



# RUIZ REPORT

HENDERSON COUNTY

May, 2025 Vol 63.

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

Prepared by

ZACORY **RUIZ**

© 2023, Ruiz Report LLC All rights reserved.

Henderson County **Ruiz Report** May, 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



D W E L L

[dwelavl.com](http://dwelavl.com)

828.210.3898

[info@dwelavl.com](mailto:info@dwelavl.com)



Best of Zillow



# At A Glance: Volume

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

## NEW LISTINGS

303  7%  
 43%

## UNDER CONTRACT

178  4%  
 2%

## HOMES SOLD

155  5%  
 4%

Henderson added **125 more** new listings to the market than it took off (put under contract), **which increased the overall supply**. Home sales (*closings*) **decreased** in May, 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>
------------------	--------------	----------------------------------------------------------------------------

# At A Glance: **Velocity**

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

## MEDIAN DOM

19  12%  
 5%

## MO. ACTIVE LISTINGS

935  11%  
 46%

## MO. INVENTORY

4.7  15%  
 63%

The *total* number of active listings **increased 11%** compared to April, 50% of homes went under contract in **19-days or less**, and at this rate there's about **4.7-months of supply** to go around.

May was a ***Seller's market.***

Amount for month	+ / - Change	% Change vs. <b>last month</b> % Change vs. <b>this month last year</b>
------------------	--------------	----------------------------------------------------------------------------

# At A Glance: Pricing

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

## AVG. LIST / SALE

97% ▼ 1%  
▼ 1%

## AVG. SALE PRICE

\$509k ▲ 2%  
▼ 3%

## ORIG. LIST / SALE

95% ▼ 1%  
▼ 1%

The average price of a home in Henderson County was **\$18k less than it was this time last May**. On average, properties sold for **97% of their list price** *at the time the offer was made*, and **95% 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>
------------------	--------------	----------------------------------------------------------------------------

Click to see properties!

# Henderson In May

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 - \$199K</a>	12	4	7	4%	57%	7	\$162,822	94%	37	30	1.7	N/A	N/A
<a href="#">\$200K - \$249K</a>	24	8	4	2%	13%	6	\$227,667	97%	32	29	4.0	N/A	N/A
<a href="#">\$250K - \$299K</a>	60	27	14	8%	28%	11	\$278,455	100%	29	8	4.0	N/A	N/A
<a href="#">\$300K - \$349K</a>	67	26	21	12%	35%	16	\$321,807	98%	67	27	3.3	2	N/A
<a href="#">\$350K - \$399K</a>	90	36	19	11%	36%	21	\$370,668	98%	70	23	3.0	1	N/A
<a href="#">\$400K - \$449K</a>	112	40	31	17%	34%	22	\$411,376	97%	40	19	4.9	1	N/A
<a href="#">\$450K - \$499K</a>	90	32	17	10%	40%	19	\$467,027	99%	31	15	2.7	1	N/A
<a href="#">\$500K - \$599K</a>	122	37	27	15%	38%	22	\$532,839	98%	55	15	4.0	1	N/A
<a href="#">\$600K - \$699K</a>	78	22	14	8%	25%	11	\$637,319	98%	92	33	5.9	2	N/A
<a href="#">\$700K - \$799K</a>	64	21	7	4%	14%	3	\$711,667	96%	70	14	8.7	2	N/A
<a href="#">\$800K - \$899K</a>	36	10	8	4%	27%	6	\$830,667	98%	48	35	6.1	N/A	N/A
<a href="#">\$900K - \$999K</a>	37	13	1	1%	14%	3	\$940,634	99%	11	11	11.1	1	N/A
<a href="#">\$1M - \$1.49M</a>	68	13	3	2%	16%	4	\$1,085,500	93%	156	43	7.5	1	N/A
<a href="#">\$1.5M - \$1.99M</a>	49	8	3	2%	12%	3	\$1,692,084	99%	147	181	25.1	1	N/A
<a href="#">\$2M +</a>	26	6	2	1%	12%	1	\$4,418,000	90%	41	41	44.0	N/A	N/A
County	935	303	178	–	29%	155	\$509,262	97%	64	19	4.7	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).

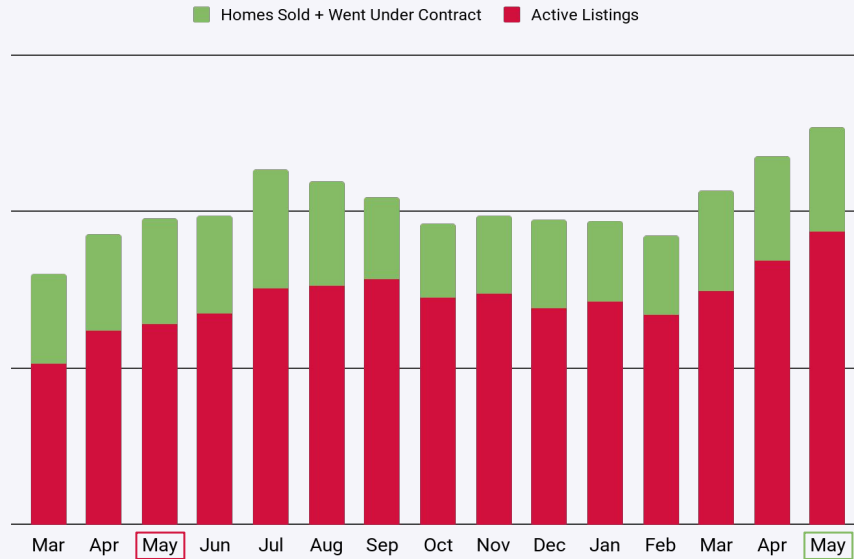
**Months of inventory** represents how long it would take to deplete the current inventory assuming no new homes are put on the market. It’s commonly used to determine the health of a particular market.

**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

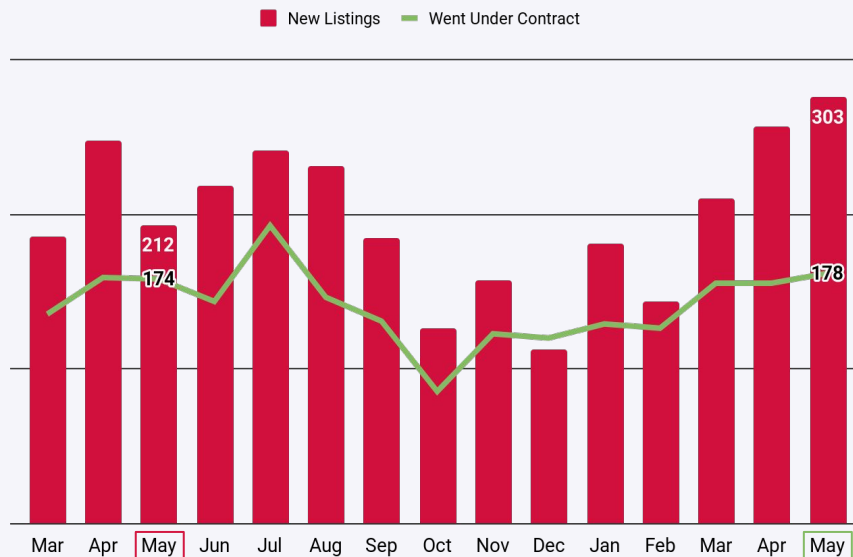
# Volume & Activity



- The number of active listings *increased* by 11% in May. **Total Active listings, the number of properties listed for sale at any point during the month, was up 46% compared to last year.**
- Total homes under contract increased 4% from last month, and **Henderson had 2% more homes under contract in May than it did this time last year.**
- Overall volume was up 10% from last month and up 37% from this time last year.

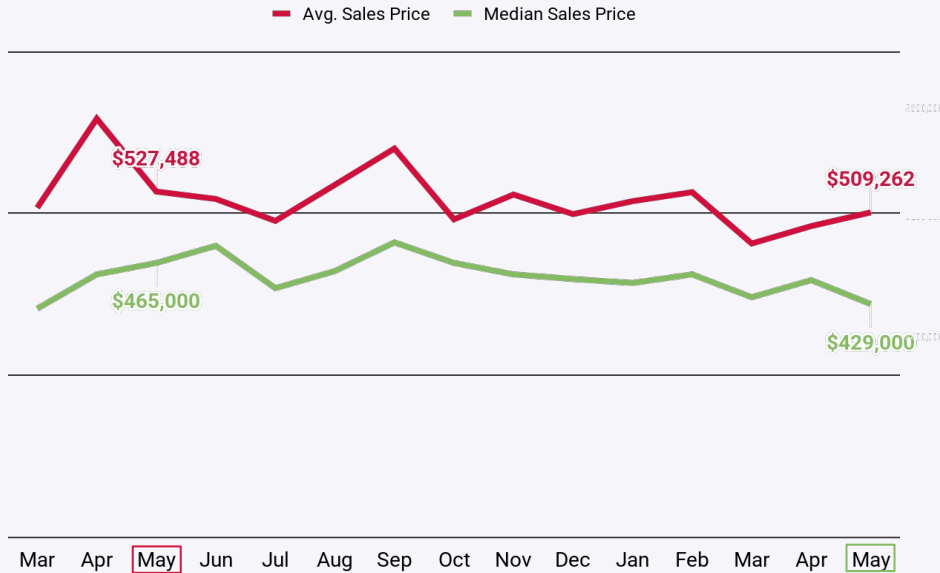
# Listings & Pendings

- **New listings increased 7% from last month**, and were up 43% from last May's numbers.
- **4% more homes went under contract**, and Henderson had more homes going under contract than this month last year, up 2%.
- **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

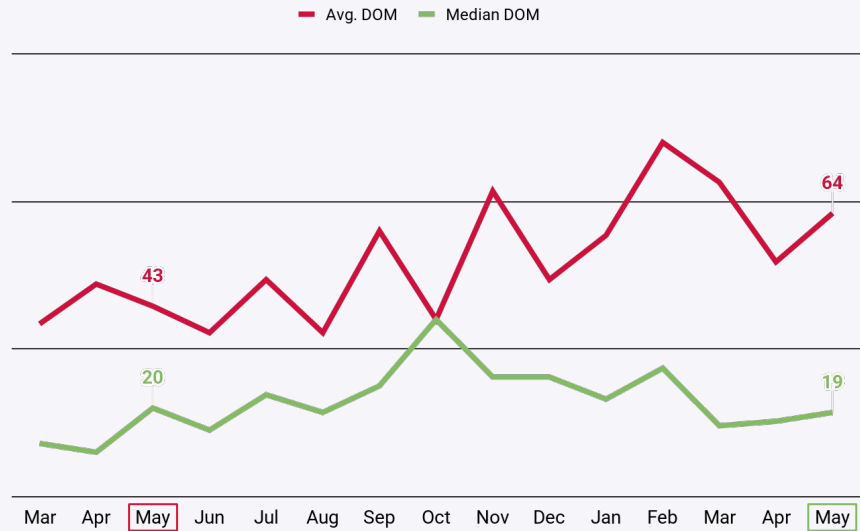


The **median price** is the “middle price,” meaning half of the homes sold during the month were cheaper and half were more expensive than the median. The **average price** is the total sales divided by number of sales.

- The average home price in Henderson County increased 2%, but homes were valued 3% lower 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 **Henderson’s high-end market is strong**, with prices significantly higher than the rest of the market.

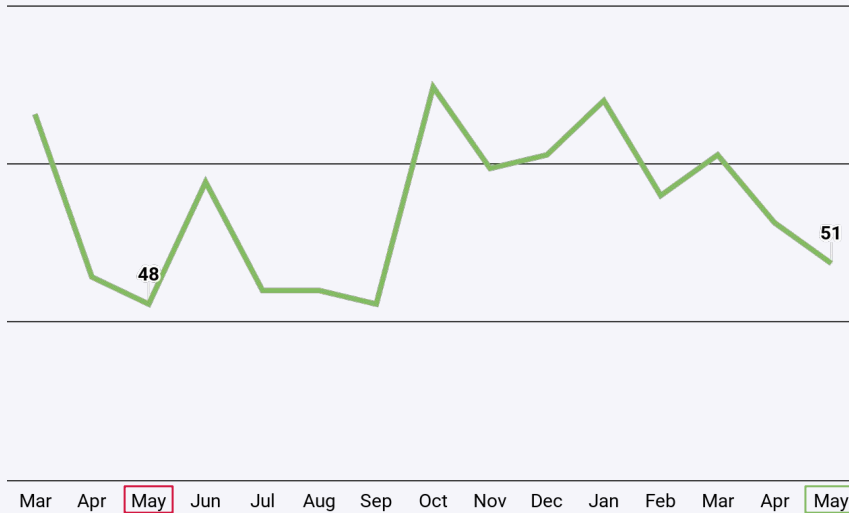
# Days On Market

- On average, homes took 11-days longer to go under contract than they did in April, and the *median days it took to sign a purchase contract was 19-days (!!!)*.
- Homes between \$900-999k sold fastest in May, with a *median* 8-days on the market, followed by homes in the \$250-299k range, which took a *median* of 11-days.
- Homes in Henderson 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.

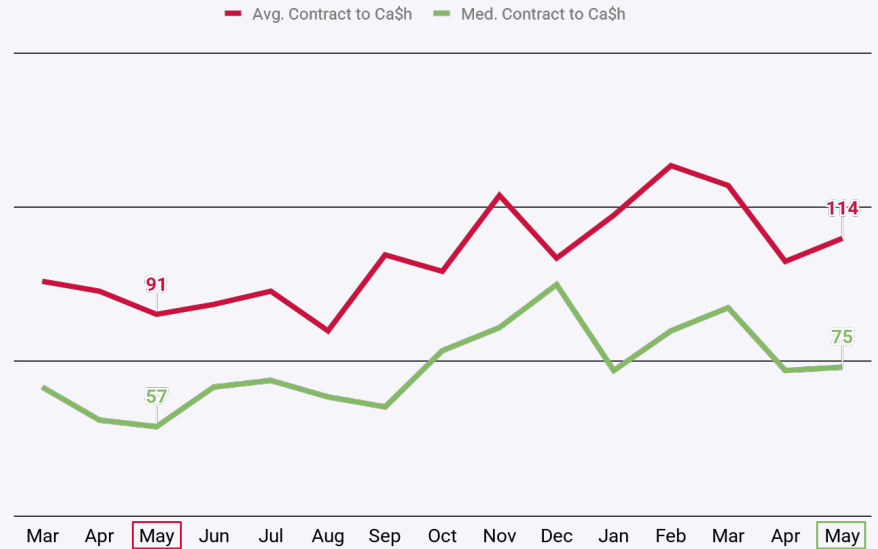
# Contract To Close



- **Contract to close time took an average of 3-days less compared to last month, which was 3-days slower compared to last May.**
- **Homes valued between \$1.5M-1.99M took among the longest to close.** May closings data put that segment at around 147-days, on average.
- **Homes valued up to \$199k closed fastest,** closing in ~30-days, on average.

# Contract To Ca\$h

- **Sellers got paid an average of 7-days slower** after listing their homes according to May sales data, and **23-days slower than May., 2023.**
- This increase was mostly due to an increase in time spent on the market (DOM) since the time spent during the contract to close process came down.
- Homes valued **valued between \$900k-999k sold fastest**, averaging 41-days, **followed by the valued up to \$199k price range** which took 66-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 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.

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