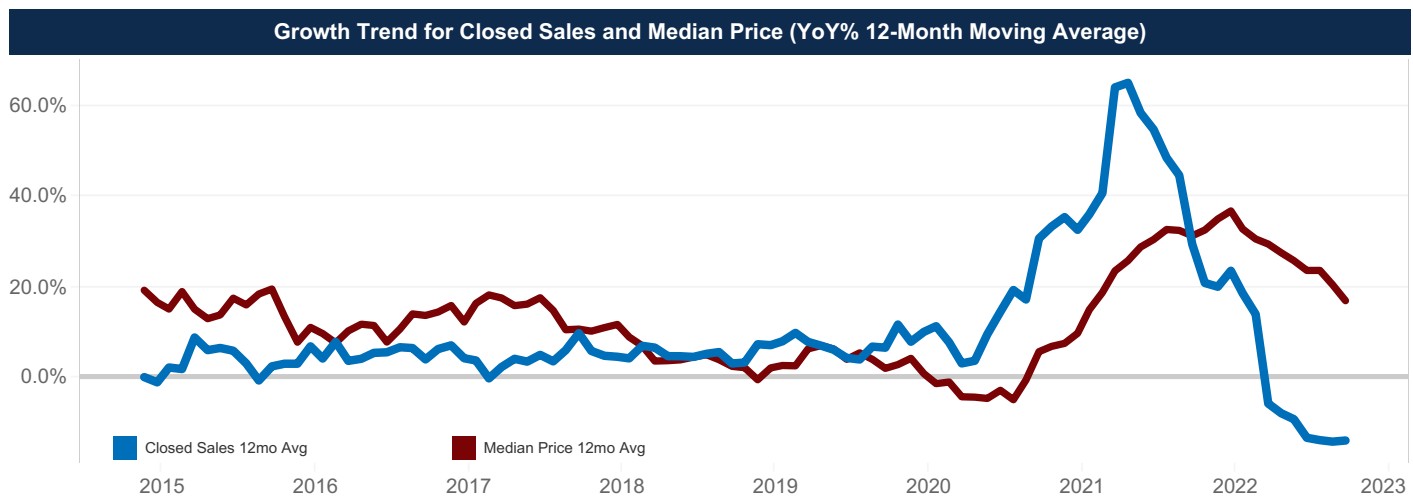
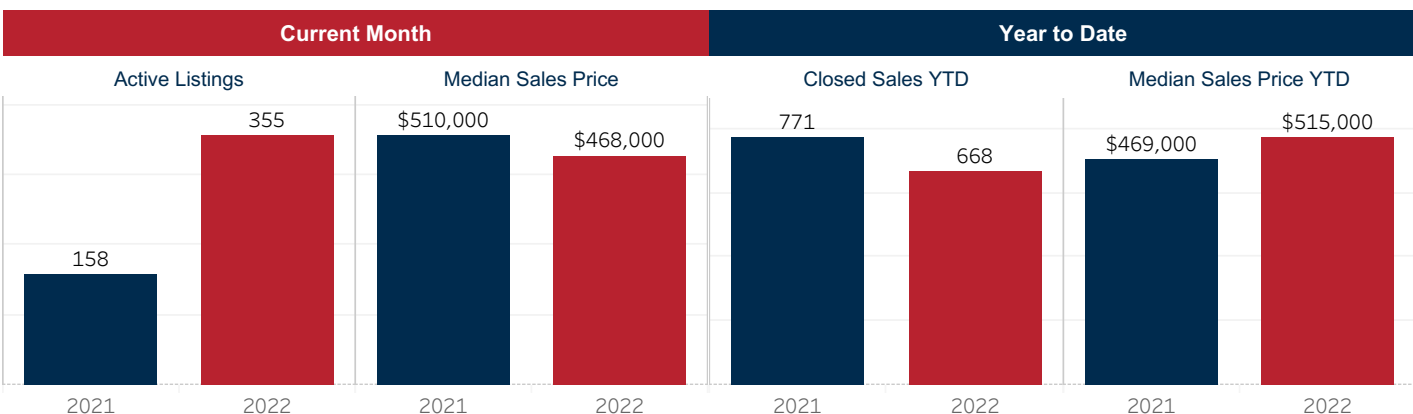


November 2022 Market Snapshot

Central Hill Country



| | 2021 | | | 2022 | | | Year to Date | | |
|------------------------------|-----------|-----------|----------|-----------|-----------|----------|--------------|-----------|----------|
| | 2021 | 2022 | % Change | 2021 | 2022 | % Change | 2021 | 2022 | % Change |
| Closed Sales | 64 | 49 | ▼ -23.4% | 771 | 668 | ▼ -13.4% | 771 | 668 | ▼ -13.4% |
| Median Sales Price | \$510,000 | \$468,000 | ▼ -8.2% | \$469,000 | \$515,000 | ▲ 9.8% | \$469,000 | \$515,000 | ▲ 9.8% |
| Average Sales Price | \$698,371 | \$643,039 | ▼ -7.9% | \$624,230 | \$655,785 | ▲ 5.1% | \$624,230 | \$655,785 | ▲ 5.1% |
| Ratio to Original List Price | 95.1% | 91.9% | ▼ -3.4% | 97.8% | 96.0% | ▼ -1.9% | 97.8% | 96.0% | ▼ -1.9% |
| Days On Market | 70 | 97 | ▲ 38.6% | 76 | 74 | ▼ -2.6% | 76 | 74 | ▼ -2.6% |
| New Listings | 55 | 77 | ▲ 40.0% | 971 | 1,034 | ▲ 6.5% | 971 | 1,034 | ▲ 6.5% |
| Under Contract | 106 | 40 | ▼ -62.3% | 114 | 73 | ▼ -36.0% | 114 | 73 | ▼ -36.0% |
| Active Listings | 158 | 355 | ▲ 124.7% | 155 | 245 | ▲ 58.1% | 155 | 245 | ▲ 58.1% |
| Months Inventory | 2.2 | 5.8 | ▲ 163.1% | 2.2 | 5.8 | ▲ 163.1% | 2.2 | 5.8 | ▲ 163.1% |

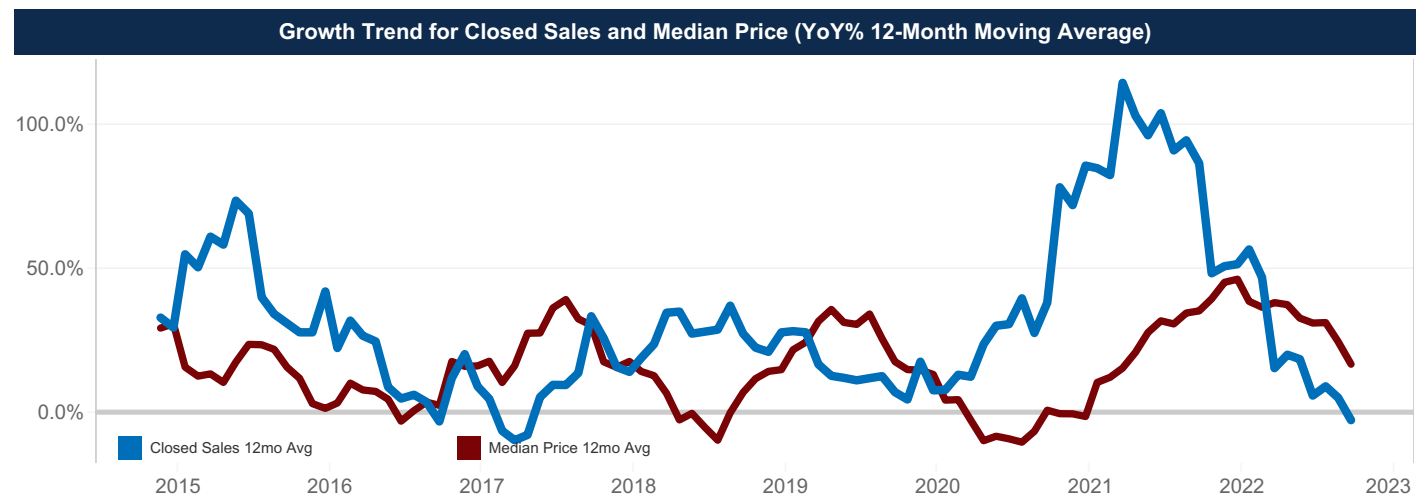
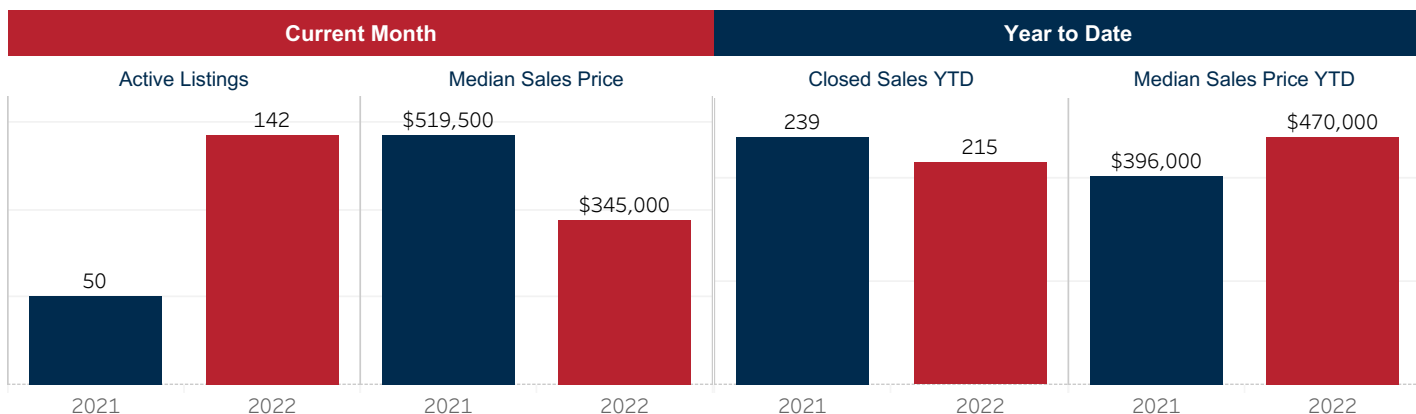


November 2022 Market Snapshot

Blanco County



| | Year to Date | | | Year to Date | | |
|------------------------------|--------------|-----------|----------|--------------|-----------|----------|
| | 2021 | 2022 | % Change | 2021 | 2022 | % Change |
| Closed Sales | 24 | 5 | ▼ -79.2% | 239 | 215 | ▼ -10.0% |
| Median Sales Price | \$519,500 | \$345,000 | ▼ -33.6% | \$396,000 | \$470,000 | ▲ 18.7% |
| Average Sales Price | \$521,063 | \$358,062 | ▼ -31.3% | \$543,025 | \$544,893 | ▲ 0.3% |
| Ratio to Original List Price | 95.5% | 98.7% | ▲ 3.4% | 98.0% | 97.2% | ▼ -0.8% |
| Days On Market | 36 | 44 | ▲ 22.2% | 53 | 55 | ▲ 3.8% |
| New Listings | 15 | 28 | ▲ 86.7% | 335 | 360 | ▲ 7.5% |
| Under Contract | 40 | 11 | ▼ -72.5% | 42 | 22 | ▼ -47.6% |
| Active Listings | 50 | 142 | ▲ 184.0% | 51 | 93 | ▲ 82.4% |
| Months Inventory | 2.3 | 7.4 | ▲ 221.2% | 2.3 | 7.4 | ▲ 221.2% |

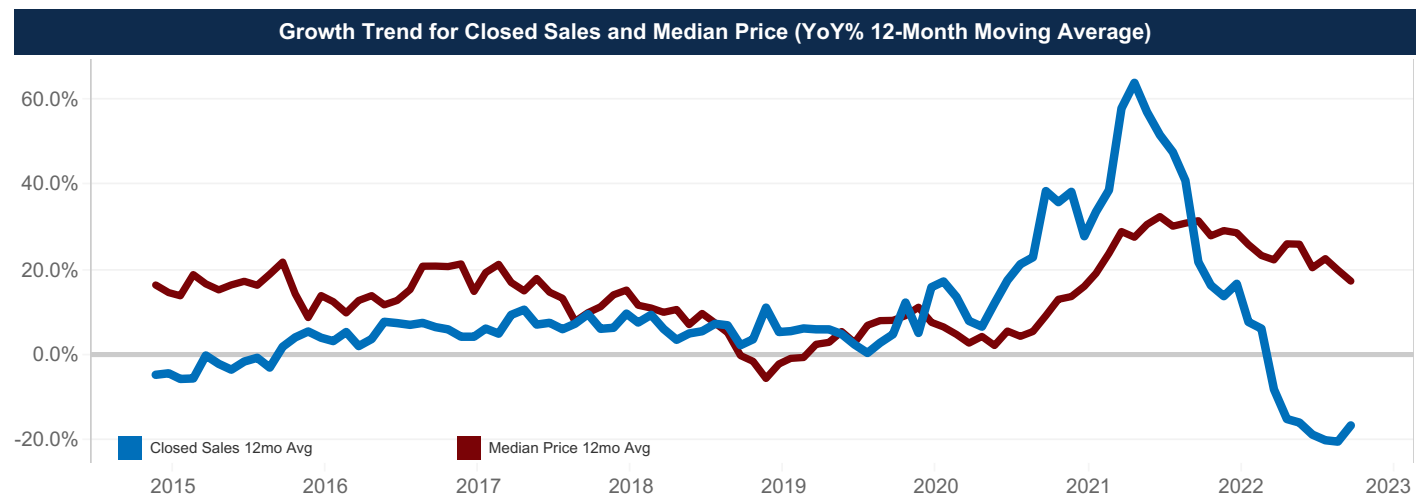


November 2022 Market Snapshot

Gillespie County



| | Year to Date | | | Year to Date | | |
|------------------------------|--------------|-----------|----------|--------------|-----------|----------|
| | 2021 | 2022 | % Change | 2021 | 2022 | % Change |
| Closed Sales | 36 | 37 | ▲ 2.8% | 489 | 400 | ▼ -18.2% |
| Median Sales Price | \$532,500 | \$545,000 | ▲ 2.4% | \$525,000 | \$599,999 | ▲ 14.3% |
| Average Sales Price | \$865,062 | \$721,459 | ▼ -16.6% | \$691,129 | \$752,282 | ▲ 8.9% |
| Ratio to Original List Price | 94.8% | 91.7% | ▼ -3.2% | 97.9% | 95.7% | ▼ -2.3% |
| Days On Market | 94 | 103 | ▲ 9.6% | 88 | 80 | ▼ -9.1% |
| New Listings | 33 | 44 | ▲ 33.3% | 575 | 593 | ▲ 3.1% |
| Under Contract | 61 | 27 | ▼ -55.7% | 67 | 44 | ▼ -34.3% |
| Active Listings | 85 | 184 | ▲ 116.5% | 88 | 125 | ▲ 42.1% |
| Months Inventory | 1.9 | 5.0 | ▲ 165.0% | 1.9 | 5.0 | ▲ 165.0% |

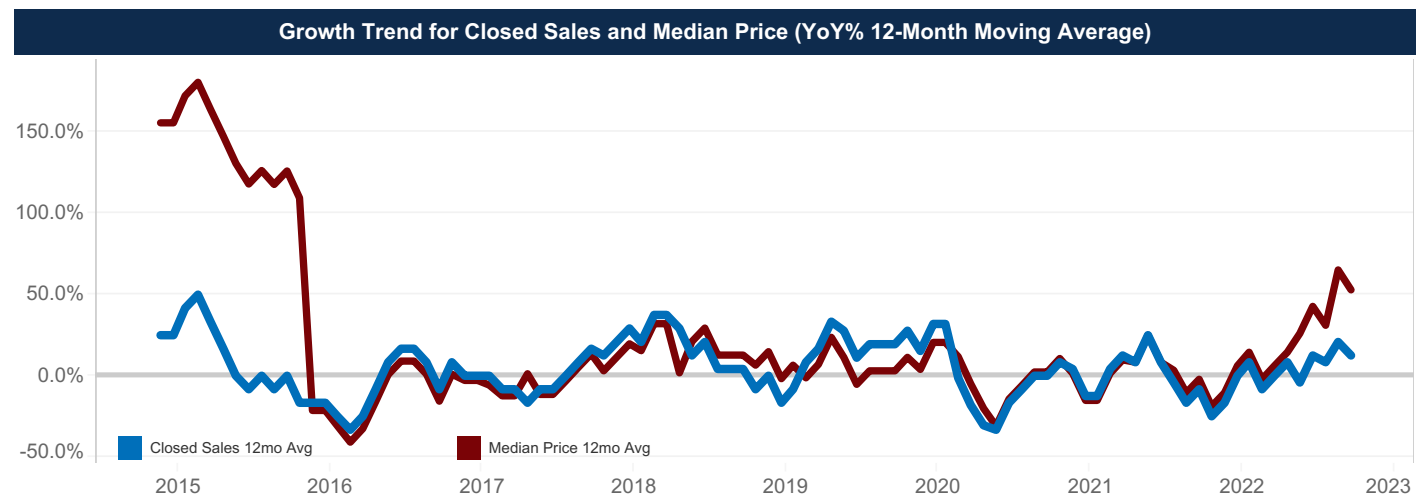
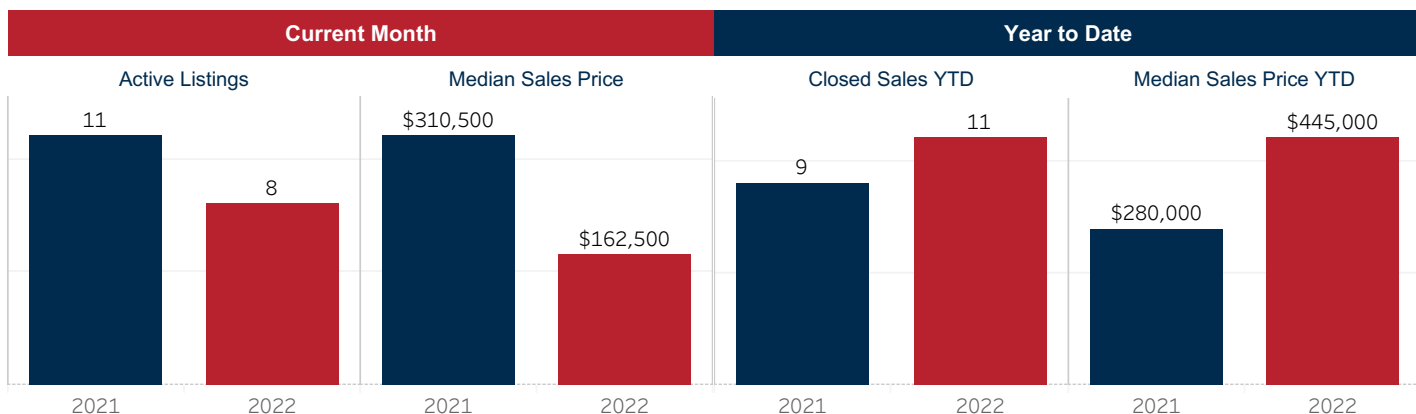


November 2022 Market Snapshot

Kimble County



| | 2021 | | | 2022 | | | Year to Date | | |
|------------------------------|-----------|-----------|----------|-----------|-----------|----------|--------------|-----------|----------|
| | 2021 | 2022 | % Change | 2021 | 2022 | % Change | 2021 | 2022 | % Change |
| Closed Sales | 2 | 2 | ▲ 0.0% | 9 | 11 | ▲ 22.2% | 9 | 11 | ▲ 22.2% |
| Median Sales Price | \$310,500 | \$162,500 | ▼ -47.7% | \$280,000 | \$445,000 | ▲ 58.9% | \$280,000 | \$445,000 | ▲ 58.9% |
| Average Sales Price | \$310,500 | \$162,500 | ▼ -47.7% | \$298,211 | \$512,000 | ▲ 71.7% | \$298,211 | \$512,000 | ▲ 71.7% |
| Ratio to Original List Price | 0.0% | 0.0% | ▲ 0.0% | 92.1% | 94.7% | ▲ 2.9% | 92.1% | 94.7% | ▲ 2.9% |
| Days On Market | 49 | 106 | ▲ 116.3% | 82 | 107 | ▲ 30.5% | 82 | 107 | ▲ 30.5% |
| New Listings | 2 | 1 | ▼ -50.0% | 19 | 20 | ▲ 5.3% | 19 | 20 | ▲ 5.3% |
| Under Contract | 0 | 0 | ▲ 0.0% | 2 | 1 | ▼ -50.0% | 2 | 1 | ▼ -50.0% |
| Active Listings | 11 | 8 | ▼ -27.3% | 5 | 7 | ▲ 40.0% | 5 | 7 | ▲ 40.0% |
| Months Inventory | 13.2 | 8.7 | ▼ -33.9% | 13.2 | 8.7 | ▼ -33.9% | 13.2 | 8.7 | ▼ -33.9% |



November 2022 Market Snapshot

Mason County



| | 2021 | | | 2022 | | | Year to Date | | |
|------------------------------|-----------|-----------|----------|-----------|-----------|----------|--------------|-----------|----------|
| | 2021 | 2022 | % Change | 2021 | 2022 | % Change | 2021 | 2022 | % Change |
| Closed Sales | 2 | 4 | ▲ 100.0% | 34 | 40 | ▲ 17.7% | 34 | 40 | ▲ 17.7% |
| Median Sales Price | \$213,500 | \$357,500 | ▲ 67.5% | \$232,000 | \$337,000 | ▲ 45.3% | \$232,000 | \$337,000 | ▲ 45.3% |
| Average Sales Price | \$213,500 | \$533,750 | ▲ 150.0% | \$319,197 | \$328,821 | ▲ 3.0% | \$319,197 | \$328,821 | ▲ 3.0% |
| Ratio to Original List Price | 94.2% | 84.9% | ▼ -9.9% | 96.4% | 92.3% | ▼ -4.3% | 96.4% | 92.3% | ▼ -4.3% |
| Days On Market | 74 | 105 | ▲ 41.9% | 62 | 103 | ▲ 66.1% | 62 | 103 | ▲ 66.1% |
| New Listings | 5 | 4 | ▼ -20.0% | 42 | 61 | ▲ 45.2% | 42 | 61 | ▲ 45.2% |
| Under Contract | 5 | 2 | ▼ -60.0% | 3 | 5 | ▲ 66.7% | 3 | 5 | ▲ 66.7% |
| Active Listings | 12 | 21 | ▲ 75.0% | 9 | 19 | ▲ 111.1% | 9 | 19 | ▲ 111.1% |
| Months Inventory | 3.5 | 5.9 | ▲ 66.9% | 3.5 | 5.9 | ▲ 66.9% | 3.5 | 5.9 | ▲ 66.9% |

