



**WEST AUSTIN**  
**PROPERTIES**

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

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

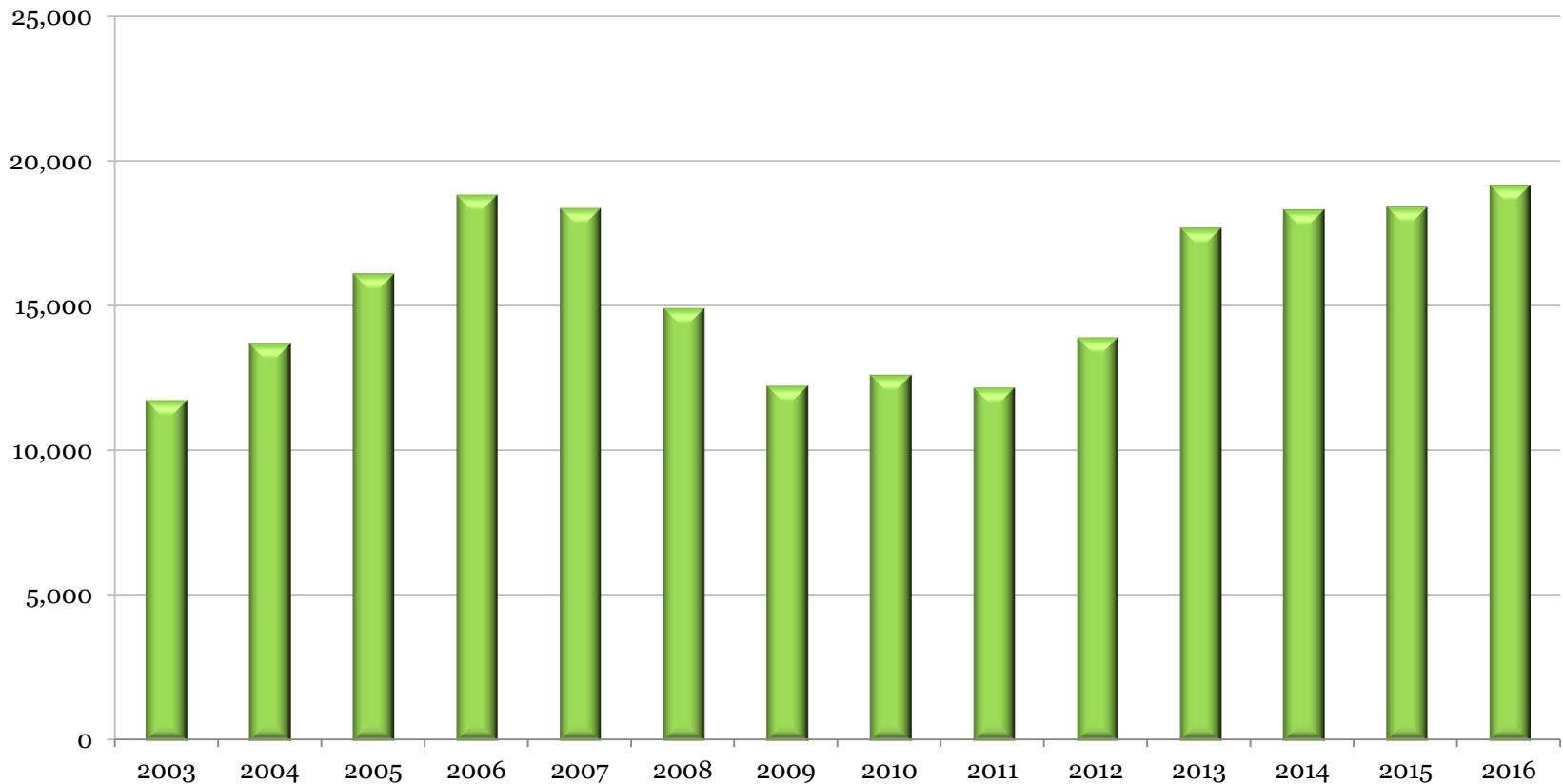
Volume 11, Issue X



# Year to Date Sales – October 2016

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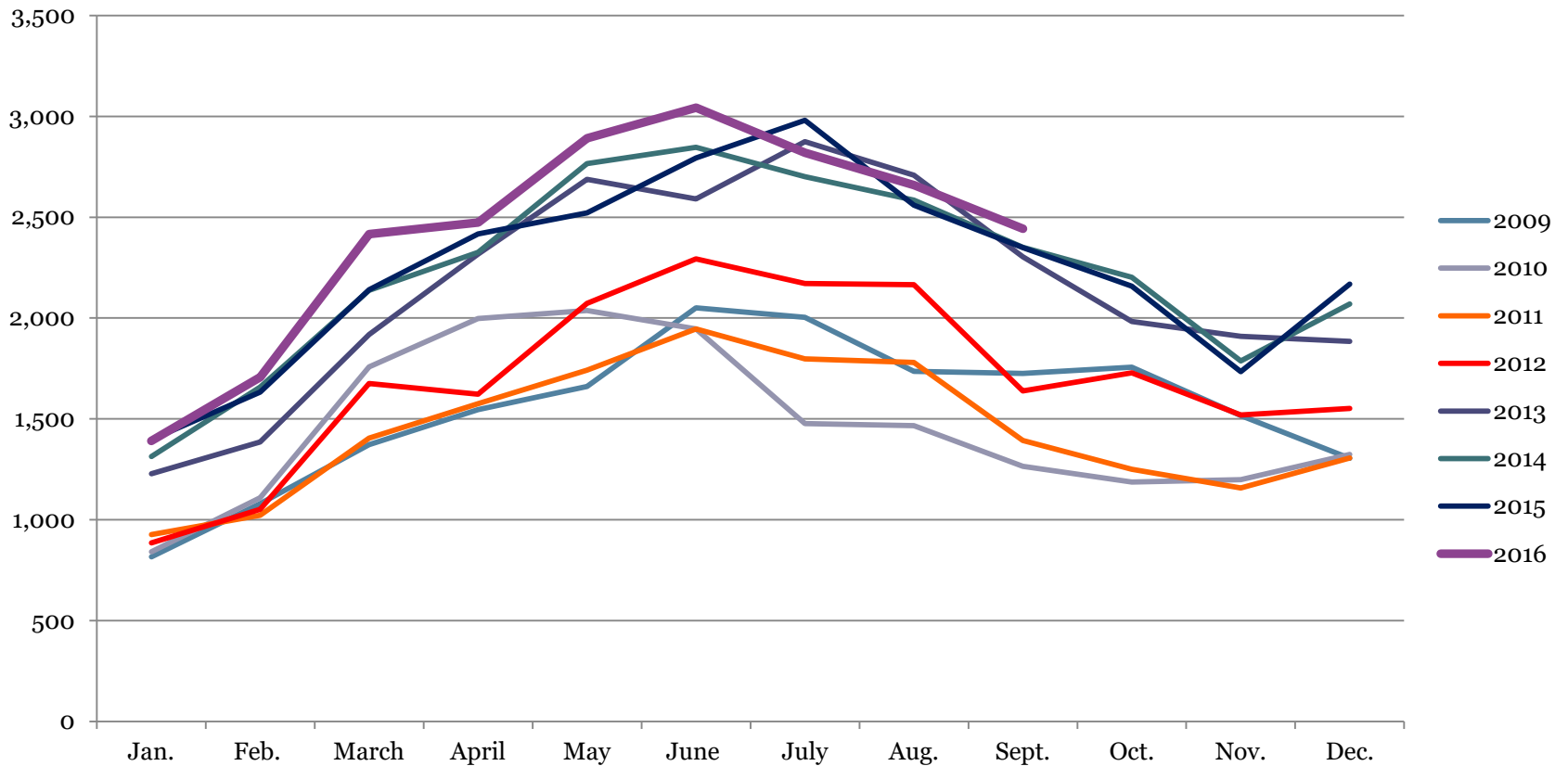
Year to date sales in Austin are higher than any previous year, showing increasing demand and improving market.



# Homes Sold per Month – September 2016

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The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,442 homes sold in Austin, Texas.

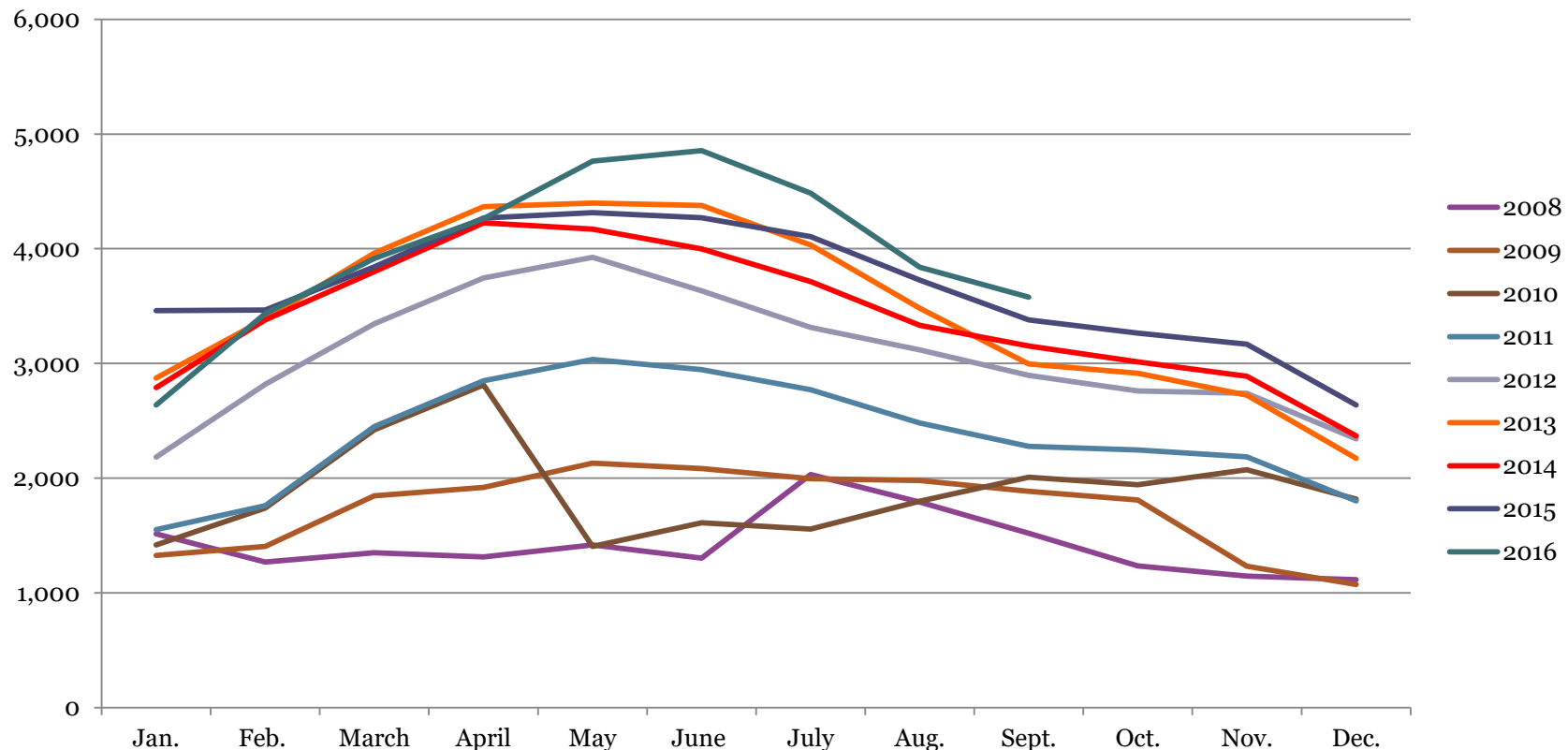


# Pending Sales per Month – September 2016



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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 3,577 homes Pending in Austin, Texas. **This is the highest number of September 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



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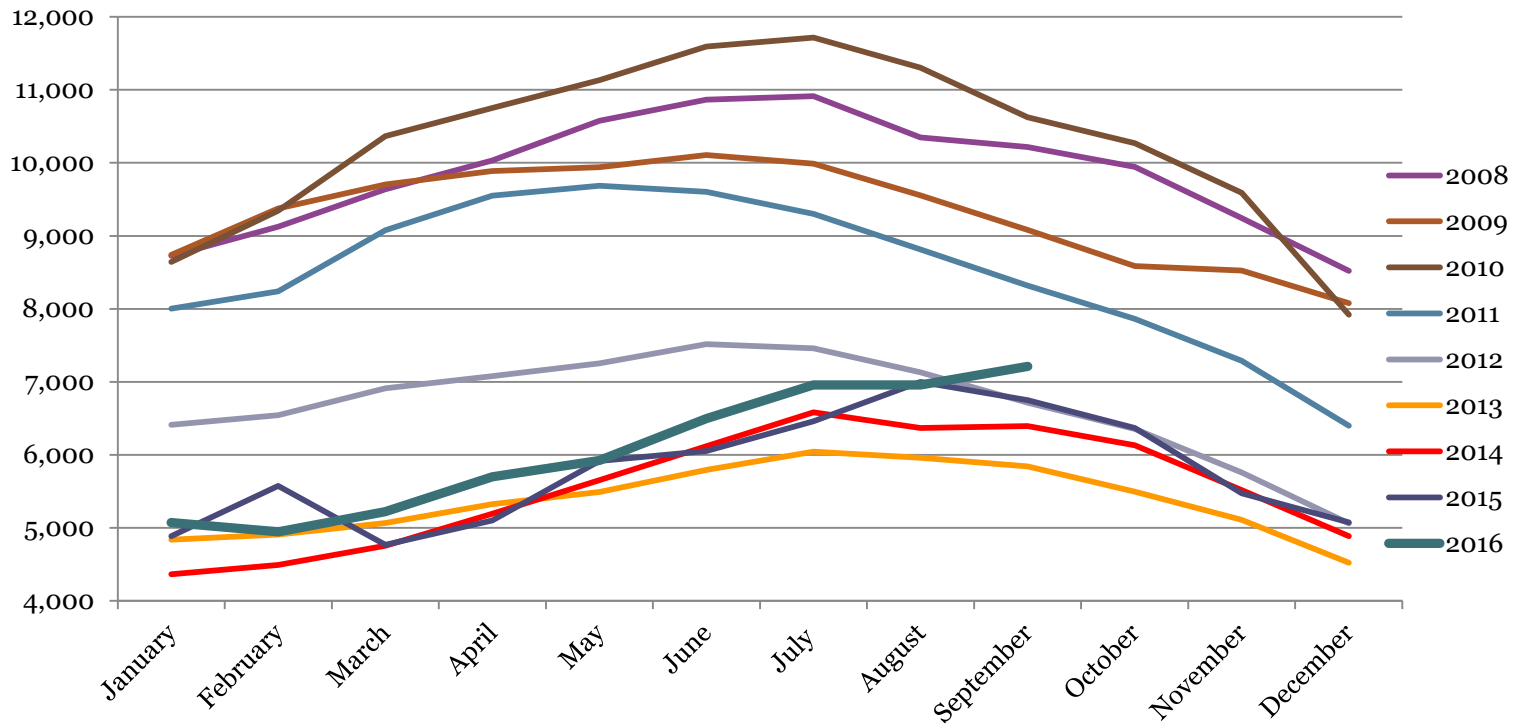
Overall we are in an Extreme Seller's Market with 2.92 months of inventory. On average, home prices are showing High Appreciation for the year. However, the Market is different based on demand and the number of homes for sale in each price range. Homes valued under \$700,000 are in a Normal or Extreme Seller's Market.

Price Range	# of Solds	Active Listings	Months of Inventory	Sold % of List	Market
\$0-\$100k	29	111	3.83	93.00%	Normal Seller's market
\$100-\$200k	484	480	0.99	99.06%	Extreme Sellers Market
\$200-\$300k	873	1613	1.85	98.74%	Extreme Sellers Market
\$300-\$400k	479	1562	3.26	98.04%	Normal Seller's market
\$400k-\$500k	249	1021	4.10	97.74%	Normal Seller's market
\$500-\$600k	133	640	4.81	97.50%	Normal Seller's market
\$600-\$700k	74	383	5.18	97.71%	Normal Seller's market
\$700-\$800k	32	324	10.13	97.89%	Normal Buyer's Market
\$800-\$900k	26	163	6.27	97.55%	Balanced Market
\$900-\$1M	11	122	11.09	94.38%	Normal Buyer's Market
\$1-\$2M	39	444	11.38	94.00%	Normal Buyer's Market
\$2-\$3M	6	135	22.50	84.32%	Extreme Buyer's Market
\$3M<	3	128	42.67	75.34%	Extreme Buyer's Market
Overall MKT	2438	7126	2.92	94.25%	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 – October 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 October, there were 7,214 homes for sale in Austin, Texas. **There are 10.73% MORE homes for sale than last year at this time.**



# Home Sales by Zip Code- September 2016



- 7 The chart below provides details on how well each Zip Code is currently selling and the impact on home values. 5 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	15	116	7.73	\$450,000	97.66%	96
78702	19	115	6.05	\$385,000	97.12%	43
78703	9	79	8.78	\$980,000	94.81%	99
78704	40	110	2.75	\$507,000	97.26%	38
78705	1	17	17.00	\$452,000	97.20%	12
78717	43	73	1.70	\$348,000	97.73%	40
78722	4	15	3.75	\$456,000	98.26%	40
78727	14	53	3.79	\$294,250	98.82%	26
78730	8	37	4.63	\$741,000	95.96%	59
78731	24	101	4.21	\$697,860	97.50%	55
78732	25	113	4.52	\$450,000	98.06%	53
78733	8	47	5.88	\$570,000	94.48%	79
78734	42	183	4.36	\$404,500	97.63%	50
78735	14	90	6.43	\$900,000	92.76%	57
78738	59	266	4.51	\$520,000	97.65%	104
78739	42	68	1.62	\$455,638	98.49%	37
78746	25	146	5.84	\$830,000	94.28%	60
78749	46	30	0.65	\$350,750	99.35%	28
78750	22	58	2.64	\$452,000	98.59%	34
78759	24	71	2.96	\$454,950	98.71%	27
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

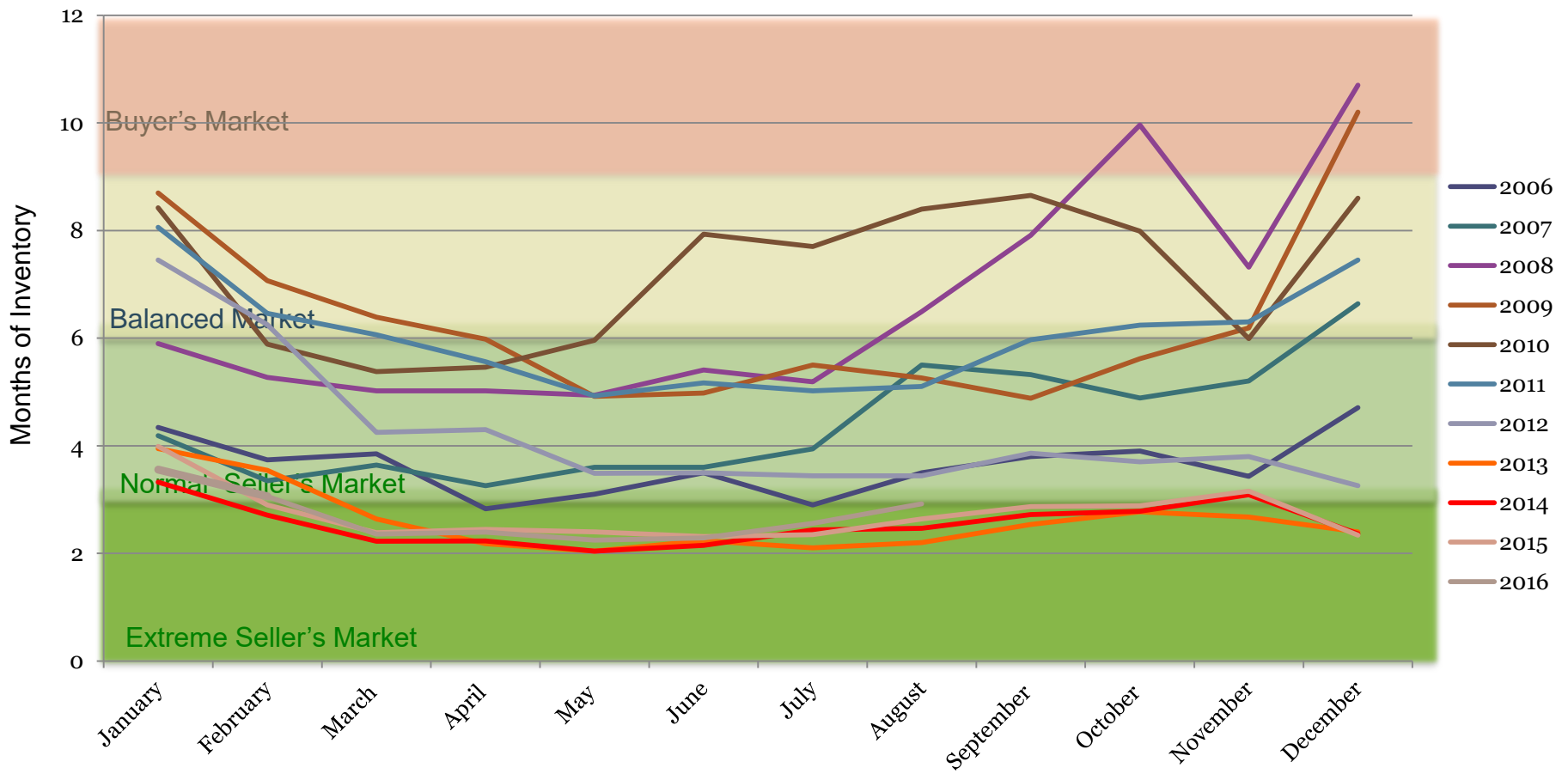
### West Austin/Westlake

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

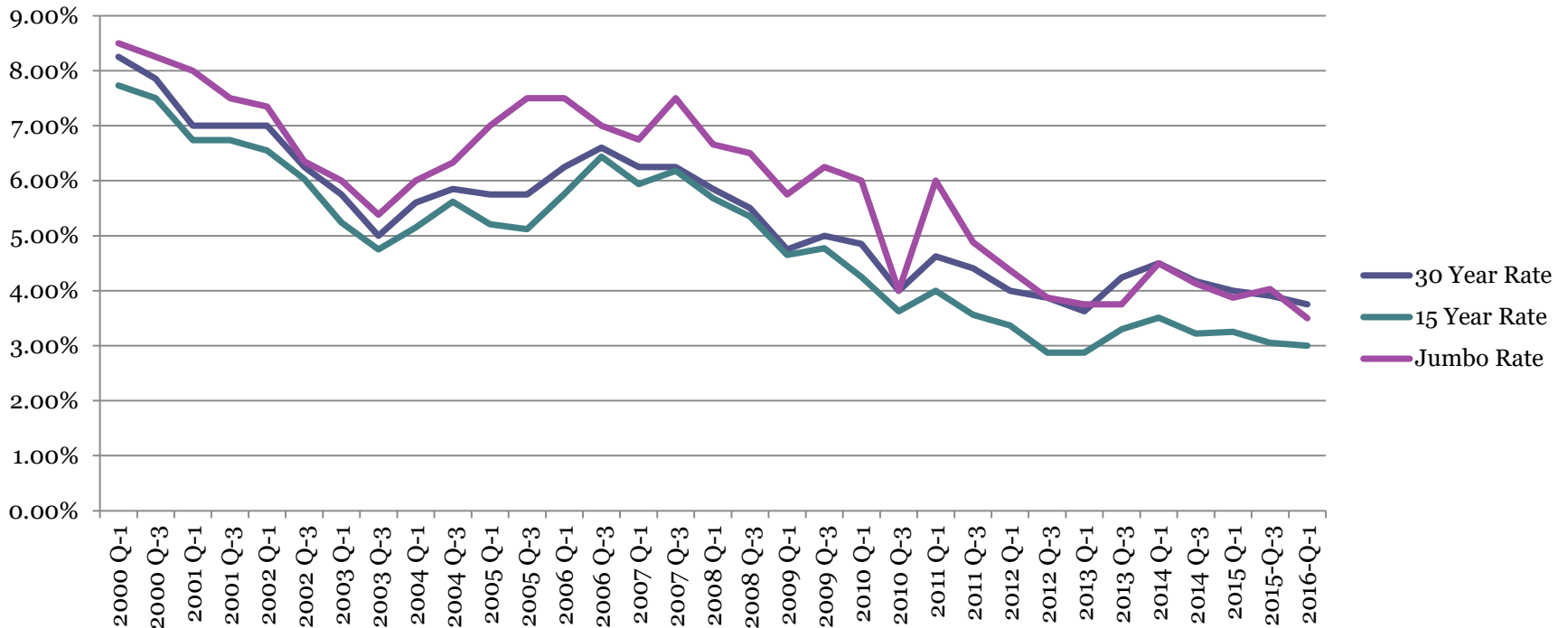


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more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



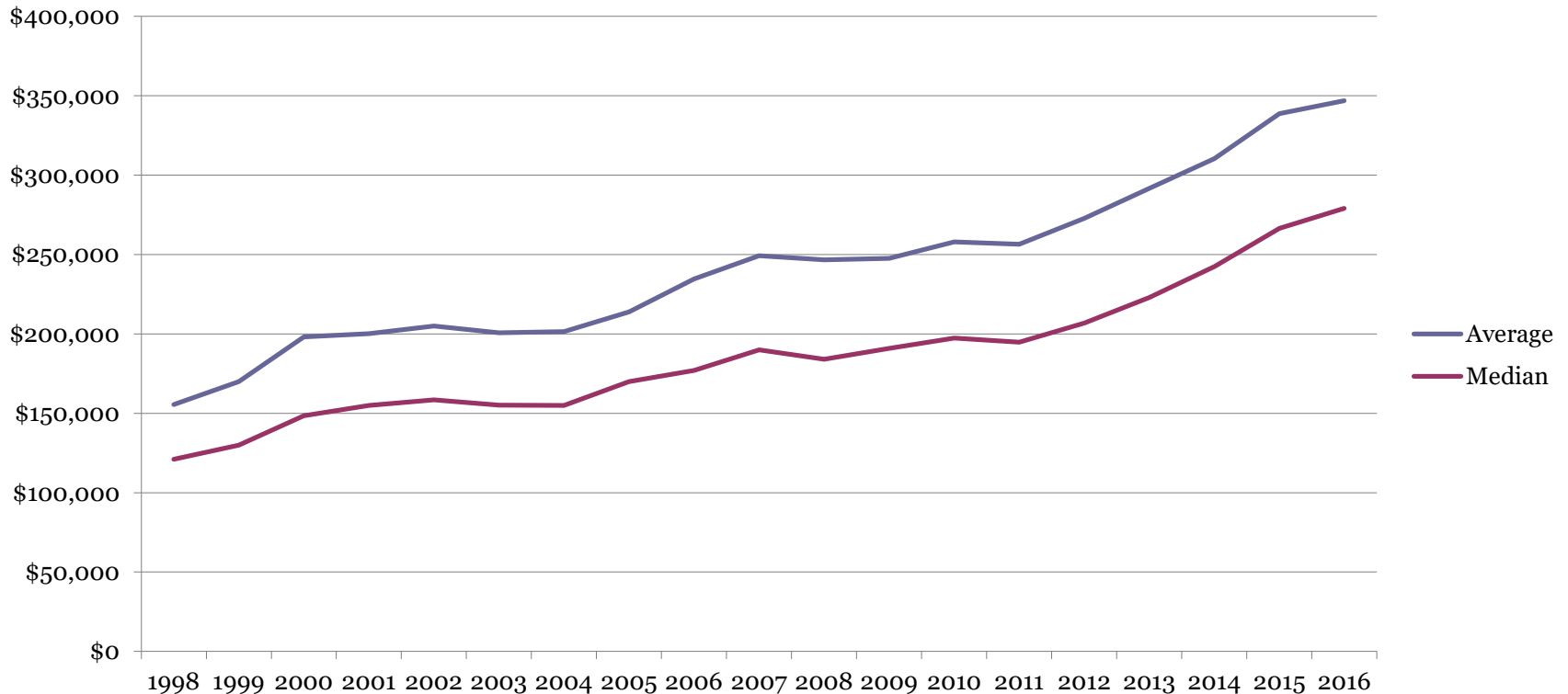
# Average and Median Sold 18 Year Summary



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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 \$341,774. The median sold price was \$275,000 last month. The average sales price in August is up 3.1% and the median sales price is up 2.7% from one year ago.

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

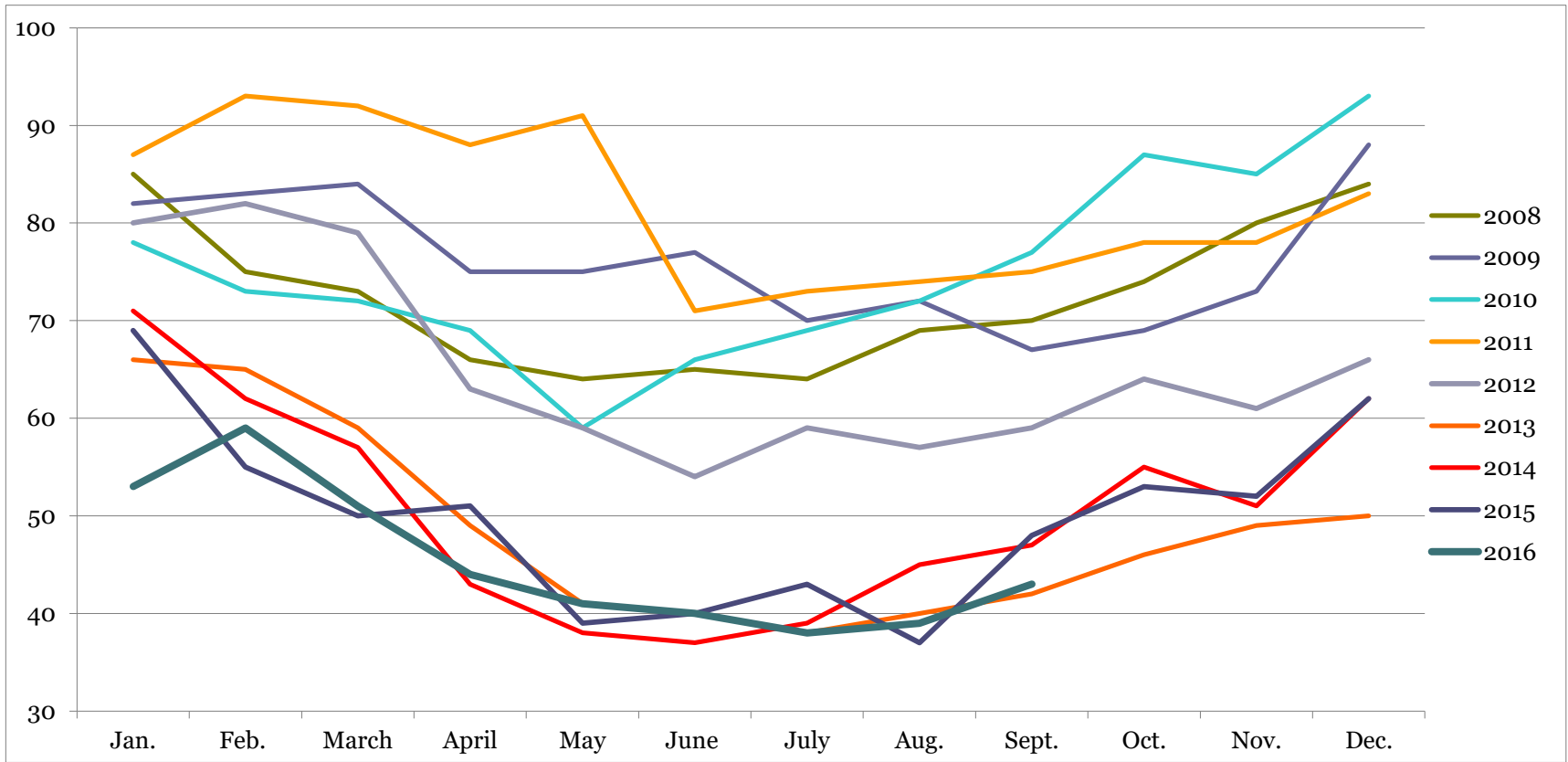


# Average Days on Market 2008-2016



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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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- 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.