



[2024]

San Antonio and the Surrounding Areas

MARKET UPDATE

3rd Quarter

THE SCHRADER GROUP

Brokered by eXp Realty



FROM DAYTON SCHRADER



In the third quarter of 2024, we've seen positive shifts in San Antonio's real estate market, particularly with a slight drop in interest rates, which has helped sustain a robust market. However, after the frenetic pace of 2021 and 2022, the average days on the market have returned to

pre-pandemic levels, similar to those in 2020. Currently, homes are spending an average of 85 days on the market, reflecting a more balanced environment for both buyers and sellers.

As of October 1, 2024, there are 14,589 active single-family homes available in San Antonio and the surrounding areas. Of these, 10,358 are resale properties, while 4,230 are new construction homes.

To support our builder partners and promote new construction sales, we offer various buyer programs, including a Guaranteed Sale Program. This program gives buyers the peace of mind needed to confidently purchase a new construction home by securing the sale of their current home, creating more opportunities for builders to close deals.

Our team is ready to assist you with selling more homes, and we are committed to providing comprehensive support throughout the entire process. A licensed agent is available seven days a week from 8:00 AM to 7:00 PM to answer questions, schedule listing appointments, and provide guidance. Our professional team members specialize in different areas of the home-buying process, ensuring a smooth experience for both clients and builder partners alike.

Let us know how we can help you succeed in the evolving San Antonio real estate market!

Respectfully,



Dayton Schrader, ABR, ABRM, CCIM, CRB, CRP, CRS
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[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				
2022	2,131	7,734	9,865	\$391,028	\$386,808	99%	41
2023	2,977	5,814	8,791	\$391,863	\$381,555	97%	72
2024	3,363	5,184	8,547	\$381,710	\$372,064	97%	85

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



NEW BRAUNFELS

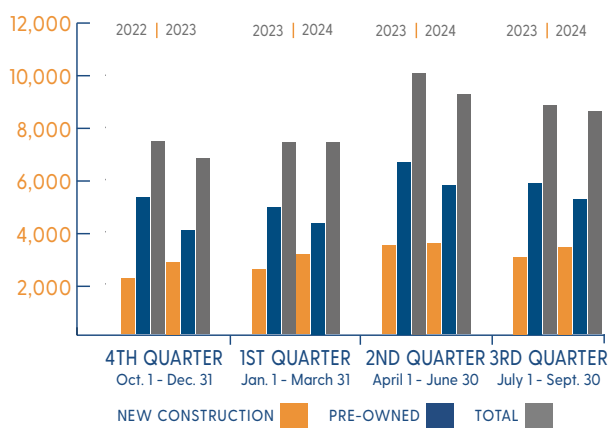
New Braunfels, Texas is a growing city located between San Antonio and Austin, known for its strong German heritage, historic sites, and vibrant culture. Founded in 1845 by German settlers, the city has retained much of its charm, boasting a mix of historic homes and modern developments. Over the past few decades, New Braunfels has experienced significant population growth, with a diverse demographic blend of families, young professionals, and retirees attracted by the city's scenic Hill Country landscape, rivers, and strong community atmosphere.

As of the third quarter of 2024, the New Braunfels housing market saw the sale of 681 homes. More than half of these were new construction, with 365 new homes sold, while 316 were resale homes. The average sales price in the area is currently \$416,240. Homes in New Braunfels spend an average of 96 days on the market.

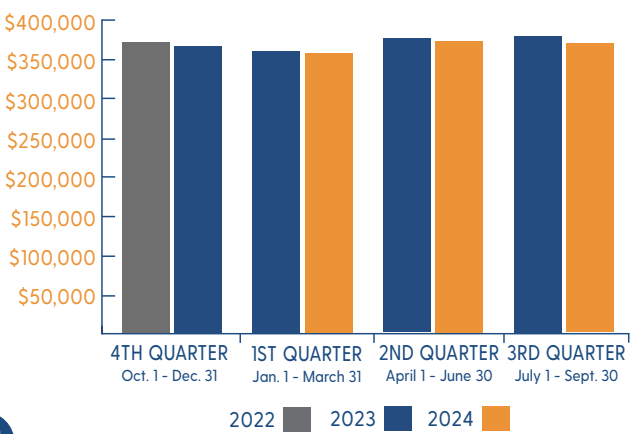
YEAR OVER YEAR REVIEW COMPARISON OF THE PAST YEAR



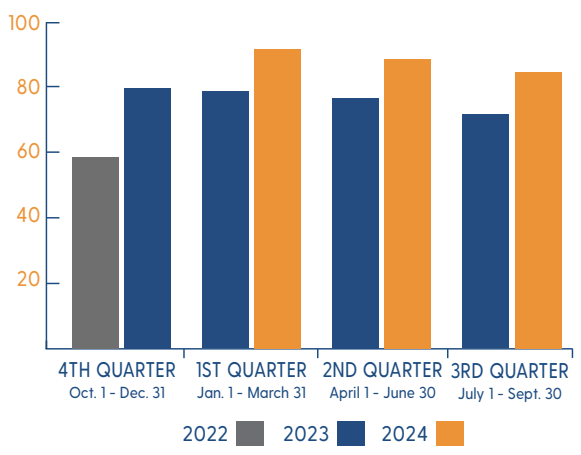
[HOMES SOLD]



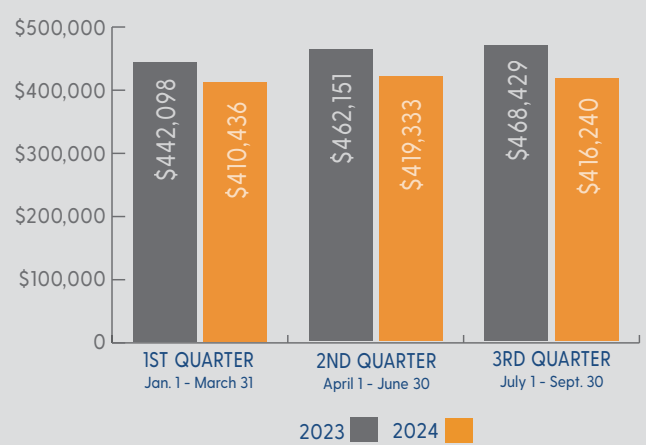
[AVERAGE SOLD PRICE]



[DAYS ON THE MARKET]



AVERAGE SOLD PRICE NEW BRAUNFELS, TX | YEAR OVER YEAR



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

2023 & 2024 COMPARISON

BEXAR COUNTY

3RD QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2023	6,176	\$373,660	\$362,734	\$354,240	64
2024	5,785	\$363,537	\$352,387	\$344,484	78

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2023	18,494	\$347,574
2024	17,495	\$345,007

COMAL COUNTY

3RD QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2023	871	\$555,279	\$531,066	\$515,061	92
2024	904	\$520,928	\$497,124	\$483,253	97

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2023	2566	\$511,946
2024	2741	\$470,940

GUADALUPE COUNTY

3RD QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2023	804	\$375,045	\$360,863	\$350,649	81
2024	834	\$366,873	\$350,405	\$344,062	97

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2023	2485	\$353,791
2024	2555	\$338,212

KENDALL COUNTY

3RD QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2023	173	\$844,116	\$806,257	\$770,497	96
2024	195	\$769,544	\$744,673	\$716,115	106

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2023	512	\$722,838
2024	516	\$705,071

WILSON COUNTY

3RD QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2023	159	\$466,970	\$451,297	\$443,501	110
2024	144	\$445,402	\$423,931	\$413,486	125

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2023	443	\$442,858
2024	430	\$419,487

Source: SABOR MLS - New and Resale Single Family Homes

MLS BUILDER SUPPORT

The Schrader Group's MLS Builder Support is designed to provide comprehensive assistance to homebuilders by maximizing their exposure and streamlining the selling process through the Multiple Listing Service (MLS).

Key features of The Schrader Group's MLS Builder Support include:

MLS Listings for New Construction Homes: The Schrader Group helps builders list their properties on the MLS, ensuring greater visibility to a wide range of buyers and real estate agents. This includes professional photography and detailed descriptions to attract prospective buyers.

Dedicated Support Team: Our team collaborates closely with builders, offering personalized service and expertise to ensure listings are accurate and optimized. Detailed reports are provided to help you analyze your listings in comparison to the broader market.

If you would like more information about MLS support.
Email marketing@theschradergroup.com

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