

City: La Canada Flintridge



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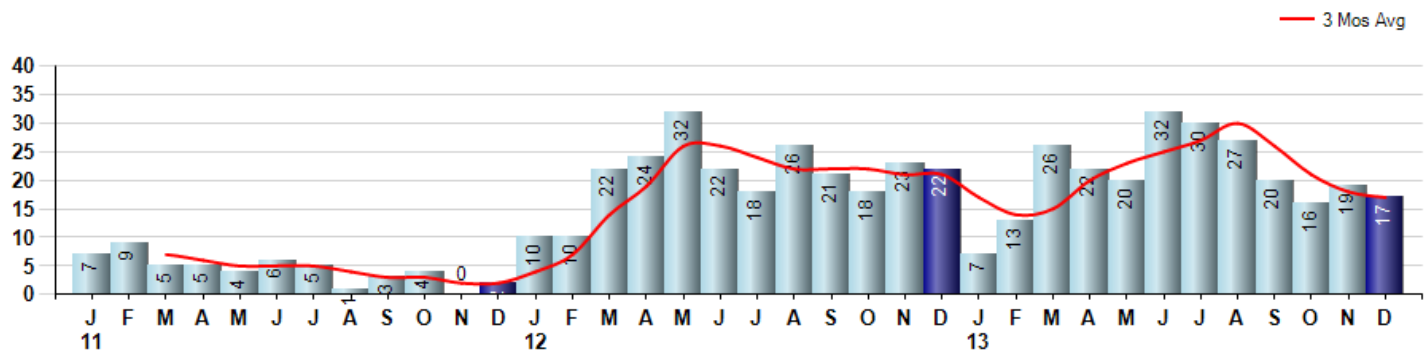
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,506,500	-5%		-18%				
Average List Price of all Current Listings	\$2,060,609	-8%		-9%				
December Median Sales Price	\$1,260,000	10%	3%	5%	12%	\$1,250,000	11%	11%
December Average Sales Price	\$1,396,853	-4%	-3%	-15%	5%	\$1,453,561	10%	9%
Total Properties Currently for Sale (Inventory)	44	-31%		22%				
December Number of Properties Sold	17	-11%		-23%			0%	
December Average Days on Market (Solds)	56	-2%	-2%	-18%	-22%	56	-21%	-22%
Asking Price per Square Foot (based on New Listings)	\$565	5%	1%	7%	19%	\$528	11%	11%
December Sold Price per Square Foot	\$490	-8%	-5%	-2%	7%	\$509	11%	11%
December Month's Supply of Inventory	2.6	-23%	-25%	58%	-40%	3.6	-17%	-17%
December Sale Price vs List Price Ratio	98.1%	0.5%	0%	1%	0.9%	99.5%	2.4%	2.4%

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

Property Sales

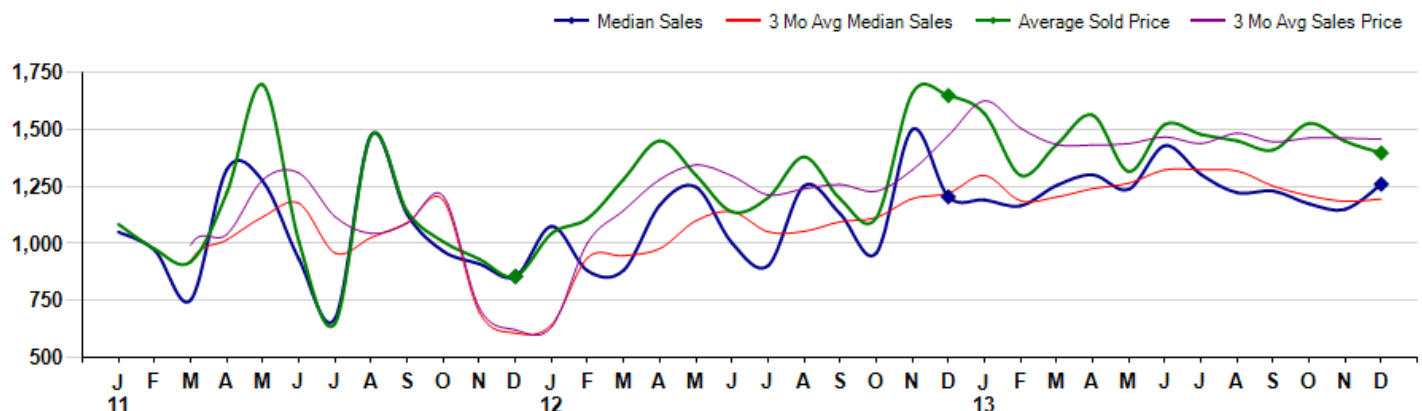
December Property sales were 17, down -22.7% from 22 in December of 2012 and -10.5% lower than the 19 sales last month. December 2013 sales were at a mid level compared to December of 2012 and 2011. December YTD sales of 249 are running 0.4% ahead of last year's year-to-date sales of 248.



Prices

The Median Sales Price in December was \$1,260,000, up 4.6% from \$1,204,300 in December of 2012 and up 9.6% from \$1,150,000 last month. The Average Sales Price in December was \$1,396,853, down -15.3% from \$1,648,877 in December of 2012 and down -3.5% from \$1,447,684 last month. December 2013 ASP was at a mid range 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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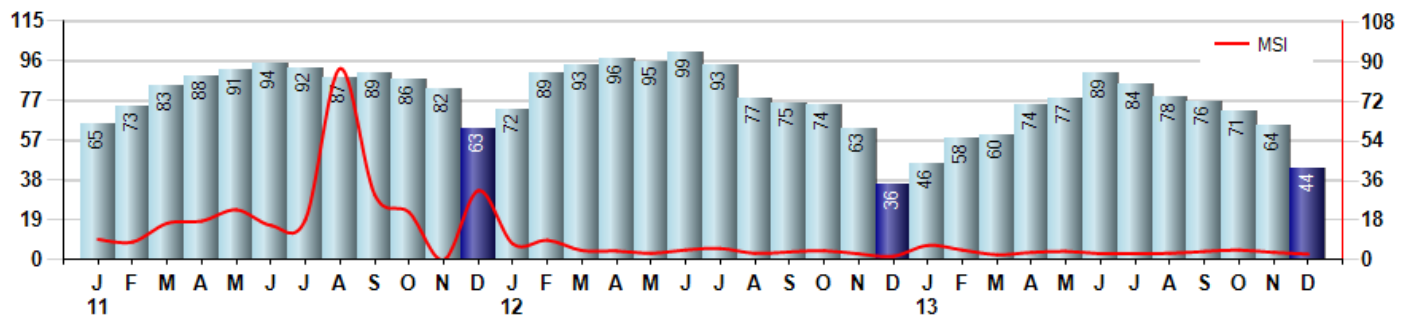
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 44, down -31.3% from 64 last month and up 22.2% from 36 in December of last year. December 2013 Inventory was at a mid range 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 2.6 months was at a mid range compared with December of 2012 and 2011.

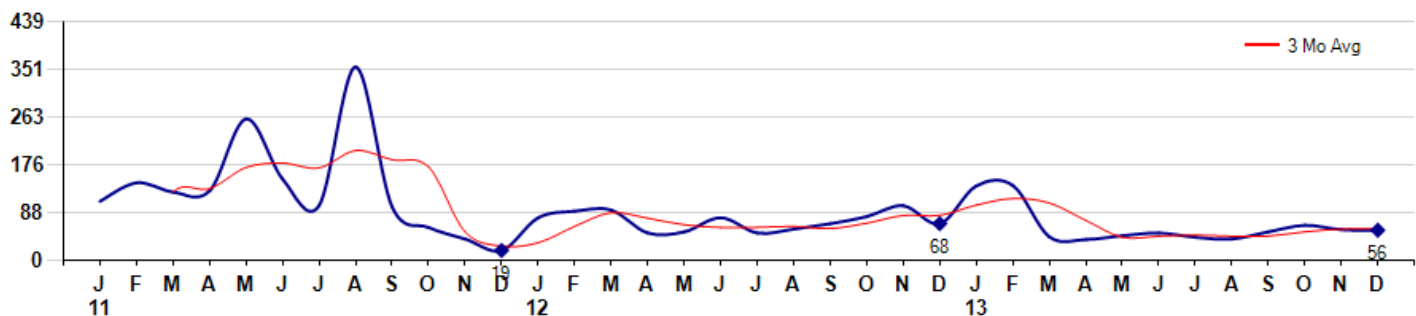
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 56, down -1.8% from 57 days last month and down -17.6% from 68 days in December of last year. The December 2013 DOM was at a mid range compared with December of 2012 and 2011.

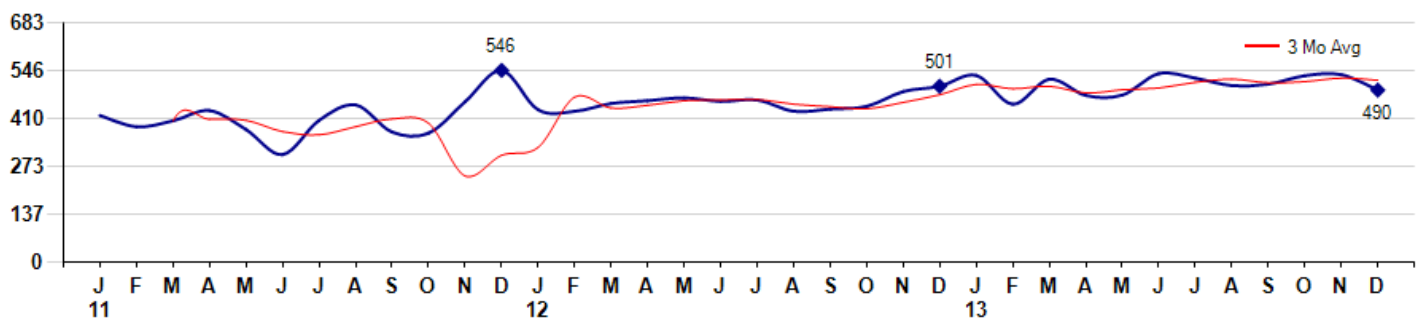
Average Days on Market(Listing to Contract) for properties sold during the month



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 \$490 was down -8.2% from \$534 last month and down -2.2% from \$501 in December of last year.

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



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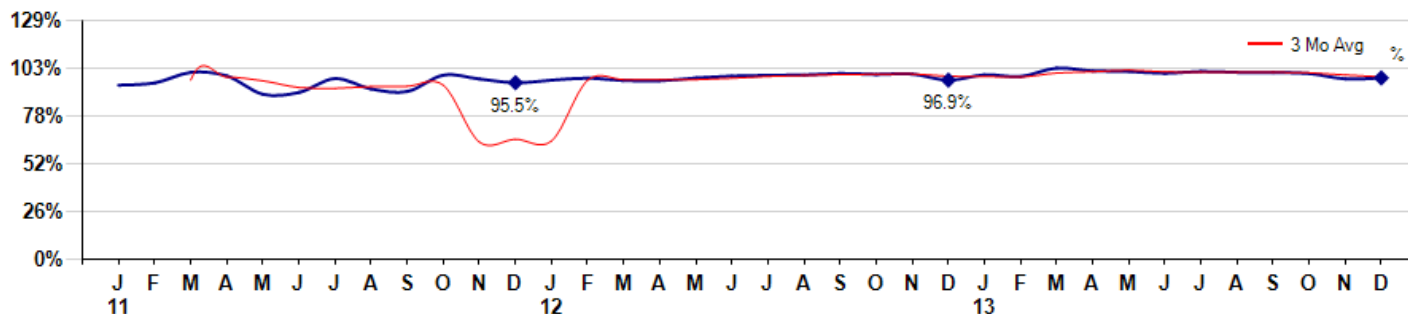


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Selling Price vs Listing Price

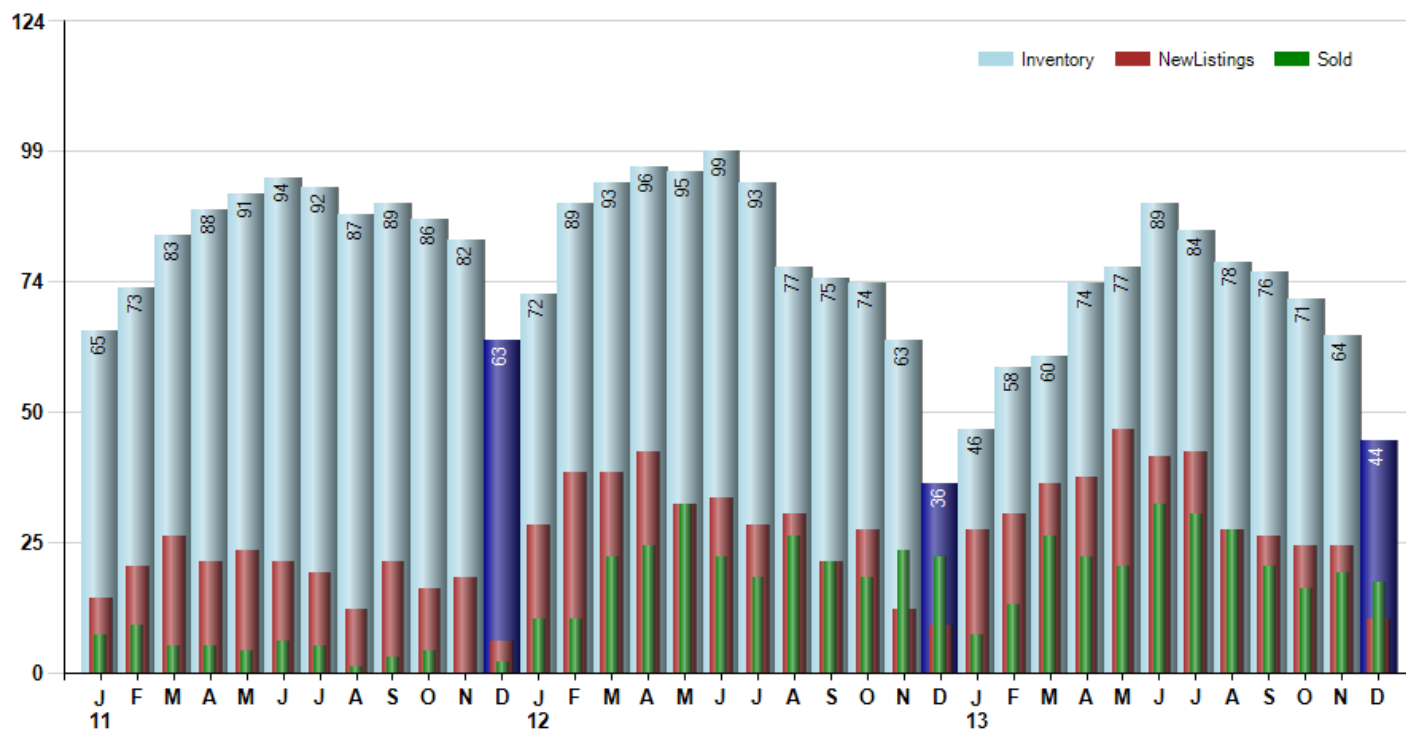
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2013 Selling Price vs List Price of 98.1% was up from 97.6% last month and up from 96.9% 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 10, down -58.3% from 24 last month and up 11.1% from 9 in December of last year.



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MARKET ACTION REPORT

December 2013

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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	7	9	5	5	4	6	5	1	3	4	0	2	10	10	22	24	32	22	18	26	21	18	23	22	7	13	26	22	20	32	30	27	20	16	19	17
3 Mo. Roll Avg			7	6	5	5	5	4	3	3	2	2	4	7	14	19	26	26	24	22	22	22	21	21	17	14	15	20	23	25	27	30	26	21	18	17

(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	1,050	970	752	1,325	1,273	930	671	1,475	1,128	966	0	855	1,075	880	883	1,168	1,248	1,003	903	1,253	1,130	958	1,500	1,204	1,191	1,165	1,255	1,301	1,238	1,429	1,303	1,223	1,230	1,174	1,150	1,260
3 Mo. Roll Avg			924	1,016	1,117	1,176	958	1,025	1,091	1,189	698	607	643	937	946	977	1,099	1,139	1,051	1,053	1,095	1,113	1,196	1,221	1,298	1,187	1,204	1,240	1,264	1,323	1,323	1,318	1,252	1,209	1,185	1,195

	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	65	73	83	88	91	94	92	87	89	86	82	63	72	89	93	96	95	99	93	77	75	74	63	36	46	58	60	74	77	89	84	78	76	71	64	44
MSI	9	8	17	18	23	16	18	87	30	22	0	32	7	9	4	4	3	5	5	3	4	4	3	2	7	4	2	3	4	3	3	3	4	4	3	3

	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	109	143	126	128	260	150	101	355	99	61	0	19	79	91	93	51	53	79	51	58	68	81	101	68	137	138	44	39	46	51	43	40	53	65	57	56
3 Mo. Roll Avg			126	132	171	179	170	202	185	172	53	27	33	63	88	78	66	61	61	63	59	69	83	83	102	114	106	74	43	45	47	45	45	53	58	59

	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	418	386	403	432	378	307	404	448	371	368	0	546	434	430	452	460	468	458	462	430	436	444	486	501	532	450	521	475	476	537	524	503	507	531	534	490
3 Mo. Roll Avg			402	407	404	372	363	386	408	396	246	305	327	470	439	447	460	462	463	450	443	437	455	477	506	494	501	482	491	496	512	521	511	514	524	518

	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	0.942	0.954	1.011	0.992	0.893	0.903	0.978	0.922	0.908	0.996	0.000	0.955	0.969	0.980	0.967	0.966	0.981	0.991	0.995	0.997	1.005	1.000	1.002	0.969	0.998	0.989	1.034	1.019	1.016	1.006	1.016	1.011	1.010	1.005	0.976	0.981
3 Mo. Roll Avg			0.969	0.986	0.965	0.929	0.925	0.934	0.936	0.942	0.635	0.650	0.641	0.968	0.972	0.971	0.971	0.979	0.989	0.994	0.999	1.001	1.002	0.990	0.990	0.985	1.007	1.014	1.023	1.014	1.013	1.011	1.012	1.009	0.997	0.987

	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	14	20	26	21	23	21	19	12	21	16	18	6	28	38	38	42	32	33	28	30	21	27	12	9	27	30	36	37	46	41	42	27	26	24	24	10
Inventory	65	73	83	88	91	94	92	87	89	86	82	63	72	89	93	96	95	99	93	77	75	74	63	36	46	58	60	74	77	89	84	78	76	71	64	44
Sales	7	9	5	5	4	6	5	1	3	4	0	2	10	10	22	24	32	22	18	26	21	18	23	22	7	13	26	22	20	32	30	27	20	16	19	17

(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	1,084	976	919	1,223	1,696	1,007	649	1,475	1,141	1,008	0	855	1,044	1,109	1,282	1,450	1,300	1,139	1,201	1,380	1,195	1,112	1,659	1,649	1,569	1,299	1,434	1,563	1,316	1,522	1,478	1,450	1,410	1,527	1,448	1,397
3 Mo. Roll Avg			993	1,039	1,279	1,309	1,117	1,044	1,088	1,208	716	621	633	1,003	1,145	1,280	1,344	1,296	1,213	1,240	1,259	1,229	1,322	1,473	1,626	1,506	1,434	1,432	1,438	1,467	1,439	1,483	1,446	1,462	1,457	

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