

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

JULY  
2022

AUSTIN  

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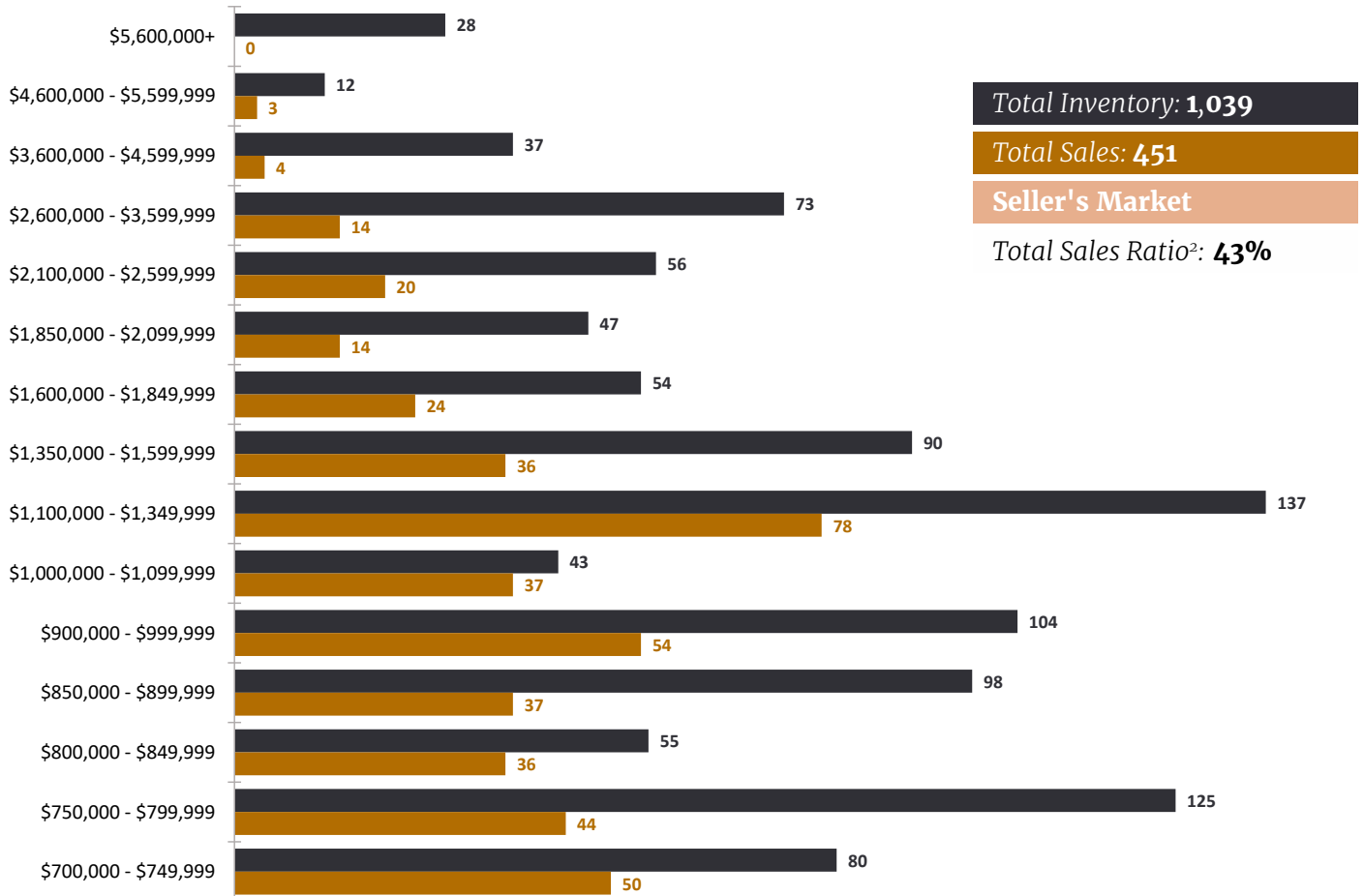
TEXAS

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

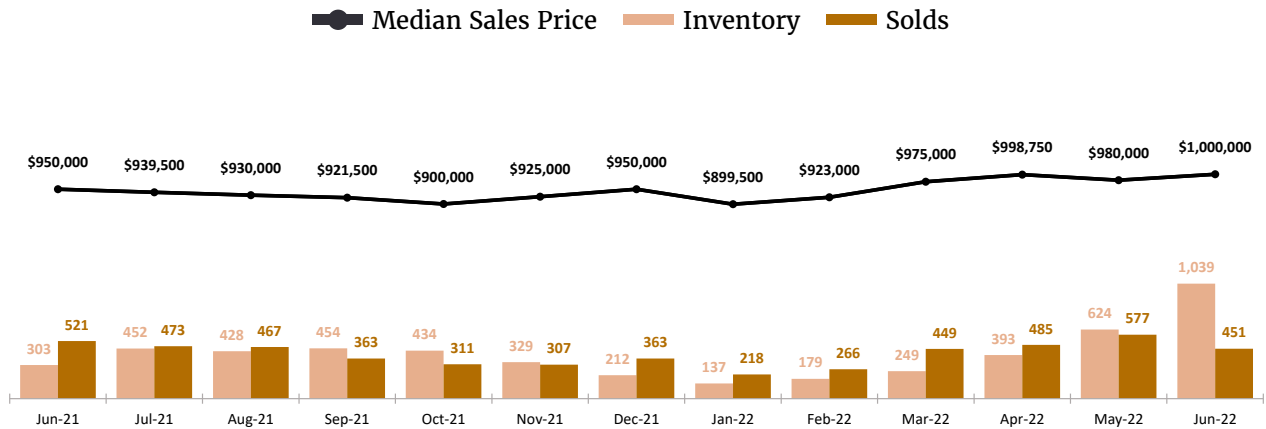
Luxury Benchmark Price<sup>1</sup>: **\$700,000**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$820,000	3	2	111	231	48%
2,000 - 3,499	\$975,000	4	3	259	557	46%
3,500 - 4,999	\$1,495,500	4	4	71	171	42%
5,000 - 6,499	\$2,800,000	5	6	9	60	15%
6,500 - 7,999	\$4,777,000	4	5	1	8	13%
8,000+	NA	NA	NA	0	12	0%

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup> Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA REVIEW | JUNE

#### TOTAL INVENTORY

Jun. 2021	Jun. 2022
303	1,039

VARIANCE: **243%**

#### TOTAL SOLDS

Jun. 2021	Jun. 2022
521	451

VARIANCE: **-13%**

#### SALES PRICE

Jun. 2021	Jun. 2022
\$950k	\$1.00m

VARIANCE: **5%**

#### SALE PRICE PER SQFT.

Jun. 2021	Jun. 2022
\$398	\$414

VARIANCE: **4%**

#### SALE TO LIST PRICE RATIO

Jun. 2021	Jun. 2022
110.00%	101.40%

VARIANCE: **-8%**

#### DAYS ON MARKET

Jun. 2021	Jun. 2022
5	6

VARIANCE: **20%**

## AUSTIN MARKET SUMMARY | JUNE 2022

- The Austin single-family luxury market is a **Seller's Market** with a **43% Sales Ratio**.
- Homes sold for a median of **101.40% of list price** in June 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **86%**.
- The median luxury sales price for single-family homes is **\$1,000,000**.
- The median days on market for June 2022 was **6** days, up from **5** in June 2021.

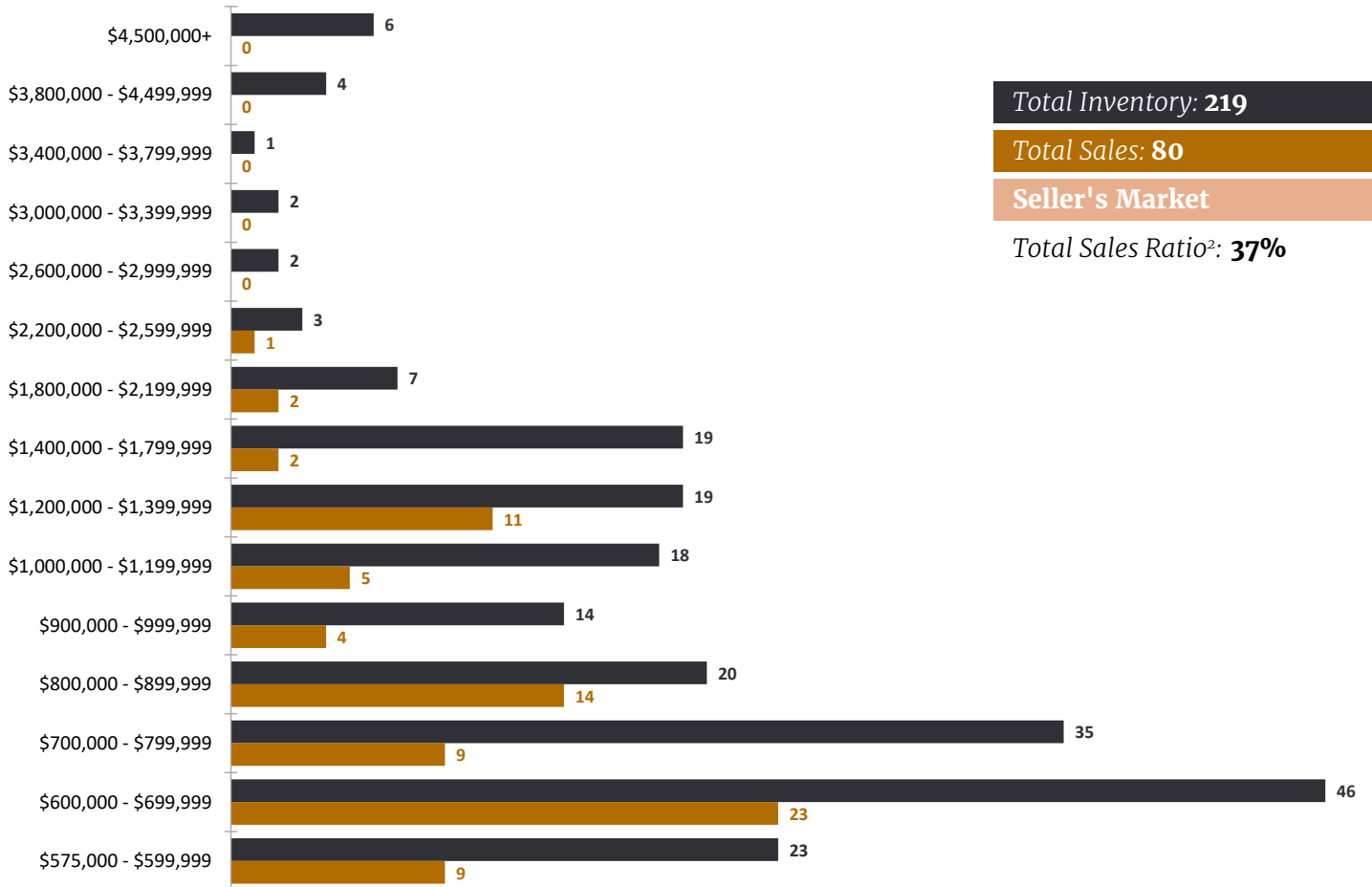
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

### LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

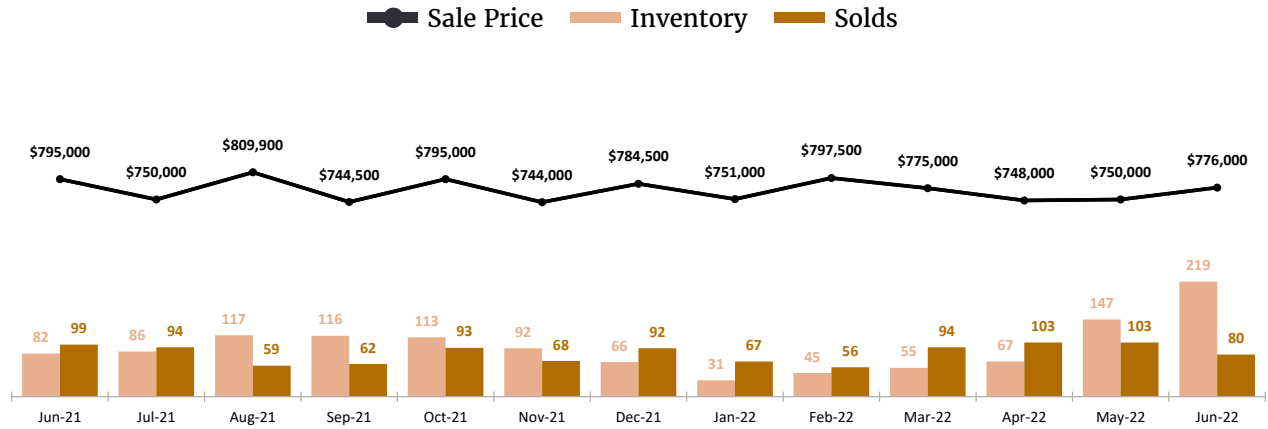
Luxury Benchmark Price<sup>1</sup>: **\$575,000**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$676,000	1	1	13	22	59%
1,000 - 1,499	\$755,000	2	2	20	53	38%
1,500 - 1,999	\$776,000	3	3	30	68	44%
2,000 - 2,499	\$872,500	3	3	12	46	26%
2,500 - 2,999	\$1,300,000	4	3	4	16	25%
3,000+	\$1,010,000	4	4	1	14	7%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA REVIEW | JUNE

#### TOTAL INVENTORY

Jun. 2021	Jun. 2022
82	219

VARIANCE: **167%**

#### TOTAL SOLDS

Jun. 2021	Jun. 2022
99	80

VARIANCE: **-19%**

#### SALES PRICE

Jun. 2021	Jun. 2022
\$795k	\$776k

VARIANCE: **-2%**

#### SALE PRICE PER SQFT.

Jun. 2021	Jun. 2022
\$488	\$530

VARIANCE: **9%**

#### SALE TO LIST PRICE RATIO

Jun. 2021	Jun. 2022
100.15%	101.43%

VARIANCE: **1%**

#### DAYS ON MARKET

Jun. 2021	Jun. 2022
6	6

VARIANCE: **0%**

## AUSTIN MARKET SUMMARY | JUNE 2022

- The Austin attached luxury market is a **Seller's Market** with a **37% Sales Ratio**.
- Homes sold for a median of **101.43% of list price** in June 2022.
- The most active price band is **\$800,000-\$899,999**, where the sales ratio is **70%**.
- The median luxury sales price for attached homes is **\$776,000**.
- The median days on market for June 2022 was **6** days, remaining the same from June 2021.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.