



Housing Report for San Antonio-New Braunfels

Spotlight on April 2019

Economic News

April MSA jobs increased from 1,056,400 to 1,075,300, according to the latest figures published by the Texas Workforce Commission. This marks a 1.79% year-over-year (YoY) increase compared with April 2018, a net increase of 18,900 new jobs. Over the past five years, the job growth rate has increased at an average annual rate of 2.50%.

In addition, the unemployment rate for April decreased to 2.60% from 3.10% in 2018.

Housing Update

Sales volume for single-unit residential housing increased 5.44% YoY from 2,906 to 3,064 transactions. Year-to-date sales reached a total of 10,164 closed listings. Dollar volume rose from \$740.51 million to \$817.46 million.

The average sales price rose 4.7% YoY from \$254,820 to \$266,796, while the average price per square foot subsequently rose from \$118.53 to \$125.35. Median price rose 4.35% YoY from \$218,500 to \$228,000, while the median price per square foot also rose from \$112.97 to \$119.65.

Months inventory for single-unit residential housing rose from 3.2 to 3.6 months supply, and days to sell rose from 92 to 96.

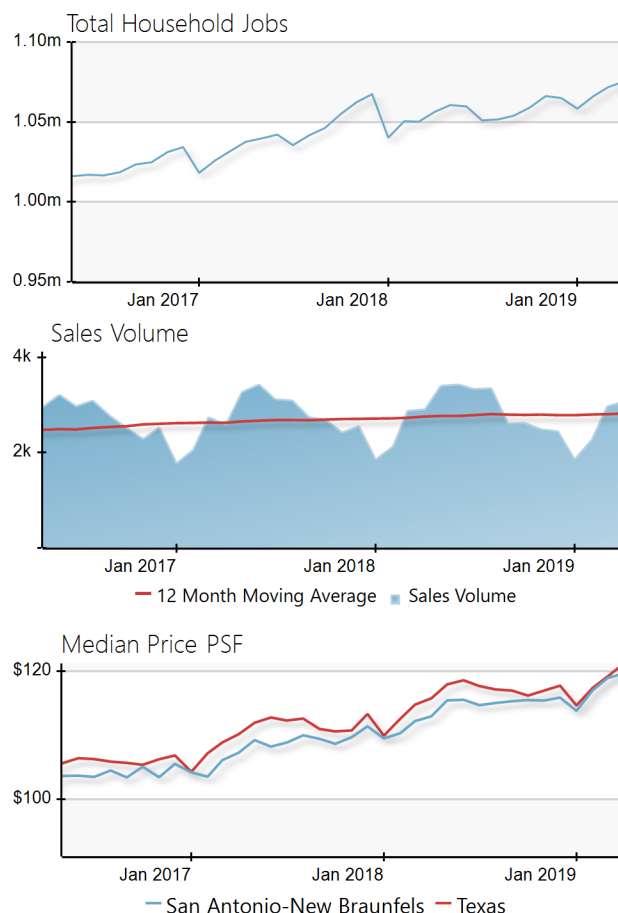


Table 1: Month Activity

	2019				2018	
	April	YoY %	YTD	YoY %	April	YoY %
Sales	3,064	5.44%	10,164	3.99%	2,906	12.29%
Dollar Volume	\$817,463,283	10.39%	\$2,645,563,622	8.56%	\$740,507,622	15.92%
Median Close Price	\$228,000	4.35%	\$223,683	4.04%	\$218,500	4.05%
New Listings	4,618	9.43%	16,429	10.62%	4,220	6.43%
Active Listings	10,239	16.96%	9,678	14.72%	8,754	-1.24%
Months Inventory	3.6	14.38%	3.6	14.38%	3.2	-5.93%
Days to Sell*	96	4.35%	100	2.04%	92	-4.17%
Average Price PSF	\$125.35	5.75%	\$123.27	6.13%	\$118.53	5.89%
Median Price PSF	\$119.65	5.91%	\$117.63	5.42%	\$112.97	5.27%
Median Square Feet	1,984	-1.83%	1,952	-2.50%	2,021	0.25%
Close to Original List Price	96.42%	-0.33%	95.94%	-0.26%	96.74%	0.13%

* Days to Sell = Days on Market + Days to Close

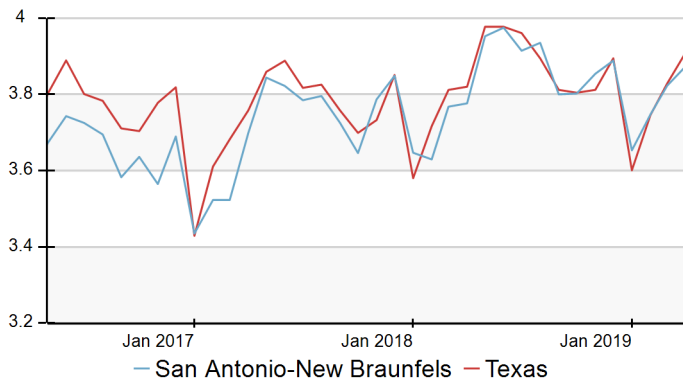
About the data used in this report

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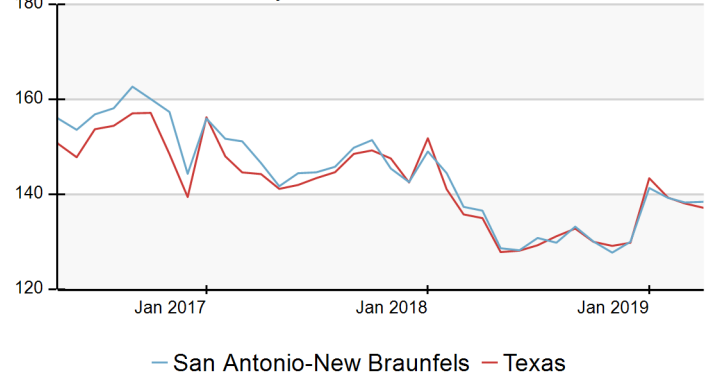




Close Price to Median Income Ratio



Home Affordability Index



Price Cohort Analysis: Closed Sales versus Months Inventory

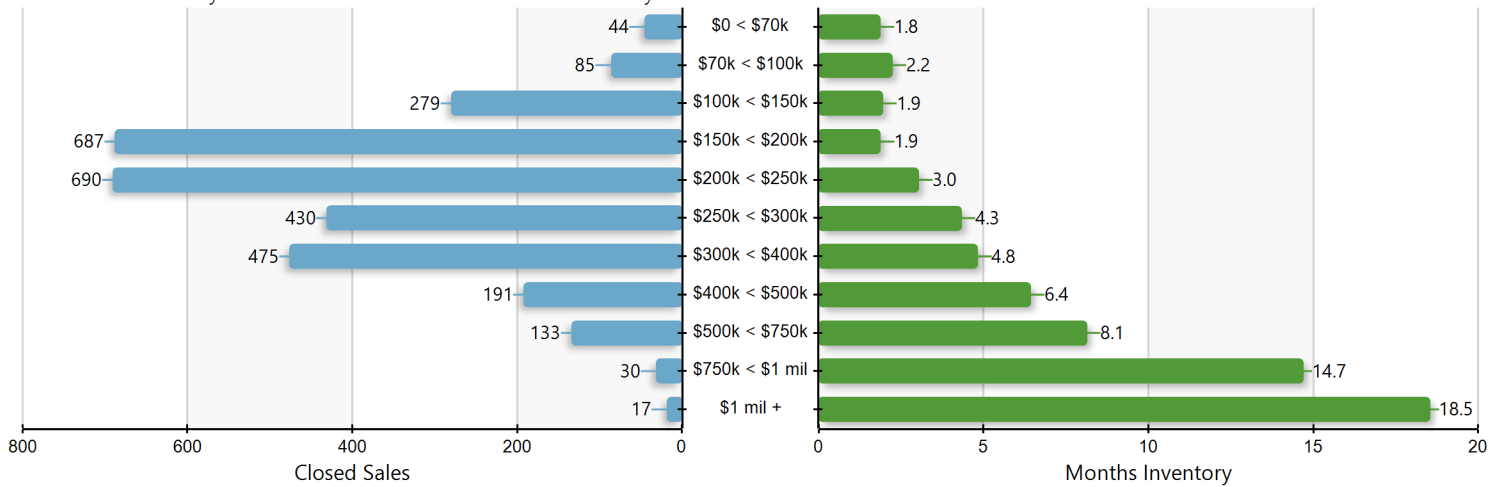


Table 2: Price Cohort Analysis

Price Cohort	Closed Sales	YoY %	% Total Sales	Median Close Price	YoY %	Median Close Price PSF	YoY %	Active Listings	Months Inventory	Median Square Feet	Median Year Built
\$0 < \$70k	44	-24.14%	1.44%	\$53,250	-4.14%	\$52.03	-5.28%	93	1.9	966	1951
\$70k < \$100k	85	-18.27%	2.78%	\$88,000	3.53%	\$82.47	5.11%	205	2.2	1,076	1967
\$100k < \$150k	279	-15.45%	9.11%	\$131,900	1.54%	\$104.60	2.23%	579	1.9	1,240	1979
\$150k < \$200k	687	-4.32%	22.44%	\$177,000	1.14%	\$113.66	5.58%	1,191	1.9	1,564	1998
\$200k < \$250k	690	21.05%	22.54%	\$222,000	0.64%	\$114.11	4.33%	1,807	3.0	1,943	2007
\$250k < \$300k	430	14.97%	14.05%	\$274,472	1.53%	\$120.77	5.85%	1,675	4.4	2,273	2011
\$300k < \$400k	475	12.03%	15.52%	\$341,599	1.97%	\$132.49	4.02%	2,003	4.9	2,582	2011
\$400k < \$500k	191	19.38%	6.24%	\$440,000	1.02%	\$146.84	2.96%	1,109	6.5	3,010	2011
\$500k < \$750k	133	3.10%	4.34%	\$591,000	4.60%	\$170.84	3.57%	883	8.2	3,476	2004
\$750k < \$1 mil	30	36.36%	0.98%	\$850,261	6.95%	\$206.78	2.01%	345	14.8	4,240	2006
\$1 mil +	17	0.00%	0.56%	\$1,351,250	12.60%	\$261.95	-8.37%	349	18.6	5,080	2005

*** Not displayed when fewer than 5 sales

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Single-Family Homes

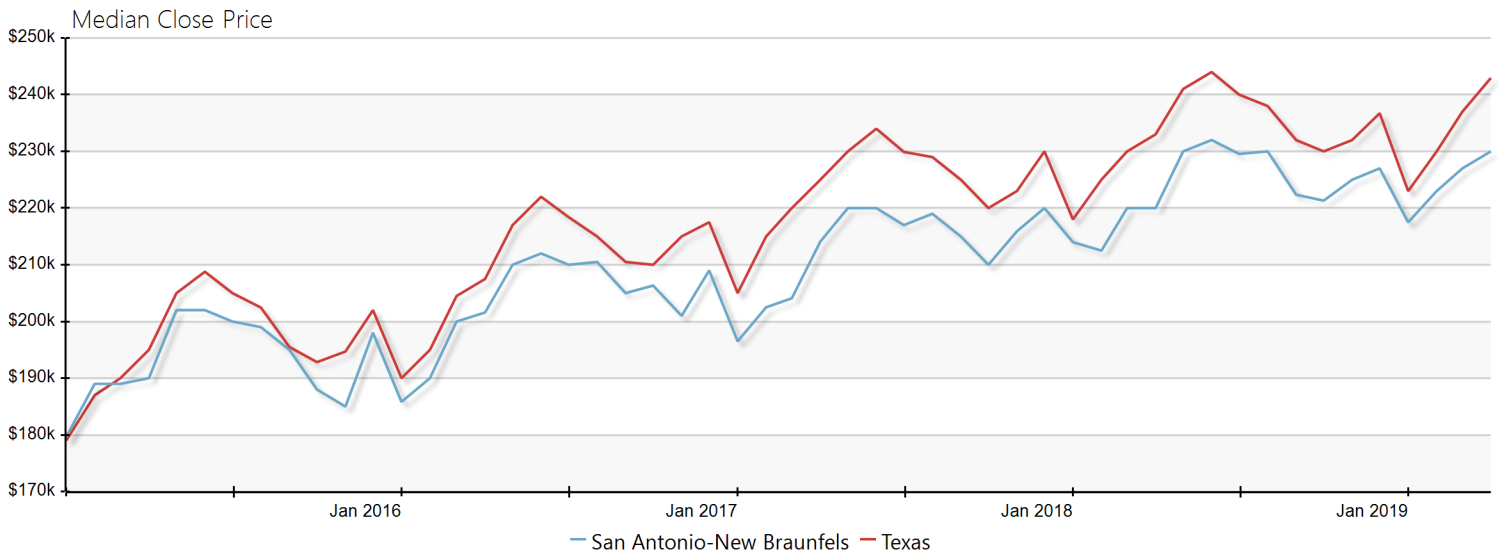
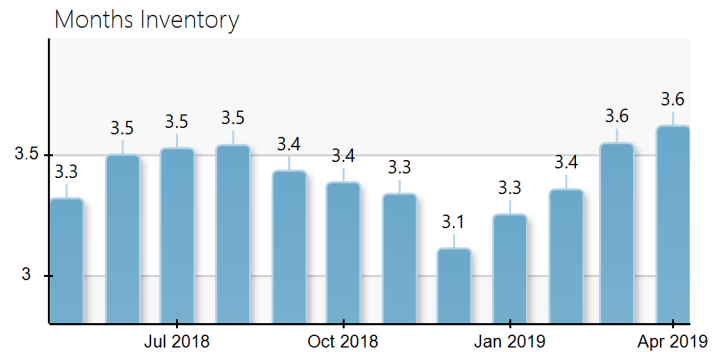
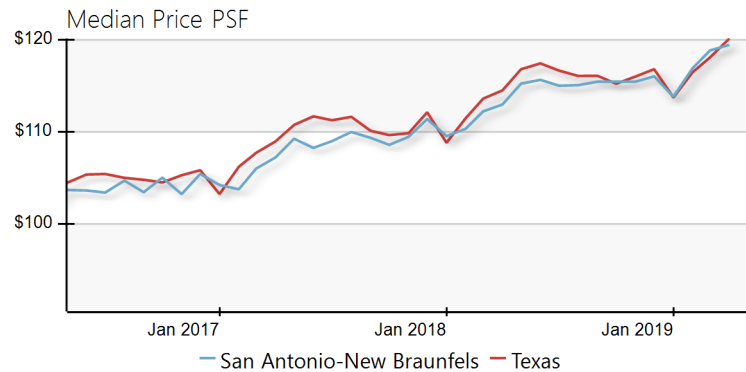
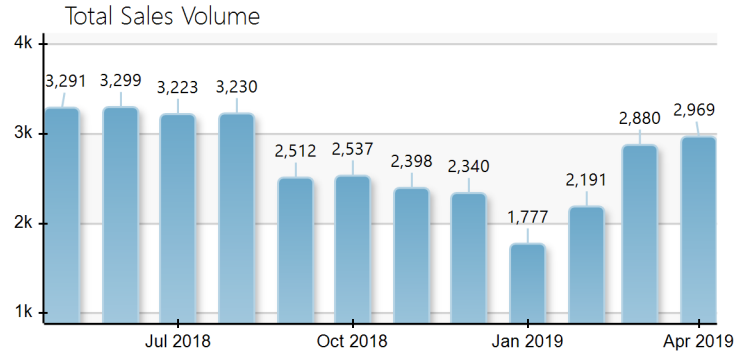
Sales volume for single-family homes increased 5.58% YoY from 2,812 to 2,969 transactions. Year-to-date sales reached a total of 9,817 closed listings. Dollar volume rose from \$723.15 million to \$800.58 million.

The average sales price rose 4.85% YoY from \$257,165 to \$269,647, while the average price per square foot subsequently rose from \$117.91 to \$125.02. Median price rose 4.55% YoY from \$220,000 to \$230,000, while the median price per square foot also rose from \$112.97 to \$119.43.

Months inventory for single-family homes rose from 3.1 to 3.6 months supply, and days to sell rose from 91 to 96.

Table 3: Single-Family Activity

	Apr 2019	YoY %
Sales	2,969	5.58%
Dollar Volume	\$800,580,698	10.71%
Median Close Price	\$230,000	4.55%
New Listings	4,461	9.85%
Active Listings	9,857	18.26%
Months Inventory	3.6	15.32%
Days to Sell	96	5.49%
Average Price PSF	\$125.02	6.03%
Median Price PSF	\$119.43	5.72%
Median Square Feet	2,013	-2.80%
Close to Original List Price	96.44%	-0.36%



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Townhomes

Sales volume for townhomes increased 18.75% YoY from 32 to 38 transactions. Year-to-date sales reached a total of 133 closed listings. Dollar volume rose from \$5.78 million to \$7.82 million.

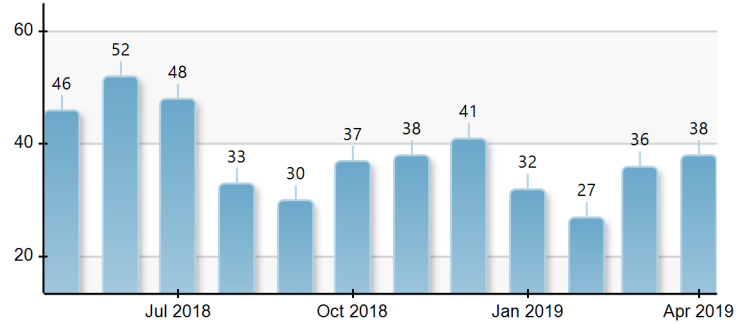
The average sales price rose 13.98% YoY from \$180,506 to \$205,745, while the average price per square foot subsequently rose from \$121.40 to \$138.32. Median price rose 8.39% YoY from \$161,000 to \$174,500, while the median price per square foot also rose from \$109.41 to \$126.83.

Months inventory for townhomes declined from 3.3 to 3.1 months supply, and days to sell declined from 86 to 71.

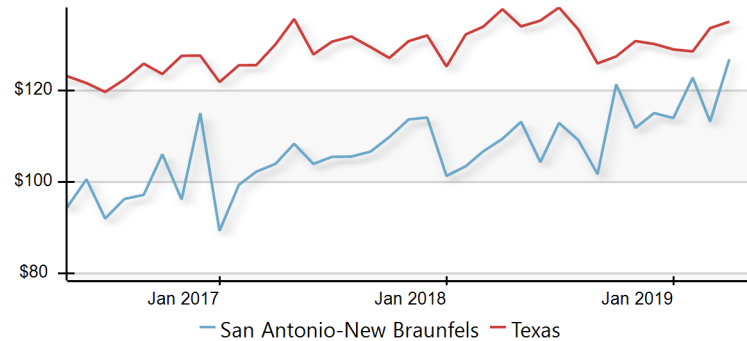
Table 4: Townhouse Activity

	Apr 2019	YoY %
Sales	38	18.75%
Dollar Volume	\$7,818,313	35.35%
Median Close Price	\$174,500	8.39%
New Listings	54	-3.57%
Active Listings	119	-15.60%
Months Inventory	3.1	-4.55%
Days to Sell	71	-17.44%
Average Price PSF	\$138.32	13.93%
Median Price PSF	\$126.83	15.92%
Median Square Feet	1,399	-4.05%
Close to Original List Price	97.29%	1.34%

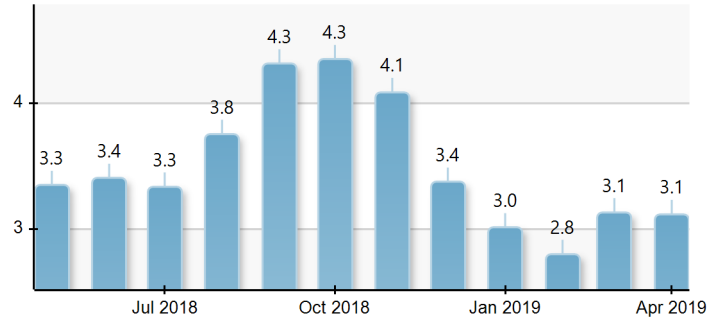
Total Sales Volume



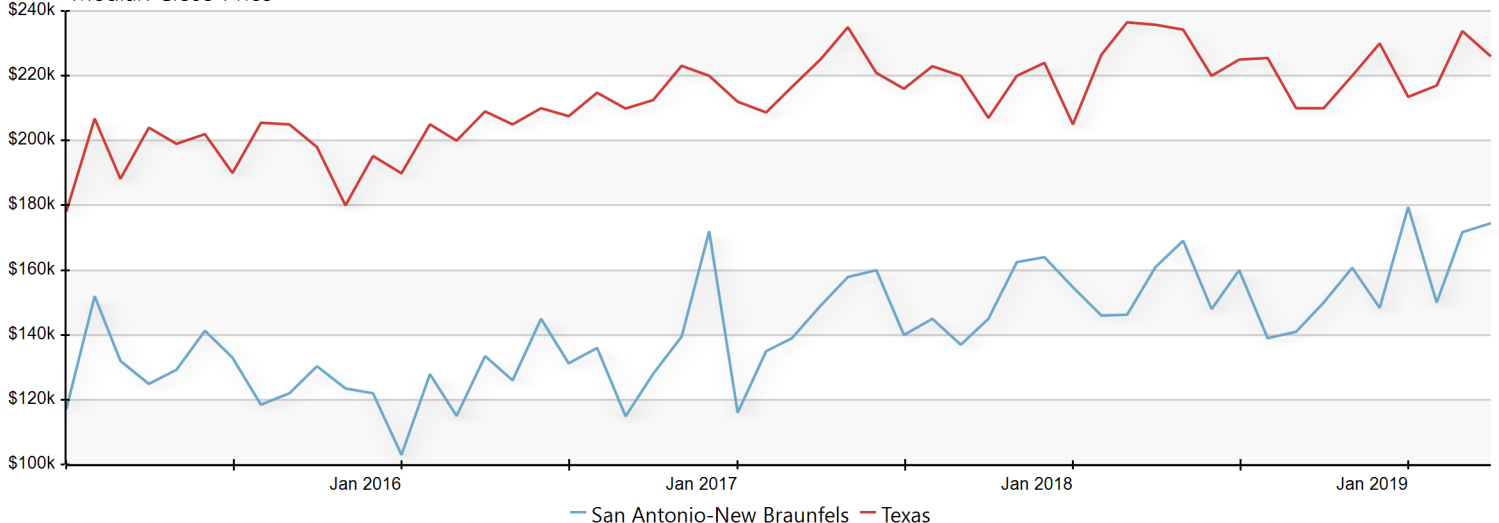
Median Price PSF



Months Inventory



Median Close Price



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Condominiums

Sales volume for condominiums decreased 9.68% YoY from 62 to 56 transactions. Year-to-date sales reached a total of 211 closed listings. Dollar volume dipped from \$11.58 million to \$9.21 million.

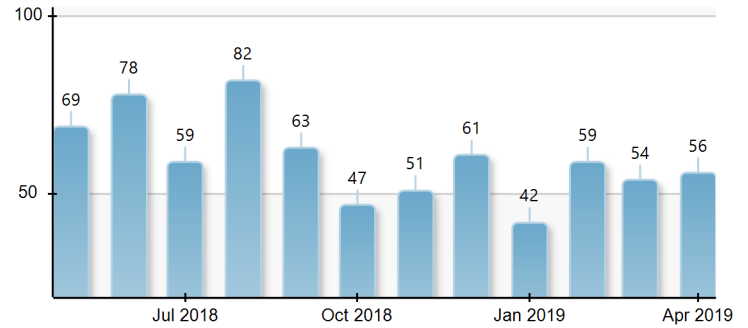
The average sales price dipped 12% YoY from \$186,814 to \$164,397, while the average price per square foot subsequently declined from \$145.29 to \$132.65. Median price rose 1.74% YoY from \$144,000 to \$146,500, while the median price per square foot rose from \$117.70 to \$132.78.

Months inventory for condominiums declined from 4.6 to 4.4 months supply, and days to sell rose from 92 to 104.

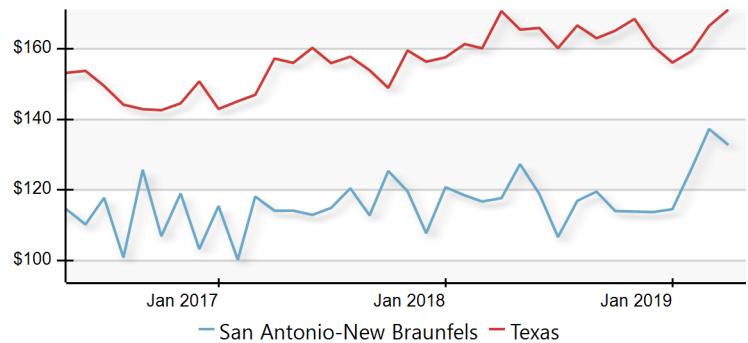
Table 5: Condominium Activity

	Apr 2019	YoY %
Sales	56	-9.68%
Dollar Volume	\$9,206,214	-20.52%
Median Close Price	\$146,500	1.74%
New Listings	103	0.00%
Active Listings	263	-5.40%
Months Inventory	4.4	-4.21%
Days to Sell	104	13.04%
Average Price PSF	\$132.65	-8.70%
Median Price PSF	\$132.78	12.81%
Median Square Feet	1,172	1.30%
Close to Original List Price	94.51%	-0.52%

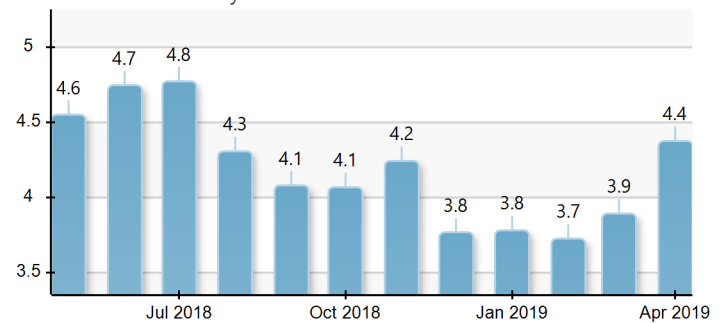
Total Sales Volume



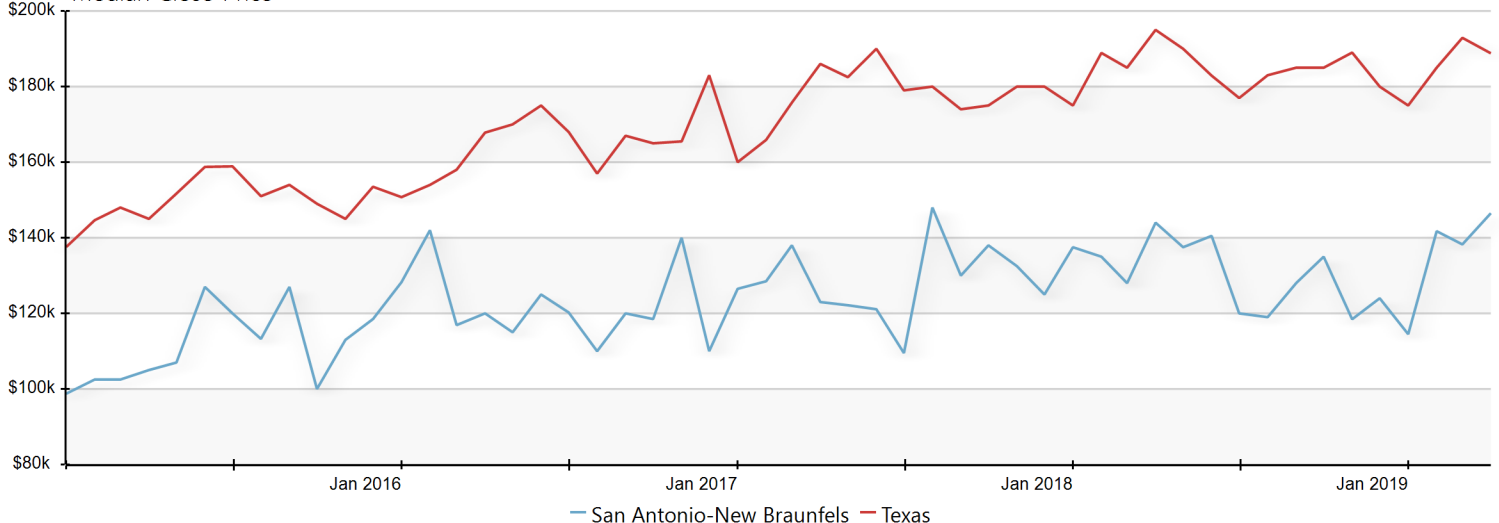
Median Price PSF



Months Inventory



Median Close Price



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