

City: San Marino



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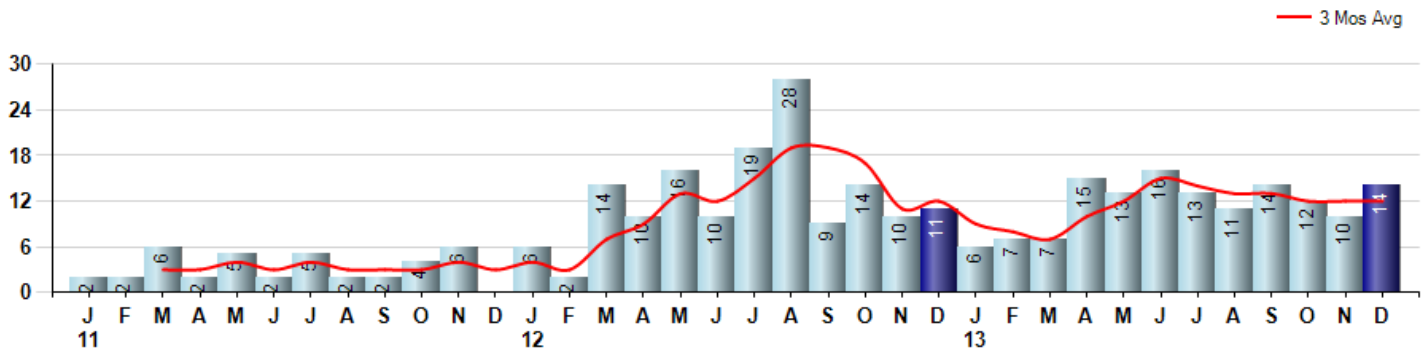
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,599,000	-41%		-5%				
Average List Price of all Current Listings	\$5,219,111	32%		112%				
December Median Sales Price	\$2,070,000	19%	10%	46%	29%	\$1,857,500	16%	16%
December Average Sales Price	\$2,200,161	17%	-8%	41%	22%	\$2,218,855	23%	23%
Total Properties Currently for Sale (Inventory)	9	-53%		-18%				
December Number of Properties Sold	14	40%		27%			-7%	
December Average Days on Market (Solds)	34	-21%	-11%	-51%	-41%	37	-35%	-36%
Asking Price per Square Foot (based on New Listings)	\$696	-16%	-6%	7%	11%	\$720	17%	15%
December Sold Price per Square Foot	\$740	6%	2%	23%	22%	\$715	18%	18%
December Month's Supply of Inventory	0.6	-66%	-58%	-36%	-82%	1.8	-50%	-50%
December Sale Price vs List Price Ratio	104.9%	3.2%	4%	2%	4.0%	103.4%	2.3%	2.5%

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

Property Sales

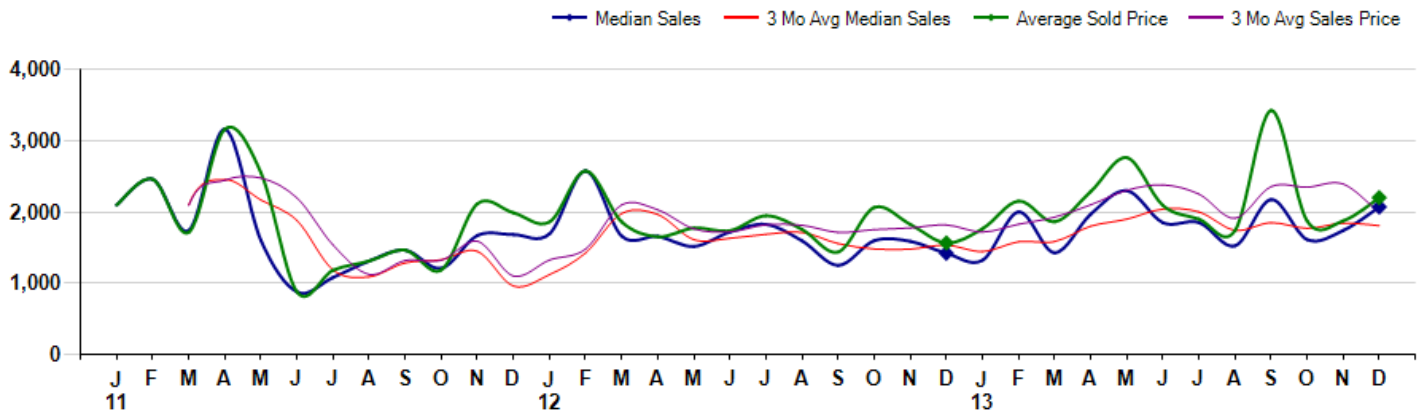
December Property sales were 14, up 27.3% from 11 in December of 2012 and 40.0% higher than the 10 sales last month. December 2013 sales were at their highest level compared to December of 2012 and 2011. December YTD sales of 138 are running -7.4% behind last year's year-to-date sales of 149.



Prices

The Median Sales Price in December was \$2,070,000, up 45.8% from \$1,420,000 in December of 2012 and up 19.0% from \$1,740,000 last month. The Average Sales Price in December was \$2,200,161, up 40.6% from \$1,564,636 in December of 2012 and up 17.3% from \$1,875,036 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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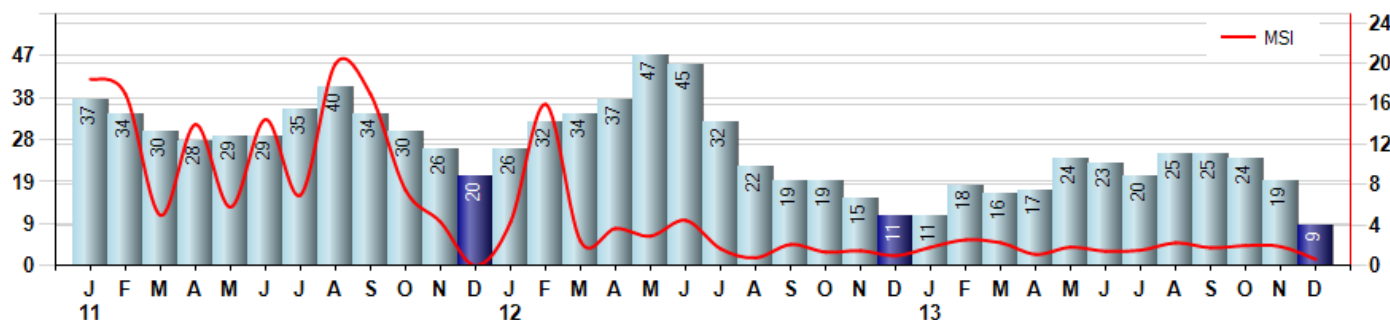
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 9, down -52.6% from 19 last month and down -18.2% from 11 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 0.6 months was at a mid range compared with December of 2012 and 2011.

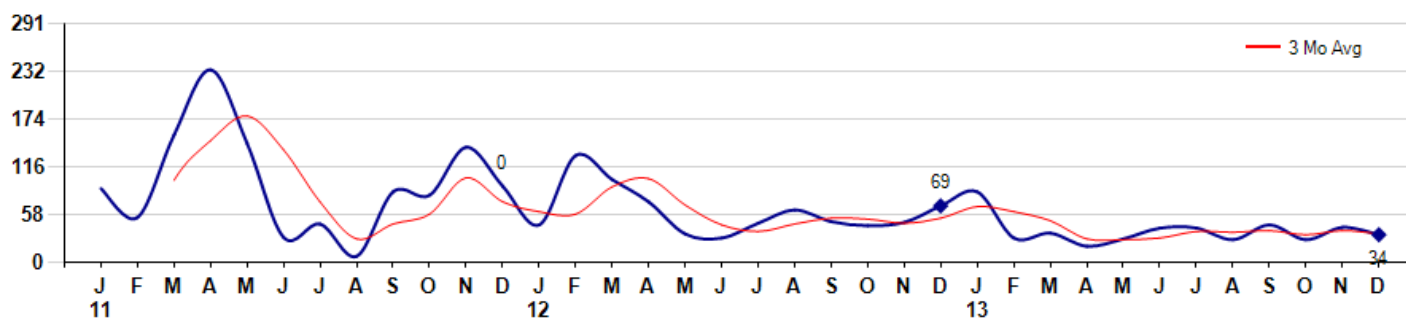
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 34, down -20.9% from 43 days last month and down -50.7% from 69 days in December of last year. The December 2013 DOM was at a mid range compared with December of 2012 and 2011.

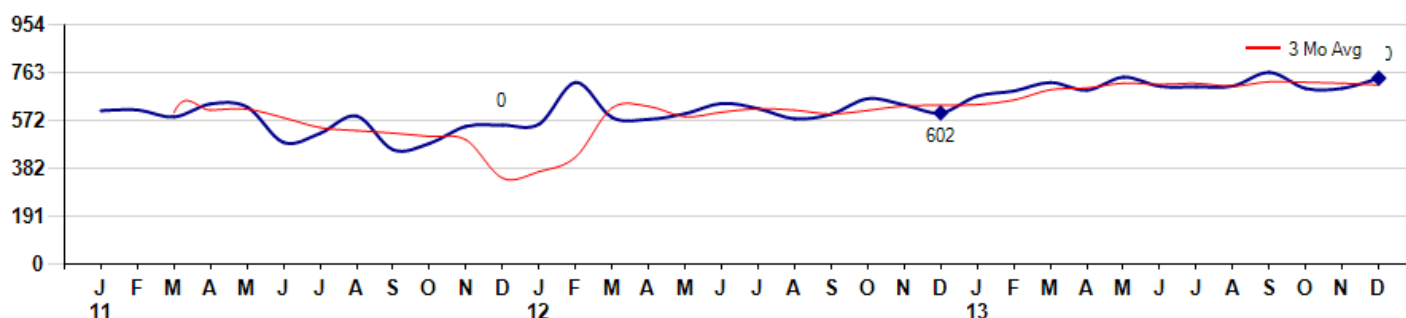
Average Days on Market(Listing to Contract) for properties sold during the month



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 \$740 was up 5.9% from \$699 last month and up 22.9% from \$602 in December of last year.

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



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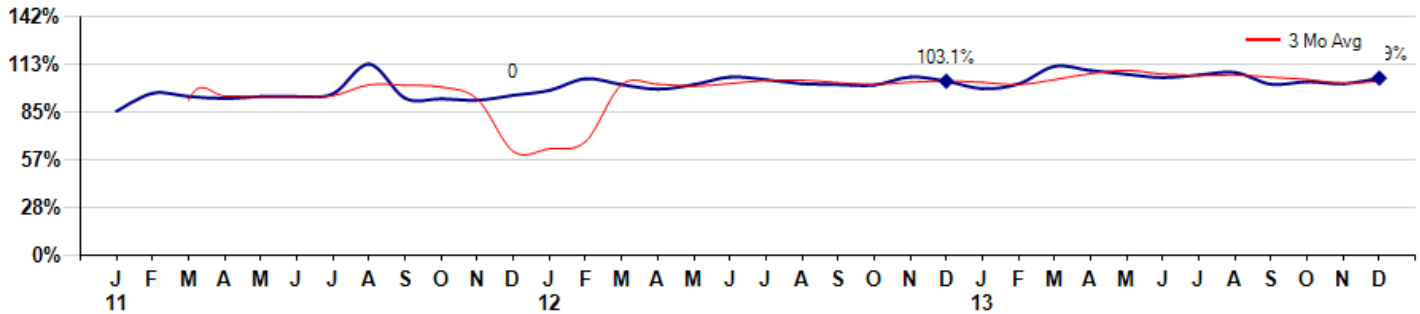


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Selling Price vs Listing Price

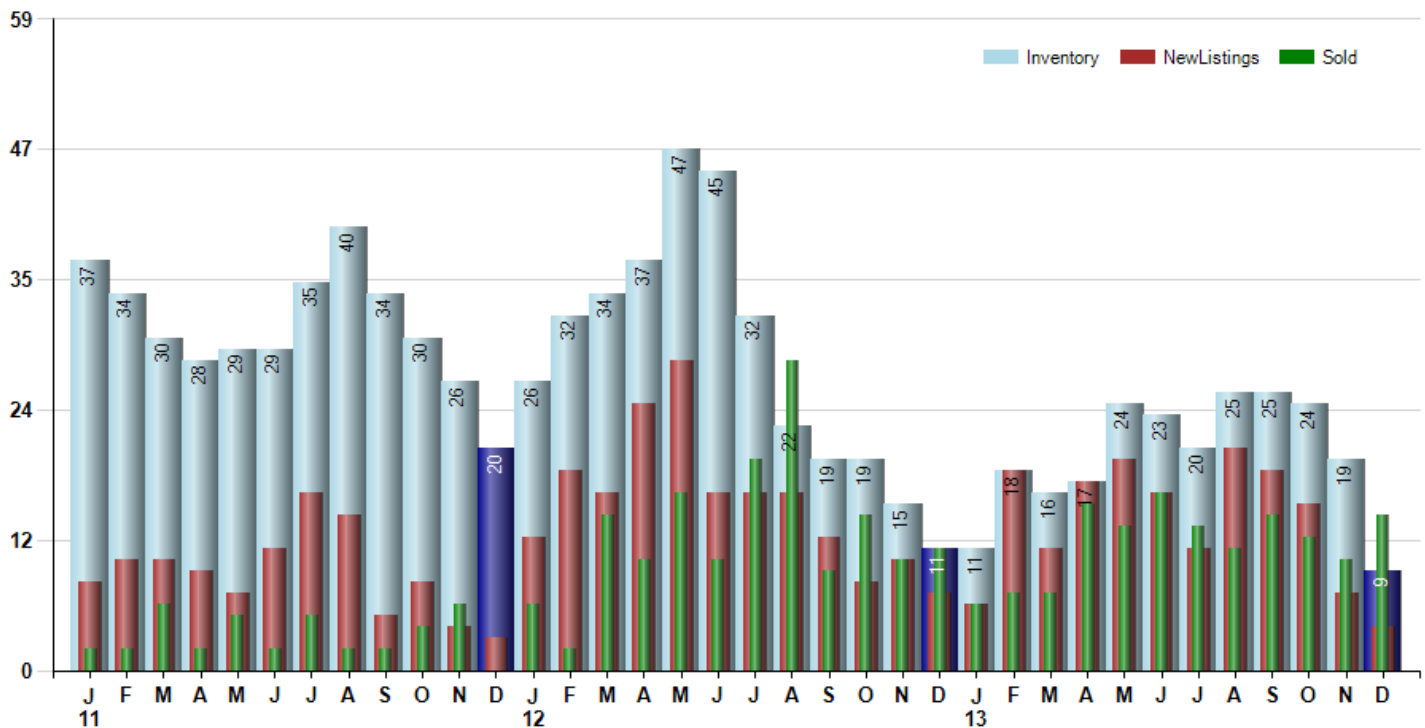
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2013 Selling Price vs List Price of 104.9% was up from 101.6% last month and up from 103.1% 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 4, down -42.9% from 7 last month and down -42.9% from 7 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	2	2	6	2	5	2	5	2	2	4	6	0	6	2	14	10	16	10	19	28	9	14	10	11	6	7	7	15	13	16	13	11	14	12	10	14
3 Mo. Roll Avg			3	3	4	3	4	3	3	3	4	3	4	3	7	9	13	12	15	19	19	17	11	12	9	8	7	10	12	15	14	13	13	12	12	12

(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	2,099	2,460	1,740	3,163	1,600	877	1,080	1,311	1,464	1,208	1,670	0	1,694	2,575	1,662	1,656	1,515	1,719	1,825	1,595	1,250	1,597	1,588	1,420	1,323	2,000	1,428	1,968	2,300	1,850	1,850	1,525	2,174	1,613	1,740	2,070
3 Mo. Roll Avg			2,100	2,454	2,168	1,880	1,186	1,089	1,285	1,327	1,447	959	1,121	1,423	1,977	1,964	1,611	1,630	1,686	1,713	1,557	1,481	1,478	1,535	1,444	1,581	1,584	1,799	1,899	2,039	2,000	1,742	1,850	1,771	1,842	1,808

	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	37	34	30	28	29	29	35	40	34	30	26	20	26	32	34	37	47	45	32	22	19	19	15	11	11	18	16	17	24	23	20	25	25	24	19	9	
MSI	19	17	5	14	6	15	7	20	17	8	4	0	4	16	2	4	3	5	2	1	2	1	2	1	2	3	2	1	2	1	2	2	2	2	2	2	1

	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	90	55	155	234	145	31	47	8	86	82	140	0	46	130	101	74	35	30	48	64	50	45	49	69	86	30	36	20	29	42	42	28	46	28	43	34
3 Mo. Roll Avg			100	148	178	137	74	29	47	59	103	74	62	59	92	102	70	46	38	47	54	53	48	54	68	62	51	29	28	30	38	37	39	34	39	35

	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	611	614	586	638	626	485	521	590	456	481	549	0	558	723	584	577	599	640	619	579	597	659	634	602	669	689	723	692	744	708	706	709	763	699	699	740
3 Mo. Roll Avg			604	613	617	583	544	532	522	509	495	343	369	427	622	628	587	605	619	613	598	612	630	632	635	653	694	701	720	715	719	708	726	724	720	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
Sale to List Price	0.854	0.960	0.941	0.929	0.941	0.940	0.957	1.132	0.930	0.927	0.919	0.000	0.977	1.046	1.011	0.984	1.011	1.056	1.040	1.016	1.011	1.008	1.056	1.031	0.987	1.015	1.119	1.094	1.072	1.052	1.068	1.083	1.013	1.028	1.016	1.049
3 Mo. Roll Avg			0.918	0.943	0.937	0.937	0.946	1.010	1.006	0.996	0.925	0.615	0.632	0.674	1.011	1.014	1.002	1.017	1.036	1.037	1.022	1.012	1.025	1.032	1.025	1.011	1.040	1.076	1.095	1.073	1.064	1.068	1.055	1.041	1.019	1.031

	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	8	10	10	9	7	11	16	14	5	8	4	3	12	18	16	24	28	16	16	16	12	8	10	7	6	18	11	17	19	16	11	20	18	15	7	4
Inventory	37	34	30	28	29	29	35	40	34	30	26	20	26	32	34	37	47	45	32	22	19	19	15	11	11	18	16	17	24	23	20	25	25	24	19	9
Sales	2	2	6	2	5	2	5	2	2	4	6	0	6	2	14	10	16	10	19	28	9	14	10	11	6	7	7	15	13	16	13	11	14	12	10	14

(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	2,099	2,460	1,715	3,163	2,550	877	1,182	1,311	1,464	1,188	2,115	0	1,861	2,575	1,861	1,652	1,775	1,737	1,947	1,754	1,438	2,064	1,825	1,565	1,765	2,153	1,862	2,286	2,762	2,091	1,900	1,741	3,426	1,874	1,875	2,200
3 Mo. Roll Avg			2,091	2,446	2,476	2,196	1,536	1,123	1,319	1,321	1,589	1,101	1,325	1,479	2,099	2,029	1,763	1,721	1,820	1,813	1,713	1,752	1,776	1,818	1,718	1,828	1,927	2,100	2,303	2,380	2,251	1,911	2,356	2,347	2,392	1,983

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