

December 2024 New Pending Listings

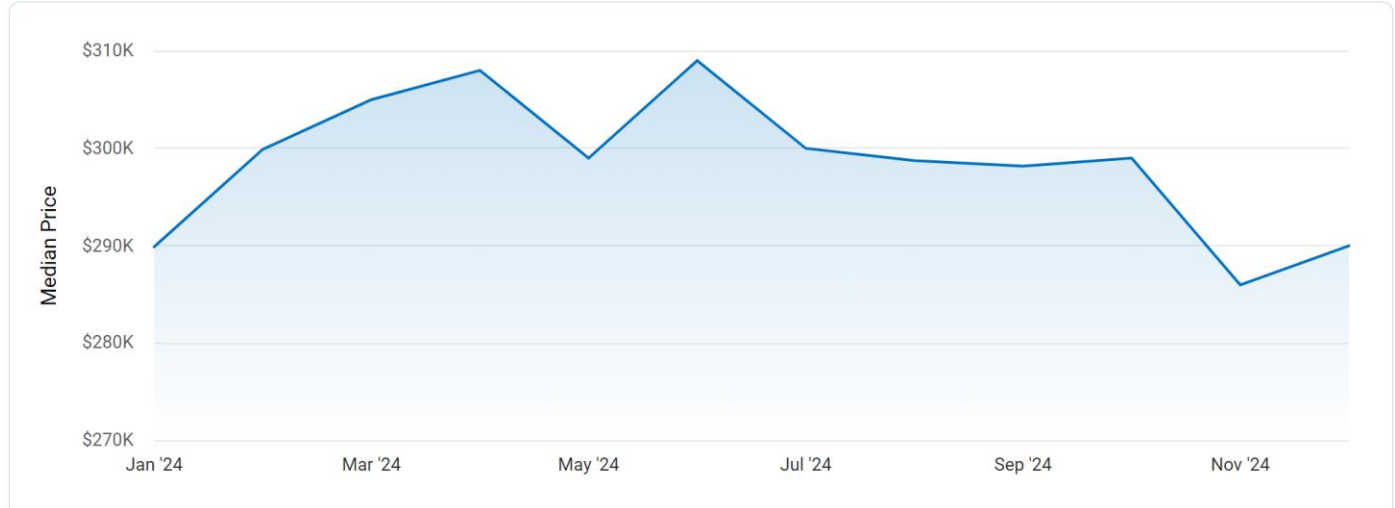
Bexar County, Texas

Single Family + Condo/Townhouse/Apt.

Median List Price

\$290,000

↑ 1.4% Month over Month



Courtesy of Art Meister, Coldwell Banker D'Ann Harper, REALTORS, TX Lic# 665481

Source: Realtors Property Resource® analysis based on Listings

Greater San Antonio Real Estate Market Report

Market Snapshot (January 30, 2025)

- **Weekly Sales:** 492 homes sold—reflecting steady buyer activity.
- **New Listings:** 927 properties entered the market, showing consistent seller confidence.
- **Sales in the Last 30 Days:** 2,221 homes closed, indicating a resilient demand despite rising rates.
- **Pending Sales in the Last 30 Days:** 2,022—an increase from prior weeks, signaling growing buyer engagement.

Key Insights from December 2024 Pending Listings

The latest data from SABOR (San Antonio Board of Realtors) provides a comprehensive view of market activity:

- **Median Price:** \$317,000, reflecting a 1.5% year-over-year increase, highlighting steady appreciation.
- **Active Listings:** 13,075, up 15.3% year-over-year, signaling a rise in seller activity.
- **Months of Inventory:** 4.6 months, representing a shift toward a balanced market.
- **Days on Market:** Homes are averaging 80 days, an increase of six days compared to the previous year, indicating that buyers are taking more time to make decisions.

The latest infographic offers valuable perspectives:

- **Median List Price:** \$290,000, up 1.4% month-over-month, reflecting moderate price growth and a favorable environment for sellers.
- **Trends Over Time:** After peaking mid-year, prices have stabilized in the fourth quarter, suggesting steady demand and a balanced approach to pricing by sellers.
- **Buyer Adaptation:** Despite elevated mortgage rates, buyers remain active, signaling their growing acceptance of the new rate environment.

Economic Trends and Inflation

Wednesday, the Federal Reserve announced that it's keeping the federal funds rate steady at 4.25% to 4.5%, marking a pause after three consecutive rate cuts last year.

Fed Chair Jerome Powell emphasized that there's no rush to adjust policy, highlighting that while the job market remains solid, inflation is still somewhat elevated. He reiterated the Fed's commitment to a 2% inflation target and noted that any future rate decisions will be data-driven.

Lawrence Yun, Chief Economist at the National Association of Realtors, noted last week that stabilized inflation could prompt the Federal Reserve to reduce the frequency of rate hikes, potentially creating a more predictable market for buyers and sellers alike. It appears he has correctly foreseen yesterday's action, or lack thereof.

Understanding Current Market Dynamics

Months of Inventory: At 4.29 months, the market is shifting toward balance, offering opportunities for both buyers and sellers.

- The 12-Month Change in Inventory is up 10.28%, reflecting increased housing supply and more options for buyers.

Median Days on Market: Homes are averaging 47 days, suggesting that competitively priced properties are selling quickly, though buyers are taking slightly longer to decide. However, Average Days on Market are approaching 80 days.

List to Sold Price Ratio: At 97.5%, homes are selling close to their list prices, demonstrating appropriate pricing strategies and buyer willingness to meet market demands.

Median Sold Price: \$297,500, highlighting stable home values and a healthy market environment for sellers.

Professional Market Analysis

The increase in pending sales to 2,022 reflects a rebound in buyer confidence, driven by stabilized pricing and creative financing solutions. The market's move toward balance, as indicated by months

of inventory, presents opportunities for both buyers and sellers to negotiate favorable terms. However, the increase in days on market emphasizes the importance of strategic pricing and effective marketing.

Featured Listings

- **Most Expensive:** *325 Terrell, San Antonio, TX*—a luxurious property offering unmatched elegance and top-tier amenities. ([See More](#))
- **Least Expensive:** *317 S. San Marcus, San Antonio, TX*—an excellent investment opportunity or starter home. ([See More](#))
- **Must-See:** *1115 Thrush Ridge, San Antonio, TX*—a stunning home with modern upgrades and a prime location. ([See More](#))

Conclusion

As we approach February, the San Antonio housing market continues to present dynamic opportunities. Whether you're buying, selling, or investing, staying informed on current trends and working with an experienced professional is key to achieving your real estate goals.

For personalized advice or to discuss your specific needs, feel free to reach out. I'm here to provide the expertise and guidance you need to navigate today's market with confidence.

Remember, ***Who You Work With, Matters.***