



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

September 2025 Austin Real Estate Market Report

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

Volume 9, Issue XX

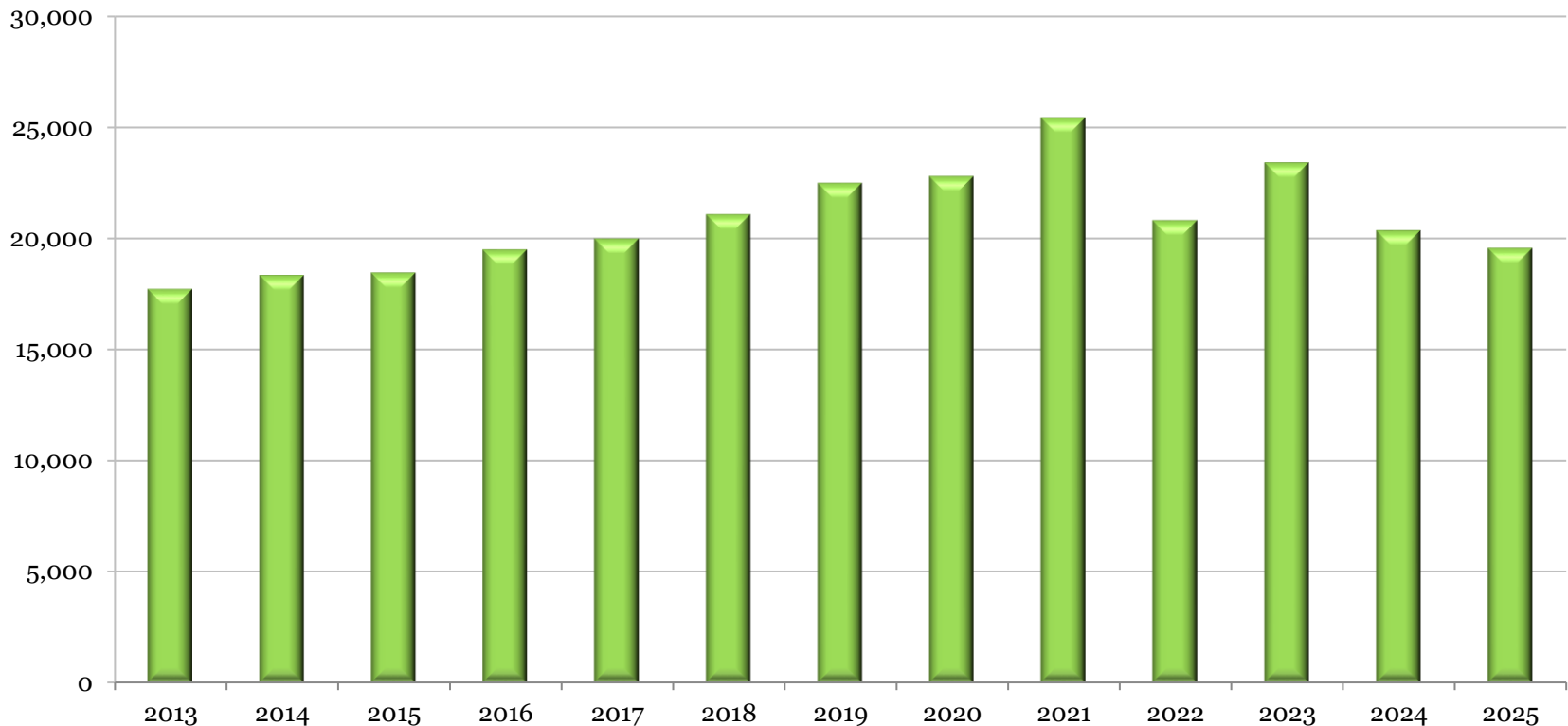


Year to Date Sales – September 2025



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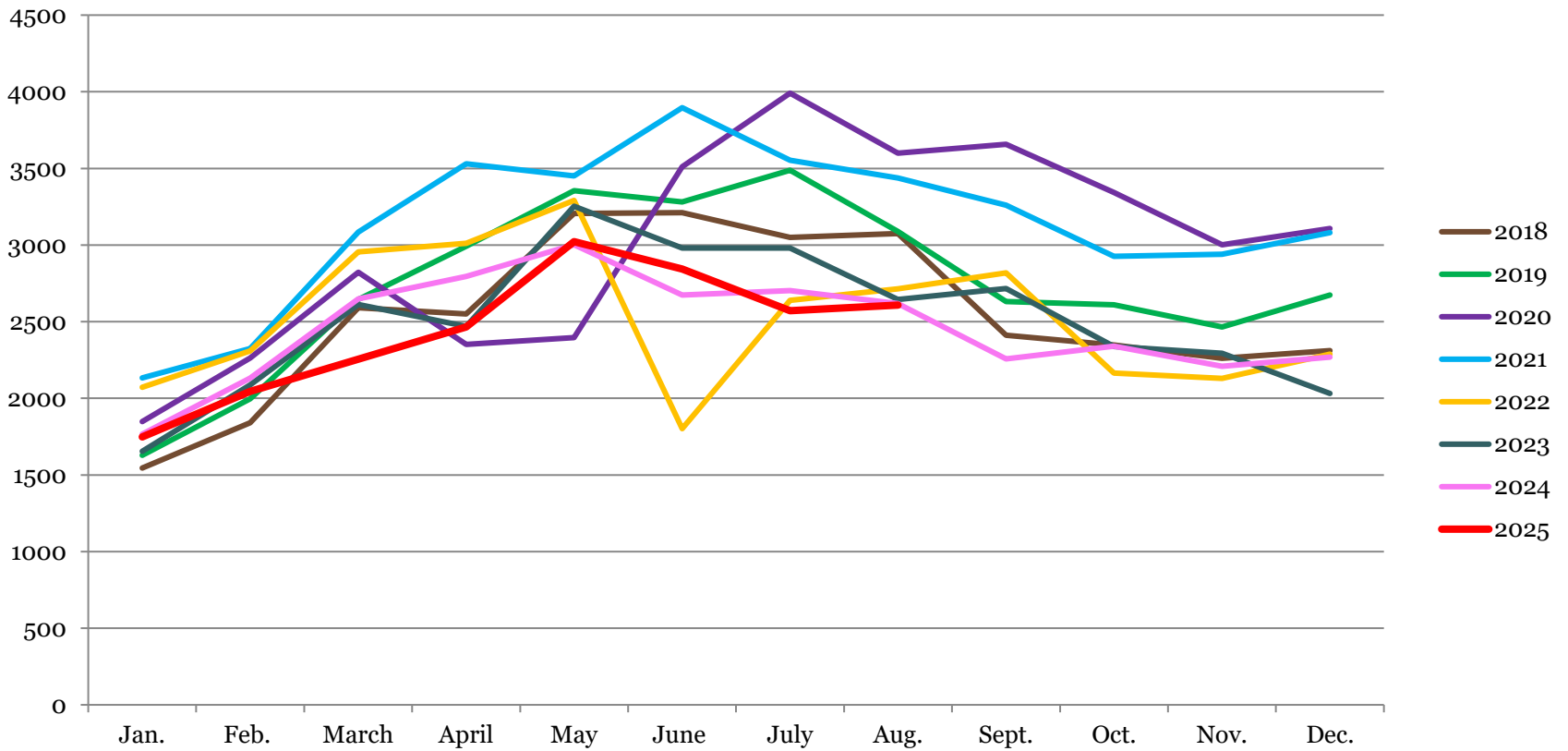
Total year to date sales increased steadily from 2013 to 2019. Sales declined slightly during the first year of Covid. Then increased during the second year. In the summer of 2022, interest rates increased, causing a decline in sales. This year total year to date sales are lower than the last seven years.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

2

The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,608 homes sold in Austin, Texas. This represents a 0.34% decrease in homes sold last month compared to one year ago.

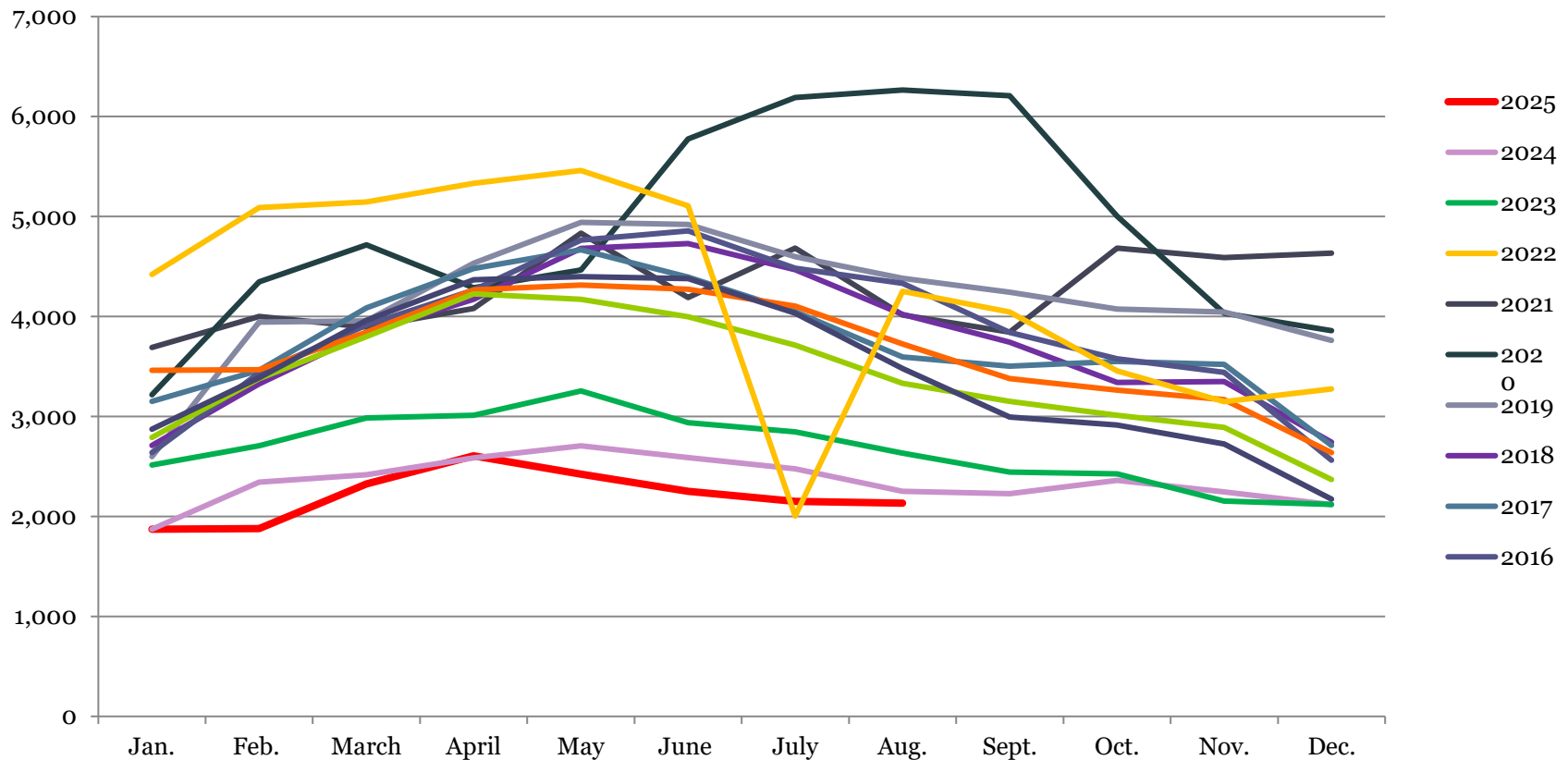


Pending Sales per Month – September 2025



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 2,134 homes Pending in Austin, Texas.



Home Sales by Price Band- September 2025

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Overall, we are in a Normal Seller's Market with 5.45 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.

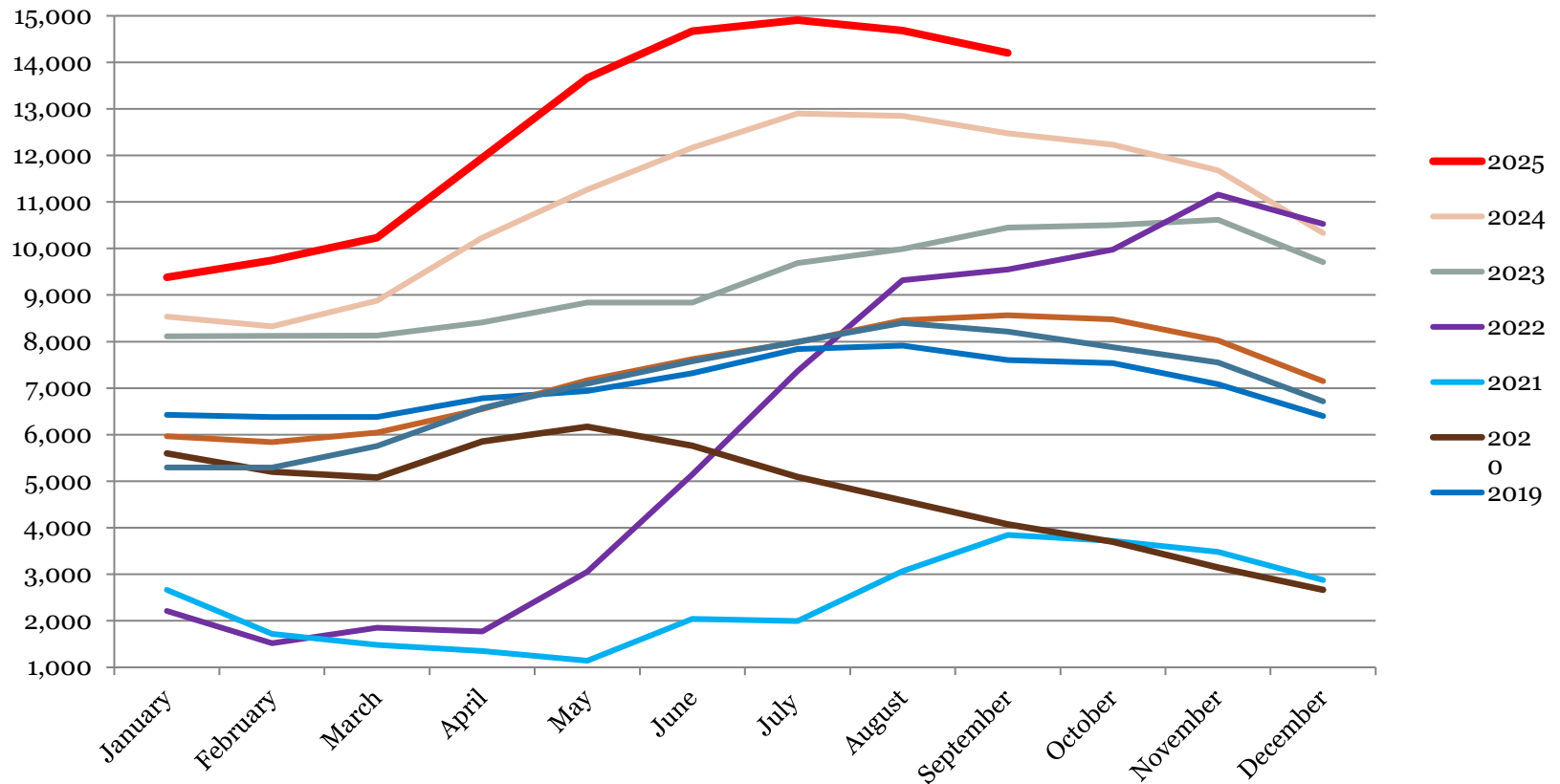
Price Range	# of Solds	Active Listings	Months of Inventory	Sold % of List	Market
\$0-\$200k	68	220	3.24	89%	Normal Seller's Market
\$200-\$300k	376	1488	3.96	97%	Normal Seller's Market
\$300-\$400k	632	3050	4.83	99%	Normal Seller's Market
\$400k-\$500k	481	2439	5.07	98%	Normal Seller's Market
\$500-\$600k	248	1637	6.60	97%	Balanced Market
\$600-\$700k	193	1205	6.24	98%	Balanced Market
\$700-\$800k	143	887	6.20	98%	Balanced Market
\$800-\$900k	131	654	4.99	98%	Normal Seller's Market
\$900-\$1M	75	503	6.71	96%	Balanced Market
\$1-\$2M	214	1408	6.58	95%	Balanced Market
\$2-\$3M	35	385	11.00	94%	Normal Buyer's Market
\$3-\$4M	6	147	24.50	94%	Extreme Buyer's Market
\$4M<	7	190	27.14	93%	Extreme Buyer's Market
Overall MKT	2609	14213	5.45	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 – September 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 September there were 14,681 homes for sale in Austin, Texas. **There are 13.8% MORE homes for sale than last year at this time.**



Home Sales by Zip Code - August 2025



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PROPERTIES

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Zip Code	# of Solds	Active Listings	Months of Inventory	Median Sales price	Sold % of List	Avg DOM
78701	17	224	13.18	\$ 625,000	95%	129
78703	19	69	3.63	\$ 1,360,000	94%	104
78704	36	179	4.97	\$ 1,262,500	94%	62
78705	3	16	5.33	\$ 1,450,000	93%	65
78717	27	61	2.26	\$ 615,000	97%	39
78722	3	28	9.33	\$ 790,000	99%	114
78723	22	124	5.64	\$ 602,500	92%	38
78727	18	66	3.67	\$ 485,825	97%	34
78730	7	44	6.29	\$ 1,375,000	92%	71
78731	9	77	8.56	\$ 1,375,000	98%	33
78732	18	87	4.83	\$ 1,032,500	94%	61
78733	11	46	4.18	\$ 1,020,000	94%	62
78734	40	192	4.80	\$ 815,825	92%	82
78735	8	49	6.13	\$ 1,722,500	97%	53
78738	66	251	3.80	\$ 872,386	92%	89
78739	19	57	3.00	\$ 727,200	96%	49
78746	31	142	4.58	\$ 1,830,000	93%	86
78749	27	78	2.89	\$ 562,600	93%	73
78750	32	70	2.19	\$ 784,000	98%	37
78751	5	49	9.80	\$ 635,000	103%	38
78757	33	89	2.70	\$ 715,000	97%	49
78758	8	89	11.13	\$ 440,500	98%	73
78759	21	71	3.38	\$ 687,000	94%	54
78613	60	269	4.48	\$ 457,500	98%	46
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

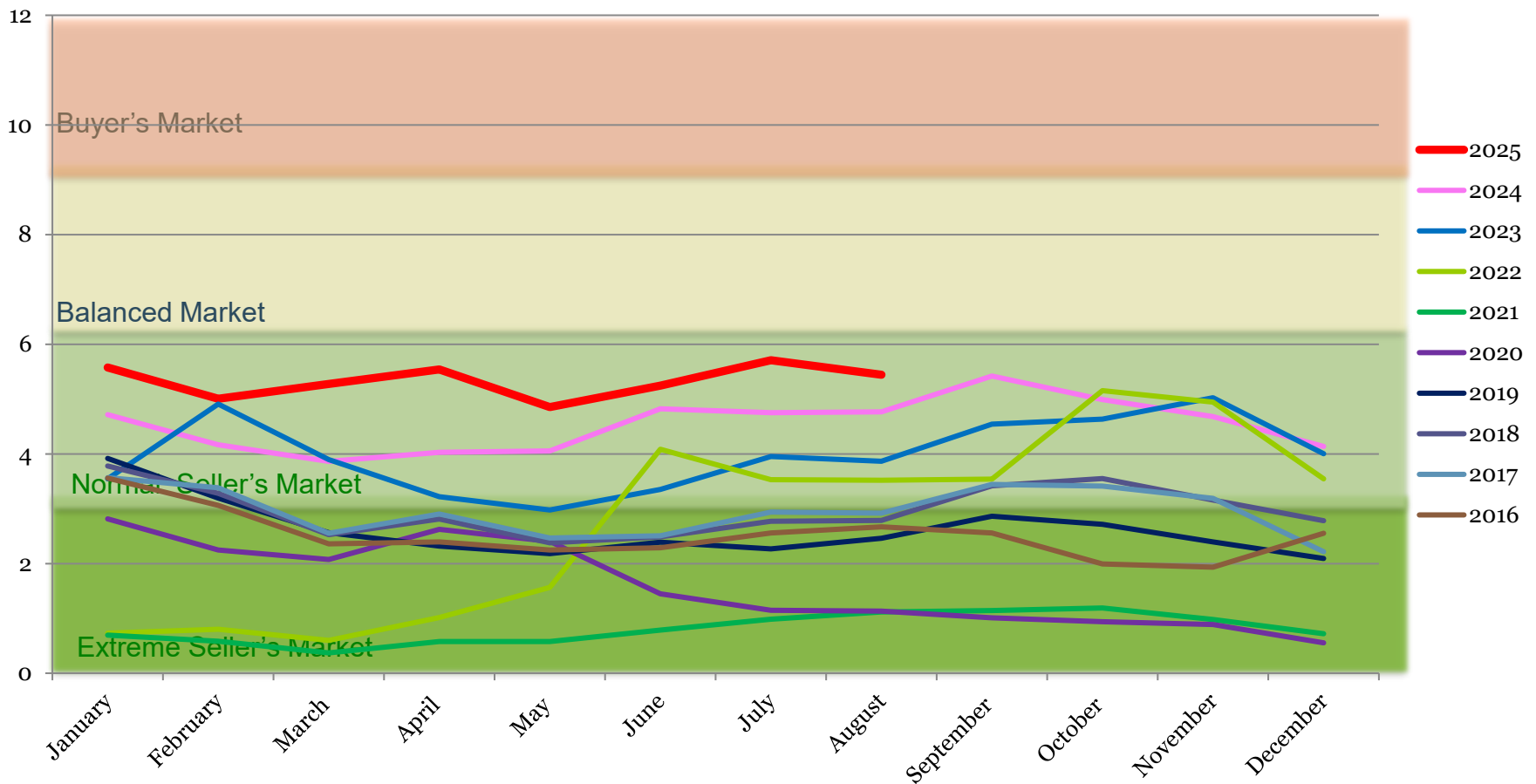
78722
78723

Northwest Travis Co.

78730
78732
78734
78738

Absorption Rate: Months of Inventory in Austin 2016-2025

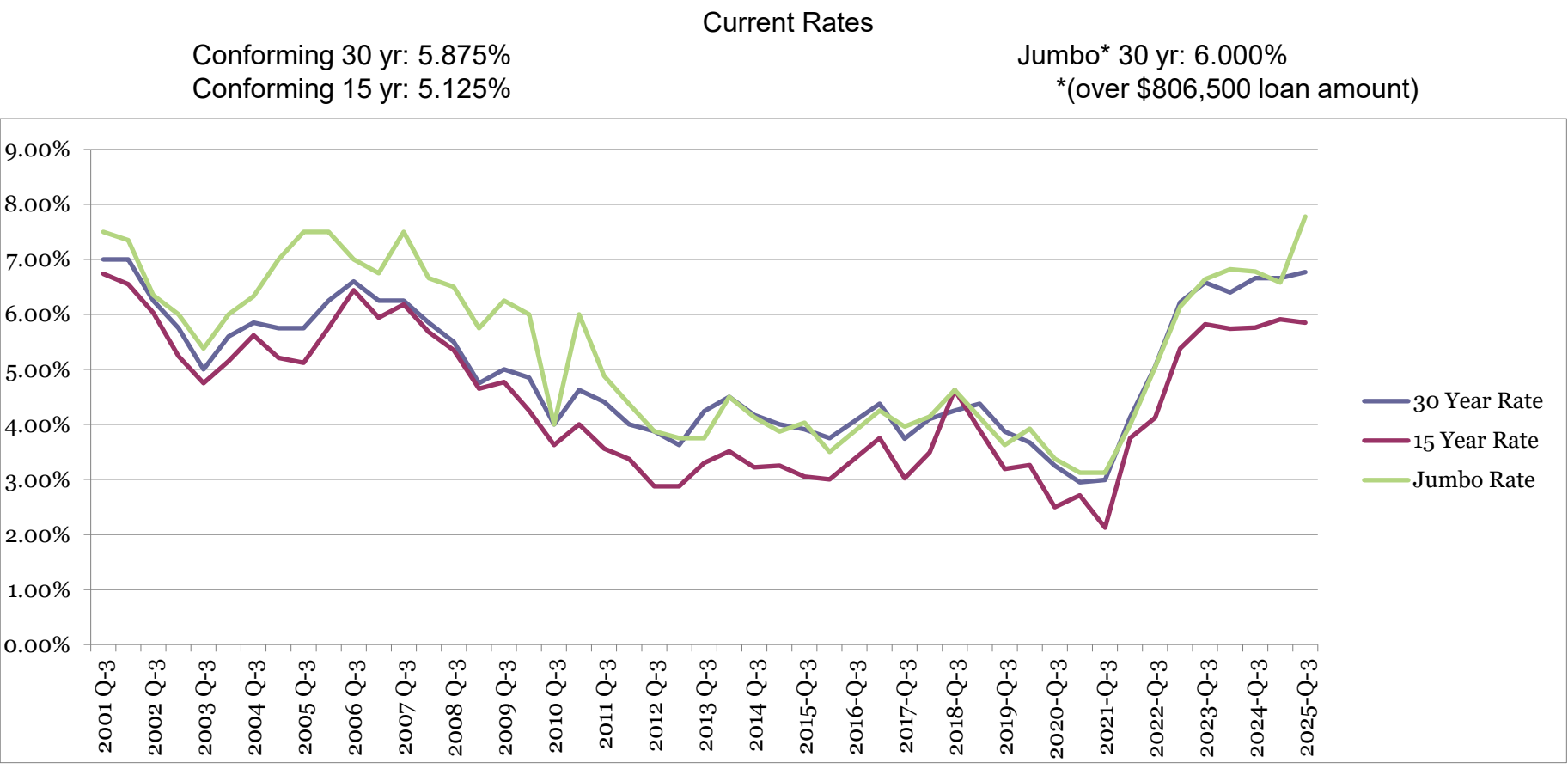
The **Absorption Rate**, also called “Months of Inventory,” is the best indicator of how fast or slow home values are moving up or down. The formula is the number of homes on the market divided by the number of homes sold in the prior month. With 6 to 9 months of inventory, the market is called **Balanced**,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



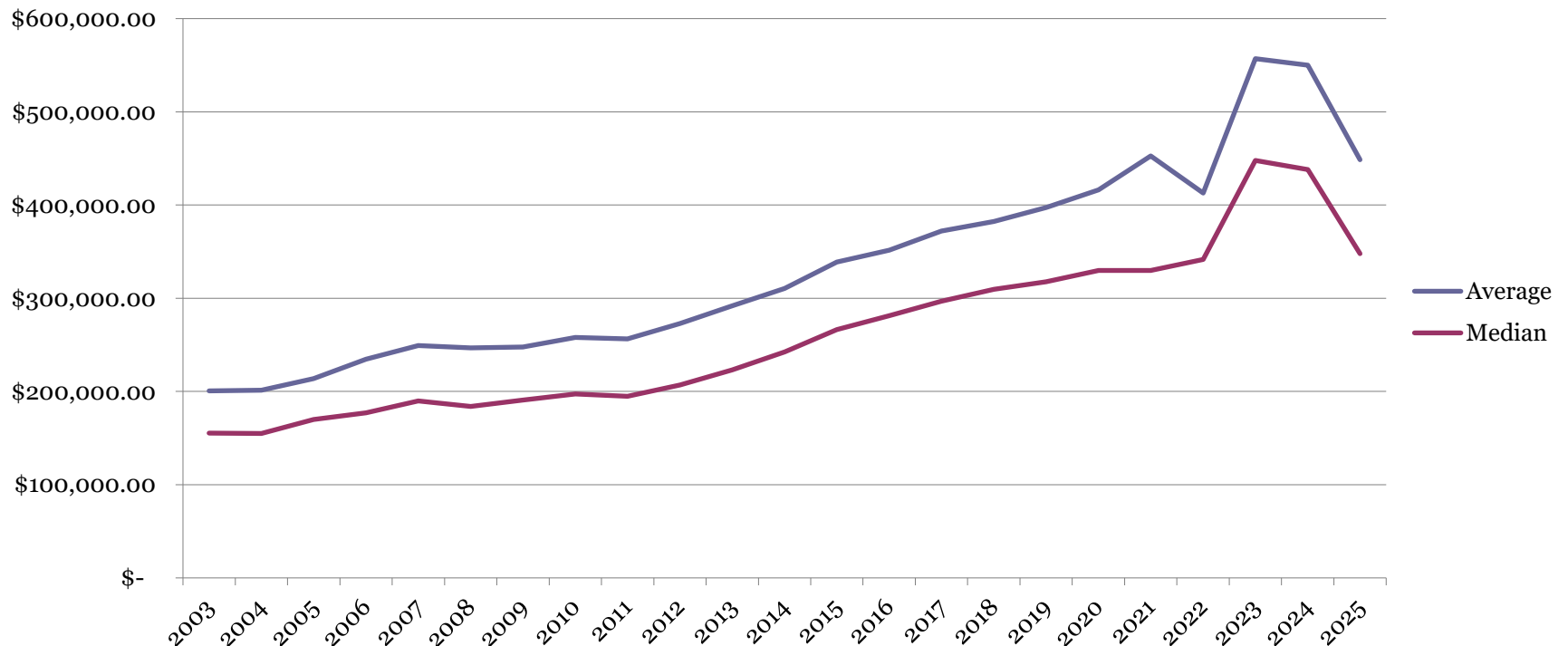
Average and Median Sold 22 Year Summary



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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 \$450,510. The median sold price was \$350,000 last month. The average sales price in August is down 20.12% and the median sales price is down 18.41% from one year ago.

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

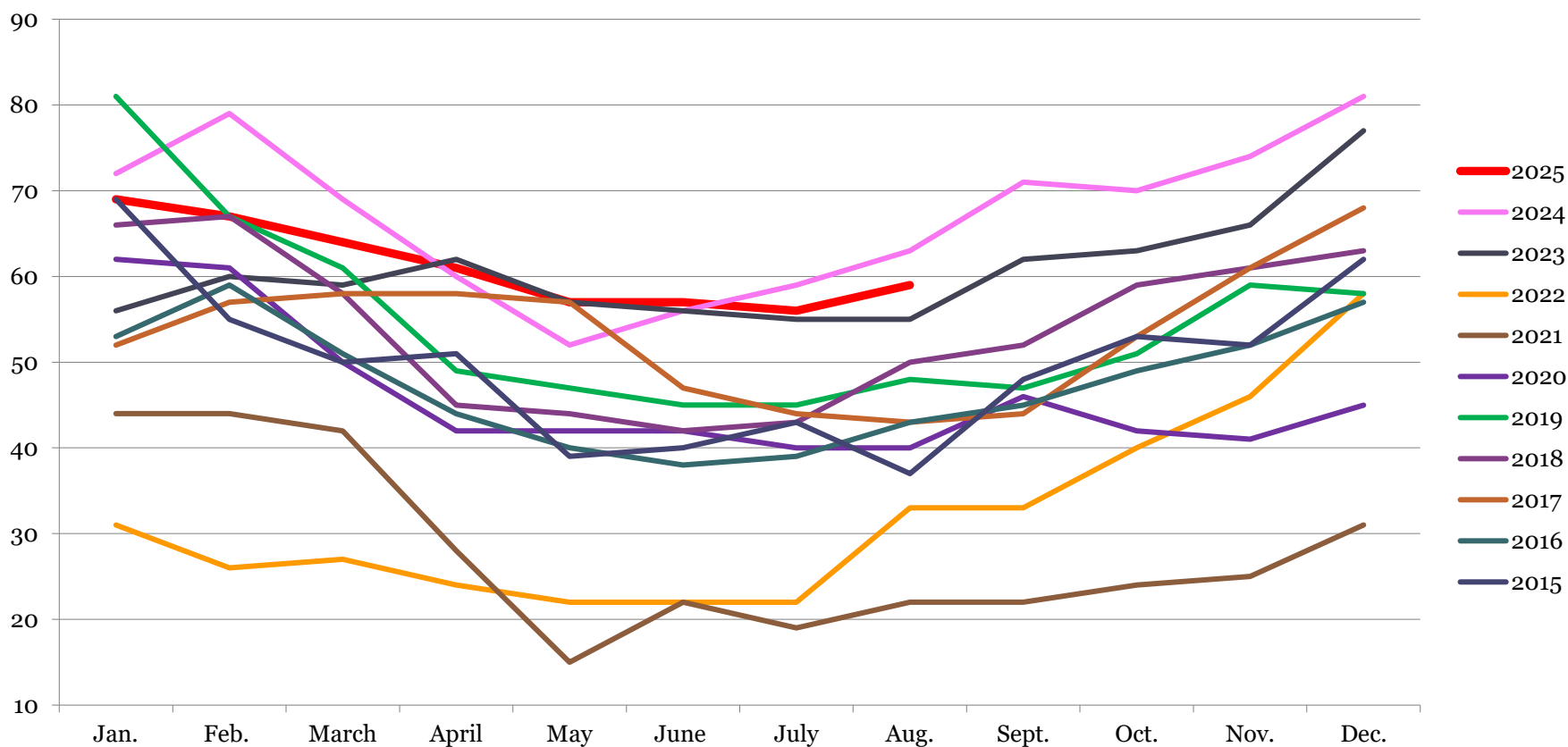


Average Days on Market 2014-2025



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Of the homes that sold last month, the average amount of days they had been on the market was 59 days. This is 4 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.