

Current Marketing Data for Henderson County MLS

Preferred Realty
136 S. King Street, Suite E,
Hendersonville, NC 28792

Residential thru April, 2018



| Date Updated | 5/14/18 | | | |
|---|-------------------------------------|----------------|----------------|----------------|
| Data below from MLS Market Activity Rep. | 2018 Thru April | 2017 Totals | 2016 Totals | 2015 Totals |
| Dollar Volume Sold ytd | \$ 162,871,980 | \$ 565,462,799 | \$ 510,756,053 | \$ 454,931,314 |
| Number of Units Sold ytd | 570 | 2059 | 2147 | 1968 |
| Avg. Monthly Units Sold | 143 | 172 | 179 | 164 |
| Avg. Monthly Inventory | 531 | 601 | 709 | 886 |
| List to Sale Ratio last 12 months median | 96.9 % | 96.7 % | 96.5 % | 95.2 % |
| Percent Expired for Month | 2.0 % | 3.1 % avg | 3.4 % avg | 3.2 % avg |
| Avg. Days on Market last 12 months | 60 | 62 | 66 | 141 |
| Avg. Sales Price ytd | \$ 285,740 | \$ 274,630 | \$ 239,454 | \$ 231,164 |
| Current monthly residential Absorption Rate * (%) | 31.9 % | 28.6 % | 25.2 % | 18.5 % |
| (As Months of Inventory) | 3.1 | 3.5 | 4.0 | 5.4 |
| Current 30 Year Fixed | 4.55 % (Freddie Mac weekly average) | | | |

- Absorption rate is one of the best measurements of real estate market activity.
- A 25% monthly absorption rate means that 25% of the current inventory can be expected to sell every month. In 4 months, without any additions to inventory, the entire inventory can be expected to be gone.
- Above 25% indicates a seller's market with no need to make concessions to list price provided the property is priced correctly.
- Below 15% indicates a buyer's market that makes it likely that there will be concessions in list price of up to 5% or more to conclude the sale.
- Between 15% and 25% indicates a balanced market with normal 2-3% concessions in list price to conclude the sale.