



WEST AUSTIN
PROPERTIES

January 2025 Austin Real Estate Market Report

A comprehensive report on the
Austin and Central Texas real estate market.

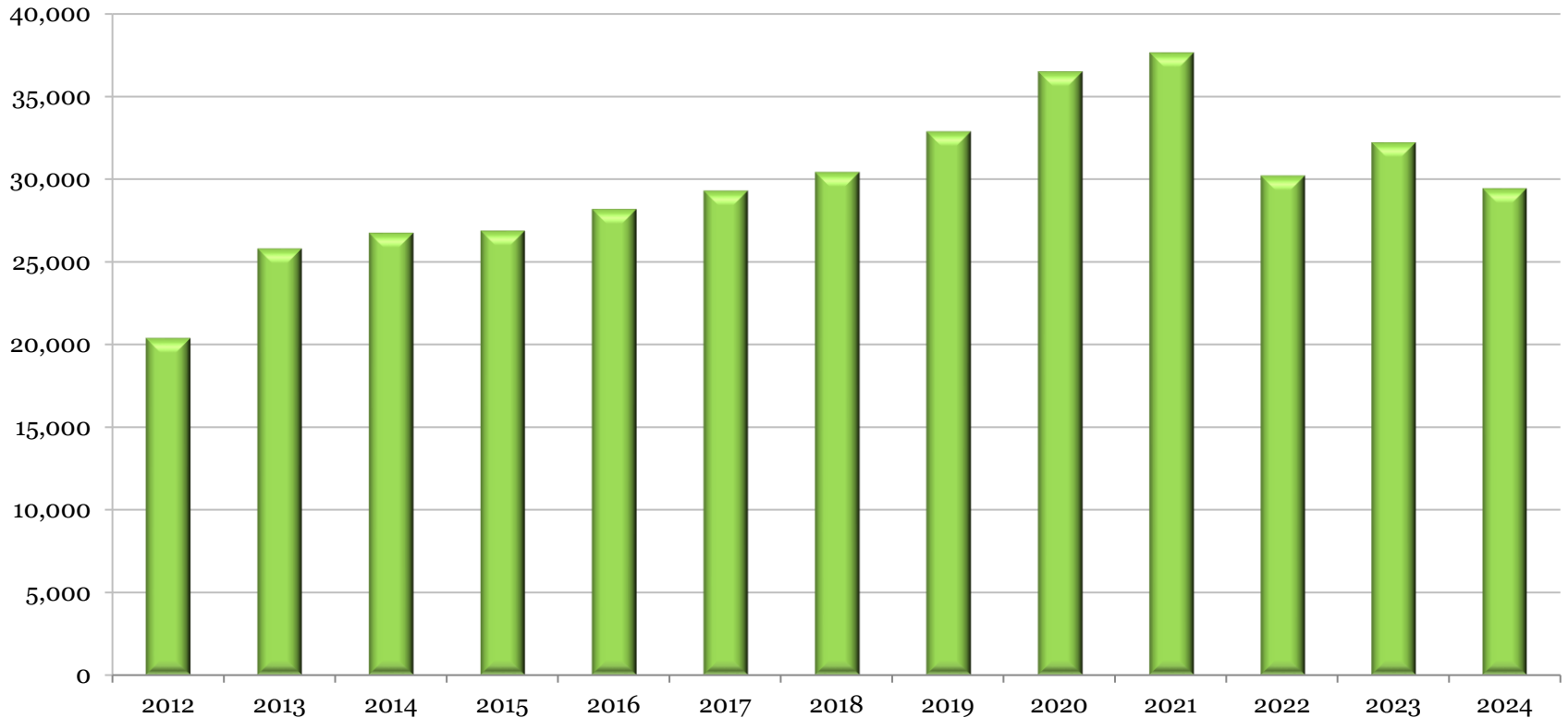
Volume 1, Issue XX



Year to Date Sales – January 2025

1

Total year to date sales increased steadily from 2011 to 2019. Sales declined slightly during the first year of Covid. Then increased during the second year. In the summer of 2022, interest rates increased, causing a decline in sales. This year total year to date sales are lower than the last six years. The recent lowering of interest rates, the decline in home prices in the Austin area, the increase in rental costs and the large number of homes on the market to choose from will impact the real estate market.

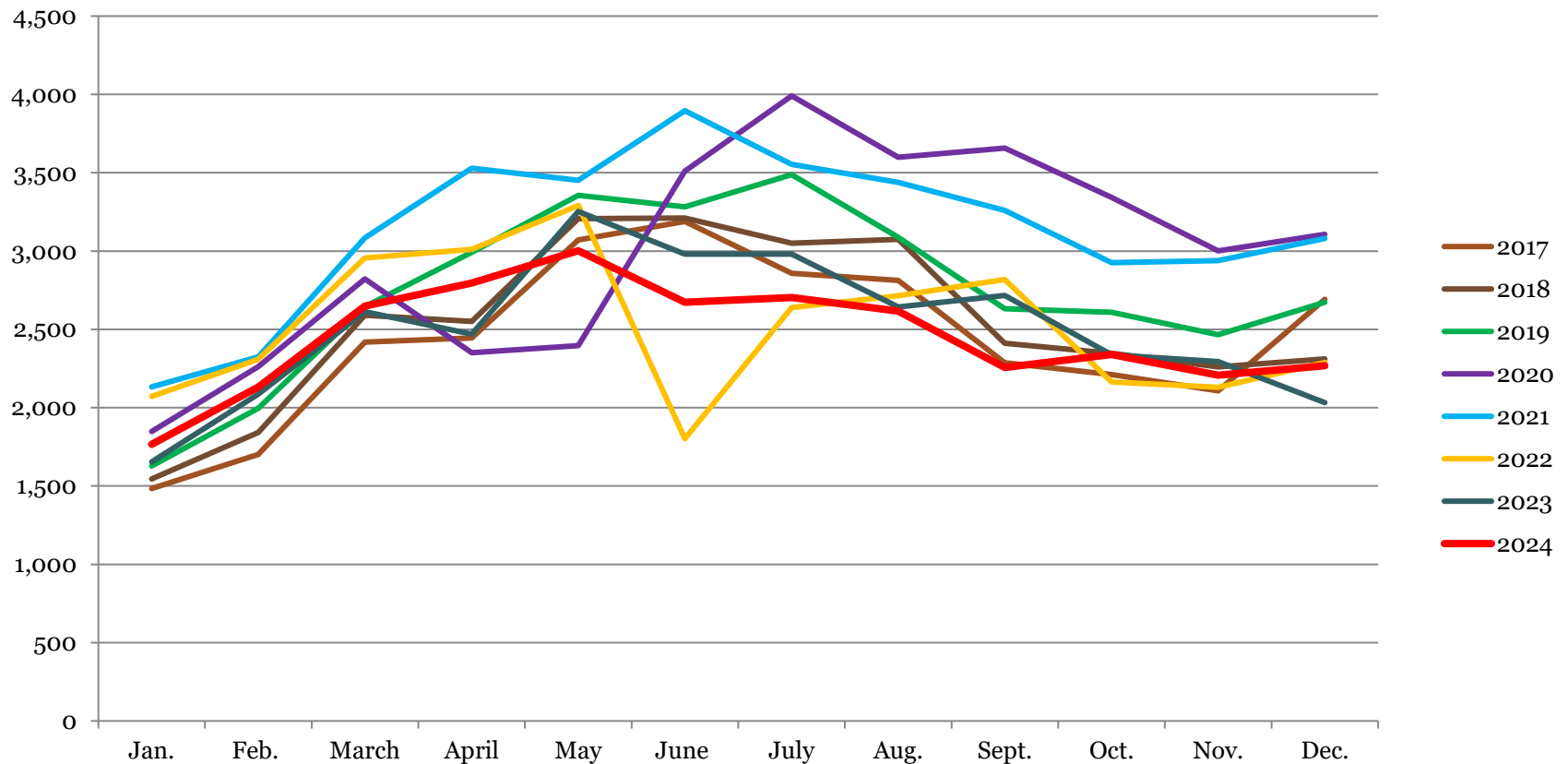


Homes Sold per Month – December 2024



2

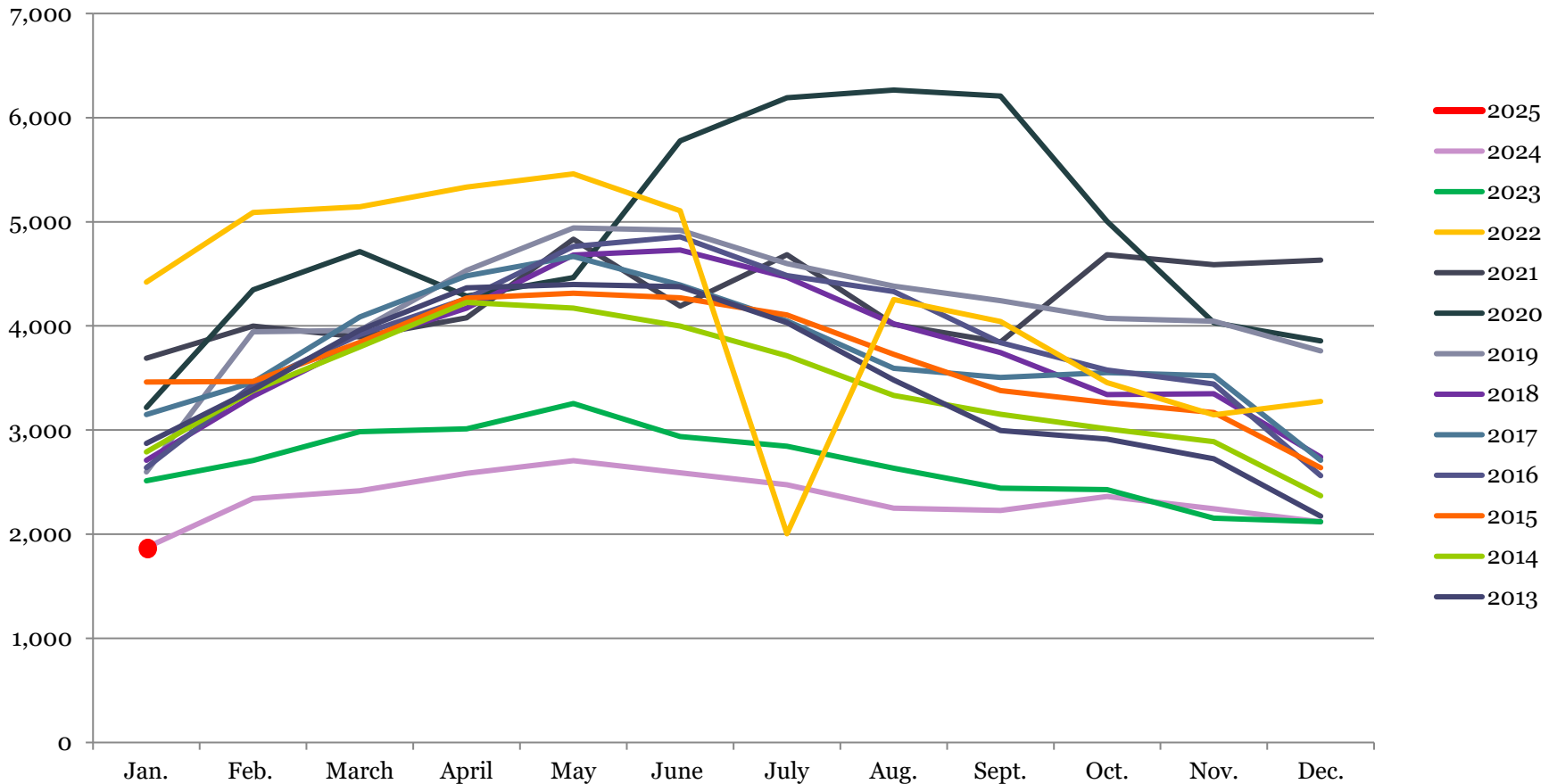
The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,268 homes sold in Austin, Texas. This represents a 11.6% increase in homes sold last month compared to one year ago.



Pending Sales per Month – January 2025

4

The chart below tracks the number of Pending Sales in the market. These are homes that are Under Contract that have yet to close. This month there are 1,872 homes Pending in Austin, Texas.



Home Sales by Price Band- January 2025

5

Overall, we are in a Normal Seller's Market with 4.6 months of inventory. On average, home prices are showing Moderate Appreciation for the year. However, the Market is different based on demand and the number of homes for sale in each price range. Homes under \$900,000 are in a Normal Seller's Market.

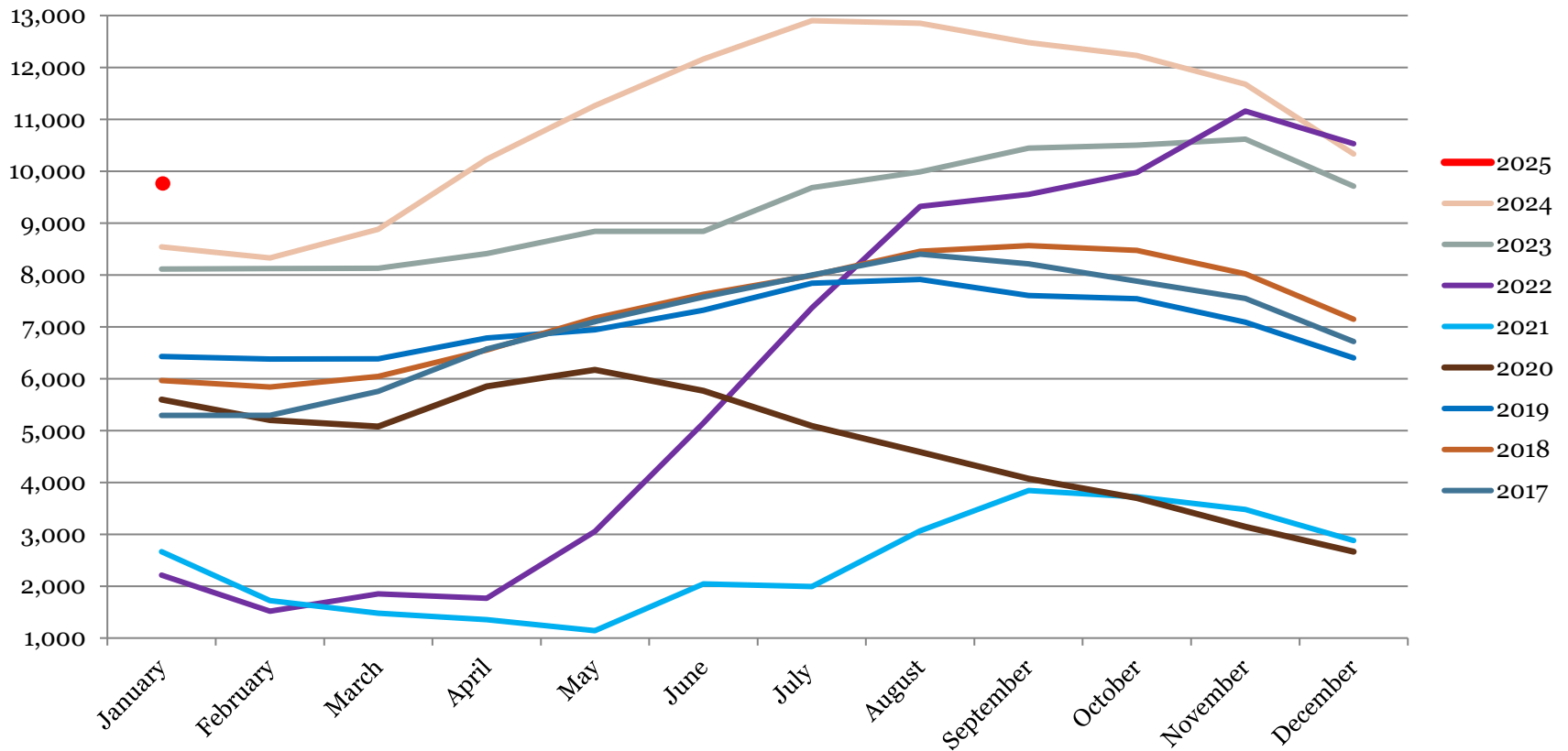
Price Range	# of Solds	Active Listings	Months of Inventory	Sold % of List	Market
\$0-\$200k	47	184	3.91	94%	Normal Seller's market
\$200-\$300k	304	1191	3.92	97%	Normal Seller's market
\$300-\$400k	566	2381	4.21	97%	Normal Seller's market
\$400k-\$500k	435	1893	4.35	98%	Normal Seller's market
\$500-\$600k	263	1241	4.72	97%	Normal Seller's market
\$600-\$700k	184	867	4.71	97%	Normal Seller's market
\$700-\$800k	127	536	4.22	97%	Normal Seller's market
\$800-\$900k	86	421	4.90	96%	Normal Seller's market
\$900-\$1M	48	312	6.50	96%	Balanced Market
\$1-\$2M	160	914	5.71	95%	Normal Seller's market
\$2-\$3M	28	264	9.43	94%	Normal Buyer's Market
\$3-\$4M	13	100	7.69	93%	Balanced Market
\$4M<	5	124	24.80	96%	Extreme Buyer's Market
Overall MKT	2266	10428	4.60	96%	Normal Seller's market
12+ Months of Inventory		Extreme Buyer's Market			High Depreciation
9-12 Months of Inventory		Normal Buyer's Market			Moderate Depreciation
6-9 Months of Inventory		Balanced Market			Flat/Moderate Depreciation
3-6 Months of Inventory		Normal Seller's Market			Moderate Appreciation
0-3 Months of Inventory		Extreme Sellers Market			High Appreciation

Homes For Sale – January 2025



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The chart below follows the trends of the number of homes for sale during any given month. At the beginning of January there were 9,381 homes for sale in Austin, Texas. **There are 9.87% MORE homes for sale than last year at this time.**



Home Sales by Zip Code- December 2024



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Zip Code	# of Solds	Active Listings	Months of Inventory	Median Sales price	Sold % of List	Avg DOM
78701	13	128	9.85	\$665,000	97%	153
78703	15	86	5.73	\$1,400,000	94%	81
78704	34	202	5.94	\$1,206,500	94%	95
78705	-	39	-	-	-	-
78717	15	30	2.00	\$578,000	99%	55
78722	5	19	3.80	\$805,500	93%	115
78723	18	91	5.06	\$472,500	98%	49
78727	15	40	2.67	\$550,000	97%	63
78730	8	22	2.75	\$1,180,000	97%	69
78731	24	59	2.46	\$1,188,300	97%	51
78732	16	35	2.19	\$939,000	97%	73
78733	9	23	2.56	\$1,275,000	92%	62
78734	16	164	10.25	\$625,125	95%	68
78735	12	32	2.67	\$886,000	96%	77
78738	45	197	4.38	\$800,000	98%	97
78739	15	16	1.07	\$750,000	98%	36
78746	14	111	7.93	\$2,050,000	95%	98
78749	22	45	2.05	\$597,500	98%	35
78750	19	36	1.89	\$795,000	96%	59
78751	9	41	4.56	\$626,000	95%	81
78757	22	81	3.68	\$672,000	95%	64
78758	11	76	6.91	\$450,000	96%	80
78759	21	40	1.90	\$718,500	97%	34
78613	50	106	2.12	\$430,500	97%	71
12+ Months of Inventory			Extreme Buyer's Market		High Depreciation	
9-12 Months of Inventory			Normal Buyer's Market		Moderate Depreciation	
6-9 Months of Inventory			Balanced Market		Flat/Moderate Depreciation	
3-6 Months of Inventory			Normal Seller's Market		Moderate Appreciation	
0-3 Months of Inventory			Extreme Sellers Market		High Appreciation	

Central Austin

78701
78704
78705

West Austin/Westlake

78703
78733
78735
78746

Northwest Austin

78717
78727
78731
78750
78759
78613

North Austin

78751
78757
78758

Southwest Austin

78739
78749

East Austin

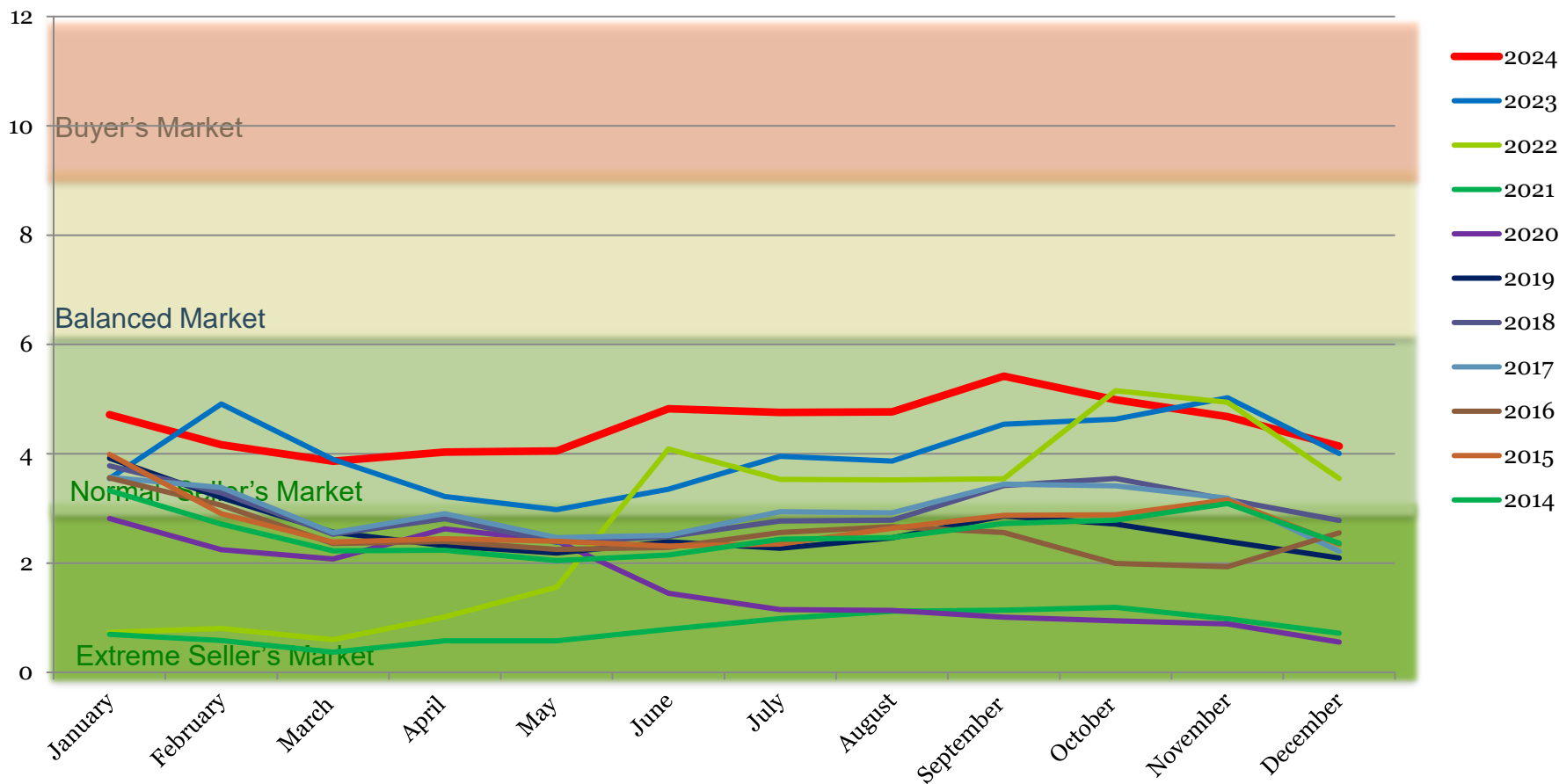
78722
78723

Northwest Travis Co.

78730
78732
78734
78738

Absorption Rate: Months of Inventory in Austin 2014-2024

The **Absorption Rate**, also called “Months of Inventory,” is the best indicator of how fast or slow home values are moving up or down. The formula is the number of homes on the market divided by the number of homes sold in the prior month. With 6 to 9 months of inventory, the market is called **Balanced**, and home values remain stable with slight decreases or increases possible. Below 6 months is called a **Seller’s Market**, as home prices slightly increase due to demand.



Mortgage Rates - 23 Year Summary

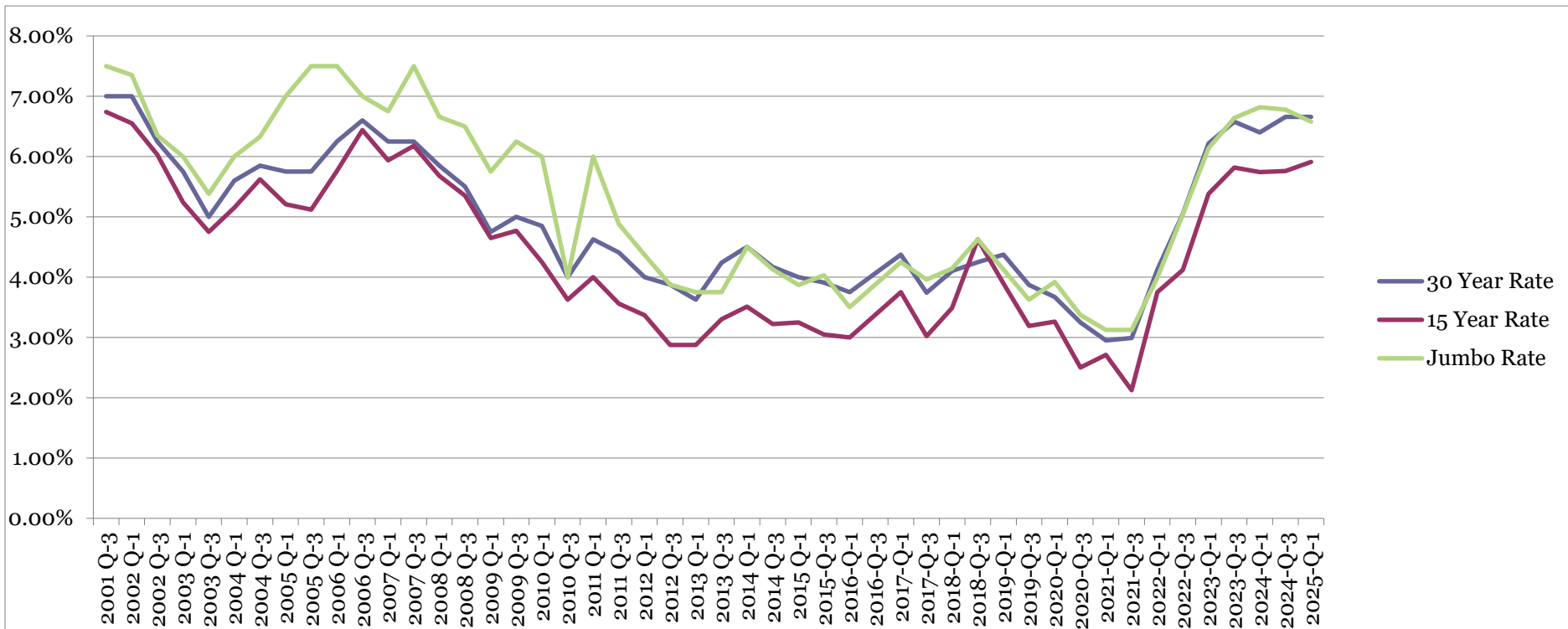


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more buyers qualify to purchase and home sales usually increase. The chart below tracks mortgage rates for the past 23 years.

Current Rates

Conforming 30 yr: 6.66%
Conforming 15 yr: 5.91%

Jumbo* 30 yr: 6.58%
*(over \$806,500 loan amount)



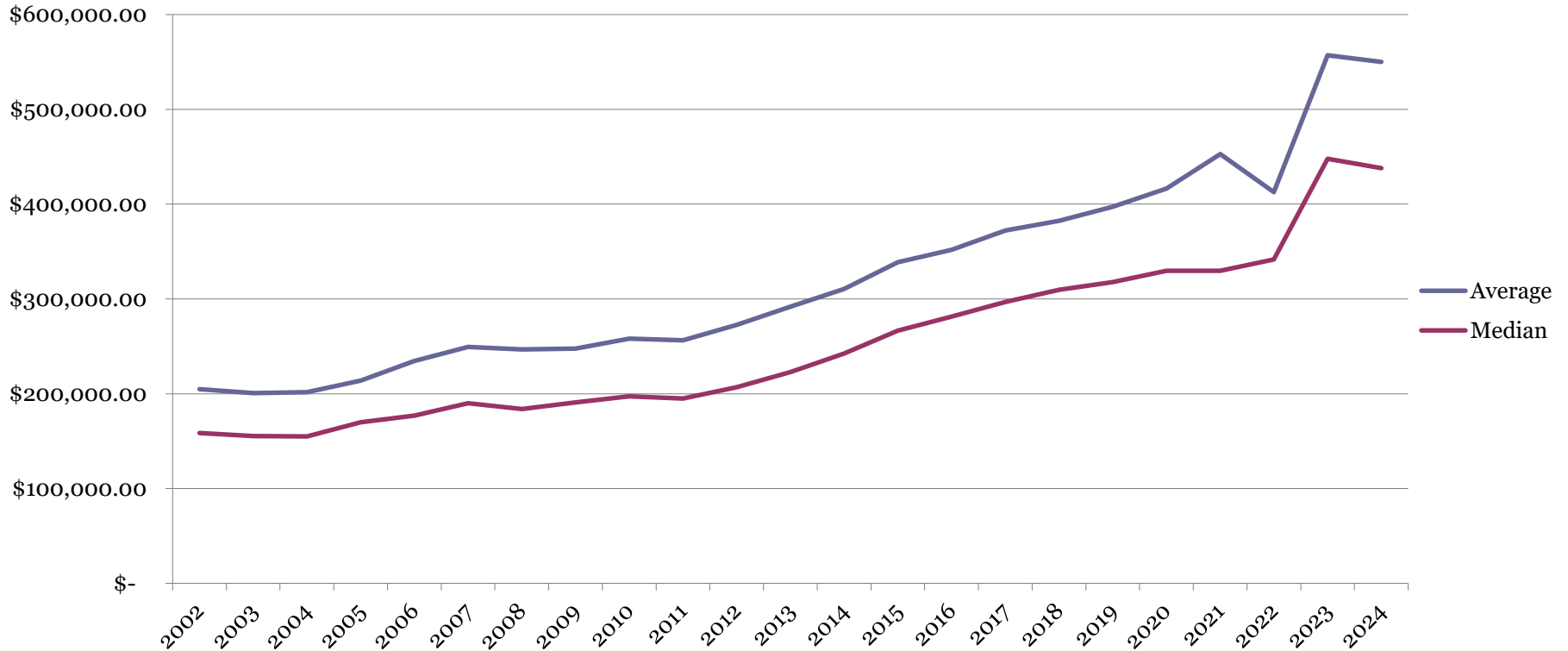
Average and Median Sold 22 Year Summary



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The chart below follows the trend of average and median sales price per year. Last month the average sales price was \$565,180. The median sold price was \$439,000 last month. The average sales price in December is up 3.16% and the median sales price is down 0.23% from one year ago.

The chart below shows the annual average and median Austin home sold.

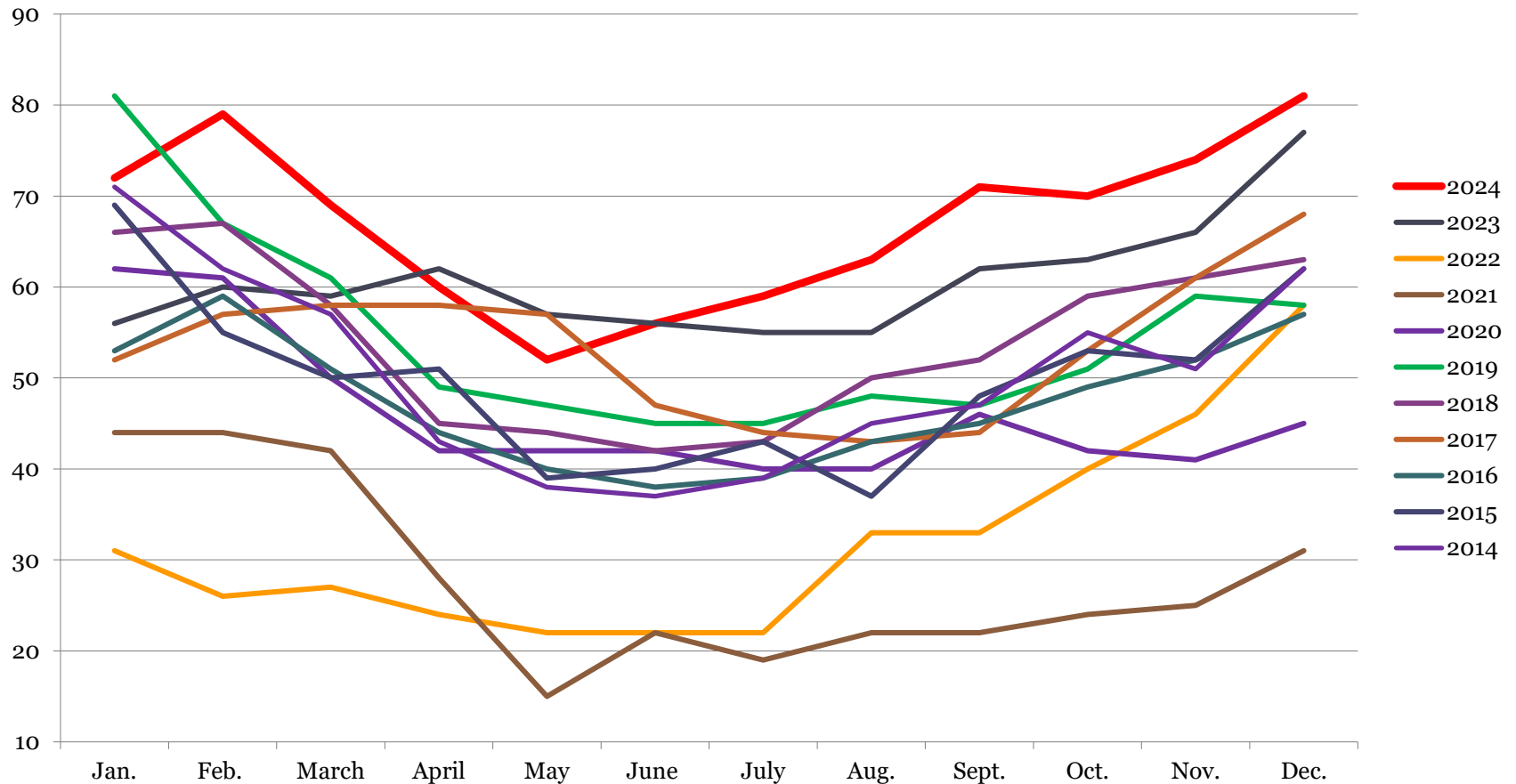


Average Days on Market 2014-2024



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Of the homes that sold last month, the average amount of days they had been on the market was 81 days. This is 4 days more than one year ago.





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For five decades and three generations, West Austin Properties has been passionately committed to the core values that guide it.

- Highest integrity in every relationship.
- Unsurpassed knowledge of Austin and the ever-changing real estate market.
- Educating and empowering our clients so that they can make decisions that best meet their unique needs.
- Focus on the people and not the real estate; the quality of our service not the volume of our business.
- Build on the strengths and talents of our team's generational blend.
- Improving our community through service and mentorship.