

# Current Marketing Data for Henderson County MLS

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

**Residential thru October, 2018**



Date Updated	11/13/18			
Data below from MLS Market Activity Rep.	2018 Thru October	2017 Totals	2016 Totals	2015 Totals
Dollar Volume Sold ytd	\$ 519,208,716	\$ 565,462,799	\$ 510,756,053	\$ 454,931,314
Number of Units Sold ytd	1816	2059	2147	1968
Avg. Monthly Units Sold	182	172	179	164
Avg. Monthly Inventory	605	601	709	886
List to Sale Ratio last 12 months median	97.0 %	96.7 %	96.5 %	95.2 %
Percent Expired for Month	4.0 %	3.1 % avg	3.4 % avg	3.2 % avg
Avg. Days on Market last 12 months	55	62	66	141
Avg. Sales Price ytd	\$ 285,908	\$ 274,630	\$ 239,454	\$ 231,164
Current monthly residential Absorption Rate * (%)	28.5 %	28.6 %	25.2 %	18.5 %
(As Months of Inventory)	3.5	3.5	4.0	5.4
Current 30 Year Fixed	4.94 % (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.