

- **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
November 28, 2016**

- **Presented by .**

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This Week

- The median list price in PASADENA, CA this week is \$1,064,000. The 208 properties have been on the market for an average of 92 days.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications 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

Median List Price	\$ 1,064,000	↔
Average List Price	\$ 1,620,185	
Asking Price Per Square Foot	\$ 557	↑↑
Average Days on Market (DoM)	92	↑↑
Inventory of Properties Listed	208	↓↓
Most Expensive Listing	\$ 11,500,000	
Least Expensive Listing	\$ 319,900	
Average Age of Listing	73	
Percent of Properties with Price Decrease	37 %	
Percent Relisted (reset DOM)	17 %	
Percent Flip (price increased)	4 %	
Median House Size (sq ft)	2139	
Median Lot Size	8,001 - 10,000 sqft	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.5	

Trend

Altos Research Value Statistics

Market Action Index	Seller's Advantage	37.7	↔
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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:

↔	No change	↑↑	Strong upward trend	↓↓	Strong downward trend
↑	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	\$ 2,987,500	4206	0.50 - 1.0 acre	5.0	5.0	65	52	3	8	126
Upper/Second	\$ 1,396,900	2498	0.25 - 0.50 acre	4.0	3.2	65	52	2	7	89
Lower/Third	\$ 878,500	1961	6,501 - 8,000 sqft	3.0	2.2	88	52	6	11	69
Bottom/Fourth	\$ 627,500	1136	6,501 - 8,000 sqft	3.0	1.5	91	52	11	8	83

Most expensive 25% of properties

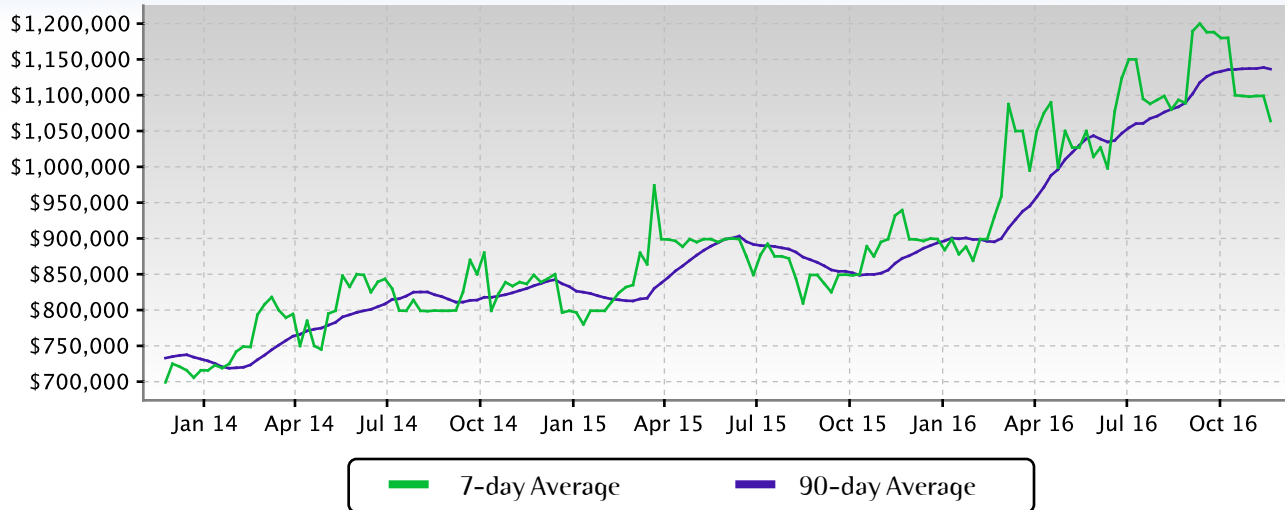
Upper-middle 25% of properties

Lower-middle 25% of properties

Least expensive 25% of properties

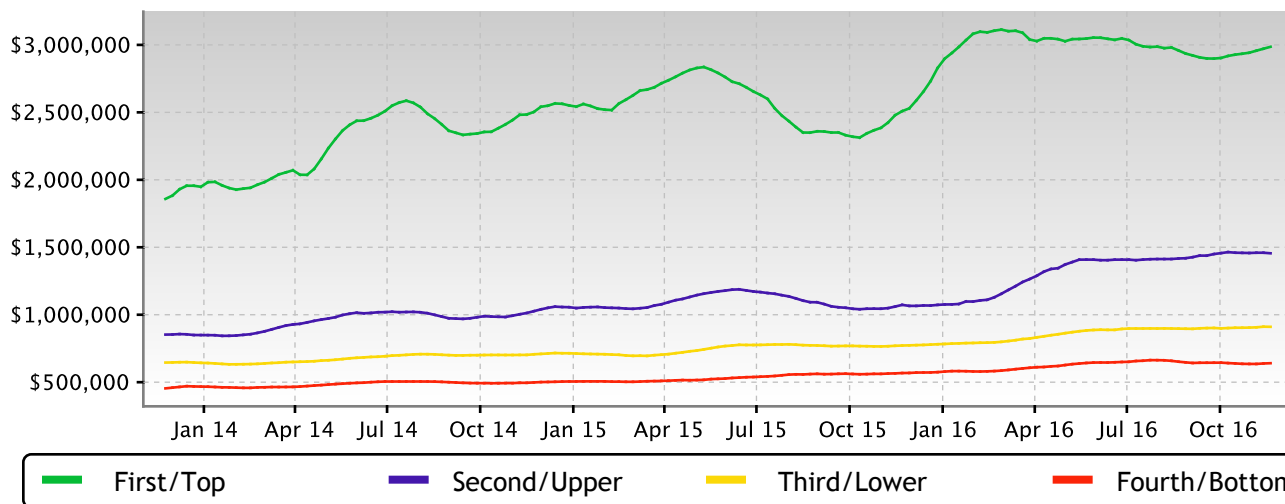
Median Price

The market appears to be hovering around this plateau. This week prices eased down a bit. The Market Action Index is a good leading indicator for the durability of this shift.



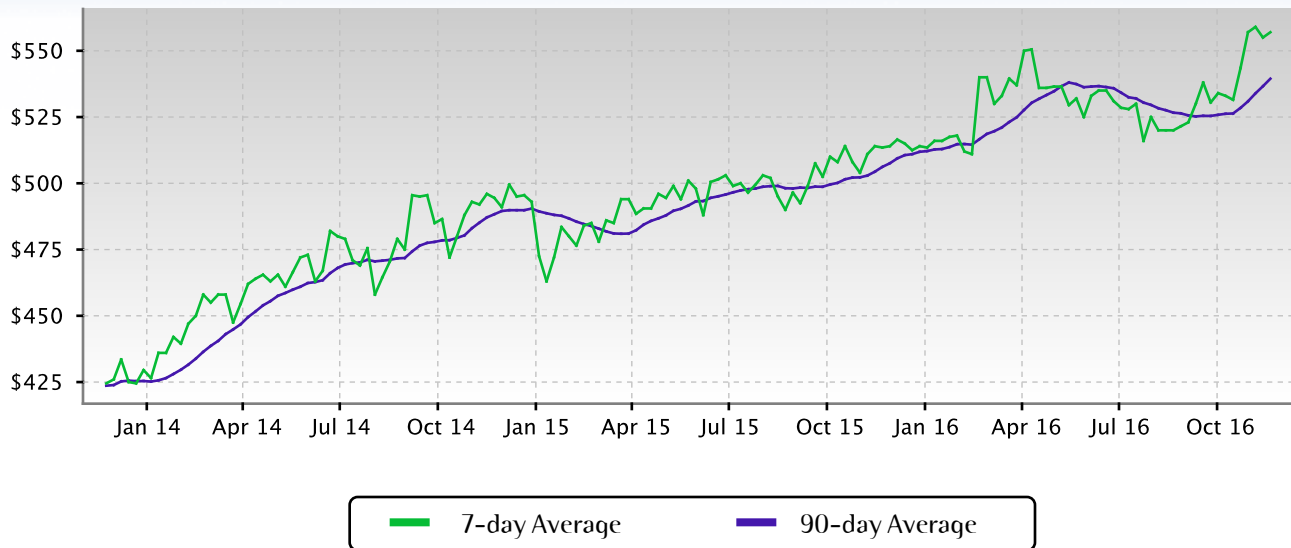
Quartile Prices

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.



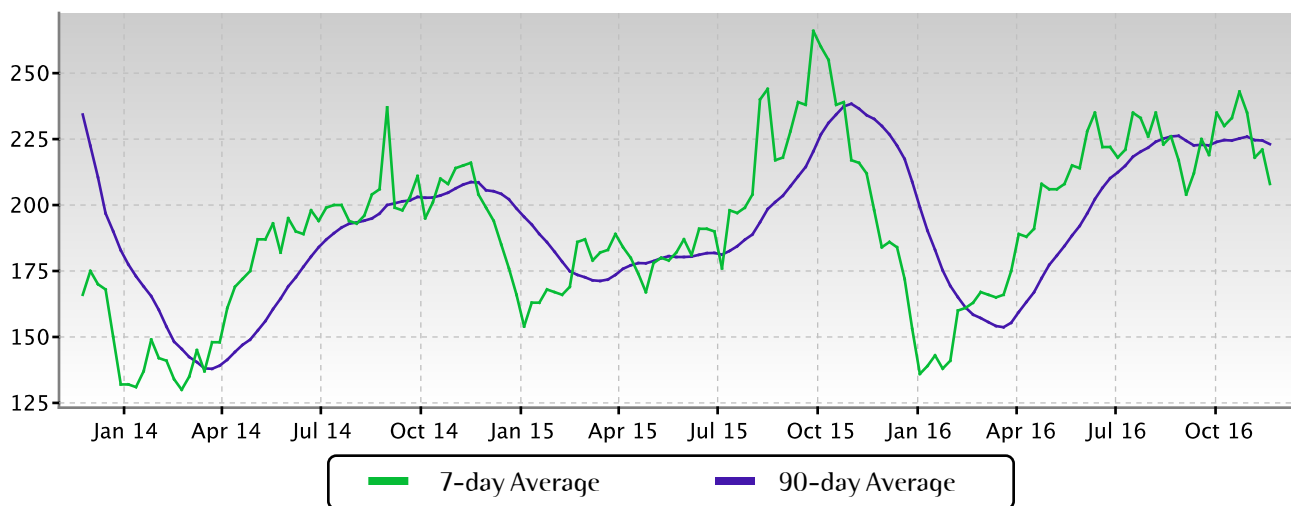
Price per Square Foot

The value placed on homes continues to increase, despite the fact that prices in general have remained basically flat. These conditions can arise when inventory is light and more, smaller homes have more influence on overall prices.



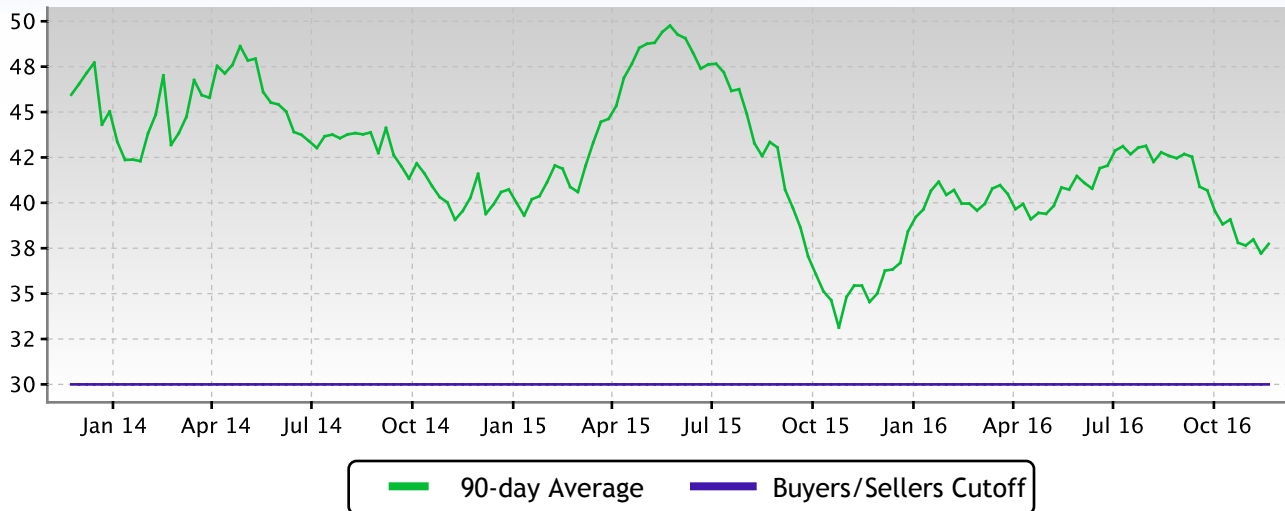
Inventory of Properties Listed for Sale

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.



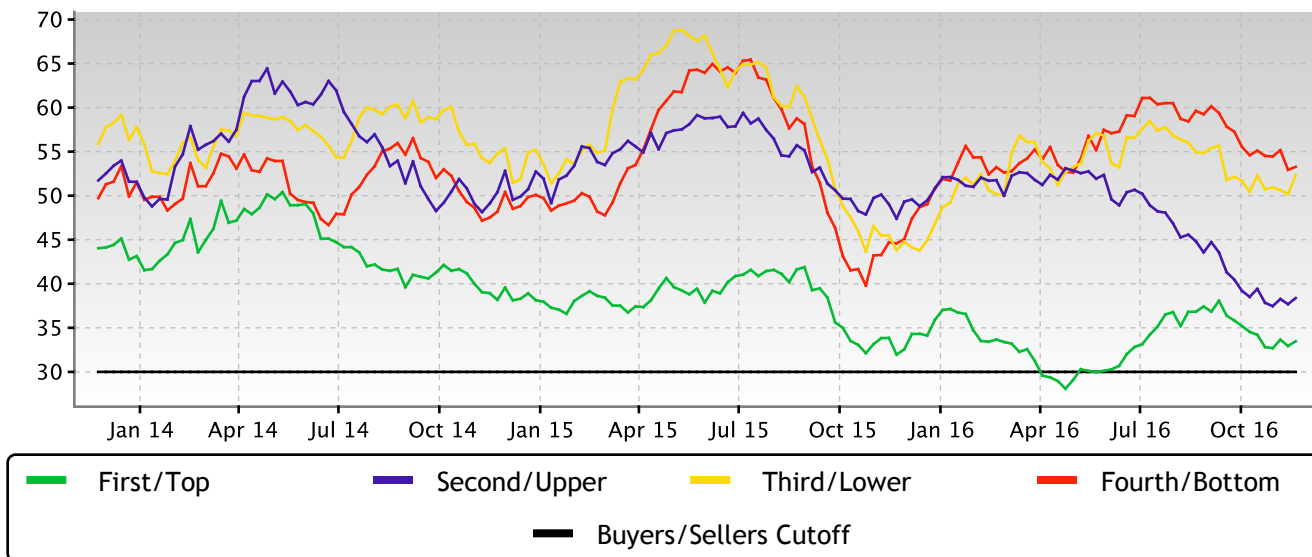
Market Action Index

The PASADENA market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 37.74 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

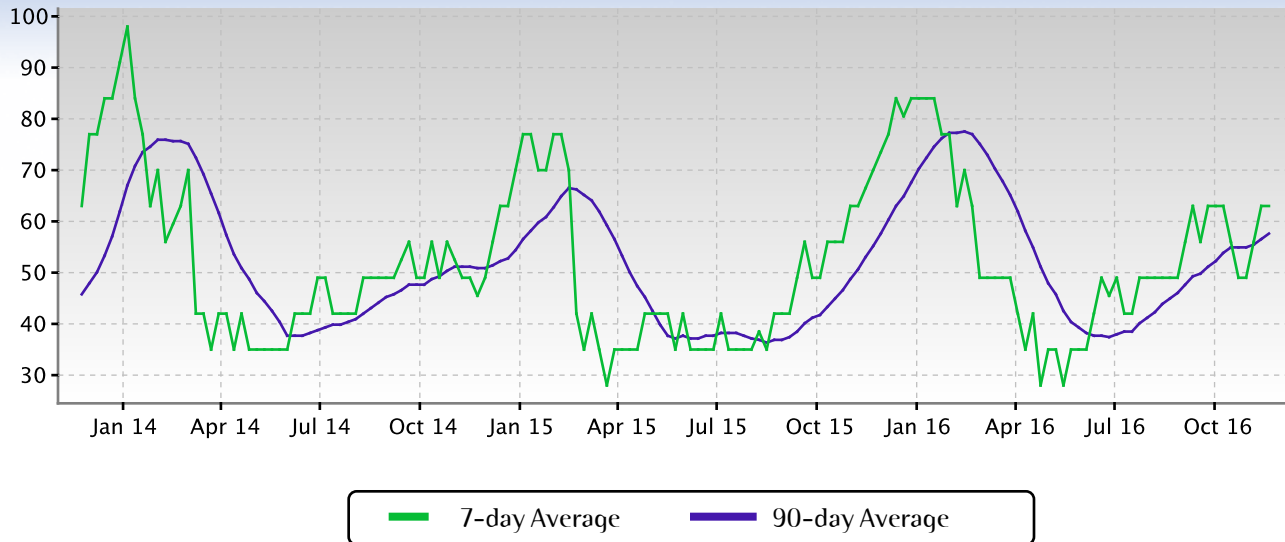
Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



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.

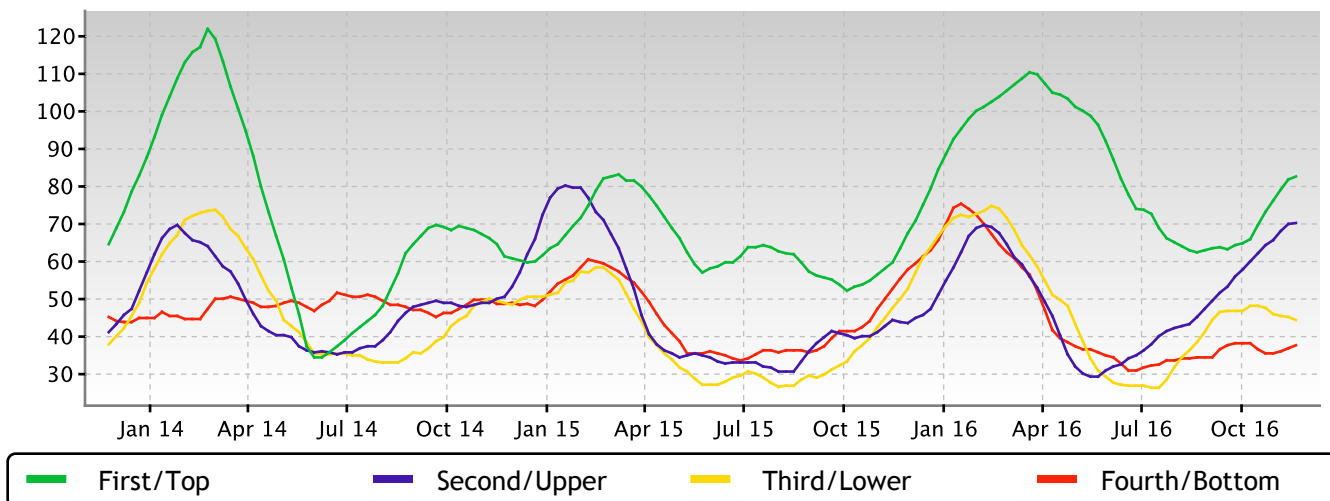
Days on Market

The properties have been on the market for an average of 92 days. Half of the listings have come newly on the market in the past 63 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 \$1,598,000. The 21 properties have been on the market for an average of 86 days.

Inventory has been lightening lately and the Market Action Index has been trending up. These are mildly positive indications for the market.

Supply and Demand

- In the last few weeks, the market has been at a stasis point in terms of sales to inventory. However, prices seem to have been falling a bit recently. Technically supply levels indicate this is a Seller's market so it is likely that the downward pricing pressure will be light or variable. Watch for an up-shift in the MAI before price stability is achieved.

Real-Time Market Profile

Median List Price	\$ 1,598,000	↓
Average List Price	\$ 2,868,333	↓
Asking Price Per Square Foot	\$ 790	↔
Average Days on Market (DoM)	86	↓
Inventory of Properties Listed	21	
Most Expensive Listing	\$ 11,500,000	
Least Expensive Listing	\$ 530,000	
Average Age of Listing	83	
Percent of Properties with Price Decrease	29 %	
Percent Relisted (reset DOM)	14 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	2533	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	

Trend

Altos Research Value Statistics

Market Action Index	Seller's Advantage	36.5	↔
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Trend Key:

↗	Strong upward trend	↘	Strong downward trend
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		↘	Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM
Top/First	\$ 6,500,000	6695	0.50 - 1.0 acre	6.0	7.0	99	5	1	2	182
Upper/Second	\$ 2,495,000	2964	0.25 - 0.50 acre	4.0	3.0	94	5	0	0	83
Lower/Third	\$ 1,450,000	1964	8,001 - 10,000 sqft	3.0	2.0	93	5	0	0	46
Bottom/Fourth	\$ 942,000	1997	8,001 - 10,000 sqft	3.5	2.8	98	6	1	3	43

Most expensive 25% of properties

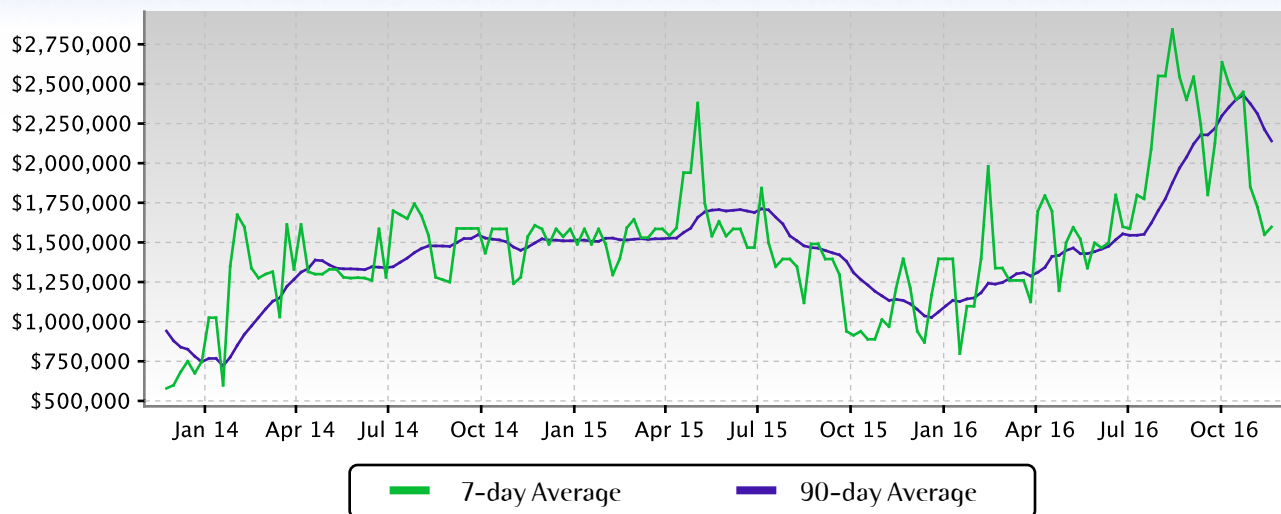
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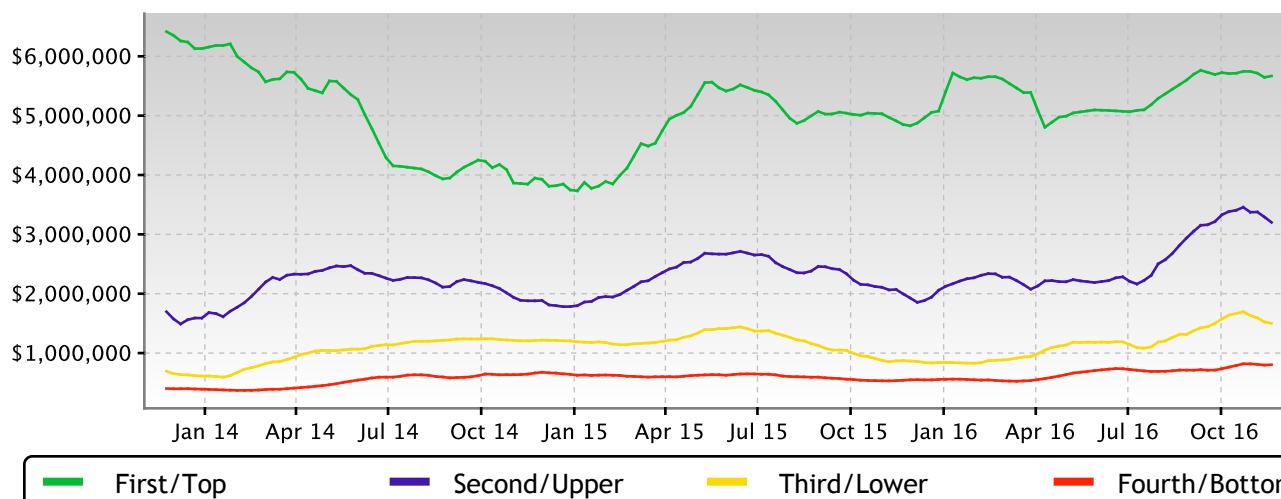
Median Price

This week prices in this zip code bumped up a bit but the trend of recent weeks is generally downward. A pickup in demand will be reflected in the Market Action Index, so watch that chart to try to identify a trough in the market.



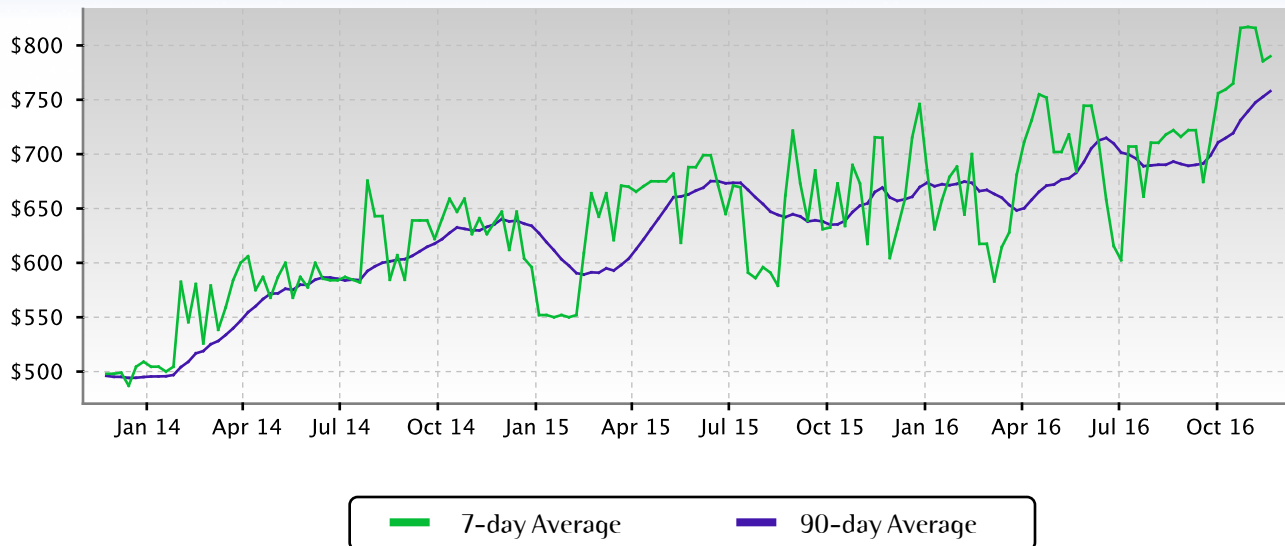
Quartile Prices

In the quartile market segments, we see prices across the quartiles of this zip code not tightly correlated recently. Prices in Quartile 1 and 4 have been mixed recently, while the rest of the market is trending downward. Look to a strong, persistent up shift in the Market Action Index as a leading indicator of the trough in the market.



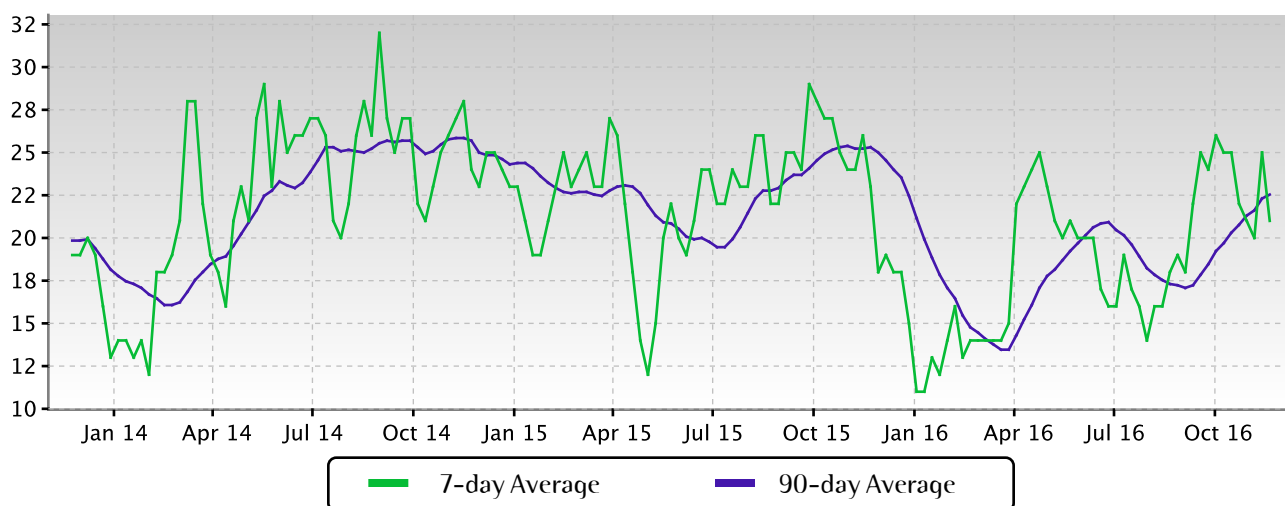
Price per Square Foot

The market's downward trends are shared across both price and value. People are recently placing less value on homes (you can see the recent declines in price per square foot as evidence.) Look for significant changes in the Market Action Index as a precursor to price and value changes, possibly as inflection points for good investment opportunities.



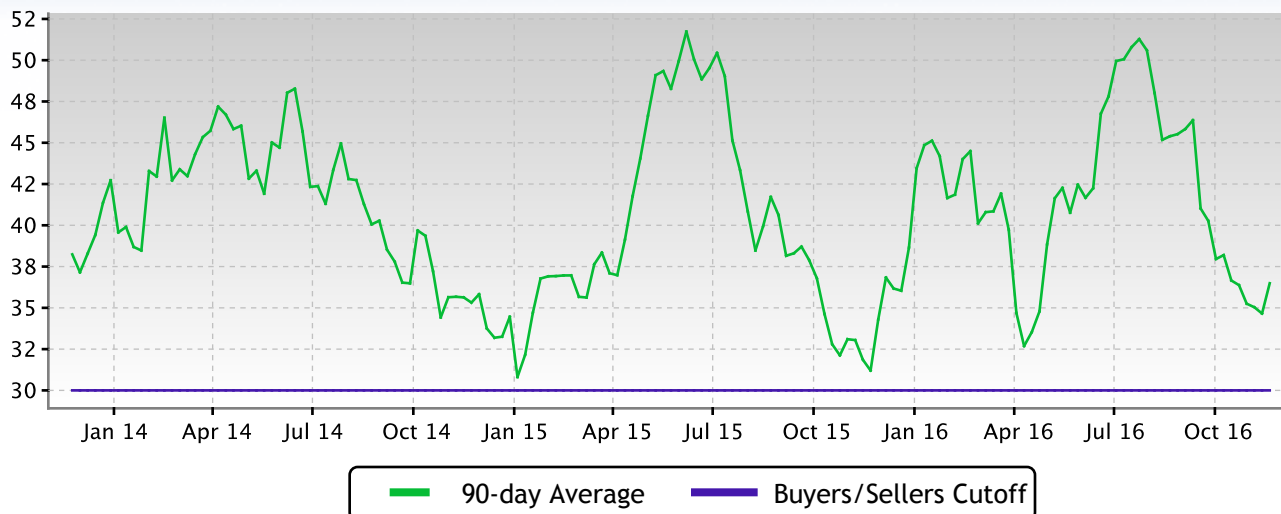
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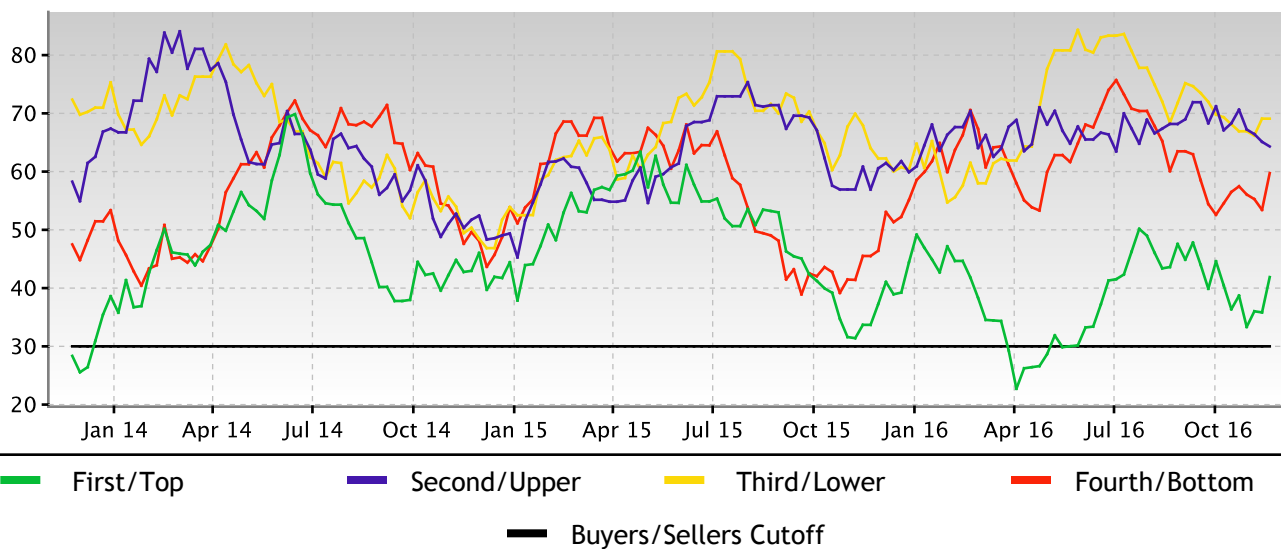
Market Action Index

The PASADENA, 91106 market is currently in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 36.49 which indicates that demand is strong and available supply of homes gets snapped up relatively quickly.



Market Action Index per Quartile

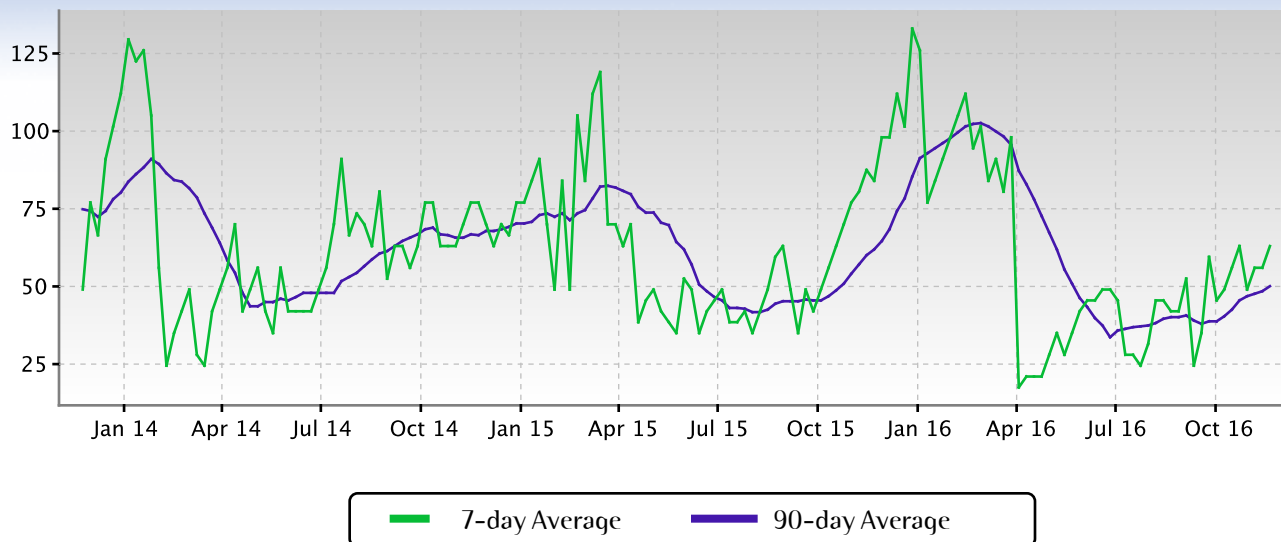
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