

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

JULY  
2023

AUSTIN  

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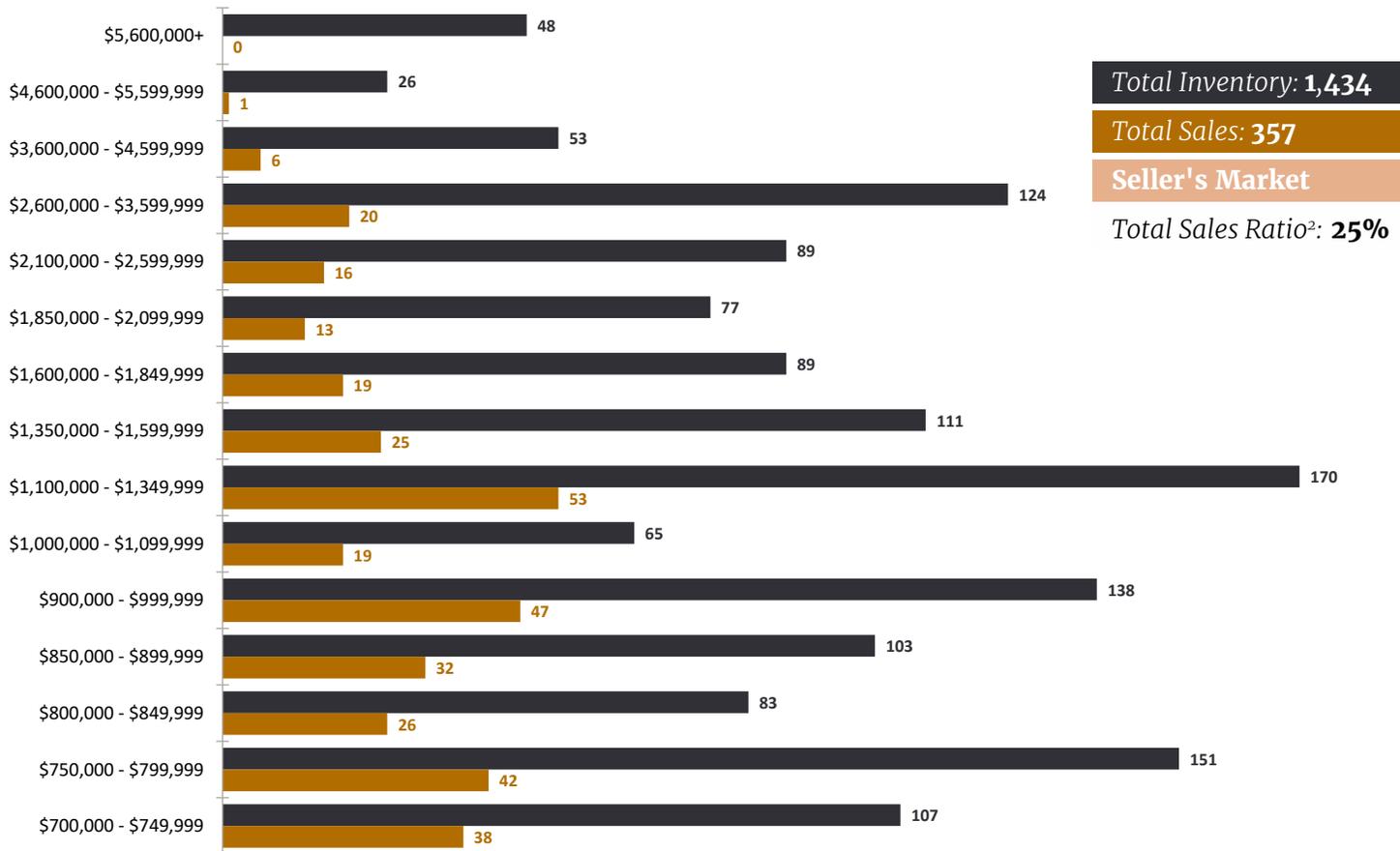
TEXAS

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

### LUXURY INVENTORY VS. SALES | JUNE 2023

Inventory Sales

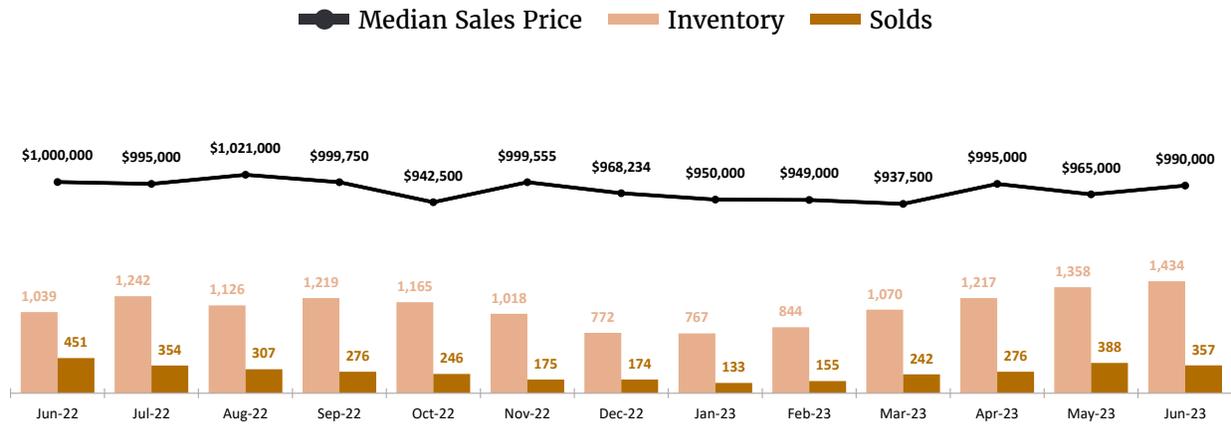
Luxury Benchmark Price<sup>1</sup>: **\$700,000**



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	\$857,500	3	2	70	284	25%
2,000 - 3,499	\$925,000	4	3	211	717	29%
3,500 - 4,999	\$1,525,000	4	4	63	298	21%
5,000 - 6,499	\$2,712,500	5	5	10	95	11%
6,500 - 7,999	\$4,238,000	6	8	2	24	8%
8,000+	\$3,875,000	5	7	1	16	6%

<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. 2022      Jun. 2023  
**1,039**      **1,434**

VARIANCE: **38%**

#### TOTAL SOLDS

Jun. 2022      Jun. 2023  
**451**      **357**

VARIANCE: **-21%**

#### SALES PRICE

Jun. 2022      Jun. 2023  
**\$1.00m**      **\$990k**

VARIANCE: **-1%**

#### SALE PRICE PER SQFT.

Jun. 2022      Jun. 2023  
**\$414**      **\$409**

VARIANCE: **-1%**

#### SALE TO LIST PRICE RATIO

Jun. 2022      Jun. 2023  
**101.40%**      **97.73%**

VARIANCE: **-4%**

#### DAYS ON MARKET

Jun. 2022      Jun. 2023  
**6**      **15**

VARIANCE: **150%**

## AUSTIN MARKET SUMMARY | JUNE 2023

- The Austin single-family luxury market is a **Seller's Market** with a **25% Sales Ratio**.
- Homes sold for a median of **97.73% of list price** in June 2023.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **36%**.
- The median luxury sales price for single-family homes is **\$990,000**.
- The median days on market for June 2023 was **15** days, up from **6** in June 2022.

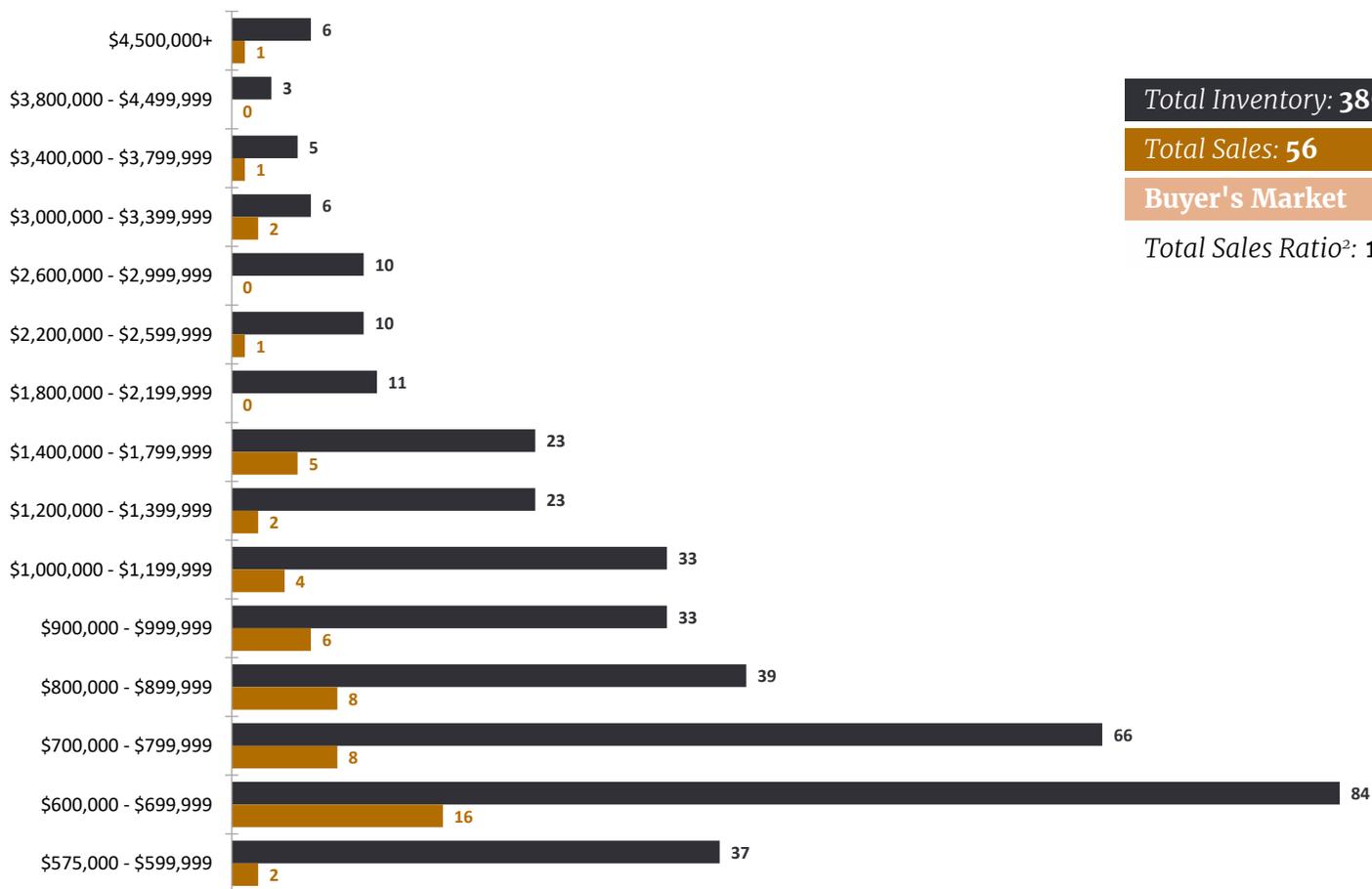
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | JUNE 2023

Inventory Sales

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



Total Inventory: **389**

Total Sales: **56**

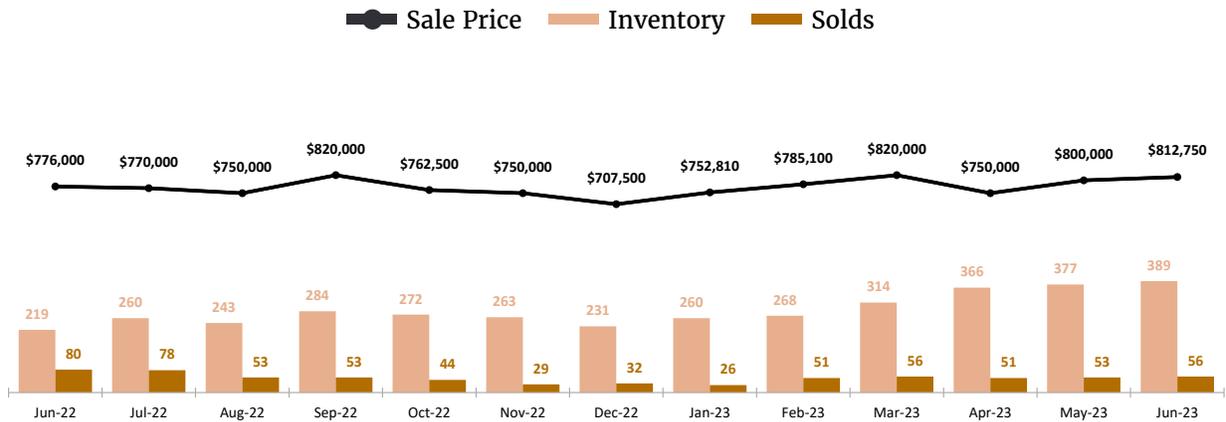
Buyer's Market

Total Sales Ratio<sup>2</sup>: **14%**

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	\$740,000	1	1	5	46	11%
1,000 - 1,499	\$800,000	2	2	17	100	17%
1,500 - 1,999	\$760,500	3	3	16	111	14%
2,000 - 2,499	\$925,000	3	3	11	80	14%
2,500 - 2,999	\$722,631	4	4	2	31	6%
3,000+	\$1,650,000	4	4	5	21	24%

<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. 2022	Jun. 2023
219	389

VARIANCE: **78%**

#### TOTAL SOLDS

Jun. 2022	Jun. 2023
80	56

VARIANCE: **-30%**

#### SALES PRICE

Jun. 2022	Jun. 2023
\$776k	\$813k

VARIANCE: **5%**

#### SALE PRICE PER SQFT.

Jun. 2022	Jun. 2023
\$530	\$492

VARIANCE: **-7%**

#### SALE TO LIST PRICE RATIO

Jun. 2022	Jun. 2023
101.43%	97.23%

VARIANCE: **-4%**

#### DAYS ON MARKET

Jun. 2022	Jun. 2023
6	59

VARIANCE: **883%**

## AUSTIN MARKET SUMMARY | JUNE 2023

- The Austin attached luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **97.23% of list price** in June 2023.
- The most active price band is **\$3,000,000-\$3,399,999**, where the sales ratio is **33%**.
- The median luxury sales price for attached homes is **\$812,750**.
- The median days on market for June 2023 was **59** days, up from **6** in June 2022.

<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.