

Monthly Indicators



July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

New Listings were up 23.3 percent to 323. Pending Sales increased 35.0 percent to 297. Inventory grew 77.9 percent to 1,224 units.

Prices moved lower as Median Sales Price was down 5.9 percent to \$427,900. Days on Market increased 14.7 percent to 117 days. Months Supply of Inventory was up 62.5 percent to 5.2 months, indicating that supply increased relative to demand.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

Quick Facts

+ 25.2%	- 5.9%	+ 62.5%
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 Beaufort-Jasper County 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.



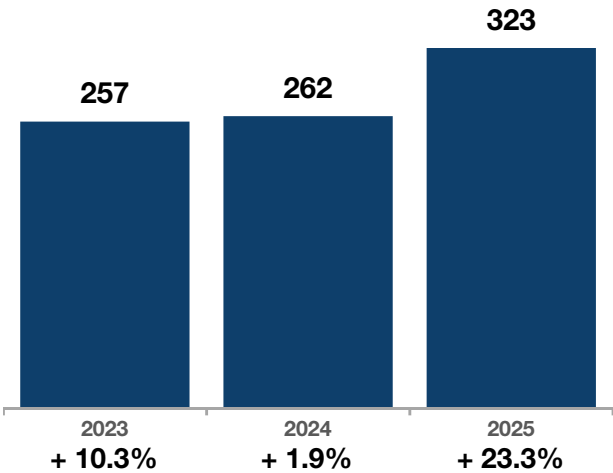
Key Metrics	Historical Sparkbars			07-2024	07-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	07-2023	07-2024	07-2025						
New Listings				262	323	+ 23.3%	1,952	2,458	+ 25.9%
Pending Sales				220	297	+ 35.0%	1,705	1,873	+ 9.9%
Closed Sales				234	293	+ 25.2%	1,610	1,705	+ 5.9%
Days on Market				102	117	+ 14.7%	102	119	+ 16.7%
Median Sales Price				\$454,950	\$427,900	- 5.9%	\$430,000	\$446,000	+ 3.7%
Average Sales Price				\$608,864	\$560,063	- 8.0%	\$561,332	\$587,418	+ 4.6%
Pct. of List Price Received				97.7%	97.3%	- 0.4%	97.7%	97.4%	- 0.3%
Housing Affordability Index				73	73	0.0%	78	70	- 10.3%
Inventory of Homes for Sale				688	1,224	+ 77.9%	--	--	--
Months Supply of Inventory				3.2	5.2	+ 62.5%	--	--	--

New Listings

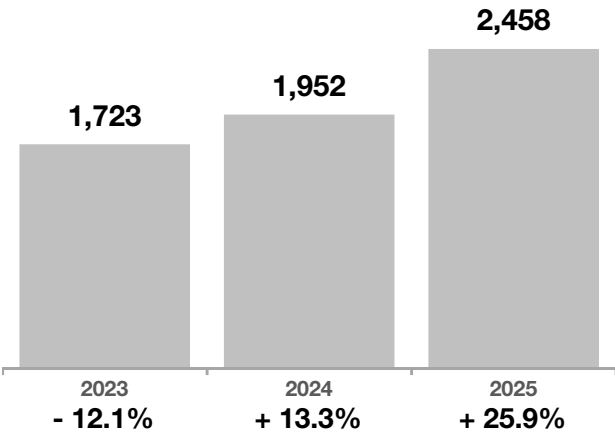
A count of the properties that have been newly listed on the market in a given month.



July

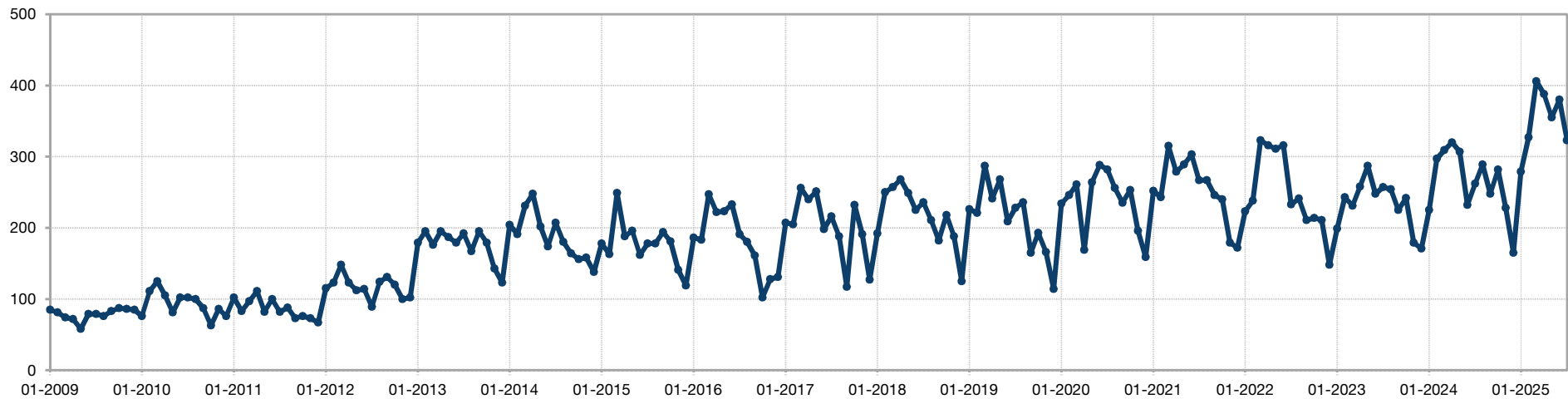


Year to Date



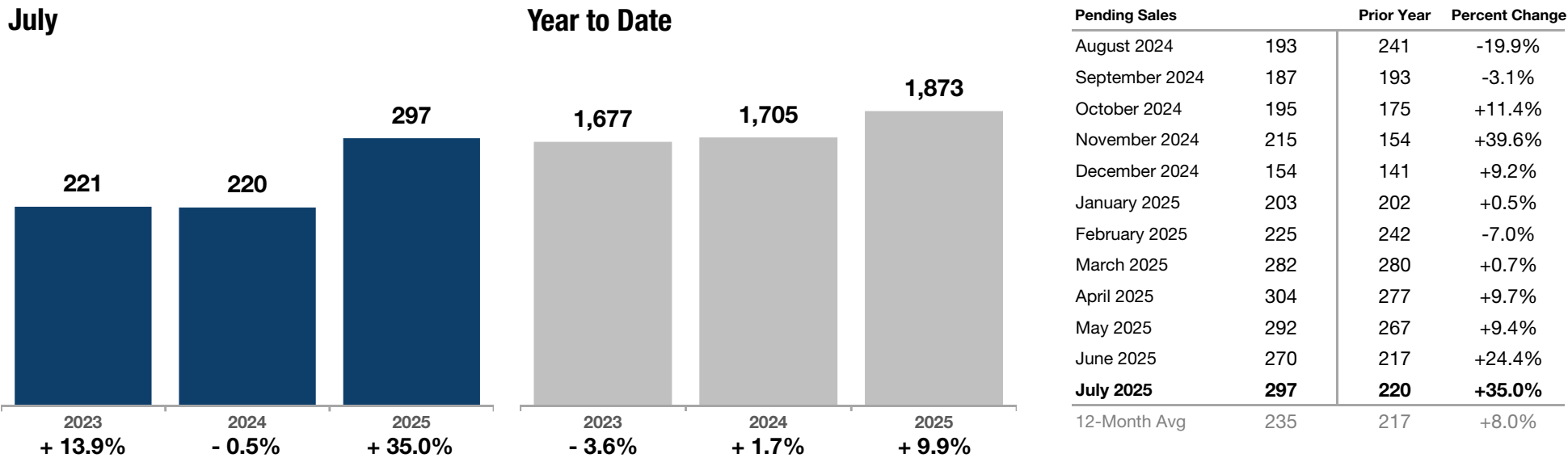
New Listings		Prior Year	Percent Change
August 2024	289	254	+13.8%
September 2024	248	225	+10.2%
October 2024	282	242	+16.5%
November 2024	228	179	+27.4%
December 2024	165	171	-3.5%
January 2025	279	225	+24.0%
February 2025	327	297	+10.1%
March 2025	406	309	+31.4%
April 2025	388	320	+21.3%
May 2025	355	307	+15.6%
June 2025	380	232	+63.8%
July 2025	323	262	+23.3%
12-Month Avg	306	252	+21.4%

Historical New Listings by Month

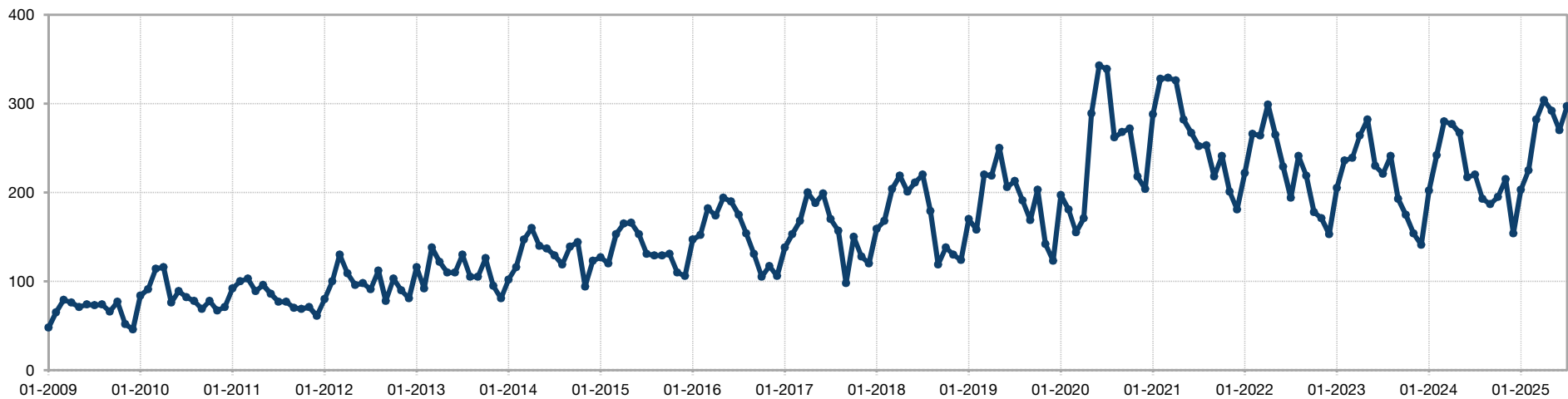


Pending Sales

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

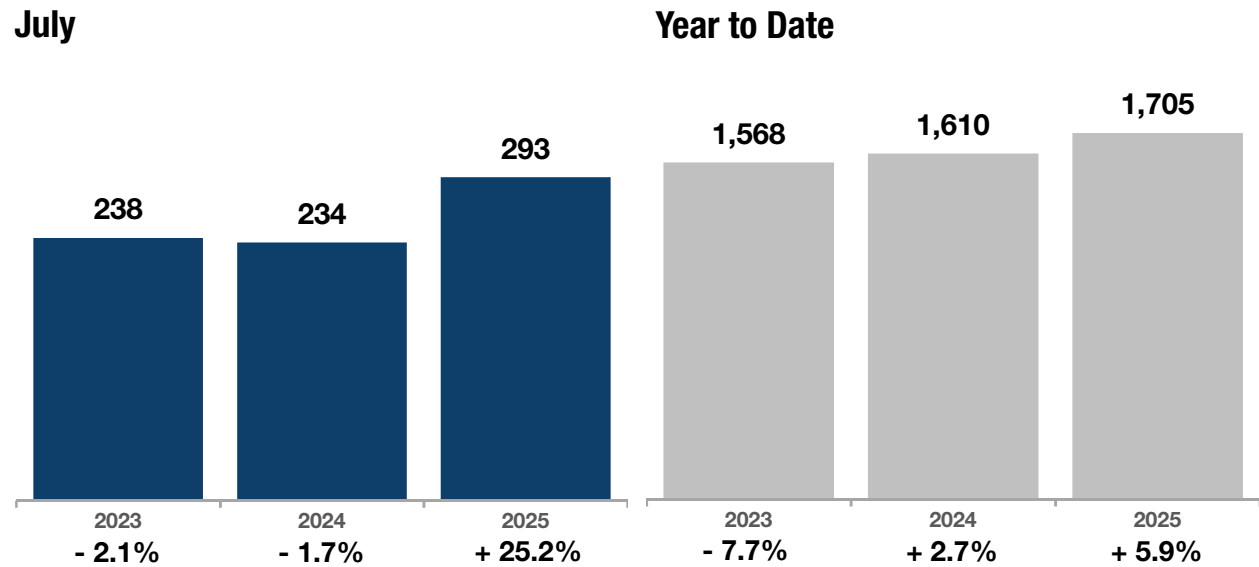


Historical Pending Sales by Month



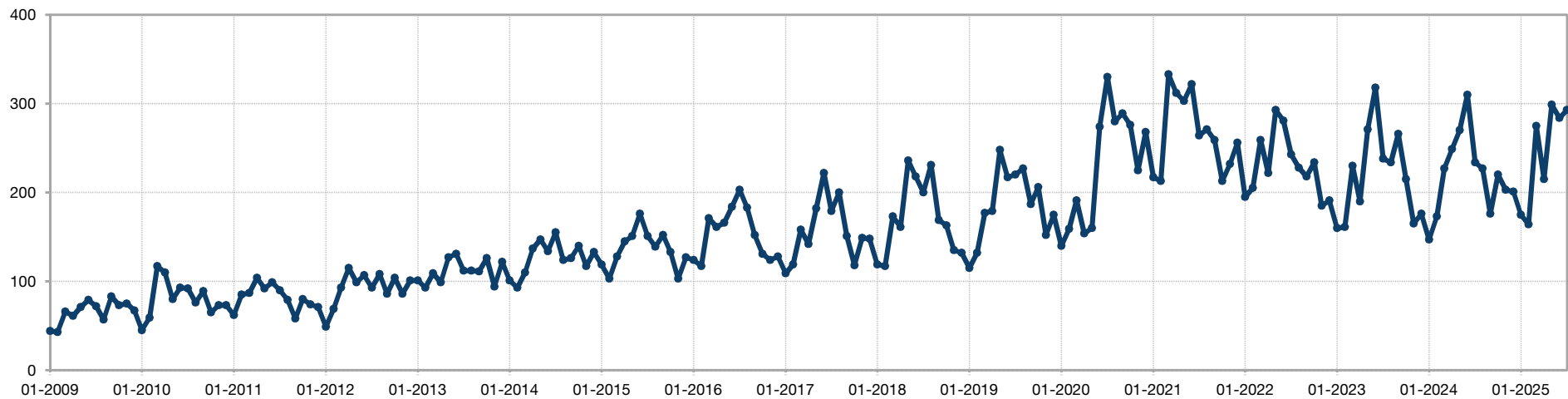
Closed Sales

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



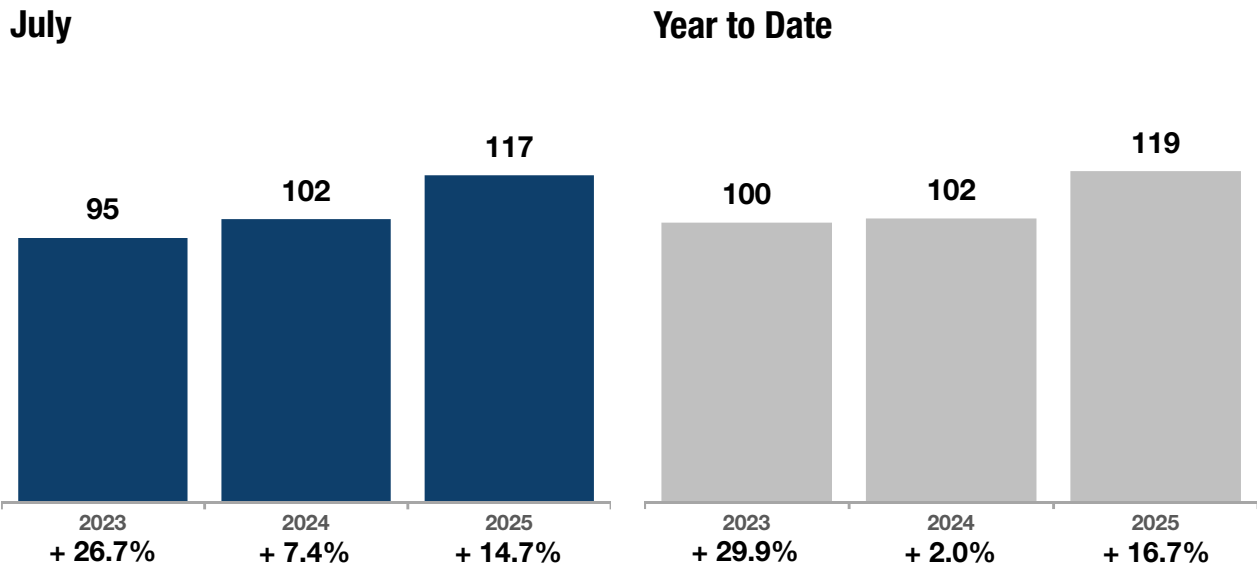
Closed Sales		Prior Year	Percent Change
August 2024	227	234	-3.0%
September 2024	176	266	-33.8%
October 2024	220	215	+2.3%
November 2024	203	165	+23.0%
December 2024	201	176	+14.2%
January 2025	175	147	+19.0%
February 2025	164	173	-5.2%
March 2025	275	227	+21.1%
April 2025	215	249	-13.7%
May 2025	299	270	+10.7%
June 2025	284	310	-8.4%
July 2025	293	234	+25.2%
12-Month Avg	228	222	+2.5%

Historical Closed Sales by Month



Days on Market Until Sale

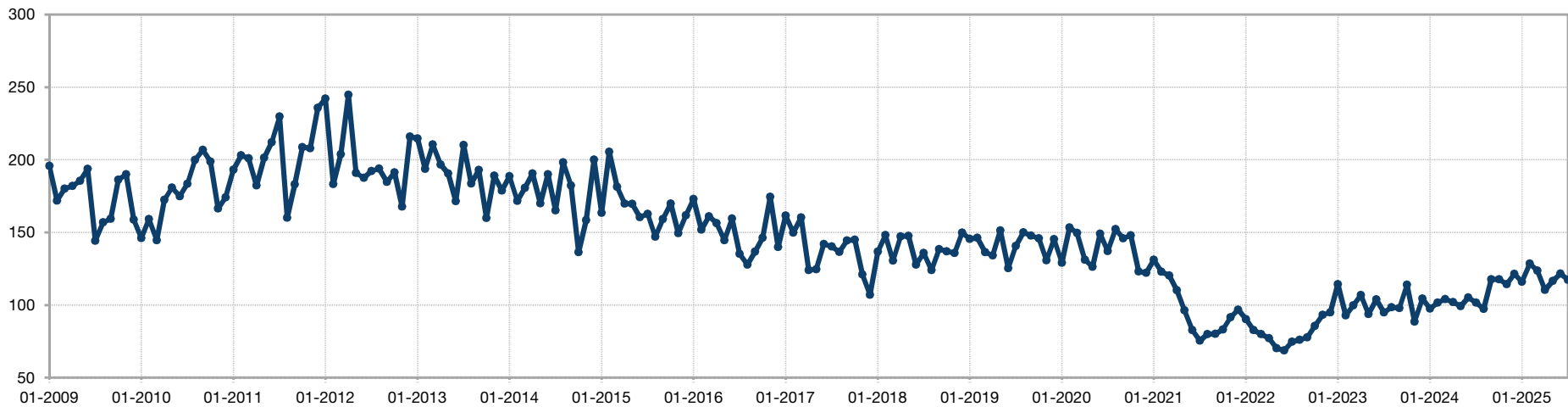
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market		Prior Year	Percent Change
August 2024	97	98	-1.0%
September 2024	118	98	+20.4%
October 2024	118	114	+3.5%
November 2024	114	89	+28.1%
December 2024	121	104	+16.3%
January 2025	116	97	+19.6%
February 2025	129	102	+26.5%
March 2025	124	104	+19.2%
April 2025	110	102	+7.8%
May 2025	116	99	+17.2%
June 2025	122	105	+16.2%
July 2025	117	102	+14.7%
12-Month Avg*	117	102	+14.7%

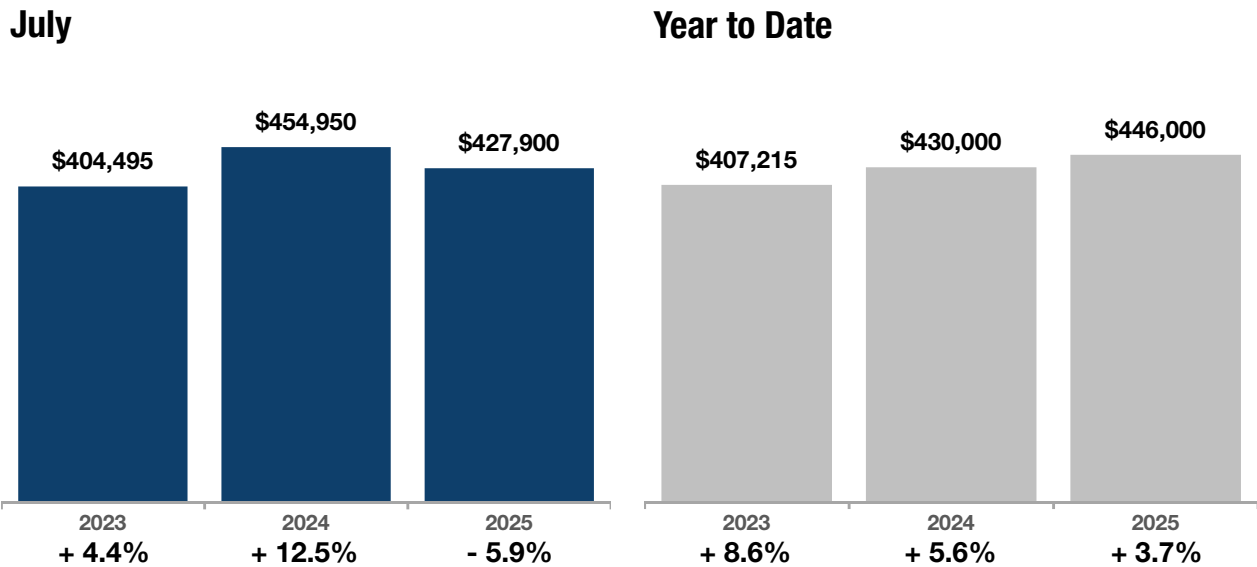
* Average Days on Market of all properties from August 2024 through July 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



Median Sales Price

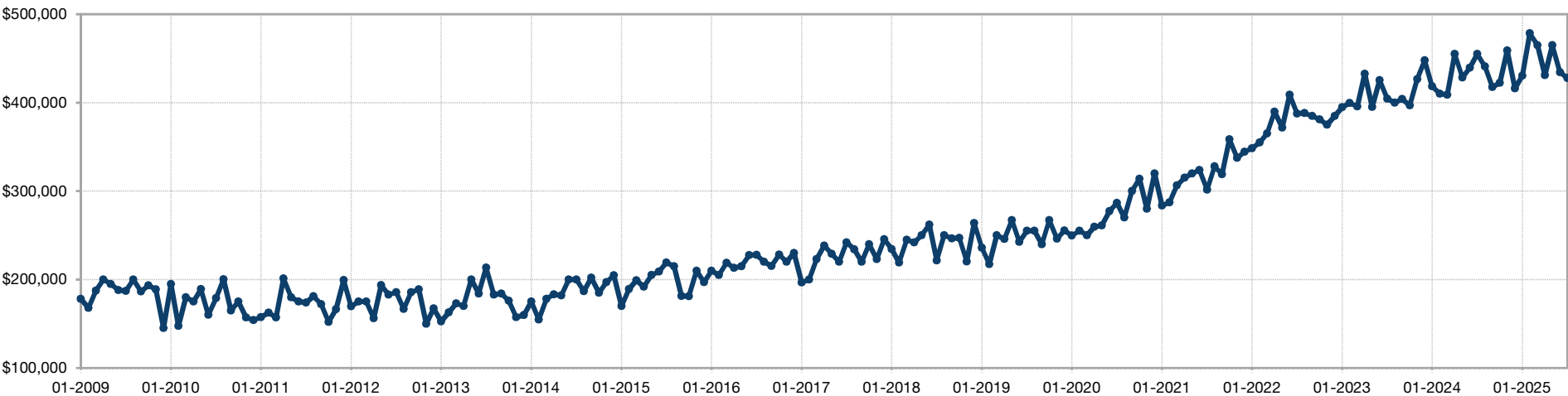
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



	Median Sales Price	Prior Year	Percent Change
August 2024	\$440,995	\$400,040	+10.2%
September 2024	\$417,745	\$404,187	+3.4%
October 2024	\$422,500	\$397,000	+6.4%
November 2024	\$459,000	\$426,500	+7.6%
December 2024	\$416,000	\$448,000	-7.1%
January 2025	\$430,490	\$418,425	+2.9%
February 2025	\$478,420	\$410,000	+16.7%
March 2025	\$464,890	\$408,900	+13.7%
April 2025	\$431,000	\$455,000	-5.3%
May 2025	\$465,000	\$428,312	+8.6%
June 2025	\$434,500	\$439,490	-1.1%
July 2025	\$427,900	\$454,950	-5.9%
12-Month Med*	\$439,600	\$420,000	+4.7%

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

Historical Median Sales Price by Month

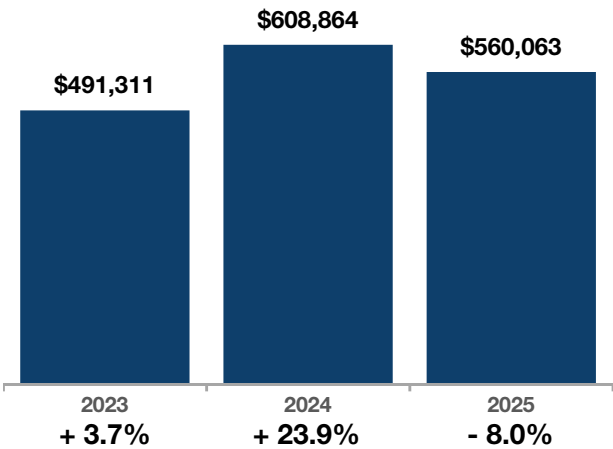


Average Sales Price

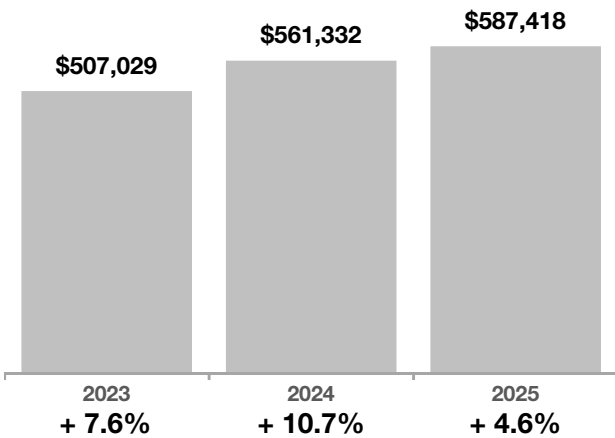
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



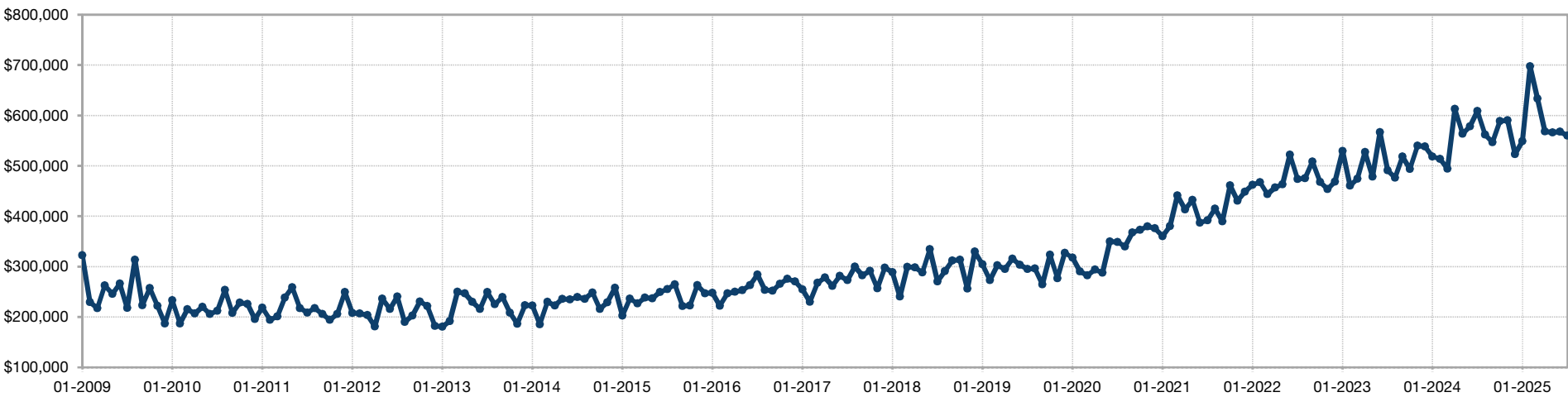
Year to Date



Avg. Sales Price	Prior Year	Percent Change
August 2024	\$476,552	+18.0%
September 2024	\$518,422	+5.5%
October 2024	\$493,689	+19.3%
November 2024	\$540,010	+9.4%
December 2024	\$538,676	-2.9%
January 2025	\$518,242	+5.9%
February 2025	\$513,650	+35.8%
March 2025	\$494,097	+28.3%
April 2025	\$613,161	-7.3%
May 2025	\$563,510	+0.5%
June 2025	\$578,202	-1.7%
July 2025	\$608,864	-8.0%
12-Month Avg*	\$579,558	+7.7%

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

Historical Average Sales Price by Month

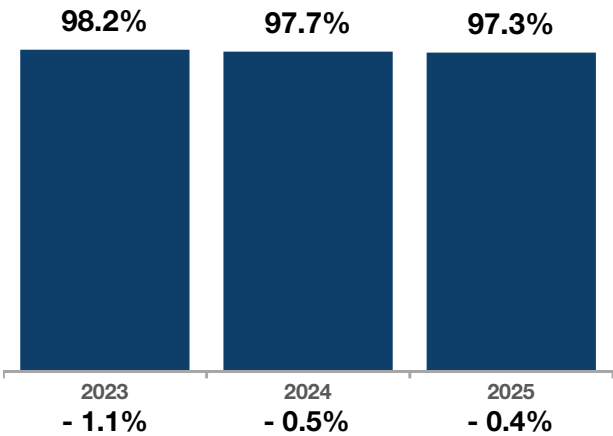


Percent of List Price Received

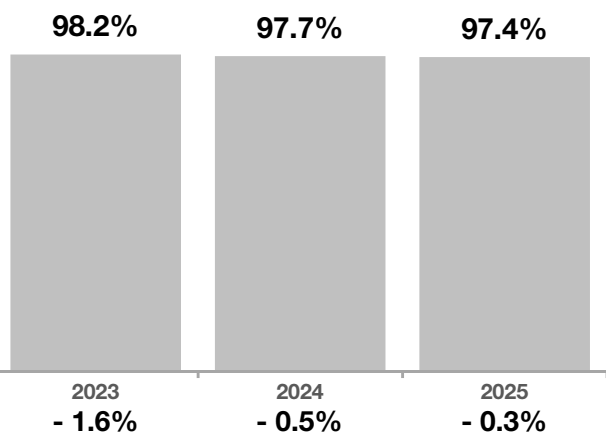
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July



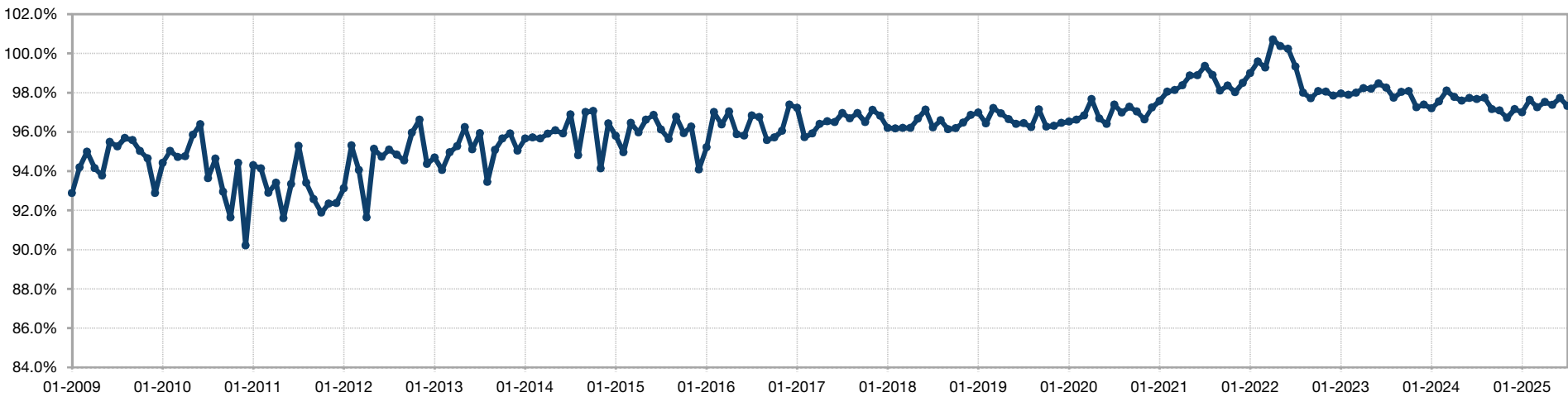
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
August 2024	97.7%	97.7%	0.0%
September 2024	97.2%	98.0%	-0.8%
October 2024	97.1%	98.1%	-1.0%
November 2024	96.7%	97.3%	-0.6%
December 2024	97.2%	97.4%	-0.2%
January 2025	97.0%	97.2%	-0.2%
February 2025	97.6%	97.5%	+0.1%
March 2025	97.2%	98.1%	-0.9%
April 2025	97.5%	97.8%	-0.3%
May 2025	97.4%	97.6%	-0.2%
June 2025	97.7%	97.7%	0.0%
July 2025	97.3%	97.7%	-0.4%
12-Month Avg*		97.3%	-0.4%

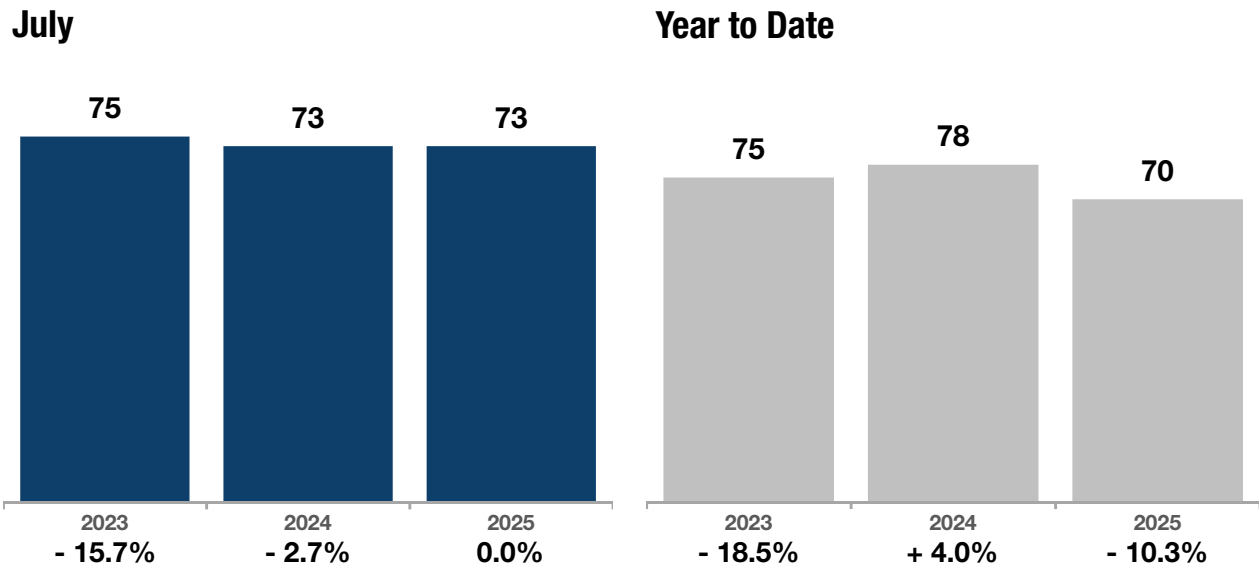
* Average Pct. of List Price Received for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



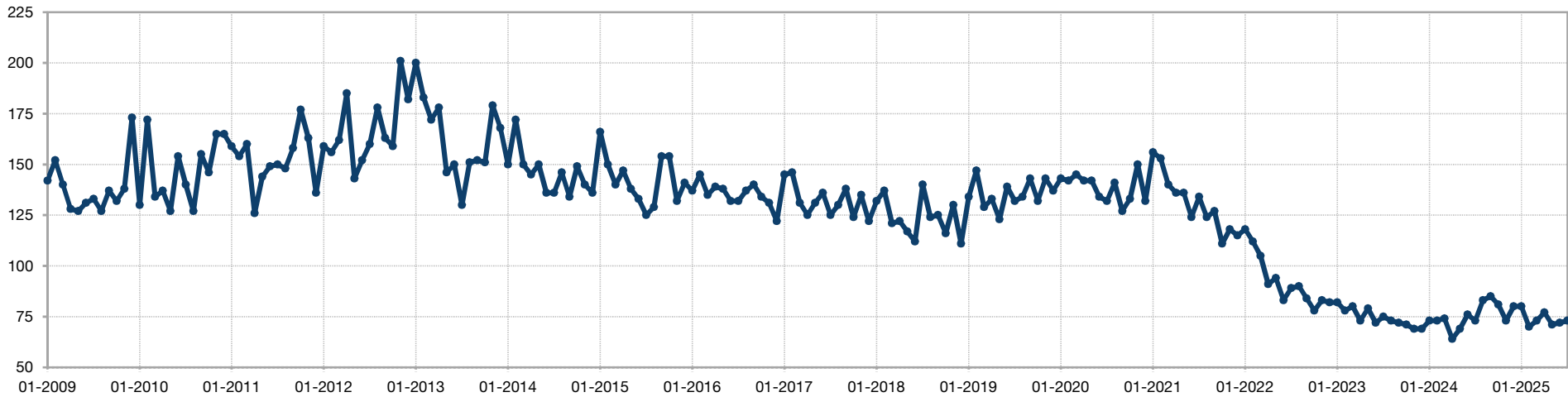
Housing Affordability Index

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.



Affordability Index		Prior Year	Percent Change
August 2024	83	73	+13.7%
September 2024	85	72	+18.1%
October 2024	81	71	+14.1%
November 2024	73	69	+5.8%
December 2024	80	69	+15.9%
January 2025	80	73	+9.6%
February 2025	70	73	-4.1%
March 2025	73	74	-1.4%
April 2025	77	64	+20.3%
May 2025	71	69	+2.9%
June 2025	72	76	-5.3%
July 2025	73	73	0.0%
12-Month Avg	77	71	+7.2%

Historical Housing Affordability Index by Month

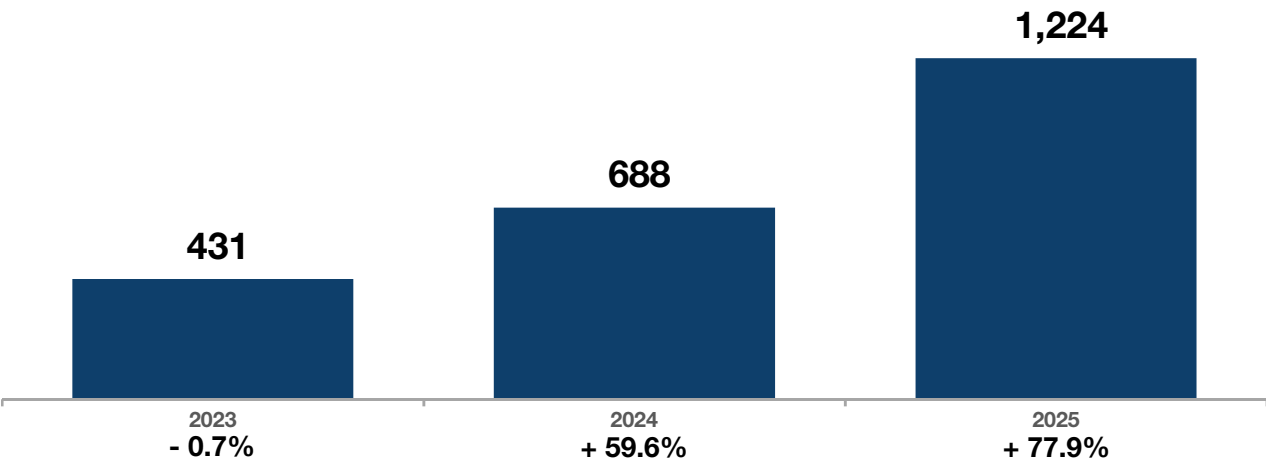


Inventory of Homes for Sale

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



July



Homes for Sale		Prior Year	Percent Change
August 2024	770	434	+77.4%
September 2024	812	457	+77.7%
October 2024	875	518	+68.9%
November 2024	868	526	+65.0%
December 2024	837	542	+54.4%
January 2025	891	554	+60.8%
February 2025	979	594	+64.8%
March 2025	1,080	614	+75.9%
April 2025	1,126	640	+75.9%
May 2025	1,158	666	+73.9%
June 2025	1,232	659	+86.9%
July 2025	1,224	688	+77.9%
12-Month Avg*	988	574	+72.1%

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

Historical Inventory of Homes for Sale by Month

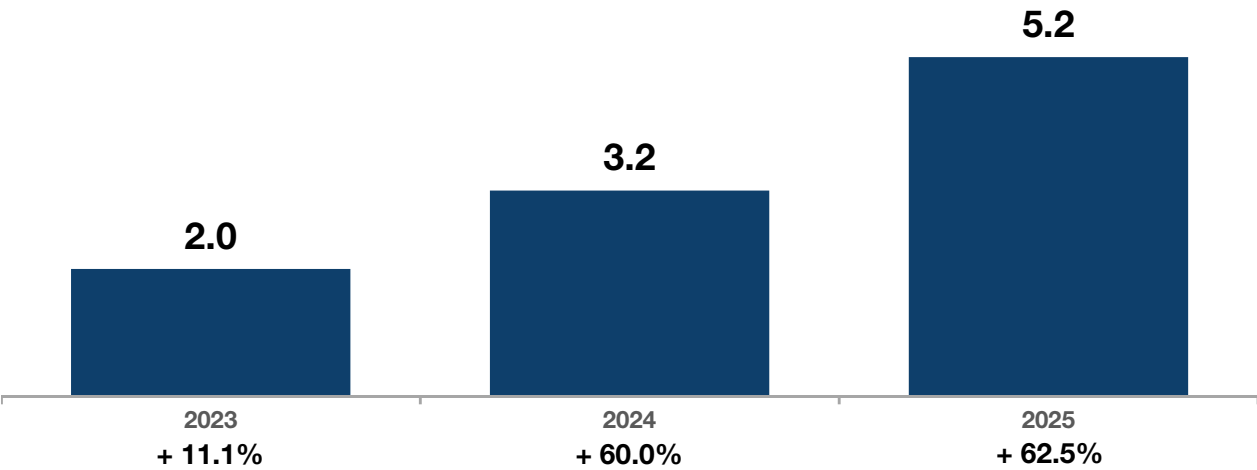


Months Supply of Inventory

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.



July



Months Supply		Prior Year	Percent Change
August 2024	3.6	2.0	+80.0%
September 2024	3.8	2.1	+81.0%
October 2024	4.1	2.4	+70.8%
November 2024	4.0	2.4	+66.7%
December 2024	3.8	2.5	+52.0%
January 2025	4.0	2.6	+53.8%
February 2025	4.5	2.8	+60.7%
March 2025	4.9	2.8	+75.0%
April 2025	5.1	2.9	+75.9%
May 2025	5.2	3.0	+73.3%
June 2025	5.4	3.0	+80.0%
July 2025	5.2	3.2	+62.5%
12-Month Avg*	4.5	2.6	+73.1%

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

Historical Months Supply of Inventory by Month

