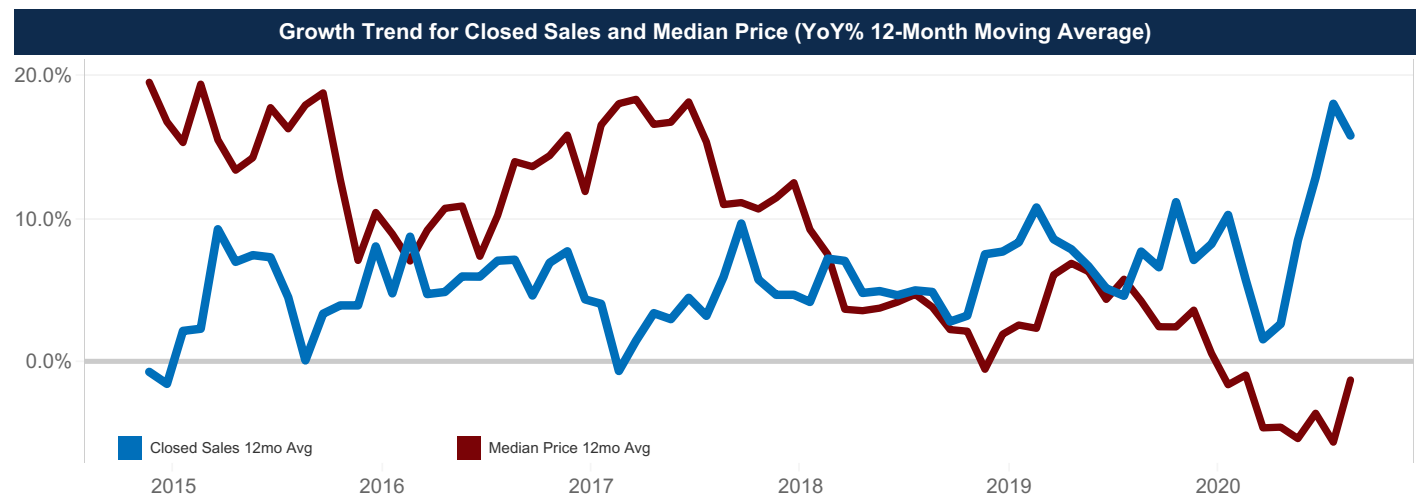
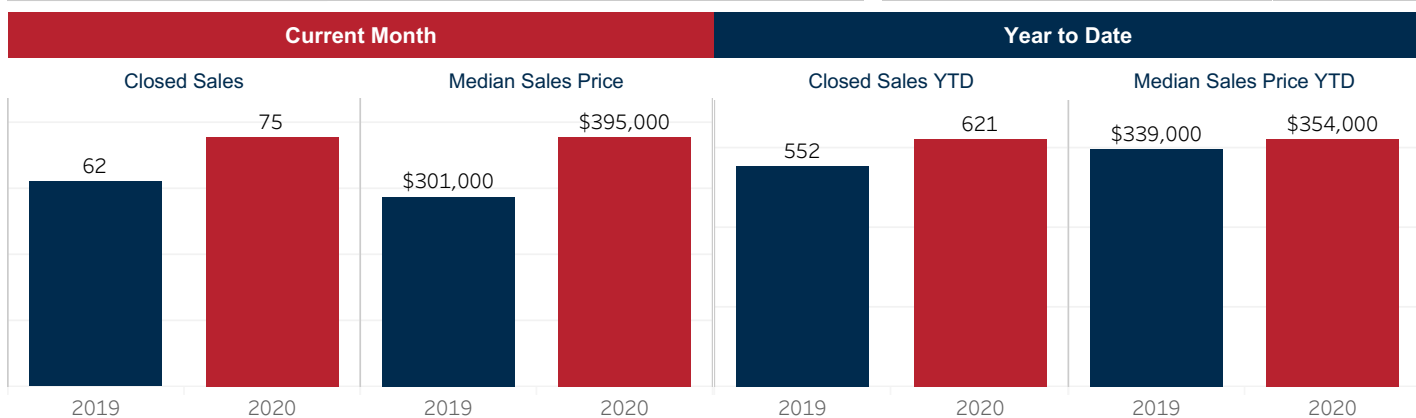


October 2020 Market Snapshot

Central Hill Country



	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	62	75	▲ 21.0%	552	621	▲ 12.5%	552	621	▲ 12.5%
Median Sales Price	\$301,000	\$395,000	▲ 31.2%	\$339,000	\$354,000	▲ 4.4%	\$339,000	\$354,000	▲ 4.4%
Average Sales Price	\$383,270	\$454,997	▲ 18.7%	\$413,053	\$452,074	▲ 9.5%	\$413,053	\$452,074	▲ 9.5%
Ratio to Original List Price	94.4%	93.5%	▼ -1.0%	92.9%	93.4%	▲ 0.5%	92.9%	93.4%	▲ 0.5%
Days On Market	78	129	▲ 65.4%	113	121	▲ 7.1%	113	121	▲ 7.1%
New Listings	84	73	▼ -13.1%	862	849	▼ -1.5%	862	849	▼ -1.5%
Under Contract	45	142	▲ 215.6%	65	92	▲ 41.5%	65	92	▲ 41.5%
Active Listing Count	367	215	▼ -41.4%	332	282	▼ -15.1%	332	282	▼ -15.1%
Months Inventory	7.0	3.7	▼ -48.0%	7.0	3.7	▼ -48.0%	7.0	3.7	▼ -48.0%



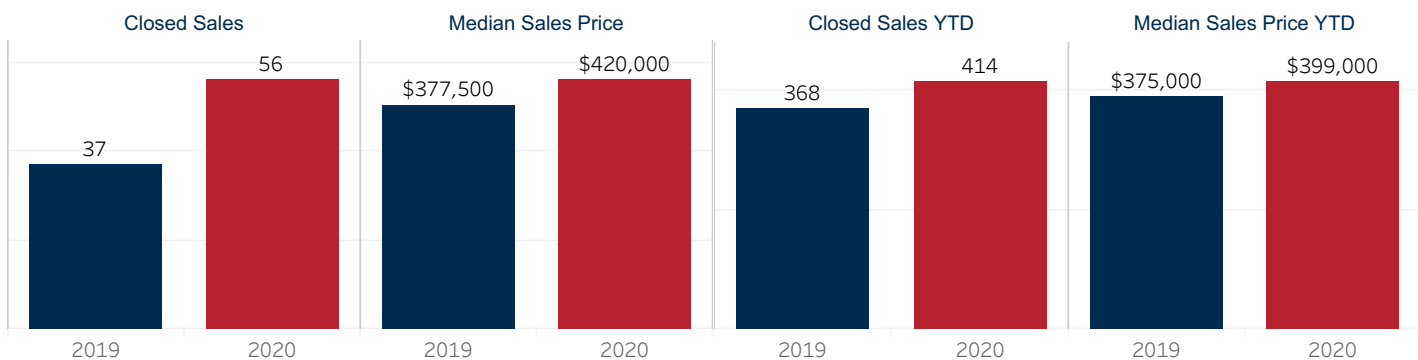
October 2020 Market Snapshot

Gillespie County

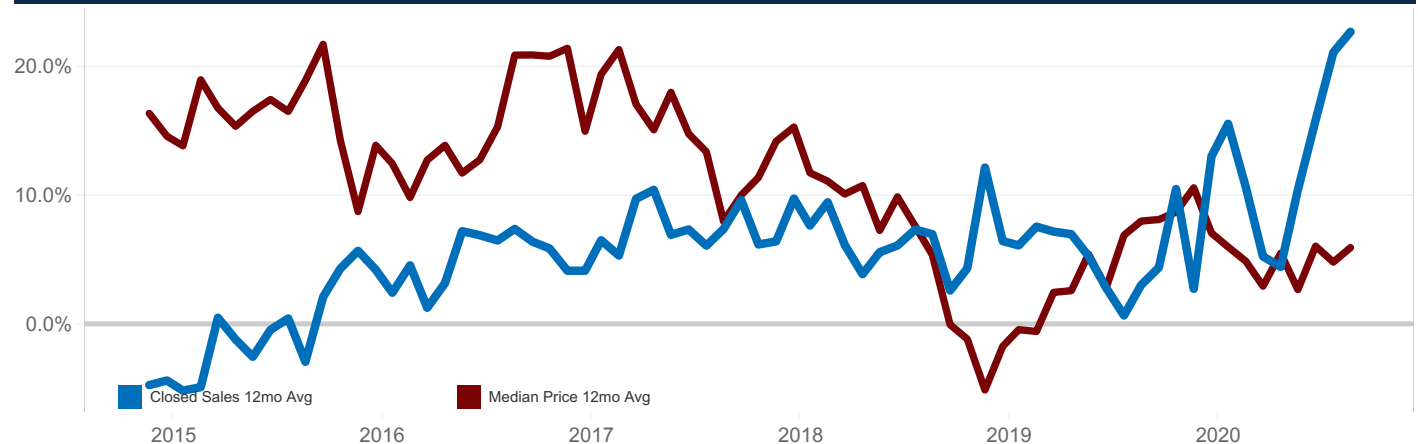


	Year to Date			Year to Date		
	2019	2020	% Change	2019	2020	% Change
Closed Sales	37	56	▲ 51.4%	368	414	▲ 12.5%
Median Sales Price	\$377,500	\$420,000	▲ 11.3%	\$375,000	\$399,000	▲ 6.4%
Average Sales Price	\$449,524	\$497,787	▲ 10.7%	\$449,992	\$519,745	▲ 15.5%
Ratio to Original List Price	94.0%	94.3%	▲ 0.3%	93.1%	93.8%	▲ 0.7%
Days On Market	95	149	▲ 56.8%	120	127	▲ 5.8%
New Listings	57	48	▼ -15.8%	573	563	▼ -1.8%
Under Contract	29	87	▲ 200.0%	41	59	▲ 43.9%
Active Listing Count	252	142	▼ -43.7%	218	195	▼ -10.6%
Months Inventory	7.3	3.6	▼ -50.8%	7.3	3.6	▼ -50.8%

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

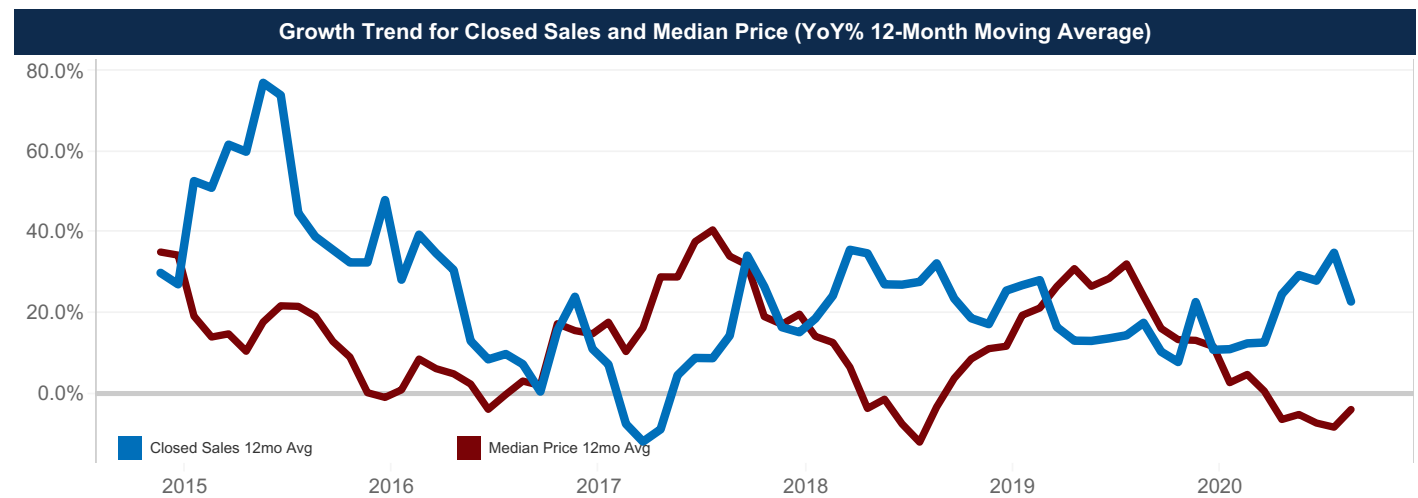
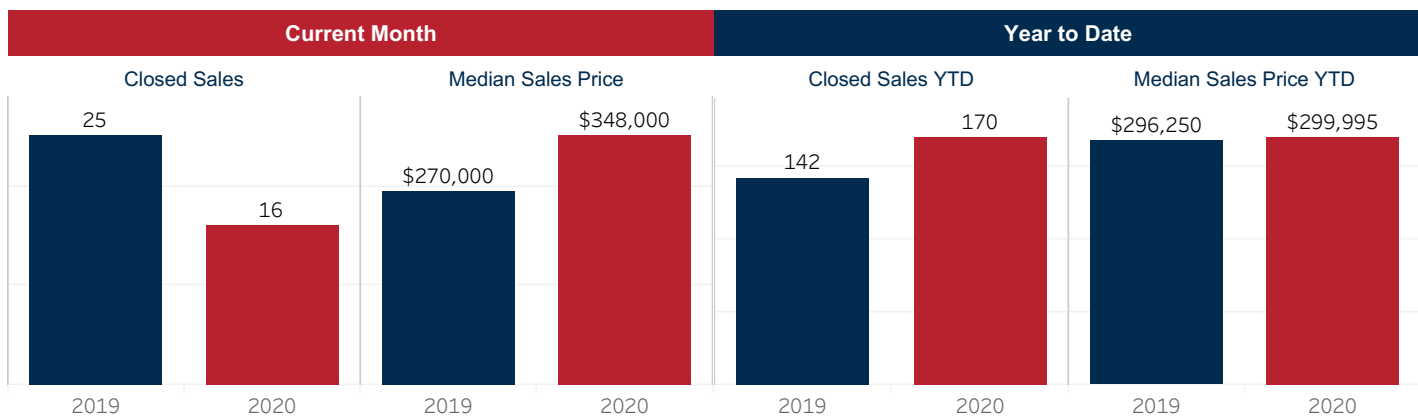


October 2020 Market Snapshot

Blanco County



	Year to Date			Year to Date		
	2019	2020	% Change	2019	2020	% Change
Closed Sales	25	16	▼ -36.0%	142	170	▲ 19.7%
Median Sales Price	\$270,000	\$348,000	▲ 28.9%	\$296,250	\$299,995	▲ 1.3%
Average Sales Price	\$285,214	\$337,833	▲ 18.5%	\$371,920	\$333,727	▼ -10.3%
Ratio to Original List Price	95.1%	90.2%	▼ -5.1%	93.0%	92.4%	▼ -0.7%
Days On Market	53	62	▲ 17.0%	89	108	▲ 21.4%
New Listings	21	19	▼ -9.5%	236	224	▼ -5.1%
Under Contract	11	38	▲ 245.5%	19	26	▲ 36.8%
Active Listing Count	91	56	▼ -38.5%	89	69	▼ -22.5%
Months Inventory	6.7	3.7	▼ -45.2%	6.7	3.7	▼ -45.2%

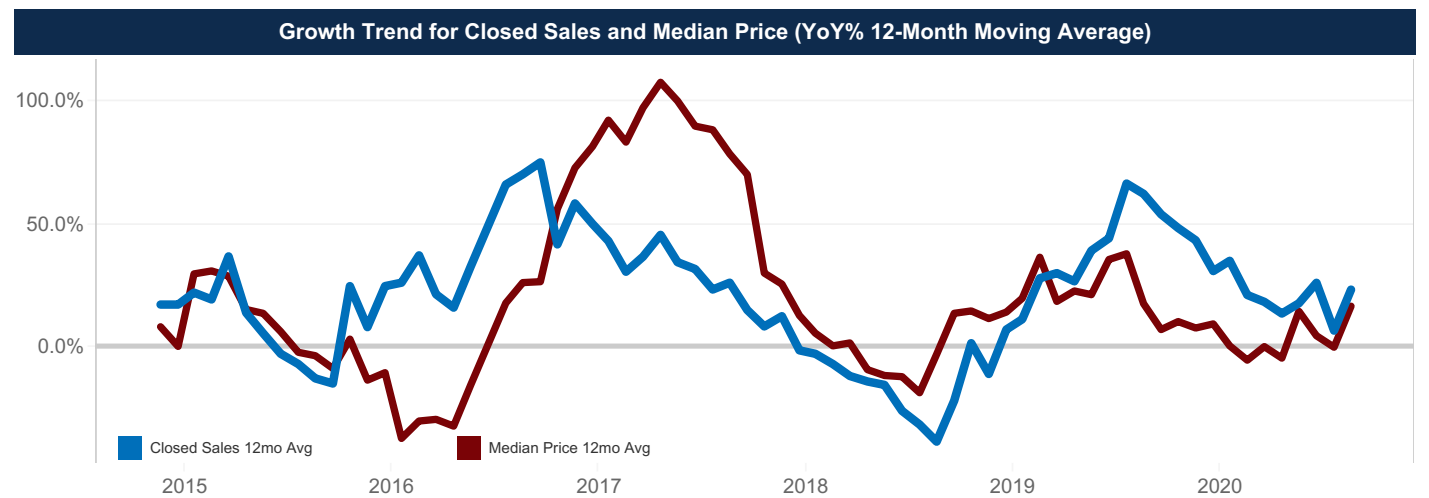
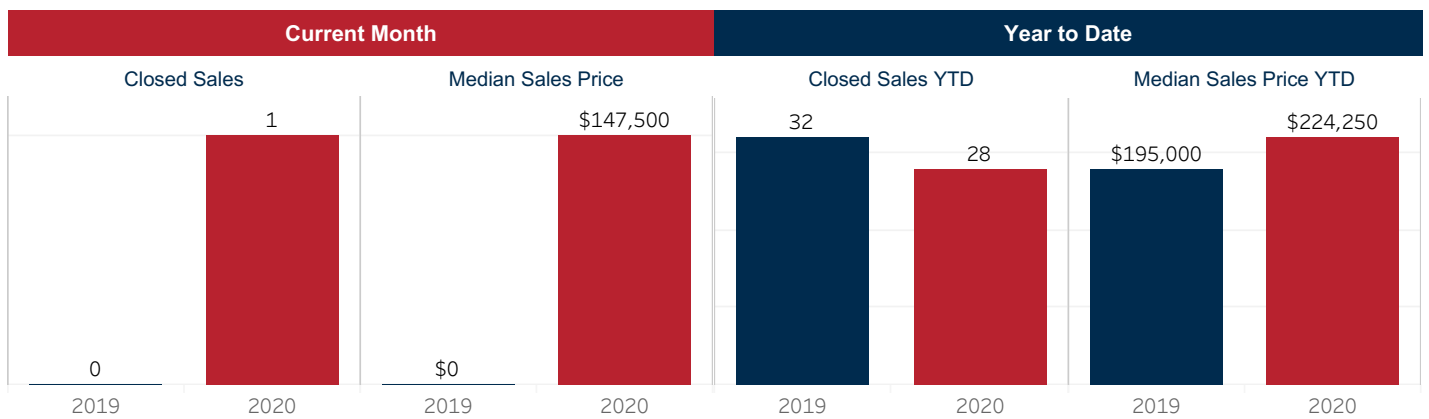


October 2020 Market Snapshot

Mason County



	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	0	1	▲ 100.0%	32	28	▼ -12.5%	32	28	▼ -12.5%
Median Sales Price	\$0	\$147,500	▲ 100.0%	\$195,000	\$224,250	▲ 15.0%	\$195,000	\$224,250	▲ 15.0%
Average Sales Price	\$0	\$147,500	▲ 100.0%	\$238,306	\$255,354	▲ 7.2%	\$238,306	\$255,354	▲ 7.2%
Ratio to Original List Price	0.0%	98.3%	▲ 100.0%	90.7%	94.5%	▲ 4.2%	90.7%	94.5%	▲ 4.2%
Days On Market	0	101	▲ 100.0%	135	104	▼ -23.0%	135	104	▼ -23.0%
New Listings	3	4	▲ 33.3%	39	48	▲ 23.1%	39	48	▲ 23.1%
Under Contract	5	17	▲ 240.0%	3	5	▲ 66.7%	3	5	▲ 66.7%
Active Listing Count	17	13	▼ -23.5%	13	13	▲ 0.0%	13	13	▲ 0.0%
Months Inventory	5.5	4.2	▼ -23.5%	5.5	4.2	▼ -23.5%	5.5	4.2	▼ -23.5%



October 2020 Market Snapshot

Kimble County



	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	0	2	▲ 100.0%	10	9	▼ -10.0%	10	9	▼ -10.0%
Median Sales Price	\$0	\$310,750	▲ 100.0%	\$216,500	\$197,000	▼ -9.0%	\$216,500	\$197,000	▼ -9.0%
Average Sales Price	\$0	\$310,750	▲ 100.0%	\$196,969	\$181,056	▼ -8.1%	\$196,969	\$181,056	▼ -8.1%
Ratio to Original List Price	0.0%	100.0%	▲ 100.0%	93.8%	88.4%	▼ -5.7%	93.8%	88.4%	▼ -5.7%
Days On Market	0	84	▲ 100.0%	108	124	▲ 14.8%	108	124	▲ 14.8%
New Listings	3	2	▼ -33.3%	14	14	▲ 0.0%	14	14	▲ 0.0%
Under Contract	0	0	▲ 0.0%	1	1	▲ 0.0%	1	1	▲ 0.0%
Active Listing Count	7	4	▼ -42.9%	10	4	▼ -60.0%	10	4	▼ -60.0%
Months Inventory	8.4	5.3	▼ -36.5%	8.4	5.3	▼ -36.5%	8.4	5.3	▼ -36.5%

