

BALANCING MARKET REMAINS STRONG DESPITE LOW INVENTORY

- Sales are lower than in 2021, but when compared to a normal year (2019), they're still up
- Prices are steadily increasing as inventory remains historically low
- Interest rates have risen to 6.75% and we don't expect them to drop anytime soon
- Those with low interest rates are staying put so there are fewer homes available
- **Sellers:** Less inventory than in normal times, so still a great time to sell
- **Buyers:** It's a better time to buy as the market continues to balance

Houston Association of REALTORS Year-to-Date as of August 2022

Property Type	Closed Listings*		Dollar Volume	% Change		Average Price	% Change		Median Price	% Change
	Year Ago	Year Ago		Year Ago	Year Ago					
All (New and Existing)										
Single Family	68,483	-4%	\$28,531,088,812	7%	\$416,616	11%	\$340,000	14%		
Townhouse/Condominium	5,801	-2%	\$1,514,238,727	8%	\$261,031	10%	\$222,500	12%		
Multifamily	610	35%	\$282,592,708	56%	\$463,267	16%	\$368,180	13%		
Country Homes	2,373	-9%	\$1,504,493,108	14%	\$634,005	25%	\$366,667	23%		
High Rise	643	-13%	\$313,385,814	-8%	\$487,381	6%	\$310,000	9%		
Lots	7,144	2%	\$1,068,330,936	7%	\$149,542	5%	\$84,000	16%		
Rentals - Single Family	26,381	18%	\$57,916,934	27%	\$2,195	8%	\$2,000	11%		
Rentals - TH/Condo	4,871	-3%	\$9,141,717	5%	\$1,877	9%	\$1,700	10%		
Rentals - Multifamily	2,343	-11%	\$3,007,259	-3%	\$1,284	8%	\$1,200	9%		
Rentals - High Rise	666	-24%	\$1,669,662	-6%	\$2,507	24%	\$1,965	19%		

MLS Summary Report August 2022

Houston Association of REALTORS Year-to-Date as of August 2019

Property Type	Closed Listings*		Dollar Volume	% Change		Average Price	% Change		Median Price	% Change
	Year Ago	Year Ago		Year Ago	Year Ago					
All (New and Existing)										
Single Family	58,128	3%	\$17,893,184,113	6%	\$307,824	3%	\$245,000	3%		
Townhouse/Condominium	4,466	-4%	\$923,731,751	-6%	\$206,836	-2%	\$167,500	0%		
Multifamily	305	2%	\$97,836,513	-4%	\$320,775	-6%	\$240,000	-8%		
Country Homes	1,554	8%	\$632,401,946	8%	\$406,951	0%	\$249,000	-2%		
High Rise	492	4%	\$199,094,611	5%	\$404,664	1%	\$280,000	-3%		
Lots	4,282	1%	\$475,369,022	3%	\$111,016	1%	\$50,000	0%		
Rentals - Single Family	26,683	13%	\$49,069,503	13%	\$1,839	0%	\$1,650	0%		
Rentals - TH/Condo	5,350	11%	\$8,561,366	12%	\$1,600	1%	\$1,400	0%		
Rentals - Multifamily	2,027	19%	\$2,274,558	21%	\$1,122	2%	\$1,015	2%		
Rentals - High Rise	780	10%	\$1,608,392	17%	\$2,062	6%	\$1,700	3%		

MLS Summary Report August 2019

As we enter the fall selling season, our market continues to balance. While headlines may be focused on how single-family home sales are down compared to the unprecedented sales numbers of 2021, it's important to recognize that sales are still up significantly when compared to a normal year (2019). Impressively, this is happening even with much lower inventory levels: 29,740 (August 2019) vs. 22,096 (August 2022).

It's a better time to buy than it has been in recent years as there are fewer bidding wars and you're less likely to have to pay over list price. Sellers are more realistic now too, so buyers have a better ability to negotiate repairs and are dealing with more sensible close dates and leaseback terms. Although sellers need to have a more realistic approach to pricing their home, conditions, and repairs, it's still a great time to sell as there's less inventory than in normal times. Rising interest rates have scared off some potential buyers, although they should remember to "date the rate, and marry the house." Since we expect home prices to continue to rise too, you won't gain anything by waiting for interest rates to drop. It's better to buy the home you want now and refinance your interest rate later.

“Date the rate,
and marry
the house.”