



Q4-2019

*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

FOURTH QUARTER

SAN GABRIEL VALLEY

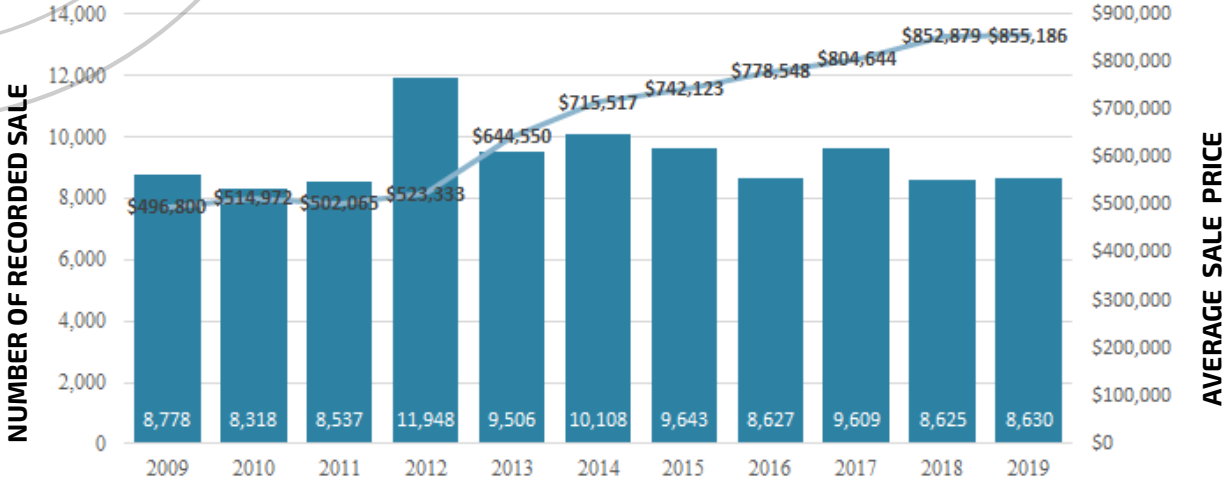
Single Family Homes

2019 Recorded Sale

There was a total of 8,630 recorded sales in the San Gabriel Valley for 2019 with an average sales price of \$855K.

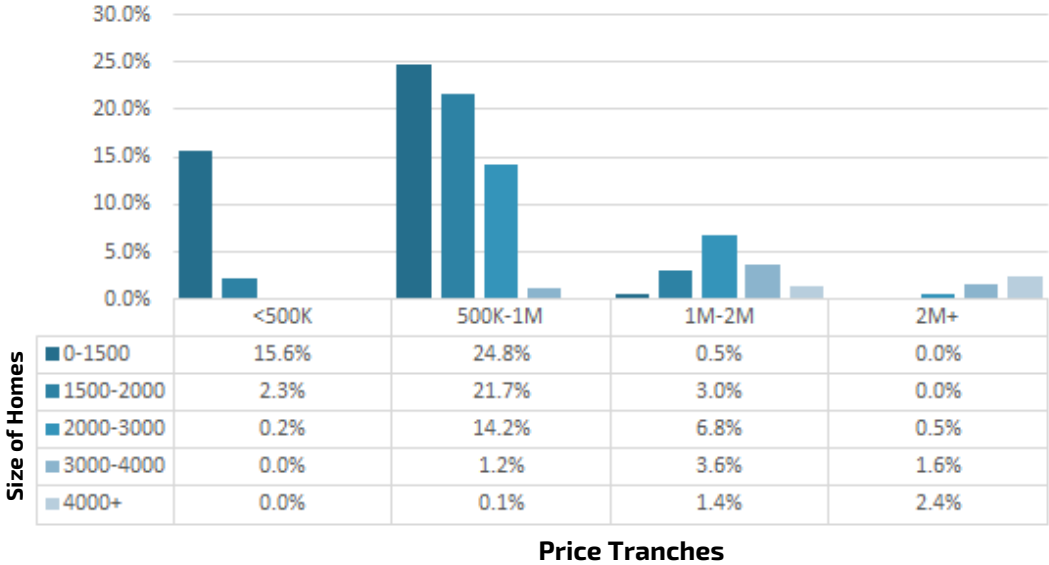
For single family homes in the San Gabriel Valley there was over 7.3 billion dollars of value bought and sold this year.

RECORDED SALES AND AVERAGE PRICE



The year ended with 62% of all sales occurring in the 500K-1M dollar price point. In second with 18% of the total market size was the price tranche of less than 500 thousand. We will continue to see affordability diminish as more homes move into the above 500K price point.

2019 RECORDED SALES BY PERCENTAGE OF TOTAL MARKET SALES



SAN GABRIEL VALLEY

Single Family Homes

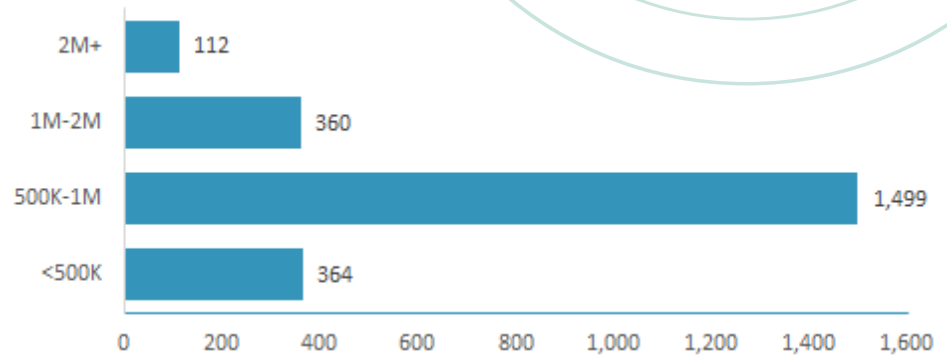
In Depth Q4 -2019 Recap

Compared to Q4 of 2018 all price tranches above 500 thousand dollars, 500K - 2M+, saw a jump in recorded sales of 30% YoY, while homes under 500K witnessed a 18% decline YoY. The reductions of sales in <500K range could be from increase in sales prices or off market sales. To further this point, price per square feet for homes in that price range, <500K, saw the largest increase of 6% for YoY. While other price ranges saw zero to 3% gain in the same time frame.

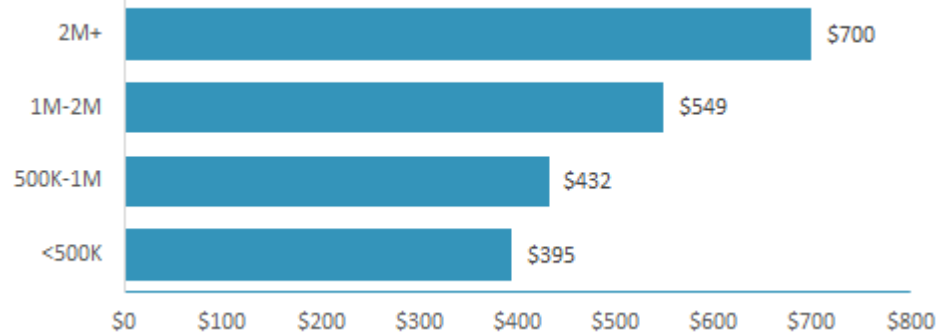
Q4 of 2019 was vastly different from previous years. Majority of times we see a slow down in sales and decrease in price.

Q4 2018	Q4 2019	% Diff.
8615 Total Active Listings	7443 Total Active Listings	-13% Drop in Listings
1946 Recorded Sales	2335 Recorded Sales	20% Increase in Sales
\$846,252 Average Sale Price	\$863,253 Average Sale Price	2% Increase in Price
\$449 Average Price Per Foot	\$457 Average Price Per Foot	
42 Days on Market	42 Days on Market	

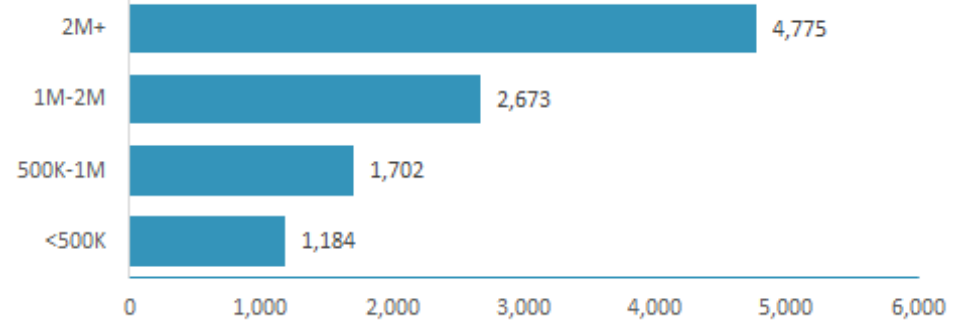
Q4-2019 RECORDED SALES



Q4-2019 AVERAGE PRICE PER FOOT



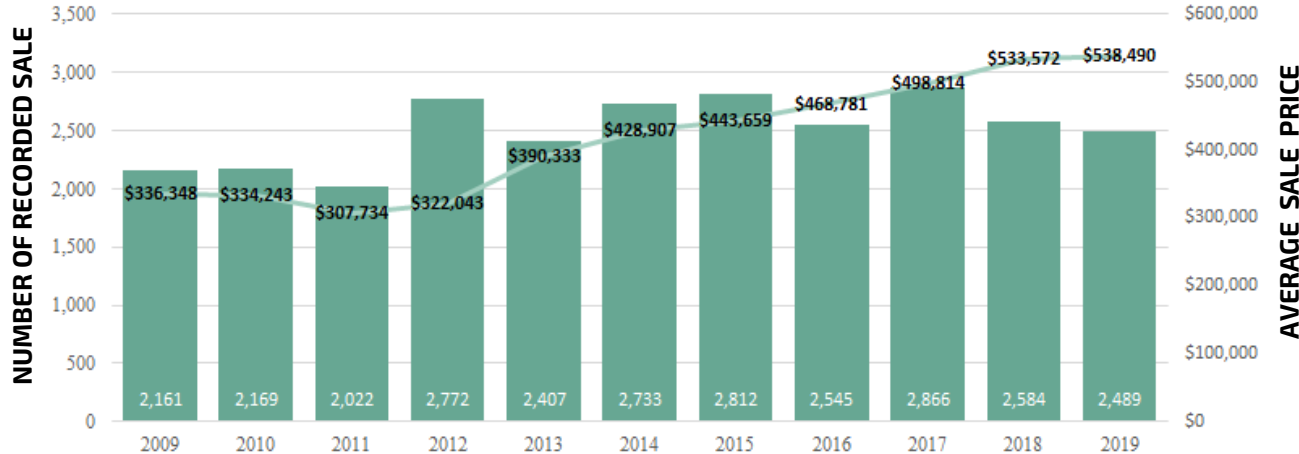
Q4-2019 AVERAGE LIVING SQUARE FEET



Condominium & Town Homes

2019 Recorded Sale

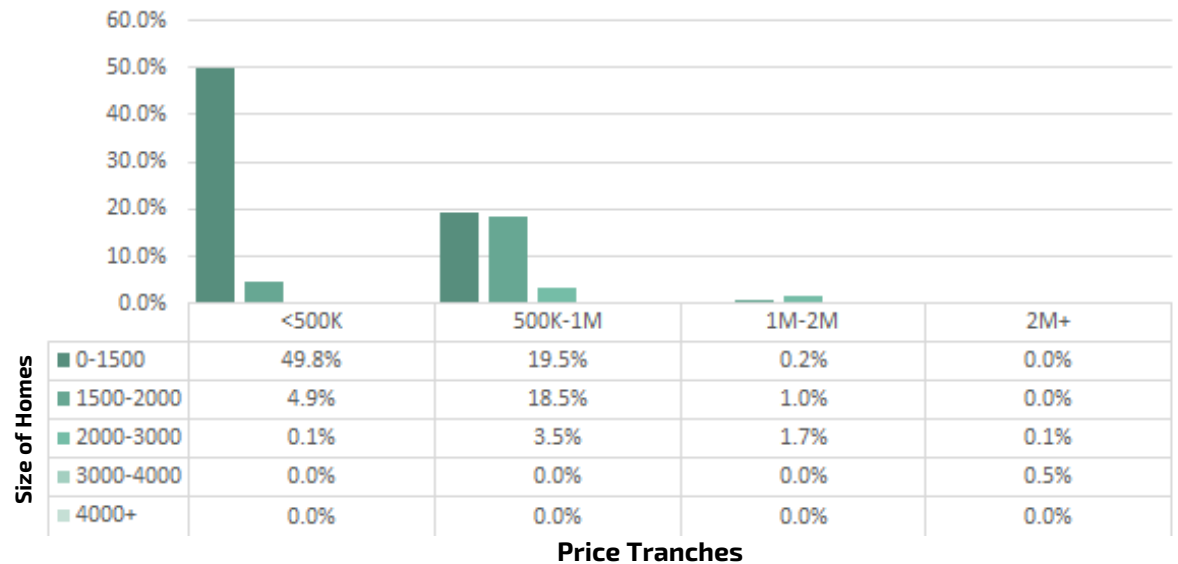
RECORDED SALES AND AVERAGE PRICE



2019 had a total of 2,489 transactions with the average price of \$538,000 dollars. In 2019 there was a total of 1.3 billion dollars worth of townhouses and condominiums sold in the San Gabriel Valley.

When comparing the 2019 to 2018 numbers of transactions and market size has remained relatively the same. What we are seeing is prices are going up, so the amount of small townhouse and condos selling <500 thousand dollars is becoming smaller market share. comparing some 2017 to 2019 will give us a bit more context within just two years size 0-1500 sold 54% and 15%. That same price tranche in 2019 are now 50% and 19%.

2019 RECORDED SALES BY PERCENTAGE OF TOTAL MARKET SALES



SAN GABRIEL VALLEY

Condominium & Townhouses

In Depth Q4- 2019 Recap

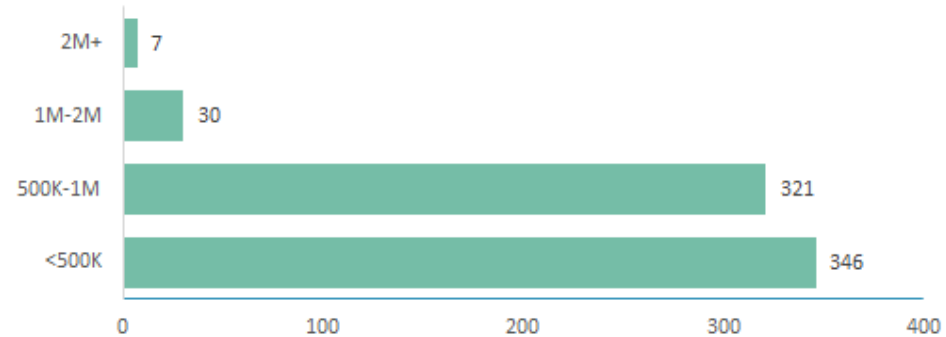
When looking into the charts the staggering number is the price per square feet for 2M+ transactions at \$1,263. After taking deeper look into those numbers and transactions its to no surprise that it is human error. Excluding that one transaction average price per is \$793 a foot.

Overall condominiums and townhouses saw a increase in sales and price for Q4, which is very uncommon due to the holidays.

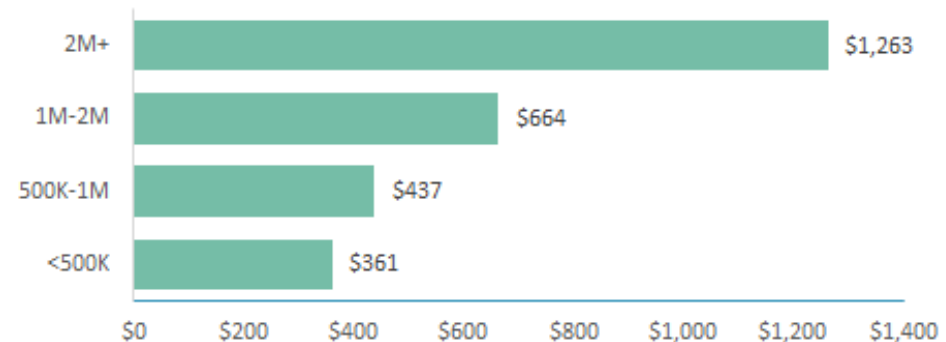
Luxury condominiums and townhouses are very popular right now and its going to be interesting to follow that market over the next couple years.

Q4 2018	Q4 2019	% Diff.
680 Active Listings	678 Active Listings	0% Change in Listings
564 Recorded Sales	704 Recorded Sales	25% Increase in Sale
\$551,268 Average Price	\$566,178 Average Price	3% Increase in Price
\$400 Average Price Per Foot	\$418 Average Price Per Foot	
38 Days on Market	40 Days on Market	

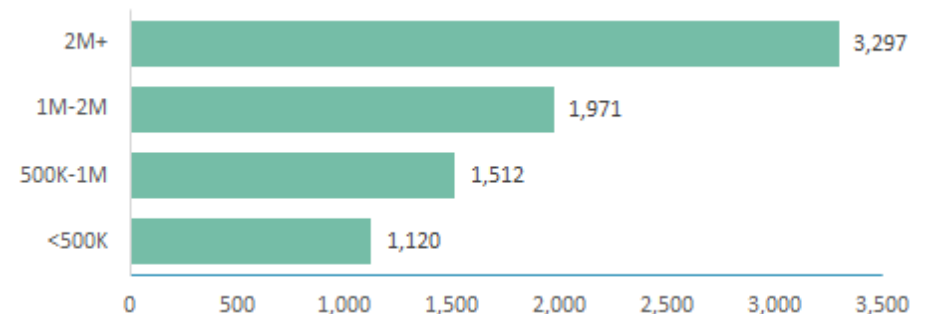
Q4-2019 RECORDED TRANSACTIONS



Q4-2019 AVERAGE PRICE PER FOOT



Q4-2019 AVERAGE LIVING SQUARE FEET



REGIONAL QUARTER SALES



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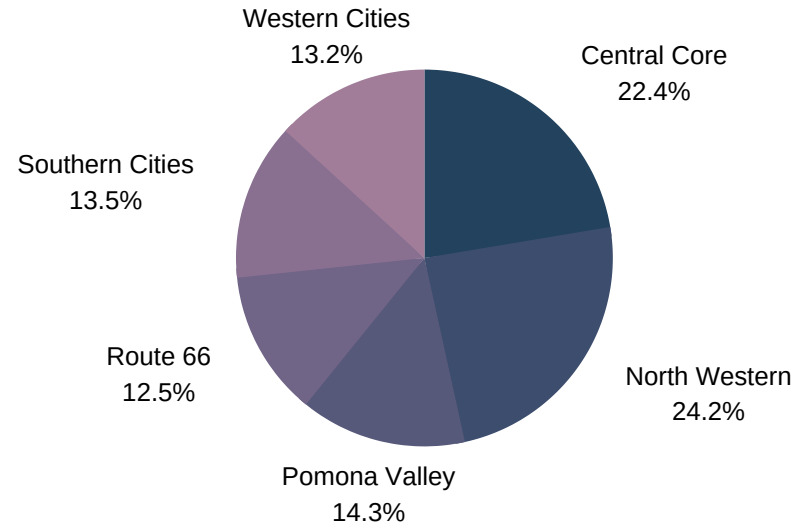
Diamond Bar
Hacienda Heights
Rowland Heights
Walnut

REGIONAL SALES

Single Family Homes

2019- Year 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	2087	1140	1079	1232	1930	1162
YOY	2%	0%	-2%	3%	-5%	5%
Avg. Sales Price	\$ 1,449,954	\$ 772,086	\$ 683,069	\$ 600,714	\$ 560,959	\$ 786,804
YOY	-3%	1%	0%	5%	2%	0%
P/SQFT	\$ 614	\$ 484	\$ 421	\$ 348	\$ 381	\$ 380
YOY	0%	-1%	0%	3%	2%	0%
Average DOM	50	36	39	42	39	48
YOY	12%	7%	16%	20%	32%	10%

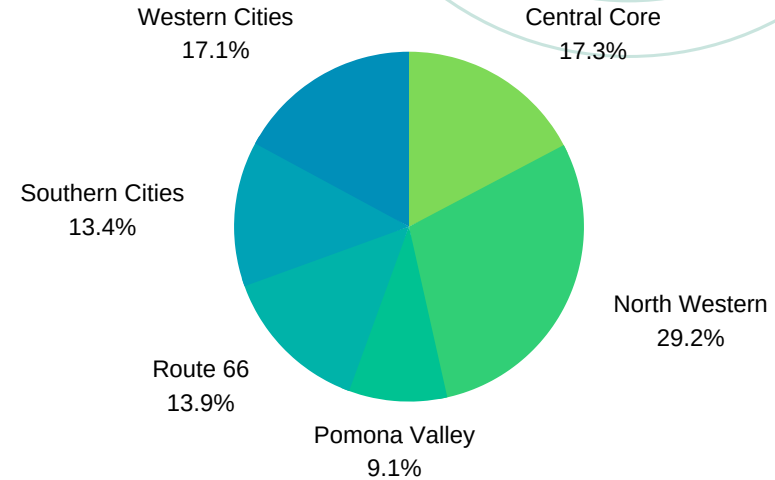
Central Core still seems like a very interesting area for investments due to high demand and affordability. Homes in these areas have good lot sizes as well, so grouping that with recent law changes of ADU's its a market that should be explored.

REGIONAL SALES

Condominium & Townhouses

2019- Year 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	727	426	346	226	430	334
YOY	-6%	-5%	-10%	-19%	6%	14%
Avg. Sales Price	\$ 753,359	\$ 546,090	\$ 448,960	\$ 388,955	\$ 407,497	\$ 423,674
YOY	2%	1%	1%	0%	2%	1%
P/SQFT	\$ 524	\$ 409	\$ 350	\$ 309	\$ 316	\$ 365
YOY	1%	1%	3%	1%	2%	-1%
Average DOM	45	37	36	38	41	42
YOY	27%	14%	14%	17%	38%	31%

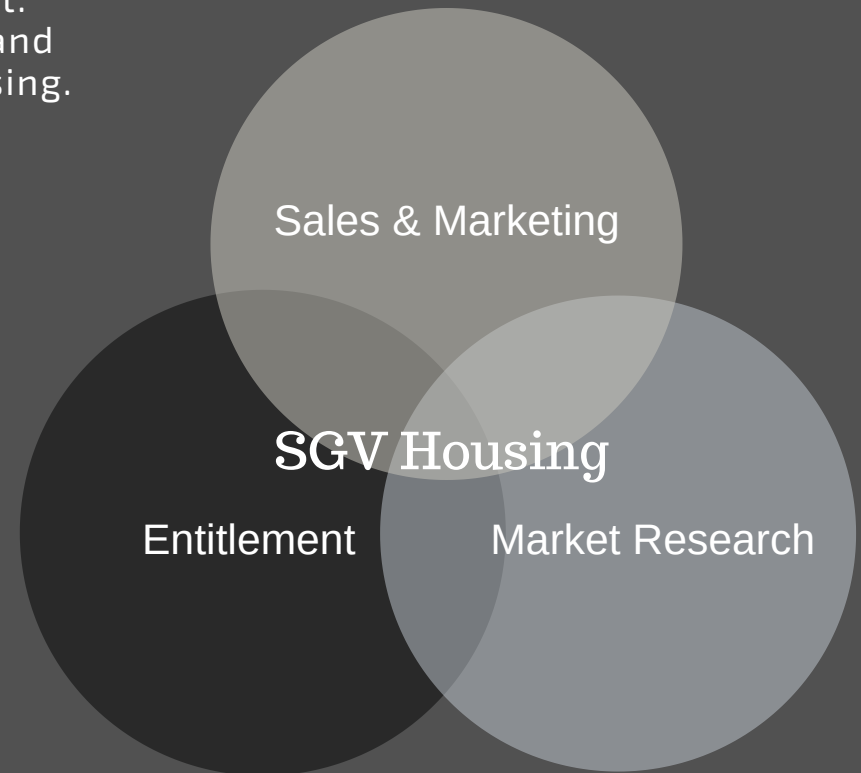
Condominium and townhouses seem to be a good buy in the Southern Cities right now if you are looking for investment or a home. The average single family home price in Southern Cities is nearly the same as the Western Cities at \$780K. However, the average condo and townhouse price is over \$100K difference.

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 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

MEET THE TEAM

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