



WEST AUSTIN
PROPERTIES

November 2015 Austin Real Estate Market Report

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

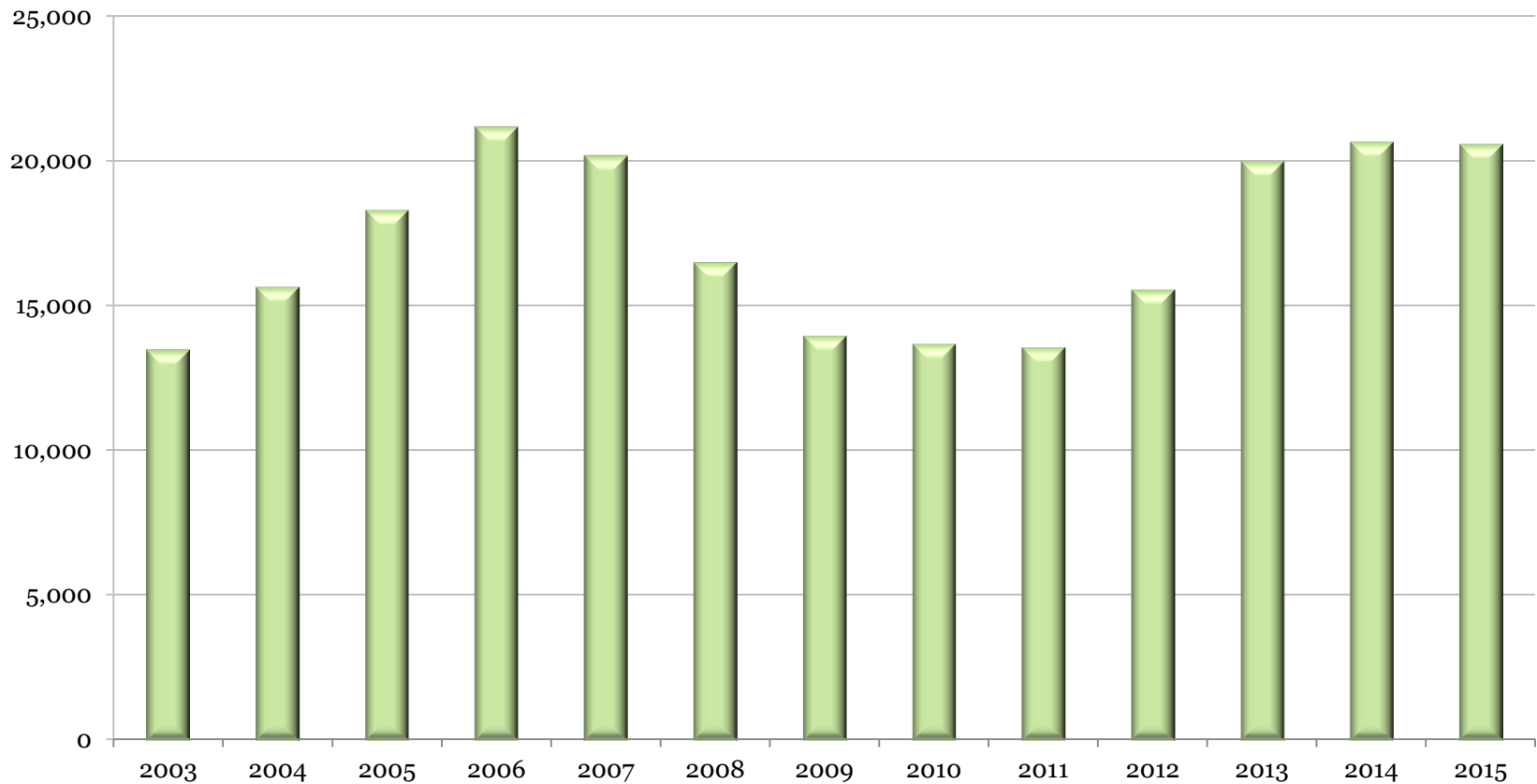
Volume 10, Issue XI



Year to Date Sales – November 2015

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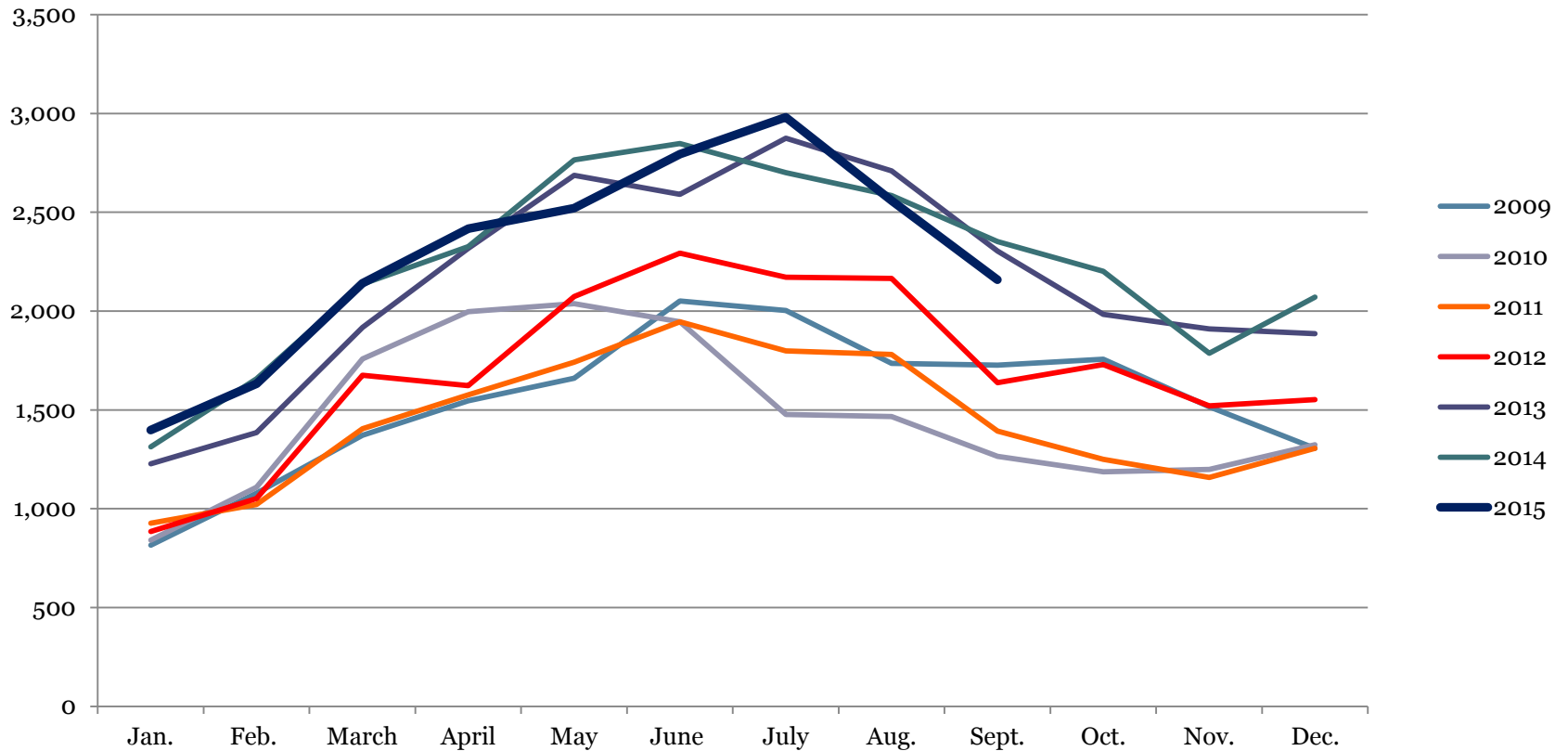
Year-to-date sales in Austin are higher than in seven of the previous eight years, showing increasing demand and an improving market.



Homes Sold per Month – October 2015

2

The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,158 homes sold in Austin, Texas.

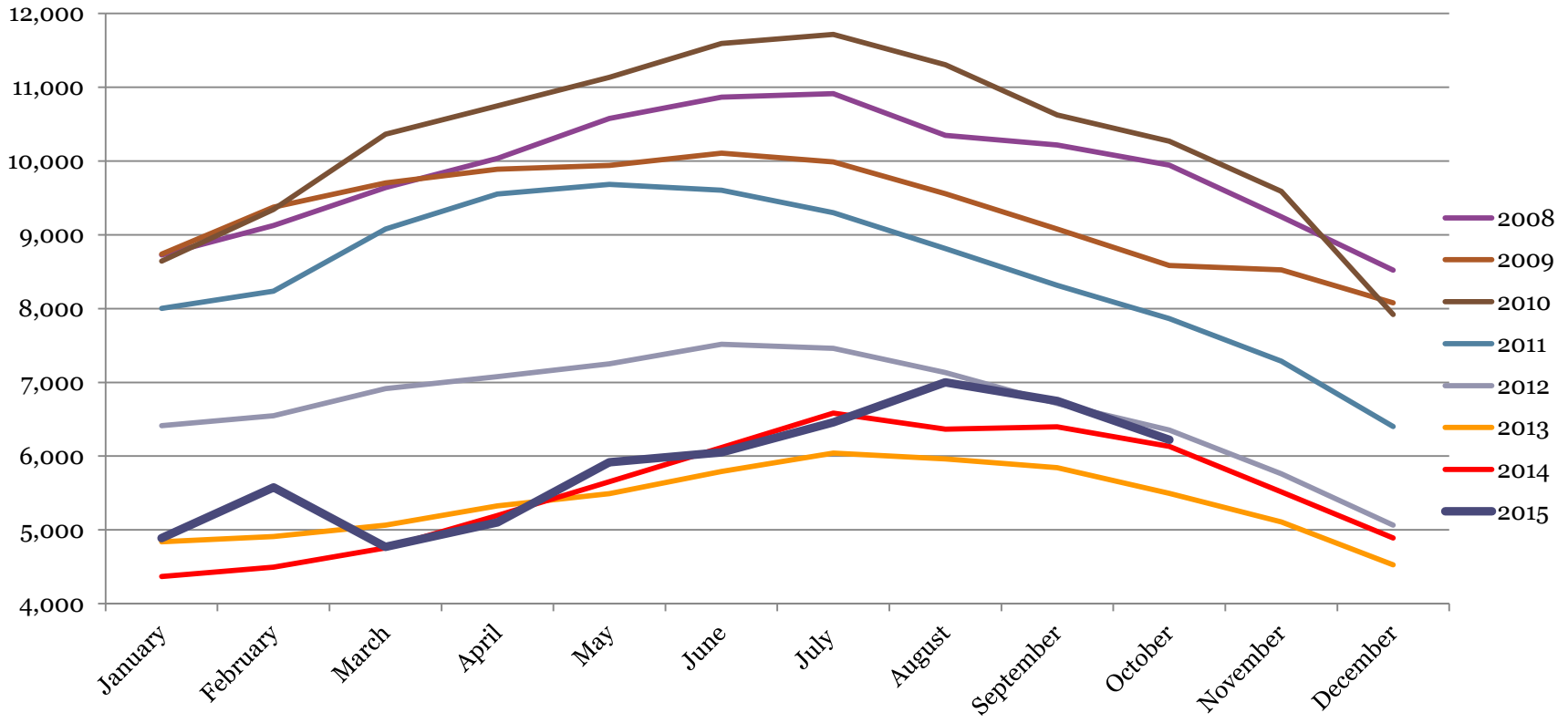


Homes For Sale – November 2015



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 6,222 homes for sale in Austin, Texas. **There are 1.46% more homes for sale than last year at this time.**

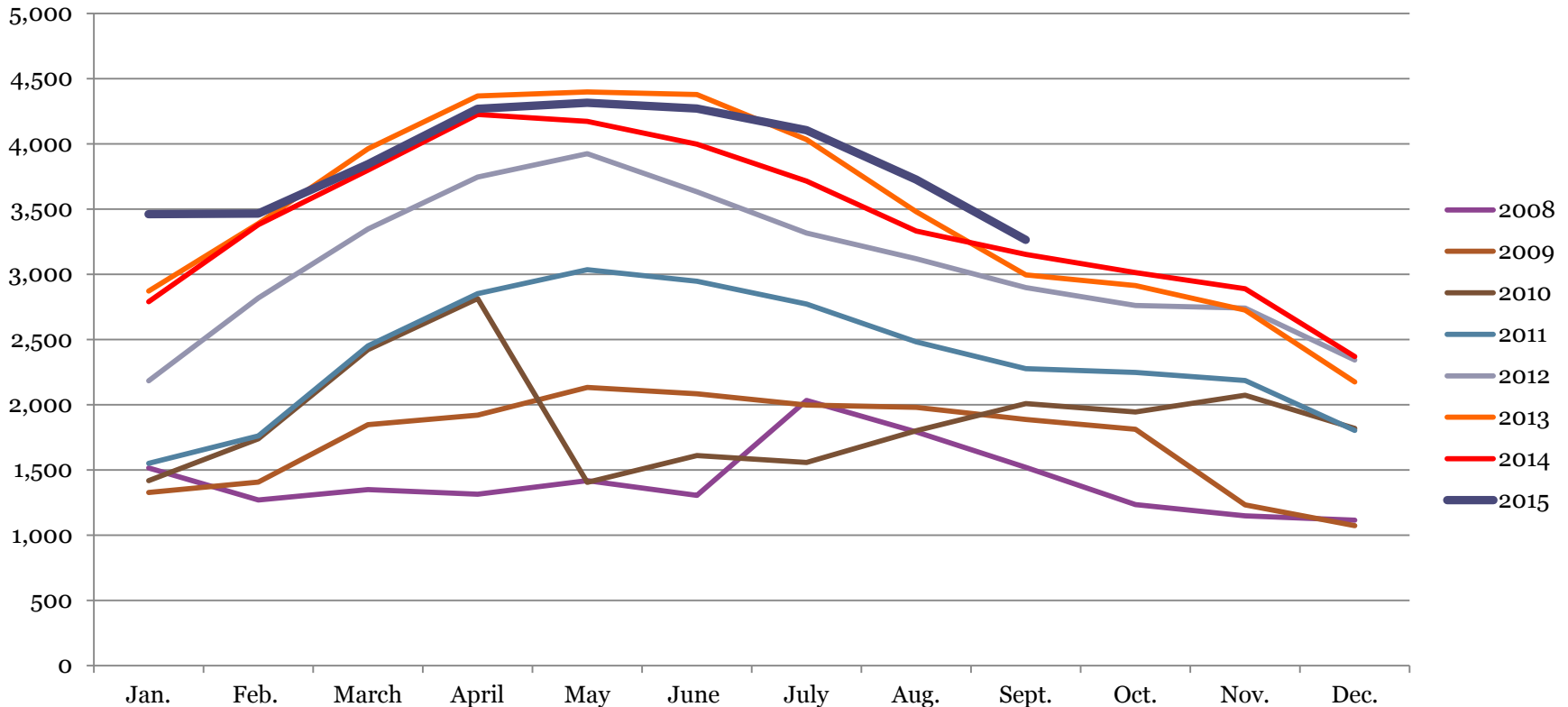


Pending Sales per Month – November 2015



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 3,264 homes Pending in Austin, Texas. **This is the highest number of November 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- October 2015

Overall we are in an Extreme Seller's Market with 2.70 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 \$500,000 are in a Normal or Extreme Seller's Market.

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Price Range	# of Solds	Active Listings	Months of Inventory	Sold % of List	Market
\$0-\$100k	46	142	3.09	90.03%	Normal Seller's market
\$100-\$200k	556	595	1.07	97.56%	Extreme Sellers Market
\$200-\$300k	709	1527	2.15	97.34%	Extreme Sellers Market
\$300-\$400k	398	1186	2.98	95.68%	Normal Seller's market
\$400k-\$500k	180	869	4.83	95.45%	Normal Seller's market
\$500-\$600k	86	498	5.79	94.72%	Balanced Market
\$600-\$700k	47	319	6.79	94.20%	Normal Seller's market
\$700-\$800k	48	208	4.33	94.59%	Balanced Market
\$800-\$900k	15	147	9.80	93.89%	Normal Seller's market
\$900-\$1M	12	128	10.67	88.89%	Balanced Market
\$1-\$2M	42	347	8.26	90.38%	Normal Buyer's Market
\$2-\$3M	11	127	11.55	92.44%	Extreme Buyer's Market
\$3M<	4	93	23.25	85.18%	Extreme Buyer's Market
Overall MKT	2154	6186	2.87	95.21%	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- October 2015



7 The chart below provides details on how well each Zip Code is currently selling and the impact on home values. 10 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	Sold % of List	Avg DOM	
78701	20	85	4.25	\$558,250	97.28%	64	
78702	25	93	3.72	\$380,000	94.45%	42	
78703	15	68	4.53	\$850,000	95.98%	61	
78704	18	131	7.28	\$622,500	87.79%	45	
78705	0	9	-	-	-	-	
78717	30	78	2.60	\$330,000	99.41%	34	
78722	8	11	1.38	\$424,000	100.71%	16	
78727	29	32	1.10	\$267,000	98.94%	38	
78730	13	34	2.62	\$719,900	95.87%	86	
78731	20	49	2.45	\$662,000	96.62%	67	
78732	29	112	3.86	\$489,000	98.53%	102	
78733	15	32	2.13	\$486,500	95.56%	65	
78734	43	197	4.58	\$402,000	96.89%	90	
78735	5	69	13.80	\$965,000	97.35%	96	
78739	27	67	2.48	\$423,000	98.83%	62	
78746	30	137	4.57	\$987,000	96.04%	84	
78749	40	31	0.78	\$317,000	98.88%	21	
78750	34	30	0.88	\$305,000	98.78%	24	
78759	21	47	2.24	\$423,000	97.36%	54	
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

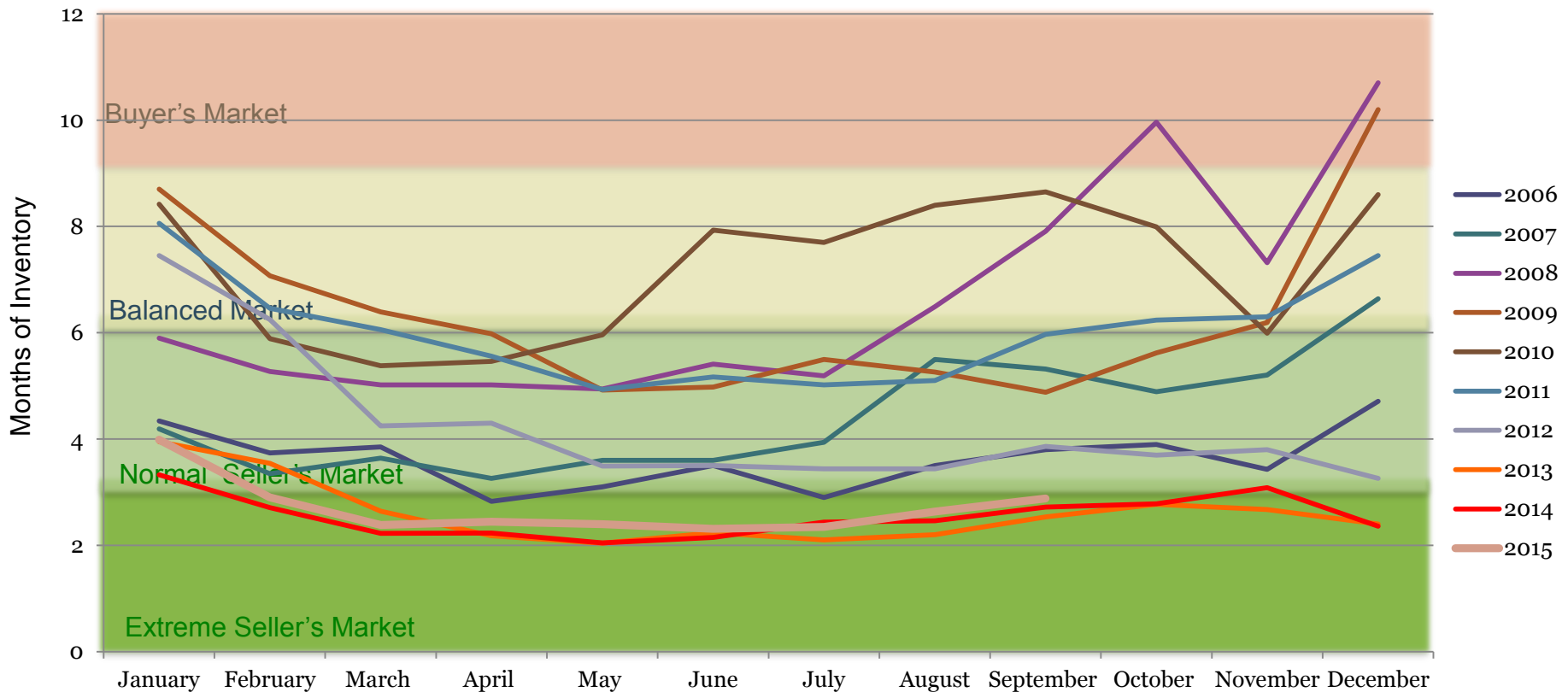
West Austin/Westlake

78733
78735
78746

Absorption Rate: Months of Inventory in Austin 2006-2015



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 - 15 Year Summary

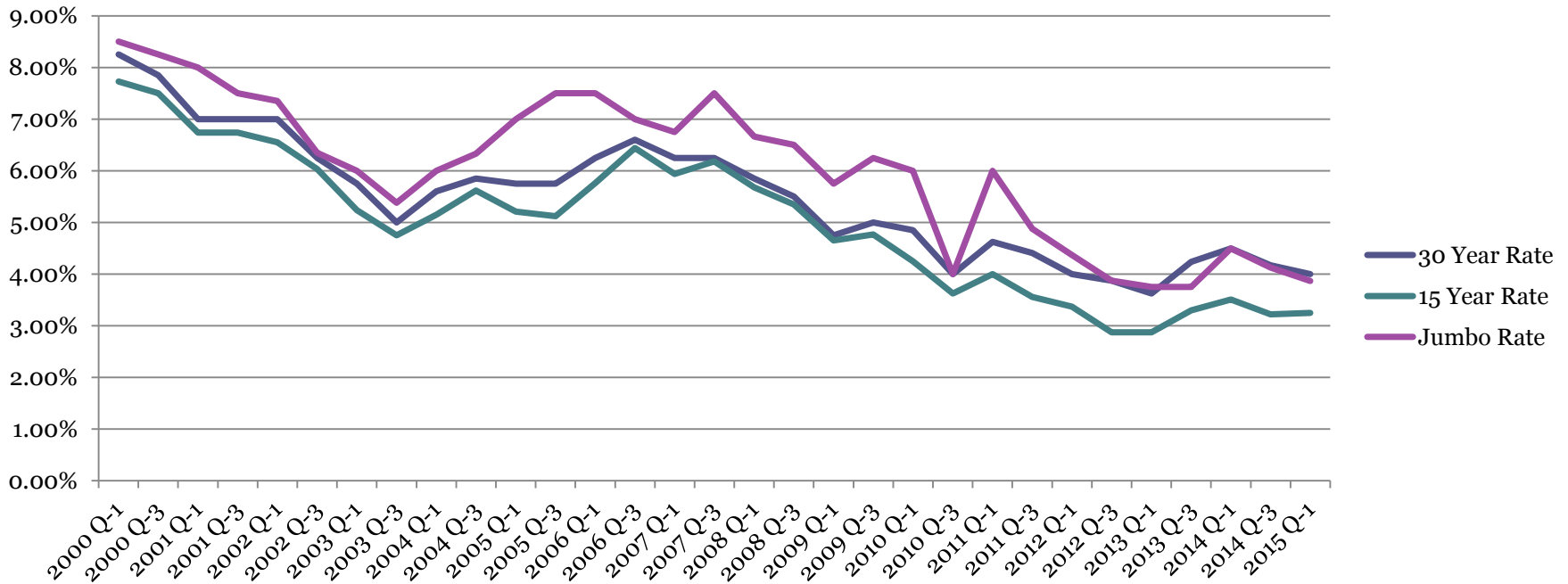


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more 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: 3.86%
 Conforming 15 yr: 2.97%

Jumbo* 30 yr: 3.95%
 *(over \$417K loan amount)



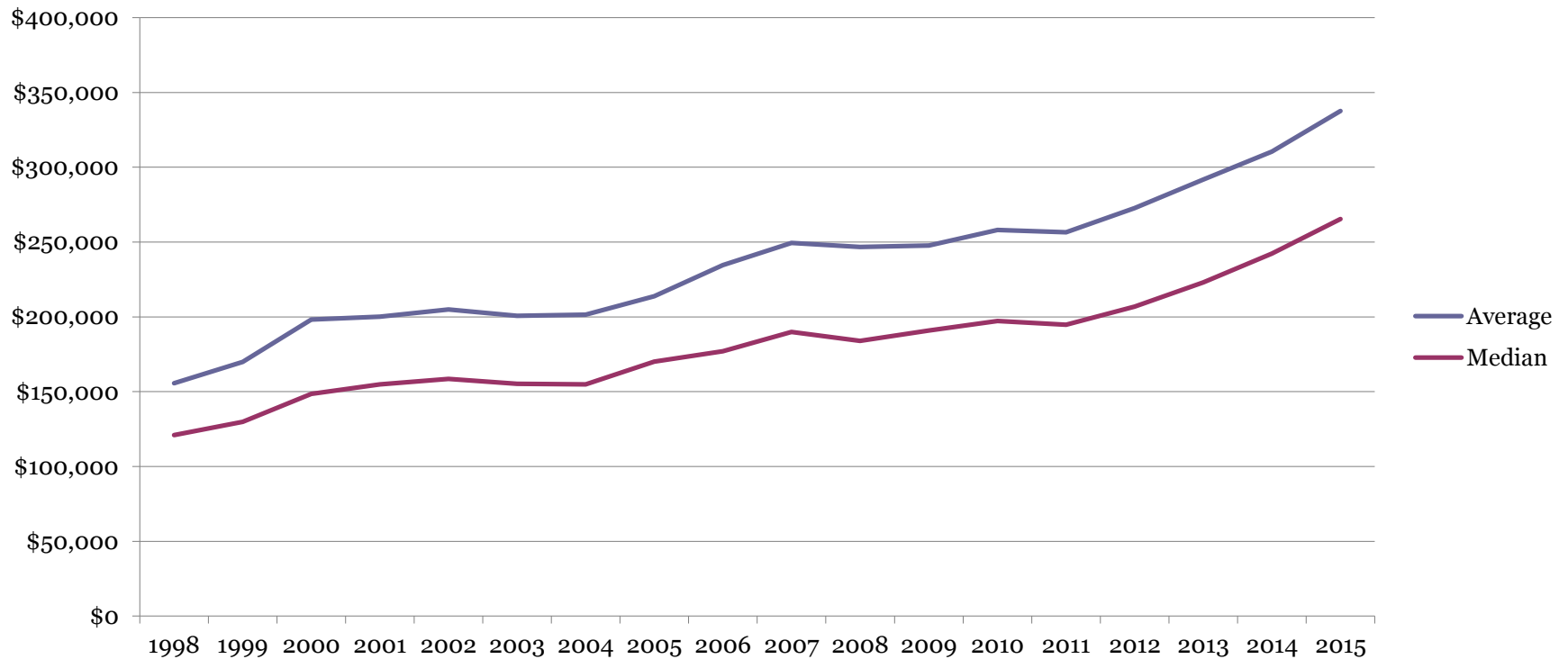
Average and Median Sold 17 Year Summary



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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 \$337,392. The median sold price was \$255,000 last month. The average sales price in October is up 8.6% and the median sales price is up 6.0% from one year ago.

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

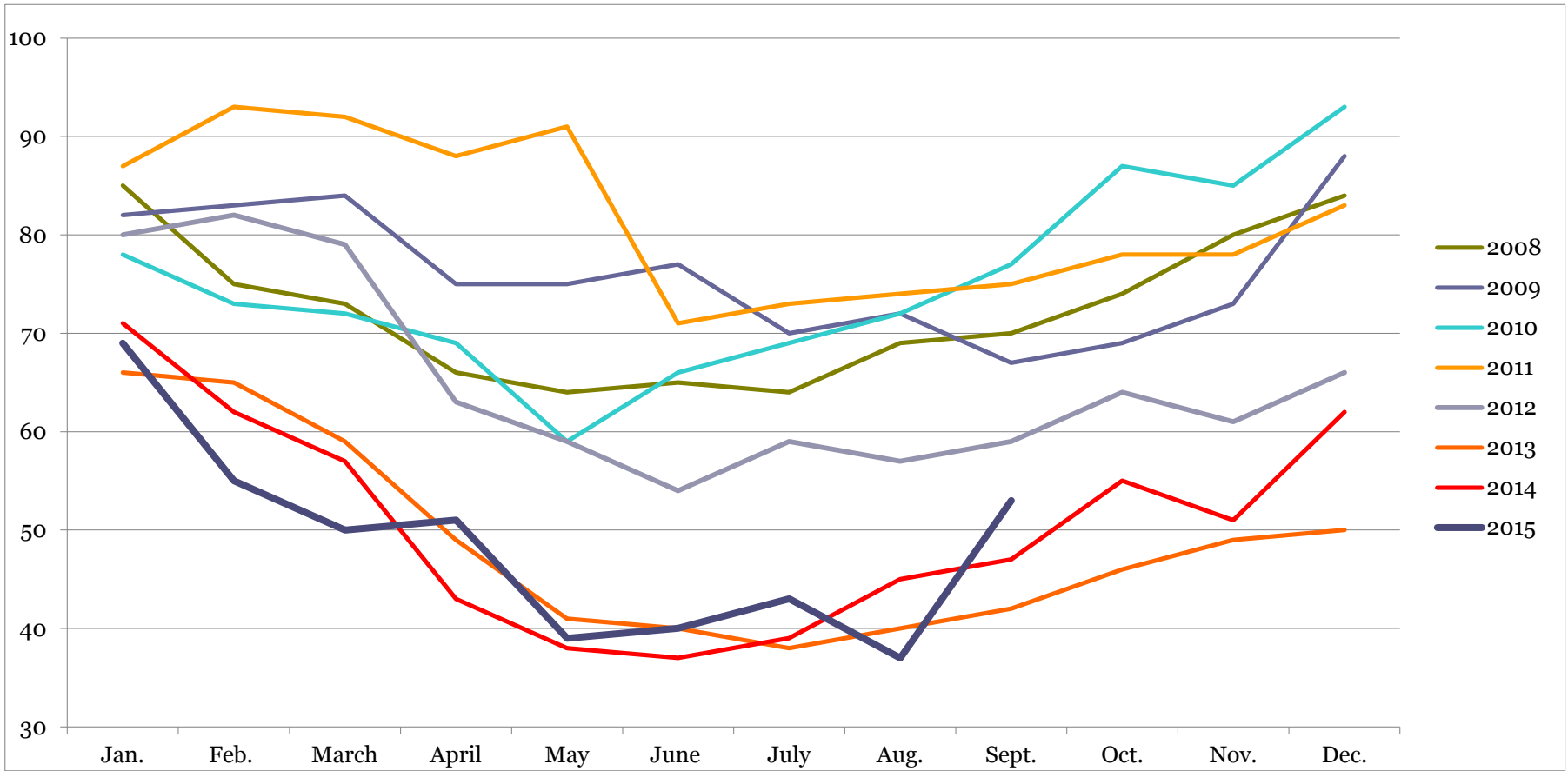


Average Days on Market 2008-2015



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Of the homes that sold last month, the average amount of days they had been on the market was 53 days. This is 12.77% more days than a year ago.





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- 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.