



WEST AUSTIN
PROPERTIES

December 2016 Austin Real Estate Market Report

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

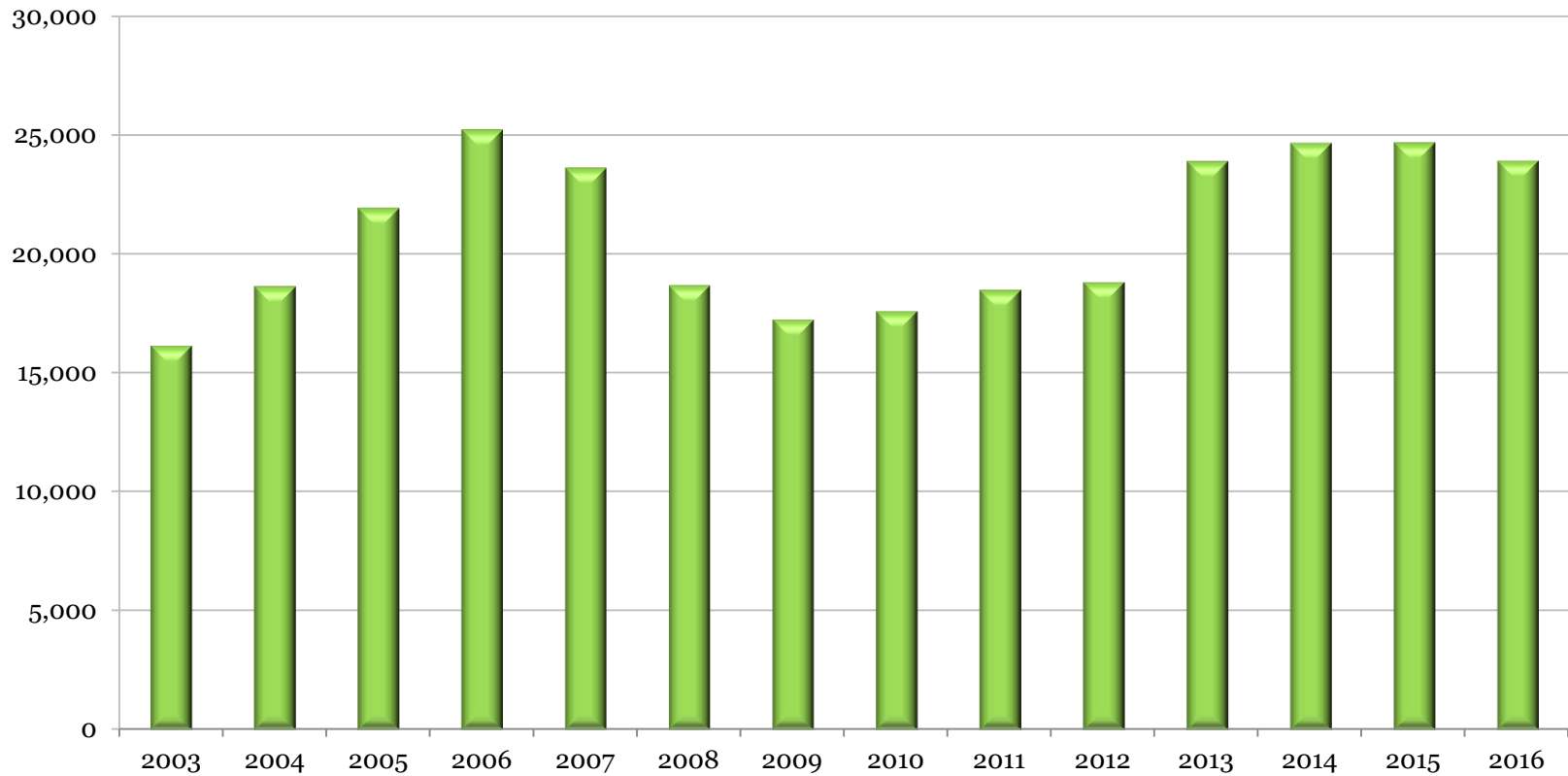
Volume 11, Issue XII



Year to Date Sales – December 2016

1

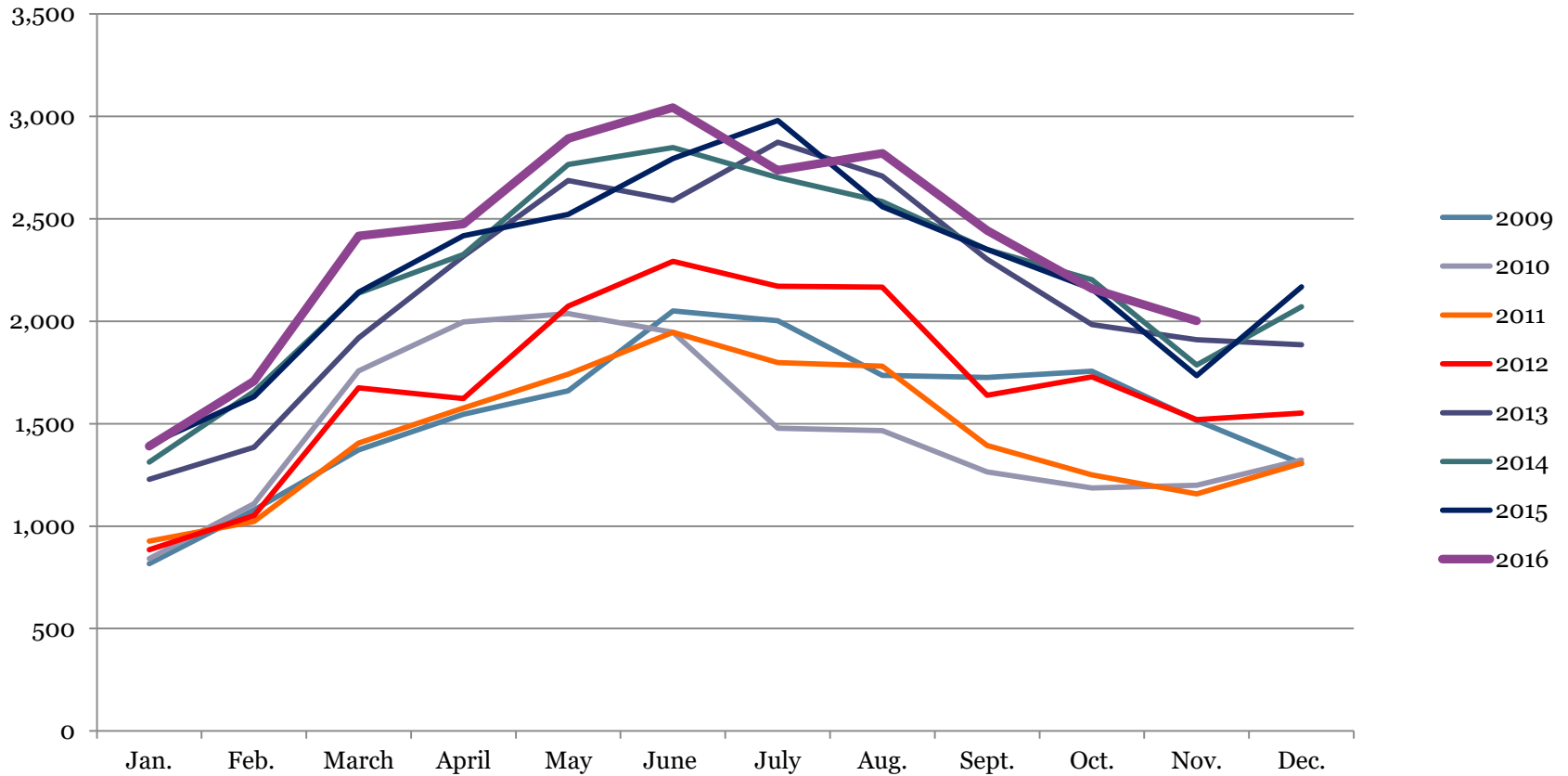
Year to date sales in Austin are slightly lower than three previous years, showing stable demand and steady market.



Homes Sold per Month – November 2016

2

The chart below follows the trends of numbers of homes sold during any given month. Last month there were 2,002 homes sold in Austin, Texas.

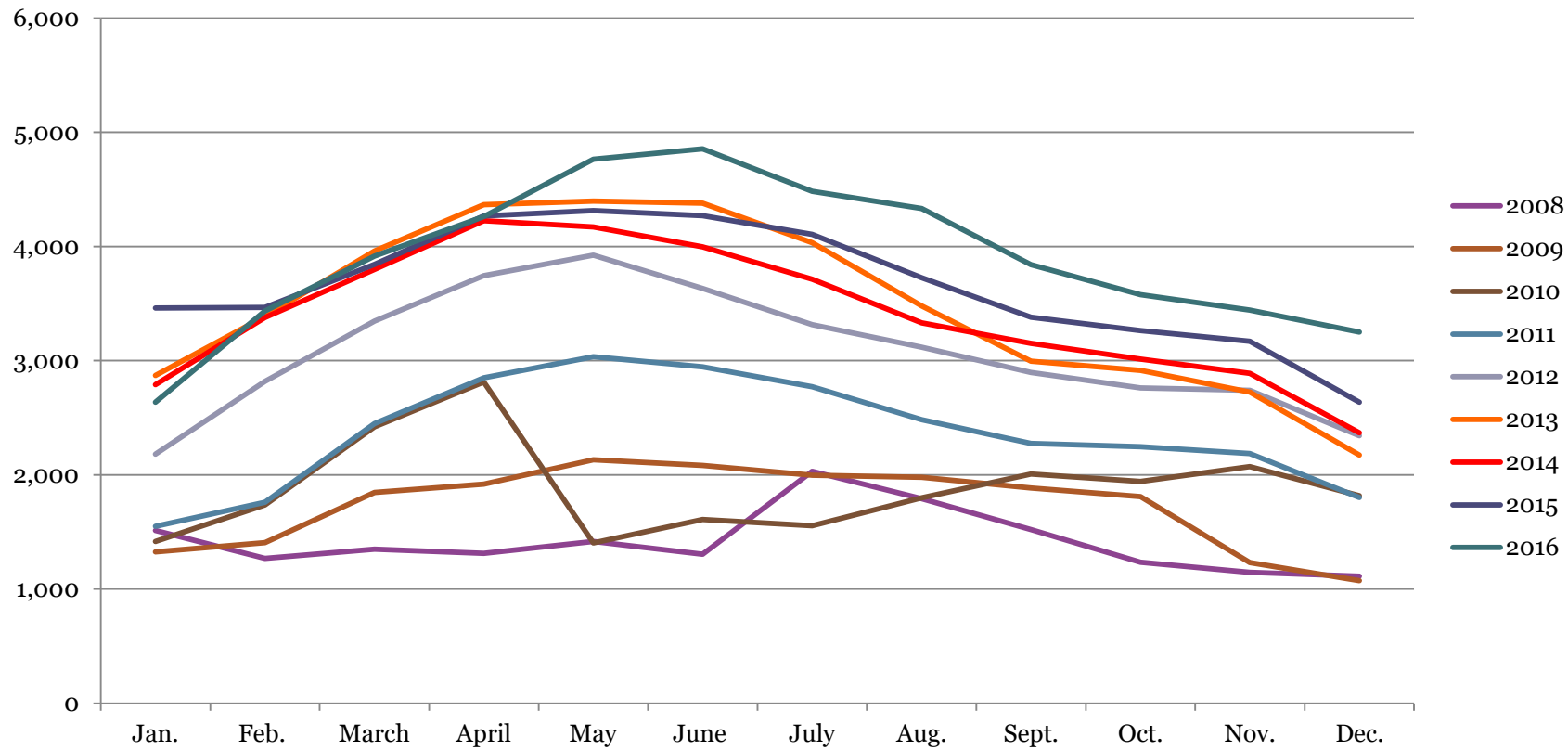


Pending Sales per Month – November 2016



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 3,251 homes Pending in Austin, Texas. **This is the highest number of November 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- November 2016



5

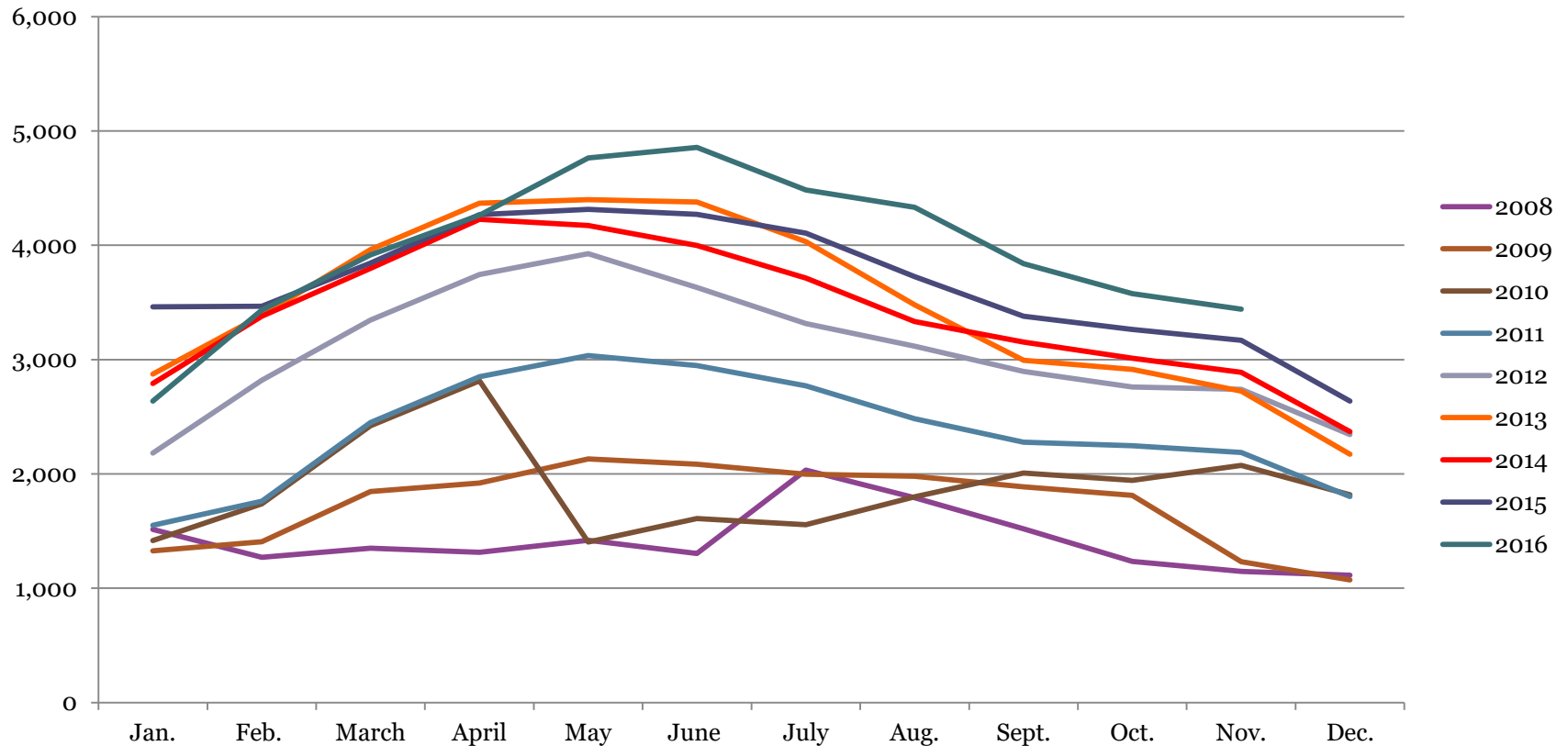
Overall we are in an Balanced Market with 4.50 months of inventory. On average, home prices are showing Flat Appreciation for the year. However, the Market is different based on demand and the number of homes for sale in each price range. Homes valued under \$300,000 are in a Normal or Extreme Seller's Market.

Price Range	# of Solds	Active Listings	Months of Inventory	Sold % of List	Market
\$0-\$100k	35	108	3.09	97.59%	Normal Seller's market
\$100-\$200k	331	359	1.08	98.51%	Extreme Sellers Market
\$200-\$300k	433	1342	3.10	98.36%	Normal Seller's market
\$300-\$400k	191	1343	7.03	97.50%	Balanced Market
\$400k-\$500k	111	885	7.97	97.73%	Balanced Market
\$500-\$600k	68	521	7.66	97.70%	Balanced Market
\$600-\$700k	38	331	8.71	97.16%	Balanced Market
\$700-\$800k	23	238	10.35	92.36%	Normal Buyer's Market
\$800-\$900k	18	127	7.06	94.85%	Balanced Market
\$900-\$1M	21	110	5.24	95.24%	Normal Seller's market
\$1-\$2M	44	366	8.32	94.16%	Balanced Market
\$2-\$3M	5	112	22.40	92.03%	Extreme Buyer's Market
\$3M<	1	90	90.00	90.00%	Extreme Buyer's Market
Overall MKT	1319	5932	4.50	95.63%	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 – November 2016

3

The chart below follows the trends of the number of homes for sale during any given month. At the beginning of November, there were 6,655 homes for sale in Austin, Texas. **There are 4.33% MORE homes for sale than last year at this time.**



Home Sales by Zip Code- November 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	20	103	5.15	\$468,750	97.55%	49
78702	27	106	3.93	\$384,900	97.97%	36
78703	14	63	4.50	\$980,000	95.09%	69
78704	30	97	3.23	\$639,500	96.60%	58
78705	3	10	3.33	\$941,000	97.27%	50
78717	22	60	2.73	\$347,596	97.16%	60
78722	6	13	2.17	\$462,500	97.65%	26
78727	29	25	0.86	\$310,000	97.81%	20
78730	7	30	4.29	\$571,000	96.88%	117
78731	22	74	3.36	\$606,500	97.14%	57
78732	20	84	4.20	\$617,500	98.47%	38
78733	6	31	5.17	\$752,277	95.55%	100
78734	40	138	3.45	\$487,500	96.83%	54
78735	27	64	2.37	\$531,000	96.61%	77
78738	29	242	8.34	\$550,000	96.13%	112
78739	20	40	2.00	\$473,365	99.41%	35
78746	22	108	4.91	\$1,190,000	95.42%	84
78749	34	19	0.56	\$351,750	99.46%	25
78750	18	53	2.94	\$435,550	98.24%	41
78759	20	46	2.30	\$477,500	98.55%	33
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

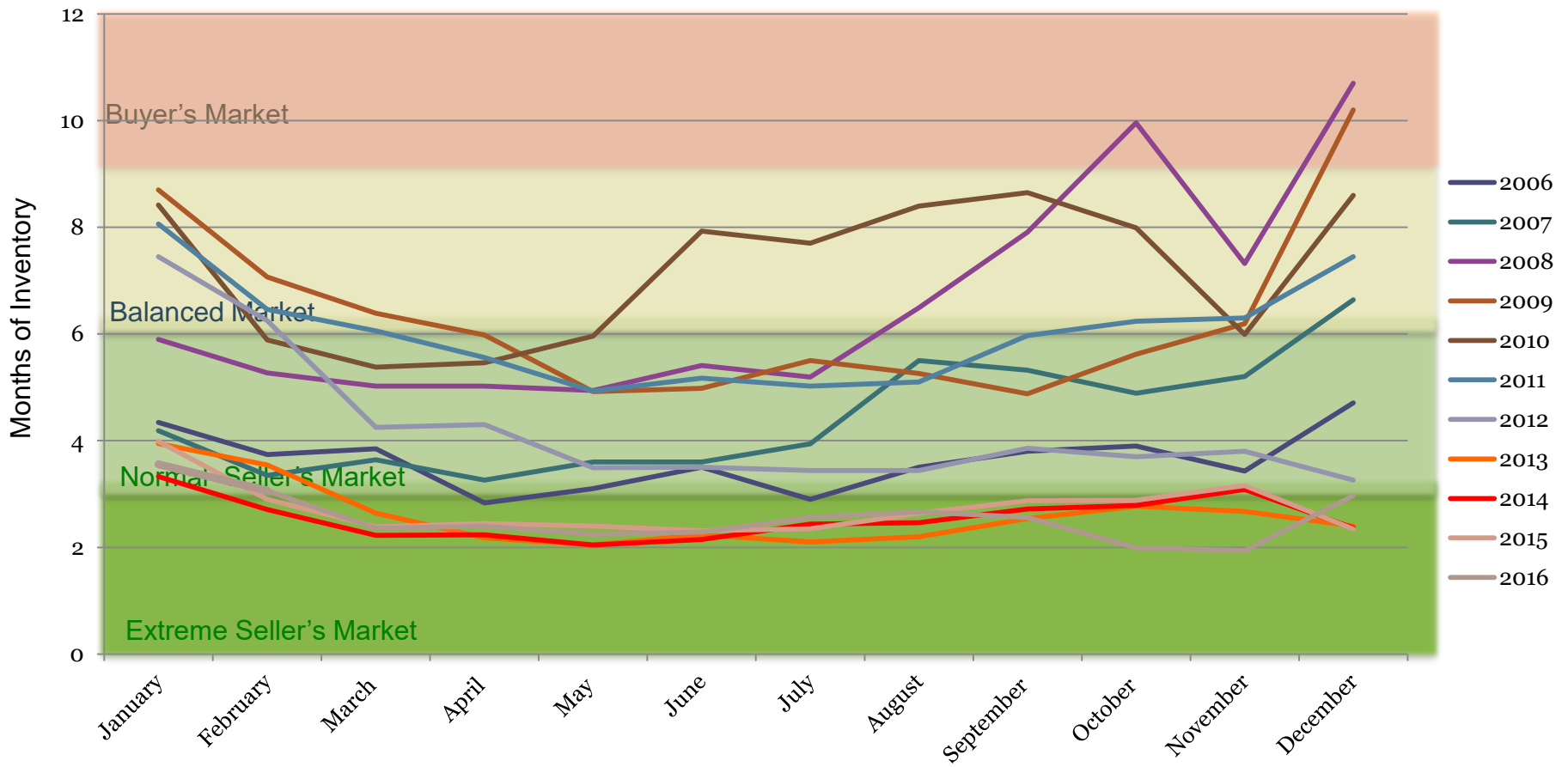
West Austin/Westlake

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

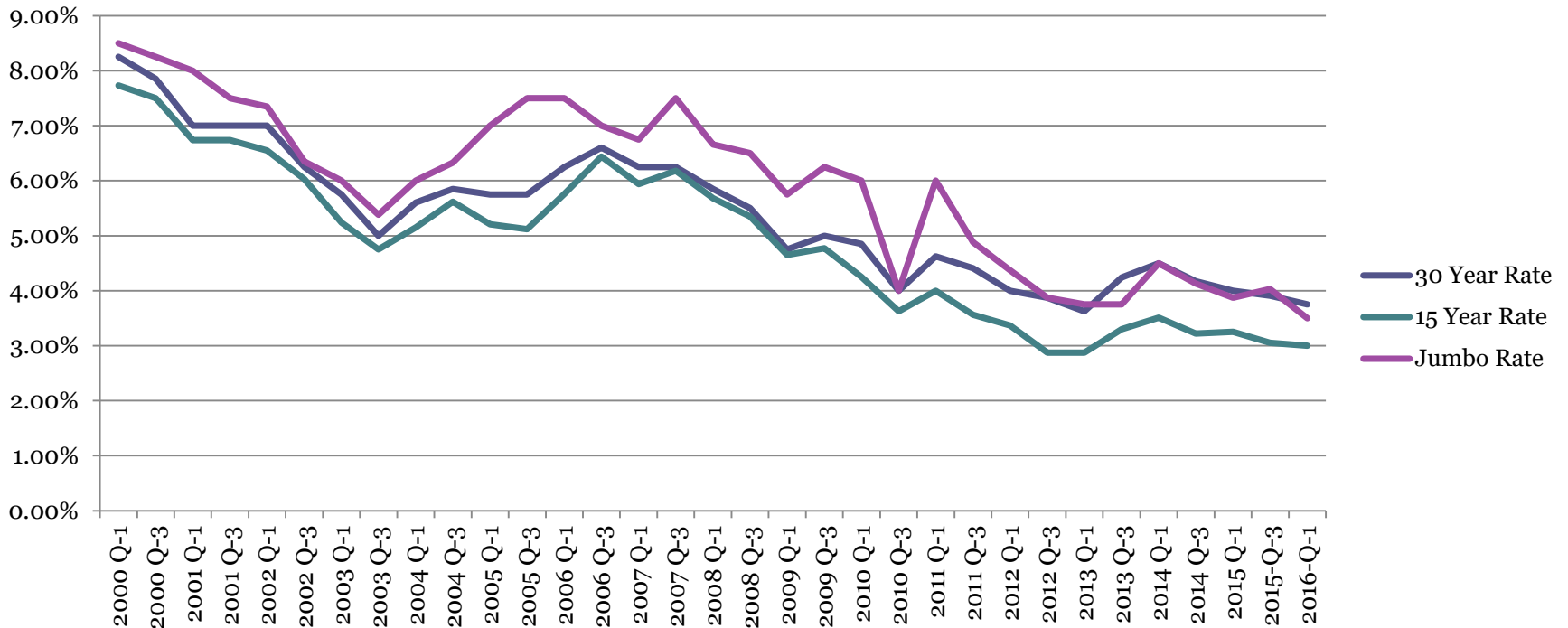


We monitor interest rates because they directly affect buying power. The higher the rate, the more it costs for a buyer to buy. When interest rates rise, it has the same effect as a seller raising his price and fewer homes sell because mortgage payments are higher. Conversely, when rates decrease more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



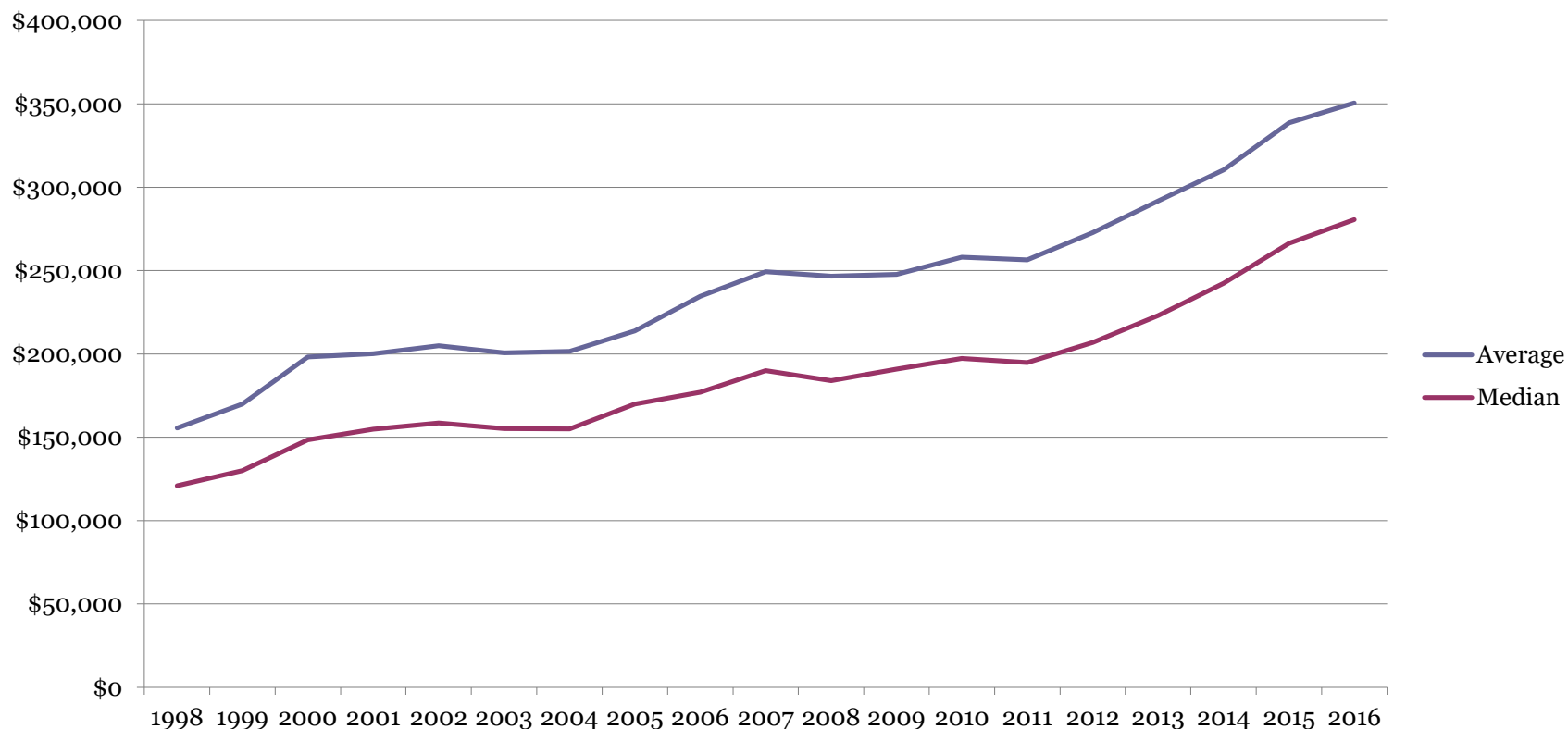
Average and Median Sold 18 Year Summary



8

The chart below follows the trend of average and median sales price per year. Last month the average sales price was \$366,174. The median sold price was \$290,000 last month. The average sales price in October is up 5.2% 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.

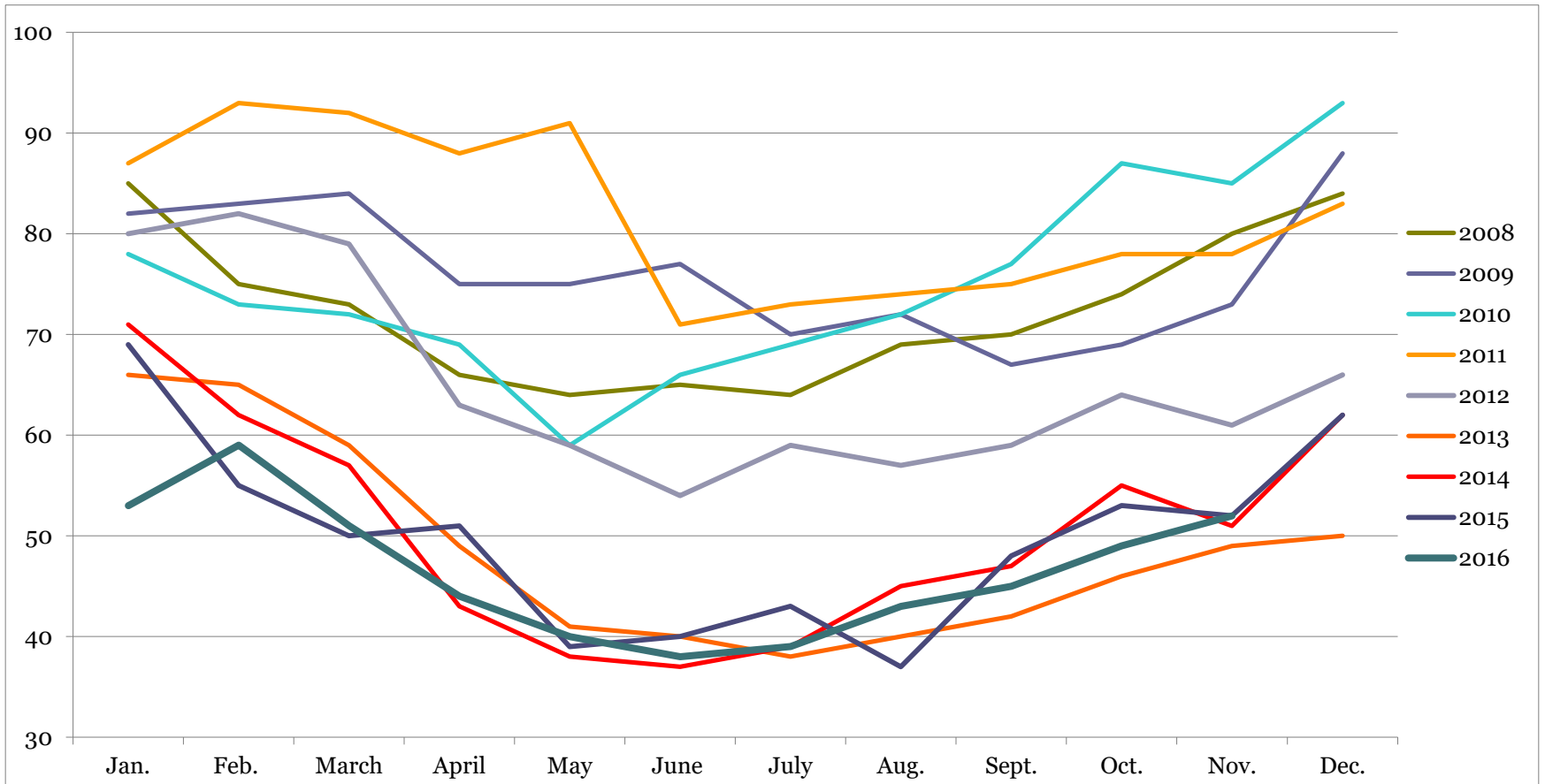


Average Days on Market 2008-2016



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Of the homes that sold last month, the average amount of days they had been on the market was 52 days. This is the same number of days as 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.