



WEST AUSTIN
P R O P E R T I E S

August 2025 Austin Real Estate Market Report

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

Volume 8, Issue XX

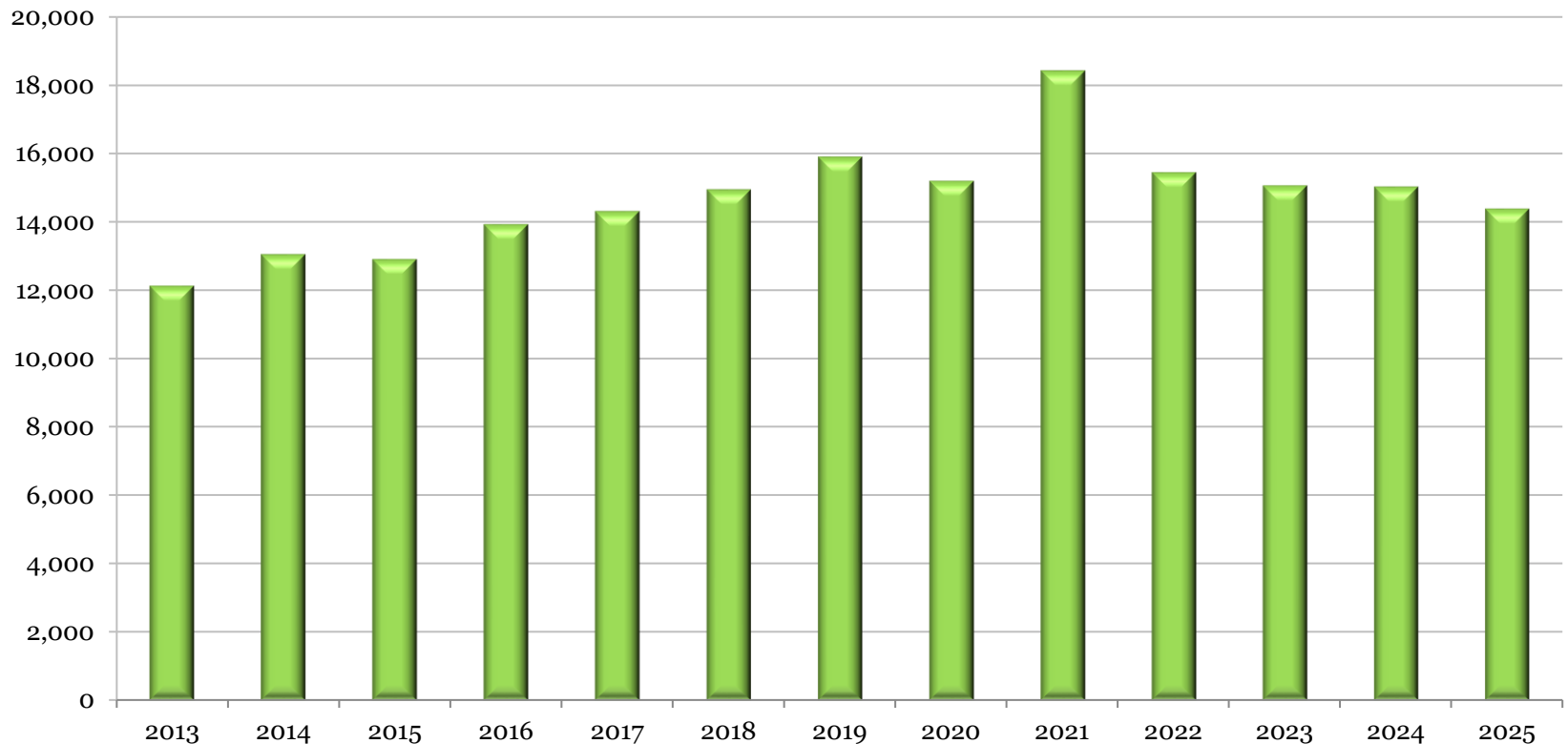


Year to Date Sales – August 2025



1

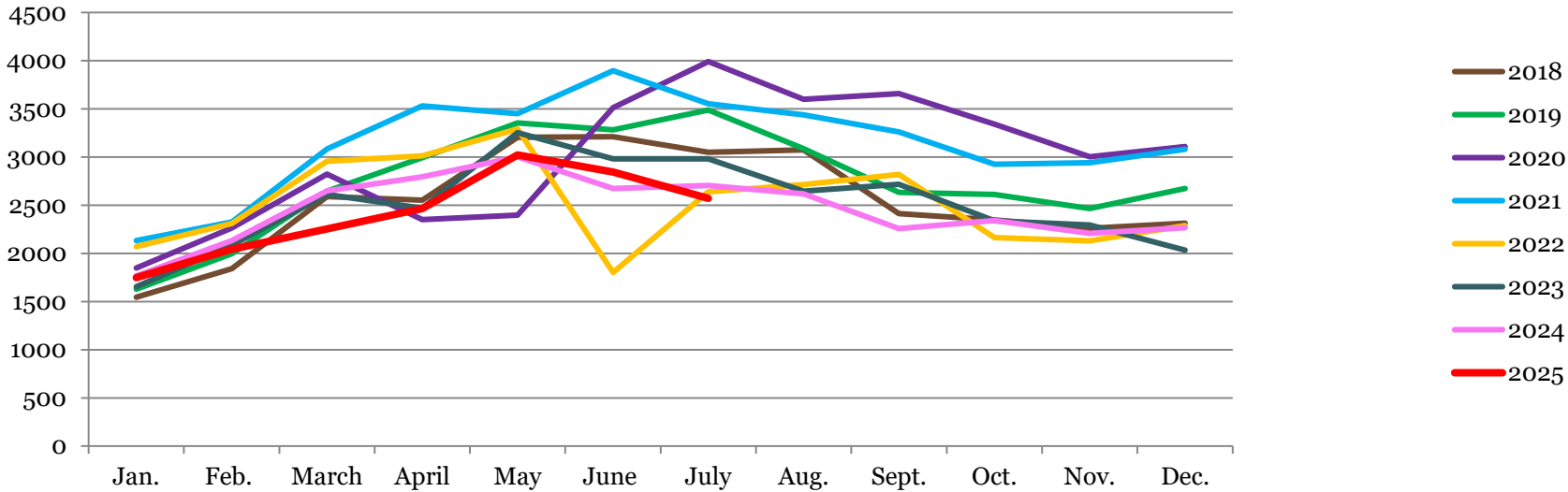
Total year to date sales increased steadily from 2013 to 2019. Sales declined slightly during the first year of Covid. Then increased during the second year. In the summer of 2022, interest rates increased, causing a decline in sales. This year total year to date sales are lower than the last seven years.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

2

The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,572 homes sold in Austin, Texas. This represents a 4.85% decrease in homes sold last month compared to one year ago.

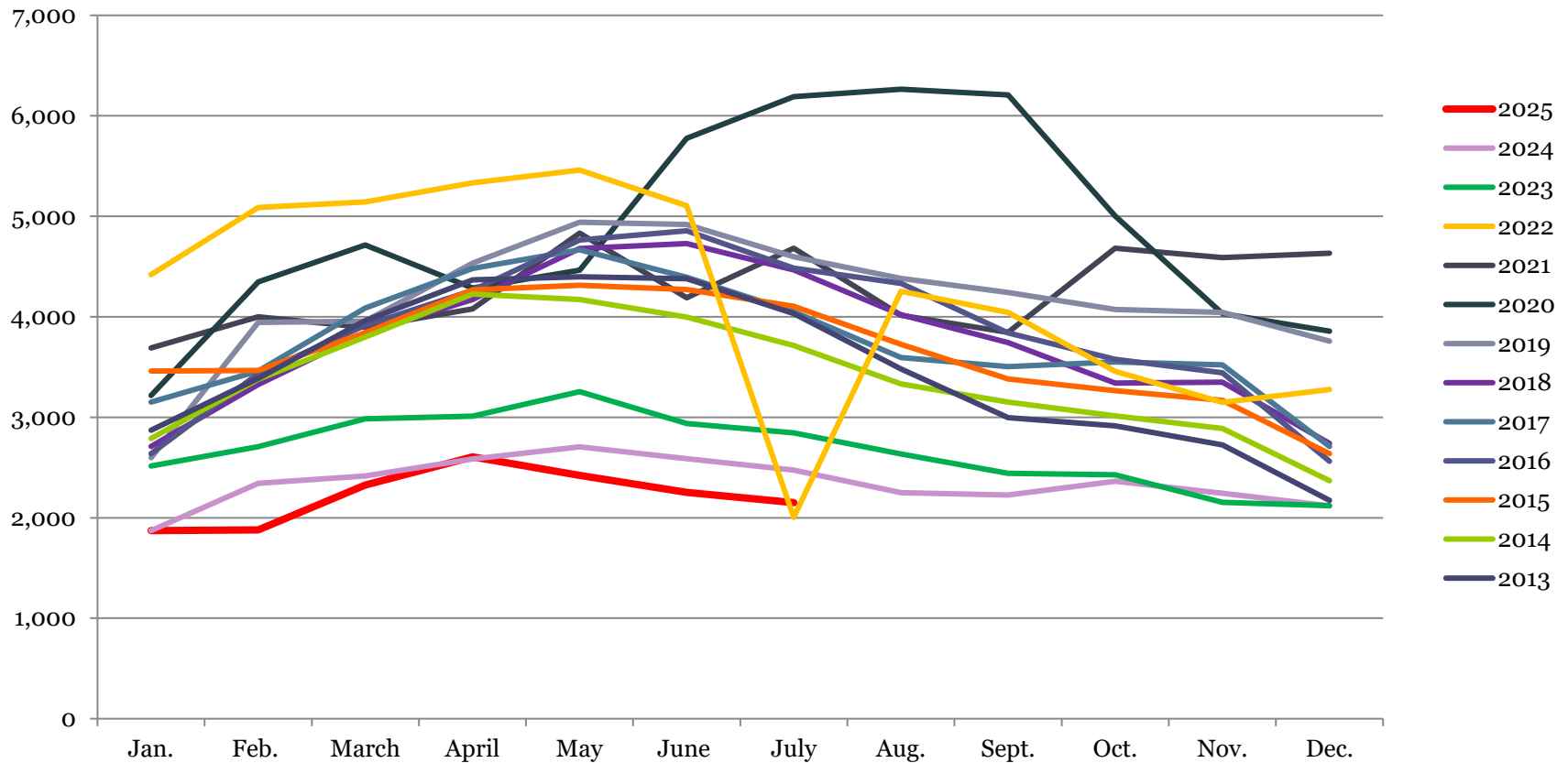


Pending Sales per Month – August 2025



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 2,150 homes Pending in Austin, Texas.



Home Sales by Price Band- August 2025

5

Overall, we are in a Normal Seller's Market with 5.62 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.

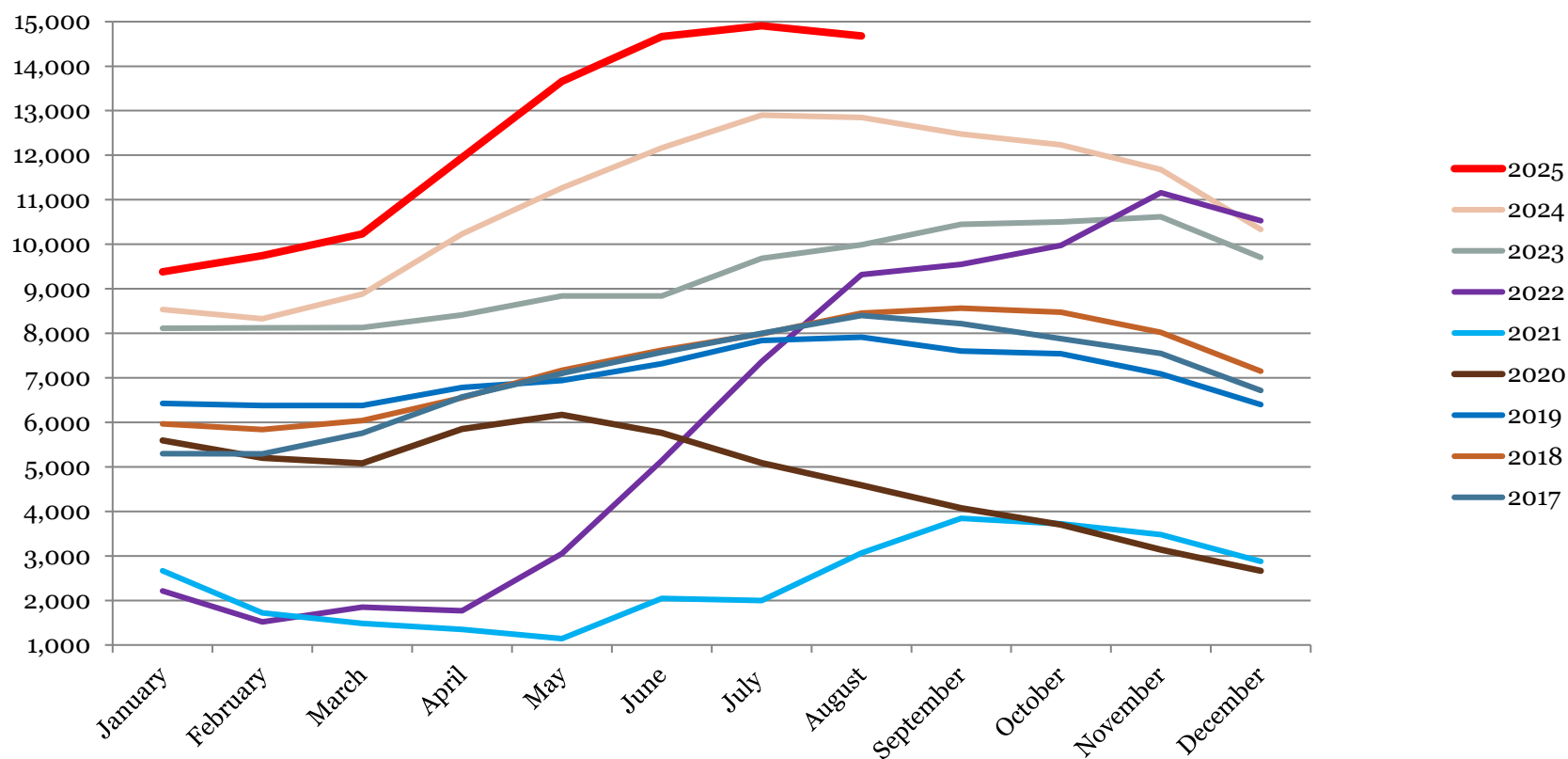
Price Range	# of Solds	Active Listings	Months of Inventory	Sold % of List	Market
\$0-\$200k	52	212	4.08	91%	Normal Seller's Market
\$200-\$300k	369	1403	3.80	98%	Normal Seller's Market
\$300-\$400k	693	3062	4.42	98%	Normal Seller's Market
\$400k-\$500k	415	2533	6.10	98%	Balanced Market
\$500-\$600k	306	1748	5.71	98%	Normal Seller's Market
\$600-\$700k	192	1285	6.69	97%	Balanced Market
\$700-\$800k	182	938	5.15	98%	Normal Seller's Market
\$800-\$900k	102	672	6.59	97%	Balanced Market
\$900-\$1M	59	540	9.15	97%	Normal Buyer's Market
\$1-\$2M	191	1519	7.95	96%	Balanced Market
\$2-\$3M	33	402	12.18	94%	Extreme Buyer's Market
\$3-\$4M	11	164	14.91	99%	Extreme Buyer's Market
\$4M<	6	201	33.50	96%	Extreme Buyer's Market
Overall MKT	2611	14679	5.62	97%	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 – August 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 14,681 homes for sale in Austin, Texas. **There are 14.3% MORE homes for sale than last year at this time.**



Home Sales by Zip Code - July 2025



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PROPERTIES

7

Zip Code	# of Solds	Active Listings	Months of Inventory	Median Sales price	Sold % of List	Avg DOM
78701	24	231	9.63	\$ 695,000	96%	85
78703	18	71	3.94	\$ 1,562,500	96%	80
78704	22	194	8.82	\$ 966,250	96%	47
78705	-	14	-	-	-	-
78717	24	83	3.46	\$ 586,875	97%	24
78722	3	26	8.67	\$ 510,000	95%	74
78723	21	120	5.71	\$ 570,000	96%	38
78727	16	72	4.50	\$ 488,750	96%	46
78730	14	61	4.36	\$ 1,562,500	94%	51
78731	26	87	3.35	\$ 1,598,350	96%	42
78732	12	99	8.25	\$ 825,250	96%	62
78733	9	52	5.78	\$ 1,100,000	96%	23
78734	22	205	9.32	\$ 785,875	96%	38
78735	13	53	4.08	\$ 872,000	95%	42
78738	49	305	6.22	\$ 865,000	96%	64
78739	24	71	2.96	\$ 836,000	98%	21
78746	18	147	8.17	\$ 2,487,500	94%	63
78749	26	91	3.50	\$ 650,000	98%	38
78750	20	76	3.80	\$ 892,500	96%	27
78751	15	61	4.07	\$ 829,000	95%	43
78757	25	96	3.84	\$ 640,000	97%	58
78758	16	82	5.13	\$ 434,500	95%	54
78759	25	80	3.20	\$ 720,000	97%	27
78613	67	275	4.10	\$ 509,990	92%	57
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

78749
78739

East Austin

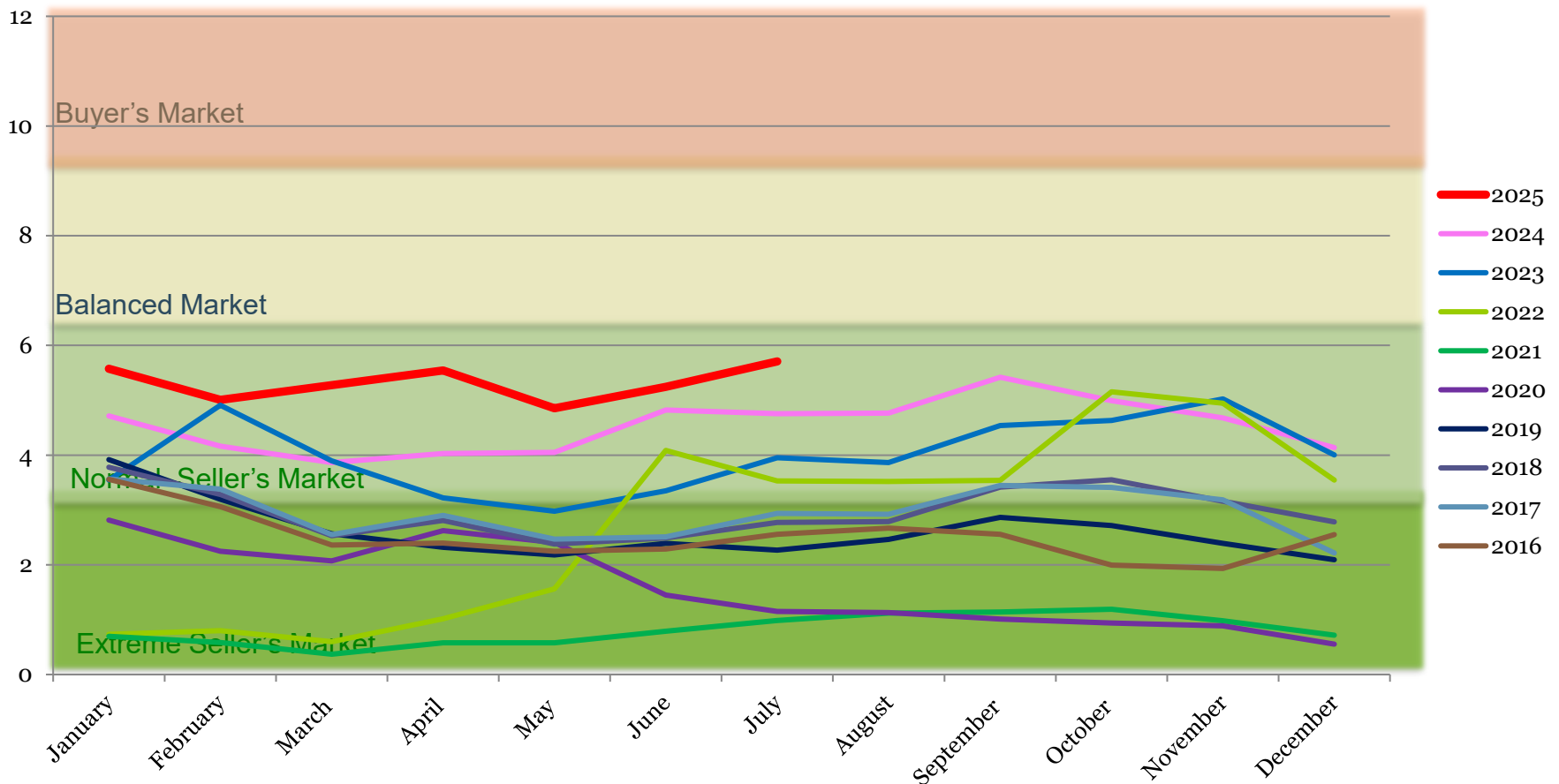
78722
78723

Northwest Travis Co.

78730
78732
78734
78738

Absorption Rate: Months of Inventory in Austin 2016-2025

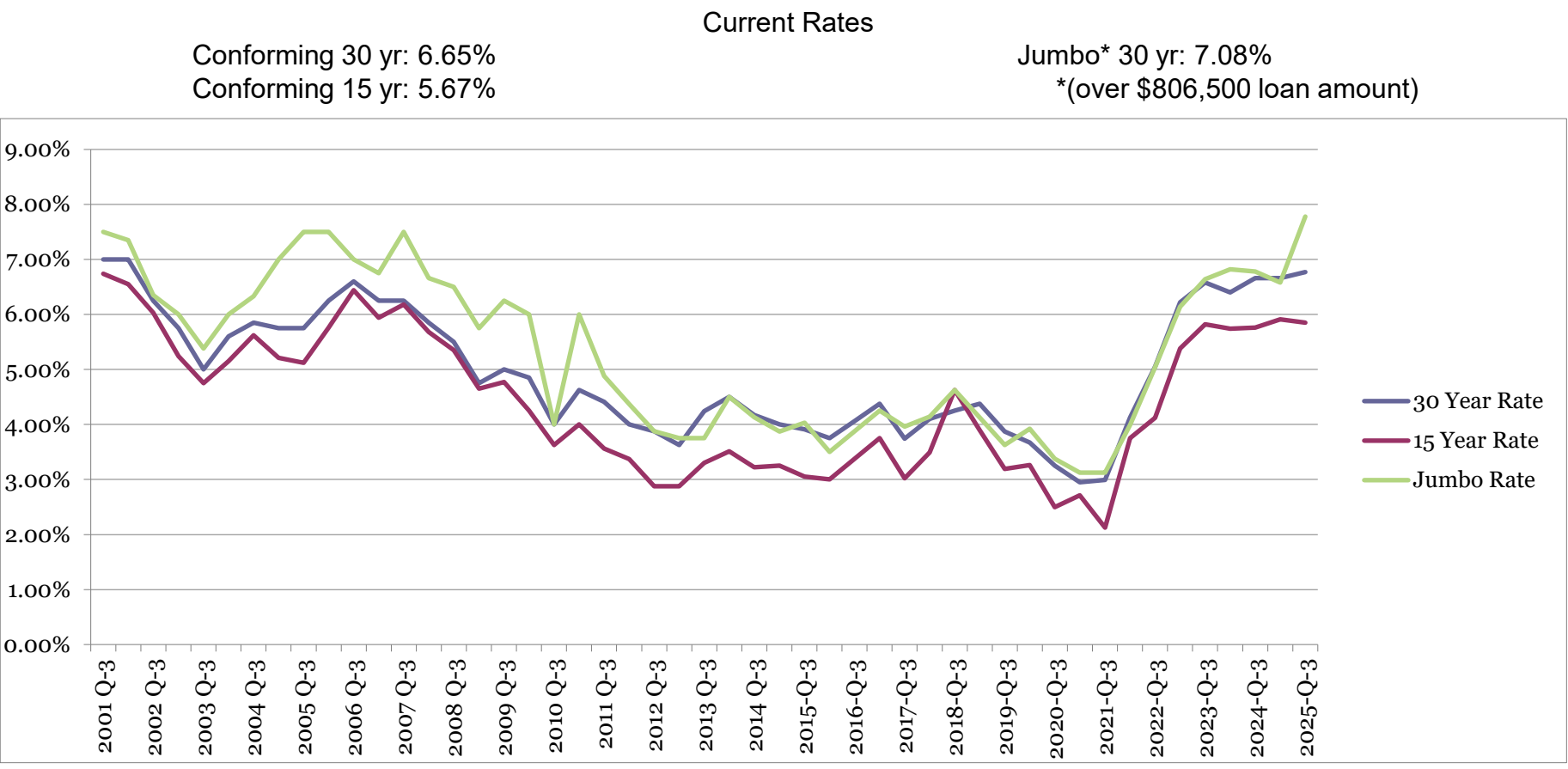
The **Absorption Rate**, also called “Months of Inventory,” is the best indicator of how fast or slow home values are moving up or down. The formula is the number of homes on the market divided by the number of homes sold in the prior month. With 6 to 9 months of inventory, the market is called **Balanced**, 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.



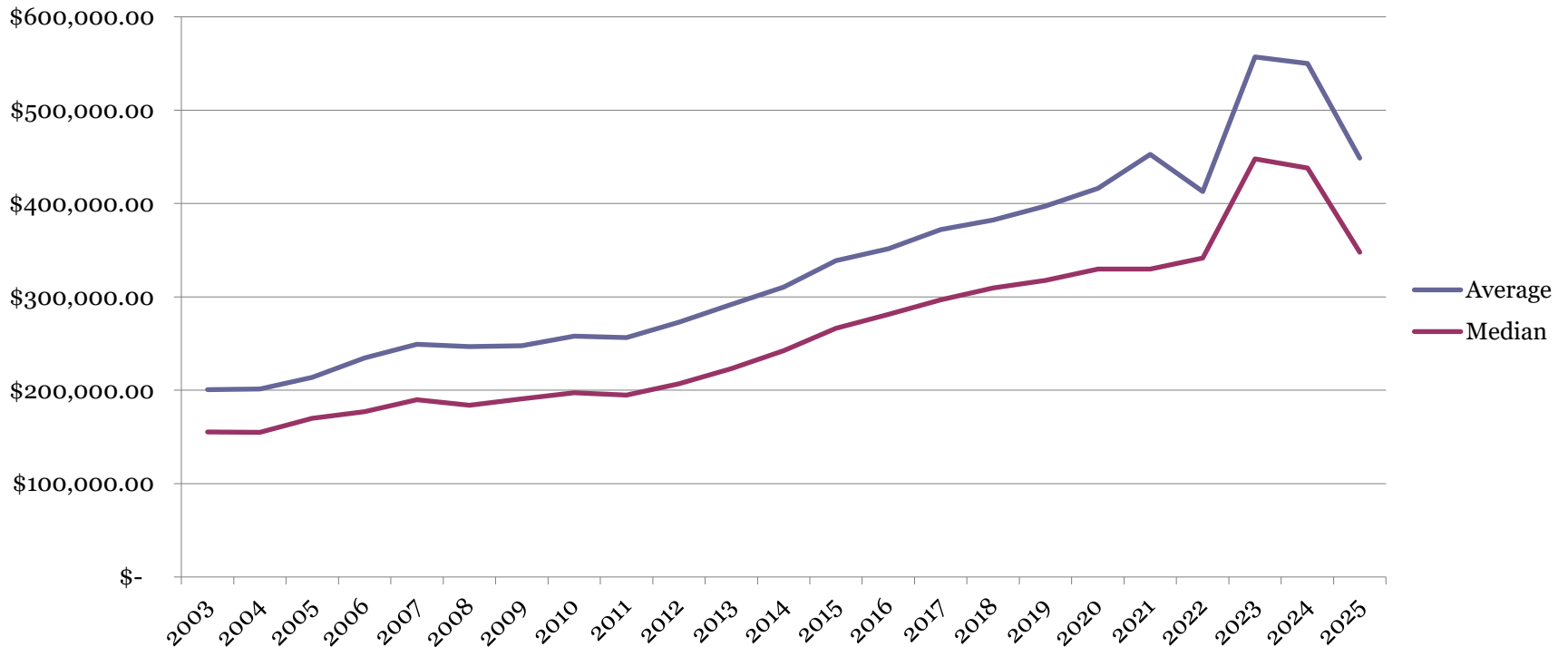
Average and Median Sold 22 Year Summary



8

The chart below follows the trend of average and median sales price per year. Last month the average sales price was \$459,051. The median sold price was \$355,000 last month. The average sales price in July is down 18.98% and the median sales price is down 19.32% from one year ago.

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

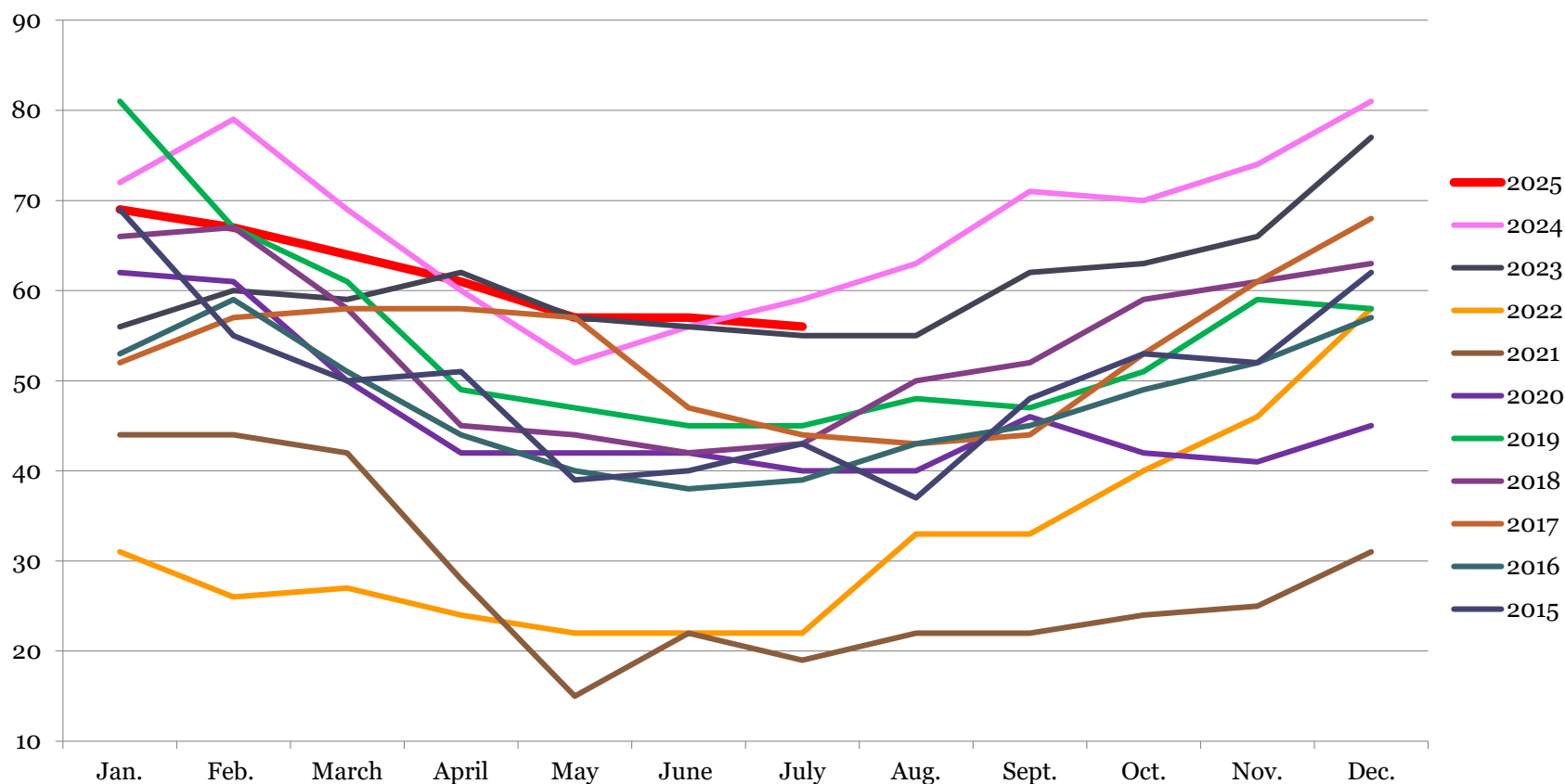


Average Days on Market 2014-2025



9

Of the homes that sold last month, the average amount of days they had been on the market was 56 days. This is 3 days less 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.