Williamson County

Austin-Round Rock-San Marcos, TX
Resale homes · closed May 26 – Nov 21, 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
3,310	**$402,775**	**$196**	**46 days**
single-family resale homes	average $473,506	average $204	average 71 days

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1. Summary

Resale homes · 3,310 sales · May 26, 2026 – November 21, 2026

This study looks at the **3,310 resale homes** sold in Williamson County in the **180 days** to November 21, 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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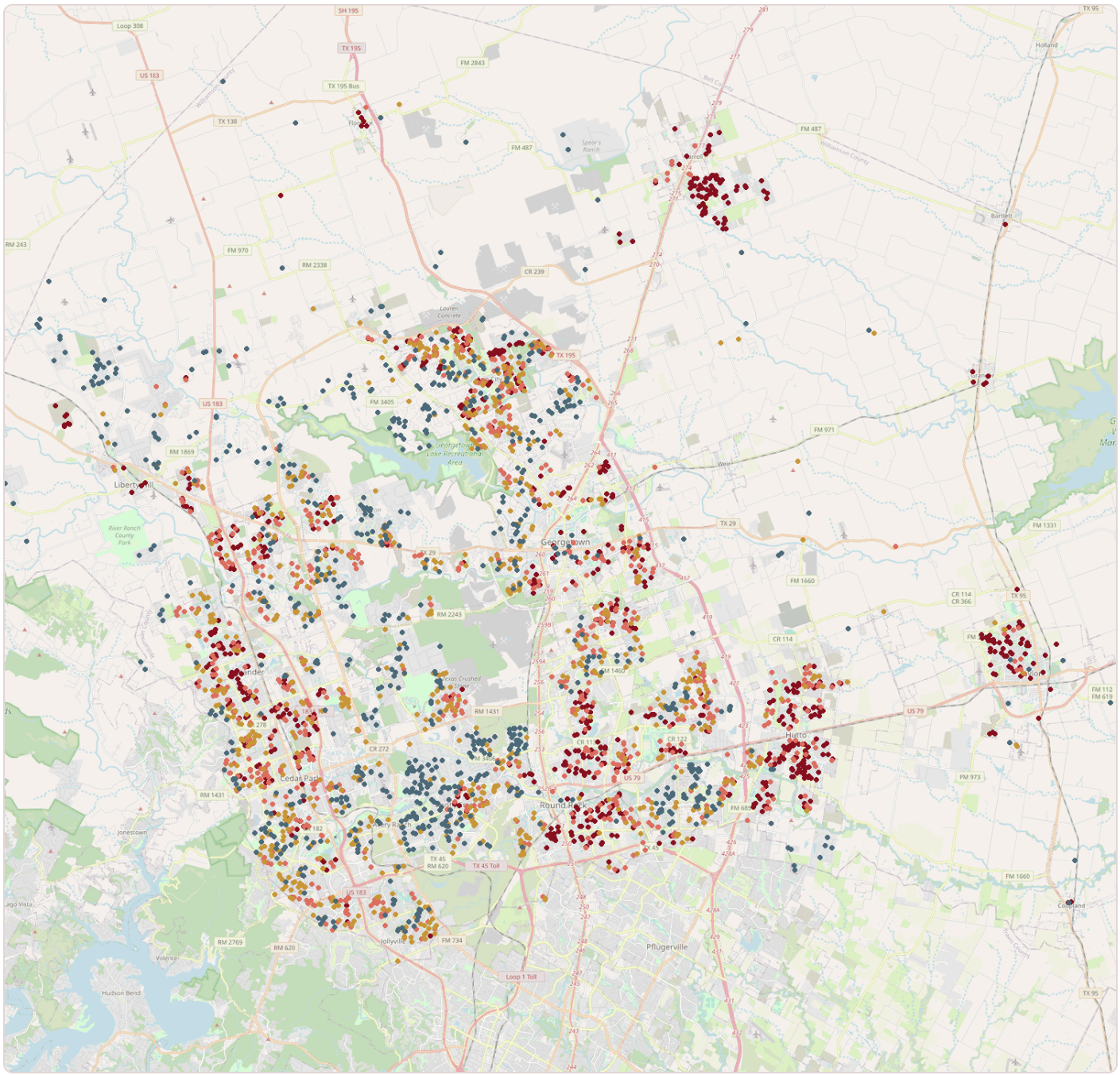
2. Where the resale homes sold

3,310 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; 62 sales with map points far outside the area are left off it (they stay in every figure).



● Under $320K · 821 sales ● $320K–$403K · 834 sales ● $403K–$549K · 827 sales ● Over $549K · 828 sales

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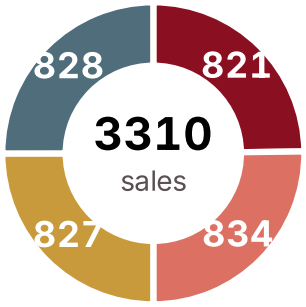
3. Quartiles by net sale price

Resale homes · 3,310 sales · May 26, 2026 – November 21, 2026

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



Sales per group

- Under $320K: 821 sales (25%)
- $320K–$403K: 834 sales (25%)
- $403K–$549K: 827 sales (25%)
- Over $549K: 828 sales (25%)

Bottom line

- Homes over $549K are about 1,590 SF (98%) larger than homes under $320K.
- 53% of homes over $549K have a view, against 16% of homes under $320K.
- Homes over $549K sell for about $79 per SF (45%) more than homes under $320K.
- 45% of homes over $549K had a price cut before sale, against 59% of homes under $320K.

3.1 Key differences

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

Under $320K $320K–$403K $403K–$549K Over $549K

Higher-priced homes Over $549K

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

Lower-priced homes Under $320K

- Are much smaller.
- Are less likely to have a view.
- Sell for less per square foot.
- Are more likely to have had a price cut.
- Sell further below their first asking price.
- Take longer to sell.

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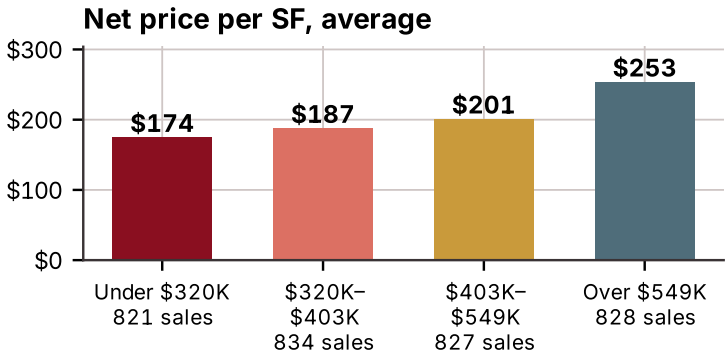
3.2 At a glance

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 $320K	$320K–$403K	$403K–$549K	Over $549K	Real difference?
Net price per SF	$174 per SF **Lowest**	$187 per SF	$201 per SF	$253 per SF **Highest**	✓ large
Living area	1,629 SF **Smallest**	1,990 SF	2,405 SF	3,220 SF **Largest**	✓ large
Year built	2005	2007	2008	2008	unclear
Days on market	55 days **Slowest**	46 days	41 days **Fastest**	41 days	✓ negligible
Discount from original list	9.0% **Biggest**	6.5%	6.0% **Smallest**	6.1%	✓ small
Price cut before sale	59% **Most**	54%	51%	45% **Fewest**	✓ small
Seller paid closing costs or repairs	67%	64%	65%	59%	unclear
Has a view	16% **Fewest**	23%	28%	53% **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 $549K sell for about $79 per SF (45%) more than homes under $320K



The average is **$253 per SF** for homes over $549K and **$174 per SF** for homes under $320K. It rises step by step from the lowest range to the highest. Defined in 8.1.2.

✓ **Real difference** · large

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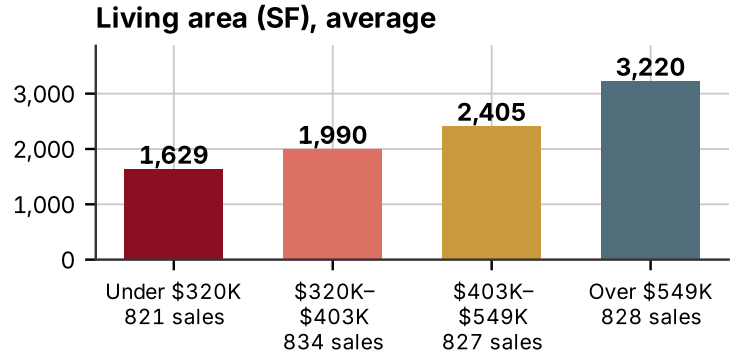
3.4 Homes over $549K are about 1,590 SF (98%) larger than homes under $320K

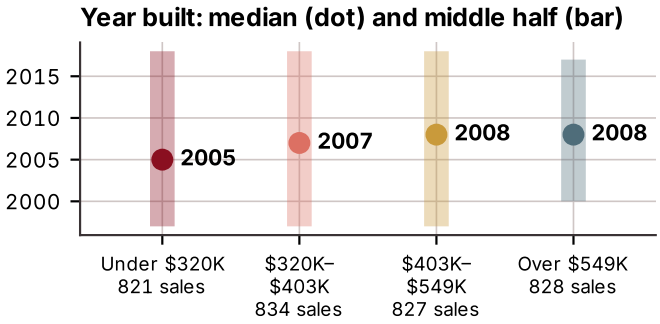


The average is **3,220 SF** for homes over $549K and **1,629 SF** for homes under $320K. It rises step by step from the lowest range to the highest.

Defined in 8.1.3.

✓ **Real difference** · large

3.5 Year built: no clear difference

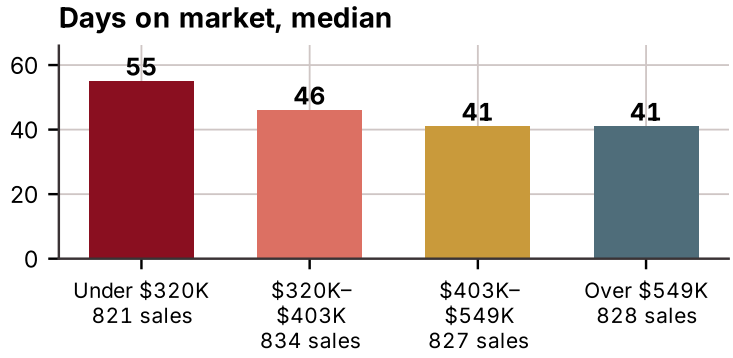


The median is **2008** for homes over $549K and **2005** for homes under $320K. It rises step by step from the lowest range to the highest.

Defined in 8.1.4.

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

3.6 Homes over $549K sell 14 days faster than homes under $320K



The median is **41 days** for homes over $549K and **55 days** for homes under $320K. It falls step by step from the lowest range to the highest.

Defined in 8.1.5.

✓ **Real difference** · negligible

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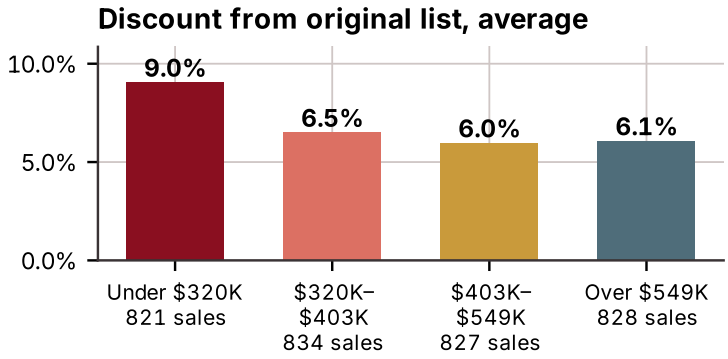
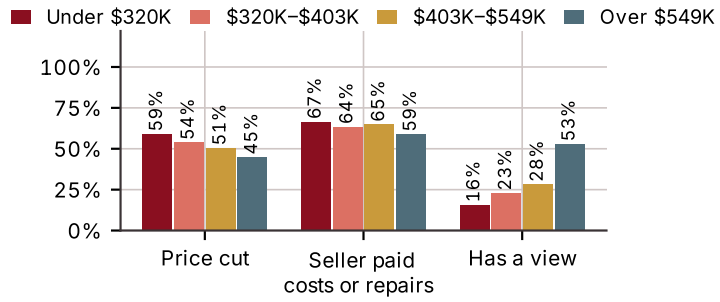
3.7 Homes over $549K sell about 3 percentage points closer to their first asking price than homes under $320K



The average is **6.1%** for homes over $549K and **9.0%** for homes under $320K. It does not move in a straight line; homes under $320K 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.

- 45% of homes over $549K had a price cut before sale, against 59% of homes under $320K. Defined in 8.1.7.
- 59% of homes over $549K had the seller pay closing costs or repairs, against 67% of homes under $320K. Defined in 8.1.8.
- 53% of homes over $549K have a view, against 16% of homes under $320K. Defined in 8.1.9.

Price cut before sale: ✓ **Real difference** · small
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 $320K 821 sales	$320K–$403K 834 sales	$403K–$549K 827 sales	Over $549K 828 sales	All 3,310 sales	Real difference?
Net sale price average	$273,208	$358,713	$465,705	$795,526	$473,506	by design
Net price per SF average	$174	$187	$201	$253	$204	✓ large
Living area average	1,629	1,990	2,405	3,220	2,312	✓ large
Year built median	2005	2007	2008	2008	2007	unclear

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3.10 The numbers: selling

	Under $320K 821 sales	$320K–$403K 834 sales	$403K–$549K 827 sales	Over $549K 828 sales	All 3,310 sales	Real difference?
Days on market median	55	46	41	41	46	✓ negligible
Discount from original list average	9.0%	6.5%	6.0%	6.1%	6.9%	✓ small
Price cut before sale	59%	54%	51%	45%	52%	✓ small
Seller paid closing costs or repairs	67%	64%	65%	59%	64%	unclear
Has a view	16%	23%	28%	53%	30%	✓ 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

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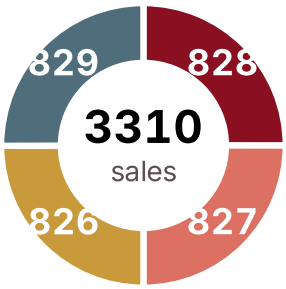
Sales ranked by living area and cut into four equal groups, from the smallest homes to the largest.



Sales per group

- Under 1,712 SF: 828 sales (25%)
- 1,712–2,160 SF: 827 sales (25%)
- 2,161–2,757 SF: 826 sales (25%)
- Over 2,757 SF: 829 sales (25%)

Bottom line

- Homes over 2,757 SF sell for about $431K (141%) more than homes under 1,712 SF.
- 42% of homes over 2,757 SF have a view, against 22% of homes under 1,712 SF.
- Homes over 2,757 SF are about 9 years newer than homes under 1,712 SF.
- Homes over 2,757 SF sell for about $0 per SF (0%) more than homes under 1,712 SF.

4.1 Key differences

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

Under 1,712 SF · 1,712–2,160 SF · 2,161–2,757 SF · Over 2,757 SF

Larger homes Over 2,757 SF

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

Smaller homes Under 1,712 SF

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

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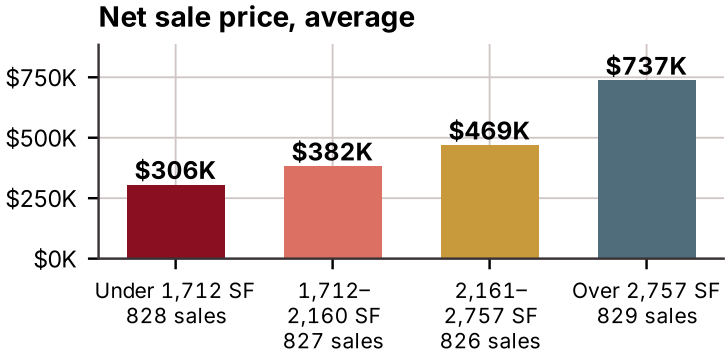
4.2 At a glance

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 1,712 SF	1,712–2,160 SF	2,161–2,757 SF	Over 2,757 SF	Real difference?
Net sale price	$306K **Lowest**	$382K	$469K	$737K **Highest**	✓ large
Net price per SF	$212 per SF	$199 per SF	$191 per SF **Lowest**	$213 per SF **Highest**	✓ small
Year built	2002 **Oldest**	2006	2011	2011 **Newest**	✓ small
Days on market	45 days	41 days	46 days	49 days	unclear
Discount from original list	7.5%	6.3%	6.9%	6.8%	unclear
Price cut before sale	53%	51%	55%	50%	unclear
Seller paid closing costs or repairs	64%	65%	63%	62%	unclear
Has a view	22% **Fewest**	26%	30%	42% **Most**	✓ small

4.3 Homes over 2,757 SF sell for about $431K (141%) more than homes under 1,712 SF



The average is **$737K** for homes over 2,757 SF and **$306K** for homes under 1,712 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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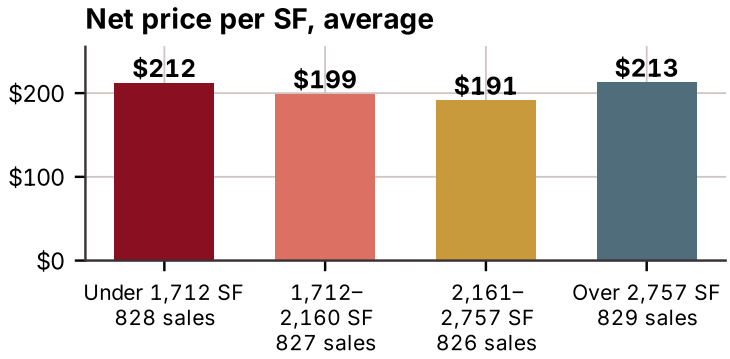
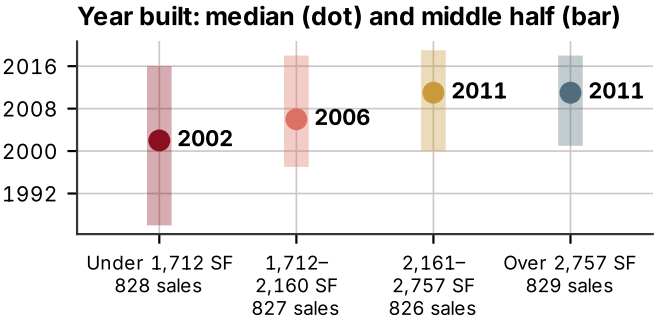
4.4 Homes over 2,757 SF sell for about $0 per SF (0%) more than homes under 1,712 SF



The average is **$213 per SF** for homes over 2,757 SF and **$212 per SF** for homes under 1,712 SF. It does not move in a straight line; homes over 2,757 SF are highest. Defined in 8.1.2.

✓ **Real difference** · small

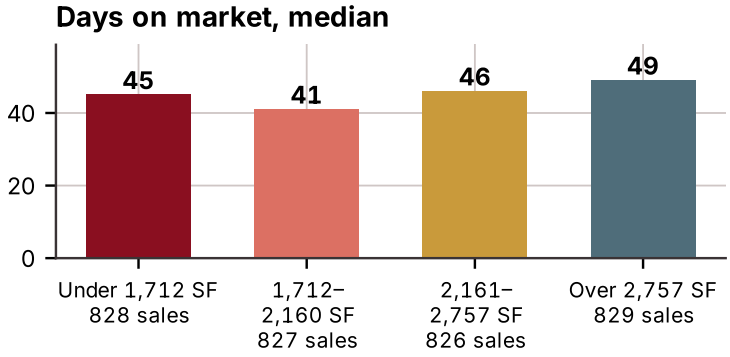
4.5 Homes over 2,757 SF are about 9 years newer than homes under 1,712 SF



The median is **2011** for homes over 2,757 SF and **2002** for homes under 1,712 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 **49 days** for homes over 2,757 SF and **45 days** for homes under 1,712 SF. It does not move in a straight line; homes over 2,757 SF are highest. Defined in 8.1.5.

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

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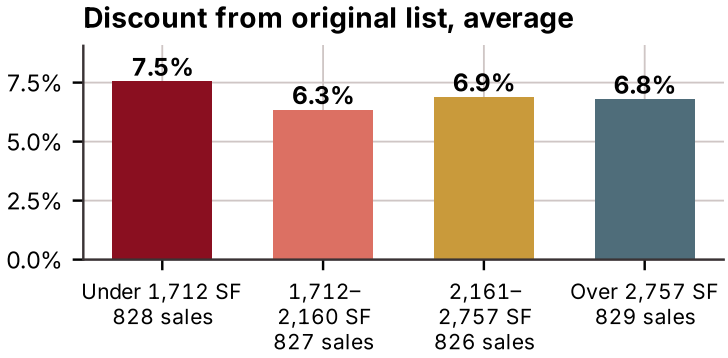
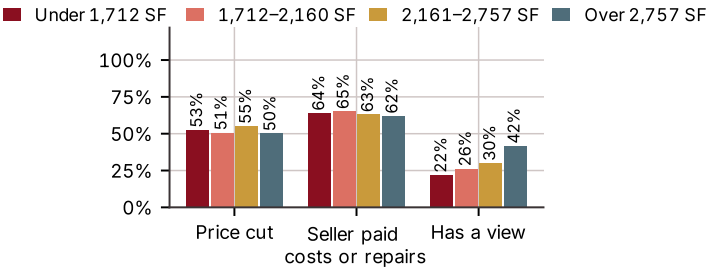
4.7 Discount from original list: no clear difference



The average is **6.8%** for homes over 2,757 SF and **7.5%** for homes under 1,712 SF. It does not move in a straight line; homes under 1,712 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.

- 50% of homes over 2,757 SF had a price cut before sale, against 53% of homes under 1,712 SF. Defined in 8.1.7.
- 62% of homes over 2,757 SF had the seller pay closing costs or repairs, against 64% of homes under 1,712 SF. Defined in 8.1.8.
- 42% of homes over 2,757 SF have a view, against 22% of homes under 1,712 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** · small

4.9 The numbers: price and size

	Under 1,712 SF 828 sales	1,712–2,160 SF 827 sales	2,161–2,757 SF 826 sales	Over 2,757 SF 829 sales	All 3,310 sales	Real difference?
Net sale price average	$305,632	$382,116	$469,026	$736,809	$473,506	✓ large
Net price per SF average	$212	$199	$191	$213	$204	✓ small
Living area average	1,459	1,921	2,454	3,412	2,312	by design
Year built median	2002	2006	2011	2011	2007	✓ small

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4.10 The numbers: selling

	Under 1,712 SF 828 sales	1,712–2,160 SF 827 sales	2,161–2,757 SF 826 sales	Over 2,757 SF 829 sales	All 3,310 sales	Real difference?
Days on market median	45	41	46	49	46	unclear
Discount from original list average	7.5%	6.3%	6.9%	6.8%	6.9%	unclear
Price cut before sale	53%	51%	55%	50%	52%	unclear
Seller paid closing costs or repairs	64%	65%	63%	62%	64%	unclear
Has a view	22%	26%	30%	42%	30%	✓ 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 8.3.2.

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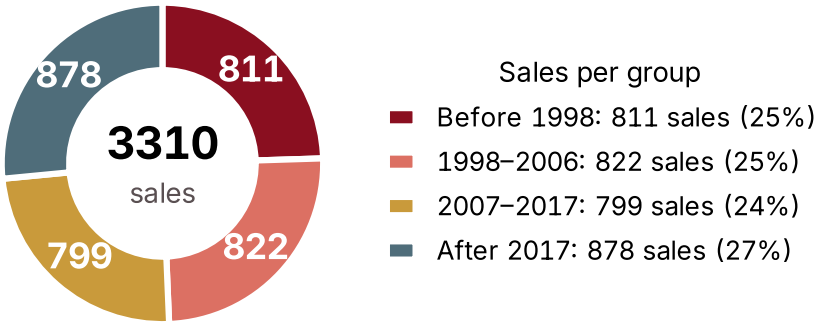
5. Quartiles by year built

Resale homes · 3,310 sales · May 26, 2026 – November 21, 2026

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



Bottom line

- 60% of homes built after 2017 had a price cut before sale, against 44% of homes built before 1998.
- Homes built after 2017 are about 400 SF (20%) larger than homes built before 1998.
- Homes built after 2017 sell for about $24 per SF (11%) less than homes built before 1998.
- Homes built after 2017 take 22 days longer to sell than homes built before 1998.

5.1 Key differences

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

Before 1998 1998–2006 2007–2017 After 2017

Newer homes After 2017

- Are more likely to have had a price cut.
- Are larger.
- Sell for less per square foot.
- Take longer to sell.
- Sell for more.

Older homes Before 1998

- Are less likely to need a price cut.
- Are smaller.
- Sell for more per square foot.
- Sell faster.
- Sell for less.

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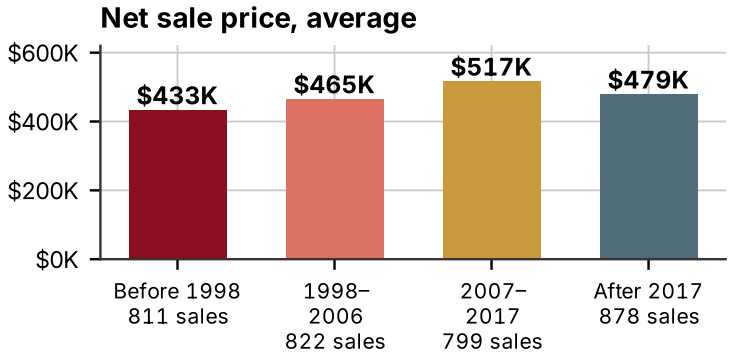
5.2 At a glance

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 1998	1998–2006	2007–2017	After 2017	Real difference?
Net sale price	$433K **Lowest**	$465K	$517K **Highest**	$479K	✓ small
Net price per SF	$220 per SF **Highest**	$197 per SF	$202 per SF	$196 per SF **Lowest**	✓ small
Living area	1,992 SF **Smallest**	2,361 SF	2,496 SF **Largest**	2,394 SF	✓ medium
Days on market	33 days **Fastest**	40 days	52 days	55 days **Slowest**	✓ small
Discount from original list	7.3%	6.7%	7.0%	6.7%	unclear
Price cut before sale	44% **Fewest**	49%	55%	60% **Most**	✓ small
Seller paid closing costs or repairs	62%	65%	64%	63%	unclear
Has a view	26%	31%	32%	31%	unclear

5.3 Homes built after 2017 sell for about $46K (11%) more than homes built before 1998



The average is **$479K** for homes built after 2017 and **$433K** for homes built before 1998. It does not move in a straight line; homes built 2007–2017 are highest. Defined in 8.1.1.

✓ **Real difference** · small

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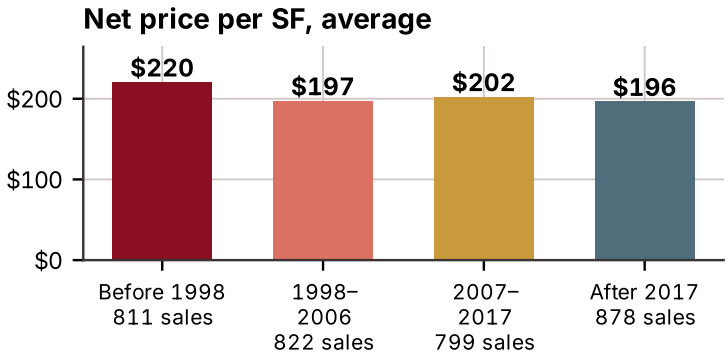
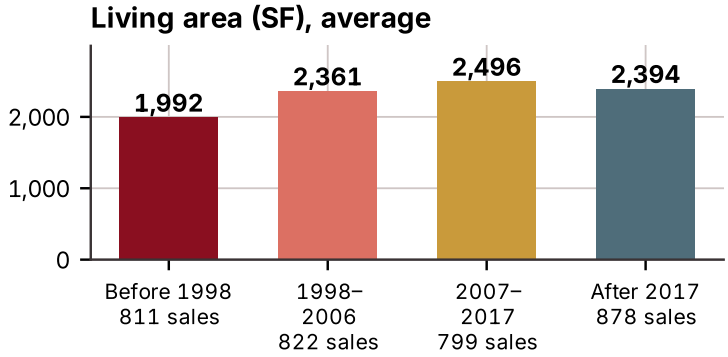
5.4 Homes built after 2017 sell for about $24 per SF (11%) less than homes built before 1998



The average is **$196 per SF** for homes built after 2017 and **$220 per SF** for homes built before 1998. It does not move in a straight line; homes built before 1998 are highest. Defined in 8.1.2.

✓ **Real difference** · small

5.5 Homes built after 2017 are about 400 SF (20%) larger than homes built before 1998



The average is **2,394 SF** for homes built after 2017 and **1,992 SF** for homes built before 1998. It does not move in a straight line; homes built 2007–2017 are highest. Defined in 8.1.3.

✓ **Real difference** · medium

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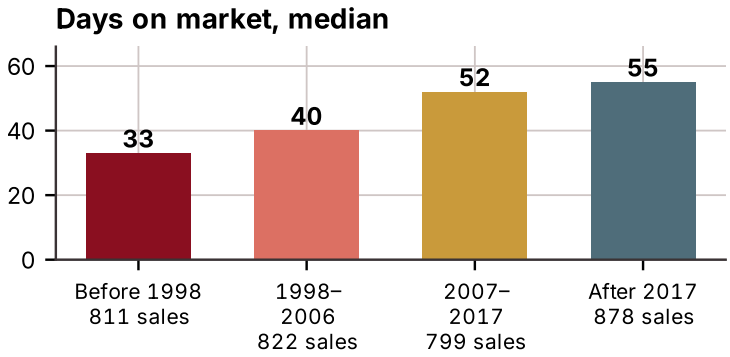
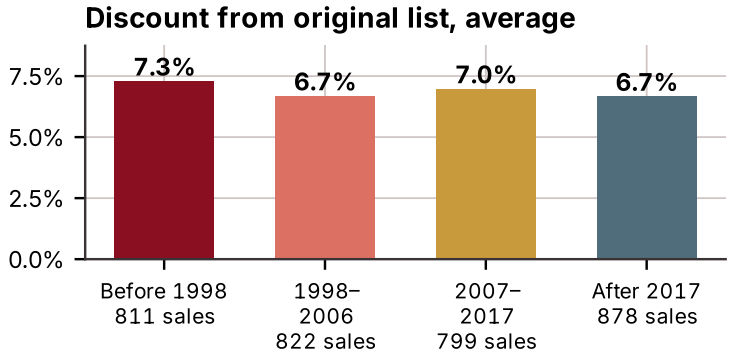
5.6 Homes built after 2017 take 22 days longer to sell than homes built before 1998



The median is **55 days** for homes built after 2017 and **33 days** for homes built before 1998. It rises step by step from the lowest range to the highest. Defined in 8.1.5.

✓ **Real difference** · small

5.7 Discount from original list: no clear difference



The average is **6.7%** for homes built after 2017 and **7.3%** for homes built before 1998. It does not move in a straight line; homes built before 1998 are highest. Defined in 8.1.6.

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

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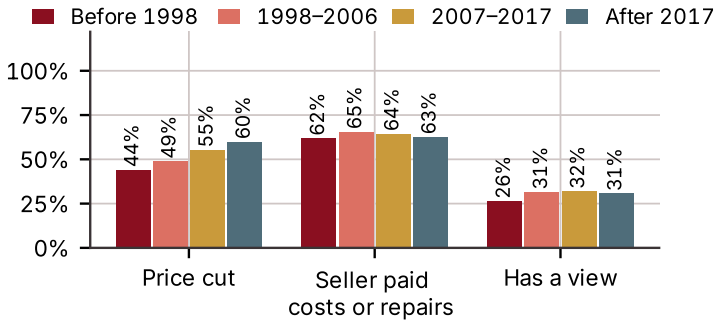
5.8 How often: price cut before sale, seller paid closing costs or repairs, has a view



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

- 60% of homes built after 2017 had a price cut before sale, against 44% of homes built before 1998. Defined in 8.1.7.
- 63% of homes built after 2017 had the seller pay closing costs or repairs, against 62% of homes built before 1998. Defined in 8.1.8.
- 31% of homes built after 2017 have a view, against 26% of homes built before 1998. Defined in 8.1.9.

Price cut before sale: ✓ **Real difference** · small
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 1998 811 sales	1998–2006 822 sales	2007–2017 799 sales	After 2017 878 sales	All 3,310 sales	Real difference?
Net sale price average	$433,378	$465,322	$516,707	$478,918	$473,506	✓ small
Net price per SF average	$220	$197	$202	$196	$204	✓ small
Living area average	1,992	2,361	2,496	2,394	2,312	✓ medium
Year built median	1987	2002	2014	2020	2007	by design

5.10 The numbers: selling

	Before 1998 811 sales	1998–2006 822 sales	2007–2017 799 sales	After 2017 878 sales	All 3,310 sales	Real difference?
Days on market median	33	40	52	55	46	✓ small
Discount from original list average	7.3%	6.7%	7.0%	6.7%	6.9%	unclear
Price cut before sale	44%	49%	55%	60%	52%	✓ small
Seller paid closing costs or repairs	62%	65%	64%	63%	64%	unclear
Has a view	26%	31%	32%	31%	30%	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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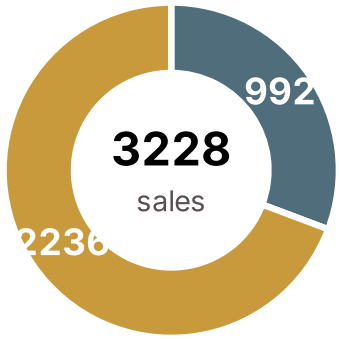
6. View and no view

Resale homes · 3,310 sales · May 26, 2026 – November 21, 2026

Sales where the MLS lists a view (greenbelt or park, trees, golf course, hill country, water and similar) against those listing none or only the neighborhood. 82 sales whose MLS view entry is only “See Remarks” are left out.



Sales per group

- View: 992 sales (31%)
- No view: 2,236 sales (69%)

Bottom line

- Homes with a view sell for about $181K (43%) more than homes without a view.
- Homes with a view sell for about $43 per SF (22%) more than homes without a view.
- Homes with a view are about 330 SF (15%) larger than homes without a view.
- Homes with a view sell 0.7 percentage points closer to their first asking price 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 more.
- Sell for more per square foot.
- Are larger.
- Sell closer to their first asking price.
- Are less likely to need a price cut.

Homes without a view no view listed

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

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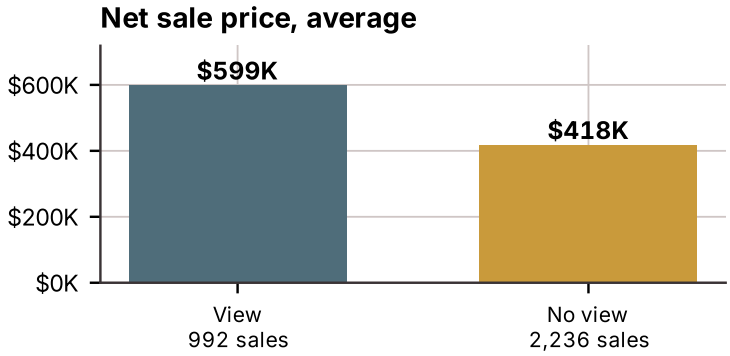
6.2 At a glance

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	$599K **Highest**	$418K **Lowest**	✓ medium
Net price per SF	$234 per SF **Highest**	$191 per SF **Lowest**	✓ medium
Living area	2,538 SF **Largest**	2,210 SF **Smallest**	✓ small
Year built	2008	2006	unclear
Days on market	42 days	48 days	unclear
Discount from original list	6.4% **Smallest**	7.1% **Biggest**	✓ negligible
Price cut before sale	47% **Fewest**	54% **Most**	✓ negligible
Seller paid closing costs or repairs	61%	64%	unclear

6.3 Homes with a view sell for about $181K (43%) more than homes without a view



The average is **$599K** for homes with a view and **$418K** for homes without a view. Defined in 8.1.1.

✓ **Real difference** · medium

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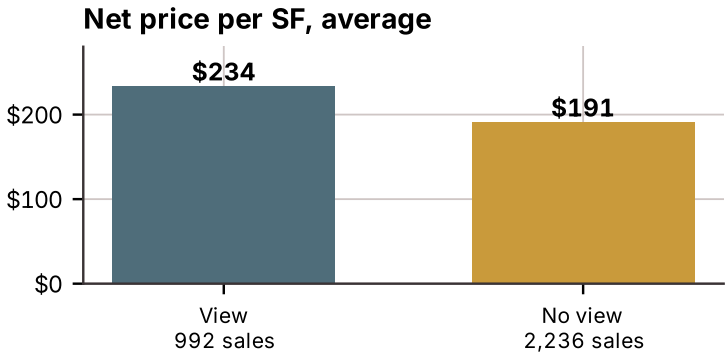
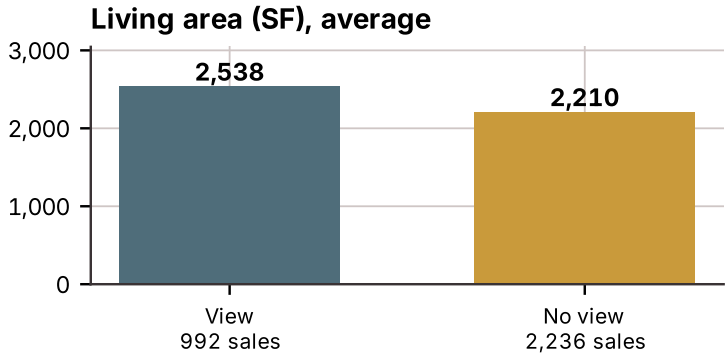
6.4 Homes with a view sell for about $43 per SF (22%) more than homes without a view



The average is **$234 per SF** for homes with a view and **$191 per SF** for homes without a view. Defined in 8.1.2.

✓ **Real difference** · medium

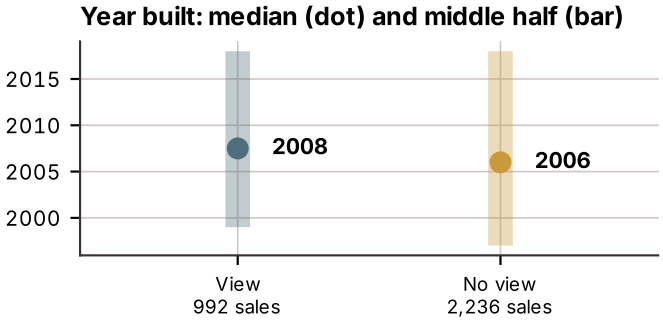
6.5 Homes with a view are about 330 SF (15%) larger than homes without a view



The average is **2,538 SF** for homes with a view and **2,210 SF** for homes without a view. Defined in 8.1.3.

✓ **Real difference** · small

6.6 Year built: no clear difference



The median is **2008** for homes with a view and **2006** for homes without a view. Defined in 8.1.4.

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

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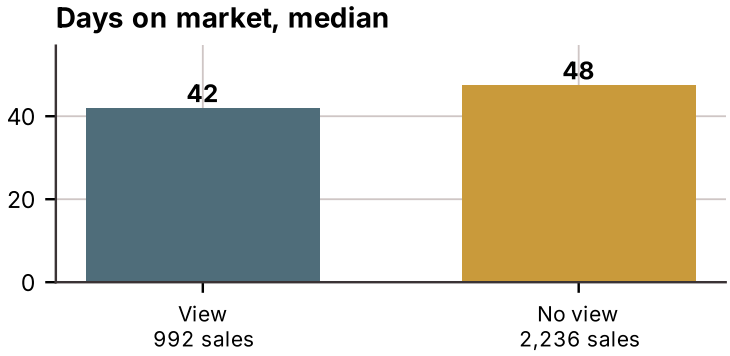
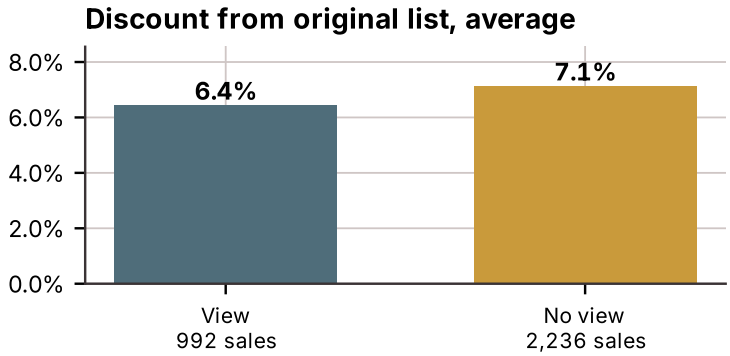
6.7 Days on market: no clear difference



The median is **42 days** for homes with a view and **48 days** for homes without a view. Defined in 8.1.5.

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

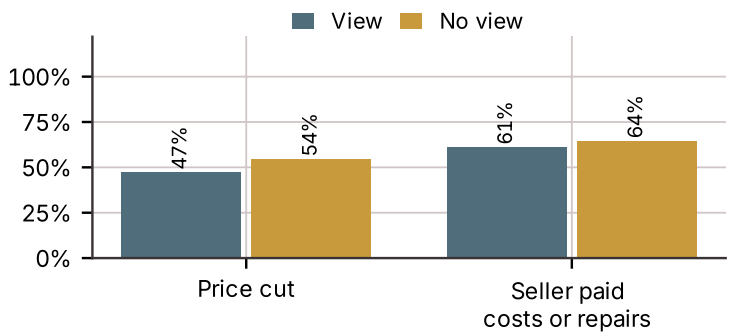
6.8 Homes with a view sell 0.7 percentage points closer to their first asking price than homes without a view



The average is **6.4%** for homes with a view and **7.1%** for homes without a view. Defined in 8.1.6.

✓ **Real difference** · negligible

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.

- 47% of homes with a view had a price cut before sale, against 54% 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 64% 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 992 sales	No view 2,236 sales	All 3,228 sales	Real difference?
Net sale price average	$598,863	$418,333	$473,812	✓ medium
Net price per SF average	$234	$191	$204	✓ medium
Living area average	2,538	2,210	2,311	✓ small
Year built median	2008	2006	2007	unclear

6.11 The numbers: selling

	View 992 sales	No view 2,236 sales	All 3,228 sales	Real difference?
Days on market median	42	48	46	unclear
Discount from original list average	6.4%	7.1%	6.9%	✓ negligible
Price cut before sale	47%	54%	52%	✓ negligible
Seller paid closing costs or repairs	61%	64%	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 · 1,876 sales · May 26, 2026 – November 21, 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: 1,876 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 Williamson County.

Measure	Average	Median
Sales		1,876
Net sale price	**$446,478**	$389,995
Net price per SF	**$182**	$178
Living area (SF)	**2,405**	2,298
Days on market	**101**	75
Discount from original list	**10.3%**	9.5%
Price cut before sale		66% of sales
Seller paid closing costs or repairs		76% of sales
Year built		1866–2026

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 3,310 resale sales. Average $473,506; median $402,775; standard deviation $254,265; middle half (25th–75th percentile) $320,000–$549,588; lowest $62,000, highest $4,365,000. 2,102 sales had a seller payment; their median payment was $6,125.

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 3,310 resale sales. Average $204; median $196; standard deviation $64; middle half (25th–75th percentile) $169–$225; lowest $65, highest $1,530.

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 3,310 resale sales. Average 2,312; median 2,160; standard deviation 815; middle half (25th–75th percentile) 1,710–2,759; lowest 540, highest 11,231.

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 3,310 resale sales. Average 2005; median 2007; standard deviation 16; middle half (25th–75th percentile) 1998–2018; lowest 1875, 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 3,310 resale sales. Average 71; median 46; standard deviation 83; middle half (25th–75th percentile) 15–95; lowest 0, highest 966. 43 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 3,310 resale sales. Average 6.9%; median 5.5%; standard deviation 7.1%; middle half (25th–75th percentile) 2.5%–10.0%; lowest −136.7%, highest 51.8%. 167 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 1,724 of 3,310 resale sales (52.1%).

8.1.8 Seller paid closing costs or repairs

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

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

The data 2,102 of 3,310 resale sales (63.5%).

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 992 sales with a view, 2236 without, 82 unclassified. Most common View entries: None 1548, Neighborhood 920, Park/Greenbelt 454, Trees/Woods 440, Hill Country 121, See Remarks 115, Pool 81, Panoramic 76.

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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 2026-11-22 13:00 UTC), every field. Filter: StandardStatus = Closed, PropertyType = Residential, CountyOrParish = Williamson.

The data Pulled November 22, 2026: 10,645 closed Williamson County records over the prior year. Cities: Georgetown (3,099); Round Rock (1,715); Leander (1,294); Hutto (1,171); Liberty Hill (1,063); Jarrell (714); and 10 more. ZIP codes: 29, the most sales in 78628, 78641, 78633, 78634, 78642, 78665.

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 26, 2026 to November 21, 2026 inclusive.

The data 5,186 single-family sales in the window: 3,310 resale, 1,876 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 3,310 resale; 1,876 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 196 sale(s) other than single-family homes (condo, townhome and similar); 16 sale(s) with concessions above 10% of price; 12 sale(s) with no original list price; 1 sale(s) with no usable living area

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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 $320K”.

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 $320K: $62,000–$319,900 (821 sales); $320K–$403K: $320,000–$402,550 (834 sales); $403K–$549K: $403,000–$549,250 (827 sales); Over $549K: $549,700–$4,365,000 (828 sales)
Quartiles by living area: Under 1,712 SF: 540–1,710 SF (828 sales); 1,712–2,160 SF: 1,712–2,160 SF (827 sales); 2,161–2,757 SF: 2,161–2,757 SF (826 sales); Over 2,757 SF: 2,759–11,231 SF (829 sales)
Quartiles by year built: Before 1998: 1875–1997 (811 sales); 1998–2006: 1998–2006 (822 sales); 2007–2017: 2007–2017 (799 sales); After 2017: 2018–2026 (878 sales)
View and no view: View: MLS lists a view (992 sales); No view: None or Neighborhood (2,236 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 $473,506, median $402,775. Days on market: average 71, median 46: 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 20 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 = 869.24	3	< 0.0001	p < 0.0063	**Yes**	$\varepsilon^2 = 0.263$	large
Living area	Kruskal–Wallis	H = 1,918.50	3	< 0.0001	p < 0.0063	**Yes**	$\varepsilon^2 = 0.580$	large
Year built	Kruskal–Wallis	H = 10.29	3	0.0162	p < 0.0063	**Unclear**	$\varepsilon^2 = 0.003$	negligible
Days on market	Kruskal–Wallis	H = 20.04	3	0.0002	p < 0.0063	**Yes**	$\varepsilon^2 = 0.006$	negligible
Discount from original list	Kruskal–Wallis	H = 116.02	3	< 0.0001	p < 0.0063	**Yes**	$\varepsilon^2 = 0.035$	small
Price cut before sale	Chi-square	$\chi^2 = 34.88$	3	< 0.0001	p < 0.0063	**Yes**	Cramér's V = 0.103	small
Seller paid closing costs or repairs	Chi-square	$\chi^2 = 11.63$	3	0.0087	p < 0.0063	**Unclear**	Cramér's V = 0.059	negligible
Has a view	Chi-square	$\chi^2 = 310.23$	3	< 0.0001	p < 0.0063	**Yes**	Cramér's V = 0.306	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 = 1,915.54	3	< 0.0001	p < 0.0063	**Yes**	$\varepsilon^2 = 0.579$	large
Net price per SF	Kruskal–Wallis	H = 94.34	3	< 0.0001	p < 0.0063	**Yes**	$\varepsilon^2 = 0.029$	small
Year built	Kruskal–Wallis	H = 134.73	3	< 0.0001	p < 0.0063	**Yes**	$\varepsilon^2 = 0.041$	small
Days on market	Kruskal–Wallis	H = 9.04	3	0.0288	p < 0.0063	**Unclear**	$\varepsilon^2 = 0.003$	negligible
Discount from original list	Kruskal–Wallis	H = 8.63	3	0.0346	p < 0.0063	**Unclear**	$\varepsilon^2 = 0.003$	negligible
Price cut before sale	Chi-square	$\chi^2 = 5.08$	3	0.1663	p < 0.0063	**Unclear**	Cramér's V = 0.039	negligible
Seller paid closing costs or repairs	Chi-square	$\chi^2 = 1.86$	3	0.6012	p < 0.0063	**Unclear**	Cramér's V = 0.024	negligible
Has a view	Chi-square	$\chi^2 = 86.13$	3	< 0.0001	p < 0.0063	**Yes**	Cramér's V = 0.161	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 = 35.28	3	< 0.0001	p < 0.0063	**Yes**	ε^2 = 0.011	small
Net price per SF	Kruskal–Wallis	H = 129.28	3	< 0.0001	p < 0.0063	**Yes**	ε^2 = 0.039	small
Living area	Kruskal–Wallis	H = 206.44	3	< 0.0001	p < 0.0063	**Yes**	ε^2 = 0.062	medium
Days on market	Kruskal–Wallis	H = 67.28	3	< 0.0001	p < 0.0063	**Yes**	ε^2 = 0.020	small
Discount from original list	Kruskal–Wallis	H = 2.20	3	0.5323	p < 0.0063	**Unclear**	ε^2 = 0.001	negligible
Price cut before sale	Chi-square	χ^2 = 48.74	3	< 0.0001	p < 0.0063	**Yes**	Cramér's V = 0.121	small
Seller paid closing costs or repairs	Chi-square	χ^2 = 2.98	3	0.3940	p < 0.0063	**Unclear**	Cramér's V = 0.030	negligible
Has a view	Chi-square	χ^2 = 7.84	3	0.0494	p < 0.0063	**Unclear**	Cramér's V = 0.049	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 = 1,534,261.00	—	< 0.0001	p < 0.0063	**Yes**	rank-biserial r = 0.383	medium
Net price per SF	Mann–Whitney U	U = 1,504,607.50	—	< 0.0001	p < 0.0063	**Yes**	rank-biserial r = 0.357	medium
Living area	Mann–Whitney U	U = 1,344,014.50	—	< 0.0001	p < 0.0063	**Yes**	rank-biserial r = 0.212	small
Year built	Mann–Whitney U	U = 1,163,782.50	—	0.0250	p < 0.0063	**Unclear**	rank-biserial r = 0.049	negligible
Days on market	Mann–Whitney U	U = 1,072,656.50	—	0.1362	p < 0.0063	**Unclear**	rank-biserial r = 0.033	negligible
Discount from original list	Mann–Whitney U	U = 1,021,877.00	—	0.0004	p < 0.0063	**Yes**	rank-biserial r = 0.079	negligible
Price cut before sale	Chi-square	χ^2 = 14.48	1	0.0001	p < 0.0063	**Yes**	Cramér's V = 0.067	negligible
Seller paid closing costs or repairs	Chi-square	χ^2 = 3.45	1	0.0634	p < 0.0063	**Unclear**	Cramér's V = 0.033	negligible

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8.4 Data notes

Left out of the analysis: 1,876 new-construction sales (basic statistics only, section 7); 196 sale(s) other than single-family homes (condo, townhome and similar); 16 sale(s) with concessions above 10% of price; 12 sale(s) with no original list price; 1 sale(s) with no usable living area. 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 3,310 closed MLS resale sales; the 1,876 new-construction sales appear only in their own section, as basic statistics. Sale and listing data: ABOR MLS via secure APIs, pulled November 22, 2026. Map data © OpenStreetMap contributors. ALEX Companies · Licensed by the Texas Real Estate Commission · Broker: Alexander Tiffany Southwest, LLC (ALEX Real Estate), #565194-BB · Diane Hart Alexander, Designated Broker, #574877-B.

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