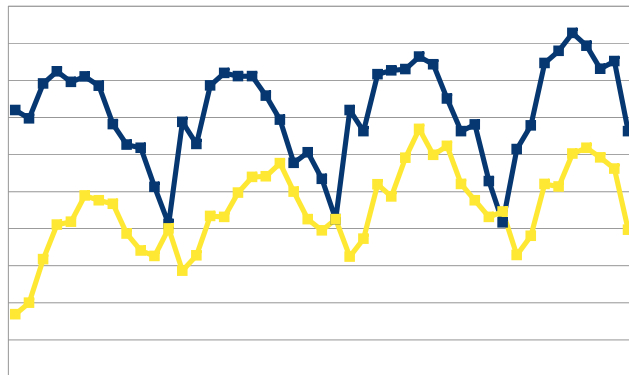




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# Residential Sales Report

**October 2008**



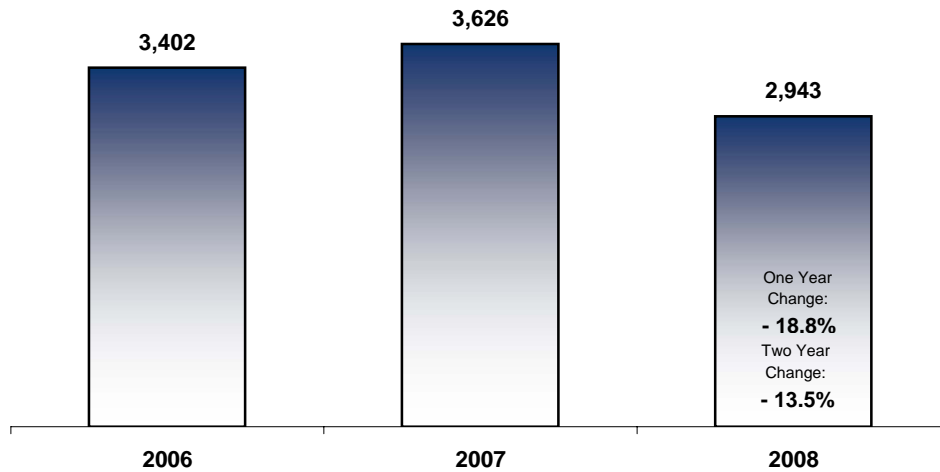
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# New Listings

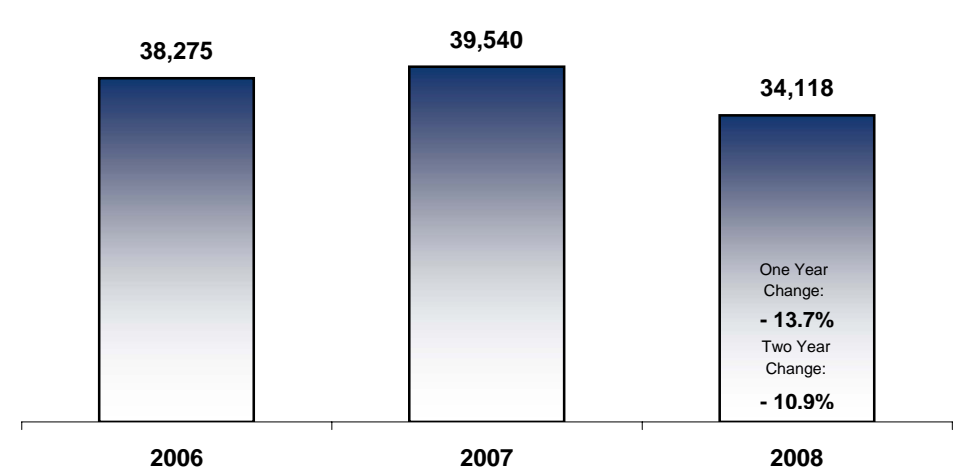
A Monthly Indicator from the Austin Board of REALTORS®



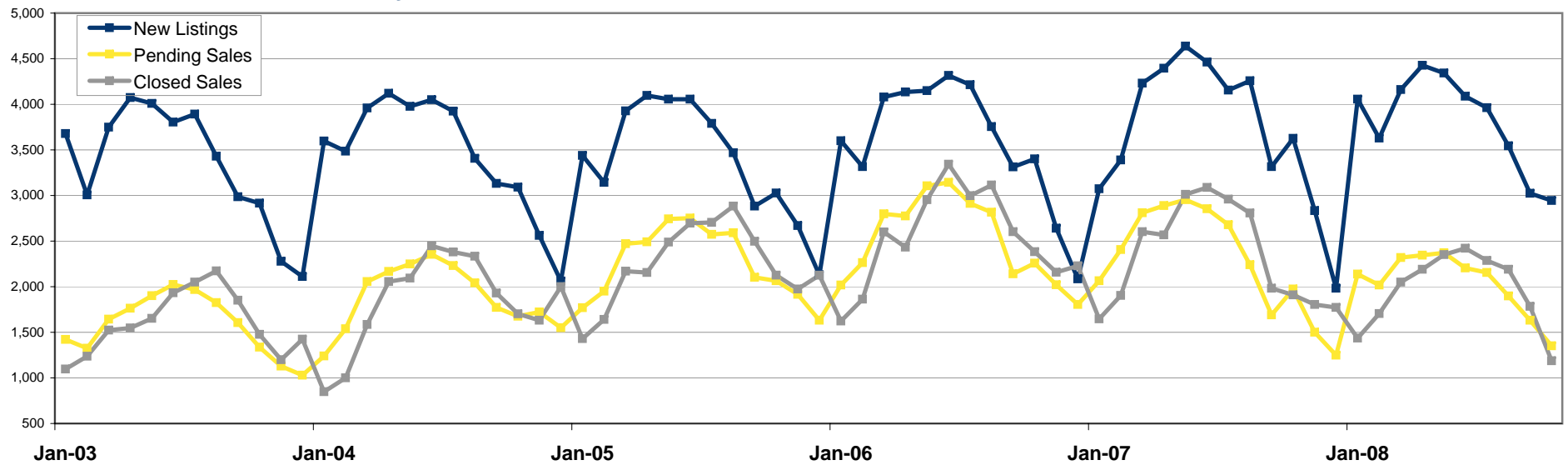
## October



## Year to Date



## Historical Market Activity

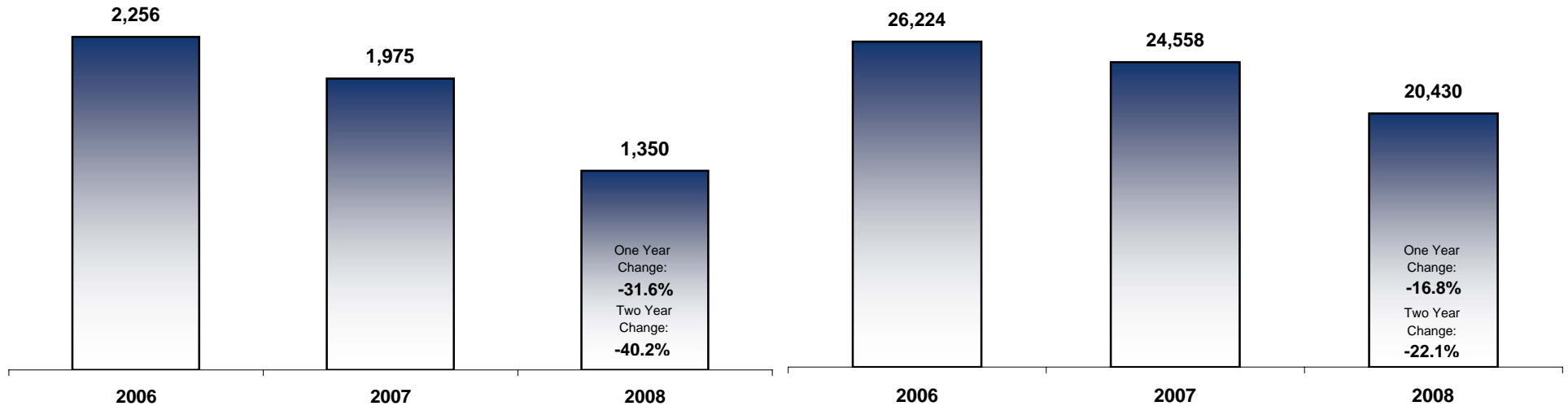


# Pending Sales

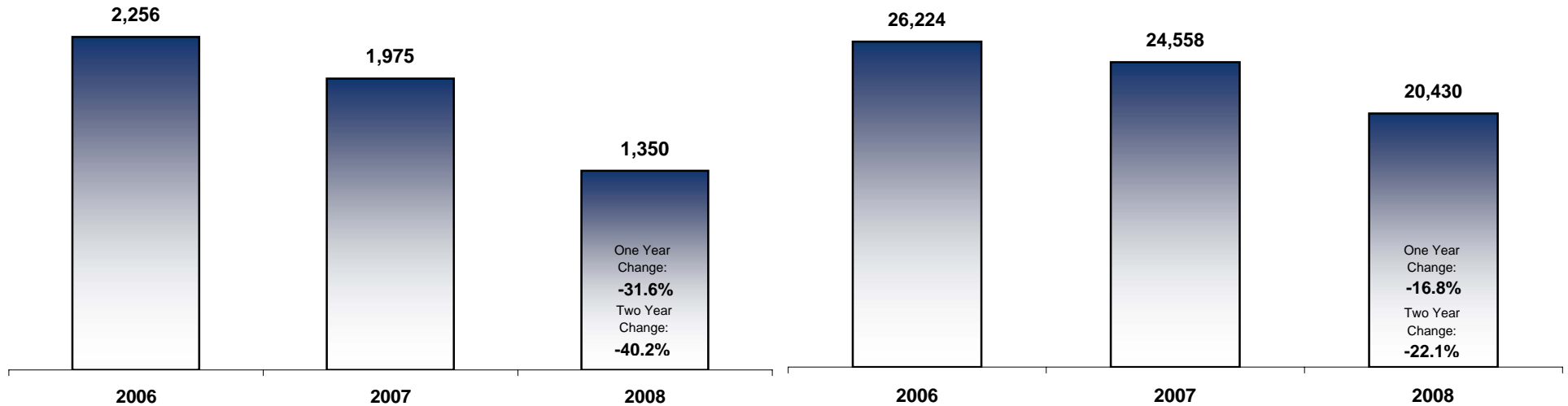
A Monthly Indicator from the Austin Board of REALTORS®



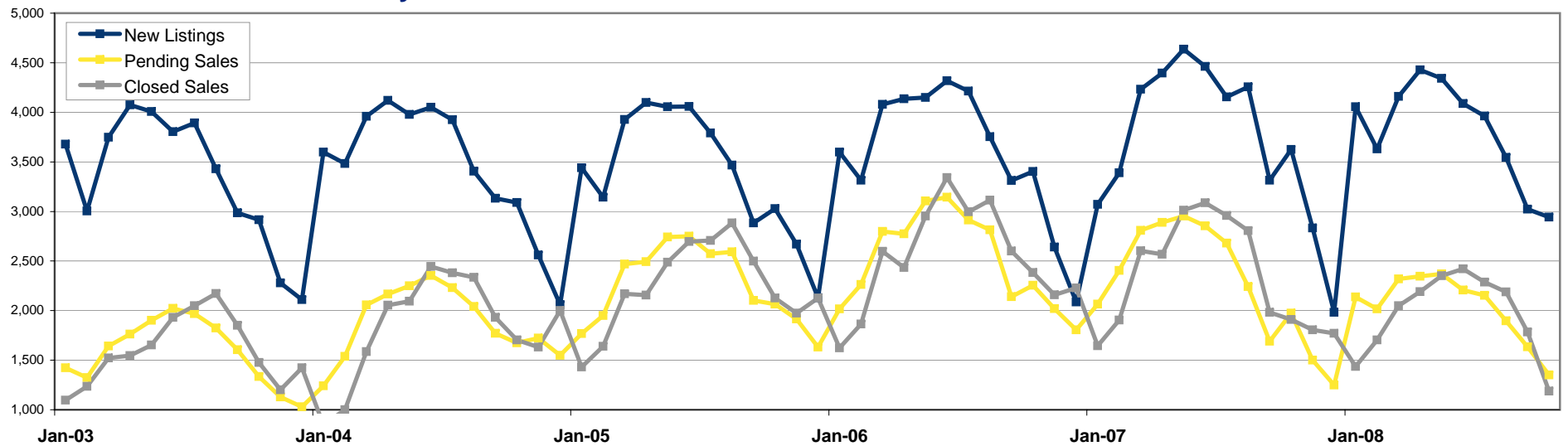
## October



## Year to Date



## Historical Market Activity

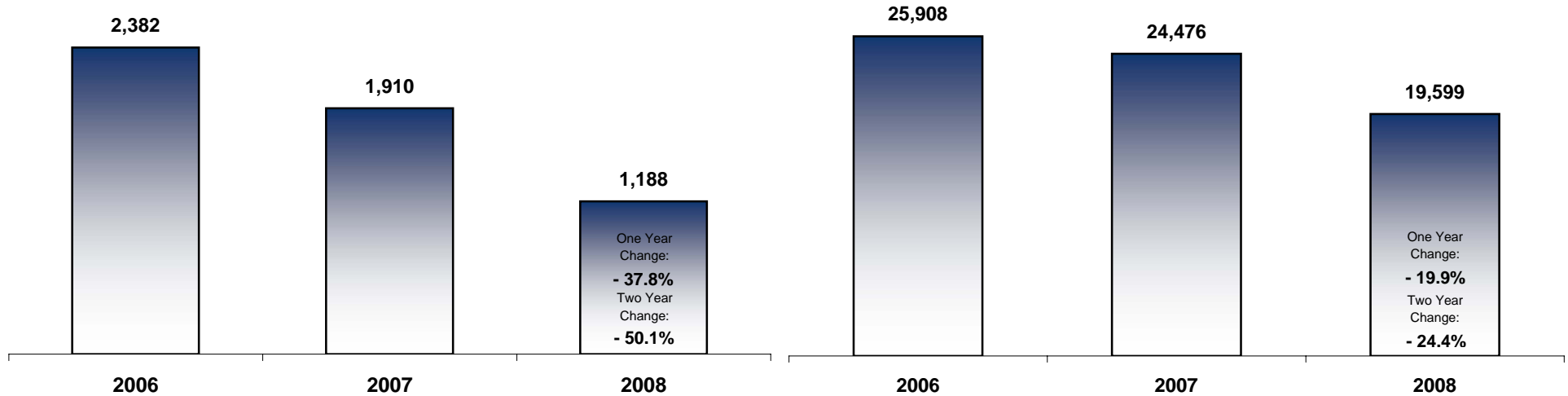


# Closed Sales

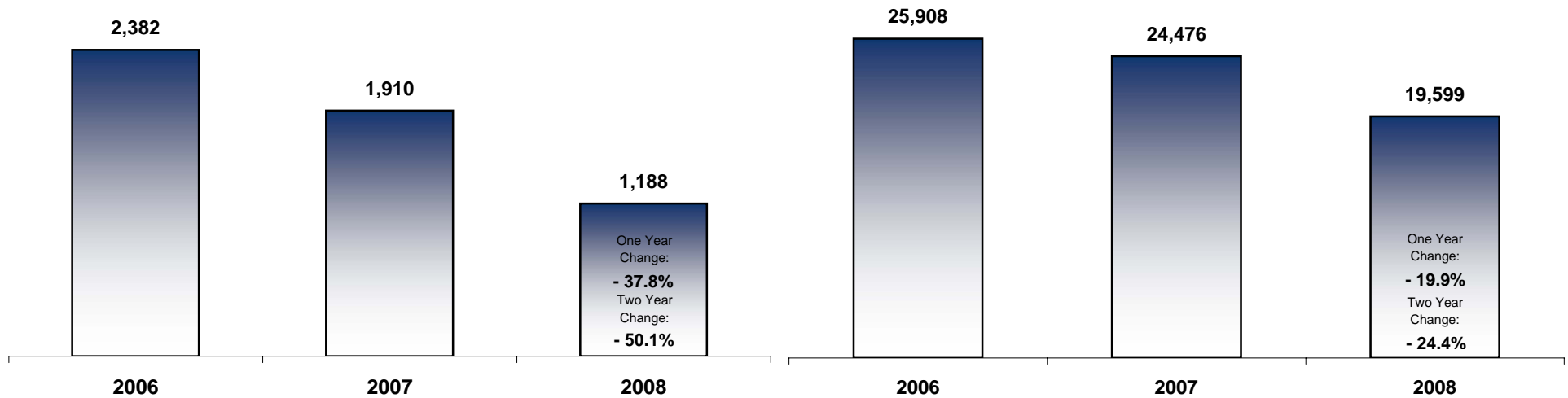
A Monthly Indicator from the Austin Board of REALTORS®



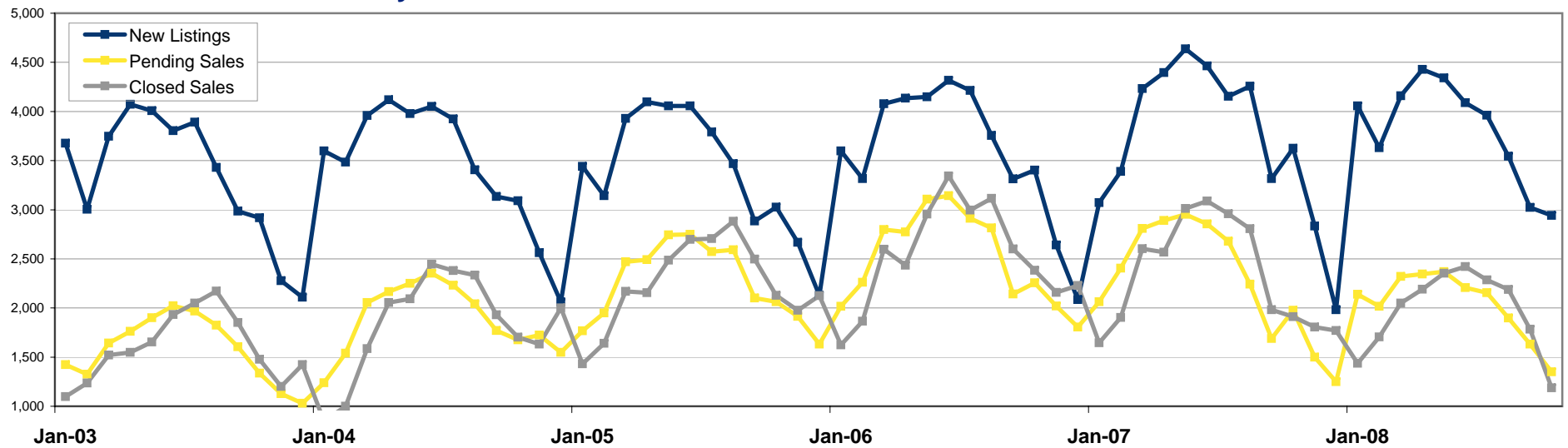
## October



## Year to Date



## Historical Market Activity



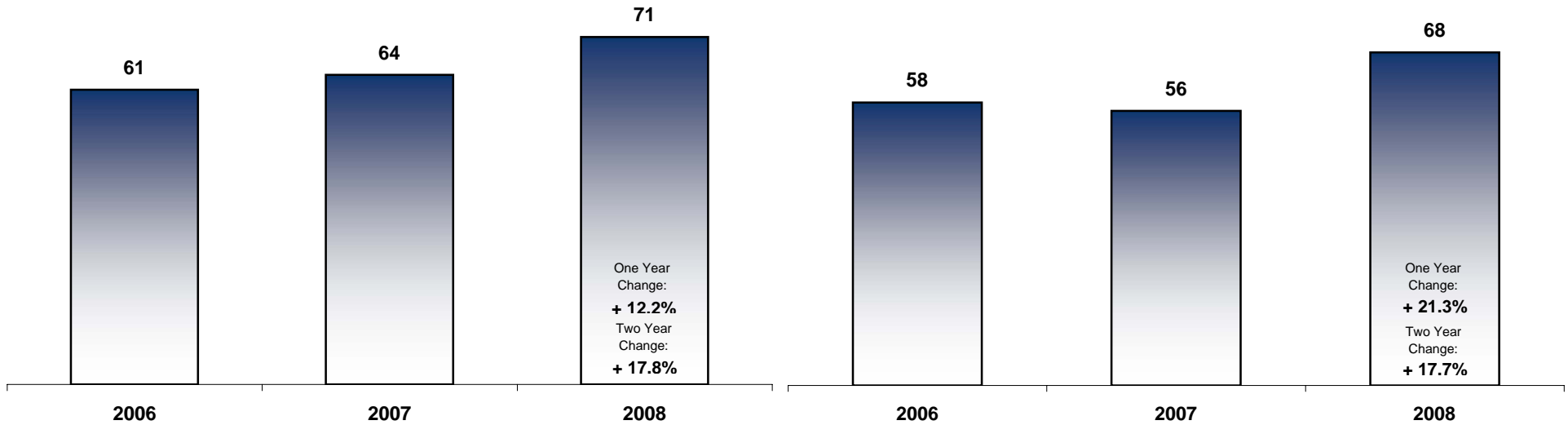
# Days on Market Until Sale

A Monthly Indicator from the **Austin Board of REALTORS®**

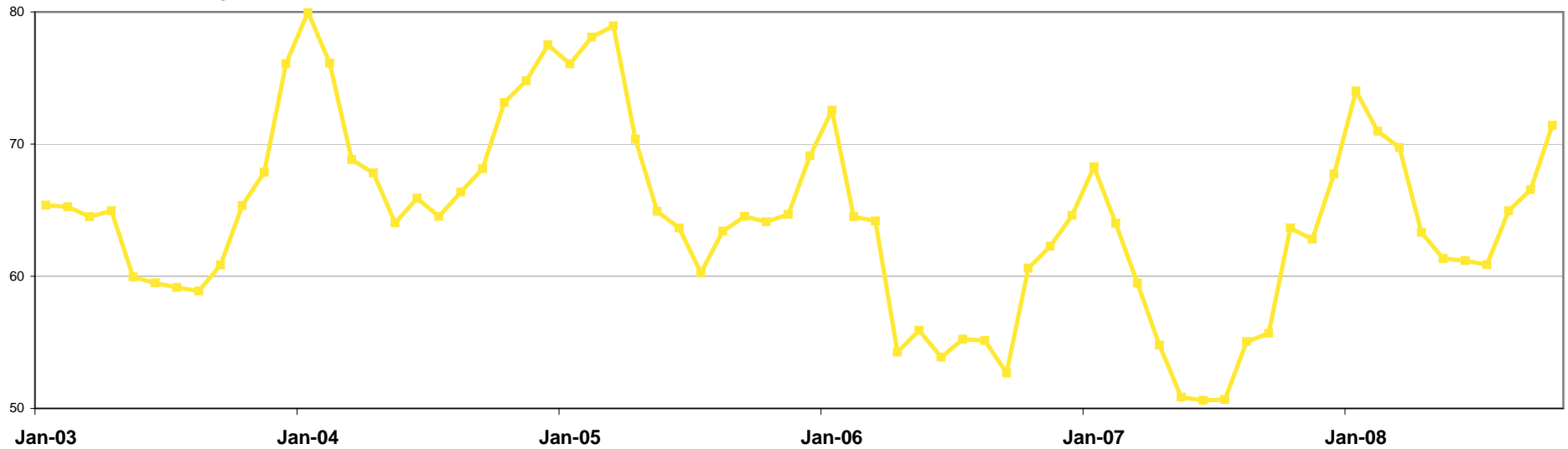


## October

## Year to Date



## Historical Days on Market Until Sale

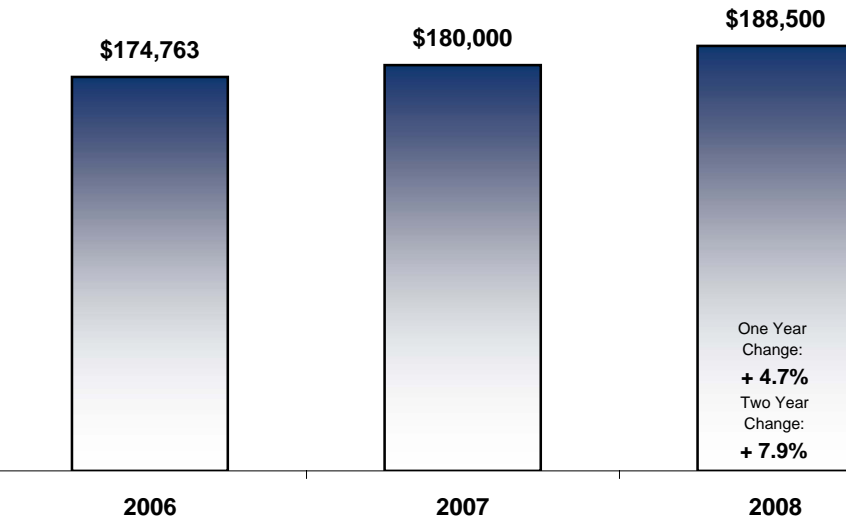


# Median Sales Price

A Monthly Indicator from the Austin Board of REALTORS®

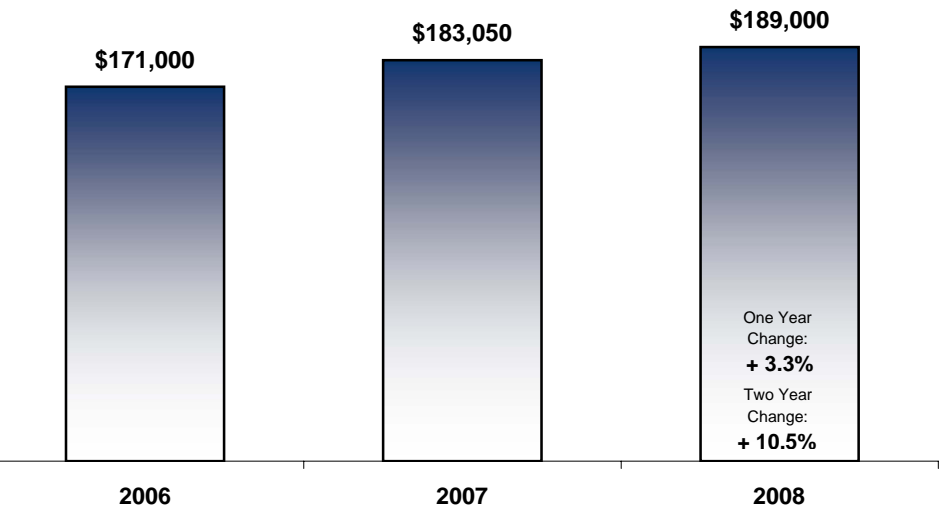


## October

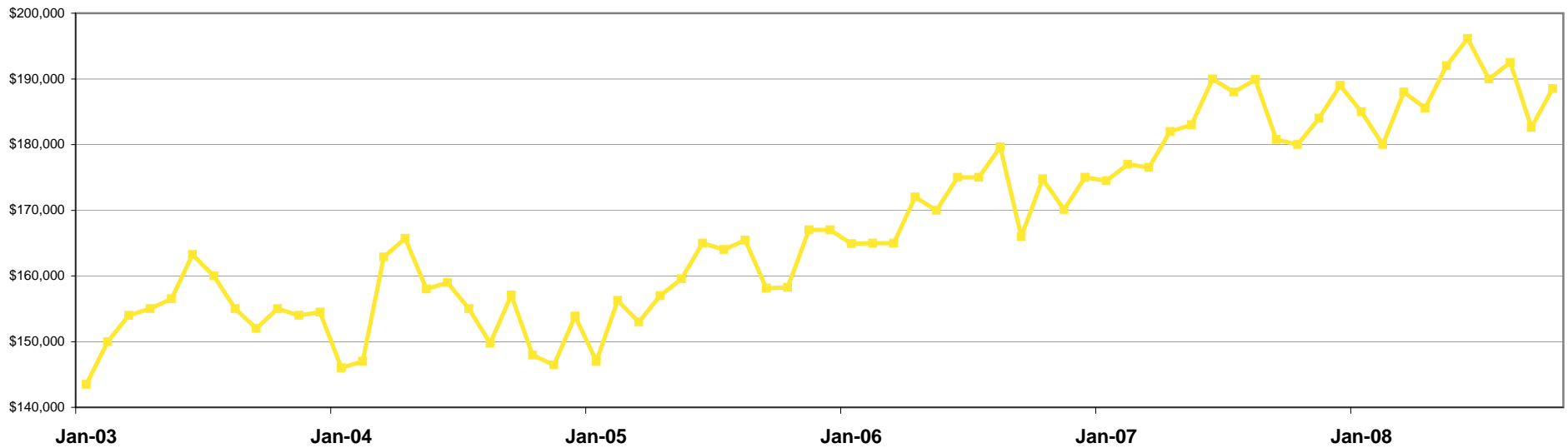


## Year to Date

Figures do not take into account seller concessions.



## Historical Median Prices



# Average Sales Price

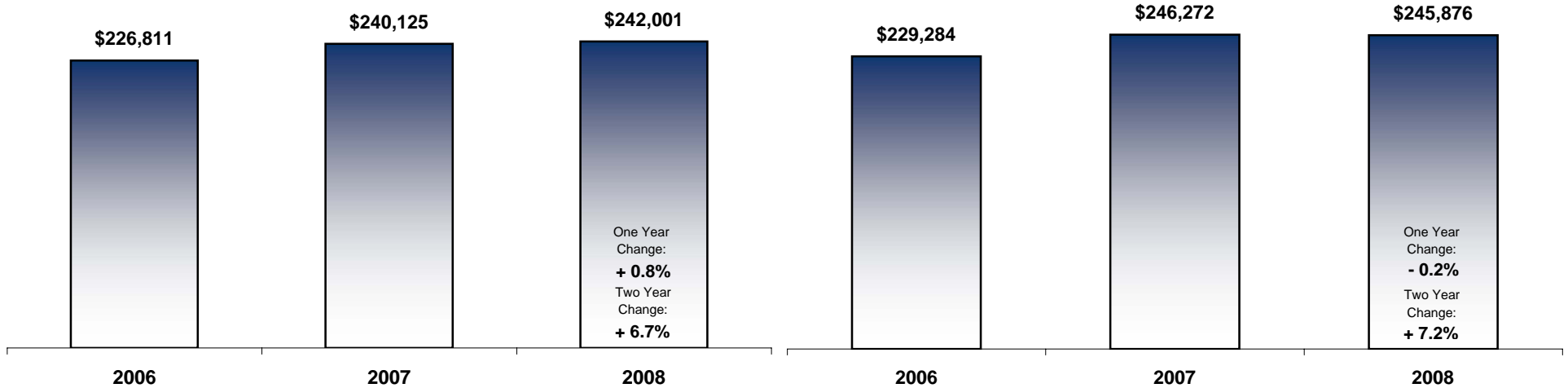
A Monthly Indicator from the Austin Board of REALTORS®



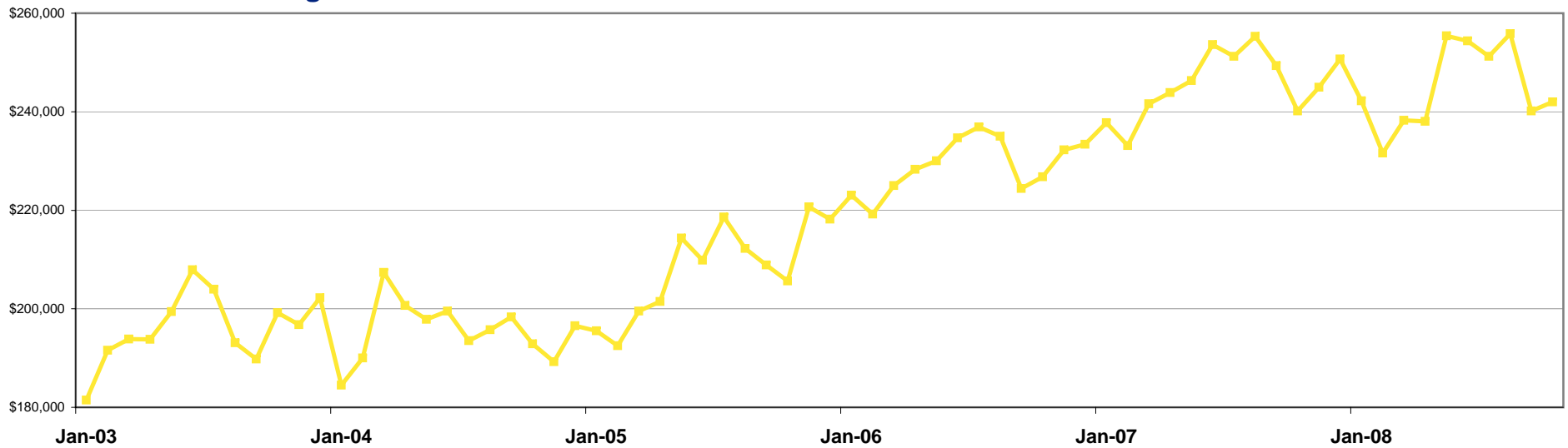
## October

## Year to Date

Figures do not take into account seller concessions.



## Historical Average Prices

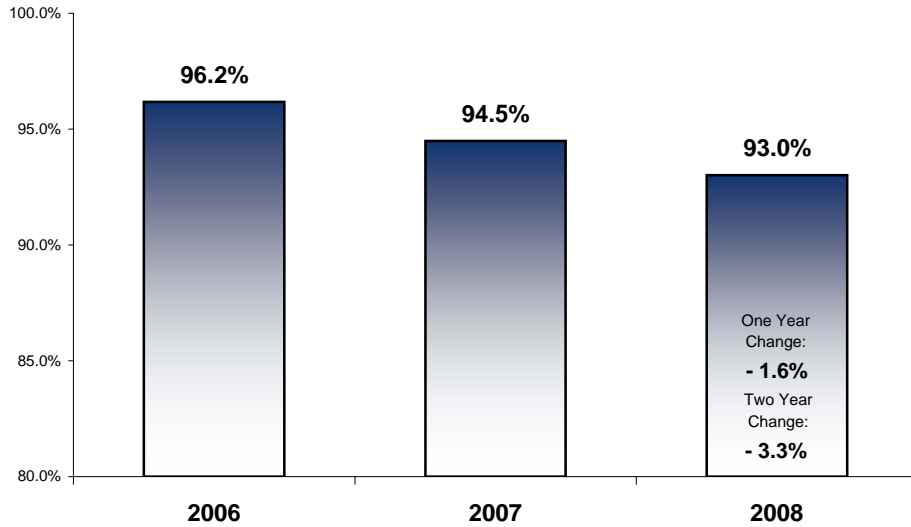


# Percent of Original List Price Received at Sale

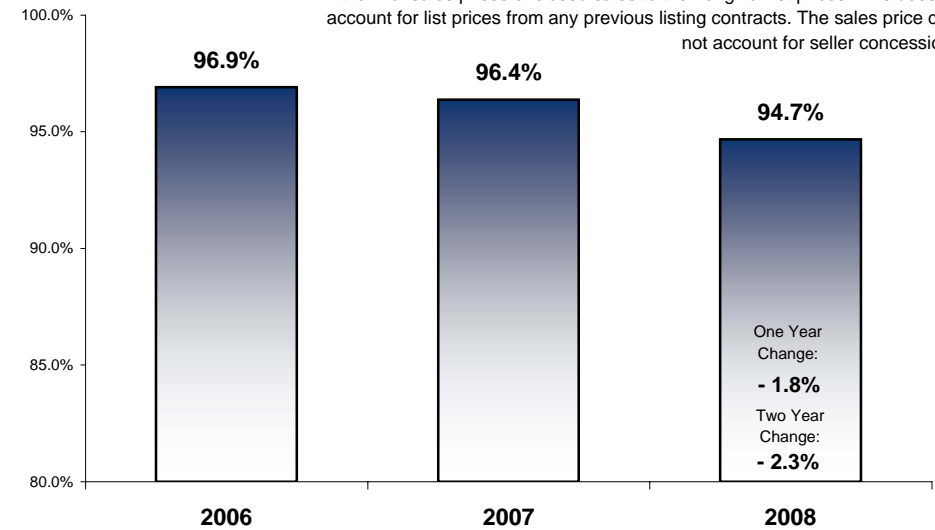
A Monthly Indicator from the Austin Board of REALTORS®



## October

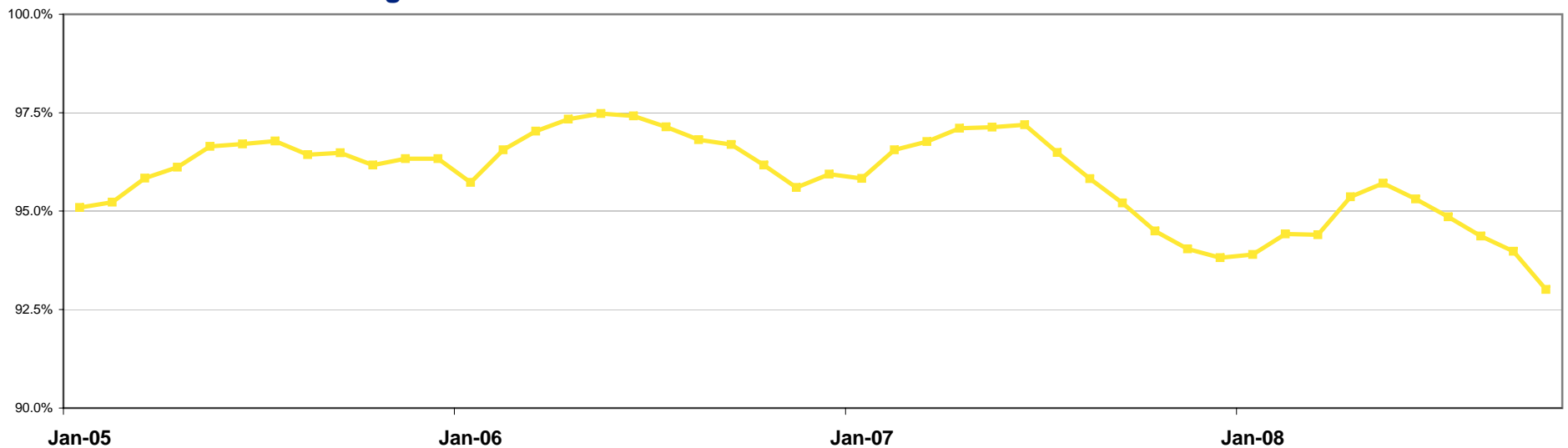


## Year to Date



The Percent of Original List Price Received at Sale is calculated by comparing the final sales prices of closed sales to their original list prices. This does not account for list prices from any previous listing contracts. The sales price does not account for seller concessions.

## Historical Percent of Original List Price Received at Sale





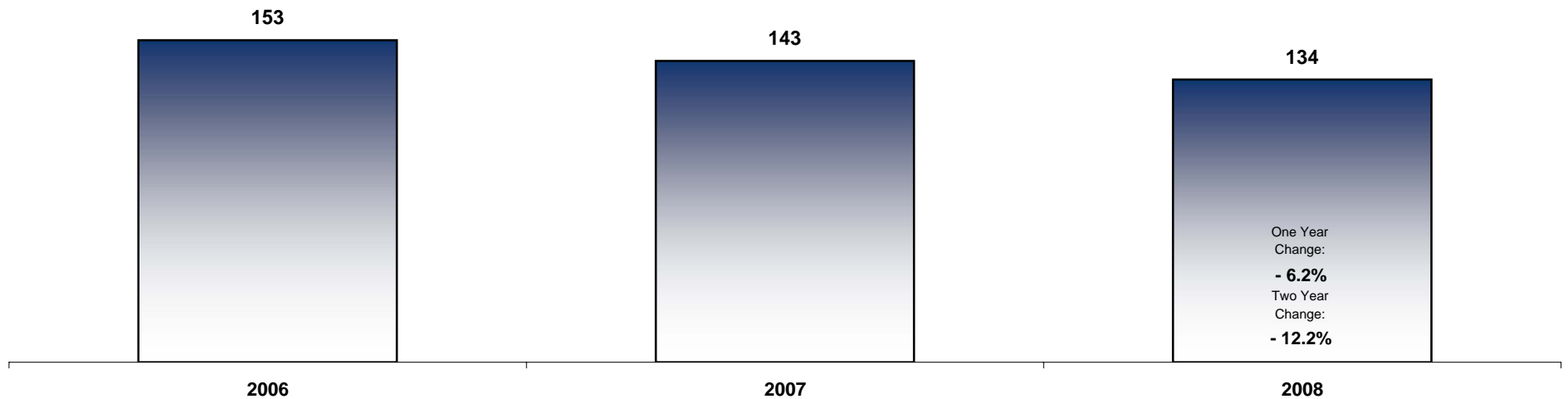
# Housing Affordability Index

A Monthly Indicator from the Austin Board of REALTORS®

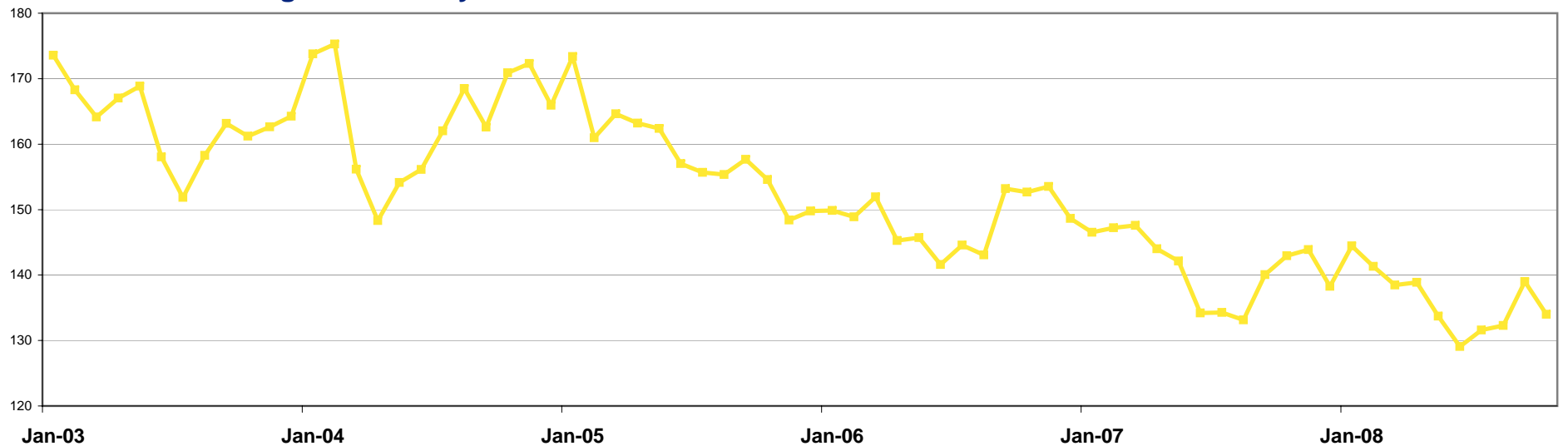


October

The HAI formula measures housing affordability for the Austin Housing Market. An HAI of 134 means the median family income is 134% of the necessary income to qualify for the median priced home using 20% downpayment, 30-year fixed rate mortgage



## Historical Housing Affordability Index

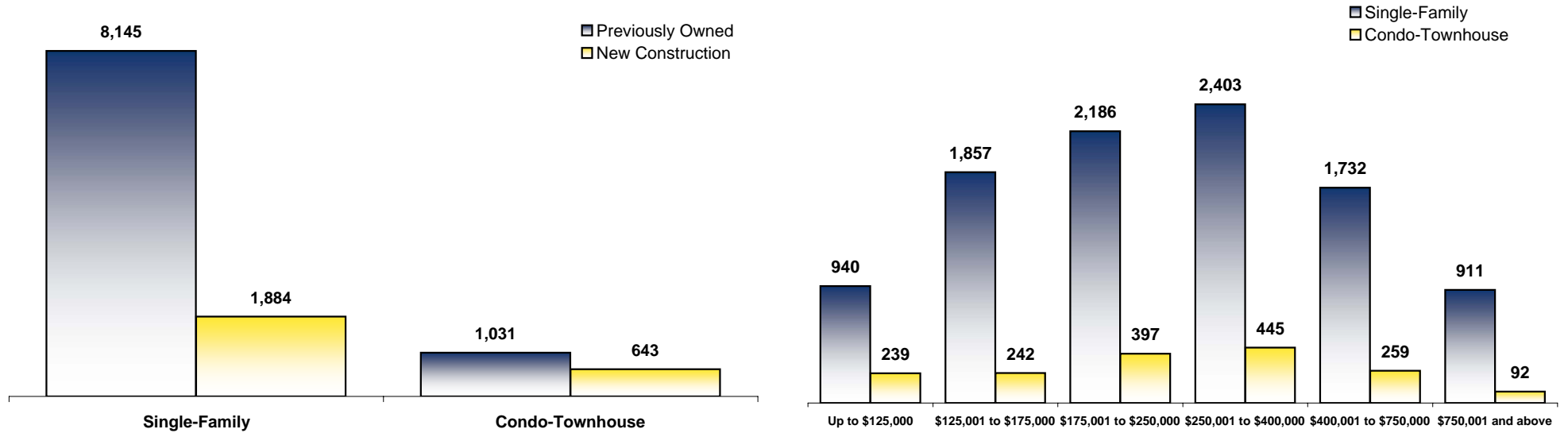


# Housing Supply Outlook

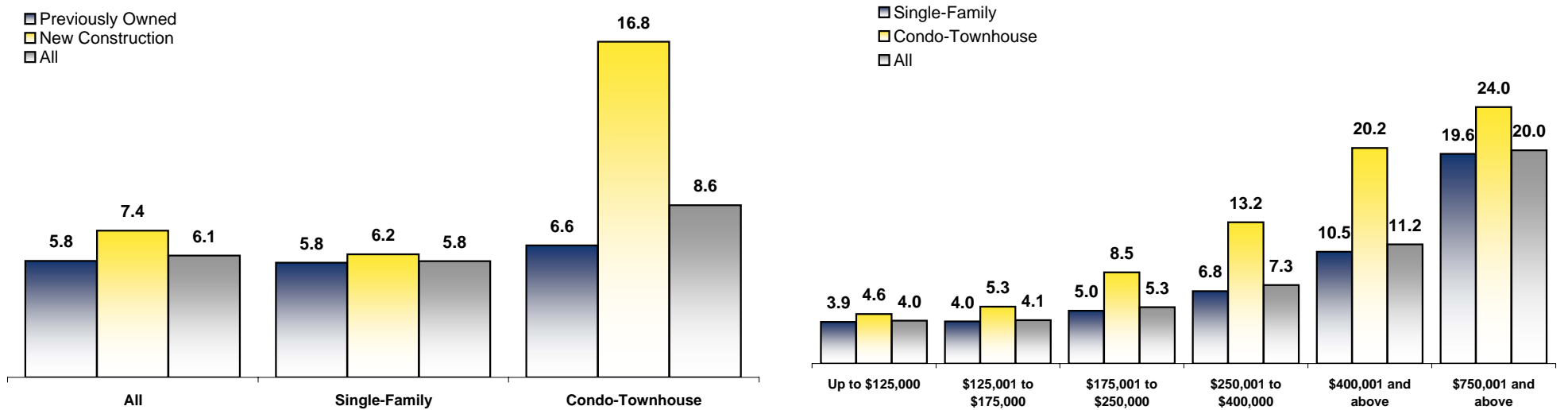
A Monthly Indicator from the Austin Board of REALTORS®



## Inventory of Active Listings



## Months Supply of Inventory



A market is considered balanced between buyers and sellers when there is roughly a 5 to 6-month supply of homes available for purchase

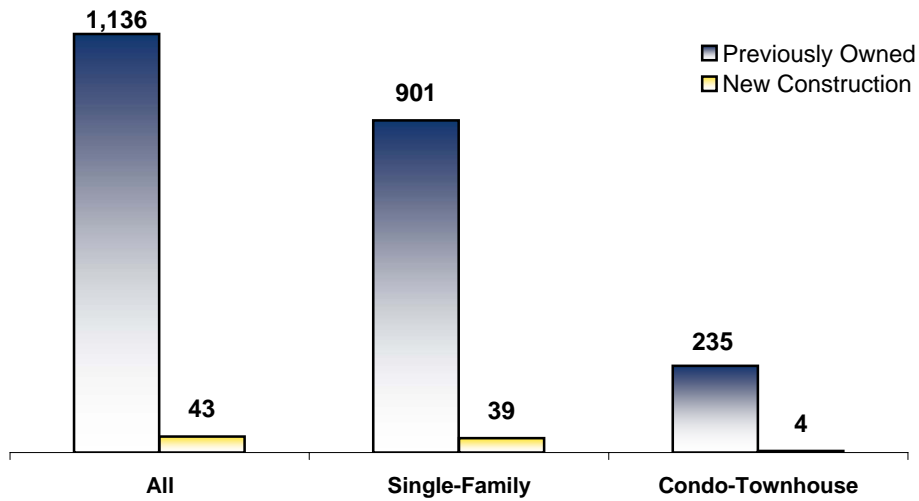
# Housing Supply Outlook

A Monthly Indicator from the Austin Board of REALTORS®

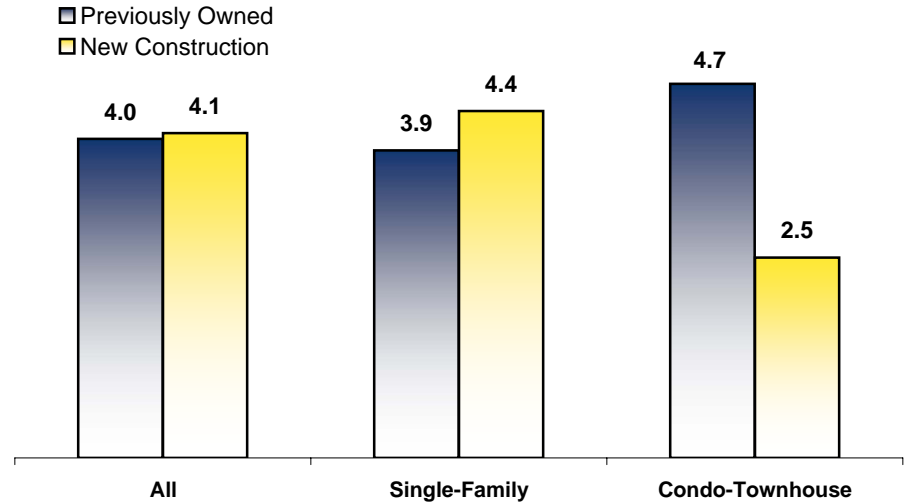


## Under \$125,000

### Inventory

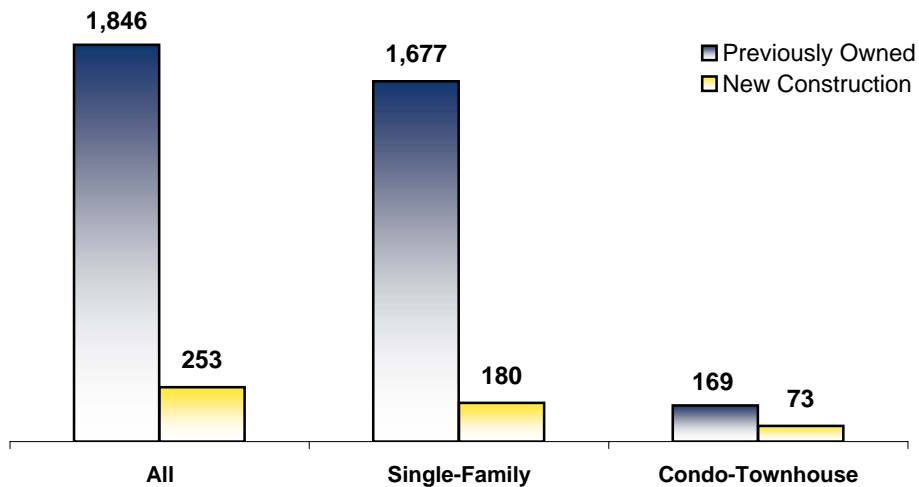


### Months Supply

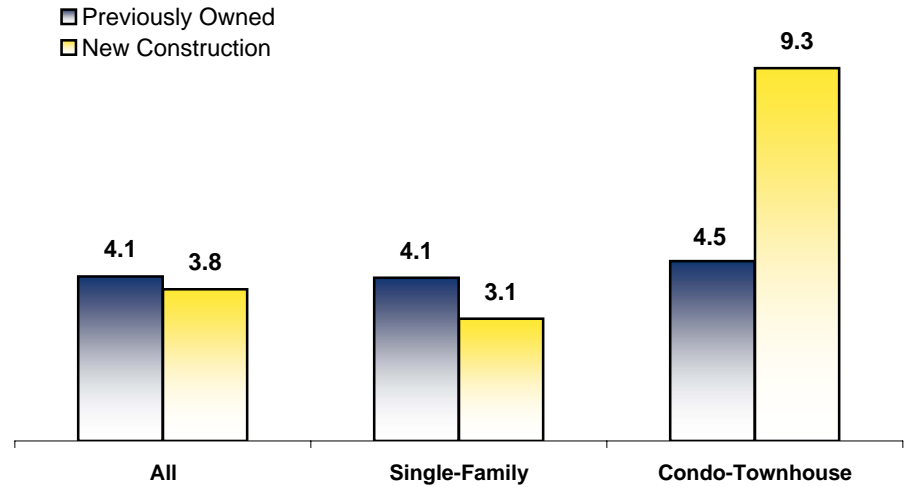


## \$125,001 to \$175,000

### Inventory



### Months Supply



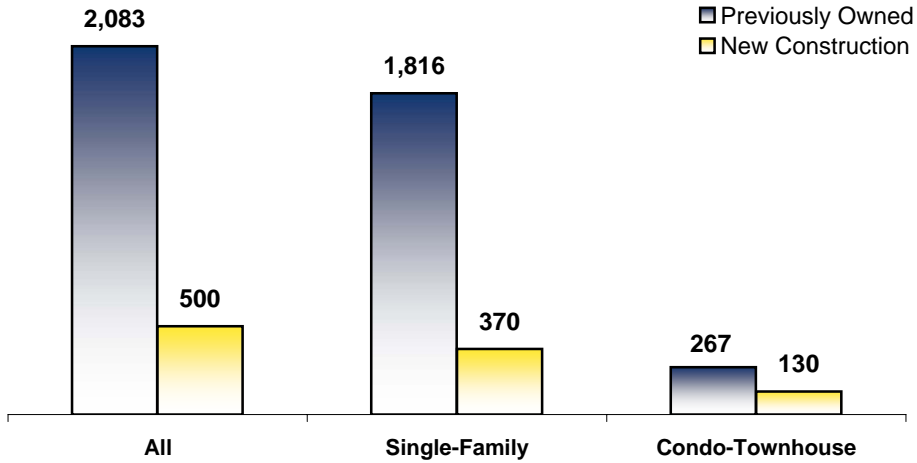
# Housing Supply Outlook

A Monthly Indicator from the Austin Board of REALTORS®

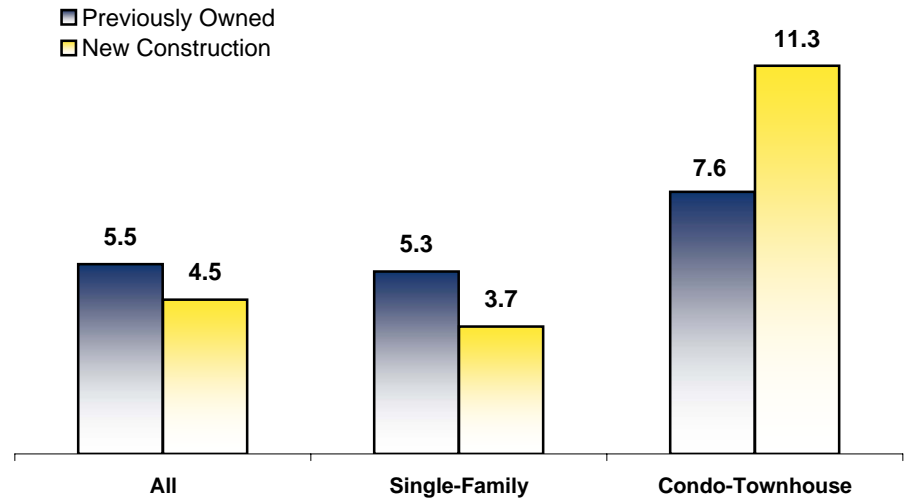


## \$175,001 to \$250,000

### Inventory

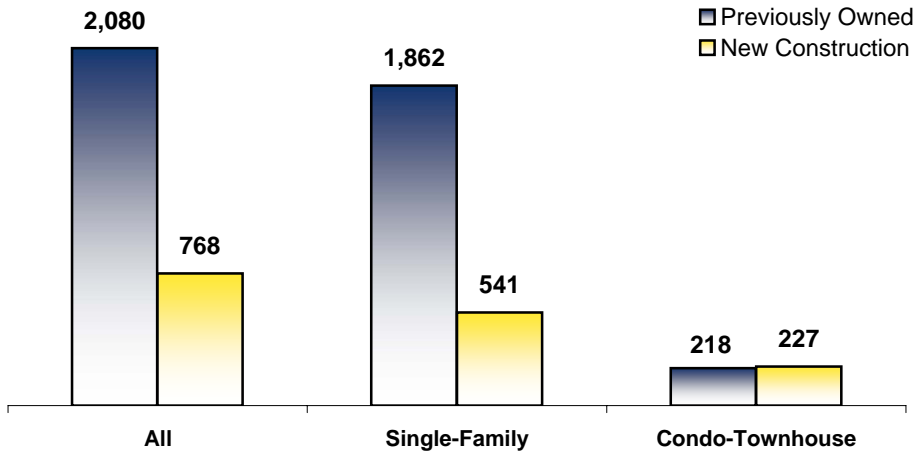


### Months Supply

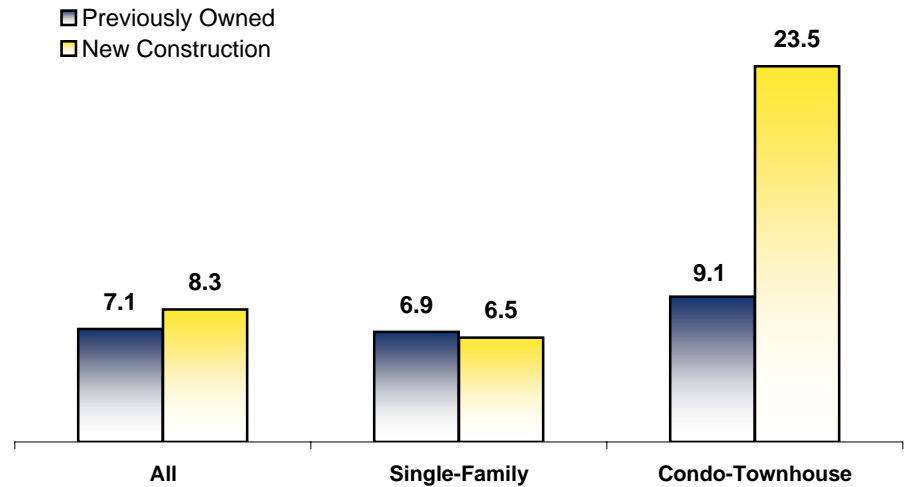


## \$250,001 to \$400,000

### Inventory



### Months Supply



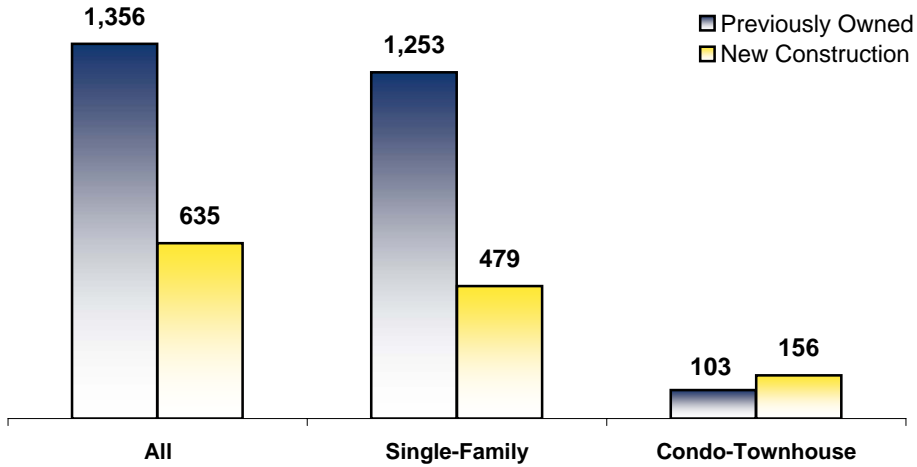
# Housing Supply Outlook

A Monthly Indicator from the Austin Board of REALTORS®

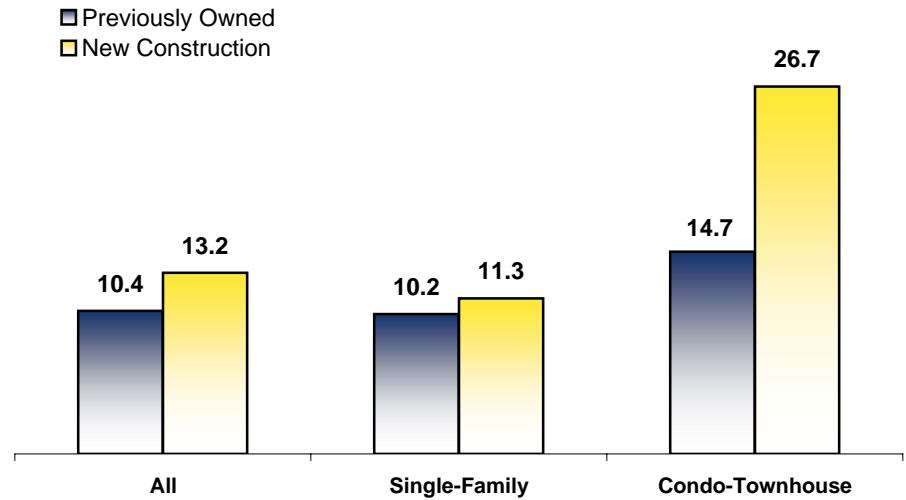


## \$400,001 to \$750,000

### Inventory

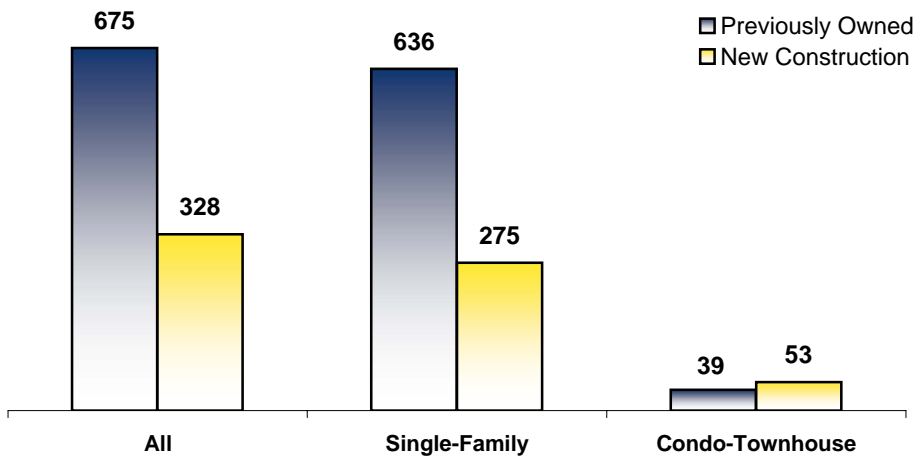


### Months Supply

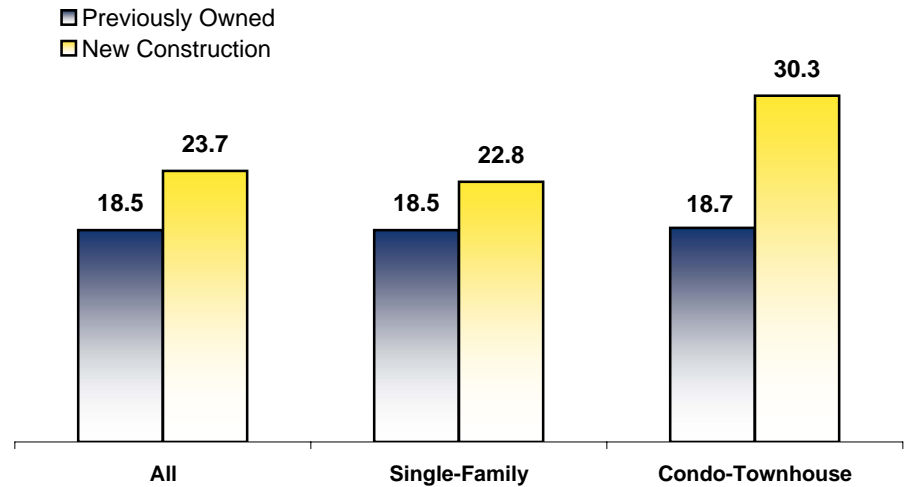


## \$750,001 and above

### Inventory



### Months Supply



# Market Overview

A Monthly Indicator from the Austin Board of REALTORS®



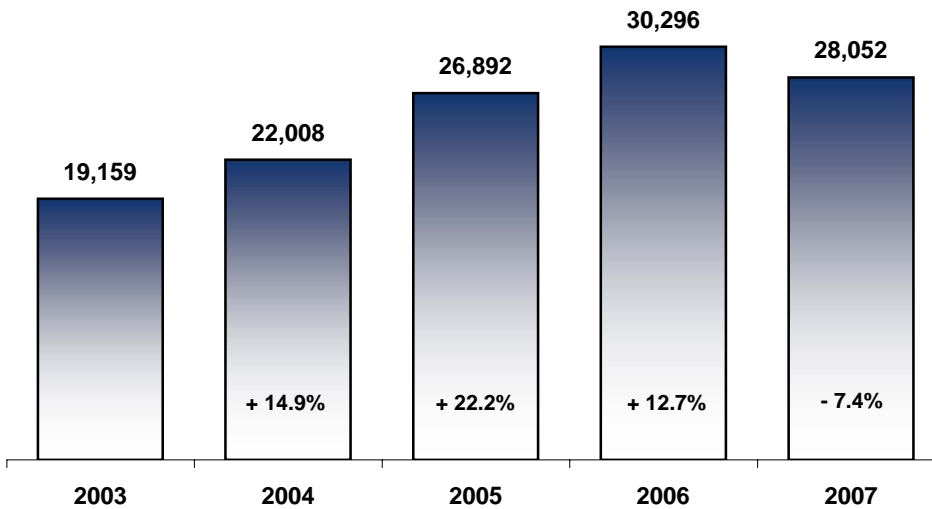
<b>October 2008</b>		<b>2008</b>	<b>2007</b>	<b>Percent Change</b>	<b>5-Year Average</b>	<b>2008 Year-to-Date</b>	<b>2007 Year-to-Date</b>	<b>Percent Change</b>	<b>5-Year Year-to-Date Average</b>
<b>New Listings</b>	Aug	3,544	4,256	- 16.7%	3,685	28,153	32,599	- 13.6%	30,561
	Sep	3,022	3,315	- 8.8%	3,133	31,175	35,914	- 13.2%	33,694
	<b>Oct</b>	<b>2,943</b>	<b>3,626</b>	<b>- 18.8%</b>	<b>3,218</b>	<b>34,118</b>	<b>39,540</b>	<b>- 13.7%</b>	<b>36,912</b>
<b>Pending Sales</b>	Aug	1,897	2,241	- 15.4%	2,317	17,447	20,894	- 16.5%	19,076
	Sep	1,633	1,689	- 3.3%	1,867	19,080	22,583	- 15.5%	20,943
	<b>Oct</b>	<b>1,350</b>	<b>1,975</b>	<b>- 31.6%</b>	<b>1,864</b>	<b>20,430</b>	<b>24,558</b>	<b>- 16.8%</b>	<b>22,807</b>
<b>Closed Sales</b>	Aug	2,189	2,807	- 22.0%	2,665	16,628	20,583	- 19.2%	18,209
	Sep	1,783	1,983	- 10.1%	2,159	18,411	22,566	- 18.4%	20,368
	<b>Oct</b>	<b>1,188</b>	<b>1,910</b>	<b>- 37.8%</b>	<b>1,862</b>	<b>19,599</b>	<b>24,476</b>	<b>- 19.9%</b>	<b>22,230</b>
<b>Days on Market Until Sale</b>	Aug	65	55	+ 18.0%	61	68	56	+ 22.6%	64
	Sep	67	56	+ 19.5%	62	68	56	+ 22.3%	63
	<b>Oct</b>	<b>71</b>	<b>64</b>	<b>+ 12.2%</b>	<b>67</b>	<b>68</b>	<b>56</b>	<b>+ 21.3%</b>	<b>64</b>
<b>Median Sales Price</b>	Aug	\$192,500	\$189,900	+ 1.4%	\$175,450	\$189,768	\$183,900	+ 3.2%	\$171,734
	Sep	\$182,600	\$180,759	+ 1.0%	\$168,917	\$189,000	\$183,425	+ 3.0%	\$171,475
	<b>Oct</b>	<b>\$188,500</b>	<b>\$180,000</b>	<b>+ 4.7%</b>	<b>\$169,894</b>	<b>\$189,000</b>	<b>\$183,050</b>	<b>+ 3.3%</b>	<b>\$171,288</b>
<b>Average Sales Price</b>	Aug	\$255,840	\$255,316	+ 0.2%	\$230,831	\$246,765	\$246,545	+ 0.1%	\$225,586
	Sep	\$240,161	\$249,360	- 3.7%	\$224,222	\$246,126	\$246,792	- 0.3%	\$225,445
	<b>Oct</b>	<b>\$242,001</b>	<b>\$240,125</b>	<b>+ 0.8%</b>	<b>\$221,490</b>	<b>\$245,876</b>	<b>\$246,272</b>	<b>- 0.2%</b>	<b>\$225,125</b>
<b>Total Active Listings Available</b>	Aug	12,778	NA	--	--	--	--	--	--
	Sep	12,022	NA	--	--	--	--	--	--
	<b>Oct</b>	<b>11,848</b>	<b>NA</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Percent of Original List Price</b>	Aug	94.4%	95.8%	- 1.5%	95.9%	95.9%	96.7%	- 0.8%	94.9%
	Sep	94.0%	95.2%	- 1.3%	95.6%	95.6%	96.5%	- 0.9%	94.8%
	<b>Oct</b>	<b>93.0%</b>	<b>94.5%</b>	<b>- 1.6%</b>	<b>95.1%</b>	<b>95.1%</b>	<b>96.4%</b>	<b>- 1.4%</b>	<b>94.7%</b>
<b>Housing Affordability Index</b>	Aug	132	133	- 0.6%	146	--	--	--	--
	Sep	139	140	- 0.7%	150	--	--	--	--
	<b>Oct</b>	<b>134</b>	<b>143</b>	<b>- 6.2%</b>	<b>151</b>	--	--	--	--
<b>Months Supply of Inventory</b>	Aug	6.0	NA	--	--	--	--	--	--
	Sep	6.0	NA	--	--	--	--	--	--
	<b>Oct</b>	<b>6.1</b>	<b>NA</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

# Annual Review

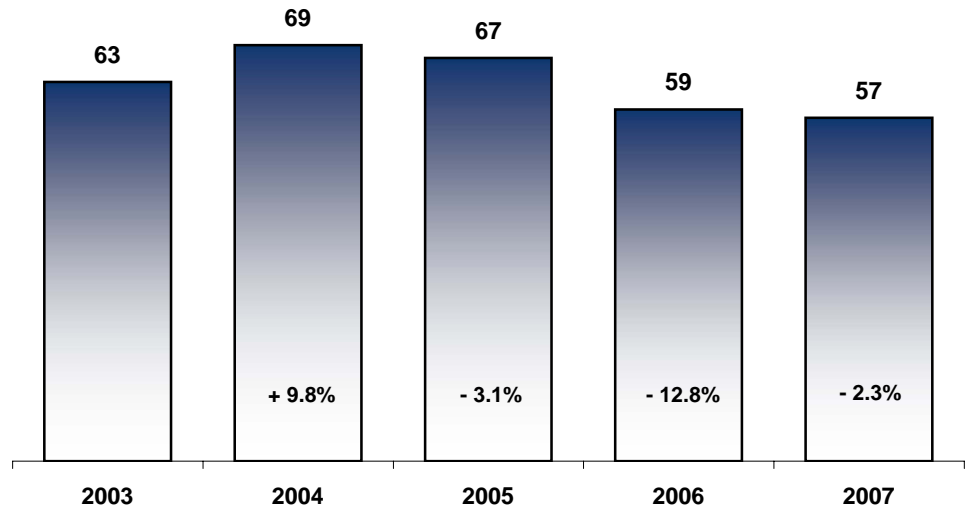
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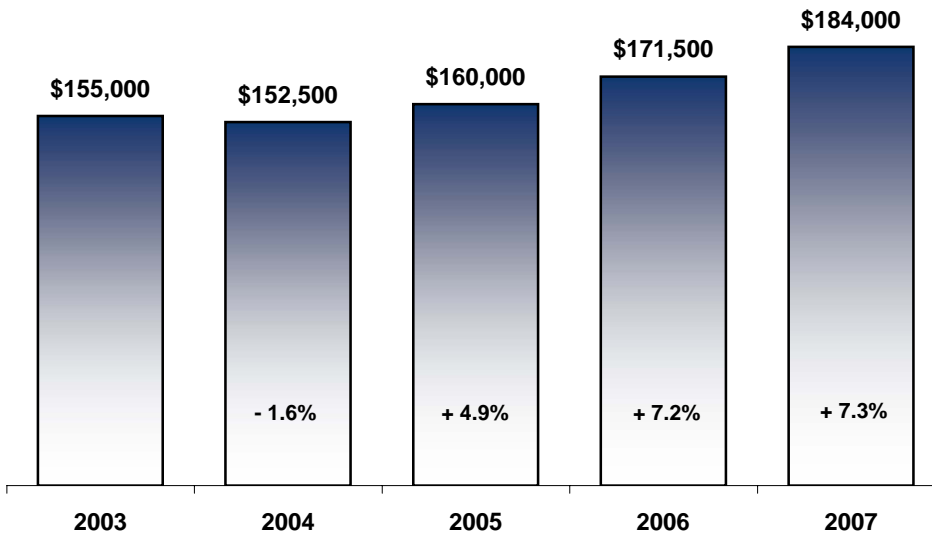
## Closed Sales



## Days on Market Until Sale



## Median Sales Price



## Percent of Original List Price Received at Sale

