



RUIZ REPORT

HAYWOOD COUNTY

May, 2025 Vol 63.

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

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PROFESSIONALS REALTY



KELLER WILLIAMS | ASHEVILLE, NC

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Haywood County **Ruiz Report** May, 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

193  12%
 35%

UNDER CONTRACT

88  10%
 9%

HOMES SOLD

78  3%
 7%

Haywood added **105 more** new listings to the market than it took off (put under contract), **which increased the overall supply**. Home sales (*closings*) **increased** in May, 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

18 ▲ 38%
▼ 67%

MO. ACTIVE LISTINGS

600 ▲ 17%
▲ 61%

MO. INVENTORY

6.0 ▲ 20%
▲ 84%

The *total* number of active listings **increased 17%** compared to April, 50% of homes went under contract in **18-days or less**, and at this rate there's about **6.0-months of supply** to go around.


May 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

98%  2%
 0%

AVG. SALE PRICE

\$458k  13%
 7%

ORIG. LIST / SALE

96%  2%
 1%

The average price of a home in Haywood County was **\$29k more than it was this time last May**. 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!

Haywood In May

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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	1	1	1%	50%	1	\$91,500	122%	6	6	1.2	N/A	N/A
\$100K - \$124K	3	1	1	1%	50%	1	\$80,000	80%	13	13	3.6	N/A	N/A
\$125K - \$149K	9	4	5	6%	58%	2	\$115,750	79%	80	85	3.53	N/A	N/A
\$150K - \$174K	4	2	N/A	N/A	33%	2	\$135,000	87%	N/A	N/A	1.26	N/A	N/A
\$175K - \$199K	13	4	3	3%	23%	1	\$201,100	109%	43	22	10	N/A	N/A
\$200K - \$249K	16	5	6	7%	35%	3	\$238,634	101%	50	48	3.71	1	N/A
\$250K - \$299K	39	15	6	7%	31%	5	\$266,335	98%	72	10	4.71	1	N/A
\$300K - \$349K	52	18	12	14%	30%	7	\$314,486	97%	20	7	3.29	2	N/A
\$350K - \$399K	93	31	10	11%	18%	14	\$367,956	98%	25	11	6.24	2	N/A
\$400K - \$449K	69	22	11	13%	26%	8	\$403,895	96%	52	25	5.66	1	N/A
\$450K - \$499K	64	19	8	9%	16%	12	\$469,573	98%	133	8	6.79	N/A	N/A
\$500K - \$599K	83	26	14	16%	22%	12	\$553,375	98%	30	18	7.73	N/A	N/A
\$600K - \$699K	50	9	7	8%	17%	6	\$622,767	96%	73	33	8	2	N/A
\$700K - \$999K	63	23	3	3%	8%	2	\$778,000	98%	9	7	8.29	N/A	N/A
1M+	40	13	1	1%	5%	2	\$2,331,000	99%	609	609	11.68	1	N/A
County	600	193	88	--	21%	78	\$458,148	98%	63	18	6.04	10	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

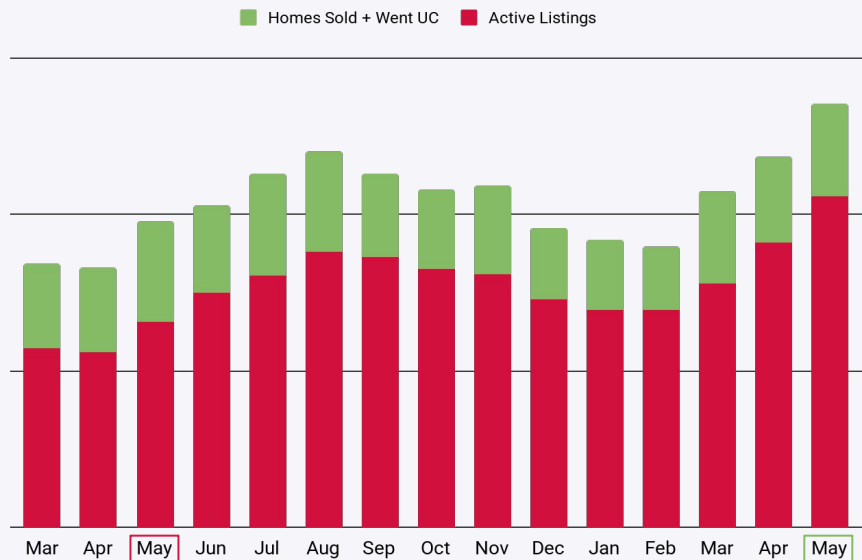
Buyer's Market

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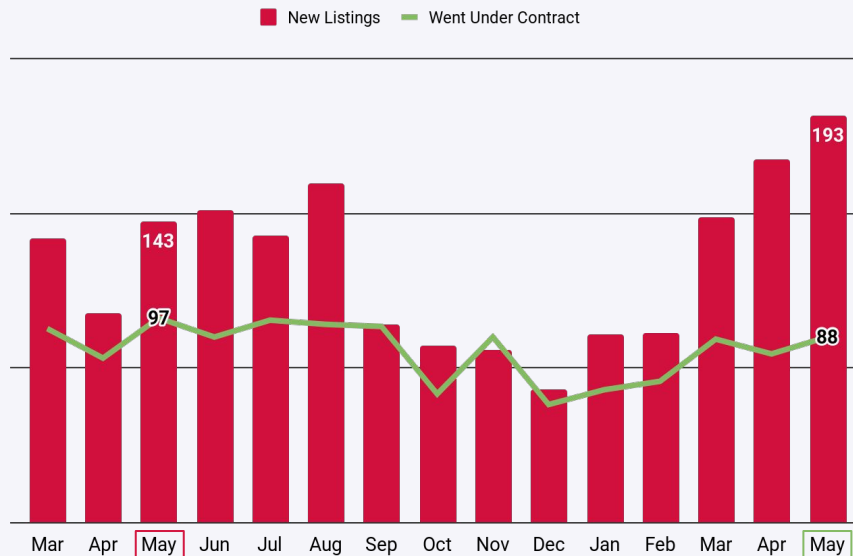
Volume & Activity



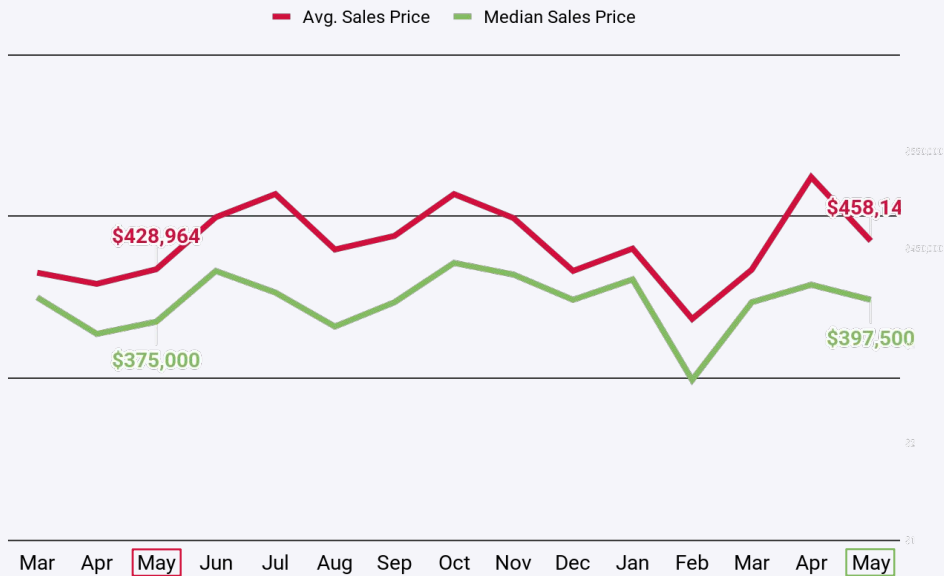
- The number of active listings *increased* by 17% in May. **Total Active listings, the number of properties listed for sale at any point during the month, was up 61% compared to last year.**
- Total homes under contract increased 10% from last month, but **Haywood had 9% less homes under contract in May than it did this time last year.**
- Overall volume was up 16% from last month and up 47% from this time last year.

Listings & Closings

- **New listings increased 12% from last month**, and were up 35% from last May's numbers.
- **10% more homes went under contract**, but Haywood had less homes going under contract than this month last year, down 9%.
- **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

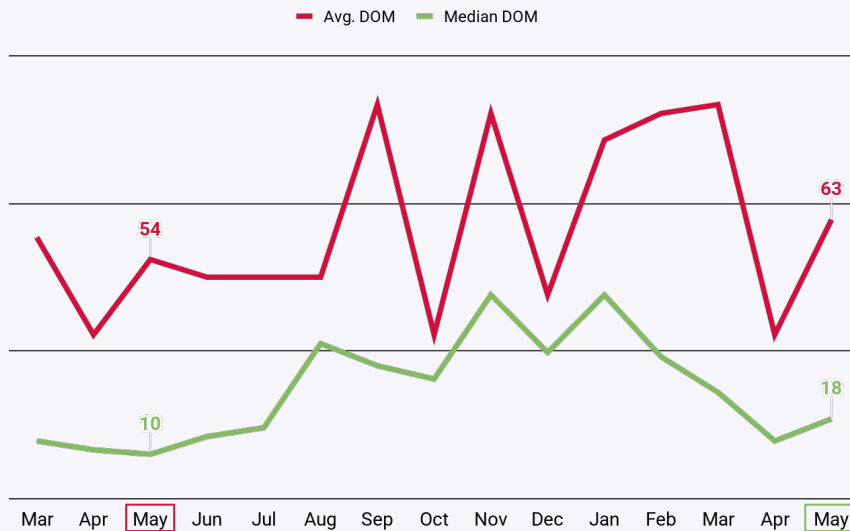


The **median price** is the “middle price,” meaning half of the homes sold during the month were cheaper and half were more expensive than the median. The **average price** is the total sales divided by number of sales.

- The average home price in Haywood County decreased 13%, but homes were valued 7% higher compared to last May.
- 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.

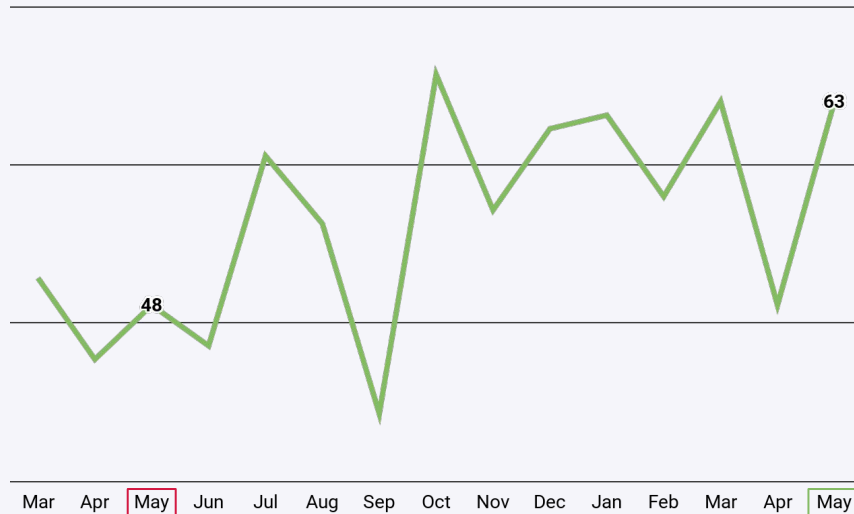
Days On Market

- On average, homes took 26-days longer to go under contract than they did in April, and the median days it took to sign a purchase contract was 18-days (!!!).
- Homes valued up to \$99k sold fastest in May, with a median 6-days on the market, followed by homes in the \$700-999k range, which took a median of 7-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.

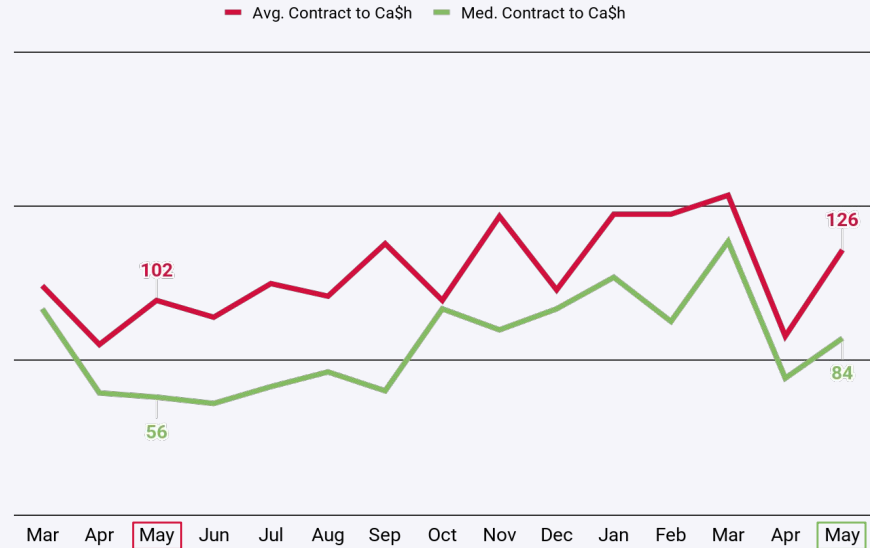
Contract To Close



- **Contract to close time took an average of 15-days more compared to last month,** which was 15-days slower compared to last May.
- **Homes valued between \$700k-999k took among the longest to close.** May closings data put that segment at around 120-days, on average.
- **Homes valued between \$175k-199k closed fastest,** closing in ~22-days, on average.

Contract To Ca\$h

- **Sellers got paid an average of 41-days slower** after listing their homes according to May sales data, and **24-days slower than May., 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 \$150k-174k sold fastest**, averaging 33-days, **followed by the valued up to \$99k price range** which took 41-days, on average.



Methodology

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

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