

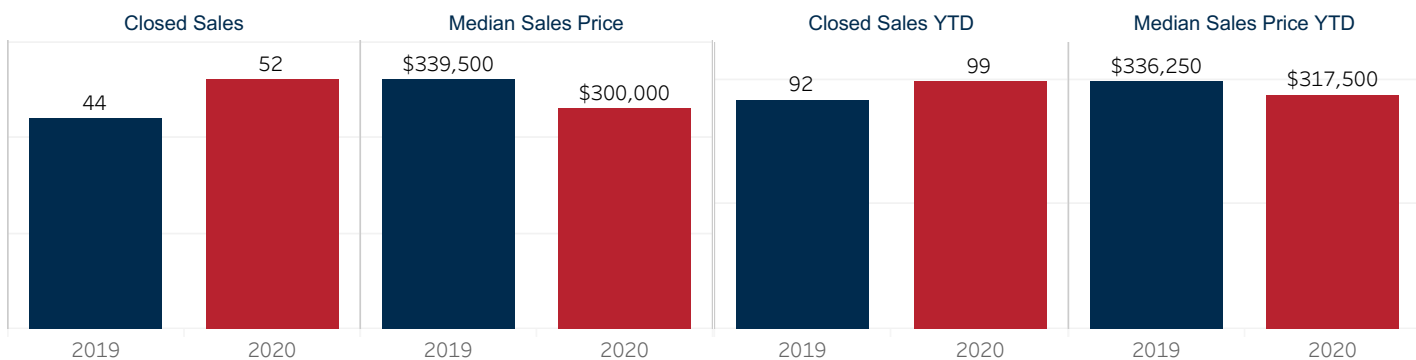
February 2020 Market Snapshot

Central Hill Country

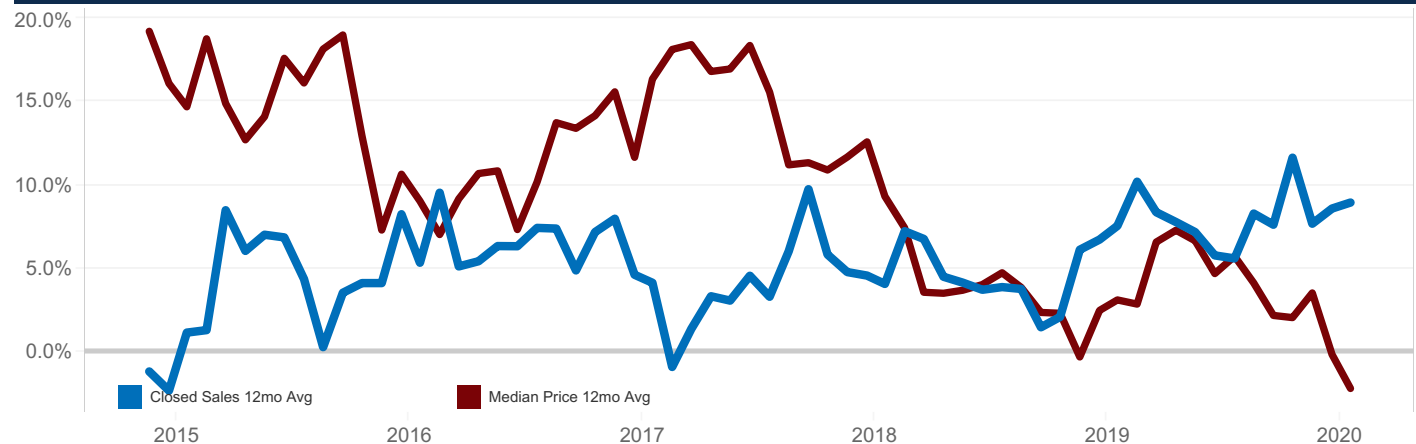


	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	44	52	▲ 18.2%	92	99	▲ 7.6%	92	99	▲ 7.6%
Median Sales Price	\$339,500	\$300,000	▼ -11.6%	\$336,250	\$317,500	▼ -5.6%	\$336,250	\$317,500	▼ -5.6%
Average Sales Price	\$413,024	\$392,818	▼ -4.9%	\$383,562	\$394,468	▲ 2.8%	\$383,562	\$394,468	▲ 2.8%
Ratio to Original List Price	90.4%	92.6%	▲ 2.5%	92.5%	92.5%	▲ 0.0%	92.5%	92.5%	▲ 0.0%
Days On Market	152	129	▼ -15.1%	130	152	▲ 16.9%	130	152	▲ 16.9%
New Listings	73	69	▼ -5.5%	139	132	▼ -5.0%	139	132	▼ -5.0%
Under Contract	54	80	▲ 48.2%	48	71	▲ 47.9%	48	71	▲ 47.9%
Active Listing Count	311	252	▼ -19.0%	309	264	▼ -14.6%	309	264	▼ -14.6%
Months Inventory	6.3	4.8	▼ -23.6%	6.3	4.8	▼ -23.6%	6.3	4.8	▼ -23.6%

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

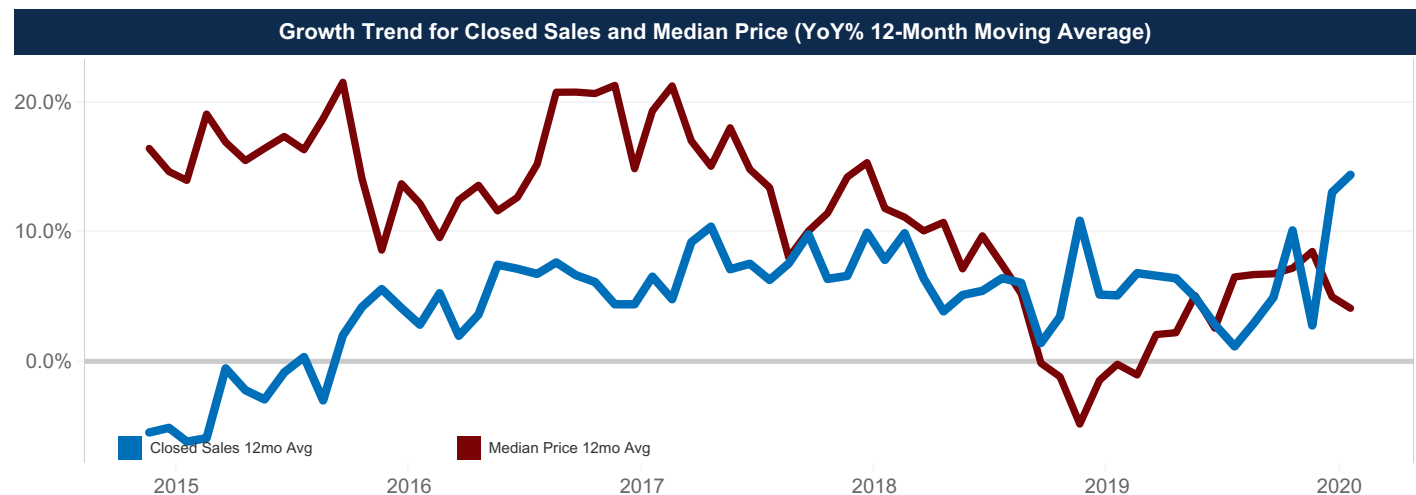
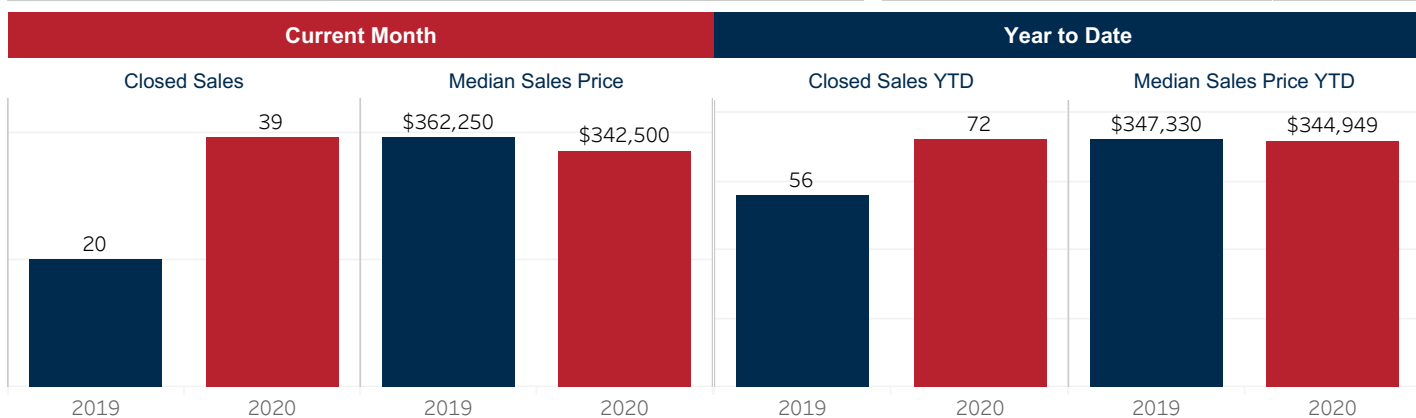


February 2020 Market Snapshot

Gillespie County



	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	20	39	▲ 95.0%	56	72	▲ 28.6%	56	72	▲ 28.6%
Median Sales Price	\$362,250	\$342,500	▼ -5.5%	\$347,330	\$344,949	▼ -0.7%	\$347,330	\$344,949	▼ -0.7%
Average Sales Price	\$439,700	\$439,531	▲ 0.0%	\$385,469	\$443,049	▲ 14.9%	\$385,469	\$443,049	▲ 14.9%
Ratio to Original List Price	91.1%	93.3%	▲ 2.4%	93.4%	94.0%	▲ 0.6%	93.4%	94.0%	▲ 0.6%
Days On Market	208	129	▼ -38.0%	141	135	▼ -4.3%	141	135	▼ -4.3%
New Listings	54	56	▲ 3.7%	98	107	▲ 9.2%	98	107	▲ 9.2%
Under Contract	36	52	▲ 44.4%	28	46	▲ 64.3%	28	46	▲ 64.3%
Active Listing Count	211	181	▼ -14.2%	205	187	▼ -8.8%	205	187	▼ -8.8%
Months Inventory	6.2	5.0	▼ -19.9%	6.2	5.0	▼ -19.9%	6.2	5.0	▼ -19.9%



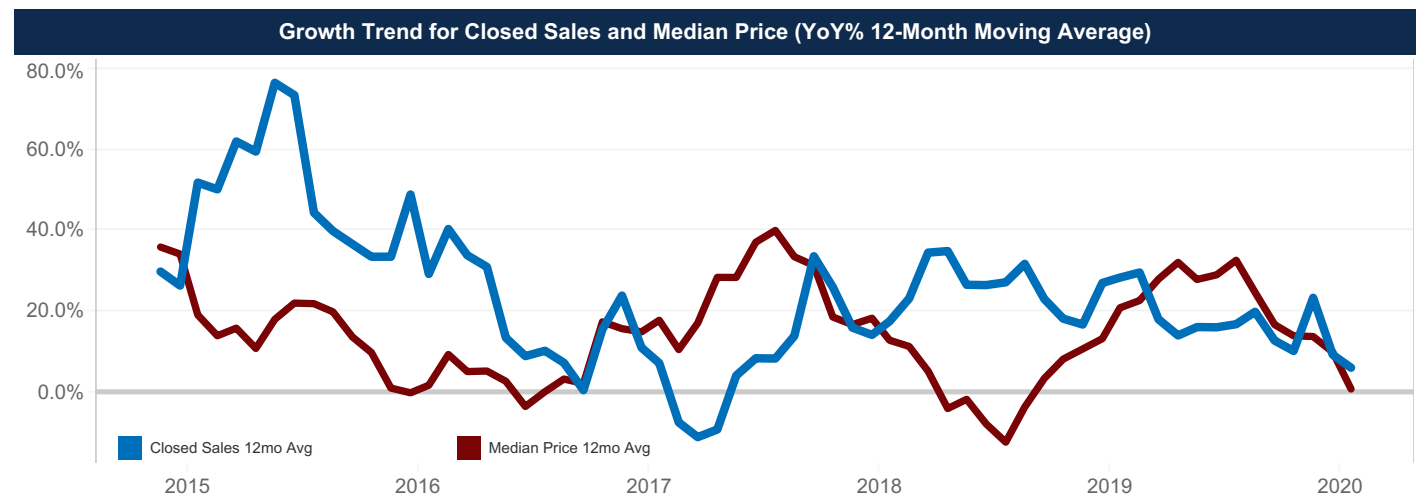
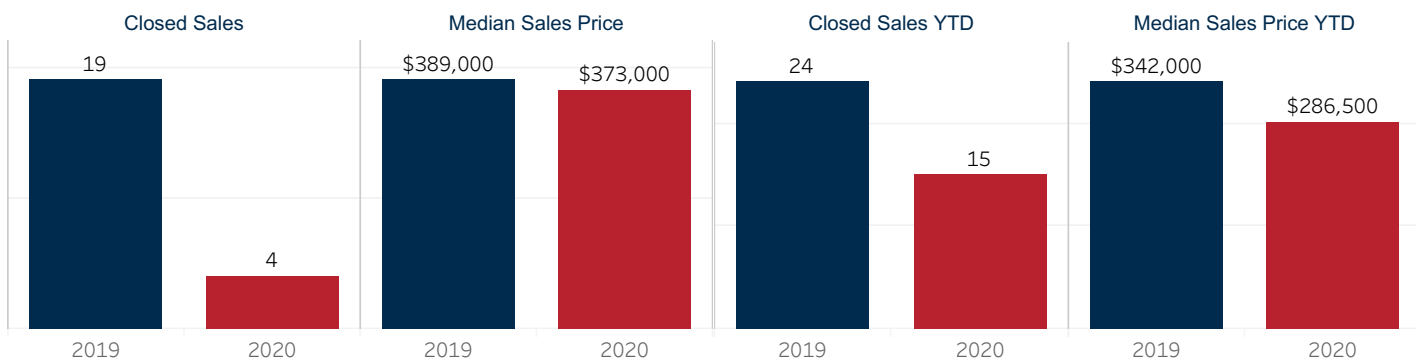
February 2020 Market Snapshot

Blanco County



	Year to Date			Year to Date		
	2019	2020	% Change	2019	2020	% Change
Closed Sales	19	4	▼ -79.0%	24	15	▼ -37.5%
Median Sales Price	\$389,000	\$373,000	▼ -4.1%	\$342,000	\$286,500	▼ -16.2%
Average Sales Price	\$440,108	\$359,000	▼ -18.4%	\$439,210	\$302,154	▼ -31.2%
Ratio to Original List Price	89.9%	92.5%	▲ 2.8%	90.4%	88.3%	▼ -2.3%
Days On Market	105	72	▼ -31.4%	101	216	▲ 113.9%
New Listings	14	10	▼ -28.6%	31	18	▼ -41.9%
Under Contract	14	24	▲ 71.4%	15	19	▲ 26.7%
Active Listing Count	74	58	▼ -21.6%	78	62	▼ -20.5%
Months Inventory	5.9	4.7	▼ -19.5%	5.9	4.7	▼ -19.5%

Current Month	Year to Date
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February 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%	2	3	▲ 50.0%	2	3	▲ 50.0%
Median Sales Price	\$0	\$85,750	▲ 100.0%	\$190,250	\$128,000	▼ -32.7%	\$190,250	\$128,000	▼ -32.7%
Average Sales Price	\$0	\$85,750	▲ 100.0%	\$190,250	\$127,167	▼ -33.2%	\$190,250	\$127,167	▼ -33.2%
Ratio to Original List Price	0.0%	82.1%	▲ 100.0%	0.0%	77.4%	▲ 100.0%	0.0%	77.4%	▲ 100.0%
Days On Market	0	66	▲ 100.0%	219	233	▲ 6.4%	219	233	▲ 6.4%
New Listings	1	0	▼ -100.0%	3	2	▼ -33.3%	3	2	▼ -33.3%
Under Contract	0	0	▲ 0.0%	0	3	▲ 100.0%	0	3	▲ 100.0%
Active Listing Count	13	4	▼ -69.2%	12	4	▼ -66.7%	12	4	▼ -66.7%
Months Inventory	22.3	5.3	▼ -76.1%	22.3	5.3	▼ -76.1%	22.3	5.3	▼ -76.1%

