

A circular graphic featuring a city skyline at sunset, with the sun low on the horizon and buildings silhouetted against the orange and yellow sky. The graphic is centered on the page and partially overlaps the main title text.

# *Q3-2019 HOUSING REPORT*

SGV HOUSING  
BY: ALEX CHEN

#SGVHOUSING



# REAL ESTATE INSIGHT TO EMPOWER YOU

*Our goal is to provide owners, investors, and developers with  
research to guide through critical real estate decisions*



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# *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**

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*

## THIRD QUARTER

## SAN GABRIEL VALLEY

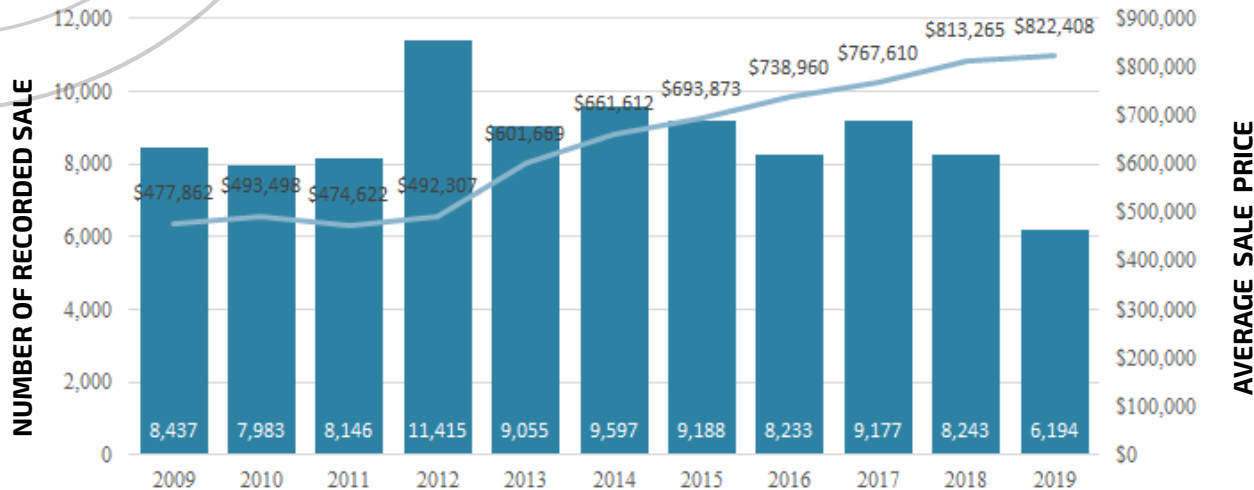
# Single Family Homes

## 2019 Recorded Sale

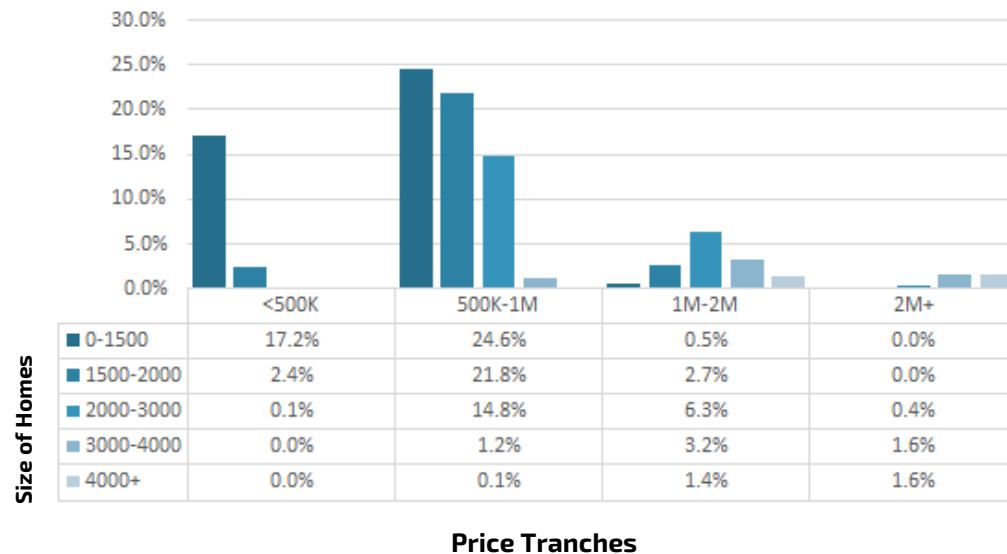
Since 2012, recorded transactions of single family homes have slowly been declining, currently we see a 14% drop in transactions.

However, prices have increased 24% and days on market have dropped 28% since 2012.

### RECORDED SALES AND AVERAGE PRICE



### 2019 RECORDED SALES BY PERCENTAGE OF TOTAL MARKET SALES



Through three quarters in 2019, San Gabriel Valley has a recorded 6,194 transactions with 63% of sales in the 500K-1M dollar price point. 20% of sales were in the less than 500K price tranche. 18% of the recorded sales in 2019 have come with a price tag of above 2 million dollars.

## SAN GABRIEL VALLEY

# Single Family Homes

### *In Depth Q3 -2019 Recap*

The number of recorded sales for properties under 500K and over 2 Million dollars both saw a decline from Q3 2018 to Q3 2019, 17% and 34% respectively. There was a 10% increase in sales for properties within 1 to 2 million dollars and 6% increase for properties in 500K-1M.

Price per square feet remained relatively flat throughout all price tranches with a 1% increase.

From quarter to quarter there was not a drop in recorded sales, however there was a significant decrease in the amount of properties available on the market during this time.

### Q3 2018

**2772**

Active Listings

**2280**

Recorded Sales

**\$823,520**

Average Sale Price

**\$448**

Average Price  
Per Foot

**34**

Days on Market

### Q3 2019

**2534**

Active Listings

**2283**

Recorded Sales

**\$814,087**

Average Sale Price

**\$449**

Average Price Per  
Foot

**39**

Days on Market

**-9%**

Drop in Listings

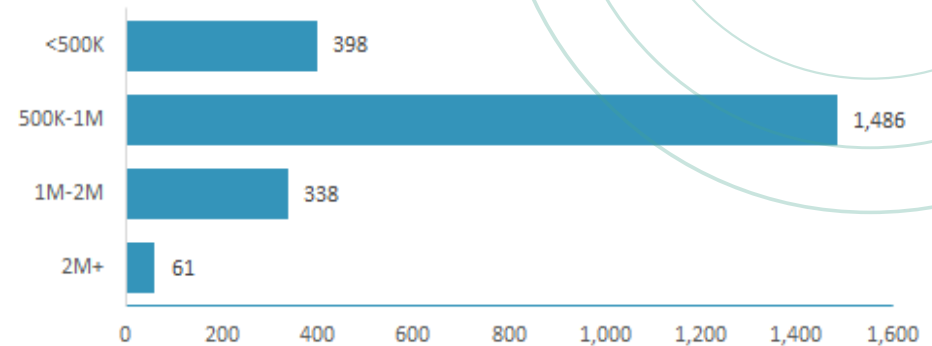
**0%**

Change in Sales

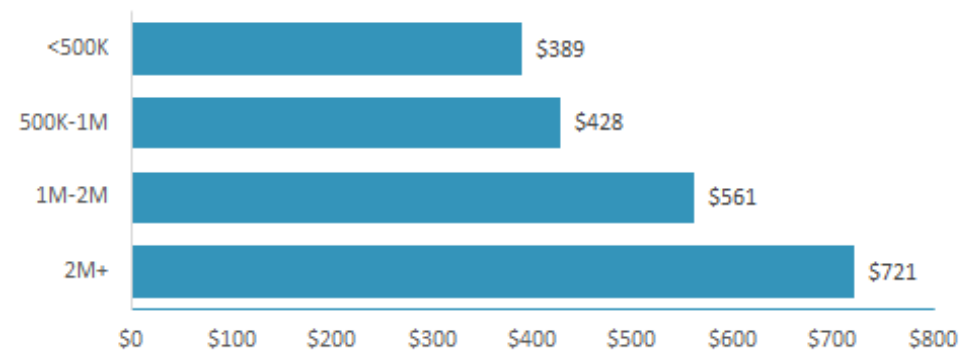
**-1%**

Decrease in Price

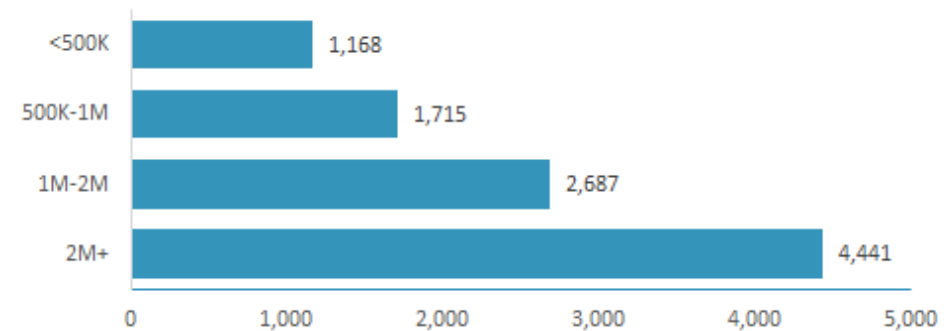
### Q3-2019 RECORDED SALES



### Q3-2019 AVERAGE PRICE PER FOOT



### Q3-2019 AVERAGE LIVING SQUARE FEET

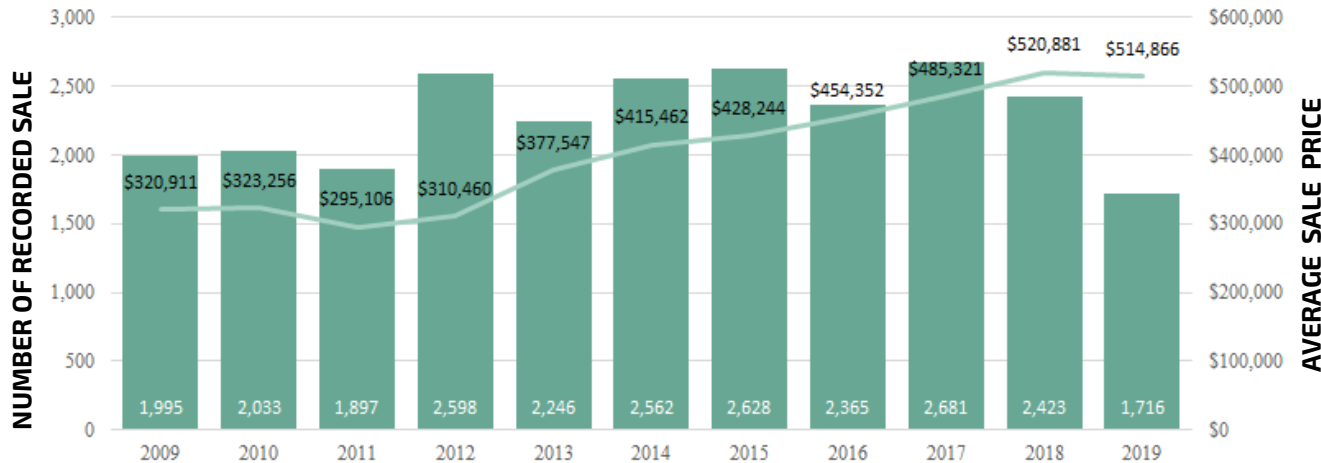




# Condominium & Townhouses

## 2019 Recorded Sale

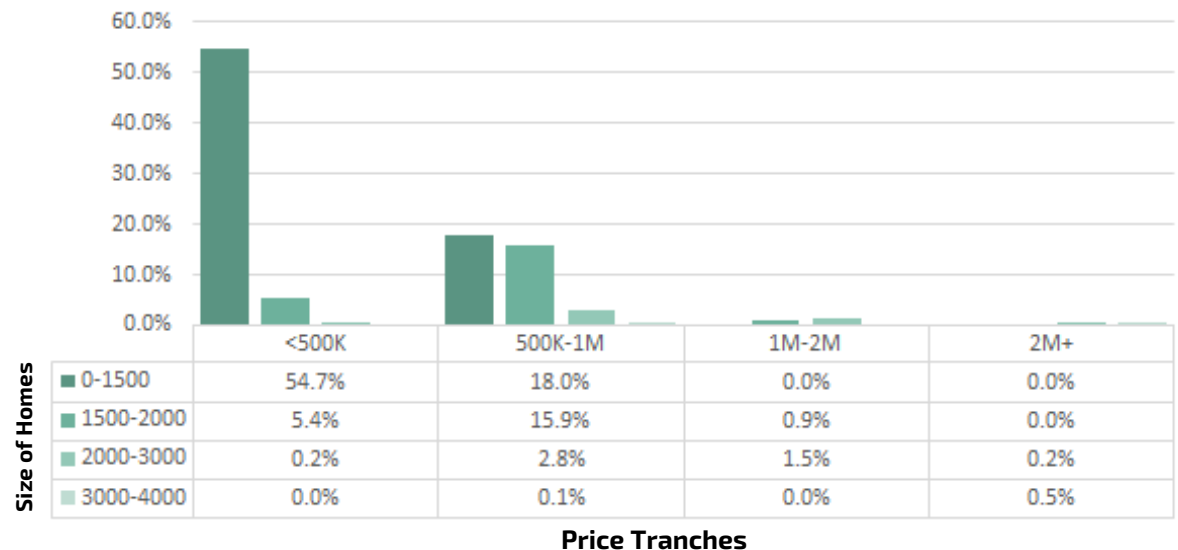
RECORDED SALES AND AVERAGE PRICE



Since 2014, condominium & town homes sales prices have increased 24%, while days on market have reduce 37%. Sales volume has has fluctuated from year to year about 5%-10%.

So far in 2019 there have been total of 1,716 recorded transactions of condominium and town homes. 60% of these transactions are within the 0-500K range and 37% within 1M price range. Lets compare these numbers to a few years ago will give us a better context. In 2016, 73% of transactions were sold within 0-500K range and 26% were sold within 1M price range.

2019 RECORDED SALES BY PERCENTAGE OF TOTAL MARKET SALES



## SAN GABRIEL VALLEY

# Condominium & Townhouses

### *In Depth Q3- 2019 Recap*

Properties in the 2M+ price tranche saw the largest growth YoY Q3 in 3 categories: recorded transactions, price per foot, and living square feet. The transaction rose 75% from 4-7, price per foot increased 7% from \$793 to \$845, and living size jumped 19% from 2,744 to 3,262. Luxury condominiums and townhouses for sale is a new product type which is starting to find its way on the market two years ago.

500K-1M had a 18% drop of transactions , but had a 2% grow in price, \$437 to \$445 per foot.

### Q3 2018

**680**

Active Listings

**665**

Recorded Sales

**\$519,490**

Average Price

**\$234**

Average Price Per Foot

**28**

Days on Market

### Q3 2019

**678**

Active Listings

**603**

Recorded Sales

**\$527,858**

Average Price

**\$236**

Average Price Per Foot

**31**

Days on Market

**0%**

Change in Listings

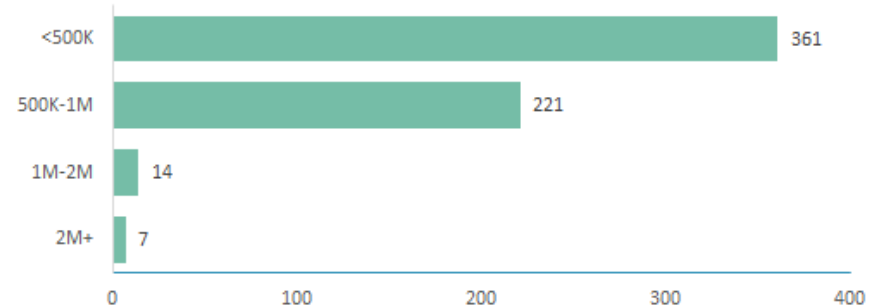
**-9%**

Drop in Sale

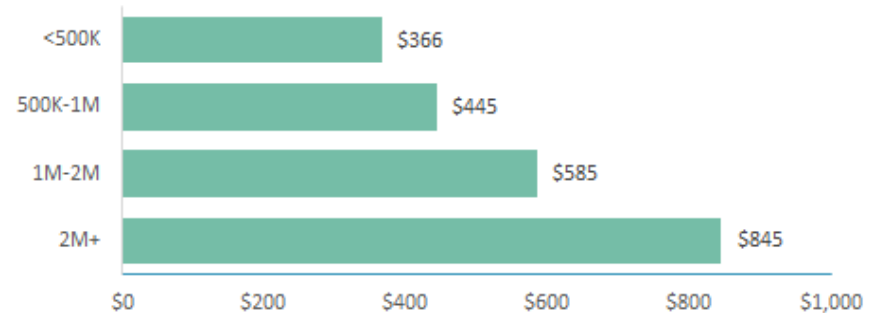
**2%**

Increase in Price

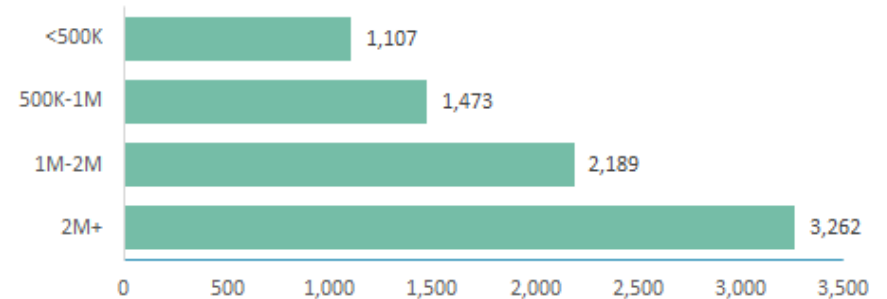
### Q3-2019 RECORDED TRANSACTIONS



### Q3-2019 AVERAGE PRICE PER FOOT



### Q3-2019 AVERAGE LIVING SQUARE FEET



# *REGIONAL QUARTER SALES*



# *SGV REGIONS*

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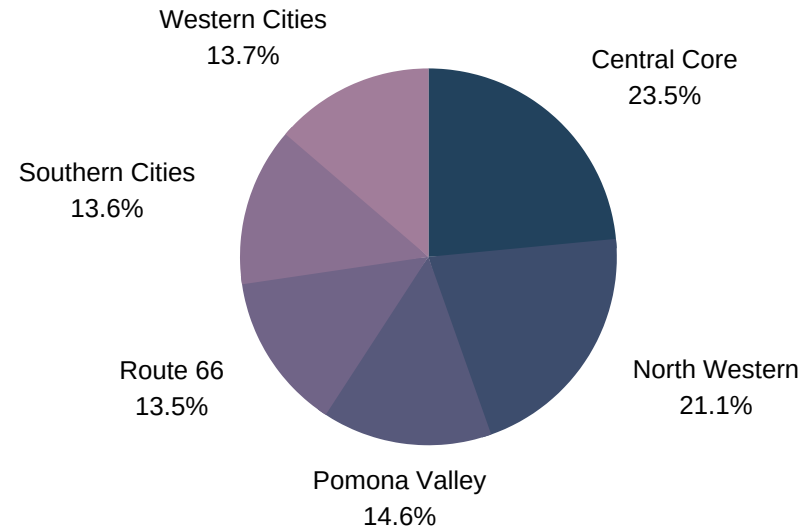
Diamond Bar  
Hacienda Heights  
Rowland Heights  
Walnut

## REGIONAL SALES

# Single Family Homes

*2019- Q3 Sales*

## PERCENTAGE OF SALES BY REGION



## SALES BY THE REGION

	North Western		Western Cities		Route 66		Pomona Valley		Central Core		Southern Cities	
No. of Sales	482		313		308		333		536		311	
YOY	6%		3%		-6%		-3%		-1%		-1%	
Avg. Sales Price	\$	1,353,141	\$	770,571	\$	698,199	\$	608,410	\$	568,865	\$	780,064
YOY	-7%		-2%		-2%		4%		2%		1%	
P/SQFT	\$	634	\$	483	\$	418	\$	350	\$	381	\$	379
YOY	0%		0%		-3%		2%		1%		-4%	
Average DOM	45		32		40		41		34		40	
YOY	4%		8%		29%		27%		32%		0%	

If you are looking for an investment property the central core may be the best area because of the price point and transactions volume. Since 2013 average price of the central core has risen by 42%.

## REGIONAL SALES

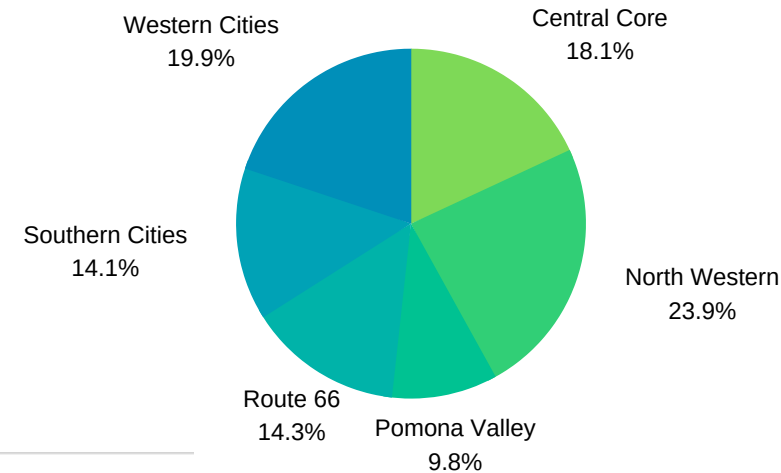
# Condominium & Townhouses

2019- Q3 Sales

### SALES BY THE REGION

	North Western		Western Cities		Route 66		Pomona Valley		Central Core		Southern Cities	
<b>No. of Sales</b>		144		120		86		59		109		85
YOY		-7%		8%		-33%		-31%		10%		-2%
<b>Avg. Sales Price</b>	\$	780,245	\$	540,987	\$	436,627	\$	382,056	\$	404,043	\$	420,236
YOY		5%		-3%		-5%		-6%		1%		1%
<b>P/SQFT</b>	\$	562	\$	401	\$	362	\$	317	\$	316	\$	366
YOY		4%		-1%		3%		1%		2%		-2%
<b>Average DOM</b>		40		33		31		40		41		42
YOY		22%		25%		9%		12%		48%		53%

### PERCENTAGE OF SALES BY REGION

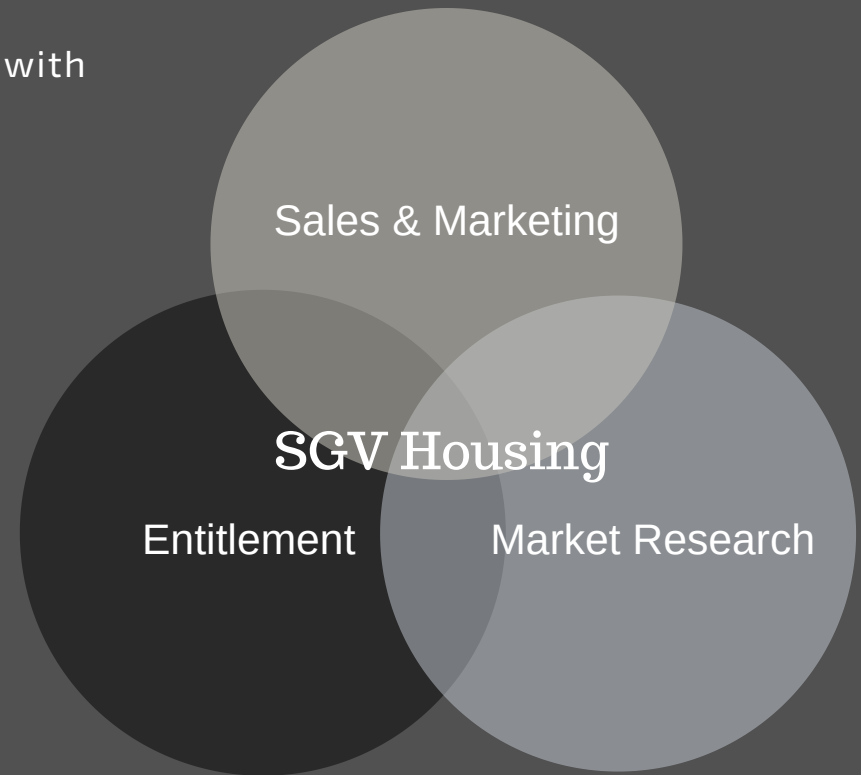


Similar to single family homes trends, Western Cities, North Western, and Southern Cities are at the higher price point of the market. Central Core still has highest sales volume.



# WHY US

At SGV Housing supply value for you with our understanding and experience in real estate 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 binary code in your bank account. Build to the right market, minimize the mistakes, and maximize the returns by developing with SGV Housing.



# SGV HOUSING

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