



**WEST AUSTIN**  
**PROPERTIES**

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

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

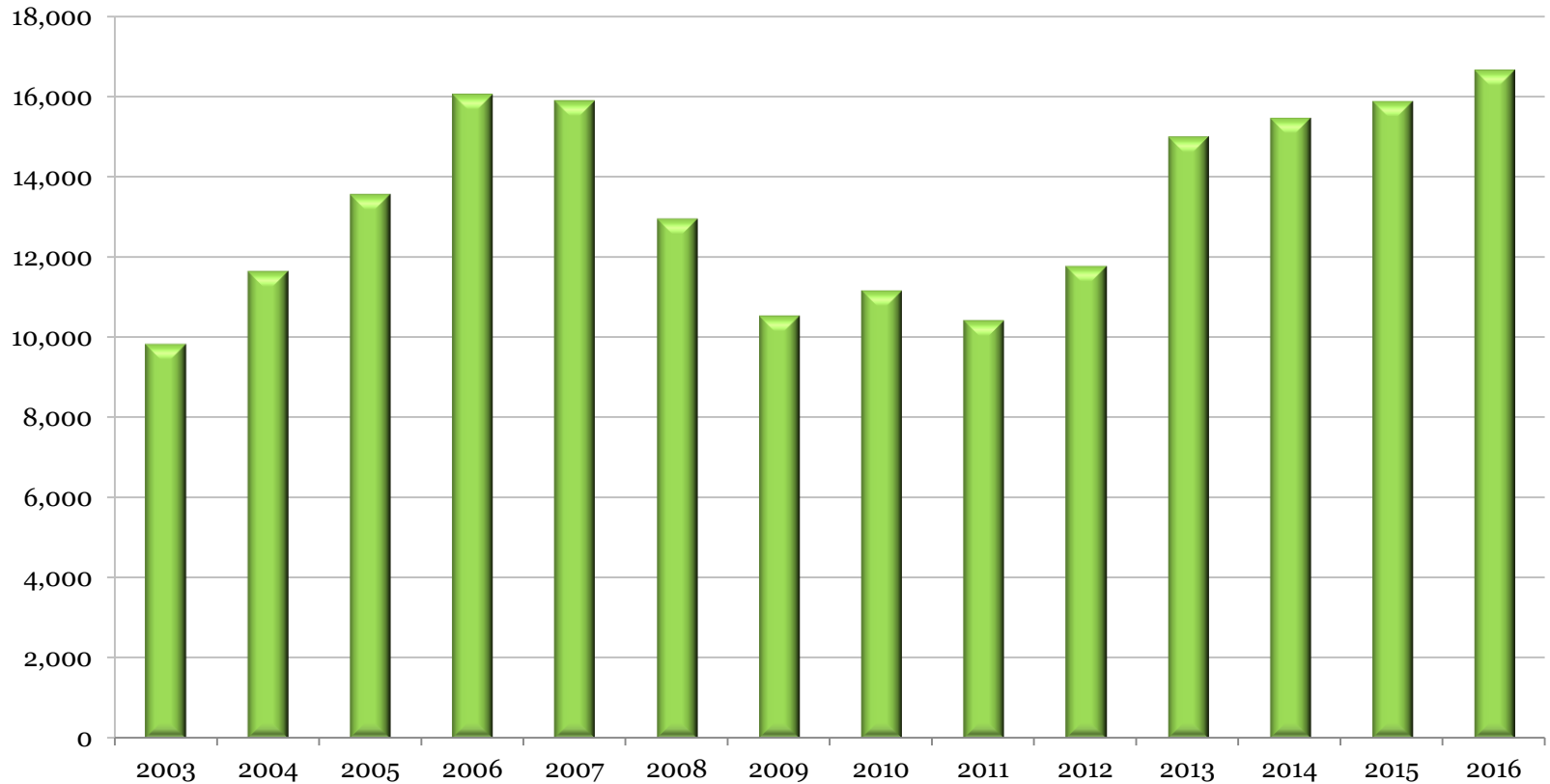
Volume 11, Issue VIII



# Year to Date Sales – July 2016

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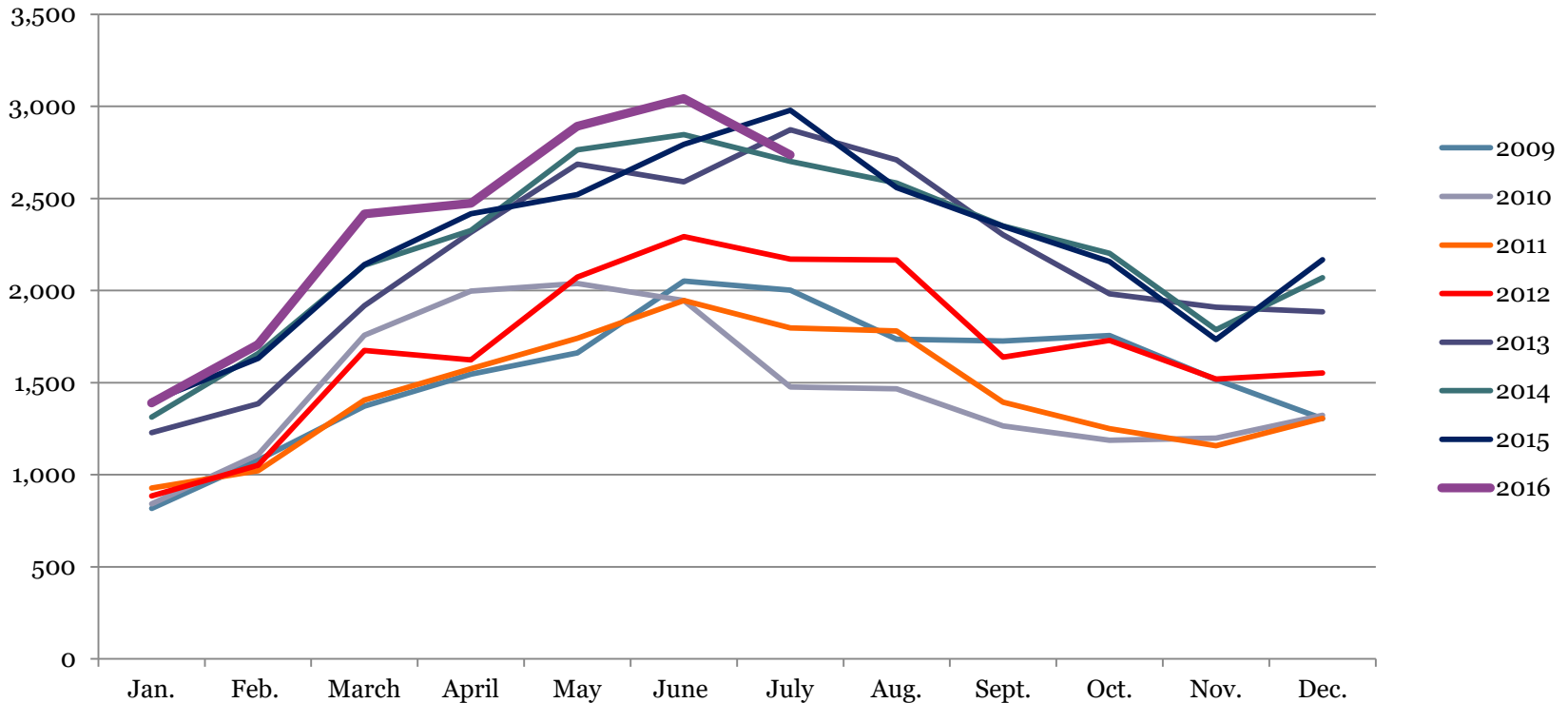
Year to date sales in Austin are higher than any previous year, showing increasing demand and improving market.



# Homes Sold per Month – July 2016

2

The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,737 homes sold in Austin, Texas.

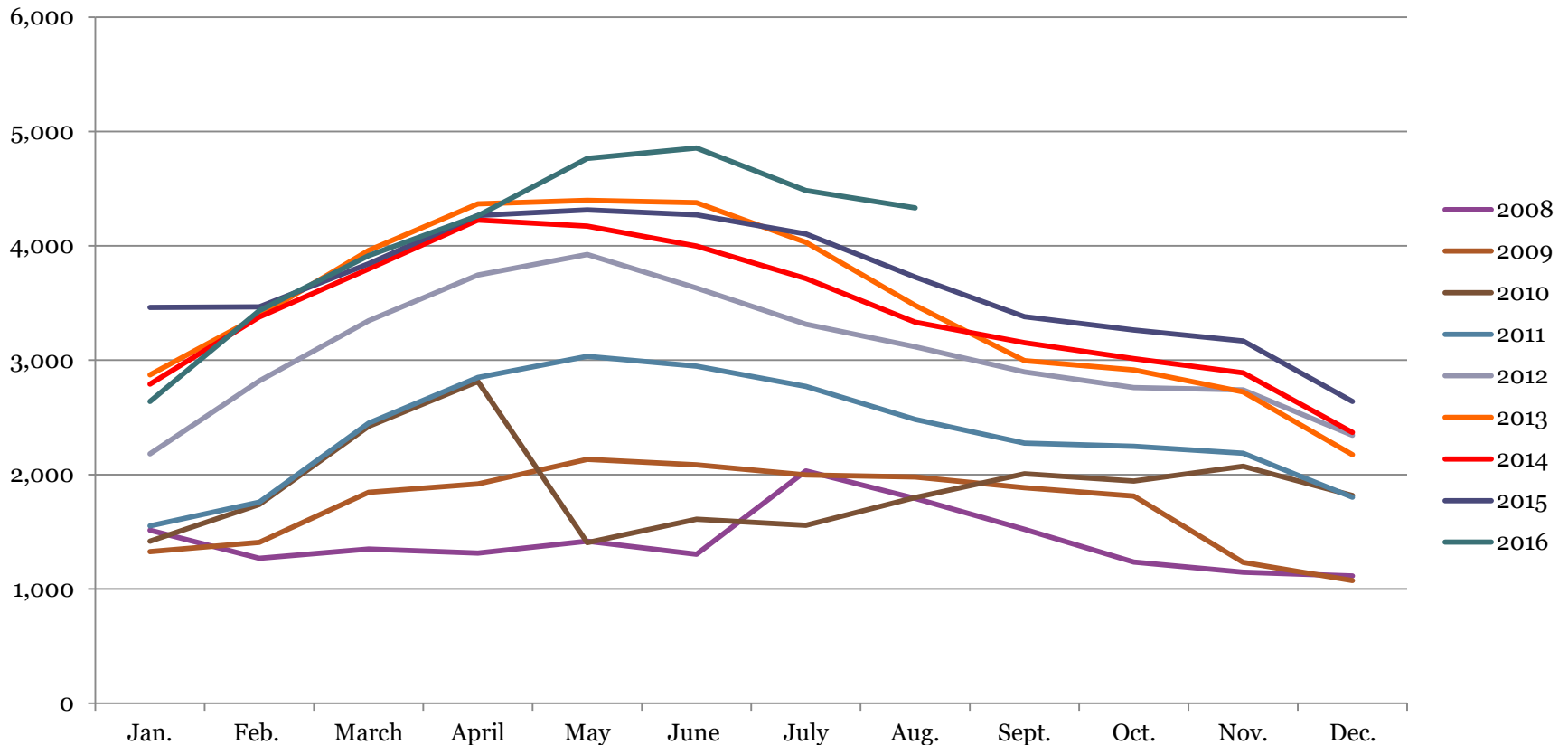


# Pending Sales per Month – July 2016



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 4,331 homes Pending in Austin, Texas. **This is the highest number of July pendings in the last 8 years.** Because of qualifying, mortgage and approval rates it is taking longer to go from contract to close.



# Home Sales by Price Band- August 2016



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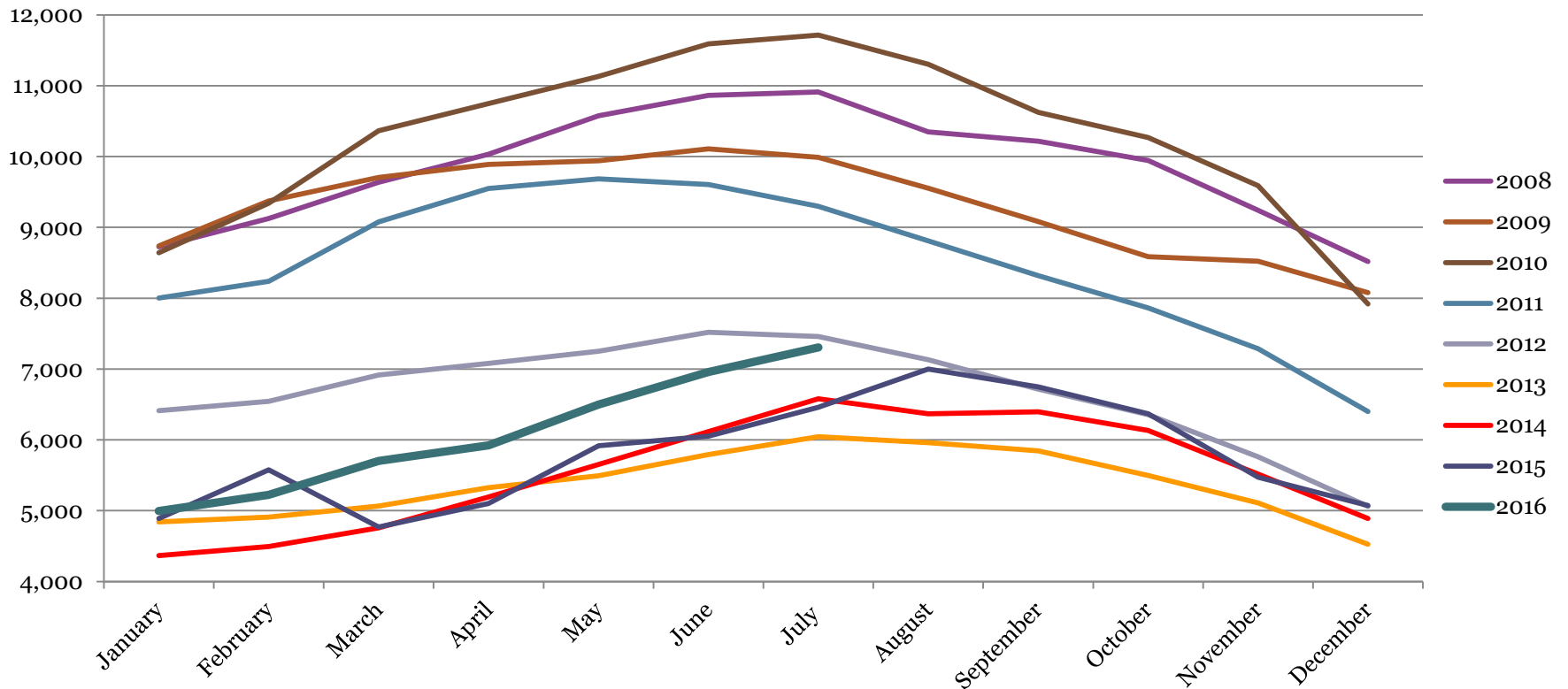
Overall we are in an Extreme Seller's Market with 2.67 months of inventory. On average, home prices are showing High Appreciation for the year. However, the Market is different based on demand and the number of homes for sale in each price range. Homes valued under \$1,000,000 are in a Normal or Extreme Seller's Market.

Price Range	# of Solds	Active Listings	Months of Inventory	Sold % of List	Market
\$0-\$100k	40	119	2.98	93.31%	Extreme Sellers Market
\$100-\$200k	455	520	1.14	99.54%	Extreme Sellers Market
\$200-\$300k	988	1608	1.63	99.59%	Extreme Sellers Market
\$300-\$400k	541	1503	2.78	98.67%	Extreme Sellers Market
\$400k-\$500k	298	1059	3.55	98.49%	Normal Seller's market
\$500-\$600k	164	670	4.09	98.30%	Normal Seller's market
\$600-\$700k	85	442	5.20	98.12%	Normal Seller's market
\$700-\$800k	52	293	5.63	98.98%	Normal Seller's market
\$800-\$900k	32	161	5.03	96.81%	Normal Seller's market
\$900-\$1M	25	145	5.80	96.32%	Normal Seller's market
\$1-\$2M	50	502	10.04	95.20%	Normal Buyer's Market
\$2-\$3M	7	148	21.14	96.72%	Extreme Buyer's Market
\$3M<	1	139	139.00	90.22%	Extreme Buyer's Market
Overall MKT	2738	7309	2.67	96.94%	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

# Homes For Sale – August 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 August, there were 7,304 homes for sale in Austin, Texas. **There are 11.57% MORE homes for sale than last year at this time.**



# Home Sales by Zip Code- August 2016



7 The chart below provides details on how well each Zip Code is currently selling and the impact on home values. 10 out of 20 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	22	83	3.77	\$438,500	97.58%	78
78702	23	109	4.74	\$349,500	98.65%	56
78703	21	89	4.24	\$943,000	93.48%	41
78704	40	129	3.23	\$588,000	98.03%	66
78705	5	14	2.80	\$676,000	95.50%	50
78717	44	102	2.32	\$354,000	98.72%	27
78722	5	8	1.60	\$399,000	98.47%	9
78727	34	53	1.56	\$324,750	99.50%	27
78730	10	47	4.70	\$740,000	97.07%	38
78731	31	91	2.94	\$672,500	99.14%	26
78732	38	97	2.55	\$477,750	98.66%	53
78733	11	58	5.27	\$645,000	99.72%	50
78734	49	213	4.35	\$448,000	97.09%	75
78735	32	100	3.13	\$565,250	97.51%	67
78738	53	280	5.28	\$585,000	97.15%	91
78739	51	70	1.37	\$456,000	99.12%	54
78746	28	161	5.75	\$896,650	97.61%	43
78749	37	40	1.08	\$355,000	100.37%	11
78750	36	66	1.83	\$436,000	99.77%	17
78759	22	60	2.73	\$420,500	99.46%	19
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

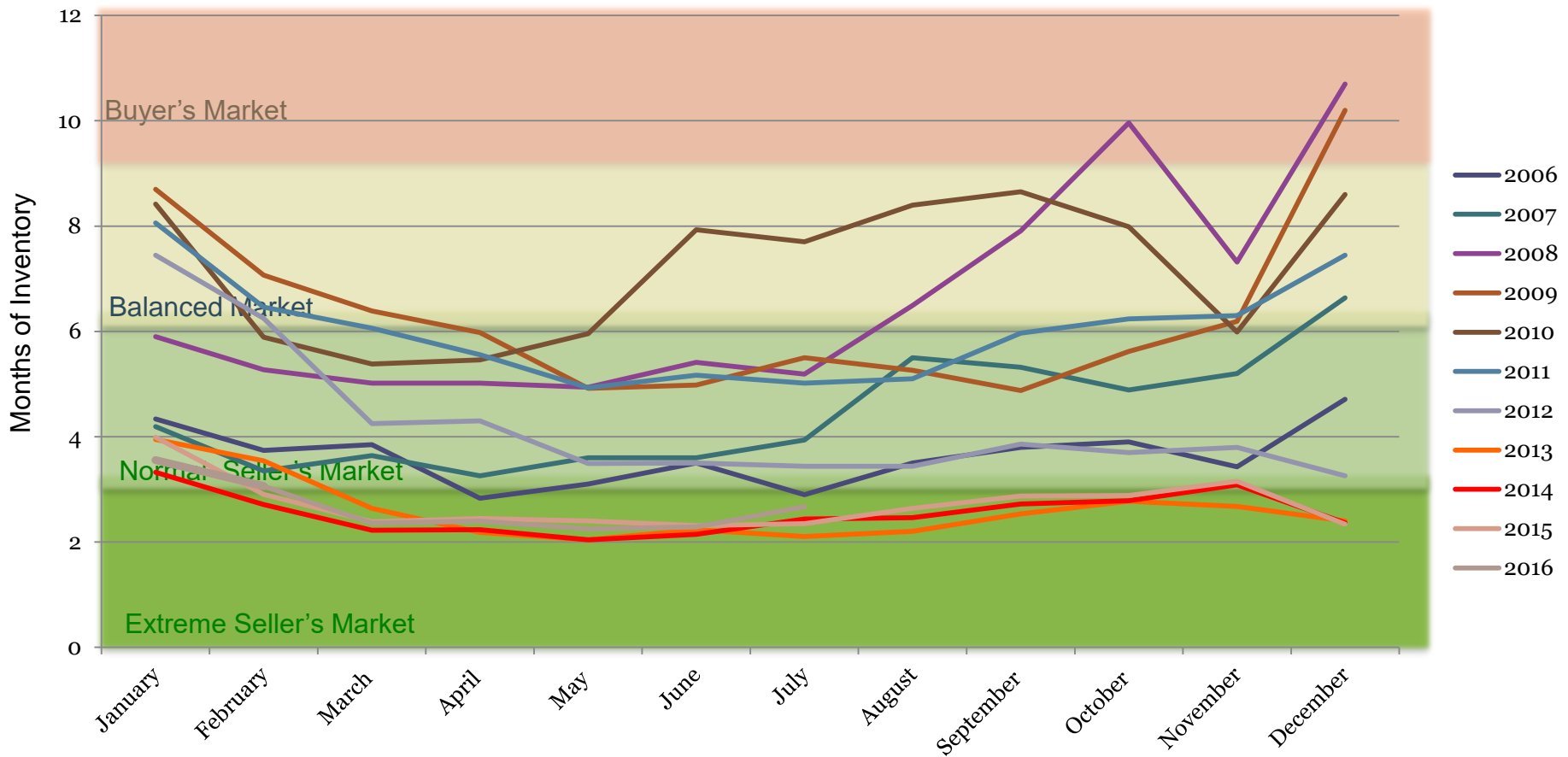
### West Austin/Westlake

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

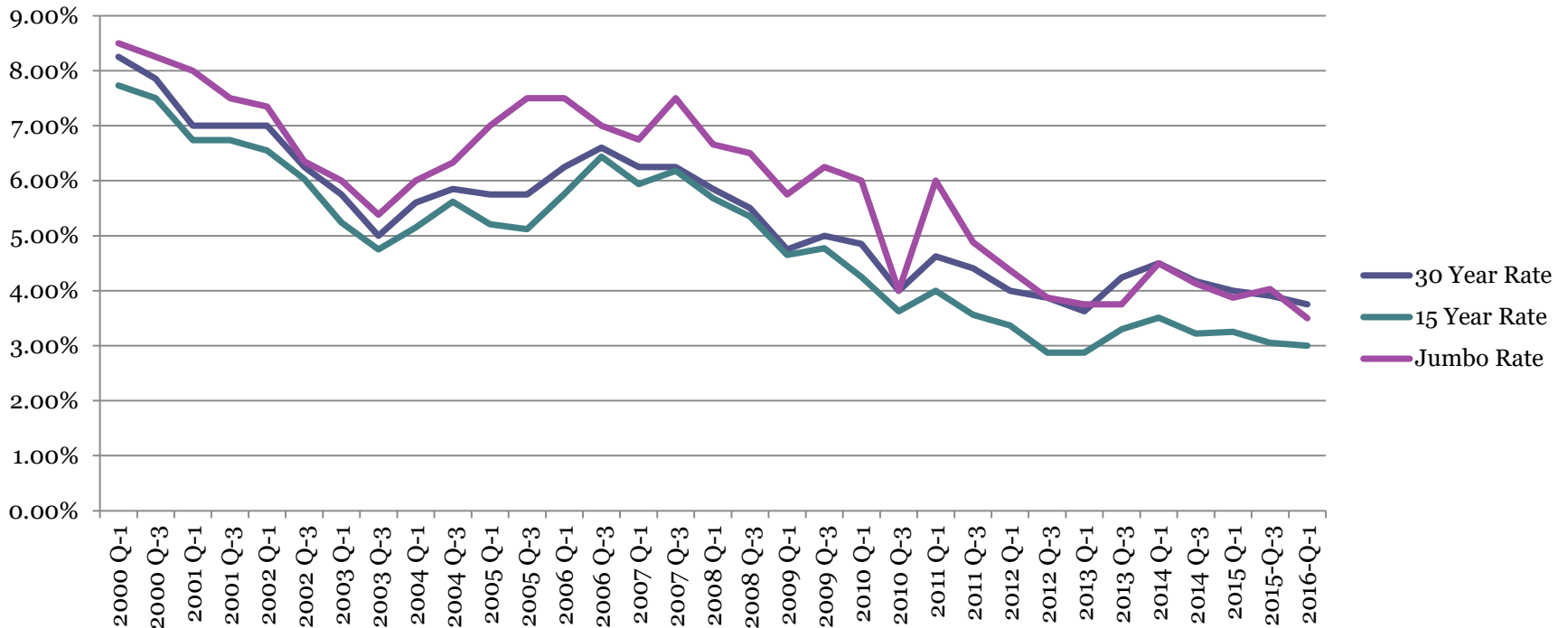


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more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



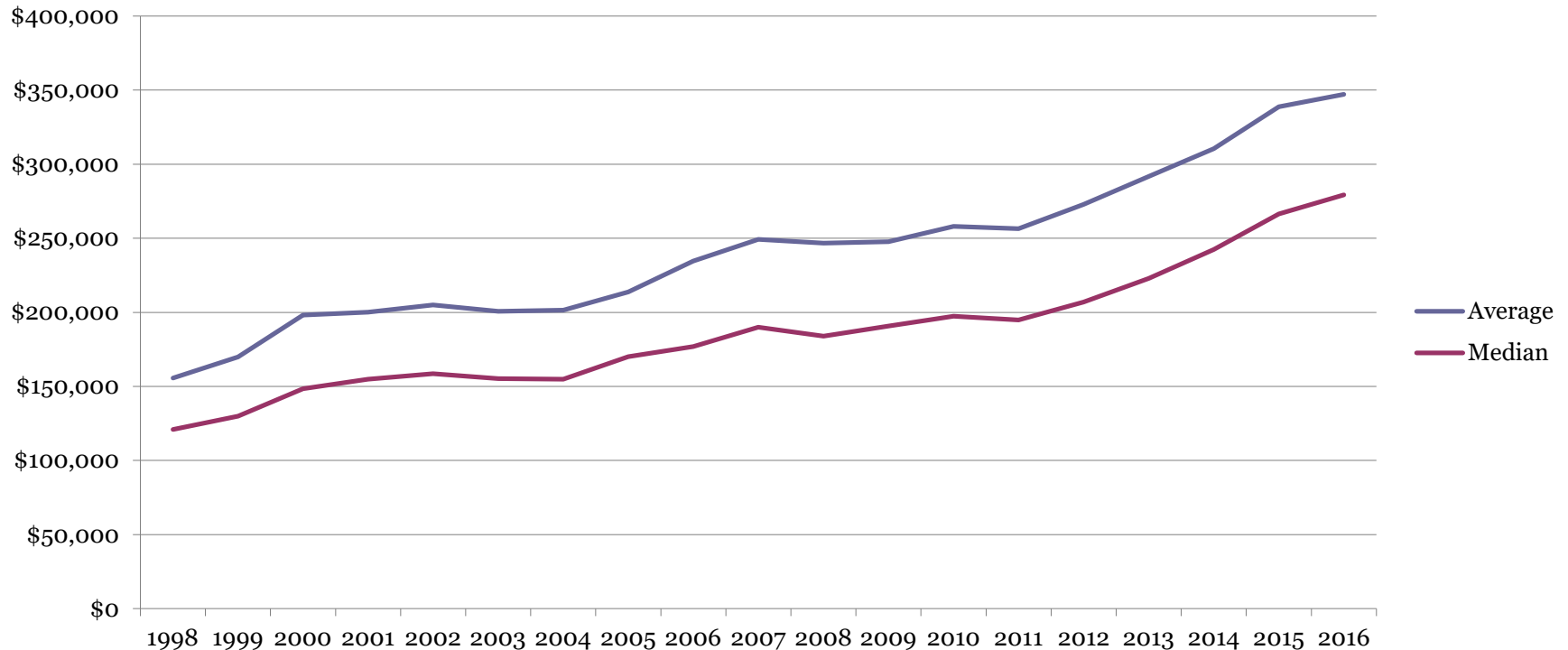
# Average and Median Sold 18 Year Summary



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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 \$355,742. The median sold price was \$285,000 last month. The average sales price in July is up 4.5% and the median sales price is up 5.6% from one year ago.

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

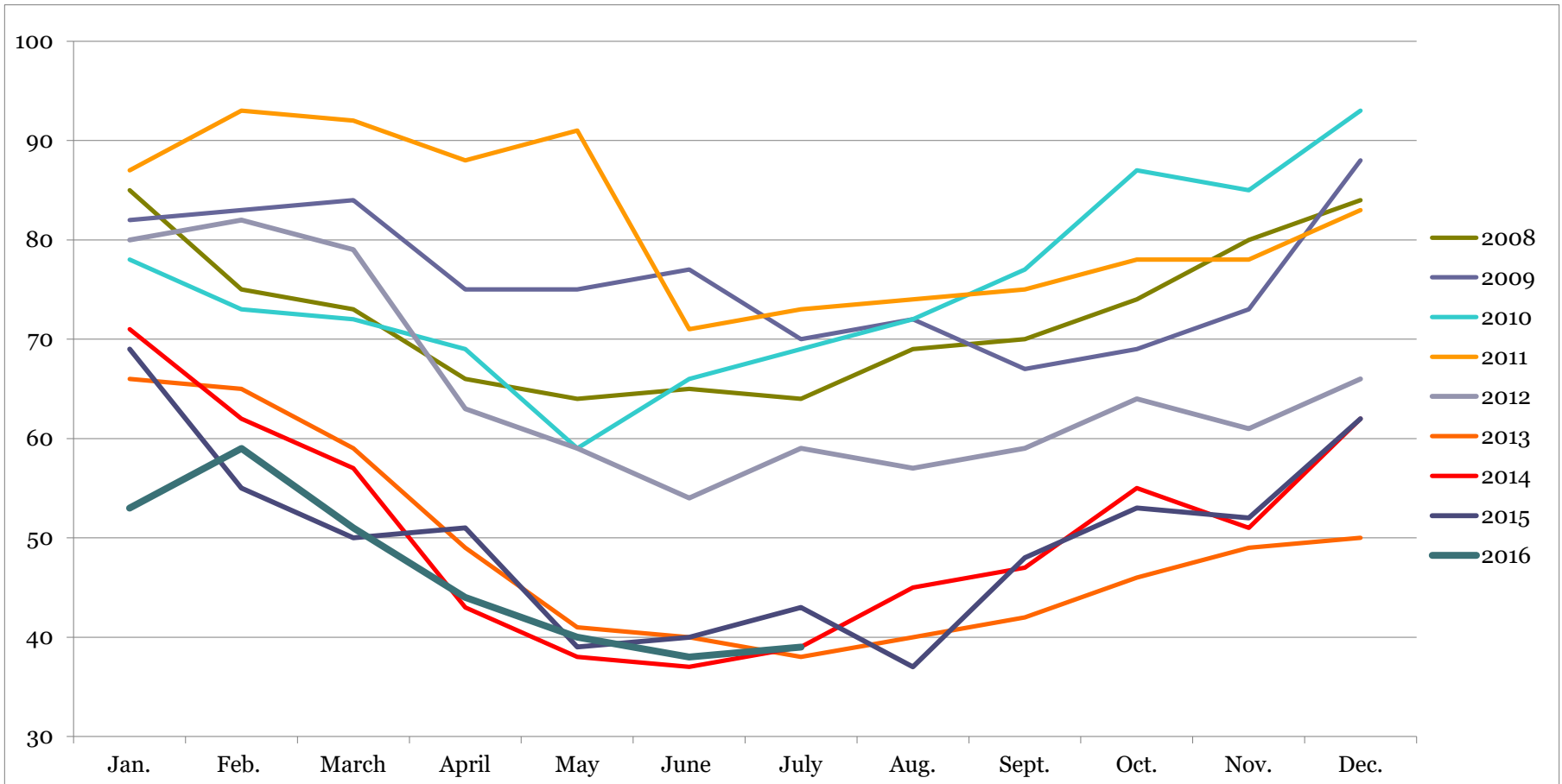


# Average Days on Market 2008-2016



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Of the homes that sold last month, the average amount of days they had been on the market was 39 days. This is 9.3% LESS 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](mailto:laura@westaustin.com)



### Katy Duggan- Freshour,

#### Vice President

REALTOR® CIAS, CDPE  
 AUSTIN NATIVE

*Direct:* (512) 826-4316

*Email:* [katy@westaustin.com](mailto:katy@westaustin.com)

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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.