



RUIZ REPORT

HENDERSON COUNTY

April, 2025 Vol 62.

10 slides with ***everything***
you need to know about your
local residential real estate market.

Prepared by

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Henderson County **Ruiz Report** April, 2025

Dwell Realty Group

Understanding the local real estate market is one of the most important aspects of buying or selling a home. Whether you're debating how much to offer or if you should accept an offer you've received, market knowledge is power.

Making an informed decision involves staying current with both the "macro-market" as well as the "micro-market" for your unique situation. As top real estate agents one of the most important things we can do for our clients is to empower them with that same information.

With that in mind we have commissioned this month's Ruiz Report to make sure you're as up to date as possible with current local market conditions, using accurate data directly from the MLS. **Clicking any of the links on slide 4 will take you directly to properties on our website.**

We are always available to answer any questions. Feel free to call us at (828)210-3898 or send us an email at info@dwelavl.com.

Sincerely,
Dwell Realty Group



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At A Glance: Volume

(vs. last month)
(vs. this month last year)

NEW LISTINGS

282  22%
 4%

UNDER CONTRACT

171  0%
 2%

HOMES SOLD

163  9%
 24%

Henderson added **111 more** new listings to the market than it took off (put under contract), **which increased the overall supply**. Home sales (*closings*) **increased** in April, just remember that many of those homes went under contract in a *previous* month.

Amount for month	+ / - Change	% Change vs. last month % Change vs. this month last year
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At A Glance: Velocity

(vs. last month)
(vs. this month last year)

MEDIAN DOM

17  6%
 70%

MO. ACTIVE LISTINGS

842  13%
 36%

MO. INVENTORY

4.1  12%
 48%

The *total* number of active listings **increased 13%** compared to March, 50% of homes went under contract in **17-days or less**, and at this rate there's about **4.1-months of supply** to go around.

April was a ***Seller's market.***

Amount for month	+ / - Change	% Change vs. last month % Change vs. this month last year
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At A Glance: Pricing

(vs. last month)
(vs. this month last year)

AVG. LIST / SALE

98% \approx 0%
 \approx 0%

AVG. SALE PRICE

\$497k \uparrow 3%
 \downarrow 16%

ORIG. LIST / SALE

96% \approx 0%
 \approx 0%

The average price of a home in Henderson County was **\$94k less** than it was this time last April. On average, properties sold for **98%** of their list price *at the time the offer was made*, and **96%** of the price they originally listed for.

Amount for month	+ / - Change	% Change vs. last month % Change vs. this month last year
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Click to see properties!

Henderson In April

Price Range	Active Listings	New Listings	Under Contract	Under Contract (%)	Pending Ratio	Homes Sold	Avg. Sales Price	Avg. List/Sale	Avg. DOM	Median DOM	Months of Inventory	Expired Listings	Listings Withdrawn
\$0 - \$199K	14	6	6	4%	53%	2	\$177,500	95%	40	17	2.2	N/A	N/A
\$200K - \$249K	25	8	8	5%	33%	N/A	N/A	N/A	104	99	3.3	1	N/A
\$250K - \$299K	46	15	10	6%	33%	8	\$261,750	96%	29	11	3.0	1	N/A
\$300K - \$349K	53	18	16	9%	34%	11	\$322,173	99%	45	17	2.7	N/A	N/A
\$350K - \$399K	86	21	22	13%	45%	35	\$368,622	100%	68	30	2.6	N/A	N/A
\$400K - \$449K	95	34	23	13%	35%	19	\$422,705	98%	50	15	4.2	2	N/A
\$450K - \$499K	82	28	19	11%	41%	33	\$463,715	98%	48	17	2.5	1	N/A
\$500K - \$599K	125	51	33	19%	40%	24	\$547,002	98%	29	10	3.8	2	N/A
\$600K - \$699K	73	29	11	6%	23%	9	\$636,712	99%	18	11	5.4	2	N/A
\$700K - \$799K	47	16	1	1%	7%	9	\$752,867	100%	35	35	6.6	2	N/A
\$800K - \$899K	39	9	5	3%	28%	5	\$833,456	98%	51	37	5.4	N/A	N/A
\$900K - \$999K	31	13	8	5%	25%	2	\$975,000	100%	41	7	8.0	N/A	N/A
\$1M - \$1.49M	61	21	6	4%	13%	6	\$1,179,167	96%	110	84	7.5	N/A	N/A
\$1.5M - \$1.99M	44	8	3	2%	13%	N/A	N/A	N/A	220	265	22.4	1	N/A
\$2M+	21	5	N/A	N/A	5%	N/A	N/A	N/A	N/A	N/A	30.0	N/A	N/A
County	842	282	171	–	31%	163	\$497,271	98%	53	17	4.1	12	N/A

Learn the lingo

Active Listings: This is the total number of listings that were for sale *at any given point during the month*.

Under Contract: This is the total **number** of listings that accepted an offer to purchase *during the month*.

Under Contract (%): This is the “Under Contract” column represented as a **percentage** of the county.

Pending Ratio: This ratio is calculated using a **snapshot** taken at 11:59pm on the last day of the month. It used to show a price range’s competitiveness by comparing the number of listings under contract to the total number of listings on the market at the time the snapshot was taken (active + under contract).

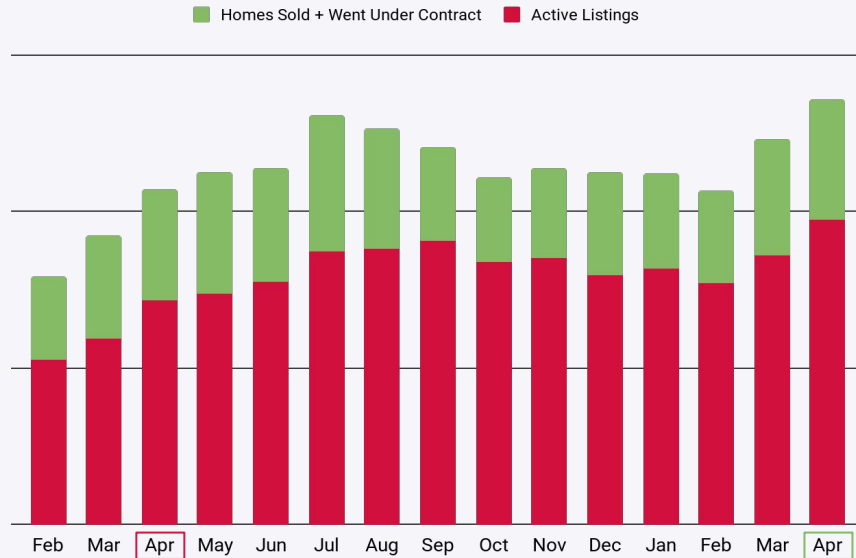
Months of inventory represents how long it would take to deplete the current inventory assuming no new homes are put on the market. It’s commonly used to determine the health of a particular market.

Between 0-4 months of inventory is considered a seller’s market because supply is relatively low, which means that sellers have more control to set terms or raise prices. **5-7 months signals a balanced market** - there is a healthy mix of buyers and sellers. **8 or more months of inventory indicates a buyer’s market**, which means buyers have more negotiating power.

Seller’s Market

Buyer’s Market

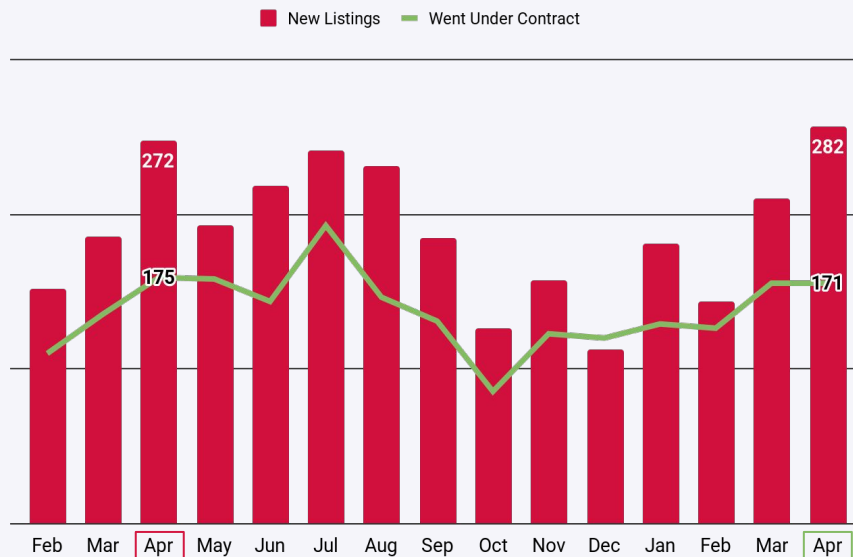
Volume & Activity



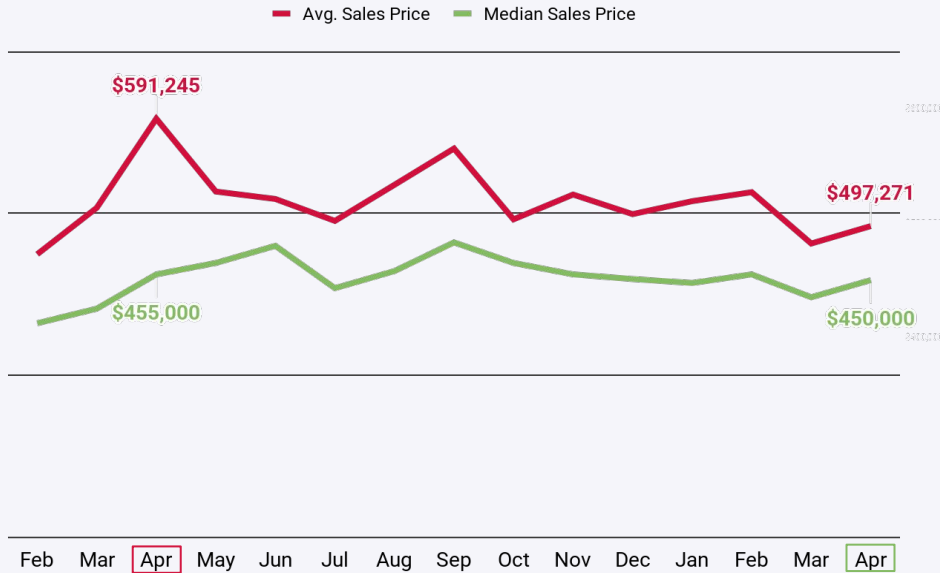
- The number of active listings *increased* by 13% in April. **Total Active listings, the number of properties listed for sale at any point during the month, was up 36% compared to last year.**
- Total homes under contract decreased 0% from last month, but **Henderson had 2% less homes under contract in April than it did this time last year.**
- Overall volume was up 11% from last month and up 27% from this time last year.

Listings & Pendings

- **New listings increased 22% from last month**, and were up 4% from last April's numbers.
- **About the same number of homes went under contract**, but Henderson had less homes going under contract than this month last year, down 2%.
- **Pro Tip:** keeping an eye on the difference between homes added to the market (new listings) and those taken off (by going under contract) is the best way to gauge supply & demand!



Home Prices

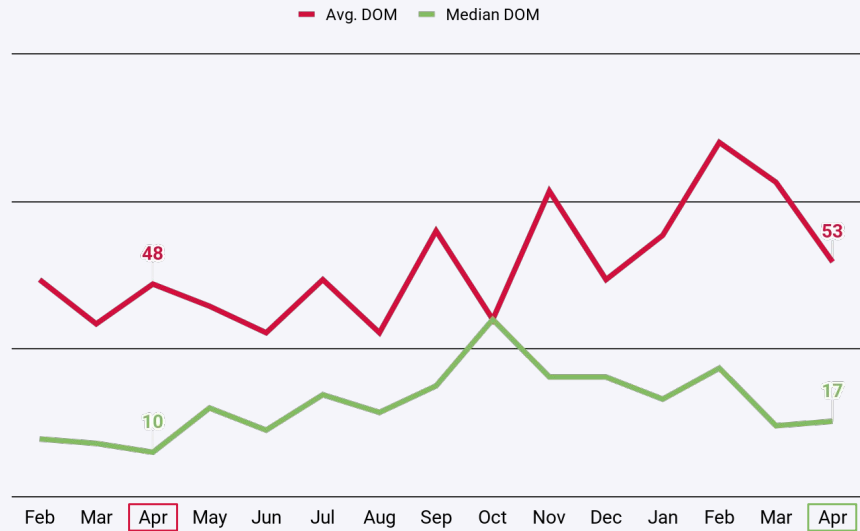


The **median price** is the “middle price,” meaning half of the homes sold during the month were cheaper and half were more expensive than the median. The **average price** is the total sales divided by number of sales.

- The average home price in Henderson County increased 3%, but homes were valued 16% lower compared to last April.
- The positive home value appreciation trend seems to be holding despite interest rates.
Pro Tip: monthly price fluctuations are less indicative than annual trends for understanding market shifts!
- The consistently higher average vs. median home price tells us that **Henderson’s high-end market is strong**, with prices significantly higher than the rest of the market.

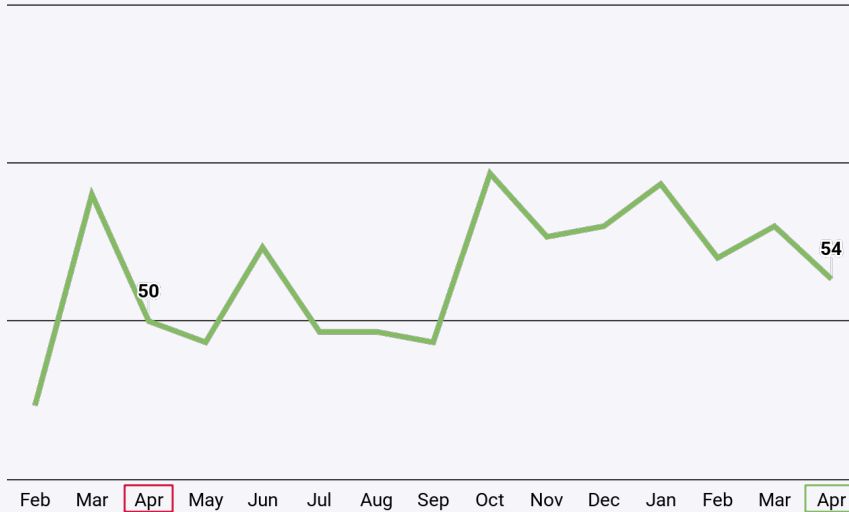
Days On Market

- Homes went under contract 18-days faster, on average, than they did in March, and the *median days it took to sign a purchase contract was 17-days (!!!)*.
- Homes between \$600-699k sold fastest in April, with a *median* 7-days on the market, followed by homes in the \$250-299k range, which took a *median* of 10-days.
- Homes in Henderson are selling quickly due to a combination of extremely low inventory and high demand for homes.



The **median DOM** is the “middle DOM,” meaning half of the homes during the month went UC faster and half took longer than the median. The **average DOM** is the total DOM divided by number of sales.

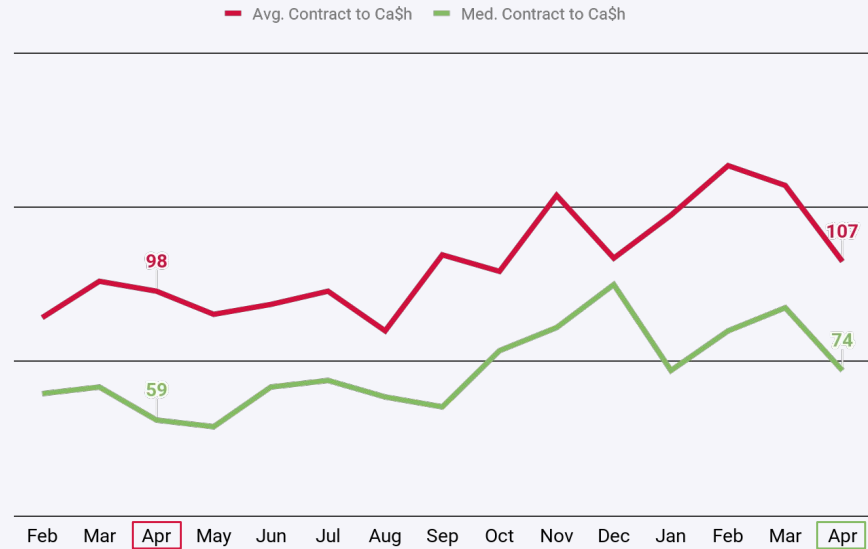
Contract To Close



- **Contract to close time took an average of 5-days less compared to last month, which was 4-days slower compared to last April.**
- **Homes valued between \$800k-899k took among the longest to close.** April closings data put that segment at around 88-days, on average.
- **Homes valued between \$300k-349k closed fastest,** closing in ~36-days, on average.

Contract To Ca\$h

- **Sellers got paid an average of 23-days faster** after listing their homes according to April sales data, but **9-days slower than Apr., 2023**.
- This overall decrease was due to decreases in both time spent during the contract to close process as well as time spent on the market (DOM).
- Homes valued **valued between \$600k-699k sold fastest**, averaging 62-days, **followed by the valued between \$700k-799k price range** which took 63-days, on average.



The **median Contract to Ca\$h** is the "middle number," meaning half of the homes that closed during the month got paid faster and half took longer than the median. The **average Contract to Ca\$h** is the total time it took across all price ranges divided by number of sales.

Methodology

Data for this report was pulled from Canopy MLS for Single Family and Condo/Townhouse properties on May 3rd, 2025. Realtors are required to update their transactions on the MLS within 48hrs, so while most records for the month should have been accounted for, any updates that occurred after the report was pulled will not have made the cut. This should not have a material effect on the data given the overall volume of transactions.

Please send me an [e-mail](#) if you have any comments, questions, requests, or corrections.

See below for some relevant formulas.

$$\text{Months Inventory} = \frac{\text{Active Listings This Month}}{12\text{-Month Pending Homes Average}} \quad \text{Pending} = \frac{\text{Under Contract End Of Month}}{\text{Active End Of Month}}$$