

# Current Marketing Data for Henderson County MLS

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

**Residential thru February, 2019**



Date Updated	3/10/19			
Data below from MLS Market Activity Rep.	2019 Thru February	2018 Totals	2017 Totals	2016 Totals
Dollar Volume Sold ytd	\$ 85,612,612	\$ 602,400,189	\$ 565,462,799	\$ 510,756,053
Number of Units Sold ytd	301	2105	2059	2147
Avg. Monthly Units Sold	151	175	172	179
Avg. Monthly Inventory	590	611	601	709
List to Sale Ratio last 12 months median	97.0 %	97.0 %	96.7 %	96.5 %
Percent Expired for Month	0.2 %	2.8 % avg	3.1 % avg	3.4 % avg
Avg. Days on Market last 12 months	55	54	62	66
Avg. Sales Price ytd	\$ 284,427	\$ 286,176	\$ 274,630	\$ 239,454
Current monthly residential Absorption Rate * (%)	34.2 %	28.6 %	28.6 %	25.2 %
(As Months of Inventory)	2.9	3.5	3.5	4.0
Current 30 Year Fixed	4.41 % (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.