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WASHINGTON (July 23, 2025) – Existing-home sales decreased by 2.7% in June, according to the National Association of REALTORS® Existing-Home Sales Report. The Report provides the real estate ecosystem, including agents and homebuyers and sellers, with data on the level of home sales, price, and inventory.

Month-over-month sales declined in the Northeast, Midwest and South and rose modestly in the West. Year-over-year, sales fell in the Northeast and West, while rising in the Midwest and South.

"The record high median home price highlights how American homeowners' wealth continues to grow—a benefit of homeownership. The average homeowner's wealth has expanded by \$140,900 over the past five years," said NAR Chief Economist Lawrence Yun.

"Multiple years of undersupply are driving the record high home price. Home construction continues to lag population growth. This is holding back first-time home buyers from entering the market. More supply is needed to increase the share of first-time homebuyers in the coming years even though some markets appear to have a temporary oversupply at the moment."

"High mortgage rates are causing home sales to remain stuck at cyclical lows. If the average mortgage rates were to decline to 6%, our scenario analysis suggests an additional 160,000 renters becoming first-time homeowners and elevated sales activity from existing homeowners," Dr. Yun continued.

"Expanding participation in the housing market will increase the mobility of the workforce and drive economic growth. If mortgage rates decrease in the second half of this year, expect home sales to increase across the country due to strong income growth, healthy inventory, and a record-high number of jobs."

National Snapshot

Total Existing-Home Sales for June

- 2.7% decrease in total existing-home sales month-over-month to a seasonally adjusted annual rate of 3.93 million.
- No change in sales year-over-year.

Inventory in June

- 1.53 million units: Total housing inventory, down 0.6% from May and increased 15.9% from June 2024 (1.32 million).

INSIDE THE HOUSING MARKET 2025



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Serving Hilton Head, Bluffton, and Surrounding Areas

Monthly Indicators



June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists' expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

New Listings were up 19.9 percent to 603. Pending Sales increased 22.4 percent to 502. Inventory grew 28.8 percent to 2,044 units.

Prices moved lower as Median Sales Price was down 0.6 percent to \$533,500. Days on Market increased 50.0 percent to 72 days. Months Supply of Inventory was up 29.7 percent to 4.8 months.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

Quick Facts

- 13.6%	- 0.6%	+ 29.7%
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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Port Royal HHI

Port Royal HHI Up to \$1M

Port Royal HHI over \$1M

BERKELEY HALL

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SEA PINES

[Sea Pines up to \\$1m](#)

[Sea Pines Over \\$1M](#)

Hilton Head Plantation

[Home search at Hilton Head Plantation](#)

Bluffton General

[Bluffton Homes up to \\$500k](#)

[Bluffton Homes \\$501k-\\$1M+](#)

SUNCITY HILTON HEAD

SunCity Homes up to \$500k

SunCity Homes \$500k to over \$1M

SHIPYARD HOMES

SHIPYARD HOMES \$500 TO OVER \$1M

Hardeeville, Ridgeland, and
Yemassee - [click here](#)

HAMPTON HALL

HAMPTON HALL HOMES \$500-\$1M

HAMPTON HOMES OVER \$1M

HILTON HEAD LAKES

HILTON HEAD LAKE HOMES -[CLICK
HERE](#)

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Hilton Head Island Homes - June 2025
*Median Price **up 2%** from May 2025*

Local Market Update – June 2025

A Research Tool Provided by REsides, Inc. and the
Hilton Head Area Association of REALTORS®



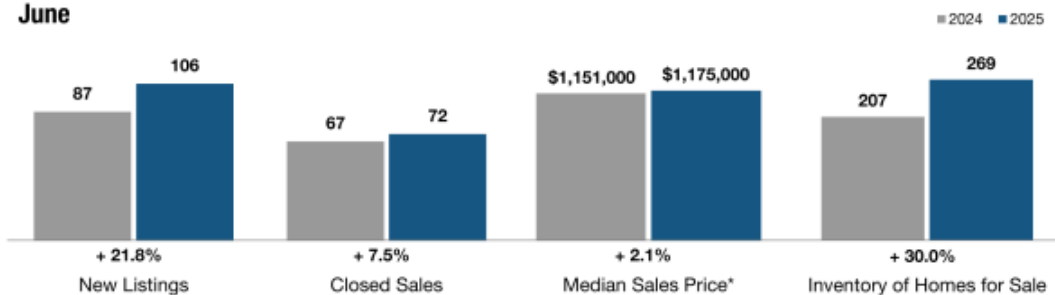
Hilton Head Totals

Detached Homes Only

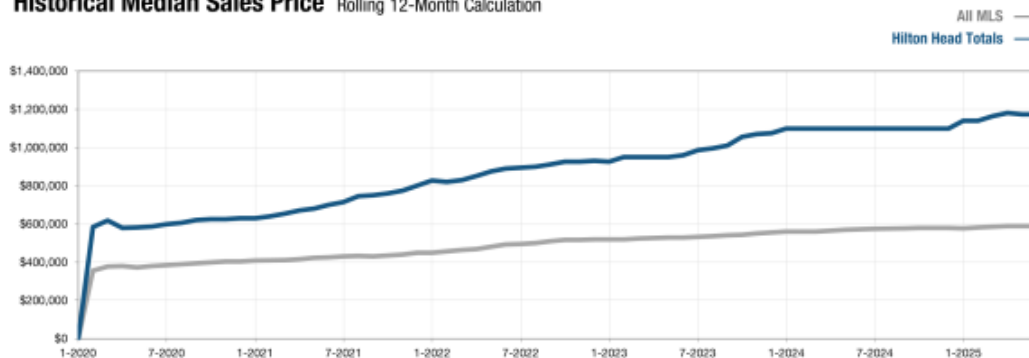
Key Metrics	June			Year to Date		
	2024	2025	Percent Change	2024	2025	Percent Change
New Listings	87	106	+ 21.8%	538	646	+ 20.1%
Closed Sales	67	72	+ 7.5%	408	456	+ 11.8%
Median Sales Price*	\$1,151,000	\$1,175,000	+ 2.1%	\$1,093,750	\$1,190,000	+ 8.8%
Percent of List Price Received*	97.5%	97.2%	- 0.3%	96.8%	96.9%	+ 0.0%
Days on Market Until Sale	50	57	+ 13.4%	49	50	+ 2.5%
Inventory of Homes for Sale	207	269	+ 30.0%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. † Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample sizes.

June



Historical Median Sales Price Rolling 12-Month Calculation



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Hilton Head Island Villas/Condo June 2025
Median Price up 2.5% compared to May 2025

Local Market Update – June 2025

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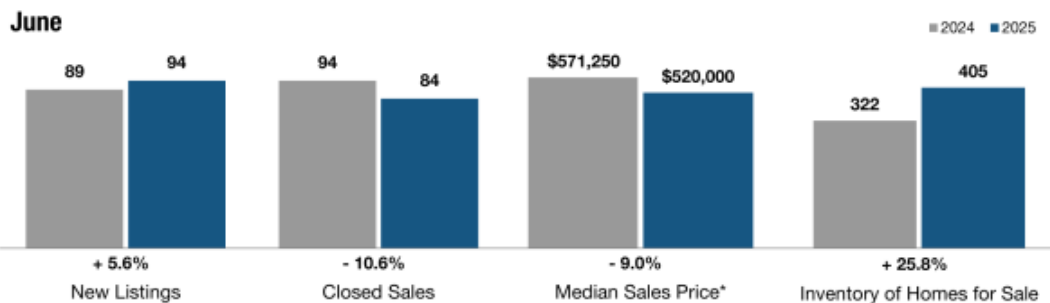


Hilton Head Totals

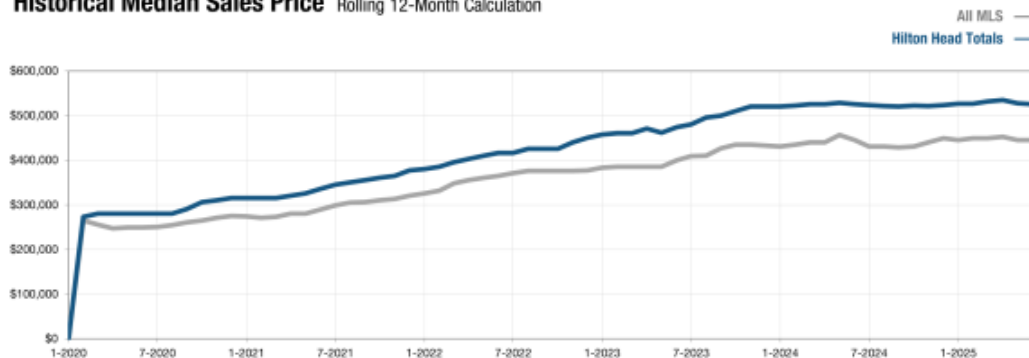
Condos / Villas Only

Key Metrics	June			Year to Date		
	2024	2025	Percent Change	2024	2025	Percent Change
New Listings	89	94	+ 5.6%	679	736	+ 8.4%
Closed Sales	94	84	- 10.6%	519	445	- 14.3%
Median Sales Price*	\$571,250	\$520,000	- 9.0%	\$525,000	\$530,000	+ 1.0%
Percent of List Price Received*	97.4%	96.3%	- 1.2%	96.9%	96.5%	- 0.4%
Days on Market Until Sale	54	80	+ 49.0%	62	72	+ 17.0%
Inventory of Homes for Sale	322	405	+ 25.8%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



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SunCity Hilton Head - June 2025
Median price flat from May 2025

Local Market Update – June 2025

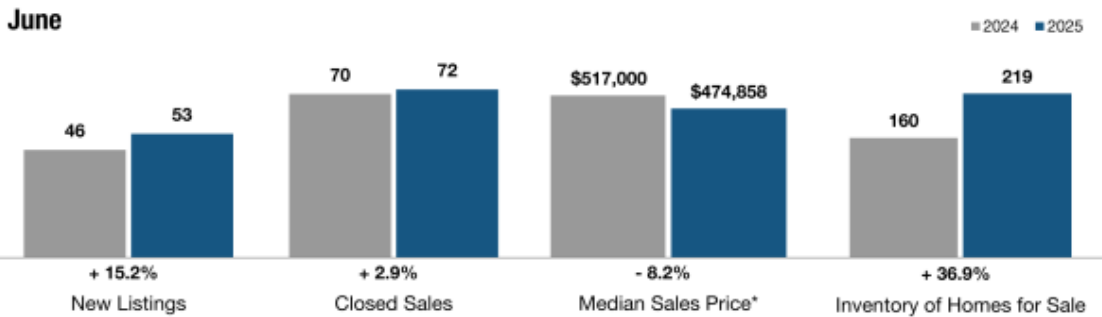
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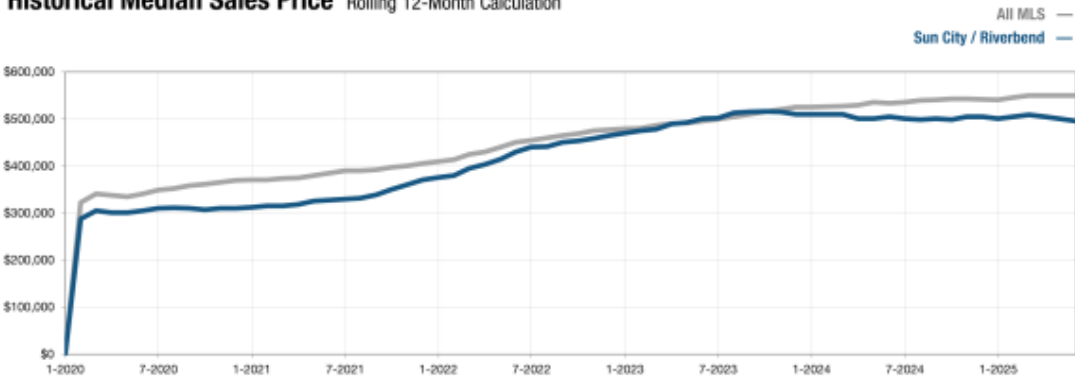
Sun City / Riverbend

Key Metrics	June			Year to Date		
	2024	2025	Percent Change	2024	2025	Percent Change
New Listings	46	53	+ 15.2%	425	526	+ 23.8%
Closed Sales	70	72	+ 2.9%	284	357	+ 25.7%
Median Sales Price*	\$517,000	\$474,858	- 8.2%	\$515,000	\$487,500	- 5.3%
Percent of List Price Received*	99.2%	97.7%	- 1.5%	98.6%	96.0%	- 0.6%
Days on Market Until Sale	41	59	+ 43.9%	51	56	+ 9.8%
Inventory of Homes for Sale	160	219	+ 36.9%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



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Bluffton Market Report June 2025

Median Price flat compared to May 2025

Local Market Update – June 2025

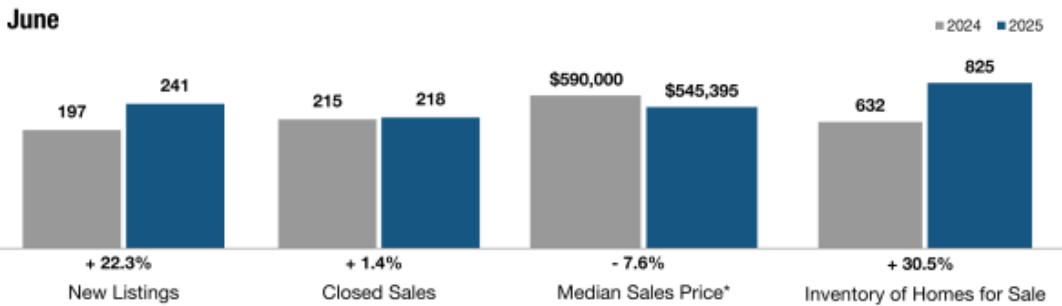
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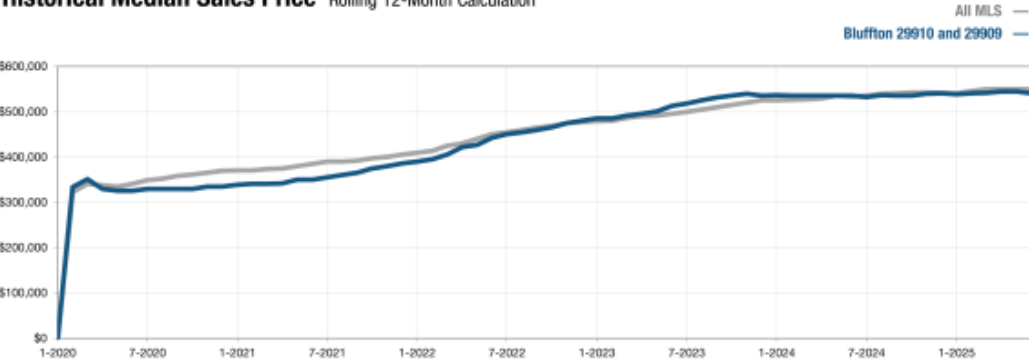
Bluffton 29910 and 29909

Key Metrics	June			Year to Date		
	2024	2025	Percent Change	2024	2025	Percent Change
New Listings	197	241	+ 22.3%	1,511	1,746	+ 15.6%
Closed Sales	215	218	+ 1.4%	1,082	1,095	+ 1.2%
Median Sales Price*	\$590,000	\$545,395	- 7.6%	\$536,378	\$537,740	+ 0.3%
Percent of List Price Received*	98.0%	97.4%	- 0.6%	97.9%	97.4%	- 0.5%
Days on Market Until Sale	48	68	+ 41.7%	52	64	+ 23.1%
Inventory of Homes for Sale	632	825	+ 30.5%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



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

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