



Economic Context and Buyer Behavior

The Consumer Price Index (CPI) reports a 2.9% year-over-year increase and a 0.4% month-over-month 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!***