



WEST AUSTIN
PROPERTIES

September 2016 Austin Real Estate Market Report

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

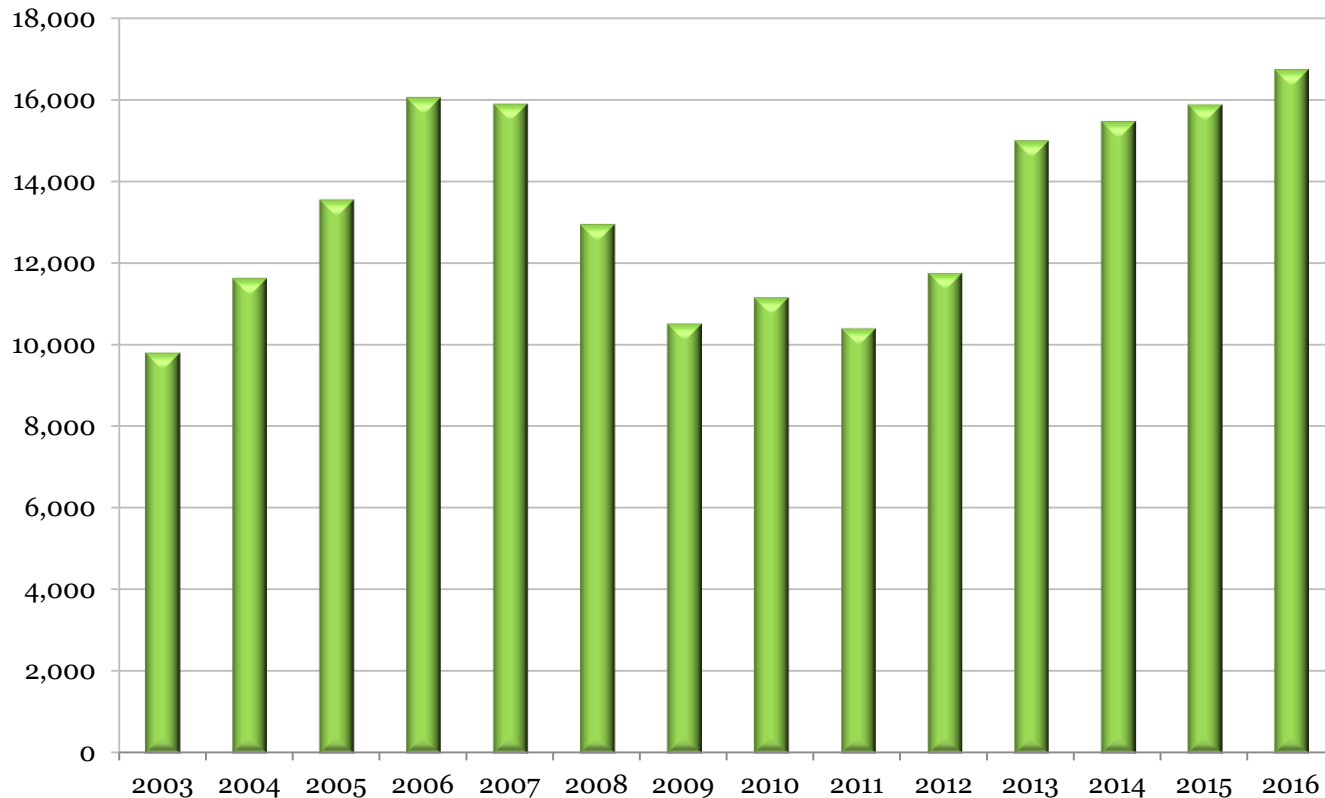
Volume 11, Issue IX



Year to Date Sales – August 2016

1

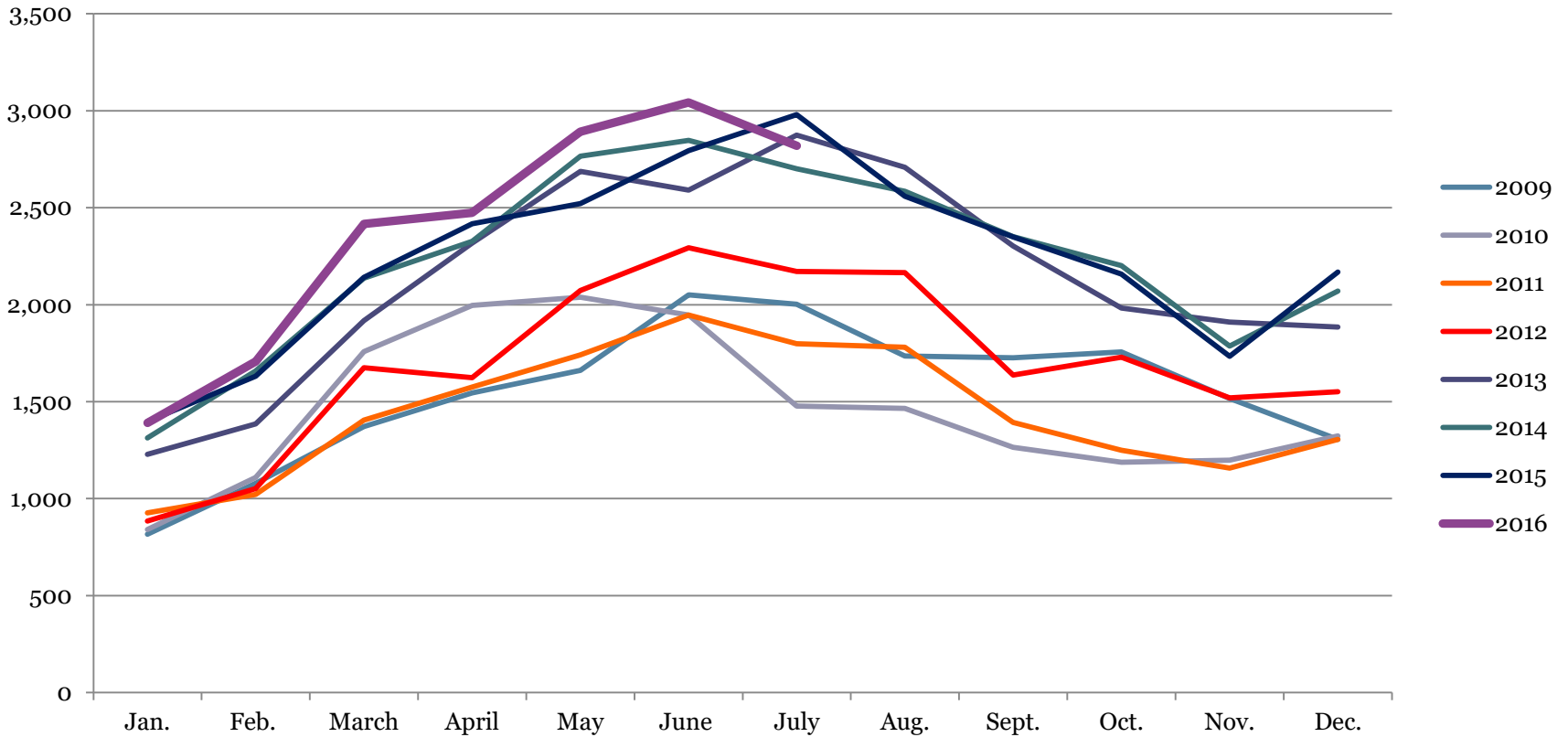
Year to date sales in Austin are higher than any previous year, showing increasing demand and improving market.



Homes Sold per Month – August 2016

2

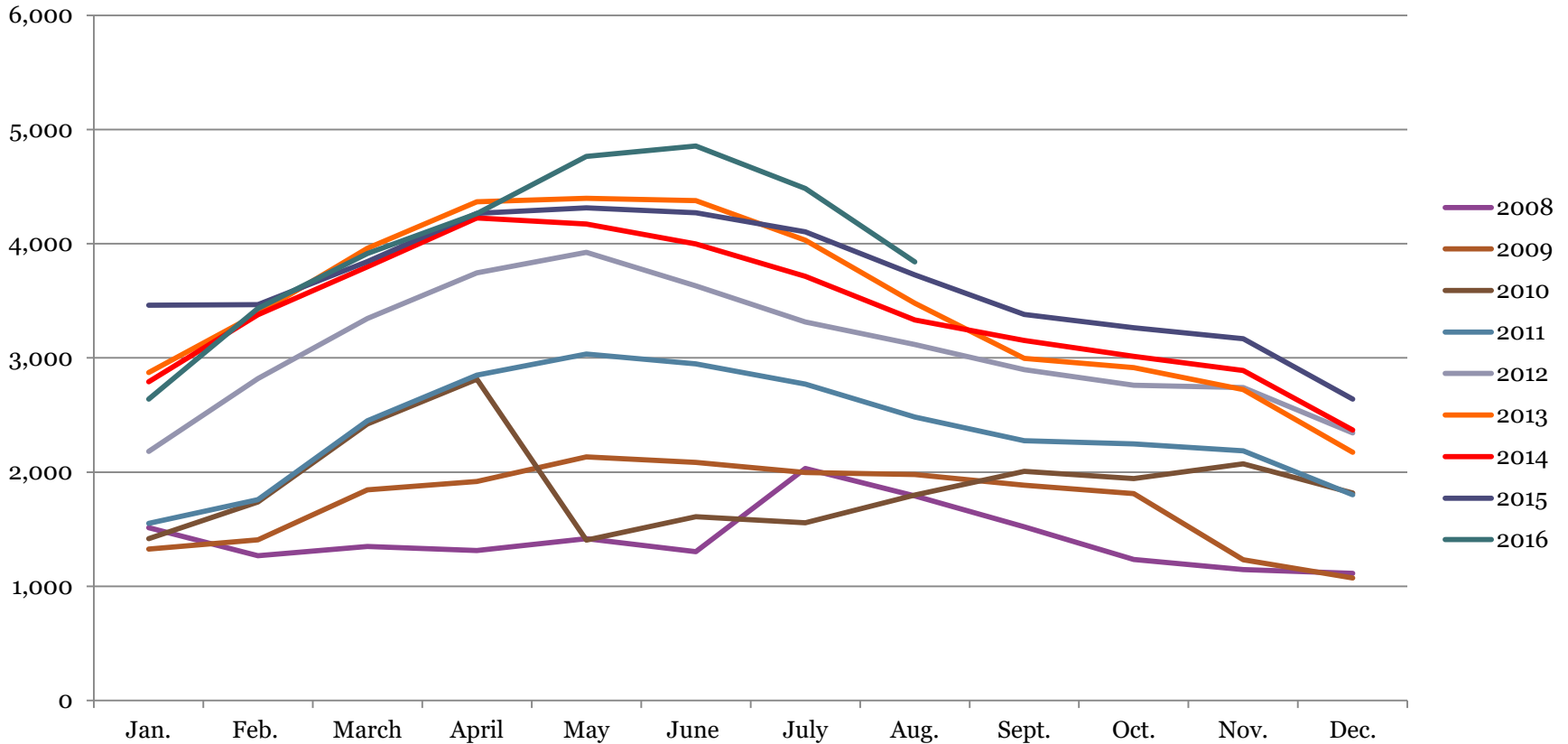
The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,820 homes sold in Austin, Texas.



Pending Sales per Month – August 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 3,840 homes Pending in Austin, Texas. **This is the highest number of August 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- September 2016

5

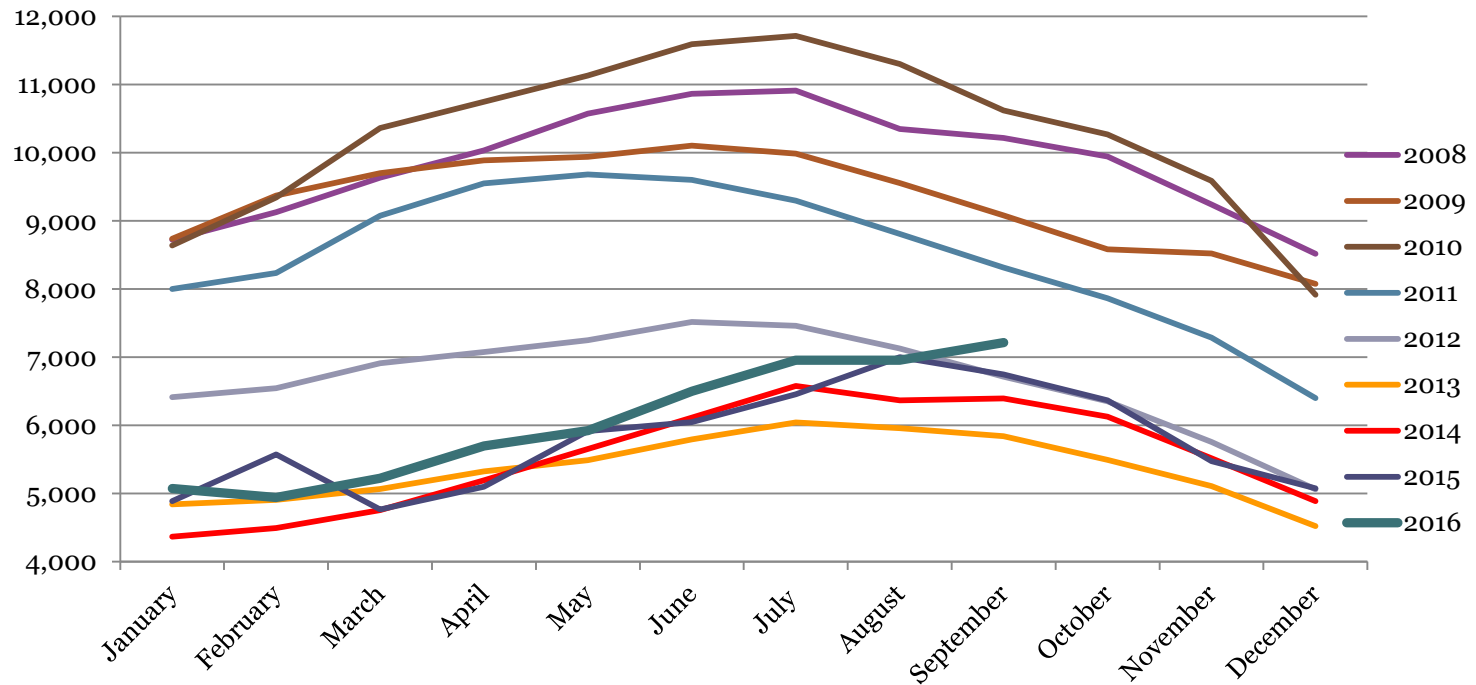
Overall we are in an Extreme Seller's Market with 2.57 months of inventory. On average, home prices are showing High Appreciation for the year. However, the Market is different based on demand and the number of homes for sale in each price range. Homes valued under \$1,000,000 are in a Normal or Extreme Seller's Market.

Price Range	# of Solds	Active Listings	Months of Inventory	Sold % of List	Market
\$0-\$100k	47	121	2.57	91.05%	Extreme Sellers Market
\$100-\$200k	509	496	0.97	99.10%	Extreme Sellers Market
\$200-\$300k	964	1615	1.68	98.91%	Extreme Sellers Market
\$300-\$400k	540	1538	2.85	98.76%	Extreme Sellers Market
\$400k-\$500k	303	1022	3.37	98.32%	Normal Seller's market
\$500-\$600k	156	634	4.06	98.07%	Normal Seller's market
\$600-\$700k	95	419	4.41	96.98%	Normal Seller's market
\$700-\$800k	71	320	4.51	98.37%	Normal Seller's market
\$800-\$900k	33	167	5.06	97.53%	Normal Seller's market
\$900-\$1M	27	139	5.15	95.89%	Normal Seller's market
\$1-\$2M	61	469	7.69	94.80%	Balanced Market
\$2-\$3M	8	139	17.38	95.14%	Extreme Buyer's Market
\$3M<	1	152	152.00	84.77%	Extreme Buyer's Market
Overall MKT	2815	7231	2.57	95.98%	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 – September 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 7,214 homes for sale in Austin, Texas. **There are 6.45% 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.
8 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	19	108	5.68	\$500,000	97.97%	32
78702	39	119	3.05	\$400,000	97.04%	34
78703	22	83	3.77	\$867,500	97.32%	58
78704	31	115	3.71	\$613,000	97.77%	39
78705	5	17	3.40	\$560,000	93.81%	36
78717	44	86	1.95	\$369,000	98.56%	55
78722	3	8	2.67	\$301,500	97.38%	7
78727	30	56	1.87	\$317,500	99.88%	18
78730	14	44	3.14	\$799,000	97.72%	47
78731	23	92	4.00	\$719,000	96.91%	30
78732	46	107	2.33	\$466,750	97.86%	50
78733	7	51	7.29	\$845,000	94.82%	91
78734	52	196	3.77	\$417,000	97.23%	92
78735	15	86	5.73	\$692,000	90.96%	101
78738	77	264	3.43	\$570,000	97.54%	75
78739	40	62	1.55	\$466,000	98.50%	41
78746	33	151	4.58	\$884,660	96.32%	72
78749	40	37	0.93	\$350,000	98.78%	17
78750	35	64	1.83	\$492,500	98.48%	27
78759	41	70	1.71	\$520,000	98.22%	34
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

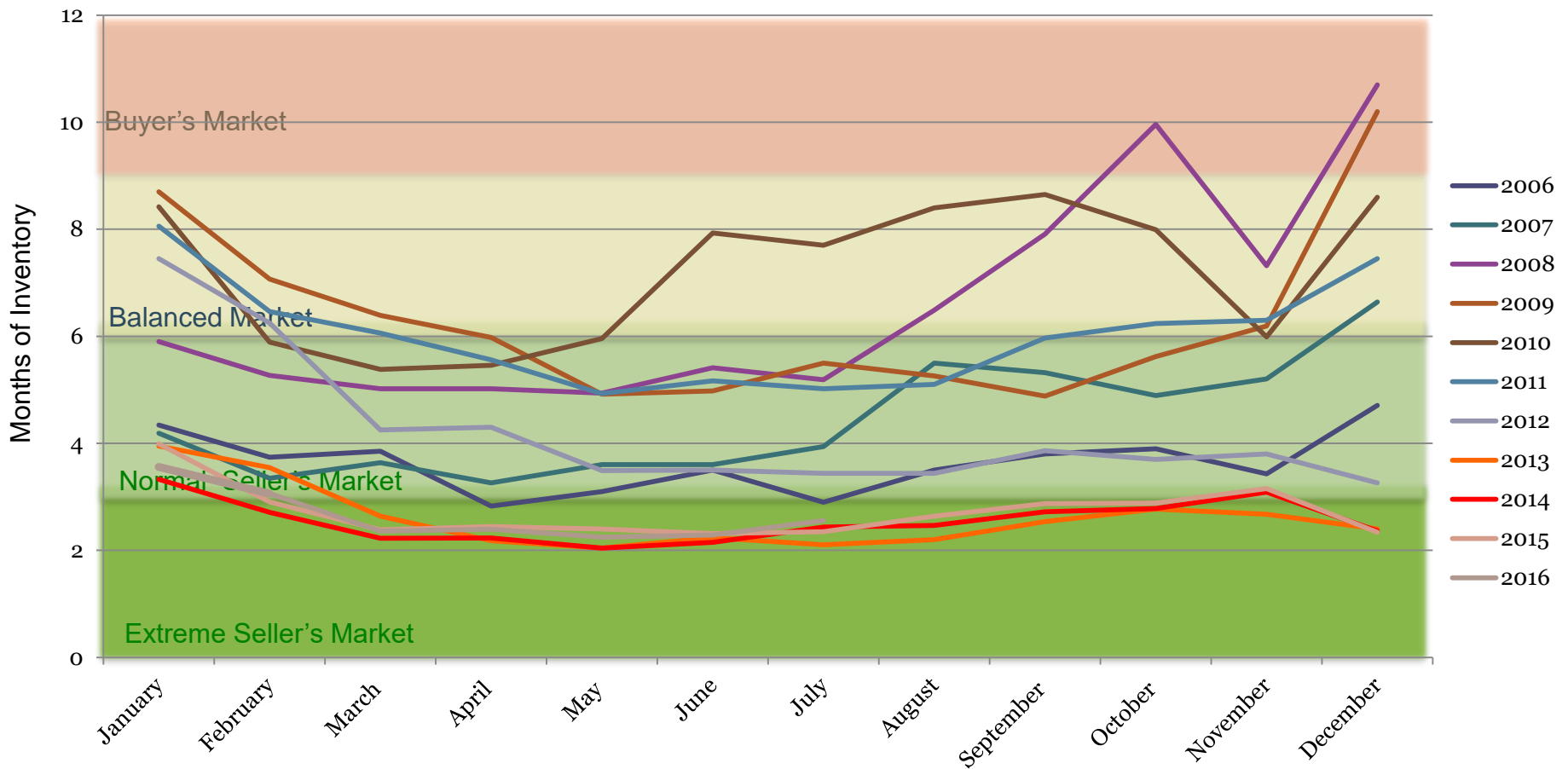
West Austin/Westlake

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

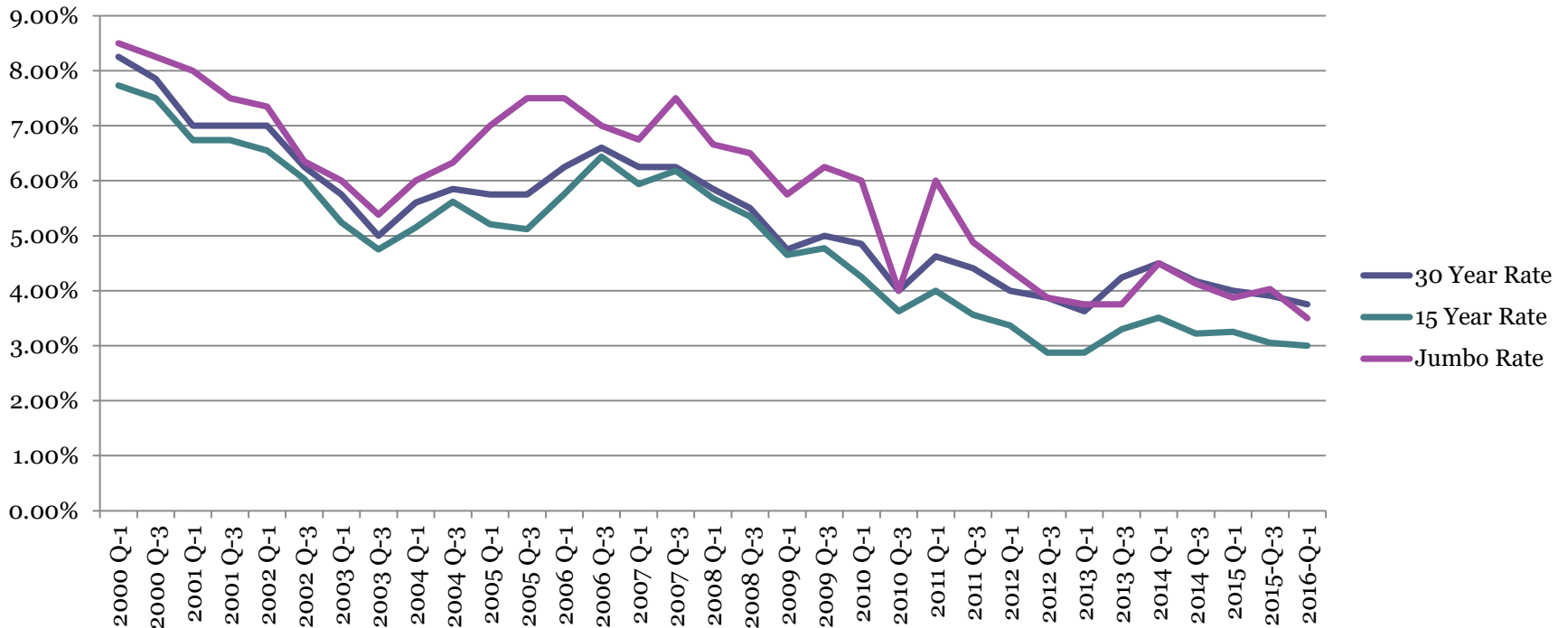


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more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



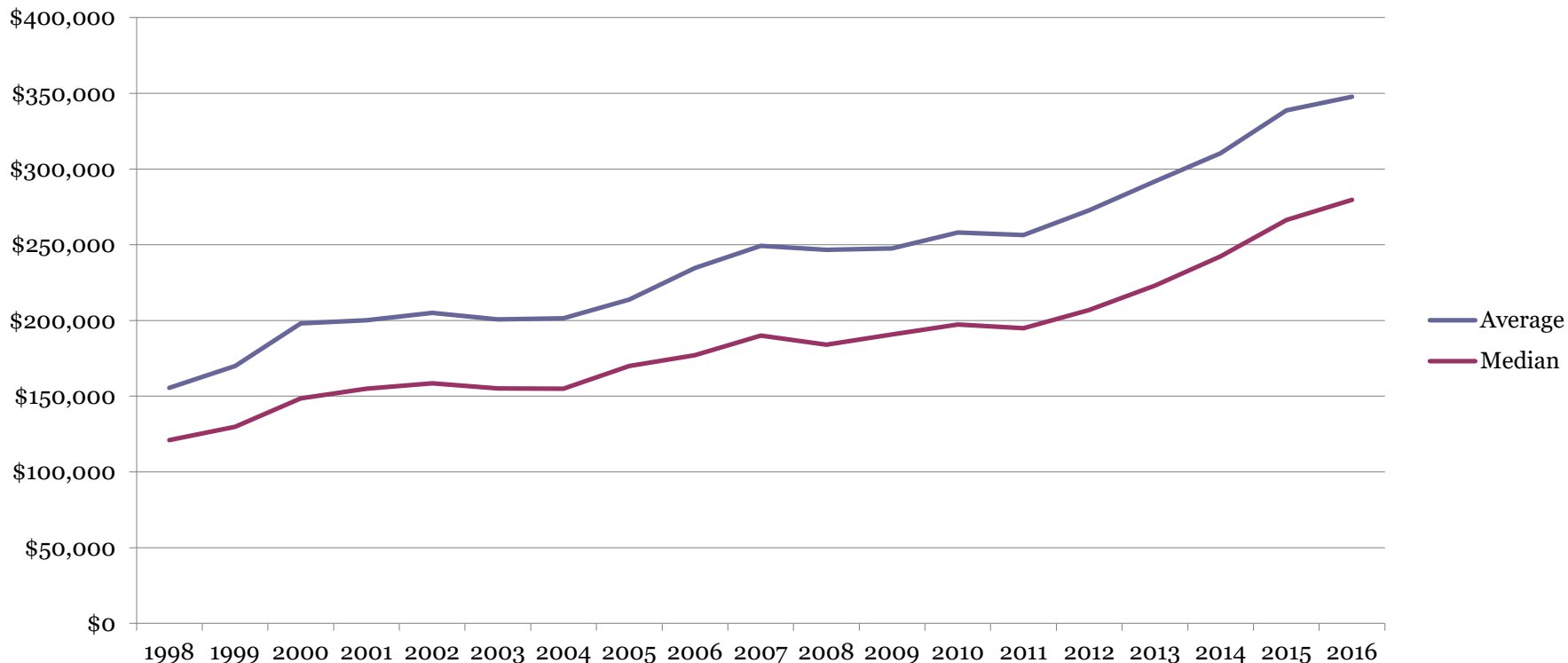
Average and Median Sold 18 Year Summary



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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 \$359,295 The median sold price was \$288,000 last month. The average sales price in August is up 5.6% and the median sales price is up 6.7% from one year ago.

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

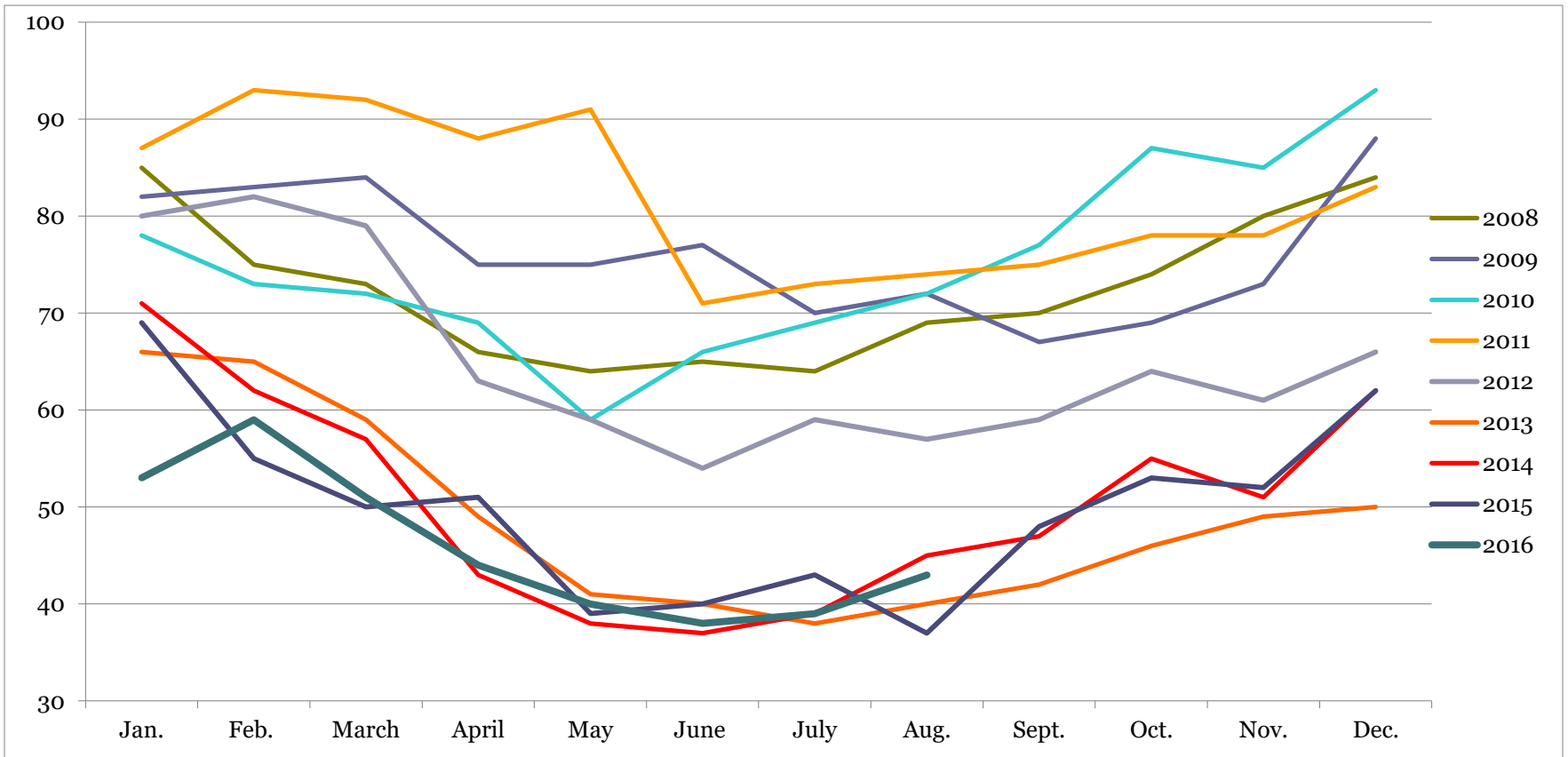


Average Days on Market 2008-2016



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Of the homes that sold last month, the average amount of days they had been on the market was 43 days. This is 16.2% MORE days than a year ago.





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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.