



[2023]



San Antonio and the Surrounding Areas

MARKET UPDATE

4th Quarter

THE SCHRADER GROUP

Brokered by eXp Realty



FROM DAYTON SCHRADER



Happy New Year! We are hopeful that the market will level off this year as interest rates begin to drop. The economy is great in San Antonio and the surrounding area, and the demand for housing continues.



[WATCH]

The total number of home sales has decreased from 9,859 in 2021 to 6,760 in the fourth quarter of 2023, however, builder incentives and lower interest rate options are driving new construction sales. In the fourth quarter, 41% of sales were new construction, compared to 2021 when only 16% of the total home sales were new construction.

As of January 8, 2024 there were 11,162 active single family homes on the market, 6,839 of those homes were resale and 4,323 were new construction. Average days on market in the area is 80 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

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[EMAIL LEADS]

4TH QUARTER REVIEW

OCTOBER 1 - DECEMBER 31

| 4TH QUARTER | HOMES SOLD | | | AVERAGE LIST PRICE | AVERAGE SOLD | LISTING TO SOLD PRICE DIFFERENCE | AVERAGE DAYS ON MARKET |
|-------------|------------|-----------|-------|--------------------|--------------|----------------------------------|------------------------|
| | NEW CONST. | PRE-OWNED | TOTAL | | | | |
| 2021 | 1,534 | 8,325 | 9,859 | \$359,004 | \$357,346 | 99% | 41 |
| 2022 | 2,152 | 5,262 | 7,414 | \$383,231 | \$373,621 | 97% | 59 |
| 2023 | 2,777 | 3,983 | 6,760 | \$380,467 | \$368,654 | 96% | 80 |

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

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LA VERNIA

La Vernia, Texas offers an authentic small-town feel with the convenience of San Antonio, just 25 miles away. La Vernia has a population of more than 1,000 people and growing. The number of households is anticipated to increase by 2.5% over the next five years. Students attend La Vernia Independent School District; a small school district with five schools for students in kindergarten through 12th grade.

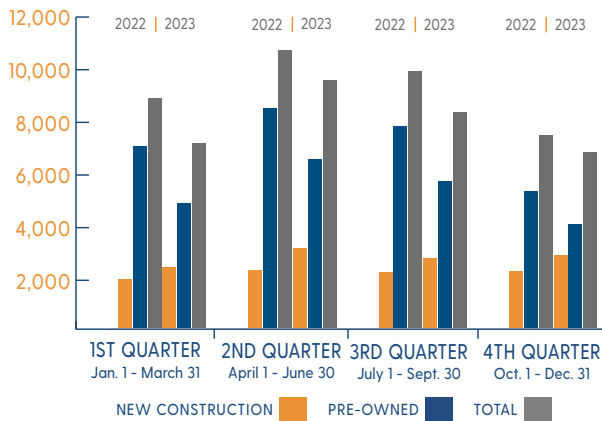
La Vernia is in Wilson county, which is the smallest county in the San Antonio–New Braunfels, Texas, metropolitan statistical area. In 2023, the total number of homes sold in La Vernia was 242 for the year, and 52 were sold in the fourth quarter. There were 25% more homes sold in 2022, which totaled 310 for the year, with 51 of those homes sold in the fourth quarter.

The current average days on market for this area is 114 days.

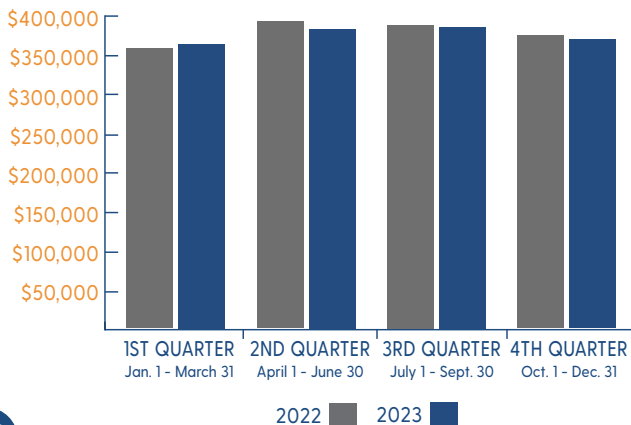
YEAR OVER YEAR REVIEW COMPARISON OF THE PAST YEAR



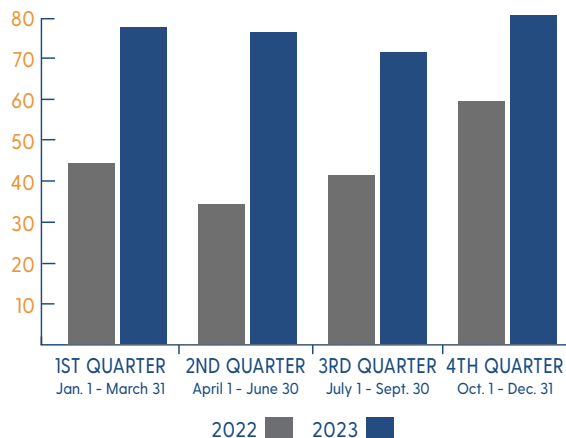
[HOMES SOLD]



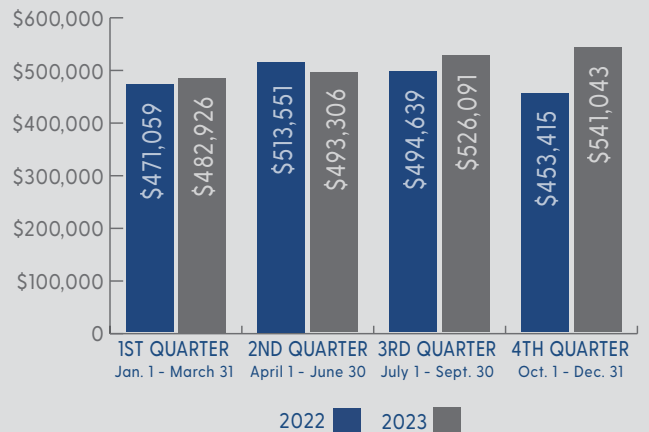
[AVERAGE SOLD PRICE]



[DAYS ON THE MARKET]



AVERAGE SOLD PRICE LA VERNIA, TX | YEAR OVER YEAR



Source: SABOR MLS - New and Resale Single Family Homes closed in La Vernia, 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

4TH QUARTER REVIEW

OCTOBER 1 - DECEMBER 31

YEAR TO DATE

2022 & 2023 COMPARISON

BEXAR COUNTY

| 4TH QUARTER | HOMES SOLD | ORIGINAL LIST PRICE | AVERAGE LIST PRICE | AVERAGE SOLD PRICE | AVERAGE DAYS ON MARKET |
|-------------|------------|---------------------|--------------------|--------------------|------------------------|
| 2022 | 5,227 | \$364,531 | \$353,775 | \$345,439 | 56 |
| 2023 | 4,806 | \$367,993 | \$352,689 | \$341,966 | 74 |

| YEAR TO DATE | HOMES SOLD | AVERAGE SOLD PRICE |
|--------------|------------|--------------------|
| 2022 | 26,088 | \$348,636 |
| 2023 | 23,251 | \$346,403 |

COMAL COUNTY

| 4TH QUARTER | HOMES SOLD | ORIGINAL LIST PRICE | AVERAGE LIST PRICE | AVERAGE SOLD PRICE | AVERAGE DAYS ON MARKET |
|-------------|------------|---------------------|--------------------|--------------------|------------------------|
| 2022 | 757 | \$545,449 | \$526,020 | \$511,321 | 64 |
| 2023 | 684 | \$519,091 | \$492,468 | \$478,392 | 92 |

| YEAR TO DATE | HOMES SOLD | AVERAGE SOLD PRICE |
|--------------|------------|--------------------|
| 2022 | 3,550 | \$526,657 |
| 2023 | 3,186 | \$501,644 |

GUADALUPE COUNTY

| 4TH QUARTER | HOMES SOLD | ORIGINAL LIST PRICE | AVERAGE LIST PRICE | AVERAGE SOLD PRICE | AVERAGE DAYS ON MARKET |
|-------------|------------|---------------------|--------------------|--------------------|------------------------|
| 2022 | 656 | \$366,334 | \$353,189 | \$346,277 | 59 |
| 2023 | 670 | \$364,631 | \$348,188 | \$338,452 | 87 |

| YEAR TO DATE | HOMES SOLD | AVERAGE SOLD PRICE |
|--------------|------------|--------------------|
| 2022 | 3,169 | \$361,738 |
| 2023 | 3,118 | \$350,349 |

KENDALL COUNTY

| 4TH QUARTER | HOMES SOLD | ORIGINAL LIST PRICE | AVERAGE LIST PRICE | AVERAGE SOLD PRICE | AVERAGE DAYS ON MARKET |
|-------------|------------|---------------------|--------------------|--------------------|------------------------|
| 2022 | 131 | \$828,491 | \$799,496 | \$767,276 | 63 |
| 2023 | 136 | \$770,859 | \$724,561 | \$697,705 | 104 |

| YEAR TO DATE | HOMES SOLD | AVERAGE SOLD PRICE |
|--------------|------------|--------------------|
| 2022 | 642 | \$750,551 |
| 2023 | 646 | \$721,946 |

WILSON COUNTY

| 4TH QUARTER | HOMES SOLD | ORIGINAL LIST PRICE | AVERAGE LIST PRICE | AVERAGE SOLD PRICE | AVERAGE DAYS ON MARKET |
|-------------|------------|---------------------|--------------------|--------------------|------------------------|
| 2022 | 137 | \$430,078 | \$420,561 | \$410,474 | 74 |
| 2023 | 121 | \$448,944 | \$432,812 | \$425,117 | 104 |

| YEAR TO DATE | HOMES SOLD | AVERAGE SOLD PRICE |
|--------------|------------|--------------------|
| 2022 | 748 | \$424,599 |
| 2023 | 563 | \$439,051 |

Source: SABOR MLS - New and Resale Single Family Homes

FULL SERVICE REAL ESTATE TEAM

At The Schrader Group, each of our team members specialize in a unique part of the real estate process to provide a comprehensive experience which consistently exceeds the expectations of our clients. To support builders, we offer buyer programs that offer the peace of mind to help you sell more homes.

Our full service team consists of business development specialists, sales agents, a pre-listing coordinator, a professional home stager, photographers, a marketing and media team, transaction coordinators and a client liaison. When you partner with The Schrader Group, you are hiring a team of experts.



[PROGRAMS]

THE SCHRADER GROUP

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