



WEST AUSTIN
PROPERTIES

October 2013 Austin Real Estate Market Report

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

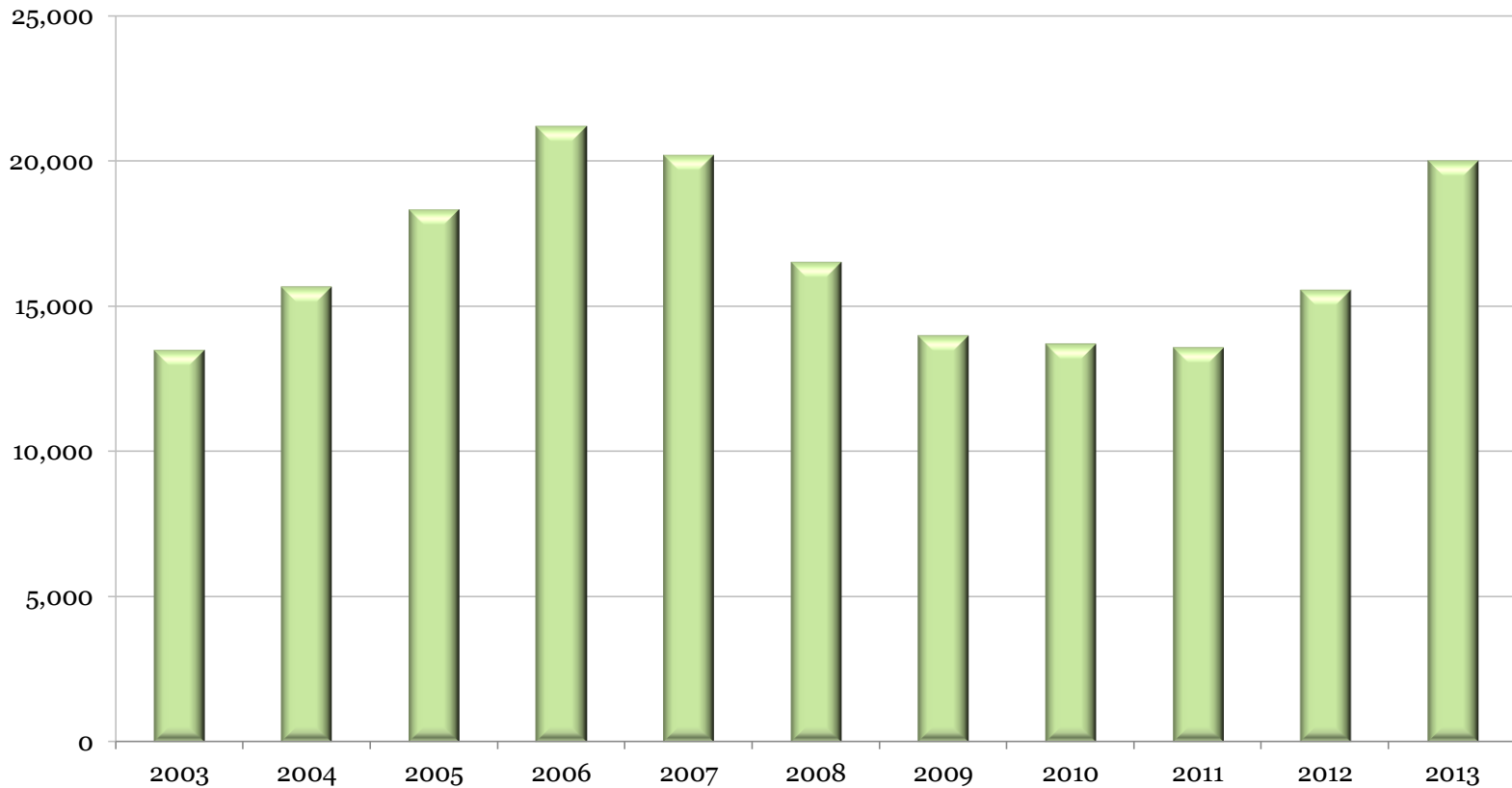
Volume V, Issue X



Year to Date Sales – September 2013

1

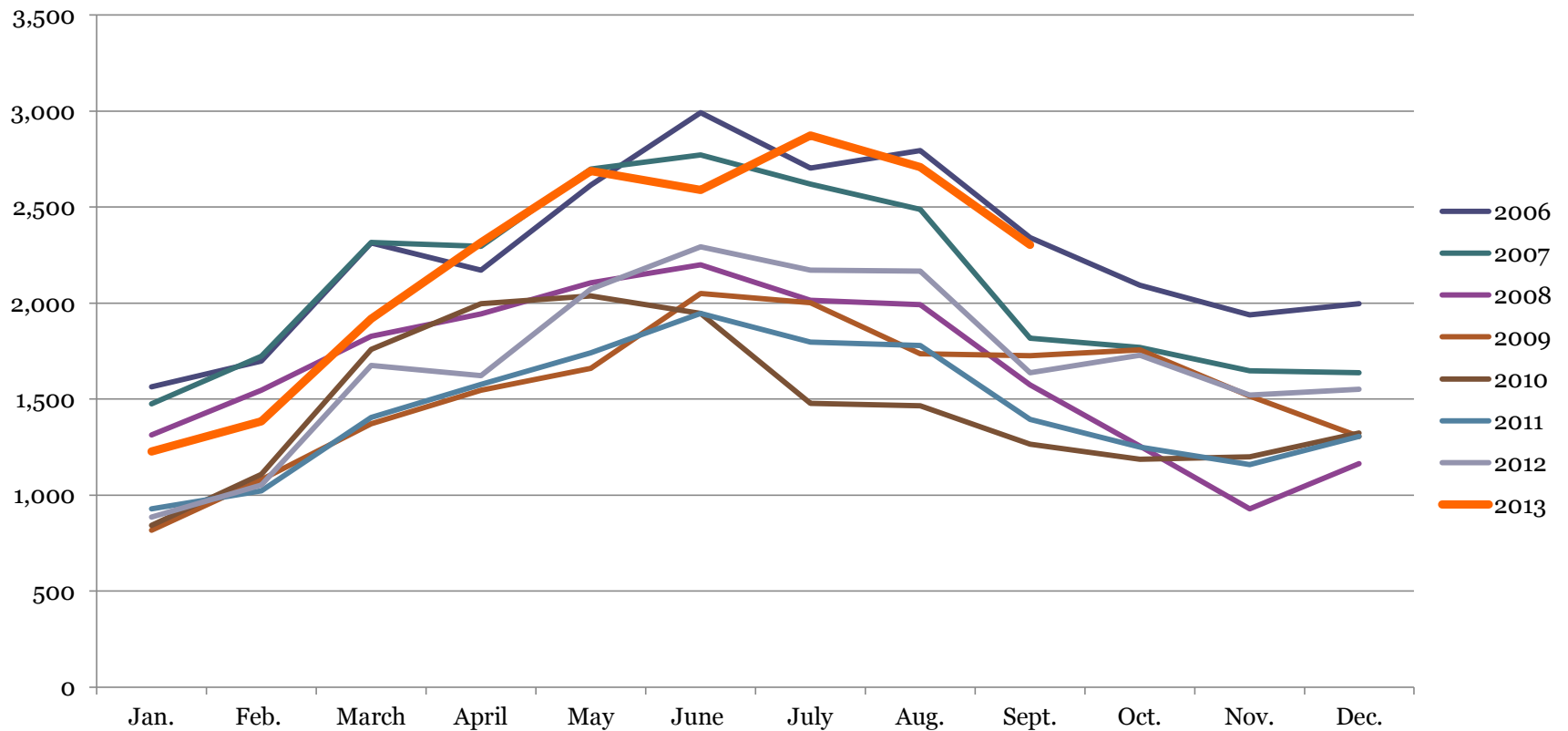
Year-to-date sales in Austin are higher than in the prior 5 years, showing increasing demand and an improving market.



Homes Sold per Month – September 2013

2

The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,303 homes sold in Austin, Texas. More homes sold in August than in the prior 6 years during that month!

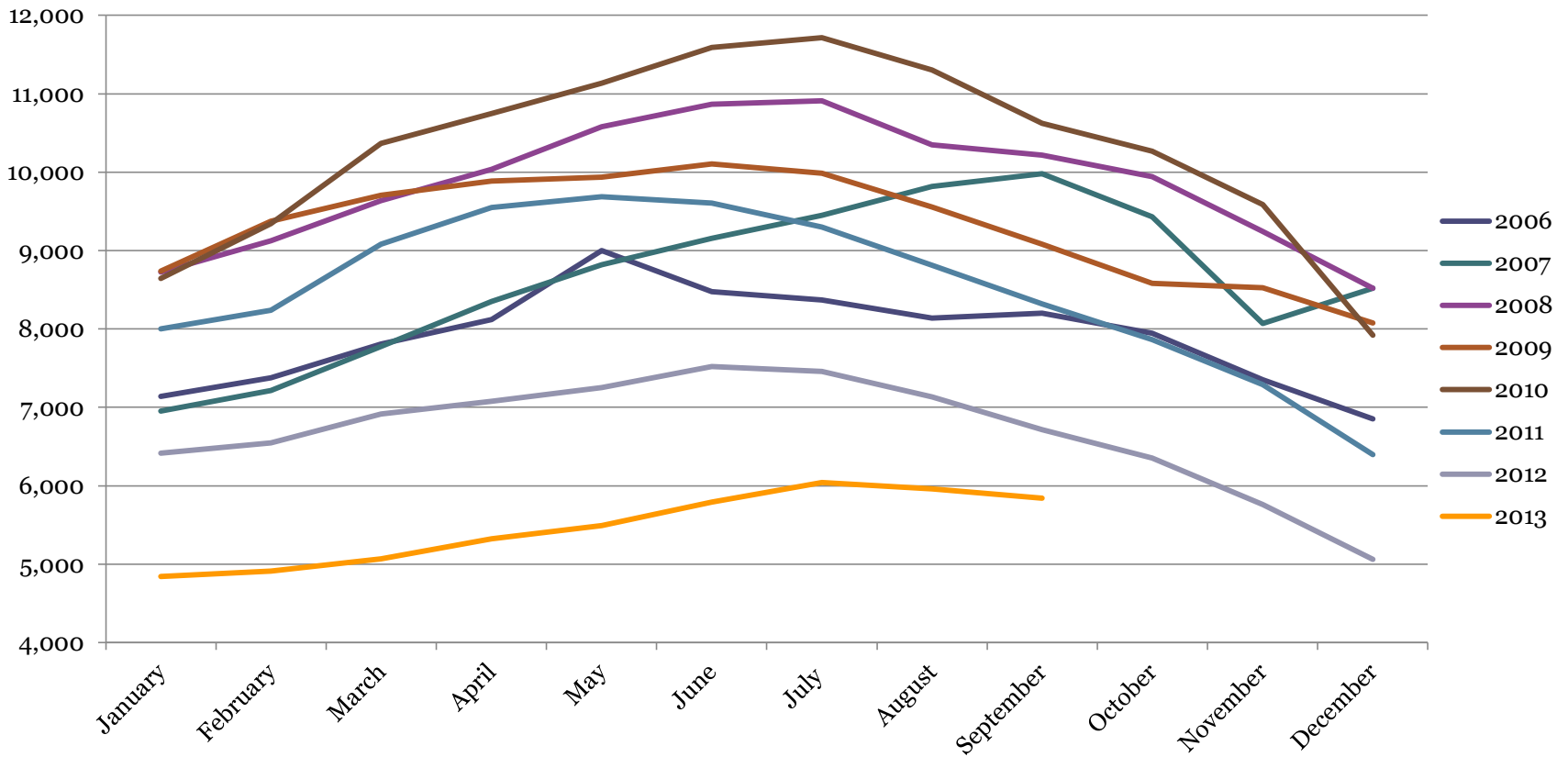


Homes For Sale– October 2013

3

The chart below follows the trends of number of homes for sale during any given month. At the beginning of October, there were 5,844 homes for sale in Austin, Texas. There are fewer homes for sale at this time than in the last 7 years.

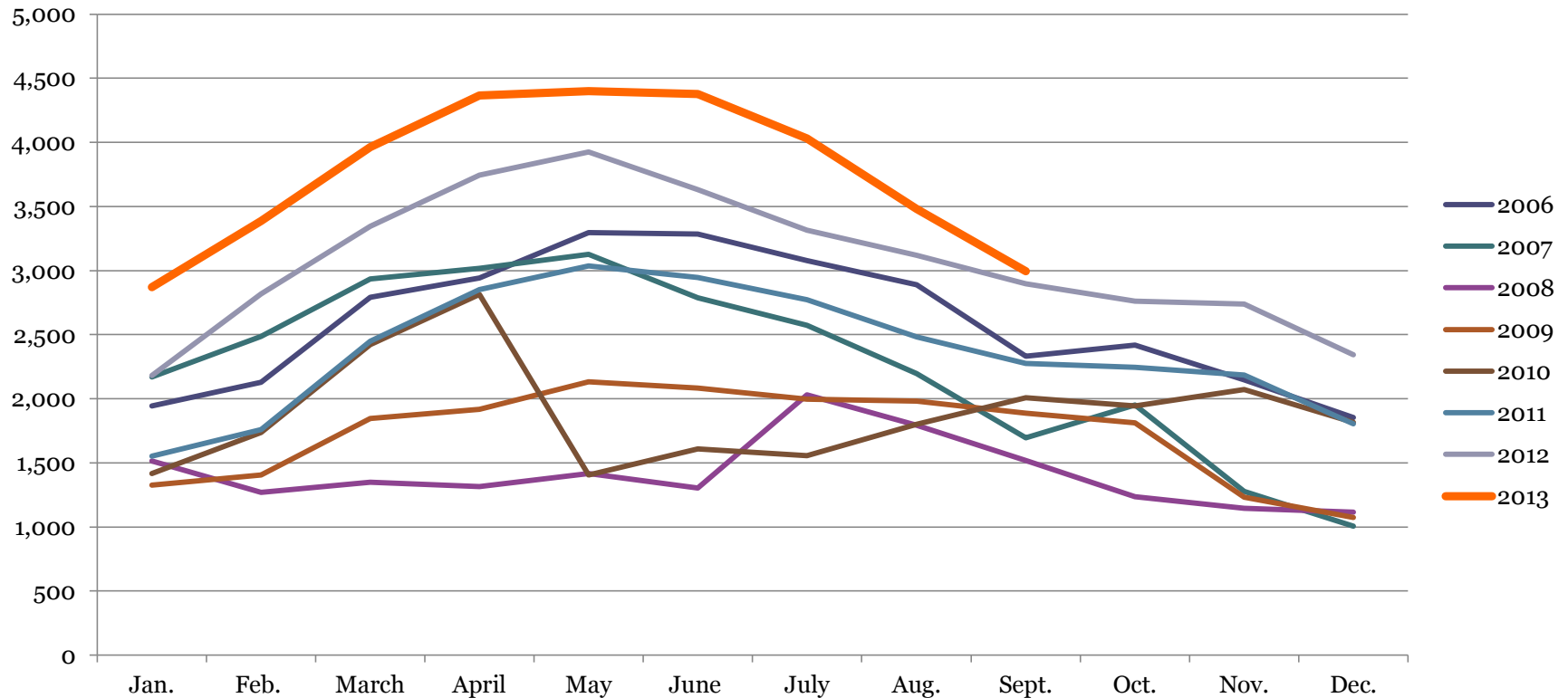
There are 13% fewer homes for sale than last year at this time.



Pending Sales per Month– October 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 2,995 homes Pending in Austin, Texas. **This is the highest number of September 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- September 2013

5 Overall we are in an Extreme Seller's Market with 2.54 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 \$600K are in a Normal or Extreme Seller's Market.

Price Range	# of Solds	Active Listings	Months of Inventory	Market
\$0-\$100k	77	236	3.06	Normal Seller's Market
\$100-\$200k	891	1417	1.59	Extreme Sellers Market
\$200-\$300k	663	1287	1.94	Extreme Sellers Market
\$300-\$400k	293	809	2.76	Extreme Sellers Market
\$400k-\$500k	162	614	3.79	Normal Seller's Market
\$500-\$600k	74	342	4.62	Normal Seller's Market
\$600-\$700k	41	269	6.56	Balanced Market
\$700-\$800k	25	179	7.16	Balanced Market
\$800-\$900k	21	116	5.52	Normal Seller's Market
\$900-\$1M	14	86	6.14	Balanced Market
\$1-\$2M	31	311	10.03	Normal Buyer's Market
\$2-\$3M	4	88	22.00	Extreme Buyer's Market
\$3M<	3	83	27.67	Extreme Buyer's Market
Overall MKT	2299	5837	2.54	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- September 2013

7 The chart below provides details on how well each Zip Code is currently selling and the impact on home values. 13 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	24	68	2.83	\$430,000	54
78702	12	55	4.58	\$308,000	25
78703	21	56	2.67	\$939,500	67
78704	33	58	1.76	\$424,600	30
78705	5	8	1.60	\$500,000	45
78717	35	59	1.69	\$275,497	34
78722	8	8	1.00	\$365,000	19
78727	27	21	0.78	\$247,900	12
78730	10	47	4.70	\$746,250	131
78731	27	67	2.48	\$540,000	54
78732	34	87	2.56	\$370,750	50
78733	11	34	3.09	\$673,000	43
78734	38	235	6.18	\$350,815	70
78735	16	60	3.75	\$477,000	52
78739	35	38	1.09	\$387,500	26
78746	35	132	3.77	\$815,000	23
78749	52	39	0.75	\$288,500	19
78750	26	40	1.54	\$393,500	49
78759	39	44	1.13	\$407,000	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

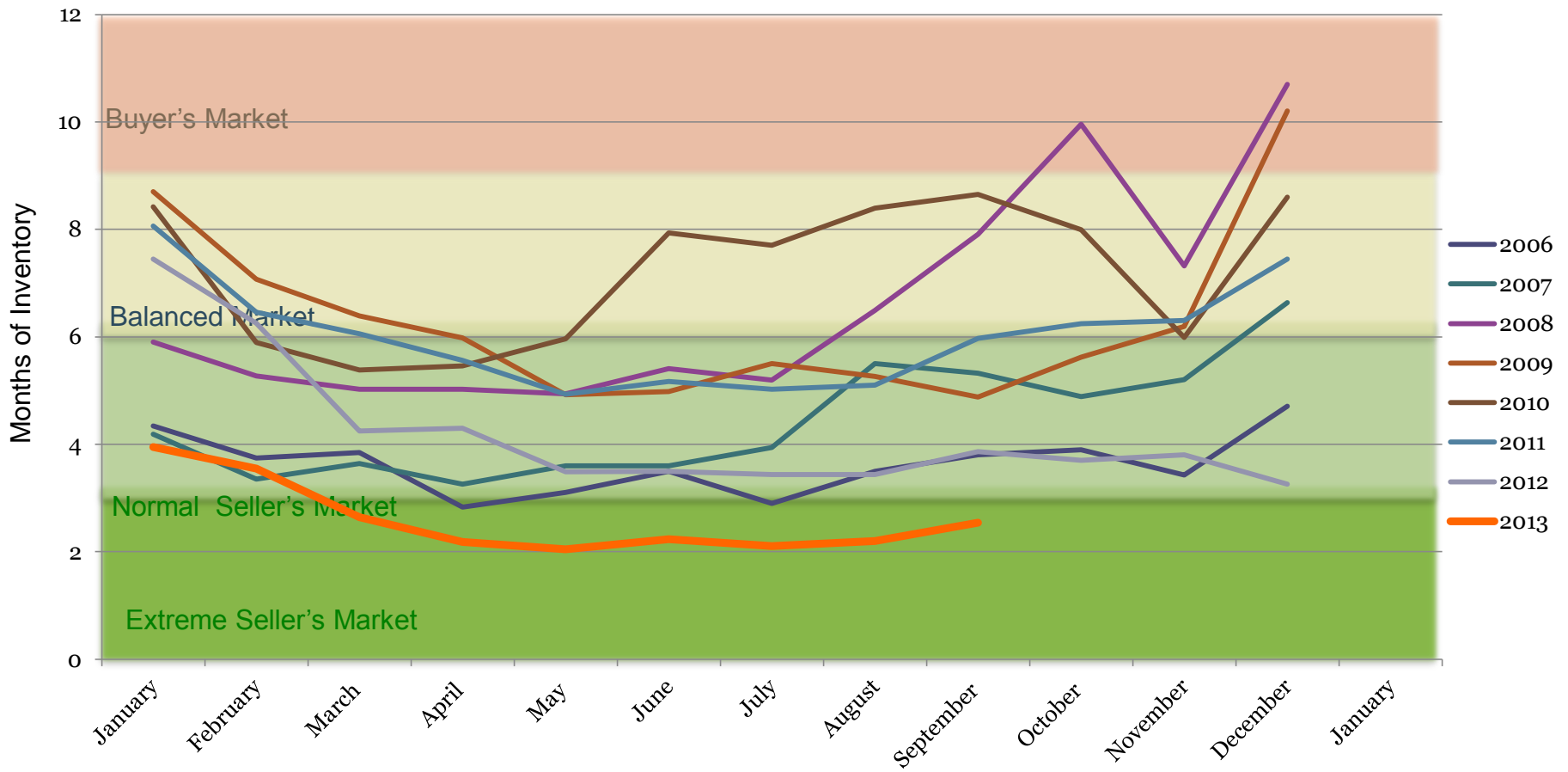
West Austin/Westlake

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

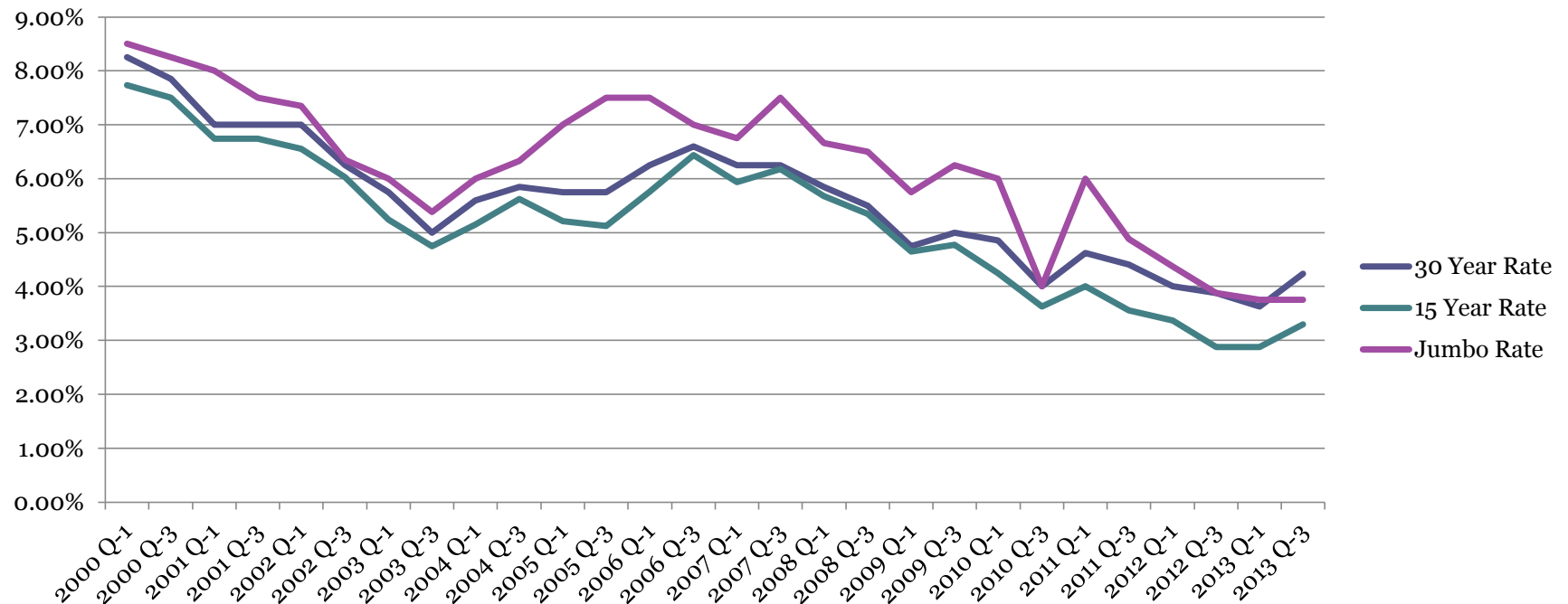


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more 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: 4.24%
Conforming 15 yr: 3.30%

Jumbo* 30 yr: 3.75%
*(over \$417K loan amount)



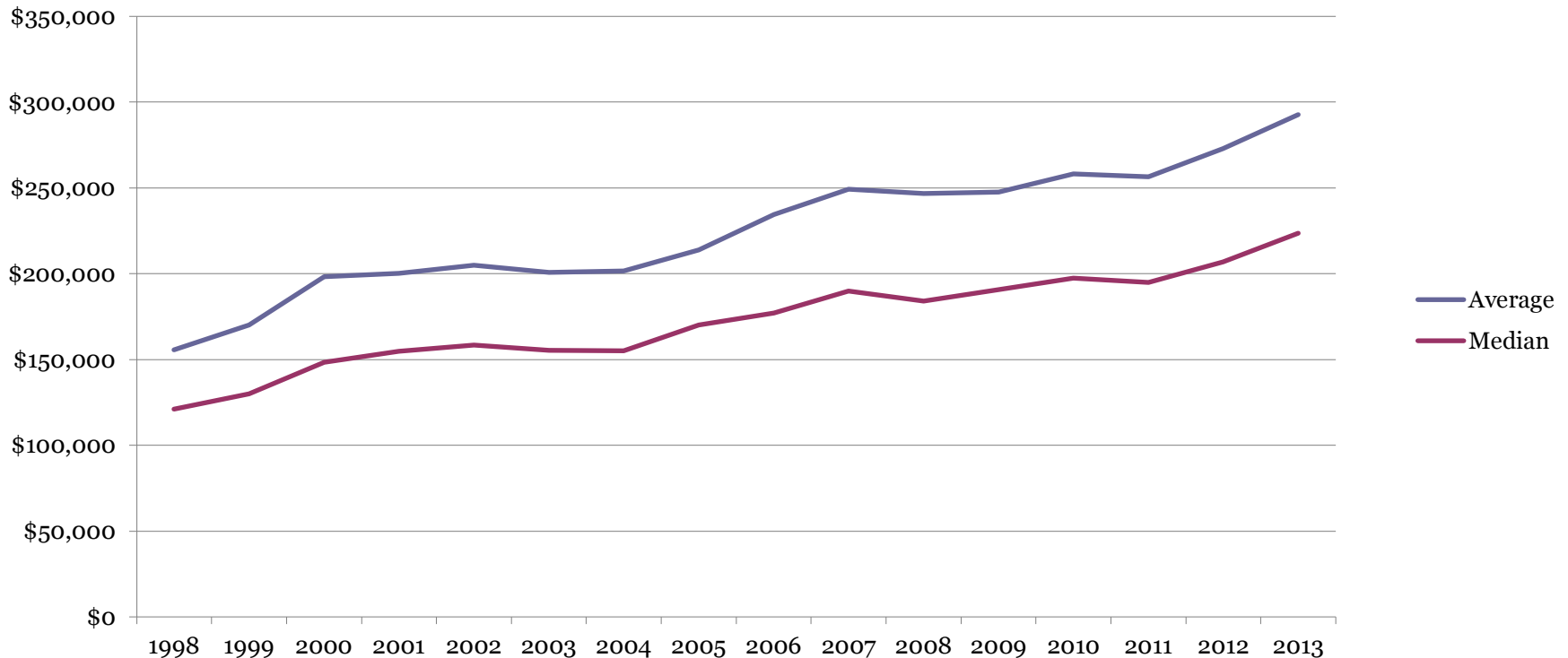
Average and Median Sold 15 Year Summary



8

The chart above follows the trend of average and median sales price per year. Last month the average sales price was \$289,920. The median sold price was \$223,135 last month. The average sales price in September is up 8.9% and the median sales price is up 10.1% from one year ago.

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

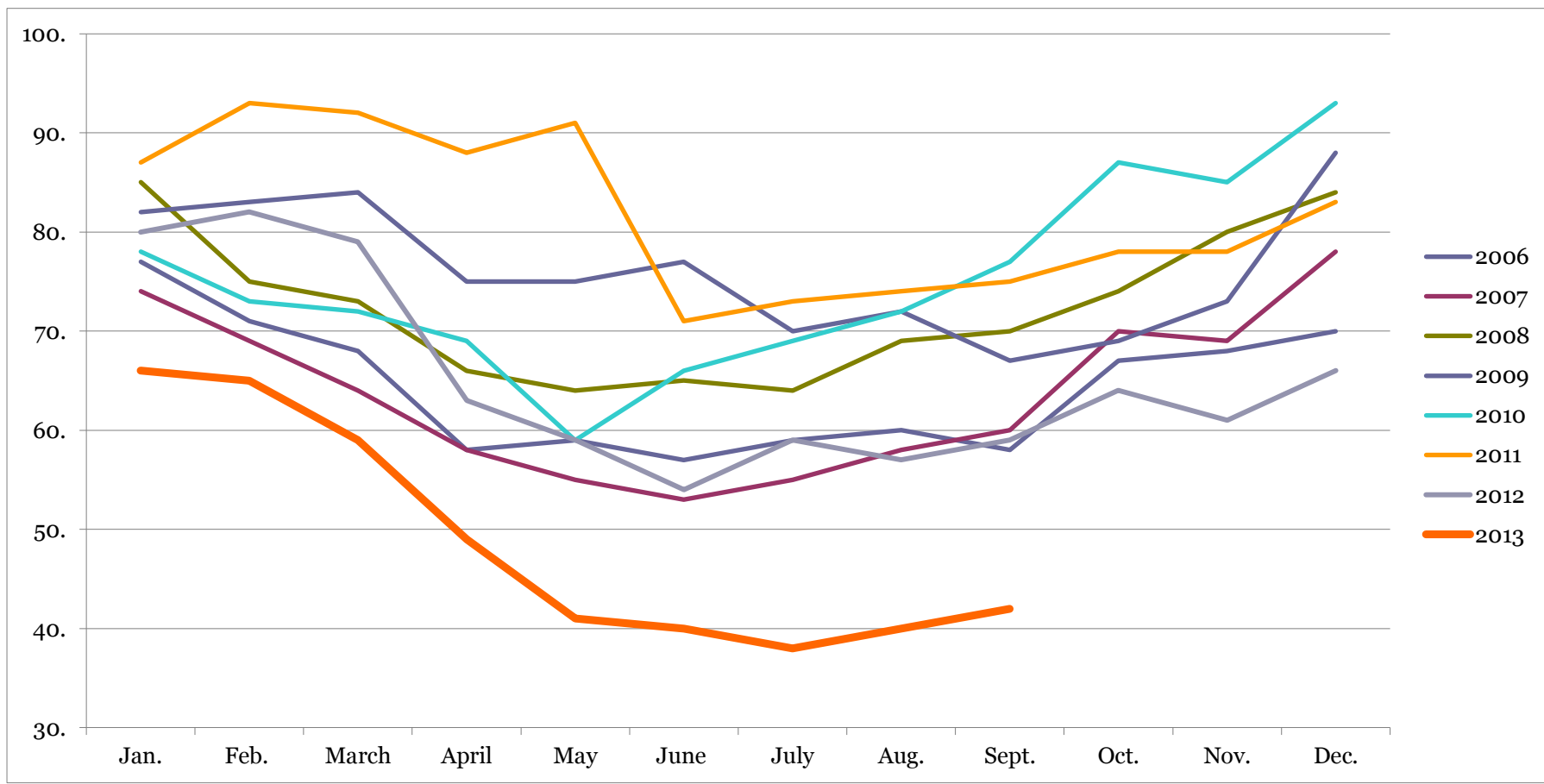


Average Days on Market 2006-2013



9

Of the homes that sold last month, the average amount of days they had been on the market was 42 days. This is 28.8% fewer days than a year ago.





Laura Duggan,

Broker/Owner

REALTOR® CIAS, CIPS,
 CLHMS, CDPE, CRB, CRS

Direct: (512) 750-2425

Email: laura@westaustin.com



Gail Boston,

Partner

REALTOR® ABR, E-PRo

Direct: (512) 626-5348

Email: gail@westaustin.com



Katy Duggan- Freshour,

REALTOR® CIAS, CDPE

Direct: (512) 826-4316

Email: katy@westaustin.com

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.