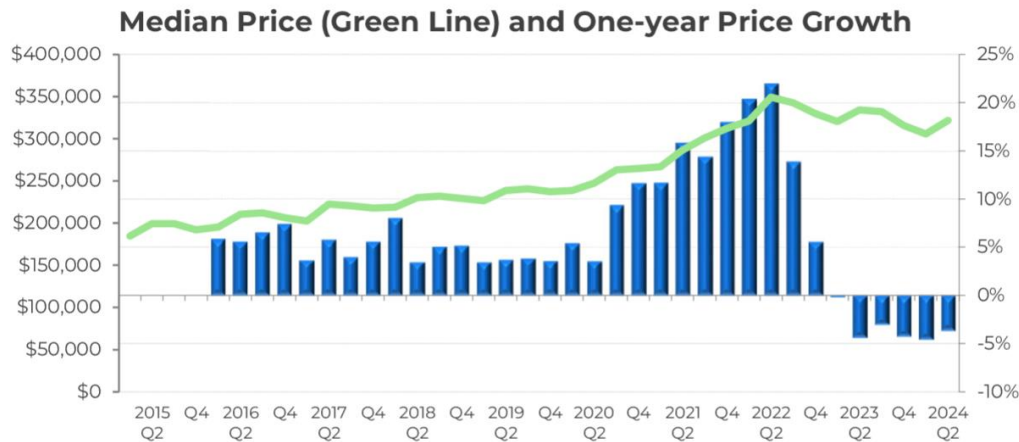


## San Antonio-New Braunfels Area

### Local Market Report, Second Quarter 2024

### Today's Market...



Local Price Trends			
Price Activity	San Antonio	U.S.	Local Trend
Current Median Home Price (2024 Q2)	\$321,800	\$416,900	Prices are still down from a year ago, but the trend is improving
1-year (4-quarter) Appreciation (2024 Q2)	-3.7%	4.9%	
3-year (12-quarter) Appreciation (2024 Q2)	12.3%	17.1%	
3-year (12-quarter) Housing Equity Gain*	\$35,300	\$60,967	Gains in the last 3 years have extended the trend of positive price growth after the recession
7-year (28 quarters) Housing Equity Gain*	\$99,200	\$163,300	
9-year (36 quarters) Housing Equity Gain*	\$122,400	\$188,933	

\*Note: Equity gain reflects price appreciation only

	San Antonio	U.S.	
Conforming Loan Limit**	\$766,550	\$1,149,825	Most buyers in this market have access to government-backed financing
FHA Loan Limit	\$557,750	\$1,149,825	
Local Median to Conforming Limit Ratio	42%	not comparable	

Note: limits are current and include the changes made on January 1st 2024.

## Greater San Antonio Real Estate Market Report

### Market Snapshot (As of December 19, 2024)

- **Weekly Sales:** 672 homes
- **New Listings:** 824 homes
- **Sales in the Last 30 Days:** 2,988 homes
- **Pending Sales in the Last 30 Days:** 2,041 homes

The Fed Chair's comments today, accompanied by a reduction in the federal funds rate, are making waves across the financial spectrum. What does this mean for real estate, particularly here in Greater San Antonio?

### **Fed Policy Changes and Mortgage Rate Outlook:**

The Federal Reserve's decision to trim the fed funds rate has sparked immediate speculation about mortgage rates. Traditionally, mortgage rates don't follow the Fed funds rate in a one-to-one manner, but the central bank's stance can influence overall market sentiment and long-term bond yields. Right now, the signals point toward a modest softening in mortgage rates, potentially easing financing costs for buyers and nudging some fence-sitters into action.

Economists like Lawrence Yun from the National Association of Realtors and housing experts at Redfin have repeatedly noted that lower borrowing costs often support transaction volume, even in a market that's finding its footing after several years of inventory crunches. With a more accommodative monetary environment, buyers may find it slightly easier to secure affordable financing, and sellers could see increased demand as house hunters feel more confident about locking in a relatively favorable interest rate.

### **Local Market Pulse:**

On the ground in Greater San Antonio, the fundamentals remain encouraging. Our market just posted another energetic week: 672 homes sold in the last seven days, while an influx of 824 fresh listings hit the scene, giving active buyers something new to consider. The 30-day metrics remain strong, with 2,988 sales logged and 2,041 pending transactions—a surefire sign that deal-making persists, even in a season that can sometimes see a slowdown.

Buyers now have a rare mix of slightly improving affordability (thanks to rate adjustments) and a gradual uptick in new inventory. For sellers, a well-priced, move-in-ready home stands to draw attention in this environment, especially if they present it with the care and flair that excites buyers. Think of it this way: if mortgage rates soften a touch, a broader pool of buyers steps forward, giving you a stronger chance to close on favorable terms.

### **What's Driving the Growth?**

It's been a wild couple of years for San Antonio – New Braunfels. We were named the fastest growing city in 2023 by the U.S. Census Bureau after nearly 22,000 people moved to the Alamo City. With interest rates well below the national average, hovering at about 6.4%, and the market favoring reduced rates headed into 2025, economists and realtors say the growth is nowhere near over. "Borrowers in San Antonio were able to secure mortgage rates well below the national average in 2023, at 6.4%," the NAR report reads. "This suggests that buyers in the area benefit from a combination of local market dynamics that lead lenders to assess lower risk in this area."

### **Property Highlights This Week:**

- **Most Expensive:** *1170 Herbelin Rd, New Braunfels*  
A showpiece of Hill Country luxury, where refined interiors and sweeping outdoor spaces converge, offering privacy and prestige just a short drive from the heart of San Antonio. ([See More](#))

- **Least Expensive:** *1405 Essex St, San Antonio*

An entry-level gem that proves you don't need a sky-high budget to find a place you can call home. Ideal for first-timers or investors looking to break into the local scene. [\(See More\)](#)

- **Must-See Home:** *51 Grassmarket, San Antonio*

A turnkey standout that feels like home the moment you walk in. Thoughtful updates and effortless style meet in a location poised for appreciation. [\(See More\)](#)

## Looking Ahead:

As the new Trump Administration policies—emphasizing economic growth and investment—interact with the Fed's rate decisions, the national backdrop supports a relatively stable housing environment. San Antonio's fundamentals are solid: steady job growth, robust population gains, and enduring desirability as a more affordable Texas metro. The recent federal funds rate cut could be one more nudge that inspires buyers and sellers to engage in the market with renewed confidence.

Whether you're considering listing your home or exploring the possibility of purchasing, now's a prime time to take a fresh look. Improved borrowing conditions, a resilient local economy, and the ongoing demand for San Antonio housing could spell opportunity on both sides of the transaction. Feel free to reach out if you'd like to discuss how this evolving environment can work for you.