

## City: Arcadia



**Brettany Harrison**  
Sales Associate

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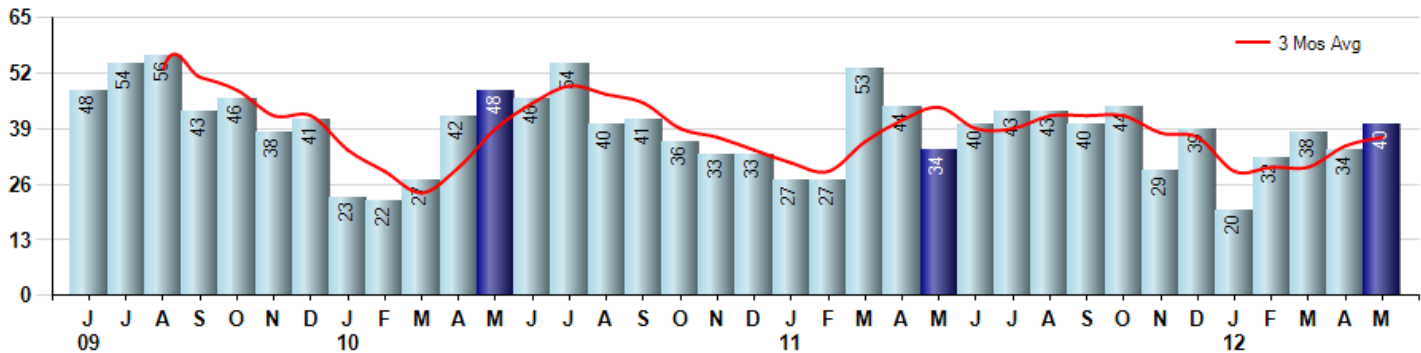
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$750,000	↓		↓				
Average List Price of all Current Listings	\$1,253,075	↔		↑				
May Median Sales Price	\$655,000	↓	↓	↓	↓	\$657,500	↓	↓
May Average Sales Price	\$859,650	↓	↓	↓	↓	\$854,135	↓	↓
Total Properties Currently for Sale (Inventory)	156	↔		↓				
May Number of Properties Sold	40	↑		↑		164	↓	
May Average Days on Market (Solds)	61	↑	↓	↑	↑	65	↑	↑
Asking Price per Square Foot (based on New Listings)	\$398	↔	↑	↓	↑	\$389	↓	↓
May Sold Price per Square Foot	\$366	↓	↓	↓	↓	\$367	↓	↓
May Month's Supply of Inventory	3.9	↓	↓	↓	↓	4.9	↔	↑
May Sale Price vs List Price Ratio	96.7%	↓	↑	↓	↑	96.1%	↔	↑

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

### Property Sales

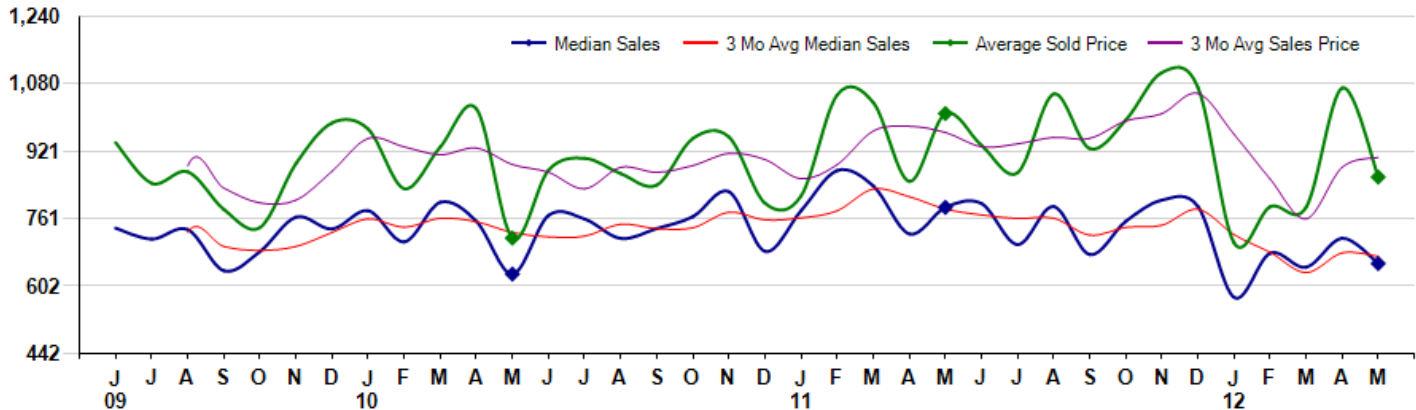
May Property sales were 40, up 17.6% from 34 in May of 2011 and 17.6% higher than the 34 sales last month. May 2012 sales were at a mid level compared to May of 2011 and 2010. May YTD sales of 164 are running -11.4% behind last year's year-to-date sales of 185.



### Prices

The Median Sales Price in May was \$655,000, down -16.9% from \$787,750 in May of 2011 and down -8.4% from \$715,000 last month. The Average Sales Price in May was \$859,650, down -14.9% from \$1,009,794 in May of 2011 and down -19.7% from \$1,070,438 last month. May 2012 ASP was at a mid range compared to May of 2011 and 2010.

Median means Middle (the same # of properties sold above and below Median) (000's)



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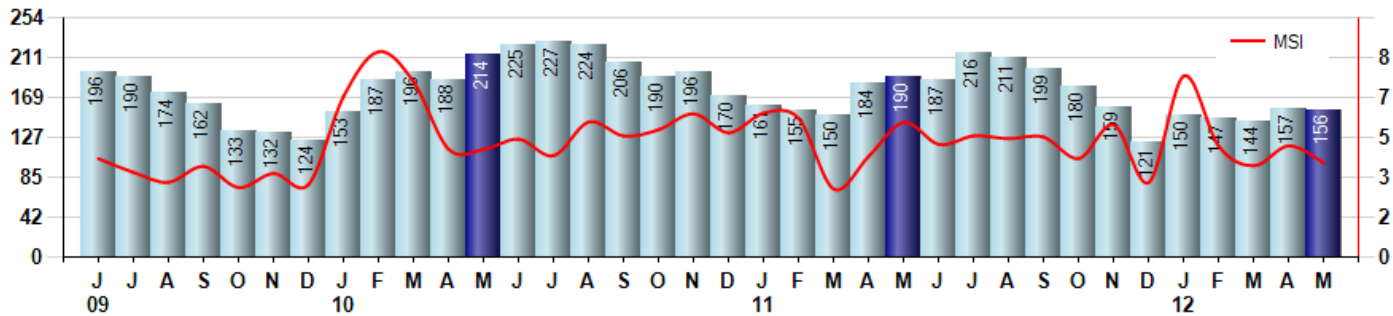
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### Inventory & MSI

The Total Inventory of Properties available for sale as of May was 156, down -0.6% from 157 last month and down -17.9% from 190 in May of last year. May 2012 Inventory was at the lowest level compared to May of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2012 MSI of 3.9 months was at its lowest level compared with May of 2011 and 2010.

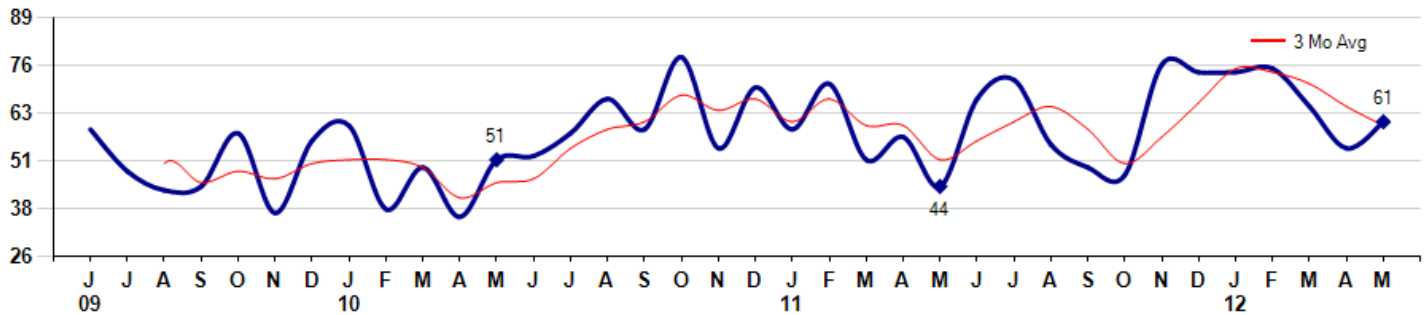
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### Market Time

The average Days On Market (DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for May was 61, up 13.0% from 54 days last month and up 38.6% from 44 days in May of last year. The May 2012 DOM was at its highest level compared with May of 2011 and 2010.

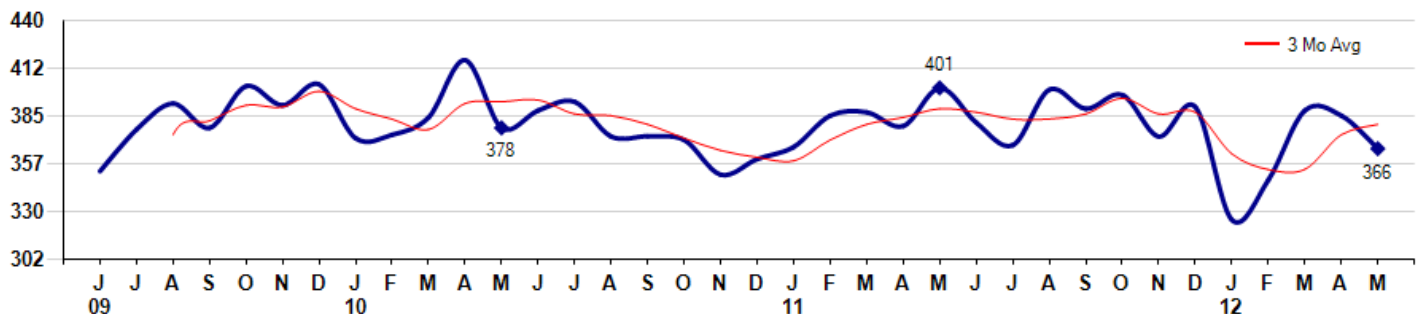
Average Days on Market (Listing to Contract) for properties sold during the month



### Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The May 2012 Selling Price per Square Foot of \$366 was down -4.9% from \$385 last month and down -8.7% from \$401 in May of last year.

Average Selling Price per Square Foot for properties that sold during the month



Based on information from California Regional Multiple Listing Service, Inc. for the period 6/1/2009 through 5/31/2012. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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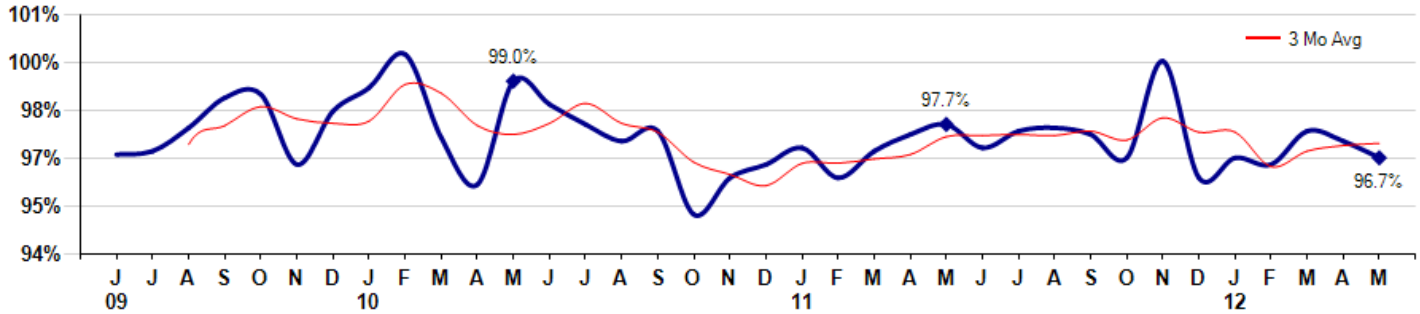


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### Selling Price vs Listing Price

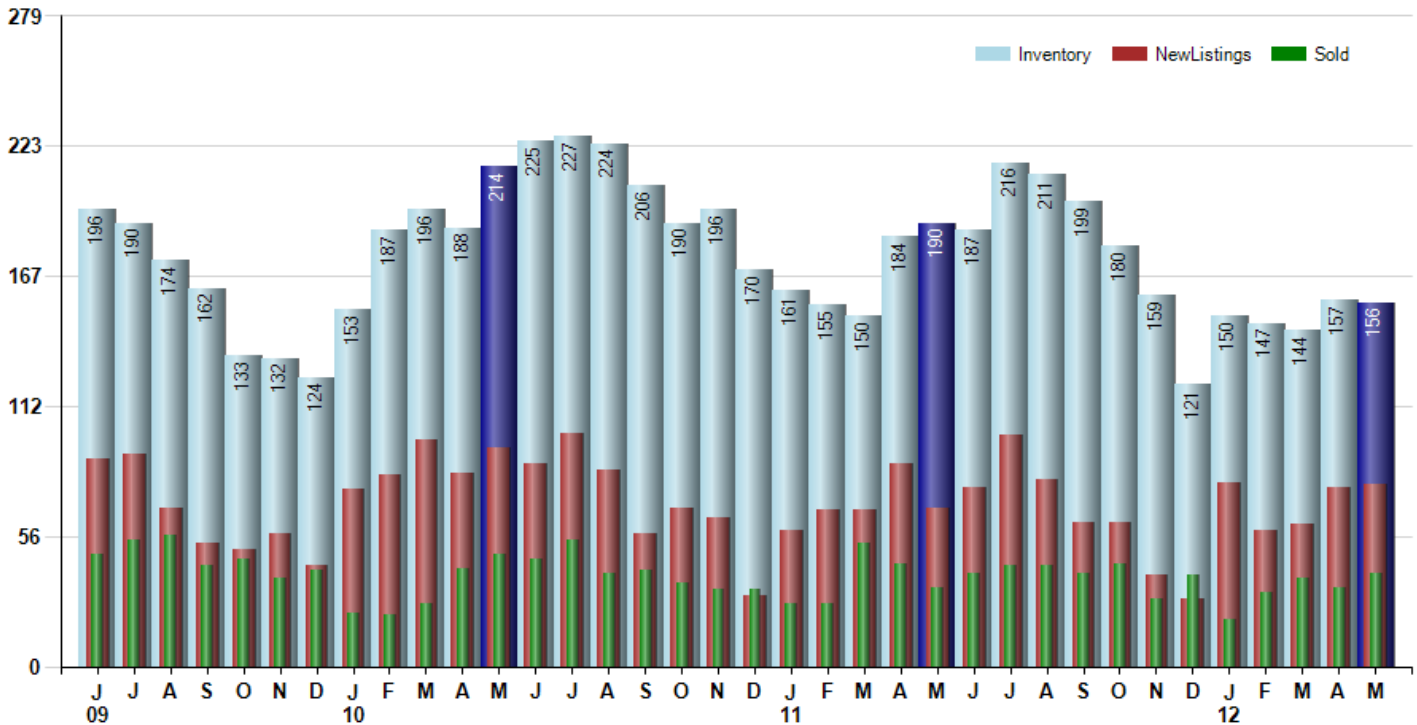
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The May 2012 Selling Price vs List Price of 96.7% was down from 97.2% last month and down from 97.7% in May of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



### Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in May 2012 was 78, up 1.3% from 77 last month and up 14.7% from 68 in May of last year.



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# MARKET ACTION REPORT

May 2012

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	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Homes Sold	48	54	56	43	46	38	41	23	22	27	42	48	46	54	40	41	36	33	33	27	27	53	44	34	40	43	43	40	44	29	39	20	32	38	34	40
3 Mo. Roll Avg			53	51	48	42	42	34	29	24	30	39	45	49	47	45	39	37	34	31	29	36	41	44	39	39	42	42	42	38	37	29	30	30	35	37

(000's)	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Median Sale Price	739	713	735	638	684	765	737	780	706	800	755	630	769	760	715	738	766	825	684	780	875	839	725	788	797	700	790	676	755	805	790	575	680	646	715	655
3 Mo. Roll Avg			729	695	686	696	728	761	741	762	754	728	718	720	748	738	739	776	758	763	780	831	813	784	770	762	762	740	745	783	723	682	634	680	672	

	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Inventory	196	190	174	162	133	132	124	153	187	196	188	214	225	227	224	206	190	196	170	161	155	150	184	190	187	216	211	199	180	159	121	150	147	144	157	156
MSI	4	4	3	4	3	3	3	7	9	7	4	4	5	4	6	5	5	6	5	6	6	3	4	6	5	5	5	5	4	5	3	8	5	4	5	4

	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Days On Market	59	48	43	44	58	37	56	60	38	49	36	51	52	58	67	59	78	54	70	59	71	51	57	44	67	72	55	49	47	76	74	74	75	65	54	61
3 Mo. Roll Avg			50	45	48	46	50	51	51	49	41	45	46	54	59	61	68	64	67	61	67	60	60	51	56	61	65	59	50	57	66	75	74	71	65	60

	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Price per Sq Ft	353	377	392	378	402	391	403	372	374	384	417	378	388	393	373	373	371	351	360	367	385	387	379	401	381	368	400	389	397	373	390	325	348	388	385	366
3 Mo. Roll Avg			374	382	391	390	399	389	383	377	392	393	394	386	385	380	372	365	361	359	371	380	384	389	387	383	386	395	386	387	363	354	354	374	380	

	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Sale to List Price	0.968	0.969	0.976	0.985	0.986	0.965	0.981	0.988	0.998	0.973	0.959	0.990	0.983	0.977	0.972	0.975	0.950	0.961	0.965	0.970	0.961	0.969	0.974	0.977	0.970	0.975	0.976	0.974	0.967	0.996	0.961	0.967	0.965	0.975	0.972	0.967
3 Mo. Roll Avg			0.971	0.977	0.982	0.979	0.977	0.978	0.989	0.986	0.977	0.974	0.977	0.983	0.977	0.975	0.966	0.962	0.959	0.965	0.965	0.967	0.968	0.973	0.974	0.974	0.974	0.975	0.972	0.979	0.975	0.975	0.964	0.969	0.971	0.971

	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
New Listings	89	91	68	53	50	57	43	76	82	97	83	94	87	100	84	57	68	64	30	58	67	67	87	68	77	99	80	62	62	39	29	79	58	61	77	78
Inventory	196	190	174	162	133	132	124	153	187	196	188	214	225	227	224	206	190	196	170	161	155	150	184	190	187	216	211	199	180	159	121	150	147	144	157	156
Sales	48	54	56	43	46	38	41	23	22	27	42	48	46	54	40	41	36	33	33	27	27	53	44	34	40	43	43	40	44	29	39	20	32	38	34	40

(000's)	J 09	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M
Avg Sale Price	941	845	872	783	740	892	988	973	832	931	1,021	715	876	904	868	841	951	954	798	815	1,054	1,036	849	1,010	934	870	1,056	927	995	1,107	1,071	704	789	788	1,070	860
3 Mo. Roll Avg			886	833	798	805	873	951	931	912	928	889	871	832	883	871	887	915	901	856	889	968	980	965	931	938	953	951	992	1,009	1,058	961	855	761	883	906

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