



WEST AUSTIN

PROPERTIES

May 2014 Austin Real Estate Market Report

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

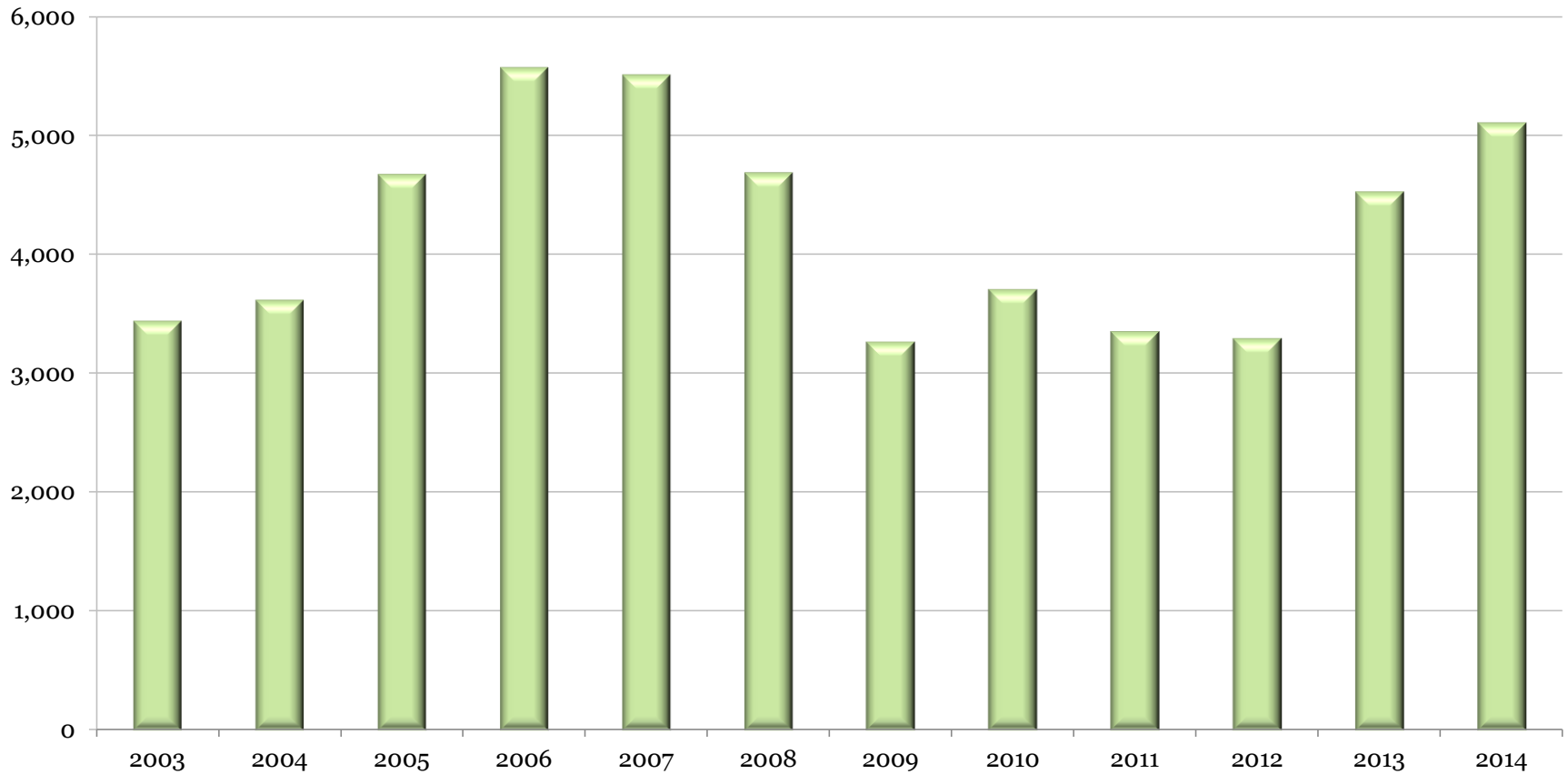
Volume 6, Issue V



Year to Date Sales – May 2014

1

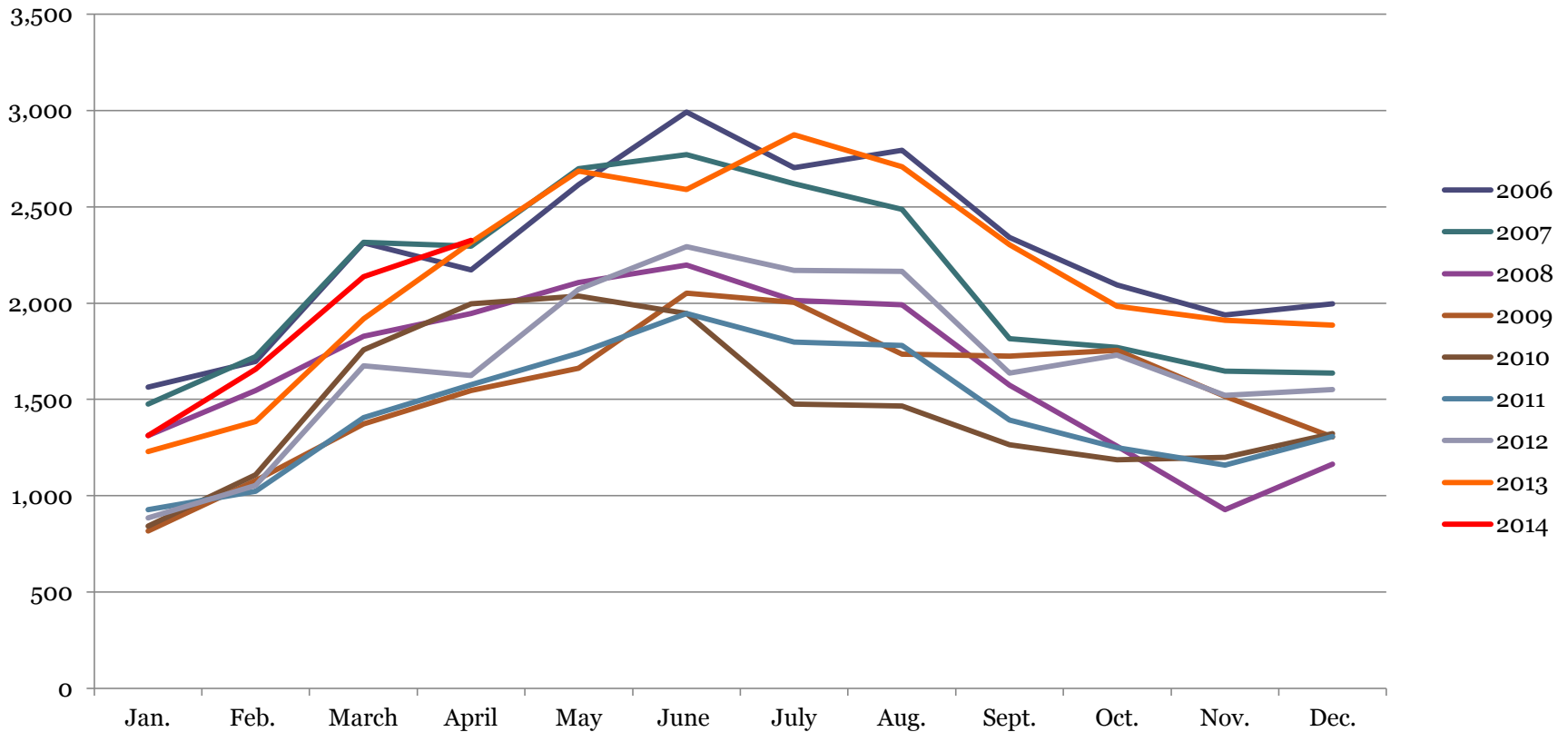
Year-to-date sales in Austin are higher than in the prior 6 years, showing increasing demand and an improving market.



Homes Sold per Month – April 2014

2

The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,326 homes sold in Austin, Texas. More homes sold in April than in the prior 6 years during that month!

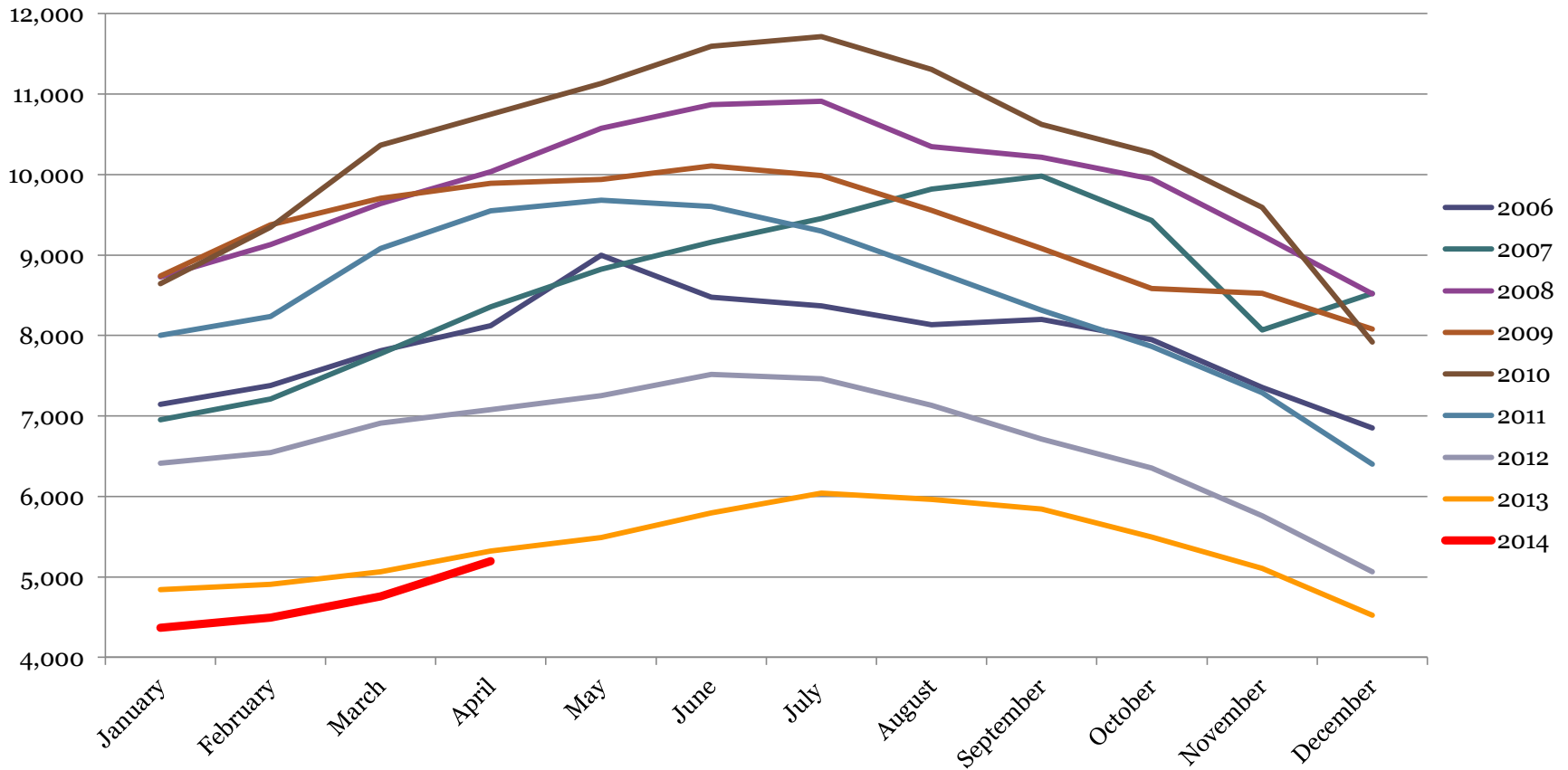


Homes For Sale– May 2014

3

The chart below follows the trends of the number of homes for sale during any given month. At the beginning of May, there were 5,194 homes for sale in Austin, Texas. There are fewer homes for sale at this time than in the last 8 years.

There are 2.5% fewer homes for sale than last year at this time.

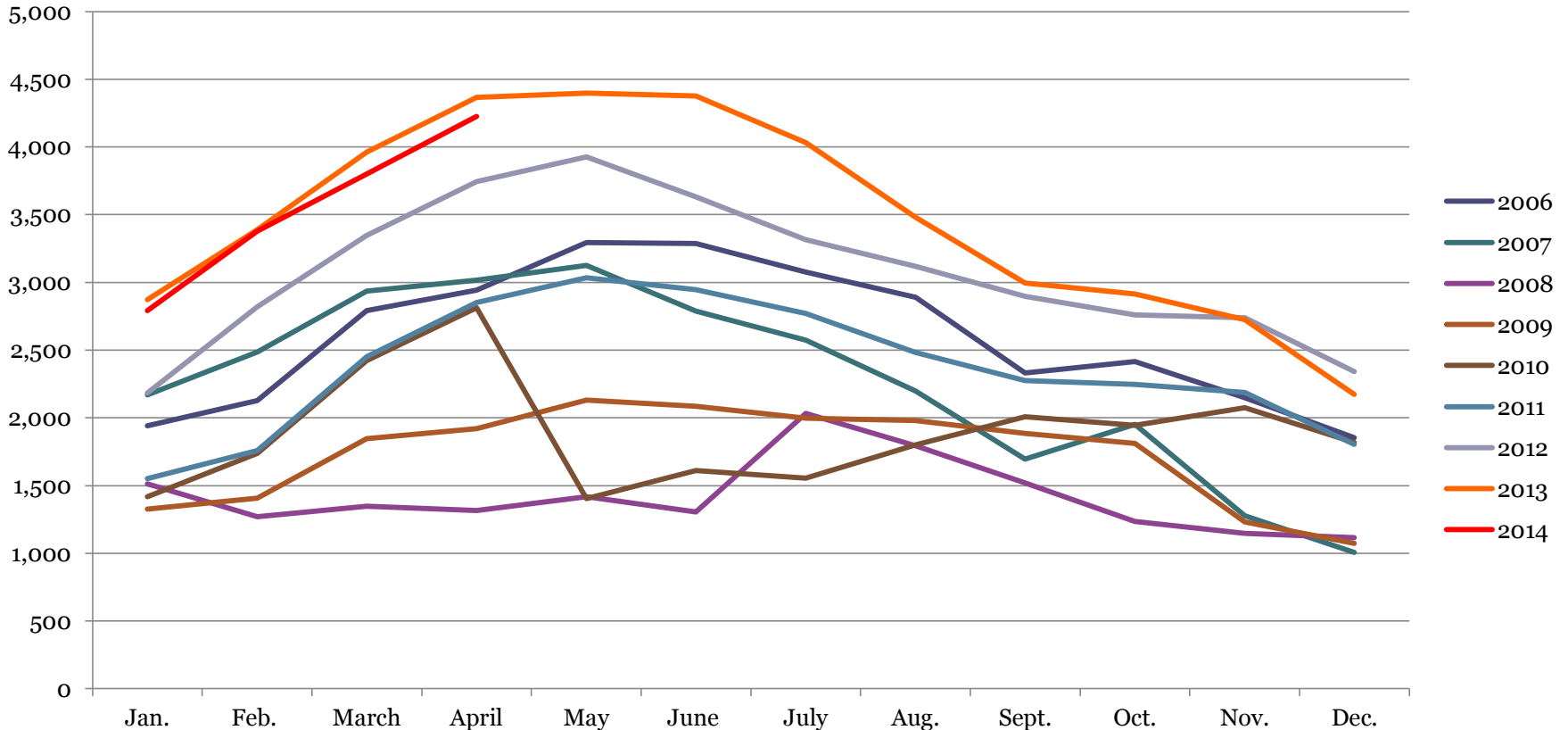


Pending Sales per Month– May 2014



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 4,226 homes Pending in Austin, Texas. **This is the second highest number of May 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- April 2014

5

Overall we are in an Extreme Normal Seller's Market with 2.24 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	63	159	2.52	Extreme Sellers Market
\$100-\$200k	779	759	0.97	Extreme Sellers Market
\$200-\$300k	666	1136	1.71	Extreme Sellers Market
\$300-\$400k	368	870	2.36	Extreme Sellers Market
\$400k-\$500k	188	648	3.45	Normal Seller's Market
\$500-\$600k	97	403	4.15	Normal Seller's Market
\$600-\$700k	55	280	5.09	Normal Seller's Market
\$700-\$800k	26	183	7.04	Balanced Market
\$800-\$900k	18	127	7.06	Balanced Market
\$900-\$1M	17	101	5.94	Normal Seller's Market
\$1-\$2M	39	330	8.46	Balanced Market
\$2-\$3M	3	108	36.00	Extreme Buyer's Market
\$3M<	4	88	60.00	Extreme Buyer's Market
Overall MKT	2323	5192	2.24	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- April 2014

7 The chart below provides details on how well each Zip Code is currently selling and the impact on home values. 15 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	26	37	1.42	\$376,000	56
78702	37	48	1.30	\$273,500	39
78703	22	57	2.59	\$657,500	56
78704	31	75	2.42	\$485,000	30
78705	2	6	3.00	\$564,800	32
78717	34	50	1.47	\$314,625	14
78722	6	7	1.17	\$334,410	16
78727	20	13	0.65	\$265,500	11
78730	18	47	2.61	\$586,000	60
78731	27	58	2.15	\$610,000	36
78732	34	128	3.76	\$455,000	40
78733	11	30	2.73	\$670,150	112
78734	33	237	7.18	\$355,000	60
78735	16	61	3.81	\$707,500	55
78739	28	33	1.18	\$395,500	20
78746	28	105	3.75	\$1,002,500	71
78749	41	17	0.41	\$322,500	16
78750	34	31	0.91	\$296,000	13
78759	33	32	0.97	\$403,000	21
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
78702
78703
78704
78705
78722
78731

Northwest Travis Co.

78730
78732
78734

Southwest Austin

78739
78749

Northwest Austin

78717
78727
78750
78759

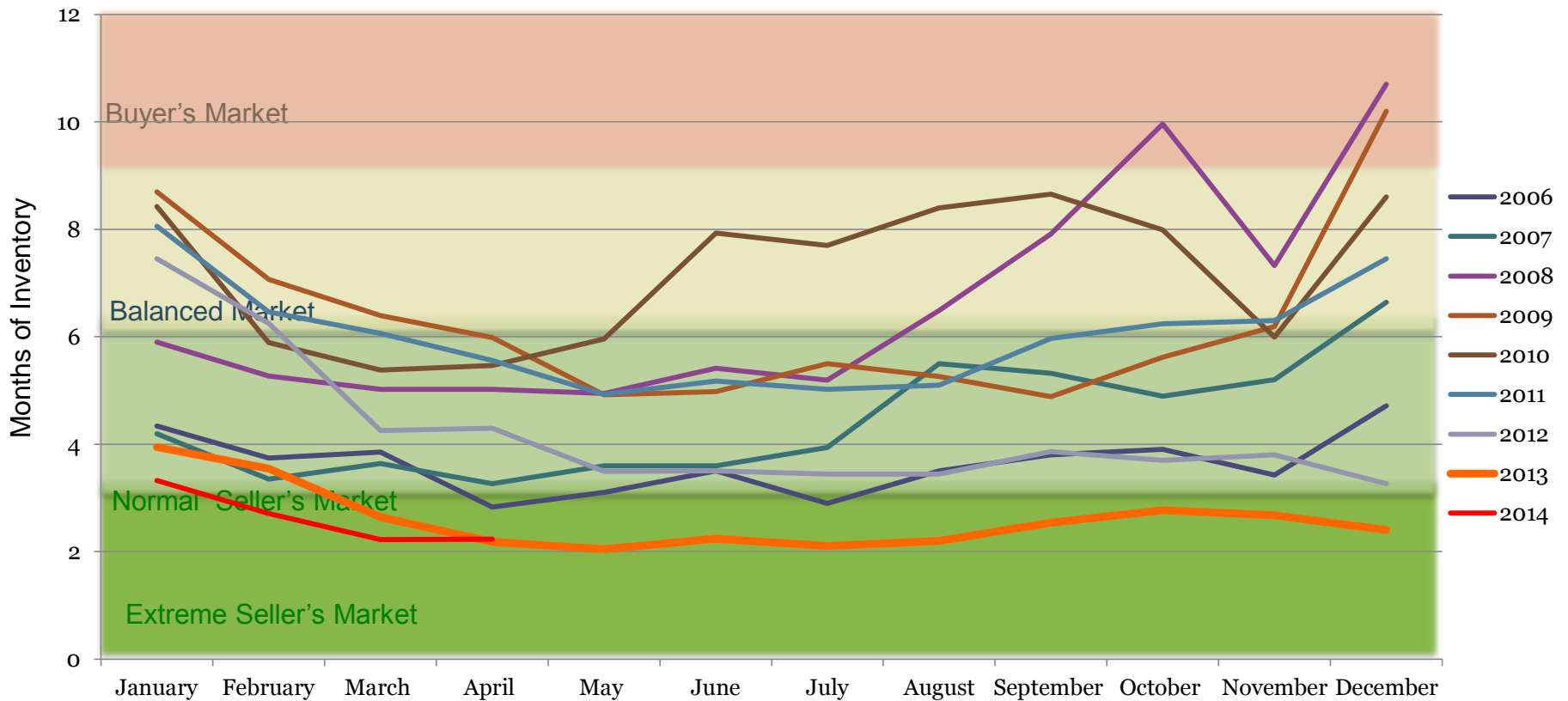
West Austin/Westlake

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: 4.17%
Conforming 15 yr: 3.22%

Jumbo* 30 yr: 4.13%
*(over \$417K loan amount)



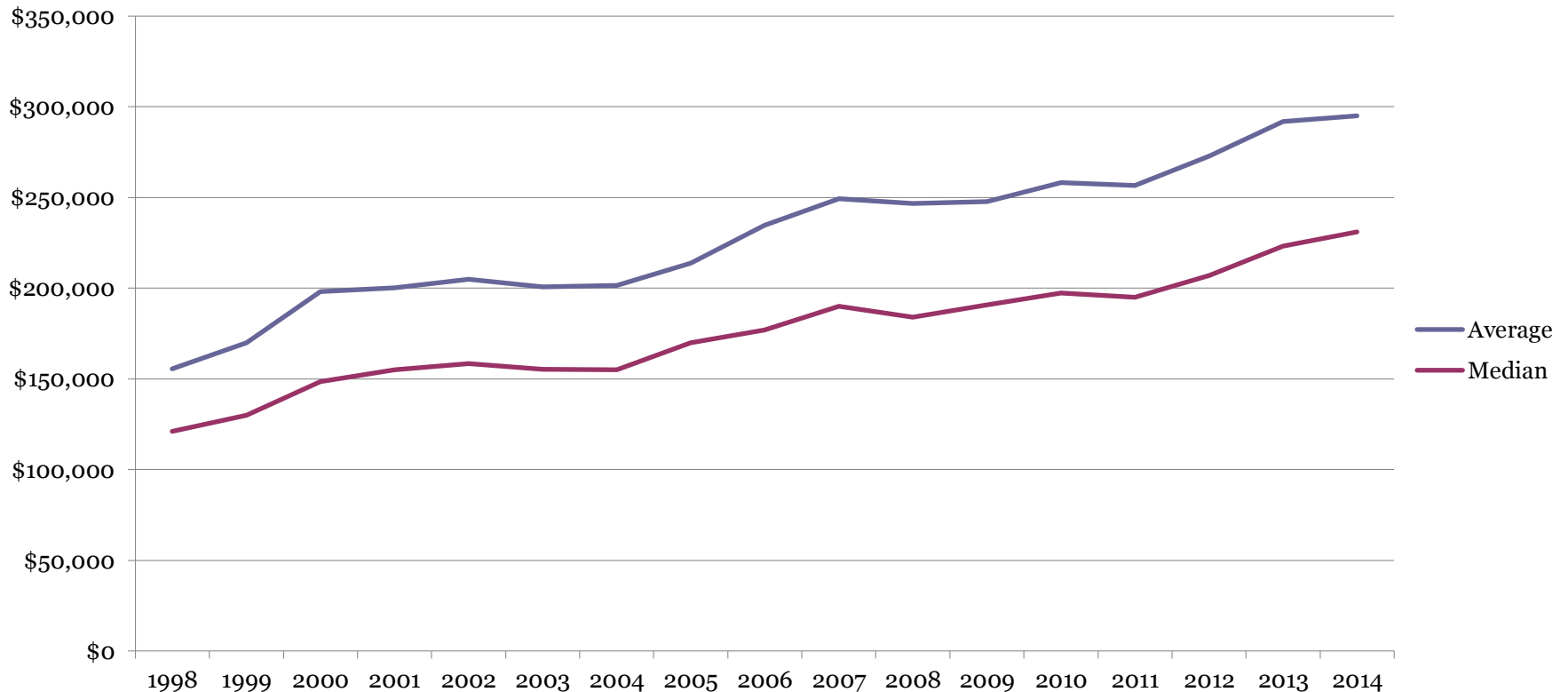
Average and Median Sold 16 Year Summary



8

The chart above follows the trend of average and median sales price per year. Last month the average sales price was \$310,464 The median sold price was \$240,121 last month. The average sales price in April is down 0.9% and the median sales price is up 4.4% from one year ago.

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

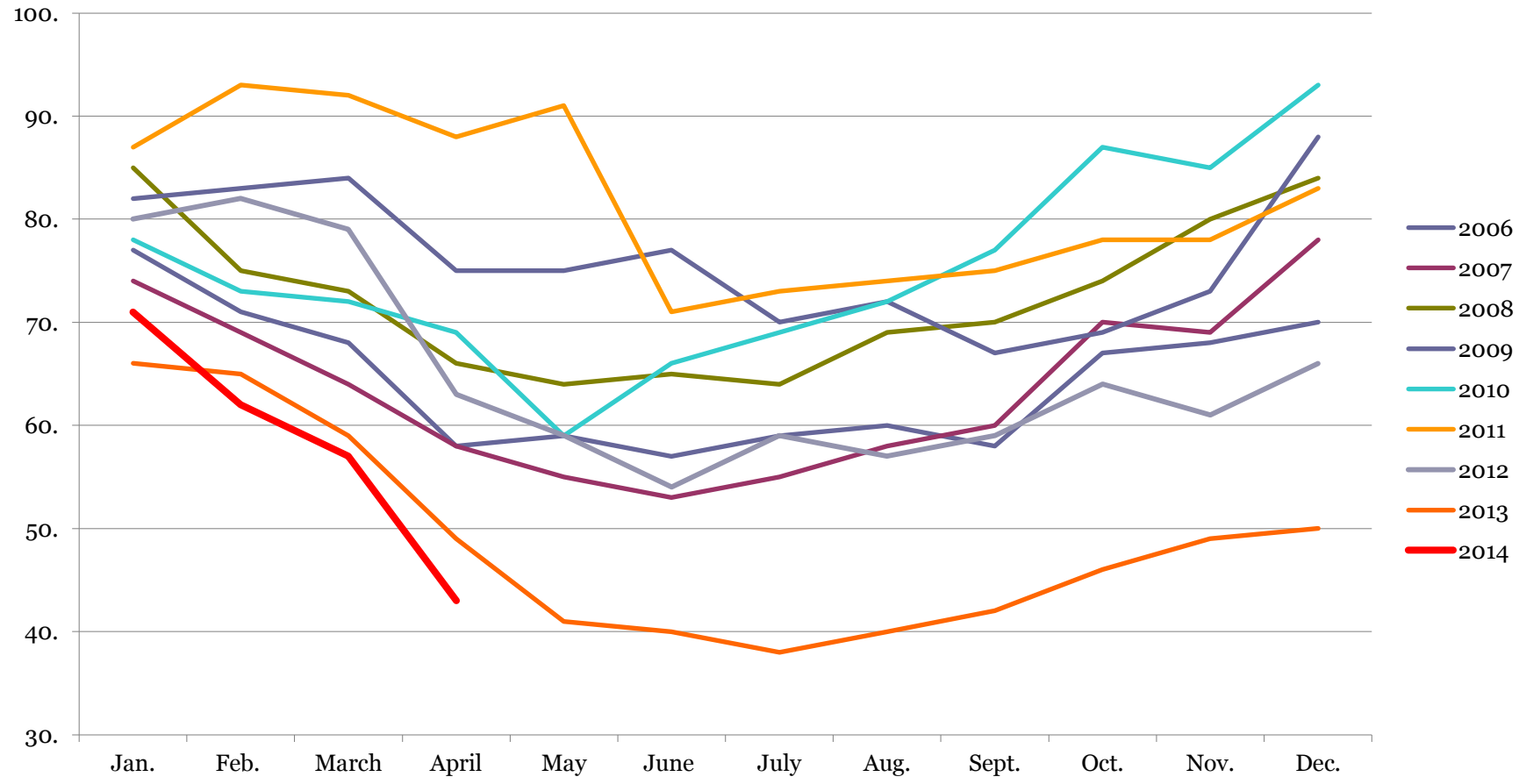


Average Days on Market 2006-2014



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Of the homes that sold last month, the average amount of days they had been on the market was 43 days. This is 12.2% less days than a year ago.





Laura Duggan,

Broker/Owner

REALTOR® CIAS, CIPS,
 CLHMS, CDPE, CRB, CRS
 MILLION DOLLAR GUILD
 AUSTIN NATIVE

Direct: (512) 750-2425

Email: laura@westaustin.com



Gail Boston,

Partner

REALTOR® ABR, E-Pro
 CLHMS, ABR, E-PRO
 MILLION DOLLAR GUILD
 AUSTIN NATIVE

Direct: (512) 626-5348

Email: gail@westaustin.com



Katy Duggan-Freshour,

REALTOR® CIAS, CDPE
 AUSTIN NATIVE

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.