CONNOR INVESTMENT
REAL ESTATE

SEPTEMBER 2025

AUSTIN REAL ESTATE MARKET UPDATE

THE AUSTIN MSA EXISTING HOME MARKET STEADIES AS BALANCED PRICES AND RISING PENDING SALES SIGNAL STABILITY IN AUGUST 2025.

The Austin – Round Rock Housing Market:

New Home Sales – John Burns Real Estate Consulting (JBREC) reported that sales of new single-family housing (measured in a trailing 12 months) decreased 10.0% year-over-year to 15,727 closings in July 2025.

New Home Sales Price – The median sales price for new homes in July 2025 was $390,900, posting a 1.4% decrease.

Existing Single-Family Home Sales - The Austin Board of Realtors (ABoR) reports that existing single-family home sales decreased 4.6% year-over-year to 2,545 home sales across the Austin MSA in August 2025.

Existing Single-Family Home Price - In August 2025, the median sales price for existing single family homes increased 1.3% year-over-year to be $444,490.

Vaike O'Grady, research advisor at Unlock MLS, said that, "Pending sales are rising, prices are holding steady and inventory is trending in the right direction. The market is showing healthy movement as we head into fall, and August's data reflects growing buyer confidence even as overall sales volumes ease. If the Fed lowers rates... as expected, we could see renewed interest from buyers, especially those exploring adjustable-rate mortgages, which tend to respond more quickly to those kinds of changes. Even a small rate shift can improve affordability and prompt more buyers to re-enter the market, a trend we've seen in past cycles."

The Austin MSA ended August 2025 with 5.9 months of housing inventory, up by 0.8 months year-over-year.

The Austin Economy:

In August 2025, the unemployment rate in the Austin-Round Rock MSA was 3.9%, showing a slight increase year-over-year by 0.1%.

According to the Texas Workforce Commission, Austin's non-farm payroll job total as of August 2025 was 1,368,400, a 0.7% increase from August 2024.

In August 2025, the Government sector led the way with a 3.8% increase year-over-year, followed by Financial Activities with a 3.0% increase.

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	AUSTIN	SAN ANTONIO	DFW
NEW HOME TOTAL SALES (TTM: JULY 2025)	15,727 (10.0% < 2024)	18,829 (6.0% > 2024)	43,292 (NO CHANGE)
NEW HOME MEDIAN SALES PRICE (TTM: JULY 2025)	$390,900 (1.4% < 2024)	$313,000 (2.1% > 2024)	$395,400 (3.4% < 2024)
EXISTING HOME TOTAL SALES (AUGUST 2025)	2,545 (4.6% < 2024)	2,952 (7.0% < 2024)	8,246 (1.6% > 2024)
EXISTING HOME SINGLE-FAMILY MEDIAN SALES PRICE (AUGUST 2025)	$444,490 (1.3% > 2024)	$310,000 (2.0% > 2024)	$387,599 (2.3% < 2024)
EXISTING HOME SINGLE-FAMILY MONTHS INVENTORY (AUGUST 2025)	5.9 MONTHS	6.1 MONTHS	4.7 MONTHS