



# RUIZ REPORT

HAYWOOD 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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Haywood 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](mailto:info@dwelavl.com).

Sincerely,  
Dwell Realty Group



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

## NEW LISTINGS

172  19%  
 74%

## UNDER CONTRACT

80  8%  
 3%

## HOMES SOLD

76  4%  
 3%

Haywood added **92 more** new listings to the market than it took off (put under contract), **which increased the overall supply**. Home sales (*closings*) **decreased** in April, just remember that many of those homes went under contract in a *previous* month.

Amount for month	+ / - Change	% Change vs. <b>last month</b> % Change vs. <b>this month last year</b>
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# At A Glance: **Velocity** (vs. last month) (vs. this month last year)

## MEDIAN DOM

13  46%  
 65%

## MO. ACTIVE LISTINGS

515  17%  
 62%

## MO. INVENTORY

5.1  19%  
 90%

The *total* number of active listings **increased 17%** compared to March, 50% of homes went under contract in **13-days or less**, and at this rate there's about **5.1-months of supply** to go around.



April was a **neutral market**.

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

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

## AVG. LIST / SALE

96%  0%  
 1%

## AVG. SALE PRICE

\$524k  22%  
 27%

## ORIG. LIST / SALE

94%  2%  
 1%

The average price of a home in Haywood County was **\$110k more** than it was this time last April. On average, properties sold for **96%** of their list price *at the time the offer was made*, and **94%** of the price they originally listed for.

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

# Haywood 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
<a href="#">\$0 - \$99K</a>	4	2	1	1%	50%	N/A	N/A	N/A	12	12	1.2	N/A	N/A
<a href="#">\$100K - \$124K</a>	4	2	2	3%	67%	1	\$135,000	113%	2	2	2.4	N/A	N/A
<a href="#">\$125K - \$149K</a>	7	4	2	3%	50%	1	\$150,000	103%	12	12	4	N/A	N/A
<a href="#">\$150K - \$174K</a>	3	1	2	3%	50%	N/A	N/A	N/A	8	8	1.41	N/A	N/A
<a href="#">\$175K - \$199K</a>	10	4	1	1%	10%	N/A	N/A	N/A	5	5	6.35	N/A	N/A
<a href="#">\$200K - \$249K</a>	21	7	4	5%	31%	2	\$245,000	103%	34	18	2.87	2	N/A
<a href="#">\$250K - \$299K</a>	30	5	8	10%	31%	6	\$275,350	102%	24	25	3.56	N/A	N/A
<a href="#">\$300K - \$349K</a>	41	15	10	13%	26%	13	\$319,821	98%	46	15	3.09	N/A	N/A
<a href="#">\$350K - \$399K</a>	77	28	12	15%	27%	13	\$365,111	95%	60	34	5.17	1	N/A
<a href="#">\$400K - \$449K</a>	62	20	11	14%	29%	11	\$424,227	99%	24	8	4.44	1	N/A
<a href="#">\$450K - \$499K</a>	57	16	6	8%	24%	5	\$468,700	98%	19	8	5.74	N/A	N/A
<a href="#">\$500K - \$599K</a>	68	21	10	13%	19%	6	\$522,250	99%	35	14	7.95	N/A	N/A
<a href="#">\$600K - \$699K</a>	54	18	5	6%	15%	3	\$632,967	98%	38	15	8.2	N/A	N/A
<a href="#">\$700K - \$999K</a>	50	21	6	8%	18%	9	\$795,334	97%	61	20	5.45	1	N/A
<a href="#">1M+</a>	27	8	N/A	N/A	10%	6	\$1,546,334	90%	N/A	N/A	8.1	1	N/A
County	515	172	80	--	24%	76	\$523,810	96%	37	13	5.05	6	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.

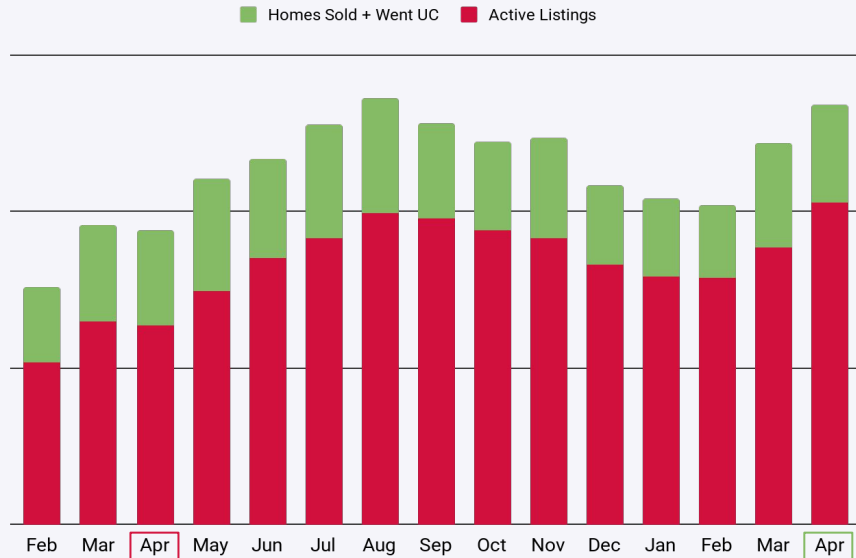
**Pending Ratio:** This ratio is calculated using a **snapshot** taken at 11:59pm on the last day of the month. It used to show a price range’s competitiveness by comparing the number of listings under contract to the total number of listings on the market at the time the snapshot was taken (active +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

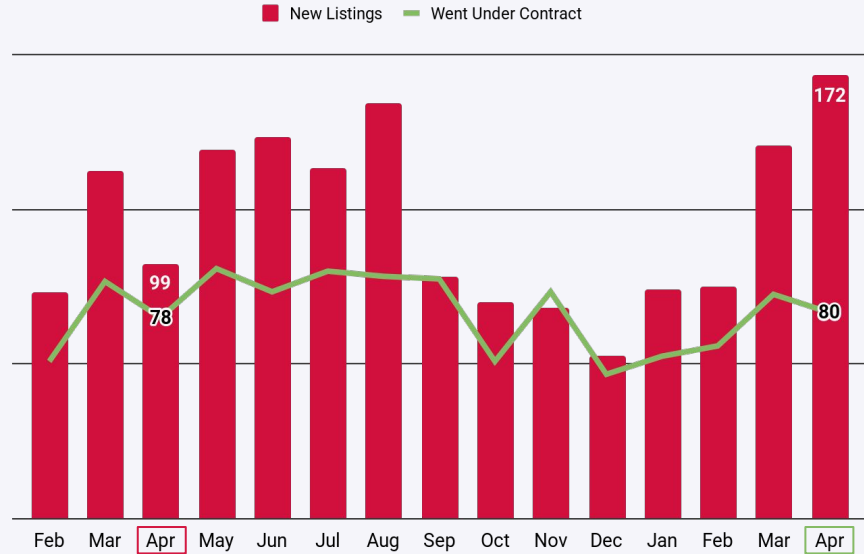
# Volume & Activity



- The number of active listings *increased* by 17% in April. **Total Active listings, the number of properties listed for sale at any point during the month, was up 62% compared to last year.**
- Total homes under contract decreased 8% from last month, but **Haywood had 3% more homes under contract in April than it did this time last year.**
- Overall volume was up 12% from last month and up 50% from this time last year.

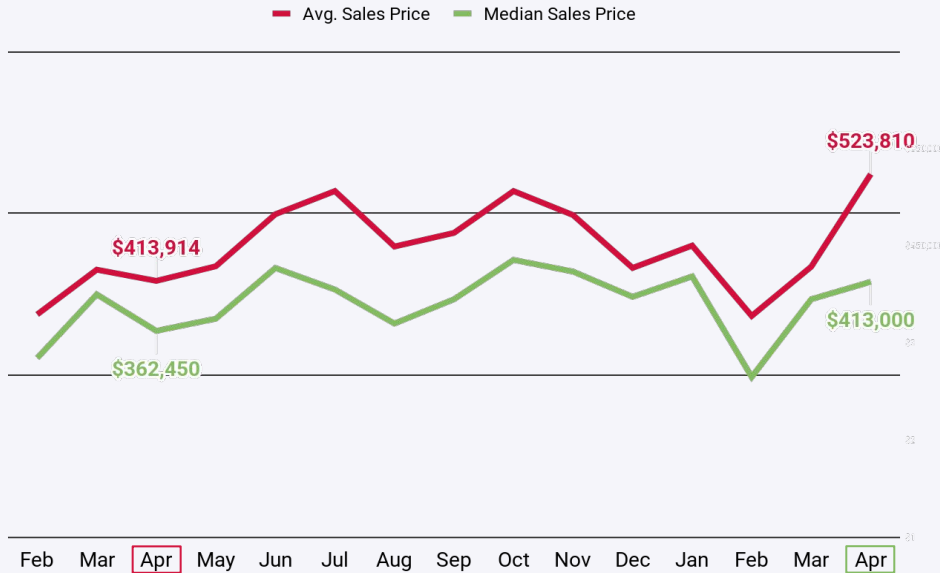
# Listings & Closings

- **New listings increased 19% from last month**, and were up 74% from last April's numbers.
- **8% less homes went under contract**, but Haywood had more homes going under contract than this month last year, up 3%.
- **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

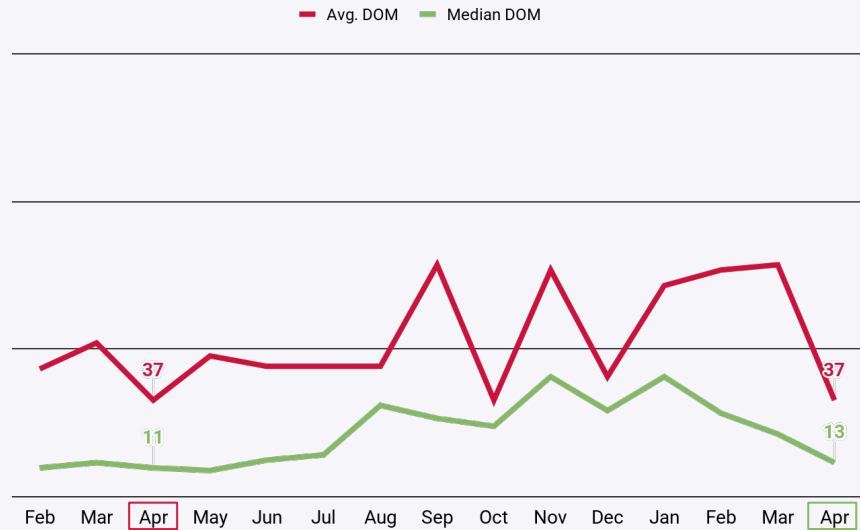


The **median price** is the “middle price,” meaning half of the homes sold during the month were cheaper and half were more expensive than the median. The **average price** is the total sales divided by number of sales.

- The average home price in Haywood County increased 22%, and homes were valued 27% higher 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 **Haywood’s high-end market is strong**, with higher priced homes raising the average for the whole market.

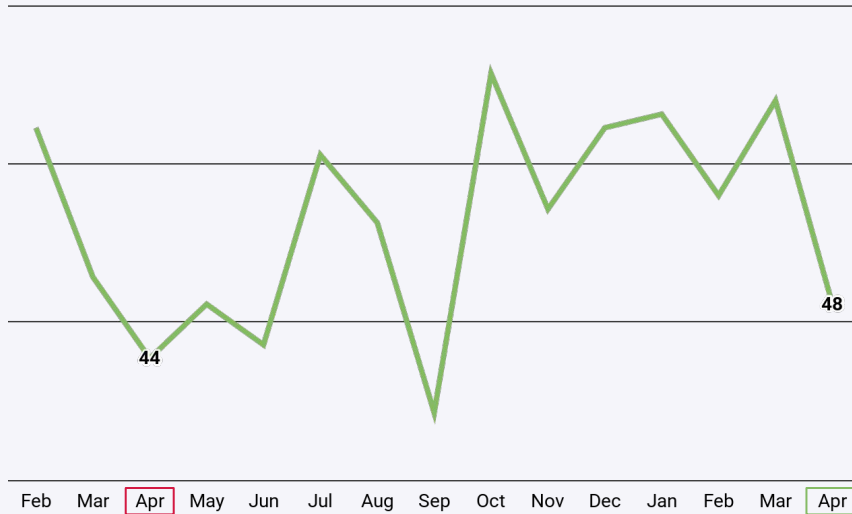
# Days On Market

- Homes went under contract 52-days faster, on average, than they did in March, and the median days it took to sign a purchase contract was **13-days (!!!)**.
- Homes between \$100-124k sold fastest in April, with a *median* 2-days on the market, followed by homes in the \$175-199k range, which took a *median* of 5-days.
- Homes in Haywood 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.

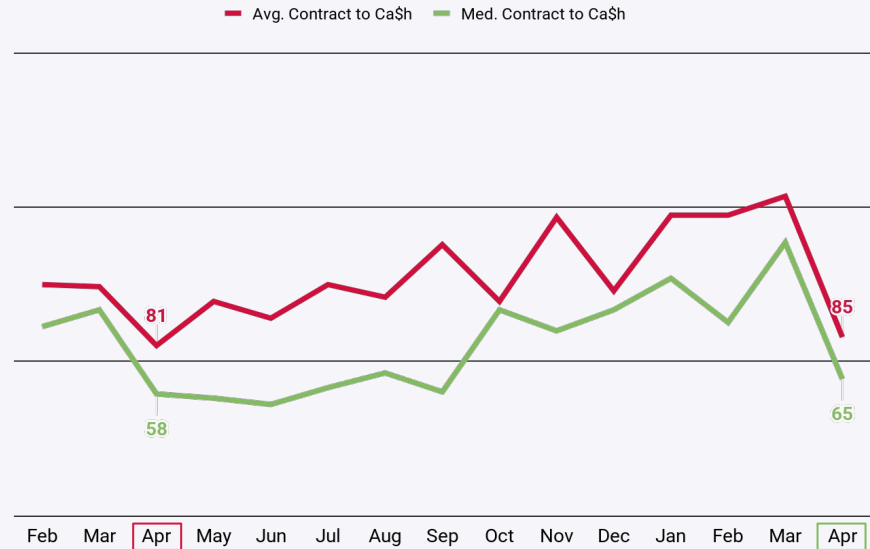
# Contract To Close



- **Contract to close time took an average of 15-days less compared to last month, which was 4-days slower compared to last April.**
- **Homes valued between \$250k-299k took among the longest to close.** April closings data put that segment at around 72-days, on average.
- **Homes valued between \$100k-124k closed fastest,** closing in ~17-days, on average.

# Contract To Ca\$h

- **Sellers got paid an average of 67-days faster** after listing their homes according to April sales data, but **4-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 \$100k-124k sold fastest**, averaging 21-days, **followed by the valued between \$125k-149k price range** which took 59-days, on average.



# 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.

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