NOVEMBER
2023

AUSTIN
TEXAS

LUXURY INVENTORY VS. SALES | OCTOBER 2023

■ Inventory ■ Sales

Luxury Benchmark Price[1]: **$700,000**

Price Range	Inventory	Sales
$5,600,000+	35	2
$4,600,000 - $5,599,999	25	2
$3,600,000 - $4,599,999	47	4
$2,600,000 - $3,599,999	110	6
$2,100,000 - $2,599,999	92	6
$1,850,000 - $2,099,999	66	6
$1,600,000 - $1,849,999	73	17
$1,350,000 - $1,599,999	116	22
$1,100,000 - $1,349,999	153	32
$1,000,000 - $1,099,999	50	19
$900,000 - $999,999	108	20
$850,000 - $899,999	106	18
$800,000 - $849,999	70	21
$750,000 - $799,999	117	26
$700,000 - $749,999	98	31
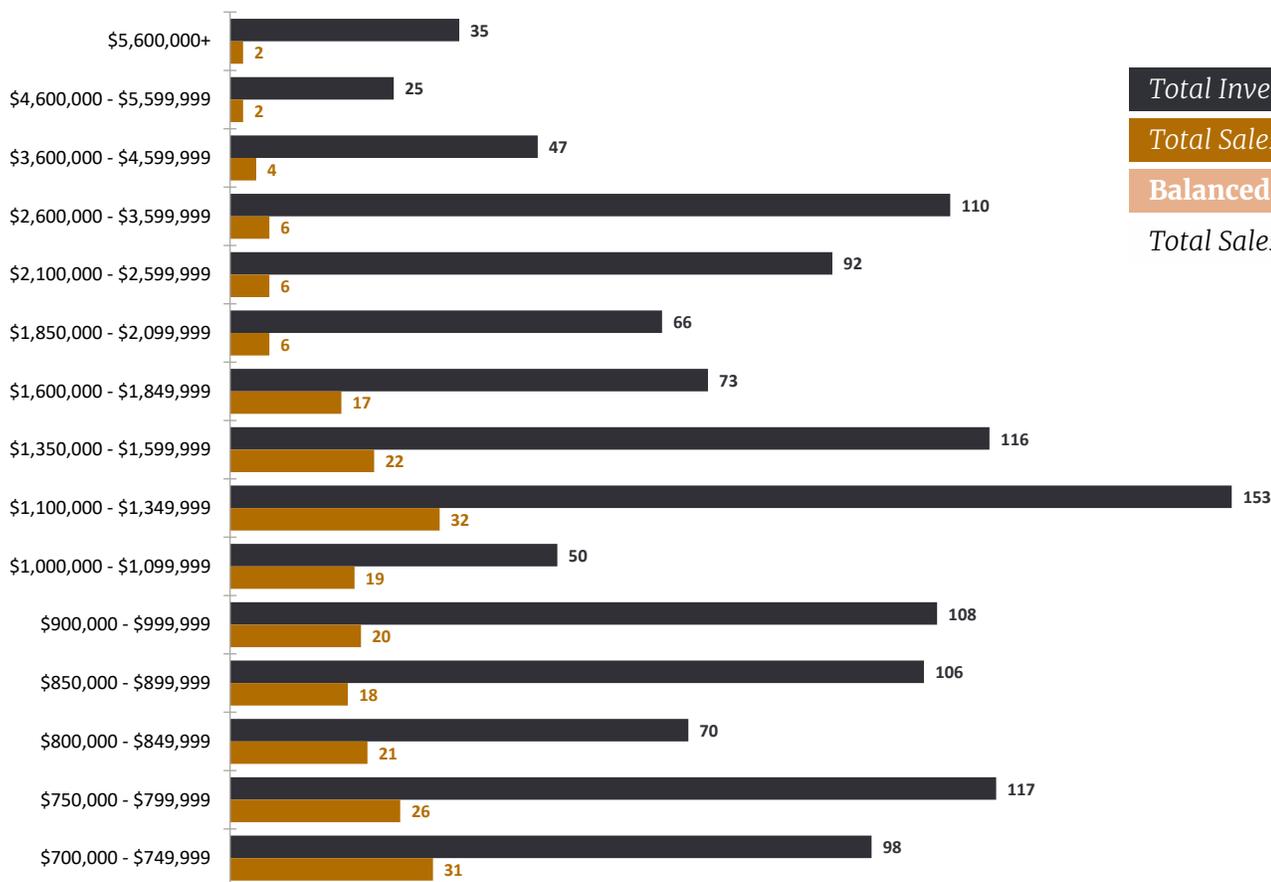
Total Inventory: **1,266**
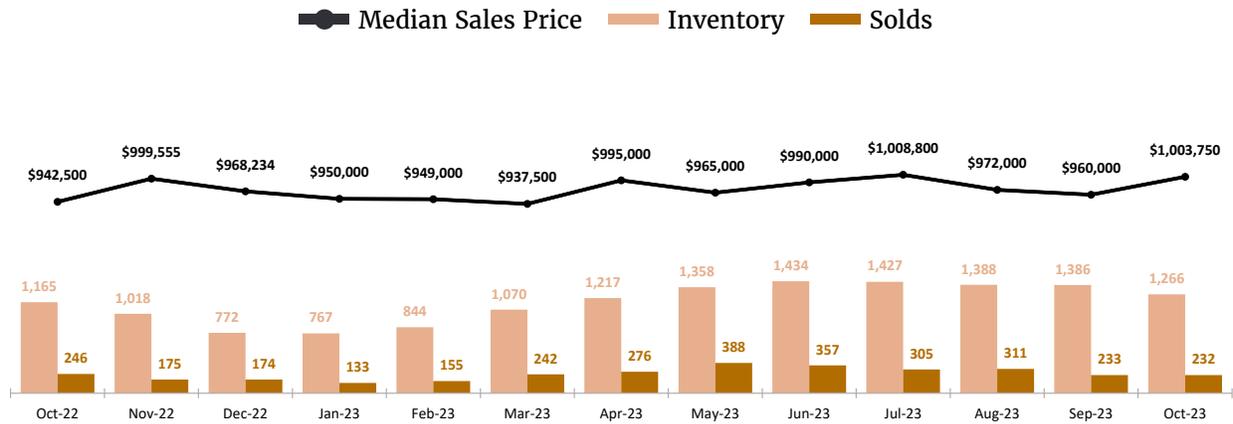
Total Sales: **232**

Balanced Market

Total Sales Ratio[2]: **18%**

Square Feet[3] -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 – 1,999	$775,000	3	2	35	238	15%
2,000 – 3,499	$975,000	4	3	146	665	22%
3,500 – 4,999	$1,400,000	4	4	41	255	16%
5,000 – 6,499	$3,600,000	5	6	7	76	9%
6,500 – 7,999	NA	NA	NA	0	19	0%
8,000+	$5,000,000	7	7	3	13	23%

[1] *The luxury threshold price is set by The Institute for Luxury Home Marketing.* [2] *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 TREND⁴

● Median Sales Price   ■ Inventory   ■ Solds

	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23
Median Sales Price	$942,500	$999,555	$968,234	$950,000	$949,000	$937,500	$995,000	$965,000	$990,000	$1,008,800	$972,000	$960,000	$1,003,750
Inventory	1,165	1,018	772	767	844	1,070	1,217	1,358	1,434	1,427	1,388	1,386	1,266
Solds	246	175	174	133	155	242	276	388	357	305	311	233	232

MEDIAN DATA REVIEW | OCTOBER

TOTAL INVENTORY

Oct. 2022	Oct. 2023
1,165	1,266

VARIANCE: 9%

TOTAL SOLDS

Oct. 2022	Oct. 2023
246	232

VARIANCE: -6%

SALES PRICE

Oct. 2022	Oct. 2023
$943k	$1.00m

VARIANCE: 6%

SALE PRICE PER SQFT.

Oct. 2022	Oct. 2023
$389	$390

VARIANCE: 0%

SALE TO LIST PRICE RATIO

Oct. 2022	Oct. 2023
97.53%	97.15%

VARIANCE: 0%

DAYS ON MARKET

Oct. 2022	Oct. 2023
30	50

VARIANCE: 67%

AUSTIN MARKET SUMMARY | OCTOBER 2023

- The Austin single-family luxury market is a **Balanced Market** with an **18% Sales Ratio**.
- Homes sold for a median of **97.15% of list price** in October 2023.
- The most active price band is **$1,000,000-$1,099,999**, where the sales ratio is **38%**.
- The median luxury sales price for single-family homes is **$1,003,750**.
- The median days on market for October 2023 was **50** days, up from **30** in October 2022.
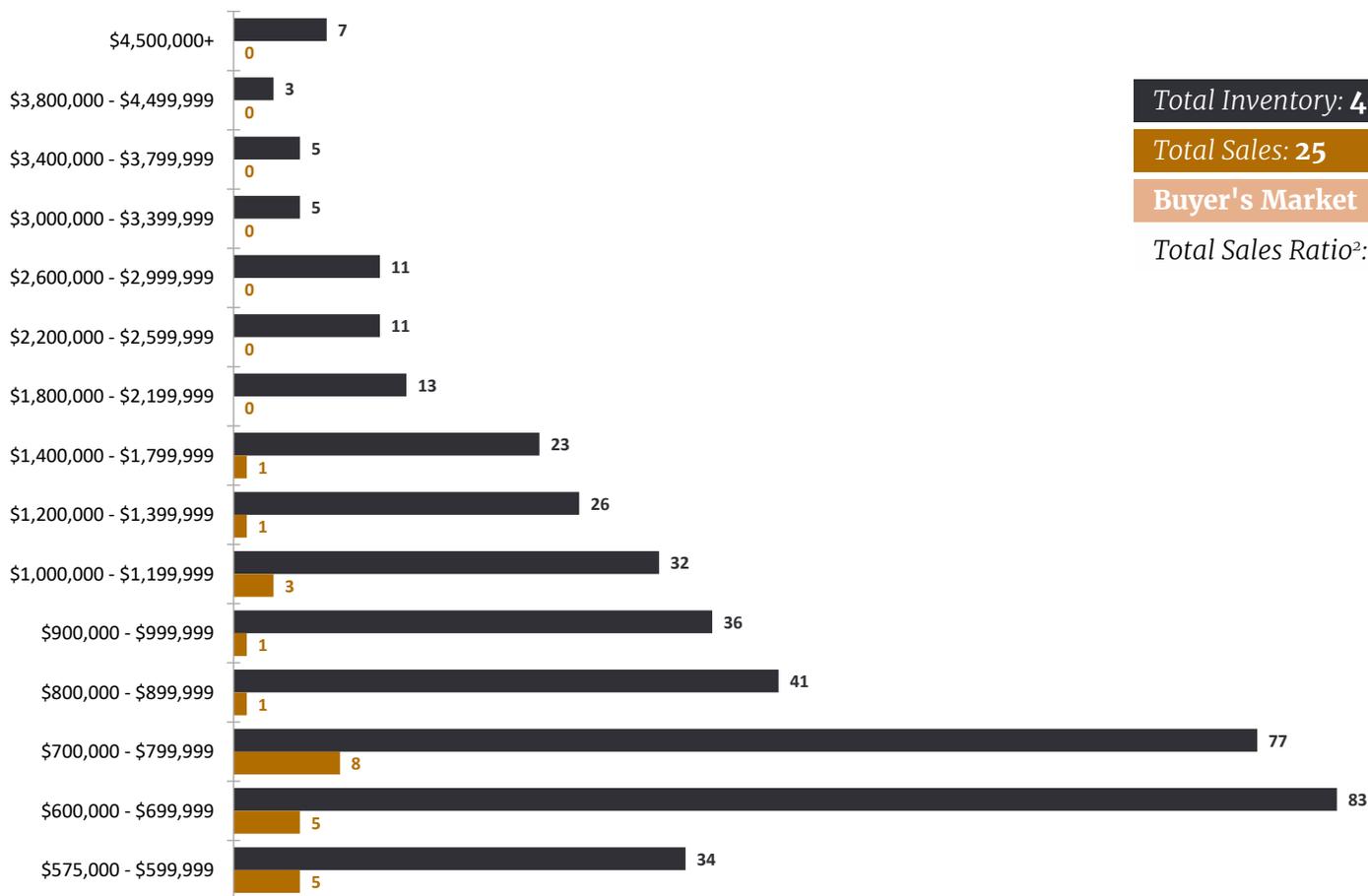
³Square foot table does not account for listings and solds where square foot data is not disclosed.
⁴Data reported includes Active and Sold properties and does not include Pending properties.

AUSTIN

ATTACHED HOMES

LUXURY INVENTORY VS. SALES | OCTOBER 2023

Inventory Sales

*Luxury Benchmark Price[1]: **$575,000***

Total Inventory: **407**

Total Sales: **25**

Buyer's Market

*Total Sales Ratio[2]: **6%***

Square Feet[3]	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 – 999	$660,000	1	1	3	49	6%
1,000 – 1,499	$735,000	2	2	7	91	8%
1,500 – 1,999	$710,000	3	3	7	116	6%
2,000 – 2,499	$795,000	3	3	5	92	5%
2,500 – 2,999	$847,000	3	4	3	34	9%
3,000+	NA	NA	NA	0	25	0%

[1] *The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]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[4]

● Sale Price ▬ Inventory ▬ Solds

	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23
Sale Price	$762,500	$750,000	$707,500	$752,810	$785,100	$820,000	$750,000	$800,000	$812,750	$799,000	$694,045	$750,000	$717,500
Inventory	272	263	231	260	268	314	366	377	389	395	400	398	407
Solds	44	29	32	26	51	56	51	53	56	49	48	43	25
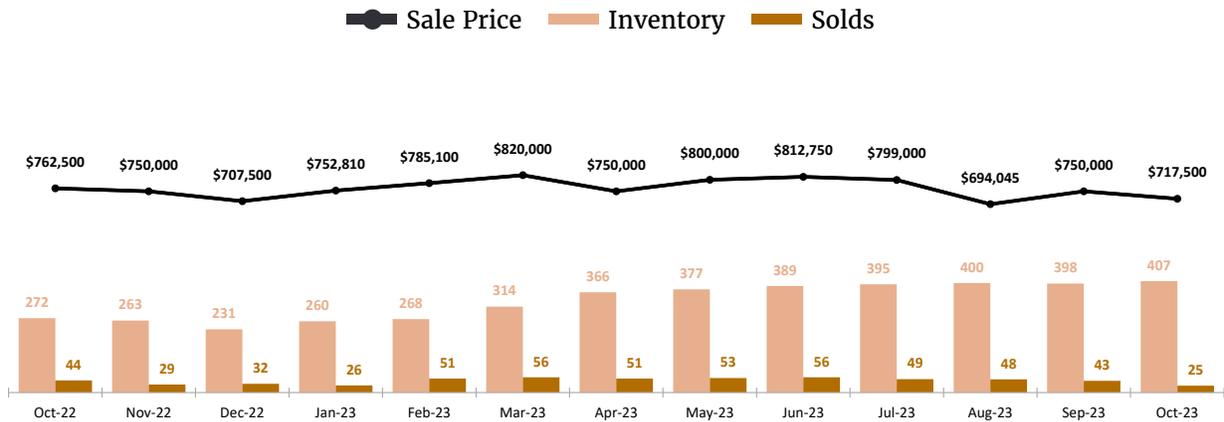
MEDIAN DATA REVIEW | OCTOBER

TOTAL INVENTORY
Oct. 2022	Oct. 2023
272	407

VARIANCE: **50**%

TOTAL SOLDS
Oct. 2022	Oct. 2023
44	25

VARIANCE: **-43**%

SALES PRICE
Oct. 2022	Oct. 2023
$763k	$718k

VARIANCE: **-6**%

SALE PRICE PER SQFT.
Oct. 2022	Oct. 2023
$446	$475

VARIANCE: **7**%

SALE TO LIST PRICE RATIO
Oct. 2022	Oct. 2023
98.46%	98.00%

VARIANCE: **0**%

DAYS ON MARKET
Oct. 2022	Oct. 2023
28	42

VARIANCE: **50**%

AUSTIN MARKET SUMMARY | OCTOBER 2023

- The Austin attached luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **98.00% of list price** in October 2023.
- The most active price band is **$575,000-$599,999**, where the sales ratio is **15%**.
- The median luxury sales price for attached homes is **$717,500**.
- The median days on market for October 2023 was **42** days, up from **28** in October 2022.

[3]Square foot table does not account for listings and solds where square foot data is not disclosed.
[4]Data reported includes Active and Sold properties and does not include Pending properties.