

# Current Marketing Data for Henderson County MLS

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

**Residential thru November, 2017**



Date Updated	12/11/17			
Data below from MLS Market Activity Rep.	2017 Thru November	2016 Totals	2015 Totals	2014 Totals
Dollar Volume Sold ytd	\$ 511,254,013	\$ 510,756,053	\$ 454,931,314	\$ 392,667,358
Number of Units Sold ytd	1898	2147	1968	1811
Avg. Monthly Units Sold	173	179	164	151
Avg. Monthly Inventory	601	709	886	1062
List to Sale Ratio last 12 months median	96.6 %	96.5 %	95.2 %	95.0 %
Percent Expired for Month	3.6 %	3.4 % avg	3.2 % avg	3.2 % avg
Avg. Days on Market last 12 months	63	66	141	161
Avg. Sales Price ytd	\$ 269,365	\$ 239,454	\$ 231,164	\$ 228,012
Current monthly residential Absorption Rate * (%)	29.8 %	25.2 %	18.5 %	14.2 % avg
(As Months of Inventory)	3.36	4.0	5.4	7.0
Current 30 Year Fixed	3.94 % (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.