



RUIZ REPORT

TRANSYLVANIA COUNTY

April, 2025 Vol 62.

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

Prepared by

ZACORY **RUIZ**

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Transylvania 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@dwellevl.com.

Sincerely,
Dwell Realty Group



D W E L L

dwellevl.com

828.210.3898

info@dwellevl.com



At A Glance: Activity (vs. last month) (vs. this month last year)

NEW LISTINGS

84  11%
 20%

UNDER CONTRACT

50  16%
 14%

HOMES SOLD

43  19%
 22%

Transylvania added **34 more** listings to the market than it took off (put under contract), **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

15  36%
 6%

MO. ACTIVE LISTINGS

263  13%
 36%

MO. INVENTORY

5.6  24%
 63%

Overall activity was **13 increased%** compared to March, 50% of homes went under contract in **15-days or less**, and at this rate there's about **5.6-months of supply** to go around.

April was a **neutral** 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	AVG. SALE PRICE	ORIG. LIST / SALE
95% ▼ 1% ▼ 2%	\$691k ▼ 7% ▼ 2%	92% ▼ 1% ▼ 3%

The average price of a home in Transylvania County was **\$14k less than it was this time last year**. On average, properties are selling for **95% of their list price** *at the time the offer was made*, and **92% 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!

Transylvania 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	6	3	2	4%	50%	1	\$176,000	88%	29	29	3	N/A	N/A
\$200K - \$249K	8	1	3	6%	50%	2	\$214,500	100%	25	15	2.53	N/A	N/A
\$250K - \$299K	11	1	3	6%	33%	2	\$270,000	97%	114	41	2.91	1	N/A
\$300K - \$349K	12	6	1	2%	13%	3	\$335,834	98%	3	3	5.78	N/A	N/A
\$350K - \$399K	16	5	9	18%	44%	5	\$361,100	96%	27	9	2.31	N/A	N/A
\$400K - \$449K	10	4	2	4%	33%	3	\$414,667	98%	27	27	2.32	N/A	N/A
\$450K - \$499K	23	9	4	8%	13%	4	\$454,750	98%	4	3	5.60	N/A	N/A
\$500K - \$599K	33	13	11	22%	38%	9	\$555,504	101%	65	20	4.11	N/A	N/A
\$600K - \$699K	34	10	4	8%	17%	2	\$618,250	98%	33	22	7.50	N/A	N/A
\$700K - \$799K	21	4	4	8%	22%	2	\$694,399	94%	51	41	6.72	1	N/A
\$800K - \$899K	14	7	1	2%	7%	1	\$855,000	101%	2	2	7.09	1	N/A
\$900K - \$999K	15	7	4	8%	17%	2	\$912,500	97%	11	9	15.00	N/A	N/A
\$1M - \$1.49M	27	8	1	2%	7%	3	\$1,046,667	87%	12	12	12.00	N/A	N/A
\$1.5M - \$1.99M	12	4	N/A	N/A	14%	1	\$1,650,000	92%	N/A	N/A	6.86	1	N/A
\$2M +	21	2	1	2%	5%	3	\$2,533,334	93%	19	19	10.86	N/A	N/A
County	263	84	50	--	22%	43	\$691,066	95%	44	15	5.57	4	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).

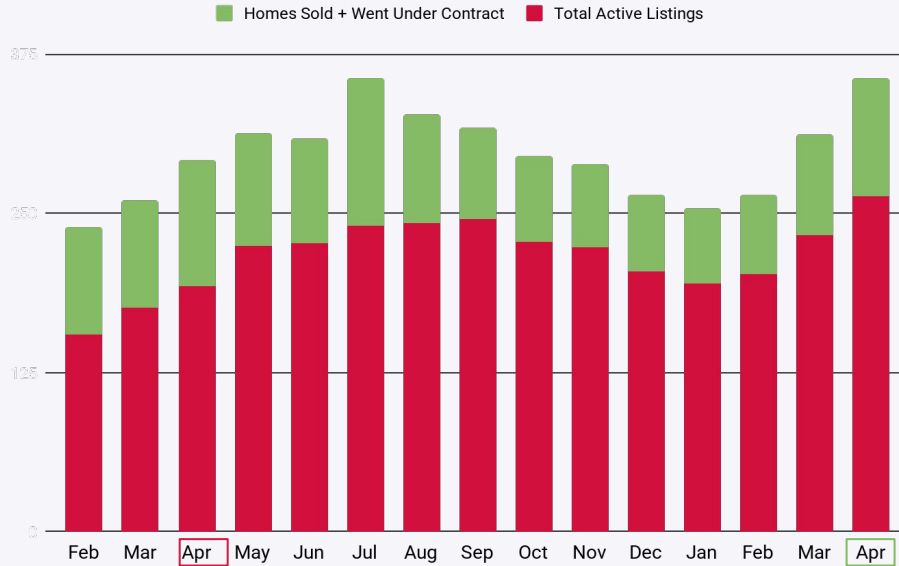
Months of inventory represents how long it would take to deplete the current inventory assuming no new homes are put on the market. It's commonly used to determine the health of a particular market.

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

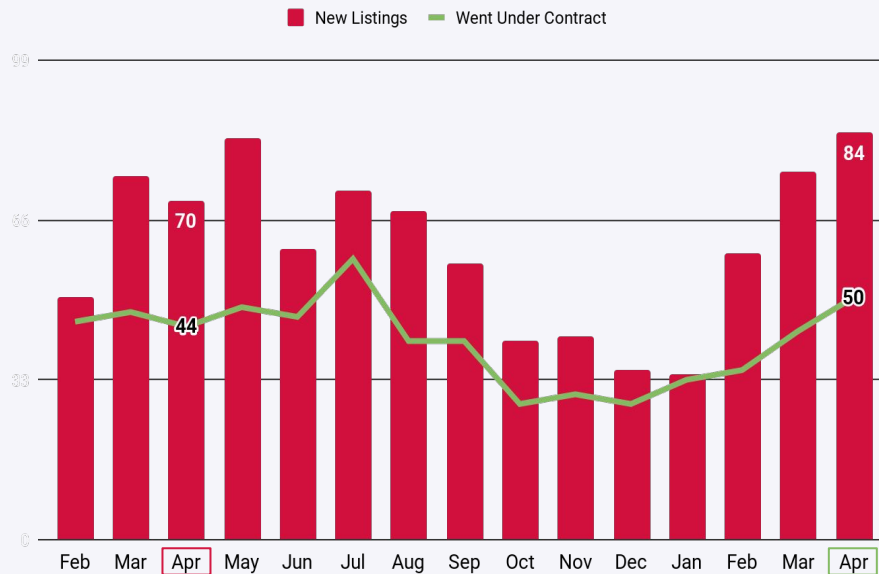
Volume & Activity



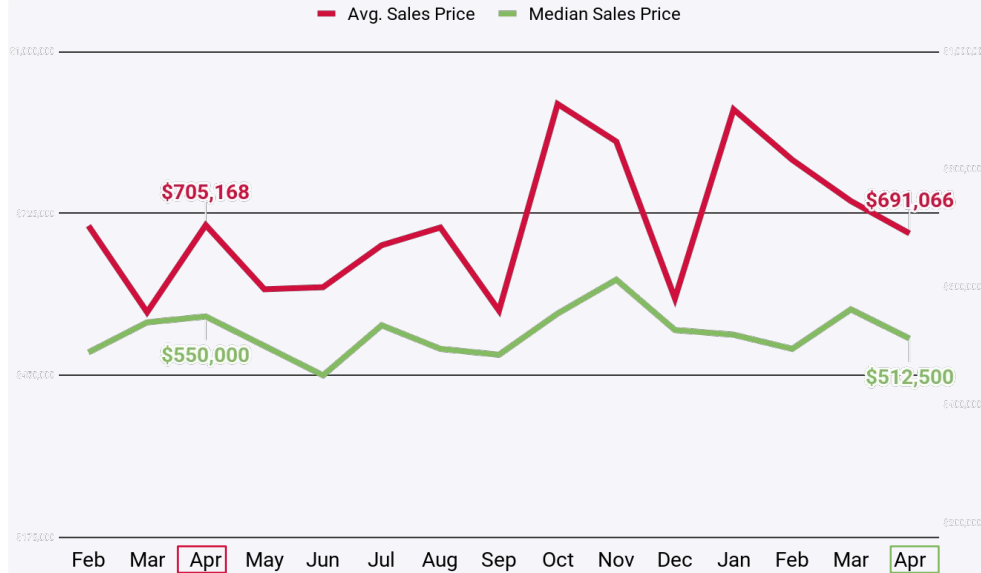
- The number of active listings *increased* by 13% in April. **Total Active listings, the number of properties listed for sale at any point during the month, was up 36% compared to last year.**
- Total homes under contract increased 16% from last month, and **Transylvania had 14% more homes under contract 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 11% from last month**, and were up 20% from last April's numbers.
- **16% more homes went under contract**, and Transylvania had more homes going under contract than this month last year, up 14%.
- **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

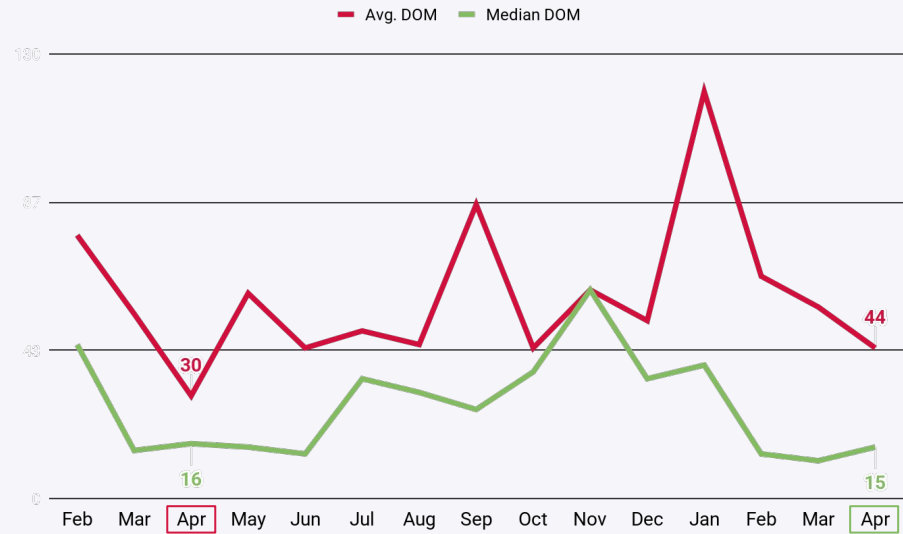


The **median price** is the “middle price,” meaning half of the homes sold during the month were cheaper and half were more expensive than the median. The **average price** is the total sales divided by number of sales.

- The average home price in Transylvania County decreased 7%, and homes were valued 2% 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 **Transylvania’s high-end market is strong**, with prices significantly higher than the rest of the market.

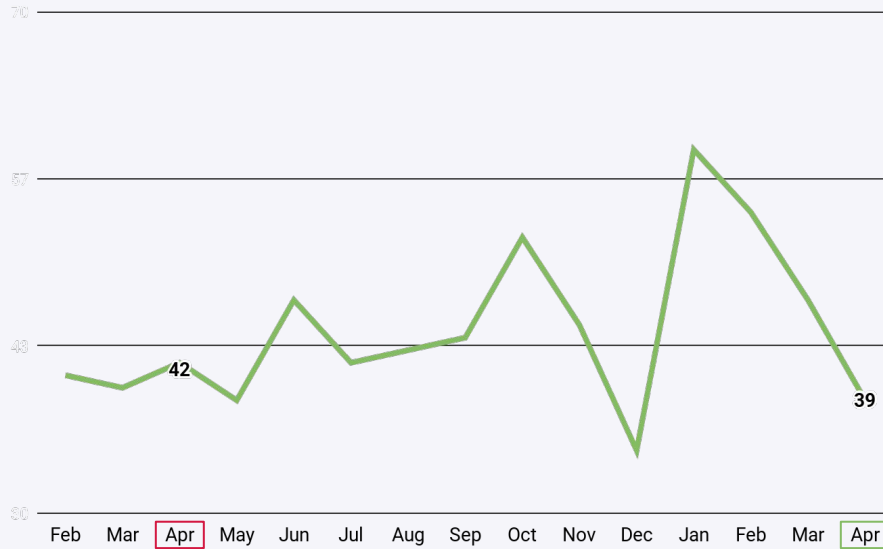
Days On Market

- Homes went under contract 12-days faster, on average, than they did in March, and the *median* days it took to sign a purchase contract was **15-days (!!!)**.
- Homes between \$800-899k sold fastest in April, with a *median* 2-days on the market, followed by homes in the \$300-349k range, which took a *median* of 3-days.
- Homes in Transylvania 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.

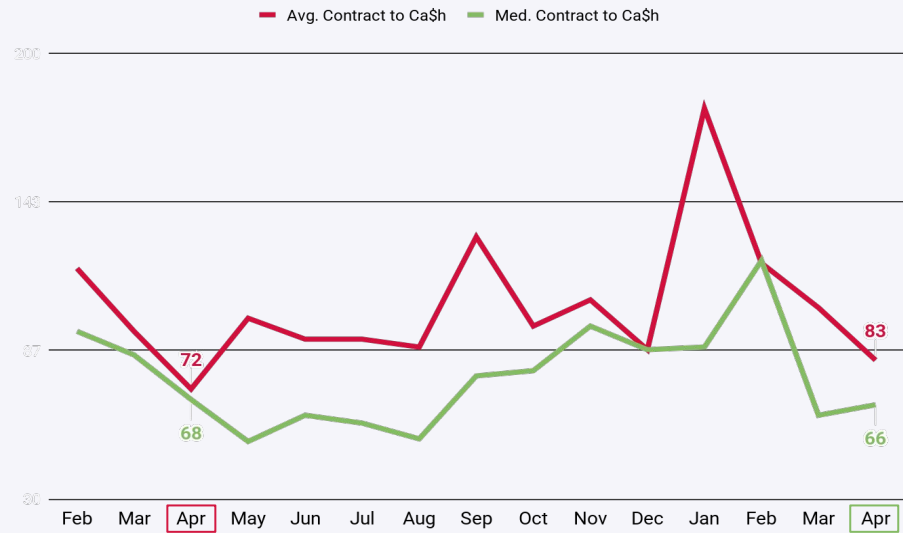
Contract To Close



- **Contract to close time took an average of 8-days less compared to last month, which was 3-days faster compared to last April.**
- **Homes valued between \$800k-899k took among the longest to close.** April closings data put that segment at around 101-days, on average.
- **Homes valued between \$400k-449k closed fastest,** closing in ~24-days, on average.

Contract To Ca\$h

- **Sellers got paid an average of 20-days faster** after listing their homes according to April sales data, but **11-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 \$450k-499k sold fastest**, averaging 31-days, **followed by the valued between \$1.5M-1.99M price range** which took 36-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.

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