

Monthly Indicators



August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

New Listings increased 1.7 percent for Single-Family homes but decreased 2.4 percent for Condo homes. Pending Sales increased 11.4 percent for Single-Family homes and 4.3 percent for Condo homes. Inventory increased 8.9 percent for Single-Family homes and 11.1 percent for Condo homes.

Median Sales Price increased 3.7 percent to \$365,000 for Single-Family homes but decreased 2.5 percent to \$230,000 for Condo homes. Days on Market increased 0.9 percent for Single-Family homes and 20.2 percent for Condo homes. Months Supply of Inventory increased 5.0 percent for Single-Family homes and 21.2 percent for Condo homes.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

Quick Facts

0.0%	+ 0.3%	- 0.7%
Change in Closed Sales All Properties	Change in Closed Sales Single-Family Only	Change in Closed Sales Condo Only

A research tool provided by the Coastal Carolinas Association of REALTORS®. Percent changes are calculated using rounded figures.

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Single Family Market Overview

Key market metrics for the current month and year-to-date figures. Single-family homes only.



Key Metrics	Historical Sparkbars	8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,218	1,239	+ 1.7%	10,047	10,922	+ 8.7%
Pending Sales		886	987	+ 11.4%	7,695	7,676	- 0.2%
Closed Sales		983	986	+ 0.3%	7,267	7,345	+ 1.1%
Days on Market Until Sale		116	117	+ 0.9%	119	124	+ 4.2%
Median Sales Price		\$352,000	\$365,000	+ 3.7%	\$360,240	\$365,000	+ 1.3%
Average Sales Price		\$437,190	\$439,787	+ 0.6%	\$438,258	\$439,872	+ 0.4%
Percent of List Price Received		97.3%	97.2%	- 0.1%	97.4%	97.3%	- 0.1%
Housing Affordability Index		79	75	- 5.1%	77	75	- 2.6%
Inventory of Homes for Sale		3,479	3,788	+ 8.9%	—	—	—
Months Supply of Inventory		4.0	4.2	+ 5.0%	—	—	—

Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condo properties only.



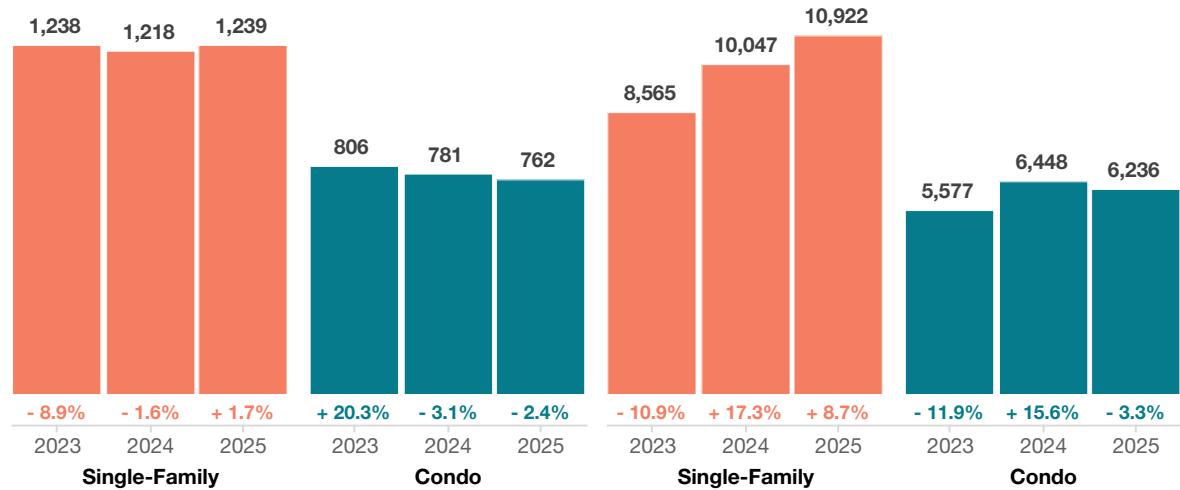
Key Metrics	Historical Sparkbars	8-2024	8-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		781	762	- 2.4%	6,448	6,236	- 3.3%
Pending Sales		419	437	+ 4.3%	3,695	3,430	- 7.2%
Closed Sales		439	436	- 0.7%	3,541	3,260	- 7.9%
Days on Market Until Sale		114	137	+ 20.2%	106	130	+ 22.6%
Median Sales Price		\$236,000	\$230,000	- 2.5%	\$247,355	\$237,743	- 3.9%
Average Sales Price		\$279,076	\$264,612	- 5.2%	\$285,633	\$270,933	- 5.1%
Percent of List Price Received		96.4%	96.3%	- 0.1%	96.6%	96.1%	- 0.5%
Housing Affordability Index		118	119	+ 0.8%	112	115	+ 2.7%
Inventory of Homes for Sale		2,875	3,195	+ 11.1%	—	—	—
Months Supply of Inventory		6.6	8.0	+ 21.2%	—	—	—

New Listings

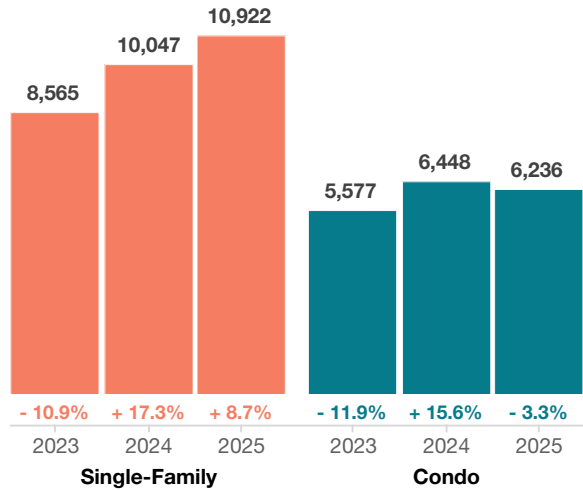
A count of the properties that have been newly listed on the market in a given month.



August

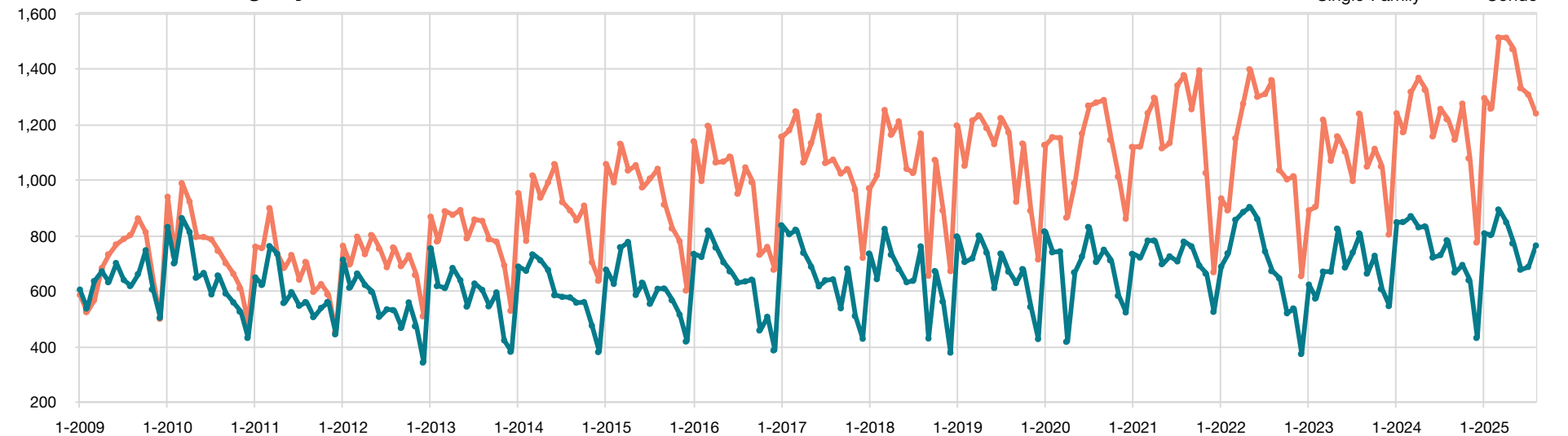


Year to Date



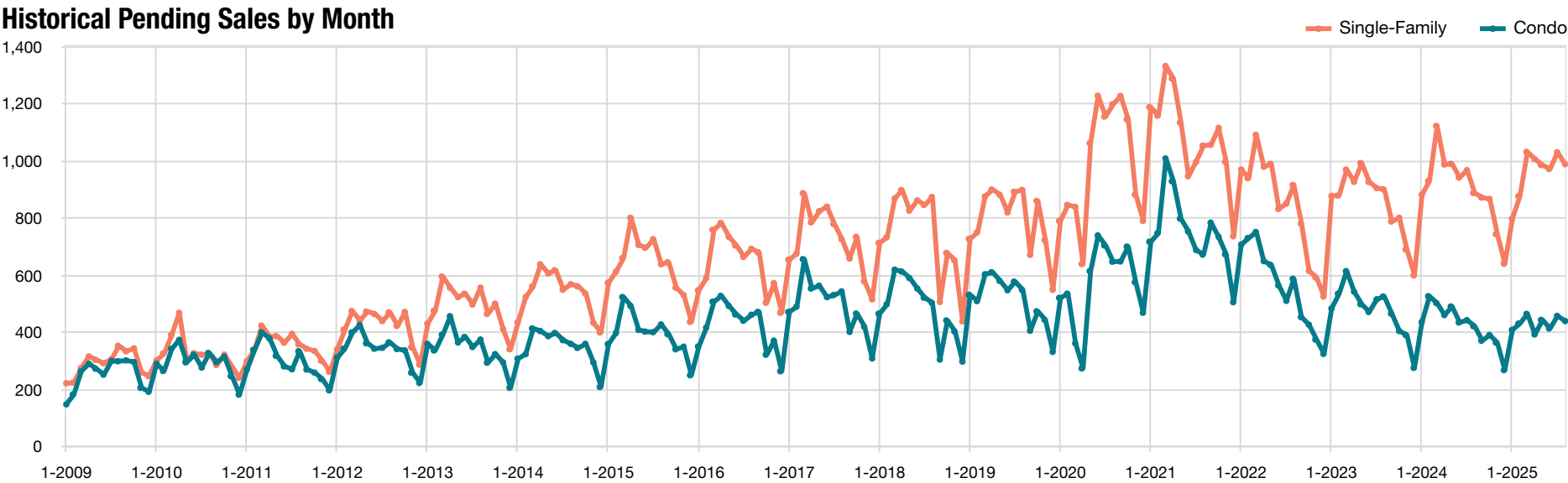
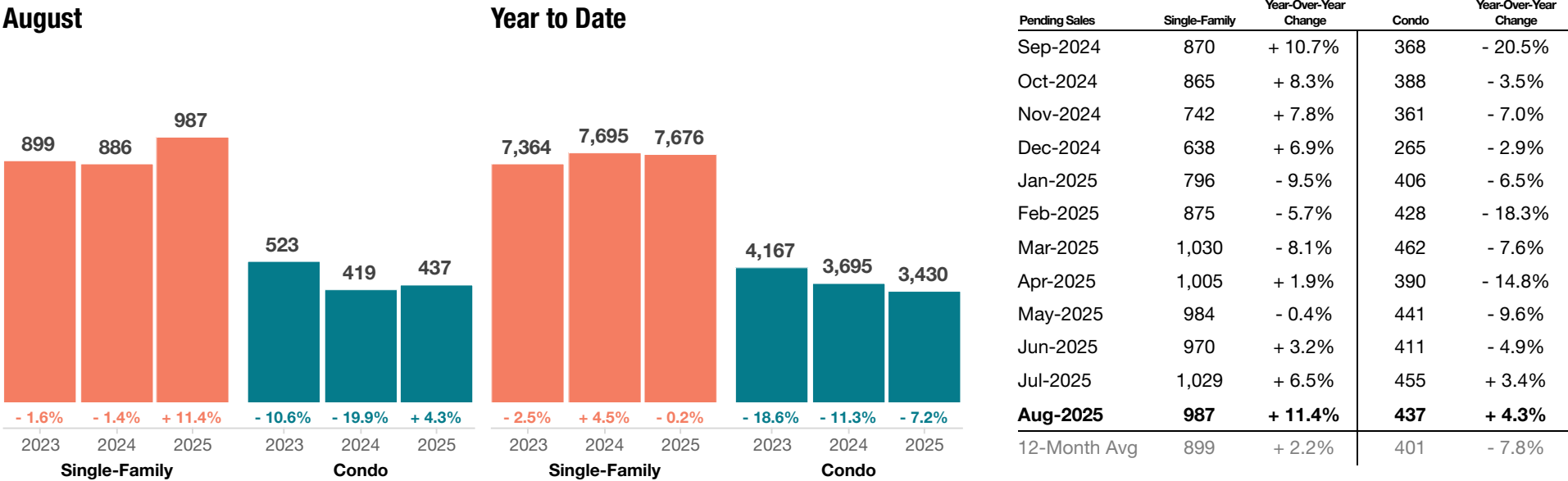
New Listings	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2024	1,144	+ 9.3%	665	+ 0.6%
Oct-2024	1,274	+ 14.7%	692	- 4.6%
Nov-2024	1,077	+ 2.8%	637	+ 5.3%
Dec-2024	773	- 3.6%	429	- 21.1%
Jan-2025	1,294	+ 4.4%	806	- 4.7%
Feb-2025	1,256	+ 7.3%	800	- 5.5%
Mar-2025	1,513	+ 14.9%	892	+ 2.8%
Apr-2025	1,512	+ 10.6%	846	+ 2.2%
May-2025	1,471	+ 11.1%	770	- 7.3%
Jun-2025	1,330	+ 15.1%	675	- 6.1%
Jul-2025	1,307	+ 4.1%	685	- 5.9%
Aug-2025	1,239	+ 1.7%	762	- 2.4%
12-Month Avg	1,266	+ 8.1%	722	- 3.6%

Historical New Listings by Month



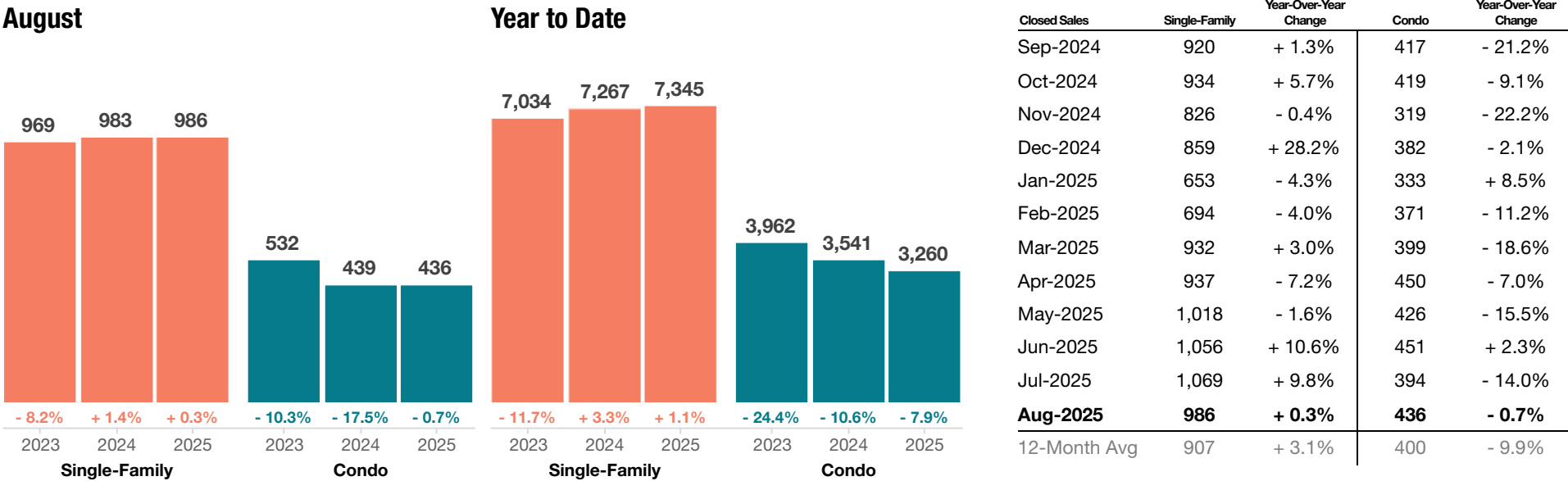
Pending Sales

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

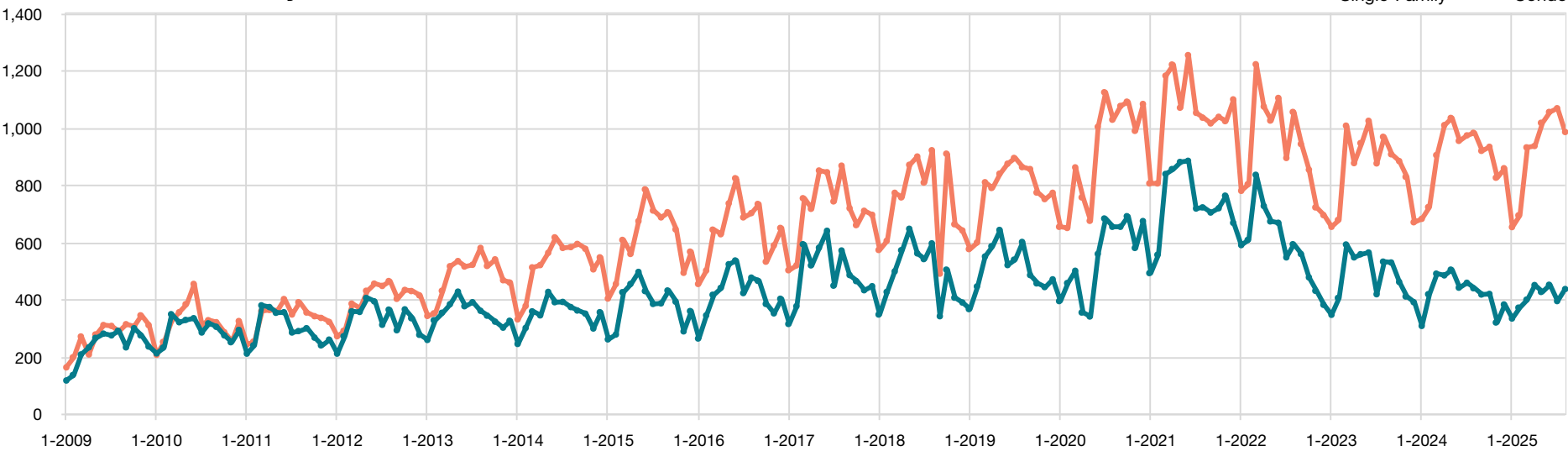


Closed Sales

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



Historical Closed Sales by Month

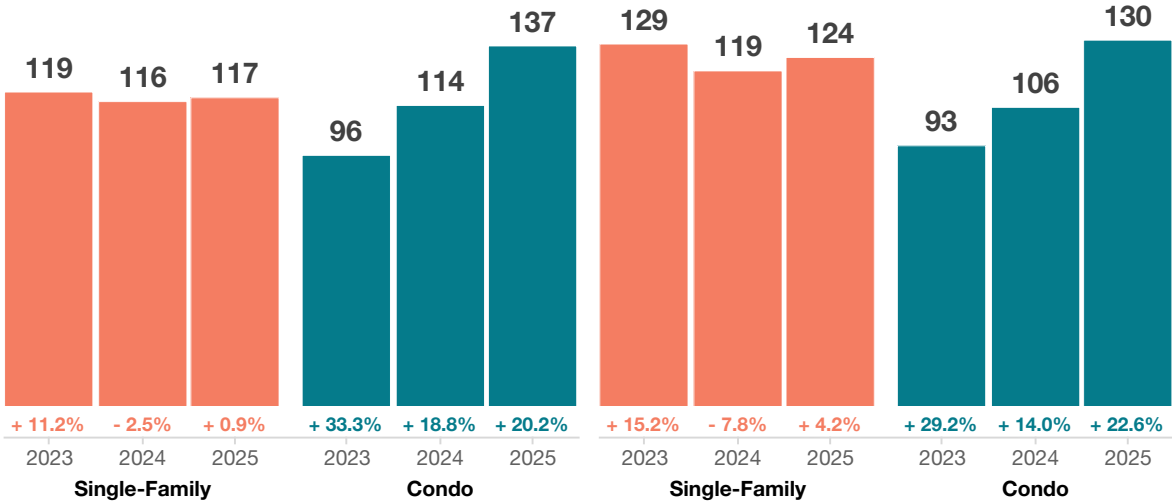


Days on Market Until Sale

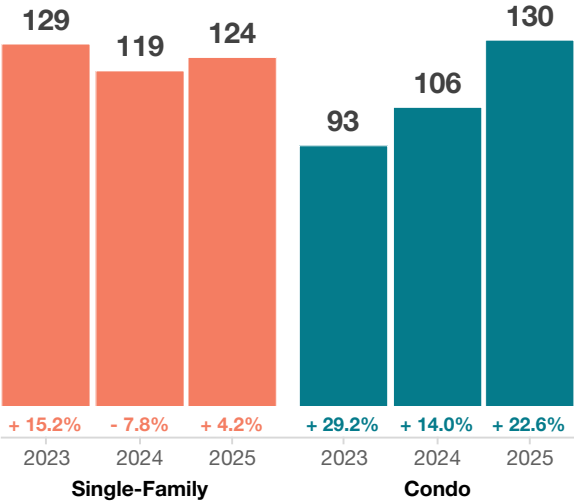
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



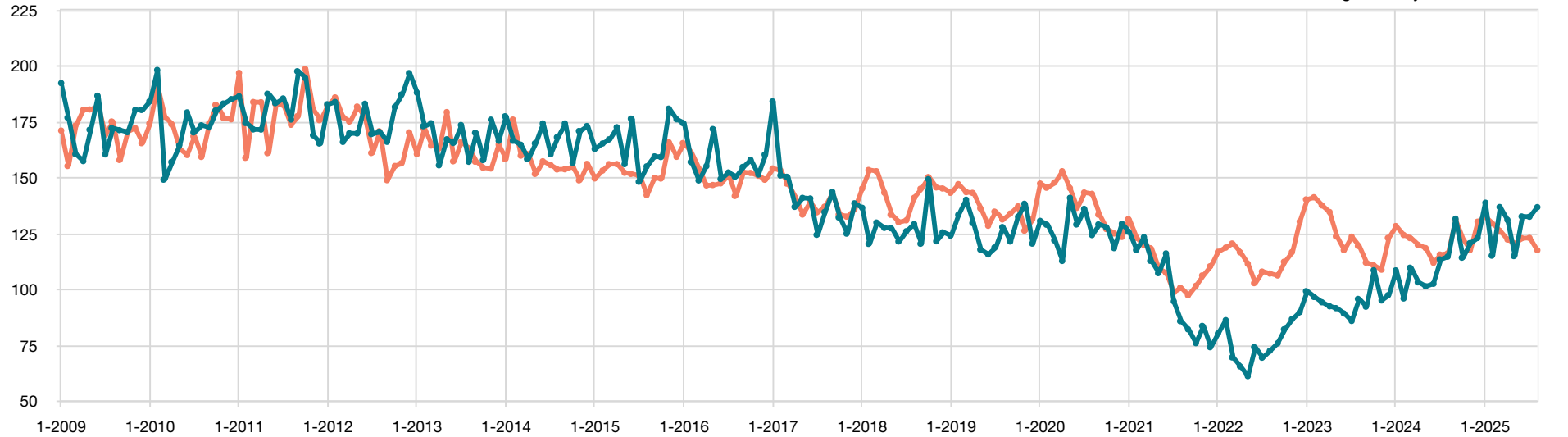
Year to Date



Days on Market	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2024	131	+ 17.0%	131	+ 42.4%
Oct-2024	122	+ 9.9%	114	+ 5.6%
Nov-2024	117	+ 7.3%	121	+ 27.4%
Dec-2024	130	+ 5.7%	123	+ 26.8%
Jan-2025	132	+ 3.1%	139	+ 28.7%
Feb-2025	129	+ 4.0%	115	+ 19.8%
Mar-2025	126	+ 2.4%	137	+ 24.5%
Apr-2025	122	+ 1.7%	131	+ 27.2%
May-2025	120	+ 1.7%	115	+ 13.9%
Jun-2025	123	+ 9.8%	132	+ 29.4%
Jul-2025	123	+ 7.0%	132	+ 16.8%
Aug-2025	117	+ 0.9%	137	+ 20.2%
12-Month Avg*	124	+ 6.0%	127	+ 23.3%

* Days on Market for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

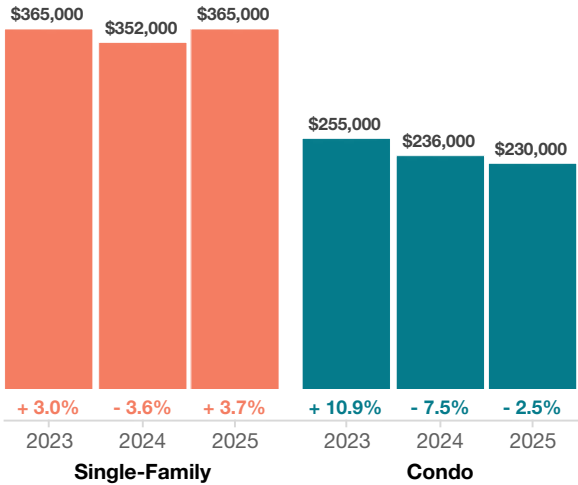


Median Sales Price

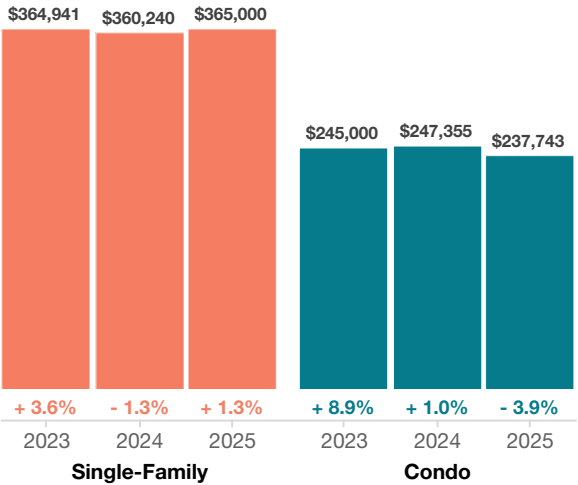
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



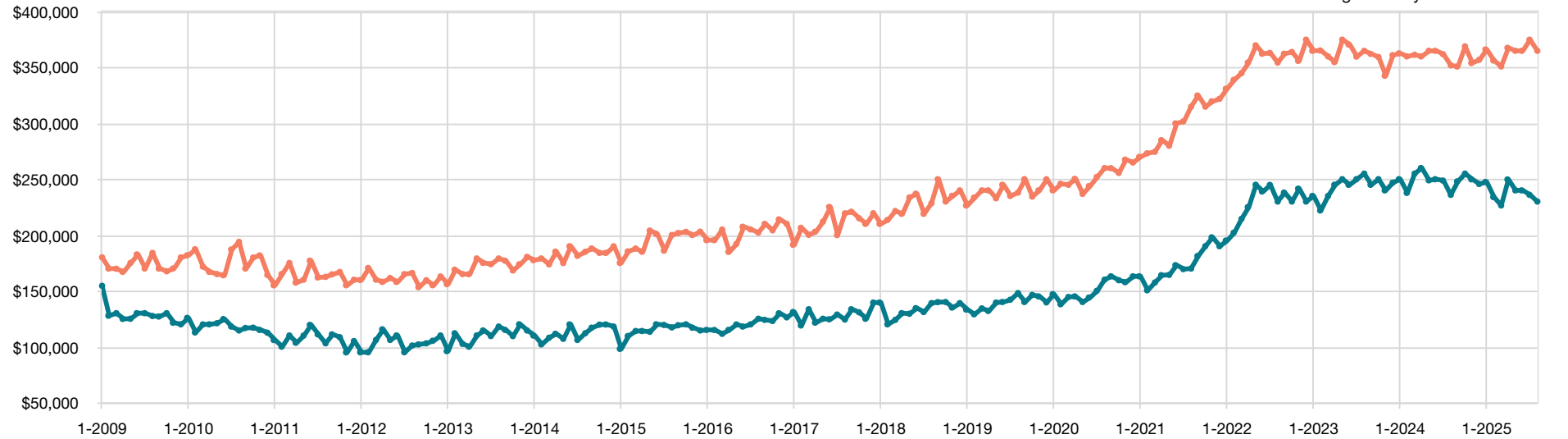
Year to Date



Median Sales Price	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2024	\$350,928	- 3.1%	\$248,000	+ 1.2%
Oct-2024	\$369,000	+ 2.7%	\$254,990	+ 2.0%
Nov-2024	\$354,096	+ 3.3%	\$249,900	+ 4.1%
Dec-2024	\$357,000	- 1.1%	\$245,743	- 0.5%
Jan-2025	\$366,200	+ 0.9%	\$247,500	- 1.0%
Feb-2025	\$356,350	- 1.0%	\$234,000	- 1.6%
Mar-2025	\$351,000	- 2.9%	\$226,500	- 11.2%
Apr-2025	\$367,700	+ 2.1%	\$249,750	- 3.9%
May-2025	\$365,000	0.0%	\$240,000	- 3.6%
Jun-2025	\$365,000	0.0%	\$240,000	- 4.0%
Jul-2025	\$375,000	+ 3.6%	\$236,000	- 5.1%
Aug-2025	\$365,000	+ 3.7%	\$230,000	- 2.5%
12-Month Avg*	\$360,890	+ 0.2%	\$241,000	- 2.0%

* Median Sales Price for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month

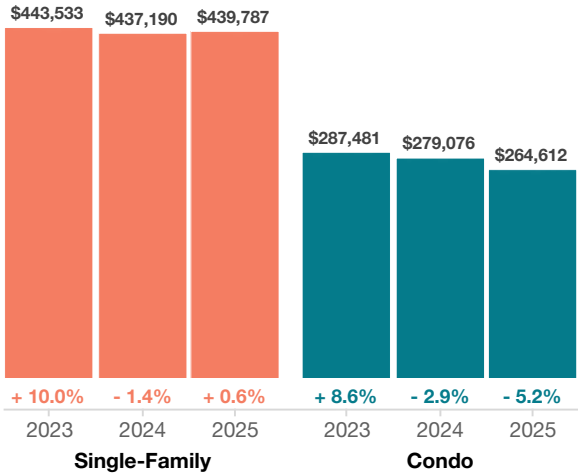


Average Sales Price

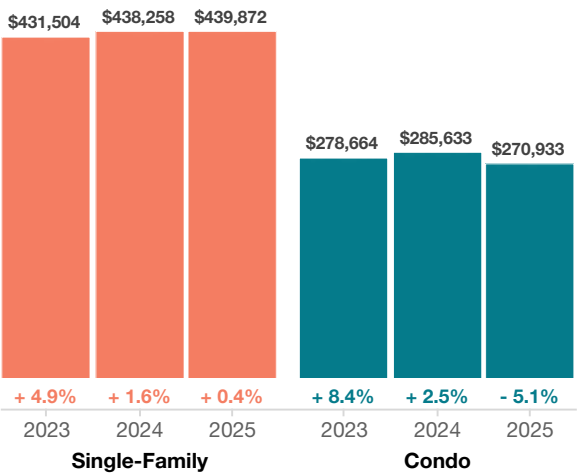
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



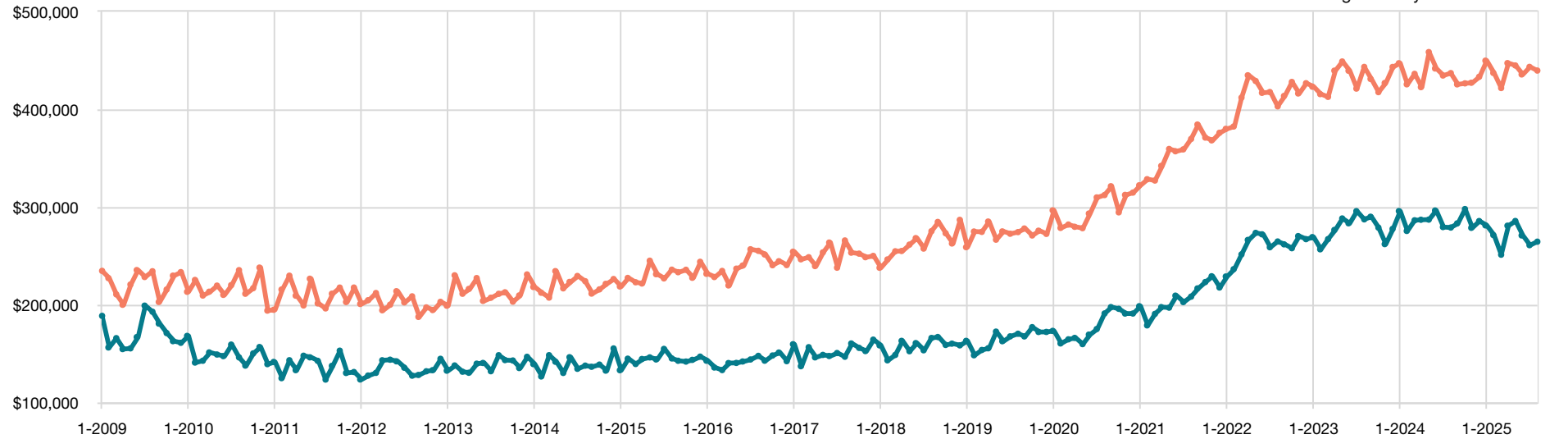
Year to Date



Avg. Sales Price	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2024	\$425,659	- 1.3%	\$283,301	- 2.4%
Oct-2024	\$426,686	+ 2.1%	\$298,019	+ 6.8%
Nov-2024	\$427,300	+ 0.1%	\$278,804	+ 6.4%
Dec-2024	\$433,401	- 2.3%	\$285,715	+ 2.9%
Jan-2025	\$449,919	+ 0.6%	\$281,284	- 4.9%
Feb-2025	\$437,379	+ 2.7%	\$271,421	- 1.5%
Mar-2025	\$421,908	- 3.3%	\$251,284	- 12.3%
Apr-2025	\$447,422	+ 5.8%	\$280,968	- 2.1%
May-2025	\$445,005	- 3.0%	\$285,778	- 0.5%
Jun-2025	\$435,825	- 1.4%	\$271,008	- 8.6%
Jul-2025	\$443,567	+ 2.0%	\$261,024	- 6.6%
Aug-2025	\$439,787	+ 0.6%	\$264,612	- 5.2%
12-Month Avg*	\$436,075	+ 0.2%	\$276,075	- 2.5%

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

Historical Average Sales Price by Month



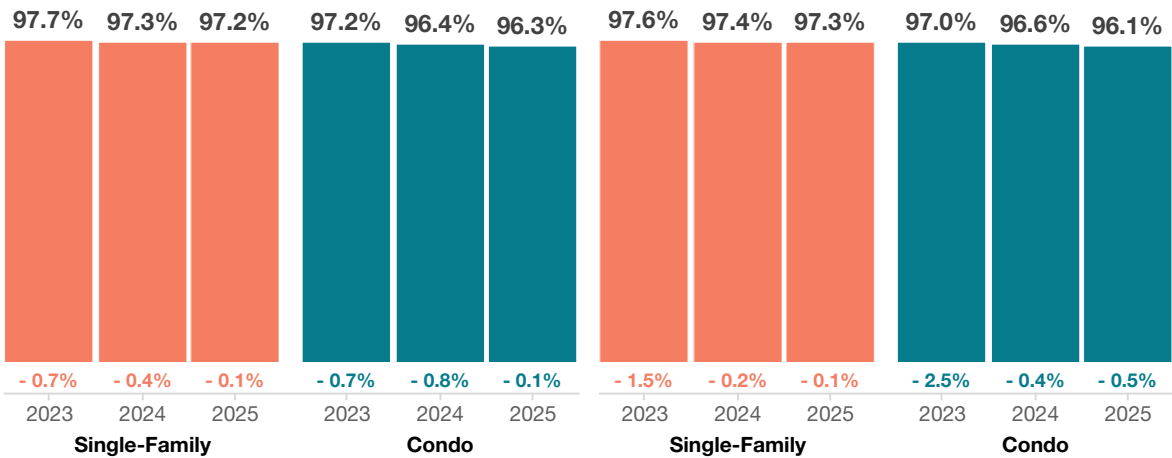
Percent of List Price Received

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.



August

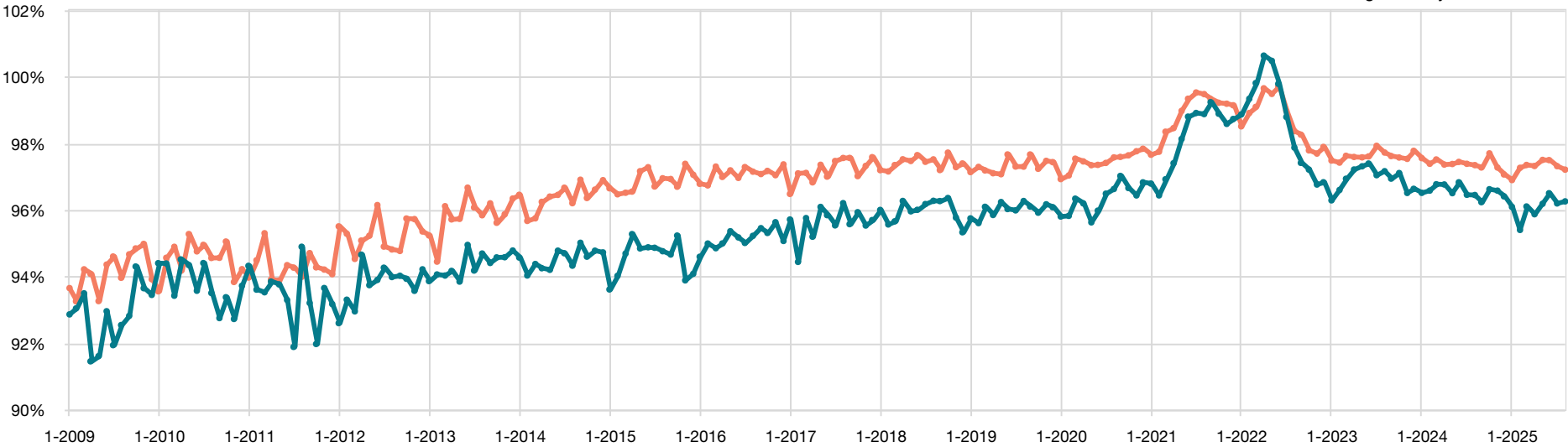
Year to Date



Pct. of List Price Received	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2024	97.3%	- 0.3%	96.2%	- 0.7%
Oct-2024	97.7%	+ 0.1%	96.6%	- 0.5%
Nov-2024	97.3%	- 0.2%	96.6%	+ 0.1%
Dec-2024	97.1%	- 0.7%	96.4%	- 0.2%
Jan-2025	96.9%	- 0.7%	96.1%	- 0.4%
Feb-2025	97.3%	- 0.1%	95.4%	- 1.2%
Mar-2025	97.4%	- 0.1%	96.1%	- 0.7%
Apr-2025	97.3%	- 0.1%	95.9%	- 0.9%
May-2025	97.5%	+ 0.1%	96.2%	- 0.3%
Jun-2025	97.5%	+ 0.1%	96.5%	- 0.3%
Jul-2025	97.3%	- 0.1%	96.2%	- 0.3%
Aug-2025	97.2%	- 0.1%	96.3%	- 0.1%
12-Month Avg*	97.3%	- 0.2%	96.2%	- 0.5%

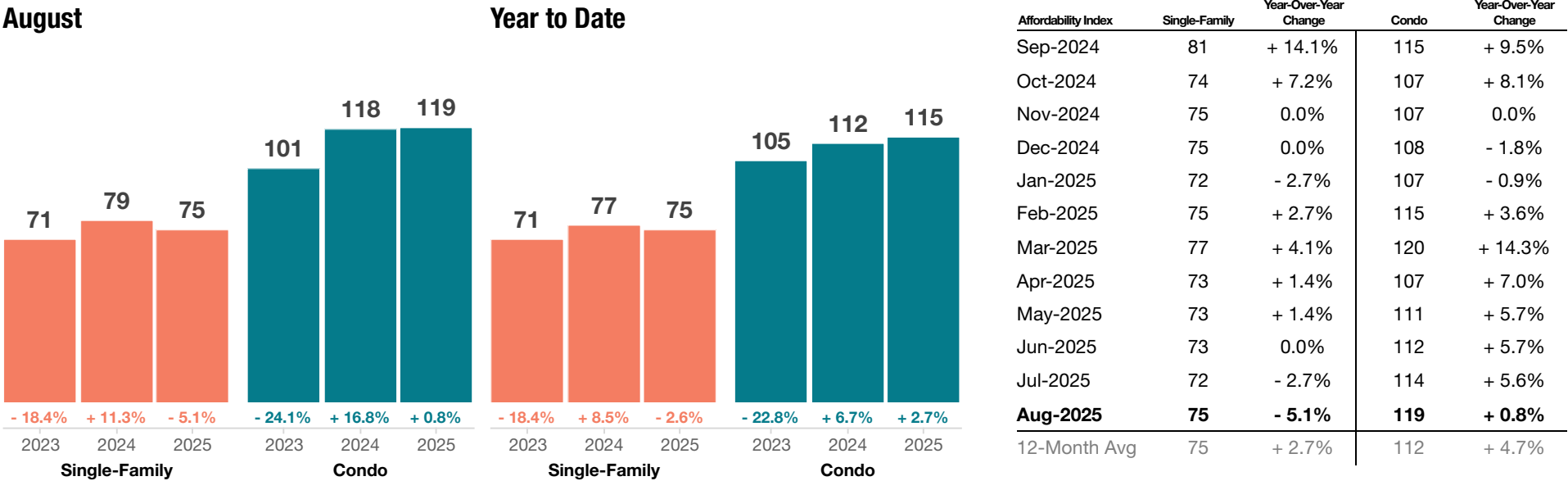
* Pct. of List Price Received for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

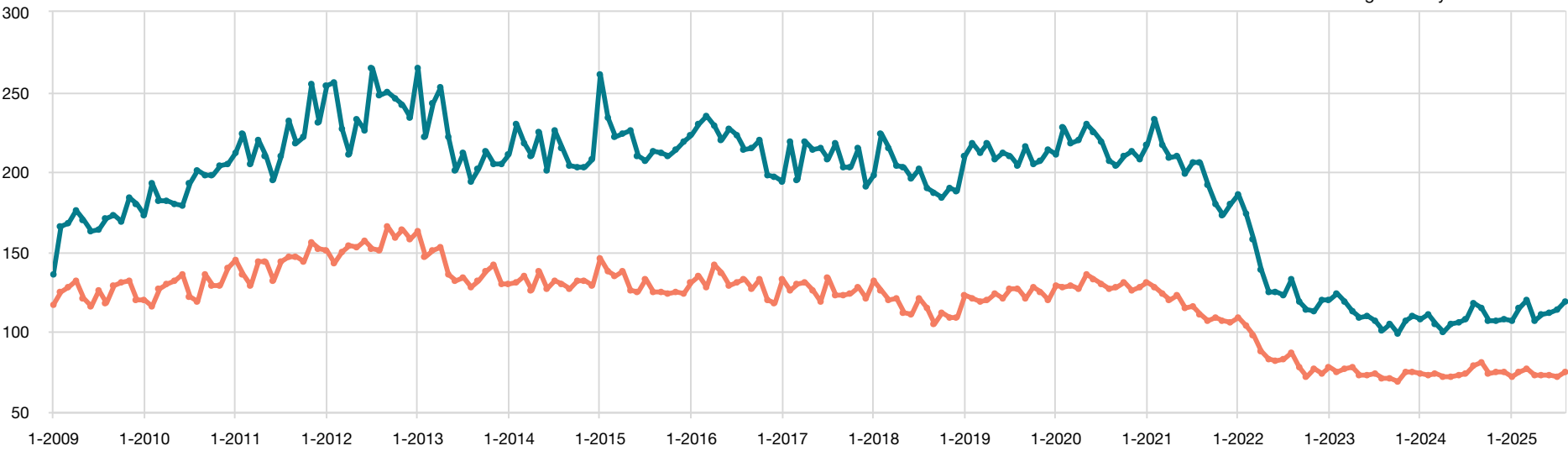


Housing Affordability Index

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.



Historical Housing Affordability Index by Month

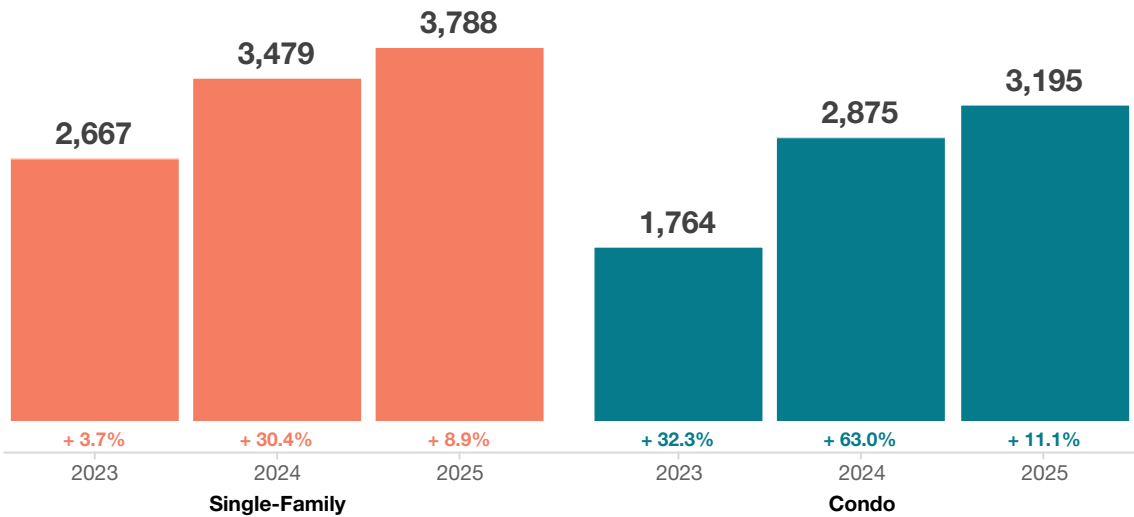


Inventory of Homes for Sale

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

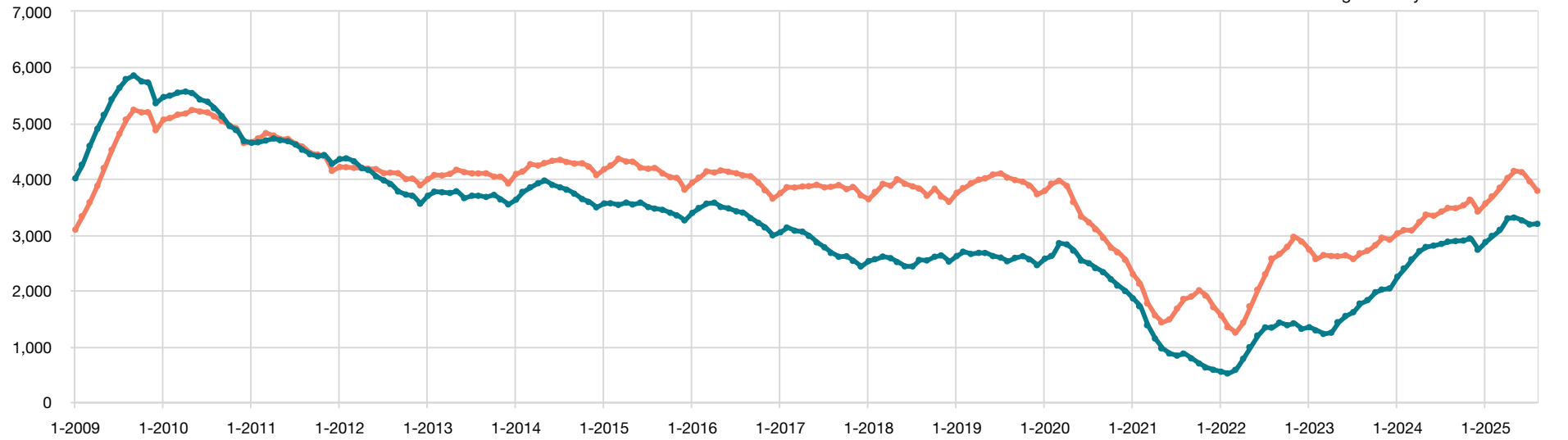


August



Homes for Sale	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2024	3,475	+ 28.1%	2,886	+ 58.1%
Oct-2024	3,527	+ 25.4%	2,895	+ 47.2%
Nov-2024	3,628	+ 23.2%	2,933	+ 45.5%
Dec-2024	3,416	+ 17.4%	2,730	+ 34.1%
Jan-2025	3,561	+ 17.8%	2,867	+ 27.7%
Feb-2025	3,686	+ 19.6%	2,977	+ 24.4%
Mar-2025	3,843	+ 24.9%	3,085	+ 20.6%
Apr-2025	4,017	+ 24.5%	3,293	+ 21.7%
May-2025	4,143	+ 23.3%	3,307	+ 19.0%
Jun-2025	4,122	+ 23.5%	3,257	+ 16.2%
Jul-2025	3,958	+ 15.9%	3,184	+ 12.3%
Aug-2025	3,788	+ 8.9%	3,195	+ 11.1%
12-Month Avg	3,764	+ 20.8%	3,051	+ 26.1%

Historical Inventory of Homes for Sale by Month

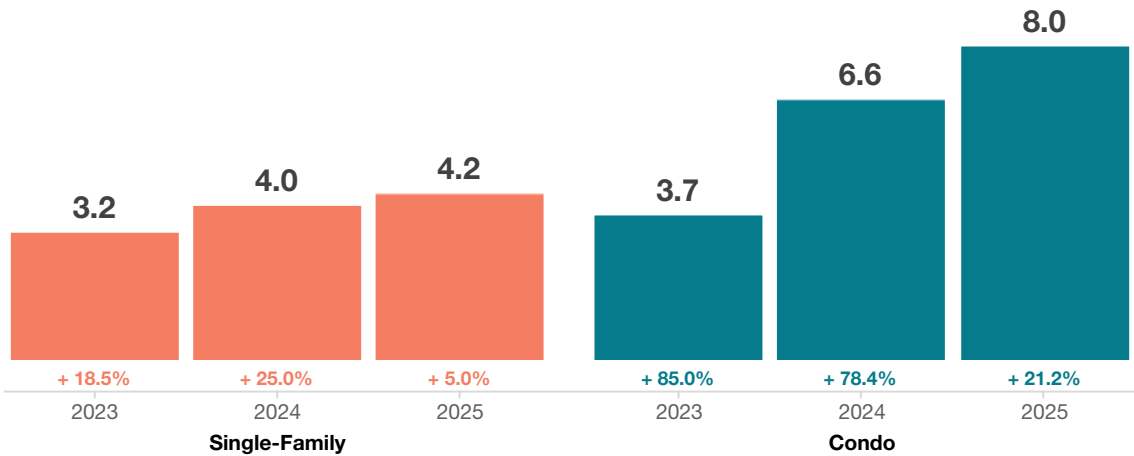


Months Supply of Inventory

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.



August



Months Supply	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Sep-2024	3.9	+ 18.2%	6.8	+ 78.9%
Oct-2024	3.9	+ 14.7%	6.8	+ 65.9%
Nov-2024	4.0	+ 14.3%	6.9	+ 64.3%
Dec-2024	3.8	+ 11.8%	6.5	+ 51.2%
Jan-2025	4.0	+ 14.3%	6.8	+ 41.7%
Feb-2025	4.1	+ 13.9%	7.2	+ 41.2%
Mar-2025	4.4	+ 25.7%	7.5	+ 33.9%
Apr-2025	4.5	+ 21.6%	8.2	+ 36.7%
May-2025	4.7	+ 23.7%	8.3	+ 36.1%
Jun-2025	4.7	+ 23.7%	8.2	+ 32.3%
Jul-2025	4.4	+ 12.8%	8.0	+ 25.0%
Aug-2025	4.2	+ 5.0%	8.0	+ 21.2%
12-Month Avg*	4.2	+ 17.0%	7.4	+ 40.9%

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

Historical Months Supply of Inventory by Month

