



WEST AUSTIN
PROPERTIES

February 2016 Austin Real Estate Market Report

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

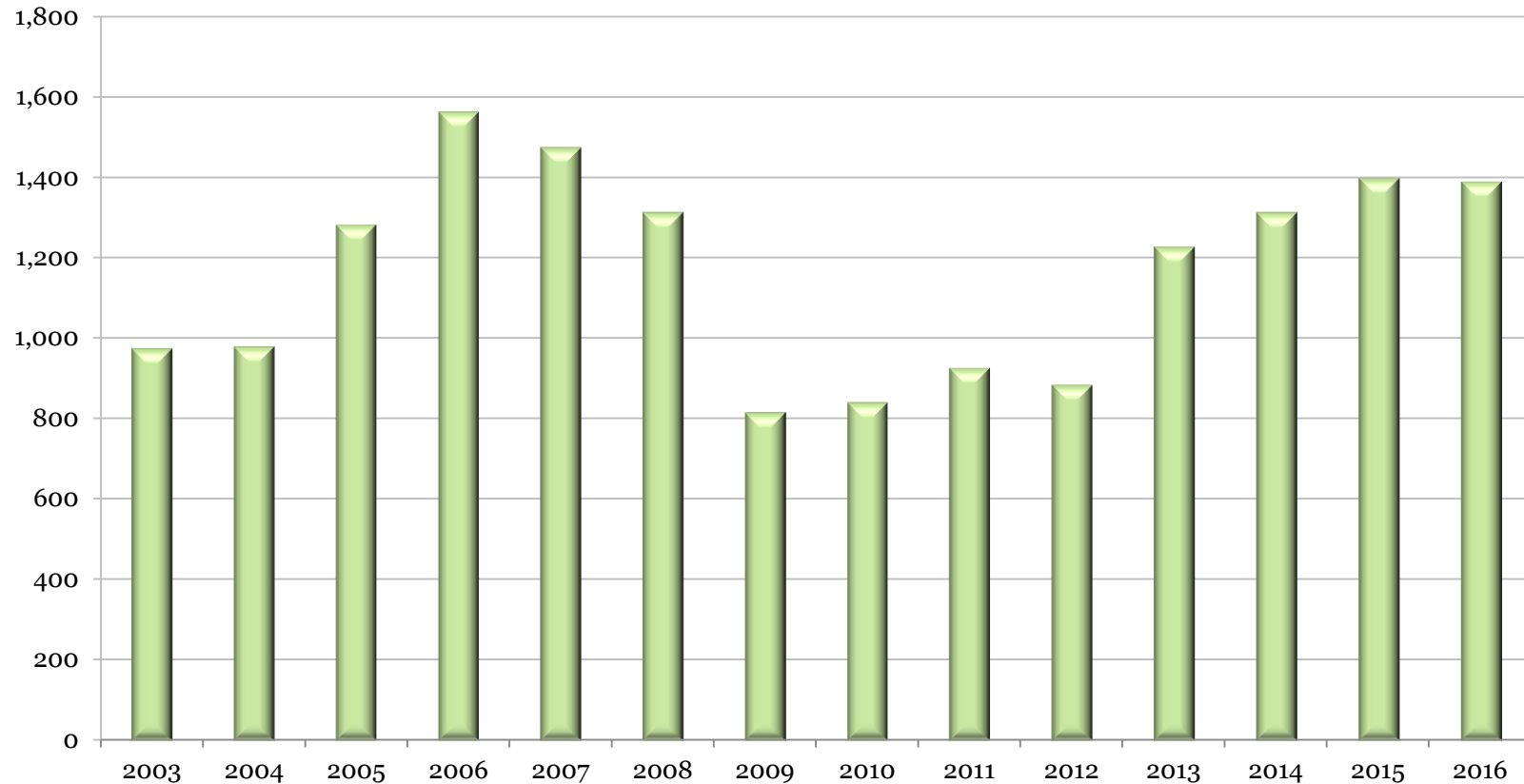
Volume 11, Issue II



Year to Date Sales – February 2016

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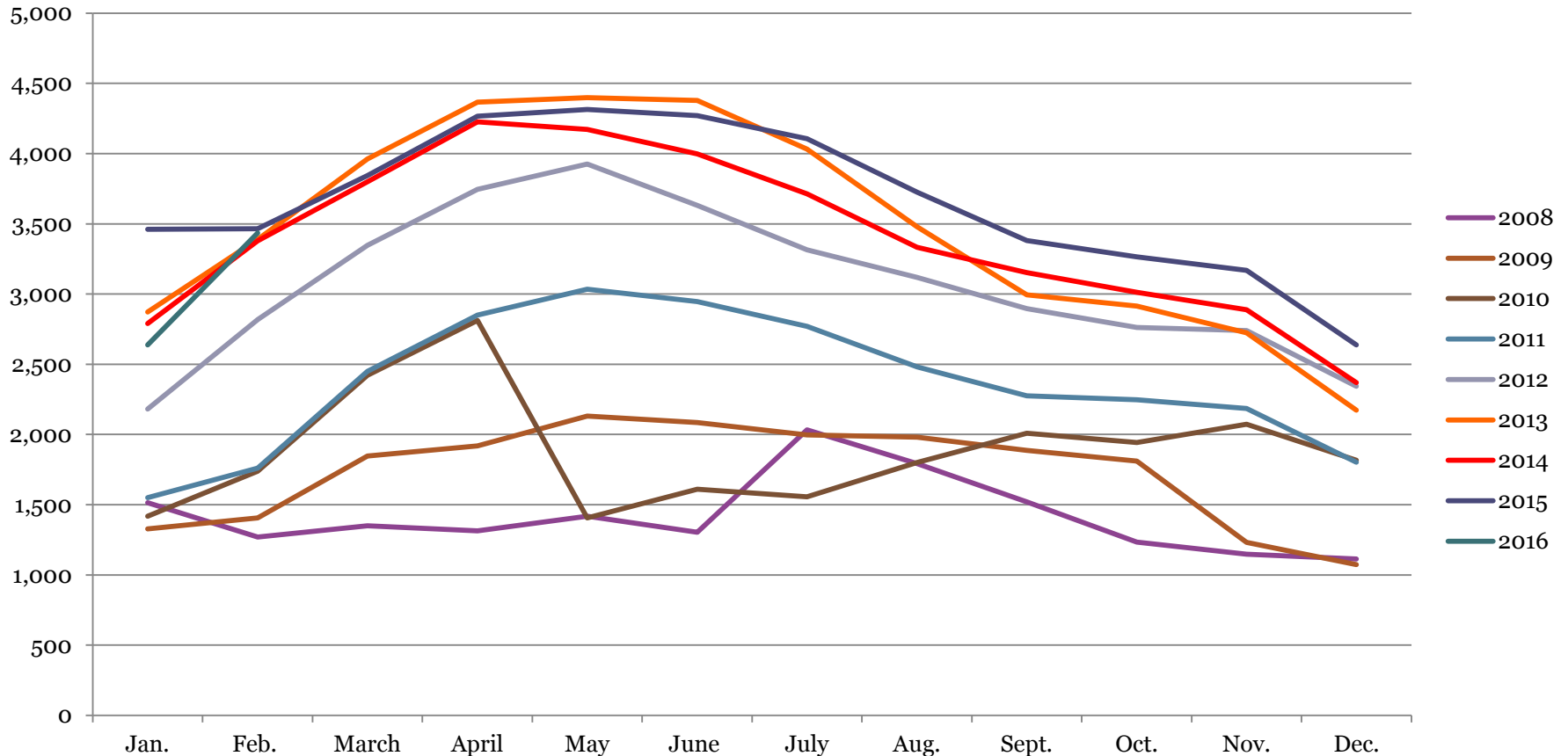
Year-to-date sales in Austin are higher than in seven of the eight previous years, showing increasing demand and an improving market.



Homes Sold per Month – January 2016

2

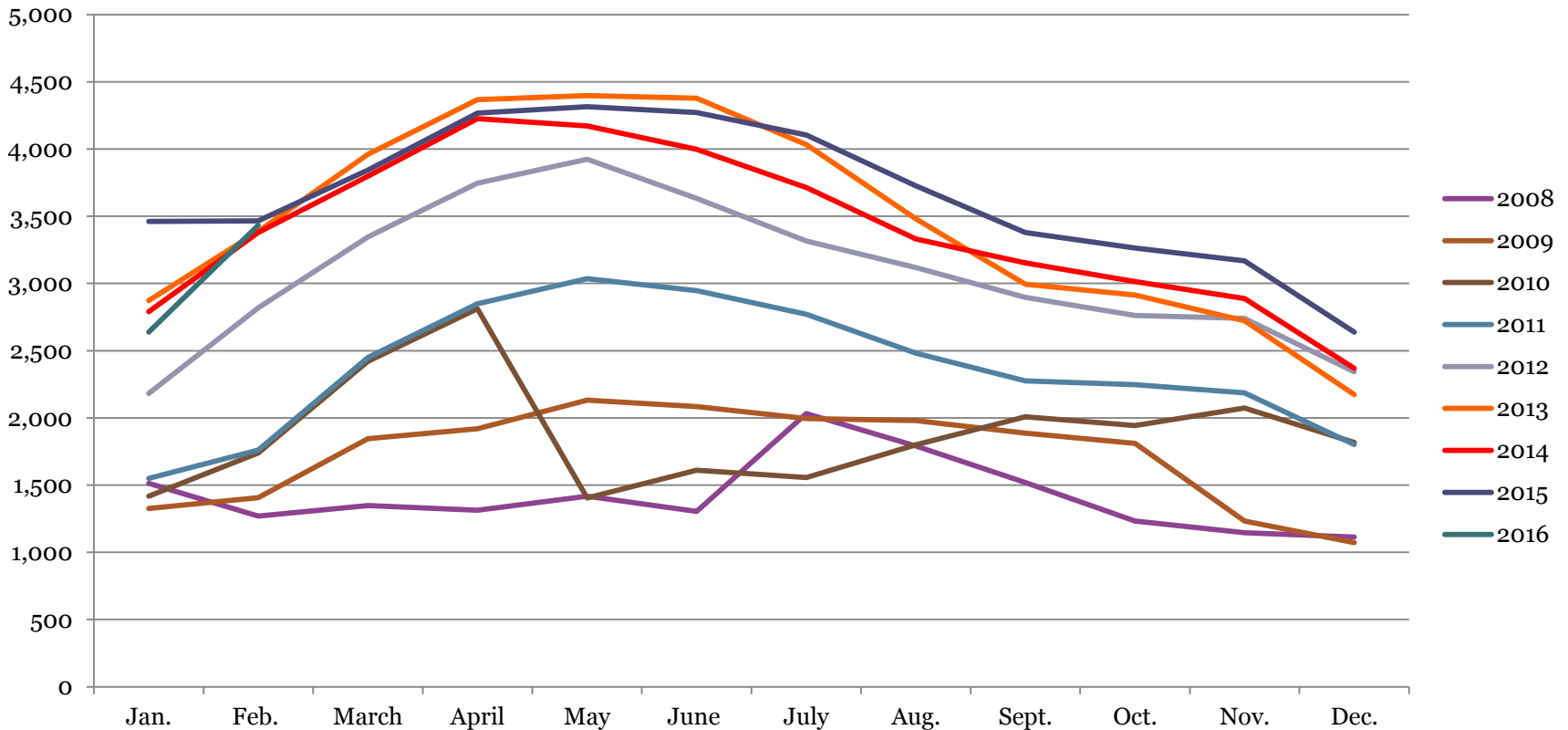
The chart below follows the trends of numbers of homes sold during any given month. Last month there were 1,390 homes sold in Austin, Texas.



Pending Sales per Month – February 2016

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 3,434 homes Pending in Austin, Texas. **This is the second highest number of February 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- January 2016



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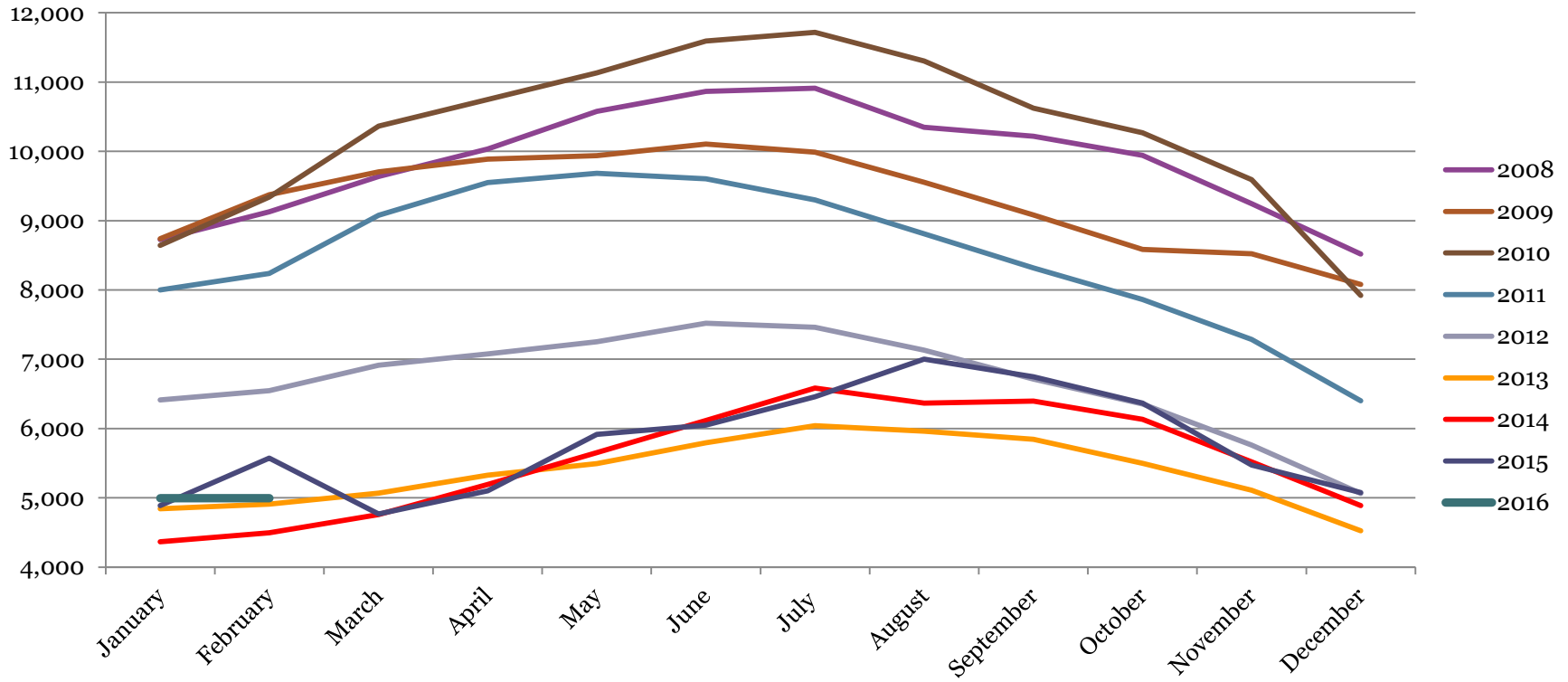
Overall we are in an Normal Seller's Market with 3.55 months of inventory. On average, home prices are showing Moderate Appreciation for the year. However, the Market is different based on demand and the number of homes for sale in each price range. Homes valued under \$500,000 are in a Normal or Extreme Seller's Market.

Price Range	# of Solds	Active Listings	Months of Inventory	Sold % of List	Market
\$0-\$100k	30	138	4.60	97.20%	Normal Seller's market
\$100-\$200k	341	385	1.13	98.80%	Extreme Sellers Market
\$200-\$300k	509	1121	2.20	98.10%	Extreme Sellers Market
\$300-\$400k	243	973	4.00	98.00%	Normal Seller's market
\$400k-\$500k	117	680	5.81	97.50%	Normal Seller's market
\$500-\$600k	42	419	9.98	97.50%	Normal Buyer's Market
\$600-\$700k	38	286	7.53	97.90%	Balanced Market
\$700-\$800k	22	185	8.41	96.70%	Balanced Market
\$800-\$900k	14	130	9.29	98.10%	Normal Buyer's Market
\$900-\$1M	10	102	10.20	97.40%	Normal Buyer's Market
\$1-\$2M	20	313	15.65	94.80%	Extreme Buyer's Market
\$2-\$3M	1	122	122.00	85.70%	Extreme Buyer's Market
\$3M<	2	83	41.50	93.40%	Extreme Buyer's Market
Overall MKT	1389	4937	3.55	97.30%	Normal 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 Sellers Market			High Appreciation	

Homes For Sale – February 2016

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The chart below follows the trends of the number of homes for sale during any given month. At the beginning of February, there were 4,945 homes for sale in Austin, Texas. **There are 2.12% more homes for sale than last year at this time.**



Home Sales by Zip Code- January 2016



7 The chart below provides details on how well each Zip Code is currently selling and the impact on home values. 6 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	17	66	3.88	\$356,000	97.50%	64
78702	16	86	5.38	\$369,500	98.00%	46
78703	11	52	4.73	\$800,000	95.40%	81
78704	17	86	5.06	\$540,000	95.90%	61
78705	0	7	-	-	-	-
78717	21	57	2.71	\$339,800	97.70%	60
78722	3	6	2.00	\$335,000	97.20%	29
78727	26	25	0.96	\$256,000	98.20%	17
78730	3	24	8.00	\$715,000	102.20%	20
78731	14	49	3.50	\$694,000	96.40%	42
78732	17	81	4.76	\$423,000	96.50%	78
78733	4	28	7.00	\$847,000	98.60%	88
78734	30	158	5.27	\$450,200	96.40%	114
78735	4	63	15.75	\$422,500	99.20%	14
78739	11	38	3.45	\$430,000	100.10%	78
78746	11	100	9.09	\$730,500	96.00%	119
78749	17	14	0.82	\$330,000	98.90%	41
78750	16	19	1.19	\$287,000	99.30%	21
78759	20	33	1.65	\$448,000	97.00%	47
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

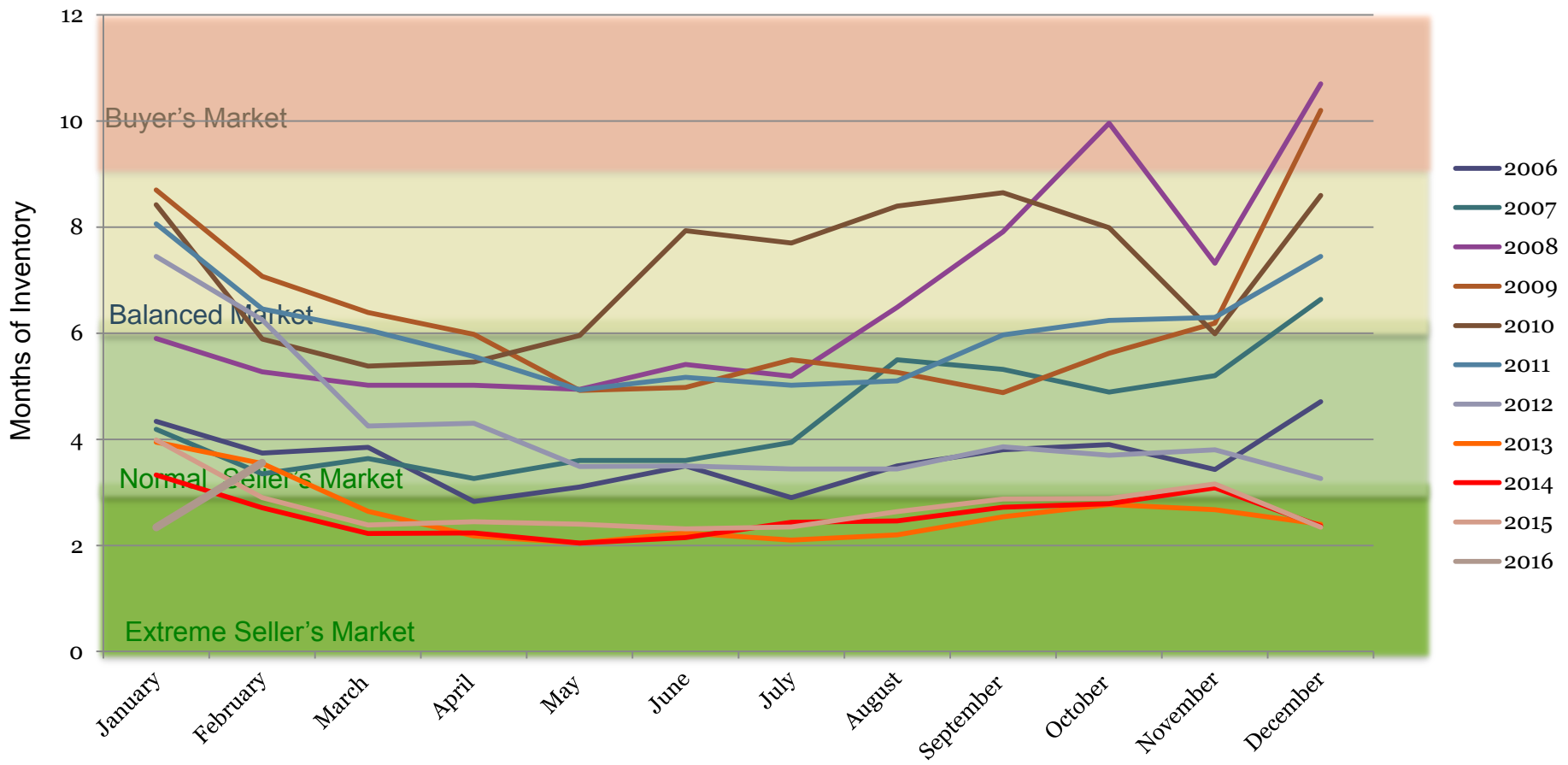
West Austin/Westlake

78733
78735
78746

Absorption Rate: Months of Inventory in Austin 2006-2016



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

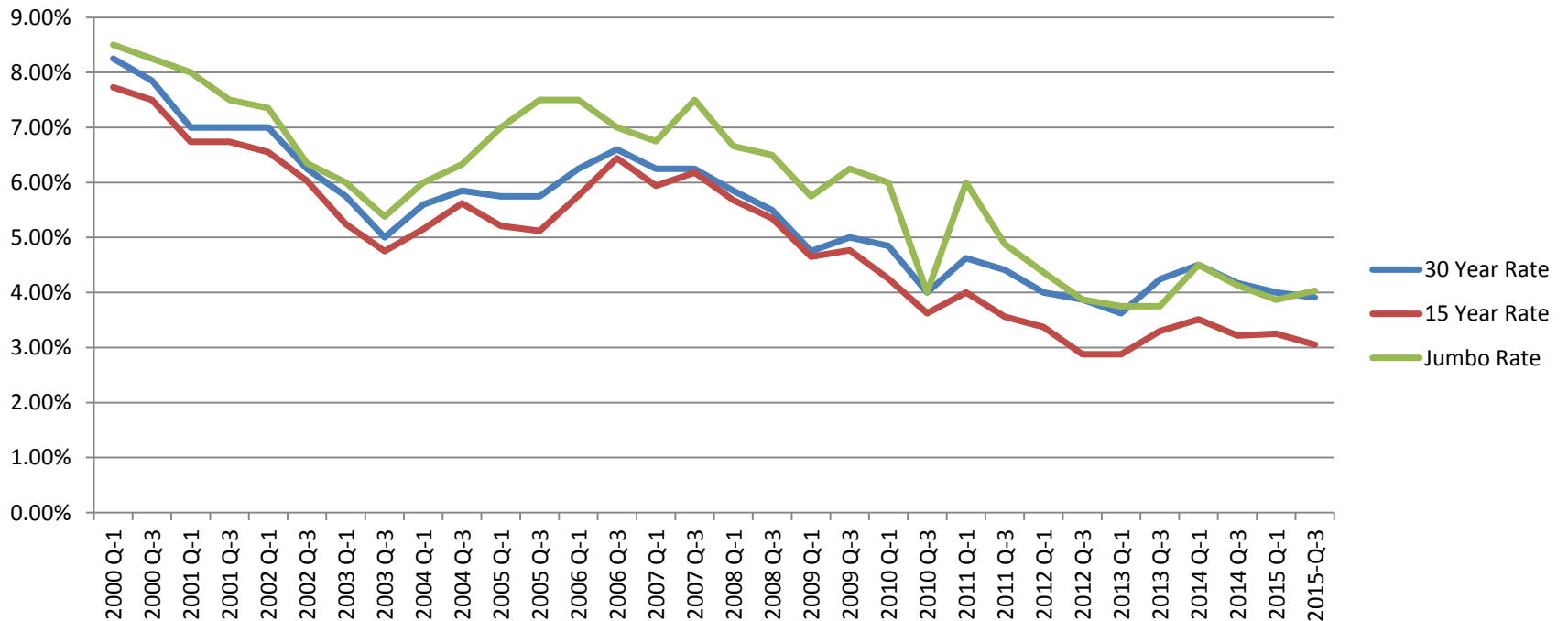


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more 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: 3.91%
 Conforming 15 yr: 3.05%

Jumbo* 30 yr: 4.03%
 *(over \$417K loan amount)



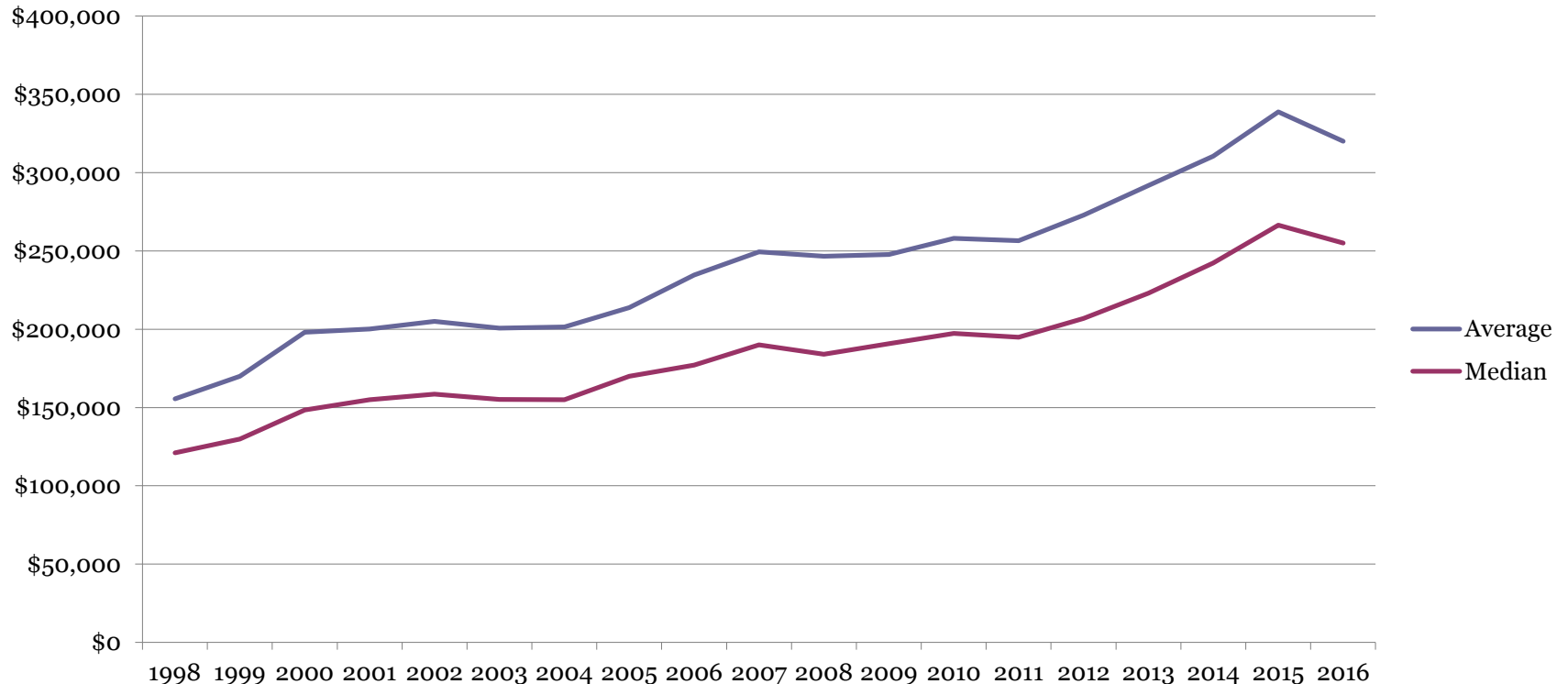
Average and Median Sold 18 Year Summary



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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 \$320,124 The median sold price was \$255,000 last month. The average sales price in January is up 1.9% and the median sales price is up 5.9% from one year ago.

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

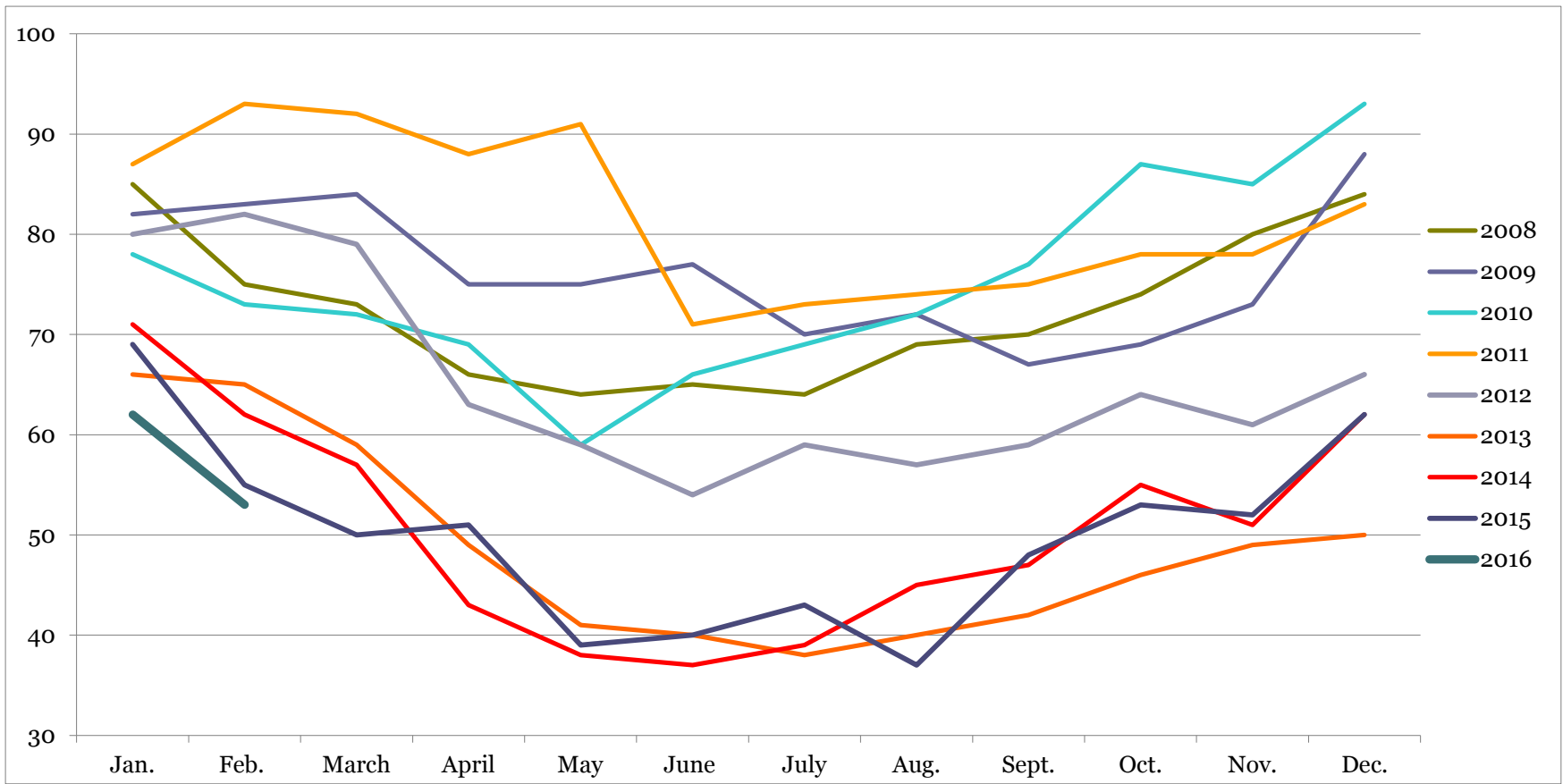


Average Days on Market 2008-2016



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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 23.9% LESS 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.