

City: Altadena



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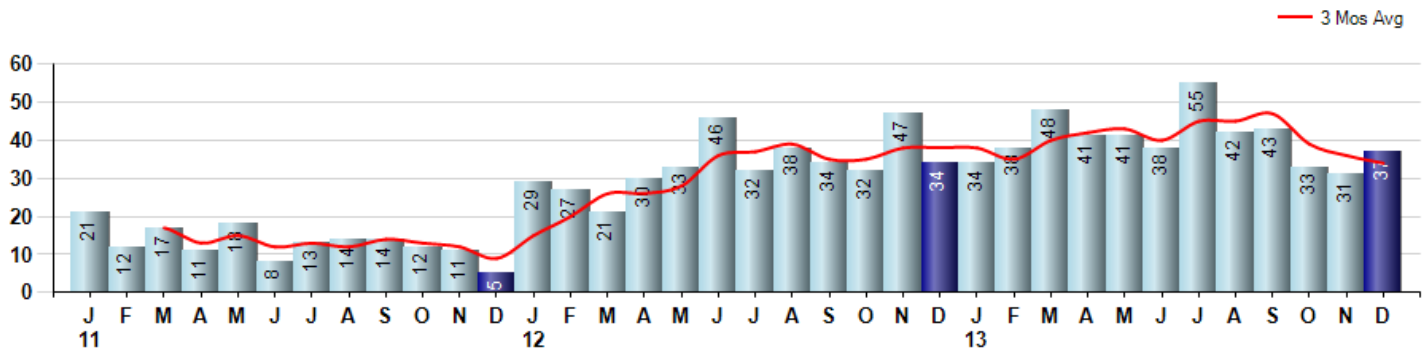
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$559,000	-2%		18%				
Average List Price of all Current Listings	\$650,668	-1%		9%				
December Median Sales Price	\$588,000	8%	3%	10%	27%	\$556,000	18%	20%
December Average Sales Price	\$763,993	14%	10%	22%	39%	\$640,546	16%	17%
Total Properties Currently for Sale (Inventory)	70	-16%		-21%				
December Number of Properties Sold	37	19%		9%			19%	
December Average Days on Market (Solds)	49	23%	23%	4%	-18%	47	-23%	-22%
Asking Price per Square Foot (based on New Listings)	\$403	9%	3%	11%	23%	\$376	15%	14%
December Sold Price per Square Foot	\$390	-5%	-2%	16%	24%	\$375	20%	19%
December Month's Supply of Inventory	1.9	-29%	-21%	-27%	-47%	2.2	-39%	-39%
December Sale Price vs List Price Ratio	107.1%	5.6%	5%	9%	8.2%	101.8%	2.9%	2.8%

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

Property Sales

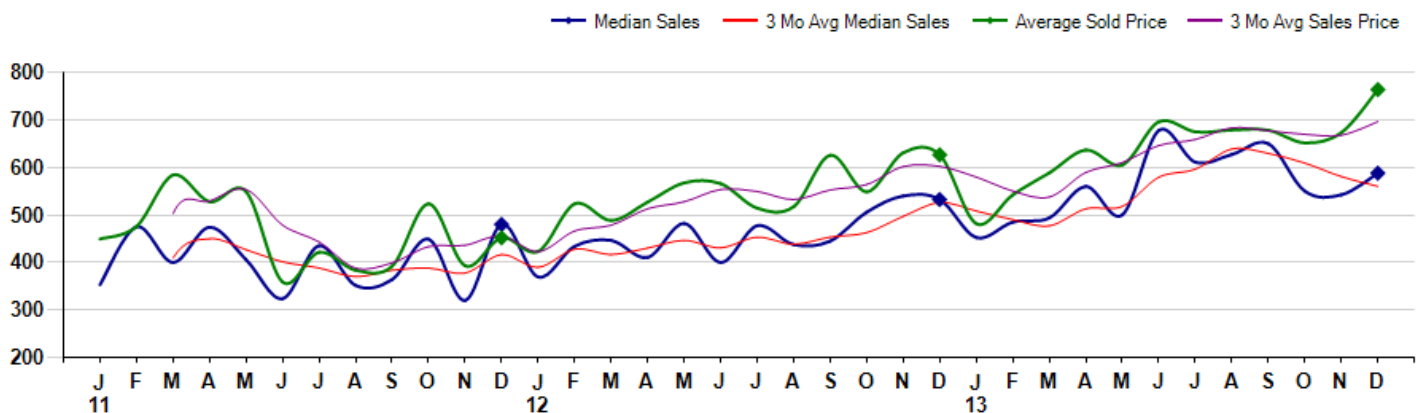
December Property sales were 37, up 8.8% from 34 in December of 2012 and 19.4% higher than the 31 sales last month. December 2013 sales were at their highest level compared to December of 2012 and 2011. December YTD sales of 481 are running 19.4% ahead of last year's year-to-date sales of 403.



Prices

The Median Sales Price in December was \$588,000, up 10.4% from \$532,500 in December of 2012 and up 8.4% from \$542,500 last month. The Average Sales Price in December was \$763,993, up 21.9% from \$626,542 in December of 2012 and up 13.5% from \$673,287 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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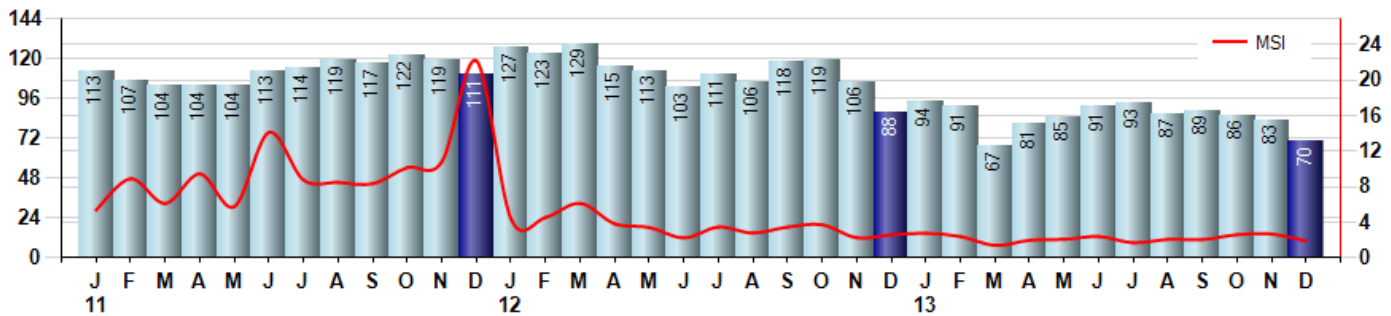
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 70, down -15.7% from 83 last month and down -20.5% from 88 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.

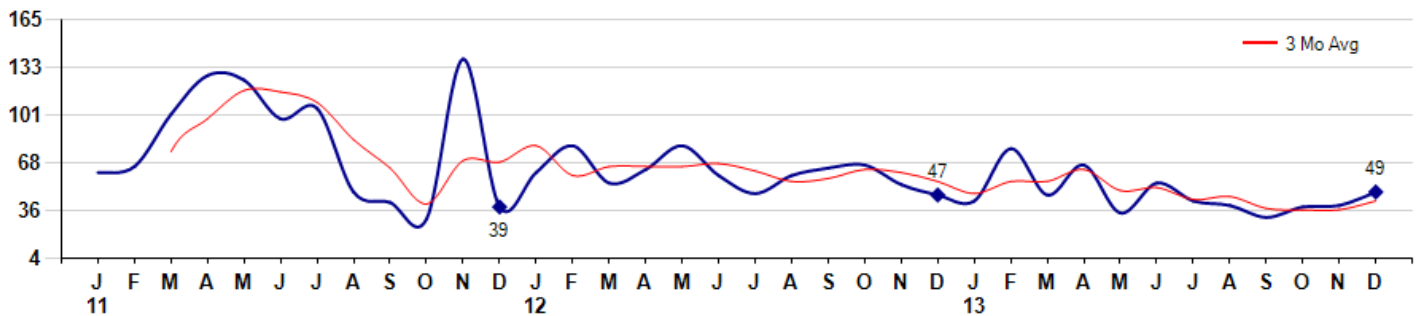
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 49, up 22.5% from 40 days last month and up 4.3% from 47 days in December of last year. The December 2013 DOM was at its highest level compared with December of 2012 and 2011.

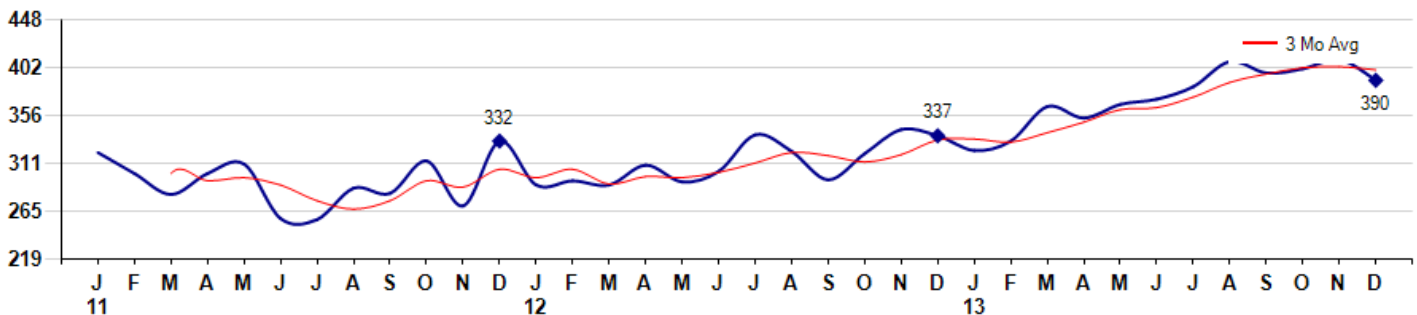
Average Days on Market(Listing to Contract) for properties sold during the month



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 \$390 was down -4.9% from \$410 last month and up 15.7% from \$337 in December of last year.

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



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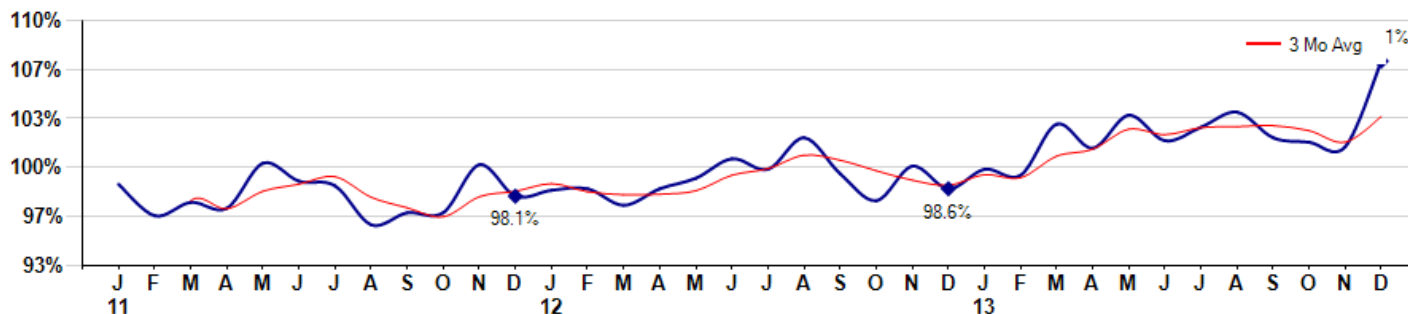


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Selling Price vs Listing Price

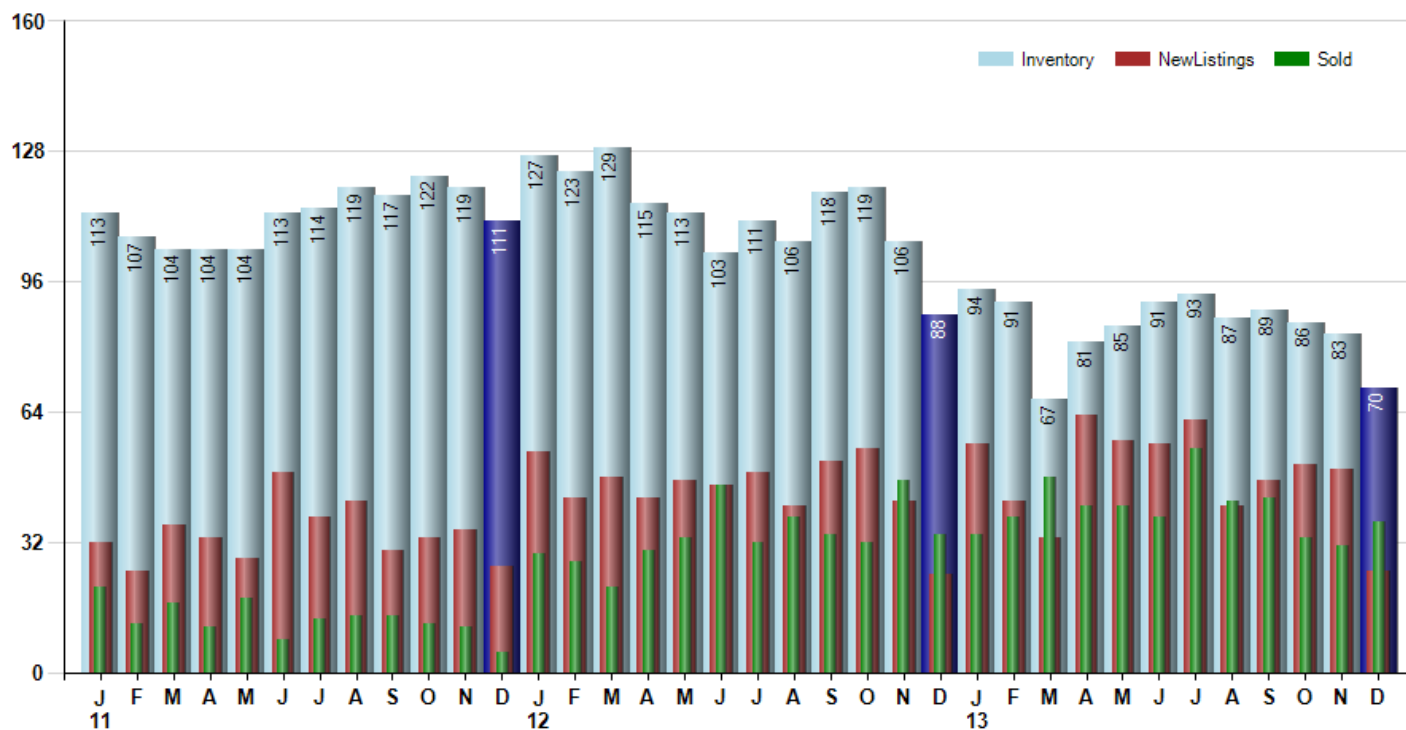
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2013 Selling Price vs List Price of 107.1% was up from 101.4% last month and up from 98.6% 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 25, down -50.0% from 50 last month and up 4.2% from 24 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	21	12	17	11	18	8	13	14	14	12	11	5	29	27	21	30	33	46	32	38	34	32	47	34	34	38	48	41	41	38	55	42	43	33	31	37
3 Mo. Roll Avg			17	13	15	12	13	12	14	13	12	9	15	20	26	26	28	36	37	39	35	35	38	38	38	35	40	42	43	40	45	45	47	39	36	34

(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	353	475	400	474	406	324	435	352	364	449	320	480	370	434	447	411	482	400	478	438	445	506	540	533	453	485	494	560	500	678	611	628	650	550	543	588
3 Mo. Roll Avg			409	450	427	401	388	370	384	388	378	416	390	428	417	430	446	431	453	438	453	463	497	526	508	490	477	513	518	579	596	639	630	609	581	560

	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	113	107	104	104	104	113	114	119	117	122	119	111	127	123	129	115	113	103	111	106	118	119	106	88	94	91	67	81	85	91	93	87	89	86	83	70
MSI	5	9	6	9	6	14	9	9	8	10	11	22	4	5	6	4	3	2	3	3	3	4	2	3	3	2	1	2	2	2	2	2	2	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	62	66	101	127	124	98	105	49	42	31	138	39	62	80	55	64	80	60	48	60	65	67	54	47	43	78	47	67	35	55	43	40	32	39	40	49
3 Mo. Roll Avg			76	98	117	116	109	84	65	41	70	69	80	60	66	66	66	68	63	56	58	64	62	56	48	56	56	64	50	52	44	46	38	37	37	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	321	301	281	301	310	258	257	287	282	313	270	332	290	294	290	309	293	303	338	322	295	320	343	337	323	332	365	354	367	372	384	408	397	401	410	390
3 Mo. Roll Avg			301	294	297	290	275	267	275	294	288	305	297	305	291	298	297	302	311	321	318	312	319	333	334	331	340	350	362	364	374	388	396	402	403	400

	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	0.989	0.968	0.977	0.973	1.003	0.991	0.988	0.962	0.970	0.970	1.002	0.981	0.985	0.986	0.975	0.986	0.993	1.006	0.999	1.020	0.996	0.978	1.001	0.986	0.999	0.995	1.029	1.013	1.035	1.018	1.027	1.037	1.020	1.017	1.014	1.071
3 Mo. Roll Avg			0.978	0.973	0.984	0.989	0.994	0.980	0.973	0.967	0.981	0.984	0.989	0.984	0.982	0.985	0.995	0.999	1.008	1.005	0.998	0.992	0.988	0.995	0.993	1.008	1.012	1.026	1.022	1.027	1.027	1.028	1.025	1.017	1.034	

	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	32	25	36	33	28	49	38	42	30	33	35	26	54	43	48	43	47	46	49	41	52	55	42	24	56	42	33	63	57	56	62	41	47	51	50	25
Inventory	113	107	104	104	104	113	114	119	117	122	119	111	127	123	129	115	113	103	111	106	118	119	106	88	94	91	67	81	85	91	93	87	89	86	83	70
Sales	21	12	17	11	18	8	13	14	14	12	11	5	29	27	21	30	33	46	32	38	34	32	47	34	34	38	48	41	41	38	55	42	43	33	31	37

(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	449	476	584	528	549	359	421	384	392	523	393	452	423	523	488	527	568	566	514	517	626	549	631	627	482	543	589	637	605	696	675	679	678	652	673	764
3 Mo. Roll Avg			503	529	554	479	443	388	399	433	436	456	423	466	478	513	528	554	549	533	552	564	602	602	580	550	538	589	610	646	659	683	677	670	668	696

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