



AREA REPORT

SAN MARCOS

DECEMBER 2025 | SINGLE FAMILY



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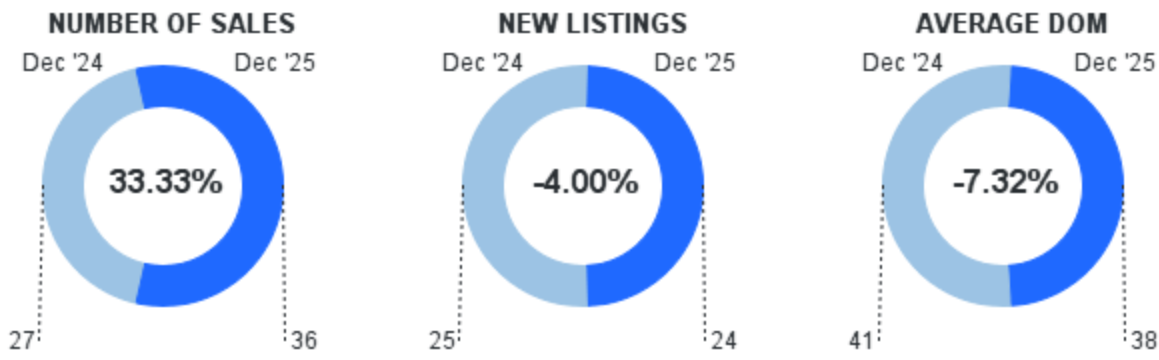


COLDWELL BANKER
REALTY

SAN MARCOS | December 2025

REAL ESTATE SNAPSHOT - Change since this time last year

Single Family



-2.66% ↓

MEDIAN SALES PRICE
SINGLE FAMILY

0.99% ↑

AVERAGE SALES PRICE
SINGLE FAMILY

1.11% ↑

**MEDIAN LIST PRICE
(SOLD LISTINGS)**
SINGLE FAMILY

2.43% ↑

**AVERAGE LIST PRICE
(SOLD LISTINGS)**
SINGLE FAMILY

■ Dec '24 ■ Dec '25

AREA REPORT

SAN MARCOS

FULL MARKET SUMMARY

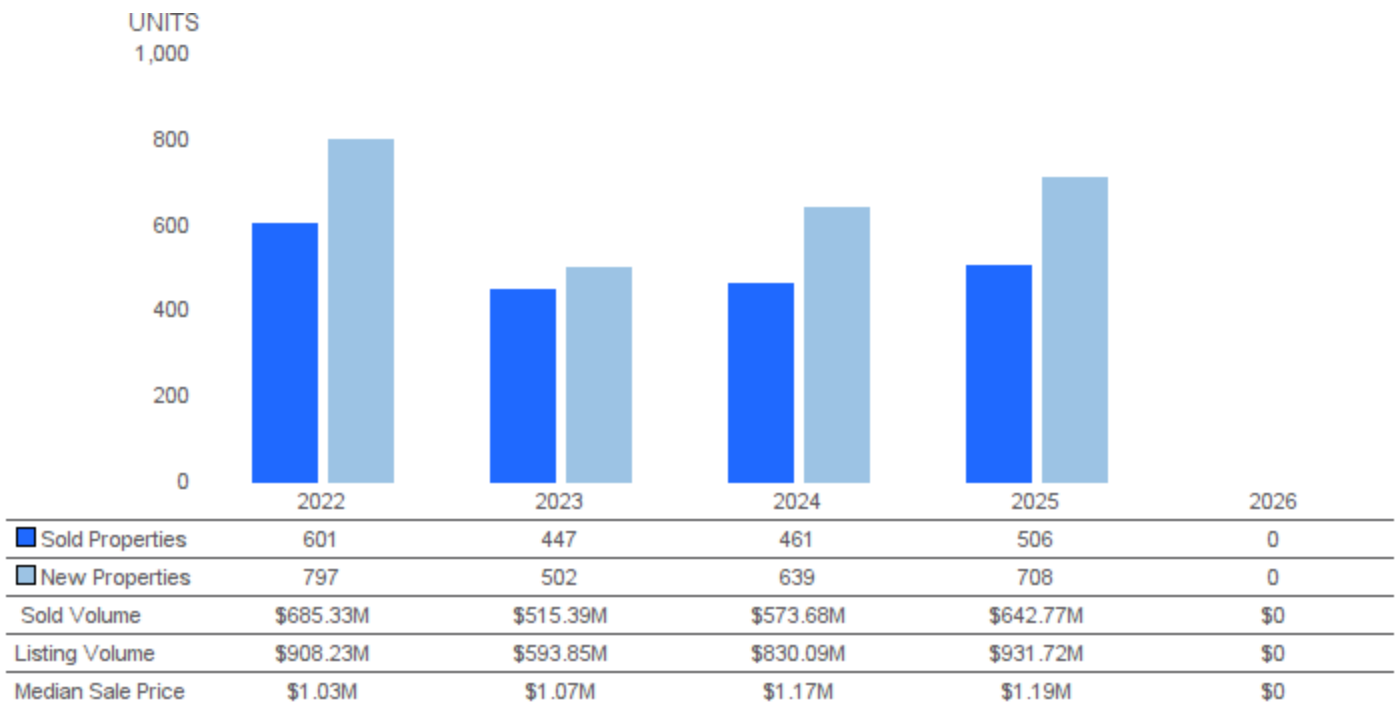
December 2025 | Single Family ?

	Month to Date			Year to Date		
	December 2025	December 2024	% Change	YTD 2025	YTD 2024	% Change
New Listings	24	25	-4% ↓	708	639	10.8% ↑
Sold Listings	36	27	33.33% ↑	506	461	9.76% ↑
Median List Price (Solds)	\$1,092,000	\$1,080,000	1.11% ↑	\$1,198,950	\$1,159,999	3.36% ↑
Median Sold Price	\$1,043,000	\$1,071,500	-2.66% ↓	\$1,194,950	\$1,165,000	2.57% ↑
Median Days on Market	22	27	-18.52% ↓	20	14	42.86% ↑
Average List Price (Solds)	\$1,222,185	\$1,193,246	2.43% ↑	\$1,287,632	\$1,243,192	3.57% ↑
Average Sold Price	\$1,186,719	\$1,175,134	0.99% ↑	\$1,270,305	\$1,244,420	2.08% ↑
Average Days on Market	38	41	-7.32% ↓	31	26	19.23% ↑
List/Sold Price Ratio	97.9%	98.7%	-0.89% ↓	99.2%	100.3%	-1.16% ↓

SOLD AND NEW PROPERTIES (UNITS)

December 2025 | Single Family ?

Sold Properties | Number of properties sold during the year
New Properties | Number of properties listed during the year.



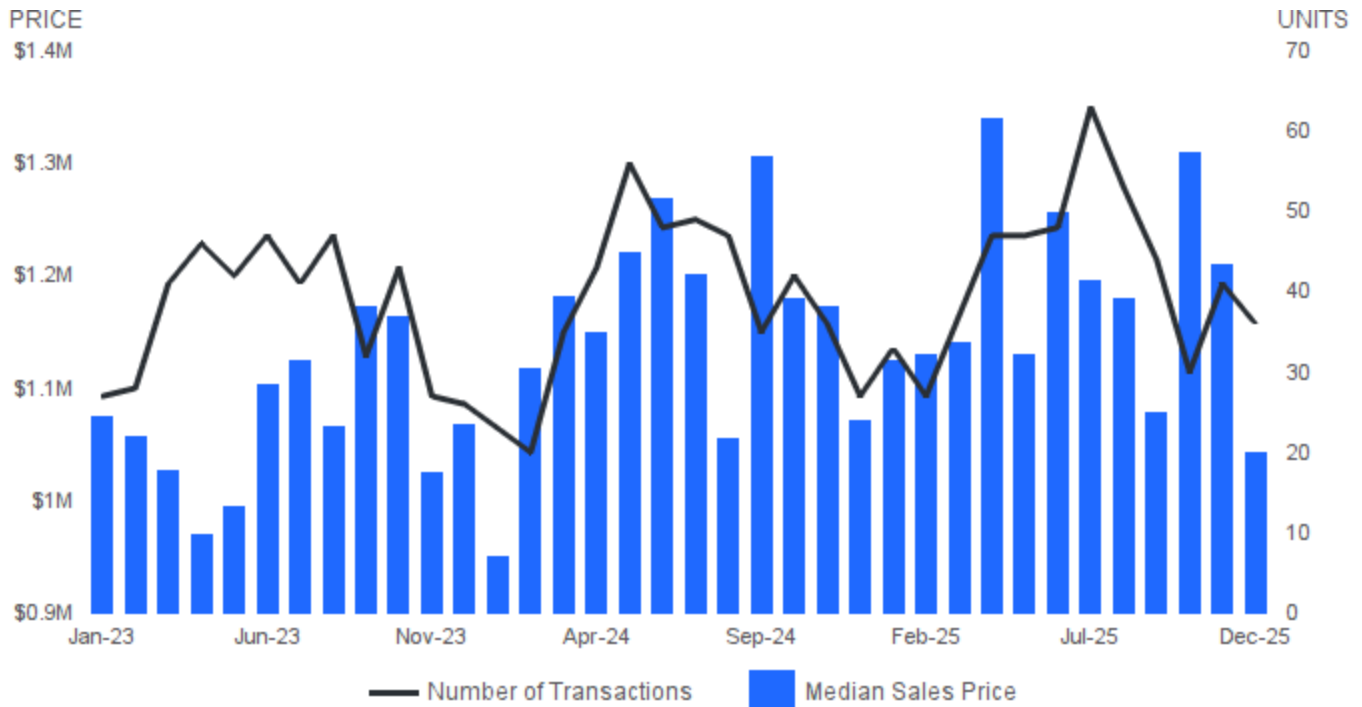
Sold Volume	\$685.33M	\$515.39M	\$573.68M	\$642.77M	\$0
Listing Volume	\$908.23M	\$593.85M	\$830.09M	\$931.72M	\$0
Median Sale Price	\$1.03M	\$1.07M	\$1.17M	\$1.19M	\$0

MEDIAN SALES PRICE AND NUMBER OF SALES

December 2025 | Single Family ?

Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.

Number of Sales | Number of properties sold.

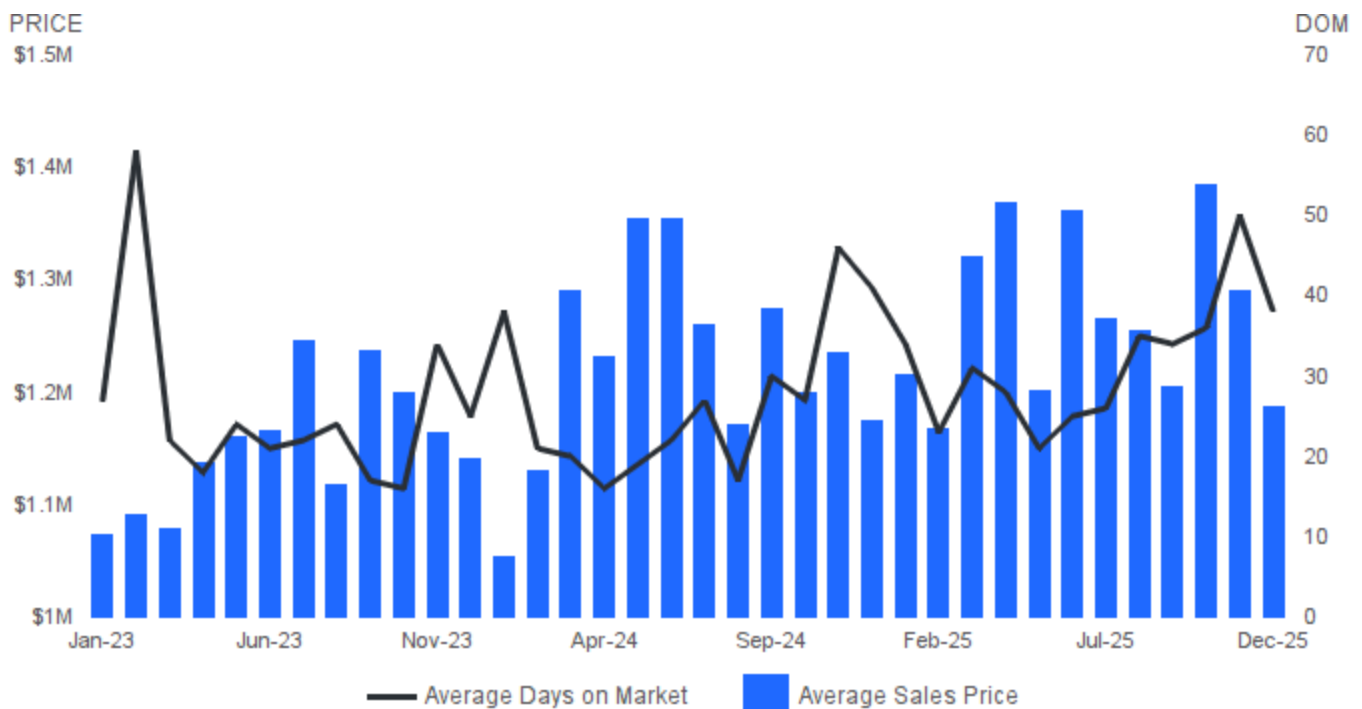


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

December 2025 | Single Family ?

Average Sales Price | Average sales price for all properties sold.

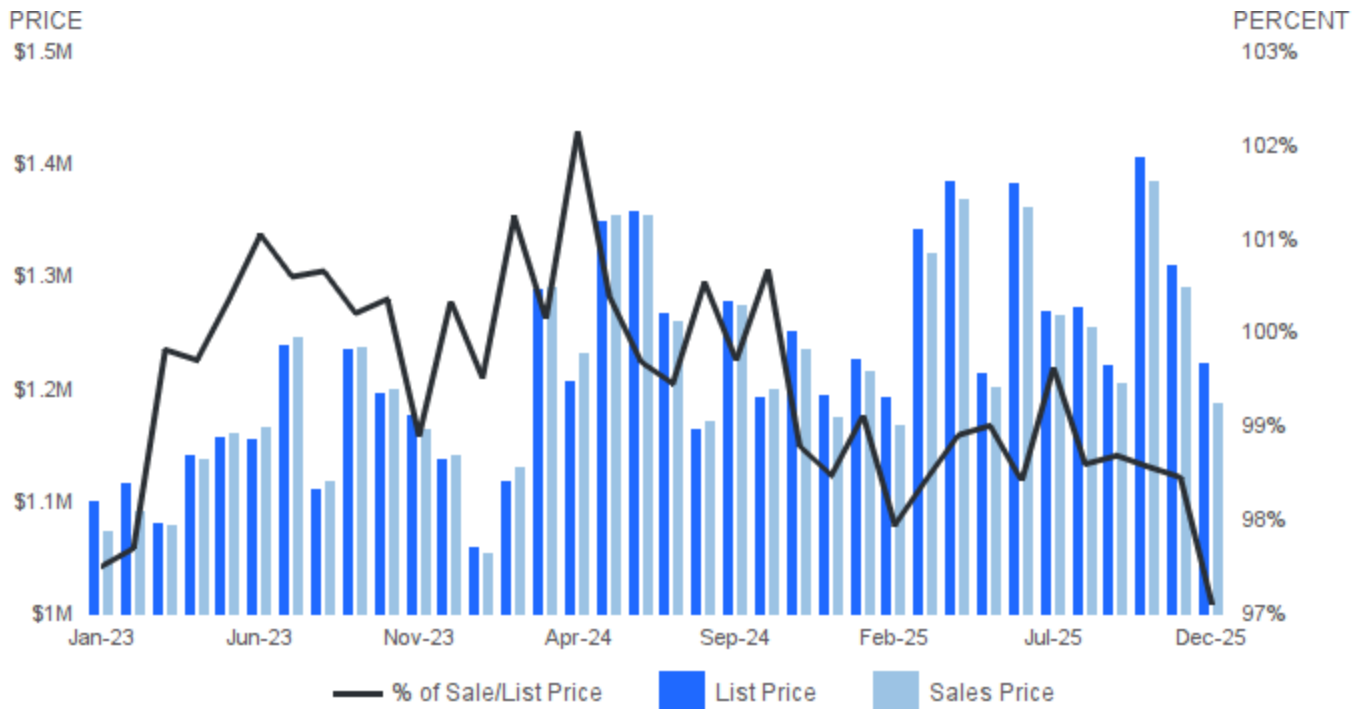
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

December 2025 | Single Family ?

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

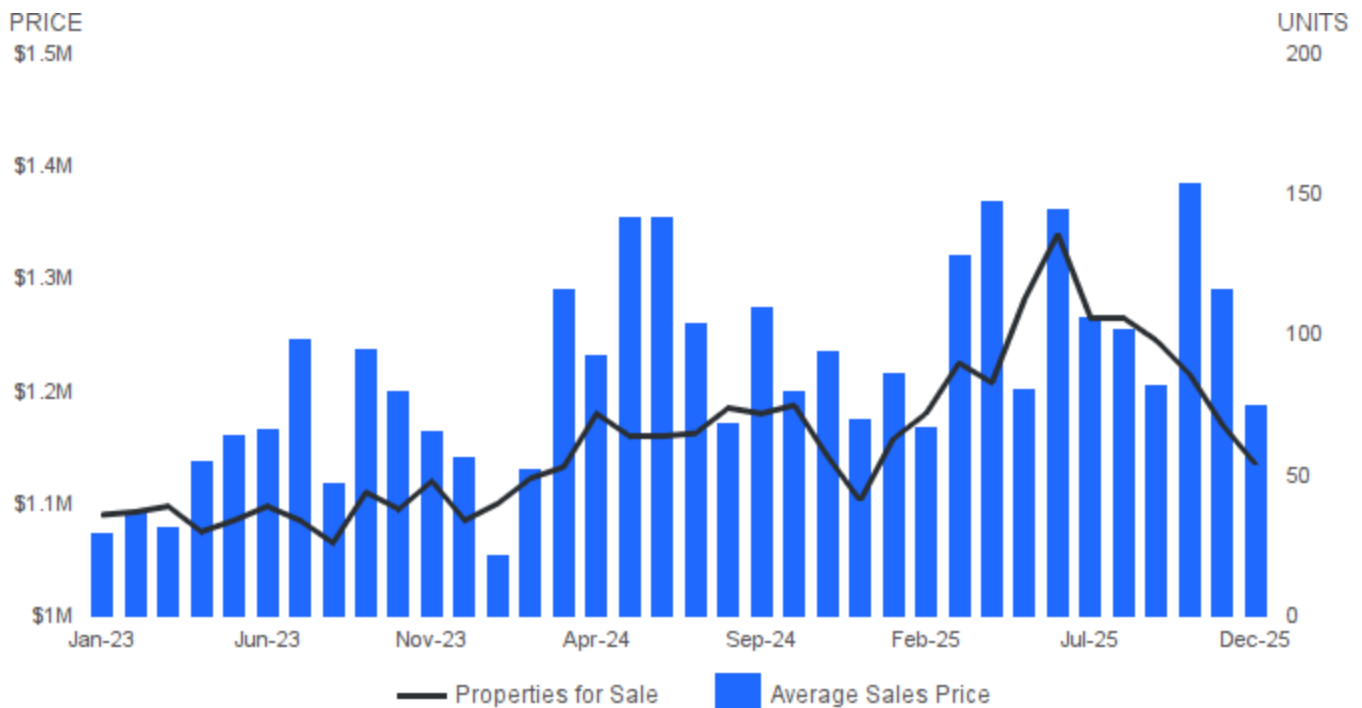


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

December 2025 | Single Family ?

Average Sales Price | Average sales price for all properties sold.

Properties for Sale | Number of properties listed for sale at the end of month.

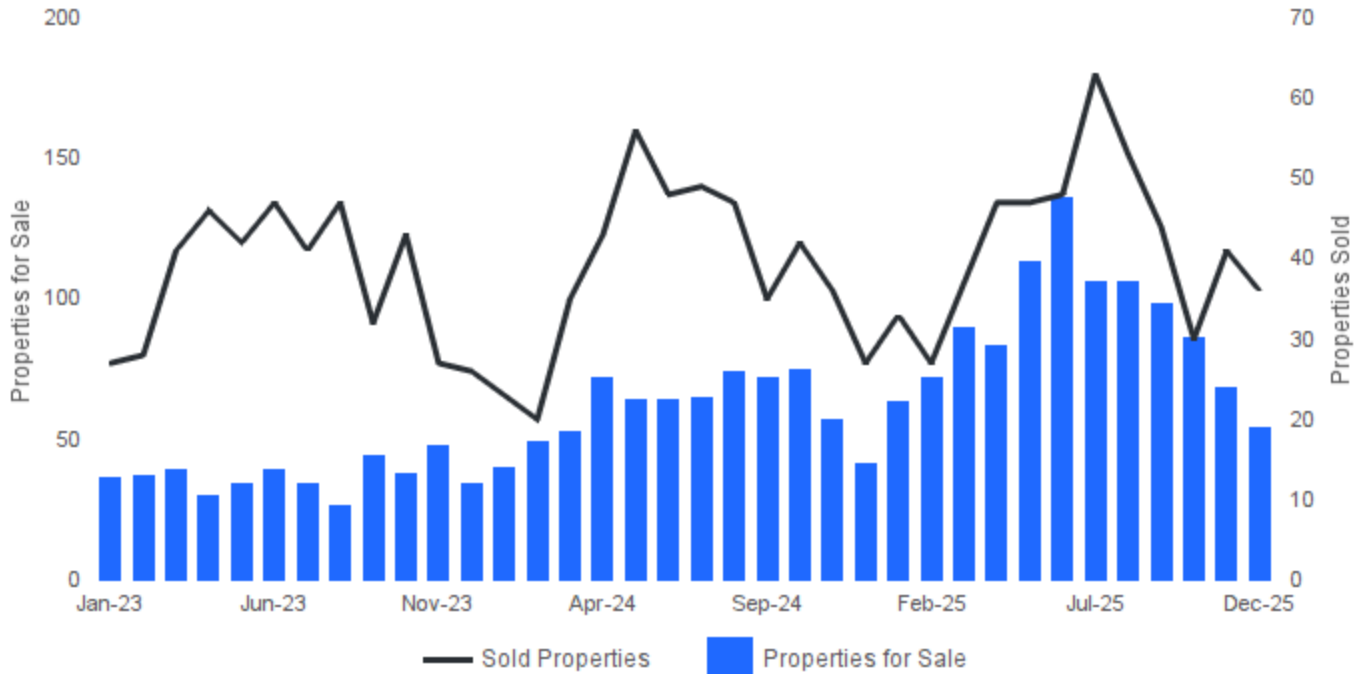


PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2025 | Single Family ?

Properties for Sale | Number of properties listed for sale at the end of month.

Sold Properties | Number of properties sold.



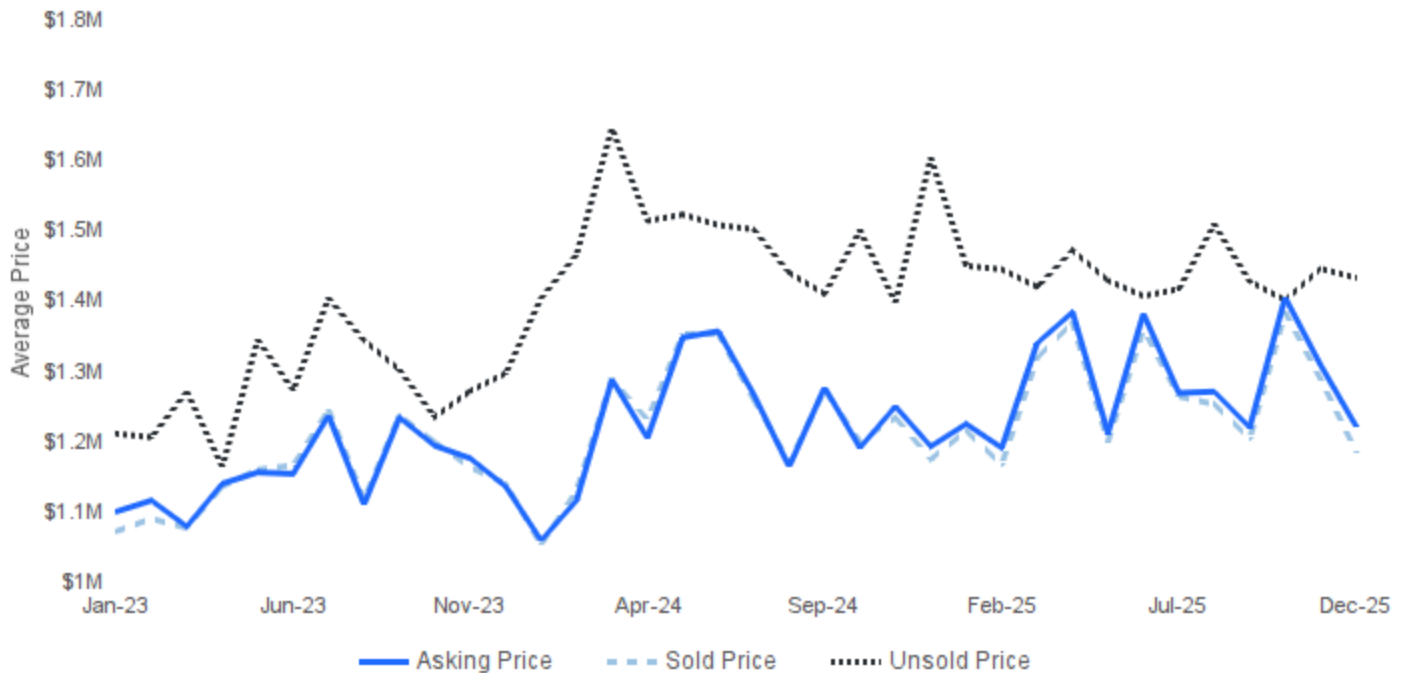
AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2025 | Single Family ?

Asking Price | the average asking price of sold properties

Sold Price | the average selling price

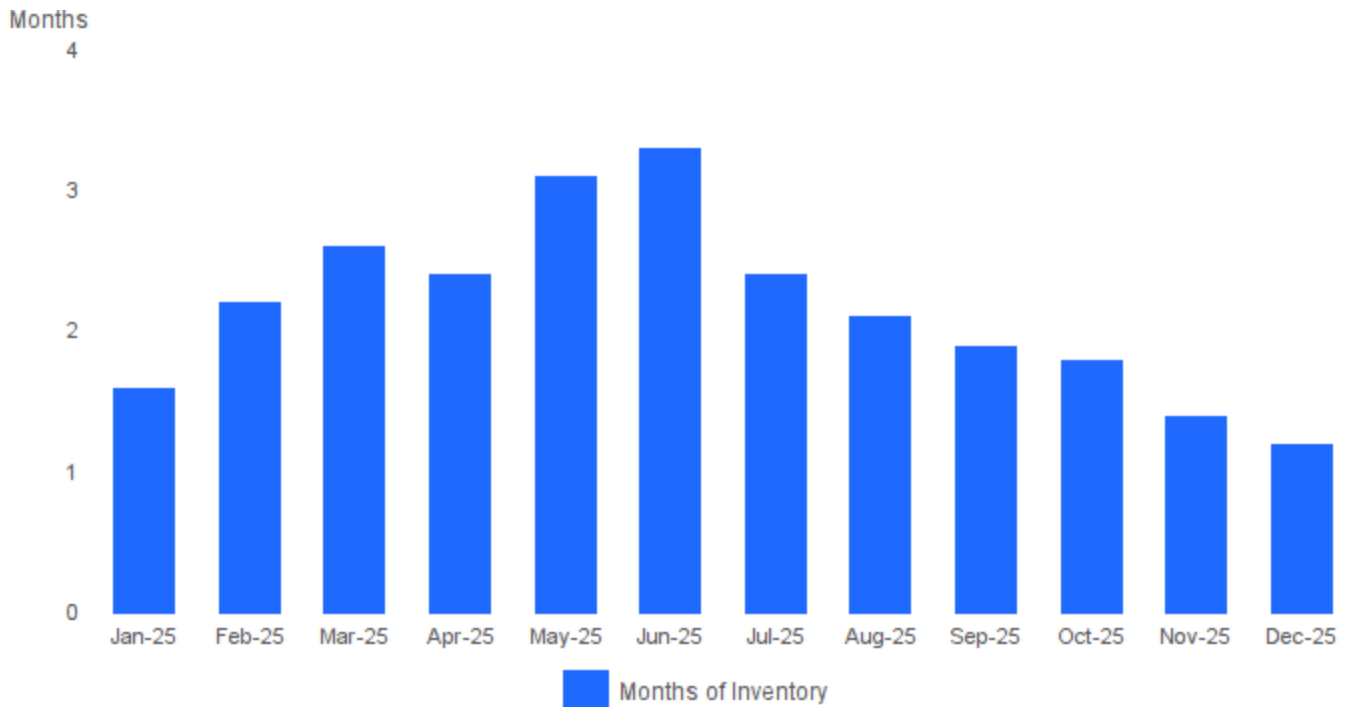
Unsold Price | the average active list price



ABSORPTION RATE

December 2025 | Single Family ?

Absorption Rate | Looks at the past year's monthly supply of inventory. In a normal market there should be a 6 month supply. The higher the rate above 6 the more aggressive a seller has to be with the competition; price and having a picture perfect property.



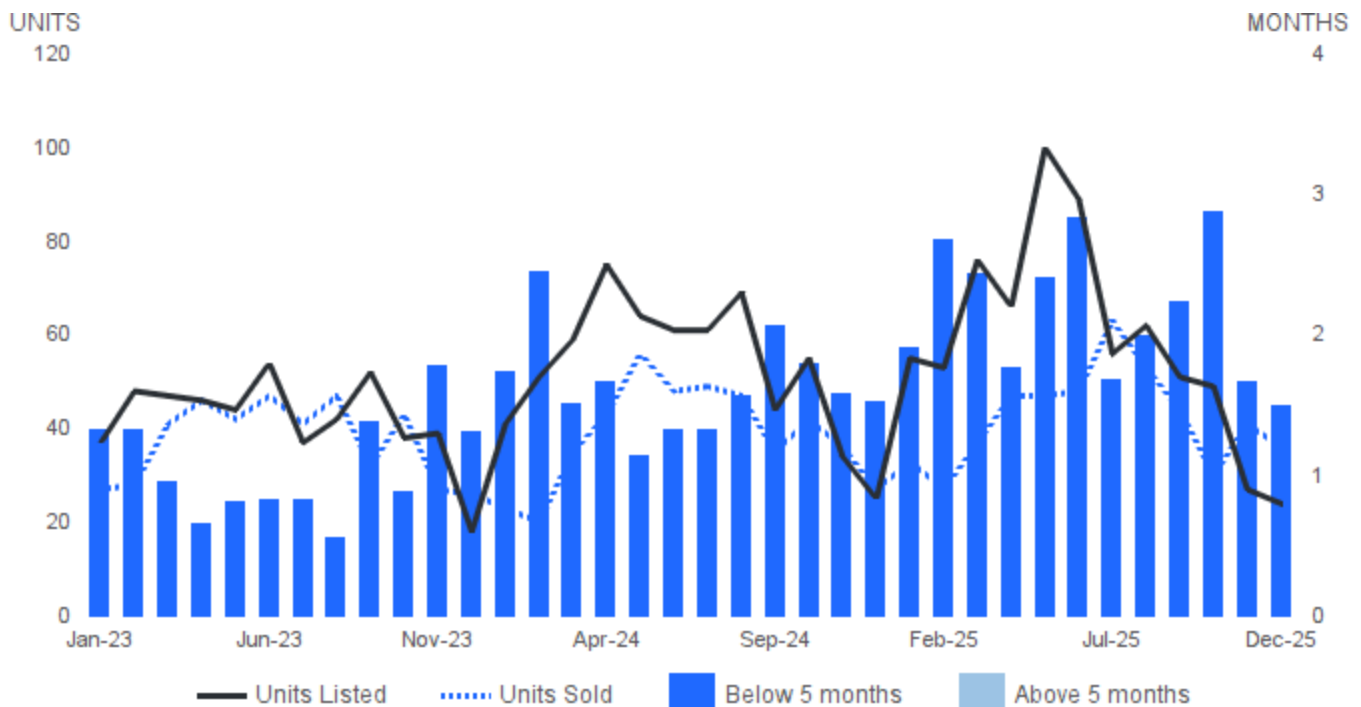
MONTHS SUPPLY OF INVENTORY

December 2025 | Single Family ?

Months Supply of Inventory | Properties for sale divided by number of properties sold.

Units Listed | Number of properties listed for sale at the end of month.

Units Sold | Number of properties sold.



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