



Austin Texas

Market Report



2 | About Real Consultants Mortgage and Real Estate

Real Consultants Mortgage and Real Estate Services was founded in 2005 by Devlin Duarte. We have grown from two desks in a bedroom with only one other agent, to four offices with over 65 Loan and Real Estate professionals throughout California. We put our Agents and Loan Officers first by helping them with resources and training that will help grow their book of business. With that same mentality, we believe clients should be educated on the Real Estate they purchase or the loan they end up getting. The reason behind creating this Real Estate market report is to give the client a snapshot of the area they are looking to purchase in before they make that decision.



Sam has nearly 20 years of experience in the financial, mortgage and real estate industries. A 2001 graduate from the United States Military Academy, West Point with a BS in Economics and Systems Engineering, Sam served as a Field Artillery Officer in the Army before beginning his career in financial services and real estate. He holds Series 7 and 66 securities licenses as well as California Real Estate Broker license.

Sam Escobar
CTO
Real Consultants
Mortgage and Real
Estate Services Inc.



President and Founder of Real Consultants Mortgage and Real Estate Services, Inc., brings over two decades of experience to the Mortgage and Real Estate industry. Established in 2005, his company has become a trusted name in the field under his leadership. Devlin graduated with a B.S. in Business Administration with a focus on Marketing from California State University Los Angeles in 2002. His dedication to excellence and deep understanding of the industry have been instrumental in shaping Real Consultants. Devlin Duarte continues to lead the company with a commitment to innovation and client Satisfaction.

Devlin Duarte
President
Real Consultants
Mortgage and Real
Estate Services Inc.

3 | How We Select Investment Markets

Ask a real estate agent in any city in the U.S. where the best place to buy investment property is, and the answer is the city they sell in. A bit biased no? Obviously not every property, in every city, in every state in the country actually makes sense to buy as an investment property. So what criteria makes a particular town ideal for real estate investing?

We Select Markets Based on Statistics, Data, and Financial Calculations:

Job Market

Must have a trend of continued job growth and a business friendly environment with nationally recognized employers regularly adding jobs

Vacancy Rate

The lower the unemployment rate, the lower the vacancy rate

Economic Diversity

We only select Metropolitan Statistical Areas (MSA's) that are robust with many different industries creating economic stability

Housing Affordability

With high affordability comes higher Cash-on-Cash Returns, increased demand, and more bang for your buck

Landlord Friendly State Laws

The state in which the city lies must have landlord friendly eviction and rent laws

Strong Education

There must be a wide array of prestigious colleges and universities which attract employers and help stimulate job and population growth

Property Management

Without this nothing else matters. We provide a unique concierge-experience with regular and open lines of communication. We strive to give the best service possible for the best value.

4 | Attractions, Culture, and Recreation

Austin, the capital of Texas, lies at the point where the Colorado River leaves the Edwards Plateau. The second-largest state capital in the United States, Austin was founded in 1839 and named after Stephen F. Austin, the “Father of Texas.”

Today, Austin is an important administrative, educational, and cultural center. The city is home to the University of Texas, the Lyndon B. Johnson Library and Museum, and the Bullock Texas State History Museum. Other tourist attractions include the red-granite State Capitol, which was modeled after the Capitol Building in Washington, D.C.

Despite being one of the fastest-growing cities in North America, Austin allows ample space to connect with nature.



The State Capitol and Visitors Center

Completed in 1888, the State Capitol and its 22 acres of grounds and monuments are home to the office of the State Governor and the Chambers of the Texas Legislature.

The visitor center is located on the grounds and features exhibits about the history of Austin and the state of Texas. This is a good place to begin exploring downtown Austin.

Also, free tours of the Capitol Building are given daily, except holidays!



Sixth Street

Austin is considered the “Live Music Capital of the World” thanks to the iconic Sixth Street. Sixth Street is Austin’s nightlife hub, where you’ll find more than 100 bars, restaurants, and music venues.

You’ll have several blocks to enjoy the vibrant atmosphere. On the weekends, the street is pedestrian-only and creates a fun atmosphere. Walk the street to see the glowing neon lights from the bars. You can find some cheap drinks, great live music, dancing, and more.



Zilker Metropolitan Park Attractions

Austin’s most popular green space, the 351-acre Zilker Park is a favorite recreation area that sits alongside Lady Bird Lake. The park’s grassy expanses and picnic sites are ideal for lazy afternoons, but there are also many recreational facilities for the public to enjoy.

Water recreation for all ages is popular at the park as well, with canoe and boat rentals available, as well as the family-favorite Barton Springs Pool.

5 | Attractions, Culture, and Recreation

Austin is a city that embraces its “weirdness” and is captivating enough to make it one of the best places to visit in Texas.

As the capital of Texas, Austin is a political, cultural, and entertainment hub with tons of things to do. Explore some of the Austin attractions to discover what makes the city a favorite destination in the Lone Star State.

With famous live music venues, vast urban parks, to unusual sights, you’ll have plenty of things to do in Austin. It’s a destination that everyone can enjoy.



Barton Springs Pool

The famous Barton Springs Pool is one of the most popular attractions in Austin. It’s a place for enjoying year-round swimming in ideal water conditions regardless of the season. Bring the entire family or go for a swim with friends.

Barton Springs Pool contains water from Barton Spring, one of the largest natural springs in Texas. The water is regulated for refilling the pool and cleaning.



Austin Aquarium

The Austin Aquarium opened in 2013 and quickly became one of the top family-friendly things to do in Austin. It’s the city’s main aquarium that’s home to over 8,000 animals.

Explore the various interactive activities and get hands-on with your favorite animals.

Austin Aquarium is a large facility that holds more than just marine life. It features animals from the ocean, desert, and tropical regions.



The University of Texas at Austin Campus

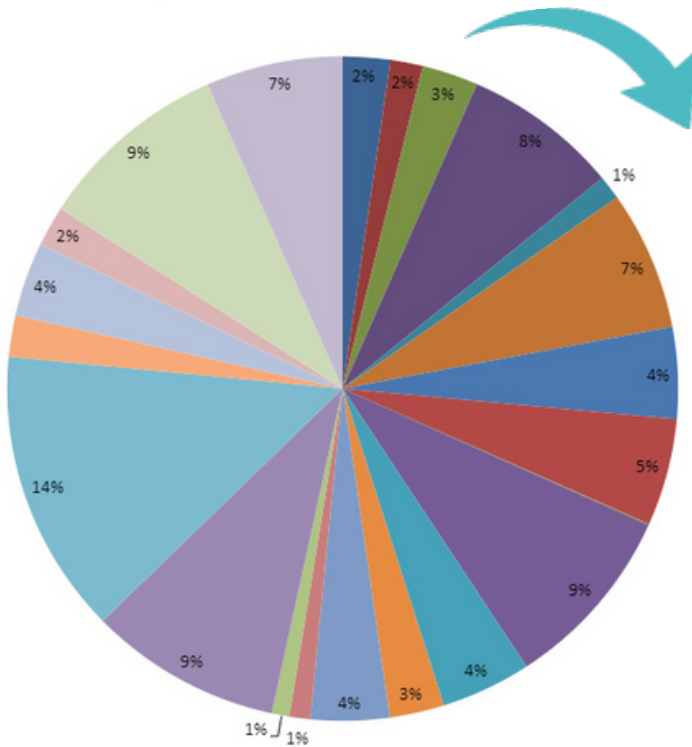
Austin is home to the University of Texas (UT), a major public university. It’s a historical university founded in 1883 and remains one of the leading universities in the country.

The beautiful campus is worth checking out, and we recommend taking a guided tour of the campus which is one of the best things to do in Austin.

6 | Economic and Business Climate



Industry Diversity



- Architecture and Engineering Occupations
- Arts, Design, Entertainment, Sports, and Media Occupations
- Building and Grounds Cleaning and Maintenance Occupations
- Business and Financial Operations Occupations
- Community and Social Service Occupations
- Computer and Mathematical Occupations
- Construction and Extraction Occupations
- Education, Training, and Library Occupations
- Farming, Fishing, and Forestry Occupations
- Food Preparation and Serving Related Occupations
- Healthcare Practitioners and Technical Occupations
- Healthcare Support Occupations
- Installation, Maintenance, and Repair Occupations
- Legal Occupations
- Life, Physical, and Social Science Occupations
- Management Occupations
- Office and Administrative Support Occupations
- Personal Care and Service Occupations
- Production Occupations
- Protective Service Occupations
- Sales and Related Occupations
- Transportation and Material Moving Occupations

Source: U.S. Bureau of Labor Statistics

7 | Economic and Business Climate



New Jobs and Expansions

- Although Austin didn't experience as much growth this year (For reference, 24,535 jobs were tracked in 2021 and 11,222 jobs were tracked in 2022), it continues to expand its employment options according to the Austin Chamber. Of the 117 companies tracked by the Austin Chamber, 66 expanded and 51 relocated to Austin from elsewhere.
- Many of the jobs announced this year could be credited to Cellink, a circuit manufacturer that announced plans to open a manufacturing facility and hire roughly 2,000 employees.
- Tiktok came in second with its announcement of 750 jobs and a 126,000 square-foot lease at 300 Colorado.
- Thanks in large part to jobs attributed to Cellink, the manufacturing and logistics industry made up a little less than half of the total jobs on this year's list. As expected the tech industry continues to be a major contributor of jobs to Austin, making up 24.6% this year compared to 29.9 % last year.

According to Zillow, Austin's housing market is on a promising upswing, driven by limited supply, high demand, and rising property prices. Major corporations like Tesla, Samsung and Apple are fueling the boom by taking advantage of tax cuts and establishing offices in the city.

Over the past decade, Austin has expanded by a remarkable 30%, partly thanks to the infusion of tech firms and the flourishing semiconductor and software industries in the region. This progressive and eccentric city has become a hub of innovation and opportunity. A testament to Austin's economic strength is its unemployment rate, standing at an impressive 3.4%, significantly lower than the national average.

In conclusion, Austin's housing market is an attractive and promising investment opportunity, driven by robust economic factors, corporate interest, and a thriving tech ecosystem. Despite some fluctuations in specific metrics, the overall trajectory points to a favorable outlook for the city's real estate.

8 | Key Industries

Advanced Manufacturing

Some of the world's most advanced products are designed and/or made and assembled in Austin, TX. The region supports manufacturers through a geo-central location in a business-friendly state, low tax burden, no state income tax, and living costs below the national average. Nearly 450 high-tech manufacturing firms employ 39,000, up 26 percent since 2009. High-tech manufacturing currently represents 63 percent of the region's manufacturing employment.

Clean Technology

Austin is leading the clean technology revolution. Their vibrant region is home to industry-leading wind turbine manufacturers, system integrators, and solar companies. They also support clean energy research and development, biofuels, and energy storage with their highly educated workforce.

Corporate HQs & Regional Offices

Austin's attractiveness as a place to live and work is a huge draw for companies looking to establish corporate and regional headquarters. Freescale Semiconductor, Whole Foods, Dell and National Instruments are just some of the companies with corporate headquarters in greater Austin. An array of other world-renowned businesses operate in Austin, in research and development, manufacturing and back-office facilities.

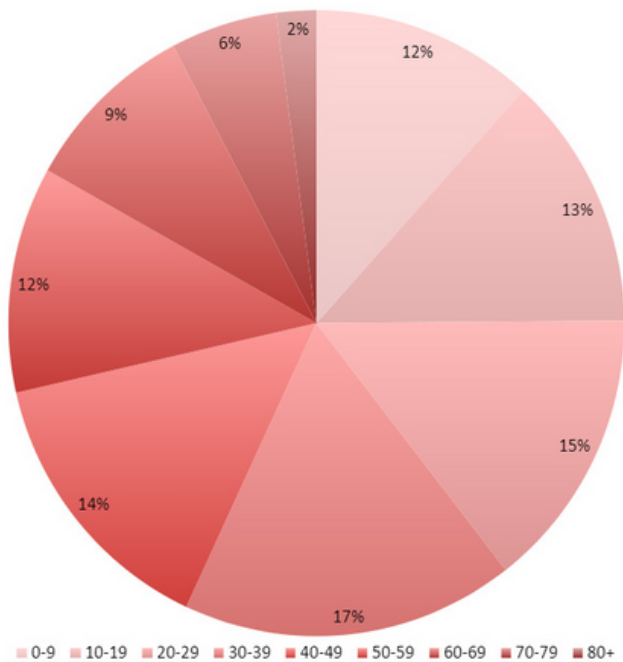
Data Management

A growing data management cluster is at the heart of Greater Austin's dynamic high-tech economy. Located in the central time zone with a low risk for natural disasters, abundant telecom and low electric rates, the region has attracted key players in the data center industry, including AMD, IBM, Cisco, Citigroup, Dell, Hewlett-Packard, Intel, and Oracle.



9 | Demographics

Percentage of Population by Age



Source: AustinChamber.com

Cost of Living in Austin-Round Rock, TX MSA Compared to the U.S.

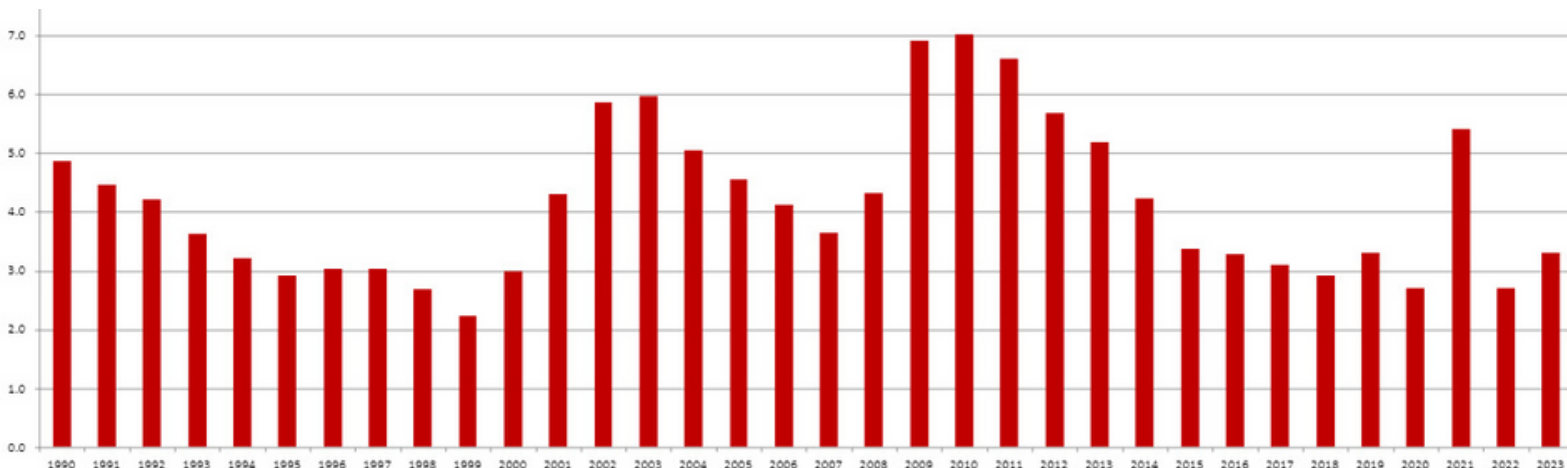
Cost of Living	Austin	Texas	United States
Overall	129.4	94.2	100
Grocery	96.7	93.7	100
Health	101.6	100	100
Housing	189	83.5	100
Utilities	99.1	99.2	100
Transportation	109.9	103.3	100
Miscellaneous	105.9	83.2	100

Austin-Round Rock, TX Metro

- Population: 2,352,426
- Median Age: 35.9
- Median Household Income: \$86,530
- Households: 955,207
- Housing Units: 996,718
- Vacant Units: 4%

Source: Sperling's Best Places, 2021 & Censusreporter.com

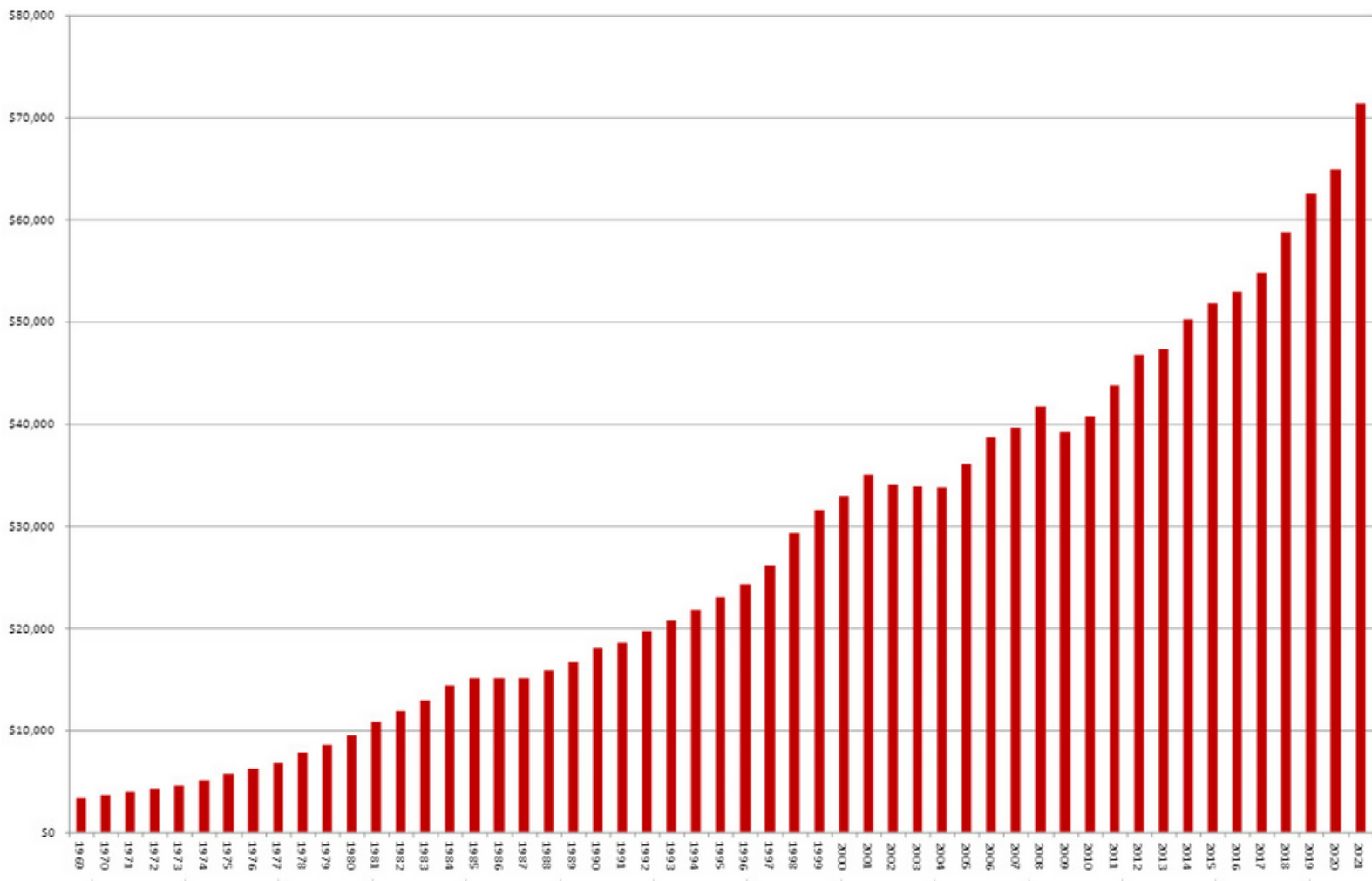
Historical Unemployment Rate of Austin, TX MSA



Source: fred.stlouis.org

10 | Demographics

Per Capita Personal Income Trend



Source: FRED Economic Data



11 | Education

Austin, Texas offers a variety of educational opportunities. It's home to the University of Texas at Austin, a renowned public research university, as well as several other colleges and schools. The Austin Independent School District (AISD) serves K-12 students in the area, and there are also many private and charter schools available. Additionally, Austin has a thriving cultural and tech scene, making it a hub for lifelong learning and professional development.

Index	Austin	Texas	National
Average Test Scores	49%	47%	48%
Student/Teacher ratio	14:1	14:1	16:1
Total public schools	195	7,418	79,221
Total private schools	49	1,267	24,874
Total post-secondary schools	30	463	7,963

Source: areavibes.com



12 | National Rankings and Accolades



Moving to Austin

- Austin ranked #1 for Most pet-friendly City for Renters (Zillow)
- Austin was ranked #1 in the Best State Capitals for Safety in America (WalletHub)
- Ranked #2 as Fastest Growing City in the US (The American Project Report)
- Austin Ranked #4 on the Financial Health Index (TheCreditReview)

Real Estate in Austin

- Austin is the #2 most preferred market for Real Estate Investors (CBRE)
- Austin is the Best Housing Market for Growth and Stability (SmartAsset)

Jobs in Austin

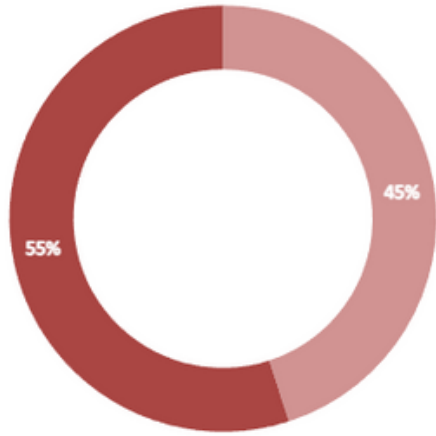
- Austin ranks as one of the Top 5 Startup Hubs (Stripe)
- Austin is the 2nd Hottest Job Market in Annual WSJ Ranking (Wall Street Journal)
- Austin is the #2 Best-Performing City in Economic Growth (Milken Institute)
- Austin ranked #4 in Tech Workforce in America Report (CompTIA)

Life in Austin

- Ranked as one of the most fun cities in America (The Human Rights Campaign)
- Austin is one of the Top 10 Best Cities for Food in the U.S (Food & Wine)
- Austin is the Top 10 Best City to Start a Career (WalletHub)

13 | Housing Market

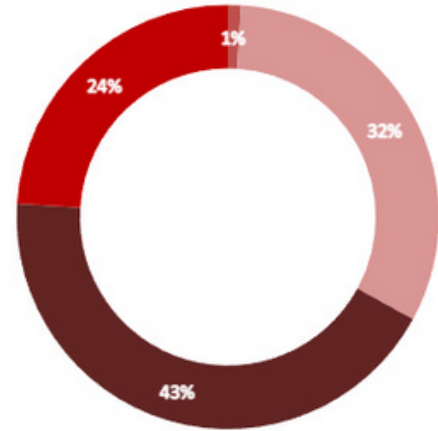
Austin-Round Rock, TX MSA Homeownership vs. Renter



■ Owner Occupied ■ Renter Occupied

Source: censusreporter.org

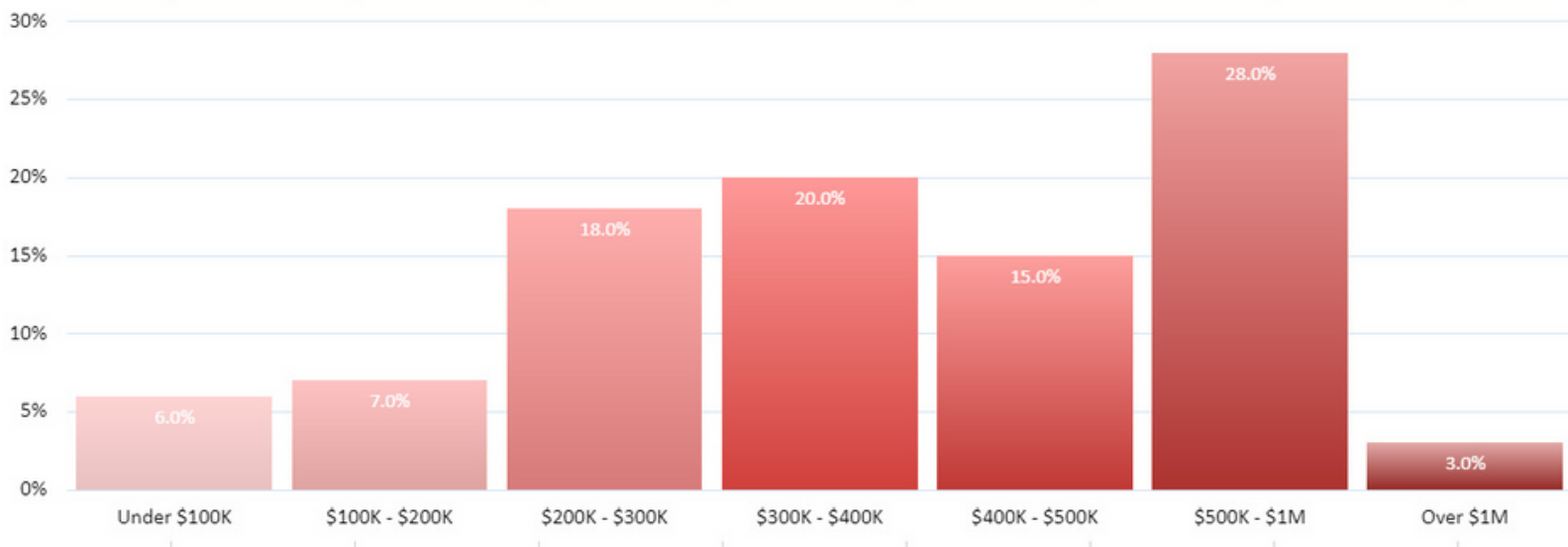
Austin-Round Rock, TX MSA Apartment Rent Ranges



■ \$701 - \$1,000 ■ \$1,001 - \$1,500 ■ \$1,501 - \$2,000 ■ > \$2,000

Source: rentcafe.com

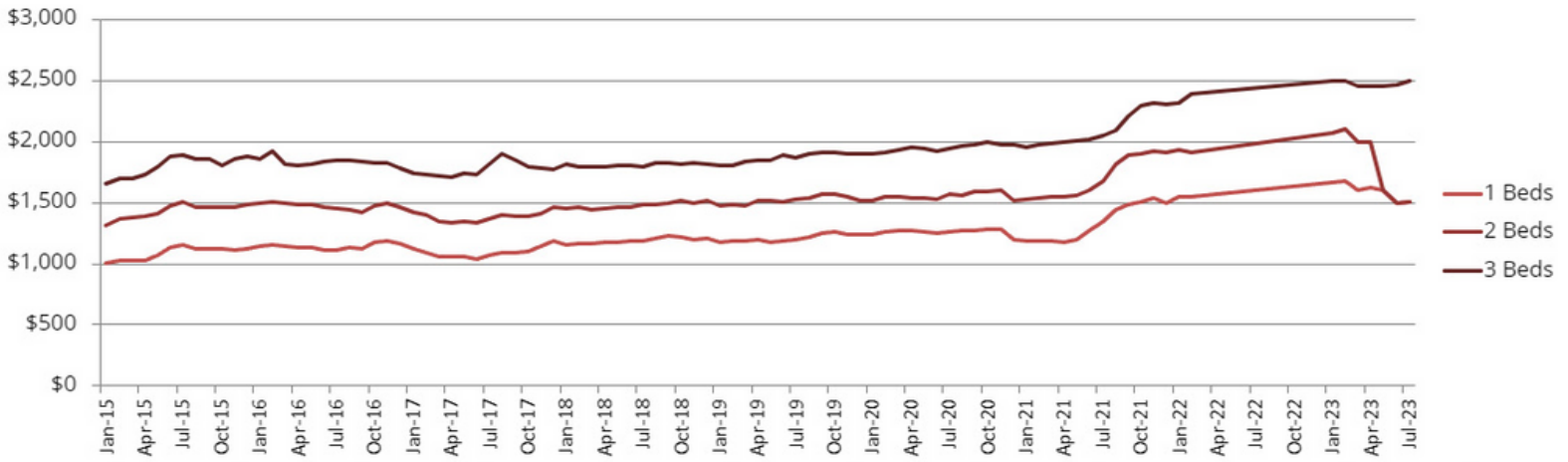
Austin-Round Rock, TX MSA Value of Owner-Occupied Housing Units



Source: censusreporter.org

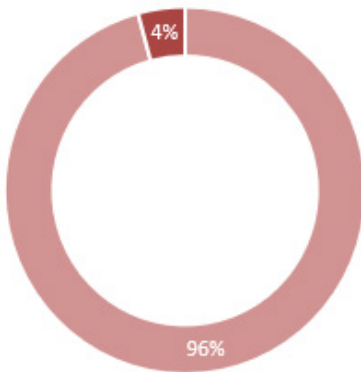
14 | Housing Market

Austin, TX MSA Rent Trends (2015 - 2023)



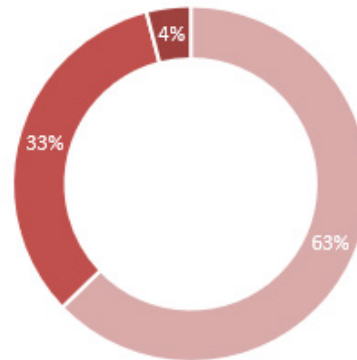
Source: Zumper.com

Austin, TX MSA 2022 Vacant Units



■ Occupied ■ Vacant

Austin, TX MSA Type of Structure



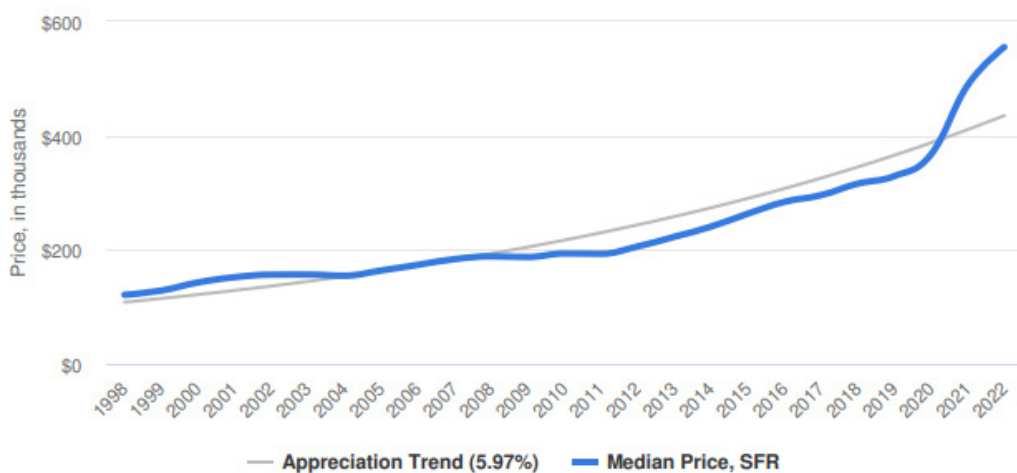
■ Single Unit ■ Multi-Unit ■ Mobile home

Source: censusreporter.org



15 | Housing Market

Austin-Round Rock, TX MSA Historical Appreciation Trend



Year	Price	Appreciation
1998	\$121,100	-
1999	\$128,600	6.19%
2000	\$142,800	11.04%
2001	\$152,000	6.44%
2002	\$156,500	2.96%
2003	\$156,700	0.13%
2004	\$154,700	-1.28%
2005	\$163,800	5.88%
2006	\$173,700	6.04%
2007	\$183,700	5.76%
2008	\$188,600	2.67%
2009	\$187,400	-0.64%
2010	\$193,600	3.31%
2011	\$193,100	-0.26%
2012	\$206,000	6.68%
2013	\$222,900	8.20%
2014	\$240,700	7.99%
2015	\$263,300	9.39%
2016	\$284,000	7.86%
2017	\$295,800	4.15%
2018	\$315,900	6.80%
2019	\$329,200	4.21%
2020	\$367,100	11.51%
2021	\$488,600	33.10%
2022	\$555,400	13.67%



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