



RUIZ REPORT

BUNCOMBE COUNTY

July, 2025 Vol 65.

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

Powered by



Greybeard Realty

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 whether to accept an offer you've received, market knowledge is power, and finding the perfect agent to guide you through the process is essential.

We're here and ready to assist you in all of your real estate needs! We've sponsored this informative market report to ensure that you're as up to date as possible on the trends that we've been observing in our market. Clicking any of the price ranges on slide 4 will take you to available properties on our website.

Please don't hesitate to send us an [email](#) or call us at 828-669-1072 if you have any questions.

Greybeard Realty has been the leading source for real estate and property management since 1999. With over 450 years of collective experience among our broker team—living, working, and playing in Western North Carolina and 4 established offices located across the region, it's easier than ever for our team to assist you with all of your real estate needs!



Contact Us!

828-669-1072

realestate@greybeardrealty.com

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

NEW LISTINGS

499 ▼ 1%
▲ 27%

UNDER CONTRACT

320 ≈ 0%
▲ 2%

HOMES SOLD

316 ▲ 4%
▲ 12%

Buncombe added **179 more** new listings to the market than it took off (put under contract), **which increased the overall supply**. Home sales (*closings*) **increased** 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

35  21%
 106%

MO. ACTIVE LISTINGS

2,095  4%
 67%

MO. INVENTORY

6.3  3%
 117%

The *total* number of active listings **increased 4%** compared to June, 50% of homes went under contract in **35-days or less**, and at this rate there's about **6.3-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% ▼ 1%
▼ 1%

AVG. SALE PRICE

\$651k ▲ 7%
▼ 1%

ORIG. LIST / SALE

93% ▼ 2%
▼ 3%

The average price of a home in Buncombe County was **\$10k less 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
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Click to see properties!

Buncombe 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	32	9	13	4%	46%	8	\$154,342	94%	28	18	3.08	3	N/A
\$200K - \$249K	37	10	7	2%	22%	10	\$226,975	99%	34	26	4.57	N/A	N/A
\$250K - \$299K	76	13	12	4%	16%	15	\$268,940	94%	73	46	4.84	2	N/A
\$300K - \$349K	151	45	34	11%	33%	18	\$323,179	99%	45	33	4.92	3	N/A
\$350K - \$399K	196	63	38	12%	27%	35	\$365,337	98%	51	23	4.47	3	N/A
\$400K - \$449K	149	41	32	10%	29%	35	\$416,024	97%	48	34	4.17	5	N/A
\$450K - \$499K	177	39	26	8%	19%	32	\$461,390	97%	72	46	6.00	3	N/A
\$500K - \$599K	270	60	44	14%	21%	30	\$539,367	98%	67	35	5.87	4	N/A
\$600K - \$699K	215	53	33	10%	20%	33	\$641,497	98%	48	28	6.40	8	N/A
\$700K - \$799K	165	37	19	6%	16%	28	\$733,076	97%	84	56	7.36	1	N/A
\$800K - \$899K	130	34	14	4%	16%	19	\$841,316	98%	50	33	8.25	4	N/A
\$900K - \$999K	112	23	10	3%	17%	9	\$936,445	99%	44	40	9.43	1	N/A
\$1M - \$1.49M	178	36	23	7%	21%	27	\$1,176,791	97%	72	27	8.27	4	N/A
\$1.5M - \$1.99M	80	17	6	2%	16%	8	\$1,575,563	90%	20	11	12.00	N/A	N/A
\$2M +	127	19	9	3%	12%	9	\$2,608,889	94%	148	130	18.61	1	N/A
County	2,095	499	320	--	21%	316	\$650,681	97%	59	35	6.27	42	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.

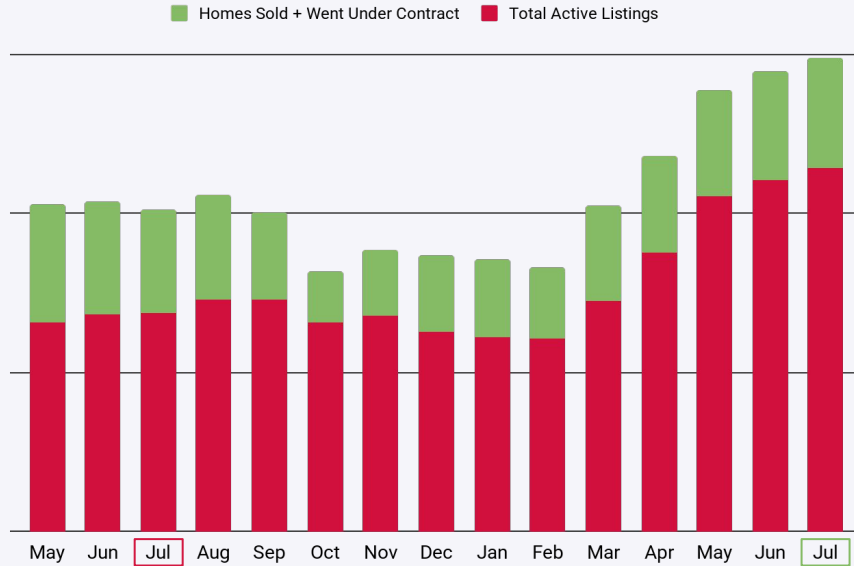
Between 0-4 months of inventory is considered a seller's market because supply is relatively low, which means that sellers have more control to set terms or raise prices. **5-7 months signals a balanced market** - there is a healthy mix of buyers and sellers. **8 or more months of inventory indicates a buyer's market**, which means buyers have more negotiating power.

Seller's Market

Buyer's Market



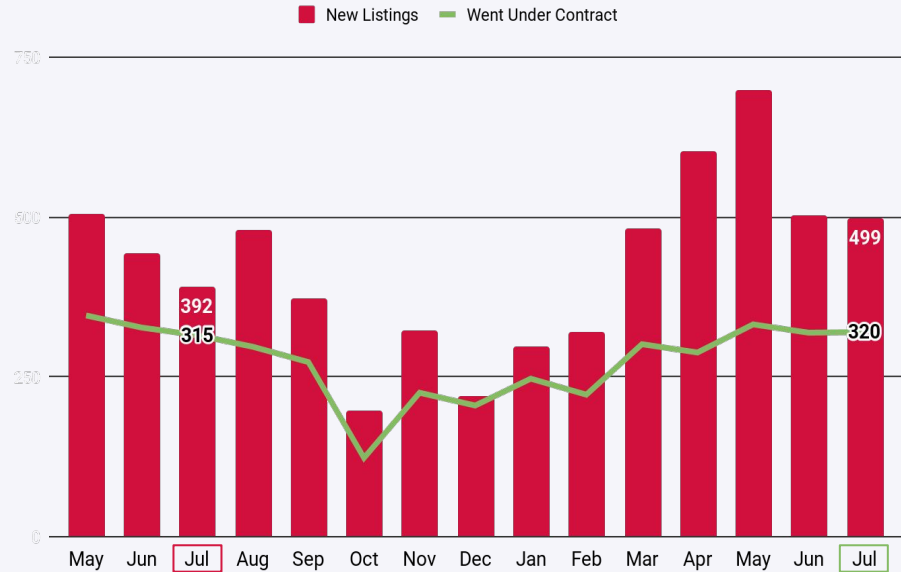
Volume & Activity



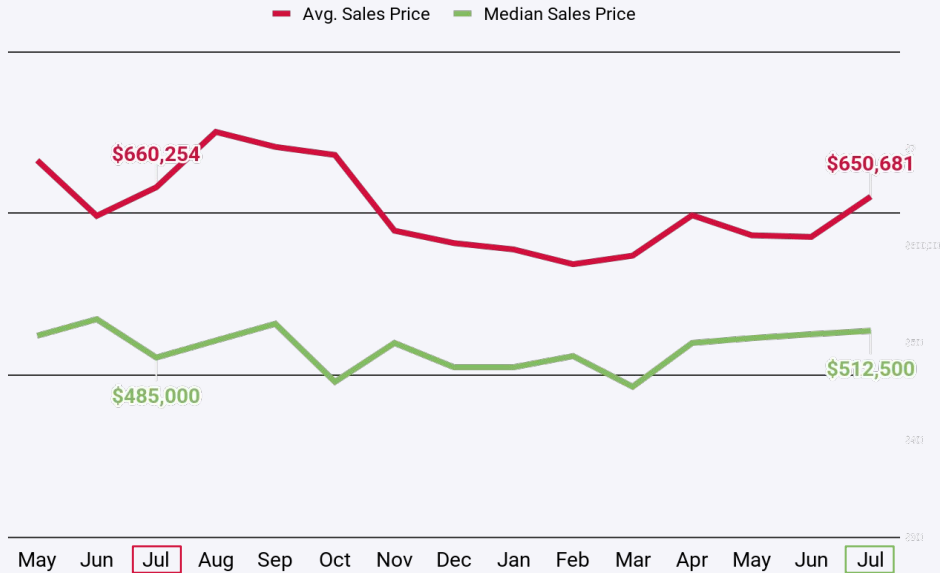
- The number of active listings *increased* by 4% in July. **Total Active listings, the number of properties listed for sale at any point during the month, was up 67% compared to last year.**
- Total homes under contract remained flat from last month, and **Buncombe had 2% more homes under contract in July than it did this time last year.**
- Overall volume was up 4% from last month and up 43% from this time last year.

Listings & Pendings

- **New listings decreased 1% from last month**, but were up 27% from last July's numbers.
- **The same number of more homes went under contract**, and Buncombe had more homes going under contract than this month last year, up 2%.
- **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

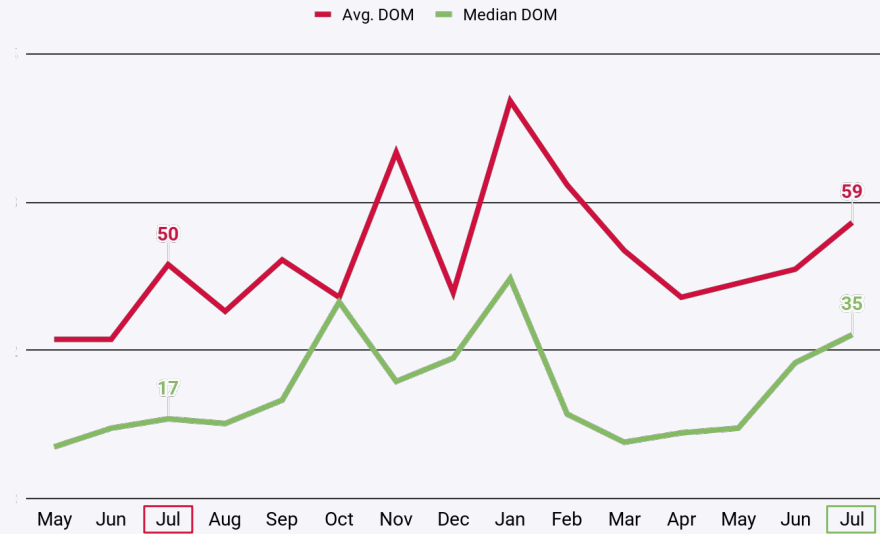


The **median price** is the “middle price,” meaning half of the homes sold during the month were cheaper and half were more expensive than the median. The **average price** is the total sales divided by number of sales.

- The average home price in Buncombe County increased 7%, but homes were valued 1% lower 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 **Buncombe’s high-end market is strong**, with prices significantly higher than the rest of the market.

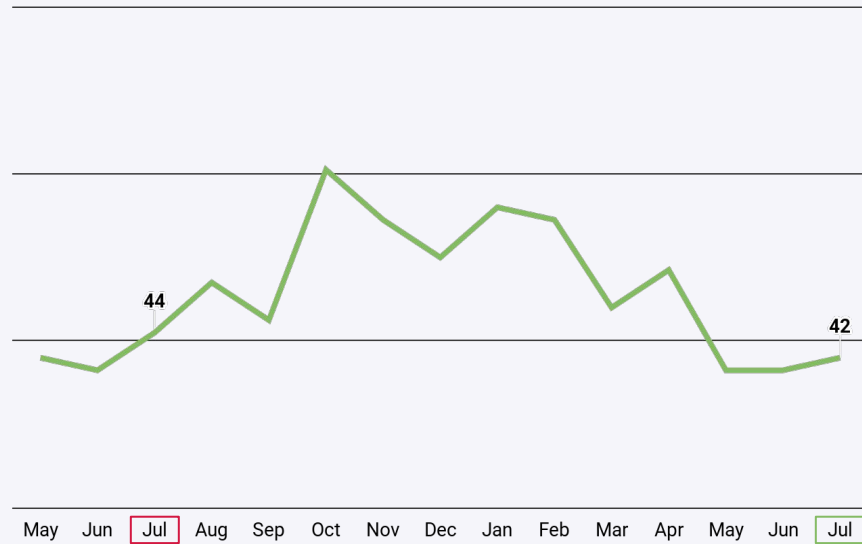
Days On Market

- On average, homes took 10-days longer to go under contract than they did in June, and the *median* days it took to sign a purchase contract was **35-days (!!!)**.
- Homes between \$1.5-1.99M sold fastest in July, with a *median* 11-days on the market, followed by homes in the \$0-199k range, which took a *median* of 18-days.
- Homes in Buncombe 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.

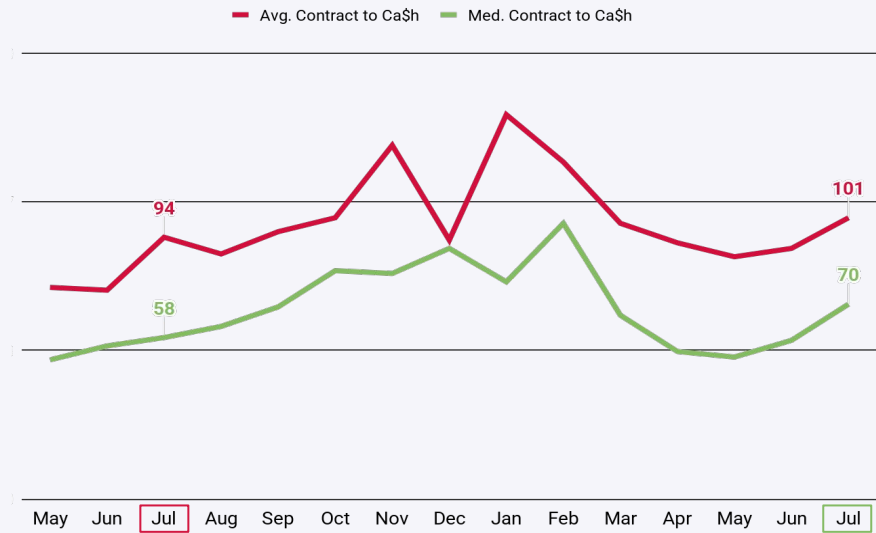
Contract To Close



- **Contract to close time took an average of 1-day more compared to last month, which was 2-days faster compared to last July.**
- **Homes valued between \$200k-249k took among the longest to close.** July closings data put that segment at around 85-days, on average.
- **Homes valued greater than \$2M closed fastest,** closing in ~29-days, on average.

Contract To Ca\$h

- **Sellers got paid an average of 11-days slower** after listing their homes according to July sales data, and **7-days slower than Jul., 2023.**
- 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 **valued between \$1.5M-1.99M sold fastest**, averaging 48-days, **followed by the valued between \$400k-449k price range** which took 84-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.

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