



RUIZ REPORT

HAYWOOD COUNTY

February, 2025 Vol 60.

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

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Haywood County **Ruiz Report** February, 2025

Steve Cooper

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Clicking any of the price ranges on slide 4 will take you to available properties on my website, or you can [download my App](#) so we can get started ASAP!



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

NEW LISTINGS

90  1%
 2%

UNDER CONTRACT

67  6%
 10%

HOMES SOLD

49  21%
 16%

Haywood added **23 more** new listings to the market than it took off (put under contract), **which increased the overall supply**. Home sales (*closings*) **decreased** in February, 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

32  30%
 35%

MO. ACTIVE LISTINGS

393  1%
 51%

MO. INVENTORY

3.7  2%
 71%



The *total* number of active listings **decreased 1%** compared to January, 50% of homes went under contract in **32-days or less**, and at this rate there's about **3.7-months of supply** to go around.

February 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)

AVG. LIST / SALE

96%  2%
 0%

AVG. SALE PRICE

\$378k  16%
 0%

ORIG. LIST / SALE

91%  2%
 1%

The average price of a home in Haywood County was **\$2k less than it was this time last February**. On average, properties sold for **96% of their list price** *at the time the offer was made*, and **91% 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 February

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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 DOM	Median DOM	Months of Inventory	Expired Listings	Listings Withdrawn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	N/A	N/A	N/A	0%	2	\$58,250	98%	N/A	N/A	2	N/A	N/A
\$100K - \$124K	3	1	N/A	N/A	33%	1	\$96,000	87%	N/A	N/A	6.86	N/A	N/A
\$125K - \$149K	9	3	2	3%	38%	N/A	N/A	N/A	18	18	3.75	N/A	N/A
\$150K - \$174K	1	N/A	N/A	N/A	100%	2	\$185,596	116%	N/A	N/A	N/A	N/A	N/A
\$175K - \$199K	8	2	1	1%	22%	N/A	N/A	N/A	11	11	4.67	N/A	N/A
\$200K - \$249K	11	5	4	6%	42%	3	\$230,067	96%	17	8	1.58	N/A	N/A
\$250K - \$299K	25	5	6	9%	27%	8	\$271,900	98%	47	46	2.62	N/A	N/A
\$300K - \$349K	37	12	9	13%	40%	11	\$317,546	98%	57	9	2.75	N/A	N/A
\$350K - \$399K	62	14	16	24%	31%	4	\$381,750	98%	77	33	4.03	3	N/A
\$400K - \$449K	40	7	7	10%	41%	7	\$393,272	95%	87	51	2.81	1	N/A
\$450K - \$499K	47	11	4	6%	26%	4	\$451,320	95%	35	37	4.83	3	N/A
\$500K - \$599K	44	15	8	12%	26%	2	\$522,500	94%	45	14	4.98	N/A	N/A
\$600K - \$699K	38	4	5	7%	18%	1	\$660,000	94%	122	103	5.09	1	N/A
\$700K - \$999K	35	5	4	6%	25%	3	\$872,084	95%	102	114	3.68	1	N/A
1M+	30	6	1	1%	14%	1	\$1,165,000	97%	11	11	8.23	3	N/A
County	393	90	67	--	30%	49	\$377,827	96%	87	32	3.69	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.

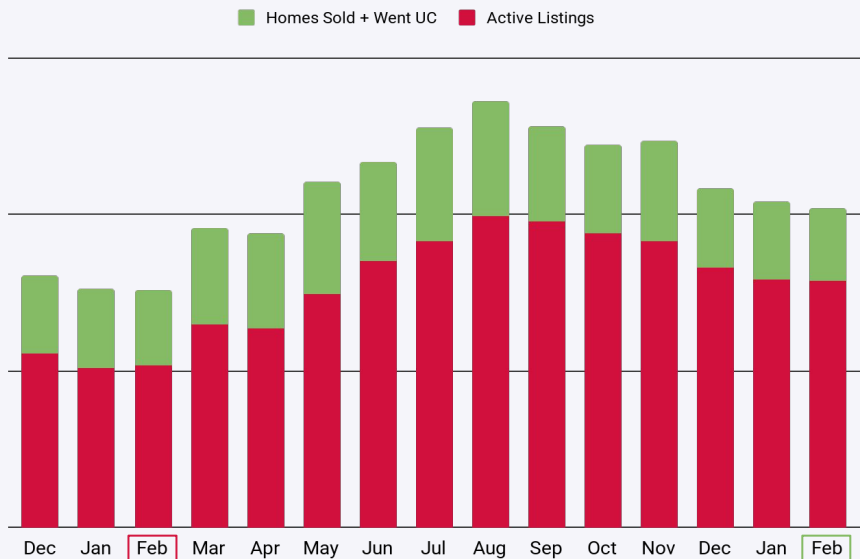
Pending Ratio: This ratio is calculated using a **snapshot** taken at 11:59pm on the last day of the month. It used to show a price range's competitiveness by comparing the number of listings under contract to the total number of listings on the market at the time the snapshot was taken (active + under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

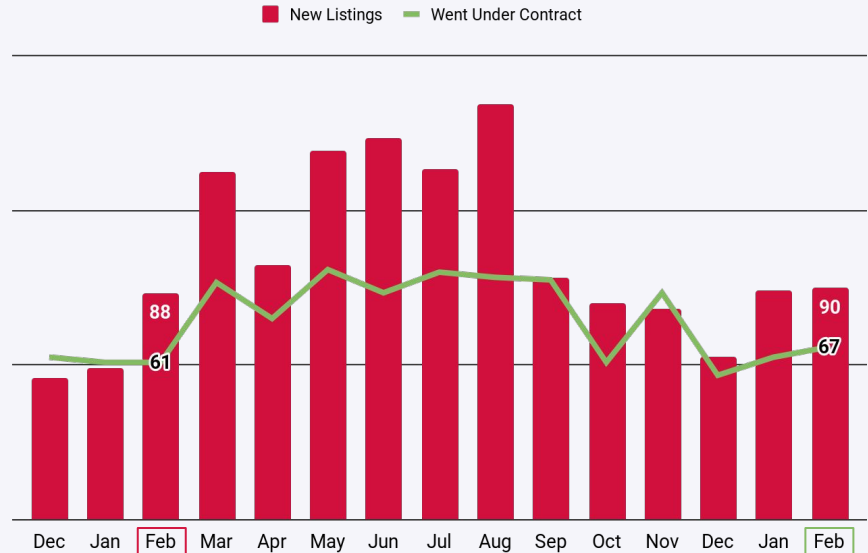
Volume & Activity



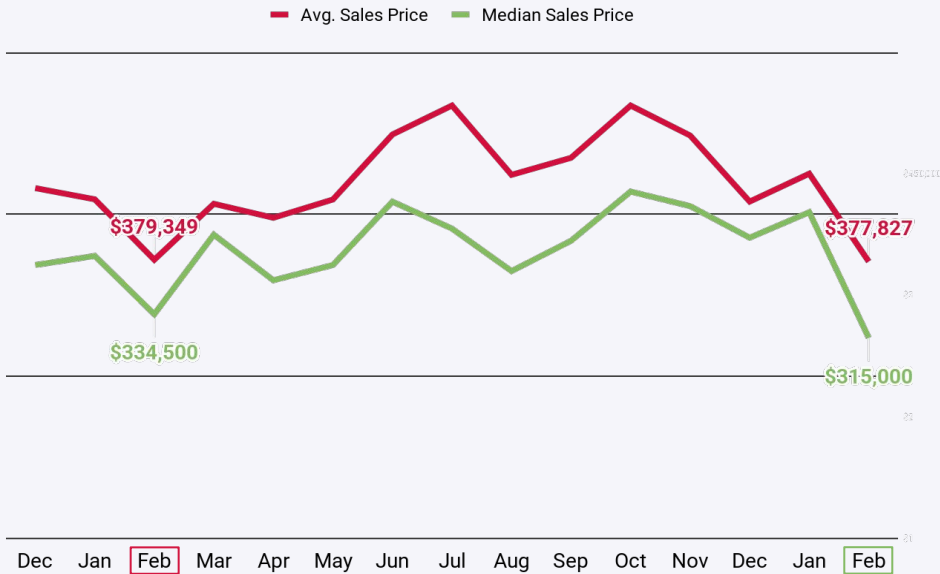
- The number of active listings *decreased* by 1% in February. **Total Active listings, the number of properties listed for sale at any point during the month, was up 51% compared to last year.**
- Total homes under contract increased 6% from last month, and **Haywood had 10% more homes under contract in February than it did this time last year.**
- Overall volume was up 0% from last month and up 43% from this time last year.

Listings & Closings

- **New listings increased 1% from last month**, and were up 2% from last February's numbers.
- **6% more homes went under contract**, and Haywood had more homes going under contract than this month last year, up 10%.
- **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

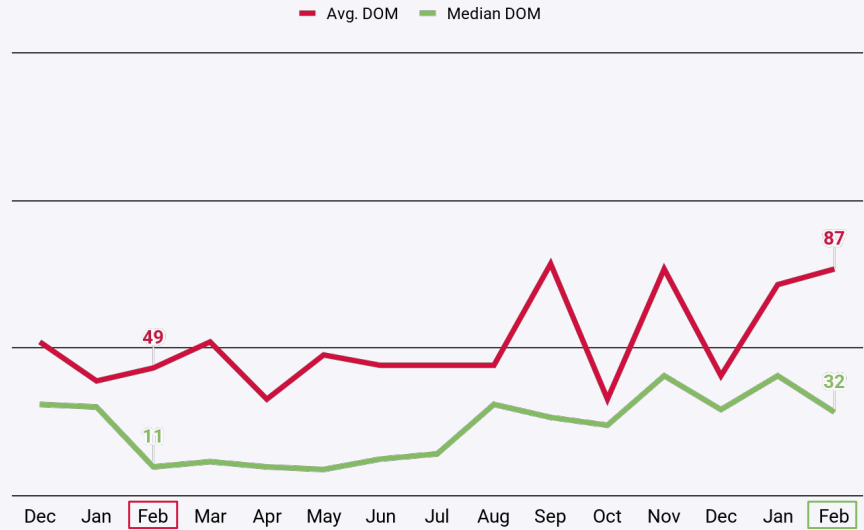


The **median price** is the “middle price,” meaning half of the homes sold during the month were cheaper and half were more expensive than the median. The **average price** is the total sales divided by number of sales.

- The average home price in Haywood County decreased 16%, and homes were valued 0% lower compared to last February.
- 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 **Haywood’s high-end market is strong**, with higher priced homes raising the average for the whole market.

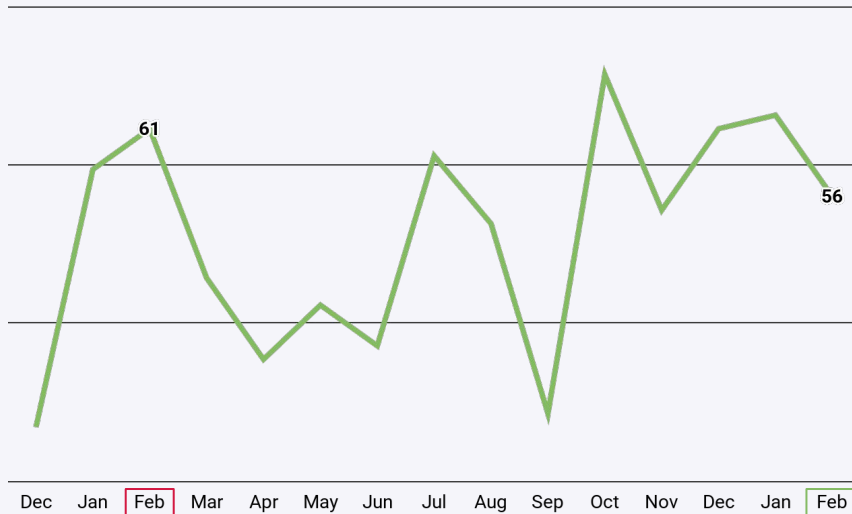
Days On Market

- On average, homes took 6-days longer to go under contract than they did in January, and the median days it took to sign a purchase contract was **32-days (!!!)**.
- Homes between \$1-M sold fastest in February, with a *median* 8-days on the market, followed by homes in the \$175-199k range, which took a *median* of 9-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.

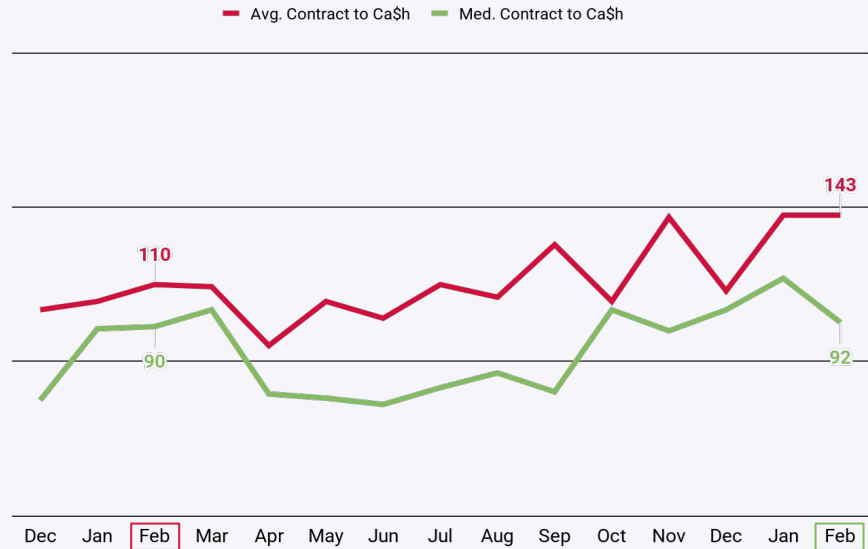
Contract To Close



- **Contract to close time took an average of 6-days less compared to last month, which was 5-days faster compared to last February.**
- **Homes valued between \$450k-499k took among the longest to close.** February closings data put that segment at around 133-days, on average.
- **Homes valued between \$600k-699k closed fastest,** closing in ~9-days, on average.

Contract To Ca\$h

- **Sellers got paid an average of 0-days faster** after listing their homes according to February sales data, but **33-days slower than Feb., 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 \$100k-124k sold fastest**, averaging 16-days, **followed by the valued greater than \$1M price range** which took 44-days, on average.



Methodology

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

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