

Housing Supply Overview

A RESEARCH TOOL PROVIDED BY SOUTH CAROLINA REALTORS®



March 2025

U.S. sales of new single-family homes increased 1.8% month-over-month and 5.1% year-over-year to a seasonally adjusted annual rate of 676,000 units, according to the U.S. Census Bureau. There were about 500,000 new homes for sale heading into March, equivalent to an 8.9-month supply at the current sales rate. The median sales price for new homes slipped 1.5% year-over-year to \$414,500. For the 12-month period spanning April 2024 through March 2025, Pending Sales in the Hilton Head Association of REALTORS® region softened 0.7 percent overall. The price range with the largest pending sales gain was the \$1,000,001 and Above range, where sales improved 22.0 percent.

The overall Median Sales Price went up 4.4 percent to \$549,990. The property type with the largest gain was the Single-Family Homes segment, where prices went up 4.5 percent to \$585,000. The price range that tended to sell the quickest was the \$500,001 to \$750,000 range at 46 days. The price range that tended to sell the slowest was the \$150,000 and Below range at 90 days.

Market-wide, inventory levels went up 31.5 percent. The property type with the largest gain was the Condos segment, where the number of properties for sale increased 35.6 percent. That amounts to 4.3 months of inventory for Single-Family Homes and 5.7 months of inventory for Condos.

Quick Facts

+ 22.0%

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

+ 13.3%

Bedroom Count with
Strongest Sales:
4 Bedrooms or More

+ 0.8%

Property Type With
Strongest Sales:
Single-Family Homes

Pending Sales	2
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Percent of List Price Received	6
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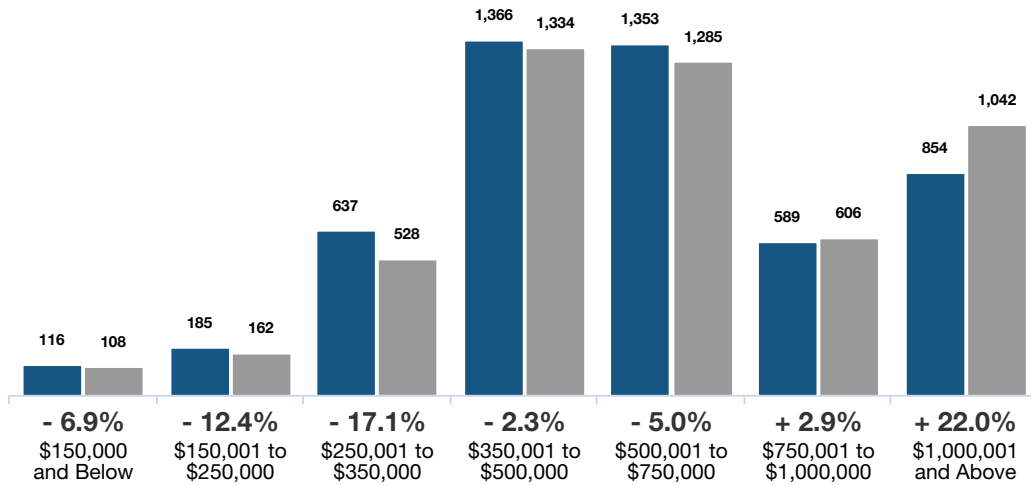
Pending Sales

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



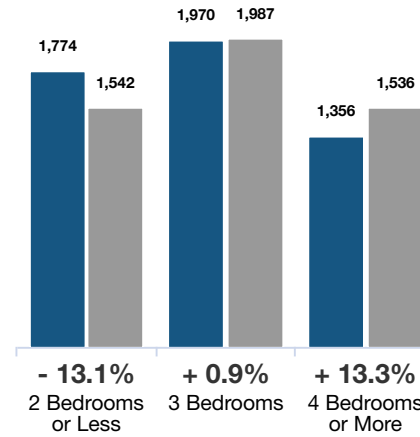
By Price Range

■ 3-2024 ■ 3-2025



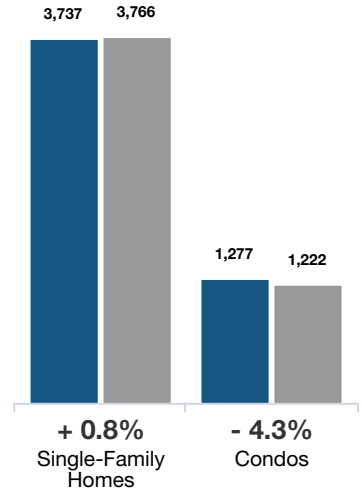
By Bedroom Count

■ 3-2024 ■ 3-2025



By Property Type

■ 3-2024 ■ 3-2025



	All Properties			Single-Family Homes			Condos		
By Price Range	3-2024	3-2025	Change	3-2024	3-2025	Change	3-2024	3-2025	Change
\$150,000 and Below	116	108	- 6.9%	30	29	- 3.3%	8	5	- 37.5%
\$150,001 to \$250,000	185	162	- 12.4%	38	52	+ 36.8%	146	108	- 26.0%
\$250,001 to \$350,000	637	528	- 17.1%	346	245	- 29.2%	291	283	- 2.7%
\$350,001 to \$500,000	1,366	1,334	- 2.3%	1,081	1,052	- 2.7%	284	282	- 0.7%
\$500,001 to \$750,000	1,353	1,285	- 5.0%	1,017	986	- 3.0%	331	299	- 9.7%
\$750,001 to \$1,000,000	589	606	+ 2.9%	441	464	+ 5.2%	147	141	- 4.1%
\$1,000,001 and Above	854	1,042	+ 22.0%	784	938	+ 19.6%	70	104	+ 48.6%
All Price Ranges	5,100	5,065	- 0.7%	3,737	3,766	+ 0.8%	1,277	1,222	- 4.3%
By Bedroom Count	3-2024	3-2025	Change	3-2024	3-2025	Change	3-2024	3-2025	Change
2 Bedrooms or Less	1,774	1,542	- 13.1%	836	722	- 13.6%	874	769	- 12.0%
3 Bedrooms	1,970	1,987	+ 0.9%	1,602	1,587	- 0.9%	353	376	+ 6.5%
4 Bedrooms or More	1,356	1,536	+ 13.3%	1,299	1,457	+ 12.2%	50	77	+ 54.0%
All Bedroom Counts	5,100	5,065	- 0.7%	3,737	3,766	+ 0.8%	1,277	1,222	- 4.3%

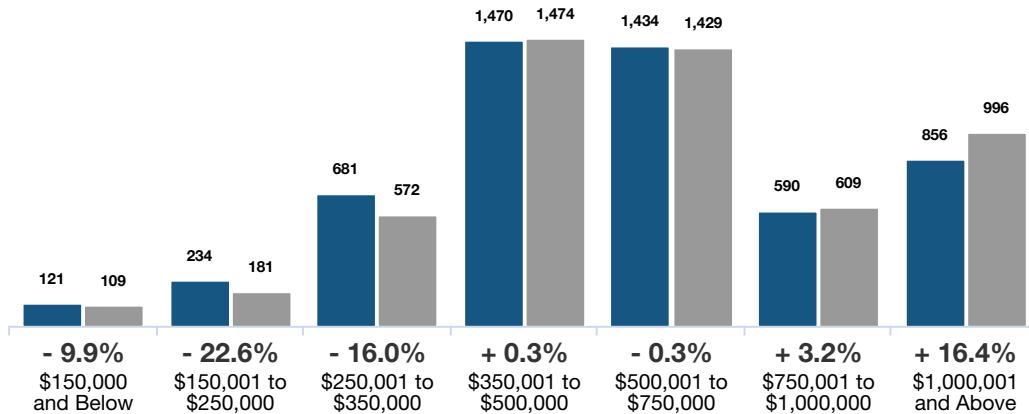
Closed Sales

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



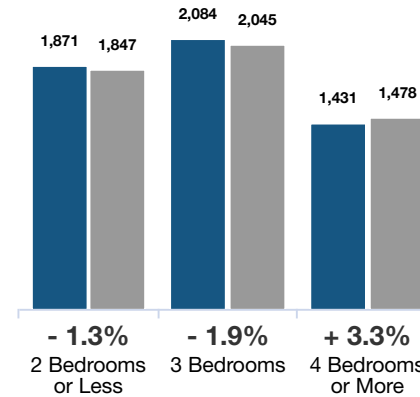
By Price Range

■ 3-2024 ■ 3-2025



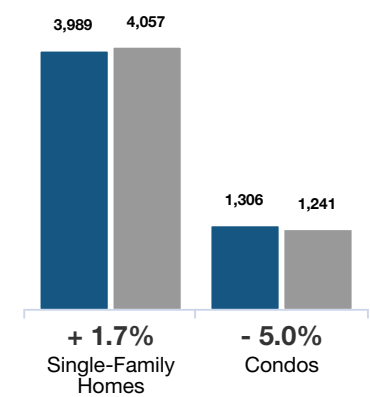
By Bedroom Count

■ 3-2024 ■ 3-2025



By Property Type

■ 3-2024 ■ 3-2025



	All Properties			Single-Family Homes			Condos		
By Price Range	3-2024	3-2025	Change	3-2024	3-2025	Change	3-2024	3-2025	Change
\$150,000 and Below	121	109	- 9.9%	30	33	+ 10.0%	11	6	- 45.5%
\$150,001 to \$250,000	234	181	- 22.6%	49	48	- 2.0%	182	132	- 27.5%
\$250,001 to \$350,000	681	572	- 16.0%	388	267	- 31.2%	293	305	+ 4.1%
\$350,001 to \$500,000	1,470	1,474	+ 0.3%	1,201	1,205	+ 0.3%	267	269	+ 0.7%
\$500,001 to \$750,000	1,434	1,429	- 0.3%	1,104	1,129	+ 2.3%	325	300	- 7.7%
\$750,001 to \$1,000,000	590	609	+ 3.2%	446	479	+ 7.4%	143	129	- 9.8%
\$1,000,001 and Above	856	996	+ 16.4%	771	896	+ 16.2%	85	100	+ 17.6%
All Price Ranges	5,386	5,370	- 0.3%	3,989	4,057	+ 1.7%	1,306	1,241	- 5.0%
By Bedroom Count	3-2024	3-2025	Change	3-2024	3-2025	Change	3-2024	3-2025	Change
2 Bedrooms or Less	1,871	1,847	- 1.3%	930	1,015	+ 9.1%	876	784	- 10.5%
3 Bedrooms	2,084	2,045	- 1.9%	1,691	1,632	- 3.5%	375	391	+ 4.3%
4 Bedrooms or More	1,431	1,478	+ 3.3%	1,368	1,410	+ 3.1%	55	66	+ 20.0%
All Bedroom Counts	5,386	5,370	- 0.3%	3,989	4,057	+ 1.7%	1,306	1,241	- 5.0%

Days On Market Until Sale

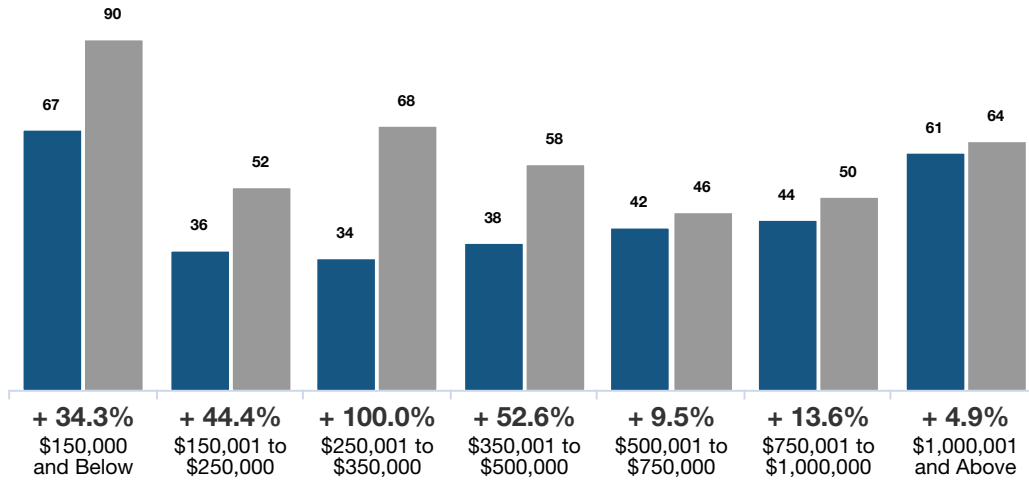
Average number of days between when a property is listed and when an offer is accepted.

Based on a rolling 12-month average.



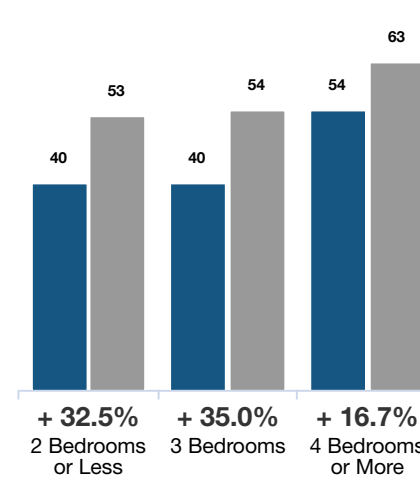
By Price Range

■ 3-2024 ■ 3-2025



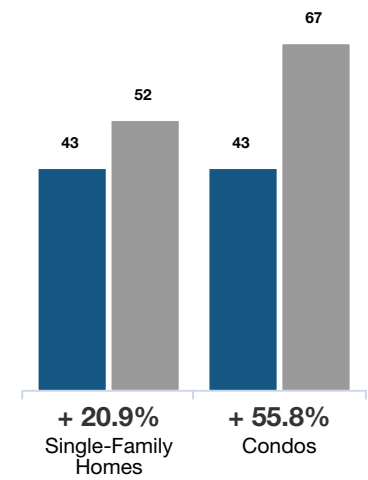
By Bedroom Count

■ 3-2024 ■ 3-2025



By Property Type

■ 3-2024 ■ 3-2025



	All Properties			Single-Family Homes			Condos		
By Price Range	3-2024	3-2025	Change	3-2024	3-2025	Change	3-2024	3-2025	Change
\$150,000 and Below	67	90	+ 34.3%	49	61	+ 24.5%	77	36	- 53.2%
\$150,001 to \$250,000	36	52	+ 44.4%	41	59	+ 43.9%	34	45	+ 32.4%
\$250,001 to \$350,000	34	68	+ 100.0%	23	54	+ 134.8%	48	80	+ 66.7%
\$350,001 to \$500,000	38	58	+ 52.6%	37	55	+ 48.6%	46	69	+ 50.0%
\$500,001 to \$750,000	42	46	+ 9.5%	43	40	- 7.0%	38	69	+ 81.6%
\$750,001 to \$1,000,000	44	50	+ 13.6%	44	50	+ 13.6%	43	50	+ 16.3%
\$1,000,001 and Above	61	64	+ 4.9%	61	63	+ 3.3%	56	74	+ 32.1%
All Price Ranges	44	57	+ 29.5%	43	52	+ 20.9%	43	67	+ 55.8%
By Bedroom Count	3-2024	3-2025	Change	3-2024	3-2025	Change	3-2024	3-2025	Change
2 Bedrooms or Less	40	53	+ 32.5%	33	37	+ 12.1%	44	70	+ 59.1%
3 Bedrooms	40	54	+ 35.0%	40	52	+ 30.0%	41	65	+ 58.5%
4 Bedrooms or More	54	63	+ 16.7%	54	64	+ 18.5%	41	54	+ 31.7%
All Bedroom Counts	44	57	+ 29.5%	43	52	+ 20.9%	43	67	+ 55.8%

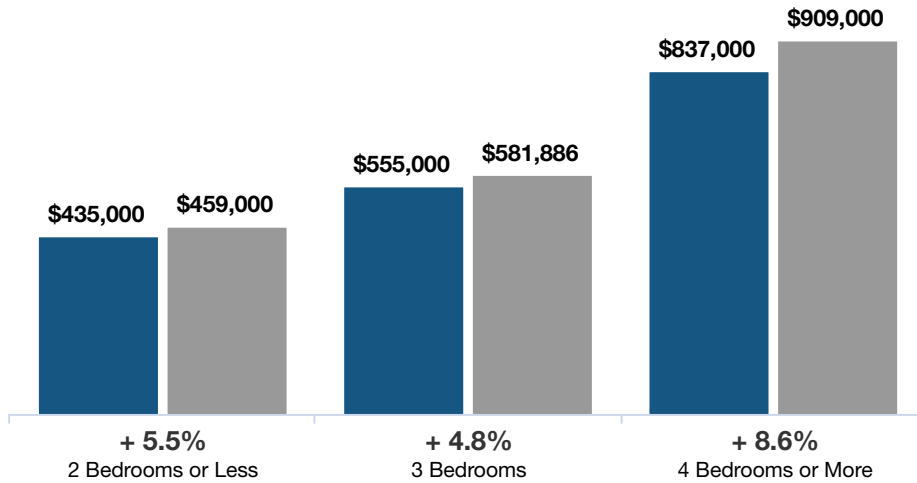
Median Sales Price

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



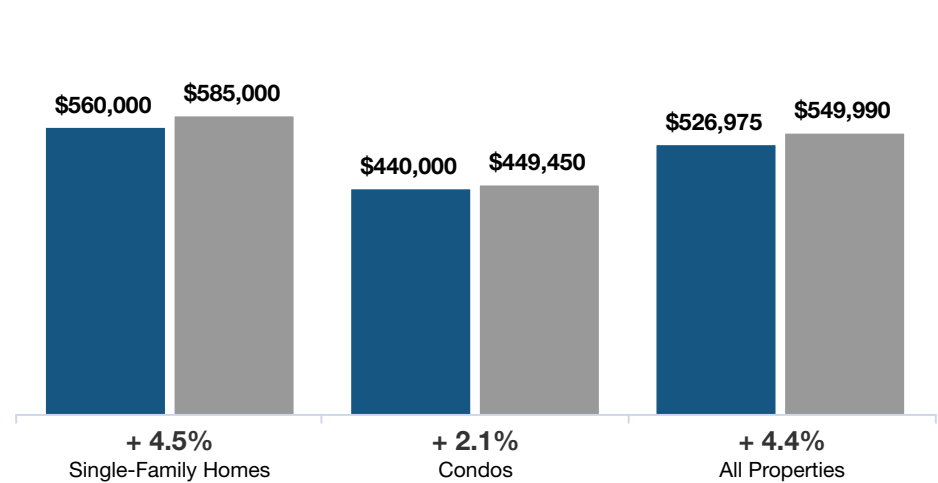
By Bedroom Count

■ 3-2024 ■ 3-2025



By Property Type

■ 3-2024 ■ 3-2025



All Properties

By Bedroom Count

	3-2024	3-2025	Change
2 Bedrooms or Less	\$435,000	\$459,000	+ 5.5%
3 Bedrooms	\$555,000	\$581,886	+ 4.8%
4 Bedrooms or More	\$837,000	\$909,000	+ 8.6%
All Bedroom Counts	\$526,975	\$549,990	+ 4.4%

Single-Family Homes

	3-2024	3-2025	Change
	\$467,000	\$482,000	+ 3.2%
	\$569,000	\$599,900	+ 5.4%
	\$850,000	\$930,270	+ 9.4%
All Single-Family Homes	\$560,000	\$585,000	+ 4.5%

Condos

	3-2024	3-2025	Change
	\$385,000	\$391,000	+ 1.6%
	\$534,894	\$503,470	- 5.9%
	\$749,000	\$712,500	- 4.9%
All Condos	\$440,000	\$449,450	+ 2.1%

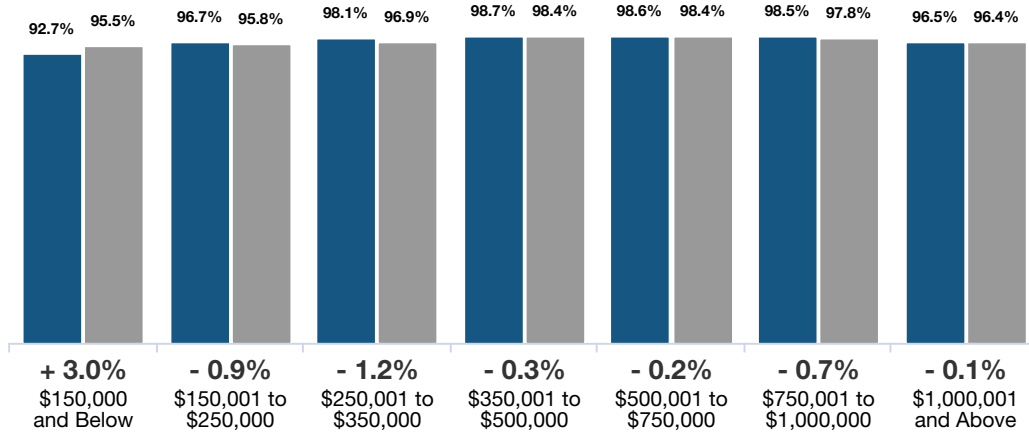
Percent of List Price Received



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.**

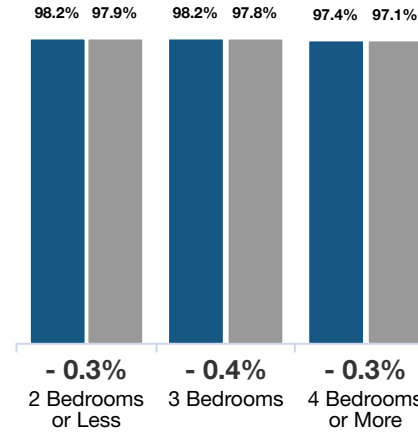
By Price Range

■ 3-2024 ■ 3-2025



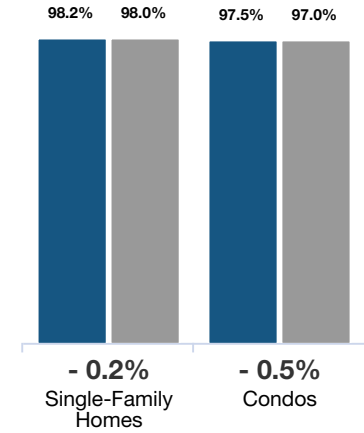
By Bedroom Count

■ 3-2024 ■ 3-2025



By Property Type

■ 3-2024 ■ 3-2025



	All Properties			Single-Family Homes			Condos		
By Price Range	3-2024	3-2025	Change	3-2024	3-2025	Change	3-2024	3-2025	Change
\$150,000 and Below	92.7%	95.5%	+ 3.0%	94.0%	102.0%	+ 8.5%	91.4%	94.7%	+ 3.6%
\$150,001 to \$250,000	96.7%	95.8%	- 0.9%	94.5%	95.3%	+ 0.8%	97.2%	96.0%	- 1.2%
\$250,001 to \$350,000	98.1%	96.9%	- 1.2%	98.7%	97.3%	- 1.4%	97.4%	96.6%	- 0.8%
\$350,001 to \$500,000	98.7%	98.4%	- 0.3%	99.0%	98.7%	- 0.3%	97.5%	97.1%	- 0.4%
\$500,001 to \$750,000	98.6%	98.4%	- 0.2%	98.7%	98.8%	+ 0.1%	98.0%	97.1%	- 0.9%
\$750,001 to \$1,000,000	98.5%	97.8%	- 0.7%	98.6%	97.8%	- 0.8%	98.1%	97.7%	- 0.4%
\$1,000,001 and Above	96.5%	96.4%	- 0.1%	96.4%	96.3%	- 0.1%	97.0%	97.8%	+ 0.8%
All Price Ranges	98.0%	97.7%	- 0.3%	98.2%	98.0%	- 0.2%	97.5%	97.0%	- 0.5%
By Bedroom Count	3-2024	3-2025	Change	3-2024	3-2025	Change	3-2024	3-2025	Change
2 Bedrooms or Less	98.2%	97.9%	- 0.3%	99.3%	99.2%	- 0.1%	97.4%	96.6%	- 0.8%
3 Bedrooms	98.2%	97.8%	- 0.4%	98.3%	97.9%	- 0.4%	98.1%	97.5%	- 0.6%
4 Bedrooms or More	97.4%	97.1%	- 0.3%	97.4%	97.1%	- 0.3%	96.9%	97.7%	+ 0.8%
All Bedroom Counts	98.0%	97.7%	- 0.3%	98.2%	98.0%	- 0.2%	97.5%	97.0%	- 0.5%

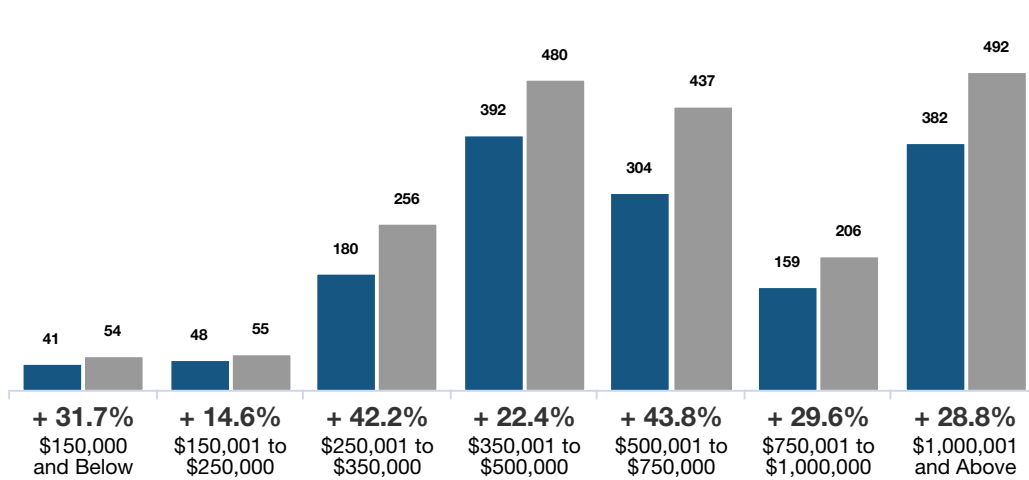
Inventory of Homes for Sale



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

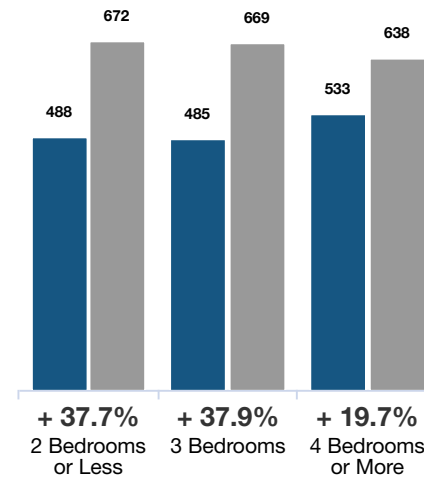
By Price Range

■ 3-2024 ■ 3-2025



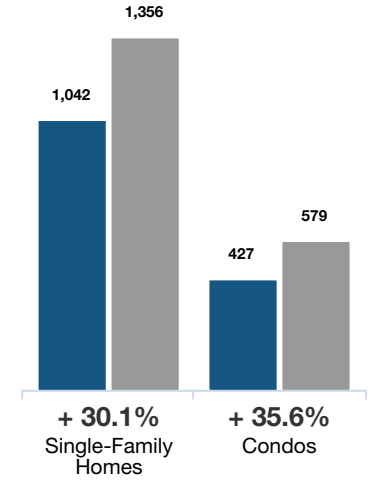
By Bedroom Count

■ 3-2024 ■ 3-2025



By Property Type

■ 3-2024 ■ 3-2025



	All Properties			Single-Family Homes			Condos		
By Price Range	3-2024	3-2025	Change	3-2024	3-2025	Change	3-2024	3-2025	Change
\$150,000 and Below	41	54	+ 31.7%	9	8	- 11.1%	1	6	+ 500.0%
\$150,001 to \$250,000	48	55	+ 14.6%	16	15	- 6.2%	28	40	+ 42.9%
\$250,001 to \$350,000	180	256	+ 42.2%	43	71	+ 65.1%	137	185	+ 35.0%
\$350,001 to \$500,000	392	480	+ 22.4%	278	335	+ 20.5%	114	145	+ 27.2%
\$500,001 to \$750,000	304	437	+ 43.8%	216	314	+ 45.4%	88	121	+ 37.5%
\$750,001 to \$1,000,000	159	206	+ 29.6%	127	168	+ 32.3%	30	35	+ 16.7%
\$1,000,001 and Above	382	492	+ 28.8%	353	445	+ 26.1%	29	47	+ 62.1%
All Price Ranges	1,506	1,980	+ 31.5%	1,042	1,356	+ 30.1%	427	579	+ 35.6%
By Bedroom Count	3-2024	3-2025	Change	3-2024	3-2025	Change	3-2024	3-2025	Change
2 Bedrooms or Less	488	672	+ 37.7%	160	235	+ 46.9%	304	399	+ 31.2%
3 Bedrooms	485	669	+ 37.9%	364	527	+ 44.8%	111	140	+ 26.1%
4 Bedrooms or More	533	638	+ 19.7%	518	593	+ 14.5%	12	40	+ 233.3%
All Bedroom Counts	1,506	1,980	+ 31.5%	1,042	1,356	+ 30.1%	427	579	+ 35.6%

Months Supply of Inventory

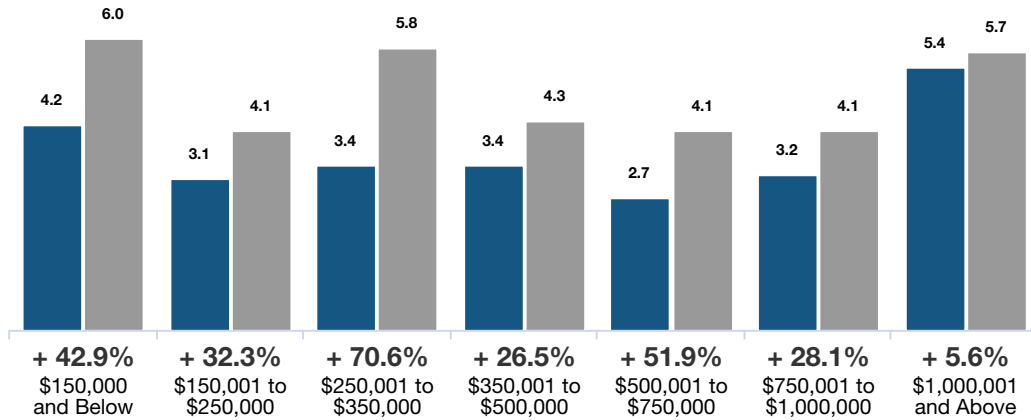


The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months.

Based on one month of activity.

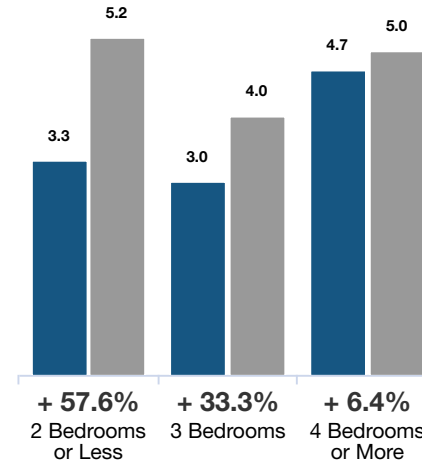
By Price Range

■ 3-2024 ■ 3-2025



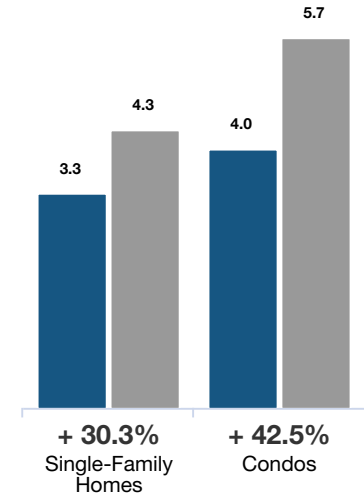
By Bedroom Count

■ 3-2024 ■ 3-2025



By Property Type

■ 3-2024 ■ 3-2025



All Properties

By Price Range	3-2024	3-2025	Change
\$150,000 and Below	4.2	6.0	+ 42.9%
\$150,001 to \$250,000	3.1	4.1	+ 32.3%
\$250,001 to \$350,000	3.4	5.8	+ 70.6%
\$350,001 to \$500,000	3.4	4.3	+ 26.5%
\$500,001 to \$750,000	2.7	4.1	+ 51.9%
\$750,001 to \$1,000,000	3.2	4.1	+ 28.1%
\$1,000,001 and Above	5.4	5.7	+ 5.6%
All Price Ranges	3.5	4.7	+ 34.3%

Single-Family Homes

By Bedroom Count	3-2024	3-2025	Change
2 Bedrooms or Less	3.3	5.2	+ 57.6%
3 Bedrooms	3.0	4.0	+ 33.3%
4 Bedrooms or More	4.7	5.0	+ 6.4%
All Bedroom Counts	3.5	4.7	+ 34.3%

Condos

By Price Range	3-2024	3-2025	Change
\$150,000 and Below	0.8	4.8	+ 500.0%
\$150,001 to \$250,000	2.3	4.4	+ 91.3%
\$250,001 to \$350,000	5.6	7.8	+ 39.3%
\$350,001 to \$500,000	4.8	6.2	+ 29.2%
\$500,001 to \$750,000	3.2	4.9	+ 53.1%
\$750,001 to \$1,000,000	2.4	3.0	+ 25.0%
\$1,000,001 and Above	5.0	5.4	+ 8.0%
All Price Ranges	4.0	5.7	+ 42.5%

By Bedroom Count	3-2024	3-2025	Change
2 Bedrooms or Less	3.3	5.2	+ 57.6%
3 Bedrooms	3.0	4.0	+ 33.3%
4 Bedrooms or More	4.7	5.0	+ 6.4%
All Bedroom Counts	3.5	4.7	+ 34.3%

By Price Range	3-2024	3-2025	Change
\$150,000 and Below	3.3	3.3	0.0%
\$150,001 to \$250,000	4.6	3.5	- 23.9%
\$250,001 to \$350,000	1.5	3.5	+ 133.3%
\$350,001 to \$500,000	3.1	3.8	+ 22.6%
\$500,001 to \$750,000	2.5	3.8	+ 52.0%
\$750,001 to \$1,000,000	3.5	4.3	+ 22.9%
\$1,000,001 and Above	5.4	5.7	+ 5.6%
All Price Ranges	3.3	4.3	+ 30.3%