

# Sotheby's

INTERNATIONAL REALTY



Charming English Tudor, Pasadena, CA | web: 0278033 | \$1,329,000

## Pasadena Market Update Third 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

According to the Pasadena Foothills Association of Realtors ITEC Multiple Listing Service, three of the five areas covered in this report enjoyed an increase in median price in the third quarter of 2016 versus the third quarter of 2015. Pasadena, Altadena, and La Canada Flintridge experienced increases of 6.6%, 6.3%, and 14.3% in median sale price while San Marino and South Pasadena dipped 5.2% and 7.7% compared to the third quarter of 2015. Similar to median price, average sales price and average list price posted gains in Pasadena, Altadena, and La Canada Flintridge. San Marino and South Pasadena's average list and sales prices decreased compared to the third quarter of 2015. While inventory has been tight in the second and third quarters in certain areas covered in this report, units sold increased in Altadena by 9.1% and in San Marino by 40.7% compared to the third quarter of 2015. We are still seeing multiple offers on well-priced listings; if you've been thinking of selling your property, now is a great time to take advantage of the market.

## FEATURED LISTINGS



ALTADENA | \$1,699,000 | web: 0278041



PASADENA | \$1,588,000 | web: 0277862



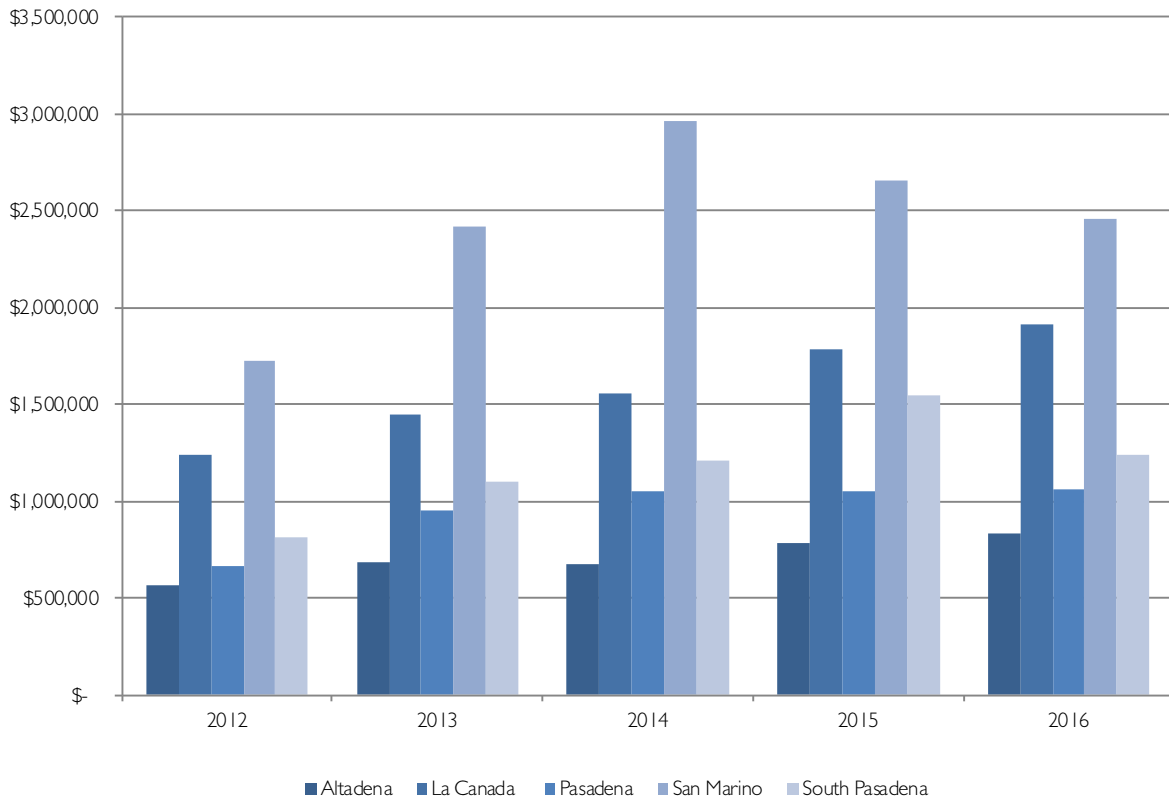
PASADENA | \$1,470,000 | web: 0278078



PASADENA | \$1,250,000 | web: 0278062

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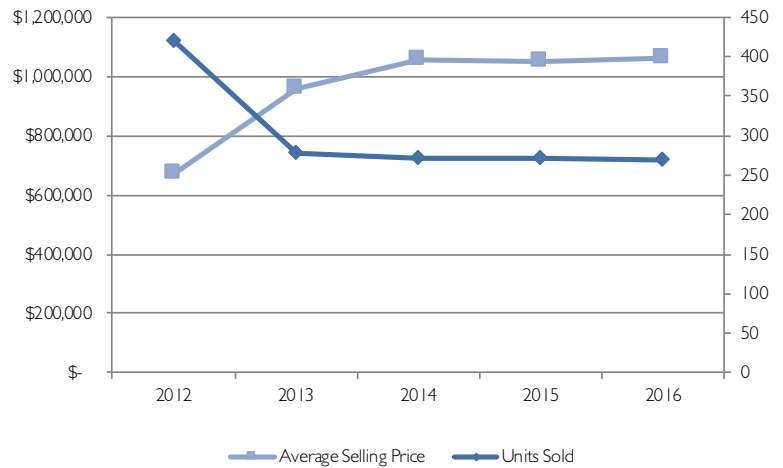
### FIVE YEARS OF AVERAGE SELLING PRICES | Q3



## 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

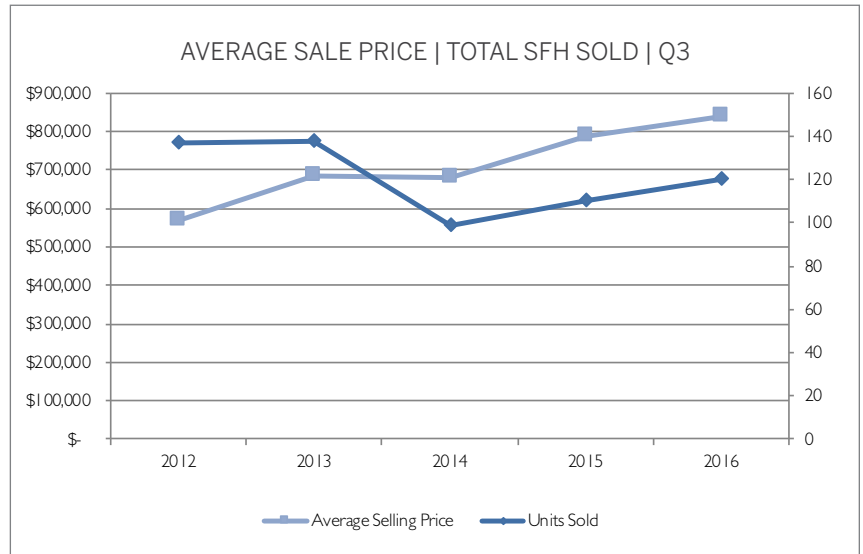


SINGLE FAMILY HOMES   Q3	2012	2013	2014	2015	2016
UNITS SOLD	419	278	271	272	269
AVERAGE SELLING PRICE	\$670,380	\$956,065	\$1,055,728	\$1,049,314	\$1,061,925
AVERAGE LISTING PRICE	\$702,627	\$998,067	\$1,074,436	\$1,052,216	\$1,075,105
DISCOUNT %	95%	96%	98%	100%	99%
MEDIAN	\$532,000	\$707,500	\$775,000	\$784,000	\$836,000
VOLUME	\$280,889,074	\$265,786,040	\$286,102,277	\$285,413,406	\$285,657,783
AVE DOM	76	47	61	51	48



## 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.

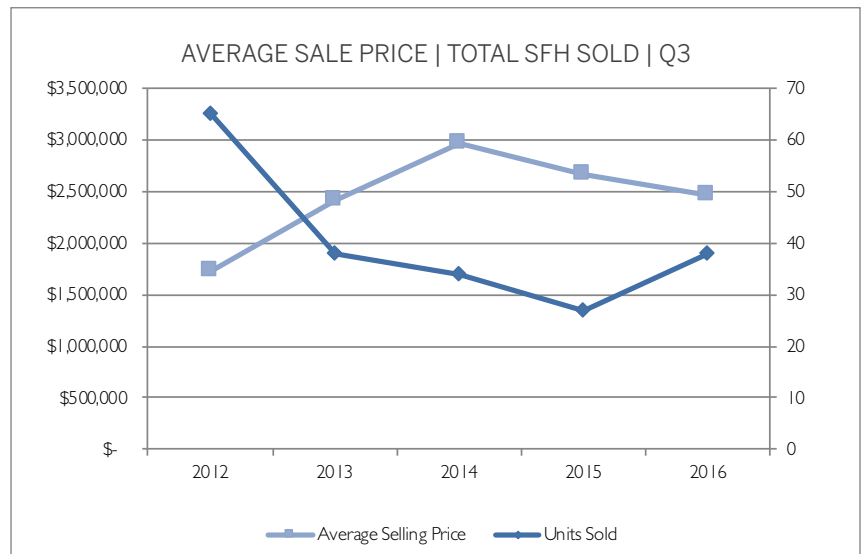


SINGLE FAMILY HOMES   Q3	2012	2013	2014	2015	2016
UNITS SOLD	137	138	99	110	120
AVERAGE SELLING PRICE	\$568,731	\$683,594	\$679,011	\$786,832	\$837,919
AVERAGE LISTING PRICE	\$595,863	\$673,400	\$680,802	\$779,594	\$847,117
DISCOUNT %	95%	102%	100%	101%	99%
MEDIAN	\$450,000	\$627,500	\$610,000	\$695,500	\$739,500
VOLUME	\$77,916,205	\$94,336,031	\$67,222,053	\$86,551,499	\$100,550,273
AVE DOM	73	45	56	50	52



## 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.

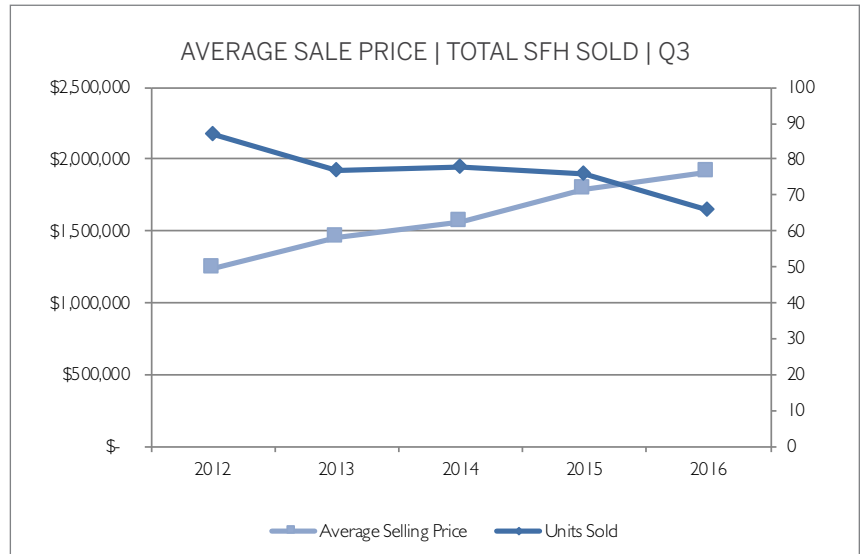


SINGLE FAMILY HOMES   Q3	2012	2013	2014	2015	2016
UNITS SOLD	65	38	34	27	38
AVERAGE SELLING PRICE	\$1,723,024	\$2,416,187	\$2,961,078	\$2,660,704	\$2,459,382
AVERAGE LISTING PRICE	\$1,713,018	\$2,342,595	\$2,979,373	\$2,785,922	\$2,472,526
DISCOUNT %	101%	103%	99%	96%	99%
MEDIAN	\$1,590,000	\$1,994,000	\$2,298,000	\$2,188,000	\$2,075,000
VOLUME	\$111,996,576	\$91,815,094	\$100,676,638	\$71,839,000	\$93,456,500
AVE DOM	58	40	46	55	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.

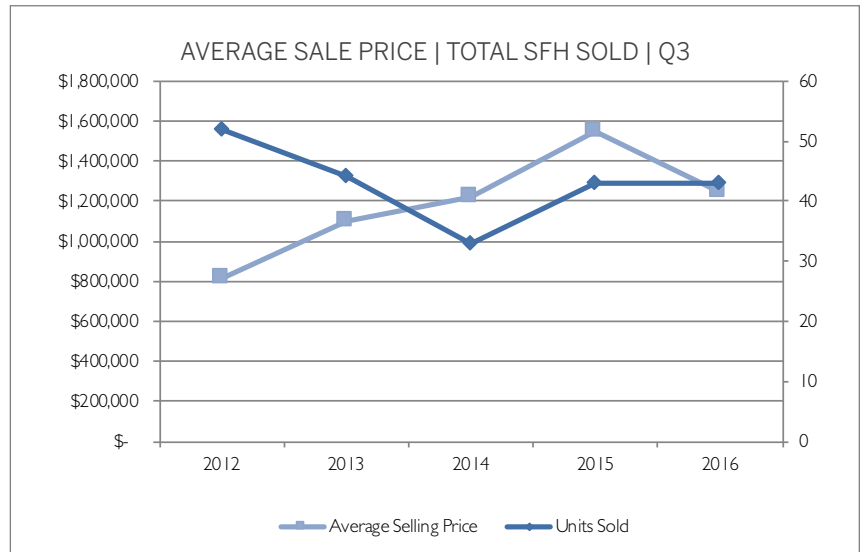


SINGLE FAMILY HOMES   Q3	2012	2013	2014	2015	2016
UNITS SOLD	87	77	78	76	66
AVERAGE SELLING PRICE	\$1,245,549	\$1,450,682	\$1,558,523	\$1,785,771	\$1,913,778
AVERAGE LISTING PRICE	\$1,293,568	\$1,464,003	\$1,561,132	\$1,822,947	\$1,934,241
DISCOUNT %	96%	99%	100%	98%	99%
MEDIAN	\$1,120,000	\$1,300,000	\$1,287,500	\$1,444,000	\$1,650,000
VOLUME	\$108,362,738	\$111,702,500	\$121,564,800	\$135,718,605	\$126,309,375
AVE DOM	64	46	63	48	45



## SOUTH PASADENA

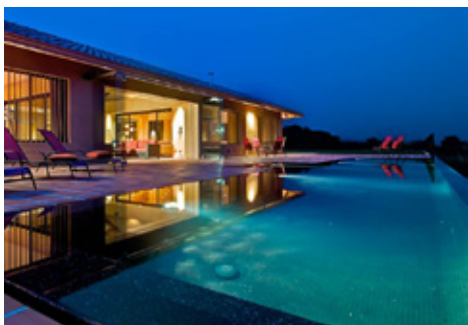
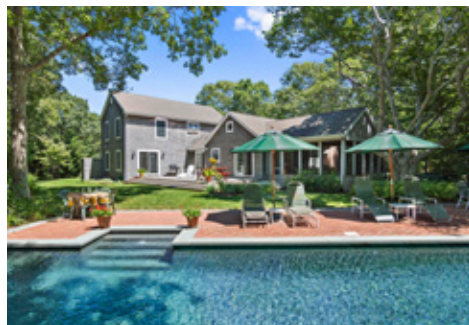
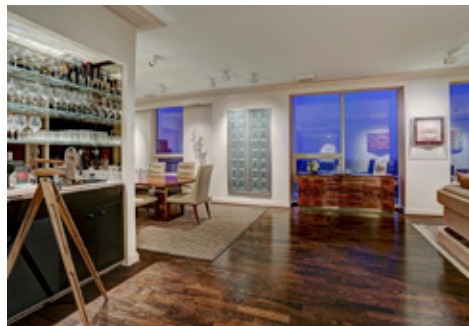
South Pasadena is known for its tree-lined streets, historic California Craftsman-style homes and unique small businesses. This small town atmosphere makes the city one of California's most desirable locations and prides itself on its small town character.



SINGLE FAMILY HOMES   Q3	2012	2013	2014	2015	2016
UNITS SOLD	52	44	33	43	43
AVERAGE SELLING PRICE	\$818,940	\$1,101,290	\$1,215,994	\$1,543,932	\$1,244,095
AVERAGE LISTING PRICE	\$837,169	\$1,099,095	\$1,161,394	\$1,488,439	\$1,209,205
DISCOUNT %	98%	100%	105%	104%	103%
MEDIAN	\$810,000	\$987,800	\$1,135,000	\$1,300,000	\$1,200,000
VOLUME	\$42,584,894	\$48,456,780	\$40,127,788	\$66,389,070	\$53,496,100
AVE DOM	42	36	35	33	32



## ON THE MARKET



*left to right from top to bottom:*

### METROPOLITAN MARKETS

NEW YORK, NY | Web: 00110341 | \$1,499,000

HOUSTON, TX | Web: 1234994 | \$1,199,999

PASADENA, CA | Web: 0278049 | \$1,150,000

### RESORT MARKETS

GLEN ELLEN, CA | Web: 0244201 | \$1,495,000

EAST HAMPTON, NY | Web: 0038372 | \$1,495,000

SANTA FE, NM | Web: 0575641 | \$1,297,000

### FOREIGN MARKETS

COSTA RICA | Web: S34T2S | \$1,200,000

ITALY | Web: LV25XV | 1.100.000 € EUR

TURKS AND CAICOS | Web: 2SZDM9 | \$975,000

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