



2025 1st Quarter Hendersonville and Henderson County Real Estate Market Analysis

The Hendersonville and Henderson County housing market moved towards a balanced market in the 1st quarter of 2025, with inventory rising as new listings outpaced buyer demand. Economists generally consider a balanced market to have 6 months of inventory, meaning that it would take 6 months for all the available homes to sell based on the rate of sales within the last 12 months. Less than 6 months is considered to be a seller's market, where there are more buyers than homes available. A buyer's market has more than 6 months of inventory, where there are more homes for sale than buyers who are purchasing homes. Inventory levels moved closer to 6 months in the 1st quarter of 2025 compared to the 1st quarter of 2024, with the majority of price ranges still being under 6 months, although a few of the higher price ranges were over 6 months ([Table 1](#), [Table 2](#), [Table 3](#), [Table 4](#)).

Compared to the 1st quarter in 2024, the number of closings that occurred in the 1st quarter of 2025 in Hendersonville decreased while the number of closings in Henderson County increased ([Chart 1](#)). Average Days on Market (DOM) increased between 2024 and the 1st quarter of 2025. Average DOM increased from 52 DOM to 65 DOM in Henderson County, and Average DOM increased from 56 DOM and 65 DOM in the City of Hendersonville ([Chart 4](#)).

The city of Hendersonville saw a decline in the median sales price from \$405,000 in the 1st quarter of 2024 to \$375,000 in the 1st quarter of 2025, while in Henderson County, the median sales price increased from \$459,000 to \$464,000 between the 1st quarters of 2024 and 2025 ([Chart 3](#)). This increase is most likely due to a lack of inventory at lower prices leading to fewer sales in the lower price ranges, rather than being caused by an increase in values.

Changes to the real estate market were being driven by a confluence of factors, the most significant of which was the impact of Tropical Storm Helene. While damage from Helene was more pronounced in certain areas- by some streams and rivers that flooded, certain areas that were impacted by high winds and downed trees, and in a smaller number of cases, in steep slope areas that had landslides - the economic impact of declining tourism has been felt by the entire region. Tourism is a mainstay of the region's economy, and a reduction in tourism has caused lower occupancy in short-term rentals and hotels and negatively impacted businesses in the area. As the area rebuilds and tourism returns, the real estate market in the region will also likely return to its pre-storm dynamic, unless there are large disruptions to the national economy.

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Average Days on Market

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Inventory of Homes

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[Table 3](#)- Historical Inventory Levels of Homes in Hendersonville

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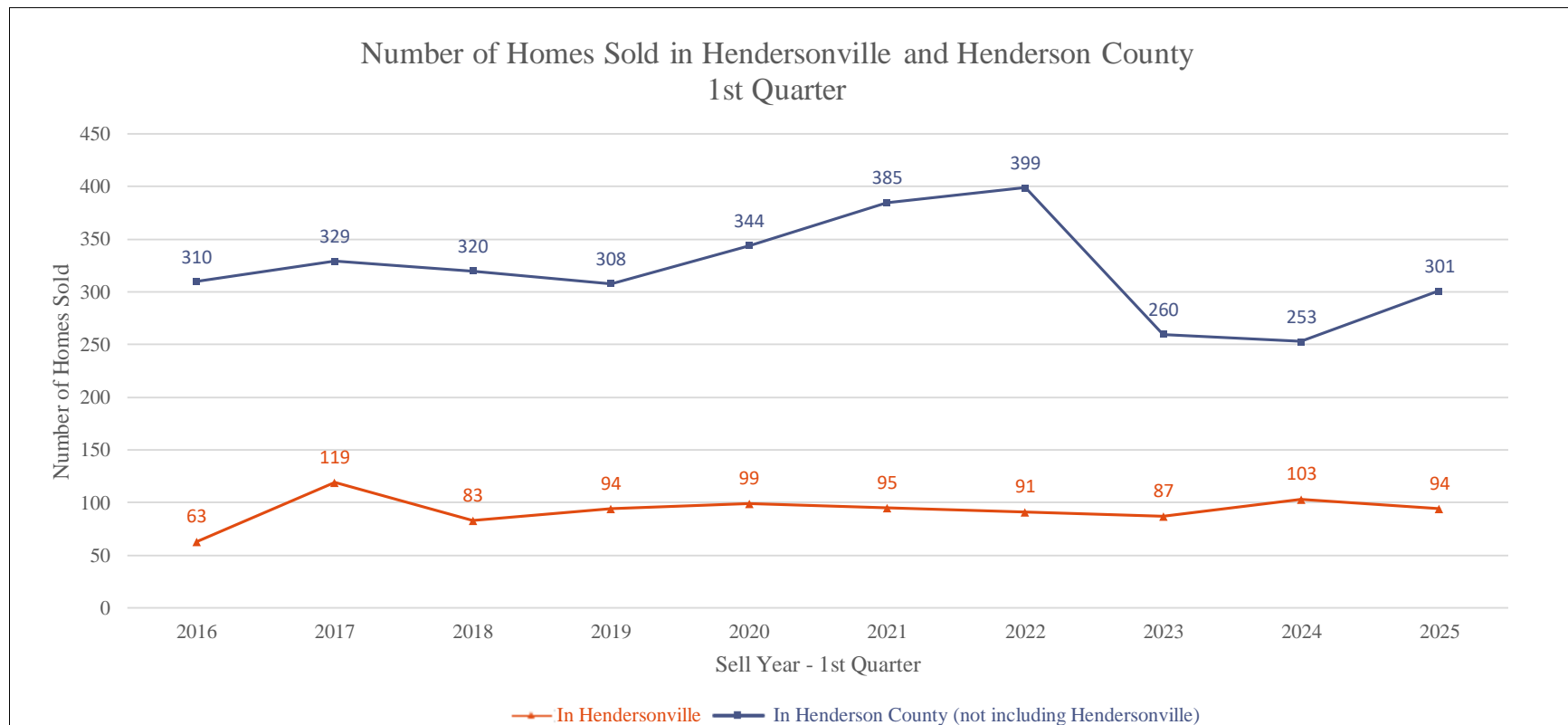


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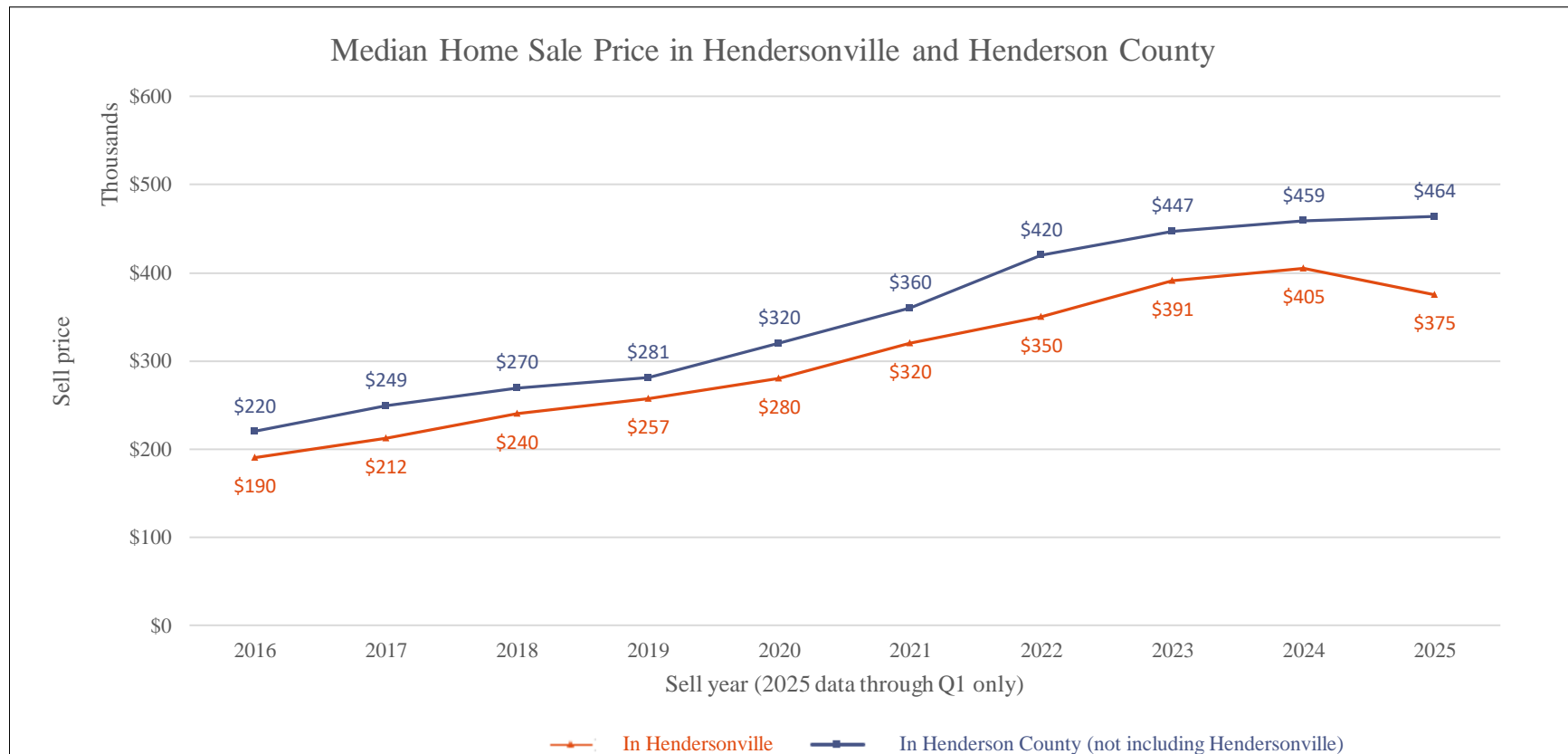


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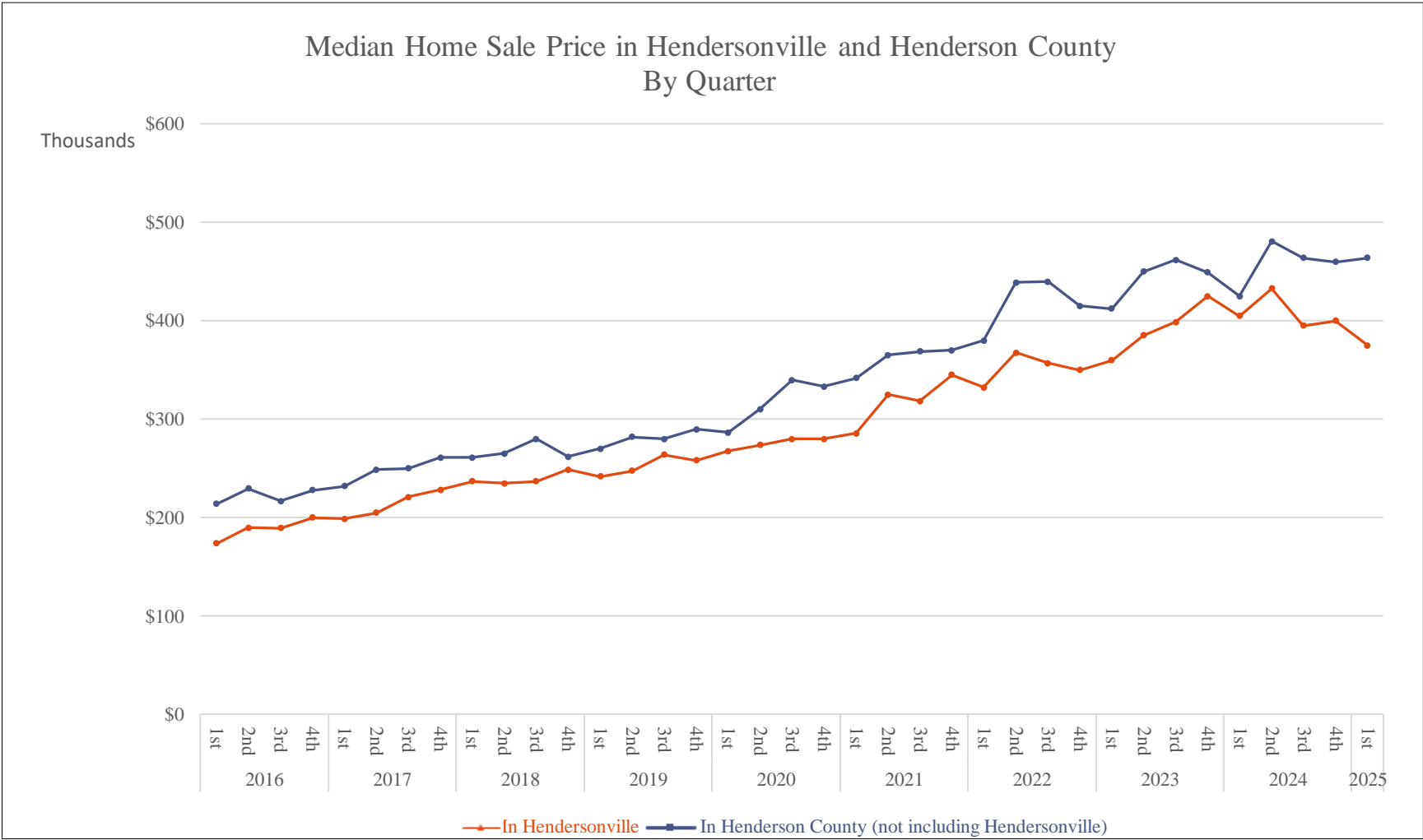


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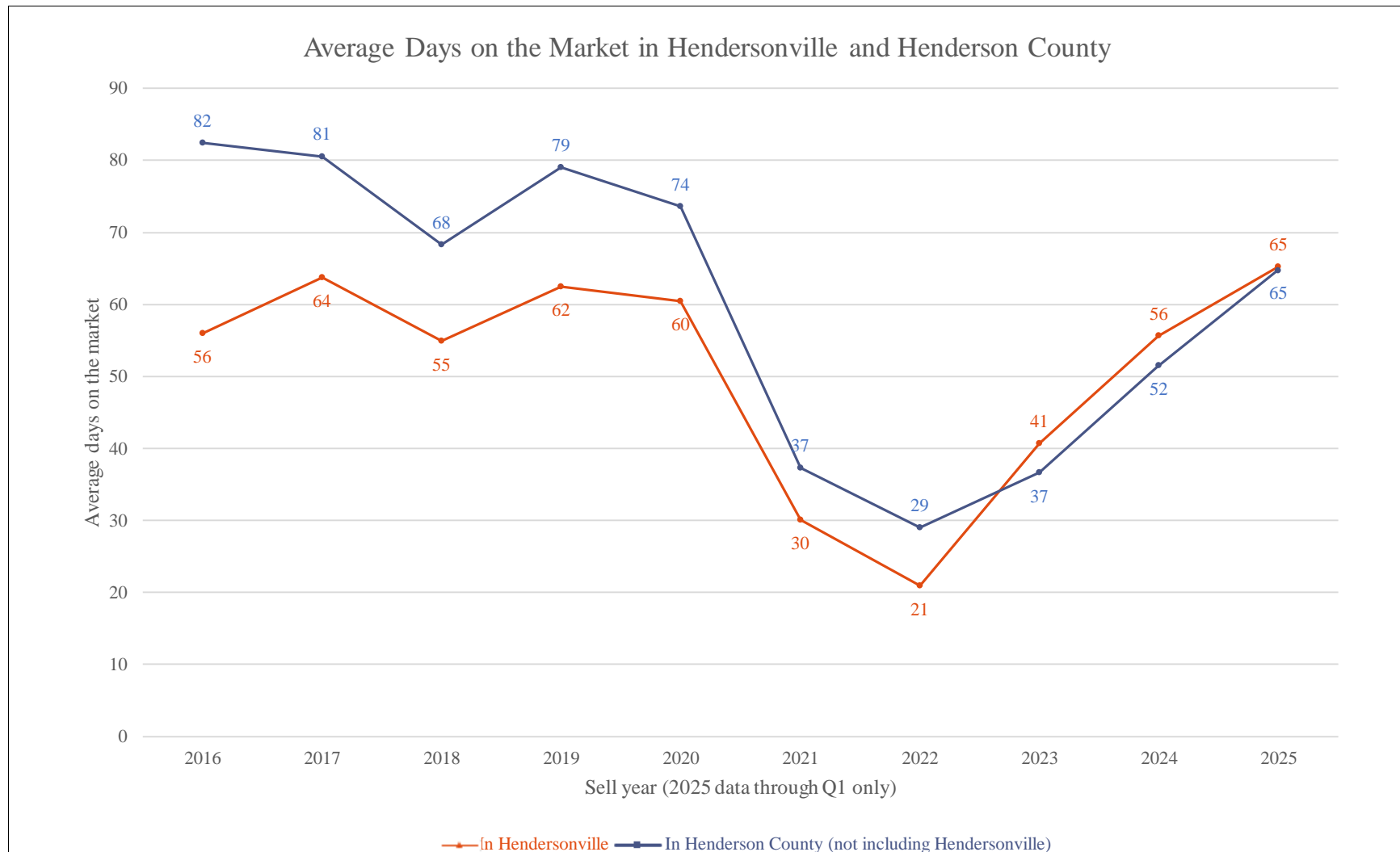


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Hendersonville Housing Inventory 1st Quarter 2025			
Price range	Number of Homes On the Market (as of Mar 31, 2025)	Number of Homes Sold in Last 12 Months	Inventory (in months)
\$0-\$100,000	0	2	0.00
\$100,001-\$150,000	1	2	6.00
\$150,001-\$200,000	0	7	0.00
\$200,001-\$250,000	6	21	3.43
\$250,001-\$300,000	7	32	2.63
\$300,001-\$350,000	19	63	3.62
\$350,001-\$400,000	16	65	2.95
\$400,001-\$450,000	18	41	5.27
\$450,001-\$500,000	7	43	1.95
\$500,001-\$600,000	15	62	2.90
\$600,001-\$700,000	4	14	3.43
\$700,001-\$800,000	5	10	6.00
\$800,001-\$900,000	1	2	6.00
\$900,001-\$1,000,000	1	4	3.00
\$1,000,001-\$1,500,000	6	4	18.00
\$1,500,001+	4	1	48.00

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Henderson County (not Hendersonville) Housing Inventory 1st Quarter 2025			
Price range	Number of Homes On the Market (as of Mar 31, 2025)	Number of Homes Sold in Last 12 Months	Inventory (in months)
\$0-\$100,000	0	5	0.00
\$100,001-\$150,000	1	12	1.00
\$150,001-\$200,000	4	22	2.18
\$200,001-\$250,000	10	49	2.45
\$250,001-\$300,000	22	112	2.36
\$300,001-\$350,000	21	107	2.36
\$350,001-\$400,000	43	145	3.56
\$400,001-\$450,000	46	185	2.98
\$450,001-\$500,000	49	205	2.87
\$500,001-\$600,000	66	168	4.71
\$600,001-\$700,000	41	117	4.21
\$700,001-\$800,000	31	73	5.10
\$800,001-\$900,000	27	50	6.48
\$900,001-\$1,000,000	16	40	4.80
\$1,000,001-\$1,500,000	40	83	5.78
\$1,500,001+	50	23	26.09

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Inventory Trend in Hendersonville (measured in months)				
Price range	1st Qtr. 2022	1st Qtr. 2023	1st Qtr. 2024	1st Qtr. 2025
\$0-\$100,000	0.0	0.0	0.0	0.0
\$100,001-\$150,000	0.6	1.5	0.0	6.0
\$150,001-\$200,000	0.0	0.0	0.0	0.0
\$200,001-\$250,000	0.3	0.2	0.0	3.4
\$250,001-\$300,000	0.0	1.5	0.5	2.6
\$300,001-\$350,000	0.2	0.8	2.3	3.6
\$350,001-\$400,000	0.5	1.2	3.7	3.0
\$400,001-\$450,000	1.5	1.0	1.8	5.3
\$450,001-\$500,000	0.9	5.8	1.9	2.0
\$500,001-\$600,000	1.3	1.1	2.7	2.9
\$600,001-\$700,000	2.8	2.2	2.3	3.4
\$700,001-\$800,000	1.3	5.0	2.8	6.0
\$800,001-\$900,000	2.7	0.0	6.0	6.0
\$900,001-\$1,000,000	0.0	2.0	2.0	3.0
\$1,000,001-\$1,500,000	1.3	12.0	4.0	18.0
\$1,500,001+	36.0	24.0	24.0	48.0

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Inventory Trend in Henderson County not including Hendersonville (measured in months)				
Price range	1st Qtr. 2022	1st Qtr. 2023	1st Qtr. 2024	1st Qtr. 2025
\$0-\$100,000	0.5	0.0	3.0	0.0
\$100,001-\$150,000	0.2	0.4	1.7	1.0
\$150,001-\$200,000	0.6	0.2	1.3	2.2
\$200,001-\$250,000	0.1	0.4	1.4	2.4
\$250,001-\$300,000	0.3	0.3	1.6	2.4
\$300,001-\$350,000	0.4	0.5	2.0	2.4
\$350,001-\$400,000	0.3	1.3	2.3	3.6
\$400,001-\$450,000	0.7	0.7	1.9	3.0
\$450,001-\$500,000	0.8	1.2	2.3	2.9
\$500,001-\$600,000	0.7	1.4	2.0	4.7
\$600,001-\$700,000	1.2	1.9	3.4	4.2
\$700,001-\$800,000	1.4	1.7	2.7	5.1
\$800,001-\$900,000	0.8	3.3	4.7	6.5
\$900,001-\$1,000,000	1.8	4.4	3.1	4.8
\$1,000,001-\$1,500,000	3.7	3.5	4.8	5.8
\$1,500,001+	24.0	16.8	19.5	26.1

About this Report

The data used in this report comes from the Carolina Multiple Listing Service (Carolina MLS). Information is given for all residential property types: single family homes, condominiums, and townhomes.

Mosaic Community Lifestyle Realty uses five statistical indicators in this report: 1) Number of Homes Sold, 2) Average Sales Price, 3) Average Days on Market (DOM), 4) Inventory, and 5) Average Price per Square Foot by Sell Price Category. When Henderson County statistics are given, they do not include sales in Hendersonville.

Number of Homes Sold: A measure of how many sales took place over a certain period of time.

Median Sales Price: The median price of all of the properties sold.

Average Days on Market (DOM): The average number of days that it took properties to go under contract from the time they were listed on MLS.

Inventory: Inventory is a measure of how many months it would take for all of the homes that are currently on the market to sell based on the sales volume of the preceding 12 months. For example, if there were 200 homes on the market and 400 homes sold in the last 12 months, there would be 6 months of inventory (i.e. it would take 6 months for all of the currently on the market to sell).