



February 6, 2017

Well I guess the biggest change or update as some would call it, I have changed my brokerage affiliation from ERA to **United Real Estate Austin**, my phone remains as it has for many years **512-426-2689**, however my email has changed back to my personal email address, **KJRoy@msn**, which I know some of you have and still use, if not please update my email contact information accordingly.

Some of you have been asking my opinion about the Austin area Real Estate Market. I realize everyone has an opinion and this is mine. We ended 2016 on a positive note. Yes it was down following the March – July 2016 craziness. However we finished with November and December with above where we started in January 2016, higher than the previous 4 years. Austin remains, a fairly strong Real Estate Market in most MLS areas. (see graph)

This month I am including my bi-monthly Absorption report based on information provided by Austin Title, is an activity summary for the most common MLS area. In review of the Absorption Report 1/1/2016 – 12/31/2016 you will see where most of Austin has remained a “sellers” market. A key column of this report is the MOI (Months of Inventory) based on the following, MOI under 3 = Sellers Market, 4-6 = Normal Market, 6+ = Buyers Market.

Enclosed this month is:

“What’s going on in February 2017?” a list of happenings in and around Austin.

Monthly Residential Closed Units to Date graph reflects the leveling of leveling of Closed Homes sales to date, as provided by Austin Title..

Multiple Listing Service (MLS) Activity/Absorption report for 2016, as it relates to various MLS areas. This report provides a general MOI summary as we begin 2017, of homes sold in the various price ranges. Based on the number of “homes available”, divided by the “number of homes sold/closed” during a particular period, equals the absorption rate and MOI. The MOI along with the Closed Units graph are important factors to consider when thinking about buying or selling a home.

I usually try and keep my cover letter to one page however I wanted to pass along some additional information in a little more detail this month. At this point I am guessing you are asking yourself and a few people have asked me, “So, what does all this mean to me?”

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In answer:

1. 2016 ended on a pretty positive note with good activity over the previous 4 years.
2. If you are talking with an agent or broker and they do not mention or know what you are talking about when asked about Austin's Market Curve or your area's Absorption Rate, you may want to reassess working with them.
3. If you or someone you know is planning or thinking about selling, the market curve, the absorption rate and how many other homes you want to compete with in selling your home are important information to consider.
4. If wait to sell will there be more sales? Will I get a better price? Maybe or maybe not, that depends on your area, the actual number of homes for sale, where you are priced within that market area and condition. What is or will be your competition?
5. When is the right time to sell? In a nut shell, it is when you are ready. Ultimately you do not want to sell in a declining market. The closer you are to the peak, the fewer your chances of selling, the greater your chances of having to decrease your price.
6. In an ideal/utopian world, one sells on the upside and buys on the down side of the curve. Fortunately or unfortunately we have no historical data, there is no crystal ball when it comes to real estate. Truly the best time to buy or sell is when you are ready.

Should you or someone you know be thinking or talking about possibly selling or buying a larger or smaller home or have loved one who needs guidance in selling a home, please pass along one of my cards and call or text to me with the details. Client referrals are always welcome and appreciated. I am always looking for sellers or buyers in Austin and surrounding area. As always my clients get my undivided and personal attention from our first visit to the closing table.

In summary, I hope you find the information contained in my news useful and informative. If you have a real estate topic of interest or information you would like to share, send it to me at KJRoy@msn.com for a potential as a future newsletter topic.

Sincerely,

Kevin J Roy Sr.
REALTOR® / Broker Associate
ABR, CRS, e-PRO, GRI, PSA, SRES, TAHS
United Real Estate Austin

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What's happening around Austin?

MARCH 2017

3/5/17

Zilker Park Kite Festival - Zilker Park

The nation's oldest kite festival features hundreds of kites in the air and is free to attend for people of all ages; complete with kite flying contests, food, games and more.

www.abckitefestival.com

3/10/17 - 3/19/17

SXSW® Music, Film and Interactive - Various Locations

Austin Convention Center and more than 50 venues host noted filmmakers, musicians and multimedia artists from around the world converge to showcase music, film and interactive media event. www.sxsw.com

3/11/17 - 3/25/17

Rodeo Austin - Travis County Expo Center

Over the years, Rodeo Austin has grown from a show featuring 16 animals into one of Austin's premier events, featuring Pro rodeo events, daily concerts, livestock show and more. www.rodeoaustin.com

3/17/17

St. Patrick's Day Festival - Jourdan-Bachman Pioneer Farm

This annual family-friendly festival celebrates all things Irish. Come enjoy authentic Celtic music and dancers, Irish language workshops, the finest Irish imports.

www.stpatricksdayaustin.com

3/31/17 - 4/1/17

Austin Urban Music Festival - Auditorium Shores

More than 15,000 music revelers converge on Auditorium Shores at Lady Bird Lake to enjoy Austin's only music festival focused on R&B, neo-soul and hip hop music.

www.urbanmusicfest.com

3/31/17 - 4/2/17

Art City Austin Palmer Events Center

Hosted by Art Alliance Austin, Austin's iconic annual art fair will sport more than 100 exhibiting artists this year. www.artallianceaustin.org

*TBD

Balloons Over Horseshoe Bay Resort - Horseshoe Bay Resort

More than 20 hot-air balloons from across America will converge at the annual Balloons over Horseshoe Bay Resort. This year's festival will feature tethered balloon rides, local live music and the annual evening balloon glow.

balloonsoverhsbresort.com

*TBD

Clyde Littlefield Texas Relays - Mike A. Myers Stadium

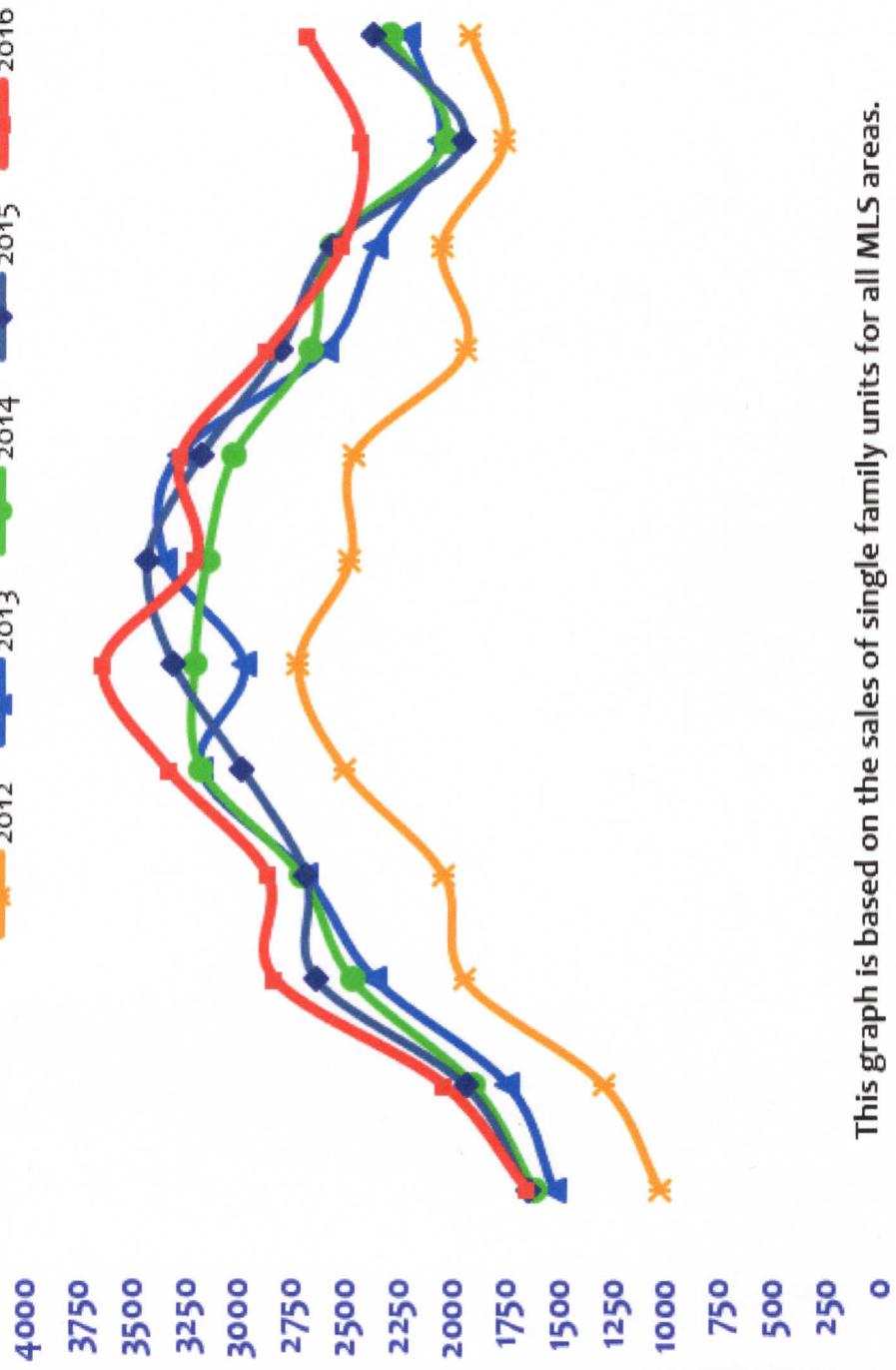
The premier track & field event brings together the best high school, college and professional athletes from Texas, the U.S. and the world. www.texassports.com



Austin Title

Monthly Residential Closed Units Year to Date

—Where Austin Closes—



This graph is based on the sales of single family units for all MLS areas.

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

Based on information from the Austin Board of Realtors® (alternatively, from ACTRIS) for the period 1/1/2012 through 12/31/2016. Neither the Board nor ACTRIS guarantees or is in any way responsible for its accuracy. All data is provided 'AS IS' and with all faults. Data maintained by the Board or ACTRIS may not reflect all real estate activity in the market. Copyright 2015 Austin Central Texas Realty Information Services, Inc.

1A		SLD	Avg \$	CDOM	ACT	Med \$	MOI	3	SLD	Avg \$	CDOM	ACT	Med \$	MOI
100-149K	24	\$131.9	17.1			\$130.3		100-149K	7	\$135.3	38.9	3	\$135.9	5.17
150-199K	42	\$181.4	28.0			\$186.4		150-199K	25	\$179.4	27.1	2	\$179.6	0.96
200-299K	57	\$236.8	28.4	2		\$225.0	0.04	200-299K	153	\$253.9	32.9	12	\$257.6	0.94
300-399K	51	\$341.6	37.9	3		\$340.0	0.71	300-399K	191	\$347.6	41.3	32	\$345.0	2.01
400-499K	47	\$453.6	32.3	4		\$452.5	1.02	400-499K	105	\$445.7	35.3	28	\$445.0	3.20
1B		SLD	Avg \$	CDOM	ACT	Med \$	MOI	3E	SLD	Avg \$	CDOM	ACT	Med \$	MOI
100-149K								100-149K	21	\$134.4	22.5		\$136.3	
150-199K	3	\$193.7	40.3			\$195.0		150-199K	500	\$169.1	36.8	1	\$165.0	0.24
200-299K	42	\$254.1	31.3	2		\$257.3	0.57	200-299K	58	\$230.1	34.3	8	\$224.5	1.66
300-399K	22	\$343.9	42.2	5		\$341.3	2.73	300-399K	15	\$361.3	40.8	2	\$362.6	1.60
400-499K	22	\$444.0	46.4	10		\$440.0	5.46	400-499K	3	\$418.0	17.0	70	\$415.0	28.00
1N		SLD	Avg \$	CDOM	ACT	Med \$	MOI	4	SLD	Avg \$	CDOM	ACT	Med \$	MOI
100-149K	1	\$149.2	37.0			\$149.2		100-149K	7	\$127.6	40.1	1	\$133.0	1.72
150-199K	18	\$176.2	12.8	1		\$179.0	0.67	150-199K	36	\$174.4	25.3	4	\$169.0	1.33
200-299K	96	\$254.5	18.2	2		\$254.3	0.25	200-299K	37	\$248.6	38.5	10	\$250.0	3.25
300-399K	166	\$345.6	40.6	13		\$344.6	0.94	300-399K	74	\$361.9	38.1	12	\$371.0	1.94
400-499K	120	\$446.2	30.5	12		\$449.5	1.20	400-499K	89	\$445.4	60.9	7	\$445.0	0.94
2		SLD	Avg \$	CDOM	ACT	Med \$	MOI	5	SLD	Avg \$	CDOM	ACT	Med \$	MOI
100-149K	13	\$136.1	19.7			\$149.2		100-149K	8	\$139.8	61.5	2	\$143.5	2.99
150-199K	41	\$165.5	18.7	2		\$179.0	0.67	150-199K	37	\$176.6	48.6	5	\$180.0	1.62
200-299K	57	\$254.6	26.7	5		\$254.3	0.25	200-299K	137	\$255.2	55.9	19	\$260.0	1.66
300-399K	179	\$349.2	36.2	18		\$344.6	0.94	300-399K	230	\$347.9	57.9	62	\$349.5	3.23
400-499K	147	\$444.5	35.2	14		\$449.5	1.20	400-499K	133	\$439.5	52.3	45	\$435.0	4.06
2N		SLD	Avg \$	CDOM	ACT	Med \$	MOI	5E	SLD	Avg \$	CDOM	ACT	Med \$	MOI
100-149K	68	\$129.0	24.0	4		\$133.3	0.71	100-149K	13	\$133.6	13.9		\$138.0	
150-199K	72	\$175.0	14.7	2		\$175.5	0.33	150-199K	102	\$166.8	20.7	4	\$163.5	0.47
200-299K	187	\$252.1	17.1	16		\$250.7	0.83	200-299K	14	\$238.8	21.9	3	\$231.0	2.56
300-399K	56	\$333.2	23.4	4		\$331.0	0.86	300-399K	22	\$341.8	41.2	6	\$343.1	3.28
400-499K	1	\$449.9	659.0	1		\$449.9	12.50	400-499K	1	\$428.1			\$428.1	

HD	SLD	AVG \$	CDOM	ACT	MED \$	MOI	LW	SLD	AVG \$	CDOM	ACT	MED \$	MOI			
							100-149K	150-199K	200-299K	300-399K	400-499K	100-149K	150-199K	200-299K	300-399K	400-499K
100-149K	5	\$111.7	14.4	\$110.0	\$128.5	0.09	100-149K	6	\$136.5	35.8	\$137.5	\$125.0	0.97	\$170.0	4.00	
150-199K	7	\$182.4	75.1	1	\$184.9	1.72	150-199K	3	\$173.7	285.7	1	\$233.3	2.19	\$241.3	4	
200-299K	32	\$258.9	47.9	7	\$274.0	2.62	200-299K	22	\$241.3	269.9	4	\$354.3	4.51	\$231.5	42.9	
300-399K	185	\$355.8	48.2	11	\$359.9	0.71	300-399K	16	\$354.0	92.4	6	\$443.9	234.2	\$237.2	6	
400-499K	235	\$449.7	88.8	51	\$450.0	2.60	400-499K	6	\$443.9	234.2	6	\$447.5	12.00	\$441.7	3	
HH	SLD	AVG \$	CDOM	ACT	MED \$	MOI	LW	SLD	AVG \$	CDOM	ACT	MED \$	MOI	LW	SLD	AVG \$
100-149K	36	\$127.1	35.1	6	\$128.5	2.00	100-149K	37	\$126.8	32.0	3	\$125.0	0.97	100-149K	10	\$128.9
150-199K	574	\$181.3	22.1	22	\$182.0	0.46	150-199K	57	\$174.5	107.6	14	\$175.0	2.95	150-199K	35	\$183.8
200-299K	994	\$237.2	54.8	190	\$231.8	2.29	200-299K	148	\$249.8	80.0	49	\$249.9	3.97	200-299K	202	\$263.6
300-399K	158	\$334.8	73.3	69	\$325.6	5.24	300-399K	98	\$343.7	112.6	31	\$343.0	3.79	300-399K	367	\$351.8
400-499K	31	\$446.8	91.9	7	\$439.0	2.71	400-499K	48	\$434.8	125.9	16	\$427.5	4.00	400-499K	336	\$444.8
HS	SLD	AVG \$	CDOM	ACT	MED \$	MOI	LS	SLD	AVG \$	CDOM	ACT	MED \$	MOI	LS	SLD	AVG \$
100-149K	33	\$125.5	18.6	3	\$125.0	1.09	100-149K	10	\$128.9	66.0	10	\$126.5	0.97	100-149K	35	\$183.8
150-199K	60	\$173.9	26.9	6	\$175.5	1.20	150-199K	35	\$183.8	62.0	2	\$186.0	0.68	150-199K	202	\$263.6
200-299K	77	\$243.7	46.4	16	\$240.7	2.49	200-299K	202	\$263.6	63.8	20	\$268.5	1.19	200-299K	367	\$351.8
300-399K	28	\$340.5	62.0	8	\$342.5	3.43	300-399K	367	\$351.8	68.0	65	\$350.0	2.13	300-399K	336	\$444.8
400-499K	14	\$438.0	81.5	8	\$431.0	6.84	400-499K	48	\$434.8	108.5	110	\$441.7	3.93	400-499K	336	\$444.8
HU	SLD	AVG \$	CDOM	ACT	MED \$	MOI	LW	SLD	AVG \$	CDOM	ACT	MED \$	MOI	LW	SLD	AVG \$
100-149K	11	\$127.3	22.3	1	\$131.0	1.09	100-149K	6	\$136.5	35.8	6	\$137.5	0.97	100-149K	35	\$183.8
150-199K	406	\$181.7	14.5	1	\$184.0	0.03	150-199K	3	\$173.7	285.7	1	\$170.0	4.20	150-199K	22	\$241.3
200-299K	422	\$238.3	62.0	73	\$235.0	2.08	200-299K	22	\$241.3	269.9	4	\$233.3	2.19	200-299K	16	\$354.0
300-399K	53	\$333.4	51.3	46	\$330.0	10.41	300-399K	16	\$354.0	92.4	6	\$354.3	4.51	300-399K	6	\$443.9
400-499K	15	\$442.2	128.7	4	\$442.5	3.20	400-499K	6	\$443.9	234.2	6	\$447.5	12.00	400-499K	4	\$432.9
LS	SLD	AVG \$	CDOM	ACT	MED \$	MOI	MA	SLD	AVG \$	CDOM	ACT	MED \$	MOI	LS	SLD	AVG \$
100-149K	10	\$128.9	66.0	1	\$126.5	0.68	100-149K	52	\$133.3	32.9	2	\$136.2	0.46	100-149K	242	\$177.9
150-199K	35	\$183.8	62.0	2	\$186.0	0.19	150-199K	159	\$231.5	42.9	12	\$180.0	0.59	150-199K	202	\$268.5
200-299K	202	\$263.6	63.8	20	\$268.5	2.13	200-299K	20	\$327.2	82.9	37	\$221.4	2.79	200-299K	367	\$351.8
300-399K	367	\$351.8	68.0	65	\$350.0	3.93	300-399K	4	\$432.9	17.0	10	\$321.5	5.99	300-399K	336	\$444.8
400-499K	336	\$444.8	108.5	110	\$441.7	3.93	400-499K	2	\$425.0	6.06	2	\$425.0	6.06	400-499K	4	\$432.9

N	SLD	Avg \$	CDOM	ACT	MED \$	MOI	RRW	SLD	Avg \$	CDOM	ACT	MED \$	MOI
100-149K	1	\$115.0	235.0		\$115.0		100-149K	20	\$132.2	10.7		\$180.5	
150-199K	21	\$183.3	17.9	2	\$185.0	0.67	150-199K	92	\$179.2	17.7	1	\$255.3	0.29
200-299K	221	\$253.4	24.1	12	\$255.0	0.65	200-299K	420	\$253.2	25.7	19	\$345.0	1.35
300-399K	119	\$330.5	31.8	11	\$321.0	1.11	300-399K	367	\$345.7	44.6	34	\$440.0	2.67
400-499K	10	\$444.1	141.7	3	\$446.0	3.61	400-499K	226	\$442.9	50.5	34	\$430.0	4.08
NE	SLD	Avg \$	CDOM	ACT	MED \$	MOI	SWE	SLD	Avg \$	CDOM	ACT	MED \$	MOI
100-149K	26	\$131.3	10.5	1	\$135.3	0.46	100-149K	2	\$131.8	13.5		\$131.8	
150-199K	104	\$181.2	16.9	3	\$185.0	0.35	150-199K	18	\$190.4	43.0	1	\$192.5	0.67
200-299K	318	\$237.5	27.2	28	\$234.1	1.06	200-299K	367	\$255.2	33.8	28	\$255.0	0.92
300-399K	47	\$331.0	62.0	14	\$327.0	3.57	300-399K	268	\$342.7	40.9	43	\$340.0	1.93
400-499K	7	\$414.5	58.6	1	\$415.0	1.72	400-499K	138	\$440.1	76.5	19	\$435.8	1.65
NW	SLD	Avg \$	CDOM	ACT	MED \$	MOI	SWW	SLD	Avg \$	CDOM	ACT	MED \$	MOI
100-149K	28	\$119.6	16.4	1	\$119.4	0.43	100-149K	1	\$139.0	6.0		\$139.0	
150-199K	33	\$181.7	20.7	2	\$182.0	0.73	150-199K	2	\$197.5	1.0		\$197.5	
200-299K	321	\$254.5	23.8	14	\$254.0	0.52	200-299K	61	\$261.1	18.4	3	\$263.7	0.59
300-399K	170	\$333.2	29.7	12	\$326.5	0.85	300-399K	223	\$354.6	20.4	3	\$355.0	0.16
400-499K	102	\$450.1	56.6	18	\$447.2	2.12	400-499K	209	\$443.1	33.0	5	\$442.0	0.29
PF	SLD	Avg \$	CDOM	ACT	MED \$	MOI	W	SLD	Avg \$	CDOM	ACT	MED \$	MOI
100-149K	34	\$126.3	20.2	1	\$125.5	0.35	100-149K	5	\$146.6	12.0		\$146.2	
150-199K	376	\$183.2	15.5	8	\$185.0	0.26	150-199K						
200-299K	1154	\$244.1	36.4	116	\$242.0	1.21	200-299K	52	\$260.6	25.7	4	\$270.0	0.92
300-399K	259	\$338.4	98.2	109	\$333.0	5.05	300-399K	59	\$347.1	35.3	3	\$349.9	0.61
400-499K	16	\$428.9	95.4	19	\$420.5	14.29	400-499K	97	\$452.3	43.9	10	\$453.0	1.24
RRE	SLD	Avg \$	CDOM	ACT	MED \$	MOI	LW	SLD	Avg \$	CDOM	ACT	MED \$	MOI
100-149K	60	\$132.2	12.1		\$135.0		100-149K	6	\$136.5	35.8		\$137.5	
150-199K	367	\$179.4	18.2	9	\$182.0	0.29	150-199K	3	\$173.7	285.7	1	\$170.0	4.20
200-299K	781	\$240.6	31.1	88	\$235.0	1.35	200-299K	22	\$241.3	269.9	4	\$233.3	2.19
300-399K	350	\$340.3	71.7	78	\$335.0	2.67	300-399K	16	\$354.0	92.4	6	\$354.3	4.51
400-499K	103	\$437.6	71.7	35	\$430.0	4.08	400-499K	6	\$443.9	234.2	6	\$447.5	12.00