

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 increased 9.0 percent for Single-Family homes and 1.8 percent for Condo homes. Pending Sales increased 9.6 percent for Single-Family homes but decreased 15.9 percent for Condo homes. Inventory increased 19.6 percent for Single-Family homes and 21.3 percent for Condo homes.

Median Sales Price increased 1.6 percent to \$365,596 for Single-Family homes but decreased 3.8 percent to \$250,000 for Condo homes. Days on Market increased 1.7 percent for Single-Family homes and 28.2 percent for Condo homes. Months Supply of Inventory increased 18.9 percent for Single-Family homes and 36.7 percent for Condo homes.

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

| | | |
|--|--|--|
| - 9.2% | - 9.3% | - 8.9% |
| 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 | 4-2024 | 4-2025 | % Change | YTD 2024 | YTD 2025 | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| New Listings | | 1,367 | 1,490 | + 9.0% | 5,092 | 5,520 | + 8.4% |
| Pending Sales | | 986 | 1,081 | + 9.6% | 3,914 | 3,764 | - 3.8% |
| Closed Sales | | 1,010 | 916 | - 9.3% | 3,320 | 3,175 | - 4.4% |
| Days on Market Until Sale | | 120 | 122 | + 1.7% | 123 | 127 | + 3.3% |
| Median Sales Price | | \$360,000 | \$365,596 | + 1.6% | \$360,000 | \$360,000 | 0.0% |
| Average Sales Price | | \$422,820 | \$447,417 | + 5.8% | \$432,177 | \$438,568 | + 1.5% |
| Percent of List Price Received | | 97.4% | 97.3% | - 0.1% | 97.5% | 97.2% | - 0.3% |
| Housing Affordability Index | | 72 | 73 | + 1.4% | 72 | 74 | + 2.8% |
| Inventory of Homes for Sale | | 3,222 | 3,852 | + 19.6% | — | — | — |
| Months Supply of Inventory | | 3.7 | 4.4 | + 18.9% | — | — | — |

Condo Market Overview

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



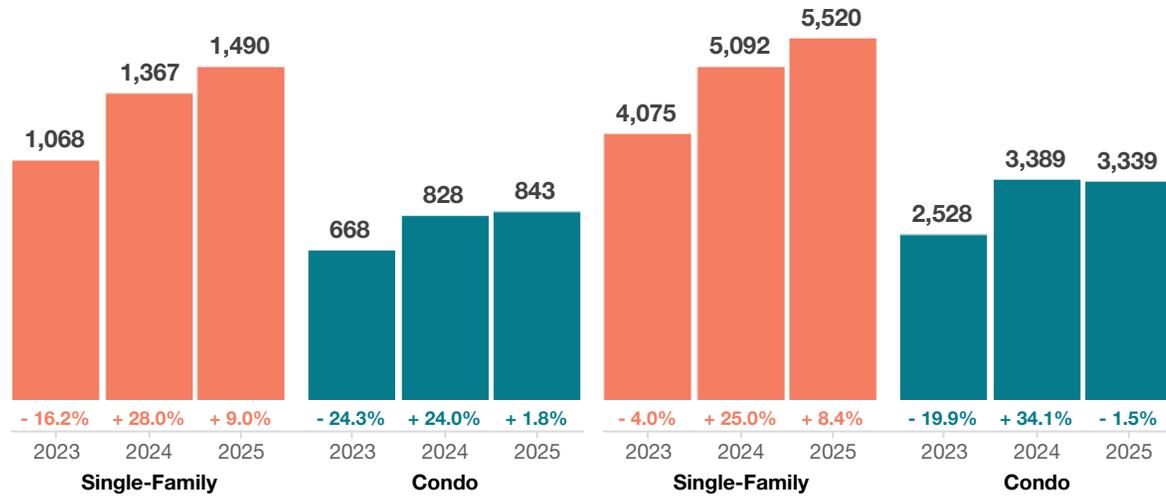
| Key Metrics | Historical Sparkbars | 4-2024 | 4-2025 | % Change | YTD 2024 | YTD 2025 | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| New Listings | | 828 | 843 | + 1.8% | 3,389 | 3,339 | - 1.5% |
| Pending Sales | | 458 | 385 | - 15.9% | 1,916 | 1,669 | - 12.9% |
| Closed Sales | | 484 | 441 | - 8.9% | 1,699 | 1,542 | - 9.2% |
| Days on Market Until Sale | | 103 | 132 | + 28.2% | 104 | 131 | + 26.0% |
| Median Sales Price | | \$260,000 | \$250,000 | - 3.8% | \$250,000 | \$240,000 | - 4.0% |
| Average Sales Price | | \$287,054 | \$282,906 | - 1.4% | \$285,676 | \$271,771 | - 4.9% |
| Percent of List Price Received | | 96.8% | 95.9% | - 0.9% | 96.7% | 95.9% | - 0.8% |
| Housing Affordability Index | | 100 | 107 | + 7.0% | 104 | 111 | + 6.7% |
| Inventory of Homes for Sale | | 2,704 | 3,279 | + 21.3% | — | — | — |
| Months Supply of Inventory | | 6.0 | 8.2 | + 36.7% | — | — | — |

New Listings

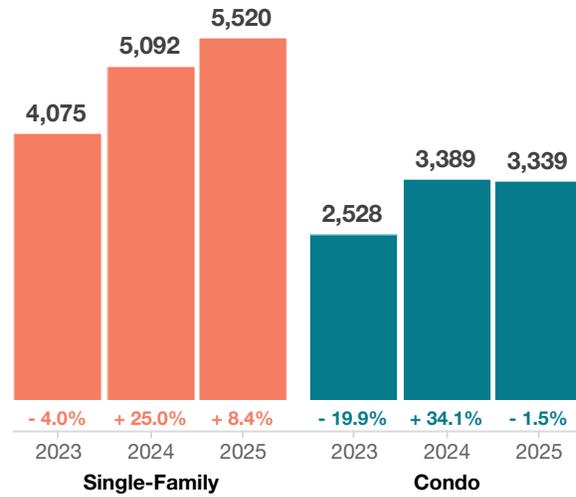
A count of the properties that have been newly listed on the market in a given month.



April

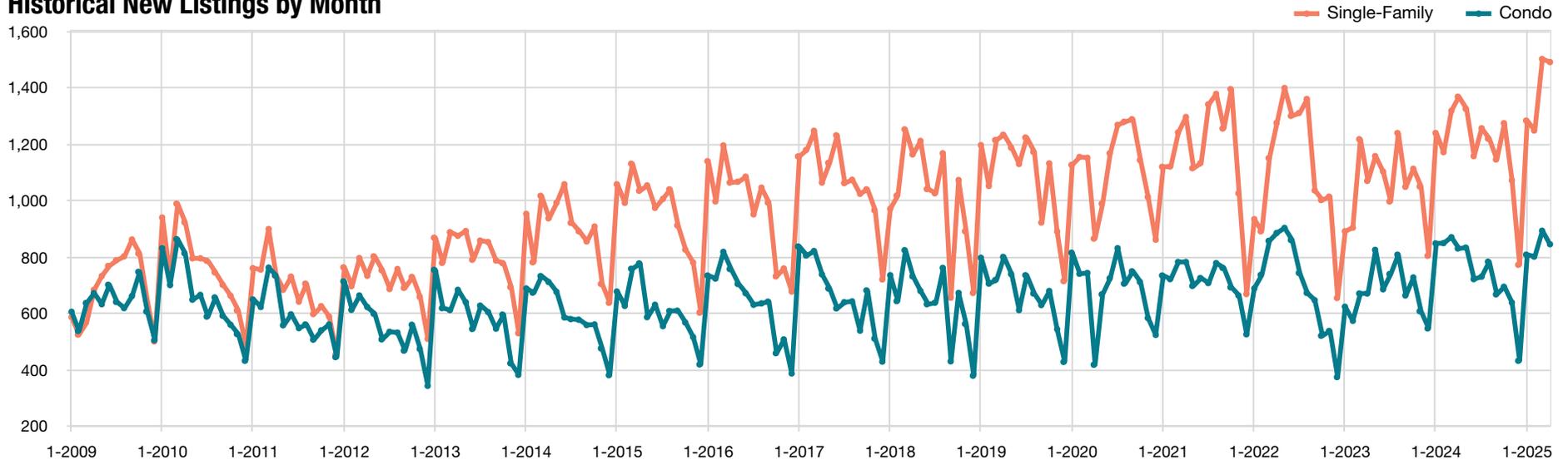


Year to Date



| New Listings | Single-Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| May-2024 | 1,324 | + 14.5% | 831 | + 1.0% |
| 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 | 1,070 | + 2.1% | 636 | + 5.1% |
| Dec-2024 | 770 | - 4.0% | 429 | - 21.1% |
| Jan-2025 | 1,282 | + 3.6% | 806 | - 4.7% |
| Feb-2025 | 1,247 | + 6.6% | 799 | - 5.7% |
| Mar-2025 | 1,501 | + 14.0% | 891 | + 2.6% |
| Apr-2025 | 1,490 | + 9.0% | 843 | + 1.8% |
| 12-Month Avg | 1,228 | + 8.4% | 735 | - 1.7% |

Historical New Listings by Month

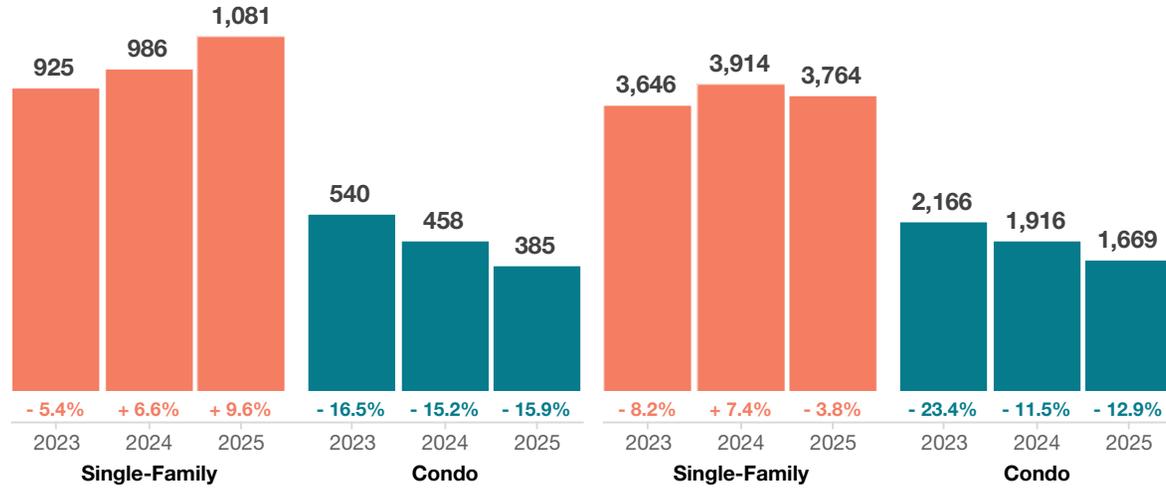


Pending Sales

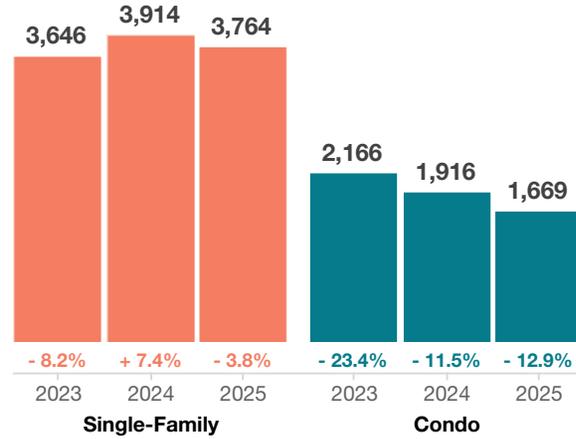
A count of the properties on which offers have been accepted in a given month.



April

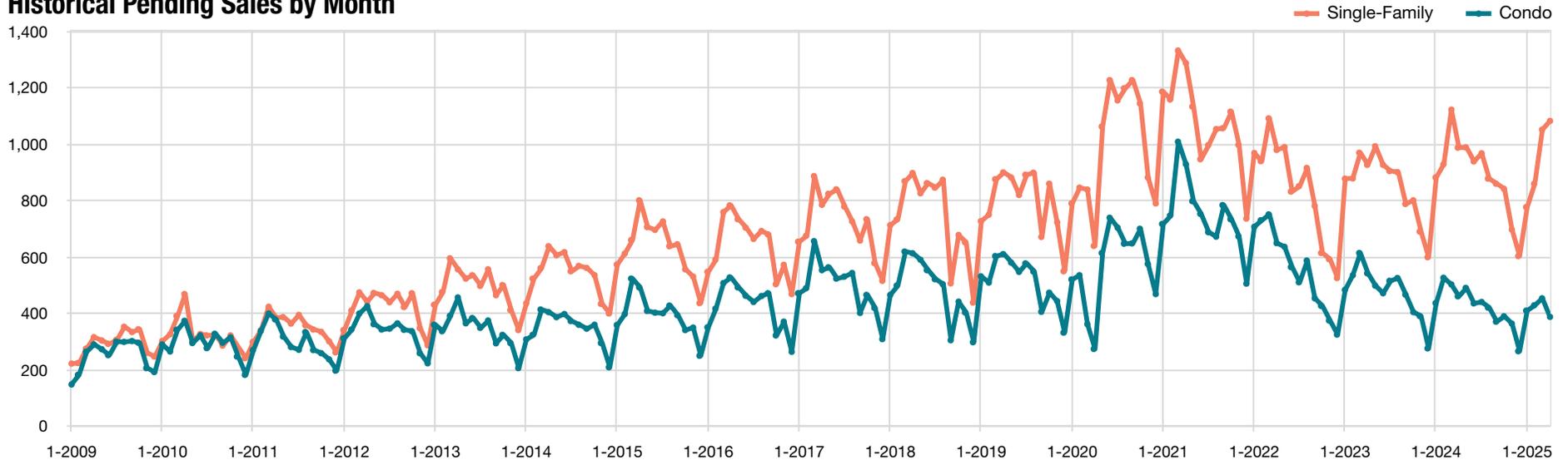


Year to Date



| Pending Sales | Single-Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| May-2024 | 987 | - 0.4% | 488 | - 1.6% |
| Jun-2024 | 937 | + 1.3% | 433 | - 7.7% |
| Jul-2024 | 966 | + 7.0% | 438 | - 14.6% |
| Aug-2024 | 876 | - 2.6% | 418 | - 20.1% |
| Sep-2024 | 858 | + 9.2% | 368 | - 20.7% |
| Oct-2024 | 840 | + 5.1% | 387 | - 3.7% |
| Nov-2024 | 695 | + 1.0% | 361 | - 7.0% |
| Dec-2024 | 601 | + 0.7% | 263 | - 3.7% |
| Jan-2025 | 775 | - 11.9% | 407 | - 6.2% |
| Feb-2025 | 858 | - 7.4% | 426 | - 18.7% |
| Mar-2025 | 1,050 | - 6.3% | 451 | - 9.8% |
| Apr-2025 | 1,081 | + 9.6% | 385 | - 15.9% |
| 12-Month Avg | 877 | + 0.2% | 402 | - 11.5% |

Historical Pending Sales by Month

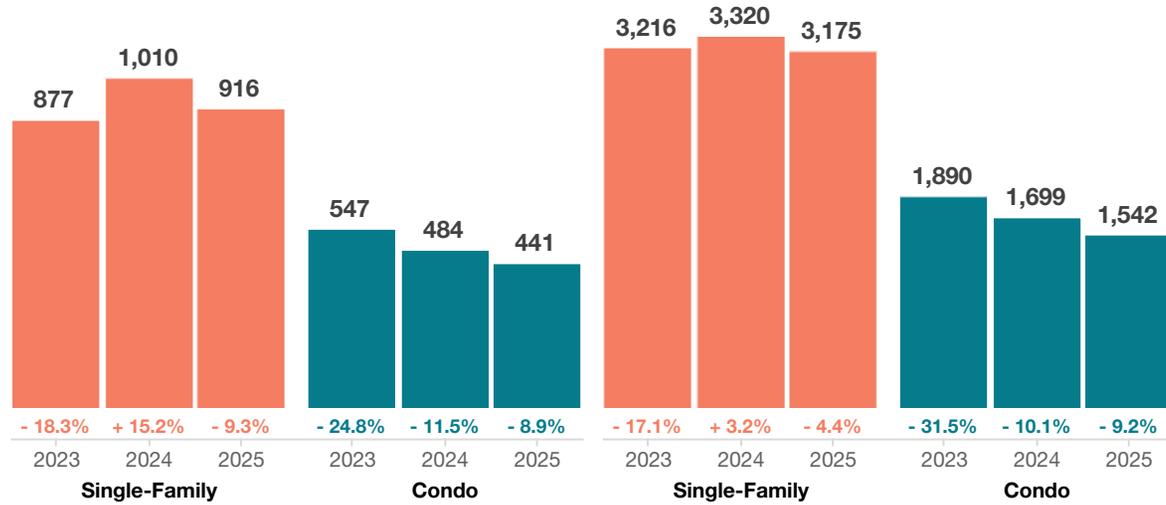


Closed Sales

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

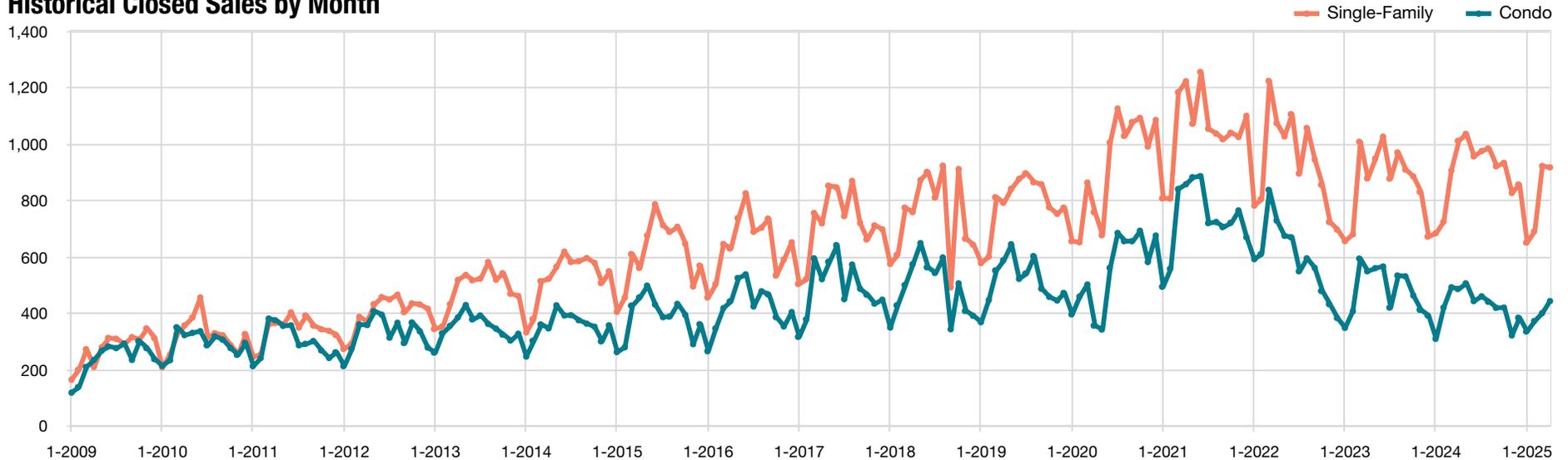


April



| Closed Sales | Single-Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| May-2024 | 1,035 | + 9.3% | 504 | - 9.7% |
| Jun-2024 | 955 | - 6.8% | 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 | 932 | + 5.4% | 418 | - 9.3% |
| Nov-2024 | 825 | - 0.5% | 319 | - 22.2% |
| Dec-2024 | 855 | + 27.6% | 382 | - 2.1% |
| Jan-2025 | 649 | - 4.8% | 333 | + 8.5% |
| Feb-2025 | 689 | - 4.7% | 370 | - 11.5% |
| Mar-2025 | 921 | + 1.8% | 398 | - 18.8% |
| Apr-2025 | 916 | - 9.3% | 441 | - 8.9% |
| 12-Month Avg | 888 | + 2.2% | 410 | - 11.4% |

Historical Closed Sales by Month

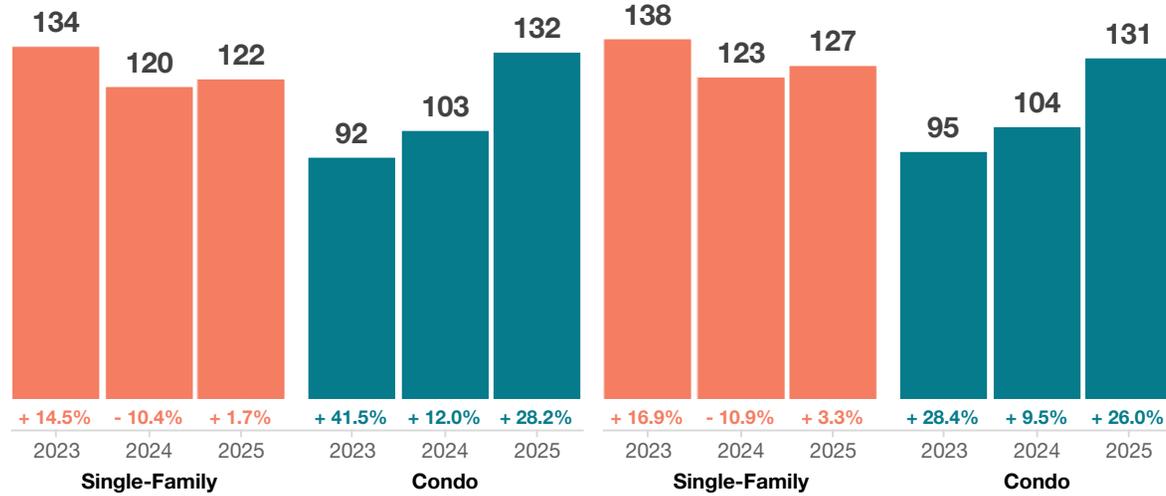


Days on Market Until Sale

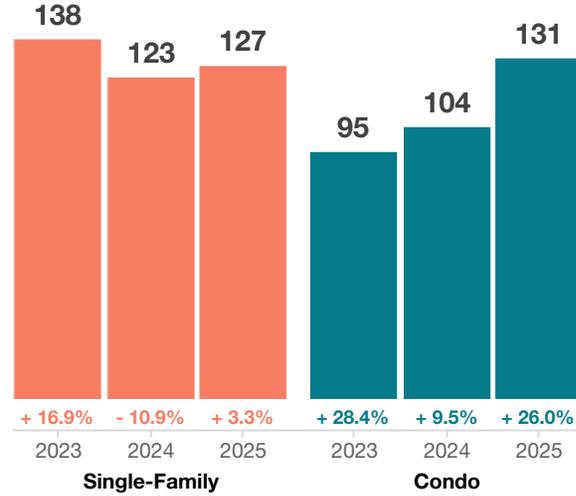
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



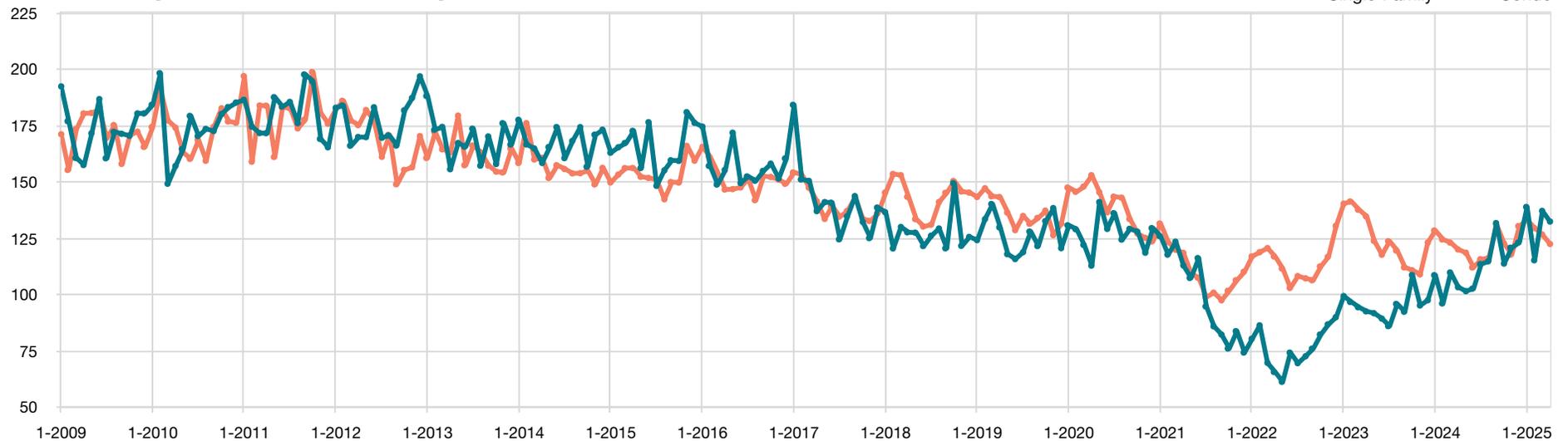
Year to Date



| Days on Market | Single-Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| 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 | 130 | + 5.7% | 123 | + 26.8% |
| Jan-2025 | 133 | + 3.9% | 139 | + 28.7% |
| Feb-2025 | 129 | + 4.0% | 115 | + 19.8% |
| Mar-2025 | 126 | + 2.4% | 137 | + 24.5% |
| Apr-2025 | 122 | + 1.7% | 132 | + 28.2% |
| 12-Month Avg* | 122 | + 2.6% | 119 | + 22.9% |

* Days on Market for 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

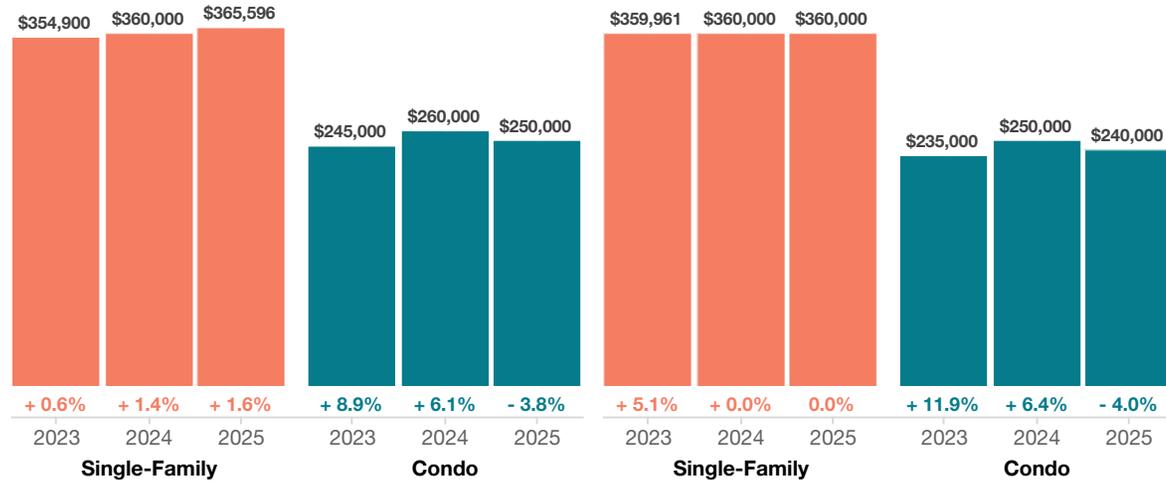


Median Sales Price

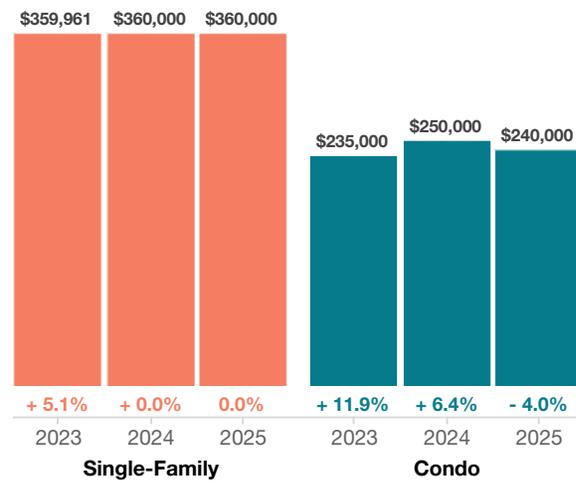
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



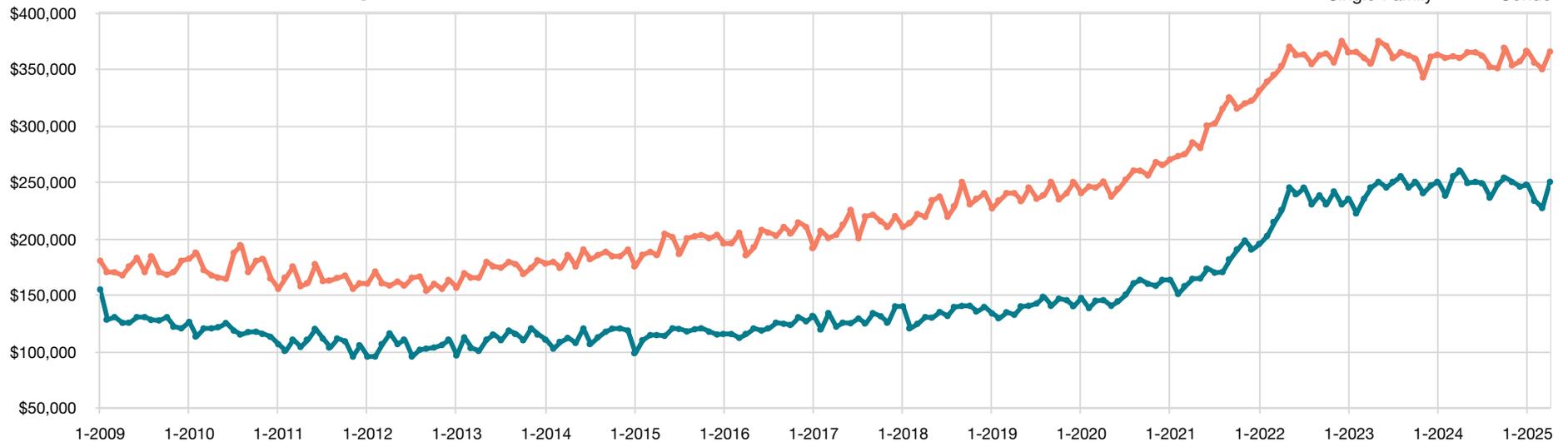
Year to Date



| Median Sales Price | Single-Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|--------------------|------------------|-----------------------|------------------|-----------------------|
| 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 | \$353,392 | + 3.1% | \$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 | \$355,900 | - 1.1% | \$233,250 | - 1.9% |
| Mar-2025 | \$350,000 | - 3.2% | \$226,750 | - 11.1% |
| Apr-2025 | \$365,596 | + 1.6% | \$250,000 | - 3.8% |
| 12-Month Avg* | \$360,000 | - 0.6% | \$245,000 | - 2.0% |

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

Historical Median Sales Price by Month

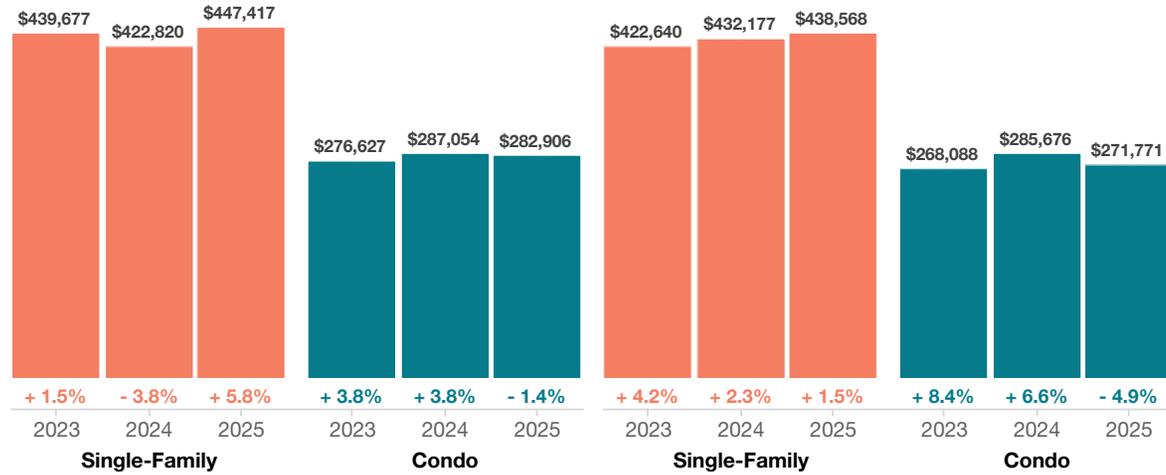


Average Sales Price

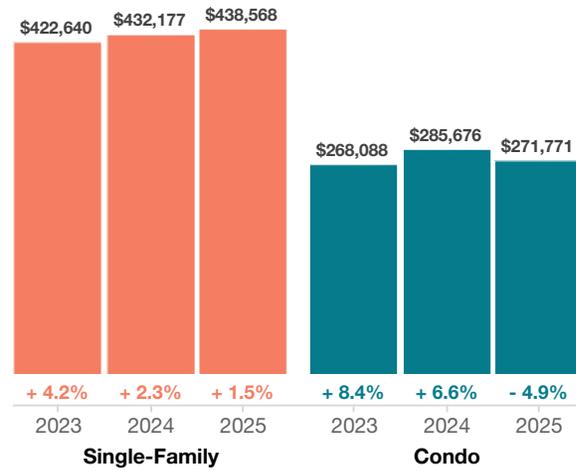
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



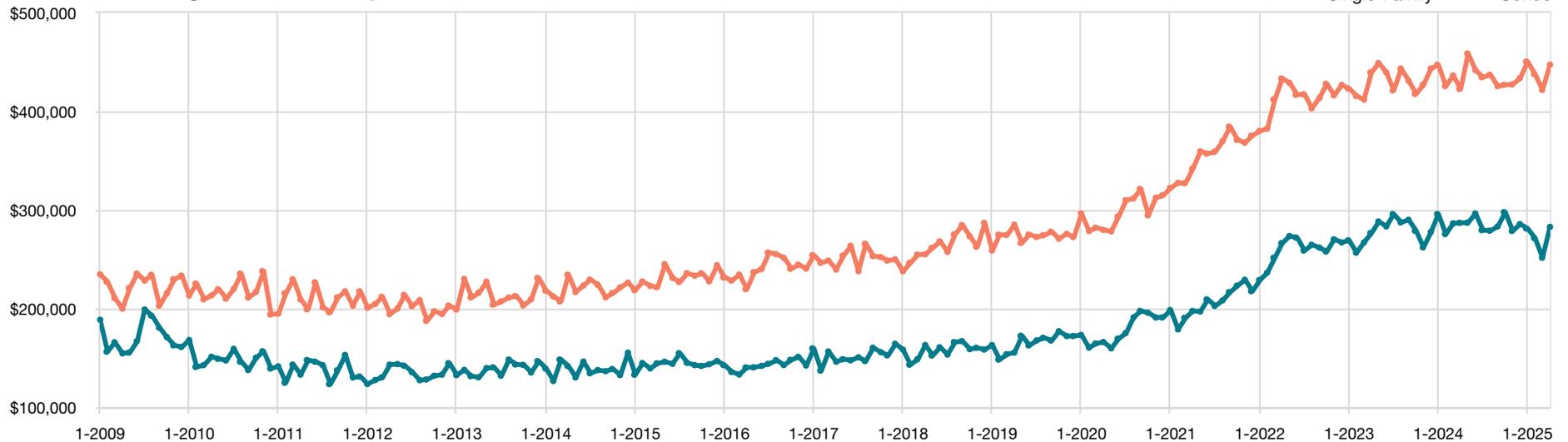
Year to Date



| Avg. Sales Price | Single-Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|------------------|------------------|-----------------------|------------------|-----------------------|
| May-2024 | \$458,711 | + 2.1% | \$287,190 | - 0.4% |
| 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 | \$427,273 | + 0.1% | \$278,804 | + 6.4% |
| Dec-2024 | \$433,827 | - 2.2% | \$285,715 | + 2.9% |
| Jan-2025 | \$450,532 | + 0.7% | \$281,284 | - 4.9% |
| Feb-2025 | \$437,870 | + 2.9% | \$271,520 | - 1.5% |
| Mar-2025 | \$421,841 | - 3.3% | \$251,707 | - 12.1% |
| Apr-2025 | \$447,417 | + 5.8% | \$282,906 | - 1.4% |
| 12-Month Avg* | \$436,969 | + 0.8% | \$281,679 | - 0.9% |

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

Historical Average Sales Price by Month



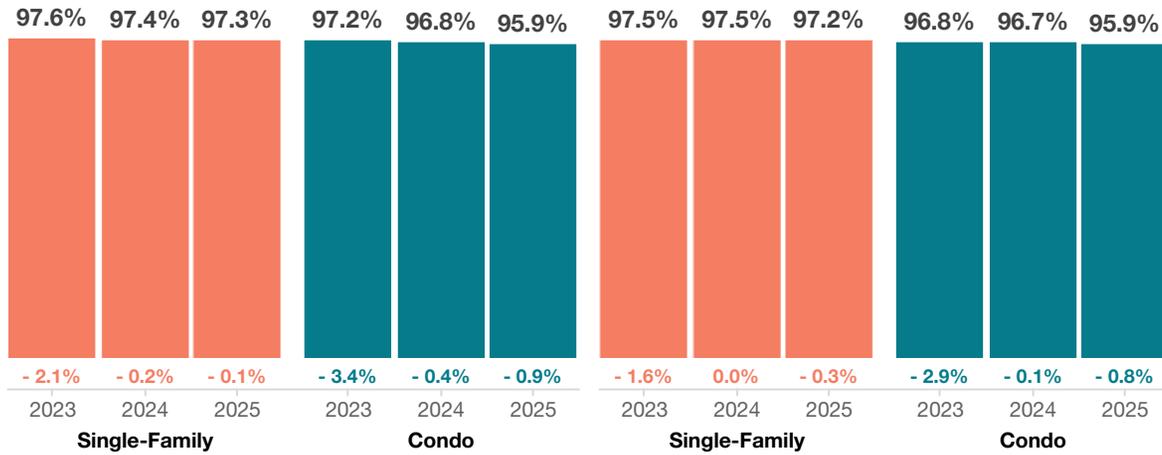
Percent of List Price Received

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.



April

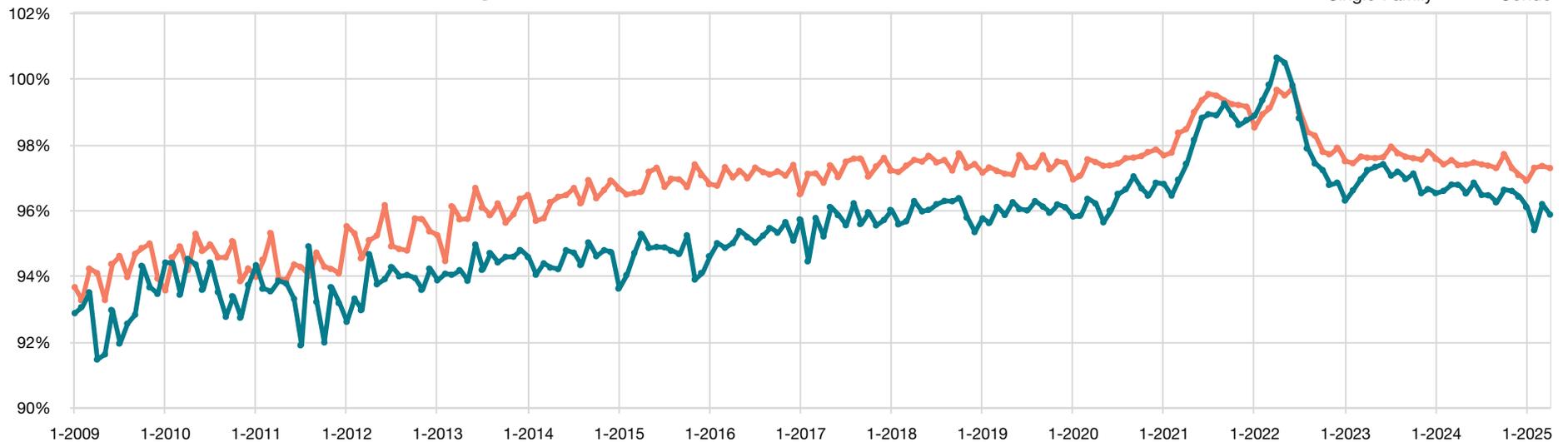
Year to Date



| Pct. of List Price Received | Single-Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|--------------|-----------------------|
| 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 | 97.3% | - 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% |
| 12-Month Avg* | 97.3% | - 0.3% | 96.3% | - 0.6% |

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

Historical Percent of List Price Received by Month



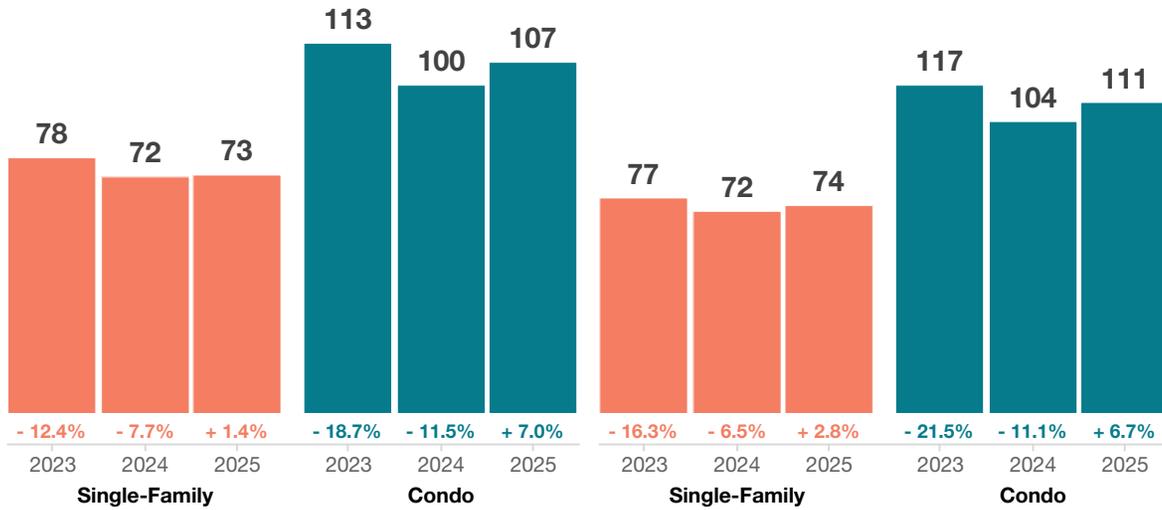
Housing Affordability Index

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.



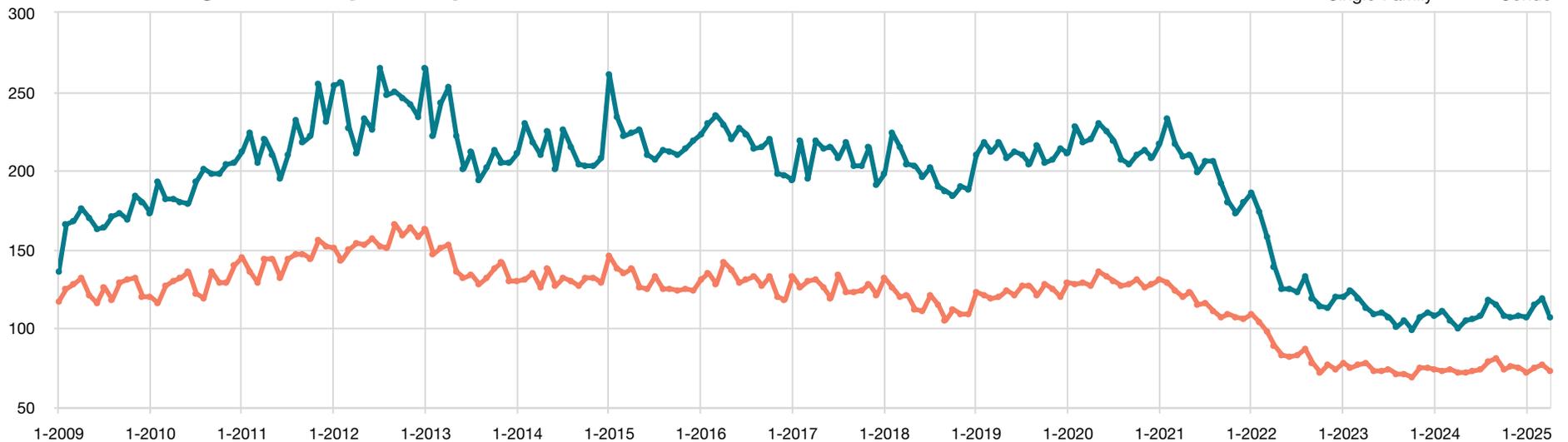
April

Year to Date



| Affordability Index | Single-Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|---------------------|---------------|-----------------------|------------|-----------------------|
| 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 | 75 | 0.0% | 108 | - 1.8% |
| Jan-2025 | 72 | - 2.7% | 107 | - 0.9% |
| Feb-2025 | 75 | + 2.7% | 115 | + 3.6% |
| Mar-2025 | 77 | + 4.1% | 119 | + 13.3% |
| Apr-2025 | 73 | + 1.4% | 107 | + 7.0% |
| 12-Month Avg | 75 | + 2.7% | 110 | + 3.8% |

Historical Housing Affordability Index by Month

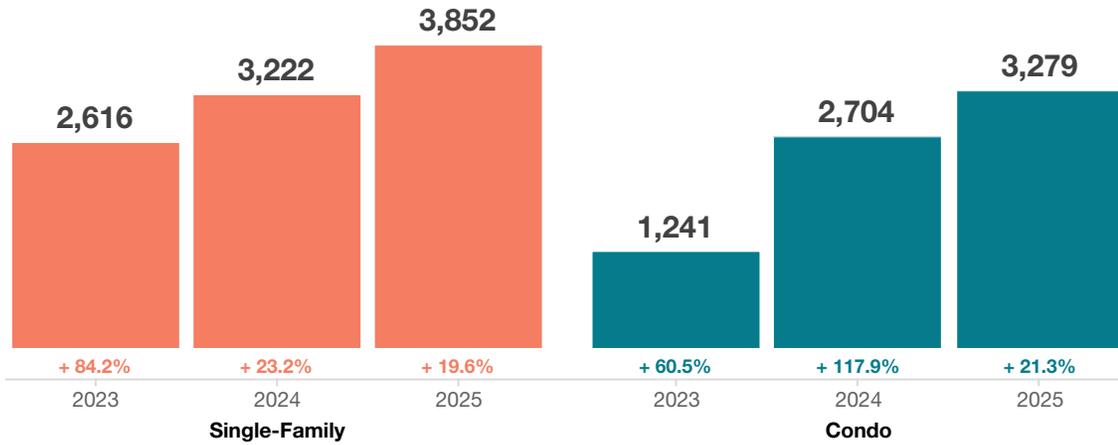


Inventory of Homes for Sale

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

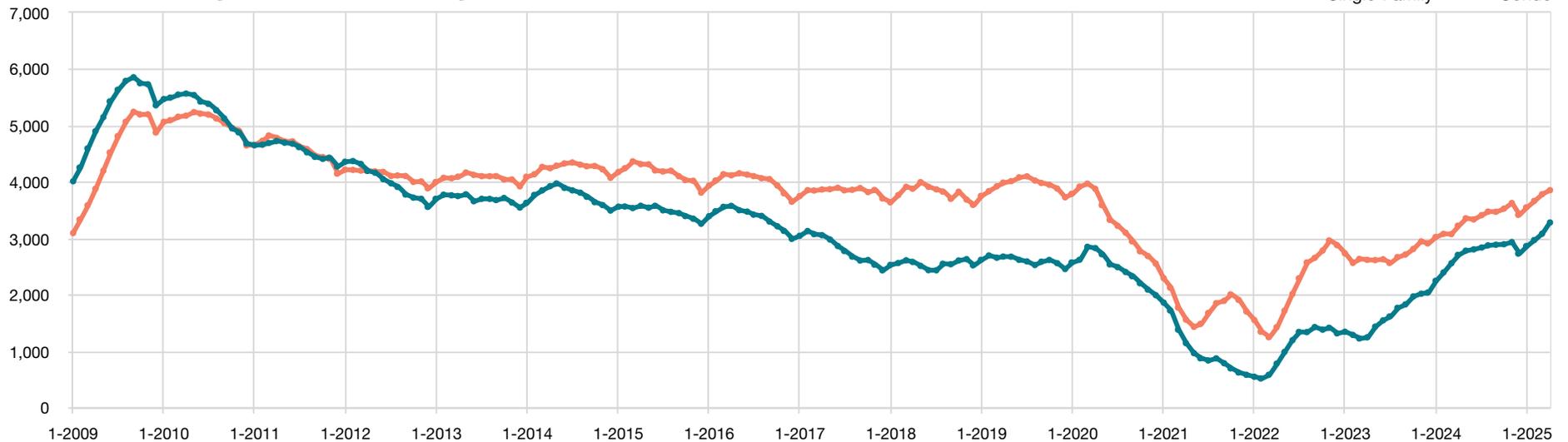


April



| Homes for Sale | Single-Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|--------------|-----------------------|
| May-2024 | 3,354 | + 28.5% | 2,779 | + 94.3% |
| Jun-2024 | 3,333 | + 26.9% | 2,802 | + 81.7% |
| Jul-2024 | 3,409 | + 33.1% | 2,835 | + 76.1% |
| Aug-2024 | 3,473 | + 30.3% | 2,874 | + 62.9% |
| Sep-2024 | 3,469 | + 28.0% | 2,885 | + 58.1% |
| Oct-2024 | 3,525 | + 25.4% | 2,893 | + 47.2% |
| Nov-2024 | 3,625 | + 23.1% | 2,931 | + 45.5% |
| Dec-2024 | 3,415 | + 17.4% | 2,727 | + 34.0% |
| Jan-2025 | 3,547 | + 17.4% | 2,860 | + 27.5% |
| Feb-2025 | 3,661 | + 18.9% | 2,967 | + 24.0% |
| Mar-2025 | 3,780 | + 23.0% | 3,080 | + 20.5% |
| Apr-2025 | 3,852 | + 19.6% | 3,279 | + 21.3% |
| 12-Month Avg | 3,537 | + 24.0% | 2,909 | + 44.9% |

Historical Inventory of Homes for Sale by Month

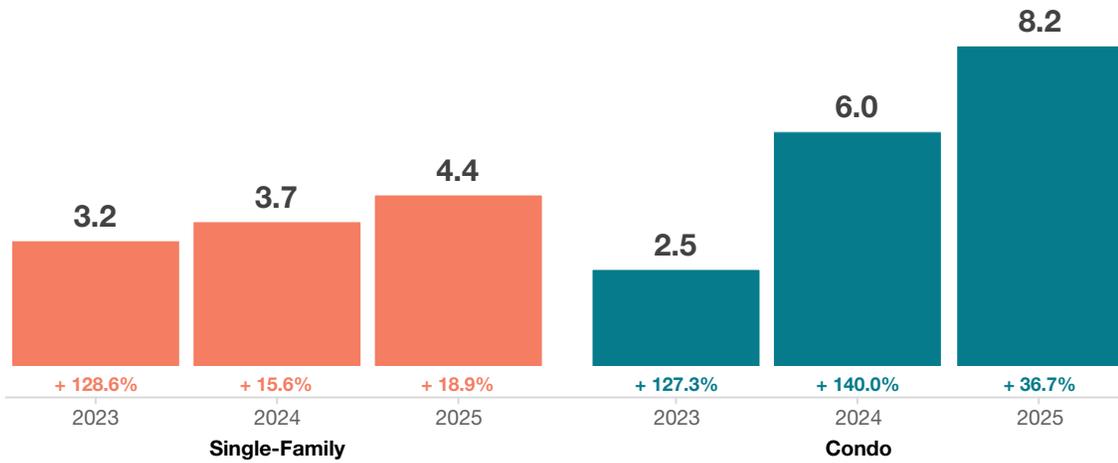


Months Supply of Inventory

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.



April



| Months Supply | Single-Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| 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% | 6.8 | + 78.9% |
| 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% | 6.5 | + 51.2% |
| Jan-2025 | 4.0 | + 14.3% | 6.8 | + 41.7% |
| Feb-2025 | 4.2 | + 16.7% | 7.2 | + 41.2% |
| Mar-2025 | 4.3 | + 22.9% | 7.5 | + 33.9% |
| Apr-2025 | 4.4 | + 18.9% | 8.2 | + 36.7% |
| 12-Month Avg* | 4.0 | + 18.6% | 6.8 | + 61.0% |

* 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

