

Monthly Indicators

January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

Closed Sales decreased 7.9 percent for single-family homes but increased 6.8 percent for condos. Pending Sales decreased 2.6 percent for single-family homes and 4.8 percent for condos. Inventory increased 12.6 percent for single-family homes and 24.3 percent for condos.

The Median Sales Price was up 2.0 percent to \$369,831 for single-family homes but decreased 0.8 percent to \$248,000 for condos. Days on Market increased 4.7 percent for single-family homes and 28.7 percent for condos. Months Supply of Inventory increased 11.4 percent for single-family homes and 37.5 percent for condos.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

Quick Facts

- 3.3%	- 7.9%	+ 6.8%
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 metrics by report month and for year-to-date (YTD) starting from the first of the year. **Single-family homes only.**

Key Metrics	Historical Sparkbars	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		1,238	1,274	+ 2.9%	1,238	1,274	+ 2.9%
Pending Sales		876	853	- 2.6%	876	853	- 2.6%
Closed Sales		682	628	- 7.9%	682	628	- 7.9%
Days on Market		128	134	+ 4.7%	128	134	+ 4.7%
Median Sales Price		\$362,755	\$369,831	+ 2.0%	\$362,755	\$369,831	+ 2.0%
Avg. Sales Price		\$447,289	\$448,975	+ 0.4%	\$447,289	\$448,975	+ 0.4%
Pct. of List Price Received		97.6%	96.9%	- 0.7%	97.6%	96.9%	- 0.7%
Affordability Index		74	71	- 4.1%	74	71	- 4.1%
Homes for Sale		3,019	3,398	+ 12.6%	--	--	--
Months Supply		3.5	3.9	+ 11.4%	--	--	--

Condo Market Overview



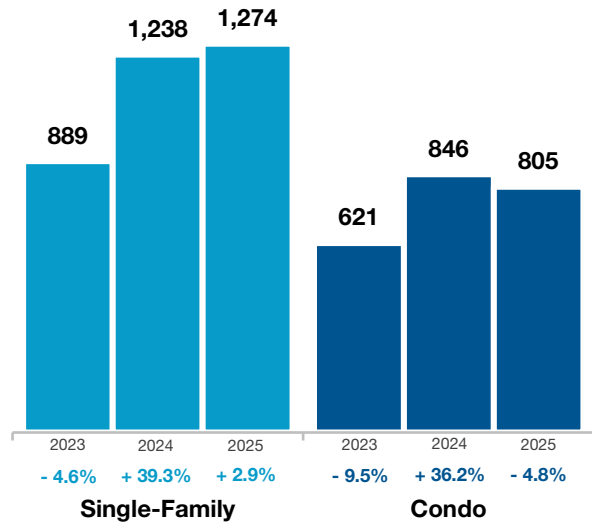
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. **Condo homes only.**

Key Metrics	Historical Sparkbars	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		846	805	- 4.8%	846	805	- 4.8%
Pending Sales		434	413	- 4.8%	434	413	- 4.8%
Closed Sales		307	328	+ 6.8%	307	328	+ 6.8%
Days on Market		108	139	+ 28.7%	108	139	+ 28.7%
Median Sales Price		\$250,000	\$248,000	- 0.8%	\$250,000	\$248,000	- 0.8%
Avg. Sales Price		\$295,917	\$282,344	- 4.6%	\$295,917	\$282,344	- 4.6%
Pct. of List Price Received		96.5%	96.1%	- 0.4%	96.5%	96.1%	- 0.4%
Affordability Index		108	106	- 1.9%	108	106	- 1.9%
Homes for Sale		2,243	2,787	+ 24.3%	--	--	--
Months Supply		4.8	6.6	+ 37.5%	--	--	--

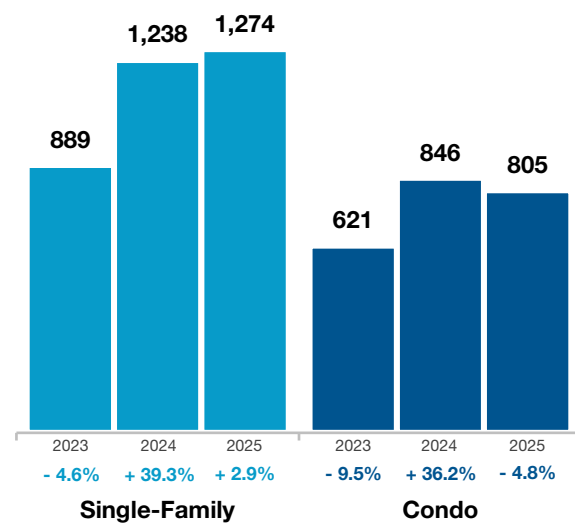
New Listings

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

January

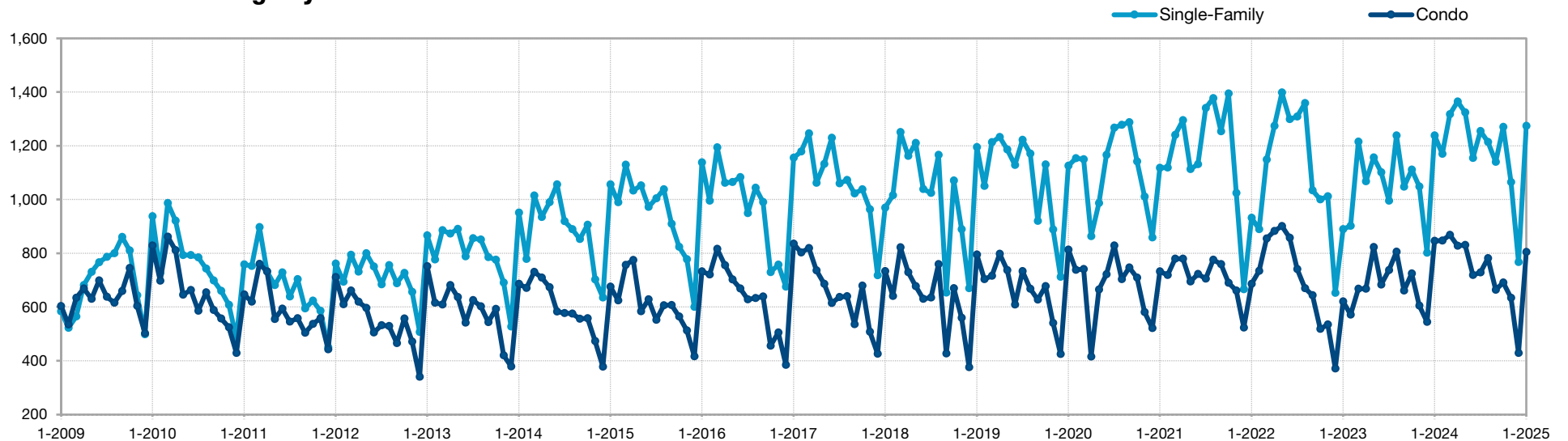


Year to Date



New Listings	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2024	1,170	+29.7%	847	+48.3%
Mar-2024	1,317	+8.4%	868	+29.9%
Apr-2024	1,364	+27.7%	828	+24.0%
May-2024	1,324	+14.5%	831	+1.0%
Jun-2024	1,154	+4.8%	719	+5.3%
Jul-2024	1,255	+26.1%	728	-1.2%
Aug-2024	1,214	-1.9%	781	-3.1%
Sep-2024	1,140	+8.9%	664	+0.5%
Oct-2024	1,270	+14.3%	691	-4.7%
Nov-2024	1,065	+1.6%	634	+4.8%
Dec-2024	767	-4.4%	429	-21.1%
Jan-2025	1,274	+2.9%	805	-4.8%
12-Month Avg	1,193	+10.8%	735	+5.9%

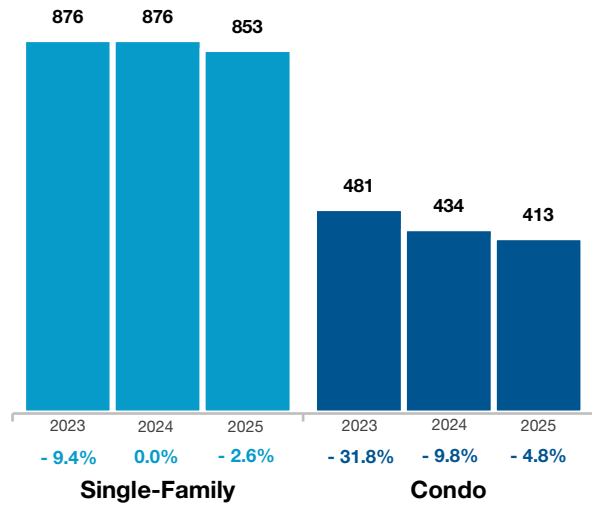
Historical New Listings by Month



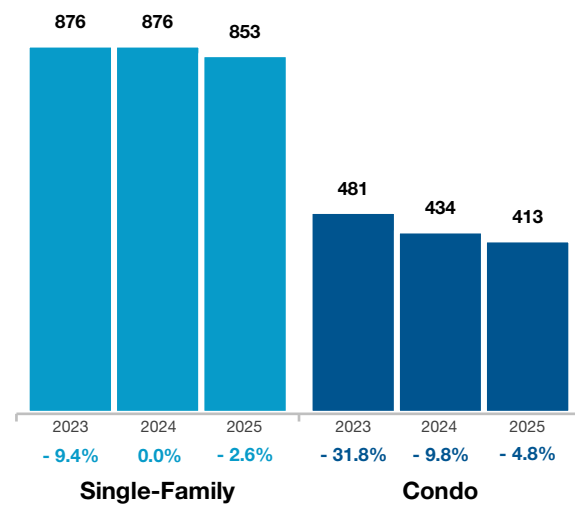
Pending Sales

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

January

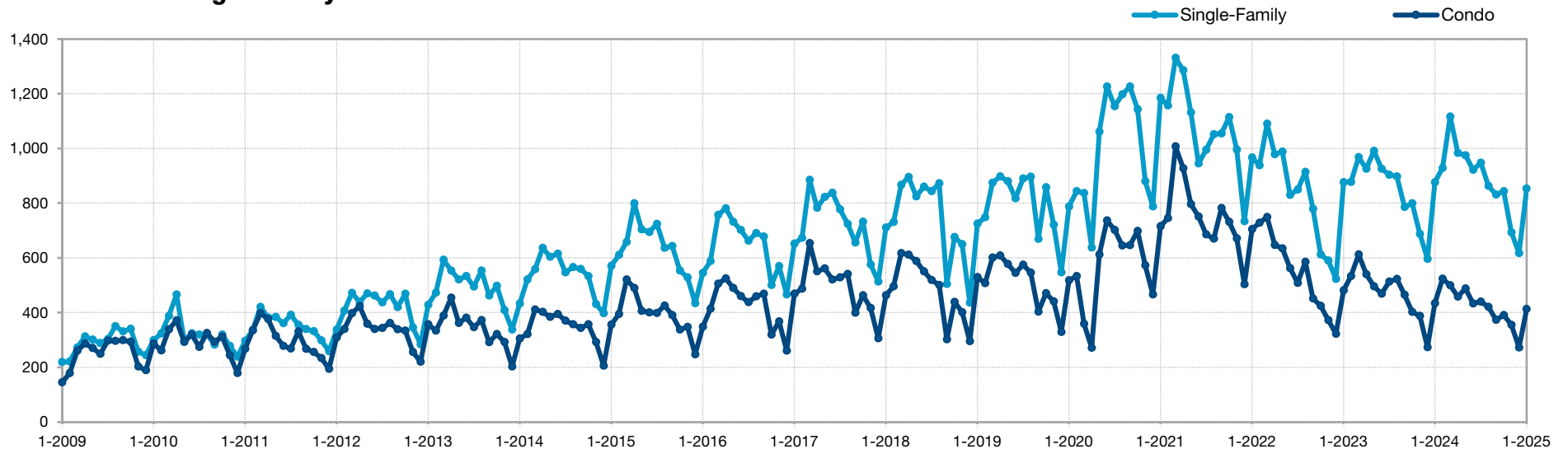


Year to Date



Pending Sales	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2024	928	+5.8%	524	-1.7%
Mar-2024	1,116	+15.3%	500	-18.3%
Apr-2024	983	+6.3%	458	-15.2%
May-2024	975	-1.6%	488	-1.6%
Jun-2024	922	-0.3%	433	-7.7%
Jul-2024	948	+5.0%	440	-14.2%
Aug-2024	863	-3.9%	421	-19.5%
Sep-2024	831	+5.7%	373	-19.8%
Oct-2024	844	+5.6%	391	-2.7%
Nov-2024	693	+0.9%	355	-8.5%
Dec-2024	617	+3.5%	272	-0.4%
Jan-2025	853	-2.6%	413	-4.8%
12-Month Avg*	881	+3.3%	422	-10.3%

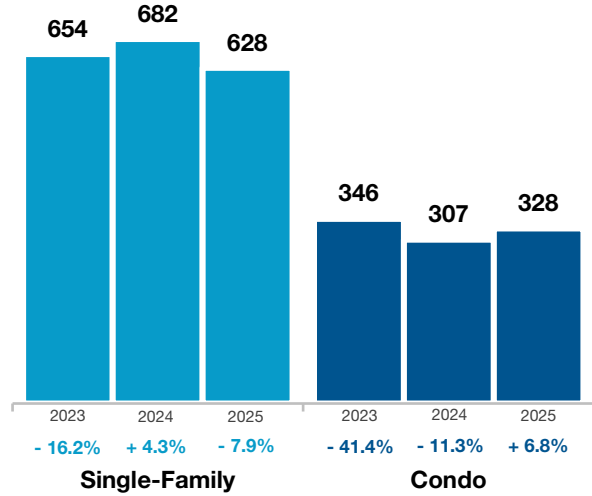
Historical Pending Sales by Month



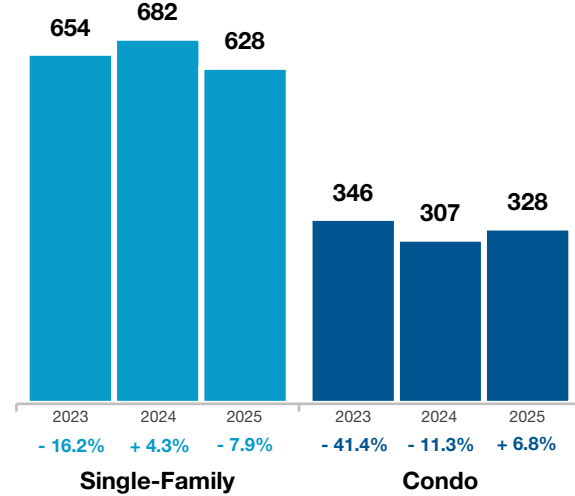
Closed Sales

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

January

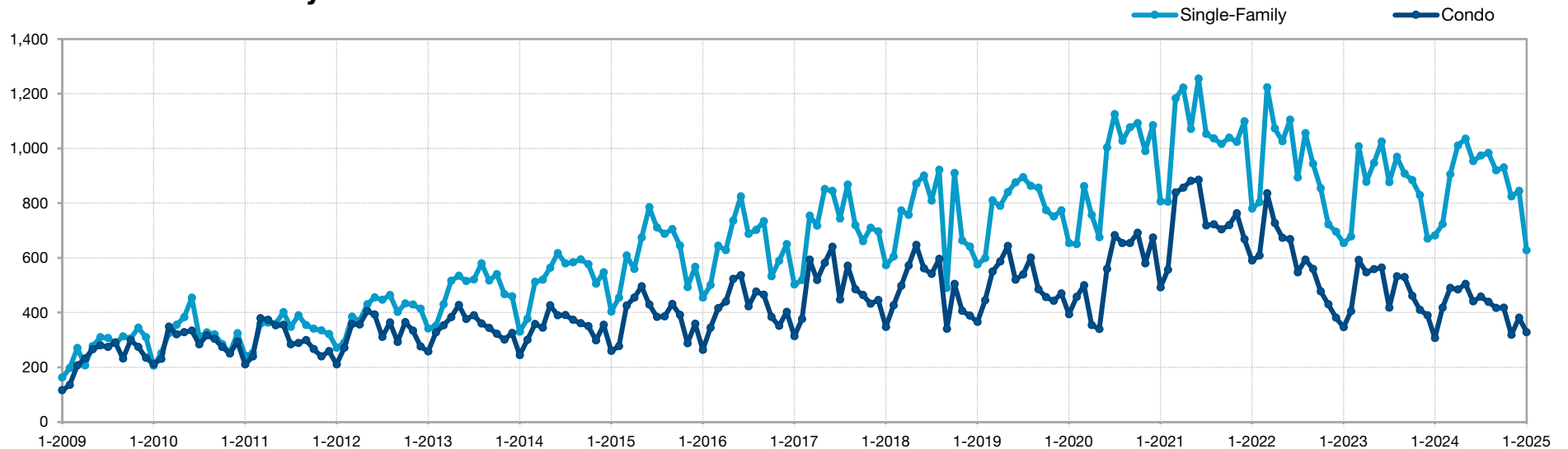


Year to Date



Closed Sales	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2024	723	+6.6%	418	+3.2%
Mar-2024	905	-10.1%	490	-17.2%
Apr-2024	1,010	+15.2%	484	-11.5%
May-2024	1,035	+9.3%	504	-9.7%
Jun-2024	953	-7.0%	441	-21.8%
Jul-2024	974	+11.2%	458	+9.6%
Aug-2024	983	+1.4%	439	-17.5%
Sep-2024	920	+1.3%	417	-21.2%
Oct-2024	930	+5.2%	418	-9.3%
Nov-2024	824	-0.6%	318	-22.4%
Dec-2024	845	+26.1%	381	-2.3%
Jan-2025	628	-7.9%	328	+6.8%
12-Month Avg*	894	+3.7%	425	-10.8%

Historical Closed Sales by Month

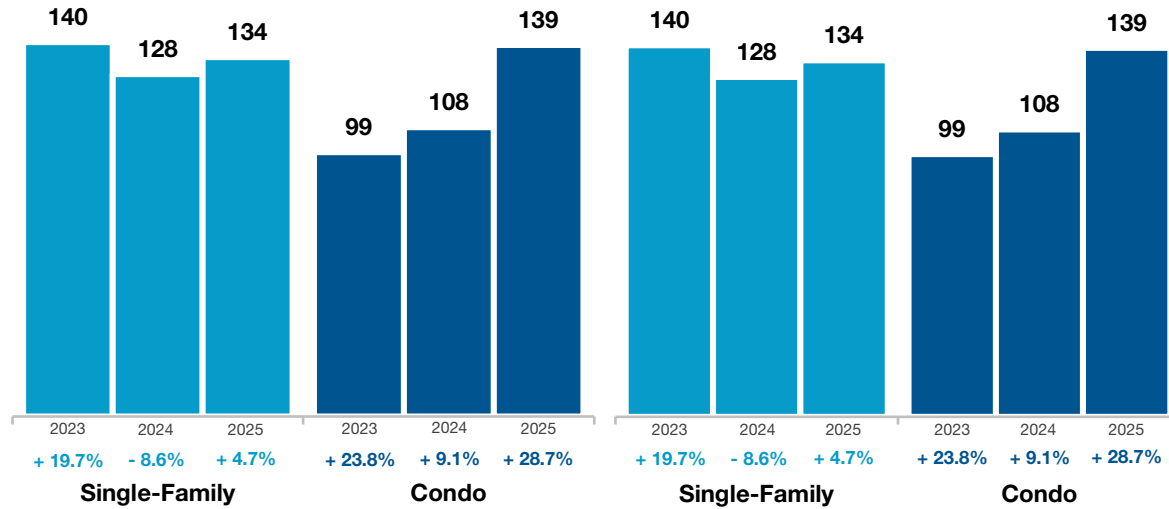


Days on Market Until Sale

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

January

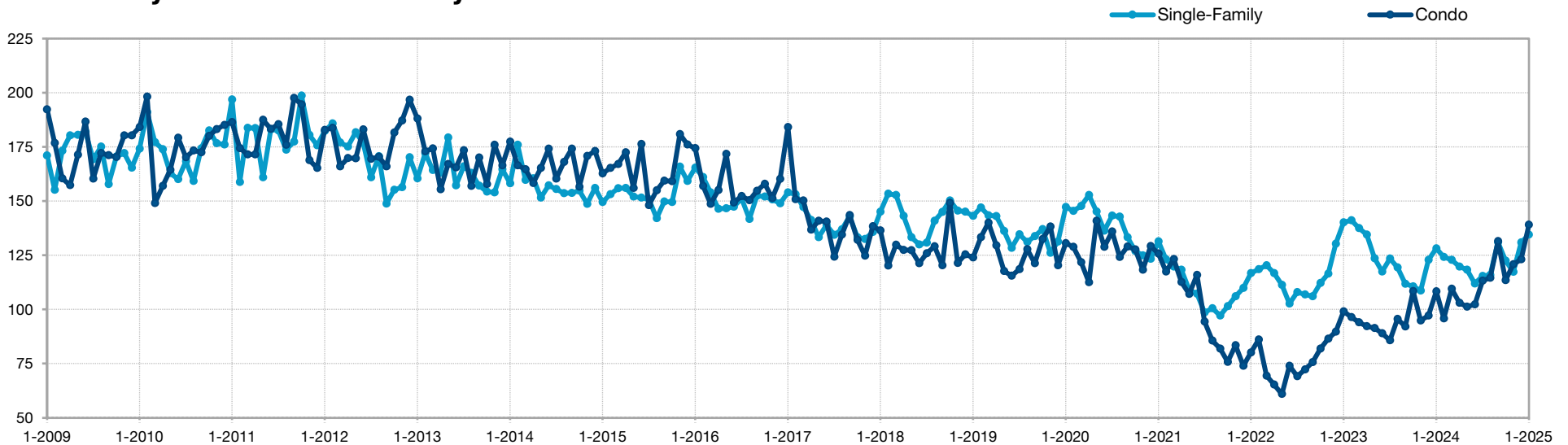
Year to Date



Days on Market	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2024	124	-12.1%	96	0.0%
Mar-2024	123	-10.2%	110	+17.0%
Apr-2024	120	-10.4%	103	+12.0%
May-2024	118	-4.8%	101	+11.0%
Jun-2024	112	-4.3%	102	+14.6%
Jul-2024	115	-6.5%	113	+31.4%
Aug-2024	116	-2.5%	114	+18.8%
Sep-2024	131	+17.0%	131	+42.4%
Oct-2024	122	+9.9%	113	+4.6%
Nov-2024	117	+7.3%	121	+27.4%
Dec-2024	131	+6.5%	123	+26.8%
Jan-2025	134	+4.7%	139	+28.7%
12-Month Avg*	121	-1.1%	113	+19.0%

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

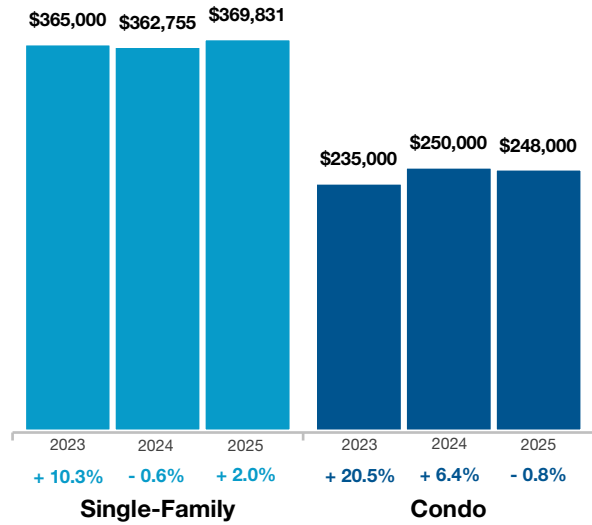
Historical Days on Market Until Sale by Month



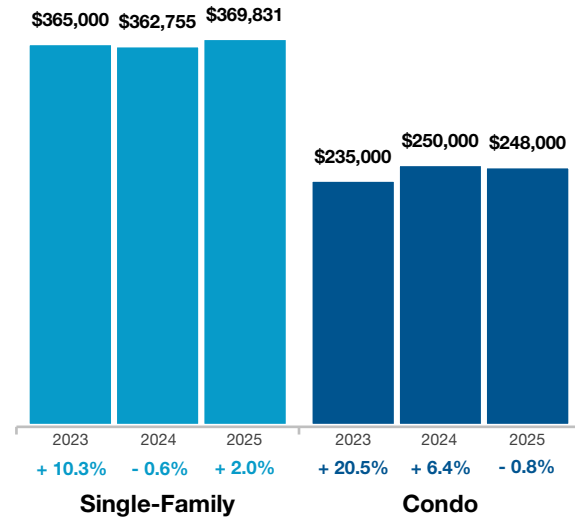
Median Sales Price

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

January



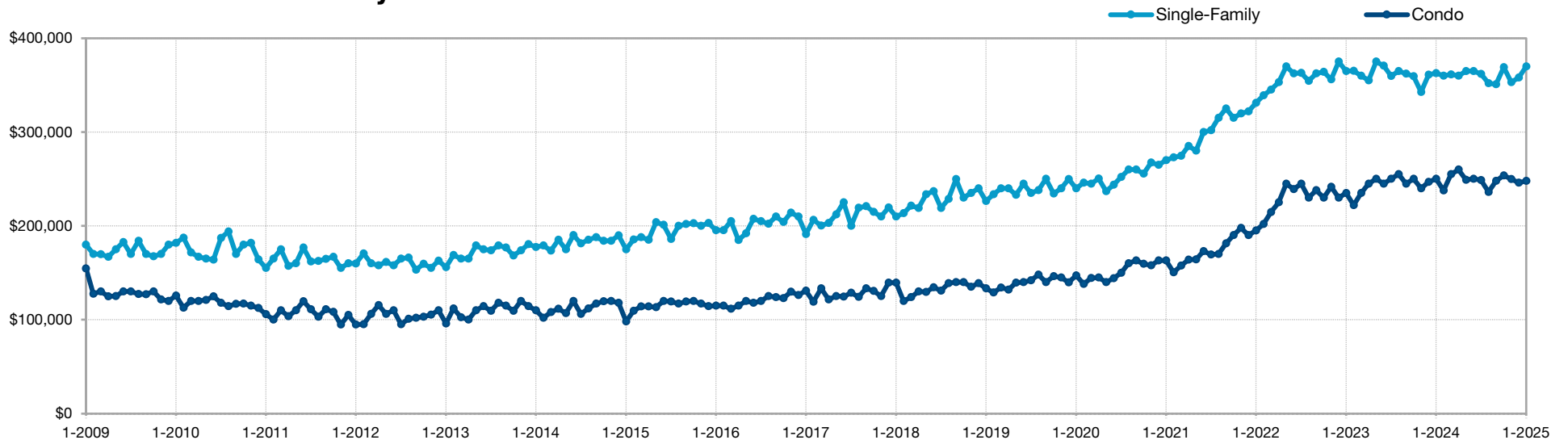
Year to Date



Median Sales Price	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2024	\$360,000	-1.5%	\$237,750	+7.1%
Mar-2024	\$361,450	+0.4%	\$254,993	+8.5%
Apr-2024	\$360,000	+1.4%	\$260,000	+6.1%
May-2024	\$365,000	-2.7%	\$249,000	-0.4%
Jun-2024	\$365,000	-1.5%	\$250,000	+2.0%
Jul-2024	\$362,000	+0.6%	\$248,750	-0.5%
Aug-2024	\$352,000	-3.6%	\$236,000	-7.5%
Sep-2024	\$350,928	-3.1%	\$248,000	+1.2%
Oct-2024	\$369,000	+2.7%	\$253,745	+1.5%
Nov-2024	\$353,196	+3.1%	\$249,900	+4.1%
Dec-2024	\$357,965	-0.9%	\$245,985	-0.4%
Jan-2025	\$369,831	+2.0%	\$248,000	-0.8%
12-Month Avg*	\$360,000	-0.3%	\$247,600	+1.1%

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

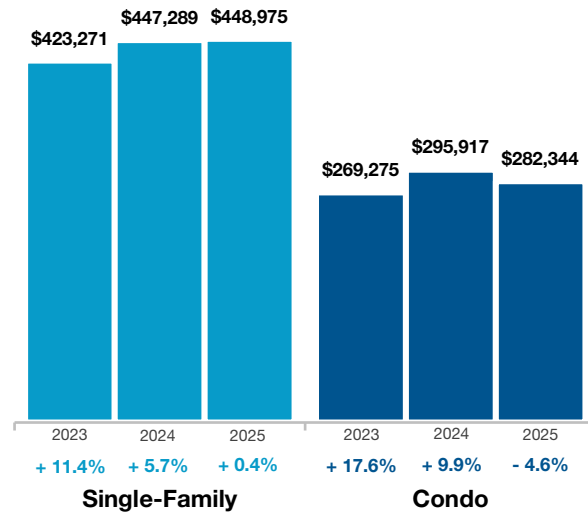
Historical Median Sales Price by Month



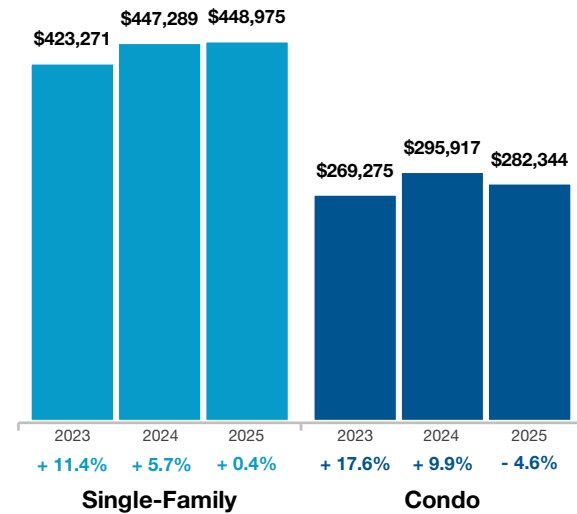
Average Sales Price

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

January



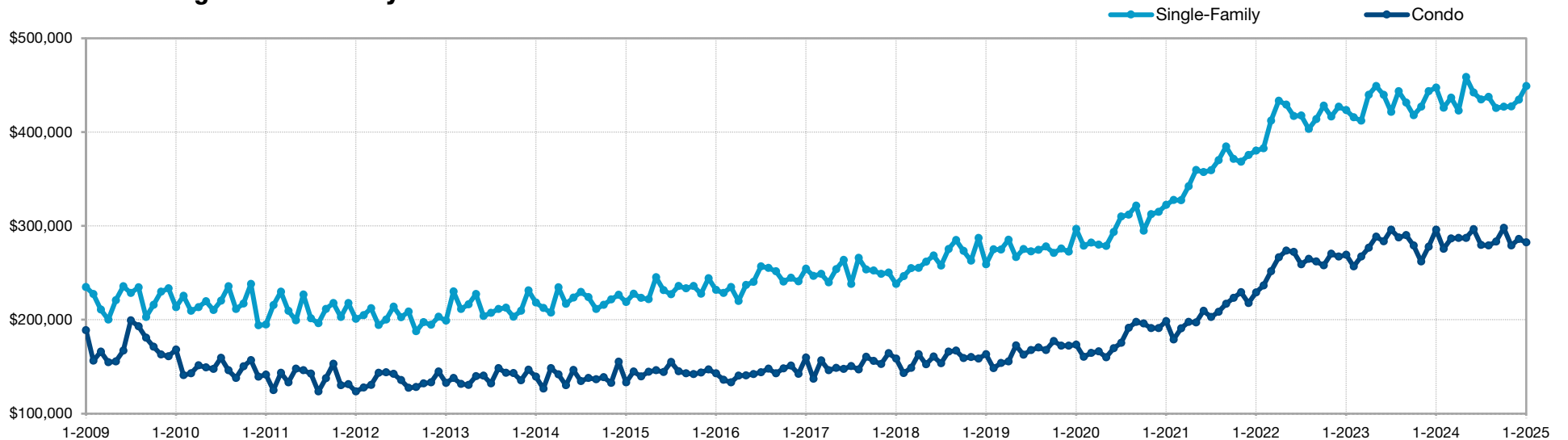
Year to Date



Avg. Sales Price	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2024	\$425,696	+2.4%	\$275,603	+7.3%
Mar-2024	\$436,425	+5.9%	\$286,492	+7.2%
Apr-2024	\$422,820	-3.8%	\$287,054	+3.8%
May-2024	\$458,711	+2.1%	\$287,190	-0.4%
Jun-2024	\$442,073	+0.6%	\$296,501	+4.6%
Jul-2024	\$434,729	+3.2%	\$279,581	-5.5%
Aug-2024	\$437,393	-1.4%	\$279,076	-2.9%
Sep-2024	\$425,659	-1.3%	\$283,301	-2.4%
Oct-2024	\$427,037	+2.2%	\$297,866	+6.8%
Nov-2024	\$427,144	+0.0%	\$279,162	+6.5%
Dec-2024	\$434,472	-2.0%	\$285,875	+3.0%
Jan-2025	\$448,975	+0.4%	\$282,344	-4.6%
12-Month Avg	\$435,139	+0.7%	\$285,229	+1.9%

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

Historical Average Sales Price by Month

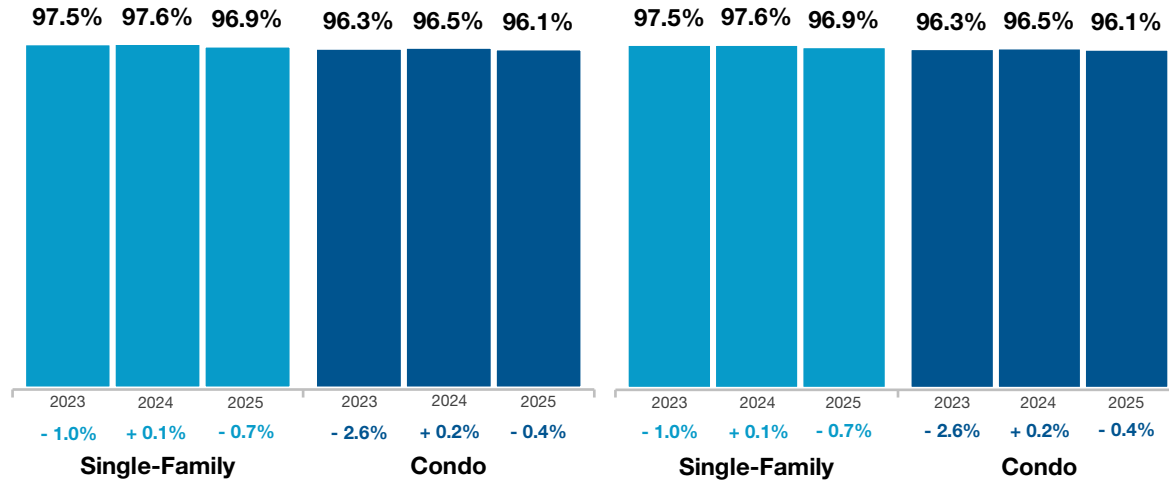


Percent of List Price Received

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.

January

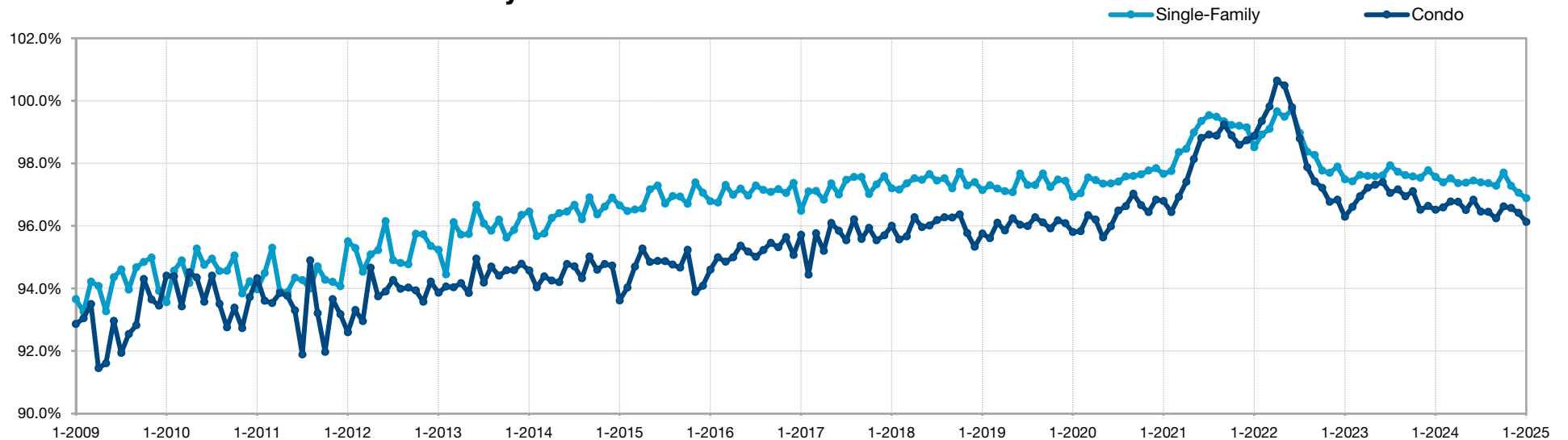
Year to Date



Pct. of List Price Received	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2024	97.4%	0.0%	96.6%	0.0%
Mar-2024	97.5%	-0.1%	96.8%	-0.1%
Apr-2024	97.4%	-0.2%	96.8%	-0.4%
May-2024	97.4%	-0.2%	96.5%	-0.8%
Jun-2024	97.4%	-0.2%	96.8%	-0.6%
Jul-2024	97.4%	-0.5%	96.5%	-0.5%
Aug-2024	97.4%	-0.3%	96.4%	-0.8%
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%
12-Month Avg	97.4%	-0.3%	96.5%	-0.5%

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

Historical Percent of List Price Received by Month

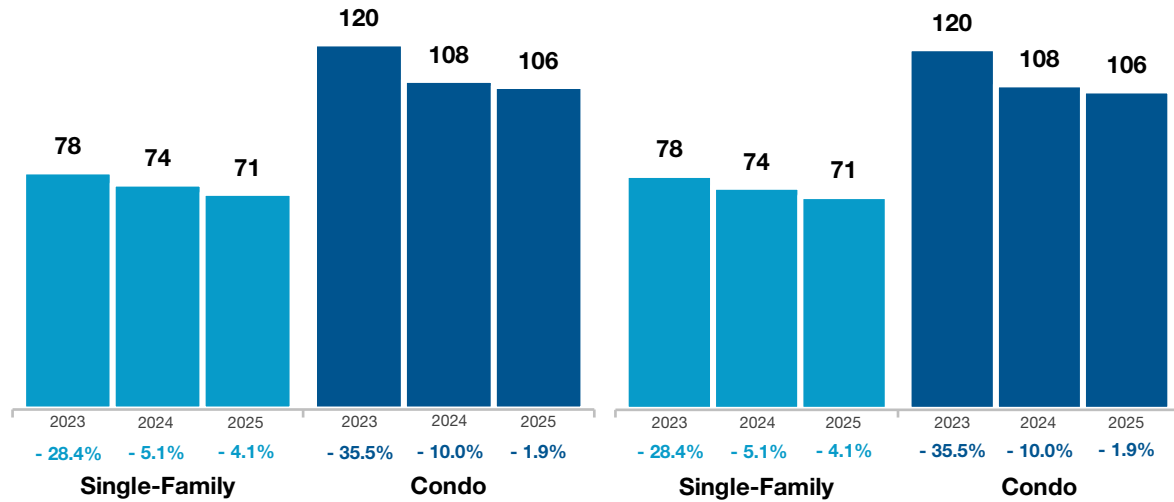


Housing Affordability Index

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.

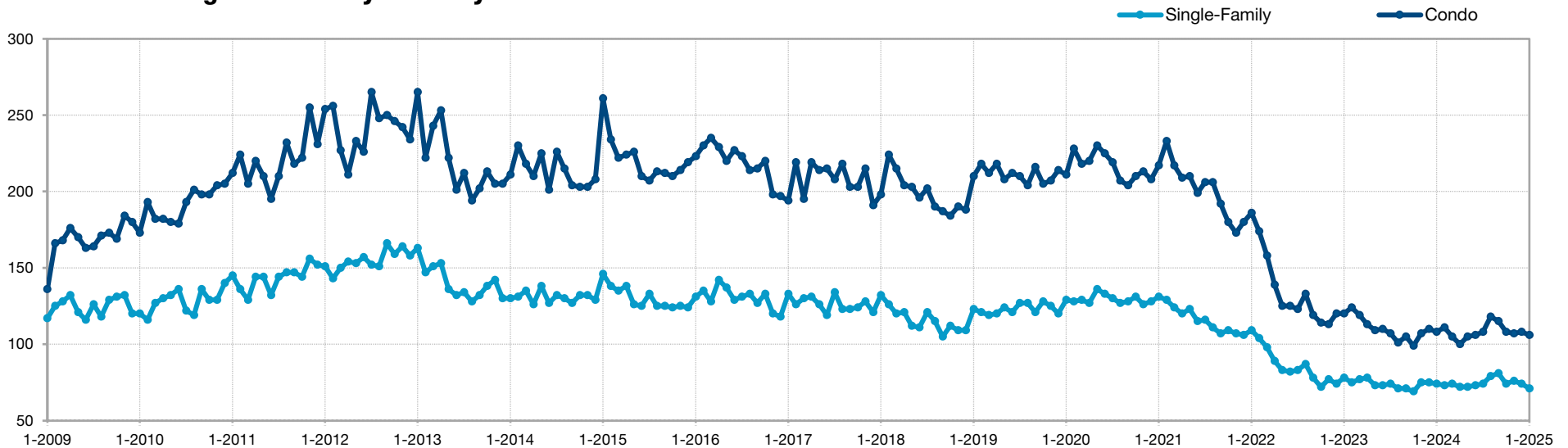
January

Year to Date



Affordability Index	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2024	73	-2.7%	111	-10.5%
Mar-2024	74	-3.9%	105	-11.8%
Apr-2024	72	-7.7%	100	-11.5%
May-2024	72	-1.4%	105	-3.7%
Jun-2024	73	0.0%	106	-3.6%
Jul-2024	74	0.0%	108	+0.9%
Aug-2024	79	+11.3%	118	+16.8%
Sep-2024	81	+14.1%	115	+9.5%
Oct-2024	74	+7.2%	108	+9.1%
Nov-2024	76	+1.3%	107	0.0%
Dec-2024	74	-1.3%	108	-1.8%
Jan-2025	71	-4.1%	106	-1.9%
12-Month Avg	74	+1.1%	108	-0.7%

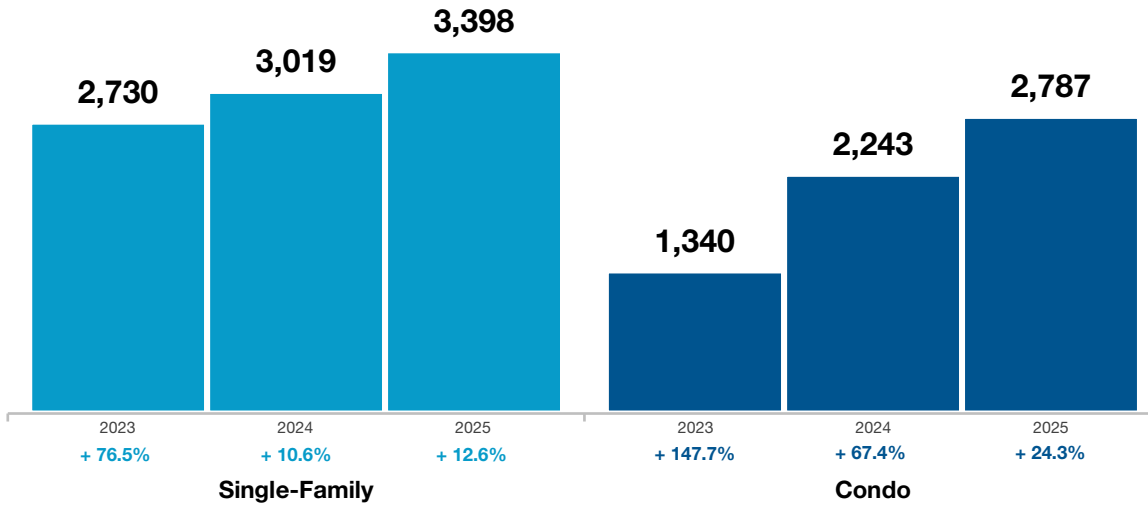
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

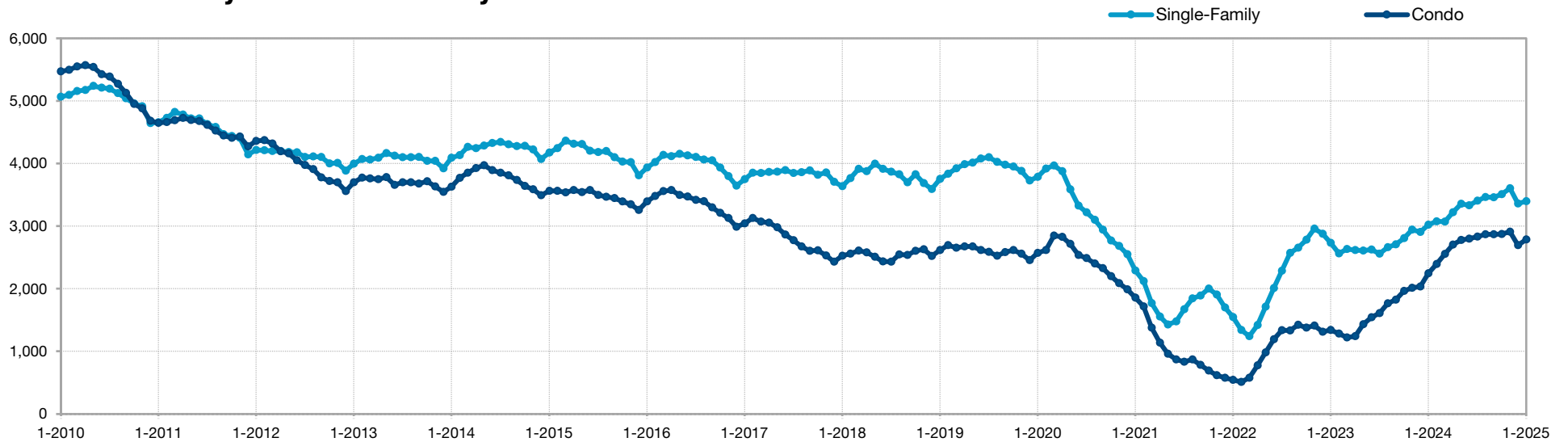
The number of properties available for sale in active status at the end of a given month.

January



Homes for Sale	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2024	3,075	+20.1%	2,391	+86.4%
Mar-2024	3,070	+16.7%	2,554	+109.3%
Apr-2024	3,218	+23.1%	2,702	+117.7%
May-2024	3,354	+28.6%	2,777	+94.2%
Jun-2024	3,331	+27.0%	2,798	+81.5%
Jul-2024	3,406	+33.2%	2,830	+75.8%
Aug-2024	3,462	+30.1%	2,866	+62.5%
Sep-2024	3,458	+27.7%	2,869	+57.3%
Oct-2024	3,509	+25.0%	2,872	+46.2%
Nov-2024	3,601	+22.4%	2,910	+44.5%
Dec-2024	3,361	+15.7%	2,693	+32.4%
Jan-2025	3,398	+12.6%	2,787	+24.3%
12-Month Avg*	3,354	+23.3%	2,754	+63.9%

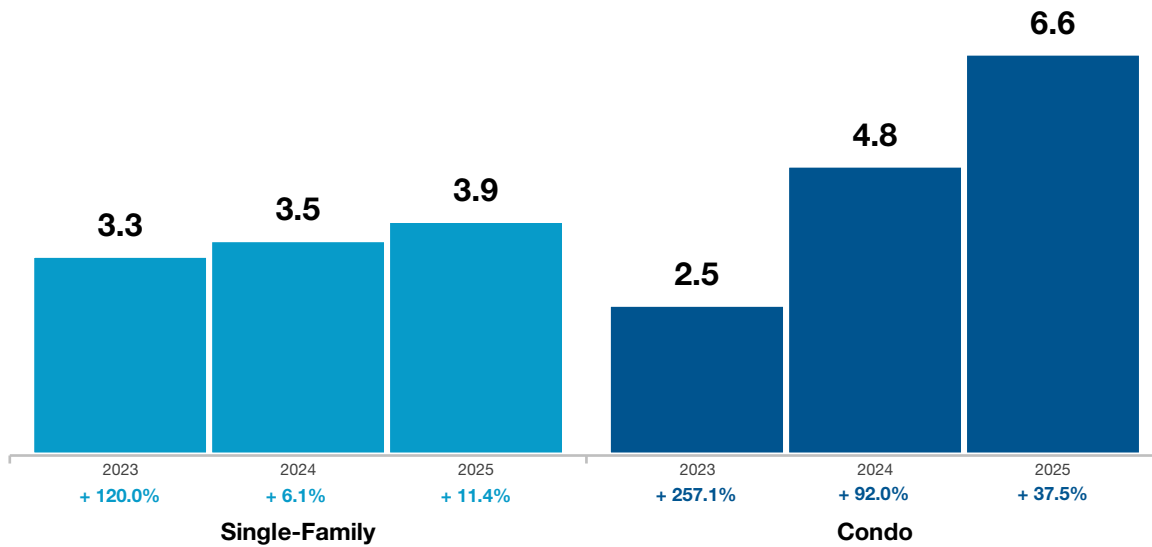
Historical Inventory of Homes for Sale by Month



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.

January



Months Supply	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Feb-2024	3.6	+16.1%	5.1	+104.0%
Mar-2024	3.5	+9.4%	5.5	+129.2%
Apr-2024	3.7	+15.6%	6.0	+140.0%
May-2024	3.8	+18.8%	6.1	+110.3%
Jun-2024	3.8	+18.8%	6.2	+93.8%
Jul-2024	3.9	+25.8%	6.4	+93.9%
Aug-2024	4.0	+25.0%	6.6	+78.4%
Sep-2024	3.9	+18.2%	6.7	+76.3%
Oct-2024	4.0	+21.2%	6.7	+63.4%
Nov-2024	4.1	+17.1%	6.9	+64.3%
Dec-2024	3.8	+11.8%	6.4	+48.8%
Jan-2025	3.9	+11.4%	6.6	+37.5%
12-Month Avg*	3.8	+16.8%	6.3	+80.5%

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

Historical Months Supply of Inventory by Month

