

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



## January 2025

U.S. new-home sales increased 3.6% month-over-month and 6.7% year-over-year to a seasonally adjusted annual rate of 698,000 units, according to the U.S. Census Bureau. The median sales price for new homes was up 2.1% year-over-year to \$427,000. There were about 494,000 new homes available for sale heading into January, representing an 8.5-month supply at the current sales pace. For the 12-month period spanning February 2024 through January 2025, Pending Sales in the Hilton Head Association of REALTORS® region dropped 9.6 percent overall. The price range with the largest pending sales gain was the \$1,000,001 and Above range, where sales increased 11.2 percent.

The overall Median Sales Price increased 3.1 percent to \$541,484. The property type with the largest gain was the Single-Family Homes segment, where prices were up 5.1 percent to \$578,000. The price range that tended to sell the quickest was the \$150,001 to \$250,000 range at 93 days. The price range that tended to sell the slowest was the \$350,001 to \$500,000 range at 176 days.

Market-wide, inventory levels decreased 77.0 percent. The property type with the smallest loss was the Single-Family Homes segment, where the number of properties for sale softened 76.4 percent. That amounts to 0.6 months of inventory for Single-Family Homes and 0.6 months of inventory for Condos.

## Quick Facts

**+ 11.2%**

Price Range with  
Strongest Sales:  
**\$1,000,001 and Above**

**+ 1.3%**

Bedroom Count with  
Strongest Sales:  
**4 Bedrooms or More**

**- 5.0%**

Property Type With  
Strongest Sales:  
**Condos**

Pending Sales	<b>2</b>
Closed Sales	<b>3</b>
Days On Market Until Sale	<b>4</b>
Median Sales Price	<b>5</b>
Percent of List Price Received	<b>6</b>
Inventory of Homes for Sale	<b>7</b>
Months Supply of Inventory	<b>8</b>



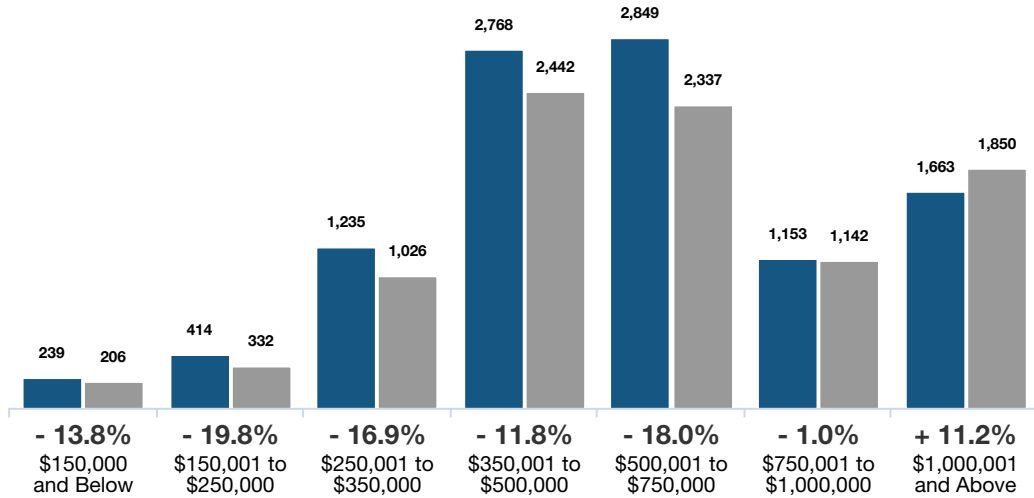
# Pending Sales

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



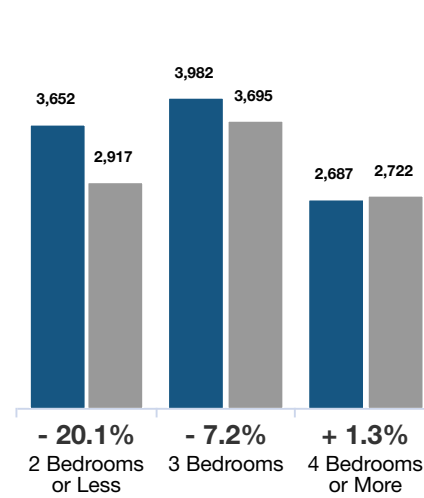
## By Price Range

■ 1-2024 ■ 1-2025



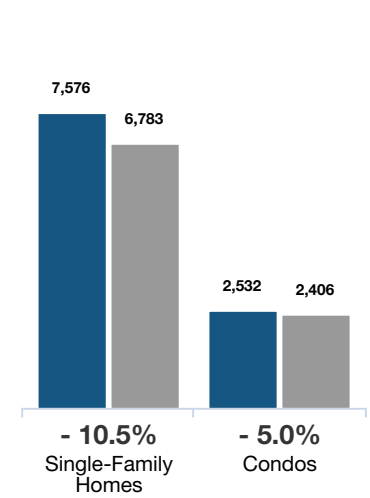
## By Bedroom Count

■ 1-2024 ■ 1-2025



## By Property Type

■ 1-2024 ■ 1-2025



	All Properties			Single-Family Homes			Condos		
By Price Range	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
\$150,000 and Below	239	206	-13.8%	55	51	-7.3%	22	14	-36.4%
\$150,001 to \$250,000	414	332	-19.8%	94	99	+5.3%	314	230	-26.8%
\$250,001 to \$350,000	1,235	1,026	-16.9%	664	464	-30.1%	571	562	-1.6%
\$350,001 to \$500,000	2,768	2,442	-11.8%	2,198	1,903	-13.4%	557	539	-3.2%
\$500,001 to \$750,000	2,849	2,337	-18.0%	2,193	1,728	-21.2%	638	607	-4.9%
\$750,001 to \$1,000,000	1,153	1,142	-1.0%	848	872	+2.8%	296	270	-8.8%
\$1,000,001 and Above	1,663	1,850	+11.2%	1,524	1,666	+9.3%	134	184	+37.3%
<b>All Price Ranges</b>	<b>10,321</b>	<b>9,335</b>	<b>-9.6%</b>	<b>7,576</b>	<b>6,783</b>	<b>-10.5%</b>	<b>2,532</b>	<b>2,406</b>	<b>-5.0%</b>
By Bedroom Count	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
2 Bedrooms or Less	3,652	2,917	-20.1%	1,795	1,255	-30.1%	1,721	1,560	-9.4%
3 Bedrooms	3,982	3,695	-7.2%	3,223	2,938	-8.8%	701	718	+2.4%
4 Bedrooms or More	2,687	2,722	+1.3%	2,558	2,590	+1.3%	110	127	+15.5%
<b>All Bedroom Counts</b>	<b>10,321</b>	<b>9,335</b>	<b>-9.6%</b>	<b>7,576</b>	<b>6,783</b>	<b>-10.5%</b>	<b>2,532</b>	<b>2,406</b>	<b>-5.0%</b>

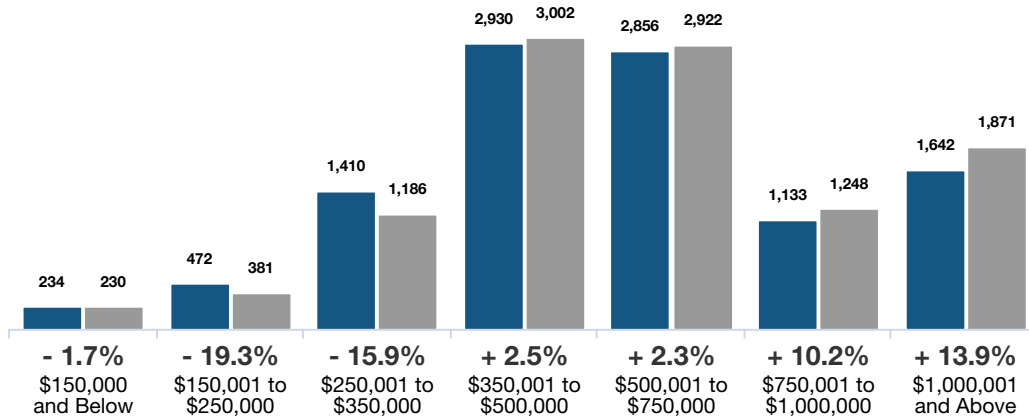
# Closed Sales

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



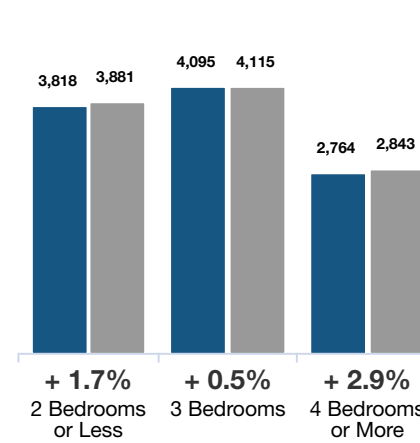
## By Price Range

■ 1-2024 ■ 1-2025



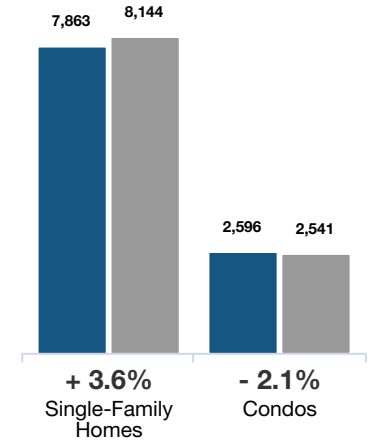
## By Bedroom Count

■ 1-2024 ■ 1-2025



## By Property Type

■ 1-2024 ■ 1-2025



	All Properties			Single-Family Homes			Condos		
By Price Range	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
\$150,000 and Below	234	230	- 1.7%	50	61	+ 22.0%	26	18	- 30.8%
\$150,001 to \$250,000	472	381	- 19.3%	104	98	- 5.8%	362	283	- 21.8%
\$250,001 to \$350,000	1,410	1,186	- 15.9%	808	556	- 31.2%	600	630	+ 5.0%
\$350,001 to \$500,000	2,930	3,002	+ 2.5%	2,386	2,470	+ 3.5%	530	532	+ 0.4%
\$500,001 to \$750,000	2,856	2,922	+ 2.3%	2,208	2,304	+ 4.3%	630	614	- 2.5%
\$750,001 to \$1,000,000	1,133	1,248	+ 10.2%	845	970	+ 14.8%	276	278	+ 0.7%
\$1,000,001 and Above	1,642	1,871	+ 13.9%	1,462	1,685	+ 15.3%	172	186	+ 8.1%
<b>All Price Ranges</b>	<b>10,677</b>	<b>10,840</b>	<b>+ 1.5%</b>	<b>7,863</b>	<b>8,144</b>	<b>+ 3.6%</b>	<b>2,596</b>	<b>2,541</b>	<b>- 2.1%</b>
By Bedroom Count	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
2 Bedrooms or Less	3,818	3,881	+ 1.7%	1,948	2,122	+ 8.9%	1,736	1,650	- 5.0%
3 Bedrooms	4,095	4,115	+ 0.5%	3,291	3,301	+ 0.3%	738	774	+ 4.9%
4 Bedrooms or More	2,764	2,843	+ 2.9%	2,624	2,721	+ 3.7%	122	116	- 4.9%
<b>All Bedroom Counts</b>	<b>10,677</b>	<b>10,840</b>	<b>+ 1.5%</b>	<b>7,863</b>	<b>8,144</b>	<b>+ 3.6%</b>	<b>2,596</b>	<b>2,541</b>	<b>- 2.1%</b>

# Days On Market Until Sale

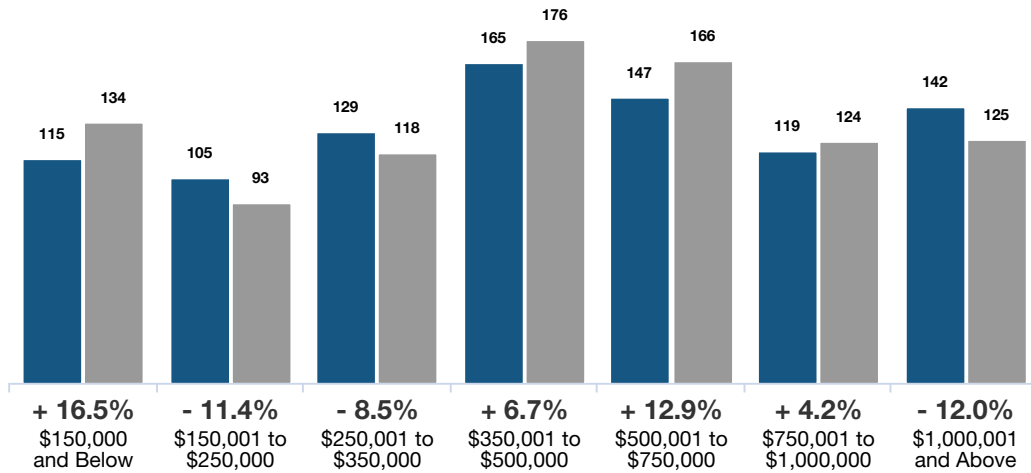
Average number of days between when a property is listed and when an offer is accepted.

Based on a rolling 12-month average.



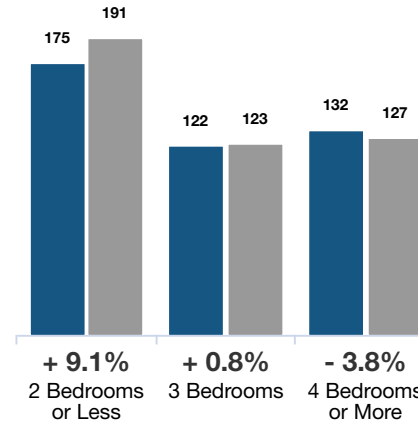
## By Price Range

■ 1-2024 ■ 1-2025



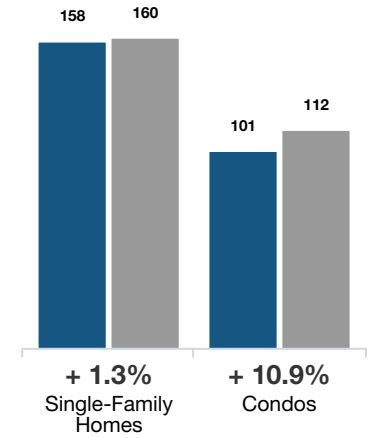
## By Bedroom Count

■ 1-2024 ■ 1-2025



## By Property Type

■ 1-2024 ■ 1-2025



### All Properties

By Price Range	1-2024	1-2025	Change
\$150,000 and Below	115	134	+ 16.5%
\$150,001 to \$250,000	105	93	- 11.4%
\$250,001 to \$350,000	129	118	- 8.5%
\$350,001 to \$500,000	165	176	+ 6.7%
\$500,001 to \$750,000	147	166	+ 12.9%
\$750,001 to \$1,000,000	119	124	+ 4.2%
\$1,000,001 and Above	142	125	- 12.0%
<b>All Price Ranges</b>	<b>143</b>	<b>148</b>	<b>+ 3.5%</b>

### Single-Family Homes

By Bedroom Count	1-2024	1-2025	Change
2 Bedrooms or Less	175	191	+ 9.1%
3 Bedrooms	122	123	+ 0.8%
4 Bedrooms or More	132	127	- 3.8%
<b>All Bedroom Counts</b>	<b>143</b>	<b>148</b>	<b>+ 3.5%</b>

### Condos

By Price Range	1-2024	1-2025	Change
\$150,000 and Below	96	131	+ 36.5%
\$150,001 to \$250,000	102	101	- 1.0%
\$250,001 to \$350,000	162	107	- 34.0%
\$350,001 to \$500,000	182	189	+ 3.8%
\$500,001 to \$750,000	166	181	+ 9.0%
\$750,001 to \$1,000,000	128	133	+ 3.9%
\$1,000,001 and Above	129	125	- 3.1%
<b>All Price Ranges</b>	<b>158</b>	<b>160</b>	<b>+ 1.3%</b>

By Bedroom Count	1-2024	1-2025	Change
2 Bedrooms or Less	175	191	+ 9.1%
3 Bedrooms	122	123	+ 0.8%
4 Bedrooms or More	132	127	- 3.8%
<b>All Bedroom Counts</b>	<b>143</b>	<b>148</b>	<b>+ 3.5%</b>

By Price Range	1-2024	1-2025	Change
\$150,000 and Below	96	131	+ 36.5%
\$150,001 to \$250,000	102	101	- 1.0%
\$250,001 to \$350,000	162	107	- 34.0%
\$350,001 to \$500,000	182	189	+ 3.8%
\$500,001 to \$750,000	166	181	+ 9.0%
\$750,001 to \$1,000,000	128	133	+ 3.9%
\$1,000,001 and Above	129	125	- 3.1%
<b>All Price Ranges</b>	<b>158</b>	<b>160</b>	<b>+ 1.3%</b>

By Property Type	1-2024	1-2025	Change
Single-Family Homes	158	160	+ 1.3%
Condos	101	112	+ 10.9%

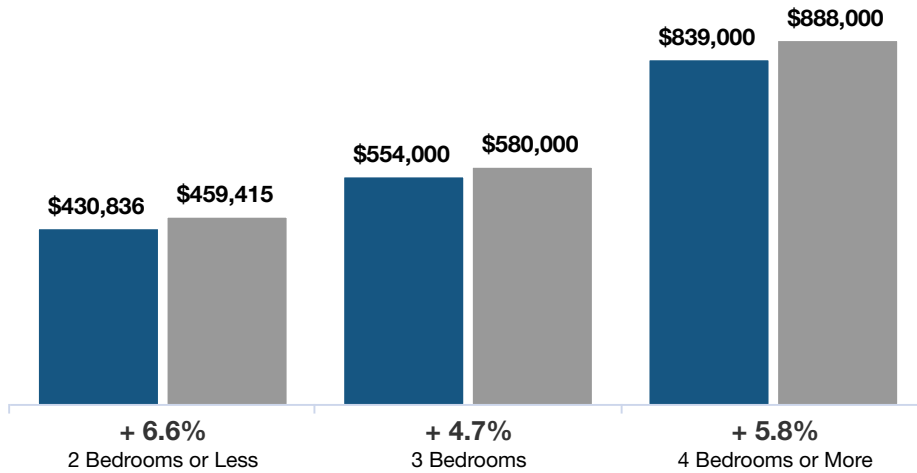
# Median Sales Price

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



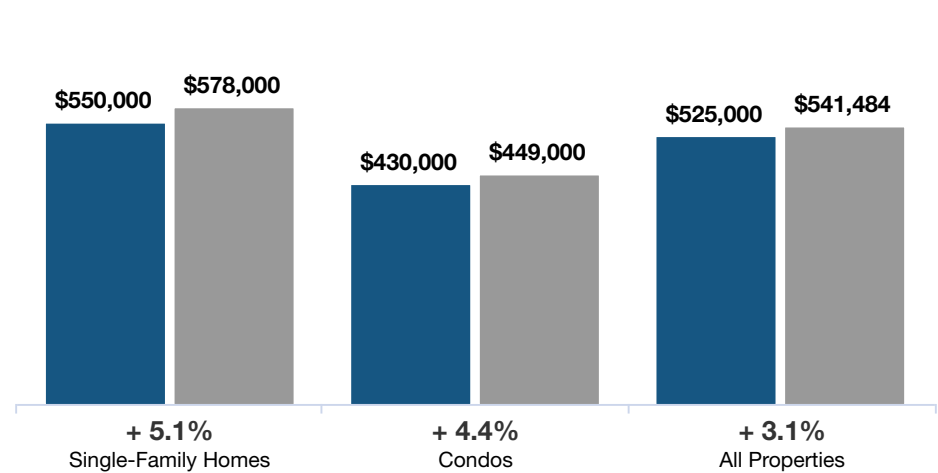
## By Bedroom Count

■ 1-2024 ■ 1-2025



## By Property Type

■ 1-2024 ■ 1-2025



### All Properties

#### By Bedroom Count

	1-2024	1-2025	Change
2 Bedrooms or Less	\$430,836	\$459,415	+ 6.6%
3 Bedrooms	\$554,000	\$580,000	+ 4.7%
4 Bedrooms or More	\$839,000	\$888,000	+ 5.8%
<b>All Bedroom Counts</b>	<b>\$525,000</b>	<b>\$541,484</b>	<b>+ 3.1%</b>

### Single-Family Homes

	1-2024	1-2025	Change
Single-Family Homes	\$550,000	\$578,000	+ 5.1%

### Condos

	1-2024	1-2025	Change
Condos	\$430,000	\$449,000	+ 4.4%

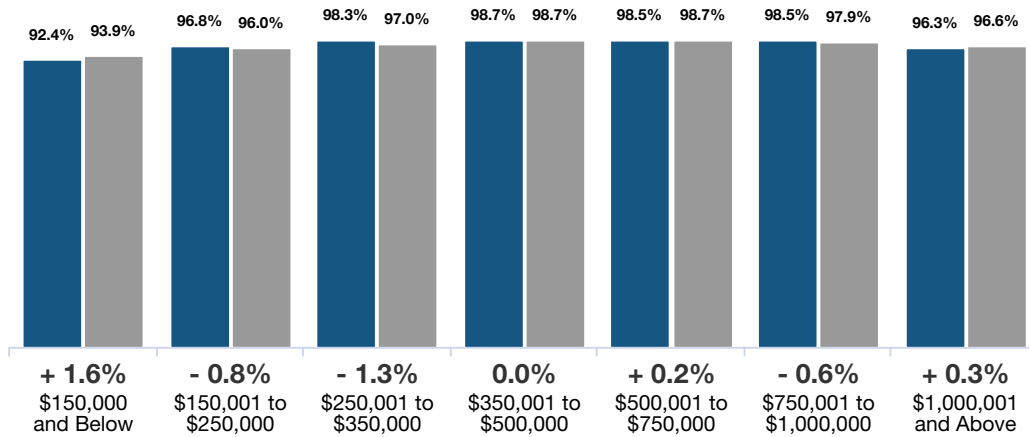
# Percent of List Price Received



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.**

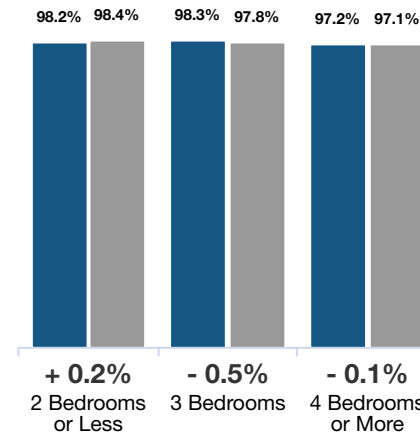
## By Price Range

■ 1-2024 ■ 1-2025



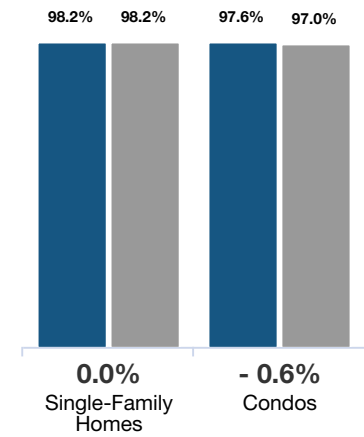
## By Bedroom Count

■ 1-2024 ■ 1-2025



## By Property Type

■ 1-2024 ■ 1-2025



	All Properties			Single-Family Homes			Condos		
By Price Range	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
\$150,000 and Below	92.4%	93.9%	+ 1.6%	95.8%	96.1%	+ 0.3%	90.0%	95.6%	+ 6.2%
\$150,001 to \$250,000	96.8%	96.0%	- 0.8%	94.8%	96.0%	+ 1.3%	97.4%	96.0%	- 1.4%
\$250,001 to \$350,000	98.3%	97.0%	- 1.3%	98.9%	97.4%	- 1.5%	97.4%	96.6%	- 0.8%
\$350,001 to \$500,000	98.7%	98.7%	0.0%	99.0%	99.0%	0.0%	97.6%	97.2%	- 0.4%
\$500,001 to \$750,000	98.5%	98.7%	+ 0.2%	98.6%	99.0%	+ 0.4%	98.1%	97.3%	- 0.8%
\$750,001 to \$1,000,000	98.5%	97.9%	- 0.6%	98.7%	97.9%	- 0.8%	98.1%	97.8%	- 0.3%
\$1,000,001 and Above	96.3%	96.6%	+ 0.3%	96.2%	96.4%	+ 0.2%	97.0%	97.7%	+ 0.7%
<b>All Price Ranges</b>	<b>98.0%</b>	<b>97.8%</b>	<b>- 0.2%</b>	<b>98.2%</b>	<b>98.2%</b>	<b>0.0%</b>	<b>97.6%</b>	<b>97.0%</b>	<b>- 0.6%</b>
By Bedroom Count	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
2 Bedrooms or Less	98.2%	98.4%	+ 0.2%	99.3%	99.9%	+ 0.6%	97.4%	96.8%	- 0.6%
3 Bedrooms	98.3%	97.8%	- 0.5%	98.4%	98.0%	- 0.4%	98.2%	97.4%	- 0.8%
4 Bedrooms or More	97.2%	97.1%	- 0.1%	97.2%	97.1%	- 0.1%	97.2%	97.6%	+ 0.4%
<b>All Bedroom Counts</b>	<b>98.0%</b>	<b>97.8%</b>	<b>- 0.2%</b>	<b>98.2%</b>	<b>98.2%</b>	<b>0.0%</b>	<b>97.6%</b>	<b>97.0%</b>	<b>- 0.6%</b>

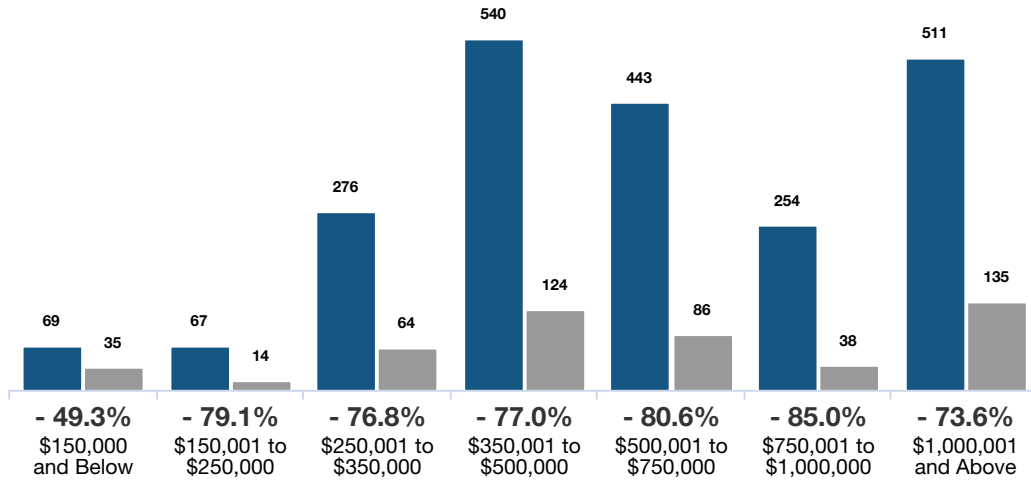
# Inventory of Homes for Sale



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

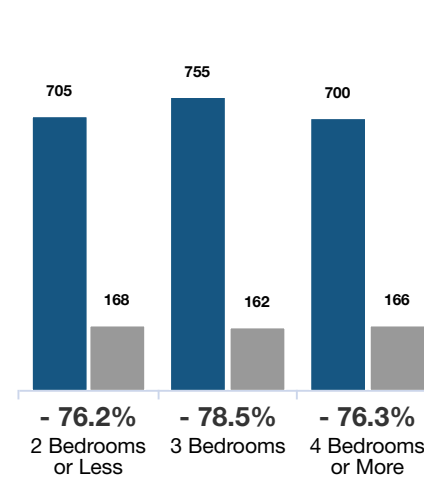
## By Price Range

■ 1-2024 ■ 1-2025



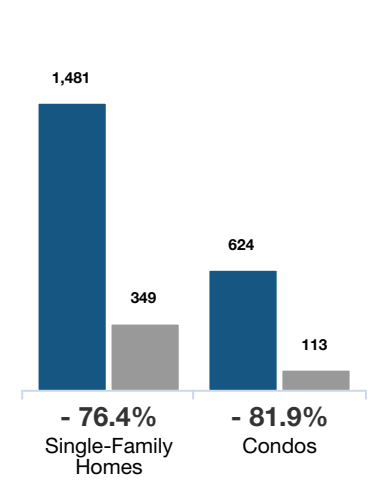
## By Bedroom Count

■ 1-2024 ■ 1-2025



## By Property Type

■ 1-2024 ■ 1-2025



	All Properties			Single-Family Homes			Condos		
By Price Range	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
\$150,000 and Below	69	35	-49.3%	14	2	-85.7%	7	1	-85.7%
\$150,001 to \$250,000	67	14	-79.1%	21	6	-71.4%	40	8	-80.0%
\$250,001 to \$350,000	276	64	-76.8%	79	23	-70.9%	197	41	-79.2%
\$350,001 to \$500,000	540	124	-77.0%	396	90	-77.3%	144	34	-76.4%
\$500,001 to \$750,000	443	86	-80.6%	288	64	-77.8%	155	21	-86.5%
\$750,001 to \$1,000,000	254	38	-85.0%	205	34	-83.4%	48	3	-93.8%
\$1,000,001 and Above	511	135	-73.6%	478	130	-72.8%	33	5	-84.8%
<b>All Price Ranges</b>	<b>2,160</b>	<b>496</b>	<b>-77.0%</b>	<b>1,481</b>	<b>349</b>	<b>-76.4%</b>	<b>624</b>	<b>113</b>	<b>-81.9%</b>
By Bedroom Count	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
2 Bedrooms or Less	705	168	-76.2%	207	60	-71.0%	460	80	-82.6%
3 Bedrooms	755	162	-78.5%	598	132	-77.9%	142	26	-81.7%
4 Bedrooms or More	700	166	-76.3%	676	157	-76.8%	22	7	-68.2%
<b>All Bedroom Counts</b>	<b>2,160</b>	<b>496</b>	<b>-77.0%</b>	<b>1,481</b>	<b>349</b>	<b>-76.4%</b>	<b>624</b>	<b>113</b>	<b>-81.9%</b>

# Months Supply of Inventory

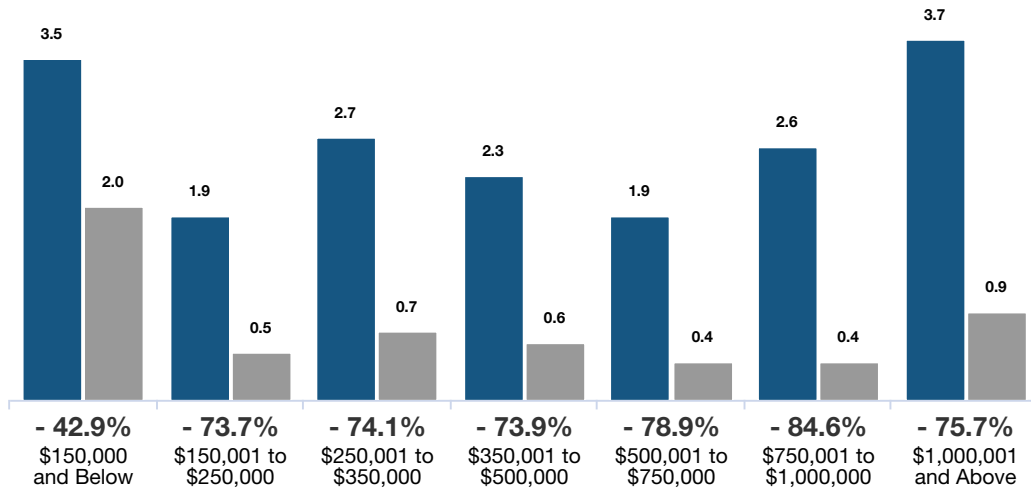


The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months.

Based on one month of activity.

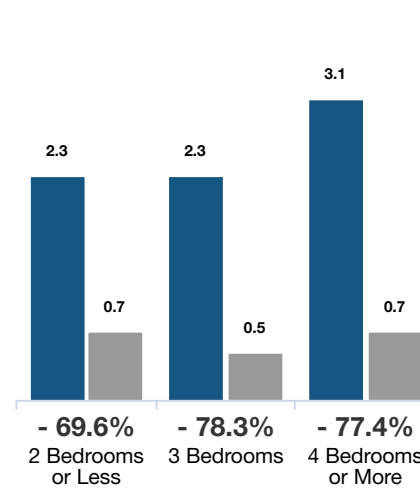
## By Price Range

■ 1-2024 ■ 1-2025



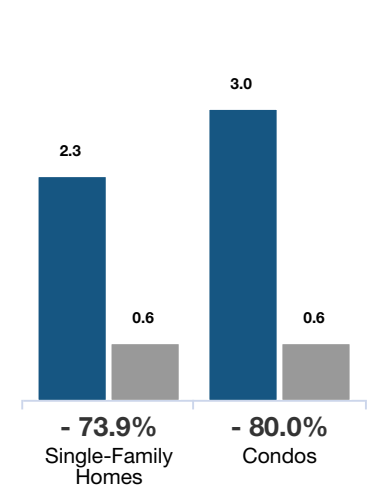
## By Bedroom Count

■ 1-2024 ■ 1-2025



## By Property Type

■ 1-2024 ■ 1-2025



	All Properties			Single-Family Homes			Condos		
By Price Range	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
\$150,000 and Below	3.5	2.0	- 42.9%	2.5	0.5	- 80.0%	1.9	0.4	- 78.9%
\$150,001 to \$250,000	1.9	0.5	- 73.7%	2.5	0.7	- 72.0%	1.5	0.4	- 73.3%
\$250,001 to \$350,000	2.7	0.7	- 74.1%	1.4	0.6	- 57.1%	4.1	0.9	- 78.0%
\$350,001 to \$500,000	2.3	0.6	- 73.9%	2.2	0.6	- 72.7%	3.1	0.8	- 74.2%
\$500,001 to \$750,000	1.9	0.4	- 78.9%	1.6	0.4	- 75.0%	2.9	0.4	- 86.2%
\$750,001 to \$1,000,000	2.6	0.4	- 84.6%	2.9	0.5	- 82.8%	1.9	0.1	- 94.7%
\$1,000,001 and Above	3.7	0.9	- 75.7%	3.8	0.9	- 76.3%	3.0	0.3	- 90.0%
<b>All Price Ranges</b>	<b>2.5</b>	<b>0.6</b>	<b>- 76.0%</b>	<b>2.3</b>	<b>0.6</b>	<b>- 73.9%</b>	<b>3.0</b>	<b>0.6</b>	<b>- 80.0%</b>
By Bedroom Count	1-2024	1-2025	Change	1-2024	1-2025	Change	1-2024	1-2025	Change
2 Bedrooms or Less	2.3	0.7	- 69.6%	1.4	0.6	- 57.1%	3.2	0.6	- 81.2%
3 Bedrooms	2.3	0.5	- 78.3%	2.2	0.5	- 77.3%	2.4	0.4	- 83.3%
4 Bedrooms or More	3.1	0.7	- 77.4%	3.2	0.7	- 78.1%	2.2	0.7	- 68.2%
<b>All Bedroom Counts</b>	<b>2.5</b>	<b>0.6</b>	<b>- 76.0%</b>	<b>2.3</b>	<b>0.6</b>	<b>- 73.9%</b>	<b>3.0</b>	<b>0.6</b>	<b>- 80.0%</b>