



WEST AUSTIN
PROPERTIES

December 2013 Austin Real Estate Market Report

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

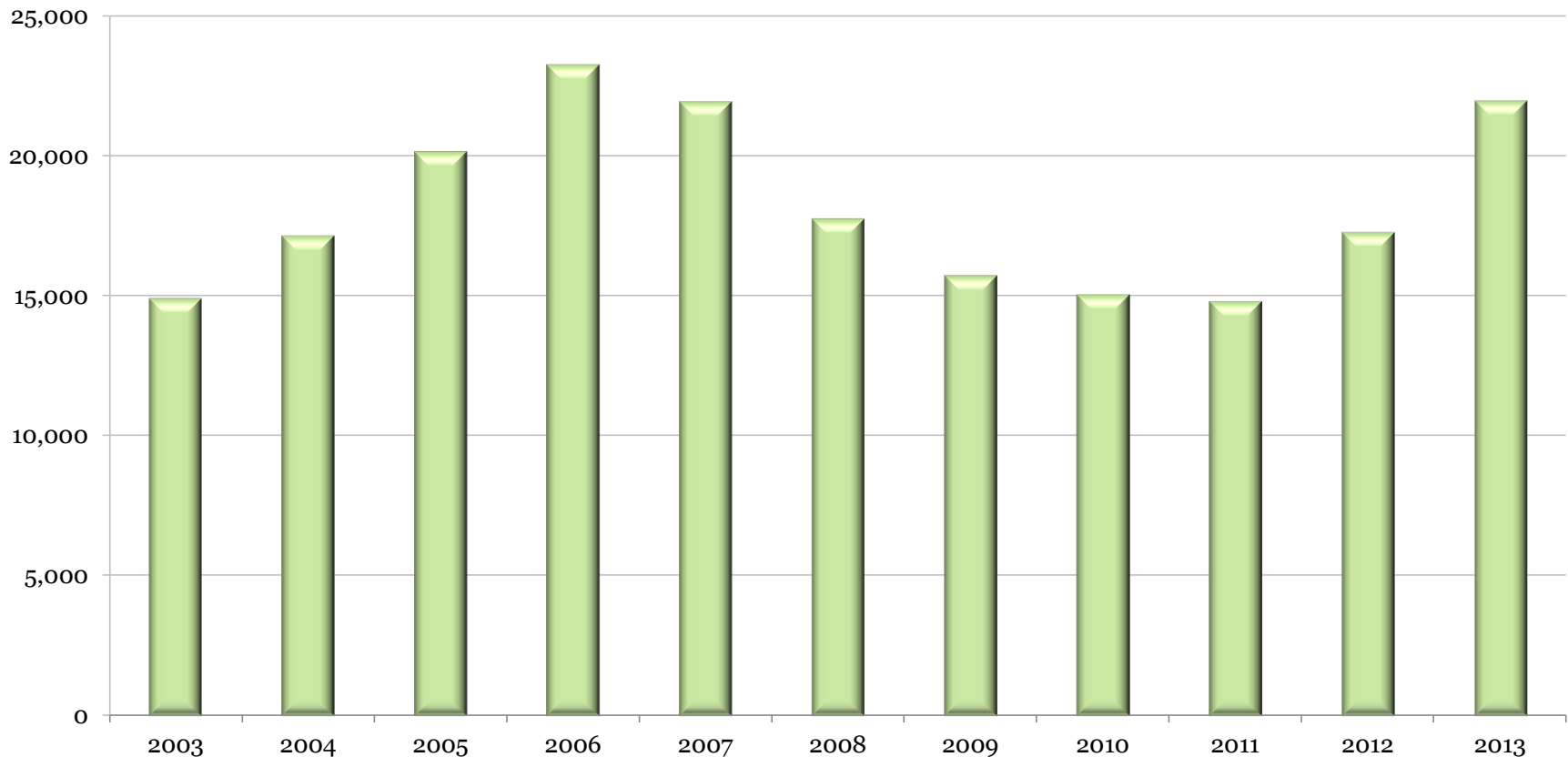
Volume V, Issue XII



Year to Date Sales – November 2013

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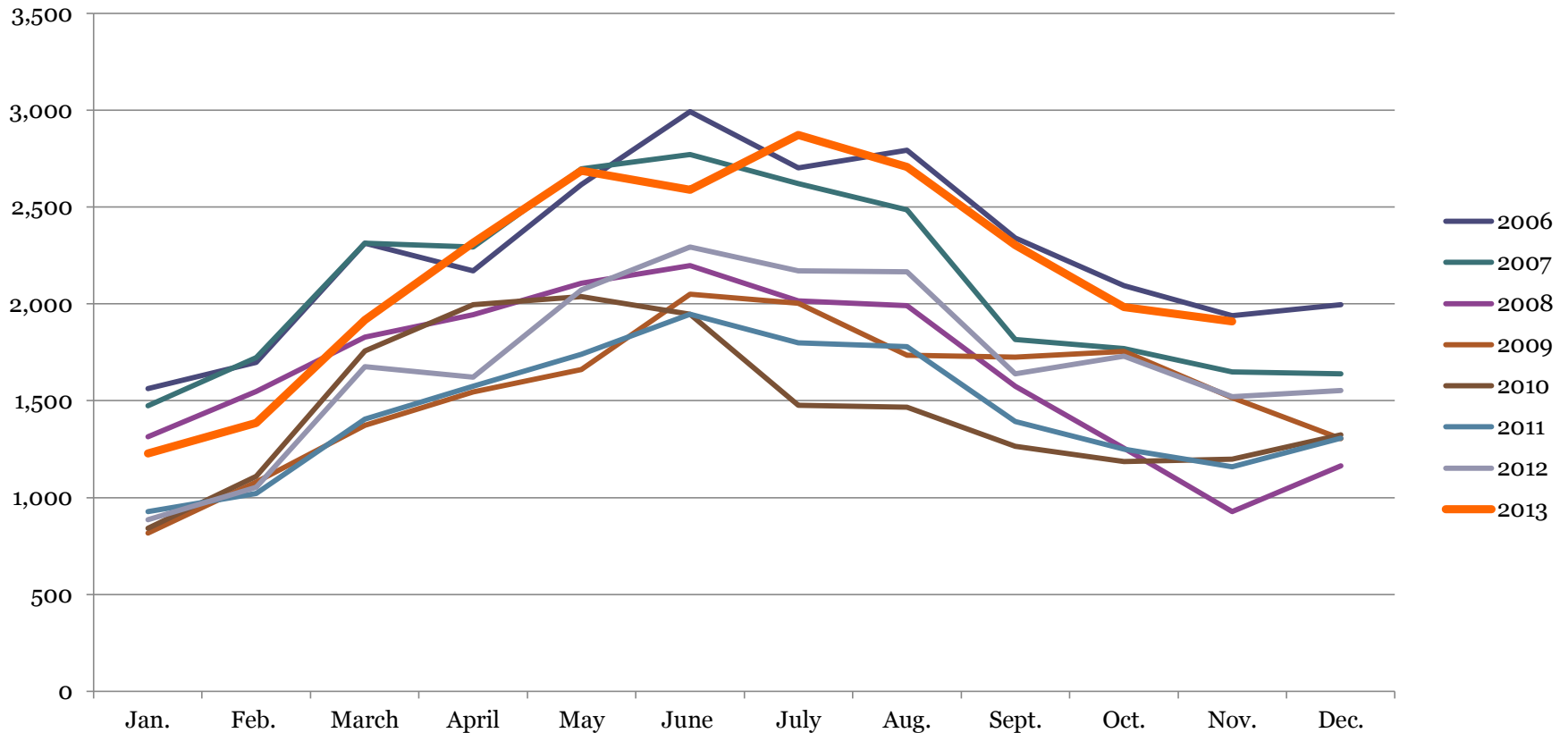
Year-to-date sales in Austin are higher than in the prior 6 years, showing increasing demand and an improving market.



Homes Sold per Month – November 2013

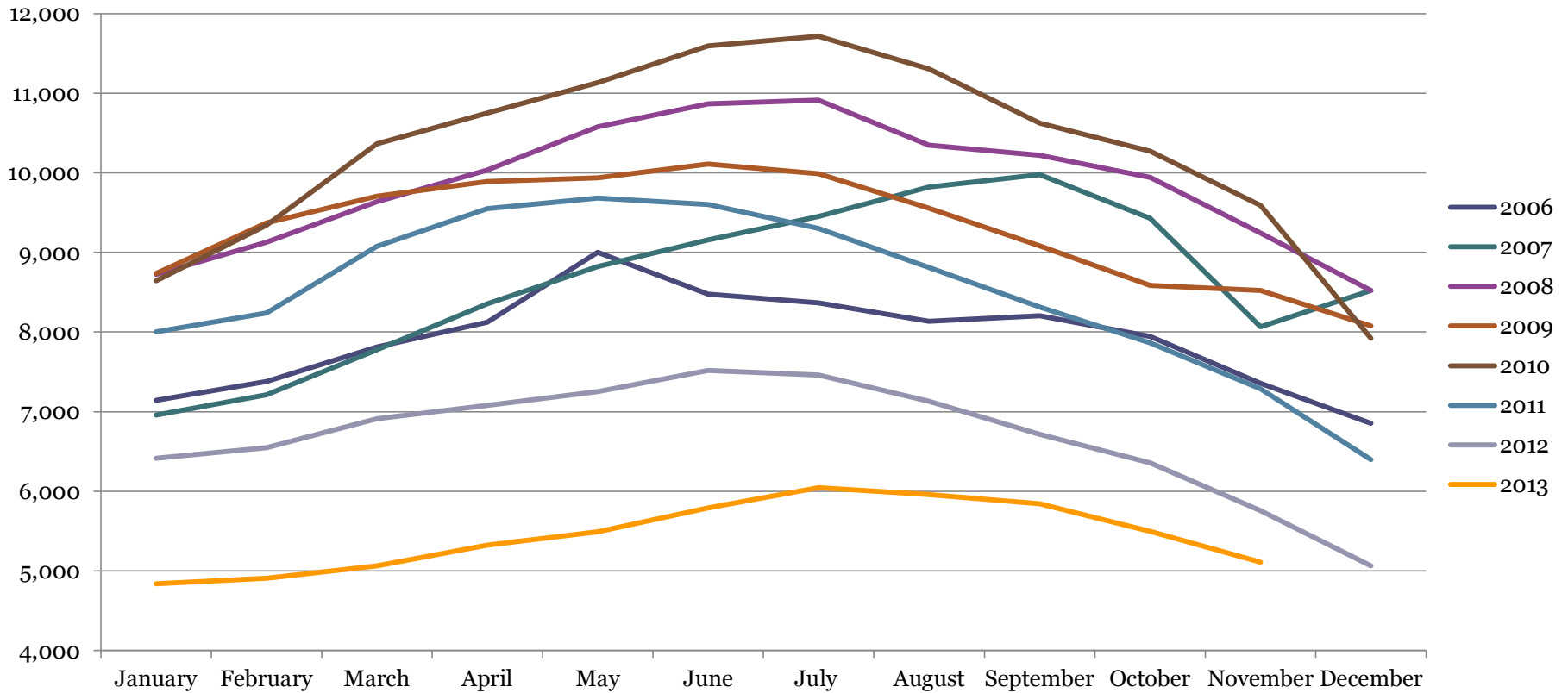
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The chart below follows the trends of numbers of homes sold during any given month. Last month there were 1,910 homes sold in Austin, Texas. More homes sold in November than in the prior 6 years during that month!



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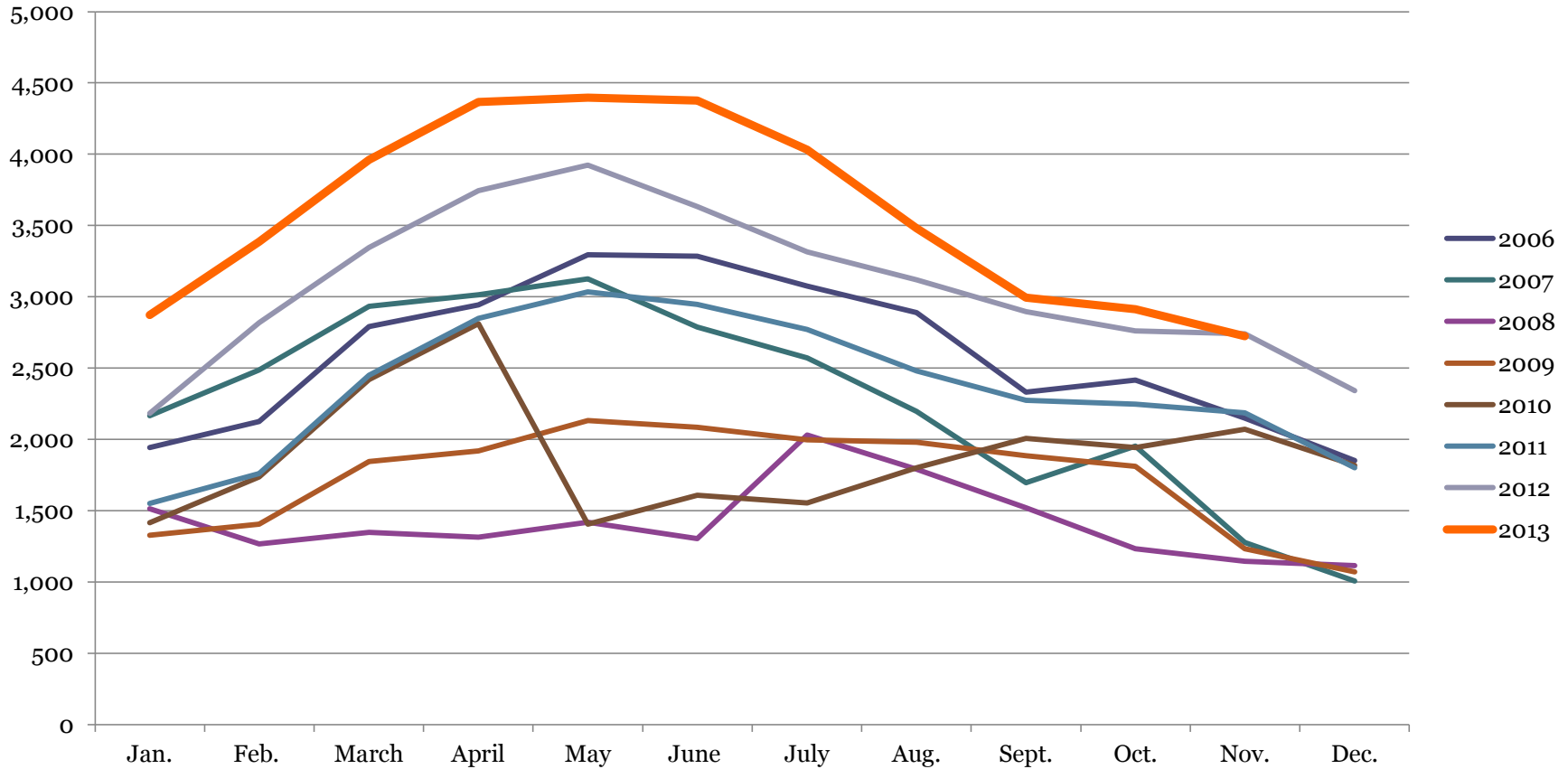
The chart below follows the trends of the number of homes for sale during any given month. At the beginning of December, there were 5,109 homes for sale in Austin, Texas. There are fewer homes for sale at this time than in the last 7 years. **There are 11.3% fewer homes for sale than last year at this time.**



Pending Sales per Month– December 2013

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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 2,724 homes Pending in Austin, Texas. **This is the second highest number of December 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- November 2013

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Overall we are in an Extreme Seller's Market with 2.68 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 \$700K are in a Normal or Extreme Seller's Market.

Price Range	# of Solds	Active Listings	Months of Inventory	Market
\$0-\$100k	84	196	2.33	Extreme Sellers Market
\$100-\$200k	760	1100	1.45	Extreme Sellers Market
\$200-\$300k	472	1181	2.50	Extreme Sellers Market
\$300-\$400k	272	809	2.97	Extreme Sellers Market
\$400k-\$500k	126	543	4.31	Normal Seller's Market
\$500-\$600k	66	314	4.76	Normal Seller's Market
\$600-\$700k	41	221	5.39	Normal Seller's Market
\$700-\$800k	19	174	9.16	Normal Buyer's Market
\$800-\$900k	12	88	7.33	Balanced Market
\$900-\$1M	10	76	7.60	Balanced Market
\$1-\$2M	34	257	7.56	Balanced Market
\$2-\$3M	7	68	9.71	Normal Buyer's Market
\$3M<	2	75	37.50	Extreme Buyer's Market
Overall MKT	1905	5102	2.68	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- November 2013

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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	27	53	1.96	\$454,900	55
78702	22	51	2.32	\$284,825	43
78703	24	53	2.21	\$894,000	40
78704	29	59	2.03	\$513,000	40
78705	2	7	3.50	\$533,500	16
78717	42	39	0.93	\$266,250	40
78722	6	6	1.00	\$350,000	18
78727	19	17	0.89	\$250,000	20
78730	30	32	1.07	\$897,500	85
78731	20	54	2.70	\$610,000	59
78732	23	73	3.17	\$350,000	65
78733	8	30	3.75	\$577,500	119
78734	29	199	6.86	\$345,000	104
78735	19	47	2.47	\$425,000	72
78739	29	37	1.28	\$359,000	31
78746	22	102	4.64	\$756,160	74
78749	34	25	0.74	\$297,075	16
78750	29	27	0.93	\$210,000	28
78701	27	53	1.96	\$454,900	55
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
78722
78731

Northwest Travis Co.
78730
78732
78734

Southwest Austin
78739
78749

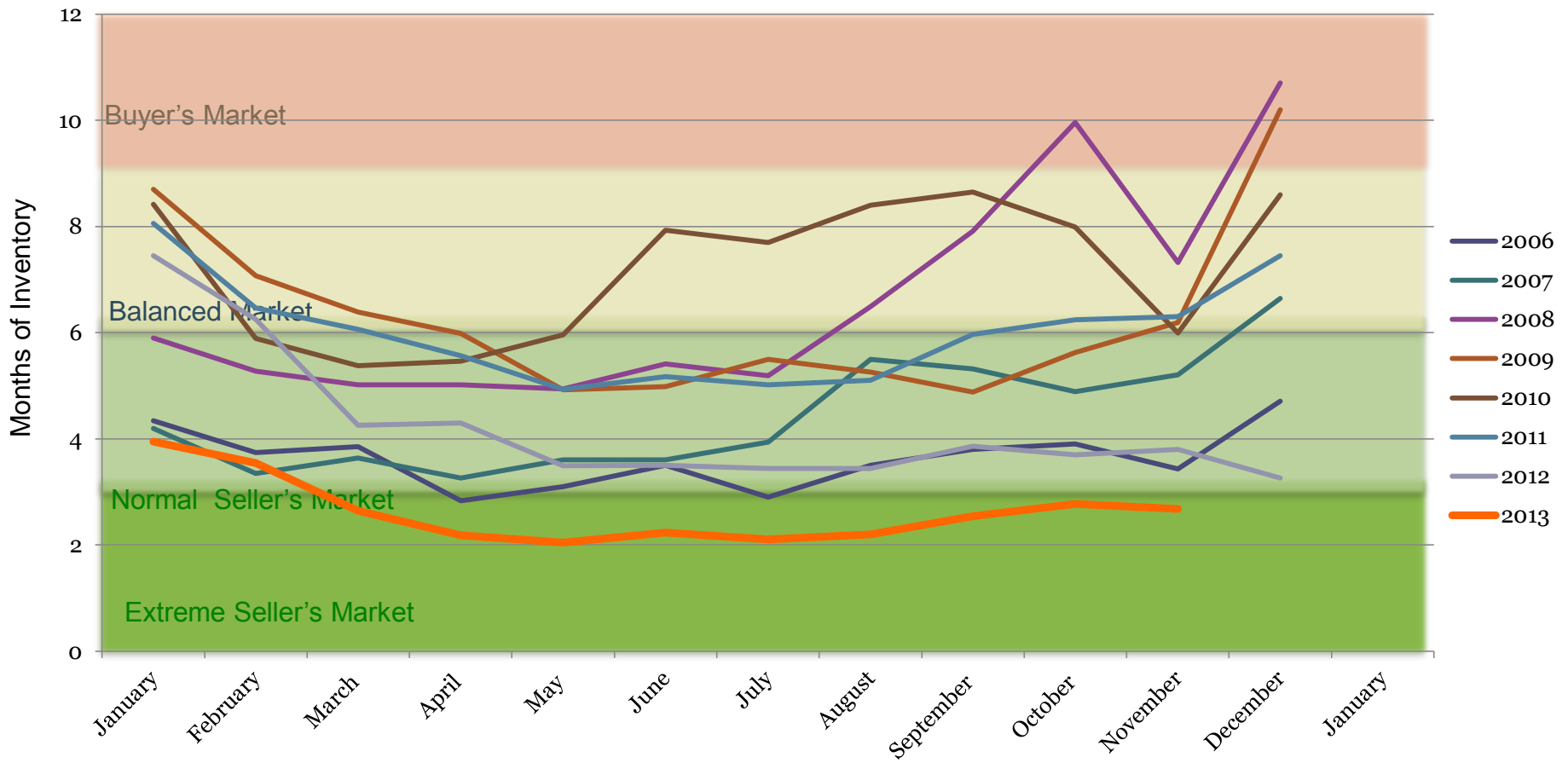
Northwest Austin
78717
78727
78750
78759

West Austin/Westlake
78733
78735
78746

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

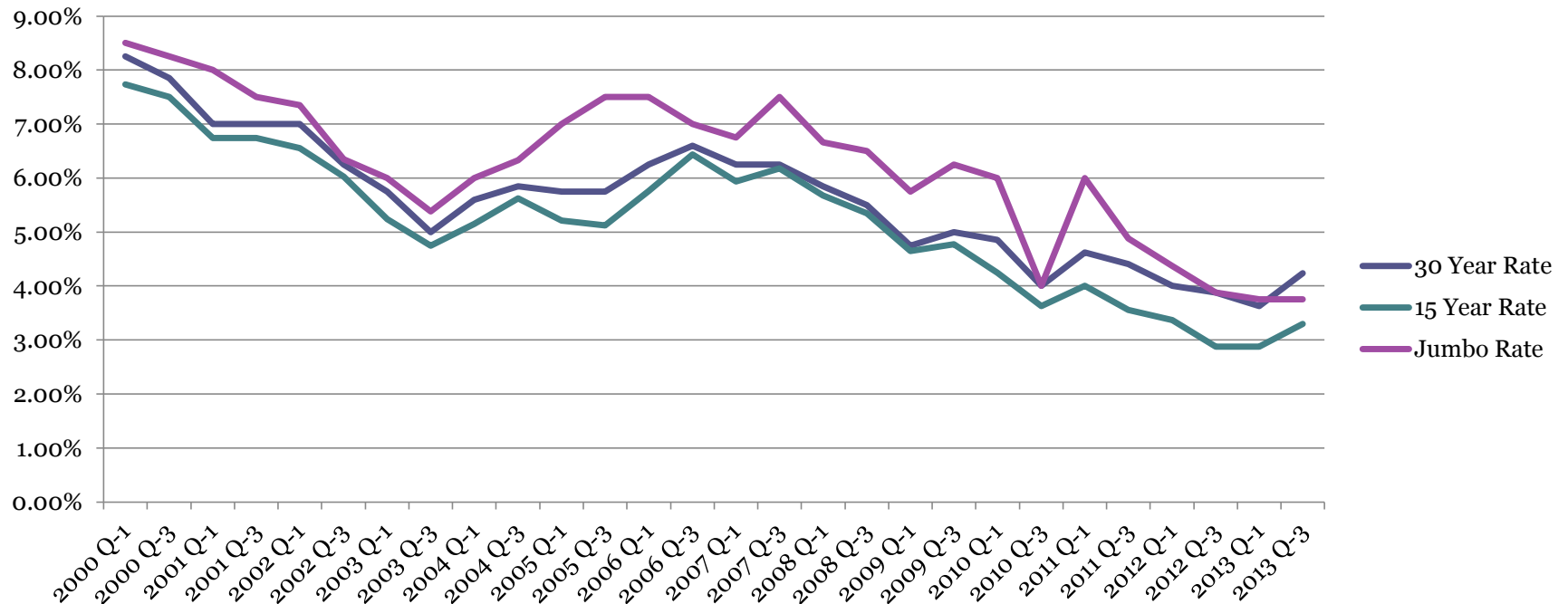


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more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



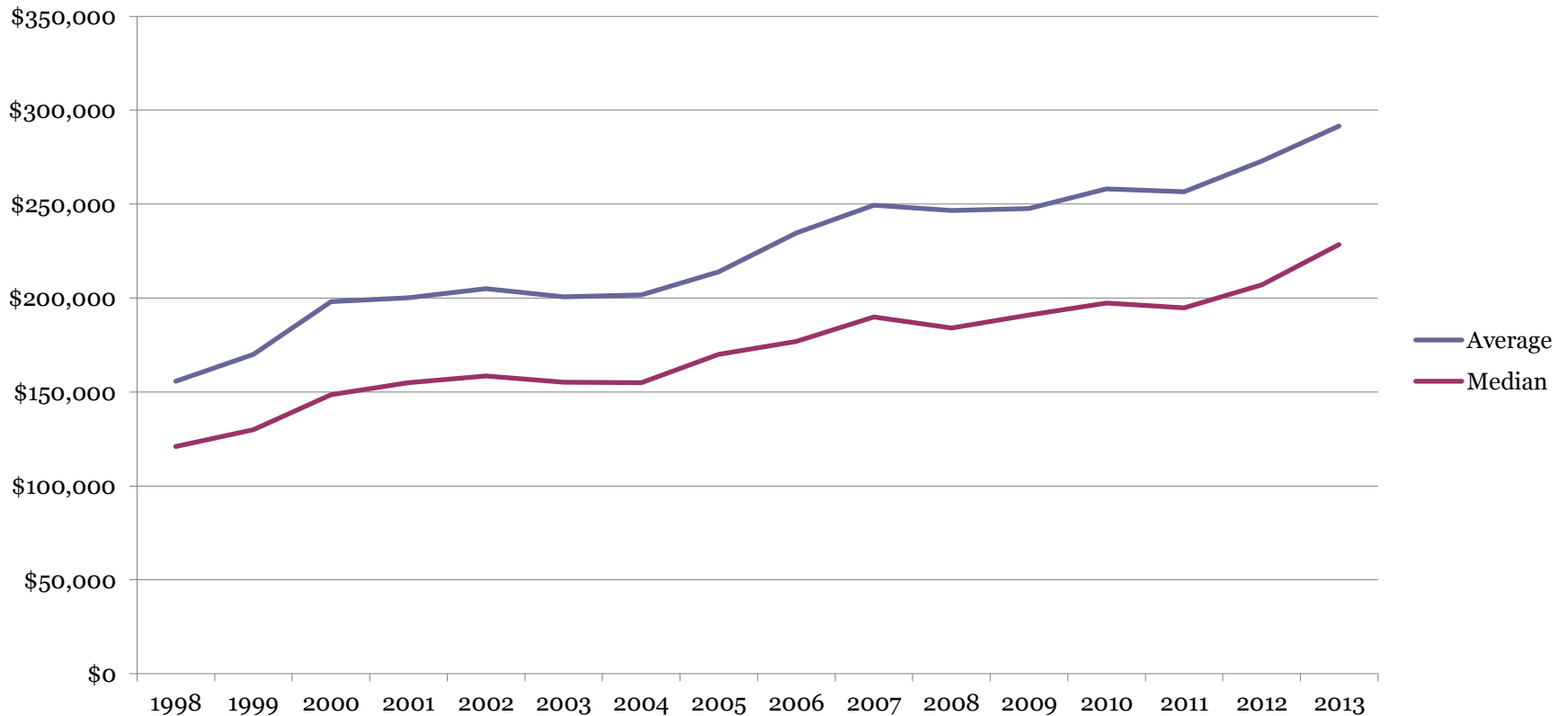
Average and Median Sold 15 Year Summary



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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 \$296,260. The median sold price was \$249,970 last month. The average sales price in October is up 6.45% and the median sales price is up 25% from one year ago.

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

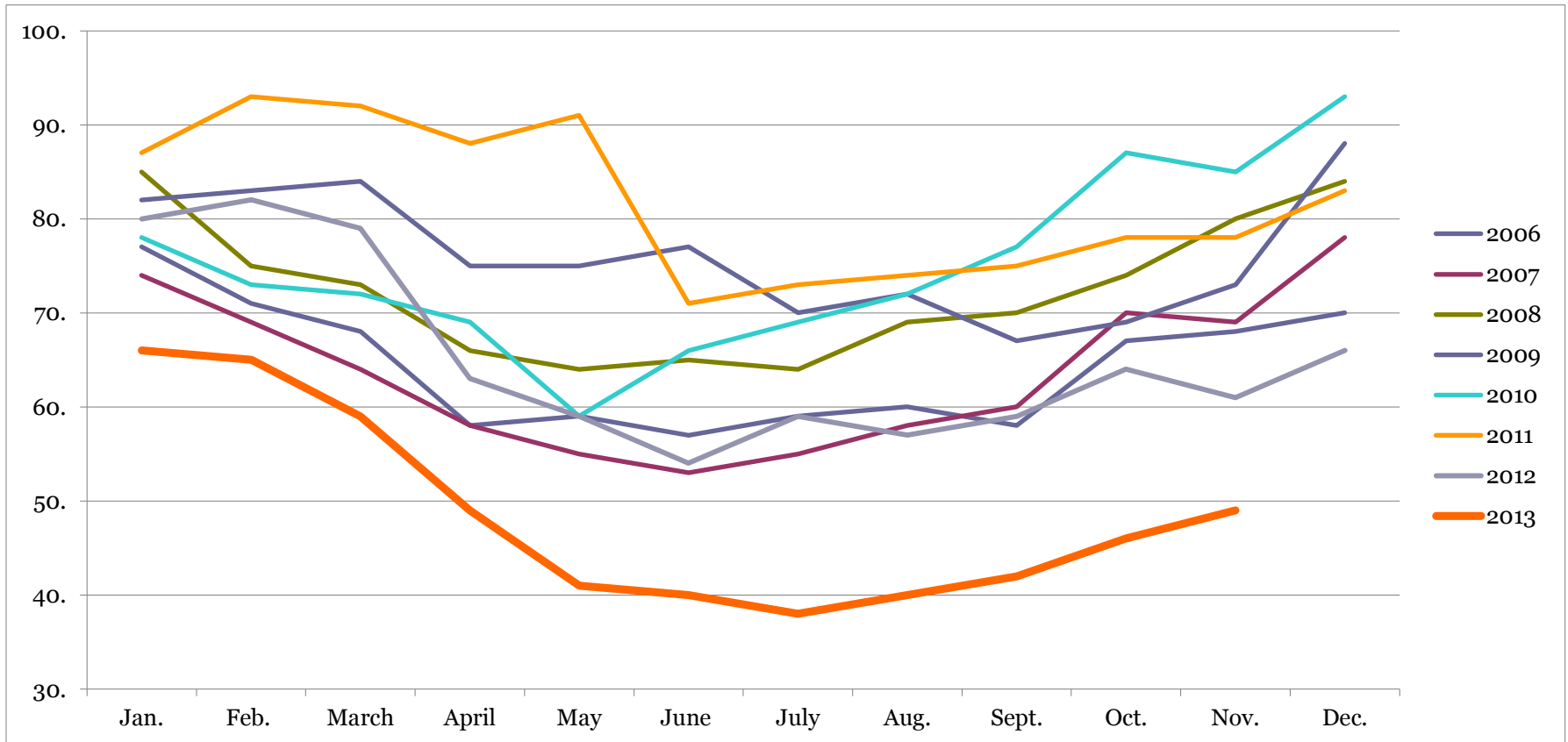


Average Days on Market 2006-2013



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Of the homes that sold last month, the average amount of days they had been on the market was 49 days. This is 19.7% 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.