

# Monthly Indicators



## March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings were up 23.4 percent to 822. Pending Sales increased 7.5 percent to 517. Inventory grew 31.5 percent to 1,980 units.

Prices moved higher as Median Sales Price was up 8.6 percent to \$555,333. Days on Market increased 23.2 percent to 69 days. Months Supply of Inventory was up 34.3 percent to 4.7 months.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

## Quick Facts

<b>- 9.0%</b>	<b>+ 8.6%</b>	<b>+ 34.3%</b>
One-Year Change in <b>Closed Sales</b>	One-Year Change in <b>Median Sales Price</b>	One-Year Change in <b>Months Supply</b>

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.



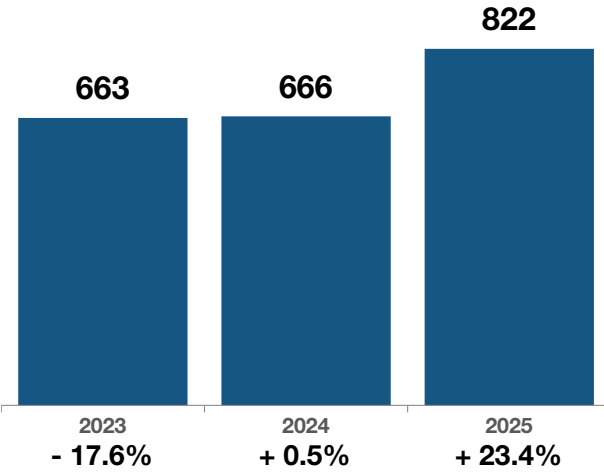
Key Metrics	Historical Sparkbars	03-2024	03-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
<b>New Listings</b>		666	<b>822</b>	+ 23.4%	1,823	<b>2,125</b>	+ 16.6%
<b>Pending Sales</b>		481	<b>517</b>	+ 7.5%	1,405	<b>1,358</b>	- 3.3%
<b>Closed Sales</b>		512	<b>466</b>	- 9.0%	1,230	<b>1,188</b>	- 3.4%
<b>Days on Market</b>		56	<b>69</b>	+ 23.2%	54	<b>66</b>	+ 22.2%
<b>Median Sales Price</b>		\$511,250	<b>\$555,333</b>	+ 8.6%	\$525,000	<b>\$565,000</b>	+ 7.6%
<b>Average Sales Price</b>		\$695,288	<b>\$862,379</b>	+ 24.0%	\$720,324	<b>\$850,640</b>	+ 18.1%
<b>Pct. of List Price Received</b>		98.2%	<b>97.4%</b>	- 0.8%	97.9%	<b>97.4%</b>	- 0.5%
<b>Housing Affordability Index</b>		61	<b>59</b>	- 3.3%	59	<b>58</b>	- 1.7%
<b>Inventory of Homes for Sale</b>		1,506	<b>1,980</b>	+ 31.5%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		3.5	<b>4.7</b>	+ 34.3%	--	<b>--</b>	--

# New Listings

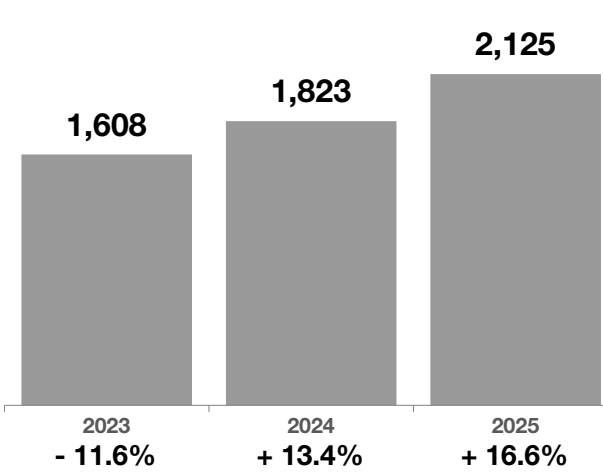
A count of the properties that have been newly listed on the market in a given month.



## March

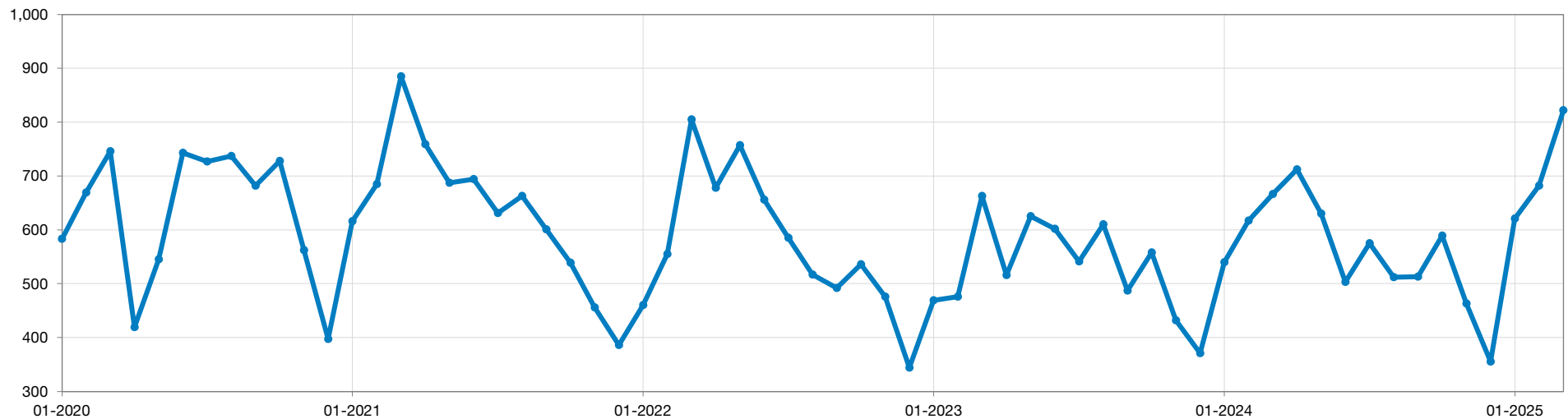


## Year to Date



	New Listings	Prior Year	Percent Change
April 2024	712	516	+38.0%
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%
February 2025	682	617	+10.5%
<b>March 2025</b>	<b>822</b>	<b>666</b>	<b>+23.4%</b>
12-Month Avg	581	547	+6.3%

## Historical New Listings by Month

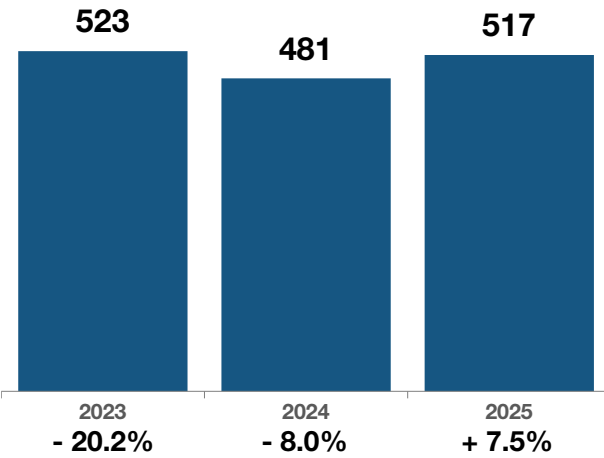


# Pending Sales

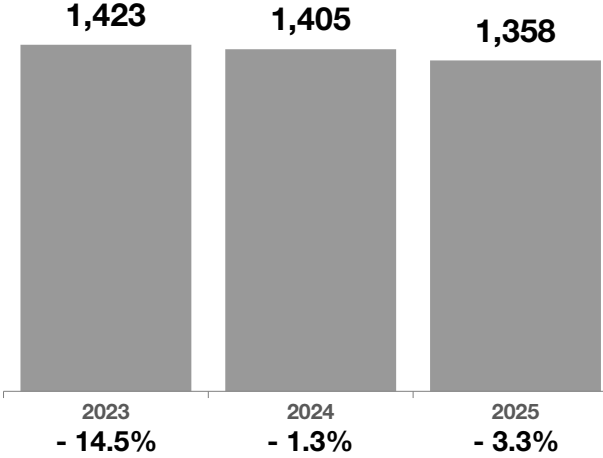
A count of the properties on which offers have been accepted in a given month.



## March

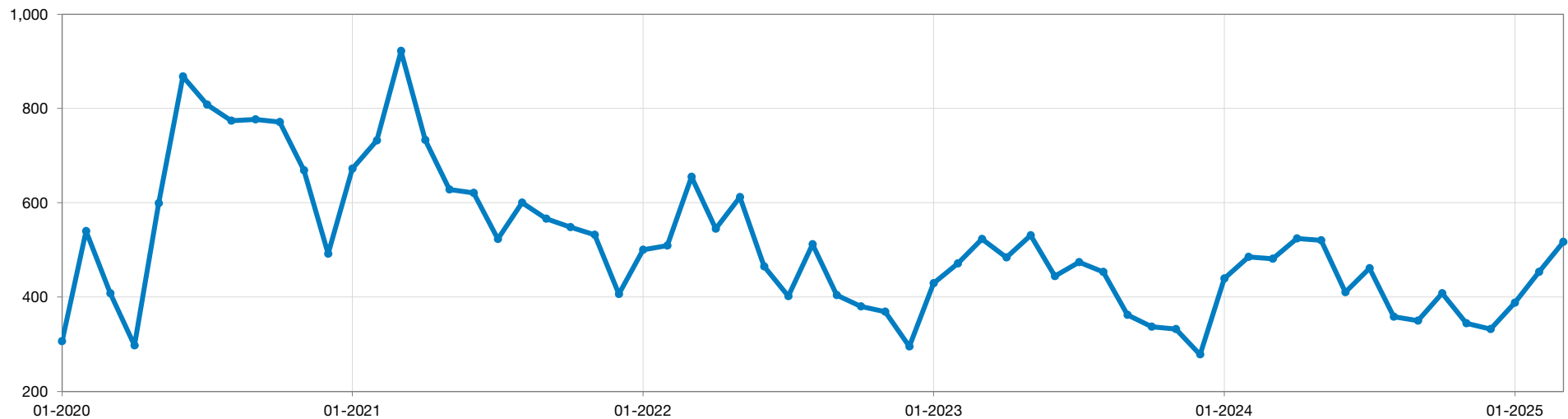


## Year to Date



	Pending Sales	Prior Year	Percent Change
April 2024	524	484	+8.3%
May 2024	520	531	-2.1%
June 2024	410	444	-7.7%
July 2024	461	474	-2.7%
August 2024	358	453	-21.0%
September 2024	350	362	-3.3%
October 2024	408	337	+21.1%
November 2024	344	332	+3.6%
December 2024	332	278	+19.4%
January 2025	388	439	-11.6%
February 2025	453	485	-6.6%
<b>March 2025</b>	<b>517</b>	<b>481</b>	<b>+7.5%</b>
12-Month Avg	422	425	-0.7%

## Historical Pending Sales by Month

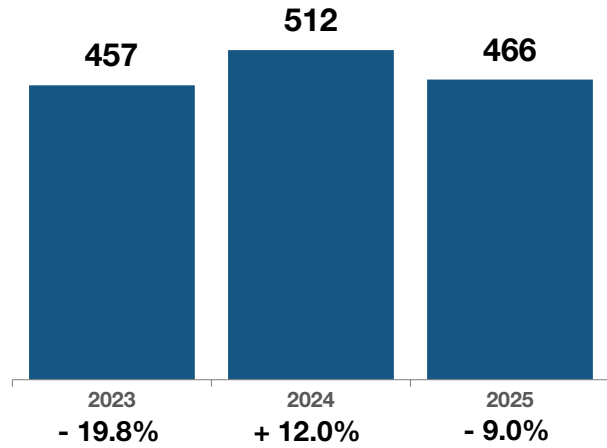


# Closed Sales

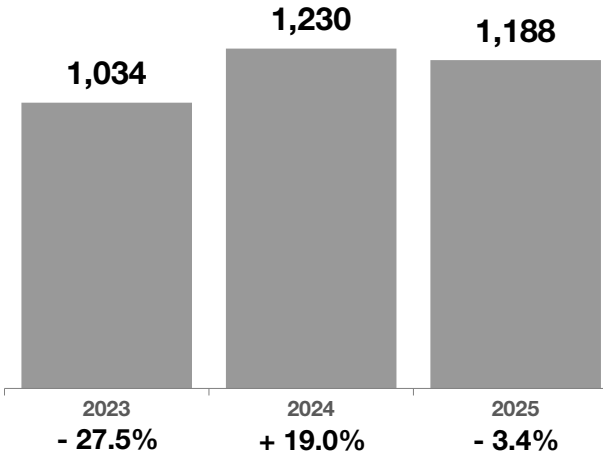
A count of the actual sales that closed in a given month.



## March

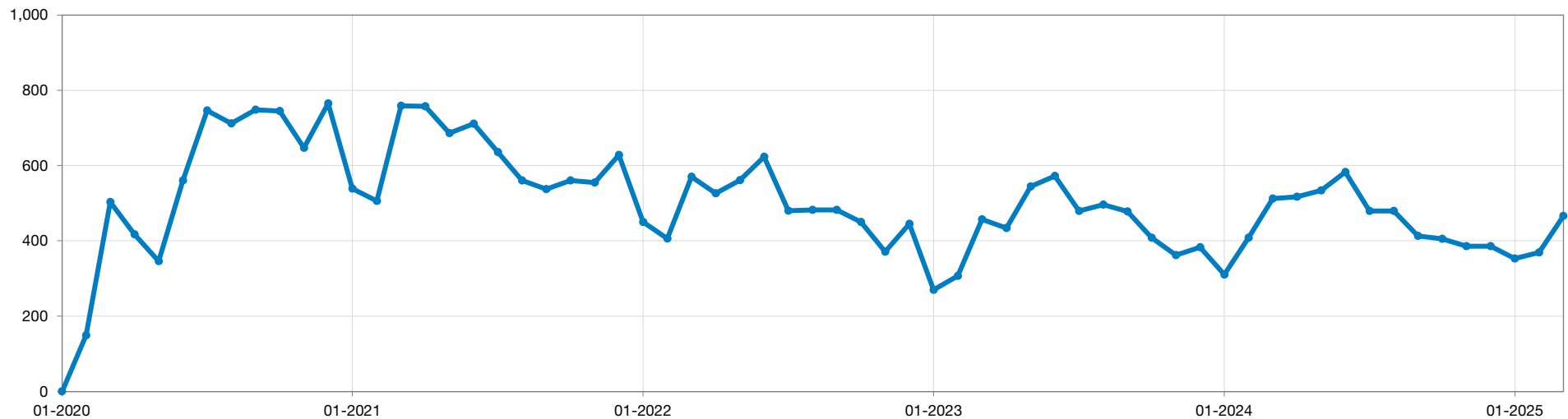


## Year to Date



Closed Sales	Prior Year	Percent Change	
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	353	310	+13.9%
February 2025	369	408	-9.6%
<b>March 2025</b>	<b>466</b>	<b>512</b>	<b>-9.0%</b>
12-Month Avg	448	449	-0.3%

## Historical Closed Sales by Month

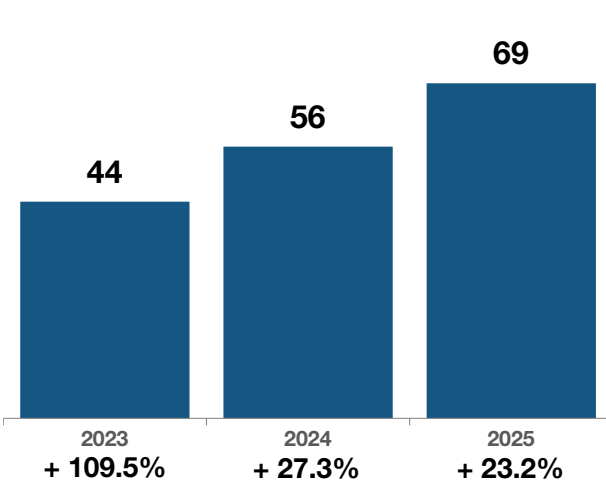


# Days on Market Until Sale

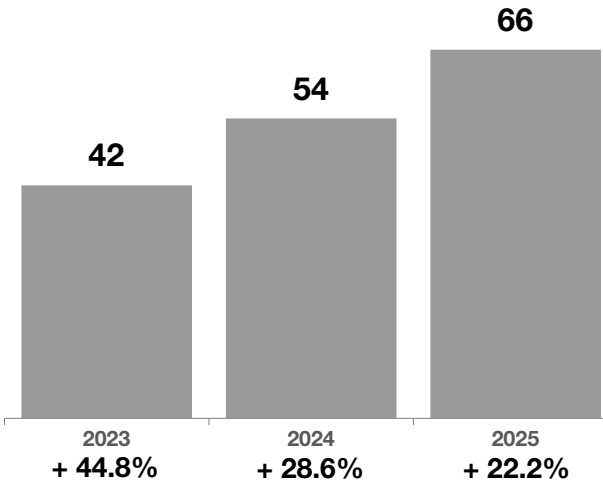
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March



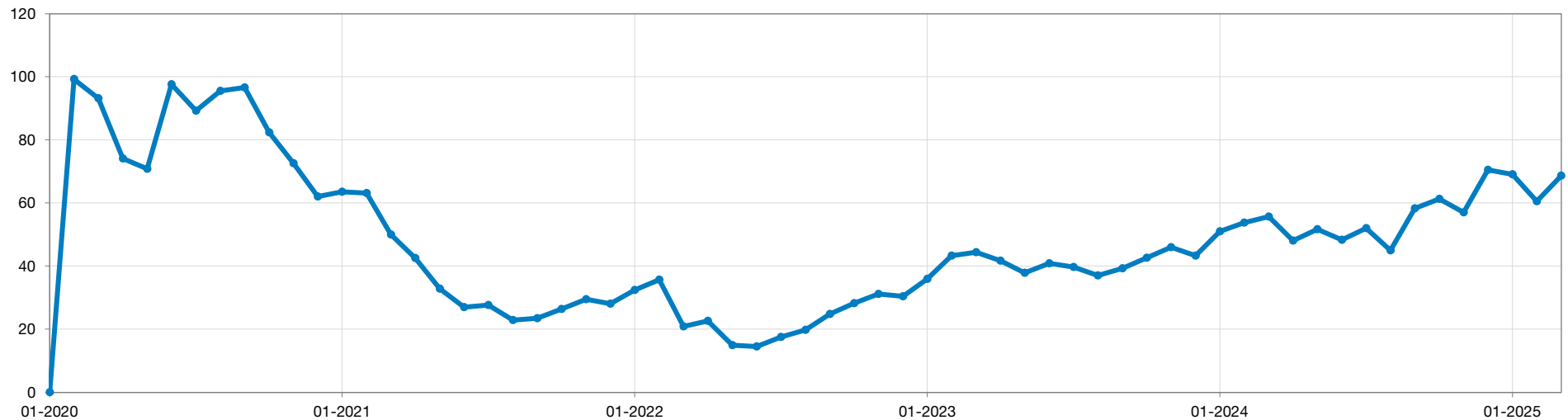
## Year to Date



Days on Market	Prior Year	Percent Change
April 2024	48	+14.3%
May 2024	52	+36.8%
June 2024	48	+17.1%
July 2024	52	+30.0%
August 2024	45	+21.6%
September 2024	58	+48.7%
October 2024	61	+41.9%
November 2024	57	+23.9%
December 2024	70	+62.8%
January 2025	69	+35.3%
February 2025	61	+13.0%
<b>March 2025</b>	<b>69</b>	<b>+23.2%</b>
12-Month Avg*	57	+29.5%

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

## Historical Days on Market Until Sale by Month

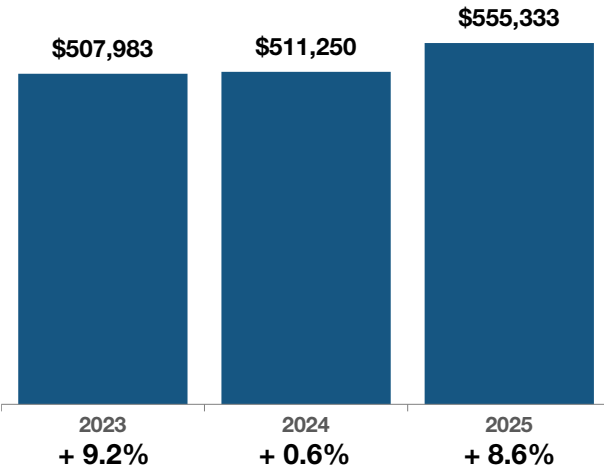


# Median Sales Price

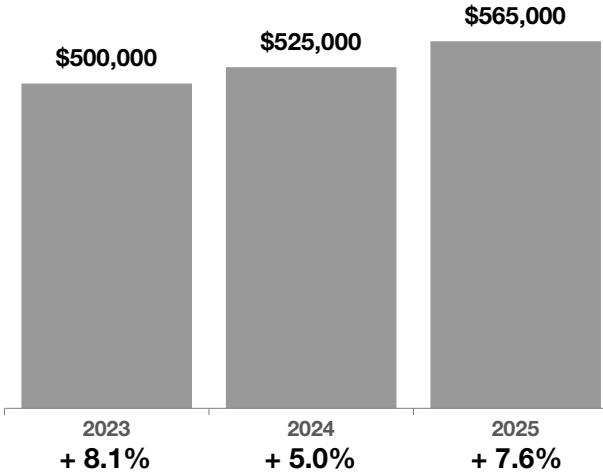
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



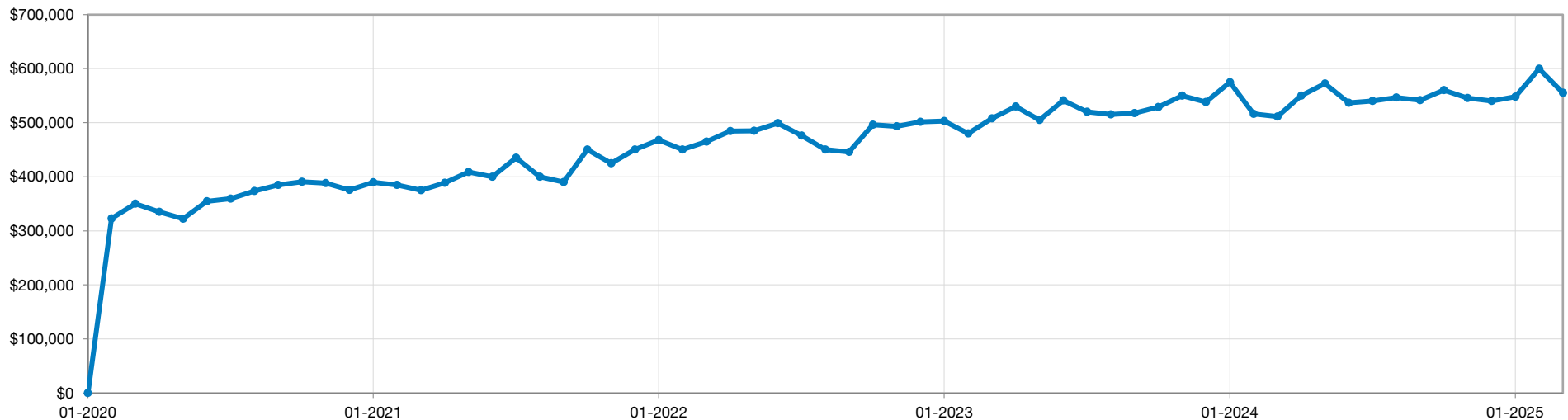
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
February 2025	\$599,725	\$516,063	+16.2%
<b>March 2025</b>	<b>\$555,333</b>	<b>\$511,250</b>	<b>+8.6%</b>
12-Month Med*	\$549,990	\$526,975	+4.4%

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

## Historical Median Sales Price by Month

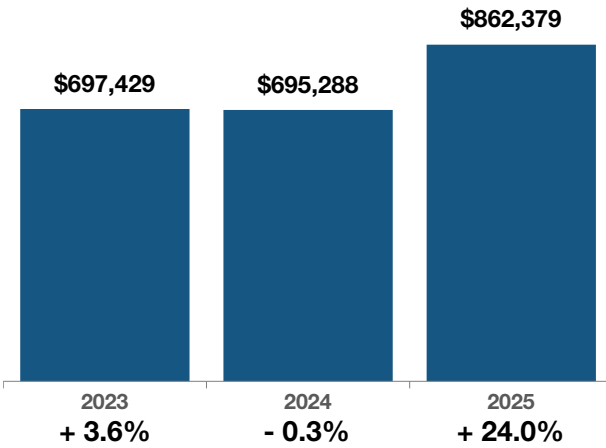


# Average Sales Price

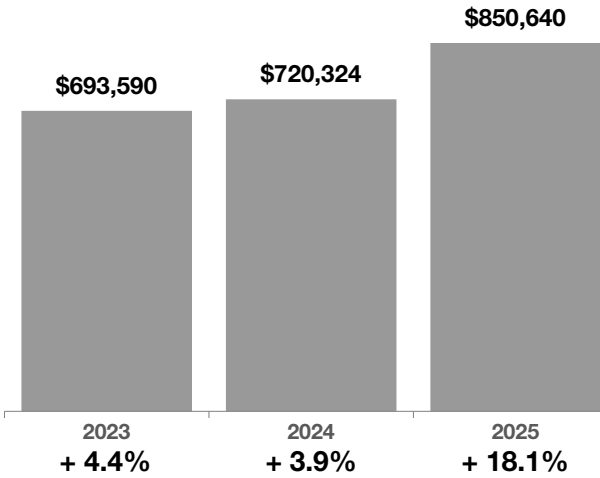
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



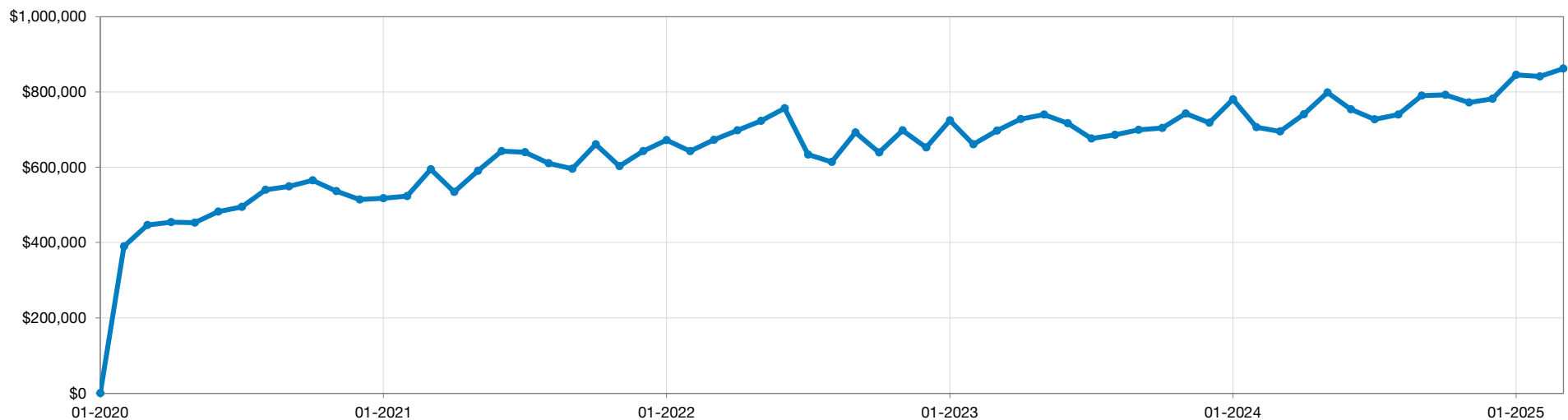
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$845,351	\$780,490	+8.3%
February 2025	\$840,850	\$706,028	+19.1%
<b>March 2025</b>	<b>\$862,379</b>	<b>\$695,288</b>	<b>+24.0%</b>
12-Month Avg*	\$787,011	\$716,101	+9.9%

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

## Historical Average Sales Price by Month



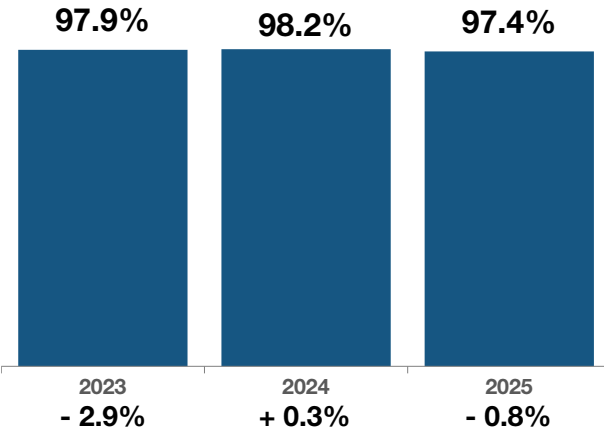


# Percent of List Price Received

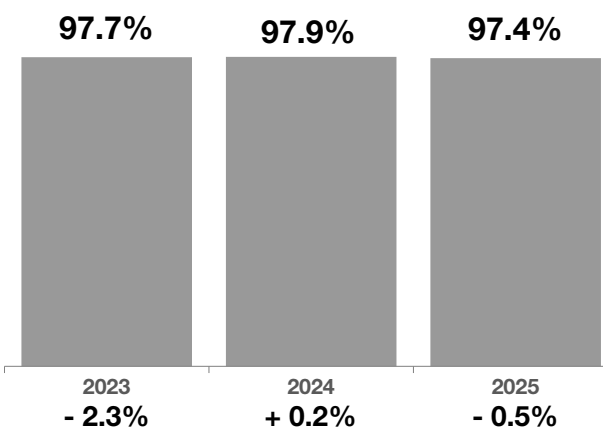
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March



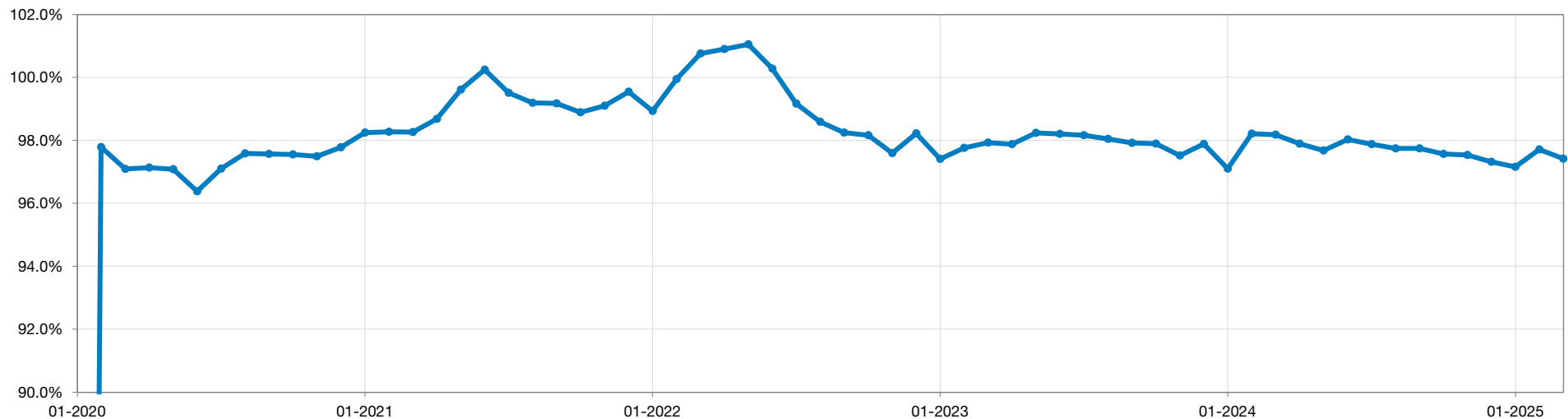
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
February 2025	97.7%	98.2%	-0.5%
<b>March 2025</b>	<b>97.4%</b>	<b>98.2%</b>	<b>-0.8%</b>
12-Month Avg*	97.7%	98.0%	-0.3%

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

## Historical Percent of List Price Received by Month



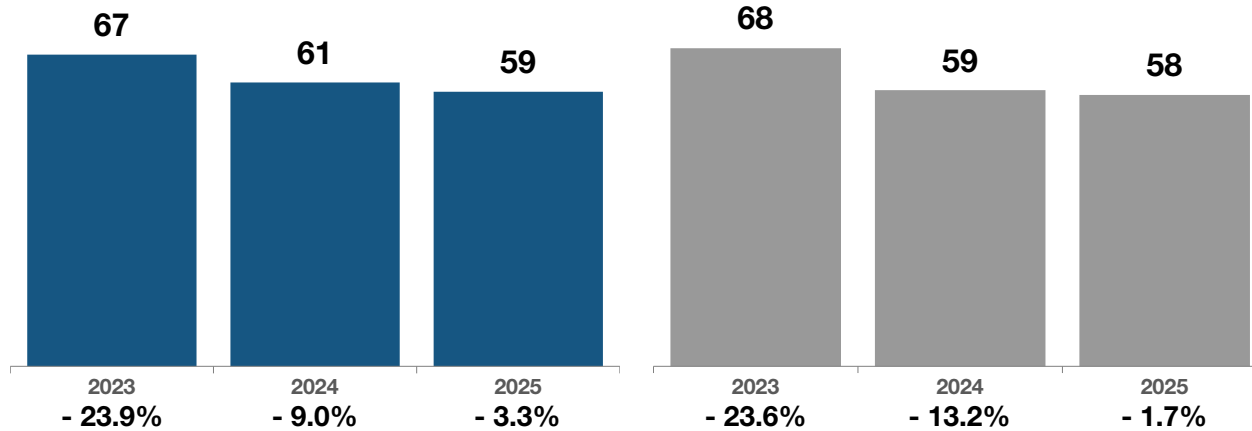
# Housing Affordability Index

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.



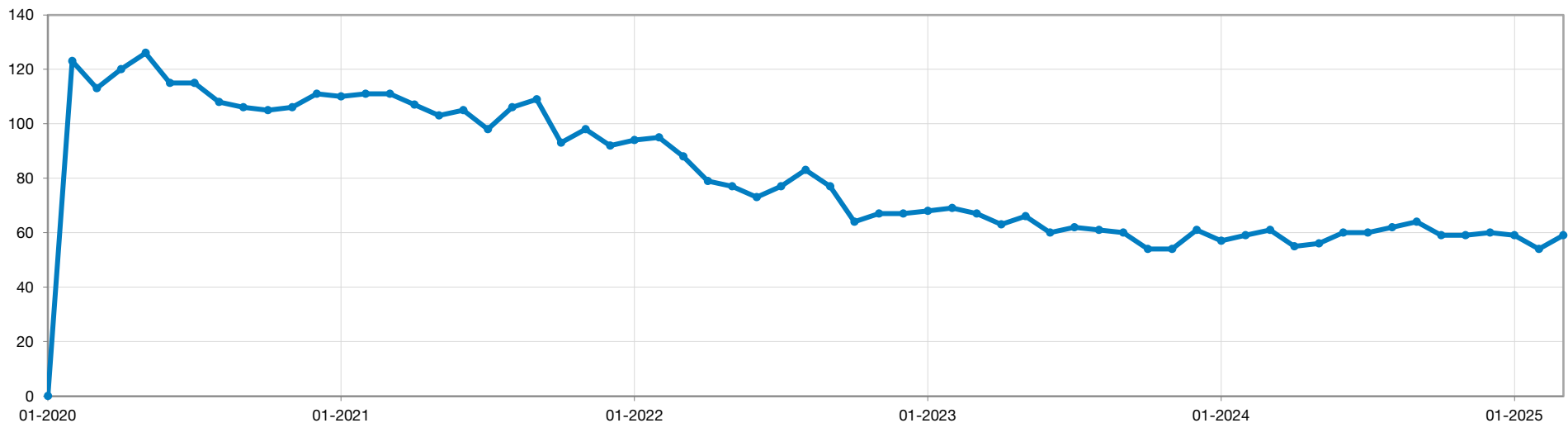
## March

## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
February 2025	54	59	-8.5%
<b>March 2025</b>	<b>59</b>	<b>61</b>	<b>-3.3%</b>
12-Month Avg	59	60	-1.5%

## Historical Housing Affordability Index by Month

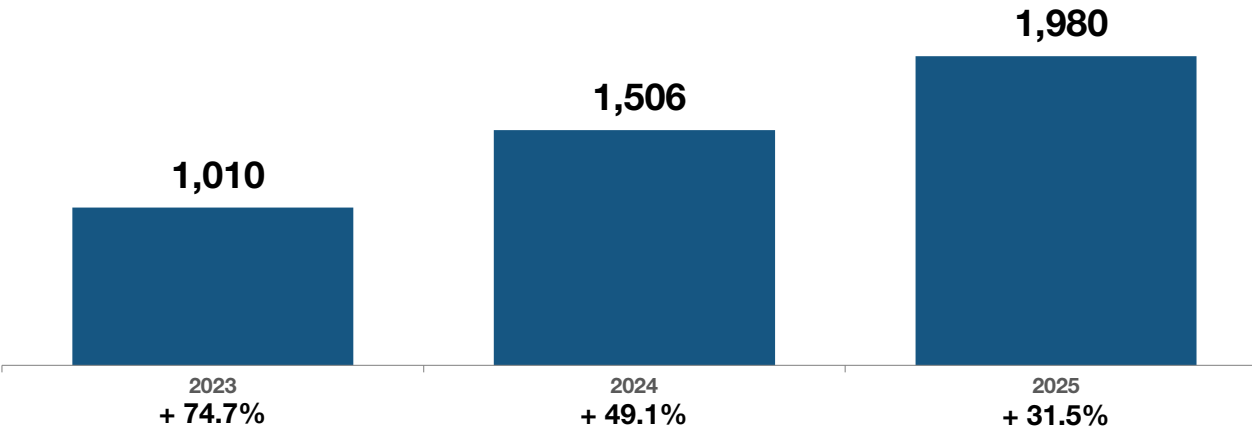


# Inventory of Homes for Sale

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



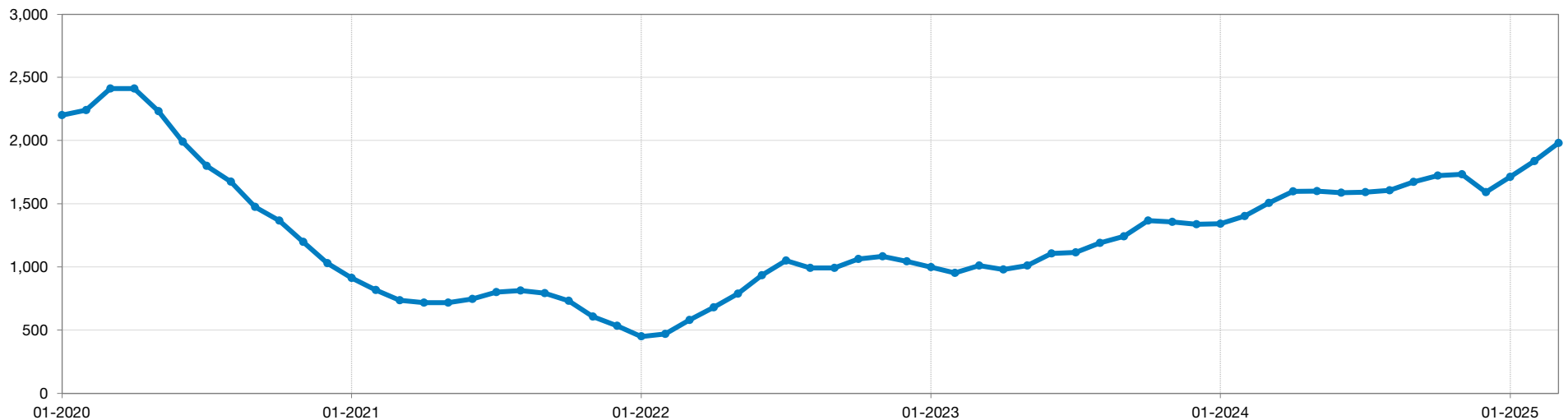
## March



Homes for Sale	Prior Year	Percent Change
April 2024	978	+63.4%
May 2024	1,010	+58.3%
June 2024	1,105	+43.5%
July 2024	1,115	+42.7%
August 2024	1,189	+35.1%
September 2024	1,242	+34.7%
October 2024	1,367	+26.0%
November 2024	1,355	+27.9%
December 2024	1,336	+19.0%
January 2025	1,342	+27.6%
February 2025	1,402	+31.0%
<b>March 2025</b>	<b>1,506</b>	<b>+31.5%</b>
12-Month Avg*	1,686	+35.3%

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

## Historical Inventory of Homes for Sale by Month

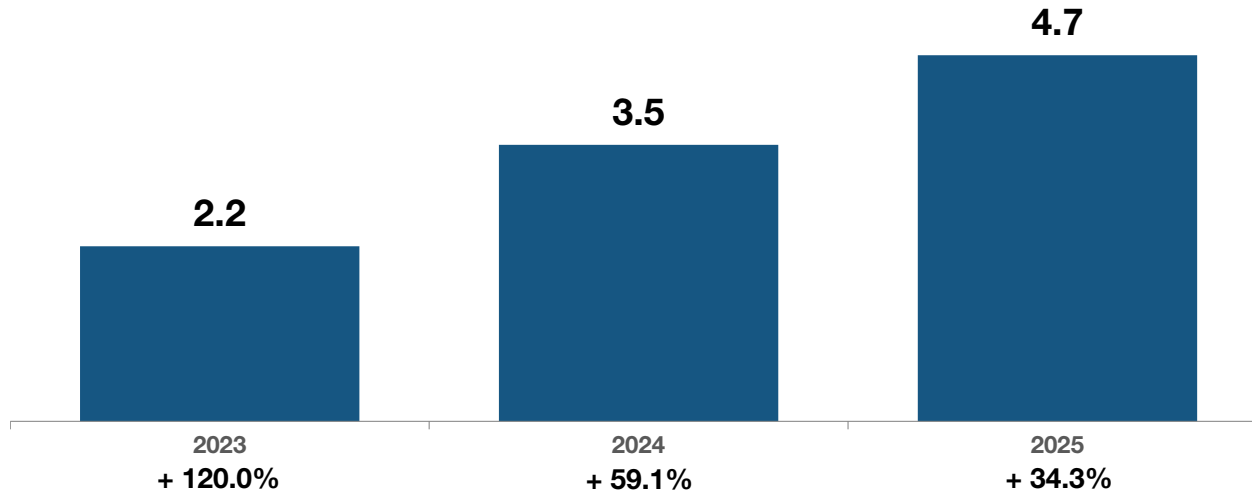


# Months Supply of Inventory

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.



## March



Months Supply		Prior Year	Percent Change
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	4.1	3.1	+32.3%
February 2025	4.4	3.3	+33.3%
<b>March 2025</b>	<b>4.7</b>	<b>3.5</b>	<b>+34.3%</b>
12-Month Avg*	4.0	2.9	+37.9%

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

## Historical Months Supply of Inventory by Month

