Monthly Indicators

BEAUFORT-JASPER COUNTY REALTORS®

September 2025

U.S. existing-home sales were virtually unchanged from the previous month, dipping just 0.2% to a seasonally adjusted annual rate of 4.0 million units, according to the National Association of REALTORS® (NAR). Most of these transactions went under contract in June and July, when mortgage rates were 40 to 50 basis points higher than current levels. Year-over-year, sales increased 1.8%, with the strongest activity occurring in the Midwest, where the typical home price is 22% below the national median.

New Listings were up 23.8 percent to 302. Pending Sales increased 38.5 percent to 259. Inventory grew 48.8 percent to 1,193 units.

Prices moved higher as Median Sales Price was up 0.2 percent to $418,531. Days on Market increased 2.5 percent to 121 days. Months Supply of Inventory was up 28.9 percent to 4.9 months, indicating that supply increased relative to demand.

Nationally, housing inventory declined for the first time this year, slipping 1.3% month-over-month to 1.53 million units, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the monthly drop, total inventory remained 11.7% higher than the same time last year. Meanwhile, the median existing-home price rose 2% year-over-year to $422,600, though it was essentially flat compared to the prior month.

Quick Facts

+ 34.1%	+ 0.2%	+ 28.9%
One-Year Change in **Closed Sales**	One-Year Change in **Median Sales Price**	One-Year Change in **Months Supply**

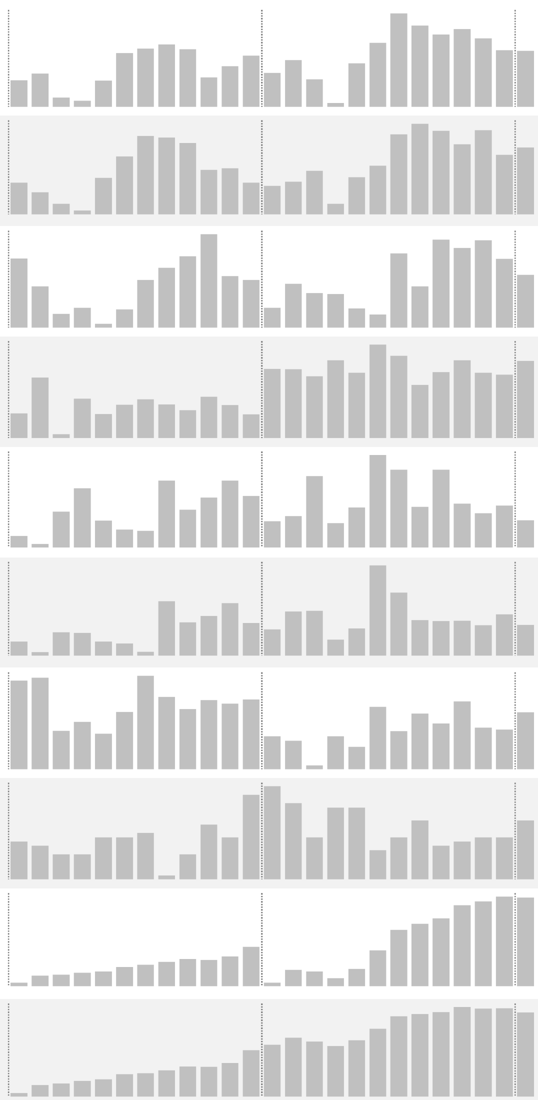
A research tool provided by the Beaufort-Jasper County REALTORS®. Percent changes are calculated using rounded figures.

Market Overview

Key market metrics for the current month and year-to-date figures.

BEAUFORT-JASPER COUNTY REALTORS®

Historical Sparkbars



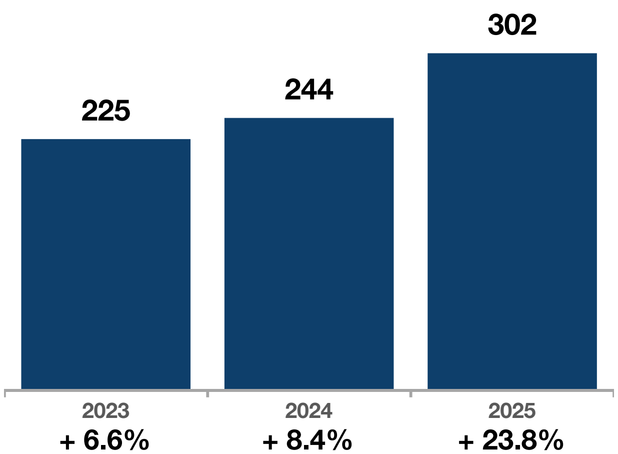
Key Metrics	09-2024	09-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings	244	**302**	+ 23.8%	2,480	**3,005**	+ 21.2%
Pending Sales	187	**259**	+ 38.5%	2,085	**2,364**	+ 13.4%
Closed Sales	176	**236**	+ 34.1%	2,013	**2,214**	+ 10.0%
Days on Market	118	**121**	+ 2.5%	103	**119**	+ 15.5%
Median Sales Price	$417,745	**$418,531**	+ 0.2%	$430,000	**$440,000**	+ 2.3%
Average Sales Price	$546,691	**$557,727**	+ 2.0%	$560,137	**$582,921**	+ 4.1%
Pct. of List Price Received	97.2%	**97.5%**	+ 0.3%	97.7%	**97.4%**	- 0.3%
Housing Affordability Index	85	**77**	- 9.4%	83	**73**	- 12.0%
Inventory of Homes for Sale	802	**1,193**	+ 48.8%	--	**--**	--
Months Supply of Inventory	3.8	**4.9**	+ 28.9%	--	**--**	--

New Listings

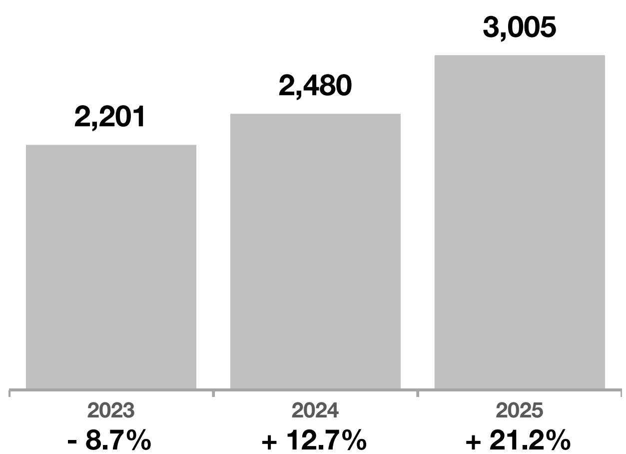
A count of the properties that have been newly listed on the market in a given month.

BEAUFORT-JASPER COUNTY REALTORS®

September

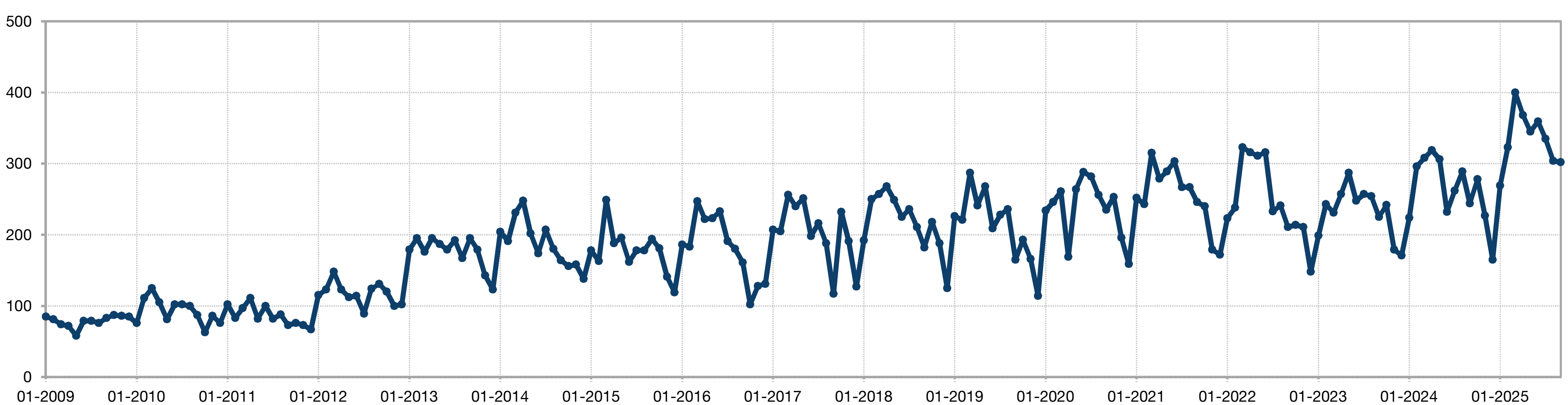


Year to Date



New Listings		Prior Year	Percent Change
October 2024	278	242	+14.9%
November 2024	227	179	+26.8%
December 2024	165	171	-3.5%
January 2025	269	224	+20.1%
February 2025	323	296	+9.1%
March 2025	400	308	+29.9%
April 2025	368	319	+15.4%
May 2025	345	306	+12.7%
June 2025	359	232	+54.7%
July 2025	335	262	+27.9%
August 2025	304	289	+5.2%
September 2025	**302**	**244**	**+23.8%**
12-Month Avg	306	256	+19.6%

Historical New Listings by Month



Pending Sales

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

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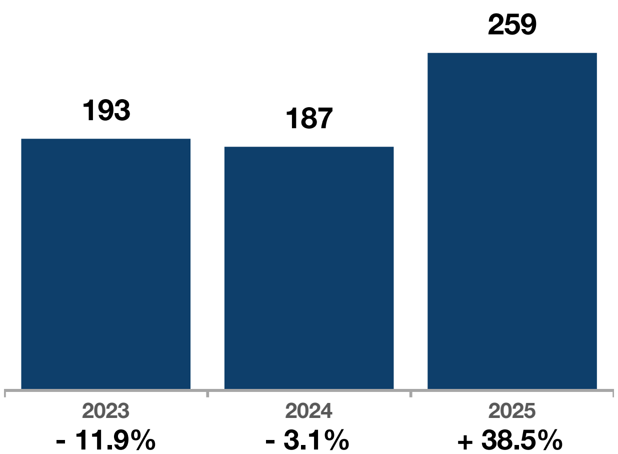
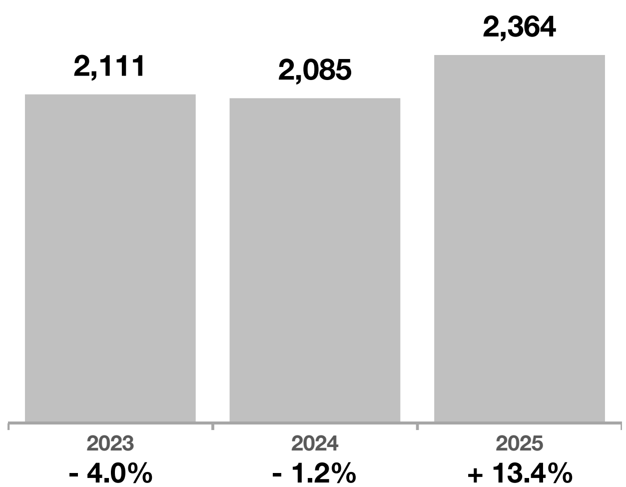
September

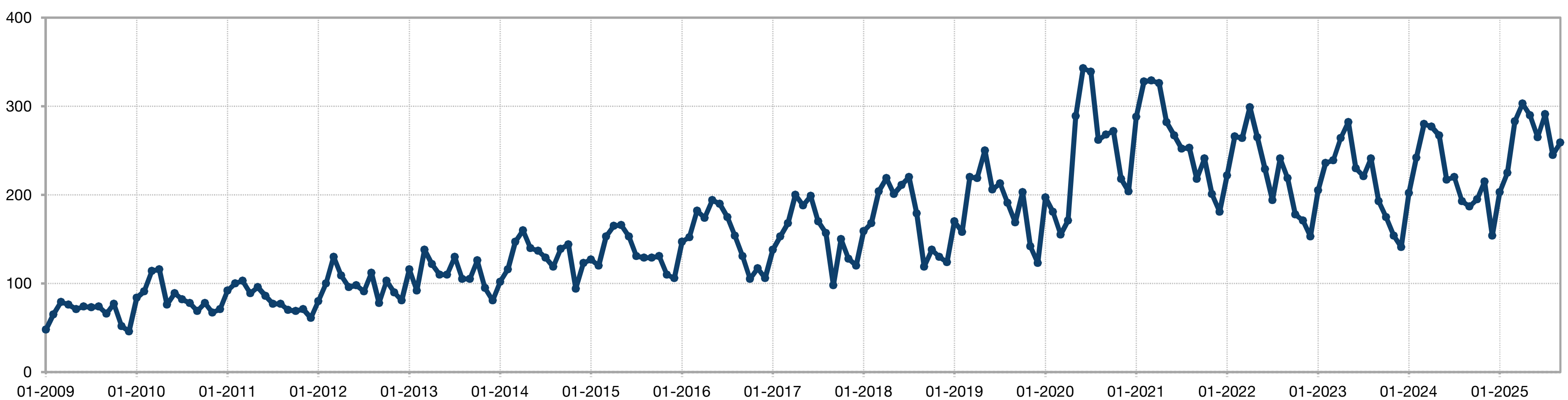


Year to Date



Pending Sales		Prior Year	Percent Change
October 2024	195	175	+11.4%
November 2024	215	154	+39.6%
December 2024	154	141	+9.2%
January 2025	203	202	+0.5%
February 2025	225	242	-7.0%
March 2025	283	280	+1.1%
April 2025	303	277	+9.4%
May 2025	290	267	+8.6%
June 2025	265	217	+22.1%
July 2025	291	220	+32.3%
August 2025	245	193	+26.9%
September 2025	**259**	**187**	**+38.5%**
12-Month Avg	244	213	+14.6%

Historical Pending Sales by Month



Closed Sales

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

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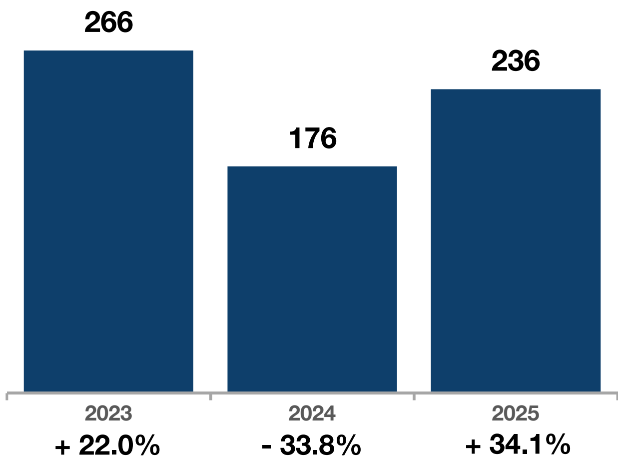
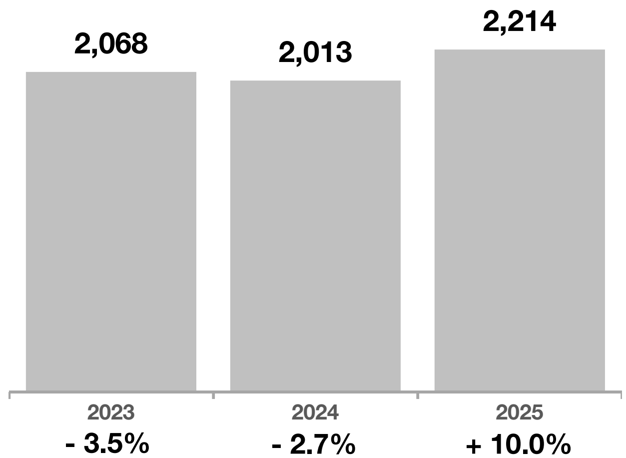
September

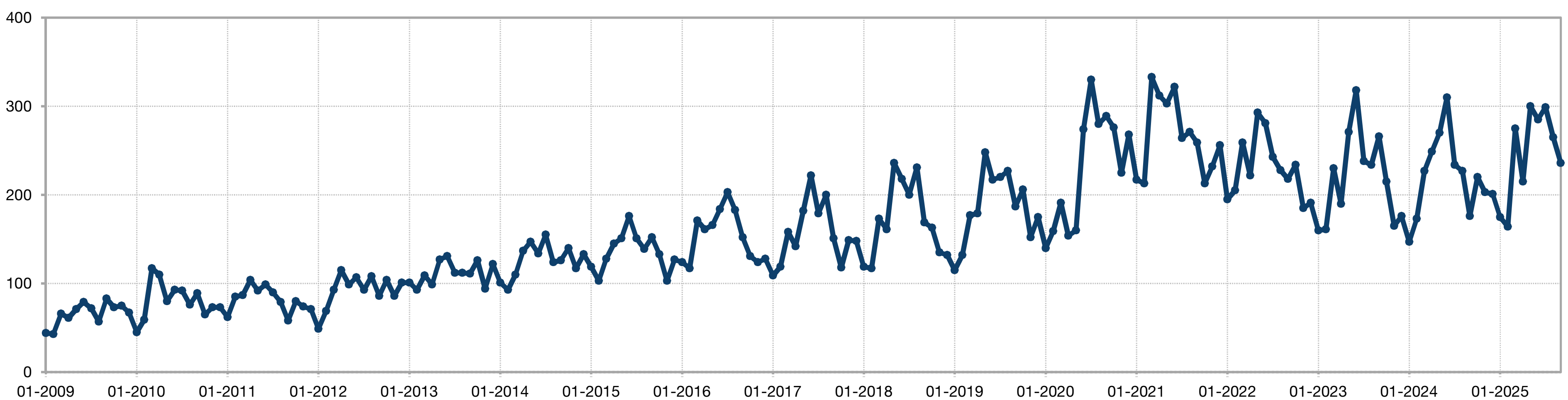


Year to Date



Closed Sales		Prior Year	Percent Change
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	300	270	+11.1%
June 2025	285	310	-8.1%
July 2025	299	234	+27.8%
August 2025	265	227	+16.7%
September 2025	**236**	**176**	**+34.1%**
12-Month Avg	237	214	+10.5%

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.

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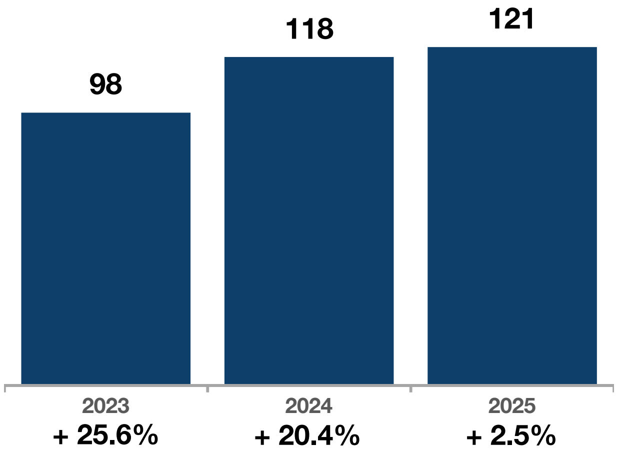
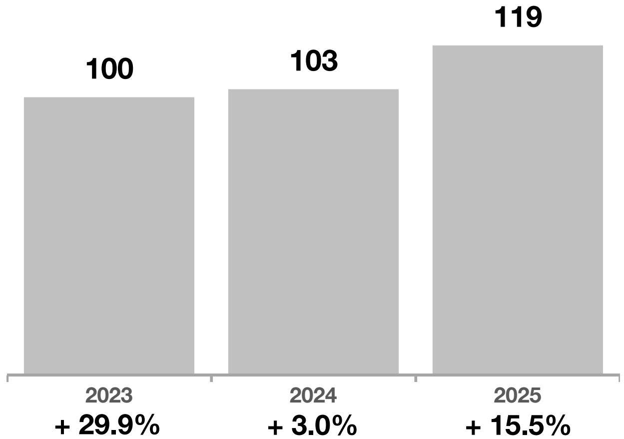
September



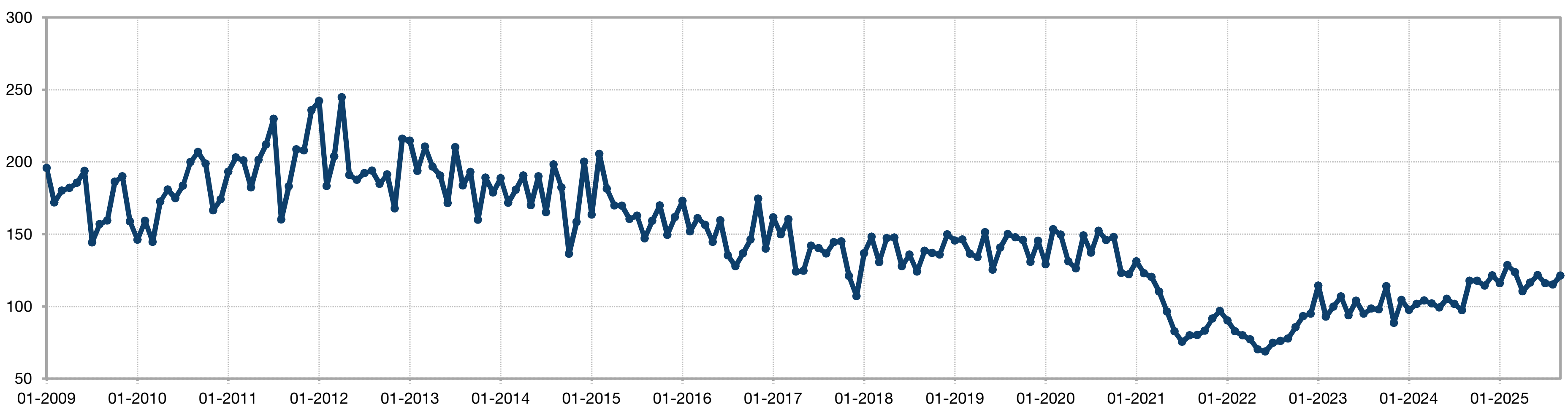
Year to Date



Days on Market		Prior Year	Percent Change
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	116	102	+13.7%
August 2025	115	97	+18.6%
September 2025	**121**	**118**	**+2.5%**
12-Month Avg*	118	103	+14.6%

* Average Days on Market of all properties from October 2024 through September 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.

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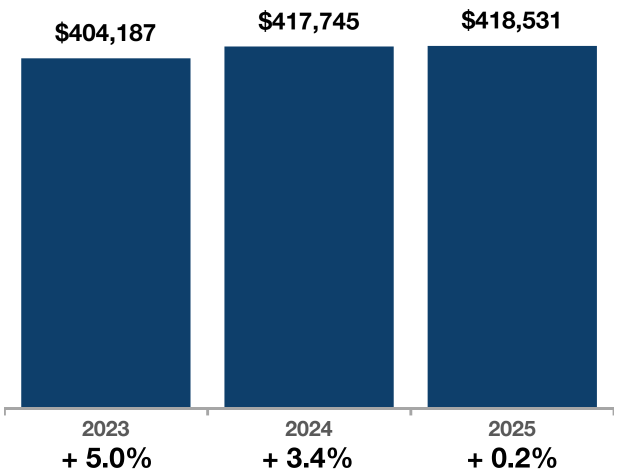
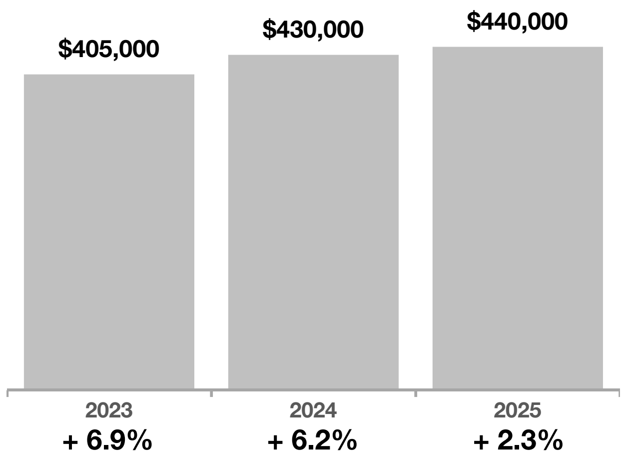
September



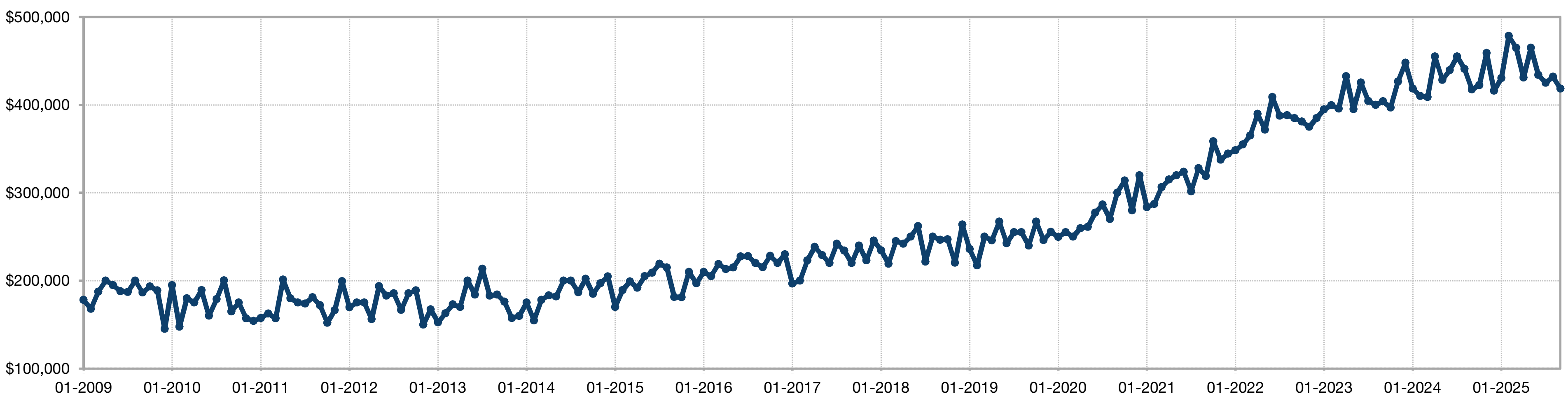
Year to Date



Median Sales Price		Prior Year	Percent Change
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	$434,000	$439,490	-1.2%
July 2025	$425,090	$454,950	-6.6%
August 2025	$432,000	$440,995	-2.0%
September 2025	**$418,531**	**$417,745**	**+0.2%**
12-Month Med*	$436,000	$426,000	+2.3%

* Median Sales Price of all properties from October 2024 through September 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.

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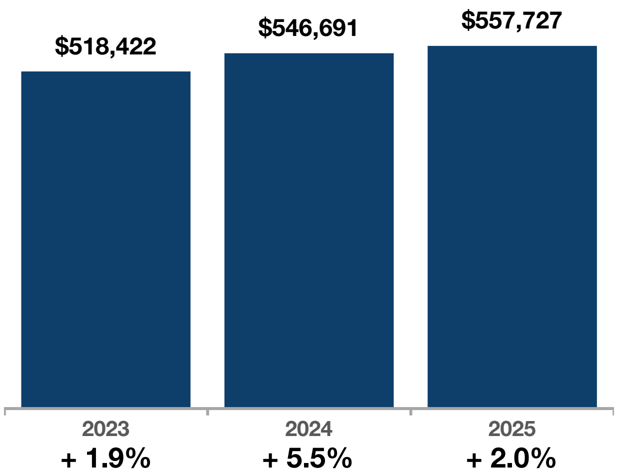
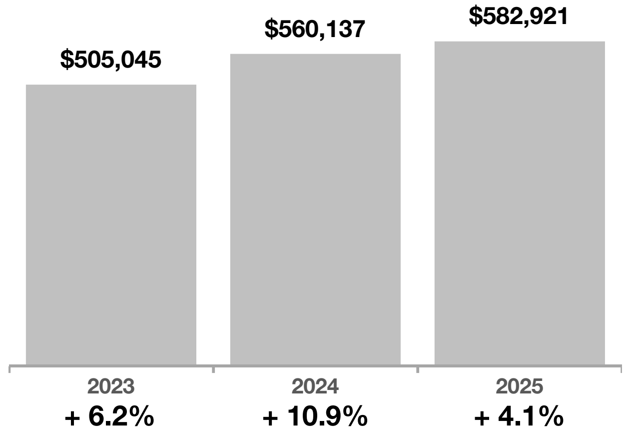
September



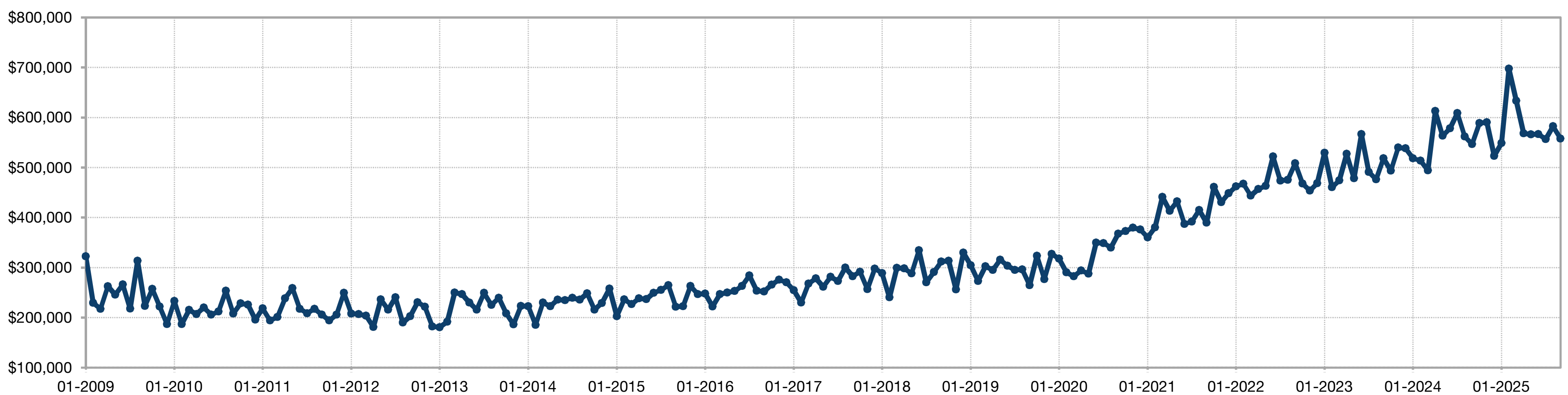
Year to Date



Avg. Sales Price		Prior Year	Percent Change
October 2024	$588,843	$493,689	+19.3%
November 2024	$590,694	$540,010	+9.4%
December 2024	$523,087	$538,676	-2.9%
January 2025	$548,884	$518,242	+5.9%
February 2025	$697,538	$513,650	+35.8%
March 2025	$633,701	$494,097	+28.3%
April 2025	$568,529	$613,161	-7.3%
May 2025	$566,137	$563,510	+0.5%
June 2025	$566,862	$578,202	-2.0%
July 2025	$556,744	$608,864	-8.6%
August 2025	$582,554	$562,094	+3.6%
September 2025	**$557,727**	**$546,691**	**+2.0%**
12-Month Avg*	$581,775	$547,574	+6.2%

* Avg. Sales Price of all properties from October 2024 through September 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.

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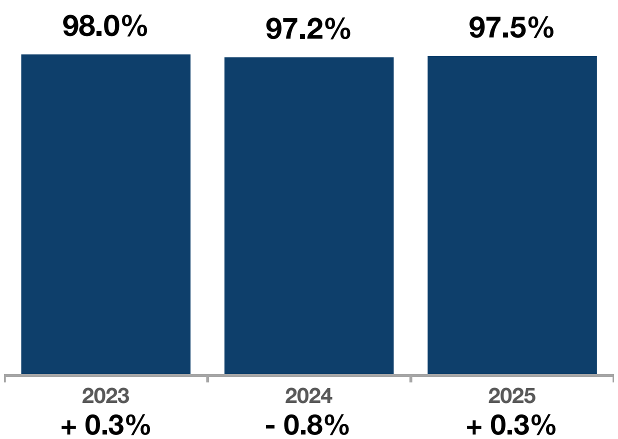
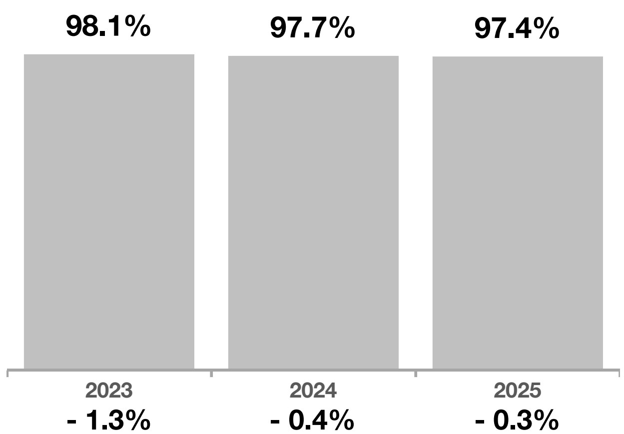
September



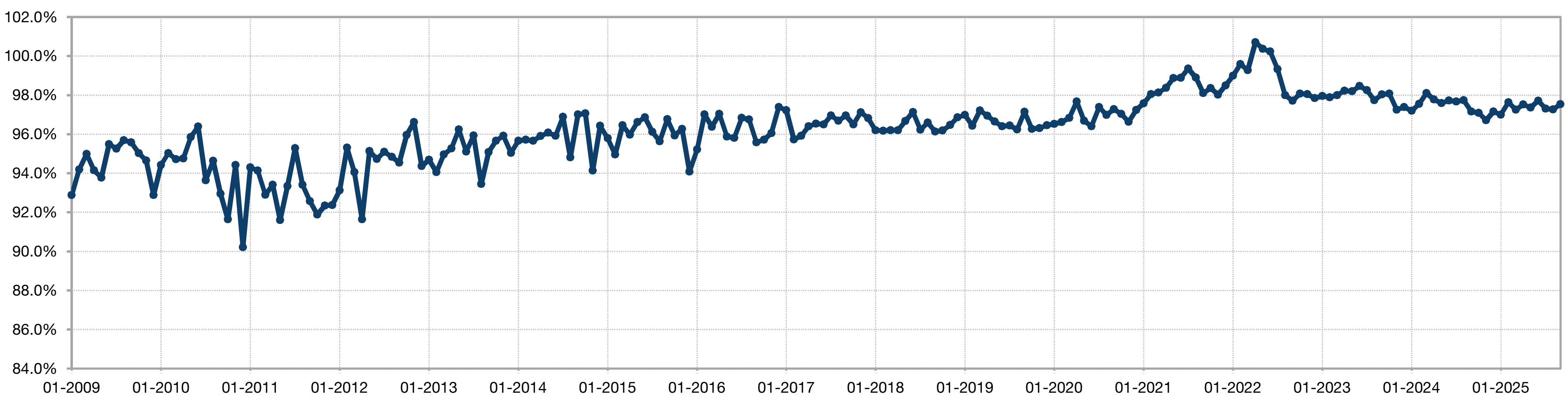
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
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%
August 2025	97.3%	97.7%	-0.4%
September 2025	**97.5%**	**97.2%**	**+0.3%**
12-Month Avg*	97.3%	97.6%	-0.3%

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

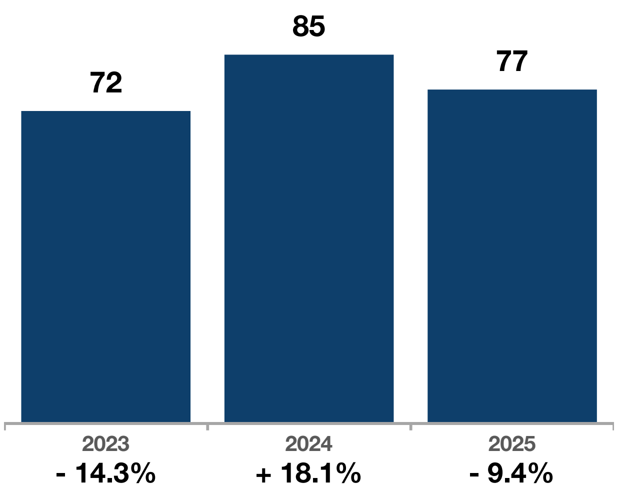
Historical Percent of List Price Received by Month



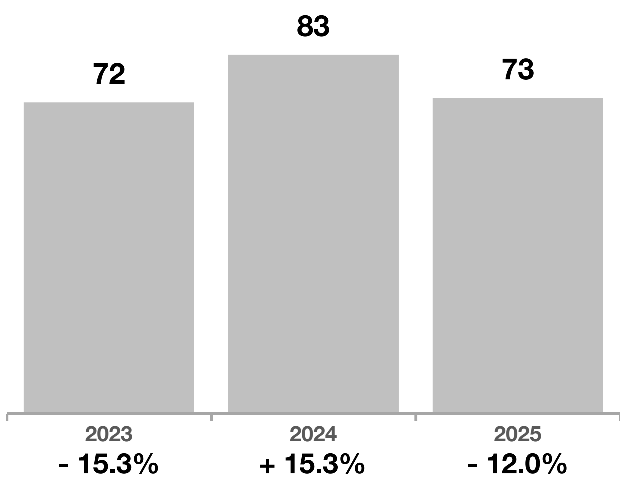
Housing Affordability Index

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.

September

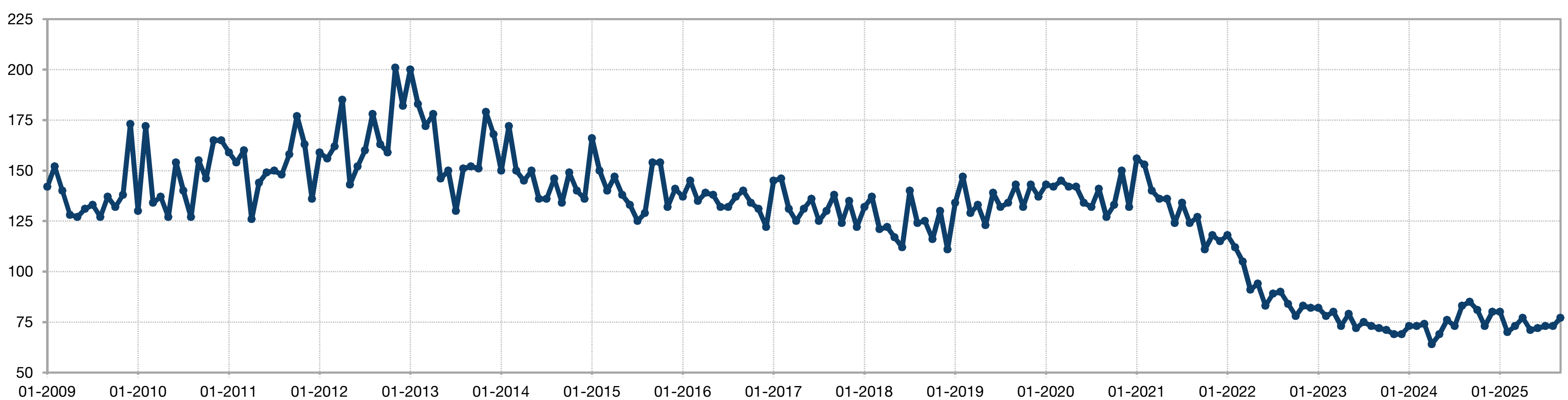


Year to Date



Affordability Index		Prior Year	Percent Change
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%
August 2025	73	83	-12.0%
September 2025	**77**	**85**	**-9.4%**
12-Month Avg	75	73	+2.4%

Historical Housing Affordability Index by Month

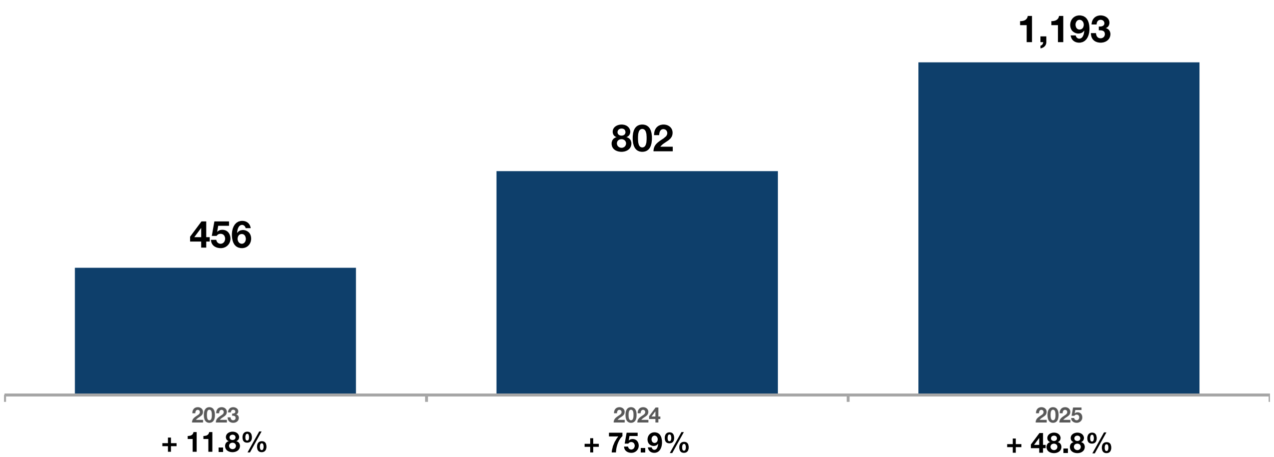


Inventory of Homes for Sale

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

BEAUFORT-JASPER COUNTY REALTORS®

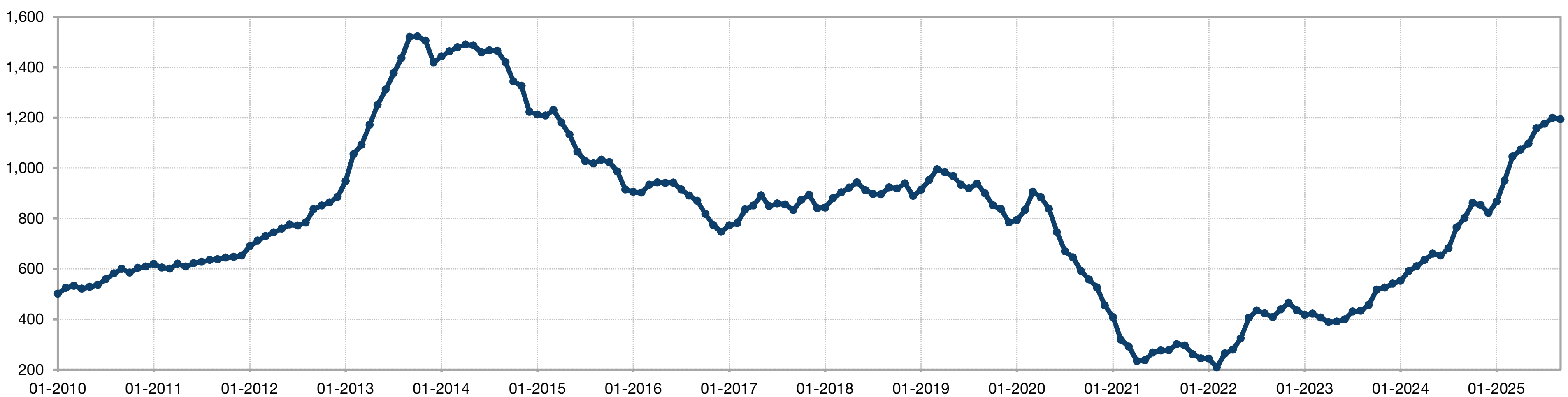
September



Homes for Sale		Prior Year	Percent Change
October 2024	861	517	+66.5%
November 2024	853	525	+62.5%
December 2024	822	541	+51.9%
January 2025	866	552	+56.9%
February 2025	950	591	+60.7%
March 2025	1,045	610	+71.3%
April 2025	1,072	635	+68.8%
May 2025	1,097	660	+66.2%
June 2025	1,158	653	+77.3%
July 2025	1,175	682	+72.3%
August 2025	1,198	764	+56.8%
September 2025	**1,193**	**802**	**+48.8%**
12-Month Avg*	1,024	628	+63.1%

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

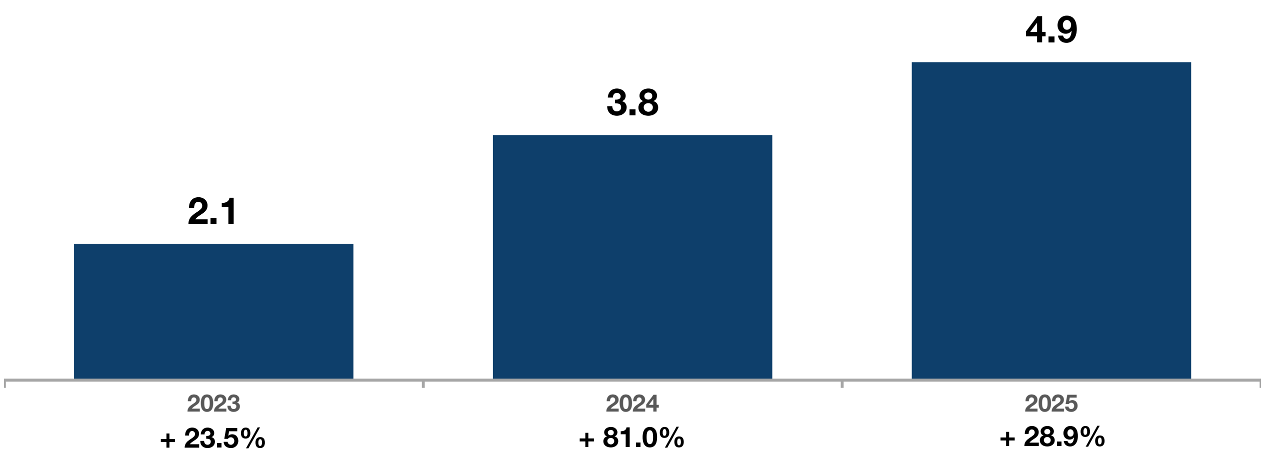
Historical Inventory of Homes for Sale by Month



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.

September



Months Supply		Prior Year	Percent Change
October 2024	4.0	2.4	+66.7%
November 2024	3.9	2.4	+62.5%
December 2024	3.7	2.5	+48.0%
January 2025	3.9	2.6	+50.0%
February 2025	4.3	2.7	+59.3%
March 2025	4.8	2.8	+71.4%
April 2025	4.8	2.9	+65.5%
May 2025	4.9	3.0	+63.3%
June 2025	5.1	3.0	+70.0%
July 2025	5.0	3.1	+61.3%
August 2025	5.0	3.6	+38.9%
September 2025	**4.9**	**3.8**	**+28.9%**
12-Month Avg*	4.5	2.9	+55.2%

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

Historical Months Supply of Inventory by Month