Sales Up, Time On Market Up — What It Means

Bastrop’s market is shifting — not slowing down

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THE DATA

79

Average Days on Market

Across ZIP codes 78602 and 78612, homes took longer to sell in August 2026 compared to the same month in 2025.

The average time homes spent on the market rose from 65 to 79 days — a 21.5% increase. This is not a sign of weakness but a signal of market recalibration. With sales rising despite longer exposure, we’re seeing a shift from speculative urgency to deliberate buyer behavior.

Source: Community Impact Newspaper · Published September 15, 2026
https://communityimpact.com/bastrop-cedar-creek/real-estate/bastrop-cedar-creek-sees-more-home-sales-longer-market-times-in-august/

01

Buyer Power Is Rising

The 8% year-over-year increase in closed sales — while prices declined — indicates that demand remains strong, but sellers are adjusting to a new reality. Buyers are no longer pressured to act quickly, and the market is rewarding patience. This is not a softening but a maturation of the market structure.

02

Price Adjustments Are Strategic

Median prices dropped 7% year over year, from $395,000 to $369,000, and average price per square foot fell from $206 to $201. These adjustments are not market failure — they reflect a strategic alignment between pricing and buyer intent. Homes priced in the $300K–$499K range dominated sales, suggesting that the sweet spot is now firmly in the mid-tier segment.

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