



# RUIZ REPORT

RUTHERFORD COUNTY

March, 2025 Vol 44.

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

Prepared by

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Rutherford County **Ruiz Report** March, 2025

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

## NEW LISTINGS

103  36%  
 10%

## UNDER CONTRACT

61  30%  
 15%

## HOMES SOLD

62  88%  
 2%

Rutherford added **42 more** listings to the market than it took off (put under contract), **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. <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

18 ▼ 44%  
≈ 0%

## MO. ACTIVE LISTINGS

369 ▲ 9%  
▲ 35%

## MO. INVENTORY

4.6 ▲ 10%  
▲ 57%

Overall activity was **9 increased%** compared to February, 50% of homes went under contract in **18-days or less**, and at this rate there's about **4.6-months of supply** to go around.

March was a ***Seller's*** 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

95%  $\approx$  0%  
 $\approx$  0%

## AVG. SALE PRICE

\$371k  $\uparrow$  47%  
 $\downarrow$  9%

## ORIG. LIST / SALE

91%  $\approx$  0%  
 $\downarrow$  3%

The average price of a home in Rutherford County was **\$38k 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 **91% 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!

# Rutherford In March

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 DOM	Median DOM	Months of Inventory	Expired Listings	Listings Withdrawn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>	8	4	3	5%	44%	1	\$50,000	77%	62	14	1.28	N/A	N/A
<a href="#">\$100K - \$124K</a>	5	2	N/A	N/A	0%	1	\$115,000	97%	N/A	N/A	4.29	1	N/A
<a href="#">\$125K - \$149K</a>	15	4	3	5%	36%	2	\$116,500	85%	4	4	3.18	1	N/A
<a href="#">\$150K - \$174K</a>	10	4	1	2%	10%	2	\$150,500	96%	10	10	2.51	2	N/A
<a href="#">\$175K - \$199K</a>	10	3	5	8%	64%	7	\$186,000	99%	85	87	0.64	N/A	N/A
<a href="#">\$200K - \$249K</a>	40	18	15	25%	43%	11	\$217,182	96%	33	16	2.68	N/A	N/A
<a href="#">\$250K - \$299K</a>	39	10	7	11%	20%	10	\$275,064	98%	27	18	4.04	1	N/A
<a href="#">\$300K - \$349K</a>	36	14	4	7%	13%	4	\$315,000	97%	18	17	4.94	1	N/A
<a href="#">\$350K - \$399K</a>	39	9	8	13%	33%	9	\$366,723	97%	109	78	5.70	2	N/A
<a href="#">\$400K - \$449K</a>	32	6	5	8%	21%	3	\$412,000	99%	51	17	8.91	1	N/A
<a href="#">\$450K - \$499K</a>	33	7	2	3%	13%	2	\$452,500	96%	196	196	7.00	2	N/A
<a href="#">\$500K - \$599K</a>	27	9	3	5%	13%	3	\$555,017	98%	148	183	6.81	N/A	N/A
<a href="#">\$600K - \$699K</a>	15	3	1	2%	14%	3	\$631,667	96%	196	196	6.26	1	N/A
<a href="#">\$700K - \$999K</a>	37	7	4	7%	22%	2	\$798,750	99%	91	56	10.24	1	N/A
<a href="#">1M+</a>	23	3	N/A	N/A	0%	2	\$1,991,500	85%	N/A	N/A	12.60	N/A	N/A
County	369	103	61	--	23%	62	\$370,688	95%	63	18	4.57	13	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).

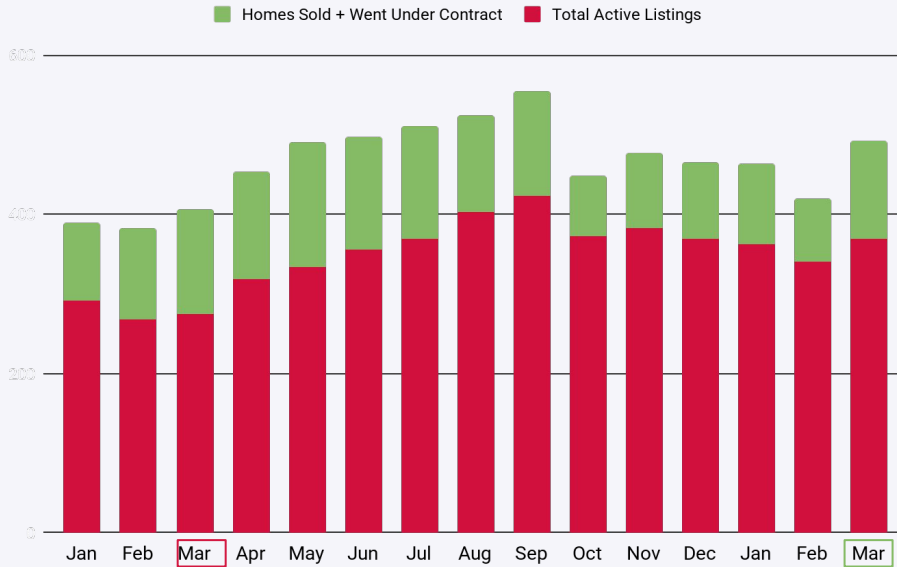
**Months of inventory** represents how long it would take to deplete the current inventory assuming no new homes are put on the market. It's commonly used to determine the health of a particular market.

**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

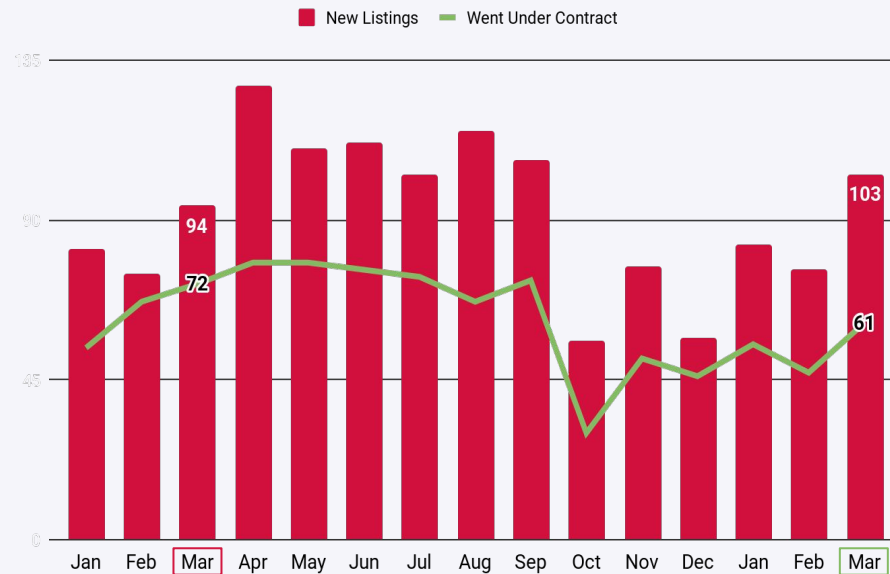
# Volume & Activity



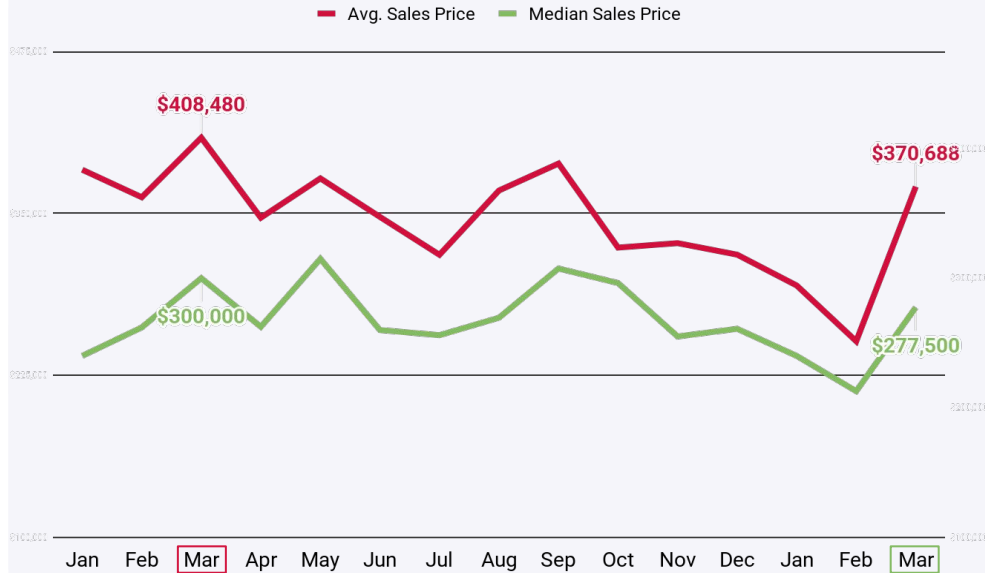
- The number of active listings *increased* by 9% in March. **Total Active listings, the number of properties listed for sale at any point during the month, was up 35% compared to last year.**
- Total homes under contract increased 30% from last month, but **Rutherford had 15% less homes under contract in March than it did this time last year.**
- Overall volume was up 10% from last month and up 19% from this time last year.

# Listings & Pendings

- **New listings increased 36% from last month**, and were up 10% from last March's numbers.
- **30% more homes went under contract**, but Rutherford had less homes going under contract than this month last year, down 15%.
- **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



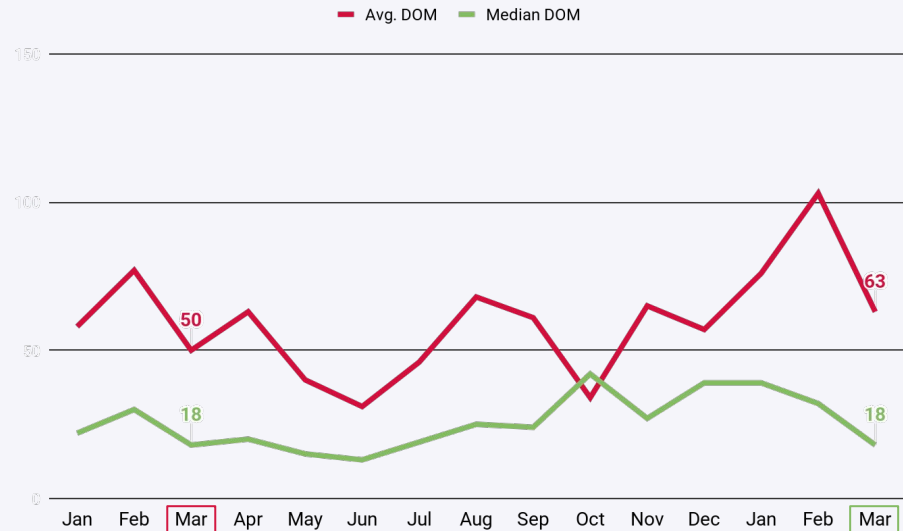
The **median price** is the “middle price,” meaning half of the homes sold during the month were cheaper and half were more expensive than the median. The **average price** is the total sales divided by number of sales.

- The average home price in Rutherford County increased 47%, but homes were valued 9% lower 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 **Rutherford’s high-end market is strong**, with prices significantly higher than the rest of the market.



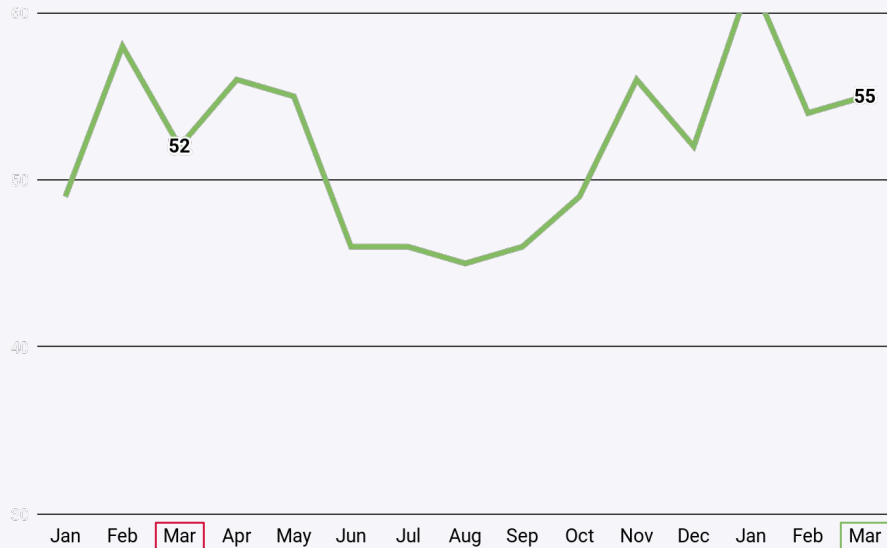
# Days On Market

- Homes went under contract 40-days faster, on average, than they did in February, and the *median* days it took to sign a purchase contract was **18-days (!!!)**.
- Homes between \$125-149k sold fastest in March, with a *median* 4-days on the market, followed by homes in the \$150-174k range, which took a *median* of 10-days.
- Homes in Rutherford 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.

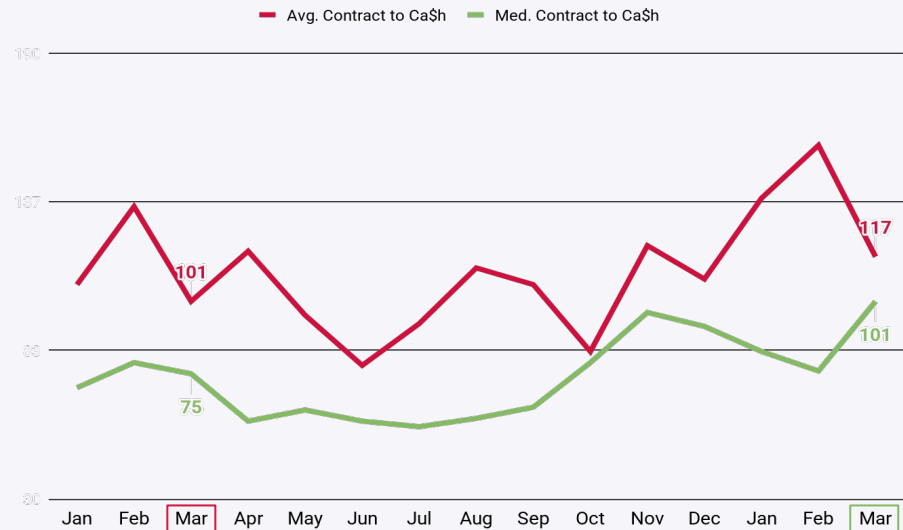
# Contract To Close



- **Contract to close time took an average of 1-days more compared to last month, which was 3-days slower compared to last March.**
- **Homes valued between \$600k-699k took among the longest to close.** March closings data put that segment at around 121-days, on average.
- **Homes valued up to \$99k closed fastest,** closing in ~18-days, on average.

# Contract To Ca\$h

- Sellers got paid an average of 40-days **faster** after listing their homes according to March sales data, but **16-days slower** than Mar., 2023.
- This decrease was mostly due to a reduction in time spent on the market (DOM) since the time spent during the contract to close process went up.
- Homes valued **valued greater than \$1M sold fastest**, averaging 33-days, **followed by the valued between \$125k-149k price range** which took 34-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 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.

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