



RUIZ REPORT

HENDERSON COUNTY

July, 2025 Vol 65.

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

Prepared by

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Henderson County **Ruiz Report** July, 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: Volume (vs. last month) (vs. this month last year)

NEW LISTINGS

263  6%
 1%

UNDER CONTRACT

178  11%
 16%

HOMES SOLD

151  10%
 9%

Henderson added **85 more** new listings to the market than it took off (put under contract), **which increased the overall supply**. Home sales (*closings*) **decreased** in July, 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
28 ▼ 18%
▲ 22%

MO. ACTIVE LISTINGS
1,026 ▲ 6%
▲ 36%

MO. INVENTORY
5.3 ▲ 6%
▲ 56%

The *total* number of active listings **increased 6%** compared to June, 50% of homes went under contract in **28-days or less**, and at this rate there's about **5.3-months of supply** to go around.



July 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%  0%
 1%

AVG. SALE PRICE

\$546k  1%
 9%

ORIG. LIST / SALE

93%  1%
 3%

The average price of a home in Henderson County was **\$44k more than it was this time last July**. On average, properties sold for **97% of their list price** *at the time the offer was made*, and **93% 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!

Henderson In July

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 - \$199K	14	9	5	3%	41%	1	\$106,000	82%	12	5	2.7	1	N/A
\$200K - \$249K	38	7	5	3%	17%	5	\$219,800	96%	72	55	6.6	N/A	N/A
\$250K - \$299K	65	29	10	6%	22%	13	\$267,241	97%	47	14	5.4	1	N/A
\$300K - \$349K	77	21	16	9%	26%	12	\$324,658	98%	63	23	3.5	N/A	N/A
\$350K - \$399K	76	25	27	15%	44%	23	\$368,232	96%	50	28	2.7	1	N/A
\$400K - \$449K	118	33	22	12%	29%	13	\$426,754	99%	38	29	4.8	1	N/A
\$450K - \$499K	105	39	22	12%	34%	16	\$469,593	99%	38	15	3.5	2	N/A
\$500K - \$599K	141	34	31	17%	33%	30	\$527,298	97%	53	35	4.3	2	N/A
\$600K - \$699K	95	18	18	10%	23%	10	\$627,255	96%	77	56	7.7	1	N/A
\$700K - \$799K	60	9	5	3%	16%	8	\$715,063	97%	130	19	9.2	1	N/A
\$800K - \$899K	40	10	4	2%	19%	6	\$817,500	97%	41	49	7.7	1	N/A
\$900K - \$999K	48	4	N/A	N/A	7%	2	\$935,000	97%	N/A	N/A	12.0	N/A	N/A
\$1M - \$1.49M	73	13	11	6%	16%	7	\$1,164,122	97%	90	24	10.6	N/A	N/A
\$1.5M - \$1.99M	48	6	2	1%	11%	4	\$1,638,100	97%	124	124	16.0	1	N/A
\$2M +	28	6	N/A	N/A	4%	1	\$3,025,000	88%	N/A	N/A	36.0	N/A	N/A
County	1,026	263	178	–	26%	151	\$545,820	97%	66	28	5.3	12	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).

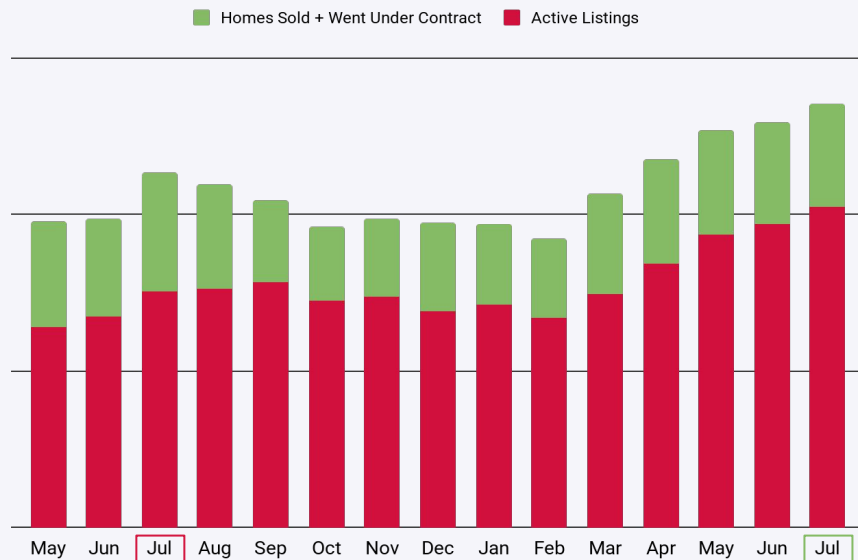
Months of inventory represents how long it would take to deplete the current inventory assuming no new homes are put on the market. It’s commonly used to determine the health of a particular market.

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

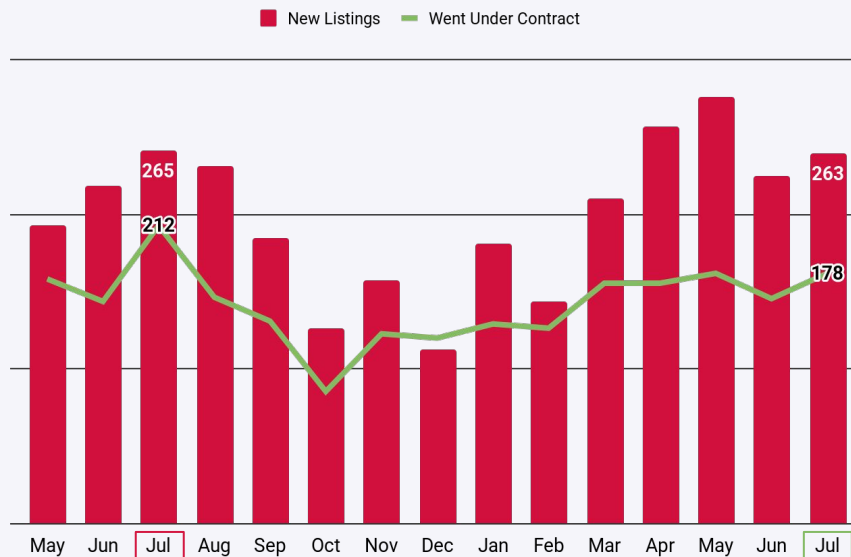
Volume & Activity



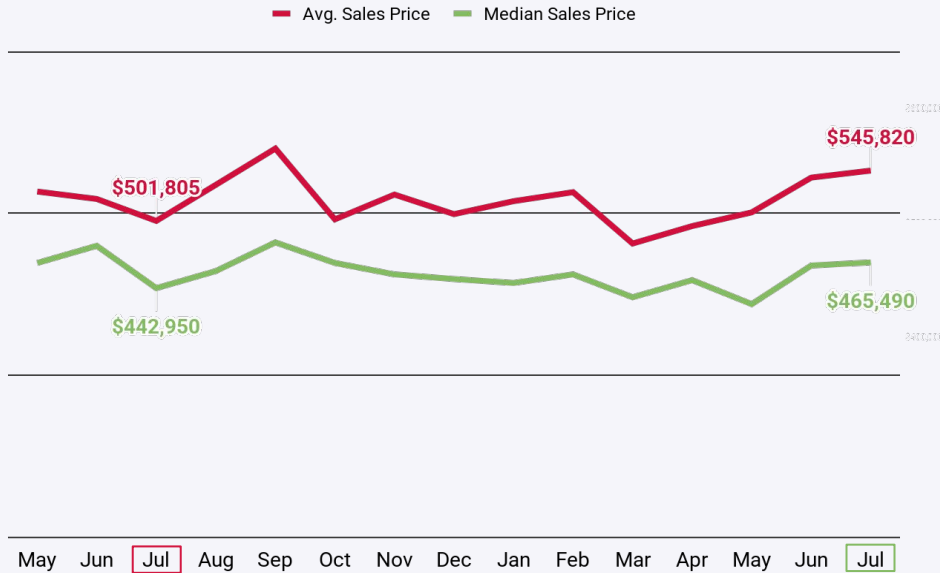
- The number of active listings *increased* by 6% in July. **Total Active listings, the number of properties listed for sale at any point during the month, was up 36% compared to last year.**
- Total homes under contract increased 11% from last month, but **Henderson had 16% less homes under contract in July than it did this time last year.**
- Overall volume was up 7% from last month and up 24% from this time last year.

Listings & Pendings

- **New listings increased 6% from last month**, but were down 1% from last July's numbers.
- **11% more homes went under contract**, but Henderson had less homes going under contract than this month last year, down 16%.
- **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

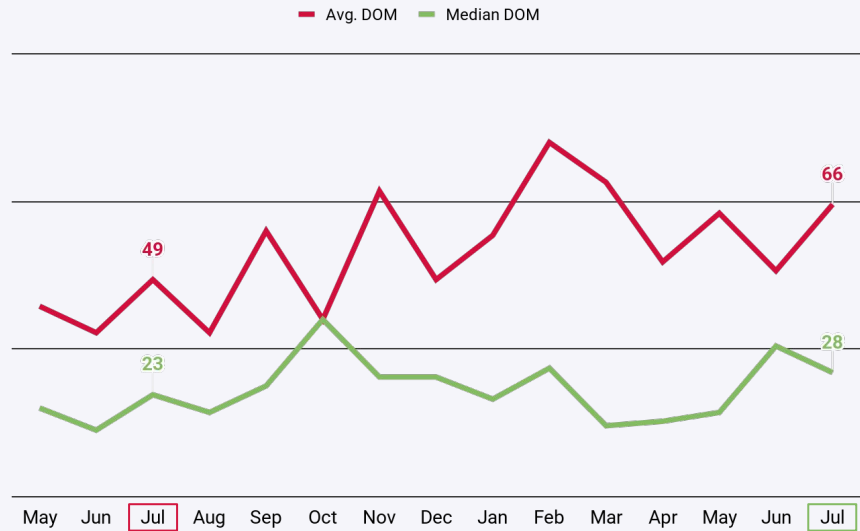


The **median price** is the “middle price,” meaning half of the homes sold during the month were cheaper and half were more expensive than the median. The **average price** is the total sales divided by number of sales.

- The average home price in Henderson County increased 1%, and homes were valued 9% higher compared to last July.
- 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.

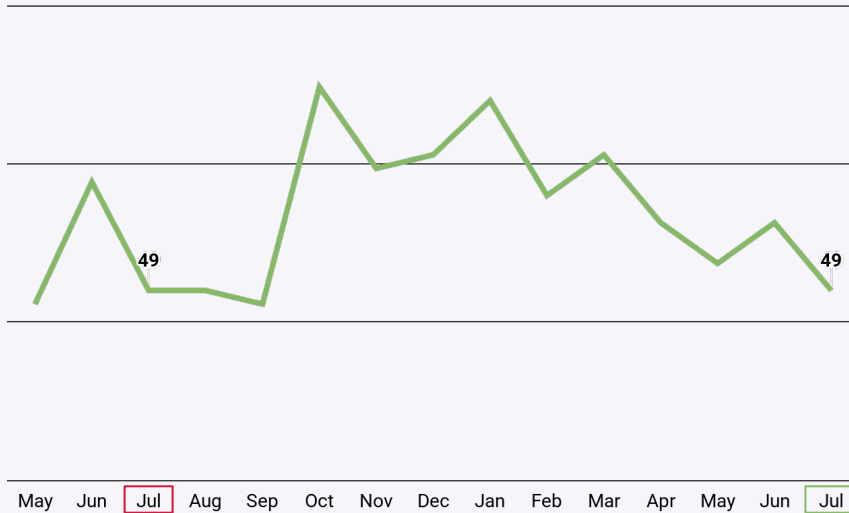
Days On Market

- On average, homes took 15-days longer to go under contract than they did in June, and the *median days it took to sign a purchase contract was 28-days (!!!)*.
- Homes valued up to \$199k sold fastest in July, with a *median* 5-days on the market, followed by homes in the \$400-449k range, which took a *median* of 14-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.

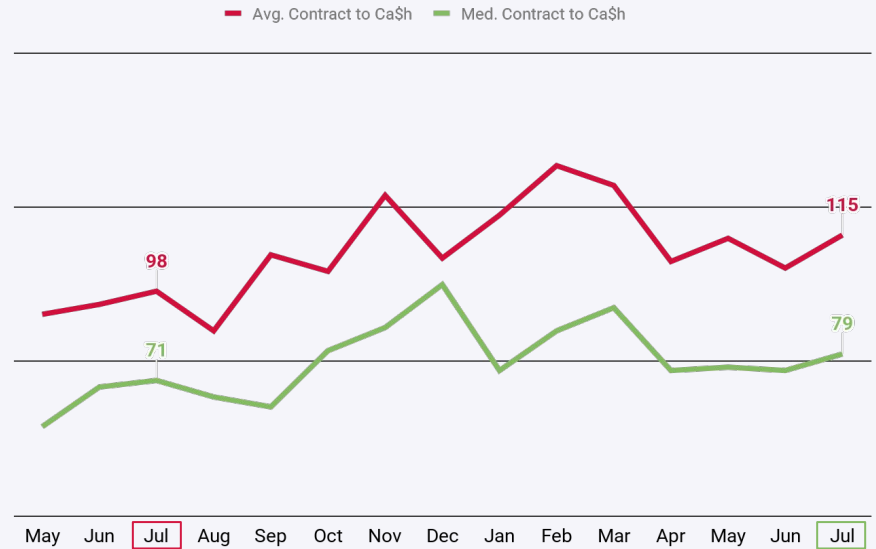
Contract To Close



- **Contract to close time took an average of 5-days less compared to last month, which was 0-days faster compared to last July.**
- **Homes valued greater than \$2M took among the longest to close.** July closings data put that segment at around 127-days, on average.
- **Homes valued up to \$199k closed fastest,** closing in ~28-days, on average.

Contract To Ca\$h

- Sellers got paid an average of 10-days **slower** after listing their homes according to July sales data, and **17-days slower than Jul., 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 51-days, **followed by the valued between \$800k-899k price range** which took 65-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 August 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.

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