



[2023]

San Antonio and the Surrounding Areas

MARKET UPDATE

3rd Quarter

THE SCHRADER GROUP

Brokered by eXp Realty



FROM DAYTON SCHRADER



We continue to see a demand for housing, as roughly 100 people per day move into the San Antonio area. While the total number of home sales has decreased from 11,295 in 2021 to 8,298 in 2023, we are seeing a significant increase in new construction sales. Builder incentives and lower

interest rate options are driving new construction sales. In 2019, there were 1,785 new construction homes sold and in 2023 there were 2,651 sold during the third quarter.

As of October 9, 2023 there were 11,553 active single family homes on the market, 7,358 of those homes were resale and 4,195 were new construction. Average days on market in the area is 71 days.

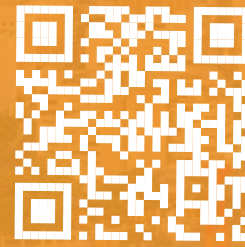
To support our builder partners, we offer buyer programs, which include a guaranteed sale program. This program provides peace of mind and puts your buyers in the best possible position to successfully purchase a new construction home, providing you more opportunities to sell more homes.

We have a licensed agent available 7 days a week from 8:00 am – 7:00 pm to answer any questions or schedule a listing appointment with your clients. Each of our professional team members specialize in a unique part of the process to provide a comprehensive experience for each client and to support our builder partners throughout the build process and after closing.

We are here to support and help you! Let us know how we can help you sell more homes.

Respectfully,

Dayton Schrader, ABR, ABRM, CCIM, CRB, CRP, CRS
 Broker Associate
 210.757.9785 | dayton@theschradergroup.com



[WATCH]



[EMAIL LEADS]

3RD QUARTER REVIEW

JULY 1 - SEPTEMBER 30

3RD QUARTER	HOMES SOLD			AVERAGE LIST PRICE	AVERAGE SOLD	LISTING TO SOLD PRICE DIFFERENCE	AVERAGE DAYS ON MARKET
	NEW CONST.	PRE-OWNED	TOTAL				
2021	1,785	9,510	11,295	\$346,656	\$348,307	101%	35
2022	2,121	7,734	9,855	\$391,051	\$386,827	98%	41
2023	2,651	5,647	8,298	\$396,483	\$384,962	96%	71

Source: SABOR MLS - Closed sales for Bexar, Comal, Guadalupe, Kendall & Wilson Counties. New and Resale Single Family Homes.



[HOT SPOT]

WEST SAN ANTONIO

West San Antonio has seen a tremendous amount of growth over the last several years. This family friendly area offers some great master planned communities and plenty of options for shopping, dining, entertainment and recreation.

Close proximity to major employers: Lackland Air Force Base, University of Texas at San Antonio, Texas Research Park, University of Texas Health and more, continue to attract new home buyers.

During the third quarter of 2023 a total of 1,821 homes were sold on the west side. 700 of those homes were new construction and 1,121 were resale homes. The average sold price was \$335,896, a 10% increase in price from 2021.

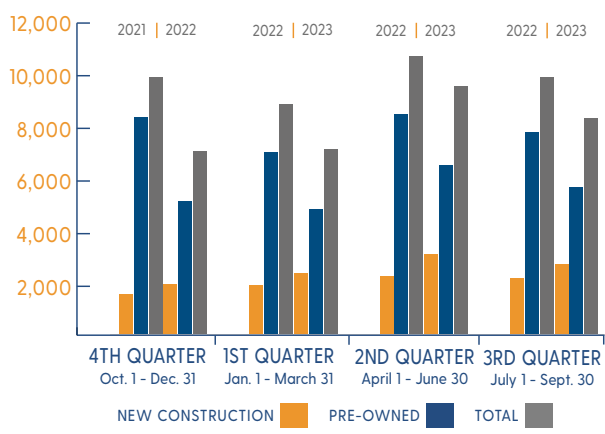


[WATCH]

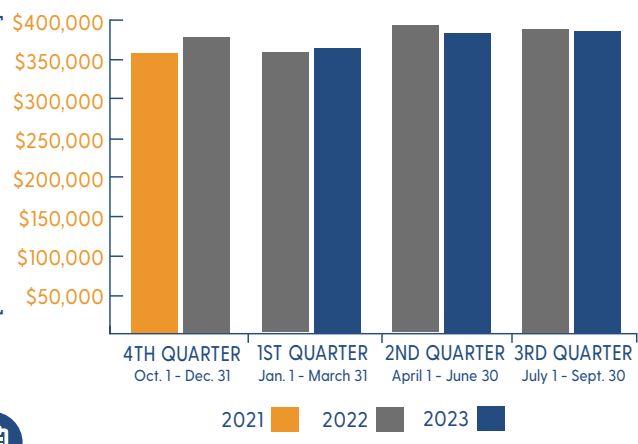
YEAR OVER YEAR REVIEW COMPARISON OF THE PAST YEAR



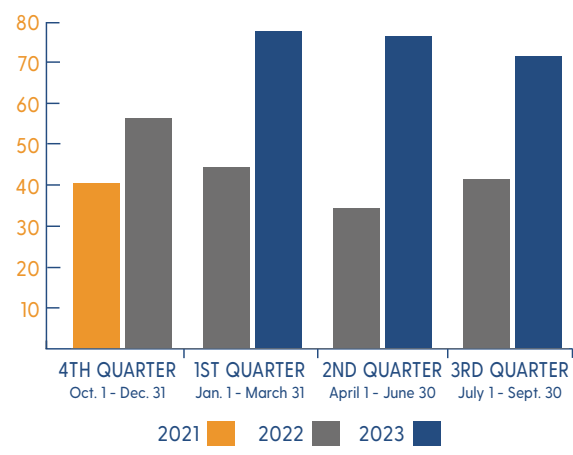
[HOMES SOLD]



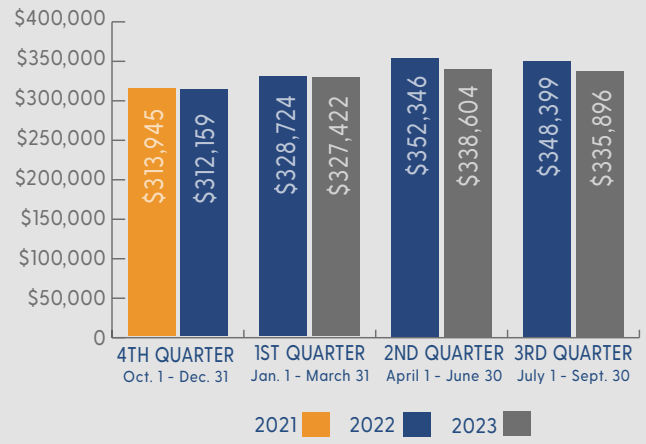
[AVERAGE SOLD PRICE]



[DAYS ON THE MARKET]



AVERAGE SOLD PRICE WEST SAN ANTONIO, TX | YEAR OVER YEAR



Source: SABOR MLS - New and Resale Single Family Homes closed in West San Antonio, TX.

Please let us know if you would like additional data or comparables on this hot spot or any area in San Antonio or the surrounding areas.

Email requests to:
marketing@theschradergroup.com

3RD QUARTER REVIEW

JULY 1 - SEPTEMBER 30

YEAR TO DATE

2022 & 2023 COMPARISON

BEXAR COUNTY

3RD QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2022	7,001	\$360,989	\$357,714	\$355,305	39
2023	5,905	\$373,909	\$365,138	\$357,086	63

COMAL COUNTY

3RD QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2022	972	\$576,360	\$564,293	\$555,396	41
2023	845	\$557,740	\$534,704	\$518,393	91

GUADALUPE COUNTY

3RD QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2022	909	\$371,380	\$368,432	\$366,572	39
2023	729	\$379,767	\$365,360	\$354,961	78

KENDALL COUNTY

3RD QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2022	172	\$825,731	\$779,707	\$760,946	44
2023	170	\$874,175	\$831,154	\$793,587	94

WILSON COUNTY

3RD QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2022	195	\$446,961	\$437,447	\$424,835	51
2023	149	\$468,308	\$453,411	\$445,477	108

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2022	20,889	\$349,461
2023	18,226	\$348,295

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2022	2,850	\$535,016
2023	2,541	\$512,948

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2022	2,542	\$367,871
2023	2,410	\$355,122

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2022	514	\$750,196
2023	511	\$730,517

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2022	613	\$429,030
2023	433	\$443,523

Source: SABOR MLS - New and Resale Single Family Homes

SUPPORTING BUILDER SALES

BUYER PROGRAMS YOU CAN COUNT ON - We offer peace of mind with our Guaranteed Sale Program. We will buy a client's home if it doesn't sell, to put buyers in the best possible position to successfully purchase a new construction home.

PORTAL - Submit new leads, check status, share information and ask questions 24 hours a day from your mobile phone or desktop.

COMMUNICATION - We maintain communication from referral to closing. Regular call/text updates and weekly reports. We also have a Client Liaison on staff to support clients and the builder throughout the build process.

LUNCH & LEARNS - We promote your community to area REALTORS with a Lunch & Learn. We will provide a flyer and promote the event to REALTORS in the area.

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[PROGRAMS]