Monthly Indicators

BEAUFORT-JASPER COUNTY REALTORS®

October 2025

U.S. existing-home sales climbed 1.5% month-over-month and 4.1% year-over-year, reaching a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). The increase was partly driven by falling mortgage rates, which recently hit their lowest level in more than a year. Regionally, monthly sales advanced in the Northeast, South, and West, while the Midwest experienced a slight decline.

New Listings were up 14.0 percent to 317. Pending Sales increased 25.1 percent to 244. Inventory grew 42.8 percent to 1,228 units.

Prices moved lower as Median Sales Price was down 0.8 percent to $419,000. Days on Market increased 1.7 percent to 120 days. Months Supply of Inventory was up 25.0 percent to 5.0 months, indicating that supply increased relative to demand.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to $415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

Quick Facts

+ 13.6%	- 0.8%	+ 25.0%
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®

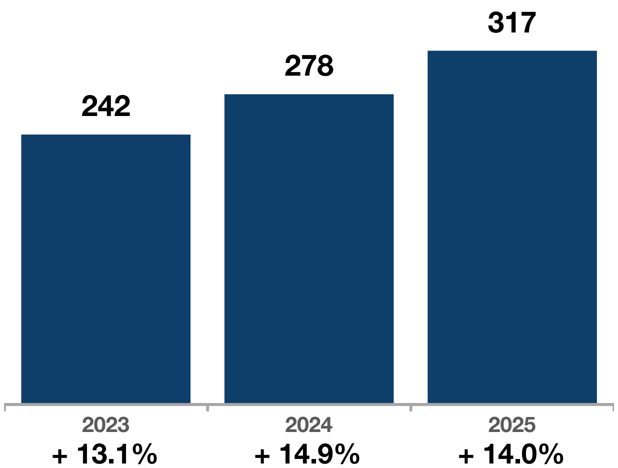
Key Metrics	Historical Sparkbars 10-2023 10-2024 10-2025	10-2024	10-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		278	**317**	+ 14.0%	2,757	**3,325**	+ 20.6%
Pending Sales		195	**244**	+ 25.1%	2,280	**2,599**	+ 14.0%
Closed Sales		220	**250**	+ 13.6%	2,233	**2,467**	+ 10.5%
Days on Market		118	**120**	+ 1.7%	104	**119**	+ 14.4%
Median Sales Price		$422,500	**$419,000**	- 0.8%	$429,990	**$437,000**	+ 1.6%
Average Sales Price		$588,843	**$521,915**	- 11.4%	$562,943	**$578,872**	+ 2.8%
Pct. of List Price Received		97.1%	**97.2%**	+ 0.1%	97.6%	**97.4%**	- 0.2%
Housing Affordability Index		81	**78**	- 3.7%	79	**75**	- 5.1%
Inventory of Homes for Sale		860	**1,228**	+ 42.8%	--	**--**	--
Months Supply of Inventory		4.0	**5.0**	+ 25.0%	--	**--**	--

New Listings

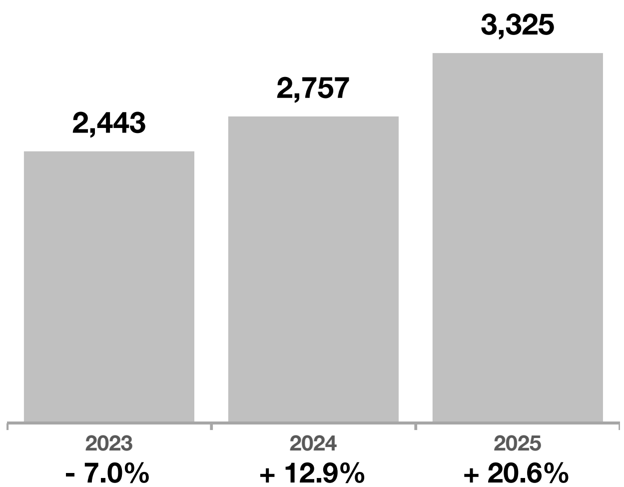
A count of the properties that have been newly listed on the market in a given month.

BEAUFORT-JASPER COUNTY REALTORS®

October

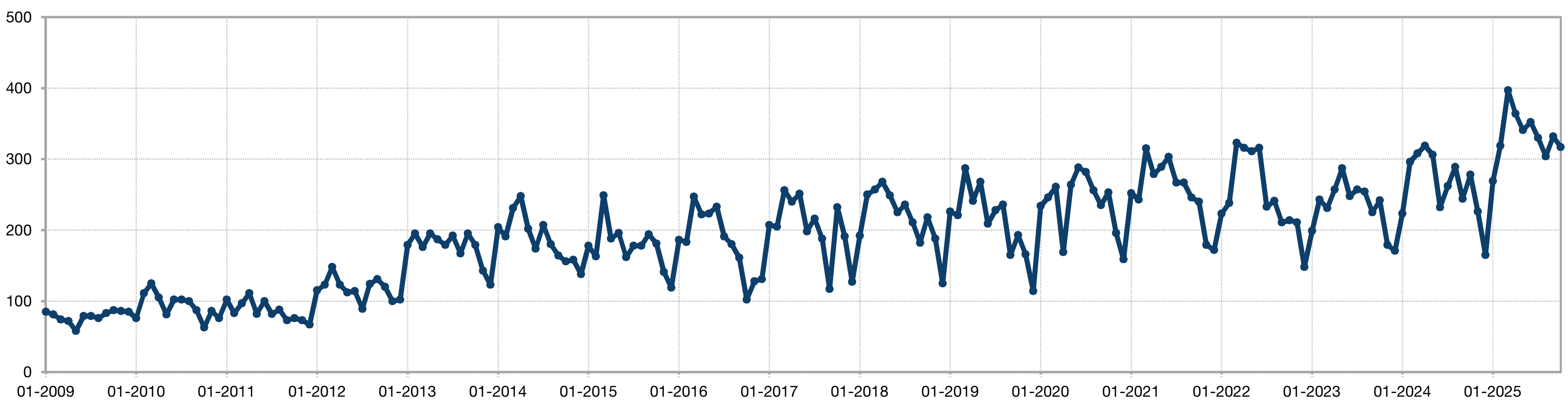


Year to Date



New Listings		Prior Year	Percent Change
November 2024	226	179	+26.3%
December 2024	165	171	-3.5%
January 2025	269	223	+20.6%
February 2025	319	296	+7.8%
March 2025	397	308	+28.9%
April 2025	364	319	+14.1%
May 2025	341	306	+11.4%
June 2025	352	232	+51.7%
July 2025	330	262	+26.0%
August 2025	304	289	+5.2%
September 2025	332	244	+36.1%
October 2025	**317**	**278**	**+14.0%**
12-Month Avg	310	259	+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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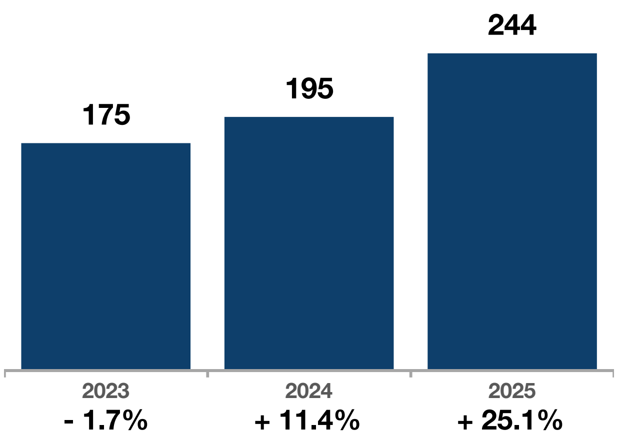
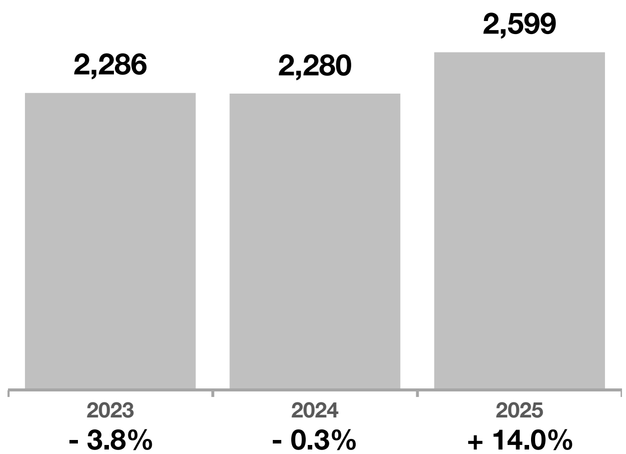
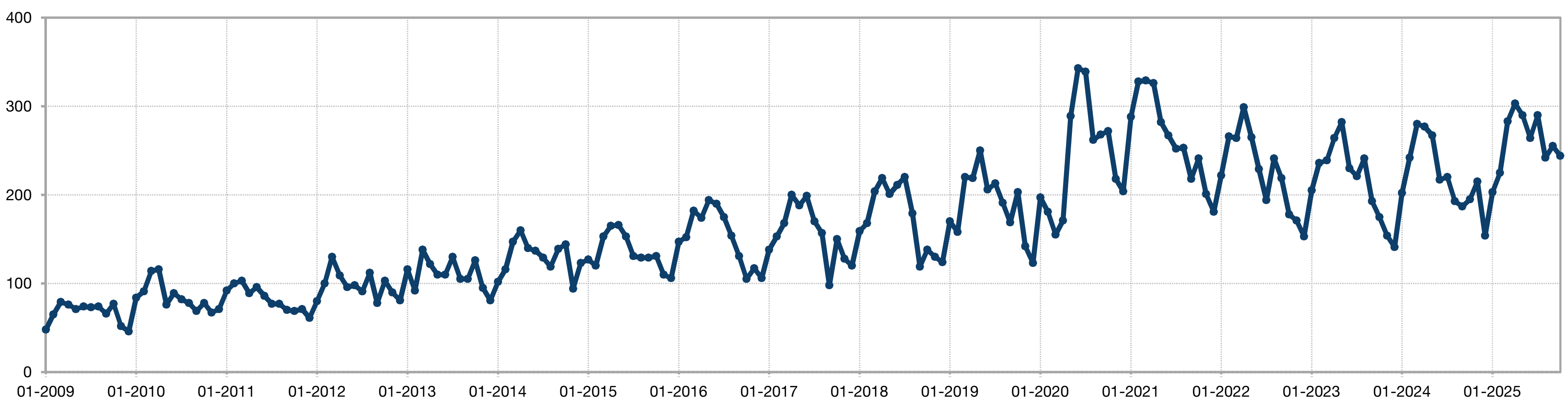


Year to Date



Pending Sales		Prior Year	Percent Change
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	264	217	+21.7%
July 2025	290	220	+31.8%
August 2025	242	193	+25.4%
September 2025	255	187	+36.4%
October 2025	**244**	**195**	**+25.1%**
12-Month Avg	247	215	+15.3%

Historical Pending Sales by Month



Closed Sales

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

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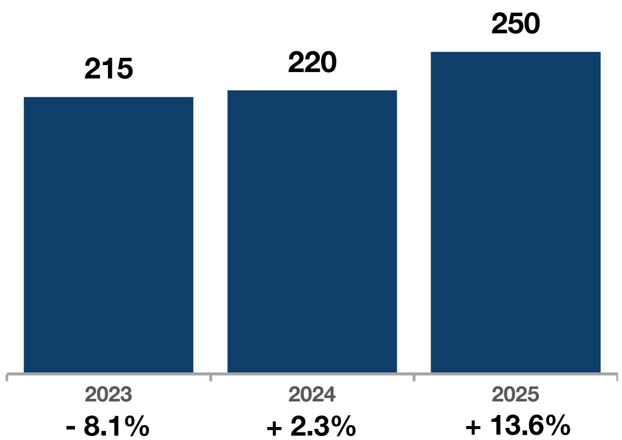
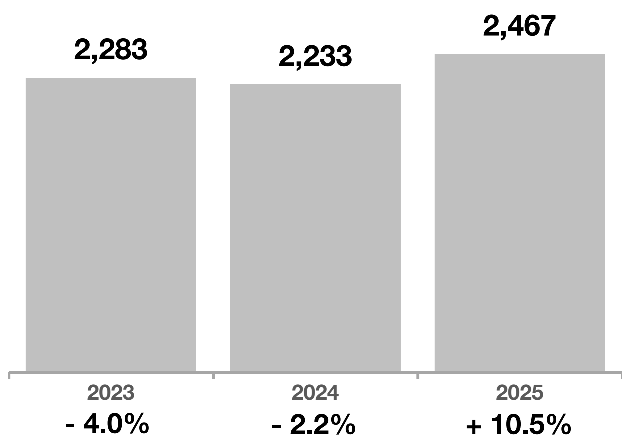
October

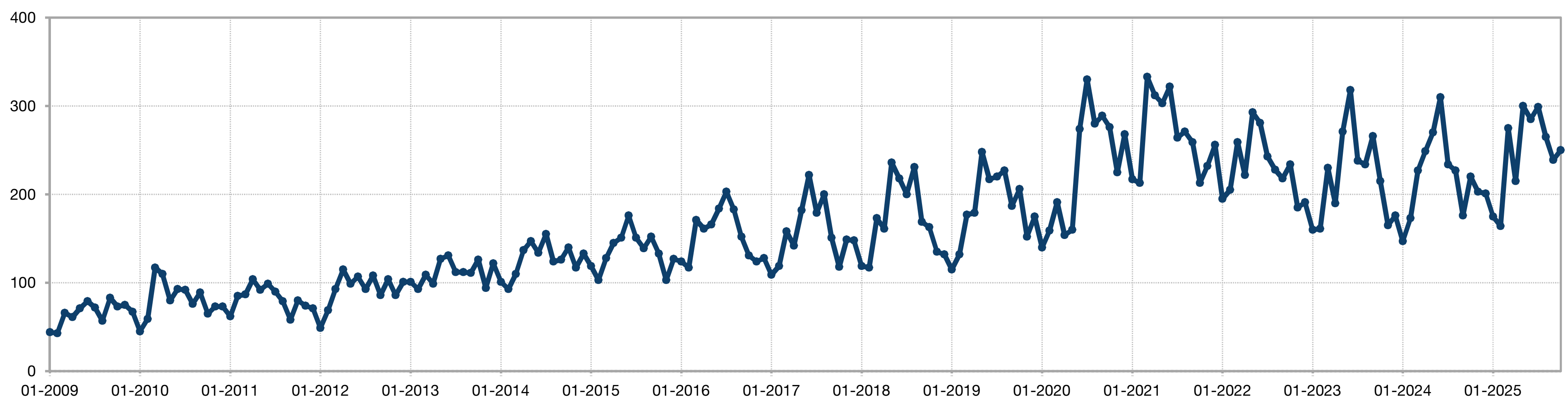


Year to Date



Closed Sales		Prior Year	Percent Change
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	239	176	+35.8%
October 2025	**250**	**220**	**+13.6%**
12-Month Avg	239	215	+11.5%

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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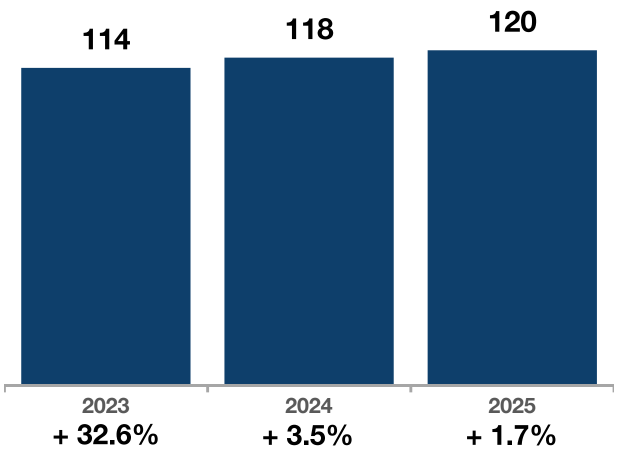
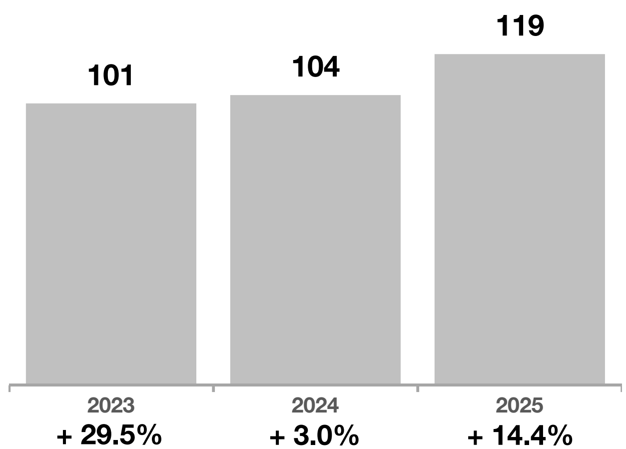
October



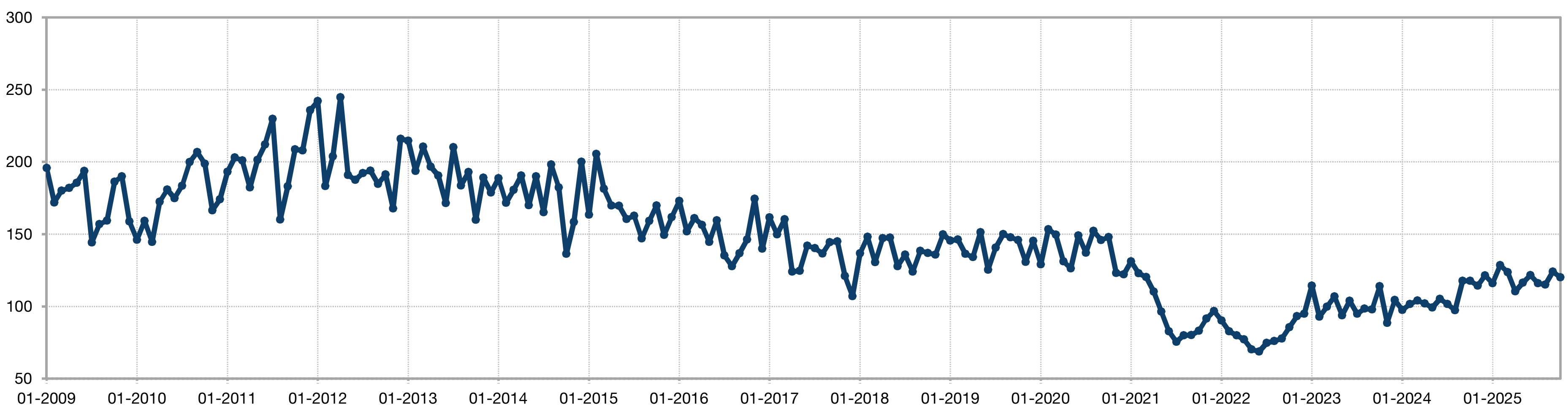
Year to Date



Days on Market		Prior Year	Percent Change
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	124	118	+5.1%
October 2025	**120**	**118**	**+1.7%**
12-Month Avg*	119	103	+15.5%

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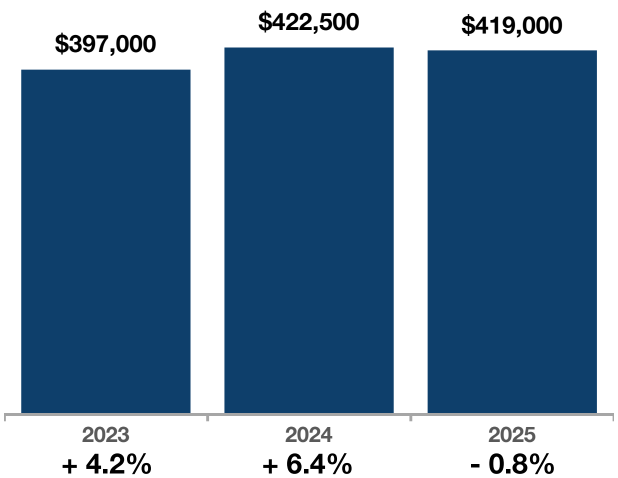
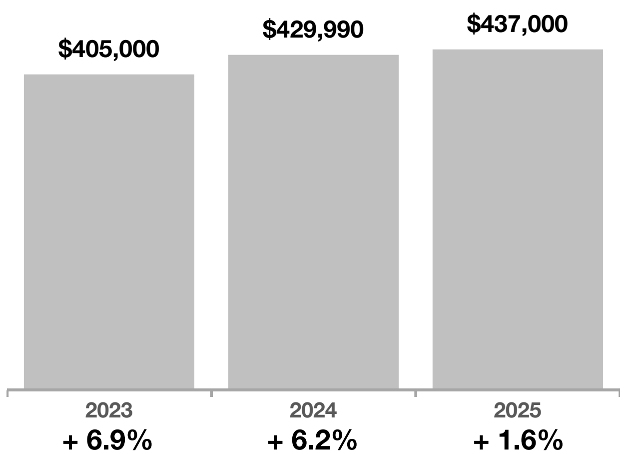


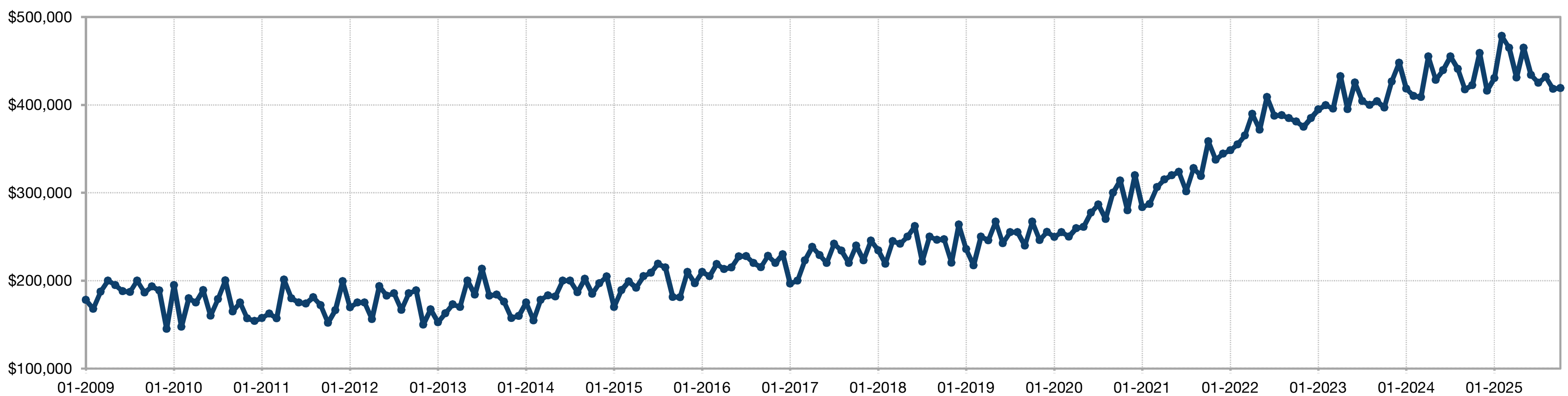
Year to Date



Median Sales Price		Prior Year	Percent Change
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	$418,072	$417,745	+0.1%
October 2025	**$419,000**	**$422,500**	**-0.8%**
12-Month Med*	$435,000	$430,000	+1.2%

* Median Sales Price of all properties from November 2024 through October 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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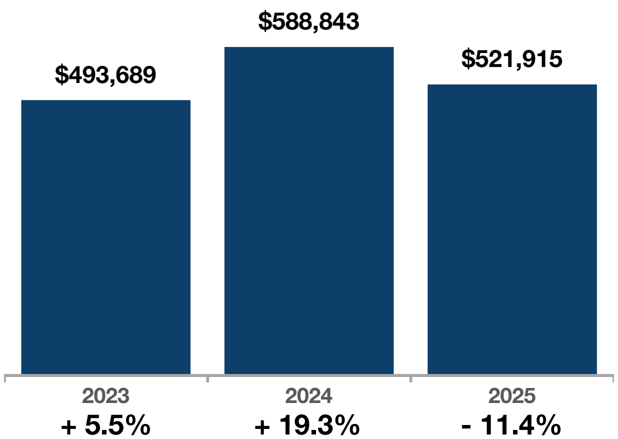
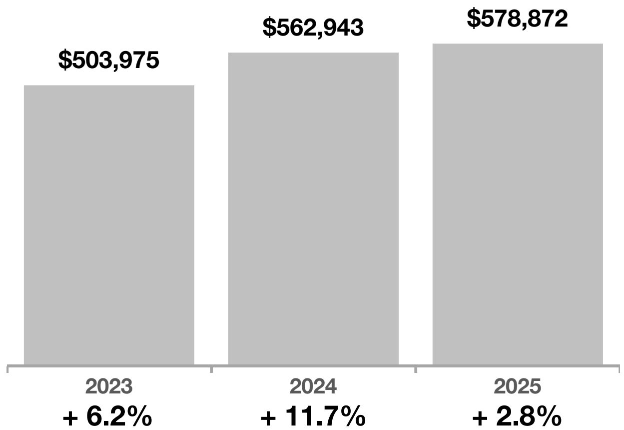
October



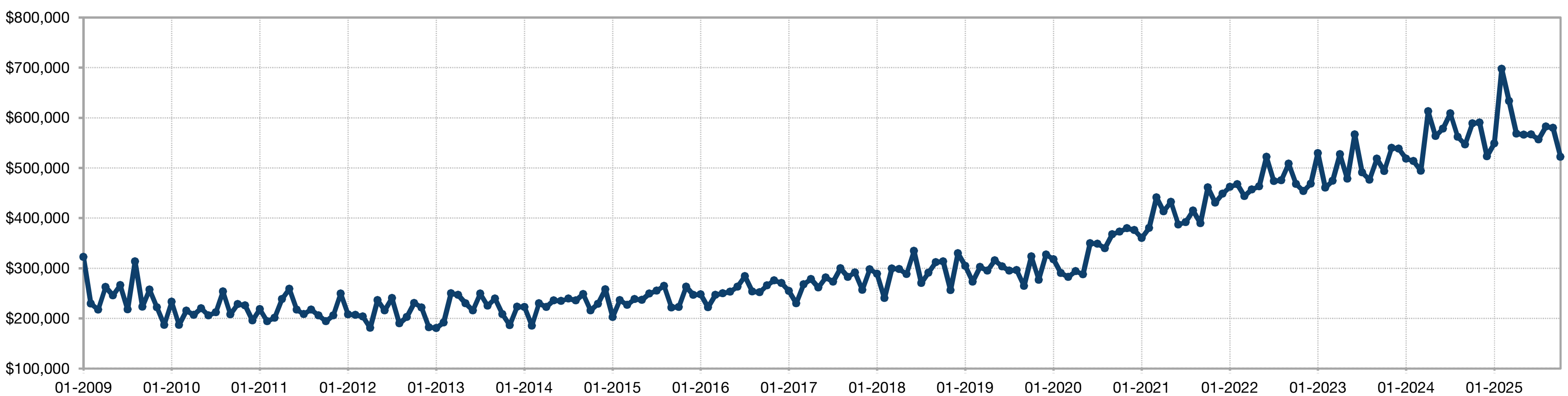
Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	$580,094	$546,691	+6.1%
October 2025	**$521,915**	**$588,843**	**-11.4%**
12-Month Avg*	$578,062	$555,503	+4.1%

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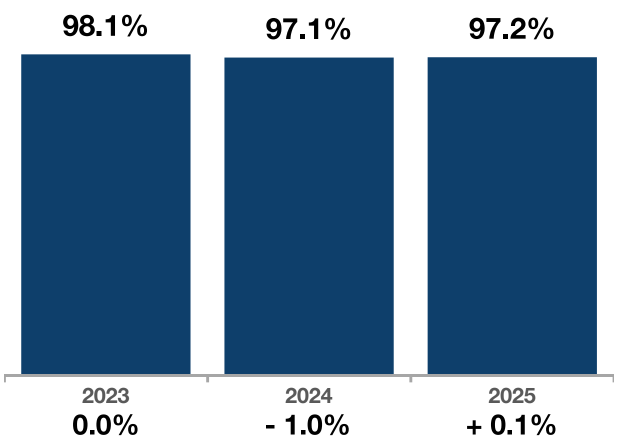
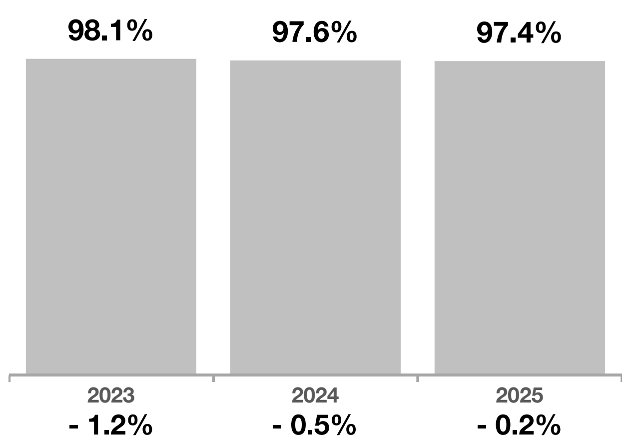


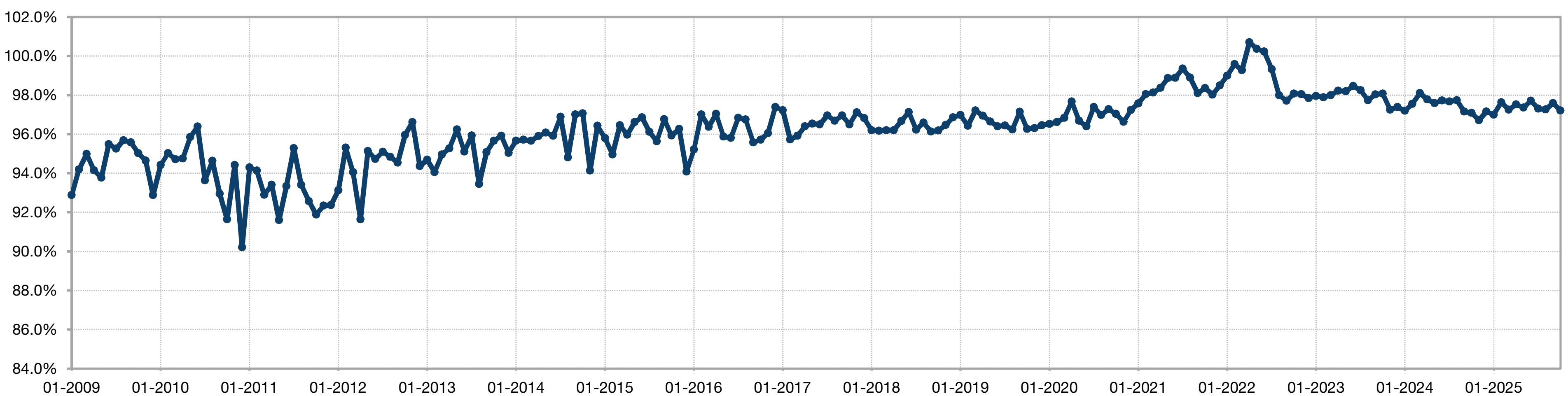
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
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	97.6%	97.2%	+0.4%
October 2025	**97.2%**	**97.1%**	**+0.1%**
12-Month Avg*	97.3%	97.6%	-0.3%

* Average Pct. of List Price Received for all properties from November 2024 through October 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.

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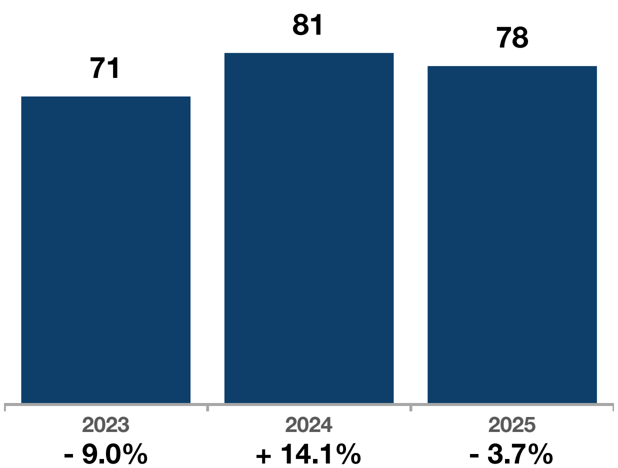
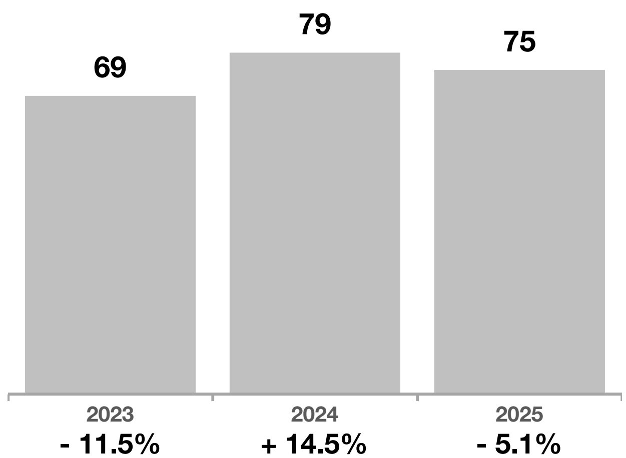
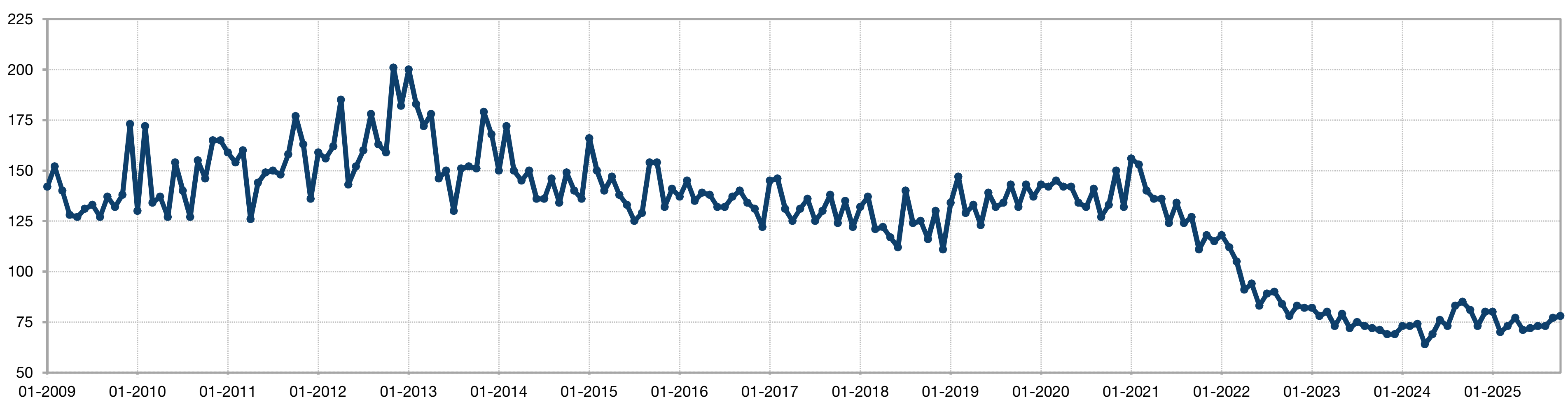


Year to Date



Affordability Index		Prior Year	Percent Change
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%
October 2025	**78**	**81**	**-3.7%**
12-Month Avg	75	74	+0.9%

Historical Housing Affordability Index by Month

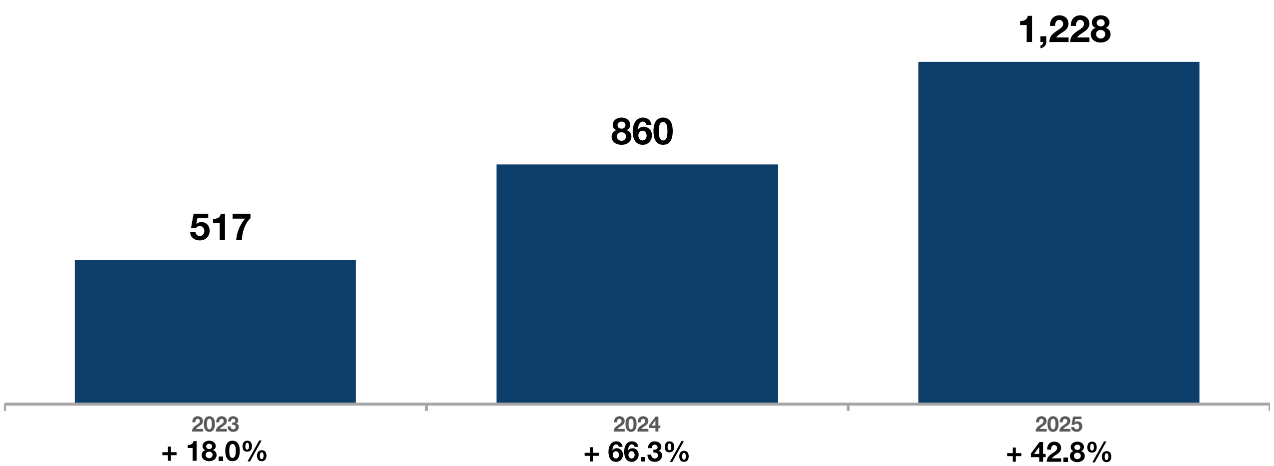


Inventory of Homes for Sale

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

BEAUFORT-JASPER COUNTY REALTORS®

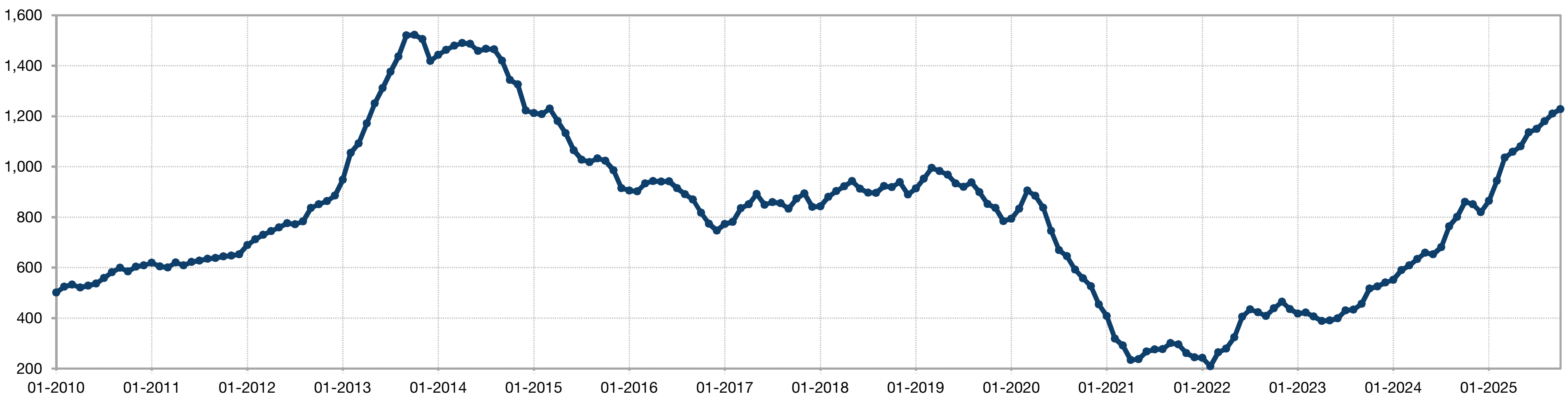
October



Homes for Sale		Prior Year	Percent Change
November 2024	851	525	+62.1%
December 2024	820	541	+51.6%
January 2025	864	551	+56.8%
February 2025	944	590	+60.0%
March 2025	1,036	609	+70.1%
April 2025	1,059	634	+67.0%
May 2025	1,080	659	+63.9%
June 2025	1,136	652	+74.2%
July 2025	1,149	681	+68.7%
August 2025	1,180	763	+54.7%
September 2025	1,210	801	+51.1%
October 2025	**1,228**	**860**	**+42.8%**
12-Month Avg*	1,046	656	+59.5%

* Homes for Sale for all properties from November 2024 through October 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.

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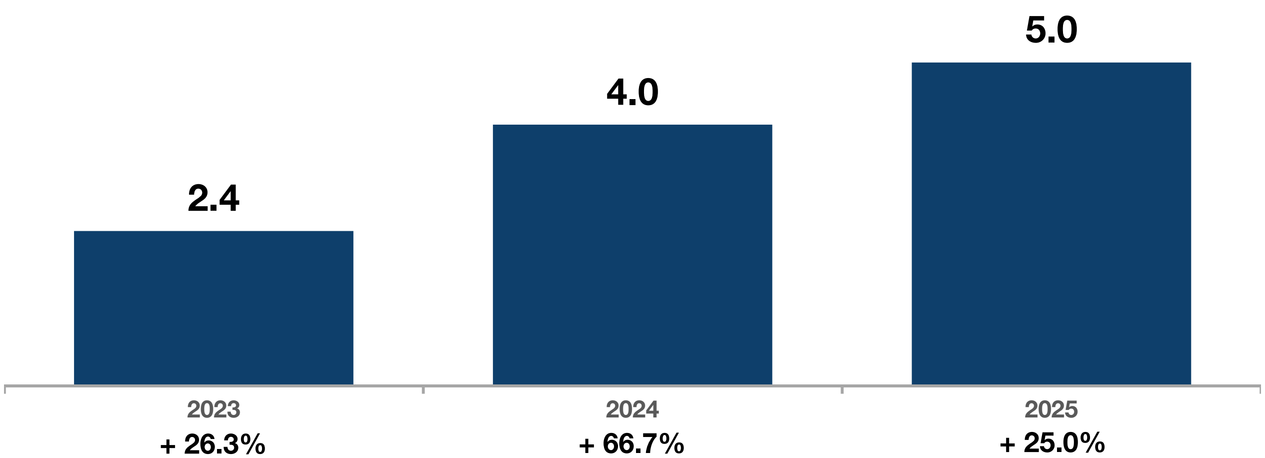
October



Months Supply		Prior Year	Percent Change
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	4.7	2.8	+67.9%
April 2025	4.8	2.9	+65.5%
May 2025	4.8	3.0	+60.0%
June 2025	5.0	3.0	+66.7%
July 2025	4.9	3.1	+58.1%
August 2025	5.0	3.6	+38.9%
September 2025	5.0	3.8	+31.6%
October 2025	**5.0**	**4.0**	**+25.0%**
12-Month Avg*	4.6	3.0	+53.3%

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

Historical Months Supply of Inventory by Month