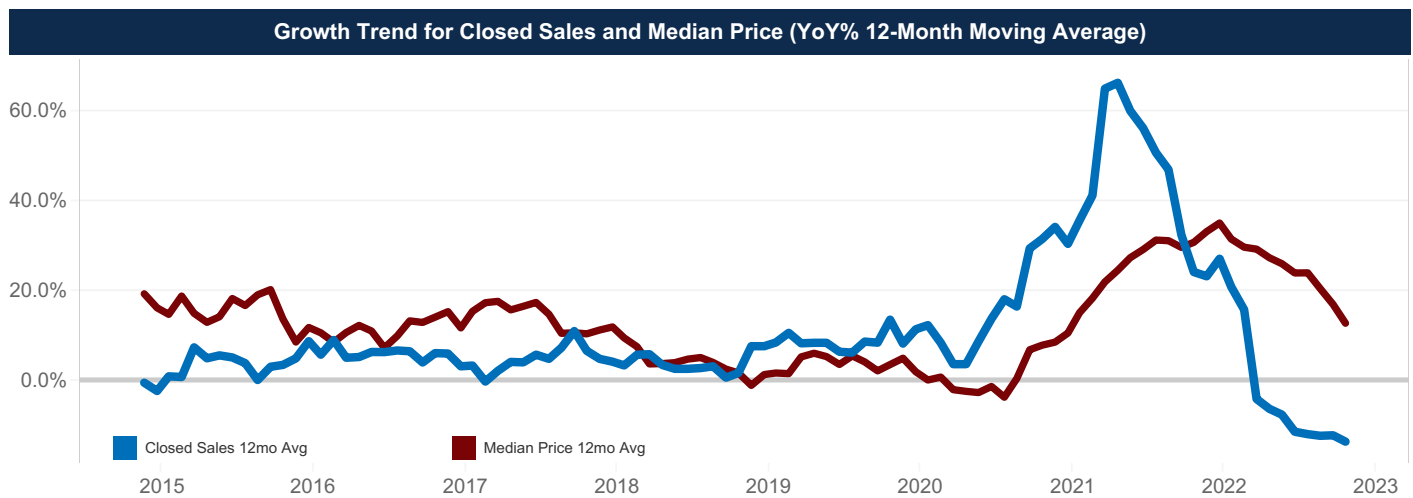
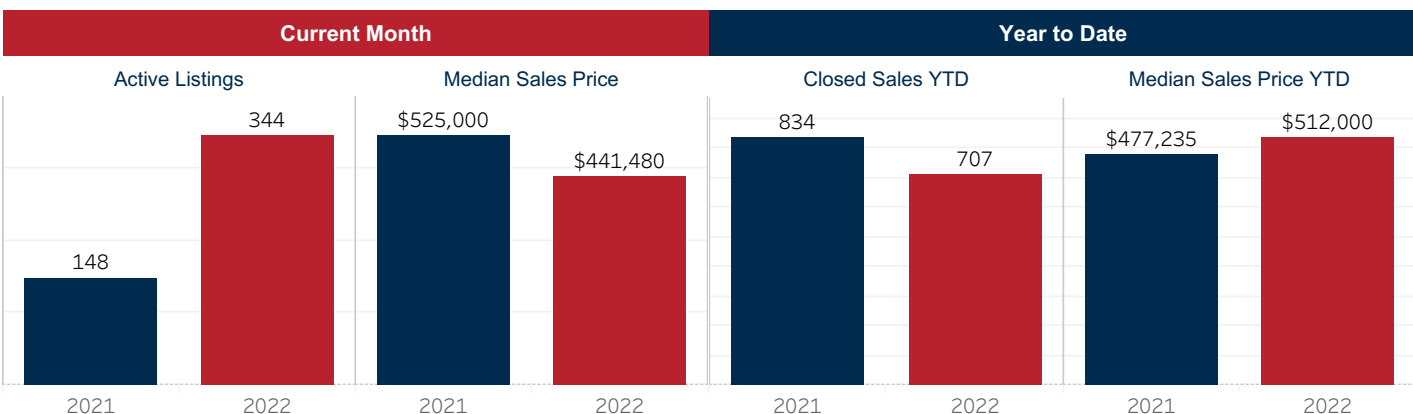


December 2022 Market Snapshot

Central Hill Country



	2021			2022			Year to Date		
	2021	2022	% Change	2021	2022	% Change	2021	2022	% Change
Closed Sales	63	36	▼ -42.9%	834	707	▼ -15.2%	834	707	▼ -15.2%
Median Sales Price	\$525,000	\$441,480	▼ -15.9%	\$477,235	\$512,000	▲ 7.3%	\$477,235	\$512,000	▲ 7.3%
Average Sales Price	\$640,540	\$538,900	▼ -15.9%	\$625,462	\$647,870	▲ 3.6%	\$625,462	\$647,870	▲ 3.6%
Ratio to Original List Price	96.6%	91.1%	▼ -5.7%	97.7%	95.7%	▼ -2.1%	97.7%	95.7%	▼ -2.1%
Days On Market	70	174	▲ 148.6%	76	78	▲ 2.6%	76	78	▲ 2.6%
New Listings	69	62	▼ -10.1%	1,041	1,095	▲ 5.2%	1,041	1,095	▲ 5.2%
Under Contract	106	36	▼ -66.0%	114	70	▼ -38.6%	114	70	▼ -38.6%
Active Listings	148	344	▲ 132.4%	155	253	▲ 63.2%	155	253	▲ 63.2%
Months Inventory	2.1	5.8	▲ 174.2%	2.1	5.8	▲ 174.2%	2.1	5.8	▲ 174.2%

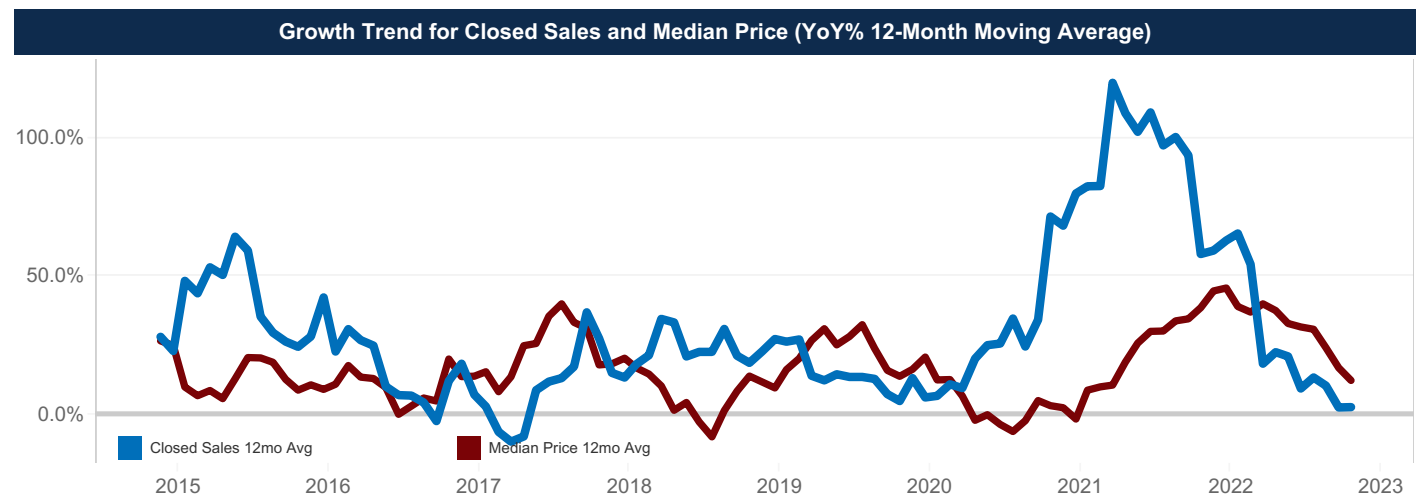
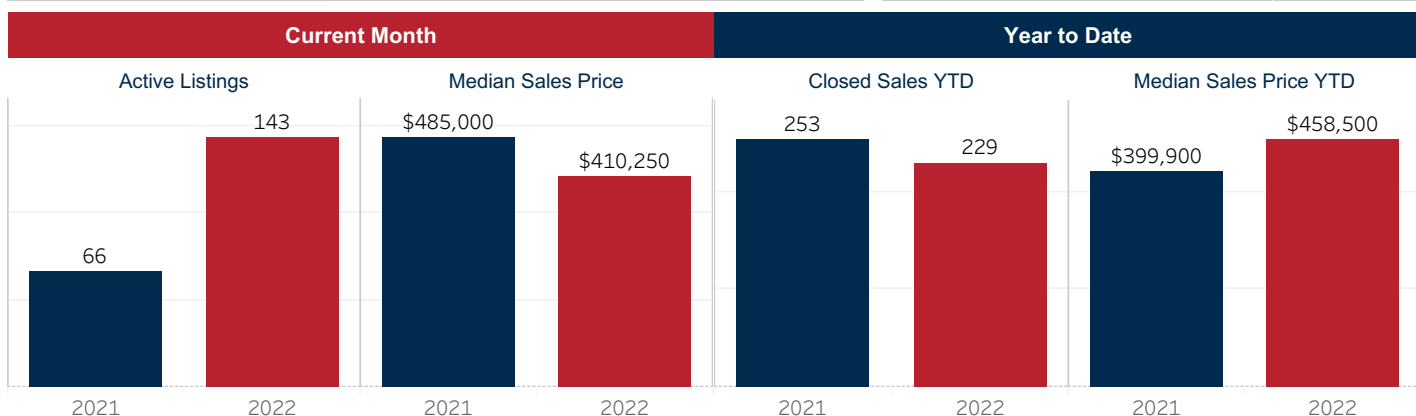


December 2022 Market Snapshot

Blanco County



	Year to Date			Year to Date		
	2021	2022	% Change	2021	2022	% Change
Closed Sales	14	10	▼ -28.6%	253	229	▼ -9.5%
Median Sales Price	\$485,000	\$410,250	▼ -15.4%	\$399,900	\$458,500	▲ 14.7%
Average Sales Price	\$605,001	\$456,468	▼ -24.6%	\$546,455	\$538,995	▼ -1.4%
Ratio to Original List Price	97.2%	88.8%	▼ -8.7%	97.9%	96.9%	▼ -1.0%
Days On Market	44	101	▲ 129.6%	53	57	▲ 7.6%
New Listings	35	31	▼ -11.4%	370	392	▲ 6.0%
Under Contract	42	14	▼ -66.7%	42	21	▼ -50.0%
Active Listings	66	143	▲ 116.7%	52	97	▲ 86.5%
Months Inventory	3.1	7.5	▲ 139.4%	3.1	7.5	▲ 139.4%



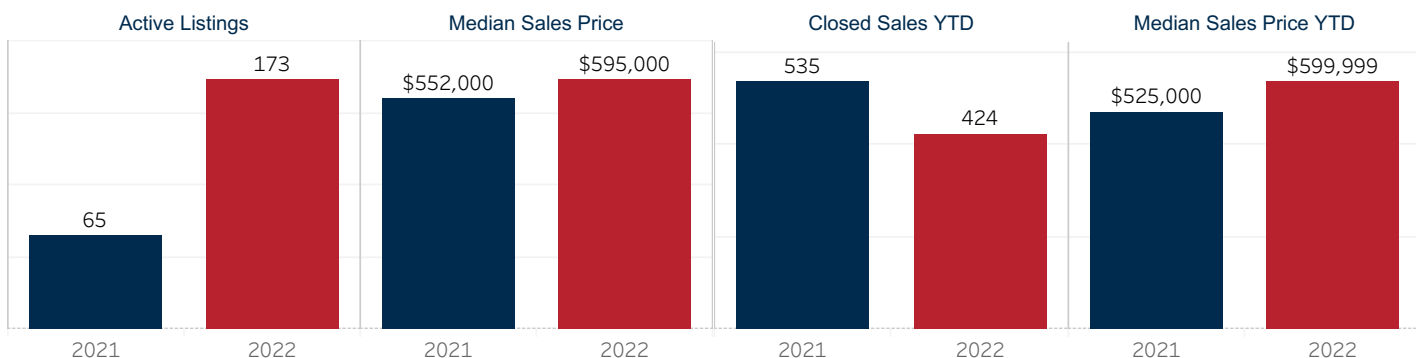
December 2022 Market Snapshot

Gillespie County

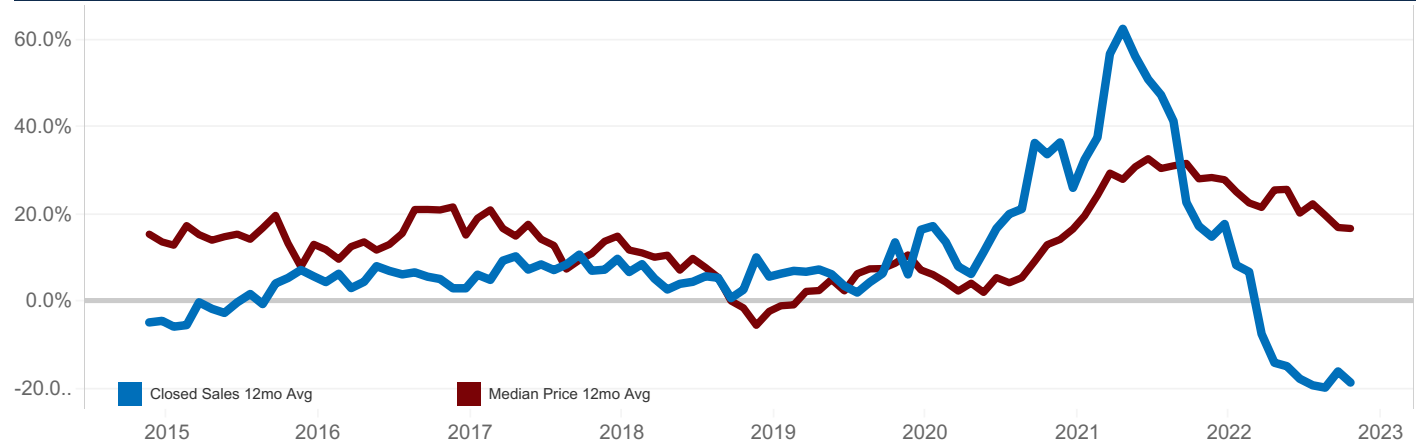


	2021			2022			Year to Date		
	2021	2022	% Change	2021	2022	% Change	2021	2022	% Change
Closed Sales	46	23	▼ -50.0%	535	424	▼ -20.8%	535	424	▼ -20.8%
Median Sales Price	\$552,000	\$595,000	▲ 7.8%	\$525,000	\$599,999	▲ 14.3%	\$525,000	\$599,999	▲ 14.3%
Average Sales Price	\$663,228	\$605,387	▼ -8.7%	\$688,730	\$743,713	▲ 8.0%	\$688,730	\$743,713	▲ 8.0%
Ratio to Original List Price	97.0%	92.8%	▼ -4.3%	97.8%	95.4%	▼ -2.5%	97.8%	95.4%	▼ -2.5%
Days On Market	77	174	▲ 126.0%	87	85	▼ -2.3%	87	85	▼ -2.3%
New Listings	31	26	▼ -16.1%	607	618	▲ 1.8%	607	618	▲ 1.8%
Under Contract	57	20	▼ -64.9%	66	43	▼ -34.9%	66	43	▼ -34.9%
Active Listings	65	173	▲ 166.2%	88	129	▲ 46.6%	88	129	▲ 46.6%
Months Inventory	1.5	4.9	▲ 235.8%	1.5	4.9	▲ 235.8%	1.5	4.9	▲ 235.8%

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

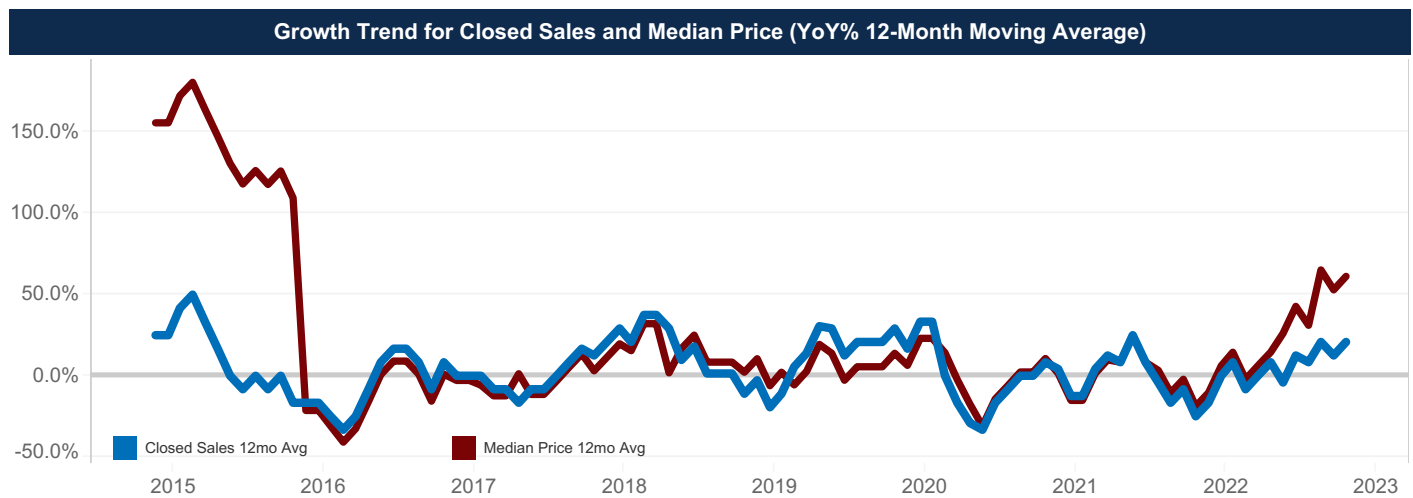
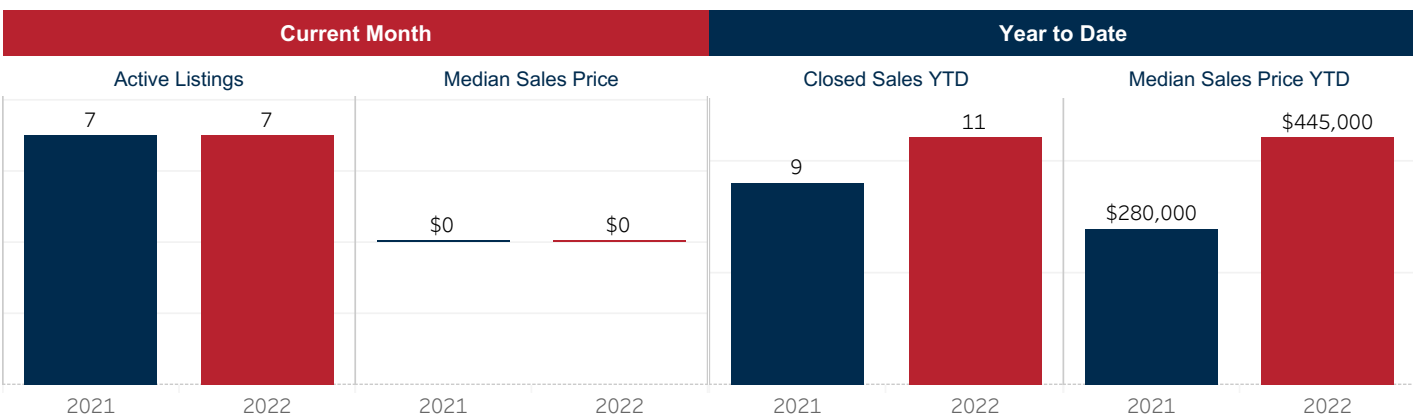


December 2022 Market Snapshot

Kimble County



	2021			2022			Year to Date		
	2021	2022	% Change	2021	2022	% Change	2021	2022	% Change
Closed Sales	0	0	▲ 0.0%	9	11	▲ 22.2%	9	11	▲ 22.2%
Median Sales Price	\$0	\$0	▲ 0.0%	\$280,000	\$445,000	▲ 58.9%	\$280,000	\$445,000	▲ 58.9%
Average Sales Price	\$0	\$0	▲ 0.0%	\$298,211	\$512,000	▲ 71.7%	\$298,211	\$512,000	▲ 71.7%
Ratio to Original List Price	0.0%	0.0%	▲ 0.0%	85.7%	94.7%	▲ 10.5%	85.7%	94.7%	▲ 10.5%
Days On Market	0.000	0.000	▲ 0.0%	82	107	▲ 30.5%	82	107	▲ 30.5%
New Listings	0.000	1.000	▲ 100.0%	19	21	▲ 10.5%	19	21	▲ 10.5%
Under Contract	1.000	0.000	▼ -100.0%	1	1	▲ 0.0%	1	1	▲ 0.0%
Active Listings	7	7	▲ 0.0%	5	7	▲ 40.0%	5	7	▲ 40.0%
Months Inventory	9.3	7.6	▼ -18.2%	9.3	7.6	▼ -18.2%	9.3	7.6	▼ -18.2%



December 2022 Market Snapshot

Mason County



	2021			2022			Year to Date		
	2021	2022	% Change	2021	2022	% Change	2021	2022	% Change
Closed Sales	3	2	▼ -33.3%	37	41	▲ 10.8%	37	41	▲ 10.8%
Median Sales Price	\$369,000	\$145,250	▼ -60.6%	\$239,000	\$325,000	▲ 36.0%	\$239,000	\$325,000	▲ 36.0%
Average Sales Price	\$458,500	\$145,250	▼ -68.3%	\$330,492	\$298,618	▼ -9.6%	\$330,492	\$298,618	▼ -9.6%
Ratio to Original List Price	88.6%	83.0%	▼ -6.3%	95.8%	92.0%	▼ -4.0%	95.8%	92.0%	▼ -4.0%
Days On Market	93	513	▲ 451.6%	64	121	▲ 89.1%	64	121	▲ 89.1%
New Listings	3	4	▲ 33.3%	45	64	▲ 42.2%	45	64	▲ 42.2%
Under Contract	6	2	▼ -66.7%	3	4	▲ 33.3%	3	4	▲ 33.3%
Active Listings	10	21	▲ 110.0%	9	19	▲ 111.1%	9	19	▲ 111.1%
Months Inventory	3.2	6.1	▲ 89.5%	3.2	6.1	▲ 89.5%	3.2	6.1	▲ 89.5%

