



**WEST AUSTIN**  
**PROPERTIES**

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

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

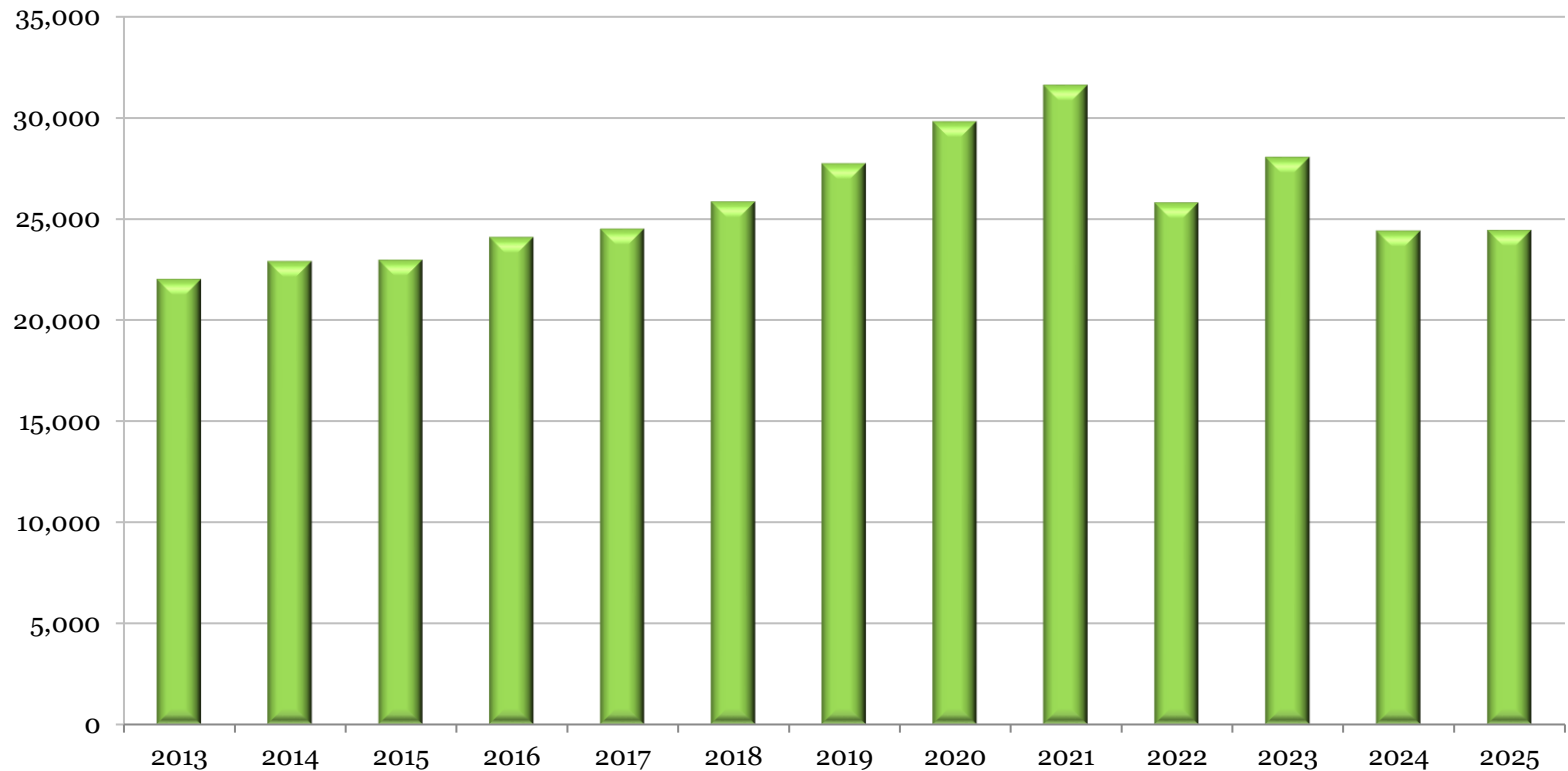
Volume 11, Issue XX



# Year to Date Sales – November 2025

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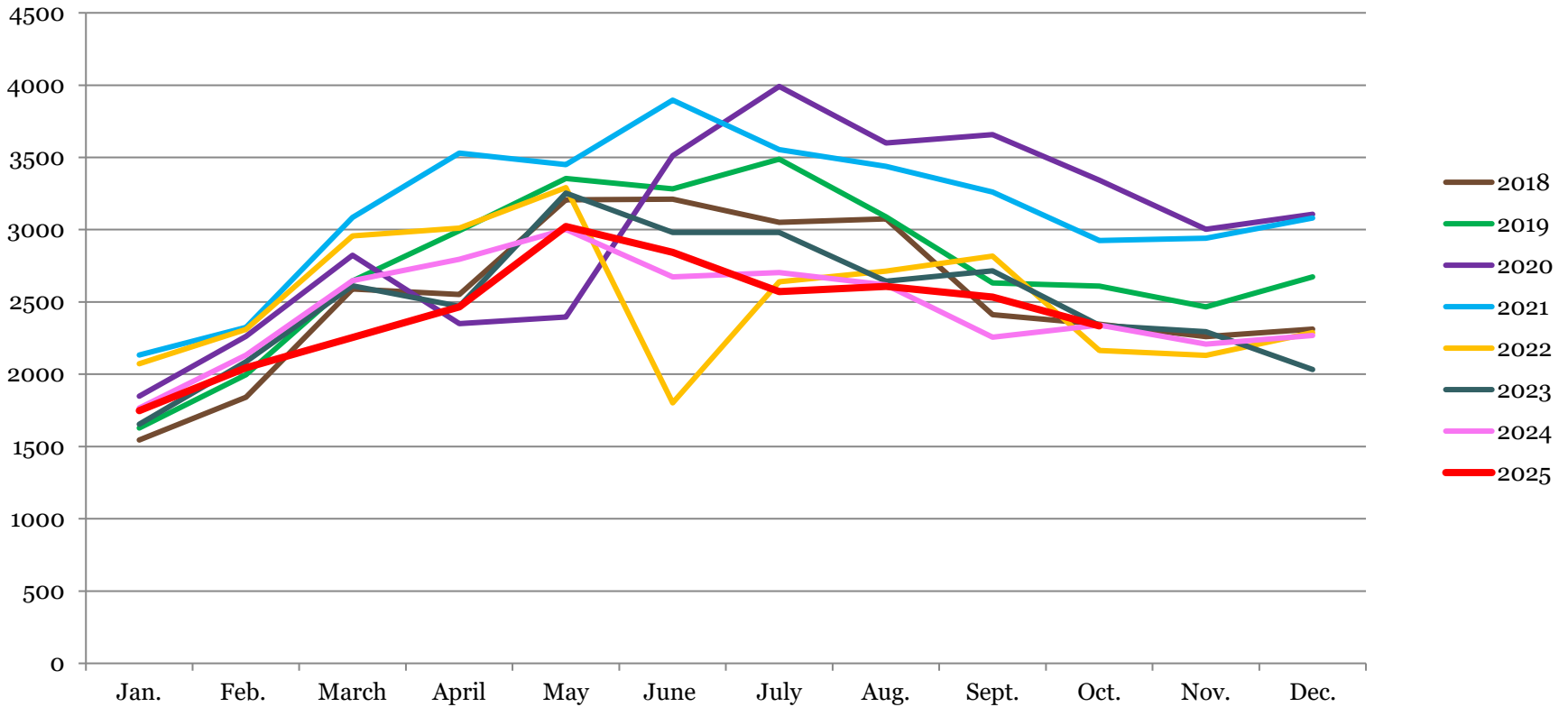
Total year to date sales increased steadily from 2013 to 2019. Sales declined slightly during the first year of Covid. Then increased during the second year. In the summer of 2022, interest rates increased, causing a decline in sales. This year total year to date sales are lower than the last seven years.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

2

The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,334 homes sold in Austin, Texas. This represents a 0.26% decrease in homes sold last month compared to one year ago.

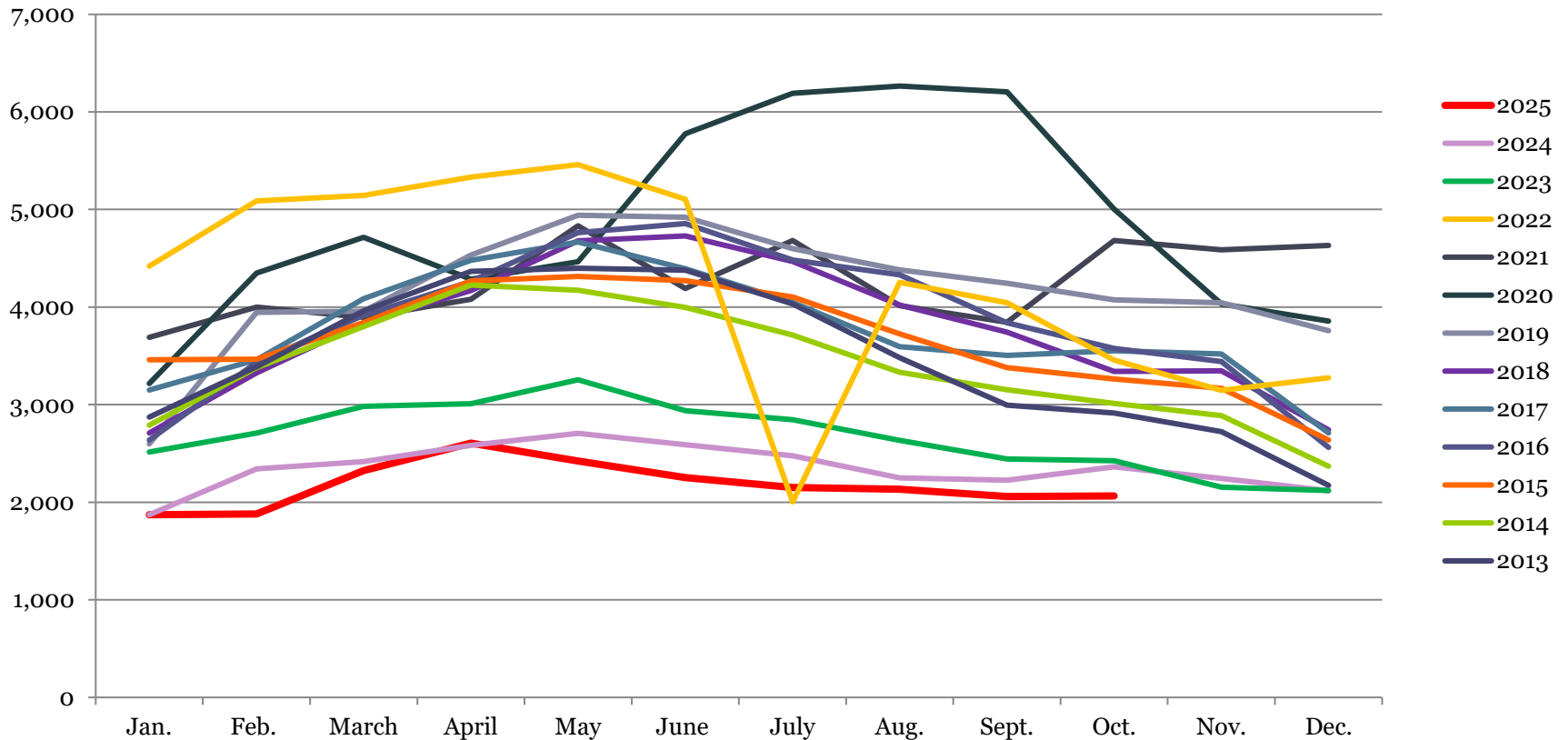


# Pending Sales per Month – November 2025



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 2,064 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 5.72 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 \$600,000 are in a Normal Seller's Market.

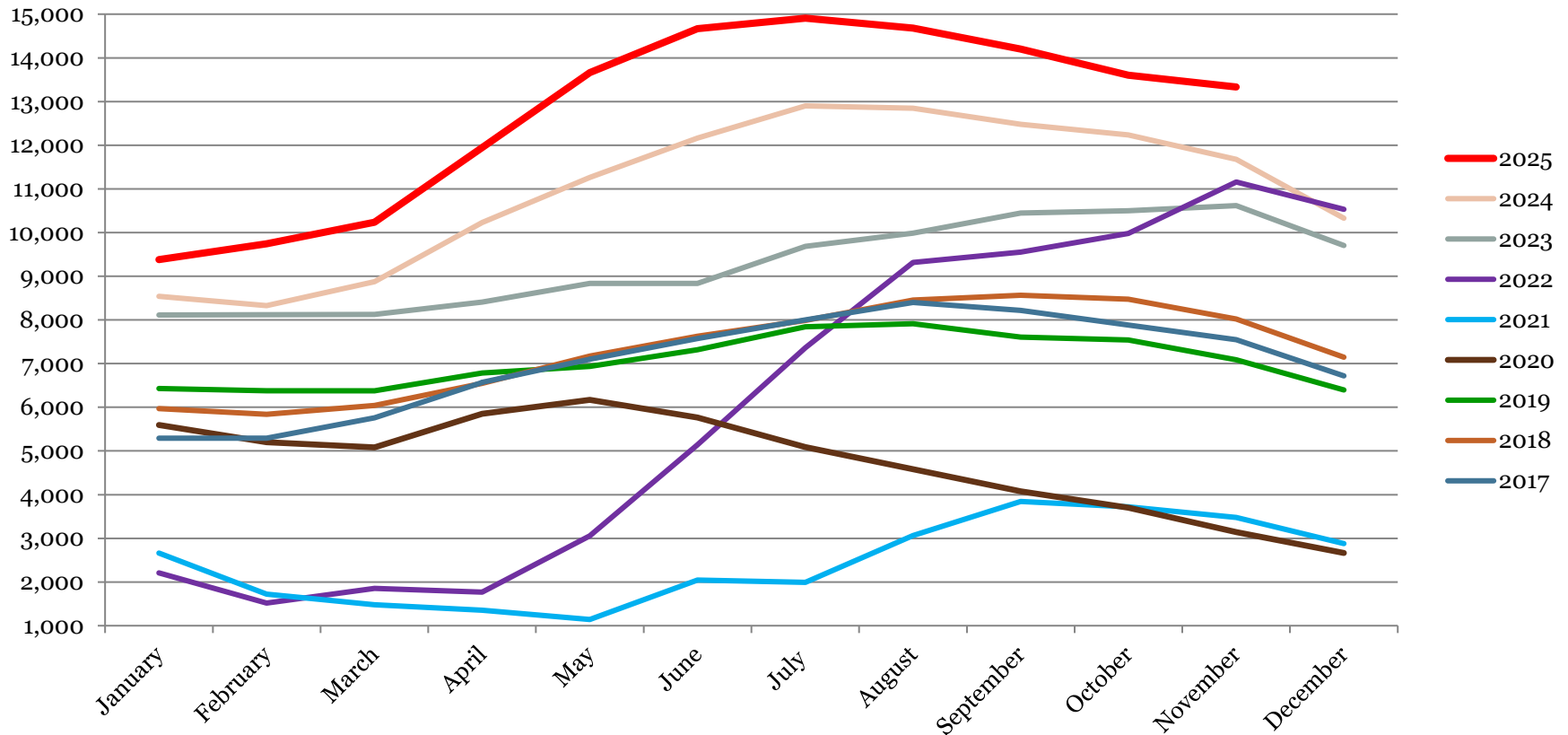
Price Range	# of Solds	Active Listings	Months of Inventory	Sold % of List	Market
\$0-\$200k	61	232	3.80	91%	Normal Seller's Market
\$200-\$300k	355	1589	4.48	97%	Normal Seller's Market
\$300-\$400k	568	2975	5.24	98%	Normal Seller's Market
\$400k-\$500k	386	2312	5.99	97%	Normal Seller's Market
\$500-\$600k	277	1450	5.23	97%	Normal Seller's Market
\$600-\$700k	166	1037	6.25	98%	Balanced Market
\$700-\$800k	124	798	6.44	97%	Balanced Market
\$800-\$900k	92	610	6.63	97%	Balanced Market
\$900-\$1M	64	425	6.64	97%	Balanced Market
\$1-\$2M	185	1230	6.65	95%	Balanced Market
\$2-\$3M	27	339	12.56	98%	Extreme Buyer's Market
\$3-\$4M	14	142	10.14	113%	Normal Buyer's Market
\$4M<	11	183	16.64	94%	Extreme Buyer's Market
Overall MKT	2330	13322	5.72	98%	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 – November 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 November there were 13,335 homes for sale in Austin, Texas. **There are 14.2% MORE homes for sale than last year at this time.**



# Home Sales by Zip Code - October 2025



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Zip Code	# of Solds	Active Listings	Months of Inventory	Median Sales price	Sold % of List	Avg DOM
78701	15	223	14.87	\$ 736,000	94%	122
78703	14	71	5.07	\$ 1,576,250	97%	69
78704	37	170	4.59	\$ 1,889,122	103%	69
78705	2	14	7.00	\$ 1,282,500	93%	81
78717	14	55	3.93	\$ 583,500	97%	66
78722	6	22	3.67	\$ 642,000	99%	33
78723	26	118	4.54	\$ 532,500	99%	53
78727	20	46	2.30	\$ 500,000	98%	68
78730	6	48	8.00	\$ 1,144,000	92%	84
78731	22	72	3.27	\$ 1,107,500	93%	46
78732	10	81	8.10	\$ 806,700	96%	97
78733	8	26	3.25	\$ 1,367,500	95%	68
78734	23	187	8.13	\$ 670,000	95%	92
78735	14	38	2.71	\$ 1,247,425	96%	70
78738	49	217	4.43	\$ 1,015,000	97%	73
78739	24	43	1.79	\$ 745,000	98%	39
78746	22	130	5.91	\$ 1,855,304	93%	69
78749	25	73	2.92	\$ 534,900	99%	69
78750	27	52	1.93	\$ 786,000	96%	69
78751	5	40	8.00	\$ 740,000	99%	76
78757	25	97	3.88	\$ 800,000	96%	47
78758	18	69	3.83	\$ 448,750	97%	70
78759	14	77	5.50	\$ 705,000	98%	39
78613	81	199	2.46	\$ 496,500	97%	66
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**

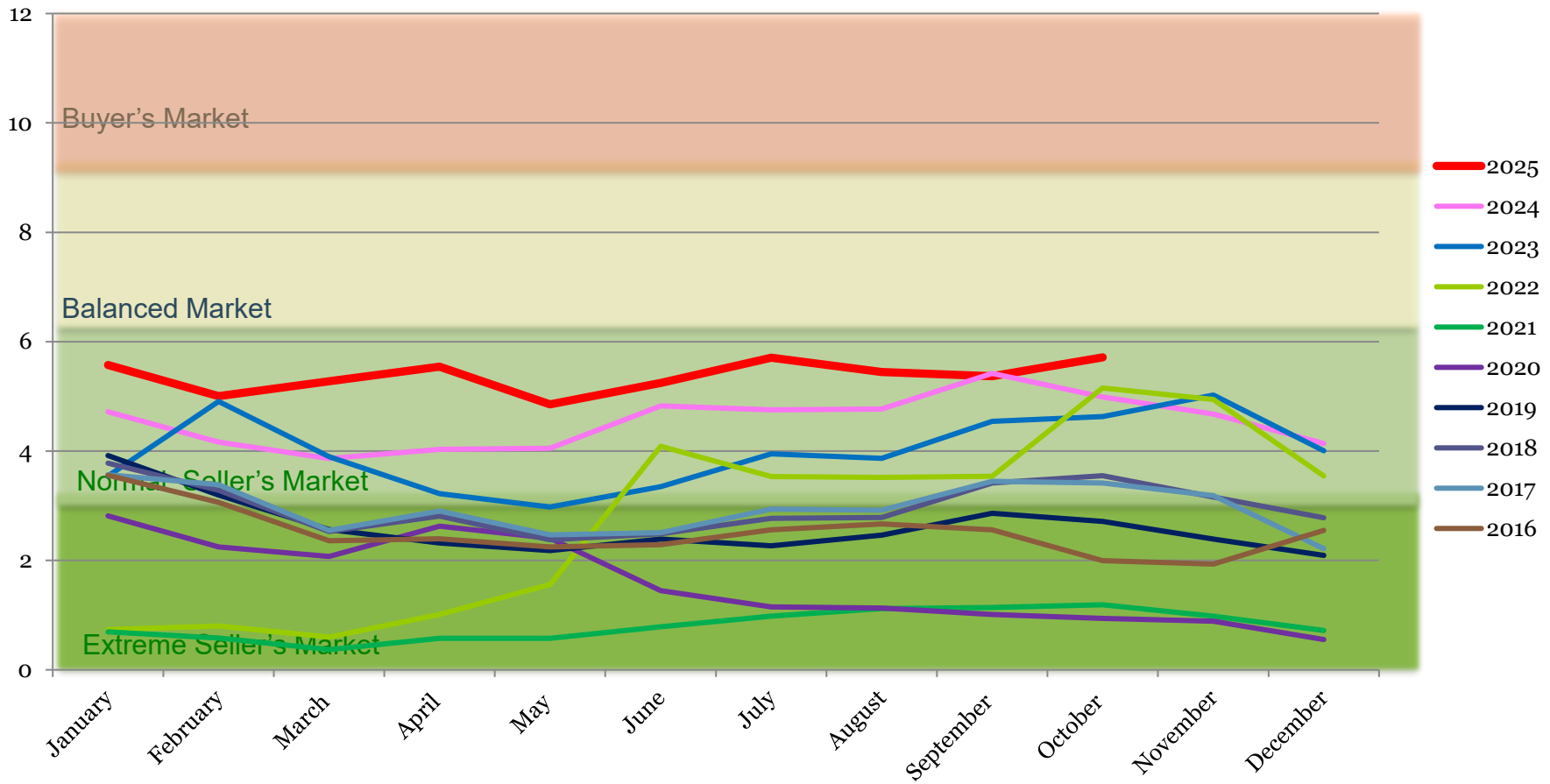
78722  
78723

**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

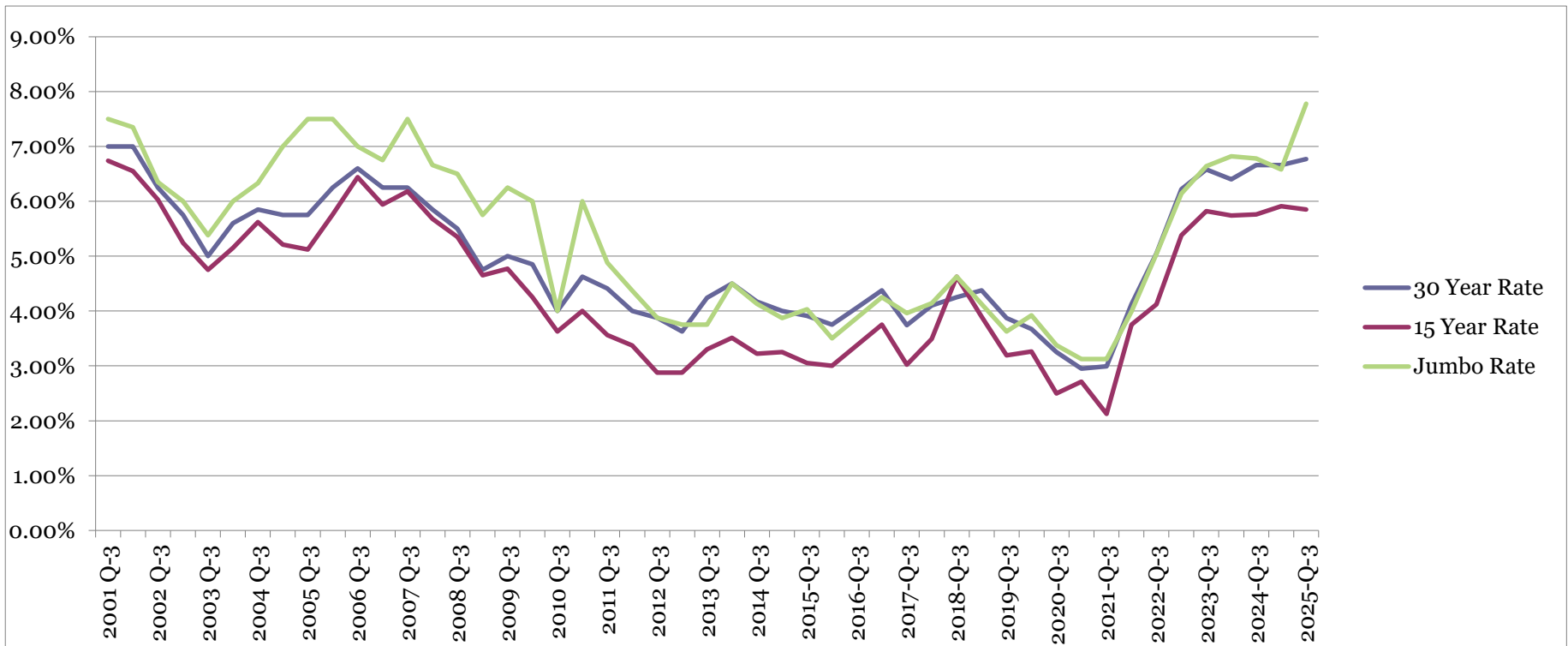


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more buyers qualify to purchase and home sales usually increase. The chart below tracks mortgage rates for the past 23 years.

### Current Rates

Conforming 30 yr: 6.24%  
Conforming 15 yr: 5.40%

Jumbo\* 30 yr: 6.41%  
\*(over \$806,500 loan amount)



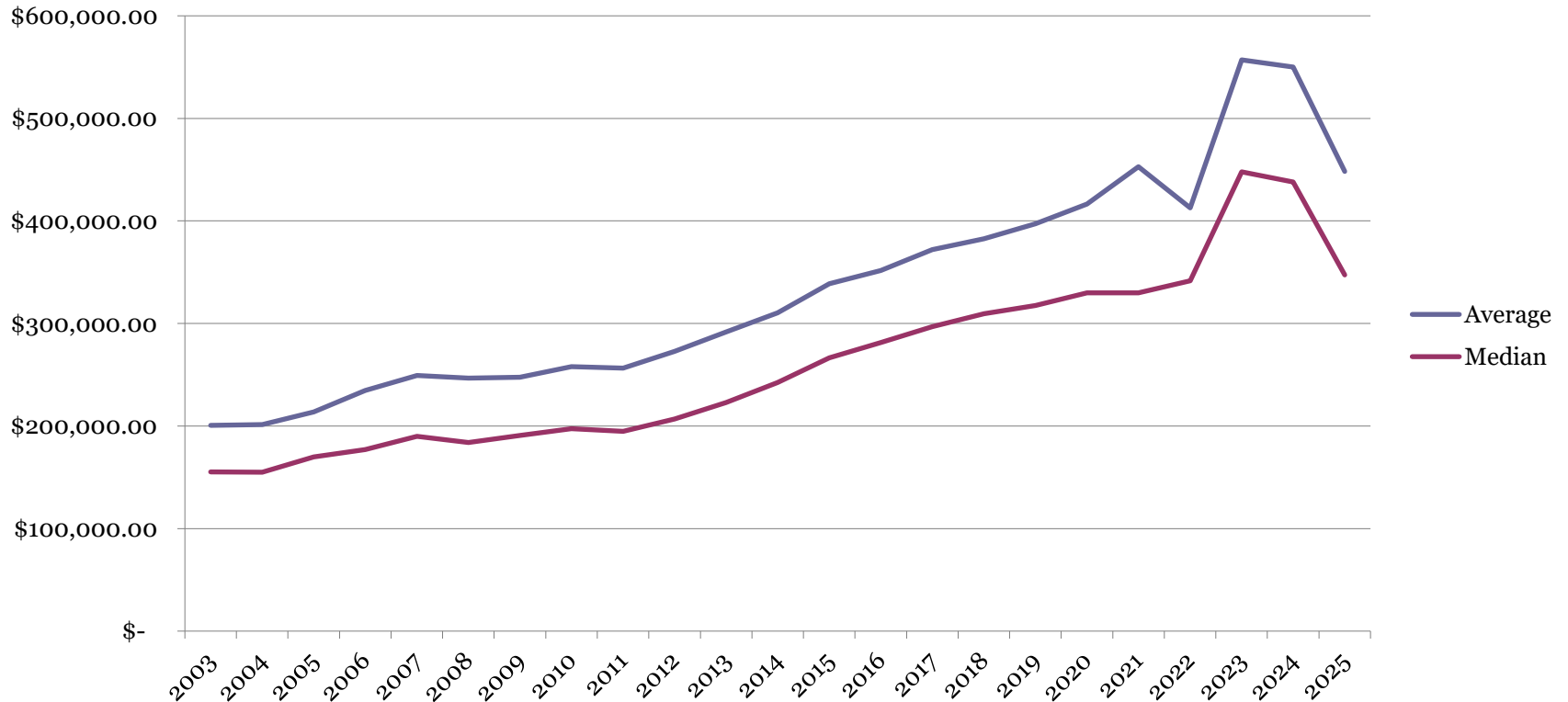
# Average and Median Sold 22 Year Summary



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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 \$454,596. The median sold price was \$349,200 last month. The average sales price in October is down 19.43% and the median sales price is down 18.35% from one year ago.

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

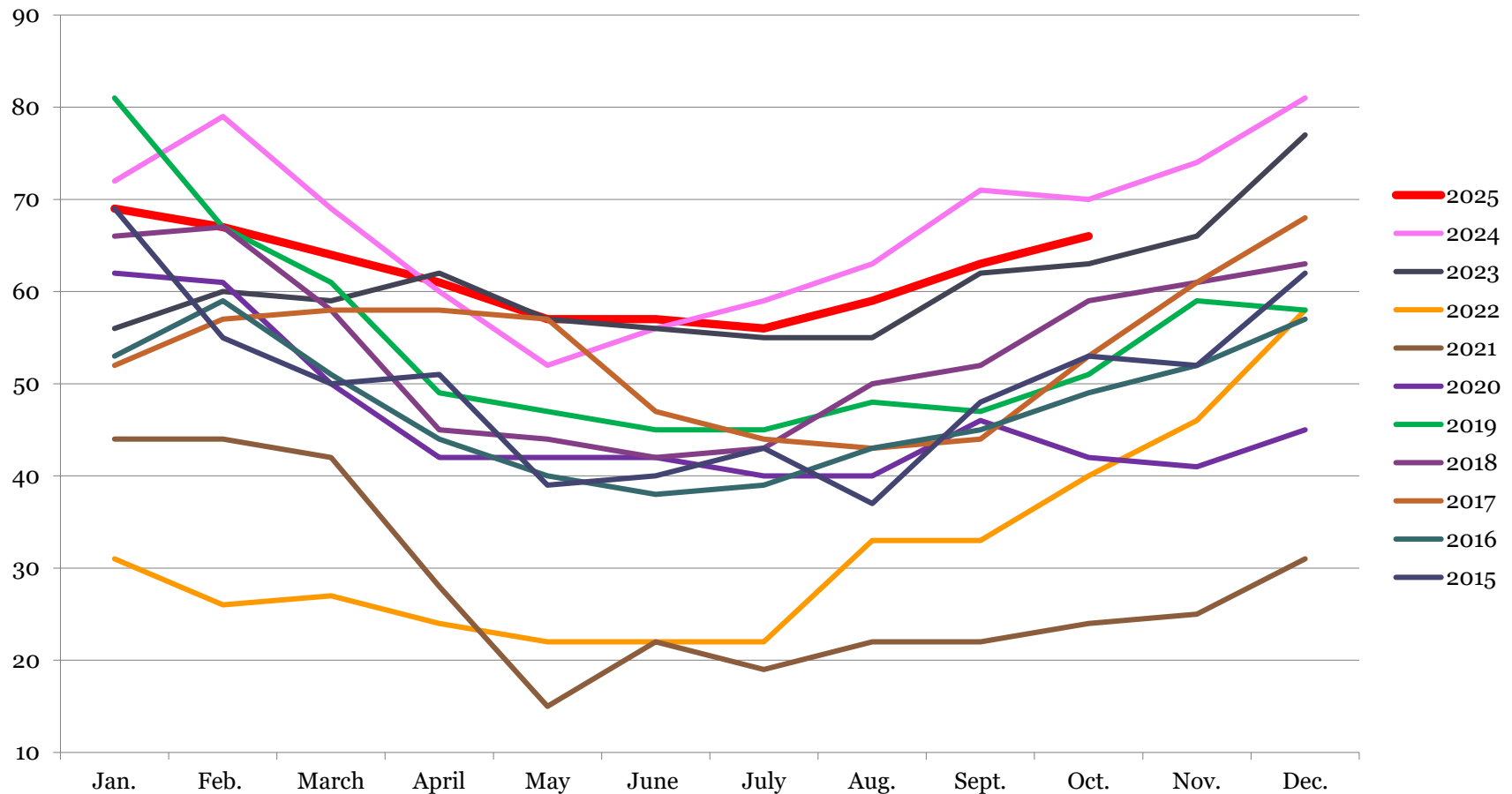


# Average Days on Market 2014-2025



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Of the homes that sold last month, the average amount of days they had been on the market was 66 days. This is 4 days less than one year ago.





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- 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.