

BHHS CALIFORNIA PROPERTIES MARKET UPDATE

LA CRESCENTA, CA
91214

- **Current Real Estate Market Conditions for Single Family Homes**
- **Trends in Pricing**
- **Current Levels of Supply and Demand**
- **Value Metrics**

- **Report for the week of
January 08, 2018**

- **Presented by .**

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This Week

- The median list price in LA CRESCENTA, CA 91214 this week is \$864,500. The 28 properties have been on the market for an average of 98 days.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications for the market.

Supply and Demand

- The market has been cooling over time and prices plateaued for a while. Despite the consistent decrease in MAI, we're in the Seller's zone. Watch for changes in MAI. If the MAI resumes its climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.

Real-Time Market Profile		Trend
Median List Price	\$ 864,500	↔
Average List Price	\$ 1,041,100	
Asking Price Per Square Foot	\$ 506	↓
Average Days on Market (DoM)	98	↑↑
Inventory of Properties Listed	28	↓↓
Most Expensive Listing	\$ 4,500,000	
Least Expensive Listing	\$ 569,000	
Average Age of Listing	65	
Percent of Properties with Price Decrease	25 %	
Percent Relisted (reset DOM)	7 %	
Percent Flip (price increased)	0 %	
Median House Size (sq ft)	1812	
Median Lot Size	6,501 - 8,000 sqft	
Median Number of Bedrooms	3.0	
Median Number of Bathrooms	2.0	

Altos Research Value Statistics		
Market Action Index	Strong Seller's	51.0 ↓↓

The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies a seller's advantage. Below 30, conditions give the advantage to the buyer.

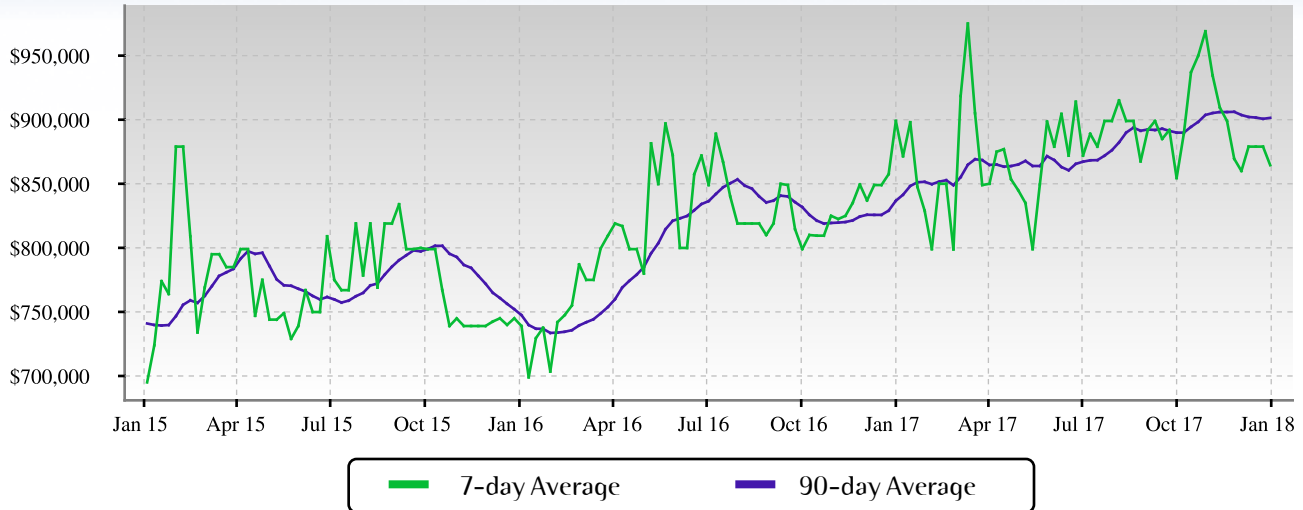
Trend Key: ↑↑ Strong upward trend ↓↓ Strong downward trend
 ↔ No change ↑ Slight upward trend ↓ Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 1,190,000	2463	0.25 - 0.50 acre	4.0	2.5	64	7	0	0	153	Most expensive 25% of properties
Upper/Second	\$ 975,000	1976	6,501 - 8,000 sqft	4.0	2.0	56	7	0	2	134	Upper-middle 25% of properties
Lower/Third	\$ 799,000	1650	4,501 - 6,500 sqft	3.0	2.0	69	7	0	1	41	Lower-middle 25% of properties
Bottom/Fourth	\$ 670,000	867	4,501 - 6,500 sqft	2.0	1.0	70	7	3	3	65	Least expensive 25% of properties

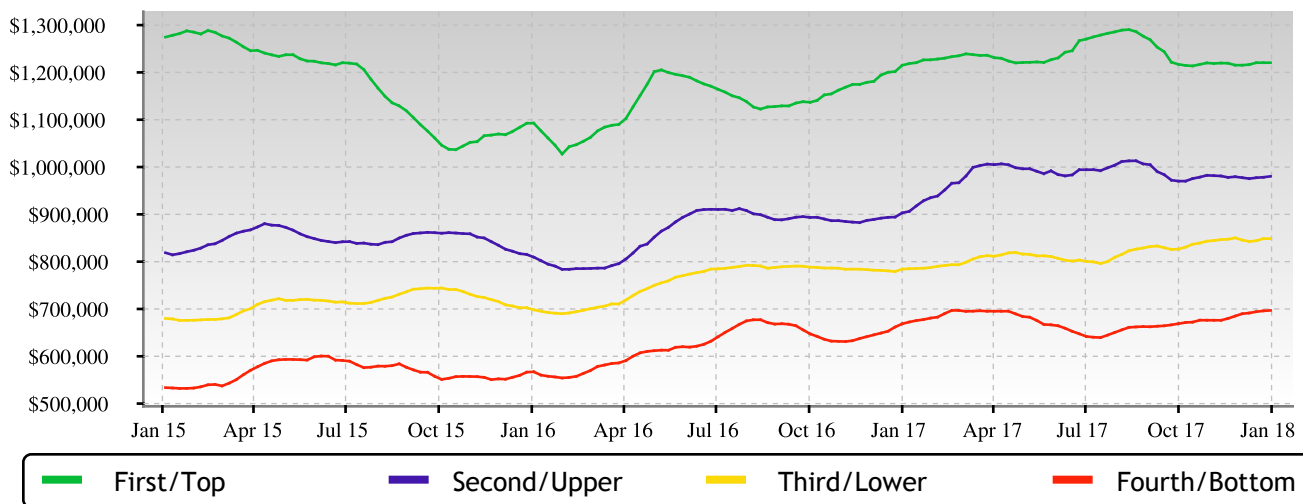
Median Price

We continue to see prices in this zip code at a plateau even though prices dipped this week. Look for a persistent change in the Market Action Index (up or down) before we see prices significantly deviate from these levels.



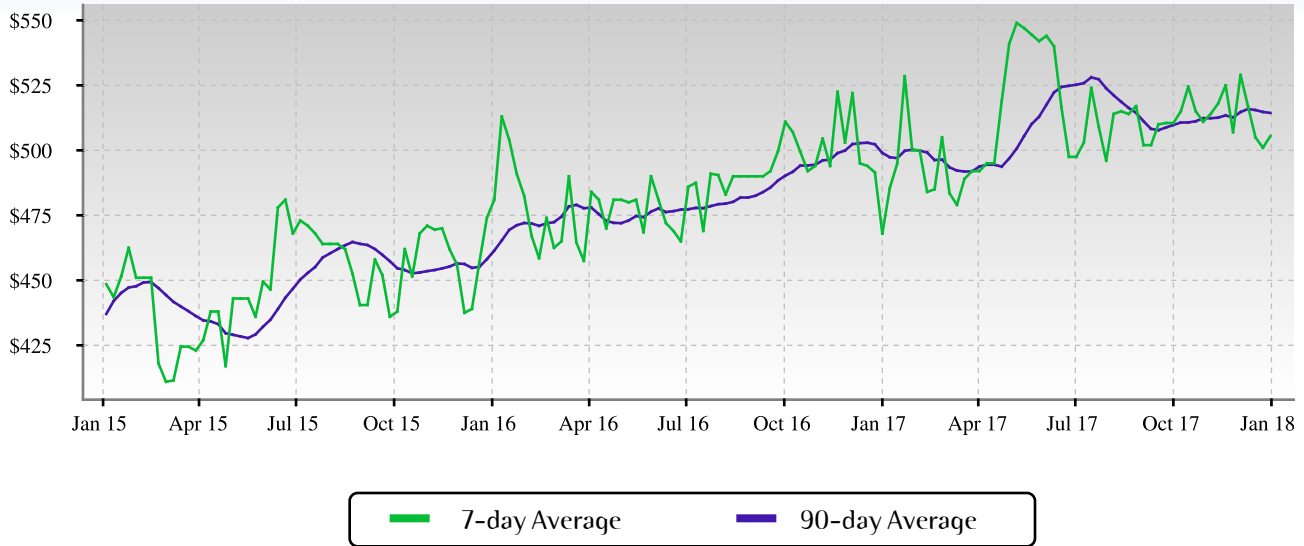
Quartile Prices

In the quartile market segments, we see prices in this zip code have settled at a price plateau across the board. Prices in all four quartiles are basically mixed. Look for a persistent shift (up or down) in the Market Action Index before prices move from these current levels.



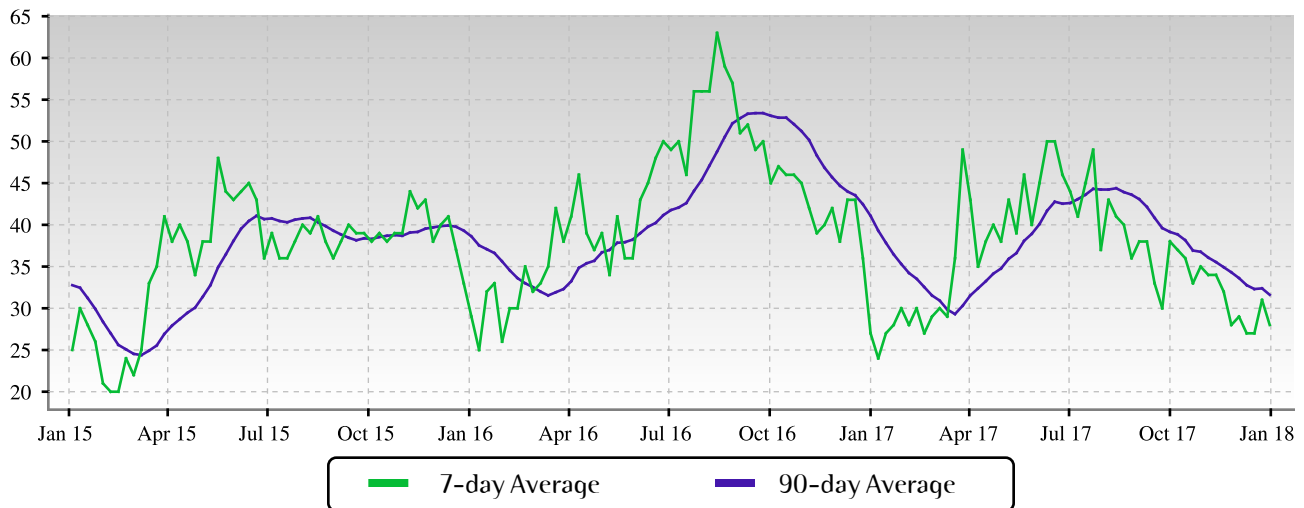
Price per Square Foot

While prices have been basically flat, the price per square foot has been heading downward. While not a sign of broad strength in a market, larger homes are coming more available and buyers can see more home for their money.



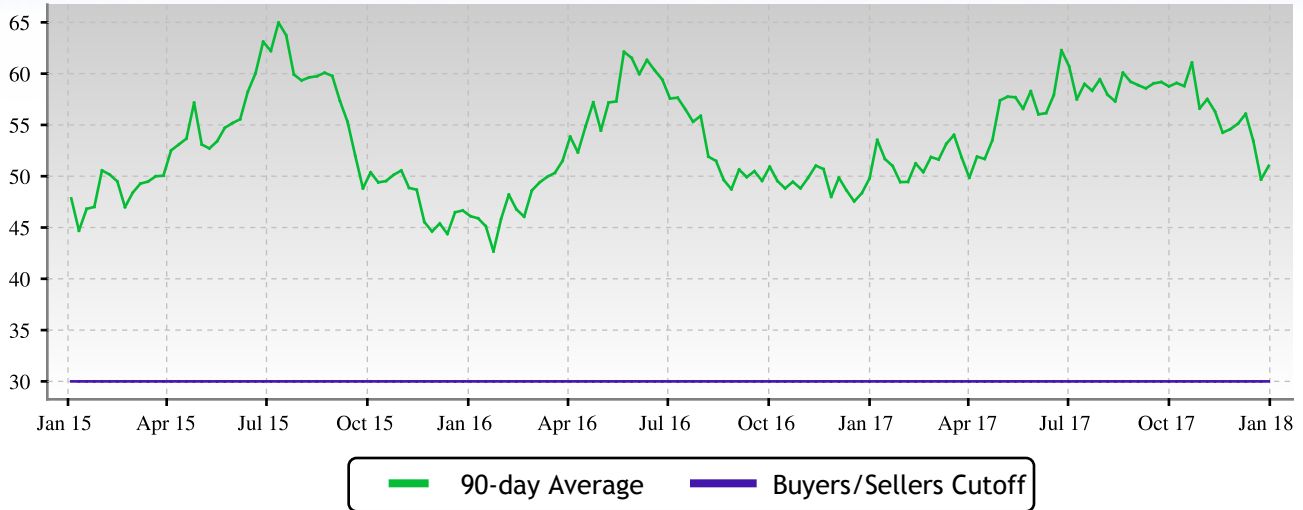
Inventory of Properties Listed for Sale

Inventory has been falling in recent weeks. Note that declining inventory alone does not signal a strengthening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is changing with the available supply.



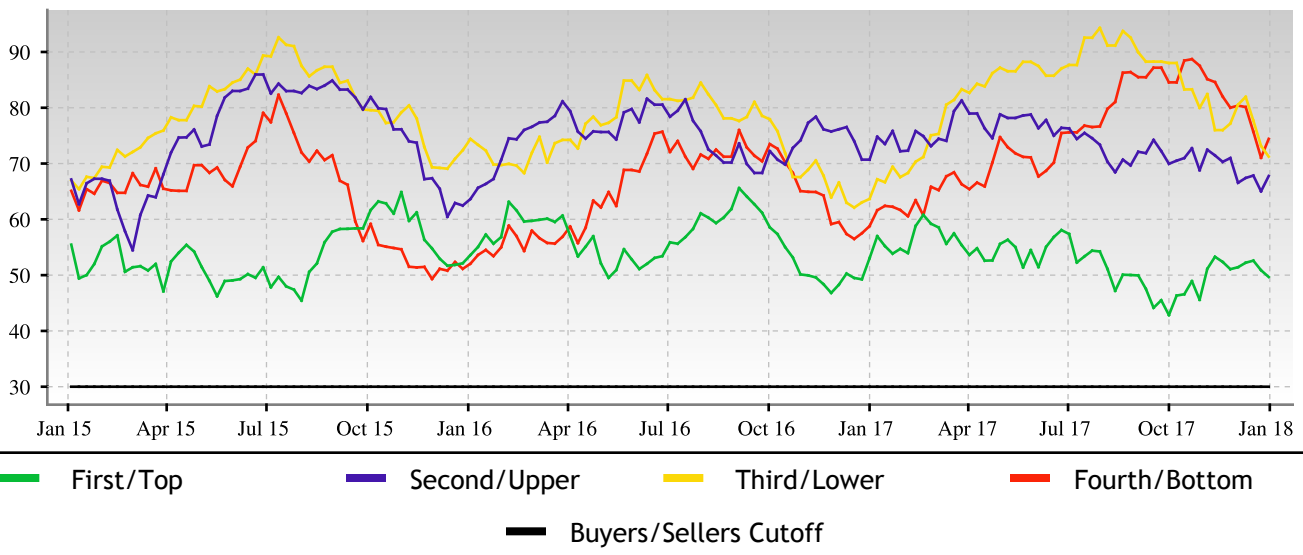
Market Action Index

The LA CRESCENTA, 91214 market is currently quite strongly in the Seller's Advantage zone (greater than 30). The 90-day Market Action Index stands at 51.01; indicating very little supply relative to the demand.



Market Action Index per Quartile

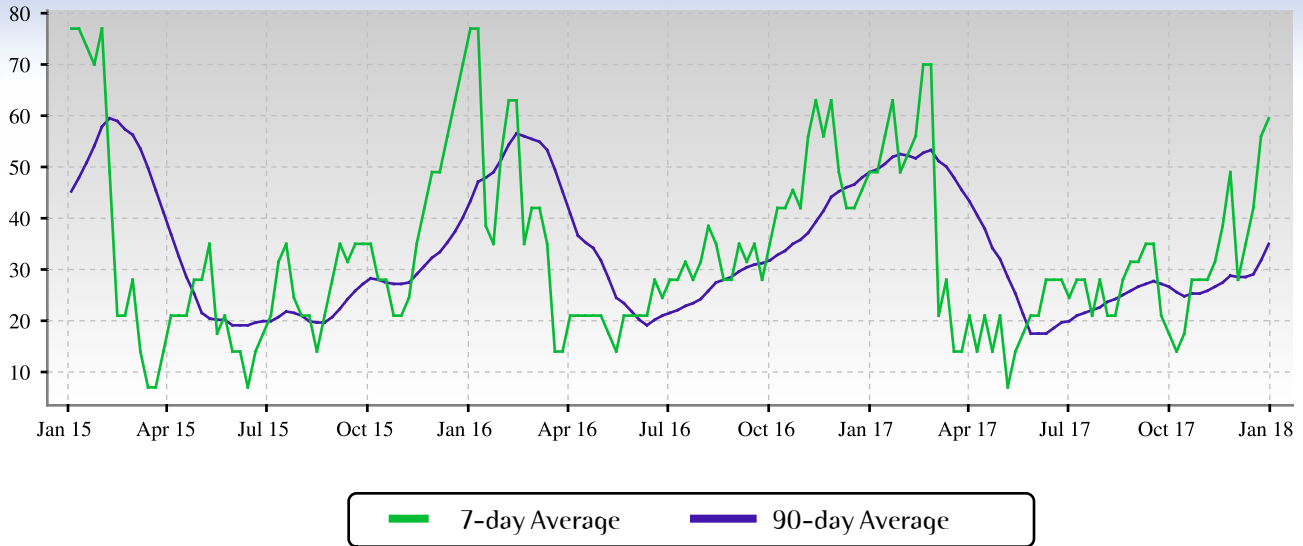
Not surprisingly, all segments in this zip code are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Advantage zone (below 30) for a long period, prices are likely in for a downward correction.

Days on Market

The properties have been on the market for an average of 98 days. Half of the listings have come newly on the market in the past 60 or so days.



Days on Market per Quartile

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

