



RUIZ REPORT

HAYWOOD COUNTY

March, 2025 Vol 61.

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

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KELLER WILLIAMS | ASHEVILLE, NC

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Haywood County **Ruiz Report** March, 2025

Bradley Pace



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 a Keller Williams Professionals agent I pride myself in being a local market expert, and one of the most important things I can do for my clients is to empower them with that same information.

With that in mind, I've commissioned this month's **Ruiz Report** to make sure you're as up to date as possible with current market conditions, using accurate data directly from the MLS. **Clicking any of the price ranges on slide 4 will take you to available properties on my website so we can get started ASAP!**

Please enjoy the area's most informative market report, on me. Don't hesitate to send me an e-mail at bradleypace@kw.com or call me at 828-593-9187 if you should have any questions.

Sincerely,

Bradley Pace

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

NEW LISTINGS

145  61%
 7%

UNDER CONTRACT

87  30%
 5%

HOMES SOLD

79  61%
 30%

Haywood added **58 more** new listings to the market than it took off (put under contract), **which increased the overall supply**. Home sales (*closings*) **increased** in March, 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

24  25%
 59%

MO. ACTIVE LISTINGS

442  12%
 36%

MO. INVENTORY

4.2  15%
 68%

The *total* number of active listings **increased 12%** compared to February, 50% of homes went under contract in **24-days or less**, and at this rate there's about **4.2-months of supply** to go around.



March 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

96%  0%
 1%

AVG. SALE PRICE

\$429k  13%
 1%

ORIG. LIST / SALE

92%  1%
 1%

The average price of a home in Haywood County was **\$3k more than it was this time last March**. On average, properties sold for **96% 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**

Click to see properties!

Haywood In March

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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 - \$99K	2	N/A	N/A	N/A	0%	1	\$48,000	80%	N/A	N/A	2	N/A	N/A
\$100K - \$124K	6	2	3	3%	67%	1	\$104,900	95%	90	85	3.43	N/A	N/A
\$125K - \$149K	5	N/A	2	2%	57%	1	\$110,000	85%	67	67	2.25	N/A	N/A
\$150K - \$174K	2	2	N/A	N/A	50%	N/A	N/A	N/A	N/A	N/A	1.26	N/A	N/A
\$175K - \$199K	7	N/A	1	1%	14%	2	\$170,500	94%	34	34	4.24	N/A	N/A
\$200K - \$249K	14	7	1	1%	26%	N/A	N/A	N/A	3	3	3.17	N/A	N/A
\$250K - \$299K	34	15	7	8%	26%	5	\$269,000	99%	51	19	3.41	N/A	N/A
\$300K - \$349K	45	15	13	15%	40%	16	\$326,064	98%	91	10	2.38	2	N/A
\$350K - \$399K	67	23	17	20%	32%	11	\$356,810	96%	114	24	4.14	1	N/A
\$400K - \$449K	50	21	12	14%	31%	15	\$419,104	98%	74	23	4.24	N/A	N/A
\$450K - \$499K	52	15	9	10%	23%	8	\$432,334	93%	66	51	5.29	N/A	N/A
\$500K - \$599K	51	17	6	7%	15%	7	\$536,929	98%	6	4	6.64	N/A	N/A
\$600K - \$699K	41	13	4	5%	10%	6	\$609,834	94%	112	88	6.55	2	N/A
\$700K - \$999K	38	11	7	8%	28%	5	\$807,050	97%	81	36	3.95	1	N/A
1M+	28	4	5	6%	30%	1	\$1,565,000	88%	122	22	6.33	2	N/A
County	442	145	87	--	27%	79	\$428,529	96%	89	24	4.23	8	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

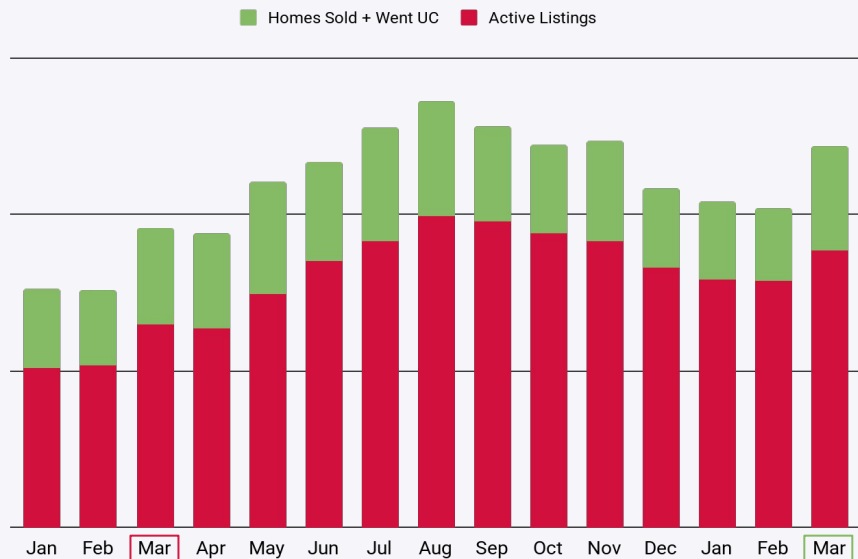
Buyer's Market

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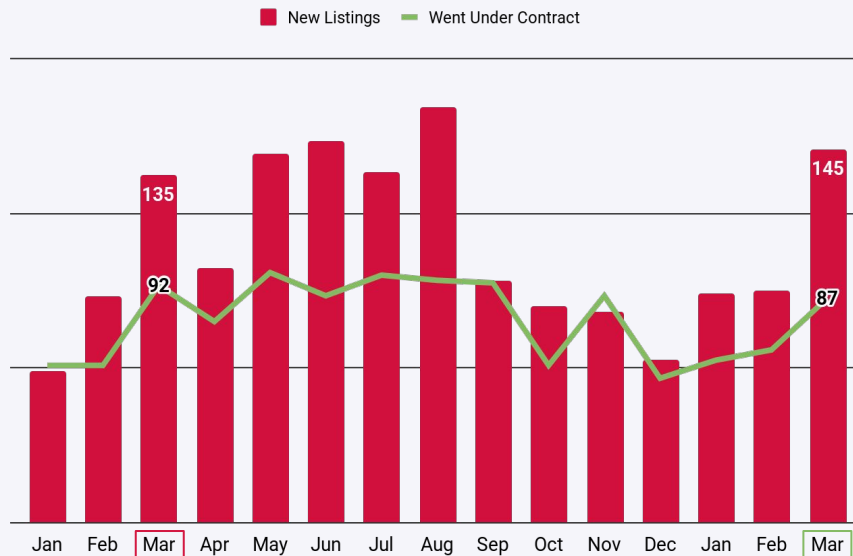
Volume & Activity



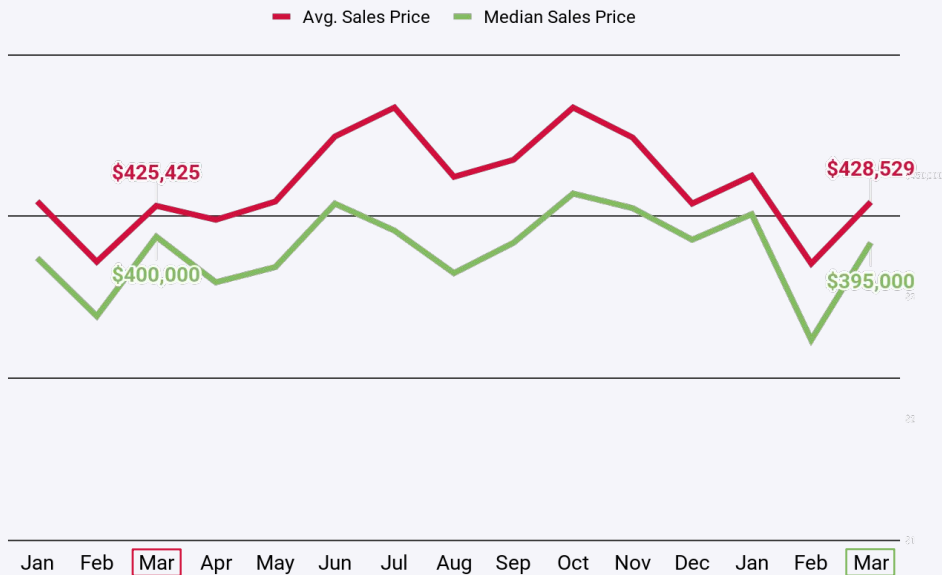
- The number of active listings *increased* by 12% in March. **Total Active listings, the number of properties listed for sale at any point during the month, was up 36% compared to last year.**
- Total homes under contract increased 30% from last month, but **Haywood had 5% less homes under contract in March than it did this time last year.**
- Overall volume was up 15% from last month and up 27% from this time last year.

Listings & Closings

- **New listings increased 61% from last month**, and were up 7% from last March's numbers.
- **30% more homes went under contract**, but Haywood had less homes going under contract than this month last year, down 5%.
- **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

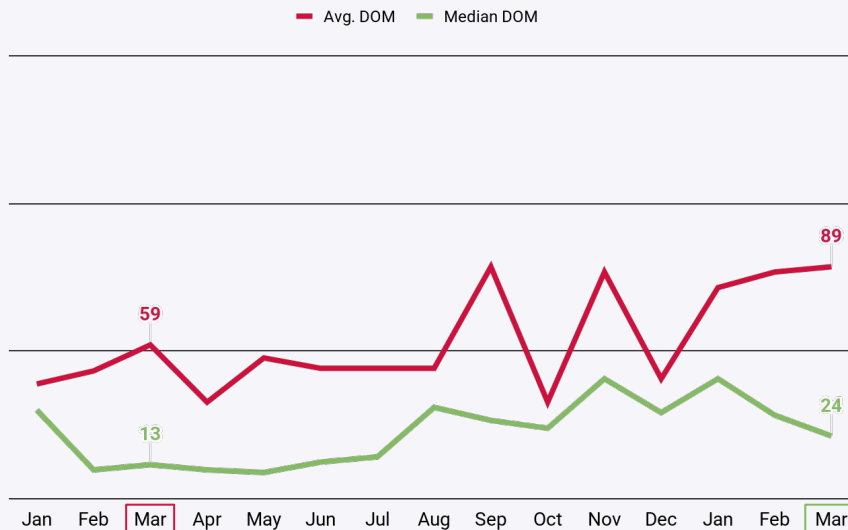


The **median price** is the “middle price,” meaning half of the homes sold during the month were cheaper and half were more expensive than the median. The **average price** is the total sales divided by number of sales.

- The average home price in Haywood County increased 13%, and homes were valued 1% higher compared to last March.
- 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.

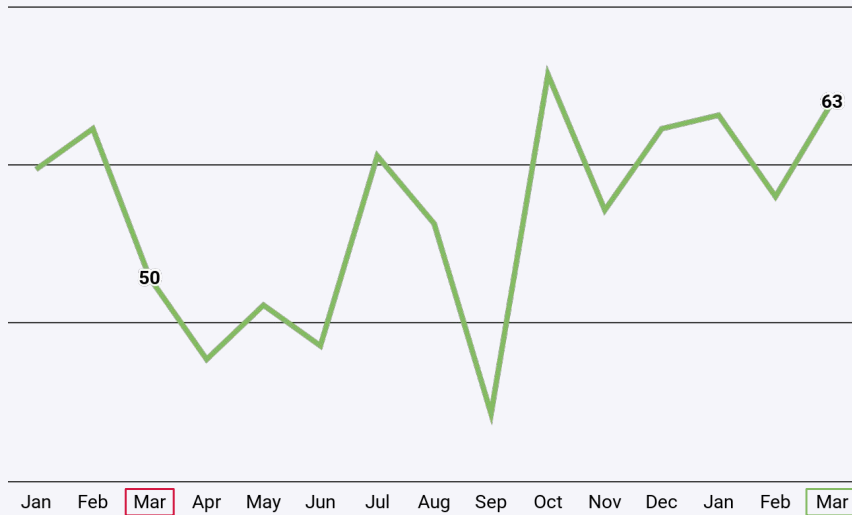
Days On Market

- On average, homes took 2-days longer to go under contract than they did in February, and the median days it took to sign a purchase contract was **24-days (!!!)**.
- Homes between \$200-249k sold fastest in March, with a *median* 3-days on the market, followed by homes in the \$500-599k range, which took a *median* of 4-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.

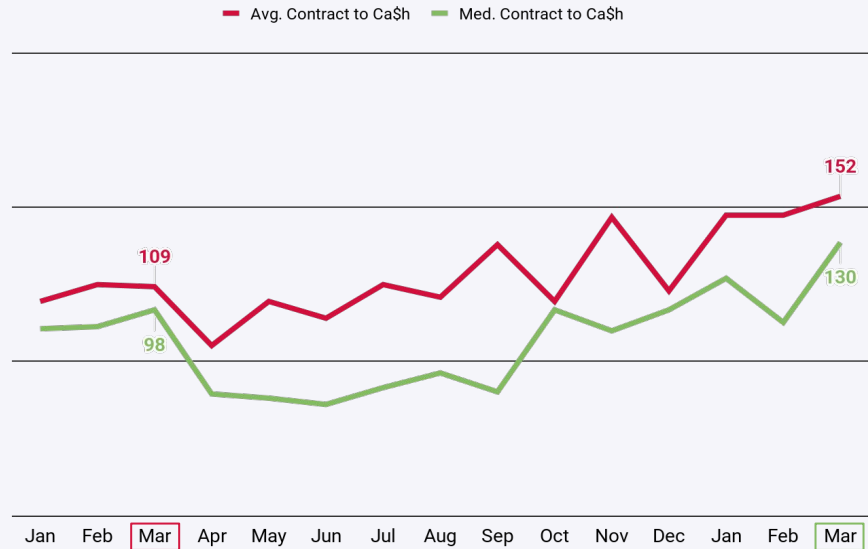
Contract To Close



- **Contract to close time took an average of 7-days more compared to last month, which was 13-days slower compared to last March.**
- **Homes valued up to \$99k took among the longest to close.** March closings data put that segment at around 248-days, on average.
- **Homes valued between \$175k-199k closed fastest, closing in ~30-days, on average.**

Contract To Ca\$h

- **Sellers got paid an average of 9-days slower** after listing their homes according to March sales data, and **43-days slower than Mar., 2023.**
- This overall increase was a due to increases in both time spent during the contract to close process as well as time spent on the market (DOM).
- Homes valued **valued between \$500k-599k sold fastest**, averaging 45-days, **followed by the valued between \$175k-199k price range** which took 47-days, on average.



Methodology

Data for this report was pulled from Canopy MLS for Single Family and Condo/Townhouse properties on April 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.

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