

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JULY
2022

HOUSTON

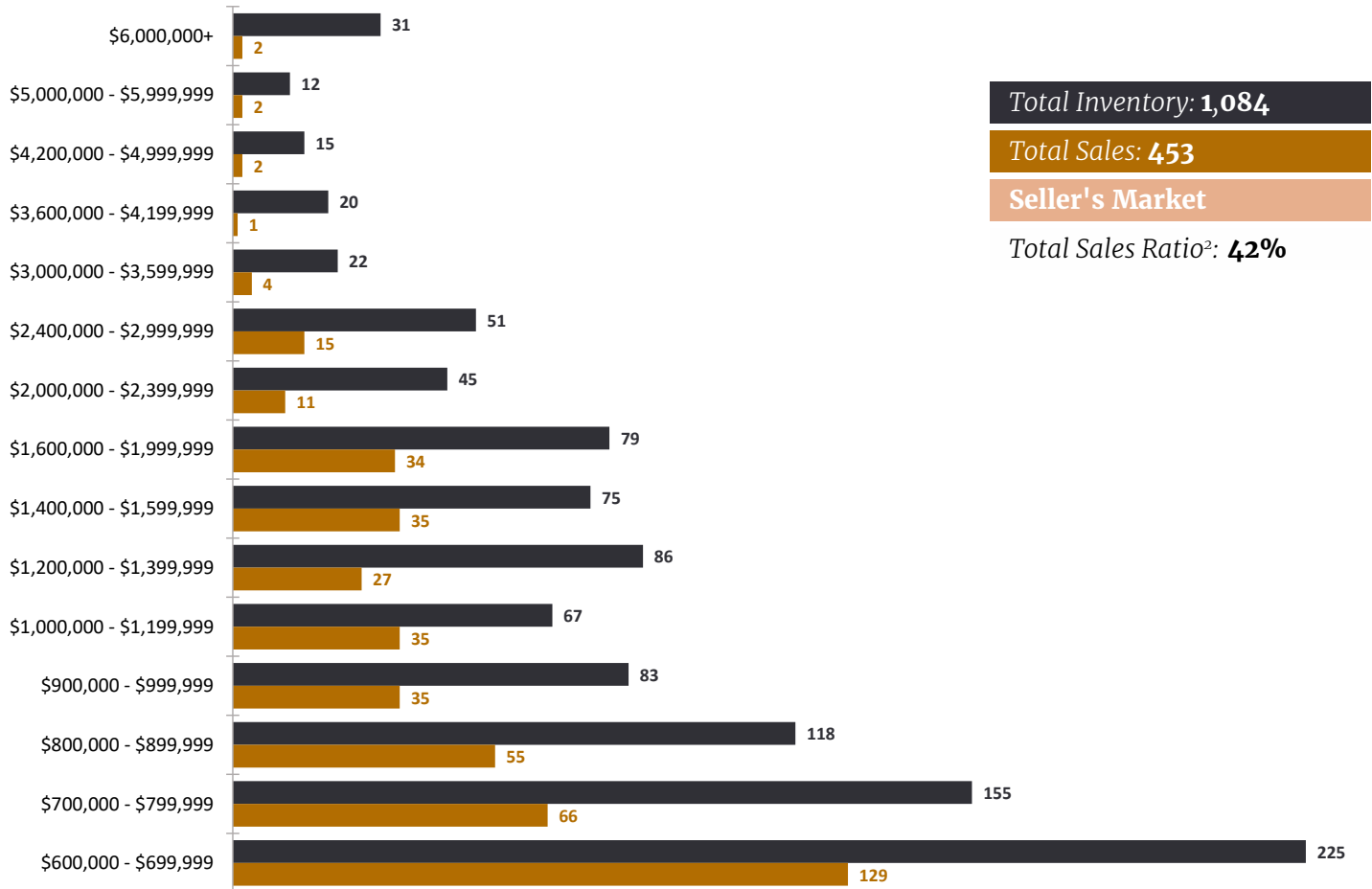
TEXAS

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

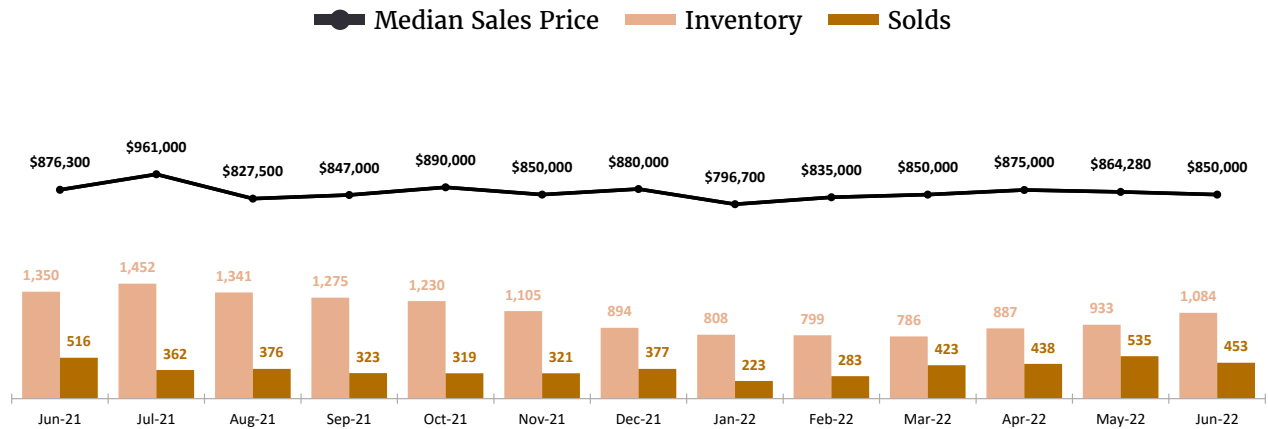
Luxury Benchmark Price¹: **\$600,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,499	\$705,000	3	3	106	209	51%
2,500 - 3,499	\$774,175	4	4	164	337	49%
3,500 - 4,499	\$989,500	4	4	102	246	41%
4,500 - 5,499	\$1,580,000	4	5	51	123	41%
5,500 - 6,499	\$2,175,000	5	6	13	54	24%
6,500+	\$3,350,000	5	7	17	108	16%

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 DATA REVIEW | JUNE

TOTAL INVENTORY

Jun. 2021	Jun. 2022
1,350	1,084

VARIANCE: **-20%**

TOTAL SOLDS

Jun. 2021	Jun. 2022
516	453

VARIANCE: **-12%**

SALES PRICE

Jun. 2021	Jun. 2022
\$876k	\$850k

VARIANCE: **-3%**

SALE PRICE PER SQFT.

Jun. 2021	Jun. 2022
\$287	\$314

VARIANCE: **9%**

SALE TO LIST PRICE RATIO

Jun. 2021	Jun. 2022
98.86%	100.00%

VARIANCE: **1%**

DAYS ON MARKET

Jun. 2021	Jun. 2022
12	8

VARIANCE: **-33%**

HOUSTON MARKET SUMMARY | JUNE 2022

- The Houston single-family luxury market is a **Seller's Market** with a **42% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in June 2022.
- The most active price band is **\$600,000-\$699,999**, where the sales ratio is **57%**.
- The median luxury sales price for single-family homes is **\$850,000**.
- The median days on market for June 2022 was **8** days, down from **12** in June 2021.

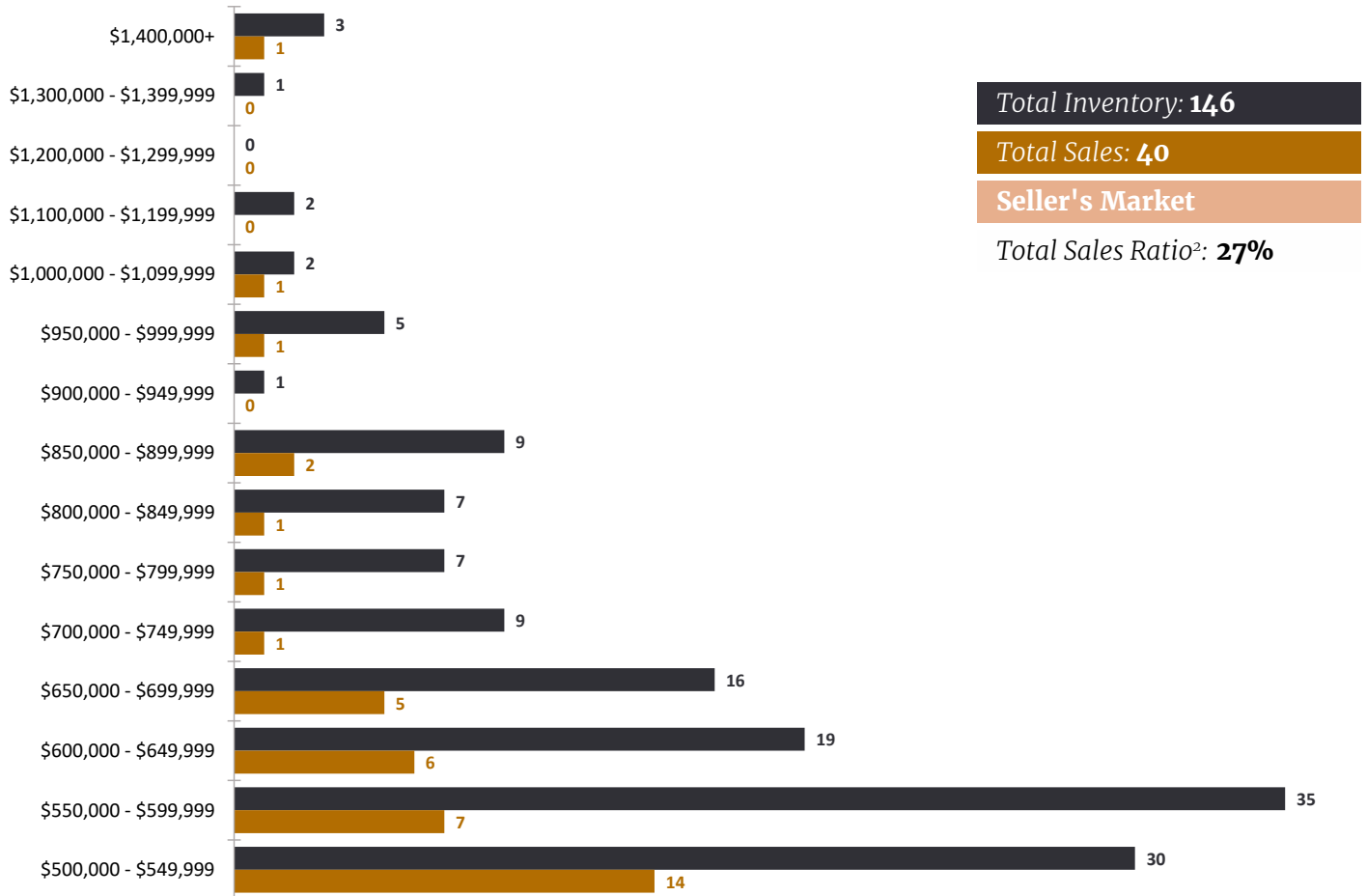
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

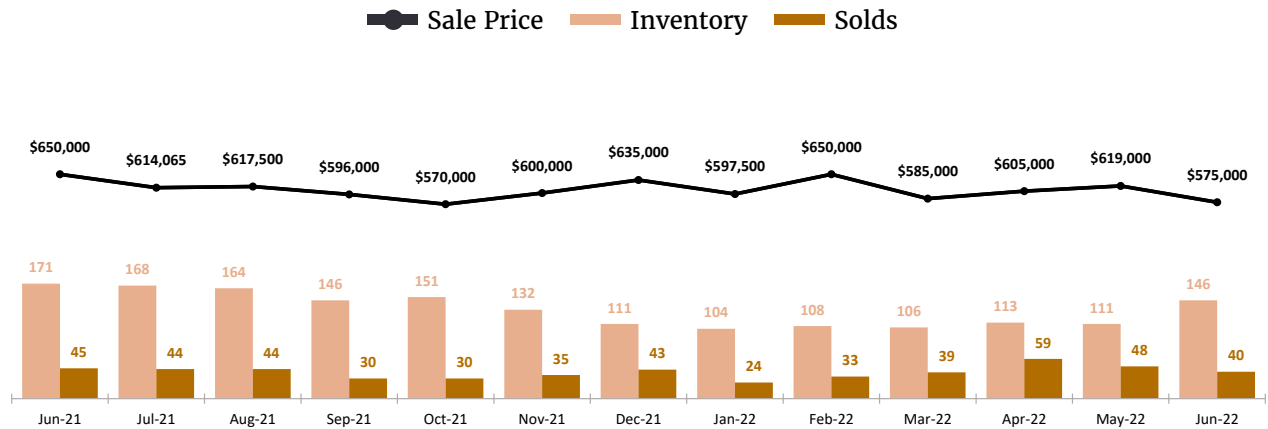
Luxury Benchmark Price¹: **\$500,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,499	\$537,000	3	3	11	41	27%
2,500 - 2,999	\$555,000	3	4	15	48	31%
3,000 - 3,499	\$674,400	3	4	10	36	28%
3,500 - 3,999	\$1,067,064	4	4	3	11	27%
4,000 - 4,499	\$866,000	3	4	1	8	13%
4,500+	NA	NA	NA	0	2	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 TREND⁴



MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY

Jun. 2021	Jun. 2022
171	146

VARIANCE: **-15%**

TOTAL SOLDS

Jun. 2021	Jun. 2022
45	40

VARIANCE: **-11%**

SALES PRICE

Jun. 2021	Jun. 2022
\$650k	\$575k

VARIANCE: **-12%**

SALE PRICE PER SQFT.

Jun. 2021	Jun. 2022
\$211	\$217

VARIANCE: **3%**

SALE TO LIST PRICE RATIO

Jun. 2021	Jun. 2022
98.00%	97.91%

VARIANCE: **0%**

DAYS ON MARKET

Jun. 2021	Jun. 2022
36	12

VARIANCE: **-67%**

HOUSTON MARKET SUMMARY | JUNE 2022

- The Houston attached luxury market is a **Seller's Market** with a **27% Sales Ratio**.
- Homes sold for a median of **97.91% of list price** in June 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **50%**.
- The median luxury sales price for attached homes is **\$575,000**.
- The median days on market for June 2022 was **12** days, down from **36** in June 2021.

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.