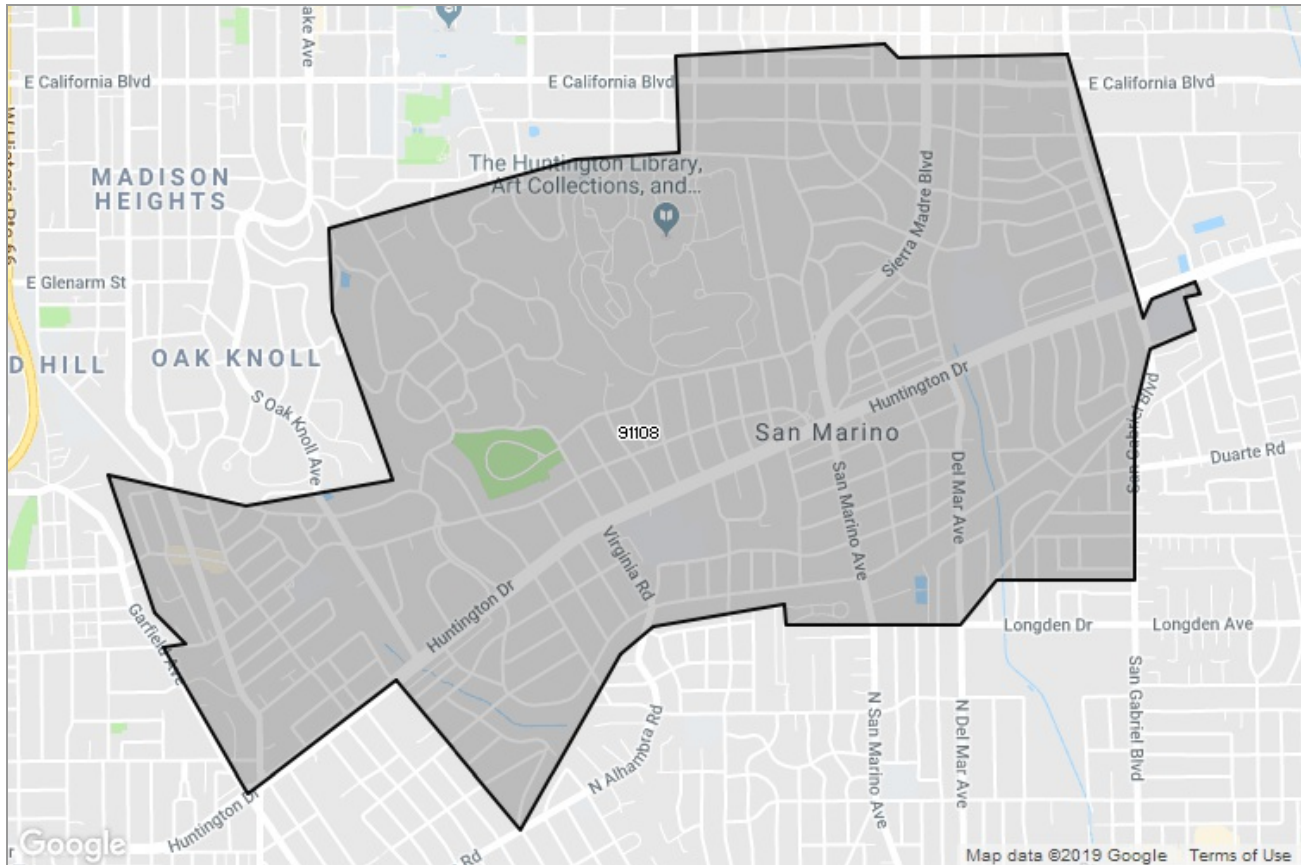




PASADENA-FOOTHILLS  
ASSOCIATION OF REALTORS®

MARKET DATA REPORT

# San Marino



## Report Characteristics

**Report Name:**  
San Marino

**Report Date Range:**  
7/2018 – 7/2019

**Filters Used:**  
MLS, Property Type, Location

**Avg/Med:** Both

**Run Date:** 08/08/2019

**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.

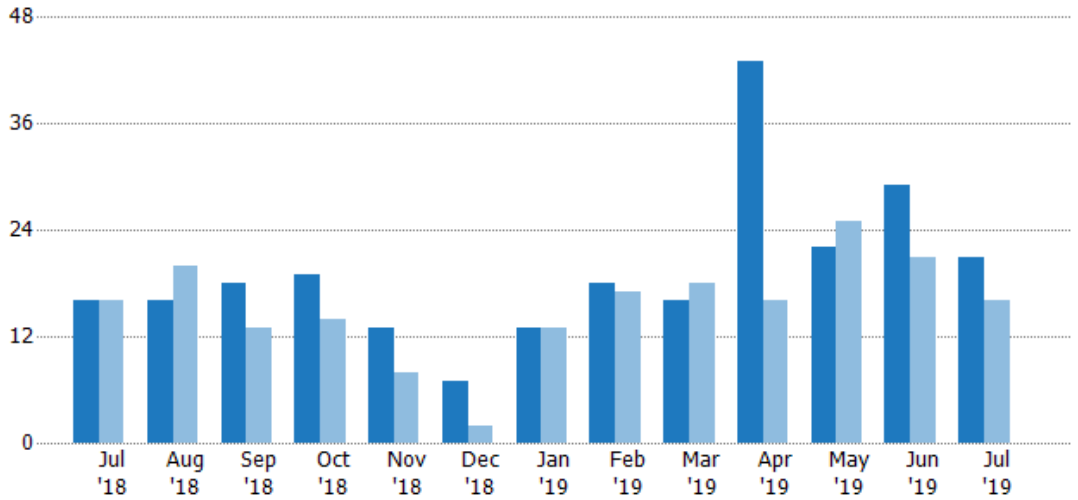
Key Metrics	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	21	16	+31.3%	162	126	+28.6%
New Listing Volume	\$62,907,788	\$45,068,000	+39.6%	\$456,220,402	\$374,655,487	+21.8%
Active Listing Count	59	59	+/-	N/A	N/A	
Active Listing Volume	\$191,062,363	\$196,943,999	-3%	N/A	N/A	
Average Listing Price	\$3,238,345	\$3,338,034	-3%	\$3,216,693	\$3,668,182	-12.3%
Median Listing Price	\$2,898,000	\$2,888,000	+0.3%	\$2,753,802	\$2,844,726	-3.2%
Months of Inventory	4.2	6.6	-35.7%	7.5	4.4	+71.5%
Absorption Rate	23.73%	15.25%	+8.5%	13.37%	22.92%	-9.6%
<b>Sales Activity Charts Metrics</b>						
Pending Sales Count	13	8	+62.5%	N/A	N/A	
Pending Sales Volume	\$24,727,000	\$29,591,000	-16.4%	N/A	N/A	
Closed Sales Count	18	11	+63.6%	72	56	+28.6%
Closed Sales Volume	\$40,261,237	\$27,514,000	+46.3%	\$182,010,531	\$149,602,580	+21.7%
Average Sales Price	\$2,236,735	\$2,501,273	-10.6%	\$2,527,924	\$2,671,475	-5.4%
Median Sales Price	\$1,926,944	\$2,138,000	-9.9%	\$2,212,974	\$2,113,685	+4.7%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	-	-	-	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



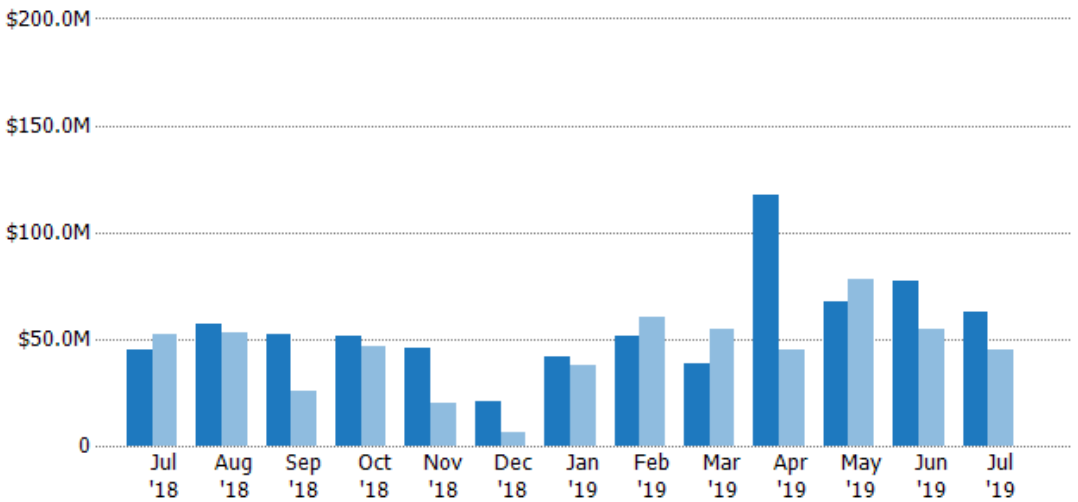
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	16	16	18	19	13	7	13	18	16	43	22	29	21
Prior Year	16	20	13	14	8	2	13	17	18	16	25	21	16
Percent Change from Prior Year	0%	-20%	38%	36%	63%	250%	0%	6%	-11%	169%	-12%	38%	31%

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$45.1M	\$56.9M	\$52.3M	\$51.3M	\$46M	\$21M	\$41.4M	\$51.1M	\$38.6M	\$118M	\$67.4M	\$77.1M	\$62.9M
Prior Year	\$52.6M	\$53.2M	\$25.3M	\$46.9M	\$20M	\$6.68M	\$37.9M	\$59.9M	\$54.3M	\$45M	\$77.6M	\$55M	\$45.1M
Percent Change from Prior Year	-14%	7%	107%	9%	130%	214%	9%	-15%	-29%	162%	-13%	40%	40%

## Active Listings

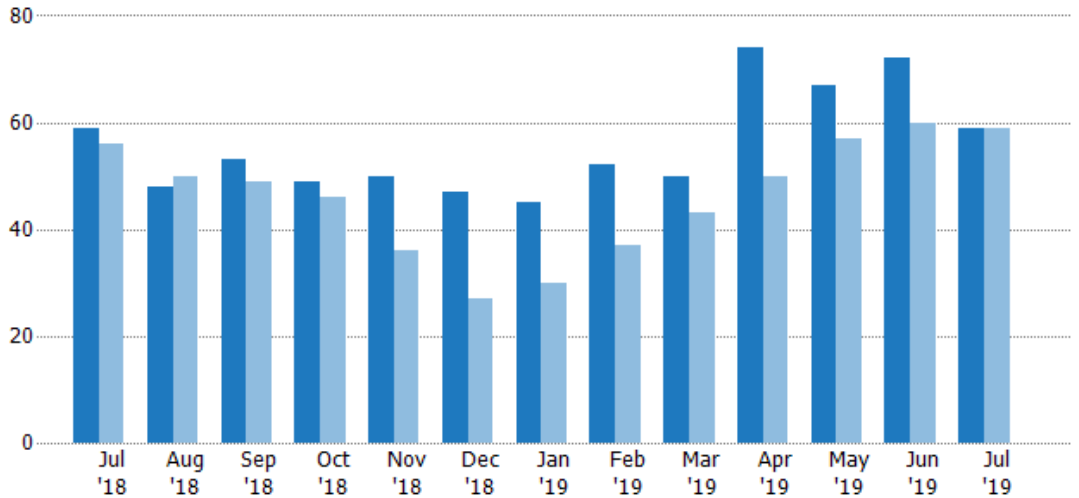
The number of active residential listings at the end of each month.

### Filters Used

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

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

Month/Year	Count	% Chg.
Jul '19	59	0%
Jul '18	59	5.4%
Jul '17	56	-5.4%



Current Year	59	48	53	49	50	47	45	52	50	74	67	72	59
Prior Year	56	50	49	46	36	27	30	37	43	50	57	60	59
Percent Change from Prior Year	5%	-4%	8%	7%	39%	74%	50%	41%	16%	48%	18%	20%	0%

## Active Listing Volume

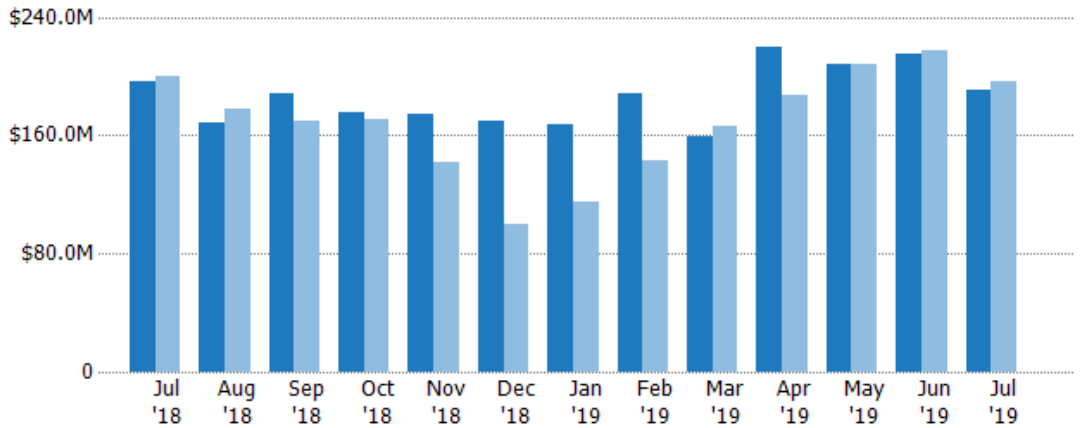
The sum of the listing price of active residential listings at the end of each month.

### Filters Used

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

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

Month/Year	Volume	% Chg.
Jul '19	\$191M	-3%
Jul '18	\$197M	-1.5%
Jul '17	\$200M	-2.5%



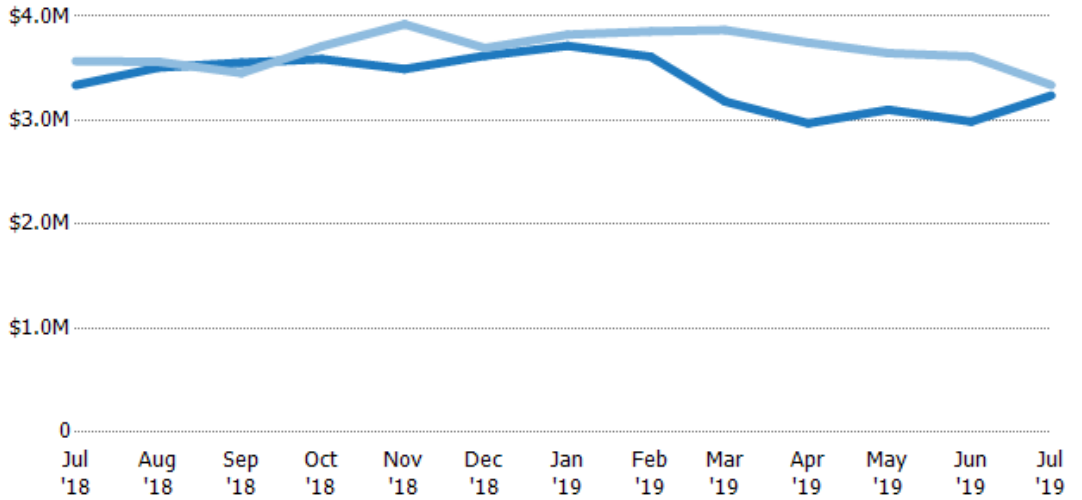
Current Year	\$197M	\$168M	\$188M	\$176M	\$175M	\$170M	\$167M	\$188M	\$159M	\$220M	\$208M	\$215M	\$191M
Prior Year	\$200M	\$178M	\$169M	\$171M	\$141M	\$100M	\$115M	\$143M	\$166M	\$187M	\$208M	\$217M	\$197M
Percent Change from Prior Year	-1%	-5%	11%	3%	24%	71%	46%	32%	-4%	17%	0%	-1%	-3%

## 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



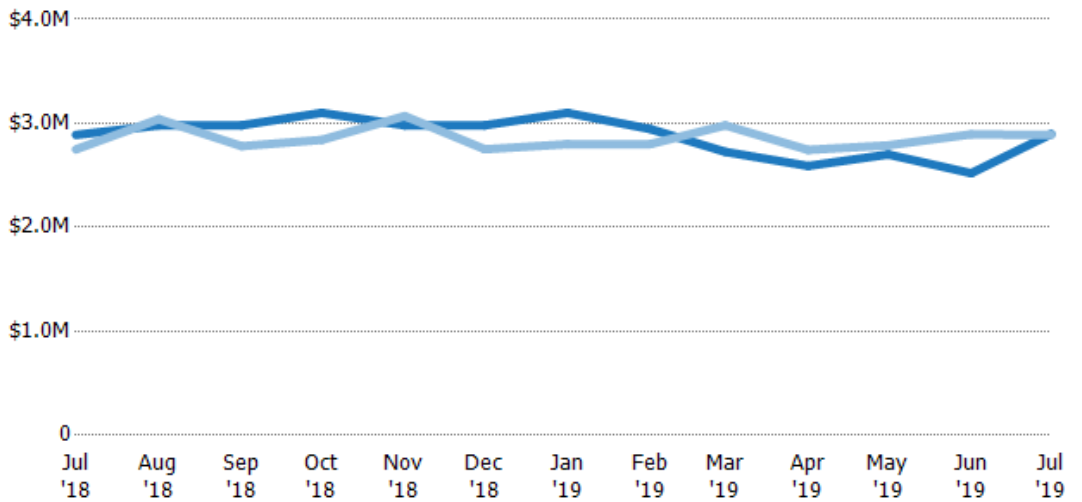
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Jul '18	\$3.34M	\$3.57M	-6%
Aug '18	\$3.51M	\$3.56M	-2%
Sep '18	\$3.55M	\$3.45M	3%
Oct '18	\$3.59M	\$3.71M	-3%
Nov '18	\$3.49M	\$3.92M	-11%
Dec '18	\$3.62M	\$3.69M	-2%
Jan '19	\$3.72M	\$3.82M	-3%
Feb '19	\$3.61M	\$3.85M	-6%
Mar '19	\$3.18M	\$3.87M	-18%
Apr '19	\$2.97M	\$3.75M	-21%
May '19	\$3.1M	\$3.65M	-15%
Jun '19	\$2.99M	\$3.61M	-17%
Jul '19	\$3.24M	\$3.34M	-3%

## 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
Jul '18	\$2.89M	\$2.75M	5%
Aug '18	\$2.98M	\$3.04M	-2%
Sep '18	\$2.98M	\$2.78M	7%
Oct '18	\$3.1M	\$2.84M	9%
Nov '18	\$2.98M	\$3.07M	-3%
Dec '18	\$2.98M	\$2.75M	8%
Jan '19	\$3.1M	\$2.8M	11%
Feb '19	\$2.94M	\$2.8M	5%
Mar '19	\$2.73M	\$2.98M	-9%
Apr '19	\$2.59M	\$2.74M	-6%
May '19	\$2.7M	\$2.79M	-3%
Jun '19	\$2.52M	\$2.89M	-13%
Jul '19	\$2.9M	\$2.89M	0%

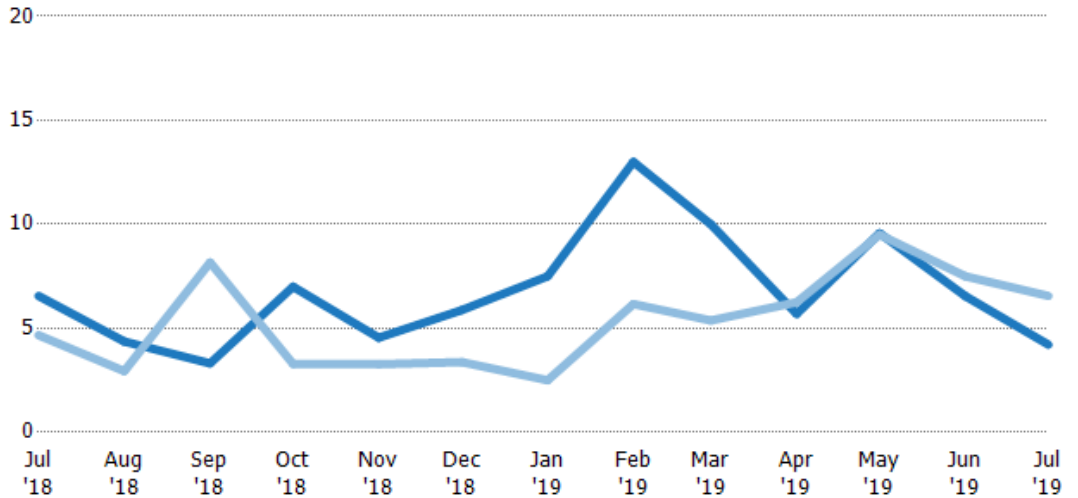
## Months of Inventory

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.
Jul '19	4.21	-35.7%
Jul '18	6.56	40.5%
Jul '17	4.67	-18.9%



Current Year	6.56	4.36	3.31	7	4.55	5.88	7.5	13	10	5.69	9.57	6.55	4.21
Prior Year	4.67	2.94	8.17	3.29	3.27	3.38	2.5	6.17	5.38	6.25	9.5	7.5	6.56
Percent Change from Prior Year	40%	48%	-59%	113%	39%	74%	200%	111%	86%	-9%	1%	-13%	-36%

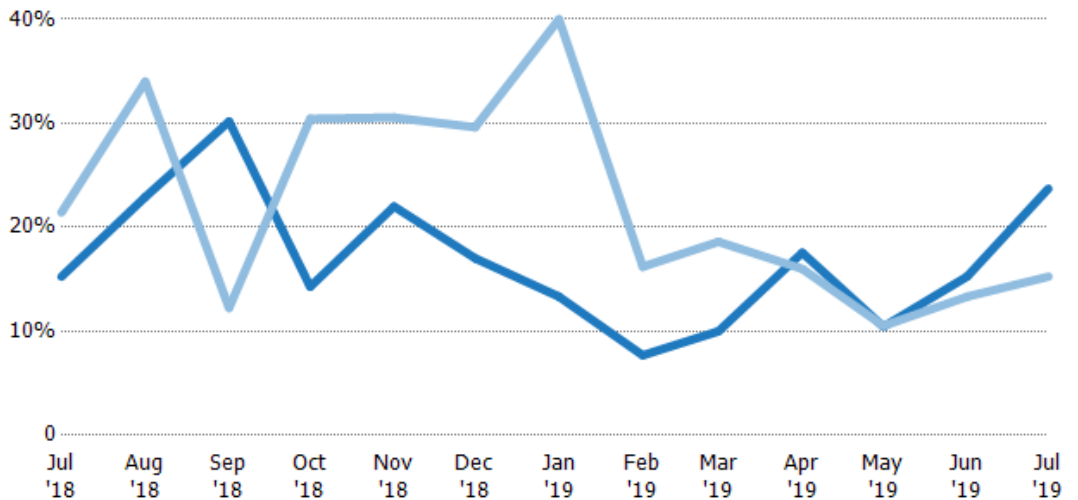
## Absorption Rate

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.
Jul '19	24%	-8.5%
Jul '18	15%	6.2%
Jul '17	21%	23.3%



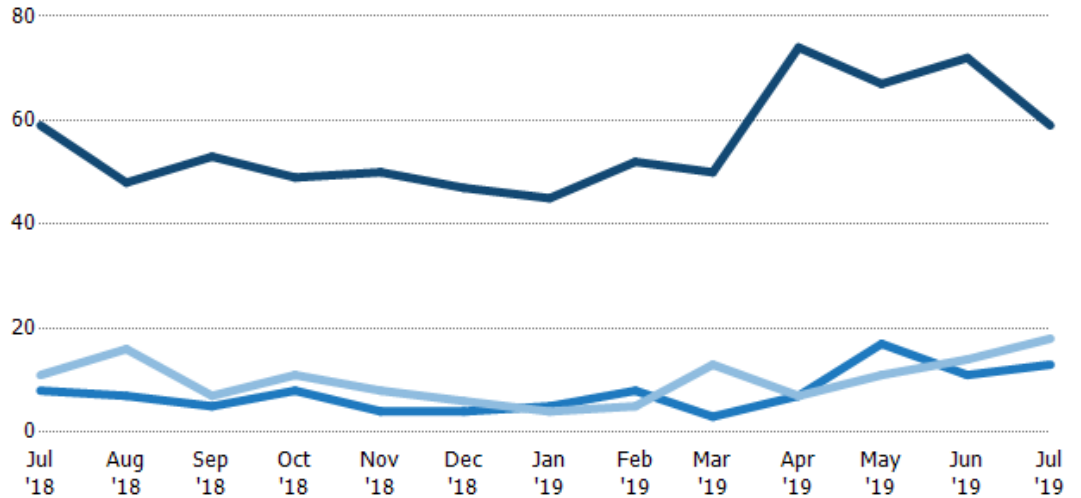
Current Year	15%	23%	30%	14%	22%	17%	13%	8%	10%	18%	10%	15%	24%
Prior Year	21%	34%	12%	30%	31%	30%	40%	16%	19%	16%	11%	13%	15%
Change from Prior Year	6%	11%	-18%	16%	9%	13%	27%	9%	9%	-2%	0%	-2%	-8%

## 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



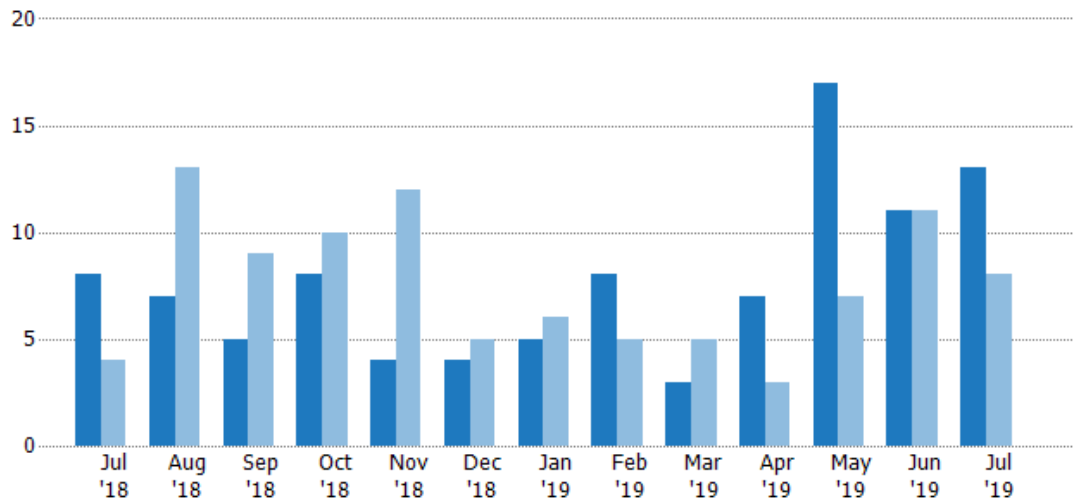
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	59	48	53	49	50	47	45	52	50	74	67	72	59
Pending	8	7	5	8	4	4	5	8	3	7	17	11	13
Sold	11	16	7	11	8	6	4	5	13	7	11	14	18

## 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.
Jul '19	13	62.5%
Jul '18	8	100%
Jul '17	4	150%

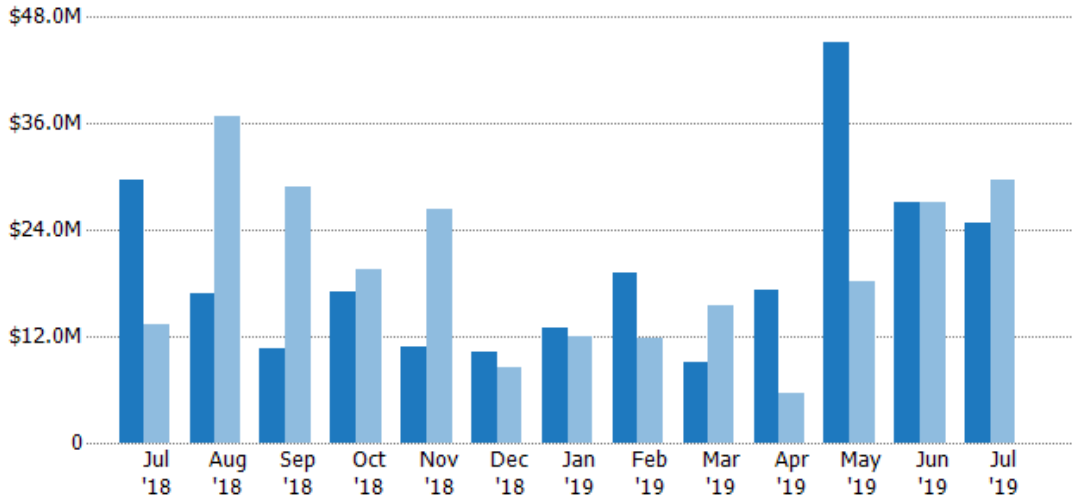
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	8	7	5	8	4	4	5	8	3	7	17	11	13
Prior Year	4	13	9	10	12	5	6	5	5	3	7	11	8
Percent Change from Prior Year	100%	-46%	-44%	-20%	-67%	-20%	-17%	60%	-40%	133%	143%	0%	63%

## 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



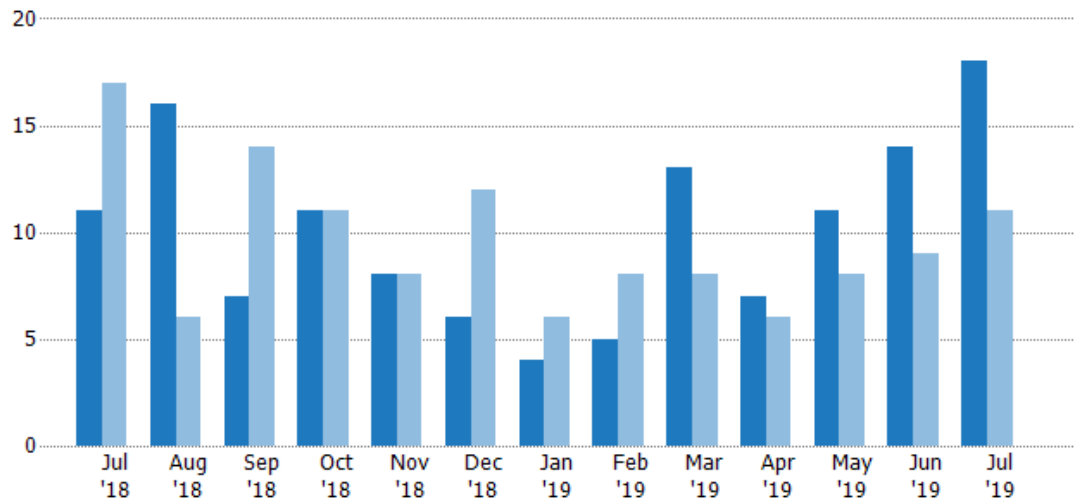
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '19	\$29.6M	\$13.3M	122%
Aug '18	\$16.9M	\$36.7M	-54%
Sep '18	\$10.5M	\$28.8M	-63%
Oct '18	\$17M	\$19.6M	-14%
Nov '18	\$10.8M	\$26.3M	-59%
Dec '18	\$10.2M	\$8.49M	20%
Jan '19	\$13M	\$12M	8%
Feb '19	\$19.2M	\$11.8M	63%
Mar '19	\$9.06M	\$15.4M	-41%
Apr '19	\$17.2M	\$5.67M	203%
May '19	\$45.1M	\$18.2M	149%
Jun '19	\$27.1M	\$27.2M	0%
Jul '19	\$24.7M	\$29.6M	-16%

## 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	Current Year	Prior Year	Percent Change from Prior Year
Jul '19	18	11	63.6%
Jul '18	11	17	-35.3%
Jul '17	17	17	-47.1%



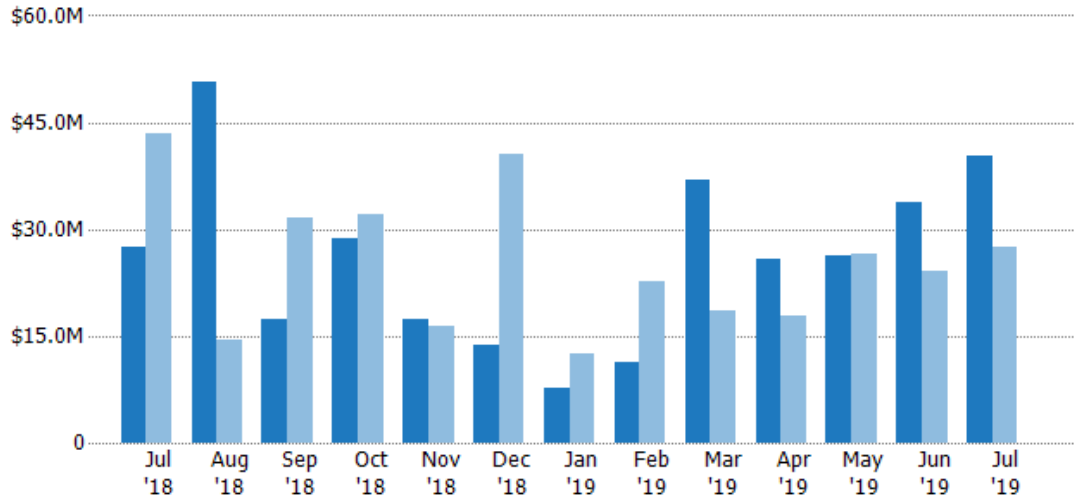
## Closed Sales Volume

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.
Jul '19	\$40.3M	46.3%
Jul '18	\$27.5M	-36.8%
Jul '17	\$43.5M	-43.5%



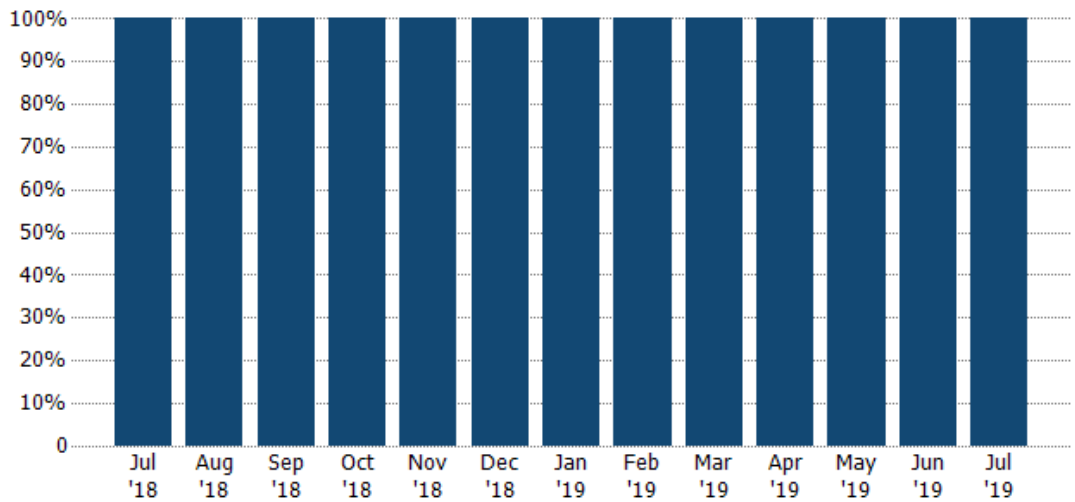
Current Year	\$27.5M	\$50.7M	\$17.4M	\$28.8M	\$17.3M	\$13.7M	\$7.69M	\$11.4M	\$36.9M	\$25.7M	\$26.3M	\$33.7M	\$40.3M
Prior Year	\$43.5M	\$14.5M	\$31.5M	\$32M	\$16.4M	\$40.6M	\$12.6M	\$22.6M	\$18.4M	\$17.8M	\$26.5M	\$24.2M	\$27.5M
Percent Change from Prior Year	-37%	249%	-45%	-10%	5%	-66%	-39%	-50%	100%	45%	0%	39%	46%

## 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



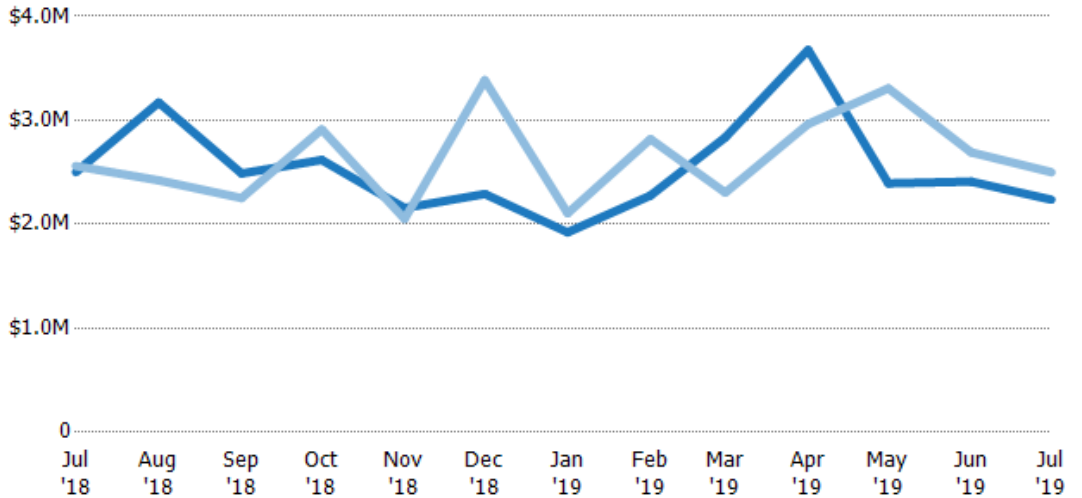
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
-------------------------	------	------	------	------	------	------	------	------	------	------	------	------	------

## 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



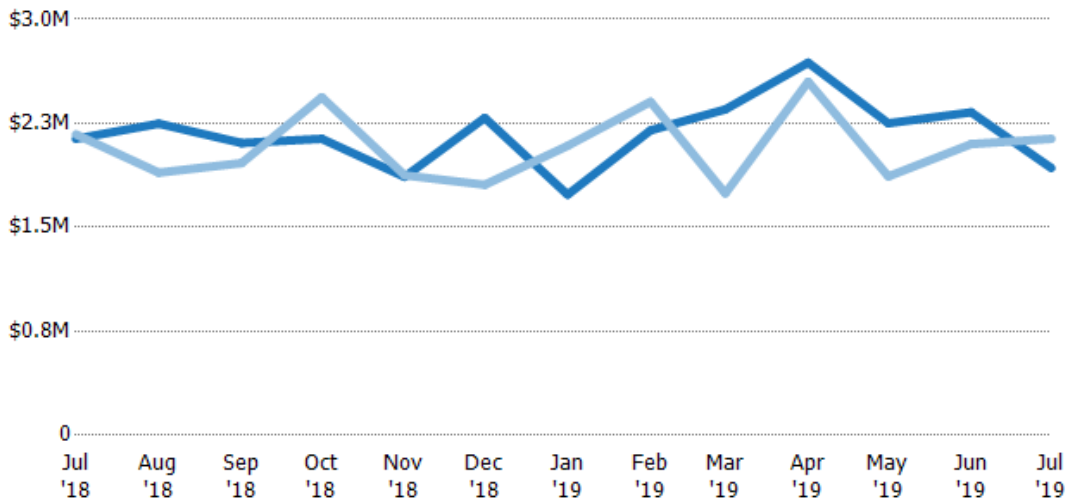
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Jul '18	\$2.5M	\$2.56M	-2%
Aug '18	\$3.17M	\$2.42M	31%
Sep '18	\$2.49M	\$2.25M	10%
Oct '18	\$2.62M	\$2.91M	-10%
Nov '18	\$2.16M	\$2.05M	5%
Dec '18	\$2.29M	\$3.39M	-32%
Jan '19	\$1.92M	\$2.11M	-9%
Feb '19	\$2.28M	\$2.82M	-19%
Mar '19	\$2.84M	\$2.3M	23%
Apr '19	\$3.68M	\$2.96M	24%
May '19	\$2.39M	\$3.31M	-28%
Jun '19	\$2.41M	\$2.69M	-10%
Jul '19	\$2.24M	\$2.5M	-11%

## 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



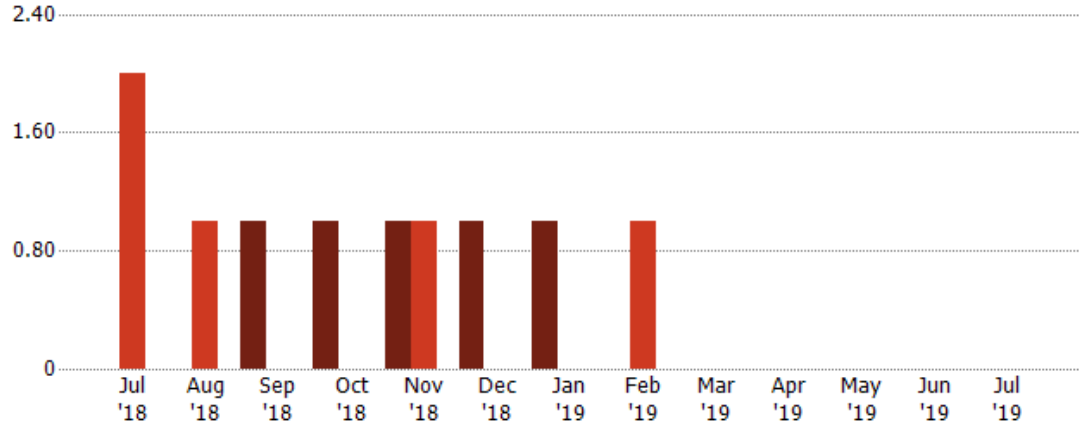
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Jul '18	\$2.14M	\$2.17M	-1%
Aug '18	\$2.25M	\$1.89M	19%
Sep '18	\$2.11M	\$1.96M	7%
Oct '18	\$2.14M	\$2.44M	-12%
Nov '18	\$1.86M	\$1.88M	-1%
Dec '18	\$2.29M	\$1.81M	27%
Jan '19	\$1.74M	\$2.09M	-17%
Feb '19	\$2.2M	\$2.41M	-9%
Mar '19	\$2.35M	\$1.74M	35%
Apr '19	\$2.69M	\$2.55M	5%
May '19	\$2.25M	\$1.87M	21%
Jun '19	\$2.33M	\$2.1M	11%
Jul '19	\$1.93M	\$2.14M	-10%

## 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



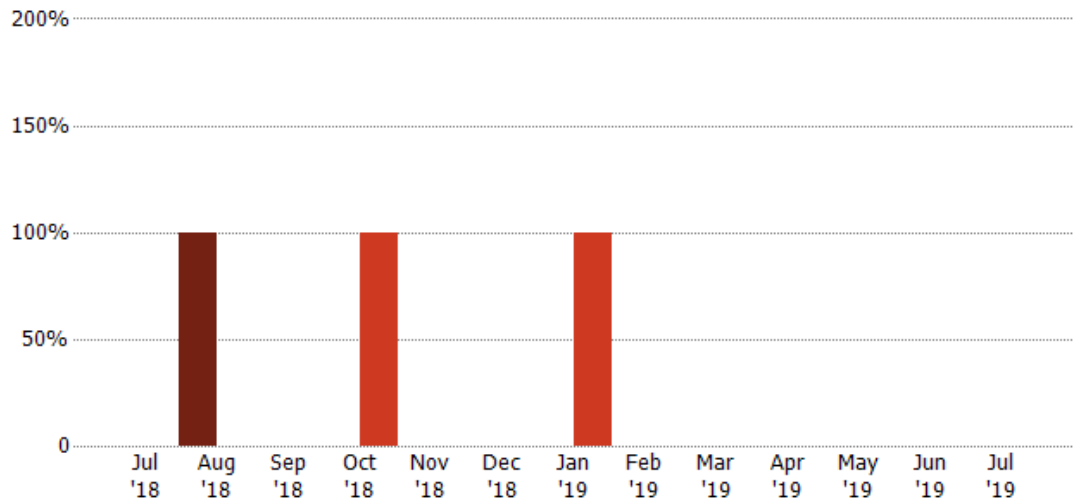
Current Year	-	-	1	1	1	1	1	-	-	-	-	-	-
Prior Year	2	1	-	-	1	-	-	1	-	-	-	-	-
Percent Change from Prior Year	-100%	-100%	100%	100%	0%	100%	100%	-100%	-	-	-	-	-

## Distressed Sales

The count of distressed residential properties sold each month.

### Filters Used

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



Current Year	-	1	-	-	-	-	-	-	-	-	-	-	-
Prior Year	-	-	-	1	-	-	1	-	-	-	-	-	-
Percent Change from Prior Year	-	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:** 08/08/2019

**Scheduled:** No

**Report Date Range:** From 7/2018 To: 7/2019

### 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

<b>MLS:</b>	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 7/2019 data

Listing Activity by ZIP

Listing Activity by Metro Area

Sales Activity by ZIP

Sales Activity by Metro Area