ALEX

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ALEX Real Estate *genius real estate* | ALEX Intelligence *deep intelligence* | ALEX Institute *earned mastery* | ALEX Invest *invest together* | ALEX Cares *purposeful philanthropy*

Kissing Tree market statistics

San Marcos, TX 78666

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

Prepared for Buyers, sellers and agents

Prepared by ALEX Real Estate

Market Statistics · Closed Sales

Version 14.455

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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, OCT 2025 TO SEP 2026	MEDIAN NET SALE PRICE	MEDIAN NET PRICE PER SF	MEDIAN DAYS ON MARKET
725	$307,000	$172	71 days
single-family homes · ZIP 78666	average $365,561	average $183	average 102 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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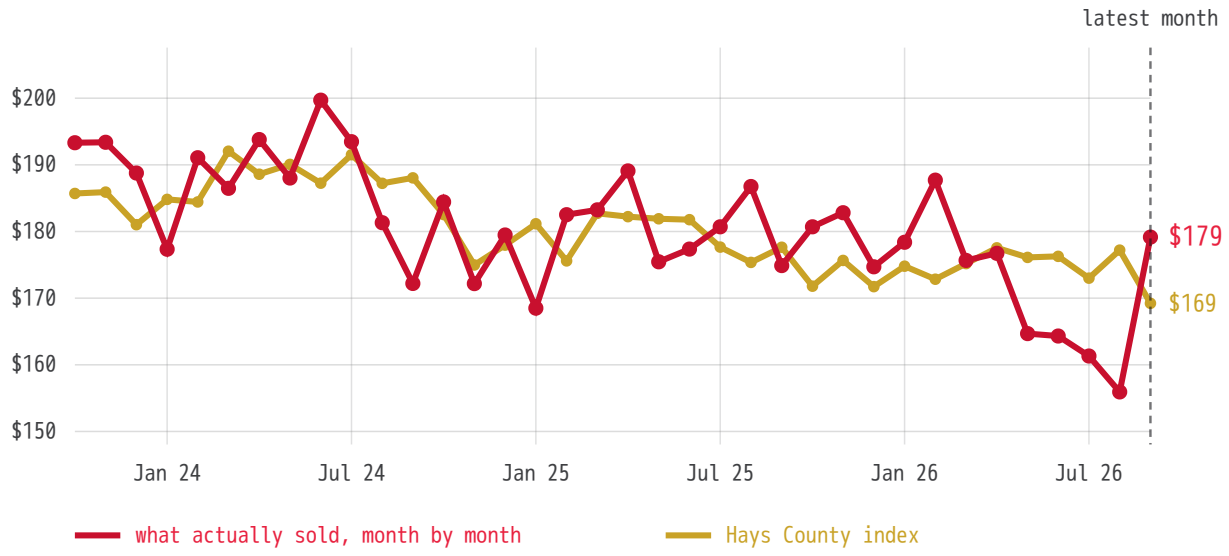
HOW THIS AREA IS MEASURED

ZIP 78666 recorded 2,506 closed sales over the period, a median of 70 per month. That is enough for a monthly series, so these charts are monthly and each month is set against the same month a year earlier.

1. WHERE THIS MARKET HAS BEEN GOING

ZIP 78666 · single-family homes · median net price per square foot



The gold line is the Hays County index ALEX uses to bring every comparable sale to today. Over the twelve months to September 2026 it moved −4.7%.

NOW Jul–Sep 2026: $165 a square foot, against $181 a square foot in Jul–Sep 2025 — prices are lower than a year ago.

There are currently 373 single-family homes for sale in ZIP 78666, against a recent selling rate of about 60 a month. At that rate it would take 6.2 months to sell every home now on the market.

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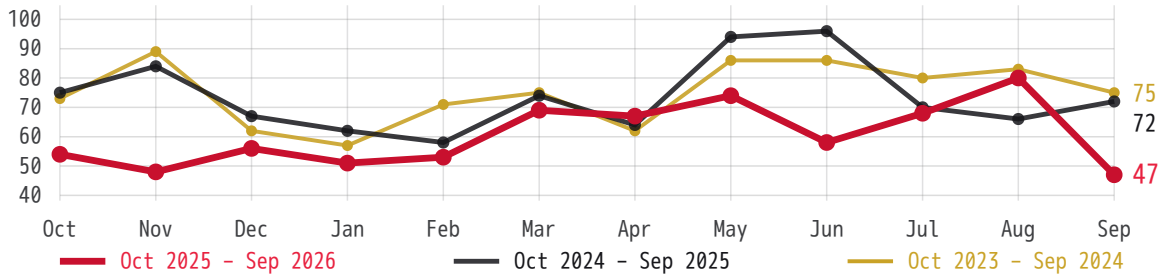
TEN MEASURES

ZIP 78666 · single-family homes · through September 2026 · prices are net sale prices

2. Sales closed

How many homes sold in each period

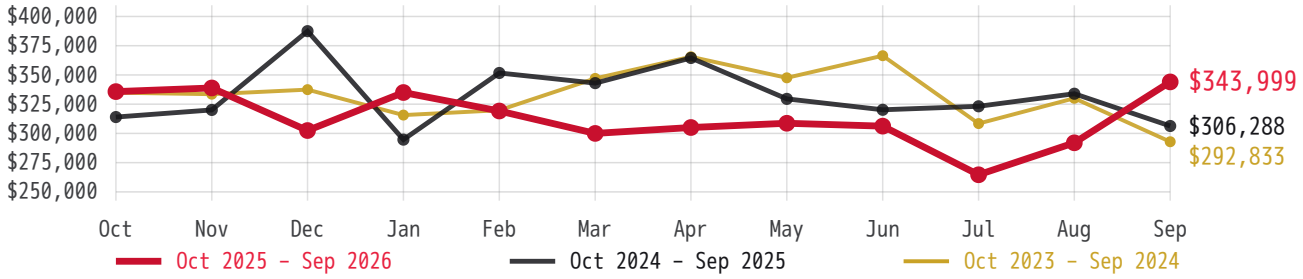


The number of homes that changed hands. When this falls, every other measure on this page rests on fewer sales and varies more from period to period.

NOW Jul–Sep 2026: 195 sales, against 208 sales in Jul–Sep 2025 — fewer homes are selling than a year ago.

3. 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 Jul–Sep 2026: $300,169, against $321,138 in Jul–Sep 2025 — prices are lower than a year ago.

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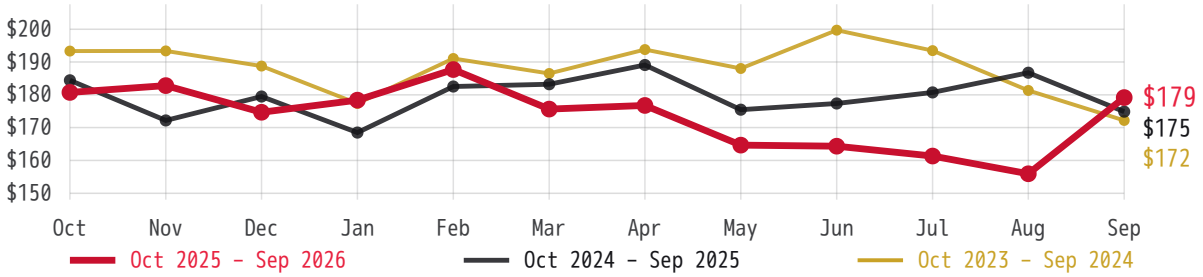
4. Median net price per square foot

The same net price, divided by living area

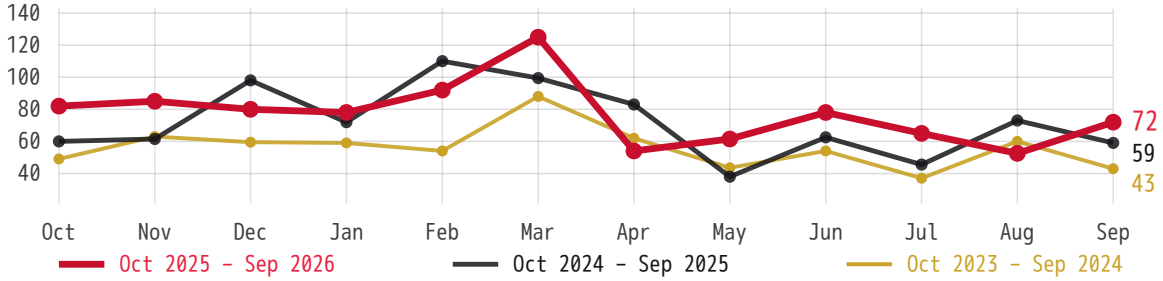


Price per square foot lets a large house and a small one be compared on the same scale. It is the measure the valuation is built on.

> NOW Jul–Sep 2026: $165 a square foot, against $181 a square foot in Jul–Sep 2025 — prices are lower than a year ago.

5. 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 Jul–Sep 2026: 63 days, against 59 days in Jul–Sep 2025 — about the same as a year earlier.

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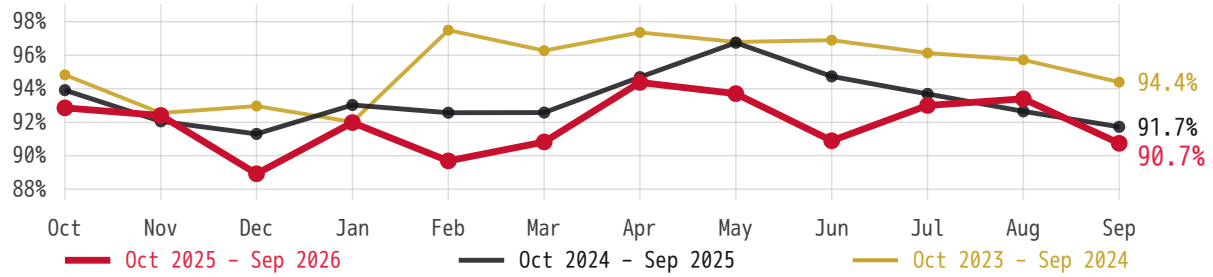
6. Sale price as a share of the first asking price

The median closing price as a percentage of the original asking price

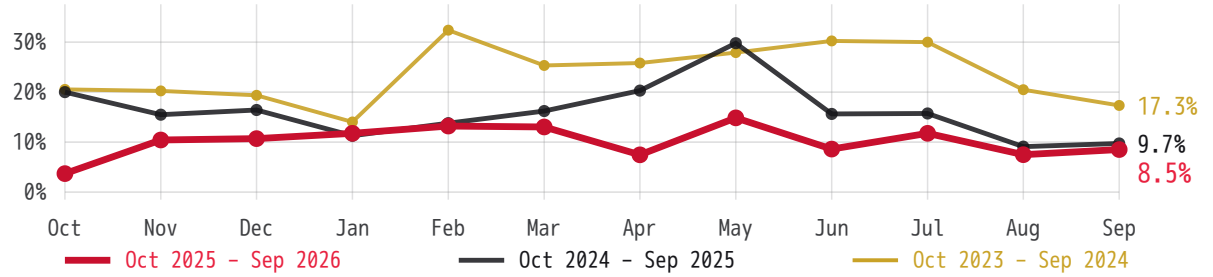


One hundred percent means the home sold for exactly its first asking price. Ninety percent means the seller accepted ten percent less than that price.

> NOW Jul–Sep 2026: 92.4%, against 92.7% in Jul–Sep 2025 — about the same as a year earlier.

7. 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 Jul–Sep 2026: 9.3%, against 11.5% in Jul–Sep 2025 — fewer sellers are getting their full asking price.

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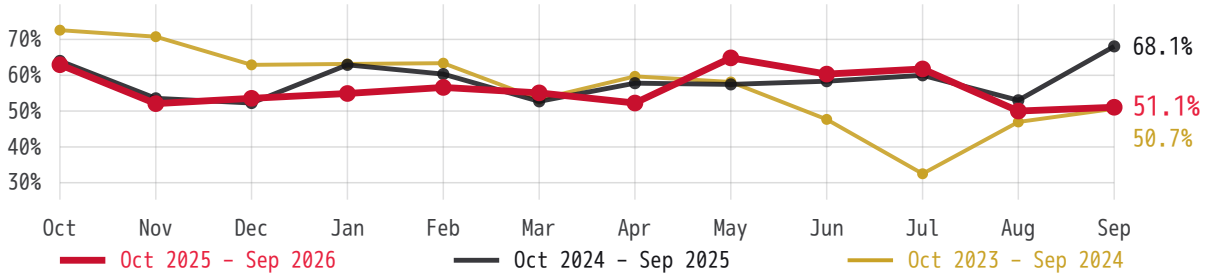
8. % Seller Concession

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

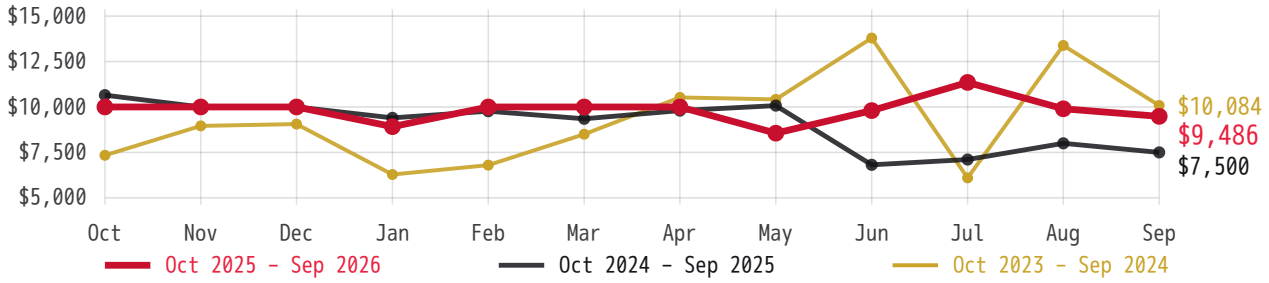


When a seller pays part of the buyer's closing costs, that discount does not show up in the recorded sale price. It is common here, so a gross sale price can overstate what comparable sellers actually received.

> NOW Jul–Sep 2026: 54.3%, against 60.4% in Jul–Sep 2025 — fewer sellers are paying toward buyers' costs.

9. $ 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 Jul–Sep 2026: $10,246, against $7,535 in Jul–Sep 2025 — those payments are larger than a year ago.

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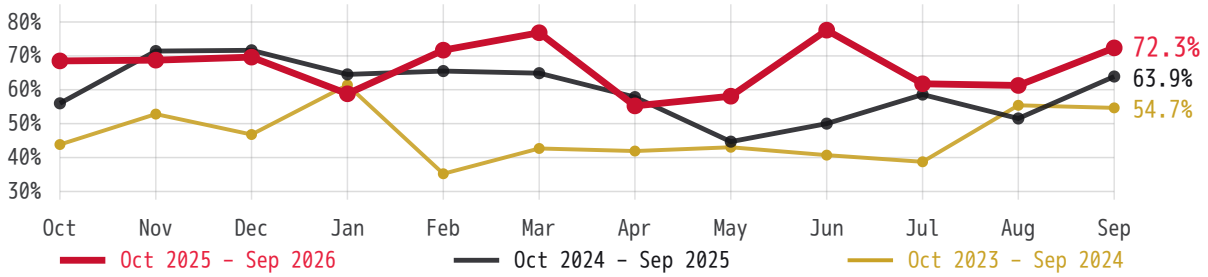
10. Share that cut the price before selling

How often the asking price was lowered before the sale

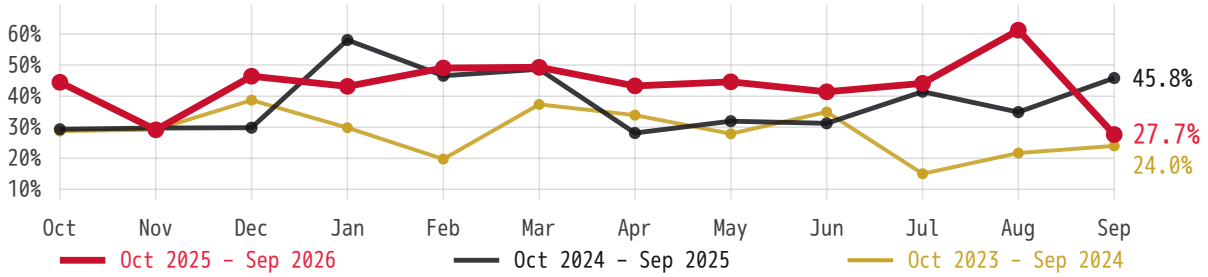


The percentage of sold homes whose final asking price was below their first asking price, meaning the price was reduced at least once before the sale.

> NOW Jul–Sep 2026: 65.1%, against 58.0% in Jul–Sep 2025 — more sellers are having to cut their price.

11. Share that were newly built

How much of what sold came from a builder



Builders often compete with incentives and interest-rate buydowns rather than price cuts, and they have no home of their own to move out of. The larger their share of sales, the more a resale seller competes on their terms.

> NOW Jul–Sep 2026: 44.3%, against 40.7% in Jul–Sep 2025 — builders are a larger share of sales.

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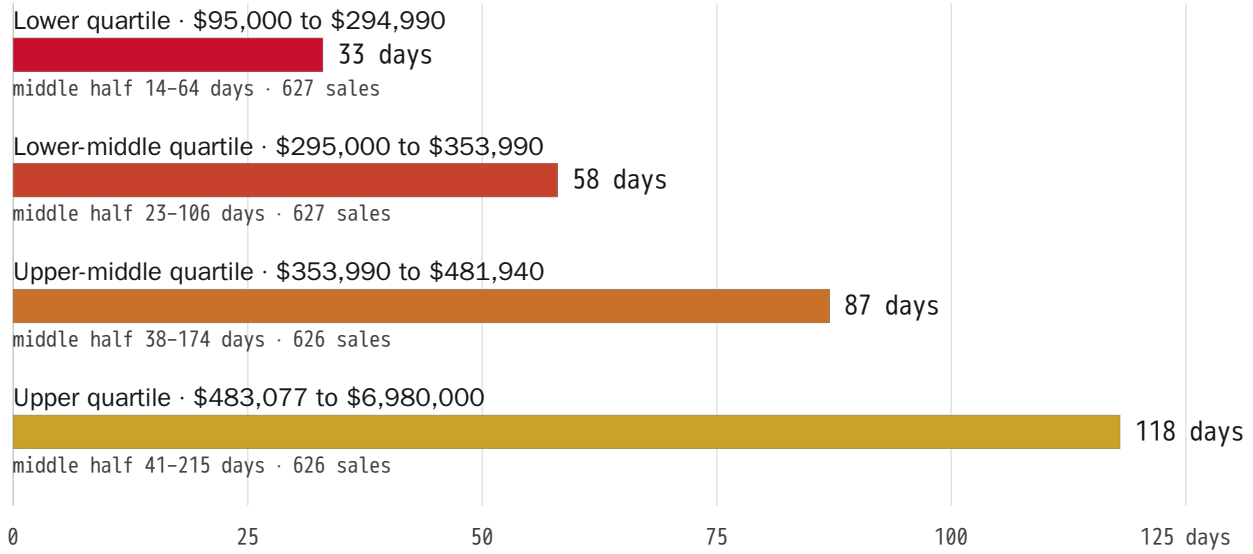
12. How long sales take, by price quartile

Every sale from October 2023 to September 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 85 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.

> NOW Oct 2025–Sep 2026: the lower quartile (up to $280,000) took a median of 52 days and the upper quartile ($480,000 and up) 116 days — higher-priced homes are taking longer to sell.

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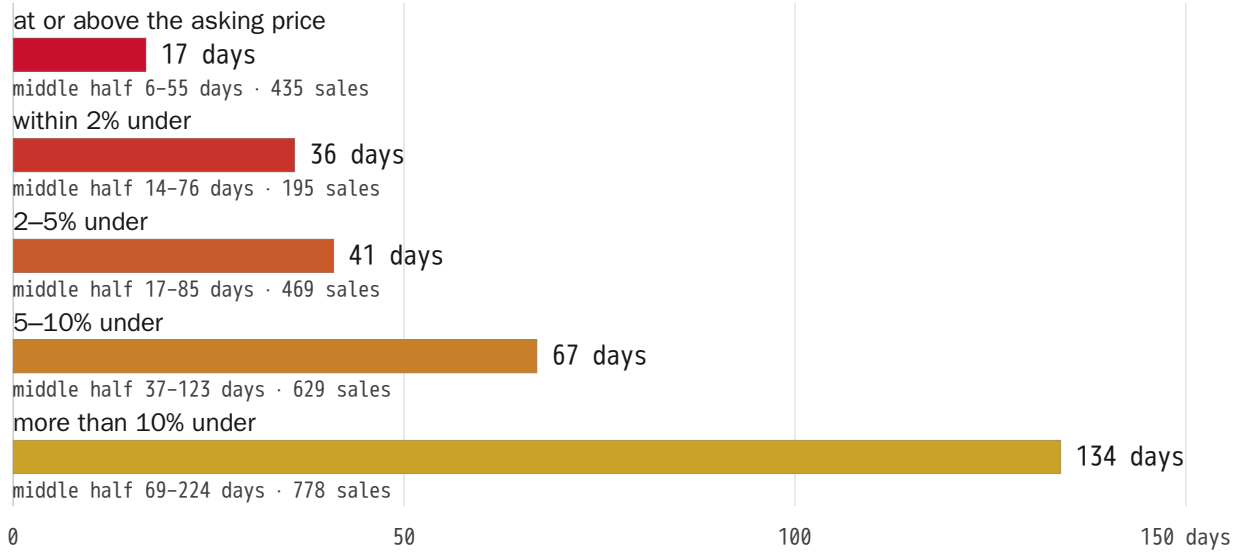
13. How long sales take, by how much was given up

The same sales, October 2023 to September 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.

> NOW Oct 2025–Sep 2026: homes that sold at or above their first asking price took a median of 14 days; those that closed more than 10% under it took 131 days — the more a seller gave up, the longer the sale took.

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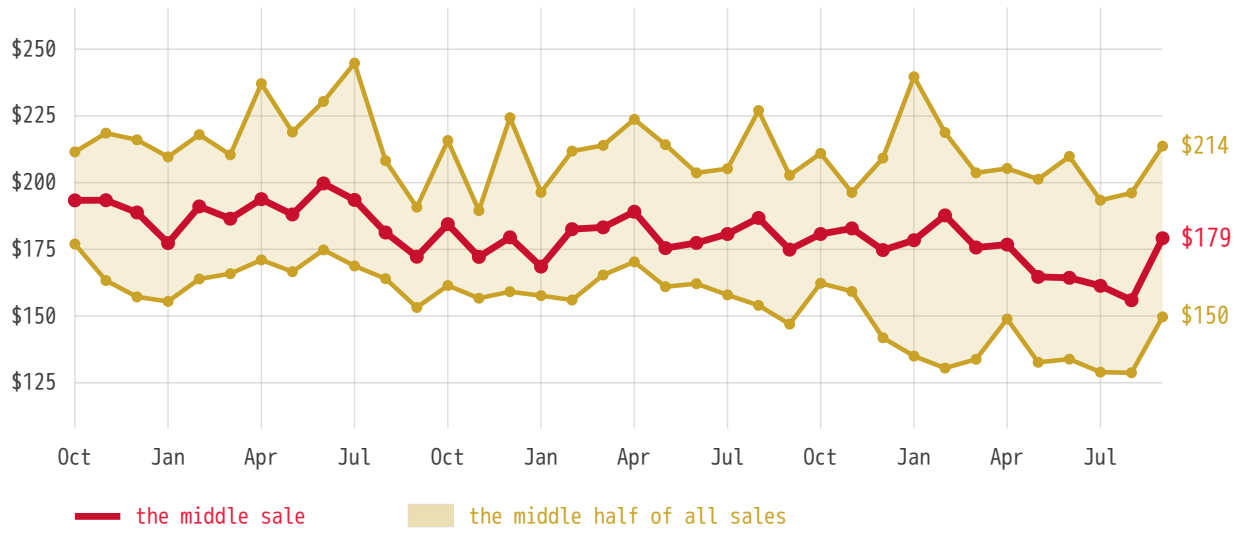
14. The middle half of net prices per square foot

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



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 Jul–Sep 2026: the middle half spanned $65 a square foot, against $59 a square foot in Jul–Sep 2025 — prices are less consistent than a year ago.

+ Click here for details — in the online report, https://alex-companies.com/market-data/tx-hays-san-marcos-kissing-tree-market-statistics-canonical.html · printable PDF: https://alex-companies.com/market-data/tx-hays-san-marcos-kissing-tree-market-statistics-canonical.pdf

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