

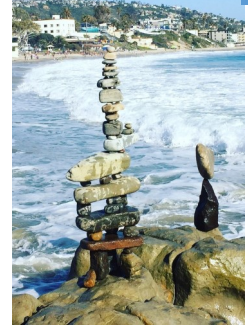


Laguna Beach Real Estate

June 2016 Sales Report

Boyd Roberts

Gallery Real Estate



ACTIVES (As of July 1, 2016)

Total	271 Listings
Median Price	\$ 2,795,000
Median CDOM	90 Days
Median Price per Square Foot	\$ 1,165

PENDINGs/BACKUPs (P/B) (As of July 3, 2016)

Total	50 Listings
Median Price	\$ 1,740,000
Median CDOM	104 Days
Median Price per Square Foot	\$ 992

SOLDs (June, 2016)

Total	32 Closings
Total Requiring a Price Reduction	23 Closings
% of Closings at a Reduced Price	71%
Average Price Reduction	\$97,340
Average Price Reduction as a %	4.4%
Median Price	\$ 1,597,995
Median CDOM	139 Days
Median Price per Square Foot	\$ 822

Total Supply of Actives at this Rate of Sales	8.46 Months
Difference Between Active Median Price and P/B Median Price	+ \$1,055,000
Difference Between Active Median Price and Sold Median Price	+ \$1,197,005
Difference Between P/B Median Price and Sold Median Price	+ \$142,005

More SOLDs (Most Recent 3 Full Months: (4/1/2016 – 6/30/2016))

Total	98 Closings
Total Requiring a Price Reduction	78 Closings
Median Price	\$ 1,685,000
Median CDOM	119 Days
Median Price per Square Foot	\$913
Total Supply of Actives at this Rate of Sales	8.29 Months

More Median Price History (Full Calendar Months)

<u>Month/Year</u>	<u>Median Price</u>	<u># of Sales</u>	<u># of Sales @ a Reduced Price</u>	<u>% of Sales @ a Reduced Price</u>
Last 6 Full Months (1/1/2016 – 6/30/2016)	\$1,750,000	185		
Last 12 Full Months (7/1/2015 – 6/30/2016)	\$1,775,000	365		

More Median Price History (Full Calendar Years)

2000	\$ 665,000	562		
2001	\$ 775,000	437		
2002	\$ 785,000	527		
2003	\$ 971,000	542		
2004	\$1,275,000	514		
2005	\$1,505,000	428		
2006	\$1,625,000	322		
2007	\$1,629,000	281		
2008	\$1,535,000	204		
2009	\$1,185,000	274		
2010	\$1,200,000	334		
2011	\$1,100,000	329		
2012	\$1,250,000	435		
2013	\$1,525,000	422		
2014	\$1,785,000	411		
2015	\$1,700,000	384	320	83%

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Based on information from California Regional Multiple Listing Service, Inc.: July 1, 2016 (active data) and July 3, 2016 (all other data). This information is for your personal, non-commercial use and may not be used for any purpose other than to identify prospective properties you may be interested in purchasing. Display of MLS data is usually deemed reliable but is NOT guaranteed accurate by the MLS.

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Pending/Backup prices are not necessarily the contract price. likely, they are the last active price before going into contract. All days on market statistics are Combined Days On Market (CDOM). CDOM is calculated by combining the active Days On Market (DOM) of listings separated by 90 days or less.

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