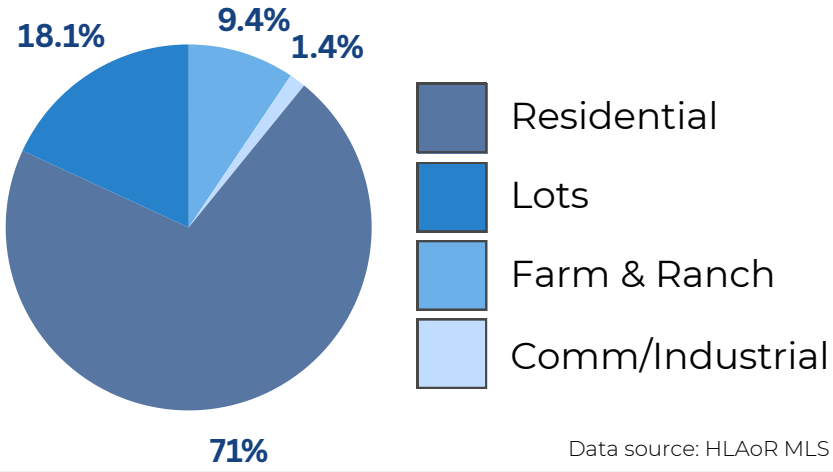
HIGHLAND LAKES Association of REALTORS®

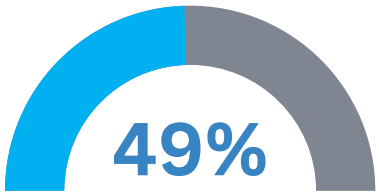
MLS Quick Stats July 2024

What Types of Properties Sold?

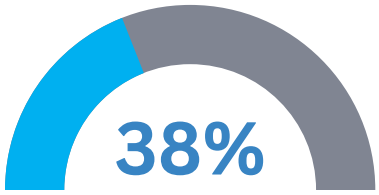


Data source: HLAoR MLS

Where Did Properties Sell?



Burnet County



Llano County

Data source: HLAoR MLS

The Current Residential Market

New Listings:	201	Sold Listings:	98
Total Active Listings:	1318	Average Sold Price:	$722,100
Average List Price:	$773,883	Median Sold Price:	$463,000
Median List Price:	$450,000	Average DOM	93

Data source: HLAoR MLS

Market Changes*

Active Listings

- ▲ Total Active Up 22%
- ▼ Avg List Price Down 1%
- ▼ New Listings Down 7%
- ▼ Med List Price Down 7%

Sold Listings

- ▲ Total Sold Up 24%
- ▲ Avg List Price Up 10%
- ▲ Avg DOM Up 20%
- ▲ Med List Price Up 13%

**Compared to last year. Residential properties only.*

Data source: HLAoR MLS

Note: The information within these reports contains data from HLAoR MLS and Texas A&M Real Estate Center. As Texas A&M Real Estate Center data contains information from additional MLSs, some values may vary. As data is adjusted within the HLAoR MLS, some values reported here may not reflect the most recent information found in the MLS. For the most up-to-date information, contact a REALTOR®.

Market Activity Details

All Property Types:	2024	2023	YoY
Total Listings Listed	345	386	-11%
Total Listings Closed	138	129	7%
Total Volume Closed	$91,221,263	$72,065,140	27%
Total Listings Pended	98	200	-51%

Residential Active:	2024	2023	YoY
Total Listings Listed	201	216	-7%
Total Active Listings	1318	1080	22%
Avg. List Price	$773,883	$782,431	-1%
Median List Price	$450,000	$482,000	-7%

Residential Pending:	2024	2023	YoY
Total Listings Pended	70	131	-47%
Avg. DOM of Listings Pended	91	105	-13%
Med. DOM of Listings Pended	62	69	-10%

Residential Closed:	2024	2023	YoY
Total Listings Closed	98	79	24%
Total Volume Closed	$70,765,800	$51,666,663	37%
Avg. List Price	$762,066	$695,404	10%
Avg. Sold Price	$722,100	$654,008	10%
Avg. DOM	127	106	20%
Median List Price	$492,000	$437,023	13%
Median Sold Price	$463,500	$423,000	10%
Median DOM	93	70	33%
Avg. Sold $ to Avg. List $	95%	94%	1%

Data source: HLAoR MLS

Sold Price vs List Price

The percentage difference of a property's closing price in comparison to its original listing price.

By City

City	Farm/Ranch	Comm/Ind	Residential	Lots
Art	-12%		-12%	
Bertram	-16%		-16%	
Blanco	-6%			
Bluffton	-4%			
Buchanan Dam	0%		-4%	
Burnet	-12%		-12%	
Cottonwood Shores			-2%	0%
Fredericksburg	-3%			
Granite Shoals			-4%	-15%
Horseshoe Bay			-6%	-21%
Johnson City			-10%	
Kingsland			-15%	-6%
Lampasas		-14%	-4%	
Llano		-6%	-12%	
Marble Falls	4%		-4%	-3%
Mason	-23%			
Spicewood			-7%	0%
Sunrise Beach			-10%	-18%
Tow			-2%	-25%

By Class

Farm & Ranch
-9%

Comm/Ind
-10%

Residential
-9%

Lots
-13%

By County

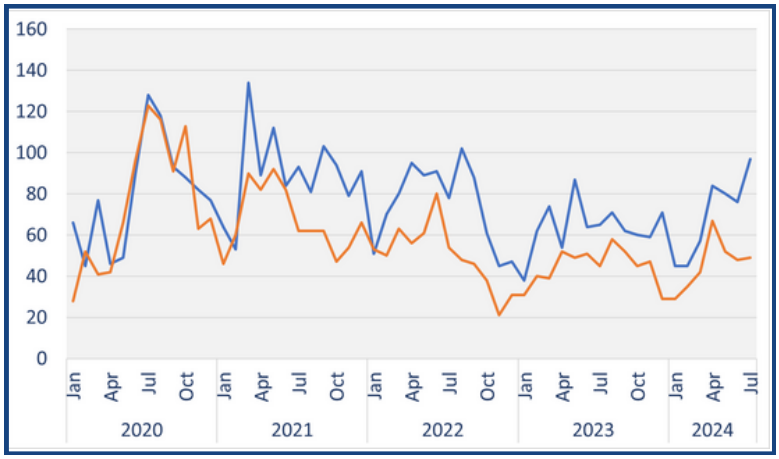
City	Farm/Ranch	Comm/Ind	Residential	Lots
Blanco	-6%		-10%	
Burnet	-10%		-9%	-11%
Gillespie	-3%			
Lampasas		-14%	-4%	
Llano	-2%	-6%	-10%	-16%
Mason	-18%		-12%	

Data source: HLAoR MLS

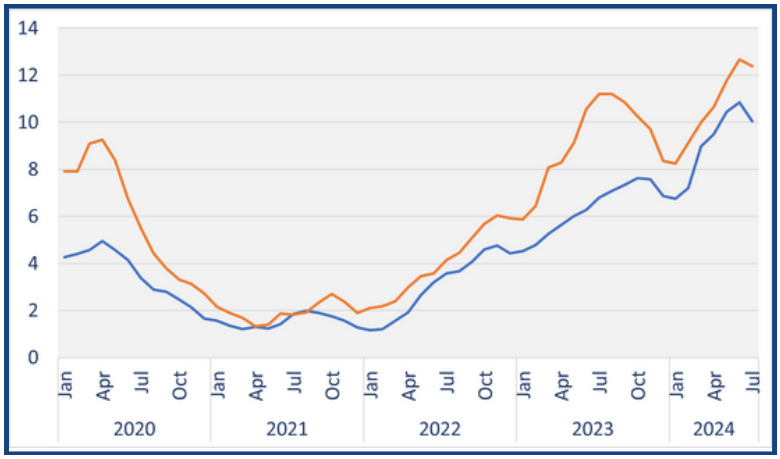
Historic Data

Burnet County Llano County

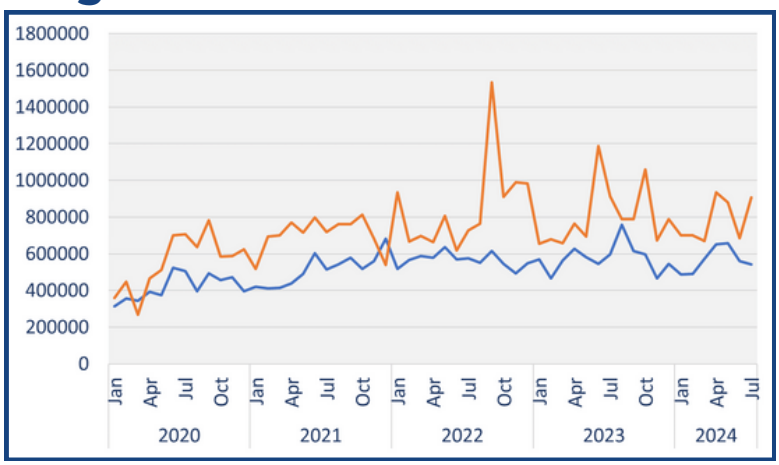
Home Sales



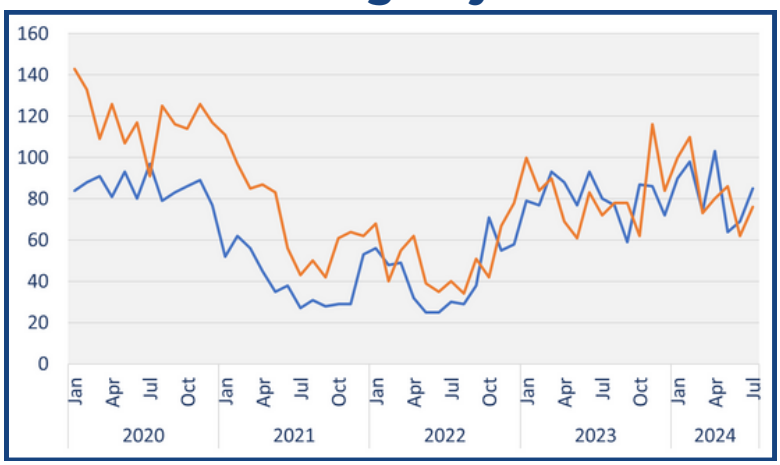
Months Inventory



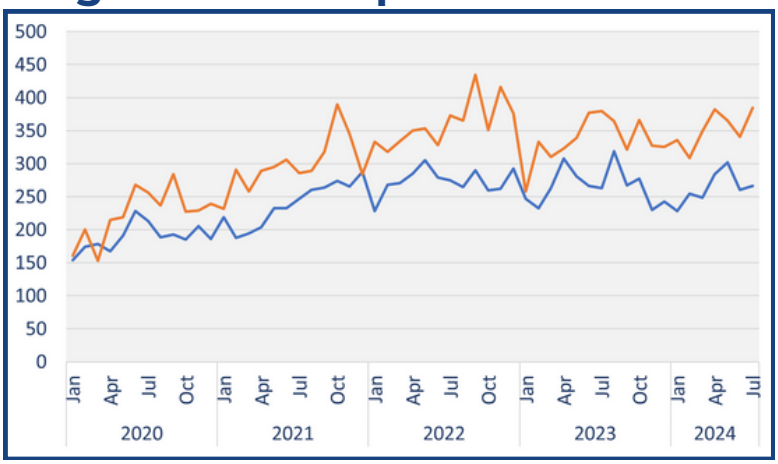
Avg Sales Price



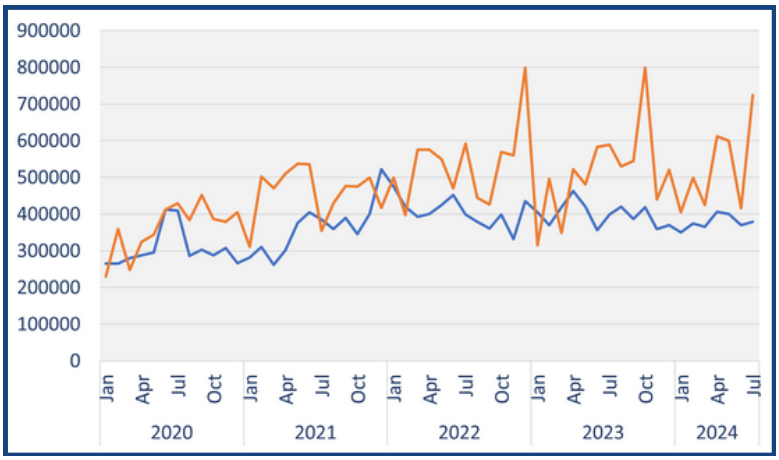
Avg Days On Market



Avg Price Per SqFt



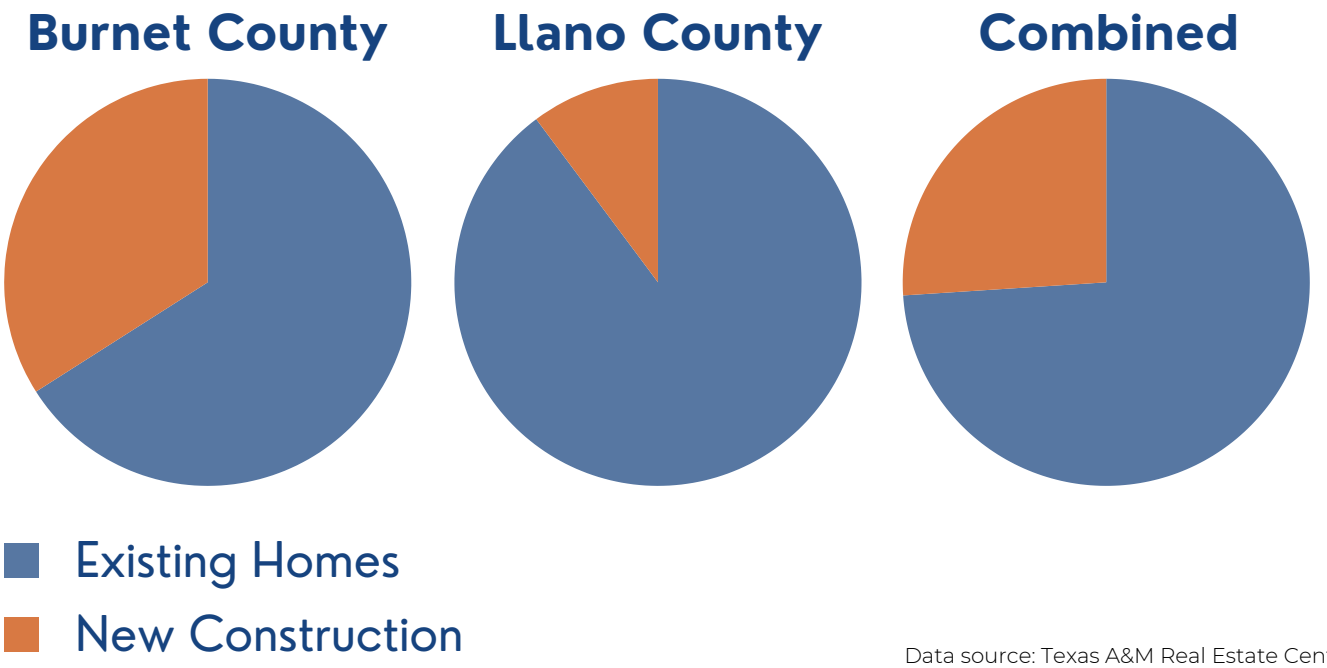
Median Sales Price



Data source: Texas A&M Real Estate Center

Existing Homes vs New Construction

Overview



Data source: Texas A&M Real Estate Center

Burnet County	Existing Home	New Construction
Closed Sales	64	33
Avg Sales Price	$635,307	$366,155
Median Sales Price	$435,000	$370,000
Months Inventory	11.1045	8
Avg Days on Market	96	65

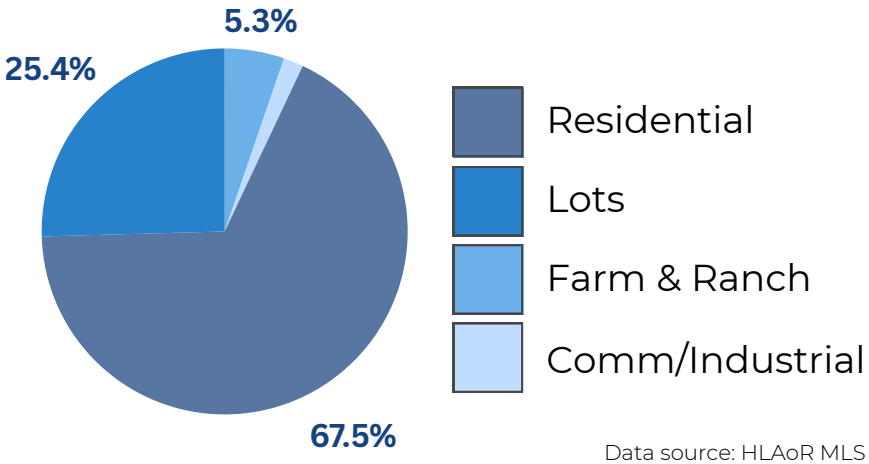
Llano County	Existing Home	New Construction
Closed Sales	44	5
Avg Sales Price	$912,917	$854,500
Median Sales Price	$612,500	$1,192,500
Months Inventory	12	16
Avg Days on Market	75	89

Data source: Texas A&M Real Estate Center

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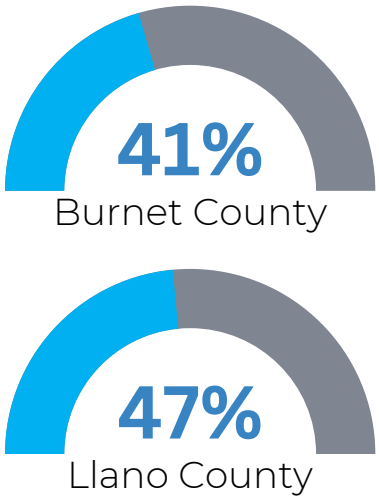
MLS Quick Stats August 2024

What Types of Properties Sold?



Data source: HLAoR MLS

Where Did Properties Sell?



Data source: HLAoR MLS

The Current Residential Market

New Listings:	203	Sold Listings:	77
Total Active Listings:	1293	Average Sold Price:	$928,594
Average List Price:	$774,383	Median Sold Price:	$550,000
Median List Price:	$420,000	Average DOM	158

Data source: HLAoR MLS

Market Changes*

Active Listings

- ▲ Total Active Up 17%
- ▲ Avg List Price Up 19%
- ▼ New Listings Down 2%
- ▼ Med List Price Down 6%

Sold Listings

- ▼ Total Sold Down 21%
- ▲ Avg List Price Up 17%
- ▲ Avg DOM Up 56%
- ▲ Med List Price Up 13%

**Compared to last year. Residential properties only.*

Data source: HLAoR MLS

Note: The information within these reports contains data from HLAoR MLS and Texas A&M Real Estate Center. As Texas A&M Real Estate Center data contains information from additional MLSs, some values may vary. As data is adjusted within the HLAoR MLS, some values reported here may not reflect the most recent information found in the MLS. For the most up-to-date information, contact a REALTOR®.

Market Activity Details

All Property Types:	2024	2023	YoY
Total Listings Listed	362	385	-6%
Total Listings Closed	114	158	-28%
Total Volume Closed	$78,938,252	$102,213,384	-23%
Total Listings Pended	78	173	-55%

Residential Active:	2024	2023	YoY
Total Listings Listed	203	207	-2%
Total Active Listings	1293	1104	17%
Avg. List Price	$774,383	$649,868	19%
Median List Price	$420,000	$449,000	-6%

Residential Pending:	2024	2023	YoY
Total Listings Pended	42	109	-61%
Avg. DOM of Listings Pended	87	97	-10%
Med. DOM of Listings Pended	61	71	-14%

Residential Closed:	2024	2023	YoY
Total Listings Closed	77	98	-21%
Total Volume Closed	$71,501,762	$78,700,289	-9%
Avg. List Price	$988,103	$844,724	17%
Avg. Sold Price	$928,594	$803,064	16%
Avg. DOM	158	101	56%
Median List Price	$565,000	$499,500	13%
Median Sold Price	$550,000	$487,500	13%
Median DOM	101	81	25%
Avg. Sold $ to Avg. List $	94%	95%	-1%

Data source: HLAoR MLS

Sold Price vs List Price

The percentage difference of a property's closing price in comparison to its original listing price.

By City

City	Farm/Ranch	Comm/Ind	Residential	Lots
Austin			-2%	
Bertram	-4%		-3%	-25%
Briggs	-26%			
Buchanan Dam			-5%	
Burnet			-7%	-42%
Cottonwood Shores			-15%	-24%
Florence		-57%		
Fredericksburg	-5%			
Georgetown			-16%	
Granite Shoals			-13%	-44%
Highland Haven			-37%	
Horseshoe Bay			-9%	-13%
Johnson City			0%	-16%
Kingsland			-12%	-8%
Lampasas	-3%		-9%	0%
Liberty Hill			-11%	
Llano		-13%	-13%	
Marble Falls			-6%	-26%
Meadowlakes				-43%
San Saba			-1%	
Spicewood			-14%	
Sunrise Beach			-4%	
Tow			-7%	-8%

By Class

Farm & Ranch
-8%

Comm/Ind
-35%

Residential
-9%

Lots
-19%

By County

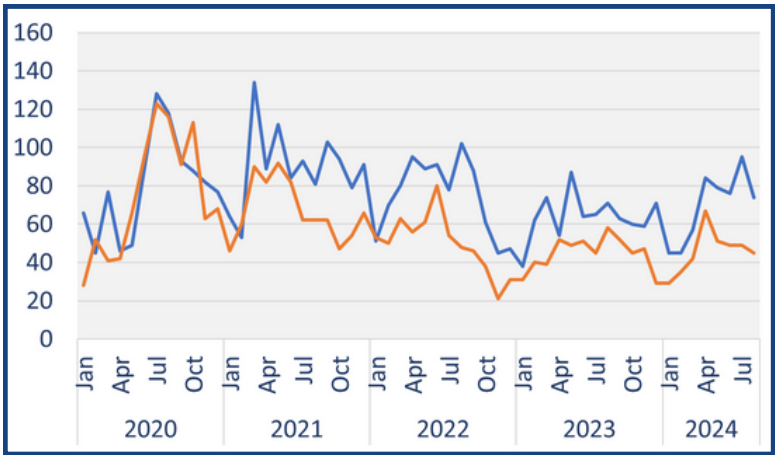
County	Farm/Ranch	Comm/Ind	Residential	Lots
Blanco			0%	-16%
Burnet	-9%		-10%	-29%
Gillespie	-5%			
Llano		-13%	-9%	-12%
San Saba			-5%	

Data source: HLAoR MLS

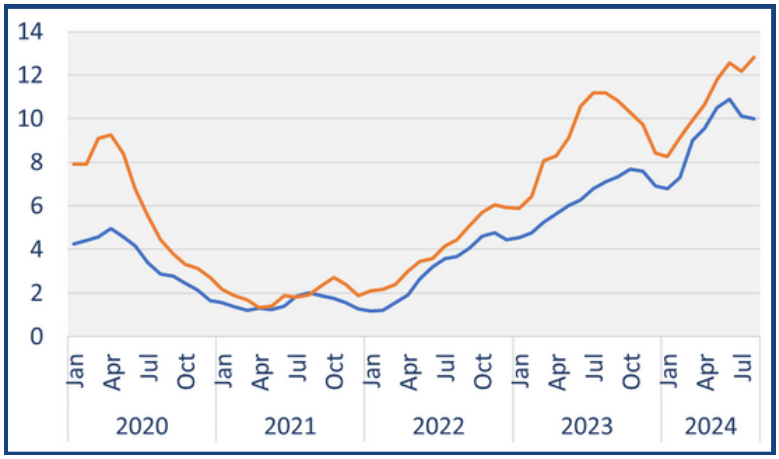
Historic Data

Burnet County Llano County

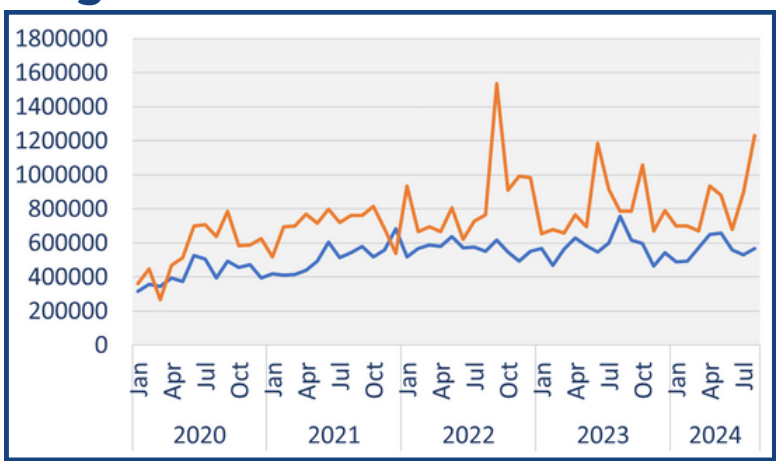
Home Sales



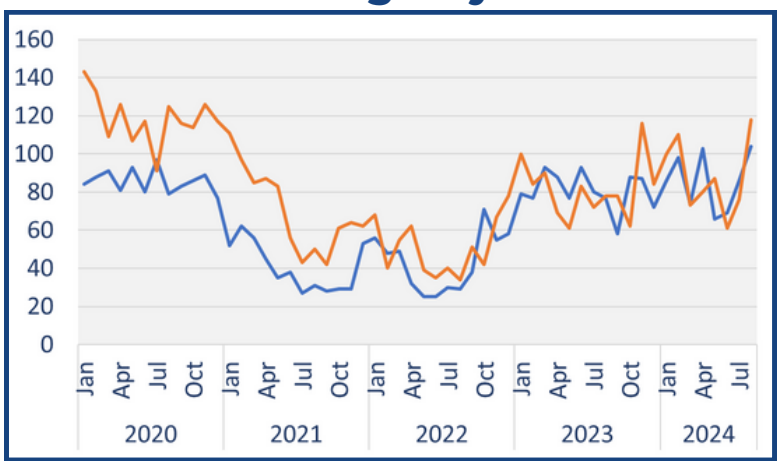
Months Inventory



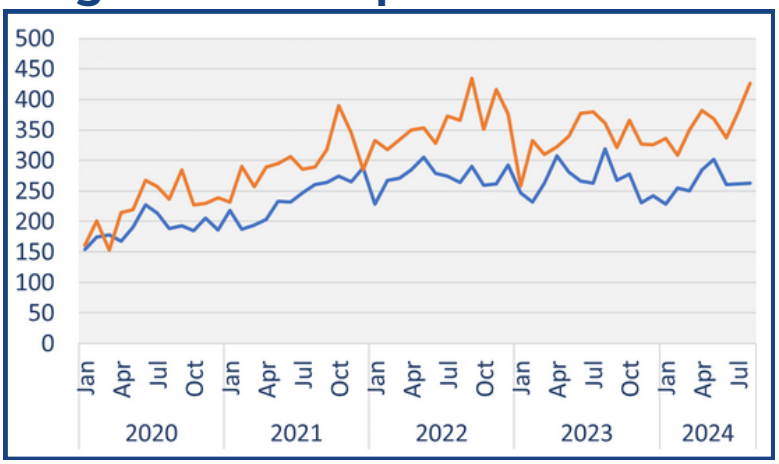
Avg Sales Price



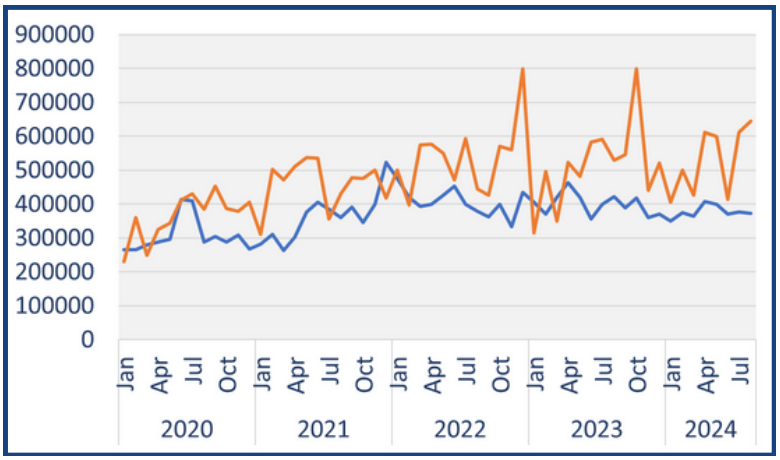
Avg Days On Market



Avg Price Per SqFt



Median Sales Price

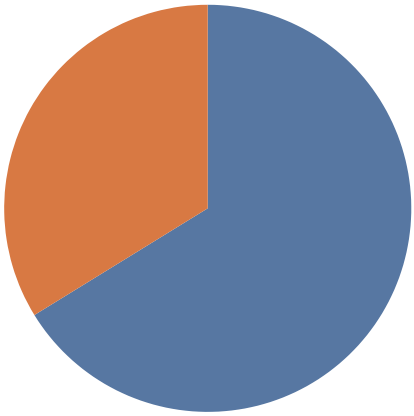


Data source: Texas A&M Real Estate Center

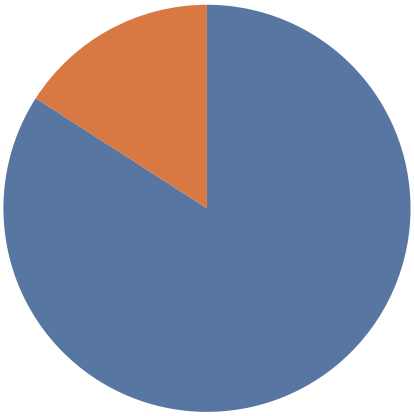
Existing Homes vs New Construction

Overview

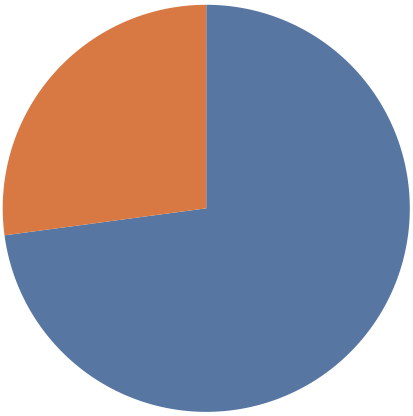
Burnet County



Llano County



Combined



Existing Homes

New Construction

Data source: Texas A&M Real Estate Center

Burnet County	Existing Home	New Construction
Closed Sales	49	25
Avg Sales Price	$677,833	$350,813
Median Sales Price	$495,250	$328,990
Months Inventory	11	7.6
Avg Days on Market	113	88

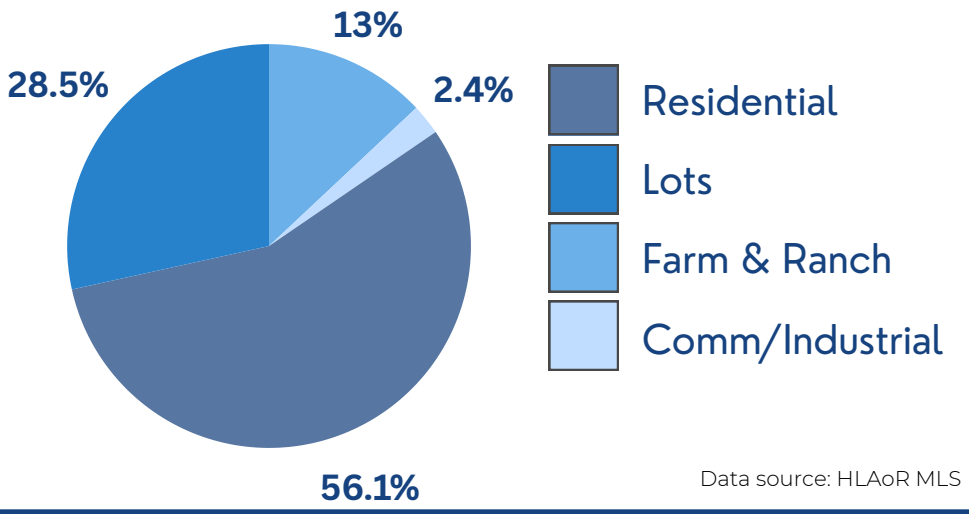
Llano County	Existing Home	New Construction
Closed Sales	37	7
Avg Sales Price	$899,483	$294,345
Median Sales Price	$569,000	$2,200,000
Months Inventory	12	15
Avg Days on Market	103	194

Data source: Texas A&M Real Estate Center

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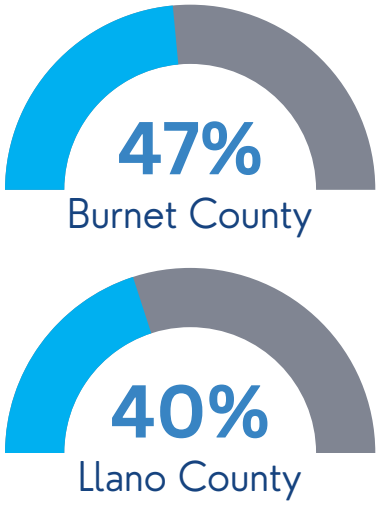
MLS Quick Stats September 2024

What Types of Properties Sold?



Data source: HLAoR MLS

Where Did Properties Sell?



Data source: HLAoR MLS

The Current Residential Market

New Listings:	204	Sold Listings:	69
Total Active Listings:	1294	Average Sold Price:	$810,293
Average List Price:	$783,364	Median Sold Price:	$477,000
Median List Price:	$441,950	Average DOM	123

Data source: HLAoR MLS

Market Changes*

Active Listings

Total Active	+19% ▲	Avg List Price	+10% ▲
New Listings	+5% ▲	Med List Price	+11% ▲

Sold Listings

Total Sold	-21% ▼	Avg List Price	+8% ▲
Avg DOM	+4% ▲	Med List Price	+11% ▲

**Compared to last year. Residential properties only.*

Data source: HLAoR MLS

Note: The information within these reports contains data from HLAoR MLS and Texas A&M Real Estate Center. As Texas A&M Real Estate Center data contains information from additional MLSs, some values may vary. As data is adjusted within the HLAoR MLS, some values reported here may not reflect the most recent information found in the MLS. For the most up-to-date information, contact a REALTOR®.

Burnet County



Median Price
$428,700 ^ +10% from last year

Days on Market
107 ^ +9 days vs last year

Months of Inv.
9.7 ^ +2.6 months vs last year

Data source: Texas A&M Real Estate Center

Llano County



Median Price
$410,000 v -25% from last year

Days on Market
122 ^ +10 days vs last year

Months of Inv.
12.8 ^ +2 months vs last year

Data source: Texas A&M Real Estate Center

Note: The information within these reports contains data from HLAoR MLS and Texas A&M Real Estate Center. As Texas A&M Real Estate Center data contains information from additional MLSs, some values may vary. As data is adjusted within the HLAoR MLS, some values reported here may not reflect the most recent information found in the MLS. For the most up-to-date information, contact a REALTOR®.

Market Activity Details

All Property Types:	2024	2023	YoY
Total Listings Listed	386	340	14%
Total Listings Closed	123	134	-8%
Total Volume Closed	$76,205,239	$88,153,650	-14%
Total Listings Pended	111	147	-24%

Residential Active:	2024	2023	YoY
Total Listings Listed	204	194	5%
Total Active Listings	1294	1083	19%
Avg. List Price	$783,364	$713,333	10%
Median List Price	$441,950	$397,250	11%

Residential Pending:	2024	2023	YoY
Total Listings Pended	69	92	-25%
Avg. DOM of Listings Pended	78	104	-25%
Med. DOM of Listings Pended	59	83	-29%

Residential Closed:	2024	2023	YoY
Total Listings Closed	69	87	-21%
Total Volume Closed	$55,910,228	$66,211,891	-16%
Avg. List Price	$862,656	$795,679	8%
Avg. Sold Price	$810,293	$761,056	6%
Avg. DOM	123	118	4%
Median List Price	$499,900	$450,000	11%
Median Sold Price	$477,000	$420,000	14%
Median DOM	97	91	7%
Avg. Sold $ to Avg. List $	94%	96%	-2%

Data source: HLAoR MLS

Sold Price vs List Price

The percentage difference of a property's closing price in comparison to its original listing price.

By County

Only includes locations where 2 or more listings were sold.

County	Farm/Ranch	Comm/Ind	Residential	Lots
Blanco	-20%		-25%	
Burnet	-12%	-11%	-8%	-23%
Lampasas	-5%		-18%	
Llano	-11%		-7%	-18%
San Saba	-28%			

By City

Only includes locations where 2 or more listings were sold.

City	Farm/Ranch	Comm/Ind	Residential	Lots
Buchanan Dam			-8%	
Burnet			-4%	-48%
Cherokee				
Cottonwood Shores				
Granite Shoals			-7%	-23%
Horseshoe Bay			-5%	-19%
Johnson City	-20%		-25%	
Killeen				
Kingsland			-6%	-11%
Lago Vista			-5%	
Lake Victor				-28%
Lampasas	-7%		-18%	
Llano	-11%		-8%	
Marble Falls			-14%	
Meadowlakes			-8%	
Pontotoc				
Sunrise Beach			-13%	
Tow			-21%	

By Class



Farm & Ranch

-15%



Comm/Ind

-6%



Residential

-8%



Lots

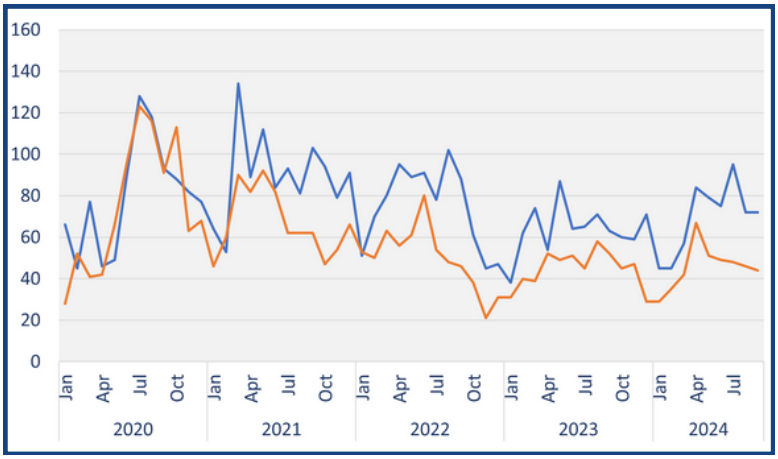
-21%

Historical Data

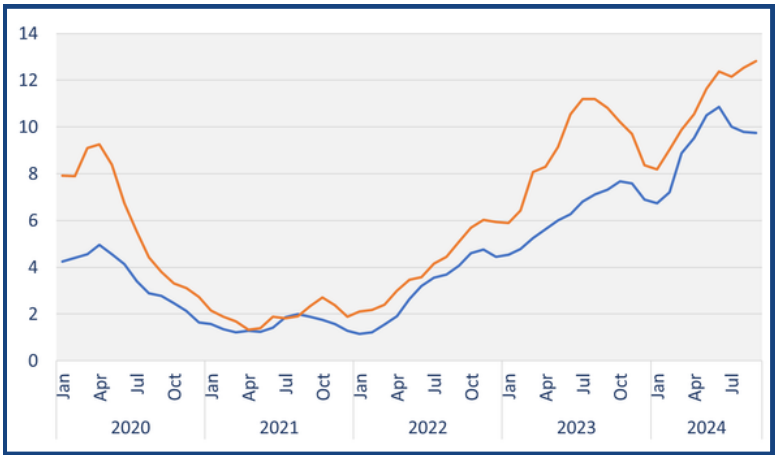
Includes all Residential Type properties (Single Family, Condo, Townhouse)

Burnet County Llano County

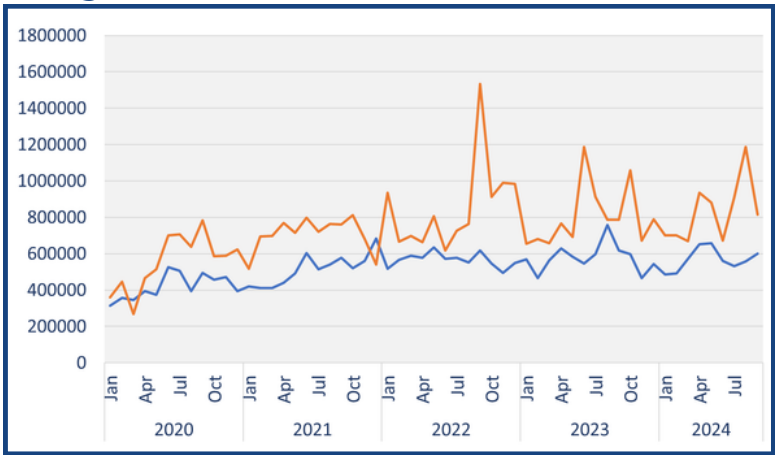
Home Sales



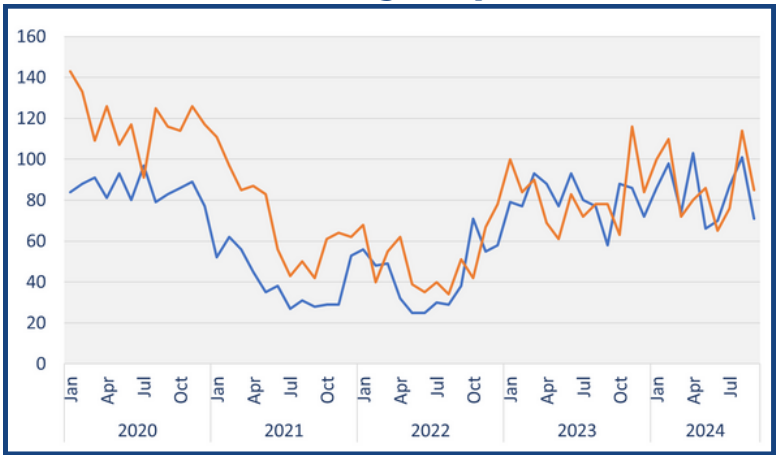
Months Inventory



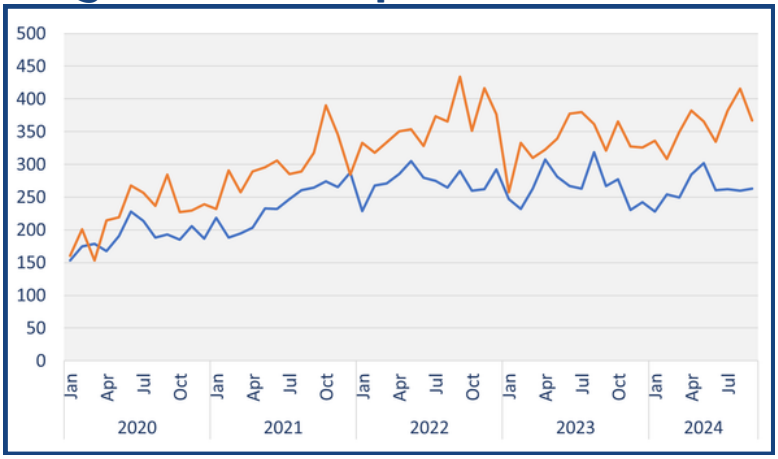
Avg Sales Price



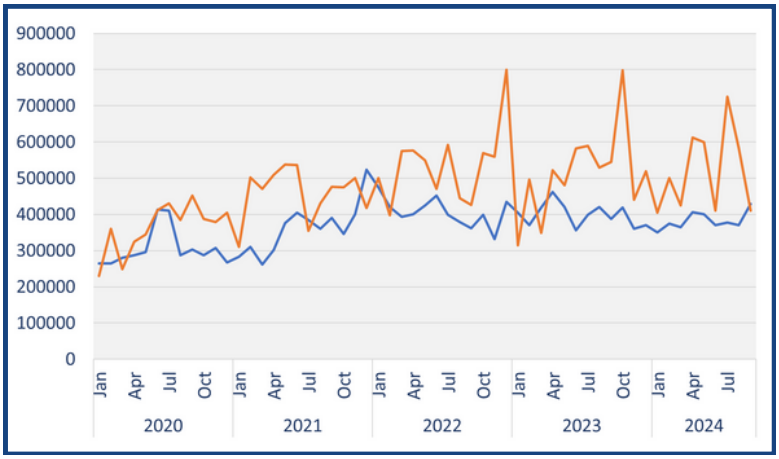
Avg Days On Market



Avg Price Per SqFt



Median Sales Price

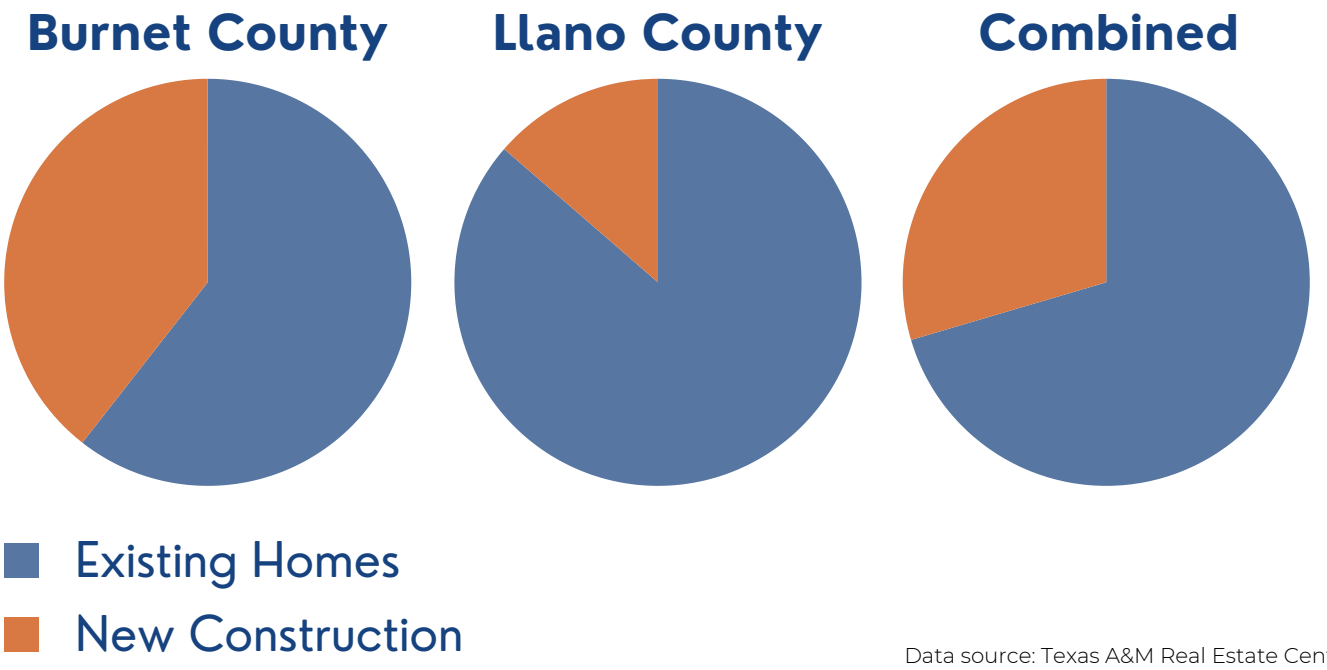


Data source: Texas A&M Real Estate Center

Existing Homes vs New Construction

Includes all Residential Type properties (Single Family, Condo, Townhouse)

Overview of Sold Properties



Data source: Texas A&M Real Estate Center

Details By County

Burnet County	Existing Home	New Construction
Closed Sales	43	28
Avg Sales Price	$715,363	$423,795
Median Sales Price	$460,000	$390,900
Months Inventory	10.7	8.0
Avg Days on Market	79	58

Llano County	Existing Home	New Construction
Closed Sales	38	6
Avg Sales Price	$766,583	$1,115,000
Median Sales Price	$410,000	$765,000
Months Inventory	12.6	14.1
Avg Days on Market	68	188

Data source: Texas A&M Real Estate Center

Existing Homes vs New Construction

Includes all Residential Type properties (Single Family, Condo, Townhouse)

Details By City / Market Area

Bertram	Existing Home	New Construction
Closed Sales	1	0
Avg Sales Price	$250,000	$0
Median Sales Price	$250,000	$0
Months Inventory	6.3	9.0
Avg Days on Market	119	0
Buchanan Dam	**Existing Home**	**New Construction**
Closed Sales	3	0
Avg Sales Price	$215,100	$0
Median Sales Price	$225,000	$0
Months Inventory	25.7	0.0
Avg Days on Market	58	0
Burnet	**Existing Home**	**New Construction**
Closed Sales	2	1
Avg Sales Price	$367,000	$424,200
Median Sales Price	$367,000	$424,200
Months Inventory	5.8	4.9
Avg Days on Market	57	13
Cottonwood Shores	**Existing Home**	**New Construction**
Closed Sales	0	1
Avg Sales Price	$0	$284,000
Median Sales Price	$0	$284,000
Months Inventory	9.1	5.5
Avg Days on Market	0	98
Granite Shoals	**Existing Home**	**New Construction**
Closed Sales	8	6
Avg Sales Price	$604,000	$361,963
Median Sales Price	$387,500	$360,393
Months Inventory	8.5	3.7
Avg Days on Market	46	81

Data source: Texas A&M Real Estate Center

Existing Homes vs New Construction

Includes all Residential Type properties (Single Family, Condo, Townhouse)

Details By City / Market Area

Highland Haven	Existing Home	New Construction
Closed Sales	0	0
Avg Sales Price	$0	$0
Median Sales Price	$0	$0
Months Inventory	22.3	0.0
Avg Days on Market	0	0
Horseshoe Bay	**Existing Home**	**New Construction**
Closed Sales	12	10
Avg Sales Price	$1,148,727	$883,500
Median Sales Price	$552,500	$597,500
Months Inventory	13.6	14.1
Avg Days on Market	83	136
Kingsland	**Existing Home**	**New Construction**
Closed Sales	7	0
Avg Sales Price	$611,500	$0
Median Sales Price	$335,000	$0
Months Inventory	8.3	16.5
Avg Days on Market	62	0
Llano	**Existing Home**	**New Construction**
Closed Sales	2	0
Avg Sales Price	$166,500	$0
Median Sales Price	$166,500	$0
Months Inventory	10.2	12.0
Avg Days on Market	15	0
Marble Falls	**Existing Home**	**New Construction**
Closed Sales	4	5
Avg Sales Price	$1,168,625	$309,196
Median Sales Price	$1,025,000	$299,990
Months Inventory	7.7	3.6
Avg Days on Market	81	33

Data source: Texas A&M Real Estate Center

Existing Homes vs New Construction

Includes all Residential Type properties (Single Family, Condo, Townhouse)

Details By City / Market Area

Meadowlakes	Existing Home	New Construction
Closed Sales	6	0
Avg Sales Price	$449,417	$0
Median Sales Price	$469,750	$0
Months Inventory	10.7	12.0
Avg Days on Market	128	0
Round Mountain	**Existing Home**	**New Construction**
Closed Sales	0	0
Avg Sales Price	$0	$0
Median Sales Price	$0	$0
Months Inventory	18.0	0.0
Avg Days on Market	0	0
Sunrise Beach	**Existing Home**	**New Construction**
Closed Sales	4	0
Avg Sales Price	$1,529,375	$0
Median Sales Price	$1,887,500	$0
Months Inventory	9.2	0.0
Avg Days on Market	117	0
Tow	**Existing Home**	**New Construction**
Closed Sales	2	0
Avg Sales Price	$335,000	$0
Median Sales Price	$335,000	$0
Months Inventory	21.8	0.0
Avg Days on Market	101	0

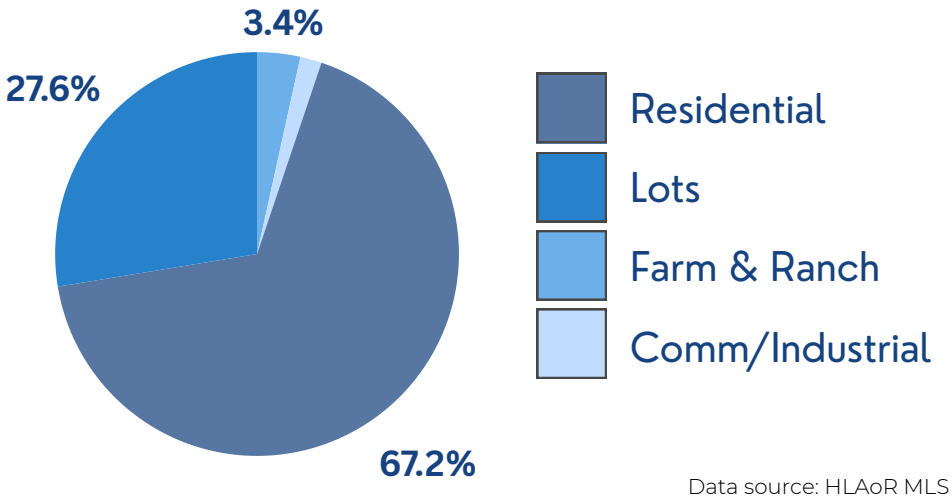
Data source: Texas A&M Real Estate Center



HIGHLAND LAKES Association of REALTORS®

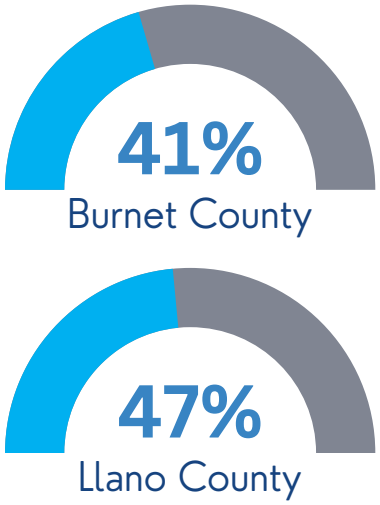
MLS Quick Stats October 2024

What Types of Properties Sold?



Data source: HLAoR MLS

Where Did Properties Sell?



Data source: HLAoR MLS

The Current Residential Market

New Listings:	231	Sold Listings:	78
Total Active Listings:	1280	Average Sold Price:	$793,806
Average List Price:	$817,155	Median Sold Price:	$500,000
Median List Price:	$499,990	Average DOM	134

Data source: HLAoR MLS

Market Changes*

Active Listings

Total Active	+20% ▲	Avg List Price	+30% ▲
New Listings	+25% ▲	Med List Price	+18% ▲

Sold Listings

Total Sold	+10% ▲	Avg List Price	+4% ▲
Avg DOM	+20% ▲	Med List Price	-7% ▼

**Compared to last year. Residential properties only.*

Data source: HLAoR MLS

Note: The information within these reports contains data from HLAoR MLS and Texas A&M Real Estate Center. As Texas A&M Real Estate Center data contains information from additional MLSs, some values may vary. As data is adjusted within the HLAoR MLS, some values reported here may not reflect the most recent information found in the MLS. For the most up-to-date information, contact a REALTOR®.

Burnet County



Median Price
$369,995 ⌄ -11.6% from last year

Days on Market
117 ⌄ -7days vs last year

Months of Inv.
9.5 ⌃ +1.8 months vs last year

Data source: Texas A&M Real Estate Center

Llano County



Median Price
$651,600 ⌄ -18.5% from last year

Days on Market
153 ⌃ +54 days vs last year

Months of Inv.
12.9 ⌃ +2.8 months vs last year

Data source: Texas A&M Real Estate Center

Note: The information within these reports contains data from HLAoR MLS and Texas A&M Real Estate Center. As Texas A&M Real Estate Center data contains information from additional MLSs, some values may vary. As data is adjusted within the HLAoR MLS, some values reported here may not reflect the most recent information found in the MLS. For the most up-to-date information, contact a REALTOR®.

Market Activity Details

All Property Types:	2024	2023	YoY
Total Listings Listed	393	333	18%
Total Listings Closed	116	126	-8%
Total Volume Closed	$71,162,545	$76,847,693	-7%
Total Listings Pended	76	149	-49%

Residential Active:	2024	2023	YoY
Total Listings Listed	231	185	25%
Total Active Listings	1280	1066	20%
Avg. List Price	$817,155	$628,593	30%
Median List Price	$499,900	$424,900	18%

Residential Pending:	2024	2023	YoY
Total Listings Pended	39	84	-54%
Avg. DOM of Listings Pended	99	102	-3%
Med. DOM of Listings Pended	60	77	-22%

Residential Closed:	2024	2023	YoY
Total Listings Closed	78	71	10%
Total Volume Closed	$61,916,945	$55,165,765	12%
Avg. List Price	$844,297	$815,345	4%
Avg. Sold Price	$793,806	$776,982	2%
Avg. DOM	134	112	20%
Median List Price	$514,703	$551,090	-7%
Median Sold Price	$500,000	$514,400	-3%
Median DOM	104	87	20%
Avg. Sold $ to Avg. List $	94%	95%	-1%

Data source: HLAoR MLS

Sold Price vs List Price

The percentage difference of a property's closing price in comparison to its original listing price.

By County

Only includes locations where 2 or more listings were sold.

County	Farm/Ranch	Comm/Ind	Residential	Lots
Blanco				
Burnet	-7%		-9%	-22%
Lampasas				
Llano			-11%	-15%
San Saba				

By City

Only includes locations where 2 or more listings were sold.

City	Farm/Ranch	Comm/Ind	Residential	Lots
Bertram			-1%	
Burnet			-7%	-26%
Granite Shoals			-9%	-15%
Horseshoe Bay			-12%	-12%
Kingsland			-9%	-5%
Llano				-14%
Marble Falls			-10%	-21%
Meadowlakes			-6%	
Spicewood			-23%	-29%
Tow			-22%	

By Class



Farm & Ranch

-6%



Comm/Ind

-7%



Residential

-11%



Lots

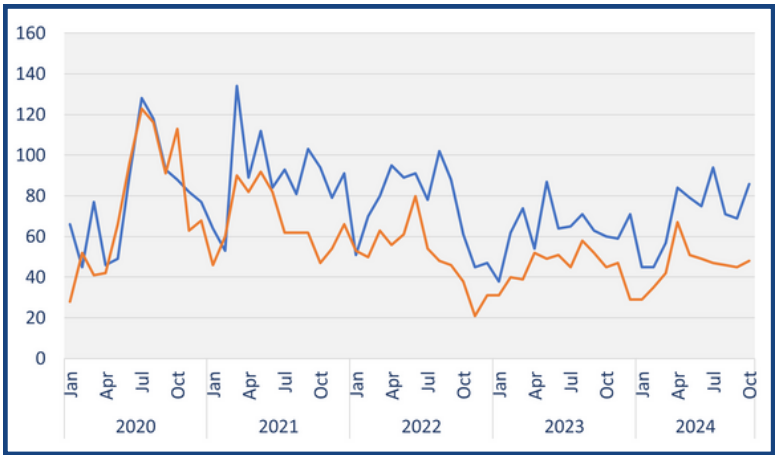
-15%

Historical Data

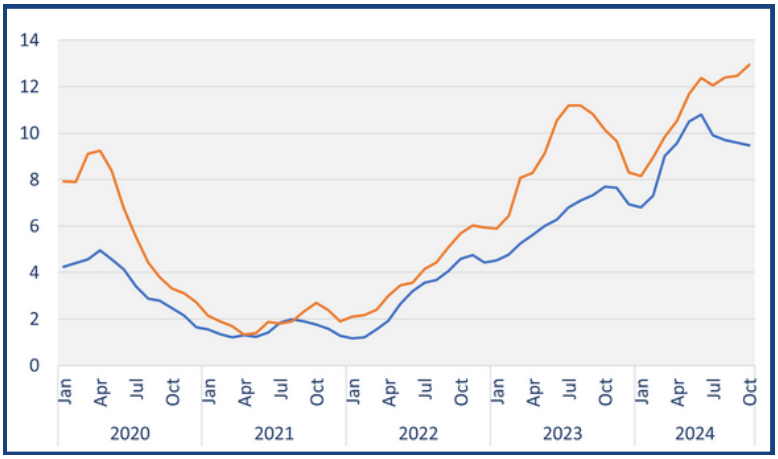
Includes all Residential Type properties (Single Family, Condo, Townhouse)

Burnet County Llano County

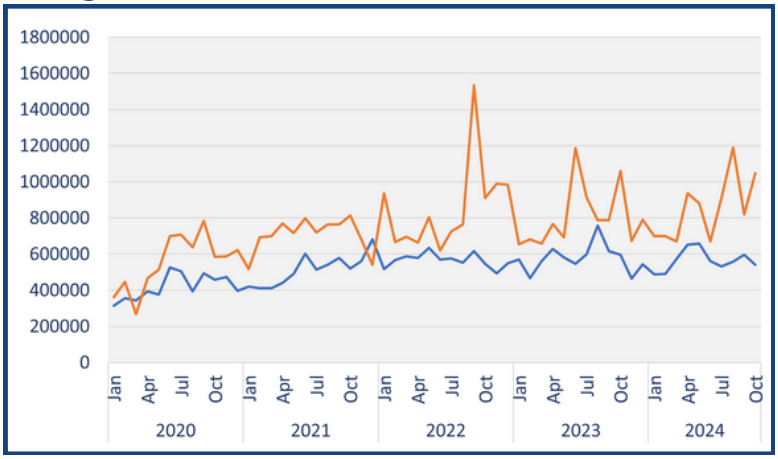
Home Sales



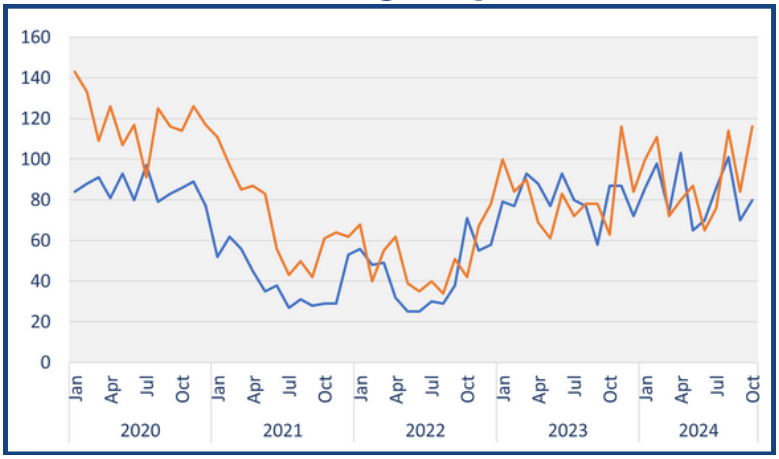
Months Inventory



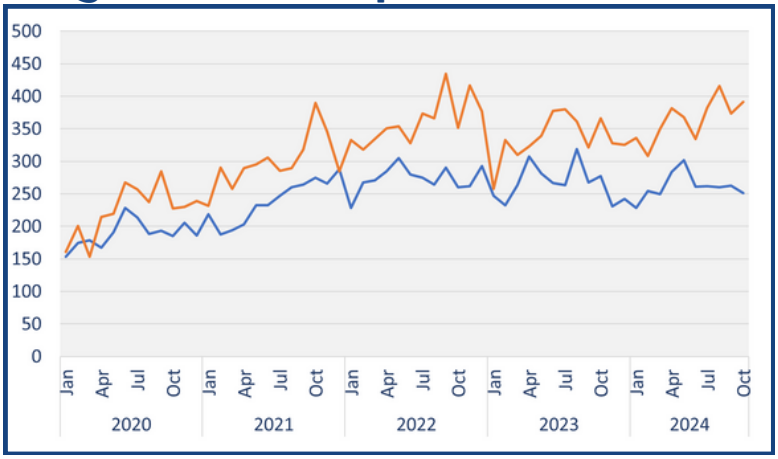
Avg Sales Price



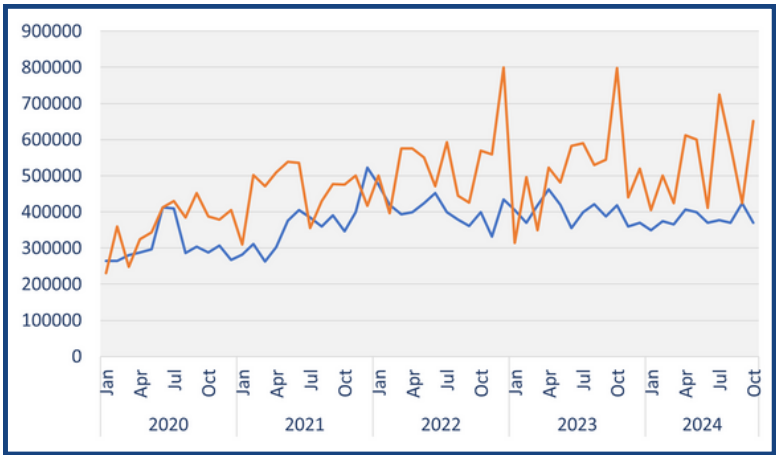
Avg Days On Market



Avg Price Per SqFt



Median Sales Price

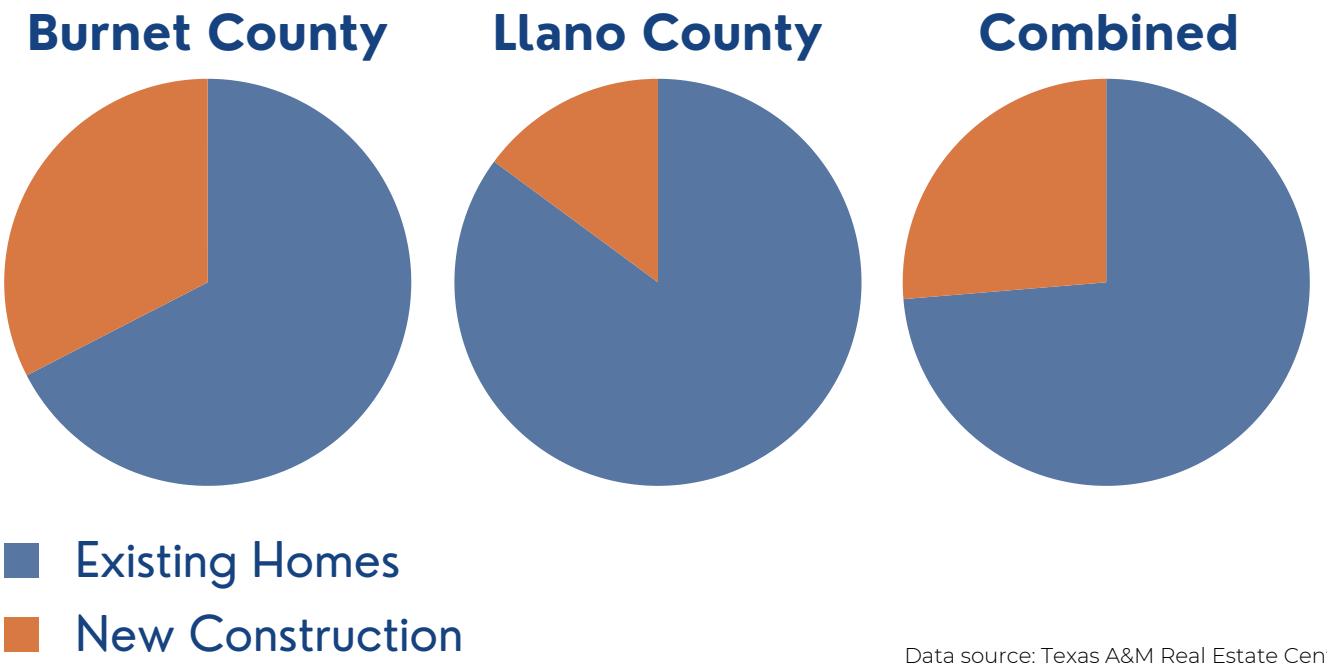


Data source: Texas A&M Real Estate Center

Existing Homes vs New Construction

Includes all Residential Type properties (Single Family, Condo, Townhouse)

Overview of Sold Properties



Data source: Texas A&M Real Estate Center

Details By County

Burnet County	Existing Home	New Construction
Closed Sales	58	28
Avg Sales Price	$633,775	$348,139
Median Sales Price	$465,000	$324,990
Months Inventory	10.5	7.5
Avg Days on Market	86	68

Llano County	Existing Home	New Construction
Closed Sales	40	7
Avg Sales Price	$884,372	$1,967,414
Median Sales Price	$590,000	$1,315,000
Months Inventory	12.4	15.9
Avg Days on Market	111	144

Data source: Texas A&M Real Estate Center

Existing Homes vs New Construction

Includes all Residential Type properties (Single Family, Condo, Townhouse)

Details By City / Market Area

Bertram	Existing Home	New Construction
Closed Sales	2	0
Avg Sales Price	$207,500	$0
Median Sales Price	$207,500	$0
Months Inventory	5.7	3.0
Avg Days on Market	52	0
Buchanan Dam	**Existing Home**	**New Construction**
Closed Sales	0	0
Avg Sales Price	$0	$0
Median Sales Price	$0	$0
Months Inventory	30.5	0.0
Avg Days on Market	0	0
Burnet	**Existing Home**	**New Construction**
Closed Sales	6	0
Avg Sales Price	$415,633	$0
Median Sales Price	$344,400	$0
Months Inventory	6.2	6.8
Avg Days on Market	65	0
Cottonwood Shores	**Existing Home**	**New Construction**
Closed Sales	2	0
Avg Sales Price	$829,500	$0
Median Sales Price	$829,500	$0
Months Inventory	8.3	6.0
Avg Days on Market	96	0
Granite Shoals	**Existing Home**	**New Construction**
Closed Sales	7	1
Avg Sales Price	$825,429	$299,000
Median Sales Price	$373,500	$299,000
Months Inventory	8.0	3.3
Avg Days on Market	47	105

Data source: Texas A&M Real Estate Center

Existing Homes vs New Construction

Includes all Residential Type properties (Single Family, Condo, Townhouse)

Details By City / Market Area

Highland Haven	Existing Home	New Construction
Closed Sales	0	0
Avg Sales Price	$0	$0
Median Sales Price	$0	$0
Months Inventory	33.6	0.0
Avg Days on Market	0	0
Horseshoe Bay	**Existing Home**	**New Construction**
Closed Sales	22	6
Avg Sales Price	$971,886	$1,678,650
Median Sales Price	$704,150	$1,306,000
Months Inventory	12.9	15.9
Avg Days on Market	147	162
Kingsland	**Existing Home**	**New Construction**
Closed Sales	12	0
Avg Sales Price	$1,008,667	$0
Median Sales Price	$344,500	$0
Months Inventory	9.2	18.9
Avg Days on Market	65	0
Llano	**Existing Home**	**New Construction**
Closed Sales	1	0
Avg Sales Price	$355,000	$0
Median Sales Price	$355,000	$0
Months Inventory	9.0	12.0
Avg Days on Market	20	0
Marble Falls	**Existing Home**	**New Construction**
Closed Sales	6	16
Avg Sales Price	$498,633	$299,182
Median Sales Price	$322,000	$298,499
Months Inventory	7.6	3.0
Avg Days on Market	116	34

Data source: Texas A&M Real Estate Center

Existing Homes vs New Construction

Includes all Residential Type properties (Single Family, Condo, Townhouse)

Details By City / Market Area

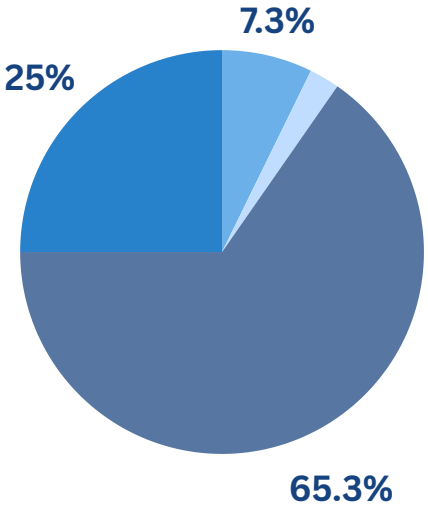
Meadowlakes	Existing Home	New Construction
Closed Sales	5	0
Avg Sales Price	$495,265	$0
Median Sales Price	$475,000	$0
Months Inventory	9.3	12.0
Avg Days on Market	54	0
Round Mountain	**Existing Home**	**New Construction**
Closed Sales	0	0
Avg Sales Price	$0	$0
Median Sales Price	$0	$0
Months Inventory	12.0	0.0
Avg Days on Market	0	0
Sunrise Beach	**Existing Home**	**New Construction**
Closed Sales	1	0
Avg Sales Price	$200,000	$0
Median Sales Price	$200,000	$0
Months Inventory	8.3	0.0
Avg Days on Market	22	0
Tow	**Existing Home**	**New Construction**
Closed Sales	2	0
Avg Sales Price	$335,000	$0
Median Sales Price	$335,000	$0
Months Inventory	20.3	0.0
Avg Days on Market	95	0

Data source: Texas A&M Real Estate Center

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MLS Quick Stats November 2024

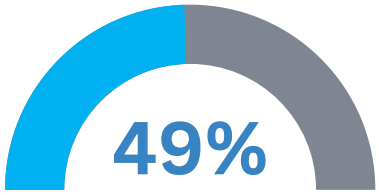
What Types of Properties Sold?



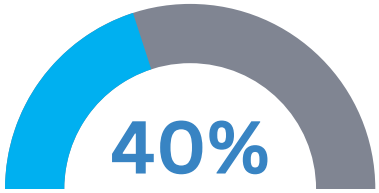
- Residential
- Lots
- Farm & Ranch
- Comm/Industrial

Data source: HLAoR MLS

Where Did Properties Sell?



Burnet County



Llano County

Data source: HLAoR MLS

The Current Residential Market

New Listings:	**176**
Total Active Listings:	**1246**
Average List Price:	**$851,435**
Median List Price:	**$454,000**

Sold Listings:	**81**
Average Sold Price:	**$619,924**
Median Sold Price:	**$495,000**
Average DOM	**134**

Data source: HLAoR MLS

Market Changes*

Active Listings

Total Active	**+21%** ▲
Avg List Price	**-4%** ▼
New Listings	**+4%** ▲
Med List Price	**+14%** ▲

Sold Listings

Total Sold	**+14%** ▲
Avg List Price	**+7%** ▲
Avg DOM	**-11%** ▼
Med List Price	**+30%** ▲

**Compared to last year. Residential properties only.*

Data source: HLAoR MLS

Note: The information within these reports contains data from HLAoR MLS and Texas A&M Real Estate Center. As Texas A&M Real Estate Center data contains information from additional MLSs, some values may vary. As data is adjusted within the HLAoR MLS, some values reported here may not reflect the most recent information found in the MLS. For the most up-to-date information, contact a REALTOR®.

Burnet County



Median Price
$370,495 ^ +2.9% from last year

Days on Market
127 ^ +5 days vs last year

Months of Inv.
9.2 ^ +1.6 months vs last year

Data source: Texas A&M Real Estate Center

Llano County



Median Price
$650,000 ^ +47.7% from last year

Days on Market
142 v -8 days vs last year

Months of Inv.
12.6 ^ +3 months vs last year

Data source: Texas A&M Real Estate Center

Note: The information within these reports contains data from HLAoR MLS and Texas A&M Real Estate Center. As Texas A&M Real Estate Center data contains information from additional MLSs, some values may vary. As data is adjusted within the HLAoR MLS, some values reported here may not reflect the most recent information found in the MLS. For the most up-to-date information, contact a REALTOR®.

Market Activity Details

All Property Types:	2024	2023	YoY
Total Listings Listed	273	270	1%
Total Listings Closed	124	115	8%
Total Volume Closed	$73,287,378	$64,484,550	14%
Total Listings Pended	91	118	-23%

Residential Active:	2024	2023	YoY
Total Listings Listed	176	169	4%
Total Active Listings	1246	1034	21%
Avg. List Price	$851,435	$884,477	-4%
Median List Price	$454,000	$399,980	14%

Residential Pending:	2024	2023	YoY
Total Listings Pended	62	74	-16%
Avg. DOM of Listings Pended	80	133	-40%
Med. DOM of Listings Pended	51	84	-39%

Residential Closed:	2024	2023	YoY
Total Listings Closed	81	71	14%
Total Volume Closed	$50,213,924	$42,394,614	18%
Avg. List Price	$665,744	$623,941	7%
Avg. Sold Price	$619,924	$597,107	4%
Avg. DOM	134	150	-11%
Median List Price	$520,000	$399,900	30%
Median Sold Price	$495,000	$399,900	24%
Median DOM	112	112	0%
Avg. Sold $ to Avg. List $	93%	96%	-3%

Data source: HLAoR MLS

Sold Price vs List Price

The percentage difference of a property's closing price in comparison to its original listing price.

By County

Only includes locations where 2 or more listings were sold.

County	Farm/Ranch	Comm/Ind	Residential	Lots
Blanco			-13%	
Burnet	-8%	-37%	-10%	-15%
Llano	-23%		-12%	-16%

By City

Only includes locations where 2 or more listings were sold.

City	Farm/Ranch	Comm/Ind	Residential	Lots
Bertram	-6%		-11%	
Buchanan Dam			-9%	
Burnet	-12%		-7%	
Cottonwood Shores			-4%	-14%
Granite Shoals			-7%	-5%
Horseshoe Bay			-13%	-17%
Johnson City			-13%	
Kingsland			-13%	-14%
Marble Falls			-12%	-23%
Meadowlakes			-6%	
Sunrise Beach			-19%	

By Class



Farm & Ranch

-14%



Comm/Ind

-26%



Residential

-11%



Lots

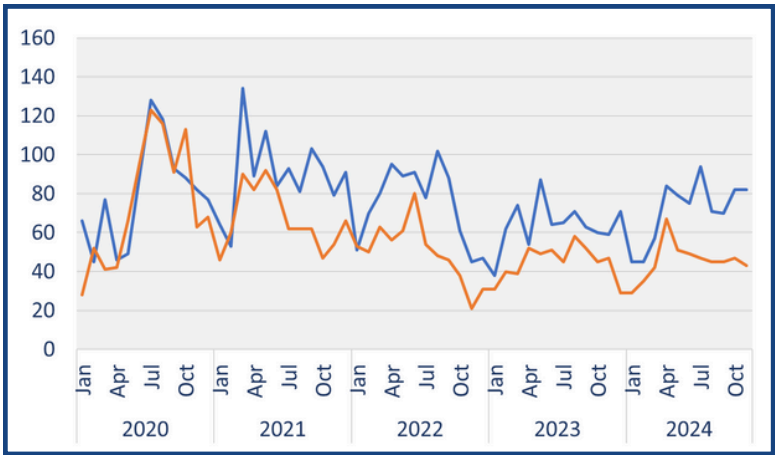
-15%

Historical Data

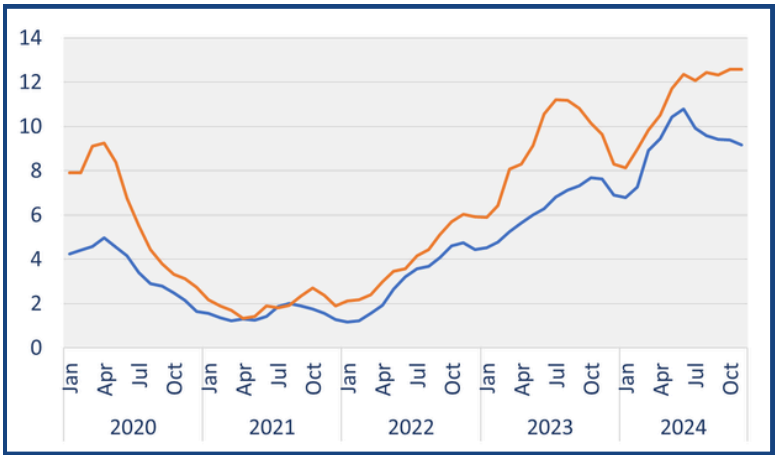
Includes all Residential Type properties (Single Family, Condo, Townhouse)

Burnet County Llano County

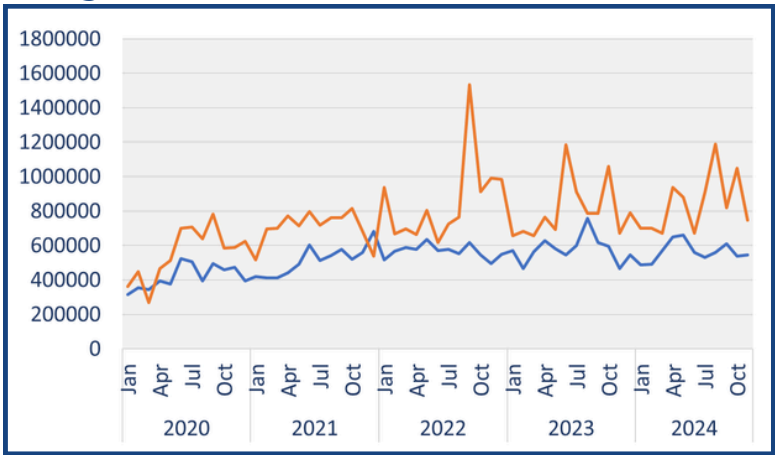
Home Sales



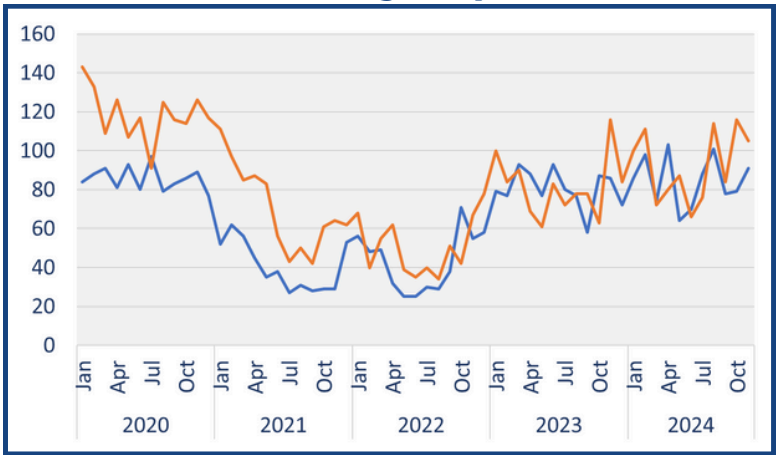
Months Inventory



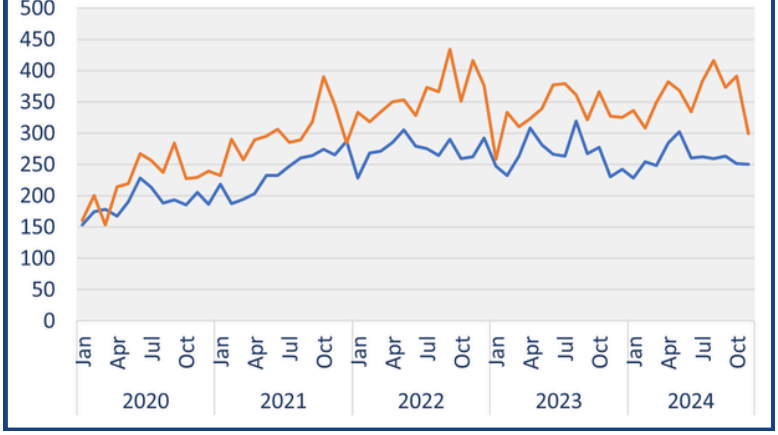
Avg Sales Price



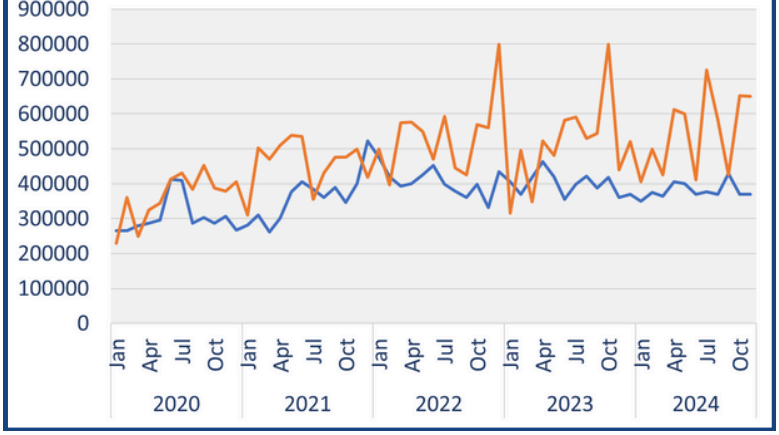
Avg Days On Market



Avg Price Per SqFt



Median Sales Price

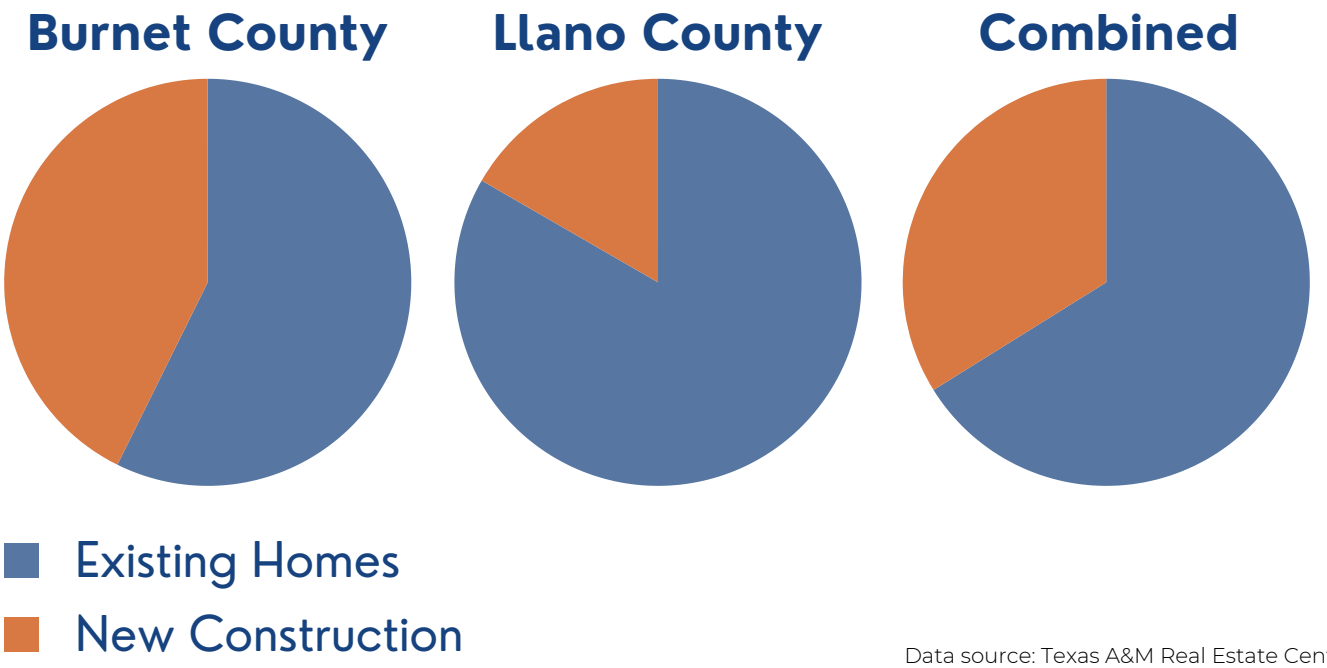


Data source: Texas A&M Real Estate Center

Existing Homes vs New Construction

Includes all Residential Type properties (Single Family, Condo, Townhouse)

Overview of Sold Properties



Data source: Texas A&M Real Estate Center

Details By County

Burnet County	Existing Home	New Construction
Closed Sales	47	35
Avg Sales Price	$671,231	$371,560
Median Sales Price	$559,000	$317,500
Months Inventory	9.9	7.6
Avg Days on Market	84	101

Llano County	Existing Home	New Construction
Closed Sales	35	7
Avg Sales Price	$602,669	$1,440,713
Median Sales Price	$437,250	$1,050,000
Months Inventory	11.6	18.1
Avg Days on Market	103	112

Data source: Texas A&M Real Estate Center

Existing Homes vs New Construction

Includes all Residential Type properties (Single Family, Condo, Townhouse)

Details By City / Market Area

Bertram	Existing Home	New Construction
Closed Sales	3	0
Avg Sales Price	$408,333	$0
Median Sales Price	$345,000	$0
Months Inventory	4.5	15
Avg Days on Market	48	0
Buchanan Dam	**Existing Home**	**New Construction**
Closed Sales	4	0
Avg Sales Price	$422,500	$0
Median Sales Price	$342,500	$0
Months Inventory	22.6	0.0
Avg Days on Market	86	0
Burnet	**Existing Home**	**New Construction**
Closed Sales	8	0
Avg Sales Price	$375,563	$0
Median Sales Price	$345,000	$0
Months Inventory	5.8	8.0
Avg Days on Market	78	0
Cottonwood Shores	**Existing Home**	**New Construction**
Closed Sales	3	2
Avg Sales Price	$445,000	$273,300
Median Sales Price	$570,000	$273,300
Months Inventory	6.7	6.0
Avg Days on Market	15	296
Granite Shoals	**Existing Home**	**New Construction**
Closed Sales	4	6
Avg Sales Price	$586,250	$327,583
Median Sales Price	$212,500	$303,750
Months Inventory	7.9	3.4
Avg Days on Market	52	108

Data source: Texas A&M Real Estate Center

Existing Homes vs New Construction

Includes all Residential Type properties (Single Family, Condo, Townhouse)

Details By City / Market Area

Highland Haven	Existing Home	New Construction
Closed Sales	1	0
Avg Sales Price	$700,000	$0
Median Sales Price	$700,000	$0
Months Inventory	39.0	0.0
Avg Days on Market	198	0
Horseshoe Bay	**Existing Home**	**New Construction**
Closed Sales	15	7
Avg Sales Price	$721,661	$1,440,713
Median Sales Price	$695,000	$1,050,000
Months Inventory	12.6	16.7
Avg Days on Market	116	112
Kingsland	**Existing Home**	**New Construction**
Closed Sales	9	0
Avg Sales Price	$326,711	$0
Median Sales Price	$310,700	$0
Months Inventory	7.3	27.3
Avg Days on Market	56	0
Llano	**Existing Home**	**New Construction**
Closed Sales	0	0
Avg Sales Price	$0	$0
Median Sales Price	$0	$0
Months Inventory	9.4	24.0
Avg Days on Market	0	0
Marble Falls	**Existing Home**	**New Construction**
Closed Sales	2	16
Avg Sales Price	$517,500	$314,119
Median Sales Price	$517,500	$313,490
Months Inventory	7.8	2.6
Avg Days on Market	13	16

Data source: Texas A&M Real Estate Center

Existing Homes vs New Construction

Includes all Residential Type properties (Single Family, Condo, Townhouse)

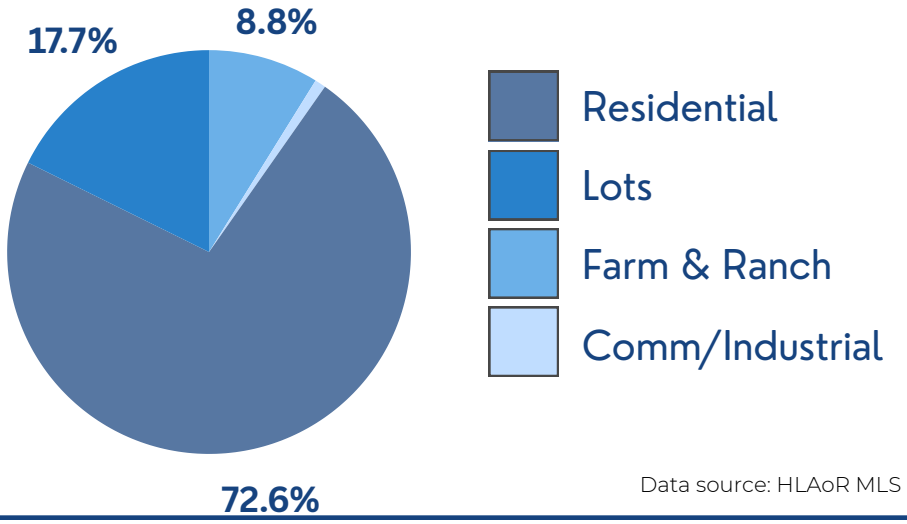
Details By City / Market Area

Meadowlakes	Existing Home	New Construction
Closed Sales	3	2
Avg Sales Price	$585,000	$495,000
Median Sales Price	$490,000	$495,000
Months Inventory	8.4	0.0
Avg Days on Market	90	217
Round Mountain	**Existing Home**	**New Construction**
Closed Sales	0	0
Avg Sales Price	$0	$0
Median Sales Price	$0	$0
Months Inventory	12.0	0.0
Avg Days on Market	0	0
Sunrise Beach	**Existing Home**	**New Construction**
Closed Sales	3	0
Avg Sales Price	$869,667	$0
Median Sales Price	$650,000	$0
Months Inventory	5.4	6.0
Avg Days on Market	205	0
Tow	**Existing Home**	**New Construction**
Closed Sales	0	0
Avg Sales Price	$0	$0
Median Sales Price	$0	$0
Months Inventory	24.0	0.0
Avg Days on Market	0	0

Data source: Texas A&M Real Estate Center

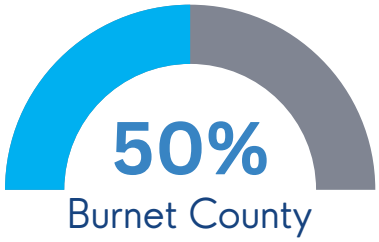
MLS Quick Stats December 2024

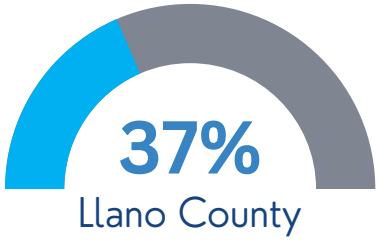
What Types of Properties Sold?



Data source: HLAoR MLS

Where Did Properties Sell?





Data source: HLAoR MLS

The Current Residential Market

New Listings:	120	Sold Listings:	83
Total Active Listings:	1158	Average Sold Price:	$646,057
Average List Price:	$741,044	Median Sold Price:	$478,000
Median List Price:	$436,000	Average DOM	96

Data source: HLAoR MLS

Market Changes*

Active Listings

Total Active +20% ▲	Avg List Price +18% ▲
New Listings +24% ▲	Med List Price +32% ▲

Sold Listings

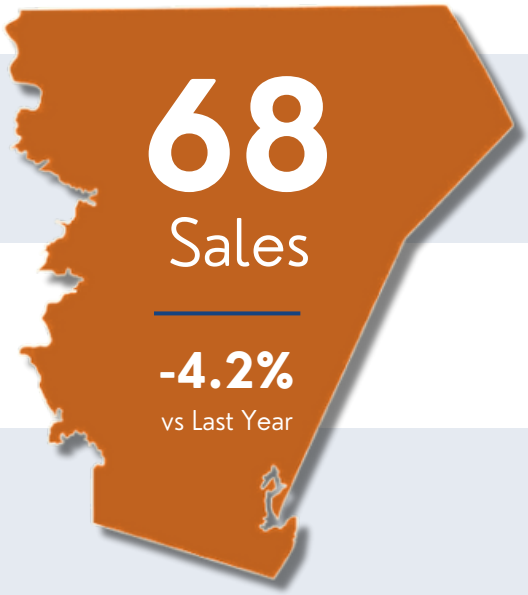
Total Sold +14% ▲	Avg List Price +1% ▲
Avg DOM +33% ▲	Med List Price +15% ▲

**Compared to last year. Residential properties only.*

Data source: HLAoR MLS

Note: The information within these reports contains data from HLAoR MLS and Texas A&M Real Estate Center. As Texas A&M Real Estate Center data contains information from additional MLSs, some values may vary. As data is adjusted within the HLAoR MLS, some values reported here may not reflect the most recent information found in the MLS. For the most up-to-date information, contact a REALTOR®.

Burnet County



Median Price
$425,000 ^ +14.9% from last year

Days on Market
144 ^ +36 days vs last year

Months of Inv.
7.8 ^ +0.9 months vs last year

Data source: Texas A&M Real Estate Center

Llano County



Median Price
$423,835 v -18.5% from last year

Days on Market
175 ^ +59 days vs last year

Months of Inv.
11.1 ^ +2.8 months vs last year

Data source: Texas A&M Real Estate Center

Note: The information within these reports contains data from HLAoR MLS and Texas A&M Real Estate Center. As Texas A&M Real Estate Center data contains information from additional MLSs, some values may vary. As data is adjusted within the HLAoR MLS, some values reported here may not reflect the most recent information found in the MLS. For the most up-to-date information, contact a REALTOR®.

Market Activity Details

All Property Types:	2024	2023	YoY
Total Listings Listed	177	178	-1%
Total Listings Closed	114	116	-2%
Total Volume Closed	$71,337,120	$71,877,244	-1%
Total Listings Pended	51	98	-48%

Residential Active:	2024	2023	YoY
Total Listings Listed	120	97	24%
Total Active Listings	1158	963	20%
Avg. List Price	$741,044	$629,432	18%
Median List Price	$436,000	$330,000	32%

Residential Pending:	2024	2023	YoY
Total Listings Pended	32	65	-51%
Avg. DOM of Listings Pended	125	108	16%
Med. DOM of Listings Pended	56	87	-36%

Residential Closed:	2024	2023	YoY
Total Listings Closed	83	73	14%
Total Volume Closed	$53,622,793	$46,691,847	15%
Avg. List Price	$689,997	$686,214	1%
Avg. Sold Price	$646,057	$639,614	1%
Avg. DOM	163	123	33%
Median List Price	$489,900	$425,000	15%
Median Sold Price	$478,000	$405,000	18%
Median DOM	96	87	10%
Avg. Sold $ to Avg. List $	94%	93%	1%

Data source: HLAoR MLS

Sold Price vs List Price

The percentage difference of a property's closing price in comparison to its original listing price.

By County

Only includes locations where 2 or more listings were sold.

County	Farm/Ranch	Comm/Ind	Residential	Lots
Burnet	-14%		-9%	-17%
Lampasas			-11%	
Llano	-13%		-13%	-18%
Travis			-9%	
Williamson			-4%	

By City

Only includes locations where 2 or more listings were sold.

City	Farm/Ranch	Comm/Ind	Residential	Lots
Buchanan Dam			-14%	
Burnet	-10%		-8%	
Granite Shoals			-6%	-6%
Horseshoe Bay			-12%	-11%
Kingsland			-12%	
Lampasas			-11%	
Liberty Hill			-9%	
Llano			-15%	
Marble Falls			-11%	-11%
Meadowlakes			-9%	-36%
Spicewood			-13%	
Sunrise Beach			-5%	
Tow				-55%

By Class



Farm & Ranch

-14%



Comm/Ind

-12%



Residential

-11%



Lots

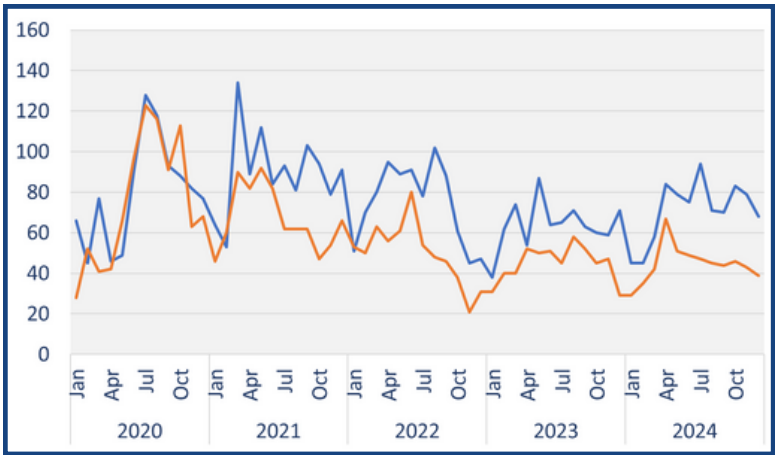
-19%

Historical Data

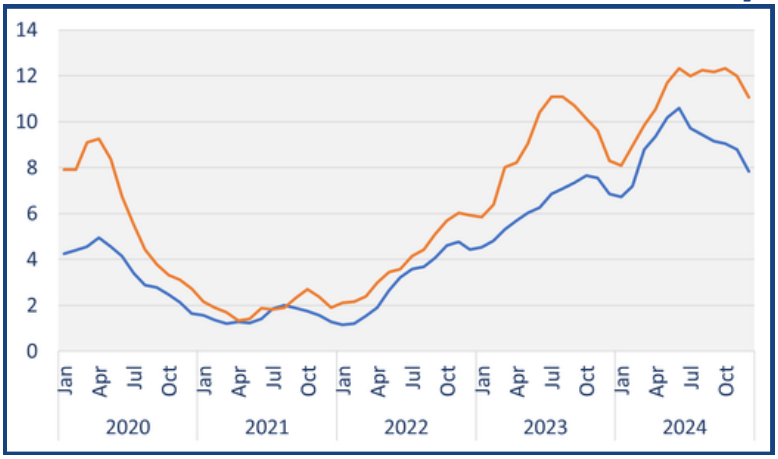
Includes all Residential Type properties (Single Family, Condo, Townhouse)

Burnet County Llano County

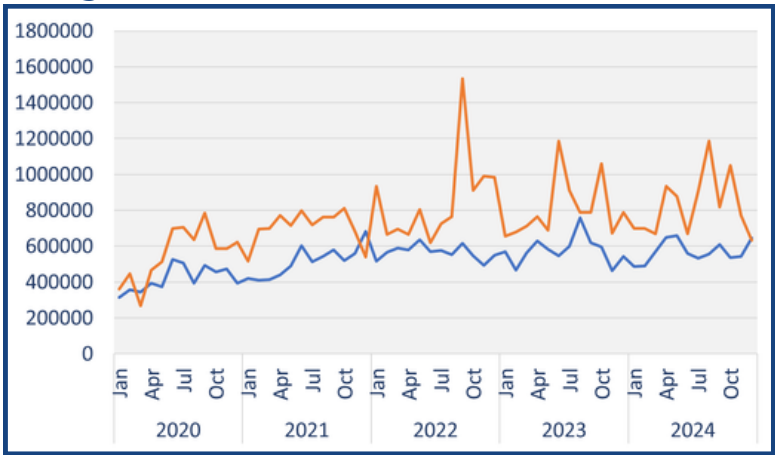
Home Sales



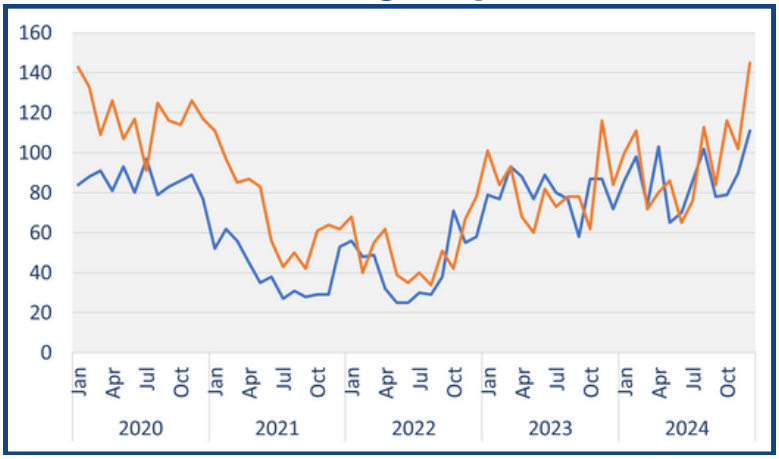
Months Inventory



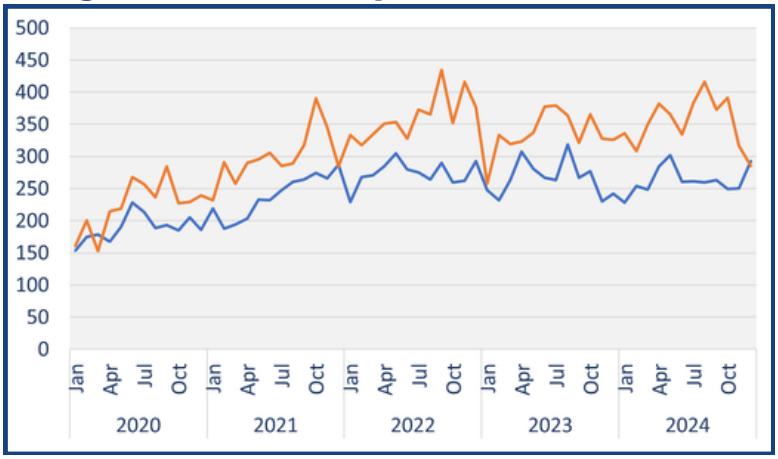
Avg Sales Price



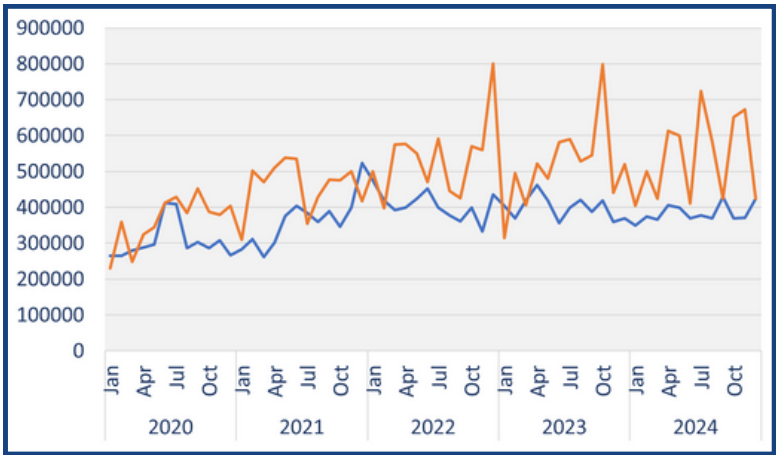
Avg Days On Market



Avg Price Per SqFt



Median Sales Price

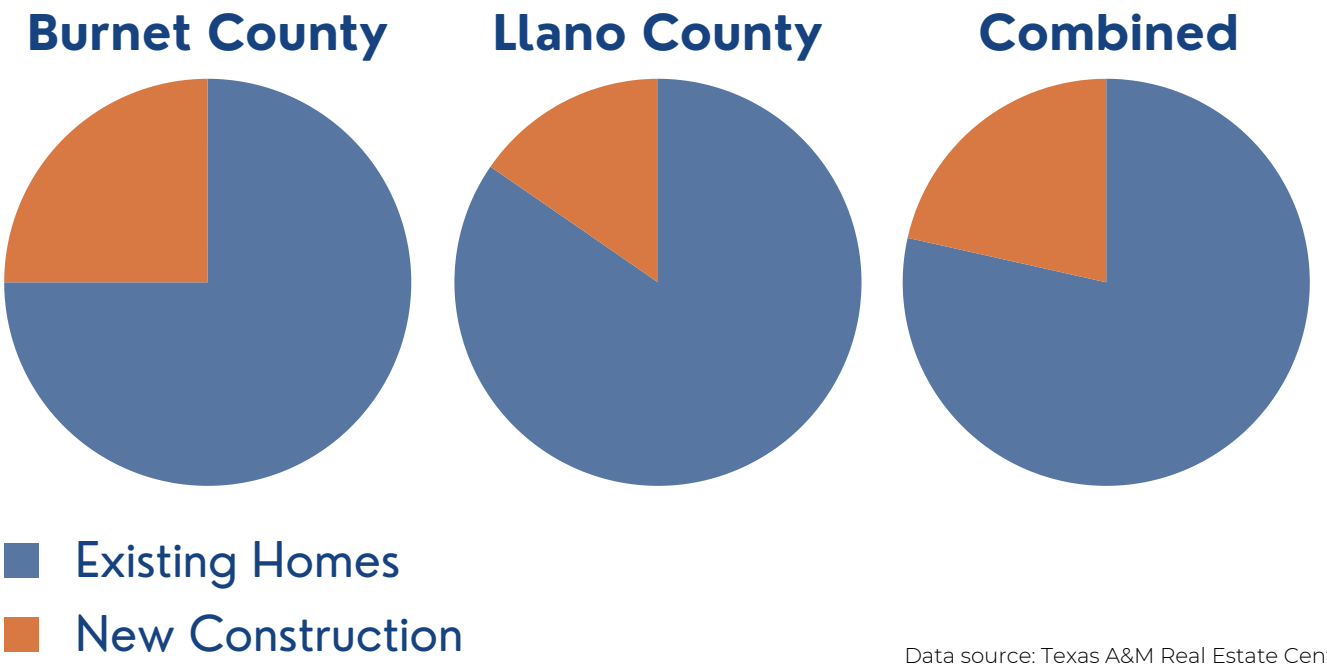


Data source: Texas A&M Real Estate Center

Existing Homes vs New Construction

Includes all Residential Type properties (Single Family, Condo, Townhouse)

Overview of Sold Properties



Data source: Texas A&M Real Estate Center

Details By County

Burnet County	Existing Home	New Construction
Closed Sales	51	17
Avg Sales Price	$652,618	$621,848
Median Sales Price	$494,000	$370,998
Months Inventory	8.2	7.1
Avg Days on Market	84	190

Llano County	Existing Home	New Construction
Closed Sales	33	6
Avg Sales Price	$635,733	$609,833
Median Sales Price	$423,835	$435,000
Months Inventory	10.1	16.5
Avg Days on Market	165	40

Data source: Texas A&M Real Estate Center

Existing Homes vs New Construction

Includes all Residential Type properties (Single Family, Condo, Townhouse)

Details By City / Market Area

Bertram	Existing Home	New Construction
Closed Sales	1	0
Avg Sales Price	$280,000	$0
Median Sales Price	$280,000	$0
Months Inventory	3.8	15.0
Avg Days on Market	34	0
Buchanan Dam	**Existing Home**	**New Construction**
Closed Sales	6	0
Avg Sales Price	$323,862	$0
Median Sales Price	$328,835	$0
Months Inventory	13.0	0.0
Avg Days on Market	173	0
Burnet	**Existing Home**	**New Construction**
Closed Sales	6	0
Avg Sales Price	$388,167	$0
Median Sales Price	$370,500	$0
Months Inventory	5.8	6.5
Avg Days on Market	89	0
Cottonwood Shores	**Existing Home**	**New Construction**
Closed Sales	1	0
Avg Sales Price	$404,999	$0
Median Sales Price	$404,999	$0
Months Inventory	4.2	6.0
Avg Days on Market	160	0
Granite Shoals	**Existing Home**	**New Construction**
Closed Sales	5	2
Avg Sales Price	$397,580	$301,765
Median Sales Price	$278,000	$301,765
Months Inventory	6.1	2.9
Avg Days on Market	26	156

Data source: Texas A&M Real Estate Center

Existing Homes vs New Construction

Includes all Residential Type properties (Single Family, Condo, Townhouse)

Details By City / Market Area

Highland Haven	Existing Home	New Construction
Closed Sales	0	0
Avg Sales Price	$0	$0
Median Sales Price	$0	$0
Months Inventory	36.0	0.0
Avg Days on Market	0	0
Horseshoe Bay	**Existing Home**	**New Construction**
Closed Sales	14	5
Avg Sales Price	$565,929	$678,800
Median Sales Price	$392,500	$515,000
Months Inventory	11.2	15.8
Avg Days on Market	179	46
Kingsland	**Existing Home**	**New Construction**
Closed Sales	3	0
Avg Sales Price	$983,767	$0
Median Sales Price	$426,300	$0
Months Inventory	6.8	24.0
Avg Days on Market	41	0
Llano	**Existing Home**	**New Construction**
Closed Sales	1	0
Avg Sales Price	$245,000	$0
Median Sales Price	$245,000	$0
Months Inventory	7.8	24.0
Avg Days on Market	399	0
Marble Falls	**Existing Home**	**New Construction**
Closed Sales	9	4
Avg Sales Price	$444,111	$296,772
Median Sales Price	$320,000	$297,495
Months Inventory	6.6	2.7
Avg Days on Market	64	38

Data source: Texas A&M Real Estate Center

Existing Homes vs New Construction

Includes all Residential Type properties (Single Family, Condo, Townhouse)

Details By City / Market Area

Meadowlakes	Existing Home	New Construction
Closed Sales	3	1
Avg Sales Price	$367,000	$415,000
Median Sales Price	$333,000	$415,000
Months Inventory	8.1	0.0
Avg Days on Market	80	193
Round Mountain	**Existing Home**	**New Construction**
Closed Sales	1	0
Avg Sales Price	$475,000	$0
Median Sales Price	$475,000	$0
Months Inventory	0.0	0.0
Avg Days on Market	304	0
Sunrise Beach	**Existing Home**	**New Construction**
Closed Sales	2	0
Avg Sales Price	$982,500	$0
Median Sales Price	$982,500	$0
Months Inventory	4.7	6.0
Avg Days on Market	102	0
Tow	**Existing Home**	**New Construction**
Closed Sales	1	0
Avg Sales Price	$250,000	$0
Median Sales Price	$250,000	$0
Months Inventory	16.0	0.0
Avg Days on Market	53	0

Data source: Texas A&M Real Estate Center