

# Sotheby's

INTERNATIONAL REALTY



Spanish Colonial Masterpiece, Pasadena, CA | web: 0277698 | \$2,599,000

## Pasadena Market Update

### Third Quarter 2015

PASADENA BROKERAGE

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All data within this document is pulled from the Pasadena MLS.



## A MESSAGE FROM OUR MANAGER: Jeff Maynard

I am pleased to report that in the third quarter of 2015, three of the five areas in this market report enjoyed a steady increase in their average sales prices according to the Pasadena Foothills Association of Realtors ITEC Multiple Listing Service. The number of units sold in three of the five areas was up, with La Canada and San Marino showing a slight dip in units sold. Days on Market was down in all areas except San Marino which took an additional nine days on average to sell a home and where the average sales price was also down. This may be attributed to a number of factors, one of which may have to do with the volatility in the Chinese economy. We at Sotheby's International Realty, having 800 offices around the world in 61 countries, are uniquely positioned to help all of our clients navigate through the ever changing real estate landscape.

## FEATURED LISTINGS



LA-CANADA FLINTRIDGE | \$3,980,000 | web: 0277588



PASADENA | \$3,900,000 | web: 0277702



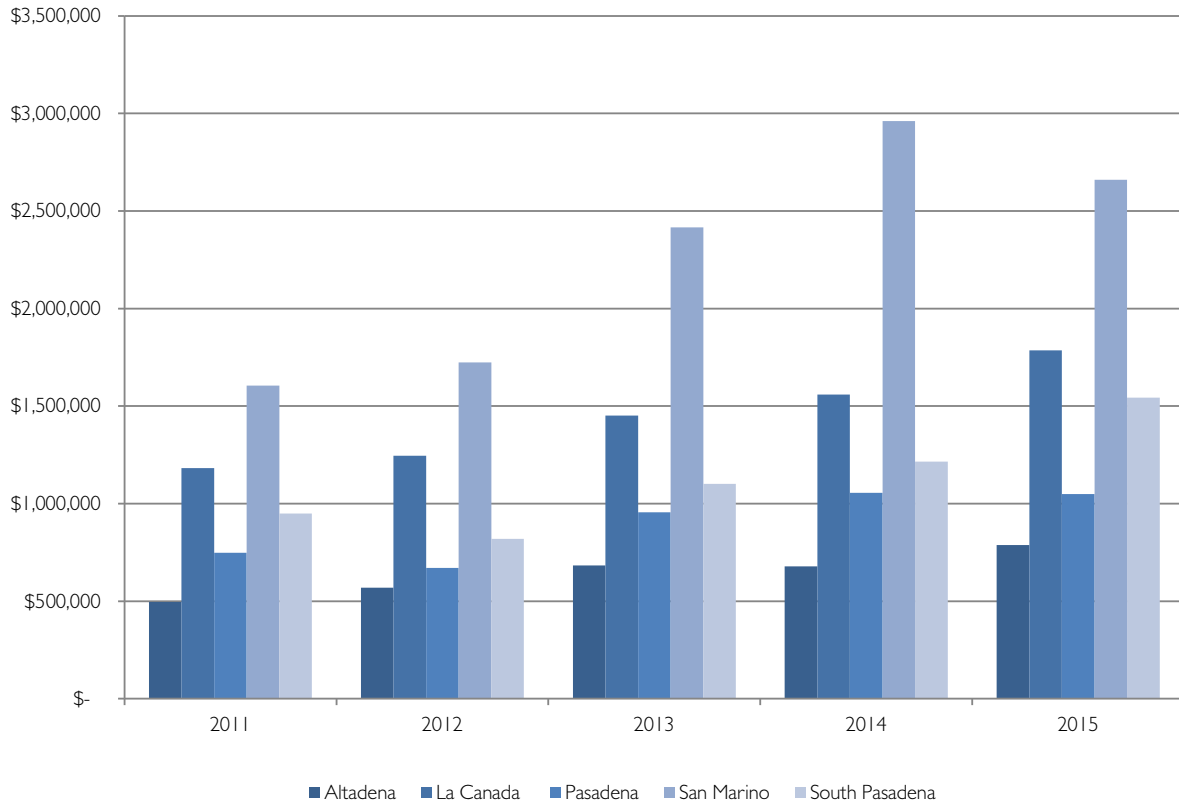
PASADENA | \$2,750,000 | web: 0277662



SAN MARINO | \$2,338,000 | web: 0277683

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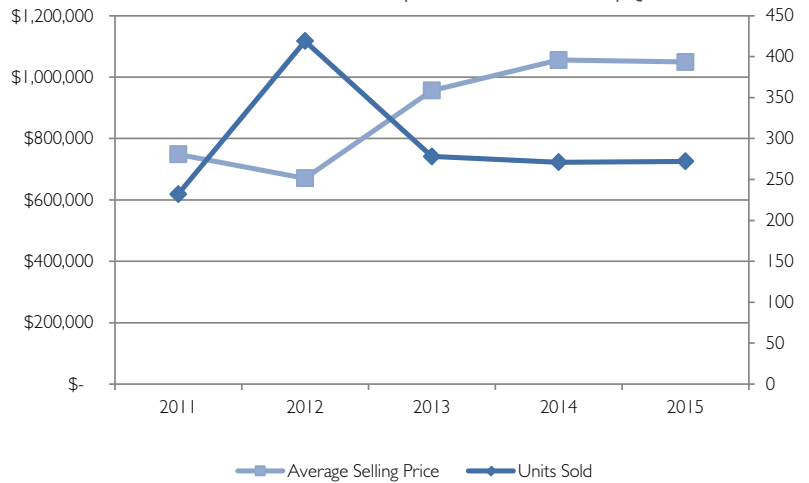
### FIVE YEARS OF AVERAGE SELLING PRICES | Q3



## PASADENA

Pasadena is a world-class model of a successful urban community, and its distinctive quality of life is exemplified by its unparalleled beauty, culture and diversity. It is home to many scientific and cultural institutions.

### AVERAGE SALE PRICE | TOTAL SFH SOLD | Q3

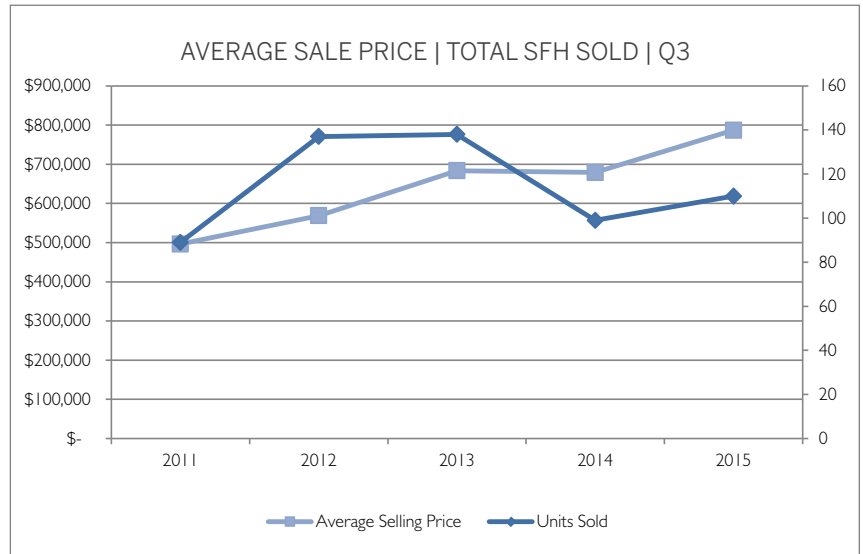


SINGLE FAMILY HOMES   Q3	2011	2012	2013	2014	2015
UNITS SOLD	232	419	278	271	272
AVERAGE SELLING PRICE	\$748,473	\$670,380	\$956,065	\$1,055,728	\$1,049,314
AVERAGE LISTING PRICE	\$836,638	\$702,627	\$998,067	\$1,074,436	\$1,052,216
DISCOUNT %	89%	95%	96%	98%	100%
MEDIAN	\$599,950	\$532,000	\$707,500	\$775,000	\$784,000
VOLUME	\$173,645,850	\$280,889,074	\$265,786,040	\$286,102,277	\$285,413,406
AVE DOM	76	76	47	61	51



## ALTADENA

Sited between the Arroyo Seco and Eaton Canyon, Altadena is rich in architecture and cultural heritage with its community's unique qualities. Significant home styles from modest Craftsman bungalow to Italianate mansion and Modernist gems are present.

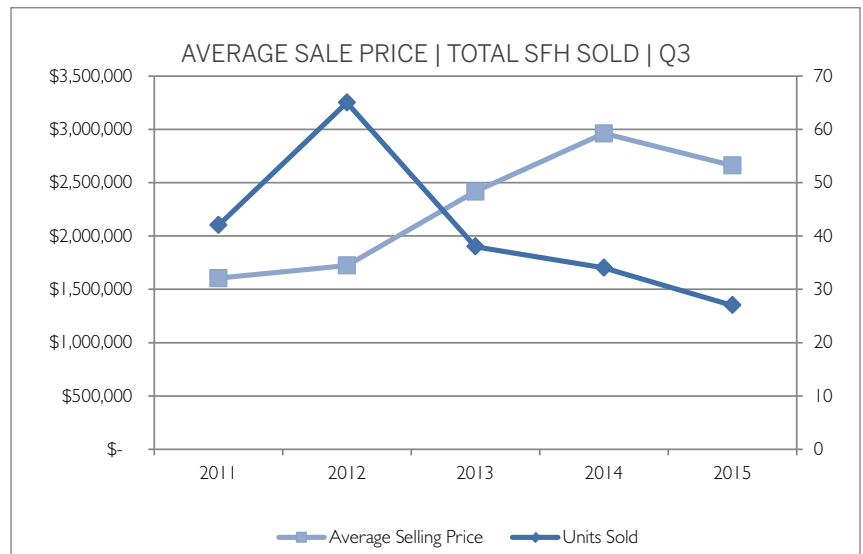


SINGLE FAMILY HOMES   Q3	2011	2012	2013	2014	2015
UNITS SOLD	89	137	138	99	110
AVERAGE SELLING PRICE	\$496,442	\$568,731	\$683,594	\$679,011	\$786,832
AVERAGE LISTING PRICE	\$527,526	\$595,863	\$673,400	\$680,802	\$779,594
DISCOUNT %	94%	95%	102%	100%	101%
MEDIAN	\$425,500	\$450,000	\$627,500	\$610,000	\$695,500
VOLUME	\$44,183,347	\$77,916,205	\$94,336,031	\$67,222,053	\$86,551,499
AVE DOM	72	73	45	56	50



## SAN MARINO

San Marino has designed its community to be uniquely residential, with expansive properties, surrounded by beautiful gardens with wide streets, and well maintained parkways. This best exemplifies the charm and character that make the City an enjoyable place to live and work.

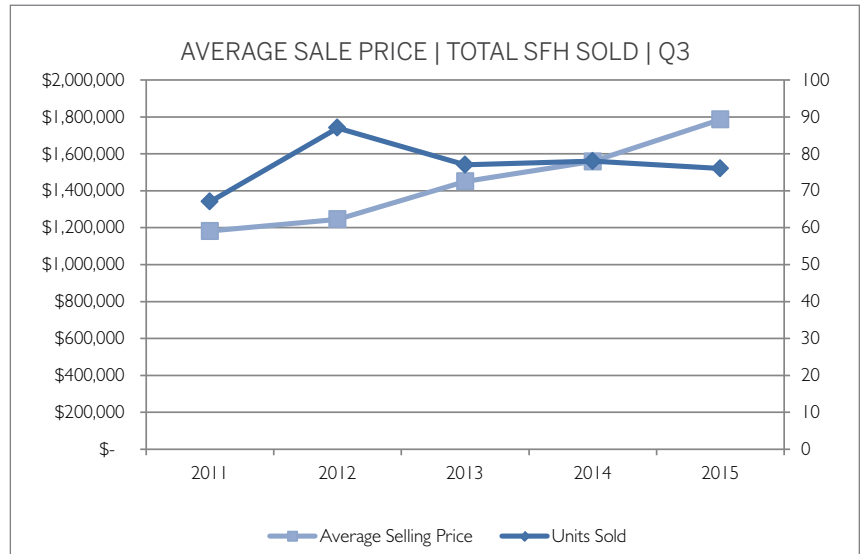


SINGLE FAMILY HOMES   Q3	2011	2012	2013	2014	2015
UNITS SOLD	42	65	38	34	27
AVERAGE SELLING PRICE	\$1,604,330	\$1,723,024	\$2,416,187	\$2,961,078	\$2,660,704
AVERAGE LISTING PRICE	\$1,663,852	\$1,975,403	\$2,342,595	\$2,979,373	\$2,785,922
DISCOUNT %	96%	87%	103%	99%	96%
MEDIAN	\$1,329,444	\$1,590,000	\$1,994,000	\$2,298,000	\$2,188,000
VOLUME	\$67,381,878	\$111,996,576	\$91,815,094	\$100,676,638	\$71,839,000
AVE DOM	50	58	40	46	55



## LA CAÑADA FLINTRIDGE

La Cañada Flintridge is a small and affluent city in Los Angeles County nestled between the San Gabriel Mountains and Angeles National Forest on the north, and the San Rafael Hills on the south. The city is home to Descanso Gardens and NASA's Jet Propulsion Laboratory.

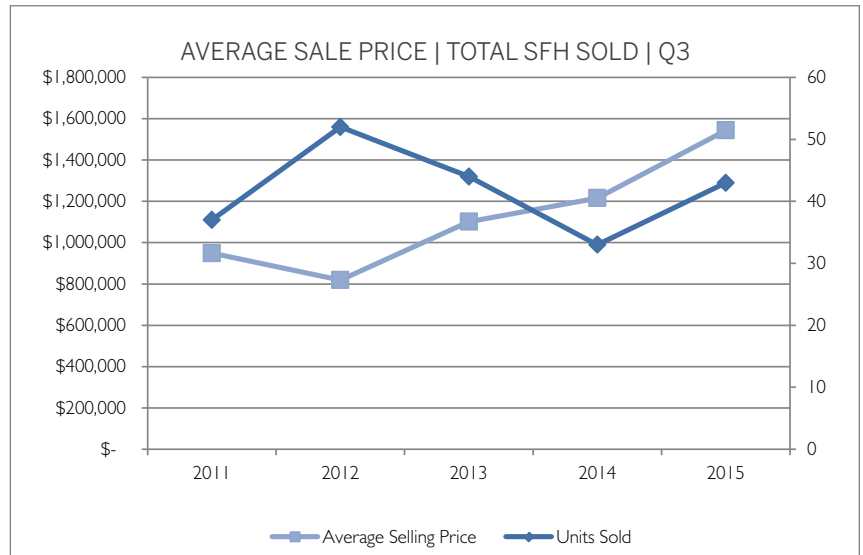


SINGLE FAMILY HOMES   Q3	2011	2012	2013	2014	2015
UNITS SOLD	67	87	77	78	76
AVERAGE SELLING PRICE	\$1,181,949	\$1,245,549	\$1,450,682	\$1,558,523	\$1,785,771
AVERAGE LISTING PRICE	\$1,252,129	\$1,293,568	\$1,464,003	\$1,561,132	\$1,822,947
DISCOUNT %	94%	96%	99%	100%	98%
MEDIAN	\$1,080,000	\$1,120,000	\$1,300,000	\$1,287,500	\$1,444,000
VOLUME	\$79,190,599	\$108,362,738	\$111,702,500	\$121,564,800	\$135,718,605
AVE DOM	65	64	46	63	48



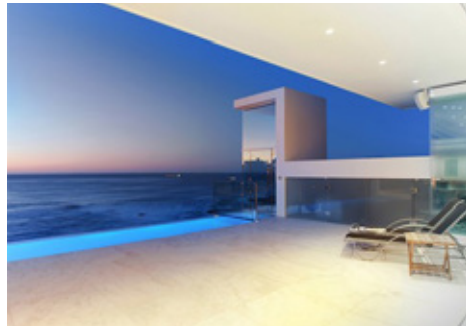
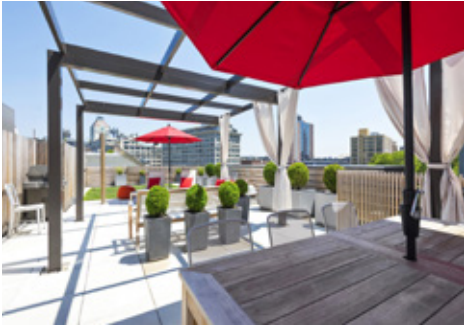
## SOUTH PASADENA

South Pasadena is known for its tree-lined streets, historic California Craftsman-style homes and unique small businesses. This small town atmosphere makes the city one of California's most desirable locations and prides itself on its small town character.



SINGLE FAMILY HOMES   Q3	2011	2012	2013	2014	2015
UNITS SOLD	37	52	44	33	43
AVERAGE SELLING PRICE	\$949,083	\$818,940	\$1,101,290	\$1,215,994	\$1,543,932
AVERAGE LISTING PRICE	\$989,085	\$837,169	\$1,099,095	\$1,161,394	\$1,488,439
DISCOUNT %	96%	98%	100%	105%	104%
MEDIAN	\$850,000	\$810,000	\$987,800	\$1,135,000	\$1,300,000
VOLUME	\$35,116,079	\$42,584,894	\$48,456,780	\$40,127,788	\$66,389,070
AVE DOM	52	42	36	35	33

## ON THE MARKET



*left to right from top to bottom:*

### METROPOLITAN MARKETS

NEW YORK, NY | Web: 0137863 | \$3,595,000

HOUSTON, TX | Web: 1250373 | \$3,495,000

LOS ANGELES, CA | Web: 0308403 | \$3,495,000

### RESORT MARKETS

MALIBU, CA | Web: 0355397 | \$3,795,000

SAG HARBOR, NY | Web: 0044470 | \$3,750,000

CARMEL, CA | Web: 0474004 | \$3,395,000

### FOREIGN MARKETS

GREECE | Web: WWKHD2 | \$3,584,229

SOUTH AFRICA | Web: JGDBB6 | \$3,526,931

SPAIN | Web: SJ836H | \$3,640,233

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