



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

August 2012 Austin Real Estate Market Report

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

Volume IV, Issue VIII



Market Overview



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Market has peaked for the year, still mostly a Seller's Market

Because of its draw as a destination for migrating talent, metro Austin's population grew to over 1.7 million in 2010.

The last decade from 2000 to 2010 saw an Austin population growth of 37.3%. This percentage growth is twice as high as the Texas growth and a staggering 3 and a half times higher than the US average.

Austin is projected to add 600,000 people by 2020 and an additional 800,000 people by 2030. In 18 years metro Austin will reach 3 million people!

This continuous population growth at the time of a major US recession combined with less than normal new construction has made Austin a "Sellers Market" for homes below \$600,000. A Seller's Market is defined as one with high buyer demand that results in slowly rising prices. Good and well priced homes in this seller's market usually receive an offer in a few days.

That is Austin, now. However as we enter the Fall months and relying on 8 years of history to predict, expect demand to decline and home values again to stabilize.

Regular readers of this Market Report know that while you can speak on the Market generally, it is following trends over time that provide the actionable data for buyers and sellers, and we are starting to see some early indications that the market is changing.

Currently, demand is high and inventory is low across ALL Zip Codes and Areas!

The Austin Market is not uniform by home price.

- Home prices under \$600,000 are the highest in demand and in a "Normal Sellers Market" usually with moderate appreciation of home values.
- Homes priced from \$600,000 to \$800,000 are "Balanced" with prices stagnate or with slightly lower home values.
- Homes prices over \$800,000 are in a "Buyers Market" with prices continuing to decline.

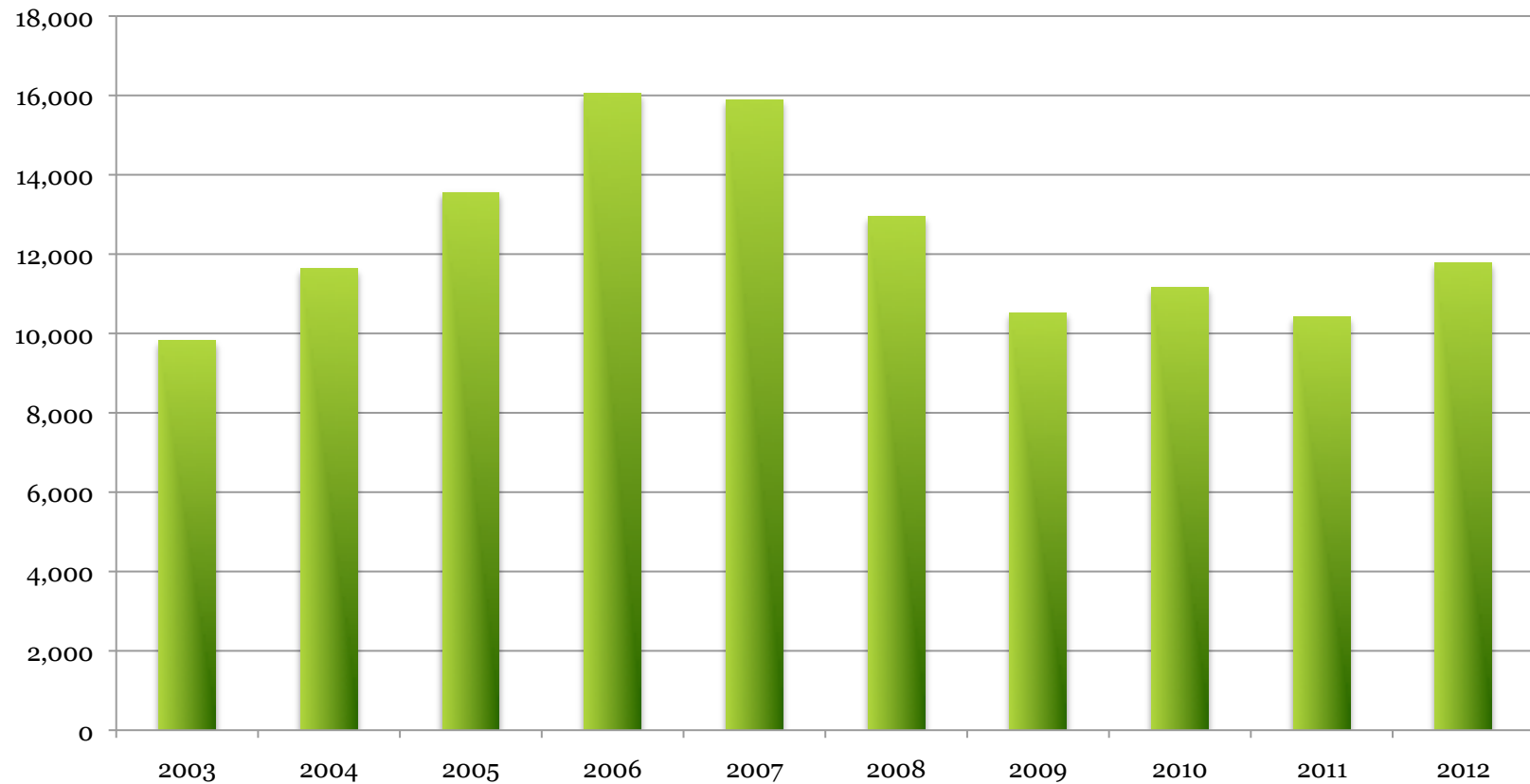
Buying and selling in this market requires a deep understanding of the history and pressures in each area of town and price range. We hope the West Austin Properties Advance Market report with detailed information by price range, zip code and area help you make the best decision for you and your family. It is our pleasure to deliver it to you so together we can spot trends. Please call us if we can provide you any additional information.

Laura Duggan, Gail Boston and Katy Duggan

Year to Date Sales – July 2012

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Year-to-date sales in Austin are higher than last year, showing increasing demand and a slightly improving market.

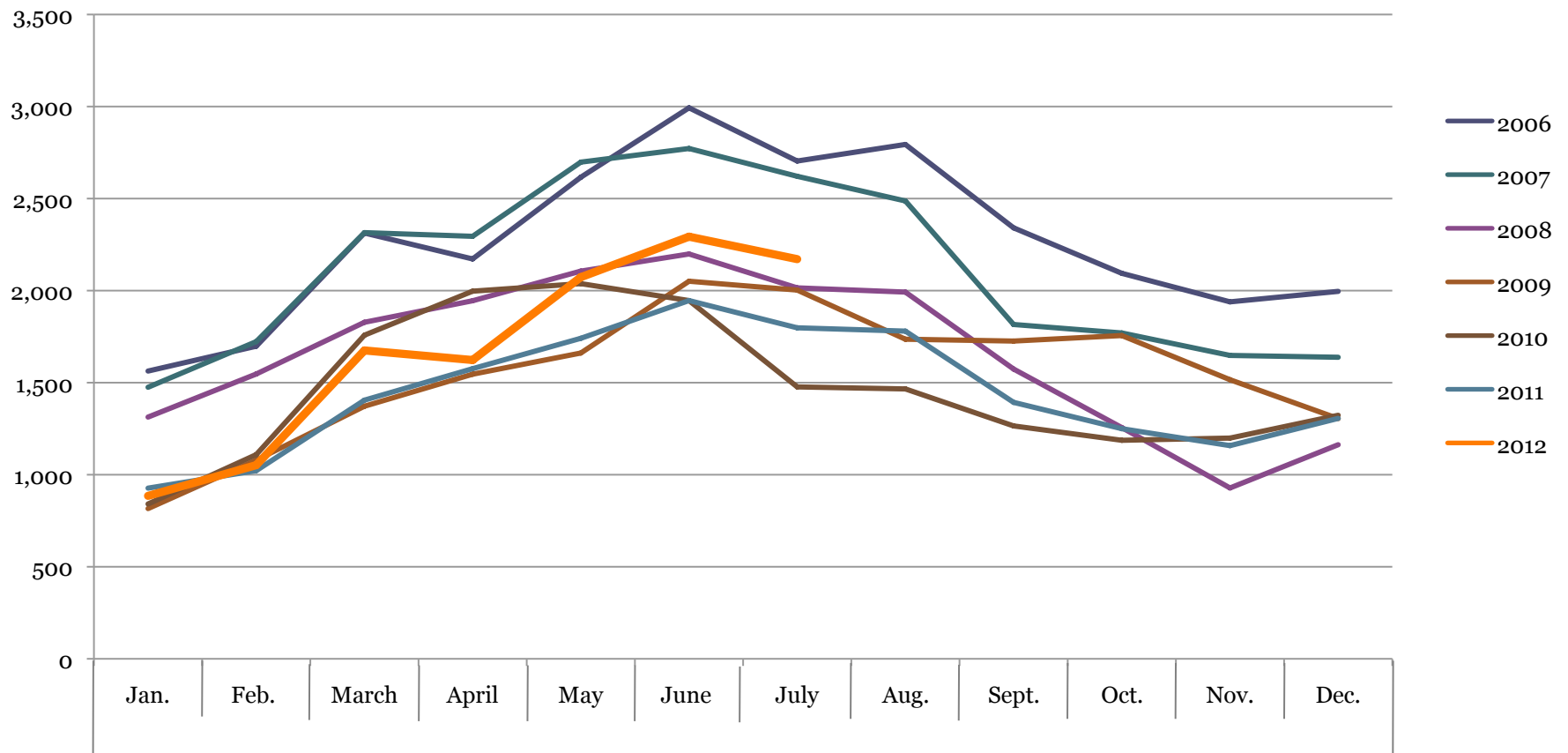


Homes Sold per Month– July 2012



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The chart below follows the trends of number of sold homes during any given month. Last month there were 2,171 homes sold in Austin, Texas. More homes sold in the last month than sold in June of the last 4 years.

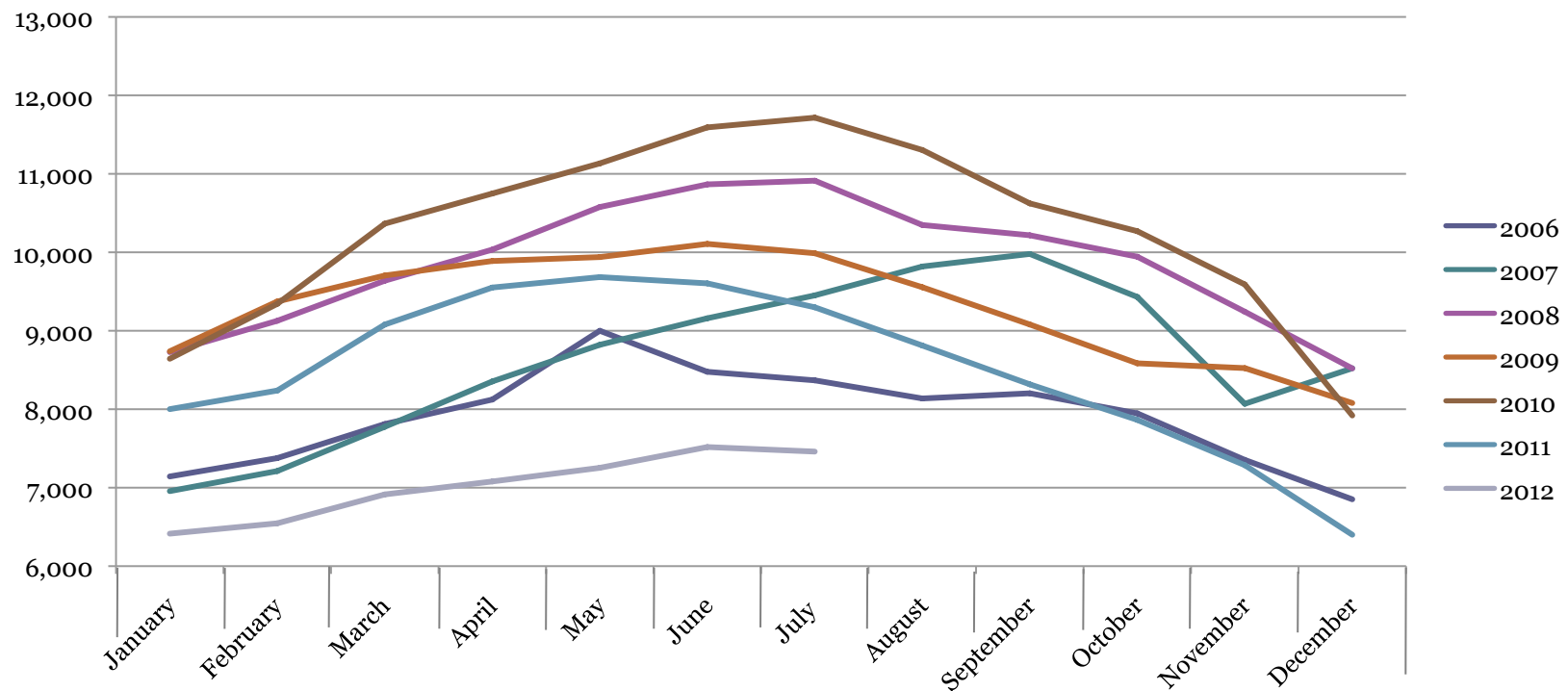


Homes For Sale– July 2012



3

The chart below follows the trends of number of homes for sale during any given month. At the beginning of August, there were 7,640 homes for sale in Austin, Texas. There are fewer homes for sale at this time than in the last 6 years. **There are 19% fewer homes for sale than last year at this time.**

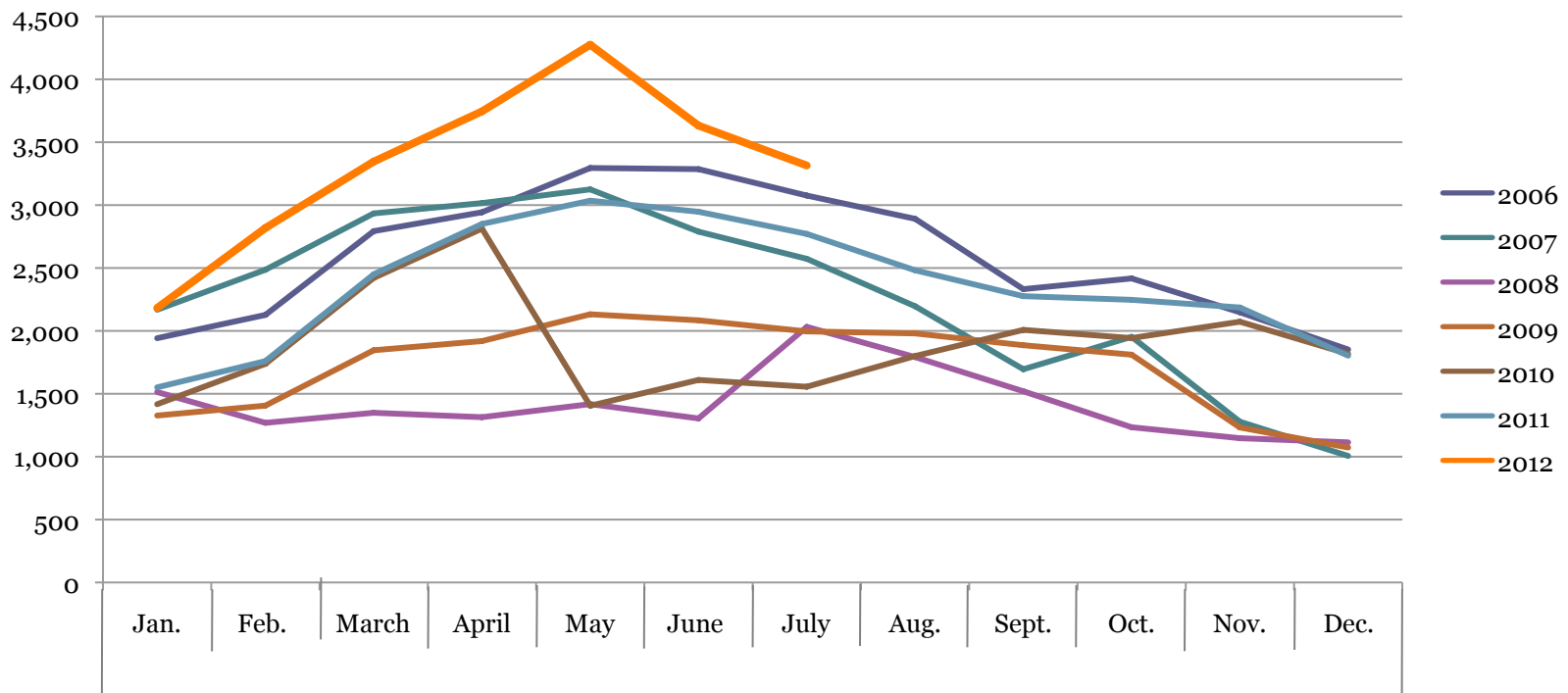


Pending Sales per Month– July 2012



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 3,315 homes Pending in Austin, Texas. **This is the highest number of July pendings in the last 7 years.** Because of new qualifying, mortgage and approval rates combined with buyer caution, it is taking longer to go from contract to close.



Home Sales by Price Band- July 2012



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The under \$600K price range is a **Seller's Market**, while the \$600K to \$800k price range is a **Balanced Market**. The over \$800k price range is a **Buyer's Market**. Overall the market has 3.44 months of inventory, the same as the last three months.

Price Range	# of Sold	Active Listings	Months of Inventory	Market
\$0-\$100k	116	372	3.21	Normal Sellers Market
\$100-\$200k	865	2211	2.56	Extreme Seller's Market
\$200-\$300k	554	1640	2.96	Extreme Seller's Market
\$300-\$400k	290	1076	3.71	Normal Seller's Market
\$400k-\$500k	143	669	4.68	Normal Seller's Market
\$500-\$600k	72	374	5.19	Normal Seller's Market
\$600-\$700k	39	265	6.79	Balanced Market
\$700-\$800k	25	206	8.24	Balanced Market
\$800-\$900k	13	144	11.08	Buyer's Market
\$900-\$1M	12	111	9.25	Buyer's Market
\$1-\$2M	31	374	12.06	Extreme Buyer's Market
\$2-\$3M	2	99	49.50	Extreme Buyer's Market
\$3M<	4	92	23.00	Extreme Buyer's Market
Overall MKT	2171	7460	3.44	Normal Seller's Market
12+ Months of Inventory				Extreme Buyer's Market
9-12 Months of Inventory				Normal Buyer's Market
6-9 Months of Inventory				Balanced Market
3-6 Months of Inventory				Normal Seller's Market
0-3 Months of Inventory				Extreme Seller's Market

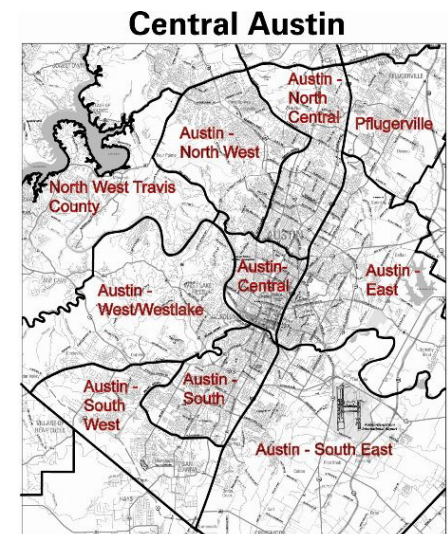
Home Sales by Region- July 2012



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The chart below provides detail of how well each region of Austin and the surrounding cities are selling. The **South, North Central and Southwest** regions continue to outperform the rest of the market. All 14 markets have less than 6 month's inventory. **Ten out of 14 had less than 3 months' inventory!**

Region	# of Solds	Active Listings	Months of Inventory	Median Selling Price	Avg DOM
Central Austin	71	205	2.89	\$525,000	49
East Austin	102	248	2.43	\$158,250	59
North Central Austin	103	176	1.71	\$198,000	38
Northwest Austin	147	300	2.04	\$264,000	31
South Austin	129	236	1.83	\$200,000	36
Southeast Austin	52	133	2.56	\$136,000	48
Southwest Austin	125	231	1.85	\$262,400	32
West Austin/Westlake	80	349	4.36	\$571,050	49
Northwest Travis County	194	1146	5.91	\$375,000	83
Cedar Park/Leander	243	657	2.70	\$188,990	41
Georgetown	115	526	4.57	\$195,000	86
Pflugerville	136	358	2.63	\$156,063	49
Round Rock	271	674	2.49	\$215,000	48
Dripping Springs/Wimberly	84	410	4.88	\$293,500	86
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/Moderat Depreciation	
3-6 Months of Inventory		Normal Seller's Market		Moderate Appreciation	
0-3 Months of Inventory		Extreme Sellers Market		High Appreciation	



Home Sales by Zip Code- July 2012



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The chart below provides detail of how well each Zip Code of Austin is selling. The Northwest and Southwest Austin zip codes are the strongest areas. All of the 17 zip codes have less than 6 months' of inventory. Eight zip codes out of 17 have less than 3 months' inventory!

Zip Code	# of Solds	Active Listings	Months of Inventory	Median Sales price	Avg DOM
78701	27	91	3.37	348000	52
78703	31	84	2.71	771800	65
78704	41	85	2.07	398000	53
78705	0	22	0.00--		0
78717	53	90	1.70	239000	44
78727	27	43	1.59	205000	35
78730	14	82	5.86	533750	80
78731	34	94	2.76	574750	38
78732	39	157	4.03	385500	63
78733	15	59	3.93	612500	52
78734	51	259	5.08	362500	97
78735	20	78	3.90	403450	43
78739	33	60	1.82	336470	33
78746	39	180	4.62	625000	54
78749	48	64	1.33	251500	17
78750	33	74	2.24	239900	31
78759	15	21	1.40	302750	38
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/Slight Depreciation		
3-6 Months of Inventory	Normal Seller's Market		Moderate Appreciation		
0-3 Months of Inventory	Extreme Seller's Market		High Appreciation		

Central Austin

78701
78703
78704
78705
78731

Northwest Travis Co.

78730
78732
78734

Southwest Austin

78739
78749

Northwest Austin

78717
78727
78750
78759

West Austin/Westlake

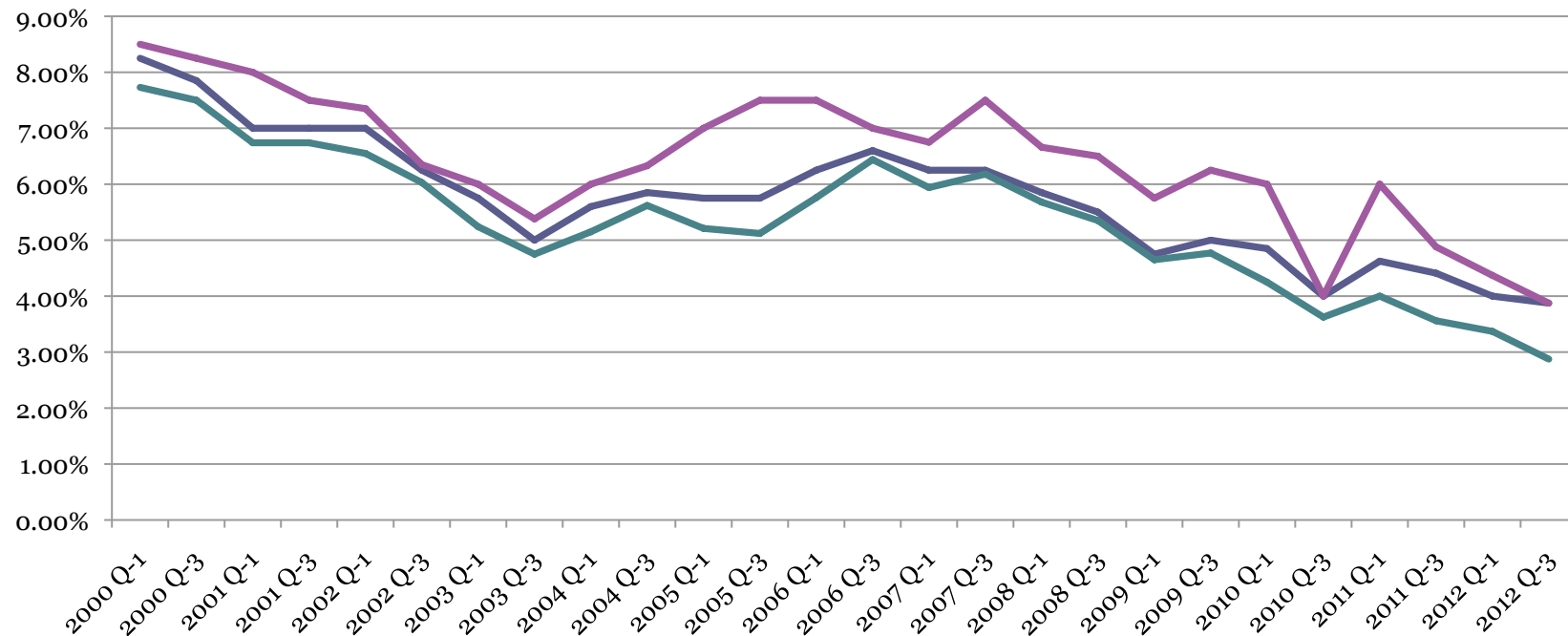
78733
78735

Mortgage Rates - 12 Year Summary



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The above chart tracks mortgage rates for the past 12 years. As you can see, mortgage rates are at close to their lowest levels.

CONFORMING

30 Yr Fixed 3.88%

15 Yr Fixed 2.88%

JUMBO (over \$417K loan amount)

30 Yr Fixed 3.88%

30 Yr FHA 3.75%

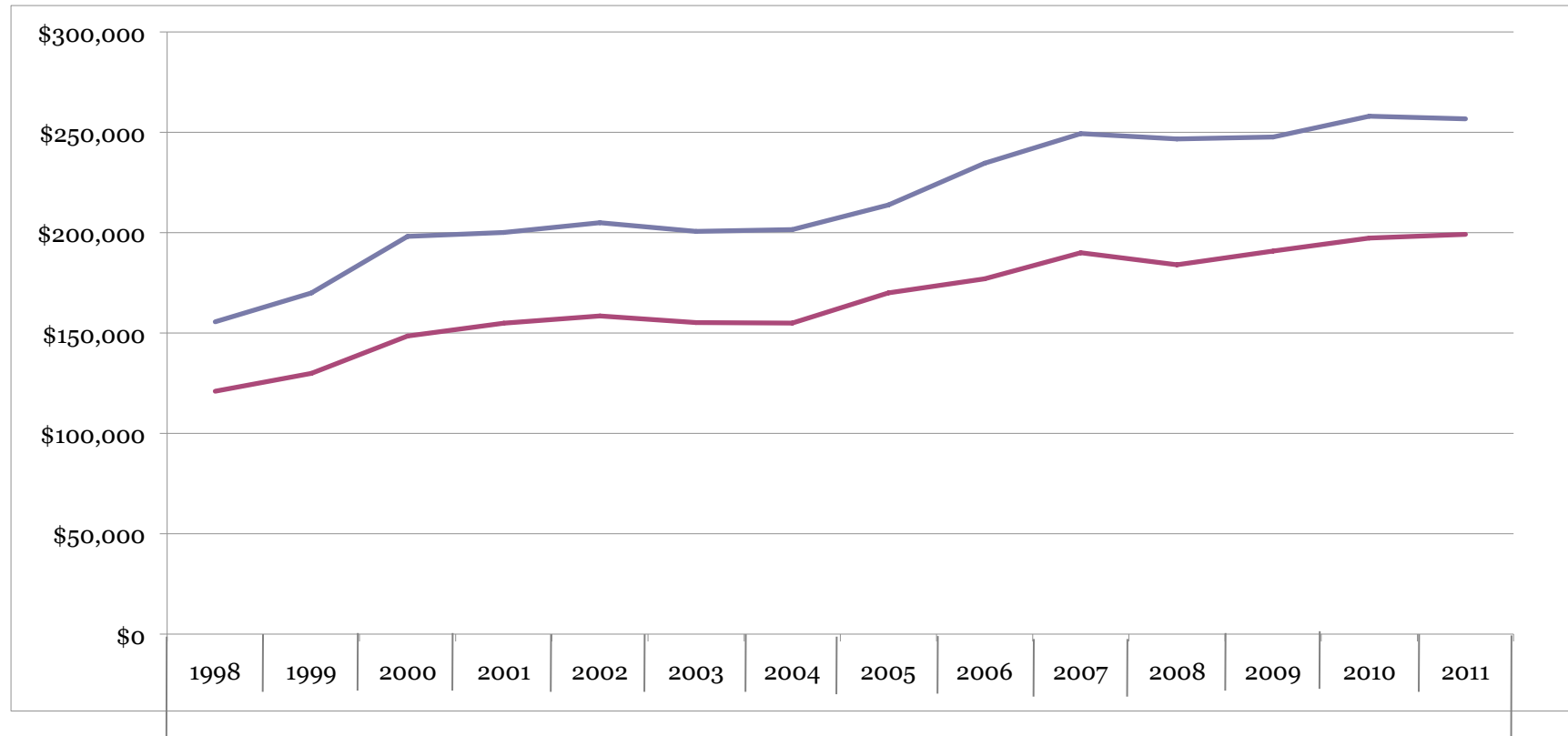
Average and Median Sold 14 Year Summary



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The chart above follows the trend of average and median sales price per year. Last month the average sales price was \$284,435. The median sold price was \$215,000 last month. The average sales price in June is up 13% and the median sales price is up 8.6% from one year ago.

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



Average Days on Market 2006-2012

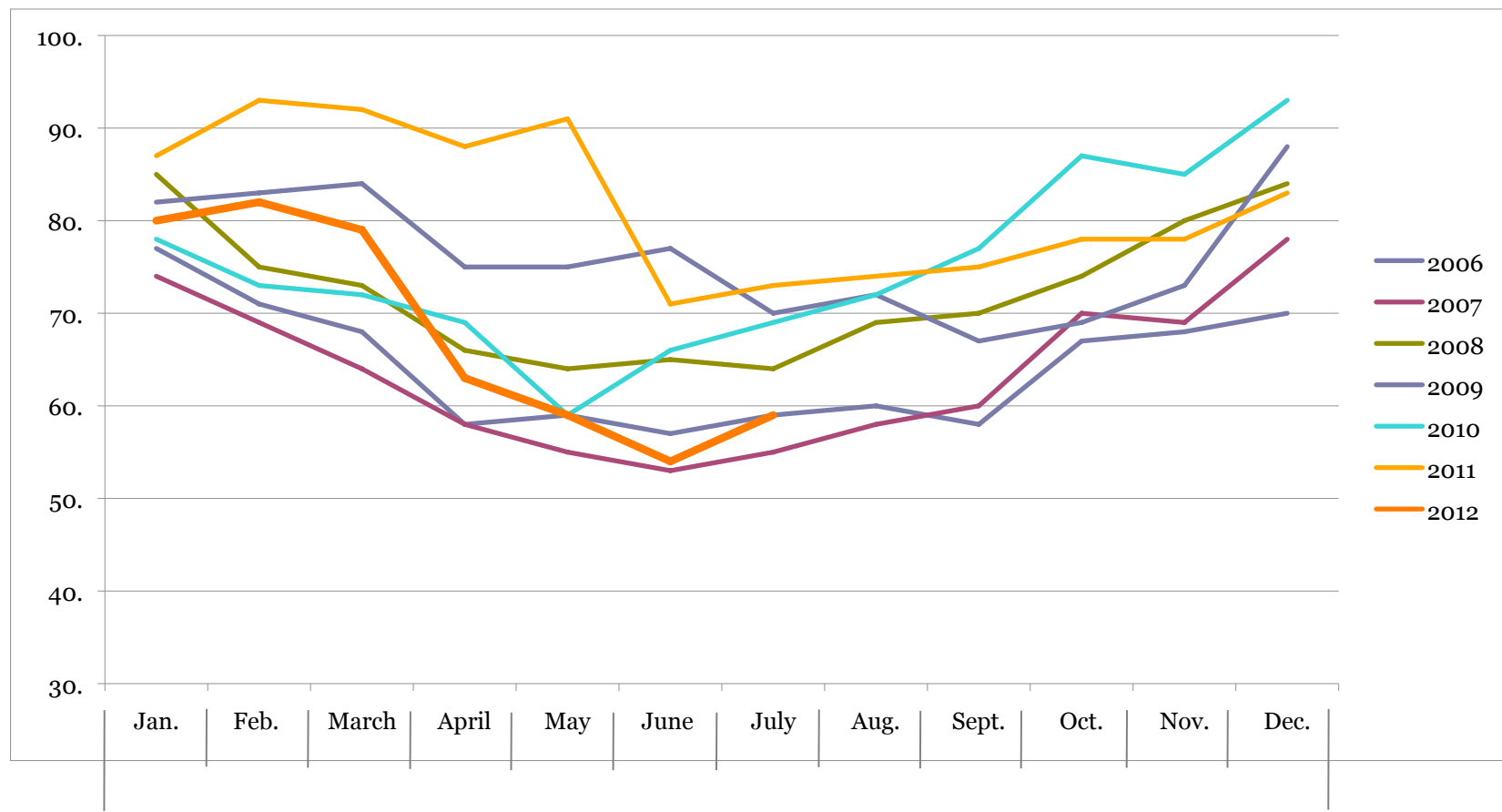


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Of the homes that sold last month, the average amount of days they had been on the market was 59 days. This is 20% fewer days than a year ago.





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For five decades and three generations, West Austin Properties has been passionately committed to the core values that guide it.

- 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.