

Monthly Indicators



May 2025

U.S. existing-home sales dipped 0.5% month-over-month and 2.0% year-over-year to a seasonally adjusted annual rate of 4.00 million units, according to the National Association of REALTORS® (NAR). Sales increased in the Midwest, decreased in the West and Northeast, and were unchanged in the South. Year-over-year, sales were down in every region except the Northeast.

New Listings increased 9.2 percent for Single-Family homes but decreased 8.1 percent for Condo homes. Pending Sales increased 9.2 percent for Single-Family homes but decreased 5.3 percent for Condo homes. Inventory increased 18.5 percent for Single-Family homes and 17.4 percent for Condo homes.

Median Sales Price remained flat at \$364,900 for Single-Family homes but decreased 3.6 percent to \$240,000 for Condo properties. Days on Market increased 3.4 percent for Single-Family homes and 14.9 percent for Condo homes. Months Supply of Inventory increased 18.4 percent for Single-Family homes and 34.4 percent for Condo homes.

There were 1.45 million units actively for sale heading into May, a 9.0% increase from the previous month and a 20.8% improvement from the same time last year, for a 4.4-month supply at the current sales pace, according to NAR. The median existing-home price edged up 1.8% year-over-year to \$414,000 as of last measure, the 22nd consecutive month of annual price increases and a new record high for the month.

Quick Facts

- 9.7%	- 5.8%	- 18.3%
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	5-2024	5-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		1,324	1,446	+ 9.2%	6,416	6,976	+ 8.7%
Pending Sales		988	1,079	+ 9.2%	4,903	4,751	- 3.1%
Closed Sales		1,035	975	- 5.8%	4,355	4,168	- 4.3%
Days on Market Until Sale		118	122	+ 3.4%	122	126	+ 3.3%
Median Sales Price		\$365,000	\$364,900	- 0.0%	\$361,000	\$360,000	- 0.3%
Average Sales Price		\$458,711	\$447,981	- 2.3%	\$438,484	\$440,839	+ 0.5%
Percent of List Price Received		97.4%	97.5%	+ 0.1%	97.4%	97.3%	- 0.1%
Housing Affordability Index		72	73	+ 1.4%	73	74	+ 1.4%
Inventory of Homes for Sale		3,352	3,971	+ 18.5%	—	—	—
Months Supply of Inventory		3.8	4.5	+ 18.4%	—	—	—

Condo Market Overview

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



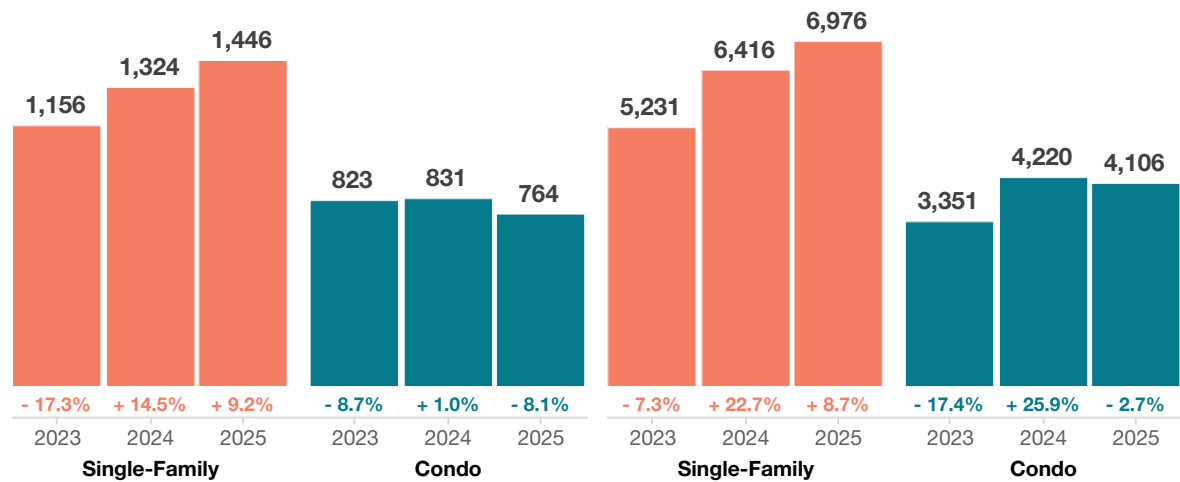
Key Metrics	Historical Sparkbars	5-2024	5-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		831	764	- 8.1%	4,220	4,106	- 2.7%
Pending Sales		488	462	- 5.3%	2,404	2,131	- 11.4%
Closed Sales		504	412	- 18.3%	2,203	1,958	- 11.1%
Days on Market Until Sale		101	116	+ 14.9%	103	127	+ 23.3%
Median Sales Price		\$249,000	\$240,000	- 3.6%	\$250,000	\$240,000	- 4.0%
Average Sales Price		\$287,190	\$286,242	- 0.3%	\$286,022	\$274,619	- 4.0%
Percent of List Price Received		96.5%	96.2%	- 0.3%	96.6%	95.9%	- 0.7%
Housing Affordability Index		105	111	+ 5.7%	105	111	+ 5.7%
Inventory of Homes for Sale		2,780	3,265	+ 17.4%	—	—	—
Months Supply of Inventory		6.1	8.2	+ 34.4%	—	—	—

New Listings

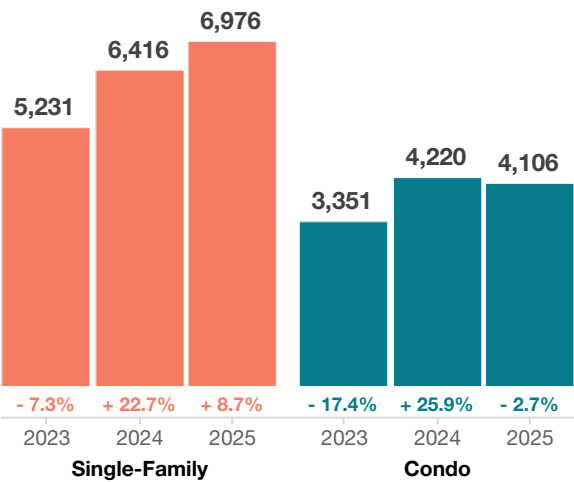
A count of the properties that have been newly listed on the market in a given month.



May

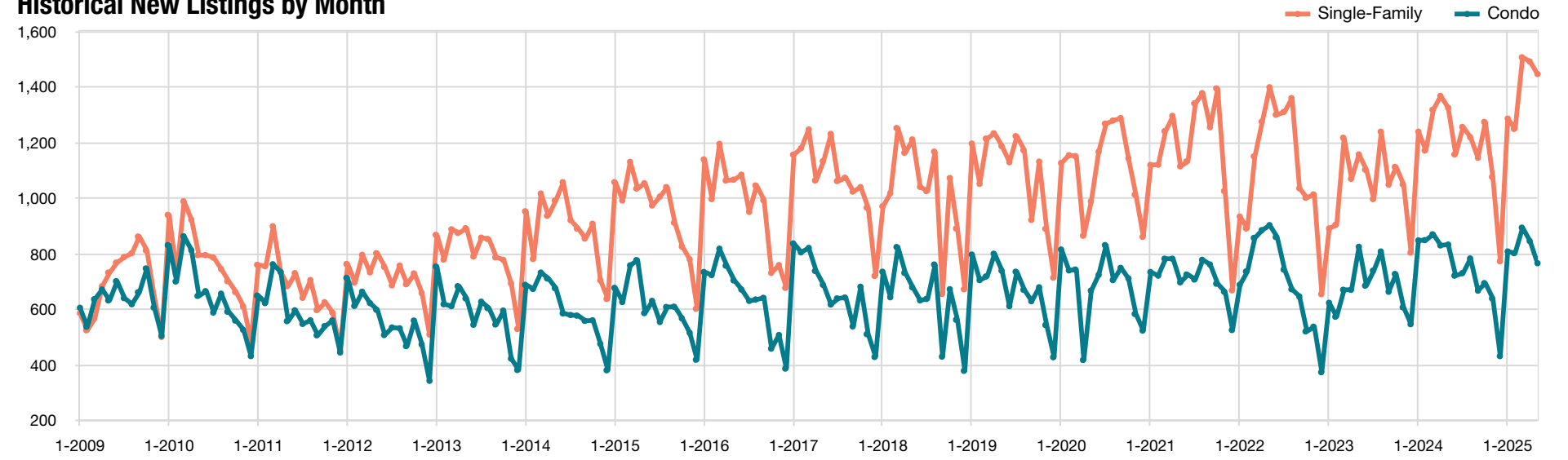


Year to Date



New Listings	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2024	1,156	+ 5.0%	719	+ 5.3%
Jul-2024	1,255	+ 26.1%	728	- 1.2%
Aug-2024	1,218	- 1.6%	781	- 3.1%
Sep-2024	1,144	+ 9.3%	665	+ 0.6%
Oct-2024	1,273	+ 14.6%	692	- 4.6%
Nov-2024	1,075	+ 2.6%	637	+ 5.3%
Dec-2024	771	- 3.9%	429	- 21.1%
Jan-2025	1,285	+ 3.8%	806	- 4.7%
Feb-2025	1,248	+ 6.7%	800	- 5.5%
Mar-2025	1,506	+ 14.4%	892	+ 2.8%
Apr-2025	1,491	+ 9.1%	844	+ 1.9%
May-2025	1,446	+ 9.2%	764	- 8.1%
12-Month Avg	1,239	+ 8.0%	730	- 2.4%

Historical New Listings by Month

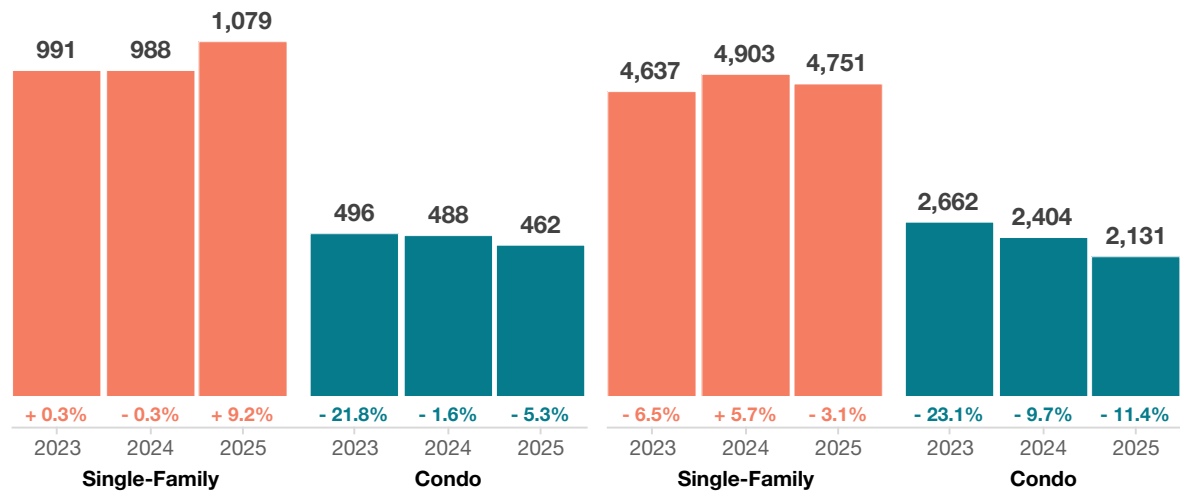


Pending Sales

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

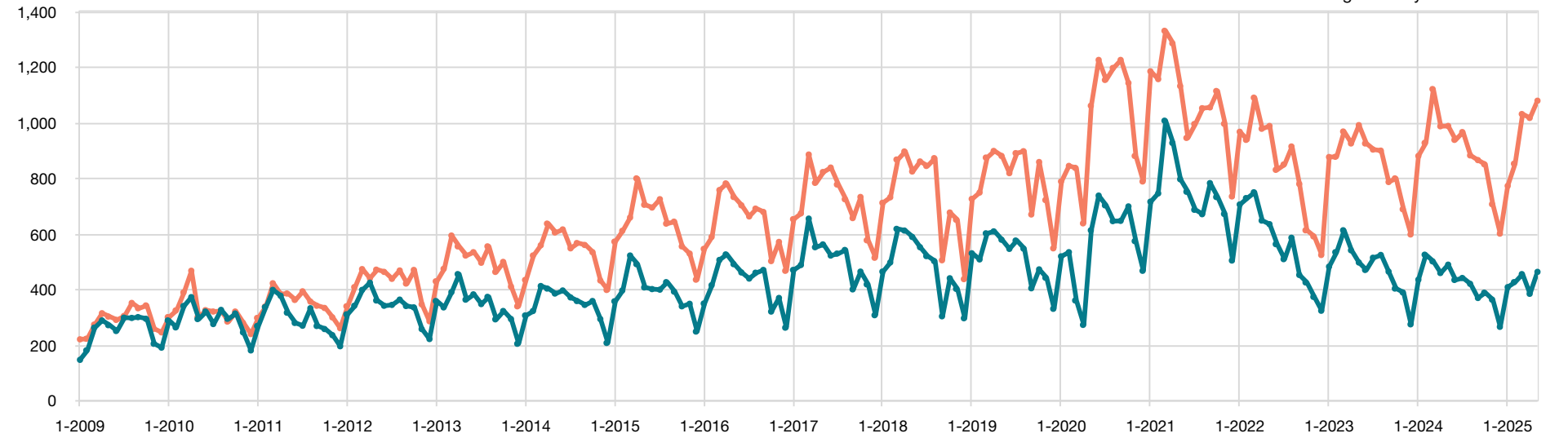


May



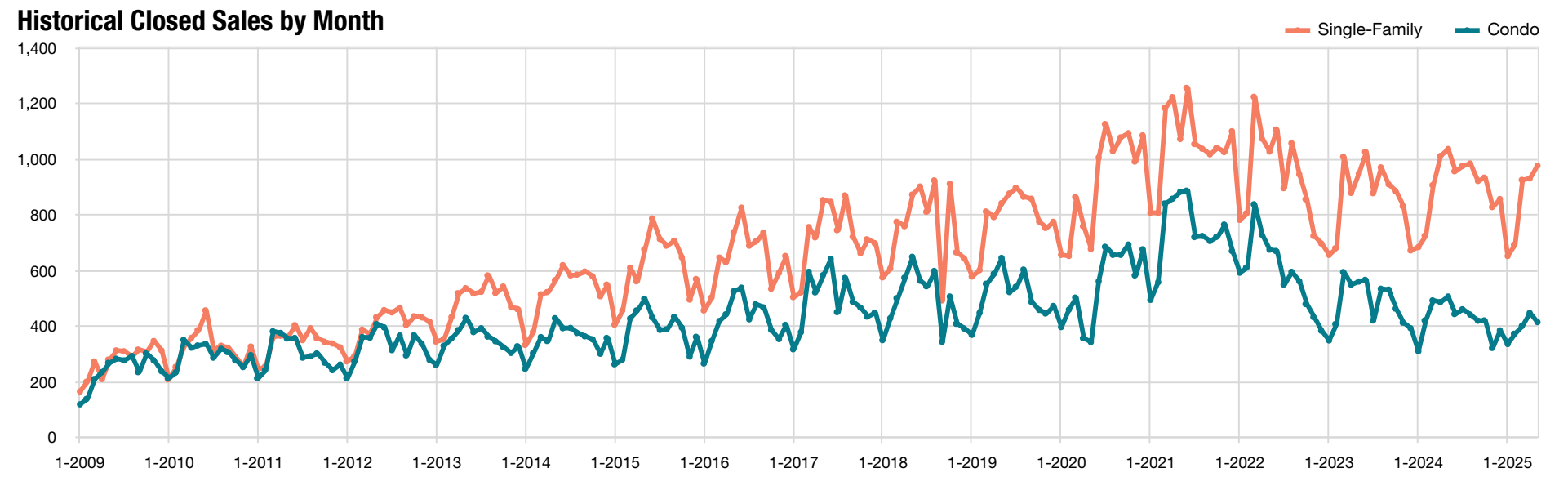
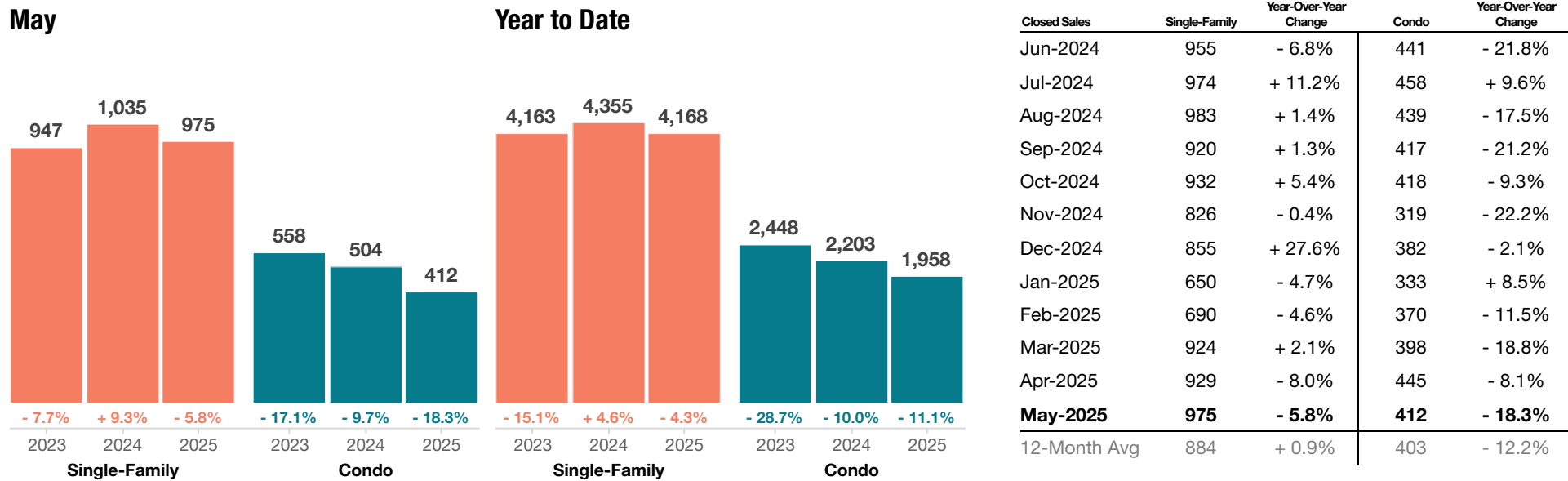
Pending Sales	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2024	938	+ 1.4%	433	- 7.7%
Jul-2024	966	+ 7.0%	440	- 14.2%
Aug-2024	882	- 1.9%	419	- 19.9%
Sep-2024	865	+ 10.1%	368	- 20.5%
Oct-2024	850	+ 6.4%	387	- 3.7%
Nov-2024	706	+ 2.6%	362	- 6.7%
Dec-2024	600	+ 0.5%	264	- 3.3%
Jan-2025	772	- 12.3%	407	- 6.2%
Feb-2025	852	- 8.1%	425	- 18.9%
Mar-2025	1,031	- 8.0%	454	- 9.2%
Apr-2025	1,017	+ 3.0%	383	- 16.4%
May-2025	1,079	+ 9.2%	462	- 5.3%
12-Month Avg	880	+ 0.6%	400	- 11.7%

Historical Pending Sales by Month



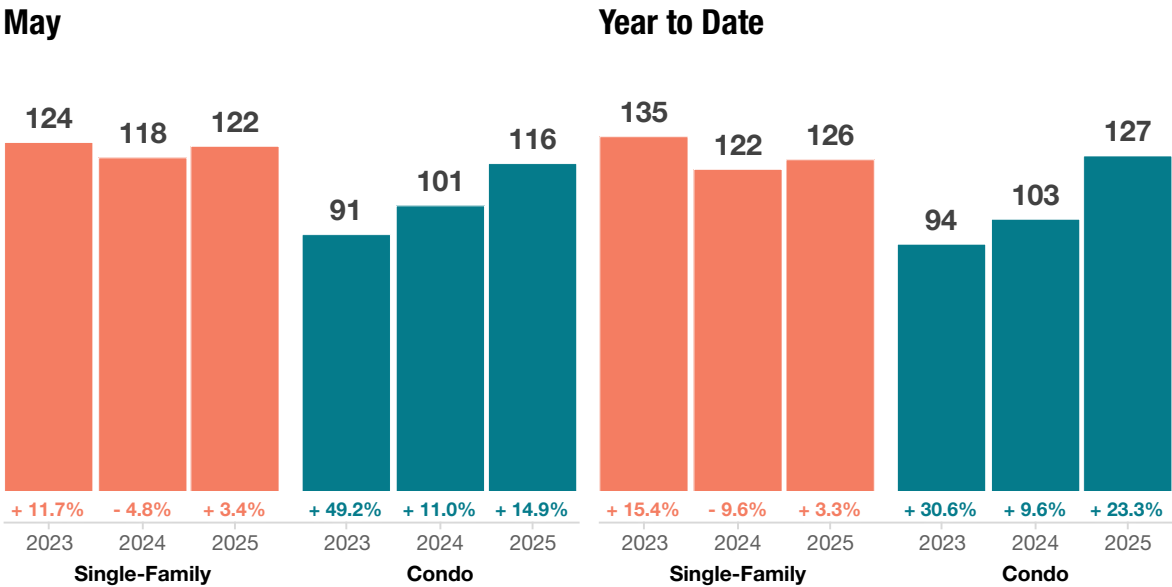
Closed Sales

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



Days on Market Until Sale

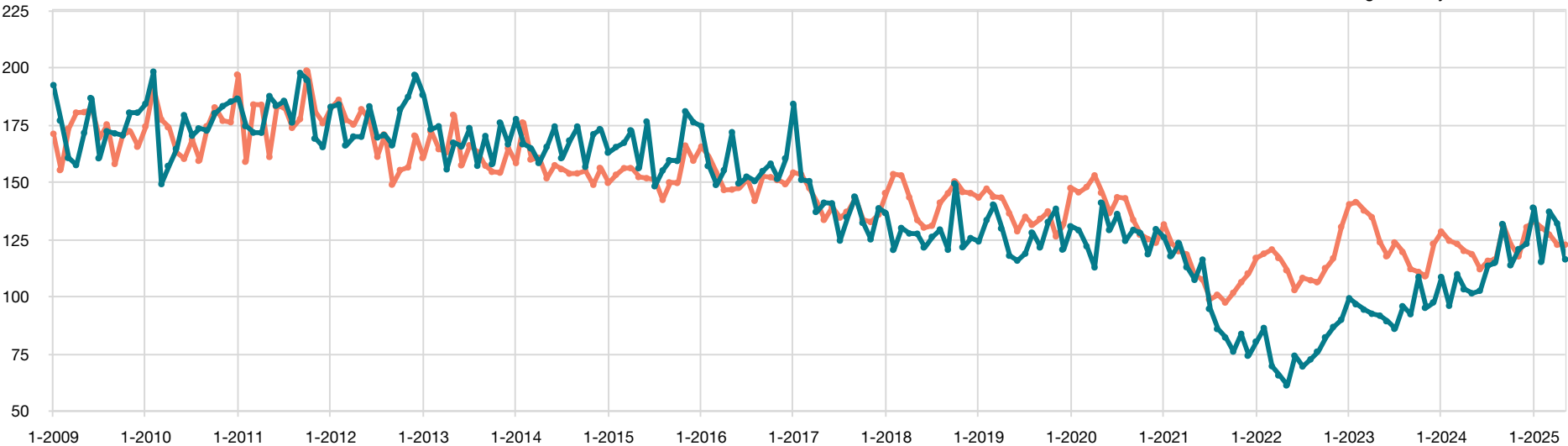
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	130	+ 5.7%	123	+ 26.8%
Jan-2025	133	+ 3.9%	139	+ 28.7%
Feb-2025	130	+ 4.8%	115	+ 19.8%
Mar-2025	127	+ 3.3%	137	+ 24.5%
Apr-2025	122	+ 1.7%	132	+ 28.2%
May-2025	122	+ 3.4%	116	+ 14.9%
12-Month Avg*	123	+ 3.4%	121	+ 23.3%

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

Historical Days on Market Until Sale by Month

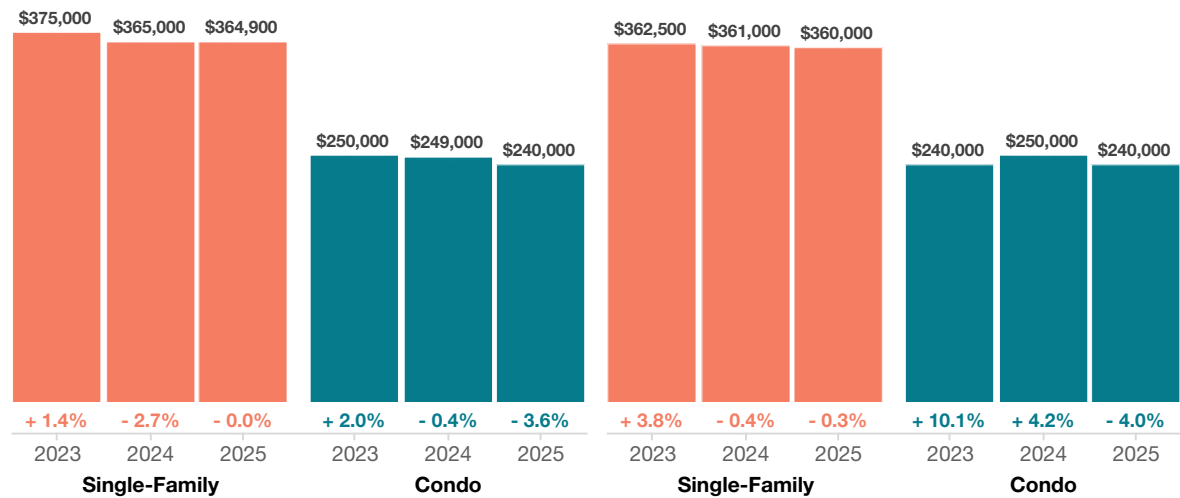


Median Sales Price

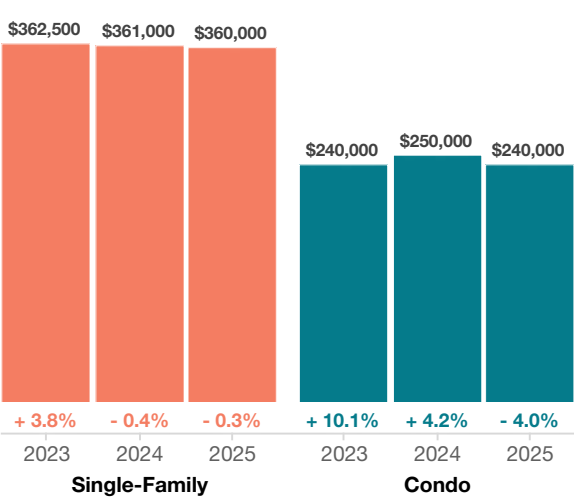
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



May



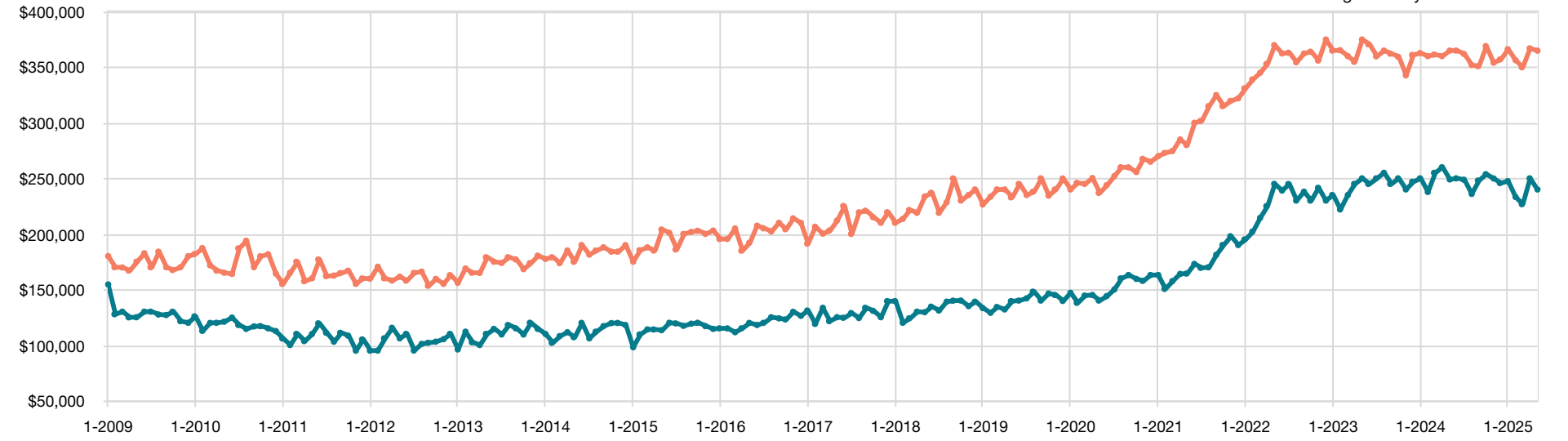
Year to Date



Median Sales Price	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	\$354,096	+ 3.3%	\$249,900	+ 4.1%
Dec-2024	\$357,000	- 1.1%	\$245,743	- 0.5%
Jan-2025	\$366,238	+ 1.0%	\$247,500	- 1.0%
Feb-2025	\$356,350	- 1.0%	\$233,250	- 1.9%
Mar-2025	\$350,000	- 3.2%	\$226,750	- 11.1%
Apr-2025	\$367,000	+ 1.9%	\$250,000	- 3.8%
May-2025	\$364,900	- 0.0%	\$240,000	- 3.6%
12-Month Avg*	\$360,000	- 0.3%	\$244,995	- 2.0%

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

Historical Median Sales Price by Month

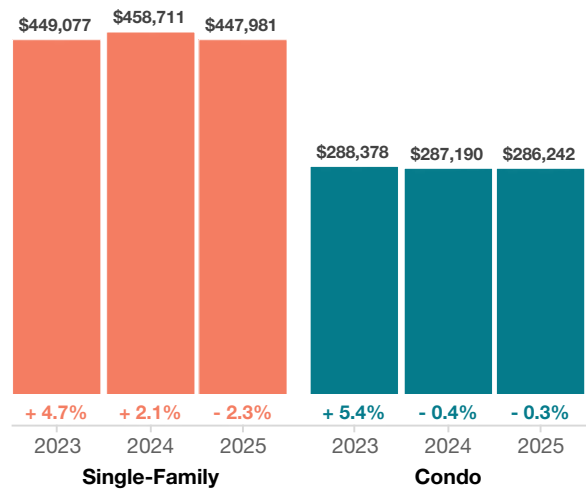


Average Sales Price

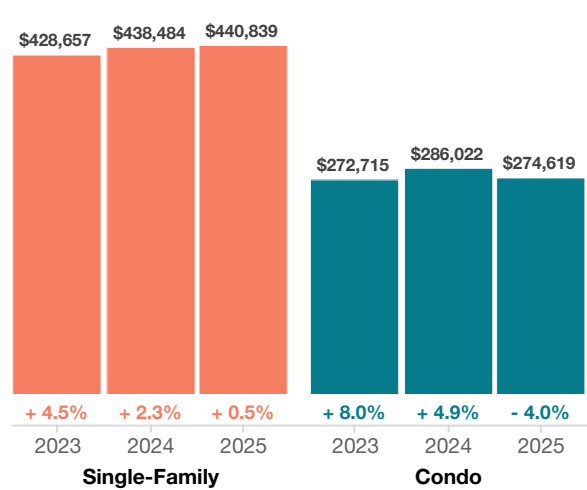
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May



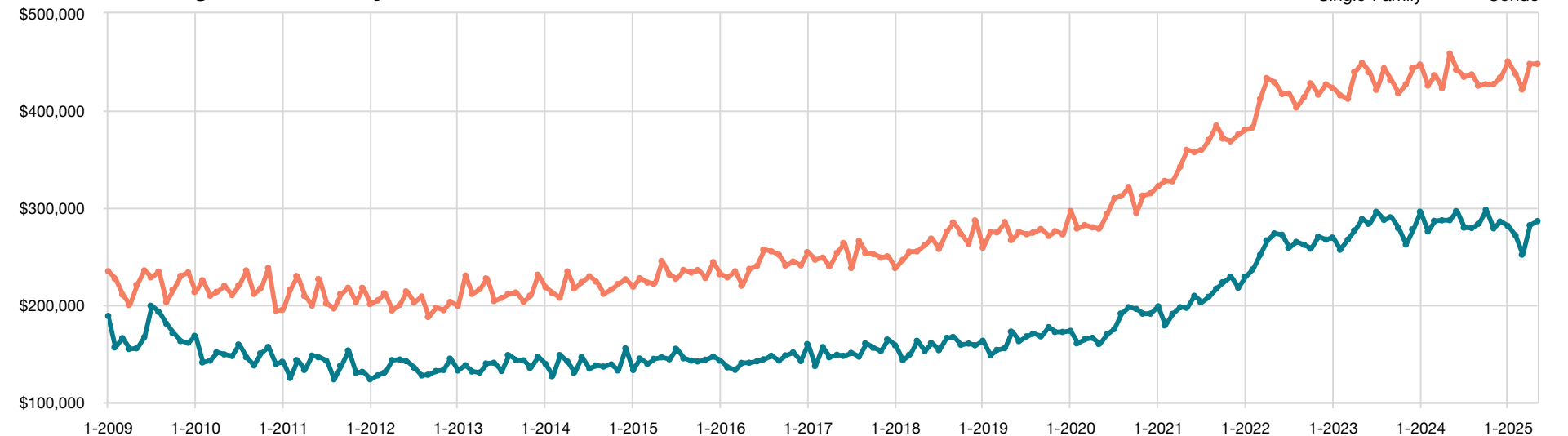
Year to Date



Avg. Sales Price	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2024	\$441,927	+ 0.5%	\$296,501	+ 4.6%
Jul-2024	\$434,729	+ 3.2%	\$279,581	- 5.5%
Aug-2024	\$437,190	- 1.4%	\$279,076	- 2.9%
Sep-2024	\$425,659	- 1.3%	\$283,301	- 2.4%
Oct-2024	\$427,017	+ 2.2%	\$297,866	+ 6.8%
Nov-2024	\$427,316	+ 0.1%	\$278,804	+ 6.4%
Dec-2024	\$433,827	- 2.2%	\$285,715	+ 2.9%
Jan-2025	\$450,501	+ 0.7%	\$281,284	- 4.9%
Feb-2025	\$437,725	+ 2.8%	\$271,520	- 1.5%
Mar-2025	\$421,682	- 3.4%	\$251,707	- 12.1%
Apr-2025	\$447,928	+ 5.9%	\$281,941	- 1.8%
May-2025	\$447,981	- 2.3%	\$286,242	- 0.3%
12-Month Avg*	\$435,891	+ 0.3%	\$281,405	- 0.9%

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

Historical Average Sales Price by Month



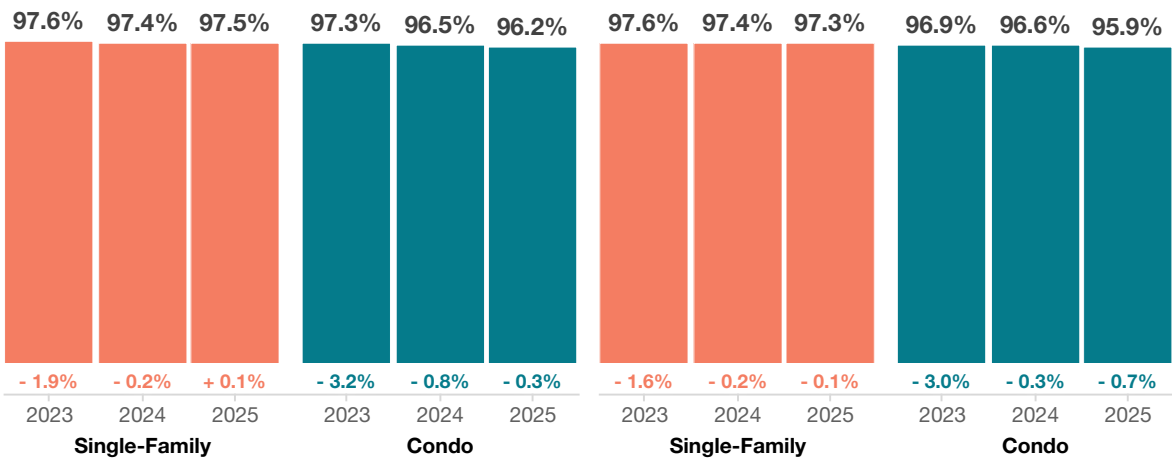
Percent of List Price Received

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.



May

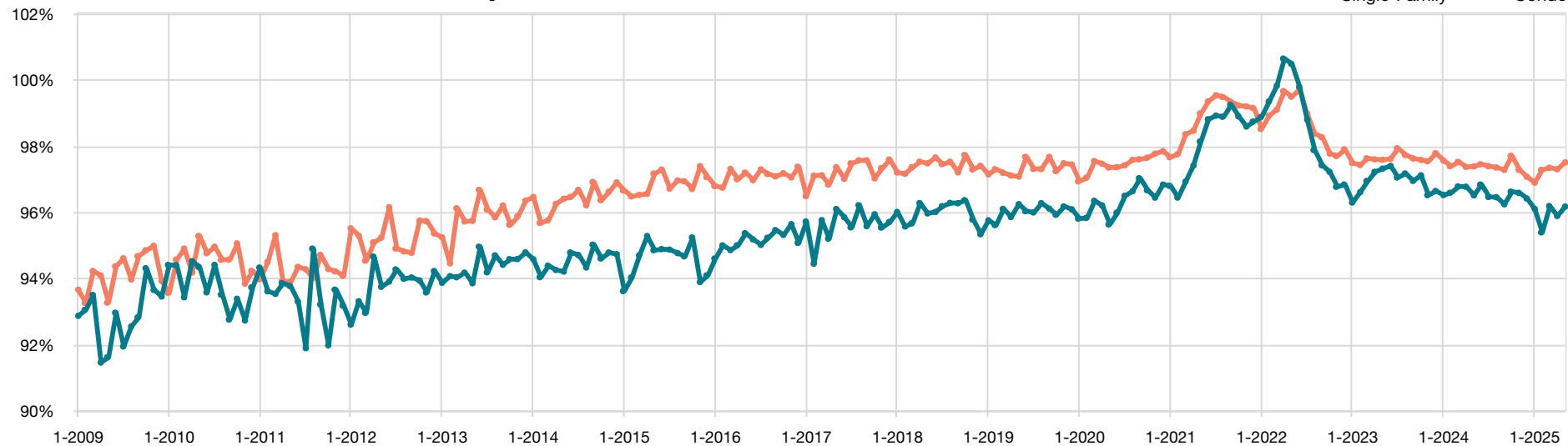
Year to Date



Pct. of List Price Received	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2024	97.4%	- 0.2%	96.8%	- 0.6%
Jul-2024	97.4%	- 0.5%	96.5%	- 0.5%
Aug-2024	97.3%	- 0.4%	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%
Feb-2025	97.3%	- 0.1%	95.4%	- 1.2%
Mar-2025	97.3%	- 0.2%	96.2%	- 0.6%
Apr-2025	97.3%	- 0.1%	95.9%	- 0.9%
May-2025	97.5%	+ 0.1%	96.2%	- 0.3%
12-Month Avg*	97.3%	- 0.3%	96.3%	- 0.6%

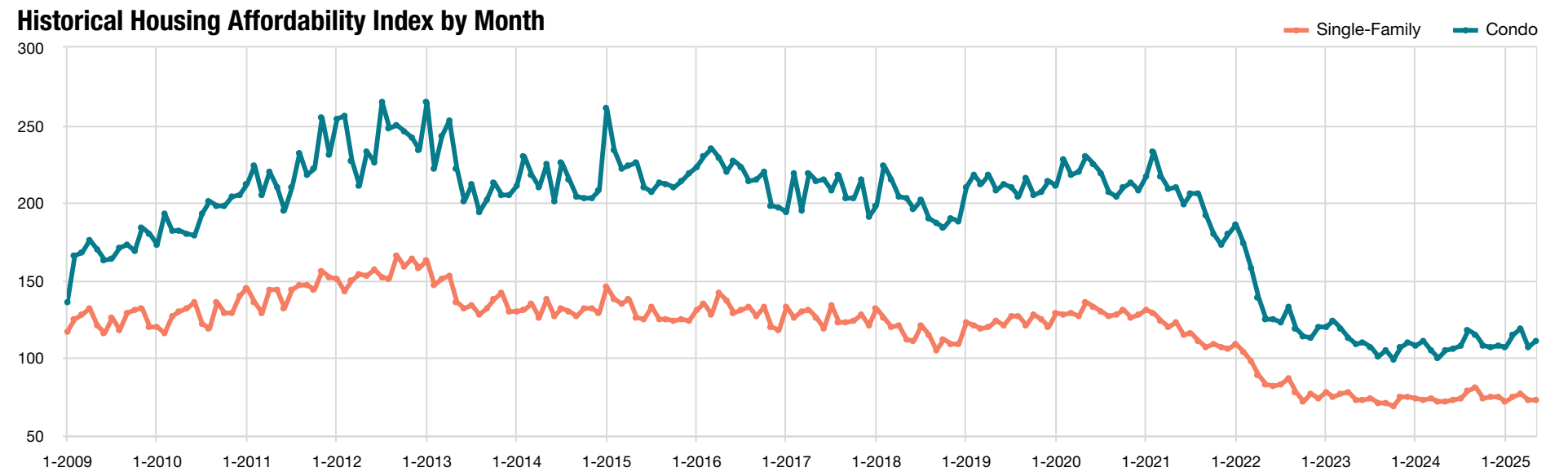
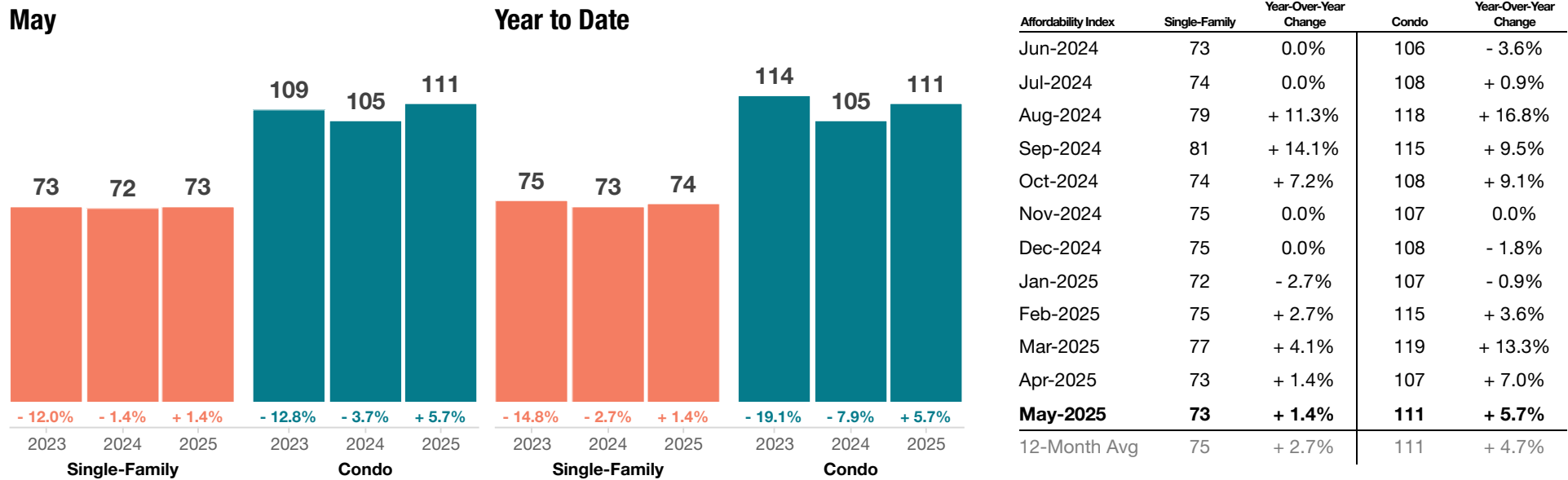
* Pct. of List Price Received for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

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.

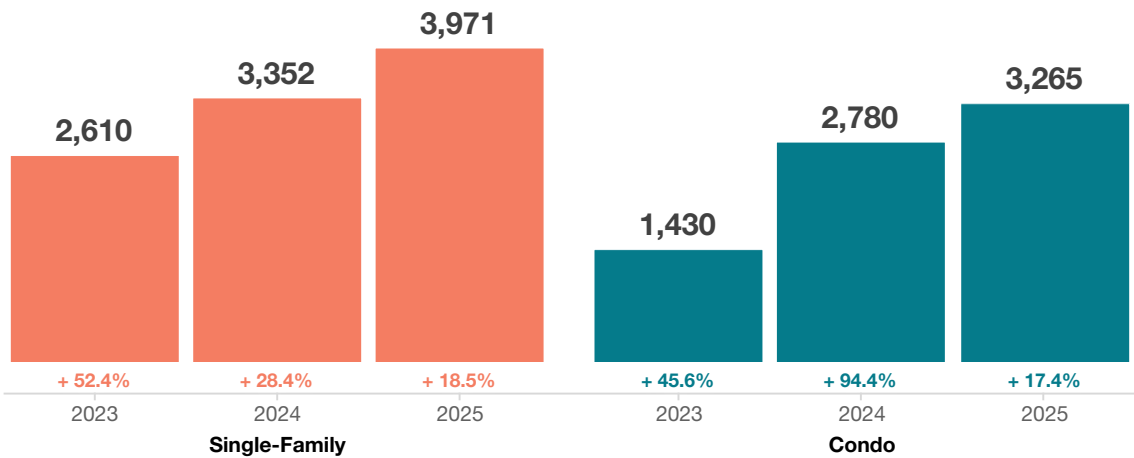


Inventory of Homes for Sale

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

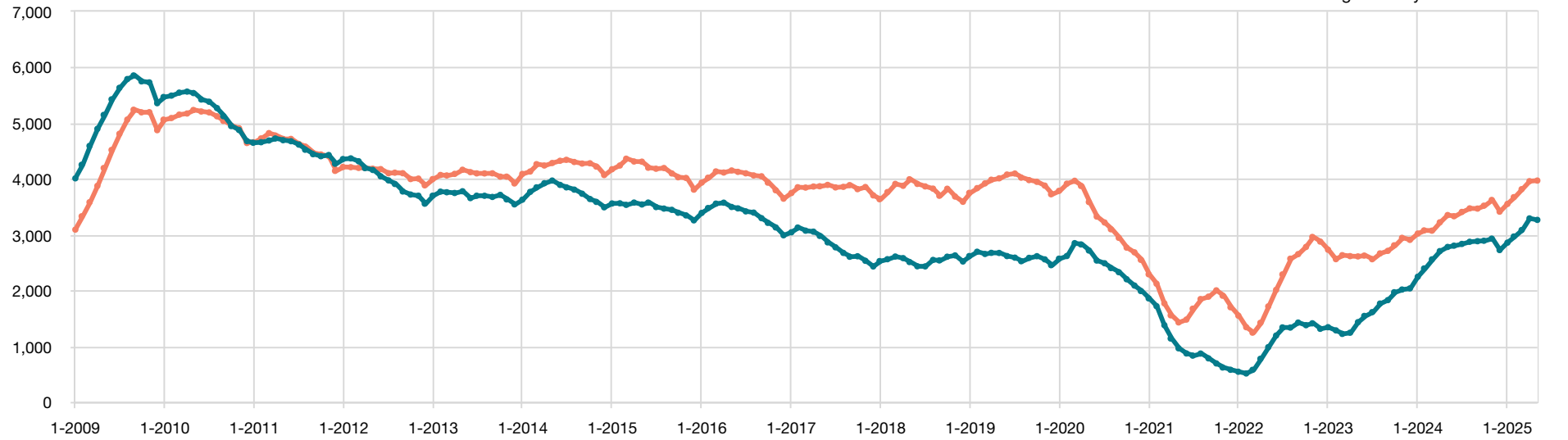


May



Homes for Sale	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2024	3,331	+ 26.9%	2,803	+ 81.8%
Jul-2024	3,408	+ 33.1%	2,834	+ 76.0%
Aug-2024	3,472	+ 30.3%	2,873	+ 62.9%
Sep-2024	3,468	+ 28.0%	2,883	+ 57.9%
Oct-2024	3,520	+ 25.3%	2,891	+ 47.0%
Nov-2024	3,623	+ 23.1%	2,929	+ 45.3%
Dec-2024	3,413	+ 17.4%	2,724	+ 33.8%
Jan-2025	3,552	+ 17.6%	2,857	+ 27.3%
Feb-2025	3,673	+ 19.4%	2,967	+ 23.9%
Mar-2025	3,816	+ 24.2%	3,083	+ 20.6%
Apr-2025	3,960	+ 22.9%	3,292	+ 21.7%
May-2025	3,971	+ 18.5%	3,265	+ 17.4%
12-Month Avg	3,601	+ 23.6%	2,950	+ 39.2%

Historical Inventory of Homes for Sale by Month

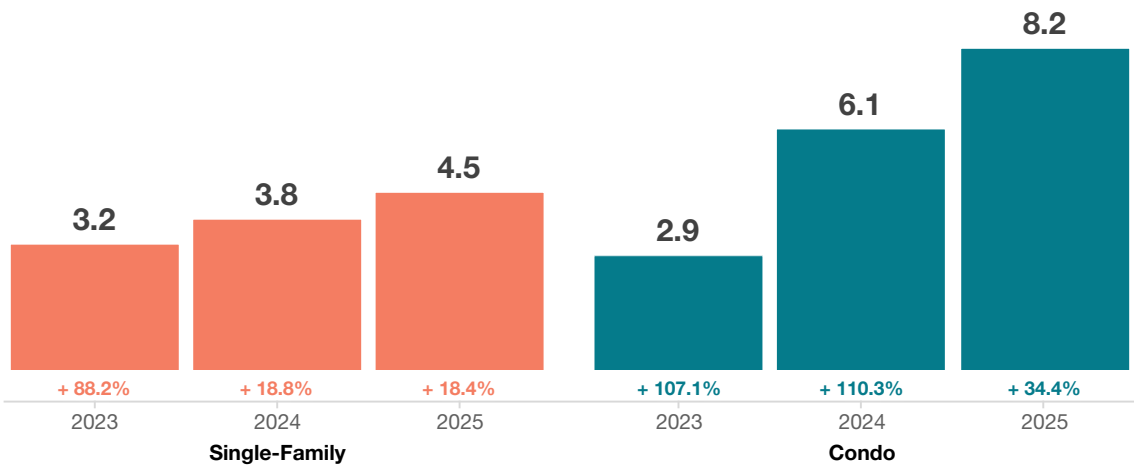


Months Supply of Inventory

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.



May



Months Supply	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2024	3.8	+ 18.8%	6.2	+ 93.8%
Jul-2024	3.9	+ 25.8%	6.4	+ 93.9%
Aug-2024	3.9	+ 21.9%	6.6	+ 78.4%
Sep-2024	3.9	+ 18.2%	6.7	+ 76.3%
Oct-2024	4.0	+ 17.6%	6.8	+ 65.9%
Nov-2024	4.1	+ 17.1%	6.9	+ 64.3%
Dec-2024	3.8	+ 11.8%	6.4	+ 48.8%
Jan-2025	4.0	+ 14.3%	6.8	+ 41.7%
Feb-2025	4.2	+ 16.7%	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	4.5	+ 18.4%	8.2	+ 34.4%
12-Month Avg*	4.1	+ 18.8%	7.0	+ 55.0%

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

Historical Months Supply of Inventory by Month

