# San Marcos

Hays County, TX
Resale homes · closed May 28 – Nov 23, 2026
Prepared for Buyers, sellers and agents

Prepared by ALEX Intelligence for ALEX Real Estate
Market Study · Resale Analysis
Version 2.4
November 24, 2026 · 7:16 AM CST

**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 |
|---|---|---|---|
| **164** | **$330,500** | **$185** | **58 days** |
| single-family resale homes | average $394,143 | average $197 | average 95 days |

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# 1. Summary

Resale homes · 164 sales · May 28, 2026 – November 23, 2026

This study looks at the **164 resale homes** sold in San Marcos in the **180 days** to November 23, 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.

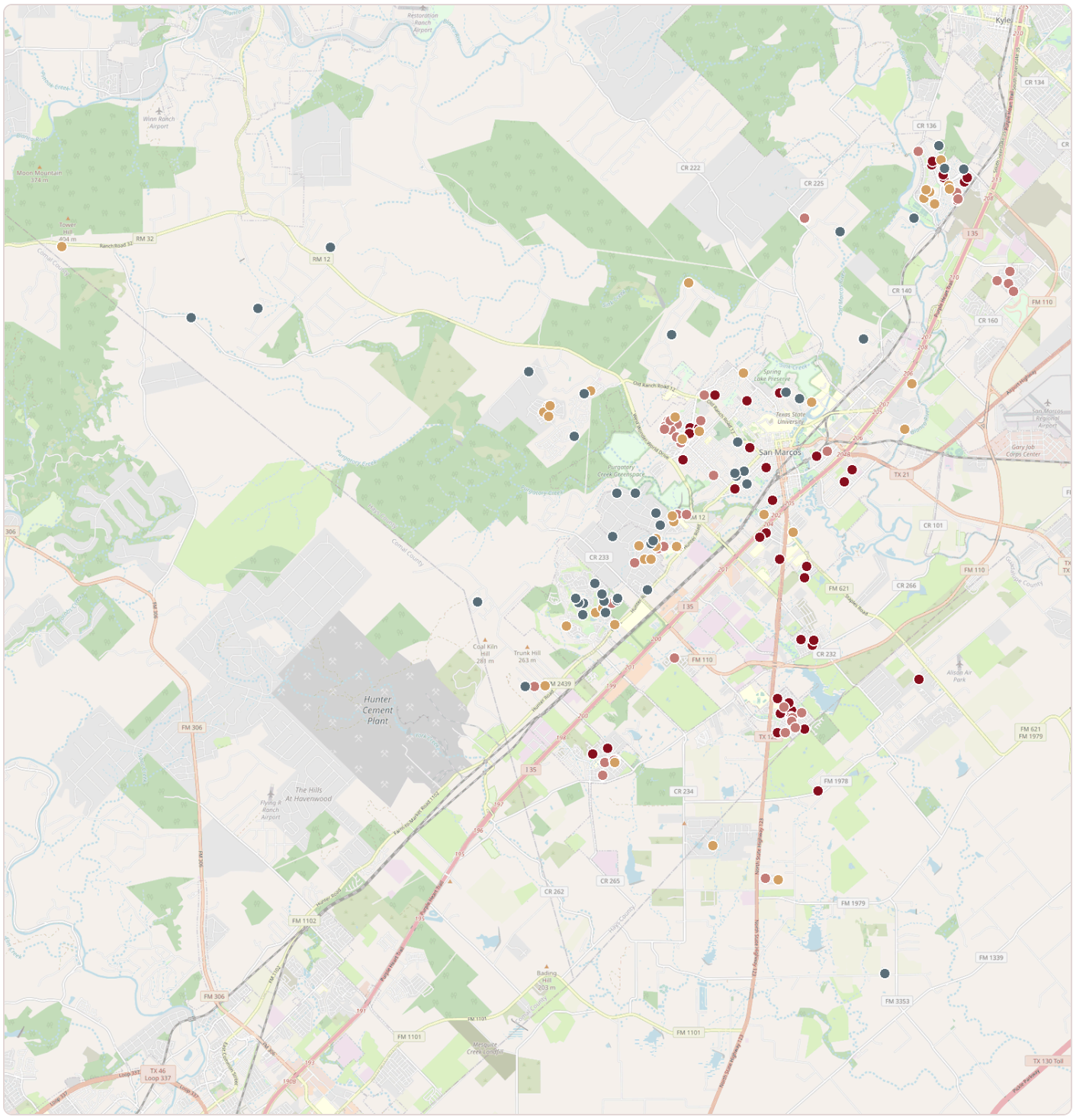
Each comparison has its own section (3–6) with everything about it in one place: the key differences, a table of every measure at a glance, the charts and the numbers.


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# 2. Where the resale homes sold

164 resale homes · colored by price range

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



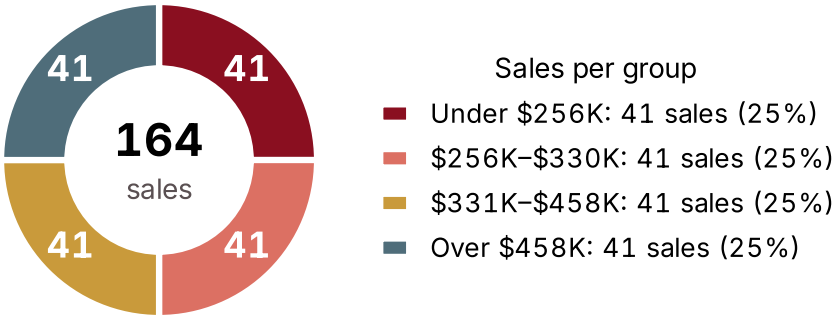

● Under $256K · 41 sales ● $256K–$330K · 41 sales ● $331K–$458K · 41 sales ● Over $458K · 41 sales


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# 3. Quartiles by net sale price

Resale homes · 164 sales · May 28, 2026 – November 23, 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 $458K are about 1,320 SF (97%) larger than homes under $256K.
- 61% of homes over $458K have a view, against 15% of homes under $256K.
- Homes over $458K sell for about $101 per SF (62%) more than homes under $256K.

## 3.1 Key differences

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

Under $256K $256K–$330K $331K–$458K Over $458K

**Higher-priced homes** Over $458K

- Are much larger.
- Are more likely to have a view.
- Sell for more per square foot.

**Lower-priced homes** Under $256K

- Are much smaller.
- Are less likely to have a view.
- Sell for less per square foot.

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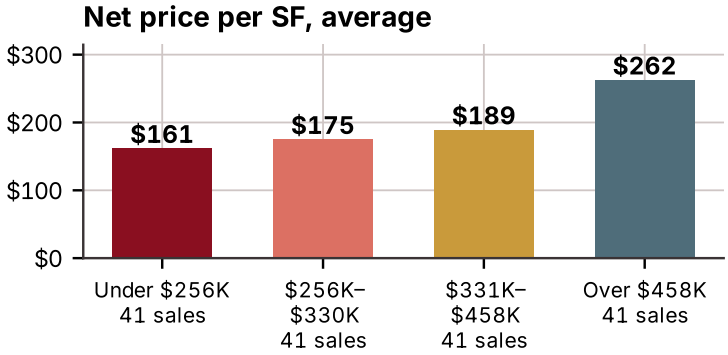
## 3.2 At a glance

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 $256K | $256K–$330K | $331K–$458K | Over $458K | Real difference? |
|---|---|---|---|---|---|
| **Net price per SF** | $161 per SF **Lowest** | $175 per SF | $189 per SF | $262 per SF **Highest** | ✓ large |
| **Living area** | 1,359 SF **Smallest** | 1,746 SF | 2,115 SF | 2,676 SF **Largest** | ✓ large |
| Year built | 2003 | 2017 | 2014 | 2008 | unclear |
| Days on market | 45 days | 66 days | 56 days | 69 days | unclear |
| Discount from original list | 10.8% | 8.1% | 7.4% | 8.9% | unclear |
| Price cut before sale | 51% | 61% | 51% | 56% | unclear |
| Seller paid closing costs or repairs | 46% | 68% | 61% | 34% | unclear |
| **Has a view** | 15% **Fewest** | 22% | 49% | 61% **Most** | ✓ medium |

**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 $458K sell for about $101 per SF (62%) more than homes under $256K

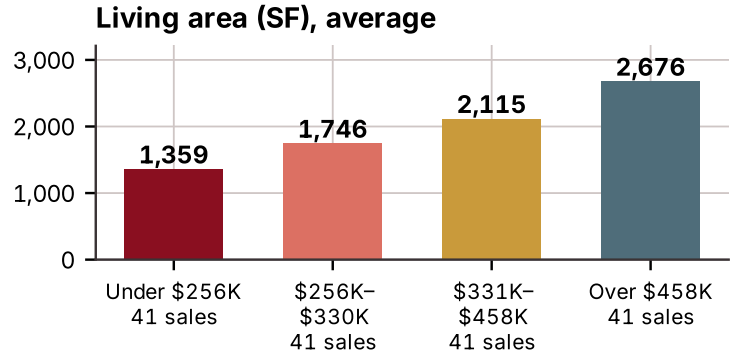



The average is **$262 per SF** for homes over $458K and **$161 per SF** for homes under $256K. It rises step by step from the lowest range to the highest. Defined in 8.1.2.

✓ **Real difference** · large

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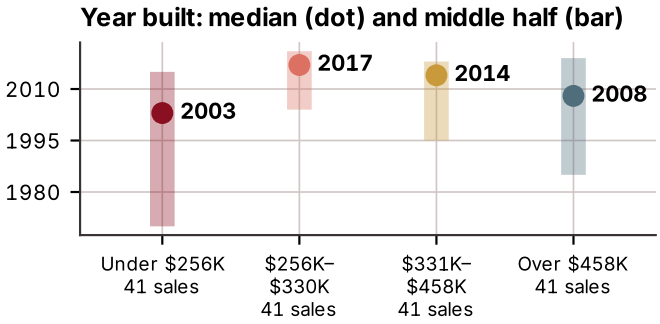
## 3.4 Homes over $458K are about 1,320 SF (97%) larger than homes under $256K




The average is **2,676 SF** for homes over $458K and **1,359 SF** for homes under $256K. It rises step by step from the lowest range to the highest. Defined in 8.1.3.

✓ **Real difference** · large

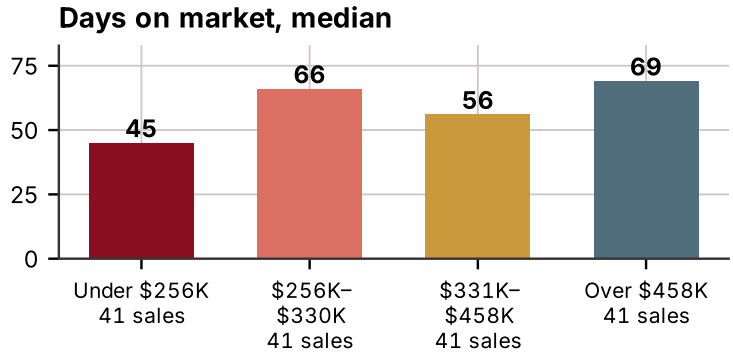
## 3.5 Year built: no clear difference




The median is **2008** for homes over $458K and **2003** for homes under $256K. It does not move in a straight line; homes $256K–$330K are highest. Defined in 8.1.4.

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

## 3.6 Days on market: no clear difference

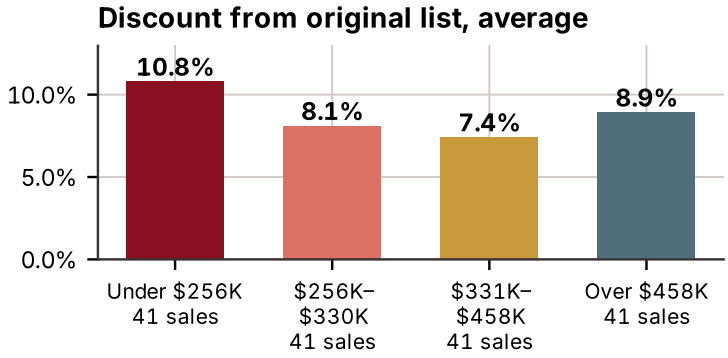



The median is **69 days** for homes over $458K and **45 days** for homes under $256K. It does not move in a straight line; homes over $458K are highest. Defined in 8.1.5.

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

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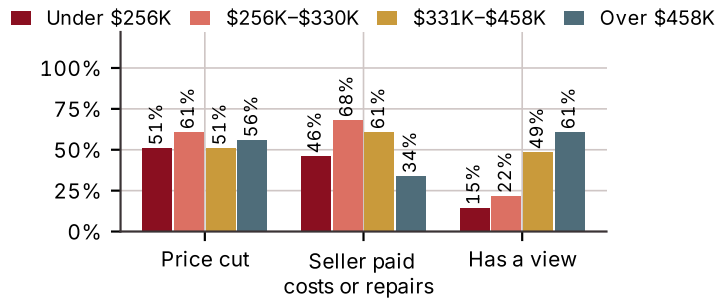
## 3.7 Discount from original list: no clear difference




The average is **8.9%** for homes over $458K and **10.8%** for homes under $256K. It does not move in a straight line; homes under $256K 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.

- 56% of homes over $458K had a price cut before sale, against 51% of homes under $256K. Defined in 8.1.7.
- 34% of homes over $458K had the seller pay closing costs or repairs, against 46% of homes under $256K. Defined in 8.1.8.
- 61% of homes over $458K have a view, against 15% of homes under $256K. 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

## 3.9 The numbers: price and size

| | Under $256K<br>41 sales | $256K–<br>$330K<br>41 sales | $331K–<br>$458K<br>41 sales | Over $458K<br>41 sales | All<br>164 sales | Real difference? |
|---|---|---|---|---|---|---|
| Net sale price average | $205,232 | $294,335 | $389,259 | $687,744 | $394,143 | by design |
| Net price per SF average | $161 | $175 | $189 | $262 | $197 | ✓ large |
| Living area average | 1,359 | 1,746 | 2,115 | 2,676 | 1,974 | ✓ large |
| Year built median | 2003 | 2017 | 2014 | 2008 | 2012 | unclear |


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## 3.10 The numbers: selling

| | Under $256K 41 sales | $256K–$330K 41 sales | $331K–$458K 41 sales | Over $458K 41 sales | All 164 sales | Real difference? |
|---|---|---|---|---|---|---|
| Days on market median | 45 | 66 | 56 | 69 | 58 | unclear |
| Discount from original list average | 10.8% | 8.1% | 7.4% | 8.9% | 8.8% | unclear |
| Price cut before sale | 51% | 61% | 51% | 56% | 55% | unclear |
| Seller paid closing costs or repairs | 46% | 68% | 61% | 34% | 52% | unclear |
| Has a view | 15% | 22% | 49% | 61% | 37% | ✓ medium |

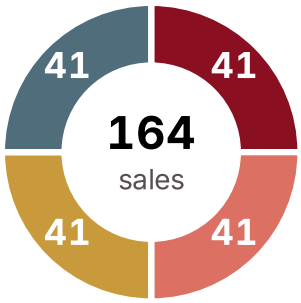
Prices, price per SF, living area and discount are averages; days on market and year built are medians. The test behind each verdict is in 8.3.1.


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# 4. Quartiles by living area

Resale homes · 164 sales · May 28, 2026 – November 23, 2026

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




Sales per group

- Under 1,476 SF: 41 sales (25%)
- 1,476–1,883 SF: 41 sales (25%)
- 1,890–2,300 SF: 41 sales (25%)
- Over 2,300 SF: 41 sales (25%)

**Bottom line**

- Homes over 2,300 SF sell for about $389K (161%) more than homes under 1,476 SF.

## 4.1 Key differences

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

Under 1,476 SF · 1,476–1,883 SF · 1,890–2,300 SF · Over 2,300 SF

**Larger homes** Over 2,300 SF

- Sell for much more.

**Smaller homes** Under 1,476 SF

- Sell for much less.

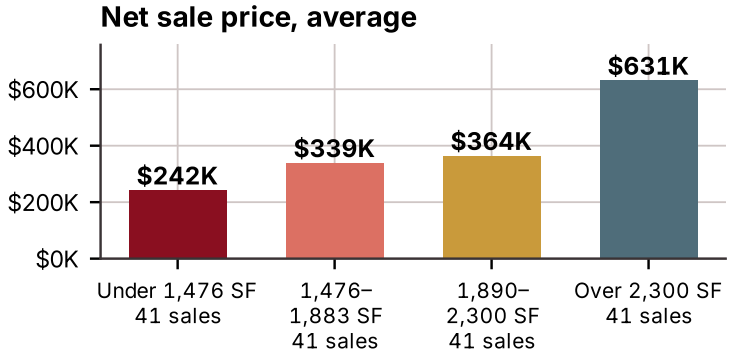
## 4.2 At a glance

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 1,476 SF | 1,476–1,883 SF | 1,890–2,300 SF | Over 2,300 SF | Real difference? |
|---|---|---|---|---|---|
| **Net sale price** | $242K Lowest | $339K | $364K | $631K Highest | ✓ large |
| Net price per SF | $200 per SF | $199 per SF | $175 per SF | $212 per SF | unclear |
| Year built | 2003 | 2012 | 2017 | 2014 | unclear |
| Days on market | 43 days | 67 days | 54 days | 70 days | unclear |
| Discount from original list | 8.4% | 8.7% | 7.2% | 11.1% | unclear |
| Price cut before sale | 49% | 51% | 59% | 61% | unclear |
| Seller paid closing costs or repairs | 63% | 51% | 59% | 37% | unclear |
| Has a view | 20% | 32% | 41% | 54% | unclear |


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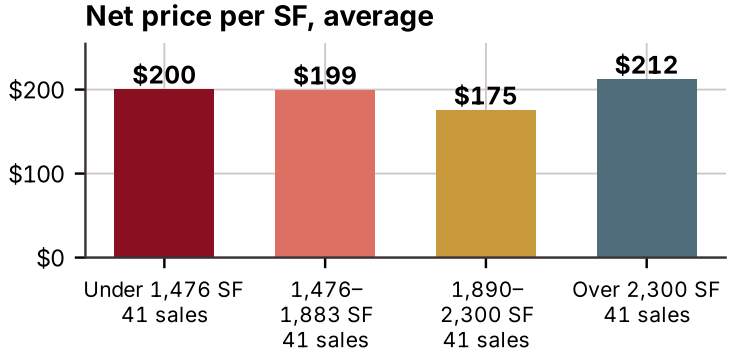
## 4.3 Homes over 2,300 SF sell for about $389K (161%) more than homes under 1,476 SF




The average is **$631K** for homes over 2,300 SF and **$242K** for homes under 1,476 SF. It rises step by step from the lowest range to the highest. Defined in 8.1.1.

✓ **Real difference** · large

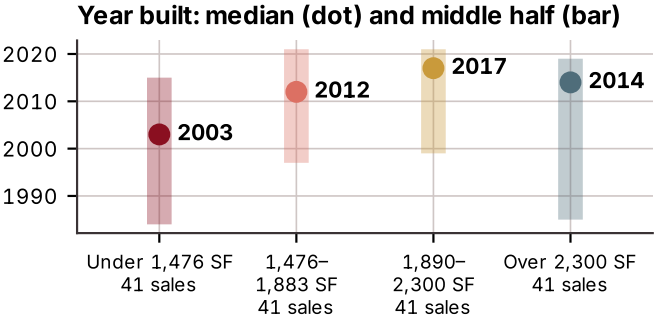
## 4.4 Net price per SF: no clear difference




The average is **$212 per SF** for homes over 2,300 SF and **$200 per SF** for homes under 1,476 SF. It does not move in a straight line; homes over 2,300 SF are highest. Defined in 8.1.2.

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

## 4.5 Year built: no clear difference

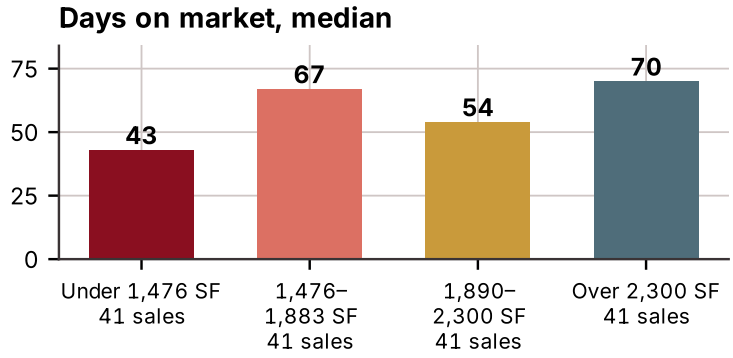



The median is **2014** for homes over 2,300 SF and **2003** for homes under 1,476 SF. It does not move in a straight line; homes 1,890–2,300 SF are highest. Defined in 8.1.4.

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

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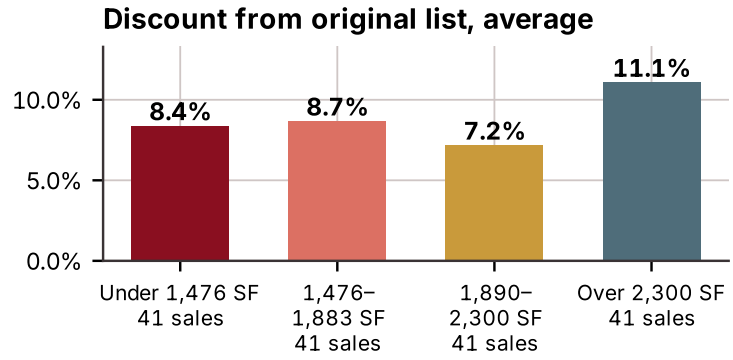
## 4.6 Days on market: no clear difference




The median is **70 days** for homes over 2,300 SF and **43 days** for homes under 1,476 SF. It does not move in a straight line; homes over 2,300 SF are highest. Defined in 8.1.5.

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

## 4.7 Discount from original list: no clear difference

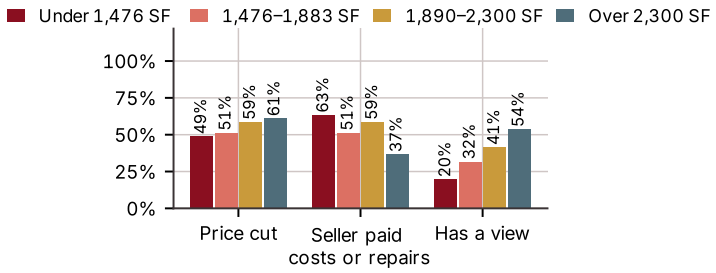



The average is **11.1%** for homes over 2,300 SF and **8.4%** for homes under 1,476 SF. It does not move in a straight line; homes over 2,300 SF are highest. Defined in 8.1.6.

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

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## 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.

- 61% of homes over 2,300 SF had a price cut before sale, against 49% of homes under 1,476 SF. Defined in 8.1.7.
- 37% of homes over 2,300 SF had the seller pay closing costs or repairs, against 63% of homes under 1,476 SF. Defined in 8.1.8.
- 54% of homes over 2,300 SF have a view, against 20% of homes under 1,476 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 1,476 SF 41 sales | 1,476–1,883 SF 41 sales | 1,890–2,300 SF 41 sales | Over 2,300 SF 41 sales | All 164 sales | Real difference? |
|---|---|---|---|---|---|---|
| Net sale price average | $242,082 | $339,158 | $364,344 | $630,987 | $394,143 | ✓ large |
| Net price per SF average | $200 | $199 | $175 | $212 | $197 | unclear |
| Living area average | 1,218 | 1,696 | 2,077 | 2,905 | 1,974 | by design |
| Year built median | 2003 | 2012 | 2017 | 2014 | 2012 | unclear |

## 4.10 The numbers: selling

| | Under 1,476 SF 41 sales | 1,476–1,883 SF 41 sales | 1,890–2,300 SF 41 sales | Over 2,300 SF 41 sales | All 164 sales | Real difference? |
|---|---|---|---|---|---|---|
| Days on market median | 43 | 67 | 54 | 70 | 58 | unclear |
| Discount from original list average | 8.4% | 8.7% | 7.2% | 11.1% | 8.8% | unclear |
| Price cut before sale | 49% | 51% | 59% | 61% | 55% | unclear |
| Seller paid closing costs or repairs | 63% | 51% | 59% | 37% | 52% | unclear |
| Has a view | 20% | 32% | 41% | 54% | 37% | unclear |

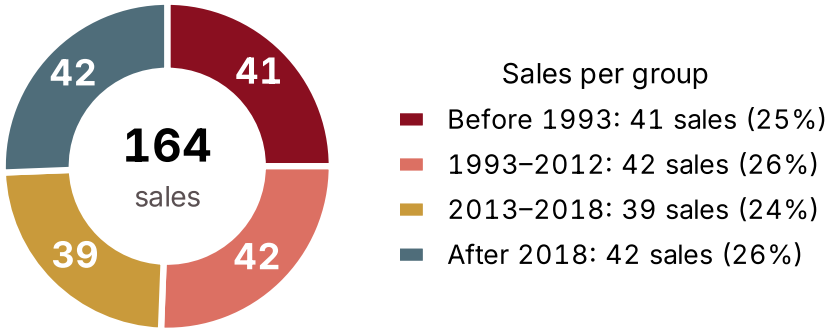
Prices, price per SF, living area and discount are averages; days on market and year built are medians. The test behind each verdict is in 8.3.2.


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# 5. Quartiles by year built

Resale homes · 164 sales · May 28, 2026 – November 23, 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.

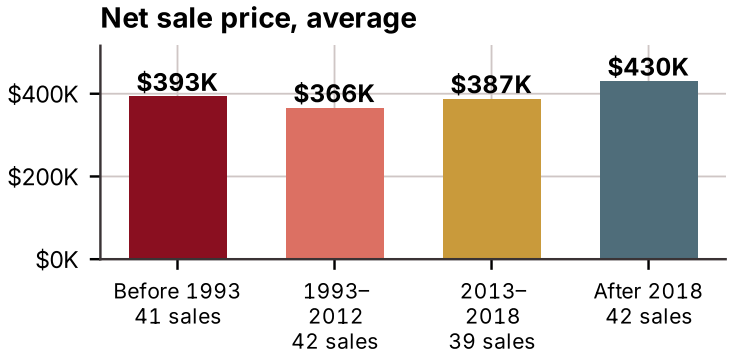
## 5.2 At a glance

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 1993 | 1993–2012 | 2013–2018 | After 2018 | Real difference? |
|---|---|---|---|---|---|
| Net sale price | $393K | $366K | $387K | $430K | unclear |
| Net price per SF | $197 per SF | $199 per SF | $192 per SF | $198 per SF | unclear |
| Living area | 1,998 SF | 1,828 SF | 1,976 SF | 2,095 SF | unclear |
| Days on market | 39 days | 55 days | 83 days | 59 days | unclear |
| Discount from original list | 9.8% | 8.7% | 8.5% | 8.3% | unclear |
| Price cut before sale | 41% | 57% | 56% | 64% | unclear |
| Seller paid closing costs or repairs | 54% | 43% | 62% | 52% | unclear |
| Has a view | 41% | 36% | 33% | 36% | unclear |


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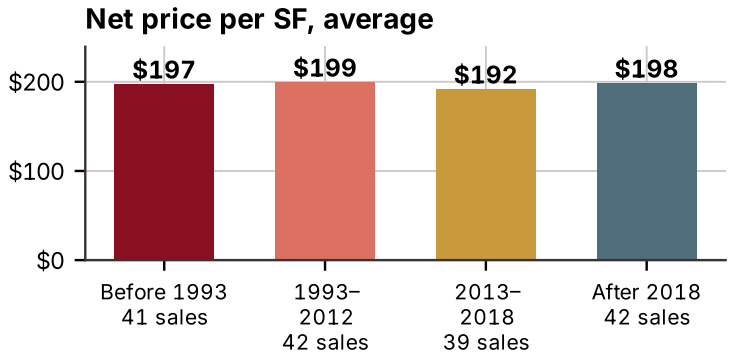
## 5.3 Net sale price: no clear difference




The average is **$430K** for homes built after 2018 and **$393K** for homes built before 1993. It does not move in a straight line; homes built after 2018 are highest. Defined in 8.1.1.

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

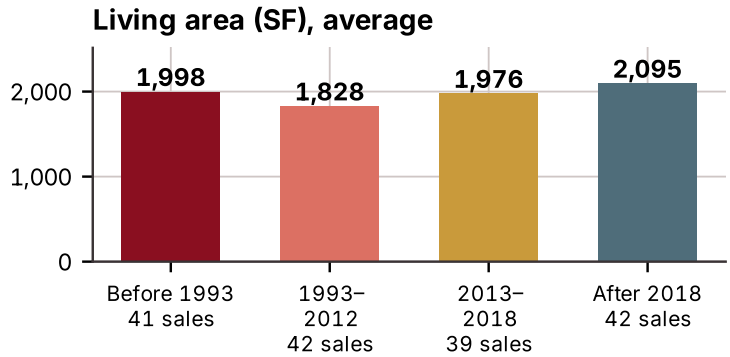
## 5.4 Net price per SF: no clear difference




The average is **$198 per SF** for homes built after 2018 and **$197 per SF** for homes built before 1993. It does not move in a straight line; homes built 1993–2012 are highest. Defined in 8.1.2.

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

## 5.5 Living area: no clear difference

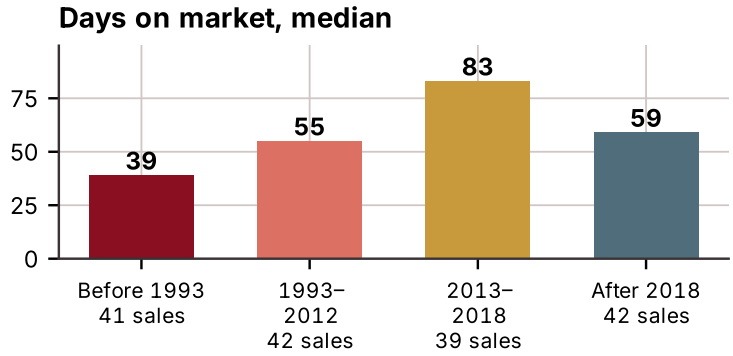



The average is **2,095 SF** for homes built after 2018 and **1,998 SF** for homes built before 1993. It does not move in a straight line; homes built after 2018 are highest. Defined in 8.1.3.

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

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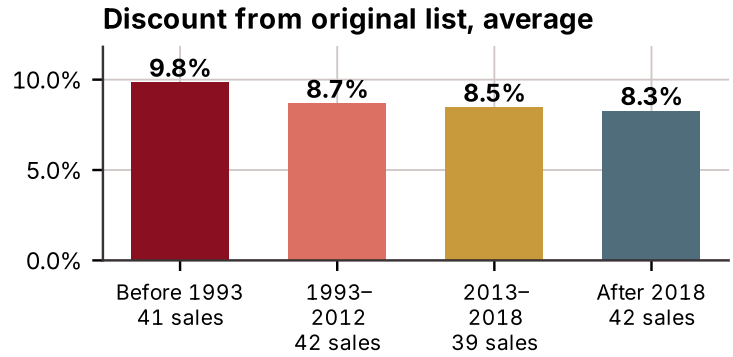
## 5.6 Days on market: no clear difference




The median is **59 days** for homes built after 2018 and **39 days** for homes built before 1993. It does not move in a straight line; homes built 2013–2018 are highest. Defined in 8.1.5.

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

## 5.7 Discount from original list: no clear difference

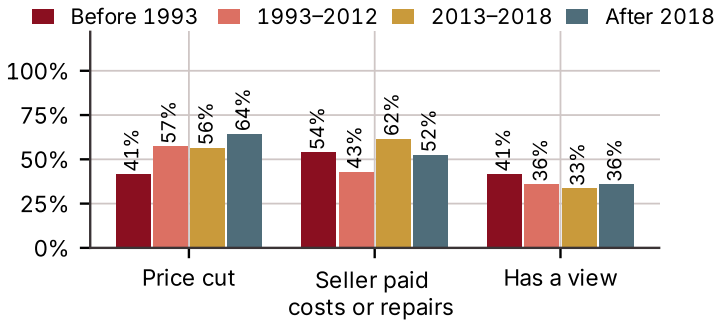



The average is **8.3%** for homes built after 2018 and **9.8%** for homes built before 1993. It falls step by step from the lowest range to the highest. Defined in 8.1.6.

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

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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.

- 64% of homes built after 2018 had a price cut before sale, against 41% of homes built before 1993. Defined in 8.1.7.
- 52% of homes built after 2018 had the seller pay closing costs or repairs, against 54% of homes built before 1993. Defined in 8.1.8.
- 36% of homes built after 2018 have a view, against 41% of homes built before 1993. 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 1993 41 sales | 1993–2012 42 sales | 2013–2018 39 sales | After 2018 42 sales | All 164 sales | Real difference? |
|---|---|---|---|---|---|---|
| Net sale price average | $392,892 | $365,764 | $387,450 | $429,957 | $394,143 | unclear |
| Net price per SF average | $197 | $199 | $192 | $198 | $197 | unclear |
| Living area average | 1,998 | 1,828 | 1,976 | 2,095 | 1,974 | unclear |
| Year built median | 1970 | 2002 | 2017 | 2021 | 2012 | by design |

## 5.10 The numbers: selling

| | Before 1993 41 sales | 1993–2012 42 sales | 2013–2018 39 sales | After 2018 42 sales | All 164 sales | Real difference? |
|---|---|---|---|---|---|---|
| Days on market median | 39 | 55 | 83 | 59 | 58 | unclear |
| Discount from original list average | 9.8% | 8.7% | 8.5% | 8.3% | 8.8% | unclear |
| Price cut before sale | 41% | 57% | 56% | 64% | 55% | unclear |
| Seller paid closing costs or repairs | 54% | 43% | 62% | 52% | 52% | unclear |
| Has a view | 41% | 36% | 33% | 36% | 37% | unclear |

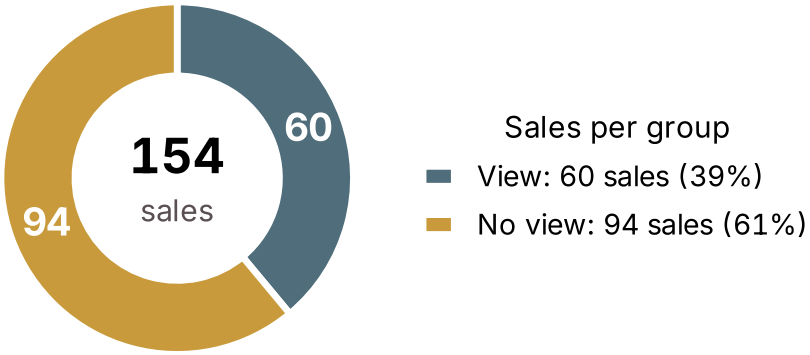
Prices, price per SF, living area and discount are averages; days on market and year built are medians. The test behind each verdict is in 8.3.3.


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# 6. View and no view

Resale homes · 164 sales · May 28, 2026 – November 23, 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. 10 sales whose MLS view entry is only “See Remarks” are left out.




**Bottom line**

- Homes with a view sell for about $216K (69%) more than homes without a view.
- Homes with a view are about 540 SF (30%) larger than homes without a view.
- Homes with a view sell for about $45 per SF (25%) more 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.
- Are larger.
- Sell for more per square foot.

**Homes without a view** no view listed

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

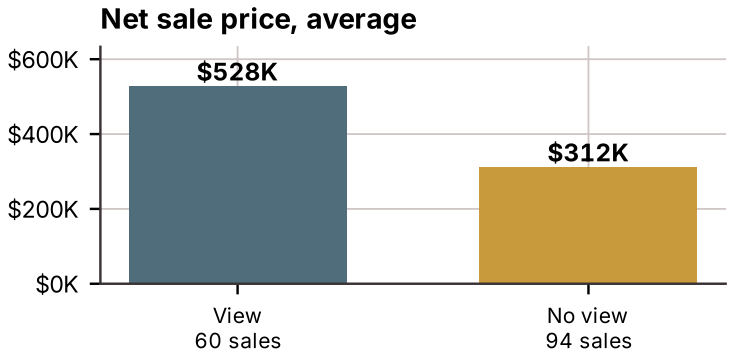
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## 6.2 At a glance

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** | $528K **Highest** | $312K **Lowest** | ✓ large |
| **Net price per SF** | $224 per SF **Highest** | $179 per SF **Lowest** | ✓ medium |
| **Living area** | 2,308 SF **Largest** | 1,770 SF **Smallest** | ✓ medium |
| Year built | 2007 | 2014 | unclear |
| Days on market | 54 days | 67 days | unclear |
| Discount from original list | 8.6% | 9.0% | unclear |
| Price cut before sale | 43% | 62% | unclear |
| Seller paid closing costs or repairs | 50% | 55% | unclear |

## 6.3 Homes with a view sell for about $216K (69%) more than homes without a view

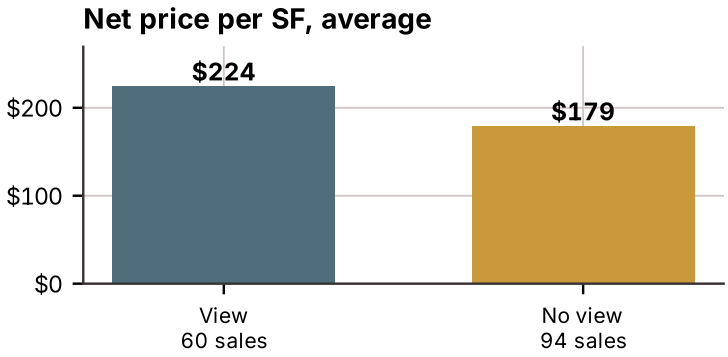



The average is **$528K** for homes with a view and **$312K** for homes without a view. Defined in 8.1.1.

✓ **Real difference** · large

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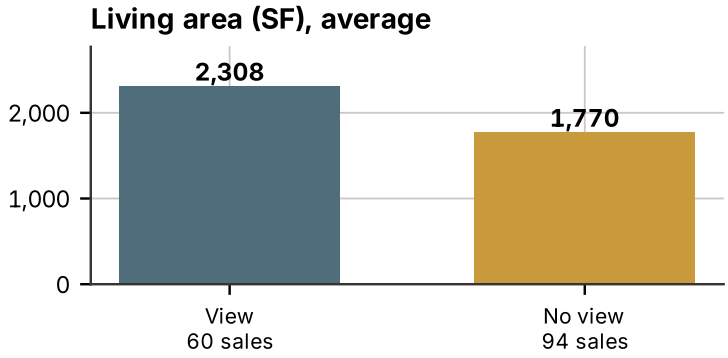
## 6.4 Homes with a view sell for about $45 per SF (25%) more than homes without a view




The average is **$224 per SF** for homes with a view and **$179 per SF** for homes without a view. Defined in 8.1.2.

✓ **Real difference** · medium

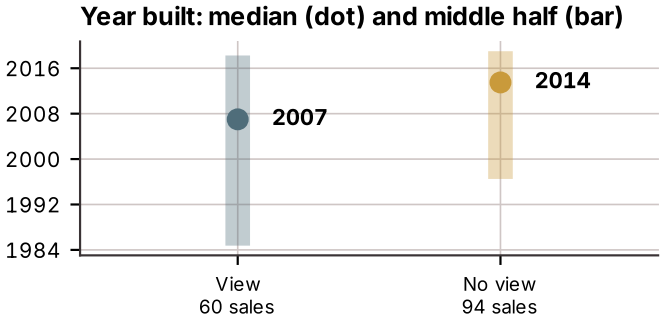
## 6.5 Homes with a view are about 540 SF (30%) larger than homes without a view




The average is **2,308 SF** for homes with a view and **1,770 SF** for homes without a view. Defined in 8.1.3.

✓ **Real difference** · medium

## 6.6 Year built: no clear difference

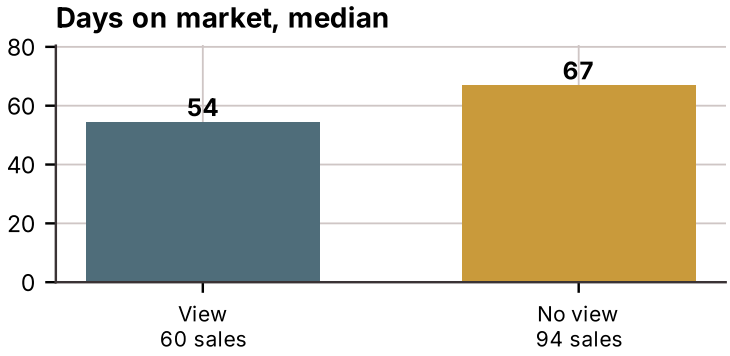



The median is **2007** for homes with a view and **2014** for homes without a view. Defined in 8.1.4.

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

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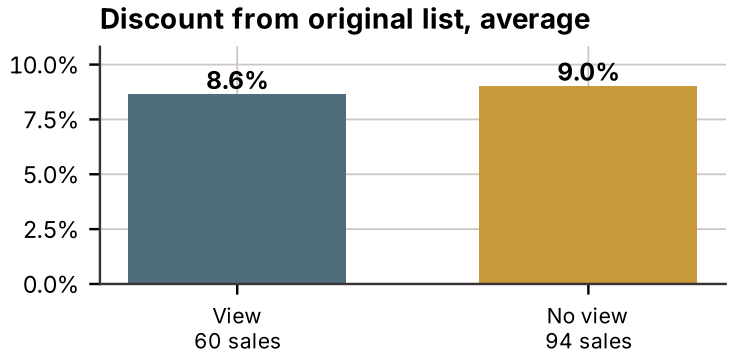
## 6.7 Days on market: no clear difference




The median is **54 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

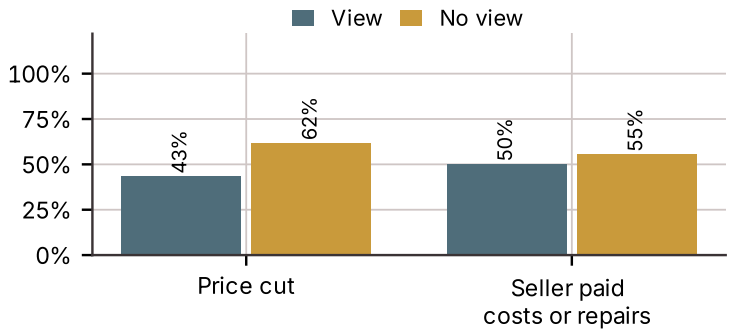
## 6.8 Discount from original list: no clear difference




The average is **8.6%** for homes with a view and **9.0%** 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.

- 43% of homes with a view had a price cut before sale, against 62% of homes without a view. Defined in 8.1.7.
- 50% of homes with a view had the seller pay closing costs or repairs, against 55% 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

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## 6.10 The numbers: price and size

| | View 60 sales | No view 94 sales | All 154 sales | Real difference? |
|---|---|---|---|---|
| Net sale price average | $527,700 | $311,525 | $395,749 | ✓ large |
| Net price per SF average | $224 | $179 | $197 | ✓ medium |
| Living area average | 2,308 | 1,770 | 1,980 | ✓ medium |
| Year built median | 2007 | 2014 | 2012 | unclear |

## 6.11 The numbers: selling

| | View 60 sales | No view 94 sales | All 154 sales | Real difference? |
|---|---|---|---|---|
| Days on market median | 54 | 67 | 63 | unclear |
| Discount from original list average | 8.6% | 9.0% | 8.9% | unclear |
| Price cut before sale | 43% | 62% | 55% | unclear |
| Seller paid closing costs or repairs | 50% | 55% | 53% | 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 · 161 sales · May 28, 2026 – November 23, 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: 161 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 San Marcos.

| Measure | Average | Median |
|---|---|---|
| Sales | | 161 |
| Net sale price | **$297,565** | $258,176 |
| Net price per SF | **$154** | $136 |
| Living area (SF) | **1,904** | 1,850 |
| Days on market | **117** | 86 |
| Discount from original list | **13.1%** | 12.8% |
| Price cut before sale | | 81% of sales |
| Seller paid closing costs or repairs | | 70% of sales |
| Year built | | 2021–2026 |

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** 164 resale sales. Average $394,143; median $330,500; standard deviation $240,760; middle half (25th–75th percentile) $256,375–$458,875; lowest $90,000, highest $2,025,000. 86 sales had a seller payment; their median payment was $5,895.

### 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** 164 resale sales. Average $197; median $185; standard deviation $64; middle half (25th–75th percentile) $156–$225; lowest $74, highest $496.

### 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** 164 resale sales. Average 1,974; median 1,886; standard deviation 751; middle half (25th–75th percentile) 1,471–2,307; lowest 720, highest 6,896.

### 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** 164 resale sales. Average 2001; median 2012; standard deviation 25; middle half (25th–75th percentile) 1993–2019; lowest 1919, highest 2025.


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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** 164 resale sales. Average 95; median 58; standard deviation 103; middle half (25th–75th percentile) 23–133; lowest 0, highest 643. 1 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** 164 resale sales. Average 8.8%; median 7.2%; standard deviation 7.5%; middle half (25th–75th percentile) 3.4%–13.3%; lowest −13.3%, highest 35.5%. 5 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** 90 of 164 resale sales (54.9%).

### 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_BuyersClsgCostPdbySell + ACTRIS_RepairsAmount > 0. Reported as the share of sales (%).

**The data** 86 of 164 resale sales (52.4%).

### 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** 60 sales with a view, 94 without, 10 unclassified. Most common View entries: None 55, Neighborhood 55, Trees/Woods 34, Park/Greenbelt 25, Hill Country 22, See Remarks 12, Rural 9, Pasture 6.

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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 2026-11-24 13:15 UTC), every field. Filter: StandardStatus = Closed, PropertyType = Residential, City = San Marcos.

**The data** Pulled November 24, 2026: 768 closed San Marcos records over the prior year. ZIP codes: 2, the most sales in 78666, 78656.

## 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 28, 2026 to November 23, 2026 inclusive.

**The data** 325 single-family sales in the window: 164 resale, 161 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** 164 resale; 161 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** 25 sale(s) other than single-family homes (condo, townhome and similar); 1 sale(s) with concessions above 10% of price; 1 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 $256K”.

**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 $256K: $90,000–$256,000 (41 sales); $256K–$330K: $256,500–$330,200 (41 sales); $331K–$458K: $330,800–$458,500 (41 sales); Over $458K: $460,000–$2,025,000 (41 sales)
**Quartiles by living area:** Under 1,476 SF: 720–1,457 SF (41 sales); 1,476–1,883 SF: 1,476–1,883 SF (41 sales); 1,890–2,300 SF: 1,890–2,300 SF (41 sales); Over 2,300 SF: 2,327–6,896 SF (41 sales)
**Quartiles by year built:** Before 1993: 1919–1992 (41 sales); 1993–2012: 1993–2012 (42 sales); 2013–2018: 2013–2018 (39 sales); After 2018: 2019–2025 (42 sales)
**View and no view:** View: MLS lists a view (60 sales); No view: None or Neighborhood (94 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 $394,143, median $330,500. Days on market: average 95, median 58: 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 $\chi^2$ 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 $\chi^2$ 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** | $\varepsilon^2$ 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** | 7 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 = 56.56 | 3 | < 0.0001 | p < 0.0063 | **Yes** | $\varepsilon^2 = 0.347$ | large |
| Living area | Kruskal–Wallis | H = 83.72 | 3 | < 0.0001 | p < 0.0063 | **Yes** | $\varepsilon^2 = 0.514$ | large |
| Year built | Kruskal–Wallis | H = 10.61 | 3 | 0.0140 | p < 0.0063 | **Unclear** | $\varepsilon^2 = 0.065$ | medium |
| Days on market | Kruskal–Wallis | H = 2.33 | 3 | 0.5066 | p < 0.0063 | **Unclear** | $\varepsilon^2 = 0.014$ | small |
| Discount from original list | Kruskal–Wallis | H = 6.91 | 3 | 0.0748 | p < 0.0063 | **Unclear** | $\varepsilon^2 = 0.042$ | small |
| Price cut before sale | Chi-square | $\chi^2 = 1.08$ | 3 | 0.7811 | p < 0.0063 | **Unclear** | Cramér's V = 0.081 | negligible |
| Seller paid closing costs or repairs | Chi-square | $\chi^2 = 11.44$ | 3 | 0.0096 | p < 0.0063 | **Unclear** | Cramér's V = 0.264 | small |
| Has a view | Chi-square | $\chi^2 = 25.44$ | 3 | < 0.0001 | p < 0.0063 | **Yes** | Cramér's V = 0.394 | medium |

## 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 = 77.85 | 3 | < 0.0001 | p < 0.0063 | **Yes** | $\varepsilon^2 = 0.478$ | large |
| Net price per SF | Kruskal–Wallis | H = 6.74 | 3 | 0.0806 | p < 0.0063 | **Unclear** | $\varepsilon^2 = 0.041$ | small |
| Year built | Kruskal–Wallis | H = 9.17 | 3 | 0.0271 | p < 0.0063 | **Unclear** | $\varepsilon^2 = 0.056$ | small |
| Days on market | Kruskal–Wallis | H = 3.66 | 3 | 0.3002 | p < 0.0063 | **Unclear** | $\varepsilon^2 = 0.022$ | small |
| Discount from original list | Kruskal–Wallis | H = 4.35 | 3 | 0.2262 | p < 0.0063 | **Unclear** | $\varepsilon^2 = 0.027$ | small |
| Price cut before sale | Chi-square | $\chi^2 = 1.67$ | 3 | 0.6426 | p < 0.0063 | **Unclear** | Cramér's V = 0.101 | small |
| Seller paid closing costs or repairs | Chi-square | $\chi^2 = 6.75$ | 3 | 0.0804 | p < 0.0063 | **Unclear** | Cramér's V = 0.203 | small |
| Has a view | Chi-square | $\chi^2 = 11.14$ | 3 | 0.0110 | p < 0.0063 | **Unclear** | Cramér's V = 0.261 | small |


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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 = 1.57 | 3 | 0.6665 | p < 0.0063 | **Unclear** | $\varepsilon^2$ = 0.010 | negligible |
| Net price per SF | Kruskal–Wallis | H = 3.00 | 3 | 0.3912 | p < 0.0063 | **Unclear** | $\varepsilon^2$ = 0.018 | small |
| Living area | Kruskal–Wallis | H = 6.53 | 3 | 0.0885 | p < 0.0063 | **Unclear** | $\varepsilon^2$ = 0.040 | small |
| Days on market | Kruskal–Wallis | H = 4.35 | 3 | 0.2263 | p < 0.0063 | **Unclear** | $\varepsilon^2$ = 0.027 | small |
| Discount from original list | Kruskal–Wallis | H = 1.37 | 3 | 0.7124 | p < 0.0063 | **Unclear** | $\varepsilon^2$ = 0.008 | negligible |
| Price cut before sale | Chi-square | $\chi^2$ = 4.60 | 3 | 0.2031 | p < 0.0063 | **Unclear** | Cramér's V = 0.168 | small |
| Seller paid closing costs or repairs | Chi-square | $\chi^2$ = 2.87 | 3 | 0.4128 | p < 0.0063 | **Unclear** | Cramér's V = 0.132 | small |
| Has a view | Chi-square | $\chi^2$ = 0.63 | 3 | 0.8905 | p < 0.0063 | **Unclear** | Cramér's V = 0.062 | negligible |

## 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 = 4,305.00 | — | < 0.0001 | p < 0.0063 | **Yes** | rank-biserial r = 0.527 | large |
| Net price per SF | Mann–Whitney U | U = 3,857.00 | — | 0.0001 | p < 0.0063 | **Yes** | rank-biserial r = 0.368 | medium |
| Living area | Mann–Whitney U | U = 3,887.50 | — | < 0.0001 | p < 0.0063 | **Yes** | rank-biserial r = 0.379 | medium |
| Year built | Mann–Whitney U | U = 2,617.50 | — | 0.4538 | p < 0.0063 | **Unclear** | rank-biserial r = 0.072 | negligible |
| Days on market | Mann–Whitney U | U = 2,457.00 | — | 0.1792 | p < 0.0063 | **Unclear** | rank-biserial r = 0.129 | small |
| Discount from original list | Mann–Whitney U | U = 2,535.50 | — | 0.2927 | p < 0.0063 | **Unclear** | rank-biserial r = 0.101 | small |
| Price cut before sale | Chi-square | $\chi^2$ = 4.98 | 1 | 0.0256 | p < 0.0063 | **Unclear** | Cramér's V = 0.180 | small |
| Seller paid closing costs or repairs | Chi-square | $\chi^2$ = 0.42 | 1 | 0.5188 | p < 0.0063 | **Unclear** | Cramér's V = 0.052 | negligible |

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## 8.4 Data notes

Left out of the analysis: 161 new-construction sales (basic statistics only, section 7); 25 sale(s) other than single-family homes (condo, townhome and similar); 1 sale(s) with concessions above 10% of price; 1 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 164 closed MLS resale sales; the 161 new-construction sales appear only in their own section, as basic statistics. Sale and listing data: ABOR MLS via secure APIs, pulled November 24, 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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