

City: Pasadena



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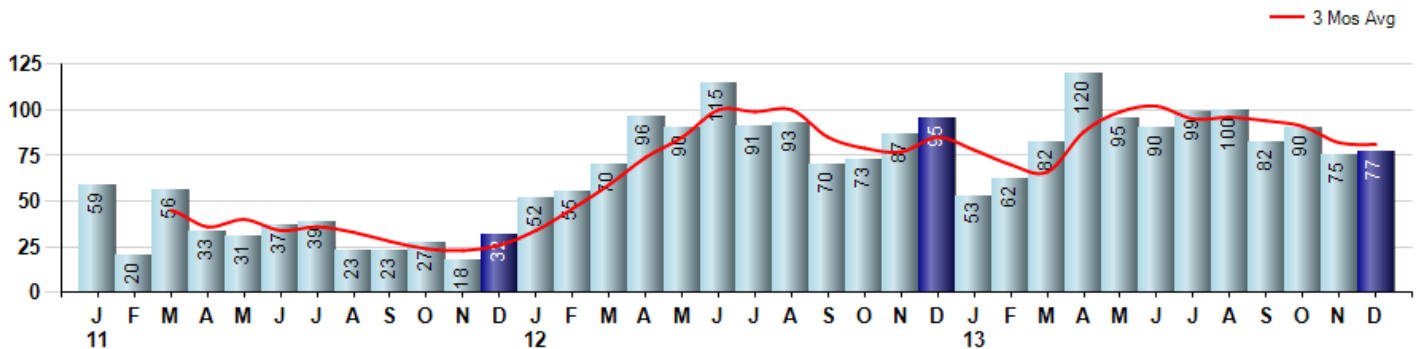
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$698,500	0%		17%				
Average List Price of all Current Listings	\$1,143,183	5%		29%				
December Median Sales Price	\$745,000	8%	6%	24%	26%	\$685,000	16%	16%
December Average Sales Price	\$977,890	18%	14%	25%	26%	\$879,869	12%	13%
Total Properties Currently for Sale (Inventory)	164	-23%		-9%				
December Number of Properties Sold	77	3%		-19%			4%	
December Average Days on Market (Solds)	45	-4%	-4%	-25%	-36%	47	-34%	-33%
Asking Price per Square Foot (based on New Listings)	\$513	21%	14%	28%	32%	\$442	15%	14%
December Sold Price per Square Foot	\$458	5%	4%	18%	22%	\$436	16%	16%
December Month's Supply of Inventory	2.1	-25%	-17%	12%	-44%	2.6	-31%	-31%
December Sale Price vs List Price Ratio	100.3%	-0.4%	1%	0%	2.0%	100.5%	2.2%	2.2%

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

Property Sales

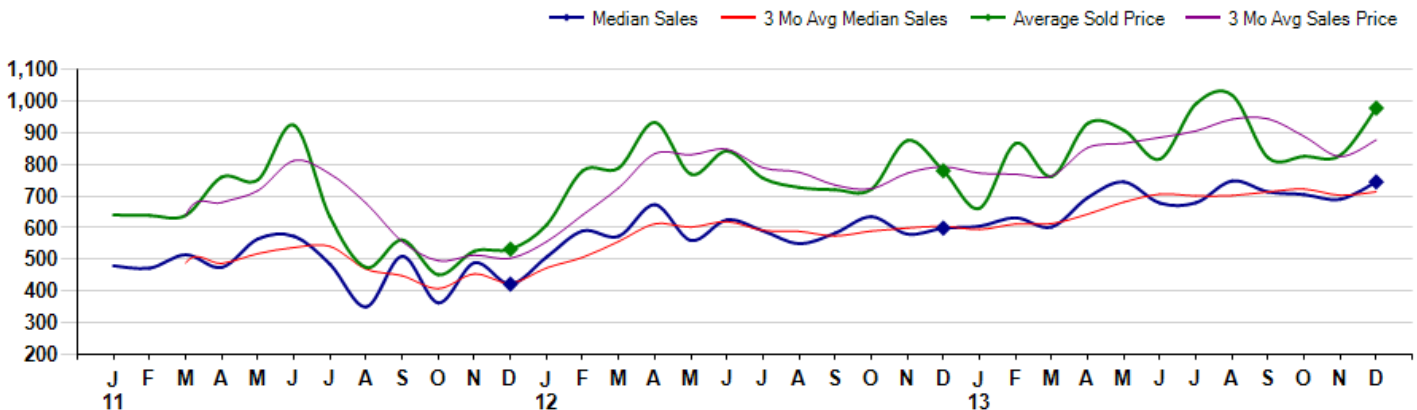
December Property sales were 77, down -18.9% from 95 in December of 2012 and 2.7% higher than the 75 sales last month. December 2013 sales were at a mid level compared to December of 2012 and 2011. December YTD sales of 1,025 are running 3.9% ahead of last year's year-to-date sales of 987.



Prices

The Median Sales Price in December was \$745,000, up 24.4% from \$599,000 in December of 2012 and up 8.0% from \$690,000 last month. The Average Sales Price in December was \$977,890, up 25.4% from \$779,992 in December of 2012 and up 18.0% from \$828,912 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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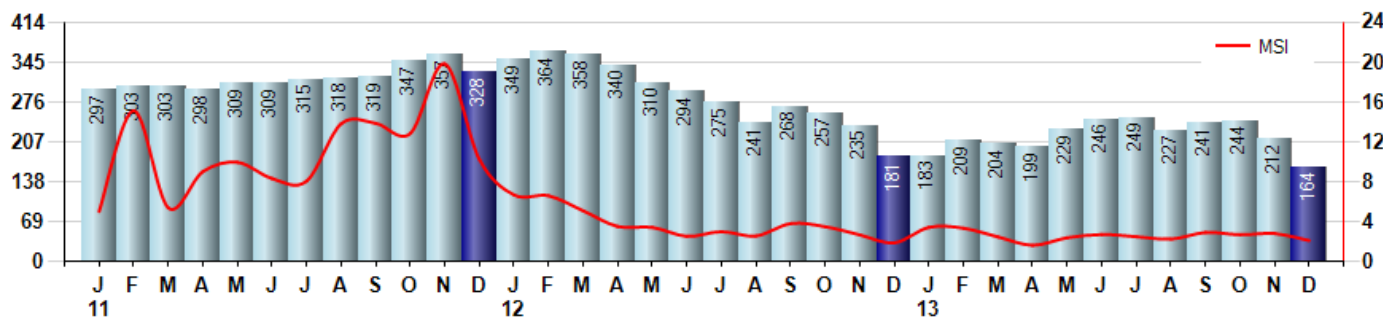
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 164, down -22.6% from 212 last month and down -9.4% from 181 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 2.1 months was at a mid range compared with December of 2012 and 2011.

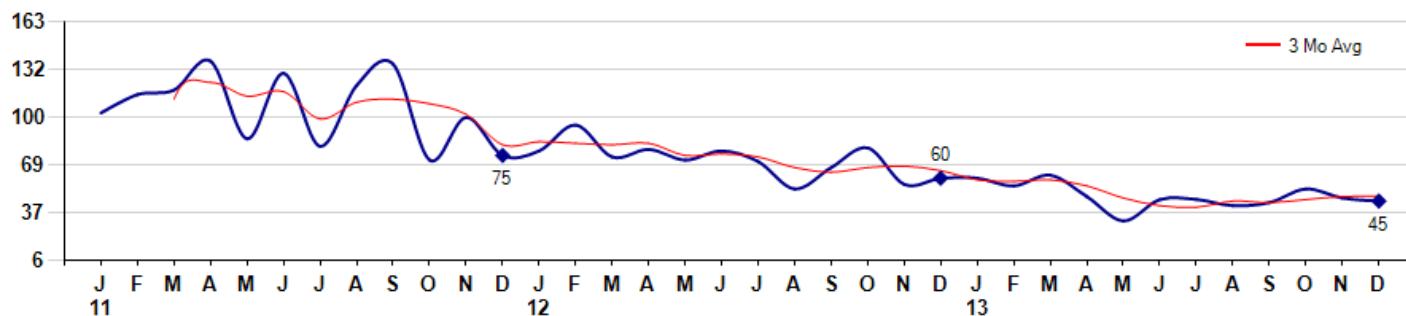
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 45, down -4.3% from 47 days last month and down -25.0% from 60 days in December of last year. The December 2013 DOM was at its lowest level compared with December of 2012 and 2011.

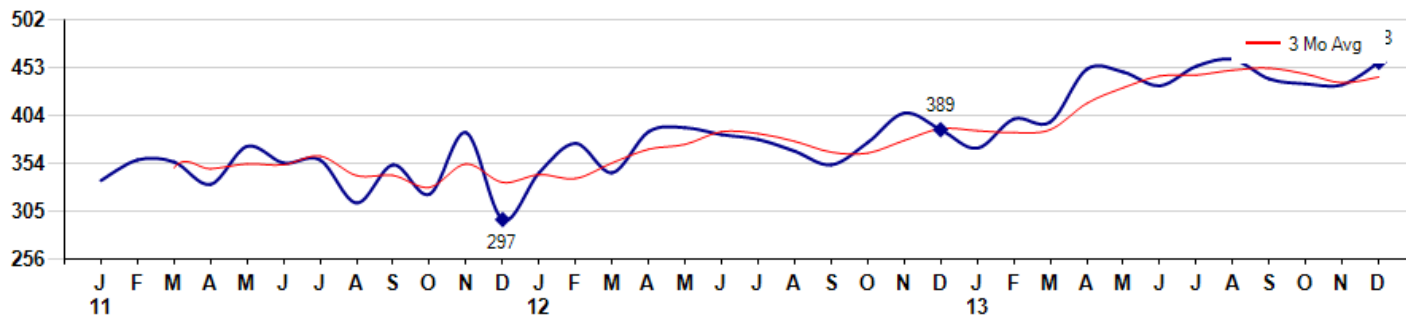
Average Days on Market(Listing to Contract) for properties sold during the month



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 \$458 was up 5.3% from \$435 last month and up 17.7% from \$389 in December of last year.

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



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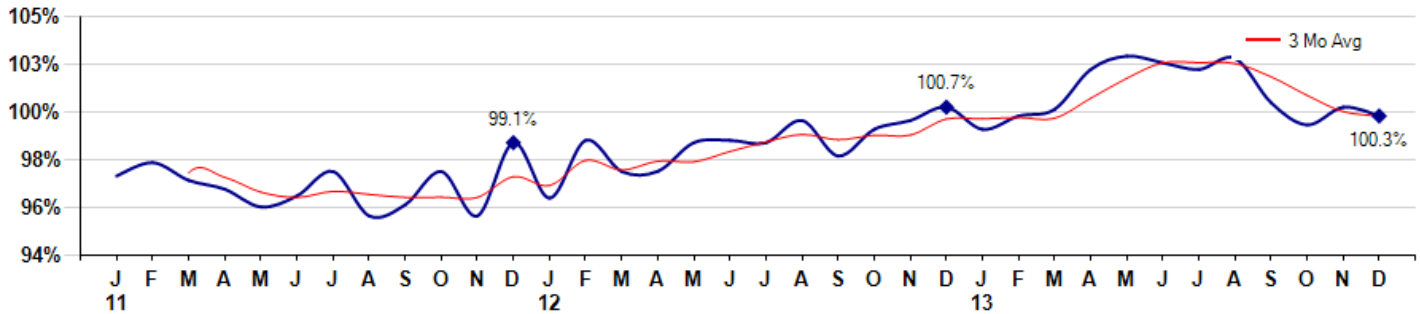


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Selling Price vs Listing Price

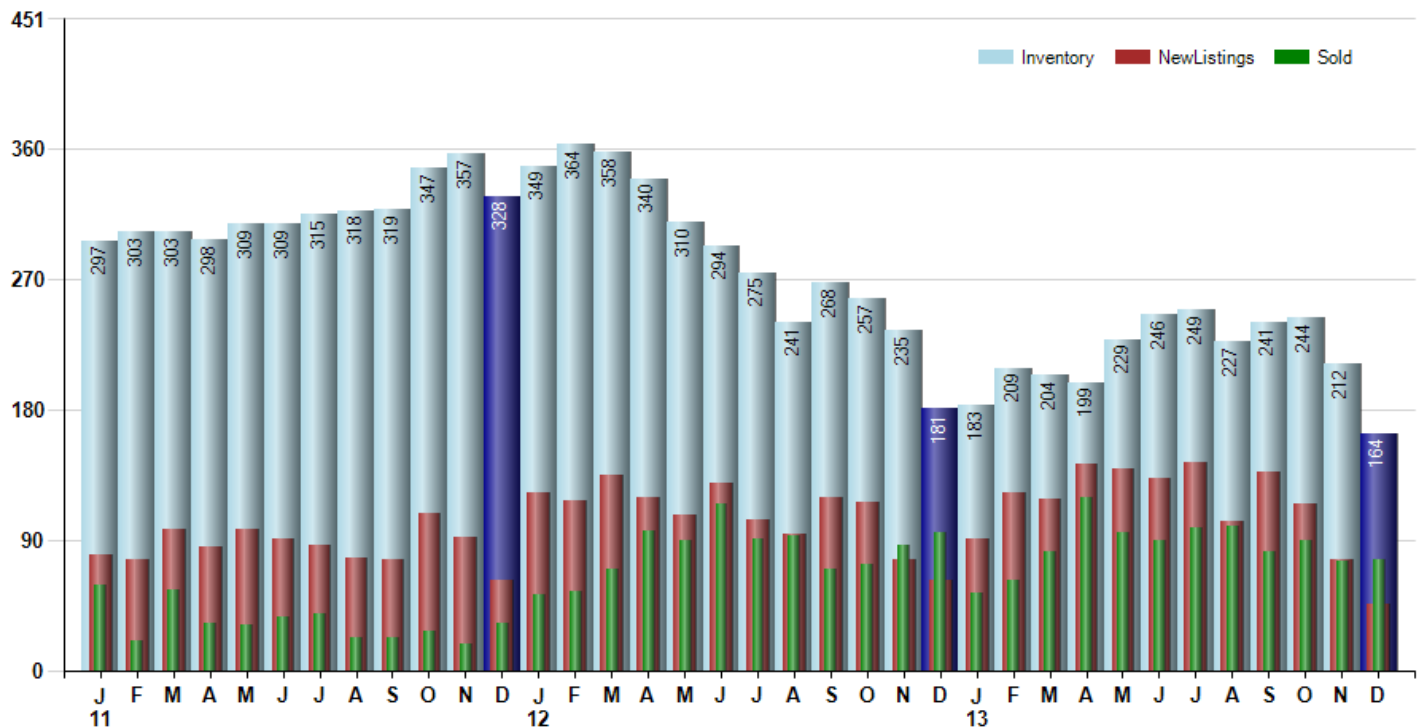
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2013 Selling Price vs List Price of 100.3% was down from 100.7% last month and down from 100.7% 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 46, down -39.5% from 76 last month and down -25.8% from 62 in December of last year.



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	59	20	56	33	31	37	39	23	23	27	18	32	52	55	70	96	90	115	91	93	70	73	87	95	53	62	82	120	95	90	99	100	82	90	75	77
3 Mo. Roll Avg			45	36	40	34	36	33	28	24	23	26	34	46	59	74	85	100	99	100	85	79	77	85	78	70	66	88	99	102	95	96	94	91	82	81

(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	480	473	515	475	565	573	485	350	510	363	489	422	508	590	573	673	560	625	590	550	583	635	580	599	605	632	603	695	745	678	679	748	714	705	690	745
3 Mo. Roll Avg			489	488	518	538	541	469	448	408	454	425	473	507	557	612	602	619	592	588	574	589	599	605	595	612	613	643	681	706	701	702	714	722	703	713

	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	297	303	303	298	309	309	315	318	319	347	357	328	349	364	358	340	310	294	275	241	268	257	235	181	183	209	204	199	229	246	249	227	241	244	212	164
MSI	5	15	5	9	10	8	8	14	14	13	20	10	7	7	5	4	3	3	3	3	4	4	3	2	3	3	2	2	2	3	3	2	3	3	3	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	103	115	118	137	86	129	81	121	135	72	100	75	78	95	74	79	72	78	71	53	67	80	56	60	60	55	62	48	32	46	46	42	44	53	47	45
3 Mo. Roll Avg			112	123	114	117	99	110	112	109	102	82	84	83	82	83	75	76	74	67	64	67	68	65	59	58	59	55	47	42	41	45	44	46	48	48

	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	337	358	356	333	372	355	358	314	353	323	386	297	345	375	345	387	391	384	379	367	353	376	406	389	370	400	397	451	448	434	454	461	441	436	435	458
3 Mo. Roll Avg			350	349	354	353	362	342	342	330	354	335	343	339	355	369	374	387	385	377	366	365	378	390	388	386	389	416	432	444	445	450	452	446	437	443

	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	0.976	0.982	0.974	0.970	0.962	0.967	0.978	0.958	0.963	0.978	0.958	0.991	0.966	0.992	0.978	0.978	0.991	0.992	0.991	1.001	0.985	0.997	1.001	1.007	0.997	1.003	1.006	1.024	1.030	1.027	1.024	1.029	1.009	0.999	1.007	1.003
3 Mo. Roll Avg			0.977	0.975	0.969	0.966	0.969	0.968	0.966	0.966	0.966	0.976	0.972	0.983	0.979	0.983	0.982	0.987	0.991	0.995	0.992	0.994	0.994	1.002	1.002	1.002	1.002	1.011	1.020	1.027	1.027	1.027	1.021	1.012	1.005	1.003

	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	80	76	98	85	97	91	87	78	77	109	92	62	123	117	135	119	107	129	104	94	119	116	77	62	91	123	118	143	139	133	144	103	137	115	76	46
Inventory	297	303	303	298	309	309	315	318	319	347	357	328	349	364	358	340	310	294	275	241	268	257	235	181	183	209	204	199	229	246	249	227	241	244	212	164
Sales	59	20	56	33	31	37	39	23	23	27	18	32	52	55	70	96	90	115	91	93	70	73	87	95	53	62	82	120	95	90	99	100	82	90	75	77

(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	640	639	640	761	752	924	634	475	562	452	526	533	609	780	789	933	769	842	757	728	720	721	876	780	662	866	762	930	909	817	991	1,019	821	826	829	978
3 Mo. Roll Avg			640	680	717	812	770	678	557	496	513	504	556	640	726	834	830	848	789	775	735	723	772	792	772	769	763	853	867	885	906	943	944	889	825	877

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