Your Local Market Update

SAN MARINO, CA

- 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
  April 02, 2012

- Presented by Pickford Escrow - Los Angeles

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This Week

- The median list price in SAN MARINO, CA this week is $1,598,000. The 39 properties have been on the market for an average of 99 days.

Even though the days-on-market is trending higher, so is the Market Action Index at these inventory levels, providing a neutral outlook for the market.

Real-Time Market Profile		Trend
Median List Price	$ 1,598,000	↓↓
Average List Price	$ 1,995,820	
Asking Price Per Square Foot	$ 572	↔
Average Days on Market (DoM)	99	↑↑
Inventory of Properties Listed	39	↔
Most Expensive Listing	$ 5,400,000	
Least Expensive Listing	$ 958,000	
Average Age of Listing	72	
Percent of Properties with Price Decrease	21 %	
Percent Relisted (reset DOM)	n/a	
Percent Flip (price increased)	3 %	
Median House Size (sq ft)	2418	
Median Lot Size	0.25 - 0.50 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.0	

Altos Research Value Statistics

Market Action Index	Strong Buyer's	19.7	↑↑

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.

Supply and Demand

- The market has shown some evidence of slowing recently. Both prices and inventory levels are relatively unchanged in recent weeks. Watch the Market Action Index for changes as it can be a leading indicator for price changes.

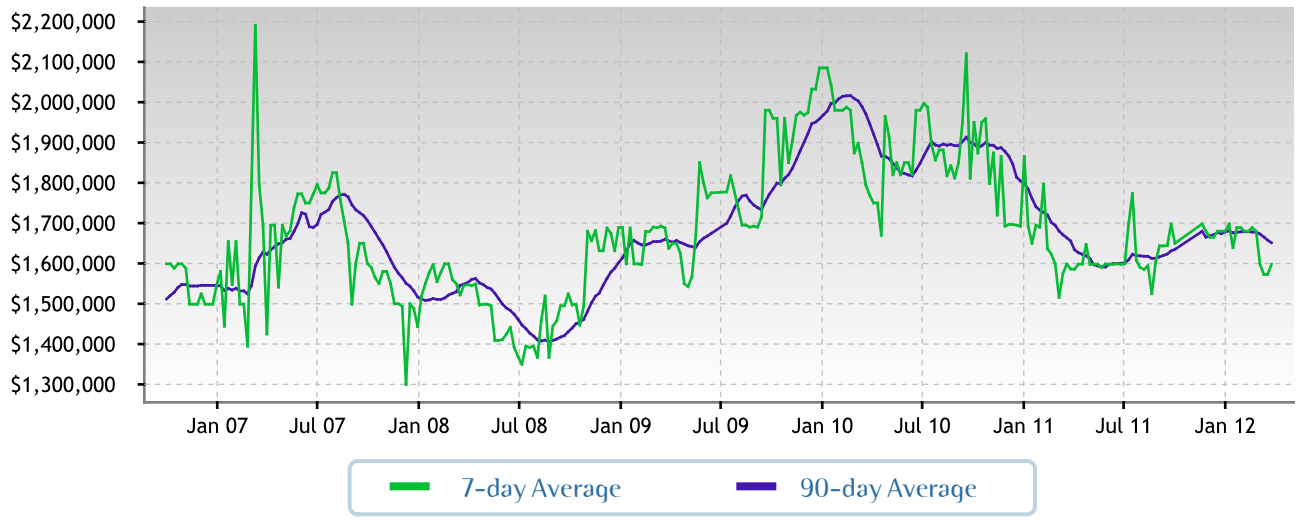
Trend Key: ↑↑ Strong upward trend ↓↓ Strong downward trend ↔ No change ↑ Slight upward trend ↓ Slight downward trend

Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	$ 3,395,000	3900	0.25 - 0.50 acre	5.0	4.5	76	9	1	0	119	Most expensive 25% of properties
Upper/Second	$ 1,824,000	3187	0.25 - 0.50 acre	4.0	3.5	74	10	1	1	103	Upper-middle 25% of properties
Lower/Third	$ 1,493,000	2516	8,001 - 10,000 sqft	4.0	2.0	76	10	1	1	91	Lower-middle 25% of properties
Bottom/Fourth	$ 1,049,844	1908	8,001 - 10,000 sqft	3.0	1.5	78	10	0	0	84	Least expensive 25% of properties

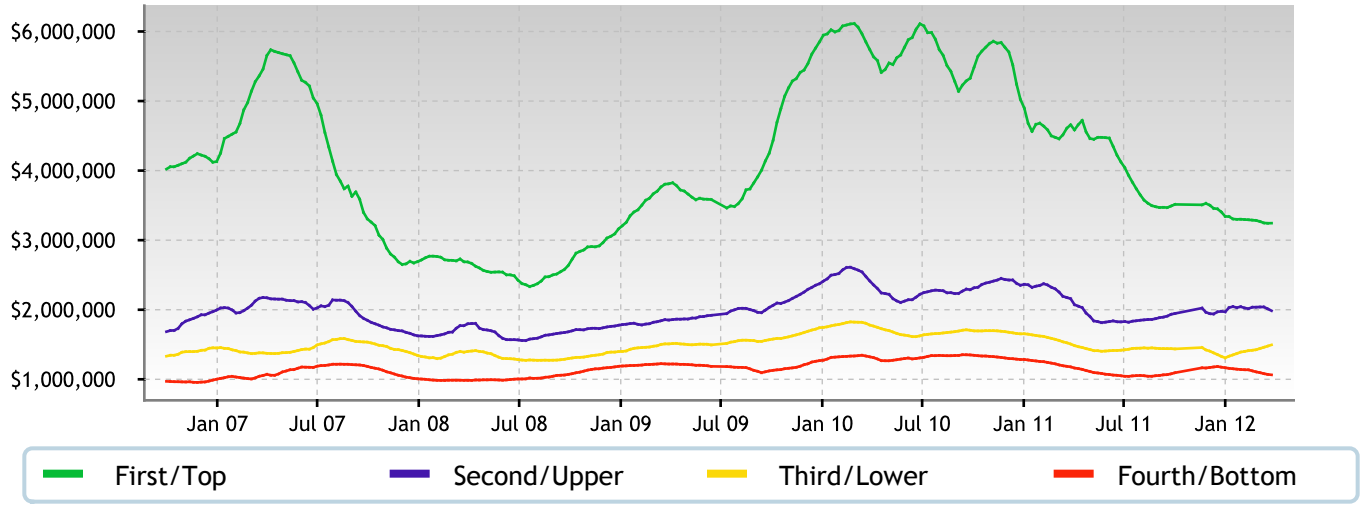
Median Price

- This week prices bumped up a bit but the trend of recent weeks is generally downward. A pickup in demand will be reflected in the Market Action Index, so watch that chart to try to identify a change in the market.



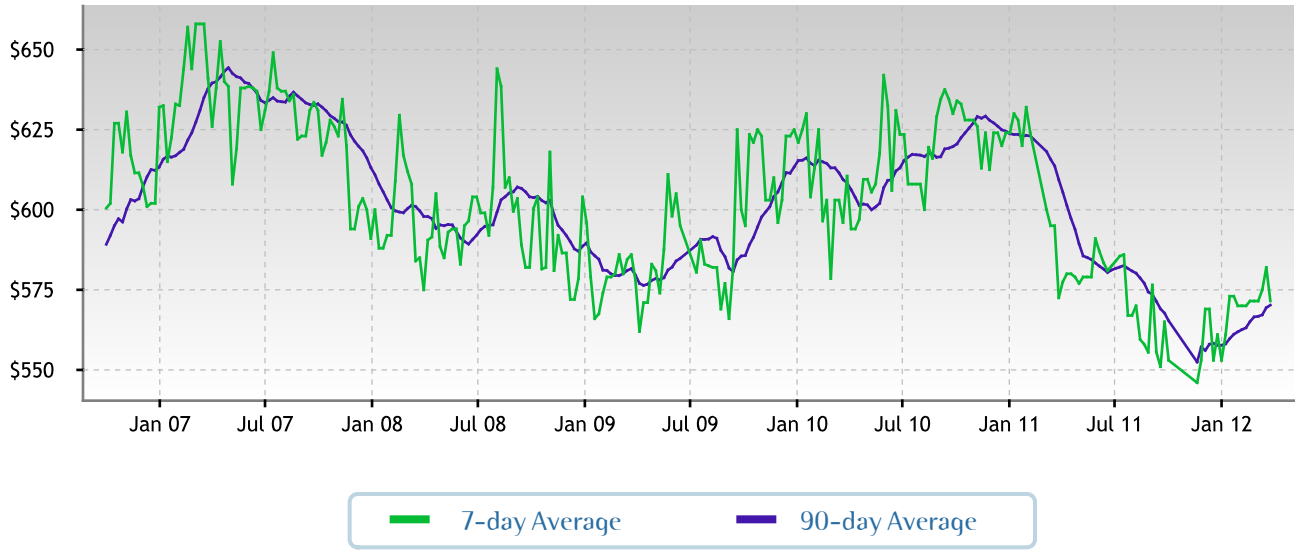
Quartile Prices

- Prices 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.



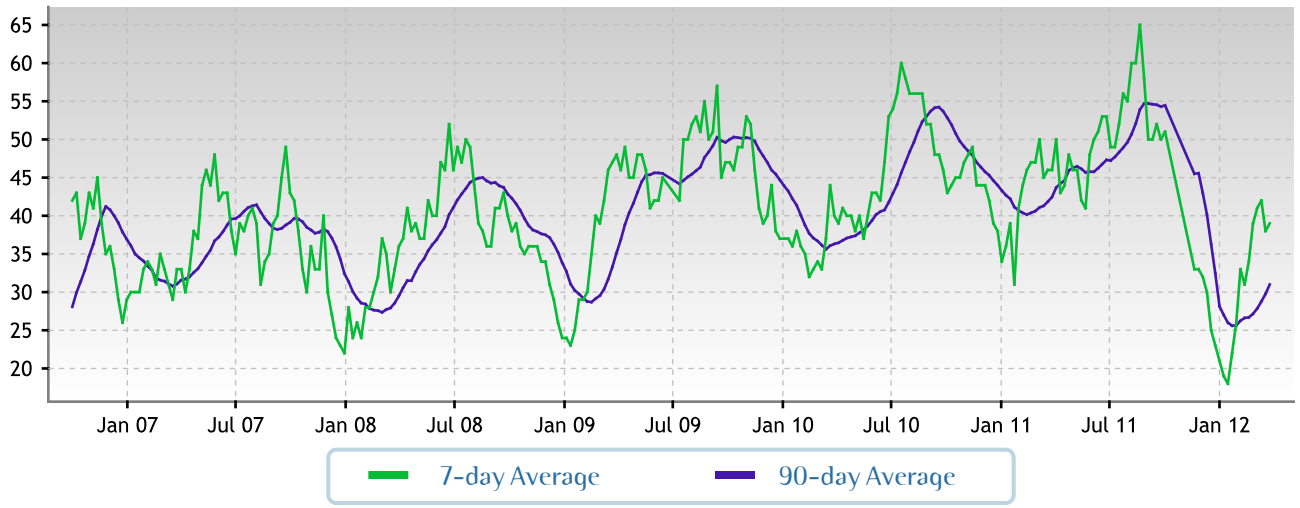
Price per Square Foot

Despite recently falling prices, the price per square foot has stayed reasonably flat. This implies that there's a portion of the market being priced at a premium. You can investigate this condition in the quartile details.



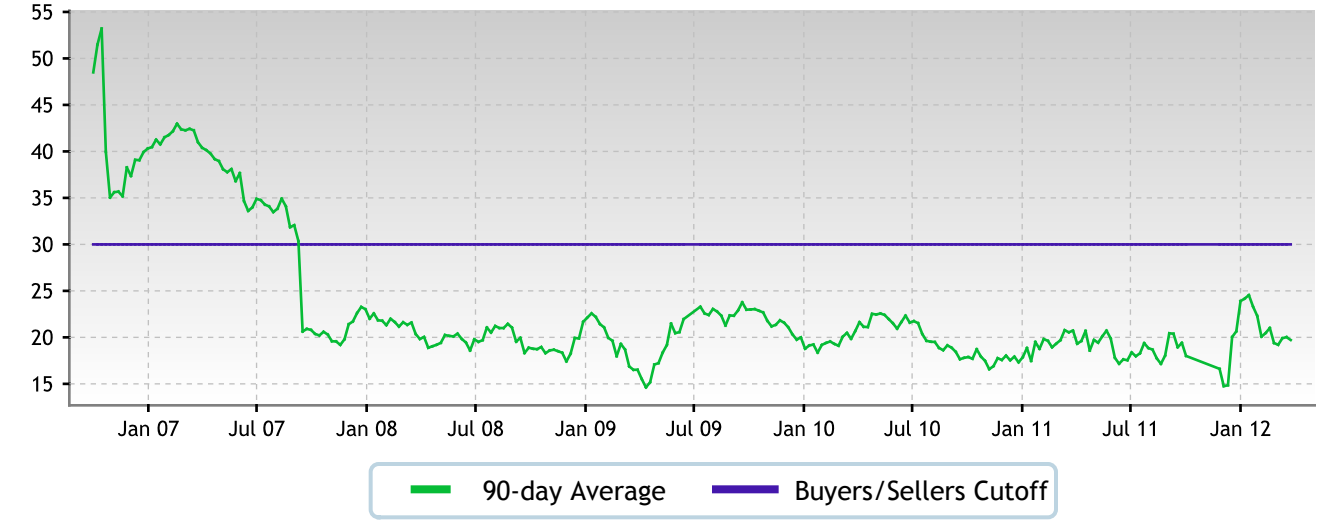
Inventory of Properties Listed for Sale

Inventory has been relatively steady around these levels in recent weeks.



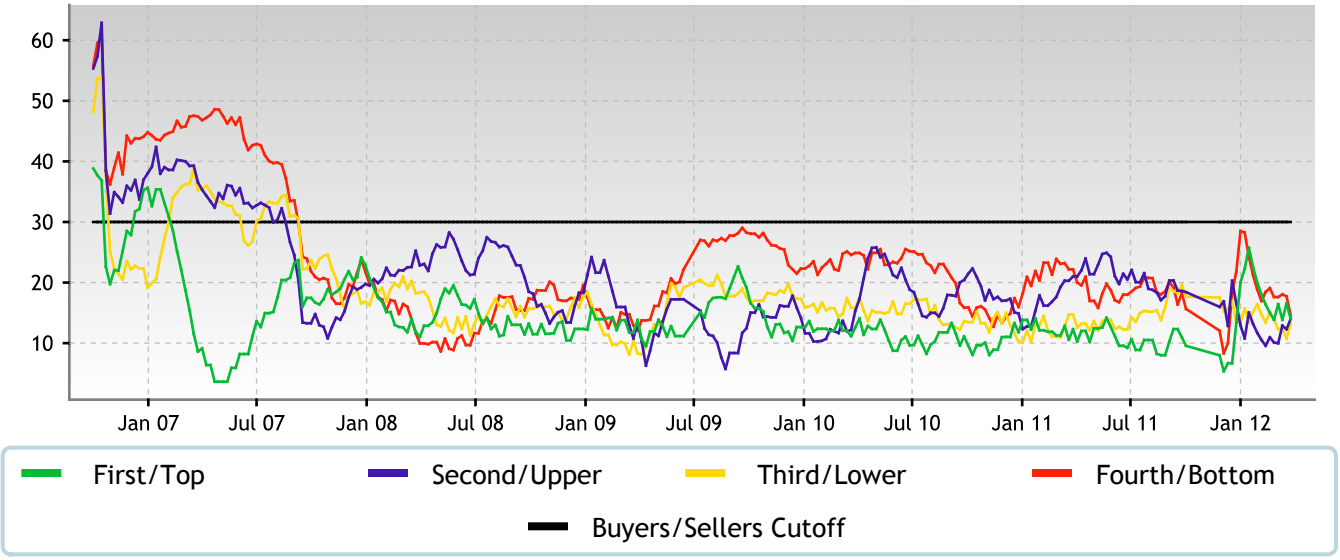
Market Action Index

The SAN MARINO market is currently quite strongly in the Buyer's Advantage zone (below 30). The 90-day Market Action Index stands at 19.72. With several months of inventory available at the current sales rate, buyers should find ample choice.



Market Action Index per Quartile

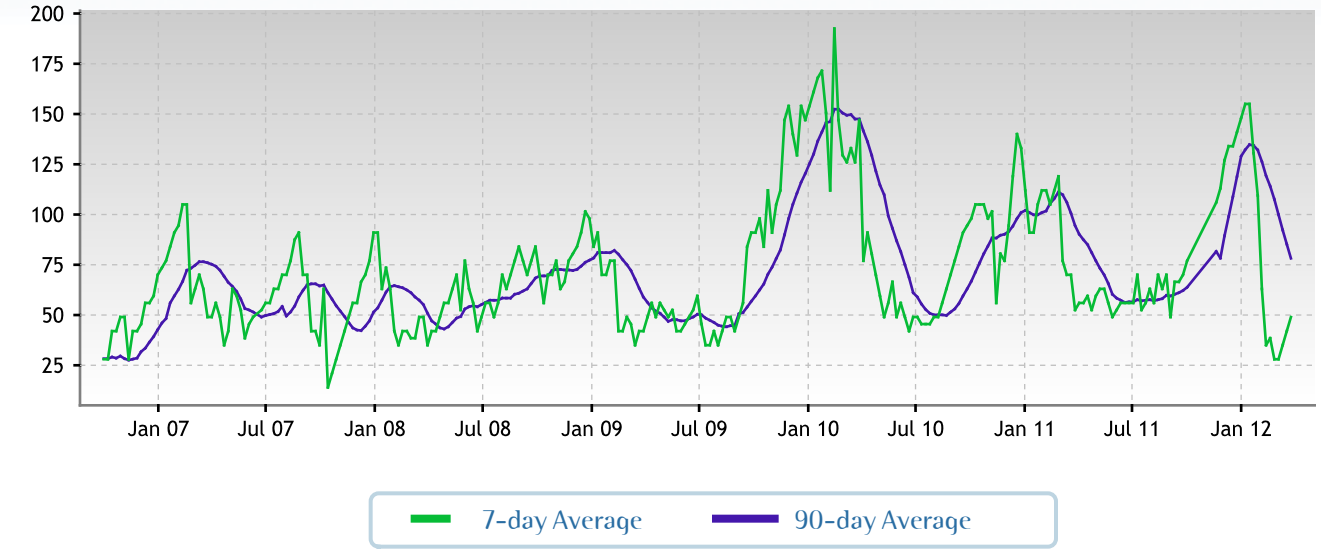
Not surprisingly given the overall Market Action Index, all quartiles are in the Buyer's Market zone with several months of inventory given the current rate of demand for homes in the quartile. Watch the quartile for changes before the overall market shifts. Often one end of the market (e.g. the low end) will improve and signal a strengthening market before the whole group changes.

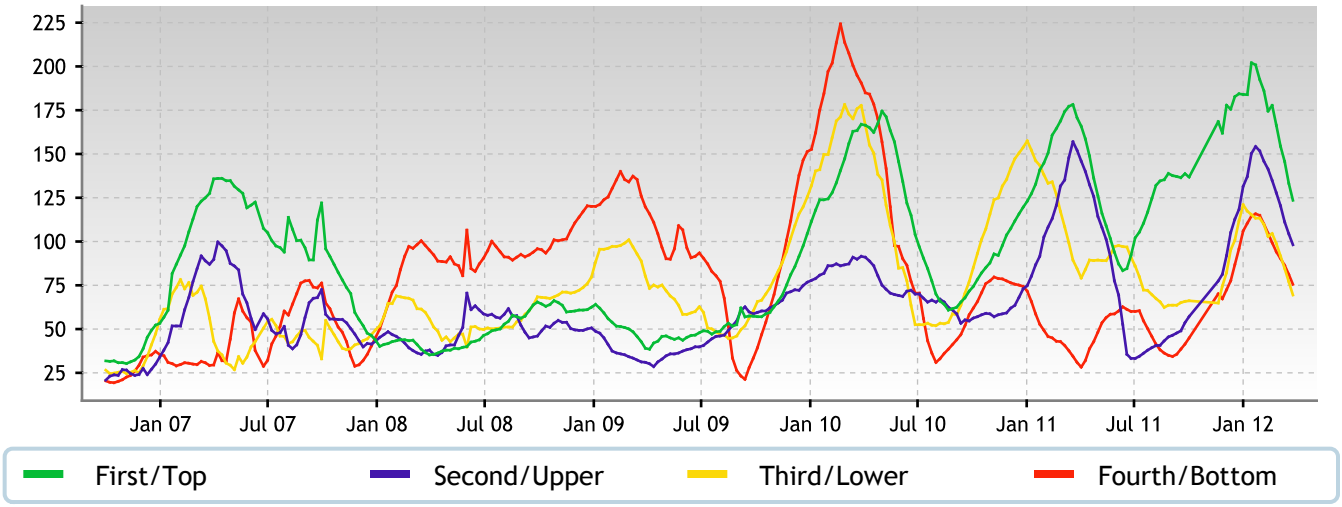


Residential house prices are a function of supply and demand, and market conditions can be characterized by analyzing those factors. Watch this index for sustained changes: if the index falls into the Buyer's Advantage zone (below 30) for a long period, prices are likely in for a downward correction.

Days on Market

The properties have been on the market for an average of 99 days. Half of the listings have come newly on the market in the past 49 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.