

Laguna Beach Real Estate

March 2019 Sales Report

Boyd Roberts | Broker | Gallery Real Estate

949-463-9152

Videos, Reports, and Charts at www.LagunaGalleryRealEstate.com

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****Chart of the Month****

My Take

As predicted in last month's report, March was most impressive. The median price rose \$145,000 to an even \$2,100,000 – the third highest print ever (chart on page 7). The number of closings – at 36 – was twice February's number (closing detail on page 3). The supply of homes imploded by almost 50% to a very normal 7.7 months (chart on page 10). And the Sold 12-month Moving Median broke to an all-time high at \$1,875,000 (chart on page 7).

The \$2-3M sector was particularly impressive. (All sector breakdowns on page 4.) 1/3 of all closings in March were in that sector. Also notable was the \$3-5M price point. The supply of homes in that sector has collapsed from over 31 months to just under 13.

What's next? After going up 5 months in a row for a total of \$550,000 in increases, I am now forecasting a pull back. With median pending prices \$350,000 lower than last month's sold median, my short-term pending indicator, which has never been wrong, is now signaling a pullback (see the Pending Indicator chart at <https://www.lagunagalleryrealestate.com/charts>). Check back next month to see what happens.

If you are looking for the most comprehensive Laguna Beach real estate market information, go to my website www.LagunaGalleryRealEstate.com. A If you are looking for an experienced broker, who knows Laguna Beach like no one else, call me at 949-463-9152 anytime.

1	March Closing Detail							
2	Address	Date	Original Price	Closing Price	Reduction	% Redu	\$ Sq Ft	DOM
3	1555 Caribbean Way	3/1/2019	\$ 3,200,000	\$ 2,877,500	\$ 322,500	10.0%	\$ 720	110
4	645 Buena Vista Way	3/1/2019	\$ 3,995,000	\$ 3,590,000	\$ 405,000	10.1%	\$ 875	768
5	251 Lower Cliff Drive #9	3/5/2019	\$ 1,195,000	\$ 1,000,000	\$ 195,000	16.3%	\$ 930	68
6	470 Hawthorne Road	3/5/2019	\$ 2,795,000	\$ 2,500,000	\$ 295,000	10.5%	\$ 1,654	134
7	844 Bluebird Canyon	3/6/2019	\$ 2,299,900	\$ 2,100,000	\$ 199,900	8.6%	\$ 890	45
8	30852 Marilyn Drive	3/6/2019	\$ 3,695,000	\$ 3,300,000	\$ 395,000	10.6%	\$ 910	76
9	2894 Zell Drive	3/7/2019	\$ 2,795,000	\$ 2,100,000	\$ 695,000	24.8%	\$ 764	444
10	130 Irvine Cove Circle	3/8/2019	\$ 7,550,000	\$ 7,550,000	\$ -	0.0%	\$ 1,210	0
11	2975 Chillon Way	3/9/2019	\$ 1,995,000	\$ 1,860,000	\$ 135,000	6.7%	\$ 832	77
12	1435 Cerritos Drive	3/9/2019	\$ 3,295,000	\$ 3,185,000	\$ 110,000	3.3%	\$ 605	78
13	199 Emerald Bay	3/9/2019	\$17,950,000	\$16,050,000	\$1,900,000	10.5%	\$ 2,267	276
14	260 Emerald Bay	3/11/2019	\$ 5,300,000	\$ 3,695,000	\$1,605,000	30.2%	\$ 1,375	541
15	1061 Canyon View Drive	3/12/2019	\$ 3,195,000	\$ 2,875,000	\$ 320,000	10.0%	\$ 1,073	348
16	2090 Ocean Way	3/12/2019	\$ 3,295,000	\$ 3,295,000	\$ -	0.0%	\$ 1,922	3
17	645 Anita Street	3/14/2019	\$ 1,995,000	\$ 1,900,000	\$ 95,000	4.7%	\$ 1,529	36
18	31538 West Street	3/14/2019	\$ 2,680,000	\$ 2,175,000	\$ 505,000	18.8%	\$ 891	119
19	10 Vista Del Sol	3/15/2019	\$ 2,595,000	\$ 2,285,000	\$ 310,000	11.9%	\$ 1,494	0
20	484 Nyes Place	3/15/2019	\$ 2,475,000	\$ 2,000,000	\$ 475,000	19.1%	\$ 714	294
21	259 Viejo Street	3/20/2019	\$ 1,695,000	\$ 1,460,000	\$ 235,000	13.8%	\$ 1,216	130
22	2240 Hillview	3/20/2019	\$ 2,195,000	\$ 2,000,000	\$ 195,000	8.8%	\$ 622	15
23	680 Cuprien Way	3/20/2019	\$ 825,000	\$ 830,000	\$ (5,000)	-0.6%	\$ 1,451	3
24	1214 Anacapa Way	3/21/2019	\$ 1,888,000	\$ 1,845,000	\$ 43,000	2.2%	\$ 711	5
25	1189 Catalina	3/21/2019	\$ 2,100,000	\$ 2,100,000	\$ -	0.0%	\$ 1,050	0
26	31962 Sunset Avenue	3/21/2019	\$ 1,750,000	\$ 1,519,000	\$ 231,000	13.2%	\$ 1,180	169
27	274 Diamond Street	3/21/2019	\$ 1,995,000	\$ 1,804,000	\$ 191,000	9.5%	\$ 590	244
28	355 Saint Anns	3/22/2019	\$ 1,680,000	\$ 1,425,000	\$ 255,000	15.1%	\$ 1,500	128
29	1539 Caribbean Way	3/25/2019	\$ 4,289,000	\$ 3,625,000	\$ 664,000	15.4%	\$ 1,007	315
30	430 Broadway Street	3/26/2019	\$ 1,450,000	\$ 1,300,000	\$ 150,000	10.3%	\$ 584	138
31	586 Nyes Place	3/26/2019	\$ 4,388,000	\$ 3,100,000	\$1,288,000	29.3%	\$ 805	272
32	578 N. Coast	3/27/2019	\$ 2,350,000	\$ 2,000,000	\$ 350,000	14.8%	\$ 769	129
33	1500 Caribbean Way	3/28/2019	\$ 1,950,000	\$ 1,510,000	\$ 440,000	22.5%	\$ 497	35
34	310 San Nicholas Court	3/29/2019	\$ 649,000	\$ 600,000	\$ 49,000	7.5%	\$ 396	36
35	777 Manzanita	3/29/2019	\$ 1,895,000	\$ 1,825,000	\$ 70,000	3.6%	\$ 1,234	86
36	934 Miramar	3/29/2019	\$ 1,430,000	\$ 1,202,000	\$ 228,000	15.9%	\$ 891	175
37	32032 Sunset Avenue	3/29/2019	\$ 2,150,000	\$ 2,140,000	\$ 10,000	0.4%	\$ 891	21
38	1887 Rim Rock Canyon Road	3/29/2019	\$ 3,695,000	\$ 3,330,000	\$ 365,000	9.8%	\$ 886	250
39								
40	Sold off market not used in all calculations			\$ 2,100,000	\$ 255,000	10.5%	\$ 891	128 Median

March 2019 Sales Data

ACTIVEs (As of April 1, 2019)

Median	\$ 2,799,000	278 Listings
Median Days on Market (DOM)		65 Days
Median \$ per Square Foot		\$ 1,259

PENDINGs (As of April 1, 2019)

Median	\$ 1,750,000	48 Listings
Median DOM		84 Days
Median \$ per Square Foot		\$ 1,080

SOLDs (February 2019)

Median	\$ 2,100,000	36 Closings
Median Reduction	\$ 255,000	10.5%
Median DOM		128 Days
Median \$ Per Square Foot		\$ 891

SUPPLY of ACTIVEs 3 Month Adjusted SUPPLY	7.7 Months	11.1 Months
The SPREAD (ACTIVEs – SOLDs)		+ \$ 699,000
The PENDING INDICATOR (PENDINGs - SOLDs)		- \$ 350,000

SOLDs 3 Month Median: (1/1/2019 – 3/31/2019)	\$ 2,100,000	75 Closings
DOM		61 Days
\$ Per Square Foot		\$ 896

SOLDs 6 Month Median (10/1/2018 – 3/31/2019):	\$ 1,900,000	139 Sales
SOLDs 12 Month Median (4/1/2018 – 3/31/2019)	\$ 1,875,000	348 Sales

Market Segment Analysis

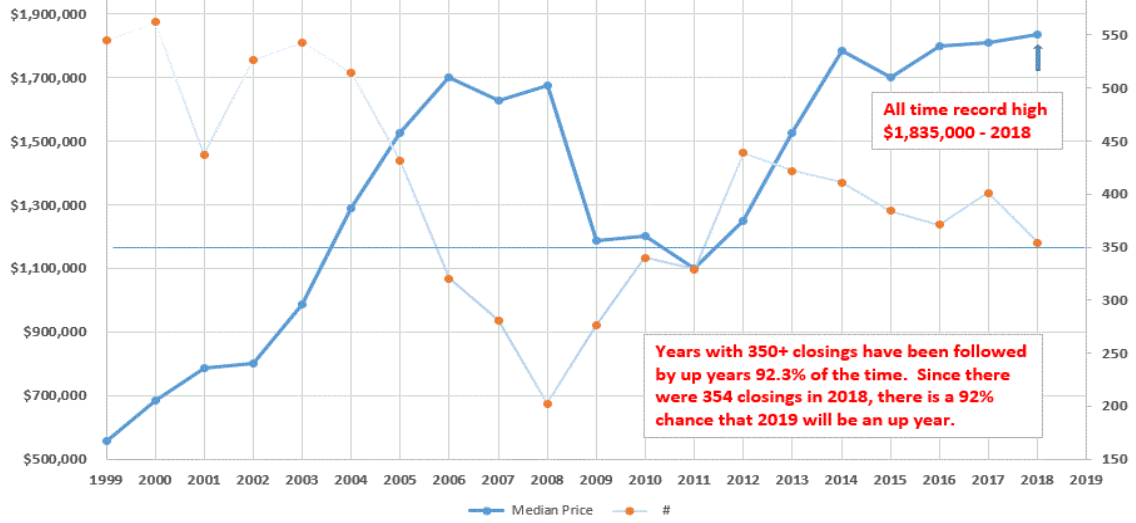
Market Segment	ACTIVEs (As of 4/1/2019)	SOLDs (last 3 Months)	SUPPLY (Adj 3 Months)
\$1,499,999-	14.0%	26.6%	5.85 Months
\$1,500,000 - \$1,999,999	18.3%	18.6%	10.9 Months
\$2,000,000 - \$2,999,999	21.5%	30.6%	7.82 Months
\$3,000,000 - \$4,999,999	20.1%	17.3%	12.9 Months
\$5,000,000 - \$9,999,999	14.3%	04.0%	40.0 Months
\$10,000,000+	11.5%	02.6%	48.0 Months



Laguna Beach Real Estate Chart Sold Median Yearly | Number of Closings Long Term Price Indicator



Year	Median Price	#
1998	\$ 495,000	
1999	\$ 555,000	545
2000	\$ 685,000	562
2001	\$ 785,000	437
2002	\$ 800,000	526
2003	\$ 985,000	543
2004	\$ 1,289,000	514
2005	\$ 1,525,000	431
2006	\$ 1,700,000	320
2007	\$ 1,629,000	281
2008	\$ 1,675,000	202
2009	\$ 1,185,000	276
2010	\$ 1,200,000	340
2011	\$ 1,100,000	329
2012	\$ 1,250,000	439
2013	\$ 1,525,000	422
2014	\$ 1,785,000	411
2015	\$ 1,700,000	384
2016	\$ 1,800,000	371
2017	\$ 1,810,000	401
2018	\$ 1,835,000	354



350 annual closings seems to be the sweet spot. Looking at the years with at least 350 closings (1999, 2000, 2001, 2002, 2003, 2004, 2005, 2012, 2013, 2014, 2015, 2016, and 2017), every following year – except for 2015 – was an up year. The reverse is not as predictive. 2006, 2007, 2008, 2009, 2010, and 2011 all recorded less than 350 closing. Three of the following years (2007, 2009, and 2011) were down. Why? Lagunans tend to sell when they think the price is high enough. When it is not, they simply withdrawal from the market. Volume over 350 closings seems to be the only indicator of an up market. Boyd Roberts is solely responsible for all content/statements/opinions/and conclusions. He is a licensed broker and is not a professional statistician or an economist. All data: has been taken from sources deemed reliable; is not guaranteed; may be subject to compilation errors, data source errors, and statistically invalid data sample sizes. All forecasts and opinions are not guaranteed. This information is for your personal, non-commercial use and may not be used for any other purpose. Copyright 2019. All rights reserved.

For more information call Boyd Roberts at 949-463-9152. DRE 01354788

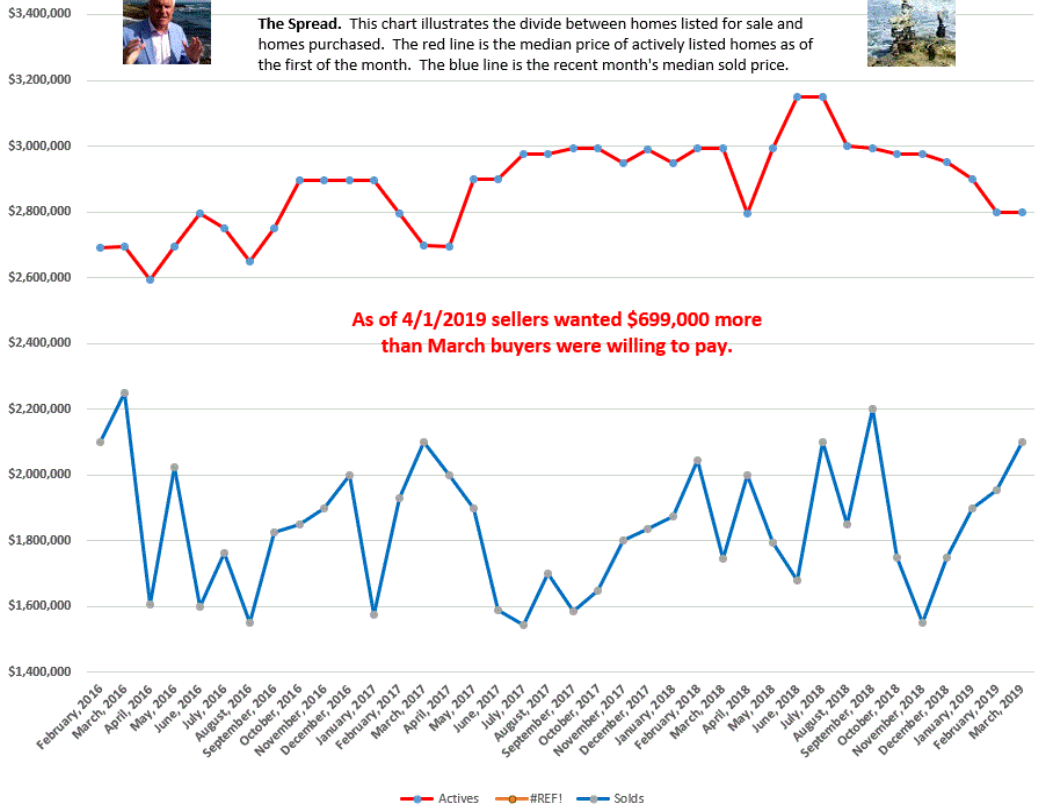
Month	Actives	Solds
February, 2016	\$2,690,000	\$2,100,000
March, 2016	\$2,695,000	\$2,250,000
April, 2016	\$2,595,000	\$1,605,000
May, 2016	\$2,695,000	\$2,025,000
June, 2016	\$2,795,000	\$1,597,995
July, 2016	\$2,750,000	\$1,762,150
August, 2016	\$2,650,000	\$1,550,000
September, 2016	\$2,750,000	\$1,825,000
October, 2016	\$2,895,000	\$1,850,000
November, 2016	\$2,895,000	\$1,900,000
December, 2016	\$2,895,000	\$2,000,000
January, 2017	\$2,895,000	\$1,575,000
February, 2017	\$2,795,000	\$1,930,000
March, 2017	\$2,699,000	\$2,100,000
April, 2017	\$2,695,000	\$1,998,000
May, 2017	\$2,900,000	\$1,900,000
June, 2017	\$2,899,000	\$1,588,750
July, 2017	\$2,975,000	\$1,545,000
August, 2017	\$2,975,000	\$1,700,000
September, 2017	\$2,995,000	\$1,587,300
October, 2017	\$2,995,000	\$1,647,500
November, 2017	\$2,949,000	\$1,800,000
December, 2017	\$2,990,000	\$1,835,000
January, 2018	\$2,949,000	\$1,875,000
February, 2018	\$2,995,000	\$2,045,000
March, 2018	\$2,995,000	\$1,745,000
April, 2018	\$2,795,000	\$2,000,000
May, 2018	\$2,995,000	\$1,795,000
June, 2018	\$3,150,000	\$1,680,000
July, 2018	\$3,150,000	\$2,099,000
August, 2018	\$2,999,999	\$1,850,000
September, 2018	\$2,995,000	\$2,200,000
October, 2018	\$2,975,000	\$1,750,000
November, 2018	\$2,975,000	\$1,550,000
December, 2018	\$2,950,000	\$1,750,000
January, 2019	\$2,900,000	\$1,900,000
February, 2019	\$2,799,000	\$1,955,000
March, 2019	\$2,799,000	\$2,100,000



Laguna Beach Real Estate Chart The Spread: Active v Sold - Median Monthly

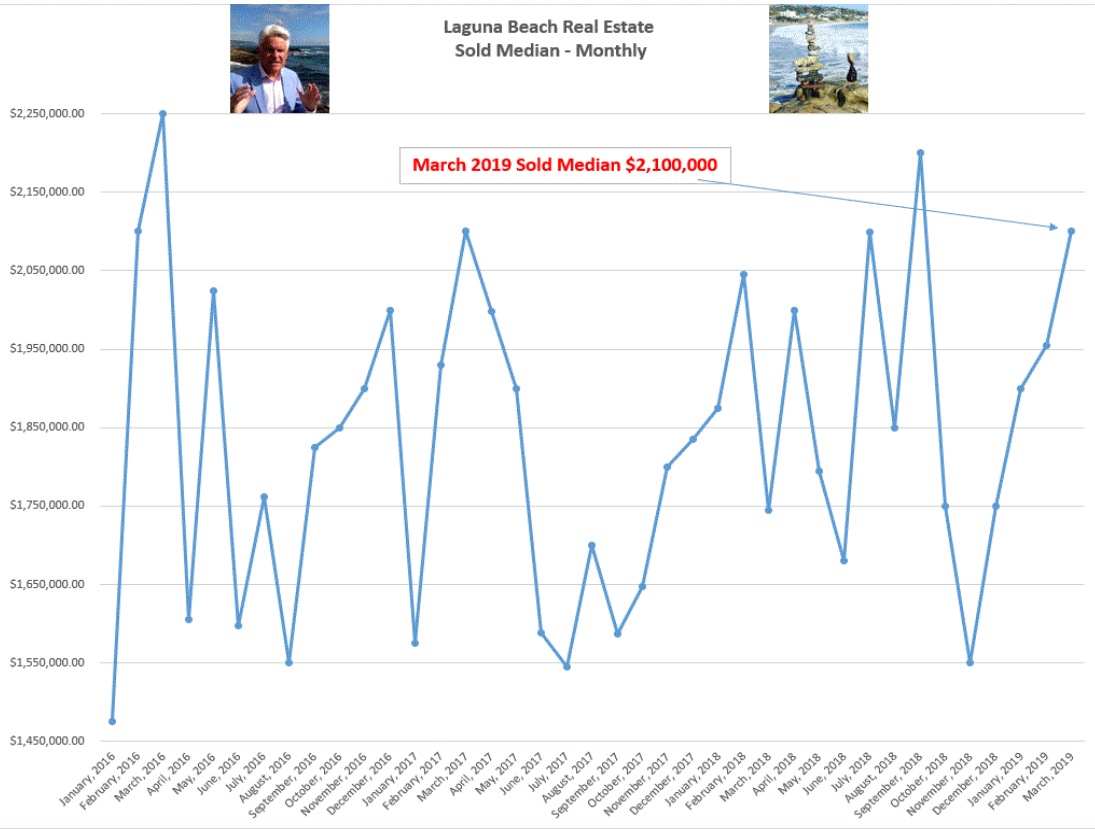


The Spread. This chart illustrates the divide between homes listed for sale and homes purchased. The red line is the median price of actively listed homes as of the first of the month. The blue line is the recent month's median sold price.



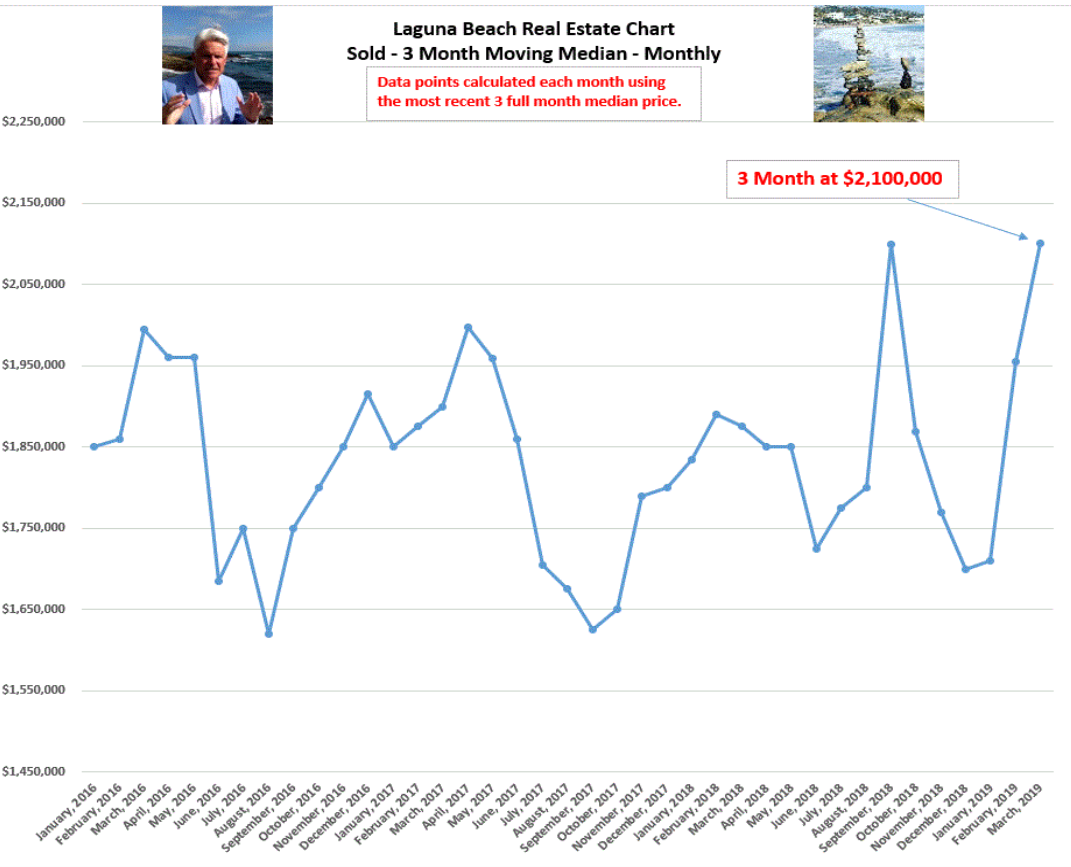
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Month	Solds Median
January, 2016	\$ 1,475,000.00
February, 2016	\$ 2,100,000.00
March, 2016	\$ 2,250,000.00
April, 2016	\$ 1,605,000.00
May, 2016	\$ 2,025,000.00
June, 2016	\$ 1,597,995.00
July, 2016	\$ 1,762,150.00
August, 2016	\$ 1,550,000.00
September, 2016	\$ 1,825,000.00
October, 2016	\$ 1,850,000.00
November, 2016	\$ 1,900,000.00
December, 2016	\$ 2,000,000.00
January, 2017	\$ 1,575,000.00
February, 2017	\$ 1,930,000.00
March, 2017	\$ 2,100,000.00
April, 2017	\$ 1,998,000.00
May, 2017	\$ 1,900,000.00
June, 2017	\$ 1,588,750.00
July, 2017	\$ 1,545,000.00
August, 2017	\$ 1,700,000.00
September, 2017	\$ 1,587,300.00
October, 2017	\$ 1,647,500.00
November, 2017	\$ 1,800,000.00
December, 2017	\$ 1,835,000.00
January, 2018	\$ 1,875,000.00
February, 2018	\$ 2,045,000.00
March, 2018	\$ 1,745,000.00
April, 2018	\$ 2,000,000.00
May, 2018	\$ 1,795,000.00
June, 2018	\$ 1,680,000.00
July, 2018	\$ 2,099,000.00
August, 2018	\$ 1,850,000.00
September, 2018	\$ 2,200,000.00
October, 2018	\$ 1,750,000.00
November, 2018	\$ 1,550,000.00
December, 2018	\$ 1,750,000.00
January, 2019	\$ 1,900,000.00
February, 2019	\$ 1,955,000.00
March, 2019	\$ 2,100,000.00



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Month	3 Month	#
January, 2016	\$ 1,850,000	
February, 2016	\$ 1,860,000	77
March, 2016	\$ 1,995,000	86
April, 2016	\$ 1,960,000	87
May, 2016	\$ 1,960,000	107
June, 2016	\$ 1,685,000	98
July, 2016	\$ 1,750,000	111
August, 2016	\$ 1,620,000	106
September, 2016	\$ 1,750,000	99
October, 2016	\$ 1,800,000	87
November, 2016	\$ 1,850,000	84
December, 2016	\$ 1,915,350	86
January, 2017	\$ 1,850,000	86
February, 2017	\$ 1,875,000	82
March, 2017	\$ 1,899,888	90
April, 2017	\$ 1,998,000	87
May, 2017	\$ 1,959,000	105
June, 2017	\$ 1,860,000	106
July, 2017	\$ 1,705,000	114
August, 2017	\$ 1,675,000	105
September, 2017	\$ 1,625,000	97
October, 2017	\$ 1,650,000	107
November, 2017	\$ 1,790,000	104
December, 2017	\$ 1,800,000	106
January, 2018	\$ 1,835,000	94
February, 2018	\$ 1,890,000	76
March, 2018	\$ 1,875,000	78
April, 2018	\$ 1,850,000	92
May, 2018	\$ 1,850,000	106
June, 2018	\$ 1,725,000	112
July, 2018	\$ 1,775,000	104
August, 2018	\$ 1,800,000	105
September, 2018	\$ 2,099,000	97
October, 2018	\$ 1,869,000	89
November, 2018	\$ 1,770,000	81
December, 2018	\$ 1,700,000	64
January, 2019	\$ 1,710,000	60
February, 2019	\$ 1,955,000	52
March, 2019	\$ 2,100,000	75



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Month	6 Month	#
January, 2016	\$1,765,000	170
February, 2016	\$1,825,000	160
March, 2016	\$1,900,000	165
April, 2016	\$1,800,000	171
May, 2016	\$1,900,000	184
June, 2016	\$1,750,000	185
July, 2016	\$1,799,000	198
August, 2016	\$1,750,000	213
September, 2016	\$1,700,000	197
October, 2016	\$1,762,150	198
November, 2016	\$1,750,000	190
December, 2016	\$1,825,000	185
January, 2017	\$1,815,000	173
February, 2017	\$1,859,000	165
March, 2017	\$1,900,000	176
April, 2017	\$1,915,350	172
May, 2017	\$1,929,500	188
June, 2017	\$1,895,000	197
July, 2017	\$1,860,000	203
August, 2017	\$1,850,000	211
September, 2017	\$1,800,000	203
October, 2017	\$1,700,000	219
November, 2017	\$1,700,000	208
December, 2017	\$1,790,000	204
January, 2018	\$1,800,000	201
February, 2018	\$1,800,000	182
March, 2018	\$1,835,000	185
April, 2018	\$1,850,000	186
May, 2018	\$1,875,000	182
June, 2018	\$1,815,000	192
July, 2018	\$1,815,000	196
August, 2018	\$1,825,000	214
September, 2018	\$1,850,000	209
October, 2018	\$1,825,000	194
November, 2018	\$1,800,000	190
December, 2018	\$1,850,000	162
January, 2019	\$1,850,000	149
February, 2019	\$1,869,000	133
March, 2019	\$1,900,000	139



Laguna Beach Real Estate Chart Sold - 6 Month Moving Median - Monthly

Data points calculated each month using the most recent 6 full month median price.



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Month	12 Month	#
January, 2016	\$1,700,000	387
February, 2016	\$1,700,000	381
March, 2016	\$1,765,000	379
April, 2016	\$1,765,000	369
May, 2016	\$1,775,000	365
June, 2016	\$1,775,000	365
July, 2016	\$1,787,200	367
August, 2016	\$1,765,000	373
September, 2016	\$1,797,000	363
October, 2016	\$1,800,000	363
November, 2016	\$1,800,000	374
December, 2016	\$1,800,000	370
January, 2017	\$1,810,000	371
February, 2017	\$1,810,000	378
March, 2017	\$1,815,000	373
April, 2017	\$1,837,500	370
May, 2017	\$1,825,000	378
June, 2017	\$1,837,500	381
July, 2017	\$1,825,000	375
August, 2017	\$1,850,000	377
September, 2017	\$1,849,000	380
October, 2017	\$1,825,000	393
November, 2017	\$1,815,000	397
December, 2017	\$1,810,000	401
January, 2018	\$1,825,000	402
February, 2018	\$1,825,000	392
March, 2018	\$1,800,000	389
April, 2018	\$1,800,000	405
May, 2018	\$1,800,000	392
June, 2018	\$1,800,000	396
July, 2018	\$1,800,000	397
August, 2018	\$1,815,000	397
September, 2018	\$1,835,000	395
October, 2018	\$1,850,000	380
November, 2018	\$1,850,000	371
December, 2018	\$1,835,000	354
January, 2019	\$1,850,000	346
February, 2019	\$1,850,000	345
March, 2019	\$1,875,000	348



Laguna Beach Real Estate Chart Sold - 12 Month Moving Median - Monthly

Data points calculated each month using the most recent 12 full month median price.



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Month	12 Month Volume
January, 2016	387
February, 2016	381
March, 2016	379
April, 2016	369
May, 2016	365
June, 2016	365
July, 2016	367
August, 2016	373
September, 2016	363
October, 2016	363
November, 2016	374
December, 2016	370
January, 2017	371
February, 2017	378
March, 2017	373
April, 2017	370
May, 2017	378
June, 2017	381
July, 2017	375
August, 2017	377
September, 2017	380
October, 2017	393
November, 2017	397
December, 2017	401
January, 2018	402
February, 2018	392
March, 2018	389
April, 2018	405
May, 2018	392
June, 2018	396
July, 2018	397
August, 2018	397
September, 2018	395
October, 2018	380
November, 2018	371
December, 2018	354
January, 2019	346
February, 2019	345
March, 2019	348



Laguna Beach Real Estate Chart Sold 12 Month Volume - Monthly

Data points calculated each month using the most recent 12 full months of volume.



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Month	\$ Per Sq Ft
January, 2016	\$ 913
February, 2016	\$ 936
March, 2016	\$ 953
April, 2016	\$ 972
May, 2016	\$ 1,019
June, 2016	\$ 913
July, 2016	\$ 1,003
August, 2016	\$ 967
September, 2016	\$ 1,005
October, 2016	\$ 1,005
November, 2016	\$ 1,034
December, 2016	\$ 984
January, 2017	\$ 945
February, 2017	\$ 922
March, 2017	\$ 1,031
April, 2017	\$ 943
May, 2017	\$ 995
June, 2017	\$ 961
July, 2017	\$ 946
August, 2017	\$ 992
September, 2017	\$ 974
October, 2017	\$ 935
November, 2017	\$ 936
December, 2017	\$ 1,006
January, 2018	\$ 1,000
February, 2018	\$ 1,000
March, 2018	\$ 982
April, 2018	\$ 1,046
May, 2018	\$ 1,036
June, 2018	\$ 1,032
July, 2018	\$ 1,032
August, 2018	\$ 949
September, 2018	\$ 1,064
October, 2018	\$ 1,081
November, 2018	\$ 1,118
December, 2018	\$ 1,118
January, 2019	\$ 1,012
February, 2019	\$ 982
March, 2019	\$ 896



Laguna Beach Real Estate Chart Sold - \$ Per Sq Ft - 3 Month Moving Median - Monthly

3 Month \$ Per Sq Ft at \$896



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Month	Pending Median Monthly
February, 2016	\$ 1,845,000
March, 2016	\$ 1,845,000
April, 2016	\$ 1,995,000
May, 2016	\$ 1,740,000
June, 2016	\$ 1,740,000
July, 2016	\$ 1,895,000
August, 2016	\$ 1,939,900
September, 2016	\$ 2,189,000
October, 2016	\$ 2,150,000
November, 2016	\$ 1,675,000
December, 2016	\$ 1,599,000
January, 2017	\$ 1,995,000
February, 2017	\$ 1,899,000
March, 2017	\$ 1,899,000
April, 2017	\$ 1,849,000
May, 2017	\$ 1,595,000
June, 2017	\$ 1,595,000
July, 2017	\$ 1,825,000
August, 2017	\$ 1,815,000
September, 2017	\$ 1,895,000
October, 2017	\$ 1,895,000
November, 2017	\$ 1,699,900
December, 2017	\$ 2,095,000
January, 2018	\$ 2,095,000
February, 2018	\$ 2,000,000
March, 2018	\$ 1,899,000
April, 2018	\$ 1,999,000
May, 2018	\$ 1,850,000
June, 2018	\$ 2,099,000
July, 2018	\$ 1,995,000
August, 2018	\$ 2,400,000
September, 2018	\$ 1,850,000
October, 2018	\$ 1,790,000
November, 2018	\$ 1,790,000
December, 2018	\$ 1,950,000
January, 2019	\$ 2,250,000
February, 2019	\$ 2,195,000
March, 2019	\$ 1,750,000



Laguna Beach Real Estate Chart Pending Median Monthly



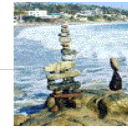
Data points combine pending and under contract listings as of the first of the month.

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Report Month	Pending Volume
February, 2016	48
March, 2016	44
April, 2016	56
May, 2016	54
June, 2016	50
July, 2016	48
August, 2016	40
September, 2016	56
October, 2016	52
November, 2016	41
December, 2016	38
January, 2017	46
February, 2017	58
March, 2017	58
April, 2017	66
May, 2017	48
June, 2017	46
July, 2017	51
August, 2017	50
September, 2017	57
October, 2017	50
November, 2017	36
December, 2017	40
January, 2018	33
February, 2018	45
March, 2018	55
April, 2018	44
May, 2018	56
June, 2018	44
July, 2018	42
August, 2018	41
September, 2018	35
October, 2018	40
November, 2018	27
December, 2018	38
January, 2019	42
February, 2019	48
March, 2019	48



Laguna Beach Real Estate Chart Pending Volume - Monthly

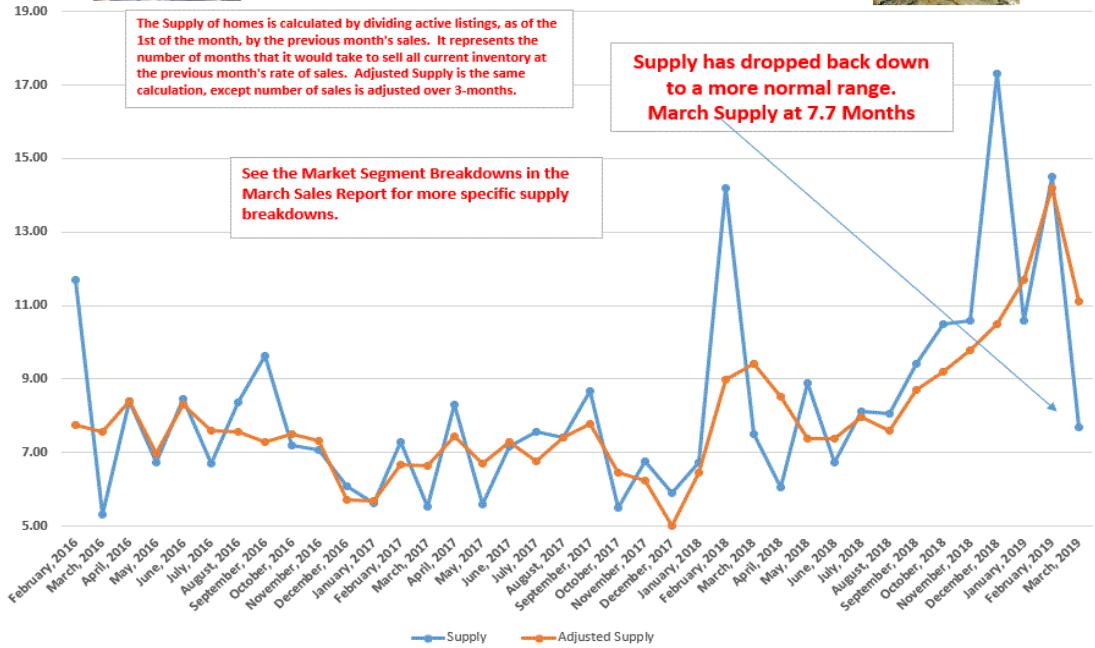


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Month	Supply	Adjusted Supply
February, 2016	11.70	7.75
March, 2016	5.30	7.57
April, 2016	8.40	8.40
May, 2016	6.72	6.98
June, 2016	8.46	8.29
July, 2016	6.69	7.59
August, 2016	8.37	7.58
September, 2016	9.64	7.30
October, 2016	7.20	7.50
November, 2016	7.06	7.32
December, 2016	6.07	5.72
January, 2017	5.62	5.68
February, 2017	7.28	6.66
March, 2017	5.53	6.63
April, 2017	8.30	7.44
May, 2017	5.59	6.71
June, 2017	7.16	7.30
July, 2017	7.55	6.76
August, 2017	7.40	7.40
September, 2017	8.68	7.79
October, 2017	5.50	6.47
November, 2017	6.75	6.23
December, 2017	5.90	5.00
January, 2018	6.73	6.44
February, 2018	14.18	8.97
March, 2018	7.51	9.41
April, 2018	6.06	8.51
May, 2018	8.90	7.39
June, 2018	6.73	7.39
July, 2018	8.11	7.96
August, 2018	8.06	7.60
September, 2018	9.43	8.72
October, 2018	10.50	9.20
November, 2018	10.60	9.80
December, 2018	17.30	10.50
January, 2019	10.60	11.70
February, 2019	14.50	14.20
March, 2019	7.70	11.12



Laguna Beach Real Estate Chart Supply of Homes | Adjusted Supply of Homes - Monthly



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Boyd Roberts was licensed as a salesperson in 2002 and as a broker in 2004. Individually and as a broker he has closed or overseen the closings of over 800 real estate and real estate loan transactions more than a \$1/4 billion.

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