



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

January 2026 Austin Real Estate Market Report

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

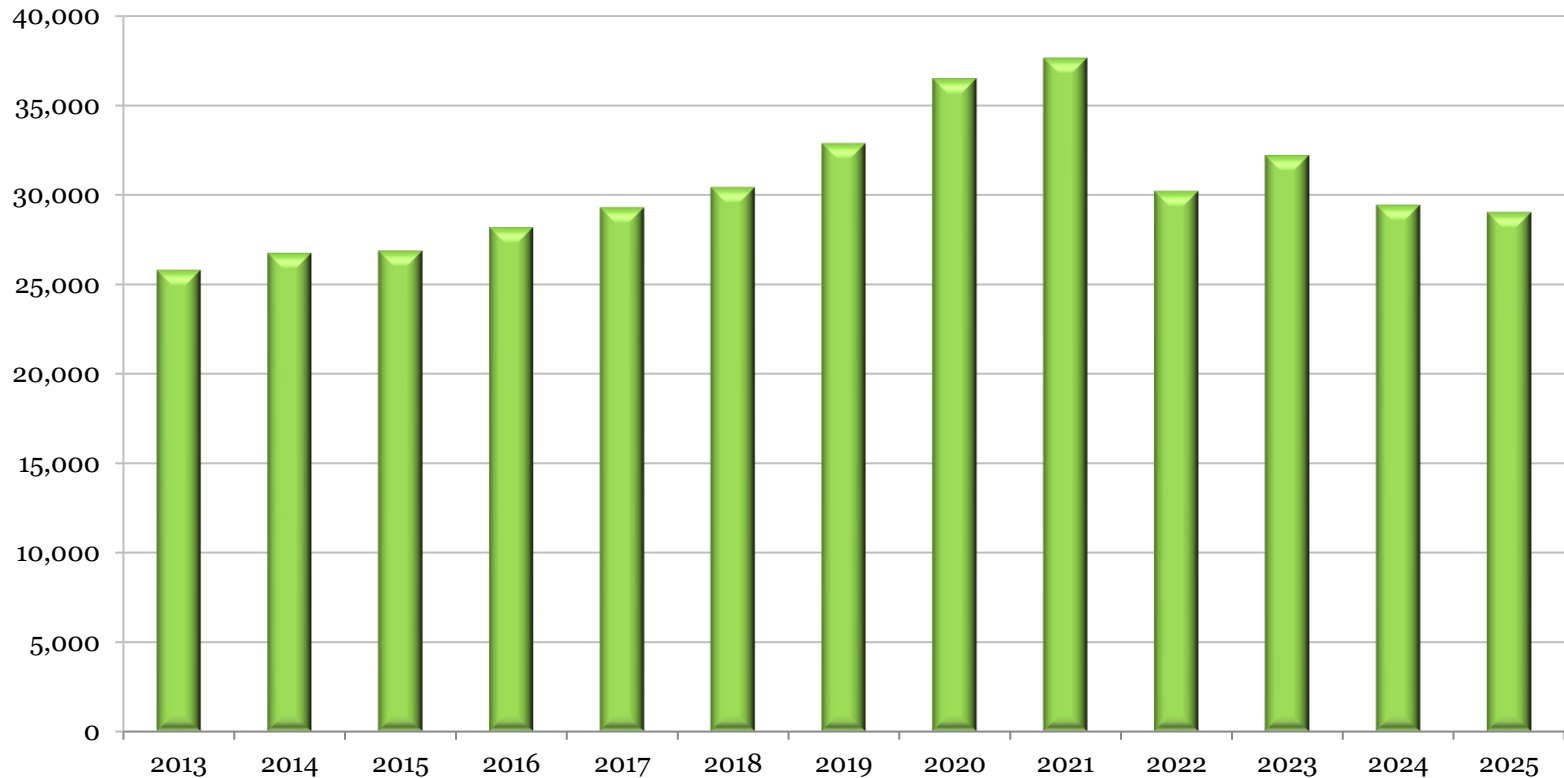
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Year to Date Sales – January 2026

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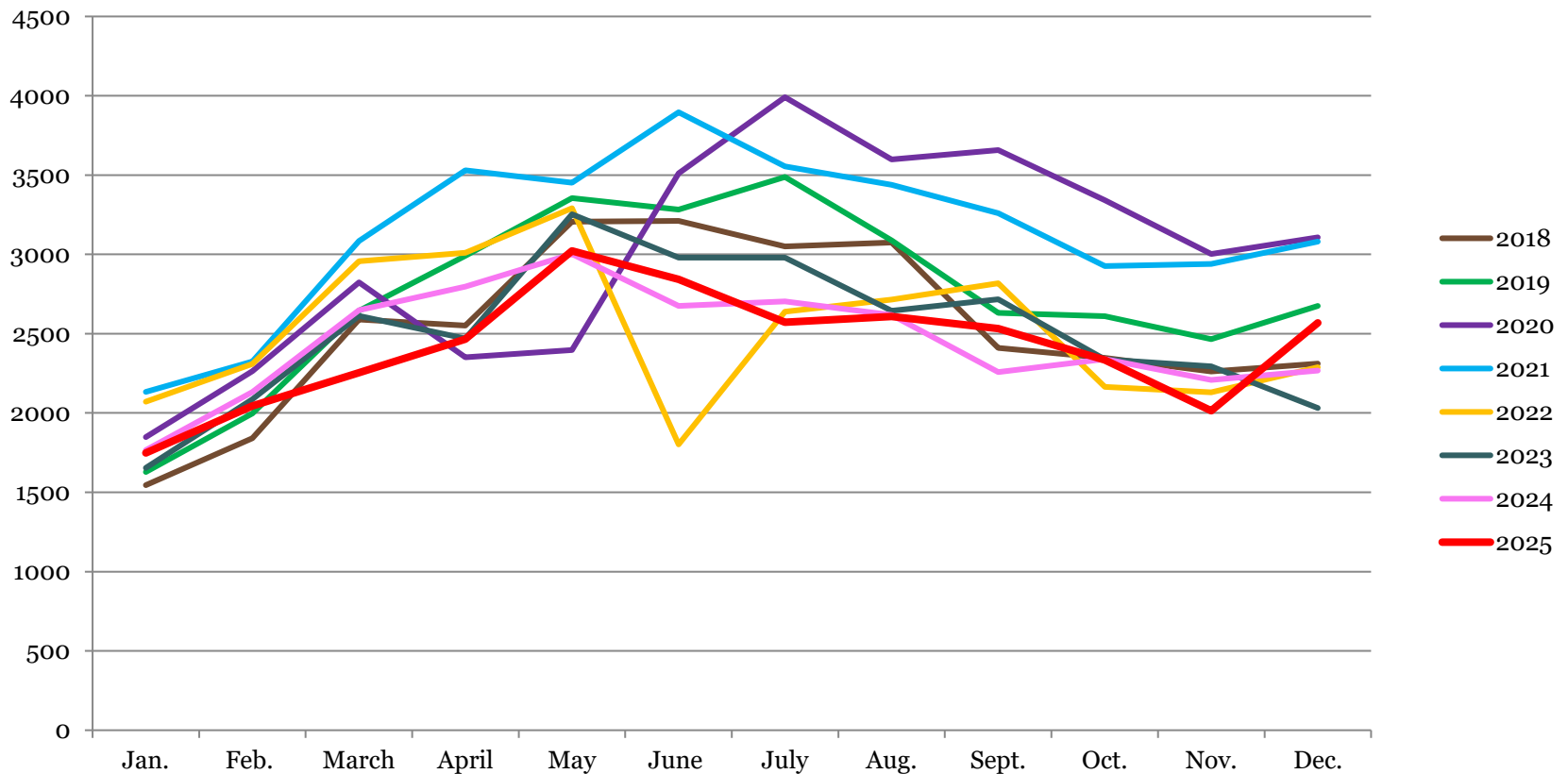
Total year to date sales increased steadily from 2013 to 2019. Sales declined slightly during the first year of Covid. Then increased during the second year. In the summer of 2022, interest rates increased, causing a decline in sales. This year total year to date sales are lower than the last seven years.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

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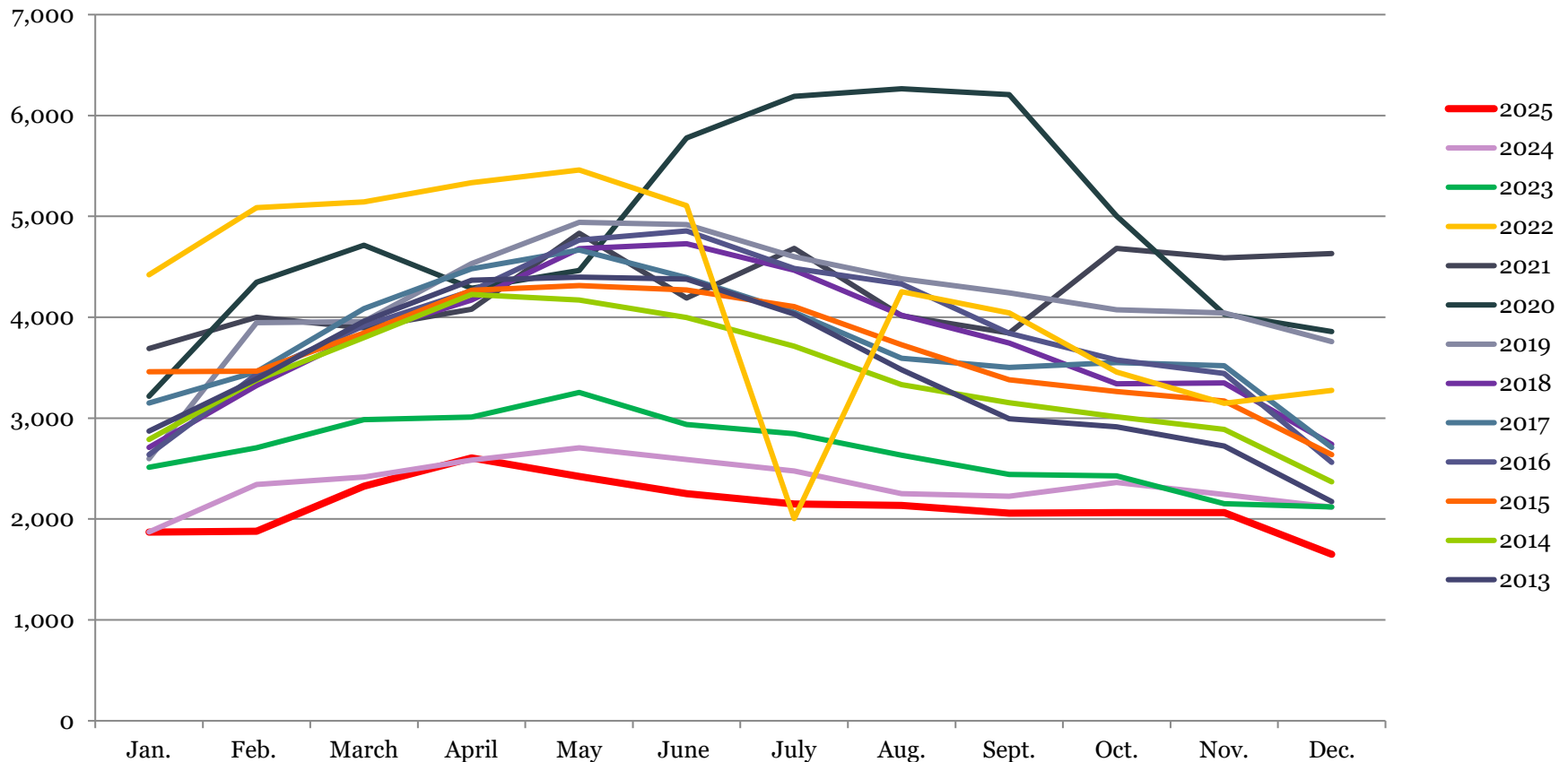
The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,569 homes sold in Austin, Texas. This represents a 13.27% increase in homes sold last month compared to one year ago.



Pending Sales per Month – January 2026

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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 1,651 homes Pending in Austin, Texas.



Home Sales by Price Band- December 2025

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Overall, we are in a Normal Seller's Market with 4.07 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 \$2,000,000 are in a Normal Seller's Market.

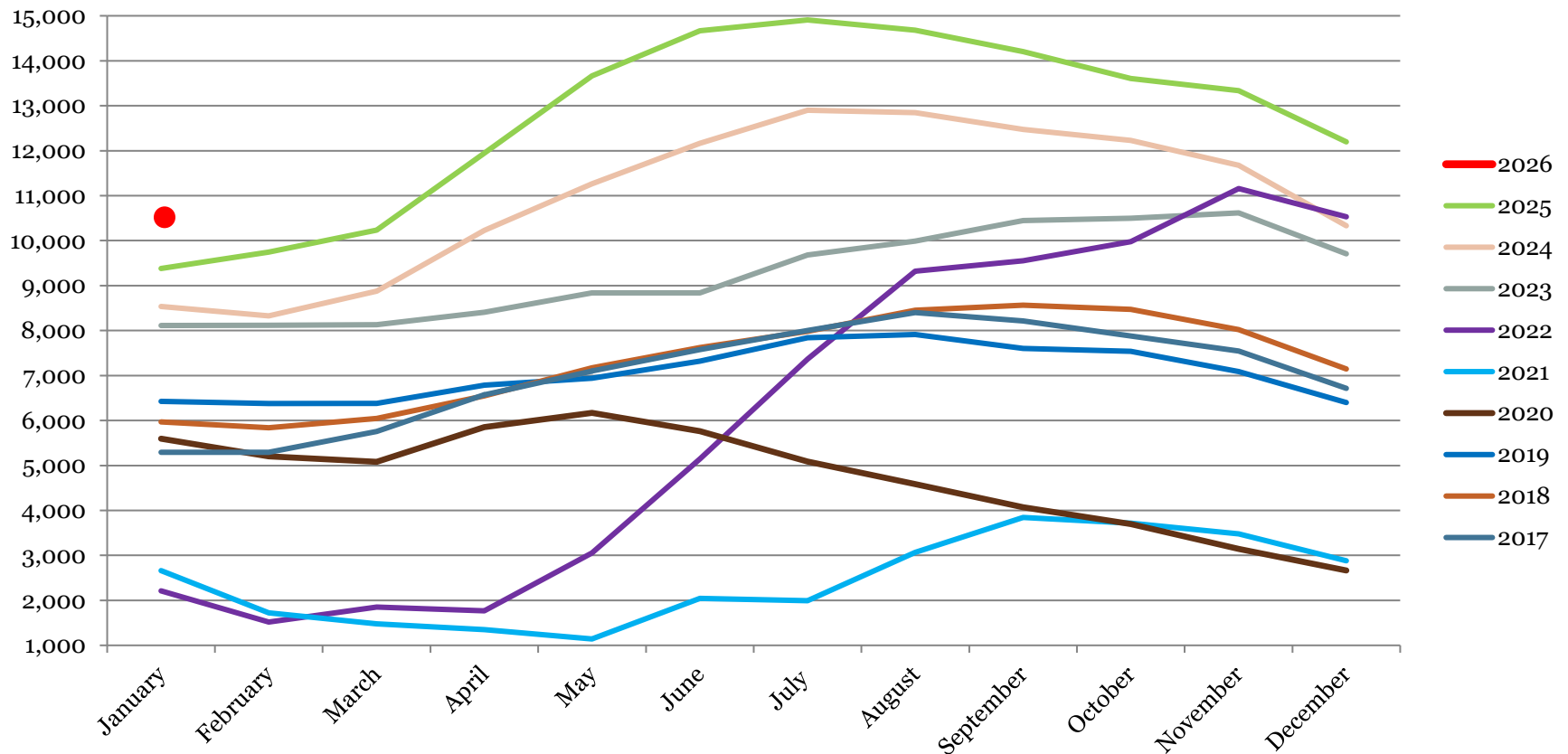
Price Range	# of Solds	Active Listings	Months of Inventory	Sold % of List	Market
\$0-\$200k	71	211	2.97	91%	Extreme Sellers Market
\$200-\$300k	402	1,381	3.44	96%	Normal Seller's Market
\$300-\$400k	636	2,505	3.94	98%	Normal Seller's Market
\$400k-\$500k	449	1,759	3.92	93%	Normal Seller's Market
\$500-\$600k	288	1,104	3.83	97%	Normal Seller's Market
\$600-\$700k	192	805	4.19	97%	Normal Seller's Market
\$700-\$800k	129	571	4.43	96%	Normal Seller's Market
\$800-\$900k	97	437	4.51	97%	Normal Seller's Market
\$900-\$1M	60	304	5.07	96%	Normal Seller's Market
\$1-\$2M	186	888	4.77	95%	Normal Seller's Market
\$2-\$3M	31	261	8.42	94%	Balanced Market
\$3-\$4M	18	89	4.94	91%	Normal Seller's Market
\$4M<	7	138	19.71	94%	Extreme Buyer's Market
Overall MKT	2566	10453	4.07	95%	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 – January 2026



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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 January there were 10,453 homes for sale in Austin, Texas. **There are 11.43% MORE homes for sale than last year at this time.**



Home Sales by Zip Code - December 2025



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Zip Code	# of Solds	Active Listings	Months of Inventory	Median Sales price	Sold % of List	Avg DOM
78701	17	179	10.53	\$867,500	94%	106
78703	13	45	3.46	\$1,630,000	94%	78
78704	33	91	2.76	\$1,250,000	96%	96
78705	3	8	2.67	\$915,000	99%	50
78717	14	39	2.79	\$573,000	97%	61
78722	5	20	4.00	\$693,200	97%	35
78723	34	79	2.32	\$518,350	97%	70
78727	10	35	3.50	\$474,995	97%	61
78730	11	27	2.45	\$1,135,000	96%	79
78731	21	40	1.90	\$1,120,000	94%	65
78732	11	46	4.18	\$715,000	97%	52
78733	6	20	3.33	\$1,205,500	91%	183
78734	28	126	4.50	\$645,000	96%	66
78735	11	27	2.45	\$761,396	96%	43
78738	64	138	2.16	\$880,000	96%	79
78739	15	24	1.60	\$815,000	97%	62
78746	23	79	3.43	\$1,880,000	94%	61
78749	25	37	1.48	\$525,000	99%	80
78750	20	36	1.80	\$612,700	99%	56
78751	8	30	3.75	\$662,167	85%	81
78757	17	71	4.18	\$715,000	94%	69
78758	13	41	3.15	\$415,000	98%	70
78759	23	44	1.91	\$650,000	95%	74
78613	60	118	1.97	\$482,500	96%	62
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

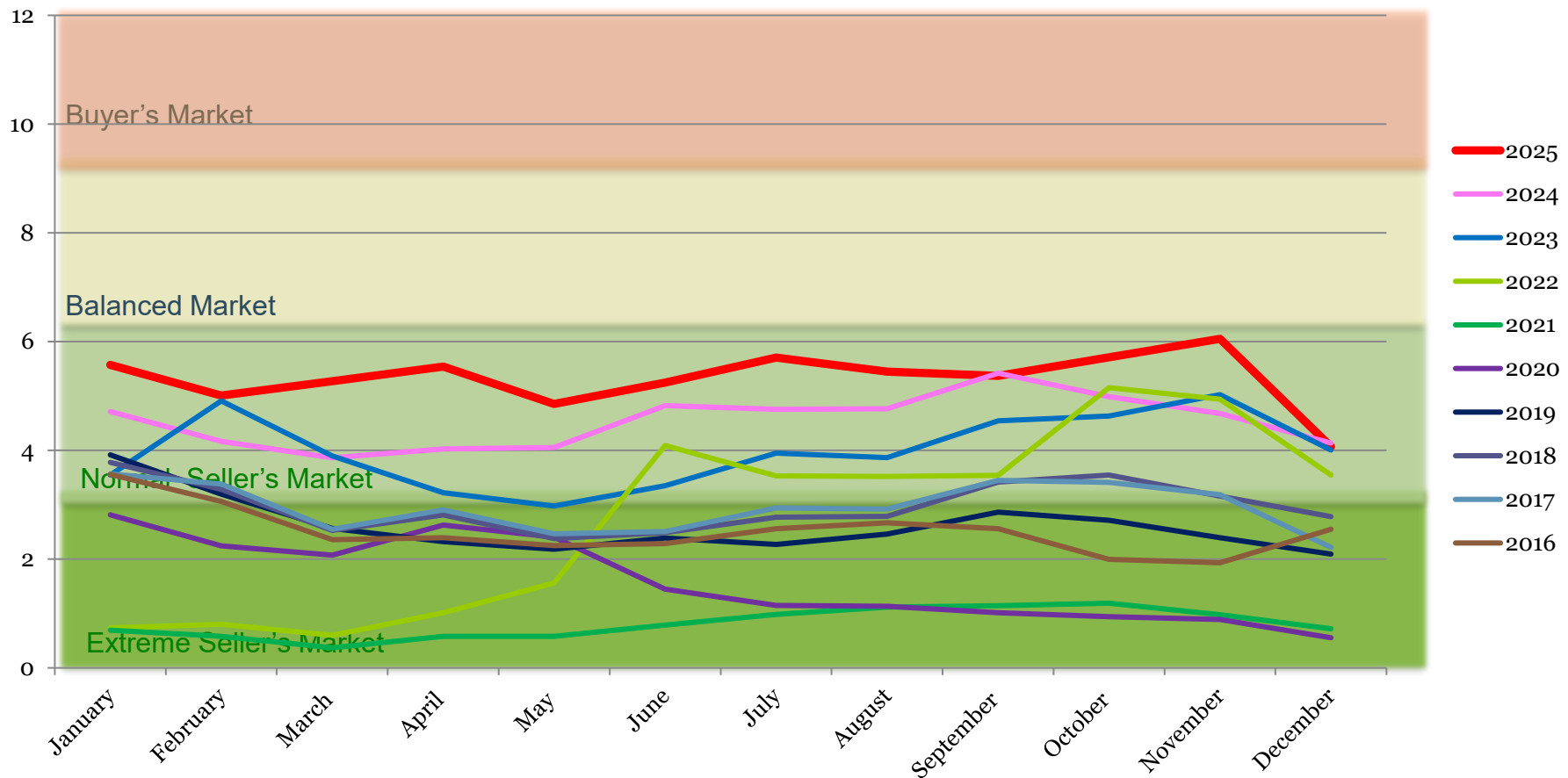
78732

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 - 25 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 25 years.

Current Rates

Conforming 30 yr: 6.28%
Conforming 15 yr: 5.49%

Jumbo* 30 yr: 6.33%
*(over \$806,500 loan amount)



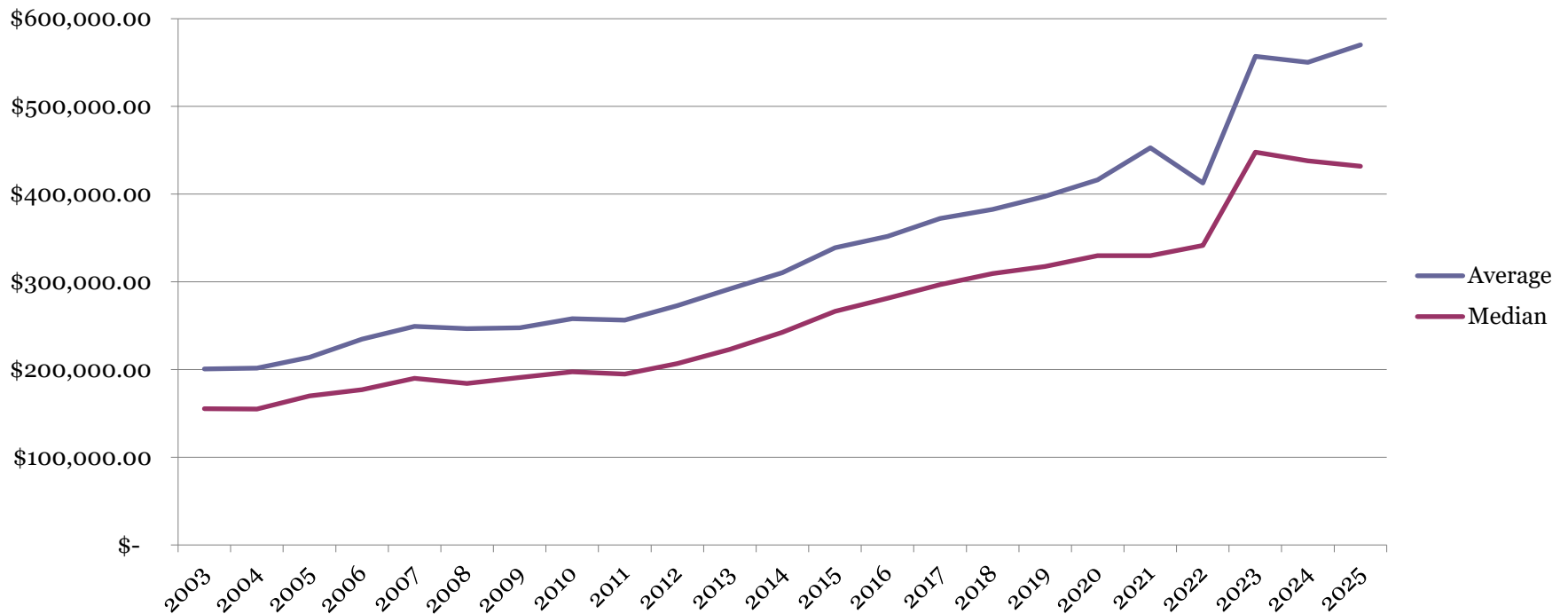
Average and Median Sold 22 Year Summary



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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 \$579,497. The median sold price was \$437,500 last month. The average sales price in December is up 2.53% and the median sales price is down 0.34% from one year ago.

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



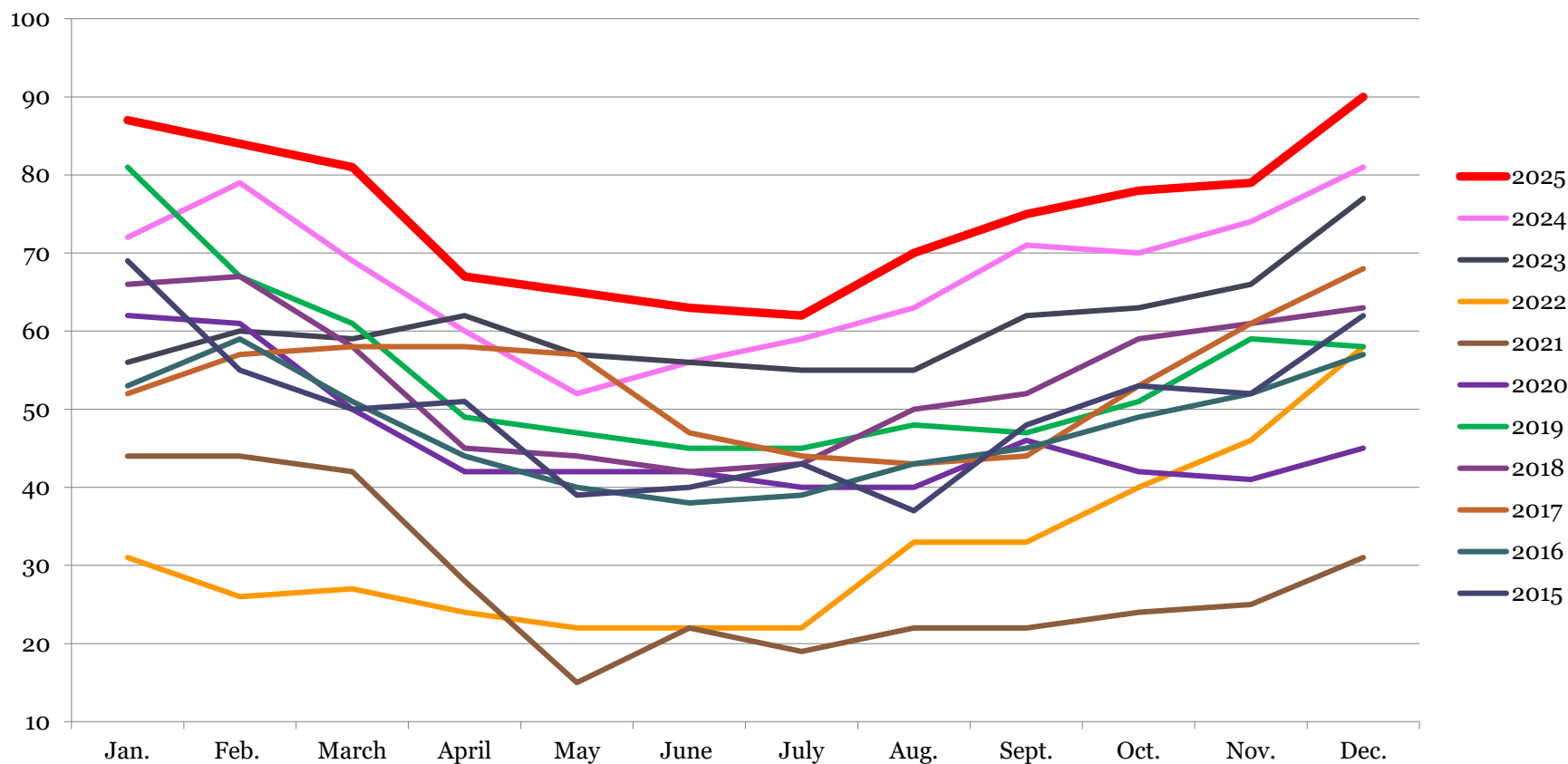
Average Days on Market 2014-2025



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Of the homes that sold last month, the average amount of days they had been on the market was 90 days. This is 9 days more 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.