



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

\$129.00 Value,
not for resale

Real Estate Market Report July 2010



Photo taken on July 4th, 2010 Austin, Texas.

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

www.WestAustinMarketplace.com



Summary of the Austin Market

The Austin real estate market is constantly changing. Conditions are significantly different depending on the area of town, types of property and even within different price bands in the same area.

In the first six months of this year, **9,362 homes have sold**. This is a **8.94% increase** for the same period last year. Last month, **1,840** homes sold. This is a **11.51% decrease** from **June 2009**.

There are currently **11,716 homes for sale**. This is almost **17% higher** than last year, **June 2009**. This is the **highest inventory** that we have experienced in the history of our market.

There is a housing inventory of **6.37 months** and means we have an overall **balanced market**. A balanced market is defined as having between 5-7 months of inventory and there being no competitive advantage to either buyers or sellers.

When you look at the price bands for **ALL** of Austin you find major market differences:

- **below \$100,000** it is a **normal seller's market**,
- **\$100,000 - \$700,000** it is a **balanced market**,
- **\$700,000- \$800,000** it is a **buyer's market**, and
- above **\$800,000** it is an **extreme buyer's market**

Each neighborhood can have a different overall market. Also price bands within each neighborhood can be different reflecting unique conditions. See attached charts.

The average home sold for **\$282,343** and the median home price was **\$211,942**. Both are **up 9% and 3% respectively** from this time last year.

The average number of days to sell a home is **66 days**, a **decrease of 27%** or about 11 days from this time last year .

Mortgage rates are at a 10 year low. The interest rates on a **30 year conventional mortgage is 4.25%**, the interest rate on a **15 year conventional mortgage is 3.75%** and the interest rate on a **jumbo mortgage (over \$417,000 loan amount) is 5.25%**

See the charts on the following pages for more information.

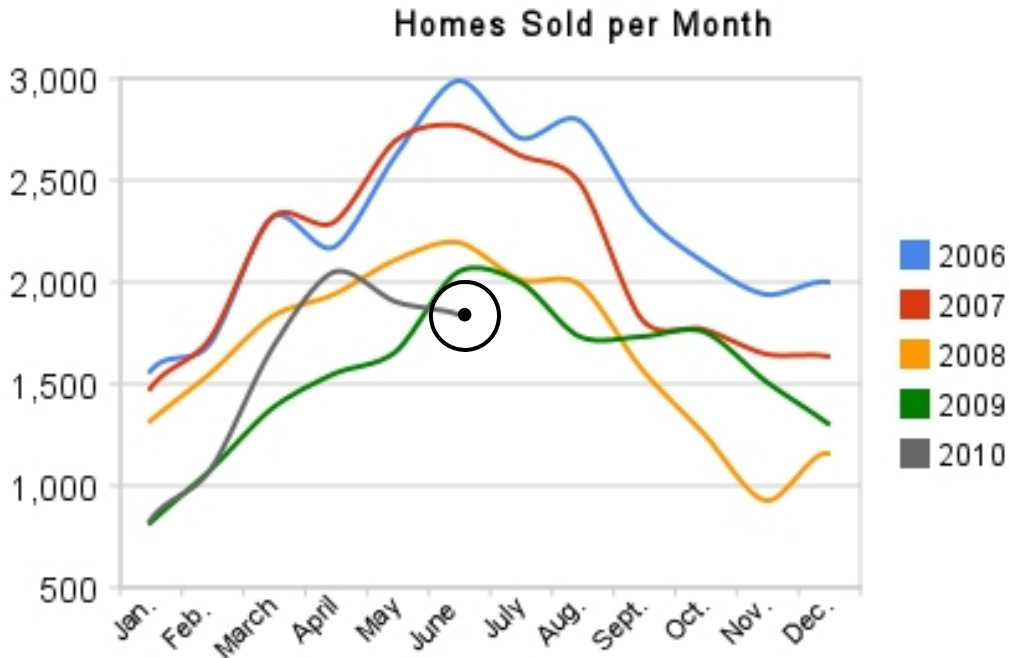
Please email us at homes@westaustin.com or call us **(512) 345-1252** if you would like to discuss any of the information contained herein.

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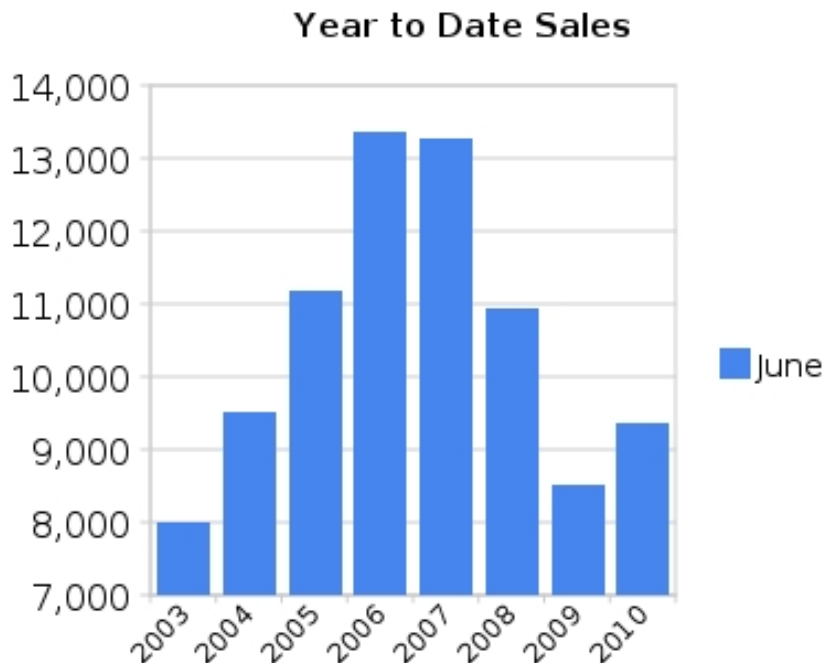


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The below chart follows the trends of number of sold homes during any given month. Last month **1,840** homes sold in Austin, Texas. This is **11.5% less** sold homes than this month last year and the first decline in the market in the last 9 months.



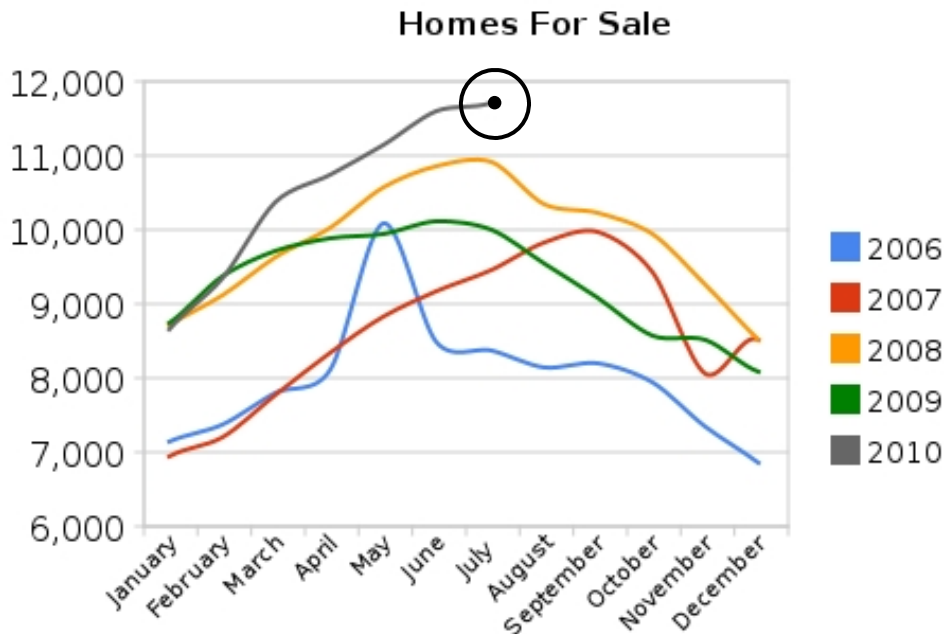
The below chart follows the trends of number of homes sold year-to-date. **9,362** homes sold this year in Austin, Texas. This is **9% more** homes sold than this time last year.





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The below chart follows the trends of number of homes for sale during any given month. Last month there were **11,716** homes for sale Austin, Texas. This is **17% more** homes on the market than this month last year. This is also the **highest inventory that we have experienced in the history of our market.**



June 2010 Homes Sales by Price Band

Price Range	# of Solds	Active Listings	Months of Inventory	Market	YTD Total
\$0-\$100K	117	490	4.19	Normal Seller's Market	621
\$100-\$200K	729	4,205	5.77	Balanced Market	4,299
\$200-\$300K	423	2,664	6.30	Balanced Market	2,278
\$300-\$400K	262	1,492	5.69	Balanced Market	1,142
\$400-\$500K	111	799	7.20	Balanced Market	480
\$500-\$600K	66	488	7.39	Balanced Market	249
\$600-\$700K	47	303	6.45	Balanced Market	146
\$700-\$800K	28	245	8.75	Normal Buyer's Market	86
\$800-\$900K	11	192	17.45	Extreme Buyers Market	54
\$900-\$1M	10	159	15.90	Extreme Buyers Market	30
\$1-\$2M	29	466	16.07	Extreme Buyers Market	87
\$2-\$3M	5	103	20.60	Extreme Buyers Market	15
\$3M<	2	110	55.00	Extreme Buyers Market	6
Overall MKT	1,840	11,716	6.37	Balanced Market	9,493

12+ months of inventory	Extreme Buyer's Market	High depreciation
9-12 month of inventory	Normal Buyer's Market	Moderation depretiation
6-8 months of inventory	Balanced Market	Flat or moderate depreciation
3-5 months of invtory	Normal Seller's Market	Moderate to high appreciation
3 months of inventory	Extreme Seller's Market	High appreciation



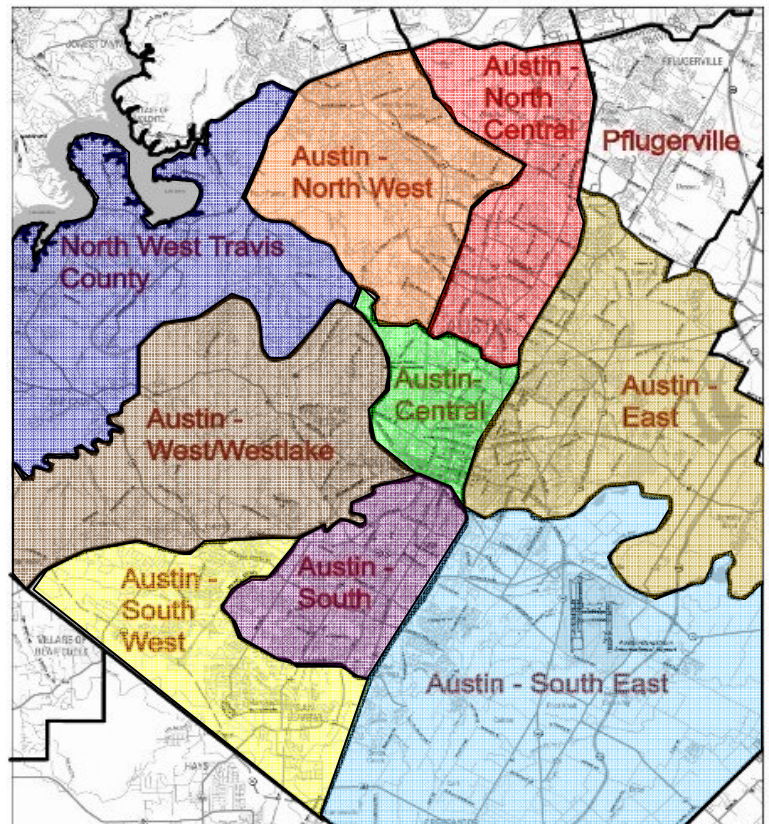
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June 2010 Homes Sales by Region

Region	# of Solds	Active Listings	Month's of Inventory	Avg. Sell Price	Avg. DOM
Central Austin	71	437	6.15	\$609,736	78
East Austin	89	656	7.37	\$176,383	66
North Central Austin	68	433	6.37	\$205,968	45
Northwest Austin	116	578	4.98	\$300,014	62
South Austin	121	534	4.41	\$259,485	39
Southeast Austin	51	274	5.37	\$138,702	58
Southwest Austin	114	457	4.01	\$288,088	47
West Austin/Westlake	99	553	5.59	\$654,490	71
Northwest Travis Co.	154	1499	9.73	\$471,998	89
Cedar Park/Leander	179	964	5.39	\$212,352	64
Georgetown	98	676	6.90	\$212,772	66
Pflugerville	83	571	6.88	\$160,726	61
Round Rock	188	1,041	5.54	\$226,318	50
Dripping Springs/Wimberley	46	483	10.50	\$370,270	102
12+ months of inventory		Extreme Buyer's Market		High depreciation	
9-12 month of inventory		Normal Buyer's Market		Moderation depretiation	
6-8 months of inventory		Balanced Market		Flat or moderate depreciation	
3-5 months of invtory		Normal Seller's Market		Moderate to high appreciation	
3 months of inventory		Extreme Seller's Market		High appreciation	

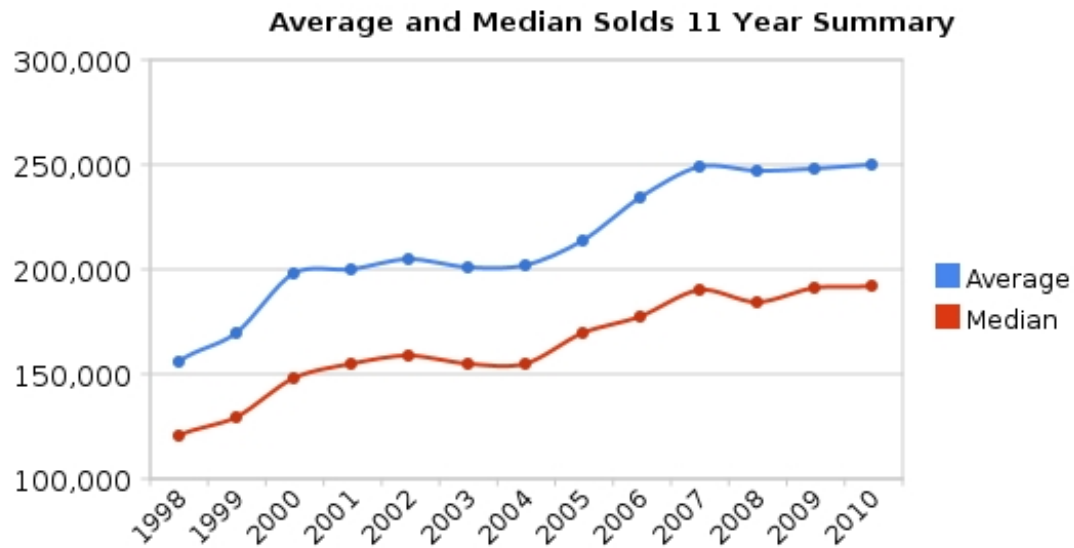
Sales by Region

The above chart provides detail of how well each region of Austin and the surrounding cities are selling. The **Southwest Austin** region continues to outperform the rest of the market. The demand is driven by a great location, great schools, healthy job market and a reasonable cost of homeownership.



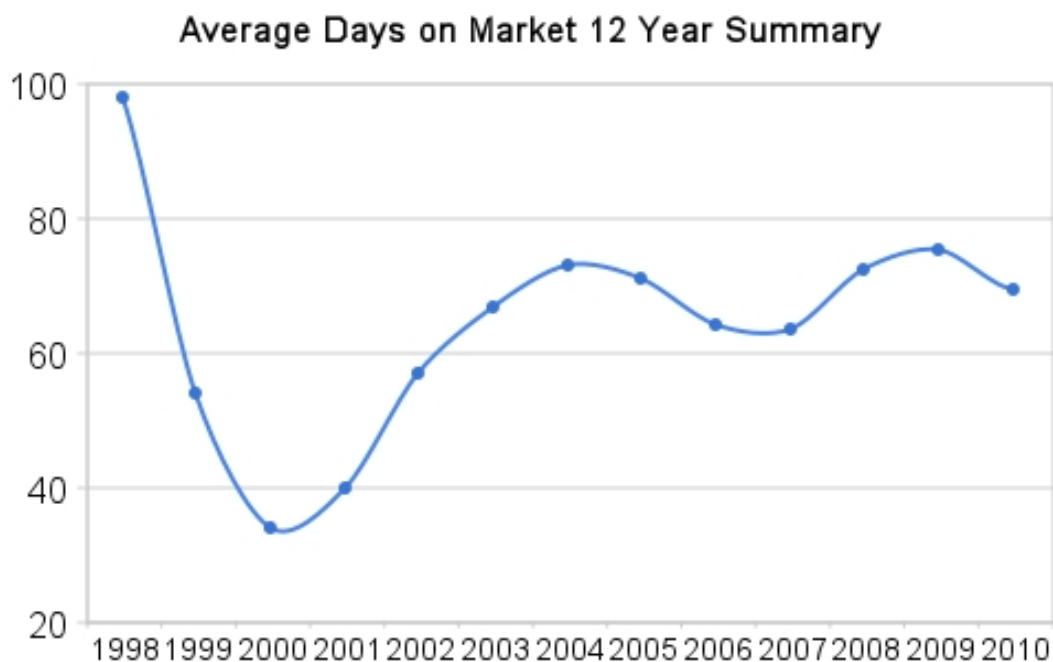


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The chart above follows the trend of average and median sales price per year. Last month the average sales price was **\$282,343**. The median sold price was **\$211,942** last month. The average sales price is up 9% and the median sales price is up 3%.

The below chart tracks average amount of days it takes to sell a home in Austin. In June 2010, it took **66 days** on average to sell. This is **an average of 11 days quicker** than this time last year.



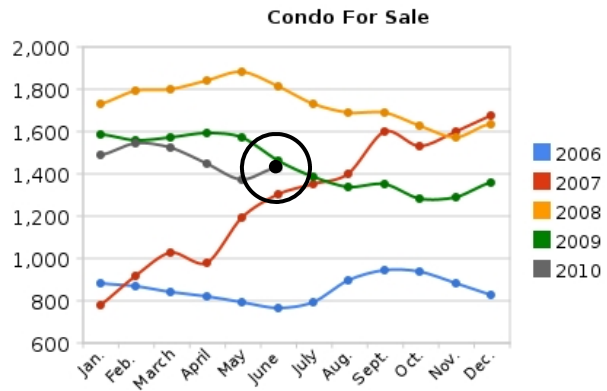
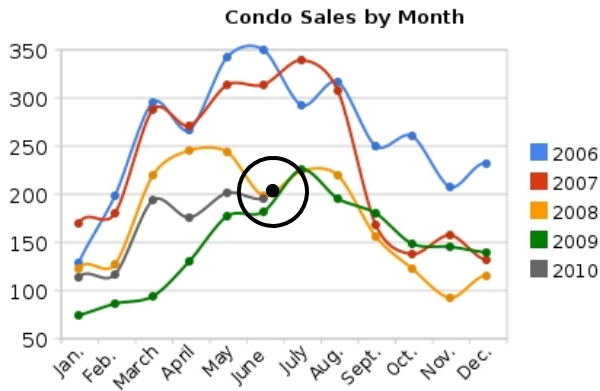


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Condo Market Insert

The condo market rises and falls alongside the housing market. It is independent from housing in terms of supply and demand, price ranges and days on market.

In the month of June, **196** condos sold. This is a **7.96% increase** in sales from **June 2009**.



There are currently **1,431 condos for sale**. This is **2% lower** than last year, **June 2009**. Inventory is beginning to rise in the condo market.

June 2010 Condo Total Market Sales by Price Band				
Price Range	Number of Solds	Active Listings	Months of Inventory	Market
\$0-\$100K	31	161	5.19	Normal Seller's Market
\$100-\$200K	97	625	6.44	Normal Seller's Market
\$200-\$300K	45	305	6.78	Normal Seller's Market
\$300-\$400K	13	164	12.62	Extreme Buyer's Market
\$400-\$500K	2	83	41.50	Extreme Buyer's Market
\$500-\$600K	5	30	6.00	Balanced Market
\$600-\$700K	2	24	12.00	Extreme Buyer's Market
\$700-\$800K	0	14	N/A	Extreme Buyer's Market
\$800-\$900K	1	12	N/A	Extreme Buyer's Market
\$900-\$1M	0	2	N/A	Extreme Buyer's Market
\$1M<	1	22	22.00	Extreme Buyer's Market
TOTAL	197	1,442	7.32	Balanced Market
12+ months of inventory		Extreme Buyer's Market		High depreciation
9-12 month of inventory		Normal Buyer's Market		Moderation depretiation
6-8 months of inventory		Balanced Market		Flat or moderate depreciation
3-5 months of invtory		Normal Seller's Market		Moderate to high appreciation
3 months of inventory		Extreme Seller's Market		High appreciation

There is a condo inventory of **7.32months** and means we have an overall **balanced market**. The condo market is only operating in balanced or extreme buyer's markets. Check to see how your price range is selling before putting your home on the market.



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Condo Market Insert

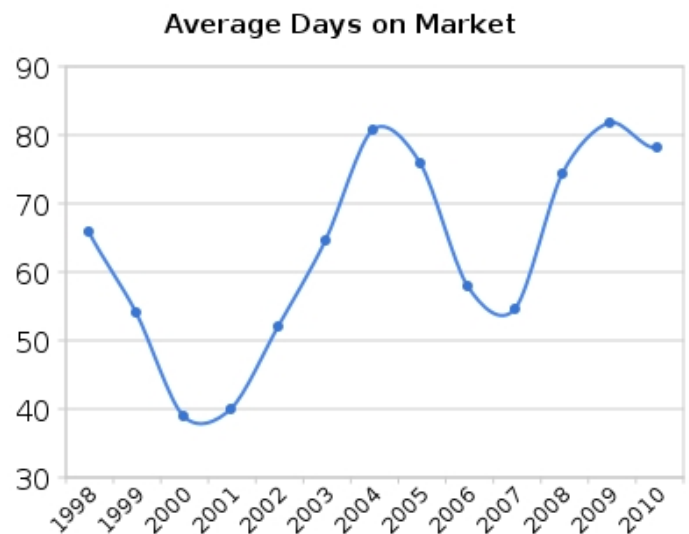
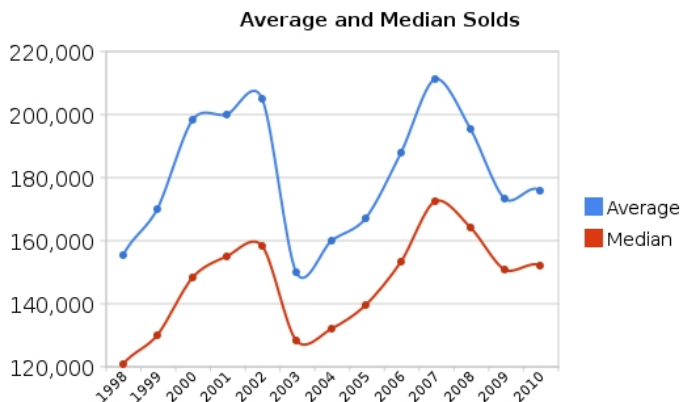
Sales by Region

The below chart provides detail of how well each region of Austin and the surrounding cities are selling. The **Northwest Austin** region is outperforming the rest of the market. The **Central Austin** and **South Austin** markets are doing well in terms of number of sales, but their inventories are rather high.

June 2010 Condo Sales by Region			
Region	Number of Solds	Active Listings	Monthss of Inventory
Central Austin	62	474	7.65
East Austin	13	85	6.54
North Central Austin	18	102	5.67
Northwest Austin	26	126	4.85
South Austin	27	200	7.41
Southeast Austin	7	73	10.43
Southwest Austin	5	31	6.20
West Austin/Westlake	7	50	7.14
Northwest Travis Co.	22	141	6.41
Cedar Park/Leander	3	36	12.00
Georgetown	1	19	19.00
Pflugerville	1	4	4.00
Round Rock	1	32	32.00
Dripping Springs/Wimberley	0	3	N/A
Total	193	1,376	7.13
12+ months of inventory	Extreme Buyer's Market		High depreciation
9-12 month of inventory	Normal Buyer's Market		Moderation depretiation
6-8 months of inventory	Balanced Market		Flat or moderate depreciation
3-5 months of inventory	Normal Seller's Market		Moderate to high appreciation
3 months of inventory	Extreme Seller's Market		High appreciation

The average home sold for **\$193,480** and the median home price was **\$162,500**. Both are **up about 7%** from this time last year.

The average number of days to sell a condo is **73 days**, a **decrease of 4%**.





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New Home Construction Insert

The new home construction market is a very interesting aspect of the real estate market. Sometimes it is the trend leader and sometimes it represents a majority of the homes stagnant on the market.

In the lower prices ranges, \$300,000 and under, it is the most popular purchase option in certain parts of Austin where they are still building.

In the higher price ranges, this represents the best place to get a deal. "Deal" being a very loose term. Builders have a "have to" when they are selling. More so than a typical resale home. In order to move on to the next project and open their credit lines, they need to sell their current inventory.

This is much more extreme in the upper price ranges because the builders are much more niche and they build much fewer homes. If you are considering purchasing in the \$700,000 and up price range, see what is available in the new construction market first. You may be surprised by the quality and quantity of amazing homes!

June 2010 New Construction Sales by Price Band						
Price Range	# of Solds	Active Listings	Months of Inventory	Market	YTD Total	YTD Months of Inventory
<\$200K	7	23	3.29	Normal Seller's Market	48	2.88
\$200-\$300K	18	77	4.28	Normal Seller's Market	68	6.79
\$300-\$400K	14	59	4.21	Normal Seller's Market	54	6.56
\$400-\$500K	7	45	6.43	Balanced Market	30	9.00
\$500-\$600K	5	24	4.80	Normal Seller's Market	18	8.00
\$600-\$700K	2	23	11.50	Normal Buyer's Market	15	9.20
\$700-\$800K	0	11	N/A	Extreme Buyer's Market	5	13.20
\$800-\$900K	0	13	N/A	Extreme Buyer's Market	9	8.67
\$900-\$1M	0	9	N/A	Extreme Buyer's Market	1	54.00
\$1-\$1.5M	1	30	30.00	Extreme Buyer's Market	8	22.50
\$1.5-\$2M	3	14	4.67	Normal Buyer's Market	3	28.00
\$2-\$3M	0	9	N/A	Extreme Buyer's Market	1	54.00
\$3M<	0	14	N/A	Extreme Buyer's Market	1	84.00
Overall MKT	57	351	6.16	Balanced Market	261	8.07
12+ months of inventory	Extreme Buyer's Market		High depreciation			
9-12 month of inventory	Normal Buyer's Market		Moderation depretiation			
6-8 months of inventory	Balanced Market		Flat or moderate depreciation			
3-5 months of invtory	Normal Seller's Market		Moderate to high appreciation			
3 months of inventory	Extreme Seller's Market		High appreciation			



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Foreclosure Market Insert

Austin as an overall market has been very fortuitous that the foreclosure market has not brought our prices down and frozen our market. There are many factors that contribute to our market fairing better than the rest of the country. Be aware that every price range and every area of the city has experienced at least one foreclosure. Even one foreclosure in a neighborhood can bring the average sales price of **ALL** homes down between **13-30%**. If you know someone behind in their payments, please let us know immediately. If we can help prevent foreclosure, it will help stabilize the value of your home and your neighborhood.

2010 YTD Single Family Homes Total Market vs. Foreclosure by Price Band

Price Range	Solds	Foreclosures	%	Active Listings	Foreclosures	%
\$0-\$100K	621	342	55.07%	490	342	69.80%
\$100-\$200K	4,299	614	14.28%	4,205	614	14.60%
\$200-\$300K	2,278	98	4.30%	2,664	98	3.68%
\$300-\$400K	1,142	65	5.69%	1,492	65	4.36%
\$400-\$500K	480	26	5.42%	799	26	3.25%
\$500-\$600K	249	6	2.41%	488	6	1.23%
\$600-\$700K	146	4	2.74%	303	4	1.32%
\$700-\$800K	86	5	5.81%	245	5	2.04%
\$800-\$900K	54	4	7.41%	192	4	2.08%
\$900-\$1M	30	0	0.00%	159	0	0.00%
\$1-\$2M	87	3	3.45%	466	3	0.64%
\$2-\$3M	15	0	0.00%	103	0	0.00%
\$3M<	6	0	0.00%	110	0	0.00%
TOTAL	9,493	1,167	12.29%	11,716	1,167	9.96%

2010 YTD Single Family Homes Total Market vs. Foreclosure by Region

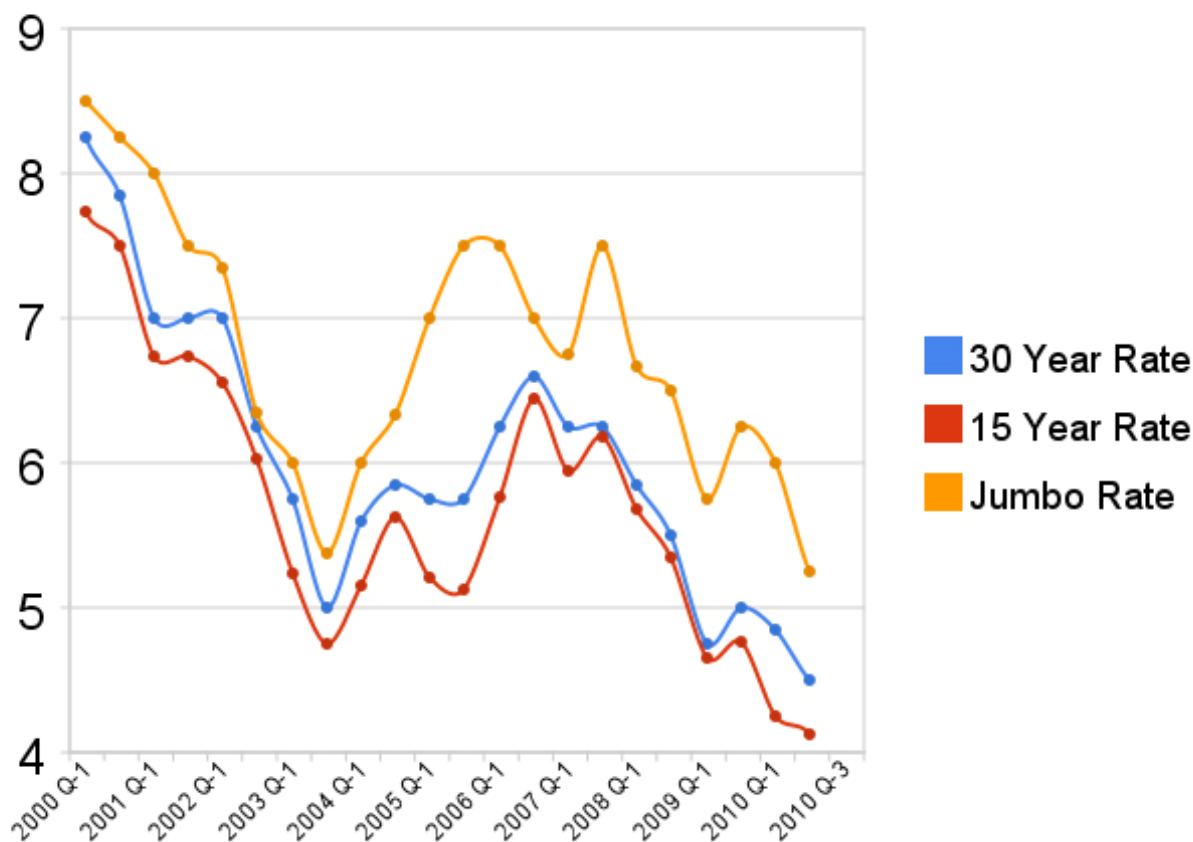
Region	Solds	Foreclosures	%	Active Listings	Foreclosures	%
Central Austin	269	11	4.09%	437	11	2.52%
East Austin	559	84	15.03%	656	84	12.80%
North Central Austin	428	18	4.21%	433	18	4.16%
Northwest Austin	597	13	2.18%	578	13	2.25%
South Austin	595	15	2.52%	534	15	2.81%
Southeast Austin	273	80	29.30%	274	80	29.20%
Southwest Austin	599	15	2.50%	457	15	3.28%
West Austin	397	14	3.53%	553	14	2.53%
Northwest Travis Co.	700	81	11.57%	1,499	81	5.40%
Cedar Park/Leander	1,040	116	11.15%	964	116	12.03%
Georgetown	508	38	7.48%	676	38	5.62%
Pflugerville	564	91	16.13%	571	91	15.94%
Round Rock	1,102	124	11.25%	1,041	124	11.91%
Dripping Springs/Wimberley	239	22	9.21%	483	22	4.55%

under 5%	Normal Foreclosure Market	Slight Depreciation
5-10%	Caution Foreclosure Market	Moderate Depreciation
10% and above	Extreme Foreclosure Market	High depreciation



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Mortgage Rates - A 10 Year History



The above chart tracks mortgage rates for the past 10 years. As you can see, mortgage rates are at an all time low. Current interest rates are as follows:

CONFORMING
30 Yr Fixed 4.25%, 1 pt.
15 Yr Fixed 3.75%, 1 pt.

JUMBO (over \$417K loan amount)
30 Yr Fixed 5.25%, 1 pt.
7 Yr ARM 4.25%, 1 pt.

West Austin Properties can provide you with a more specific analysis for either your home or your buying price range. Please contact us for more information.



Laura Duggan, Broker/Owner
REALTOR® CIPS, CLHMS, CDPE, CRB, CRS

Direct: +1 512 750-2425
Email: laura@westaustin.com



Patrick Birdsong, Partner
REALTOR® ABR, CLHMS, TRC

Direct: +1 512 585-1571
Email: patrick@westaustin.com