[2025]

San Antonio and the Surrounding Areas

MARKET UPDATE

3rd Quarter

THE SCHRADER GROUP

Brokered by eXp Realty

VIDEO MARKET UPDATE

[WATCH]

FROM DAYTON SCHRADER

As we close the third quarter of 2025, San Antonio's housing market remains steady, though not without its challenges. The average sold price this quarter was $376,968, with homes spending an average of 96 days on the market. A total of 8,364 homes sold across the metro area, including 5,225 pre-owned properties and 3,139 new construction homes.

The quarter began with slower activity following the devastating Kerrville flood in early July, which temporarily impacted buyer and seller confidence. Since then, activity has resumed, but the market continues to reflect the realities of higher interest rates, affordability concerns, and confusion around financing options on the buyer side. Sellers, on the other hand, are facing challenges with overpricing, market uncertainty, and the stress of negotiations in an environment where buyers are cautious and deliberate.

Despite these headwinds, the market is showing signs of balance. Buyers are taking more time to make decisions, particularly in new construction communities, while well-priced, move-in ready homes in established neighborhoods continue to attract attention more quickly. For both buyers and sellers, preparation and realistic expectations remain the key to success.

At The Schrader Group, we remain committed to supporting our clients and builder partners with proven programs designed to ease these pain points. Our Guaranteed Sale Program, along with exclusive builder incentives, provides buyers the confidence to move forward with their purchase while offering sellers peace of mind. Most importantly, our full-service team is here seven days a week from 8:00 AM to 7:00 PM to answer questions, schedule appointments, and guide every step of the process with professionalism and care.

We appreciate the trust you continue to place in us. Please do not hesitate to reach out if we can help you or your clients navigate today's market and achieve their real estate goals.

Respectfully,

Dayton Schrader, ABR, ABRM, CCIM, CRB, CRP, CRS
Broker Associate
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[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				
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
2025	3,139	5,225	8,364	$390,643	$376,968	96%	97

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

Connect with The Schrader Group

[HOT SPOT]

CIBOLO

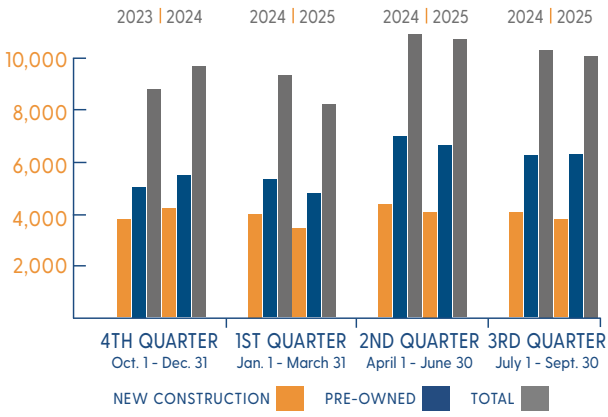
Cibolo, Texas is a thriving community in Guadalupe County, blending small-town charm with modern growth. Just 20 miles from downtown San Antonio and 15 miles from New Braunfels, Cibolo has become a favorite for commuters and families seeking a welcoming suburban lifestyle with quick access to major highways, shopping, and employment centers.

The real estate market in Cibolo continues to reflect steady demand, especially for new construction. Year to date in 2025, 448 homes have sold, with 142 of those being new builds, showing strong buyer interest in modern, energy-efficient homes. The average sales price is $378,671, making Cibolo an attractive and affordable option for buyers who want more space and long-term value. Homes are spending an average of 111 days on the market, giving buyers flexibility to explore options while still benefiting from a steadily moving market.

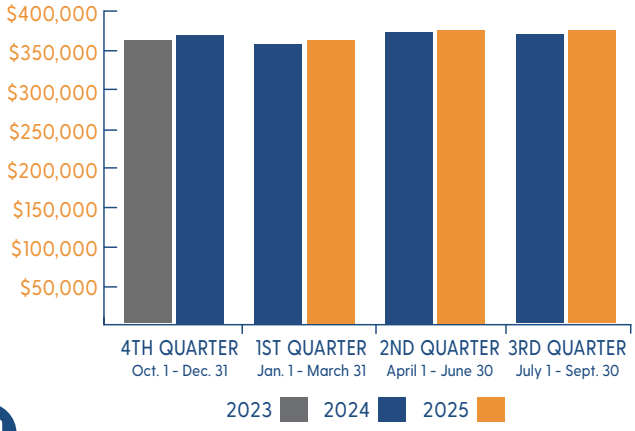
YEAR OVER YEAR REVIEW

COMPARISON OF THE PAST YEAR

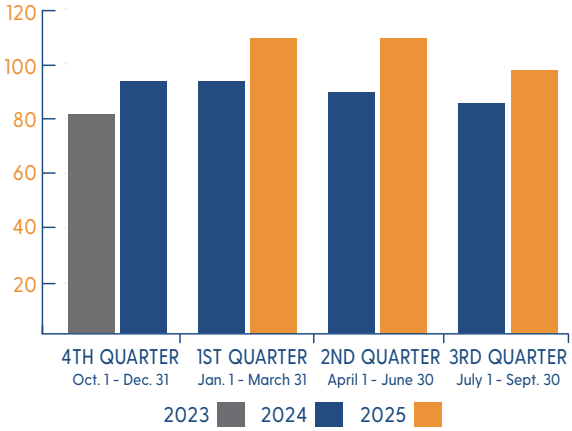
[HOMES SOLD]



[AVERAGE SOLD PRICE]

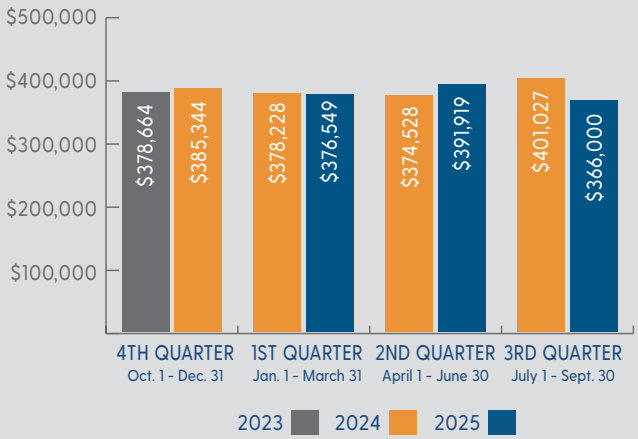


[DAYS ON THE MARKET]



HOMES SOLD

CIBOLO, TX | YEAR OVER YEAR



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

Cover Photo: Cibolo, TX

3RD QUARTER REVIEW
JULY 1 - SEPTEMBER 30

YEAR TO DATE
2024 & 2025 COMPARISON

BEXAR COUNTY

3RD QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2024	6,148	$360,906	$349,680	$341,811	77
2025	5,483	$377,450	$362,538	$350,833	93

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2024	17,849	$344,122
2025	16,994	$344,690

COMAL COUNTY

3RD QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2024	953	$515,815	$492,438	$479,064	97
2025	902	$532,929	$506,353	$484,897	114

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2024	2,775	$468,885
2025	2,645	$488,942

GUADALUPE COUNTY

3RD QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2024	907	$364,699	$348,295	$342,025	97
2025	842	$355,692	$332,366	$320,088	95

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2024	2,608	$337,634
2025	2,598	$324,851

KENDALL COUNTY

3RD QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2024	209	$758,347	$733,438	$705,848	104
2025	197	$831,653	$831,653	$807,453	112

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2024	531	$701,265
2025	604	$717,583

WILSON COUNTY

3RD QUARTER	HOMES SOLD	ORIGINAL LIST PRICE	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2024	148	$460,579	$437,578	$426,801	120
2025	151	$442,397	$421,431	$410,980	124

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2024	436	$418,586
2025	394	$433,917

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 for over four decades. As a full-service real estate team, we are dedicated to delivering results while maintaining the highest level of professionalism and integrity.

[BUYER PROGRAMS]

Why Choose The Schrader Group Buyer Programs?

- Award-winning, full-service team of 20+ professionals
- Recognized by SABJ, GSABA, and TAB
- 40+ years of proven local market knowledge
- More than 10,000 families served
- Dedicated marketing team, professional home staging, and HDR photography
- Robust social media presence with targeted promotion
- Extensive online listing exposure, locally, nationally, and internationally
- Proven systems and transaction support for a seamless process
- Bilingual agents available to serve a diverse client base

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