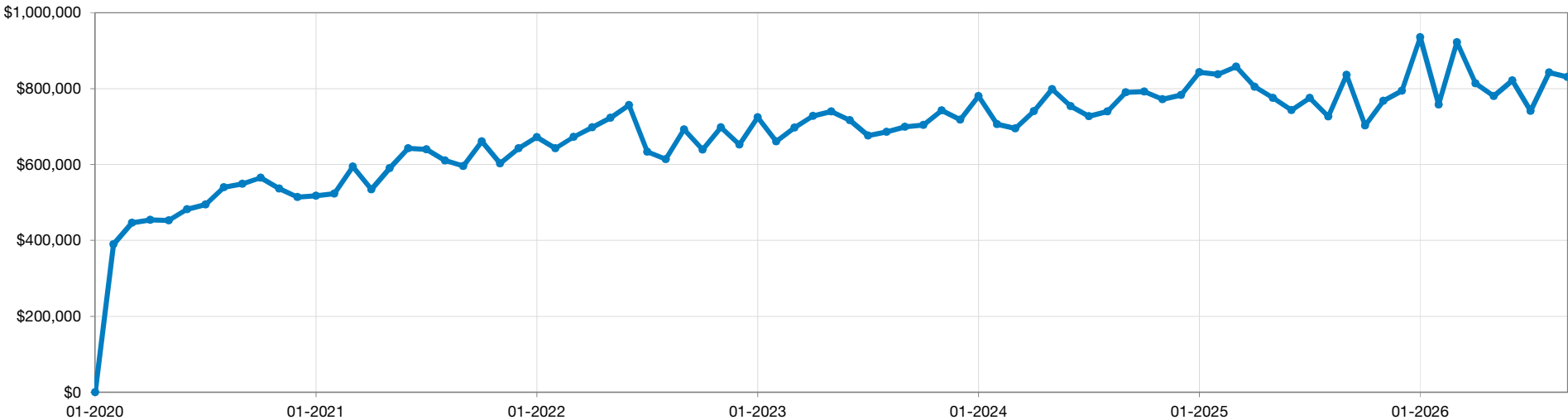
Year to Date



Avg. Sales Price		Prior Year	Percent Change
October 2025	\$702,780	\$791,894	-11.3%
November 2025	\$768,034	\$772,131	-0.5%
December 2025	\$794,399	\$783,354	+1.4%
January 2026	\$935,301	\$843,279	+10.9%
February 2026	\$758,228	\$837,616	-9.5%
March 2026	\$922,144	\$857,753	+7.5%
April 2026	\$813,887	\$805,061	+1.1%
May 2026	\$780,075	\$775,612	+0.6%
June 2026	\$821,830	\$743,553	+10.5%
July 2026	\$741,033	\$775,783	-4.5%
August 2026	\$842,621	\$726,522	+16.0%
September 2026	\$830,580	\$836,522	-0.7%
12-Month Avg*	\$809,243	\$795,757	+1.7%

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

Historical Average Sales Price by Month

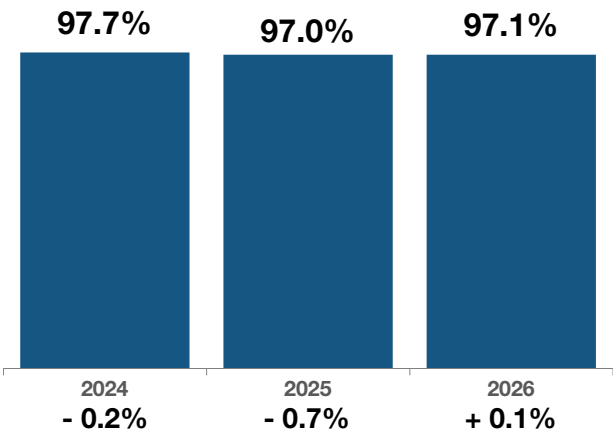


Percent of List Price Received

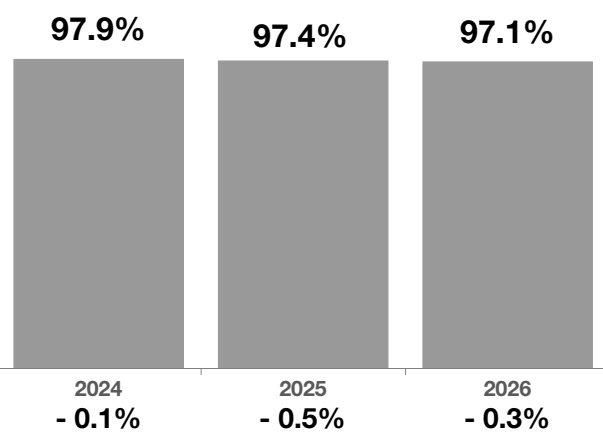
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



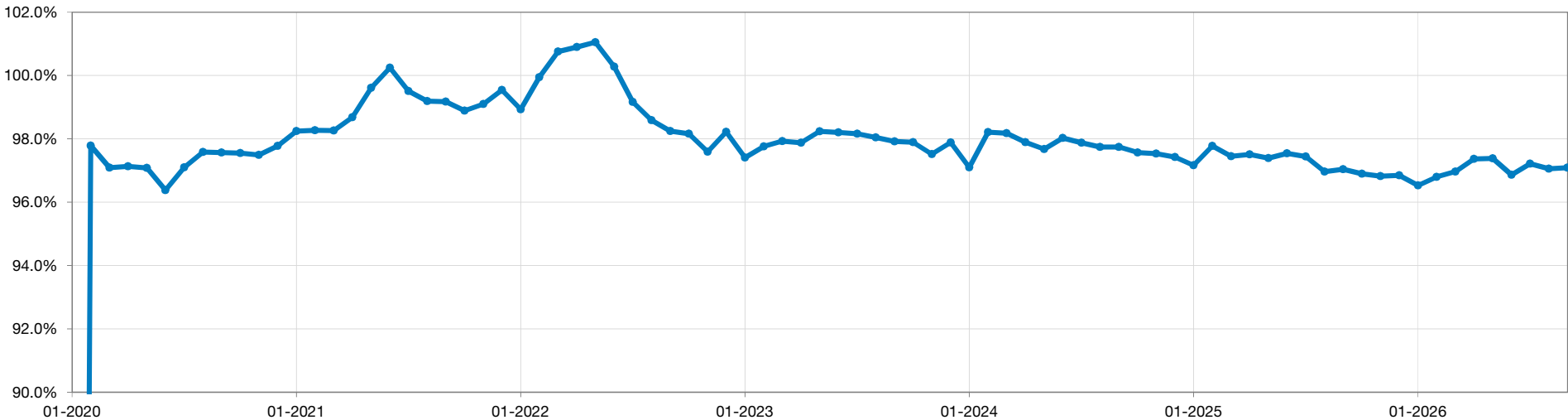
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
October 2025	96.9%	97.6%	-0.7%
November 2025	96.8%	97.5%	-0.7%
December 2025	96.9%	97.4%	-0.5%
January 2026	96.5%	97.2%	-0.7%
February 2026	96.8%	97.8%	-1.0%
March 2026	97.0%	97.5%	-0.5%
April 2026	97.4%	97.5%	-0.1%
May 2026	97.4%	97.4%	0.0%
June 2026	96.9%	97.5%	-0.6%
July 2026	97.2%	97.4%	-0.2%
August 2026	97.1%	97.0%	+0.1%
September 2026	97.1%	97.0%	+0.1%
12-Month Avg*		97.4%	-0.4%

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

Historical Percent of List Price Received by Month

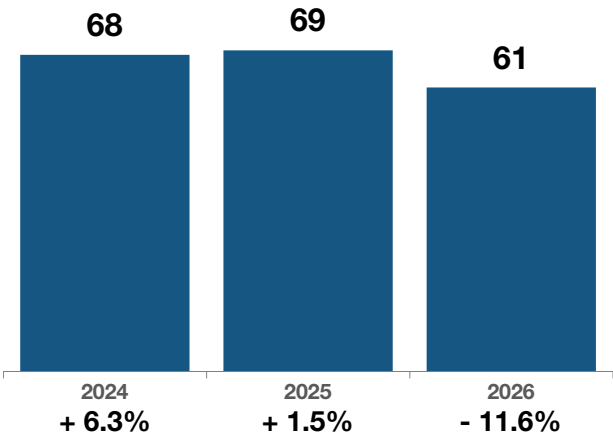


Housing Affordability Index

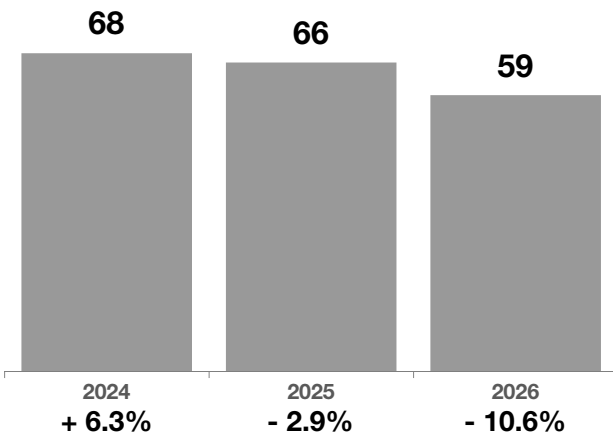
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

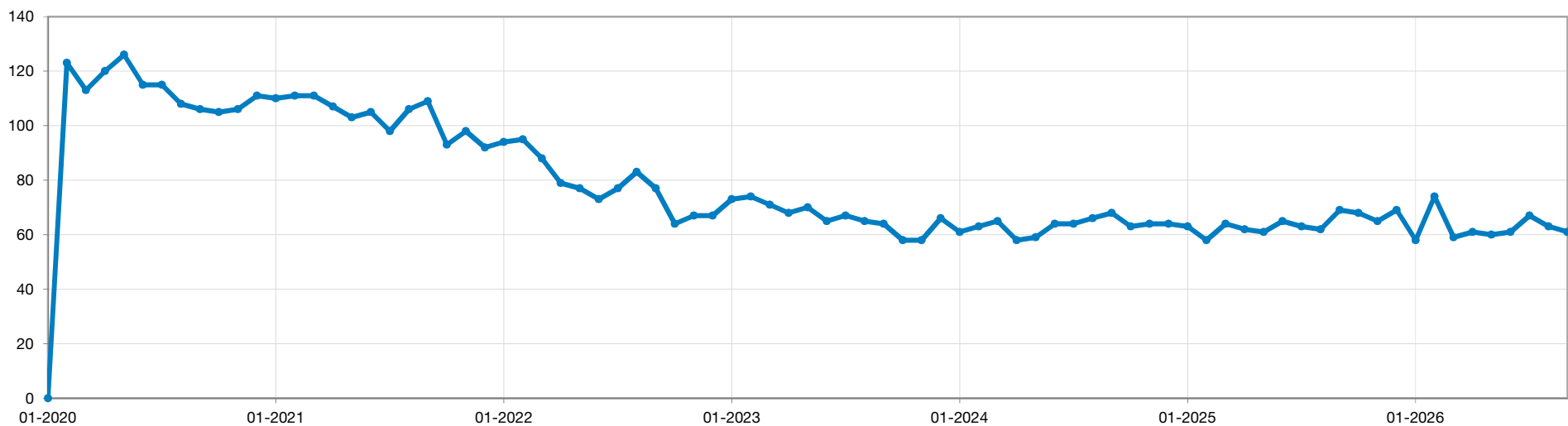


Year to Date



Affordability Index		Prior Year	Percent Change
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	59	64	-7.8%
April 2026	61	62	-1.6%
May 2026	60	61	-1.6%
June 2026	61	65	-6.2%
July 2026	67	63	+6.3%
August 2026	63	62	+1.6%
September 2026	61	69	-11.6%
12-Month Avg	64	63	+1.1%

Historical Housing Affordability Index by Month

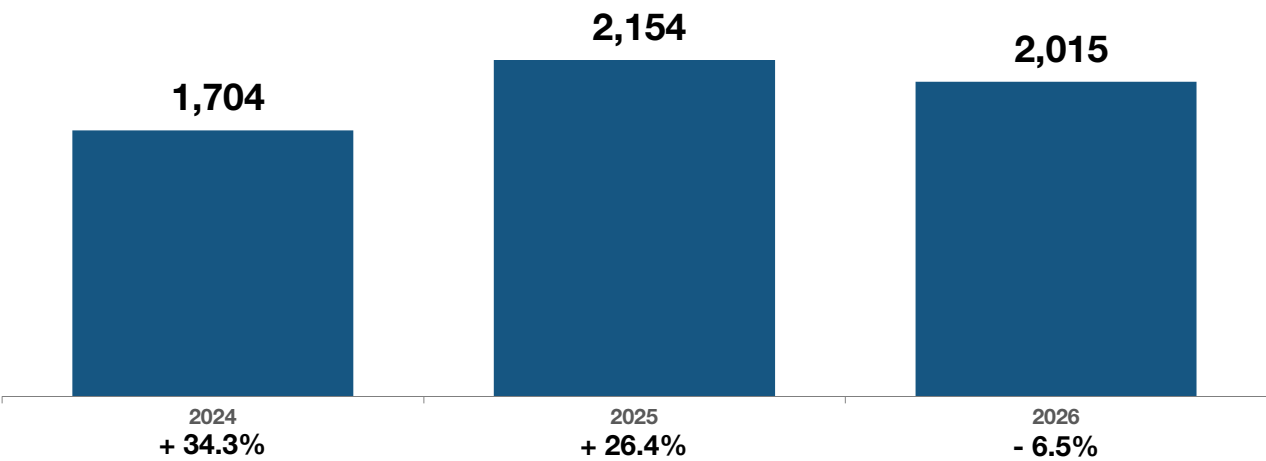


Inventory of Homes for Sale

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



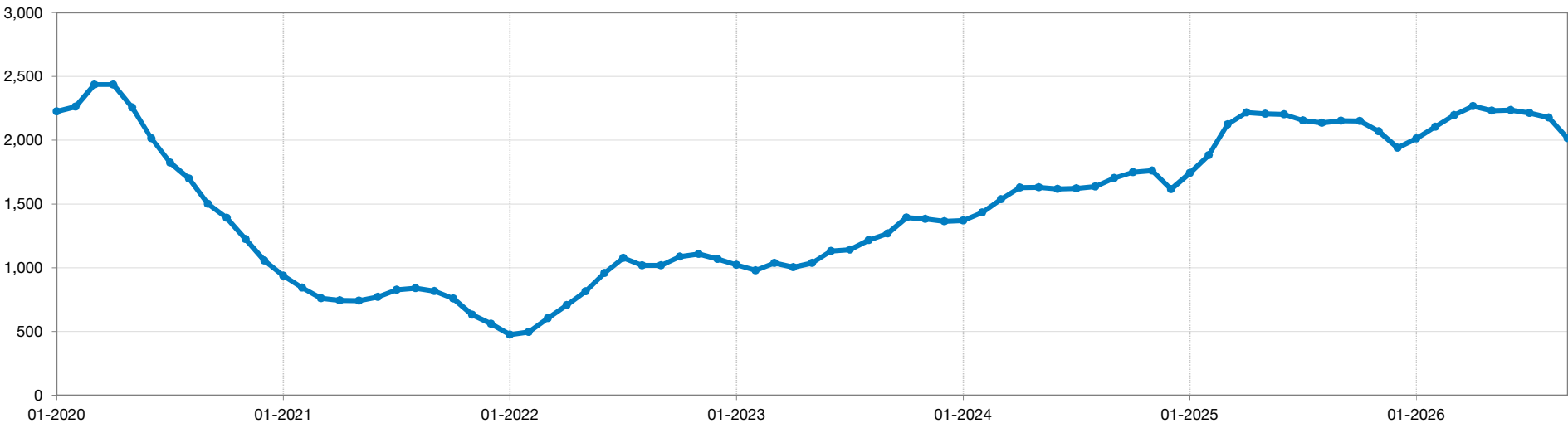
September



Homes for Sale		Prior Year	Percent Change
October 2025	2,151	1,749	+23.0%
November 2025	2,069	1,761	+17.5%
December 2025	1,941	1,615	+20.2%
January 2026	2,014	1,742	+15.6%
February 2026	2,106	1,882	+11.9%
March 2026	2,196	2,124	+3.4%
April 2026	2,268	2,218	+2.3%
May 2026	2,232	2,207	+1.1%
June 2026	2,236	2,202	+1.5%
July 2026	2,214	2,156	+2.7%
August 2026	2,178	2,137	+1.9%
September 2026	2,015	2,154	-6.5%
12-Month Avg*	2,135	1,996	+7.0%

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

Historical Inventory of Homes for Sale by Month

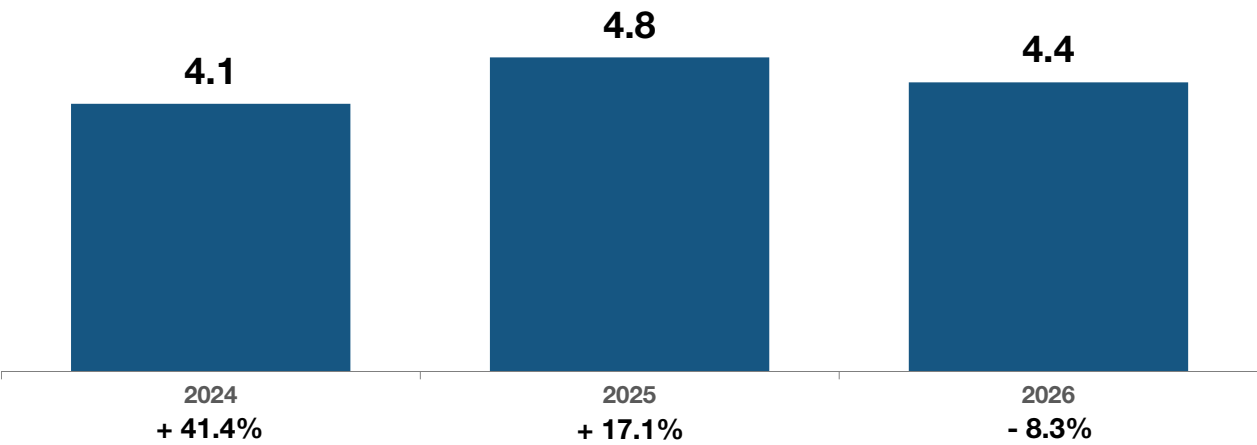


Months Supply of Inventory

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.



September



Months Supply		Prior Year	Percent Change
October 2025	4.8	4.2	+14.3%
November 2025	4.6	4.2	+9.5%
December 2025	4.4	3.8	+15.8%
January 2026	4.5	4.1	+9.8%
February 2026	4.7	4.5	+4.4%
March 2026	4.8	5.0	-4.0%
April 2026	5.0	5.3	-5.7%
May 2026	4.9	5.2	-5.8%
June 2026	4.9	5.2	-5.8%
July 2026	4.8	5.0	-4.0%
August 2026	4.7	4.9	-4.1%
September 2026	4.4	4.8	-8.3%
12-Month Avg*	4.7	4.7	0.0%

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

Historical Months Supply of Inventory by Month

