

Monthly Indicators



March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings were up 13.1 percent to 2,461. Pending Sales increased 8.7 percent to 1,927. Inventory grew 25.2 percent to 4,527 units.

Prices moved higher as Median Sales Price was up 4.6 percent to \$429,000. Days on Market increased 40.5 percent to 52 days. Months Supply of Inventory was up 24.0 percent to 3.1 months, indicating that supply increased relative to demand.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Quick Facts

- 1.2%	+ 4.6%	+ 24.0%
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 Charleston Trident Association of REALTORS®. Percent changes are calculated using rounded figures.

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12



Market Overview

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



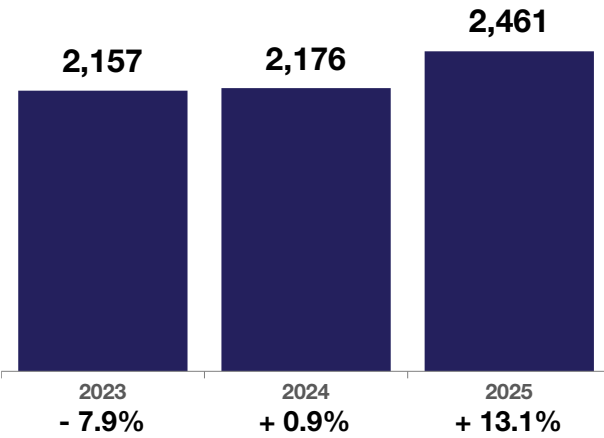
Key Metrics	Historical Sparkbars	03-2024	03-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		2,176	2,461	+ 13.1%	6,088	6,563	+ 7.8%
Pending Sales		1,773	1,927	+ 8.7%	4,717	4,791	+ 1.6%
Closed Sales		1,537	1,518	- 1.2%	3,887	3,825	- 1.6%
Days on Market		37	52	+ 40.5%	40	54	+ 35.0%
Median Sales Price		\$410,000	\$429,000	+ 4.6%	\$409,975	\$422,950	+ 3.2%
Average Sales Price		\$599,090	\$666,784	+ 11.3%	\$594,034	\$649,707	+ 9.4%
Pct. of Orig. Price Received		96.9%	96.7%	- 0.2%	96.7%	96.4%	- 0.3%
Housing Affordability Index		76	73	- 3.9%	76	74	- 2.6%
Inventory of Homes for Sale		3,616	4,527	+ 25.2%	--	--	--
Months Supply of Inventory		2.5	3.1	+ 24.0%	--	--	--

New Listings

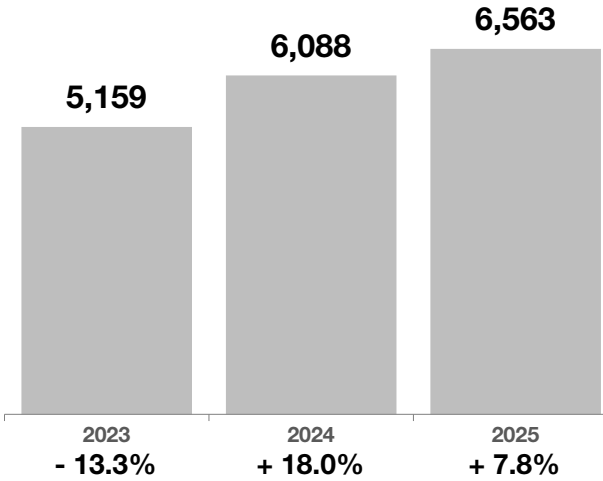
A count of the properties that have been newly listed on the market in a given month.



March

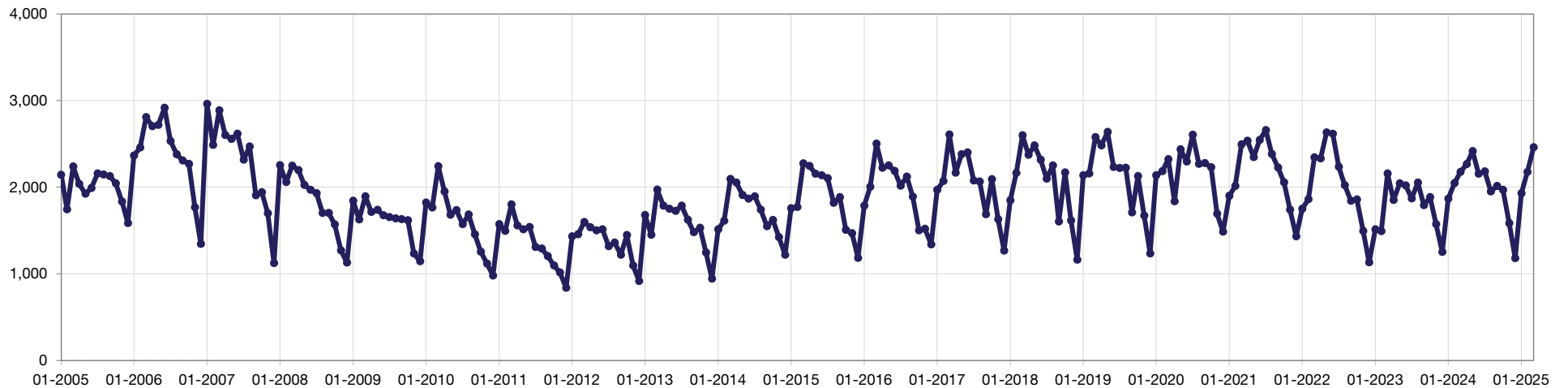


Year to Date



	New Listings	Prior Year	Percent Change
April 2024	2,266	1,850	+22.5%
May 2024	2,415	2,044	+18.2%
June 2024	2,153	2,019	+6.6%
July 2024	2,181	1,869	+16.7%
August 2024	1,949	2,052	-5.0%
September 2024	2,014	1,792	+12.4%
October 2024	1,967	1,884	+4.4%
November 2024	1,583	1,572	+0.7%
December 2024	1,179	1,251	-5.8%
January 2025	1,928	1,865	+3.4%
February 2025	2,174	2,047	+6.2%
March 2025	2,461	2,176	+13.1%
12-Month Avg	2,023	1,868	+8.2%

Historical New Listings by Month

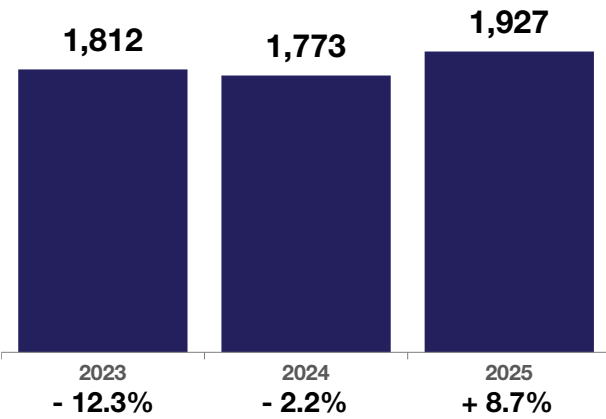


Pending Sales

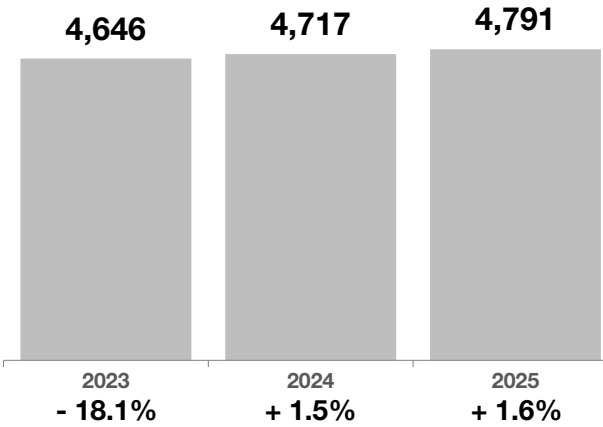
A count of the properties on which offers have been accepted in a given month.



March

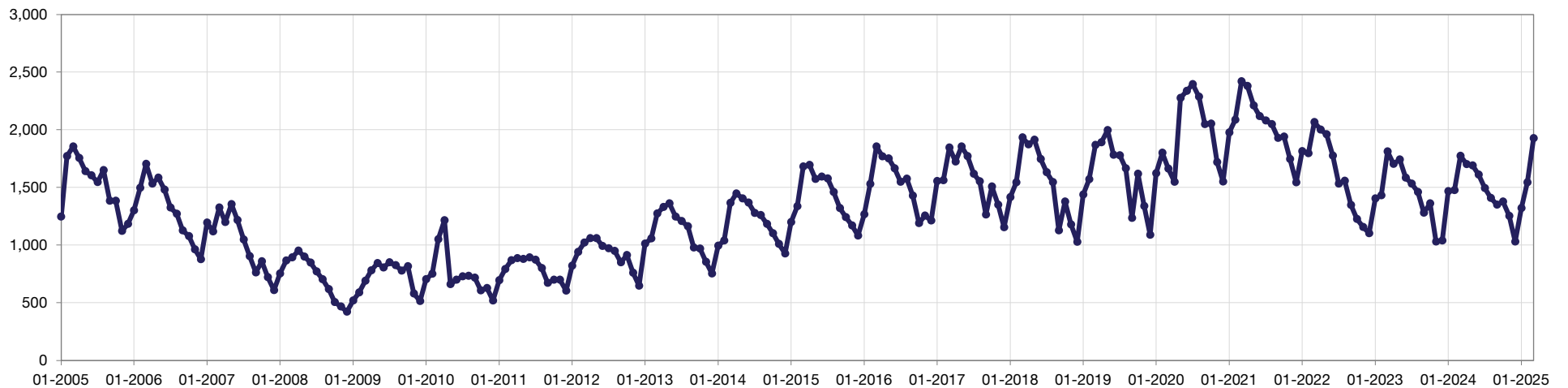


Year to Date



	Pending Sales	Prior Year	Percent Change
April 2024	1,700	1,704	-0.2%
May 2024	1,690	1,741	-2.9%
June 2024	1,611	1,583	+1.8%
July 2024	1,495	1,533	-2.5%
August 2024	1,409	1,460	-3.5%
September 2024	1,350	1,280	+5.5%
October 2024	1,376	1,360	+1.2%
November 2024	1,252	1,029	+21.7%
December 2024	1,031	1,040	-0.9%
January 2025	1,321	1,468	-10.0%
February 2025	1,543	1,476	+4.5%
March 2025	1,927	1,773	+8.7%
12-Month Avg	1,475	1,454	+1.5%

Historical Pending Sales by Month

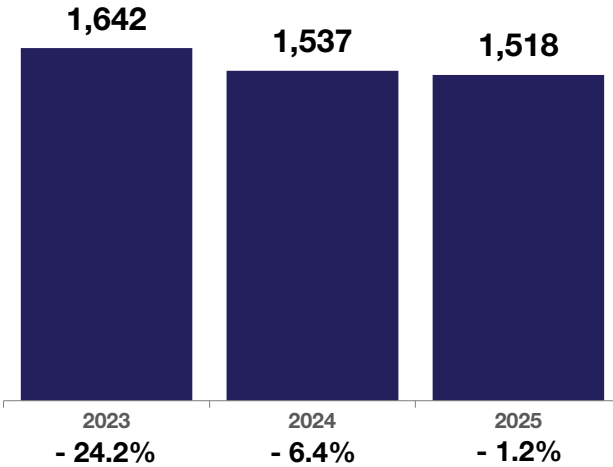


Closed Sales

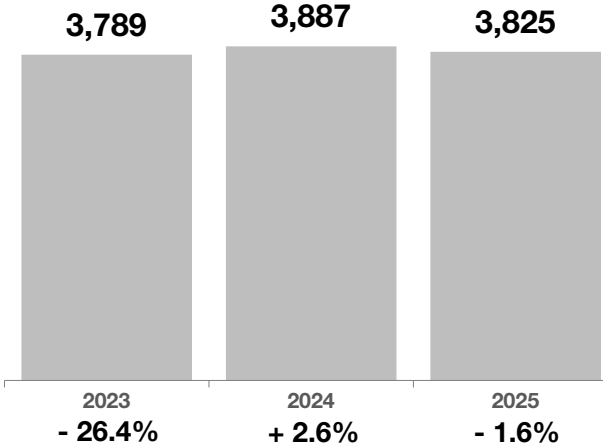
A count of the actual sales that closed in a given month.



March

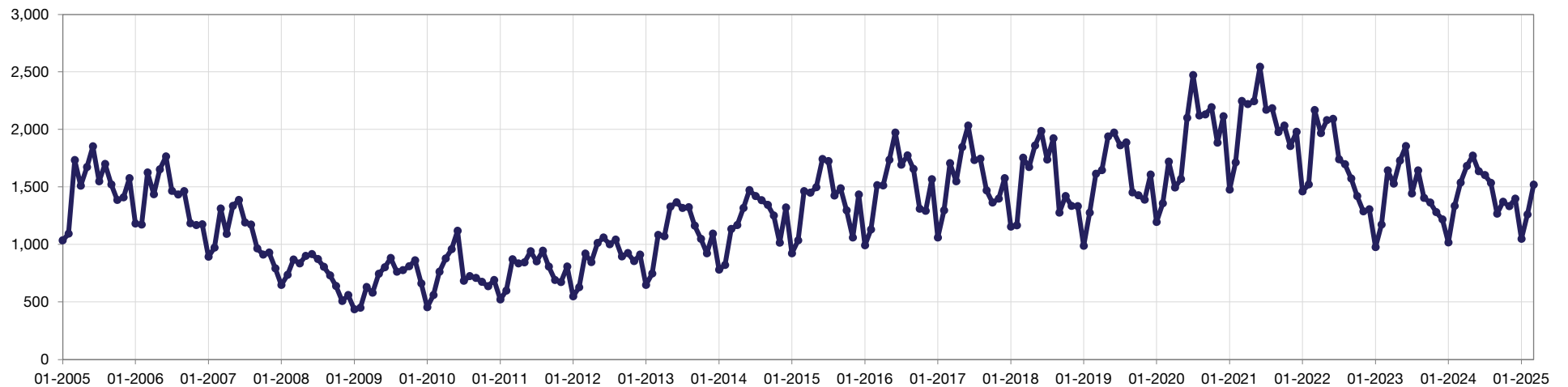


Year to Date



	Closed Sales	Prior Year	Percent Change
April 2024	1,680	1,528	+9.9%
May 2024	1,770	1,727	+2.5%
June 2024	1,636	1,855	-11.8%
July 2024	1,601	1,442	+11.0%
August 2024	1,534	1,643	-6.6%
September 2024	1,266	1,404	-9.8%
October 2024	1,369	1,364	+0.4%
November 2024	1,331	1,281	+3.9%
December 2024	1,398	1,216	+15.0%
January 2025	1,047	1,016	+3.1%
February 2025	1,260	1,334	-5.5%
March 2025	1,518	1,537	-1.2%
12-Month Avg	1,451	1,446	+0.4%

Historical Closed Sales by Month

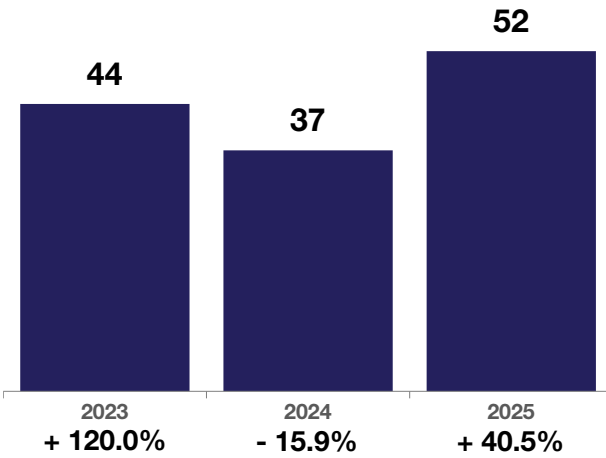


Days on Market Until Sale

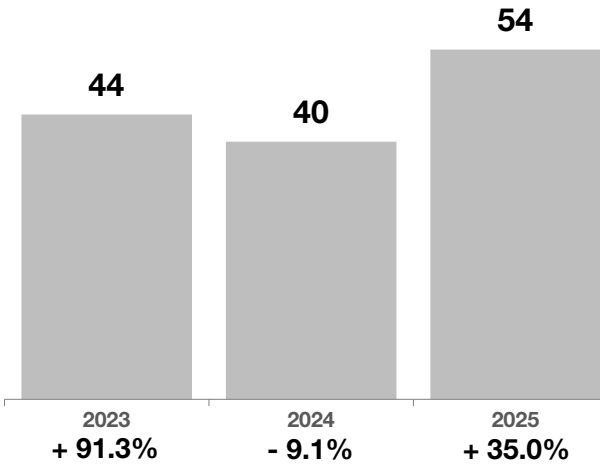
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



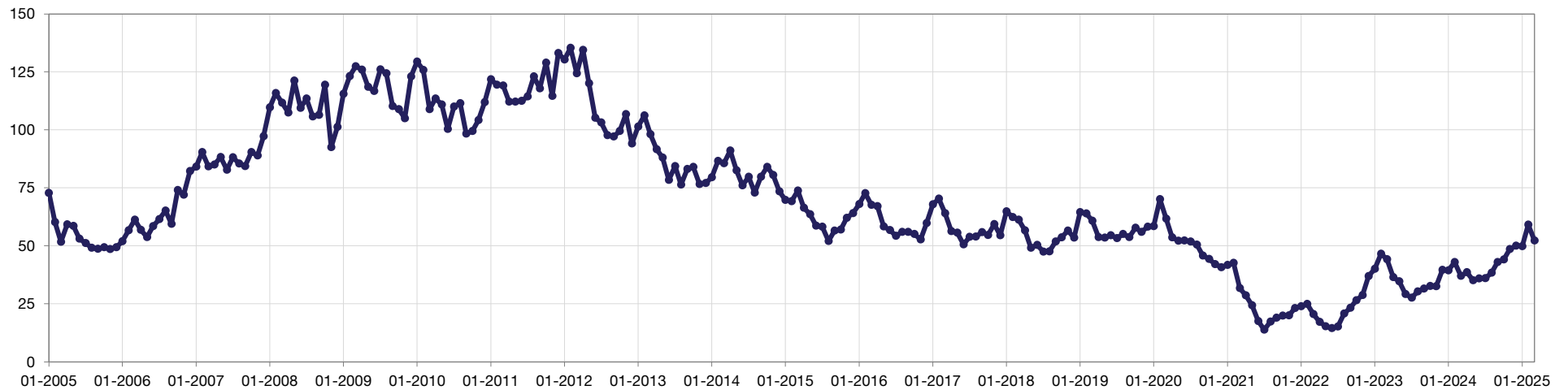
Year to Date



Days on Market	Prior Year	Percent Change
April 2024	39	+8.3%
May 2024	35	0.0%
June 2024	29	+24.1%
July 2024	28	+28.6%
August 2024	30	+26.7%
September 2024	32	+34.4%
October 2024	33	+33.3%
November 2024	32	+53.1%
December 2024	40	+25.0%
January 2025	39	+28.2%
February 2025	43	+37.2%
March 2025	37	+40.5%
12-Month Avg*	44	+29.4%

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

Historical Days on Market Until Sale by Month

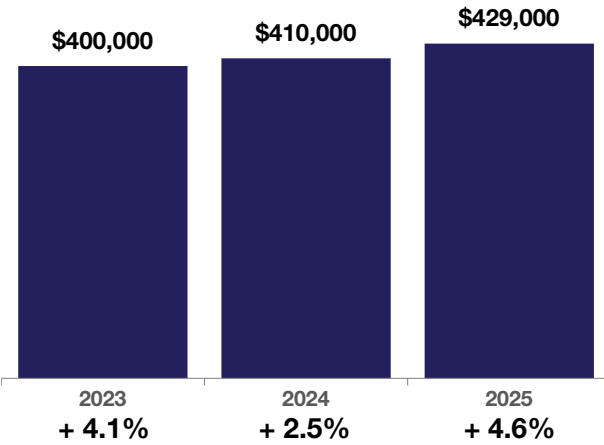


Median Sales Price

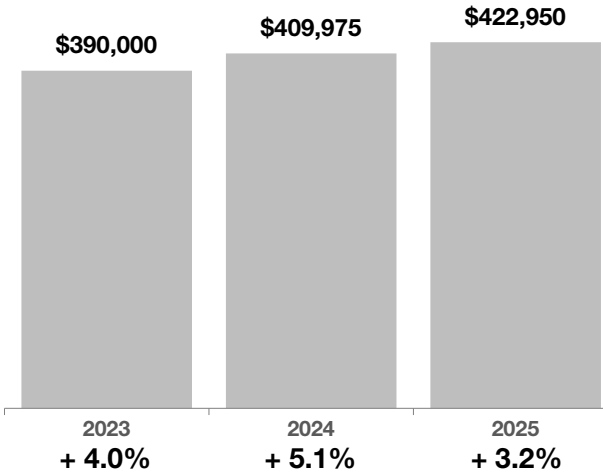
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



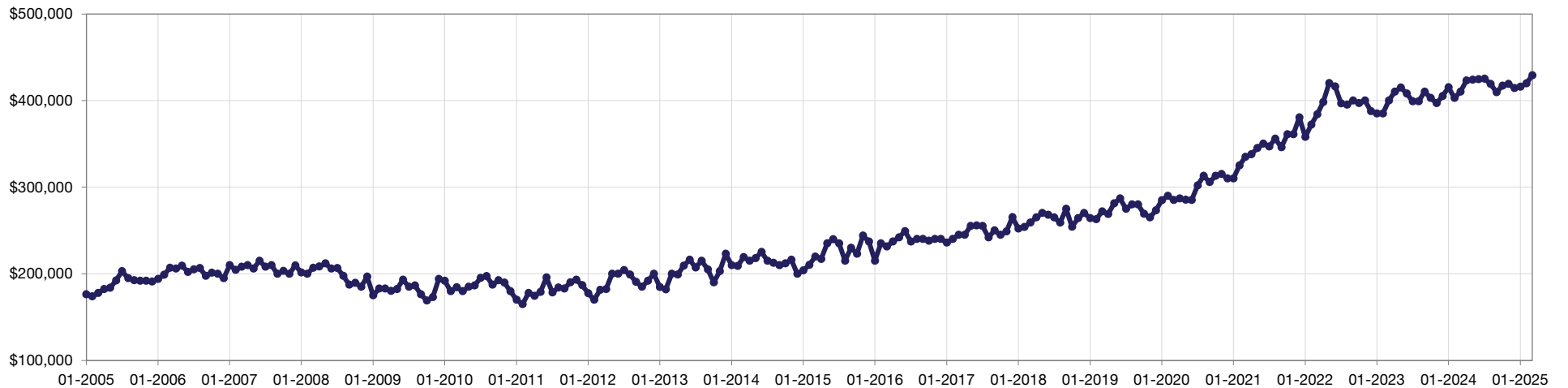
Year to Date



	Median Sales Price	Prior Year	Percent Change
April 2024	\$423,068	\$410,000	+3.2%
May 2024	\$424,000	\$415,000	+2.2%
June 2024	\$424,400	\$408,000	+4.0%
July 2024	\$425,000	\$399,000	+6.5%
August 2024	\$419,000	\$398,900	+5.0%
September 2024	\$409,635	\$410,000	-0.1%
October 2024	\$417,133	\$402,900	+3.5%
November 2024	\$419,147	\$397,000	+5.6%
December 2024	\$414,413	\$405,000	+2.3%
January 2025	\$415,917	\$415,155	+0.2%
February 2025	\$419,667	\$403,046	+4.1%
March 2025	\$429,000	\$410,000	+4.6%
12-Month Med*	\$420,000	\$405,000	+3.7%

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

Historical Median Sales Price by Month



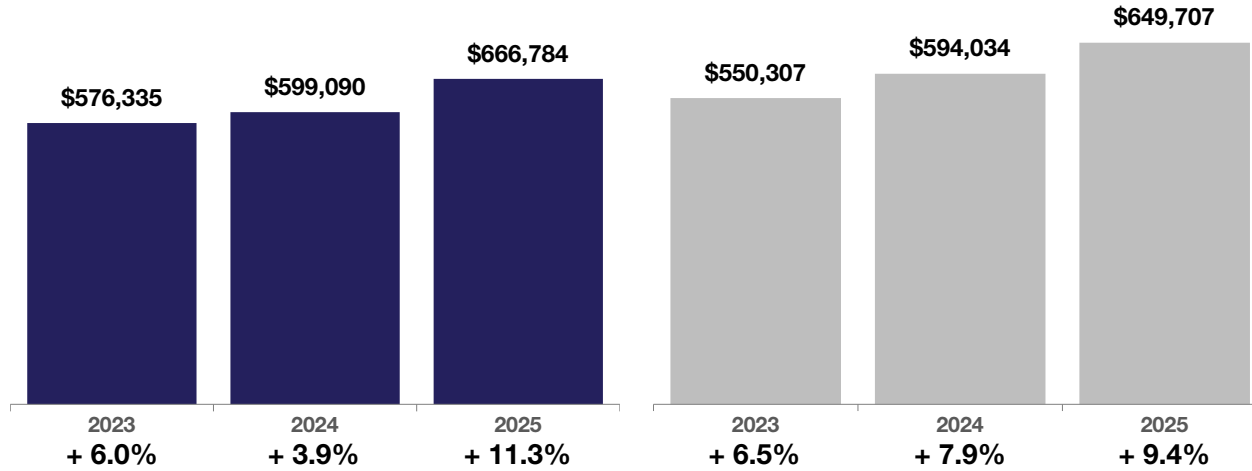
Average Sales Price

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



March

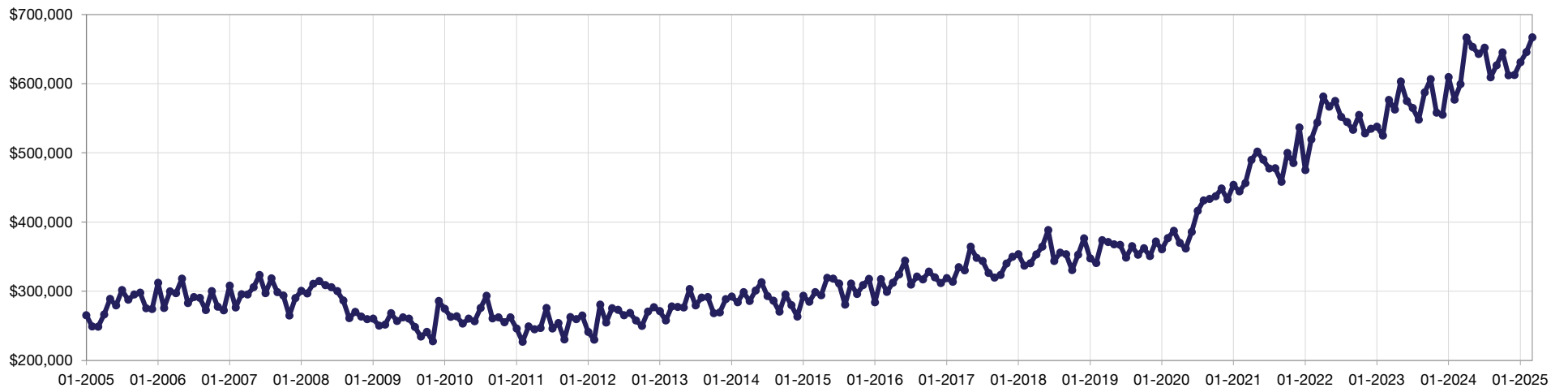
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
April 2024	\$666,122	\$562,141	+18.5%
May 2024	\$652,926	\$602,867	+8.3%
June 2024	\$642,806	\$574,863	+11.8%
July 2024	\$651,672	\$564,443	+15.5%
August 2024	\$608,844	\$547,652	+11.2%
September 2024	\$626,014	\$587,206	+6.6%
October 2024	\$645,064	\$606,181	+6.4%
November 2024	\$611,690	\$557,759	+9.7%
December 2024	\$612,127	\$554,639	+10.4%
January 2025	\$630,530	\$609,200	+3.5%
February 2025	\$645,083	\$576,662	+11.9%
March 2025	\$666,784	\$599,090	+11.3%
12-Month Avg*	\$638,305	\$578,558	+10.3%

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

Historical Average Sales Price by Month

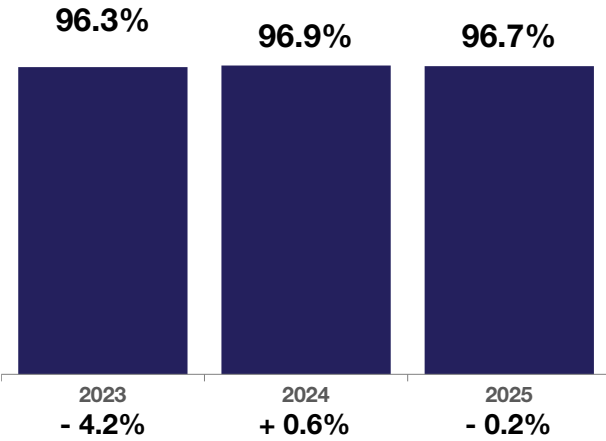


Percent of Original List Price Received

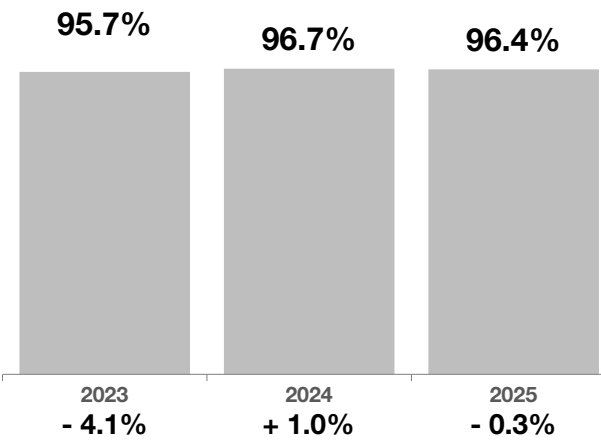
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



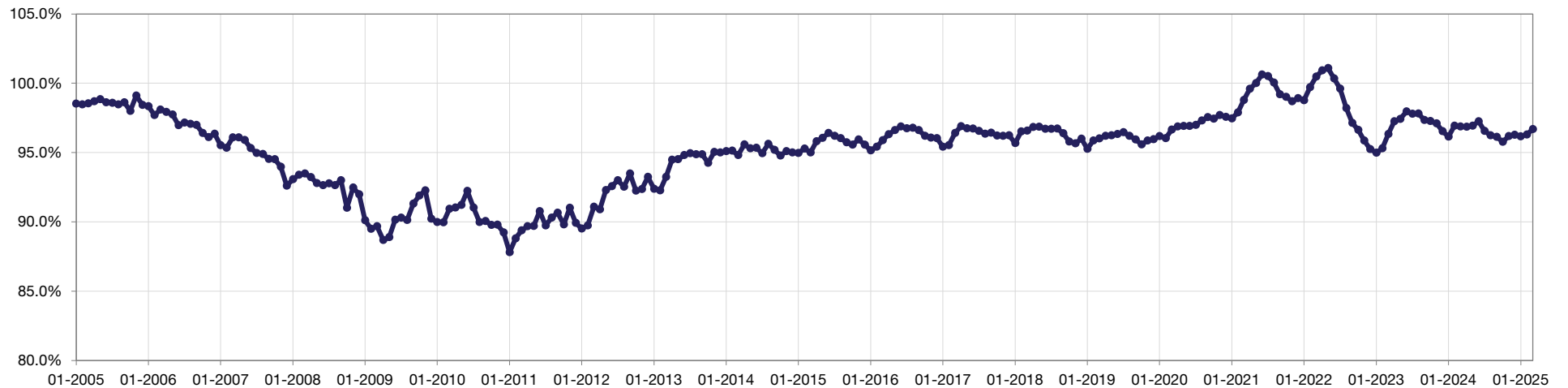
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
April 2024	96.9%	97.2%	-0.3%
May 2024	96.9%	97.4%	-0.5%
June 2024	97.2%	97.9%	-0.7%
July 2024	96.6%	97.8%	-1.2%
August 2024	96.2%	97.8%	-1.6%
September 2024	96.1%	97.3%	-1.2%
October 2024	95.8%	97.3%	-1.5%
November 2024	96.2%	97.1%	-0.9%
December 2024	96.3%	96.5%	-0.2%
January 2025	96.1%	96.1%	0.0%
February 2025	96.3%	96.9%	-0.6%
March 2025	96.7%	96.9%	-0.2%
12-Month Avg*	96.5%	97.3%	-0.8%

* Average Pct. of Orig. Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month

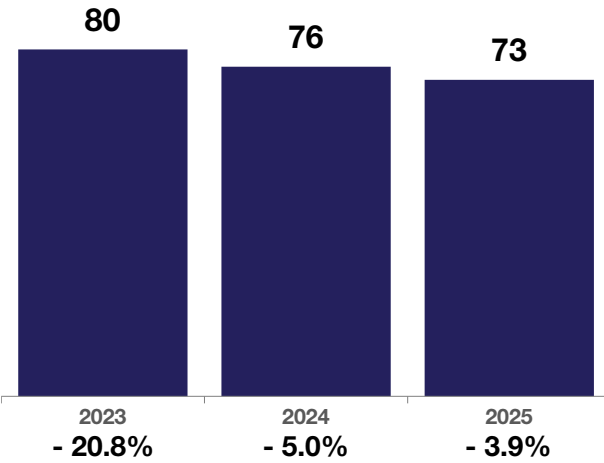


Housing Affordability Index

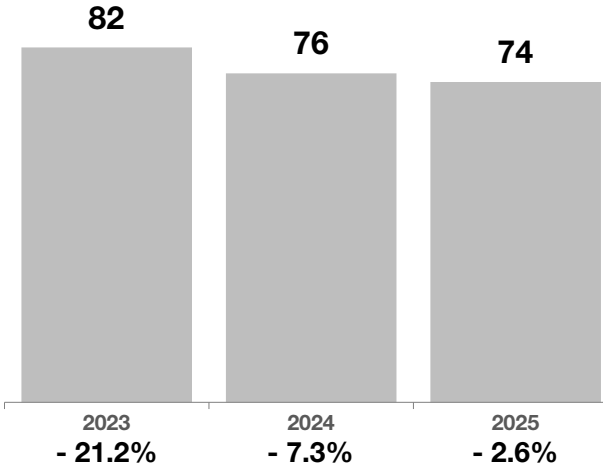
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



March

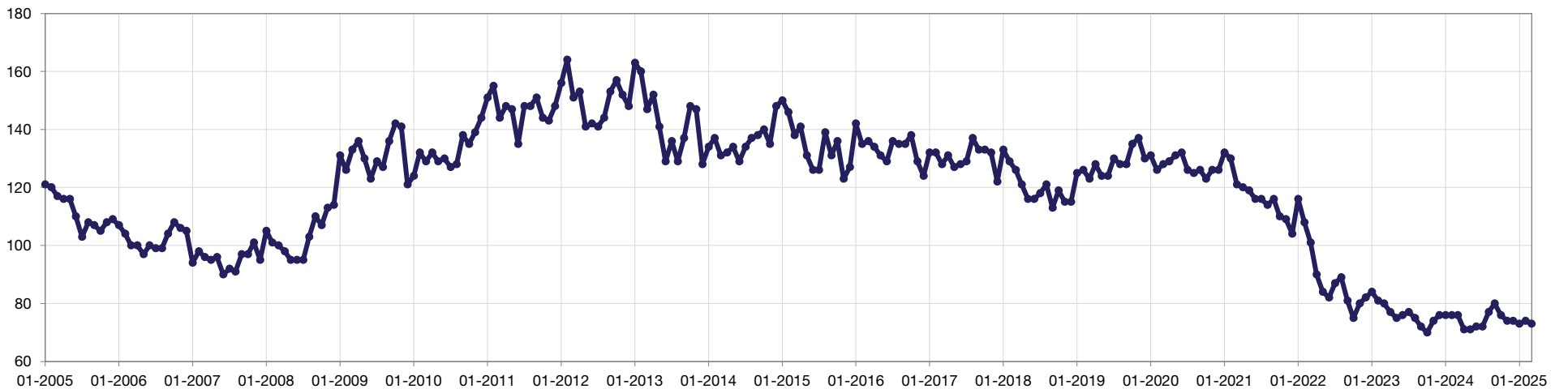


Year to Date



	Affordability Index	Prior Year	Percent Change
April 2024	71	77	-7.8%
May 2024	71	75	-5.3%
June 2024	72	76	-5.3%
July 2024	72	77	-6.5%
August 2024	77	75	+2.7%
September 2024	80	72	+11.1%
October 2024	76	70	+8.6%
November 2024	74	74	0.0%
December 2024	74	76	-2.6%
January 2025	73	76	-3.9%
February 2025	74	76	-2.6%
March 2025	73	76	-3.9%
12-Month Avg	74	75	-1.4%

Historical Housing Affordability Index by Month

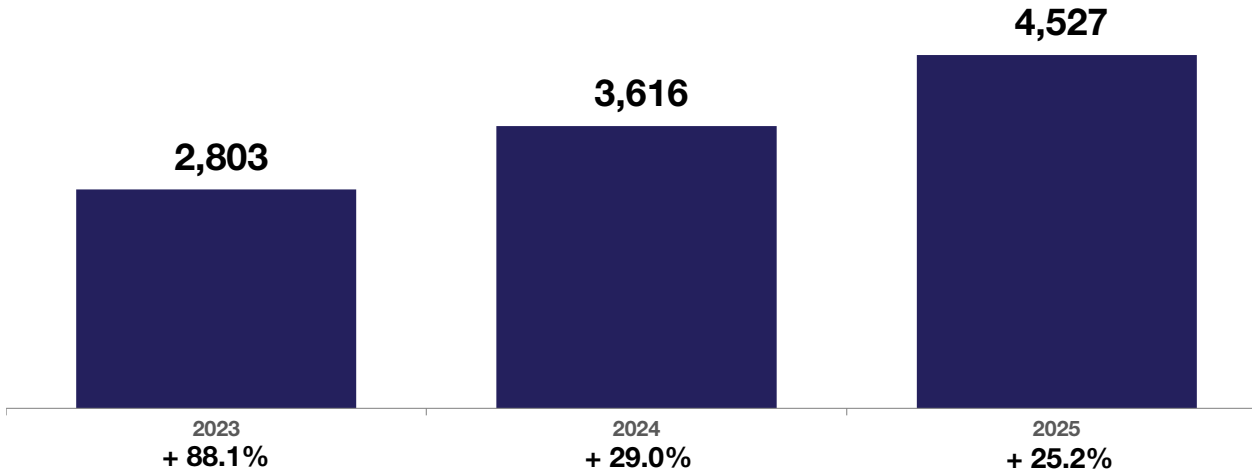


Inventory of Homes for Sale

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



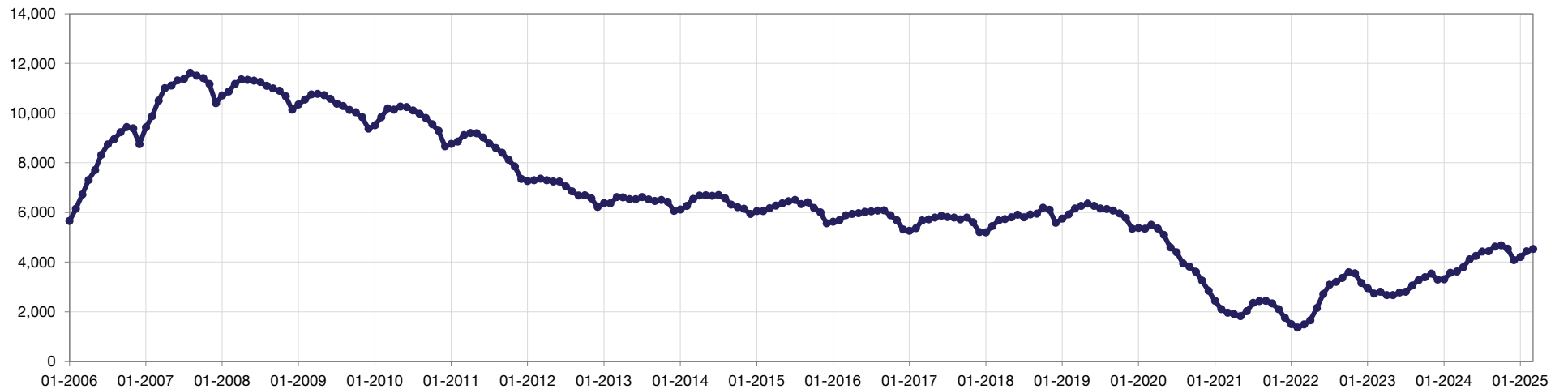
March



	Homes for Sale	Prior Year	Percent Change
April 2024	3,781	2,664	+41.9%
May 2024	4,112	2,668	+54.1%
June 2024	4,241	2,776	+52.8%
July 2024	4,419	2,800	+57.8%
August 2024	4,434	3,051	+45.3%
September 2024	4,616	3,258	+41.7%
October 2024	4,666	3,386	+37.8%
November 2024	4,539	3,536	+28.4%
December 2024	4,074	3,295	+23.6%
January 2025	4,200	3,300	+27.3%
February 2025	4,433	3,566	+24.3%
March 2025	4,527	3,616	+25.2%
12-Month Avg*	4,337	3,160	+37.2%

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

Historical Inventory of Homes for Sale by Month

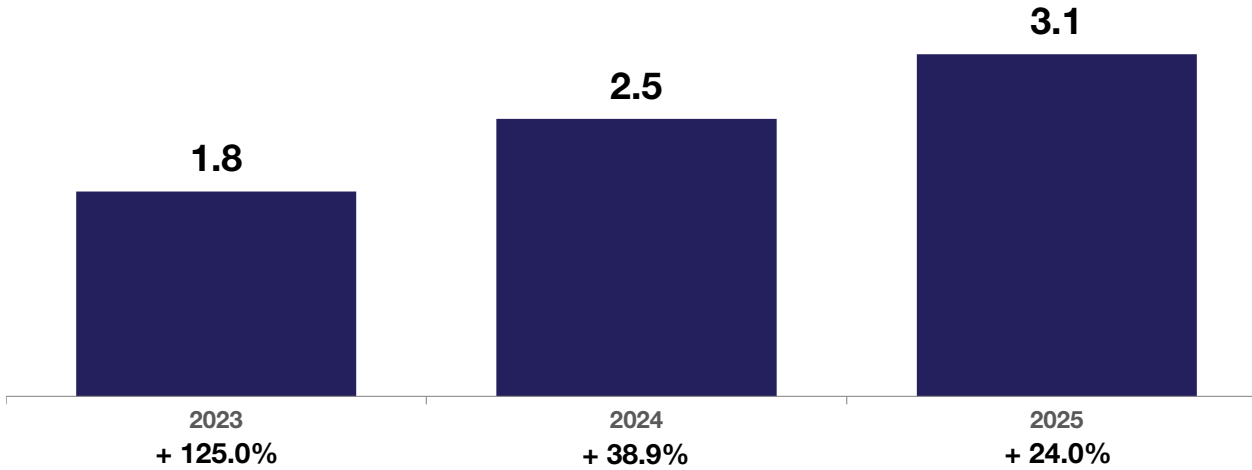


Months Supply of Inventory

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.



March



Months Supply	Prior Year	Percent Change
April 2024	1.8	+44.4%
May 2024	1.8	+55.6%
June 2024	1.9	+52.6%
July 2024	1.9	+63.2%
August 2024	2.1	+47.6%
September 2024	2.2	+45.5%
October 2024	2.3	+39.1%
November 2024	2.4	+29.2%
December 2024	2.3	+21.7%
January 2025	2.3	+26.1%
February 2025	2.4	+25.0%
March 2025	2.5	+24.0%
12-Month Avg*	3.0	+36.4%

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

Historical Months Supply of Inventory by Month

