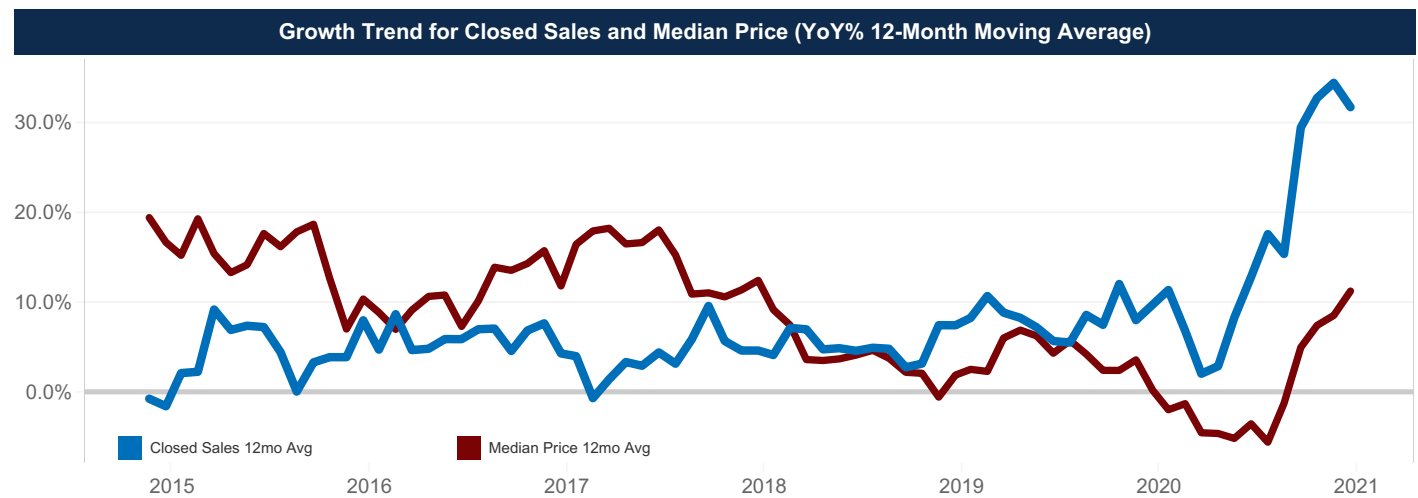
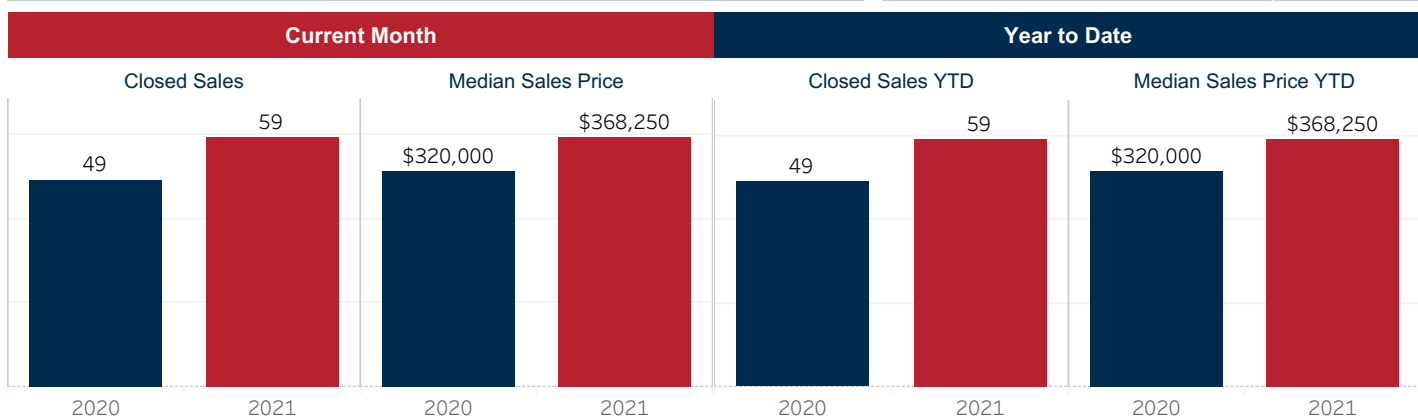


January 2021 Market Snapshot

Central Hill Country



	Year to Date			Year to Date		
	2020	2021	% Change	2020	2021	% Change
Closed Sales	49	59	▲ 20.4%	49	59	▲ 20.4%
Median Sales Price	\$320,000	\$368,250	▲ 15.1%	\$320,000	\$368,250	▲ 15.1%
Average Sales Price	\$387,207	\$463,698	▲ 19.8%	\$387,207	\$463,698	▲ 19.8%
Ratio to Original List Price	92.4%	96.1%	▲ 4.0%	92.4%	96.1%	▲ 4.0%
Days On Market	171	119	▼ -30.4%	171	119	▼ -30.4%
New Listings	75	82	▲ 9.3%	75	82	▲ 9.3%
Under Contract	68	111	▲ 63.2%	68	111	▲ 63.2%
Active Listing Count	296	169	▼ -42.9%	296	169	▼ -42.9%
Months Inventory	5.6	2.5	▼ -55.3%	5.6	2.5	▼ -55.3%

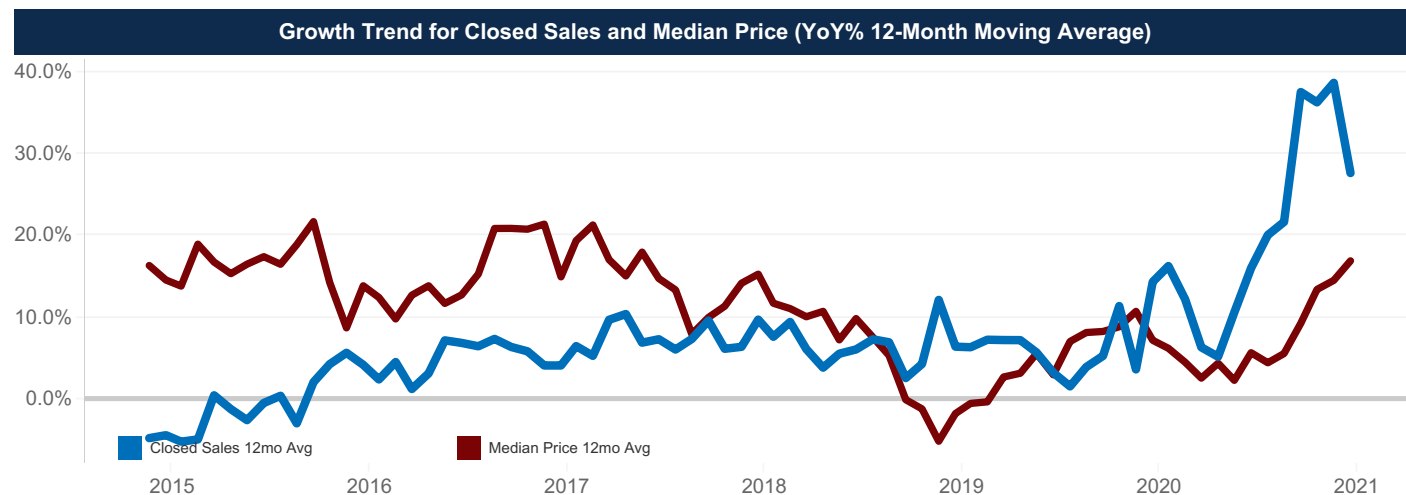
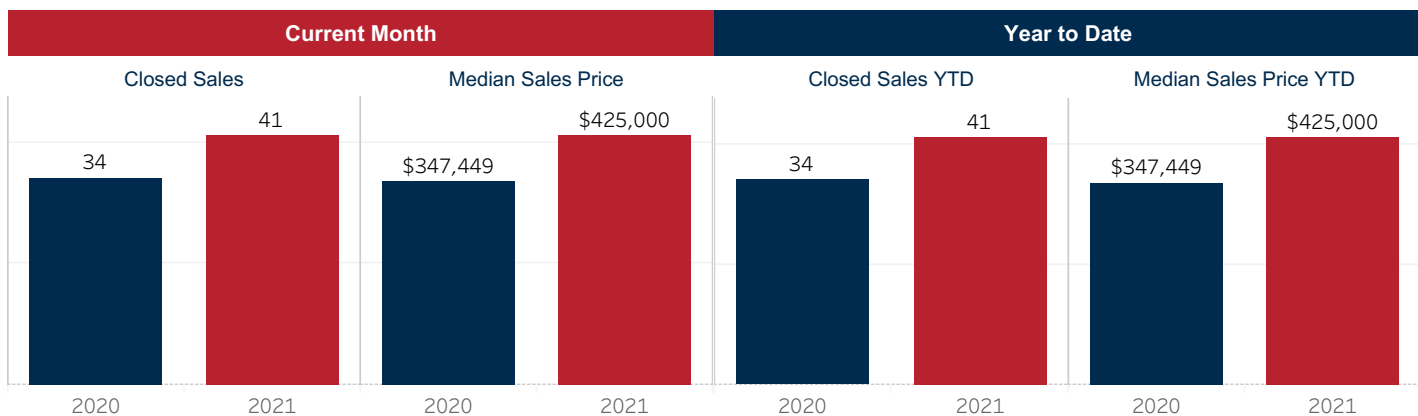


January 2021 Market Snapshot

Gillespie County



	Year to Date			Year to Date		
	2020	2021	% Change	2020	2021	% Change
Closed Sales	34	41	▲ 20.6%	34	41	▲ 20.6%
Median Sales Price	\$347,449	\$425,000	▲ 22.3%	\$347,449	\$425,000	▲ 22.3%
Average Sales Price	\$442,024	\$514,014	▲ 16.3%	\$442,024	\$514,014	▲ 16.3%
Ratio to Original List Price	95.1%	96.0%	▲ 1.0%	95.1%	96.0%	▲ 1.0%
Days On Market	140	137	▼ -2.1%	140	137	▼ -2.1%
New Listings	56	47	▼ -16.1%	56	47	▼ -16.1%
Under Contract	41	65	▲ 58.5%	41	65	▲ 58.5%
Active Listing Count	203	94	▼ -53.7%	203	94	▼ -53.7%
Months Inventory	5.7	2.1	▼ -63.7%	5.7	2.1	▼ -63.7%

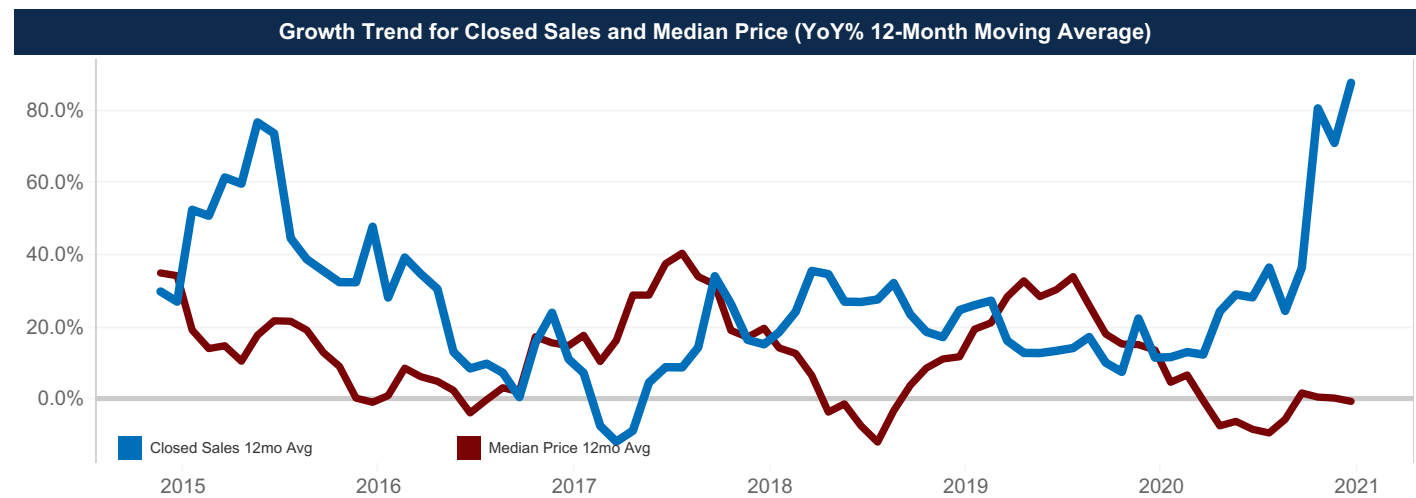
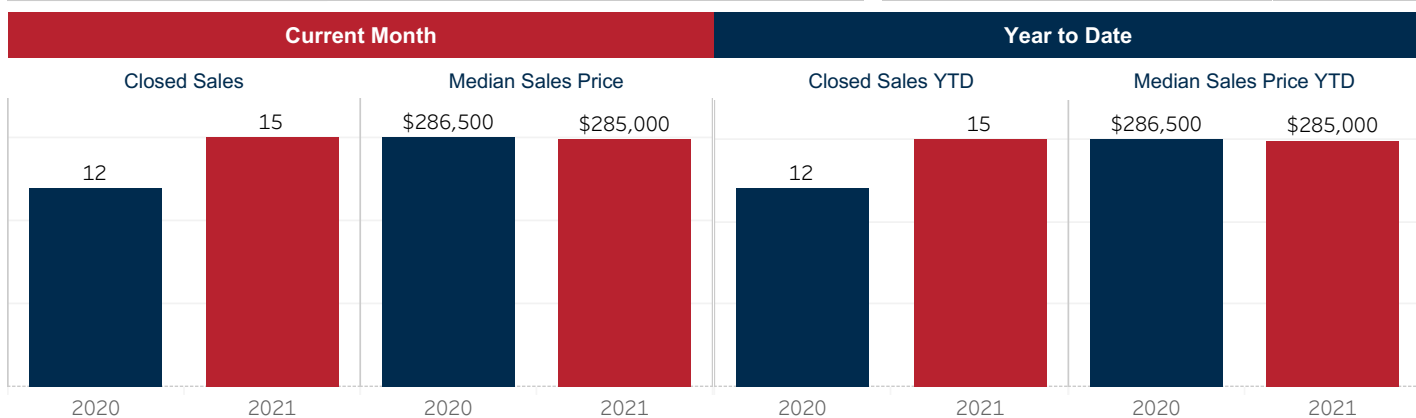


January 2021 Market Snapshot

Blanco County



	Year to Date			Year to Date		
	2020	2021	% Change	2020	2021	% Change
Closed Sales	12	15	▲ 25.0%	12	15	▲ 25.0%
Median Sales Price	\$286,500	\$285,000	▼ -0.5%	\$286,500	\$285,000	▼ -0.5%
Average Sales Price	\$264,526	\$354,740	▲ 34.1%	\$264,526	\$354,740	▲ 34.1%
Ratio to Original List Price	86.8%	96.4%	▲ 11.0%	86.8%	96.4%	▲ 11.0%
Days On Market	245	72	▼ -70.6%	245	72	▼ -70.6%
New Listings	15	29	▲ 93.3%	15	29	▲ 93.3%
Under Contract	20	43	▲ 115.0%	20	43	▲ 115.0%
Active Listing Count	76	58	▼ -23.7%	76	58	▼ -23.7%
Months Inventory	5.6	3.1	▼ -43.7%	5.6	3.1	▼ -43.7%

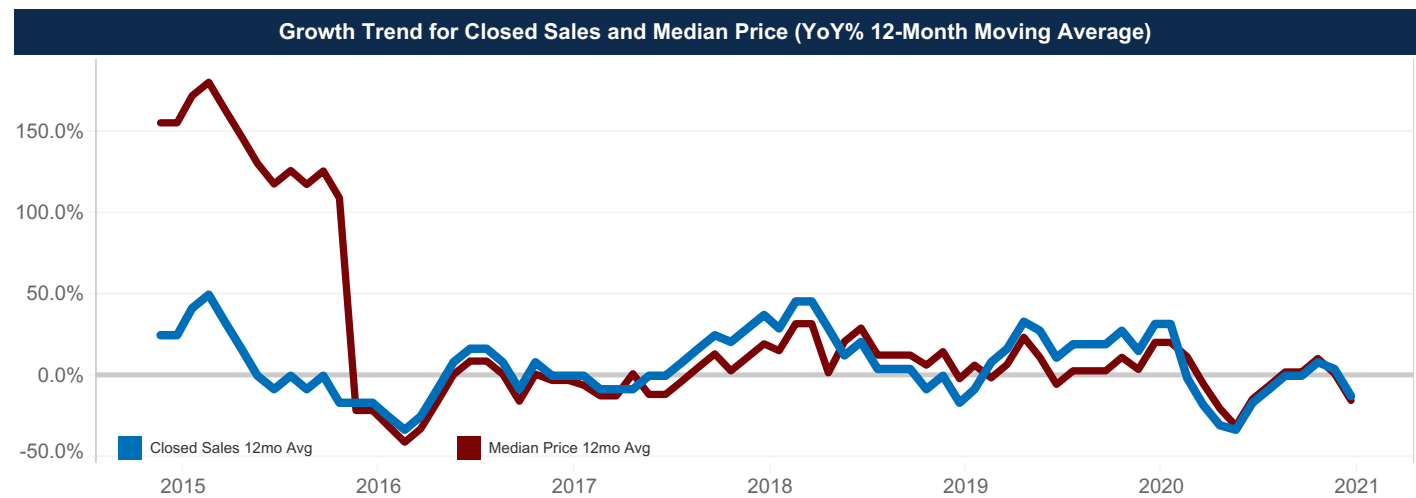


January 2021 Market Snapshot

Kimble County



	2020			2021			Year to Date		
	2020	2021	% Change	2020	2021	% Change	2020	2021	% Change
Closed Sales	1	0	▼ -100.0%	1	0	▼ -100.0%	1	0	▼ -100.0%
Median Sales Price	\$210,000	\$0	▼ -100.0%	\$210,000	\$0	▼ -100.0%	\$210,000	\$0	▼ -100.0%
Average Sales Price	\$210,000	\$0	▼ -100.0%	\$210,000	\$0	▼ -100.0%	\$210,000	\$0	▼ -100.0%
Ratio to Original List Price	68.0%	0.0%	▼ -100.0%	68.0%	0.0%	▼ -100.0%	68.0%	0.0%	▼ -100.0%
Days On Market	568	0	▼ -100.0%	568	0	▼ -100.0%	568	0	▼ -100.0%
New Listings	2	1	▼ -50.0%	2	1	▼ -50.0%	2	1	▼ -50.0%
Under Contract	3	0	▼ -100.0%	3	0	▼ -100.0%	3	0	▼ -100.0%
Active Listing Count	5	6	▲ 20.0%	5	6	▲ 20.0%	5	6	▲ 20.0%
Months Inventory	6.7	7.2	▲ 8.0%	6.7	7.2	▲ 8.0%	6.7	7.2	▲ 8.0%



January 2021 Market Snapshot

Mason County



	Year to Date			Year to Date		
	2020	2021	% Change	2020	2021	% Change
Closed Sales	2	2	▲ 0.0%	2	2	▲ 0.0%
Median Sales Price	\$280,000	\$249,408	▼ -10.9%	\$280,000	\$249,408	▼ -10.9%
Average Sales Price	\$280,000	\$249,408	▼ -10.9%	\$280,000	\$249,408	▼ -10.9%
Ratio to Original List Price	100.0%	97.2%	▼ -2.9%	100.0%	97.2%	▼ -2.9%
Days On Market	45	107	▲ 137.8%	45	107	▲ 137.8%
New Listings	2	5	▲ 150.0%	2	5	▲ 150.0%
Under Contract	4	3	▼ -25.0%	4	3	▼ -25.0%
Active Listing Count	12	11	▼ -8.3%	12	11	▼ -8.3%
Months Inventory	3.8	3.6	▼ -5.9%	3.8	3.6	▼ -5.9%

