



Housing Report for San Antonio-New Braunfels

Spotlight on January 2022

Economic News

The average monthly job count increased from 1,030,591 in 2020 to 1,071,100 in 2021, according to the latest figures published by the Texas Workforce Commission. This marks a 3.93% year-over-year (YoY) increase compared with 2020, a net increase of 40,509 new jobs.

In addition, the average monthly unemployment rate decreased to 5.31% from 7.30% in 2020.

Housing Update

Sales volume for single-unit residential housing decreased 0.8% YoY from 2,611 to 2,590 transactions. Dollar volume rose from \$778.63 million to \$905.25 million.

The average sales price rose 17.2% YoY from \$298,212 to \$349,518, while the average price per square foot subsequently rose from \$142.23 to \$169.96. Median price rose 17.69% YoY from \$254,900 to \$300,000, while the median price per square foot also rose from \$134.62 to \$162.00.

Months inventory for single-unit residential housing declined from 1.6 to 1.3 months supply, and days to sell declined from 91 to 80.

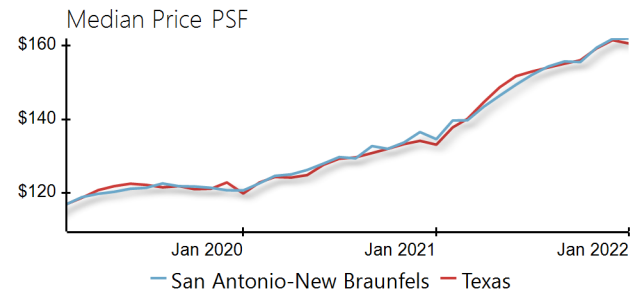
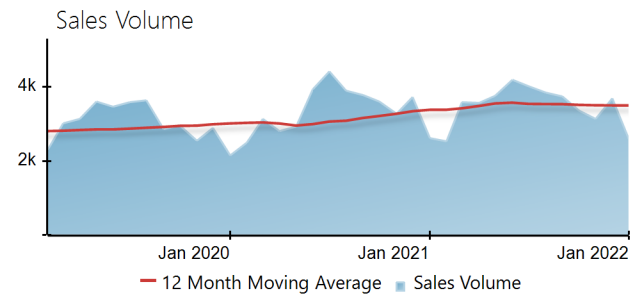
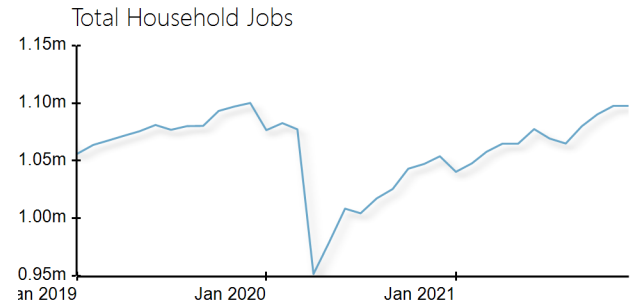


Table 1: Month Activity

	2022				2021	
	January	YoY %	YTD	YoY %	January	YoY %
Sales	2,590	-0.80%	2,590	-0.80%	2,611	21.39%
Dollar Volume	\$905,250,820	16.26%	\$905,250,820	16.26%	\$778,631,335	41.02%
Median Close Price	\$300,000	17.69%	\$300,000	17.69%	\$254,900	13.54%
New Listings	3,259	-5.65%	3,259	-5.65%	3,454	-6.17%
Active Listings	4,522	-17.30%	4,522	-17.30%	5,468	-42.82%
Months Inventory	1.3	-20.08%	1.3	-20.08%	1.6	-49.04%
Days to Sell*	80	-12.09%	80	-12.09%	91	-9.90%
Average Price PSF	\$169.96	19.49%	\$169.96	19.49%	\$142.23	14.05%
Median Price PSF	\$162.00	20.35%	\$162.00	20.35%	\$134.62	11.55%
Median Square Feet	1,903	-4.08%	1,903	-4.08%	1,984	4.37%
Close to Original List Price	98.99%	1.32%	98.99%	1.32%	97.70%	2.29%

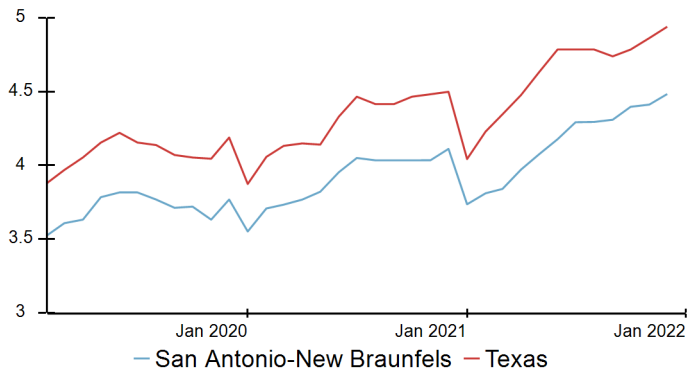
* Days to Sell = Days on Market + Days to Close

About the data used in this report

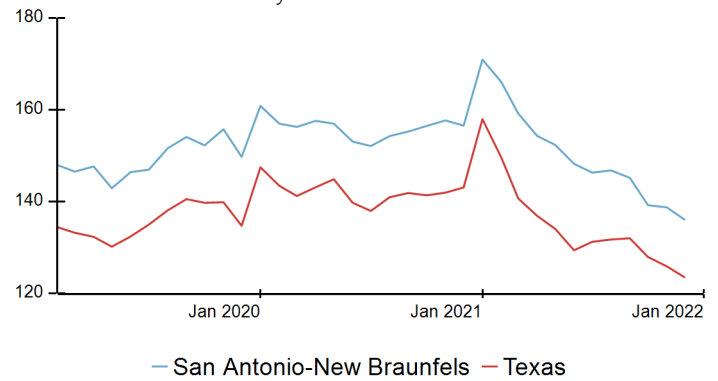
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Close Price to Median Income Ratio



Home Affordability Index



Price Cohort Analysis: Closed Sales versus Months Inventory

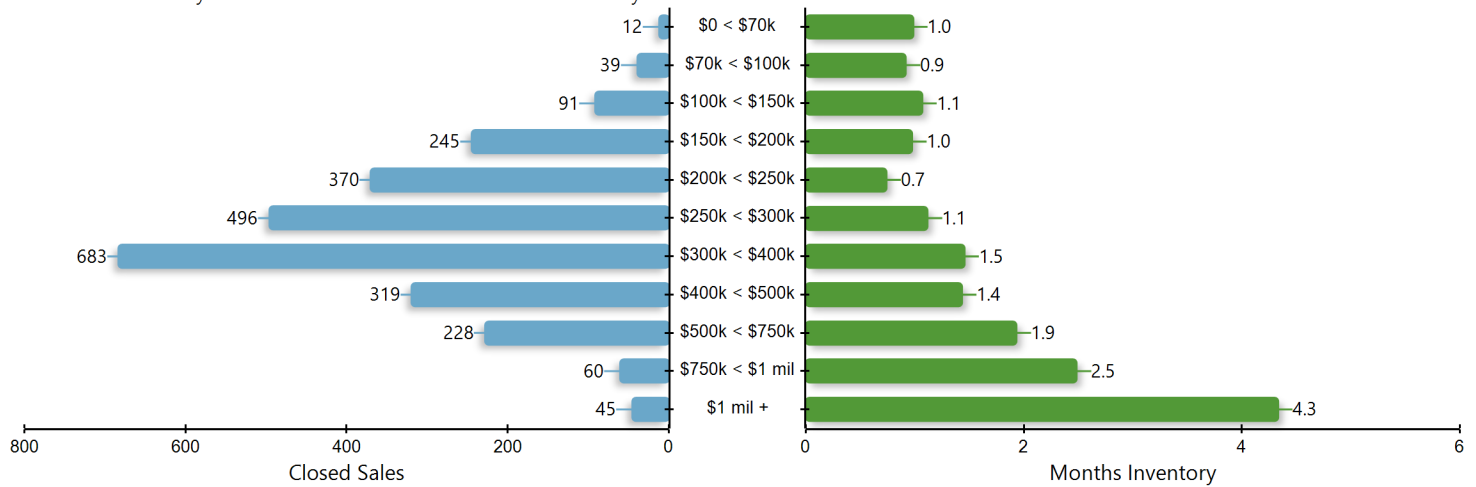


Table 2: Price Cohort Analysis

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	12	0.00%	0.46%	\$65,000	11.11%	\$97.31	35.96%	15	1.0	668	1949
\$70k < \$100k	39	-18.75%	1.51%	\$83,000	-7.26%	\$90.34	14.13%	38	0.9	896	1959
\$100k < \$150k	91	-35.92%	3.52%	\$135,000	3.85%	\$117.65	-0.34%	151	1.1	1,100	1970
\$150k < \$200k	245	-39.36%	9.47%	\$180,000	0.00%	\$148.48	13.83%	340	1.0	1,216	1973
\$200k < \$250k	370	-40.99%	14.30%	\$227,000	0.89%	\$154.92	19.44%	477	0.7	1,444	1990
\$250k < \$300k	496	-3.88%	19.17%	\$273,000	0.37%	\$155.28	28.10%	791	1.1	1,751	2006
\$300k < \$400k	683	58.10%	26.39%	\$336,505	-1.03%	\$158.70	10.36%	1,134	1.5	2,188	2014
\$400k < \$500k	319	53.37%	12.33%	\$437,000	-1.58%	\$178.11	10.86%	531	1.4	2,484	2012
\$500k < \$750k	228	47.10%	8.81%	\$588,000	1.38%	\$211.52	10.98%	617	1.9	2,821	2015
\$750k < \$1 mil	60	42.86%	2.32%	\$850,000	0.41%	\$233.12	10.37%	192	2.5	3,718	2011
\$1 mil +	45	80.00%	1.74%	\$1,290,100	6.18%	\$283.18	-6.17%	236	4.4	4,552	2007

*** Not displayed when fewer than 5 sales

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Single-Family Homes

Sales volume for single-family homes decreased 1.82% YoY from 2,532 to 2,486 transactions. Dollar volume rose from \$762.46 million to \$879.83 million.

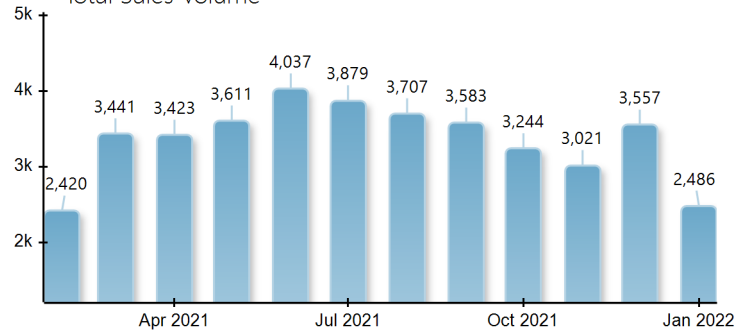
The average sales price rose 17.53% YoY from \$301,128 to \$353,916, while the average price per square foot subsequently rose from \$141.73 to \$169.42. Median price rose 18.07% YoY from \$257,600 to \$304,150, while the median price per square foot also rose from \$134.69 to \$162.40.

Months inventory for single-family homes declined from 1.6 to 1.3 months supply, and days to sell declined from 91 to 79.

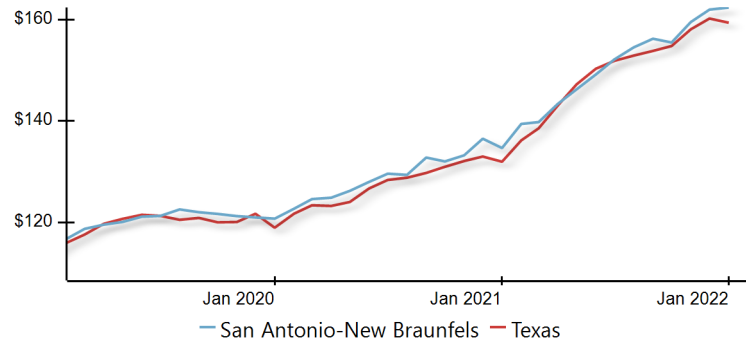
Table 3: Single-Family Activity

	Jan 2022	YoY %
Sales	2,486	-1.82%
Dollar Volume	\$879,834,891	15.39%
Median Close Price	\$304,150	18.07%
New Listings	3,113	-6.46%
Active Listings	4,279	-16.54%
Months Inventory	1.3	-18.66%
Days to Sell	79	-13.19%
Average Price PSF	\$169.42	19.53%
Median Price PSF	\$162.40	20.57%
Median Square Feet	1,928	-4.55%
Close to Original List Price	99.07%	1.32%

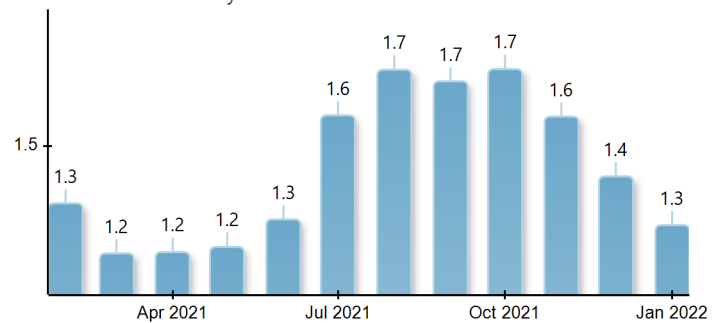
Total Sales Volume



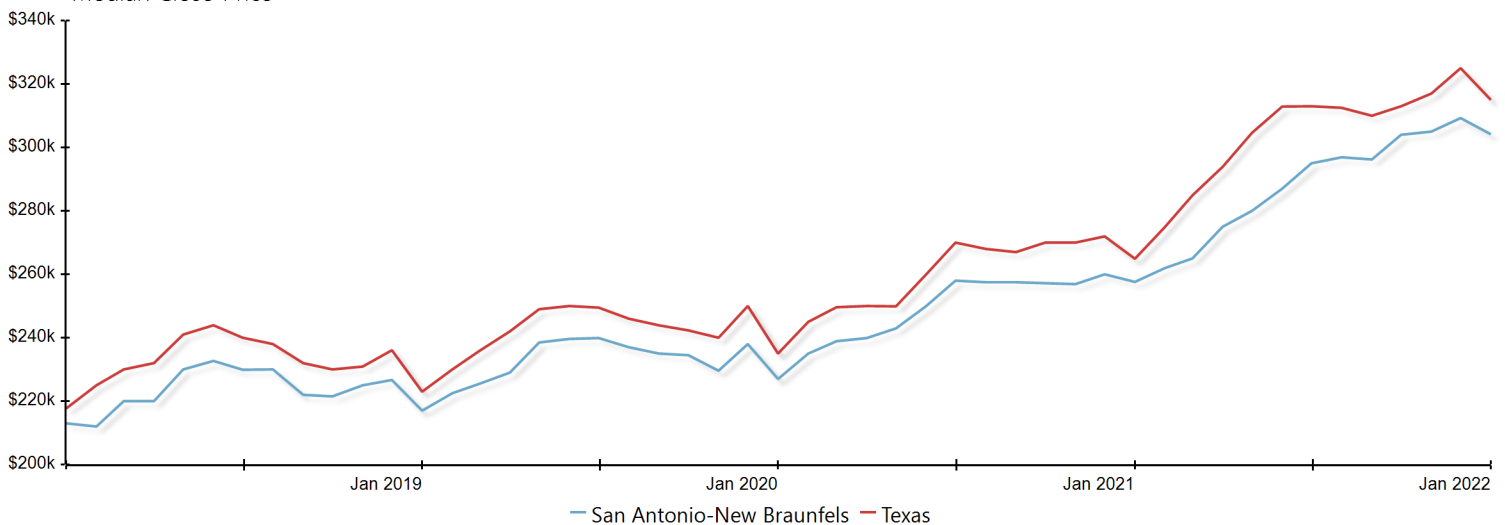
Median Price PSF



Months Inventory



Median Close Price



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Townhomes

Sales volume for townhomes increased 31.43% YoY from 35 to 46 transactions. Dollar volume rose from \$6.47 million to \$11.71 million.

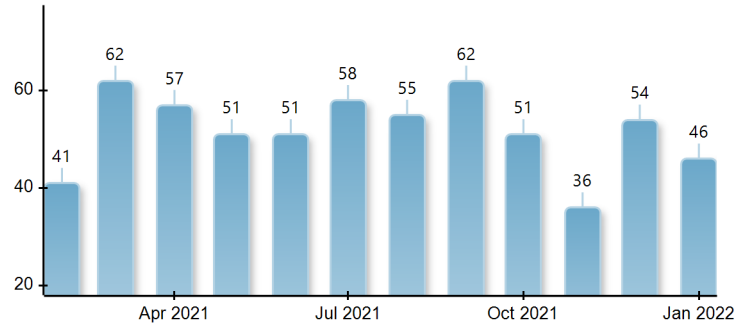
The average sales price rose 37.65% YoY from \$184,940 to \$254,566, while the average price per square foot subsequently rose from \$134.65 to \$165.08. Median price rose 30.72% YoY from \$159,500 to \$208,500, while the median price per square foot also rose from \$131.26 to \$149.28.

Months inventory for townhomes declined from 3.0 to 1.6 months supply, and days to sell rose from 84 to 86.

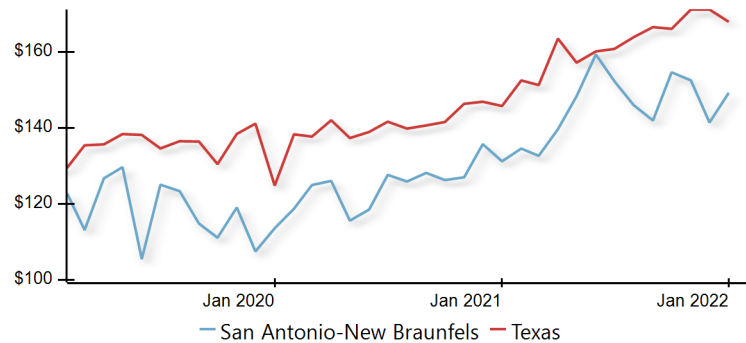
Table 4: Townhouse Activity

	Jan 2022	YoY %
Sales	46	31.43%
Dollar Volume	\$11,710,039	80.91%
Median Close Price	\$208,500	30.72%
New Listings	64	30.61%
Active Listings	82	-31.67%
Months Inventory	1.6	-46.89%
Days to Sell	86	2.38%
Average Price PSF	\$165.08	22.59%
Median Price PSF	\$149.28	13.73%
Median Square Feet	1,479	16.73%
Close to Original List Price	97.94%	1.37%

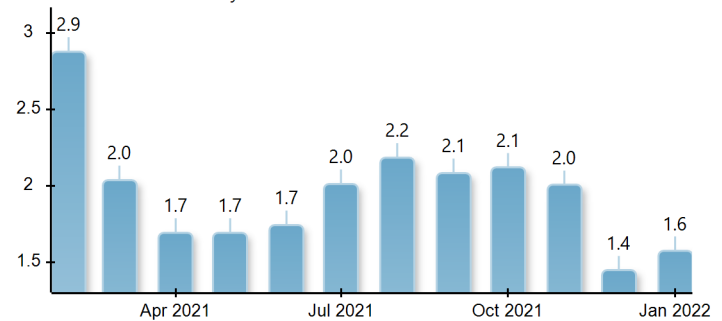
Total Sales Volume



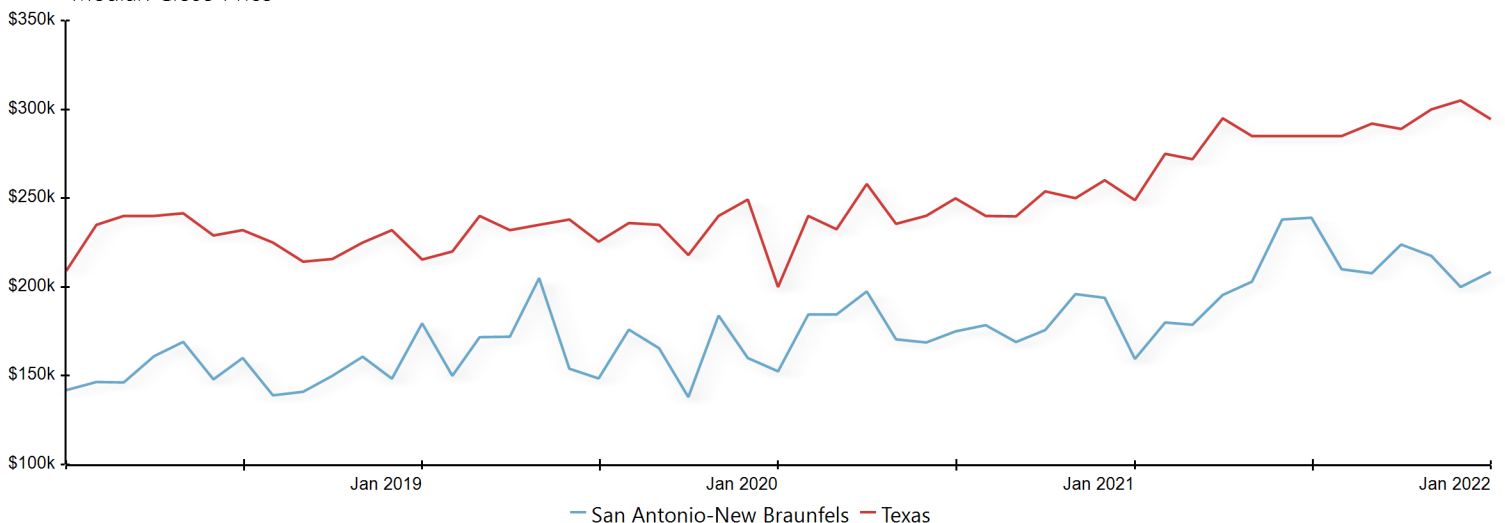
Median Price PSF



Months Inventory



Median Close Price



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Condominiums

Sales volume for condominiums increased 25% YoY from 44 to 55 transactions. Dollar volume rose from \$9.7 million to \$12.9 million.

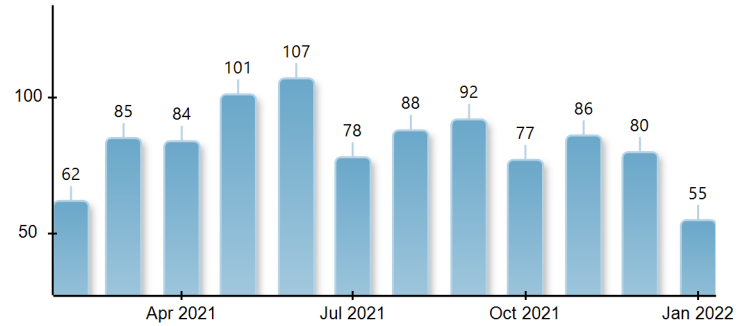
The average sales price rose 6.39% YoY from \$220,499 to \$234,588, while the average price per square foot subsequently rose from \$176.84 to \$197.87. Median price rose 29.03% YoY from \$139,500 to \$180,000, while the median price per square foot also rose from \$129.84 to \$162.79.

Months inventory for condominiums declined from 3.5 to 1.9 months supply, and days to sell declined from 127 to 109.

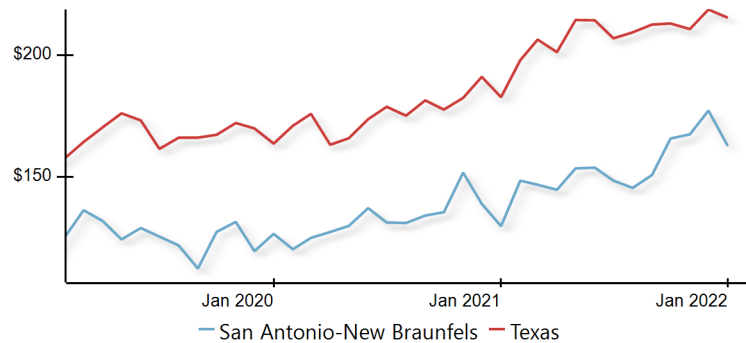
Table 5: Condominium Activity

	Jan 2022	YoY %
Sales	55	25.00%
Dollar Volume	\$12,902,358	32.99%
Median Close Price	\$180,000	29.03%
New Listings	82	6.49%
Active Listings	161	-27.15%
Months Inventory	1.9	-44.87%
Days to Sell	109	-14.17%
Average Price PSF	\$197.87	11.89%
Median Price PSF	\$162.79	25.38%
Median Square Feet	1,050	-4.55%
Close to Original List Price	96.59%	2.80%

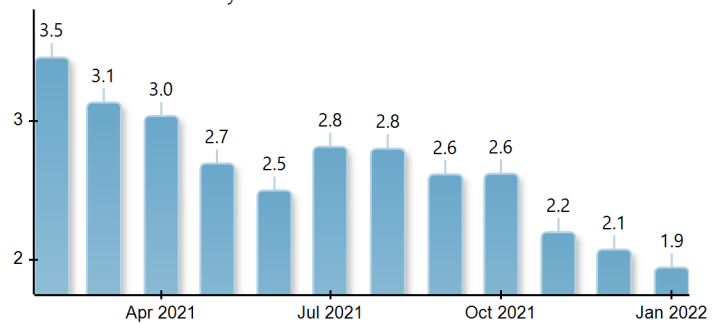
Total Sales Volume



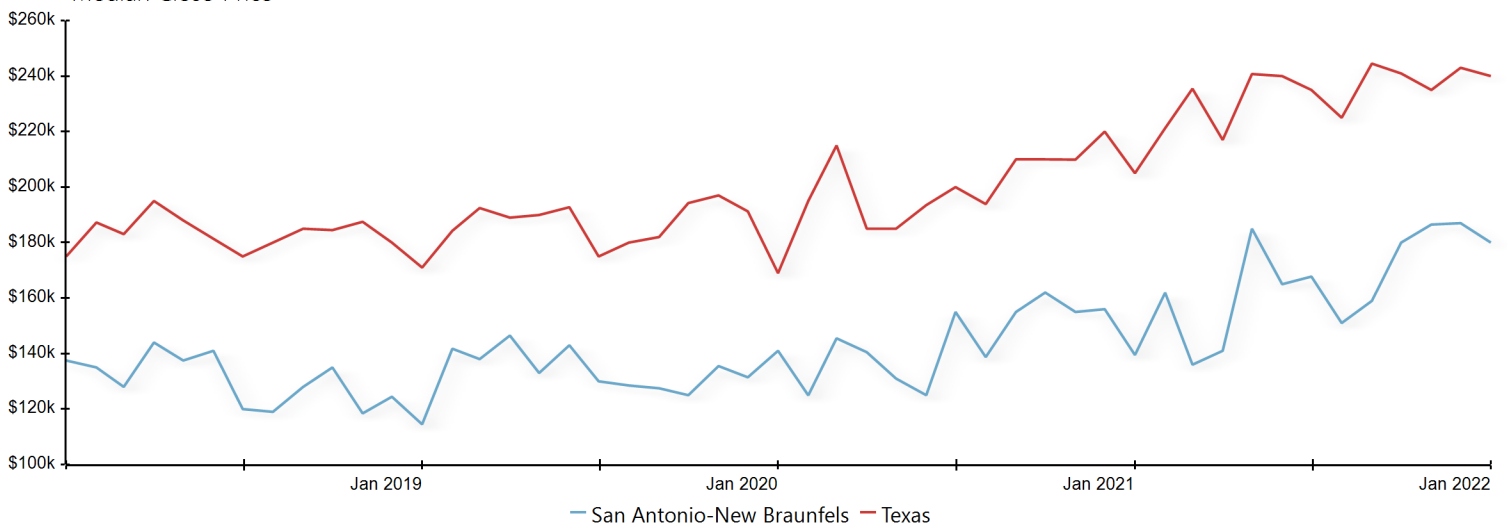
Median Price PSF



Months Inventory



Median Close Price



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