



RUIZ REPORT

MCDOWELL 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

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

NEW LISTINGS

64 ▼ 3%
▲ 16%

UNDER CONTRACT

47 ≈ 0%
▲ 34%

HOMES SOLD

38 ▼ 14%
▲ 27%

McDowell added **17 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

46 ▲ 35%
▲ 53%

MO. ACTIVE LISTINGS

276 ▲ 3%
▲ 54%

MO. INVENTORY

6.4 ▼ 2%
▲ 69%

The *total* number of active listings **increased 3%** compared to June, 50% of homes went under contract in **46-days or less**, and at this rate there's about **6.4-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	AVG. SALE PRICE	ORIG. LIST / SALE
95% ▼ 2% ≈ 0%	\$328k ▼ 21% ▼ 23%	92% ▼ 2% ▼ 1%

The average price of a home in McDowell County was **\$98k less than it was this time last July**. On average, properties sold for **95% of their list price** *at the time the offer was made*, and **92% 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!

McDowell 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 - \$99K	4	2	1	2%	0%	2	\$46,000	86%	12	12	4.62	N/A	N/A
\$100K - \$149K	11	4	5	11%	50%	3	\$93,167	80%	60	46	3.33	1	N/A
\$150K - \$199K	18	3	2	4%	41%	7	\$170,572	99%	43	43	3.16	3	N/A
\$200K - \$232K	11	5	5	11%	33%	3	\$205,000	94%	50	17	3.75	N/A	N/A
\$233K - \$265K	26	10	4	9%	32%	6	\$255,000	99%	7	6	4.29	1	N/A
\$266K - \$299K	19	4	6	13%	33%	2	\$284,500	95%	62	62	3.82	N/A	N/A
\$300K - \$332K	18	5	1	2%	23%	1	\$300,000	92%	15	15	7.56	3	N/A
\$333K - \$365K	19	8	6	13%	32%	1	\$330,000	94%	31	23	6.67	N/A	N/A
\$366K - \$399K	15	3	1	2%	18%	4	\$381,725	96%	65	65	3.60	N/A	N/A
\$400K - \$449K	10	2	3	6%	30%	1	\$405,000	100%	64	71	4.94	N/A	N/A
\$450K - \$499K	16	4	N/A	N/A	0%	1	\$437,000	92%	N/A	N/A	10.59	1	N/A
\$500K - \$599K	28	3	3	6%	19%	3	\$481,667	95%	319	150	8.25	1	N/A
\$600K - \$699K	16	1	1	2%	13%	2	\$620,000	95%	170	170	9.33	N/A	N/A
\$700K - \$999K	32	6	6	13%	20%	1	\$668,000	92%	118	73	12.52	1	N/A
\$1M+	33	4	3	6%	13%	1	\$1,850,000	94%	36	32	17.68	1	N/A
County	276	64	47	--	24%	38	\$328,458	95%	90	46	6.35	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.

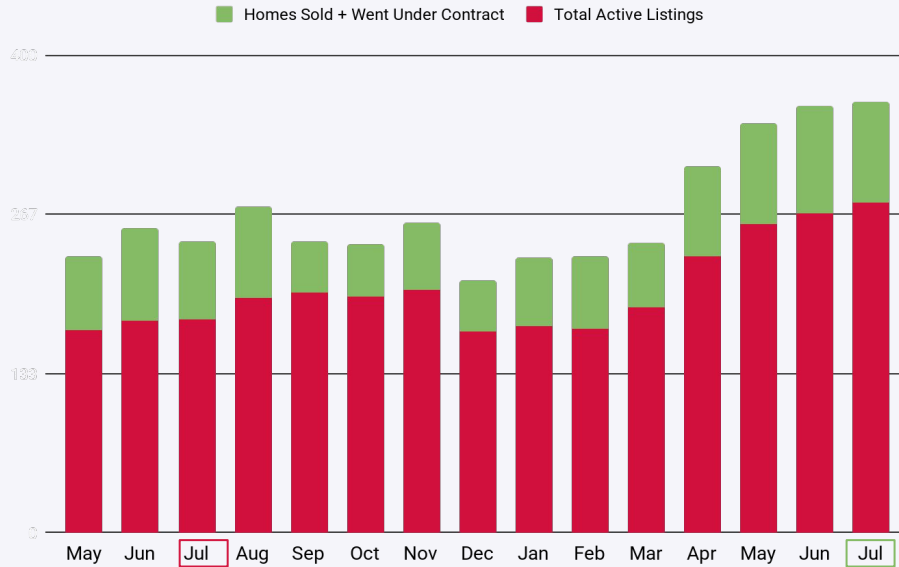
Between 0-4 months of inventory is considered a seller's market because supply is relatively low, which means that sellers have more control to set terms or raise prices. **5-7 months signals a balanced market** - there is a healthy mix of buyers and sellers. **8 or more months of inventory indicates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

Seller's Market

Buyer's Market



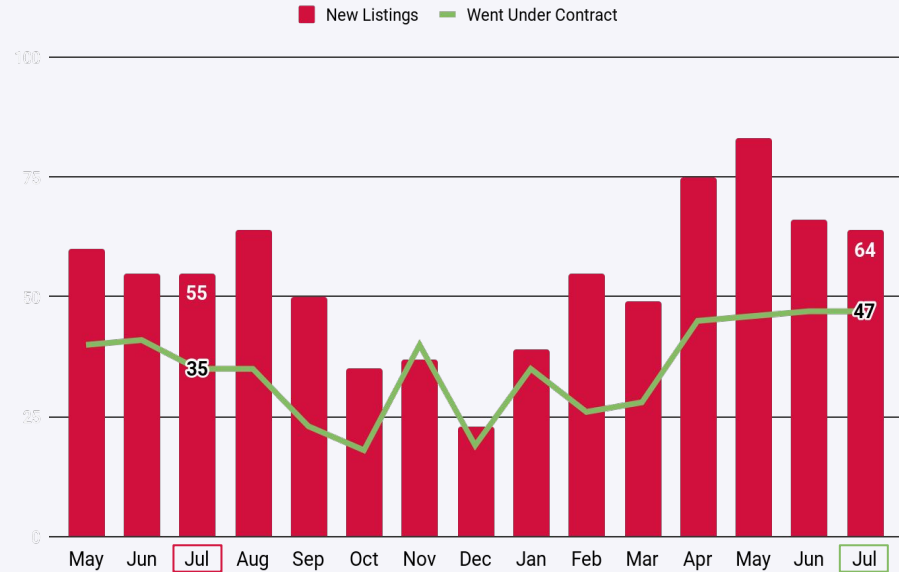
Volume & Activity



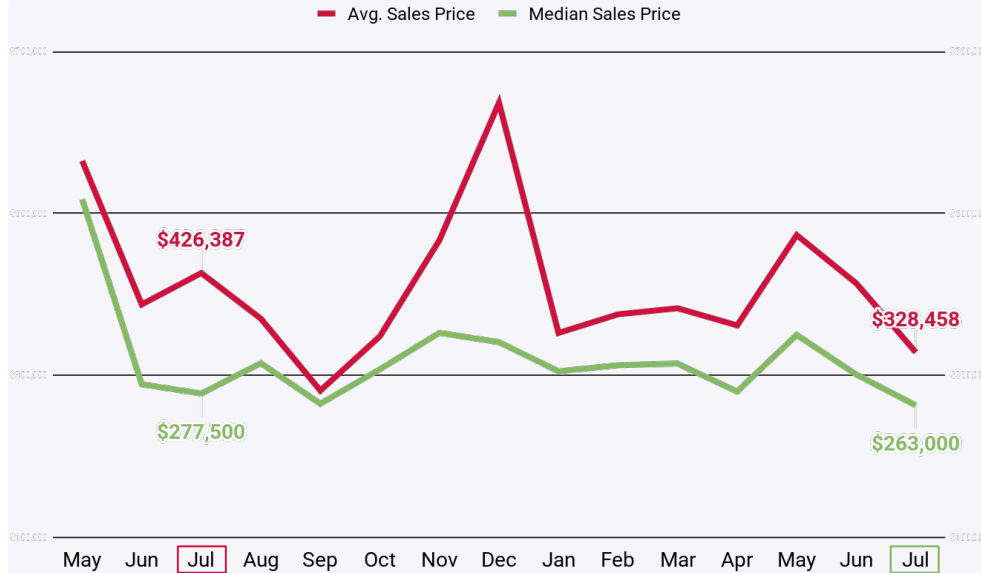
- The number of active listings *increased* by 3% in July. **Total Active listings, the number of properties listed for sale at any point during the month, was up 54% compared to last year.**
- Total homes under contract decreased 0% from last month, but **McDowell had 34% more homes under contract in July than it did this time last year.**
- Overall volume was up 2% from last month and up 41% from this time last year.

Listings & Pendings

- **New listings decreased 3% from last month**, but were up 16% from last July's numbers.
- **The same number of homes went under contract**, but McDowell had more homes going under contract than this month last year, up 34%.
- **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

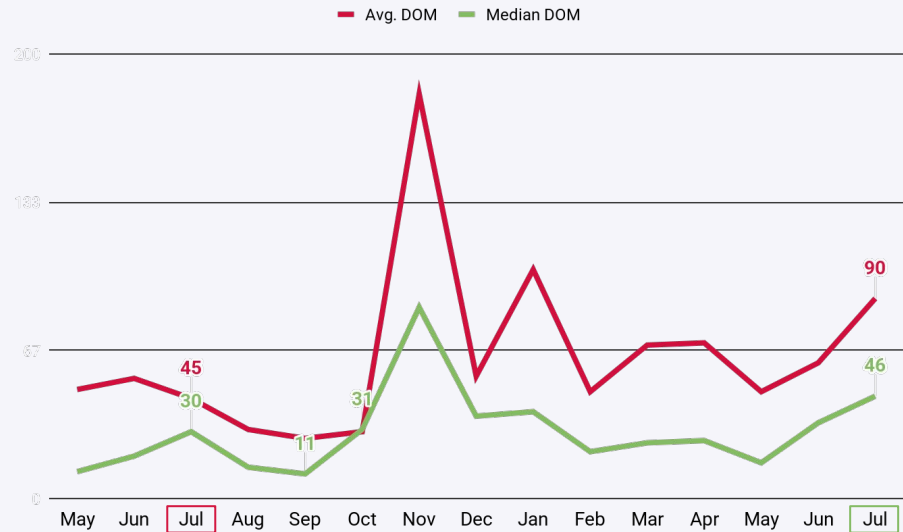


The **median price** is the “middle price,” meaning half of the homes sold during the month were cheaper and half were more expensive than the median. The **average price** is the total sales divided by number of sales.

- The average home price in McDowell County decreased 21%, and homes were valued 23% 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 **McDowell’s high-end market is strong**, with higher priced sales increasing the overall market average.

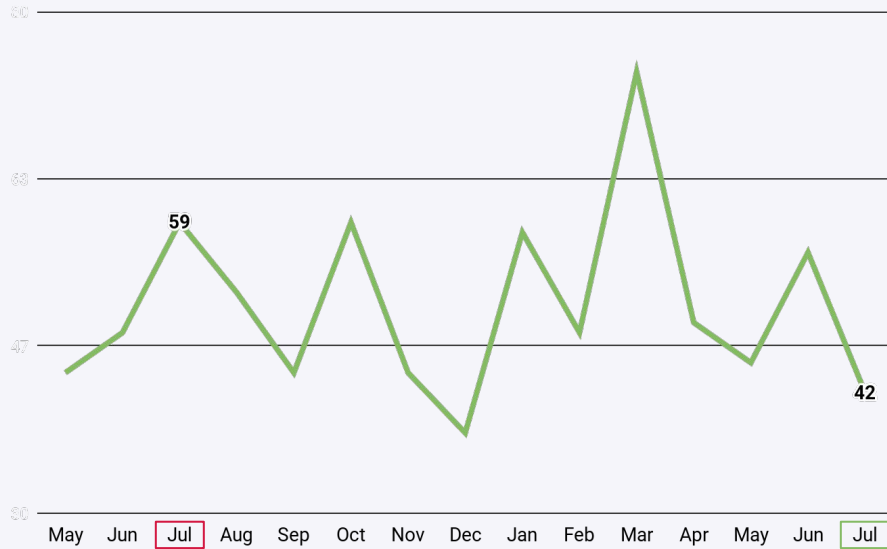
Days On Market

- On average, homes took 29-days longer to go under contract than they did in June, and the *median* days it took to sign a purchase contract was **46-days (!!!)**.
- Homes between \$233-265k sold fastest in July, with a *median* 6-days on the market, followed by homes valued up to \$99k, which took a *median* of 12-days.
- Homes in McDowell 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.

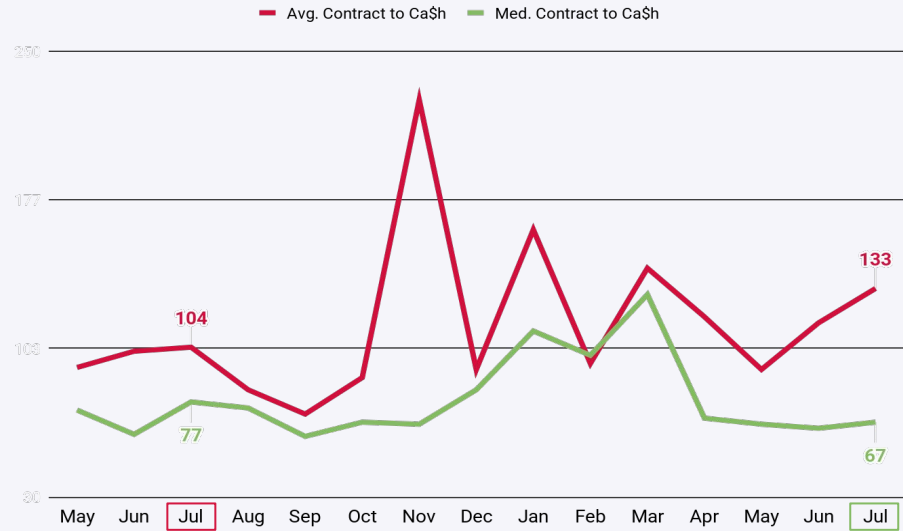
Contract To Close



- **Contract to close time took an average of 14-days less compared to last month, which was 17-days faster compared to last July.**
- **Homes valued between \$500k-599k took among the longest to close.** July closings data put that segment at around 114-days, on average.
- **Homes valued up to \$99k closed fastest,** closing in ~15-days, on average.

Contract To Ca\$h

- Sellers got paid an average of 17-days **slower** after listing their homes according to July sales data, and **29-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 up to \$99k sold fastest**, averaging 21-days, **followed by the valued between \$366k-399k 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 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.

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