



**WEST AUSTIN**  
**PROPERTIES**

# **July 2025**

# **Austin Real Estate**

# **Market Report**

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

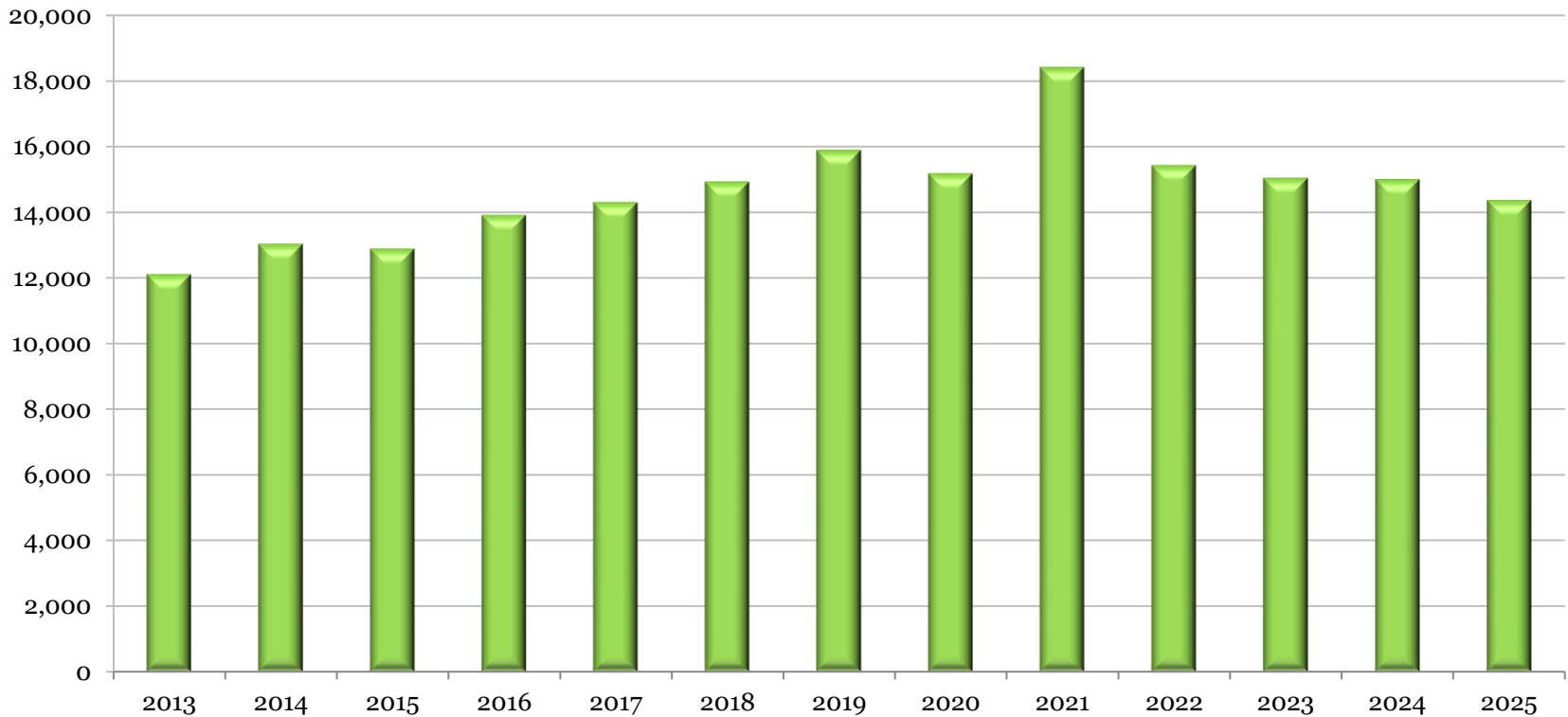
Volume 7, Issue XX



# Year to Date Sales – July 2025

1

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.

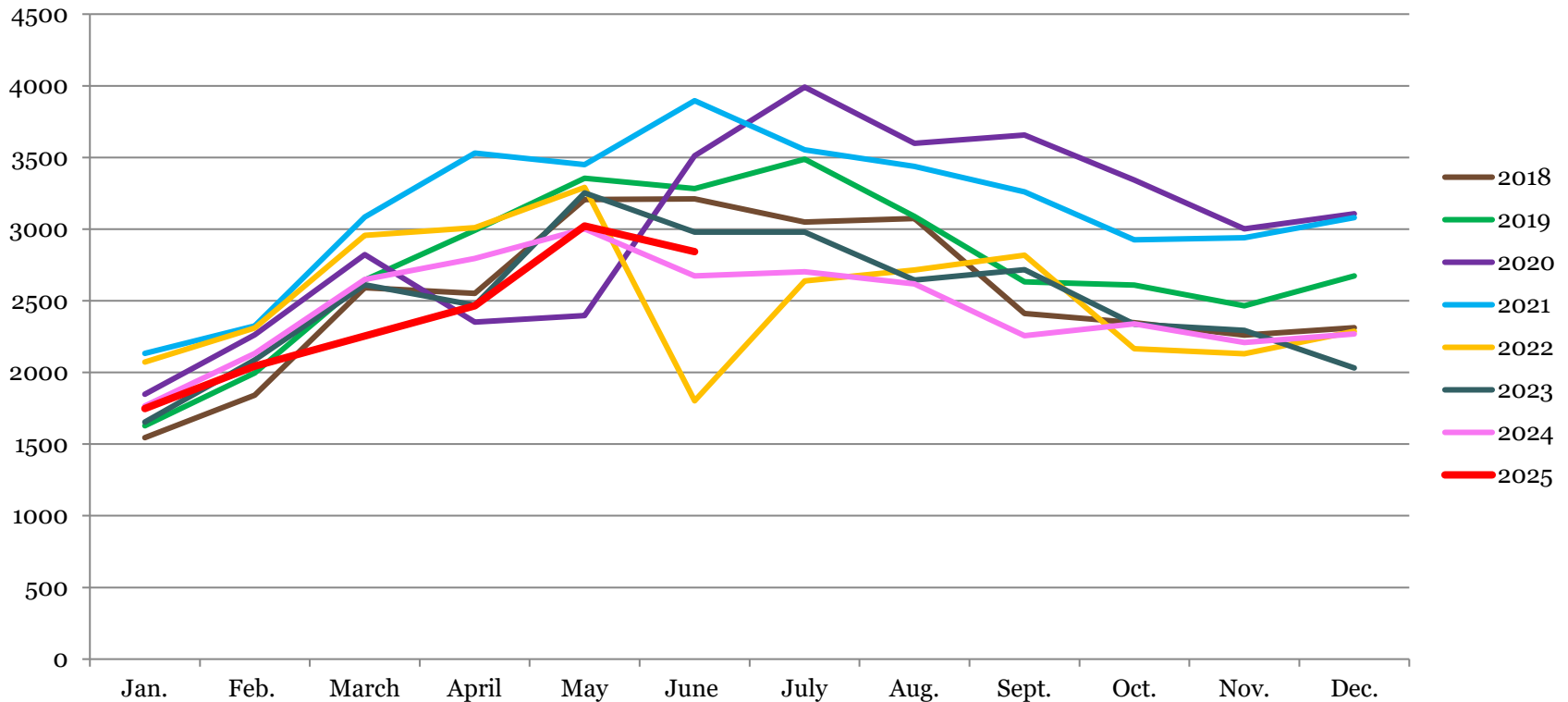


# Homes Sold per Month – June 2025



2

The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,843 homes sold in Austin, Texas. This represents a 6.32% increase in homes sold last month compared to one year ago.

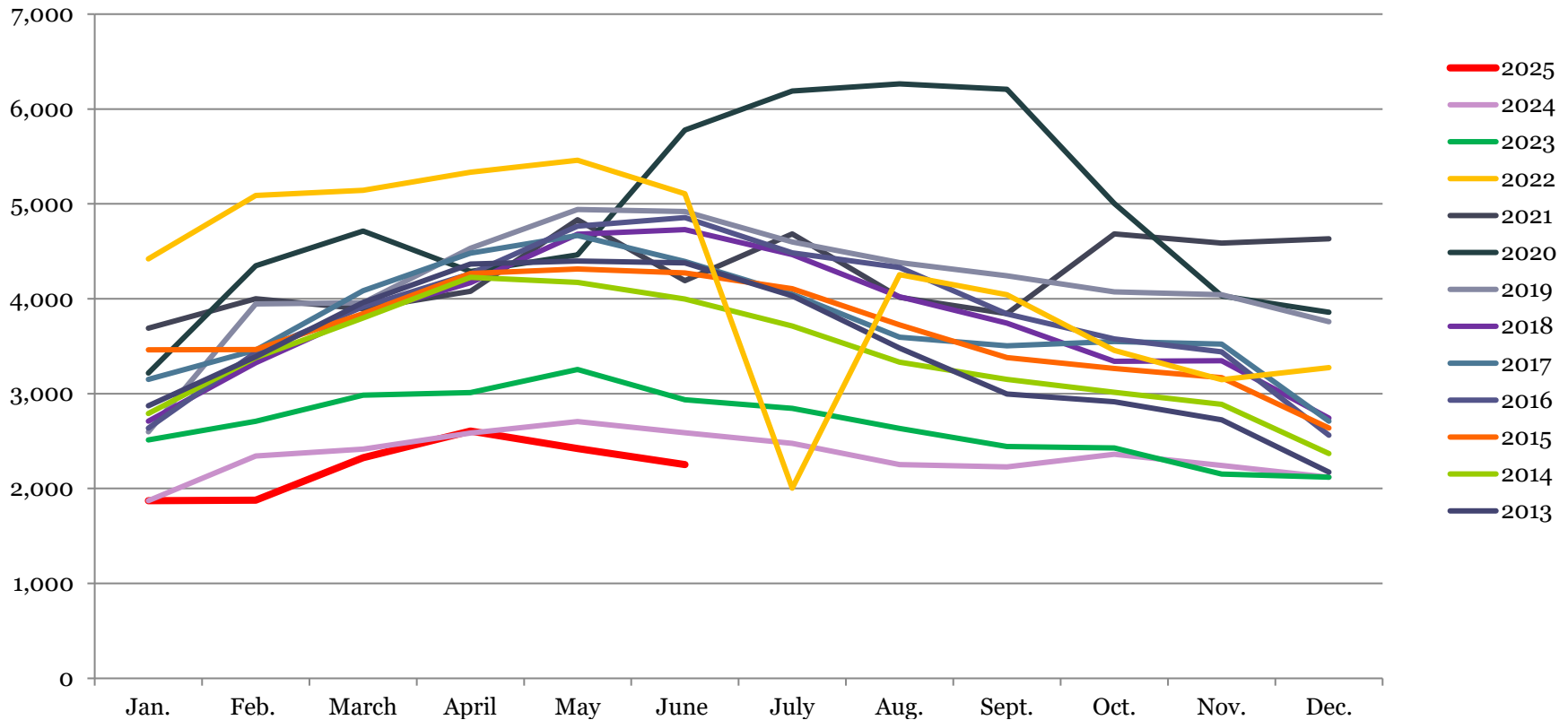


# Pending Sales per Month – July 2025



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 2,252 homes Pending in Austin, Texas.



# Home Sales by Price Band- July 2025

5

Overall, we are in a Normal Seller's Market with 5.32 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 \$800,000 are in a Normal Seller's Market.

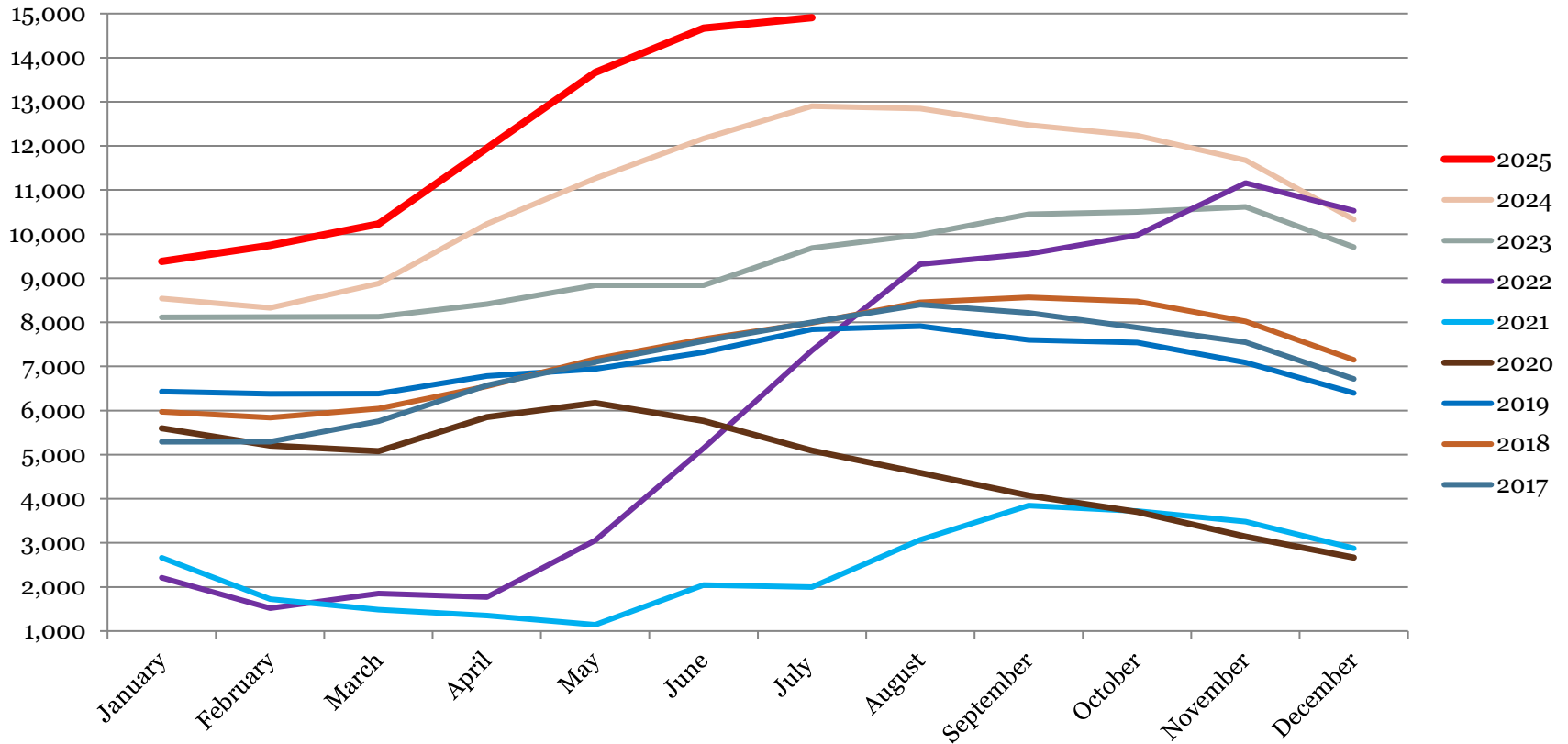
Price Range	# of Solds	Active Listings	Months of Inventory	Sold % of List	Market
\$0-\$200k	49	204	4.16	91%	Normal Seller's Market
\$200-\$300k	407	1391	3.42	97%	Normal Seller's Market
\$300-\$400k	733	3115	4.25	98%	Normal Seller's Market
\$400k-\$500k	481	2548	5.30	98%	Normal Seller's Market
\$500-\$600k	325	1823	5.61	97%	Normal Seller's Market
\$600-\$700k	227	1294	5.70	98%	Normal Seller's Market
\$700-\$800k	164	946	5.77	98%	Normal Seller's Market
\$800-\$900k	118	725	6.14	97%	Balanced Market
\$900-\$1M	72	573	7.96	97%	Balanced Market
\$1-\$2M	205	1635	7.98	96%	Balanced Market
\$2-\$3M	36	442	12.28	94%	Extreme Buyer's Market
\$3-\$4M	8	176	22.00	95%	Extreme Buyer's Market
\$4M<	12	219	18.25	96%	Extreme Buyer's Market
Overall MKT	2837	15091	5.32	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 – July 2025



3

The chart below follows the trends of the number of homes for sale during any given month. At the beginning of July there were 14,908 homes for sale in Austin, Texas. **There are 15.6% MORE homes for sale than last year at this time.**



# Home Sales by Zip Code - June 2025



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Zip Code	# of Solds	Active Listings	Months of Inventory	Median Sales price	Sold % of List	Avg DOM
78701	22	242	11.00	\$ 809,500	94%	101
78703	17	100	5.88	\$ 1,600,000	98%	43
78704	30	219	7.30	\$ 1,048,500	94%	58
78705	7	19	2.71	\$ 825,000	98%	31
78717	22	80	3.64	\$ 610,000	98%	22
78722	9	29	3.22	\$ 714,500	94%	28
78723	22	122	5.55	\$ 522,000	96%	65
78727	20	70	3.50	\$ 560,000	99%	21
78730	7	56	8.00	\$ 1,649,000	97%	70
78731	19	84	4.42	\$ 1,420,000	95%	46
78732	25	104	4.16	\$ 790,000	92%	53
78733	6	56	9.33	\$ 1,075,000	93%	90
78734	25	235	9.40	\$ 669,900	96%	48
78735	9	51	5.67	\$ 850,000	99%	50
78738	63	319	5.06	\$ 870,000	97%	85
78739	25	75	3.00	\$ 860,000	100%	22
78746	32	175	5.47	\$ 2,062,500	93%	61
78749	37	95	2.57	\$ 582,500	99%	30
78750	12	99	8.25	\$ 592,000	99%	26
78751	12	72	6.00	\$ 697,500	95%	33
78757	28	112	4.00	\$ 770,000	98%	25
78758	15	87	5.80	\$ 419,000	99%	35
78759	19	77	4.05	\$ 980,000	98%	22
78613	63	267	4.24	\$ 526,500	97%	31
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**

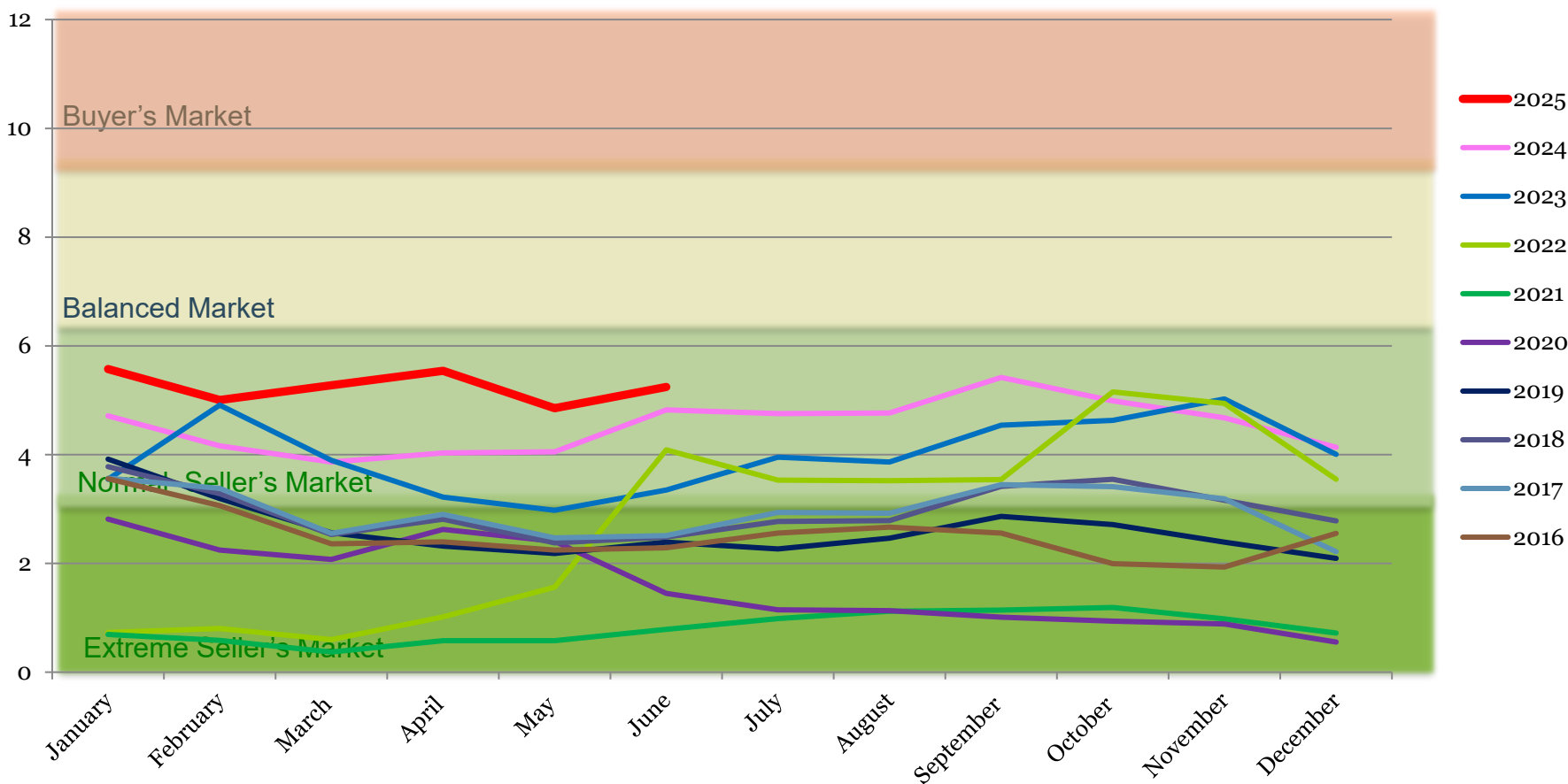
78722  
78723

**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

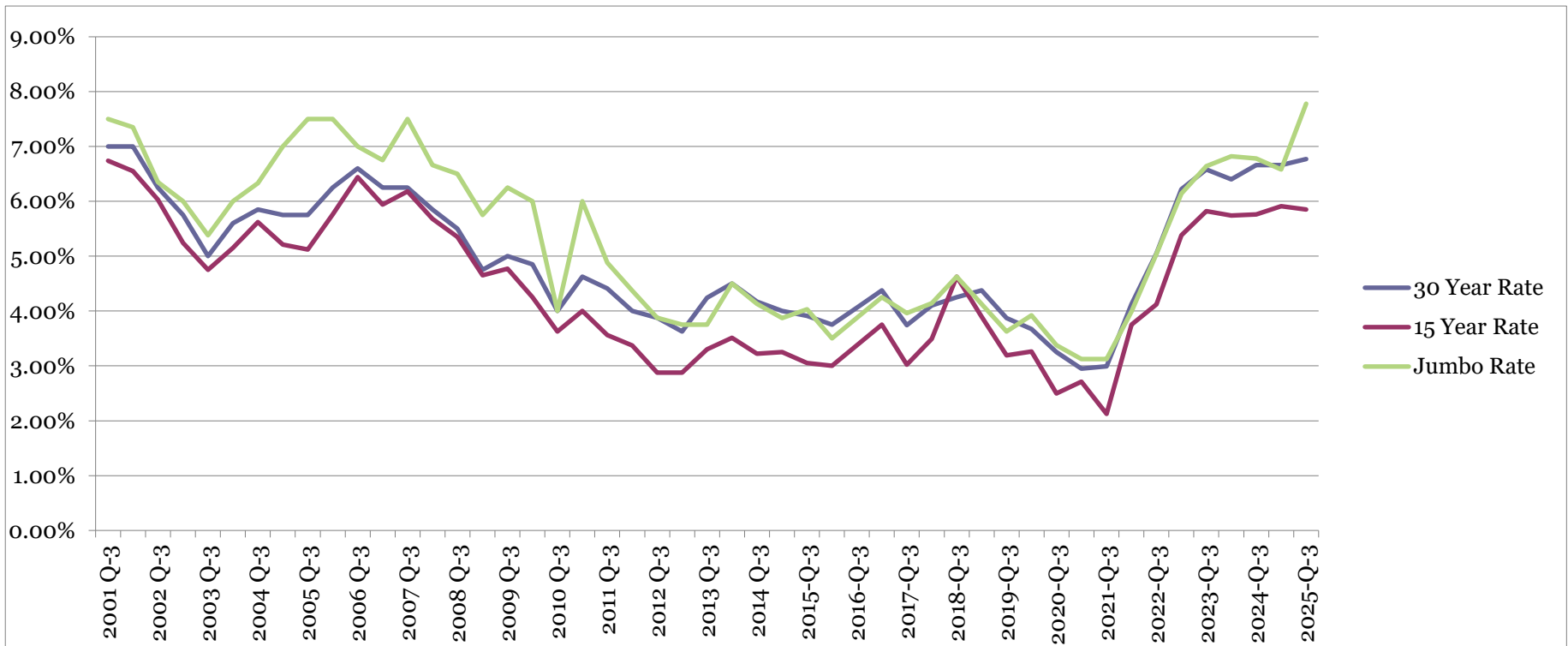


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more 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: 6.77%  
Conforming 15 yr: 5.85%

Jumbo\* 30 yr: 7.78%  
\*(over \$806,500 loan amount)



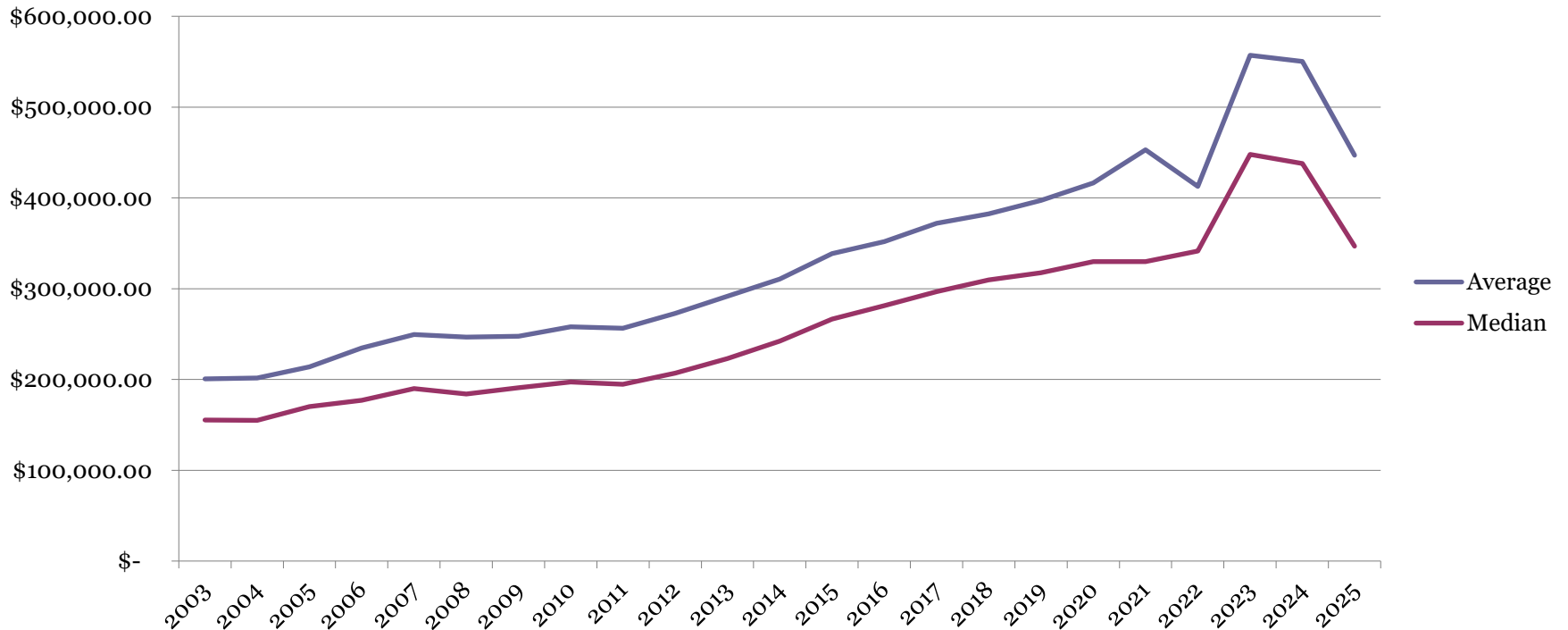
# Average and Median Sold 22 Year Summary



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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 \$471,045. The median sold price was \$360,000 last month. The average sales price in June is down 16.51% and the median sales price is down 8.34% from one year ago.

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

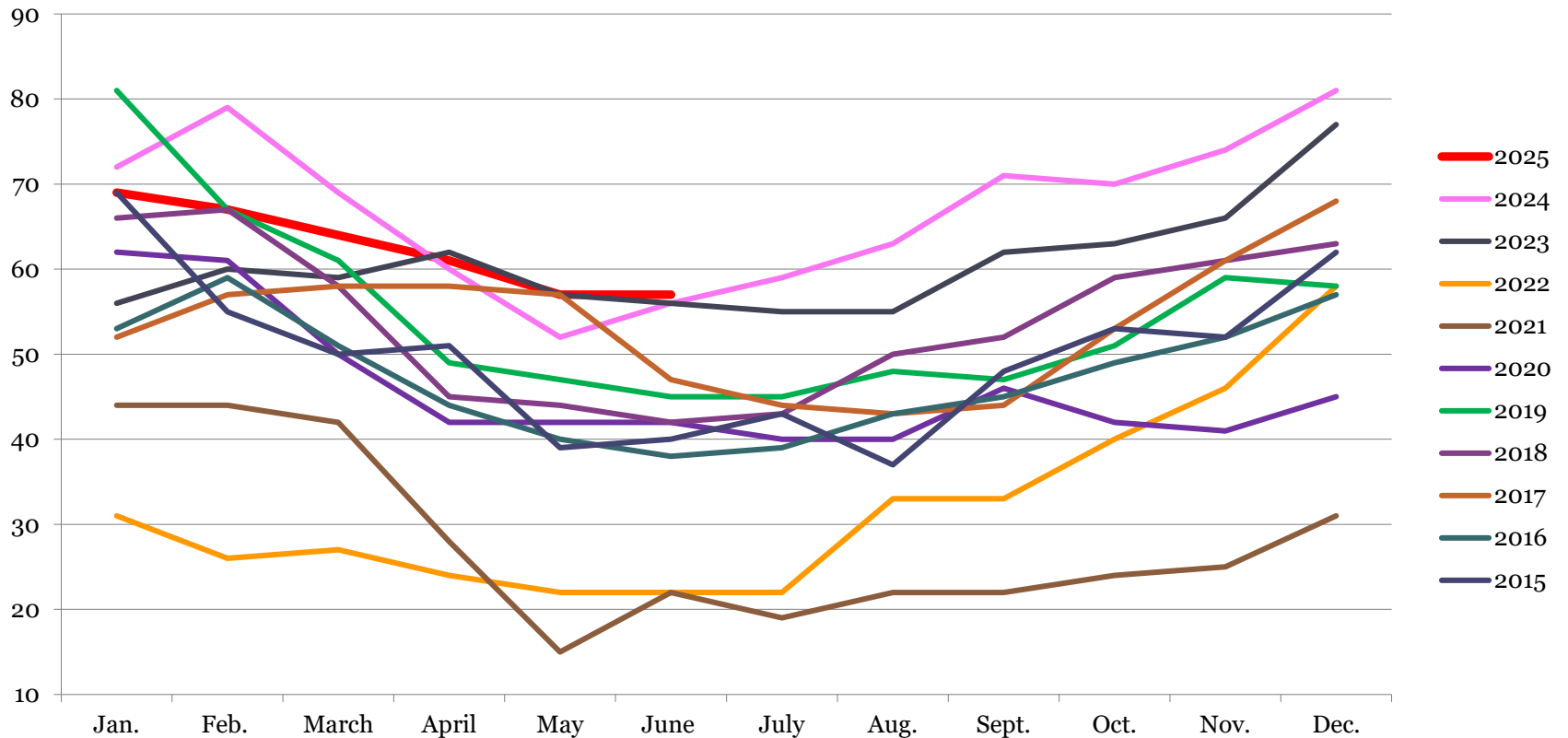


# Average Days on Market 2014-2025



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Of the homes that sold last month, the average amount of days they had been on the market was 57 days. This is 1 day more than one year ago.





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- 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.