[2025]

San Antonio and the Surrounding Areas

MARKET UPDATE

4th Quarter

THE SCHRADER GROUP

Brokered by eXp Realty

VIDEO MARKET UPDATE

[WATCH]

FROM DAYTON SCHRADER

As we close out 2025, the San Antonio housing market has proven to be resilient, steady, and more balanced than many anticipated. While the year brought economic headwinds including higher interest rates, affordability concerns, and shifting buyer sentiment, the local market has continued to perform consistently compared to many other major Texas metros.

A key theme this year has been the shift toward a more balanced market. Buyers are taking more time to evaluate options. Concessions are now standard across the market, even for competitively priced listings. With an average of 111 days on market, sellers should expect negotiations and incentives to be part of the process.

New construction has emerged as a clear advantage heading into 2026. As of January 12, there are 14,263 active homes for sale across the San Antonio metro area, including 4,360 new construction homes and 9,879 resale properties. Builders are offering competitive pricing, strong incentives, and interest rate buydowns that resale homes often cannot match, helping buyers improve affordability and monthly payments.

Looking ahead, early indicators suggest the 2026 real estate market will closely mirror 2025. Inventory remains elevated, negotiations are a normal part of the process, and success on both sides depends on preparation, education, and realistic expectations. Despite broader economic uncertainty, San Antonio continues to stand out as a stable market supported by population growth, job expansion, and long term housing demand.

At The Schrader Group, our focus remains on removing friction from the process and creating clarity in a complex market. Our Guaranteed Sale Program and exclusive builder partnerships allow buyers to move forward with confidence while offering sellers peace of mind. Our full service team is available seven days a week from 8:00 AM to 7:00 PM to provide guidance, communication, and support every step of the way.

We appreciate the trust you placed in us throughout 2025 and look forward to continuing to serve you in 2026.

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				
2023	3,127	4,143	7,270	$376,572	$364,609	97%	81
2024	3,700	4,628	8,328	$376,479	$366,083	97%	93
2025	2,869	4,630	7,499	$384,014	$372,754	97%	111

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]

CONVERSE

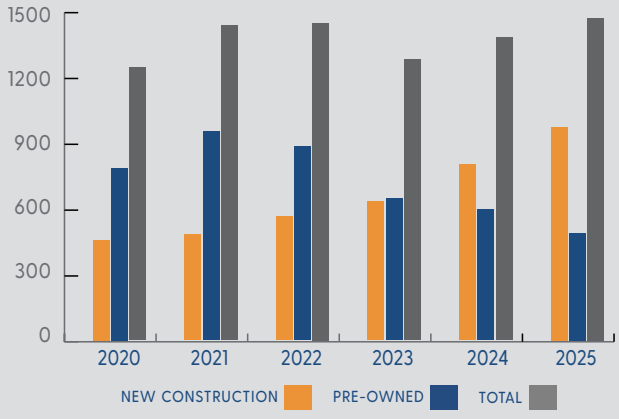
Converse continues to be one of the fastest growing communities on the northeast side of San Antonio, offering an affordable suburban lifestyle with convenient access to major highways, employment centers, shopping, and Randolph Air Force Base. Its location and steady development have made it especially attractive to buyers seeking newer homes with long term value.

In 2025, Converse recorded 1,471 homes sold, including 982 new construction homes and 489 resale properties, highlighting the growing role of new construction in the local market. Since 2020, sales have steadily shifted from resale driven to new construction led, reflecting buyer preference for modern floorplans, energy efficiency, and builder incentives, while resale remains an important part of overall activity.

Home values in Converse continue to show healthy long term appreciation, with average prices rising from $206,467 in 2020 to $253,870 in 2025. Homes are currently averaging 94 days on market, giving buyers time to evaluate options while maintaining consistent market activity and demand.

HOMES SOLD

CONVERSE, TX | YEAR OVER YEAR



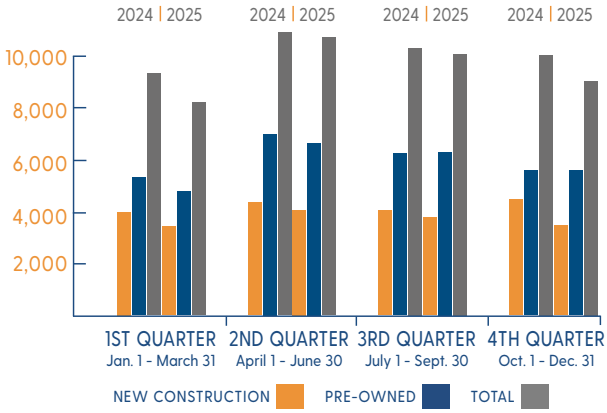
Source: SABOR MLS - New and Resale Single Family Homes closed in Converse, TX.

For additional data or comparables on this hot spot or anywhere across San Antonio and the surrounding markets, email marketing@theschradergroup.com

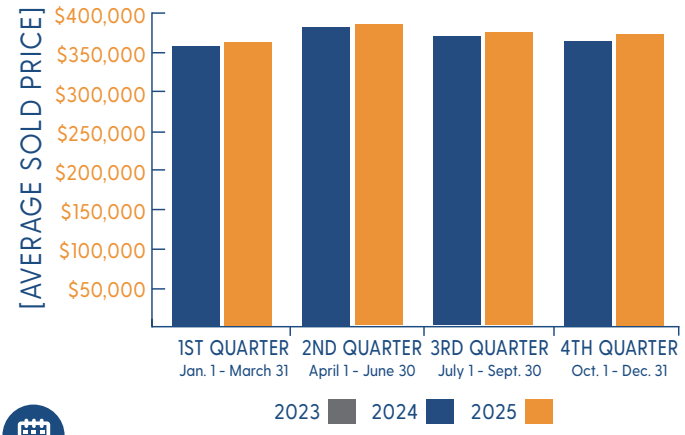
YEAR OVER YEAR REVIEW

COMPARISON OF THE PAST YEAR

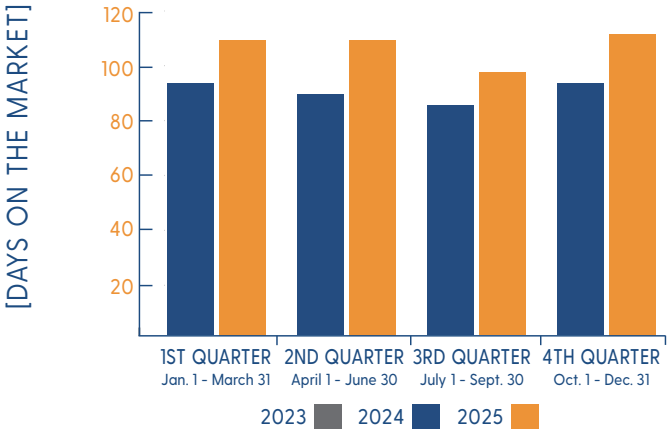
[HOMES SOLD]



[AVERAGE SOLD PRICE]



[DAYS ON THE MARKET]



Cover Photo: Converse, TX

4TH QUARTER REVIEW
OCTOBER 1 - DECEMBER 31

YEAR TO DATE
2024 & 2025 COMPARISON

BEXAR COUNTY

4TH QUARTER	HOMES SOLD	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2024	5,567	$350,766	$341,672	88
2025	4,877	$346,505	$336,781	105

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2024	23,417	$343,536
2025	22,157	$342,758

COMAL COUNTY

4TH QUARTER	HOMES SOLD	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2024	825	$490,091	$475,119	111
2025	783	$519, 842	$498,759	127

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2024	3,602	$470,253
2025	3,477	$489,531

GUADALUPE COUNTY

4TH QUARTER	HOMES SOLD	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2024	921	$334,778	$327,182	94
2025	756	$343,890	$333,195	114

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2024	3,530	$335,025
2025	3,416	$326,477

KENDALL COUNTY

4TH QUARTER	HOMES SOLD	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2024	197	$671,416	$649,023	97
2025	216	$767,696	$739,243	127

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2024	728	$687,128
2025	829	$723,789

WILSON COUNTY

4TH QUARTER	HOMES SOLD	AVERAGE LIST PRICE	AVERAGE SOLD PRICE	AVERAGE DAYS ON MARKET
2024	127	$445,459	$434,558	129
2025	128	$435,606	$427,640	114

YEAR TO DATE	HOMES SOLD	AVERAGE SOLD PRICE
2024	563	$422,189
2025	527	$432,674

Source: SABOR MLS - New and Resale Single Family Homes

UNLOCK SAVINGS WITH OUR BUYER PROGRAMS

Whether renting or selling, buyers can save on new construction homes through programs offered exclusively by The Schrader Group.

Lease Buyout Program – Helps renters break their lease and purchase a new home—enabling a move-in as soon as 30 days after contract.

Buyer Assistance Program – Provides financial support to help buyers secure a new build, ideal for those not selling a home or tied to a lease.

Move Up Program – Allows buyers to purchase a new home while their current home is on the market, with potential savings of up to 3%.

Guaranteed Sale Program – While a new home is being built, The Schrader Group will list the buyer's current home—and purchase it if it doesn't sell in time.

Express Sale Program – Delivers a fast, reliable closing with no listings, showings, or negotiations, converting hesitant or time-sensitive buyers into committed contracts.

[BUYER PROGRAMS]

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