



CENTRAL TEXAS HOUSING MARKET REPORT

September 2021

HOUSING MARKET CONTINUES CALMING TREND ACROSS AUSTIN ROUND-ROCK MSA

Addressing affordability and increasing inventory a top priority for region

AUSTIN, Texas – According to the Austin Board of REALTORS® (ABoR) September 2021 Central Texas Housing Report, the Austin-Round Rock MSA housing market is continuing its calming trend. Home sales decreased 5.1% compared to September 2020 as the median sales price of \$450,000 set a record for the month of September across the MSA. To meet the continued demand, due in large part to economic activity and job growth across the region, addressing housing affordability and increasing available inventory should continue to be a top priority for the region.

“The Austin housing market remains strong and competitive,” Susan Horton, 2021 ABoR president, said. “However, more homes are beginning to hit the market evidenced by the increase in new listings in September, which is creating a greater number of opportunities for buyers. While this is a positive step forward, there is a long way to go for this to be a balanced market. REALTORS® continue to ensure their clients’ needs are being met despite inventory remaining low.”

As residential home sales in the Austin Round-Rock MSA declined 5.1% to 3,682, the median sales price grew 28.5% year over year to \$450,000. At the same time, sales dollar volume increased 18.5% year over year to \$2,078,429,244. New listings increased 16.9% to 4,136 as active listings grew 0.7% year over year to 3,723 listings and pending sales declined 1.1% to 3,552 across the MSA. Monthly housing inventory dipped 0.1 months to 1.1 months of inventory and homes spent an average of 17 days on the market, down 22 days when compared to September 2020.

Several factors have contributed to the housing market boom in Austin, not just over the past 16 months, but over the past two decades. Job growth and a flourishing and diverse economy have been a main driver of increased demand according to the Austin Chamber of Commerce.

“Tesla moving its headquarters here has cemented Austin as a hub of the tech and innovation industry with the potential for limitless opportunities,” Laura Huffman, president and CEO of the Austin Chamber of Commerce, said. “The intentional diversification of our region’s economy and significant job creation also brings challenges that we as local leaders must take head on. Increasing housing inventory – and ensuring that it is attainable across all socioeconomic classes by strengthening and diversifying housing options – is crucial to the health and vibrancy of our community. Austin has the opportunity to find a path forward that will allow us to maintain the magnetism of our housing market while keeping our competitive advantage when it comes to cost of living and quality of life. Doing so will allow us to continue to attract job growth and capital investment in the region.”

Horton placed importance on coming together to address the challenge.

“With the region’s continued growth, we must focus on creating more inventory to meet the increasingly high and sustained demand for housing. This isn’t just on our elected officials or industry to solve, but rather on the entire community. We have to put housing first and use all the tools we have in the toolbox to address this issue.”

**“The Austin
housing market
remains strong and
competitive.”**

**- Susan Horton
2021 ABoR President**

City of Austin

In the city of Austin, the median home price rose 28% year over year to \$525,000—a record for the month of September. Home sales decreased 7.1% to 1,156 sales, while sales dollar volume increased 6.4% to \$711,203,330. During the same period, new listings increased 8.4% to 1,384, active listings dropped 11.1% to 1,232, and pending sales decreased 4.4% to 1,080. Monthly housing inventory decreased 0.3 months year over year to 1.1 months of inventory.

Travis County

At the county level, home sales also decreased 7.0% to 1,796 sales, and sales dollar volume jumped 11.5% to \$1,188,315,638. The median price for a home increased 22.9% year over year to \$510,000. During the same period, new listing increased 13.3% to 2,117 listings; active listings decreased 3.2% to 1,969 and pending sales decreased 5.7% to 1,681. Monthly housing inventory decreased 0.2 months year over year to 1.1 months of inventory.

Williamson County

In Williamson County, September home sales decreased 2.7% to 1,269 sales, while sales dollar volume jumped 33.2% to \$608,322,686. The median price rose 37.5% to \$435,000, and new listings increased 26.2% to 1,306 listings. During the same period, active listings rose 19.2% to 981 listings, and pending sales also increased 7.8% to 1,293 pending sales. Housing inventory stayed level at 0.8 months of inventory.

Hays County

In Hays County, September home sales decreased 3.2% to 457 sales, and sales dollar volume climbed 22.4% to \$221,438,960. The median price for homes increased 16.3% to \$365,000. During the same period, new listings rose 7.5% to 519 listings, active listings increased 1.3% to 558 listings. At the same time, pending sales decreased 7.6% to 413 pending sales. Housing inventory decreased 0.1 months to 1.3 months of inventory.

Bastrop County

In September, Bastrop County home sales decreased 10% to 126 sales, and sales dollar volume rose 13% to \$48,652,064. The median price increased 25.5% to \$335,000. During the same period, new listings increased 23.1% to 160 listings, while active listings declined 19.6% to 177 listings. Pending sales decreased 9.7% to 121 pending sales and housing inventory decreased 0.8 months to 1.3 months of inventory.

Caldwell County

In Caldwell County, September home sales increased 13.3% to 34 sales, and sales dollar volume increased 43.4% to \$9,840,046. The median home price increased 19.6% year over year to \$259,000. At the same time, new listings increased 47.8% to 34 listings, while active listings decreased 46.5% to 38 listings. Pending sales increased 51.7% to 44 pending sales, and housing inventory decreased 1.5 months to 1.2 months of inventory.

Media Contact:

Elizabeth Christian Public Relations
abor@echristianpr.com

For additional housing market data,
visit [ABOR.com/MarketStatistics](https://www.abor.com/MarketStatistics).

SEPTEMBER 2021 STATISTICS

These statistics are for single-family homes, condos, and townhomes, compared year-over-year.

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AUSTIN-ROUND ROCK MSA

Median Sales Price



\$450,000 ↑ **28%**

Closed Sales



3,682 ↓ **5%**

Average Days on Market

17
DAYS  ↓ **22**
DAYS

4,136

New Listings ↑ **16%**

3,723

Active Listings → **0%**

3,552

Pending Sales ↓ **1%**

Total Sales Dollar Volume



\$2.07
BILLION ↑ **18%**

Months of Inventory ↓ **0.1 MONTHS**



1.1
MONTHS

SEPTEMBER 2021 STATISTICS

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BASTROP COUNTY

Median Sales Price



\$335,000 ↑ **25%**

Closed Sales



126 ↓ **10%**

Average Days on Market

17 **DAYS**  ↓ **37** **DAYS**

160

New Listings ↑ **23%**

177

Active Listings ↓ **19%**

121

Pending Sales ↓ **9%**

Total Sales Dollar Volume



\$48 **MILLION** ↑ **13%**

Months of Inventory ↓ **0.8 MONTHS**



1.3 **MONTHS**

SEPTEMBER 2021 STATISTICS

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CALDWELL COUNTY

Median Sales Price



\$259,000 ↑ **19%**

Closed Sales



34 ↑ **13%**

Average Days on Market

20 2020 **↓ 20**
DAYS  **DAYS**

34

New Listings ↑ **47%**

38

Active Listings ↓ **46%**

44

Pending Sales ↑ **51%**

Total Sales Dollar Volume



\$9.8 ↑ **43%**
MILLION

Months of Inventory ↓ **1.5 MONTHS**



1.2
MONTHS

SEPTEMBER 2021 STATISTICS

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CITY OF AUSTIN

Median Sales Price



\$525,000 ↑ **28%**

Closed Sales



1,156 ↓ **7%**

Average Days on Market

17 DAYS
2020
↓ **12** DAYS

1,384

New Listings ↑ **8%**

1,232

Active Listings ↓ **11%**

1,080

Pending Sales ↓ **4%**

Total Sales Dollar Volume



\$711 MILLION ↑ **6%**

Months of Inventory ↓ **0.3 MONTHS**



1.1 MONTHS

SEPTEMBER 2021 STATISTICS

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HAYS COUNTY

Median Sales Price



\$365,000 **↑ 16%**

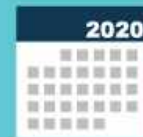
Closed Sales



457 **↓ 3%**

Average Days on Market

17
DAYS



↓ 29
DAYS

519

New Listings **↑ 7%**

558

Active Listings **↑ 1%**

413

Pending Sales **↓ 7%**

Total Sales Dollar Volume



\$221
MILLION **↑ 22%**

Months of Inventory **↓ 0.1 MONTHS**



1.3
MONTHS

SEPTEMBER 2021 STATISTICS

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TRAVIS COUNTY

Median Sales Price



\$510,000 **↑ 22%**

Closed Sales



1,796 **↓ 7%**

Average Days on Market

17
DAYS  **↓ 18**
DAYS

2,117

New Listings **↑ 13%**

1,969

Active Listings **↓ 3%**

1,681

Pending Sales **↓ 5%**

Total Sales Dollar Volume



\$1.18
BILLION **↑ 11%**

Months of Inventory **↓ 0.2 MONTHS**



1.1
MONTHS

SEPTEMBER 2021 STATISTICS

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WILLIAMSON COUNTY

Median Sales Price



\$435,000 **↑ 37%**

Closed Sales



1,269 **↓ 2%**

Average Days on Market

16 **DAYS**  **↓ 25** **DAYS**

1,306

New Listings **↑ 26%**

981

Active Listings **↑ 19%**

1,293

Pending Sales **↑ 7%**

Total Sales Dollar Volume



\$608 **↑ 33%**
MILLION

Months of Inventory **→ 0.0 MONTHS**



0.8
MONTHS