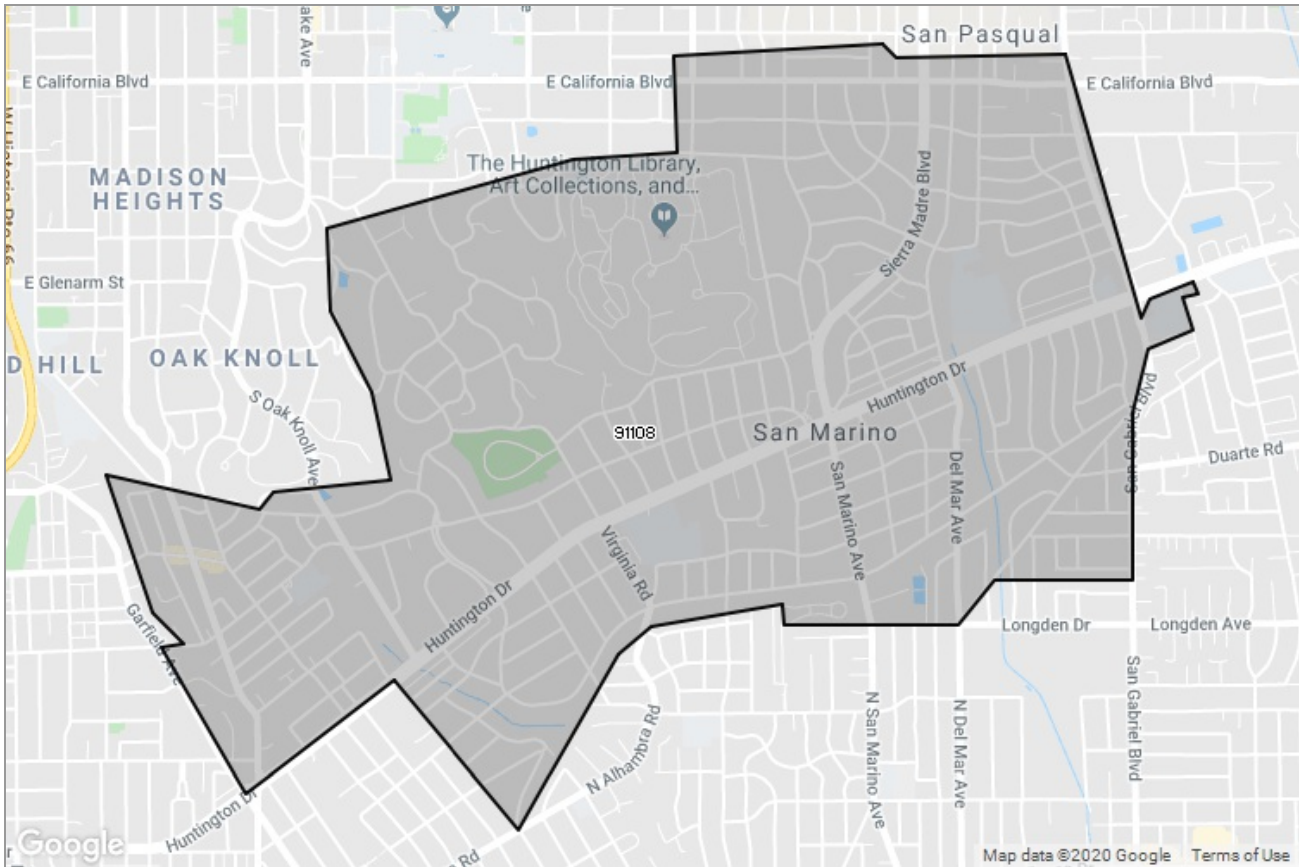




PASADENA-FOOTHILLS
ASSOCIATION OF REALTORS®

MARKET DATA REPORT

San Marino



Report Characteristics

Report Name:
San Marino

Report Date Range:
12/2018 – 12/2019

Filters Used:
MLS, Property Type, Location

Avg/Med: Both

Run Date: 01/08/2020

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.

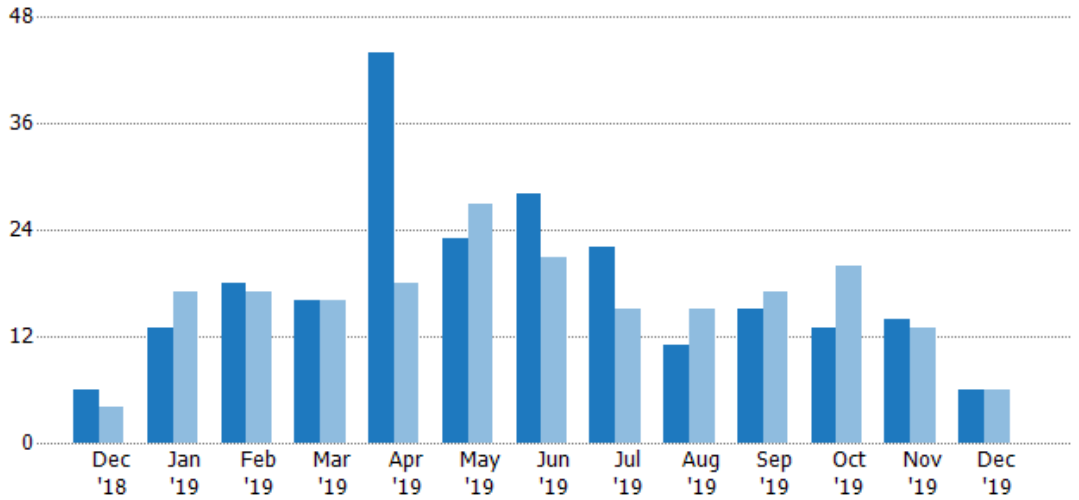
Key Metrics	Dec 2019	Dec 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	6	+/-	223	202	+10.4%
New Listing Volume	\$12,548,900	\$18,572,000	-32.4%	\$648,840,677	\$640,204,174	+1.3%
Active Listing Count	38	47	-19.1%	N/A	N/A	
Active Listing Volume	\$125,139,776	\$184,513,800	-32.2%	N/A	N/A	
Average Listing Price	\$3,293,152	\$3,925,826	-16.1%	\$3,310,696	\$3,853,443	-14.1%
Median Listing Price	\$3,295,000	\$2,980,000	+10.6%	\$2,910,787	\$3,005,556	-3.2%
Months of Inventory	7.6	5.9	+29.4%	6.5	4.9	+32.3%
Absorption Rate	13.16%	17.02%	-3.9%	15.34%	20.29%	-4.9%
Sales Activity Charts Metrics						
Pending Sales Count	15	5	+200%	N/A	N/A	
Pending Sales Volume	\$36,312,588	\$12,415,000	+192.5%	N/A	N/A	
Closed Sales Count	4	6	-33.3%	112	106	+5.7%
Closed Sales Volume	\$11,600,000	\$13,748,000	-15.6%	\$300,980,031	\$283,271,410	+6.3%
Average Sales Price	\$2,900,000	\$2,291,333	+26.6%	\$2,687,322	\$2,672,372	+0.6%
Median Sales Price	\$2,950,000	\$2,289,000	+28.9%	\$2,236,473	\$2,139,414	+4.5%
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



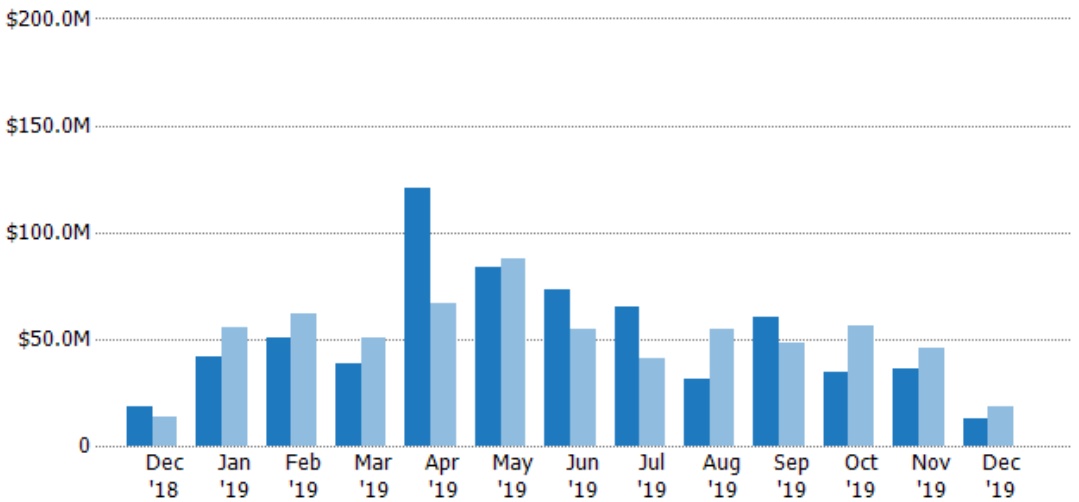
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	6	13	18	16	44	23	28	22	11	15	13	14	6
Prior Year	4	17	17	16	18	27	21	15	15	17	20	13	6
Percent Change from Prior Year	50%	-24%	6%	0%	144%	-15%	33%	47%	-27%	-12%	-35%	8%	0%

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



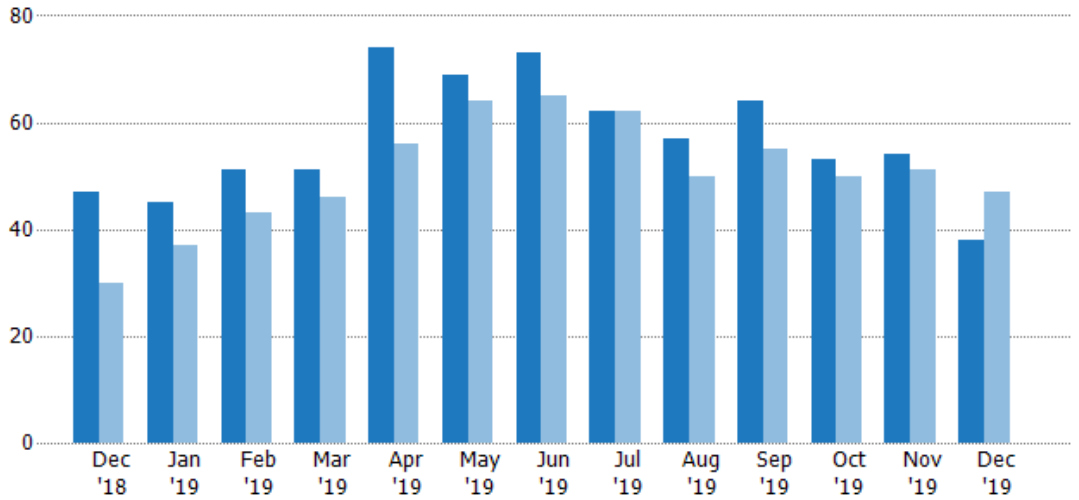
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	\$18.6M	\$42M	\$50.8M	\$38.2M	\$120M	\$84M	\$73.5M	\$64.9M	\$31M	\$60.3M	\$34.7M	\$36.5M	\$12.5M
Prior Year	\$13.6M	\$55.5M	\$61.8M	\$50.6M	\$66.9M	\$87.3M	\$54.6M	\$40.7M	\$54.4M	\$47.8M	\$55.9M	\$46M	\$18.6M
Percent Change from Prior Year	36%	-24%	-18%	-24%	80%	-4%	35%	60%	-43%	26%	-38%	-21%	-32%

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



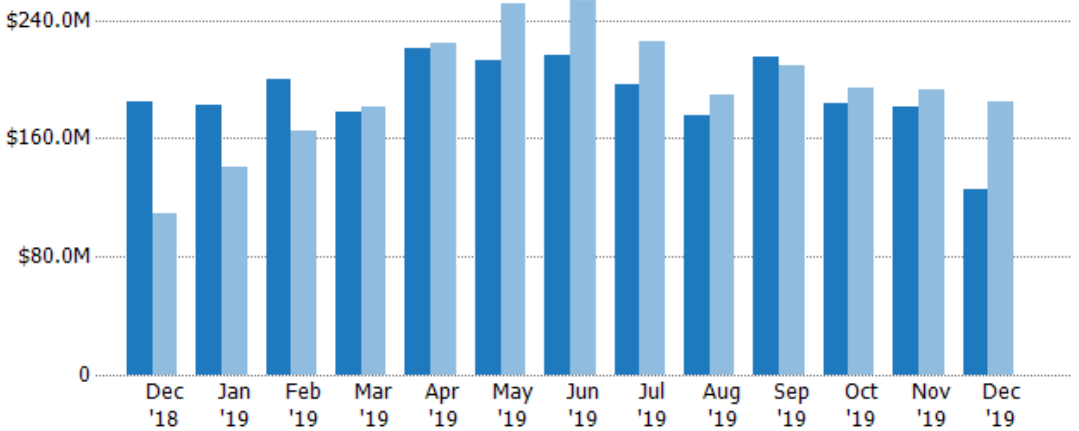
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	47	45	51	51	74	69	73	62	57	64	53	54	38
Prior Year	30	37	43	46	56	64	65	62	50	55	50	51	47
Percent Change from Prior Year	57%	22%	19%	11%	32%	8%	12%	0%	14%	16%	6%	6%	-19%

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



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	\$185M	\$182M	\$200M	\$178M	\$221M	\$213M	\$217M	\$197M	\$175M	\$215M	\$184M	\$182M	\$125M
Prior Year	\$109M	\$140M	\$165M	\$181M	\$225M	\$251M	\$254M	\$226M	\$189M	\$209M	\$194M	\$193M	\$185M
Percent Change from Prior Year	69%	30%	21%	-2%	-2%	-15%	-15%	-13%	-7%	3%	-6%	-6%	-32%

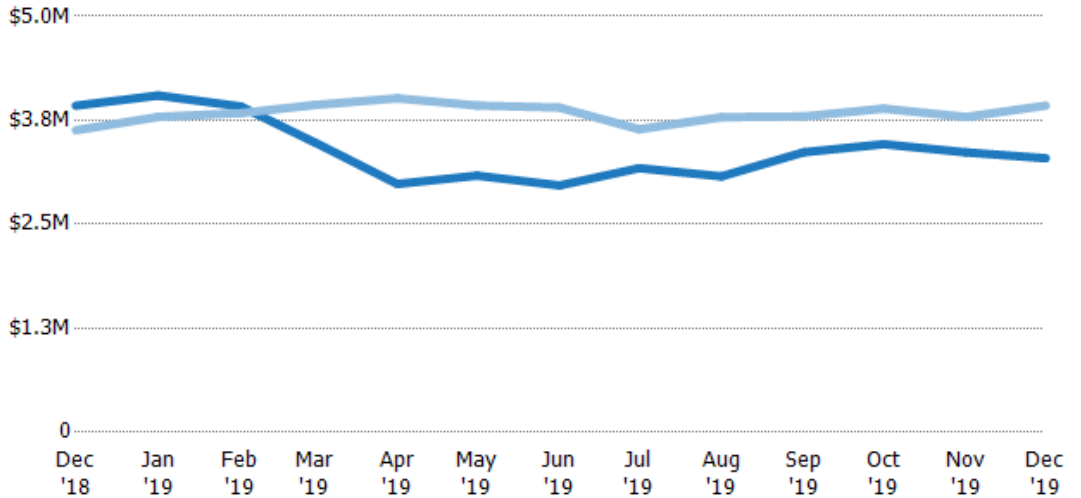
Average Listing Price

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	Price	% Chg.
Dec '19	\$3.29M	-16.1%
Dec '18	\$3.93M	8.1%
Dec '17	\$3.63M	12.4%



Current Year	\$3.93M	\$4.05M	\$3.92M	\$3.48M	\$2.98M	\$3.08M	\$2.97M	\$3.17M	\$3.08M	\$3.37M	\$3.46M	\$3.36M	\$3.29M
Prior Year	\$3.63M	\$3.79M	\$3.84M	\$3.93M	\$4.01M	\$3.93M	\$3.9M	\$3.64M	\$3.79M	\$3.8M	\$3.89M	\$3.79M	\$3.93M
Percent Change from Prior Year	8%	7%	2%	-11%	-26%	-21%	-24%	-13%	-19%	-11%	-11%	-11%	-16%

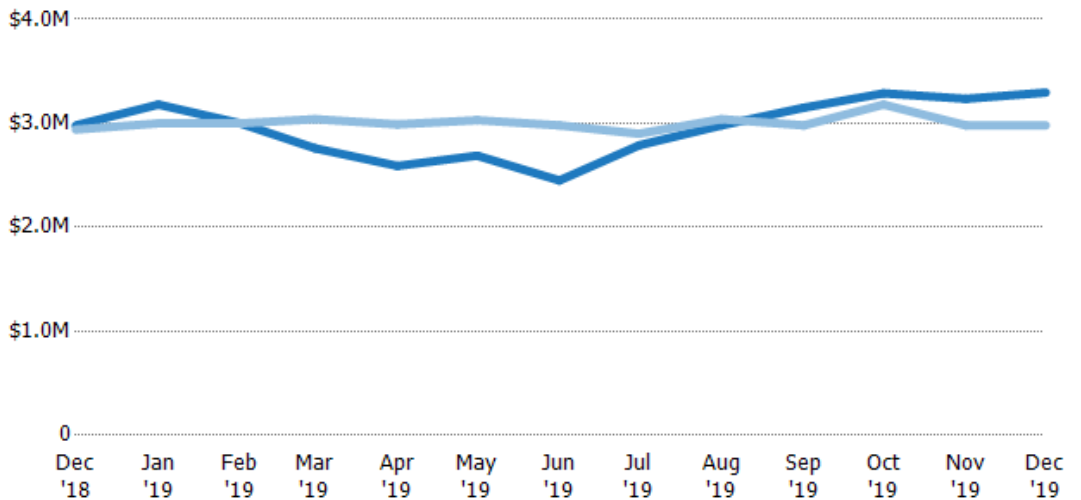
Median Listing Price

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	Price	% Chg.
Dec '19	\$3.3M	10.6%
Dec '18	\$2.98M	1.4%
Dec '17	\$2.94M	-5.1%



Current Year	\$2.98M	\$3.18M	\$3M	\$2.76M	\$2.59M	\$2.69M	\$2.45M	\$2.79M	\$2.98M	\$3.15M	\$3.29M	\$3.24M	\$3.3M
Prior Year	\$2.94M	\$3M	\$3M	\$3.04M	\$2.99M	\$3.03M	\$2.98M	\$2.9M	\$3.04M	\$2.98M	\$3.18M	\$2.98M	\$2.98M
Percent Change from Prior Year	1%	6%	0	-9%	-13%	-11%	-18%	-4%	-2%	6%	3%	9%	11%

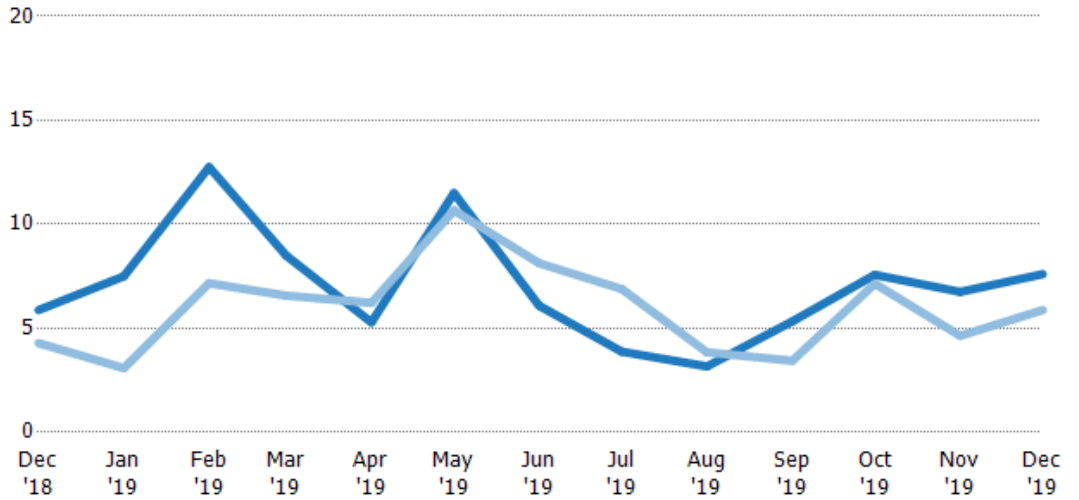
Months of Inventory

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.
Dec '19	7.6	29.4%
Dec '18	5.88	37.1%
Dec '17	4.29	-27.1%



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	5.88	7.5	12.8	8.5	5.29	11.5	6.08	3.88	3.17	5.33	7.57	6.75	7.6
Prior Year	4.29	3.08	7.17	6.57	6.22	10.7	8.13	6.89	3.85	3.44	7.14	4.64	5.88
Percent Change from Prior Year	37%	143%	78%	29%	-15%	8%	-25%	-44%	-18%	55%	6%	46%	29%

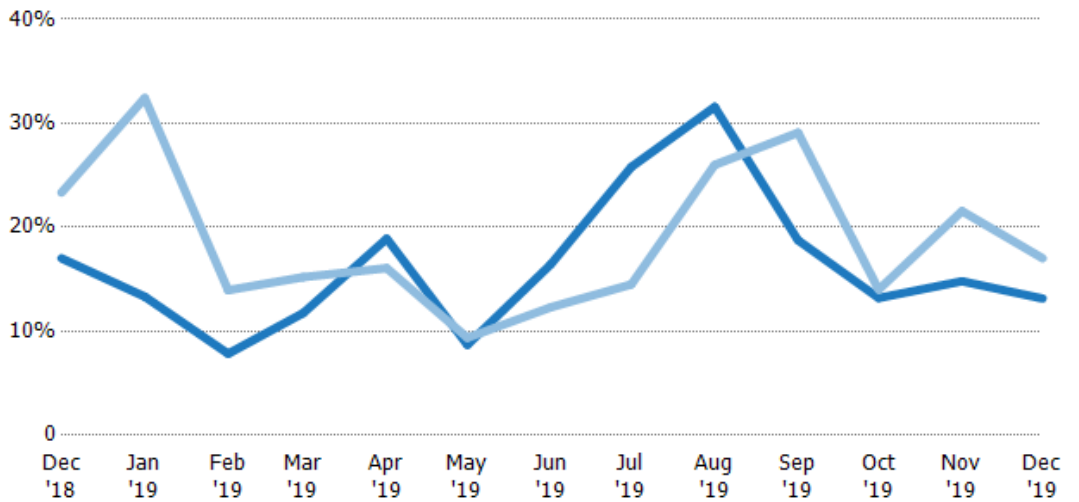
Absorption Rate

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.
Dec '19	13%	3.9%
Dec '18	17%	6.3%
Dec '17	23%	37.2%



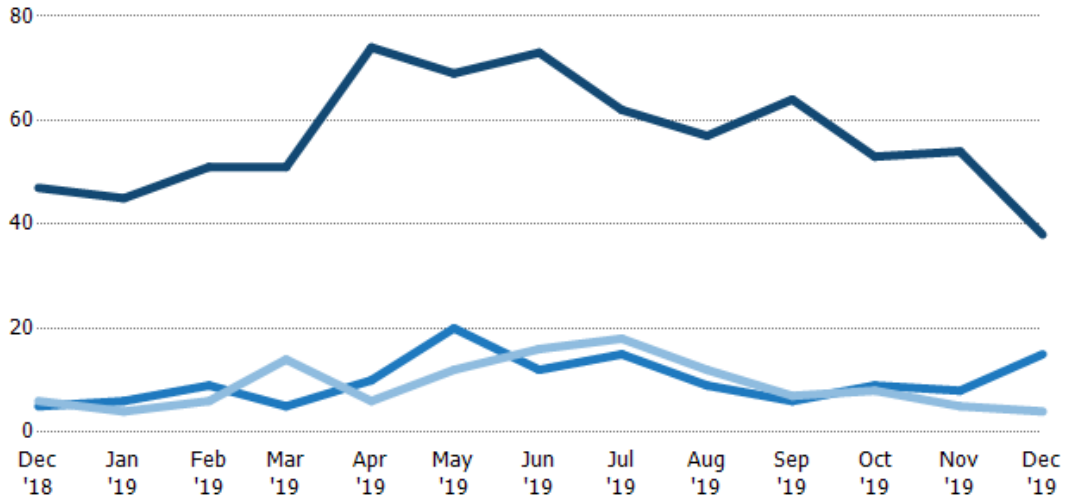
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	17%	13%	8%	12%	19%	9%	16%	26%	32%	19%	13%	15%	13%
Prior Year	23%	32%	14%	15%	16%	9%	12%	15%	26%	29%	14%	22%	17%
Change from Prior Year	6%	19%	6%	3%	-3%	1%	-4%	-11%	-6%	10%	1%	7%	4%

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



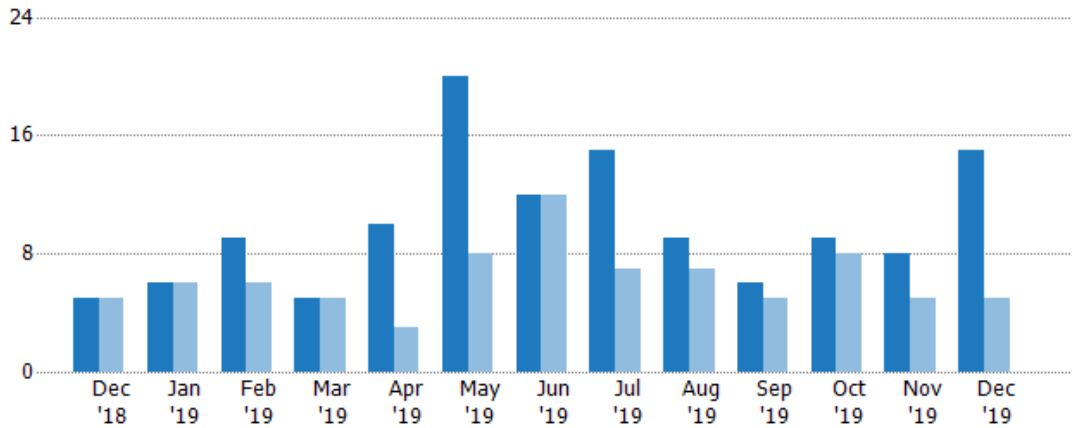
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Active	47	45	51	51	74	69	73	62	57	64	53	54	38
Pending	5	6	9	5	10	20	12	15	9	6	9	8	15
Sold	6	4	6	14	6	12	16	18	12	7	8	5	4

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.
Dec '19	15	200%
Dec '18	5	0%
Dec '17	5	80%

	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	5	6	9	5	10	20	12	15	9	6	9	8	15
Prior Year	5	6	6	5	3	8	12	7	7	5	8	5	5
Percent Change from Prior Year	0%	0%	50%	0%	233%	150%	0%	114%	29%	20%	13%	60%	200%

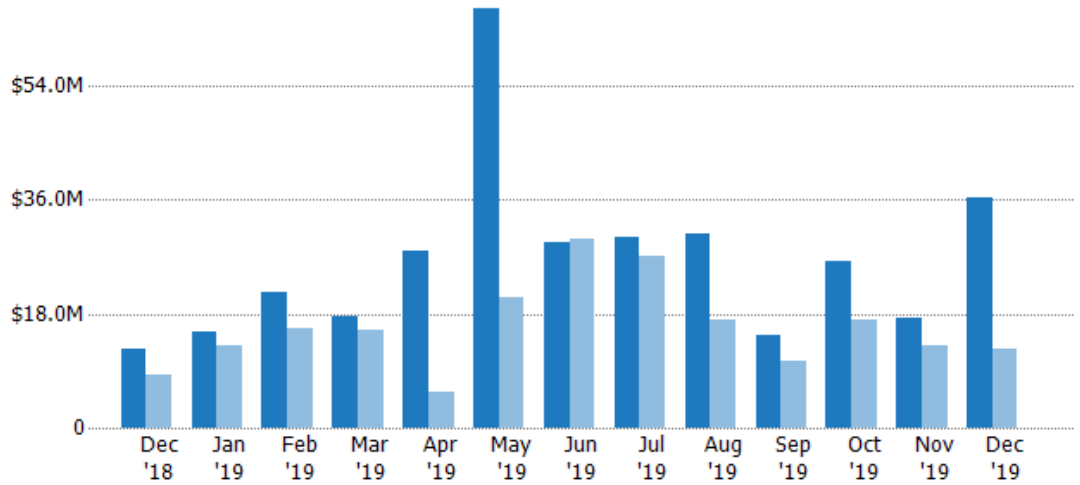
Pending Sales Volume

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.
Dec '19	\$36.3M	192.5%
Dec '18	\$12.4M	46.2%
Dec '17	\$8.49M	162.1%



Current Year	\$12.4M	\$15.2M	\$21.4M	\$17.5M	\$27.8M	\$66.3M	\$29.3M	\$30.2M	\$30.6M	\$14.6M	\$26.2M	\$17.4M	\$36.3M
Prior Year	\$8.49M	\$12.9M	\$15.7M	\$15.4M	\$5.67M	\$20.6M	\$29.8M	\$27M	\$16.9M	\$10.5M	\$17M	\$13M	\$12.4M
Percent Change from Prior Year	46%	17%	36%	14%	391%	221%	-2%	12%	81%	39%	55%	33%	192%

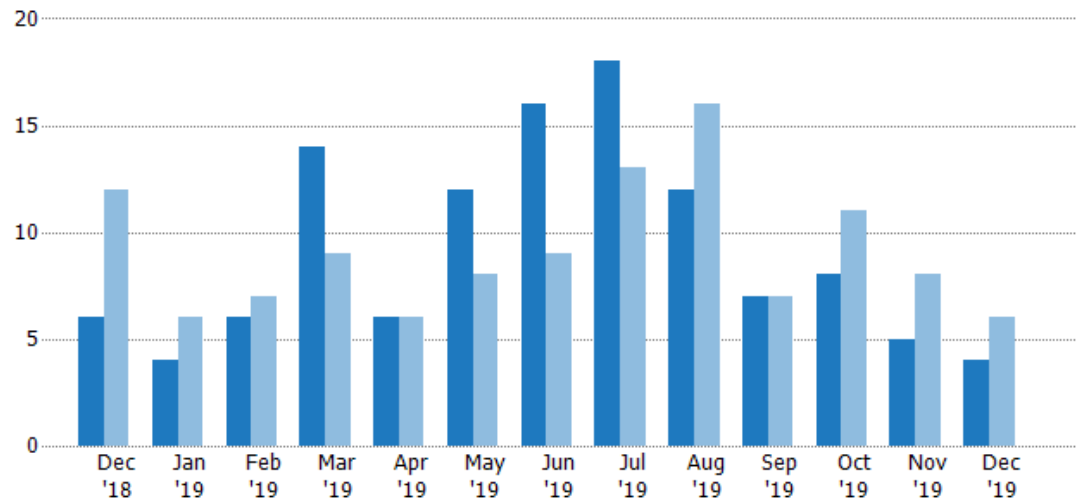
Closed Sales

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.
Dec '19	4	-33.3%
Dec '18	6	-50%
Dec '17	12	8.3%



Current Year	6	4	6	14	6	12	16	18	12	7	8	5	4
Prior Year	12	6	7	9	6	8	9	13	16	7	11	8	6
Percent Change from Prior Year	-50%	-33%	-14%	56%	0%	50%	78%	38%	-25%	0%	-27%	-38%	-33%

Closed Sales Volume

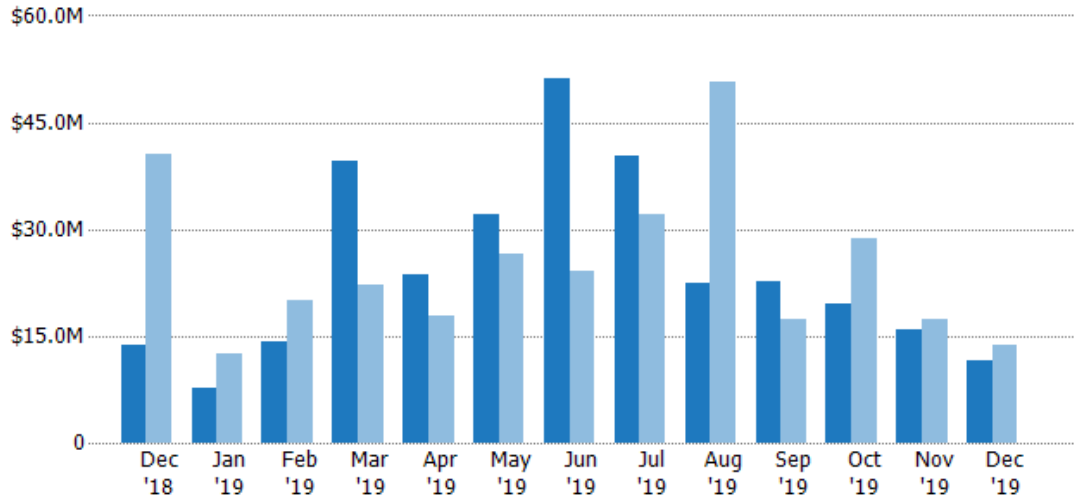
The sum of the sales price of residential properties sold each month.

Filters Used

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

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

Month/Year	Volume	% Chg.
Dec '19	\$11.6M	-15.6%
Dec '18	\$13.7M	-66.2%
Dec '17	\$40.6M	-1.5%



Current Year

\$13.7M \$7.69M \$14.2M \$39.7M \$23.6M \$32.2M \$51.1M \$40.3M \$22.5M \$22.7M \$19.5M \$15.9M \$11.6M

Prior Year

\$40.6M \$12.6M \$19.9M \$22.2M \$17.8M \$26.5M \$24.2M \$32.1M \$50.7M \$17.4M \$28.8M \$17.3M \$13.7M

Percent Change from Prior Year

-66% -39% -28% 78% 33% 22% 111% 25% -56% 30% -32% -8% -16%

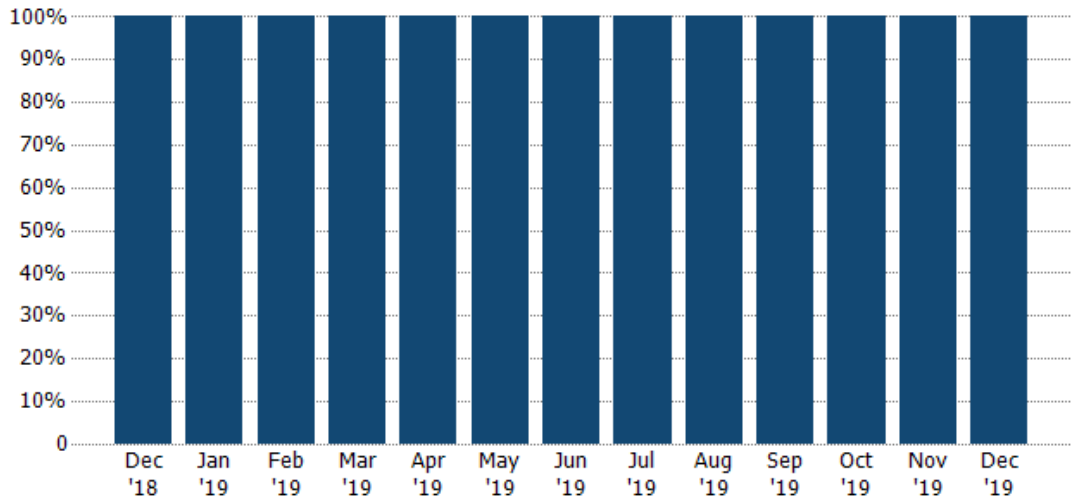
Closed Sales by Property Type

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

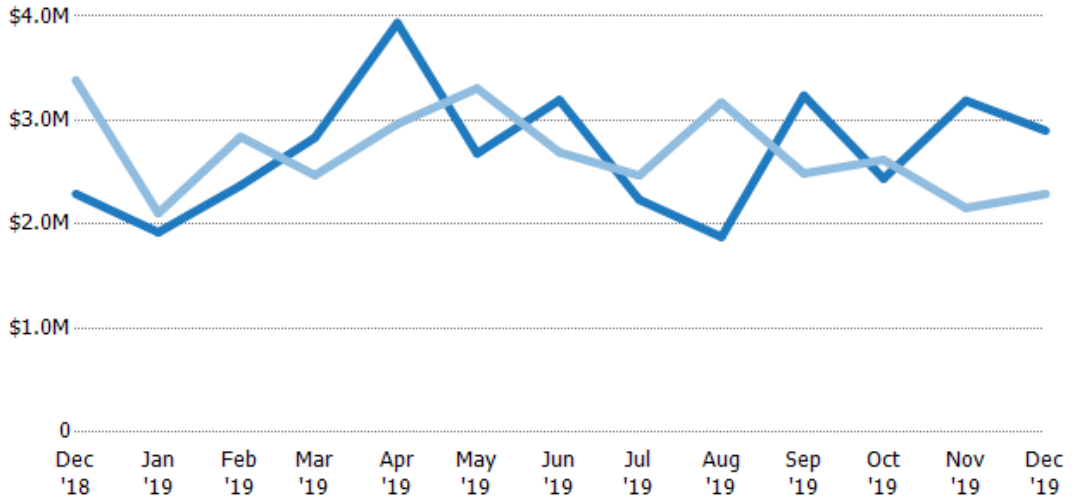
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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



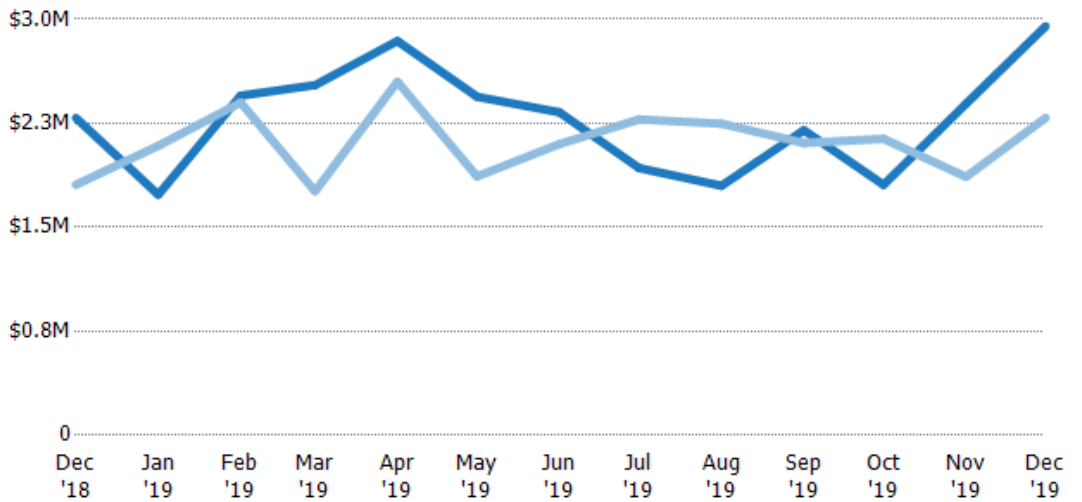
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Dec '18	\$2.29M	\$3.39M	-32%
Jan '19	\$1.92M	\$2.11M	-9%
Feb '19	\$2.37M	\$2.84M	-17%
Mar '19	\$2.83M	\$2.47M	15%
Apr '19	\$3.93M	\$2.96M	33%
May '19	\$2.68M	\$3.31M	-19%
Jun '19	\$3.19M	\$2.69M	19%
Jul '19	\$2.24M	\$2.47M	-9%
Aug '19	\$1.88M	\$1.77M	-41%
Sep '19	\$3.24M	\$2.49M	30%
Oct '19	\$2.44M	\$2.62M	-7%
Nov '19	\$3.19M	\$2.16M	48%
Dec '19	\$2.9M	\$2.29M	27%

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



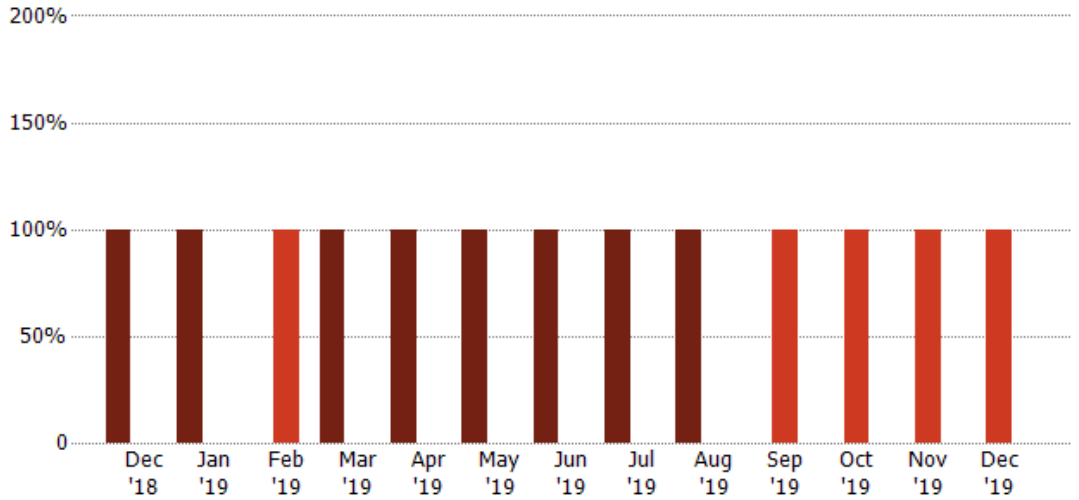
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Dec '18	\$2.29M	\$1.81M	27%
Jan '19	\$1.74M	\$2.09M	-17%
Feb '19	\$2.45M	\$2.4M	2%
Mar '19	\$2.53M	\$1.76M	43%
Apr '19	\$2.84M	\$2.55M	12%
May '19	\$2.44M	\$1.87M	31%
Jun '19	\$2.33M	\$2.1M	11%
Jul '19	\$1.93M	\$2.28M	-15%
Aug '19	\$1.8M	\$2.25M	-20%
Sep '19	\$2.2M	\$2.11M	4%
Oct '19	\$1.81M	\$2.14M	-16%
Nov '19	\$2.39M	\$1.86M	28%
Dec '19	\$2.95M	\$2.29M	29%

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



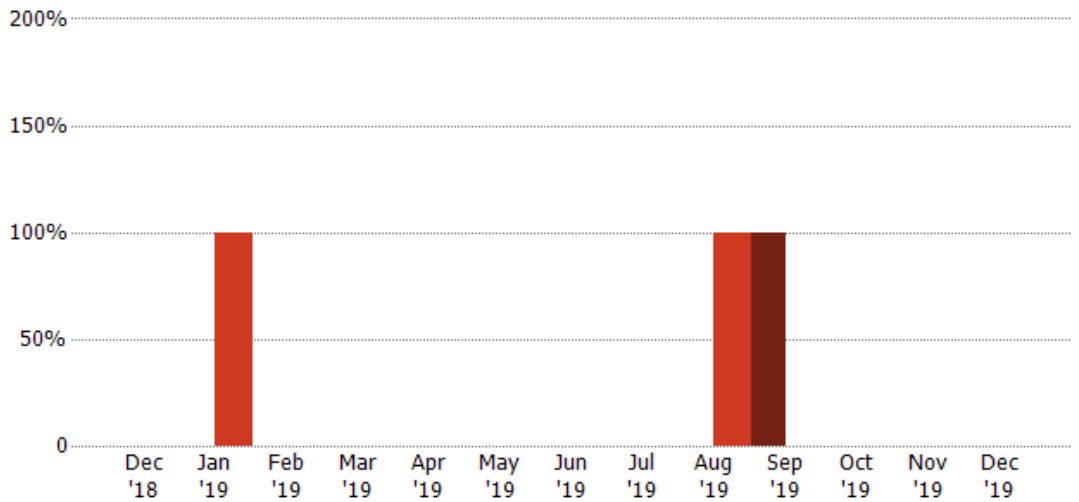
Current Year	1	1	-	1	1	1	1	1	1	-	-	-	-
Prior Year	-	-	1	-	-	-	-	-	-	1	1	1	1
Percent Change from Prior Year	100%	100%	-100%	100%	100%	100%	100%	100%	100%	-100%	-100%	-100%	-100%

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: 01/08/2020

Scheduled: No

Report Date Range: From 12/2018 To: 12/2019

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 12/2019 data

Listing Activity by ZIP

Listing Activity by Metro Area

Sales Activity by ZIP

Sales Activity by Metro Area