


WACO
ANNUAL
REPORT
2015

PRESENTED BY



REAL ESTATE



We Love This City.
We Love The Friendly People.
We Love The Local Vibe.
We Love The Local Economy.

We Love Where We Live,
and So Should You.

AG

REAL ESTATE

www.WeLoveWaco.com

Dear Neighbor,

It is a pleasure to share with you our first annual review of the Greater Waco real estate market. In this report, which is based on extensive research within our local multiple listing service, you'll have an opportunity to examine the 2014 market trends and relative statistics for what's happening in your neighborhood. In this report, we chose to give an overview for many of the neighborhoods that we've noticed have gained momentum over the last few years. I hope you will enjoy this report and find it useful.

Our overall market continues to perform with very healthy levels of activity.

If you are considering making a move this year, thinking about downsizing or perhaps are outgrowing your current space, we would be delighted to have a confidential conversation with you as you consider your options. To get a quick look at what is available in the marketplace, remember to visit www.TheWacoHomeFinder.com. Or, if you're entertaining the idea of selling your home, be sure to submit your home address at www.MyWacoHomeValue.com for fast and free home evaluation.

In other news, we recently moved our offices to our new location at Badger Ranch in Woodway. We believe this a great place for us plant our office roots and serve our clients. Come see us!

Lastly, Waco, TX is no longer just a dot on the map along I-35. There is great energy and enthusiasm that is happening here and the future is nothing less than very bright. We love it so much, we bought the domain and relaunched our company web address at www.WeLoveWaco.com. We hope when the time comes for you to make your next move, you'll come visit us at www.WeLoveWaco.com!

All the best and #LoveWhereYouLive,



Ashton Gustafson

Owner/Broker

A.G. Real Estate & Associates, Inc.



ABOUT ASHTON

- Selected by Realtor Magazine in 2010 as one of the top 30 agents in the U.S. under 30.
- Graduate of Baylor University: B.A. Marketing
- Personally closed over 500 homes sales in first 10 years his real estate career.
- Nationally recognized real estate speaker and trainer.

Ashton Gustafson is a Baylor University graduate and is the President/Chief Dreamer Upper at A.G. Real Estate and Associates, in Waco, TX.

When you meet Ashton Gustafson you will quickly learn he has two passions: challenging the status quo and changing the world as we know it. Fueled by these two passions, Ashton is in the early stages of producing world changing Real Estate, Marketing, Writing and Speaking careers. He currently owns and operates two real estate companies, speaks across the country at numerous events, authors a blog, and is the author of the forthcoming book *Let The Music Play: A Manifesto on Making Music With Your Life, Family, and Business*.

OUR AGENTS



CHRISTEN BATSON

Realtor Associate

Christen grew up in Waco and graduated from Baylor University with a degree in business. Her promise is to serve you by providing accurate and prompt information, in-depth knowledge of market trends and an unbeatable work ethic.



AUSTIN HOOPER

Seller Representative Specialist

Whether you're a first-time homebuyer, or are ready to sell and move on to your next home, Austin's relaxed, friendly approach coupled with a "make it happen" drive will ensure that the process is FUN and as stress-free as possible.



LISA HOOPER

Realtor Associate

Lisa strives to give her clients peace of mind in knowing she is looking out for their best interest. So whether the goal is to buy or sell, stage or show your home, Lisa will provide just the type of creative service necessary to meet that goal.



CINDY MARABLE

GRI, CNE, Certified Stager

Cindy started in real estate over 10 years ago after a career in education. Her prior experience prepared her for guiding her clients through the buying / selling process, negotiating the best deal and problem-solving as needed.



TANYA MURPHY

Realtor Associate

Tanya brings two decades of experience including building, designing and remodeling dozens of homes. Her expertise is an added bonus for both buyers and sellers as she can see beyond "what is" to "what could be" in a home.

YEAR END TOTALS

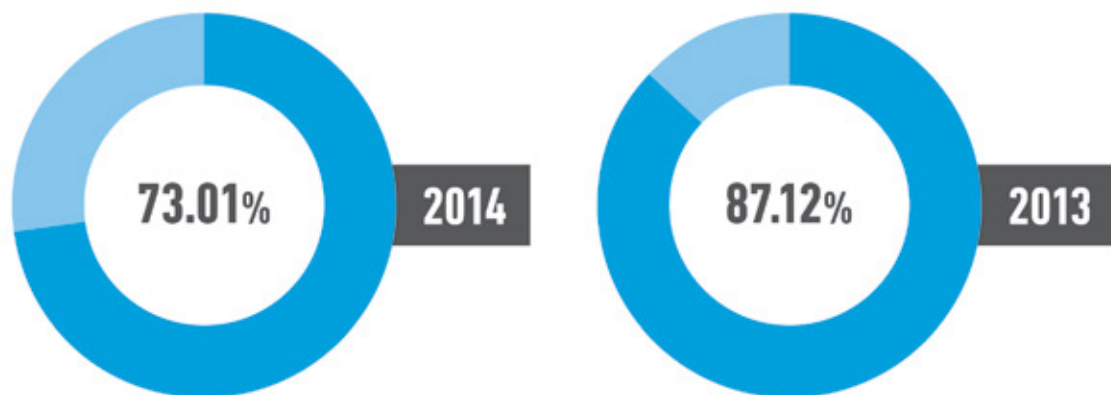
TOTAL LISTED



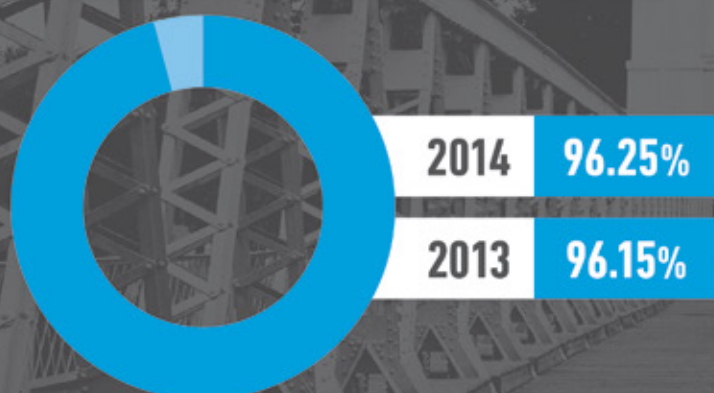
TOTAL VOLUME SOLD



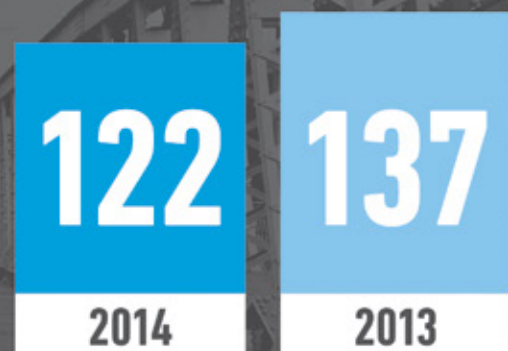
PERCENT SOLD



SALES PRICE / LIST PRICE RATIO



AVERAGE DAYS ON MARKET



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BADGER RANCH WOODWAY

YEAR	SALES	AVG. LIST PRICE	AVG. SALES PRICE	AVG. D.O.M.	AVG. PRICE PER S/F
2014	4	\$429,550	\$413,750	165	\$133.46
2013	5	\$494,660	\$476,793	139	\$138.71

Badger Ranch is the Waco area's premier master planned community and is central to all the new growth in Waco. It is conveniently located only minutes from Baylor University, Downtown Waco, local hospitals, dining and shopping venues. South Bosque Elementary, part of the highly acclaimed Midway ISD system, is located within the subdivision. The scenic layout of Badger Ranch encompasses views of Lake Waco and the middle Bosque River, as well as the centerpiece - spring fed, Badger Lake.

AUSTIN COLONY CHINA SPRING

YEAR	SALES	AVG. LIST PRICE	AVG. SALES PRICE	AVG. D.O.M.	AVG. PRICE PER S/F
2014	3	\$371,150	\$375,000	200	\$109.87
2013	3	\$324,300	\$312,000	294	\$107.37

Located just off China Spring Road between Bosqueville & China Spring. This 90-lot, 10 year old master planned community boasts the acclaimed China Spring School District and City of Waco services. This prestigious community offers homeowners half acre to 3-5 acre lots surrounded by a dense perimeter of large, mature trees, creating a peaceful, family-oriented community. Properties range in price from \$300-400K and 2,500-4,000 Square Feet.

CASTLE HEIGHTS WACO

YEAR	SALES	AVG. LIST PRICE	AVG. SALES PRICE	AVG. D.O.M.	AVG. PRICE PER S/F
2014	2	\$167,450	\$157,450	39	\$68.04
2013	8	\$339,500	\$322,500	135	\$99.15

The centrally located Austin Avenue neighborhood is rich in history and architectural diversity. Through the years, the area was home to celebrated local politicians, Baylor University faculty, business leaders, authors, and artists. The residential community enjoys running, walking, and cycling under the canopy of trees. Adjacent to the residential area, the neighborhood which is just minutes from Downtown, also offers bed and breakfasts, restaurants, and a thriving commercial corridor.

MOUNTAINVIEW WACO

YEAR	SALES	AVG. LIST PRICE	AVG. SALES PRICE	AVG. D.O.M.	AVG. PRICE PER S/F
2014	133	\$155,752	\$147,522	112	\$70.08
2013	126	\$151,291	\$141,809	145	\$68.49

Some of northwest Waco's finest homes nestled among huge live oak trees, larger lots, and proximity to schools, shopping, churches, grocery stores, and restaurants make this area the heart of Waco. Most of the neighborhoods were established beginning in the 1950s with continued growth through the years. Much sought after character and charm awaits you in this area. Home to both Vanguard Preparatory School & Mountainview Elementary, with close proximity to Mountainview Park.



HIDDEN VALLEY MCGREGOR

YEAR	SALES	AVG. LIST PRICE	AVG. SALES PRICE	AVG. D.O.M.	AVG. PRICE PER S/F
2014	15	\$586,933	\$598,873	180	\$128.90
2013	11	\$673,691	\$641,090	252	\$129.76

Located just south of Hwy. 84 in McGregor, Hidden Valley is a tranquil neighborhood with rolling, wooded hills and stately homes on over-sized lots. This area is popular for families with students enrolled in Midway ISD, those looking for new construction, and buyers that want a hill country lifestyle in Central Texas.



HILLS OF CHILDRESS CREEK CHINA SPRING

YEAR	SALES	AVG. LIST PRICE	AVG. SALES PRICE	AVG. D.O.M.	AVG. PRICE PER S/F
2014	9	\$342,553	\$331,422	188	\$107.65
2013	15	\$383,204	\$358,967	182	\$105.61

The Hills of Childress Creek neighborhood in China Spring is approximately 17 miles from Downtown Waco. Formerly a 2,000 acre ranch, this neighborhood features tracts of land from ½ to 20 acres. The homes range in price from 300-600K. The acclaimed China Spring school district is 3A. The China Spring area is a mixture of farmland, cattle ranches, numerous subdivisions and country estates. The area is blessed with wildlife and is popular with outdoor enthusiasts.



CHAPMAN FARM HEWITT

YEAR	SALES	AVG. LIST PRICE	AVG. SALES PRICE	AVG. D.O.M.	AVG. PRICE PER S/F
2014	10	\$214,730	\$211,090	77	\$101.87
2013	8	\$204,531	\$202,206	113	\$97.94

Located off of Chapman Road in Hewitt, Chapman Farm offers homes built primarily in the last decade with square footages from 2,000-3,500 square feet and price ranges from \$150,000-\$350,000. This area sends students to Cattleman Creek Elementary.



TWIN RIVERS WOODWAY

YEAR	SALES	AVG. LIST PRICE	AVG. SALES PRICE	AVG. D.O.M.	AVG. PRICE PER S/F
2014	37	\$303,961	\$299,114	116	\$115.54
2013	31	\$311,045	\$300,423	139	\$133.78

The Villages at Twin Rivers welcomes you to savor the amenities of a premier master-planned community and is conveniently located off Hwy. 84, just minutes from Waco, in the Midway School District. The subdivision began in 2003, and properties range in price from \$200-600K with square footages in the range of 2,000-5,000. Twin Rivers is also home to Twin Rivers Golf Club. Stroll the greenbelt that links these enclaves to an 8-acre lake. Catch your breath by the pool or spend it on the tennis courts at the recreation center.



VIKING HILLS WACO

YEAR	SALES	AVG. LIST PRICE	AVG. SALES PRICE	AVG. D.O.M.	AVG. PRICE PER S/F
2014	3	\$125,720	\$123,333	102	\$63.33
2013	1	\$143,900	\$138,900	156	\$80.48

Viking Hills offers affordable homes just minutes from Lake Waco, Ridgewood Country Club and Viking Hills Park. Most of this neighborhood was established in the 1960s and offers character and charm found in this era of construction. Homes vary in size and price ranges are typically \$200,000 and below. This neighborhood is serviced by nearby Parkdale Elementary.



SUNWEST VILLAGE WOODWAY

YEAR	SALES	AVG. LIST PRICE	AVG. SALES PRICE	AVG. D.O.M.	AVG. PRICE PER S/F
2014	10	\$263,832	\$249,391	70	\$102.74
2013	15	\$258,467	\$252,320	215	\$107.15

Sunwest Village is located off Highway 84 between Old Lorena Rd and Harris Creek Rd on the Southwest side of Waco. The subdivision is in the much sought after Midway School district, and is serviced by the top-rated South Bosque Elementary School. Properties range from 1,800-3,500 square feet ranging in price from the mid \$200-high \$300K.



STONE CREEK RANCH MCGREGOR

YEAR	SALES	AVG. LIST PRICE	AVG. SALES PRICE	AVG. D.O.M.	AVG. PRICE PER S/F
2014	9	\$429,977	\$418,648	127	\$122.17
2013	10	\$397,065	\$386,990	155	\$116.27

Located just off of Hwy 84 West past Harris Creek Church. This subdivision boasts luxury homes on tree-covered lots ranging from 1/2 acre to 2 acres. Homes range from 2,400-6,000 square feet and are priced from the mid \$200s and up. Stone Creek is served by the popular Midway ISD and highly-rated South Bosque Elementary. Various lots are still available for purchase.



OAK RIDGE WOODWAY

YEAR	SALES	AVG. LIST PRICE	AVG. SALES PRICE	AVG. D.O.M.	AVG. PRICE PER S/F
2014	4	\$217,503	\$183,681	145	\$107.55
2013	2	\$221,450	\$221,450	499	\$114.79

The charming community of Oak Ridge is located just off US Hwy 84 between Hewitt Dr. and Ritchie Rd. This Woodway community in desirable Midway ISD – just minutes from Baylor and Downtown Waco – offers the convenience of nearby shopping, churches, and hospitals. With homes being established in the early 1990s, owners find themselves surrounded by beautiful, well established trees and terrain.



HUNTERS RUN WOODWAY

YEAR	SALES	AVG. LIST PRICE	AVG. SALES PRICE	AVG. D.O.M.	AVG. PRICE PER S/F
2014	7	\$347,529	\$342,057	71	\$114.18
2013	4	\$338,575	\$328,448	62	\$112.54

The Hunters Run neighborhood, established in 1999, is located off of Hwy. 84 just minutes from Waco, and is served by the highly acclaimed Midway School District. The convenience of nearby shopping, restaurants, banking, coffee shops, churches, and the Carleen Bright Arboretum make this a Woodway favorite.

HARRIS CREEK MCGREGOR

YEAR	SALES	AVG. LIST PRICE	AVG. SALES PRICE	AVG. D.O.M.	AVG. PRICE PER S/F
2014	3	\$269,300	\$265,750	57	\$96.22
2013	3	\$187,433	\$183,300	71	\$90.07

Located just 7 miles west of Waco on US Hwy 84, Harris Creek Country Estates has all the serenity of country living with city style! Surrounded by large oak trees, with properties built in such a way as to preserve the natural landscape of the area and add to the charm and character of its wide variety of home styles, with many established in the early 1970s to new construction today. Conveniently located minutes from churches, local hospitals, dining, and shopping venues, as well as being part of the highly acclaimed Midway ISD, make Harris Creek a wonderful place to live.

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