



**WEST AUSTIN**  

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**P R O P E R T I E S**

# **April 2022 Austin Real Estate Market Report**

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

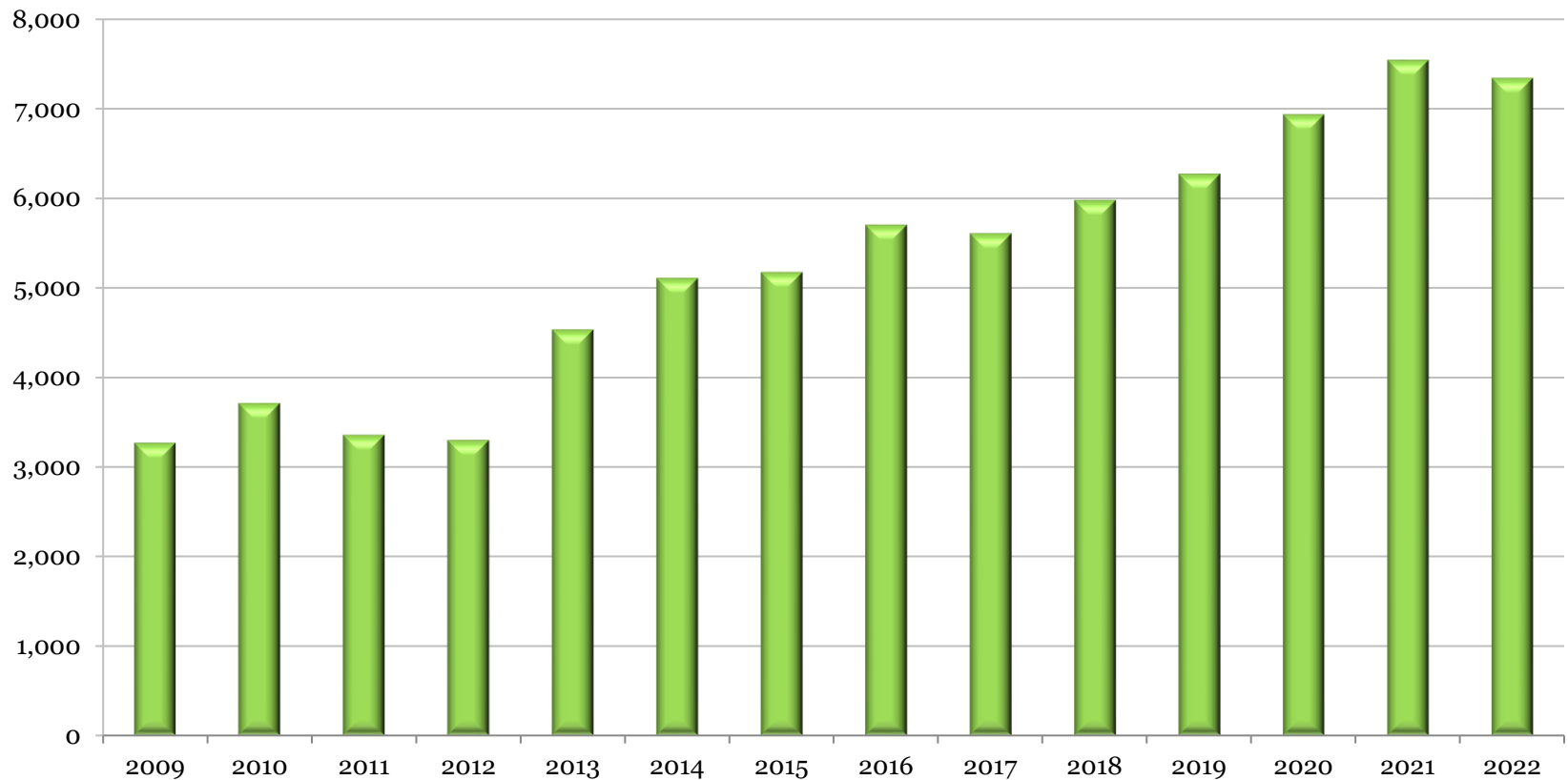
Volume 4, Issue XVII



# Year to Date Sales – April 2022

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Total year to date sales have steadily increased every year since 2012 . Sales to date are reflecting a continuous growing demand as more people move into the Austin area, interest rates remain low, and the recent impact of the quarantine.

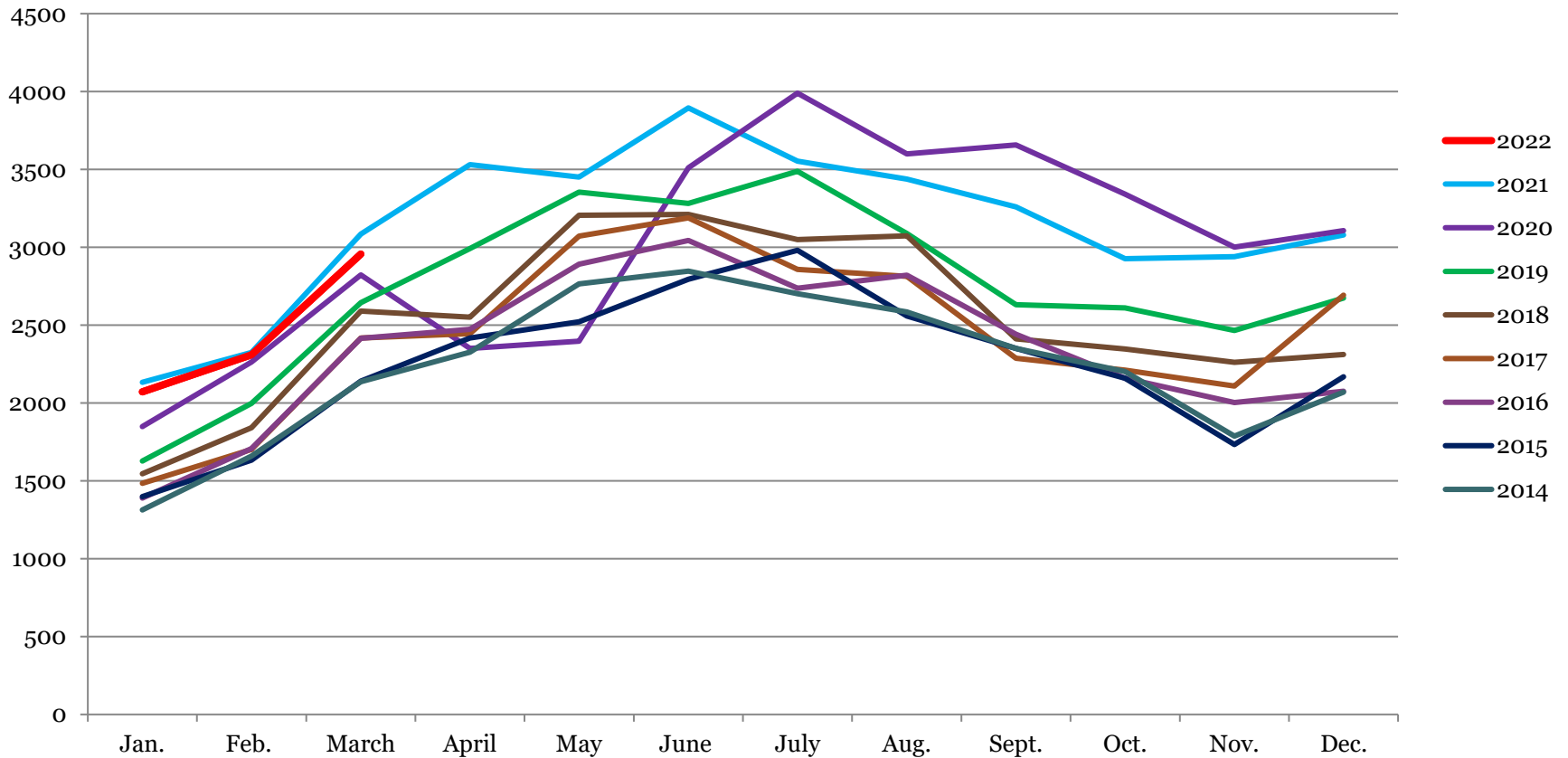


# Homes Sold per Month – March 2022



2

The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,956 homes sold in Austin, Texas. This represents a 4.15% decrease in homes sold last month compared to one year ago.

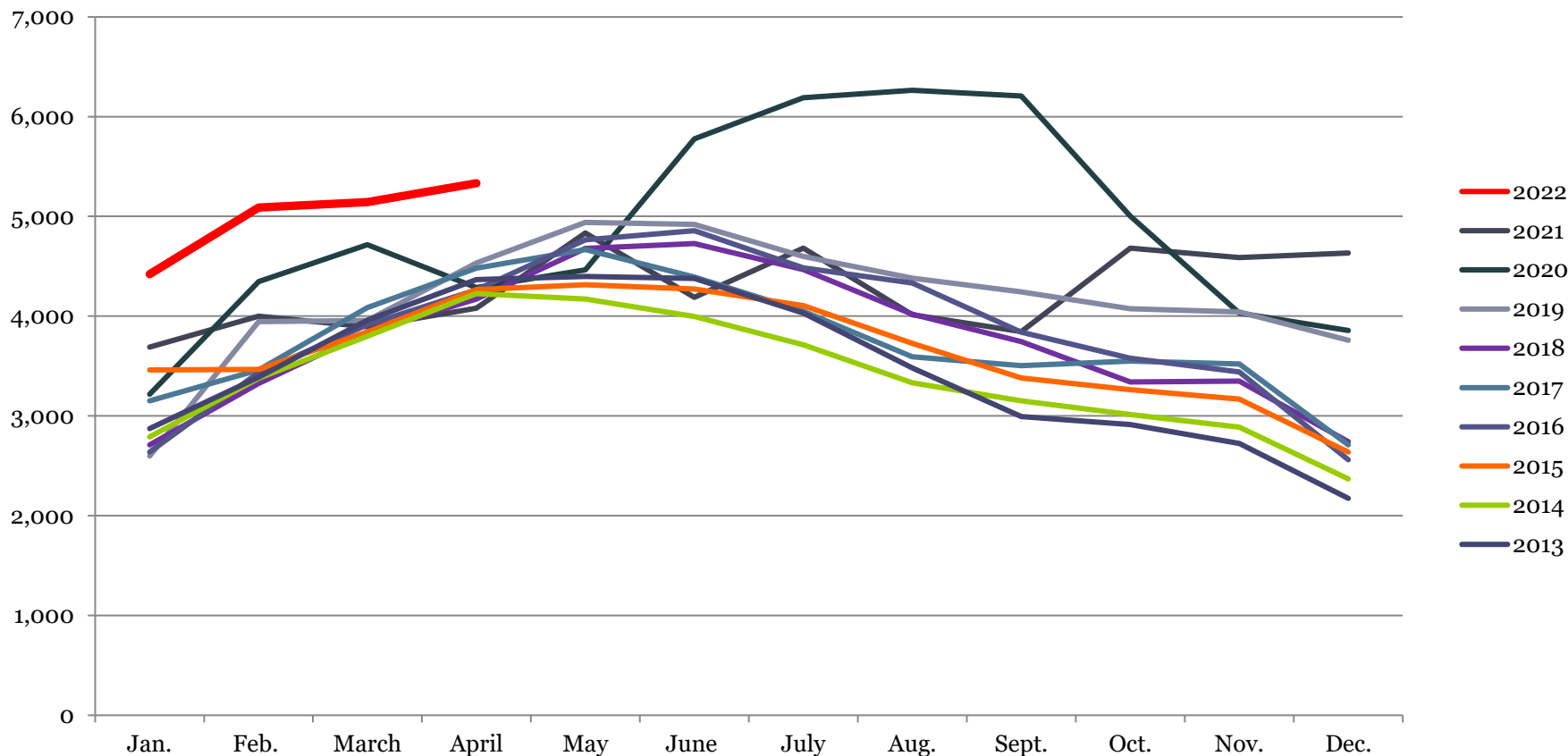


# Pending Sales per Month – April 2022



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 5,333 homes Pending in Austin, Texas.



# Home Sales by Price Band- April 2022



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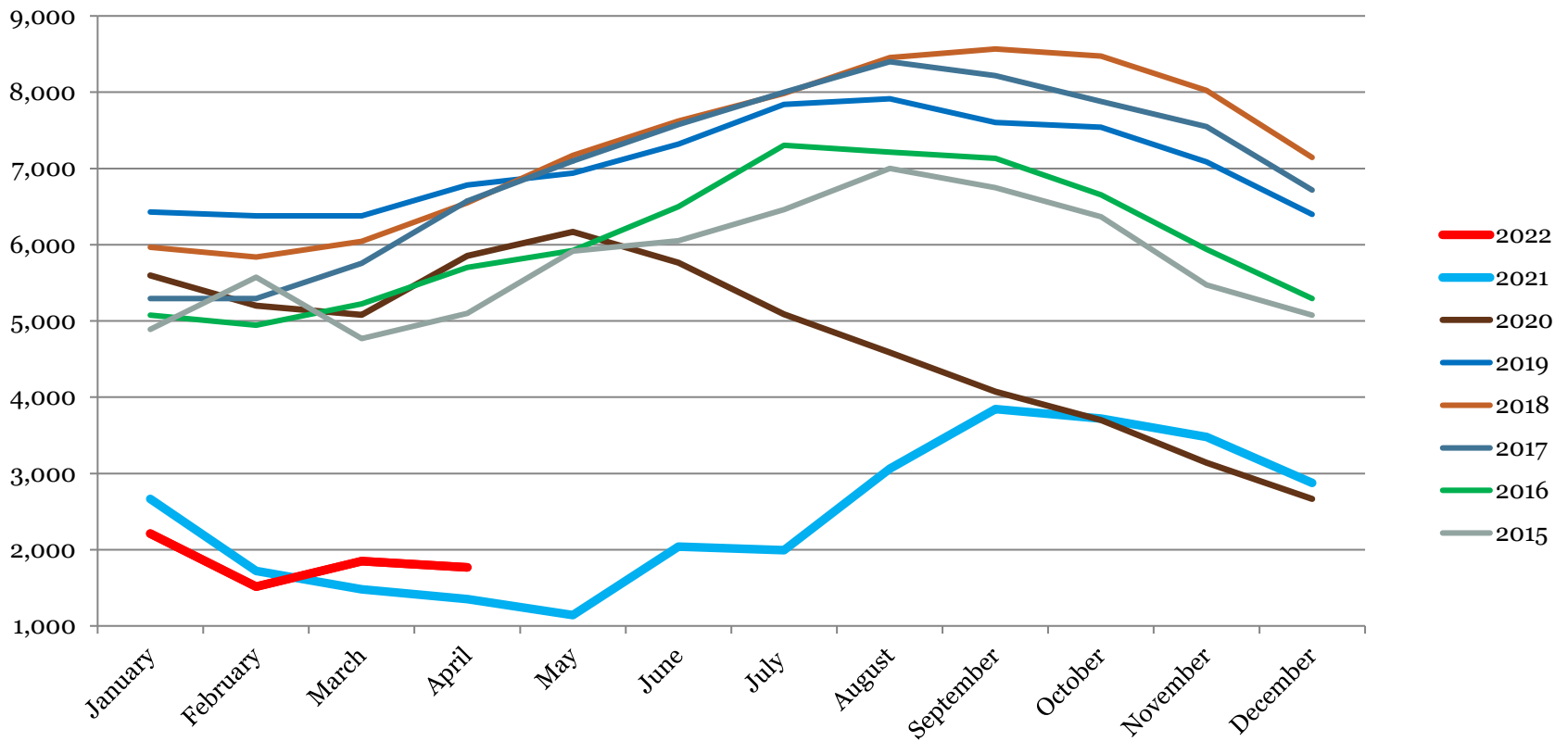
Overall, we are in an Extreme Seller's Market with 0.60 months of inventory. On average, home prices are showing High Appreciation for the year. However, the Market is different based on demand and the number of homes for sale in each price range. Homes under \$3,000,000 are in an Extreme Seller's Market.

Price Range	# of Solds	Active Listings	Months of Inventory	Sold % of List	Market
\$0-\$200k	57	43	0.75	98.00%	Extreme Sellers Market
\$200-\$300k	137	52	0.38	102.00%	Extreme Sellers Market
\$300-\$400k	488	171	0.35	104.00%	Extreme Sellers Market
\$400k-\$500k	669	293	0.44	106.00%	Extreme Sellers Market
\$500-\$600k	418	220	0.53	106.00%	Extreme Sellers Market
\$600-\$700k	366	177	0.48	106.00%	Extreme Sellers Market
\$700-\$800k	237	120	0.51	107.00%	Extreme Sellers Market
\$800-\$900k	151	111	0.74	107.00%	Extreme Sellers Market
\$900-\$1M	96	79	0.82	107.00%	Extreme Sellers Market
\$1-\$2M	277	318	1.15	107.00%	Extreme Sellers Market
\$2-\$3M	41	80	1.95	103.00%	Extreme Sellers Market
\$3-\$4M	13	51	3.92	101.00%	Normal Seller's market
\$4M<	2	54	27.00	99.00%	Extreme Buyer's Market
Overall MKT	2952	1769	0.60	104.08%	Extreme Sellers 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 – April 2021

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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 April there were 1,769 homes for sale in Austin, Texas. **There are 30.84% MORE homes for sale than last year at this time.**



# Home Sales by Zip Code- March 2022



**WEST AUSTIN**  
PROPERTIES

Zip Code	# of Solds	Active Listings	Months of Inventory	Median Sales price	Sold % of List	Avg DOM
78701	23	17	0.74	\$ 650,000	102.00%	28
78703	15	13	0.87	\$ 2,396,203	104.00%	34
78704	33	18	0.55	\$ 1,300,000	106.00%	25
78705	2	3	1.50	\$ 1,795,000	115.00%	6
78717	24	10	0.42	\$ 772,500	110.00%	11
78722	6	6	1.00	\$ 895,000	111.00%	8
78723	35	21	0.60	\$ 650,000	107.00%	23
78727	20	11	0.55	\$ 654,000	108.00%	9
78730	10	6	0.60	\$ 1,390,000	107.00%	9
78731	16	9	0.56	\$ 1,447,500	113.00%	30
78732	23	15	0.65	\$ 1,325,000	107.00%	15
78733	6	5	0.83	\$ 1,334,000	115.00%	4
78734	27	22	0.81	\$ 776,001	108.00%	15
78735	10	5	0.50	\$ 1,550,000	106.00%	21
78738	53	32	0.60	\$ 951,000	106.00%	19
78739	33	6	0.18	\$ 945,000	107.00%	8
78746	18	20	1.11	\$ 2,100,000	105.00%	24
78749	42	10	0.24	\$ 702,500	111.00%	10
78750	24	11	0.46	\$ 695,000	107.00%	6
78751	10	9	0.90	\$ 747,500	104.00%	27
78757	27	14	0.52	\$ 821,000	109.00%	12
78758	17	3	0.18	\$ 645,000	108.00%	5
78759	29	13	0.45	\$ 1,011,000	108.00%	16
78613	81	28	0.35	\$ 615,000	110.00%	14
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

78739  
78749

## East Austin

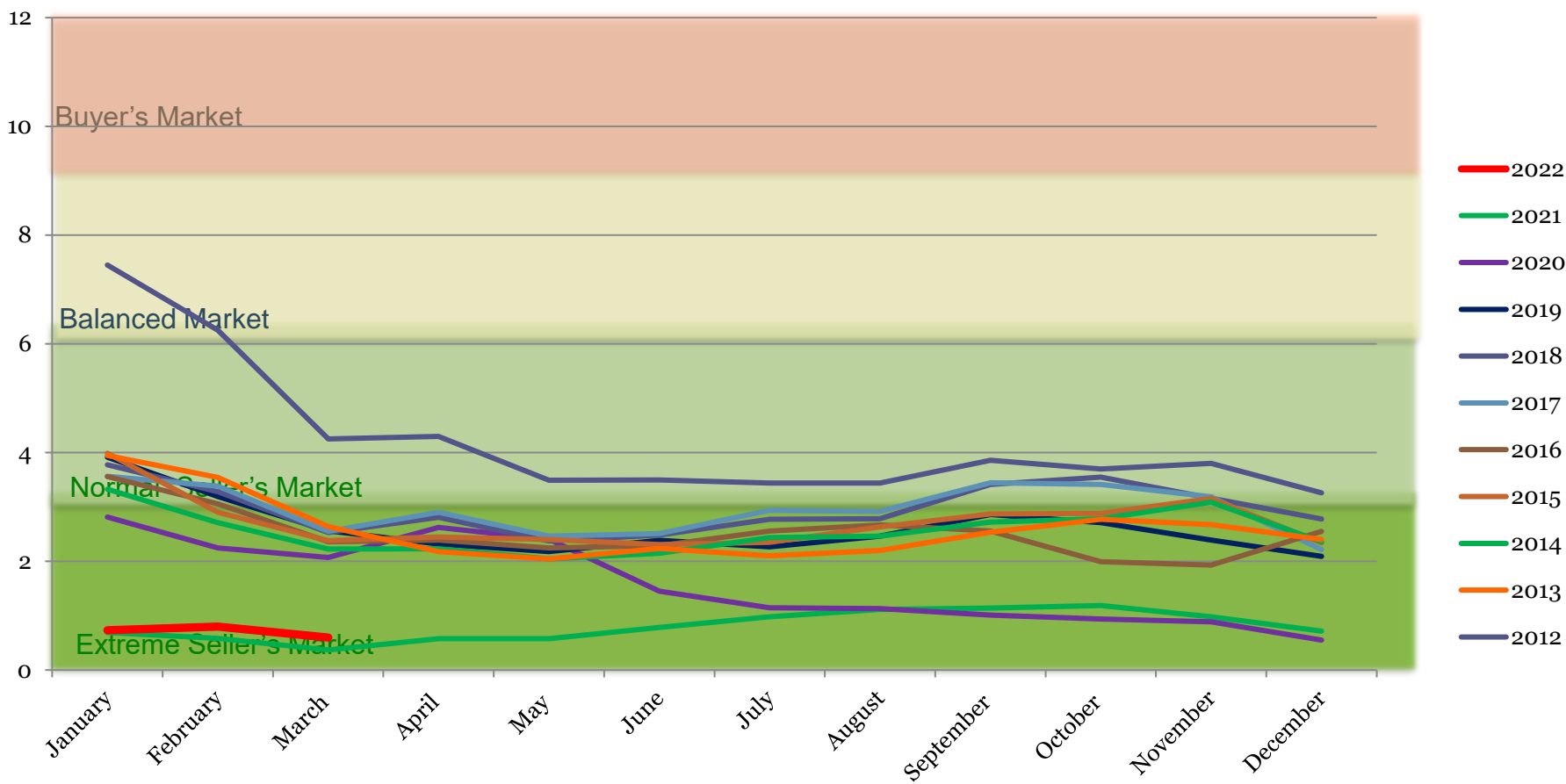
78722  
78723

## Northwest Travis Co.

78730  
78732  
78734  
78738

# Absorption Rate: Months of Inventory in Austin 2012-2021

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 - 20 Year Summary

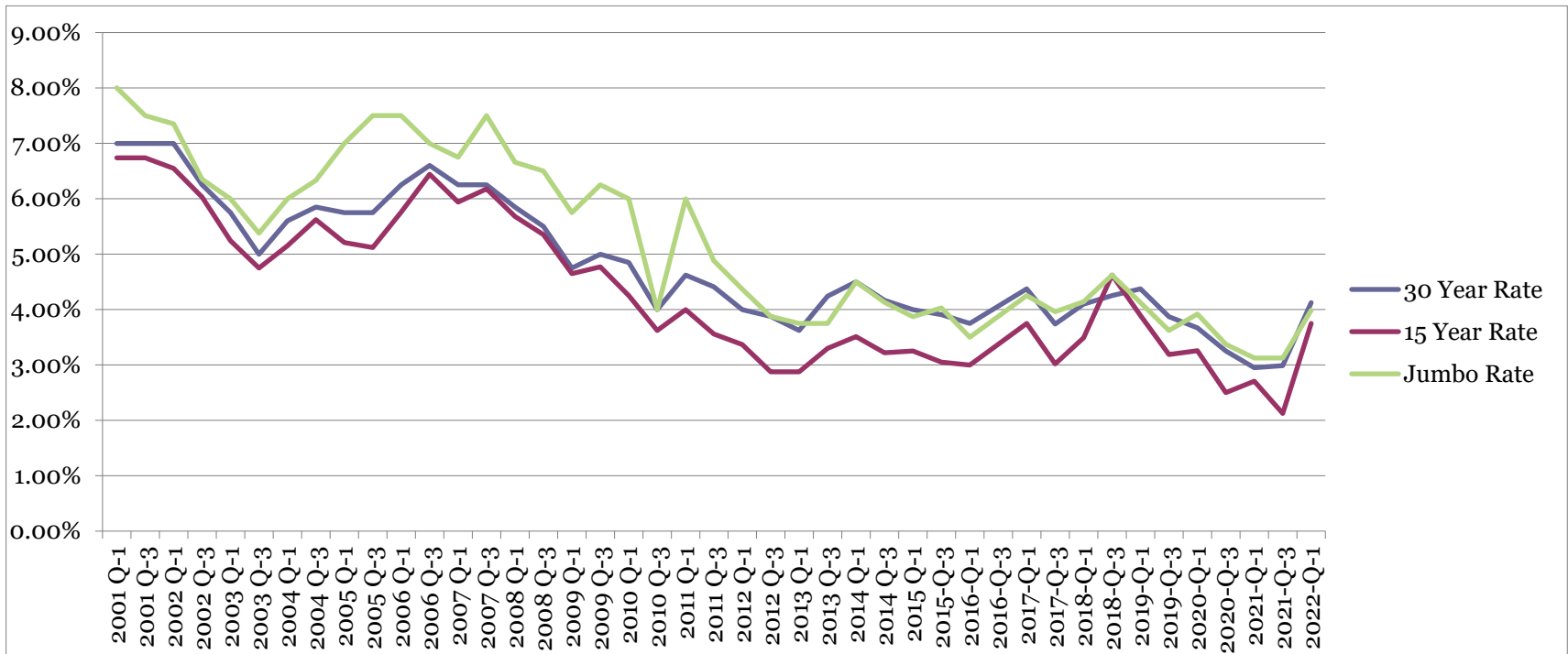


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more buyers qualify to purchase and home sales usually increase. The chart below tracks mortgage rates for the past 20 years.

## Current Rates

Conforming 30 yr: 4.87%  
 Conforming 15 yr: 4.02%

Jumbo\* 30 yr: 4.49%  
 \*(over \$647,200 loan amount)

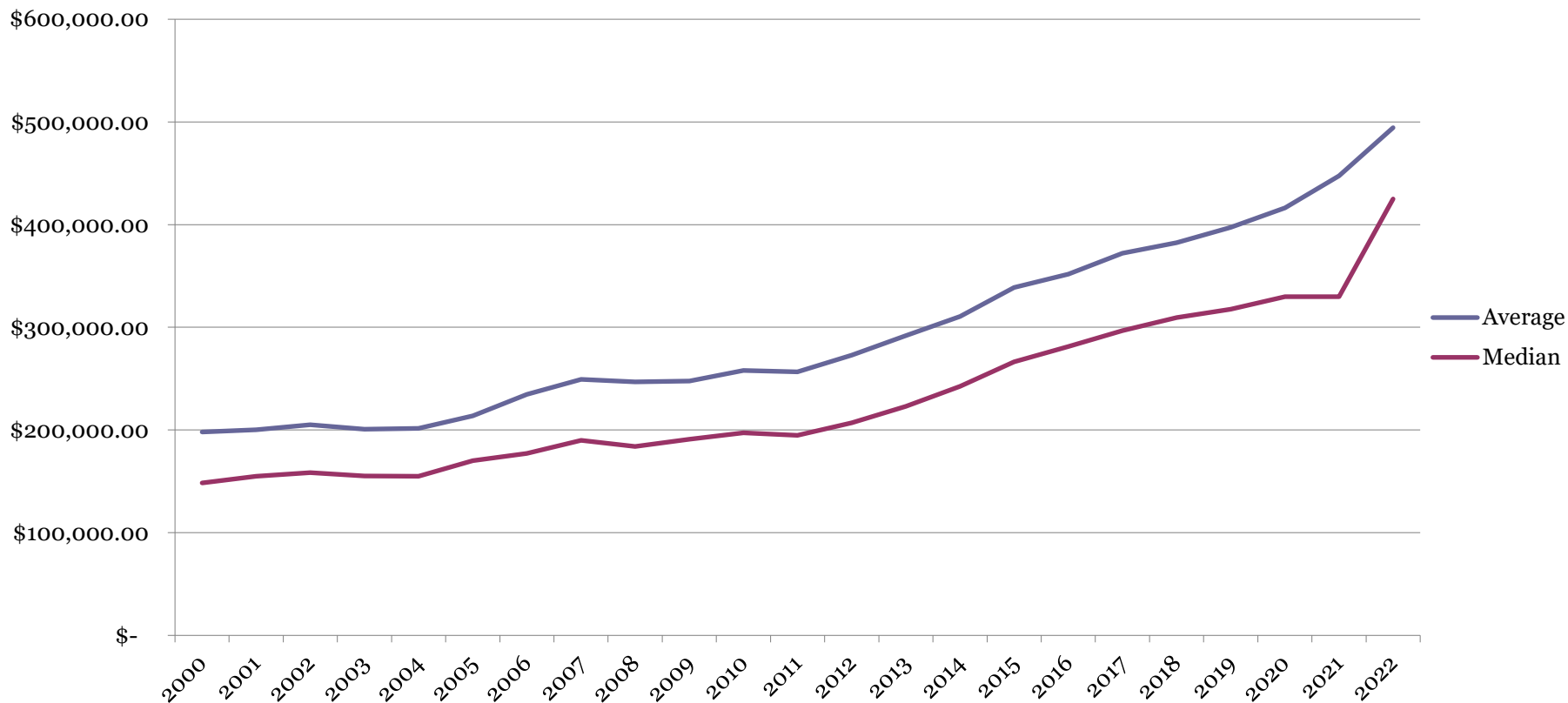


# Average and Median Sold 22 Year Summary



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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 \$478,656. The median sold price was \$412,000 last month. The average sales price in March is up 17.71% and the median sales price is up 8.68% from one year ago.

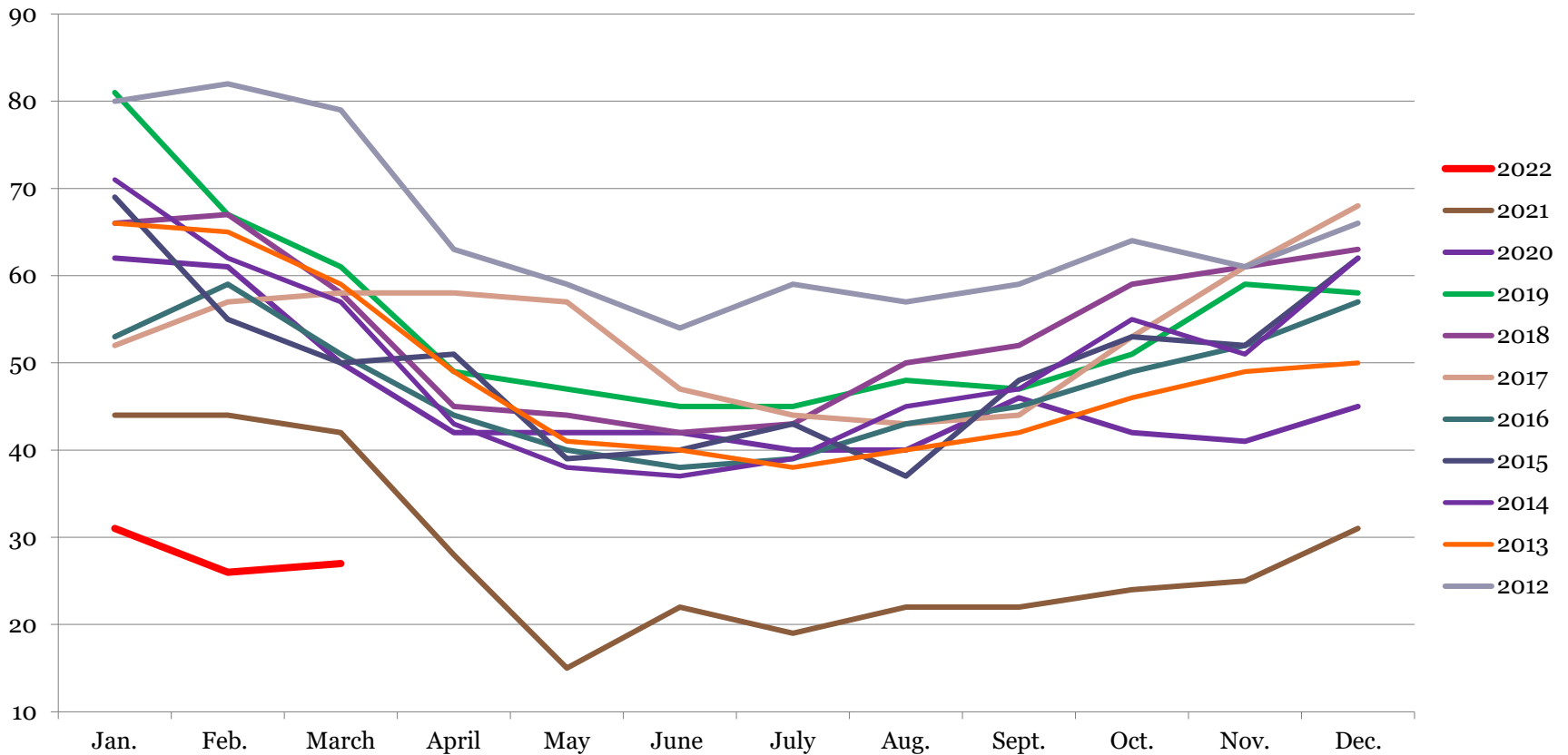


# Average Days on Market 2012-2022



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Of the homes that sold last month, the average amount of days they had been on the market was 27 days. This is 15 days LESS than a 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.