



RUIZ REPORT

RUTHERFORD COUNTY

May, 2025 Vol 46.

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** 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.

Sincerely,
Dwell Realty Group



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

NEW LISTINGS

130  13%
 18%

UNDER CONTRACT

62  2%
 21%

HOMES SOLD

51  6%
 35%

Rutherford added **68 more** listings to the market than it took off (put under contract), **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

15 ▼ 12%
≈ 0%

MO. ACTIVE LISTINGS

454 ▲ 14%
▲ 36%

MO. INVENTORY

6.1 ▲ 16%
▲ 67%

Overall activity was **14 increased%** compared to April, 50% of homes went under contract in **15-days or less**, and at this rate there's about **6.1-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	AVG. SALE PRICE	ORIG. LIST / SALE
97%  2%  0%	\$302k  17%  20%	92%  1%  3%

The average price of a home in Rutherford County was **\$75k less than it was this time last year**. On average, properties are selling for **97% 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
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Click to see properties!

Rutherford 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
\$0 - \$99K	13	6	2	3%	27%	3	\$66,667	82%	N/A	N/A	2.93	N/A	N/A
\$100K - \$124K	4	1	1	2%	50%	N/A	N/A	N/A	151	151	1.71	2	N/A
\$125K - \$149K	11	4	2	3%	20%	3	\$145,300	105%	25	25	3.00	N/A	N/A
\$150K - \$174K	13	5	3	5%	39%	1	\$155,000	100%	17	15	3.47	N/A	N/A
\$175K - \$199K	9	4	4	6%	45%	5	\$185,100	98%	9	7	1.06	N/A	N/A
\$200K - \$249K	45	18	8	13%	30%	12	\$215,084	95%	34	31	3.54	N/A	N/A
\$250K - \$299K	51	18	9	15%	28%	6	\$270,163	97%	41	19	4.56	2	N/A
\$300K - \$349K	39	13	4	6%	14%	2	\$315,000	100%	9	5	6.75	1	N/A
\$350K - \$399K	52	15	7	11%	20%	7	\$370,643	98%	72	61	8.46	1	N/A
\$400K - \$449K	40	10	5	8%	16%	5	\$409,600	97%	57	8	11.64	4	N/A
\$450K - \$499K	36	6	5	8%	19%	3	\$450,500	96%	28	15	7.43	N/A	N/A
\$500K - \$599K	37	14	7	11%	21%	2	\$553,850	95%	25	10	11.61	2	N/A
\$600K - \$699K	22	3	2	3%	13%	N/A	N/A	N/A	20	20	12.00	N/A	N/A
\$700K - \$999K	51	10	1	2%	4%	2	\$874,750	95%	16	16	15.18	1	N/A
1M+	31	3	2	3%	7%	N/A	N/A	N/A	166	166	17.05	2	N/A
County	454	130	62	--	20%	51	\$301,952	97%	48	15	6.14	15	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).

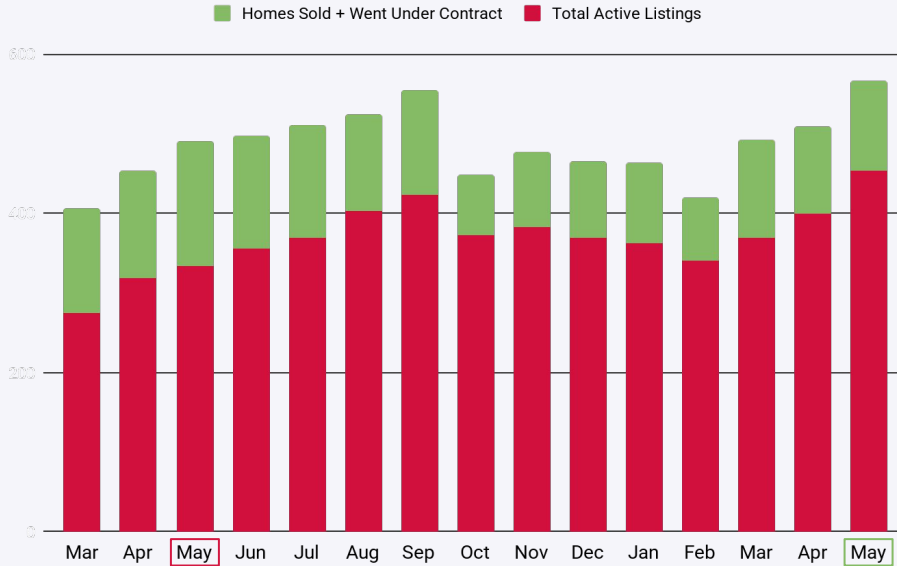
Months of inventory represents how long it would take to deplete the current inventory assuming no new homes are put on the market. It's commonly used to determine the health of a particular market.

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

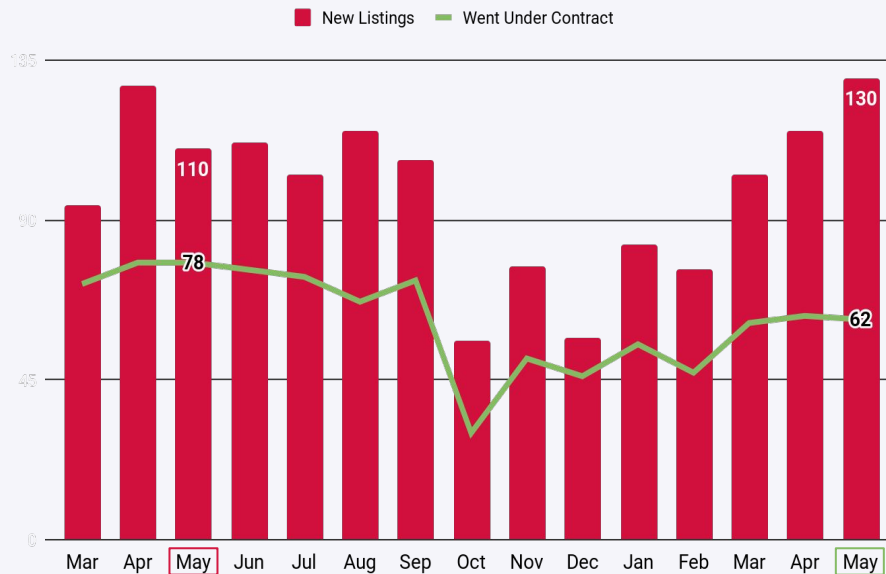
Volume & Activity



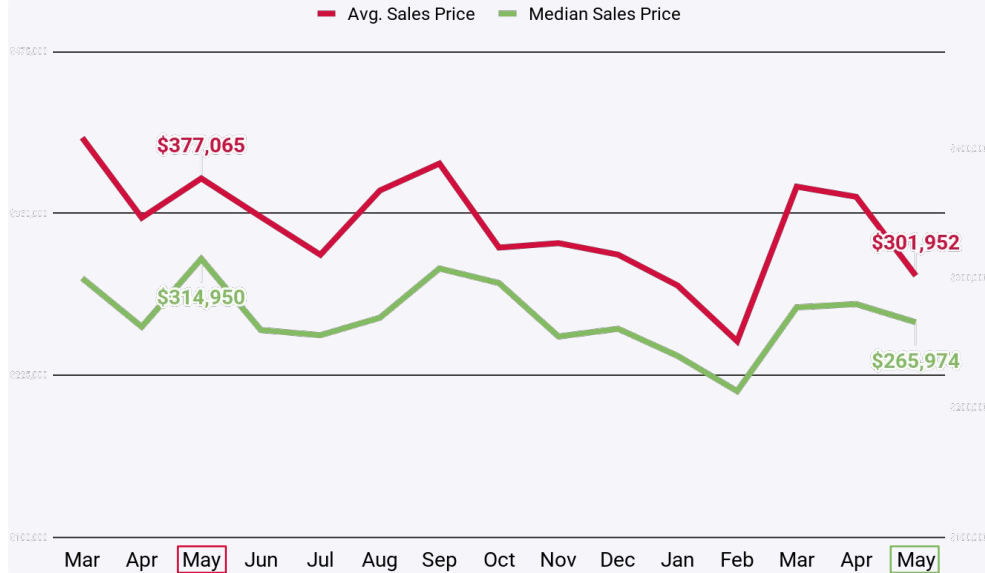
- The number of active listings *increased* by 14% in May. **Total Active listings, the number of properties listed for sale at any point during the month, was up 36% compared to last year.**
- Total homes under contract decreased 2% from last month, and **Rutherford had 21% less homes under contract in May than it did this time last year.**
- Overall volume was up 11% from last month and up 16% from this time last year.

Listings & Pendings

- **New listings increased 13% from last month**, and were up 18% from last May's numbers.
- **2% less homes went under contract**, and Rutherford had less homes going under contract than this month last year, down 21%.
- **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

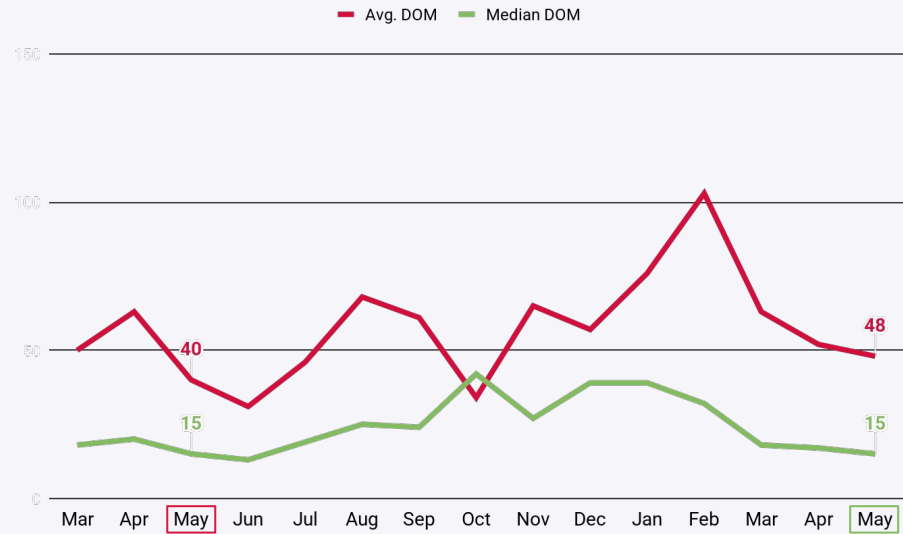


The **median price** is the “middle price,” meaning half of the homes sold during the month were cheaper and half were more expensive than the median. The **average price** is the total sales divided by number of sales.

- The average home price in Rutherford County decreased 17%, and homes were valued 20% 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 **Rutherford’s high-end market is strong**, with prices significantly higher than the rest of the market.

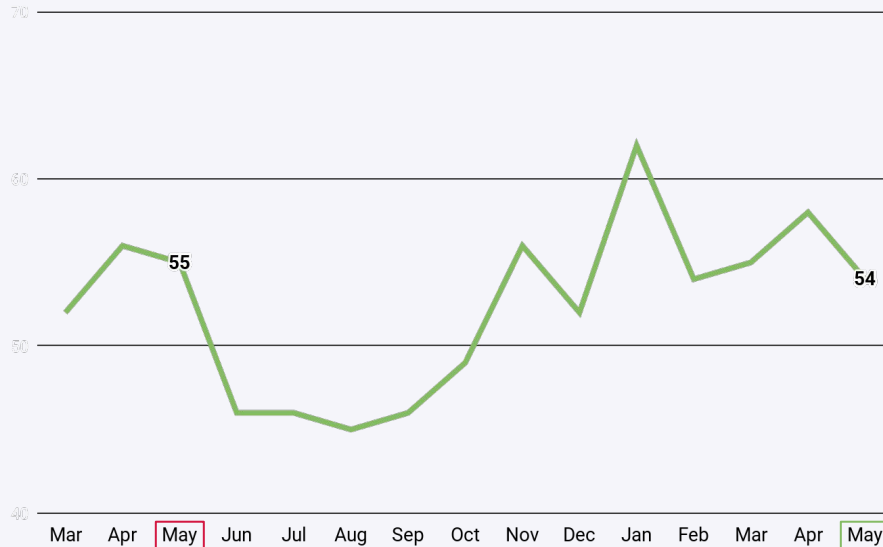
Days On Market

- Homes went under contract 4-days faster, on average, than they did in April, and the *median* days it took to sign a purchase contract was **15-days (!!!)**.
- Homes between \$175-199k sold fastest in May, with a *median* 5-days on the market, followed by homes in the \$300-349k range, which took a *median* of 7-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.

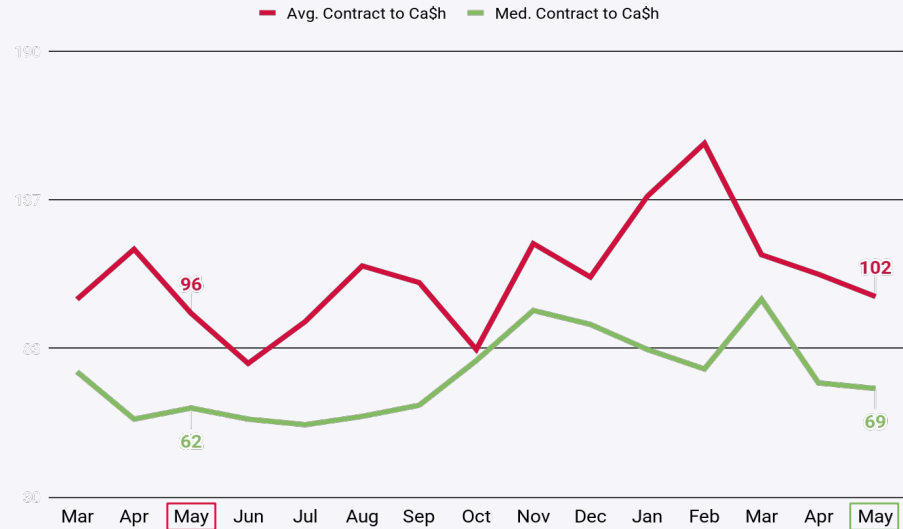
Contract To Close



- **Contract to close time took an average of 4-days less compared to last month, which was 1-days faster compared to last May.**
- **Homes valued between \$500k-599k took among the longest to close.** May closings data put that segment at around 154-days, on average.
- **Homes valued between \$450k-499k closed fastest,** closing in ~19-days, on average.

Contract To Ca\$h

- **Sellers got paid an average of 8-days faster** after listing their homes according to May sales data, but **6-days slower than May., 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 \$700k-999k sold fastest**, averaging 38-days, **followed by the valued between \$300k-349k price range** which took 48-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.

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