



[2024]

San Antonio and the Surrounding Areas

MARKET UPDATE

4th Quarter

THE SCHRADER GROUP

Brokered by eXp Realty



FROM DAYTON SCHRADER



[WATCH]



As we close out 2024, San Antonio's real estate market has experienced its fifth-best year in terms of total sales over the last two decades. The slight dip in average home prices compared to the peaks of 2021 and 2022 is largely attributed to the introduction of more affordable housing, which impacts the broader pricing trends. With unemployment at a low 3.9% and San Antonio's population continuing to grow, the region remains on solid economic footing. These factors combined create a strong foundation for the local real estate market.

Interest rates, which began the year at higher levels, are expected to stabilize in the mid- to high-6% range through 2025. As of January 13, 2024, there are 13,622 active single-family homes available in San Antonio and the surrounding areas. Of these, 9,249 are resale properties, while 4,374 are new construction homes. Currently, homes are averaging 93 days on the market, reflecting a more balanced environment for both buyers and sellers.

To support our builder partners and promote new construction sales, we offer a variety of buyer programs, including our Guaranteed Sale Program. This program gives buyers peace of mind by securing the sale of their current home, making it easier for them to move forward with purchasing a new construction home and creating more opportunities for builders to close deals.

Our team is ready to help you sell more homes. We offer comprehensive support throughout the entire home-buying and selling 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 expert guidance. We also have professional team members specializing in every aspect of the home-buying journey to ensure a seamless experience for both our clients and builder partners.

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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[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				
2022	2,152	5,262	7,414	\$383,231	\$373,621	97%	59
2023	3,126	4,174	7,300	\$376,267	\$364,235	97%	81
2024	3,489	4,546	8,035	\$377,991	\$371,069	98%	93

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

SPRING BRANCH

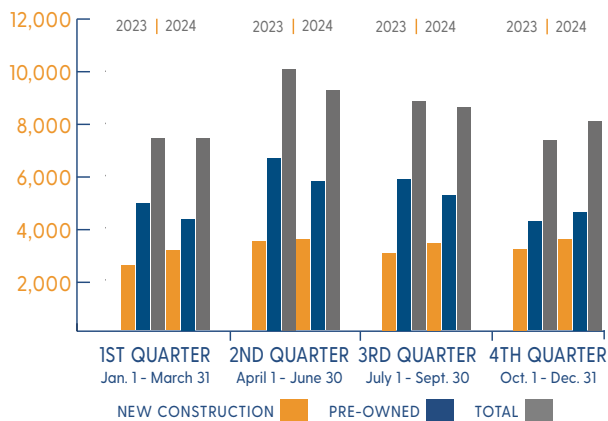
Spring Branch, Texas, is a charming community nestled in the scenic Texas Hill Country. Located in Comal County, Spring Branch sits approximately 25 miles north of San Antonio and offers residents a blend of serene rural living and easy access to urban conveniences. The town has roots dating back to the 1800s, when German settlers established it along the Guadalupe River. Its history and location give Spring Branch a relaxed, small-town vibe that appeals to families, retirees, and outdoor enthusiasts.

In 2024, the Spring Branch real estate market saw the sale of 332 homes. Resale properties dominated the market, with 232 homes sold, while new construction accounted for 100 sales. The average sales price in the area is \$552,462, reflecting the desirability and value of homes in this picturesque region. Homes in Spring Branch typically spend an average of 119 days on the market.

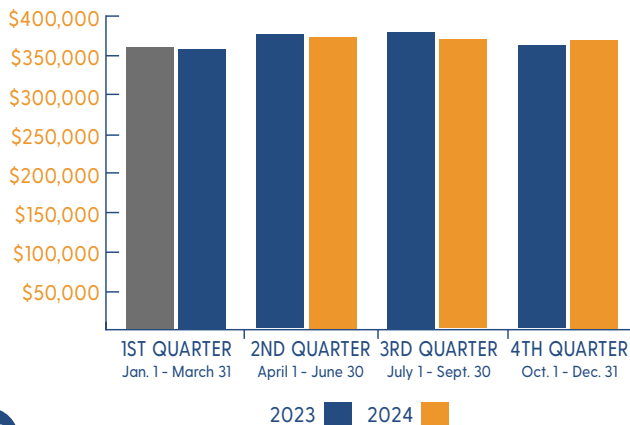
YEAR OVER YEAR REVIEW COMPARISON OF THE PAST YEAR



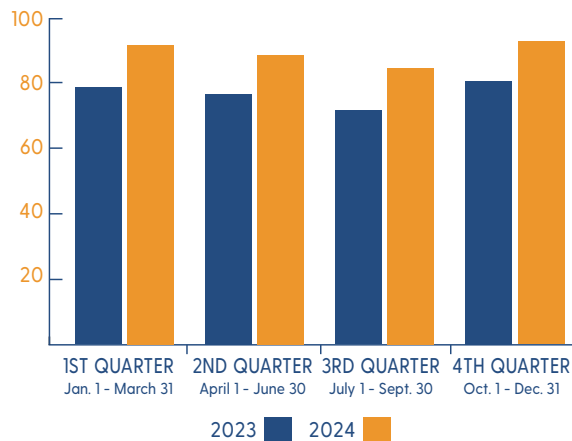
[HOMES SOLD]



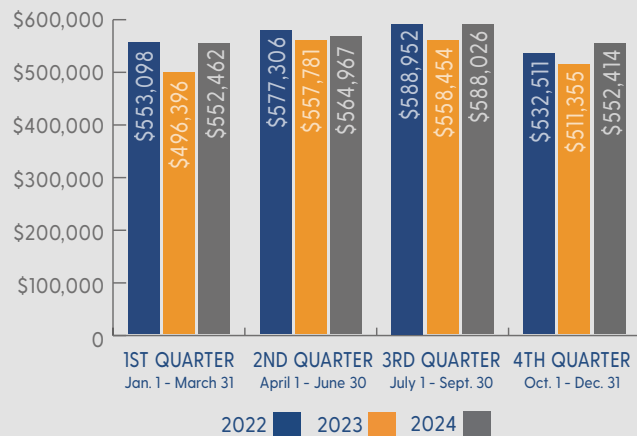
[AVERAGE SOLD PRICE]



[DAYS ON THE MARKET]



AVERAGE SOLD PRICE SPRING BRANCH, TX | YEAR OVER YEAR



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

2023 & 2024 COMPARISON

BEXAR COUNTY

4TH QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2023	5,035	\$367,391	\$351,235	\$340,222	75
2024	5,355	\$367,008	\$351,898	\$348,067	88

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2023	23,487	\$346,027
2024	23,193	\$345,051

COMAL COUNTY

4TH QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2023	713	\$517,090	\$490,452	\$476,424	93
2024	807	\$520,704	\$492,037	\$476,749	112

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2023	3,218	\$500,937
2024	3,576	\$470,718

GUADALUPE COUNTY

4TH QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2023	727	\$362,005	\$345,595	\$335,712	88
2024	874	\$351,678	\$333,275	\$326,425	92

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2023	3,177	\$349,559
2024	3,481	\$334,827

KENDALL COUNTY

4TH QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2023	140	\$764,198	\$720,923	\$694,282	105
2024	190	\$719,009	\$689,167	\$663,842	98

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2023	649	\$715,699
2024	721	\$691,403

WILSON COUNTY

4TH QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2023	123	\$453,128	\$433,856	\$425,948	103
2024	123	\$462,771	\$443,934	\$432,180	129

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2023	565	\$439,183
2024	559	\$421,577

Source: SABOR MLS - New and Resale Single Family Homes

SAVINGS WITHOUT COMPROMISING SERVICE

The Schrader Group has been earning the trust of San Antonio area residents since 1982. As a full-service team, they are dedicated to delivering results while maintaining the highest level of professionalism and integrity.

Why Choose The Schrader Group

- Buyer Programs to Save your Clients Money
- Award Winning 20+ Member Team Recognized by SABJ, TAB and GSABA
- 40+ Years of Local Market Knowledge
- Helped more than 10,000 Families
- Dedicated Marketing Team, Home Staging and HDR Photography
- Social Media Presence and Promotion
- Local, National and International Online Listing Exposure



[BUYER PROGRAMS]

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