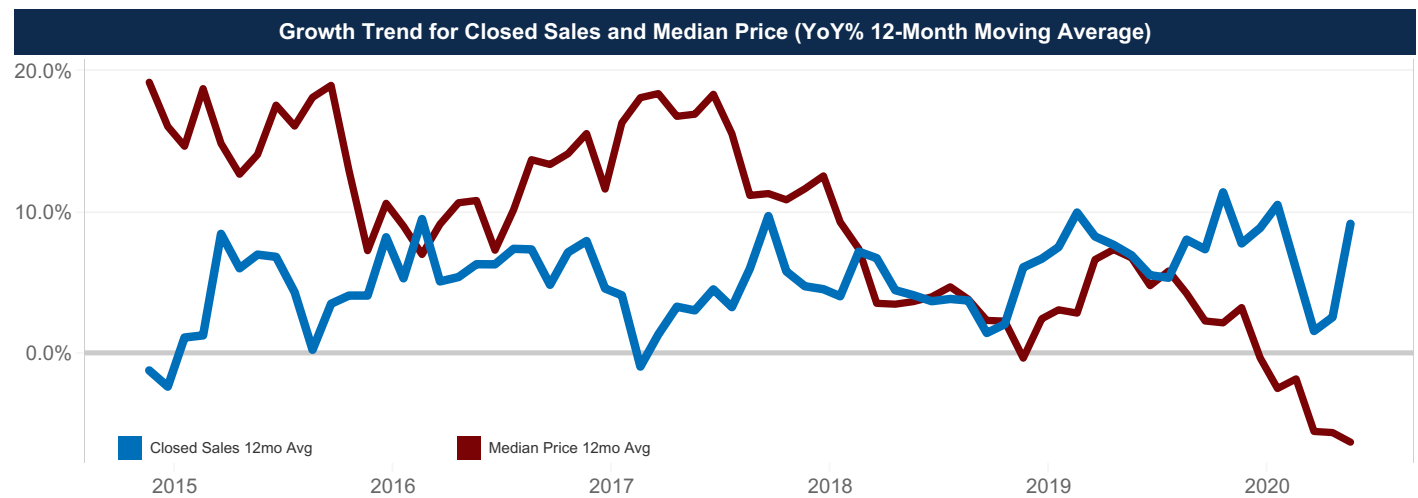
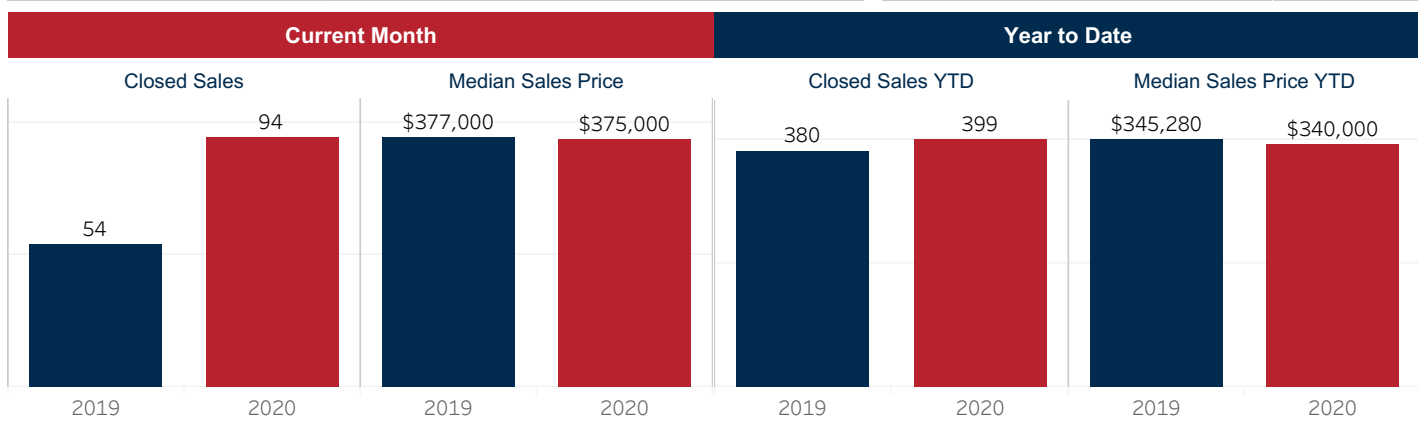


July 2020 Market Snapshot

Central Hill Country



	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	54	94	▲ 74.1%	380	399	▲ 5.0%	380	399	▲ 5.0%
Median Sales Price	\$377,000	\$375,000	▼ -0.5%	\$345,280	\$340,000	▼ -1.5%	\$345,280	\$340,000	▼ -1.5%
Average Sales Price	\$489,197	\$485,527	▼ -0.8%	\$417,558	\$421,546	▲ 1.0%	\$417,558	\$421,546	▲ 1.0%
Ratio to Original List Price	93.3%	93.3%	▲ 0.0%	92.6%	93.1%	▲ 0.5%	92.6%	93.1%	▲ 0.5%
Days On Market	118	109	▼ -7.6%	124	123	▼ -0.8%	124	123	▼ -0.8%
New Listings	91	88	▼ -3.3%	591	580	▼ -1.9%	591	580	▼ -1.9%
Under Contract	71	108	▲ 52.1%	67	79	▲ 17.9%	67	79	▲ 17.9%
Active Listing Count	337	282	▼ -16.3%	322	304	▼ -5.6%	322	304	▼ -5.6%
Months Inventory	6.7	5.3	▼ -21.1%	6.7	5.3	▼ -21.1%	6.7	5.3	▼ -21.1%



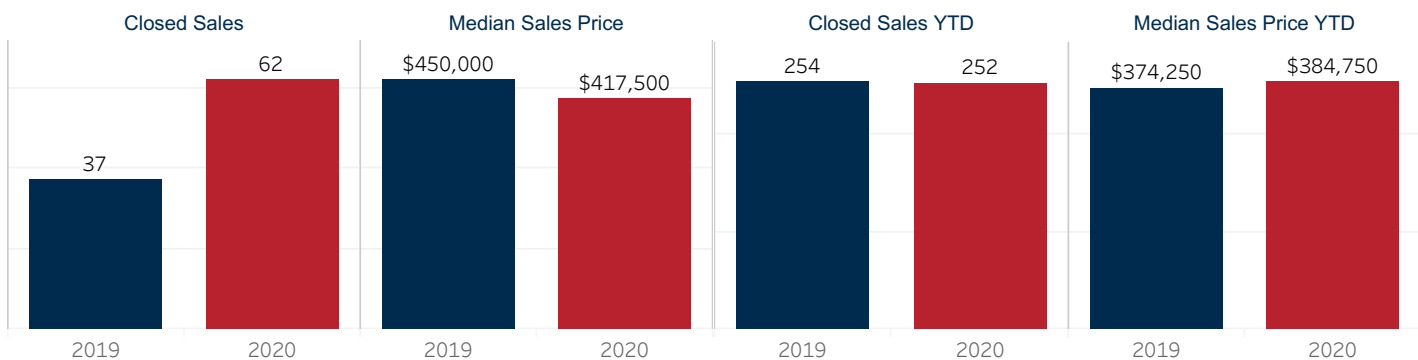
July 2020 Market Snapshot

Gillespie County

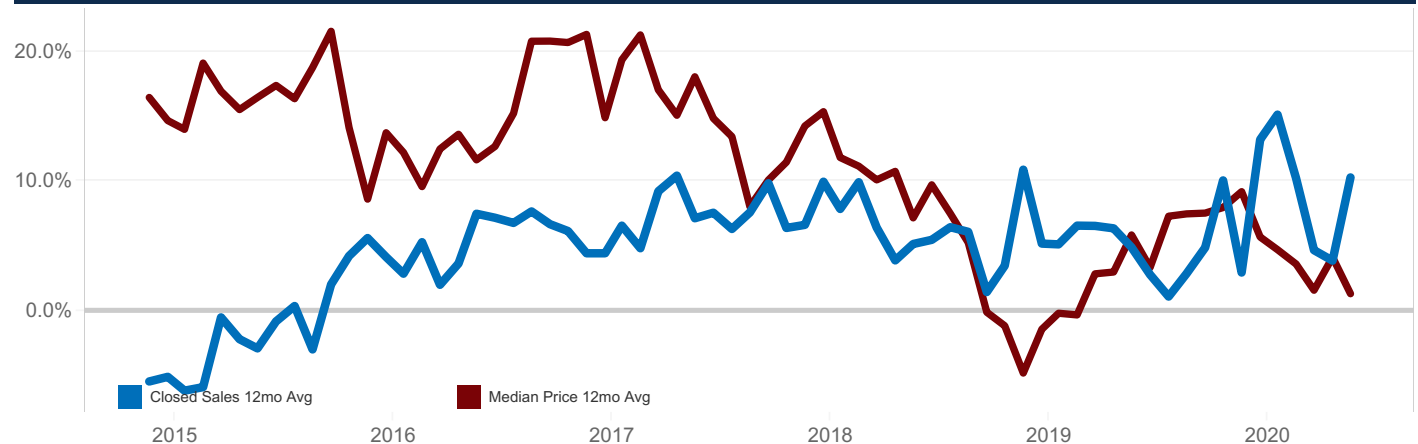


	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	37	62	▲ 67.6%	254	252	▼ -0.8%	254	252	▼ -0.8%
Median Sales Price	\$450,000	\$417,500	▼ -7.2%	\$374,250	\$384,750	▲ 2.8%	\$374,250	\$384,750	▲ 2.8%
Average Sales Price	\$513,493	\$542,453	▲ 5.6%	\$450,641	\$490,043	▲ 8.7%	\$450,641	\$490,043	▲ 8.7%
Ratio to Original List Price	93.8%	96.5%	▲ 2.9%	92.9%	94.0%	▲ 1.2%	92.9%	94.0%	▲ 1.2%
Days On Market	132	94	▼ -28.8%	131	118	▼ -9.9%	131	118	▼ -9.9%
New Listings	63	59	▼ -6.4%	385	393	▲ 2.1%	385	393	▲ 2.1%
Under Contract	46	78	▲ 69.6%	44	51	▲ 15.9%	44	51	▲ 15.9%
Active Listing Count	219	195	▼ -11.0%	209	213	▲ 1.9%	209	213	▲ 1.9%
Months Inventory	6.4	5.6	▼ -12.5%	6.4	5.6	▼ -12.5%	6.4	5.6	▼ -12.5%

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

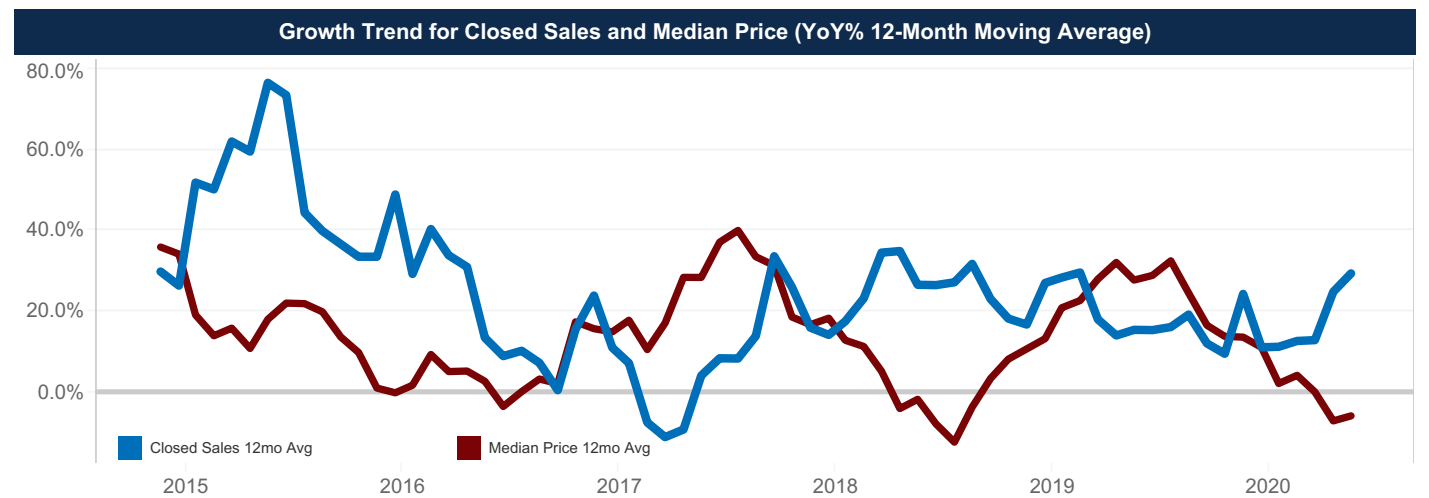
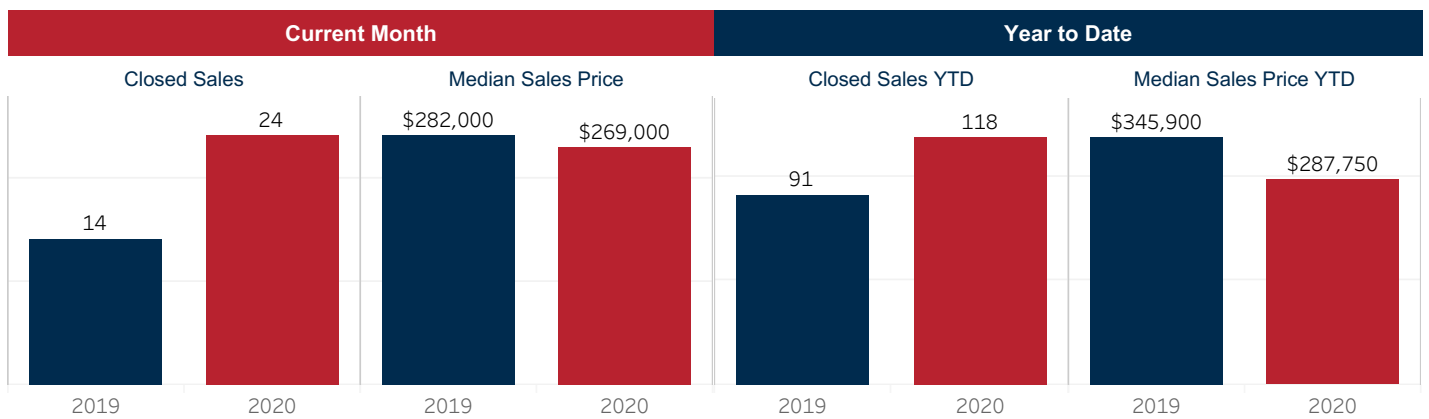


July 2020 Market Snapshot

Blanco County



	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	14	24	▲ 71.4%	91	118	▲ 29.7%	91	118	▲ 29.7%
Median Sales Price	\$282,000	\$269,000	▼ -4.6%	\$345,900	\$287,750	▼ -16.8%	\$345,900	\$287,750	▼ -16.8%
Average Sales Price	\$498,957	\$362,217	▼ -27.4%	\$400,349	\$319,503	▼ -20.2%	\$400,349	\$319,503	▼ -20.2%
Ratio to Original List Price	92.5%	86.2%	▼ -6.8%	92.0%	91.5%	▼ -0.6%	92.0%	91.5%	▼ -0.6%
Days On Market	95	142	▲ 49.5%	103	133	▲ 29.1%	103	133	▲ 29.1%
New Listings	23	21	▼ -8.7%	169	147	▼ -13.0%	169	147	▼ -13.0%
Under Contract	22	24	▲ 9.1%	19	23	▲ 21.1%	19	23	▲ 21.1%
Active Listing Count	95	67	▼ -29.5%	88	71	▼ -19.3%	88	71	▼ -19.3%
Months Inventory	7.7	4.4	▼ -42.3%	7.7	4.4	▼ -42.3%	7.7	4.4	▼ -42.3%

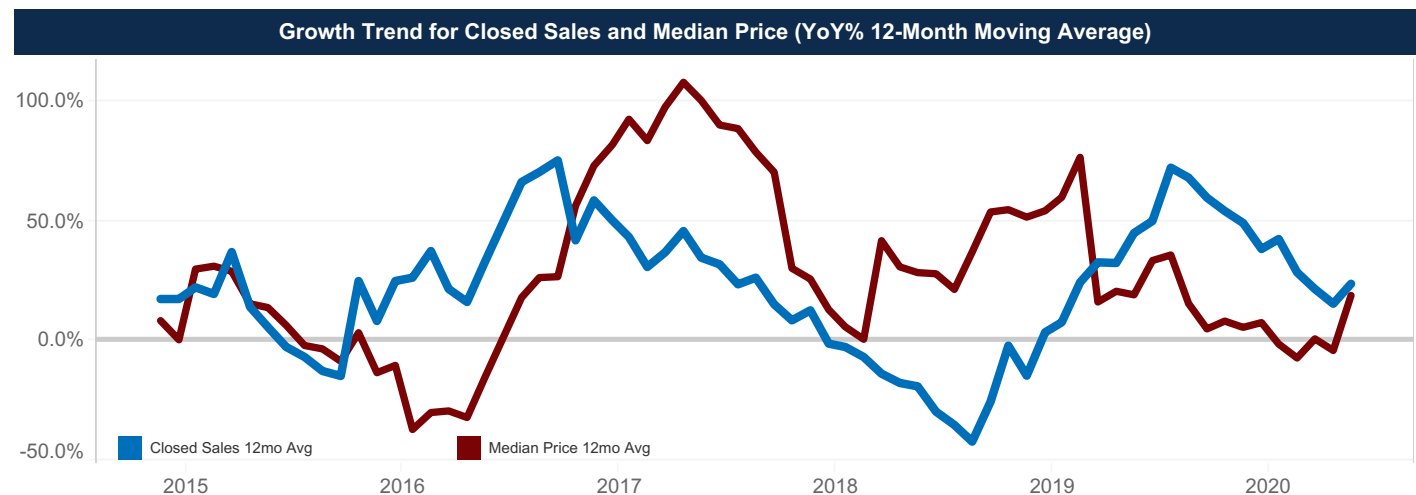
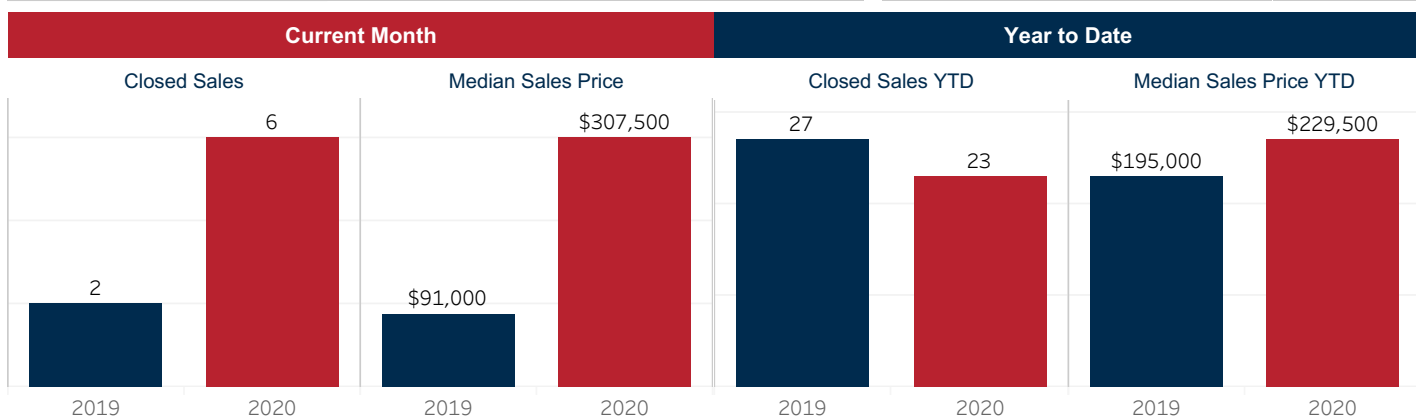


July 2020 Market Snapshot

Mason County



	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	2	6	▲ 200.0%	27	23	▼ -14.8%	27	23	▼ -14.8%
Median Sales Price	\$91,000	\$307,500	▲ 237.9%	\$195,000	\$229,500	▲ 17.7%	\$195,000	\$229,500	▲ 17.7%
Average Sales Price	\$91,000	\$388,958	▲ 327.4%	\$229,252	\$246,583	▲ 7.6%	\$229,252	\$246,583	▲ 7.6%
Ratio to Original List Price	88.1%	92.4%	▲ 4.9%	92.4%	94.8%	▲ 2.6%	92.4%	94.8%	▲ 2.6%
Days On Market	63	128	▲ 103.2%	131	106	▼ -19.1%	131	106	▼ -19.1%
New Listings	5	7	▲ 40.0%	29	30	▲ 3.5%	29	30	▲ 3.5%
Under Contract	3	4	▲ 33.3%	4	3	▼ -25.0%	4	3	▼ -25.0%
Active Listing Count	15	14	▼ -6.7%	13	13	▲ 0.0%	13	13	▲ 0.0%
Months Inventory	4.9	4.5	▼ -6.7%	4.9	4.5	▼ -6.7%	4.9	4.5	▼ -6.7%



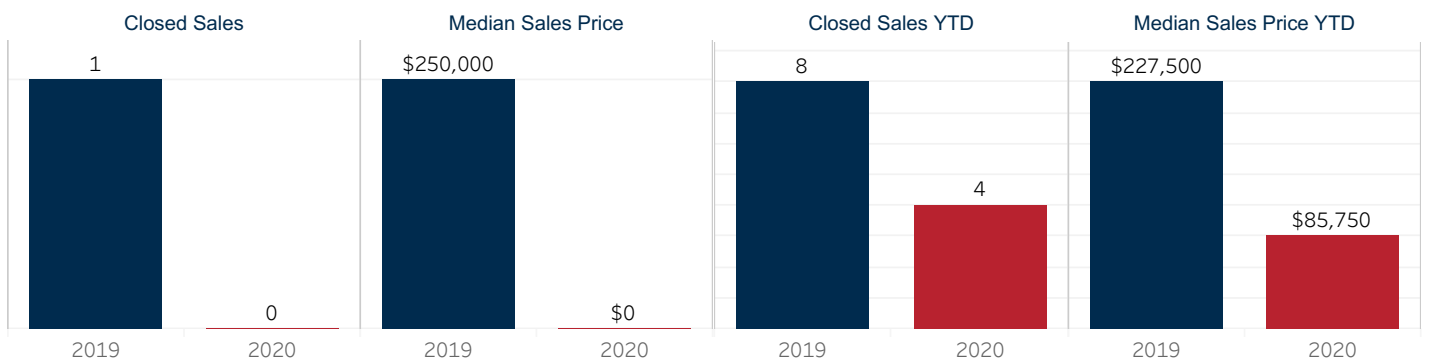
July 2020 Market Snapshot

Kimble County



	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	1	0	▼ -100.0%	8	4	▼ -50.0%	8	4	▼ -50.0%
Median Sales Price	\$250,000	\$0	▼ -100.0%	\$227,500	\$85,750	▼ -62.3%	\$227,500	\$85,750	▼ -62.3%
Average Sales Price	\$250,000	\$0	▼ -100.0%	\$198,462	\$105,750	▼ -46.7%	\$198,462	\$105,750	▼ -46.7%
Ratio to Original List Price	100.0%	0.0%	▼ -100.0%	93.8%	83.8%	▼ -10.7%	93.8%	83.8%	▼ -10.7%
Days On Market	48	0	▼ -100.0%	107	179	▲ 67.3%	107	179	▲ 67.3%
New Listings	0	1	▲ 100.0%	8	10	▲ 25.0%	8	10	▲ 25.0%
Under Contract	0	2	▲ 100.0%	1	2	▲ 100.0%	1	2	▲ 100.0%
Active Listing Count	8	6	▼ -25.0%	11	5	▼ -54.6%	11	5	▼ -54.6%
Months Inventory	10.7	18.0	▲ 68.8%	10.7	18.0	▲ 68.8%	10.7	18.0	▲ 68.8%

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

