

City: Sierra Madre



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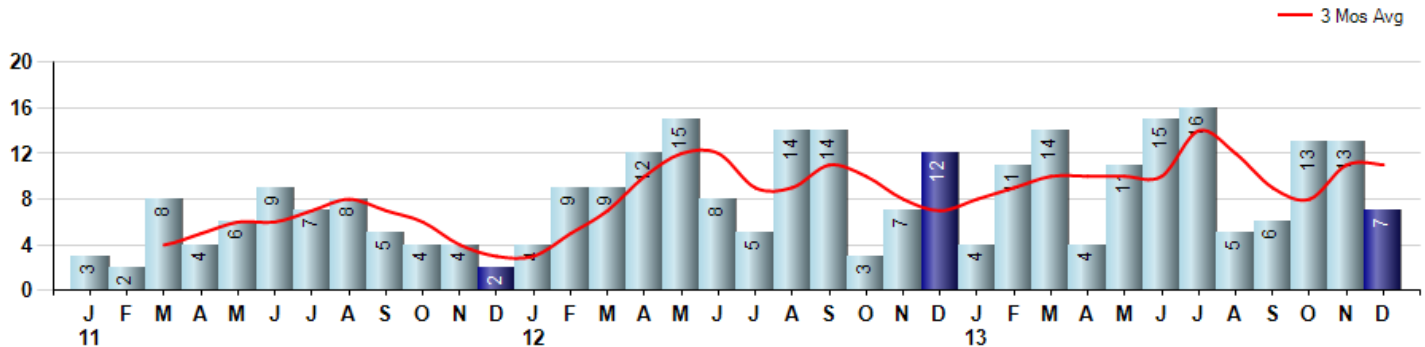
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				Trending Versus*:		
		LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$899,000	0%		14%				
Average List Price of all Current Listings	\$1,138,974	-10%		31%				
December Median Sales Price	\$725,000	-13%	-13%	19%	14%	\$813,000	28%	28%
December Average Sales Price	\$772,857	-10%	-16%	12%	8%	\$872,232	21%	21%
Total Properties Currently for Sale (Inventory)	19	-17%		-21%				
December Number of Properties Sold	7	-46%		-42%			6%	
December Average Days on Market (Solds)	45	7%	15%	-25%	-33%	46	-31%	-31%
Asking Price per Square Foot (based on New Listings)	\$435	-24%	-7%	1%	7%	\$451	12%	11%
December Sold Price per Square Foot	\$436	-2%	-4%	0%	12%	\$440	13%	13%
December Month's Supply of Inventory	2.7	53%	19%	36%	-38%	3.6	-18%	-18%
December Sale Price vs List Price Ratio	105.7%	6.0%	5%	6%	8.5%	100.5%	3.1%	3.1%

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

Property Sales

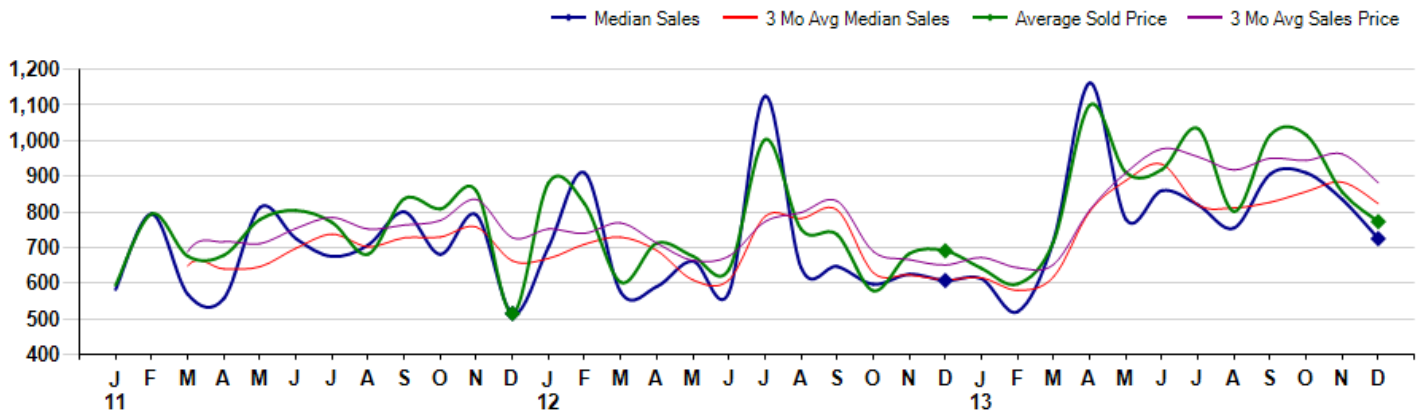
December Property sales were 7, down -41.7% from 12 in December of 2012 and -46.2% lower than the 13 sales last month. December 2013 sales were at a mid level compared to December of 2012 and 2011. December YTD sales of 119 are running 6.3% ahead of last year's year-to-date sales of 112.



Prices

The Median Sales Price in December was \$725,000, up 19.3% from \$607,500 in December of 2012 and down -13.2% from \$835,000 last month. The Average Sales Price in December was \$772,857, up 11.9% from \$690,917 in December of 2012 and down -9.7% from \$855,846 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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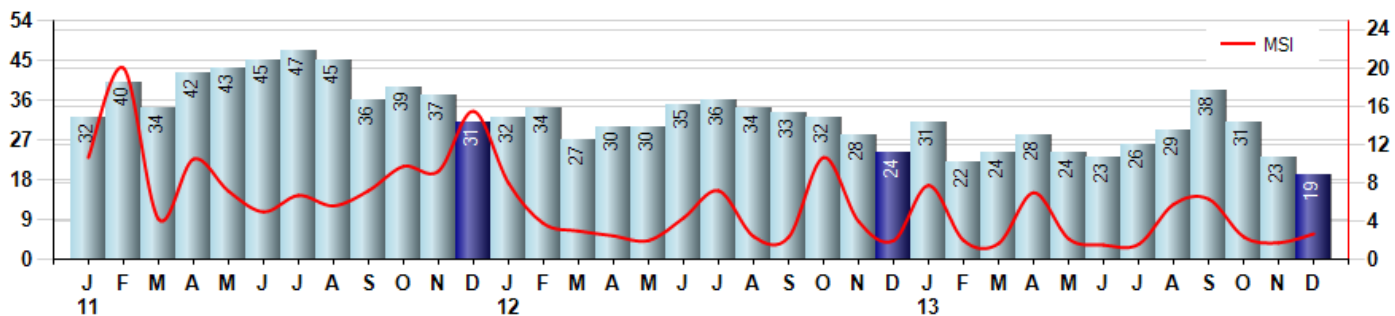
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 19, down -17.4% from 23 last month and down -20.8% from 24 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 2.7 months was at a mid range compared with December of 2012 and 2011.

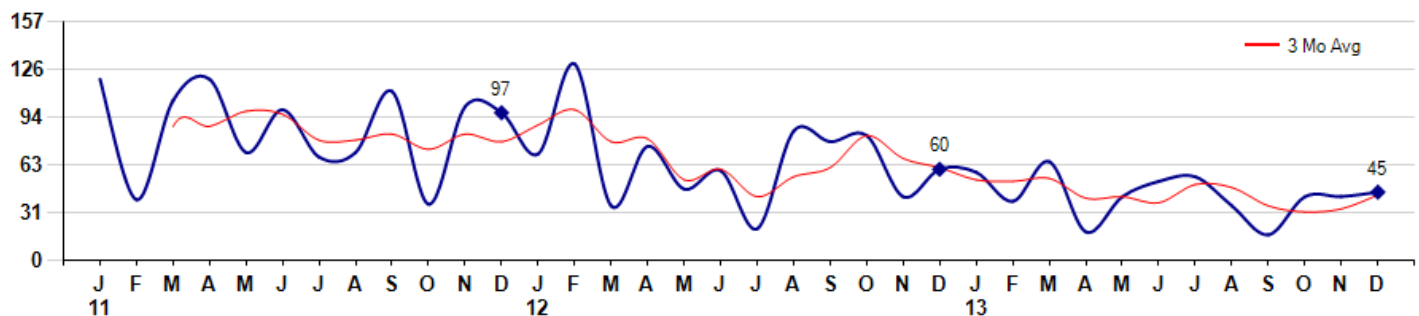
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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, up 7.1% from 42 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.

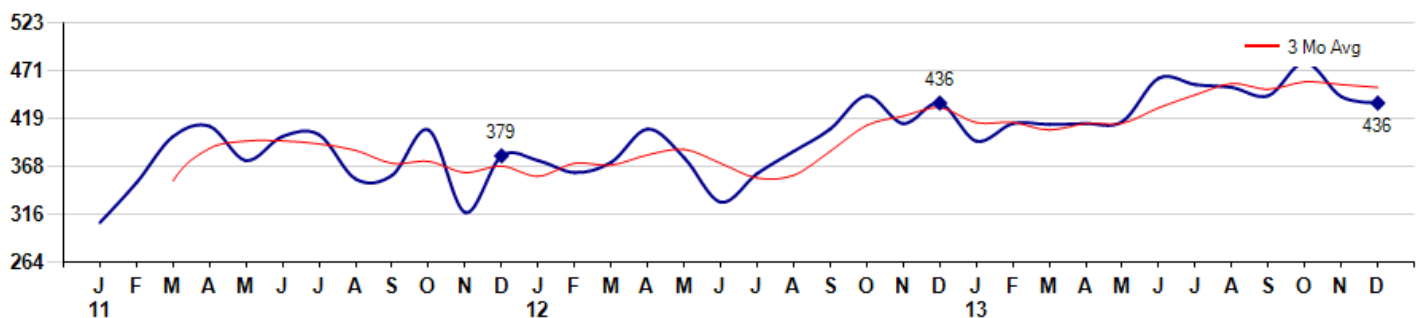
Average Days on Market(Listing to Contract) for properties sold during the month



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 \$436 was down -1.6% from \$443 last month and equal to \$436 in December of last year.

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



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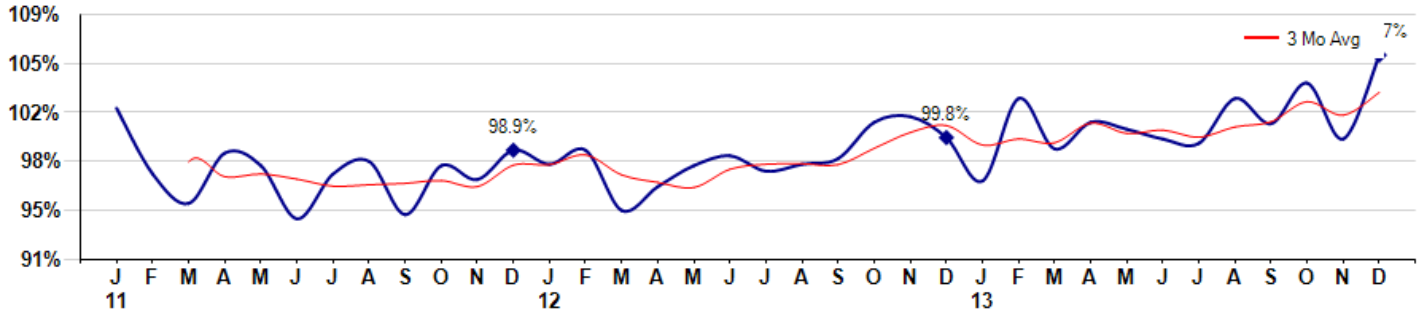


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Selling Price vs Listing Price

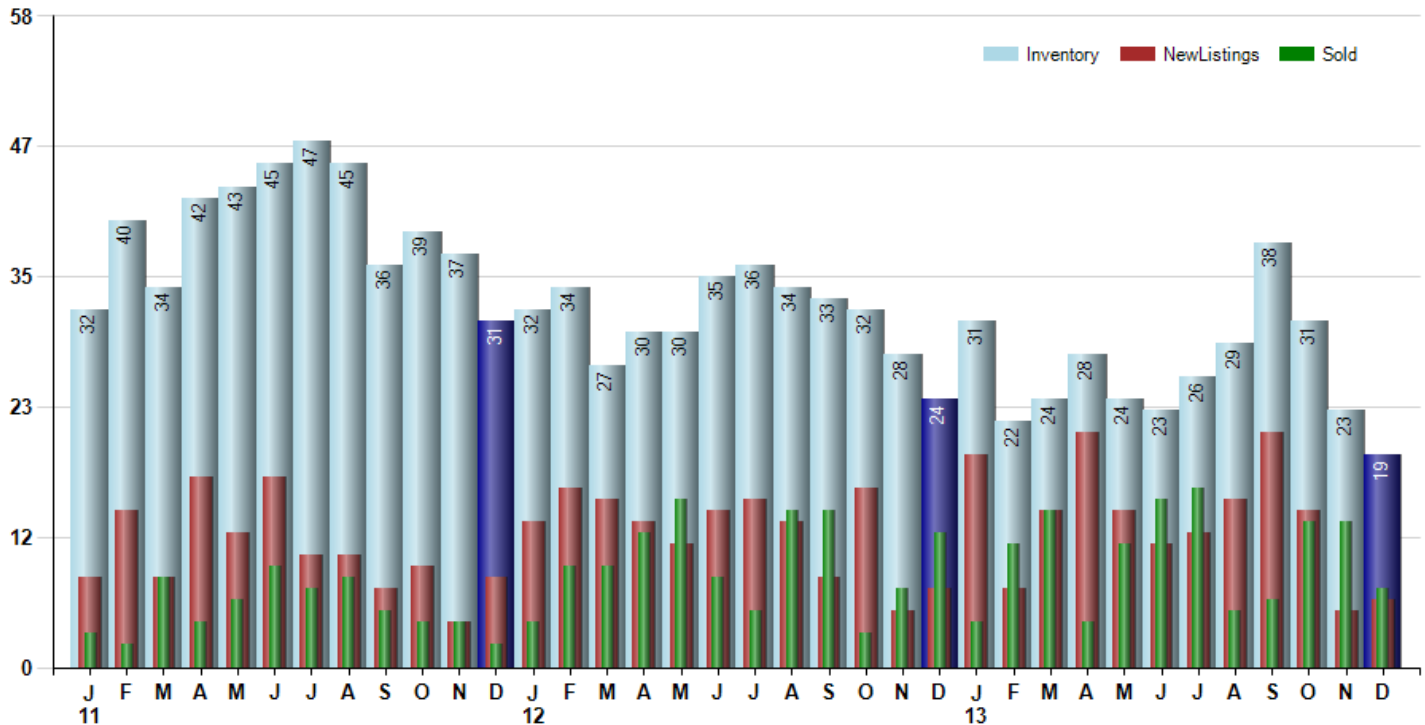
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2013 Selling Price vs List Price of 105.7% was up from 99.7% last month and up from 99.8% 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 6, up 20.0% from 5 last month and down -14.3% from 7 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	3	2	8	4	6	9	7	8	5	4	4	2	4	9	9	12	15	8	5	14	14	3	7	12	4	11	14	4	11	15	16	5	6	13	13	7
3 Mo. Roll Avg			4	5	6	6	7	8	7	6	4	3	3	5	7	10	12	12	9	9	11	10	8	7	8	9	10	10	10	10	14	12	9	8	11	11

(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	583	795	569	557	813	725	675	707	800	681	792	515	703	910	575	591	662	575	1,125	645	647	597	625	608	613	520	721	1,162	780	860	820	755	906	910	835	725
3 Mo. Roll Avg			649	640	646	698	738	702	727	729	758	663	670	709	729	692	609	609	787	781	806	630	623	610	615	580	618	801	888	934	820	812	827	857	884	823

	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	32	40	34	42	43	45	47	45	36	39	37	31	32	34	27	30	30	35	36	34	33	32	28	24	31	22	24	28	24	23	26	29	38	31	23	19
MSI	11	20	4	11	7	5	7	6	7	10	9	16	8	4	3	3	2	4	7	2	2	11	4	2	8	2	2	7	2	2	6	6	2	2	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	119	40	105	119	71	99	68	71	111	37	101	97	70	129	36	75	47	59	21	85	78	82	42	60	58	39	65	19	42	52	55	36	17	42	42	45
3 Mo. Roll Avg			88	88	98	96	79	79	83	73	83	78	89	99	78	80	53	60	42	55	61	82	67	61	53	52	54	41	42	38	50	48	36	32	34	43

	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	307	350	400	411	374	400	402	354	358	407	318	379	374	361	372	408	377	329	360	384	408	444	414	436	395	414	413	414	416	463	456	453	444	480	443	436
3 Mo. Roll Avg			352	387	395	395	392	385	371	373	361	368	357	371	369	380	386	371	355	358	384	412	422	431	415	415	407	414	414	431	445	457	451	459	456	453

	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	1.019	0.972	0.951	0.987	0.978	0.940	0.972	0.981	0.943	0.978	0.968	0.989	0.979	0.989	0.946	0.963	0.978	0.985	0.974	0.979	0.983	1.009	1.013	0.998	0.967	1.026	0.990	1.009	1.004	0.997	0.994	1.026	1.008	1.037	0.997	1.057
3 Mo. Roll Avg			0.981	0.970	0.972	0.968	0.963	0.964	0.965	0.967	0.963	0.978	0.979	0.986	0.971	0.966	0.962	0.975	0.979	0.979	0.979	0.990	1.002	1.007	0.993	0.997	0.994	1.008	1.001	1.003	0.998	1.006	1.009	1.024	1.014	1.030

	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	14	8	17	12	17	10	10	7	9	4	8	13	16	15	13	11	14	15	13	8	16	5	7	19	7	14	21	14	11	12	15	21	14	5	6
Inventory	32	40	34	42	43	45	47	45	36	39	37	31	32	34	27	30	30	35	36	34	33	32	28	24	31	22	24	28	24	23	26	29	38	31	23	19
Sales	3	2	8	4	6	9	7	8	5	4	4	2	4	9	9	12	15	8	5	14	14	3	7	12	4	11	14	4	11	15	16	5	6	13	13	7

(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	594	795	676	678	779	804	771	682	837	809	859	515	882	823	603	712	676	639	1,003	752	736	579	683	691	642	598	717	1,100	911	919	1,034	802	1,016	1,016	856	773
3 Mo. Roll Avg			688	716	711	754	785	752	763	776	835	728	752	740	769	713	664	676	773	798	831	689	666	651	672	643	652	805	910	977	955	918	950	944	963	882

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