



October 2025 Austin Real Estate Market Report

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

Volume 10, Issue XX

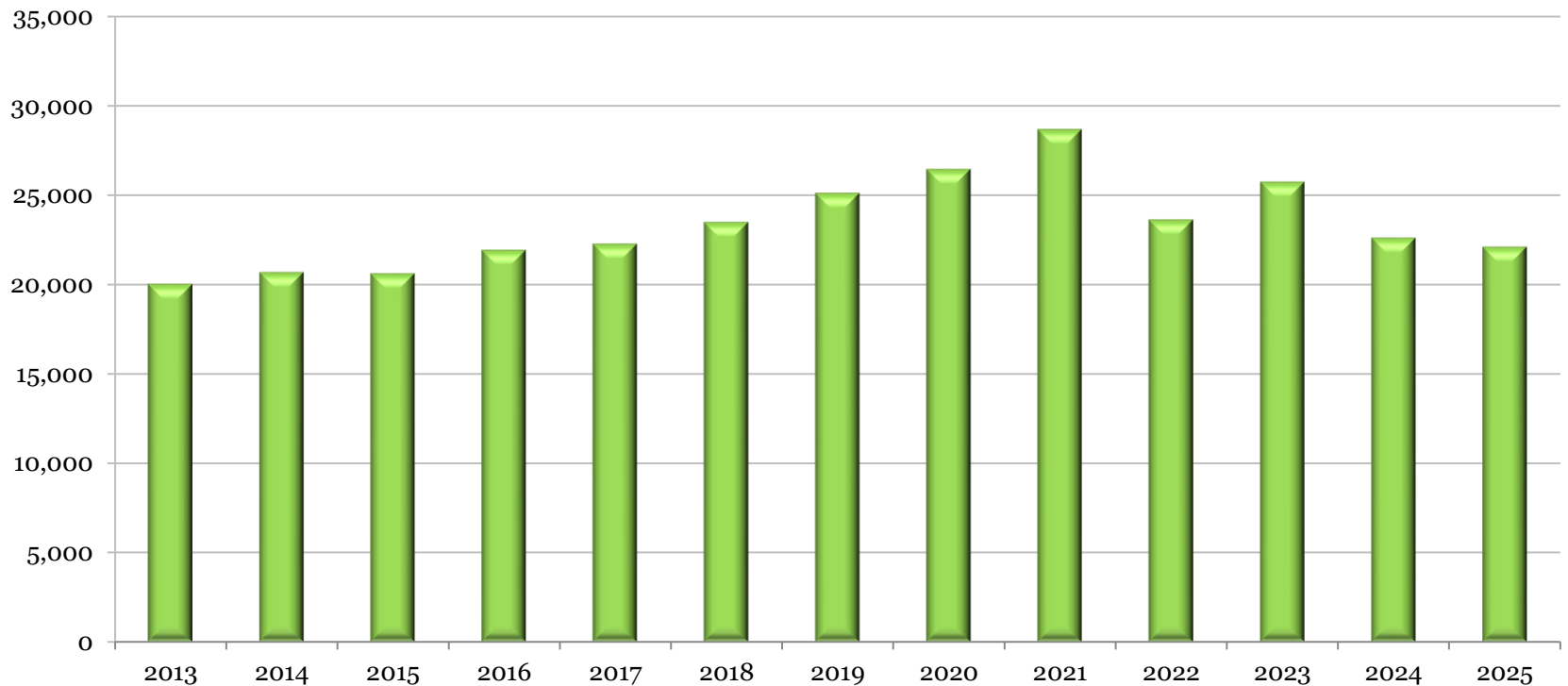


Year to Date Sales – October 2025



1

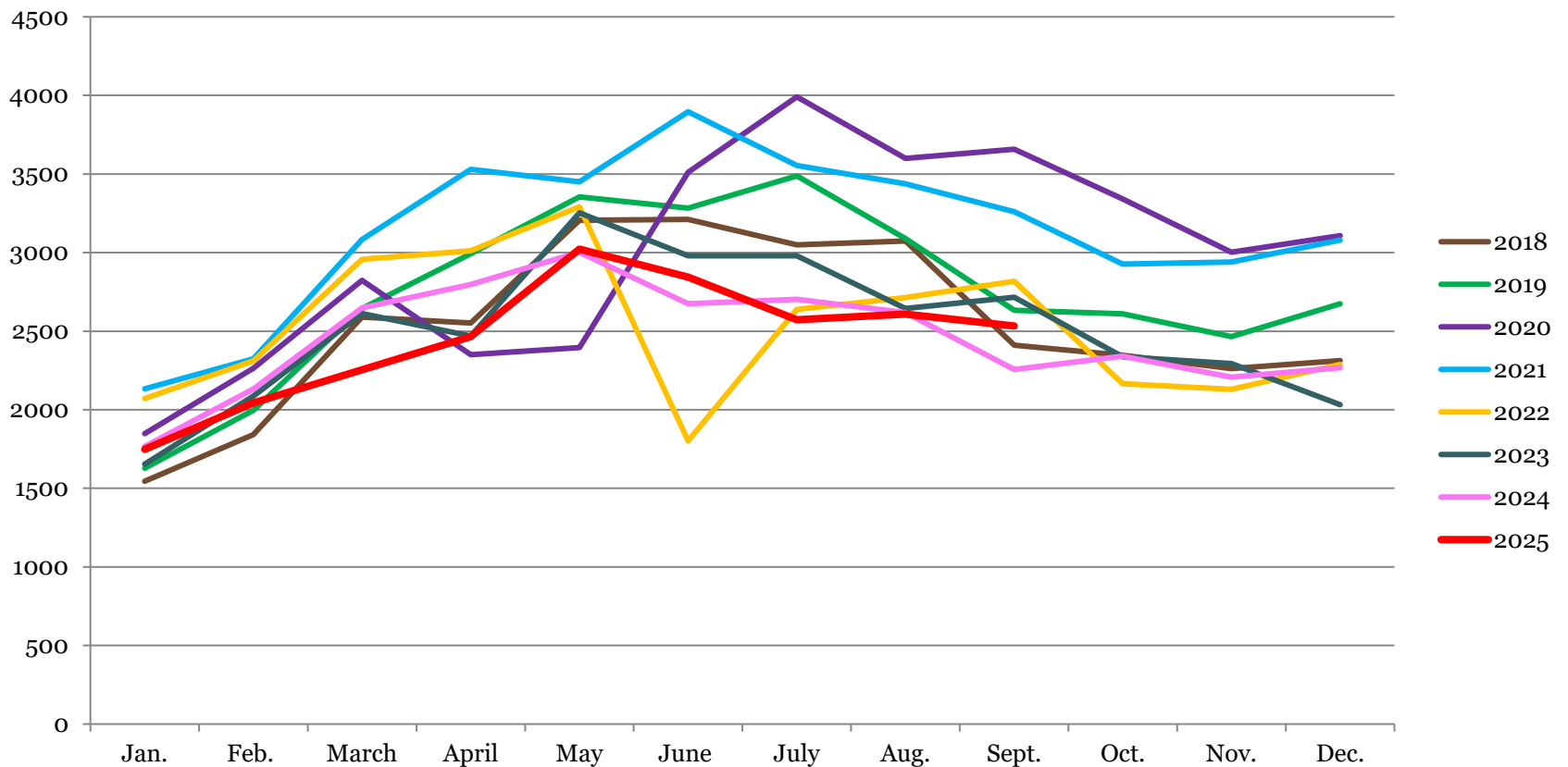
Total year to date sales increased steadily from 2013 to 2019. Sales declined slightly during the first year of Covid. Then increased during the second year. In the summer of 2022, interest rates increased, causing a decline in sales. This year total year to date sales are lower than the last seven years.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

2

The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,533 homes sold in Austin, Texas. This represents a 12.2% increase in homes sold last month compared to one year ago.

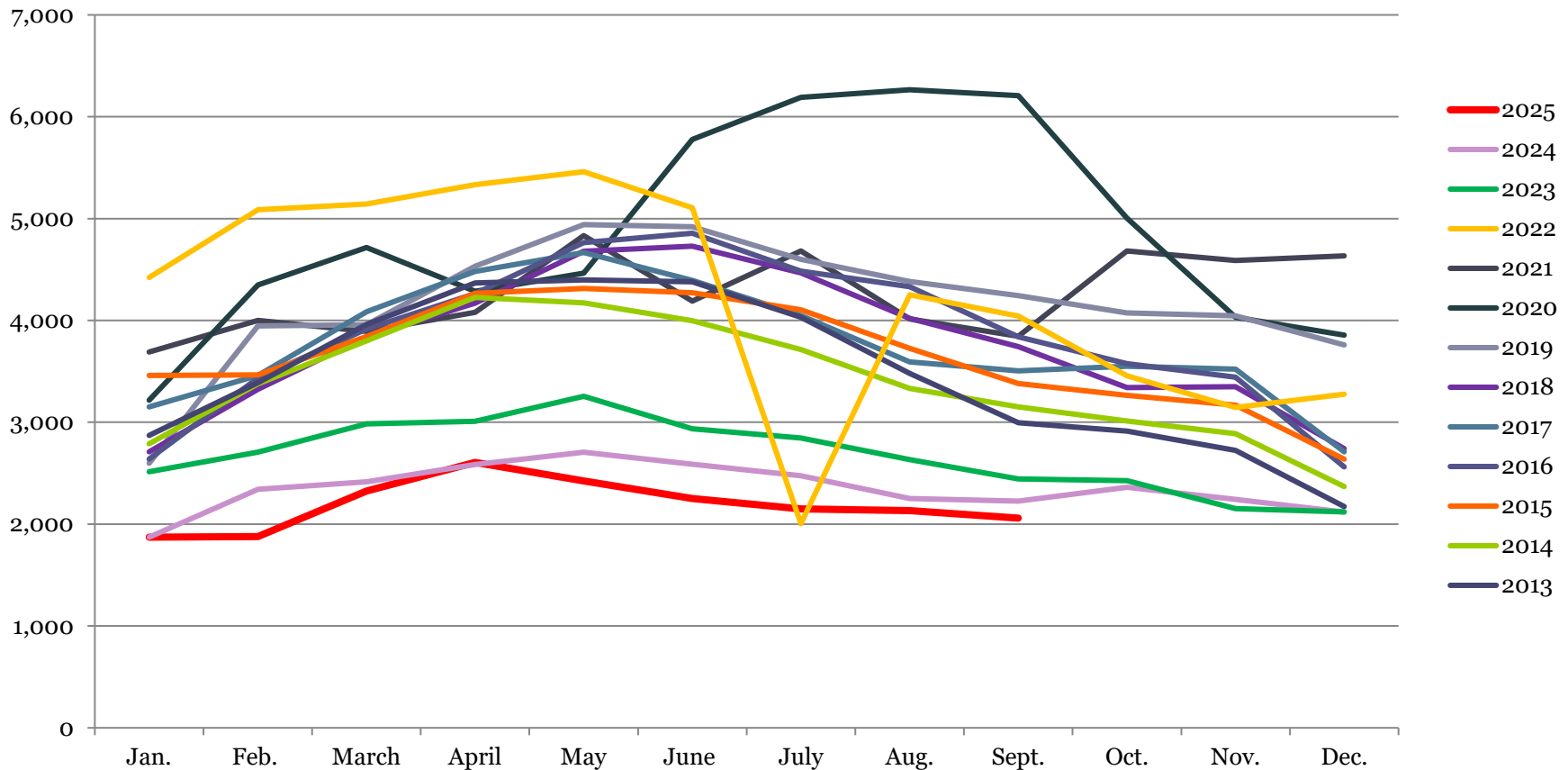


Pending Sales per Month – October 2025



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 2,058 homes Pending in Austin, Texas.



Home Sales by Price Band- October 2025

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Overall, we are in a Normal Seller's Market with 5.04 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 \$700,000 are in a Normal Seller's Market.

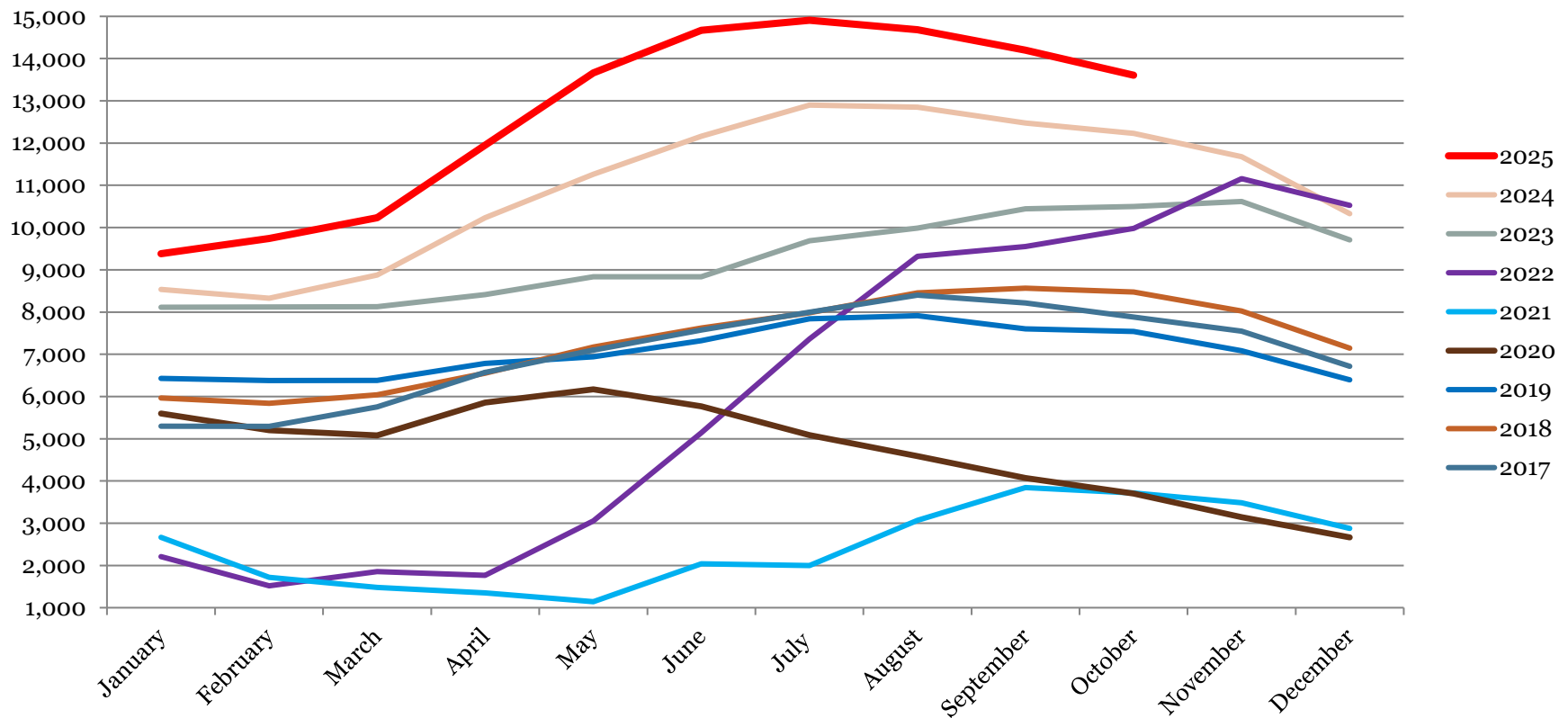
Price Range	# of Solds	Active Listings	Months of Inventory	Sold % of List	Market
\$0-\$200k	73	218	2.99	91%	Extreme Sellers Market
\$200-\$300k	425	1461	3.44	97%	Normal Seller's Market
\$300-\$400k	674	2940	4.36	98%	Normal Seller's Market
\$400k-\$500k	420	2440	5.81	98%	Normal Seller's Market
\$500-\$600k	426	1538	3.61	97%	Normal Seller's Market
\$600-\$700k	198	1119	5.65	99%	Normal Seller's Market
\$700-\$800k	113	838	7.42	99%	Balanced Market
\$800-\$900k	104	624	6.00	97%	Balanced Market
\$900-\$1M	60	453	7.55	97%	Balanced Market
\$1-\$2M	175	1308	7.47	95%	Balanced Market
\$2-\$3M	20	359	17.95	96%	Extreme Buyer's Market
\$3-\$4M	10	141	14.10	92%	Extreme Buyer's Market
\$4M<	7	181	25.86	92%	Extreme Buyer's Market
Overall MKT	2705	13620	5.04	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 – October 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 October there were 13,6041 homes for sale in Austin, Texas. **There are 11.2% MORE homes for sale than last year at this time.**



Home Sales by Zip Code - September 2025



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Zip Code	# of Solds	Active Listings	Months of Inventory	Median Sales price	Sold % of List	Avg DOM
78701	15	228	15.20	\$ 1,100,000	93%	129
78703	15	62	4.13	\$ 1,800,000	94%	96
78704	26	172	6.62	\$ 1,185,000	97%	87
78705	3	16	5.33	\$ 930,000	99%	37
78717	16	59	3.69	\$ 597,500	97%	51
78722	7	20	2.86	\$ 592,500	96%	49
78723	17	109	6.41	\$ 735,000	98%	57
78727	22	46	2.09	\$ 463,500	99%	57
78730	6	44	7.33	\$ 1,212,500	97%	76
78731	20	83	4.15	\$ 1,186,250	95%	49
78732	20	85	4.25	\$ 801,500	96%	48
78733	4	36	9.00	\$ 1,550,000	98%	98
78734	20	190	9.50	\$ 780,000	95%	85
78735	8	45	5.63	\$ 1,033,325	96%	49
78738	56	241	4.30	\$ 762,950	96%	88
78739	16	45	2.81	\$ 746,500	97%	61
78746	18	141	7.83	\$ 1,746,000	93%	37
78749	30	67	2.23	\$ 653,000	96%	41
78750	14	61	4.36	\$ 486,000	94%	88
78751	7	48	6.86	\$ 850,000	94%	102
78757	22	91	4.14	\$ 625,500	95%	88
78758	13	78	6.00	\$ 417,500	85%	46
78759	24	76	3.17	\$ 700,000	97%	61
78613	63	221	3.51	\$ 487,755	96%	50
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

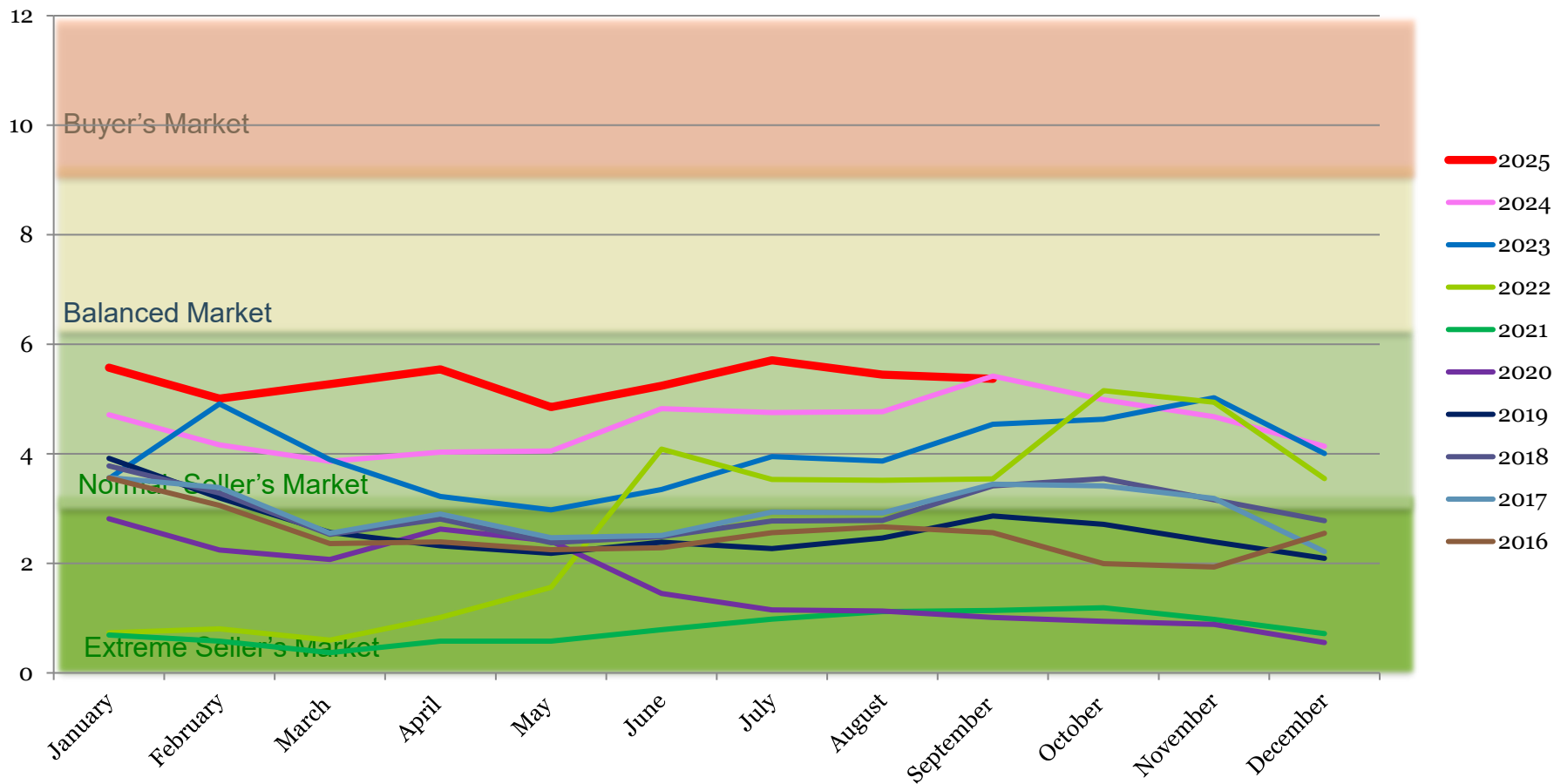
78722
78723

Northwest Travis Co.

78730
78732
78734
78738

Absorption Rate: Months of Inventory in Austin 2016-2025

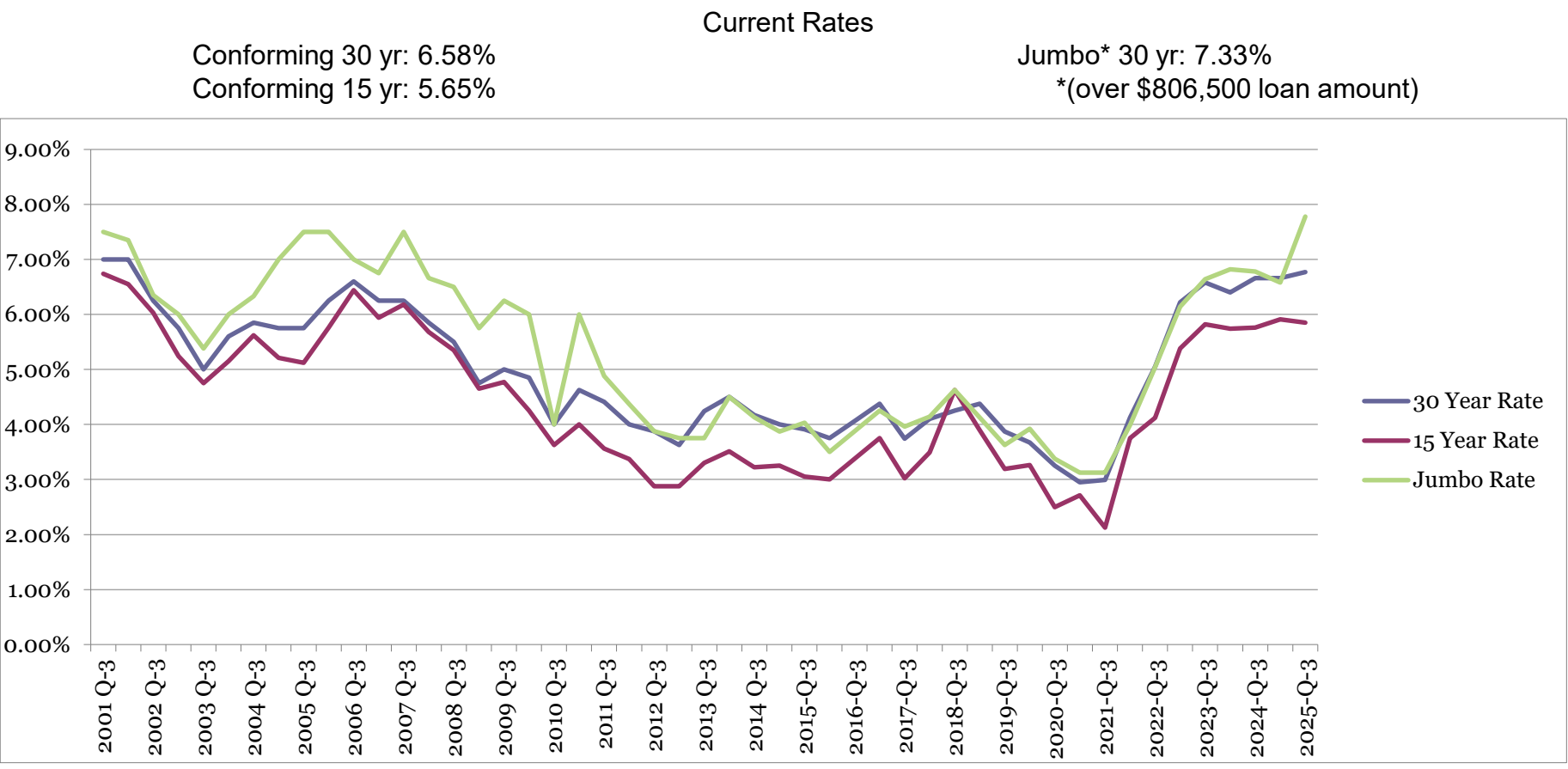
The **Absorption Rate**, also called “Months of Inventory,” is the best indicator of how fast or slow home values are moving up or down. The formula is the number of homes on the market divided by the number of homes sold in the prior month. With 6 to 9 months of inventory, the market is called **Balanced**,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



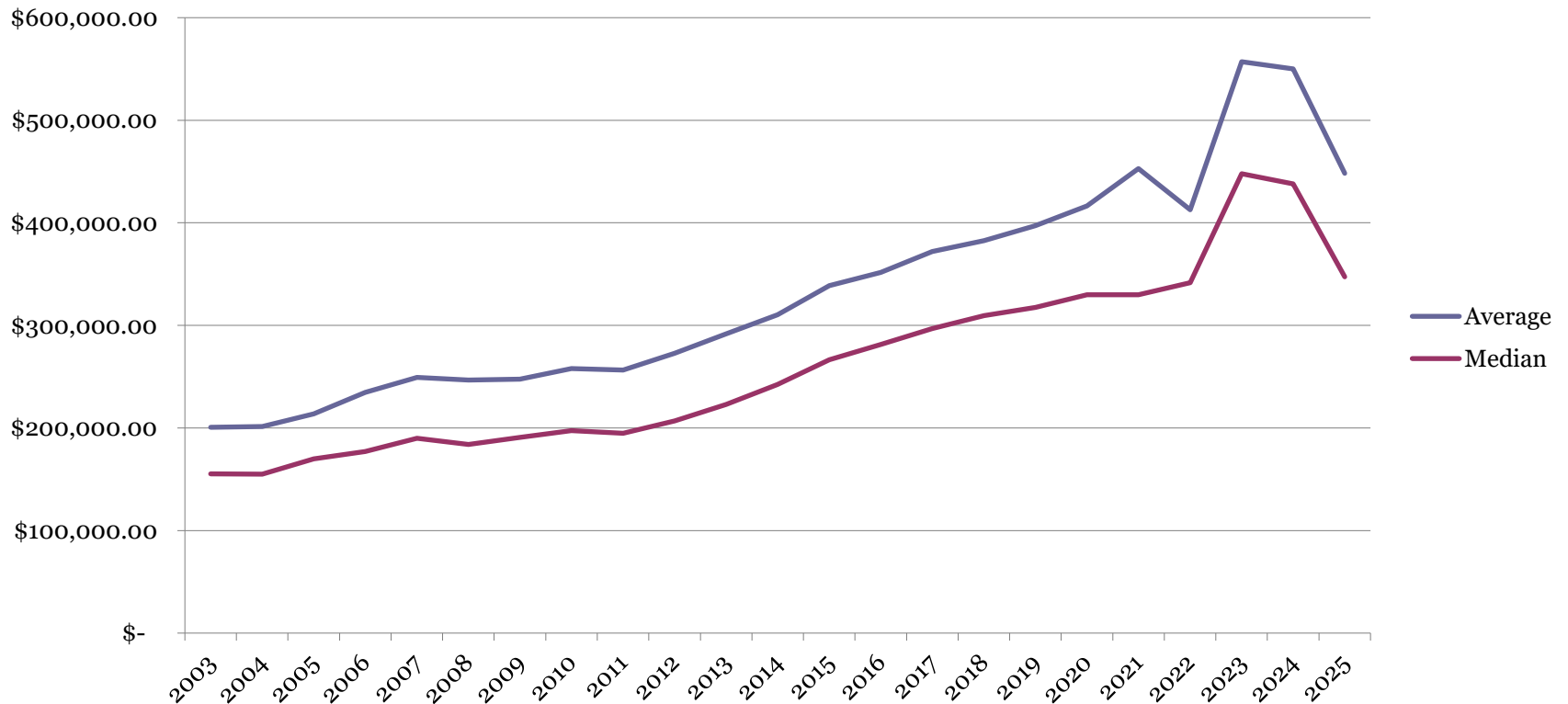
Average and Median Sold 22 Year Summary



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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 \$441,24. The median sold price was \$340,904 last month. The average sales price in September is down 17.99% and the median sales price is down 7.02% from one year ago.

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

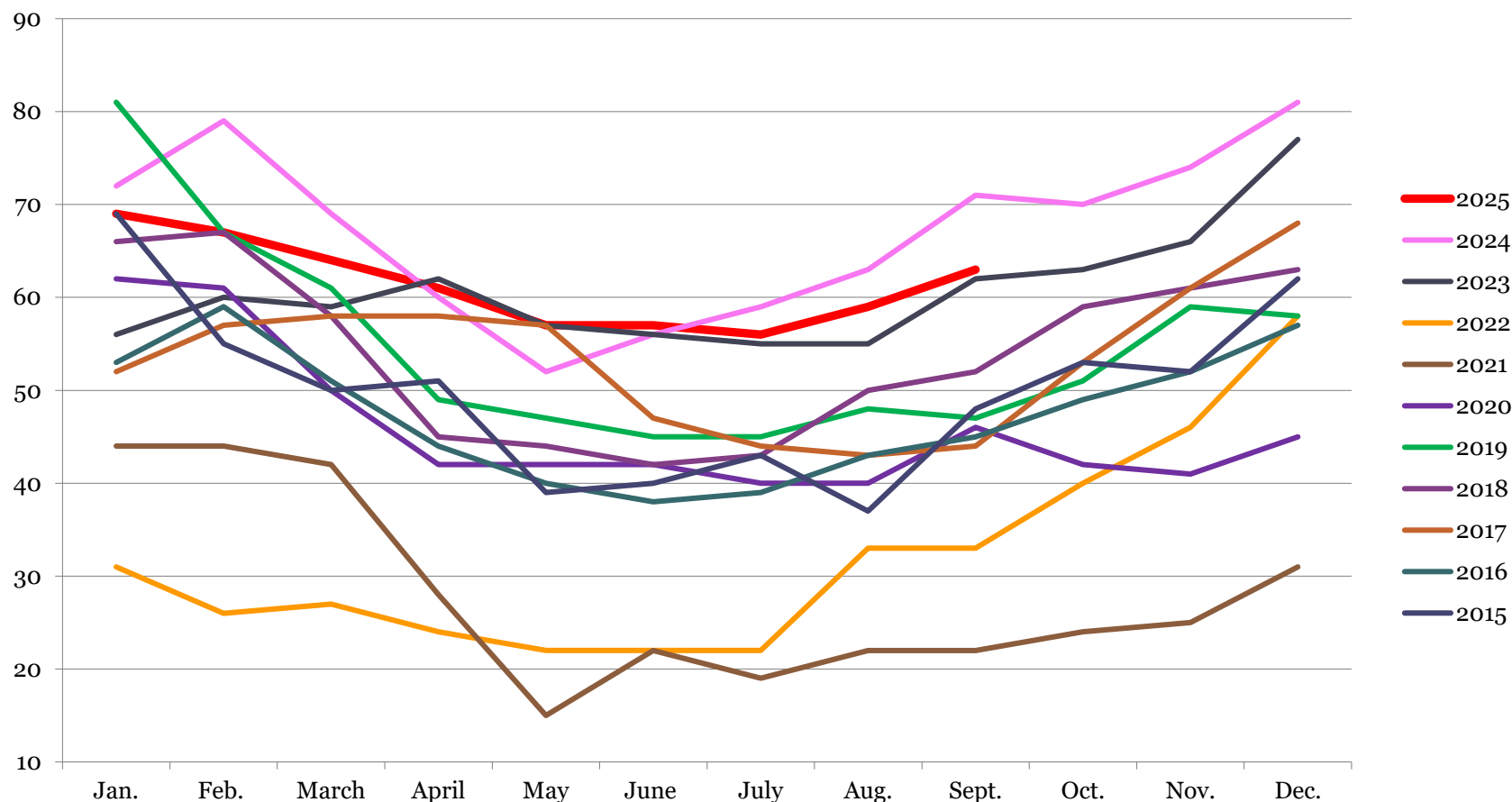


Average Days on Market 2014-2025



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Of the homes that sold last month, the average amount of days they had been on the market was 63 days. This is 8 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.