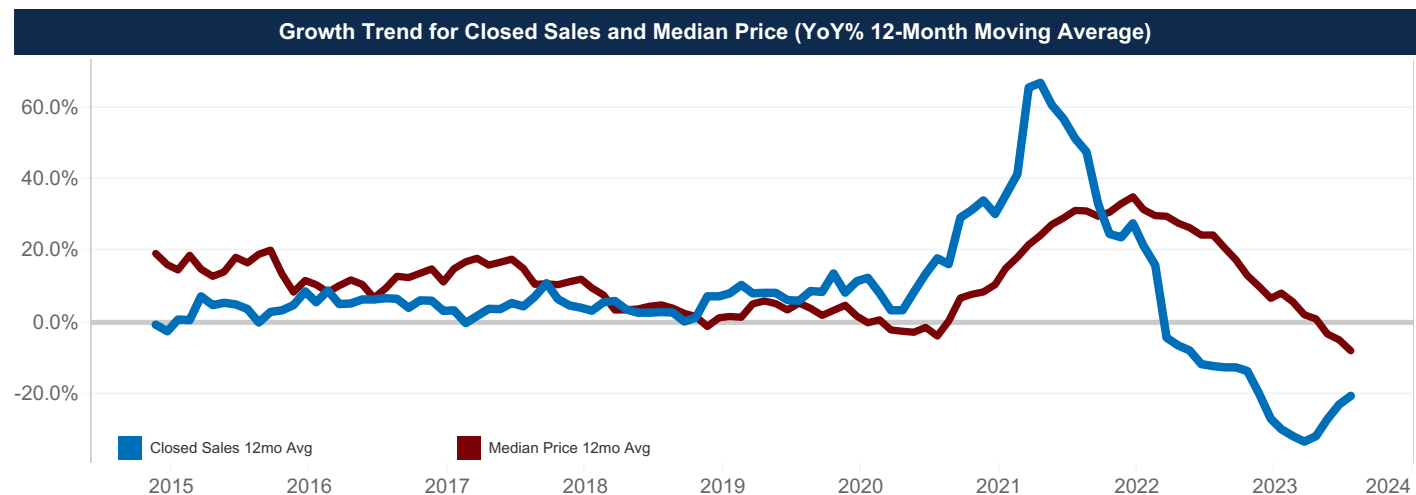
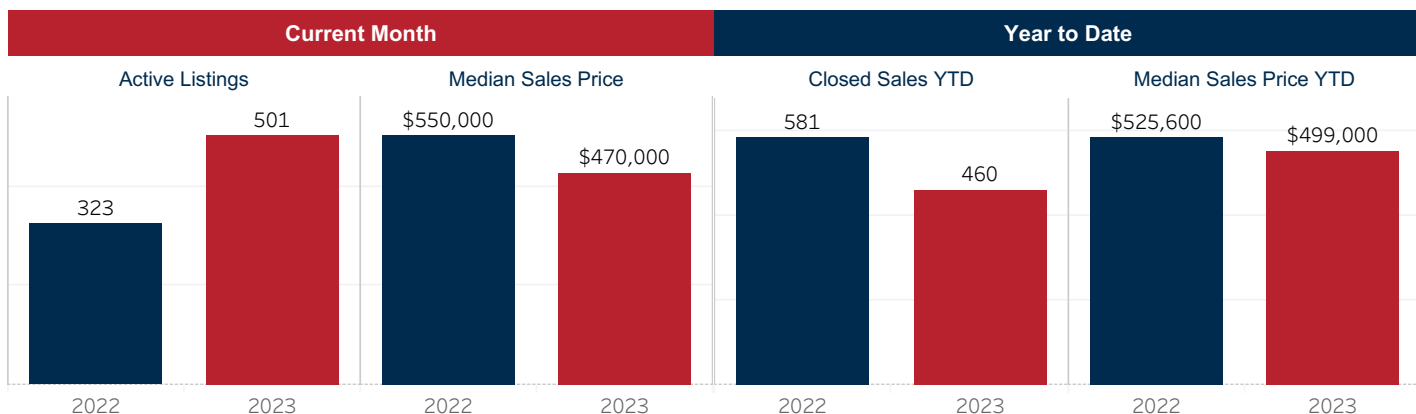


September 2023 Market Snapshot

Central Hill Country



	Year to Date			Year to Date		
	2022	2023	% Change	2022	2023	% Change
Closed Sales	45	48	▲ 6.7%	581	460	▼ -20.8%
Median Sales Price	\$550,000	\$470,000	▼ -14.6%	\$525,600	\$499,000	▼ -5.1%
Average Sales Price	\$681,635	\$649,187	▼ -4.8%	\$666,522	\$659,322	▼ -1.1%
Ratio to Original List Price	91.2%	89.6%	▼ -1.8%	96.5%	92.1%	▼ -4.5%
Days On Market	66	116	▲ 75.8%	71	104	▲ 46.5%
New Listings	92	125	▲ 35.9%	868	986	▲ 13.6%
Under Contract	63	40	▼ -36.5%	79	57	▼ -27.9%
Active Listings	323	501	▲ 55.1%	223	437	▲ 96.0%
Months Inventory	5.1	10.2	▲ 101.4%	5.1	10.2	▲ 101.4%

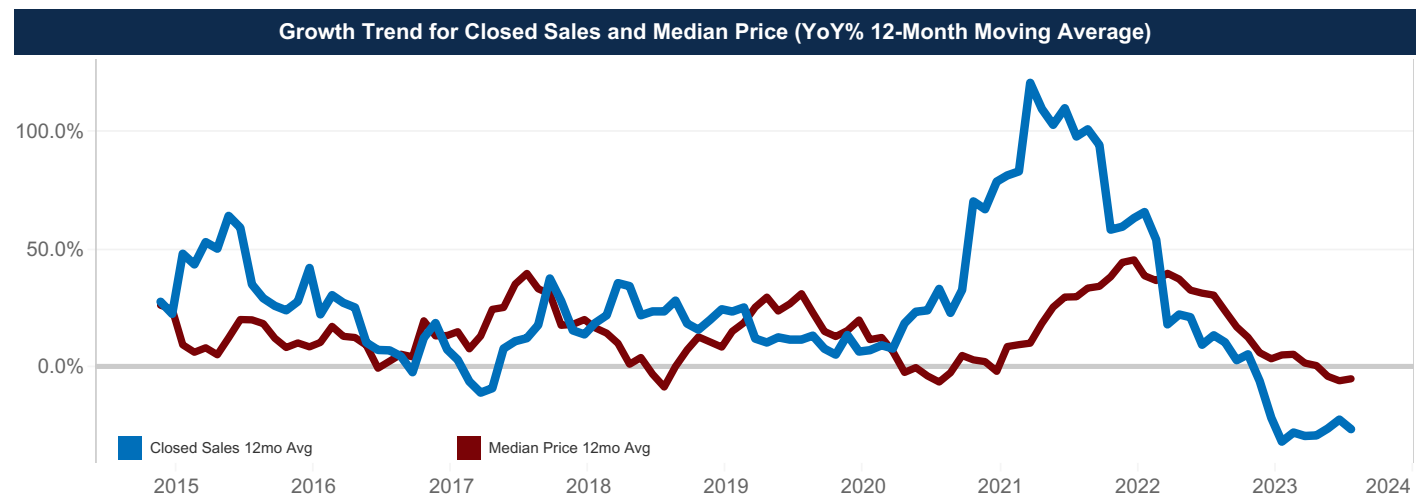


September 2023 Market Snapshot

Blanco County



	Year to Date			Year to Date		
	2022	2023	% Change	2022	2023	% Change
Closed Sales	17	11	▼ -35.3%	201	147	▼ -26.9%
Median Sales Price	\$410,335	\$462,000	▲ 12.6%	\$470,000	\$467,400	▼ -0.6%
Average Sales Price	\$437,798	\$665,450	▲ 52.0%	\$547,260	\$595,533	▲ 8.8%
Ratio to Original List Price	93.1%	92.0%	▼ -1.2%	97.3%	93.8%	▼ -3.6%
Days On Market	62	66	▲ 6.5%	57	85	▲ 49.1%
New Listings	39	37	▼ -5.1%	304	319	▲ 4.9%
Under Contract	9	9	▲ 0.0%	26	16	▼ -38.5%
Active Listings	128	168	▲ 31.3%	83	157	▲ 89.2%
Months Inventory	6.0	11.2	▲ 86.7%	6.0	11.2	▲ 86.7%

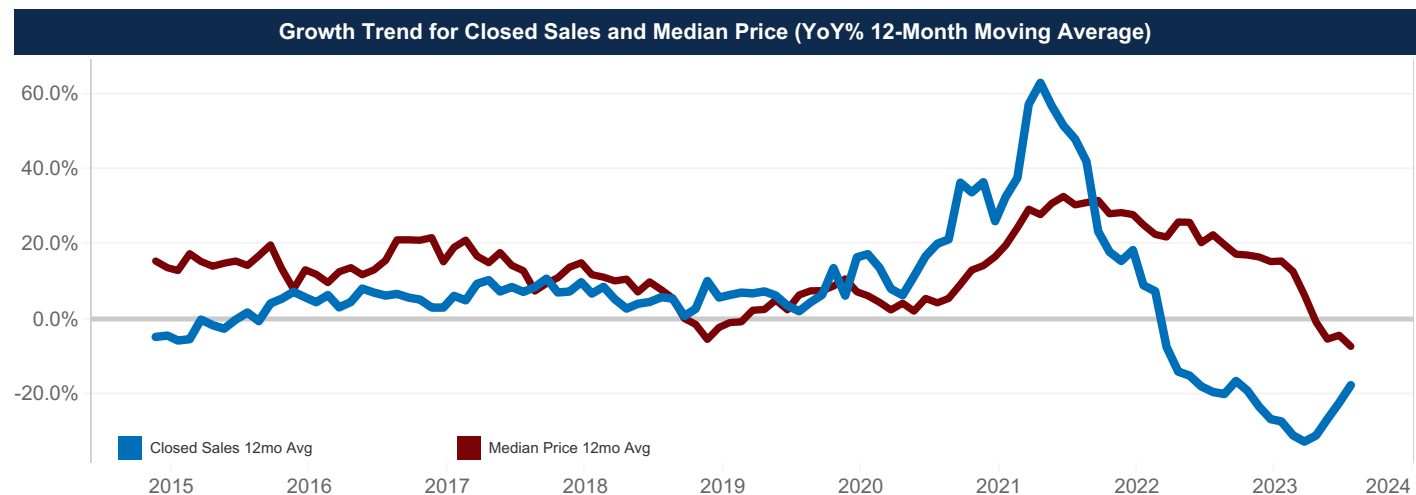
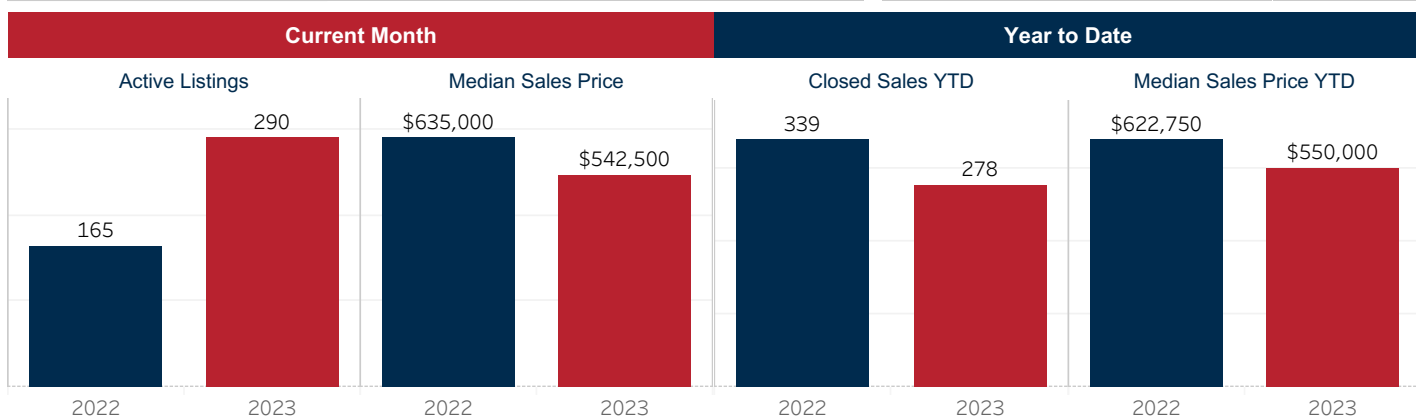


September 2023 Market Snapshot

Gillespie County



	Year to Date			Year to Date		
	2022	2023	% Change	2022	2023	% Change
Closed Sales	26	33	▲ 26.9%	339	278	▼ -18.0%
Median Sales Price	\$635,000	\$542,500	▼ -14.6%	\$622,750	\$550,000	▼ -11.7%
Average Sales Price	\$864,848	\$682,248	▼ -21.1%	\$773,237	\$730,226	▼ -5.6%
Ratio to Original List Price	90.7%	89.3%	▼ -1.5%	96.2%	91.9%	▼ -4.5%
Days On Market	62	130	▲ 109.7%	77	116	▲ 50.7%
New Listings	50	81	▲ 62.0%	495	578	▲ 16.8%
Under Contract	48	27	▼ -43.8%	47	36	▼ -23.4%
Active Listings	165	290	▲ 75.8%	115	239	▲ 107.8%
Months Inventory	4.3	9.6	▲ 122.6%	4.3	9.6	▲ 122.6%

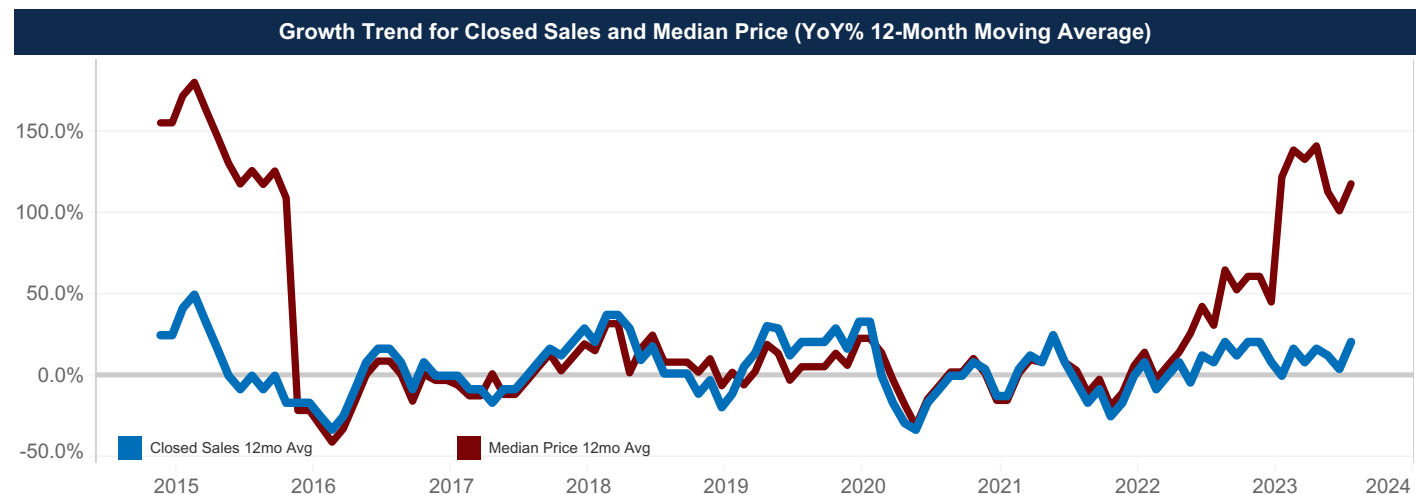


September 2023 Market Snapshot

Kimble County



	2023			Year to Date		
	2022	2023	% Change	2022	2023	% Change
Closed Sales	0	1	▲ 100.0%	7	8	▲ 14.3%
Median Sales Price	\$0	\$92,000	▲ 100.0%	\$565,000	\$219,724	▼ -61.1%
Average Sales Price	\$0	\$92,000	▲ 100.0%	\$625,000	\$335,609	▼ -46.3%
Ratio to Original List Price	0.0%	73.6%	▲ 100.0%	97.1%	81.7%	▼ -15.9%
Days On Market	0	156	▲ 100.0%	62	50	▼ -19.4%
New Listings	1	2	▲ 100.0%	17	23	▲ 35.3%
Under Contract	3	0	▼ -100.0%	2	1	▼ -50.0%
Active Listings	7	12	▲ 71.4%	6	9	▲ 50.0%
Months Inventory	8.4	12.0	▲ 42.9%	8.4	12.0	▲ 42.9%



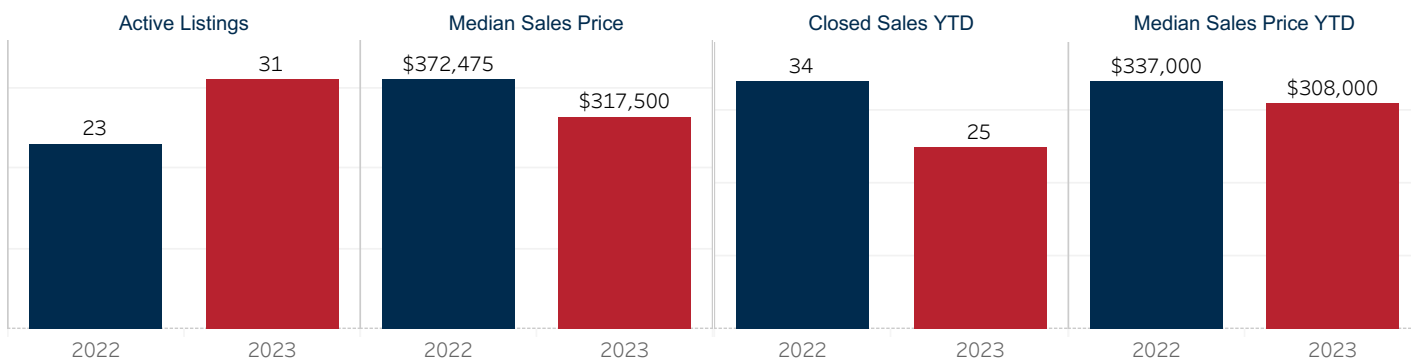
September 2023 Market Snapshot

Mason County



	Year to Date			Year to Date		
	2022	2023	% Change	2022	2023	% Change
Closed Sales	2	2	▲ 0.0%	34	25	▼ -26.5%
Median Sales Price	\$372,475	\$317,500	▼ -14.8%	\$337,000	\$308,000	▼ -8.6%
Average Sales Price	\$372,475	\$317,500	▼ -14.8%	\$316,113	\$349,810	▲ 10.7%
Ratio to Original List Price	82.4%	90.3%	▲ 9.7%	93.8%	85.5%	▼ -8.8%
Days On Market	163	126	▼ -22.7%	102	112	▲ 9.8%
New Listings	2	5	▲ 150.0%	52	66	▲ 26.9%
Under Contract	3	4	▲ 33.3%	5	4	▼ -20.0%
Active Listings	23	31	▲ 34.8%	18	31	▲ 72.2%
Months Inventory	7.1	11.6	▲ 64.3%	7.1	11.6	▲ 64.3%

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

