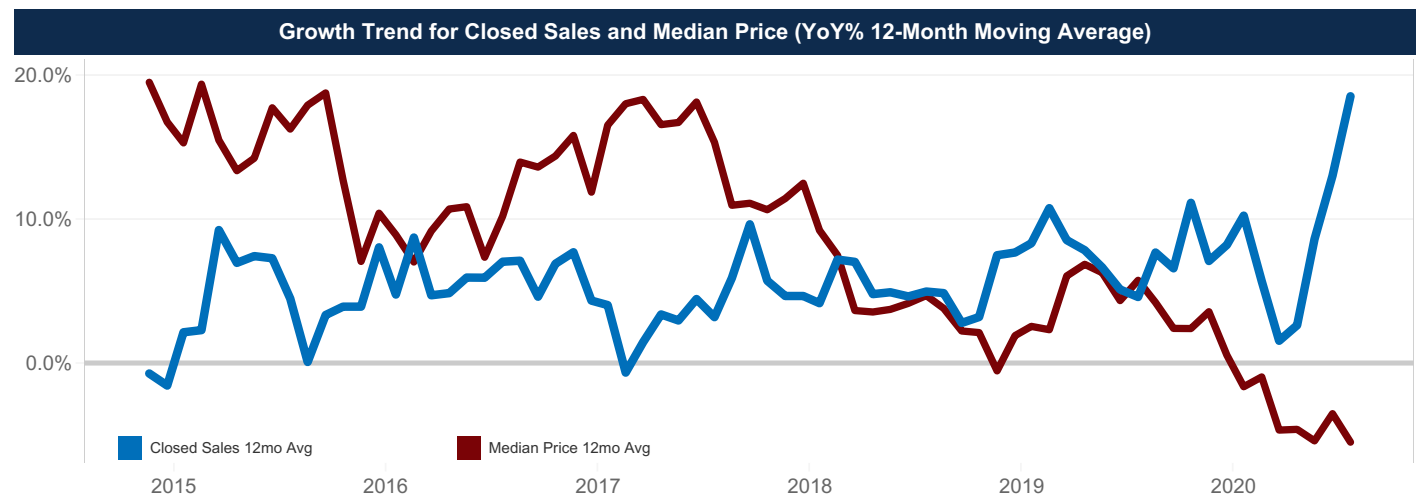
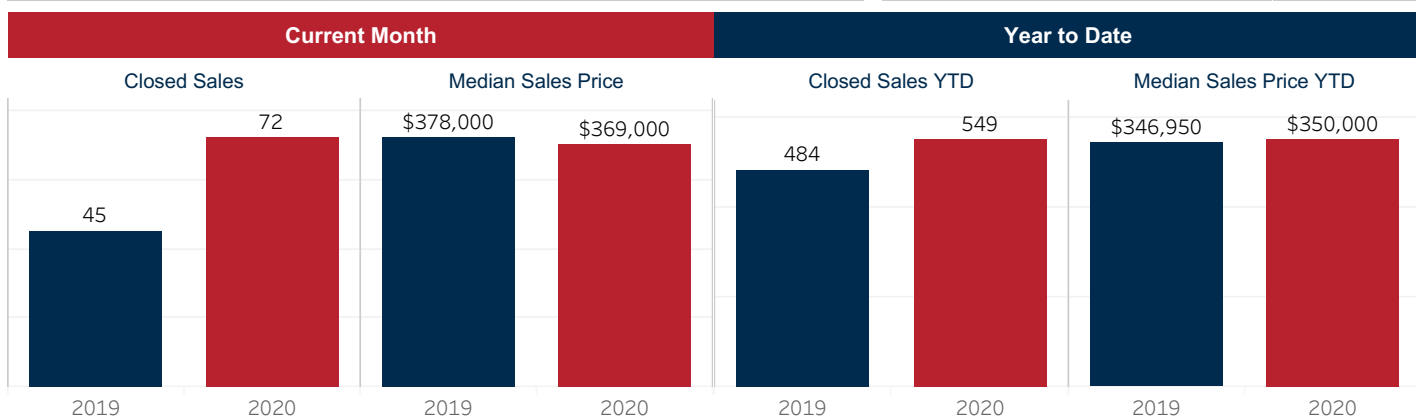


# September 2020 Market Snapshot

## Central Hill Country



	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	45	72	▲ 60.0%	484	549	▲ 13.4%	484	549	▲ 13.4%
Median Sales Price	\$378,000	\$369,000	▼ -2.4%	\$346,950	\$350,000	▲ 0.9%	\$346,950	\$350,000	▲ 0.9%
Average Sales Price	\$412,286	\$517,280	▲ 25.5%	\$417,013	\$452,318	▲ 8.5%	\$417,013	\$452,318	▲ 8.5%
Ratio to Original List Price	92.3%	95.0%	▲ 2.9%	92.7%	93.3%	▲ 0.7%	92.7%	93.3%	▲ 0.7%
Days On Market	94	91	▼ -3.2%	117	119	▲ 1.7%	117	119	▲ 1.7%
New Listings	95	100	▲ 5.3%	776	776	▲ 0.0%	776	776	▲ 0.0%
Under Contract	70	132	▲ 88.6%	68	87	▲ 27.9%	68	87	▲ 27.9%
Active Listing Count	355	243	▼ -31.6%	326	292	▼ -10.4%	326	292	▼ -10.4%
Months Inventory	7.1	4.2	▼ -40.9%	7.1	4.2	▼ -40.9%	7.1	4.2	▼ -40.9%



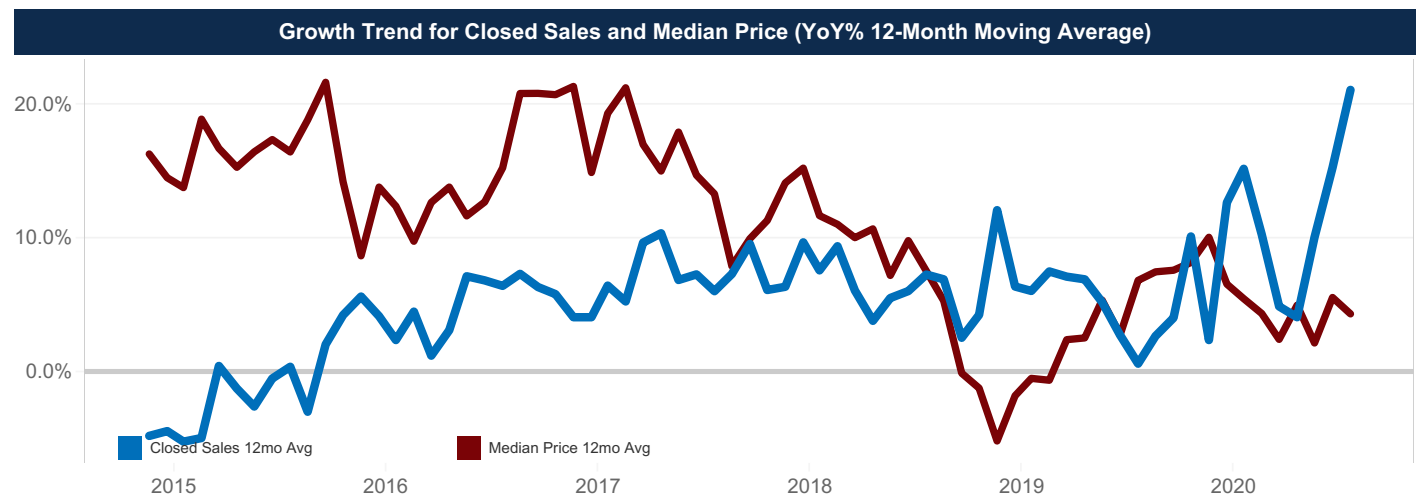
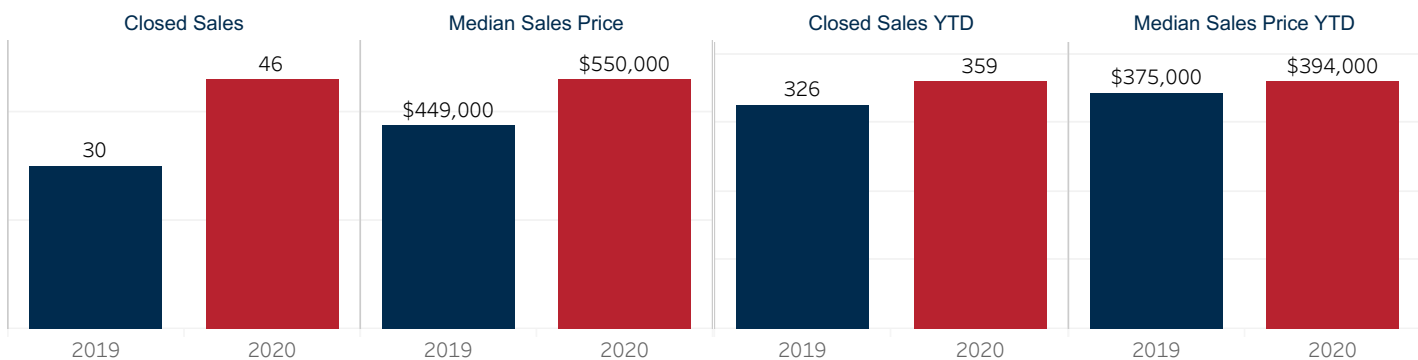
# September 2020 Market Snapshot

## Gillespie County



	Year to Date			Year to Date		
	2019	2020	% Change	2019	2020	% Change
Closed Sales	30	46	▲ 53.3%	326	359	▲ 10.1%
Median Sales Price	\$449,000	\$550,000	▲ 22.5%	\$375,000	\$394,000	▲ 5.1%
Average Sales Price	\$472,090	\$588,776	▲ 24.7%	\$450,072	\$523,840	▲ 16.4%
Ratio to Original List Price	94.0%	94.7%	▲ 0.7%	93.0%	93.8%	▲ 0.8%
Days On Market	93	121	▲ 30.1%	124	123	▼ -0.8%
New Listings	60	60	▲ 0.0%	511	515	▲ 0.8%
Under Contract	39	86	▲ 120.5%	43	56	▲ 30.2%
Active Listing Count	238	162	▼ -31.9%	214	203	▼ -5.1%
Months Inventory	7.1	4.3	▼ -40.2%	7.1	4.3	▼ -40.2%

Current Month	Year to Date
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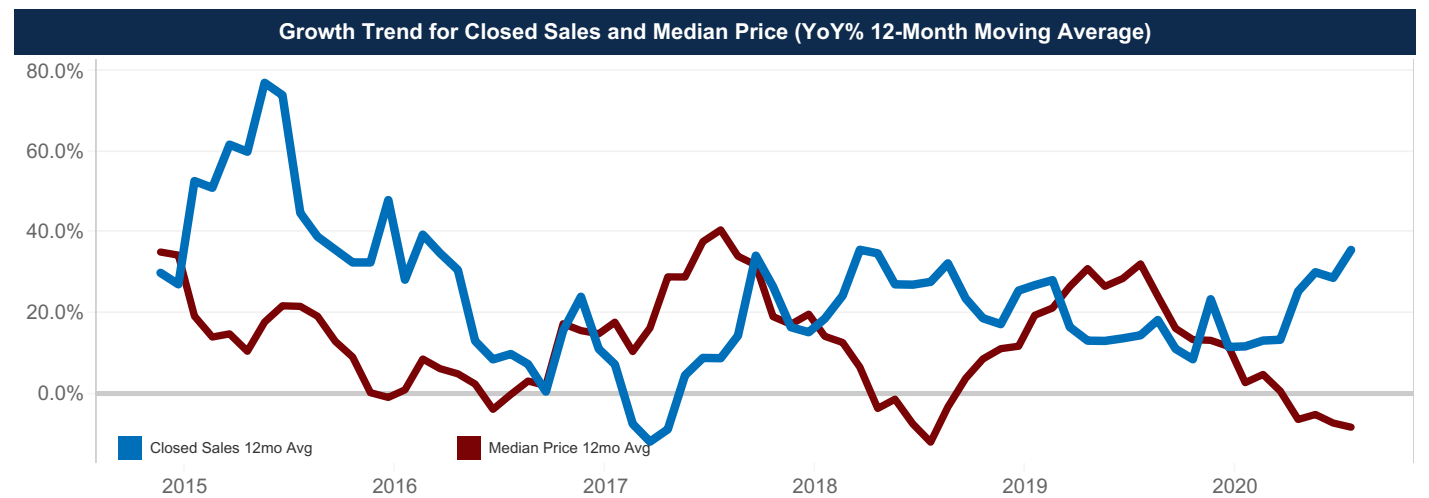
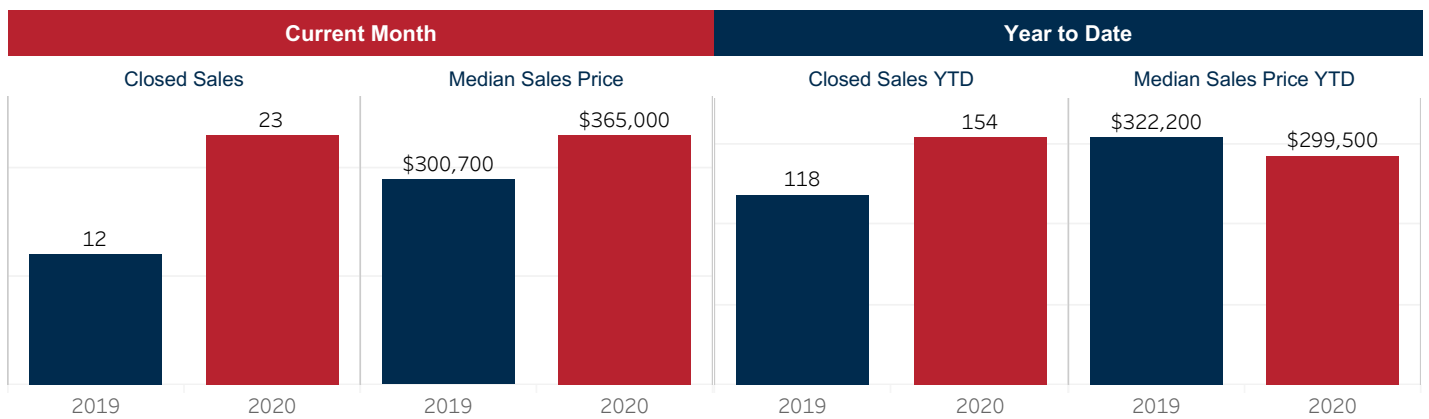


# September 2020 Market Snapshot

## Blanco County



	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	12	23	▲ 91.7%	118	154	▲ 30.5%	118	154	▲ 30.5%
Median Sales Price	\$300,700	\$365,000	▲ 21.4%	\$322,200	\$299,500	▼ -7.1%	\$322,200	\$299,500	▼ -7.1%
Average Sales Price	\$299,599	\$414,144	▲ 38.2%	\$388,960	\$333,591	▼ -14.2%	\$388,960	\$333,591	▼ -14.2%
Ratio to Original List Price	93.8%	95.5%	▲ 1.8%	92.6%	92.5%	▼ -0.1%	92.6%	92.5%	▼ -0.1%
Days On Market	64	36	▼ -43.8%	96	112	▲ 16.7%	96	112	▲ 16.7%
New Listings	28	26	▼ -7.1%	218	205	▼ -6.0%	218	205	▼ -6.0%
Under Contract	26	31	▲ 19.2%	20	24	▲ 20.0%	20	24	▲ 20.0%
Active Listing Count	97	65	▼ -33.0%	89	70	▼ -21.4%	89	70	▼ -21.4%
Months Inventory	7.7	4.0	▼ -47.5%	7.7	4.0	▼ -47.5%	7.7	4.0	▼ -47.5%

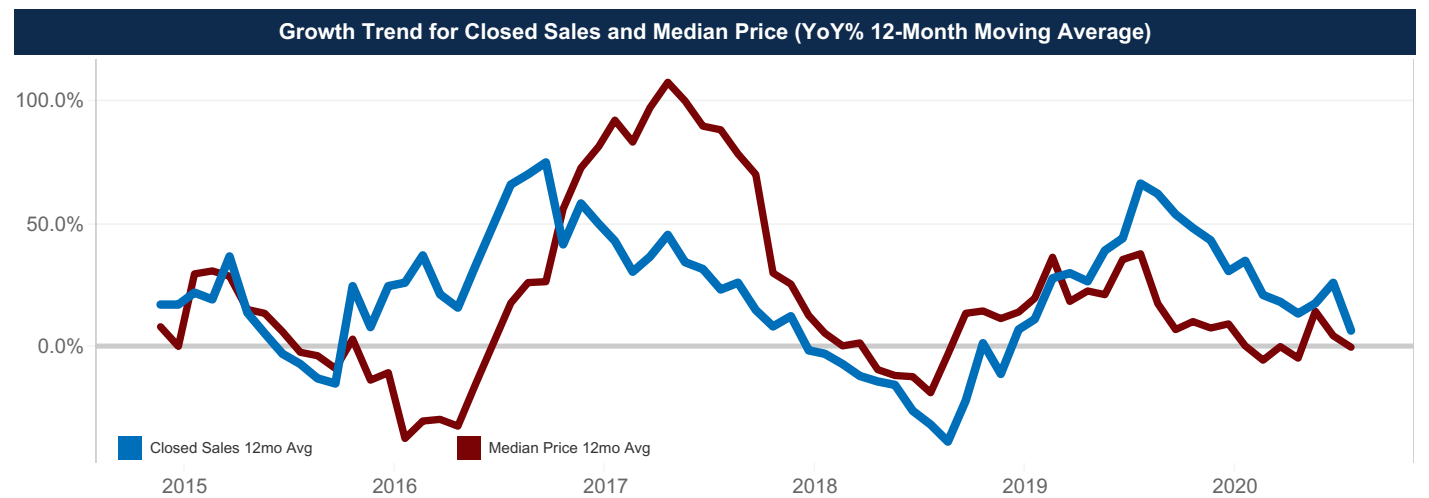
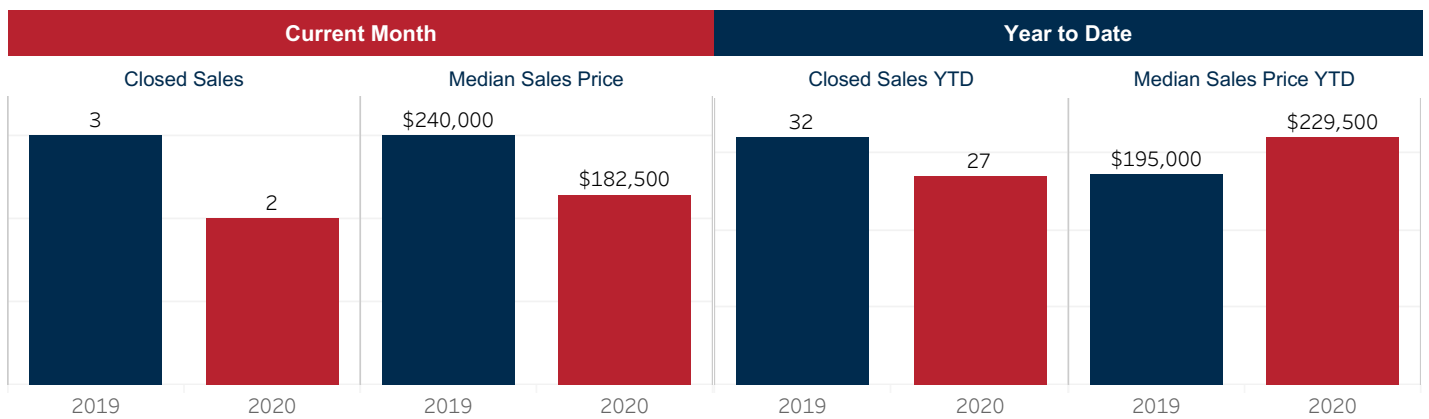


# September 2020 Market Snapshot

## Mason County



	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	3	2	▼ -33.3%	32	27	▼ -15.6%	32	27	▼ -15.6%
Median Sales Price	\$240,000	\$182,500	▼ -24.0%	\$195,000	\$229,500	▲ 17.7%	\$195,000	\$229,500	▲ 17.7%
Average Sales Price	\$265,000	\$182,500	▼ -31.1%	\$238,306	\$259,348	▲ 8.8%	\$238,306	\$259,348	▲ 8.8%
Ratio to Original List Price	73.1%	97.3%	▲ 33.2%	90.7%	94.4%	▲ 4.0%	90.7%	94.4%	▲ 4.0%
Days On Market	221	45	▼ -79.6%	135	104	▼ -23.0%	135	104	▼ -23.0%
New Listings	7	13	▲ 85.7%	37	44	▲ 18.9%	37	44	▲ 18.9%
Under Contract	5	13	▲ 160.0%	3	4	▲ 33.3%	3	4	▲ 33.3%
Active Listing Count	14	14	▲ 0.0%	13	13	▲ 0.0%	13	13	▲ 0.0%
Months Inventory	4.3	4.7	▲ 8.3%	4.3	4.7	▲ 8.3%	4.3	4.7	▲ 8.3%



# September 2020 Market Snapshot

## Kimble County



	Year to Date			Year to Date		
	2019	2020	% Change	2019	2020	% Change
Closed Sales	0	1	▲ 100.0%	8	7	▼ -12.5%
Median Sales Price	\$0	\$310,000	▲ 100.0%	\$227,500	\$128,000	▼ -43.7%
Average Sales Price	\$0	\$310,000	▲ 100.0%	\$198,462	\$144,000	▼ -27.4%
Ratio to Original List Price	0.0%	95.4%	▲ 100.0%	93.8%	86.1%	▼ -8.2%
Days On Market	0	37	▲ 100.0%	107	136	▲ 27.1%
New Listings	0	1	▲ 100.0%	10	12	▲ 20.0%
Under Contract	0	2	▲ 100.0%	1	1	▲ 0.0%
Active Listing Count	6	2	▼ -66.7%	10	5	▼ -50.0%
Months Inventory	9.0	3.4	▼ -61.9%	9.0	3.4	▼ -61.9%

