



WEST AUSTIN
PROPERTIES

January 2015 Austin Real Estate Market Report

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

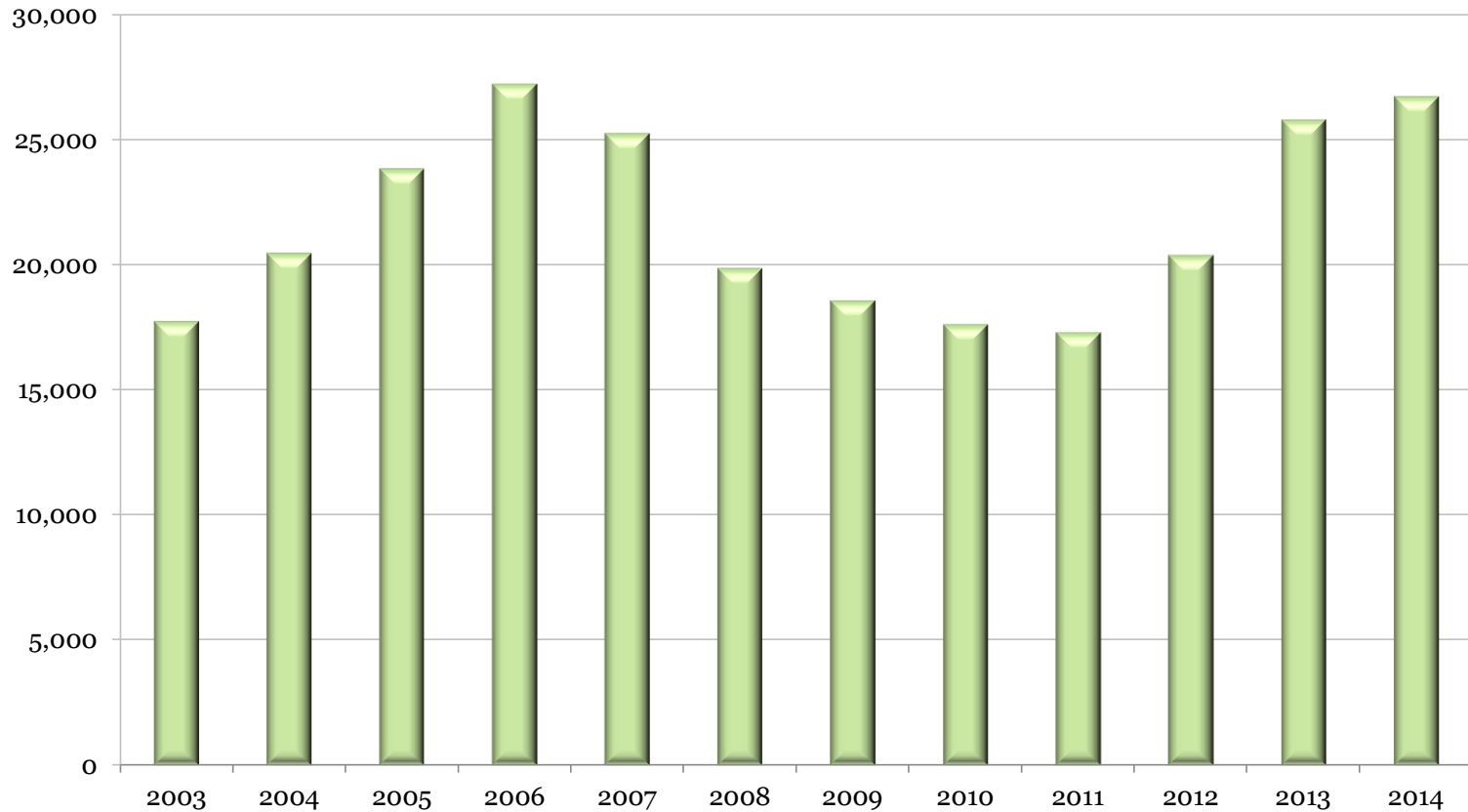
Volume 10, Issue I



Year to Date Sales – January 2015

1

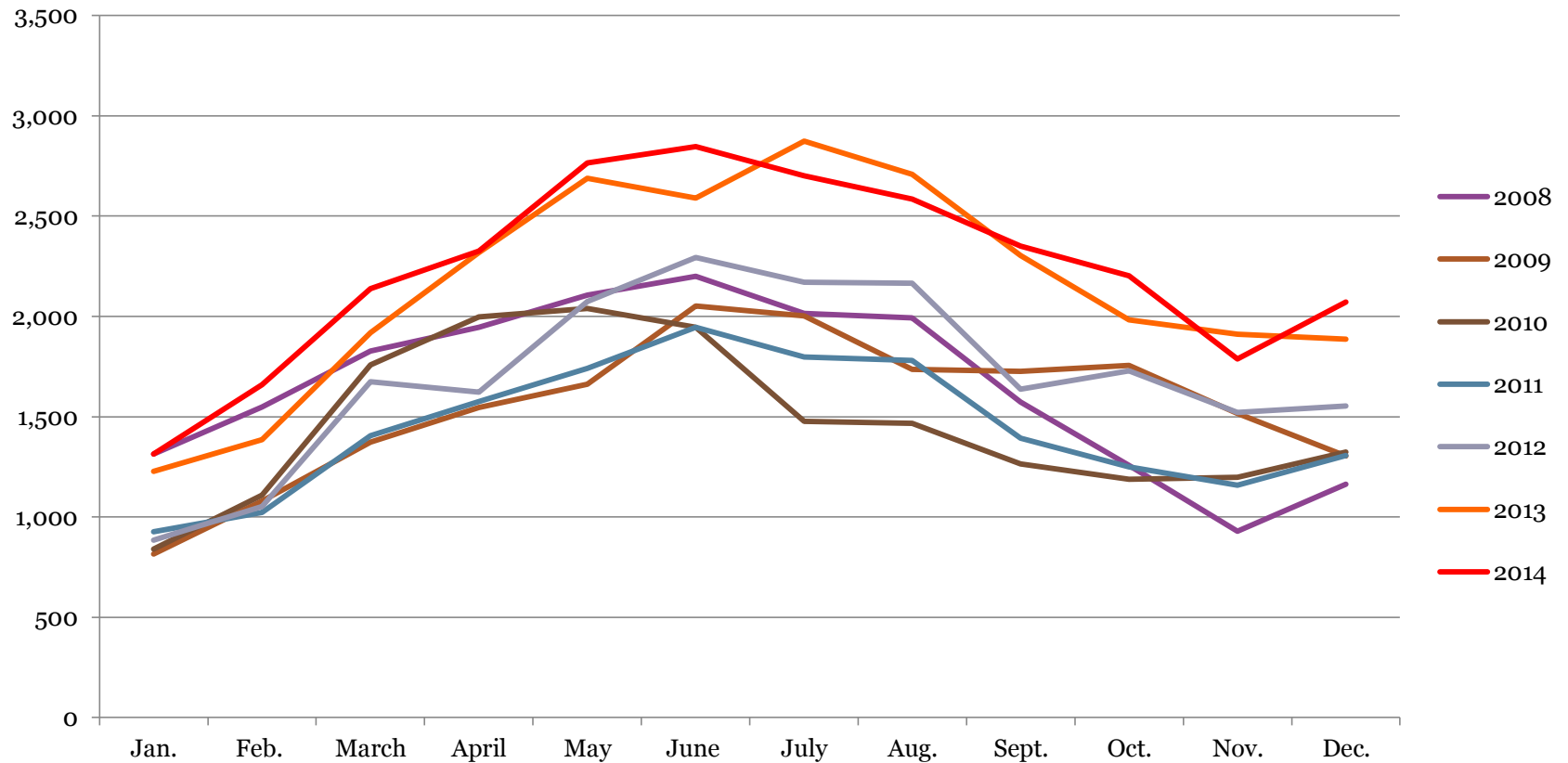
Year-to-date sales in Austin are higher than in the prior 7 years, showing increasing demand and an improving market.



Homes Sold per Month – December 2014

2

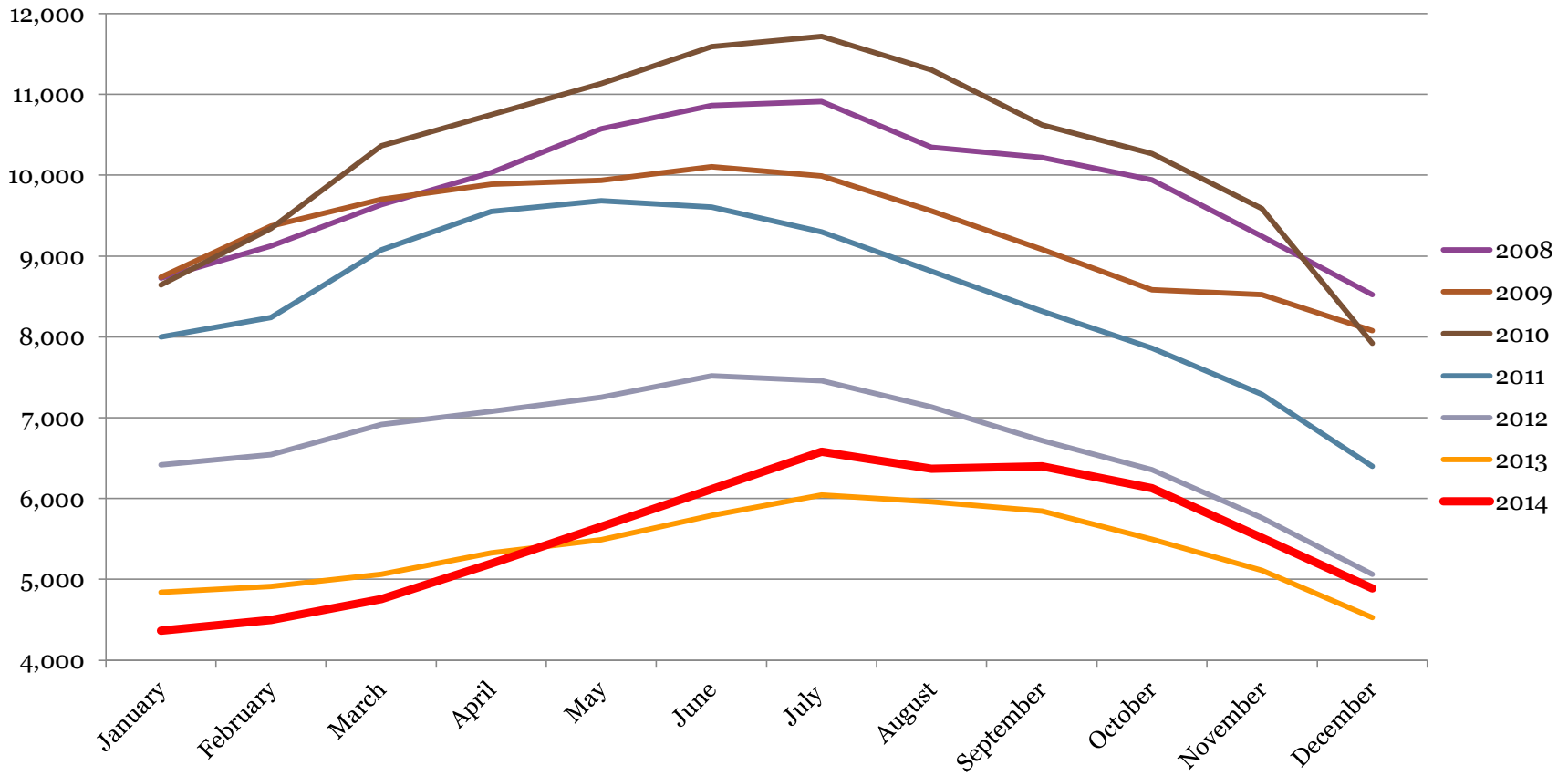
The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,070 homes sold in Austin, Texas. More homes sold in December than in six of the last seven years during that month!



Homes For Sale – January 2015

3

The chart below follows the trends of the number of homes for sale during any given month. At the beginning of January, there were 4,889 homes for sale in Austin, Texas. **There are 7.45% more homes for sale than last year at this time.**

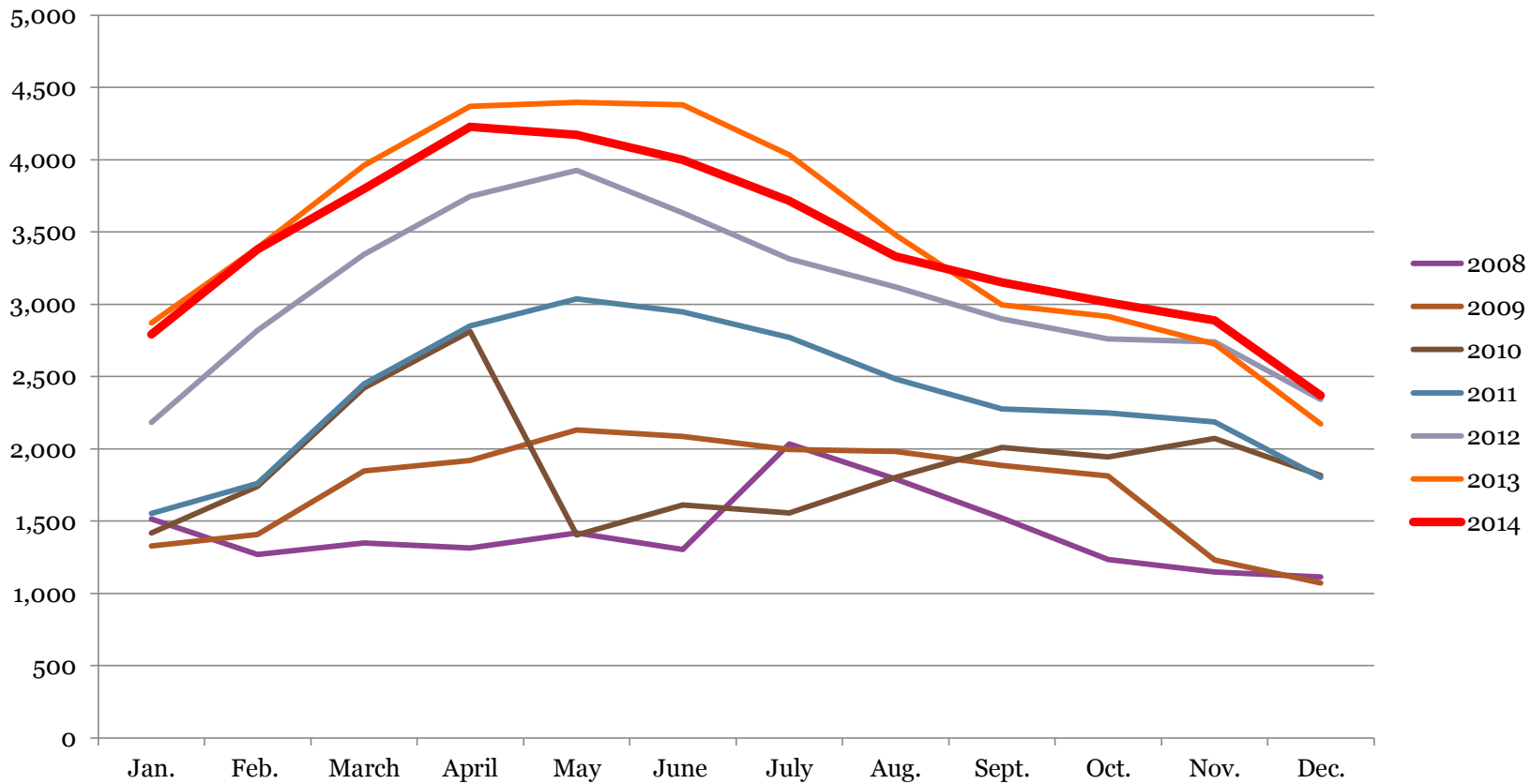


Pending Sales per Month – December 2014



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 2,369 homes Pending in Austin, Texas. **This is the highest number of December 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- December 2014



5

Overall we are in an Extreme Seller's Market with 2.25 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 \$700,000 are in a Normal or Extreme Seller's Market.

Price Range	# of Solds	Active Listings	Months of Inventory	Market
\$0-\$100k	38	140	3.68	Normal Seller's Market
\$100-\$200k	651	654	1.00	Extreme Seller's Market
\$200-\$300k	648	1205	1.86	Extreme Seller's Market
\$300-\$400k	331	835	2.52	Extreme Seller's Market
\$400k-\$500k	185	619	3.35	Normal Seller's Market
\$500-\$600k	177	372	2.10	Extreme Seller's Market
\$600-\$700k	52	275	5.29	Normal Seller's Market
\$700-\$800k	25	163	6.52	Balanced Market
\$800-\$900k	9	94	10.44	Normal Buyer's Market
\$900-\$1M	13	81	6.23	Balanced Market
\$1-\$2M	28	288	10.29	Normal Buyer's Market
\$2-\$3M	8	86	10.75	Normal Buyer's Market
\$3M<	2	70	35.00	Extreme Buyer's Market
Overall MKT	2167	4882	2.25	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- December 2014

7 The chart below provides details on how well each Zip Code is currently selling and the impact on home values. 11 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	9	50	5.56	\$848,000	140
78702	34	72	2.12	\$342,500	75
78703	10	35	3.50	\$1,210,000	24
78704	42	71	1.69	\$544,750	54
78705	2	2	1.00	\$466,633	44
78717	28	47	1.68	\$328,500	40
78722	5	9	1.80	\$420,000	15
78727	21	12	0.57	\$250,000	18
78730	13	27	2.08	\$750,000	86
78731	16	32	2.00	\$560,000	43
78732	17	84	4.94	\$385,000	66
78733	7	38	5.43	\$575,000	67
78734	41	160	3.90	\$415,000	74
78735	14	52	3.71	\$481,000	47
78739	39	59	1.51	\$410,000	48
78746	23	79	3.43	\$1,090,000	65
78749	40	24	0.60	\$322,000	26
78750	24	31	1.29	\$319,000	35
78759	14	43	3.07	\$420,125	38
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

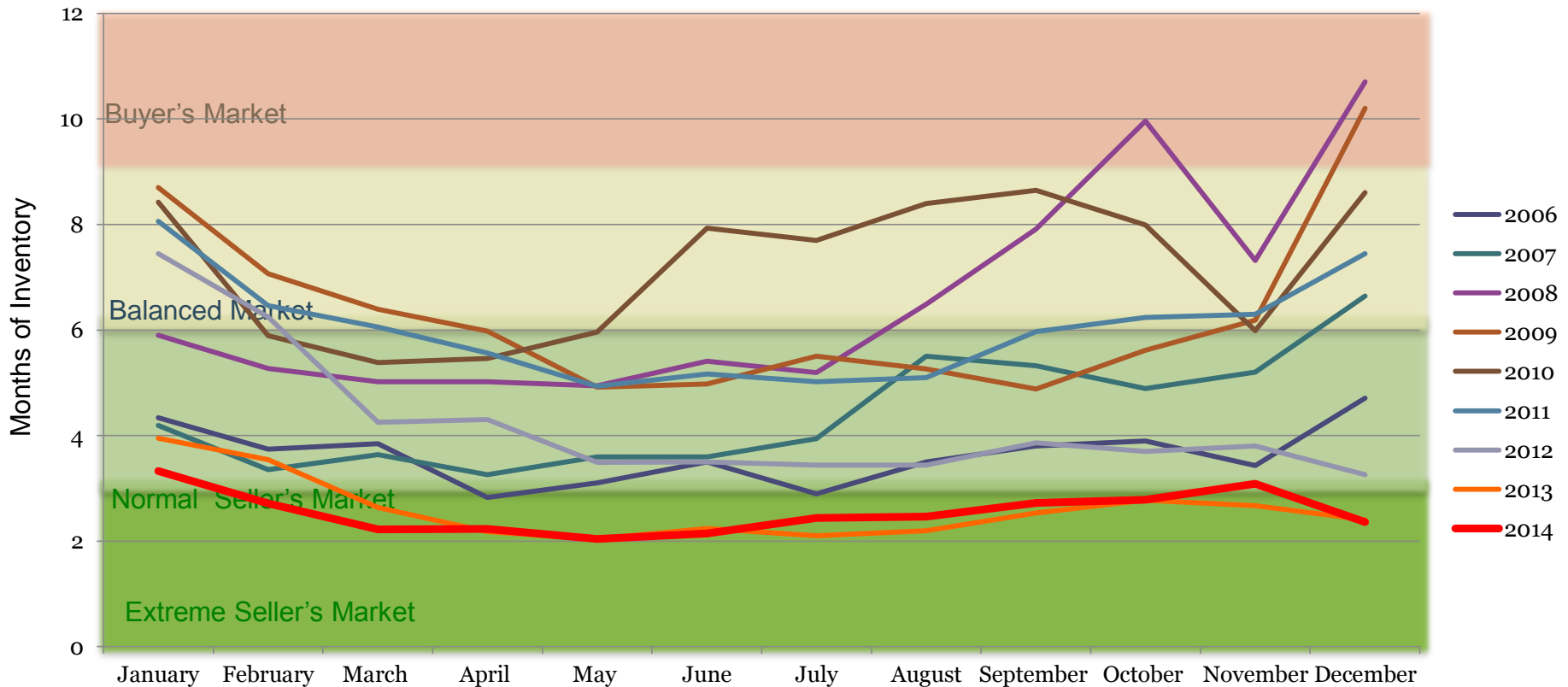
West Austin/Westlake

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

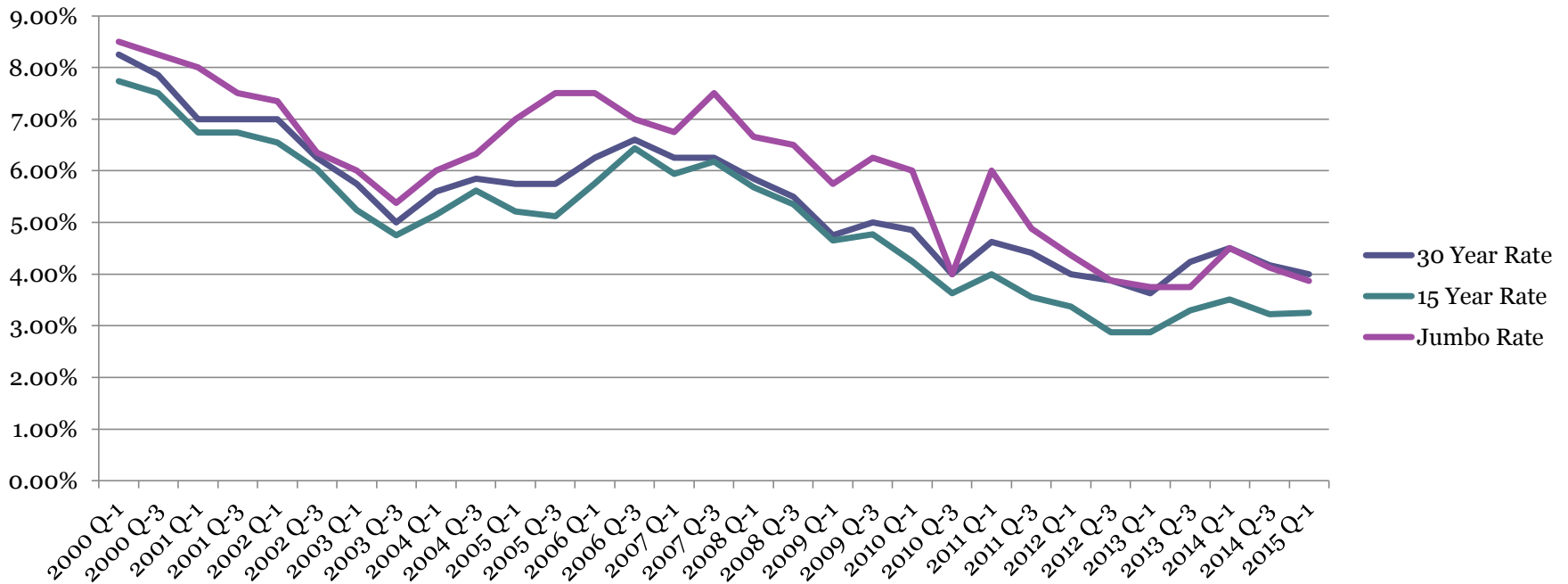


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more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



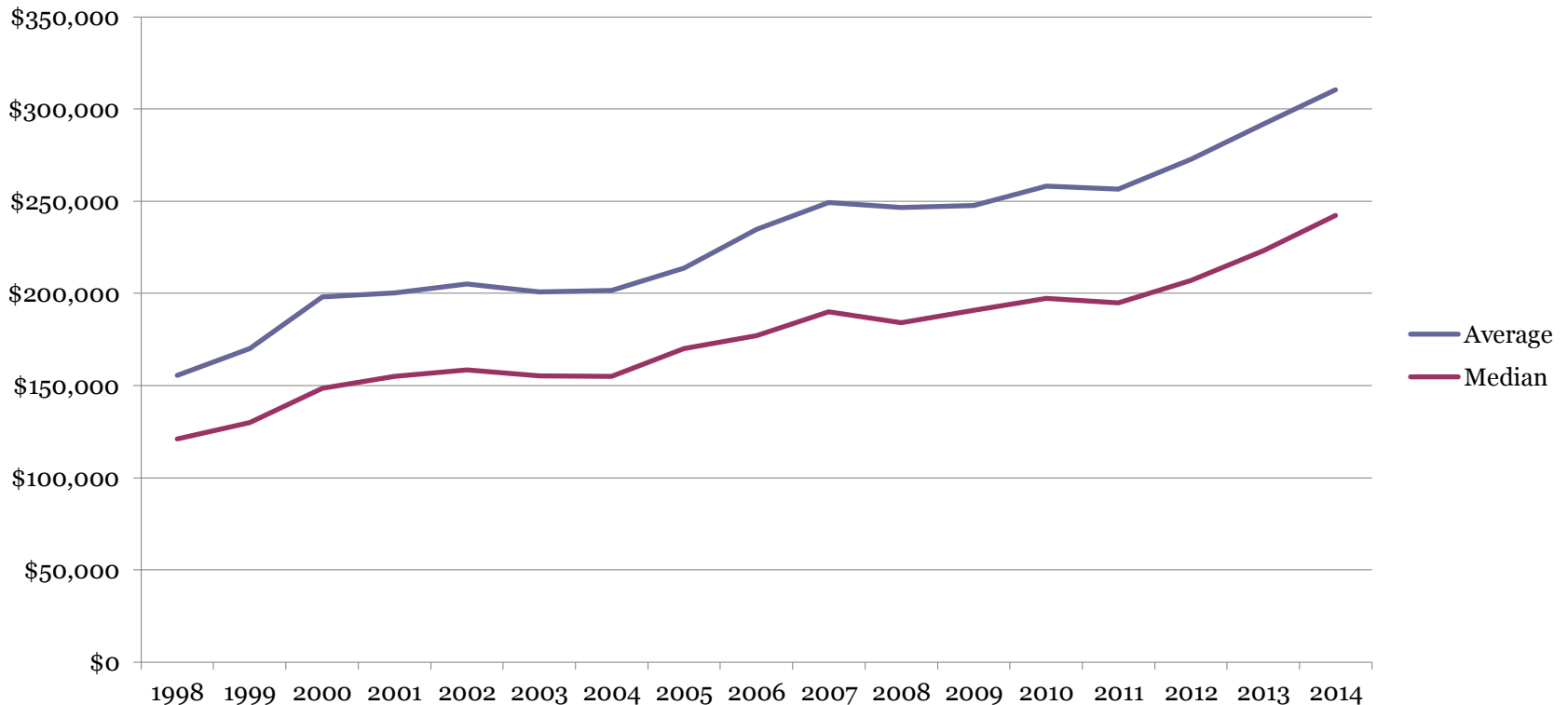
Average and Median Sold 16 Year Summary



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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 \$313,295 The median sold price was \$249,995 last month. The average sales price in December is up 6.6% and the median sales price is up 10.4% from one year ago.

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

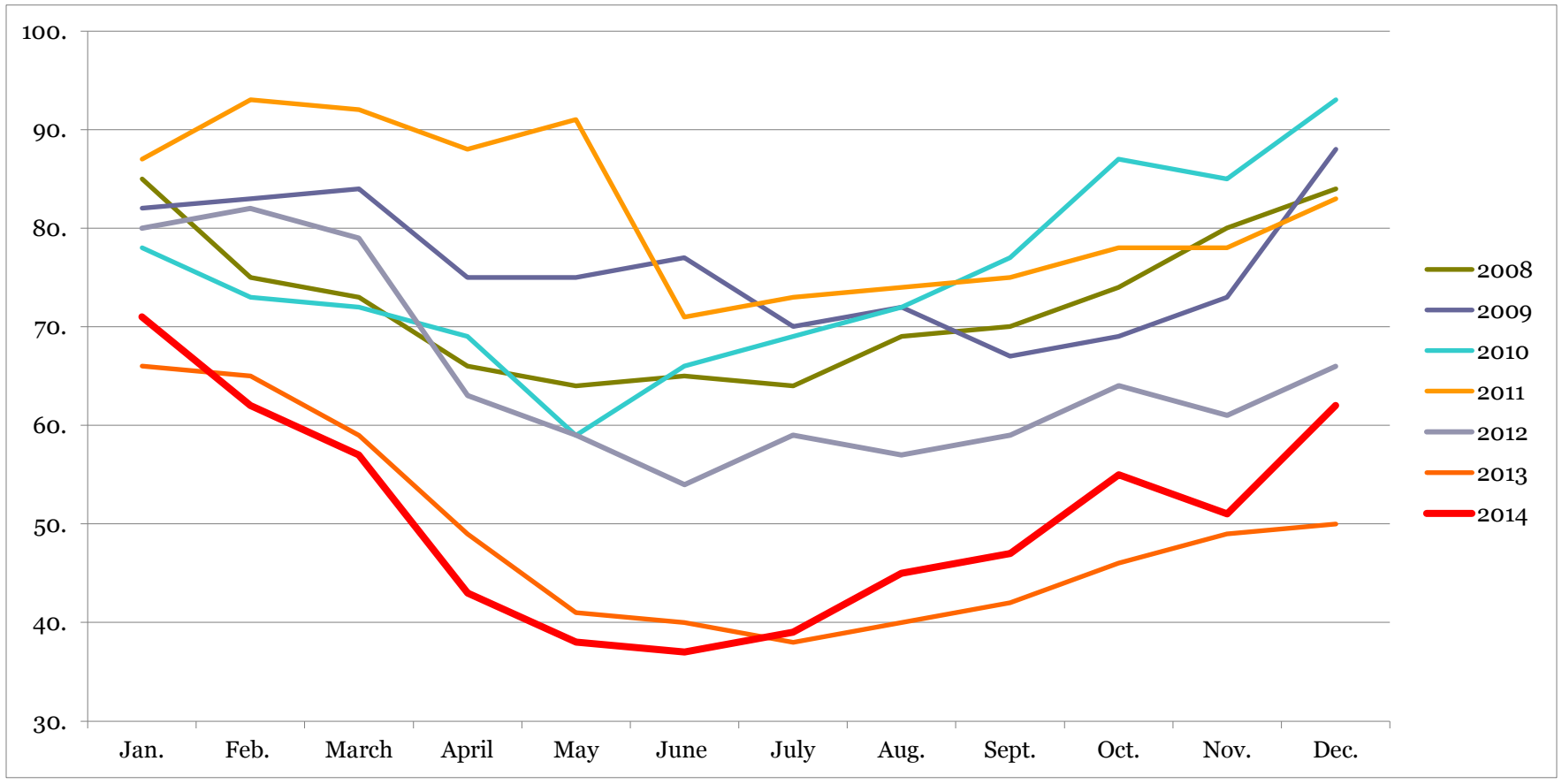


Average Days on Market 2006-2014



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Of the homes that sold last month, the average amount of days they had been on the market was 62 days. This is 24% more 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.