



RUIZ REPORT

HAYWOOD COUNTY

June, 2025 Vol 64.

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

Prepared by

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Haywood County **Ruiz Report** June, 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@dwellevl.com.

Sincerely,
Dwell Realty Group



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

NEW LISTINGS

156 ▼ 19%
▲ 5%

UNDER CONTRACT

106 ▲ 20%
▲ 20%

HOMES SOLD

73 ▼ 6%
▲ 4%

Haywood added **50 more** new listings to the market than it took off (put under contract), **which increased the overall supply**. Home sales (*closings*) **decreased** in June, 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

26  44%
 48%

MO. ACTIVE LISTINGS

643  7%
 51%

MO. INVENTORY

6.5  8%
 70%

The *total* number of active listings **increased 7%** compared to May, 50% of homes went under contract in **26-days or less**, and at this rate there's about **6.5-months of supply** to go around.

June 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

97% ▼ 1%
▼ 1%

AVG. SALE PRICE

\$378k ▼ 17%
▼ 22%

ORIG. LIST / SALE

94% ▼ 2%
▼ 1%

The average price of a home in Haywood County was **\$104k less than it was this time last June**. On average, properties sold for **97% of their list price** *at the time the offer was made*, and **94% of the price they originally listed for**.

Amount for month

+ / - Change

% Change vs. **last month**

% Change vs. **this month last year**

Click to see properties!

Haywood In June

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	3	2	2	2%	67%	1	\$70,000	93%	21	21	1.09	N/A	N/A
\$100K - \$124K	4	1	1	1%	33%	2	\$107,500	98%	4	4	2.4	N/A	N/A
\$125K - \$149K	7	2	N/A	N/A	20%	4	\$127,500	91%	N/A	N/A	4.8	N/A	N/A
\$150K - \$174K	5	3	2	2%	60%	N/A	N/A	N/A	2	2	1.33	N/A	N/A
\$175K - \$199K	13	3	2	2%	14%	3	\$188,667	97%	159	159	10.29	N/A	N/A
\$200K - \$249K	24	11	3	3%	17%	5	\$220,200	94%	23	8	5.3	N/A	N/A
\$250K - \$299K	42	11	10	9%	25%	10	\$269,623	96%	71	23	5.77	N/A	N/A
\$300K - \$349K	54	17	12	11%	27%	10	\$319,975	99%	87	44	4.27	1	N/A
\$350K - \$399K	100	23	20	19%	29%	8	\$374,249	98%	57	34	6.09	2	N/A
\$400K - \$449K	69	10	13	12%	26%	11	\$411,337	96%	154	110	5.72	1	N/A
\$450K - \$499K	70	14	9	8%	25%	2	\$443,338	96%	30	15	6.43	1	N/A
\$500K - \$599K	80	22	11	10%	21%	8	\$518,250	94%	25	15	8.13	N/A	N/A
\$600K - \$699K	50	10	6	6%	16%	5	\$635,280	98%	67	57	9.52	1	N/A
\$700K - \$999K	74	16	7	7%	10%	4	\$880,500	97%	56	17	9.23	1	N/A
1M+	48	11	8	8%	19%	N/A	N/A	N/A	55	32	13.41	N/A	N/A
County	643	156	106	--	23%	73	\$378,188	97%	97	26	6.53	7	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).

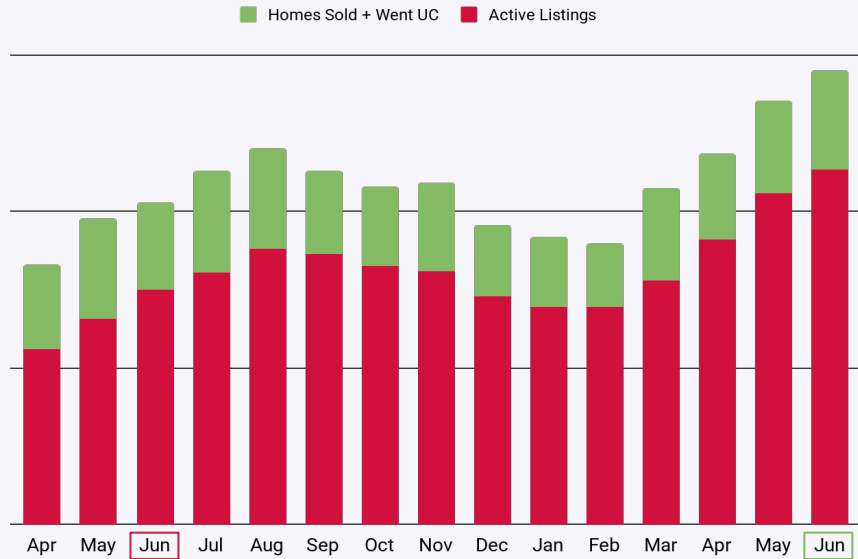
Months of inventory represents how long it would take to deplete the current inventory assuming no new homes are put on the market. It's commonly used to determine the health of a particular market.

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

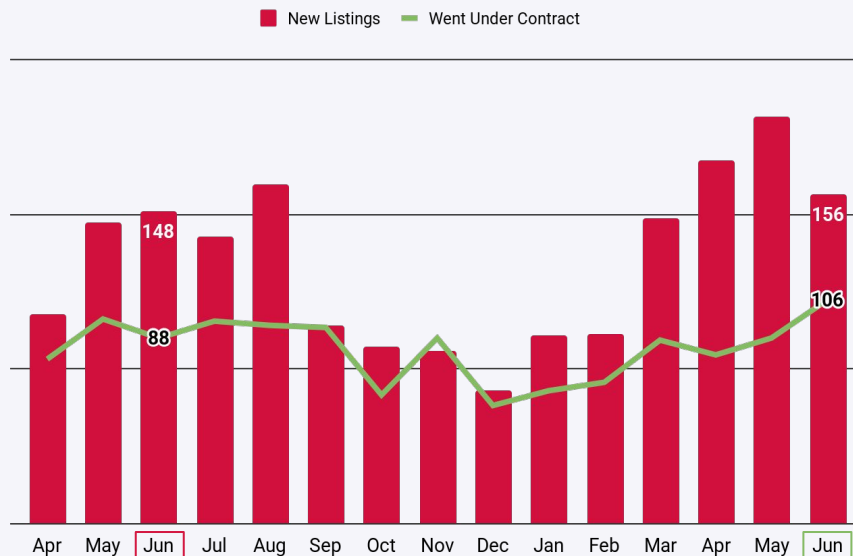
Volume & Activity



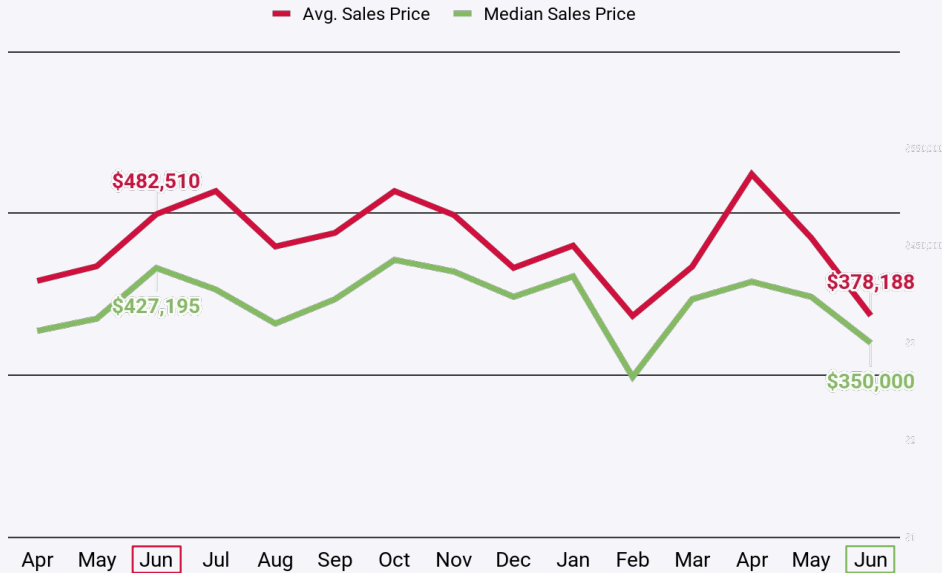
- The number of active listings *increased* by 7% in June. **Total Active listings, the number of properties listed for sale at any point during the month, was up 51% compared to last year.**
- Total homes under contract increased 20% from last month, and **Haywood had 20% more homes under contract in June than it did this time last year.**
- Overall volume was up 9% from last month and up 46% from this time last year.

Listings & Closings

- **New listings decreased 19% from last month**, but were up 5% from last June's numbers.
- **20% more homes went under contract**, and Haywood had more homes going under contract than this month last year, up 20%.
- **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

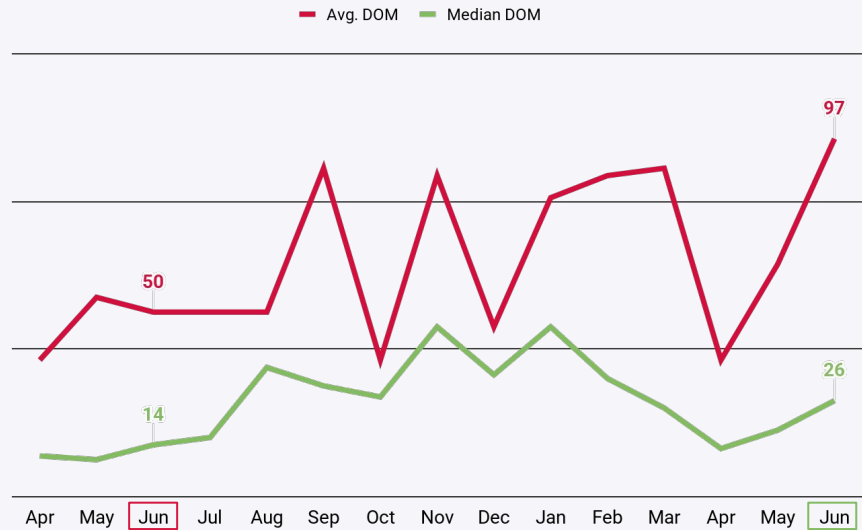


The **median price** is the “middle price,” meaning half of the homes sold during the month were cheaper and half were more expensive than the median. The **average price** is the total sales divided by number of sales.

- The average home price in Haywood County decreased 17%, and homes were valued 22% lower compared to last June.
- The positive home value appreciation trend seems to be taking a hit! **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.

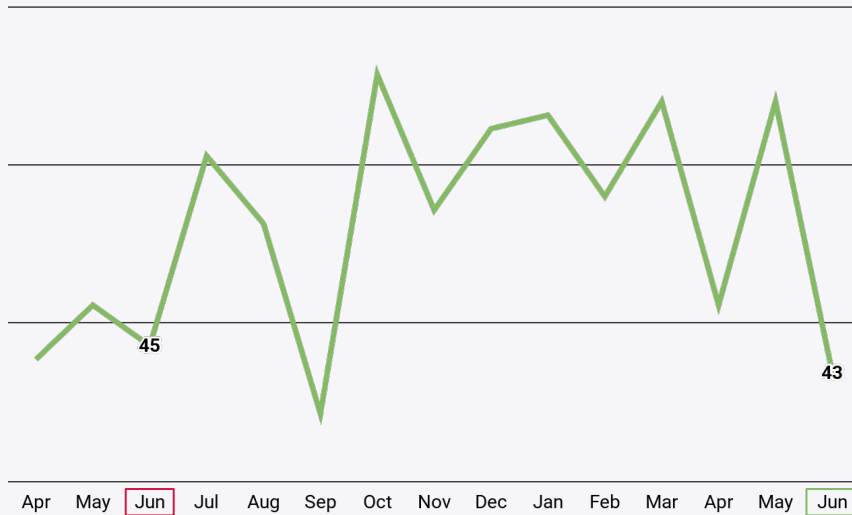
Days On Market

- On average, homes took 34-days longer to go under contract than they did in May, and the median days it took to sign a purchase contract was **26-days (!!!)**.
- Homes between \$150-174k sold fastest in June, with a *median* 2-days on the market, followed by homes in the \$100-124k range, which took a *median* of 4-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.

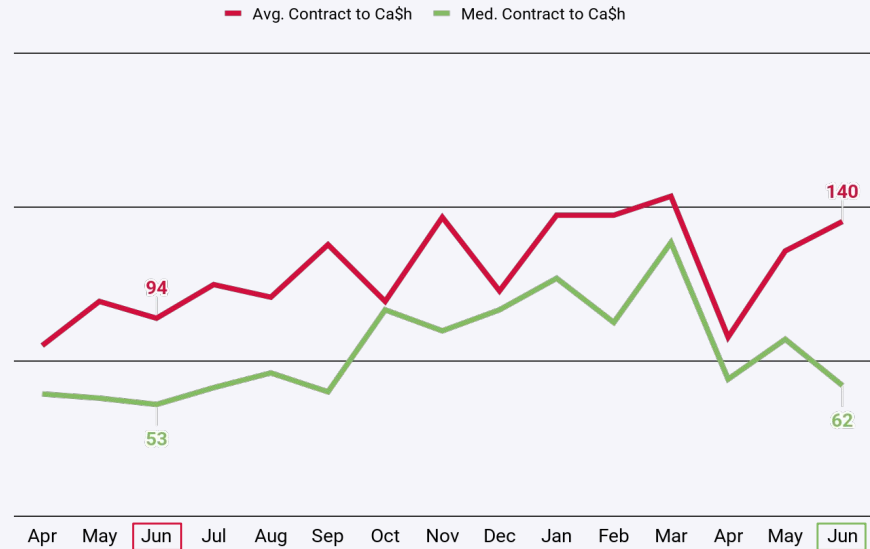
Contract To Close



- **Contract to close time took an average of 20-days less compared to last month, which was 2-days faster compared to last June.**
- **Homes valued between \$250k-299k took among the longest to close.** June closings data put that segment at around 75-days, on average.
- **Homes valued up to \$99k closed fastest,** closing in ~22-days, on average.

Contract To Ca\$h

- **Sellers got paid an average of 14-days slower** after listing their homes according to June sales data, and **46-days slower than Jun., 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 \$125k-149k sold fastest**, averaging 28-days, **followed by the valued between \$200k-249k price range** which took 45-days, on average.



Methodology

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

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