Hays County

Austin-Round Rock-San Marcos, TX
Resale homes · closed May 27 – Nov 22, 2026
Prepared for Buyers, sellers and agents

Prepared by ALEX Intelligence for ALEX Real Estate
Market Study · Resale Analysis
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MARKET STUDY All analysis covers resale homes only. New construction appears once, in its own section.

RESALE SALES, 180 DAYS	MEDIAN NET SALE PRICE	MEDIAN NET PRICE PER SF	MEDIAN DAYS ON MARKET
1,124	**$411,218**	**$196**	**50 days**
single-family resale homes	average $568,802	average $224	average 79 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

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1. Summary

Resale homes · 1,124 sales · May 27, 2026 – November 22, 2026

This study looks at the **1,124 resale homes** sold in Hays County in the **180 days** to November 22, 2026. 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.

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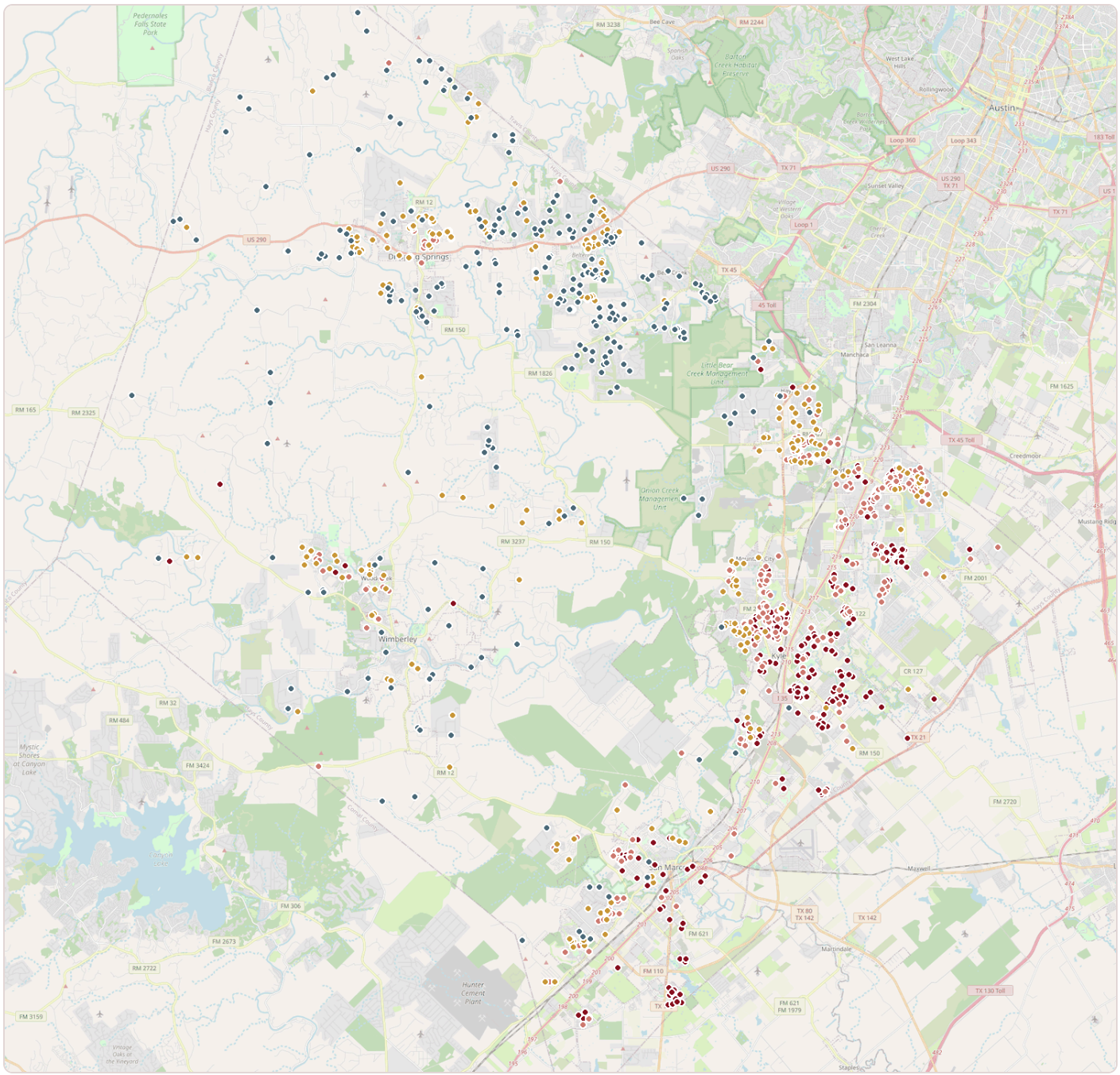
2. Where the resale homes sold

1,124 resale homes · colored by price range

Each dot is one resale home, colored by its price range. The map is drawn around the middle 99% of sales; 20 sales with map points far outside the area are left off it (they stay in every figure).



● Under $295K · 283 sales ● $295K–$411K · 279 sales ● $411K–$696K · 281 sales ● Over $696K · 281 sales

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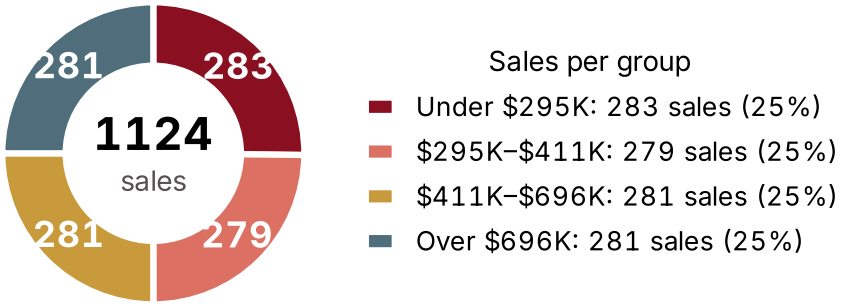
3. Quartiles by net sale price

Resale homes · 1,124 sales · May 27, 2026 – November 22, 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 $696K sell for about $178 per SF (114%) more than homes under $295K.
- Homes over $696K are about 1,800 SF (111%) larger than homes under $295K.
- 85% of homes over $696K have a view, against 17% of homes under $295K.
- Homes over $696K sell about 2 percentage points closer to their first asking price than homes under $295K.

3.1 Key differences

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

Under $295K $295K–$411K $411K–$696K Over $696K

Higher-priced homes Over $696K

- Sell for more per square foot.
- Are much larger.
- Are more likely to have a view.
- Sell closer to their first asking price.

Lower-priced homes Under $295K

- Sell for less per square foot.
- Are much smaller.
- Are less likely to have a view.
- Sell further below their first asking price.

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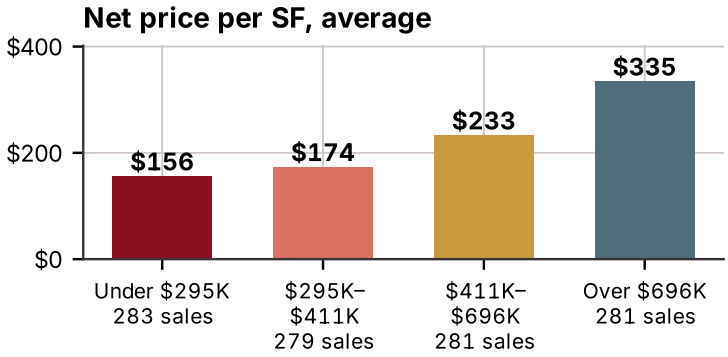
3.2 At a glance

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 $295K	$295K–$411K	$411K–$696K	Over $696K	Real difference?
Net price per SF	$156 per SF **Lowest**	$174 per SF	$233 per SF	$335 per SF **Highest**	✓ large
Living area	1,619 SF **Smallest**	2,113 SF	2,431 SF	3,417 SF **Largest**	✓ large
Year built	2009	2013	2013	2014	unclear
Days on market	51 days	49 days	53 days	46 days	unclear
Discount from original list	9.1% **Biggest**	7.2%	6.5% **Smallest**	7.0%	✓ small
Price cut before sale	57%	54%	57%	48%	unclear
Seller paid closing costs or repairs	63%	70%	60%	59%	unclear
Has a view	17% **Fewest**	27%	56%	85% **Most**	✓ large

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 $696K sell for about $178 per SF (114%) more than homes under $295K



The average is **$335 per SF** for homes over $696K and **$156 per SF** for homes under $295K. It rises step by step from the lowest range to the highest. Defined in 8.1.2.

✓ **Real difference** · large

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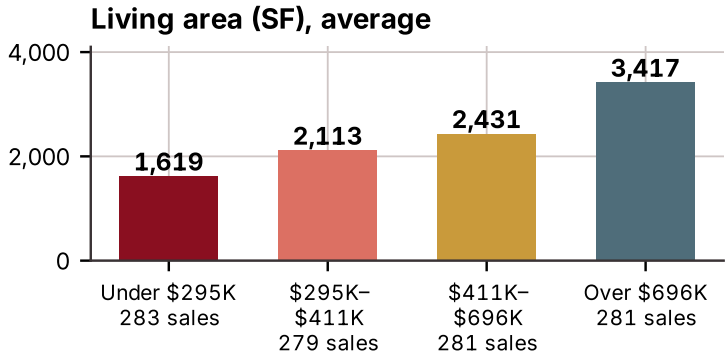
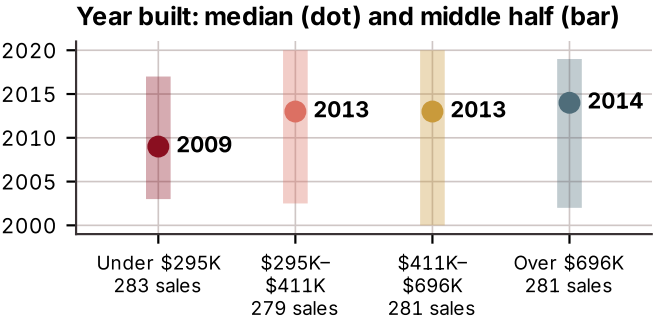
3.4 Homes over $696K are about 1,800 SF (111%) larger than homes under $295K



The average is **3,417 SF** for homes over $696K and **1,619 SF** for homes under $295K. It rises step by step from the lowest range to the highest. Defined in 8.1.3.

✓ **Real difference** · large

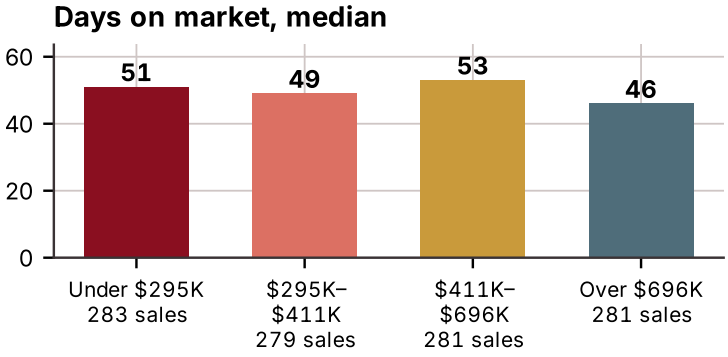
3.5 Year built: no clear difference



The median is **2014** for homes over $696K and **2009** for homes under $295K. It rises step by step from the lowest range to the highest. Defined in 8.1.4.

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

3.6 Days on market: no clear difference



The median is **46 days** for homes over $696K and **51 days** for homes under $295K. It does not move in a straight line; homes $411K–$696K are highest. Defined in 8.1.5.

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

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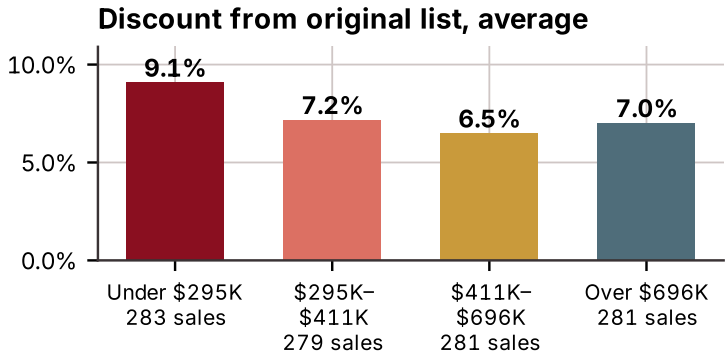
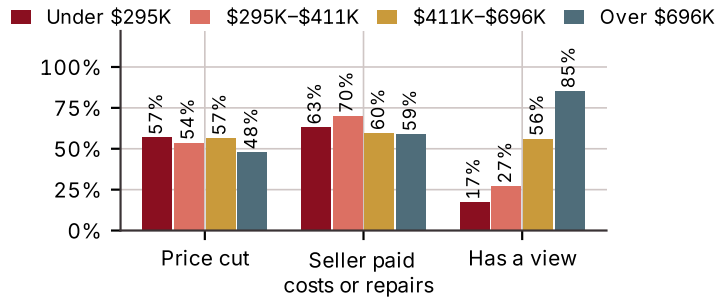
3.7 Homes over $696K sell about 2 percentage points closer to their first asking price than homes under $295K



The average is **7.0%** for homes over $696K and **9.1%** for homes under $295K. It does not move in a straight line; homes under $295K are highest. Defined in 8.1.6.

✓ **Real difference** · small

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.

- 48% of homes over $696K had a price cut before sale, against 57% of homes under $295K. Defined in 8.1.7.
- 59% of homes over $696K had the seller pay closing costs or repairs, against 63% of homes under $295K. Defined in 8.1.8.
- 85% of homes over $696K have a view, against 17% of homes under $295K. 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: ✓ **Real difference** · large

3.9 The numbers: price and size

	Under $295K 283 sales	$295K–$411K 279 sales	$411K–$696K 281 sales	Over $696K 281 sales	All 1,124 sales	Real difference?
Net sale price average	$243,862	$348,627	$534,767	$1,148,697	$568,802	by design
Net price per SF average	$156	$174	$233	$335	$224	✓ large
Living area average	1,619	2,113	2,431	3,417	2,394	✓ large
Year built median	2009	2013	2013	2014	2013	unclear

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3.10 The numbers: selling

	Under $295K 283 sales	$295K–$411K 279 sales	$411K–$696K 281 sales	Over $696K 281 sales	All 1,124 sales	Real difference?
Days on market median	51	49	53	46	50	unclear
Discount from original list average	9.1%	7.2%	6.5%	7.0%	7.4%	✓ small
Price cut before sale	57%	54%	57%	48%	54%	unclear
Seller paid closing costs or repairs	63%	70%	60%	59%	63%	unclear
Has a view	17%	27%	56%	85%	47%	✓ large

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.

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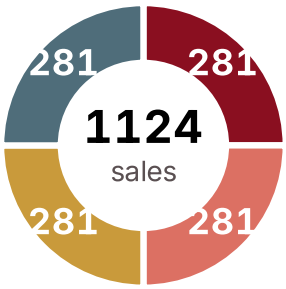
4. Quartiles by living area

Resale homes · 1,124 sales · May 27, 2026 – November 22, 2026

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



Sales per group

- Under 1,739 SF: 281 sales (25%)
- 1,739–2,208 SF: 281 sales (25%)
- 2,209–2,846 SF: 281 sales (25%)
- Over 2,846 SF: 281 sales (25%)

Bottom line

- Homes over 2,846 SF sell for about $763K (263%) more than homes under 1,739 SF.
- 69% of homes over 2,846 SF have a view, against 27% of homes under 1,739 SF.
- Homes over 2,846 SF sell for about $74 per SF (36%) more than homes under 1,739 SF.
- Homes over 2,846 SF are about 8 years newer than homes under 1,739 SF.

4.1 Key differences

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

Under 1,739 SF · 1,739–2,208 SF · 2,209–2,846 SF · Over 2,846 SF

Larger homes Over 2,846 SF

- Sell for much more.
- Are more likely to have a view.
- Sell for more per square foot.
- Tend to be newer.

Smaller homes Under 1,739 SF

- Sell for much less.
- Are less likely to have a view.
- Sell for less per square foot.
- Tend to be older.

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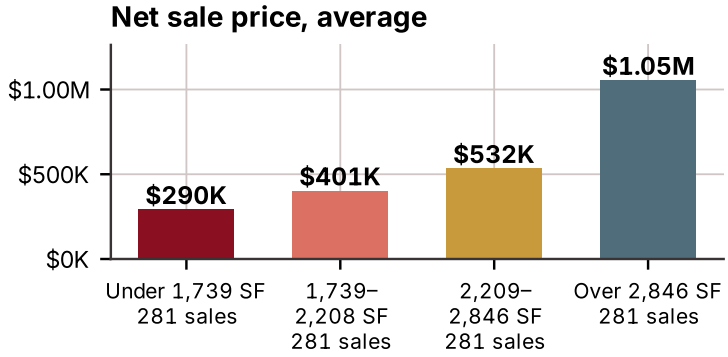
4.2 At a glance

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 1,739 SF	1,739–2,208 SF	2,209–2,846 SF	Over 2,846 SF	Real difference?
Net sale price	$290K **Lowest**	$401K	$532K	$1.05M **Highest**	✓ large
Net price per SF	$205 per SF	$203 per SF **Lowest**	$211 per SF	$279 per SF **Highest**	✓ medium
Year built	2007 **Oldest**	2013	2014	2015 **Newest**	✓ small
Days on market	43 days	53 days	50 days	53 days	unclear
Discount from original list	8.0%	7.3%	7.0%	7.5%	unclear
Price cut before sale	51%	54%	57%	53%	unclear
Seller paid closing costs or repairs	62%	63%	66%	61%	unclear
Has a view	27% **Fewest**	41%	49%	69% **Most**	✓ medium

4.3 Homes over 2,846 SF sell for about $763K (263%) more than homes under 1,739 SF



The average is **$1.05M** for homes over 2,846 SF and **$290K** for homes under 1,739 SF. It rises step by step from the lowest range to the highest.

Defined in 8.1.1.

✓ **Real difference** · large

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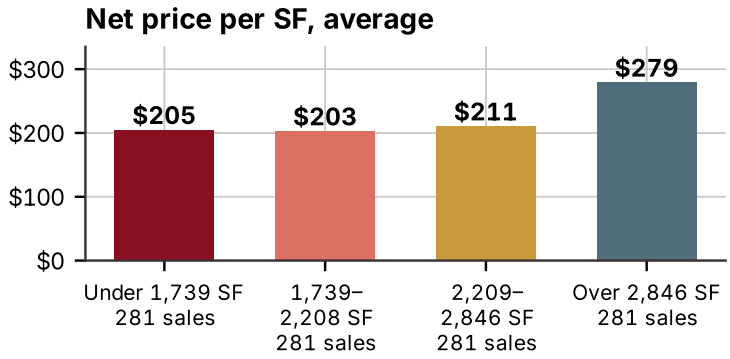
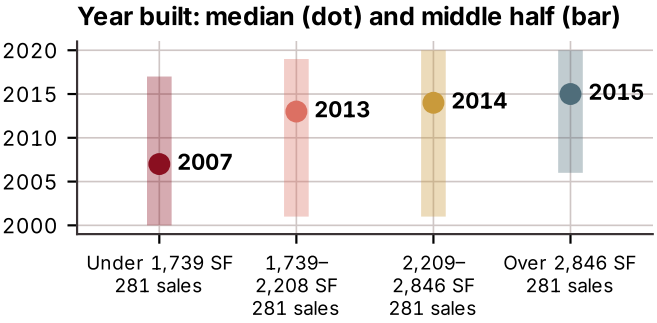
4.4 Homes over 2,846 SF sell for about $74 per SF (36%) more than homes under 1,739 SF



The average is **$279 per SF** for homes over 2,846 SF and **$205 per SF** for homes under 1,739 SF. It does not move in a straight line; homes over 2,846 SF are highest. Defined in 8.1.2.

✓ **Real difference** · medium

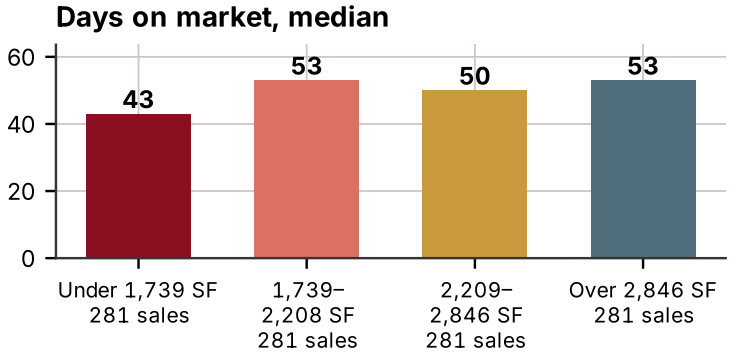
4.5 Homes over 2,846 SF are about 8 years newer than homes under 1,739 SF



The median is **2015** for homes over 2,846 SF and **2007** for homes under 1,739 SF. It rises step by step from the lowest range to the highest. Defined in 8.1.4.

✓ **Real difference** · small

4.6 Days on market: no clear difference



The median is **53 days** for homes over 2,846 SF and **43 days** for homes under 1,739 SF. It does not move in a straight line; homes 1,739–2,208 SF are highest. Defined in 8.1.5.

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

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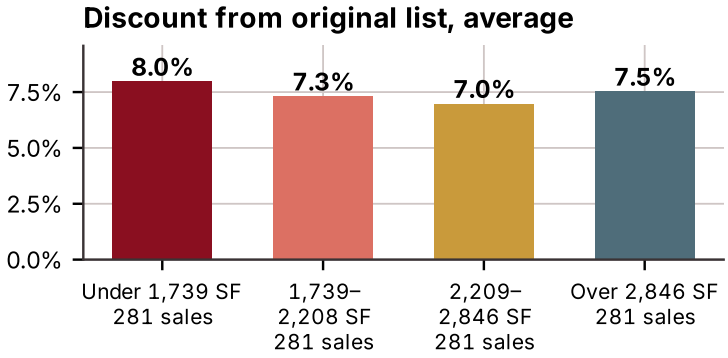
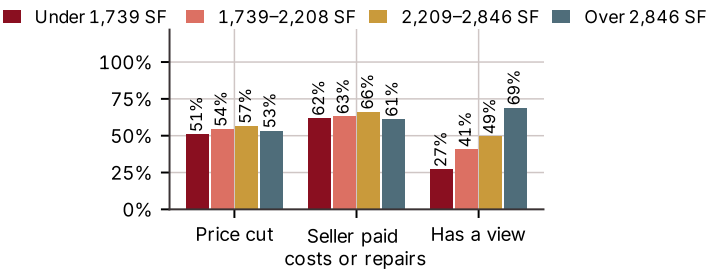
4.7 Discount from original list: no clear difference



The average is **7.5%** for homes over 2,846 SF and **8.0%** for homes under 1,739 SF. It does not move in a straight line; homes under 1,739 SF are highest. Defined in 8.1.6.

– No clear difference · could be chance

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.

- 53% of homes over 2,846 SF had a price cut before sale, against 51% of homes under 1,739 SF. Defined in 8.1.7.
- 61% of homes over 2,846 SF had the seller pay closing costs or repairs, against 62% of homes under 1,739 SF. Defined in 8.1.8.
- 69% of homes over 2,846 SF have a view, against 27% of homes under 1,739 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: ✓ **Real difference** · medium

4.9 The numbers: price and size

	Under 1,739 SF 281 sales	1,739–2,208 SF 281 sales	2,209–2,846 SF 281 sales	Over 2,846 SF 281 sales	All 1,124 sales	Real difference?
Net sale price average	$289,826	$400,586	$532,191	$1,052,604	$568,802	✓ large
Net price per SF average	$205	$203	$211	$279	$224	✓ medium
Living area average	1,444	1,972	2,524	3,636	2,394	by design
Year built median	2007	2013	2014	2015	2013	✓ small

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4.10 The numbers: selling

	Under 1,739 SF 281 sales	1,739–2,208 SF 281 sales	2,209–2,846 SF 281 sales	Over 2,846 SF 281 sales	All 1,124 sales	Real difference?
Days on market median	43	53	50	53	50	unclear
Discount from original list average	8.0%	7.3%	7.0%	7.5%	7.4%	unclear
Price cut before sale	51%	54%	57%	53%	54%	unclear
Seller paid closing costs or repairs	62%	63%	66%	61%	63%	unclear
Has a view	27%	41%	49%	69%	47%	✓ medium

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.

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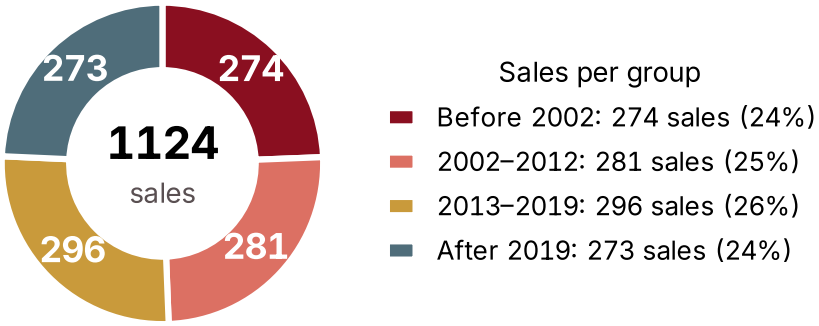
5. Quartiles by year built

Resale homes · 1,124 sales · May 27, 2026 – November 22, 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

- 42% of homes built after 2019 have a view, against 58% of homes built before 2002.
- Homes built after 2019 sell for about $28 per SF (12%) less than homes built before 2002.
- Homes built after 2019 are about 360 SF (16%) larger than homes built before 2002.
- Homes built after 2019 sell for about $37K (7%) more than homes built before 2002.

5.1 Key differences

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

Before 2002 2002–2012 2013–2019 After 2019

Newer homes After 2019

- Are less likely to have a view.
- Sell for less per square foot.
- Are larger.
- Sell for more.
- Take longer to sell.
- Sell closer to their first asking price.

Older homes Before 2002

- Are more likely to have a view.
- Sell for more per square foot.
- Are smaller.
- Sell for less.
- Sell faster.
- Sell further below their first asking price.

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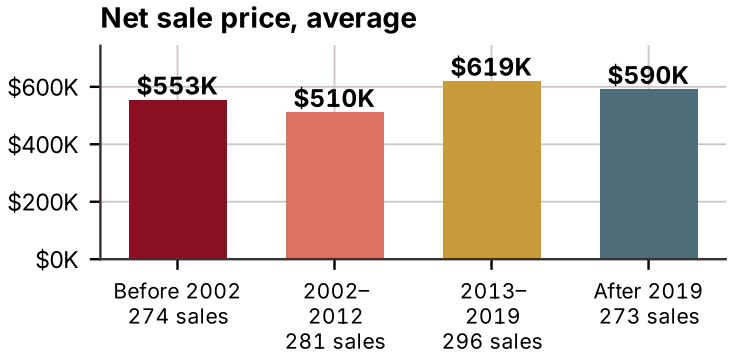
5.2 At a glance

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 2002	2002–2012	2013–2019	After 2019	Real difference?
Net sale price	$553K	$510K **Lowest**	$619K **Highest**	$590K	✓ small
Net price per SF	$246 per SF **Highest**	$206 per SF **Lowest**	$228 per SF	$217 per SF	✓ small
Living area	2,195 SF **Smallest**	2,359 SF	2,467 SF	2,551 SF **Largest**	✓ small
Days on market	46 days	48 days	44 days **Fastest**	63 days **Slowest**	✓ small
Discount from original list	8.9% **Biggest**	7.5%	6.5% **Smallest**	7.1%	✓ small
Price cut before sale	49%	55%	52%	59%	unclear
Seller paid closing costs or repairs	59%	68%	63%	62%	unclear
Has a view	58% **Most**	42%	45%	42% **Fewest**	✓ small

5.3 Homes built after 2019 sell for about $37K (7%) more than homes built before 2002



The average is **$590K** for homes built after 2019 and **$553K** for homes built before 2002. It does not move in a straight line; homes built 2013–2019 are highest. Defined in 8.1.1.

✓ **Real difference** · small

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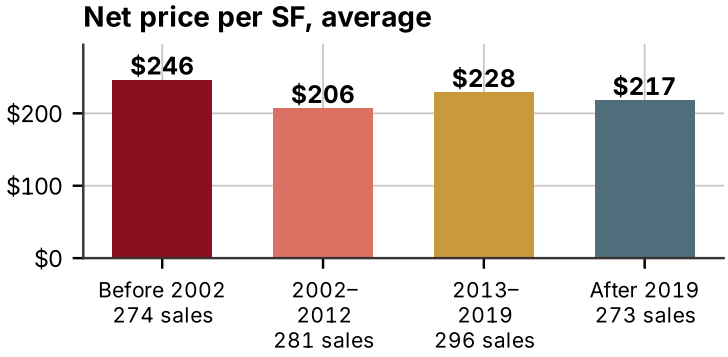
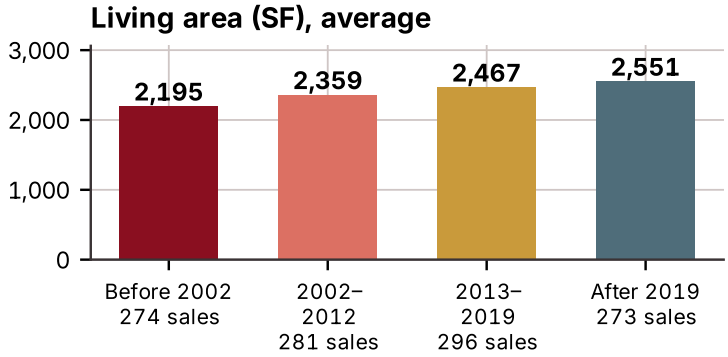
5.4 Homes built after 2019 sell for about $28 per SF (12%) less than homes built before 2002



The average is **$217 per SF** for homes built after 2019 and **$246 per SF** for homes built before 2002. It does not move in a straight line; homes built before 2002 are highest. Defined in 8.1.2.

✓ **Real difference** · small

5.5 Homes built after 2019 are about 360 SF (16%) larger than homes built before 2002



The average is **2,551 SF** for homes built after 2019 and **2,195 SF** for homes built before 2002. It rises step by step from the lowest range to the highest. Defined in 8.1.3.

✓ **Real difference** · small

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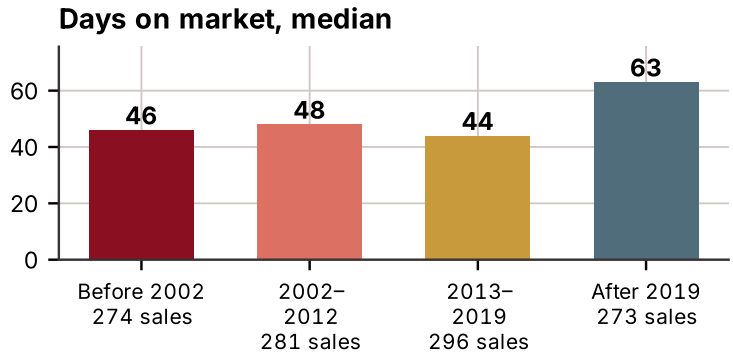
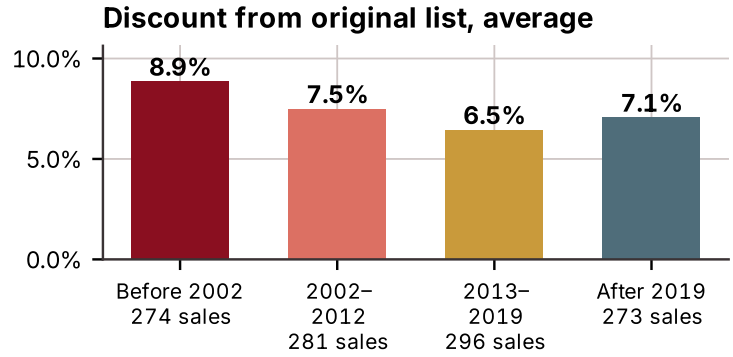
5.6 Homes built after 2019 take 17 days longer to sell than homes built before 2002



The median is **63 days** for homes built after 2019 and **46 days** for homes built before 2002. It does not move in a straight line; homes built after 2019 are highest. Defined in 8.1.5.

✓ **Real difference** · small

5.7 Homes built after 2019 sell about 2 percentage points closer to their first asking price than homes built before 2002



The average is **7.1%** for homes built after 2019 and **8.9%** for homes built before 2002. It does not move in a straight line; homes built before 2002 are highest. Defined in 8.1.6.

✓ **Real difference** · small

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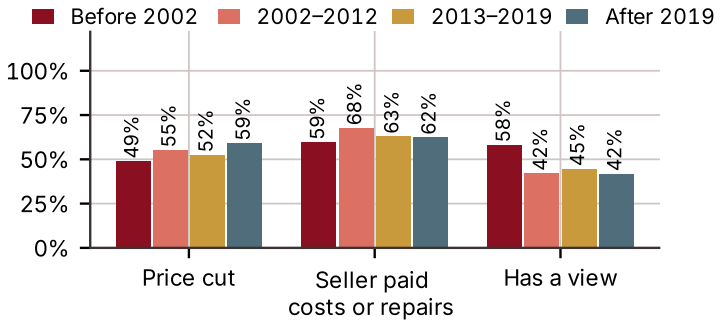
5.8 How often: price cut before sale, seller paid closing costs or repairs, has a view



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

- 59% of homes built after 2019 had a price cut before sale, against 49% of homes built before 2002. Defined in 8.1.7.
- 62% of homes built after 2019 had the seller pay closing costs or repairs, against 59% of homes built before 2002. Defined in 8.1.8.
- 42% of homes built after 2019 have a view, against 58% of homes built before 2002. 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: ✓ **Real difference** · small

5.9 The numbers: price and size

	Before 2002 274 sales	2002–2012 281 sales	2013–2019 296 sales	After 2019 273 sales	All 1,124 sales	Real difference?
Net sale price average	$553,392	$510,057	$619,126	$590,171	$568,802	✓ small
Net price per SF average	$246	$206	$228	$217	$224	✓ small
Living area average	2,195	2,359	2,467	2,551	2,394	✓ small
Year built median	1994	2006	2016	2022	2013	by design

5.10 The numbers: selling

	Before 2002 274 sales	2002–2012 281 sales	2013–2019 296 sales	After 2019 273 sales	All 1,124 sales	Real difference?
Days on market median	46	48	44	63	50	✓ small
Discount from original list average	8.9%	7.5%	6.5%	7.1%	7.4%	✓ small
Price cut before sale	49%	55%	52%	59%	54%	unclear
Seller paid closing costs or repairs	59%	68%	63%	62%	63%	unclear
Has a view	58%	42%	45%	42%	47%	✓ small

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.

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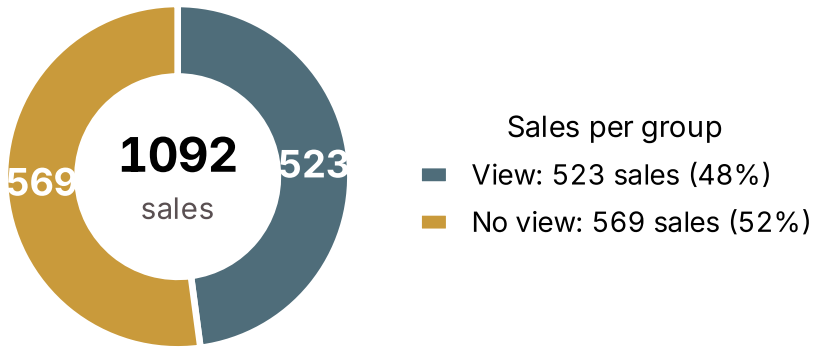
6. View and no view

Resale homes · 1,124 sales · May 27, 2026 – November 22, 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. 32 sales whose MLS view entry is only “See Remarks” are left out.



Bottom line

- Homes with a view sell for about $397K (103%) more than homes without a view.
- Homes with a view sell for about $97 per SF (54%) more than homes without a view.
- Homes with a view are about 580 SF (27%) larger than homes without a view.
- Homes with a view are about 4 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

- Sell for much more.
- Sell for more per square foot.
- Are larger.
- Tend to be older.
- Are less likely to need a price cut.

Homes without a view no view listed

- Sell for much less.
- Sell for less per square foot.
- Are smaller.
- Tend to be newer.
- Are more likely to have had a price cut.

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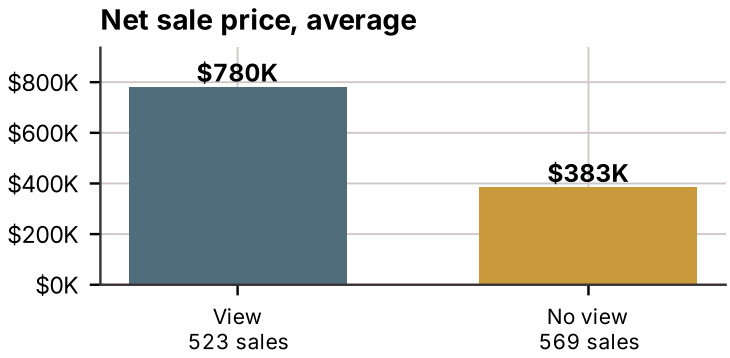
6.2 At a glance

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	$780K **Highest**	$383K **Lowest**	✓ large
Net price per SF	$276 per SF **Highest**	$179 per SF **Lowest**	✓ large
Living area	2,704 SF **Largest**	2,125 SF **Smallest**	✓ medium
Year built	2010 **Oldest**	2014 **Newest**	✓ small
Days on market	46 days	53 days	unclear
Discount from original list	7.3%	7.7%	unclear
Price cut before sale	49% **Fewest**	58% **Most**	✓ negligible
Seller paid closing costs or repairs	61%	65%	unclear

6.3 Homes with a view sell for about $397K (103%) more than homes without a view



The average is **$780K** for homes with a view and **$383K** for homes without a view. Defined in 8.1.1.

✓ **Real difference** · large

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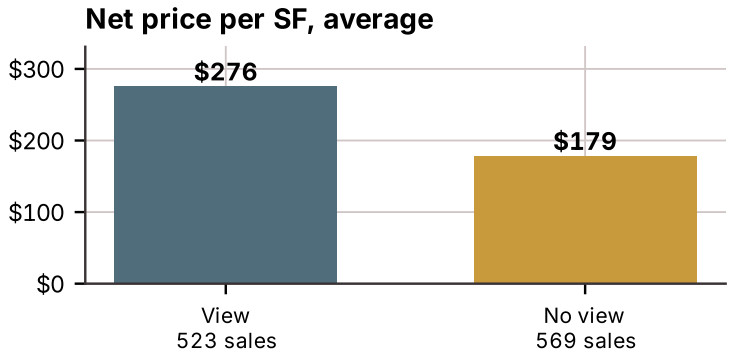
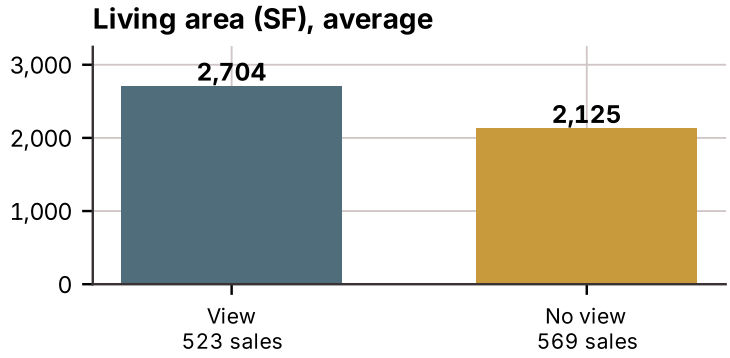
6.4 Homes with a view sell for about $97 per SF (54%) more than homes without a view



The average is **$276 per SF** for homes with a view and **$179 per SF** for homes without a view. Defined in 8.1.2.

✓ **Real difference** · large

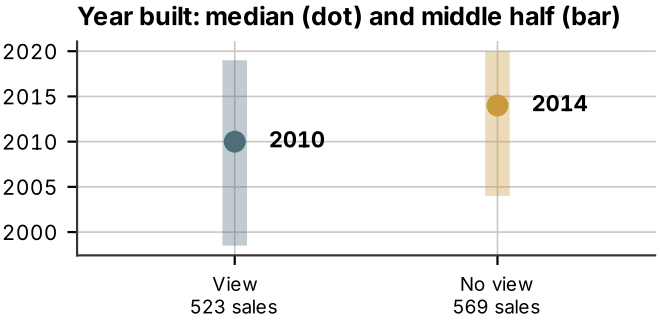
6.5 Homes with a view are about 580 SF (27%) larger than homes without a view



The average is **2,704 SF** for homes with a view and **2,125 SF** for homes without a view. Defined in 8.1.3.

✓ **Real difference** · medium

6.6 Homes with a view are about 4 years older than homes without a view



The median is **2010** for homes with a view and **2014** for homes without a view. Defined in 8.1.4.

✓ **Real difference** · small

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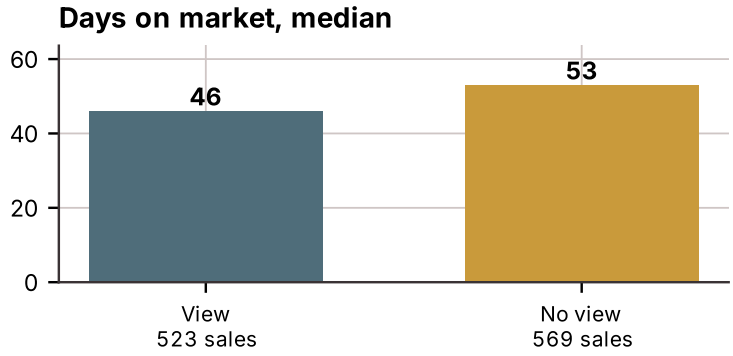
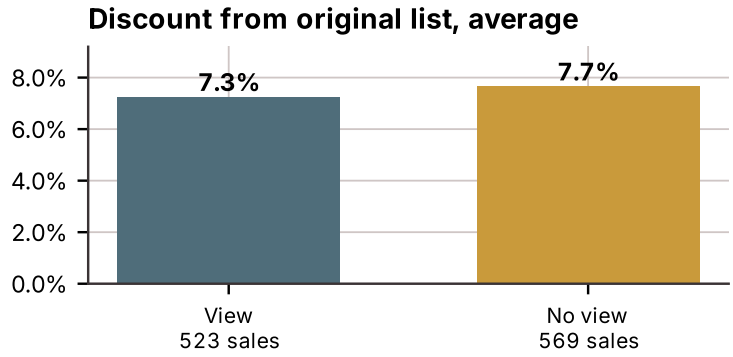
6.7 Days on market: no clear difference



The median is **46 days** for homes with a view and **53 days** for homes without a view. Defined in 8.1.5.

– No clear difference · could be chance

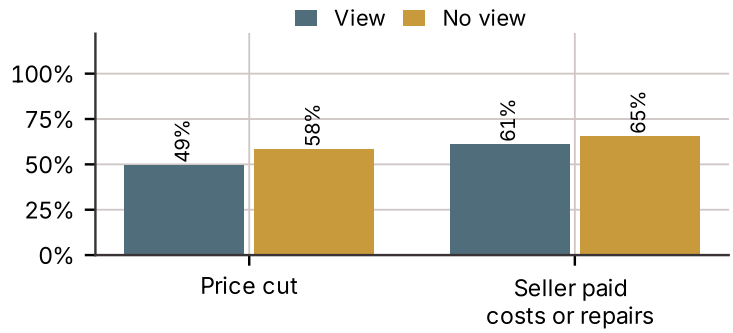
6.8 Discount from original list: no clear difference



The average is **7.3%** for homes with a view and **7.7%** 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.

- 49% of homes with a view had a price cut before sale, against 58% of homes without a view. Defined in 8.1.7.
- 61% of homes with a view had the seller pay closing costs or repairs, against 65% of homes without a view. Defined in 8.1.8.

Price cut before sale: ✓ **Real difference** · negligible

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

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6.10 The numbers: price and size

	View 523 sales	No view 569 sales	All 1,092 sales	Real difference?
Net sale price average	$779,918	$383,371	$573,292	✓ large
Net price per SF average	$276	$179	$225	✓ large
Living area average	2,704	2,125	2,402	✓ medium
Year built median	2010	2014	2013	✓ small

6.11 The numbers: selling

	View 523 sales	No view 569 sales	All 1,092 sales	Real difference?
Days on market median	46	53	50	unclear
Discount from original list average	7.3%	7.7%	7.5%	unclear
Price cut before sale	49%	58%	54%	✓ negligible
Seller paid closing costs or repairs	61%	65%	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.

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7. New construction

Basic statistics · 961 sales · May 27, 2026 – November 22, 2026

Homes sold new by the builder in the same 180 days. They are left out of every other section and shown here as basic figures only: 961 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 Hays County.

Measure	Average	Median
Sales		961
Net sale price	**$376,273**	$321,586
Net price per SF	**$175**	$171
Living area (SF)	**2,087**	1,950
Days on market	**101**	75
Discount from original list	**10.1%**	9.6%
Price cut before sale		69% of sales
Seller paid closing costs or repairs		72% of sales
Year built		2020–2026

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

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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 1,124 resale sales. Average $568,802; median $411,218; standard deviation $497,957; middle half (25th–75th percentile) $295,000–$696,332; lowest $85,000, highest $8,000,000. 709 sales had a seller payment; their median payment was $6,500.

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 1,124 resale sales. Average $224; median $196; standard deviation $106; middle half (25th–75th percentile) $158–$263; lowest $74, highest $1,251.

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 1,124 resale sales. Average 2,394; median 2,208; standard deviation 927; middle half (25th–75th percentile) 1,739–2,846; lowest 477, highest 8,451.

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 1,124 resale sales. Average 2008; median 2013; standard deviation 16; middle half (25th–75th percentile) 2002–2019; lowest 1900, highest 2026.

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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	1,124 resale sales. Average 79; median 50; standard deviation 94; middle half (25th–75th percentile) 19–103; lowest 0, highest 1,100. 9 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	1,124 resale sales. Average 7.4%; median 6.0%; standard deviation 7.1%; middle half (25th–75th percentile) 2.8%–10.4%; lowest −25.6%, highest 58.1%. 42 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	605 of 1,124 resale sales (53.8%).

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	709 of 1,124 resale sales (63.1%).

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	523 sales with a view, 569 without, 32 unclassified. Most common View entries: None 355, Neighborhood 341, Trees/Woods 266, Hill Country 257, Park/Greenbelt 180, Panoramic 59, See Remarks 51, Rural 45.

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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 2026-11-23 12:45 UTC), every field. Filter: StandardStatus = Closed, PropertyType = Residential, CountyOrParish = Hays.

The data Pulled November 23, 2026: 4,361 closed Hays County records over the prior year. Cities: Kyle (1,384); Buda (764); San Marcos (735); Dripping Springs (569); Austin (323); Wimberley (222); and 7 more. ZIP codes: 13, the most sales in 78640, 78610, 78666, 78620, 78737, 78676.

8.2.2 Study window

In simple terms The most recent 180 days of closed sales: recent enough to describe today's market, long enough to give each group plenty of sales.

Statistically CloseDate from May 27, 2026 to November 22, 2026 inclusive.

The data 2,085 single-family sales in the window: 1,124 resale, 961 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 1,124 resale; 961 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 72 sale(s) other than single-family homes (condo, townhome and similar); 9 sale(s) with concessions above 10% of price; 5 sale(s) with no original list price

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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 $295K”.

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 $295K: $85,000–$295,000 (283 sales); $295K–$411K: $295,058–$411,035 (279 sales); $411K–$696K: $411,400–$696,110 (281 sales); Over $696K: $697,000–$8,000,000 (281 sales)
Quartiles by living area: Under 1,739 SF: 477–1,738 SF (281 sales); 1,739–2,208 SF: 1,739–2,208 SF (281 sales); 2,209–2,846 SF: 2,209–2,846 SF (281 sales); Over 2,846 SF: 2,847–8,451 SF (281 sales)
Quartiles by year built: Before 2002: 1900–2001 (274 sales); 2002–2012: 2002–2012 (281 sales); 2013–2019: 2013–2019 (296 sales); After 2019: 2020–2026 (273 sales)
View and no view: View: MLS lists a view (523 sales); No view: None or Neighborhood (569 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 $568,802, median $411,218. Days on market: average 79, median 50: 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.

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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 19 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.

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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 = 663.98	3	< 0.0001	p < 0.0063	**Yes**	$\varepsilon^2 = 0.591$	large
Living area	Kruskal–Wallis	H = 631.99	3	< 0.0001	p < 0.0063	**Yes**	$\varepsilon^2 = 0.563$	large
Year built	Kruskal–Wallis	H = 6.49	3	0.0899	p < 0.0063	**Unclear**	$\varepsilon^2 = 0.006$	negligible
Days on market	Kruskal–Wallis	H = 0.60	3	0.8968	p < 0.0063	**Unclear**	$\varepsilon^2 = 0.001$	negligible
Discount from original list	Kruskal–Wallis	H = 25.66	3	< 0.0001	p < 0.0063	**Yes**	$\varepsilon^2 = 0.023$	small
Price cut before sale	Chi-square	$\chi^2 = 5.71$	3	0.1265	p < 0.0063	**Unclear**	Cramér's V = 0.071	negligible
Seller paid closing costs or repairs	Chi-square	$\chi^2 = 9.41$	3	0.0243	p < 0.0063	**Unclear**	Cramér's V = 0.091	negligible
Has a view	Chi-square	$\chi^2 = 320.16$	3	< 0.0001	p < 0.0063	**Yes**	Cramér's V = 0.534	large

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 = 644.18	3	< 0.0001	p < 0.0063	**Yes**	$\varepsilon^2 = 0.574$	large
Net price per SF	Kruskal–Wallis	H = 104.37	3	< 0.0001	p < 0.0063	**Yes**	$\varepsilon^2 = 0.093$	medium
Year built	Kruskal–Wallis	H = 32.90	3	< 0.0001	p < 0.0063	**Yes**	$\varepsilon^2 = 0.029$	small
Days on market	Kruskal–Wallis	H = 3.00	3	0.3918	p < 0.0063	**Unclear**	$\varepsilon^2 = 0.003$	negligible
Discount from original list	Kruskal–Wallis	H = 3.22	3	0.3584	p < 0.0063	**Unclear**	$\varepsilon^2 = 0.003$	negligible
Price cut before sale	Chi-square	$\chi^2 = 1.90$	3	0.5932	p < 0.0063	**Unclear**	Cramér's V = 0.041	negligible
Seller paid closing costs or repairs	Chi-square	$\chi^2 = 1.75$	3	0.6251	p < 0.0063	**Unclear**	Cramér's V = 0.039	negligible
Has a view	Chi-square	$\chi^2 = 105.09$	3	< 0.0001	p < 0.0063	**Yes**	Cramér's V = 0.306	medium

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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 = 13.79	3	0.0032	p < 0.0063	**Yes**	ε^2 = 0.012	small
Net price per SF	Kruskal–Wallis	H = 37.77	3	< 0.0001	p < 0.0063	**Yes**	ε^2 = 0.034	small
Living area	Kruskal–Wallis	H = 32.53	3	< 0.0001	p < 0.0063	**Yes**	ε^2 = 0.029	small
Days on market	Kruskal–Wallis	H = 13.66	3	0.0034	p < 0.0063	**Yes**	ε^2 = 0.012	small
Discount from original list	Kruskal–Wallis	H = 12.38	3	0.0062	p < 0.0063	**Yes**	ε^2 = 0.011	small
Price cut before sale	Chi-square	χ^2 = 6.04	3	0.1098	p < 0.0063	**Unclear**	Cramér's V = 0.073	negligible
Seller paid closing costs or repairs	Chi-square	χ^2 = 4.08	3	0.2526	p < 0.0063	**Unclear**	Cramér's V = 0.060	negligible
Has a view	Chi-square	χ^2 = 19.83	3	0.0002	p < 0.0063	**Yes**	Cramér's V = 0.133	small

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 = 240,699.00	—	< 0.0001	p < 0.0063	**Yes**	rank-biserial r = 0.618	large
Net price per SF	Mann–Whitney U	U = 239,214.50	—	< 0.0001	p < 0.0063	**Yes**	rank-biserial r = 0.608	large
Living area	Mann–Whitney U	U = 202,320.00	—	< 0.0001	p < 0.0063	**Yes**	rank-biserial r = 0.360	medium
Year built	Mann–Whitney U	U = 131,341.50	—	0.0008	p < 0.0063	**Yes**	rank-biserial r = 0.117	small
Days on market	Mann–Whitney U	U = 141,919.00	—	0.1867	p < 0.0063	**Unclear**	rank-biserial r = 0.046	negligible
Discount from original list	Mann–Whitney U	U = 139,631.00	—	0.0784	p < 0.0063	**Unclear**	rank-biserial r = 0.062	negligible
Price cut before sale	Chi-square	χ^2 = 8.23	1	0.0041	p < 0.0063	**Yes**	Cramér's V = 0.087	negligible
Seller paid closing costs or repairs	Chi-square	χ^2 = 2.26	1	0.1323	p < 0.0063	**Unclear**	Cramér's V = 0.046	negligible

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8.4 Data notes

Left out of the analysis: 961 new-construction sales (basic statistics only, section 7); 72 sale(s) other than single-family homes (condo, townhome and similar); 9 sale(s) with concessions above 10% of price; 5 sale(s) with no original list price. Statistics: Python, NumPy 2.5.3, SciPy 1.18.1.

8.5 References

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This is a market study of closed sales, not an appraisal or an opinion of value for any home. The analysis covers 1,124 closed MLS resale sales; the 961 new-construction sales appear only in their own section, as basic statistics. Sale and listing data: ABOR MLS via secure APIs, pulled November 23, 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.

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