



Q1-2020

*SGV-HOUSING
REPORT*

BY: ALEX CHEN

#SGVHOUSING



REAL ESTATE INSIGHT TO EMPOWER YOU

Our goal is to provide owners, investors, and developers with San Gabriel Valley information to guide you through critical real estate decisions.



TABLE OF CONTENT

TOPICS	PAGES
Objective	3
SGV Regions	4
Single Family Trends	5 -7
Condominiums and Town Homes	8-9
Regional Sales Trends	10-13
Get To Know Us	14
Team Information	15



OBJECTIVE

- Recap SGV real estate trends from a quarter, annual, and regional sales basis.
- Examine SGV transactions by price point.
- Breakdown SGV into six regions.

SGV REGIONS

NORTH WESTERN

Arcadia
Altadena
La Canada Flintridge
Pasadena
San Marino
South Pasadena

WESTERN CITIES

Alhambra
Montebello
Monterey Park
Rosemead
San Gabriel
Temple City

ROUTE 66

Azusa
Duarte
Glendora
Monrovia

POMONA VALLEY

Claremont
La Verne
Pomona

CENTRAL CORE

Baldwin Park
Covina
El Monte
La Puente
South El Monte
West Covina

SOUTHERN CITIES

Diamond Bar
Hacienda Heights
Rowland Heights
Walnut



HOUSING TRENDS

FIRST QUARTER- 2020

SAN GABRIEL VALLEY

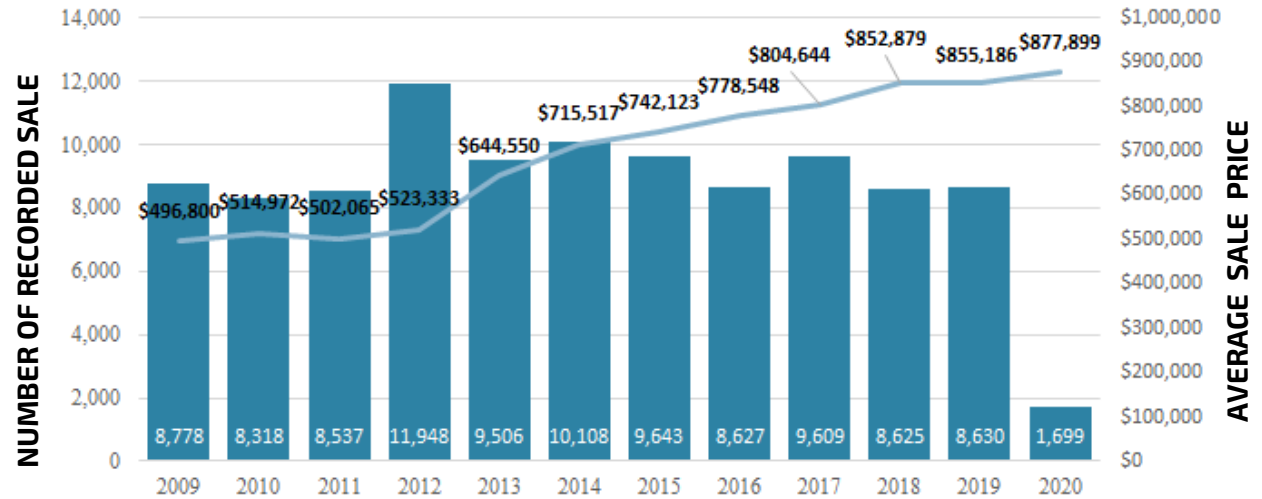
Single Family Homes

2020 Recorded Sale

KEY NOTES

- Active listings at the end of the 1st quarter is down 21% from last year. There was about a 4 month supply of housing throughout the San Gabriel Valley prior to the start of the pandemic.
- Sales increased 8% year over year, YoY, driving up average sale price.

RECORDED SALES AND AVERAGE PRICE



Q1 2019	8285 Total Active Listings	1563 Recorded Sales	\$820,043 Average Sale Price	\$438 Average Price Per Foot	49 Days on Market
Q1 2020	6538 Total Active Listings	1699 Recorded Sales	\$877,899 Average Sale Price	\$459 Average Price Per Foot	45 Days on Market
% Diff.	-21% Drop in Listings	8% Increase in Sales	7% Increase in Price	5% Increase in Price Per Foot	-8% Decrease in Days on Market

SAN GABRIEL VALLEY

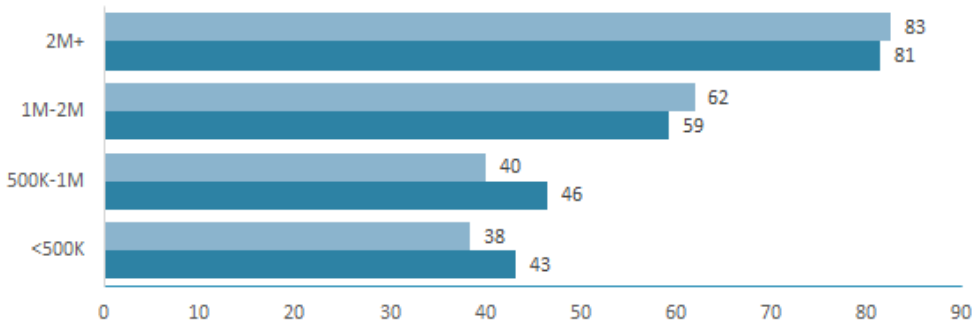
Single Family Homes

In Depth- 2020 Q1

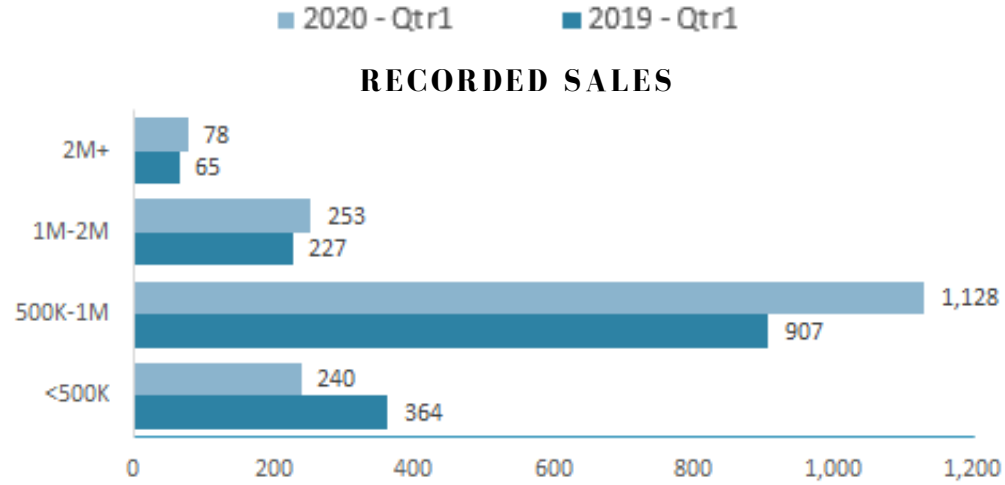
KEY NOTES

<500K price tranche has a 34% decrease in sales number with 10% increase in price per square feet.

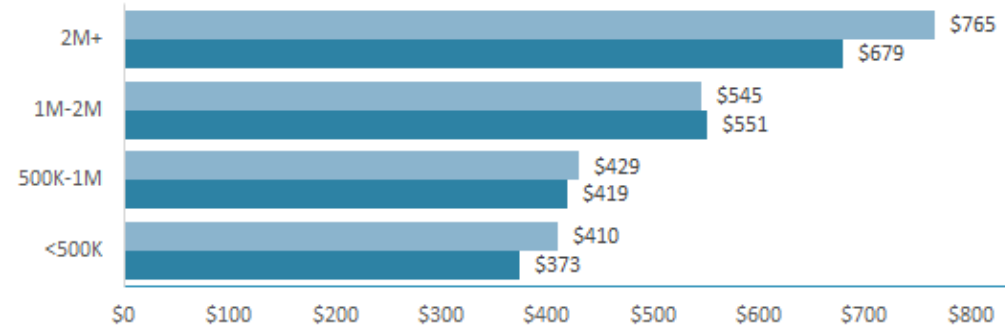
AVERAGE DAYS ON MARKET



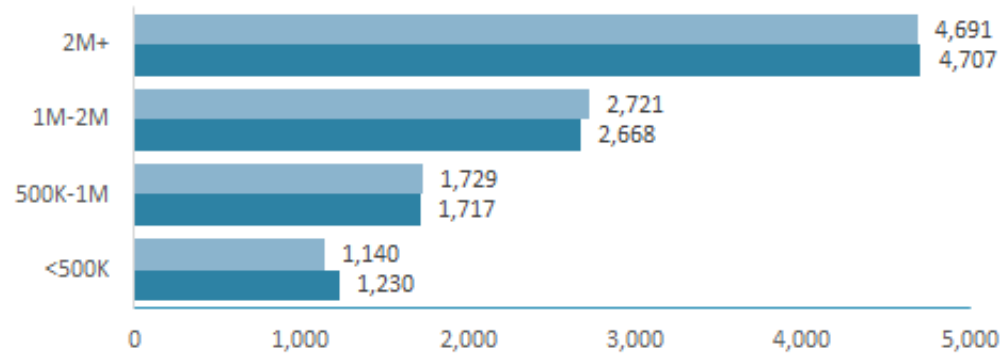
RECORDED SALES



AVERAGE PRICE PER FOOT



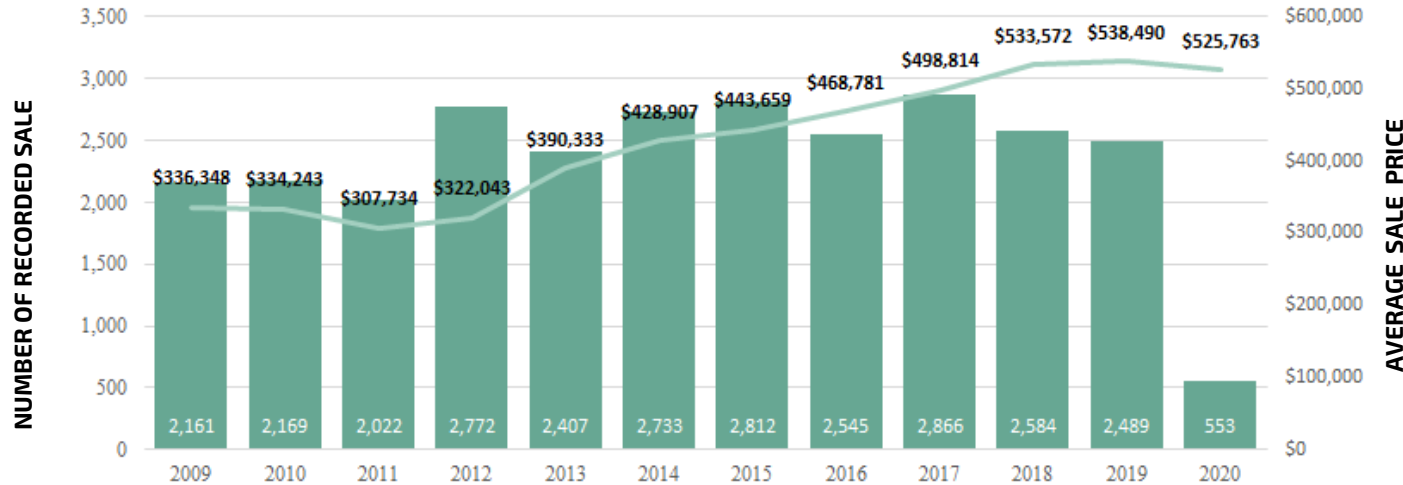
AVERAGE LIVING SQUARE FEET



Condominium & Town Homes

2020 Recorded Sale

RECORDED SALES AND AVERAGE PRICE



Q1 2019

2171

Active Listings

489

Recorded Sales

\$515,366

Average Price

\$388

Average Price Per Foot

45

Days on Market

Q1 2020

1906

Active Listings

533

Recorded Sales

\$525,763

Average Price

\$403

Average Price Per Foot

39

Days on Market

% Diff.

-12%

Change in Listings

9%

Increase in Sale

2%

Increase in Price

4%

Increase in Price Per Foot

-13%

Decrease in Days on Market

KEY NOTES

- Supply totals for 1st quarter drops by 12%.
- Average sales price in 2020 has flatten.

SAN GABRIEL VALLEY

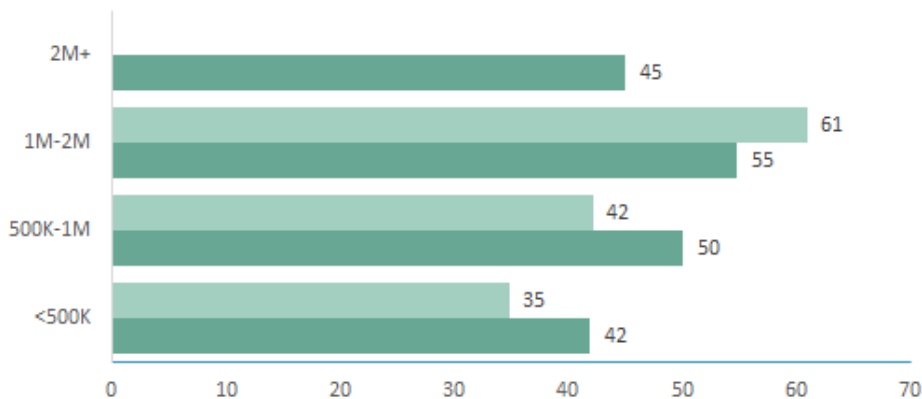
Condominium & Townhouses

In Depth - 2020 Q1

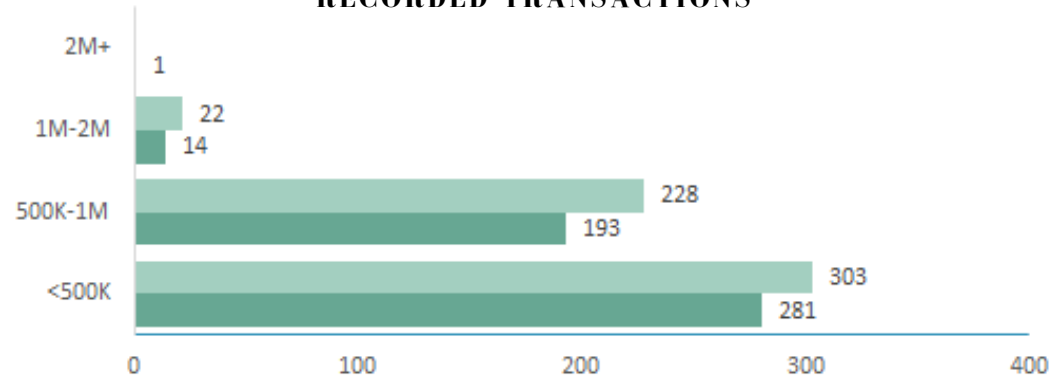
KEY NOTES

- There was no sales over 2 million dollars.
- The number of sales and price per square foot rose, reducing the buyer purchasing power, which explains why we see a decrease in average living square feet for the lower price points.

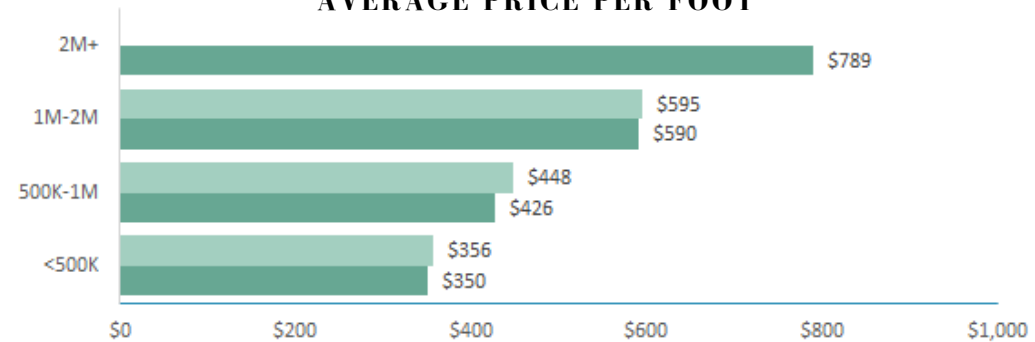
AVERAGE DAYS ON MARKET



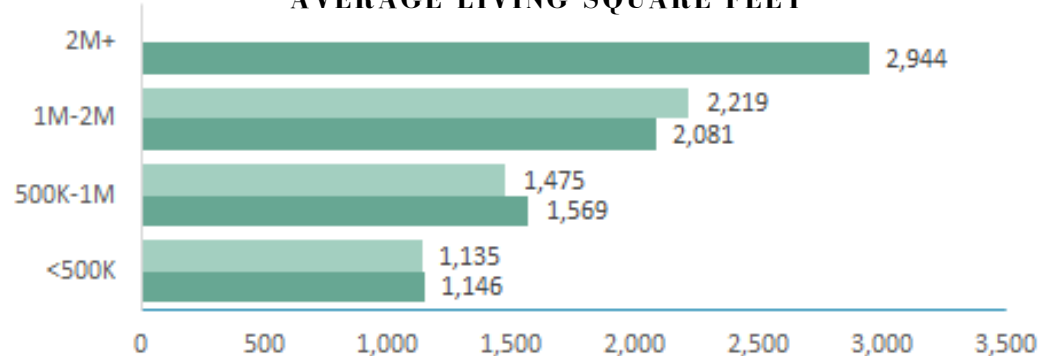
2020 - Qtr1 2019 - Qtr1
RECORDED TRANSACTIONS



AVERAGE PRICE PER FOOT



AVERAGE LIVING SQUARE FEET



REGIONAL QUARTER SALES



SGV REGIONS

NORTH WESTERN

Arcadia
Altadena
La Canada Flintridge
Pasadena
San Marino
South Pasadena

WESTERN CITIES

Alhambra
Montebello
Monterey Park
Rosemead
San Gabriel
Temple City

ROUTE 66

Azusa
Duarte
Glendora
Monrovia

POMONA VALLEY

Claremont
La Verne
Pomona

CENTRAL CORE

Baldwin Park
Covina
El Monte
La Puente
South El Monte
West Covina

SOUTHERN CITIES

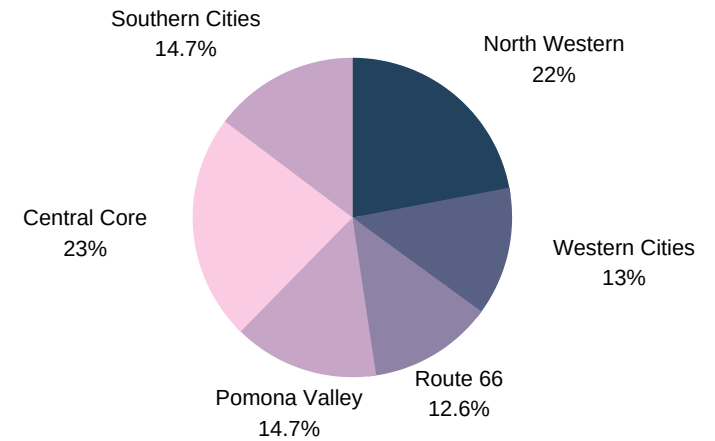
Diamond Bar
Hacienda Heights
Rowland Heights
Walnut

REGIONAL SALES

Single Family Homes

2020- Q1 Sales Information

PERCENTAGE OF SALES BY REGION



SALES BY THE REGION

	North Western	Western Cities	Route 66	Pomona Valley	Central Core	Southern Cities
No. of Sales	374	221	214	250	390	250
YOY	1%	18%	9%	11%	2%	24%
Avg. Sales Price	\$ 1,536,590	\$ 787,130	\$ 750,690	\$ 631,511	\$ 591,367	\$ 775,009
YOY	8%	7%	16%	10%	8%	1%
P/SQFT	\$ 634	\$ 489	\$ 426	\$ 372	\$ 398	\$ 382
YOY	5%	8%	4%	9%	7%	0%
Average DOM	57	39	49	41	34	51
YOY	8%	-7%	20%	-18%	-28%	-14%

KEY NOTES

- The average rents has risen 46% since 2009.

LEASING INFORMATION

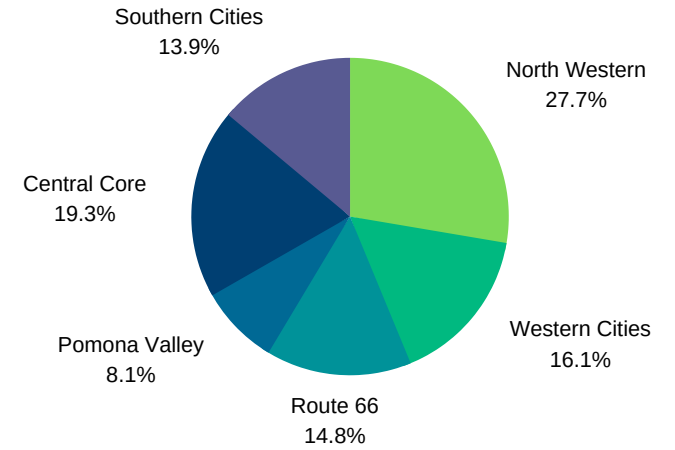
No. of Leases	163	79	69	37	53	129
YOY	-19%	-6%	-23%	-43%	-21%	-21%
P/SQFT	\$ 2.3	\$ 2.0	\$ 1.8	\$ 1.7	\$ 1.9	\$ 1.5
YOY	8%	-5%	-3%	10%	8%	4%

REGIONAL SALES

Condominium & Townhouses

2020- Q1 Sales Information

PERCENTAGE OF SALES BY REGION



SALES BY THE REGION

	North Western	Western Cities	Route 66	Pomona Valley	Central Core	Southern Cities
No. of Sales	153	89	82	45	107	77
YOY	25%	11%	4%	5%	10%	13%
Avg. Sales Price	\$ 730,147	\$ 534,108	\$ 462,898	\$ 397,501	\$ 414,150	\$ 407,007
YOY	0%	-1%	5%	0%	3%	-2%
P/SQFT	\$ 530	\$ 394	\$ 362	\$ 317	\$ 322	\$ 369
YOY	4%	0%	4%	1%	3%	3%
Average DOM	54	31	38	37	32	28
YOY	7%	-27%	-15%	0%	-23%	-45%

LEASING INFORMATION

	North Western	Western Cities	Route 66	Pomona Valley	Central Core	Southern Cities
No. of Leases	129	44	19	20	33	64
YOY	-9%	-12%	-67%	-26%	-6%	-22%
P/SQFT	\$ 2.3	\$ 1.9	\$ 1.9	\$ 1.8	\$ 1.8	\$ 1.9
YOY	0%	-4%	2%	8%	1%	3%

KEY NOTES

- Lowest amount of leases signed in Route 66 region since Q1 of 2011.
- Rents P/SQFT has risen from \$1.2 to \$1.9 or 58% since 2009.

WHY US

SGV Housing empowers you with our understanding and experience in real estate investment and development. With our skill sets in financial analysis, entitlements, project management, market research, and sales and marketing, we possess the skill sets necessary to take an idea and dream to completion. Build to the right market, minimize the mistakes, and maximize the returns by developing with SGV Housing.



SGV HOUSING

MEET THE TEAM

ALEX CHEN

LEAD REALTOR

DRE# 01888424

PHONE: 626.375.0606

EMAIL: ALEX@SGVHOUSING.COM

WILLIAM CHEN

SALES AND MARKETING

DRE# 02084092

PHONE: 626.818.7572

EMAIL: WILLIAM.CHEN@SGVHOUSING.COM

FOLLOW US ON SOCIAL MEDIA

#SGVHOUSING

Instagram

Facebook



If you have inquiries
or are in need of
clarification on any
aspect of marketing,
please contact:
info@sgvhousing.com



#SGVHOUSING