

Sotheby's

INTERNATIONAL REALTY



Charming 50's-Era Ranch House, Monrovia, CA | web: 0277818 | \$649,900

Pasadena Market Update Fourth 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 fourth quarter of 2015, four of the five areas covered in this market report enjoyed a steady increase in their average selling price, according to the Pasadena Foothills Association of Realtors ITEC Multiple Listing Service. A noteworthy increase was that the average selling price in Pasadena reached just over \$1 million. In the fourth quarter of 2011, the average selling price in Pasadena was \$674,286; it has since risen to \$1,039,800 in 2015, representing a 54% gain from five years ago. When compared with the fourth quarter of 2014, the average selling price increased 12% in the same area. The average selling price in Altadena and San Marino experienced 8% and 9% gains, respectively, in the fourth quarter of 2015 vs. 2014. In La Canada, the average list and selling prices both declined slightly in the current quarter vs. the same quarter of prior year and in South Pasadena, sales volume declined by 7%.

The number of units sold in the fourth quarter of 2015 vs. 2014 increased in four of the five areas covered in this report. Highlights were San Marino, which experienced a 33% increase in units sold from 24 to 32, and Altadena, which also stood out with a 14.9% increase from prior year. South Pasadena had a slight dip in units sold from 35 units in Q4 2014 to 32 units in Q4 2015. Similarly, sales volume of units sold was also up in four of the five areas. Once again San Marino and Altadena experienced the largest increases of the four areas with an increase of 45% and 24% from prior year, driven by both the increase in units sold and an increase in the average selling price. As you can see, the markets enjoyed a very successful year of growth during 2015 and we thank all of our wonderful clients and agents for their continued trust and support.

FEATURED LISTINGS



PASADENA | \$1,360,000 | web: 0277777



PASADENA | \$1,288,000 | web: 0277694

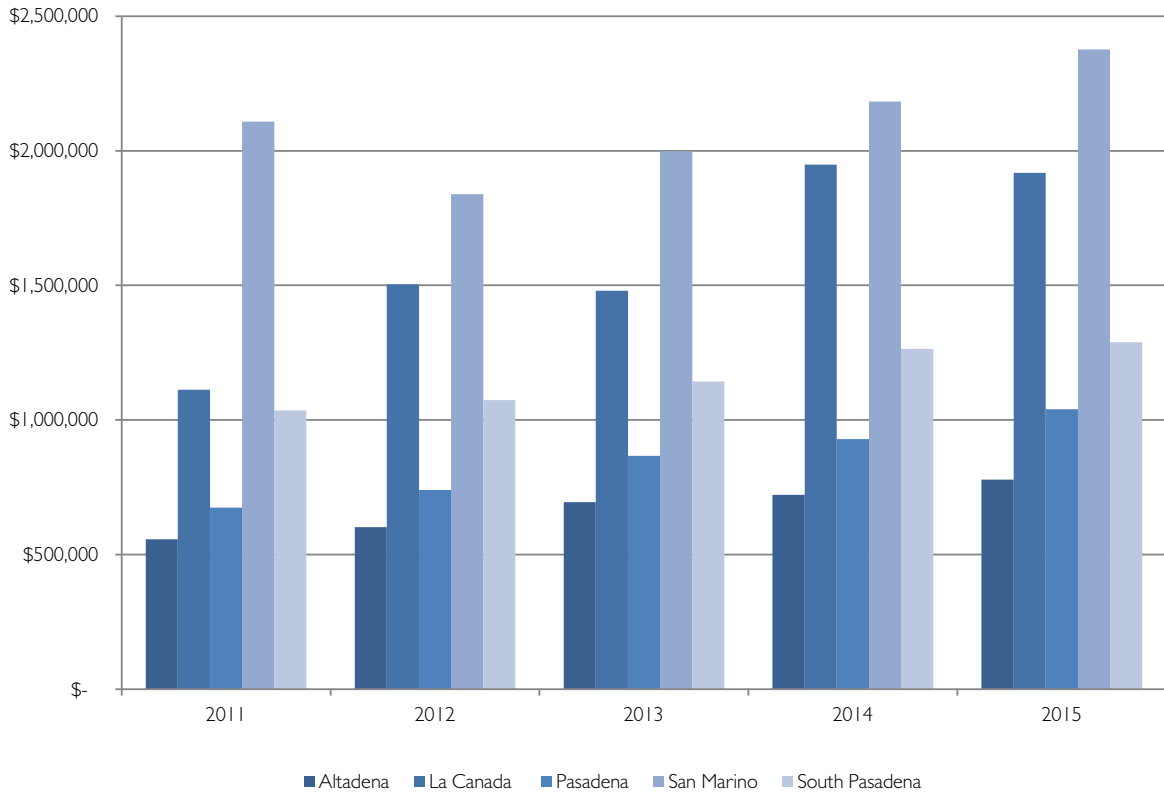


PASADENA | \$1,249,000 | web: 0277811



PASADENA | \$925,000 | web: 0277812

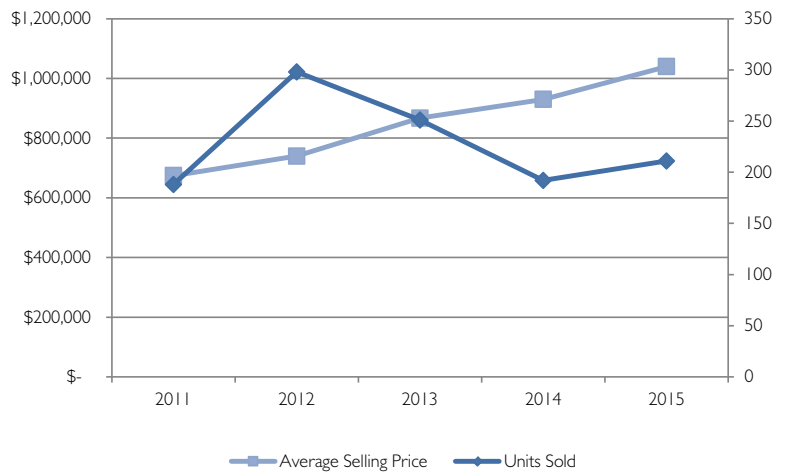
FIVE YEARS OF AVERAGE SELLING PRICES | Q4



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 | Q4

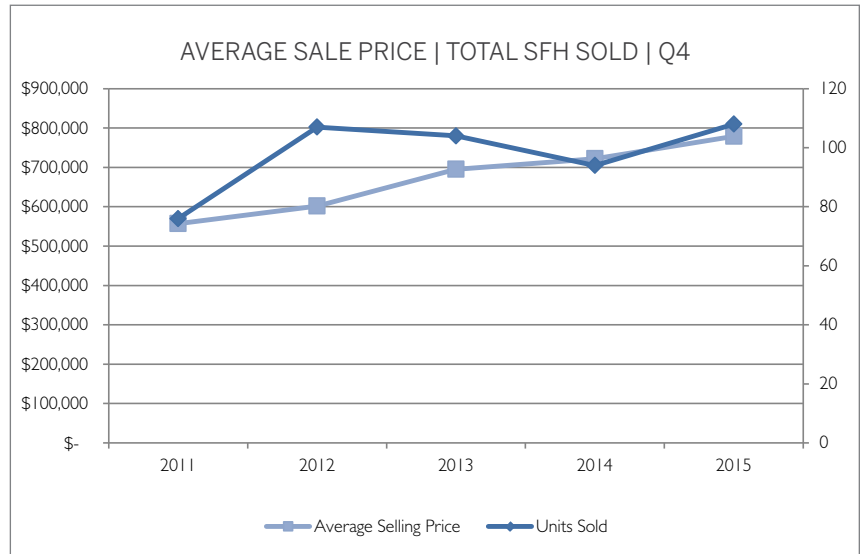


SINGLE FAMILY HOMES Q4	2011	2012	2013	2014	2015
UNITS SOLD	188	298	251	192	211
AVERAGE SELLING PRICE	\$674,286	\$739,716	\$866,762	\$929,491	\$1,039,800
AVERAGE LISTING PRICE	\$717,740	\$800,970	\$997,117	\$947,865	\$1,072,573
LIST PRICE VS. SALE PRICE	94%	92%	87%	98%	97%
MEDIAN	\$554,500	\$563,750	\$699,000	\$746,000	\$790,000
VOLUME	\$126,765,778	\$220,435,509	\$217,557,250	\$178,462,282	\$219,397,820
AVE DOM	79	71	52	48	57



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.

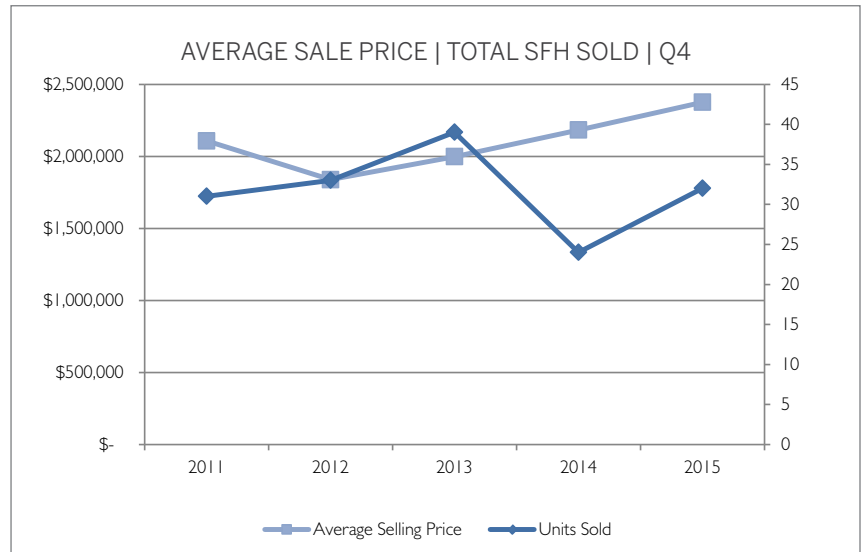


SINGLE FAMILY HOMES Q4	2011	2012	2013	2014	2015
UNITS SOLD	76	107	104	94	108
AVERAGE SELLING PRICE	\$557,138	\$601,930	\$695,144	\$722,003	\$778,973
AVERAGE LISTING PRICE	\$593,741	\$623,979	\$692,932	\$743,282	\$783,461
LIST PRICE VS. SALE PRICE	94%	96%	100%	97%	99%
MEDIAN	\$500,000	\$510,000	\$553,250	\$622,500	\$700,000
VOLUME	\$42,342,517	\$64,406,464	\$72,295,024	\$67,868,275	\$84,129,090
AVE DOM	75	60	44	55	65



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.

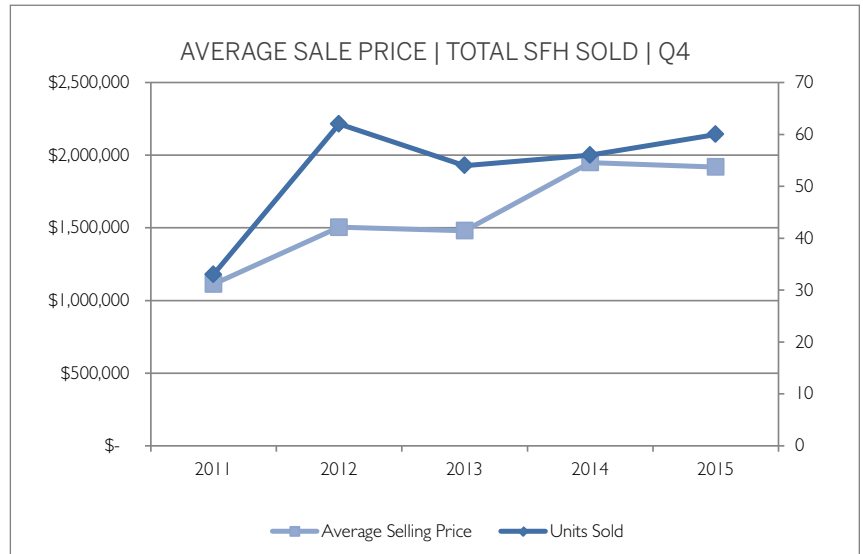


SINGLE FAMILY HOMES Q4	2011	2012	2013	2014	2015
UNITS SOLD	31	33	39	24	32
AVERAGE SELLING PRICE	\$2,107,945	\$1,838,424	\$1,998,054	\$2,183,286	\$2,376,115
AVERAGE LISTING PRICE	\$2,288,371	\$1,835,327	\$1,947,641	\$2,172,500	\$2,440,375
LIST PRICE VS. SALE PRICE	92%	100%	103%	100%	97%
MEDIAN	\$1,600,000	\$1,550,000	\$1,818,000	\$2,035,000	\$2,250,000
VOLUME	\$65,346,300	\$60,668,000	\$77,924,105	\$52,398,875	\$76,035,688
AVE DOM	88	51	42	36	48



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.

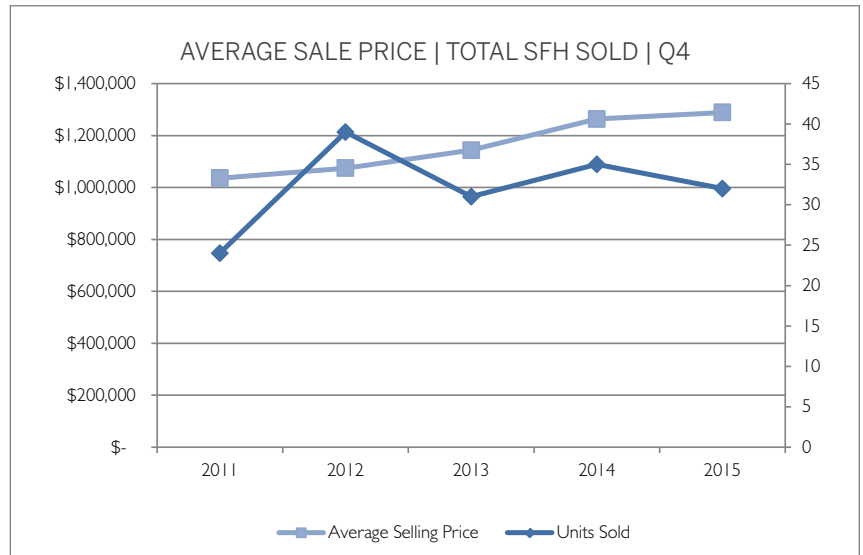


SINGLE FAMILY HOMES Q4	2011	2012	2013	2014	2015
UNITS SOLD	33	62	54	56	60
AVERAGE SELLING PRICE	\$1,112,862	\$1,504,019	\$1,480,328	\$1,949,111	\$1,918,388
AVERAGE LISTING PRICE	\$1,185,150	\$1,636,173	\$1,539,704	\$2,042,625	\$2,002,615
LIST PRICE VS. SALE PRICE	94%	92%	96%	95%	96%
MEDIAN	\$1,000,000	\$1,170,000	\$1,210,500	\$1,487,500	\$1,656,250
VOLUME	\$36,724,450	\$93,249,200	\$79,937,700	\$109,150,238	\$115,103,291
AVE DOM	83	75	59	67	61



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 Q4	2011	2012	2013	2014	2015
UNITS SOLD	24	39	31	35	32
AVERAGE SELLING PRICE	\$1,035,592	\$1,074,551	\$1,143,273	\$1,263,651	\$1,288,553
AVERAGE LISTING PRICE	\$1,082,450	\$1,106,874	\$1,144,671	\$1,264,140	\$1,311,844
LIST PRICE VS. SALE PRICE	96%	97%	100%	100%	98%
MEDIAN	\$896,250	\$850,000	\$915,000	\$1,204,000	\$1,289,500
VOLUME	\$24,854,200	\$41,907,488	\$35,441,452	\$44,227,800	\$41,233,695
AVE DOM	62	62	39	48	47

ON THE MARKET



left to right from top to bottom:

METROPOLITAN MARKETS

NEW YORK, NY | Web: 00110341 | \$1,599,000

SAN FRANCISCO, CA | Web: 0087632 | \$1,749,000

HOUSTON, TX | Web: 1232477 | \$1,450,000

RESORT MARKETS

MALIBU, CA | Web: 1290290 | \$1,569,000

EAST HAMPTON, NY | Web: 0046917 | \$1,499,000

SANTA BARBARA, CA | Web: 0592915 | \$1,295,000

FOREIGN MARKETS

MUMBAI | Web: 95M3MN | \$1,358,798

SOUTH AFRICA | Web: QBJHBF | \$1,414,109

COSTA RICA | Web: S349HB | \$1,350,000

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