

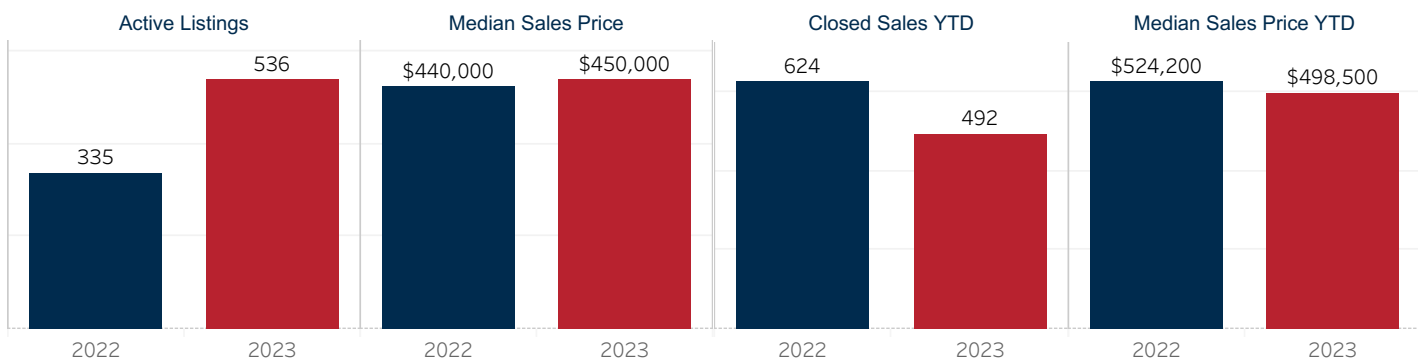
October 2023 Market Snapshot

Central Hill Country

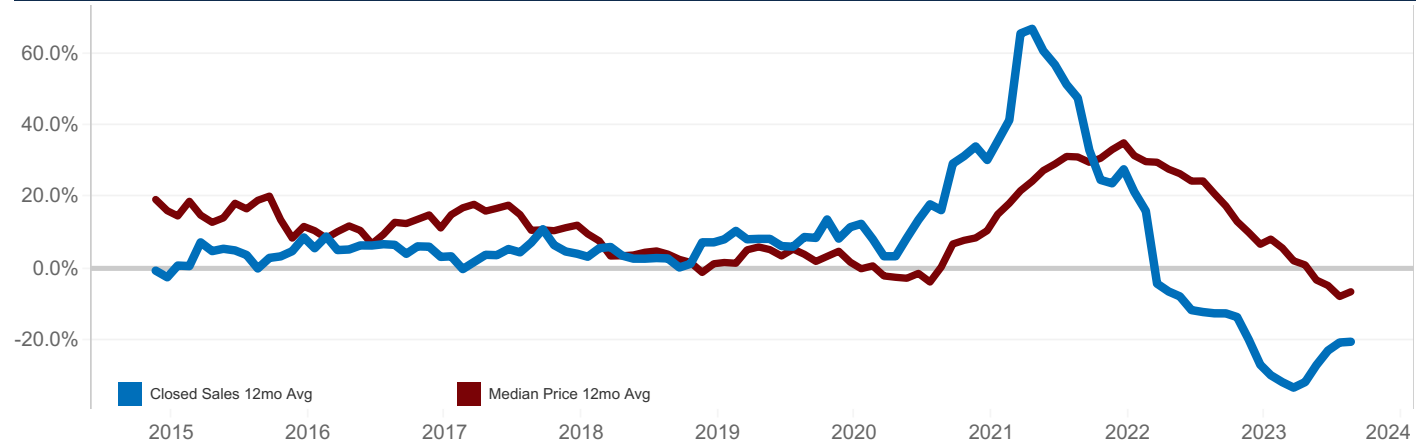


	Year to Date			Year to Date		
	2022	2023	% Change	2022	2023	% Change
Closed Sales	43	33	▼ -23.3%	624	492	▼ -21.2%
Median Sales Price	\$440,000	\$450,000	▲ 2.3%	\$524,200	\$498,500	▼ -4.9%
Average Sales Price	\$594,609	\$500,550	▼ -15.8%	\$661,567	\$650,892	▼ -1.6%
Ratio to Original List Price	93.2%	87.2%	▼ -6.5%	96.2%	91.8%	▼ -4.6%
Days On Market	76	120	▲ 57.9%	72	105	▲ 45.8%
New Listings	84	112	▲ 33.3%	954	1,094	▲ 14.7%
Under Contract	58	47	▼ -19.0%	77	56	▼ -27.3%
Active Listings	335	536	▲ 60.0%	234	446	▲ 90.6%
Months Inventory	5.4	11.1	▲ 107.5%	5.4	11.1	▲ 107.5%

Current Month	Year to Date
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Growth Trend for Closed Sales and Median Price (YoY% 12-Month Moving Average)

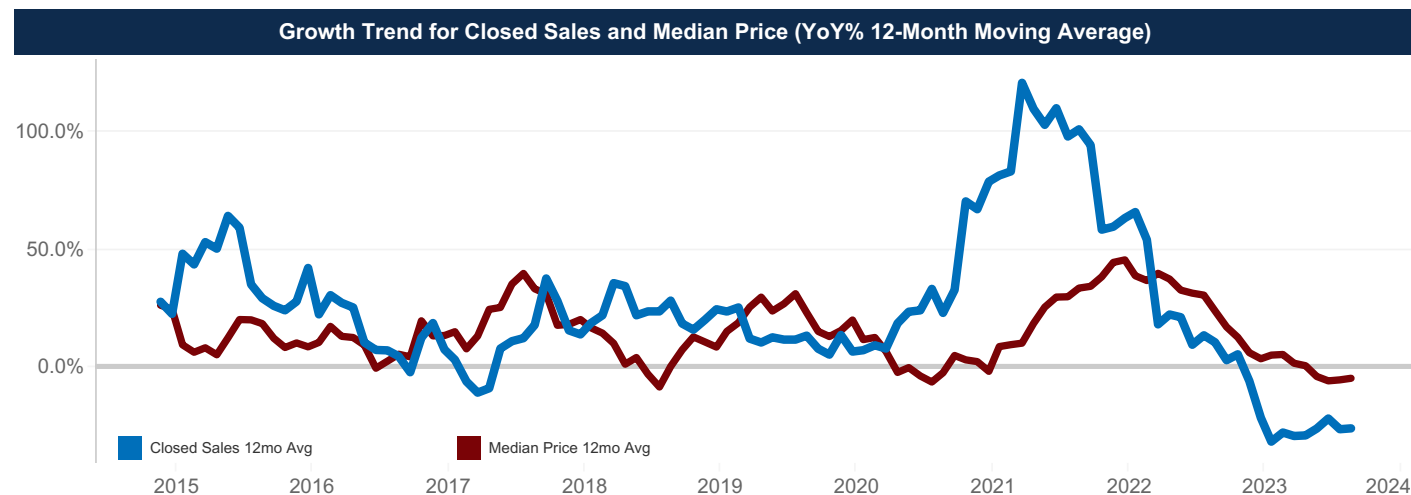
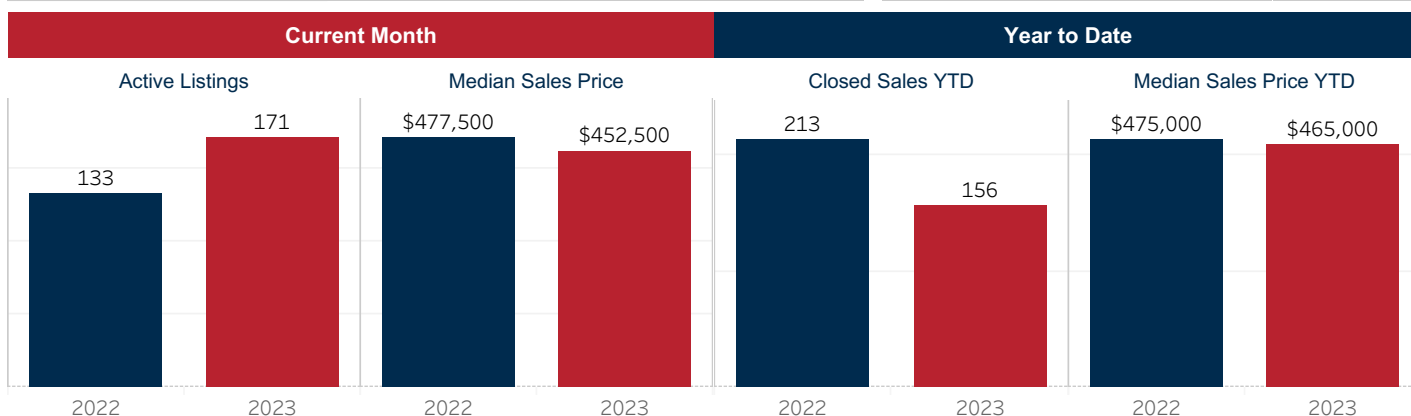


October 2023 Market Snapshot

Blanco County



	2022			2023			Year to Date		
	2022	2023	% Change	2022	2023	% Change	2022	2023	% Change
Closed Sales	12	9	▼ -25.0%	213	156	▼ -26.8%			
Median Sales Price	\$477,500	\$452,500	▼ -5.2%	\$475,000	\$465,000	▼ -2.1%			
Average Sales Price	\$632,563	\$582,125	▼ -8.0%	\$552,066	\$594,870	▲ 7.8%			
Ratio to Original List Price	95.1%	81.5%	▼ -14.3%	97.1%	93.2%	▼ -4.0%			
Days On Market	25	130	▲ 420.0%	55	87	▲ 58.2%			
New Listings	27	34	▲ 25.9%	332	352	▲ 6.0%			
Under Contract	7	14	▲ 100.0%	24	15	▼ -37.5%			
Active Listings	133	171	▲ 28.6%	88	158	▲ 79.6%			
Months Inventory	6.4	11.6	▲ 82.3%	6.4	11.6	▲ 82.3%			

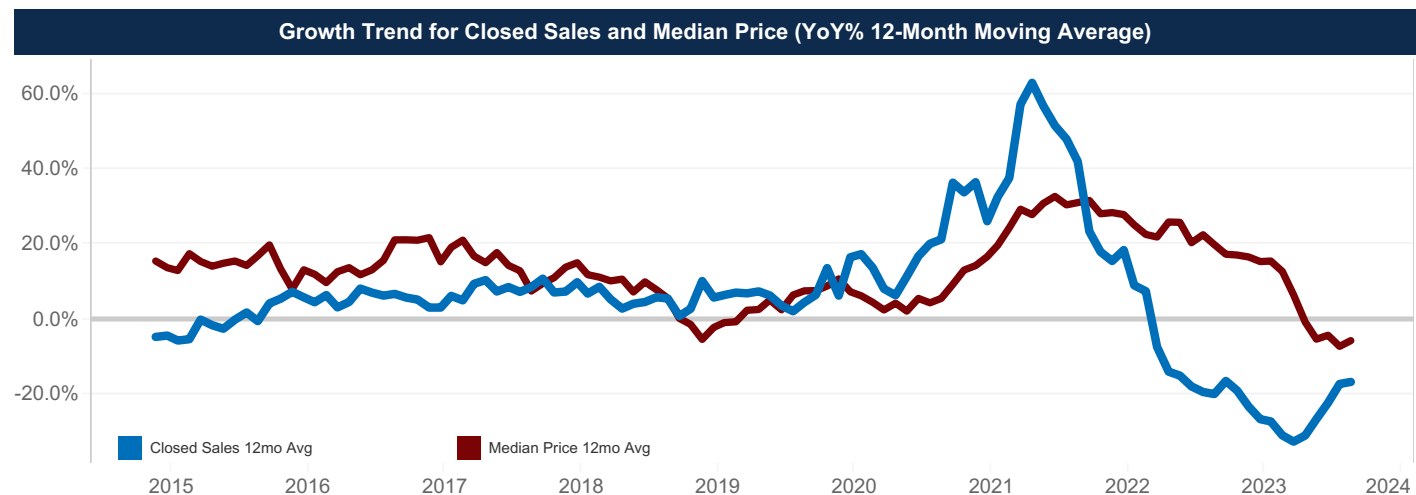
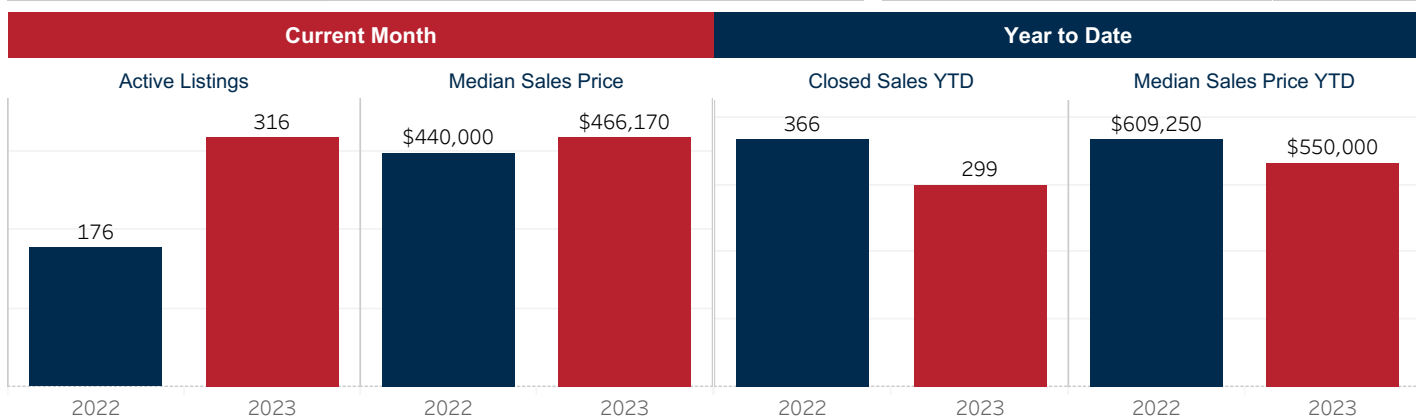


October 2023 Market Snapshot

Gillespie County



	Year to Date			Year to Date		
	2022	2023	% Change	2022	2023	% Change
Closed Sales	27	20	▼ -25.9%	366	299	▼ -18.3%
Median Sales Price	\$440,000	\$466,170	▲ 6.0%	\$609,250	\$550,000	▼ -9.7%
Average Sales Price	\$621,313	\$511,927	▼ -17.6%	\$762,029	\$717,996	▼ -5.8%
Ratio to Original List Price	93.6%	90.2%	▼ -3.7%	96.0%	91.7%	▼ -4.4%
Days On Market	82	104	▲ 26.8%	77	115	▲ 49.4%
New Listings	53	70	▲ 32.1%	549	645	▲ 17.5%
Under Contract	46	31	▼ -32.6%	46	36	▼ -21.7%
Active Listings	176	316	▲ 79.6%	121	246	▲ 103.3%
Months Inventory	4.7	10.6	▲ 124.7%	4.7	10.6	▲ 124.7%



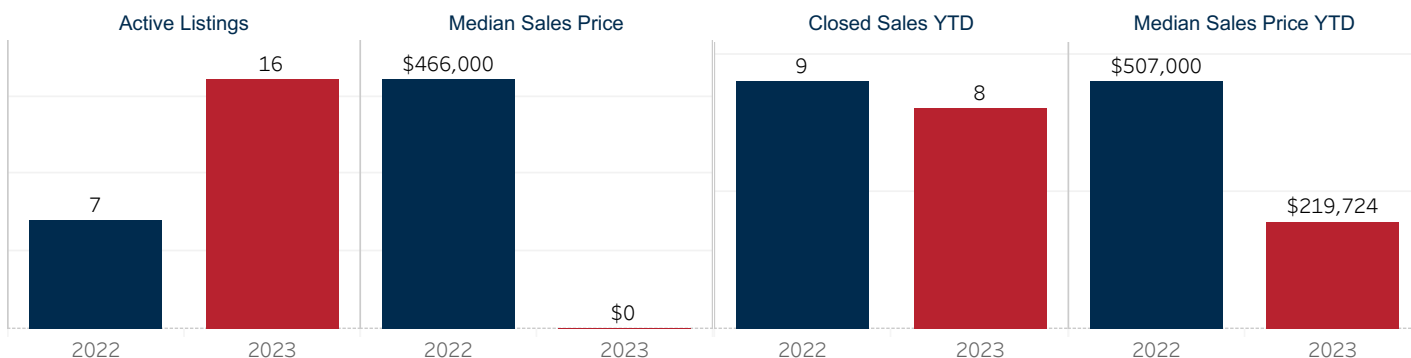
October 2023 Market Snapshot

Kimble County

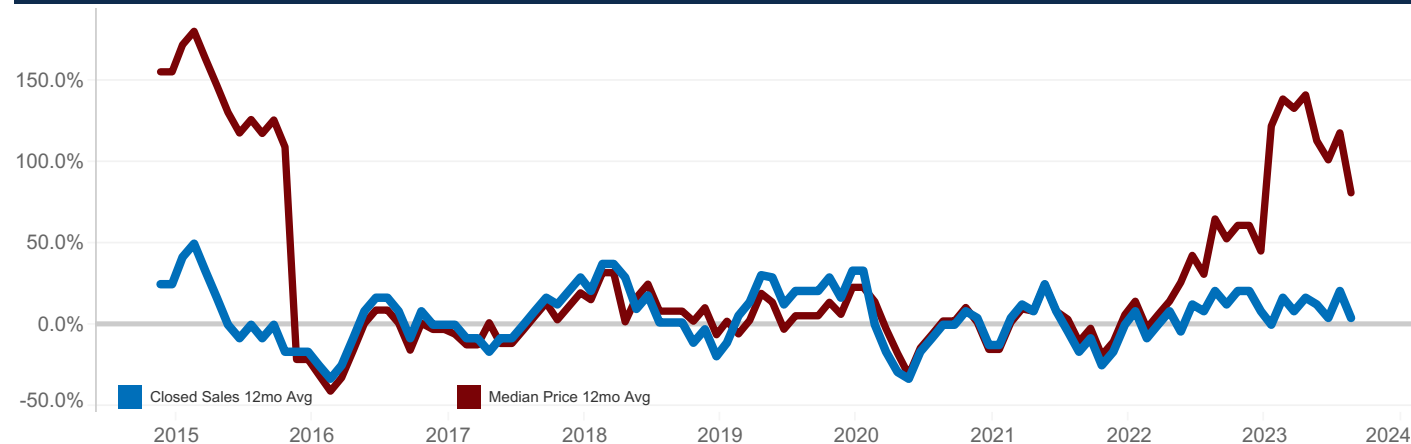


	Year to Date			Year to Date		
	2022	2023	% Change	2022	2023	% Change
Closed Sales	2	0	▼ -100.0%	9	8	▼ -11.1%
Median Sales Price	\$466,000	\$0	▼ -100.0%	\$507,000	\$219,724	▼ -56.7%
Average Sales Price	\$466,000	\$0	▼ -100.0%	\$589,667	\$335,609	▼ -43.1%
Ratio to Original List Price	85.2%	0.0%	▼ -100.0%	94.7%	81.7%	▼ -13.7%
Days On Market	265	0	▼ -100.0%	107	50	▼ -53.3%
New Listings	1	4	▲ 300.0%	18	27	▲ 50.0%
Under Contract	1	1	▲ 0.0%	1	1	▲ 0.0%
Active Listings	7	16	▲ 128.6%	6	10	▲ 66.7%
Months Inventory	7.6	19.2	▲ 151.4%	7.6	19.2	▲ 151.4%

Current Month	Year to Date
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Growth Trend for Closed Sales and Median Price (YoY% 12-Month Moving Average)



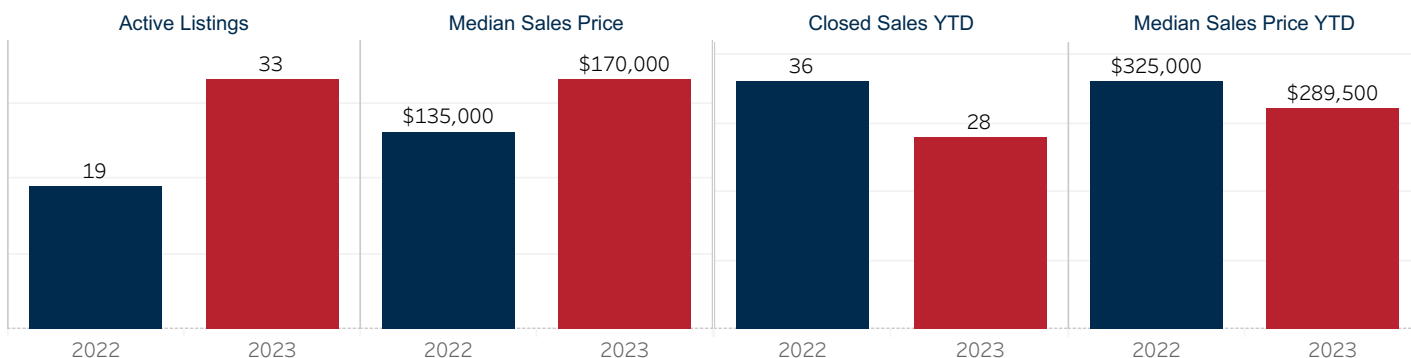
October 2023 Market Snapshot

Mason County



	2023			Year to Date		
	2022	2023	% Change	2022	2023	% Change
Closed Sales	2	3	▲ 50.0%	36	28	▼ -22.2%
Median Sales Price	\$135,000	\$170,000	▲ 25.9%	\$325,000	\$289,500	▼ -10.9%
Average Sales Price	\$135,000	\$207,167	▲ 53.5%	\$306,051	\$334,527	▲ 9.3%
Ratio to Original List Price	81.2%	83.2%	▲ 2.5%	93.1%	85.2%	▼ -8.4%
Days On Market	113	203	▲ 79.7%	102	121	▲ 18.6%
New Listings	3	4	▲ 33.3%	55	70	▲ 27.3%
Under Contract	4	1	▼ -75.0%	5	4	▼ -20.0%
Active Listings	19	33	▲ 73.7%	18	31	▲ 72.2%
Months Inventory	5.6	12.0	▲ 115.8%	5.6	12.0	▲ 115.8%

Current Month	Year to Date
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Growth Trend for Closed Sales and Median Price (YoY% 12-Month Moving Average)

