

BHHS CALIFORNIA PROPERTIES

MARKET UPDATE

PASADENA, CA 91106

- **Current Real Estate Market Conditions for Single Family Homes**
- **Trends in Pricing**
- **Current Levels of Supply and Demand**
- **Value Metrics**

- **Report for the week of
January 02, 2017**

- **Presented by .**

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This Week

- The median list price in PASADENA, CA this week is \$1,058,000. The 171 properties have been on the market for an average of 115 days.

Inventory has been decreasing lately but the Market Action Index is falling also. With days-on-market climbing, these are relatively negative implications for the market.

Supply and Demand

- In the last few weeks the market has achieved a relative stasis point in terms of sales to inventory. However, inventory is sufficiently low to keep us in the Seller's Market zone so watch changes in the MAI. If the market heats up, prices are likely to resume an upward climb.

Real-Time Market Profile		Trend
Median List Price	\$ 1,058,000	↔↔
Average List Price	\$ 1,735,182	↔↔
Asking Price Per Square Foot	\$ 550	↑↑
Average Days on Market (DOM)	115	↑↑
Inventory of Properties Listed	171	↓↓
Most Expensive Listing	\$ 11,500,000	
Least Expensive Listing	\$ 299,900	
Average Age of Listing	71	
Percent of Properties with Price Decrease	34 %	
Percent Relisted (reset DOM)	17 %	
Percent Flip (price increased)	4 %	
Median House Size (sq ft)	2204	
Median Lot Size	8,001 - 10,000 sqft	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	3.0	

Altos Research Value Statistics

Market Action Index	Seller's Advantage	37.0	↔↔
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The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies a seller's advantage. Below 30, conditions give the advantage to the buyer.

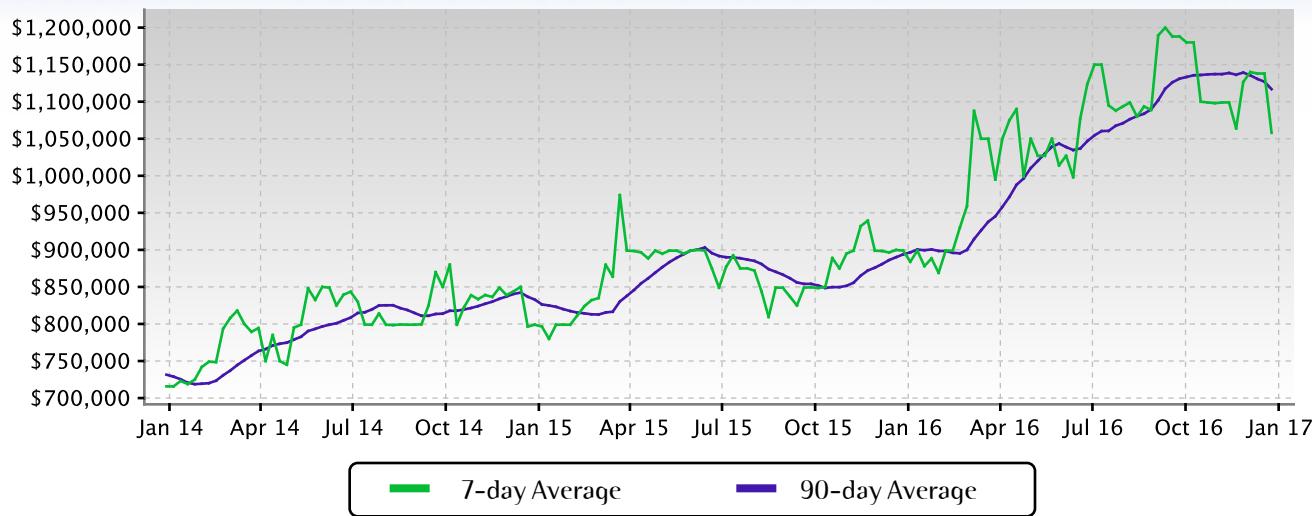
Trend Key: ↑↑ Strong upward trend ↓↓ Strong downward trend
 No change ↑ Slight upward trend ↓ Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 3,330,000	4569	0.50 - 1.0 acre	5.0	4.5	65	42	1	5	143	Most expensive 25% of properties
Upper/Second	\$ 1,449,900	2534	0.25 - 0.50 acre	4.0	3.5	65	43	1	9	132	Upper-middle 25% of properties
Lower/Third	\$ 895,000	1878	6,501 - 8,000 sqft	3.0	2.0	79	43	1	1	85	Lower-middle 25% of properties
Bottom/Fourth	\$ 640,000	1218	6,501 - 8,000 sqft	3.0	2.0	88	43	2	4	101	Least expensive 25% of properties

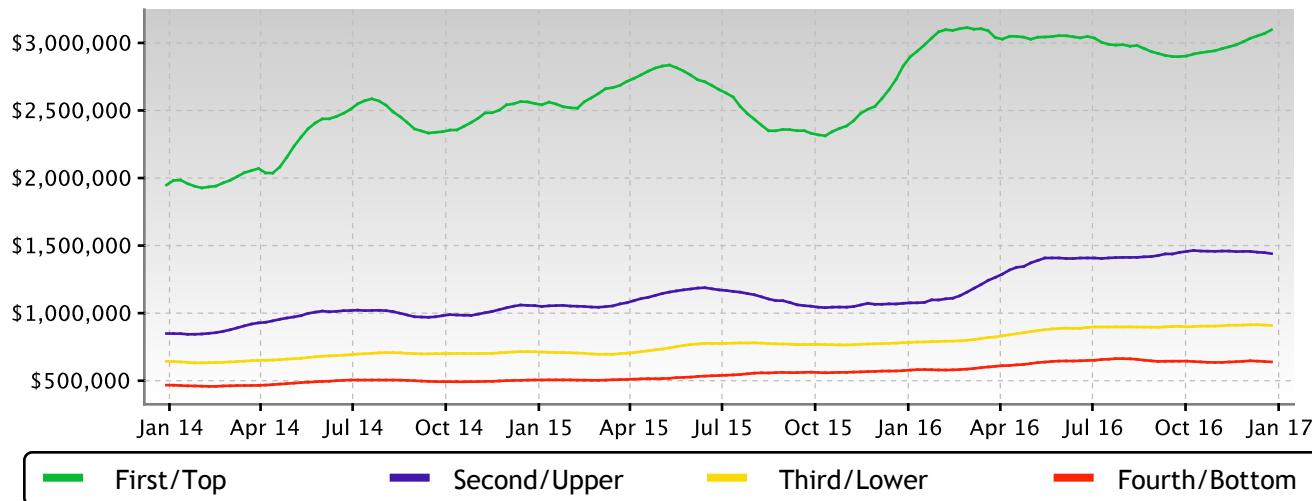
Median Price

- Again this week we see a downward notch for prices. Prices continue to pull back from the market's highs. The Market Action Index is a good leading indicator for the durability of this trend.



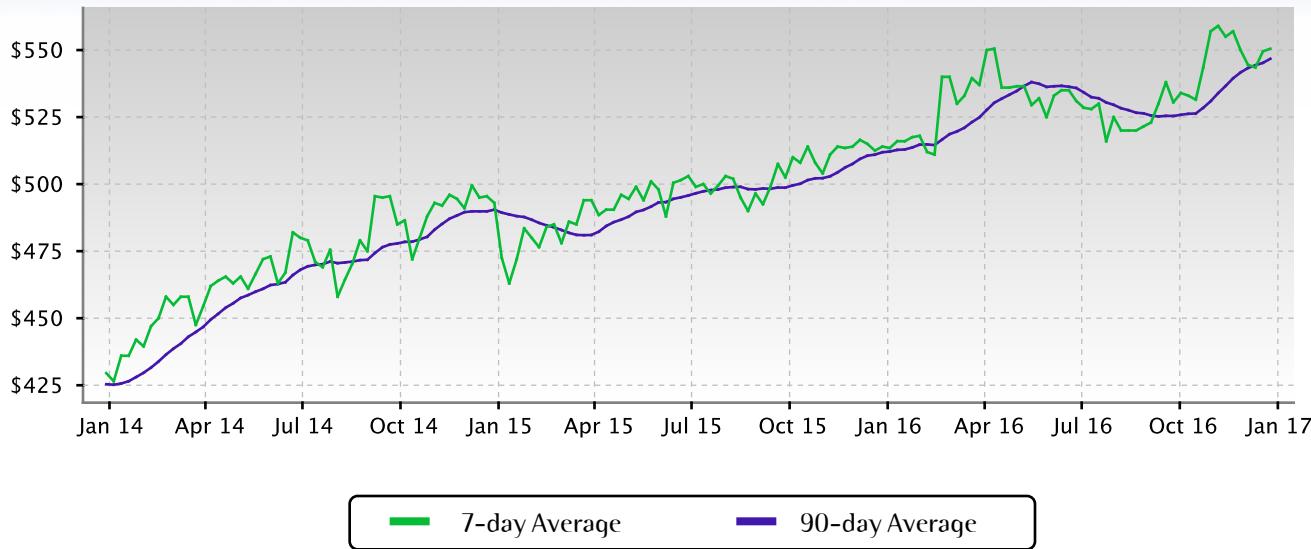
Quartile Prices

- Prices have settled at a price plateau across the board. Prices in all four quartiles are basically mixed. Look for a persistent shift (up or down) in the Market Action Index before prices move from these current levels.



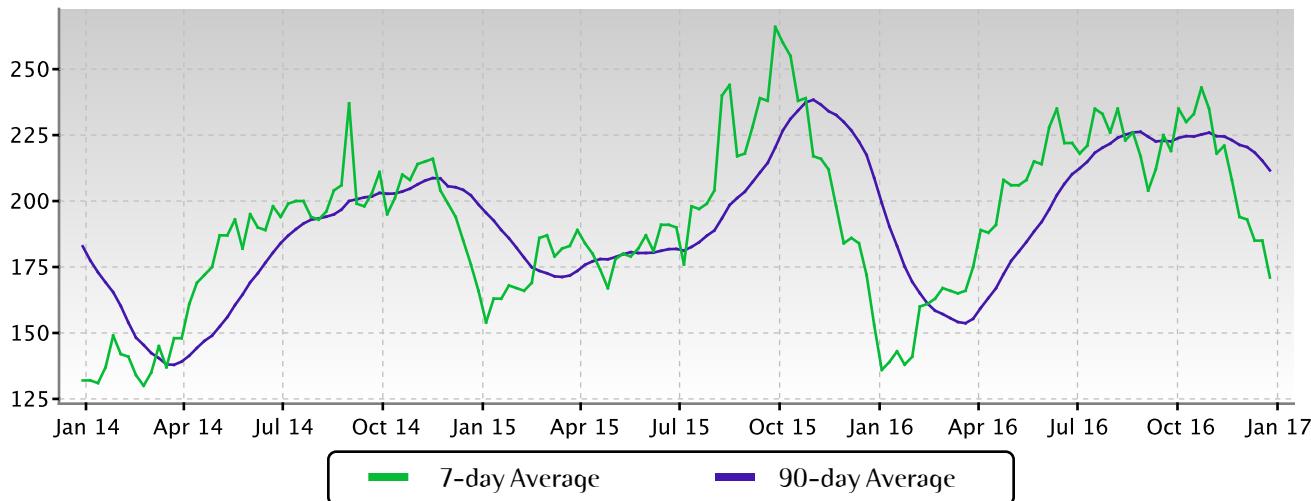
Price per Square Foot

- Despite recently falling prices, the price per square foot has stayed reasonably flat. This implies that there's a portion of the market being priced at a premium. You can investigate this condition in the quartile details.



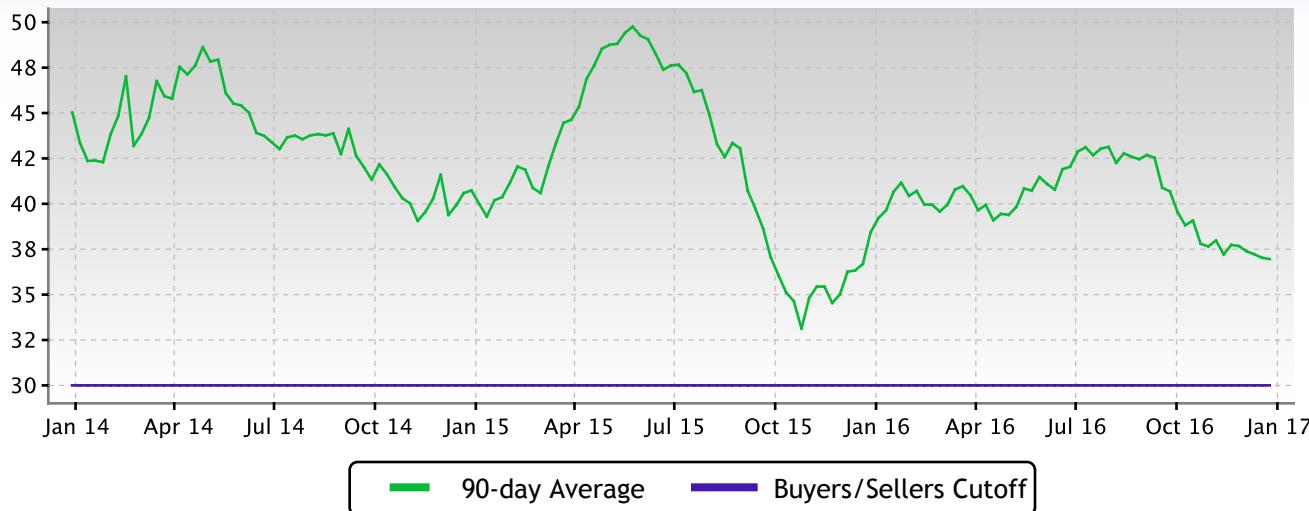
Inventory of Properties Listed for Sale

- Inventory has been falling in recent weeks. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is changing with the available supply.



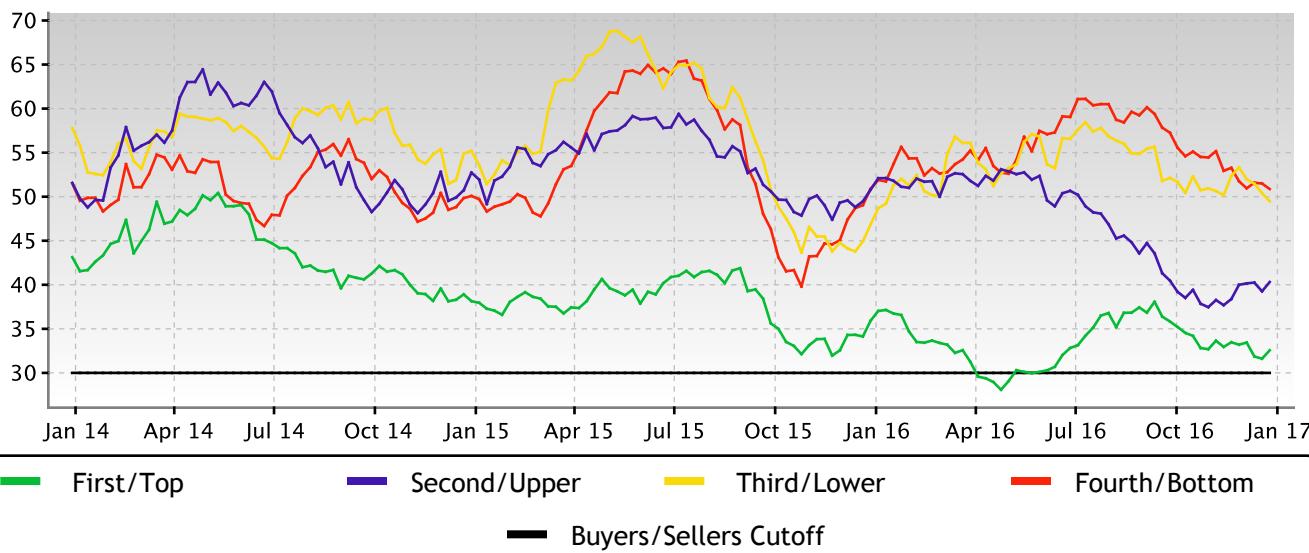
Market Action Index

- The PASADENA market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 36.95 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

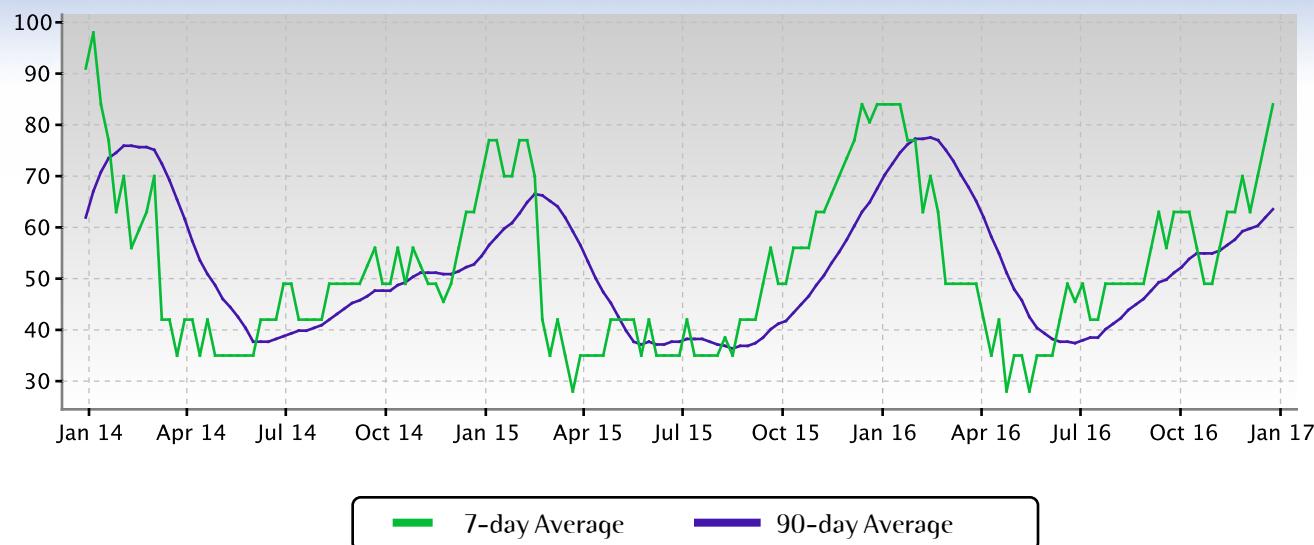
- Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Advantage zone (below 30) for a long period, prices are likely in for a downward correction.

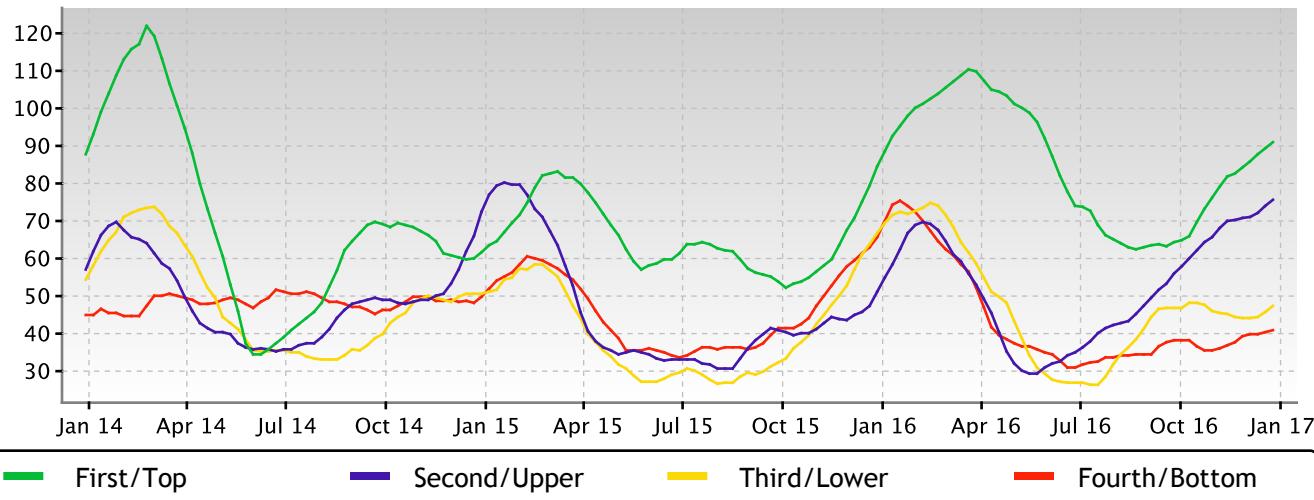
Days on Market

- The properties have been on the market for an average of 115 days. Half of the listings have come newly on the market in the past 84 or so days.



Days on Market per Quartile

- It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.



This Week

- The median list price in PASADENA, CA 91106 this week is \$2,495,000. The 17 properties have been on the market for an average of 130 days.

Inventory has been decreasing lately but the Market Action Index is falling also. With days-on-market climbing, these are relatively negative implications for the market.

Supply and Demand

- The market has been cooling over time and prices have recently flattened. Despite the consistent decrease in Market Action Index (MAI), we're in a Seller's Market (where significant demand leaves little inventory available). If the MAI begins to climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure

Real-Time Market Profile		Trend
Median List Price	\$ 2,495,000	↔↔
Average List Price	\$ 3,581,823	↓
Asking Price Per Square Foot	\$ 787	↑↑
Average Days on Market (DOM)	130	↓↓
Inventory of Properties Listed	17	
Most Expensive Listing	\$ 11,500,000	
Least Expensive Listing	\$ 530,000	
Average Age of Listing	87	
Percent of Properties with Price Decrease	29 %	
Percent Relisted (reset DOM)	12 %	
Percent Flip (price increased)	6 %	
Median House Size (sq ft)	3294	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	4.0	

Altos Research Value Statistics

Market Action Index	Seller's Advantage	34.8	↓↓
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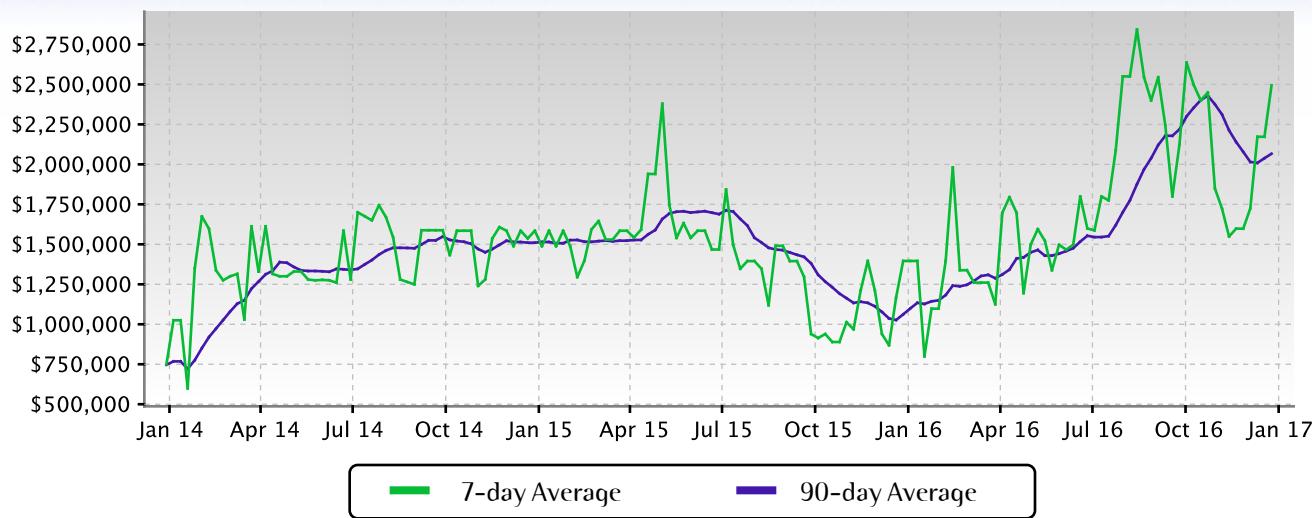
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Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 7,245,000	7882	0.50 - 1.0 acre	7.0	7.8	104	4	0	0	164	Most expensive 25% of properties
Upper/Second	\$ 3,981,500	4692	0.50 - 1.0 acre	5.0	4.5	78	4	0	0	182	Upper-middle 25% of properties
Lower/Third	\$ 1,724,500	2295	0.25 - 0.50 acre	3.0	2.8	98	4	0	1	89	Lower-middle 25% of properties
Bottom/Fourth	\$ 999,995	1980	8,001 - 10,000 sqft	3.0	3.0	103	5	0	0	94	Least expensive 25% of properties

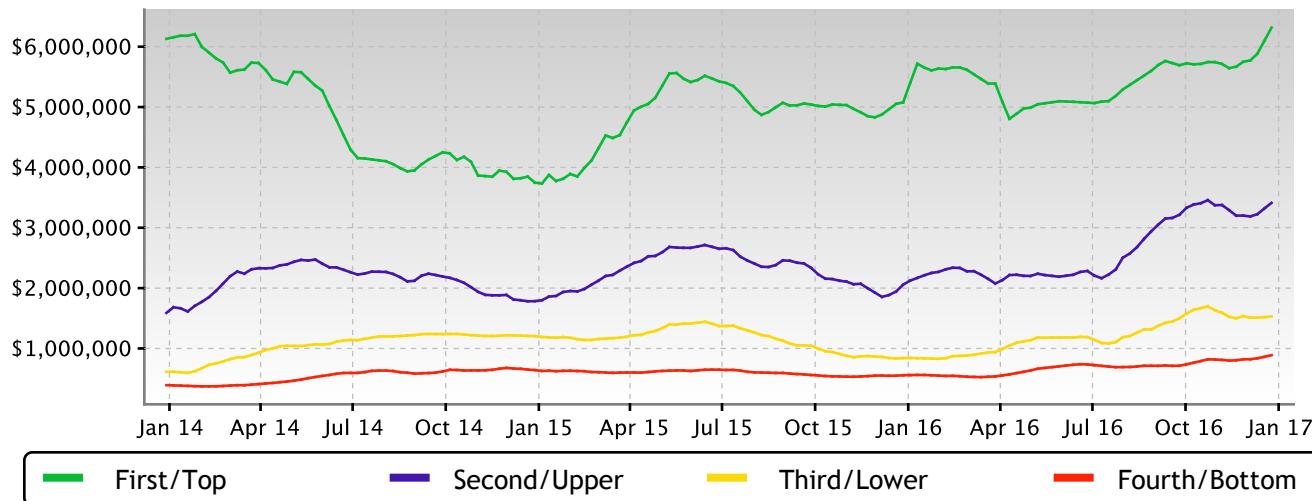
Median Price

- Price trends in this zip code continued their recent uptrend this week. While still below the market's high point, we may be seeing the start of a good price stretch here. We'll look at the Market Action Index later in the report to gauge the leading indicators.



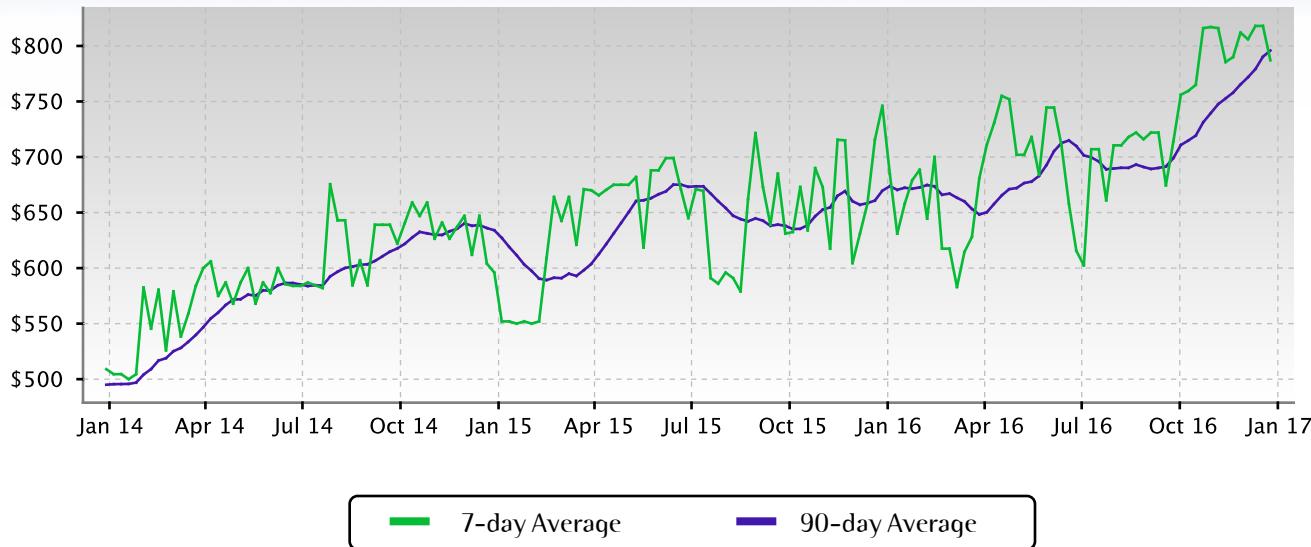
Quartile Prices

- In the quartile market segments, we see pricing across most of this zip code relatively strong recently. While Quartile 3 is basically flat, all other segments are in an up trend period. Unless the Market Action Index has a persistent downward shift, expect that Quartile 3 will assume a similar trend with the other groups.



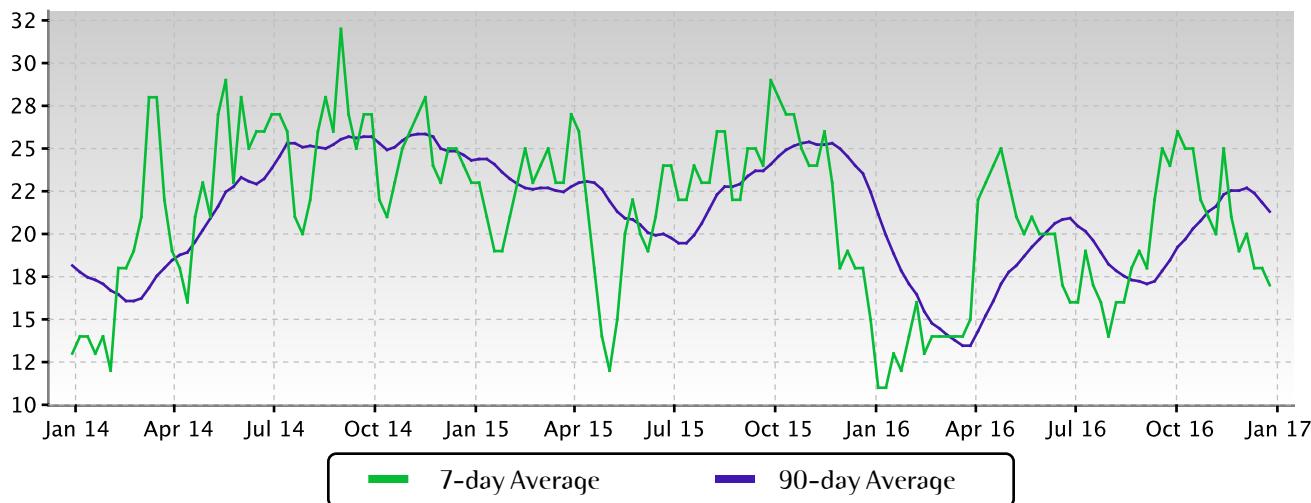
Price per Square Foot

- This is a market where watching the value metrics (like price per square foot) can provide insight that you don't get at first glance. Home prices are rising a bit recently and the price per square foot of homes listed is declining a bit. Often this can be attributed to new and remodeled homes on the market. Buyers in the area are paying more but also getting more for their money.



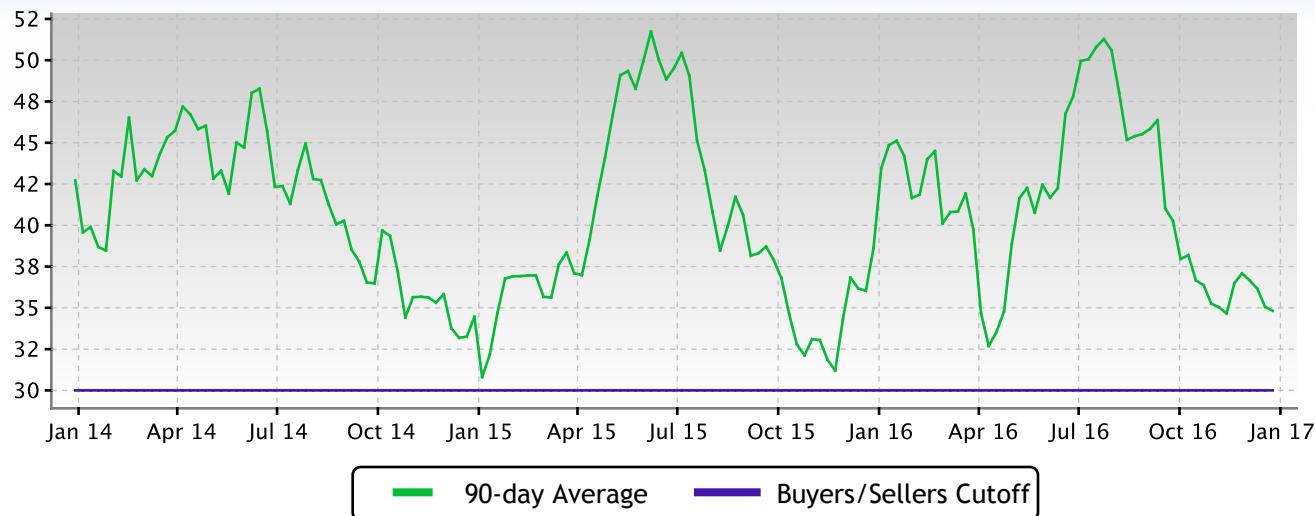
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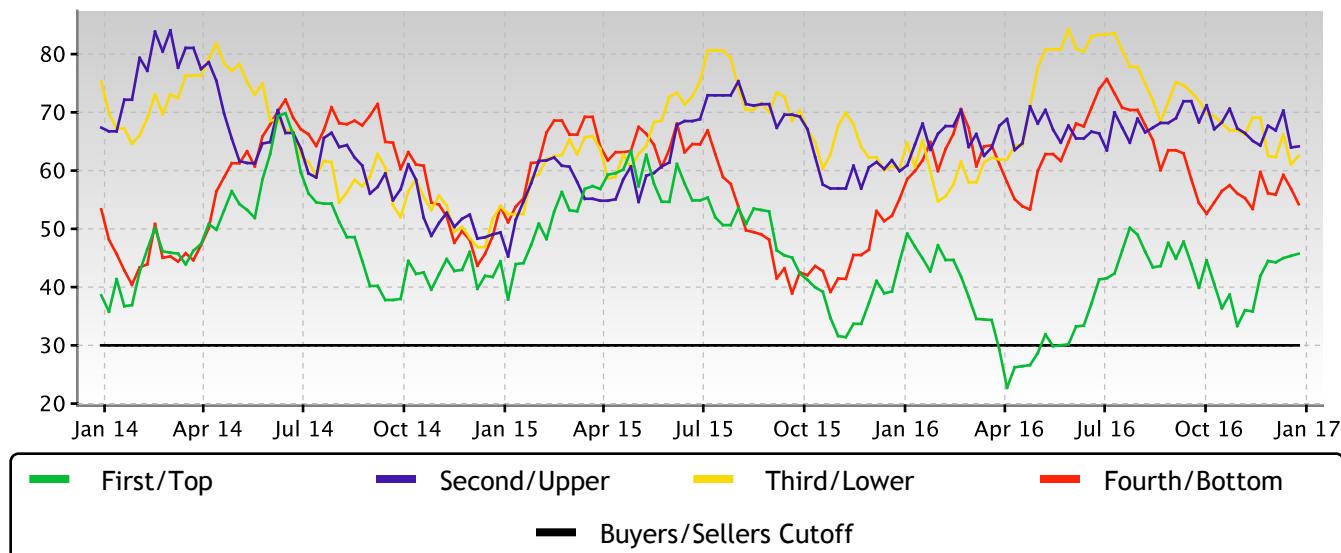
Market Action Index

- The PASADENA, 91106 market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 34.82 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

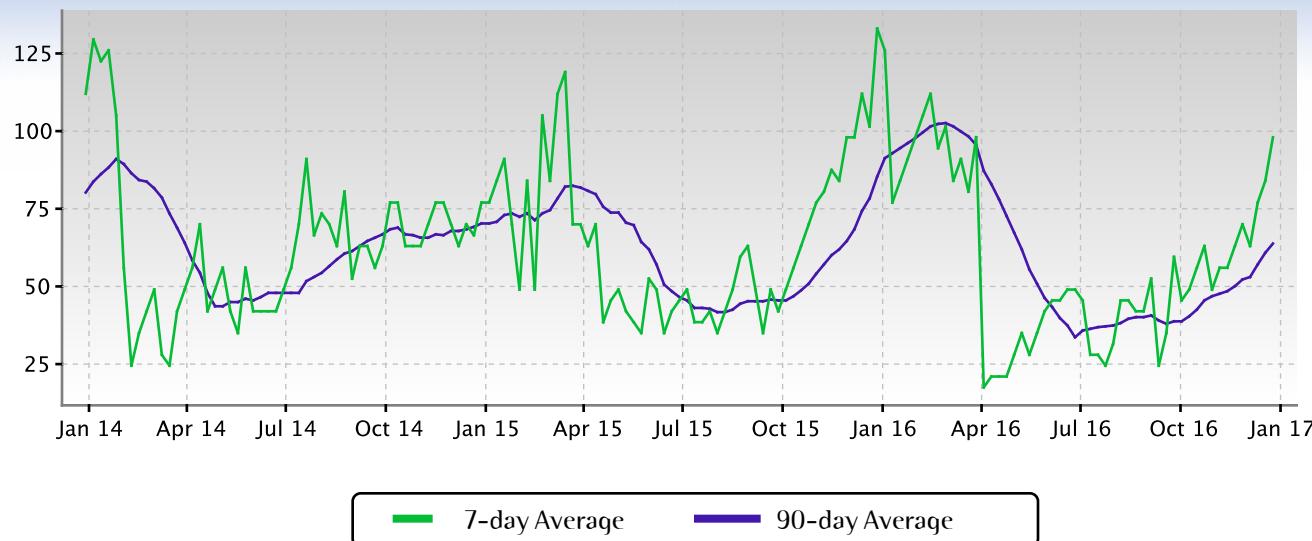
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