

Monthly Indicators



February 2025

U.S. existing-home sales fell for the first time since September, slipping 4.9% month-over-month to a seasonally adjusted annual rate of 4.08 million units, according to the National Association of REALTORS® (NAR), as elevated home prices and higher interest rates continue to impact buyer activity. Despite the drop, sales were up 2% compared to the same period last year, marking the fourth consecutive monthly year-over-year increase.

New Listings were up 4.3 percent to 2,134. Pending Sales increased 8.2 percent to 1,598. Inventory grew 19.4 percent to 4,255 units.

Prices moved higher as Median Sales Price was up 4.2 percent to \$420,000. Days on Market increased 37.2 percent to 59 days. Months Supply of Inventory was up 20.8 percent to 2.9 months, indicating that supply increased relative to demand.

The limited number of properties for sale has continued to push home prices higher nationwide. At last measure, the national median existing-home price was \$396,900, a 4.8% increase from one year earlier, with prices up in all four regions, according to NAR. Meanwhile, total housing inventory heading into February stood at 1.18 million units, up 3.5% month-over-month and 16.8% year-over-year, for a 3.5-month supply at the current sales pace.

Quick Facts

- 6.7%	+ 4.2%	+ 20.8%
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.

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Market Overview

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



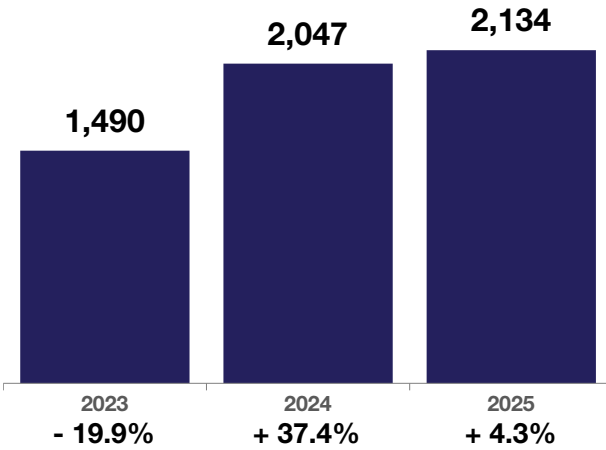
Key Metrics	Historical Sparkbars	02-2024	02-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		2,047	2,134	+ 4.3%	3,912	4,062	+ 3.8%
Pending Sales		1,477	1,598	+ 8.2%	2,945	2,945	0.0%
Closed Sales		1,334	1,244	- 6.7%	2,350	2,290	- 2.6%
Days on Market		43	59	+ 37.2%	41	55	+ 34.1%
Median Sales Price		\$403,046	\$420,000	+ 4.2%	\$407,500	\$418,325	+ 2.7%
Average Sales Price		\$576,662	\$648,369	+ 12.4%	\$590,730	\$640,468	+ 8.4%
Pct. of Orig. Price Received		96.9%	96.2%	- 0.7%	96.6%	96.2%	- 0.4%
Housing Affordability Index		76	74	- 2.6%	75	74	- 1.3%
Inventory of Homes for Sale		3,565	4,255	+ 19.4%	--	--	--
Months Supply of Inventory		2.4	2.9	+ 20.8%	--	--	--

New Listings

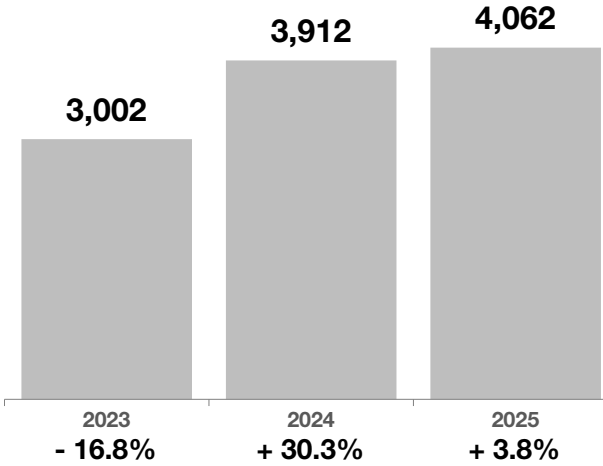
A count of the properties that have been newly listed on the market in a given month.



February

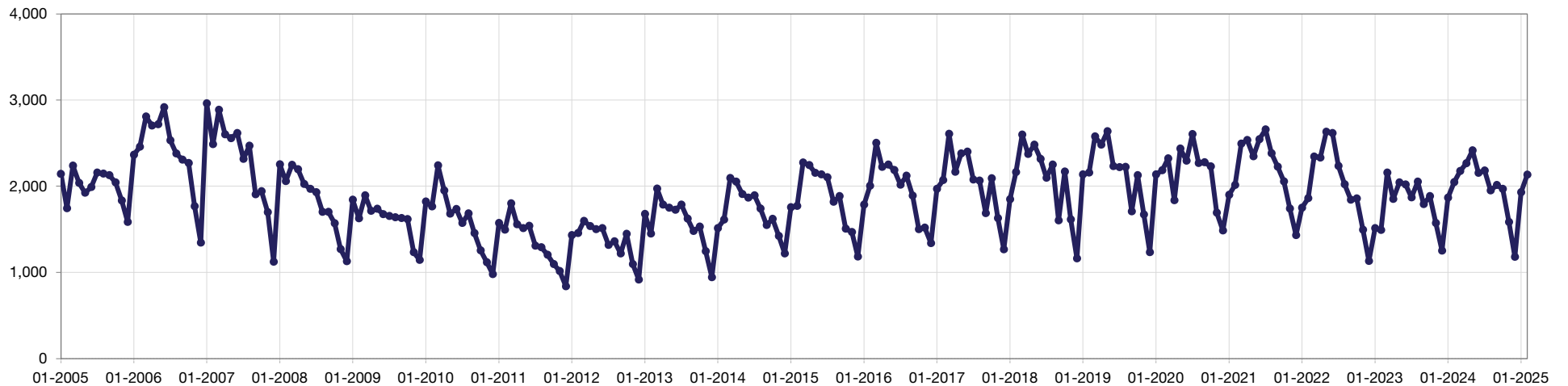


Year to Date



	New Listings	Prior Year	Percent Change
March 2024	2,176	2,157	+0.9%
April 2024	2,266	1,850	+22.5%
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	2,134	2,047	+4.3%
12-Month Avg	1,995	1,867	+6.9%

Historical New Listings by Month

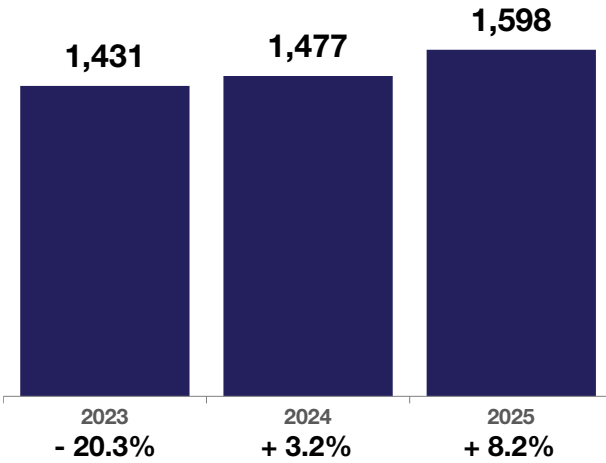


Pending Sales

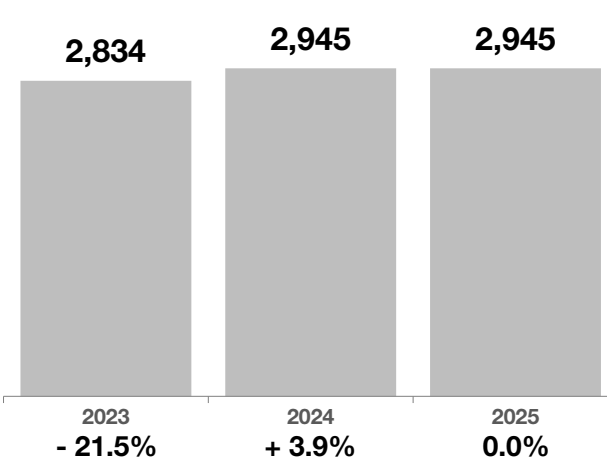
A count of the properties on which offers have been accepted in a given month.



February

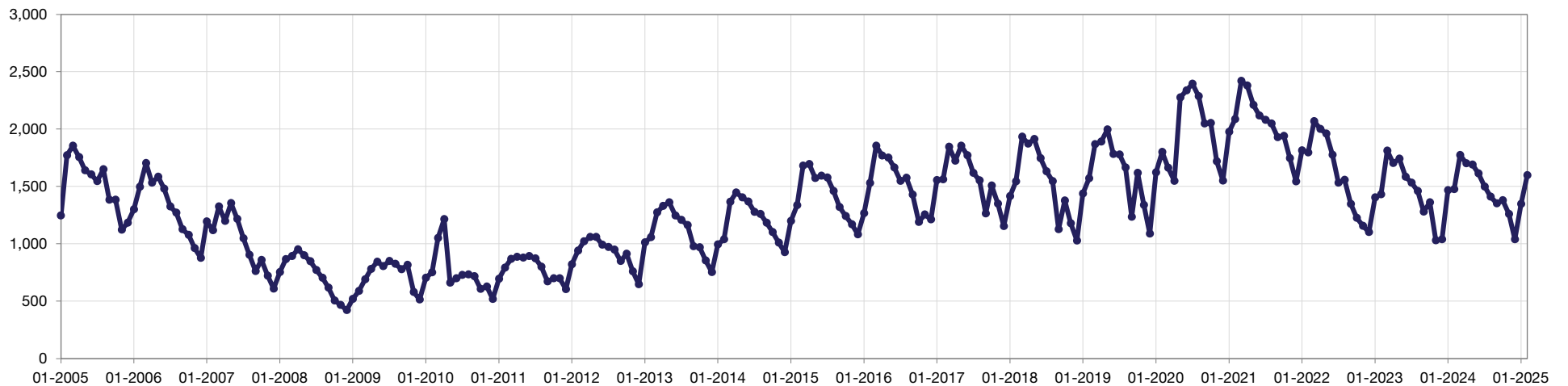


Year to Date



	Pending Sales	Prior Year	Percent Change
March 2024	1,773	1,812	-2.2%
April 2024	1,700	1,704	-0.2%
May 2024	1,689	1,741	-3.0%
June 2024	1,613	1,583	+1.9%
July 2024	1,498	1,533	-2.3%
August 2024	1,410	1,460	-3.4%
September 2024	1,353	1,280	+5.7%
October 2024	1,378	1,360	+1.3%
November 2024	1,259	1,029	+22.4%
December 2024	1,038	1,040	-0.2%
January 2025	1,347	1,468	-8.2%
February 2025	1,598	1,477	+8.2%
12-Month Avg	1,471	1,457	+1.0%

Historical Pending Sales by Month

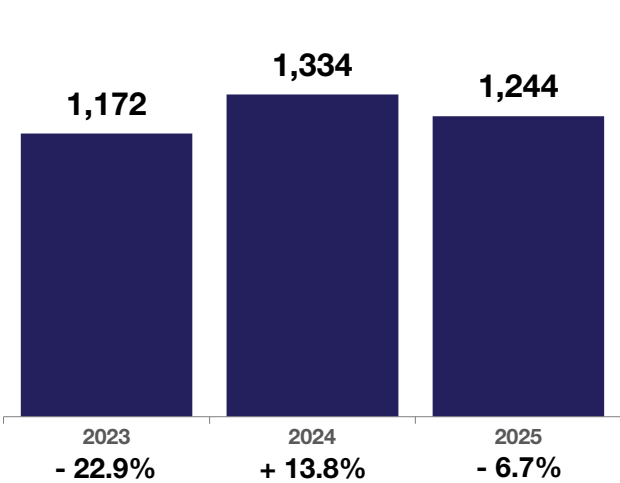


Closed Sales

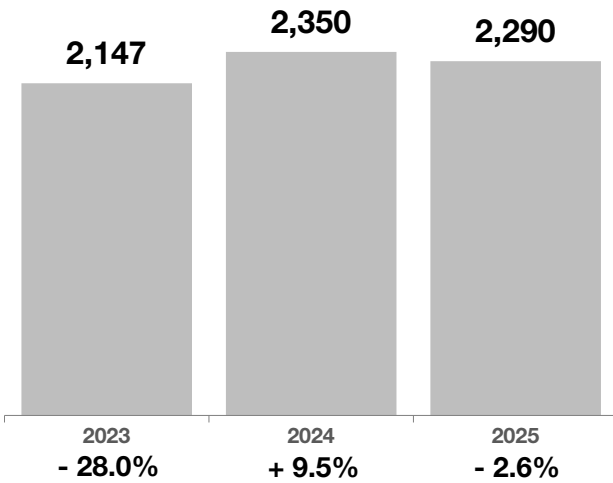
A count of the actual sales that closed in a given month.



February

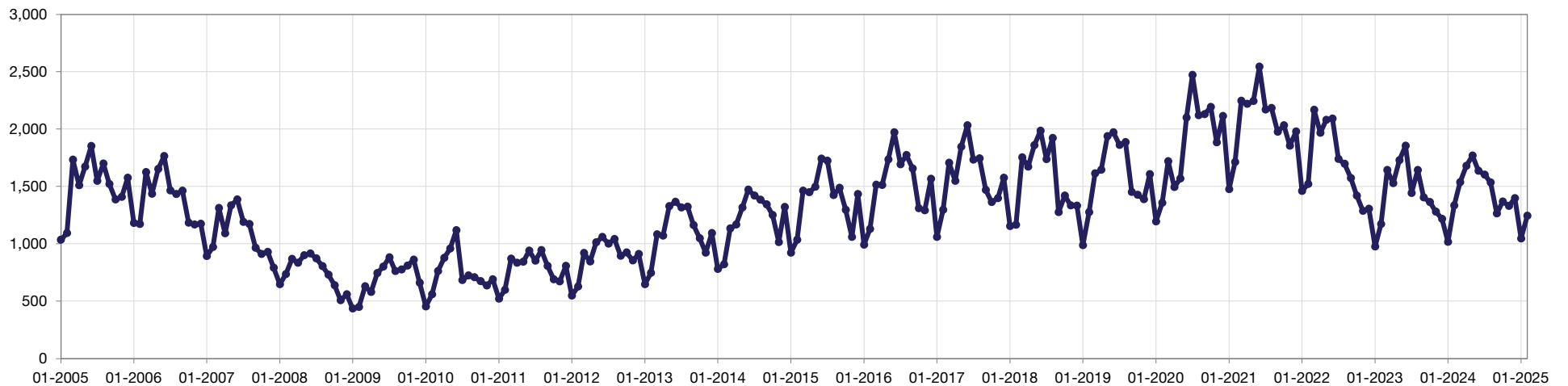


Year to Date



	Closed Sales	Prior Year	Percent Change
March 2024	1,537	1,642	-6.4%
April 2024	1,679	1,528	+9.9%
May 2024	1,769	1,727	+2.4%
June 2024	1,636	1,854	-11.8%
July 2024	1,601	1,442	+11.0%
August 2024	1,534	1,642	-6.6%
September 2024	1,265	1,404	-9.9%
October 2024	1,368	1,364	+0.3%
November 2024	1,330	1,281	+3.8%
December 2024	1,396	1,216	+14.8%
January 2025	1,046	1,016	+3.0%
February 2025	1,244	1,334	-6.7%
12-Month Avg	1,450	1,454	-0.3%

Historical Closed Sales by Month

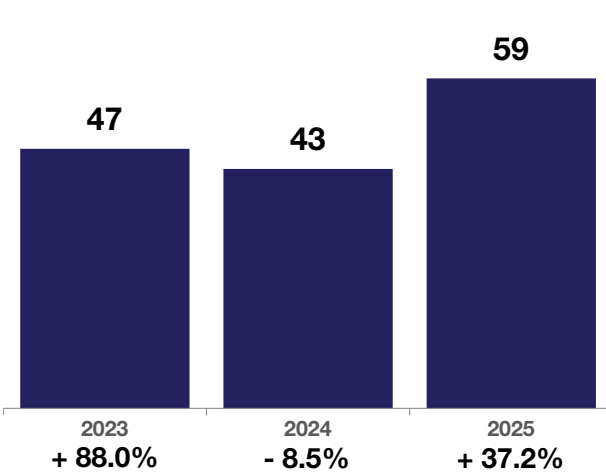


Days on Market Until Sale

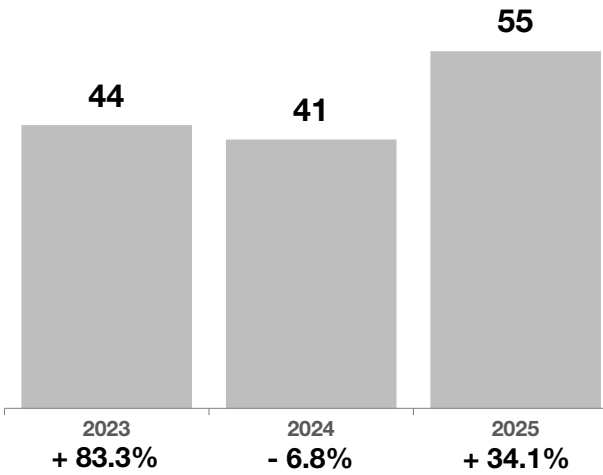
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



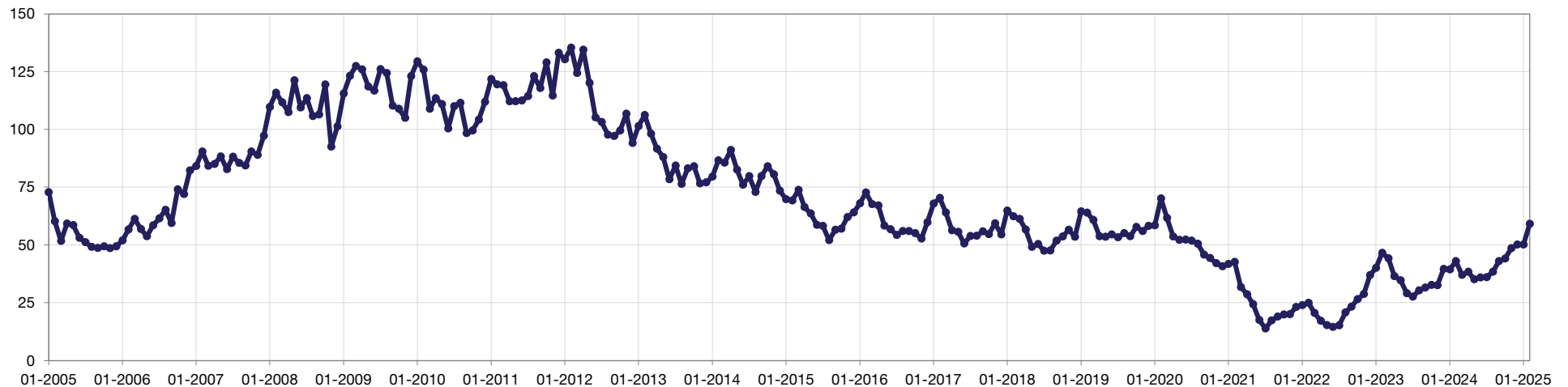
Year to Date



Month	Days on Market	Prior Year	Percent Change
March 2024	37	44	-15.9%
April 2024	38	36	+5.6%
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%
12-Month Avg*	42	35	+20.0%

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

Historical Days on Market Until Sale by Month

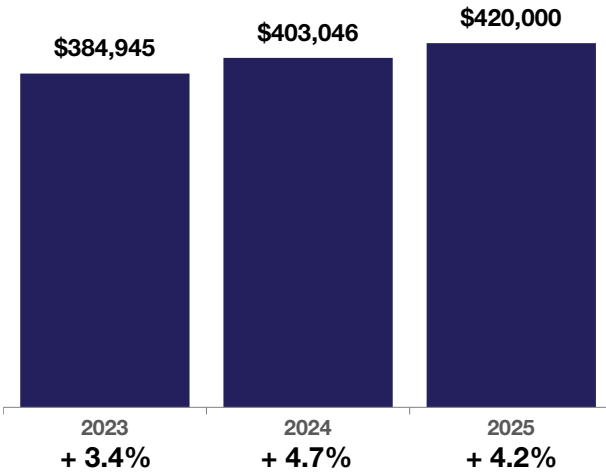


Median Sales Price

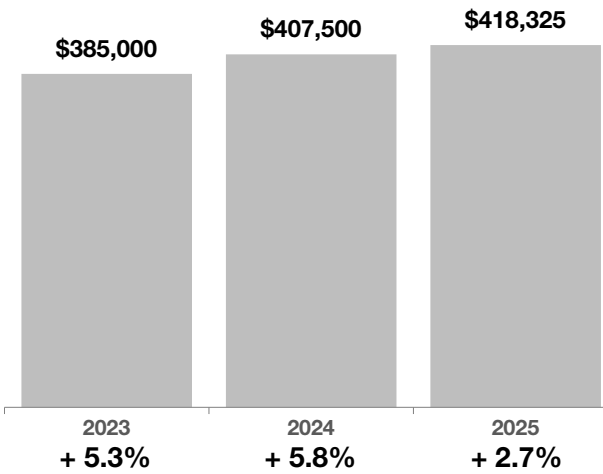
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



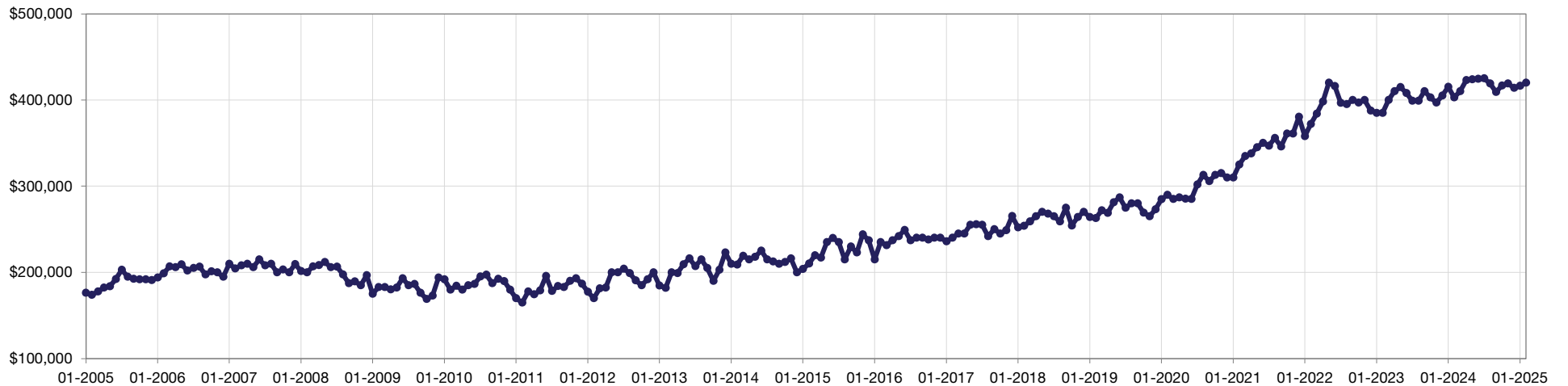
Year to Date



	Median Sales Price	Prior Year	Percent Change
March 2024	\$410,000	\$400,000	+2.5%
April 2024	\$423,000	\$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	\$409,270	\$410,000	-0.2%
October 2024	\$416,562	\$402,900	+3.4%
November 2024	\$419,074	\$397,000	+5.6%
December 2024	\$414,142	\$405,000	+2.3%
January 2025	\$416,400	\$415,155	+0.3%
February 2025	\$420,000	\$403,046	+4.2%
12-Month Med*	\$418,940	\$405,000	+3.4%

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

Historical Median Sales Price by Month

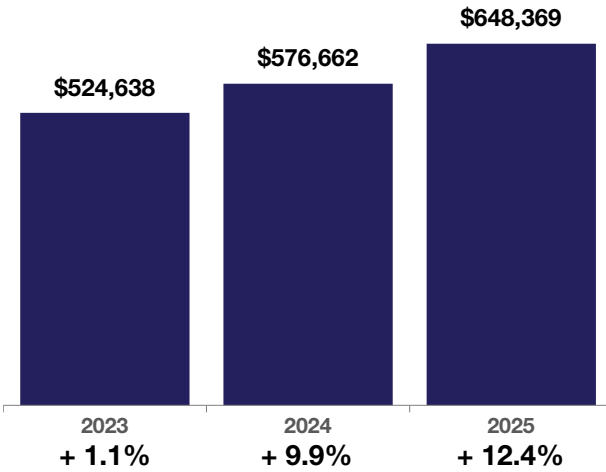


Average Sales Price

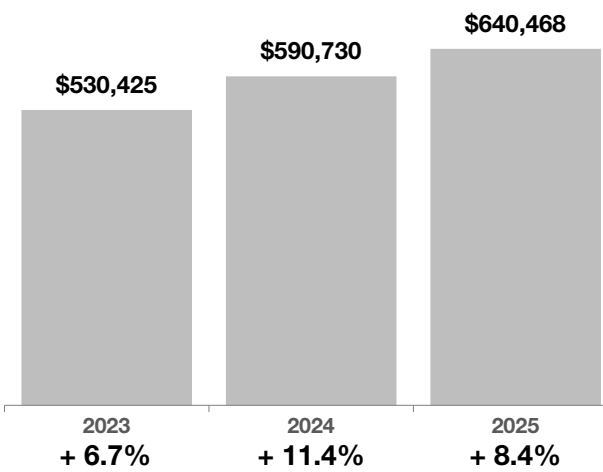
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



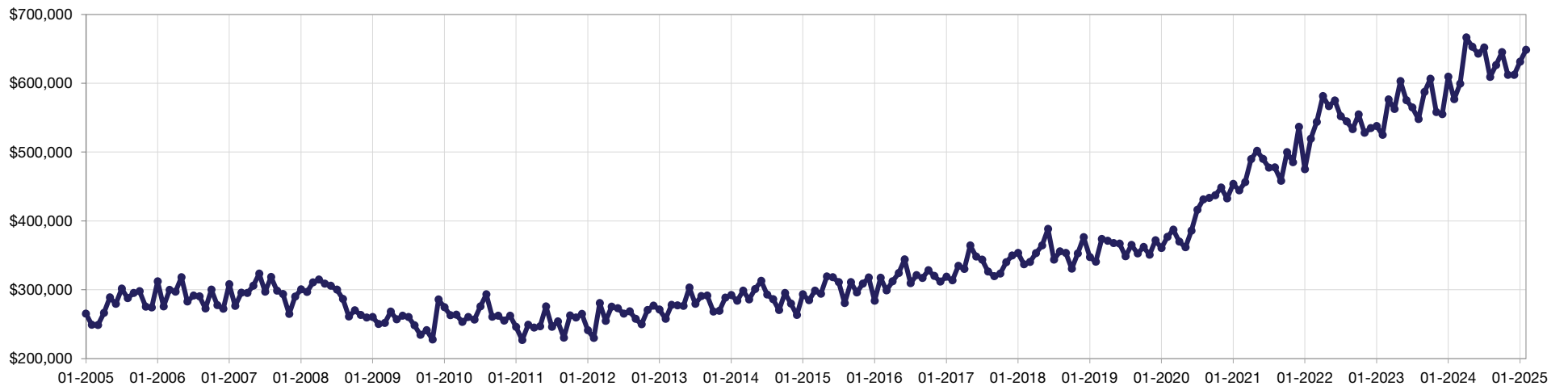
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
March 2024	\$599,090	\$576,335	+3.9%
April 2024	\$666,137	\$562,141	+18.5%
May 2024	\$652,905	\$602,867	+8.3%
June 2024	\$642,806	\$574,939	+11.8%
July 2024	\$651,672	\$564,443	+15.5%
August 2024	\$608,844	\$547,806	+11.1%
September 2024	\$626,174	\$587,206	+6.6%
October 2024	\$644,954	\$606,181	+6.4%
November 2024	\$611,691	\$557,759	+9.7%
December 2024	\$612,002	\$554,639	+10.3%
January 2025	\$631,064	\$609,200	+3.6%
February 2025	\$648,369	\$576,662	+12.4%
12-Month Avg*	\$632,976	\$576,681	+9.8%

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

Historical Average Sales Price by Month

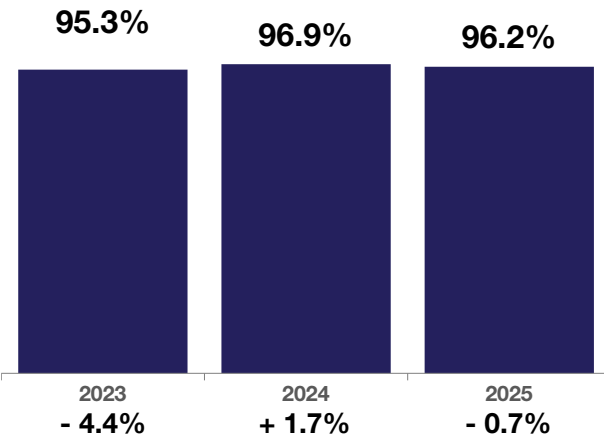


Percent of Original List Price Received

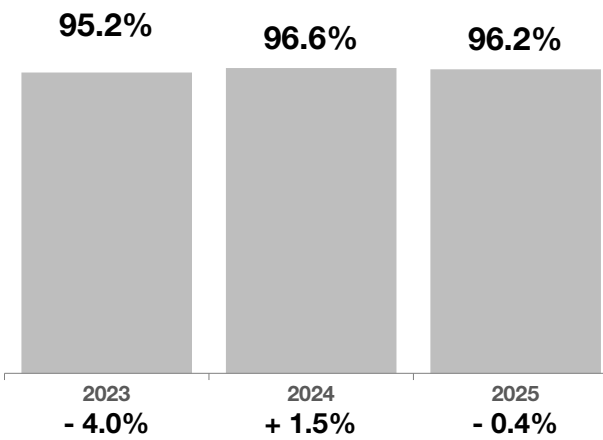
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February



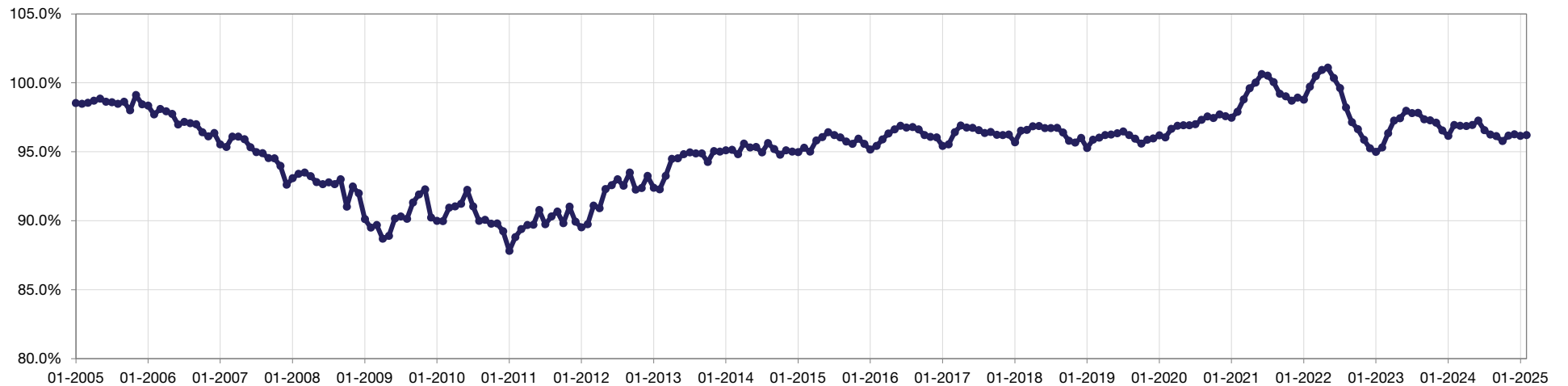
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
March 2024	96.9%	96.3%	+0.6%
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	96.2%	96.9%	-0.7%
12-Month Avg*	96.5%	97.2%	-0.7%

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

Historical Percent of Original List Price Received by Month

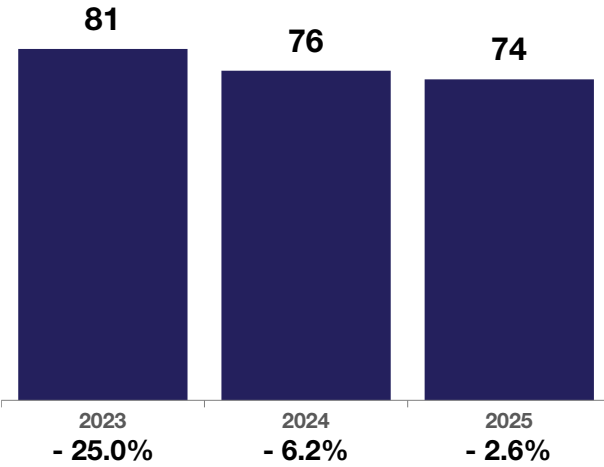


Housing Affordability Index

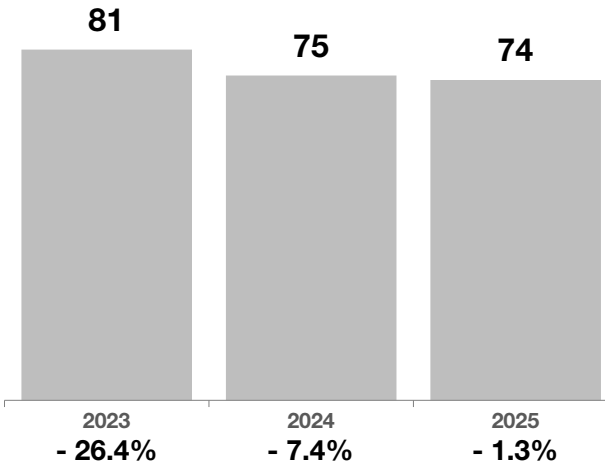
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



February



Year to Date



	Affordability Index	Prior Year	Percent Change
March 2024	76	80	-5.0%
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%
12-Month Avg	74	75	-1.5%

Historical Housing Affordability Index by Month

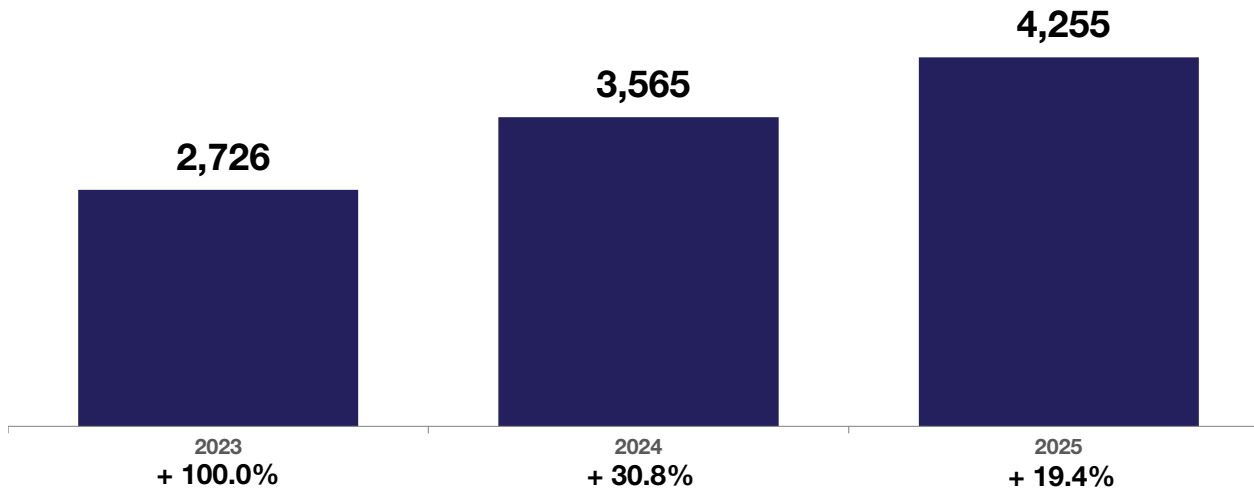


Inventory of Homes for Sale

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



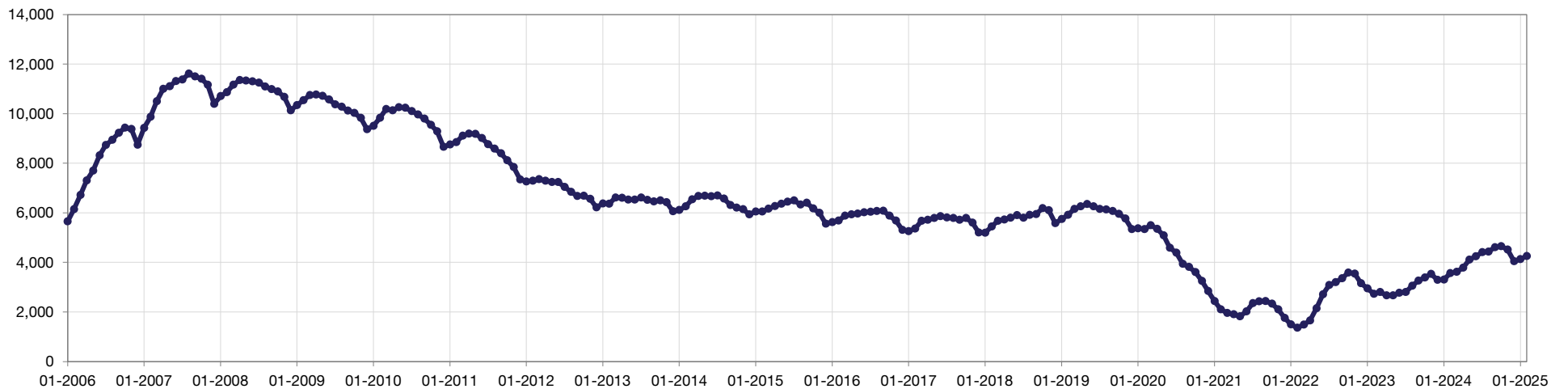
February



	Homes for Sale	Prior Year	Percent Change
March 2024	3,615	2,803	+29.0%
April 2024	3,780	2,664	+41.9%
May 2024	4,112	2,668	+54.1%
June 2024	4,239	2,776	+52.7%
July 2024	4,414	2,800	+57.6%
August 2024	4,428	3,051	+45.1%
September 2024	4,606	3,258	+41.4%
October 2024	4,653	3,386	+37.4%
November 2024	4,518	3,536	+27.8%
December 2024	4,044	3,295	+22.7%
January 2025	4,132	3,300	+25.2%
February 2025	4,255	3,565	+19.4%
12-Month Avg*	4,233	3,092	+36.9%

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

Historical Inventory of Homes for Sale by Month

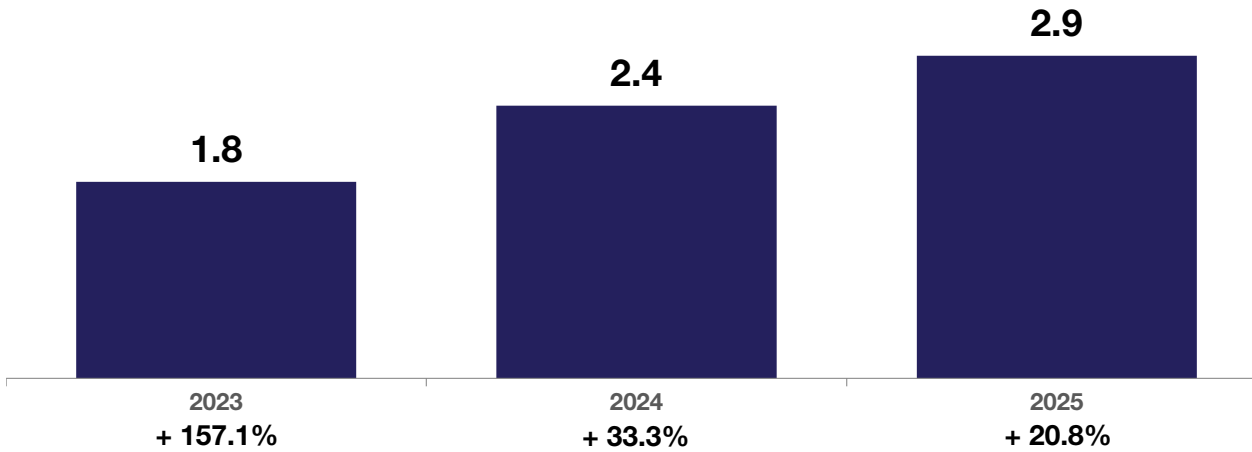


Months Supply of Inventory

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.



February



Months Supply		Prior Year	Percent Change
March 2024	2.5	1.8	+38.9%
April 2024	2.6	1.8	+44.4%
May 2024	2.8	1.8	+55.6%
June 2024	2.9	1.9	+52.6%
July 2024	3.0	1.9	+57.9%
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	2.7	2.3	+17.4%
January 2025	2.8	2.3	+21.7%
February 2025	2.9	2.4	+20.8%
12-Month Avg*	2.9	2.1	+38.1%

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

Historical Months Supply of Inventory by Month

