

Monthly Indicators



April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings were up 15.7 percent to 2,621. Pending Sales increased 12.3 percent to 1,907. Inventory grew 28.6 percent to 4,868 units.

Prices moved higher as Median Sales Price was up 4.0 percent to \$440,000. Days on Market increased 23.1 percent to 48 days. Months Supply of Inventory was up 26.9 percent to 3.3 months, indicating that supply increased relative to demand.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

Quick Facts

| | | |
|------------------------------------|--|-------------------------------------|
| - 7.4% | + 4.0% | + 26.9% |
| 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 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

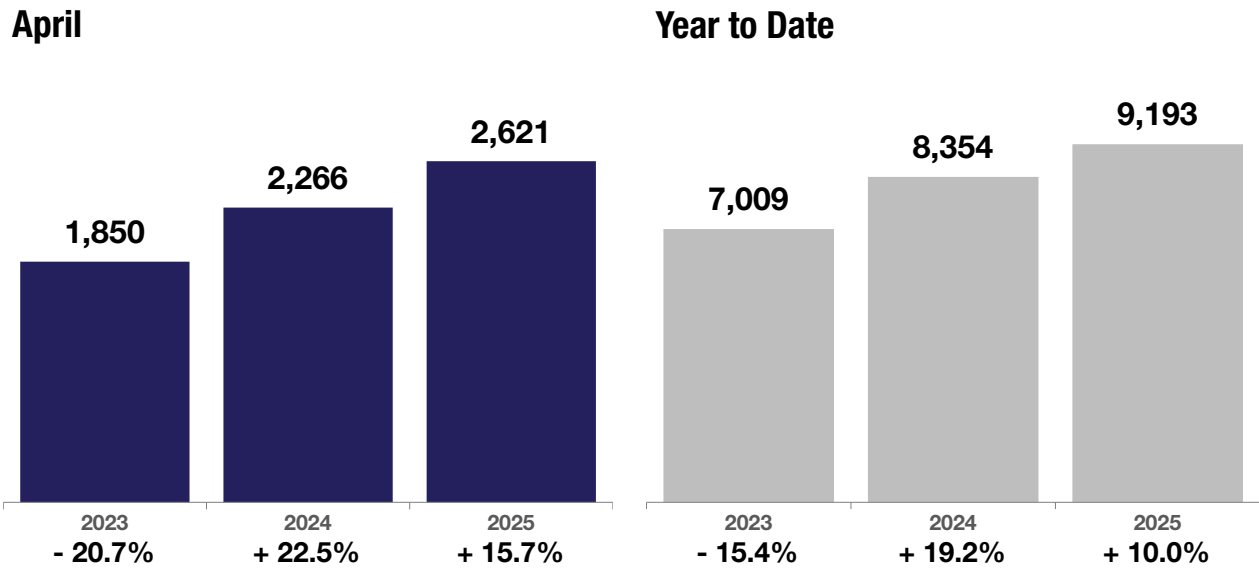
Key market metrics for the current month and year-to-date figures.



| Key Metrics | Historical Sparkbars | 04-2024 | 04-2025 | Percent Change | YTD 2024 | YTD 2025 | Percent Change |
|------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | | 2,266 | 2,621 | + 15.7% | 8,354 | 9,193 | + 10.0% |
| Pending Sales | | 1,698 | 1,907 | + 12.3% | 6,415 | 6,568 | + 2.4% |
| Closed Sales | | 1,680 | 1,556 | - 7.4% | 5,567 | 5,397 | - 3.1% |
| Days on Market | | 39 | 48 | + 23.1% | 39 | 52 | + 33.3% |
| Median Sales Price | | \$423,068 | \$440,000 | + 4.0% | \$413,978 | \$425,000 | + 2.7% |
| Average Sales Price | | \$666,122 | \$666,845 | + 0.1% | \$615,793 | \$654,795 | + 6.3% |
| Pct. of Orig. Price Received | | 96.9% | 96.8% | - 0.1% | 96.7% | 96.5% | - 0.2% |
| Housing Affordability Index | | 71 | 70 | - 1.4% | 73 | 72 | - 1.4% |
| Inventory of Homes for Sale | | 3,785 | 4,868 | + 28.6% | -- | -- | -- |
| Months Supply of Inventory | | 2.6 | 3.3 | + 26.9% | -- | -- | -- |

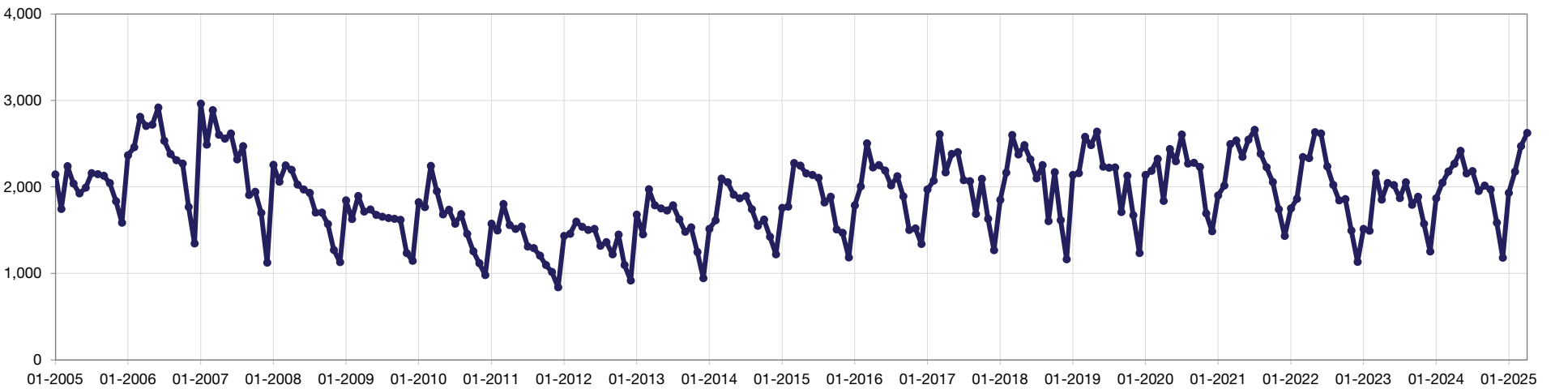
New Listings

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



| New Listings | | Prior Year | Percent Change |
|----------------|-------|------------|----------------|
| May 2024 | 2,414 | 2,044 | +18.1% |
| 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 | 2,175 | 2,047 | +6.3% |
| March 2025 | 2,469 | 2,176 | +13.5% |
| April 2025 | 2,621 | 2,266 | +15.7% |
| 12-Month Avg | 2,053 | 1,903 | +7.9% |

Historical New Listings by Month

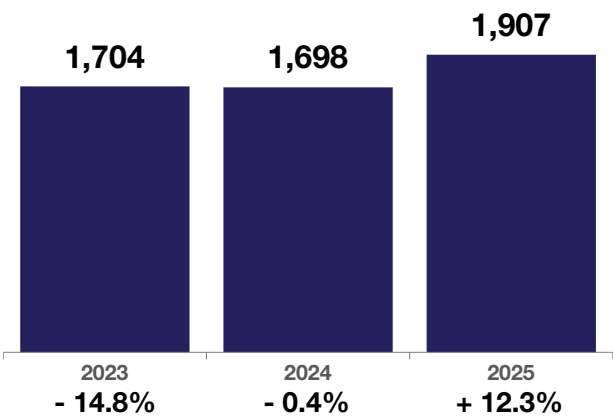


Pending Sales

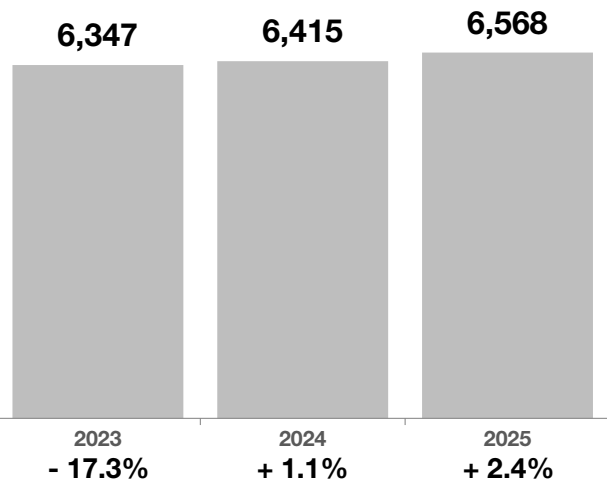
A count of the properties on which offers have been accepted in a given month.



April

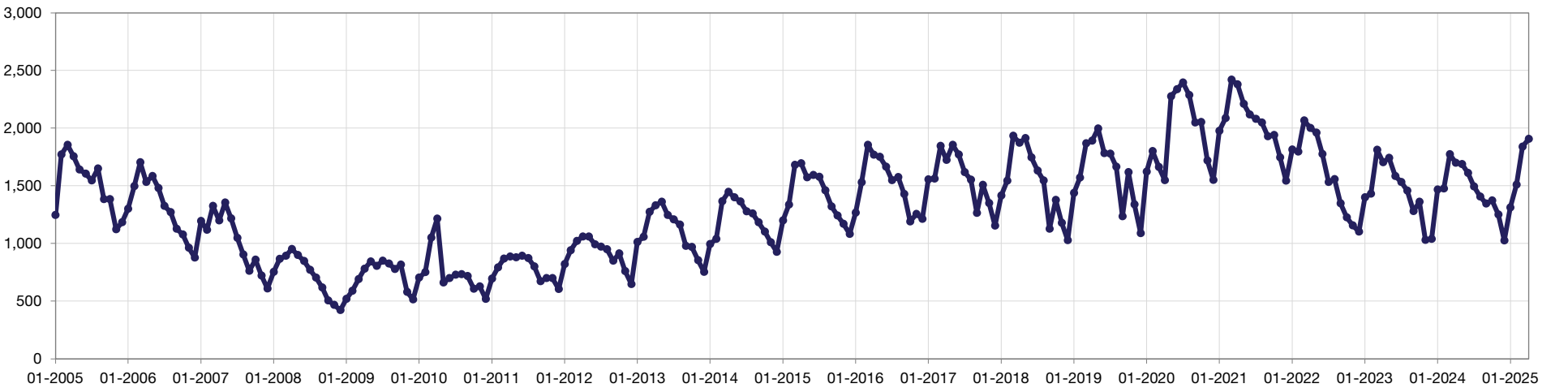


Year to Date



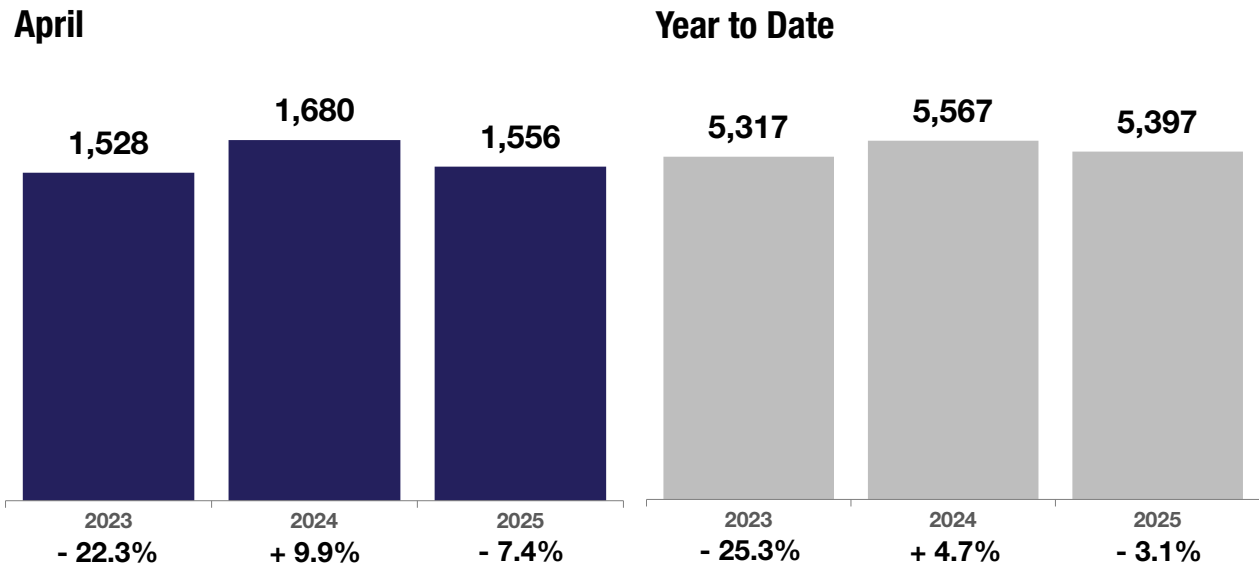
| Pending Sales | | Prior Year | Percent Change |
|----------------|-------|------------|----------------|
| May 2024 | 1,688 | 1,741 | -3.0% |
| June 2024 | 1,610 | 1,583 | +1.7% |
| July 2024 | 1,495 | 1,533 | -2.5% |
| August 2024 | 1,407 | 1,459 | -3.6% |
| September 2024 | 1,346 | 1,280 | +5.2% |
| October 2024 | 1,373 | 1,360 | +1.0% |
| November 2024 | 1,250 | 1,029 | +21.5% |
| December 2024 | 1,026 | 1,040 | -1.3% |
| January 2025 | 1,312 | 1,468 | -10.6% |
| February 2025 | 1,510 | 1,476 | +2.3% |
| March 2025 | 1,839 | 1,773 | +3.7% |
| April 2025 | 1,907 | 1,698 | +12.3% |
| 12-Month Avg | 1,480 | 1,453 | +1.9% |

Historical Pending Sales by Month



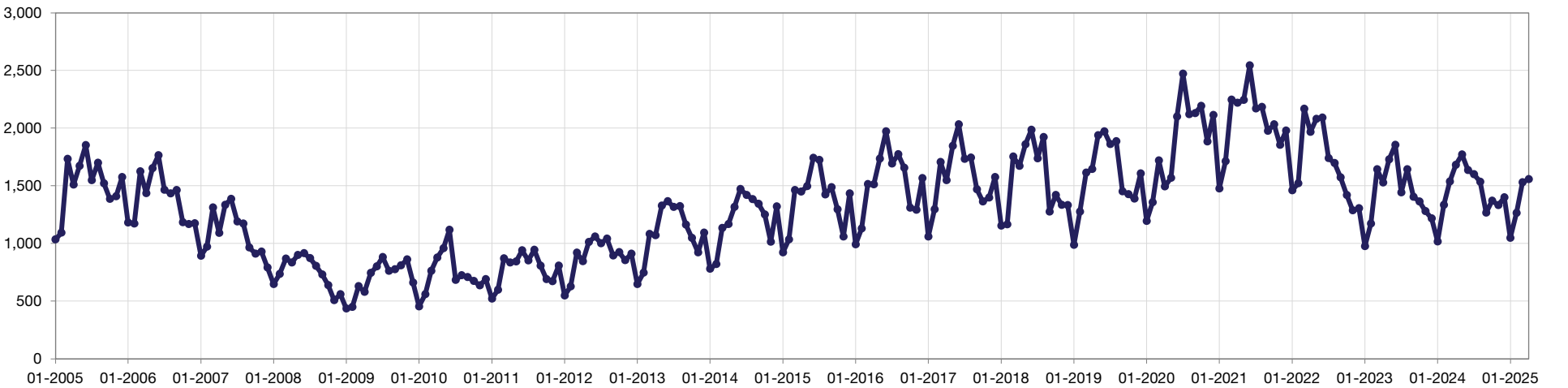
Closed Sales

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



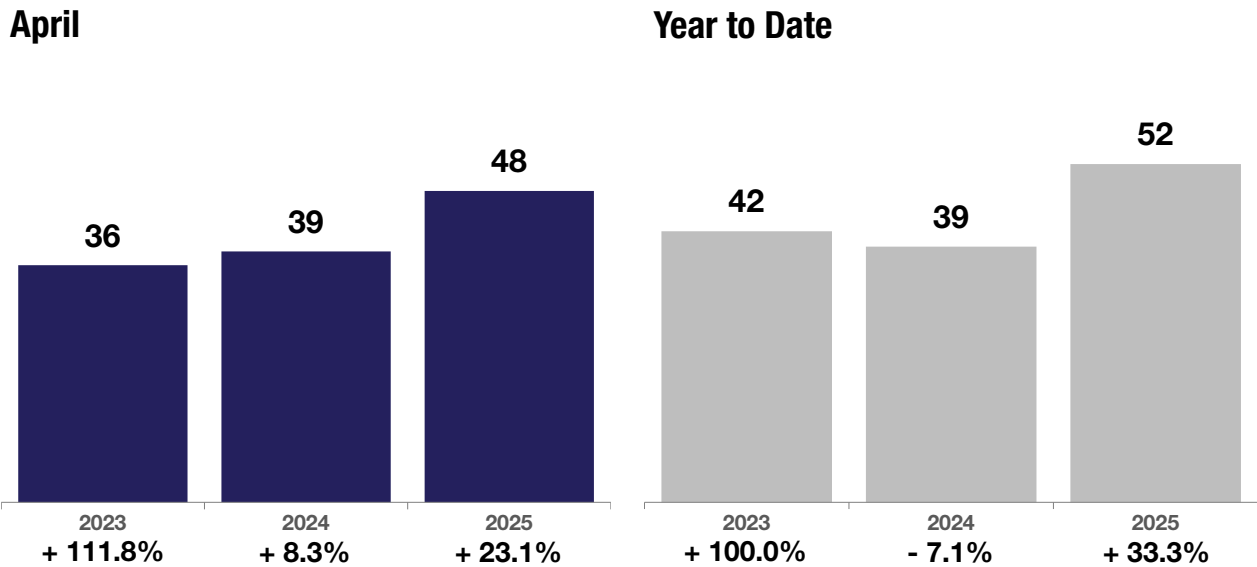
| Closed Sales | | Prior Year | Percent Change |
|----------------|-------|------------|----------------|
| May 2024 | 1,770 | 1,727 | +2.5% |
| June 2024 | 1,636 | 1,855 | -11.8% |
| July 2024 | 1,600 | 1,442 | +11.0% |
| August 2024 | 1,534 | 1,643 | -6.6% |
| September 2024 | 1,266 | 1,404 | -9.8% |
| October 2024 | 1,369 | 1,364 | +0.4% |
| November 2024 | 1,331 | 1,281 | +3.9% |
| December 2024 | 1,399 | 1,216 | +15.0% |
| January 2025 | 1,048 | 1,016 | +3.1% |
| February 2025 | 1,264 | 1,334 | -5.2% |
| March 2025 | 1,529 | 1,537 | -0.5% |
| April 2025 | 1,556 | 1,680 | -7.4% |
| 12-Month Avg | 1,442 | 1,458 | -1.1% |

Historical Closed Sales by Month



Days on Market Until Sale

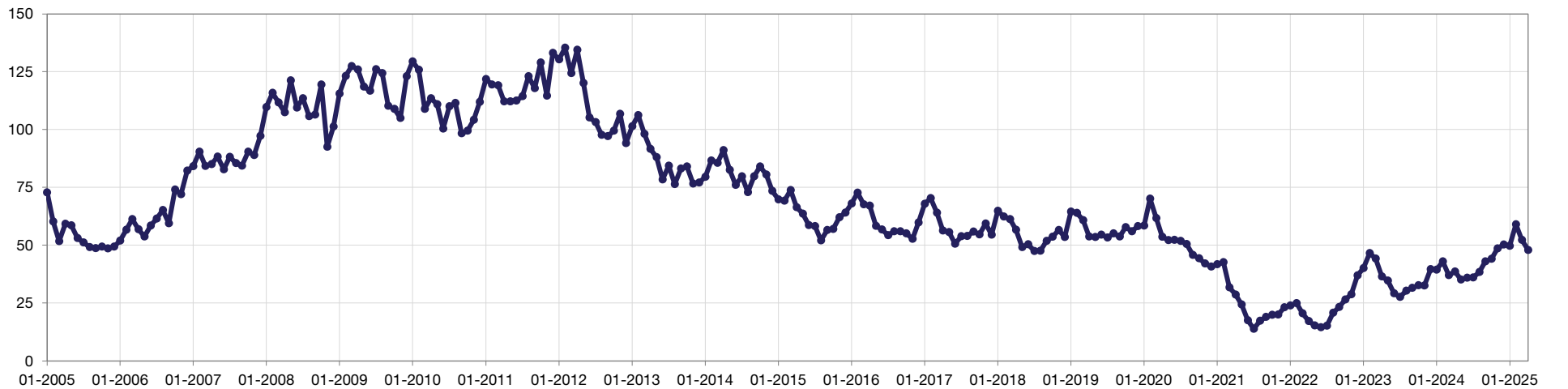
Average number of days between when a property is listed and when an offer is accepted in a given month.



| Days on Market | | Prior Year | Percent Change |
|----------------|----|------------|----------------|
| May 2024 | 35 | 35 | 0.0% |
| June 2024 | 36 | 29 | +24.1% |
| July 2024 | 36 | 28 | +28.6% |
| August 2024 | 38 | 30 | +26.7% |
| September 2024 | 43 | 32 | +34.4% |
| October 2024 | 44 | 33 | +33.3% |
| November 2024 | 49 | 32 | +53.1% |
| December 2024 | 50 | 40 | +25.0% |
| January 2025 | 50 | 39 | +28.2% |
| February 2025 | 59 | 43 | +37.2% |
| March 2025 | 52 | 37 | +40.5% |
| April 2025 | 48 | 39 | +23.1% |
| 12-Month Avg* | 44 | 34 | +29.4% |

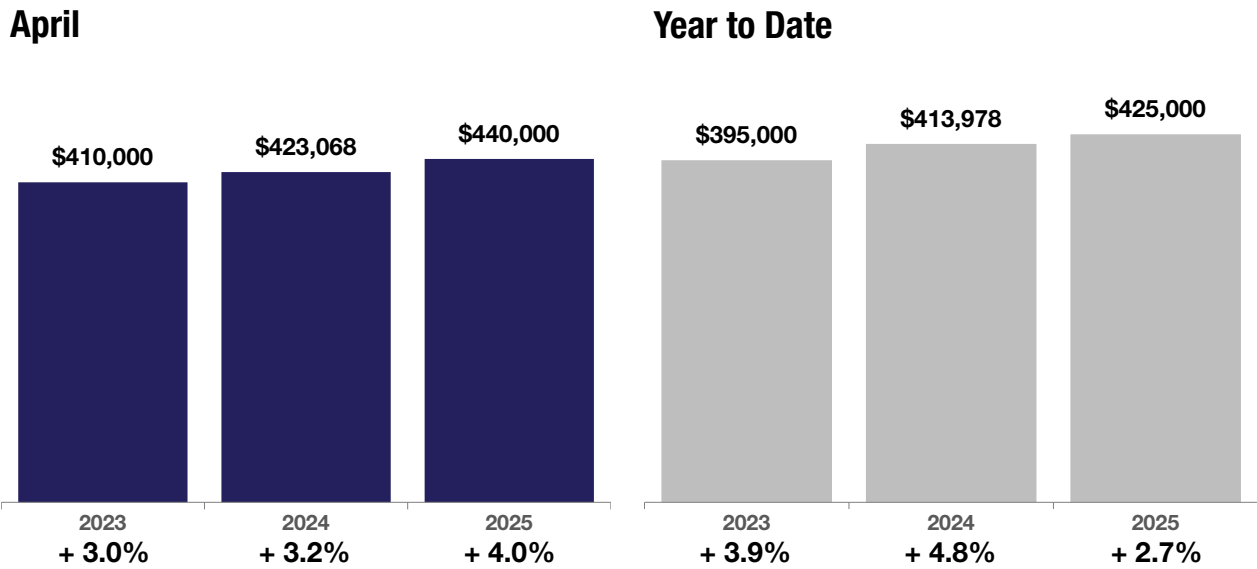
* Average Days on Market of all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



Median Sales Price

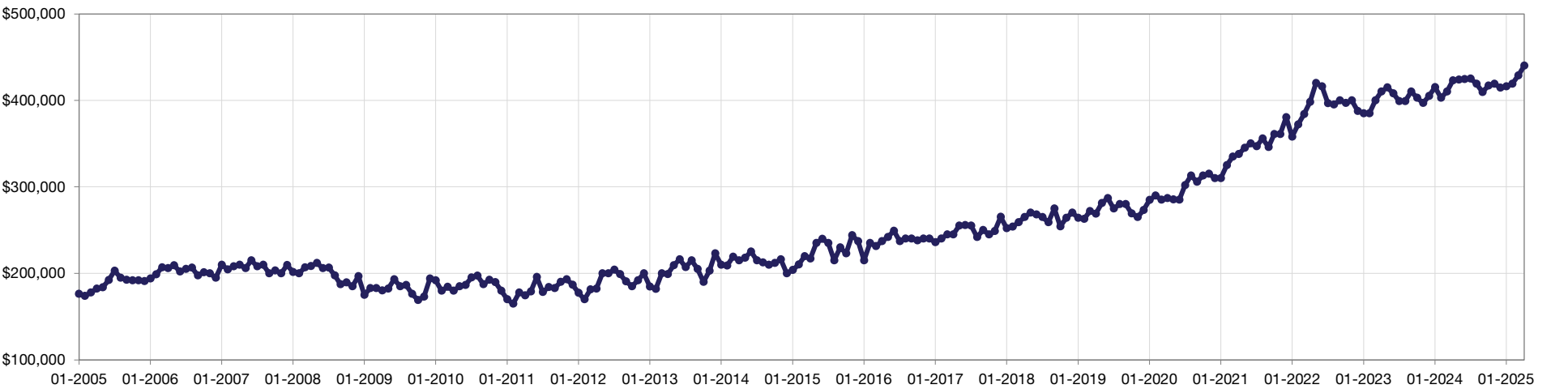
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



| | Median Sales Price | Prior Year | Percent Change |
|----------------|--------------------|------------|----------------|
| 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 | \$414,556 | \$405,000 | +2.4% |
| January 2025 | \$416,159 | \$415,155 | +0.2% |
| February 2025 | \$418,991 | \$403,046 | +4.0% |
| March 2025 | \$428,663 | \$410,000 | +4.6% |
| April 2025 | \$440,000 | \$423,068 | +4.0% |
| 12-Month Med* | \$420,000 | \$407,500 | +3.1% |

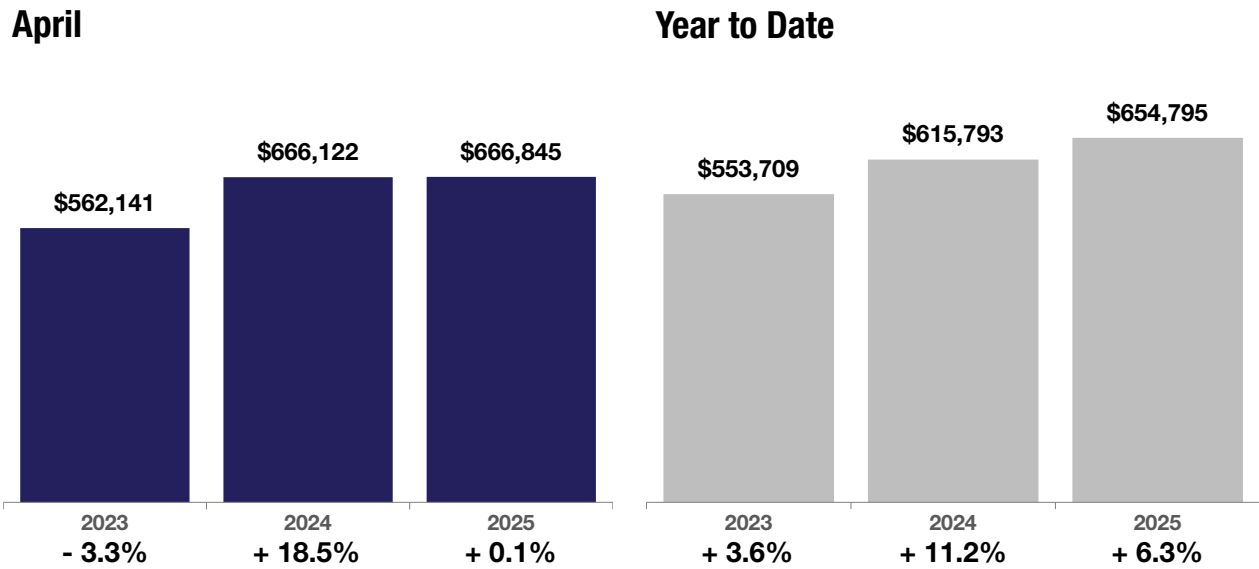
* Median Sales Price of all properties from May 2024 through April 2025. This is not the median of the individual figures above.

Historical Median Sales Price by Month



Average Sales Price

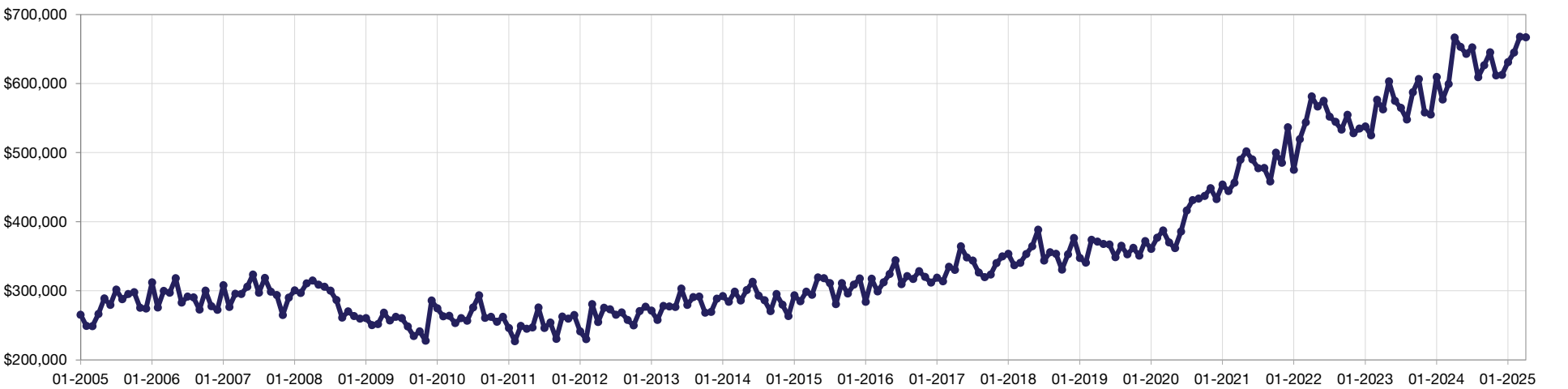
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



| Avg. Sales Price | Prior Year | Percent Change |
|------------------|------------|------------------|
| May 2024 | \$652,926 | \$602,867 +8.3% |
| June 2024 | \$642,806 | \$574,863 +11.8% |
| July 2024 | \$651,979 | \$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 | \$611,578 | \$557,759 +9.6% |
| December 2024 | \$612,226 | \$554,639 +10.4% |
| January 2025 | \$630,513 | \$609,200 +3.5% |
| February 2025 | \$644,643 | \$576,662 +11.8% |
| March 2025 | \$667,575 | \$599,090 +11.4% |
| April 2025 | \$666,845 | \$666,122 +0.1% |
| 12-Month Avg* | \$638,418 | \$587,224 +8.7% |

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

Historical Average Sales Price by Month



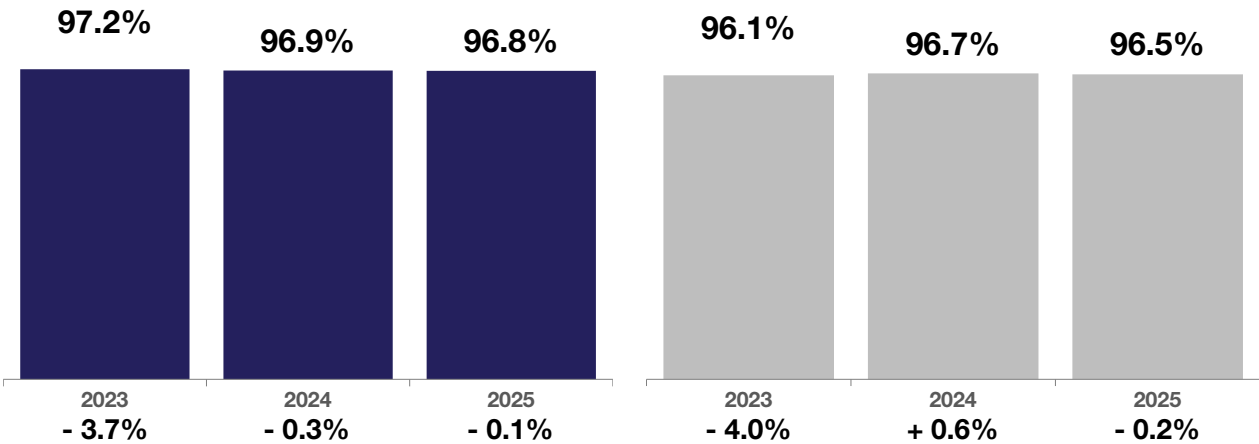
Percent of Original List Price Received

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.



April

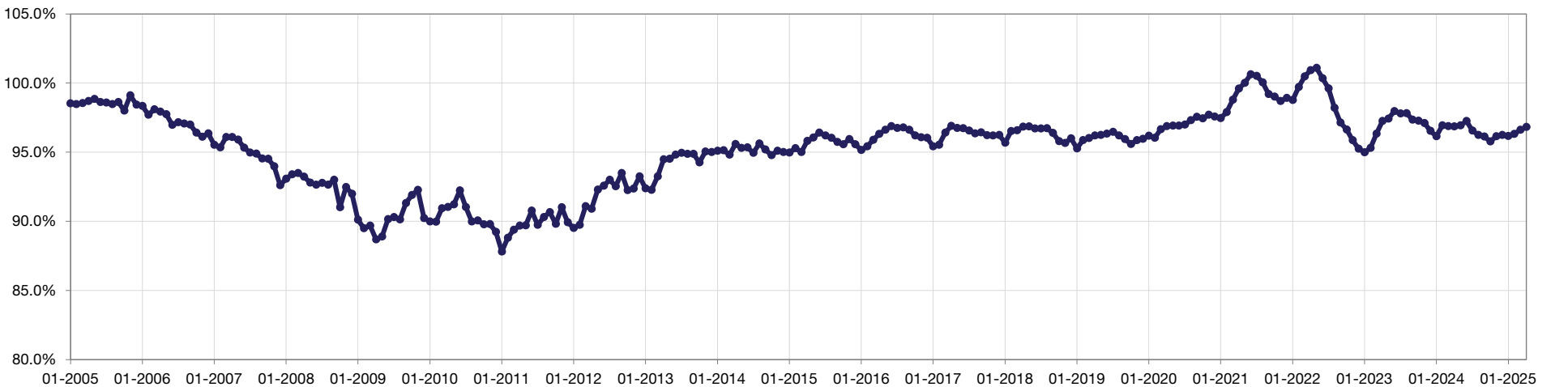
Year to Date



| Pct. of Orig. Price Received | | Prior Year | Percent Change |
|------------------------------|-------|------------|----------------|
| May 2024 | 96.9% | 97.4% | -0.5% |
| June 2024 | 97.2% | 97.9% | -0.7% |
| July 2024 | 96.5% | 97.8% | -1.3% |
| 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 | 96.1% | 97.1% | -1.0% |
| December 2024 | 96.2% | 96.5% | -0.3% |
| January 2025 | 96.2% | 96.1% | +0.1% |
| February 2025 | 96.3% | 96.9% | -0.6% |
| March 2025 | 96.6% | 96.9% | -0.3% |
| April 2025 | 96.8% | 96.9% | -0.1% |
| 12-Month Avg* | | 97.2% | -0.7% |

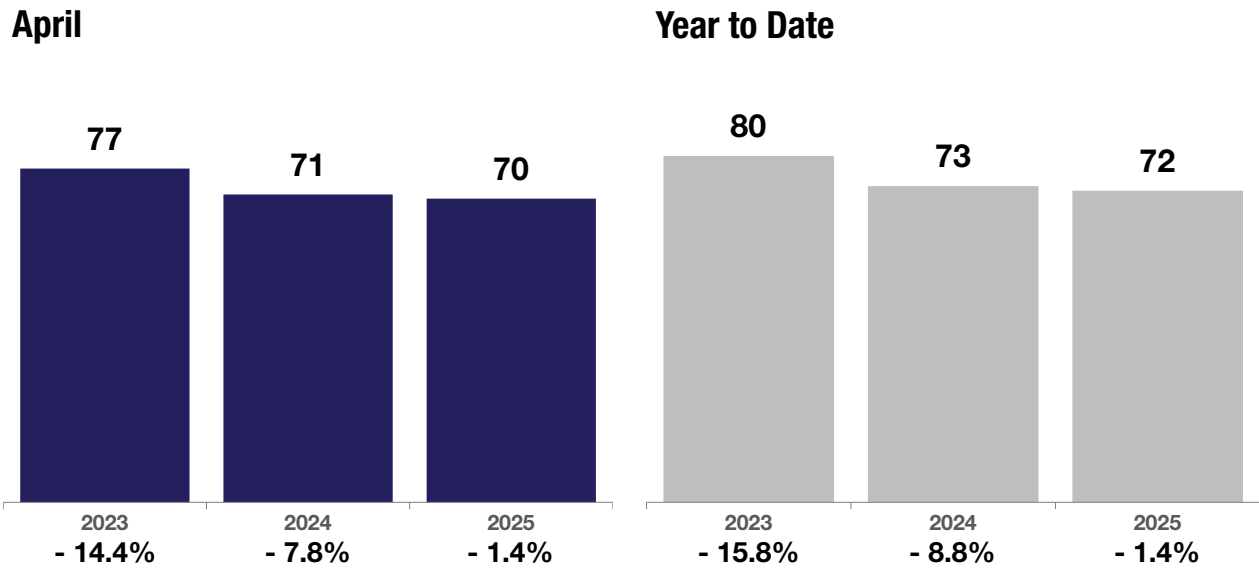
* Average Pct. of Orig. Price Received for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month



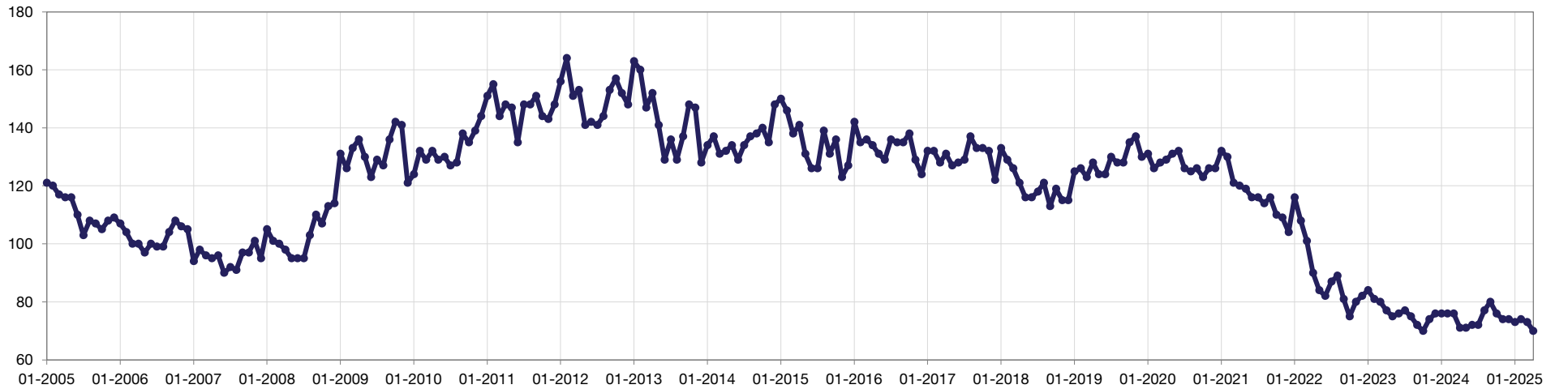
Housing Affordability Index

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.



| Affordability Index | | Prior Year | Percent Change |
|---------------------|----|------------|----------------|
| 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% |
| April 2025 | 70 | 71 | -1.4% |
| 12-Month Avg | | 74 | -0.9% |

Historical Housing Affordability Index by Month

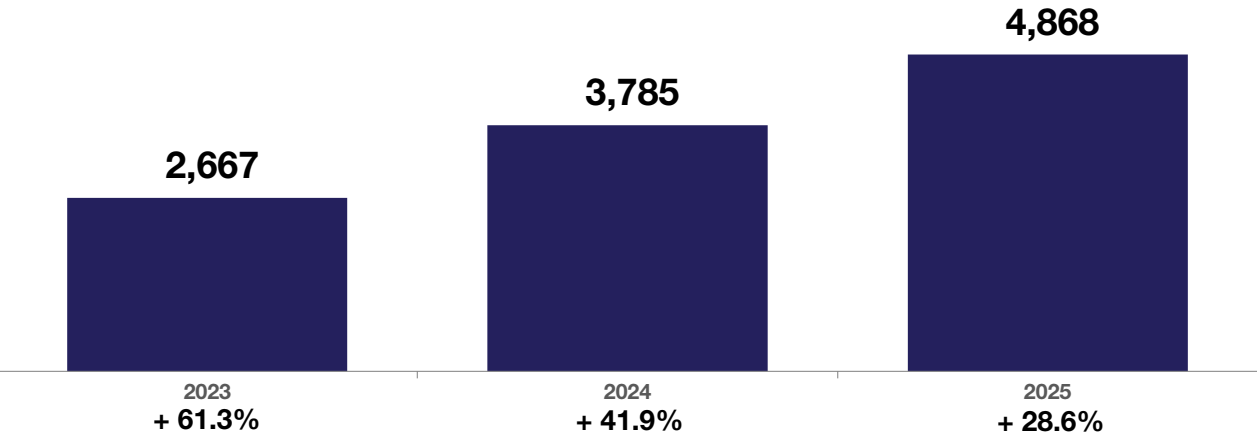


Inventory of Homes for Sale

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



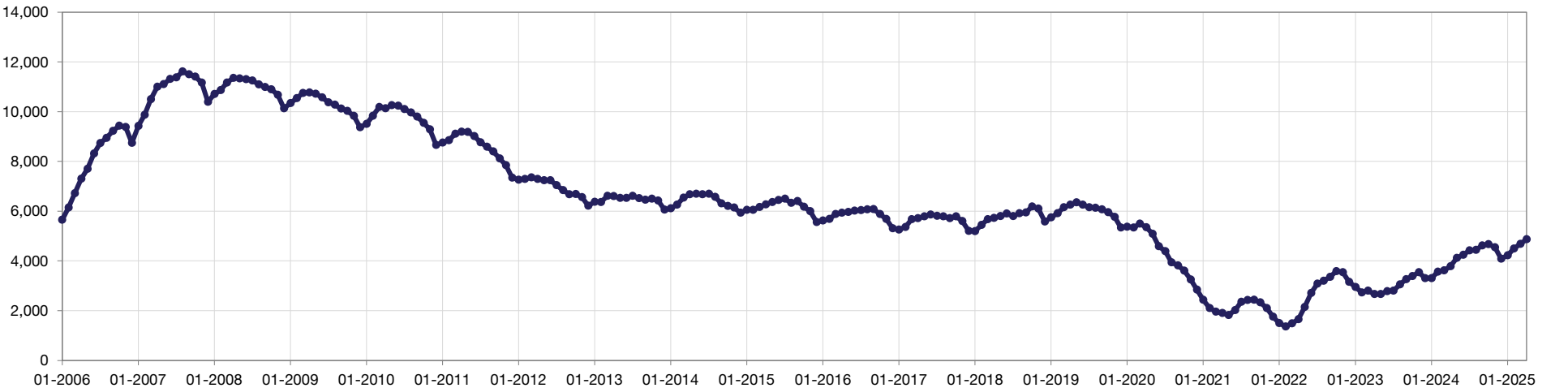
April



| Homes for Sale | | Prior Year | Percent Change |
|----------------|-------|------------|----------------|
| May 2024 | 4,116 | 2,671 | +54.1% |
| June 2024 | 4,246 | 2,778 | +52.8% |
| July 2024 | 4,424 | 2,802 | +57.9% |
| August 2024 | 4,440 | 3,054 | +45.4% |
| September 2024 | 4,623 | 3,262 | +41.7% |
| October 2024 | 4,674 | 3,390 | +37.9% |
| November 2024 | 4,548 | 3,540 | +28.5% |
| December 2024 | 4,088 | 3,299 | +23.9% |
| January 2025 | 4,227 | 3,302 | +28.0% |
| February 2025 | 4,491 | 3,568 | +25.9% |
| March 2025 | 4,678 | 3,618 | +29.3% |
| April 2025 | 4,868 | 3,785 | +28.6% |
| 12-Month Avg* | 4,452 | 3,256 | +36.7% |

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

Historical Inventory of Homes for Sale by Month

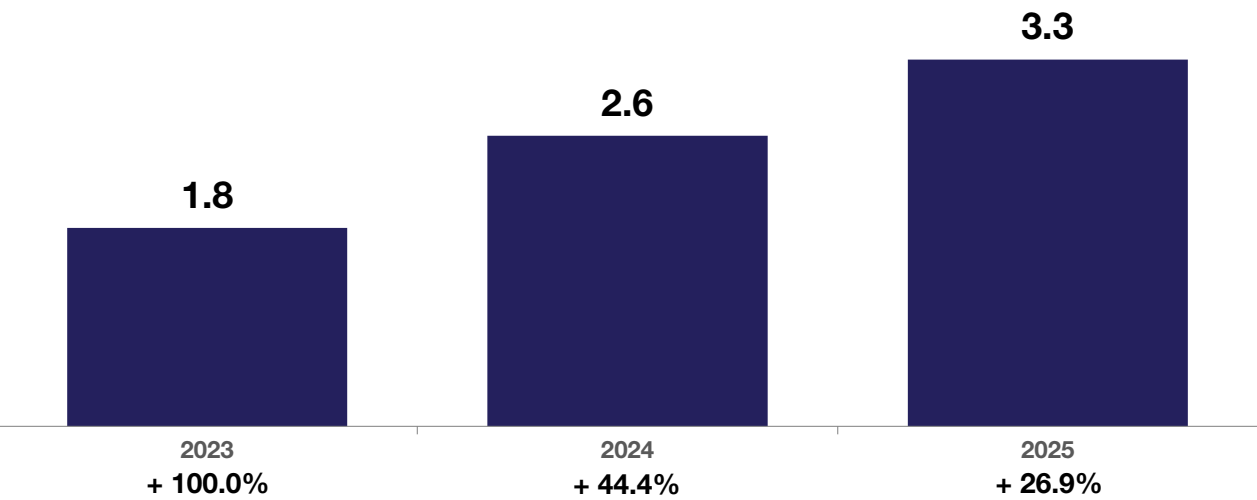


Months Supply of Inventory

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.



April



| Months Supply | | Prior Year | Percent Change |
|----------------|-----|------------|----------------|
| May 2024 | 2.8 | 1.8 | +55.6% |
| June 2024 | 2.9 | 1.9 | +52.6% |
| July 2024 | 3.1 | 1.9 | +63.2% |
| August 2024 | 3.1 | 2.1 | +47.6% |
| September 2024 | 3.2 | 2.2 | +45.5% |
| October 2024 | 3.2 | 2.3 | +39.1% |
| November 2024 | 3.1 | 2.4 | +29.2% |
| December 2024 | 2.8 | 2.3 | +21.7% |
| January 2025 | 2.9 | 2.3 | +26.1% |
| February 2025 | 3.1 | 2.4 | +29.2% |
| March 2025 | 3.2 | 2.5 | +28.0% |
| April 2025 | 3.3 | 2.6 | +26.9% |
| 12-Month Avg* | 3.1 | 2.2 | +40.9% |

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

Historical Months Supply of Inventory by Month

