



TEXAS LUXURY HOME SALES REPORT

2021 Edition

TEXAS LUXURY HOME SALES REPORT | 2021 EDITION

ABOUT THE TEXAS LUXURY HOME SALES REPORT

Data for the **Texas Luxury Home Sales Report** is provided by the Data Relevance Project, a partnership among Texas REALTORS® and local REALTOR® associations throughout the state. Data analysis is provided by the Texas Real Estate Research Center at Texas A&M University. The report analyzes single-family home sales priced \$1 million and higher from November 2020 through October 2021 for the Austin, Dallas-Fort Worth, Houston and San Antonio metropolitan statistical areas. Real estate sales that occur outside of an MLS are not reflected in the report.

ABOUT TEXAS REALTORS®

With more than 140,000 members, Texas REALTORS® is a professional membership organization that represents all aspects of real estate in Texas. We are the advocates for REALTORS® and private property rights in Texas. Visit texasrealestate.com to learn more.

MEDIA CONTACT

Hunter Dodson
Pierpont Communications
hdodson@piercom.com
512.914.6745

EXECUTIVE SUMMARY

The number of Texas homes that sold for \$1 million or higher from November 2020 to October 2021 increased 89.6% compared to the previous reporting period to 11,980 sales, according to the 2021 *Texas Luxury Home Sales Report*.

The annual report examining housing statistics for homes that sold for \$1 million or higher across the state showed total sales dollar volume reached \$19.9 billion, a 93.3% increase from the previous year.

While the number of luxury home sales accounted for less than 3% of all homes sold in Texas, the dollar amount represented 13% of all residential sales dollar volume across the state.

The median price for Texas luxury homes during the first 10 months of 2021 was \$1,360,133, which is 0.1% more than the previous year. The average price per square foot for luxury homes increased 9.5% to \$395, more than double the \$166 average price per square foot for all residential Texas homes.

From January to October 2021, luxury homes in Texas spent an average of 55 days on the market, a decrease of 31 days from the same time frame in 2020. On average, luxury homes spend more time on the market than lower-priced homes.

STATEWIDE HOME SALES \$1M+

NOVEMBER 2020-OCTOBER 2021



11,980 Homes sold for \$1 million or more



89.6% Increase in number of luxury homes sold compared to prior year



\$20B Total sales dollar volume of luxury home sales (\$19,965,983,677)



13.1% of all residential sales dollar volume in Texas came from luxury home sales



2006 Median year built
\$1 million+ homes sold January-October 2021



55 Average days on market
January-October 2021



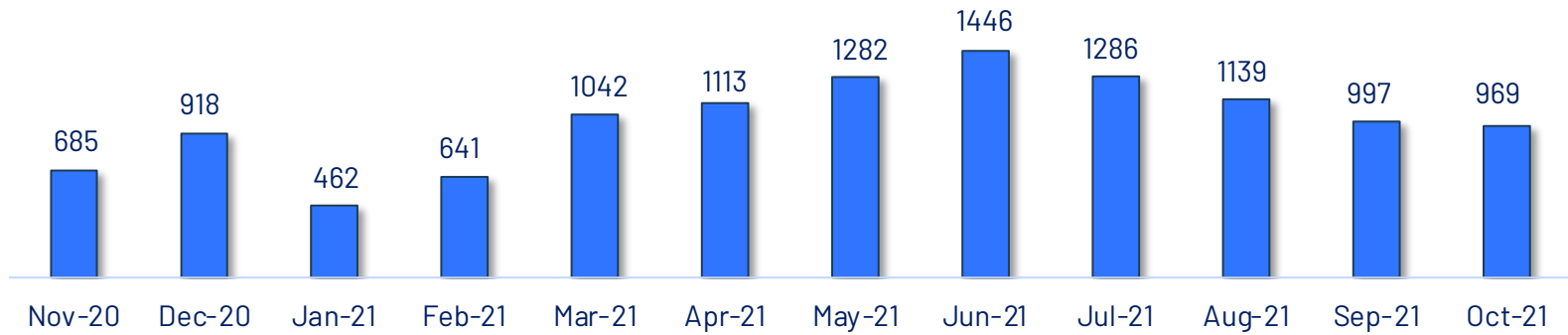
17,555 New listings
November 2020-October 2021



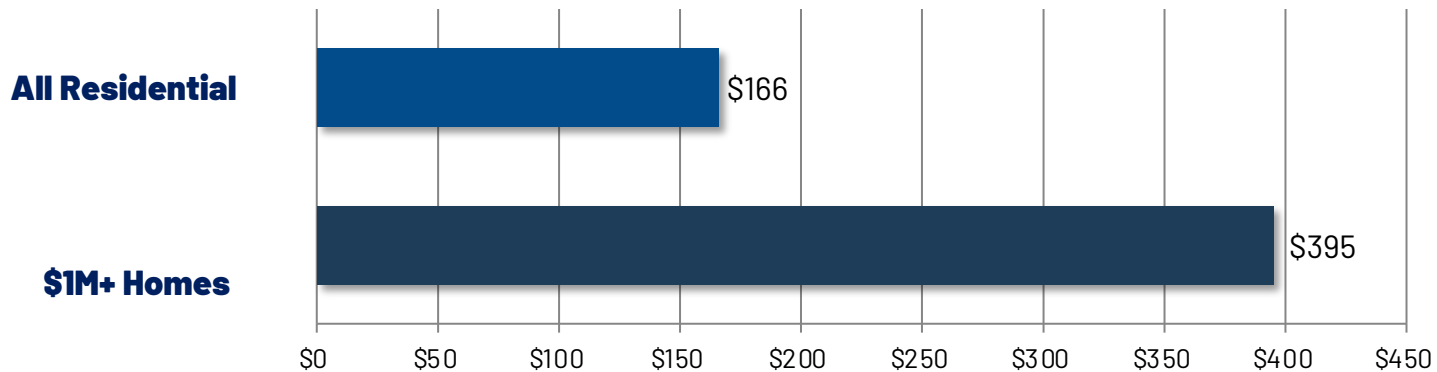
3.7 Months of inventory
as of October 2021

STATEWIDE HOME SALES \$1M+

NUMBER OF SALES



AVERAGE PRICE PER SQUARE FOOT JANUARY - OCTOBER 2021



TEXAS LUXURY HOME SALES REPORT | 2021 EDITION

STATEWIDE HOME SALES \$1M+

Compared to \$1M+ Homes Sold in the Largest MSAs in Texas

NOVEMBER 2020-OCTOBER 2021



90.2% of \$1M+ homes sold were in the 4 largest MSAs in Texas



9.8% of \$1M+ homes sold in Texas were in other areas of the state

Austin-Round Rock MSA

3,103 Homes Sold

Dallas-Fort Worth-Arlington MSA

3,818 Homes Sold

Houston-The Woodlands-Sugar Land MSA

3,264 Homes Sold

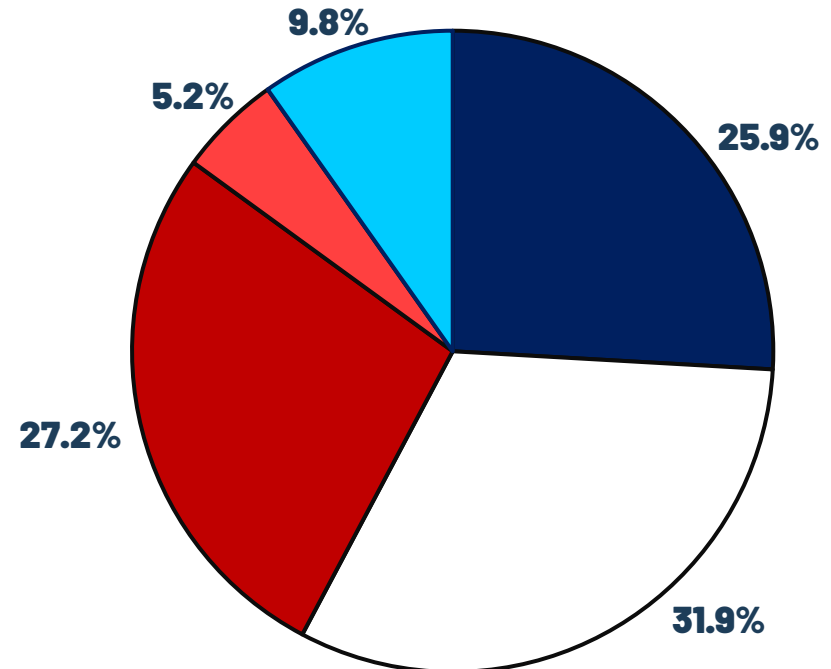
San Antonio-New Braunfels MSA

622 Homes Sold

The Rest of Texas

1,173 Homes Sold

\$1M+ Homes Sold in Texas



■ Austin □ Dallas ■ Houston ■ San Antonio ■ Other

AUSTIN-ROUND ROCK MSA

HOME SALES \$1M+

NOVEMBER 2020-OCTOBER 2021



3,103 Homes sold for
\$1 million or more



101.5% Increase in
number of luxury homes
sold compared to prior year



\$5.2B Total sales dollar
volume of luxury home sales
(\$5,172,794,583)



22.7% of all residential sales
dollar volume in the Austin-
Round Rock MSA came from
luxury home sales



2005 Median year built
January-October 2021



32 Average days on market
January-October 2021



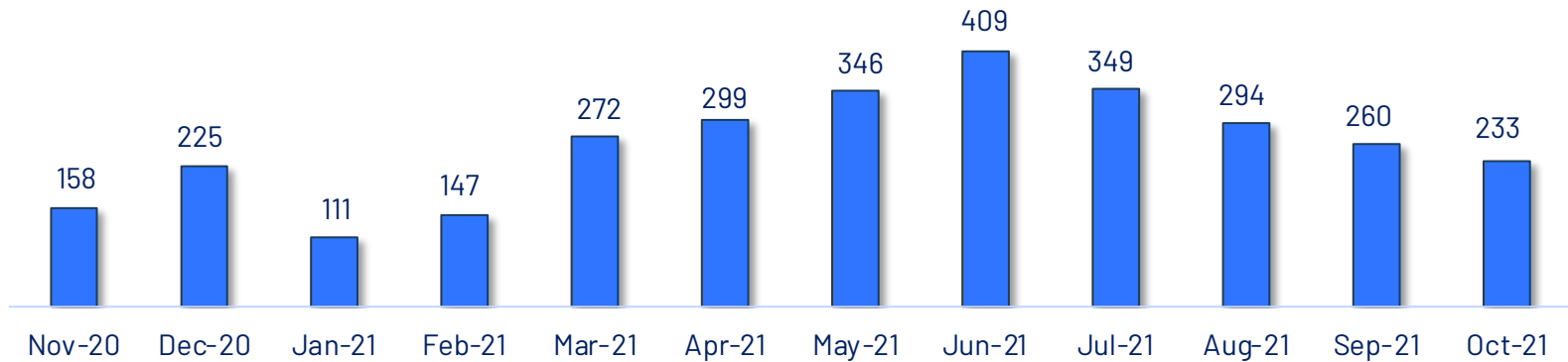
3,944 New listings
November 2020-October 2021



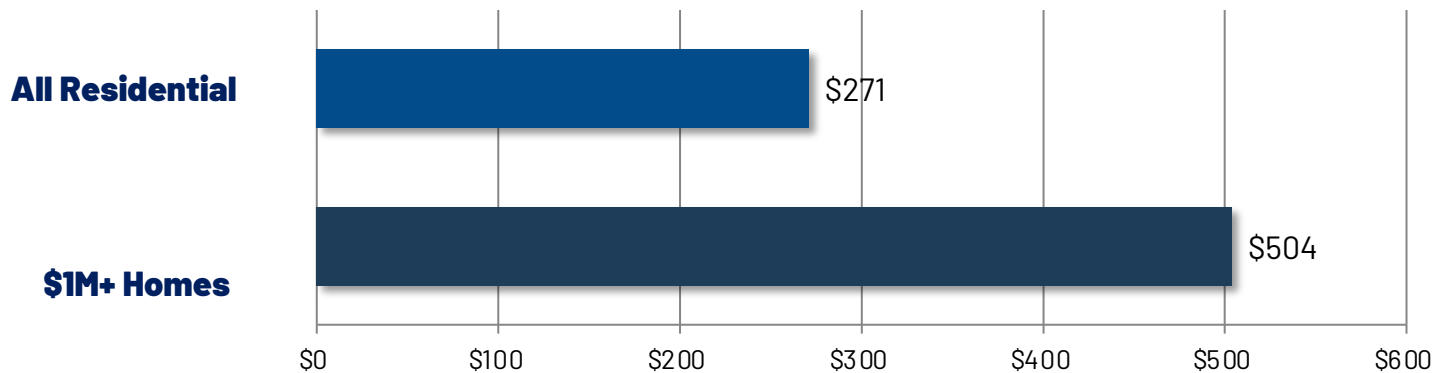
1.9 Months of inventory
as of October 2021

AUSTIN-ROUND ROCK MSA

NUMBER OF SALES OF LUXURY HOMES



AVERAGE PRICE PER SQUARE FOOT JANUARY - OCTOBER 2021



DALLAS-FORT WORTH-ARLINGTON MSA

HOME SALES \$1M+ NOVEMBER 2020-OCTOBER 2021



3,818 Homes sold for
\$1 million or more



80.7% Increase in number
of luxury homes sold
compared to prior year



\$6.6B Total sales dollar
volume of luxury home sales
(\$6,632,096,548)



14.3% of all residential sales
dollar volume in the Dallas-Fort
Worth-Arlington MSA came from
luxury home sales



2005 Median year built
January-October 2021



50 Average days on market
January-October 2021



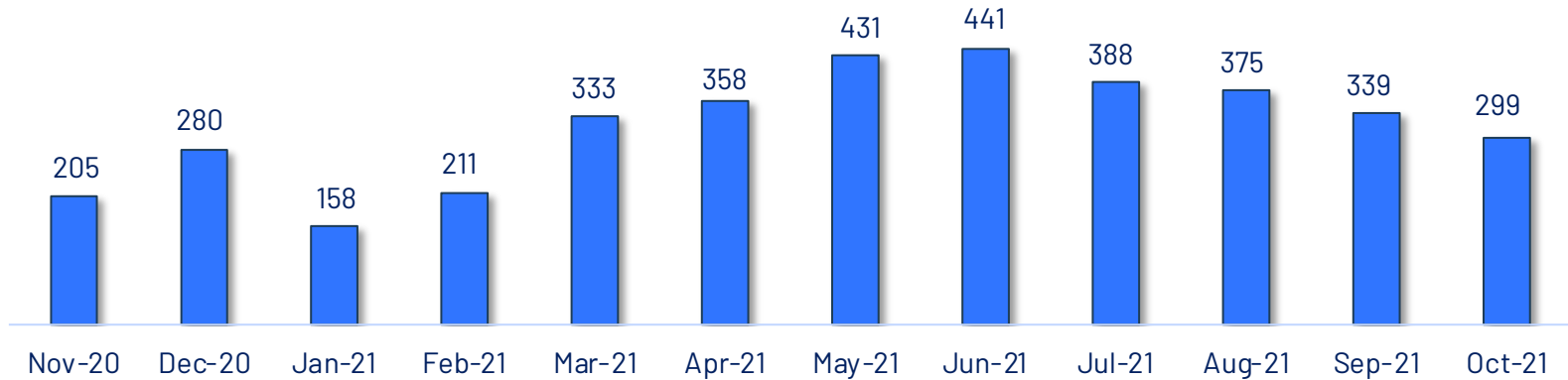
4,812 New listings
November 2020-October 2021



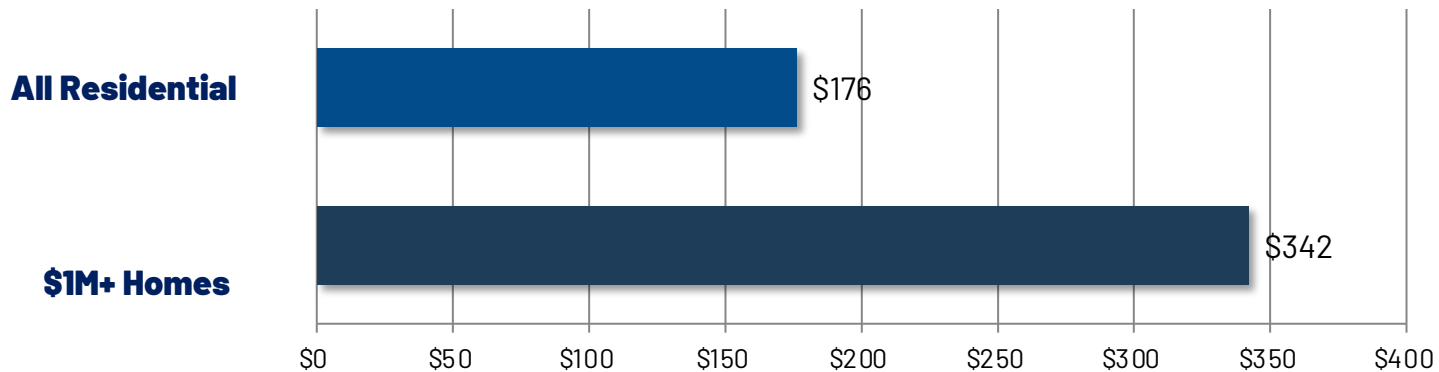
2.5 Months of inventory
as of October 2021

DALLAS-FORT WORTH-ARLINGTON MSA

NUMBER OF SALES OF LUXURY HOMES



AVERAGE PRICE PER SQUARE FOOT JANUARY - OCTOBER 2021



HOUSTON-THE WOODLANDS-SUGAR LAND MSA

HOME SALES \$1M+ NOVEMBER 2020-OCTOBER 2021



3,264 Homes sold for \$1 million or more



76.8% Increase in number of luxury homes sold compared to prior year



\$5.4B Total sales dollar volume of luxury home sales (\$5,405,488,897)



13.3% of all residential sales dollar volume in Houston-The Woodlands-Sugar Land MSA came from luxury home sales



2007 Median year built January-October 2021



61 Average days on market January-October 2021



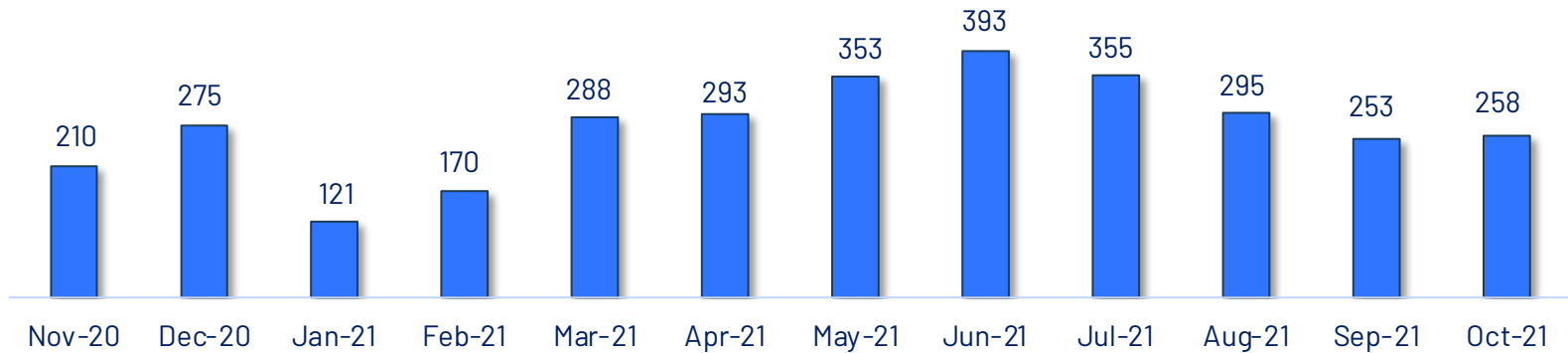
5,750 New listings November 2020-October 2021



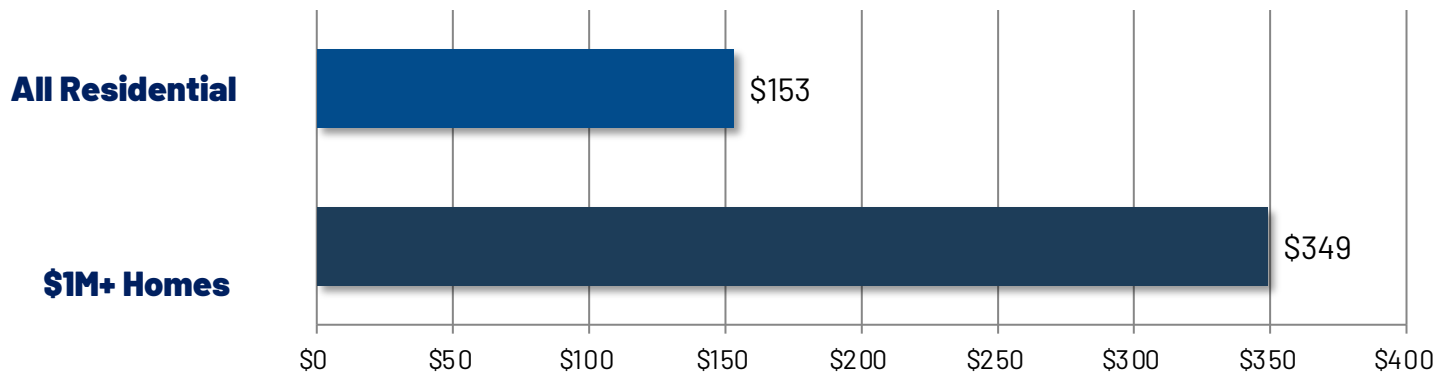
4.6 Months of inventory as of October 2021

HOUSTON-THE WOODLANDS-SUGAR LAND MSA

NUMBER OF SALES OF LUXURY HOMES



AVERAGE PRICE PER SQUARE FOOT JANUARY - OCTOBER 2021



SAN ANTONIO-NEW BRAUNFELS MSA

HOME SALES \$1M+ NOVEMBER 2020-OCTOBER 2021



622 Homes sold in for
\$1 million or more



122.1% Increase in number of
luxury homes sold compared to
prior year



\$918M Total sales dollar
volume of luxury home sales
(\$917,533,620)



6.6% of all residential sales
dollar volume in the San
Antonio-New Braunfels MSA
came from luxury home sales



2007 Median year built
January-October 2021



87 Average days on market
January-October 2021



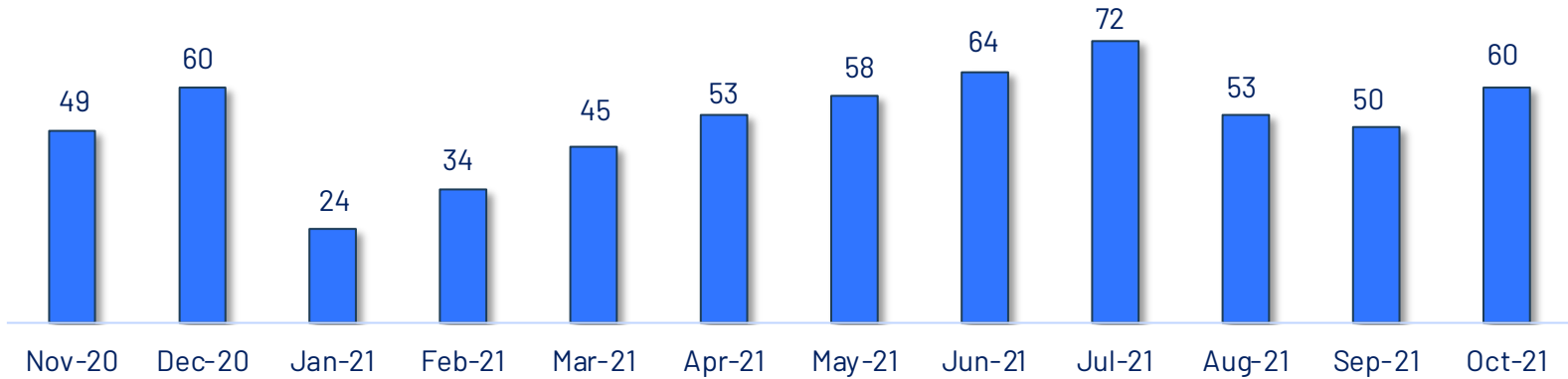
923 New listings
November 2020-October 2021



5.7 Months of inventory
as of October 2021

SAN ANTONIO-NEW BRAUNFELS MSA

NUMBER OF SALES OF LUXURY HOMES



AVERAGE PRICE PER SQUARE FOOT JANUARY - OCTOBER 2021

