



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

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

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

Volume 12, Issue XX

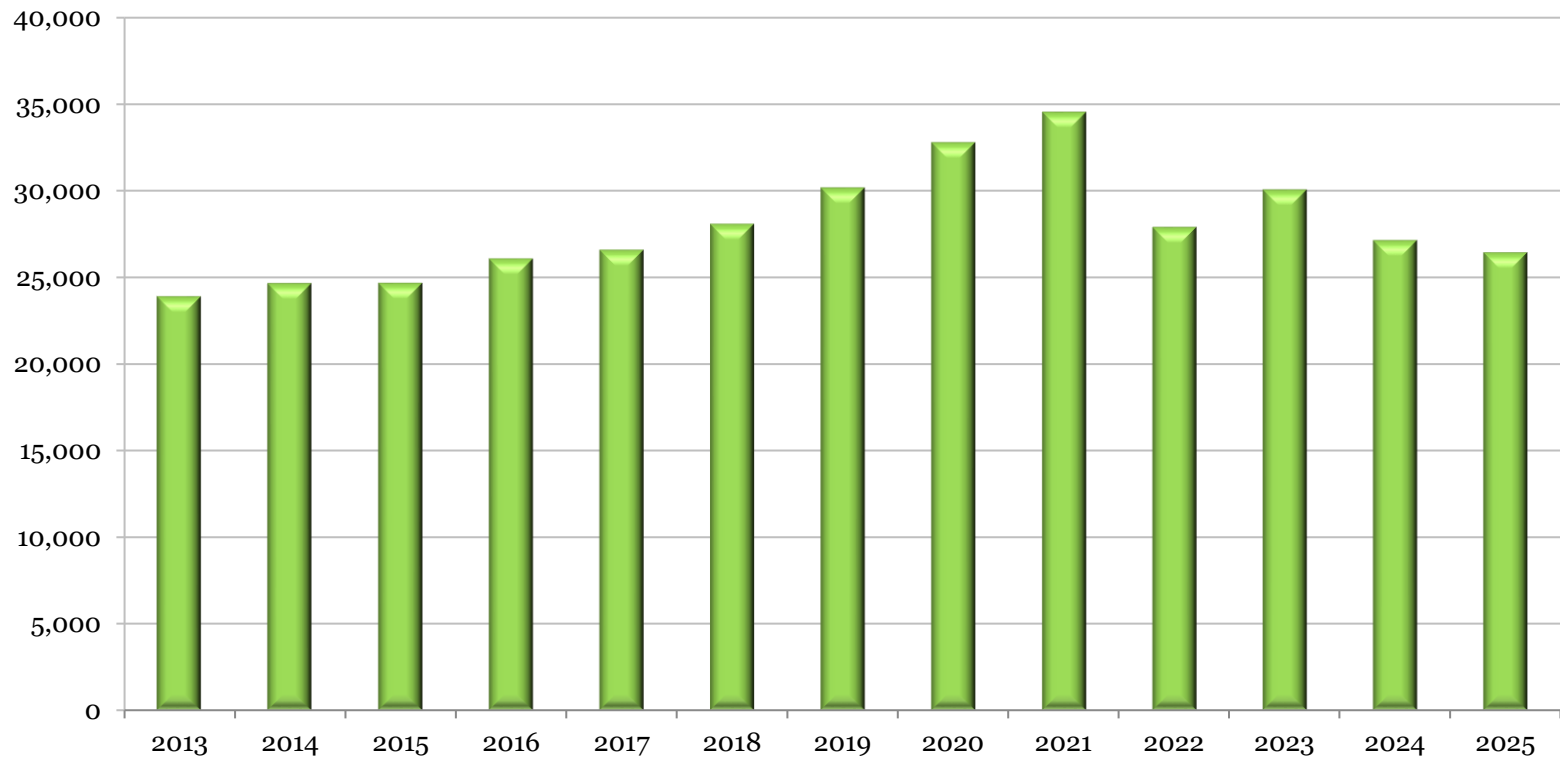


# Year to Date Sales – December 2025



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.

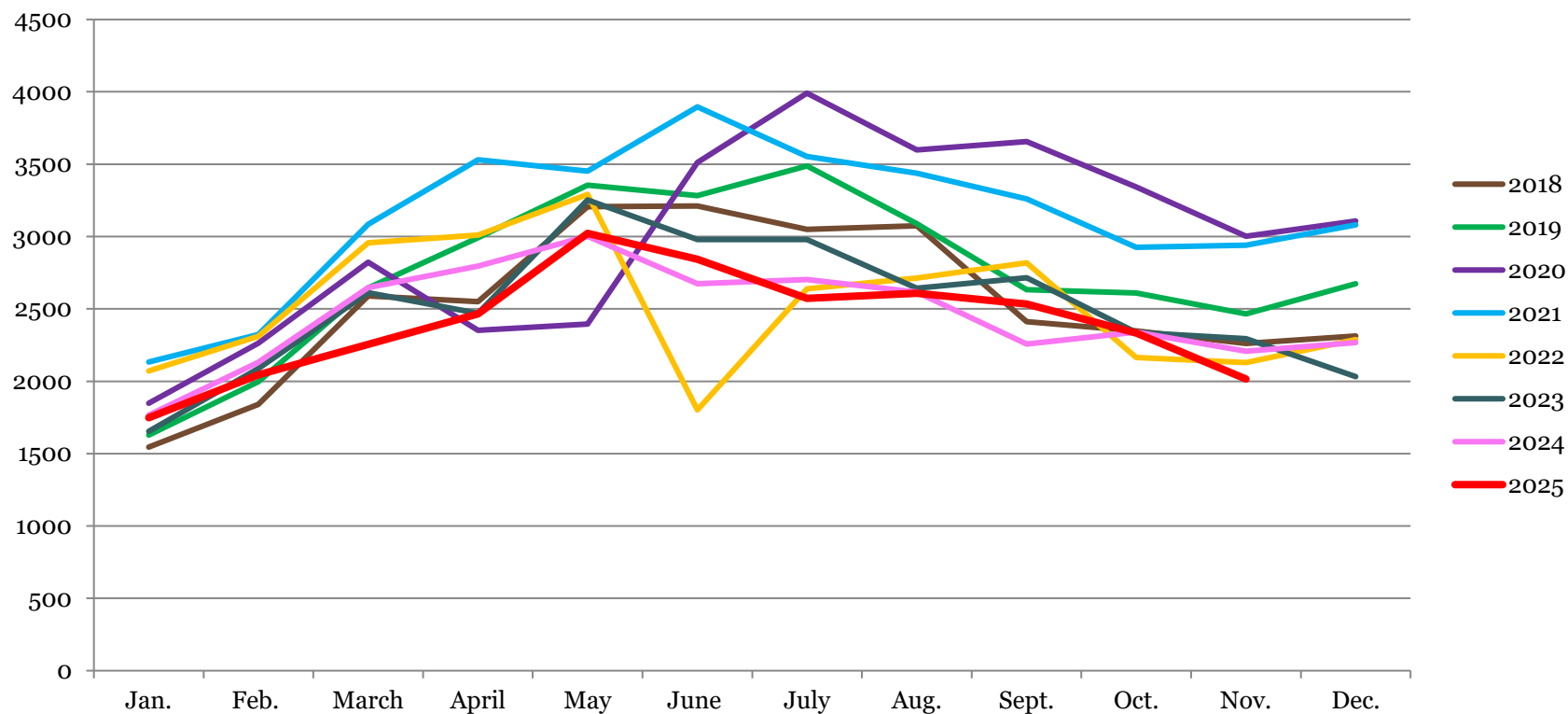


# Homes Sold per Month – November 2025



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The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,015 homes sold in Austin, Texas. This represents a 8.74% decrease in homes sold last month compared to one year ago.

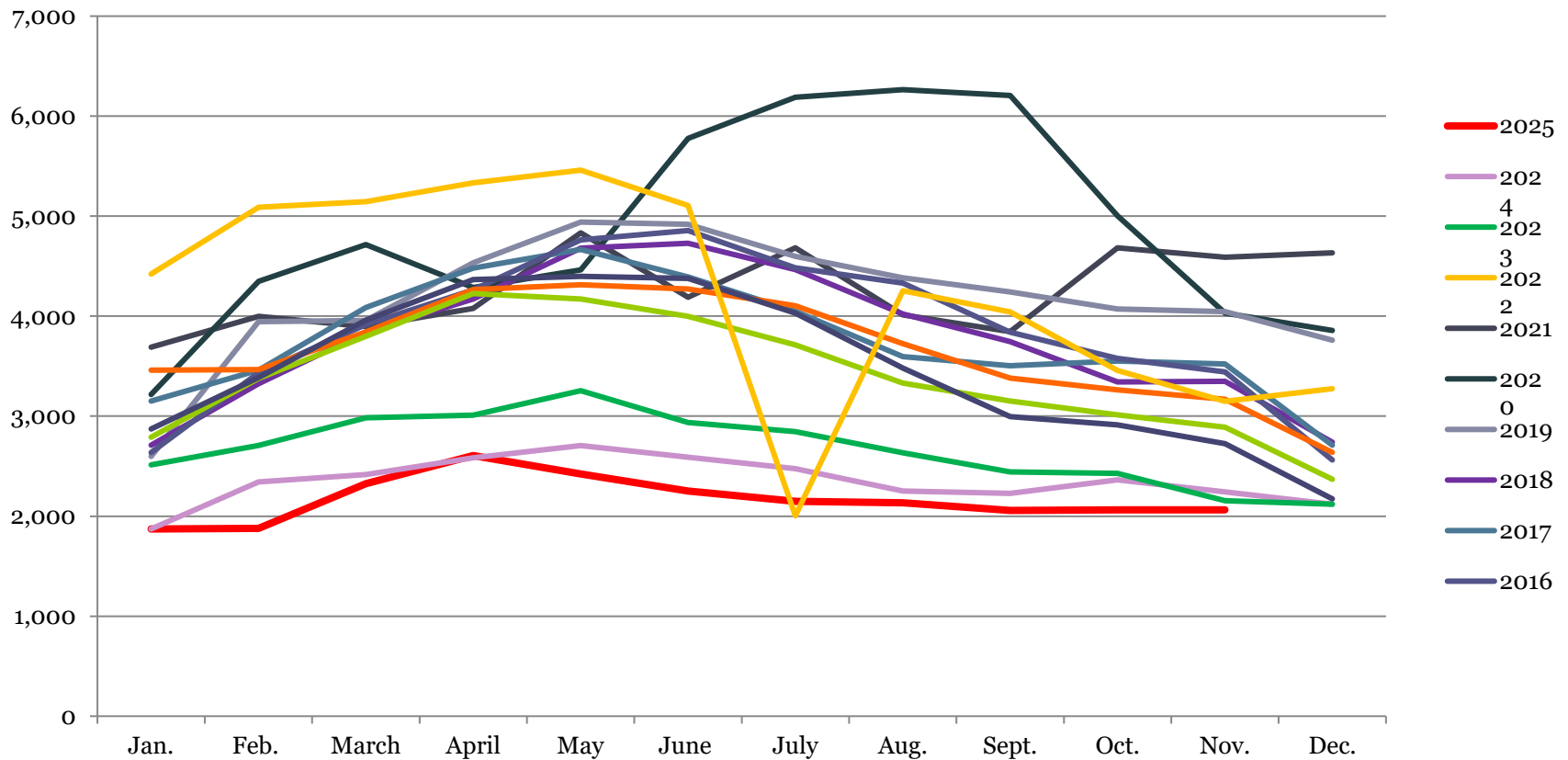


# Pending Sales per Month – December 2025



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 2,063 homes Pending in Austin, Texas.



# Home Sales by Price Band- November 2025

5

Overall, we are in a Normal Seller's Market with 6.05 months of inventory. On average, home prices are showing Flat/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 \$900,000 are in a Balanced or Normal Seller's Market.

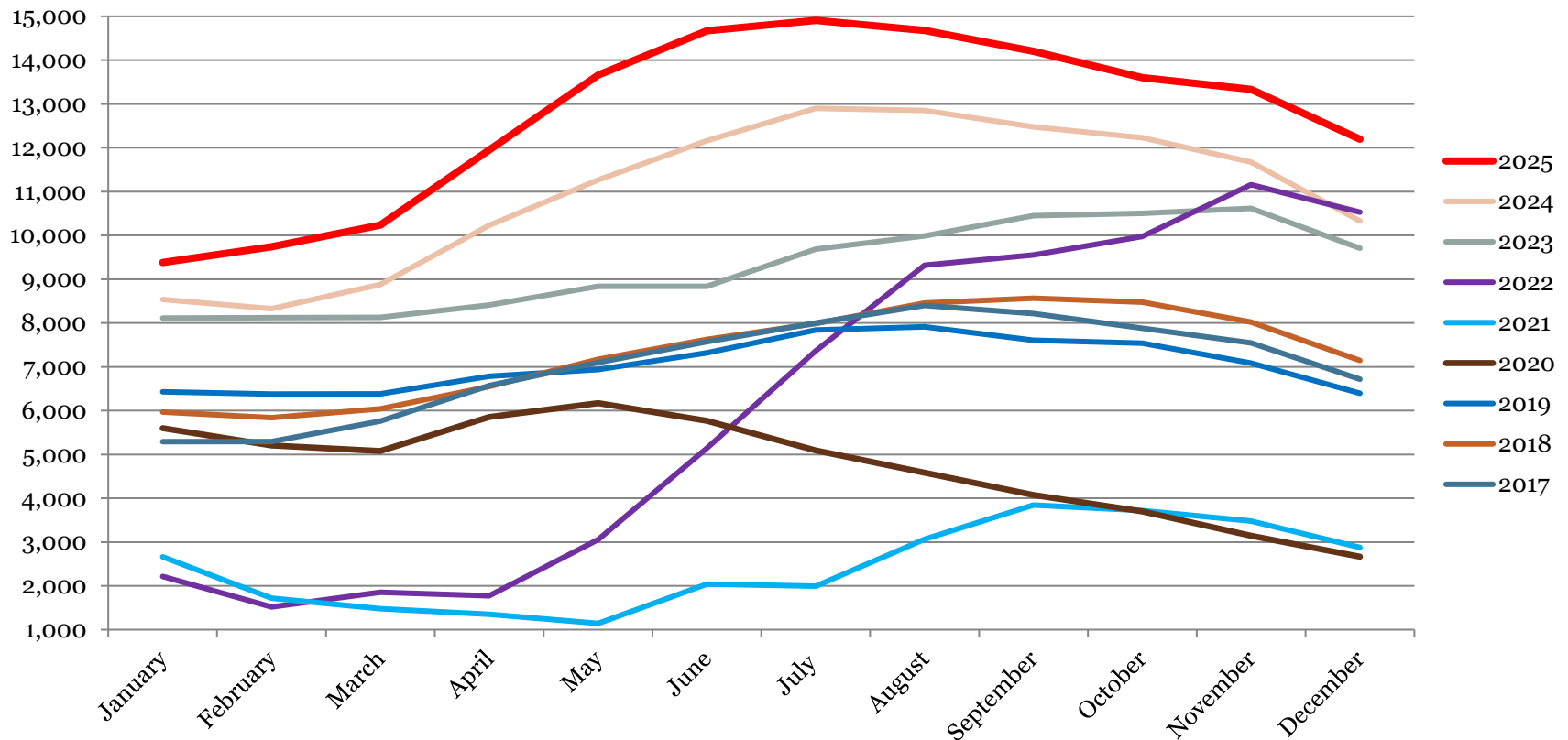
Price Range	# of Solds	Active Listings	Months of Inventory	Sold % of List	Market
\$0-\$200k	38	239	6.29	89%	Balanced Market
\$200-\$300k	309	1620	5.24	96%	Normal Seller's Market
\$300-\$400k	548	2829	5.16	98%	Normal Seller's Market
\$400k-\$500k	357	2041	5.72	97%	Normal Seller's Market
\$500-\$600k	218	1285	5.89	98%	Normal Seller's Market
\$600-\$700k	148	914	6.18	97%	Balanced Market
\$700-\$800k	133	691	5.20	97%	Normal Seller's Market
\$800-\$900k	62	544	8.77	97%	Balanced Market
\$900-\$1M	39	378	9.69	95%	Normal Buyer's Market
\$1-\$2M	130	1048	8.06	96%	Balanced Market
\$2-\$3M	21	302	14.38	96%	Extreme Buyer's Market
\$3-\$4M	4	127	31.75	93%	Extreme Buyer's Market
\$4M<	7	163	23.29	93%	Extreme Buyer's Market
Overall MKT	2014	12181	6.05	96%	Balanced 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



3

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 18.03% MORE homes for sale than last year at this time.**



# Home Sales by Zip Code - November 2025



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7

Zip Code	# of Solds	Active Listings	Months of Inventory	Median Sales price	Sold % of List	Avg DOM
78701	10	204	20.40	\$525,000	97%	98
78703	9	60	6.67	\$1,350,000	93%	95
78704	24	133	5.54	\$877,500	97%	65
78705	2	11	5.50	\$1,250,000	93%	73
78717	14	53	3.79	\$732,300	97%	44
78722	3	23	7.67	\$729,000	96%	60
78723	20	93	4.65	\$585,700	95%	75
78727	19	43	2.26	\$475,000	96%	60
78730	9	33	3.67	\$920,000	95%	43
78731	15	75	5.00	\$1,350,000	95%	79
78732	8	65	8.13	\$830,000	94%	64
78733	6	24	4.00	\$789,650	95%	17
78734	16	162	10.13	\$447,500	95%	110
78735	7	39	5.57	\$750,000	95%	54
78738	45	153	3.40	\$795,000	96%	64
78739	12	38	3.17	\$802,500	97%	87
78746	17	105	6.18	\$2,000,000	94%	82
78749	25	157	6.28	\$405,000	97%	47
78750	17	39	2.29	\$740,000	94%	80
78751	7	35	5.00	\$1,000,000	97%	83
78757	20	96	4.80	\$772,500	97%	61
78758	13	156	12.00	\$720,000	96%	63
78759	15	52	3.47	\$722,500	96%	59
78613	57	155	2.72	\$500,000	97%	52
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

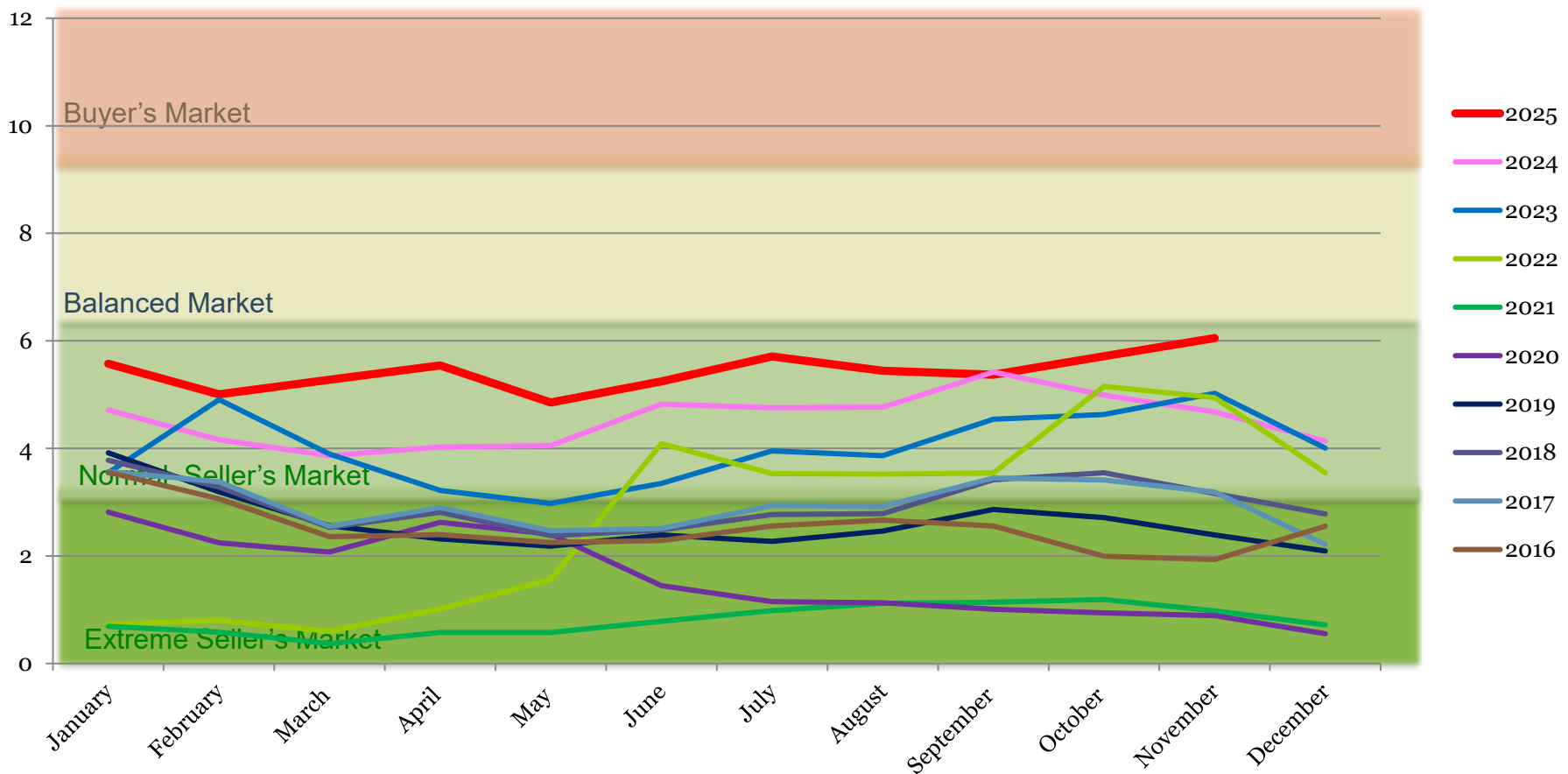
78722  
78723

## 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

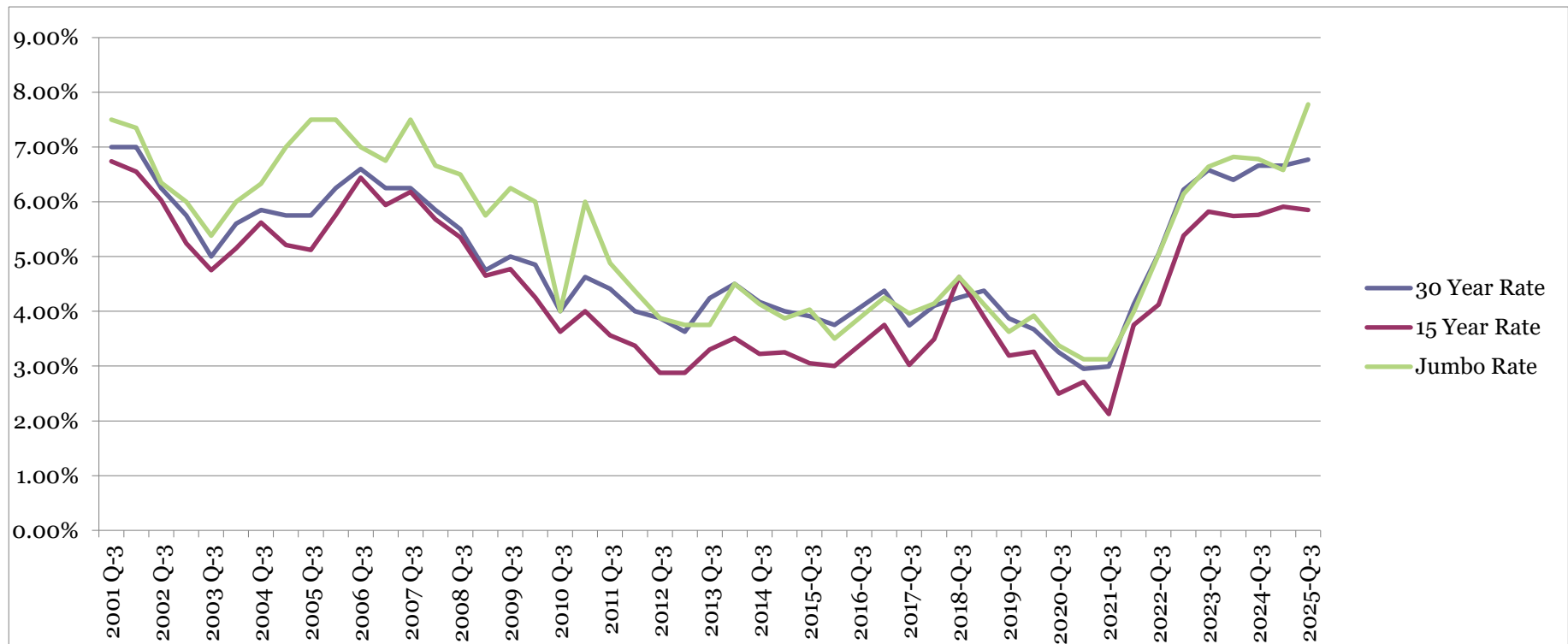


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more 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: 6.29%  
Conforming 15 yr: 5.34%

Jumbo\* 30 yr: 6.37%  
\*(over \$806,500 loan amount)



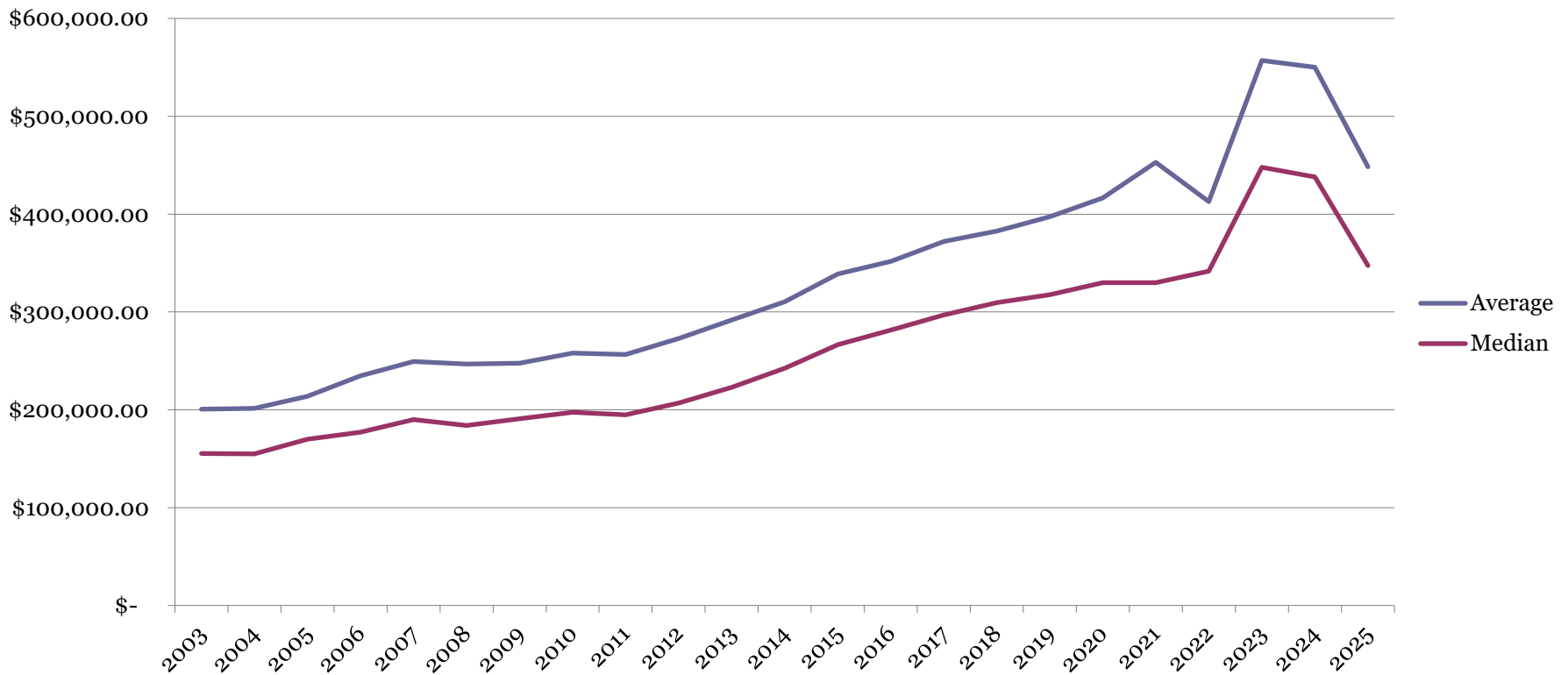
# Average and Median Sold 22 Year Summary



8

The chart below follows the trend of average and median sales price per year. Last month the average sales price was \$443,161. The median sold price was \$344,990 last month. The average sales price in November is down 19.92% and the median sales price is down 19.70% from one year ago.

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



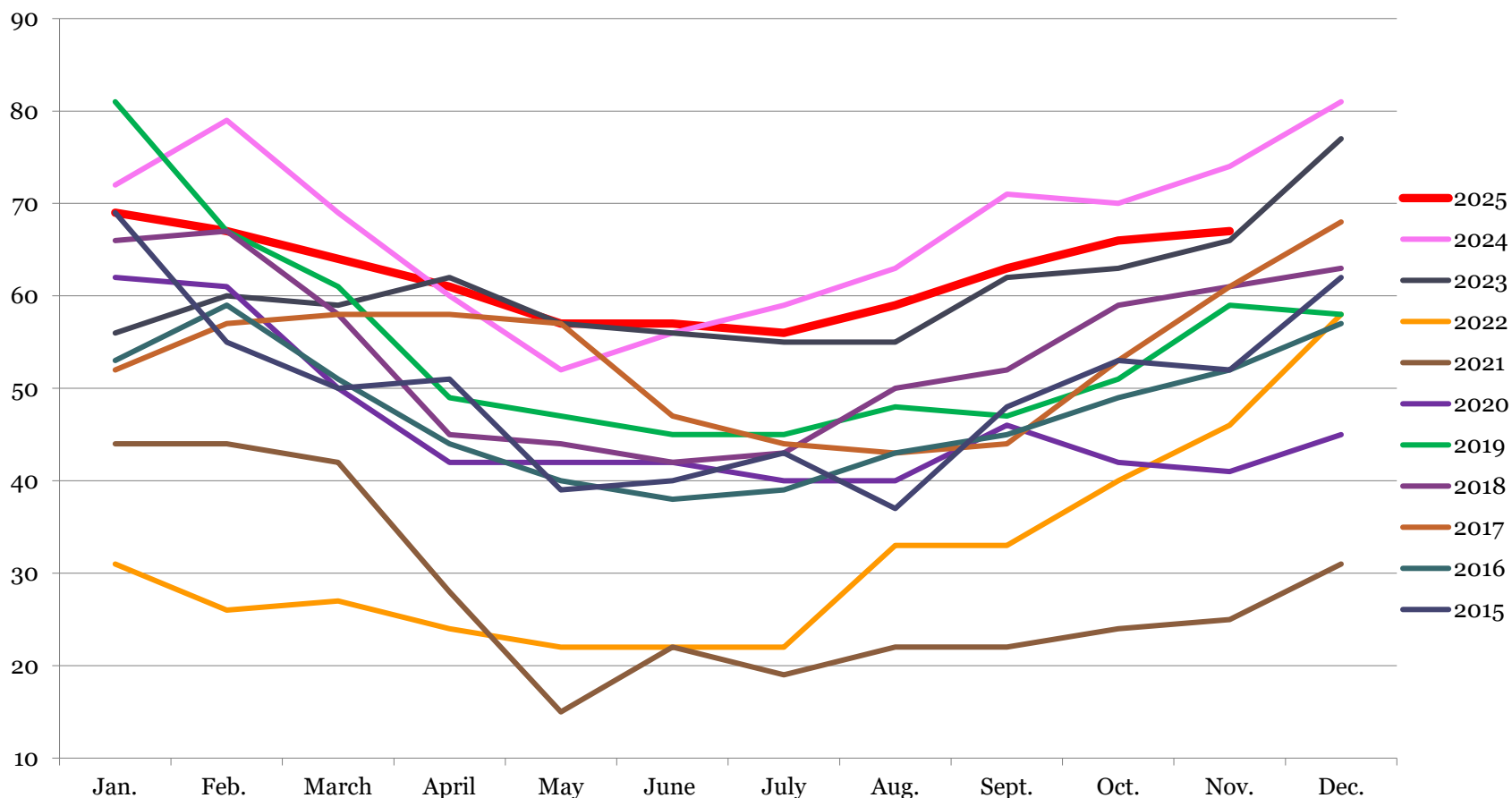
# Average Days on Market 2014-2025



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9

Of the homes that sold last month, the average amount of days they had been on the market was 67 days. This is 7 days less than one year ago.





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- 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.