



**WEST AUSTIN**  
P R O P E R T I E S

# **March 2016 Austin Real Estate Market Report**

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

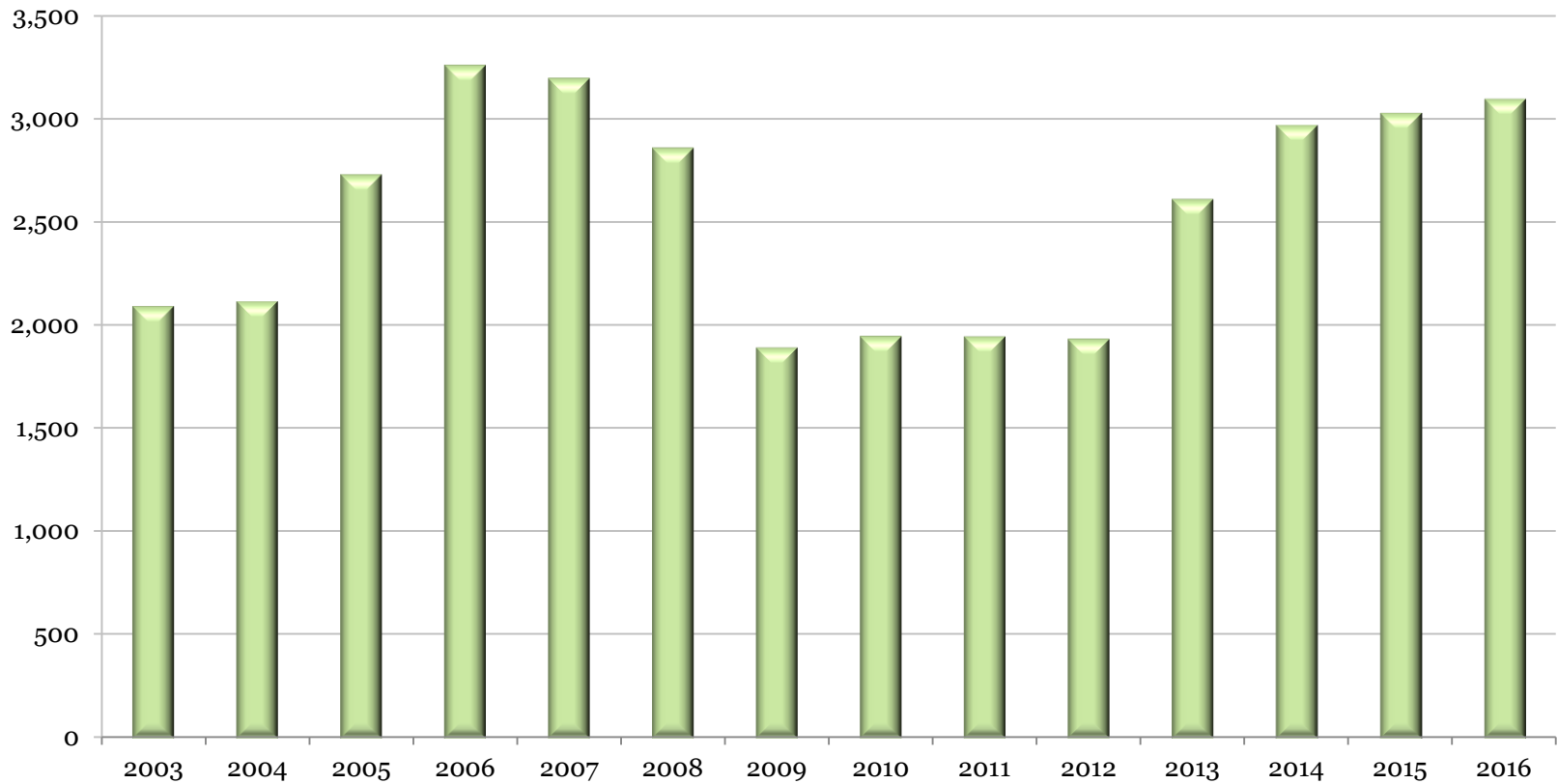
Volume 11, Issue III



# Year to Date Sales – March 2016

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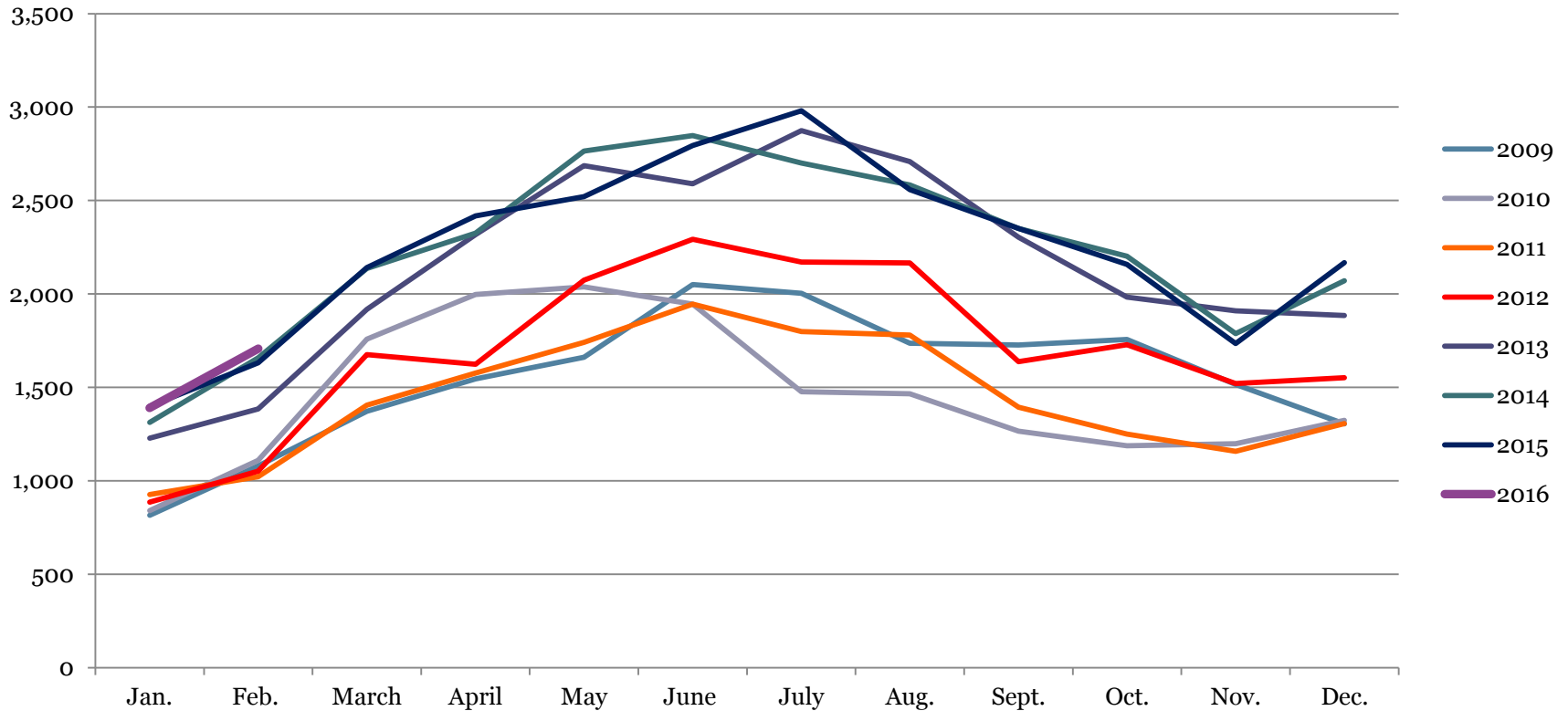
Year-to-date sales in Austin are higher than in seven of the eight previous years, showing increasing demand and an improving market.



# Homes Sold per Month – February 2016

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The chart below follows the trends of numbers of homes sold during any given month. Last month there were 1,707 homes sold in Austin, Texas.

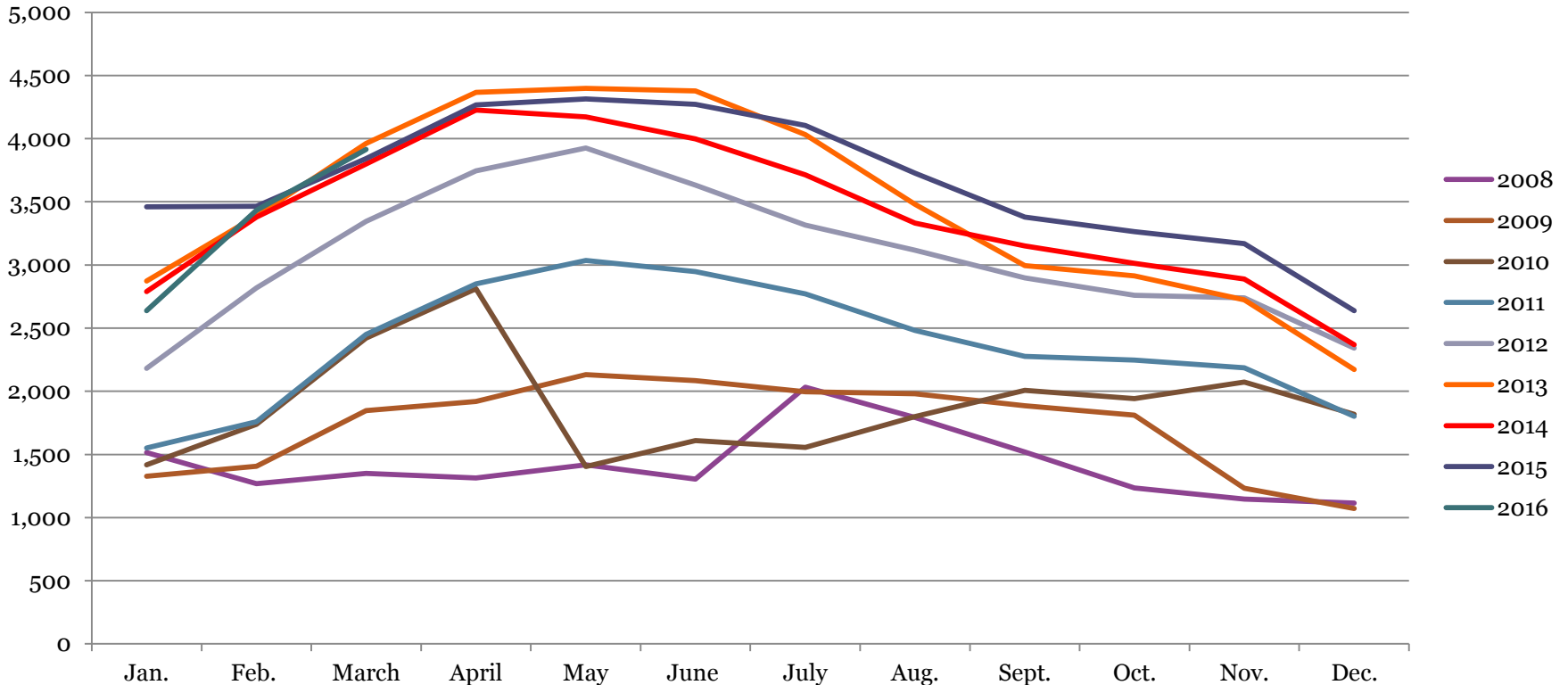


# Pending Sales per Month – March 2016



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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 3,915 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- February 2016



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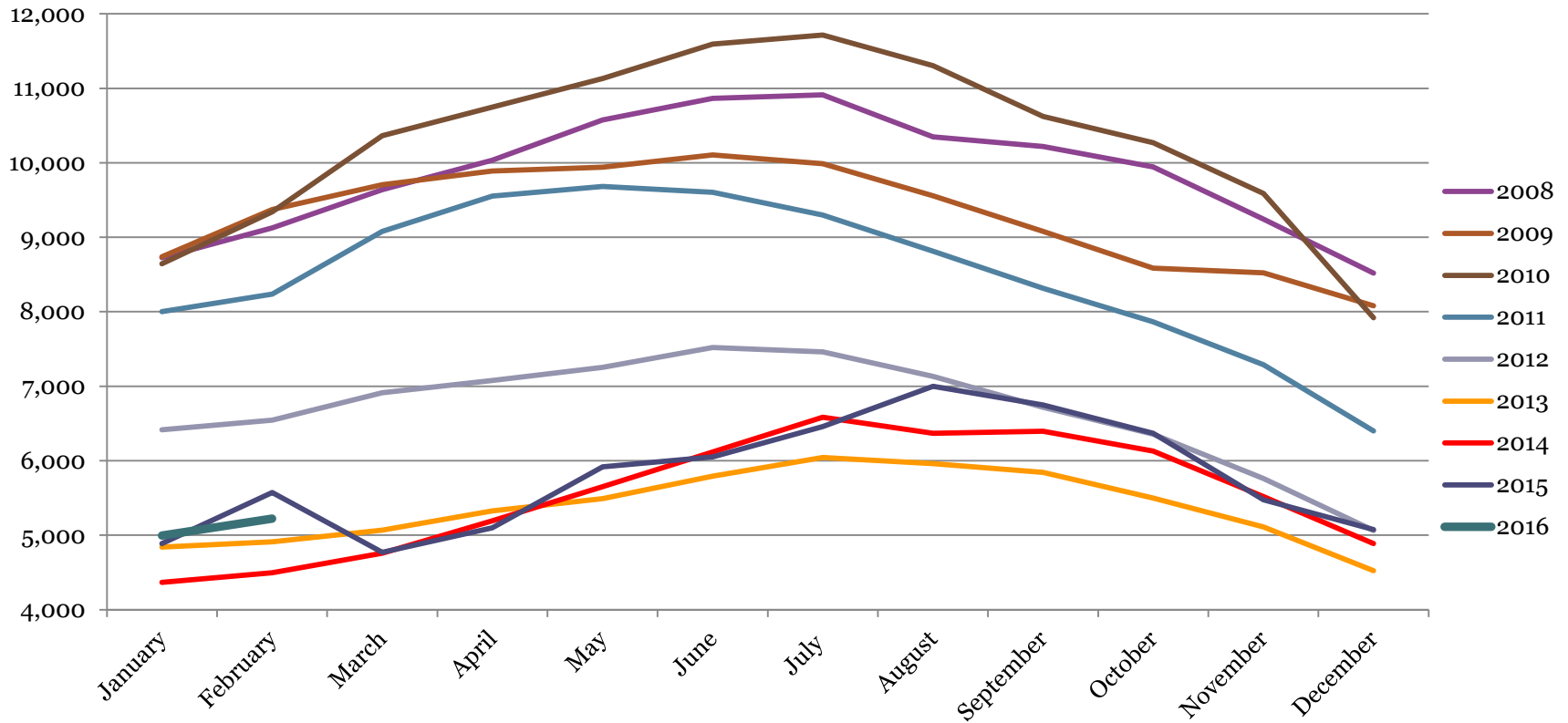
Overall we are in an Normal Seller's Market with 3.06 months of inventory. On average, home prices are showing Moderate Appreciation for the year. However, the Market is different based on demand and the number of homes for sale in each price range. Homes valued under \$600,000 are in a Normal or Extreme Seller's Market.

Price Range	# of Solds	Active Listings	Months of Inventory	Sold % of List	Market
\$0-\$100k	34	144	4.24	91.62%	Normal Seller's market
\$100-\$200k	365	391	1.07	99.95%	Extreme Sellers Market
\$200-\$300k	617	1054	1.71	98.40%	Extreme Sellers Market
\$300-\$400k	301	1063	3.53	98.50%	Normal Seller's market
\$400k-\$500k	178	717	4.03	97.53%	Normal Seller's market
\$500-\$600k	81	457	5.64	97.31%	Normal Seller's market
\$600-\$700k	48	336	7.00	98.45%	Balanced Market
\$700-\$800k	26	209	8.04	98.18%	Balanced Market
\$800-\$900k	18	132	7.33	95.66%	Balanced Market
\$900-\$1M	8	117	14.63	95.02%	Extreme Buyer's Market
\$1-\$2M	22	376	17.09	96.43%	Extreme Buyer's Market
\$2-\$3M	7	131	18.71	94.97%	Extreme Buyer's Market
\$3M<	0	92	-	-	Extreme Buyer's Market
Overall MKT	1705	5219	3.06	96.02%	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 – March 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 March, there were 4,945 homes for sale in Austin, Texas. **There are 6.72% less homes for sale than last year at this time.**



# Home Sales by Zip Code- February 2016



7 The chart below provides details on how well each Zip Code is currently selling and the impact on home values. 9 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	12	91	7.58	\$480,591	96.77%	69	
78702	27	73	2.70	\$425,000	98.57%	44	
78703	11	63	5.73	\$860,000	98.85%	47	
78704	35	100	2.86	\$543,000	97.41%	86	
78705	2	11	5.50	\$453,750	100.95%	64	
78717	24	63	2.63	\$340,025	98.14%	58	
78722	5	3	0.60	\$440,000	98.56%	42	
78727	11	30	2.73	\$260,000	99.26%	57	
78730	2	35	17.50	\$625,000	98.91%	28	
78731	15	48	3.20	\$640,000	97.51%	45	
78732	22	80	3.64	\$435,250	97.19%	47	
78733	6	33	5.50	\$592,450	100.58%	48	
78734	27	150	5.56	\$416,000	96.68%	118	
78735	14	77	5.50	\$428,500	95.17%	32	
78739	30	46	1.53	\$446,995	98.90%	59	
78746	17	132	7.76	\$850,000	97.16%	60	
78749	27	19	0.70	\$347,500	99.29%	21	
78750	14	27	1.93	\$382,500	99.21%	27	
78759	20	32	1.60	\$448,650	98.38%	32	
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

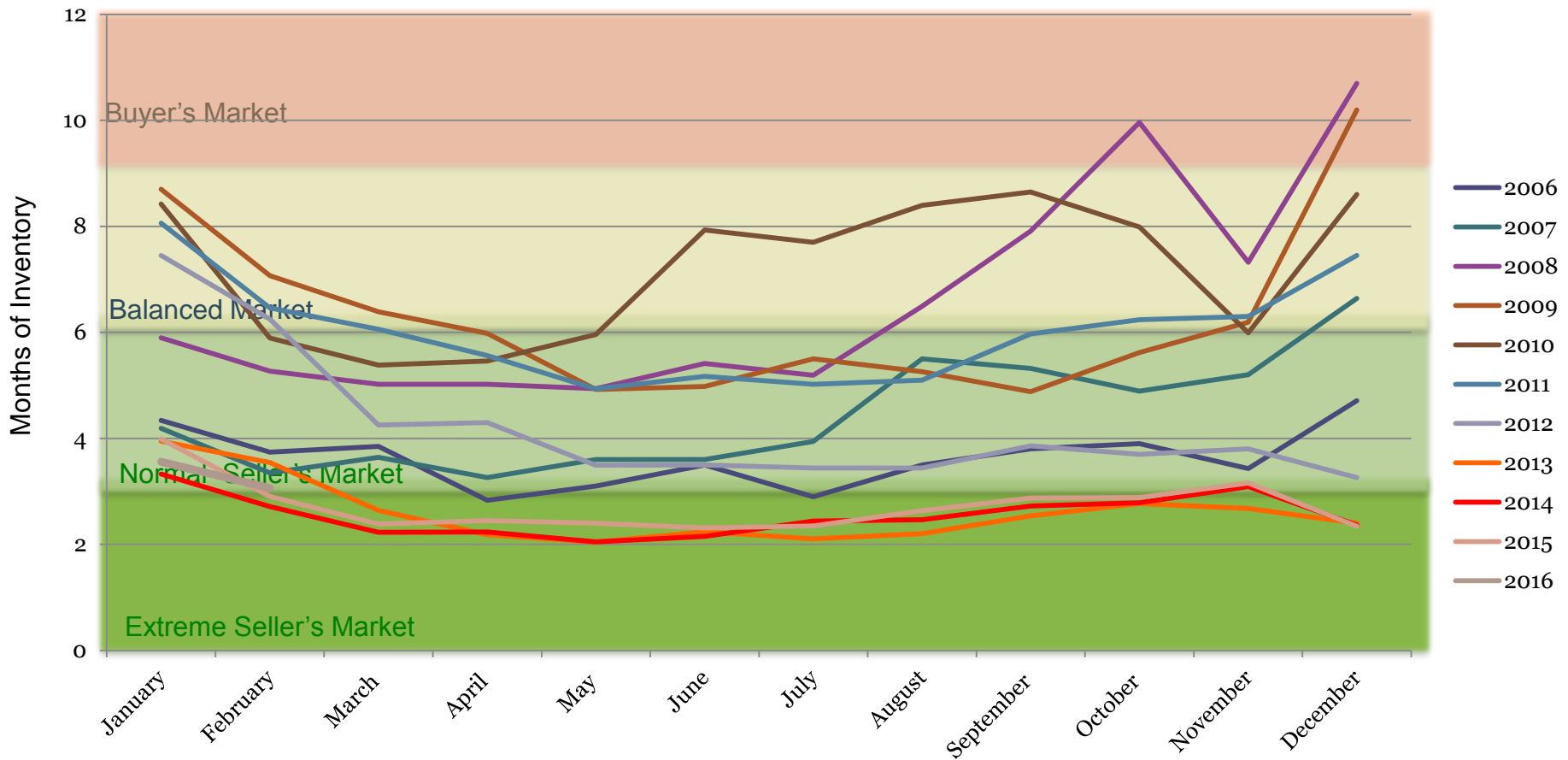
### West Austin/Westlake

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.

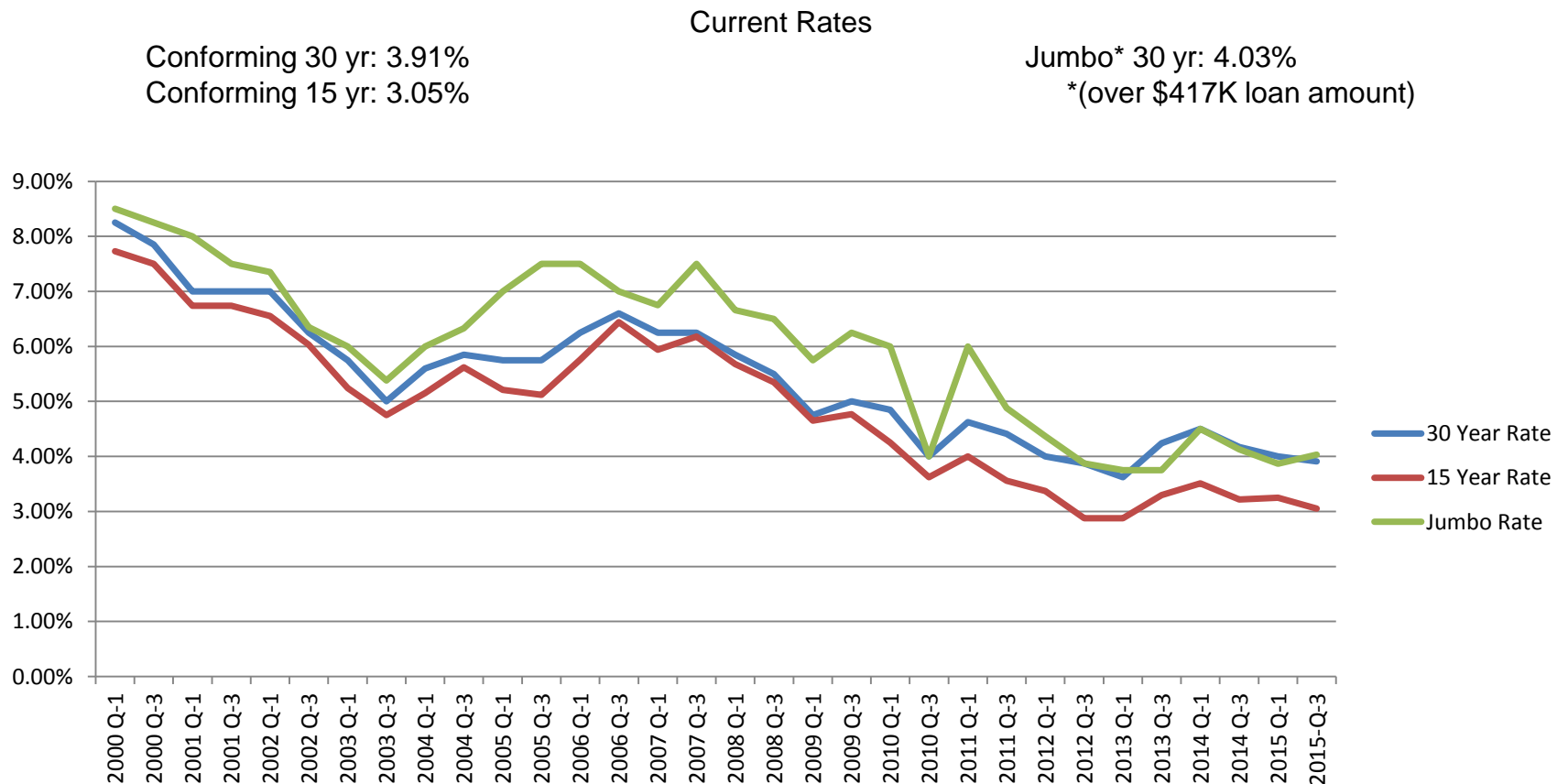




# Mortgage Rates - 15 Year Summary



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.



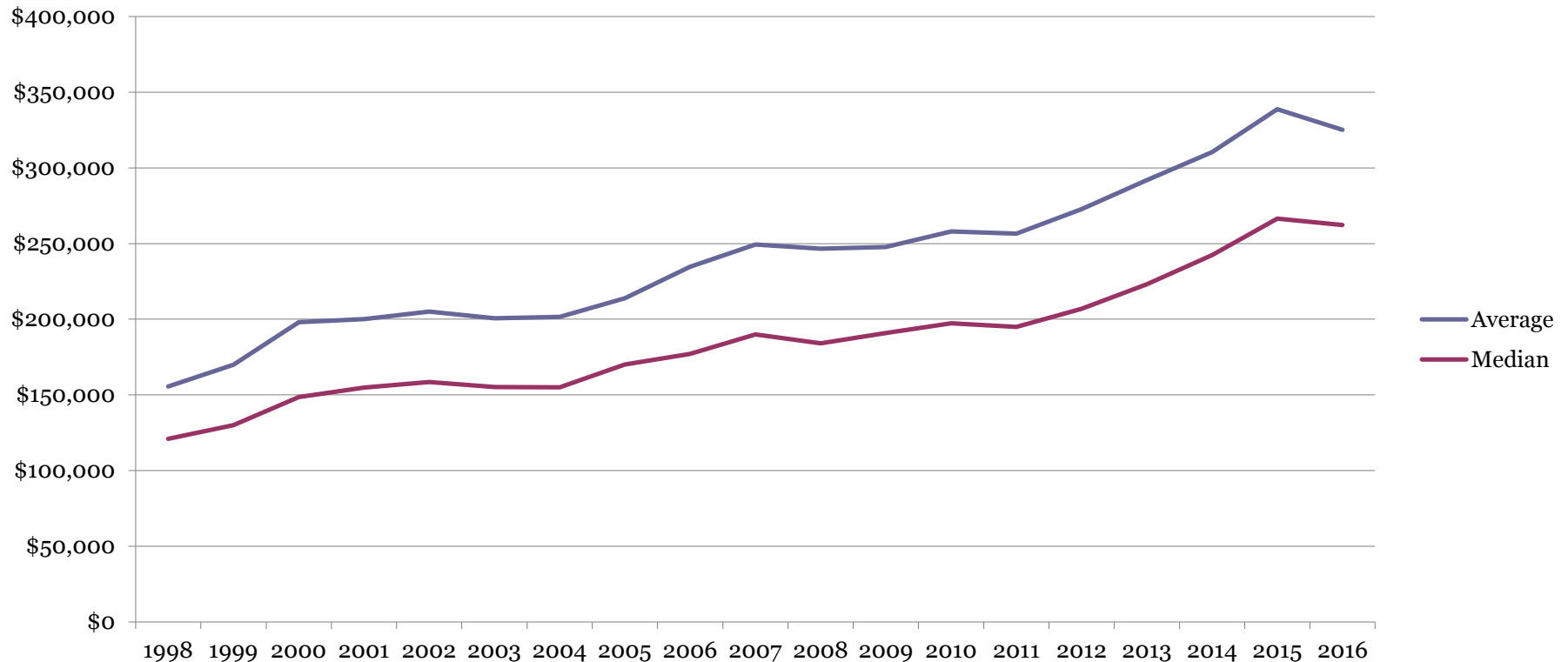
# Average and Median Sold 18 Year Summary



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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 \$330,042. The median sold price was \$260,000 last month. The average sales price in February is down 4.2% and the median sales price is down 1.1% from one year ago.

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

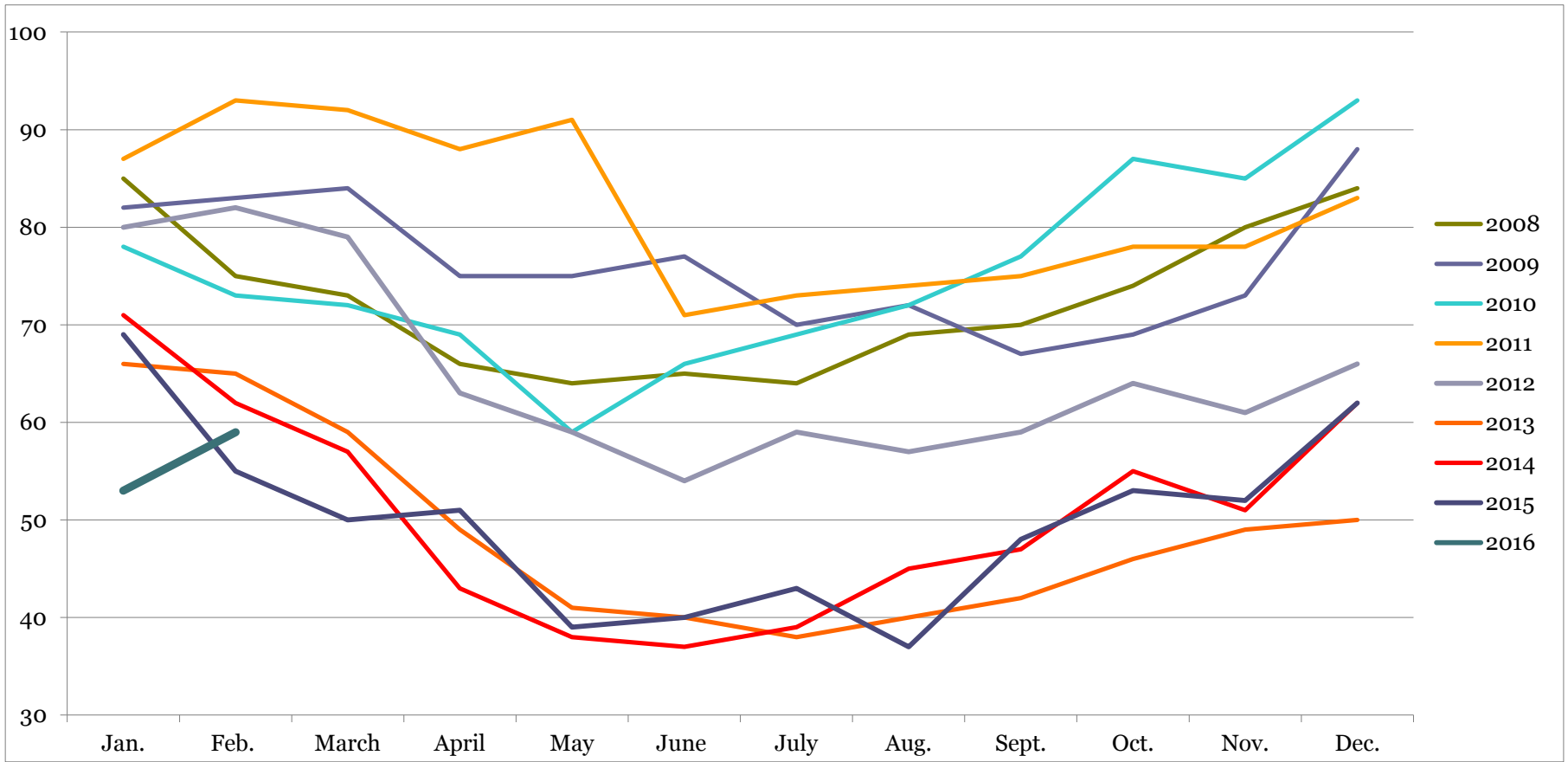


# Average Days on Market 2008-2016



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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 7.27% 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.