



TEXAS LUXURY HOME SALES REPORT **2017 Edition**

TEXAS LUXURY HOME SALES REPORT | 2017 EDITION

ABOUT THE TEXAS LUXURY HOME SALES REPORT

The 2017 edition of the **Texas Luxury Home Sales Report** is provided by the Data Relevance Project, a partnership among the Texas Association of REALTORS® and local REALTOR® associations throughout the state. Data analysis is provided by the Real Estate Center at Texas A&M University. The report analyzes single-family home sales priced \$1 million and higher from November 2016 through October 2017 for the Austin, Dallas-Fort Worth, Houston and San Antonio metropolitan statistical areas. The Texas Association of REALTORS® distributes insights about the Texas housing market each month, including quarterly market statistics, trends among homebuyers and sellers, condominium sales, international trends, and more. To view these reports, visit www.texasrealestate.com.

ABOUT THE TEXAS ASSOCIATION OF REALTORS®

With more than 114,000 members, the Texas Association of REALTORS® is a professional membership organization that represents all aspects of real estate in Texas. We advocate on behalf of Texas REALTORS® and private-property owners to keep homeownership affordable, protect private-property rights, and promote public policies that benefit homeowners. Visit www.texasrealestate.com to learn more.

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EXECUTIVE SUMMARY

Luxury homes were the fastest-growing segment of the Texas housing market in 2017, with double-digit gains in both sales volume and sales dollar volume among Texas homes sold for \$1 million and higher.

From November 2016 to October 2017, Texas luxury home sales increased 19.1 percent to 4,622 sales, and sales dollar volume jumped 19.9 percent to \$7,558,278,236 from the same time frame one year prior. Locally, luxury home sales in the Austin, Dallas-Fort Worth, Houston and San Antonio Metropolitan Statistical Areas (MSAs) experienced double-digit growth as well.

While sales volume increased significantly, home prices for luxury homes in Texas were flat. In January to October 2017, the median price for Texas luxury homes was \$1,350,000, unchanged from the first 10 months of 2016. The average price per square foot was \$349, or \$227 more than the average price per square foot for all Texas homes sold during this time frame.

It is typical for luxury homes to spend significantly more time on the market than lower-priced segments of the housing market. Texas luxury homes stayed on the market for an average of 98 days in the first 10 months of 2017, or approximately three days more than the same time period in 2016. Luxury homes in Texas spent approximately 42 more days on the market than the typical residential home.

There were 4,974 active listings for Texas luxury homes from January to October 2017, which was an increase of 9.8 percent compared to the previous year. Additionally, new listings and pending sales experienced double-digit increases from November 2016 to October 2017.

STATEWIDE LUXURY HOME SALES

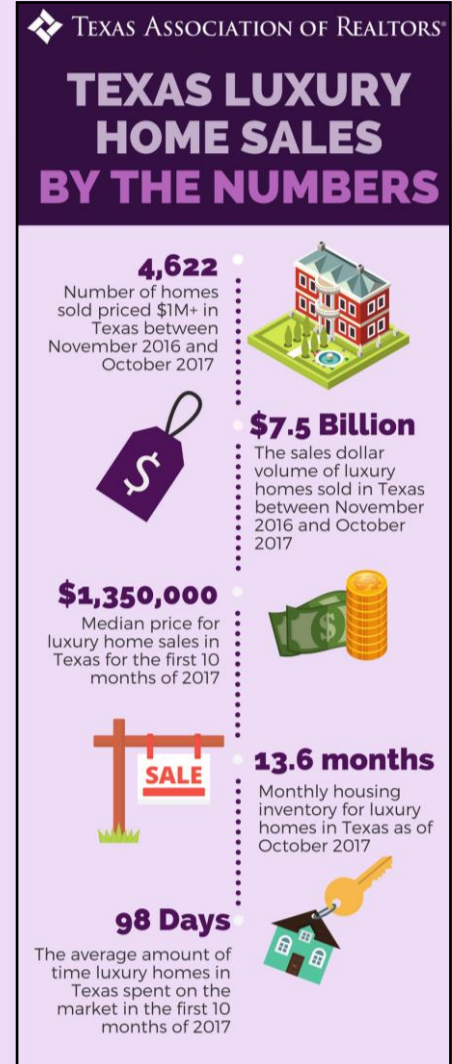
Texas luxury home sales and sales dollar volume both experienced double-digit growth from November 2016 to October 2017. Luxury home sales across the state jumped 19.1 percent to 4,622 sales and total sales dollar volume increased 19.9 percent to \$7,558,278,236.

This significantly outpaced the year-over-year growth of sales volume and sales dollar volume for the overall Texas housing market during the same time, which was 4.5 and 10.7 percent, respectively. Compared to all residential home sales across the state, luxury home sales during this period represented just 1.4 percent of all residential sales, but 8.3 percent of all residential sales dollar volume, which totaled \$91,403,927,804.

Luxury home sales in each of the four largest Texas MSAs also experienced double-digit growth in sales volume and (with the exception of Dallas-Fort Worth-Arlington) sales dollar volume.

Dallas-Fort Worth-Arlington had the highest luxury home sales volume with 1,669 sales, while San Antonio-New Braunfels had the lowest luxury home sales volume with 172 sales. Luxury home sales dollar volume was the highest across the Dallas-Fort Worth-Arlington MSA at \$2,675,540,965, and the lowest in the San Antonio-New Braunfels MSA at \$237,661,982.

Austin-Round Rock experienced the largest gain in luxury home sales dollar volume over the previous year. From November 2016 to October 2017, luxury home sales dollar volume in the Austin-Round Rock MSA jumped 27.2 percent to \$1,458,938,112, making it the only MSA to outpace the statewide luxury home sales dollar volume growth of 19.9 percent.



STATEWIDE LUXURY HOME SALES

While the luxury housing market was the fastest-growing segment of the Texas housing market in number of homes sold, it was the only segment to experience flat prices. From January to October 2017, the statewide median luxury home price was \$1,350,000, unchanged from the previous year. For all Texas luxury homes sold, the average price per square foot was \$349, or approximately \$227 more than the average price per square foot for all residential homes sold in Texas during the same time frame.

The highest median home price for luxury homes was in the Houston-The Woodlands-Sugar Land MSA at \$1,365,000, and the lowest was in the San Antonio-New Braunfels MSA at \$1,245,000. The highest average price per square foot (\$400) as well as the smallest median square footage (4,171 square feet) was in the Austin-Round Rock MSA. And while the San Antonio-New Braunfels MSA had both the lowest median price and the lowest average price per square foot, it had the largest median square footage at 5,303 square feet.

The median square footage for all Texas luxury homes was 4,512 square feet in the first 10 months of 2017. During the same time period, the average square footage of all Texas homes sold was 2,000 square feet. The median year built of all luxury homes sold in Texas was 2003. For all Texas residential homes sold, the median year built was 2000.

4,512

Median square
footage of Texas
homes priced \$1M+

2003

Median year built for
homes priced \$1M+
in Texas

AVERAGE PRICE PER SQUARE FOOT BY MSA JANUARY – OCTOBER 2017



STATEWIDE LUXURY HOME SALES

As of October 2017, the luxury housing inventory for all of Texas was 13.6 months, a decrease of 0.4 months year-over-year. This compares to a monthly housing inventory of just 3.8 months for the overall Texas housing market.

Luxury homes in Texas spent an average of 98 days on the market in the first 10 months of 2017, or three more days than the previous year. Compared to all residential homes sold in Texas during this time frame, luxury homes were on the market for an additional 42 days.

Austin-Round Rock had the lowest luxury housing inventory at 9.8 months as of October 2017. San Antonio-New Braunfels had the highest inventory level at 25.7 months and the most time spent on the market (127 days). Homes in Houston-The Woodlands-Sugar Land spent the least amount of time on the market, or an average of 83 days.

Active listings for Texas luxury homes was 4,974 as of October 2017, an increase of 9.9 percent compared to 2016. New listings and pending sales experienced double-digit gains during the same time frame. San Antonio-New Braunfels had the highest growth in new luxury home listings (41.8 percent), nearly triple the growth rate for all Texas new luxury home listings (14.8 percent). The Austin-Round Rock MSA had the highest growth in pending luxury home sales (22.8 percent), slightly higher than the growth rate for all pending luxury home sales in the state (19.7 percent).

TEXAS HOME SALES \$1M+ LISTINGS ACTIVITY



11,810

New luxury home listings in Texas from November 2016-October 2017



4,642

Pending luxury home sales in Texas from November 2016-October 2017



4,974

Active listings for luxury homes in Texas for the first 10 months of 2017

AUSTIN-ROUND ROCK MSA

Luxury home sales volume in the Austin-Round Rock MSA was the second-lowest of the four largest Texas MSAs. From November 2016 to October 2017, luxury home sales in Austin-Round Rock jumped 20.7 percent to 868 home sales. This was 18.8 percent of the total luxury home sales in the state.

The Austin-Round Rock MSA had the highest growth luxury home sales dollar volume over the previous year, jumping 27.2 percent to \$1,458,938,112. Luxury home sales made up 11.8 percent of the total residential sales dollar volume in the Austin-Round Rock MSA.

Luxury home sales dollar volume in the Austin-Round Rock MSA made up 19.3 percent of the total luxury home sales dollar volume in the state, and 1.6 percent of the total residential sales dollar volume.

Luxury home sales volume in the Austin-Round Rock MSA was highest in June 2017, although January 2017 saw the highest year-over-year sales increase with a 50 percent boost.

12-MONTH COMPARISON: SALES VOLUME AUSTIN-ROUND ROCK



AUSTIN-ROUND ROCK MSA HOME SALES \$1M+ NOVEMBER 2016-OCTOBER 2017

868

Luxury home sales in the Austin-Round Rock MSA

↑ 20.7%

Year-over-year increase in luxury sales volume

\$1.4B

Sales dollar volume of luxury home sales (\$1,458,938,112)

11.8%

Percentage of all residential sales dollar volume in Austin-Round Rock MSA (\$12,384,959,121)

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AUSTIN-ROUND ROCK MSA

The median price for luxury homes in the Austin-Round Rock MSA was the second-highest in the state at \$1,350,000, an increase of 1.2 percent from the first 10 months of 2016.

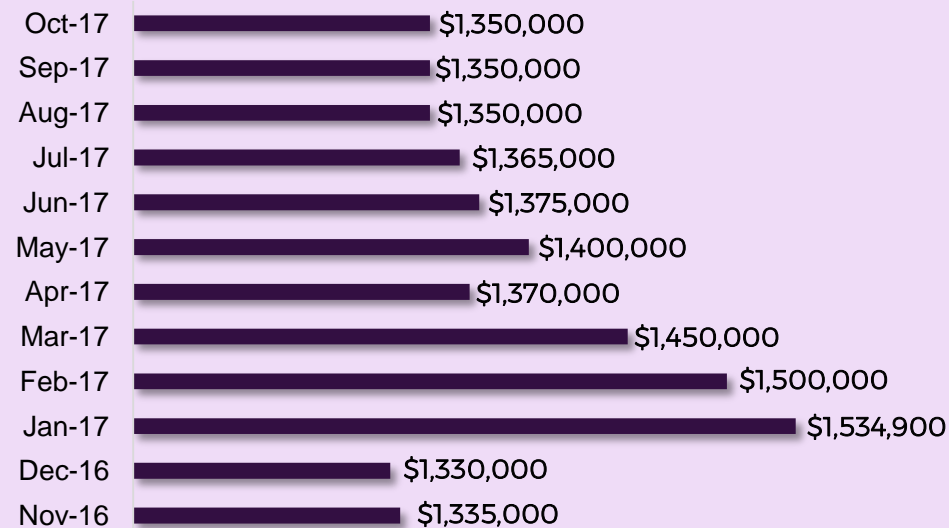
During the same time frame, the average price per square foot for luxury homes in the MSA increased 2 percent to \$400 per square foot. This was the highest average price per square foot among the four major MSAs in Texas.

The median year built for luxury homes in the Austin-Round Rock MSA was 2002, one year older than the median year built for all luxury homes in Texas and two years newer than the median year built for all residential homes in Texas.

The median square footage for luxury homes sold in Austin-Round Rock was 4,171, approximately 71 more square feet than the same time frame last year. This is 2,203 more square feet than the typical home sold in Austin-Round Rock from January - October 2017.

Luxury homes in Austin-Round Rock were the smallest among the four largest MSAs in Texas, and 341 square feet smaller than the median square footage for all luxury homes sold in Texas at 4,512 square feet.

12-MONTH COMPARISON: MEDIAN PRICE AUSTIN-ROUND ROCK MSA



AVERAGE PRICE PER SQUARE FOOT AUSTIN-ROUND ROCK MSA JANUARY - OCTOBER 2017



AUSTIN-ROUND ROCK MSA

As of October 2017, the Austin-Round Rock MSA had the lowest luxury home housing inventory among the four largest Texas MSAs at 9.8 months, which was 0.9 months less than October 2016.

Luxury homes in Austin-Round Rock spent the second-longest time on the market compared to other major Texas MSAs from January to October 2017, or an average of 102 days. This was approximately three days more than the same time period in 2016. The average days on market for luxury homes was four days more than all luxury homes in Texas, and 51 days more than for all residential homes in the MSA.

From January to October 2017, active luxury home listings in Austin-Round Rock increased 8.8 percent from the same time period last year to 714 active listings.

From November 2016 to October 2017, new luxury listings increased 12.2 percent to 1,835 listings and pending sales jumped 22.8 percent to 884 pending sales. This is less than the 14.8 percent growth rate for all new listings and higher than the 19.7 percent growth rate for all pending luxury home sales in Texas.

AUSTIN-ROUND ROCK HOME SALES \$1M+ BY THE NUMBERS



1,835

New Listings
November 2016 –
October 2017



9.8

Months of
Inventory as of
October 2017



884

Pending Sales
November 2016 –
October 2017



102

Average Days on
Market January –
October 2017



714

Active Listings
January – October
2017



2002

Median Year Built
January – October
2017



4,171

Median Square Footage, January
October 2017 (Compared to
1,968 median square feet for all residential
homes sold in Austin-Round Rock)



DALLAS-FORT WORTH-ARLINGTON MSA

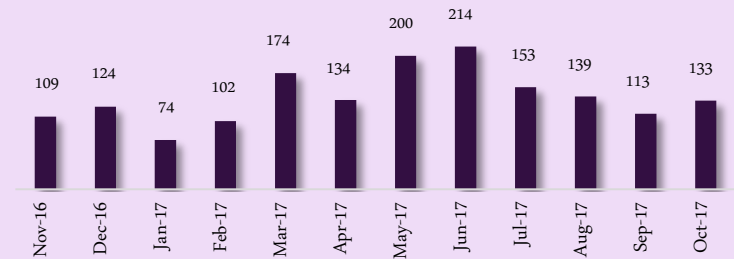
Dallas-Fort Worth-Arlington is home to the largest luxury housing market in Texas, with the highest luxury home sales volume and sales dollar volume among the four largest Texas MSAs.

From November 2016 to October 2017, luxury home sales in the Dallas-Fort Worth-Arlington MSA increased 23.4 percent to 1,669 luxury home sales. This was 8.6 percent of total luxury home sales in the state.

Luxury home sales dollar volume in Dallas-Fort Worth-Arlington increased 18.1 percent year-over-year to \$2,675,540,965. This was 8.6 percent of the total residential sales dollar volume in the Dallas-Fort Worth-Arlington MSA, 35.4 percent of the total luxury home sales dollar volume in the state, and 2.9 percent of the total residential sales dollar volume in the state.

Luxury home sales volume in the Dallas-Fort Worth-Arlington MSA was the highest in June 2017, although February 2017 experienced the highest year-over-year sales increase at 79 percent. Luxury home sales in Dallas-Fort Worth-Arlington fell year-over-year in August and September 2017.

12-MONTH COMPARISON: SALES VOLUME DALLAS-FORT WORTH-ARLINGTON



DALLAS-FORT WORTH-ARLINGTON MSA HOME SALES \$1M+ NOVEMBER 2016-OCTOBER 2017

1,669

Luxury home sales in
Dallas-Fort Worth-Arlington

↑ 23.4%

Year-over-year increase in
luxury home sales volume

\$2.6B

Sales dollar volume of
luxury home sales
(\$2,675,540,965)

8.6%

Percentage of all residential
sales dollar volume in
Dallas-Fort Worth-Arlington
MSA (\$30,967,651,880)

DALLAS-FORT WORTH-ARLINGTON MSA

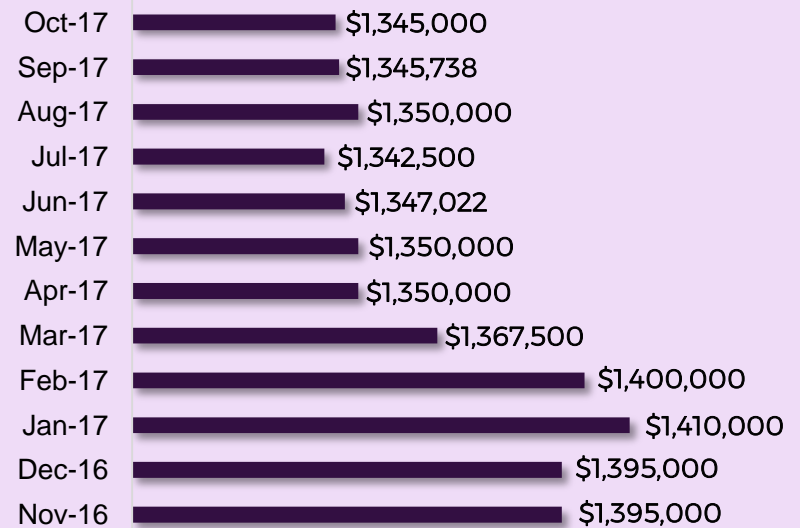
The median luxury home price in the Dallas-Fort Worth-Arlington MSA was the second-lowest in the state at \$1,345,000, a decrease of 2.8 percent from the first 10 months of 2016.

During the same time frame, the average price per square foot for luxury homes in the MSA declined 2.0 percent year-over-year to \$316 per square foot. This was the second-lowest price per square foot among the four major MSAs in Texas, approximately \$33 per square foot lower than the average price per square foot for all luxury homes sold in the state. The Dallas-Fort Worth-Arlington MSA was the only Texas MSA with a year-over-year decline in average luxury home price per square foot.

The median year built for luxury homes in Dallas-Fort Worth-Arlington was 2004, one year newer than the median year built for all luxury homes in Texas, and four years newer than the median year built for all residential homes in Texas.

The median square footage for luxury homes sold in Dallas-Fort Worth-Arlington was 4,920, or 131 fewer square feet than the same time frame last year. This is 2,072 more square feet than the typical home sold across the MSA from January - October 2017.

12-MONTH COMPARISON: MEDIAN PRICE DALLAS-FORT WORTH-ARLINGTON MSA



AVERAGE PRICE PER SQUARE FOOT DALLAS-FORT WORTH-ARLINGTON MSA JANUARY - OCTOBER 2017



Luxury Homes
\$316



All Residential
\$129

DALLAS-FORT WORTH-ARLINGTON MSA

As of October 2017, the Dallas-Fort Worth Arlington MSA had the second-lowest luxury housing inventory among the four largest Texas MSAs at 10.5 months, which was 0.3 months less than October 2016.

Luxury homes in Dallas-Fort Worth-Arlington spent the second-lowest time on the market compared to other Texas MSAs from January to October 2017, or an average of 90 days. This was approximately one day less than the same time period in 2016. The average days on market for luxury homes in Dallas-Fort Worth-Arlington was eight days less than all luxury homes in Texas, and 53 days more than for all residential homes in the MSA.

During the same time frame, active listings in Dallas-Fort Worth-Arlington increased 8.6 percent year-over-year to 1,381 active listings. The MSA's active luxury home listings consisted of 27.8 percent of the 4,974 total active luxury home listings in Texas.

From November 2016 to October 2017, new listings increased 11.7 percent to 3,608 listings and pending sales jumped 20.2 percent to 1,655 pending sales. This is less than the 14.8 percent growth rate for all new luxury listings and higher than the 19.7 percent growth rate for all pending luxury home sales in Texas.

DALLAS-FORT WORTH-ARLINGTON HOME SALES \$1M+ BY THE NUMBERS



3,608

New Listings
November 2016 -
October 2017



10.5

Months of Inventory
as of October 2017



1,655

Pending Sales
November 2016 -
October 2017



90

Average Days on
Market January -
October 2017



1,381

Active Listings
January - October
2017



2004

Median Year Built
January - October
2017



4,920

Median Square Footage January
October 2017 (Compared to
2,100 median square feet for all residential
homes)



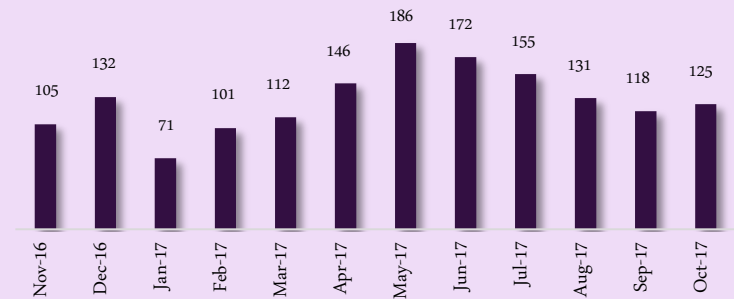
HOUSTON-THE WOODLANDS-SUGAR LAND MSA

Luxury home sales volume in the Houston-The Woodlands-Sugar Land MSA was the second-highest among the four largest Texas MSAs. From November 2016 to October 2017, luxury home sales in Houston-The Woodlands-Sugar Land rose 12.9 percent to 1,554 home sales. This was 33.6 percent of the total luxury home sales in the state.

Sales dollar volume in Houston-The Woodlands-Sugar Land increased 15.5 percent to \$2,592,529,507 during the same time frame. This was 10.8 percent of the total residential sales dollar volume across the MSA, 34.3 percent of the total luxury home sales dollar volume in the state, and 2.8 percent of the total residential sales dollar volume in the state.

From November 2016 to October 2017, luxury home sales growth in the Houston-The Woodlands-Sugar Land MSA peaked in February 2017, and experienced the largest decline in August 2017 following Hurricane Harvey, with a 15.5 percent drop year-over-year. Luxury home sales also declined year-over-year in June 2017.

12-MONTH COMPARISON: SALES VOLUME HOUSTON-THE WOODLANDS-SUGAR LAND MSA



HOUSTON-THE WOODLANDS-SUGAR LAND MSA HOME SALES \$1M+ NOVEMBER 2016-OCTOBER 2017

1,554

Luxury home sales in the Houston-The Woodlands-Sugar Land MSA

↑ 12.9%

Year-over-year increase in luxury home sales volume

\$2.5B

Sales dollar volume of luxury home sales (\$2,592,529,507)

10.9%

Percentage of all residential sales dollar volume in Houston-The Woodlands-Sugar Land (\$23,857,749,678)

HOUSTON-THE WOODLANDS-SUGAR LAND MSA

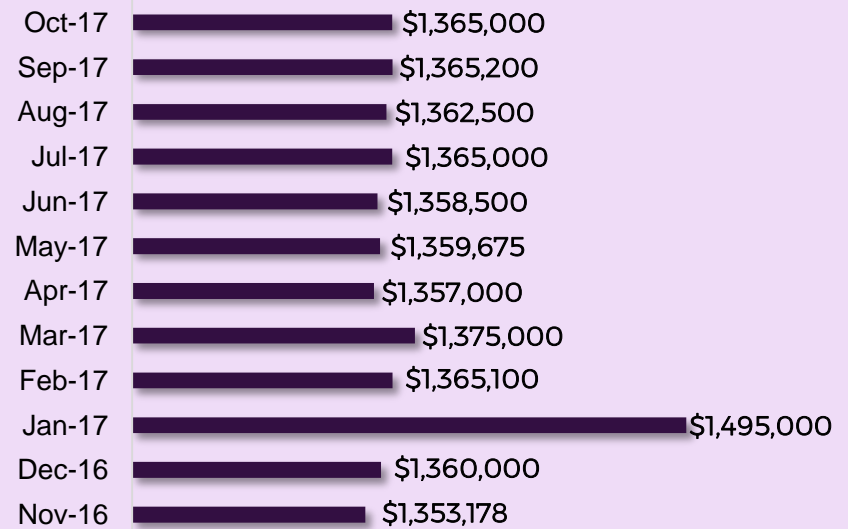
The median price for luxury homes in Houston-The Woodlands-Sugar Land was the highest among the four largest Texas MSAs at \$1,365,000, an increase of 0.5 percent from the first 10 months of 2016 and \$15,000 higher than the median price for luxury homes statewide.

During the same time frame, the average price per square foot for luxury homes increased 4.1 percent to \$345 per square foot. This was the second-highest average price per square foot among the four major MSAs in Texas.

The median year built for luxury homes in Houston-The Woodlands-Sugar Land was 2005, which is tied with San Antonio-New Braunfels for the newest luxury homes among the four major MSAs. This is two years newer than the median year built for all luxury homes in Texas, and five years newer than the median year built for all residential homes in Texas.

The median square footage for luxury homes sold in Houston-The Woodlands-Sugar Land was 4,712, approximately 131 fewer square feet than the same time frame last year. This is 2,514 more square feet than the typical home sold across Houston-The Woodlands-Sugar Land from January - October 2017.

12-MONTH COMPARISON: MEDIAN PRICE HOUSTON-THE WOODLANDS-SUGAR LAND MSA



AVERAGE PRICE PER SQUARE FOOT HOUSTON-THE WOODLANDS-SUGAR LAND MSA JANUARY - OCTOBER 2017



HOUSTON-THE WOODLANDS-SUGAR LAND MSA

As of October 2017, Houston-The Woodlands-Sugar Land had the second-highest housing inventory for luxury homes statewide at 11.7 months, which was unchanged from October 2016.

Luxury homes in Houston-The Woodlands-Sugar Land spent an average of 83 days on the market, the least amount of time compared to the other major Texas MSAs from January to October 2017. This was approximately one day less than the same time period in 2016. The average days on market for luxury homes was 15 days more than all luxury homes in Texas, and 29 days more than for residential homes in the MSA.

From January to October 2017, active luxury home listings across the MSA increased 5.5 percent from the same time period last year to 1,468 active listings. The Houston-The Woodlands-Sugar Land MSA's active luxury home listings were 29.5 percent of the 4,974 total active luxury home listings in Texas.

From November 2016 to October 2017, new luxury listings increased 12.1 percent to 4,155 listings and pending sales rose 15.1 percent to 1,581 pending sales. This is less than the 14.8 percent growth rate for all new listings and less than the 19.7 percent growth rate for all pending luxury home sales in Texas.

HOUSTON-THE WOODLANDS-SUGAR LAND HOME SALES \$1M+ BY THE NUMBERS



4,155

New Listings
November 2016 -
October 2017



11.7

Months of Inventory
as of October 2017



1,581

Pending Sales
November 2016 -
October 2017



83

Average Days on
Market January -
October 2017



1,468

Active Listings
January - October
2017



2005

Median Year Built
January - October
2017



4,712

Median Square Footage, January
October 2017 (Compared to
2,198 median square feet for all residential
homes)



SAN ANTONIO-NEW BRAUNFELS MSA

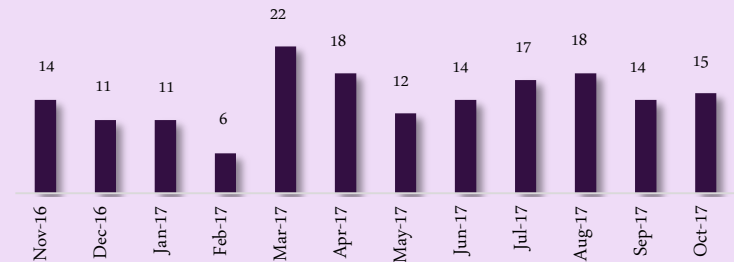
The San Antonio-New Braunfels luxury housing market is historically one of the state's smallest – with the lowest sales volume and sales dollar volume among the four major metros – but it continues to experience rapid growth.

From November 2016 to October 2017, luxury home sales in San Antonio-New Braunfels increased 18.6 percent to 172 home sales. This was 3.7 percent of the total luxury home sales in the state.

Luxury home sales dollar volume in San Antonio-New Braunfels increased 14.9 percent year-over-year to \$237,661,982. This was 3.1 percent of the total residential sales dollar volume in the San Antonio-New Braunfels MSA, 16.2 percent of the total luxury home sales dollar volume in the state, and 0.3 percent of the total residential sales dollar volume in the state.

Luxury home sales volume in the San Antonio-New Braunfels MSA was highest in March 2017 and April 2017, each with more than 100 percent growth year-over-year. Conversely, December 2016, February 2017 and June 2017 experienced annual declines sales volume.

12-MONTH COMPARISON: SALES VOLUME SAN ANTONIO-NEW BRAUNFELS MSA



SAN ANTONIO-NEW BRAUNFELS MSA HOME SALES \$1M+ NOVEMBER 2016-OCTOBER 2017

172

Luxury home sales in the San Antonio-New Braunfels MSA

↑18.6%

Year-over-year increase in luxury home sales volume

\$237M

Sales dollar volume of luxury home sales (\$237,661,982)

2.9%

Percentage of all residential sales dollar volume in San Antonio-New Braunfels MSA (\$7,986,097,847)

SAN ANTONIO-NEW BRAUNFELS MSA

Luxury homes in the San Antonio-New Braunfels MSA offer the greatest value of the four largest Texas metro areas, with the largest median square footage and the lowest average price per square foot among the state's four metro areas.

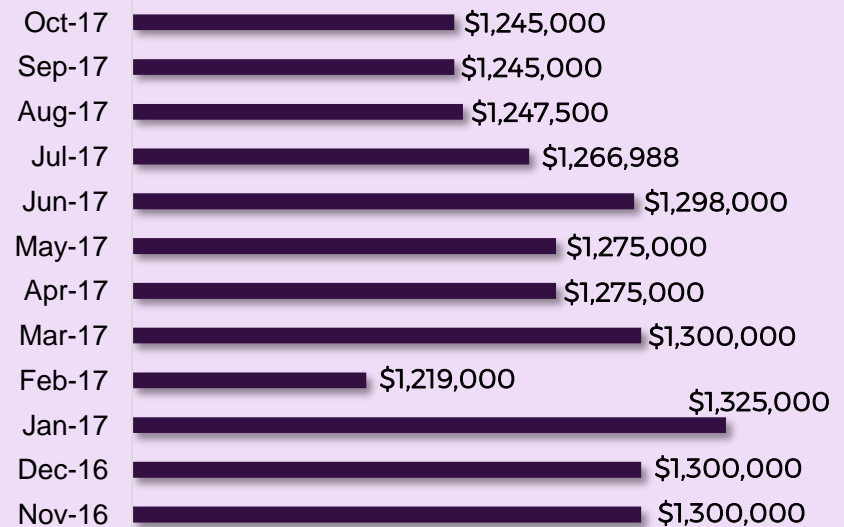
The median price for luxury homes in the San Antonio-New Braunfels MSA \$1,245,000, a decrease of 4.2 percent from the first 10 months of 2016. This is \$105,000 lower than the median price for luxury homes statewide.

From January to October 2017, the average price per square foot for luxury homes increased 3.6 percent year-over-year to \$281 per square foot. This is \$68 lower than the average price per square foot for all luxury homes statewide (\$349).

The median year built for luxury homes in San Antonio-New Braunfels was 2005, which is tied with Houston-The Woodlands-Sugar Land for the newest luxury homes among the four major MSAs. This is two years newer than the median year built for all luxury homes in Texas, and five years newer than the median year built for all residential homes in Texas.

The median square footage for luxury homes sold in San Antonio-New Braunfels was 5,303. This was 676 more square feet than the same time frame last year.

12-MONTH COMPARISON: MEDIAN PRICE SAN ANTONIO-NEW BRAUNFELS MSA



AVERAGE PRICE PER SQUARE FOOT SAN ANTONIO-NEW BRAUNFELS MSA JANUARY – OCTOBER 2017



Luxury Homes
\$281



All Residential
\$113



SAN ANTONIO-NEW BRAUNFELS MSA

As of October 2017, the San Antonio-New Braunfels MSA had the highest housing inventory for luxury homes statewide at 25.7 months, which was 3.5 months more than October 2016.

Luxury homes in San Antonio-New Braunfels spent the longest time on the market compared to other major Texas MSAs from January to October 2017, or an average of 127 days. This was, however, was 30 days less than the same time period in 2016. The average days on market for luxury homes was 29 days more than all luxury homes in Texas, and 72 days more than for all residential homes in the MSA.

During the same time frame, active luxury home listings in San Antonio-New Braunfels jumped 20 percent year-over-year to 324 active listings.

From November 2016 to October 2017, new luxury listings soared 41.8 percent to 597 listings and pending sales jumped 20.3 percent to 172 pending sales. This is higher than the 14.8 percent growth rate for all new listings and higher than the 19.7 percent growth rate for all pending luxury home sales in Texas.

SAN ANTONIO-NEW BRAUNFELS MSA HOME SALES \$1M+ BY THE NUMBERS



597

New Listings
November 2016 -
October 2017



25.7

Months of Inventory
as of October 2017



172

Pending Sales
November 2016 -
October 2017



127

Average Days on
Market January -
October 2017



324

Active Listings
January - October
2017



2005

Median Year Built
January - October
2017



5,303

Median Square Footage January
October 2017 (Compared to
2,023 median square feet for all residential
homes)

