



WEST AUSTIN
PROPERTIES

November 2014 Austin Real Estate Market Report

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

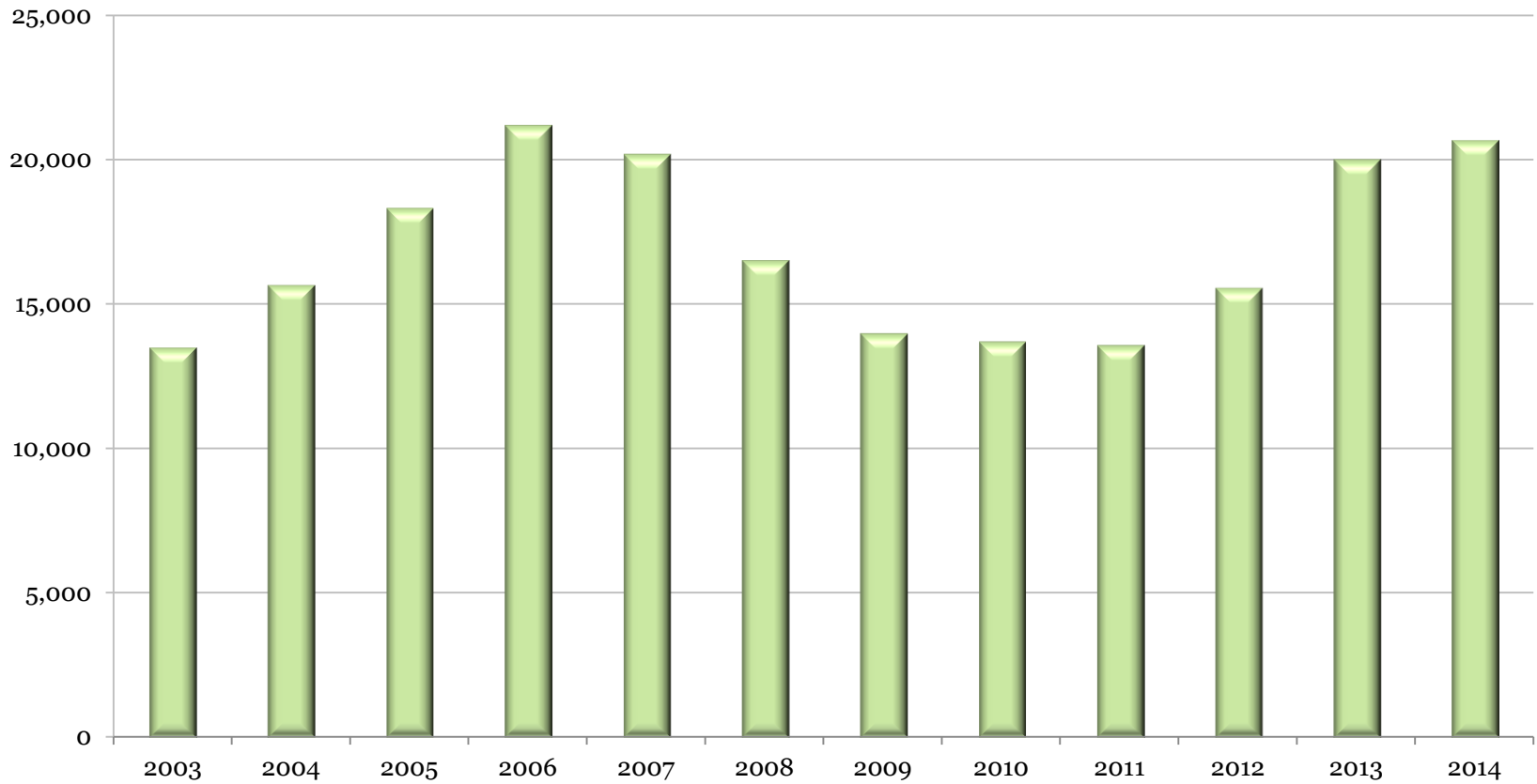
Volume 9, Issue XI



Year to Date Sales – November 2014

1

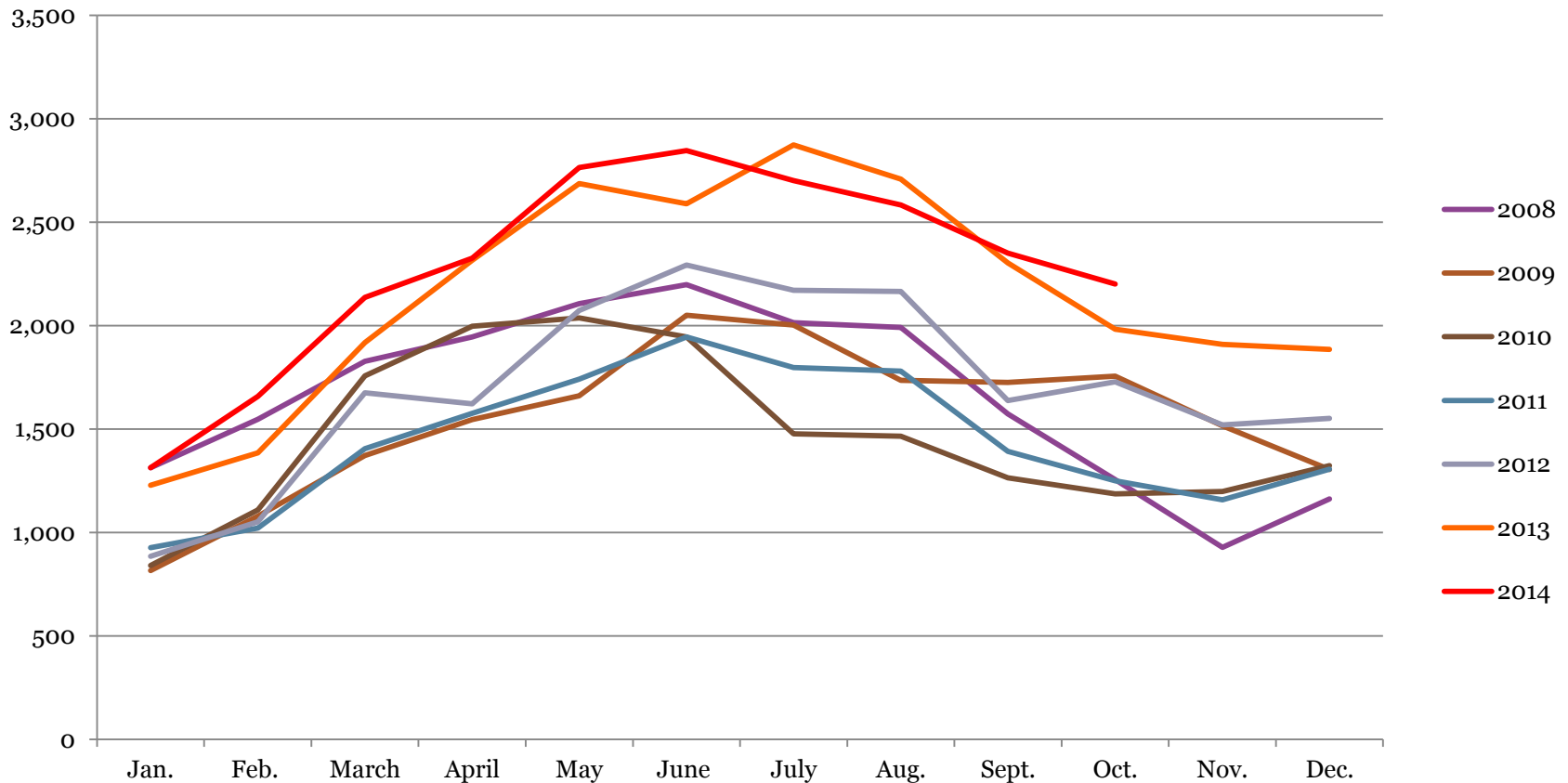
Year-to-date sales in Austin are higher than in the prior 6 years, showing increasing demand and an improving market.



Homes Sold per Month – October 2014

2

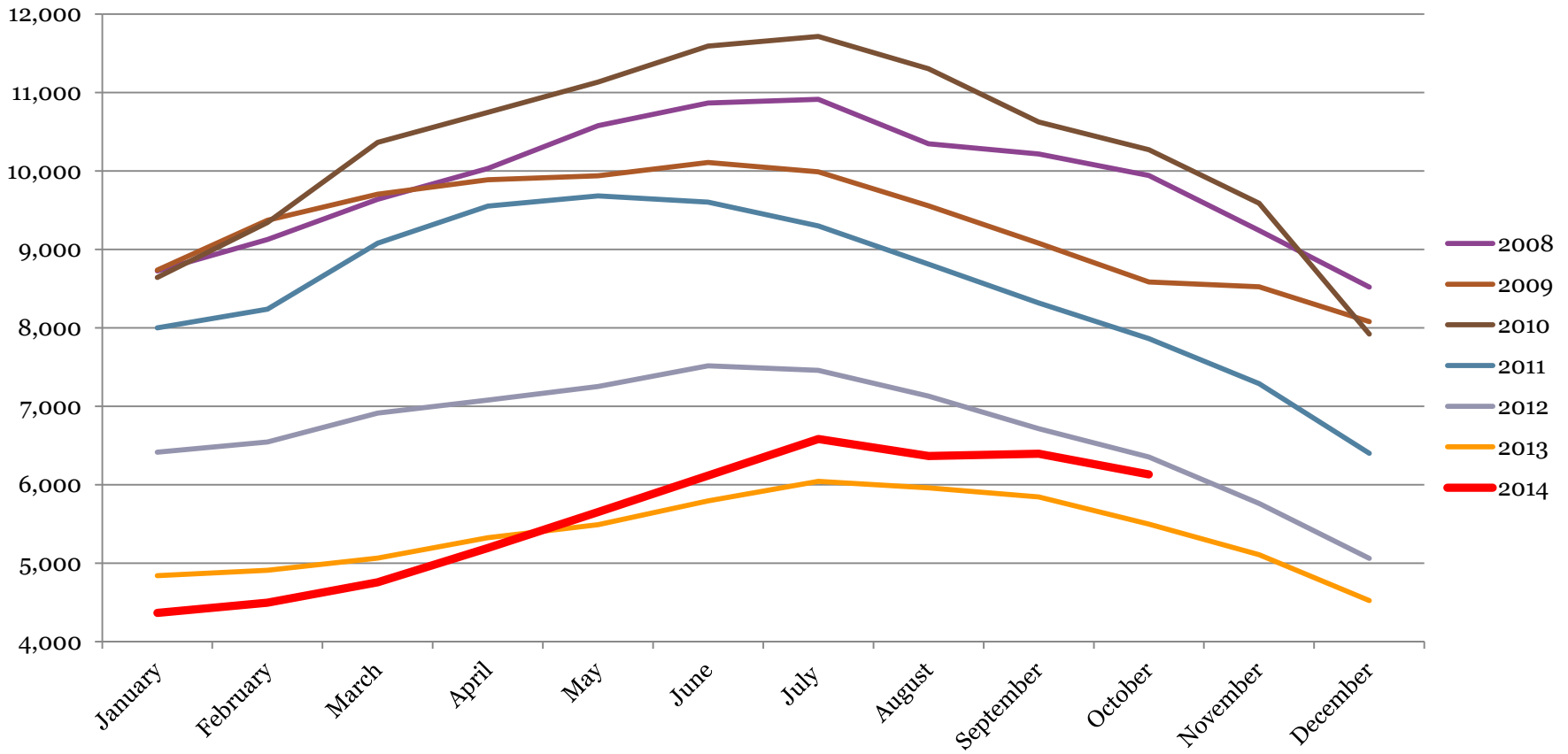
The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,202 homes sold in Austin, Texas. More homes sold in October than in six of the prior 6 years during that month!



Homes For Sale – November 2014

3

The chart below follows the trends of the number of homes for sale during any given month. At the beginning of November, there were 6,131 homes for sale in Austin, Texas. **There are 10.3% more homes for sale than last year at this time.**

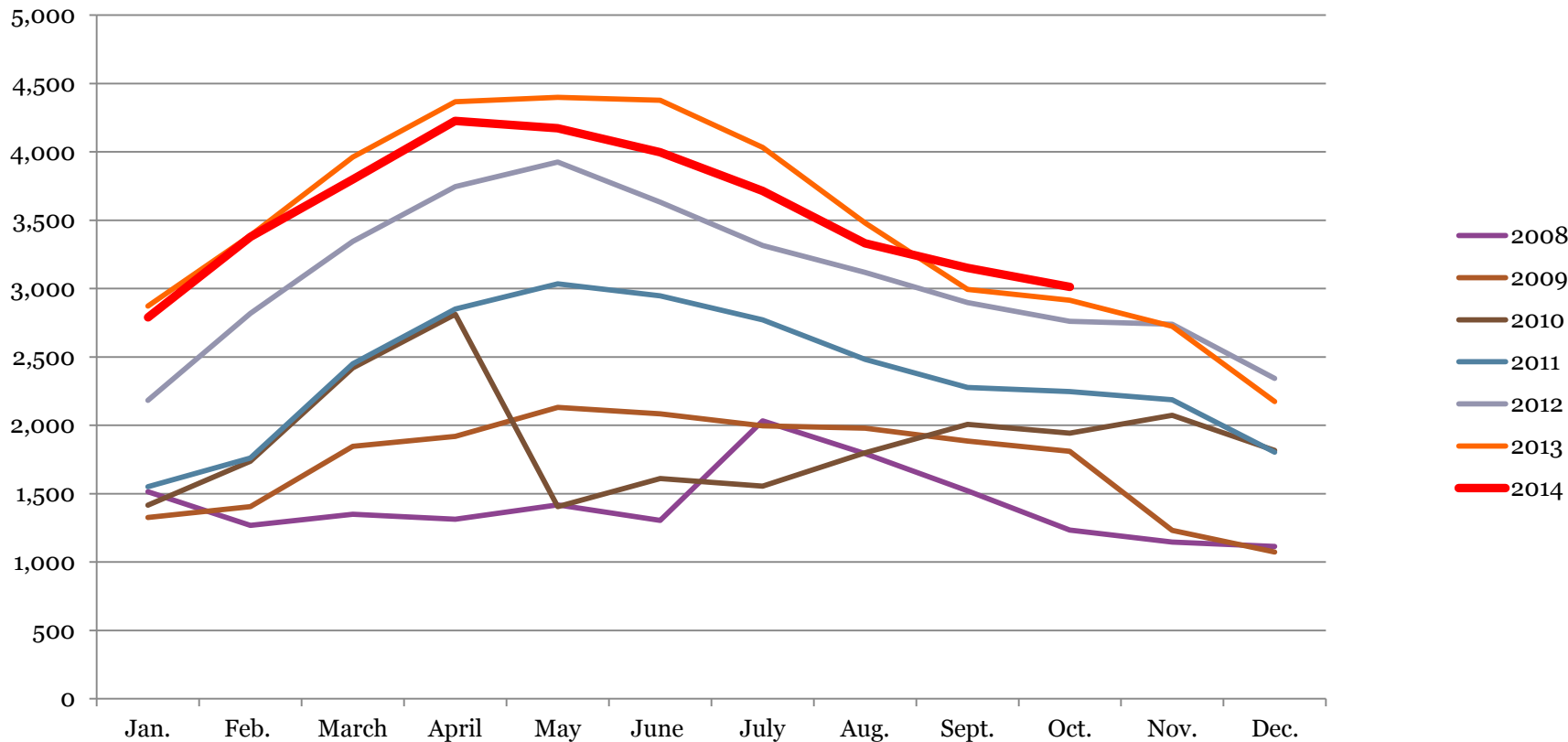


Pending Sales per Month– October 2014



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 3,013 homes Pending in Austin, Texas. **This is the highest number of October 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- October 2014

5

Overall we are in an Extreme Normal Seller's Market with 2.78 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.

Price Range	# of Solds	Active Listings	Months of Inventory	Market
\$0-\$100k	49	152	3.10	Normal Seller's Market
\$100-\$200k	748	922	1.23	Extreme Seller's Market
\$200-\$300k	629	1536	2.44	Extreme Seller's Market
\$300-\$400k	319	1096	3.44	Normal Seller's Market
\$400k-\$500k	200	708	3.54	Normal Seller's Market
\$500-\$600k	108	467	4.32	Normal Seller's Market
\$600-\$700k	50	305	6.10	Balanced Market
\$700-\$800k	28	196	7.00	Balanced Market
\$800-\$900k	16	124	7.75	Balanced Market
\$900-\$1M	9	107	11.89	Normal Buyer's Market
\$1-\$2M	32	312	9.75	Normal Buyer's Market
\$2-\$3M	7	107	15.29	Extreme Buyer's Market
\$3M<	4	81	60.00	Extreme Buyer's Market
Overall MKT	2199	6113	2.78	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- October 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	20	53	2.65	\$454,250	42
78702	27	77	2.85	\$318,000	16
78703	22	33	1.50	\$867,500	91
78704	30	89	2.97	\$547,500	21
78705	1	7	7.00	\$573,000	1
78717	40	76	1.90	\$290,450	44
78722	8	9	1.13	\$345,250	45
78727	26	24	0.92	\$272,000	16
78730	13	42	3.23	\$681,500	74
78731	31	59	1.90	\$575,000	62
78732	30	90	3.00	\$424,000	77
78733	6	43	7.17	\$834,000	57
78734	33	211	6.39	\$390,000	88
78735	16	62	3.88	\$638,000	78
78739	35	60	1.71	\$426,360	50
78746	16	125	7.81	\$721,463	46
78749	56	44	0.79	\$290,000	23
78750	38	42	1.11	\$400,250	32
78759	26	51	1.96	\$474,500	46
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

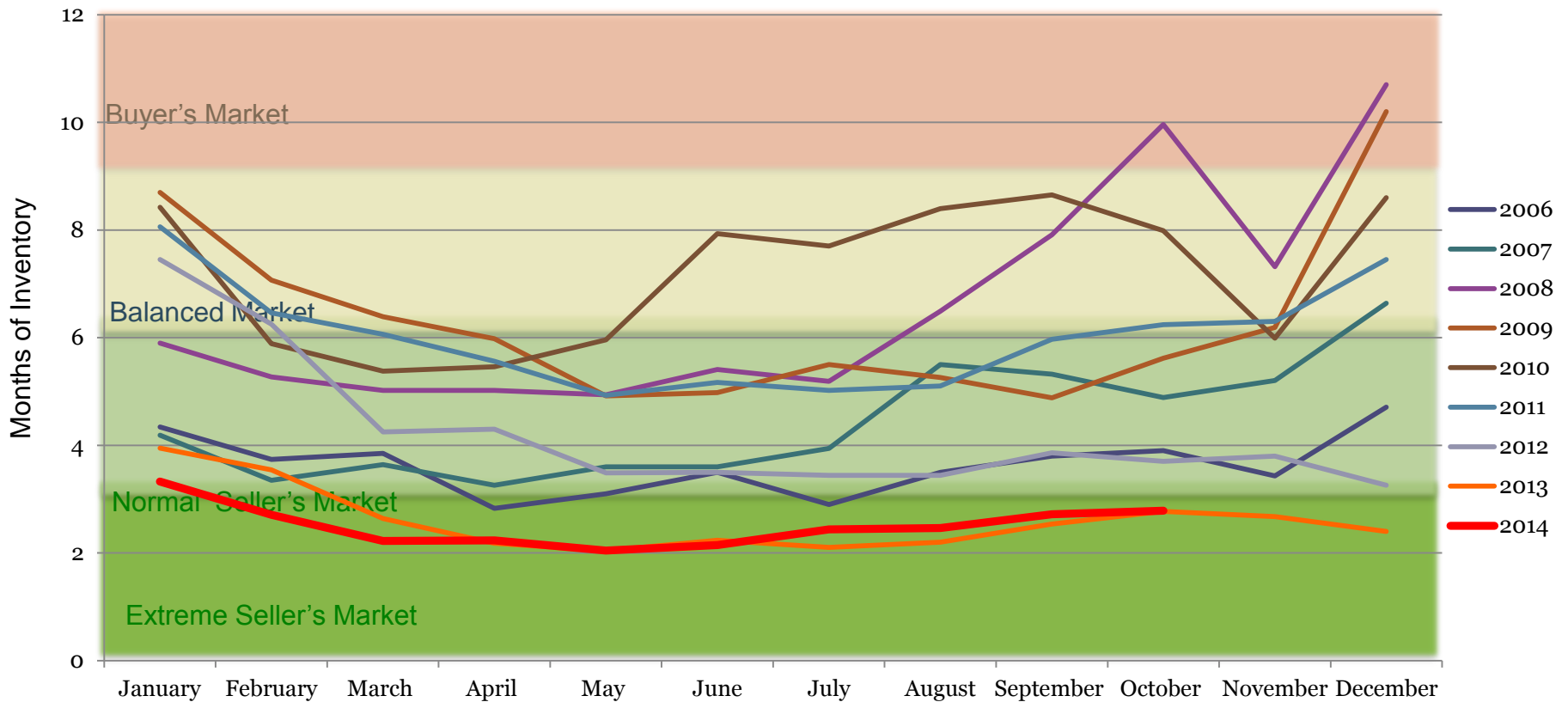
West Austin/Westlake

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)



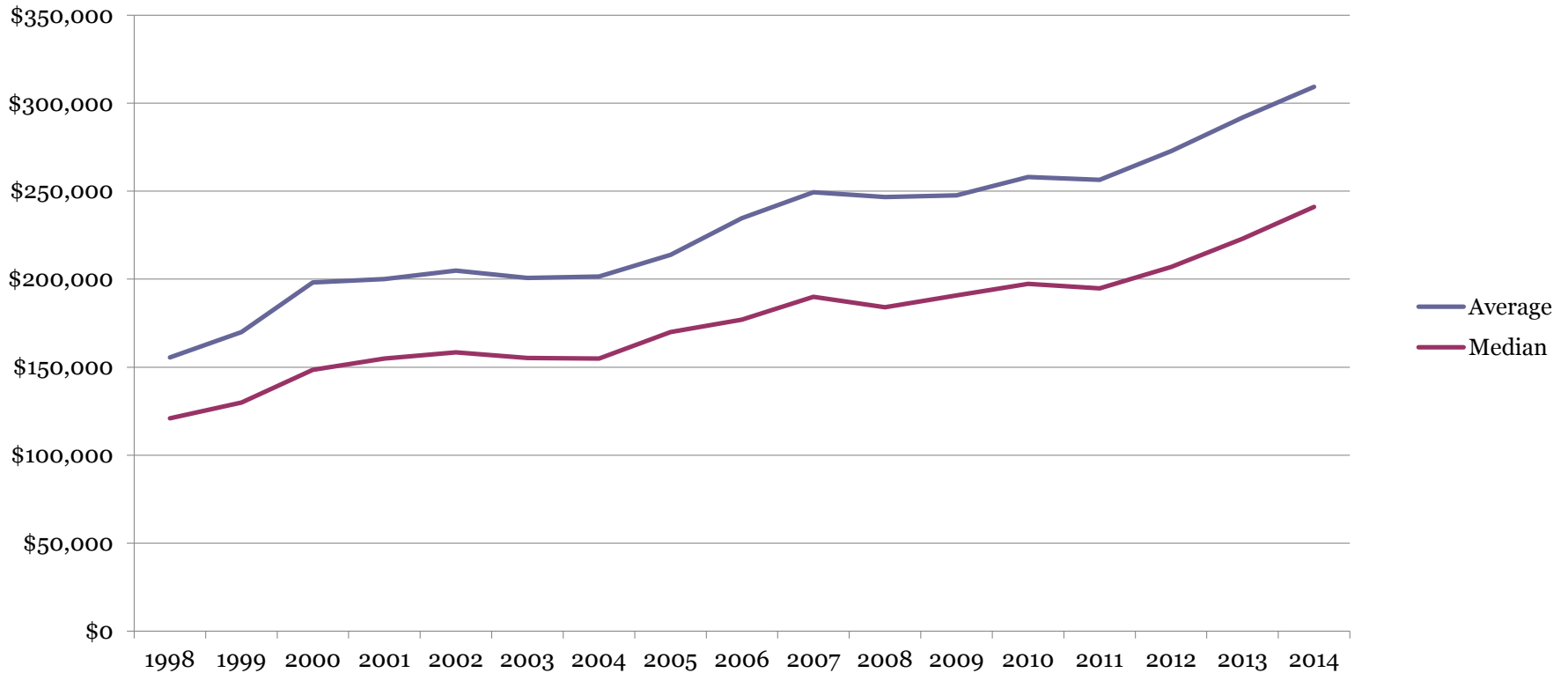
Average and Median Sold 16 Year Summary



8

The chart above follows the trend of average and median sales price per year. Last month the average sales price was \$314,134 The median sold price was \$242,000 last month. The average sales price in October is up 11.6% and the median sales price is up 11.5% from one year ago.

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

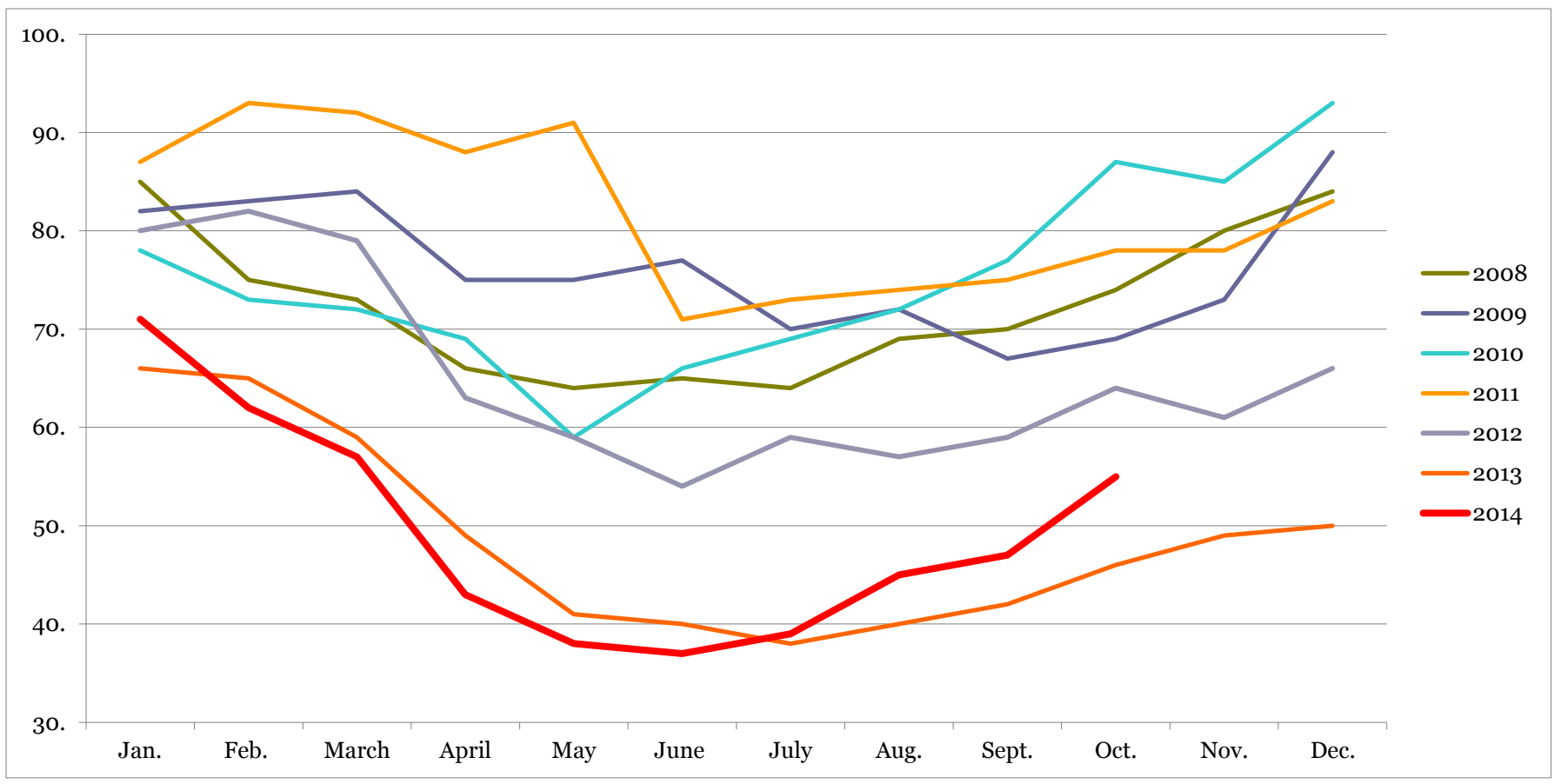


Average Days on Market 2006-2014



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Of the homes that sold last month, the average amount of days they had been on the market was 55 days. This is 19.5% 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.