

Monthly Indicators



November 2025

U.S. sales of existing homes rose 1.2% from the previous month to a seasonally adjusted annual rate of 4.10 million, according to the National Association of REALTORS® (NAR), as buyers took advantage of lower mortgage rates this fall. Sales increased in the Midwest and South, held steady in the Northeast, and edged down in the West. Year-over-year, sales were up 1.7%, with gains in the Northeast, Midwest, and South, while the West posted a decline.

New Listings were down 6.7 percent to 432. Pending Sales increased 7.6 percent to 369. Inventory grew 10.0 percent to 1,932 units.

Median Sales Price was down 1.0 percent to \$540,000. Days on Market increased 142.1 percent to 138 days. Months Supply of Inventory was up 2.4 percent to 4.3 months.

Nationally, inventory dipped 0.7% month-over-month but rose 10.9% year-over-year, totaling 1.52 million units, according to NAR. At the current sales pace, supply stands at 4.4 months, slightly below last month's level but higher than the 4.1 months recorded a year ago. Supported by modest inventory levels, prices continue to rise, with the national median existing-home price increasing 2.1% year-over-year to \$415,200, marking 28 consecutive months of annual gains.

Quick Facts

| | | |
|---|---|--|
| - 1.0% | - 1.0% | + 2.4% |
| 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.



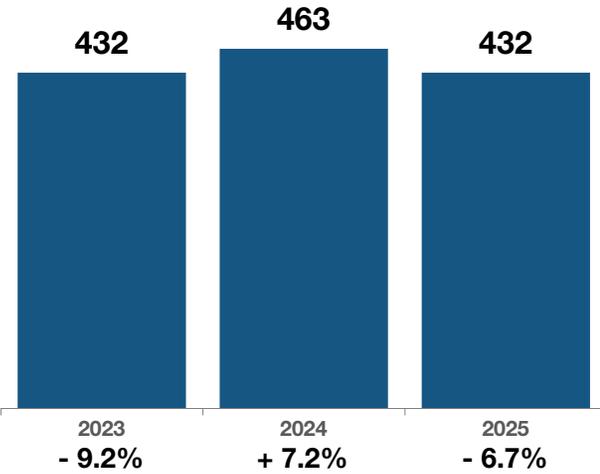
| Key Metrics | Historical Sparkbars | 11-2024 | 11-2025 | Percent Change | YTD 2024 | YTD 2025 | Percent Change |
|------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | | 463 | 432 | - 6.7% | 6,324 | 7,014 | + 10.9% |
| Pending Sales | | 343 | 369 | + 7.6% | 4,784 | 5,097 | + 6.5% |
| Closed Sales | | 386 | 382 | - 1.0% | 5,026 | 5,047 | + 0.4% |
| Days on Market | | 57 | 138 | + 142.1% | 53 | 93 | + 75.5% |
| Median Sales Price | | \$545,195 | \$540,000 | - 1.0% | \$543,000 | \$549,900 | + 1.3% |
| Average Sales Price | | \$772,131 | \$769,319 | - 0.4% | \$752,542 | \$785,871 | + 4.4% |
| Pct. of List Price Received | | 97.5% | 96.8% | - 0.7% | 97.8% | 97.3% | - 0.5% |
| Housing Affordability Index | | 59 | 61 | + 3.4% | 60 | 60 | 0.0% |
| Inventory of Homes for Sale | | 1,757 | 1,932 | + 10.0% | -- | -- | -- |
| Months Supply of Inventory | | 4.2 | 4.3 | + 2.4% | -- | -- | -- |

New Listings

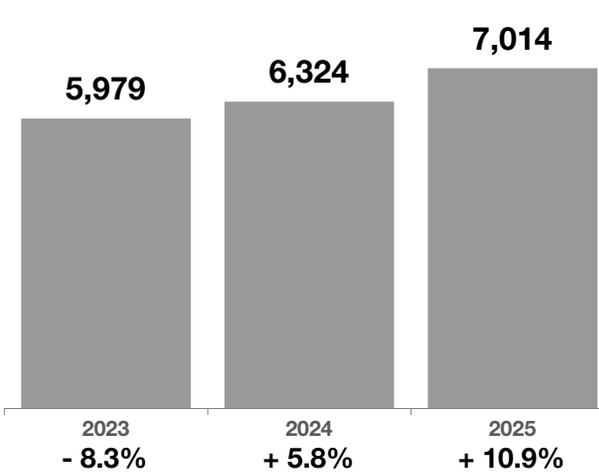
A count of the properties that have been newly listed on the market in a given month.



November

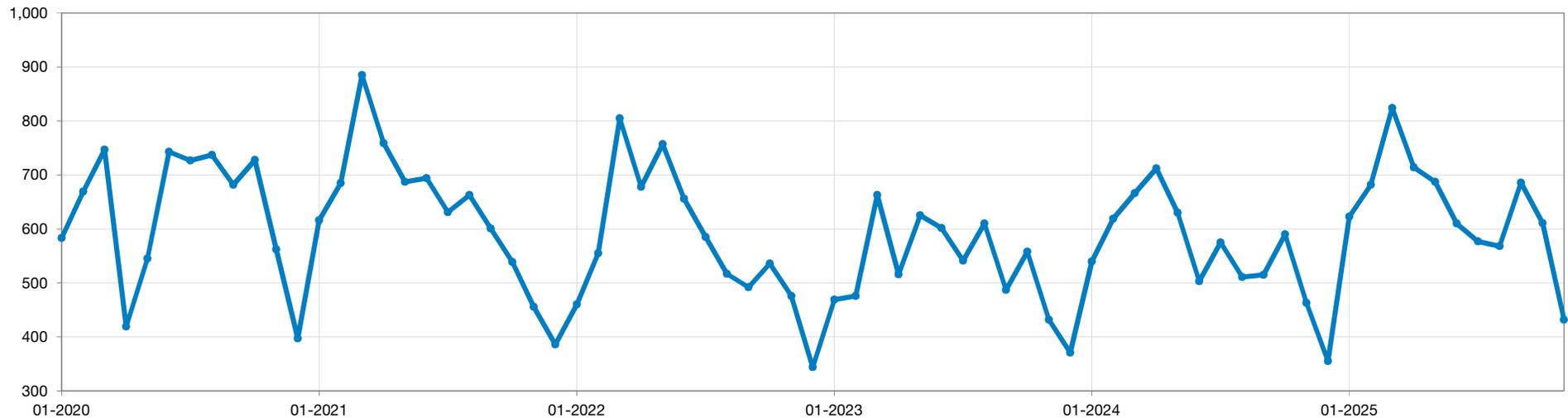


Year to Date



| | New Listings | Prior Year | Percent Change |
|----------------------|--------------|------------|----------------|
| December 2024 | 355 | 371 | -4.3% |
| January 2025 | 623 | 540 | +15.4% |
| February 2025 | 682 | 619 | +10.2% |
| March 2025 | 824 | 666 | +23.7% |
| April 2025 | 714 | 712 | +0.3% |
| May 2025 | 687 | 630 | +9.0% |
| June 2025 | 610 | 503 | +21.3% |
| July 2025 | 577 | 575 | +0.3% |
| August 2025 | 568 | 511 | +11.2% |
| September 2025 | 686 | 515 | +33.2% |
| October 2025 | 611 | 590 | +3.6% |
| November 2025 | 432 | 463 | -6.7% |
| 12-Month Avg | 614 | 558 | +10.1% |

Historical New Listings by Month

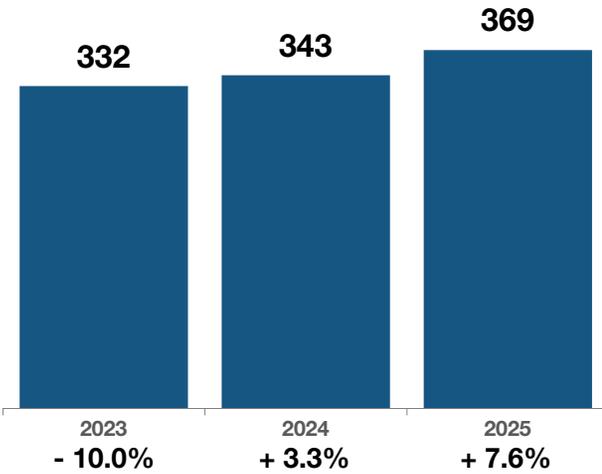


Pending Sales

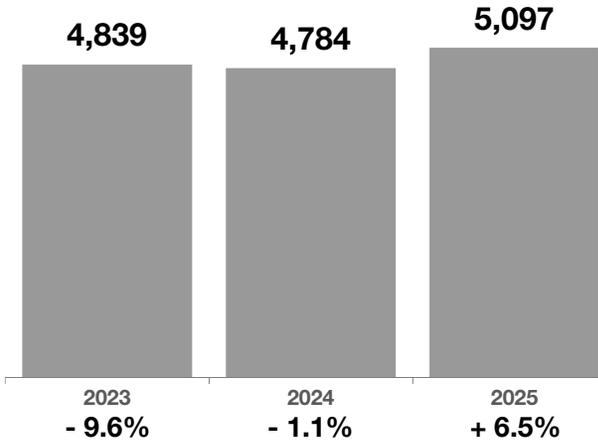
A count of the properties on which offers have been accepted in a given month.



November

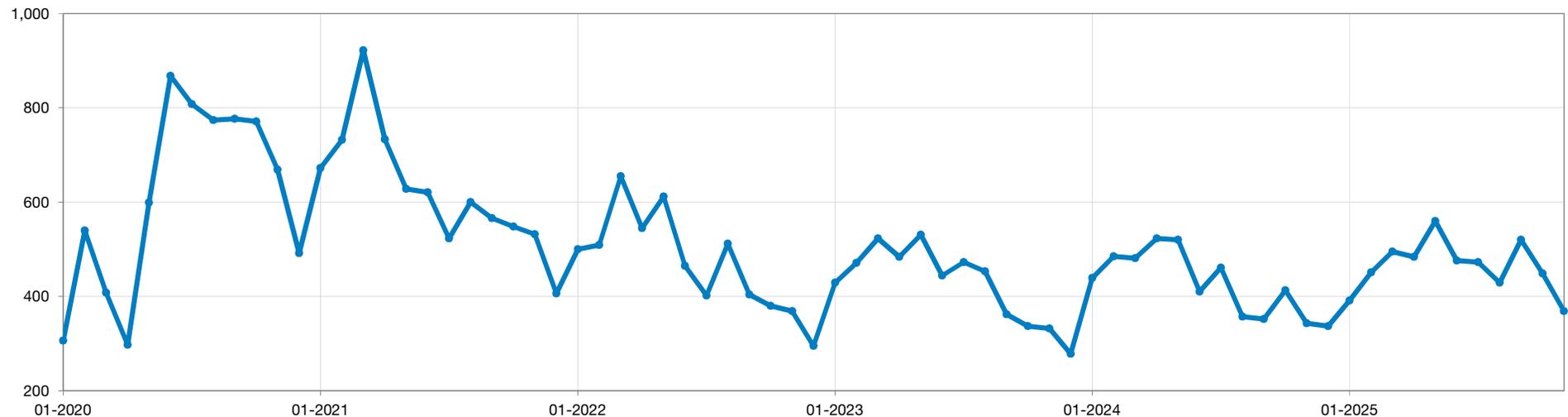


Year to Date



| Pending Sales | Prior Year | Percent Change |
|----------------------|------------|----------------|
| December 2024 | 278 | +21.2% |
| January 2025 | 439 | -10.9% |
| February 2025 | 485 | -7.0% |
| March 2025 | 481 | +2.9% |
| April 2025 | 523 | -7.5% |
| May 2025 | 520 | +7.7% |
| June 2025 | 410 | +16.1% |
| July 2025 | 461 | +2.6% |
| August 2025 | 357 | +20.2% |
| September 2025 | 352 | +47.7% |
| October 2025 | 413 | +8.7% |
| November 2025 | 343 | +7.6% |
| 12-Month Avg | 453 | +7.3% |

Historical Pending Sales by Month

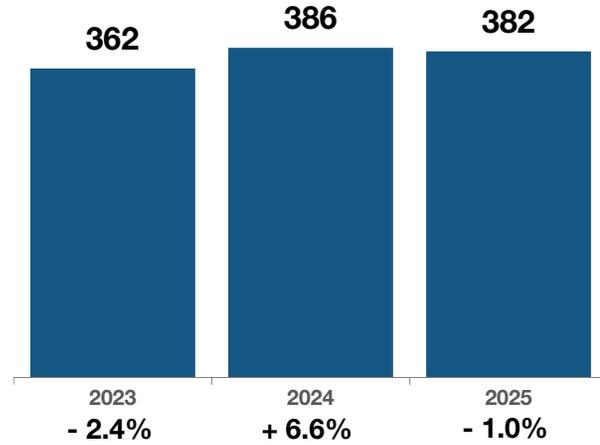


Closed Sales

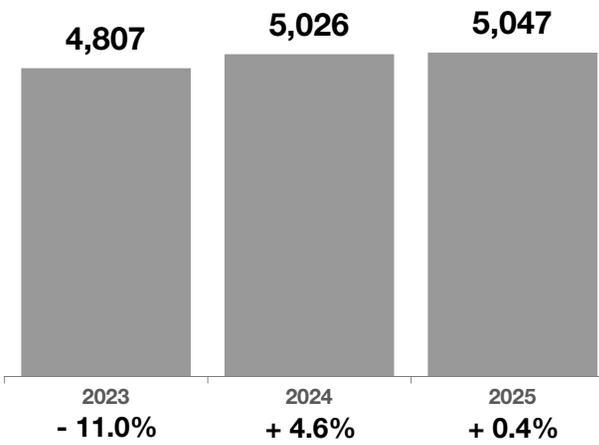
A count of the actual sales that closed in a given month.



November

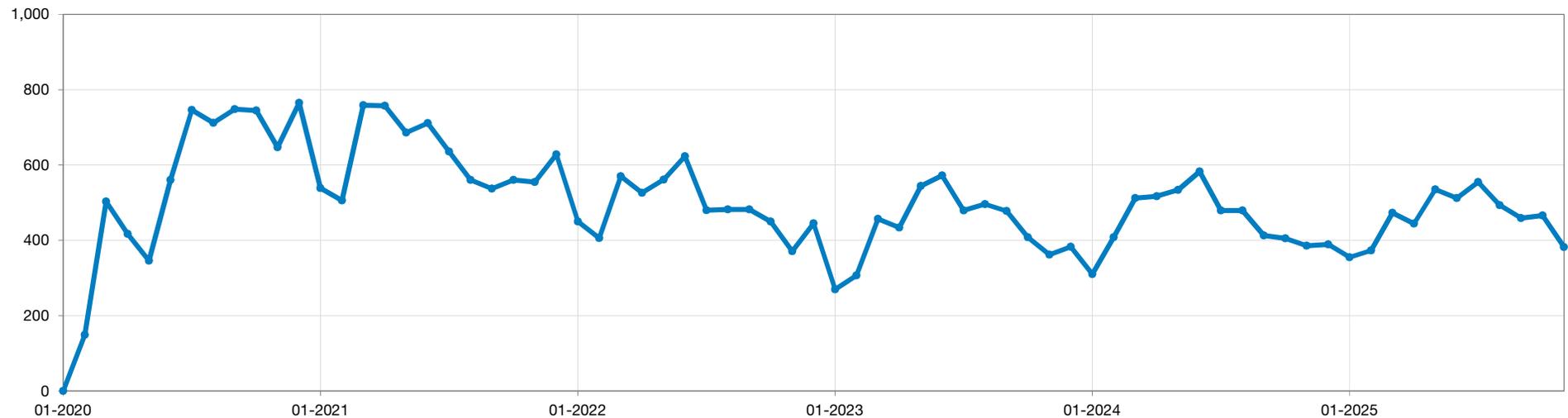


Year to Date



| Closed Sales | Prior Year | Percent Change |
|----------------------|------------|----------------|
| December 2024 | 389 | +1.6% |
| January 2025 | 310 | +14.5% |
| February 2025 | 408 | -8.6% |
| March 2025 | 512 | -7.6% |
| April 2025 | 517 | -14.1% |
| May 2025 | 534 | +0.2% |
| June 2025 | 583 | -12.2% |
| July 2025 | 479 | +15.9% |
| August 2025 | 479 | +2.9% |
| September 2025 | 413 | +11.1% |
| October 2025 | 405 | +15.1% |
| November 2025 | 386 | -1.0% |
| 12-Month Avg | 453 | +0.5% |

Historical Closed Sales by Month

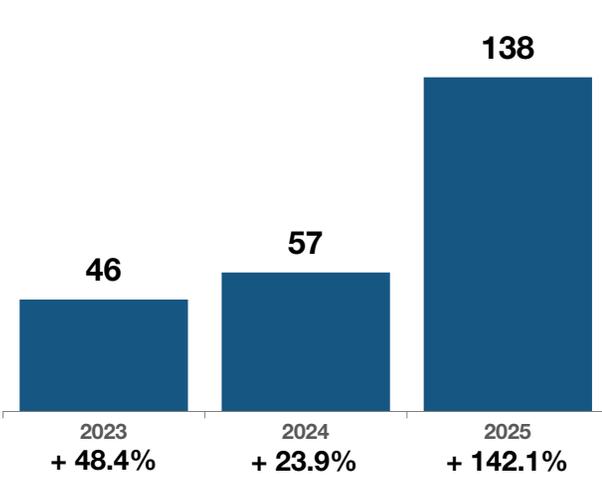


Days on Market Until Sale

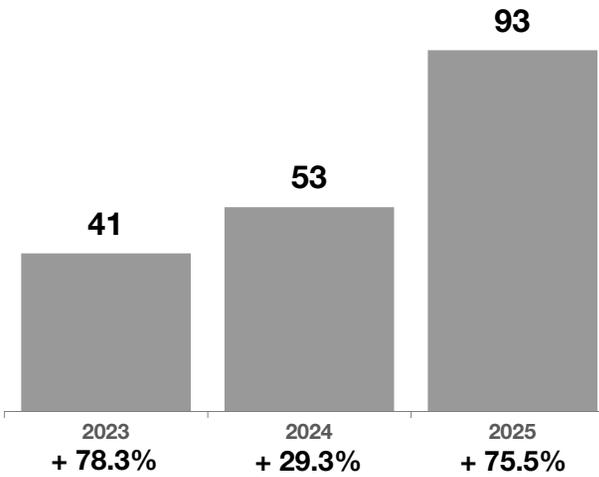
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



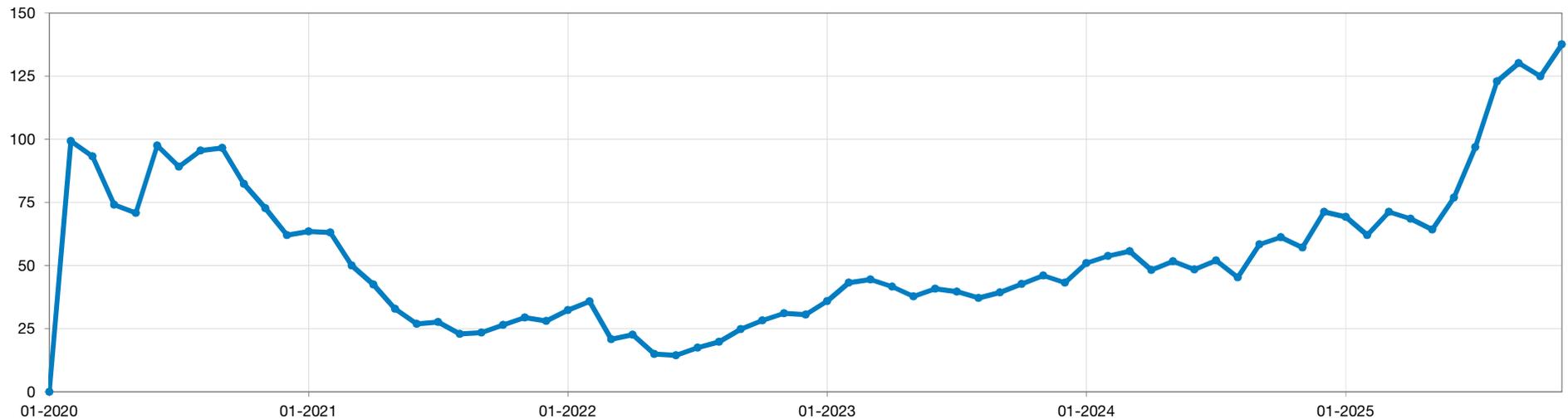
Year to Date



| Days on Market | Prior Year | Percent Change | |
|----------------------|------------|----------------|----------------|
| December 2024 | 71 | 43 | +65.1% |
| January 2025 | 69 | 51 | +35.3% |
| February 2025 | 62 | 54 | +14.8% |
| March 2025 | 71 | 56 | +26.8% |
| April 2025 | 69 | 48 | +43.8% |
| May 2025 | 64 | 52 | +23.1% |
| June 2025 | 77 | 48 | +60.4% |
| July 2025 | 97 | 52 | +86.5% |
| August 2025 | 123 | 45 | +173.3% |
| September 2025 | 130 | 58 | +124.1% |
| October 2025 | 125 | 61 | +104.9% |
| November 2025 | 138 | 57 | +142.1% |
| 12-Month Avg* | 92 | 52 | +76.9% |

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

Historical Days on Market Until Sale by Month

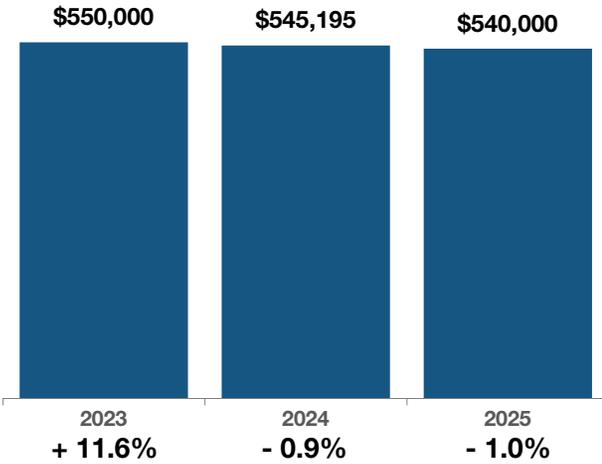


Median Sales Price

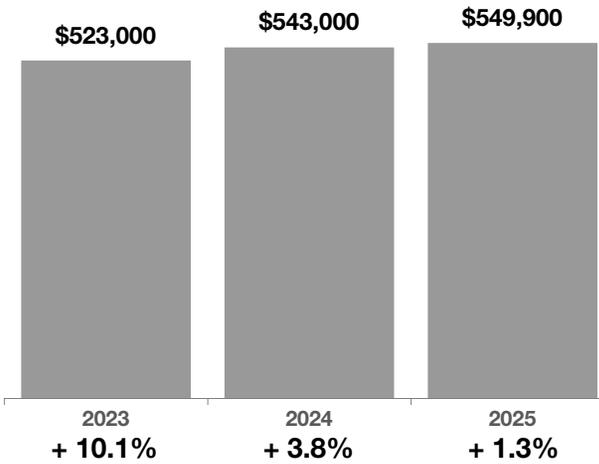
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



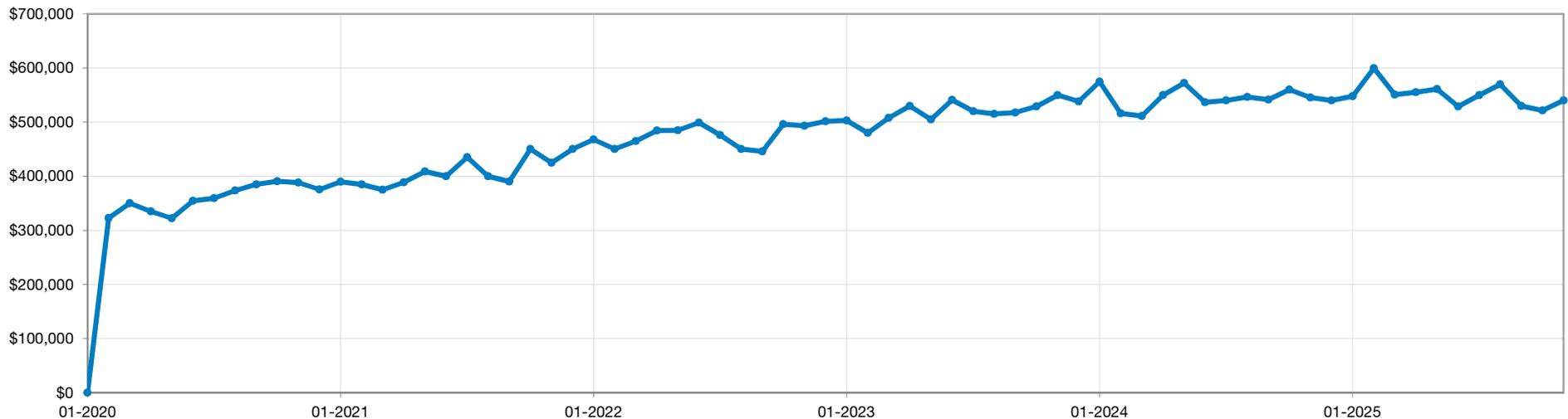
Year to Date



| | Median Sales Price | Prior Year | Percent Change |
|----------------------|--------------------|------------------|----------------|
| December 2024 | \$540,000 | \$538,000 | +0.4% |
| January 2025 | \$547,900 | \$574,907 | -4.7% |
| February 2025 | \$599,725 | \$516,063 | +16.2% |
| March 2025 | \$550,665 | \$511,250 | +7.7% |
| April 2025 | \$555,000 | \$549,900 | +0.9% |
| May 2025 | \$560,900 | \$572,500 | -2.0% |
| June 2025 | \$529,000 | \$536,755 | -1.4% |
| July 2025 | \$550,000 | \$540,000 | +1.9% |
| August 2025 | \$570,000 | \$546,386 | +4.3% |
| September 2025 | \$530,000 | \$541,500 | -2.1% |
| October 2025 | \$521,500 | \$560,000 | -6.9% |
| November 2025 | \$540,000 | \$545,195 | -1.0% |
| 12-Month Med* | \$547,920 | \$542,250 | +1.0% |

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

Historical Median Sales Price by Month

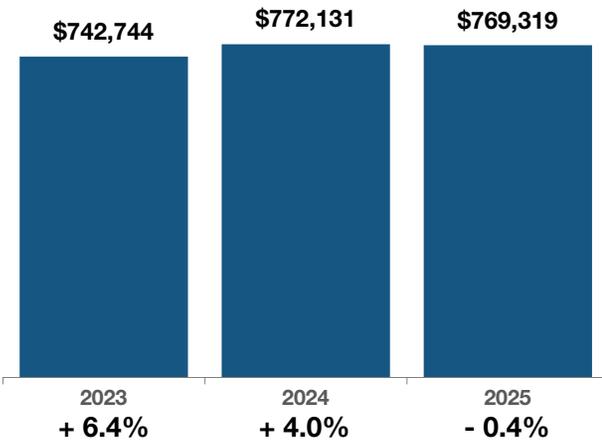


Average Sales Price

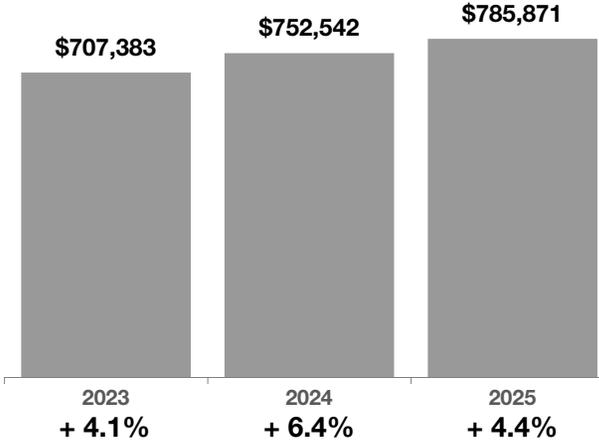
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



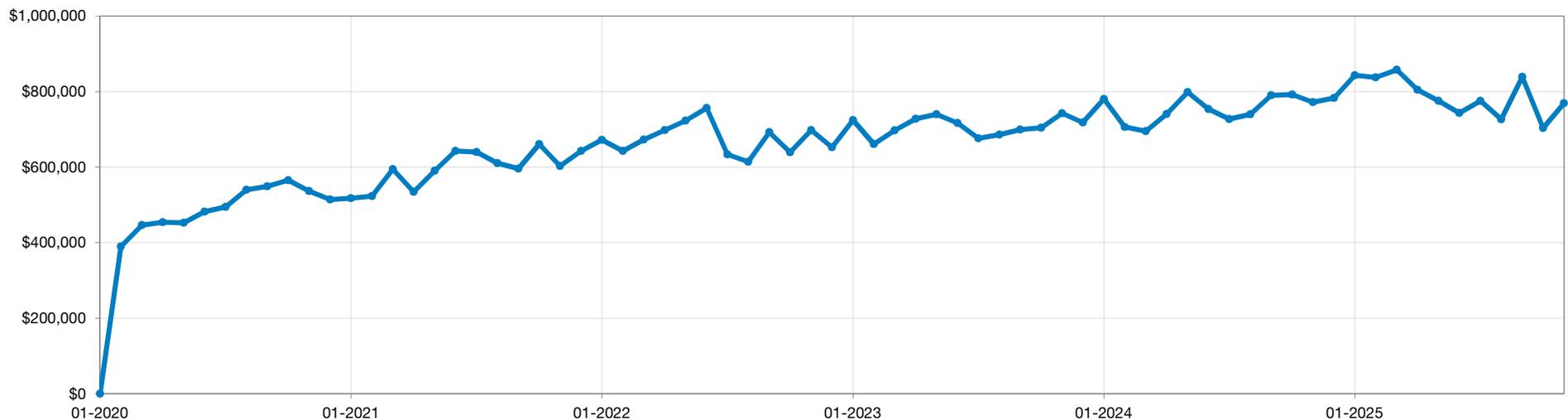
Year to Date



| | Avg. Sales Price | Prior Year | Percent Change |
|----------------------|------------------|------------------|----------------|
| December 2024 | \$783,354 | \$717,912 | +9.1% |
| January 2025 | \$843,279 | \$780,490 | +8.0% |
| February 2025 | \$837,616 | \$706,028 | +18.6% |
| March 2025 | \$857,753 | \$695,288 | +23.4% |
| April 2025 | \$805,061 | \$740,484 | +8.7% |
| May 2025 | \$775,612 | \$798,323 | -2.8% |
| June 2025 | \$743,553 | \$753,700 | -1.3% |
| July 2025 | \$775,783 | \$726,965 | +6.7% |
| August 2025 | \$726,522 | \$739,625 | -1.8% |
| September 2025 | \$839,142 | \$790,472 | +6.2% |
| October 2025 | \$703,761 | \$791,894 | -11.1% |
| November 2025 | \$769,319 | \$772,131 | -0.4% |
| 12-Month Avg* | \$788,396 | \$751,109 | +5.0% |

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

Historical Average Sales Price by Month

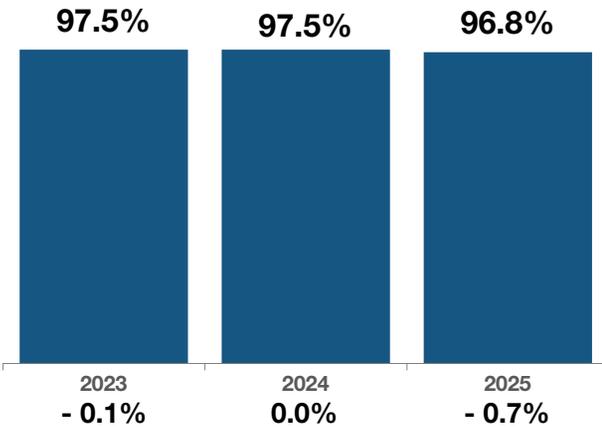


Percent of List Price Received

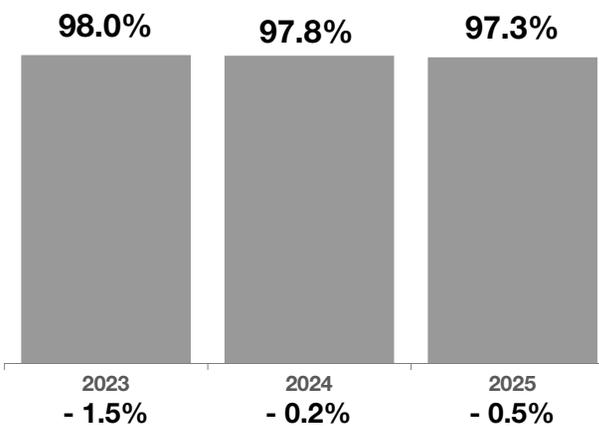
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



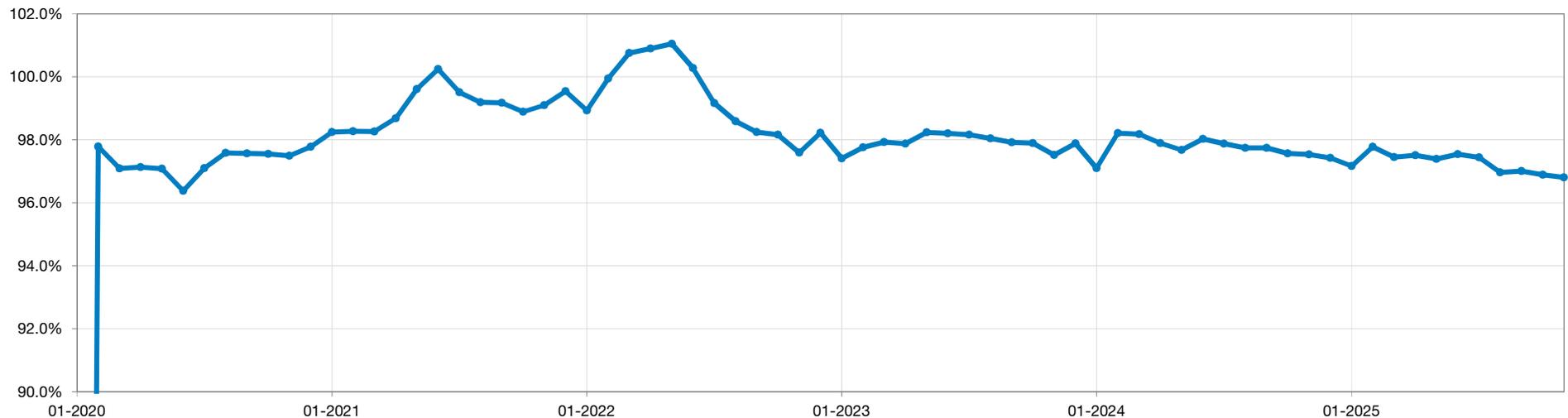
Year to Date



| | Pct. of List Price Received | Prior Year | Percent Change |
|----------------------|-----------------------------|--------------|----------------|
| December 2024 | 97.4% | 97.9% | -0.5% |
| January 2025 | 97.2% | 97.1% | +0.1% |
| February 2025 | 97.8% | 98.2% | -0.4% |
| March 2025 | 97.5% | 98.2% | -0.7% |
| April 2025 | 97.5% | 97.9% | -0.4% |
| May 2025 | 97.4% | 97.7% | -0.3% |
| June 2025 | 97.5% | 98.0% | -0.5% |
| July 2025 | 97.4% | 97.9% | -0.5% |
| August 2025 | 97.0% | 97.7% | -0.7% |
| September 2025 | 97.0% | 97.7% | -0.7% |
| October 2025 | 96.9% | 97.6% | -0.7% |
| November 2025 | 96.8% | 97.5% | -0.7% |
| 12-Month Avg* | 97.3% | 97.8% | -0.5% |

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

Historical Percent of List Price Received by Month

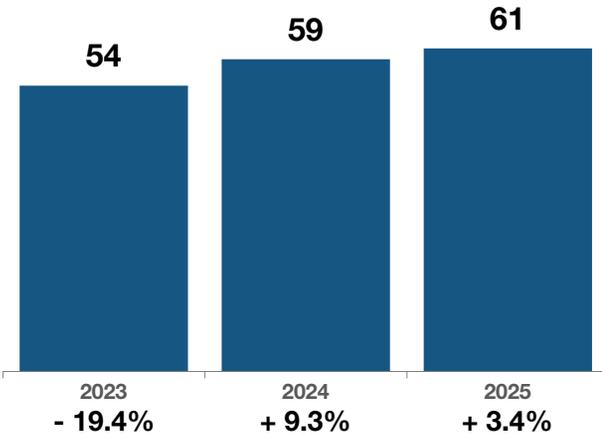


Housing Affordability Index

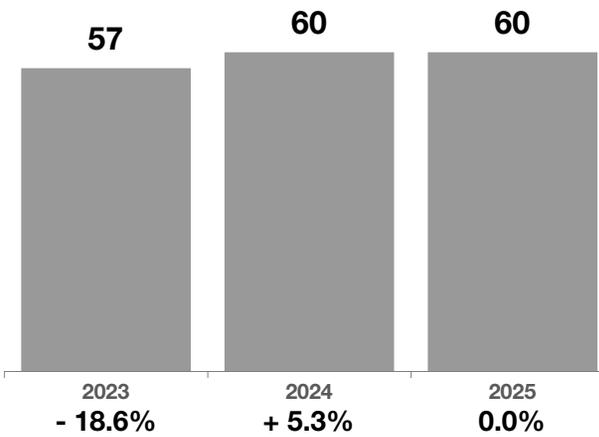
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November

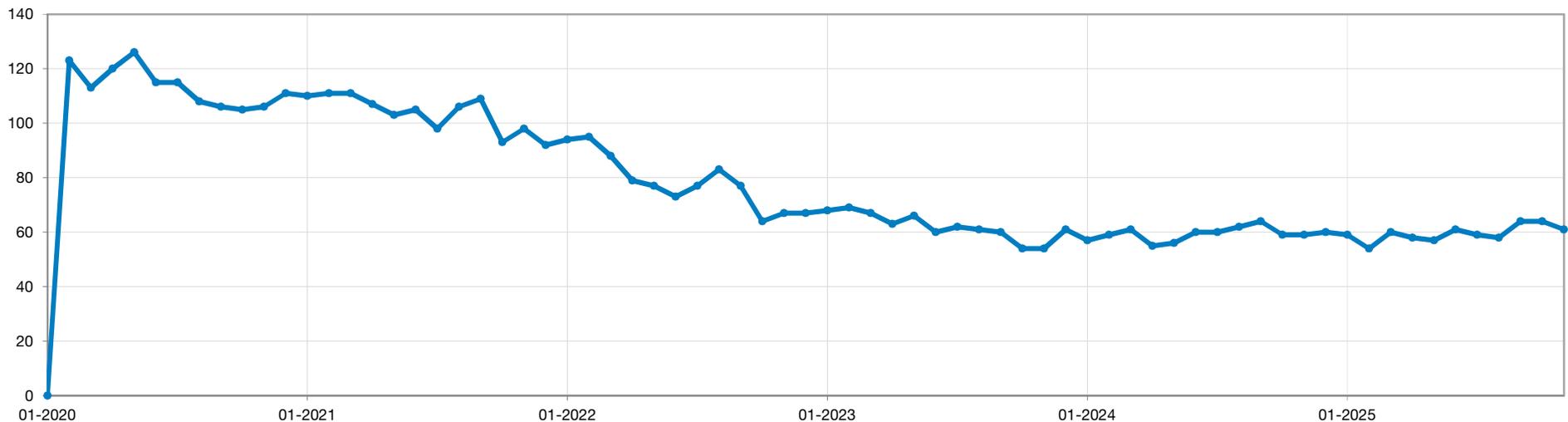


Year to Date



| | Affordability Index | Prior Year | Percent Change |
|----------------------|---------------------|------------|----------------|
| December 2024 | 60 | 61 | -1.6% |
| January 2025 | 59 | 57 | +3.5% |
| February 2025 | 54 | 59 | -8.5% |
| March 2025 | 60 | 61 | -1.6% |
| April 2025 | 58 | 55 | +5.5% |
| May 2025 | 57 | 56 | +1.8% |
| June 2025 | 61 | 60 | +1.7% |
| July 2025 | 59 | 60 | -1.7% |
| August 2025 | 58 | 62 | -6.5% |
| September 2025 | 64 | 64 | 0.0% |
| October 2025 | 64 | 59 | +8.5% |
| November 2025 | 61 | 59 | +3.4% |
| 12-Month Avg | 60 | 59 | +0.3% |

Historical Housing Affordability Index by Month

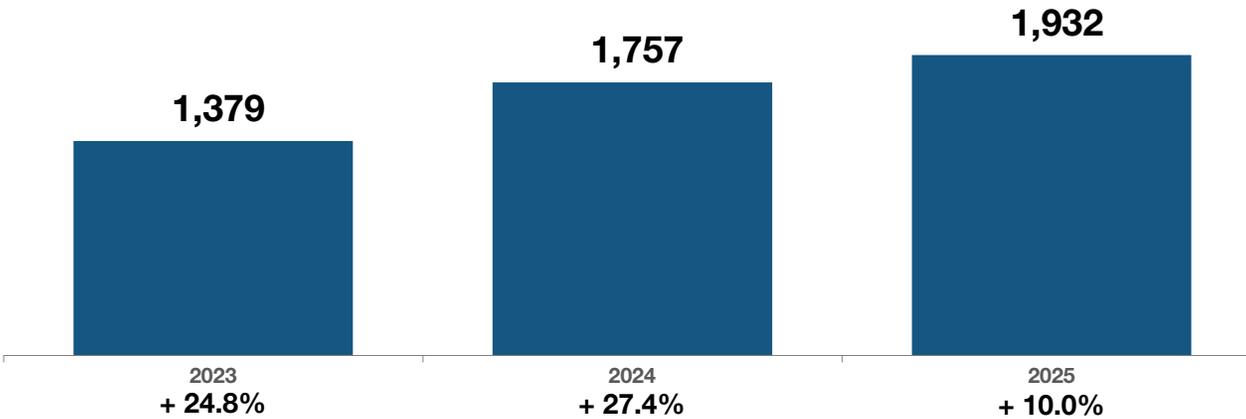


Inventory of Homes for Sale

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



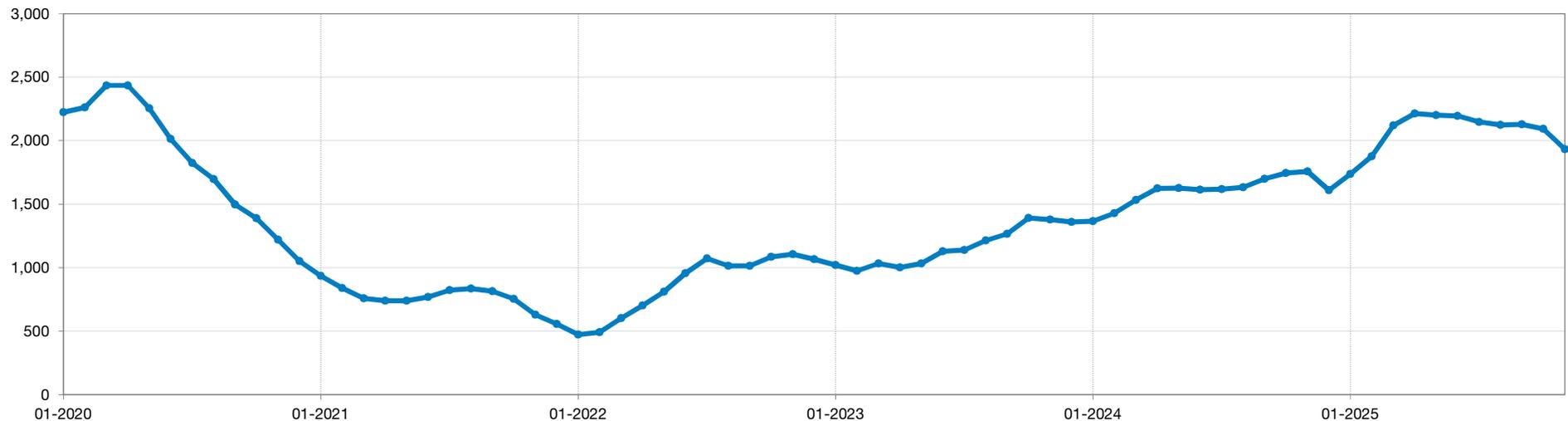
November



| Homes for Sale | Prior Year | Percent Change |
|----------------------|--------------|----------------|
| December 2024 | 1,609 | +18.3% |
| January 2025 | 1,736 | +27.1% |
| February 2025 | 1,877 | +31.4% |
| March 2025 | 2,119 | +38.3% |
| April 2025 | 2,213 | +36.2% |
| May 2025 | 2,200 | +35.3% |
| June 2025 | 2,194 | +36.0% |
| July 2025 | 2,147 | +32.7% |
| August 2025 | 2,124 | +30.1% |
| September 2025 | 2,129 | +25.2% |
| October 2025 | 2,093 | +19.9% |
| November 2025 | 1,932 | +10.0% |
| 12-Month Avg* | 2,031 | +28.2% |

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

Historical Inventory of Homes for Sale by Month

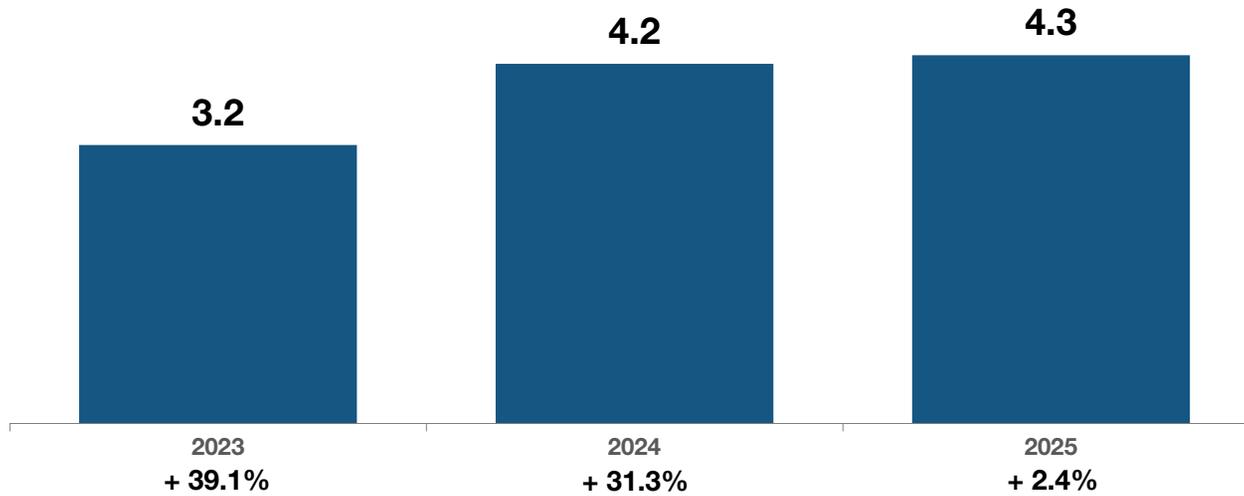


Months Supply of Inventory

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.



November



| Months Supply | | Prior Year | Percent Change |
|----------------------|------------|------------|----------------|
| December 2024 | 3.8 | 3.2 | +18.8% |
| January 2025 | 4.1 | 3.2 | +28.1% |
| February 2025 | 4.5 | 3.3 | +36.4% |
| March 2025 | 5.0 | 3.6 | +38.9% |
| April 2025 | 5.3 | 3.8 | +39.5% |
| May 2025 | 5.2 | 3.8 | +36.8% |
| June 2025 | 5.1 | 3.8 | +34.2% |
| July 2025 | 5.0 | 3.8 | +31.6% |
| August 2025 | 4.9 | 3.9 | +25.6% |
| September 2025 | 4.8 | 4.1 | +17.1% |
| October 2025 | 4.6 | 4.1 | +12.2% |
| November 2025 | 4.3 | 4.2 | +2.4% |
| 12-Month Avg* | 4.7 | 3.7 | +27.0% |

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

Historical Months Supply of Inventory by Month

