



Charles Sampson Group of Charter One Realty Reports Key Developments in Hilton Head's Real Estate Near Me? Market Search in 2025

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The Charles Sampson Group of Charter One Realty is responding to notable shifts in the local real estate market in 2025, providing data-driven analysis and community-specific insights to buyers and sellers seeking "real estate near me" options in Hilton Head Island and the broader South Carolina Lowcountry.

According to internal group data compiled from local MLS trends, the Hilton Head housing market has shown resilient growth amid shifts in inventory and buyer preferences. New home listings in the area increased by approximately 18.5% year-to-date, while pending sales rose around 8.4%. Median home prices climbed year-over-year by approximately 5-8%, reflecting strong demand despite a longer average time on the market, which rose nearly 70% compared to 2024. The market trends suggest a balance toward more choices for buyers, but also extended negotiation periods.

"Our latest analysis shows that individuals searching for "real estate near me" are looking for more than just listings; they want an understanding of neighborhood dynamics, community amenities, and long-term lifestyle fit," said Charles Sampson, principal broker of the group. "We have focused on providing tailored insights

into prominent neighborhoods such as Sea Pines, Palmetto Dunes, and Wexford Plantation, which feature a variety of housing types and lifestyle offerings.?

The report highlights distinct trends across different residential segments. According to local MLS reports, single-family homes experienced an 18.7% rise in inventory, with an average supply of 4.1 months, while condominiums saw a 16.7% inventory increase and longer time on market. These conditions create a nuanced environment for buyers and sellers, who are balancing price sensitivity with expectations related to value and location.

The group also notes a sustained interest in gated communities known for their amenities, such as private marinas and recreational facilities, which continues to support price stability. Meanwhile, changing buyer behavior toward more selective purchasing and longer decision-making cycles reflects broader U.S. trends influenced by varying mortgage rates and economic conditions.

Hilton Head Island's housing market resilience is supported by a steady influx of buyers relocating from different states, drawn by the area's lifestyle appeal, natural beauty, and investment potential. Beaufort County, which includes Hilton Head, saw home sales rise by approximately 10% in 2025, with median home prices up nearly 10%, underscoring the market's attractiveness amid ongoing economic fluctuations.

The island's unique blend of outdoor amenities, such as pristine beaches, world-class golf courses, and private community benefits like exclusive access to waterfronts, continues to drive demand in neighborhoods including Sea Pines and Palmetto Dunes. These communities offer diverse housing options, from single-family residences to villas, catering to second-home buyers, retirees, and investors alike.

In addition to fostering strong market activity, Charles Sampson Group of Charter One Realty stresses the importance of community engagement. Active support for local organizations, including Habitat for Humanity and Volunteers in Medicine, reflects the company's commitment to integrating social responsibility with real estate services. This community connection provides added value for clients seeking not just a house but a sense of belonging.

With inventory levels increasing and days on market extending, the company advises buyers and sellers alike to approach transactions with careful consideration and informed strategies. The growing months' supply of homes points to a more balanced market compared to recent years, providing an encouraging environment where neither buyers nor sellers hold overwhelming leverage.

The Charles Sampson Group of Charter One Realty also draws attention to emerging buyer preferences such as sustainability and smart home technologies, which are influencing local new construction and renovation projects. Prospective homeowners are increasingly seeking energy-efficient features and modern

conveniences that offer long-term savings alongside comfort and style.

As the Hilton Head real estate market evolves through 2025 and beyond, the Charles Sampson Group of Charter One Realty remains focused on delivering transparent client education and local insights to help buyers and sellers navigate a dynamic, community-centered marketplace.

For more information on Hilton Head real estate trends and professional guidance, interested parties may contact Charles Sampson Group of Charter One Realty at (843) 384-7300.

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Charles Sampson Group of Charter One Realty

Charles Sampson Group of Charter One Realty is an award-winning team that has been in Hilton Head since 1972 and has made a difference in the community. They have served hundreds of people, enabling them to find the homes they love.

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