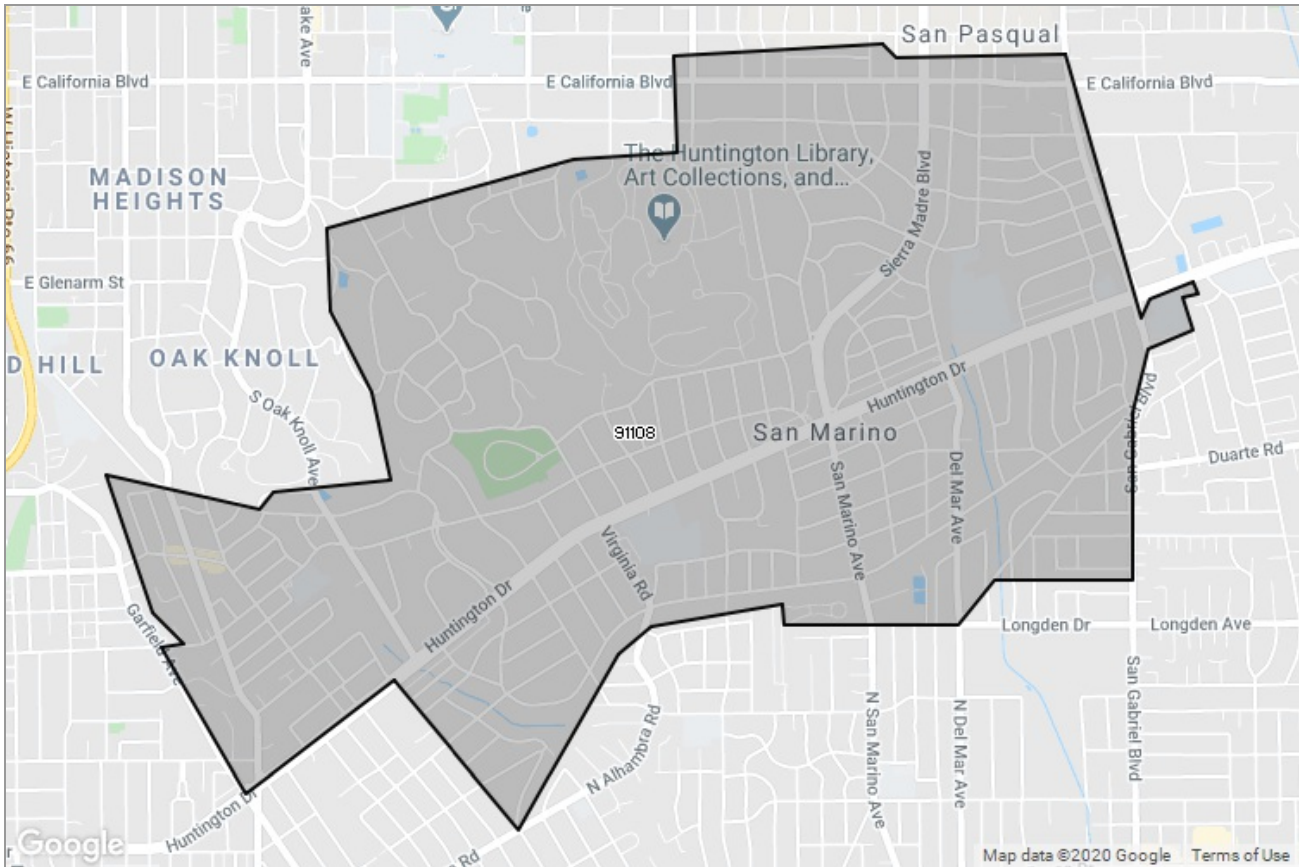




PASADENA-FOOTHILLS
ASSOCIATION OF REALTORS®

MARKET DATA REPORT

San Marino



Report Characteristics

Report Name:
San Marino

Report Date Range:
1/2019 – 1/2020

Filters Used:
MLS, Property Type, Location

Avg/Med: Both

Run Date: 02/10/2020

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.

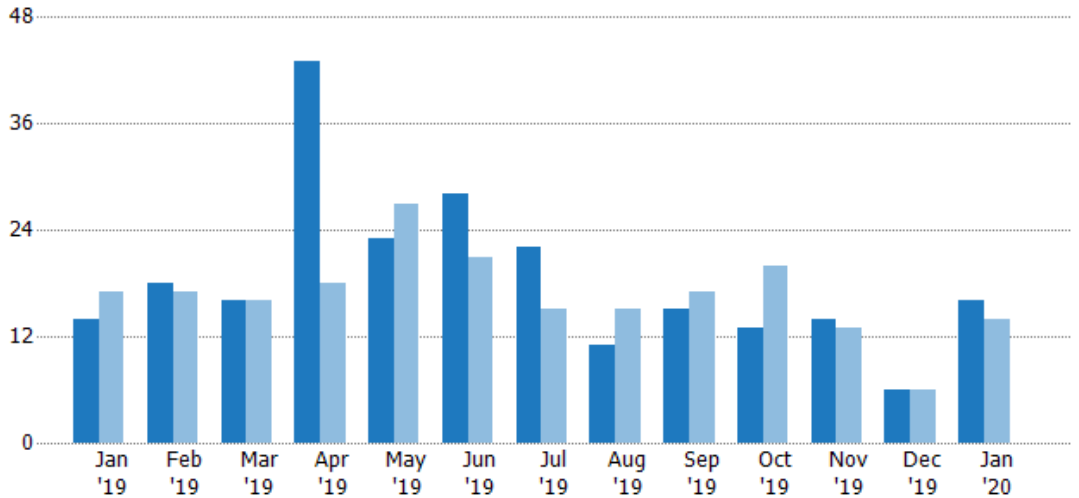
Key Metrics	Jan 2020	Jan 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	14	+14.3%	239	216	+10.6%
New Listing Volume	\$49,983,688	\$46,015,776	+8.6%	\$696,911,365	\$686,219,950	+1.6%
Active Listing Count	42	46	-8.7%	N/A	N/A	
Active Listing Volume	\$145,513,576	\$186,215,576	-21.9%	N/A	N/A	
Average Listing Price	\$3,464,609	\$4,048,165	-14.4%	\$3,321,411	\$3,866,811	-14.1%
Median Listing Price	\$3,355,000	\$3,230,000	+3.9%	\$2,944,577	\$3,025,782	-2.7%
Months of Inventory	10.5	7.7	+37%	10.5	7.7	+37%
Absorption Rate	9.52%	13.04%	-3.5%	9.52%	13.04%	-3.5%
Sales Activity Charts Metrics						
Pending Sales Count	7	6	+16.7%	N/A	N/A	
Pending Sales Volume	\$14,340,000	\$15,157,000	-5.4%	N/A	N/A	
Closed Sales Count	15	4	+275%	127	111	+14.4%
Closed Sales Volume	\$35,920,050	\$7,690,000	+367.1%	\$336,900,081	\$293,628,410	+14.7%
Average Sales Price	\$2,394,670	\$1,922,500	+24.6%	\$2,652,757	\$2,645,301	+0.3%
Median Sales Price	\$1,887,000	\$1,735,000	+8.8%	\$2,195,196	\$2,127,549	+3.2%
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



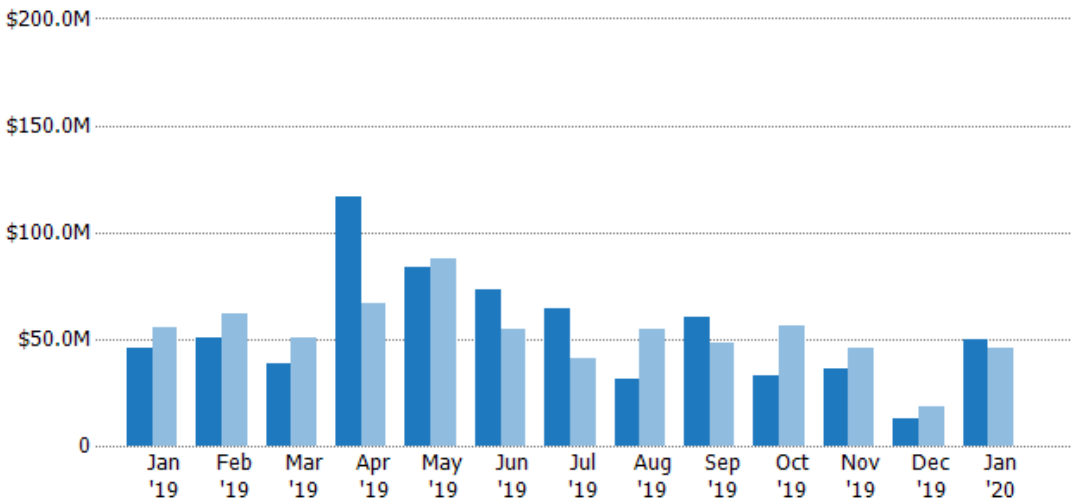
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	14	18	16	43	23	28	22	11	15	13	14	6	16
Prior Year	17	17	16	18	27	21	15	15	17	20	13	6	14
Percent Change from Prior Year	-18%	6%	0%	139%	-15%	33%	47%	-27%	-12%	-35%	8%	0%	14%

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



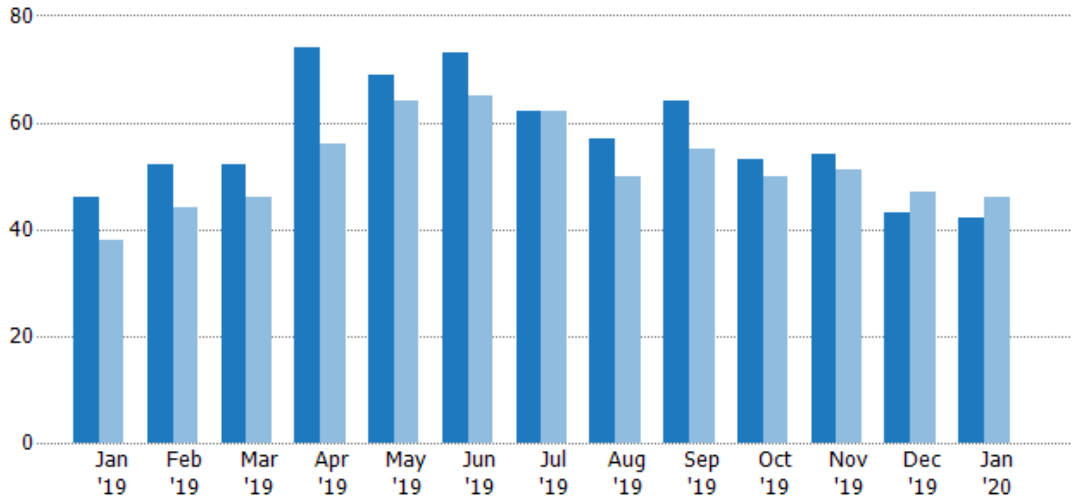
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	\$46M	\$50.8M	\$38.2M	\$117M	\$84M	\$73.3M	\$64.6M	\$31M	\$60.3M	\$32.9M	\$36.3M	\$12.6M	\$50M
Prior Year	\$55.5M	\$61.8M	\$50.6M	\$66.9M	\$87.3M	\$54.6M	\$40.7M	\$54.4M	\$47.8M	\$55.9M	\$46M	\$18.6M	\$46M
Percent Change from Prior Year	-17%	-18%	-24%	75%	-4%	34%	59%	-43%	26%	-41%	-21%	-32%	9%

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



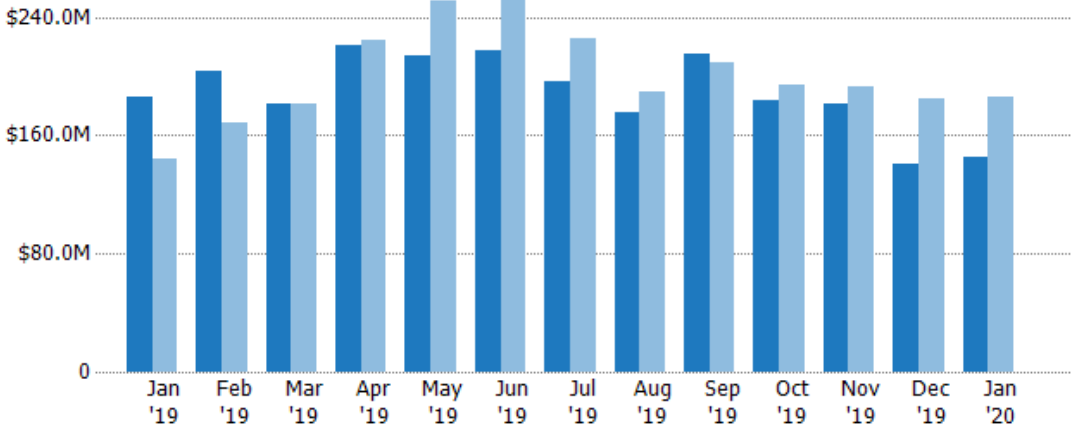
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	46	52	52	74	69	73	62	57	64	53	54	43	42
Prior Year	38	44	46	56	64	65	62	50	55	50	51	47	46
Percent Change from Prior Year	21%	18%	13%	32%	8%	12%	0%	14%	16%	6%	6%	-9%	-9%

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



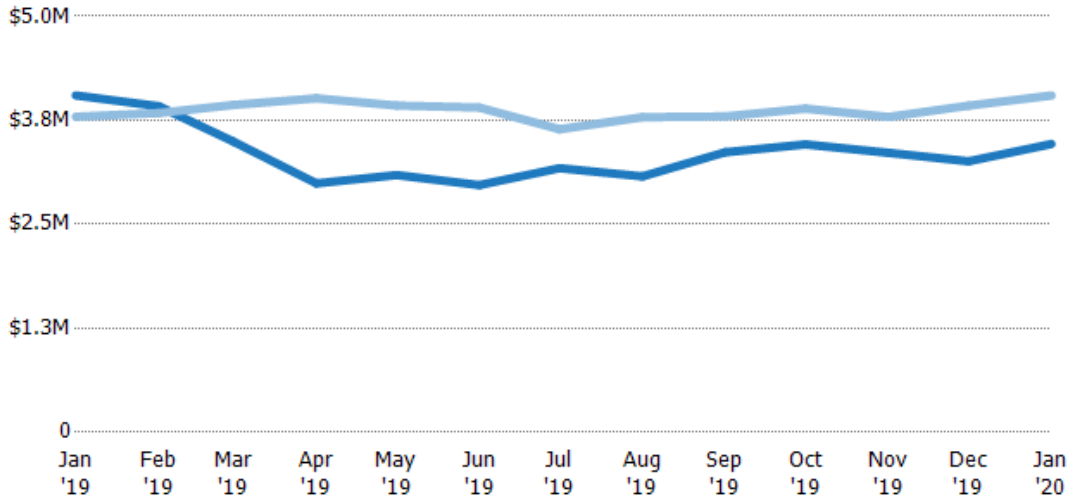
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	\$186M	\$204M	\$182M	\$221M	\$213M	\$217M	\$197M	\$175M	\$215M	\$183M	\$181M	\$140M	\$146M
Prior Year	\$144M	\$169M	\$181M	\$225M	\$251M	\$254M	\$226M	\$189M	\$209M	\$194M	\$193M	\$185M	\$186M
Percent Change from Prior Year	29%	21%	0%	-2%	-15%	-15%	-13%	-7%	3%	-6%	-6%	-24%	-22%

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



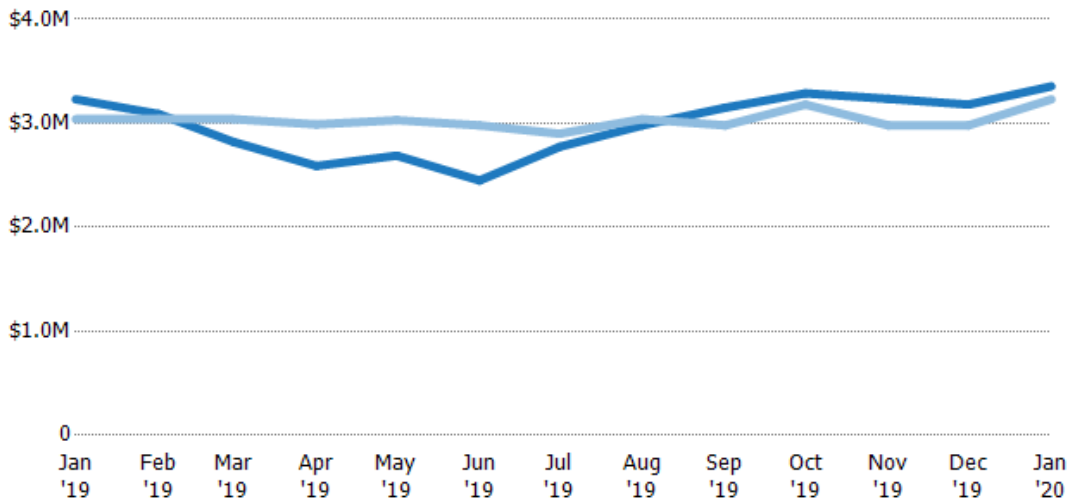
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Jan '19	\$3.17M	\$3.64M	-13%
Feb '19	\$3.92M	\$3.84M	2%
Mar '19	\$3.49M	\$3.93M	-11%
Apr '19	\$2.99M	\$4.01M	-25%
May '19	\$3.09M	\$3.93M	-21%
Jun '19	\$2.97M	\$3.9M	-24%
Jul '19	\$3.17M	\$3.64M	-13%
Aug '19	\$3.08M	\$3.79M	-19%
Sep '19	\$3.37M	\$3.8M	-11%
Oct '19	\$3.46M	\$3.89M	-11%
Nov '19	\$3.36M	\$3.79M	-11%
Dec '19	\$3.26M	\$3.93M	-17%
Jan '20	\$3.46M	\$4.05M	-14%

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 '19	\$2.77M	\$2.9M	-4%
Feb '19	\$3.09M	\$3.04M	2%
Mar '19	\$2.82M	\$3.04M	-7%
Apr '19	\$2.59M	\$2.99M	-13%
May '19	\$2.69M	\$3.03M	-11%
Jun '19	\$2.45M	\$2.98M	-18%
Jul '19	\$2.77M	\$2.9M	-4%
Aug '19	\$2.98M	\$3.04M	-2%
Sep '19	\$3.15M	\$2.98M	6%
Oct '19	\$3.29M	\$3.18M	3%
Nov '19	\$3.24M	\$2.98M	9%
Dec '19	\$3.18M	\$2.98M	7%
Jan '20	\$3.36M	\$3.23M	4%

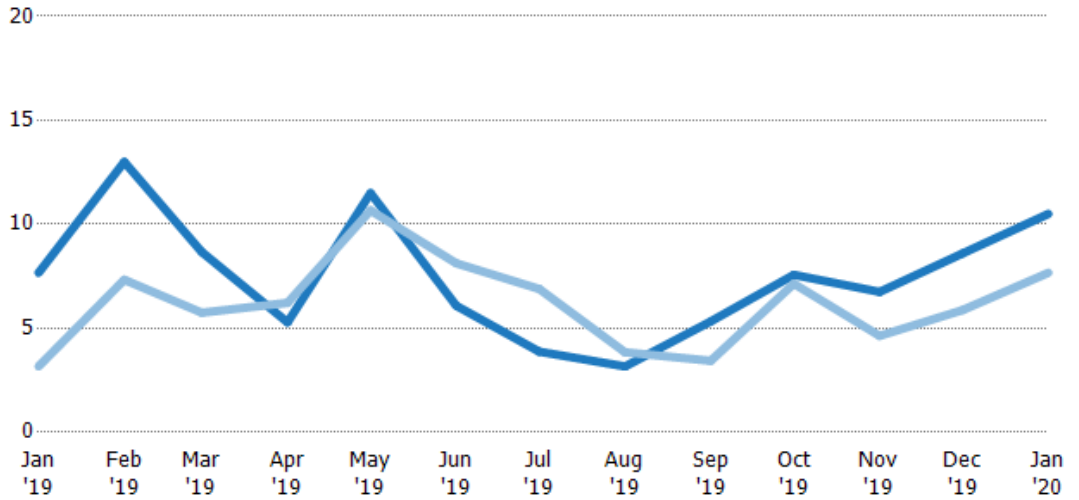
Months of Inventory

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 '20	10.5	37%
Jan '19	7.67	142.1%
Jan '18	3.17	-29.6%



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	7.67	13	8.67	5.29	11.5	6.08	3.88	3.17	5.33	7.57	6.75	8.6	10.5
Prior Year	3.17	7.33	5.75	6.22	10.7	8.13	6.89	3.85	3.44	7.14	4.64	5.88	7.67
Percent Change from Prior Year	142%	77%	51%	-15%	8%	-25%	-44%	-18%	55%	6%	46%	46%	37%

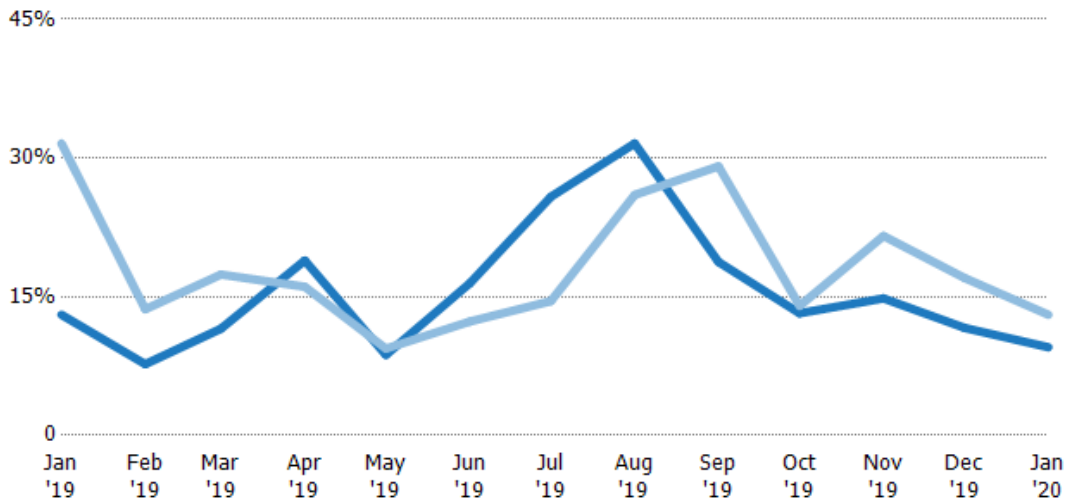
Absorption Rate

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 '20	10%	3.5%
Jan '19	13%	18.5%
Jan '18	32%	42%



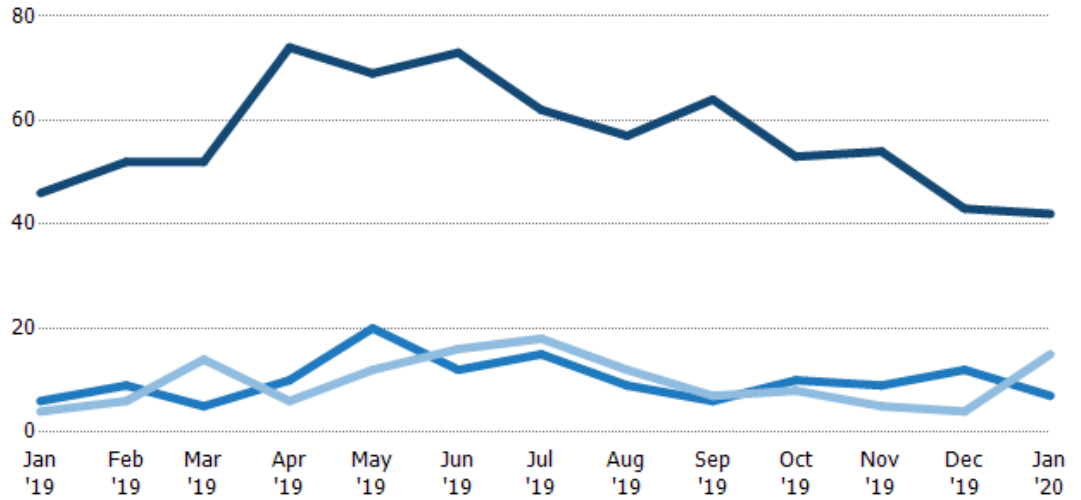
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	13%	8%	12%	19%	9%	16%	26%	32%	19%	13%	15%	12%	10%
Prior Year	32%	14%	17%	16%	9%	12%	15%	26%	29%	14%	22%	17%	13%
Change from Prior Year	19%	6%	6%	-3%	1%	-4%	-11%	-6%	10%	1%	7%	5%	4%

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



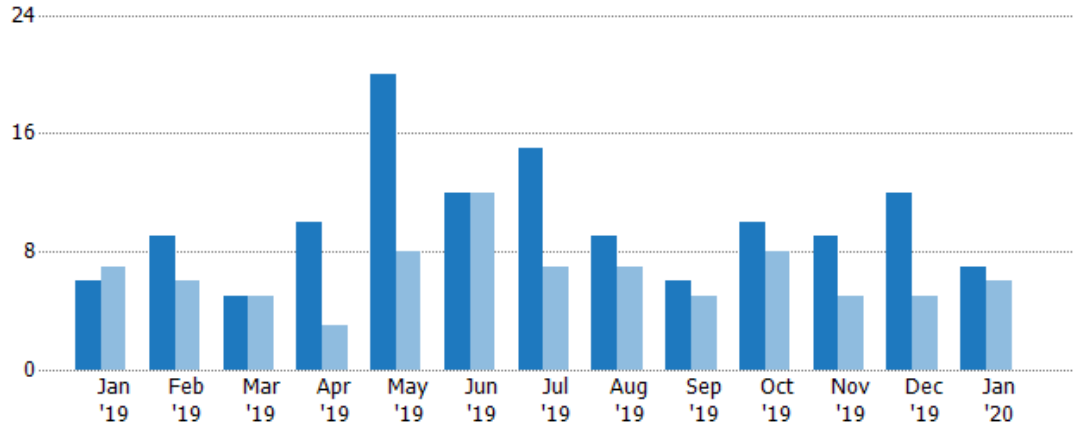
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Active	46	52	52	74	69	73	62	57	64	53	54	43	42
Pending	6	9	5	10	20	12	15	9	6	10	9	12	7
Sold	4	6	14	6	12	16	18	12	7	8	5	4	15

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 '20	7	16.7%
Jan '19	6	-14.3%
Jan '18	7	-28.6%

	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	6	9	5	10	20	12	15	9	6	10	9	12	7
Prior Year	7	6	5	3	8	12	7	7	5	8	5	5	6
Percent Change from Prior Year	-14%	50%	0%	233%	150%	0%	114%	29%	20%	25%	80%	140%	17%

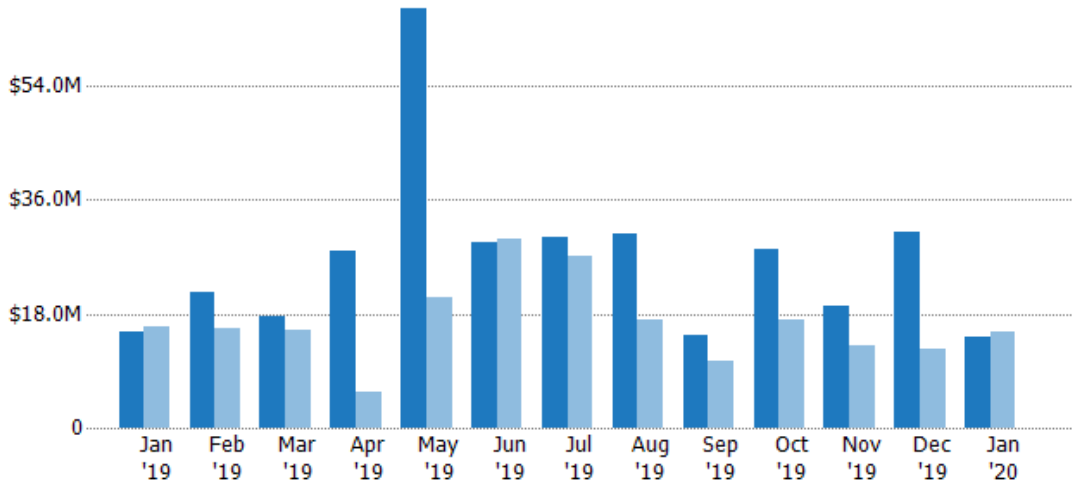
Pending Sales Volume

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 '20	\$14.3M	-5.4%
Jan '19	\$15.2M	-4.6%
Jan '18	\$15.9M	-20.5%



Current Year	\$15.2M	\$21.4M	\$17.5M	\$27.8M	\$66.3M	\$29.3M	\$30.2M	\$30.6M	\$14.6M	\$28.1M	\$19.3M	\$31M	\$14.3M
Prior Year	\$15.9M	\$15.7M	\$15.4M	\$5.67M	\$20.6M	\$29.8M	\$27M	\$16.9M	\$10.5M	\$17M	\$13M	\$12.4M	\$15.2M
Percent Change from Prior Year	-5%	36%	14%	391%	221%	-2%	12%	81%	39%	66%	48%	150%	-5%

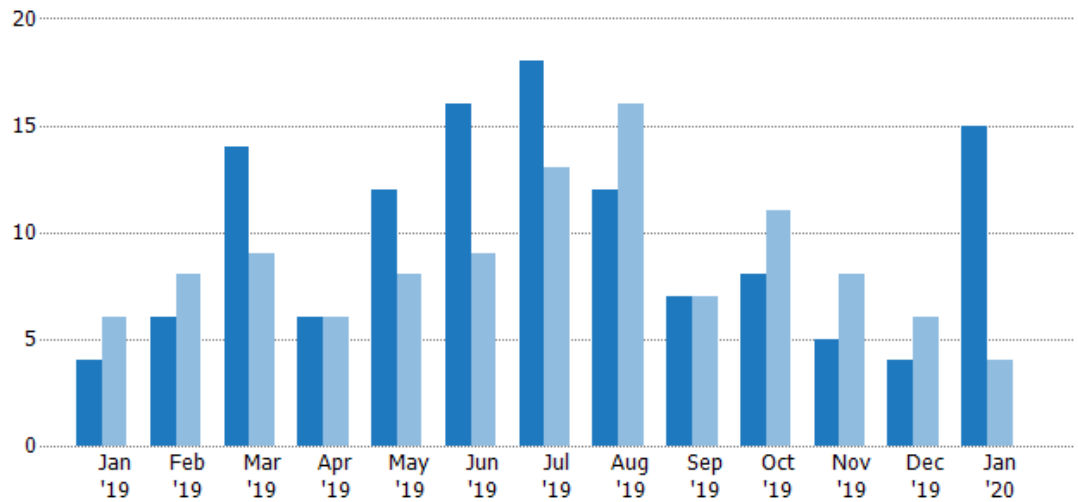
Closed Sales

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 '20	15	275%
Jan '19	4	-33.3%
Jan '18	6	83.3%



Current Year	4	6	14	6	12	16	18	12	7	8	5	4	15
Prior Year	6	8	9	6	8	9	13	16	7	11	8	6	4
Percent Change from Prior Year	-33%	-25%	56%	0%	50%	78%	38%	-25%	0%	-27%	-38%	-33%	275%

Closed Sales Volume

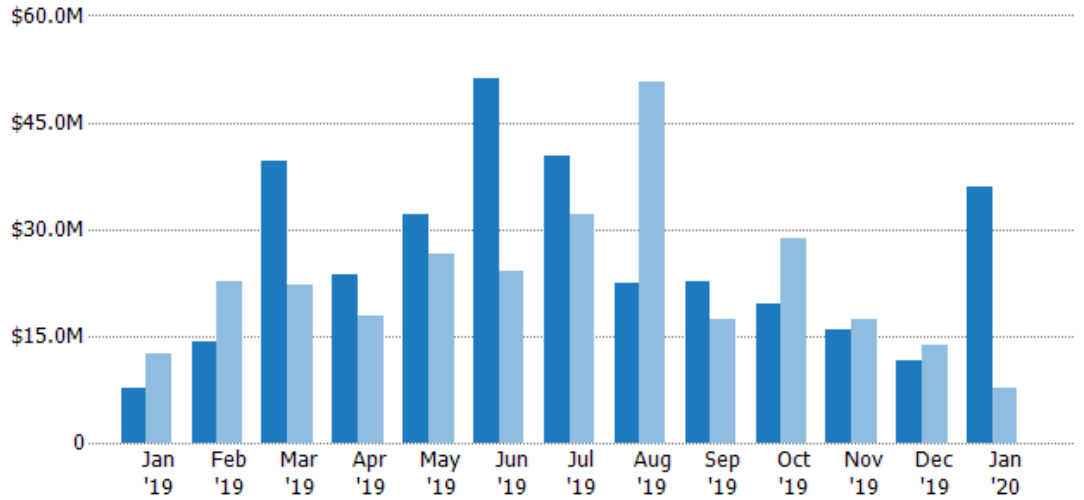
The sum of the sales price of residential properties sold each month.

Filters Used

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

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

Month/ Year	Volume	% Chg.
Jan '20	\$35.9M	367.1%
Jan '19	\$7.69M	-39.1%
Jan '18	\$12.6M	136.5%



Current Year	\$7.69M	\$14.2M	\$39.7M	\$23.6M	\$32.2M	\$51.1M	\$40.3M	\$22.5M	\$22.7M	\$19.5M	\$15.9M	\$11.6M	\$35.9M
Prior Year	\$12.6M	\$22.6M	\$22.2M	\$17.8M	\$26.5M	\$24.2M	\$32.1M	\$50.7M	\$17.4M	\$28.8M	\$17.3M	\$13.7M	\$7.69M
Percent Change from Prior Year	-39%	-37%	78%	33%	22%	111%	25%	-56%	30%	-32%	-8%	-16%	367%

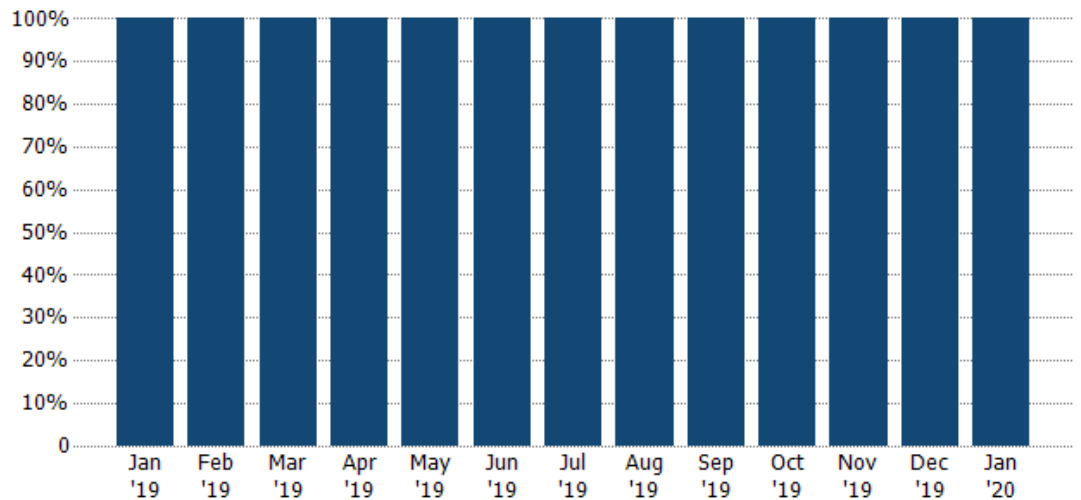
Closed Sales by Property Type

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%
-------------------------	------	------	------	------	------	------	------	------	------	------	------	------	------

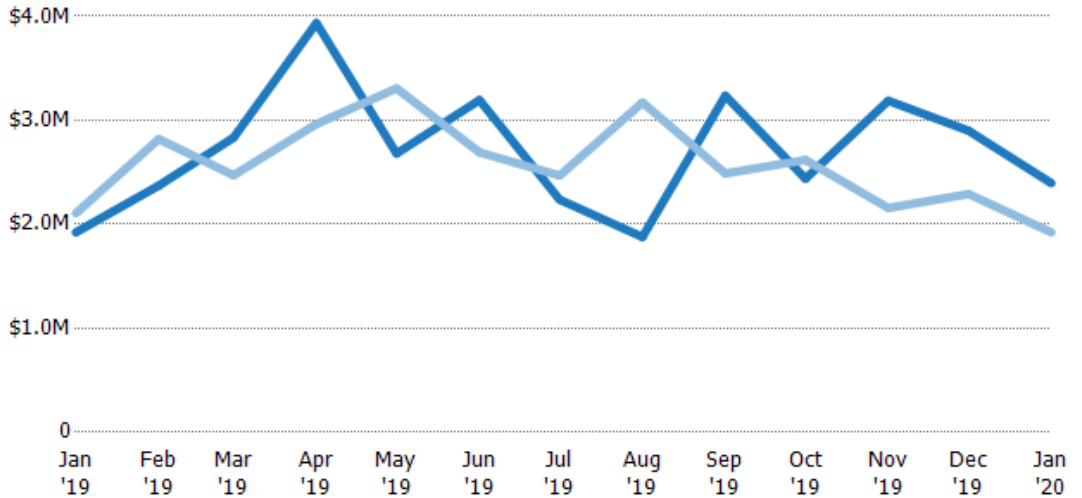
Average Sales Price

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	Price	% Chg.
Jan '20	\$2.39M	24.6%
Jan '19	\$1.92M	-8.7%
Jan '18	\$2.11M	29%



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	\$1.92M	\$2.37M	\$2.83M	\$3.93M	\$2.68M	\$3.19M	\$2.24M	\$1.88M	\$3.24M	\$2.44M	\$3.19M	\$2.9M	\$2.39M
Prior Year	\$2.11M	\$2.82M	\$2.47M	\$2.96M	\$3.31M	\$2.69M	\$2.47M	\$3.17M	\$2.49M	\$2.62M	\$2.16M	\$2.29M	\$1.92M
Percent Change from Prior Year	-9%	-16%	15%	33%	-19%	19%	-9%	-41%	30%	-7%	48%	27%	25%

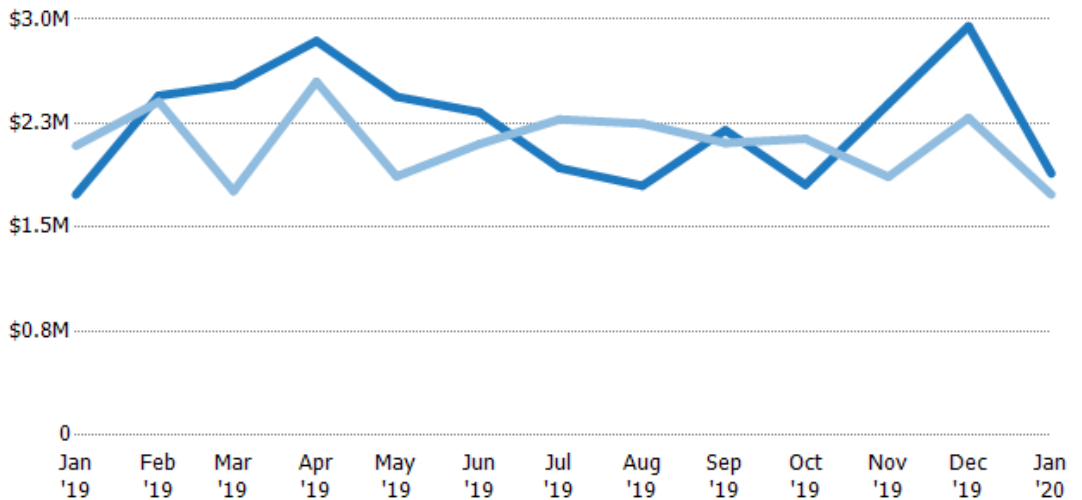
Median Sales Price

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	Price	% Chg.
Jan '20	\$1.89M	8.8%
Jan '19	\$1.74M	-16.9%
Jan '18	\$2.09M	12.6%



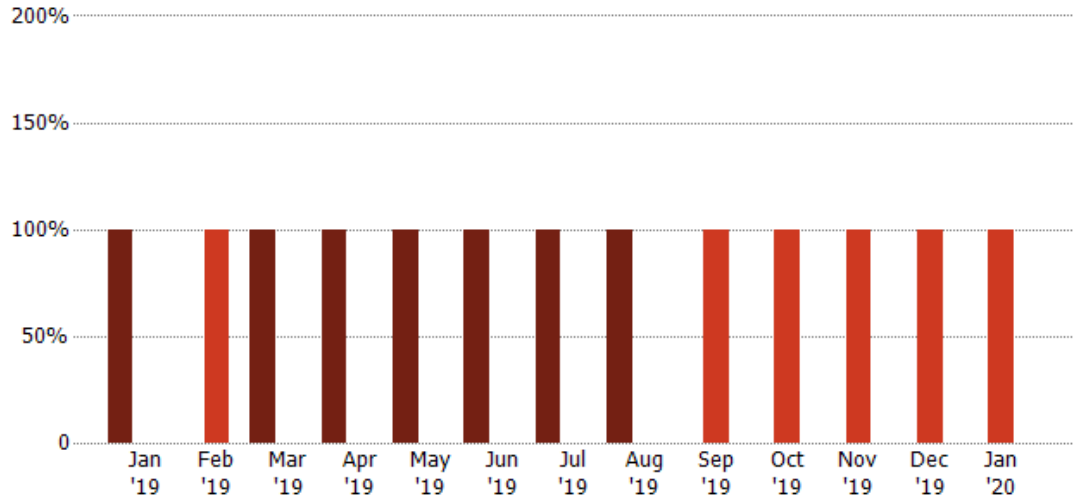
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	\$1.74M	\$2.45M	\$2.53M	\$2.84M	\$2.44M	\$2.33M	\$1.93M	\$1.8M	\$2.2M	\$1.81M	\$2.39M	\$2.95M	\$1.89M
Prior Year	\$2.09M	\$2.41M	\$1.76M	\$2.55M	\$1.87M	\$2.1M	\$2.28M	\$2.25M	\$2.11M	\$2.14M	\$1.86M	\$2.29M	\$1.74M
Percent Change from Prior Year	-17%	2%	43%	12%	31%	11%	-15%	-20%	4%	-16%	28%	29%	9%

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



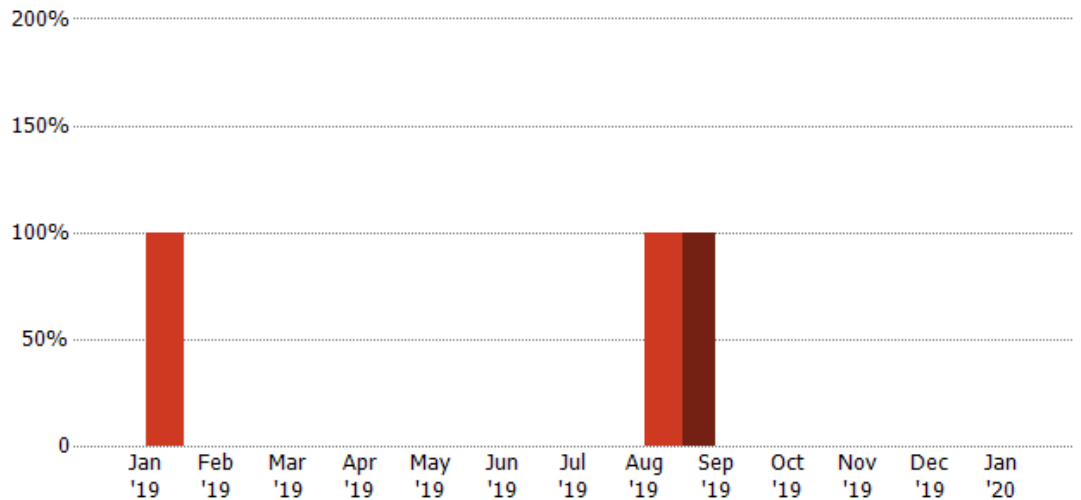
Current Year	1	-	1	1	1	1	1	1	-	-	-	-	-
Prior Year	-	1	-	-	-	-	-	-	1	1	1	1	1
Percent Change from Prior Year	100%	-100%	100%	100%	100%	100%	100%	100%	-100%	-100%	-100%	-100%	-100%

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: 02/10/2020

Scheduled: No

Report Date Range: From 1/2019 To: 1/2020

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 1/2020 data

Listing Activity by ZIP

Listing Activity by Metro Area

Sales Activity by ZIP

Sales Activity by Metro Area