



WEST AUSTIN
PROPERTIES

June 2014

Austin Real Estate

Market Report

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

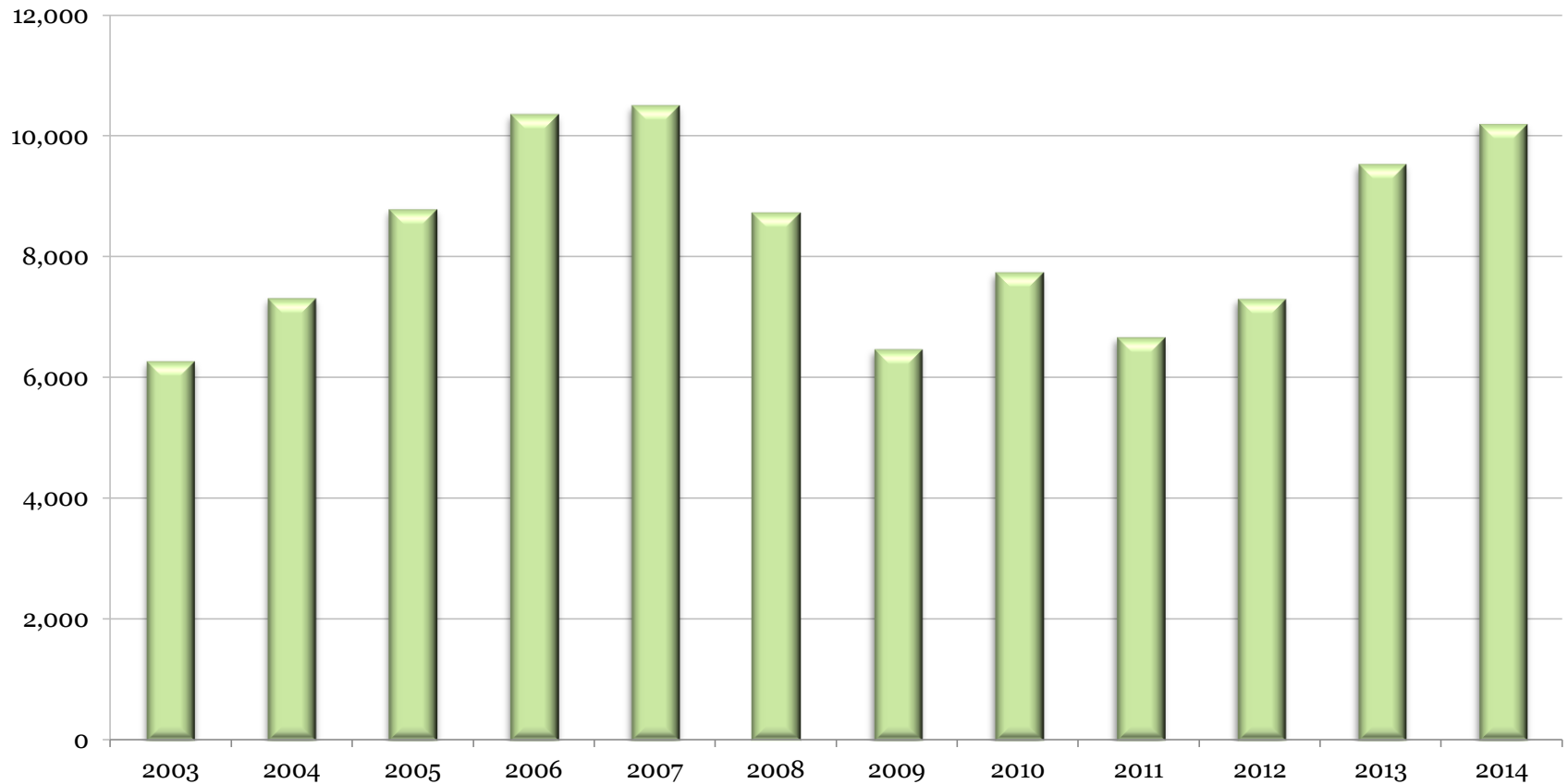
Volume 6, Issue VI



Year to Date Sales – June 2014

1

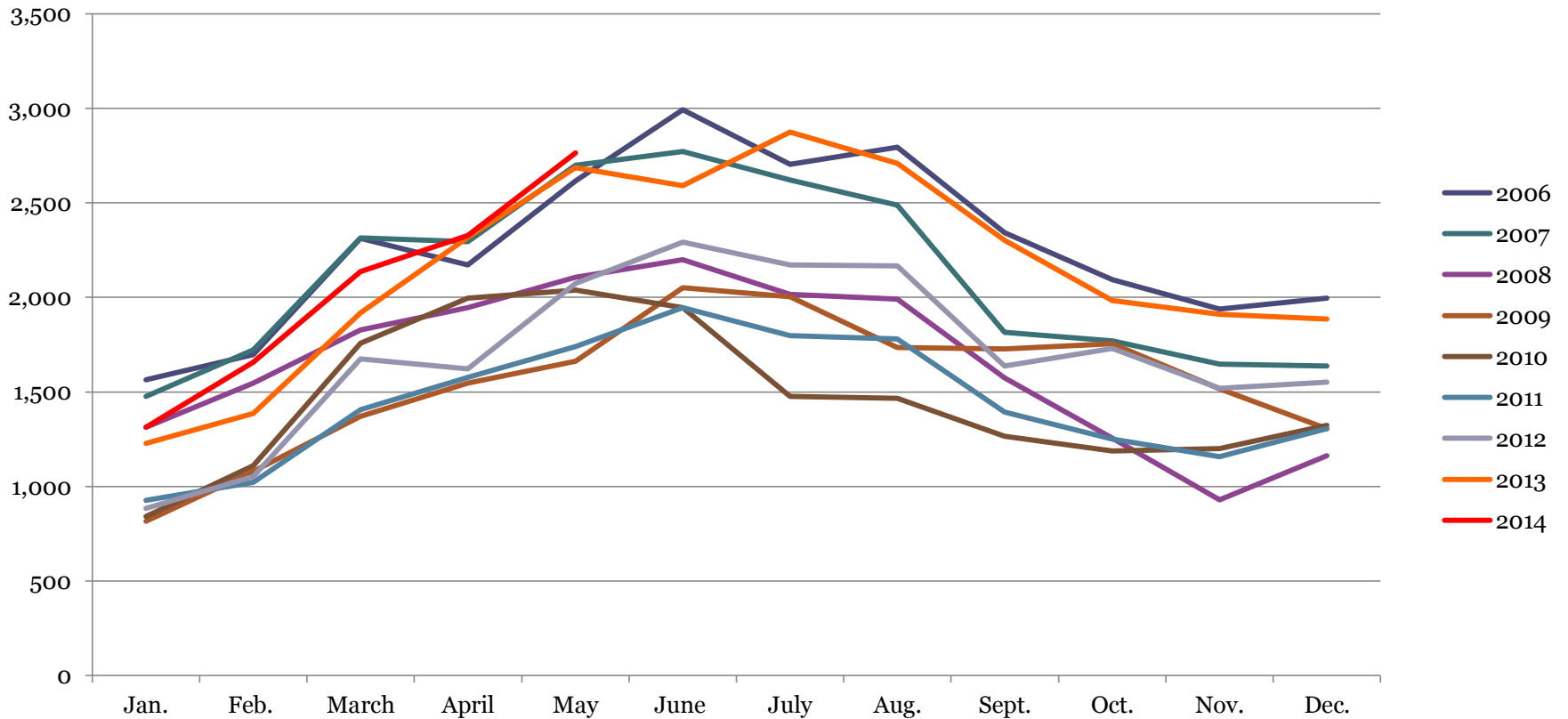
Year-to-date sales in Austin are higher than in the prior 6 years, showing increasing demand and an improving market.



Homes Sold per Month – May 2014

2

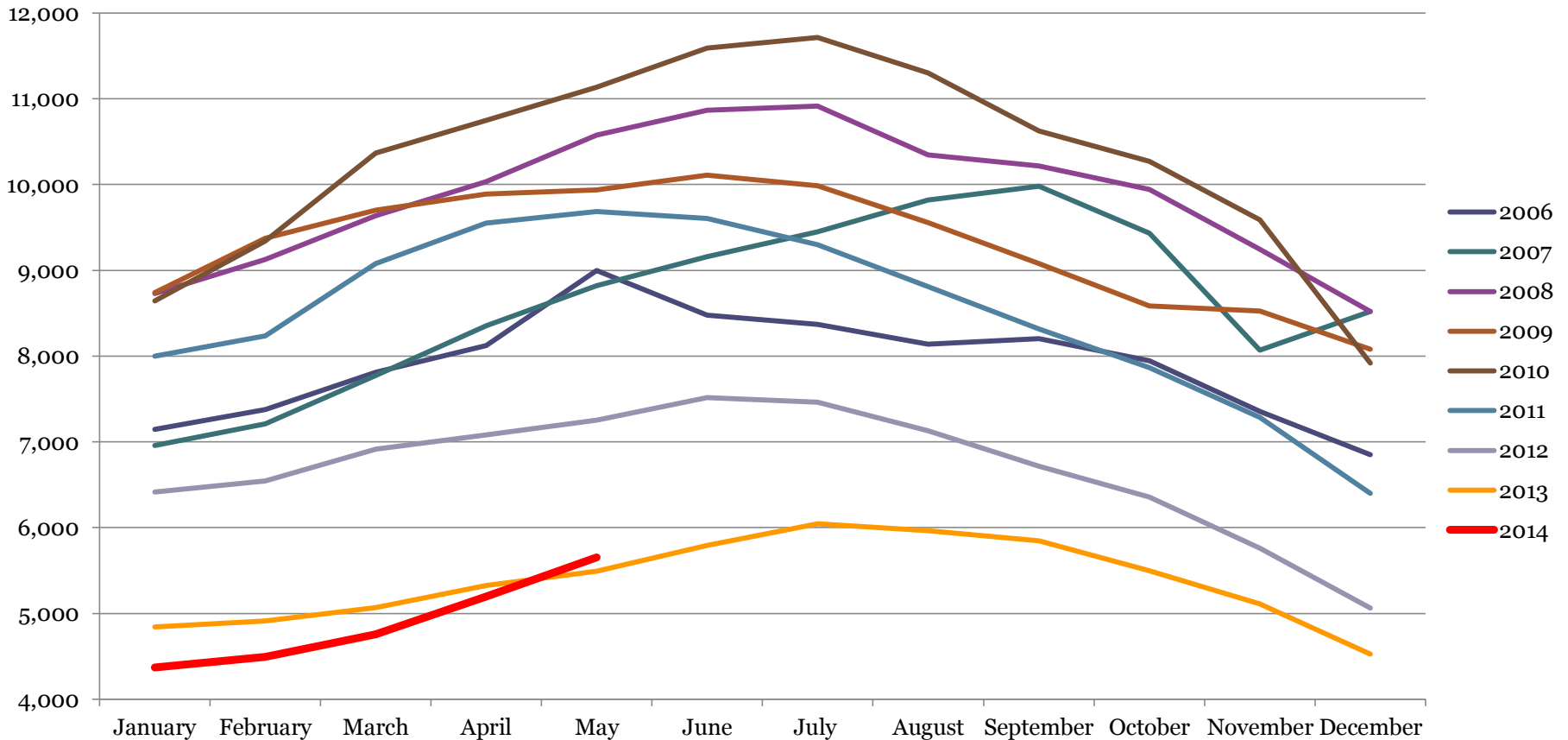
The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,765 homes sold in Austin, Texas. More homes sold in April than in the prior 8 years during that month!



Homes For Sale – June 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 5,653 homes for sale in Austin, Texas. **There are 2.85% more homes for sale than last year at this time.**

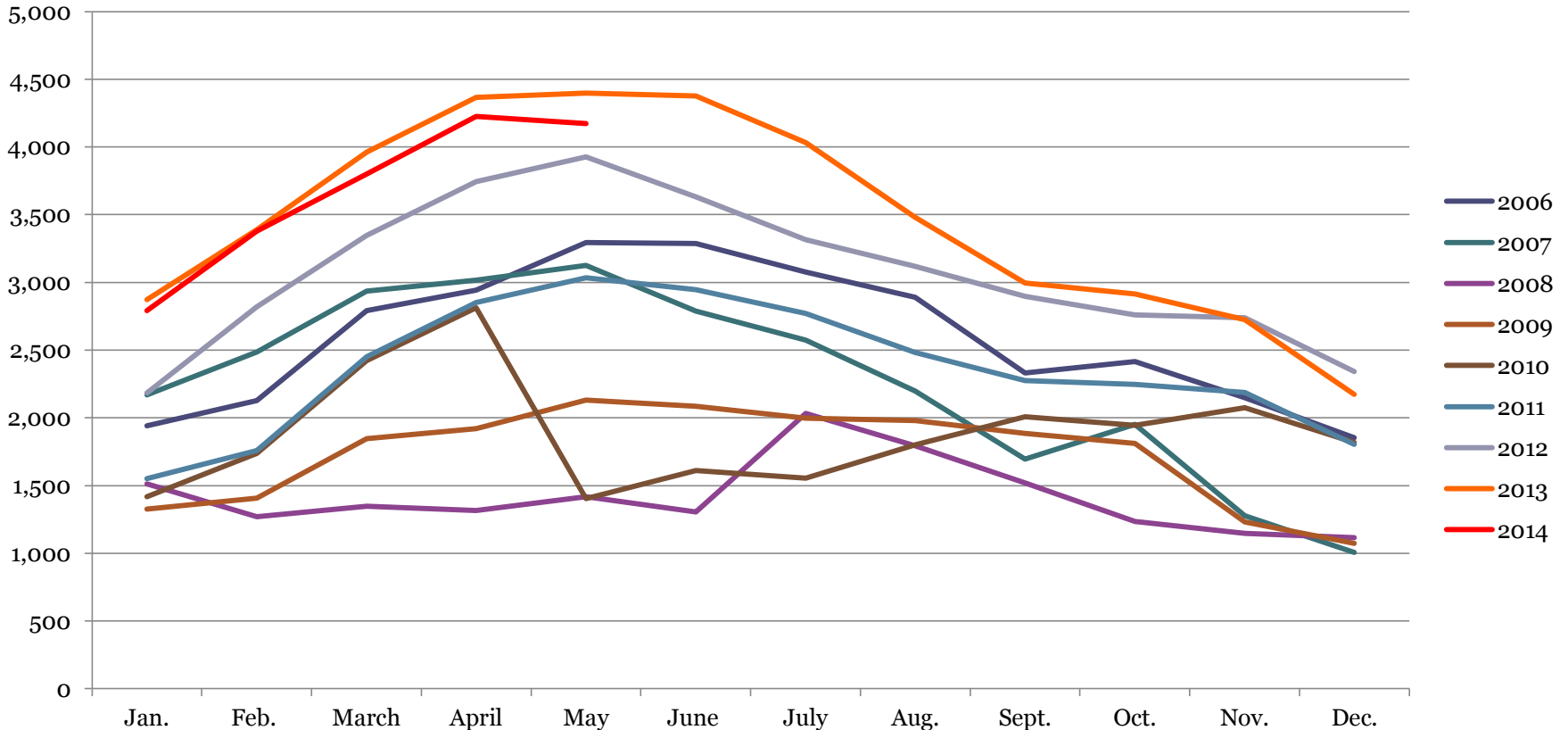


Pending Sales per Month– June 2014



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 4,172 homes Pending in Austin, Texas. **This is the second highest number of June 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- May 2014

5

Overall we are in an Extreme Normal Seller's Market with 2.04 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	65	146	2.25	Extreme Sellers Market
\$100-\$200k	868	814	0.94	Extreme Sellers Market
\$200-\$300k	796	1315	1.65	Extreme Sellers Market
\$300-\$400k	416	982	2.36	Extreme Sellers Market
\$400k-\$500k	270	668	2.47	Extreme Sellers Market
\$500-\$600k	135	432	3.20	Normal Seller's Market
\$600-\$700k	75	304	4.05	Normal Seller's Market
\$700-\$800k	30	194	6.47	Balanced Market
\$800-\$900k	26	126	4.85	Normal Seller's Market
\$900-\$1M	15	117	7.80	Balanced Market
\$1-\$2M	52	346	6.65	Balanced Market
\$2-\$3M	10	111	11.10	Extreme Buyer's Market
\$3M<	5	89	60.00	Extreme Buyer's Market
Overall MKT	2763	5644	2.04	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- May 2014

- 7 The chart below provides details on how well each Zip Code is currently selling and the impact on home values. 18 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	33	44	1.33	\$455,000	51
78702	26	53	2.04	\$365,500	62
78703	20	62	3.10	\$772,000	71
78704	37	74	2.00	\$535,000	23
78705	6	6	1.00	\$522,000	184
78717	61	55	0.90	\$298,500	24
78722	5	5	1.00	\$319,000	33
78727	19	16	0.84	\$259,500	8
78730	18	51	2.83	\$716,000	51
78731	31	64	2.06	\$576,000	30
78732	45	123	2.73	\$424,000	42
78733	17	38	2.24	\$632,000	12
78734	49	251	5.12	\$395,000	85
78735	31	63	2.03	\$483,000	41
78739	37	49	1.32	\$439,010	22
78746	46	120	2.61	\$928,750	51
78749	49	30	0.61	\$320,000	8
78750	34	39	1.15	\$455,000	10
78759	27	28	1.04	\$392,000	13
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

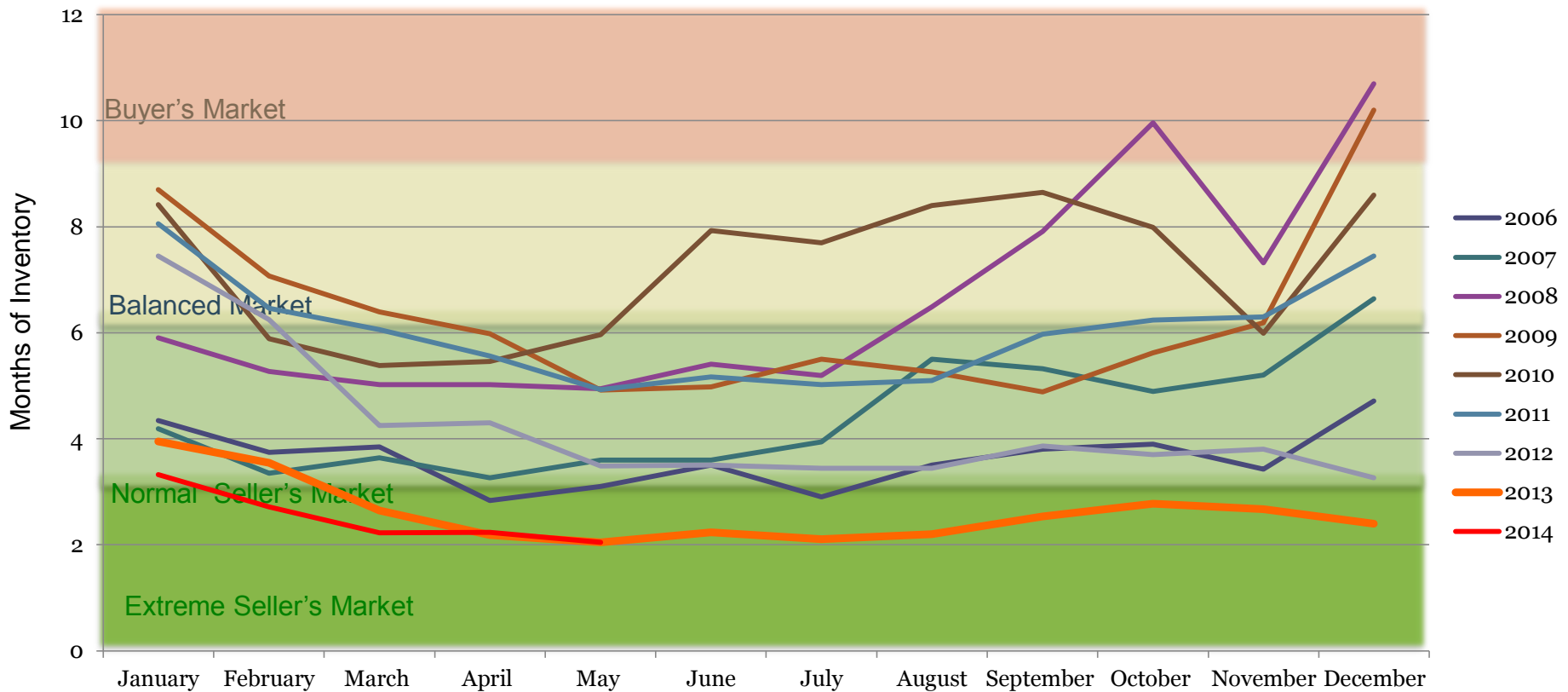
West Austin/Westlake

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: 4.19%
Conforming 15 yr: 3.24%

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



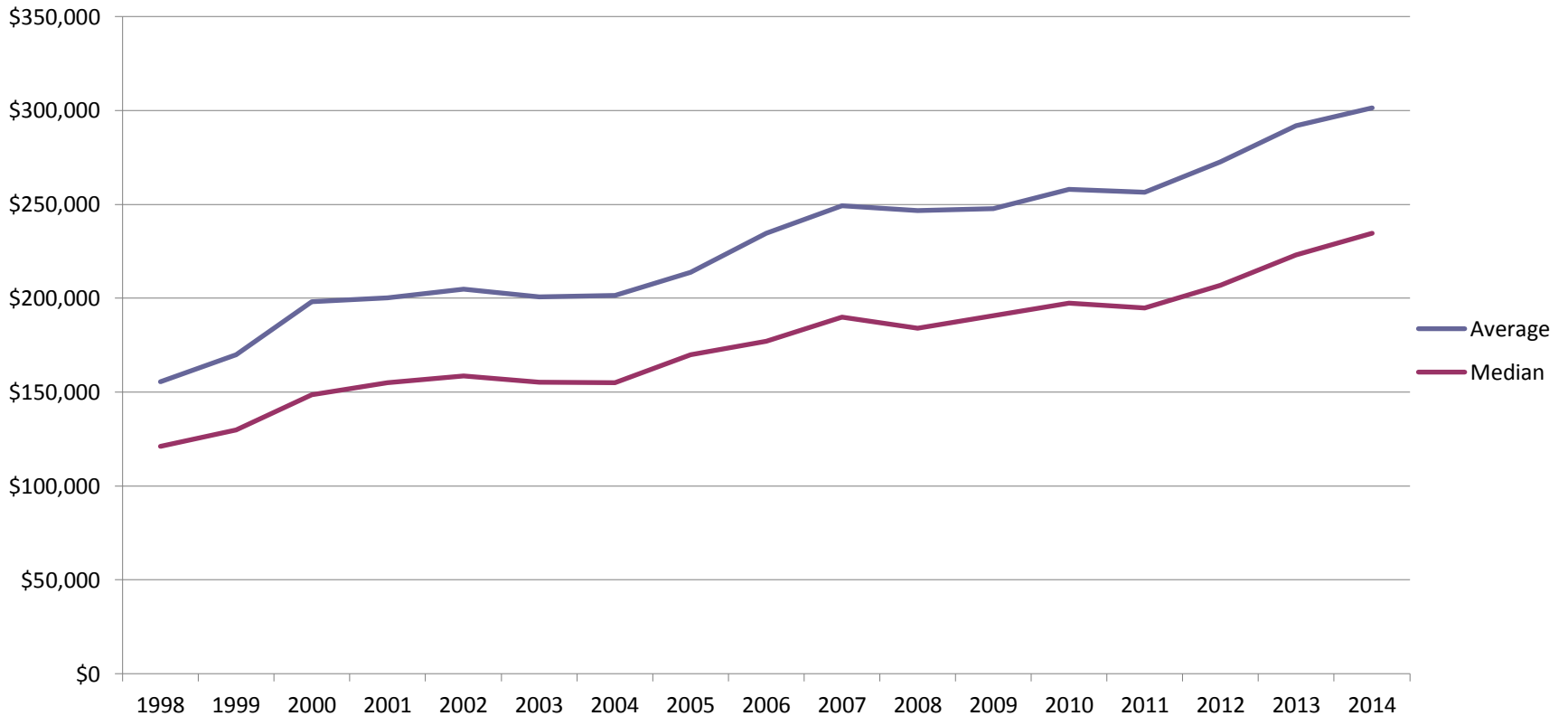
Average and Median Sold 16 Year Summary



8

The chart above follows the trend of average and median sales price per year. Last month the average sales price was \$327,116 The median sold price was \$249,900 last month. The average sales price in April is up 7.0% and the median sales price is up 7.1% from one year ago.

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

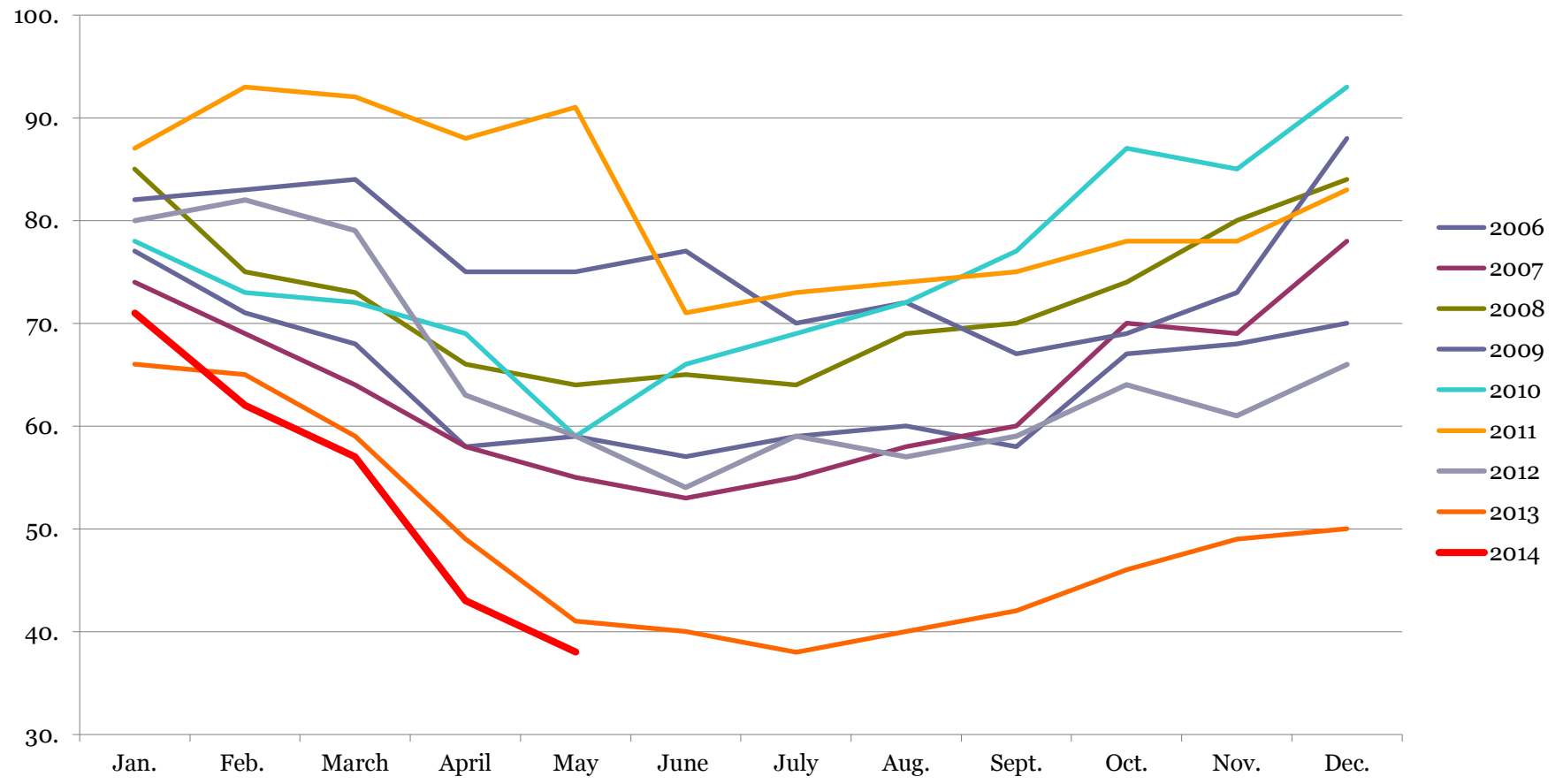


Average Days on Market 2006-2014



9

Of the homes that sold last month, the average amount of days they had been on the market was 38 days. This is 7.32% 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.