

# Monthly Indicators



## February 2025

U.S. existing-home sales fell for the first time since September, slipping 4.9% month-over-month to a seasonally adjusted annual rate of 4.08 million units, according to the National Association of REALTORS® (NAR), as elevated home prices and higher interest rates continue to impact buyer activity. Despite the drop, sales were up 2% compared to the same period last year, marking the fourth consecutive monthly year-over-year increase.

New Listings were up 10.4 percent to 681. Pending Sales decreased 3.5 percent to 468. Inventory grew 22.4 percent to 1,715 units.

Prices moved higher as Median Sales Price was up 16.2 percent to \$599,450. Days on Market increased 13.0 percent to 61 days. Months Supply of Inventory was up 24.2 percent to 4.1 months.

The limited number of properties for sale has continued to push home prices higher nationwide. At last measure, the national median existing-home price was \$396,900, a 4.8% increase from one year earlier, with prices up in all four regions, according to NAR. Meanwhile, total housing inventory heading into February stood at 1.18 million units, up 3.5% month-over-month and 16.8% year-over-year, for a 3.5-month supply at the current sales pace.

## Quick Facts

**- 10.3%**

**+ 16.2%**

**+ 24.2%**

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.



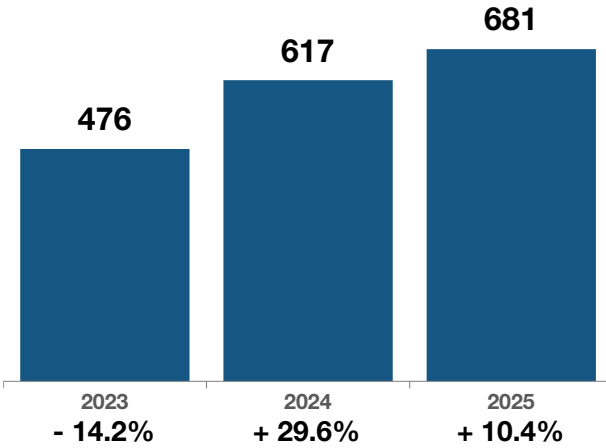
Key Metrics	Historical Sparkbars	02-2024	02-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
<b>New Listings</b>		617	<b>681</b>	+ 10.4%	1,157	<b>1,302</b>	+ 12.5%
<b>Pending Sales</b>		485	<b>468</b>	- 3.5%	924	<b>860</b>	- 6.9%
<b>Closed Sales</b>		408	<b>366</b>	- 10.3%	718	<b>720</b>	+ 0.3%
<b>Days on Market</b>		54	<b>61</b>	+ 13.0%	53	<b>65</b>	+ 22.6%
<b>Median Sales Price</b>		\$516,063	<b>\$599,450</b>	+ 16.2%	\$534,000	<b>\$573,065</b>	+ 7.3%
<b>Average Sales Price</b>		\$706,028	<b>\$840,000</b>	+ 19.0%	\$738,177	<b>\$842,633</b>	+ 14.2%
<b>Pct. of List Price Received</b>		98.2%	<b>97.7%</b>	- 0.5%	97.7%	<b>97.5%</b>	- 0.2%
<b>Housing Affordability Index</b>		59	<b>54</b>	- 8.5%	57	<b>57</b>	0.0%
<b>Inventory of Homes for Sale</b>		1,401	<b>1,715</b>	+ 22.4%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		3.3	<b>4.1</b>	+ 24.2%	--	<b>--</b>	--

# New Listings

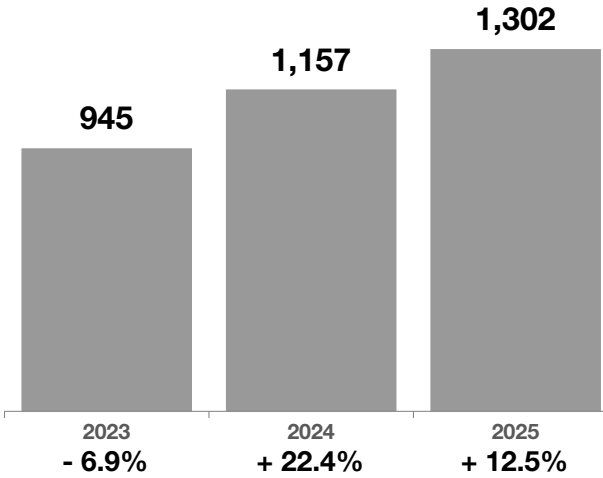
A count of the properties that have been newly listed on the market in a given month.



## February

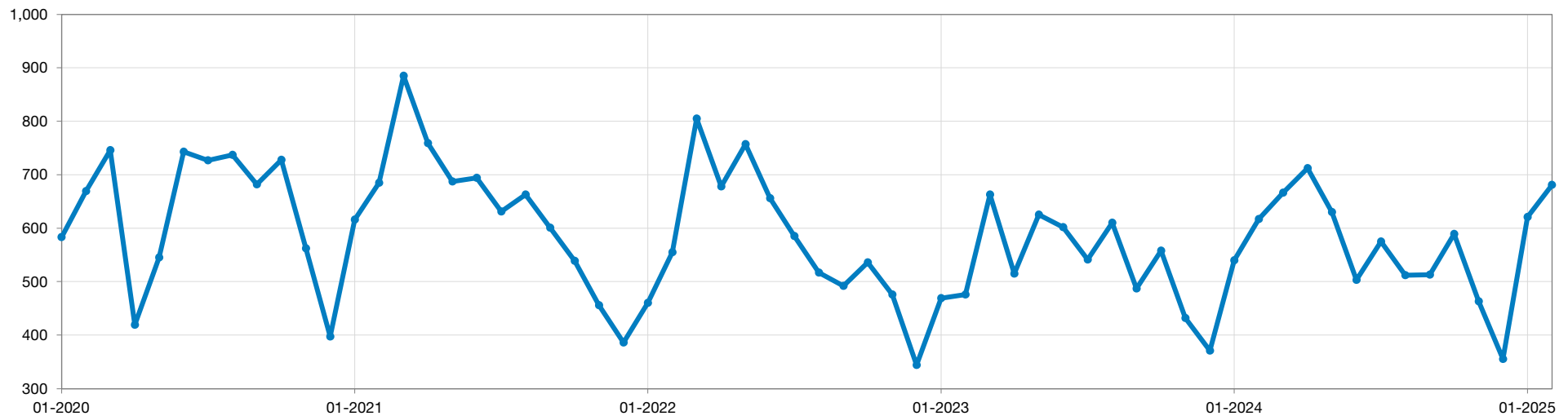


## Year to Date



	New Listings	Prior Year	Percent Change
March 2024	666	663	+0.5%
April 2024	712	515	+38.3%
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	589	558	+5.6%
November 2024	463	432	+7.2%
December 2024	355	371	-4.3%
January 2025	621	540	+15.0%
<b>February 2025</b>	<b>681</b>	<b>617</b>	<b>+10.4%</b>
12-Month Avg	568	547	+3.9%

## Historical New Listings by Month

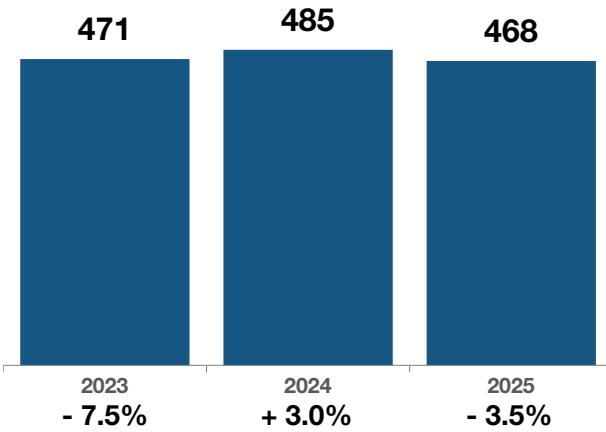


# Pending Sales

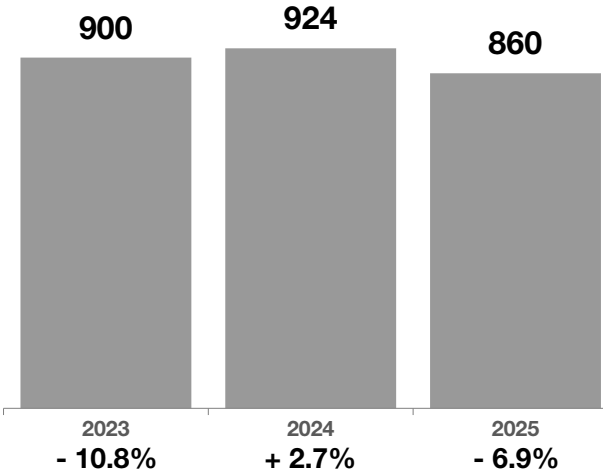
A count of the properties on which offers have been accepted in a given month.



## February

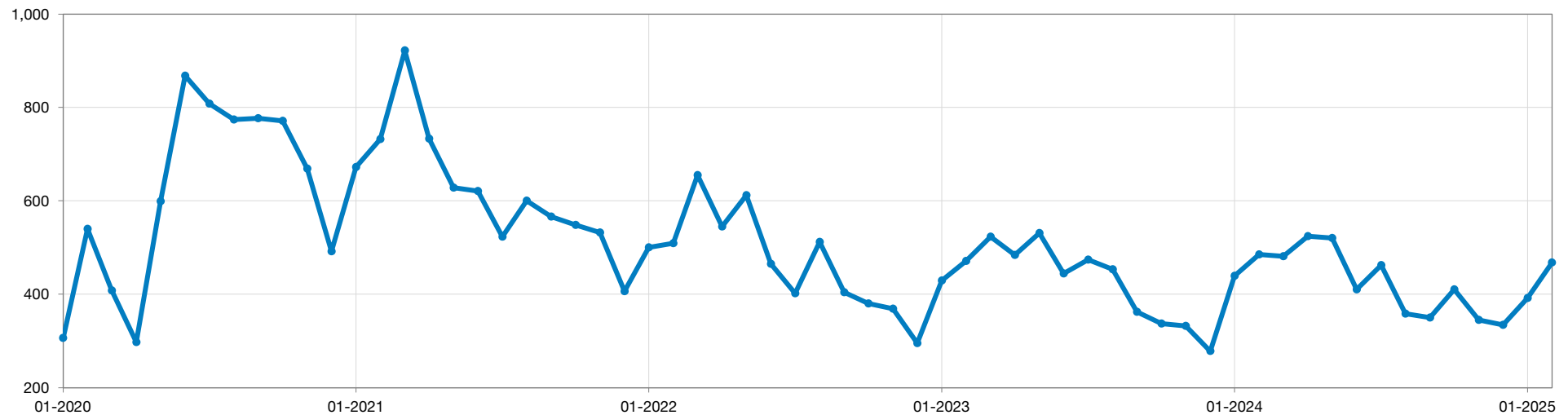


## Year to Date



	Pending Sales	Prior Year	Percent Change
March 2024	481	523	-8.0%
April 2024	524	484	+8.3%
May 2024	520	531	-2.1%
June 2024	410	444	-7.7%
July 2024	462	474	-2.5%
August 2024	358	453	-21.0%
September 2024	350	362	-3.3%
October 2024	410	337	+21.7%
November 2024	345	332	+3.9%
December 2024	334	278	+20.1%
January 2025	392	439	-10.7%
<b>February 2025</b>	<b>468</b>	<b>485</b>	<b>-3.5%</b>
12-Month Avg	421	429	-1.7%

## Historical Pending Sales by Month

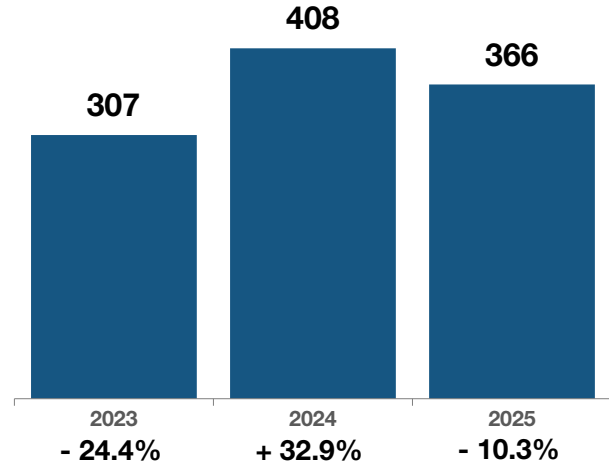


# Closed Sales

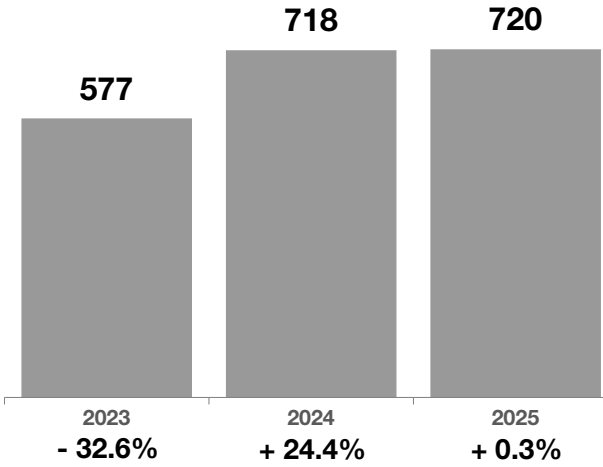
A count of the actual sales that closed in a given month.



## February

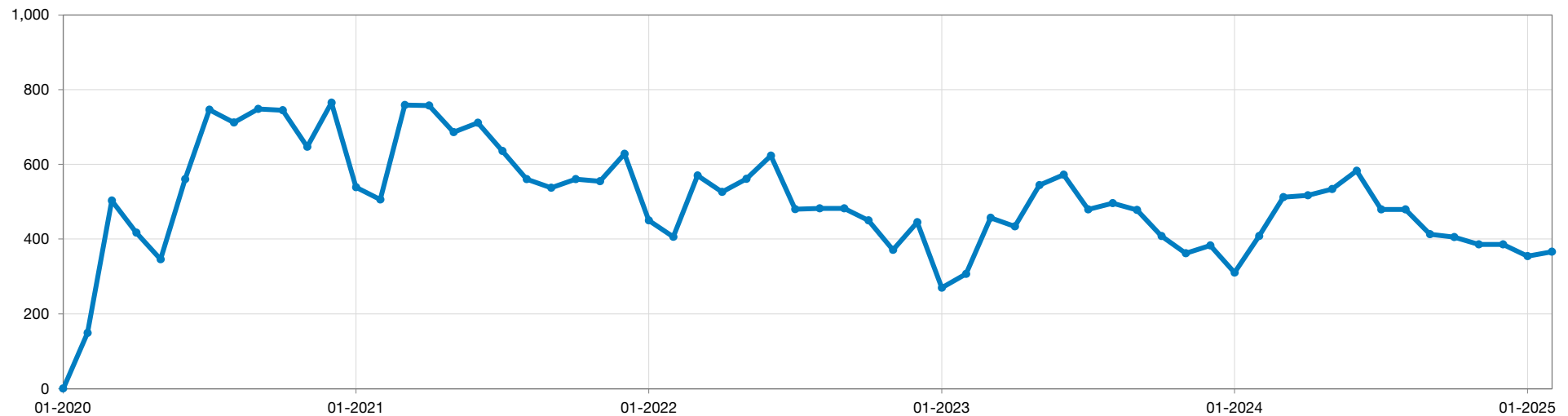


## Year to Date



Closed Sales	Prior Year	Percent Change
March 2024	512	457 +12.0%
April 2024	517	434 +19.1%
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	386	383 +0.8%
January 2025	354	310 +14.2%
<b>February 2025</b>	<b>366</b>	<b>408 -10.3%</b>
12-Month Avg	451	444 +1.6%

## Historical Closed Sales by Month

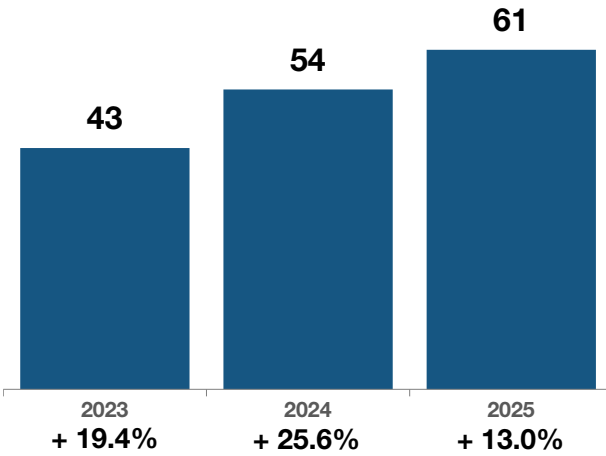


# Days on Market Until Sale

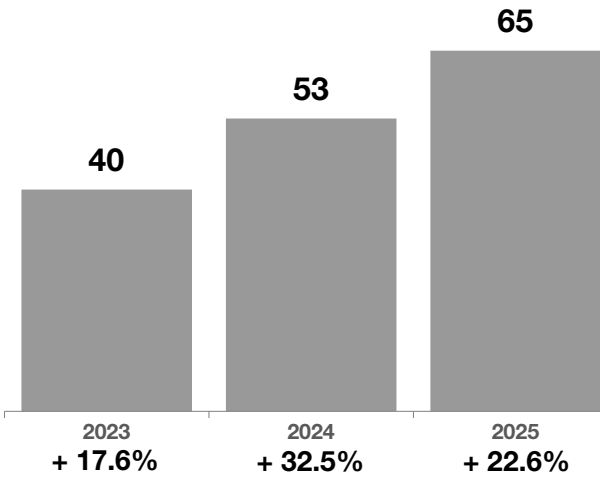
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February



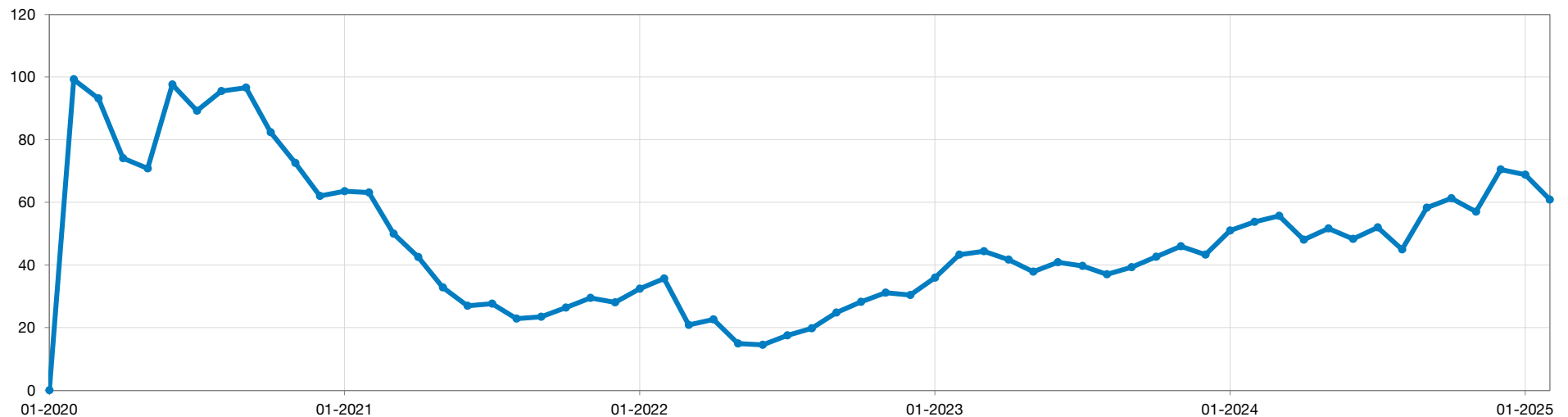
## Year to Date



Days on Market	Prior Year	Percent Change	
March 2024	56	44	+27.3%
April 2024	48	42	+14.3%
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%
<b>February 2025</b>	<b>61</b>	<b>54</b>	<b>+13.0%</b>
12-Month Avg*	55	43	+27.9%

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

## Historical Days on Market Until Sale by Month

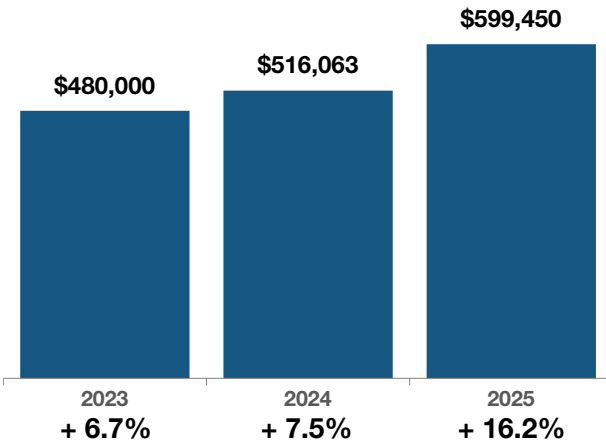


# Median Sales Price

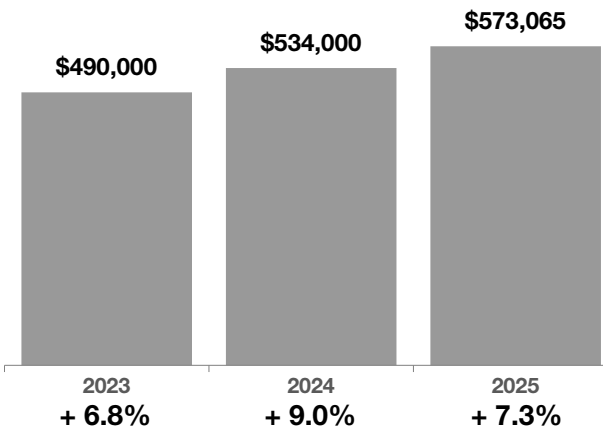
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February



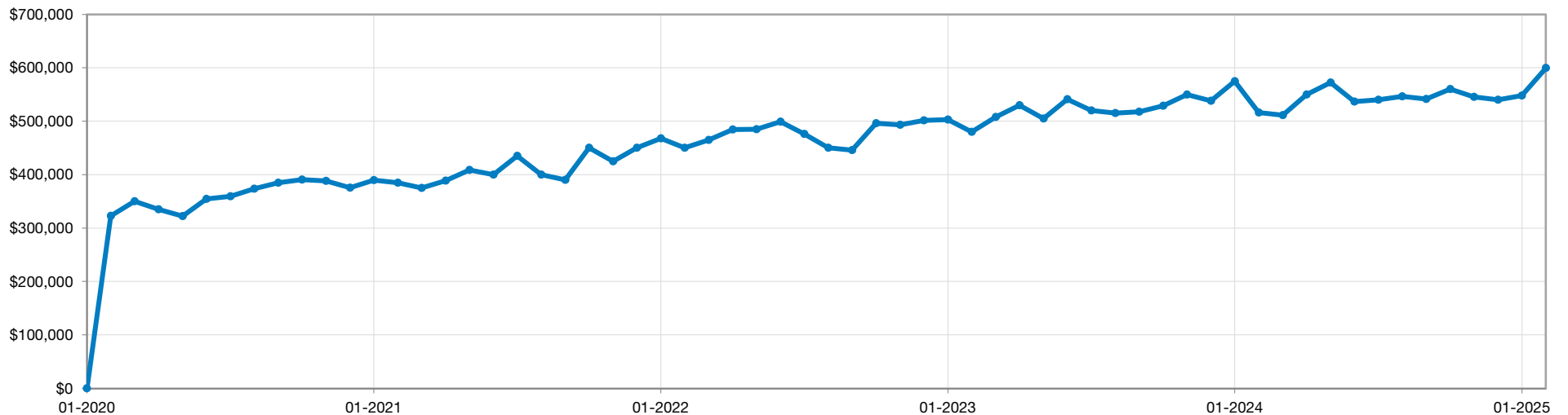
## Year to Date



	Median Sales Price	Prior Year	Percent Change
March 2024	\$511,250	\$507,983	+0.6%
April 2024	\$549,900	\$530,000	+3.8%
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%
<b>February 2025</b>	<b>\$599,450</b>	<b>\$516,063</b>	<b>+16.2%</b>
12-Month Med*	\$545,664	\$526,553	+3.6%

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

## Historical Median Sales Price by Month

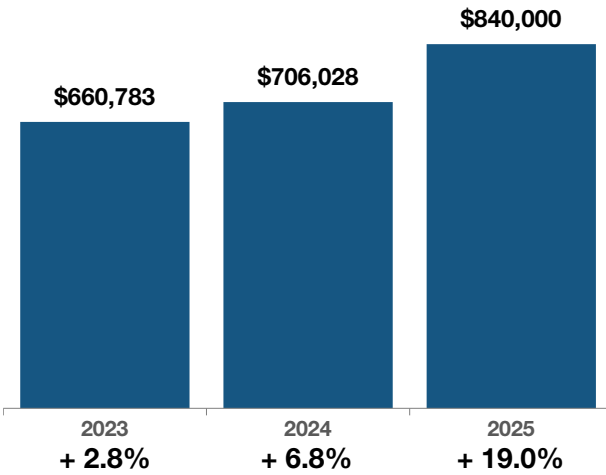


# Average Sales Price

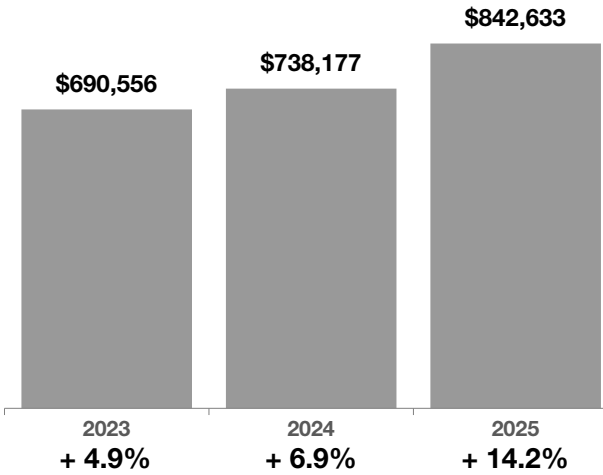
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February



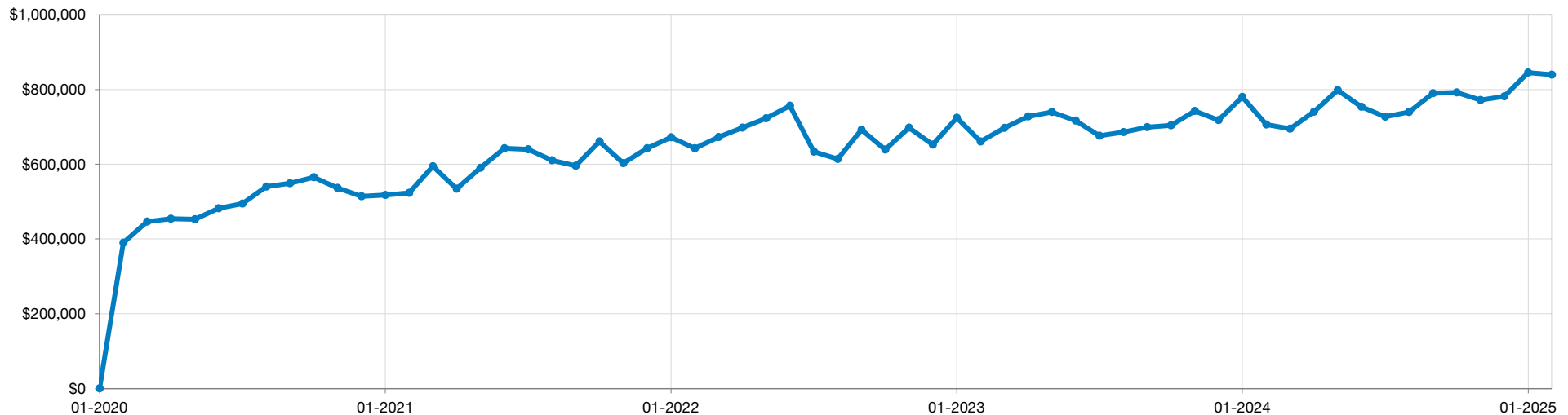
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
March 2024	\$695,288	\$697,429	-0.3%
April 2024	\$740,484	\$727,983	+1.7%
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	\$781,954	\$717,912	+8.9%
January 2025	\$845,348	\$780,490	+8.3%
<b>February 2025</b>	<b>\$840,000</b>	<b>\$706,028</b>	<b>+19.0%</b>
12-Month Avg*	\$773,015	\$716,279	+7.9%

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

## Historical Average Sales Price by Month



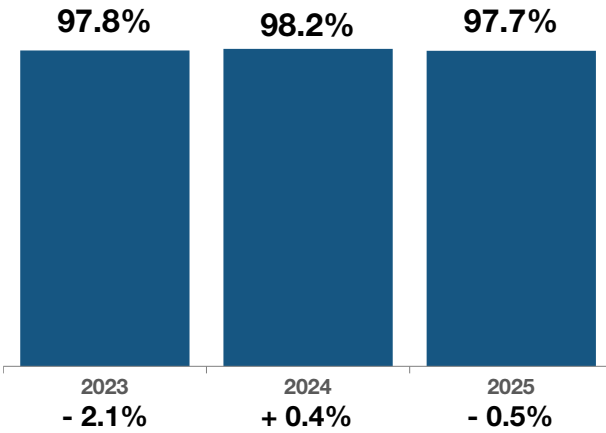


# Percent of List Price Received

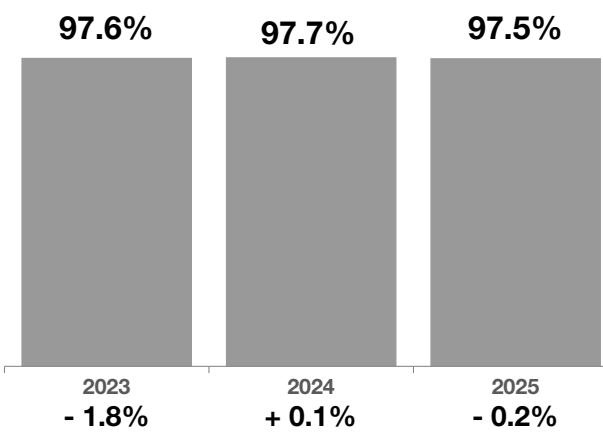
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February



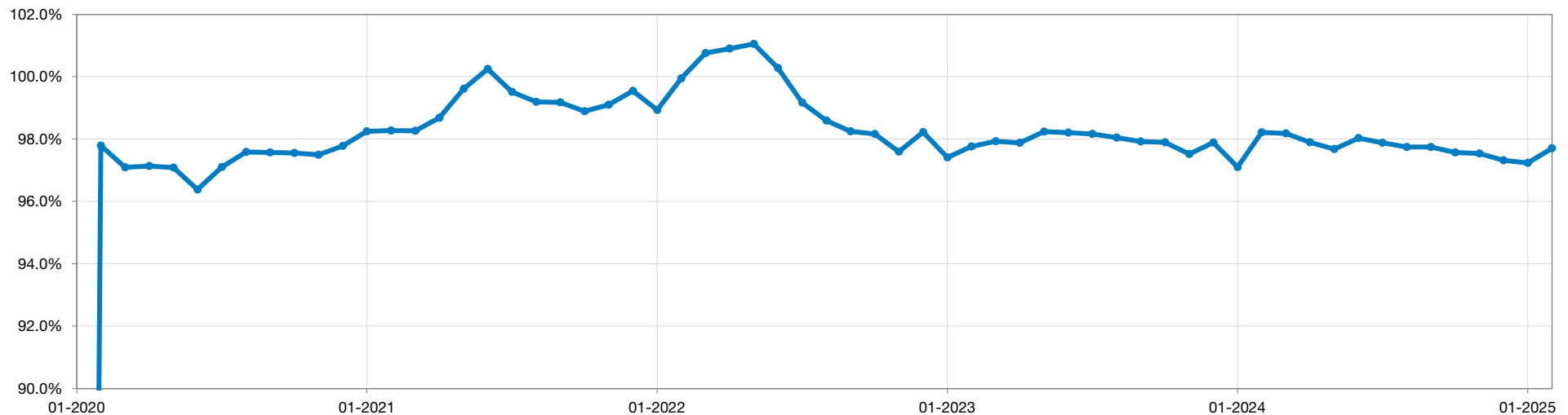
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
March 2024	98.2%	97.9%	+0.3%
April 2024	97.9%	97.9%	0.0%
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	97.3%	97.9%	-0.6%
January 2025	97.2%	97.1%	+0.1%
<b>February 2025</b>	<b>97.7%</b>	<b>98.2%</b>	<b>-0.5%</b>
12-Month Avg*	97.7%	98.0%	-0.3%

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

## Historical Percent of List Price Received by Month

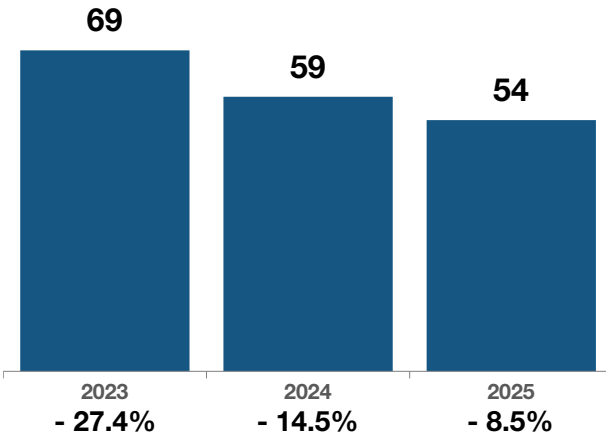


# Housing Affordability Index

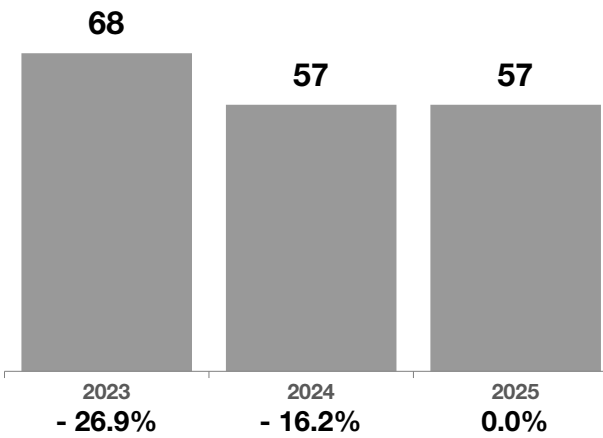
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## February

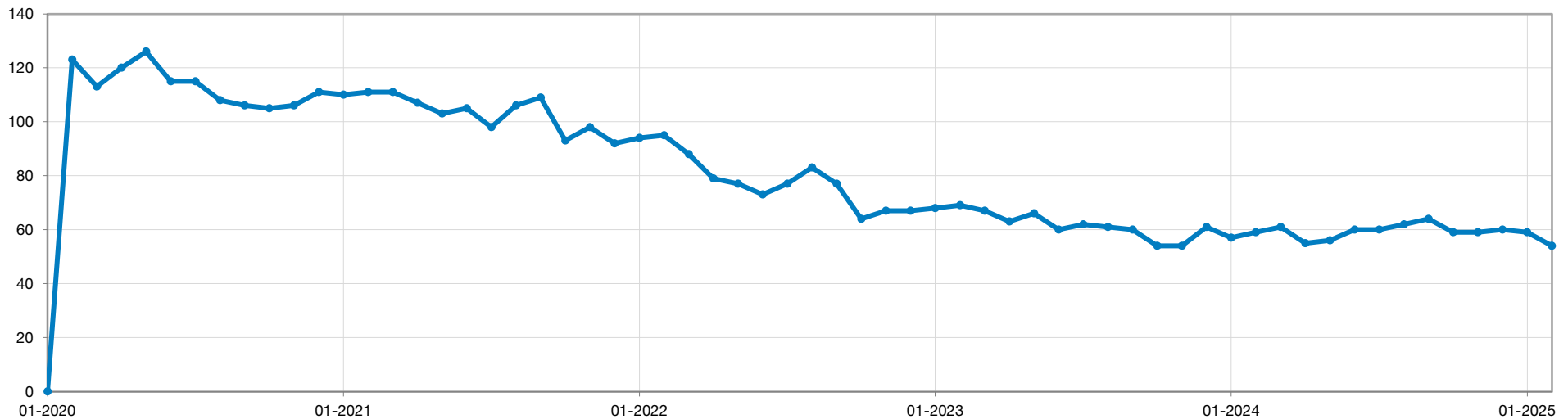


## Year to Date



	Affordability Index	Prior Year	Percent Change
March 2024	61	67	-9.0%
April 2024	55	63	-12.7%
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%
<b>February 2025</b>	<b>54</b>	<b>59</b>	<b>-8.5%</b>
12-Month Avg	59	60	-2.1%

## Historical Housing Affordability Index by Month

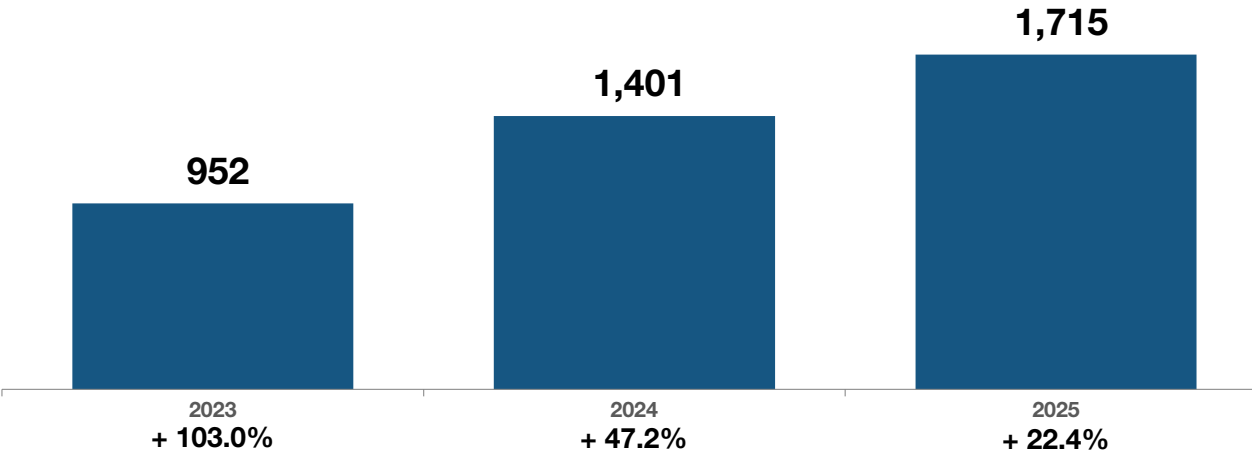


# Inventory of Homes for Sale

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



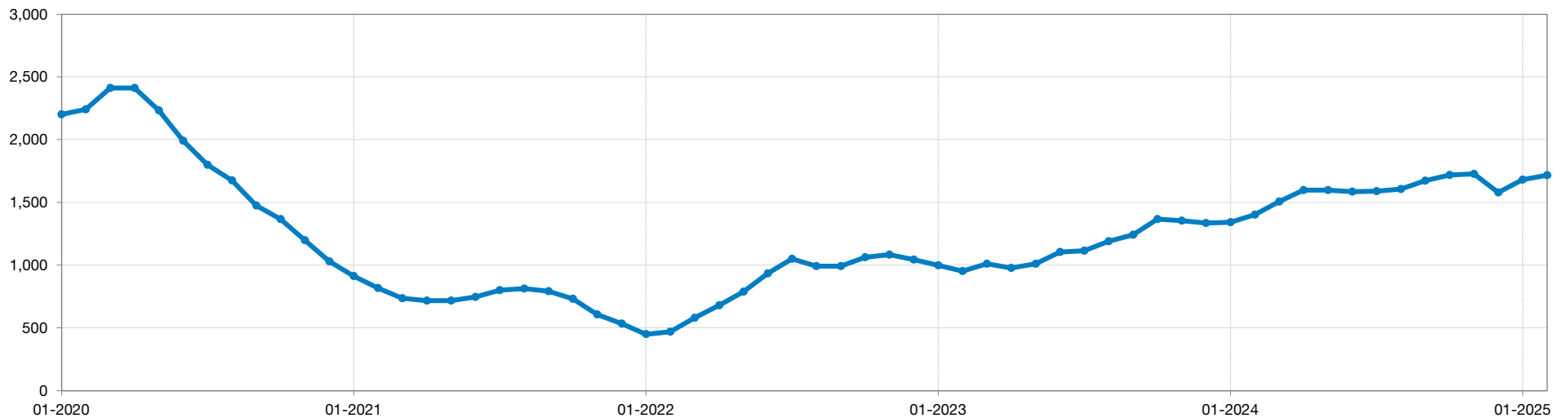
## February



	Homes for Sale	Prior Year	Percent Change
March 2024	1,505	1,010	+49.0%
April 2024	1,597	977	+63.5%
May 2024	1,598	1,009	+58.4%
June 2024	1,585	1,104	+43.6%
July 2024	1,589	1,114	+42.6%
August 2024	1,605	1,188	+35.1%
September 2024	1,671	1,241	+34.6%
October 2024	1,718	1,366	+25.8%
November 2024	1,727	1,354	+27.5%
December 2024	1,579	1,335	+18.3%
January 2025	1,681	1,341	+25.4%
<b>February 2025</b>	<b>1,715</b>	<b>1,401</b>	<b>+22.4%</b>
12-Month Avg*	1,631	1,203	+35.6%

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

## Historical Inventory of Homes for Sale by Month

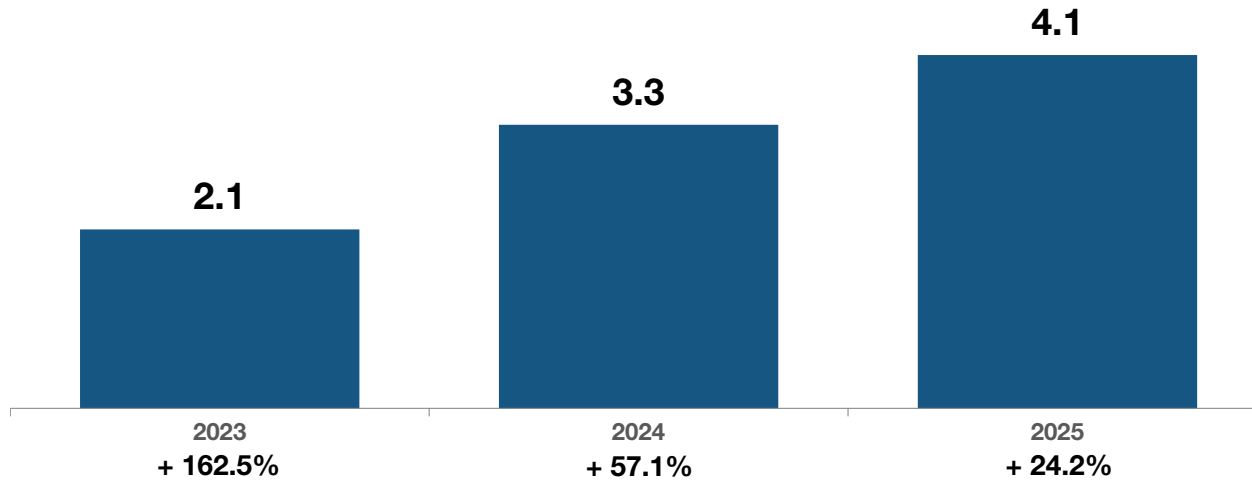


# Months Supply of Inventory

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.



## February



Months Supply		Prior Year	Percent Change
March 2024	3.5	2.2	+59.1%
April 2024	3.7	2.2	+68.2%
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	4.0	3.1	+29.0%
<b>February 2025</b>	<b>4.1</b>	<b>3.3</b>	<b>+24.2%</b>
12-Month Avg*	3.9	2.8	+39.3%

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

## Historical Months Supply of Inventory by Month

