

## **Greater San Antonio Real Estate Market Report**

Welcome to this week's Greater San Antonio Real Estate Market Report, where we provide professional insights into the latest market trends and data for the San Antonio-New Braunfels area. Let's dive into the numbers and what they mean for buyers and sellers as we enter February 2025.

# **Market Snapshot**

Weekly Sales: 753 homes sold, indicating increased activity in the market.

**New Listings:** 1,076 properties entered the market, reflecting strong seller confidence.

**Sales in the Last 30 Days**: 2,356 homes closed, showcasing sustained demand.

Pending Sales in the Last 30 Days: 2,148—an increase, signaling growing buyer engagement and

momentum.

## 2024 Annual Market Statistics

Data from SABOR (San Antonio Board of Realtors) highlights key trends:

**Median Price:** \$307,000, down 1.4% year-over-year, signaling slight price adjustments in response to market conditions.

Closed Sales: 34,171, up 1.1% year-over-year, demonstrating steady activity despite challenges.

**Active Listings:** 13,321, up 27.4% year-over-year, providing more options for buyers.

**Months of Inventory:** 4.6, indicating a balanced market favoring neither buyers nor sellers.

**Days on Market:** Homes averaged 72 days, five days longer than 2023, reflecting a slight cooling of the pace of sales.

These figures suggest a healthy and balanced market heading into 2025, with opportunities for both buyers and sellers.

#### **Economic Context and Buyer Behavior**

The Consumer Price Index (CPI) reports a 2.9% year-over-year increase and a 0.4% month-overmonth rise, highlighting manageable inflation levels. Fed Chair Jerome Powell recently emphasized a cautious approach to rate adjustments, maintaining the federal funds rate at 4.25%-4.5%. Lawrence Yun, Chief Economist at the National Association of Realtors, notes that stabilized inflation could lead to more predictable rate environments, encouraging buyer confidence. Mortgage rates remain in the 7%-7.5% range, prompting buyers to explore creative financing options such as temporary buydowns and seller concessions.

#### **Professional Market Analysis**

The rise in pending sales to 2,148 reflects renewed buyer confidence. Increased inventory provides more opportunities, but the 72 days on market suggests that competitive pricing and strong marketing are essential to stand out.

### **Key Takeaways:**

**Sellers:** Focus on competitive pricing and consider incentives to attract buyers. **Buyers:** Take advantage of increased inventory and negotiate favorable terms.

## Coldwell Banker's RealVitalize Program

For sellers looking to maximize their home's value and appeal, **Coldwell Banker's RealVitalize** program offers a unique advantage. This program allows sellers to make necessary home improvements and repairs before listing, with no cash out of pocket and no interest. Payment is deferred until the close of escrow, providing flexibility and minimizing upfront financial stress. By utilizing RealVitalize, sellers can ensure their homes are market-ready, attract more potential buyers, and potentially sell faster at a higher price.

### **Featured Listings**

Most Expensive: 2865 Edgebrook, Canyon Lake, TX—a stunning estate with exceptional views and luxury features. (See More)

Least Expensive: 606 S. San Joaquin, San Antonio, TX—an affordable option perfect for first-time buyers or investors. (See More)

Must-See: 8426 Sierra Hermosa, San Antonio, TX—a beautifully updated home offering modern amenities and excellent value. (See More)

# **Looking Ahead to 2025**

As we move deeper into the year, expect continued balance in the market with steady activity. Inflation trends and interest rates will remain critical factors, but the San Antonio market's resilience offers opportunities for all participants.

For personalized advice or to discuss your real estate plans, don't hesitate to reach out. I'm here to provide expert guidance and help you navigate the dynamic housing market with confidence and remember, *Who You Work With Matters!*