

# Current Marketing Data for Henderson County MLS

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

**Residential thru January, 2016**



Date Updated	2/10/16			
Data below from MLS Market Activity Rep.	2016 Thru January	2015 Totals	2014 Totals	2013 Totals
Dollar Volume Sold ytd	\$ 25,205,378	\$ 454,931,314	\$ 392,667,358	\$ 342,867,246
Number of Units Sold ytd	109	1968	1811	1622
Avg. Monthly Units Sold	109	164	151	135
Avg. Monthly Inventory	670	886	1062	1238
List to Sale Ratio last 12 months median	95.2%	95.2 %	95.0 %	94.0 %
Percent Expired for Month	3.8 %	3.2 % avg	3.2 % avg	3.3 % avg
Avg. Days on Market last 12 months	119	141	161	172
Avg. Sales Price ytd	\$ 231,242	\$ 231,164	\$ 228,012	\$ 211,385
Current monthly residential Absorption Rate * (%)	16.4 %	18.5 %	14.2 % avg	10.9 % avg
(As Months of Inventory)	6.1	5.4	7.0	9.2
Current 30 Year Fixed	3.72 % (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.