



WEST AUSTIN
PROPERTIES

October 2014 Austin Real Estate Market Report

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

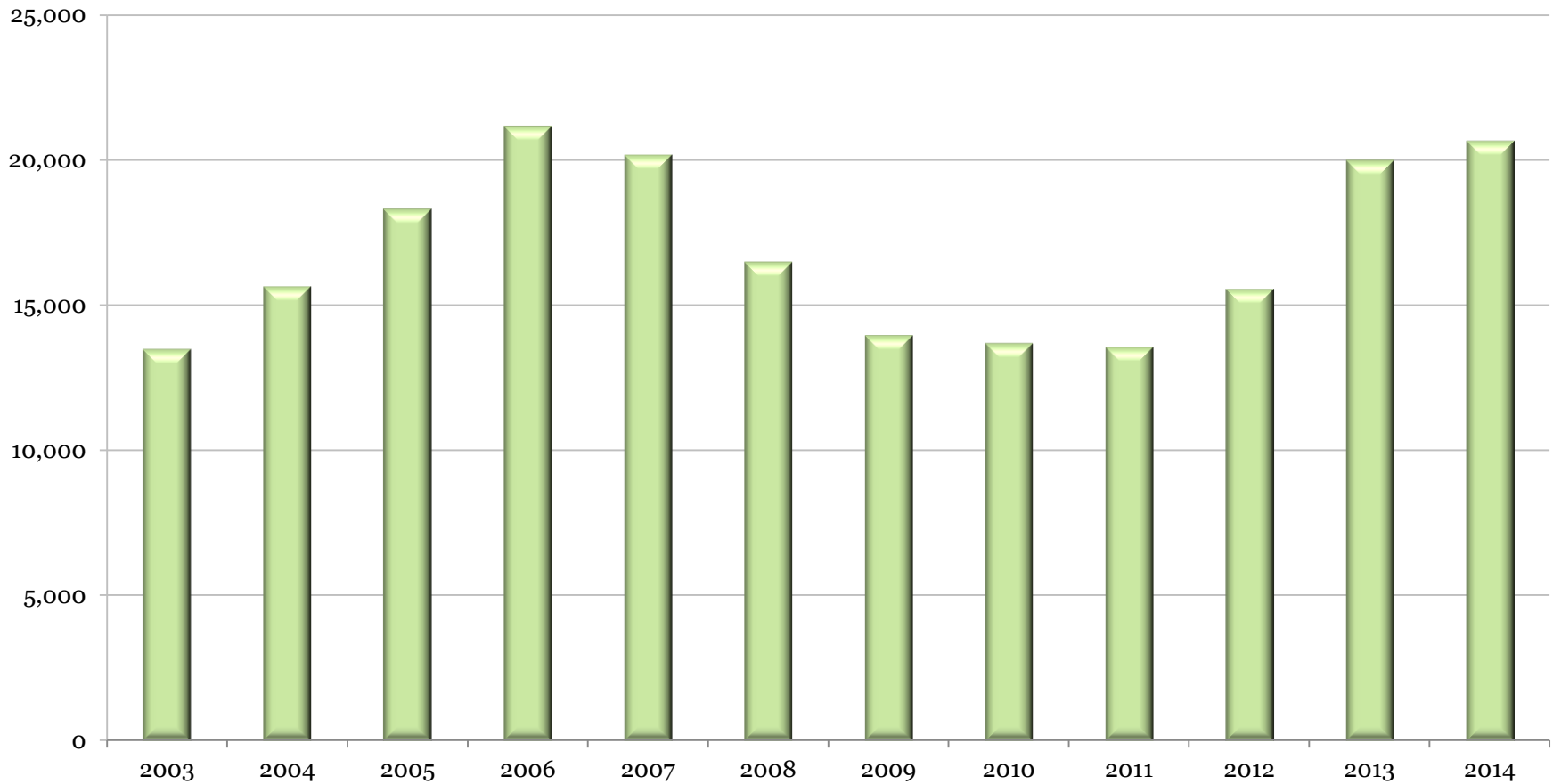
Volume 9, Issue X



Year to Date Sales – October 2014

1

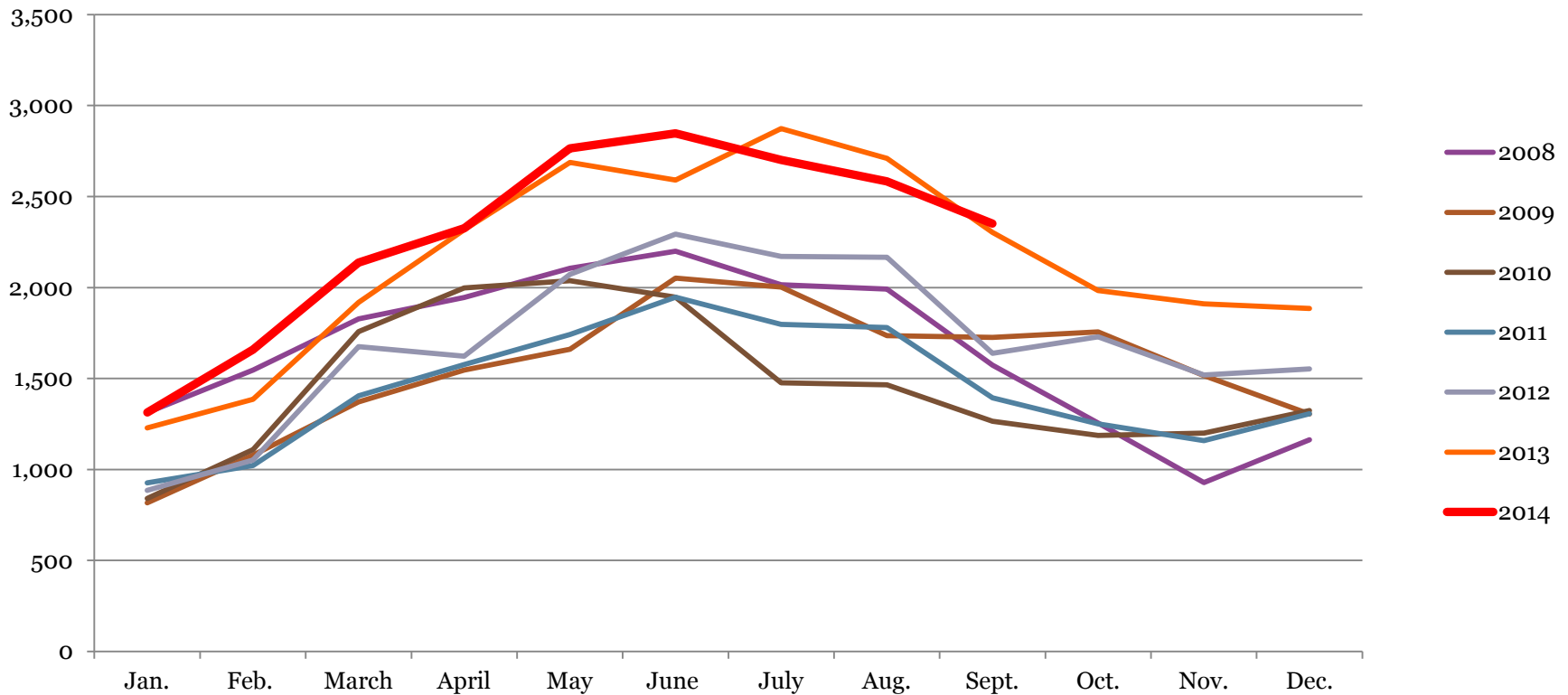
Year-to-date sales in Austin are higher than in the prior 6 years, showing increasing demand and an improving market.



Homes Sold per Month – September 2014

2

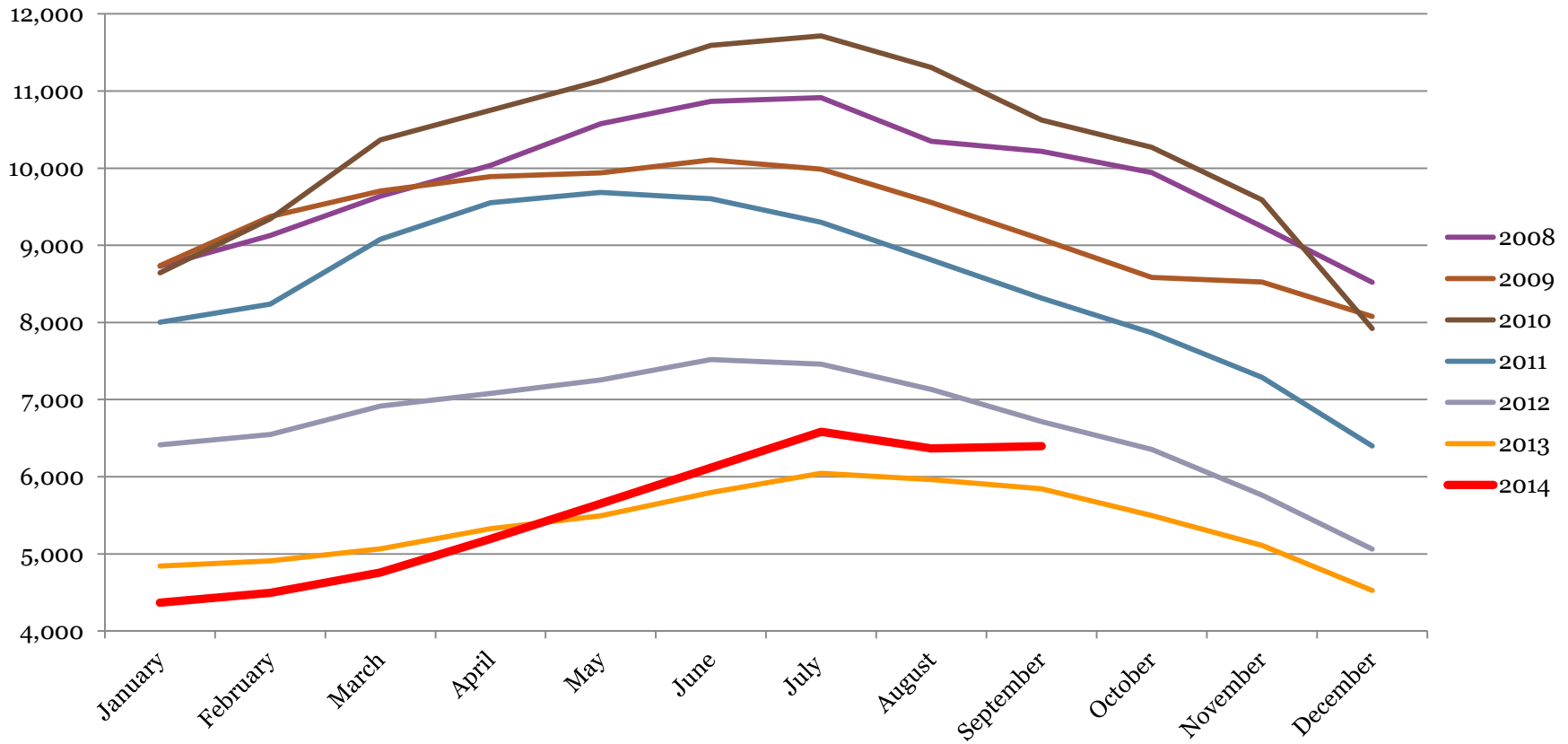
The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,351 homes sold in Austin, Texas. More homes sold in September than in six of the prior 6 years during that month!



Homes For Sale – October 2014

3

The chart below follows the trends of the number of homes for sale during any given month. At the beginning of September, there were 6,397 homes for sale in Austin, Texas. **There are 8.64% more homes for sale than last year at this time.**

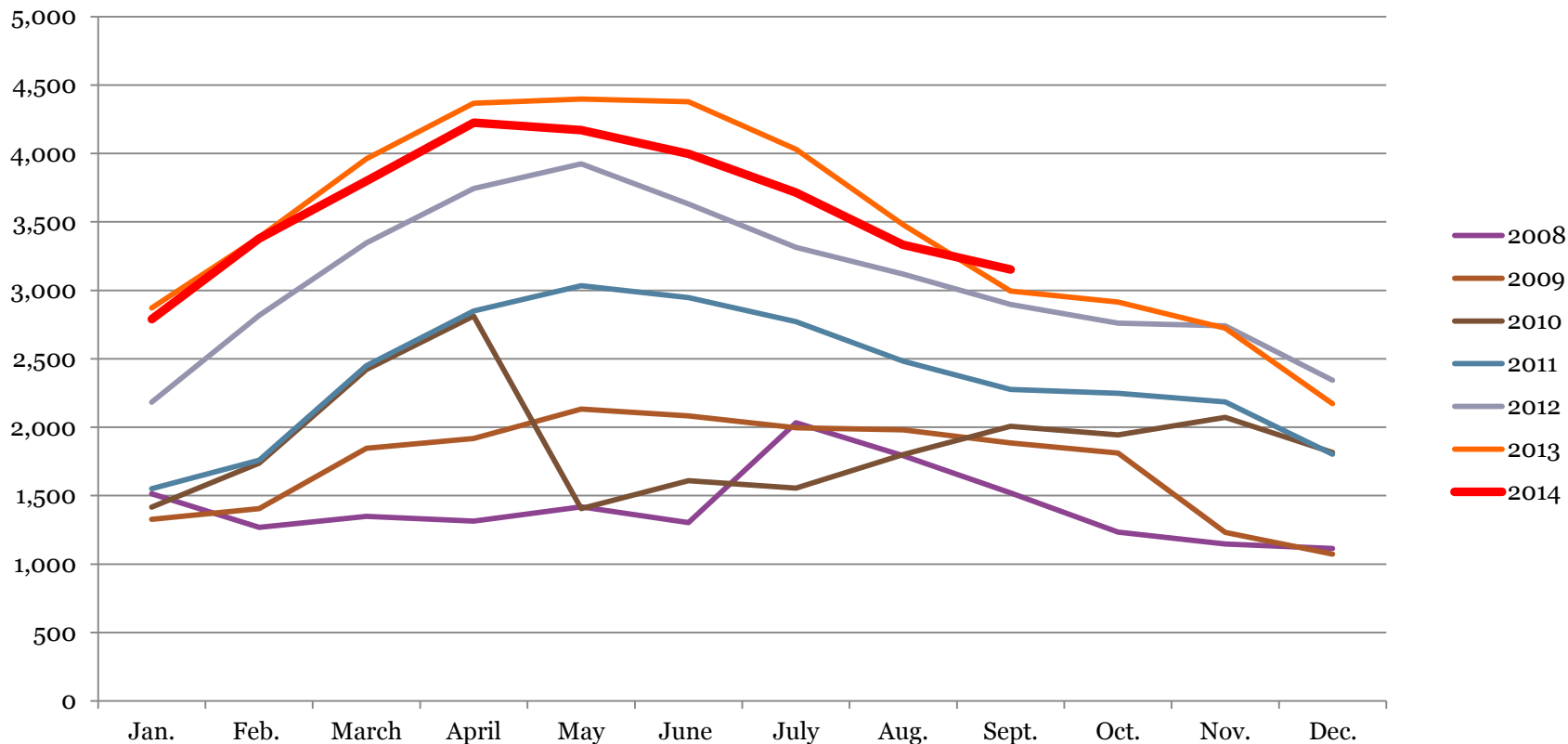


Pending Sales per Month– October 2014



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 3,152 homes Pending in Austin, Texas. **This is the highest number of September pendings in the last 6 years.** Because of qualifying, mortgage and approval rates it is taking longer to go from contract to close.



Home Sales by Price Band- September 2014

Overall we are in an Extreme Normal Seller's Market with 2.73 months of inventory. On average, home prices are showing High Appreciation for the year. 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.

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Price Range	# of Solds	Active Listings	Months of Inventory	Market
\$0-\$100k	45	155	3.44	Normal Seller's Market
\$100-\$200k	783	1040	1.33	Extreme Seller's Market
\$200-\$300k	702	1627	2.32	Extreme Seller's Market
\$300-\$400k	397	1111	2.80	Extreme Seller's Market
\$400k-\$500k	169	757	4.48	Normal Seller's Market
\$500-\$600k	98	457	4.66	Normal Seller's Market
\$600-\$700k	47	306	6.51	Balanced Market
\$700-\$800k	28	199	7.11	Balanced Market
\$800-\$900k	19	116	6.11	Balanced Market
\$900-\$1M	12	111	9.25	Normal Buyer's Market
\$1-\$2M	38	324	8.53	Balanced Market
\$2-\$3M	3	112	37.33	Extreme Buyer's Market
\$3M<	5	82	60.00	Extreme Buyer's Market
Overall MKT	2346	6397	2.73	Extreme Seller's 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 Seller's Market		High Appreciation

Home Sales by Zip Code- September 2014



7 The chart below provides details on how well each Zip Code is currently selling and the impact on home values. 12 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	20	51	2.55	\$518,500	56
78702	31	75	2.42	\$340,000	21
78703	15	44	2.93	\$890,000	40
78704	34	91	2.68	\$485,500	28
78705	1	9	9.00	\$650,000	160
78717	50	82	1.64	\$300,500	28
78722	6	11	1.83	\$392,000	33
78727	22	24	1.09	\$282,000	16
78730	14	43	3.07	\$625,995	48
78731	29	55	1.90	\$650,000	60
78732	32	99	3.09	\$412,500	84
78733	11	42	3.82	\$585,000	20
78734	38	229	6.03	\$342,500	45
78735	24	58	2.42	\$532,000	70
78739	23	77	3.35	\$435,000	41
78746	25	138	5.52	\$862,500	48
78749	43	61	1.42	\$320,000	22
78750	32	53	1.66	\$380,250	23
78759	30	49	1.63	\$440,000	25
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 Seller's 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

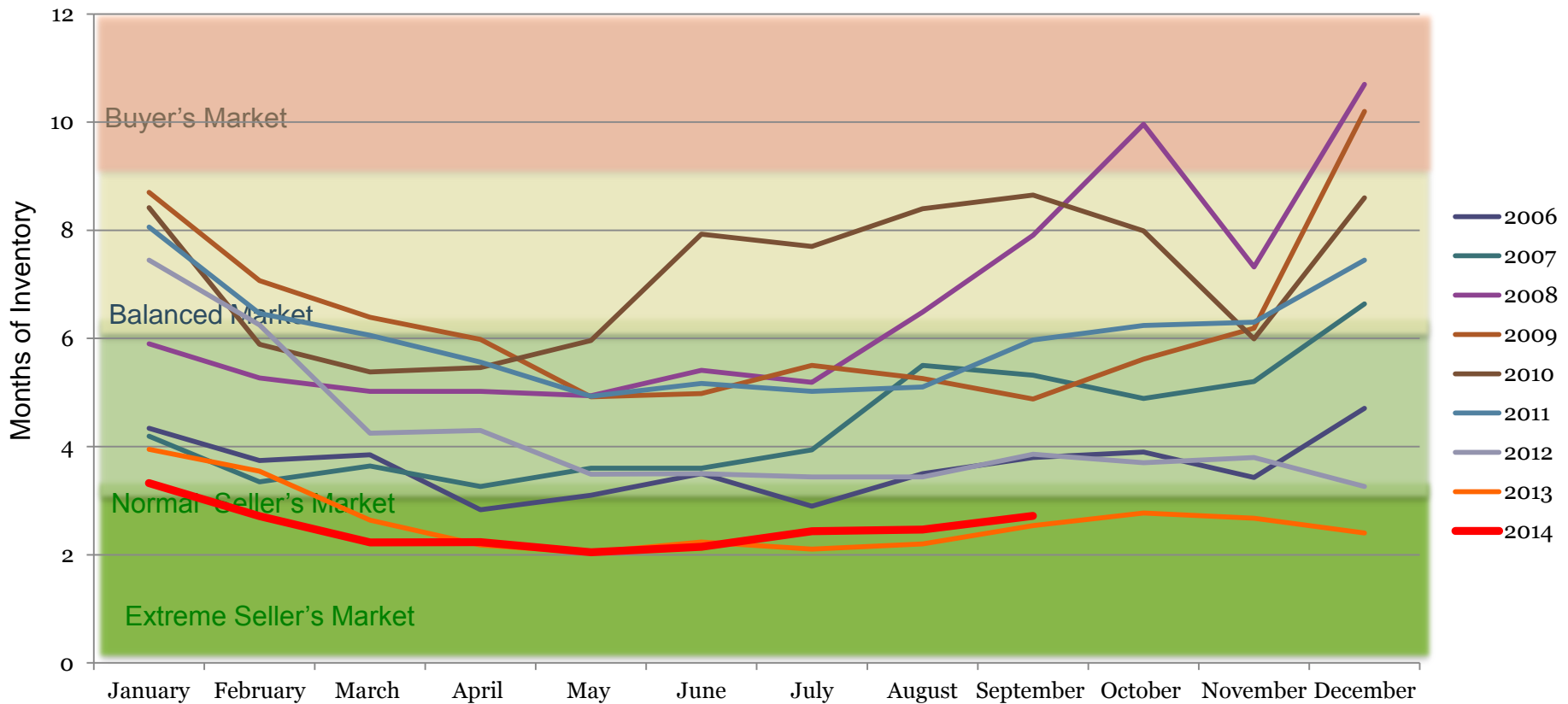
West Austin/Westlake

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)



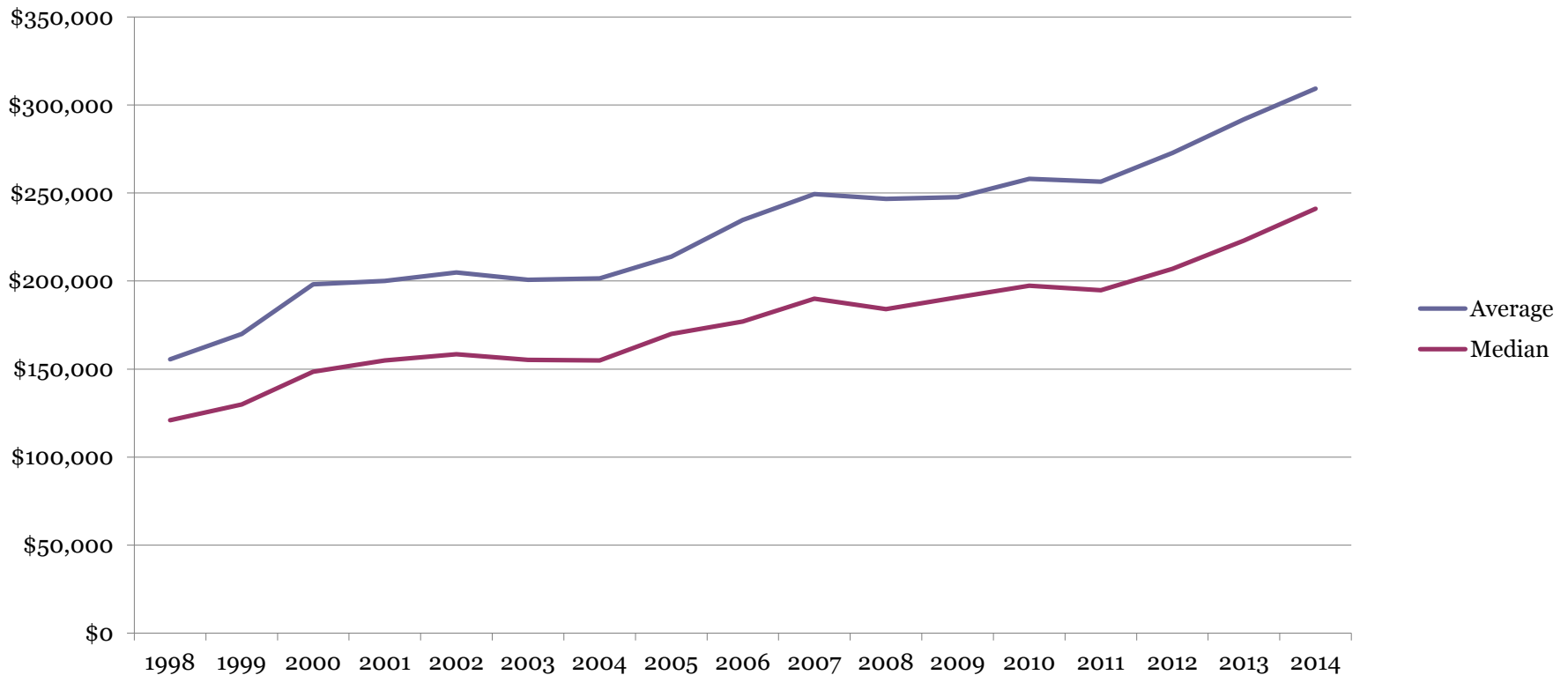
Average and Median Sold 16 Year Summary



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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 \$310,587 The median sold price was \$240,590 last month. The average sales price in September is up 7.1% and the median sales price is up 7.8% from one year ago.

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

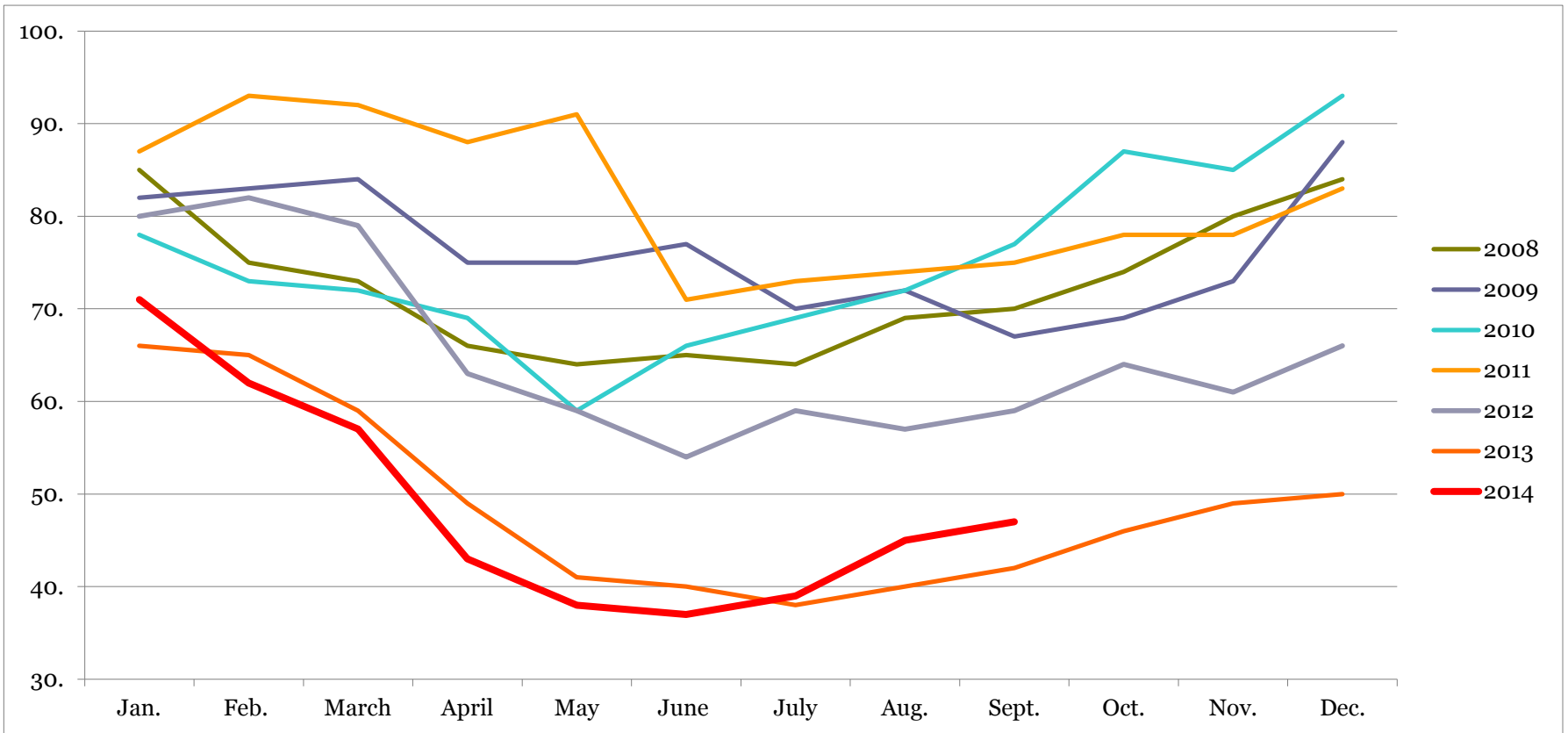


Average Days on Market 2006-2014



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Of the homes that sold last month, the average amount of days they had been on the market was 47 days. This is 11.9% more 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.