

City: Pasadena



Brettany Harrison
Sales Associate

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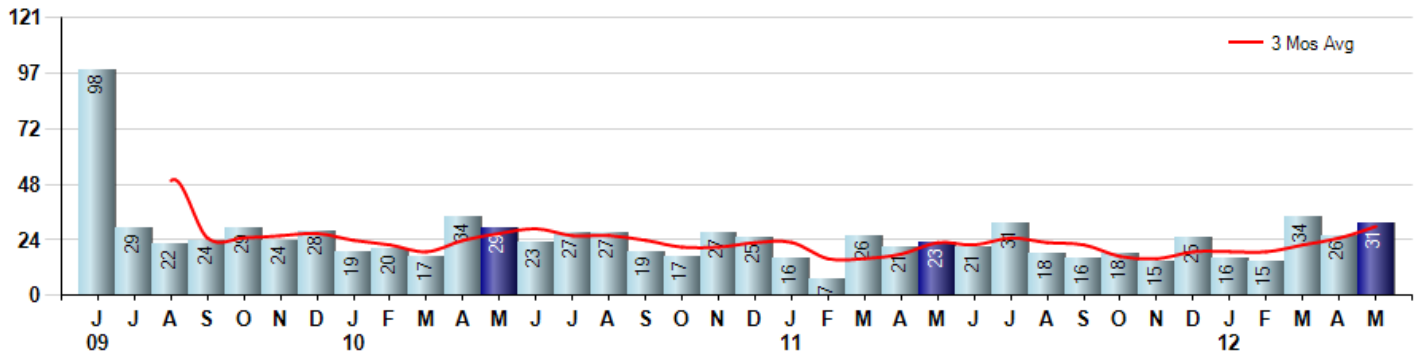
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$499,450	↑		↑				
Average List Price of all Current Listings	\$649,770	↑		↑				
May Median Sales Price	\$385,199	↓	↓	↓	↓	\$400,000	↓	↓
May Average Sales Price	\$427,616	↓	↓	↓	↓	\$480,299	↓	↓
Total Properties Currently for Sale (Inventory)	136	↔		↓				
May Number of Properties Sold	31	↑		↑		122	↑	
May Average Days on Market (Solds)	109	↑	↑	↑	↑	95	↑	↑
Asking Price per Square Foot (based on New Listings)	\$373	↑	↑	↑	↑	\$350	↔	↑
May Sold Price per Square Foot	\$347	↓	↑	↑	↑	\$319	↔	↔
May Month's Supply of Inventory	4.4	↓	↓	↓	↓	6.6	↓	↓
May Sale Price vs List Price Ratio	97.8%	↓	↑	↑	↑	96.3%	↓	↔

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

Property Sales

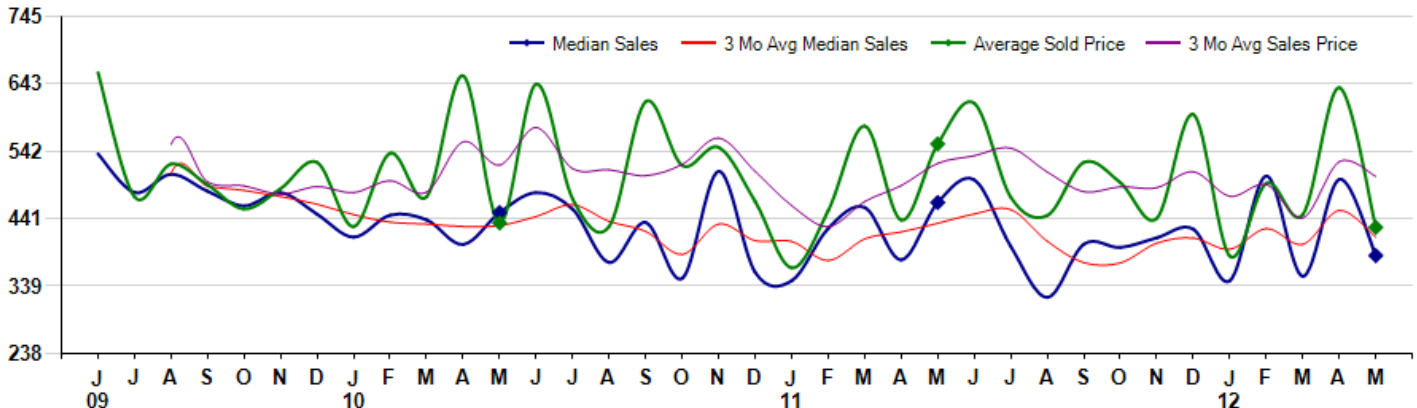
May Property sales were 31, up 34.8% from 23 in May of 2011 and 19.2% higher than the 26 sales last month. May 2012 sales were at their highest level compared to May of 2011 and 2010. May YTD sales of 122 are running 31.2% ahead of last year's year-to-date sales of 93.



Prices

The Median Sales Price in May was \$385,199, down -17.2% from \$465,000 in May of 2011 and down -23.0% from \$500,000 last month. The Average Sales Price in May was \$427,616, down -22.7% from \$552,904 in May of 2011 and down -32.9% from \$637,715 last month. May 2012 ASP was at the lowest level 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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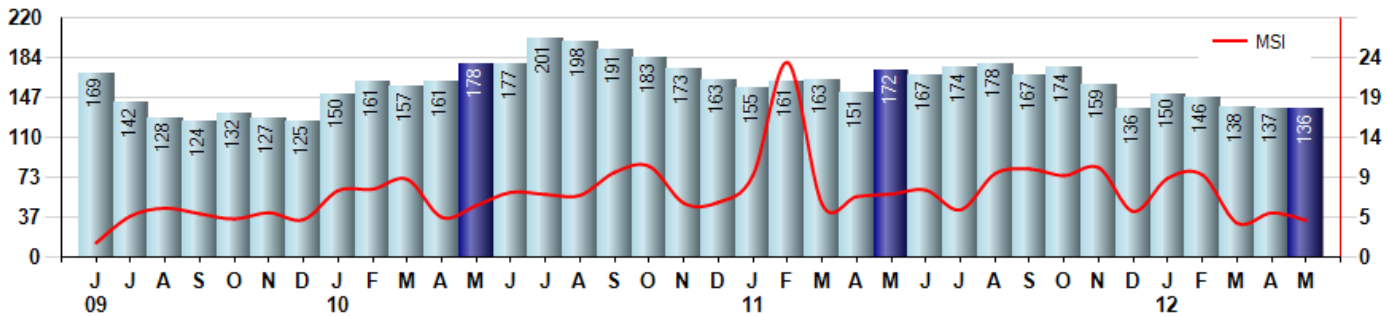
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Inventory & MSI

The Total Inventory of Properties available for sale as of May was 136, down -0.7% from 137 last month and down -20.9% from 172 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 4.4 months was at its lowest level compared with May of 2011 and 2010.

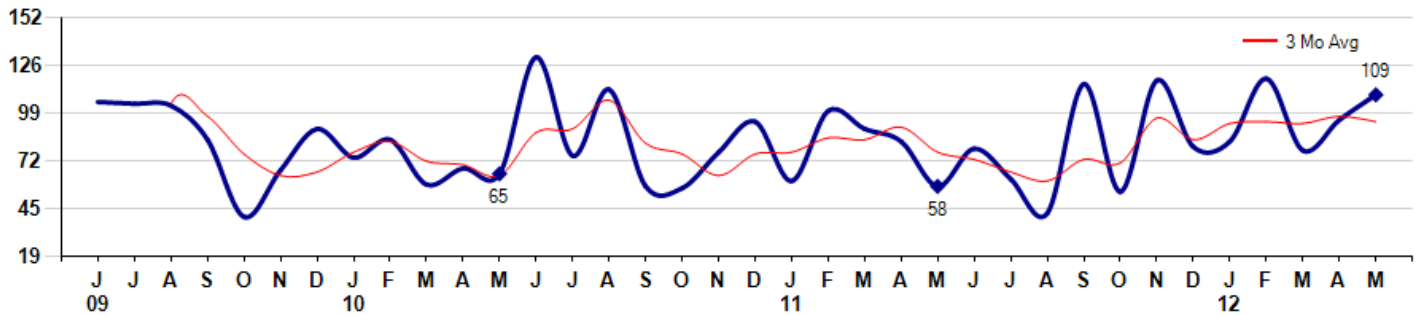
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 109, up 14.7% from 95 days last month and up 87.9% from 58 days in May of last year. The May 2012 DOM was at its highest level compared with May of 2011 and 2010.

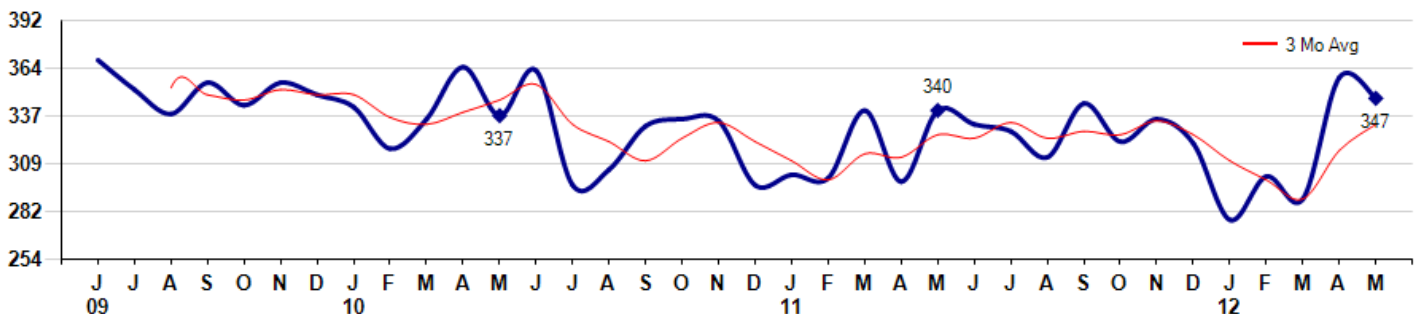
Average Days on Market (Listing to Contract) for properties sold during the month



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 \$347 was down -3.3% from \$359 last month and up 2.1% from \$340 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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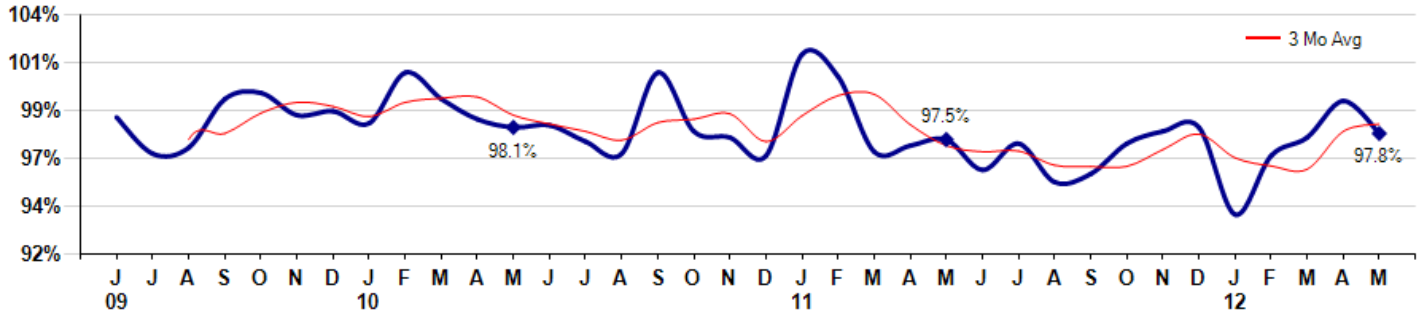


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Selling Price vs Listing Price

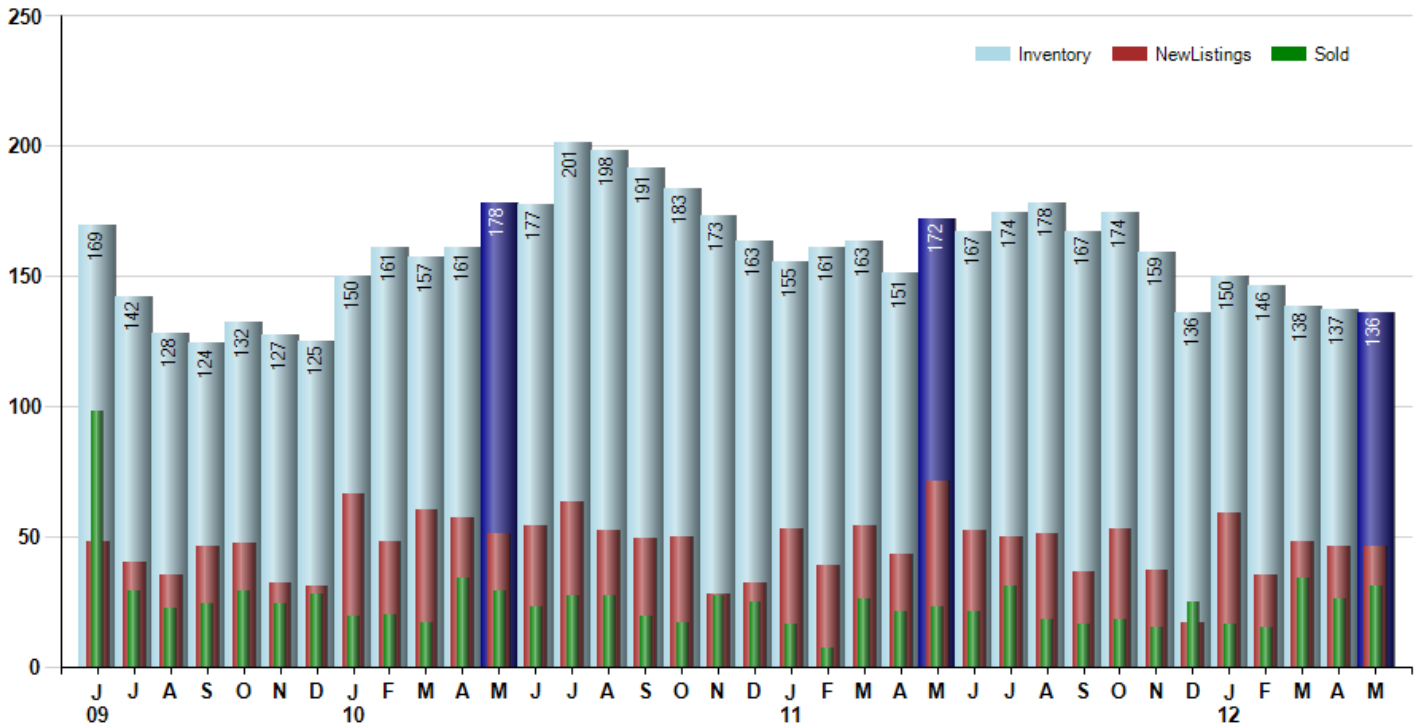
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The May 2012 Selling Price vs List Price of 97.8% was down from 99.4% last month and up from 97.5% 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 46, equal to 46 last month and down -35.2% from 71 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	98	29	22	24	29	24	28	19	20	17	34	29	23	27	27	19	17	27	25	16	7	26	21	23	21	31	18	16	18	15	25	16	15	34	26	31
3 Mo. Roll Avg			50	25	25	26	27	24	22	19	24	27	29	26	26	24	21	21	23	23	16	16	18	23	22	25	23	22	17	16	19	19	19	22	25	30

	(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	538	480	508	482	460	480	448	413	446	439	402	450	480	455	375	435	351	512	360	348	426	458	379	465	499	399	323	403	398	412	425	348	505	354	500	385
3 Mo. Roll Avg			509	490	483	474	463	447	436	433	429	430	444	462	437	422	387	433	408	407	378	410	421	434	448	454	407	375	374	404	412	395	426	402	453	413

	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	169	142	128	124	132	127	125	150	161	157	161	178	177	201	198	191	183	173	163	155	161	163	151	172	167	174	178	167	174	159	136	150	146	138	137	136
MSI	2	5	6	5	5	5	4	8	8	9	5	6	8	7	7	10	11	6	7	10	23	6	7	7	8	6	10	10	10	11	5	9	10	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	105	104	103	84	41	67	90	74	84	59	68	65	130	75	112	58	57	77	94	61	100	90	83	58	79	62	43	115	55	117	80	83	118	78	95	109
3 Mo. Roll Avg			104	97	76	64	66	77	83	72	70	64	88	90	106	82	76	64	76	77	85	84	91	77	73	66	61	73	71	96	84	93	94	93	97	94

	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	369	352	338	356	343	356	349	342	318	335	365	337	363	297	306	331	335	334	297	303	301	340	299	340	332	328	313	344	322	335	321	277	302	289	359	347
3 Mo. Roll Avg			353	349	346	352	349	349	336	332	339	346	355	332	322	311	324	333	322	311	300	315	313	326	324	333	324	328	326	334	326	311	300	289	317	332

	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	0.986	0.968	0.971	0.995	0.998	0.987	0.989	0.983	1.008	0.995	0.985	0.981	0.982	0.974	0.968	1.008	0.979	0.976	0.967	1.017	1.006	0.969	0.972	0.975	0.960	0.973	0.954	0.958	0.973	0.979	0.981	0.938	0.967	0.976	0.994	0.978
3 Mo. Roll Avg			0.975	0.978	0.988	0.993	0.991	0.986	0.993	0.995	0.996	0.987	0.983	0.979	0.975	0.983	0.985	0.988	0.974	0.987	0.997	0.997	0.982	0.972	0.969	0.969	0.962	0.962	0.962	0.970	0.978	0.966	0.962	0.960	0.979	0.983

	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	48	40	35	46	47	32	31	66	48	60	57	51	54	63	52	49	50	28	32	53	39	54	43	71	52	50	51	36	53	37	17	59	35	48	46	46
Inventory	169	142	128	124	132	127	125	150	161	157	161	178	177	201	198	191	183	173	163	155	161	163	151	172	167	174	178	167	174	159	136	150	146	138	137	136
Sales	98	29	22	24	29	24	28	19	20	17	34	29	23	27	27	19	17	27	25	16	7	26	21	23	21	31	18	16	18	15	25	16	15	34	26	31

	(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	660	474	523	492	455	486	525	429	539	474	656	434	643	470	429	617	521	548	467	367	453	580	439	553	614	473	446	525	495	441	597	384	494	447	638	428
3 Mo. Roll Avg			552	496	490	478	489	480	498	481	556	521	578	516	514	505	522	562	512	460	429	467	490	524	535	547	511	481	489	487	511	474	492	442	526	504

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