

# Sotheby's

INTERNATIONAL REALTY



Masterfully Updated Buff & Hensman, Pasadena, CA | web: 0278146 | \$1,998,000

## Pasadena Market Update Fourth 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, in the fourth quarter of 2106, units sold increased in Pasadena by 9.5% and in South Pasadena by 9.4% compared to the fourth quarter of 2015. Altadena saw the biggest drop in units sold with a decrease of 19.4%, followed by San Marino with sold units down 6.3%, while La Canada Flintridge saw a small decline of 1.7% units sold compared to the prior year. Four of the five areas covered in this report enjoyed an increase in average sales price year over year. Average sales price in Pasadena, Altadena, South Pasadena and San Marino experienced increases of 4.8%, 12.8%, 7.2% and 6%, respectively, while the average sales price in La Canada Flintridge remained flat. As a result of the gains made in units sold and average sales price, Pasadena's sales volume increased 14.8% and South Pasadena increased 17.2% year over year. If you're thinking of selling your property, now is a great time to take advantage of the market.

## FEATURED LISTINGS



PASADENA | \$4,700,000 | web: 0278004



PASADENA | \$3,500,000 | web: 0278036



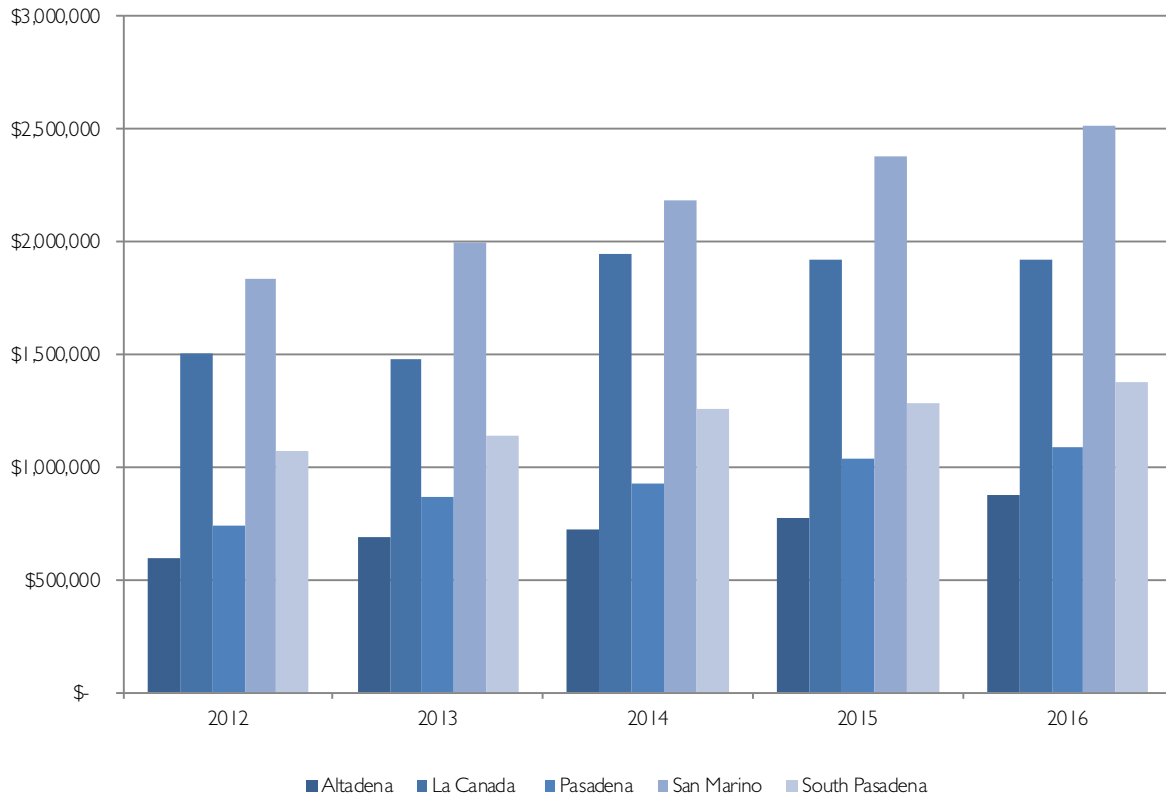
SOUTH PASADENA | \$2,800,000 | web: 0278040



PASADENA | \$2,295,000 | web: 0278144

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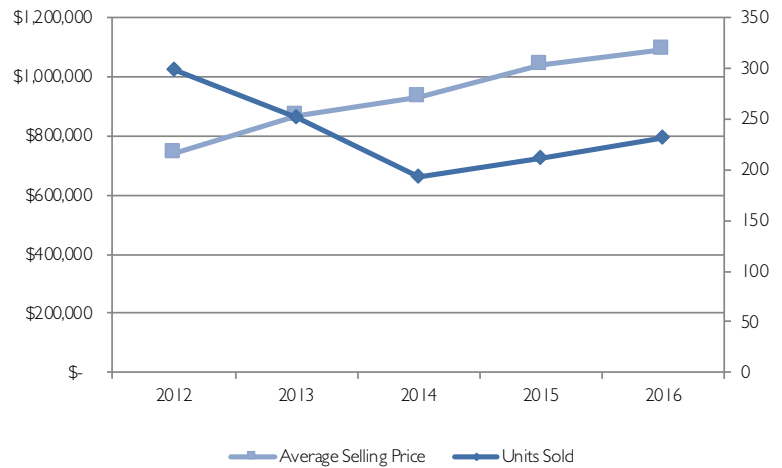
### FIVE YEARS OF AVERAGE SELLING PRICES | Q4



## 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

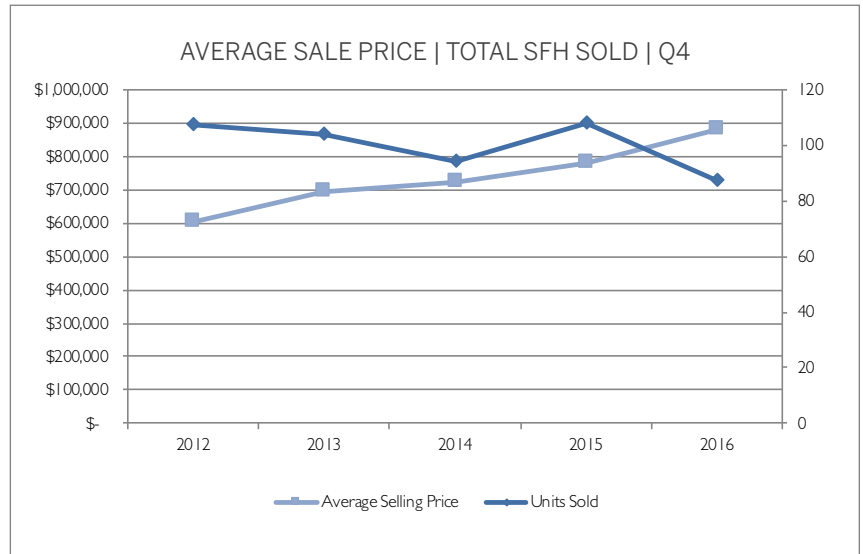


SINGLE FAMILY HOMES   Q4	2012	2013	2014	2015	2016
UNITS SOLD	298	251	192	211	231
AVERAGE SELLING PRICE	\$739,716	\$866,762	\$929,491	\$1,039,800	\$1,090,043
AVERAGE LISTING PRICE	\$800,970	\$997,117	\$947,865	\$1,072,573	\$1,118,212
DISCOUNT %	92%	87%	98%	97%	97%
MEDIAN	\$563,750	\$699,000	\$746,000	\$790,000	\$852,325
VOLUME	\$220,435,509	\$217,557,250	\$178,462,282	\$219,397,820	\$251,800,001
AVE DOM	71	52	48	57	52



## 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.

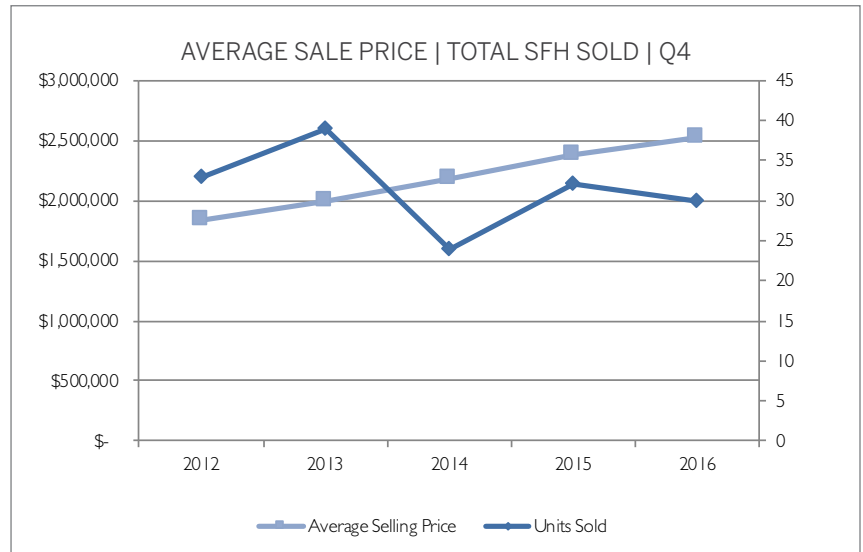


SINGLE FAMILY HOMES   Q4	2012	2013	2014	2015	2016
UNITS SOLD	107	104	94	108	87
AVERAGE SELLING PRICE	\$601,930	\$695,144	\$722,003	\$778,973	\$878,521
AVERAGE LISTING PRICE	\$623,979	\$692,932	\$743,282	\$783,461	\$891,588
DISCOUNT %	96%	100%	97%	99%	99%
MEDIAN	\$510,000	\$553,250	\$622,500	\$700,000	\$781,000
VOLUME	\$64,406,464	\$72,295,024	\$67,868,275	\$84,129,090	\$76,431,350
AVE DOM	60	44	55	65	55



## 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.

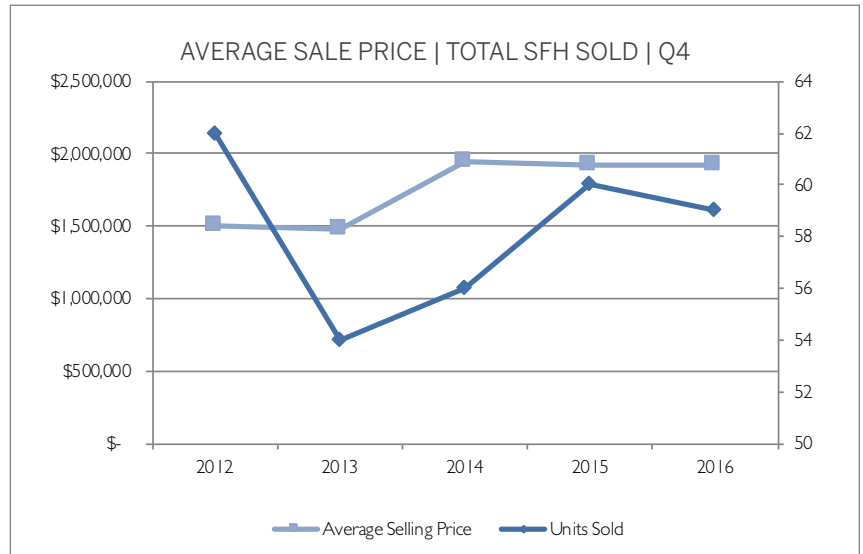


SINGLE FAMILY HOMES   Q4	2012	2013	2014	2015	2016
UNITS SOLD	33	39	24	32	30
AVERAGE SELLING PRICE	\$1,838,424	\$1,998,054	\$2,183,286	\$2,376,115	\$2,519,063
AVERAGE LISTING PRICE	\$1,835,327	\$1,947,641	\$2,172,500	\$2,440,375	\$2,605,729
DISCOUNT %	100%	103%	100%	97%	97%
MEDIAN	\$1,550,000	\$1,818,000	\$2,035,000	\$2,250,000	\$2,129,000
VOLUME	\$60,668,000	\$77,924,105	\$52,398,875	\$76,035,688	\$75,571,888
AVE DOM	51	42	36	48	60



## 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.

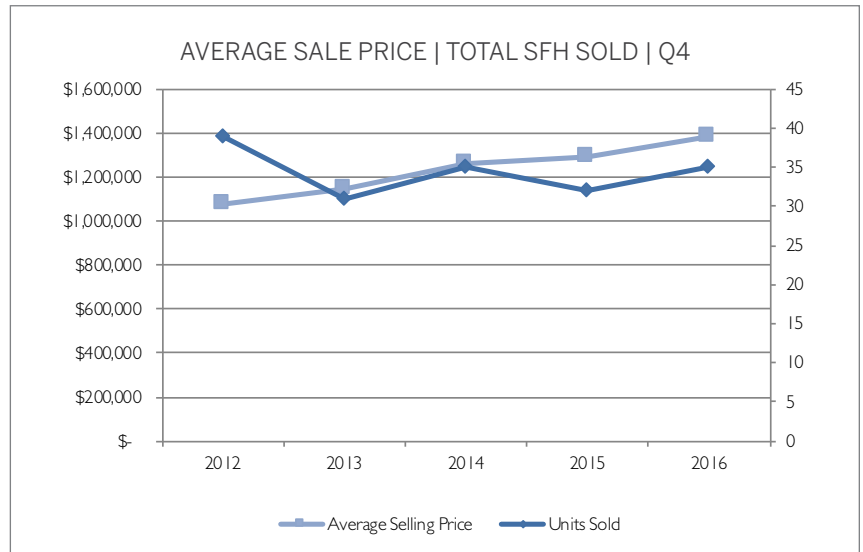


SINGLE FAMILY HOMES   Q4	2012	2013	2014	2015	2016
UNITS SOLD	62	54	56	60	59
AVERAGE SELLING PRICE	\$1,504,019	\$1,480,328	\$1,949,111	\$1,918,388	\$1,922,819
AVERAGE LISTING PRICE	\$1,636,173	\$1,539,704	\$2,042,625	\$2,002,615	\$1,972,708
DISCOUNT %	92%	96%	95%	96%	97%
MEDIAN	\$1,170,000	\$1,210,500	\$1,487,500	\$1,656,250	\$1,660,000
VOLUME	\$93,249,200	\$79,937,700	\$109,150,238	\$115,103,291	\$113,446,318
AVE DOM	75	59	67	61	62



## 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	2012	2013	2014	2015	2016
UNITS SOLD	39	31	35	32	35
AVERAGE SELLING PRICE	\$1,074,551	\$1,143,273	\$1,263,651	\$1,288,553	\$1,380,989
AVERAGE LISTING PRICE	\$1,106,874	\$1,144,671	\$1,264,140	\$1,311,844	\$1,381,966
DISCOUNT %	97%	100%	100%	98%	100%
MEDIAN	\$850,000	\$915,000	\$1,204,000	\$1,289,500	\$1,300,000
VOLUME	\$41,907,488	\$35,441,452	\$44,227,800	\$41,233,695	\$48,334,626
AVE DOM	62	39	48	47	51

## ON THE MARKET



*left to right from top to bottom:*

### METROPOLITAN MARKETS

SAN FRANCISCO, CA | Web: 0088173 | \$3,100,000

NEW YORK, NY | Web: 0138854 | \$3,600,000

LOS ANGELES, CA | Web: 0355714 | \$3,195,000

### RESORT MARKETS

PEBBLE BEACH, CA | Web: 0474657 | \$3,200,000

HAMPTONS, NY | Web: 0056776 | \$3,100,000

PALM BEACH, FL | Web: 0077118 | \$3,450,000

### FOREIGN MARKETS

NEW ZEALAND | Web: 845CCB | Price Upon Request

DUBAI | Web: 26RHP2 | 12,150,000 AED

PORTUGAL | Web: HJM275 | 2.950.000 €

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