

## City: Glendale



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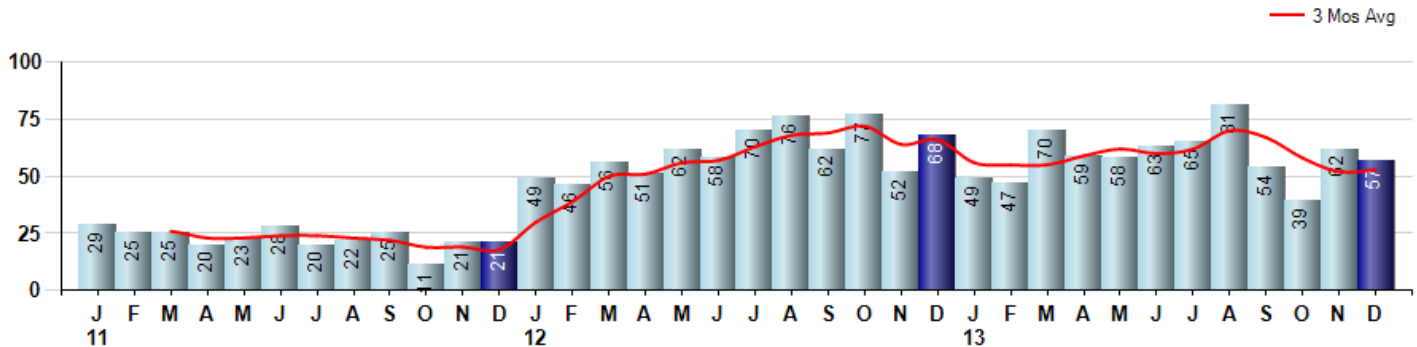
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$797,000	1%		33%				
Average List Price of all Current Listings	\$884,976	-1%		26%				
December Median Sales Price	\$725,000	0%	1%	24%	25%	\$675,000	17%	16%
December Average Sales Price	\$804,755	7%	7%	25%	30%	\$730,811	18%	18%
Total Properties Currently for Sale (Inventory)	108	-25%		-21%				
December Number of Properties Sold	57	-8%		-16%			-3%	
December Average Days on Market (Solds)	46	7%	7%	-34%	-37%	49	-33%	-33%
Asking Price per Square Foot (based on New Listings)	\$390	-2%	-4%	12%	13%	\$390	13%	13%
December Sold Price per Square Foot	\$412	4%	3%	14%	23%	\$381	14%	14%
December Month's Supply of Inventory	1.9	-18%	-36%	-5%	-53%	2.8	-31%	-31%
December Sale Price vs List Price Ratio	101.0%	0.4%	1%	1%	3.1%	99.7%	1.7%	1.7%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

### Property Sales

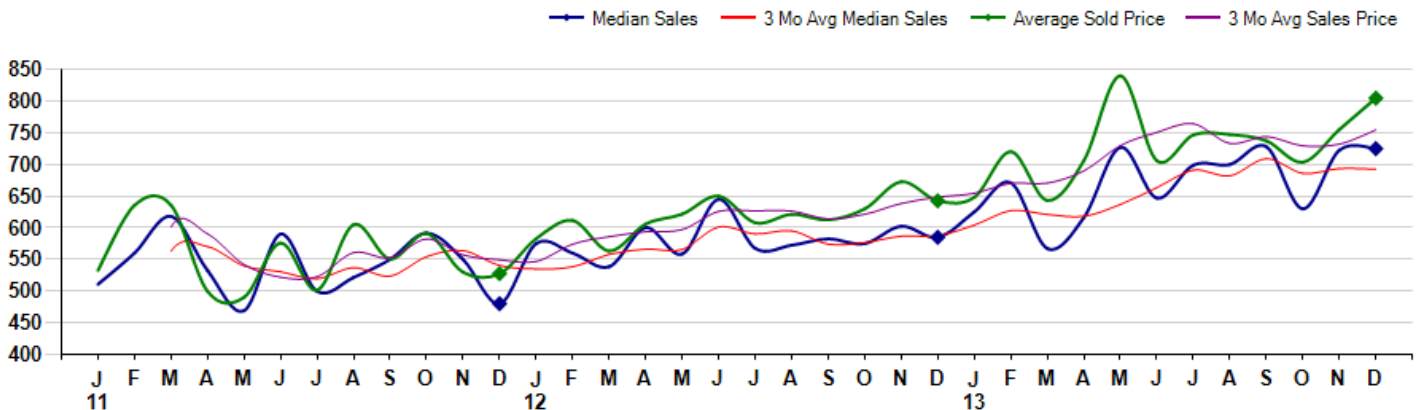
December Property sales were 57, down -16.2% from 68 in December of 2012 and -8.1% lower than the 62 sales last month. December 2013 sales were at a mid level compared to December of 2012 and 2011. December YTD sales of 704 are running -3.2% behind last year's year-to-date sales of 727.



### Prices

The Median Sales Price in December was \$725,000, up 23.9% from \$585,000 in December of 2012 and up 0.3% from \$722,500 last month. The Average Sales Price in December was \$804,755, up 25.2% from \$642,596 in December of 2012 and up 6.6% from \$755,221 last month. December 2013 ASP was at highest level compared to December of 2012 and 2011.

Median means Middle (the same # of properties sold above and below Median) (000's)



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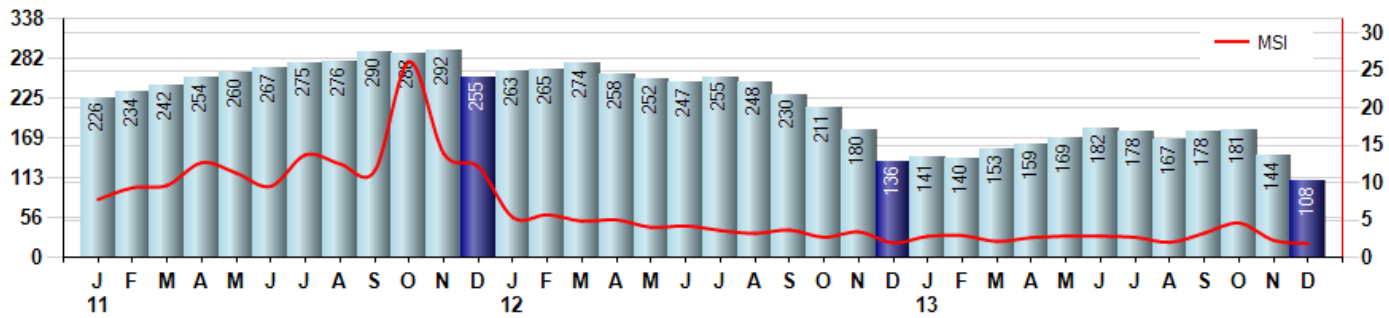
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### Inventory & MSI

The Total Inventory of Properties available for sale as of December was 108, down -25.0% from 144 last month and down -20.6% from 136 in December of last year. December 2013 Inventory was at the lowest level compared to December of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2013 MSI of 1.9 months was at its lowest level compared with December of 2012 and 2011.

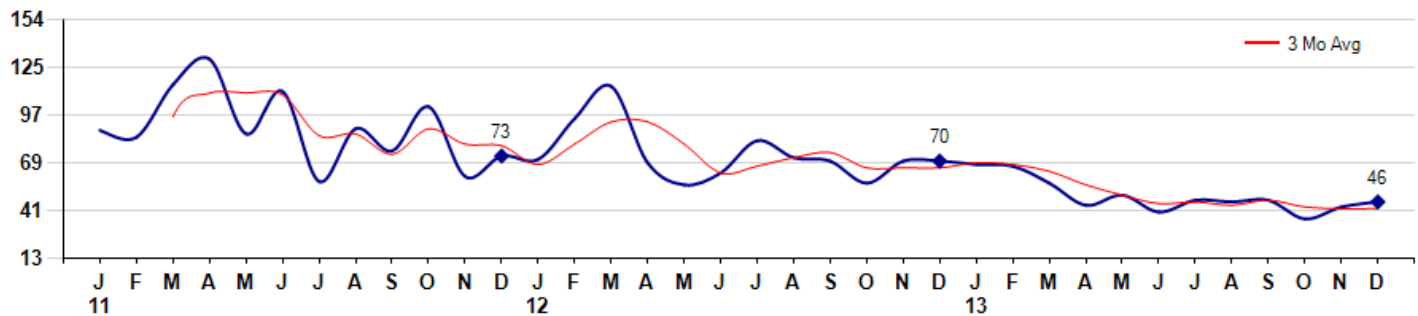
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for December was 46, up 7.0% from 43 days last month and down -34.3% from 70 days in December of last year. The December 2013 DOM was at its lowest level compared with December of 2012 and 2011.

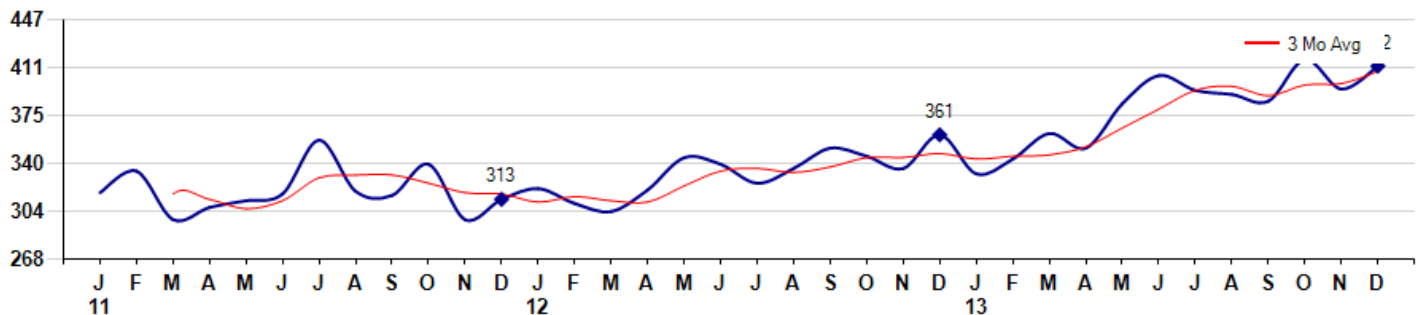
Average Days on Market(Listing to Contract) for properties sold during the month



### Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The December 2013 Selling Price per Square Foot of \$412 was up 4.3% from \$395 last month and up 14.1% from \$361 in December of last year.

Average Selling Price per Square Foot for properties that sold during the month



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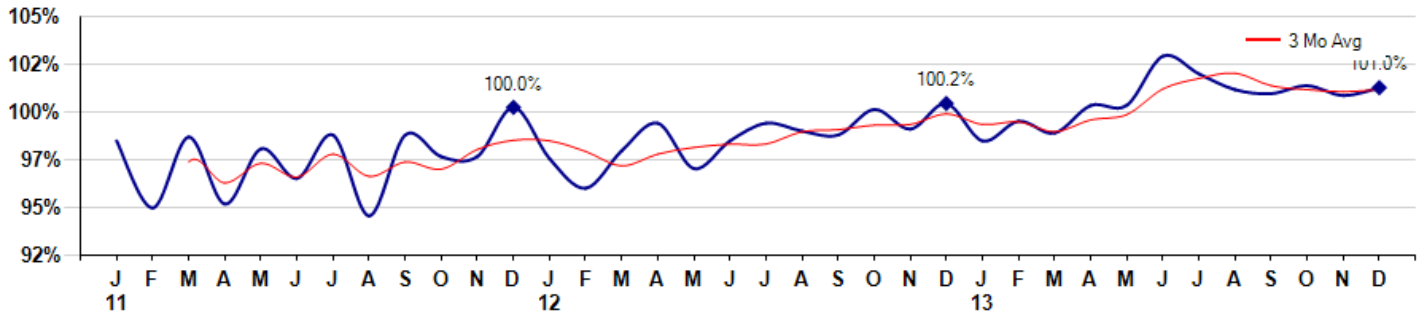


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### Selling Price vs Listing Price

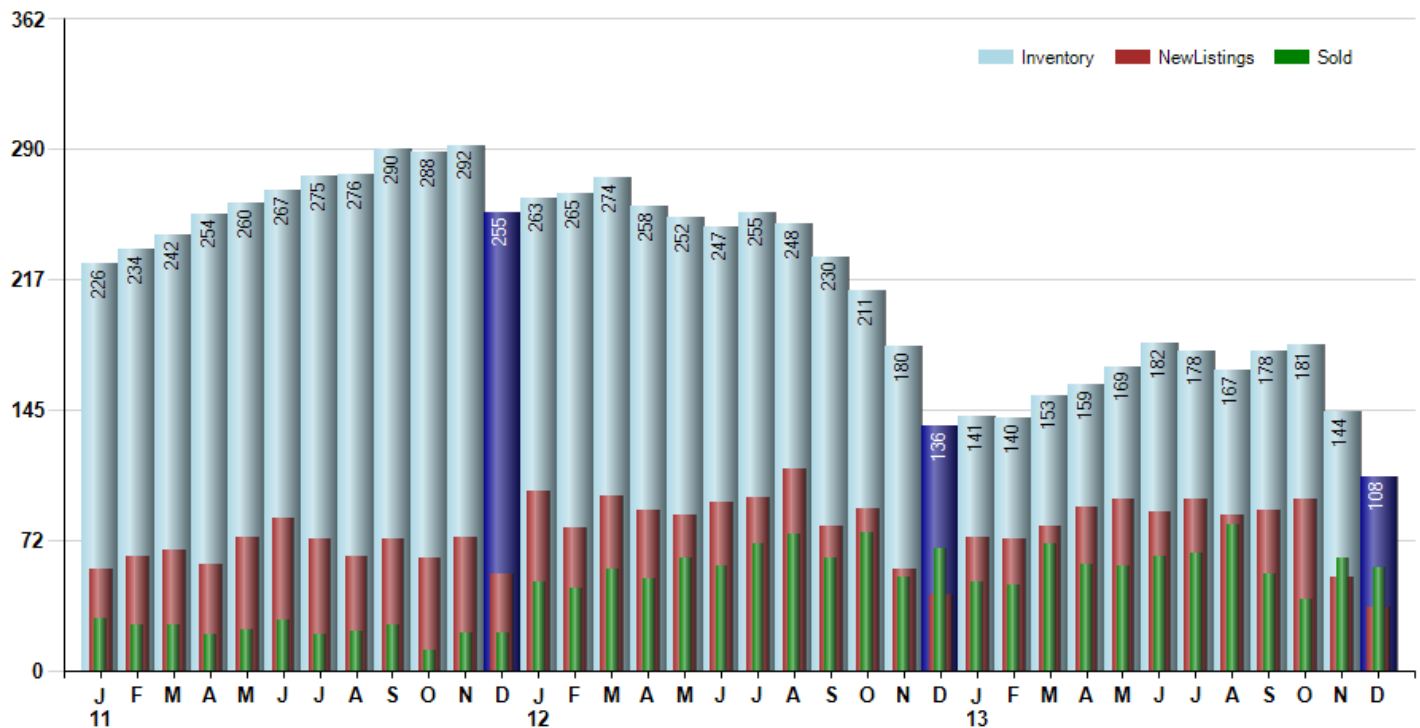
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2013 Selling Price vs List Price of 101.0% was up from 100.6% last month and up from 100.2% in December of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



### Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in December 2013 was 35, down -32.7% from 52 last month and down -16.7% from 42 in December of last year.



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	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	29	25	25	20	23	28	20	22	25	11	21	21	49	46	56	51	62	58	70	76	62	77	52	68	49	47	70	59	58	63	65	81	54	39	62	57
3 Mo. Roll Avg			26	23	23	24	24	23	22	19	19	18	30	39	50	51	56	57	63	68	69	72	64	66	56	55	55	59	62	60	62	70	67	58	52	53

	(000's) J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	511	560	618	533	469	590	499	522	550	592	550	480	575	560	539	600	559	645	568	573	583	575	603	585	625	671	567	616	727	647	699	700	728	630	723	725
3 Mo. Roll Avg			563	570	540	531	519	537	524	554	564	541	535	538	558	566	566	601	590	595	574	577	587	588	604	627	621	618	637	663	691	682	709	686	694	693

	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D
Inventory	226	234	242	254	260	267	275	276	290	288	292	255	263	265	274	258	252	247	255	248	230	211	180	136	141	140	153	159	169	182	178	167	178	181	144	108
MSI	8	9	10	13	11	10	14	13	12	26	14	12	5	6	5	5	4	4	4	3	4	3	3	2	3	3	2	3	3	3	2	3	5	2	2	

	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D
Days On Market	88	84	115	130	86	111	58	89	76	102	61	73	71	95	114	69	56	63	82	72	70	57	70	70	68	67	57	44	50	40	47	46	47	36	43	46
3 Mo. Roll Avg			96	110	110	109	85	86	74	89	80	79	68	80	93	93	80	63	67	72	75	66	66	66	69	68	64	56	50	45	46	44	47	43	42	42

	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft	318	334	298	307	312	317	357	319	316	339	298	313	321	310	304	320	344	339	325	336	351	345	336	361	332	343	362	351	384	405	394	391	386	417	395	412
3 Mo. Roll Avg			317	313	306	312	329	331	325	318	317	311	315	312	311	323	334	336	333	337	344	344	347	343	345	346	352	366	380	394	397	390	398	399	408	

	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.983	0.949	0.985	0.951	0.979	0.964	0.986	0.945	0.986	0.975	0.975	1.000	0.974	0.959	0.978	0.992	0.969	0.983	0.992	0.988	0.986	0.999	0.989	1.002	0.983	0.993	0.987	1.001	1.001	1.026	1.017	1.009	1.007	1.011	1.006	1.010
3 Mo. Roll Avg			0.972	0.962	0.972	0.965	0.976	0.965	0.972	0.969	0.979	0.983	0.983	0.978	0.970	0.976	0.980	0.981	0.981	0.988	0.989	0.991	0.991	0.997	0.991	0.993	0.988	0.994	0.996	1.009	1.015	1.017	1.011	1.009	1.008	1.009

	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D
New Listings	56	63	67	59	74	85	73	63	73	62	74	54	100	79	97	89	86	93	96	112	80	90	56	42	74	73	80	91	95	88	95	86	89	95	52	35
Inventory	226	234	242	254	260	267	275	276	290	288	292	255	263	265	274	258	252	247	255	248	230	211	180	136	141	140	153	159	169	182	178	167	178	181	144	108
Sales	29	25	25	20	23	28	20	22	25	11	21	21	49	46	56	51	62	58	70	76	62	77	52	68	49	47	70	59	58	63	65	81	54	39	62	57

	(000's) J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	533	635	636	500	490	576	501	605	551	591	530	528	583	612	563	606	622	650	608	621	613	630	673	643	648	720	643	706	840	706	747	747	737	704	755	805
3 Mo. Roll Avg			601	590	542	522	522	561	552	582	557	549	547	574	586	594	597	626	627	626	614	621	638	648	654	670	670	690	730	751	764	733	744	729	732	755

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