



M. Stagers Realty Partners
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LOOKING AHEAD AT WHAT'S TO COME

New Development Possible In The Pearl

Nearly 15 acres of land next to the iconic Pearl is on the market. It's located one mile from Downtown San Antonio, 2.5 miles from Alamo Heights, and just a few blocks from the Riverwalk — making it an ideal location for developers and investors. The land has a ton of potential and could be used to continue the success of the mixed-use development of the Pearl.

San Antonio's continued growth has made commercial developments and mixed-use developments a driving force for the city. The need to embrace work-life-play communities and grow business opportunities has spiked since the pandemic and is likely to continue.

Similar to the rest of Texas' big cities, San Antonio is attracting new residents for the variety of amenities, lower cost of living, and the number of career opportunities. That population growth even has the possibility to push San

Antonio past that of Philadelphia to make San Antonio the sixth-largest city in the nation.

The 14.7 acres of land currently on the market near the Pearl has the opportunity to draw more people to the area and add more value to the popular district. There has been a lot of interest in the property, and it will be a development to keep your eye on, as it's likely to shape how the Downtown area continues to develop.

Have Questions About the Latest Real Estate News? Call Now!

Whether you're curious about the commercial developments in your neighborhood or you're interested in buying or selling your home, I'm here to help. Call me today for your strategic marketing consultation. We will cover your goals and outline a strategic approach that fits your needs and your timeline.

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JANUARY 2021 MARKET UPDATE AND NEWSLETTER



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January 2021 Market Report

GREETINGS,

As your real estate guide, I'm here to give you a brief snapshot of what's going on in the San Antonio market today. The first month of the year brought some exciting news and growth from what we saw this time last year.

Inventory remains low, but the demand for homes remains high.

In January 2021, San Antonio had 1.5 months of inventory, meaning that if no new homes entered the market, we would be out of homes to sell in 45 days. The demand for homes continues to be high, and buyers are hungry to find the perfect home. This is a stark contrast to the slower start we normally see at the beginning of each year. That consistent and quick rise in home sales shows that we could see a bright year for real estate. With all of the amenities that San Antonio has to offer, the low interest rates, and the variety of home styles, Bexar County continues to be a place where buyers want to live and put down roots. This need for homes makes it the perfect time to sell!

The number of homes sold increased by over 20% from January 2020.

San Antonio and its surrounding communities began January 2021 with a 22% increase in home sales compared to January 2020. There were 2,559 homes sold in January 2021 compared to 2,091 home sales in 2020 and 1,788 home sales in 2019. That's an impressive increase in sales over two years. There were also 3,286 new listings and 3,141 pending listings in January 2021.

Median sales prices are climbing.

With the low inventory levels continuing throughout San Antonio and the state, well-maintained homes are selling above listing price.

In fact, the median sales price has climbed to \$259,200 for the month of January, up 14% from 2020. The median listing price of homes was \$227,900 just last year and \$210,700 in January 2019.

Bexar County is leading home sales compared to other Texas counties.

The San Antonio market is not slowing down, and it's one of the leading markets when compared to other Texas cities. Bexar County had a 23.1% increase in home sales in January 2020, while Travis County home sales increased 17.8% and Dallas County home sales increased 11.2%.

As a homeowner, what does this mean for you?

If you're thinking about selling in the next 12 months, now is the time to start preparing for the market.

You've worked hard for what you've earned, and you're right to want the best experience. With ROI-based property updates, highly targeted pre-listing marketing, and a systematized approach, you can rest easy knowing you're in good hands. We will provide a consultation on how to prepare your home to maximize that demand.

If you are thinking about selling your home in the next 12 months, call me today for your strategic marketing consultation at 210-274-8753.

We will cover your goals and my unique approach to getting you the highest possible price in the fewest days on the market.

To your success!

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SAN ANTONIO AREA MARKET HIGHLIGHTS

Single-Family Home Market Stats	January 2021 vs. 2020	Analysis
Median Sale Price	↑ Up 14%	The San Antonio Area median sales price for single-family homes was \$259,200, up a whopping 14% since 2020.
Days on Market	↓ Down 19 Days	Days on market are exceptionally low, at 46 for the month of January. High demand and low supply are continuing to play a major role in that small number of days on the market, especially when compared to 2020's statistic at 65.
Price per Square Foot	↑ Up 12%	As San Antonio and the surrounding area continue to develop, the higher the premium for space — now at \$143 per square foot for the year, up 12% from what we saw this time last year.

JANUARY 2021 MARKET STATISTICS - TEXAS

