



HOUSTON TEXAS

–April 2019–

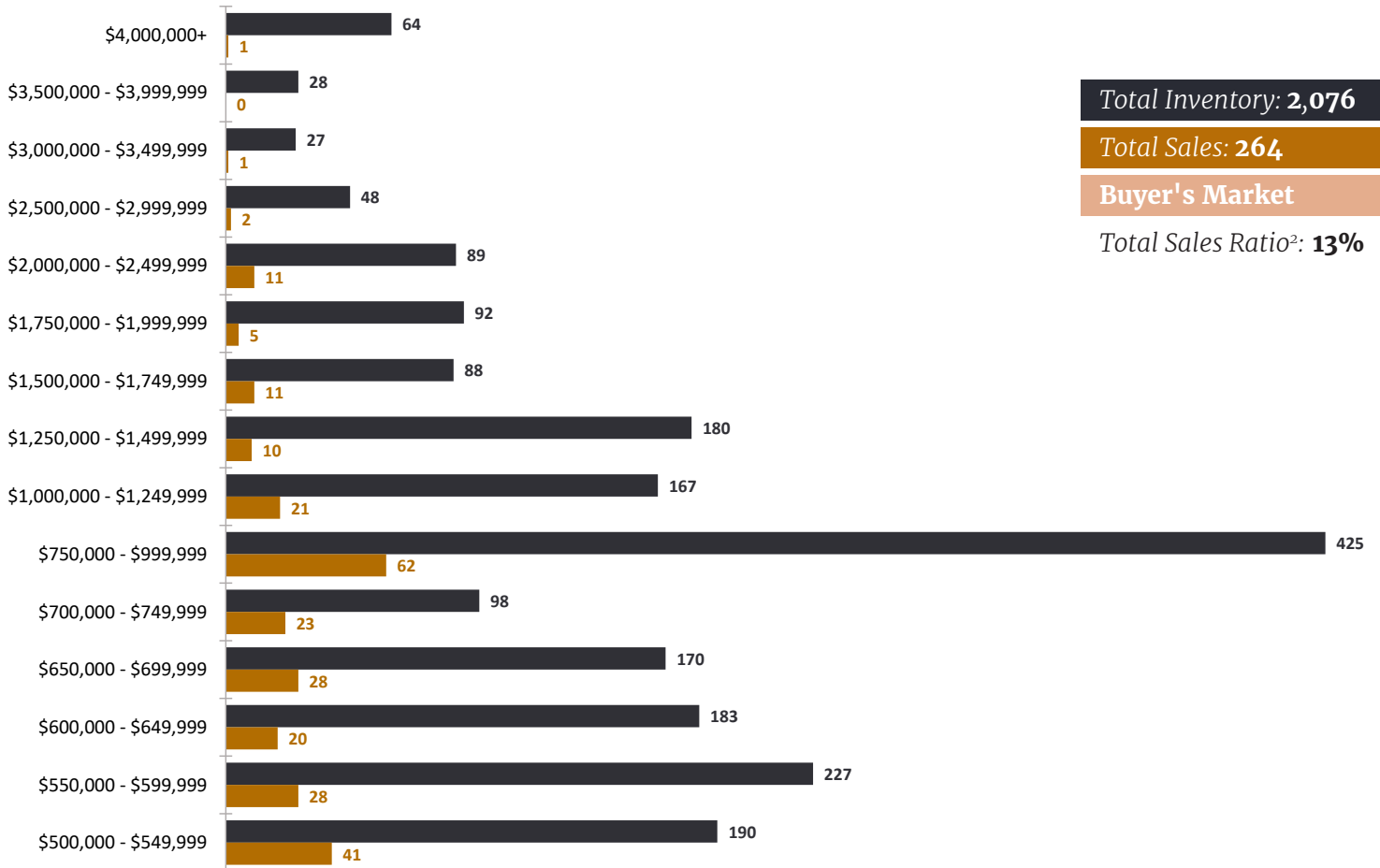
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | MARCH 2019

Inventory Sales

Luxury Benchmark Price¹: **\$500,000**



Total Inventory: **2,076**

Total Sales: **264**

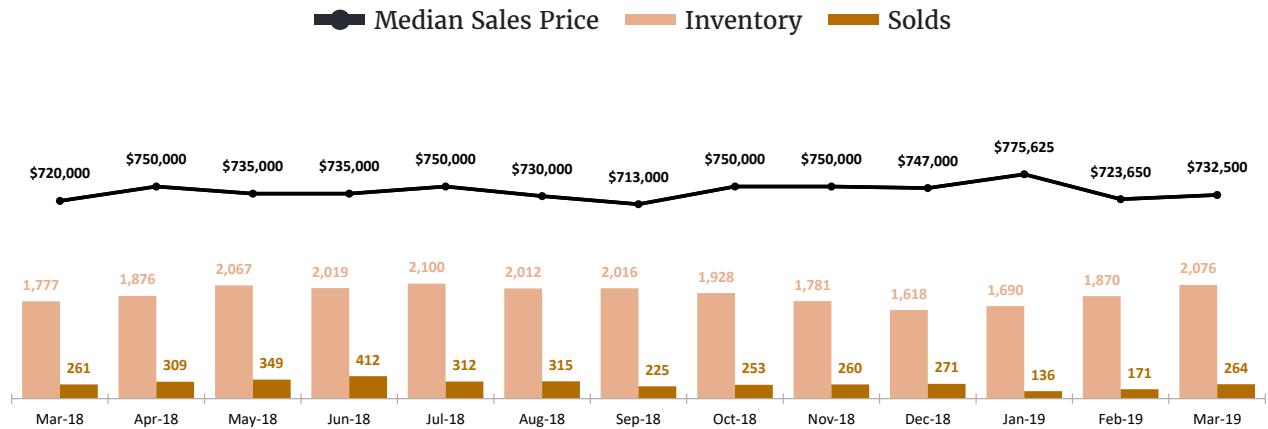
Buyer's Market

Total Sales Ratio²: **13%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,499	\$589,900	3	3	69	305	23%
2,500 - 3,499	\$728,500	4	4	106	694	15%
3,500 - 4,499	\$857,950	4	4	54	502	11%
4,500 - 5,499	\$1,475,000	4	5	23	284	8%
5,500 - 6,499	\$2,350,000	4	6	7	127	6%
6,500+	\$2,805,000	6	7	4	151	3%

¹ The luxury threshold price is set in July of each year by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's = up to 14%; Balanced = 15 to 20%; Seller's = 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA

INVENTORY

February	March
1,870	2,076

VARIANCE: **11%**

SOLDS

February	March
171	264

VARIANCE: **54%**

SALES PRICE

February	March
\$724k	\$733k

VARIANCE: **1%**

SALE PRICE PER SQFT.

February	March
\$262	\$257

VARIANCE: **-2%**

SALE TO LIST PRICE RATIO

February	March
97.17%	97.40%

VARIANCE: **0%**

DAYS ON MARKET

February	March
40	39

VARIANCE: **-3%**

HOUSTON MARKET SUMMARY | MARCH 2019

- The Houston single-family luxury market is a **Buyer's Market** with a **13% Sales Ratio**.
- Homes sold for a median of **97.40% of list price** in March 2019.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **23%**.
- The median luxury sales price for single-family homes has increased to **\$732,500**.
- The median days on market for March 2019 was **39** days, down from **40** in February 2019.

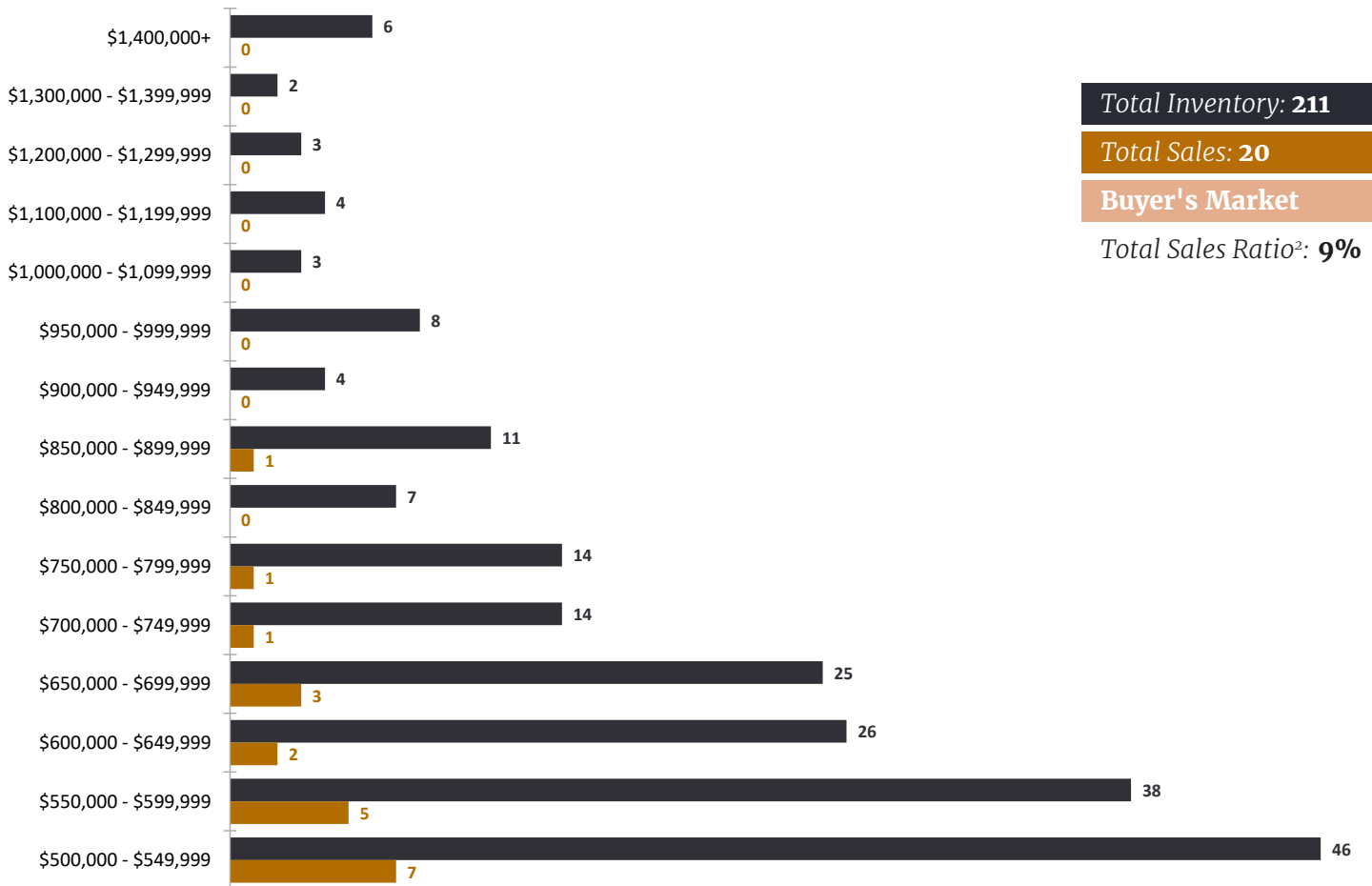
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Historical data before August 2017 does not account for listings taken off the market.

LUXURY INVENTORY VS. SALES | MARCH 2019

Inventory Sales

Luxury Benchmark Price¹: **\$500,000**

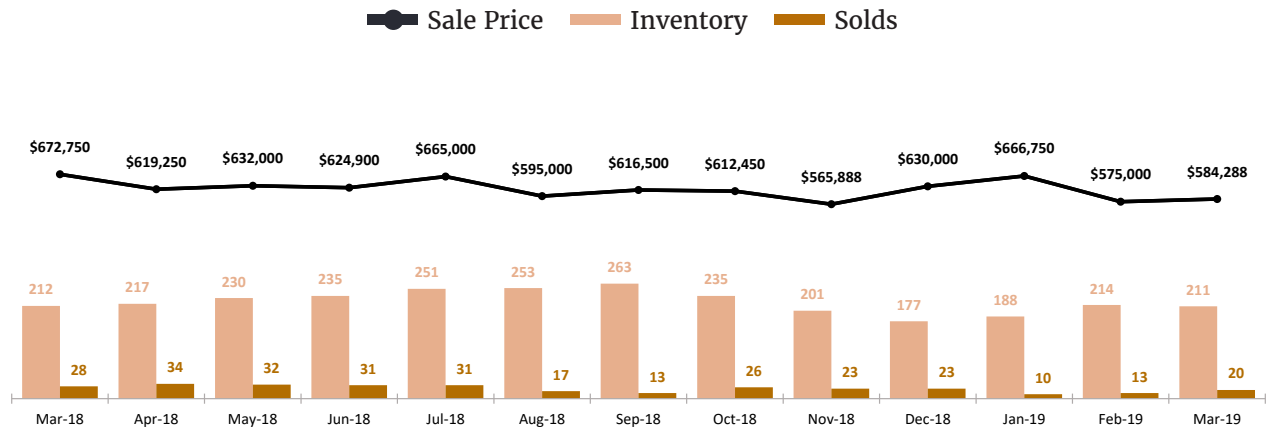


Total Inventory: 211
Total Sales: 20
Buyer's Market
Total Sales Ratio²: 9%

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,499	\$689,000	3	4	3	32	9%
2,500 - 2,999	\$557,500	3	4	11	60	18%
3,000 - 3,499	\$616,925	3	4	5	63	8%
3,500 - 3,999	\$520,000	4	4	1	28	4%
4,000 - 4,499	NA	NA	NA	0	18	0%
4,500+	NA	NA	NA	0	10	0%

¹The luxury threshold price is set in July of each year by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's = up to 14%; Balanced = 15 to 20%; Seller's = 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA

INVENTORY

February	March
214	211

VARIANCE: -1%

SOLDS

February	March
13	20

VARIANCE: 54%

SALES PRICE

February	March
\$575k	\$584k

VARIANCE: 2%

SALE PRICE PER SQFT.

February	March
\$199	\$208

VARIANCE: 5%

SALE TO LIST PRICE RATIO

February	March
97.01%	97.43%

VARIANCE: 0%

DAYS ON MARKET

February	March
27	47

VARIANCE: 74%

HOUSTON MARKET SUMMARY | MARCH 2019

- The Houston attached luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **97.43% of list price** in March 2019.
- The most active price band is **\$500,000-\$549,999**, where the sales ratio is **15%**.
- The median luxury sales price for attached homes has increased to **\$584,288**.
- The median days on market for March 2019 was **47** days, up from **27** in February 2019.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Historical data before August 2017 does not account for listings taken off the market.