



[2024]

San Antonio and the Surrounding Areas

MARKET UPDATE

1st Quarter

THE SCHRADER GROUP

Brokered by eXp Realty



FROM DAYTON SCHRADER



Housing continues to be in demand as roughly 100 people per day move into the San Antonio area. Builders continue to have an advantage over the resale housing market.



[WATCH]

As of April 5, 2024 there were 11,640 active single family homes on the market, 7,730 of those homes were resale and 3,910 were new construction. During the first quarter of 2024 a total of 7,365 homes were sold and 33% of those homes were new construction.

Average days on market in Bexar County is 86 days. As we move outside Loop 1604 we see homes taking a little longer to sell. In Comal County: 102 days, Guadalupe County: 98 days, Kendall County: 120 days and in Wilson County: 128 days.

To support our builder partners, we offer buyer programs that save your clients money, plus 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]

1ST QUARTER REVIEW

JANUARY 1 - MARCH 31

1ST QUARTER	HOMES SOLD			AVERAGE LIST PRICE	AVERAGE SOLD	LISTING TO SOLD PRICE DIFFERENCE	AVERAGE DAYS ON MARKET
	NEW CONST.	PRE-OWNED	TOTAL				
2022	1,866	6,972	8,838	\$362,467	\$359,830	99%	45
2023	2,486	4,873	7,359	\$387,694	\$362,523	94%	79
2024	3,081	4,284	7,365	\$385,543	\$359,589	93%	92

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

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POTEET

Poteet, Texas is known as the “Strawberry Capital of Texas,” and is a small town with a big heart, just 30 minutes away from San Antonio. The current population is 3,095 and growing at a rate of 2.45%. This charming community boasts a vibrant culture, beautiful landscapes, and a welcoming atmosphere, making it a hidden gem.

Employment in Poteet, Texas, reflects the town’s small-town charm and agricultural roots, with a mix of local industries contributing to its economy.

During the first quarter of 2024 a total of 28 homes were sold and within the last year a total of 68 homes have been sold. The average sold price has increased by 20%. The current average days on market in this Poteet is 138 days.

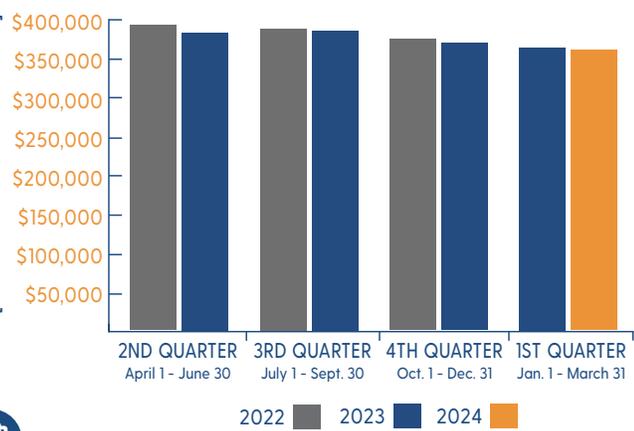
YEAR OVER YEAR REVIEW COMPARISON OF THE PAST YEAR



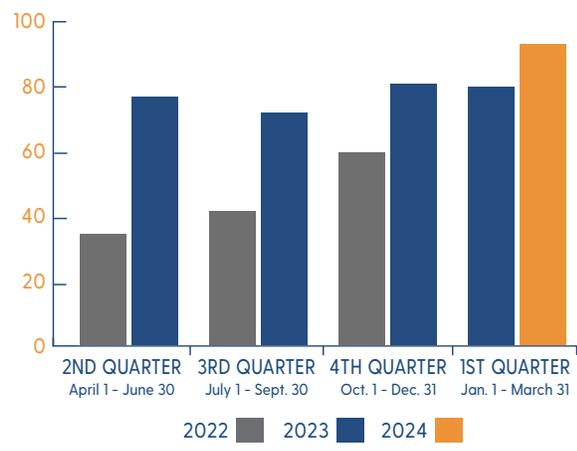
[HOMES SOLD]



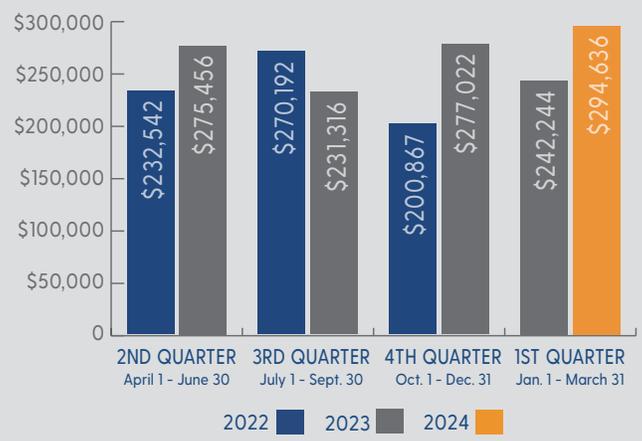
[AVERAGE SOLD PRICE]



[DAYS ON THE MARKET]



AVERAGE SOLD PRICE POTEET, TX | YEAR OVER YEAR



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

1ST QUARTER REVIEW

JANUARY 1 - MARCH 31

YEAR TO DATE

2023 & 2024 COMPARISON

BEXAR COUNTY

1ST QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2023	5,232	\$356,056	\$343,774	\$335,562	75
2024	5,066	\$358,823	\$345,347	\$336,562	86

COMAL COUNTY

1ST QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2023	697	\$536,171	\$508,029	\$491,305	90
2024	786	\$501,854	\$479,483	\$463,462	102

GUADALUPE COUNTY

1ST QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2023	685	\$383,088	\$368,092	\$358,954	82
2024	751	\$348,673	\$334,886	\$327,298	98

KENDALL COUNTY

1ST QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2023	134	\$765,954	\$735,828	\$701,252	97
2024	130	\$733,238	\$699,776	\$671,409	120

WILSON COUNTY

1ST QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2023	116	\$462,354	\$447,105	\$433,816	104
2024	116	\$449,537	\$429,676	\$418,100	128

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2023	5,232	\$335,562
2024	5,066	\$336,562

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2023	697	\$491,305
2024	786	\$463,462

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2023	685	\$358,954
2024	751	\$327,298

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2023	134	\$701,252
2024	511	\$671,409

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2023	116	\$433,816
2024	116	\$418,100

Source: SABOR MLS - New and Resale Single Family Homes

SAVINGS WITHOUT COMPROMISING SERVICE

The Schrader Group offers programs that will save your clients thousands of dollars, whether they are currently renting or have a home to sell. Not only will they save money with The Schrader Group, they will get a full-service experience from a team of experienced professionals. Each team member specializes in a unique part of the real estate process.

Savings create opportunities to:

- Buydown the interest rate
- Apply to closing costs
- Home upgrades
- Moving expenses
- And so much more

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[PROGRAMS]

