



**WEST AUSTIN**  

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**PROPERTIES**

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

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

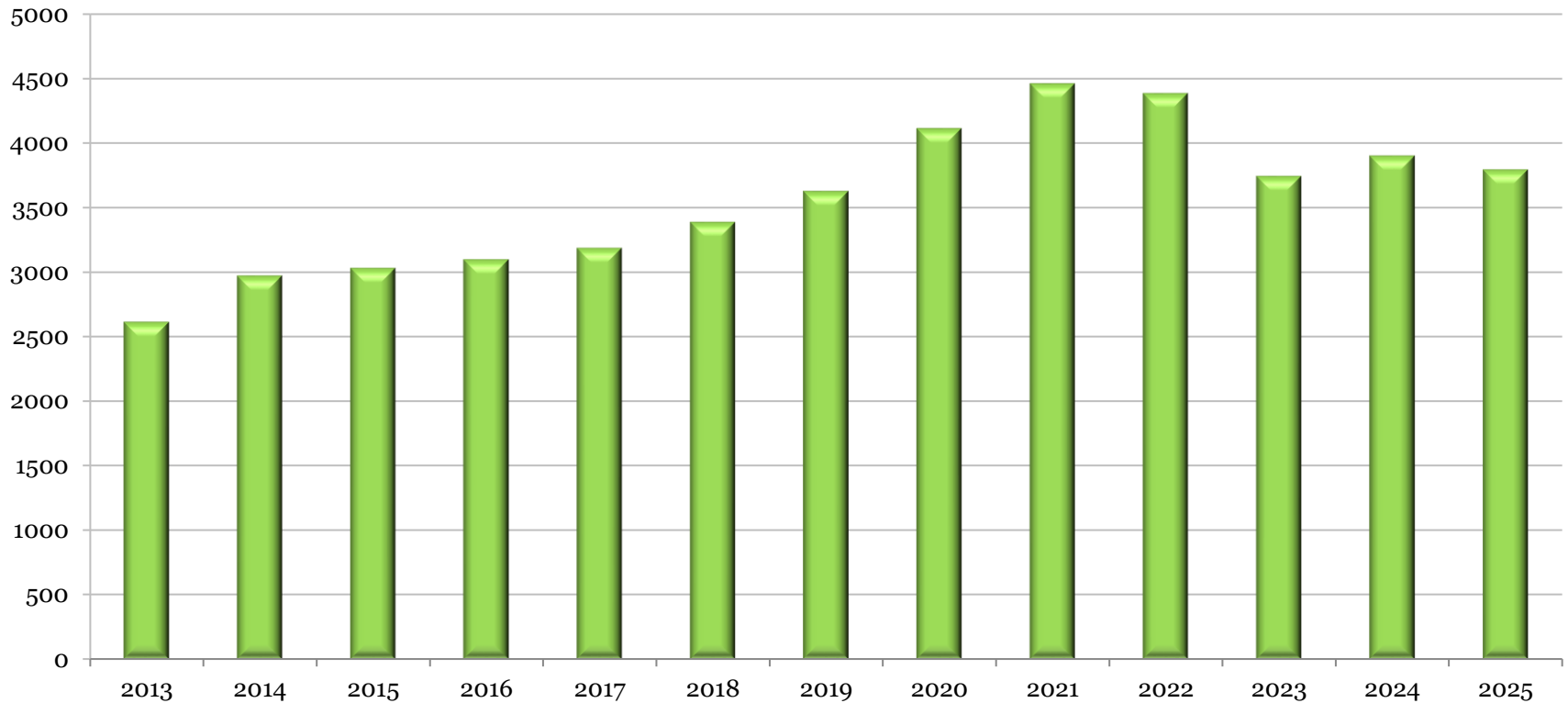
Volume 3, Issue XX



# Year to Date Sales – March 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.

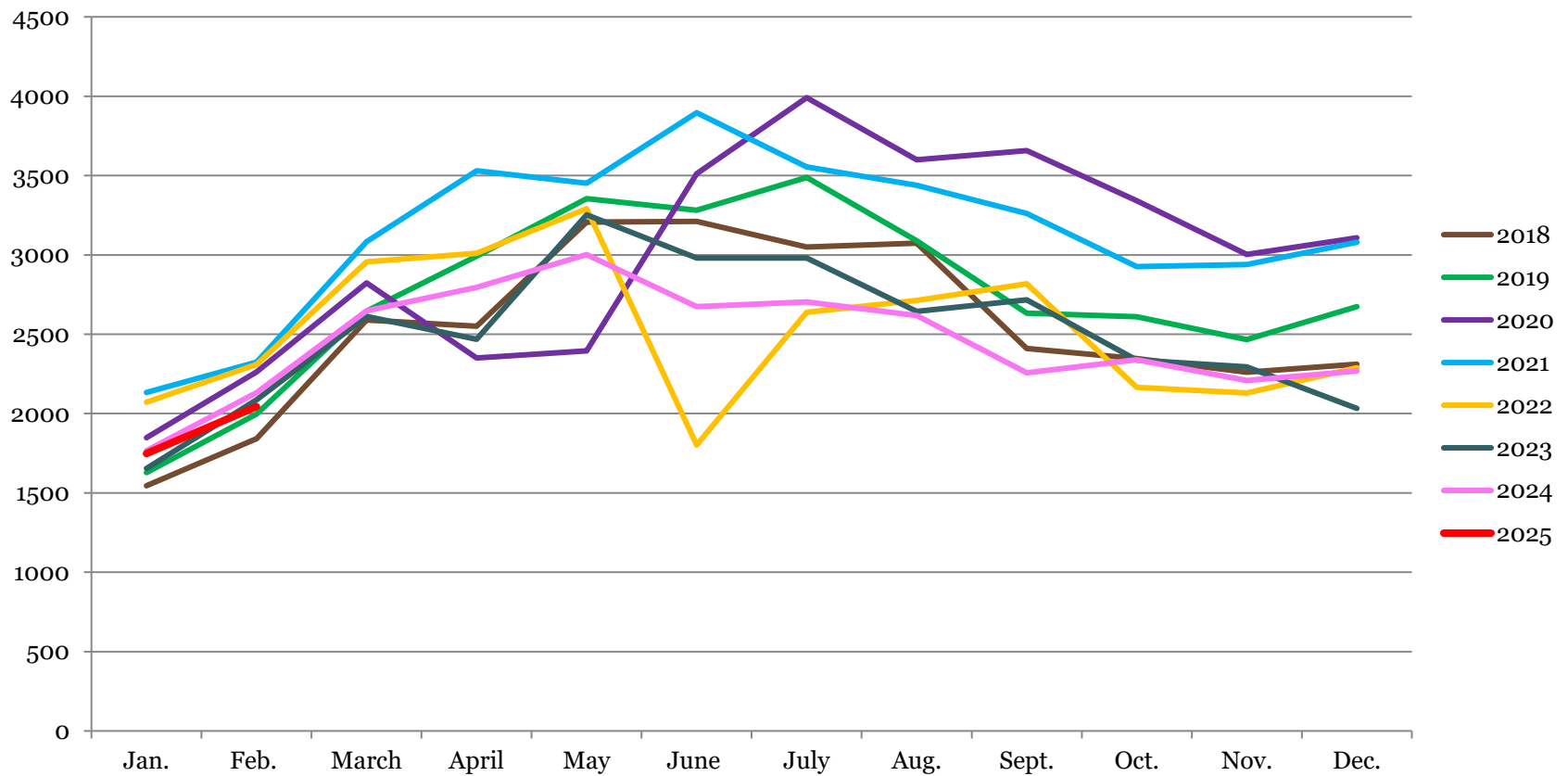


# Homes Sold per Month – February 2025



2

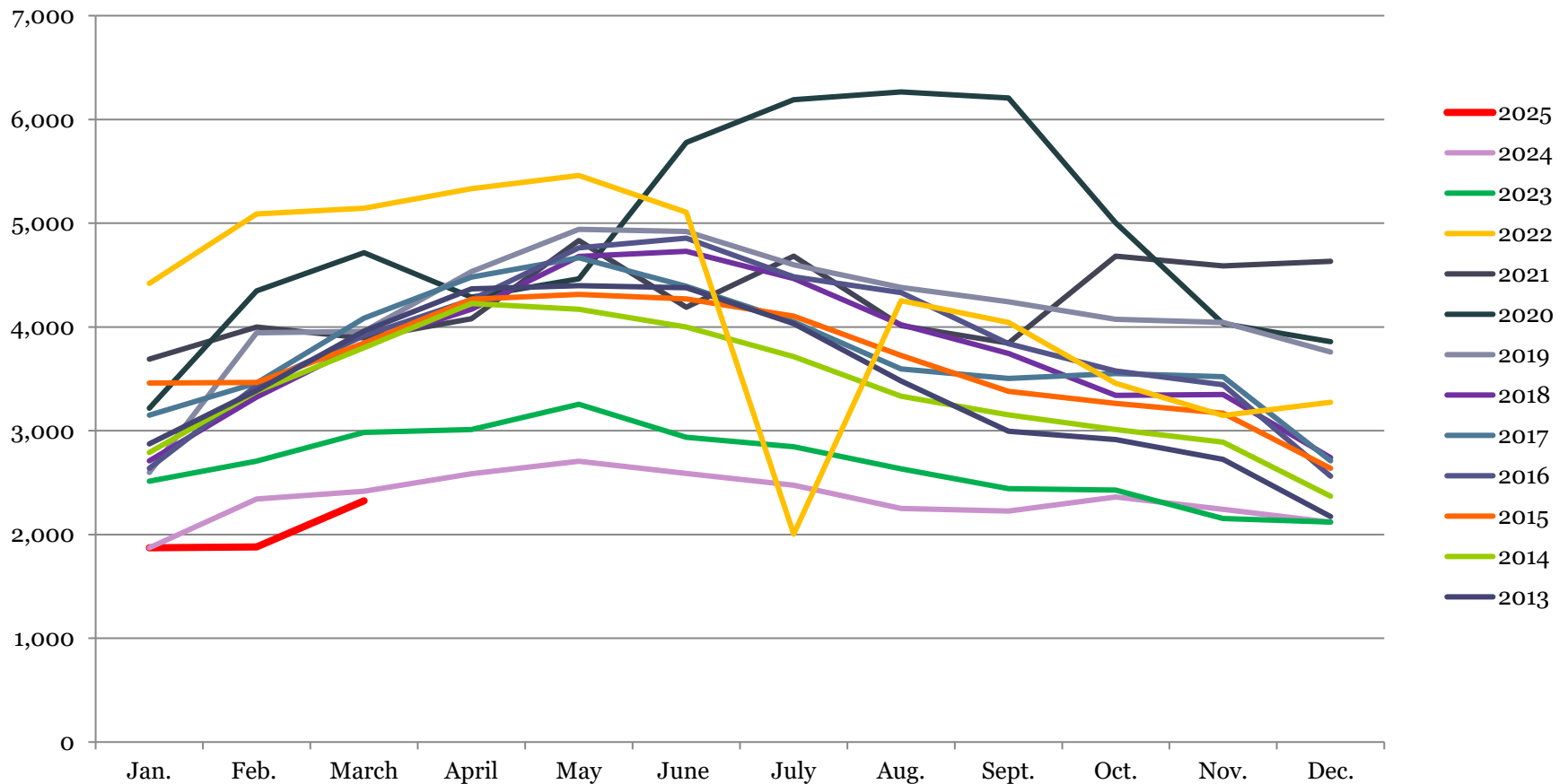
The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,044 homes sold in Austin, Texas. This represents a 2.06% decrease in homes sold last month compared to one year ago.



# Pending Sales per Month – March 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 2,325 homes Pending in Austin, Texas.



# Home Sales by Price Band- March 2025

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Overall, we are in a Normal Seller's Market with 5.55 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 \$500,000 are in a Normal Seller's Market.

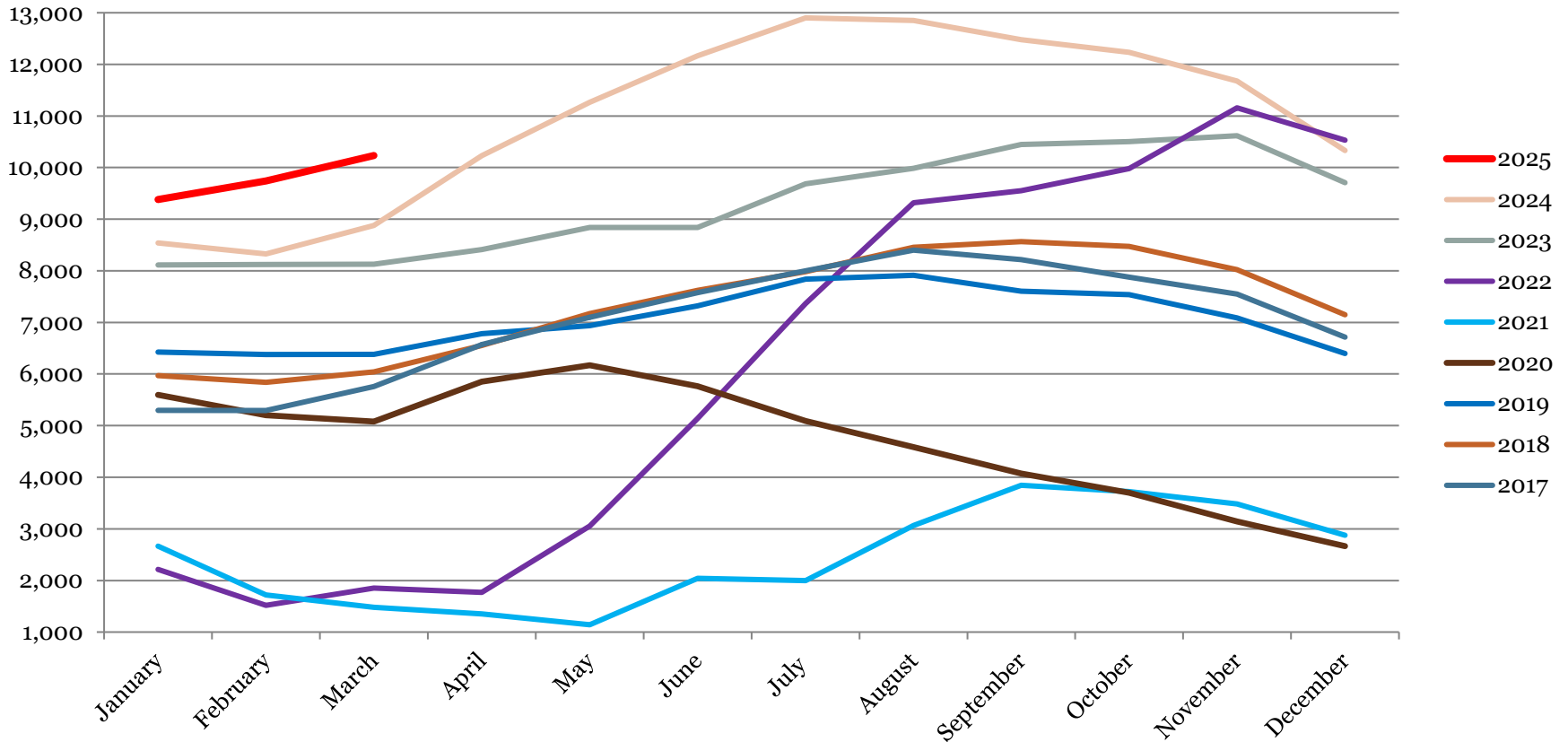
Price Range	# of Solds	Active Listings	Months of Inventory	Sold % of List	Market
\$0-\$200k	38	139	3.66	88%	Normal Seller's Market
\$200-\$300k	289	989	3.42	97%	Normal Seller's Market
\$300-\$400k	504	2152	4.27	98%	Normal Seller's Market
\$400k-\$500k	345	1825	5.29	98%	Normal Seller's Market
\$500-\$600k	181	1233	6.81	98%	Balanced Market
\$600-\$700k	152	898	5.91	98%	Normal Seller's Market
\$700-\$800k	99	597	6.03	98%	Balanced Market
\$800-\$900k	63	463	7.35	98%	Balanced Market
\$900-\$1M	25	343	13.72	95%	Extreme Buyer's Market
\$1-\$2M	116	987	8.51	97%	Balanced Market
\$2-\$3M	15	301	20.07	94%	Extreme Buyer's Market
\$3-\$4M	9	141	15.67	99%	Extreme Buyer's Market
\$4M<	5	147	29.40	88%	Extreme Buyer's Market
Overall MKT	1841	10215	5.55	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 – March 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 March there were 10,233 homes for sale in Austin, Texas. **There are 15.3% MORE homes for sale than last year at this time.**



# Home Sales by Zip Code- February 2025



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Zip Code	# of Solds	Active Listings	Months of Inventory	Median Sales price	Sold % of List	Avg DOM
78701	10	186	18.60	\$595,000	96%	210
78703	13	74	5.69	\$1,450,000	97%	123
78704	19	134	7.05	\$1,185,000	95%	121
78705	2	8	4.00	\$1,771,500	76%	235
78717	9	26	2.89	\$595,000	98%	27
78722	6	12	2.00	\$582,500	99%	97
78723	22	65	2.95	\$537,500	98%	70
78727	18	31	1.72	\$507,750	96%	45
78730	6	21	3.50	\$1,479,023	97%	120
78731	9	47	5.22	\$994,500	98%	37
78732	12	49	4.08	\$902,500	96%	64
78733	6	19	3.17	\$1,190,000	97%	74
78734	22	175	7.95	\$675,750	97%	78
78735	10	30	3.00	\$881,250	98%	67
78738	52	211	4.06	\$831,250	98%	88
78739	16	17	1.06	\$817,500	99%	25
78746	14	101	7.21	\$2,012,000	96%	76
78749	19	43	2.26	\$590,000	100%	54
78750	7	22	3.14	\$718,000	98%	76
78751	7	30	4.29	\$799,900	97%	72
78757	18	55	3.06	\$755,000	97%	88
78758	9	49	5.44	\$405,000	98%	67
78759	19	29	1.53	\$685,000	97%	55
78613	31	97	3.13	\$450,000	98%	48
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

## North Austin

78751  
78757  
78758

## Southwest Austin

78739  
78749

## East Austin

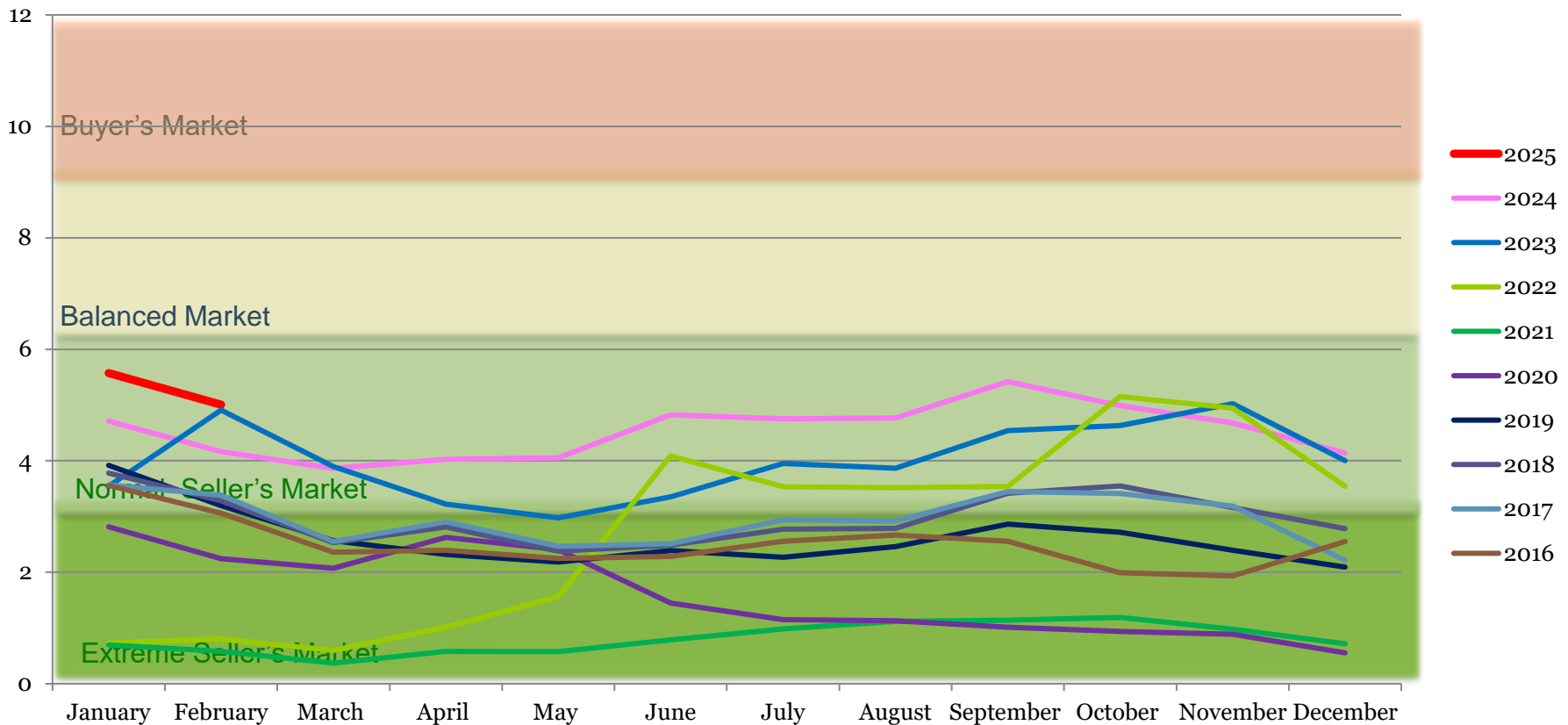
78722  
78723

## 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

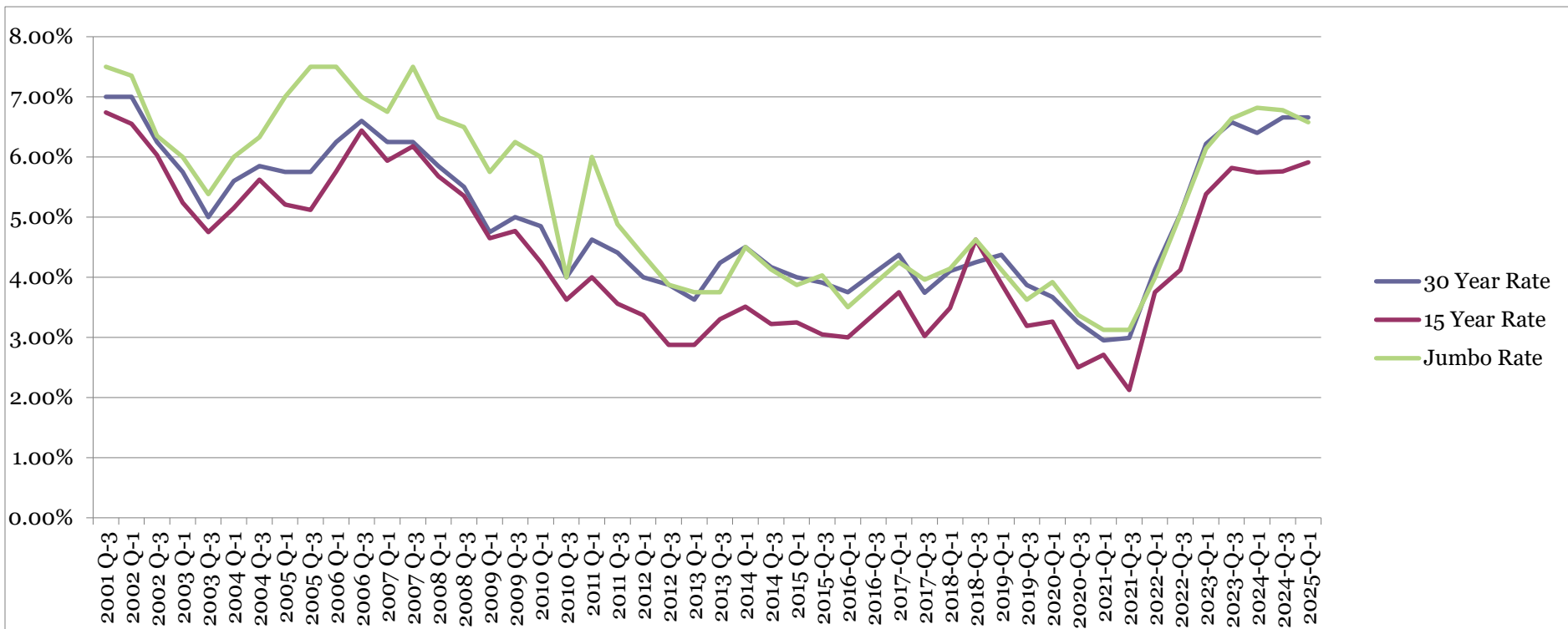


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more 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: 6.17%  
Conforming 15 yr: 5.49%

Jumbo\* 30 yr: 6.26%  
\*(over \$806,500 loan amount)

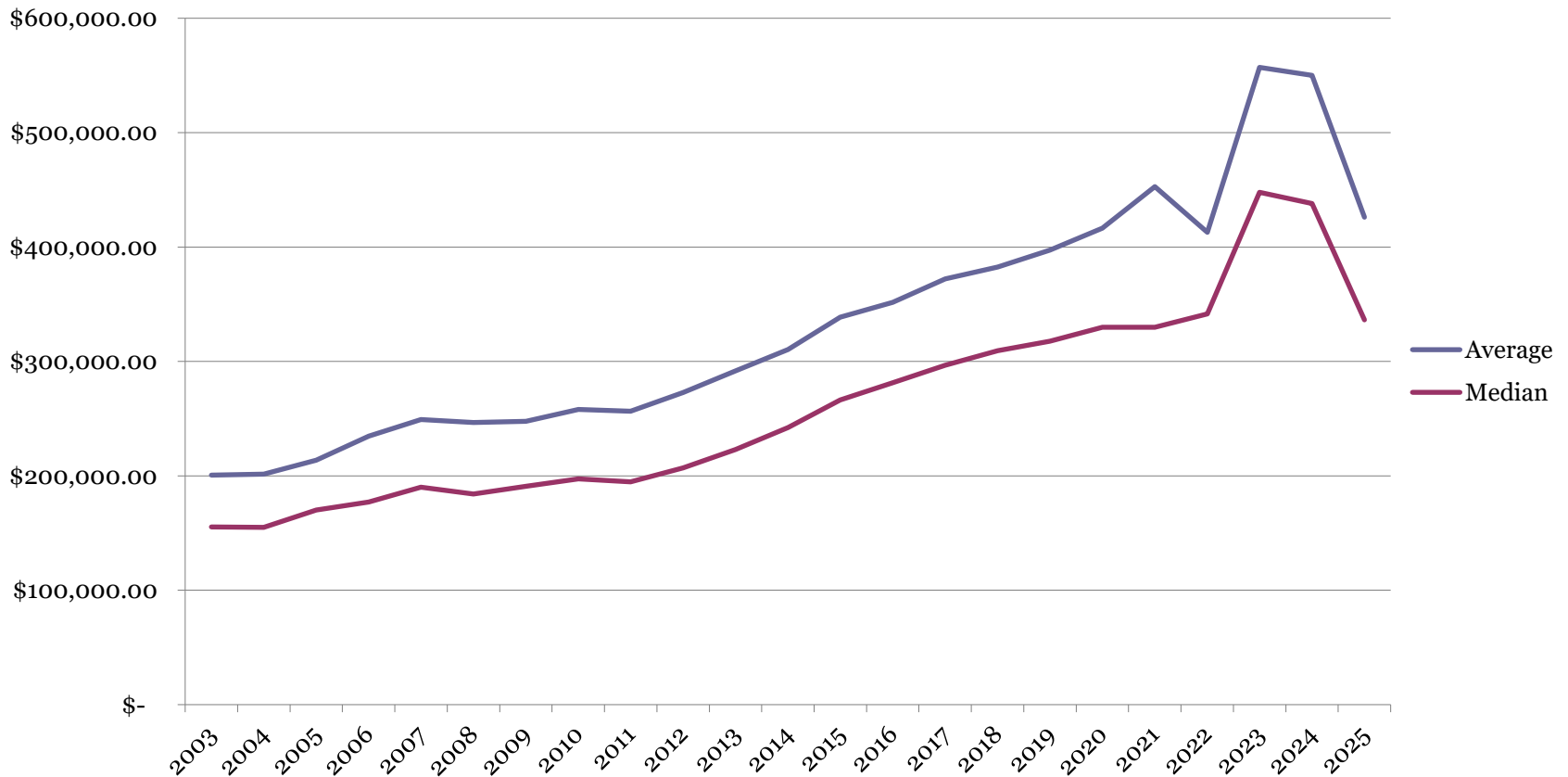


# Average and Median Sold 22 Year Summary



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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 \$427,989. The median sold price was \$335,000 last month. The average sales price in February is down 21.03% and the median sales price is down 22.46% from one year ago.

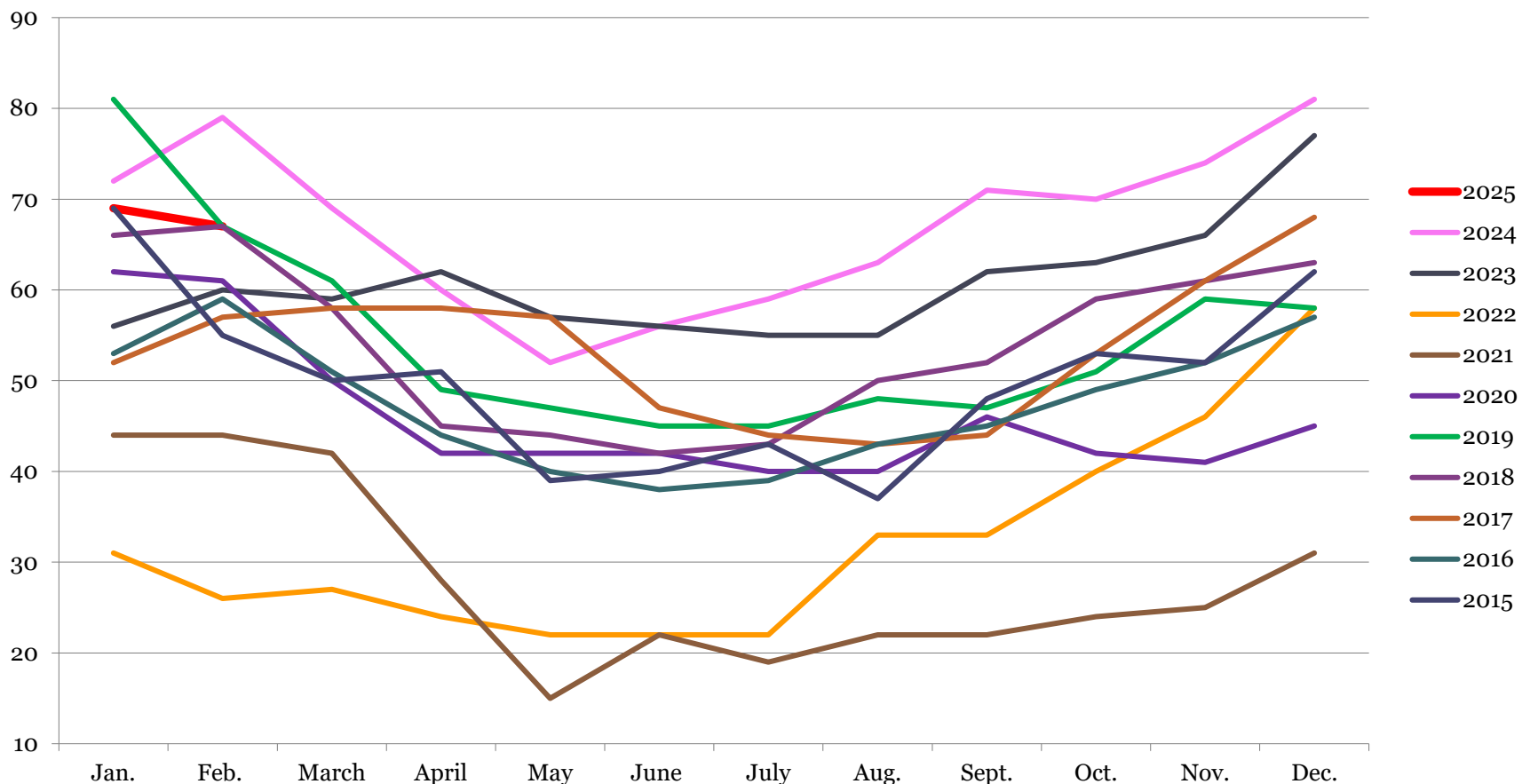


# Average Days on Market 2014-2025



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Of the homes that sold last month, the average amount of days they had been on the market was 67 days. This is 12 days less than one year ago.





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- 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.