



# RUIZ REPORT

HENDERSON COUNTY

April, 2023 Vol 38.

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** April, 2023



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. One of the most important things I can do for my clients is to empower them with information so that **making the right decision feels easy.**

With that in mind I've commissioned this month's **Ruiz Report** to make sure you're as up to date as possible with current market conditions, using accurate data directly from the MLS.

I'm available to answer any questions. Feel free to call me at 828-713-9135 or send me an email at [joanna@resonantrealty.com](mailto:joanna@resonantrealty.com).

- Joanna



Joanna Baker  
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# At A Glance: Volume (vs. last month) (vs. this month last year)

**NEW LISTINGS**  
188 ▼ 2%  
▼ 16%

**UNDER CONTRACT**  
169 ▲ 1%  
▼ 14%

**HOMES SOLD**  
142 ▲ 15%  
▼ 21%

Henderson added **19 more** new listings to the market than it took off (put under contract), **which increased the overall supply**. Home sales (*closings*) **increased** in April, 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**

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

## MEDIAN DOM

6  14%  
 20%

## MO. ACTIVE LISTINGS

204  29%  
 63%

## MO. INVENTORY

1.5  1%  
 90%

The *total* number of active listings **decreased 29%** compared to March, 50% of homes went under contract in **6-days or less**, and at this rate there's about **1.5-months of supply** to go around.

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

Amount for month | + / - Change | % Change vs. **last month**  
% Change vs. **this month last year**

# At A Glance: Pricing

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



The average price of a home in Henderson County was **\$37k more than it was this time last April**. On average, properties sold for **100% of their list price** at the time the offer was made, and **98% 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 April

Price Range	Active Listings	New Listings	Under Contract	Pending Ratio	Homes Sold	Avg. Sales Price	Avg. List/Sale	Avg. Original List/Sale	Avg. DOM	Median DOM	Months of Inventory	Expired Listings	Listings Withdrawn
<a href="#">\$0 - \$199K</a>	6	7	5	67.00%	5	\$141,000	89.00%	85.00%	13	12	0.7	N/A	N/A
<a href="#">\$200K - \$249K</a>	2	6	9	87.00%	8	\$229,800	100.00%	133.00%	12	6	0.2	N/A	N/A
<a href="#">\$250K - \$299K</a>	12	17	18	70.00%	16	\$272,807	99.00%	95.00%	26	3	0.7	2	N/A
<a href="#">\$300K - \$349K</a>	13	20	22	66.00%	17	\$330,840	101.00%	115.00%	29	8	0.8	N/A	N/A
<a href="#">\$350K - \$399K</a>	34	20	21	58.00%	23	\$374,773	100.00%	89.00%	41	5	1.4	1	N/A
<a href="#">\$400K - \$449K</a>	16	21	24	64.00%	14	\$433,304	100.00%	117.00%	15	5	0.9	2	N/A
<a href="#">\$450K - \$499K</a>	25	16	16	57.00%	17	\$463,031	98.00%	88.00%	61	7	1.5	N/A	N/A
<a href="#">\$500K - \$599K</a>	25	23	16	65.00%	14	\$552,202	100.00%	108.00%	88	10	1.5	3	N/A
<a href="#">\$600K - \$699K</a>	23	20	11	56.00%	6	\$668,300	103.00%	86.00%	44	6	2.0	1	N/A
<a href="#">\$700K - \$799K</a>	12	3	6	54.00%	7	\$717,143	98.00%	113.00%	108	43	1.8	N/A	N/A
<a href="#">\$800K - \$899K</a>	11	6	2	39.00%	3	\$858,943	99.00%	99.00%	12	12	2.6	2	N/A
<a href="#">\$900K - \$999K</a>	15	8	6	40.00%	4	\$966,725	102.00%	81.00%	81	36	4.6	2	N/A
<a href="#">\$1M - \$1.49M</a>	30	18	10	29.00%	6	\$1,214,500	99.00%	116.00%	34	7	4.9	3	N/A
<a href="#">\$1.5M - \$1.99M</a>	13	3	2	13.00%	2	\$1,487,500	98.00%	65.00%	8	8	9.8	N/A	N/A
<a href="#">\$2M +</a>	7	N/A	1	13.00%	N/A	N/A	N/A	N/A	371	371	21.0	1	N/A
County	204	188	169	56.00%	142	\$482,792	100.00%	98.00%	50	6	1.5	17	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*.

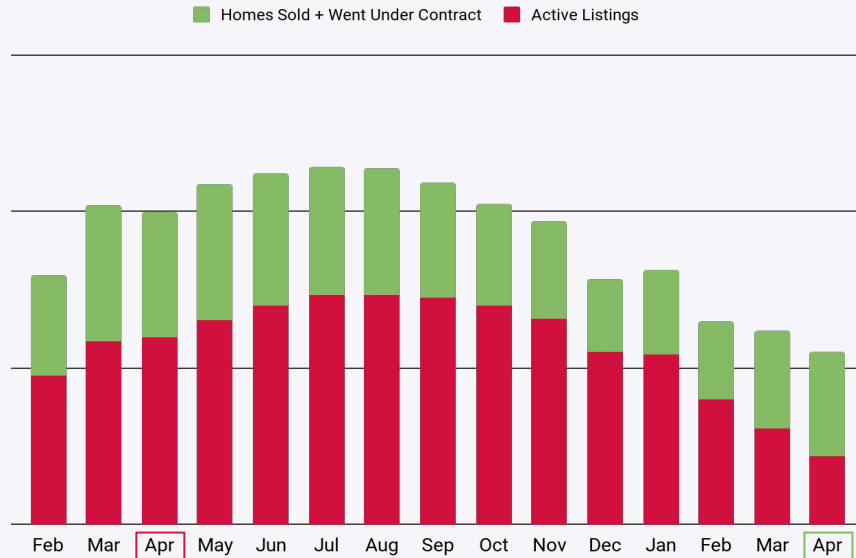
**Pending Ratio:** This ratio is calculated using a *snapshot* taken at 11:59pm on the last day of the month. It used to show a price range's competitiveness by comparing the number of listings under contract to the total number of listings on the market at the time the snapshot was taken (active + under 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

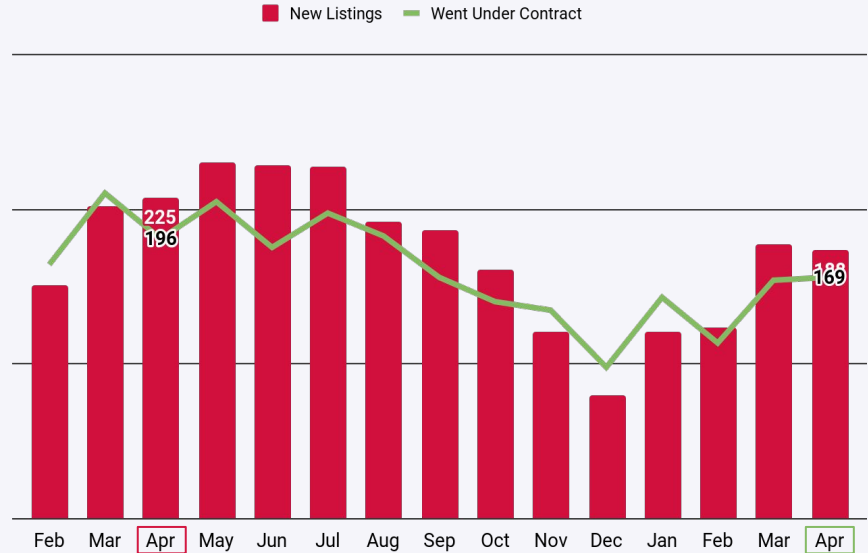
# Volume & Activity



- The number of active listings *decreased* by 29% in April. **Total Active listings, the number of properties listed for sale at any point during the month, was down 63% compared to last year.**
- Total homes under contract increased 1% from last month, but **Henderson had 14% less homes under contract in April than it did this time last year.**
- Overall volume was down 18% from last month and down 50% from this time last year.

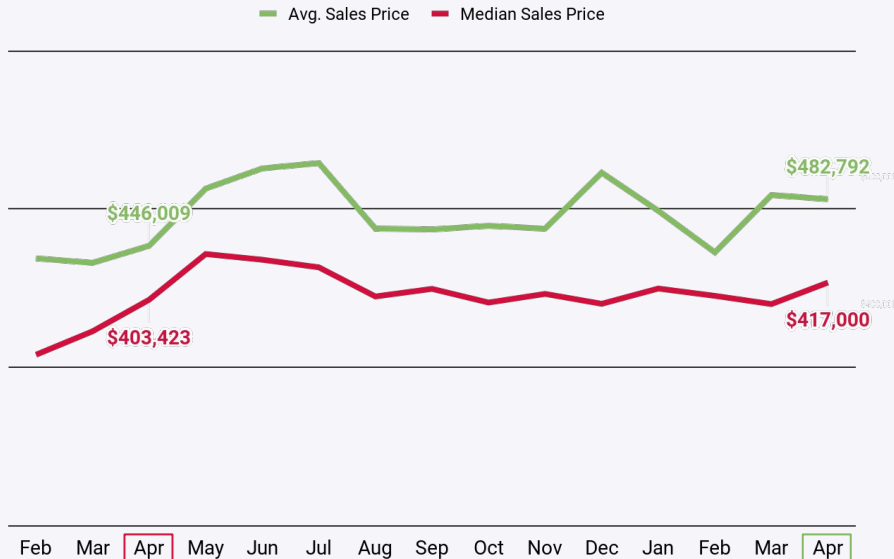
# Listings & Pendings

- **New listings decreased 2% from last month**, and were down 16% from last April's numbers.
- **1% more homes went under contract**, but Henderson had less homes going under contract than this month last year, down 14%.
- **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

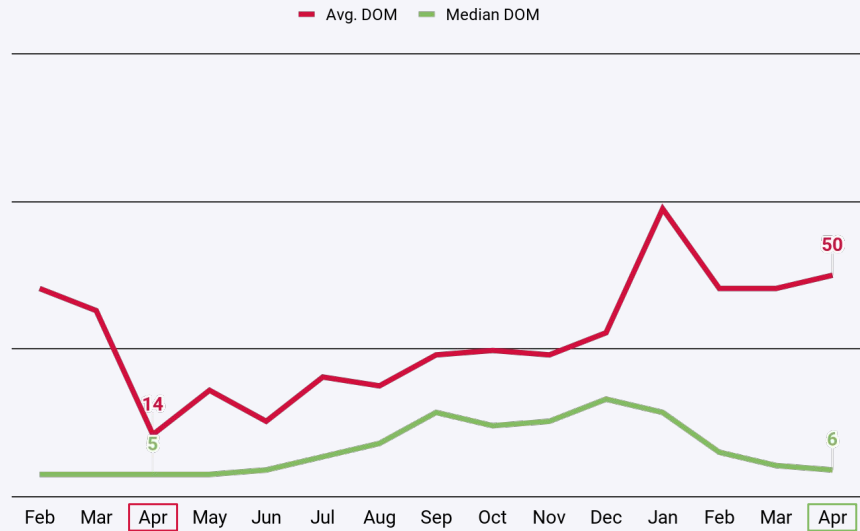


The **median price** is the “middle price,” meaning half of the homes sold during the month were cheaper and half were more expensive than the median. The **average price** is the total sales divided by number of sales.

- The average home price in Henderson County decreased 1%, but homes were valued 8% higher compared to last April.
- The extremely limited supply is at least one factor driving prices up, and the positive home value appreciation trend seems to be holding despite global uncertainty.
- 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.

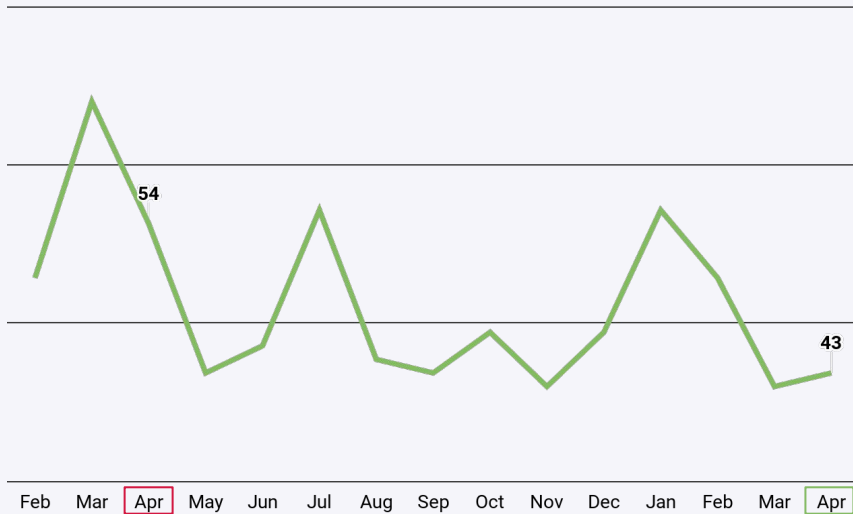
# Days On Market

- On average, homes took 3-days longer to go under contract than they did in March, and the *median days it took to sign a purchase contract was 6-days (!!!)*.
- Homes between \$1.5-1.99M sold fastest in April, with a *median* 3-days on the market, followed by homes in the \$200-249k range, which took a *median* of 5-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.

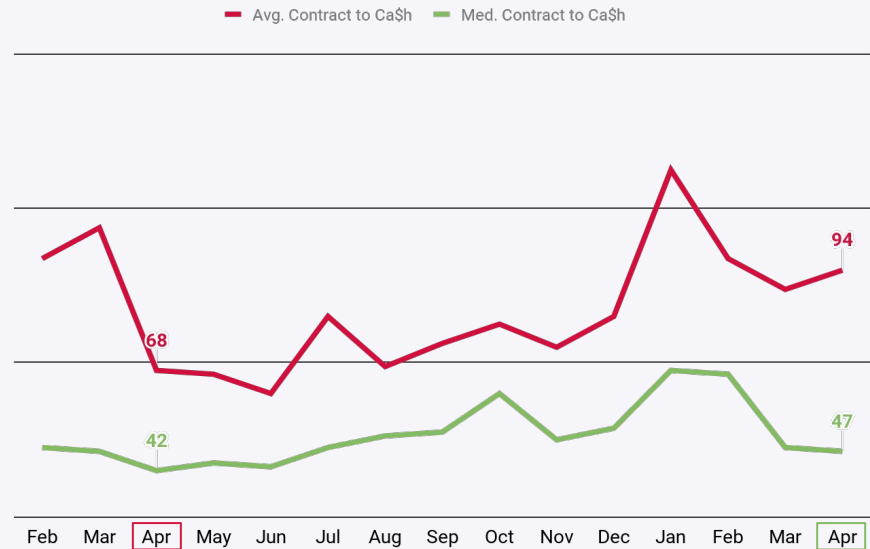
# Contract To Close



- **Contract to close time took an average of 1-days more compared to last month, which was 11-days faster compared to last April.**
- **Homes valued between \$900k-999k took among the longest to close.** April closings data put that segment at around 93-days, on average.
- **Homes valued between between \$600k-699k closed fastest,** closing in ~32-days, on average.

# Contract To Ca\$h

- Sellers got paid an average of 5-days *slower* after listing their homes according to April sales data, and **26-days slower than Apr., 2022**.
- This overall increase was a due to increases in both time spent during the contract to close process as well as time spent on the market (DOM).
- Homes valued between **between \$800k-899k sold fastest**, averaging 50-days, **followed by the up to \$199k price range** which took 53-days, on average.



# Methodology

Data for this report was pulled from Canopy MLS for Single Family and Condo/Townhouse properties on May 3rd, 2023. 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.

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