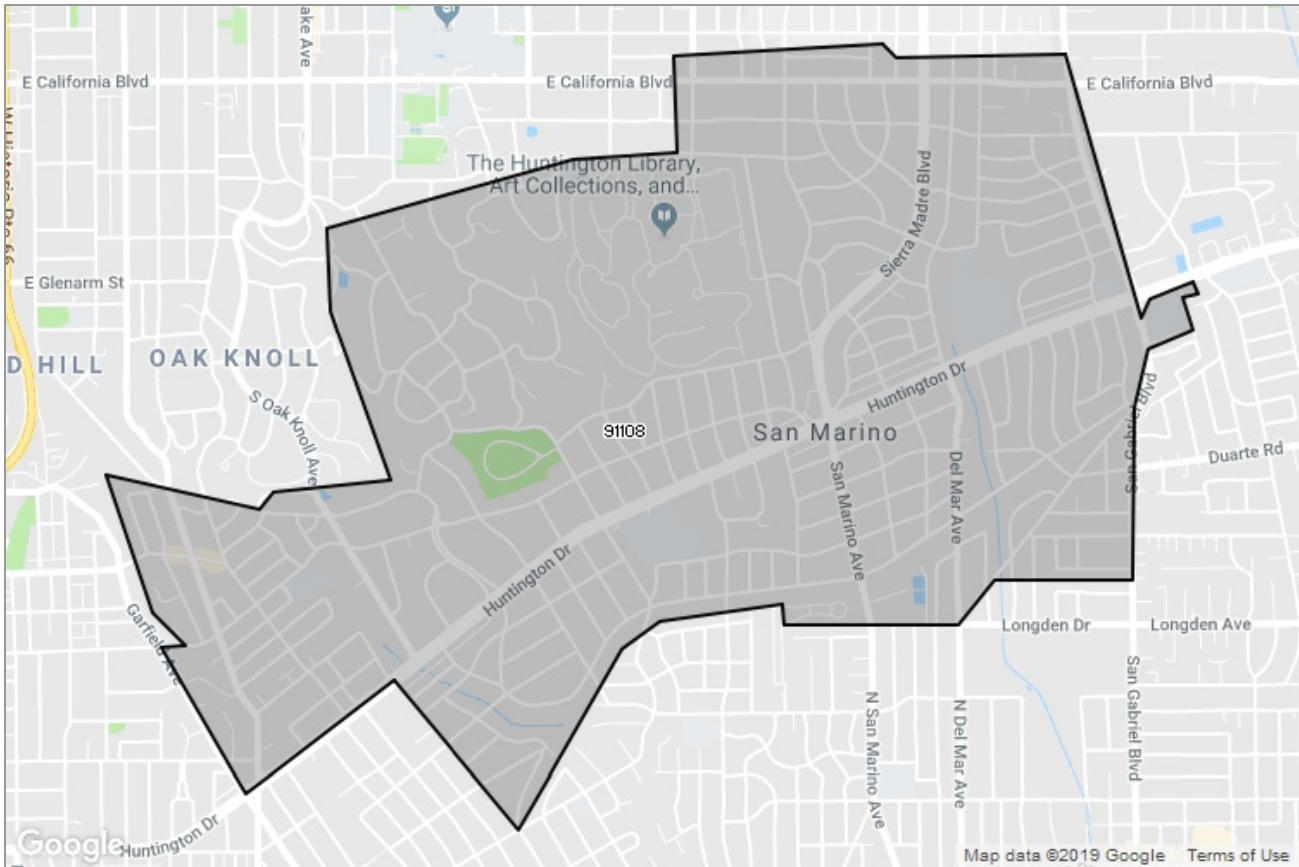




PASADENA-FOOTHILLS
ASSOCIATION OF REALTORS®

MARKET DATA REPORT

San Marino



Report Characteristics

Report Name:
San Marino

Report Date Range:
1/2018 – 1/2019

Filters Used:
MLS, Property Type, Location

Avg/Med: Both

Run Date: 02/08/2019

Scheduled: No

Presented by

**Pasadena Foothills Association of
REALTORS®**

(626) 795-2455

Other: <http://www.pfar.org/>

1070 E. Green St
Suite 100
Pasadena, CA 91106

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	16	+/-	233	237	-1.7%
New Listing Volume	\$56,199,576	\$35,862,850	+56.7%	\$708,237,140	\$587,794,616	+20.5%
Active Listing Count	51	39	+30.8%	N/A	N/A	
Active Listing Volume	\$208,224,376	\$114,724,250	+81.5%	N/A	N/A	
Average Listing Price	\$4,082,831	\$2,941,647	+38.8%	\$3,748,055	\$3,282,482	+14.2%
Median Listing Price	\$3,285,000	\$2,499,000	+31.5%	\$2,989,427	\$2,677,818	+11.6%
Months of Inventory	8.5	3.3	+161.5%	17	3.9	+335.9%
Absorption Rate	11.76%	30.77%	-19%	5.88%	25.64%	-19.8%
Sales Activity Charts Metrics						
Pending Sales Count	4	6	-33.3%	N/A	N/A	
Pending Sales Volume	\$11,287,000	\$9,033,500	+24.9%	N/A	N/A	
Closed Sales Count	4	3	+33.3%	102	131	-22.1%
Closed Sales Volume	\$7,690,000	\$5,935,000	+29.6%	\$269,804,410	\$320,237,812	-15.7%
Average Sales Price	\$1,922,500	\$1,978,333	-2.8%	\$2,645,141	\$2,444,563	+8.2%
Median Sales Price	\$1,735,000	\$1,775,000	-2.3%	\$2,139,182	\$2,053,334	+4.2%
Distressed Charts Metrics						
Distressed Listing Count	1	-	-	N/A	N/A	

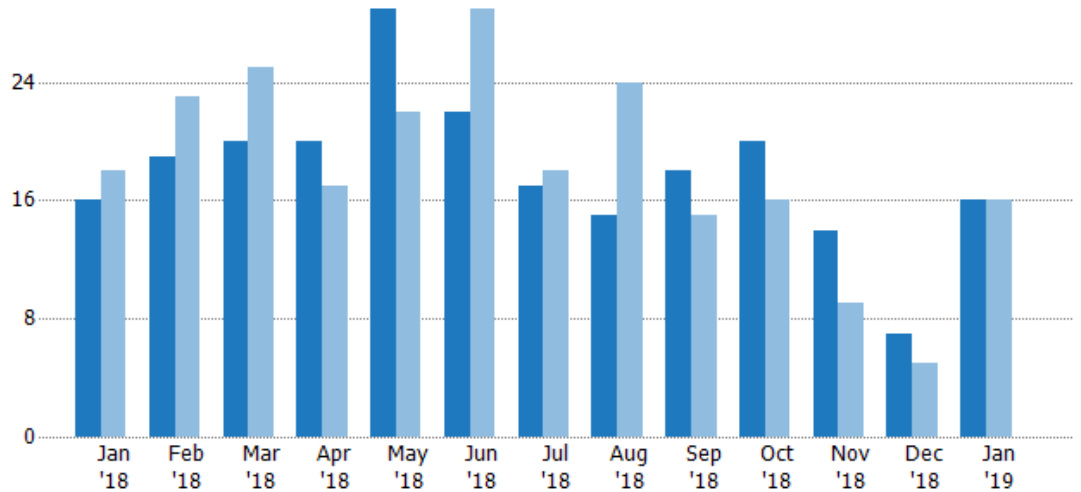
New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: San Marino, CA 91108, San Marino, CA 91118
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Jan '19	16	0%
Jan '18	16	-11.1%
Jan '17	18	33.3%



Current Year	16	19	20	20	29	22	17	15	18	20	14	7	16
Prior Year	18	23	25	17	22	29	18	24	15	16	9	5	16
Percent Change from Prior Year	-11%	-17%	-20%	18%	32%	-24%	-6%	-38%	20%	25%	56%	40%	0%

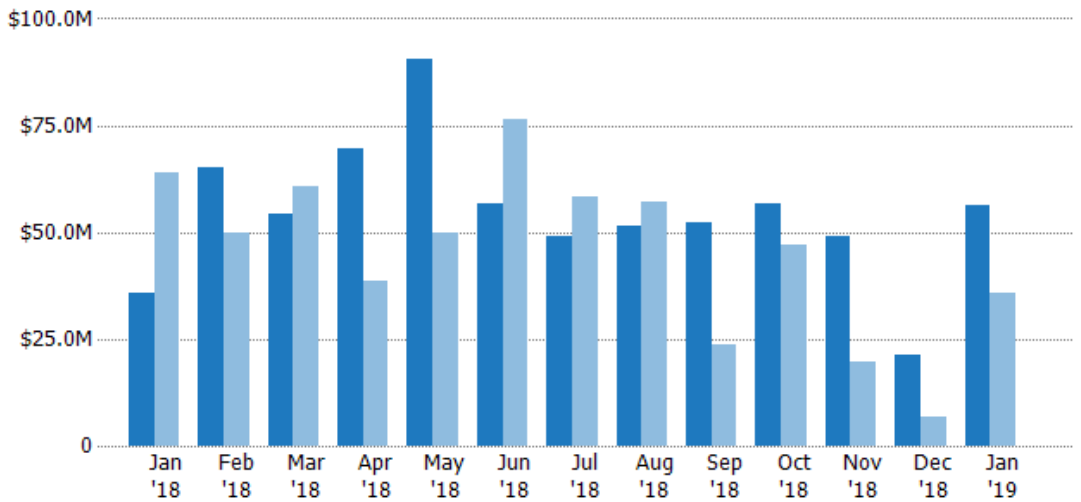
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: San Marino, CA 91108, San Marino, CA 91118
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$56.2M	56.7%
Jan '18	\$35.9M	-43.9%
Jan '17	\$63.9M	-26.4%



Current Year	\$35.9M	\$65.3M	\$54.3M	\$69.4M	\$90.4M	\$56.5M	\$49M	\$51.7M	\$52.3M	\$56.8M	\$49M	\$21.4M	\$56.2M
Prior Year	\$63.9M	\$49.9M	\$60.6M	\$38.5M	\$50M	\$76.6M	\$58.5M	\$57M	\$23.7M	\$46.9M	\$19.6M	\$6.69M	\$35.9M
Percent Change from Prior Year	-44%	31%	-10%	80%	81%	-26%	-16%	-9%	121%	21%	150%	219%	57%

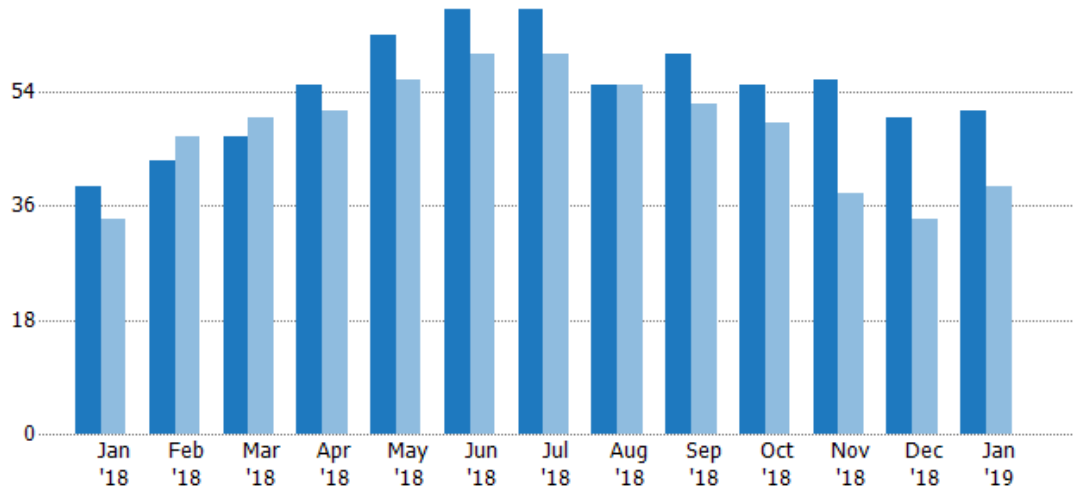
Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: San Marino, CA 91108, San Marino, CA 91118
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Jan '19	51	30.8%
Jan '18	39	14.7%
Jan '17	34	14.7%



Current Year	39	43	47	55	63	67	67	55	60	55	56	50	51
Prior Year	34	47	50	51	56	60	60	55	52	49	38	34	39
Percent Change from Prior Year	15%	-9%	-6%	8%	13%	12%	12%	0%	15%	12%	47%	47%	31%

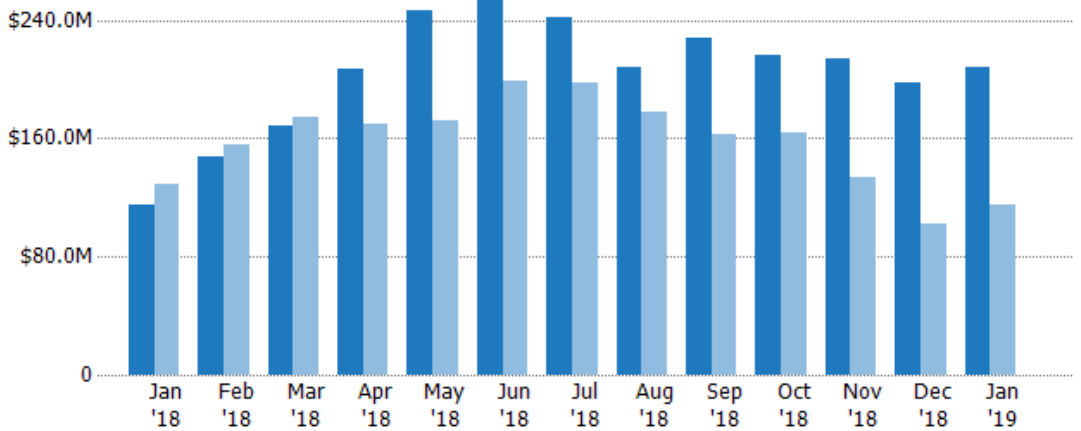
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: San Marino, CA 91108, San Marino, CA 91118
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$208M	81.5%
Jan '18	\$115M	-11.4%
Jan '17	\$129M	-2.7%



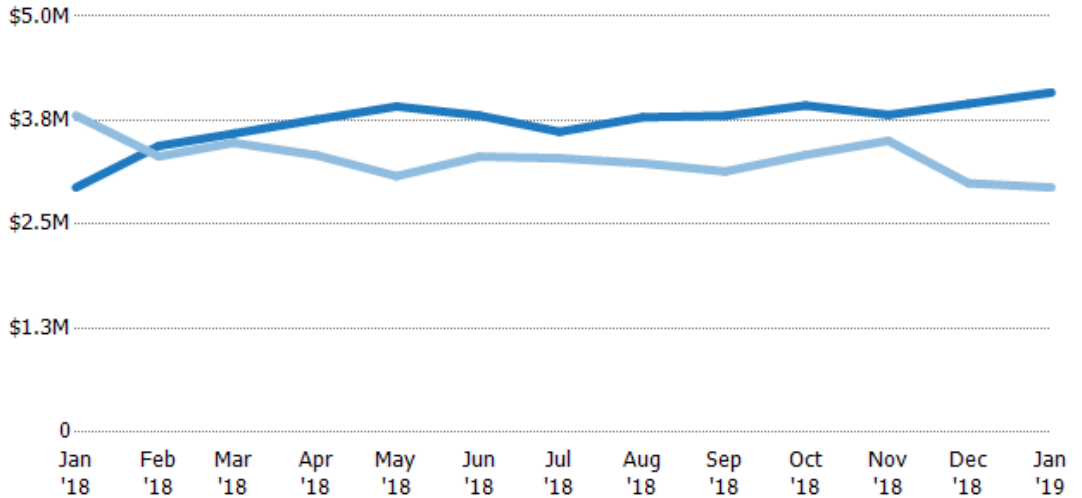
Current Year	\$115M	\$148M	\$169M	\$207M	\$247M	\$255M	\$242M	\$208M	\$228M	\$216M	\$214M	\$197M	\$208M
Prior Year	\$129M	\$156M	\$174M	\$170M	\$172M	\$199M	\$198M	\$178M	\$163M	\$163M	\$133M	\$102M	\$115M
Percent Change from Prior Year	-11%	-5%	-3%	22%	43%	28%	22%	17%	40%	32%	60%	94%	81%

Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: San Marino, CA 91108, San Marino, CA 91118
 Property Type: Condo/Townhouse/Apt, Single Family Residence



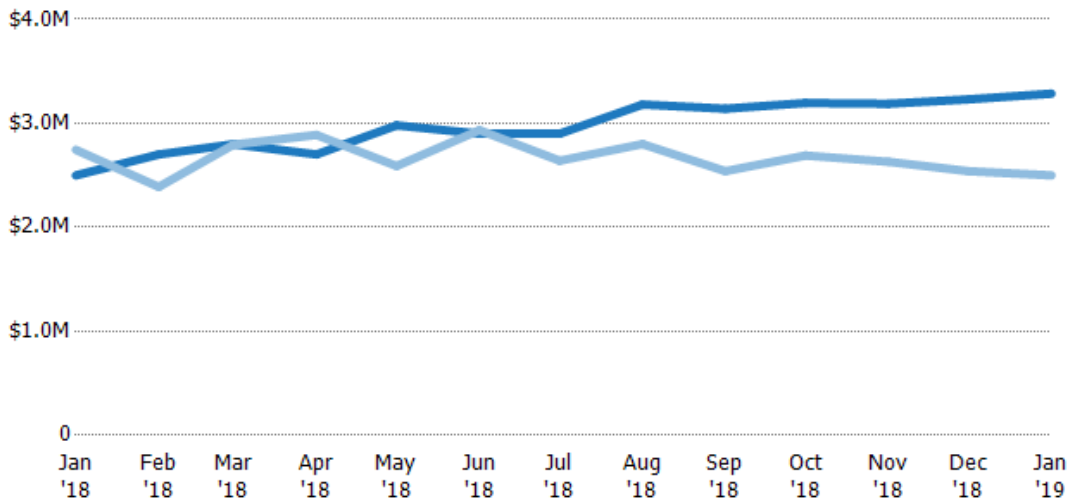
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Jan '18	\$2.94M	\$3.81M	-23%
Feb '18	\$3.44M	\$3.32M	4%
Mar '18	\$3.59M	\$3.48M	3%
Apr '18	\$3.76M	\$3.33M	13%
May '18	\$3.92M	\$3.08M	27%
Jun '18	\$3.81M	\$3.31M	15%
Jul '18	\$3.61M	\$3.29M	10%
Aug '18	\$3.79M	\$3.23M	17%
Sep '18	\$3.8M	\$3.13M	21%
Oct '18	\$3.93M	\$3.33M	18%
Nov '18	\$3.82M	\$3.5M	9%
Dec '18	\$3.95M	\$2.99M	32%
Jan '19	\$4.08M	\$2.94M	39%

Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: San Marino, CA 91108, San Marino, CA 91118
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Jan '18	\$2.5M	\$2.75M	-9%
Feb '18	\$2.7M	\$2.39M	13%
Mar '18	\$2.8M	\$2.8M	0%
Apr '18	\$2.7M	\$2.89M	-7%
May '18	\$2.98M	\$2.59M	15%
Jun '18	\$2.9M	\$2.93M	-1%
Jul '18	\$2.9M	\$2.64M	10%
Aug '18	\$3.18M	\$2.8M	14%
Sep '18	\$3.14M	\$2.54M	24%
Oct '18	\$3.2M	\$2.69M	19%
Nov '18	\$3.19M	\$2.63M	21%
Dec '18	\$3.23M	\$2.54M	27%
Jan '19	\$3.29M	\$2.5M	31%

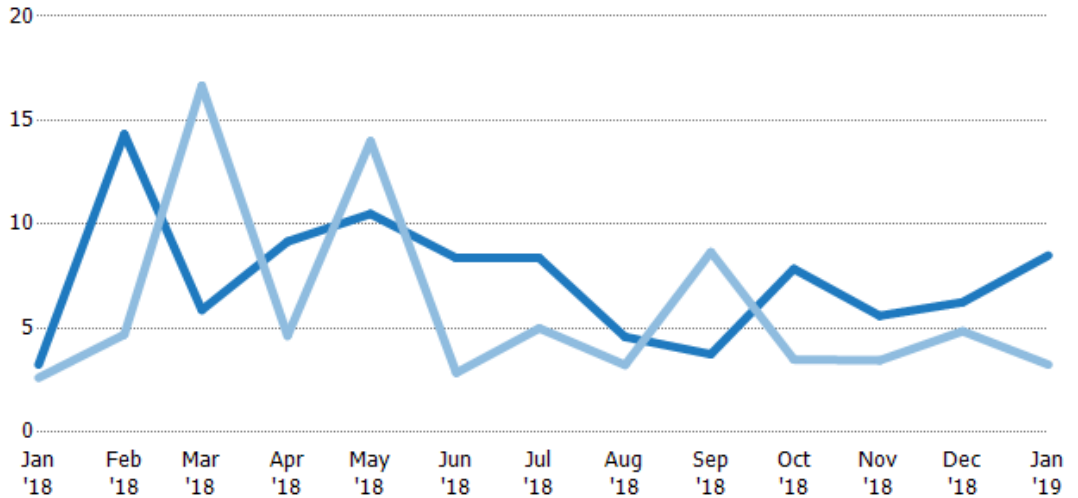
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: San Marino, CA 91108, San Marino, CA 91118
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Months	% Chg.
Jan '19	8.5	161.5%
Jan '18	3.25	24.3%
Jan '17	2.62	35.6%



Current Year	3.25	14.3	5.88	9.17	10.5	8.38	8.38	4.58	3.75	7.86	5.6	6.25	8.5
Prior Year	2.62	4.7	16.7	4.64	14	2.86	5	3.24	8.67	3.5	3.45	4.86	3.25
Percent Change from Prior Year	24%	205%	-65%	98%	-25%	193%	68%	42%	-57%	124%	62%	29%	162%

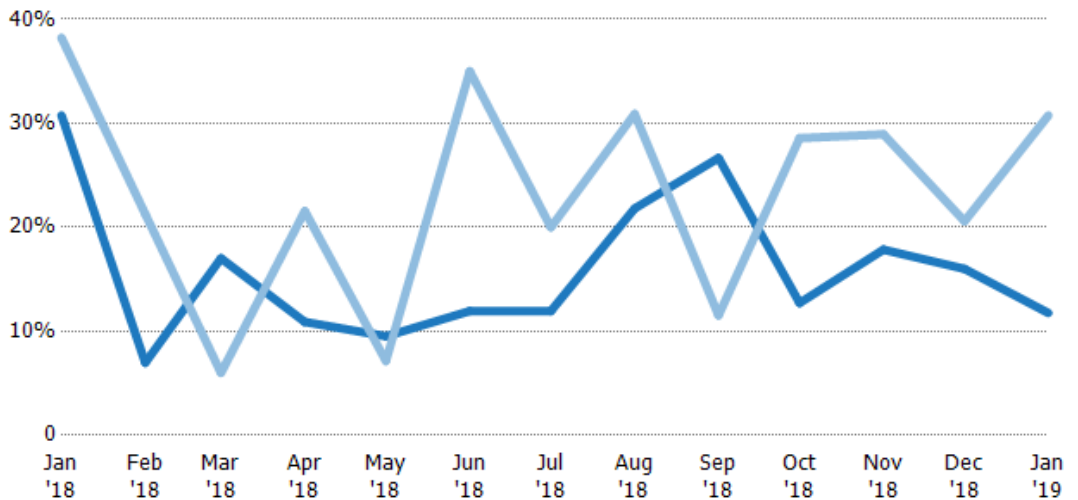
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: San Marino, CA 91108, San Marino, CA 91118
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Rate	Chg.
Jan '19	12%	19%
Jan '18	31%	7.5%
Jan '17	38%	-26.2%



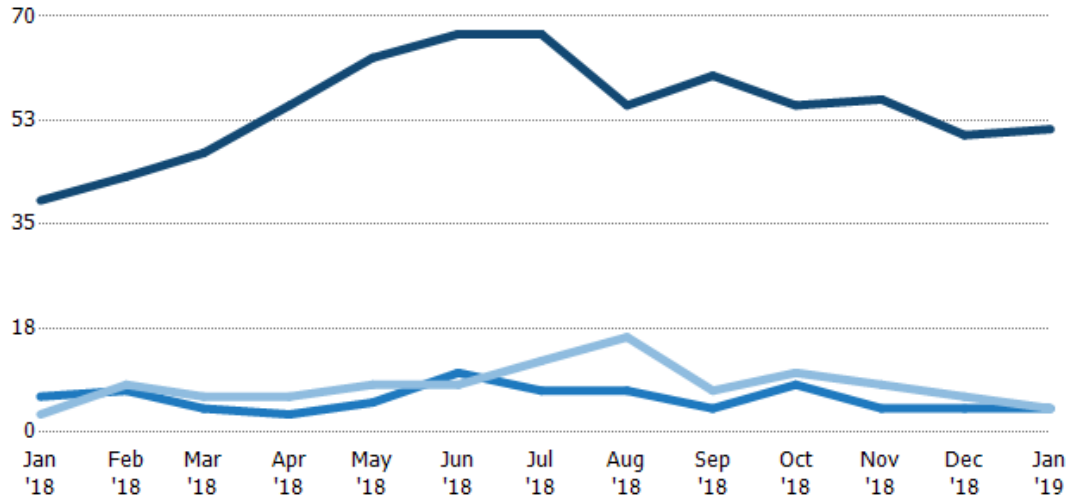
Current Year	31%	7%	17%	11%	10%	12%	12%	22%	27%	13%	18%	16%	12%
Prior Year	38%	21%	6%	22%	7%	35%	20%	31%	12%	29%	29%	21%	31%
Change from Prior Year	7%	14%	-11%	11%	-2%	23%	8%	9%	-15%	16%	11%	5%	19%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: San Marino, CA 91108, San Marino, CA 91118
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



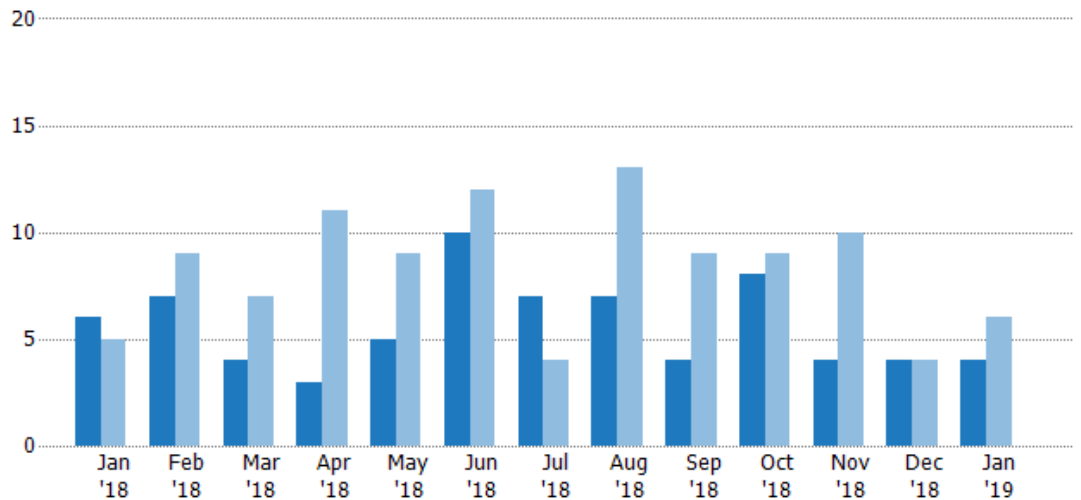
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Active	39	43	47	55	63	67	67	55	60	55	56	50	51
Pending	6	7	4	3	5	10	7	7	4	8	4	4	4
Sold	3	8	6	6	8	8	12	16	7	10	8	6	4

Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: San Marino, CA 91108, San Marino, CA 91118
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Jan '19	4	-33.3%
Jan '18	6	20%
Jan '17	5	140%

	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	6	7	4	3	5	10	7	7	4	8	4	4	4
Prior Year	5	9	7	11	9	12	4	13	9	9	10	4	6
Percent Change from Prior Year	20%	-22%	-43%	-73%	-44%	-17%	75%	-46%	-56%	-11%	-60%	0%	-33%

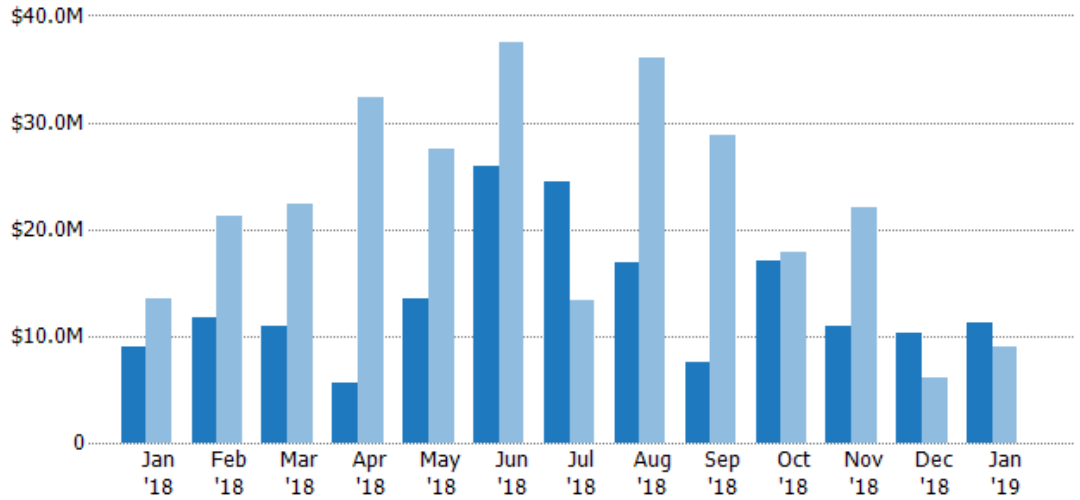
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: San Marino, CA 91108, San Marino, CA 91118
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$11.3M	24.9%
Jan '18	\$9.03M	-32.8%
Jan '17	\$13.4M	125.6%



Current Year	\$9.03M	\$11.8M	\$10.9M	\$5.67M	\$13.5M	\$25.8M	\$24.4M	\$16.9M	\$7.57M	\$17M	\$10.8M	\$10.2M	\$11.3M
Prior Year	\$13.4M	\$21.2M	\$22.4M	\$32.3M	\$27.5M	\$37.5M	\$13.3M	\$36M	\$28.8M	\$17.8M	\$22.1M	\$6.11M	\$9.03M
Percent Change from Prior Year	-33%	-44%	-52%	-82%	-51%	-31%	83%	-53%	-74%	-5%	-51%	67%	25%

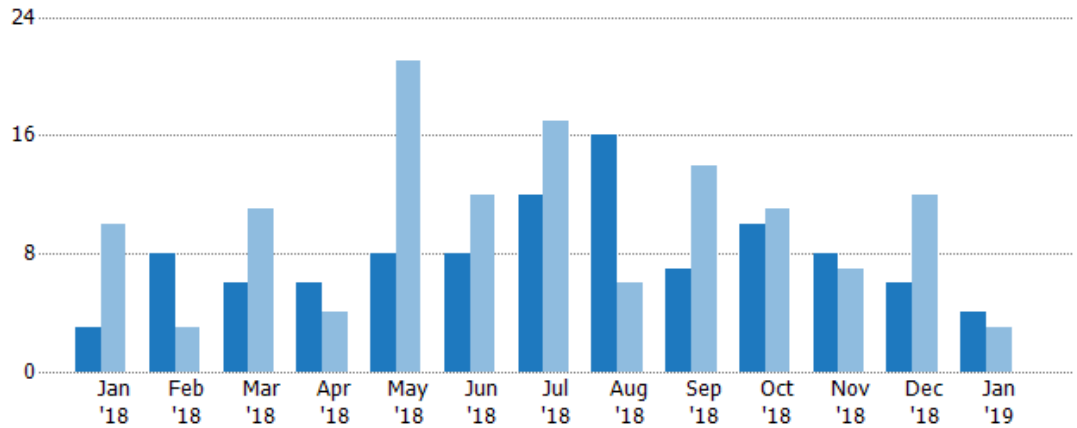
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: San Marino, CA 91108, San Marino, CA 91118
Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Jan '19	4	33.3%
Jan '18	3	-70%
Jan '17	10	-30%



Current Year	3	8	6	6	8	8	12	16	7	10	8	6	4
Prior Year	10	3	11	4	21	12	17	6	14	11	7	12	3
Percent Change from Prior Year	-70%	167%	-45%	50%	-62%	-33%	-29%	167%	-50%	-9%	14%	-50%	33%

Closed Sales Volume

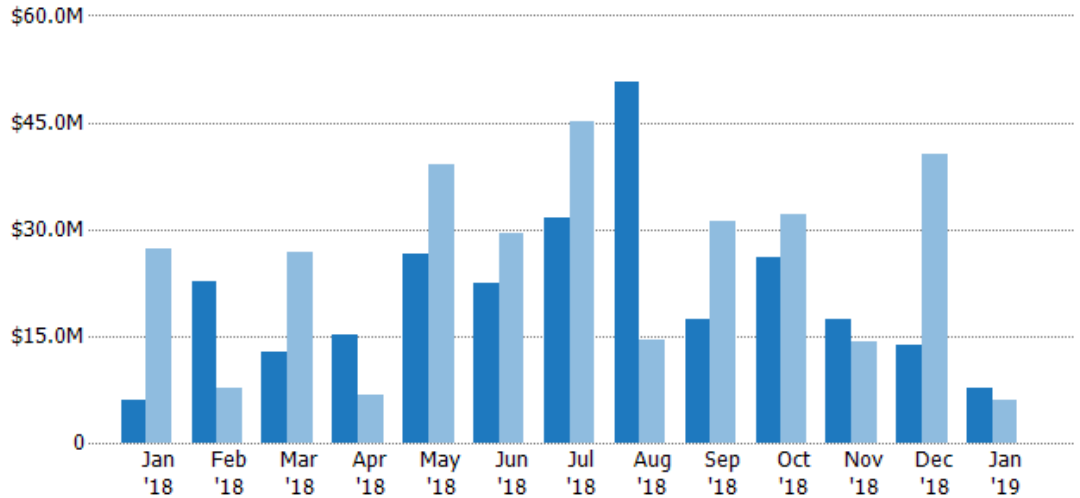
The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: San Marino, CA 91108, San Marino, CA 91118

Property Type:
Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$7.69M	29.6%
Jan '18	\$5.94M	-78.3%
Jan '17	\$27.3M	-49%



Current Year	\$5.94M	\$22.6M	\$12.7M	\$15.1M	\$26.5M	\$22.5M	\$31.6M	\$50.7M	\$17.4M	\$26.1M	\$17.3M	\$13.7M	\$7.69M
Prior Year	\$27.3M	\$7.6M	\$26.8M	\$6.68M	\$39.1M	\$29.4M	\$45.1M	\$14.5M	\$31M	\$32M	\$14.2M	\$40.6M	\$5.94M
Percent Change from Prior Year	-78%	197%	-53%	127%	-32%	-23%	-30%	249%	-44%	-19%	22%	-66%	30%

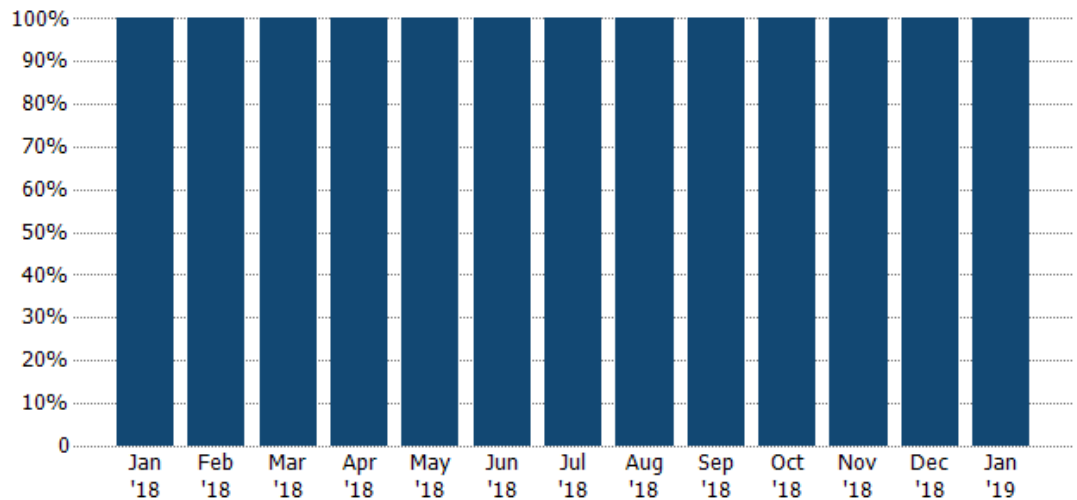
Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: San Marino, CA 91108, San Marino, CA 91118

Property Type:
Condo/Townhouse/Apt, Single Family Residence



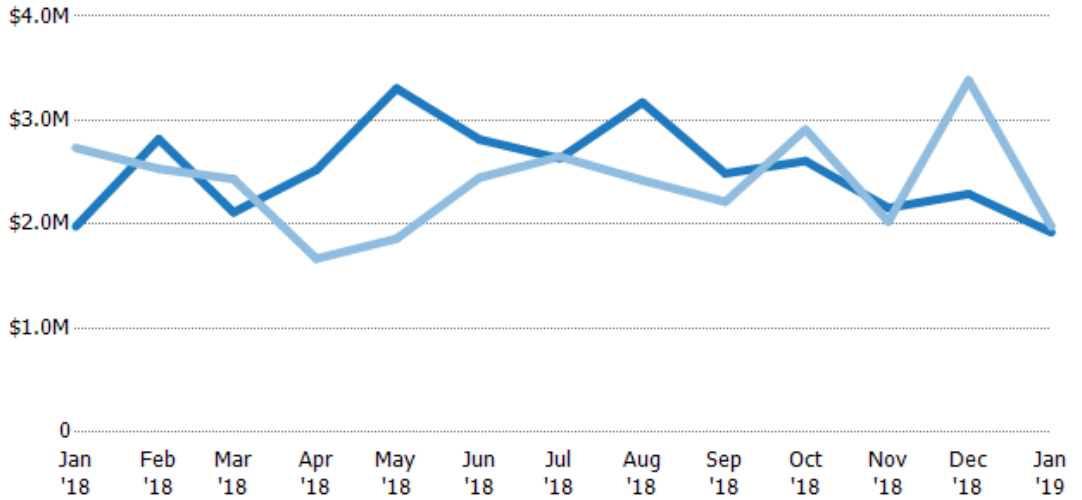
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: San Marino, CA 91108, San Marino, CA 91118
 Property Type: Condo/Townhouse/Apt, Single Family Residence



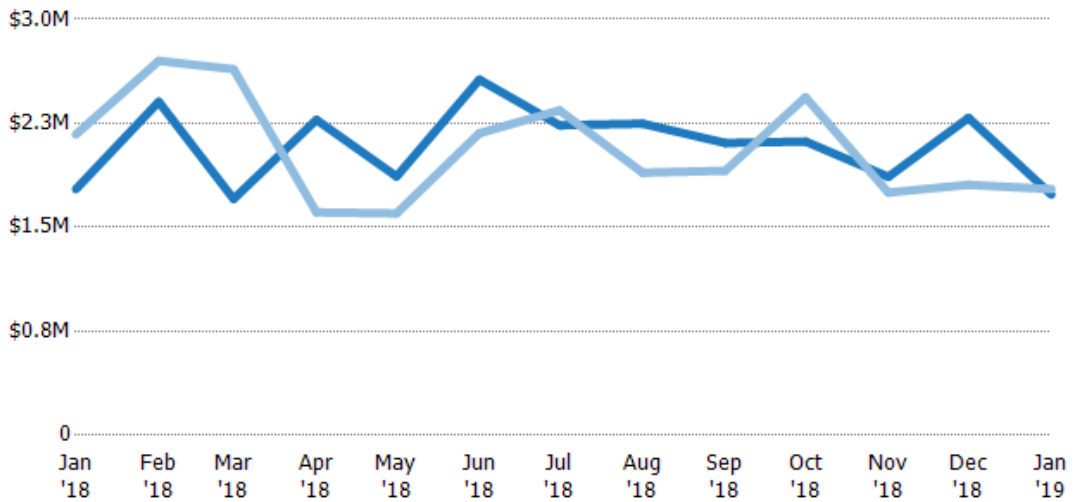
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Jan '18	\$1.98M	\$2.73M	-28%
Feb '18	\$2.82M	\$2.53M	11%
Mar '18	\$2.11M	\$2.43M	-13%
Apr '18	\$2.52M	\$1.67M	51%
May '18	\$3.31M	\$1.86M	78%
Jun '18	\$2.82M	\$2.45M	15%
Jul '18	\$2.63M	\$2.65M	-1%
Aug '18	\$3.17M	\$2.42M	31%
Sep '18	\$2.49M	\$2.22M	12%
Oct '18	\$2.61M	\$2.91M	-10%
Nov '18	\$2.16M	\$2.03M	7%
Dec '18	\$2.29M	\$3.39M	-32%
Jan '19	\$1.92M	\$1.98M	-3%

Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

ZIP: San Marino, CA 91108, San Marino, CA 91118
 Property Type: Condo/Townhouse/Apt, Single Family Residence



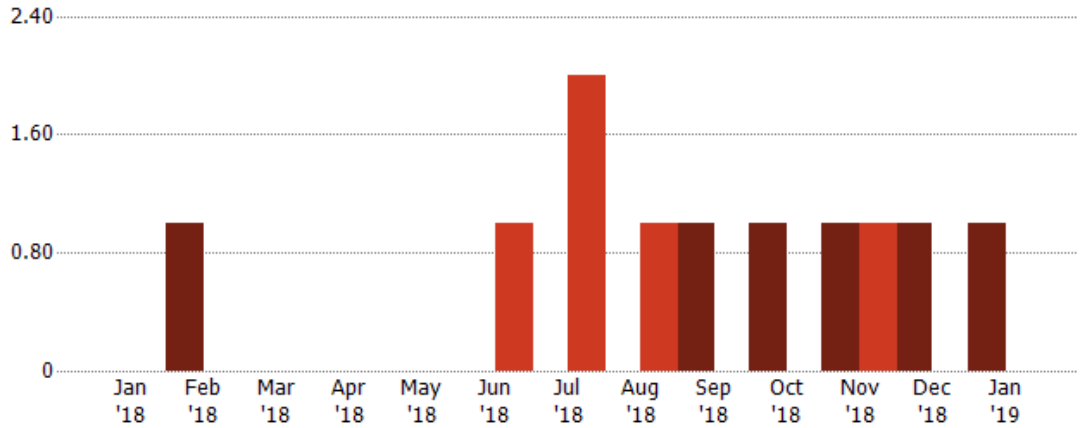
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Jan '18	\$1.78M	\$2.17M	-18%
Feb '18	\$2.41M	\$2.7M	-11%
Mar '18	\$1.7M	\$2.64M	-35%
Apr '18	\$2.28M	\$1.61M	42%
May '18	\$1.87M	\$1.6M	17%
Jun '18	\$2.57M	\$2.18M	18%
Jul '18	\$2.24M	\$2.34M	-5%
Aug '18	\$2.25M	\$1.89M	19%
Sep '18	\$2.11M	\$1.91M	10%
Oct '18	\$2.12M	\$2.44M	-13%
Nov '18	\$1.86M	\$1.75M	6%
Dec '18	\$2.29M	\$1.81M	27%
Jan '19	\$1.74M	\$1.78M	-2%

Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

Filters Used

ZIP: San Marino, CA 91108, San Marino, CA 91118
Property Type: Condo/Townhouse/Apt, Single Family Residence



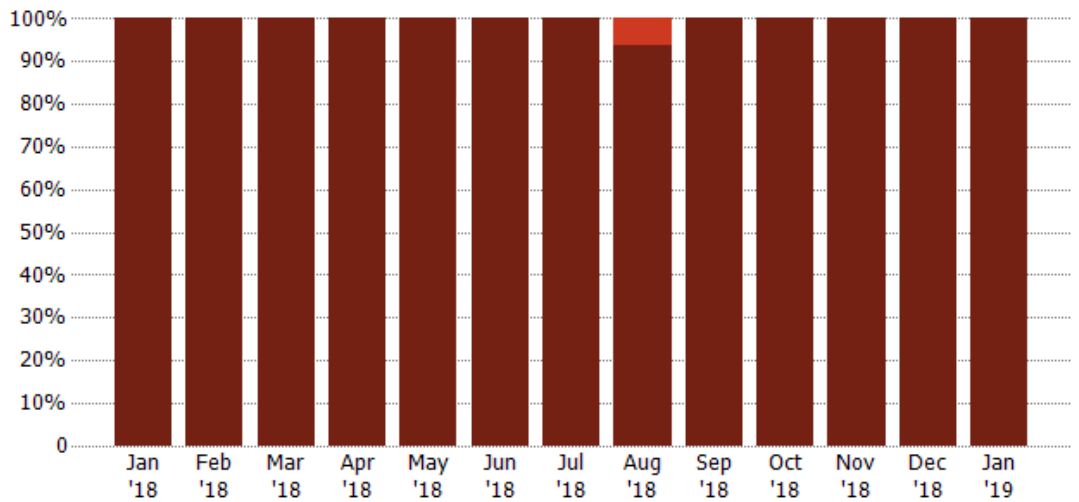
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	-	1	-	-	-	-	-	-	1	1	1	1	1
Prior Year	-	-	-	-	-	1	2	1	-	-	1	-	-
Percent Change from Prior Year	-	100%	-	-	-	-100%	-100%	-100%	100%	100%	0%	100%	100%

Distressed Sales by Sales Type

The percentage of residential properties sold each month for each sales type.

Filters Used

ZIP: San Marino, CA 91108, San Marino, CA 91118
Property Type: Condo/Townhouse/Apt, Single Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Pre-Foreclosure	-	-	-	-	-	-	-	6%	-	-	-	-	-
Non-Distressed	100%	100%	100%	100%	100%	100%	100%	94%	100%	100%	100%	100%	100%

Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details

Report Name: San Marino

Run Date: 02/08/2019

Scheduled: No

Report Date Range: From 1/2018 To: 1/2019

Information Included

Include Cover Sheet

Include Key Metric Summary *

Include Metrics By

Averages

Include Appendix

Medians

* The Key Metrics Table's YTD median calculations are calculated using a weighted average of the median values for each month that is included.

MLS Filter

MLS:	California Regional MLS (Matrix)	CRISNet MLS	i-Tech MLS
	Palm Springs Regional Association	Pasadena Foothills MLS	The MLS™/CLAW
	Ventura County Regional Data Share		

Listing Filters

Property Types: Condo/Townhouse/Apt Single Family Residence

Sales Types: All

Price Range: None

Location Filters

State: All

County: All

ZIP Code: San Marino, CA 91108 San Marino, CA 91118

Listing Activity Charts

New Listings

Active Listings

Avg/Med Listing Price

Avg/Med Listing Price per Sq Ft

Avg/Med Listing Price vs Est Value

Median Days in RPR

Months of Inventory

Absorption Rate

Sales Activity Charts

Active/Pending/Sold

New Pending Sales

Pending Sales

Closed Sales

Avg/Med Sales Price

Avg/Med Sales Price per Sq Ft

Avg/Med Sales Price vs Listing Price

Avg/Med Sales Price vs Est Value

Distressed Charts

Distressed Listings

Distressed Sales

Data Tables Using 1/2019 data

Listing Activity by ZIP

Listing Activity by Metro Area

Sales Activity by ZIP

Sales Activity by Metro Area