Salado

Bell County, TX
Resale homes · closed Nov 22 – Nov 21, 2026
Prepared for Buyers, sellers and agents

Prepared by ALEX Intelligence for ALEX Real Estate
Market Study · Resale Analysis
Version 2.4
November 22, 2026 · 7:09 AM CST

MARKET STUDY All analysis covers resale homes only. New construction appears once, in its own section.

RESALE SALES, 365 DAYS	MEDIAN NET SALE PRICE	MEDIAN NET PRICE PER SF	MEDIAN DAYS ON MARKET
82	**$586,210**	**$217**	**74 days**
single-family resale homes	average $648,575	average $227	average 112 days

Contents

1. Summary
2. Where the resale homes sold
3. Quartiles by net sale price
4. Quartiles by living area
5. Quartiles by year built
6. View and no view
7. New construction
8. Appendix: measures, methods and tests

© 2026 Alexander Tiffany Southwest, LLC

1. Summary

Resale homes · 82 sales · November 22, 2025 – November 21, 2026

This study looks at the **82 resale homes** sold in Salado in the **365 days** to November 21, 2026. A full year is used because only 46 resale homes sold in the last 180 days. New construction is left out and shown on its own in section 7. The homes are compared four ways: **by price**, **by living area**, **by year built** and **with or without a view**. The first three are split into four equal groups (quartiles), each named by its range.

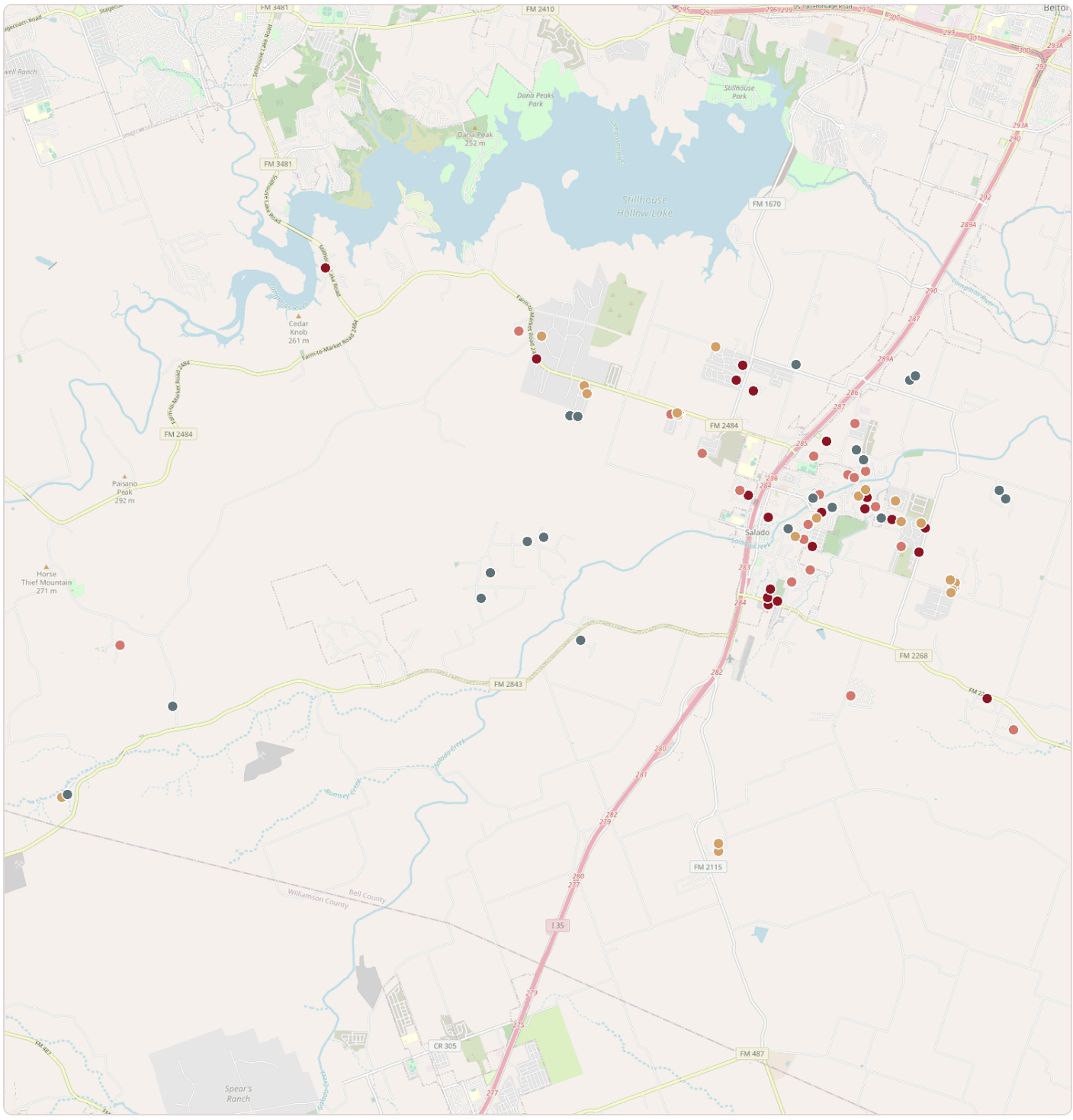
Each comparison has its own section (3–6) with everything about it in one place: the key differences, a table of every measure at a glance, the charts and the numbers.

© 2026 Alexander Tiffany Southwest, LLC

2. Where the resale homes sold

82 resale homes · colored by price range

Each dot is one resale home, colored by its price range.



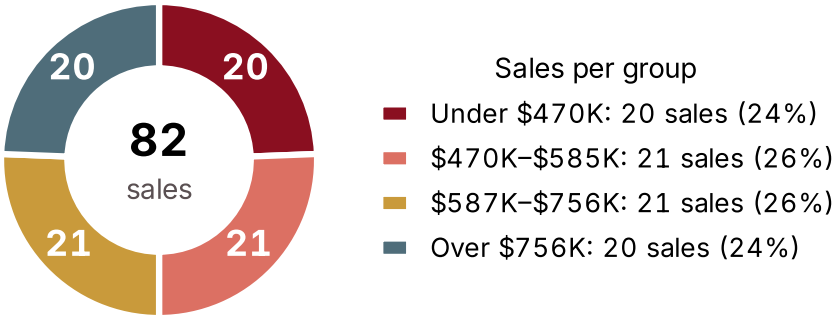
● Under $470K · 20 sales ● $470K–$585K · 21 sales ● $587K–$756K · 21 sales ● Over $756K · 20 sales

 © 2026 Alexander Tiffany Southwest, LLC

3. Quartiles by net sale price

Resale homes · 82 sales · November 22, 2025 – November 21, 2026

Sales ranked by net sale price and cut into four equal groups. This is the usual way to read a market by price.



Bottom line

- Homes over $756K are about 1,850 SF (87%) larger than homes under $470K.
- Homes over $756K sell for about $68 per SF (34%) more than homes under $470K.

3.1 Key differences

The top group against the bottom group. Only real differences are listed. Section 8 explains each measure.

Under $470K $470K–$585K $587K–$756K Over $756K

Higher-priced homes Over $756K

- Are much larger.
- Sell for more per square foot.

Lower-priced homes Under $470K

- Are much smaller.
- Sell for less per square foot.

 © 2026 Alexander Tiffany Southwest, LLC

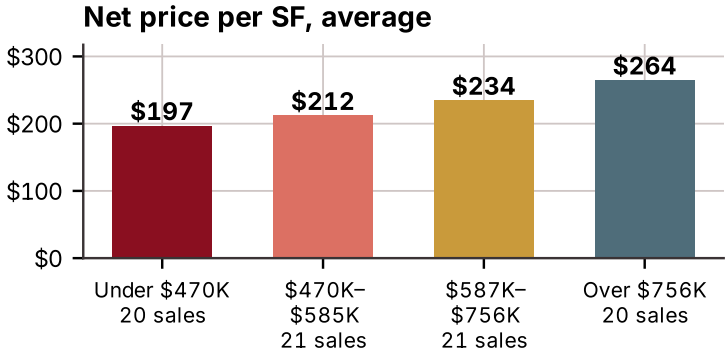
3.2 At a glance

Shaded rows are real differences; the darkest cell is the highest. Gray rows show no clear difference. Prices are averages; days on market and year built are medians.

	Under $470K	$470K–$585K	$587K–$756K	Over $756K	Real difference?
Net price per SF	$197 per SF **Lowest**	$212 per SF	$234 per SF	$264 per SF **Highest**	✓ large
Living area	2,125 SF **Smallest**	2,537 SF	2,924 SF	3,975 SF **Largest**	✓ large
Year built	2005	2014	2016	2006	unclear
Days on market	54 days	85 days	55 days	88 days	unclear
Discount from original list	9.5%	8.7%	6.4%	7.6%	unclear
Price cut before sale	55%	71%	57%	40%	unclear
Seller paid closing costs or repairs	50%	71%	76%	55%	unclear
Has a view	45%	38%	43%	70%	unclear

How to read this section. Each heading gives the finding. The gold box says whether the gap is real (✓, with its size) or could be chance (–). The section ends with its numbers; the tests are in section 8.3.

3.3 Homes over $756K sell for about $68 per SF (34%) more than homes under $470K

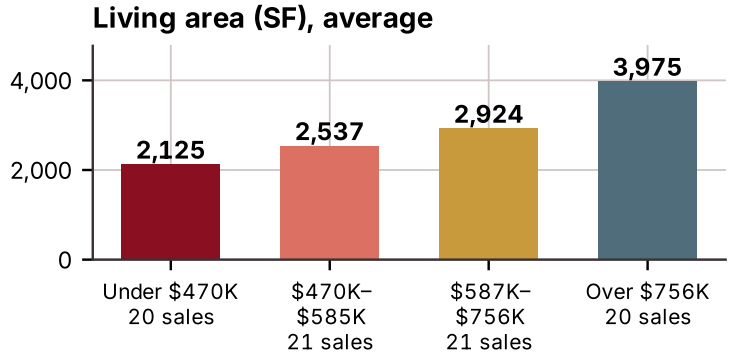


The average is **$264 per SF** for homes over $756K and **$197 per SF** for homes under $470K. It rises step by step from the lowest range to the highest. Defined in 8.1.2.

✓ **Real difference** · large

© 2026 Alexander Tiffany Southwest, LLC

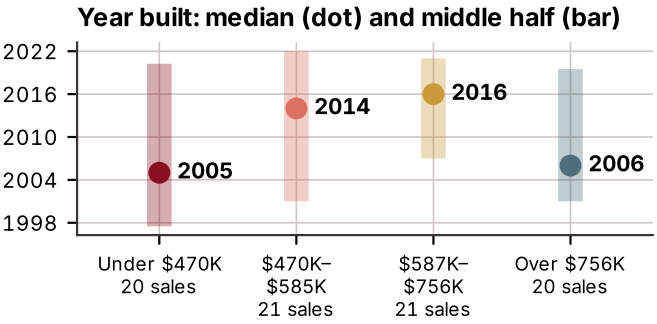
3.4 Homes over $756K are about 1,850 SF (87%) larger than homes under $470K



The average is **3,975 SF** for homes over $756K and **2,125 SF** for homes under $470K. It rises step by step from the lowest range to the highest. Defined in 8.1.3.

✓ **Real difference** · large

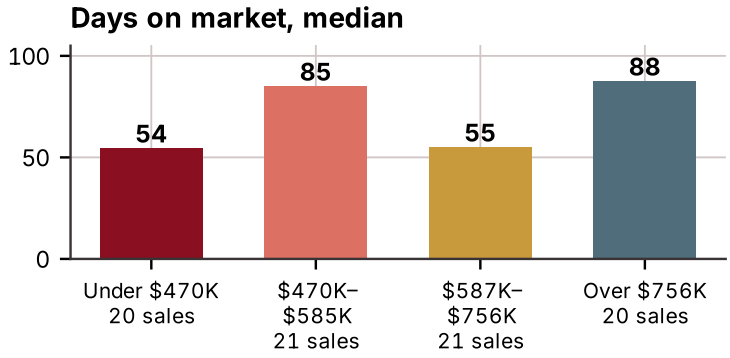
3.5 Year built: no clear difference



The median is **2006** for homes over $756K and **2005** for homes under $470K. It does not move in a straight line; homes $587K–$756K are highest. Defined in 8.1.4.

– **No clear difference** · could be chance

3.6 Days on market: no clear difference

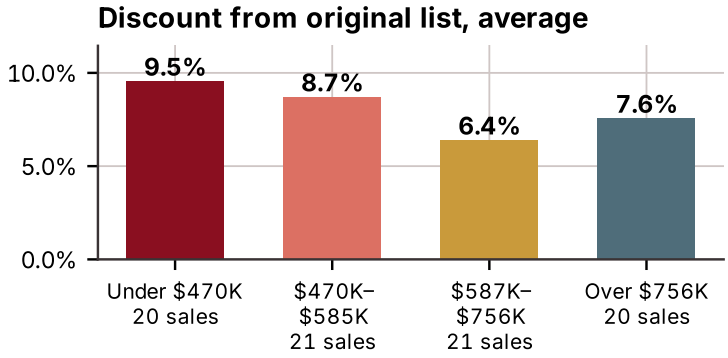


The median is **88 days** for homes over $756K and **54 days** for homes under $470K. It does not move in a straight line; homes over $756K are highest. Defined in 8.1.5.

– **No clear difference** · could be chance

 © 2026 Alexander Tiffany Southwest, LLC

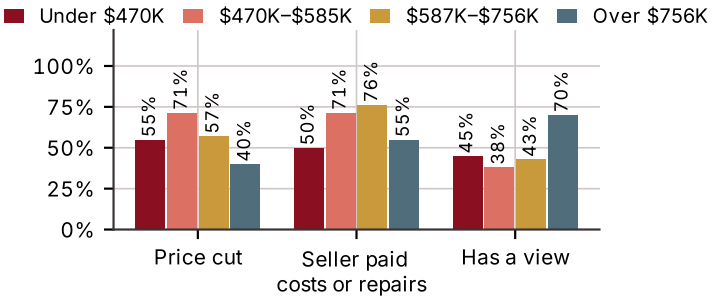
3.7 Discount from original list: no clear difference



The average is **7.6%** for homes over $756K and **9.5%** for homes under $470K. It does not move in a straight line; homes under $470K are highest.
Defined in 8.1.6.

– No clear difference · could be chance

3.8 How often: price cut before sale, seller paid closing costs or repairs, has a view



Each bar is the share of homes in the group, in percent.

- 40% of homes over $756K had a price cut before sale, against 55% of homes under $470K. Defined in 8.1.7.
- 55% of homes over $756K had the seller pay closing costs or repairs, against 50% of homes under $470K. Defined in 8.1.8.
- 70% of homes over $756K have a view, against 45% of homes under $470K. Defined in 8.1.9.

Price cut before sale: **– No clear difference** · could be chance
Seller paid closing costs or repairs: **– No clear difference** · could be chance
Has a view: **– No clear difference** · could be chance

3.9 The numbers: price and size

	Under $470K 20 sales	$470K– $585K 21 sales	$587K– $756K 21 sales	Over $756K 20 sales	All 82 sales	Real difference?
Net sale price average	$395,292	$524,646	$662,403	$1,017,465	$648,575	by design
Net price per SF average	$197	$212	$234	$264	$227	✓ large
Living area average	2,125	2,537	2,924	3,975	2,886	✓ large
Year built median	2005	2014	2016	2006	2011	unclear

 © 2026 Alexander Tiffany Southwest, LLC

3.10 The numbers: selling

	Under $470K 20 sales	$470K–$585K 21 sales	$587K–$756K 21 sales	Over $756K 20 sales	All 82 sales	Real difference?
Days on market median	54	85	55	88	74	unclear
Discount from original list average	9.5%	8.7%	6.4%	7.6%	8.0%	unclear
Price cut before sale	55%	71%	57%	40%	56%	unclear
Seller paid closing costs or repairs	50%	71%	76%	55%	63%	unclear
Has a view	45%	38%	43%	70%	49%	unclear

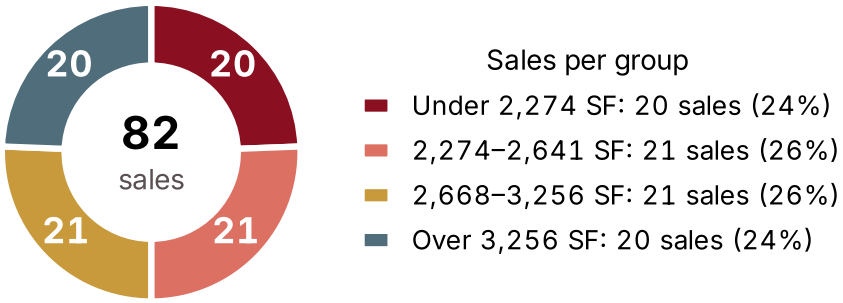
Prices, price per SF, living area and discount are averages; days on market and year built are medians. The test behind each verdict is in 8.3.1.

 © 2026 Alexander Tiffany Southwest, LLC

4. Quartiles by living area

Resale homes · 82 sales · November 22, 2025 – November 21, 2026

Sales ranked by living area and cut into four equal groups, from the smallest homes to the largest.



Bottom line

- Homes over 3,256 SF sell for about $515K (119%) more than homes under 2,274 SF.

4.1 Key differences

The top group against the bottom group. Only real differences are listed. Section 8 explains each measure.

Under 2,274 SF · 2,274–2,641 SF · 2,668–3,256 SF · Over 3,256 SF

Larger homes Over 3,256 SF

- Sell for much more.

Smaller homes Under 2,274 SF

- Sell for much less.

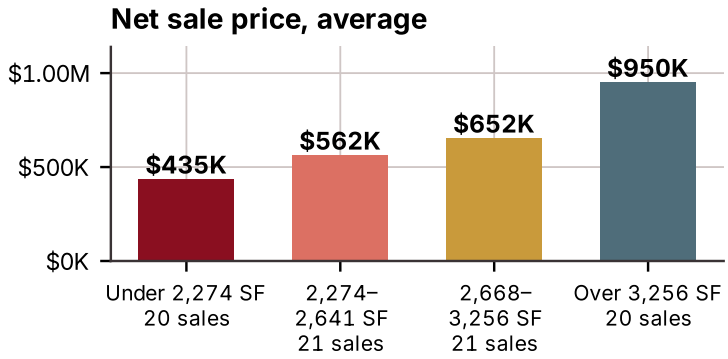
4.2 At a glance

Shaded rows are real differences; the darkest cell is the highest. Gray rows show no clear difference. Prices are averages; days on market and year built are medians.

	Under 2,274 SF	2,274–2,641 SF	2,668–3,256 SF	Over 3,256 SF	Real difference?
Net sale price	$435K Lowest	$562K	$652K	$950K Highest	✓ large
Net price per SF	$235 per SF	$227 per SF	$224 per SF	$221 per SF	unclear
Year built	2007	2020	2007	2004	unclear
Days on market	77 days	81 days	62 days	131 days	unclear
Discount from original list	8.6%	7.6%	5.6%	10.6%	unclear
Price cut before sale	60%	67%	52%	45%	unclear
Seller paid closing costs or repairs	55%	71%	67%	60%	unclear
Has a view	40%	33%	43%	80%	unclear

© 2026 Alexander Tiffany Southwest, LLC

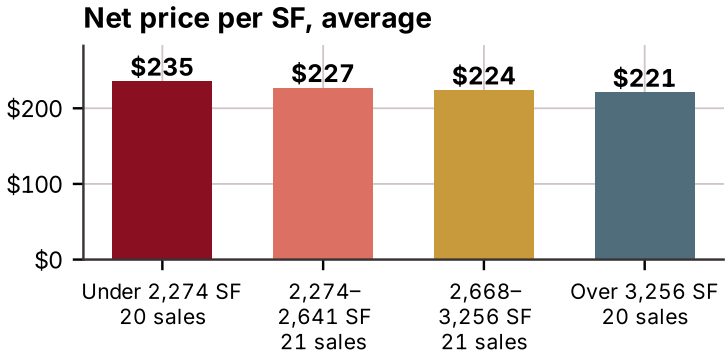
4.3 Homes over 3,256 SF sell for about $515K (119%) more than homes under 2,274 SF



The average is **$950K** for homes over 3,256 SF and **$435K** for homes under 2,274 SF. It rises step by step from the lowest range to the highest. Defined in 8.1.1.

✓ **Real difference** · large

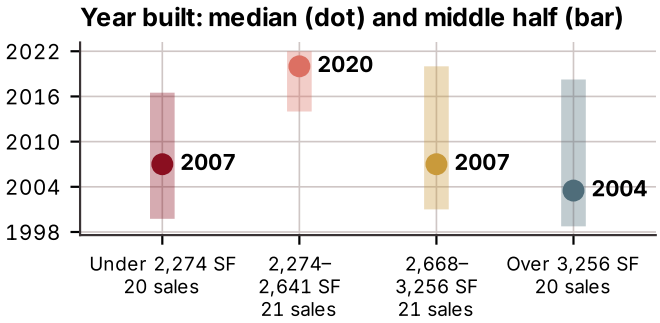
4.4 Net price per SF: no clear difference



The average is **$221 per SF** for homes over 3,256 SF and **$235 per SF** for homes under 2,274 SF. It falls step by step from the lowest range to the highest. Defined in 8.1.2.

– **No clear difference** · could be chance

4.5 Year built: no clear difference

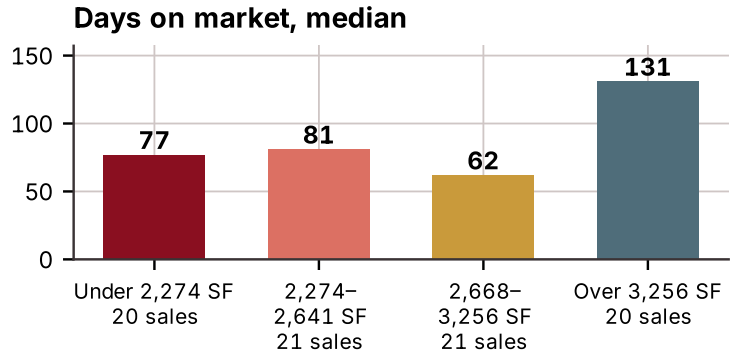


The median is **2004** for homes over 3,256 SF and **2007** for homes under 2,274 SF. It does not move in a straight line; homes 2,274–2,641 SF are highest. Defined in 8.1.4.

– **No clear difference** · could be chance

 © 2026 Alexander Tiffany Southwest, LLC

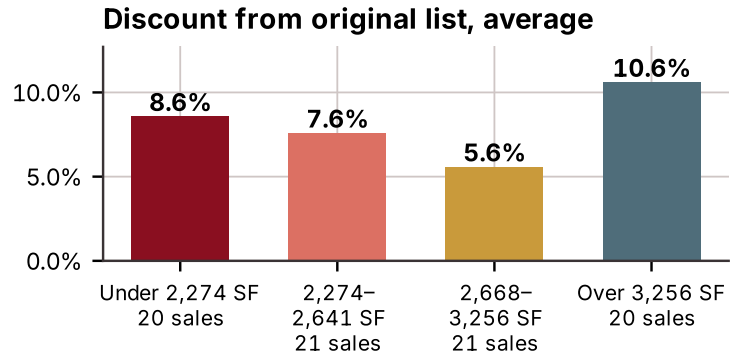
4.6 Days on market: no clear difference



The median is **131 days** for homes over 3,256 SF and **77 days** for homes under 2,274 SF. It does not move in a straight line; homes over 3,256 SF are highest. Defined in 8.1.5.

– No clear difference · could be chance

4.7 Discount from original list: no clear difference

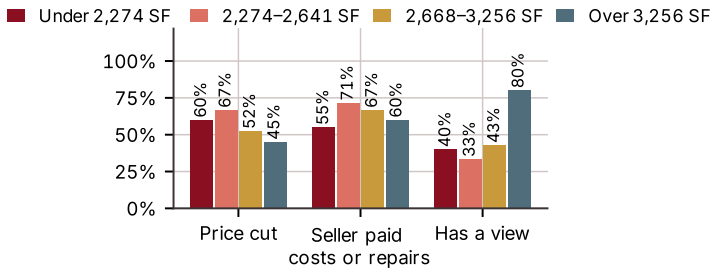


The average is **10.6%** for homes over 3,256 SF and **8.6%** for homes under 2,274 SF. It does not move in a straight line; homes over 3,256 SF are highest. Defined in 8.1.6.

– No clear difference · could be chance

 © 2026 Alexander Tiffany Southwest, LLC

4.8 How often: price cut before sale, seller paid closing costs or repairs, has a view



Each bar is the share of homes in the group, in percent.

- 45% of homes over 3,256 SF had a price cut before sale, against 60% of homes under 2,274 SF. Defined in 8.1.7.
- 60% of homes over 3,256 SF had the seller pay closing costs or repairs, against 55% of homes under 2,274 SF. Defined in 8.1.8.
- 80% of homes over 3,256 SF have a view, against 40% of homes under 2,274 SF. Defined in 8.1.9.

Price cut before sale: **– No clear difference** · could be chance
Seller paid closing costs or repairs: **– No clear difference** · could be chance
Has a view: **– No clear difference** · could be chance

4.9 The numbers: price and size

	Under 2,274 SF 20 sales	2,274–2,641 SF 21 sales	2,668–3,256 SF 21 sales	Over 3,256 SF 20 sales	All 82 sales	Real difference?
Net sale price average	$434,538	$561,888	$652,493	$949,520	$648,575	✓ large
Net price per SF average	$235	$227	$224	$221	$227	unclear
Living area average	1,884	2,478	2,917	4,286	2,886	by design
Year built median	2007	2020	2007	2004	2011	unclear

4.10 The numbers: selling

	Under 2,274 SF 20 sales	2,274–2,641 SF 21 sales	2,668–3,256 SF 21 sales	Over 3,256 SF 20 sales	All 82 sales	Real difference?
Days on market median	77	81	62	131	74	unclear
Discount from original list average	8.6%	7.6%	5.6%	10.6%	8.0%	unclear
Price cut before sale	60%	67%	52%	45%	56%	unclear
Seller paid closing costs or repairs	55%	71%	67%	60%	63%	unclear
Has a view	40%	33%	43%	80%	49%	unclear

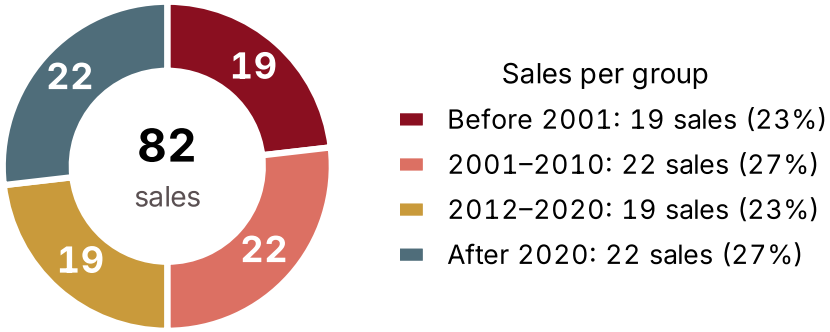
Prices, price per SF, living area and discount are averages; days on market and year built are medians. The test behind each verdict is in 8.3.2.

© 2026 Alexander Tiffany Southwest, LLC

5. Quartiles by year built

Resale homes · 82 sales · November 22, 2025 – November 21, 2026

Sales ranked by year built and cut into four groups, from the oldest to the newest. Homes built in the same year always stay in the same group, so group sizes can differ a little.



Bottom line: no measure differs enough between the groups to rule out chance.

5.1 Key differences

The top group against the bottom group: no measure differs enough to rule out chance.

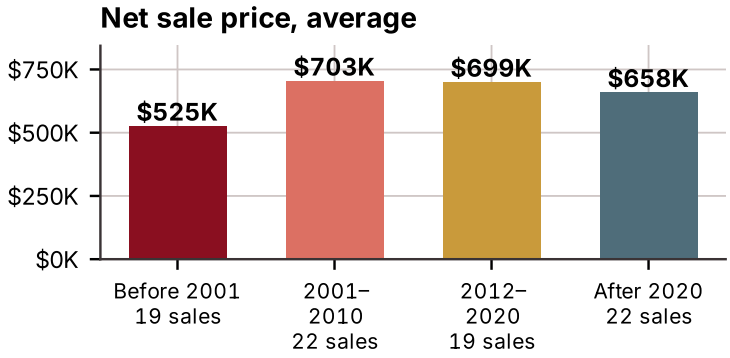
5.2 At a glance

Shaded rows are real differences; the darkest cell is the highest. Gray rows show no clear difference. Prices are averages; days on market and year built are medians.

	Before 2001	2001–2010	2012–2020	After 2020	Real difference?
Net sale price	$525K	$703K	$699K	$658K	unclear
Net price per SF	$198 per SF	$237 per SF	$228 per SF	$240 per SF	unclear
Living area	2,804 SF	3,082 SF	2,985 SF	2,677 SF	unclear
Days on market	78 days	132 days	70 days	44 days	unclear
Discount from original list	11.1%	8.2%	7.8%	5.4%	unclear
Price cut before sale	58%	55%	63%	50%	unclear
Seller paid closing costs or repairs	53%	55%	74%	73%	unclear
Has a view	63%	64%	47%	23%	unclear

© 2026 Alexander Tiffany Southwest, LLC

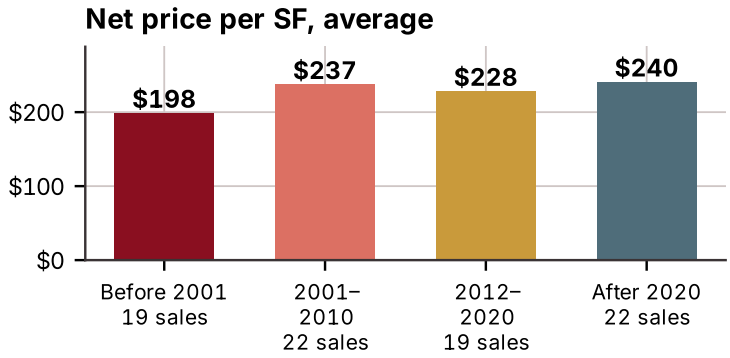
5.3 Net sale price: no clear difference



The average is **$658K** for homes built after 2020 and **$525K** for homes built before 2001. It does not move in a straight line; homes built 2001–2010 are highest. Defined in 8.1.1.

– No clear difference · could be chance

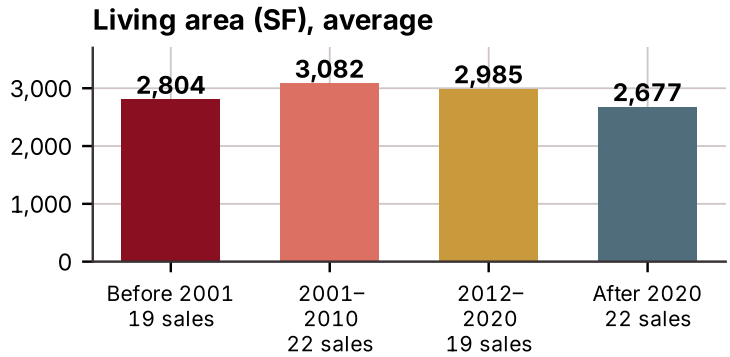
5.4 Net price per SF: no clear difference



The average is **$240 per SF** for homes built after 2020 and **$198 per SF** for homes built before 2001. It does not move in a straight line; homes built after 2020 are highest. Defined in 8.1.2.

– No clear difference · could be chance

5.5 Living area: no clear difference

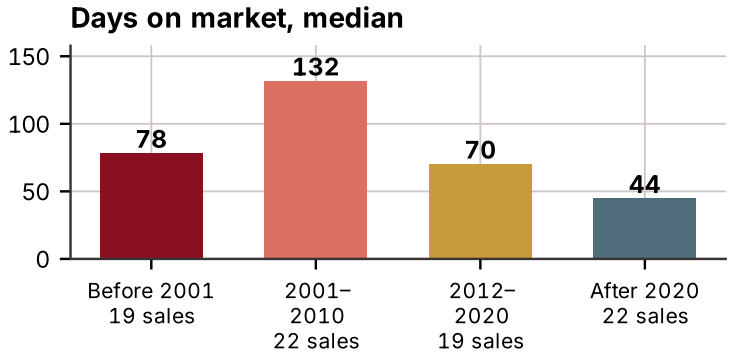


The average is **2,677 SF** for homes built after 2020 and **2,804 SF** for homes built before 2001. It does not move in a straight line; homes built 2001–2010 are highest. Defined in 8.1.3.

– No clear difference · could be chance

 © 2026 Alexander Tiffany Southwest, LLC

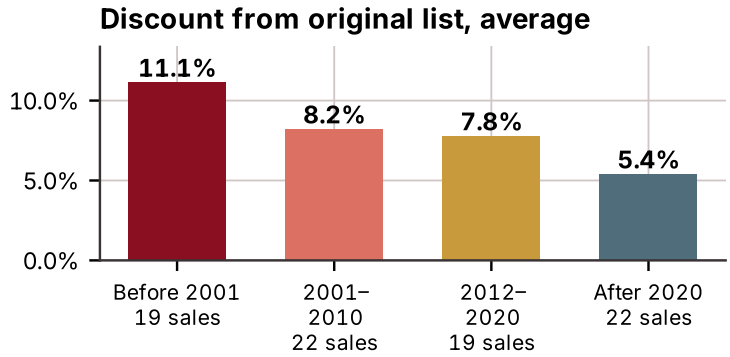
5.6 Days on market: no clear difference



The median is **44 days** for homes built after 2020 and **78 days** for homes built before 2001. It does not move in a straight line; homes built 2001–2010 are highest. Defined in 8.1.5.

– No clear difference · could be chance

5.7 Discount from original list: no clear difference

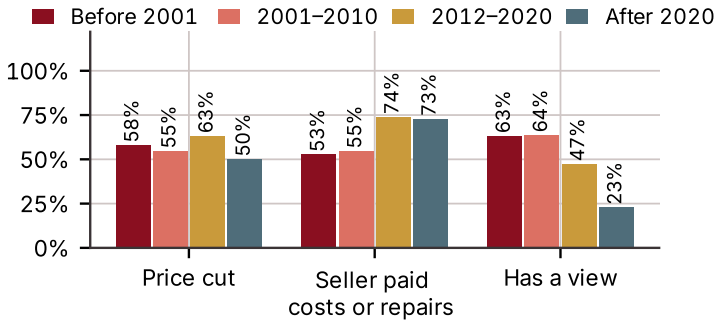


The average is **5.4%** for homes built after 2020 and **11.1%** for homes built before 2001. It falls step by step from the lowest range to the highest. Defined in 8.1.6.

– No clear difference · could be chance

 © 2026 Alexander Tiffany Southwest, LLC

5.8 How often: price cut before sale, seller paid closing costs or repairs, has a view



Each bar is the share of homes in the group, in percent.

- 50% of homes built after 2020 had a price cut before sale, against 58% of homes built before 2001. Defined in 8.1.7.
- 73% of homes built after 2020 had the seller pay closing costs or repairs, against 53% of homes built before 2001. Defined in 8.1.8.
- 23% of homes built after 2020 have a view, against 63% of homes built before 2001. Defined in 8.1.9.

Price cut before sale: **– No clear difference** · could be chance
Seller paid closing costs or repairs: **– No clear difference** · could be chance
Has a view: **– No clear difference** · could be chance

5.9 The numbers: price and size

	Before 2001 19 sales	2001–2010 22 sales	2012–2020 19 sales	After 2020 22 sales	All 82 sales	Real difference?
Net sale price average	$524,866	$703,019	$698,565	$657,798	$648,575	unclear
Net price per SF average	$198	$237	$228	$240	$227	unclear
Living area average	2,804	3,082	2,985	2,677	2,886	unclear
Year built median	1993	2004	2018	2022	2011	by design

5.10 The numbers: selling

	Before 2001 19 sales	2001–2010 22 sales	2012–2020 19 sales	After 2020 22 sales	All 82 sales	Real difference?
Days on market median	78	132	70	44	74	unclear
Discount from original list average	11.1%	8.2%	7.8%	5.4%	8.0%	unclear
Price cut before sale	58%	55%	63%	50%	56%	unclear
Seller paid closing costs or repairs	53%	55%	74%	73%	63%	unclear
Has a view	63%	64%	47%	23%	49%	unclear

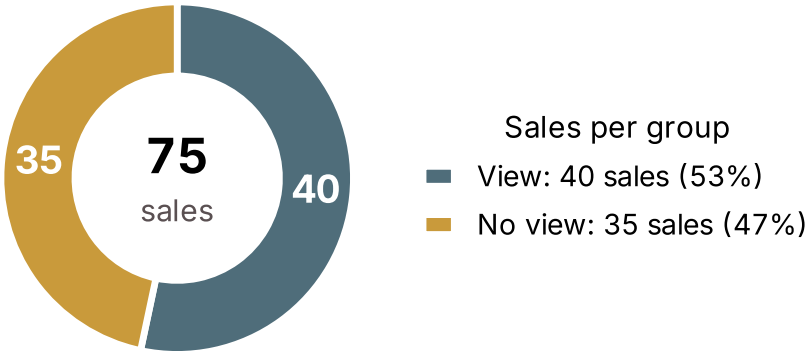
Prices, price per SF, living area and discount are averages; days on market and year built are medians. The test behind each verdict is in 8.3.3.

© 2026 Alexander Tiffany Southwest, LLC

6. View and no view

Resale homes · 82 sales · November 22, 2025 – November 21, 2026

Sales where the MLS lists a view (greenbelt or park, trees, golf course, hill country, water and similar) against those listing none or only the neighborhood. 7 sales whose MLS view entry is only “See Remarks” are left out.



Bottom line

- Homes with a view are about 14 years older than homes without a view.

6.1 Key differences

The top group against the bottom group. Only real differences are listed. Section 8 explains each measure.

View No view

Homes with a view MLS lists a view

- Tend to be older.

Homes without a view no view listed

- Tend to be newer.

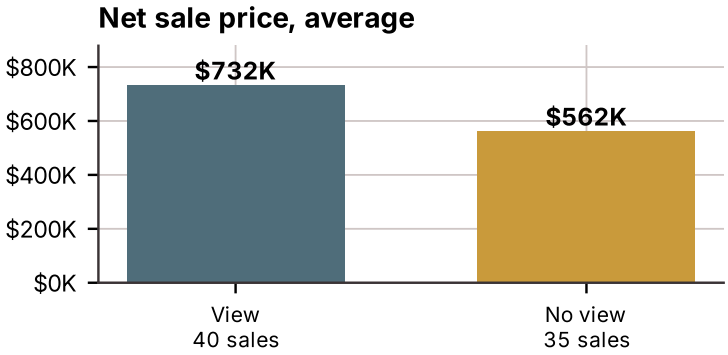
 © 2026 Alexander Tiffany Southwest, LLC

6.2 At a glance

Shaded rows are real differences; the darkest cell is the highest. Gray rows show no clear difference. Prices are averages; days on market and year built are medians.

	View	No view	Real difference?
Net sale price	$732K	$562K	unclear
Net price per SF	$231 per SF	$222 per SF	unclear
Living area	3,241 SF	2,504 SF	unclear
Year built	2005 **Oldest**	2019 **Newest**	✓ medium
Days on market	70 days	67 days	unclear
Discount from original list	8.7%	7.2%	unclear
Price cut before sale	55%	57%	unclear
Seller paid closing costs or repairs	52%	74%	unclear

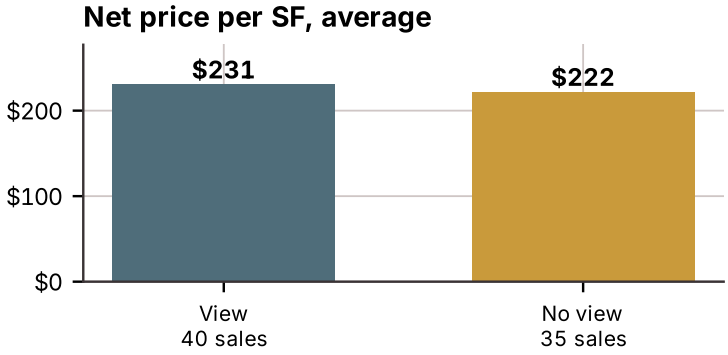
6.3 Net sale price: no clear difference



The average is **$732K** for homes with a view and **$562K** for homes without a view. Defined in 8.1.1.

– No clear difference · could be chance

6.4 Net price per SF: no clear difference

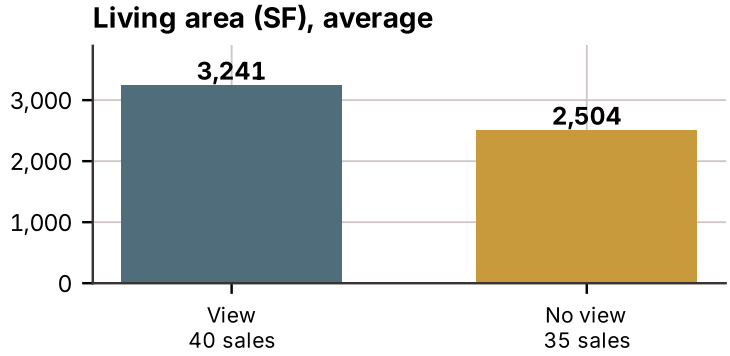


The average is **$231 per SF** for homes with a view and **$222 per SF** for homes without a view. Defined in 8.1.2.

– No clear difference · could be chance

 © 2026 Alexander Tiffany Southwest, LLC

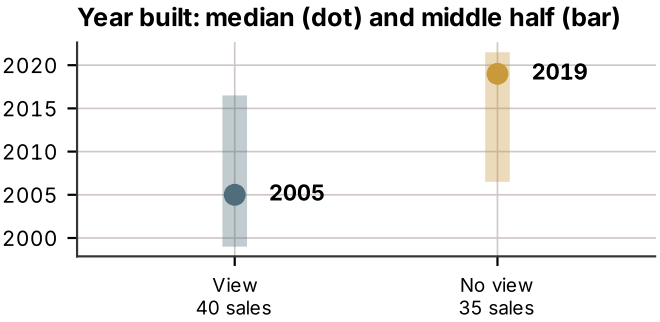
6.5 Living area: no clear difference



The average is **3,241 SF** for homes with a view and **2,504 SF** for homes without a view. Defined in 8.1.3.

– **No clear difference** · could be chance

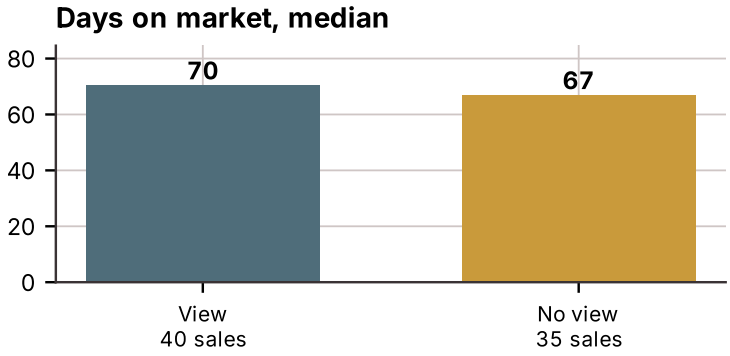
6.6 Homes with a view are about 14 years older than homes without a view



The median is **2005** for homes with a view and **2019** for homes without a view. Defined in 8.1.4.

✓ **Real difference** · medium

6.7 Days on market: no clear difference

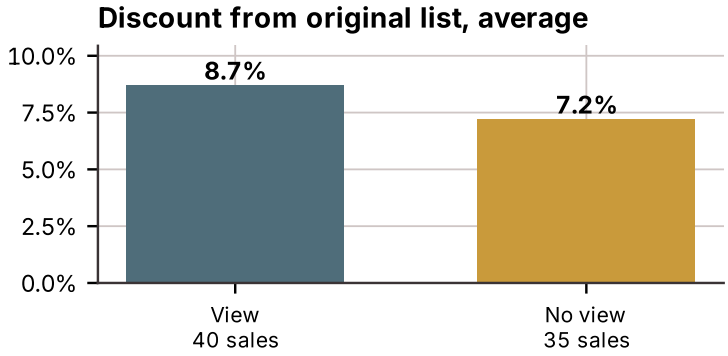


The median is **70 days** for homes with a view and **67 days** for homes without a view. Defined in 8.1.5.

– **No clear difference** · could be chance

© 2026 Alexander Tiffany Southwest, LLC

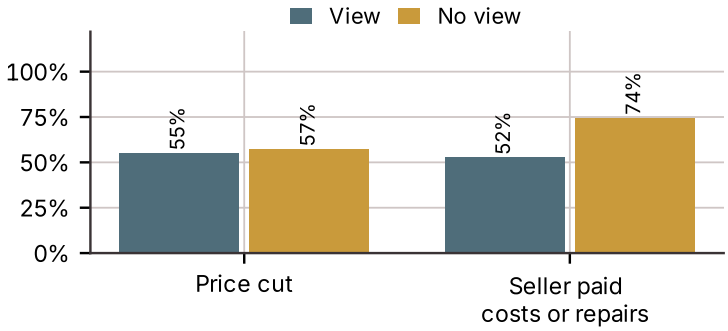
6.8 Discount from original list: no clear difference



The average is **8.7%** for homes with a view and **7.2%** for homes without a view. Defined in 8.1.6.

– No clear difference · could be chance

6.9 How often: price cut before sale, seller paid closing costs or repairs



Each bar is the share of homes in the group, in percent.

- 55% of homes with a view had a price cut before sale, against 57% of homes without a view. Defined in 8.1.7.
- 52% of homes with a view had the seller pay closing costs or repairs, against 74% of homes without a view. Defined in 8.1.8.

Price cut before sale: **– No clear difference** · could be chance
Seller paid closing costs or repairs: **– No clear difference** · could be chance

6.10 The numbers: price and size

	View 40 sales	No view 35 sales	All 75 sales	Real difference?
Net sale price average	$732,421	$561,575	$652,693	unclear
Net price per SF average	$231	$222	$227	unclear
Living area average	3,241	2,504	2,897	unclear
Year built median	2005	2019	2012	✓ medium

 © 2026 Alexander Tiffany Southwest, LLC

6.11 The numbers: selling

	View 40 sales	No view 35 sales	All 75 sales	Real difference?
Days on market median	70	67	70	unclear
Discount from original list average	8.7%	7.2%	8.0%	unclear
Price cut before sale	55%	57%	56%	unclear
Seller paid closing costs or repairs	52%	74%	63%	unclear

Prices, price per SF, living area and discount are averages; days on market and year built are medians. The test behind each verdict is in 8.3.4.

© 2026 Alexander Tiffany Southwest, LLC

7. New construction

Basic statistics · 99 sales · November 22, 2025 – November 21, 2026

Homes sold new by the builder in the same 365 days. They are left out of every other section and shown here as basic figures only: 99 sales, no groups, no tests.

> **Note**: these are only the new-construction sales reported in ABOR MLS. Builders often sell homes without listing them in the MLS, so these figures do not necessarily represent all new-construction sales in Salado.

Measure	Average	Median
Sales		99
Net sale price	**$499,896**	$449,900
Net price per SF	**$193**	$187
Living area (SF)	**2,570**	2,572
Days on market	**114**	87
Discount from original list	**7.6%**	7.1%
Price cut before sale		70% of sales
Seller paid closing costs or repairs		87% of sales
Year built		2024–2026

Same definitions as the rest of the study (section 8). New construction = NewConstructionYN true, or PropertyCondition “New Construction” or “Under Construction”.

 © 2026 Alexander Tiffany Southwest, LLC

8. Appendix

Measures, methods and tests

Each measure and method three ways: in plain words, as statistics, and with the data from this study.

8.1 Measures

8.1.1 Net sale price

In simple terms What the seller actually kept: the closing price, less money the seller gave back to the buyer for closing costs or repairs. It is the truest price for comparing homes.

Statistically Net = ClosePrice − ACTRIS_BuyersClsgCostPdbySell − ACTRIS_RepairsAmount (a blank counts as $0). Summarized by the arithmetic mean in the slices.

The data 82 resale sales. Average $648,575; median $586,210; standard deviation $314,781; middle half (25th–75th percentile) $471,250–$754,369; lowest $216,457, highest $2,614,520. 52 sales had a seller payment; their median payment was $10,000.

8.1.2 Net price per SF

In simple terms Net sale price divided by the heated and cooled square feet. It puts homes of different sizes on the same footing: did buyers pay more for each square foot, not just for more square feet?

Statistically psf = Net ÷ LivingArea, per sale; summarized by the mean of the per-sale ratios.

The data 82 resale sales. Average $227; median $217; standard deviation $55; middle half (25th–75th percentile) $194–$254; lowest $108, highest $459.

8.1.3 Living area

In simple terms The heated and cooled space, as listed in the MLS. Garages and porches are not counted.

Statistically RESO LivingArea, in square feet. Sales under 400 SF are treated as entry errors and left out.

The data 82 resale sales. Average 2,886; median 2,654; standard deviation 1,166; middle half (25th–75th percentile) 2,279–3,244; lowest 1,098, highest 9,660.

8.1.4 Year built

In simple terms The year the home was finished, as listed in the MLS. It shows whether a group leans to older or newer parts of the area.

Statistically RESO YearBuilt; summarized by the median, with the 25th–75th percentile (middle half) on the charts.

The data 82 resale sales. Average 2009; median 2011; standard deviation 13; middle half (25th–75th percentile) 2001–2021; lowest 1969, highest 2026.

 © 2026 Alexander Tiffany Southwest, LLC

8.1.5 Days on market

In simple terms How many days the home was on the market before the buyer's offer was accepted, counting any earlier listing periods (relists). This is the days on market agents and clients quote.

Statistically CDOM = max(CumulativeDaysOnMarket, DaysOnMarket, PurchaseContractDate − ListingContractDate). The MLS counter can freeze at a price change, so the contract-date gap is a floor. Summarized by the median, because a few homes that sat for months pull an average up.

The data 82 resale sales. Average 112; median 74; standard deviation 109; middle half (25th–75th percentile) 25–180; lowest 3, highest 476. 0 sales went under contract on their listing date (0 days).

8.1.6 Discount from original list

In simple terms How far below the first asking price the home sold, after seller payments. It measures how much negotiating room sellers gave up. A negative figure means the home sold above its first asking price.

Statistically Discount % = (OriginalListPrice − Net) ÷ OriginalListPrice × 100, per sale; summarized by the mean.

The data 82 resale sales. Average 8.0%; median 6.5%; standard deviation 6.6%; middle half (25th–75th percentile) 3.3%–11.7%; lowest −7.1%, highest 29.0%. 3 sales closed above their first asking price.

8.1.7 Price cut before sale

In simple terms The asking price was lowered at least once before the home went under contract.

Statistically Indicator: ListPrice at close < OriginalListPrice. Reported as the share of sales (%).

The data 46 of 82 resale sales (56.1%).

8.1.8 Seller paid closing costs or repairs

In simple terms The seller paid some of the buyer's closing costs or repairs.

Statistically Indicator: ACTRIS_BuyersCIsgCostPdbySell + ACTRIS_RepairsAmount > 0. Reported as the share of sales (%).

The data 52 of 82 resale sales (63.4%).

8.1.9 Has a view

In simple terms The MLS says the home looks over something: a greenbelt or park, trees, golf course, hill country, water and similar.

Statistically View = the View field holds any entry other than “None”, “Neighborhood” or “See Remarks”. No view = only “None” and/or “Neighborhood”. A record whose only entry is “See Remarks” cannot be classified and is left out of the view slice.

The data 40 sales with a view, 35 without, 7 unclassified. Most common View entries: Neighborhood 29, Trees/Woods 22, None 14, Golf Course 9, See Remarks 7, Pasture 7, Rural 7, Pool 6.

 © 2026 Alexander Tiffany Southwest, LLC

8.2 Methods

8.2.1 Data source

In simple terms Every figure comes from the Austin Board of REALTORS® MLS, read live by ALEX. No figure is estimated or typed in.

Statistically ABOR MLS via secure APIs, read from ALEX's copy of the MLS (refreshed every 15 minutes; this pull as of 2026-11-22 13:00 UTC), every field. Filter: StandardStatus = Closed, PropertyType = Residential, City = Salado.

The data Pulled November 22, 2026: 188 closed Salado records over the prior year. ZIP codes: 1, the most sales in 76571.

8.2.2 Study window

In simple terms The most recent 365 days of closed sales: recent enough to describe today's market, long enough to give each group plenty of sales. The usual window is 180 days; it holds only 46 resale sales here (under 80), so the full year is used.

Statistically CloseDate from November 22, 2025 to November 21, 2026 inclusive.

The data 181 single-family sales in the window: 82 resale, 99 new construction.

8.2.3 Resale and new construction

In simple terms A resale home was previously owned. New construction is sold by the builder and behaves differently, so it is kept out of every analysis and reported once on its own.

Statistically New construction = NewConstructionYN true, or PropertyCondition contains “New Construction” or “Under Construction”. Everything else is resale.

The data 82 resale; 99 new construction.

8.2.4 Sales left out

In simple terms A few records cannot be used as entered and are left out before any analysis.

Statistically Excluded: PropertySubType other than Single Family Residence; no OriginalListPrice; LivingArea under 400 SF; seller payments above 10% of ClosePrice (treated as entry errors).

The data 6 sale(s) other than single-family homes (condo, townhome and similar); 1 sale(s) with concessions above 10% of price

 © 2026 Alexander Tiffany Southwest, LLC

8.2.5 Quartiles and groups

In simple terms Sales lined up from lowest to highest and cut into four groups of about equal size. Each group is named by its range, for example “Under $470K”.

Statistically Sort by the slicing variable; cut k sits at round(nk/4), k = 1…3. A cut that would split tied values moves to the nearer edge of the tie. A group under 3 sales merges into its smaller neighbor. Range names use the next group's lowest value (“Under”) and the previous group's highest value (“Over”/“After”).

The data **Quartiles by net sale price:** Under $470K: $216,457–$465,600 (20 sales); $470K–$585K: $470,000–$585,000 (21 sales); $587K–$756K: $587,420–$756,000 (21 sales); Over $756K: $780,000–$2,614,520 (20 sales)
Quartiles by living area: Under 2,274 SF: 1,098–2,213 SF (20 sales); 2,274–2,641 SF: 2,274–2,641 SF (21 sales); 2,668–3,256 SF: 2,668–3,256 SF (21 sales); Over 3,256 SF: 3,299–9,660 SF (20 sales)
Quartiles by year built: Before 2001: 1969–2000 (19 sales); 2001–2010: 2001–2010 (22 sales); 2012–2020: 2012–2020 (19 sales); After 2020: 2021–2026 (22 sales)
View and no view: View: MLS lists a view (40 sales); No view: None or Neighborhood (35 sales)

8.2.6 Average and median

In simple terms The average adds the values and divides by how many; one very expensive home can pull it up. The median is the middle value, with half above and half below.

Statistically Mean $\bar{x} = (1/n)\ \Sigma\ x_i$; median = 50th percentile. Price, price per SF, living area and discount use the mean; days on market and year built use the median (skewed or whole-year values).

The data Net sale price: average $648,575, median $586,210. Days on market: average 112, median 74: the average is pulled up by a few long listings.

8.2.7 Kruskal–Wallis test

In simple terms Checks whether a measure really differs across the four groups of a slice. It uses each sale's rank, not its value, so a few extreme sales cannot drive the answer.

Statistically $H = [12/(n(n+1))]\ \Sigma\ R_j^2/n_j - 3(n+1)$, compared with χ^2 on k − 1 degrees of freedom (Kruskal & Wallis, 1952). Effect size $\varepsilon^2 = H/(n-1)$: ≥ .01 small, ≥ .06 medium, ≥ .14 large (Tomczak & Tomczak, 2014). A slice is tested only when every group has at least 5 sales; smaller groups are described, not tested.

The data Run on every measure in sections 3–5; each result is in 8.3.

8.2.8 Mann–Whitney U test

In simple terms The same check when there are only two groups: view against no view.

Statistically Two-sided U test (Mann & Whitney, 1947). Effect size = rank-biserial correlation $\left|1 - 2U/(n_1 n_2)\right|$: ≥ .10 small, ≥ .30 medium, ≥ .50 large (Kerby, 2014; Cohen, 1988).

The data Run on every measure in section 6; results in 8.3.

8.2.9 Chi-square test

In simple terms Checks whether a yes/no share (price cut, seller payment, view) differs between groups more than chance would.

Statistically Pearson χ^2 on the 2 × k table of counts, no continuity correction (Pearson, 1900). Effect size Cramér's $V = \sqrt{(\chi^2/n)}$: ≥ .10 small, ≥ .30 medium, ≥ .50 large (Cramér, 1946).

The data Run on the three shares in every slice; results in 8.3.

 © 2026 Alexander Tiffany Southwest, LLC

8.2.10 Real difference (significance)

In simple terms "Real difference" means a gap this large would be very unlikely if the groups were really alike. Because many measures are checked in each slice, the bar is set higher than usual.

Statistically Significant when $p < 0.05 \div m$, where m is the number of measures tested in that slice (Bonferroni; Dunn, 1961). The slicing variable itself differs by design and is not tested.

The data Quartiles by net sale price: m = 8, threshold $p < 0.0063$; Quartiles by living area: m = 8, threshold $p < 0.0063$; Quartiles by year built: m = 8, threshold $p < 0.0063$; View and no view: m = 8, threshold $p < 0.0063$

8.2.11 Size of a difference

In simple terms A difference can be real but small. The size word (small, medium, large) says how much the groups pull apart.

Statistically ε^2 for Kruskal–Wallis, rank-biserial r for Mann–Whitney, Cramér's V for chi-square, with the thresholds above; below the small threshold the size is "negligible".

The data 4 real differences across the four slices; sizes are listed in 8.3.

8.2.12 Rounding in the text

In simple terms Headings and sentences round figures so they read easily; the tables at the end of each section give them in full.

Statistically Prices in headings round to the nearest $1K; price per SF and days on market to the nearest whole number; living area to the nearest 10 SF; shares and percentage gaps to whole percents.

The data Days on market is always shown in days.

8.3 Test results

Every test behind every gold box. Statistic, degrees of freedom (df), p-value, the threshold it must beat, and the size of the difference.

© 2026 Alexander Tiffany Southwest, LLC

8.3.1 Quartiles by net sale price

Measure	Test	Statistic	df	p-value	Threshold	Real difference?	Effect size	Size
Net price per SF	Kruskal–Wallis	H = 21.06	3	0.0001	p < 0.0063	**Yes**	$\varepsilon^2 = 0.260$	large
Living area	Kruskal–Wallis	H = 40.59	3	< 0.0001	p < 0.0063	**Yes**	$\varepsilon^2 = 0.501$	large
Year built	Kruskal–Wallis	H = 2.64	3	0.4507	p < 0.0063	**Unclear**	$\varepsilon^2 = 0.033$	small
Days on market	Kruskal–Wallis	H = 2.36	3	0.5020	p < 0.0063	**Unclear**	$\varepsilon^2 = 0.029$	small
Discount from original list	Kruskal–Wallis	H = 5.18	3	0.1588	p < 0.0063	**Unclear**	$\varepsilon^2 = 0.064$	medium
Price cut before sale	Chi-square	$\chi^2 = 4.13$	3	0.2480	p < 0.0063	**Unclear**	Cramér's V = 0.224	small
Seller paid closing costs or repairs	Chi-square	$\chi^2 = 4.22$	3	0.2386	p < 0.0063	**Unclear**	Cramér's V = 0.227	small
Has a view	Chi-square	$\chi^2 = 4.97$	3	0.1738	p < 0.0063	**Unclear**	Cramér's V = 0.246	small

8.3.2 Quartiles by living area

Measure	Test	Statistic	df	p-value	Threshold	Real difference?	Effect size	Size
Net sale price	Kruskal–Wallis	H = 41.91	3	< 0.0001	p < 0.0063	**Yes**	$\varepsilon^2 = 0.517$	large
Net price per SF	Kruskal–Wallis	H = 0.04	3	0.9978	p < 0.0063	**Unclear**	$\varepsilon^2 = 0.001$	negligible
Year built	Kruskal–Wallis	H = 9.80	3	0.0203	p < 0.0063	**Unclear**	$\varepsilon^2 = 0.121$	medium
Days on market	Kruskal–Wallis	H = 3.10	3	0.3766	p < 0.0063	**Unclear**	$\varepsilon^2 = 0.038$	small
Discount from original list	Kruskal–Wallis	H = 4.29	3	0.2320	p < 0.0063	**Unclear**	$\varepsilon^2 = 0.053$	small
Price cut before sale	Chi-square	$\chi^2 = 2.19$	3	0.5331	p < 0.0063	**Unclear**	Cramér's V = 0.164	small
Seller paid closing costs or repairs	Chi-square	$\chi^2 = 1.39$	3	0.7084	p < 0.0063	**Unclear**	Cramér's V = 0.130	small
Has a view	Chi-square	$\chi^2 = 10.72$	3	0.0133	p < 0.0063	**Unclear**	Cramér's V = 0.362	medium

© 2026 Alexander Tiffany Southwest, LLC

8.3.3 Quartiles by year built

Measure	Test	Statistic	df	p-value	Threshold	Real difference?	Effect size	Size
Net sale price	Kruskal–Wallis	H = 7.34	3	0.0618	p < 0.0063	**Unclear**	ε^2 = 0.091	medium
Net price per SF	Kruskal–Wallis	H = 5.65	3	0.1298	p < 0.0063	**Unclear**	ε^2 = 0.070	medium
Living area	Kruskal–Wallis	H = 2.13	3	0.5455	p < 0.0063	**Unclear**	ε^2 = 0.026	small
Days on market	Kruskal–Wallis	H = 3.04	3	0.3854	p < 0.0063	**Unclear**	ε^2 = 0.038	small
Discount from original list	Kruskal–Wallis	H = 6.19	3	0.1026	p < 0.0063	**Unclear**	ε^2 = 0.076	medium
Price cut before sale	Chi-square	χ^2 = 0.76	3	0.8583	p < 0.0063	**Unclear**	Cramér's V = 0.096	negligible
Seller paid closing costs or repairs	Chi-square	χ^2 = 3.38	3	0.3361	p < 0.0063	**Unclear**	Cramér's V = 0.203	small
Has a view	Chi-square	χ^2 = 9.51	3	0.0233	p < 0.0063	**Unclear**	Cramér's V = 0.341	medium

8.3.4 View and no view

Measure	Test	Statistic	df	p-value	Threshold	Real difference?	Effect size	Size
Net sale price	Mann–Whitney U	U = 891.00	—	0.0431	p < 0.0063	**Unclear**	rank-biserial r = 0.273	small
Net price per SF	Mann–Whitney U	U = 725.00	—	0.7947	p < 0.0063	**Unclear**	rank-biserial r = 0.036	negligible
Living area	Mann–Whitney U	U = 934.00	—	0.0131	p < 0.0063	**Unclear**	rank-biserial r = 0.334	medium
Year built	Mann–Whitney U	U = 419.00	—	0.0029	p < 0.0063	**Yes**	rank-biserial r = 0.401	medium
Days on market	Mann–Whitney U	U = 764.00	—	0.5000	p < 0.0063	**Unclear**	rank-biserial r = 0.091	negligible
Discount from original list	Mann–Whitney U	U = 777.00	—	0.4165	p < 0.0063	**Unclear**	rank-biserial r = 0.110	small
Price cut before sale	Chi-square	χ^2 = 0.03	1	0.8520	p < 0.0063	**Unclear**	Cramér's V = 0.022	negligible
Seller paid closing costs or repairs	Chi-square	χ^2 = 3.79	1	0.0517	p < 0.0063	**Unclear**	Cramér's V = 0.225	small

© 2026 Alexander Tiffany Southwest, LLC

8.4 Data notes

Left out of the analysis: 99 new-construction sales (basic statistics only, section 7); 6 sale(s) other than single-family homes (condo, townhome and similar); 1 sale(s) with concessions above 10% of price. Statistics: Python, NumPy 2.5.3, SciPy 1.18.1.

8.5 References

1. Cohen, J. (1988). Statistical Power Analysis for the Behavioral Sciences (2nd ed.). Erlbaum.
2. Cramér, H. (1946). Mathematical Methods of Statistics. Princeton University Press.
3. Dunn, O. J. (1961). Multiple comparisons among means. JASA, 56(293), 52–64.
4. Kerby, D. S. (2014). The simple difference formula: an approach to teaching nonparametric correlation. Comprehensive Psychology, 3, 11.IT.3.1.
5. Kruskal, W. H., & Wallis, W. A. (1952). Use of ranks in one-criterion variance analysis. JASA, 47(260), 583–621.
6. Mann, H. B., & Whitney, D. R. (1947). On a test of whether one of two random variables is stochastically larger than the other. Annals of Mathematical Statistics, 18(1), 50–60.
7. Pearson, K. (1900). On the criterion that a given system of deviations… Philosophical Magazine, 50(302), 157–175.
8. Tomczak, M., & Tomczak, E. (2014). The need to report effect size estimates revisited. Trends in Sport Sciences, 21(1), 19–25.

This is a market study of closed sales, not an appraisal or an opinion of value for any home. The analysis covers 82 closed MLS resale sales; the 99 new-construction sales appear only in their own section, as basic statistics. Sale and listing data: ABOR MLS via secure APIs, pulled November 22, 2026. Map data © OpenStreetMap contributors. ALEX Companies · Licensed by the Texas Real Estate Commission · Broker: Alexander Tiffany Southwest, LLC (ALEX Real Estate), #565194-BB · Diane Hart Alexander, Designated Broker, #574877-B.

 © 2026 Alexander Tiffany Southwest, LLC