



**WEST AUSTIN**  
**PROPERTIES**

# **February 2025 Austin Real Estate Market Report**

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

Volume 2, Issue XX

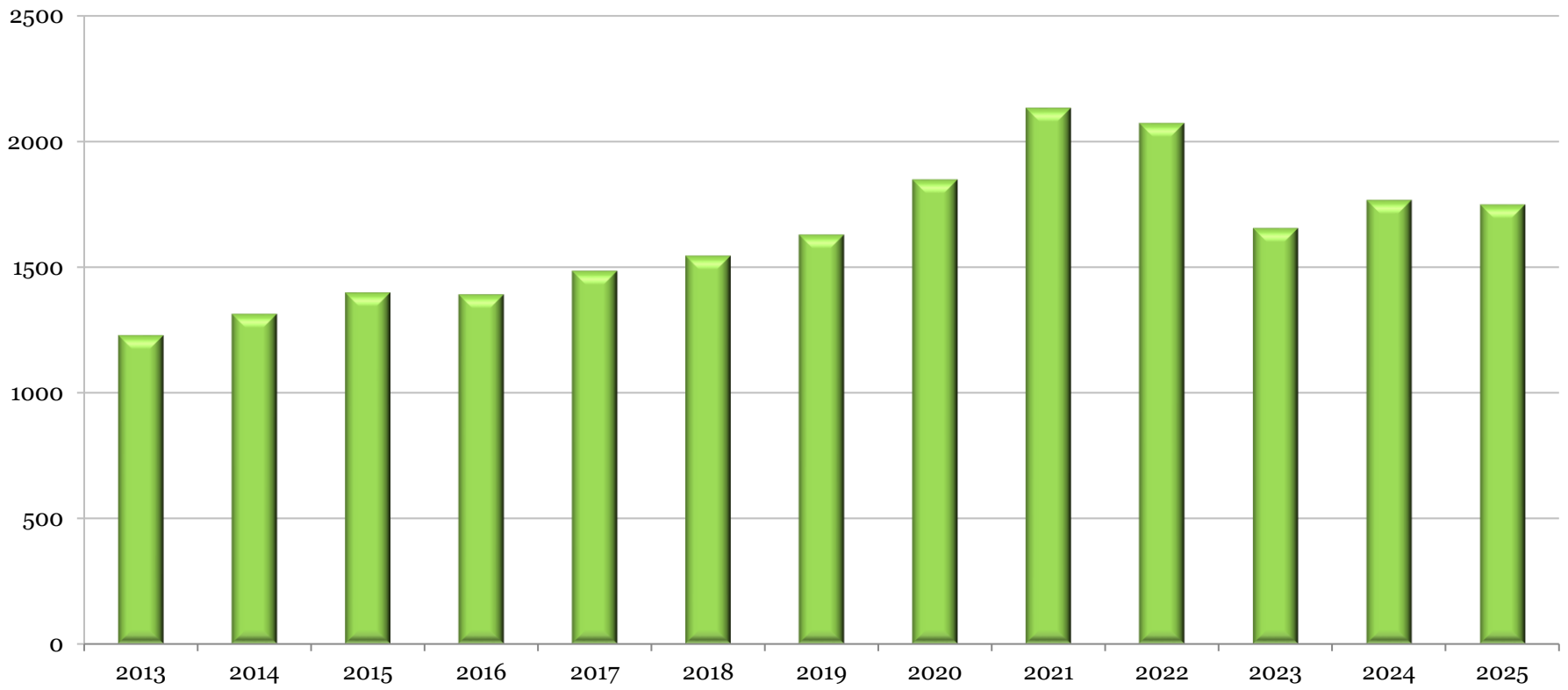


# Year to Date Sales – February 2025



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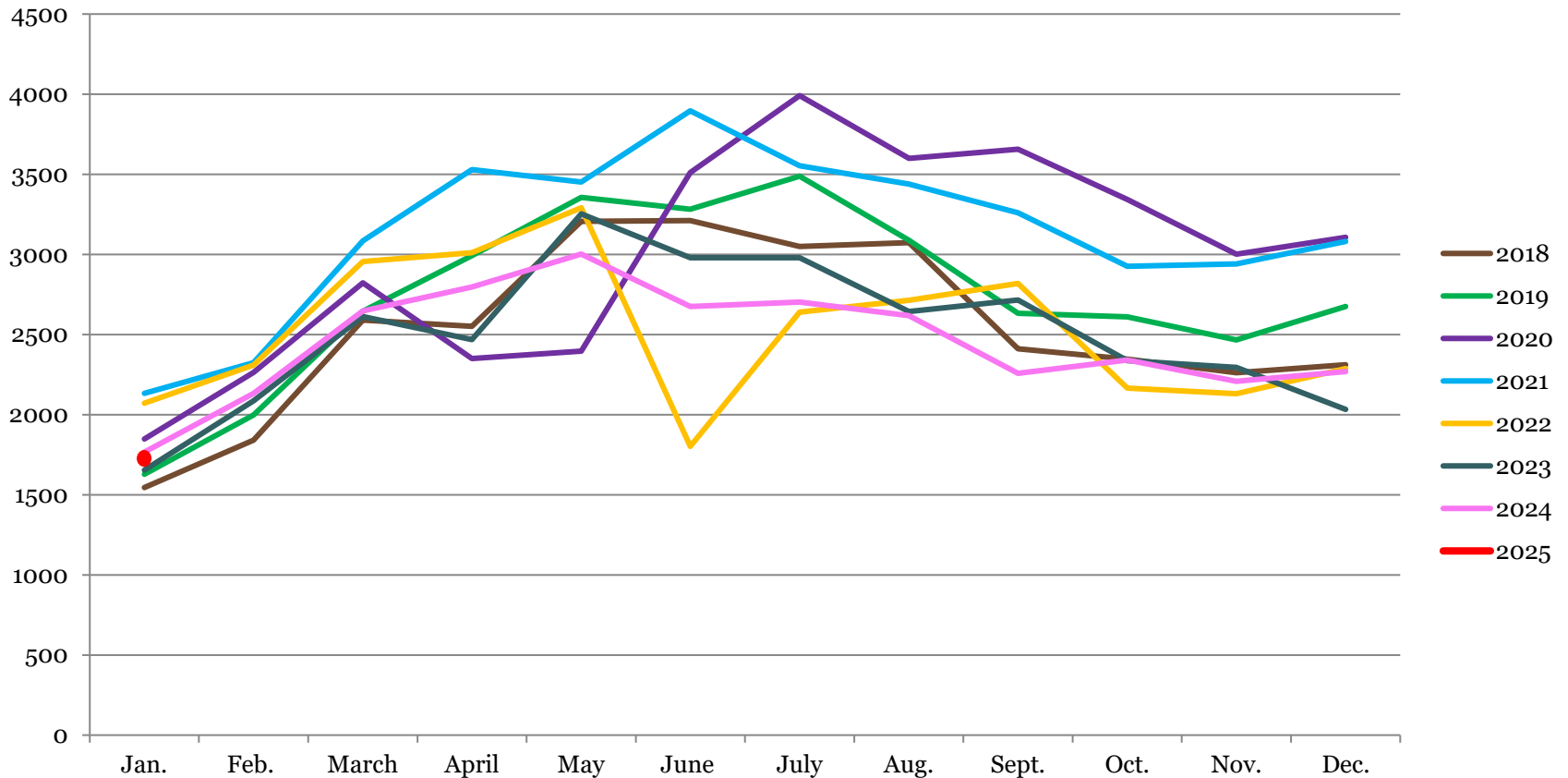
Total year to date sales increased steadily from 2013 to 2019. Sales declined slightly during the first year of Covid. Then increased during the second year. In the summer of 2022, interest rates increased, causing a decline in sales. This year total year to date sales are lower than the last six years. 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 – January 2025

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The chart below follows the trends of numbers of homes sold during any given month. Last month there were 1,748 homes sold in Austin, Texas. This represents a 1.02% decrease in homes sold last month compared to one year ago.

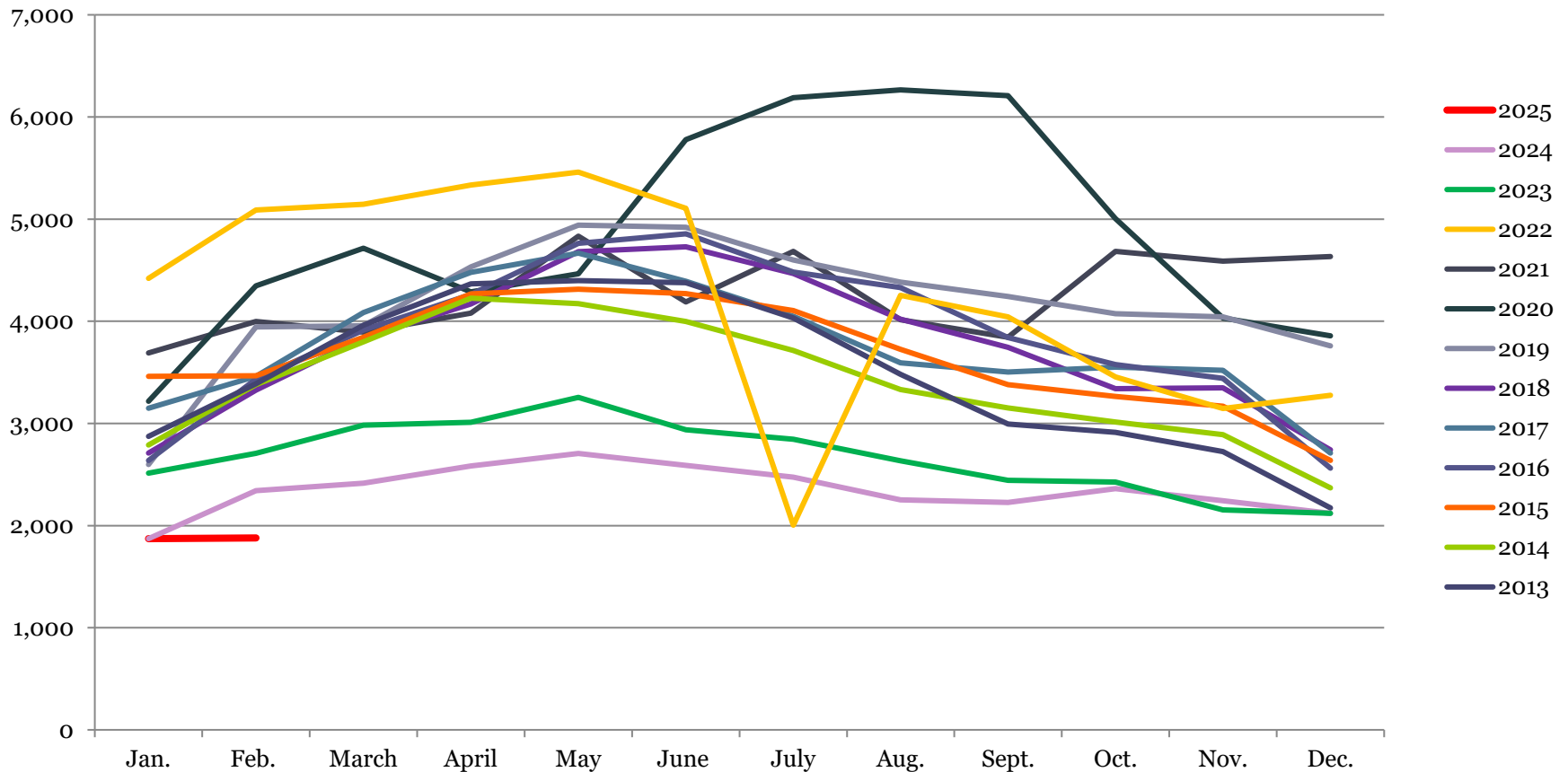


# Pending Sales per Month – February 2025



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 1,879 homes Pending in Austin, Texas.



# Home Sales by Price Band- February 2025

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Overall, we are in a Normal Seller's Market with 5.57 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 \$400,000 are in a Normal Seller's Market.

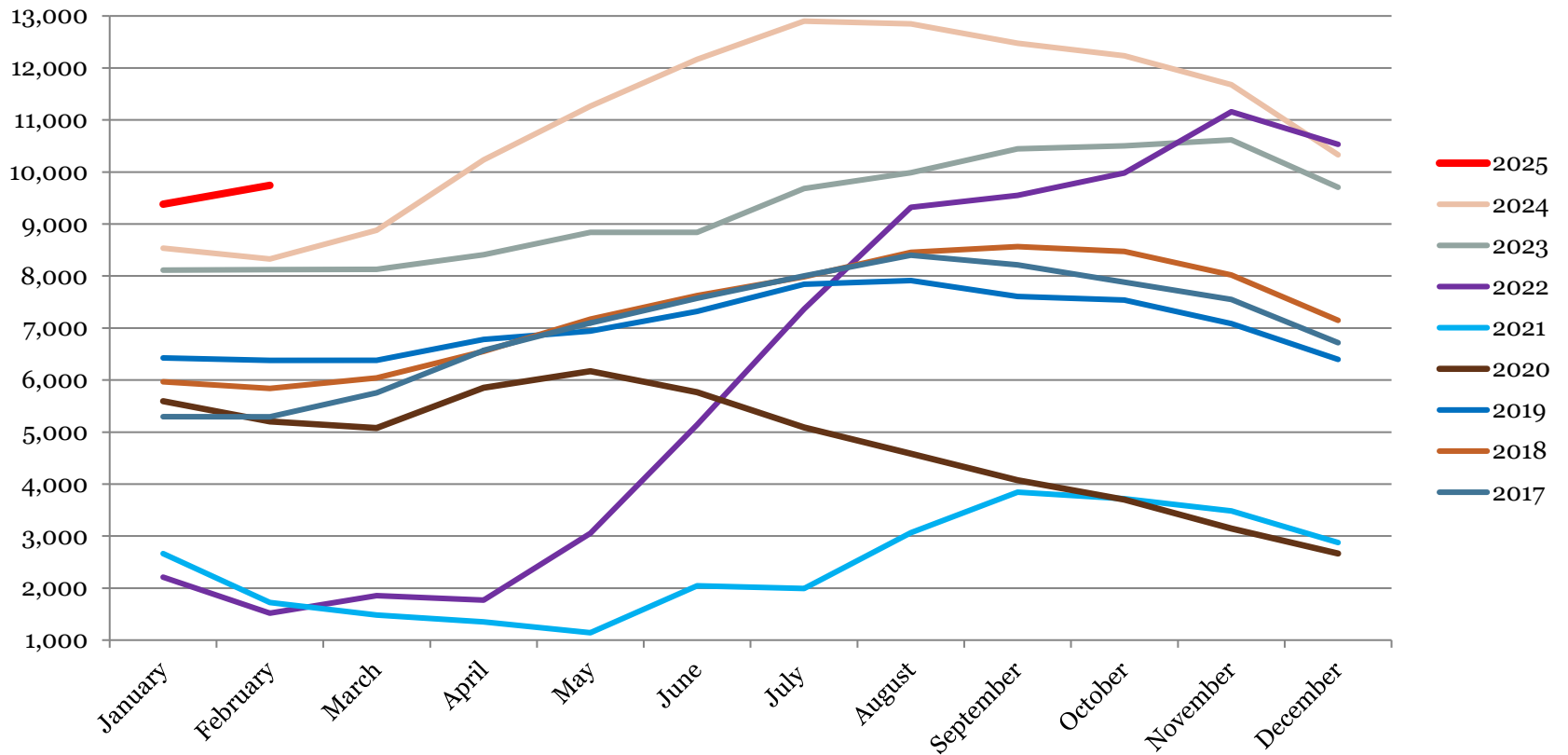
Price Range	# of Solds	Active Listings	Months of Inventory	Sold % of List	Market
\$0-\$200k	44	131	2.98	89%	Extreme Sellers Market
\$200-\$300k	299	995	3.33	97%	Normal Seller's Market
\$300-\$400k	531	2112	3.98	98%	Normal Seller's Market
\$400k-\$500k	289	1766	6.11	97%	Balanced Market
\$500-\$600k	187	1215	6.50	97%	Balanced Market
\$600-\$700k	111	838	7.55	97%	Balanced Market
\$700-\$800k	90	532	5.91	98%	Normal Seller's Market
\$800-\$900k	42	434	10.33	96%	Normal Buyer's Market
\$900-\$1M	36	299	8.31	98%	Balanced Market
\$1-\$2M	91	875	9.62	95%	Normal Buyer's Market
\$2-\$3M	16	277	17.31	94%	Extreme Buyer's Market
\$3-\$4M	6	115	19.17	96%	Extreme Buyer's Market
\$4M<	5	142	28.40	93%	Extreme Buyer's Market
Overall MKT	1747	9731	5.57	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 – February 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 February there were 9,743 homes for sale in Austin, Texas. **There are 17.0% MORE homes for sale than last year at this time.**



# Home Sales by Zip Code- January 2025



Zip Code	# of Solds	Active Listings	Months of Inventory	Median Sales price	Sold % of List	Avg DOM
78701	16	162	10.13	\$670,000	95%	142
78703	7	57	8.14	\$2,190,000	93%	82
78704	13	116	8.92	\$1,060,000	94%	129
78705	1	5	5.00	\$700,000	97%	18
78717	9	23	2.56	\$600,000	96%	48
78722	2	12	6.00	\$717,500	92%	89
78723	9	64	7.11	\$559,000	99%	58
78727	15	30	2.00	\$506,000	98%	63
78730	2	14	7.00	\$1,090,000	93%	63
78731	10	40	4.00	\$1,282,500	98%	75
78732	16	36	2.25	\$910,000	97%	70
78733	7	19	2.71	\$1,800,000	94%	35
78734	13	143	11.00	\$685,000	98%	91
78735	6	28	4.67	\$1,950,000	96%	58
78738	34	195	5.74	\$929,500	96%	151
78739	14	11	0.79	\$755,000	98%	70
78746	8	96	12.00	\$1,925,000	93%	115
78749	17	37	2.18	\$545,000	97%	67
78750	4	25	6.25	\$690,000	95%	51
78751	4	27	6.75	\$636,330	95%	140
78757	7	48	6.86	\$780,000	96%	52
78758	8	44	5.50	\$477,500	98%	37
78759	11	24	2.18	\$726,000	96%	72
78613	48	88	1.83	\$524,789	97%	72
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

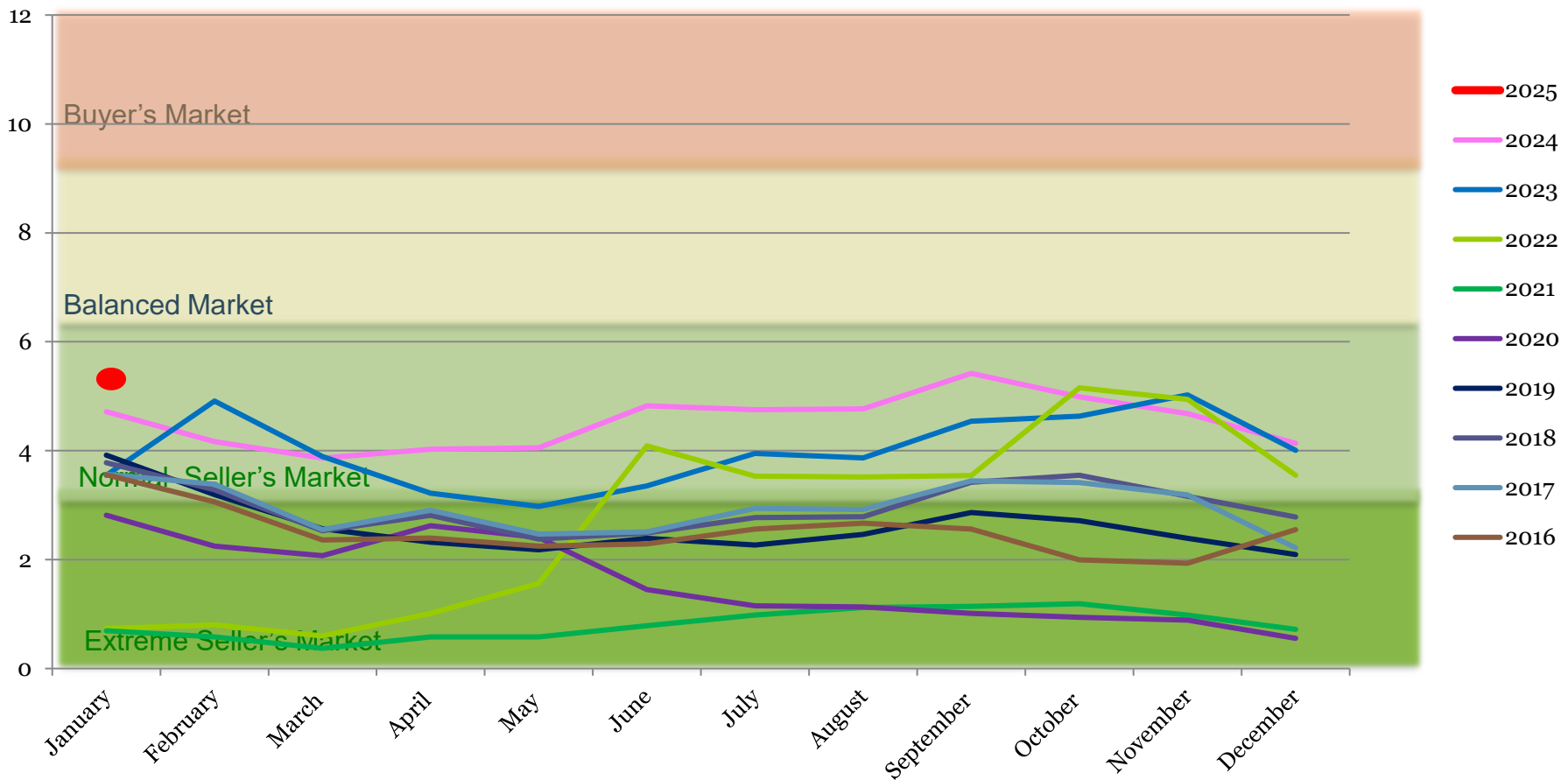
78722  
78723

## Northwest Travis Co.

78730  
78732  
78734  
78738

# Absorption Rate: Months of Inventory in Austin 2016-2025

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 - 24 Year Summary

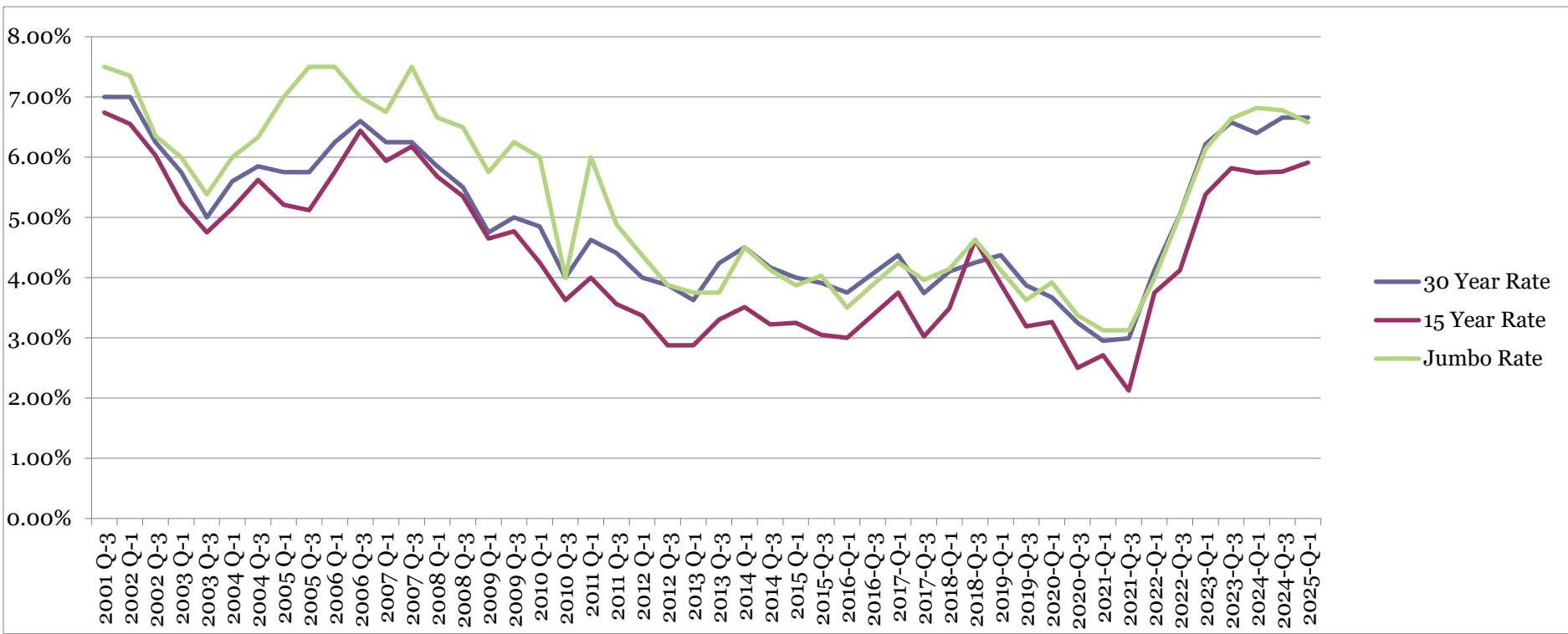


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more 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: 6.875%  
Conforming 15 yr: 5.990%

Jumbo\* 30 yr: 7.125%  
\*(over \$806,500 loan amount)



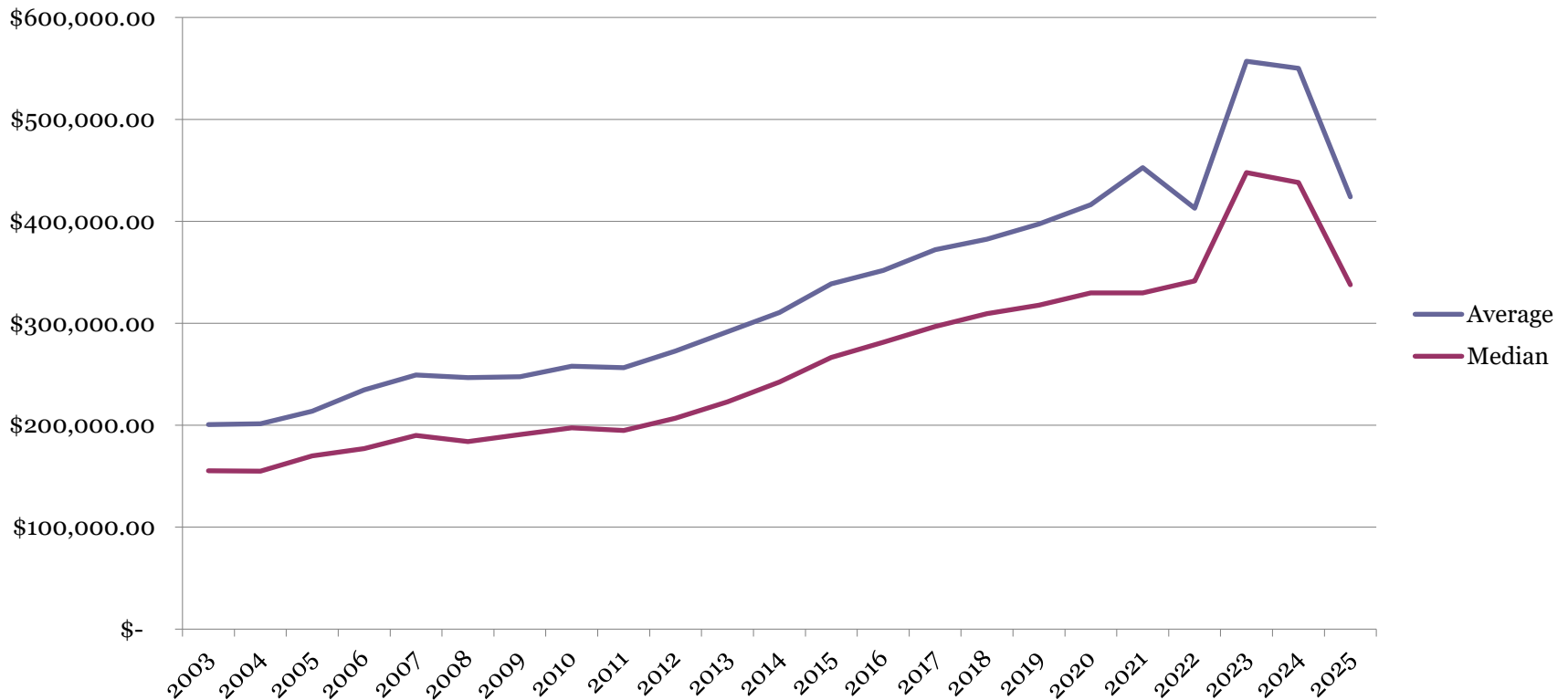
# Average and Median Sold 22 Year Summary



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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 \$423,995. The median sold price was \$337,990 last month. The average sales price in January is down 18.9% and the median sales price is down 19.6% from one year ago.

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

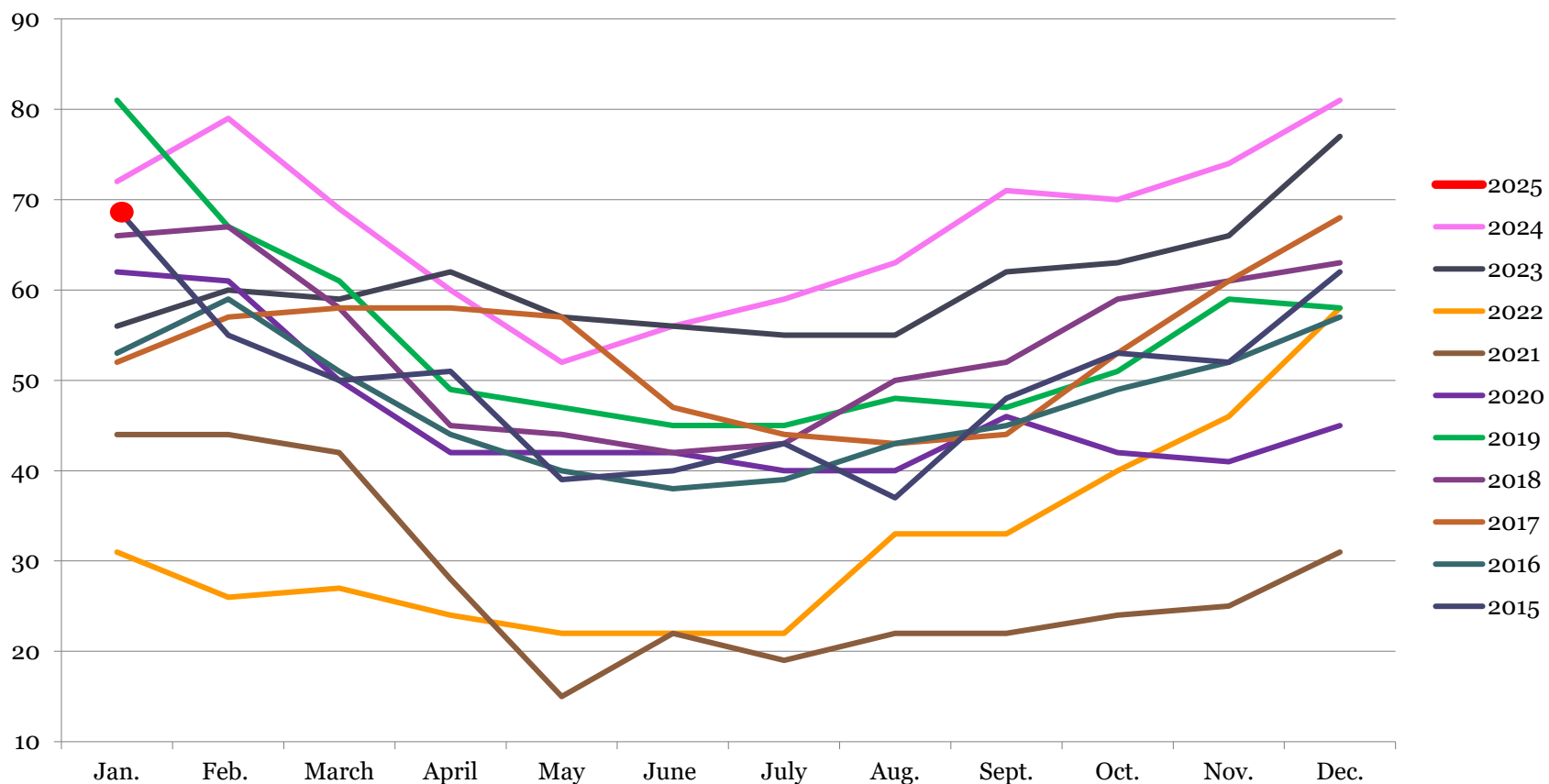


# Average Days on Market 2014-2025



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Of the homes that sold last month, the average amount of days they had been on the market was 69 days. This is 3 days less than one year ago.





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- Build on the strengths and talents of our team's generational blend.
- Improving our community through service and mentorship.