



# RUIZ REPORT

TRANSYLVANIA COUNTY

May, 2025 Vol 63.

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

Prepared by

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Transylvania 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@dwelldvl.com](mailto:info@dwelldvl.com).

Sincerely,  
Dwell Realty Group



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

## NEW LISTINGS

89  6%  
 7%

## UNDER CONTRACT

48  4%  
 0%

## HOMES SOLD

49  14%  
 20%

Transylvania added **41 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. <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

17 ▲ 13%  
▲ 13%

## MO. ACTIVE LISTINGS

309 ▲ 17%  
▲ 38%

## MO. INVENTORY

5.9 ▲ 7%  
▲ 48%

Overall activity was **17 increased%** compared to April, 50% of homes went under contract in **17-days or less**, and at this rate there's about **5.9-months of supply** to go around.

May was a **neutral** 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	AVG. SALE PRICE	ORIG. LIST / SALE
97%  2%  0%	\$616k  11%  3%	97%  5%  1%

The average price of a home in Transylvania County was **\$20k more 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 **97% 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!

# Transylvania 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>	10	5	2	4%	58%	1	\$115,000	82%	11	11	2.73	N/A	N/A
<a href="#">\$200K - \$249K</a>	5	1	1	2%	33%	3	\$211,334	92%	5	5	2.4	N/A	N/A
<a href="#">\$250K - \$299K</a>	10	2	4	8%	55%	2	\$251,500	97%	39	29	1.82	N/A	N/A
<a href="#">\$300K - \$349K</a>	16	3	5	10%	41%	1	\$300,000	92%	15	19	4.80	N/A	N/A
<a href="#">\$350K - \$399K</a>	19	9	8	17%	45%	7	\$368,572	99%	44	46	2.40	N/A	N/A
<a href="#">\$400K - \$449K</a>	14	8	1	2%	14%	3	\$417,175	99%	7	7	4.80	N/A	N/A
<a href="#">\$450K - \$499K</a>	31	10	7	15%	19%	5	\$474,600	98%	14	14	7.14	2	N/A
<a href="#">\$500K - \$599K</a>	36	11	5	10%	18%	11	\$548,505	99%	29	3	5.33	1	N/A
<a href="#">\$600K - \$699K</a>	39	9	3	6%	12%	7	\$661,336	99%	19	15	6.27	1	N/A
<a href="#">\$700K - \$799K</a>	20	6	2	4%	13%	4	\$772,125	99%	19	19	8.57	N/A	N/A
<a href="#">\$800K - \$899K</a>	20	7	3	6%	20%	1	\$815,000	100%	78	18	9.14	1	N/A
<a href="#">\$900K - \$999K</a>	16	1	1	2%	15%	N/A	N/A	N/A	23	23	15.69	1	N/A
<a href="#">\$1M - \$1.49M</a>	29	4	1	2%	10%	2	\$1,230,000	95%	56	56	9.91	1	N/A
<a href="#">\$1.5M - \$1.99M</a>	17	5	2	4%	19%	N/A	N/A	N/A	7	7	7.80	N/A	N/A
<a href="#">\$2M +</a>	27	8	3	6%	13%	2	\$2,696,838	94%	185	54	11.45	2	N/A
County	309	89	48	--	22%	49	\$615,849	97%	37	17	5.94	9	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).

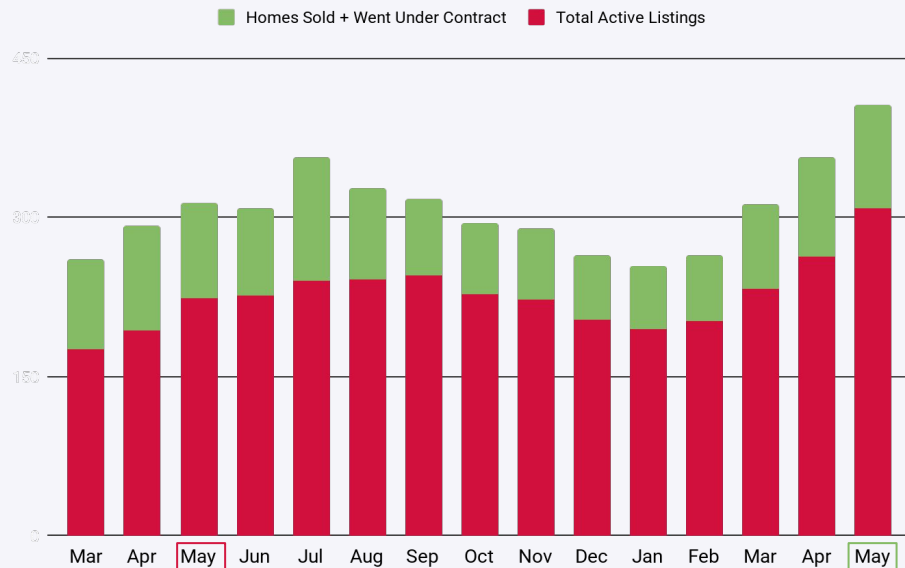
**Months of inventory** represents how long it would take to deplete the current inventory assuming no new homes are put on the market. It's commonly used to determine the health of a particular market.

**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

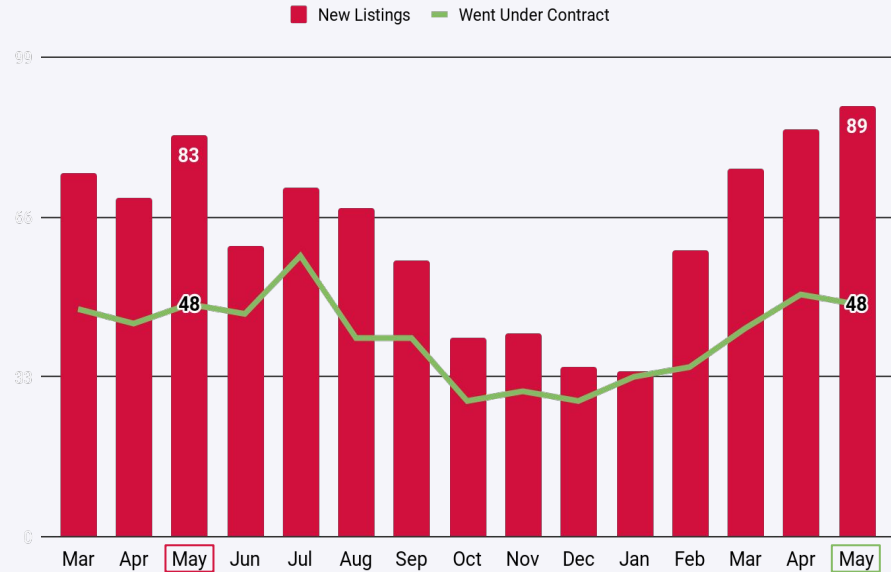
# Volume & Activity



- The number of active listings *increased* by 17% in May. **Total Active listings, the number of properties listed for sale at any point during the month, was up 38% compared to last year.**
- Total homes under contract decreased 4% from last month, but **Transylvania had 0% less homes under contract in May than it did this time last year.**
- Overall volume was up 13% from last month and up 31% from this time last year.

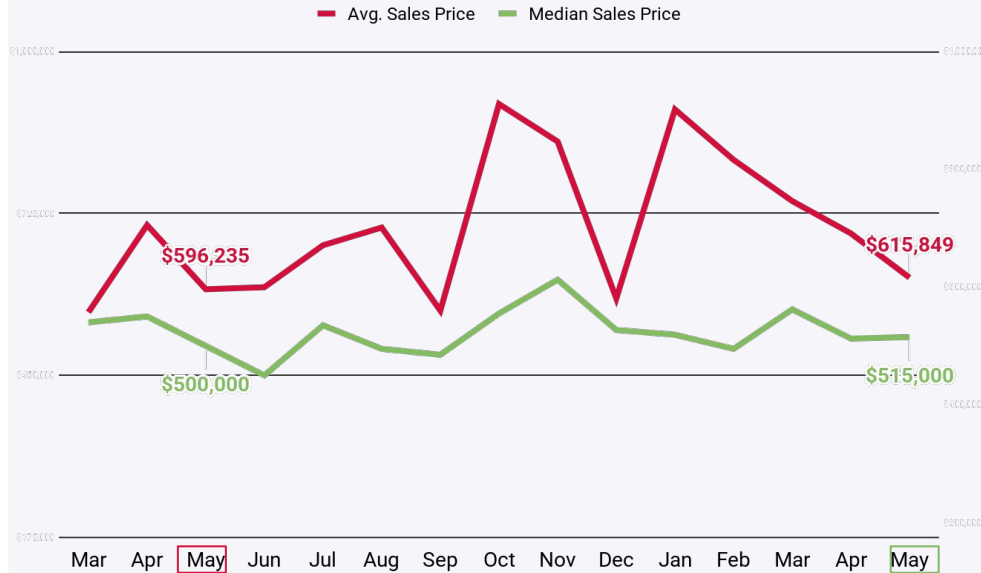
# Listings & Pendings

- **New listings increased 6% from last month**, and were up 7% from last May's numbers.
- **4% less homes went under contract**, but Transylvania had less homes going under contract than this month last year, down 0%.
- **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

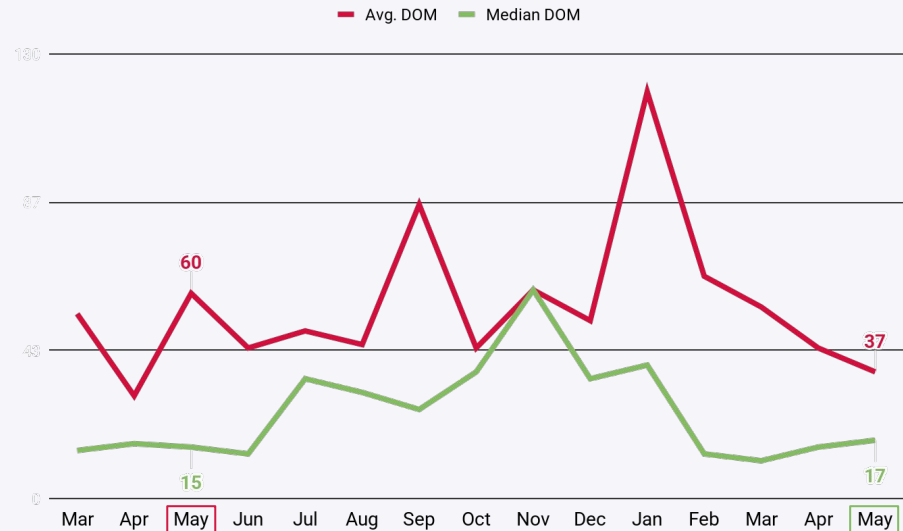


The **median price** is the “middle price,” meaning half of the homes sold during the month were cheaper and half were more expensive than the median. The **average price** is the total sales divided by number of sales.

- The average home price in Transylvania County decreased 11%, but homes were valued 3% 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 **Transylvania’s high-end market is strong**, with prices significantly higher than the rest of the market.

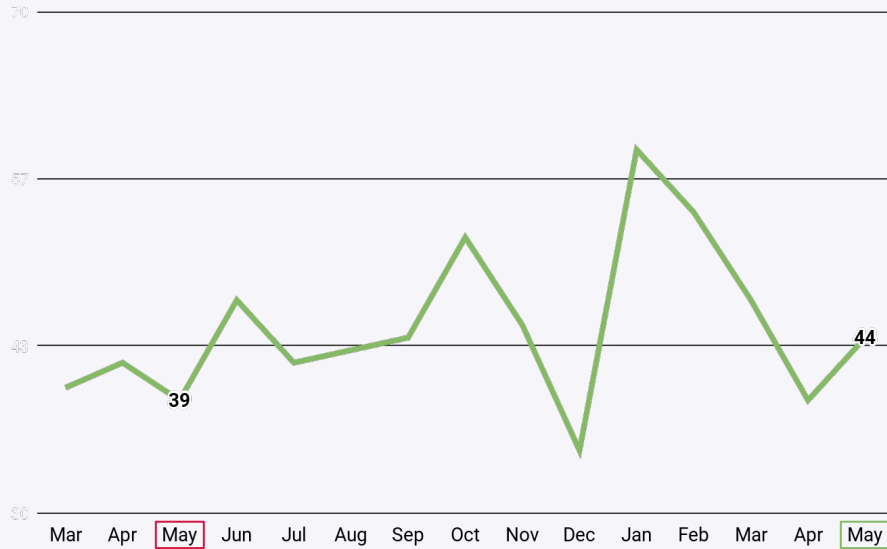
# Days On Market

- Homes went under contract 7-days faster, on average, than they did in April, and the *median* days it took to sign a purchase contract was **17-days (!!!)**.
- Homes between \$200-249k sold fastest in May, with a *median* 3-days on the market, followed by homes in the \$1.5-1.99M range, which took a *median* of 5-days.
- Homes in Transylvania 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.

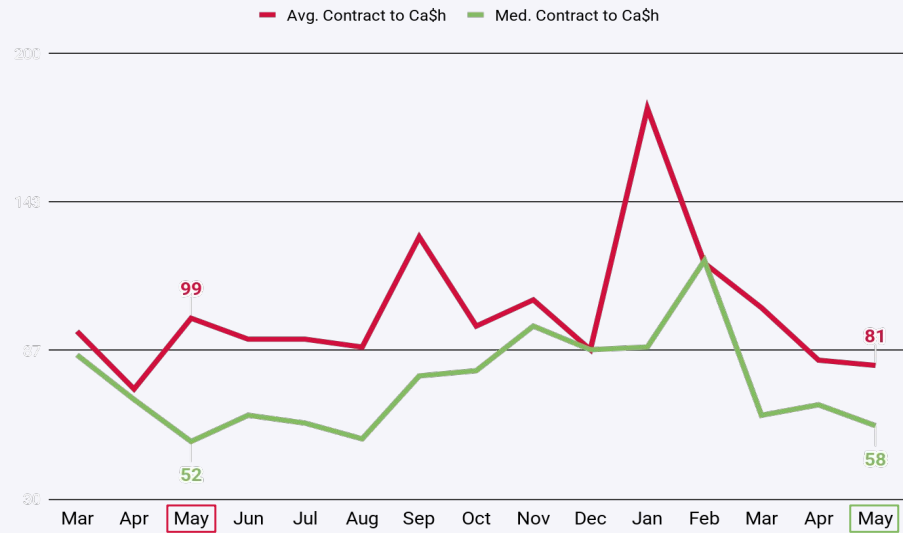
# Contract To Close



- **Contract to close time took an average of 5-days more compared to last month, which was 5-days slower compared to last May.**
- **Homes valued between \$200k-249k took among the longest to close.** May closings data put that segment at around 112-days, on average.
- **Homes valued greater than \$2M closed fastest,** closing in ~19-days, on average.

# Contract To Ca\$h

- **Sellers got paid an average of 2-days faster** after listing their homes according to May sales data, and **18-days faster than May., 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 between \$700k-799k sold fastest**, averaging 33-days, **followed by the valued between \$400k-449k price range** which took 41-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.

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