

YES

Austin Real Estate Market Snapshot

For Toni Thompson · YES Realty · Broker/Owner · June 2026

Compiled from Unlock MLS, Redfin, Zillow, KXAN, Texas Real Estate Research Center

The Bottom Line: Austin is a buyer's market right now — arguably the best entry point in four years. Prices are down significantly from the 2022 peak, inventory is healthy, and over half of active listings have taken price cuts. At the same time, buyer activity is picking back up: pending sales are rising and the market is showing early signs of a bottom. For first-timers and nervous renters, this is the window. The combination of softened prices, strong DPA programs, and reduced competition is rare — and it won't last forever.

CURRENT MARKET NUMBERS — JUNE 2026

Austin-Area MLS Data (June 18, 2026)

Metric	Figure	Note
Active Listings (metro)	17,317	Austin MLS
Pending Sales	5,042	Austin MLS
Months of Inventory	6.0 months	Balanced = 4–6 mos
Median Sold Price	\$473,745	Austin MLS
Average Sold Price	\$643,905	Austin MLS
Avg. Days on Market	74 days	Austin MLS
Sold-to-List Price Ratio	97.55%	Buyers getting ~2–3% off
Listings with Price Reductions	52.34%	Half of sellers have cut
Pending Sales YoY Change	+4.7%	Demand is returning
New Listings YoY Change	-3.2%	Supply tightening

Williamson County specifically (Toni's home turf — Avery Ranch area): months of inventory at **4.1** — the tightest in the metro. Things move faster here.

PRICE CONTEXT: WHERE WE ARE IN THE CYCLE

The Correction & Recovery

Period	Median Sold Price	Change
May 2022 (peak)	~\$551,000	—
February 2026	~\$415,000	-24.6% from peak
June 2026	~\$474,000	Recovering

- The price-to-income ratio has returned to historical norms — the froth is gone and what remains is real market value.
- **For sellers:** must price realistically. 97.55% sold-to-list means buyers are getting 2–3% off, and overpriced homes sit. 52% of active listings have already taken a cut.
- **For buyers:** negotiating power they haven't had since 2019. This window is real, but closes as the market recovers.

COUNTY-BY-COUNTY BREAKDOWN — MAY 2026

Where inventory and demand are moving

County	Homes Sold	Median Price	Active Listings	Pending YoY
Travis (Austin proper)	1,353 (+1.6%)	\$535,000 (-3.9%)	6,096	+20.3%
Williamson (Round Rock, Georgetown, Cedar Park)	1,063 (+2%)	\$406,000 (-4.5%)	3,722	Strong
Hays (Kyle, Buda)	375 (-28.7%)	\$390,000 (+1.6%)	1,751	Watch

DOWN PAYMENT ASSISTANCE: THE STACK NOBODY TELLS RENTERS ABOUT

Qualified buyers can access \$40,000–\$60,000+ in combined assistance

City of Austin DPA

\$40,000 zero-interest, forgiven after 5–10 yrs

80% AMI (~\$72k family of 4) · Austin city limits only · Price cap ~\$579k–\$614k · Works with FHA/VA/conventional

My First Texas Home (TDHCA)

Up to 5% of loan as deferred 2nd lien

Income limit ~\$103,500 (family of 4, Travis Co.) · 620+ credit · First-time buyers + Veterans · Stackable with City DPA

TSAHC — Home Sweet Texas

Up to 5% as grant (no repayment) or 3-yr forgivable

Available to repeat buyers too · Income cap ~\$100k · Stackable with MCC · Works with most loan types

Mortgage Credit Certificate (MCC)

Up to \$2,000/yr federal tax credit · life of loan

Stacks with all programs above · Best for buyers staying 5+ yrs · Can mean \$40k–\$60k in lifetime tax savings

The Stacking Example: A buyer purchasing a \$380,000 home with FHA: TDHCA 5% = \$19,000 + City of Austin DPA = up to \$40,000 + MCC = \$2,000/yr for 30 years. Total potential uplift: **\$59,000+ and decades of tax savings**. Out-of-pocket at closing: potentially near \$0.

Important: "First-time buyer" in Texas = haven't owned a primary residence in the past three years. Sold 4 years ago and renting since? Divorced and partner kept the house? You likely qualify.

TALKING POINTS FOR NERVOUS RENTERS

For clients who say 'I can't afford to buy'

- Prices are down 14–24% from their 2022 peak. A home that was \$550k is now closer to \$415–475k.
 - With DPA stacking, some buyers close with little to nothing out of pocket. This is real and available right now.
 - The rent math is brutal. Austin average rent is \$1,700–\$2,000/month. Over 5 years, that's \$100,000–\$120,000 — gone. No equity, no asset.
 - "First-time buyer" is broader than people think. Rented for 3+ years after owning? You probably qualify for programs.
 - Buyers have negotiating power right now they haven't had in years. 52% of listings have cut price. This window is real, but it closes as the market recovers.
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WHAT SELLERS NEED TO HEAR

Setting realistic expectations from the first meeting

- Price it right from Day 1. With 52% of active listings having cut price, the market penalizes wishful pricing. Homes that open correctly are moving in 48–74 days.
 - Sold-to-list is 97.55% — buyers are getting 2–3% off. Price accordingly rather than leaving room to negotiate down.
 - Williamson County homes move faster (4.1 months inventory). If a seller is flexible on location and price, this matters.
 - The spring momentum is real. Pending sales are up 20%+ YoY in Travis County. Correctly-priced homes are finding buyers.
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MARKET OUTLOOK

Where analysts expect the Austin market to go

- **2026:** Bottom of the correction, gradual stabilization. Most analysts put the bottom in late 2025/early 2026.
- **2027+:** Modest appreciation resuming — roughly 1–3% annually near-term.
- **Long-run:** Austin's 25-year compound appreciation rate is 4.458%/year — through the dot-com bust, 2008, and the pandemic correction.

- **Structural demand:** Tech employment (Dell, Apple, Tesla, Samsung, Oracle), in-migration, and limited land near the city haven't changed. The fundamentals are intact.
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QUICK REFERENCE LINKS

Austin MLS Daily Data — teamprice.com/market-update

City of Austin DPA Program — austintexas.gov/housing/homebuyer-resources

TDHCA My First Texas Home — tdhca.state.tx.us

TSAHC Programs — tsahc.org

BCL of Texas (Homebuyer Ed • \$99) — bcloftexas.org

KXAN Monthly Market Data — kxan.com/news/housing/austin-housing-market-data

Data current as of June 2026. Market conditions change monthly. All assistance program details subject to change — confirm current limits with a participating lender. Compiled for internal use • YES Realty • Toni Thompson, Broker/Owner • (512) 522-1105 • yesrealtytx.com