



**SEO Website Leads**


**Laura Duggan**


**36 closings  
\$21 million**


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For five decades and three generations, West Austin Properties has been passionately committed to the core values that guide it.

- 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.

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### Austin Property Search

Min Price:

Max Price:

Bed Rooms:

Min Baths:

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## "Don't Even Think About Buying or Selling A Home Until You Watch this Video!"

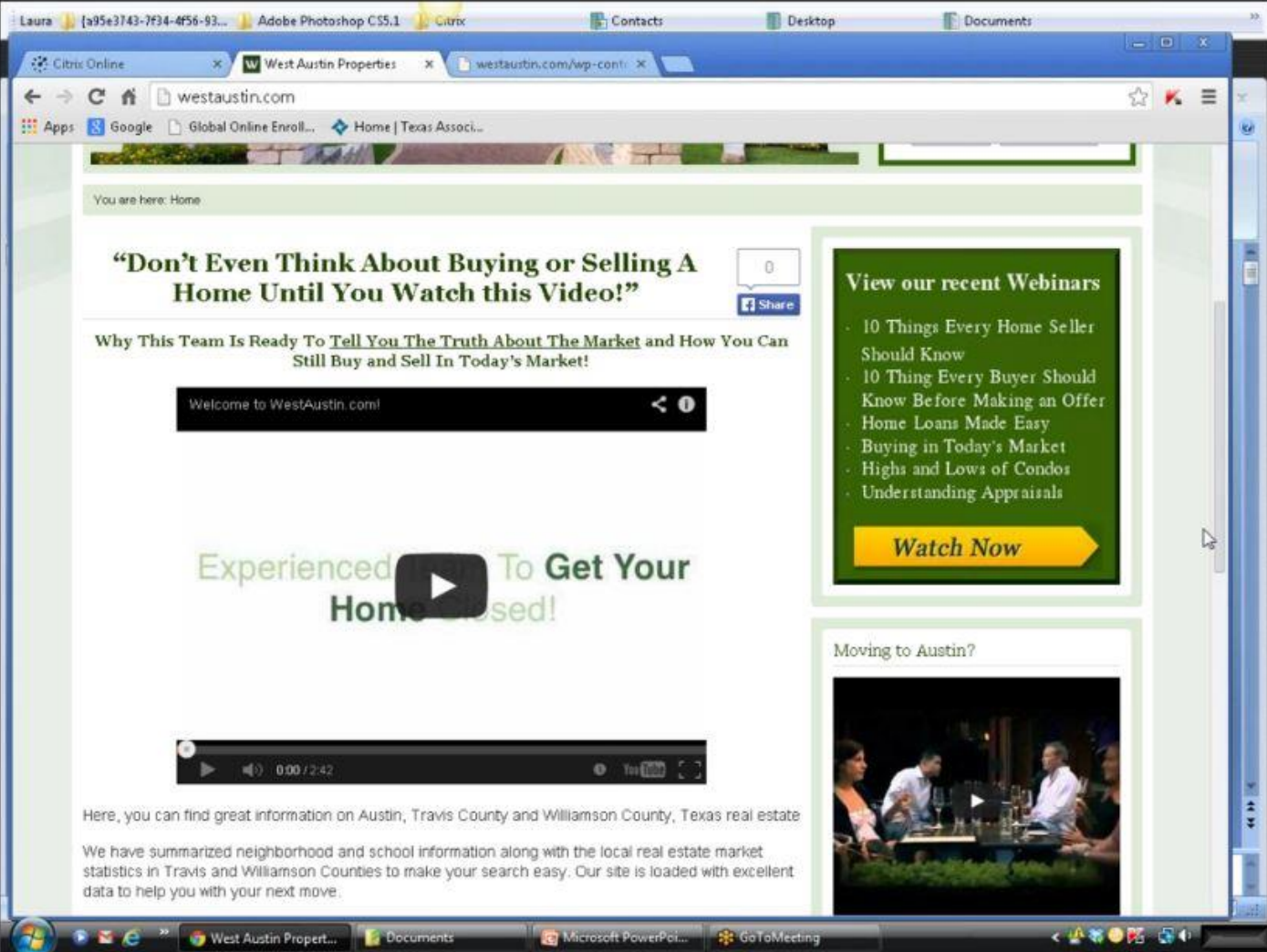
Why This Team Is Ready To Tell You The Truth About The Market and How You Can Still Buy and Sell In Today's Market!

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### 10 Things Every Home Seller Should Know

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Sales by Price Band

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- Understanding Appraisals

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### 10 Things Every Home Buyer Should Know Before Making an Offer

Here are 10 things every home buyer should know before making an offer on a home. By doing a little homework in advance, buyers can get an edge in the negotiation and avoid making a costly buying mistake. Buying a home is an exciting time. Do a little research before making an offer and you won't be

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10 Things Every Home Seller Should Know - Microsoft PowerPoint

Home Insert Design Animations Slide Show Review View

Clipboard Slides Font Paragraph Drawing Editing

1 10 Things Every Home Seller Should Know  
Step 5: The room to focus on

2 The photos are "your first drawing"

3 Look at the room before selling your home

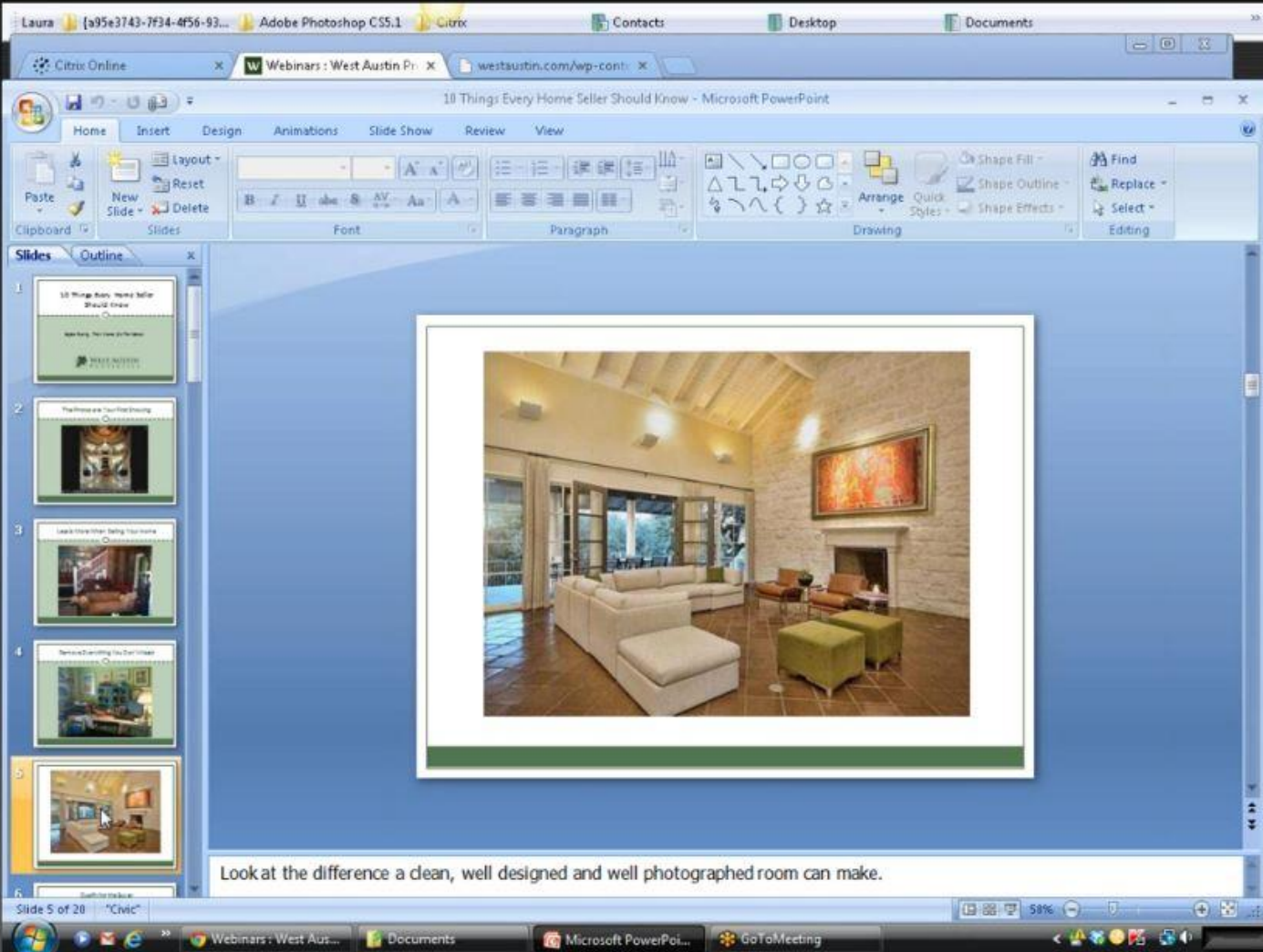
4 The room is "your first drawing"

5 Look at the difference a clean, well designed and well photographed room can make.

Slide 5 of 20 "Chic"

59%

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### Moving to Austin?



Laura Duggan

is the broker owner of West

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- Find the best comparables.
- Base results on closed sales, not listings
- Use dollar adjustments, not price per square foot.
- Reconcile the adjusted comparables – Don't just average them.

[The Highs & Lows of the Downtown Condo Market](#)

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#### Laura Duggan



is the broker owner of West Austin Properties, a second generation family owned real estate firm located in Austin, Texas. [more...](#)

#### Katy Duggan



has real estate in her blood and a passion for serving home buyers and sellers. She is a native Austinite and a third-generation Realtor, seeking to continue a family legacy [more...](#)

#### Gail Boston



Knows Austin. After growing up locally in Tarrytown and later living in Vienna, London and New York, [more...](#)

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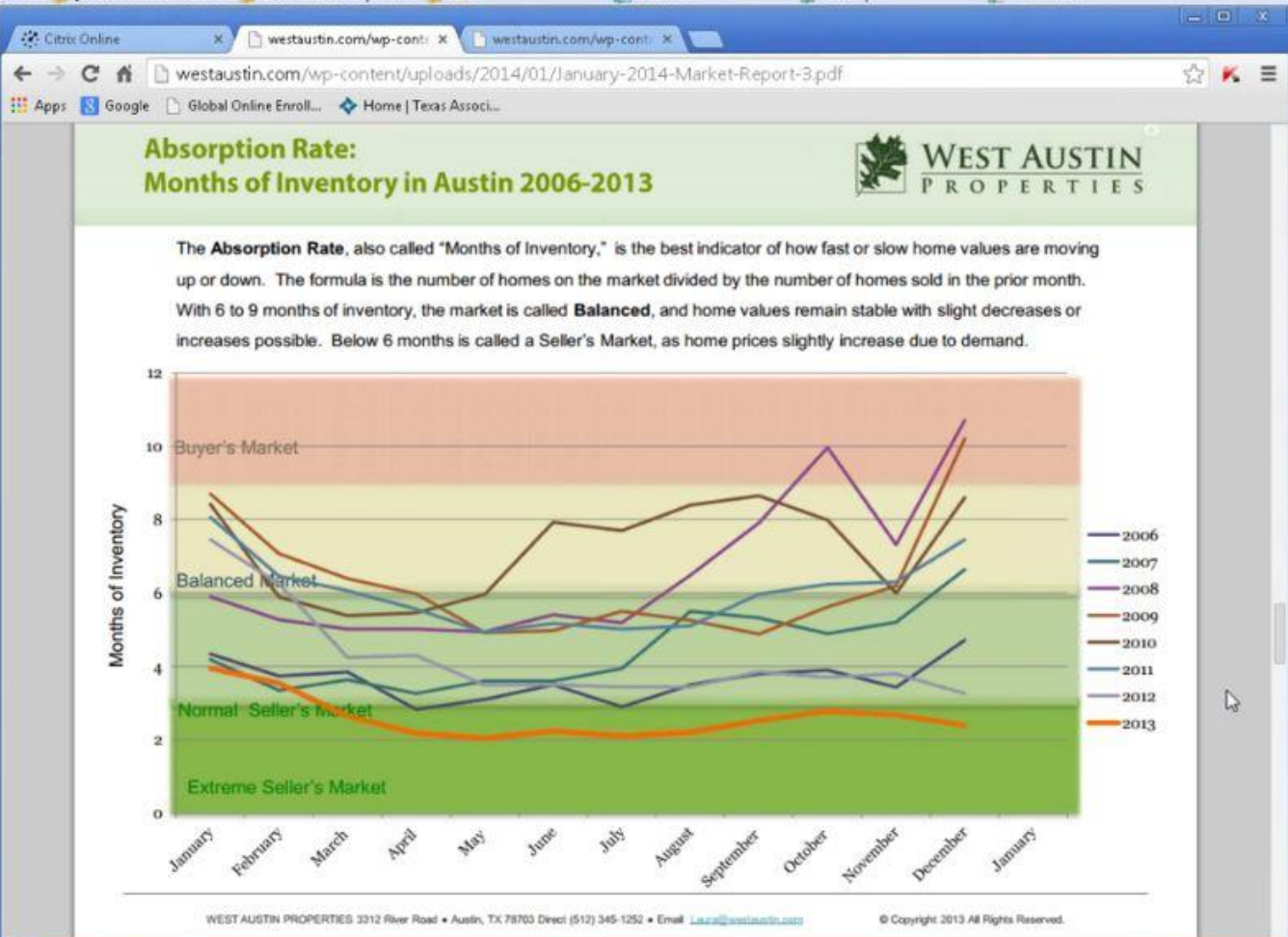
## Home Sales by Price Band- December 2013



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Overall we are in an Extreme Seller's Market with 2.4 months of inventory. On average, home prices are showing Extreme Appreciation. However, the Market is different based on demand and the number of homes for sale in each price range. Homes valued under \$1 million are in a Normal or Extreme Seller's Market.

Price Range	# of Solds	Active Listings	Months of Inventory	Market
\$0-\$100k	76	181	2.38	Extreme Sellers Market
\$100-\$200k	705	954	1.35	Extreme Sellers Market
\$200-\$300k	525	1074	2.05	Extreme Sellers Market
\$300-\$400k	239	741	3.10	Normal Seller's Market
\$400k-\$500k	150	493	3.29	Normal Seller's Market
\$500-\$600k	76	264	3.47	Normal Seller's Market
\$600-\$700k	19	184	9.68	Normal Buyer's Market
\$700-\$800k	27	145	5.37	Normal Seller's Market
\$800-\$900k	13	68	5.23	Normal Seller's Market
\$900-\$1M	18	72	4.00	Normal Seller's Market
\$1-\$2M	32	225	7.03	Balanced Market
\$2-\$3M	4	61	15.25	Extreme Buyer's Market
\$3M<	1	63	63.00	Extreme Buyer's Market
Overall MKT	1885	4525	2.40	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



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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 2,173 homes Pending in Austin, Texas. **This is the second highest number of January pendings in the last 7 years.** Because of qualifying, mortgage and approval rates it is taking longer to go from contract to close.

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Month	2006	2007	2008	2009	2010	2011	2012	2013
Jan.	1,500	1,600	1,400	1,300	1,400	1,500	1,900	2,900
Feb.	1,400	1,500	1,300	1,400	1,500	1,600	2,100	3,400
March	1,400	1,500	1,300	1,800	1,900	2,000	2,800	4,000
April	1,400	1,500	1,300	2,800	2,900	3,000	3,800	4,400
May	1,400	1,500	1,300	2,100	2,200	3,100	4,000	4,400
June	1,400	1,500	1,300	2,100	2,200	2,800	3,300	4,400
July	1,400	1,500	1,300	2,000	2,100	2,800	3,100	4,000
Aug.	1,400	1,500	1,300	2,000	2,100	2,500	3,000	3,500
Sept.	1,400	1,500	1,300	2,000	2,100	2,300	2,800	3,000
Oct.	1,400	1,500	1,300	2,000	2,100	2,200	2,400	2,800
Nov.	1,400	1,500	1,300	2,000	2,100	2,200	2,200	2,800
Dec.	1,400	1,500	1,300	2,000	2,100	1,800	2,000	2,200

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Our Top 5 Things to do in Austin: January 2014

January 1, 2014 by Laura Duggan · Leave a Comment

Happy New Year, fellow and future Austinites! The West Austin Properties team has put a list together of our top 5 favorite things to do this month in Austin. We hope you enjoy!

1. Wildflower Center Free Admission Month

If you haven't already been, now is the time to go! The entire month of January, explore the Lady Bird Johnson Wildflower Center for free! The Center's gardens display the native plants of the Central Texas Hill Country, South and West Texas, while the Plant Conservation Program protects the ecological heritage of Texas by conserving its rare and endangered flora. The Center has become one of the country's most credible research institutions and effective advocates for native plants.

Visit [www.wildflower.org](http://www.wildflower.org) for more information.

2. Barton Springs Polar Bear Splash

Ready to jump into the New Year? Then head down to Barton Springs today from 9:30 AM to 2:00 PM to swim in this annual New Year's Day event. The air may be cold but the water at the springs is 68 degrees all year. There will be plenty of hot coffee, cold water, free donuts, and this trademark Barton Springs Polar Bear Splash. Come on over and bring a...

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