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Johnson City market statistics

Johnson City, TX

Single-family homes · closed sales through October 30, 2026

Prepared for Buyers, sellers and agents

Prepared by ALEX Real Estate

Market Statistics · Closed Sales

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Online: alex-companies.com/market-data/tx-blanco-johnson-city-market-statistics-canonical.html · Printable PDF: alex-companies.com/market-data/tx-blanco-johnson-city-market-statistics-canonical.pdf

MARKET STATISTICS Every figure is measured from closed sales recorded in the ABOR MLS; the county index on the first chart is the only modeled element. Figures are medians, so one unusual house cannot move a line, and prices are net of what the seller paid toward the buyer's costs.

SALES, NOV 2025 TO OCT 2026
31
single-family homes · Johnson City

MEDIAN NET SALE PRICE
$500,000
average $796,860

MEDIAN NET PRICE PER SF
$263
average $325

MEDIAN DAYS ON MARKET
114 days
average 155 days

NET SALE PRICE

Prices are net sale prices.

Net sale price = Closing price − Buyer closing costs paid by Seller − Repairs paid by Seller at Buyer request

Prices per square foot are the net sale price divided by the living area. The two measures that compare a sale with its first asking price use the recorded closing price, because the asking price is a gross figure too.

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HOW THIS AREA IS MEASURED

Johnson City recorded 368 closed sales over the period, a median of 34 per year. That is too few to support a monthly series. A monthly median drawn from one or two sales is not a reliable statistic: it can swing widely when one unusual house sells, and would show a trend that is really sampling noise. These charts are therefore annual, the finest interval this area can support, and they run from 2016 to 2026. For a month-by-month view of the market this property sits in, choose a wider area above.

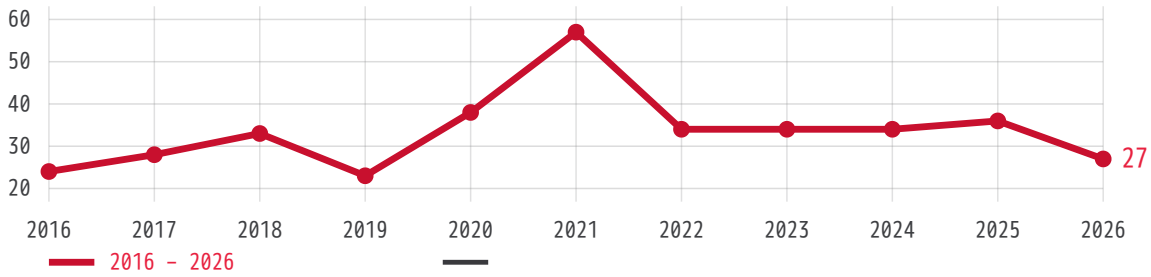
There are currently 41 single-family homes for sale in Johnson City, against a recent selling rate of about 33 a year. At that rate it would take 1.2 years to sell every home now on the market.

NINE MEASURES

Johnson City · single-family homes · through October 2026 · prices are net sale prices

1. Sales closed

How many homes sold in each period

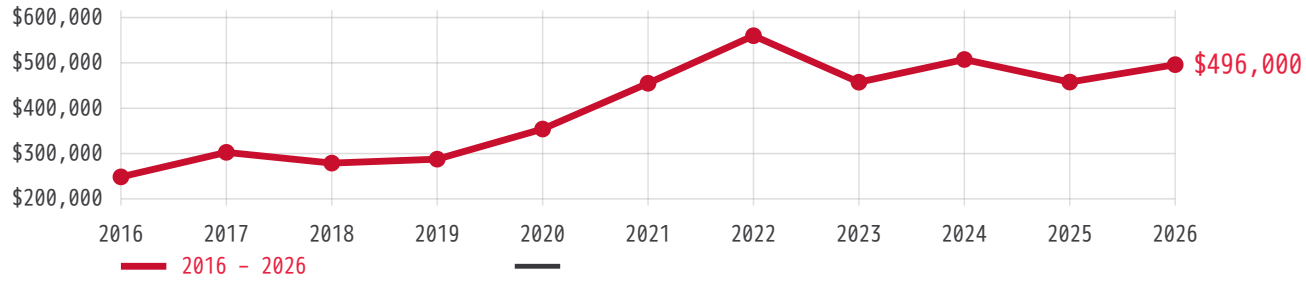


The number of homes that changed hands. When this falls, every other measure on this page rests on fewer sales and varies more from period to period.

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2. Median net sale price

The median sale price, after what the seller paid toward the buyer's costs

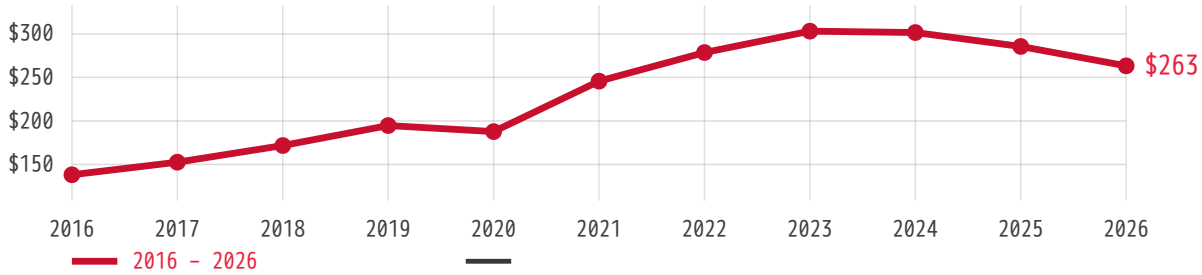


Half the homes sold for more than this and half for less. It is the net figure, what the seller kept, so it already accounts for money the seller paid toward the buyer's costs at closing.

> NOW 2026 so far: $496,000, against $457,750 in 2025 — prices are higher than a year ago.

3. Median net price per square foot

The same net price, divided by living area



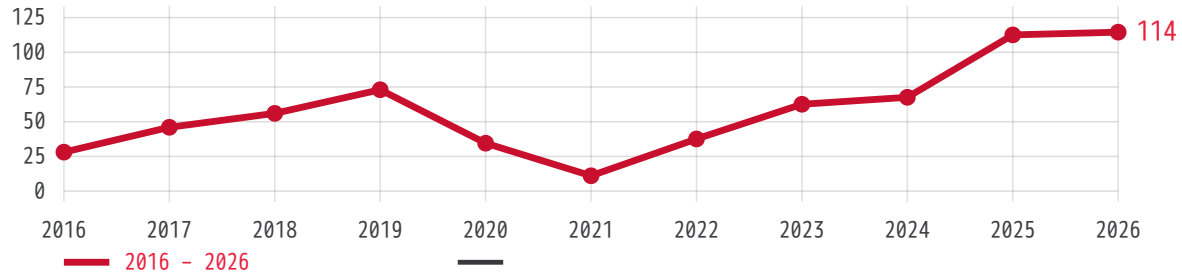
Price per square foot lets a large house and a small one be compared on the same scale. It is the measure the valuation is built on.

> NOW 2026 so far: $263 a square foot, against $286 a square foot in 2025 — prices are lower than a year ago.

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4. Median days on market

How long the median sale took to find its buyer

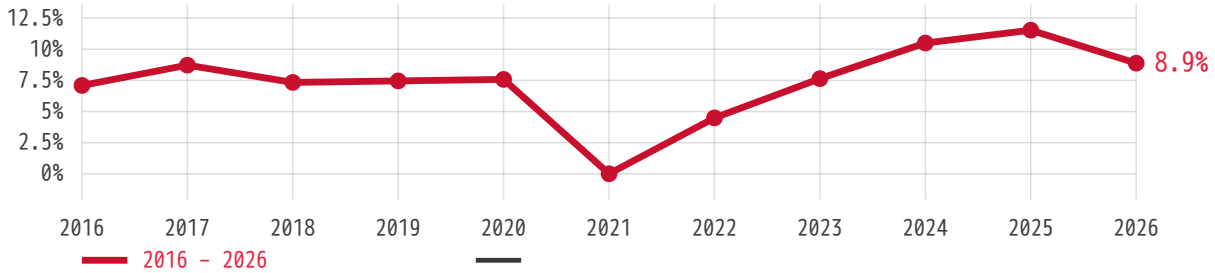


Counted, wherever the MLS record allows, from the day the home first went on the market rather than from its latest price change. Half of the sales took longer than this.

> NOW 2026 so far: 114 days, against 112 days in 2025 — about the same as a year earlier.

5. % Discount from the first asking price

The median amount the closing price fell below the original asking price, as a percentage



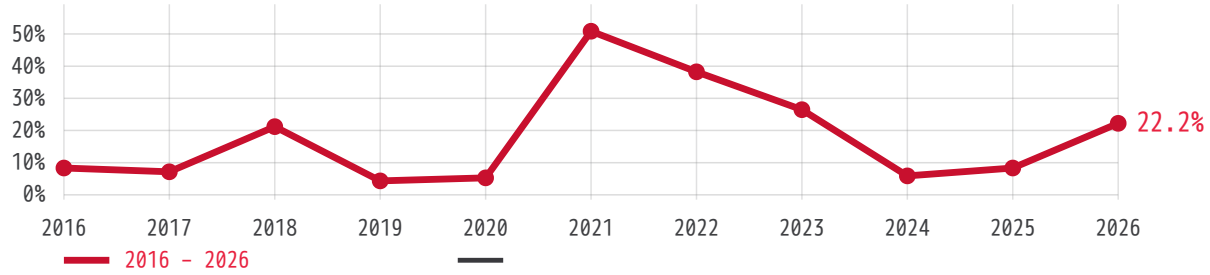
Zero percent means the home sold for exactly its first asking price. Ten percent means the seller accepted ten percent less than that price.

> NOW 2026 so far: 8.9%, against 11.5% in 2025 — sellers are keeping more of their first asking price.

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6. Share selling at or above the original asking price

How often the seller received the full first asking price or more

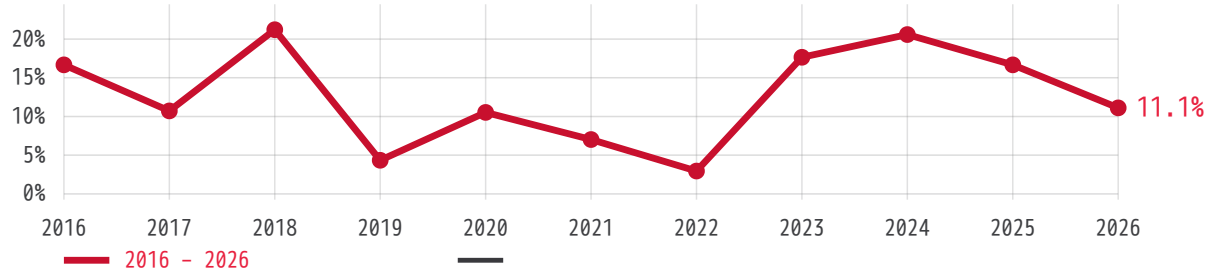


The percentage of sales that closed at or above their first asking price. It is the clearest single sign of whether buyers or sellers have the advantage.

NOW 2026 so far: 22.2%, against 8.3% in 2025 — more sellers are getting their full asking price.

7. % Seller Concession

How often the seller gave a discount at closing instead of a lower price



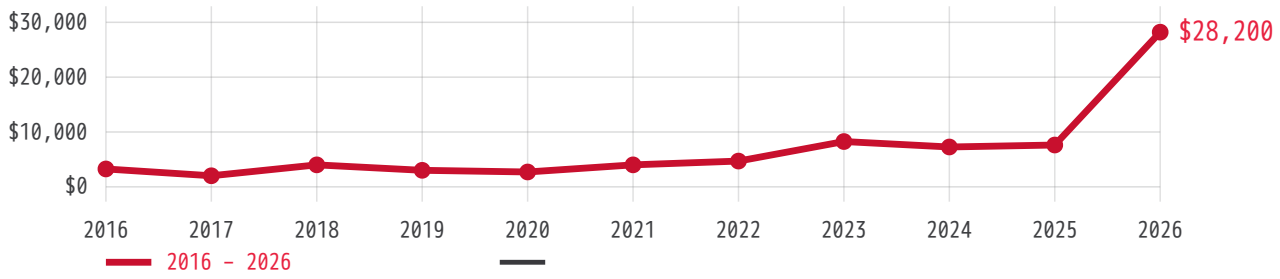
When a seller pays part of the buyer's closing costs, that discount does not show up in the recorded sale price. It is common here, so a gross sale price can overstate what comparable sellers actually received.

NOW 2026 so far: 11.1%, against 16.7% in 2025 — fewer sellers are paying toward buyers' costs.

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8. $ Seller Concession

How much the seller paid, in the sales where the seller paid anything

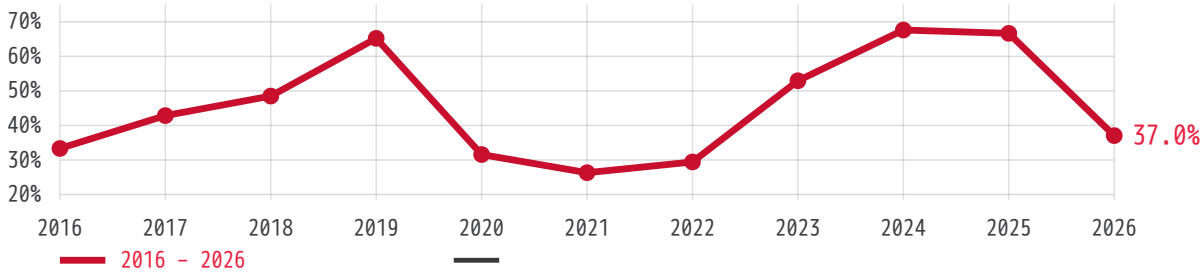


Among only the sales that included one, this is the middle amount the seller paid toward the buyer's costs.

> NOW 2026 so far: $28,200, against $7,625 in 2025 — those payments are larger than a year ago.

9. Share that cut the price before selling

How often the asking price was lowered before the sale



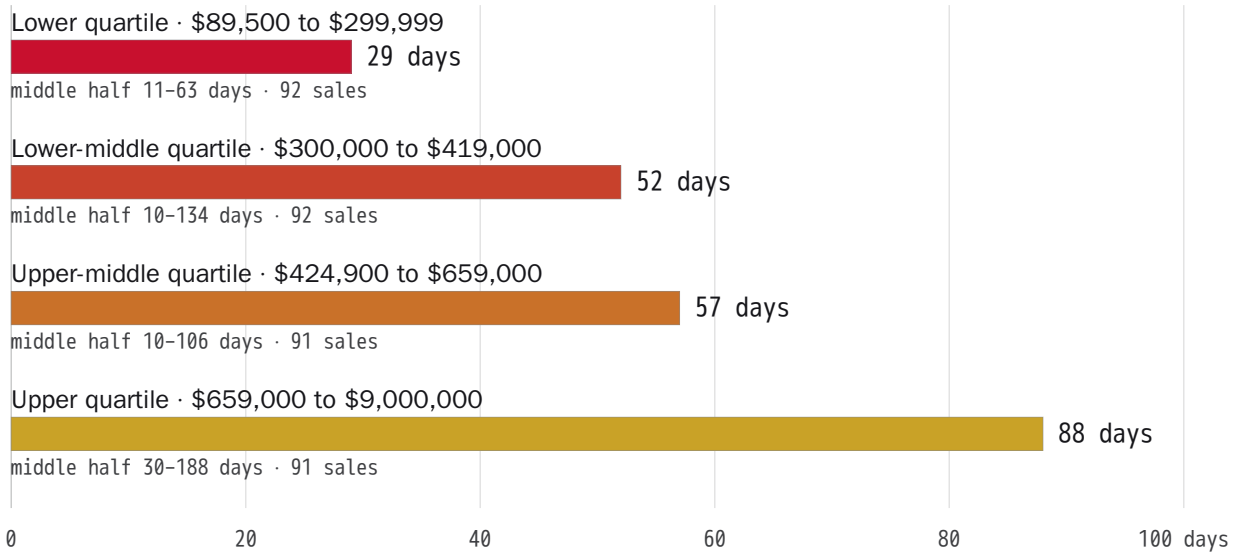
The percentage of sold homes whose final asking price was below their first asking price, meaning the price was reduced at least once before the sale.

> NOW 2026 so far: 37.0%, against 66.7% in 2025 — fewer sellers are having to cut their price.

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10. How long sales take, by price quartile

Every sale from January 2016 to October 2026, ranked by its first asking price and split into four groups of equal size

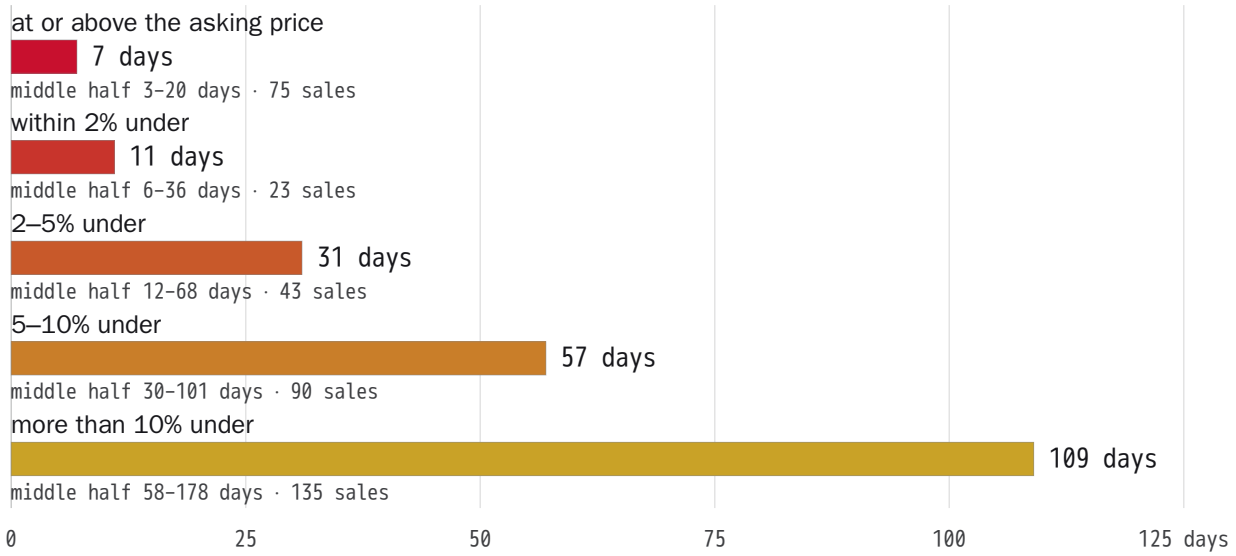


A quartile is one quarter of the sales: the lower quartile is the cheapest quarter by first asking price, the upper quartile the dearest. Each bar is the median number of days those homes took to sell; the line under it gives the middle half of that group, so the spread is shown with the median. The upper quartile's median is 59 days longer than the lower quartile's. Where that gap is small next to the spread inside each group, price explains little of how long a sale takes.

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11. How long sales take, by how much was given up

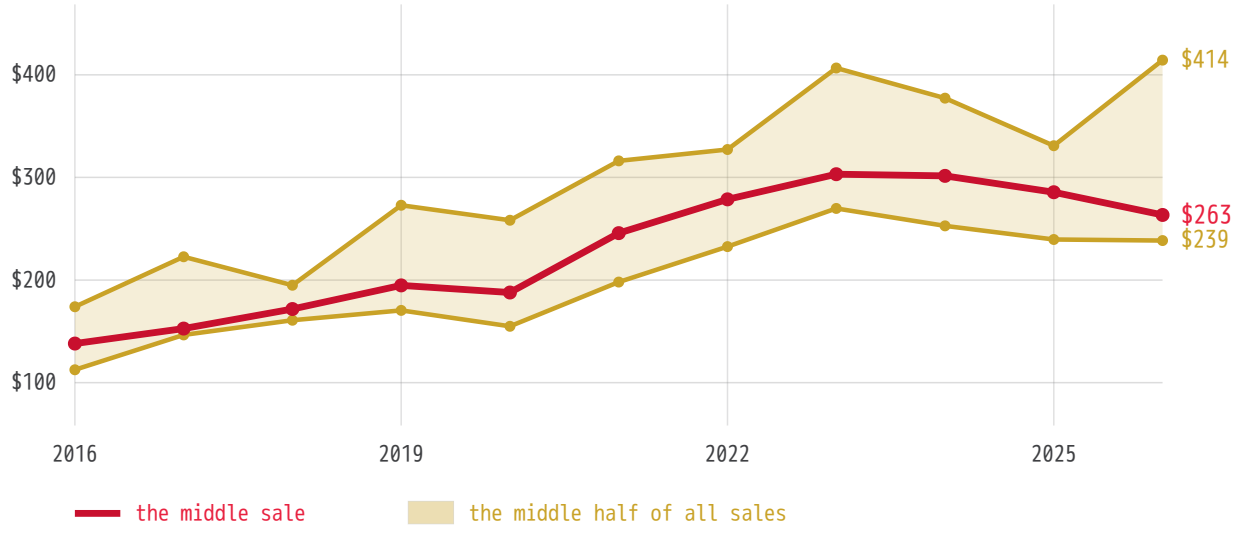
The same sales, January 2016 to October 2026, grouped by how far under the first asking price they closed



A home that stays unsold is usually reduced in price, so time on the market and the discount from the first asking price tend to rise together. This chart describes how past sales behaved at each level of discount; it does not predict how long any particular home will take.

12. The middle half of net prices per square foot

How consistently this market prices homes: the range around each median above



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A quarter of sales landed below the lower line and a quarter above the upper one. When these lines sit close together, homes here price predictably and a valuation can be held to a tight range. When they spread apart, the middle figure means less and the range around it matters more.

NOW 2026 so far: the middle half spanned $176 a square foot, against $91 a square foot in 2025 — prices are less consistent than a year ago.

+ Click here for details — in the online report, https://alex-companies.com/market-data/tx-blanco-johnson-city-market-statistics-canonical.html

If there is a measure you would like to see here that this page does not yet include, contact George Alexander — george@alex.realestate or +1 713.918.9951.

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