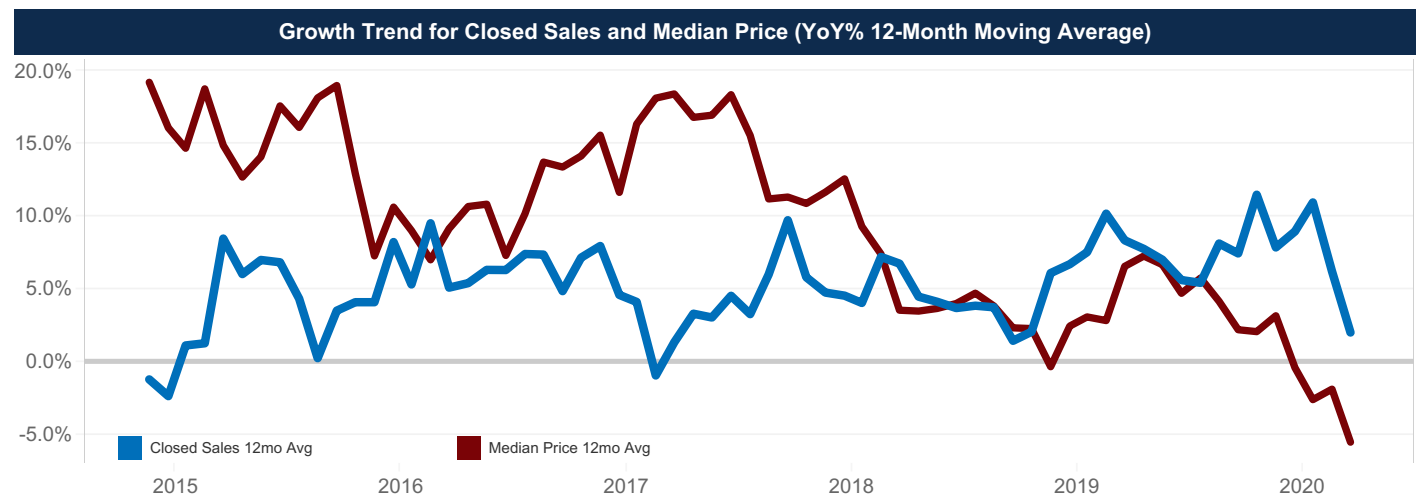
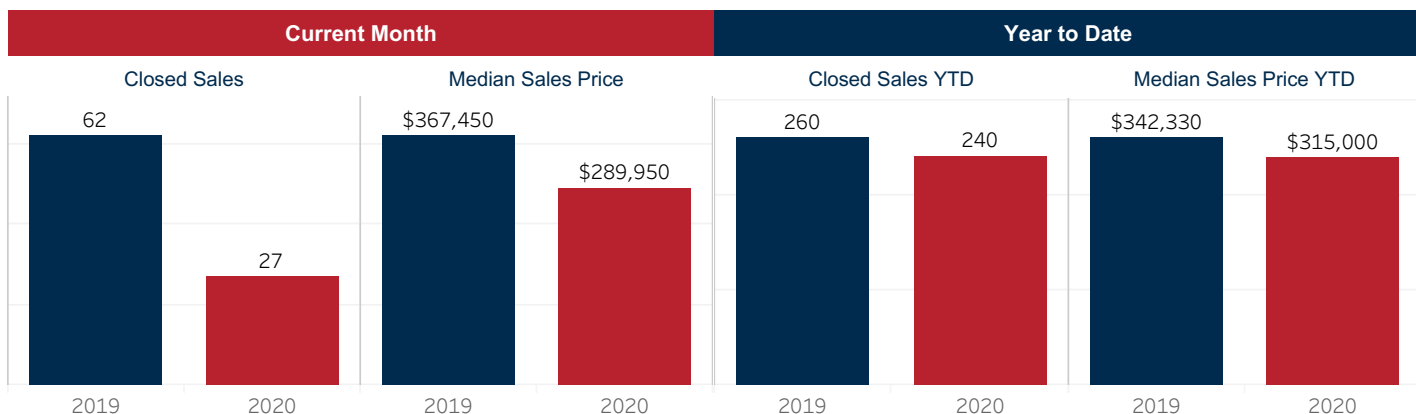


May 2020 Market Snapshot

Central Hill Country



	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	62	27	▼ -56.5%	260	240	▼ -7.7%	260	240	▼ -7.7%
Median Sales Price	\$367,450	\$289,950	▼ -21.1%	\$342,330	\$315,000	▼ -8.0%	\$342,330	\$315,000	▼ -8.0%
Average Sales Price	\$459,898	\$404,344	▼ -12.1%	\$403,259	\$390,162	▼ -3.3%	\$403,259	\$390,162	▼ -3.3%
Ratio to Original List Price	94.8%	94.4%	▼ -0.4%	92.1%	93.1%	▲ 1.0%	92.1%	93.1%	▲ 1.0%
Days On Market	121	89	▼ -26.5%	132	134	▲ 1.5%	132	134	▲ 1.5%
New Listings	94	84	▼ -10.6%	419	398	▼ -5.0%	419	398	▼ -5.0%
Under Contract	82	68	▼ -17.1%	63	67	▲ 6.4%	63	67	▲ 6.4%
Active Listing Count	328	332	▲ 1.2%	319	305	▼ -4.4%	319	305	▼ -4.4%
Months Inventory	6.4	6.6	▲ 3.2%	6.4	6.6	▲ 3.2%	6.4	6.6	▲ 3.2%



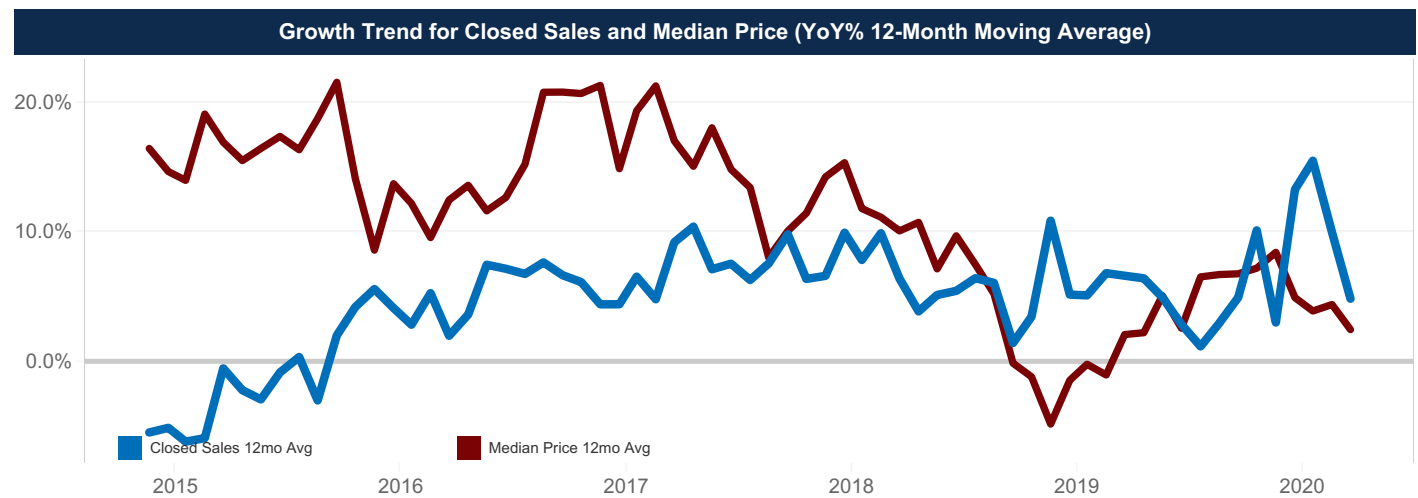
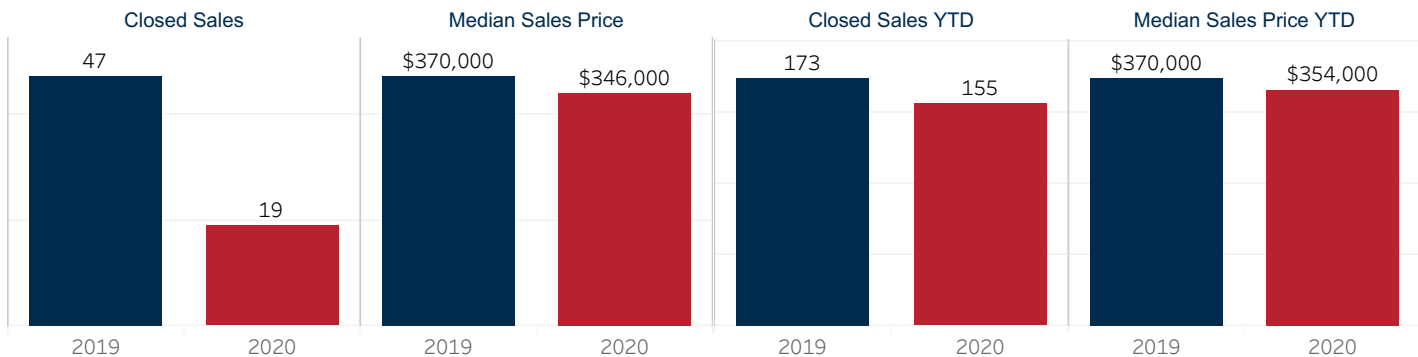
May 2020 Market Snapshot

Gillespie County



	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	47	19	▼ -59.6%	173	155	▼ -10.4%	173	155	▼ -10.4%
Median Sales Price	\$370,000	\$346,000	▼ -6.5%	\$370,000	\$354,000	▼ -4.3%	\$370,000	\$354,000	▼ -4.3%
Average Sales Price	\$498,193	\$461,897	▼ -7.3%	\$438,164	\$452,910	▲ 3.4%	\$438,164	\$452,910	▲ 3.4%
Ratio to Original List Price	93.0%	92.9%	▼ -0.1%	92.7%	93.3%	▲ 0.7%	92.7%	93.3%	▲ 0.7%
Days On Market	114	97	▼ -14.9%	139	129	▼ -7.2%	139	129	▼ -7.2%
New Listings	62	49	▼ -21.0%	267	270	▲ 1.1%	267	270	▲ 1.1%
Under Contract	52	40	▼ -23.1%	41	40	▼ -2.4%	41	40	▼ -2.4%
Active Listing Count	211	232	▲ 10.0%	207	214	▲ 3.4%	207	214	▲ 3.4%
Months Inventory	6.1	6.9	▲ 14.3%	6.1	6.9	▲ 14.3%	6.1	6.9	▲ 14.3%

Current Month	Year to Date
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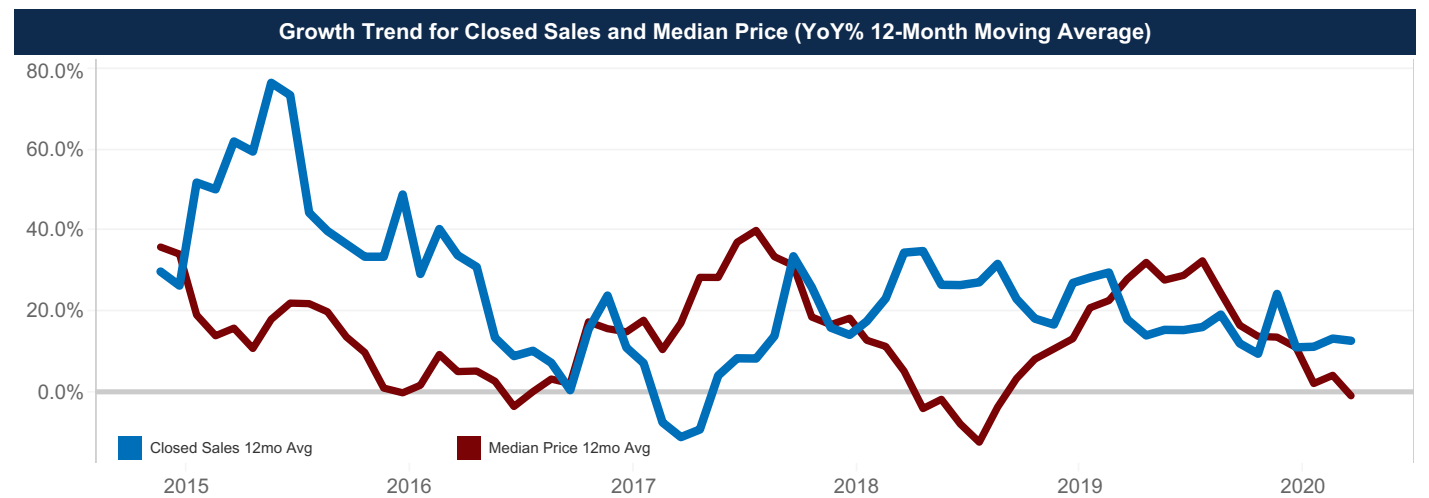
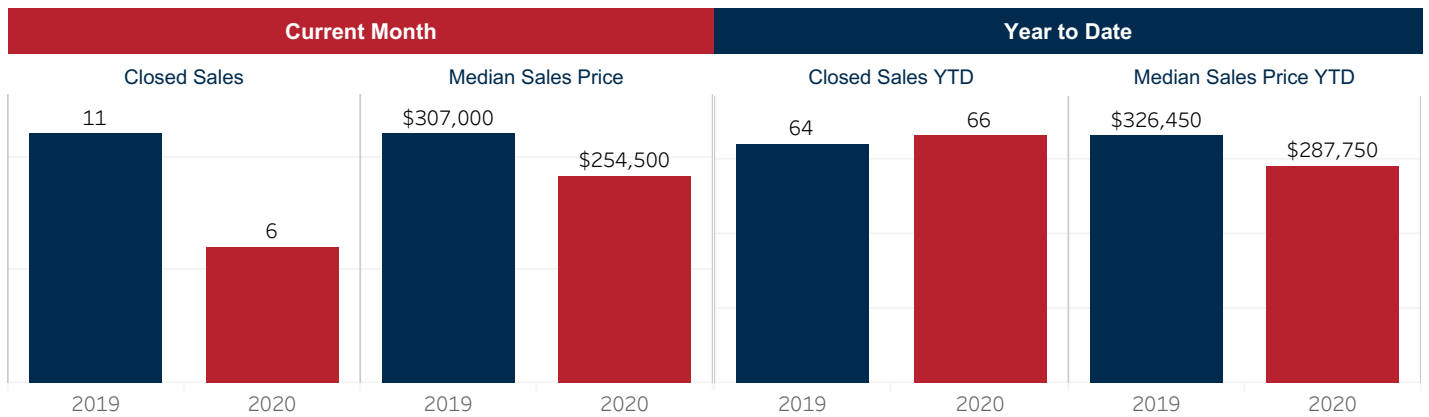


May 2020 Market Snapshot

Blanco County



	Year to Date			Year to Date		
	2019	2020	% Change	2019	2020	% Change
Closed Sales	11	6	▼ -45.5%	64	66	▲ 3.1%
Median Sales Price	\$307,000	\$254,500	▼ -17.1%	\$326,450	\$287,750	▼ -11.9%
Average Sales Price	\$379,011	\$294,008	▼ -22.4%	\$373,043	\$293,752	▼ -21.3%
Ratio to Original List Price	103.8%	97.6%	▼ -5.9%	91.1%	92.5%	▲ 1.6%
Days On Market	147	57	▼ -61.2%	117	147	▲ 25.6%
New Listings	26	28	▲ 7.7%	124	103	▼ -16.9%
Under Contract	24	24	▲ 0.0%	17	22	▲ 29.4%
Active Listing Count	92	79	▼ -14.1%	86	74	▼ -14.0%
Months Inventory	7.2	6.0	▼ -16.3%	7.2	6.0	▼ -16.3%



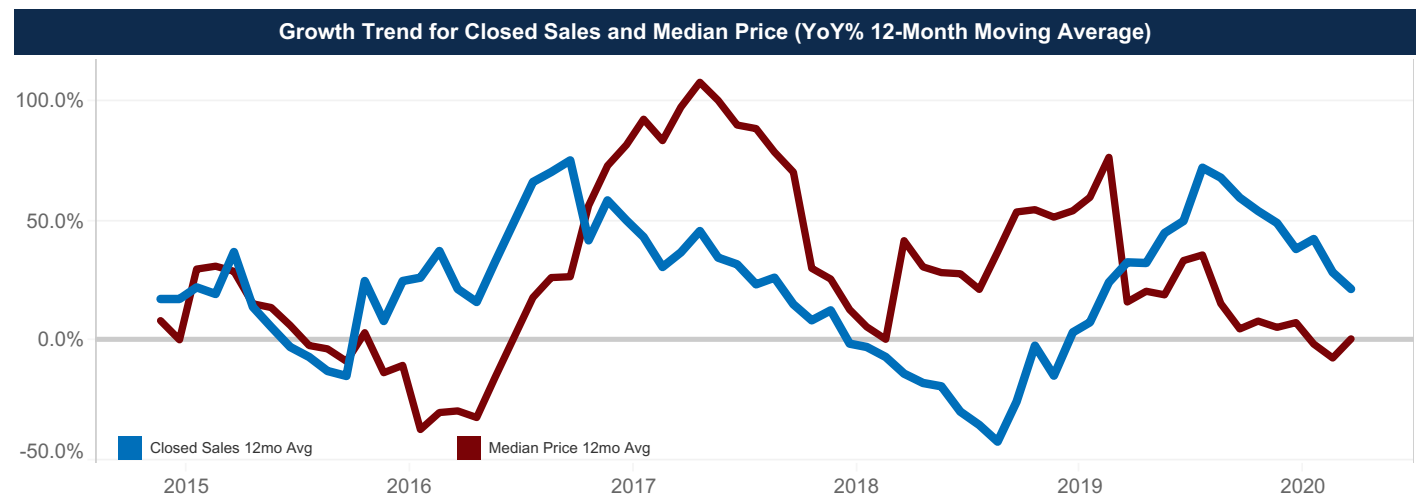
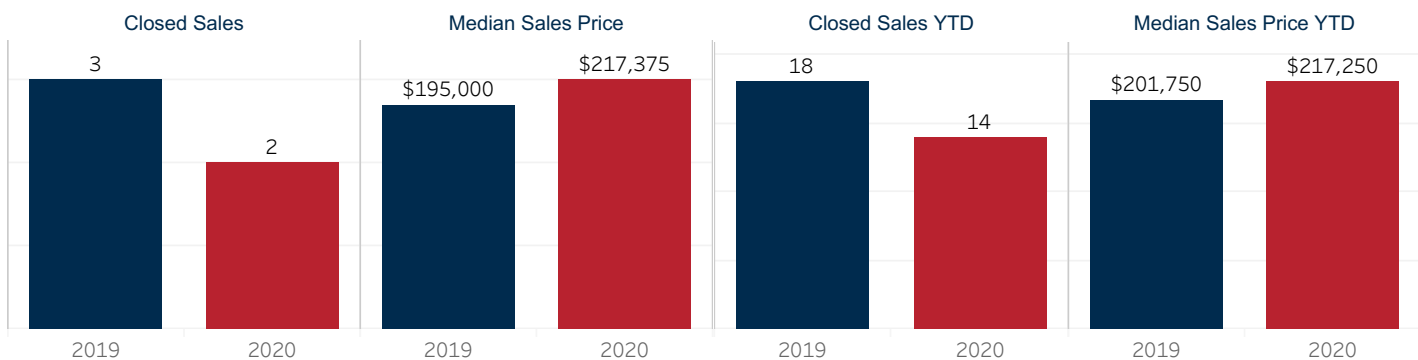
May 2020 Market Snapshot

Mason County



	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	3	2	▼ -33.3%	18	14	▼ -22.2%	18	14	▼ -22.2%
Median Sales Price	\$195,000	\$217,375	▲ 11.5%	\$201,750	\$217,250	▲ 7.7%	\$201,750	\$217,250	▲ 7.7%
Average Sales Price	\$233,167	\$217,375	▼ -6.8%	\$239,350	\$210,796	▼ -11.9%	\$239,350	\$210,796	▼ -11.9%
Ratio to Original List Price	90.6%	97.1%	▲ 7.1%	91.3%	96.2%	▲ 5.4%	91.3%	96.2%	▲ 5.4%
Days On Market	171	116	▼ -32.2%	121	112	▼ -7.4%	121	112	▼ -7.4%
New Listings	5	5	▲ 0.0%	20	19	▼ -5.0%	20	19	▼ -5.0%
Under Contract	6	3	▼ -50.0%	4	3	▼ -25.0%	4	3	▼ -25.0%
Active Listing Count	12	16	▲ 33.3%	12	12	▲ 0.0%	12	12	▲ 0.0%
Months Inventory	4.0	5.2	▲ 29.7%	4.0	5.2	▲ 29.7%	4.0	5.2	▲ 29.7%

Current Month	Year to Date
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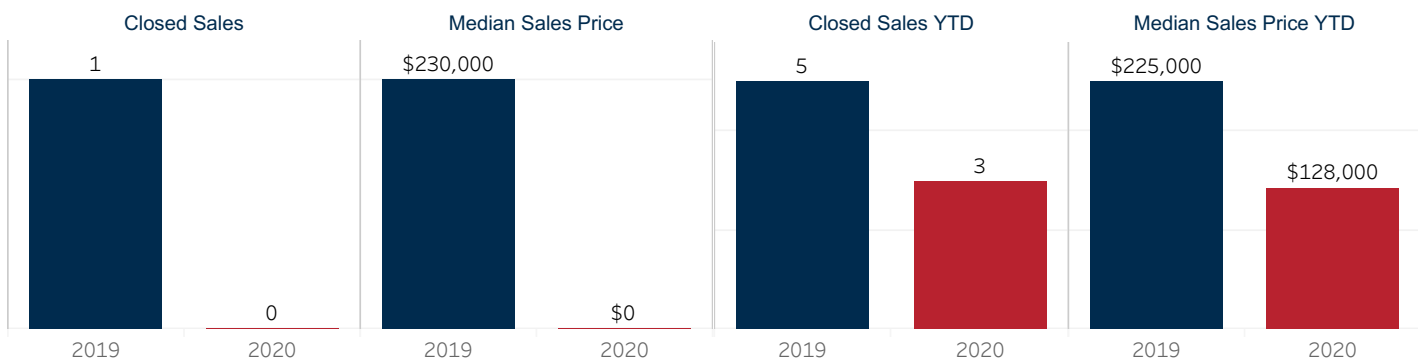
May 2020 Market Snapshot

Kimble County



	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	1	0	▼ -100.0%	5	3	▼ -40.0%	5	3	▼ -40.0%
Median Sales Price	\$230,000	\$0	▼ -100.0%	\$225,000	\$128,000	▼ -43.1%	\$225,000	\$128,000	▼ -43.1%
Average Sales Price	\$230,000	\$0	▼ -100.0%	\$172,358	\$127,167	▼ -26.2%	\$172,358	\$127,167	▼ -26.2%
Ratio to Original List Price	0.0%	0.0%	▲ 0.0%	91.0%	77.4%	▼ -15.0%	91.0%	77.4%	▼ -15.0%
Days On Market	12	0	▼ -100.0%	125	233	▲ 86.4%	125	233	▲ 86.4%
New Listings	1	2	▲ 100.0%	8	6	▼ -25.0%	8	6	▼ -25.0%
Under Contract	0	1	▲ 100.0%	2	2	▲ 0.0%	2	2	▲ 0.0%
Active Listing Count	13	5	▼ -61.5%	13	4	▼ -69.2%	13	4	▼ -69.2%
Months Inventory	17.3	10.0	▼ -42.3%	17.3	10.0	▼ -42.3%	17.3	10.0	▼ -42.3%

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

