

## **Texas Luxury Home Sales Report**

**2014 Edition**

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### **About the Texas Luxury Home Sales Report**

The Texas Luxury Home Sales Report is based on data from The Real Estate Center at Texas A&M University and analyzes sales data of homes priced at \$1 million and higher from January through October 2013 for Austin, Dallas-Fort Worth, Houston and San Antonio. The Texas Association of Realtors distributes insights about the Texas housing market each month, including quarterly market statistics, trends among homebuyers and sellers, condominium and townhome sales, international trends, and more. To view these reports, visit [TexasRealEstate.com](http://TexasRealEstate.com).

### **About the Texas Association of Realtors**

With 90,000 members, the Texas Association of Realtors is a professional membership organization that represents all aspects of real estate in Texas. We advocate on behalf of Texas Realtors and private-property owners to keep homeownership affordable, protect private-property rights, and promote public policies that benefit homeowners. Visit [TexasRealEstate.com](http://TexasRealEstate.com) to learn more.



## Executive Summary

The 2014 Texas Luxury Home Sales Report showed that luxury home sales are one of the fastest growing segments within the Texas housing market, with double-digit growth among Texas' four major markets from January – October 2013.

Based on data from The Real Estate Center at Texas A&M University, the Texas Luxury Home Sales report analyzes 2013 year-to-date sales data of homes one million dollars and higher in Austin, Dallas-Fort Worth, Houston and San Antonio through October 2013.

In Austin, 439 luxury homes were sold between January and October 2013. Luxury home sales made up 1.9 percent of the total housing market, but were the fastest-growing price class by far with a 55 percent increase from the same period in 2012. This is more than double the 20 percent year-over-year increase of the Austin housing market as a whole. As of October 2013, there were 453 active luxury home listings, 8.2 percent of all active listings on the market. The estimated number of days to sell a luxury home was 157 days, 77 percent longer than the average 36 days to sell a home in Austin.

In Houston, 1,060 luxury homes were sold between January and October 2013. Luxury home sales made up 1.7 percent of the total housing market, but were the second fastest-growing price class with a 46 percent increase from the same period in 2012. This is more than double the 19 percent year-over-year increase of the Houston housing market as a whole. As of October 2013, there were 756 active luxury home listings, 4.1 percent of all active listings on the market. The housing inventory for a luxury home was 7.4 months, 4.3 additional months than that of the Houston housing market at large.

In the Dallas-Fort Worth area, 809 luxury homes were sold between January and October 2013. Luxury home sales made up 1.1 percent of the total housing market and experienced a 22 percent increase in sales compared to the same period in 2012. This is slightly higher than the 19 percent year-over-year increase of the Dallas-Fort Worth housing market as a whole. As of October 2013, there were 922 active luxury home listings, 4.1 percent of all active listings on the market. The

## Executive Summary, Continued

housing inventory for a luxury home was 11.4 months, 8.4 additional months than that of the Dallas-Fort Worth housing market at large.

In San Antonio, 86 luxury homes were sold between January and October 2013. Luxury home sales made up 0.1 percent of the total housing market and experienced an 18 percent increase in sales compared to the same period in 2012. This is equal to the 18 percent year-over-year increase of the San Antonio housing market as a whole. As of October 2013, there were 259 active luxury home listings, three percent of all active listings on the market. The estimated number of days to sell a luxury home was 550, which is 88 percent longer than the average 67 days to sell a home in San Antonio.

## Austin

Luxury home sales statistics, January through October 2013:

- **439** – Total luxury homes sold, 55 percent more than January – October 2012 and the fastest-growing price class in the Austin housing market.
- **1.9%** – Luxury homes made up 1.9 percent of the total housing market (439 out of 23,472 homes sold).

★ **439**

Total number of Austin luxury homes sold from January to October 2013.

▲ **55 Percent**

This is a 55 percent increase in luxury home sales from the same time period in 2012.

GROWTH OF AUSTIN LUXURY HOMES  
VS. AUSTIN HOUSING MARKET  
JANUARY - OCTOBER 2013



Housing Market Growth: 20%

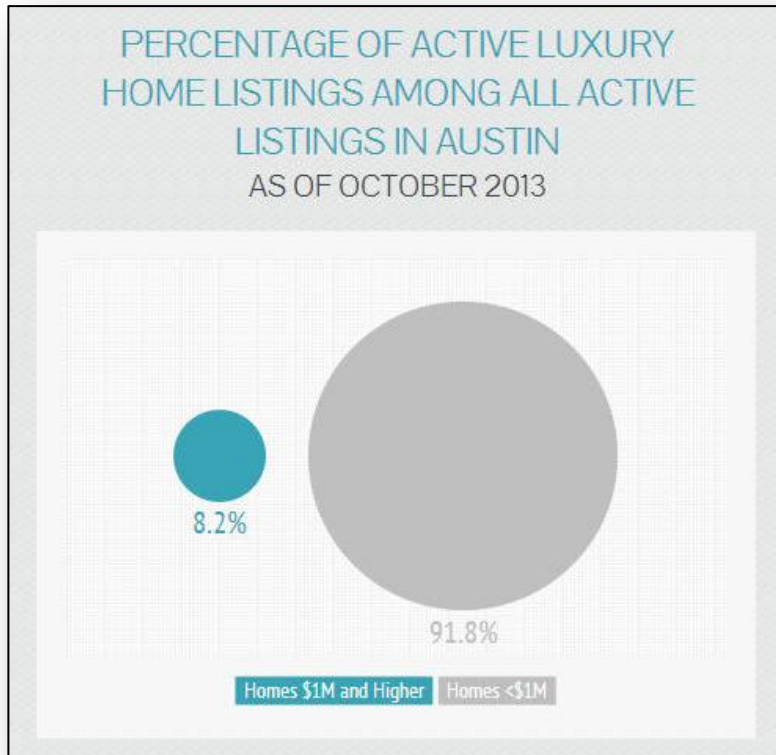


Luxury Home Sales Growth: 55%

● **1.9 Percent**

Luxury home sales are 1.9 percent of the Austin housing market.

## Austin



### Luxury Home Sales Statistics, January through October 2013:

- **453** – Total number of active luxury home listings as of October 2013.
- **8.2%** – Luxury homes made up 8.2 percent of all active listings on the market in October 2013 (453 out of 5,540 Austin homes).
- **157** – Estimated number of days to sell a luxury home in Austin.
- **77%** – The additional percentage of time it takes to sell a luxury home compared to the average home in Austin.

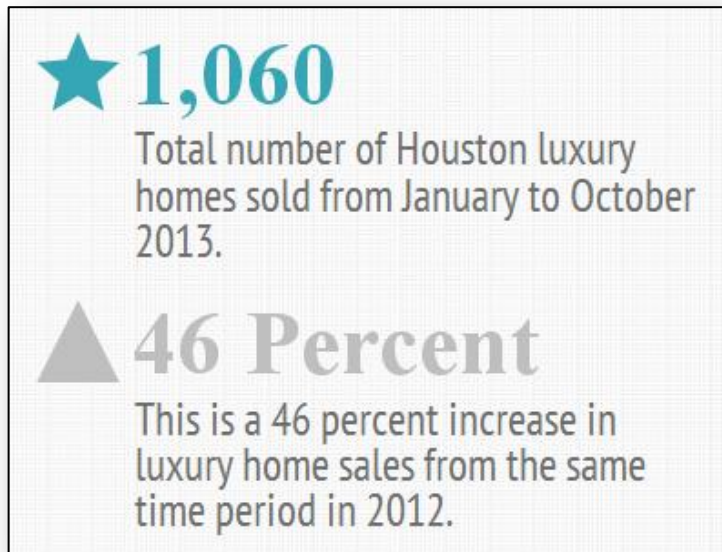
★ **157 days**  
Estimated number of days to sell a luxury home in Austin.

● **36 days**  
Estimated number of days to sell the average home in Austin.

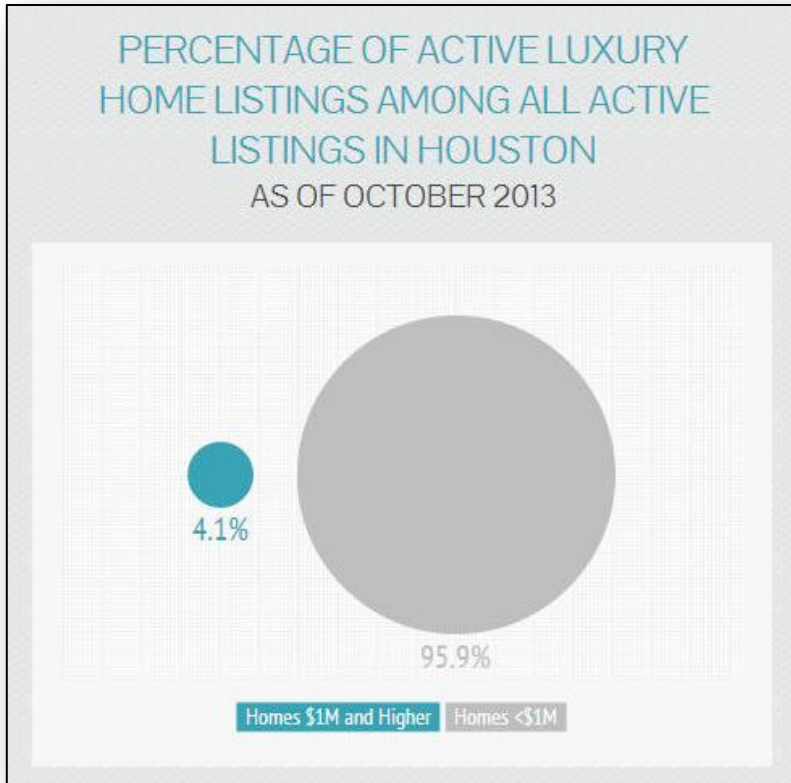
## Houston

### Luxury home sales statistics, January through October 2013:

- **1,060** – Total luxury homes sold, 46 percent more than January – October 2012 and the second-fastest growing price class in the Houston housing market.
- **1.7%** – Luxury homes made up 1.7 percent of the total housing market (1,060 out of 62,534 homes sold).



## Houston



### Luxury Home Sales Statistics, January through October 2013:

- **756** – Total number of active luxury home listings as of October 2013.
- **4.1%** – Luxury homes made up 4.1 percent of all active listings on the market in October 2013 (756 out of 18,560 Houston homes).
- **7.4 months** – Estimated housing inventory for a luxury home in Houston.
- **4.3 months** – The additional months of housing inventory compared to the Houston housing market at large.

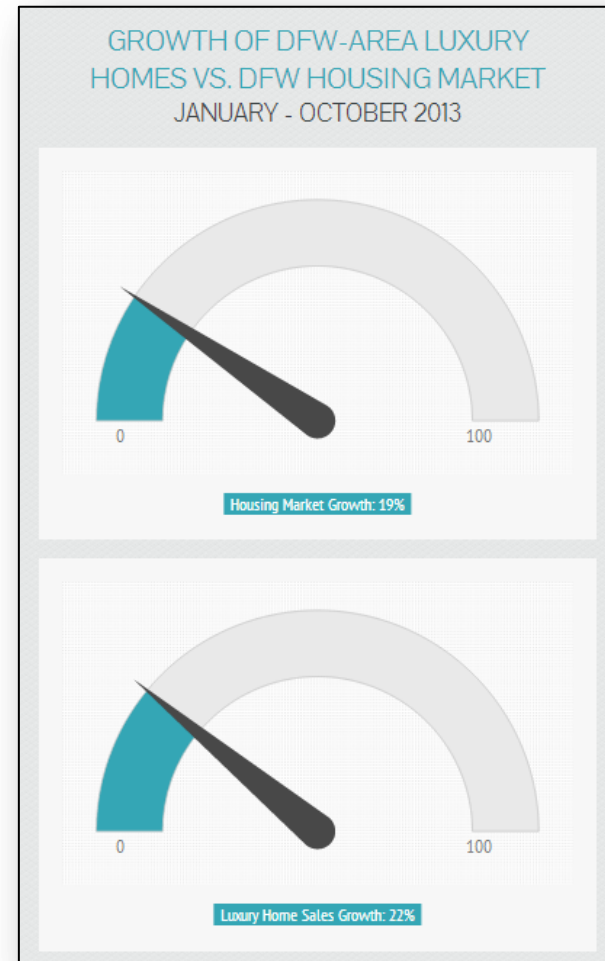
★ **7.4 months**  
Months housing inventory for luxury homes in Houston.

● **3.1 months**  
Months housing inventory for the Houston housing market.

## Dallas-Fort Worth

Luxury home sales statistics, January through October 2013:

- **809** – Total luxury homes sold, 22 percent more than January – October 2012.
- **1.1%** – Luxury homes made up 1.1 percent of the total housing market (809 out of 76,324 homes sold).





## Dallas-Fort Worth



### Luxury Home Sales Statistics, January through October 2013:

- **922** – Total number of active luxury home listings as of October 2013.
- **4.1%** – Luxury homes made up 4.1 percent of all active listings on the market in October 2013 (922 out of 22,656 Dallas-Fort Worth homes).
- **11.4 months** – Estimated housing inventory for a luxury home in Dallas-Fort Worth.
- **8.4 months** – The additional months of housing inventory compared to the Dallas-Fort Worth housing market at large.

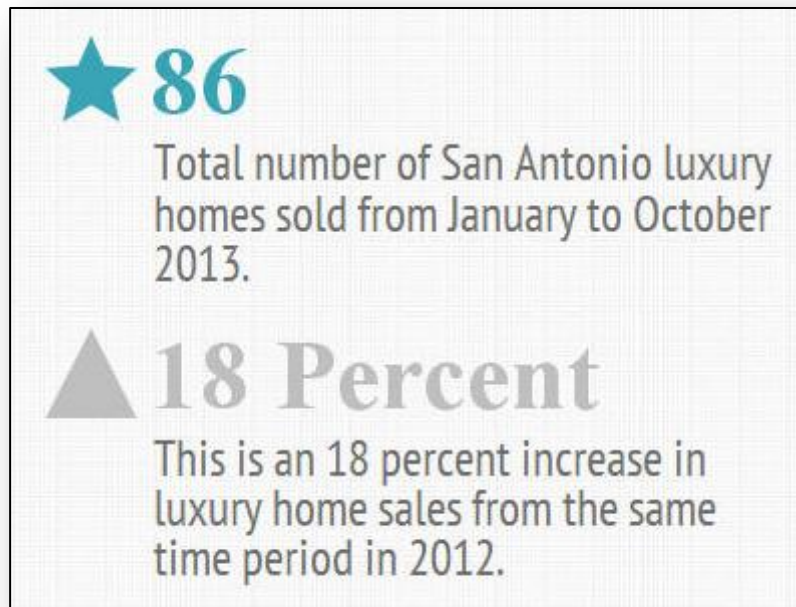
★ **11.4 months**  
Months housing inventory for luxury homes in Dallas-Fort Worth.

● **3 months**  
Months housing inventory for the Dallas-Fort Worth housing market.

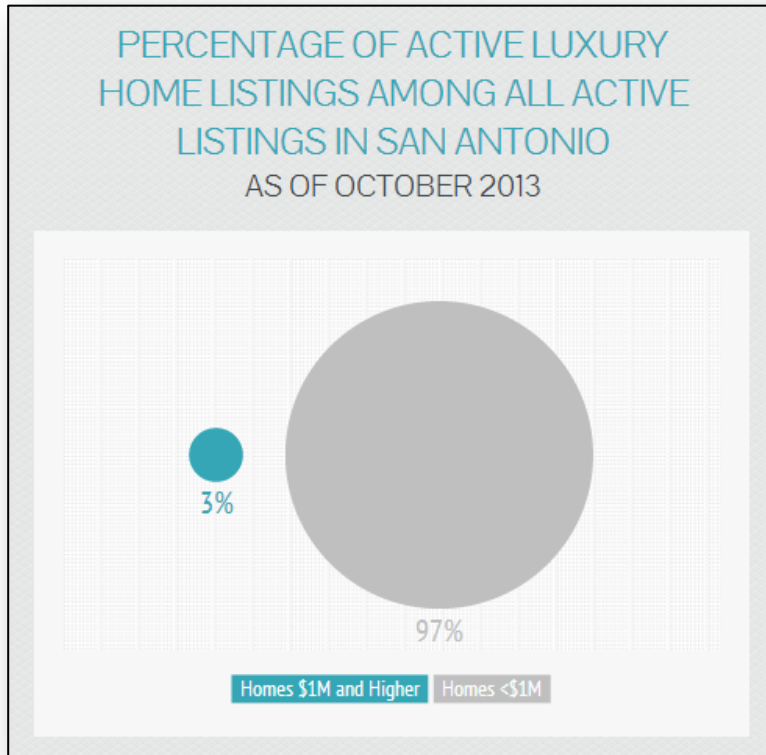
## San Antonio

Luxury home sales statistics, January through October 2013:

- **86** – Total luxury homes sold, 18 percent more than January – October 2012.
- **0.1%** – Luxury homes made up 0.1 percent of the total housing market (86 out of 23,079 homes sold).



## San Antonio



### Luxury Home Sales Statistics, January through October 2013:

- **259** – Total number of active luxury home listings as of October 2013.
- **3%** – Luxury homes made up three percent of all active listings on the market in October 2013 (259 out of 8,515 San Antonio homes).
- **550** – Estimated number of days to sell a luxury home in San Antonio.
- **88%** – The additional percentage of time it takes to sell a luxury home compared to the average home in San Antonio.

★ **550 days**  
Estimated number of days to sell a luxury home in San Antonio.

● **67 days**  
Estimated number of days to sell the average home in San Antonio.