

Sotheby's

INTERNATIONAL REALTY



Spanish Colonial Revival Masterpiece, La Canada, CA | web: 0277853 | \$8,000,000

Pasadena Market Update First Quarter 2016

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 first quarter of 2016, four of the five areas covered in this market report enjoyed a steady increase in their Median price, according to the Pasadena Foothills Association of Realtors ITEC Multiple Listing Service. San Marino was the only area that saw a dip in the median price in the first quarter.

The first quarter is traditionally a slower time period in real estate and Inventory has been a bit tight so it is not a surprise that units sold is down in 3 of the 5 areas, La Canada and San Marino enjoyed an upswing compared to first quarter 2015. La Canada posted a 53% increase in sold units from 34 in Q1 2015 to 52 in Q1 2016. San Marino increased 46% from 22 to 32 sold units.

Average selling price was down in the first quarter as well compared to 2015 in 4 of the 5 areas, Altadena was a bright spot with an increase of just over 15%. Over the last 5 years, Altadena's average selling price increased 67% from \$428,000 in Q1 2012 to \$711,000 Q1 2016.

Our area still enjoys high demand from buyers. We find on a very regular basis that well priced properties will receive multiple offer and in many cases go well above asking. So if you're thinking of selling now is a great time as buyer demand is still very high.

FEATURED LISTINGS



PASADENA | \$4,925,000 | web: 0277846



SAN MARINO | \$3,680,000 | web: 0277908

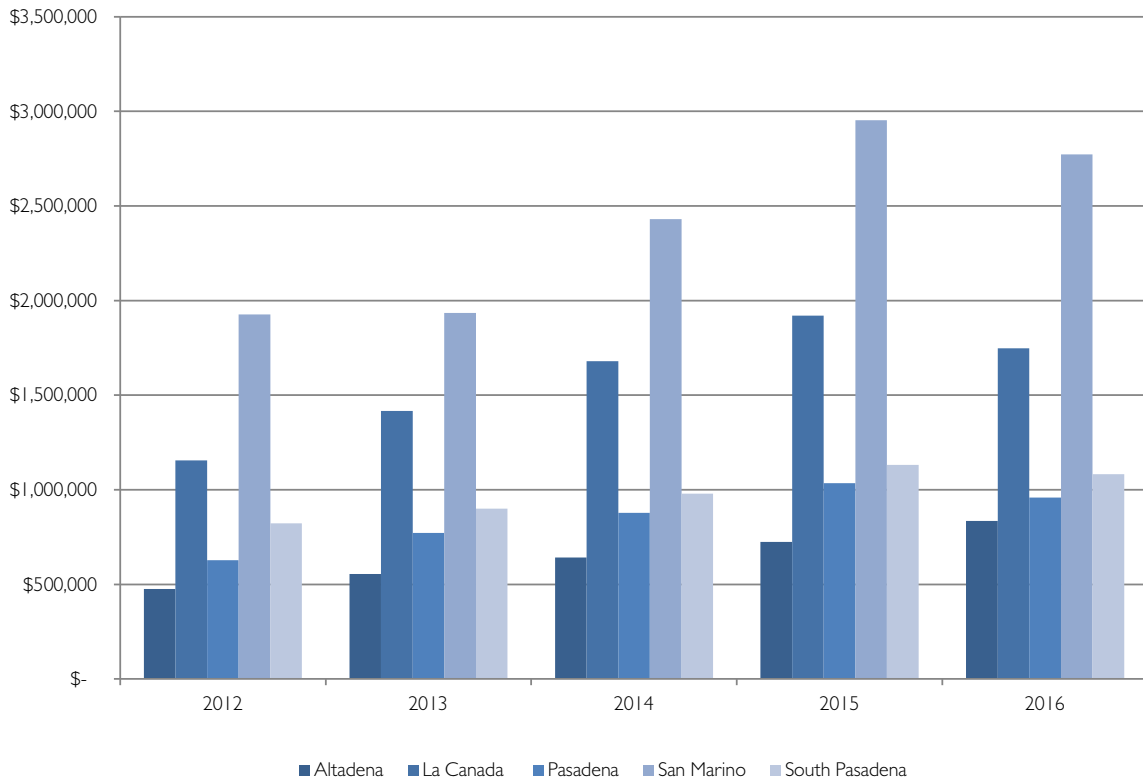


PASADENA | \$2,850,000 | web: 0277857



PASADENA | \$1,795,000 | web: 0277889

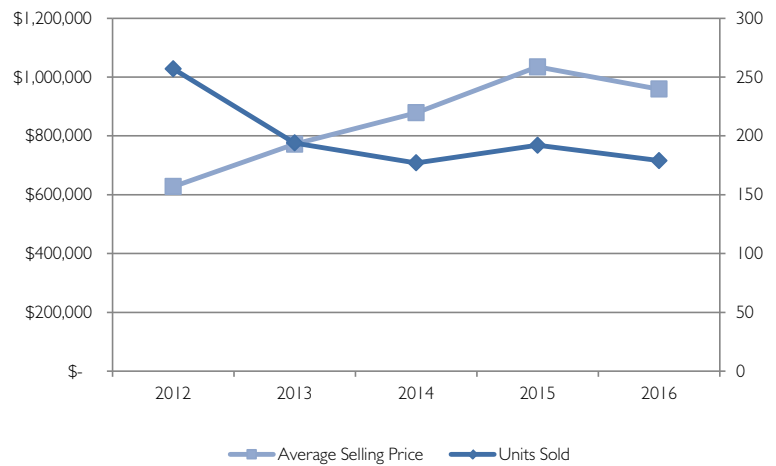
FIVE YEARS OF AVERAGE SELLING PRICES | Q1



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 | Q1

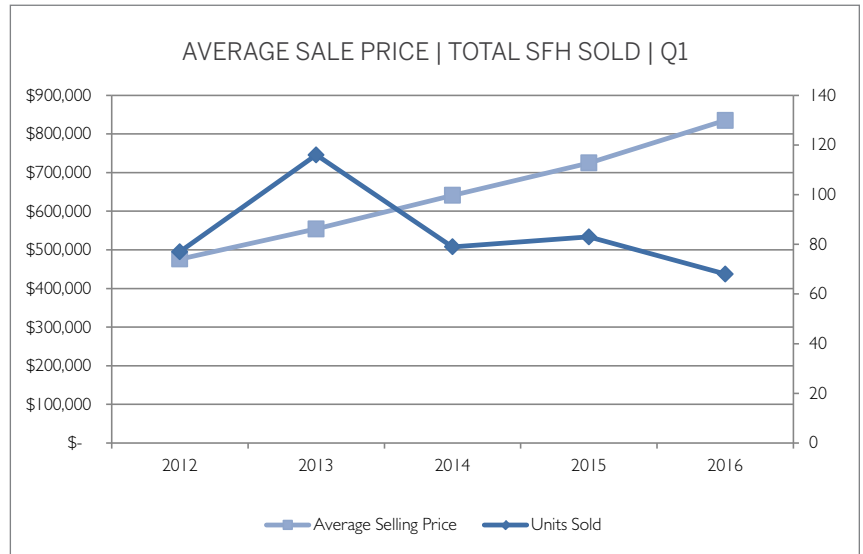


SINGLE FAMILY HOMES Q1	2012	2013	2014	2015	2016
UNITS SOLD	257	194	177	192	179
AVERAGE SELLING PRICE	\$627,711	\$771,886	\$878,291	\$1,034,425	\$959,112
AVERAGE LISTING PRICE	\$668,244	\$784,630	\$895,465	\$1,069,200	\$971,360
LIST PRICE VS. SALE PRICE	94%	98%	98%	97%	99%
MEDIAN	\$455,000	\$612,500	\$680,000	\$762,500	\$800,000
VOLUME	\$161,321,635	\$149,745,920	\$155,457,477	\$198,609,648	\$171,681,050
AVE DOM	91	64	64	64	54



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.

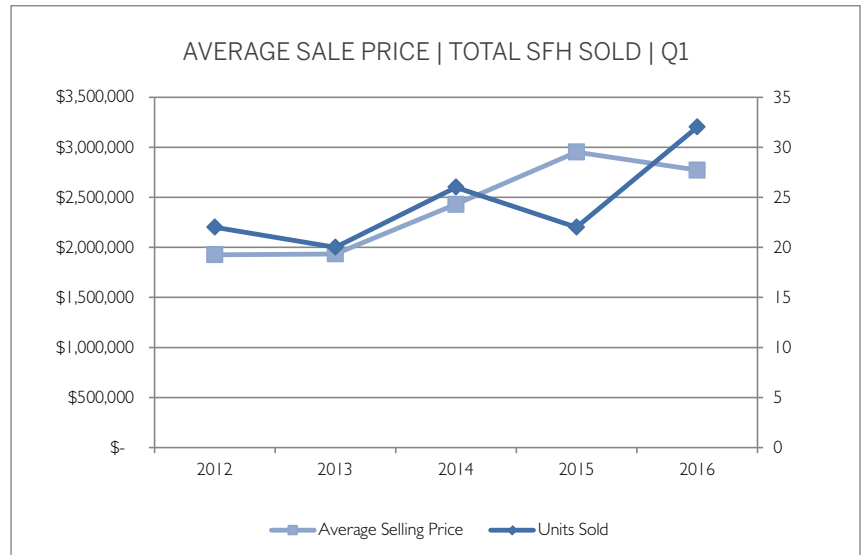


SINGLE FAMILY HOMES Q1	2012	2013	2014	2015	2016
UNITS SOLD	77	116	79	83	68
AVERAGE SELLING PRICE	\$476,092	\$554,169	\$641,100	\$724,637	\$835,059
AVERAGE LISTING PRICE	\$507,383	\$557,226	\$652,471	\$741,949	\$849,204
LIST PRICE VS. SALE PRICE	94%	99%	98%	98%	98%
MEDIAN	\$428,000	\$485,000	\$539,000	\$630,000	\$711,000
VOLUME	\$36,659,095	\$64,283,654	\$50,646,900	\$60,144,850	\$56,784,024
AVE DOM	73	59	53	65	61



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.

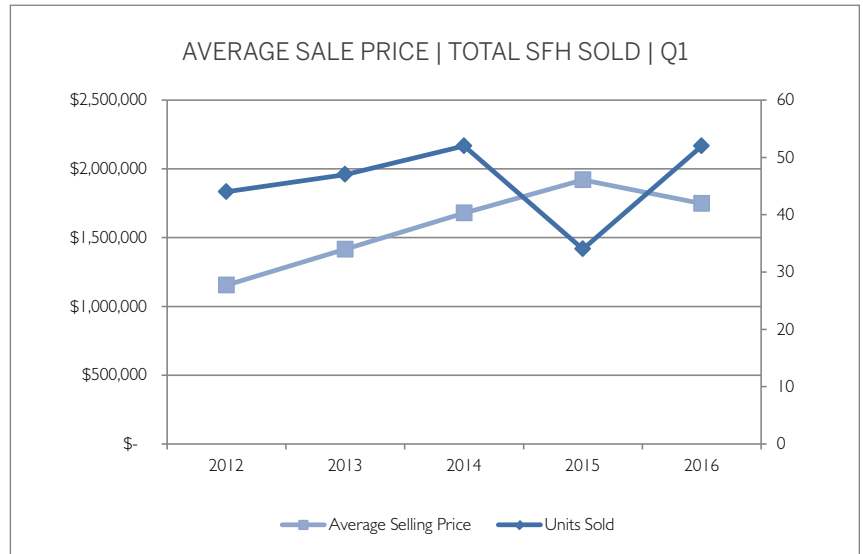


SINGLE FAMILY HOMES Q1	2012	2013	2014	2015	2016
UNITS SOLD	22	20	26	22	32
AVERAGE SELLING PRICE	\$1,926,136	\$1,934,700	\$2,429,876	\$2,952,404	\$2,771,924
AVERAGE LISTING PRICE	\$1,982,045	\$1,921,894	\$2,294,265	\$2,987,455	\$2,938,828
LIST PRICE VS. SALE PRICE	97%	101%	106%	99%	94%
MEDIAN	\$1,713,000	\$1,464,000	\$2,200,000	\$2,237,500	\$1,952,500
VOLUME	\$42,375,000	\$38,694,000	\$63,176,788	\$64,952,888	\$88,701,576
AVE DOM	93	55	47	41	83



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.

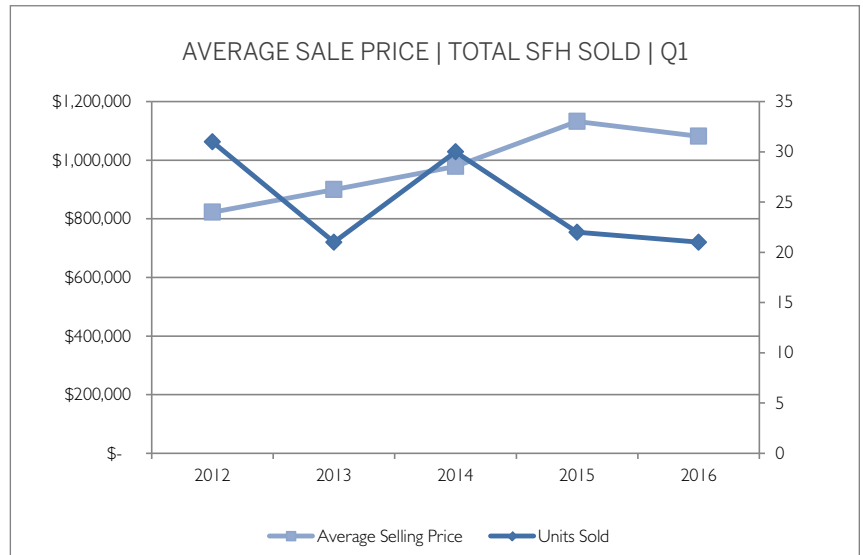


SINGLE FAMILY HOMES Q1	2012	2013	2014	2015	2016
UNITS SOLD	44	47	52	34	52
AVERAGE SELLING PRICE	\$1,155,007	\$1,416,373	\$1,679,190	\$1,920,497	\$1,748,032
AVERAGE LISTING PRICE	1,251,044	\$1,472,499	\$1,741,417	\$1,930,249	\$1,805,017
LIST PRICE VS. SALE PRICE	92%	96%	96%	99%	97%
MEDIAN	\$911,000	\$1,200,000	\$1,415,000	\$1,557,500	\$1,580,000
VOLUME	\$50,820,288	\$66,569,535	\$87,317,900	\$65,296,888	\$90,897,675
AVE DOM	87	91	72	57	53



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 Q1	2012	2013	2014	2015	2016
UNITS SOLD	31	21	30	22	21
AVERAGE SELLING PRICE	\$822,409	\$899,714	\$978,685	\$1,132,095	\$1,081,459
AVERAGE LISTING PRICE	\$876,094	\$920,981	\$958,647	\$1,117,909	\$1,117,914
LIST PRICE VS. SALE PRICE	94%	98%	102%	101%	97%
MEDIAN	\$715,000	\$879,000	\$912,500	\$948,000	\$1,005,000
VOLUME	\$25,494,688	\$18,894,000	\$29,360,542	\$24,906,100	\$22,710,641
AVE DOM	83	56	49	42	57

ON THE MARKET



left to right from top to bottom:

METROPOLITAN MARKETS

NEW YORK, NY | Web: 1340028 | \$1,400,000

LOS ANGELES, CA | Web: 0027250 | \$1,495,000

HOUSTON, TX | Web: 1232615 | \$1,395,000

RESORT MARKETS

MALIBU, CA | Web: 1300163 | \$1,395,000

EAST HAMPTON, NY | Web: 0046977 | \$1,599,000

SANTA BARBARA, CA | Web: 0113999 | \$1,349,000

FOREIGN MARKETS

COSTA RICA | Web: 25TT62 | \$1,500,000

INDIA | Web: 6NGQH2 | \$1,495,998

MEXICO | Web: 4MZRYV | \$1,495,000

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