



**WEST AUSTIN**  
**PROPERTIES**

# **April 2014**

## **Austin Real Estate**

### **Market Report**

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

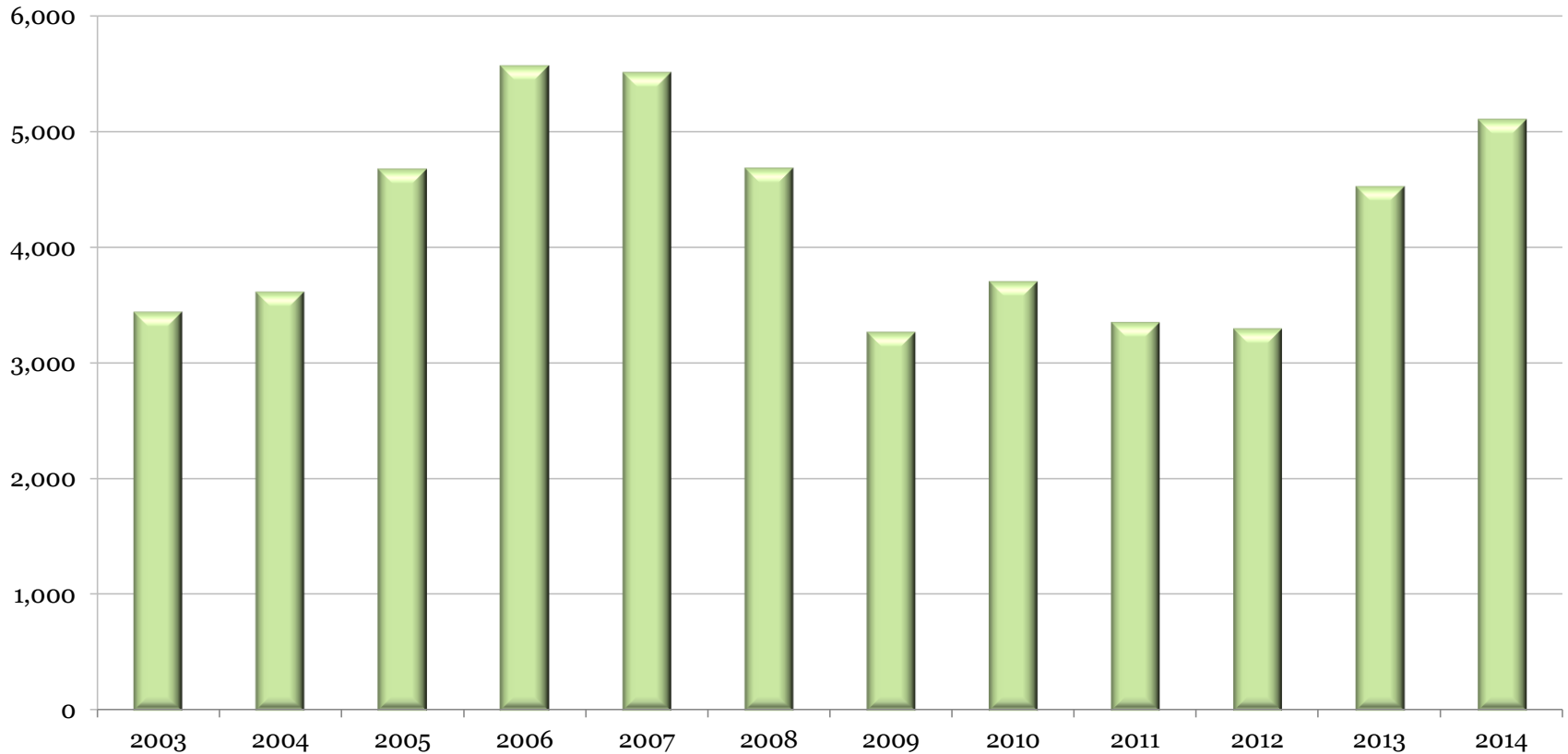
Volume 6, Issue III



# Year to Date Sales – April 2014

1

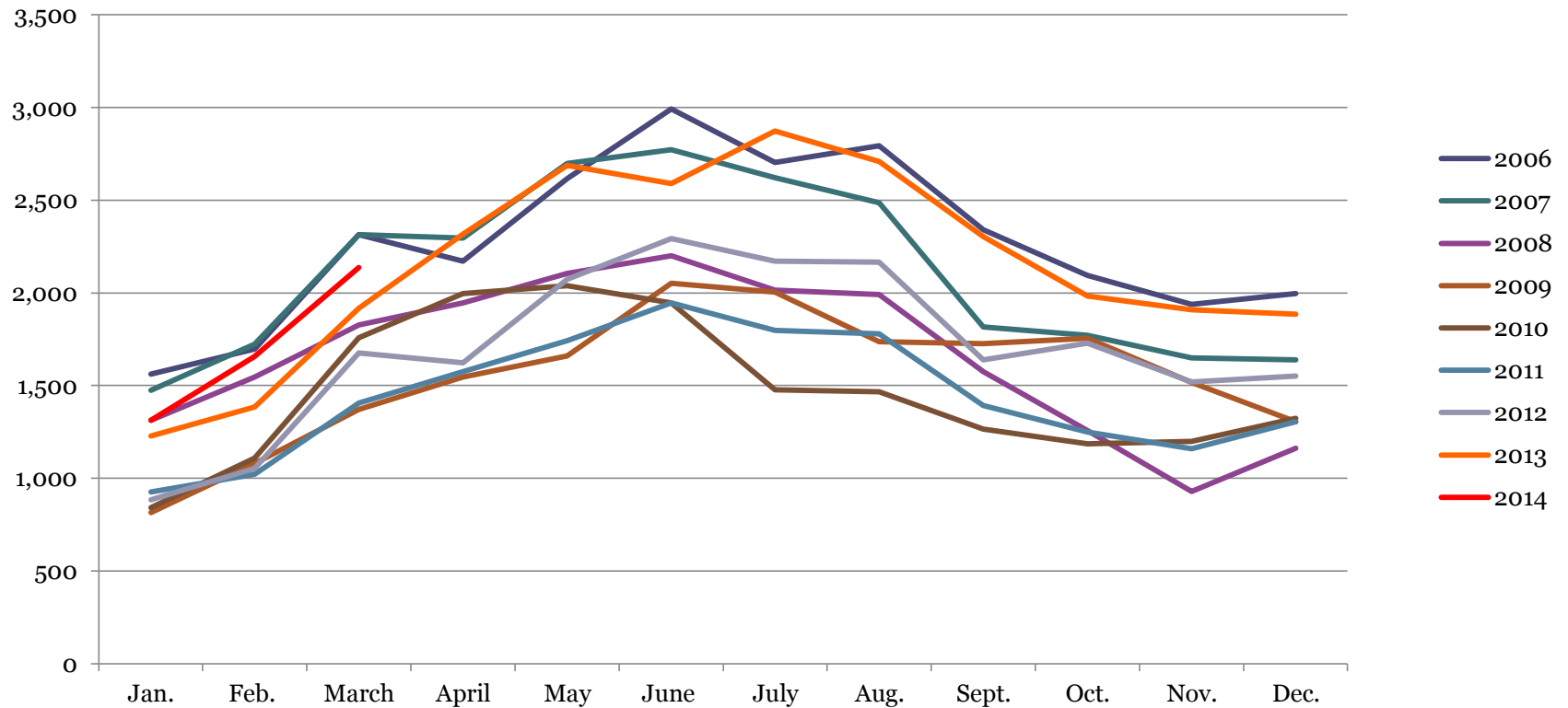
Year-to-date sales in Austin are higher than in the prior 6 years, showing increasing demand and an improving market.



# Homes Sold per Month – March 2014

2

The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,137 homes sold in Austin, Texas. More homes sold in January than in the prior 6 years during that month!

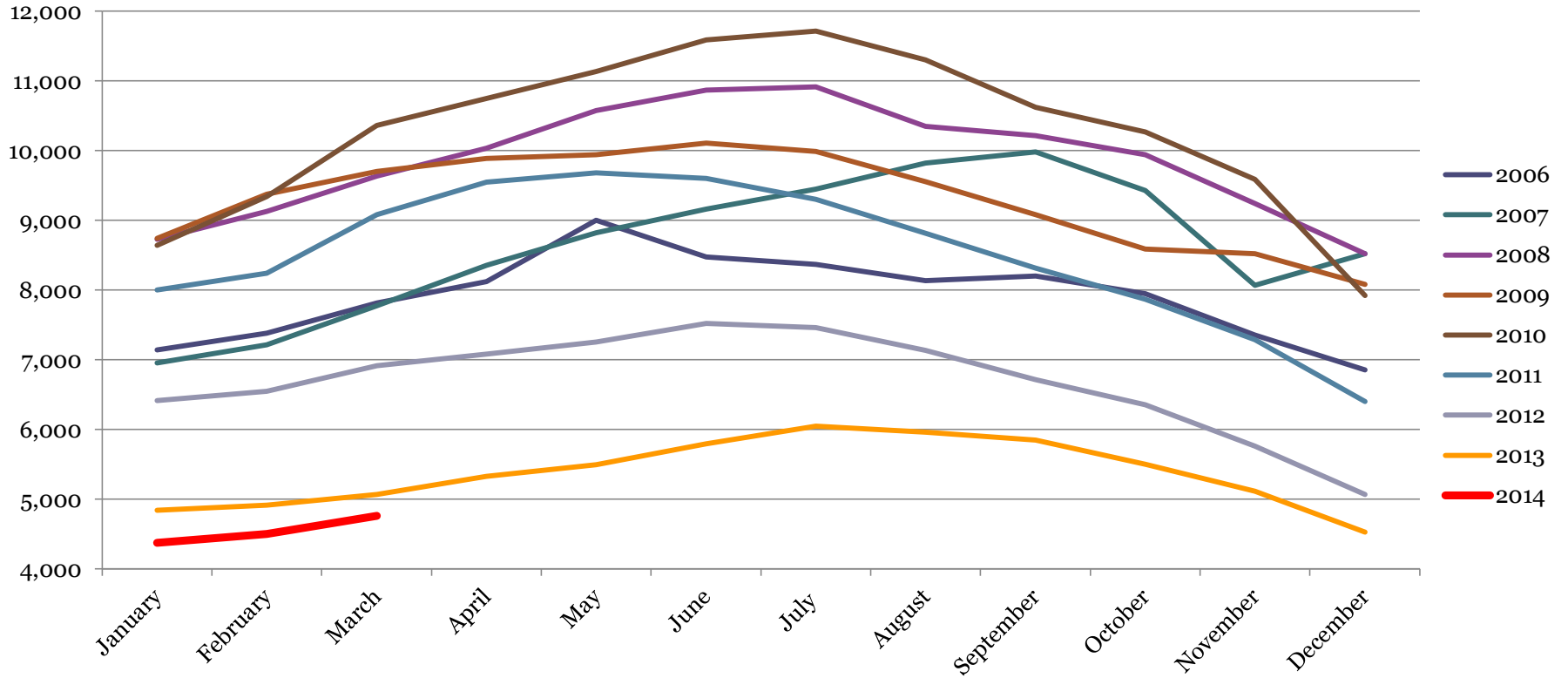


# Homes For Sale– April 2014

3

The chart below follows the trends of the number of homes for sale during any given month. At the beginning of April, there were 4,757 homes for sale in Austin, Texas. There are fewer homes for sale at this time than in the last 8 years.

**There are 6.5% fewer homes for sale than last year at this time.**

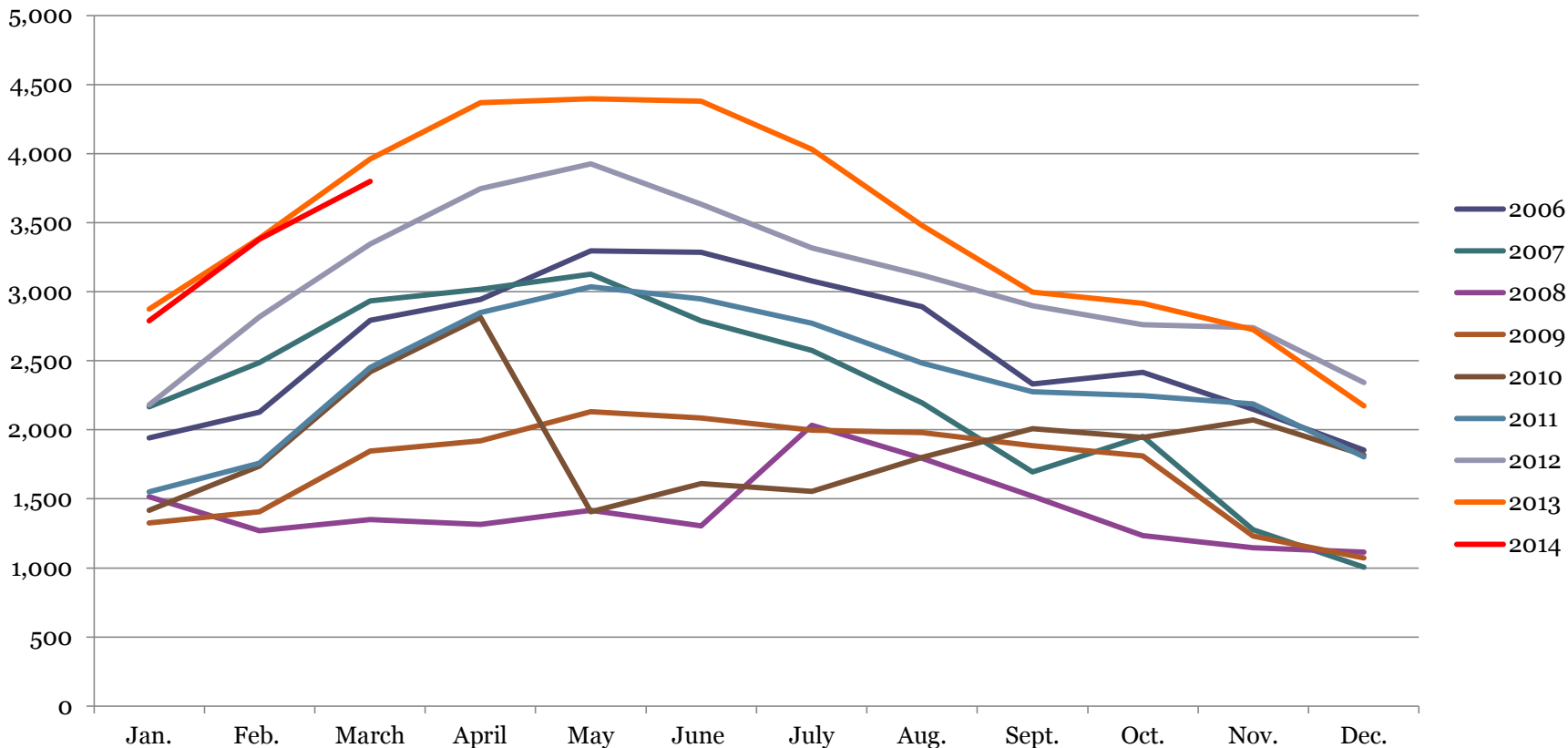


# Pending Sales per Month– March 2014



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 3,799 homes Pending in Austin, Texas. **This is the second highest number of March 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- March 2014

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Overall we are in an Extreme Normal Seller's Market with 2.26 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 \$700,000 are in a Normal or Extreme Seller's Market.

Price Range	# of Solds	Active Listings	Months of Inventory	Market
\$0-\$100k	75	181	2.41	Extreme Sellers Market
\$100-\$200k	742	710	0.96	Extreme Sellers Market
\$200-\$300k	591	1044	1.77	Extreme Sellers Market
\$300-\$400k	301	809	2.69	Extreme Sellers Market
\$400k-\$500k	170	577	3.39	Normal Seller's Market
\$500-\$600k	89	341	3.83	Normal Seller's Market
\$600-\$700k	55	229	4.16	Normal Seller's Market
\$700-\$800k	26	172	6.62	Balanced Market
\$800-\$900k	16	116	7.25	Balanced Market
\$900-\$1M	5	88	17.60	Extreme Buyer's Market
\$1-\$2M	29	308	10.62	Normal Buyer's Market
\$2-\$3M	3	91	30.33	Extreme Buyer's Market
\$3M<	1	89	60.00	Extreme Buyer's Market
Overall MKT	2103	4755	2.26	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- March 2014

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	36	1.29	\$480,212	71
78702	29	45	1.55	\$302,000	40
78703	24	60	2.50	\$667,500	26
78704	30	49	1.63	\$459,125	31
78705	5	6	1.20	\$611,500	37
78717	43	44	1.02	\$285,000	34
78722	5	2	0.40	\$347,500	21
78727	26	10	0.38	\$252,500	31
78730	14	46	3.29	\$693,500	121
78731	35	55	1.57	\$535,000	74
78732	19	124	6.53	\$465,000	70
78733	14	25	1.79	\$557,000	58
78734	34	233	6.85	\$341,750	77
78735	11	50	4.55	\$450,000	49
78739	26	34	1.31	\$402,500	35
78746	28	103	3.68	\$747,500	23
78749	44	17	0.39	\$304,700	20
78750	29	22	0.76	\$425,000	32
78759	16	21	1.31	\$375,000	25
<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

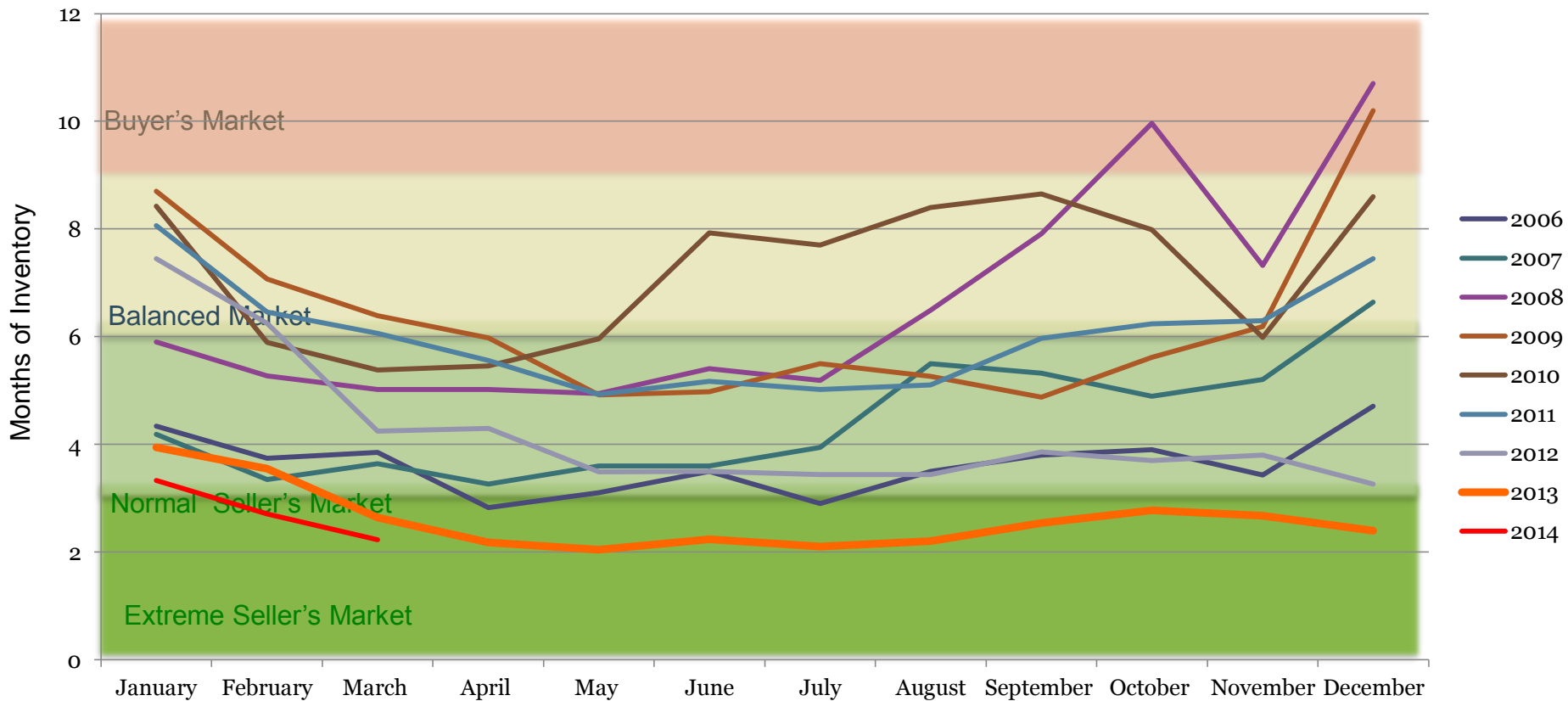
### West Austin/Westlake

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

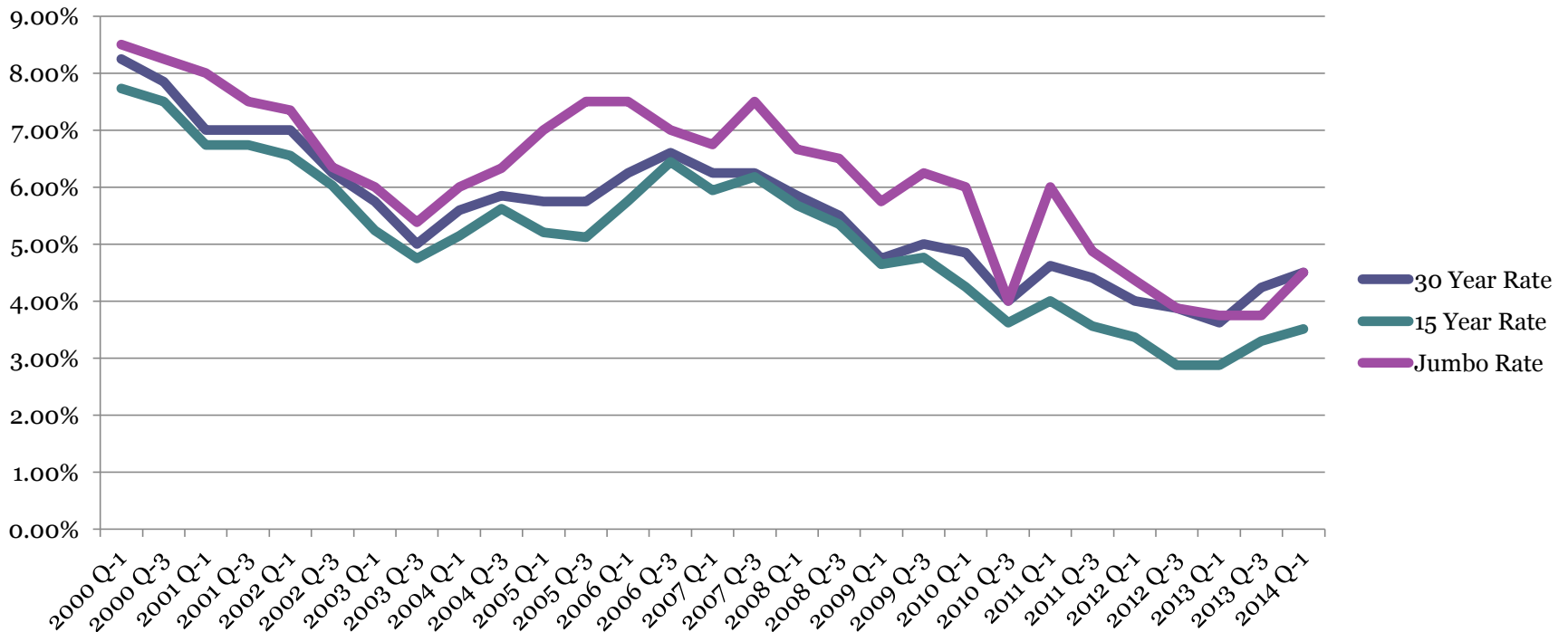


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more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



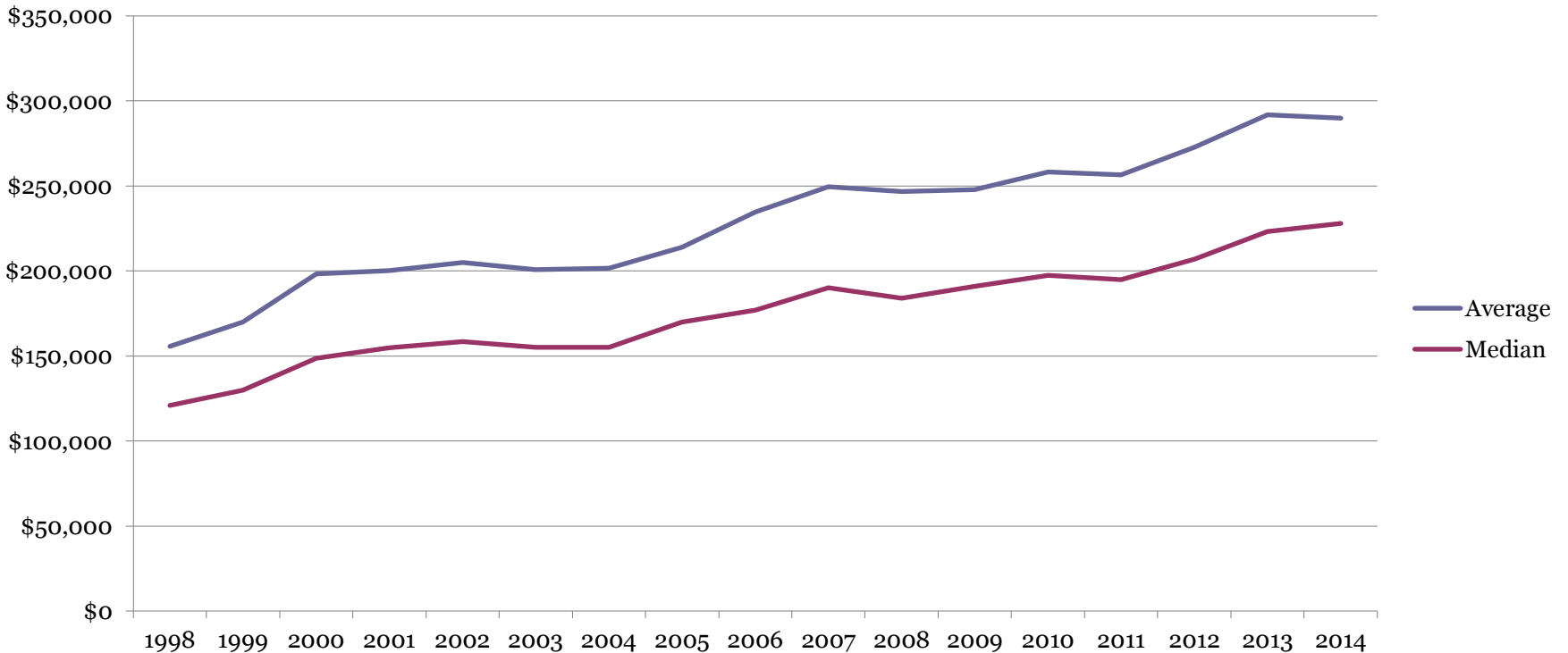
# Average and Median Sold 16 Year Summary



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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 \$297,152 The median sold price was \$233,750 last month. The average sales price in January is up 2.8% and the median sales price is up 5.5% from one year ago.

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

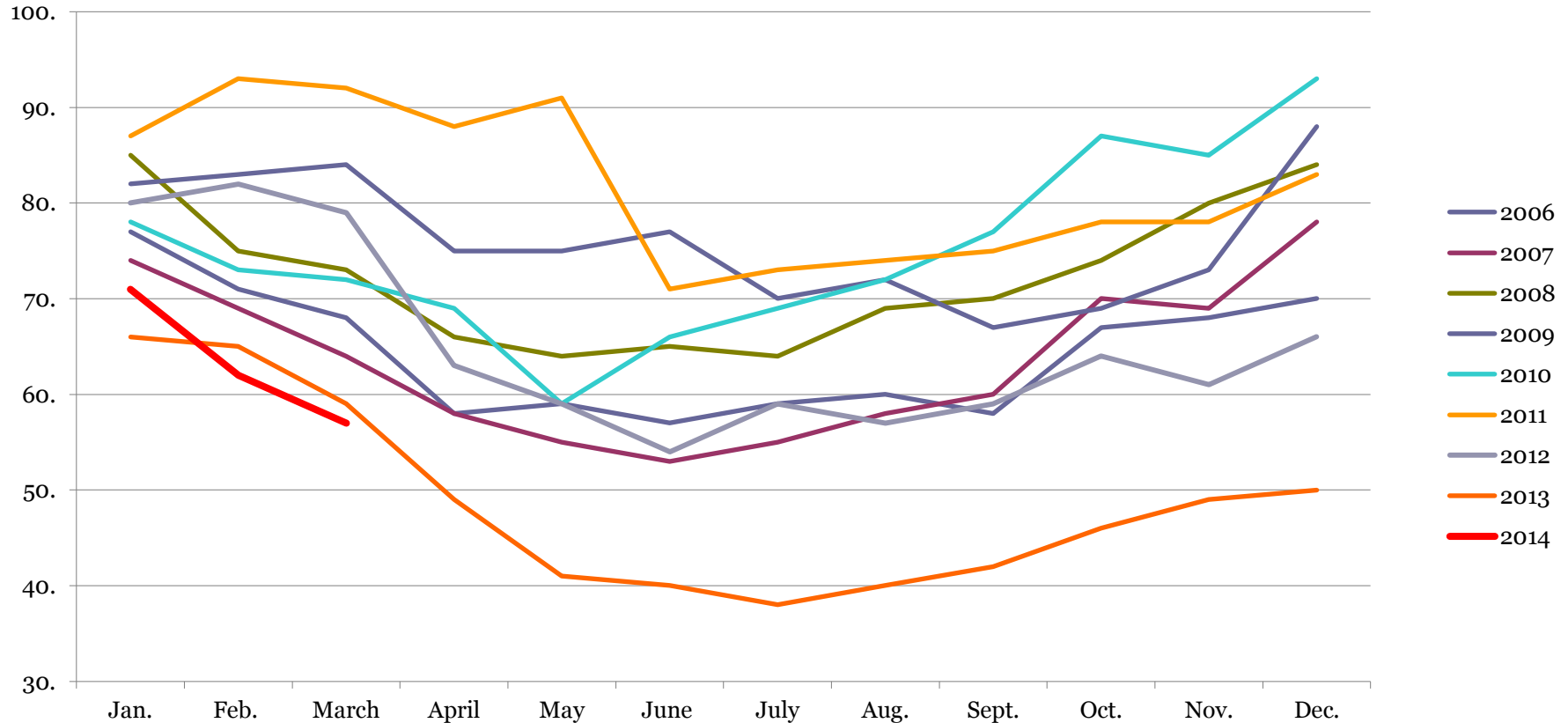


# Average Days on Market 2006-2014



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Of the homes that sold last month, the average amount of days they had been on the market was 57 days. This is 3.4% less 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.