



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

August 2013 Austin Real Estate Market Report

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

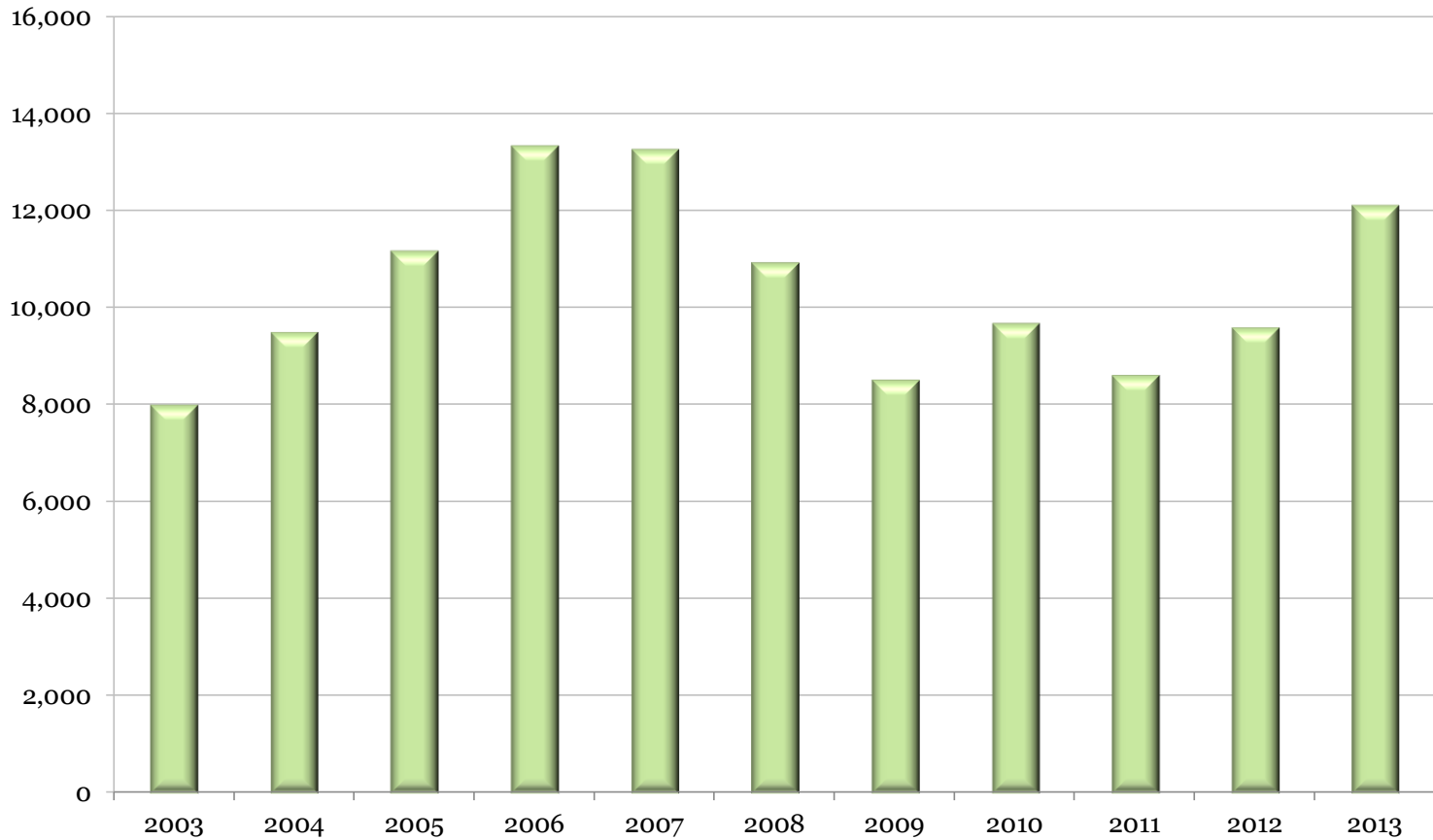
Volume V, Issue VIII



Year to Date Sales – July 2013

1

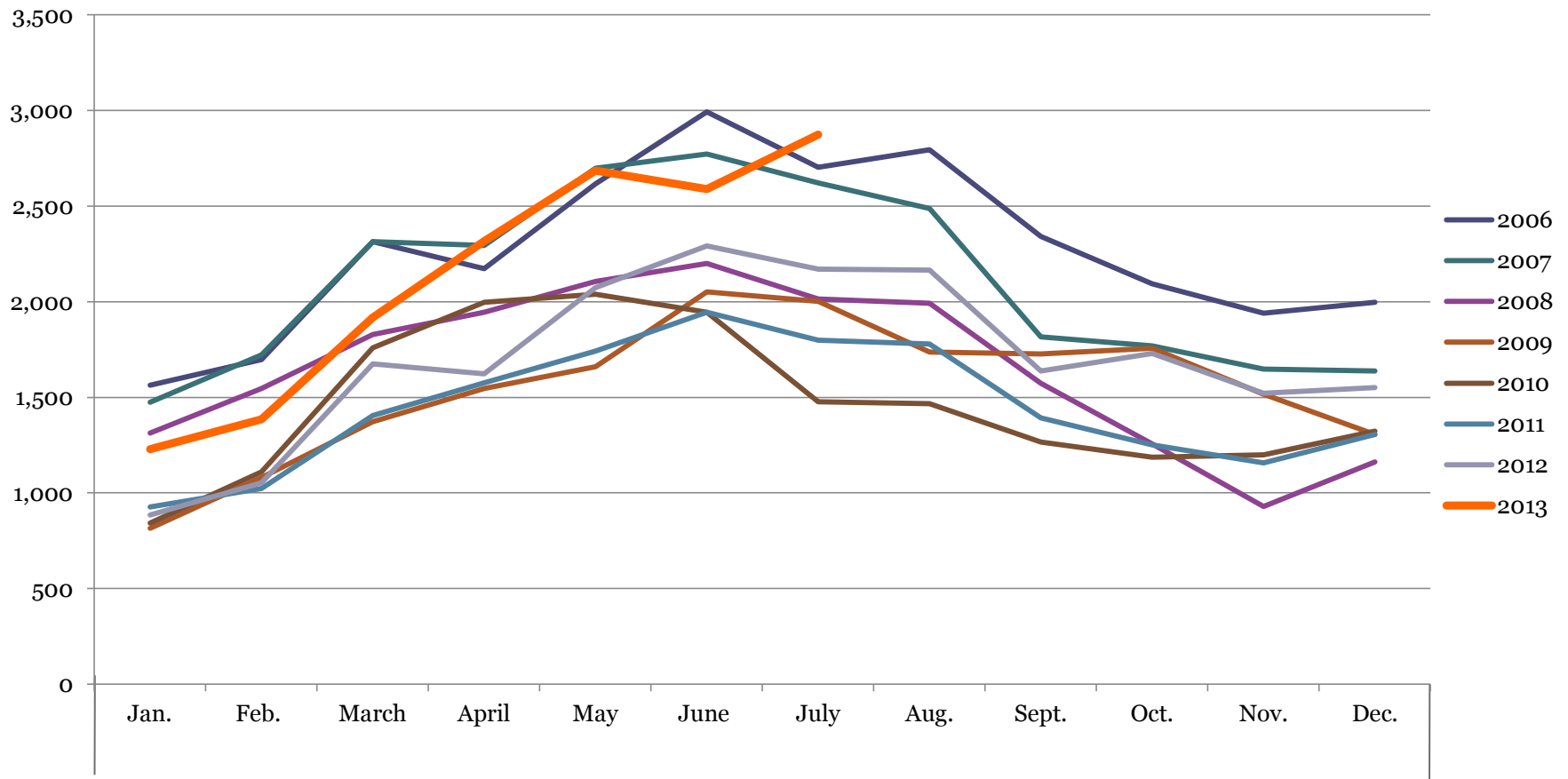
Year-to-date sales in Austin are higher than in the prior 5 years, showing increasing demand and an improving market.



Homes Sold per Month – July 2013

2

The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,874 homes sold in Austin, Texas. More homes sold in June than in the prior 7 years during that month!

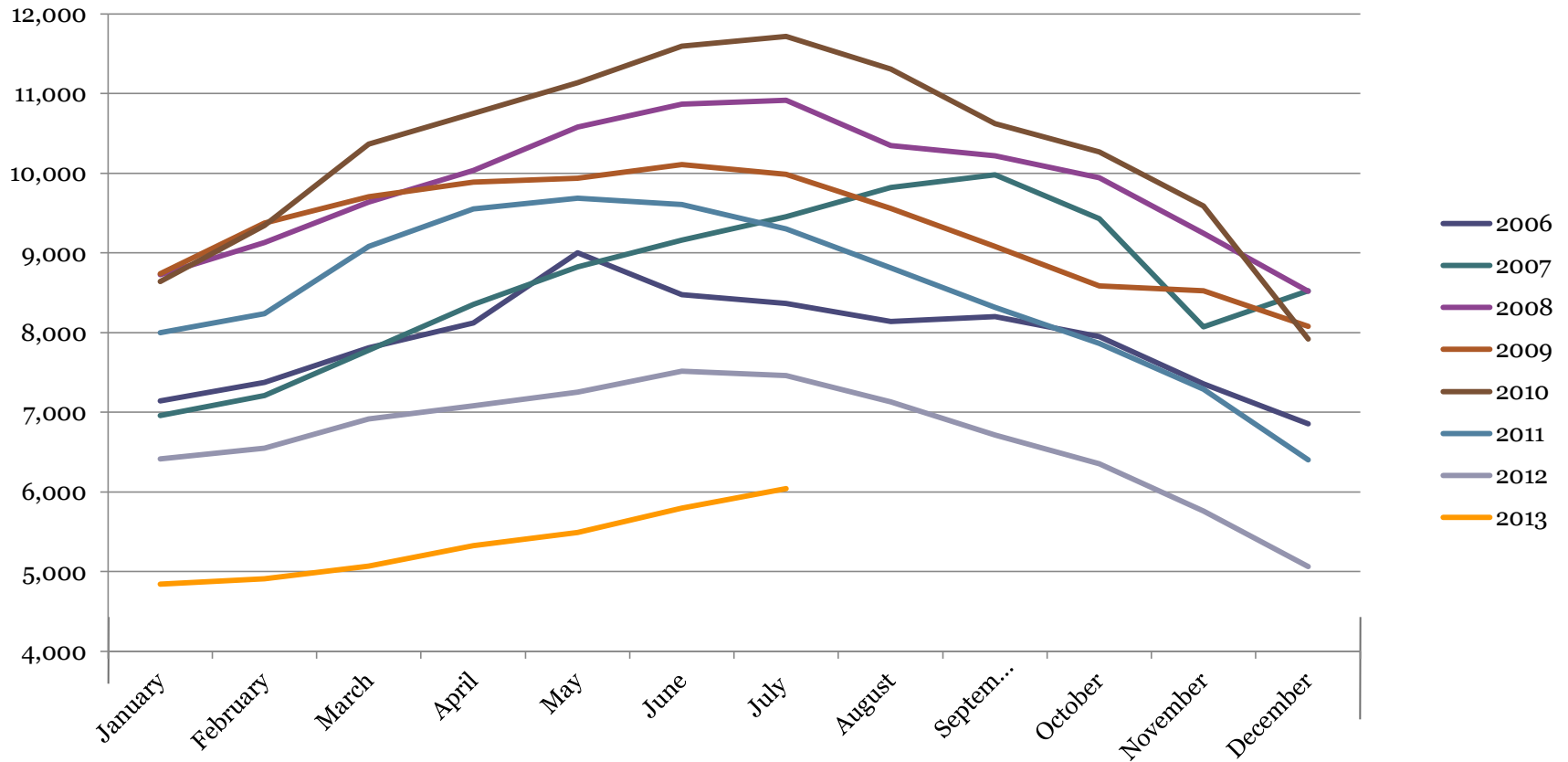


Homes For Sale– July 2013

3

The chart below follows the trends of number of homes for sale during any given month. At the beginning of August, there were 6,043 homes for sale in Austin, Texas. There are fewer homes for sale at this time than in the last 7 years.

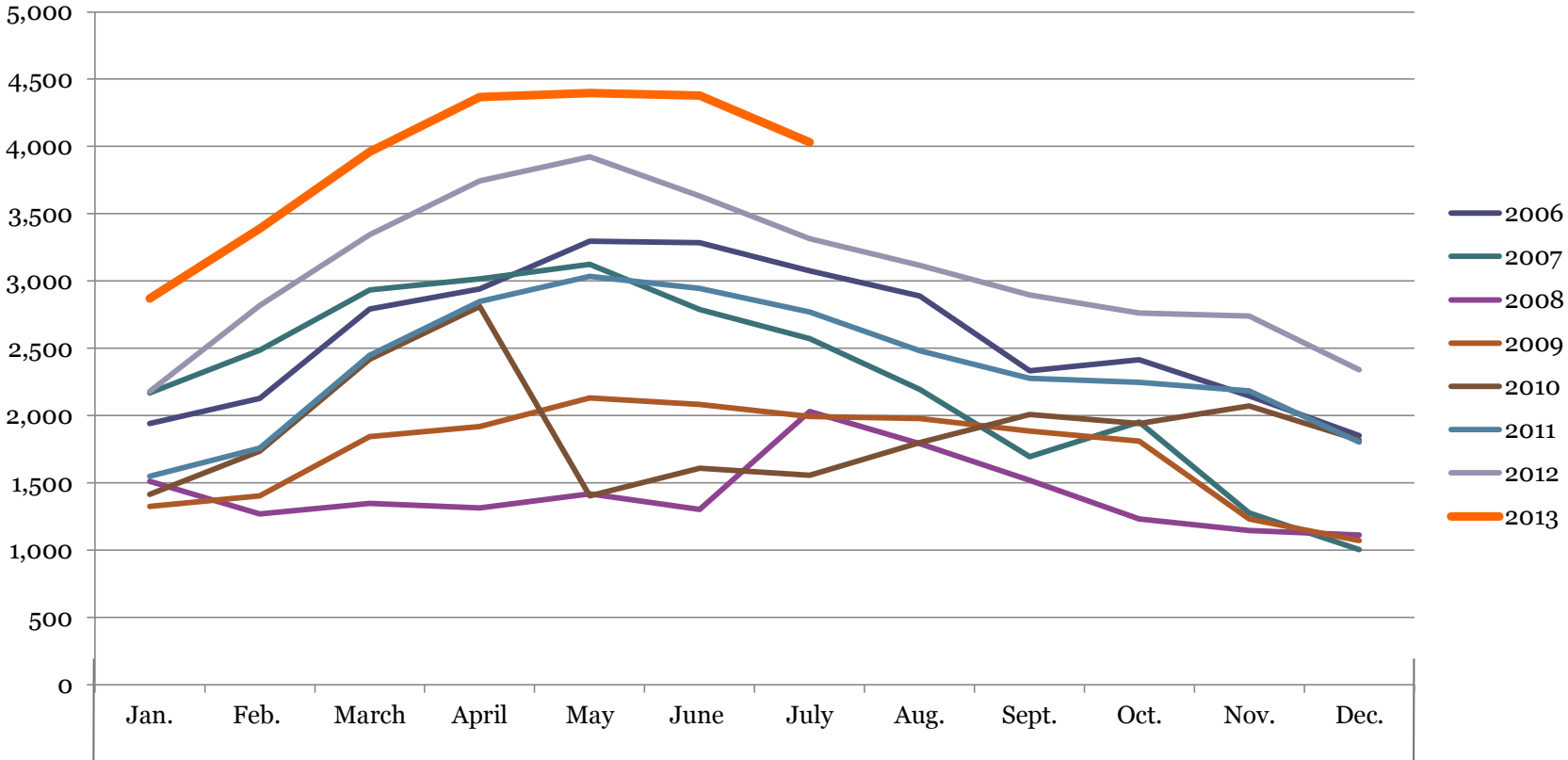
There are 18.9% fewer homes for sale than last year at this time.



Pending Sales per Month– July 2013

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 4,032 homes Pending in Austin, Texas. **This is the highest number of July pendings in the last 7 years.** Because of qualifying, mortgage and approval rates it is taking longer to go from contract to close.



Home Sales by Price Band- July 2013



5 Overall we are in an Extreme Seller's Market with 2.10 months of inventory. On average, home prices are showing Moderate Appreciation. However, the Market is different based on demand and the number of homes for sale in each price range. Homes valued under \$900K are in a Normal or Extreme Seller's Market.

Price Range	# of Solds	Active Listings	Months of Inventory	Market
\$0-\$100k	112	227	2.03	Extreme Sellers Market
\$100-\$200k	1034	1443	1.40	Extreme Sellers Market
\$200-\$300k	762	1373	1.80	Extreme Sellers Market
\$300-\$400k	416	798	1.92	Extreme Sellers Market
\$400k-\$500k	246	620	2.52	Extreme Sellers Market
\$500-\$600k	105	350	3.33	Normal Seller's Market
\$600-\$700k	63	280	4.44	Normal Seller's Market
\$700-\$800k	49	183	3.73	Normal Seller's Market
\$800-\$900k	21	120	5.71	Normal Seller's Market
\$900-\$1M	12	105	8.75	Balanced Market
\$1-\$2M	39	360	9.23	Normal Buyer's Market
\$2-\$3M	11	99	9.00	Normal Buyer's Market
\$3M<	4	85	21.25	Extreme Buyer's Market
Overall MKT	2874	6043	2.10	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

Home Sales by Zip Code- July 2013



- 7 The chart below provides details on how well each Zip Code is currently selling and the impact on home values. 14 out of 19 zip codes have less than 3 months of inventory and are defined as in an Extreme Seller's Market.

Zip Code	# of Solds	Active Listings	Months of Inventory	Median Sales price	Avg DOM
78701	28	64	2.29	\$400,250	37
78702	36	36	1.00	\$251,450	41
78703	24	79	3.29	\$791,500	62
78704	48	52	1.08	\$490,000	32
78705	0	10	n/a	\$0	0
78717	61	63	1.03	\$279,500	21
78722	7	6	0.86	\$315,000	15
78727	36	22	0.61	\$247,000	9
78730	17	52	3.06	\$772,391	62
78731	34	73	2.15	\$537,500	25
78732	54	107	1.98	\$460,775	34
78733	17	32	1.88	\$687,500	71
78734	41	238	5.80	\$359,000	62
78735	31	59	1.90	\$443,500	20
78739	46	51	1.11	\$371,350	14
78746	42	145	3.45	\$875,000	58
78749	70	31	0.44	\$283,200	8
78750	41	50	1.22	\$385,000	20
78759	38	50	1.32	\$387,000	25
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
78703
78704
78705
78731

Northwest Travis Co.

78730
78732
78734

Southwest Austin

78739
78749

Northwest Austin

78717
78727
78750
78759

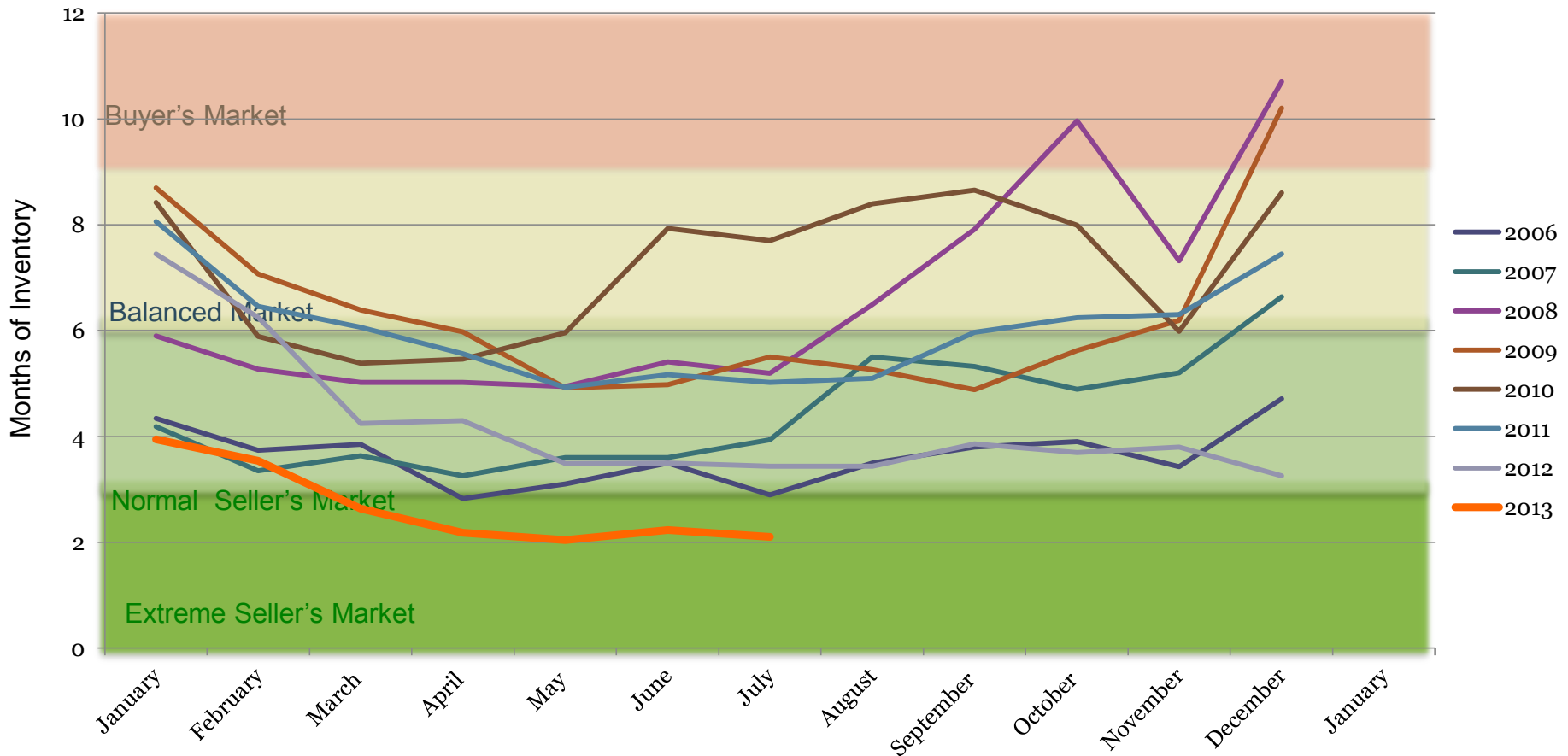
West Austin/Westlake

78733
78735

Absorption Rate: Months of Inventory in Austin 2006-2013



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 - 13 Year Summary

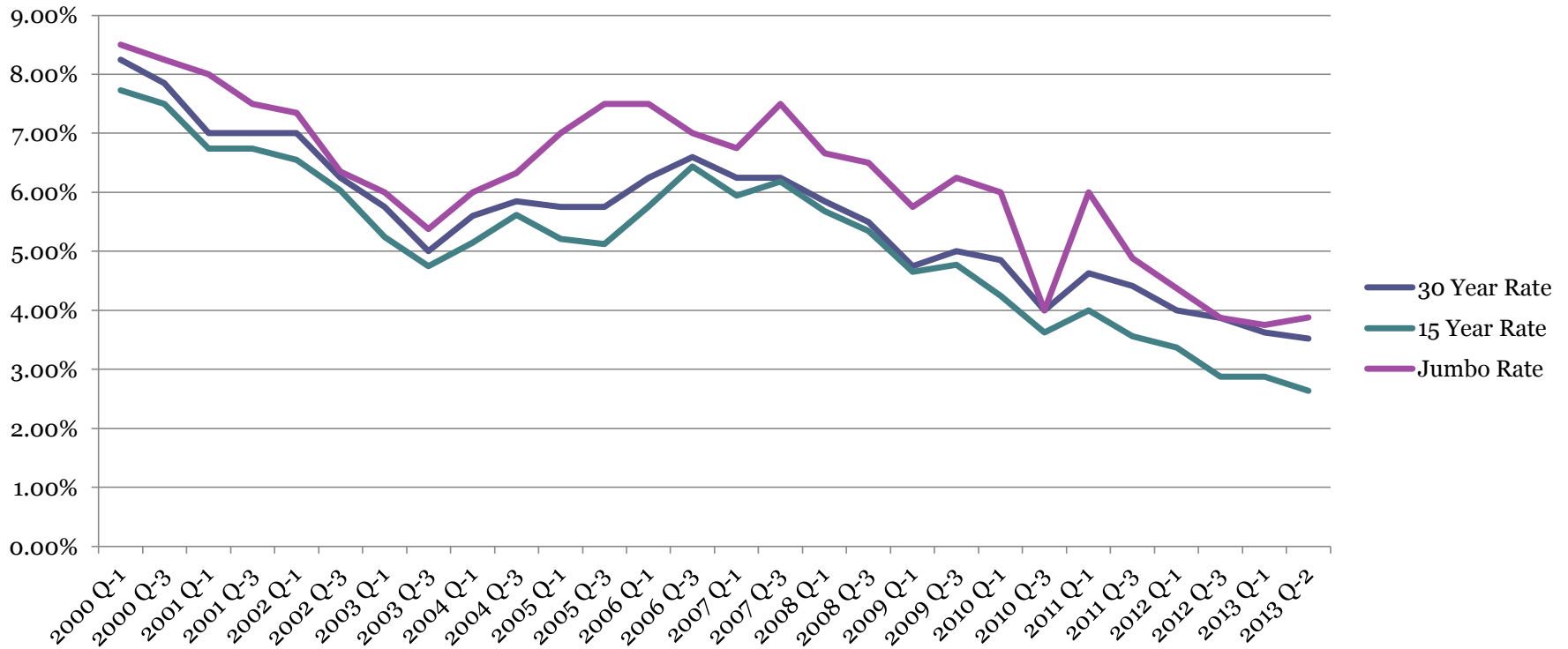


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more buyers qualify to purchase and home sales usually increase. The chart below tracks mortgage rates for the past 12 years. As you can see, mortgage rates are at close to their lowest levels.

Current Rates

Conforming 30 yr: 4.61%
Conforming 15 yr: 3.61%

Jumbo* 30 yr: 4.87%
*(over \$417K loan amount)



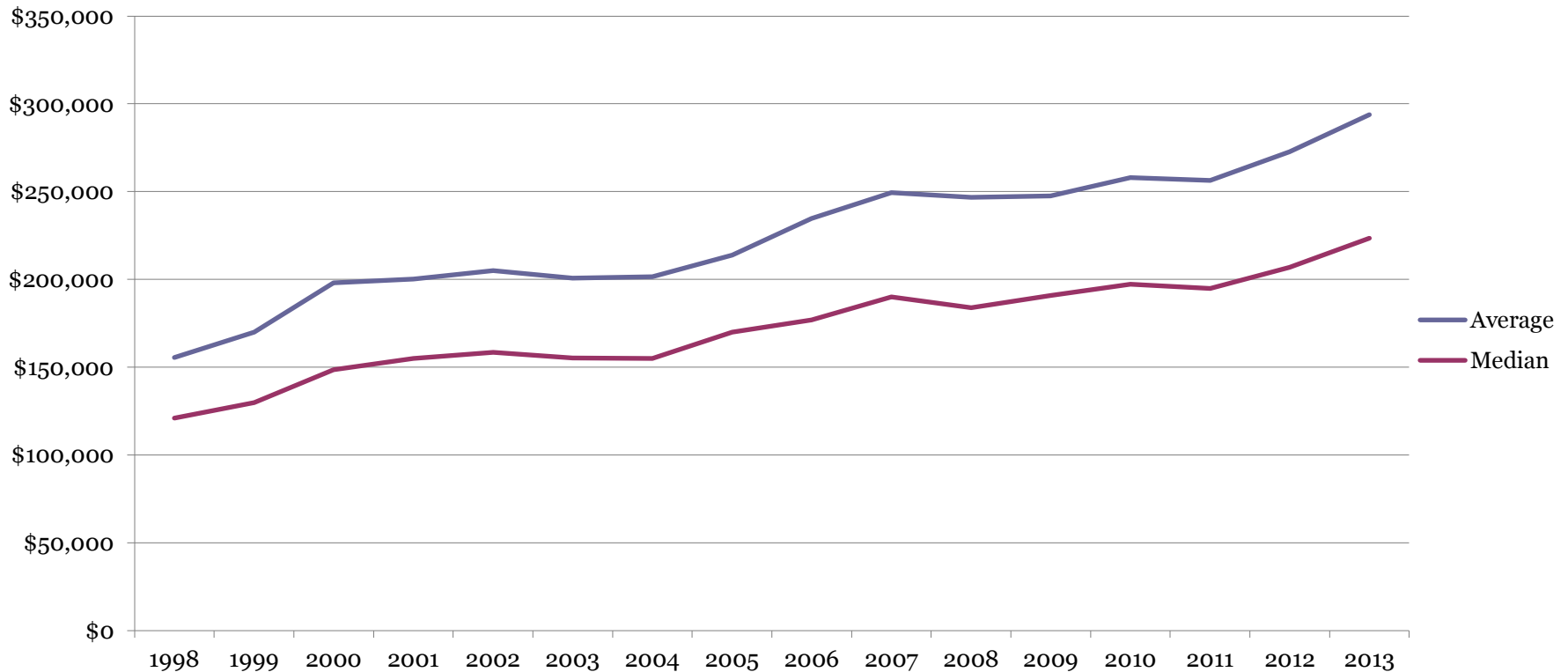
Average and Median Sold 15 Year Summary



8

The chart above follows the trend of average and median sales price per year. Last month the average sales price was \$301,778. The median sold price was \$230,000 last month. The average sales price in July is up 6.1% and the median sales price is up 7.0% from one year ago.

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

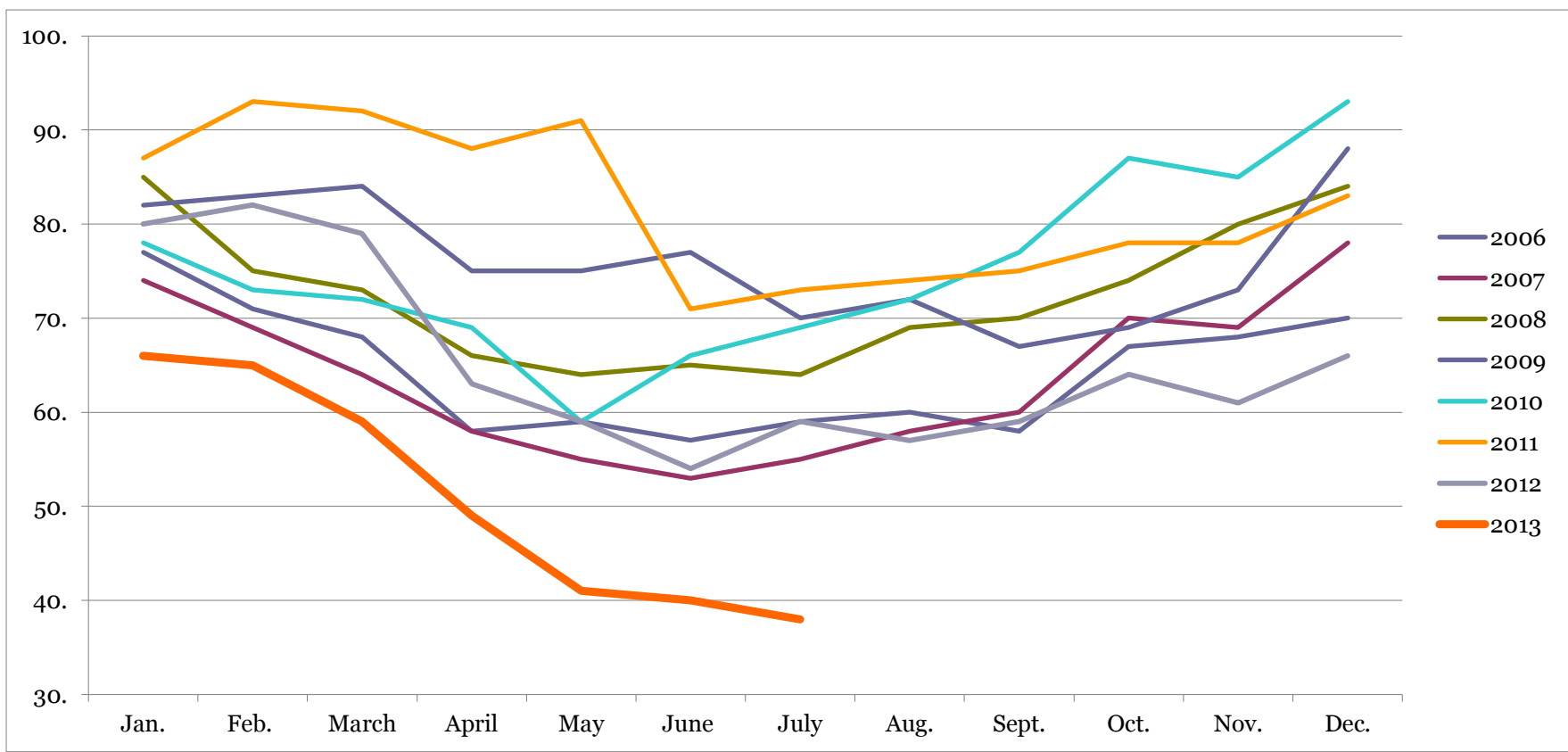


Average Days on Market 2006-2013



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Of the homes that sold last month, the average amount of days they had been on the market was 38 days. This is 35.6% 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.