



**WEST AUSTIN**  

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**P R O P E R T I E S**

# **March 2014 Austin Real Estate Market Report**

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

Volume 6, Issue III

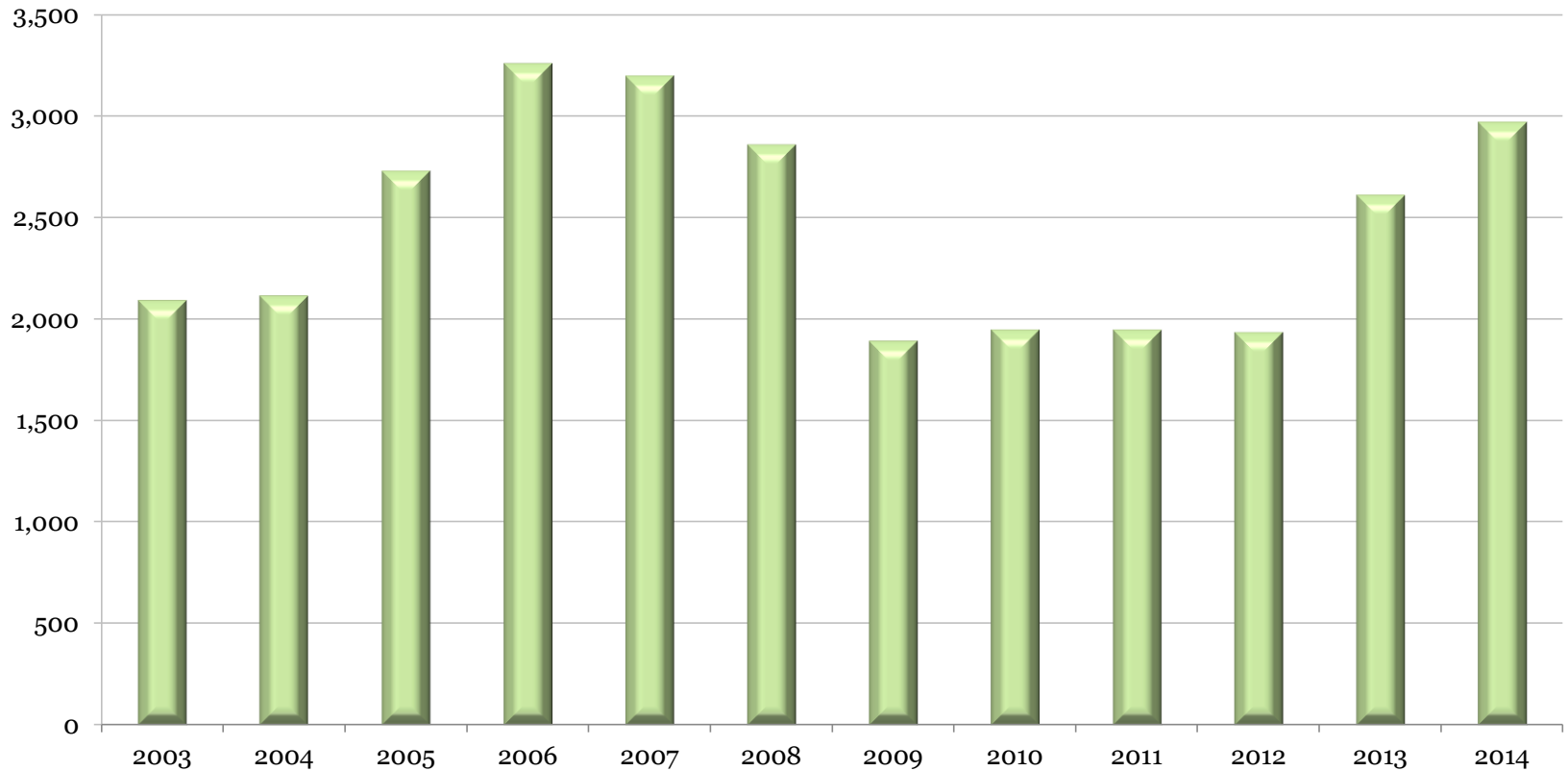


# Year to Date Sales – March 2014



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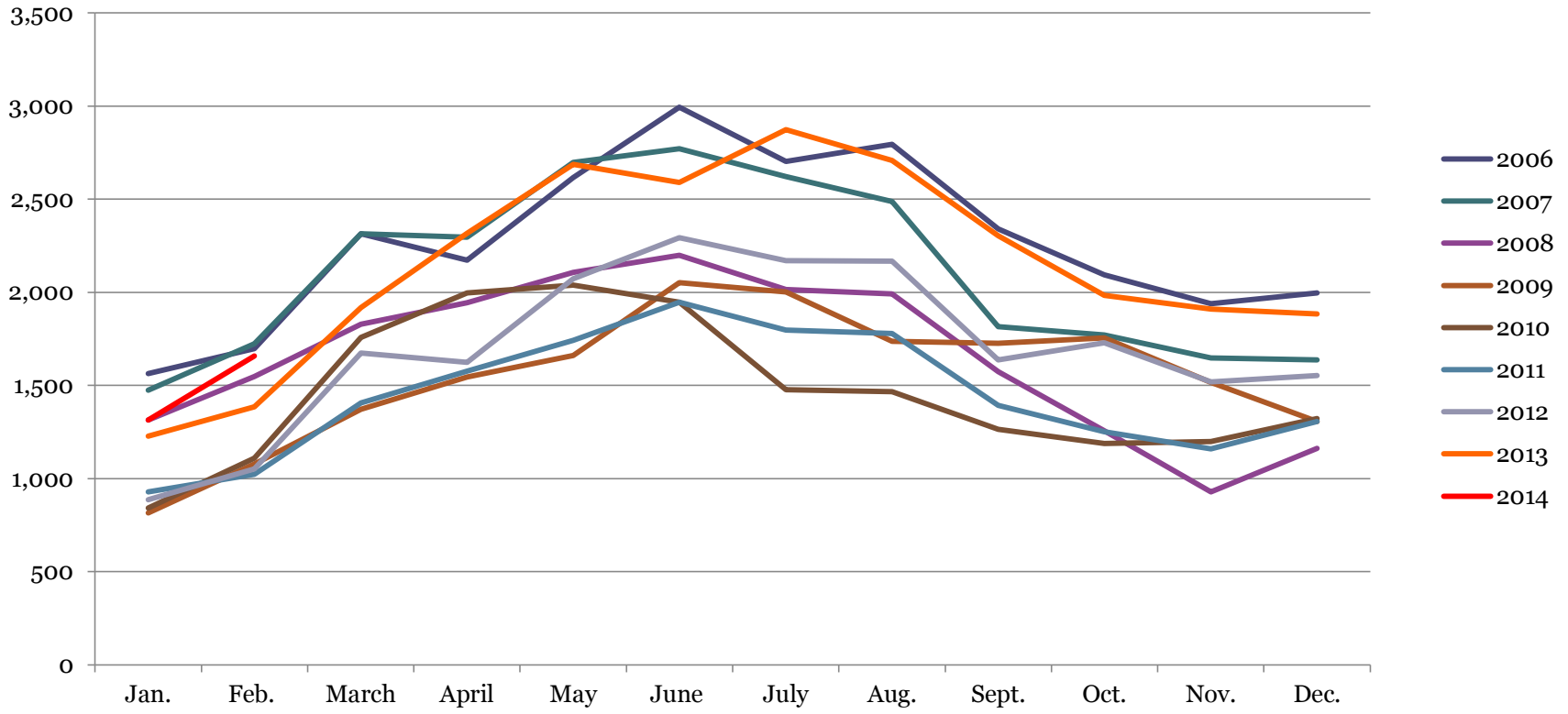
Year-to-date sales in Austin are higher than in the prior 6 years, showing increasing demand and an improving market.



# Homes Sold per Month – February 2014

2

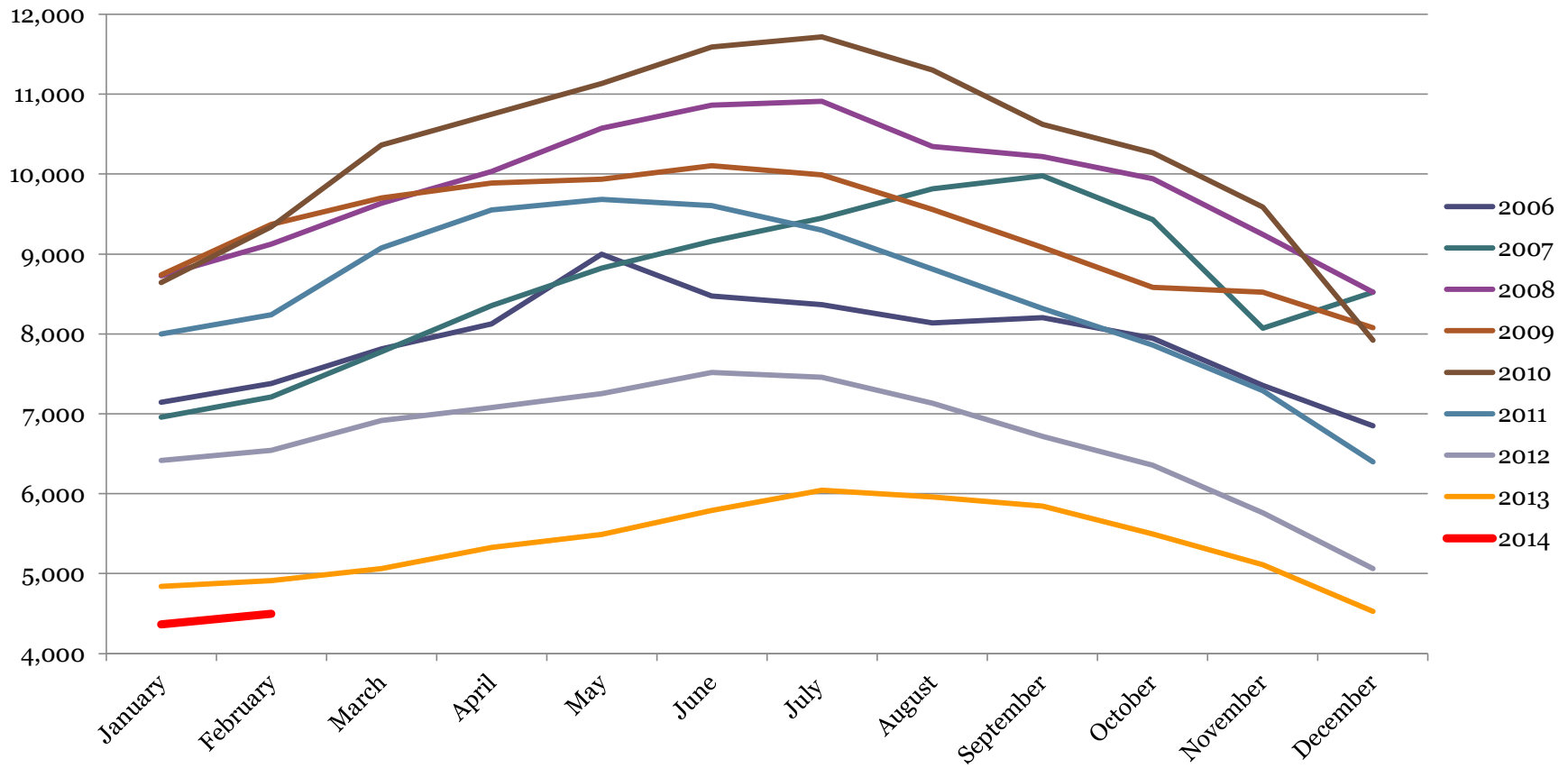
The chart below follows the trends of numbers of homes sold during any given month. Last month there were 1,658 homes sold in Austin, Texas. More homes sold in January than in the prior 6 years during that month!



# Homes For Sale– March 2014

3

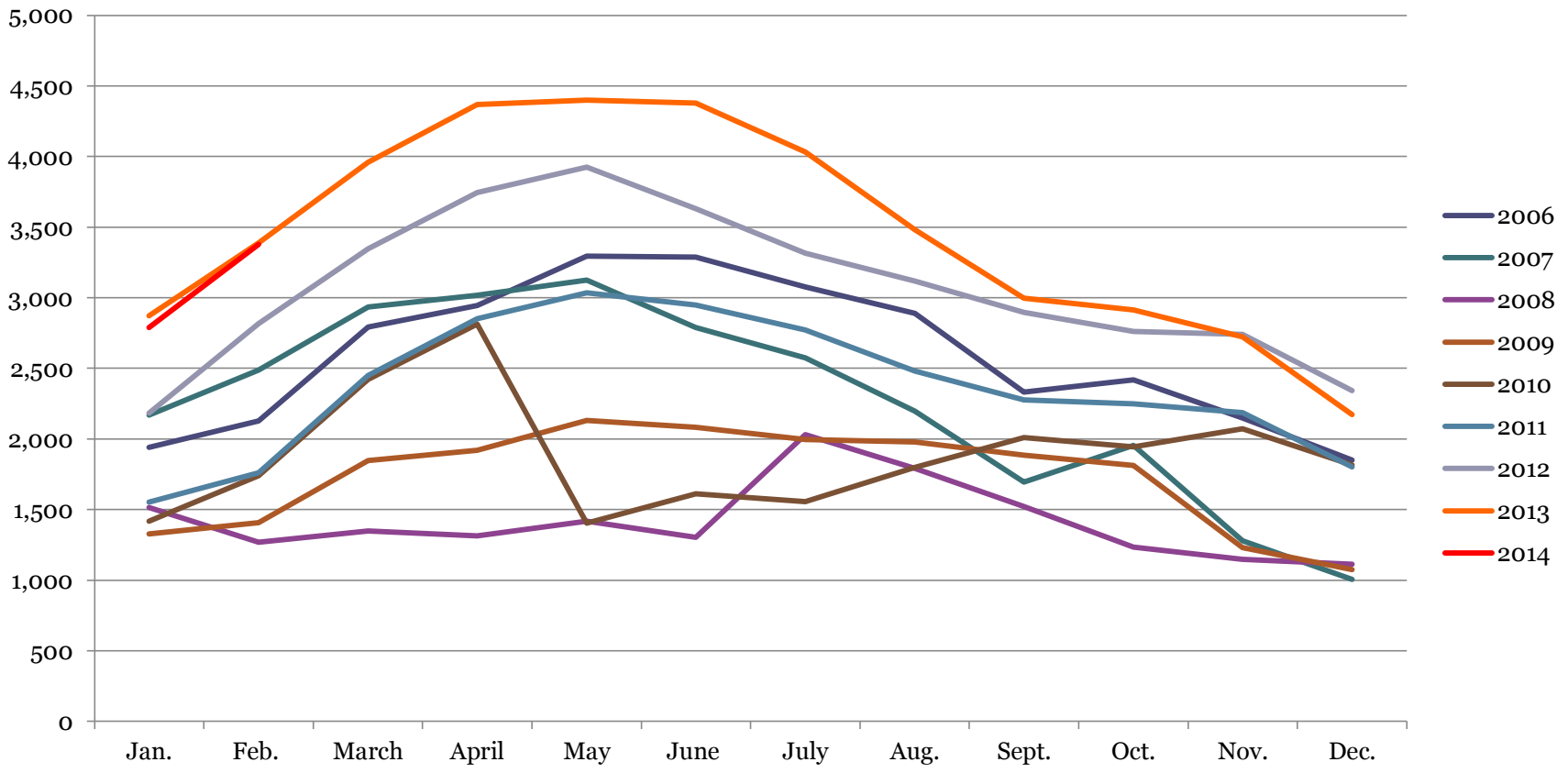
The chart below follows the trends of the number of homes for sale during any given month. At the beginning of January, there were 4,495 homes for sale in Austin, Texas. There are fewer homes for sale at this time than in the last 8 years. **There are 9.23% fewer homes for sale than last year at this time.**



# Pending Sales per Month– February 2014

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 3,379 homes Pending in Austin, Texas. **This is the second highest number of January 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- February 2014

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Overall we are in an Extreme Normal Seller's Market with 2.71 months of inventory. On average, home prices are showing High Appreciation. However, the Market is different based on demand and the number of homes for sale in each price range. Homes valued under \$600,000 are in a Normal or Extreme Seller's Market.

Price Range	# of Solds	Active Listings	Months of Inventory	Market
\$0-\$100k	53	188	3.55	Normal Seller's Market
\$100-\$200k	601	719	1.20	Extreme Sellers Market
\$200-\$300k	468	988	2.11	Extreme Sellers Market
\$300-\$400k	248	757	3.05	Normal Seller's Market
\$400k-\$500k	120	525	4.38	Normal Seller's Market
\$500-\$600k	61	313	5.13	Normal Seller's Market
\$600-\$700k	29	215	7.41	Balanced Market
\$700-\$800k	19	161	8.47	Balanced Market
\$800-\$900k	14	95	6.79	Balanced Market
\$900-\$1M	8	87	10.88	Normal Buyer's Market
\$1-\$2M	19	278	14.63	Extreme Buyer's Market
\$2-\$3M	4	82	20.50	Extreme Buyer's Market
\$3M<	1	74	60.00	Extreme Buyer's Market
Overall MKT	1645	4482	2.72	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- February 2014

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	42	1.75	\$369,450	56
78702	45	49	1.09	\$270,000	54
78703	9	41	4.56	\$565,000	72
78704	38	35	0.92	\$446,500	35
78705	2	9	4.50	\$637,500	125
78717	20	31	1.55	\$251,750	30
78722	1	2	2.00	\$375,000	24
78727	16	4	0.25	\$242,500	24
78730	1	39	39.00	\$618,000	186
78731	20	44	2.20	\$589,500	50
78732	19	103	5.42	\$449,000	49
78733	7	21	3.00	\$779,600	34
78734	18	202	11.22	\$302,500	74
78735	13	56	4.31	\$446,500	77
78739	21	30	1.43	\$416,500	50
78746	25	74	2.96	\$936,300	90
78749	29	8	0.28	\$289,000	28
78750	26	18	0.69	\$392,250	24
78759	34	19	0.56	\$394,000	47
<b>12+ Months of Inventory</b>		<b>Extreme Buyer's Market</b>		<b>High Depreciation</b>	
<b>9-12 Months of Inventory</b>		<b>Normal Buyer's Market</b>		<b>Moderate Depreciation</b>	
<b>6-9 Months of Inventory</b>		<b>Balanced Market</b>		<b>Flat/Moderate Depreciation</b>	
<b>3-6 Months of Inventory</b>		<b>Normal Seller's Market</b>		<b>Moderate Appreciation</b>	
<b>0-3 Months of Inventory</b>		<b>Extreme Sellers Market</b>		<b>High Appreciation</b>	

### Central Austin

78701  
78702  
78703  
78704  
78705  
78722  
78731

### Northwest Travis Co.

78730  
78732  
78734

### Southwest Austin

78739  
78749

### Northwest Austin

78717  
78727  
78750  
78759

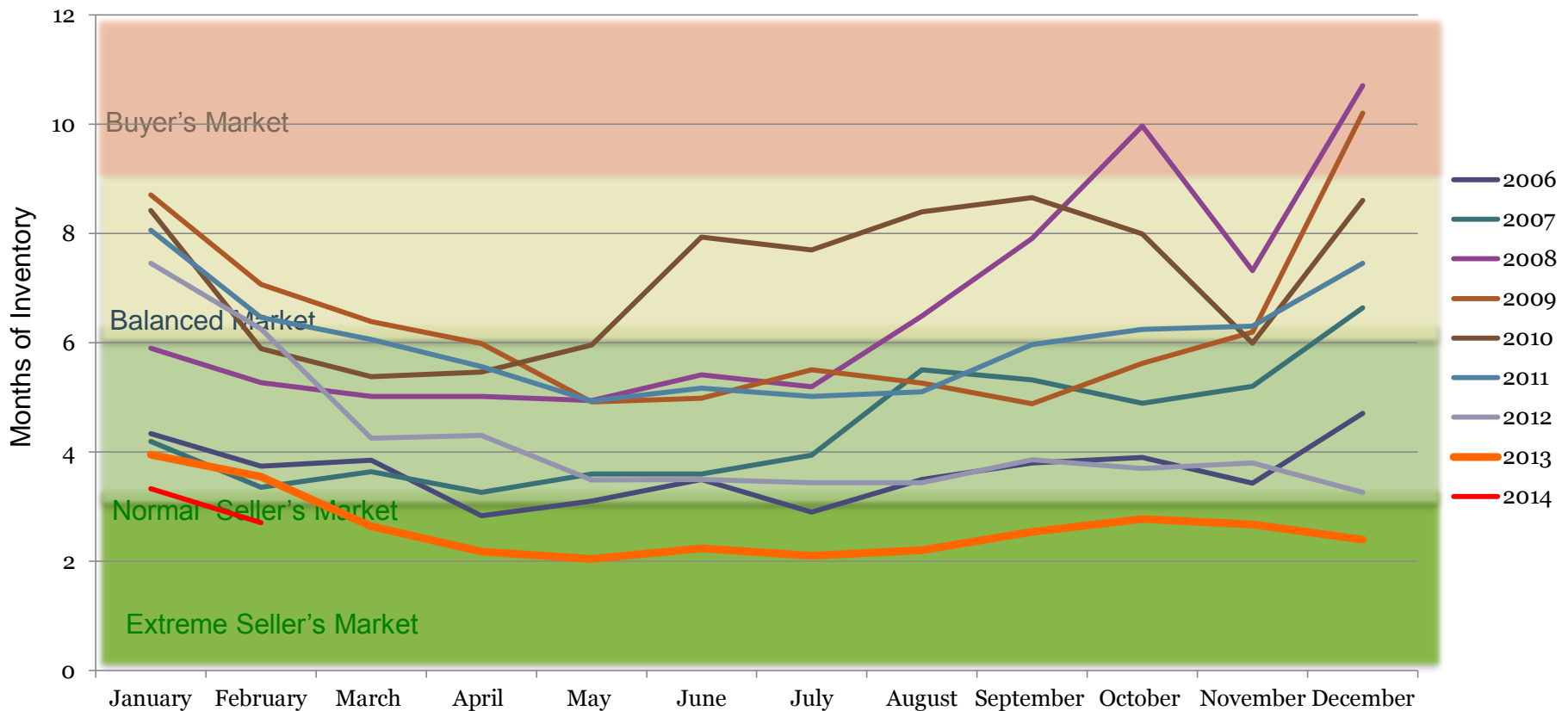
### West Austin/Westlake

78733  
78735  
78746

# Absorption Rate: Months of Inventory in Austin 2006-2014



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 - 14 Year Summary

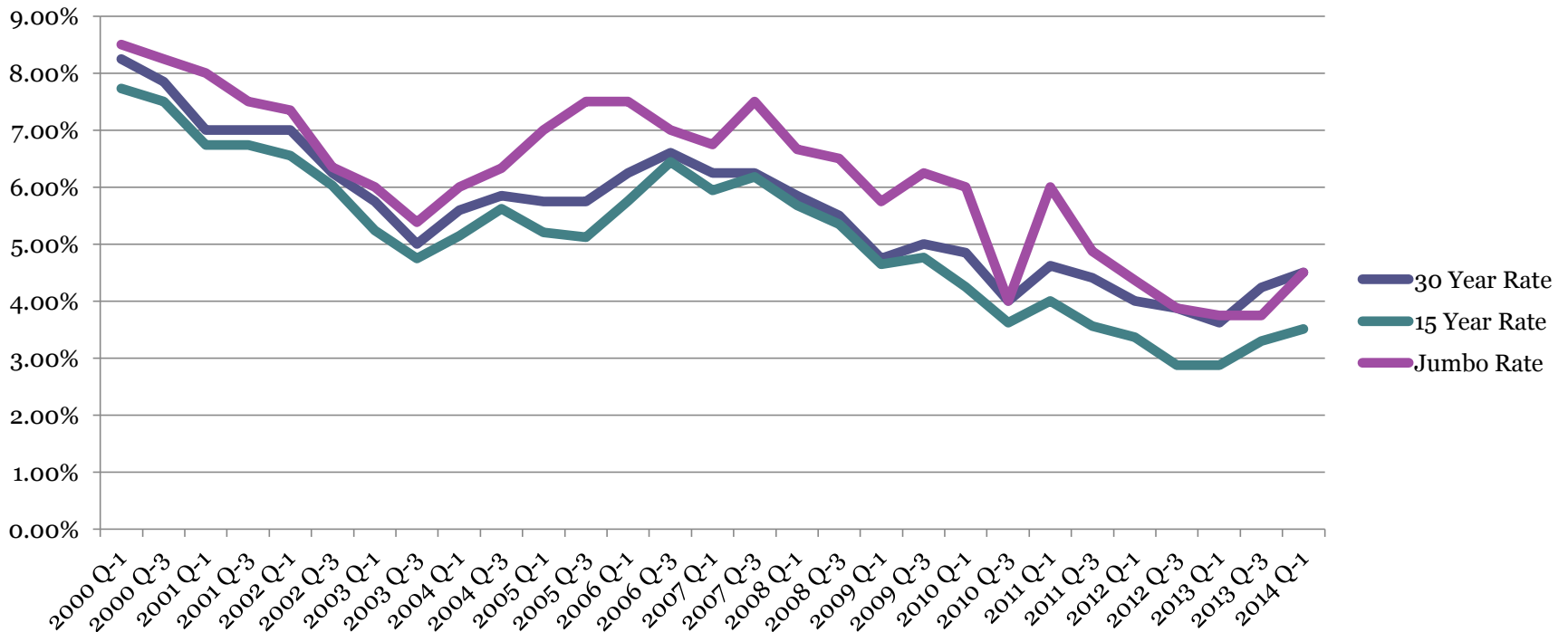


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more buyers qualify to purchase and home sales usually increase. The chart below tracks mortgage rates for the past 14 years. As you can see, mortgage rates are at close to their lowest levels.

### Current Rates

Conforming 30 yr: 4.28%  
Conforming 15 yr: 3.31%

Jumbo\* 30 yr: 4.25%  
\*(over \$417K loan amount)



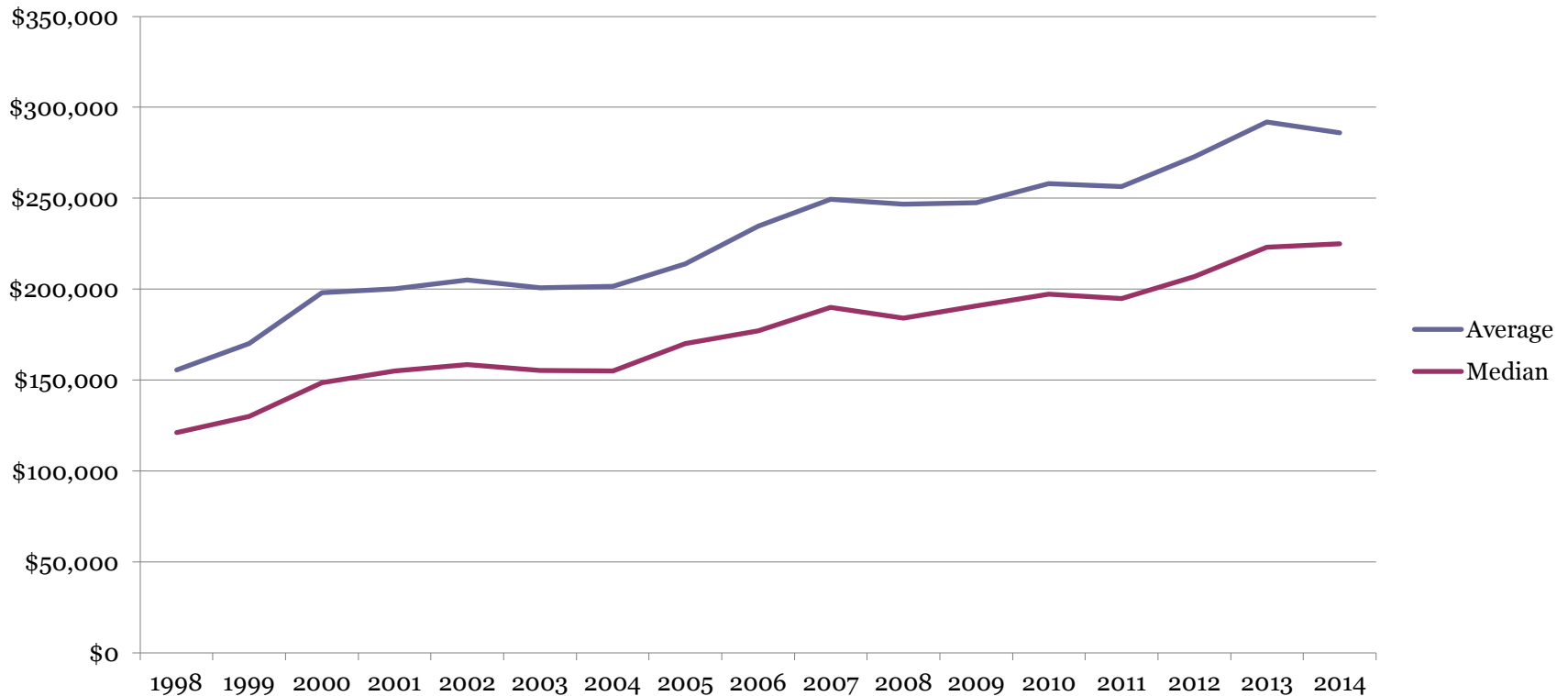
# Average and Median Sold 16 Year Summary



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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 \$295,8571 The median sold price was \$234,000 last month. The average sales price in January is up 10.1% and the median sales price is up 11.4% from one year ago.

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

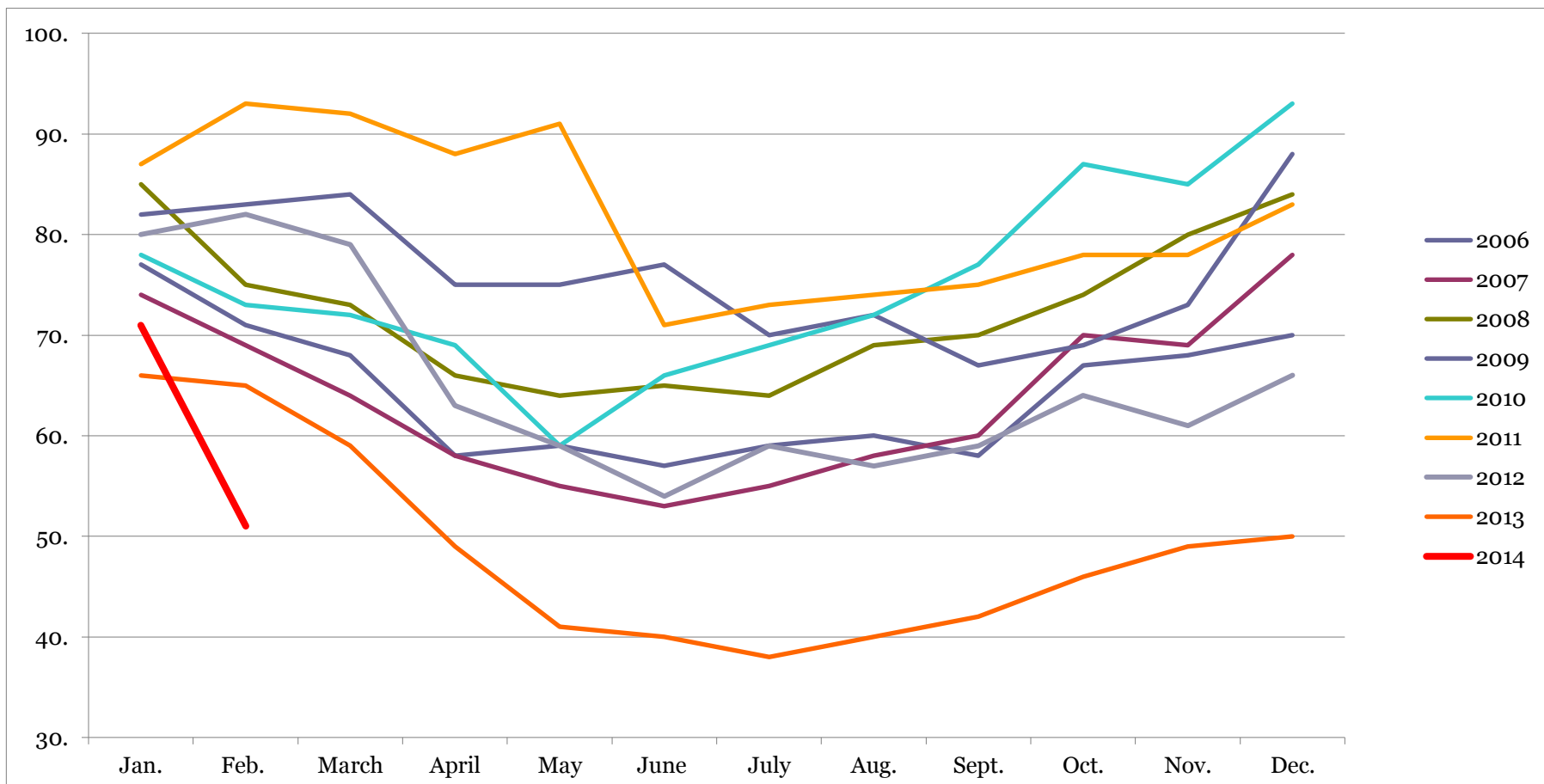


# Average Days on Market 2006-2014



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Of the homes that sold last month, the average amount of days they had been on the market was 51 days. This is 21.5% less days than a year ago.





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- 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.