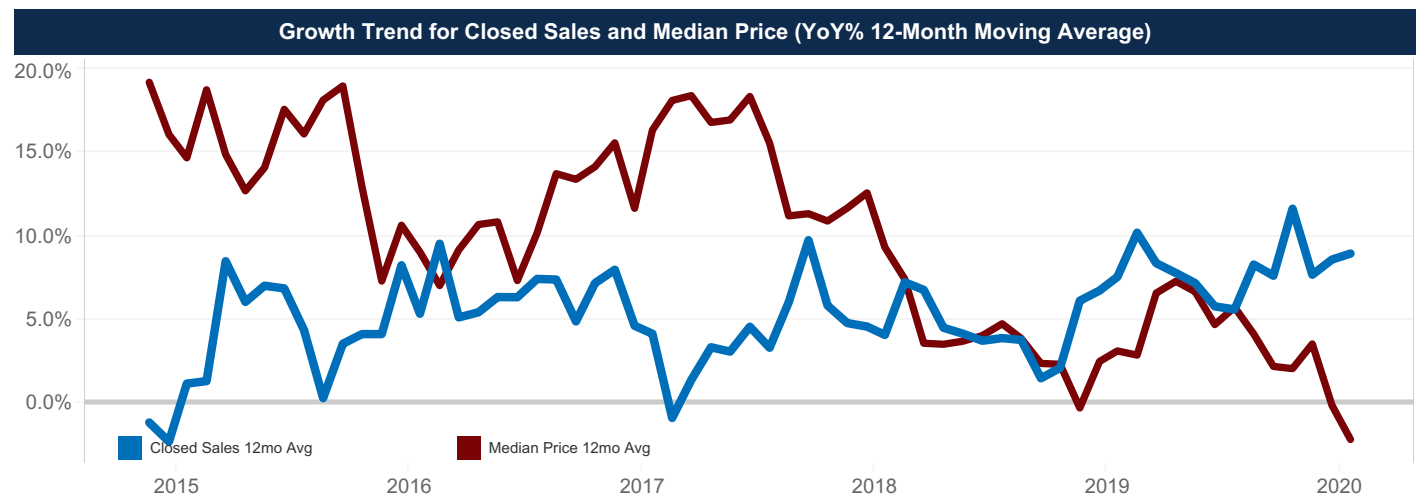
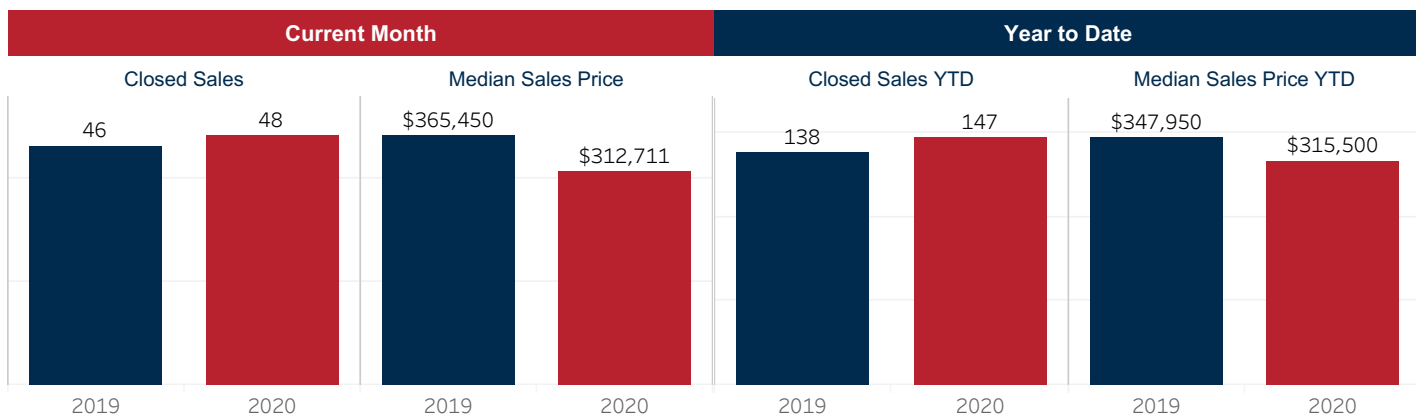


March 2020 Market Snapshot

Central Hill Country



	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	46	48	▲ 4.4%	138	147	▲ 6.5%	138	147	▲ 6.5%
Median Sales Price	\$365,450	\$312,711	▼ -14.4%	\$347,950	\$315,500	▼ -9.3%	\$347,950	\$315,500	▼ -9.3%
Average Sales Price	\$435,121	\$382,111	▼ -12.2%	\$400,748	\$390,520	▼ -2.6%	\$400,748	\$390,520	▼ -2.6%
Ratio to Original List Price	88.5%	94.5%	▲ 6.8%	91.3%	93.1%	▲ 2.1%	91.3%	93.1%	▲ 2.1%
Days On Market	167	161	▼ -3.6%	142	155	▲ 9.2%	142	155	▲ 9.2%
New Listings	72	82	▲ 13.9%	209	214	▲ 2.4%	209	214	▲ 2.4%
Under Contract	65	62	▼ -4.6%	53	68	▲ 28.3%	53	68	▲ 28.3%
Active Listing Count	310	283	▼ -8.7%	309	270	▼ -12.6%	309	270	▼ -12.6%
Months Inventory	6.2	5.3	▼ -14.2%	6.2	5.3	▼ -14.2%	6.2	5.3	▼ -14.2%

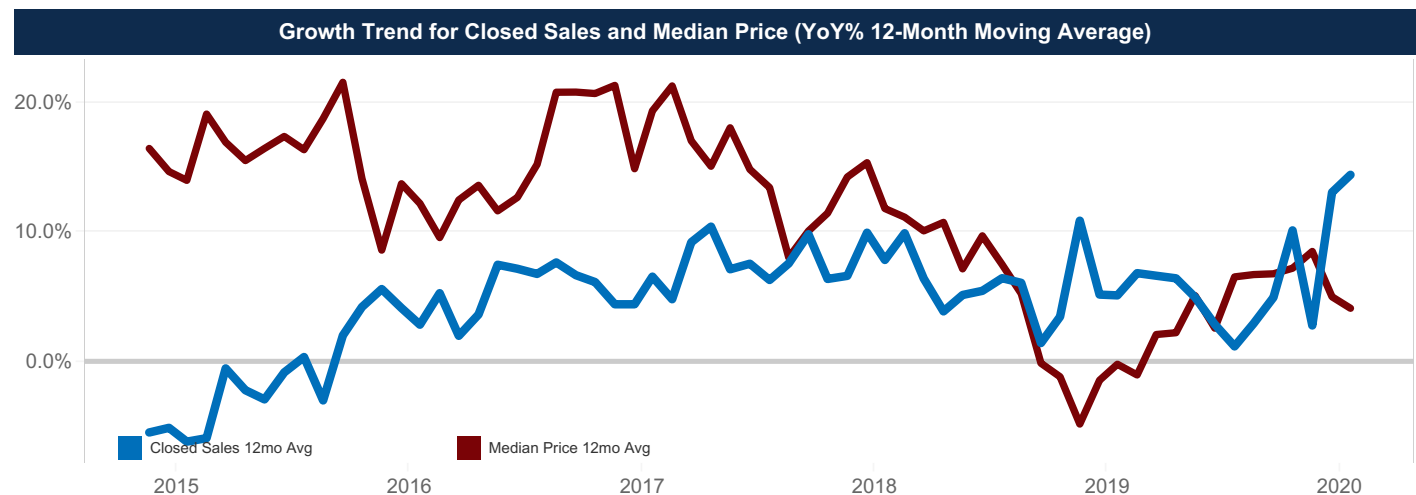
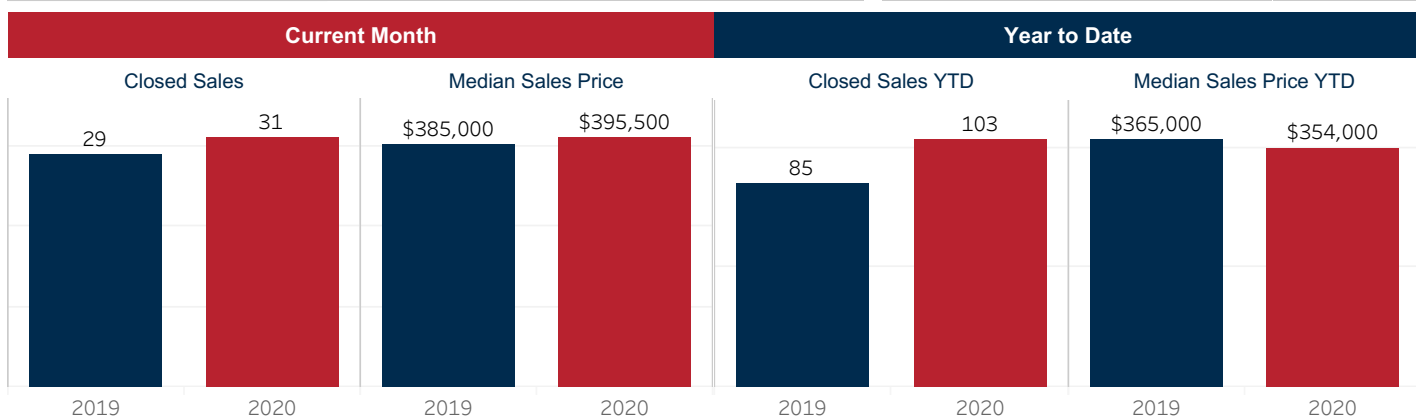


March 2020 Market Snapshot

Gillespie County



	Year to Date			Year to Date		
	2019	2020	% Change	2019	2020	% Change
Closed Sales	29	31	▲ 6.9%	85	103	▲ 21.2%
Median Sales Price	\$385,000	\$395,500	▲ 2.7%	\$365,000	\$354,000	▼ -3.0%
Average Sales Price	\$499,733	\$467,069	▼ -6.5%	\$424,453	\$450,114	▲ 6.1%
Ratio to Original List Price	91.0%	94.7%	▲ 4.0%	92.8%	94.2%	▲ 1.5%
Days On Market	181	154	▼ -14.9%	155	140	▼ -9.7%
New Listings	42	61	▲ 45.2%	138	168	▲ 21.7%
Under Contract	48	43	▼ -10.4%	34	45	▲ 32.4%
Active Listing Count	201	205	▲ 2.0%	204	193	▼ -5.4%
Months Inventory	6.0	5.6	▼ -5.9%	6.0	5.6	▼ -5.9%



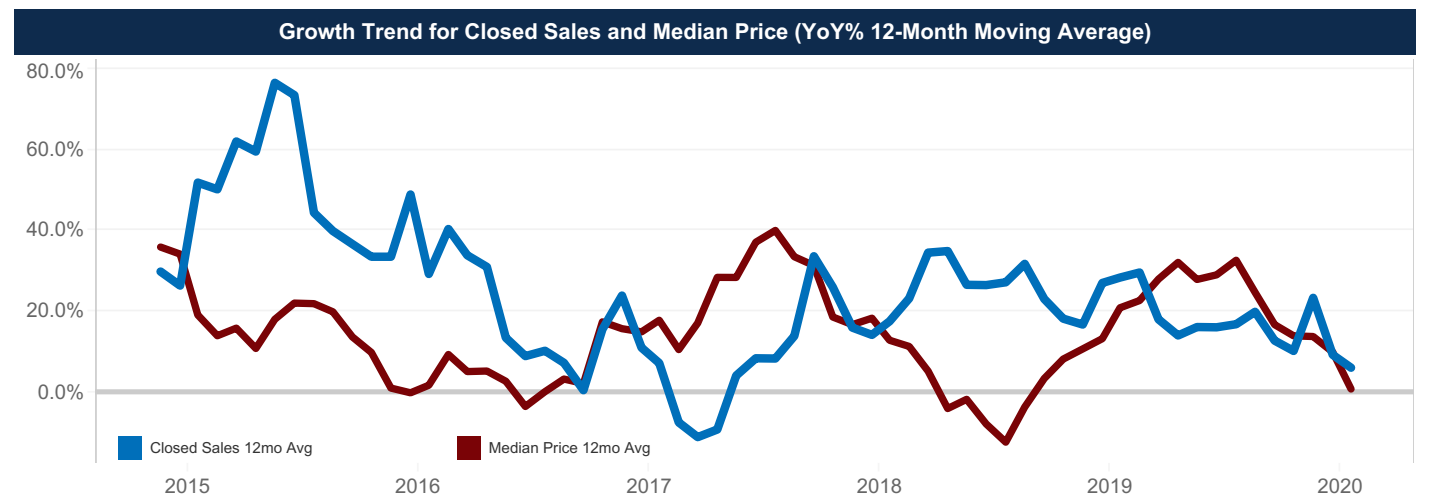
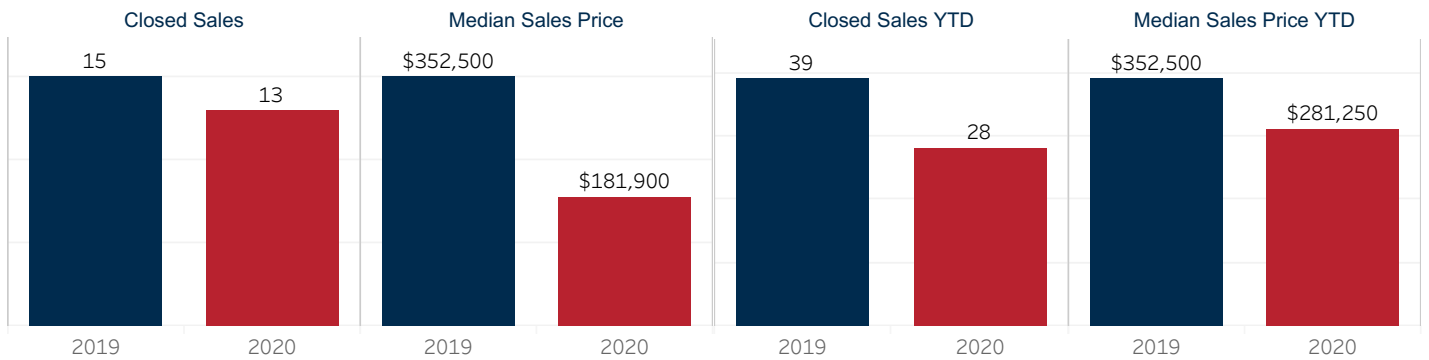
March 2020 Market Snapshot

Blanco County



	Year to Date			Year to Date		
	2019	2020	% Change	2019	2020	% Change
Closed Sales	15	13	▼ -13.3%	39	28	▼ -28.2%
Median Sales Price	\$352,500	\$181,900	▼ -48.4%	\$352,500	\$281,250	▼ -20.2%
Average Sales Price	\$338,887	\$235,079	▼ -30.6%	\$400,624	\$271,012	▼ -32.4%
Ratio to Original List Price	83.8%	93.1%	▲ 11.1%	87.9%	90.5%	▲ 3.0%
Days On Market	151	208	▲ 37.8%	120	212	▲ 76.7%
New Listings	26	15	▼ -42.3%	57	33	▼ -42.1%
Under Contract	12	16	▲ 33.3%	14	18	▲ 28.6%
Active Listing Count	85	61	▼ -28.2%	80	61	▼ -23.8%
Months Inventory	6.6	5.0	▼ -23.8%	6.6	5.0	▼ -23.8%

Current Month	Year to Date
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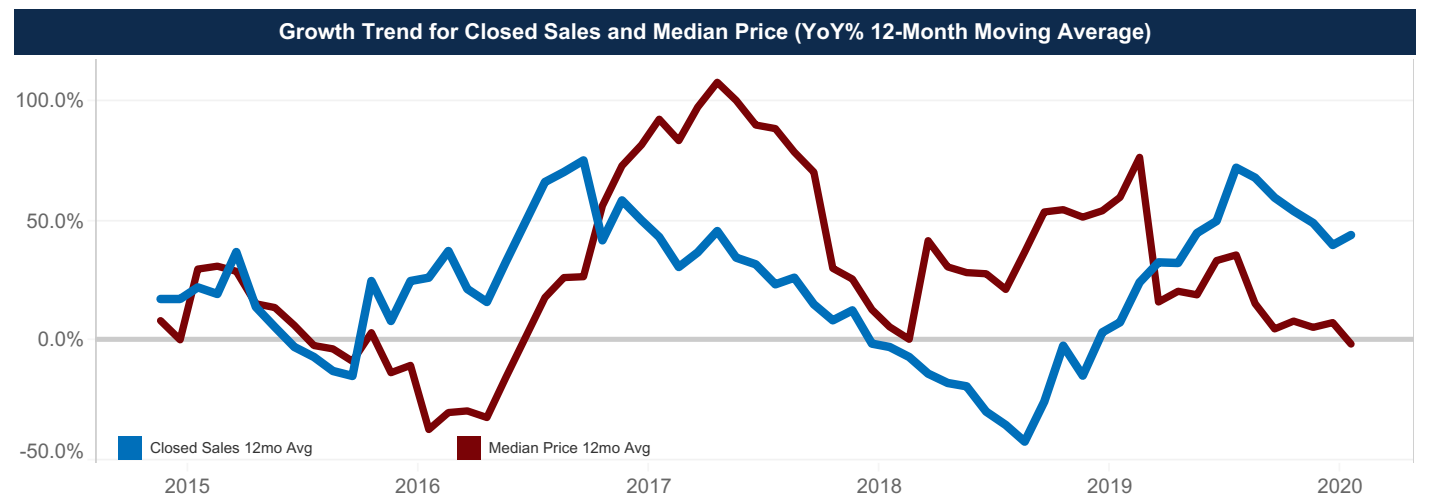
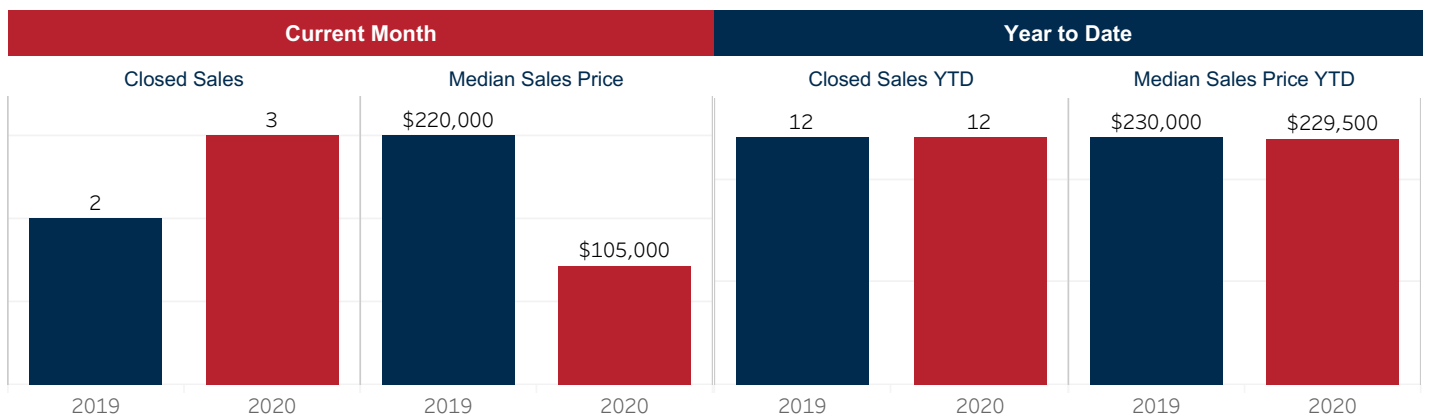


March 2020 Market Snapshot

Mason County



	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	2	3	▲ 50.0%	12	12	▲ 0.0%	12	12	▲ 0.0%
Median Sales Price	\$220,000	\$105,000	▼ -52.3%	\$230,000	\$229,500	▼ -0.2%	\$230,000	\$229,500	▼ -0.2%
Average Sales Price	\$220,000	\$169,667	▼ -22.9%	\$268,325	\$213,955	▼ -20.3%	\$268,325	\$213,955	▼ -20.3%
Ratio to Original List Price	93.0%	98.7%	▲ 6.2%	92.5%	95.5%	▲ 3.2%	92.5%	95.5%	▲ 3.2%
Days On Market	85	29	▼ -65.9%	113	118	▲ 4.4%	113	118	▲ 4.4%
New Listings	1	6	▲ 500.0%	8	11	▲ 37.5%	8	11	▲ 37.5%
Under Contract	3	3	▲ 0.0%	3	4	▲ 33.3%	3	4	▲ 33.3%
Active Listing Count	12	13	▲ 8.3%	13	11	▼ -15.4%	13	11	▼ -15.4%
Months Inventory	4.6	3.8	▼ -18.1%	4.6	3.8	▼ -18.1%	4.6	3.8	▼ -18.1%



March 2020 Market Snapshot

Kimble County



	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	0	0	▲ 0.0%	2	3	▲ 50.0%	2	3	▲ 50.0%
Median Sales Price	\$0	\$0	▲ 0.0%	\$190,250	\$128,000	▼ -32.7%	\$190,250	\$128,000	▼ -32.7%
Average Sales Price	\$0	\$0	▲ 0.0%	\$190,250	\$127,167	▼ -33.2%	\$190,250	\$127,167	▼ -33.2%
Ratio to Original List Price	0.0%	0.0%	▲ 0.0%	0.0%	77.4%	▲ 100.0%	0.0%	77.4%	▲ 100.0%
Days On Market	0.00	0.00	▲ 0.0%	219	233	▲ 6.4%	219	233	▲ 6.4%
New Listings	3.00	0.00	▼ -100.0%	6	2	▼ -66.7%	6	2	▼ -66.7%
Under Contract	2.00	0.00	▼ -100.0%	2	3	▲ 50.0%	2	3	▲ 50.0%
Active Listing Count	12.00	4.00	▼ -66.7%	12	4	▼ -66.7%	12	4	▼ -66.7%
Months Inventory	20.6	5.3	▼ -74.1%	20.6	5.3	▼ -74.1%	20.6	5.3	▼ -74.1%

