



**TEXAS**  
**LUXURY HOME SALES**  
**REPORT**

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**2018 Edition**

# TEXAS LUXURY HOME SALES REPORT | 2018 EDITION

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## ABOUT THE TEXAS LUXURY HOME SALES REPORT

The 2018 edition of the **Texas Luxury Home Sales Report** is provided by the Data Relevance Project, a partnership among Texas REALTORS® and local REALTOR® associations throughout the state. Data analysis is provided by the Real Estate Center at Texas A&M University. The report analyzes single-family home sales priced \$1 million and higher from October 2017 through October 2018 for the Austin, Dallas-Fort Worth, Houston and San Antonio metropolitan statistical areas. Texas REALTORS® distributes insights about the Texas housing market each month, including quarterly market statistics, trends among homebuyers and sellers, condominium sales, international trends, and more. To view these reports, visit [www.texasrealestate.com](http://www.texasrealestate.com).

## ABOUT TEXAS REALTORS® (FORMERLY THE TEXAS ASSOCIATION OF REALTORS®)

With more than 114,000 members, Texas REALTORS® is a professional membership organization that represents all aspects of real estate in Texas. We are the advocate for REALTORS® and private property rights in Texas. Visit [texasrealestate.com](http://texasrealestate.com) to learn more.

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## EXECUTIVE SUMMARY

Luxury home sales in Texas were a strong driver of the Texas housing market during the first 10 months of 2018, according to the 2018 *Texas Luxury Home Sales Report* released today by Texas REALTORS®. The report examines housing market trends and statistics for homes priced \$1 million or higher in the Austin, Dallas-Fort Worth, Houston and San Antonio metropolitan statistical areas (MSAs).

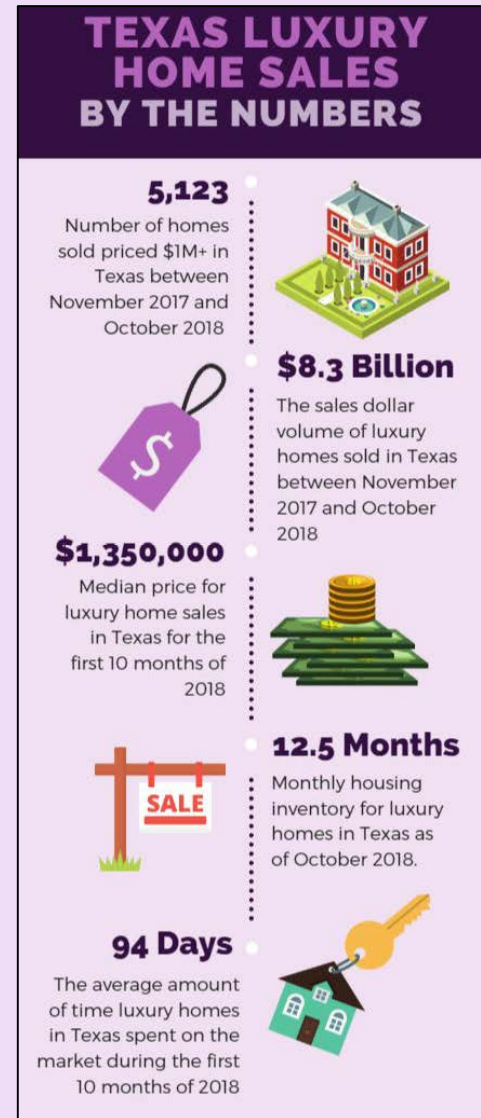
Similar to other price ranges of the Texas housing market, luxury home sales are being driven by a thriving economy and an influx of out-of-state buyers moving to Texas.”

From October 2017 to November 2018, Texas luxury home sales increased 11.5 percent to 5,123 sales. During the same time frame, the sales dollar volume of Texas homes sold for \$1 million and higher was \$8,361,918,994, an 11.3 percent increase from the previous year. Luxury homes in Texas accounted for 8.5 percent of all sales dollar volume.

Despite the surge in sales volume, the median price for Texas luxury homes in the first 10 months of 2018 remained unchanged at \$1,350,000. The average price per square foot for luxury homes was \$358, a 2.5 percent increase from the first 10 months of 2017 and more than double the \$128 average price per square foot for the median Texas home.

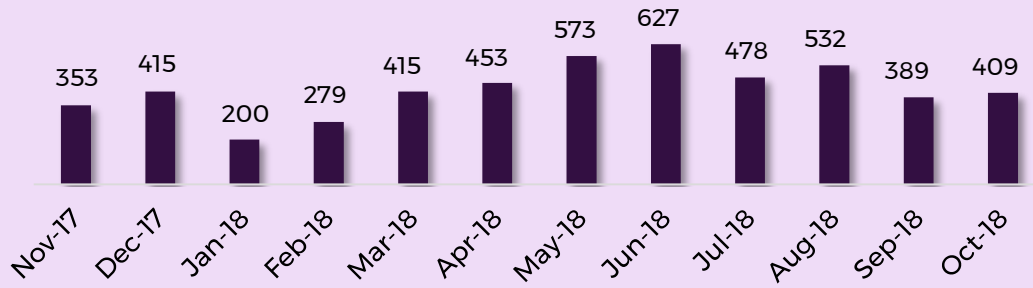
From January to October 2018, luxury homes in Texas spent an average of 94 days on the market, a decrease of four days from the same time frame in 2017. Luxury homes spend more time on the market on average compared to lower-priced segments of the housing market.

Statewide, we’re seeing more homes priced in the \$1 million-dollar-plus price class. Many homes in the metropolitan areas of Texas reached that level due to increased land values. In all price ranges, Texas REALTORS® continue to be a strong source of information for home buying and selling.



## STATEWIDE LUXURY HOME SALES

### 12-MONTH COMPARISON: SALES VOLUME TEXAS



### TEXAS HOME SALES \$1M+ LISTINGS ACTIVITY



**12,274**

New luxury home listings in Texas from November 2016-October 2017

### AVERAGE PRICE PER SQUARE FOOT BY MSA JANUARY – OCTOBER 2018



### MEDIAN SQUARE FOOTAGE HOMES \$1M+



Houston  
**4,610**



Austin  
**4,149**



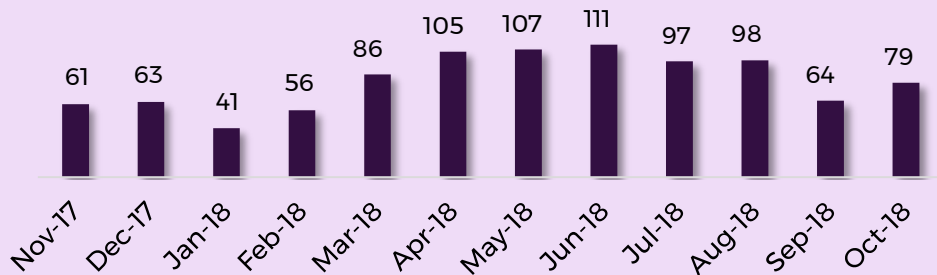
Dallas  
**5,150**



San Antonio  
**5,081**

## AUSTIN-ROUND ROCK MSA

### 12-MONTH COMPARISON: SALES VOLUME AUSTIN-ROUND ROCK MSA



### AUSTIN-ROUND ROCK HOME SALES \$1M+ BY THE NUMBERS



**1,794**

New Listings  
November 2017 –  
October 2018



**7.9**

Months of  
Inventory as of  
October 2018



**2003**

Median Year Built  
January – October  
2018



**97**

Average Days on  
Market January –  
October 2018

### AUSTIN-ROUND ROCK MSA HOME SALES \$1M+ NOVEMBER 2017-OCTOBER 2018

**968**

Luxury home sales in the  
Austin-Round Rock MSA

**↑ 12.6%**

Year-over-year increase  
in luxury sales volume

**\$1.5B**

Sales dollar volume of  
luxury home sales  
(\$1,585,962,851)

**11.9%**

Percentage of all residential  
sales dollar volume in  
Austin-Round Rock MSA  
(\$13,246,972,456)

### AVERAGE PRICE PER SQUARE FOOT AUSTIN-ROUND ROCK MSA JANUARY – OCTOBER 2018



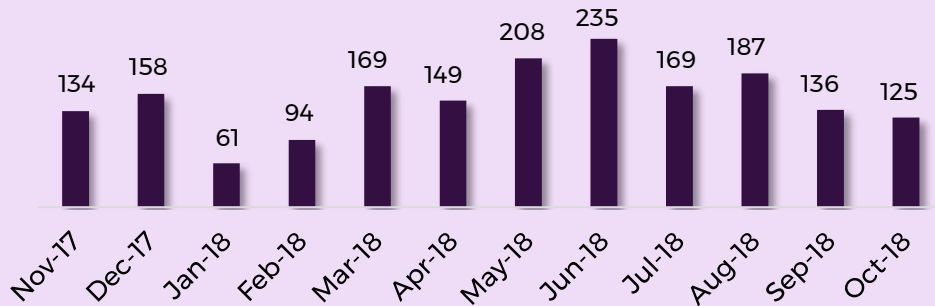
**Luxury Homes**  
**\$431**



**All Residential**  
**\$184**

## DALLAS-FORT WORTH-ARLINGTON MSA

### 12-MONTH COMPARISON: SALES VOLUME DALLAS-FORT WORTH-ARLINGTON MSA



### DALLAS-FORT WORTH-ARLINGTON MSA HOME SALES \$1M+ BY THE NUMBERS



**3,884**

New Listings  
November 2017 -  
October 2018



**10.0**

Months of  
Inventory as of  
October 2018



**2004**

Median Year Built  
January - October  
2018



**83**

Average Days on  
Market January -  
October 2018

### DALLAS-FORT WORTH-ARLINGTON MSA HOME SALES \$1M+ NOVEMBER 2017-OCTOBER 2018

**1,825**

Luxury home sales in the  
Dallas-Fort Worth-  
Arlington MSA

**\$3.0B**

Sales dollar volume of  
luxury home sales  
(\$3,055,744,411)

**↑ 10.3%**

Year-over-year increase  
in luxury sales volume

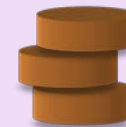
**9.4%**

Percentage of all residential  
sales dollar volume in Dallas-  
Fort Worth-Arlington MSA  
(\$32,478,270,487)

### AVERAGE PRICE PER SQUARE FOOT DALLAS-FORT WORTH-ARLINGTON MSA JANUARY - OCTOBER 2018



**Luxury Homes**  
**\$320**

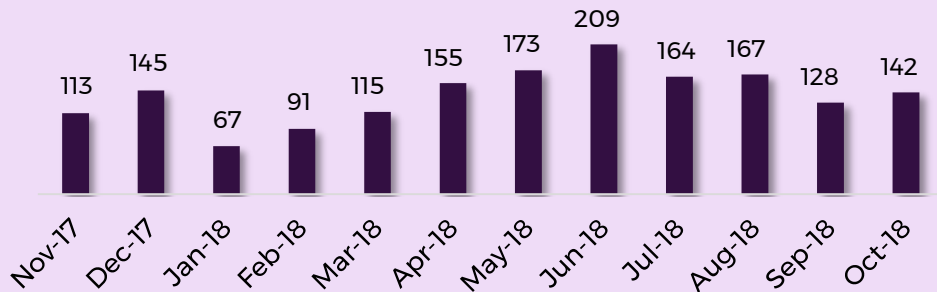


**All Residential**  
**\$136**

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## HOUSTON-THE WOODLANDS-SUGAR LAND MSA

### 12-MONTH COMPARISON: SALES VOLUME HOUSTON-THE WOODLANDS-SUGAR LAND MSA



### HOUSTON-THE WOODLANDS-SUGAR LAND MSA HOME SALES \$1M+ NOVEMBER 2017-OCTOBER 2018

**1,669** **↑ 7.0%**

Luxury home sales in the  
Houston-The Woodlands-  
Sugar Land MSA

**\$2.7B**

Sales dollar volume of  
luxury home sales  
(\$2,711,121,380)

**↑ 7.0%**  
Year-over-year increase  
in luxury sales volume

**10.4%**

Percentage of all residential sales  
dollar volume in Houston-The  
Woodlands-Sugar Land MSA  
(\$25,858,687,819)

### HOUSTON-THE WOODLANDS-SUGAR LAND MSA HOME SALES \$1M+ BY THE NUMBERS



**4,461**

New Listings  
November 2017 -  
October 2018



**11.8**

Months of  
Inventory as of  
October 2018



**2004**

Median Year Built  
January - October  
2018



**76**

Average Days on  
Market January -  
October 2018

### AVERAGE PRICE PER SQUARE FOOT HOUSTON-THE WOODLANDS-SUGAR LAND MSA JANUARY - OCTOBER 2018



**Luxury Homes**

**\$346**



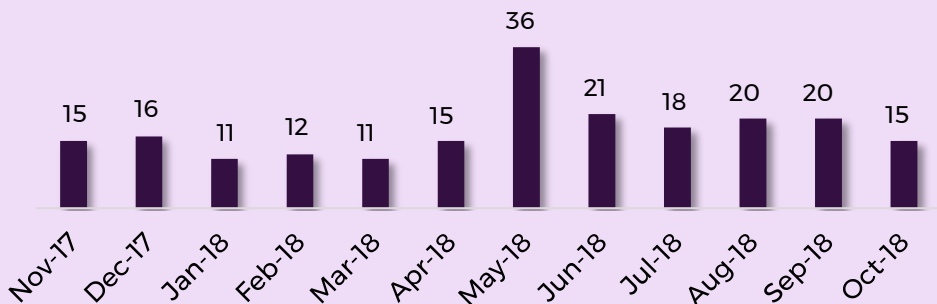
**All Residential**

**\$123**

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## SAN ANTONIO-NEW BRAUNFELS MSA

### 12-MONTH COMPARISON: SALES VOLUME SAN ANTONIO-NEW BRAUNFELS MSA



### SAN ANTONIO-NEW BRAUNFELS MSA HOME SALES \$1M+

NOVEMBER 2017-OCTOBER 2018

**210**

Luxury home sales in the San Antonio-New Braunfels MSA

**\$290 M**

Sales dollar volume of luxury home sales (\$290,750,275)

**↑ 24.3%**

Year-over-year increase in luxury sales volume

**3.3%**

Percentage of all residential sales dollar volume in San Antonio-New Braunfels MSA (\$8,613,282,313)

### SAN ANTONIO-NEW BRAUNFELS MSA HOME SALES \$1M+ BY THE NUMBERS



**560**

New Listings November 2017 - October 2018



**20.3**

Months of Inventory as of October 2018



**2005**

Median Year Built January - October 2018



**153**

Average Days on Market January - October 2018

### AVERAGE PRICE PER SQUARE FOOT

SAN ANTONIO-NEW BRAUNFELS MSA  
JANUARY - OCTOBER 2018



**Luxury Homes**  
**\$277**



**All Residential**  
**\$119**