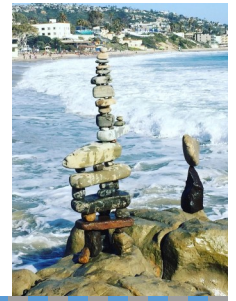




Laguna Beach Real Estate

January 2020 Sales Report

[Edition #55]



LAGUNA BEACH SOLD MEDIAN \$1,799,000 + 29,000 | DOW 28,256 + 87 | U.S. T-NOTE (10yr) 1.51 - .41 | GOLD 1583 + 64

My Take

As predicted last month, prices were up. The sold median rose - \$29,000 in January or \$349,000 since November – to \$1.799M. The median price was reduced 11% from the original list price and the median \$ per square foot was \$956.

With only 17 closings the supply of home nearly doubled to 10

months. Likely with 54 escrows in process, that seasonally high supply number should fall back down soon. See chart below.

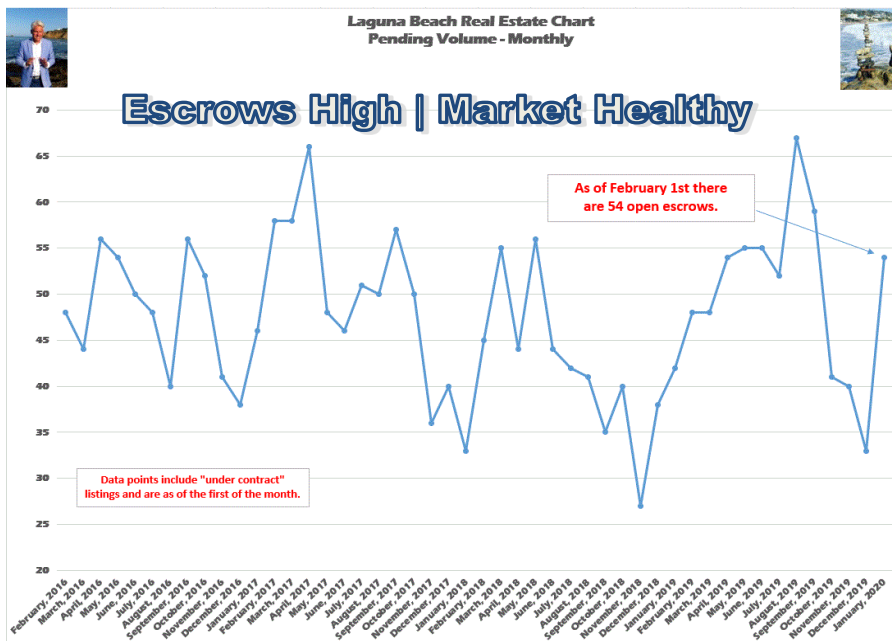
Also likely soon – with the pending median at \$2.185M – prices will rally, probably this month.

Go to my website for the latest charts and reports.

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Chart of the Month



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Laguna Beach Real Estate							
January Closing Detail							
Address	Date	Original Price	Closing Price	Reduction	% Reduct	\$ Sq Ft	DOM
275 Beverly Street Unit#A	1/6/2020	\$ 1,515,000	\$ 1,515,000	\$ -	0.0%	\$ 956	6
21722 Ocean Vista Dr. #C	1/8/2020	\$ 799,000	\$ 770,000	\$ 29,000	3.6%	\$ 831	50
602 Vista Lane	1/9/2020	\$ 11,500,000	\$ 8,000,000	\$3,500,000	30.4%	\$ 1,194	432
216 Emerald Bay	1/9/2020	\$ 4,300,000	\$ 3,781,000	\$ 519,000	12.0%	\$ 1,585	288
2060 Ocean Way	1/13/2020	\$ 3,250,000	\$ 1,875,000	\$ 375,000	11.5%	\$ 1,339	442
234 La Brea Street	1/15/2020	\$ 2,195,000	\$ 1,950,000	\$ 245,000	11.1%	\$ 1,018	291
240 San Joaquin Street	1/17/2020	\$ 2,995,000	\$ 2,350,000	\$ 645,000	21.5%	\$ 757	238
554 Vista Lane	1/21/2020	\$ 1,749,000	\$ 1,751,000	\$ (2,000)	-0.1%	\$ 695	4
11 Carmel Court	1/23/2020	\$ 795,000	\$ 780,000	\$ 15,000	1.8%	\$ 468	59
31946 Virginia Way	1/23/2020	\$ 1,395,000	\$ 1,375,000	\$ 20,000	1.4%	\$ 1,104	8
1234 Victory Walk	1/24/2020	\$ 927,000	\$ 800,000	\$ 127,000	15.8%	\$ 1,072	128
9 S Stonington Road	1/24/2020	\$ 2,350,000	\$ 2,011,000	\$ 339,000	14.4%	\$ 1,242	21
911 Balboa Avenue	1/27/2020	\$ 1,195,000	\$ 1,075,000	\$ 120,000	10.0%	\$ 549	53
845 Katella Street	1/29/2020	\$ 2,795,000	\$ 1,799,000	\$ 996,000	35.6%	\$ 763	409
741 Summit Drive	1/31/2020	\$ 3,745,000	\$ 3,611,000	\$ 134,000	3.5%	\$ 1,310	78
4 Pacific Vista	1/31/2020	\$ 3,949,000	\$ 3,445,000	\$ 504,000	12.7%	\$ 832	63
1084 Tia Juana Street	1/31/2019	\$ 1,197,000	\$ 1,175,000	\$ 22,000	1.8%	\$ 867	3
		Median	\$ 1,799,000	\$ 134,000	11.1%	\$ 956	78

Videos | Charts | Reports
www.LagunaGalleryRealEstate.com

- A Broker's Take on the January Market (video)**
- A Broker's Take on the Laguna Beach View Ordinance (video and report)**
- A Broker's Take on the Laguna Beach \$10M+ Market (video and report)**
- Sold Median Yearly / # of Closings | Long Term Price Indicator**
- The Spread | Active / Sold - Median Monthly**
- Sold Median Monthly**
- Sold Median Monthly with Short Term Pending Indicator Signals**
- The Pending Indicator**
- Sold Median - 3 Month Moving - Monthly**
- Sold Median - 6 Month Moving - Monthly**
- Sold Median - 12 Month Moving - Monthly**
- Sold 3 Month Volume Monthly**
- Sold 6 Month Volume Monthly**
- Sold 12 Month Volume Monthly**
- Sold - \$ Per Square Foot - Median Yearly**
- Sold - \$ Per Square Foot - Median Monthly**
- Sold - \$ Per Square Foot - 3 Month Median Moving - Monthly**
- Sold Days on Market - Median Monthly**
- Sold Days on Market - Median Yearly**
- Pending Median Monthly**
- Pending Volume Monthly**
- Active # of Listings**
- Supply | Adjusted Supply Monthly**
- Market Segment Supply (\$1.5M-, \$1.5-2M, \$2-3M, \$3-5M, \$5-10M, \$10M+)**

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January 2020 Sales Data

Active Median (As of 2/1/2020)	\$ 3,195,000	181 Listings
Days on Market (DOM) Median		131 Days
\$ per Square Foot Median		\$ 1,199
Pending Median (As of 2/1/2020)	\$ 2,185,000	54 Listings
DOM Median		93 Days
\$ per Square Foot Median		\$ 1,030
Sold Median January 2020	\$ 1,799,000	17 Sales
Price Reduction Median	\$ 134,000	11 %
DOM Median		63 Days
\$ Per Square Foot Median		\$ 956
Sold 3 Month Median (11/1/2019 – 1/31/2020)	\$ 1,751,000	71 Sales
\$ Per Square Foot Median		\$ 976
Sold 6 Month Median (8/1/2019 – 1/31/2020)	\$ 1,799,000	182 Sales
Sold 12 Month Median (2/1/2020 – 1/31/2020)	\$ 1,875,000	378 Sales
Price Reduction Median	\$ 199,900	9.6 %
DOM Median		78 Days
\$ Per Square Foot Median		\$ 1,012
Sold 2018 Median	\$ 1,835,000	354 Sales
Sold 2019 Median	\$ 1,895,000	383 Sales
Supply 3 Month Adjusted Supply	10.6 Months	7.6 Months
The Spread (Active - Sold) Median		+ \$ 1,396,000
The Short-Term Pending Indicator (Pending - Sold) Median		+ \$ 386,000

Market Segment Analysis

MARKET SEGMENT	ACTIVE <small>(As of 1/1/2020)</small>	SOLD <small>(last 3 Months)</small>	SUPPLY <small>(Adj 3 Months)</small>	TYPE OF MARKET
\$1,499,999-	10%	40%	3.1 Months	Seller's Market
\$1,500,000 - \$1,999,999	7%	18%	5.0 Months	Seller's Market
\$2,000,000 - \$2,999,999	12%	15%	9.5 Months	Neutral Market
\$3,000,000 - \$4,999,999	12%	15%	8.7 Months	Neutral Market
\$5,000,000 - \$9,999,999	12%	5%	27 Months	Buyer's Market
\$10,000,000+	7%	2%	30 Months	Buyer's Market

Current Price Projections

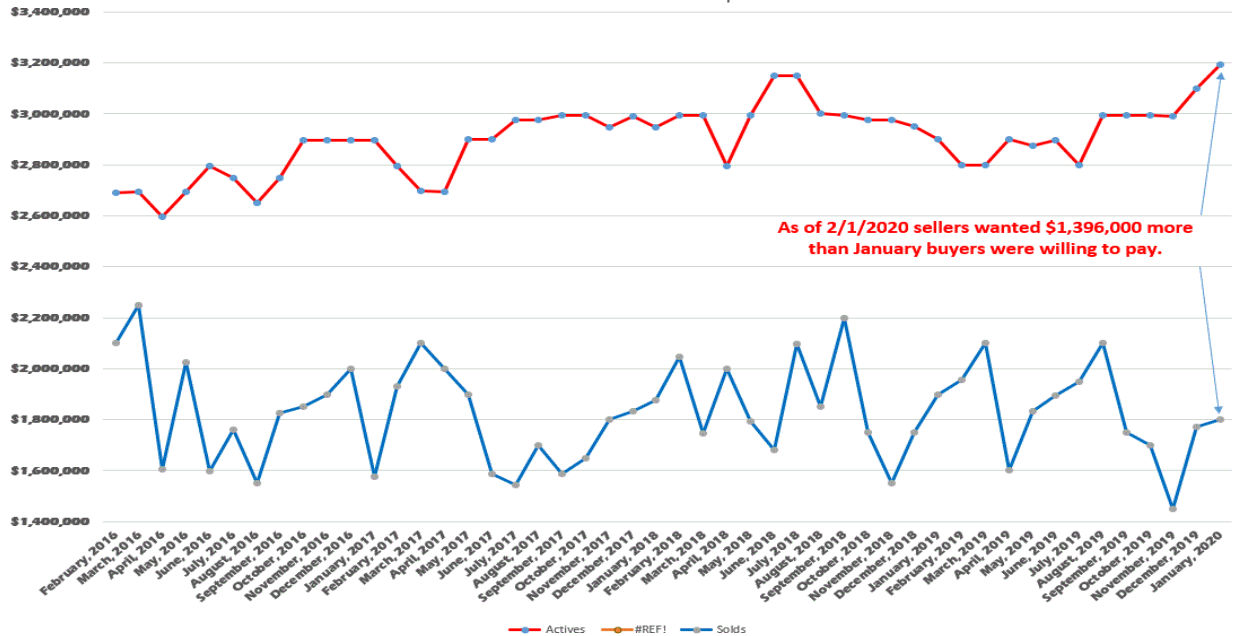
Short-Term Pending Indicator (As of 2/1/2020) Projection for Short Term	Up
Long-Term Price Indicator (As of 1/1/2020) Projection for 2020	Up



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



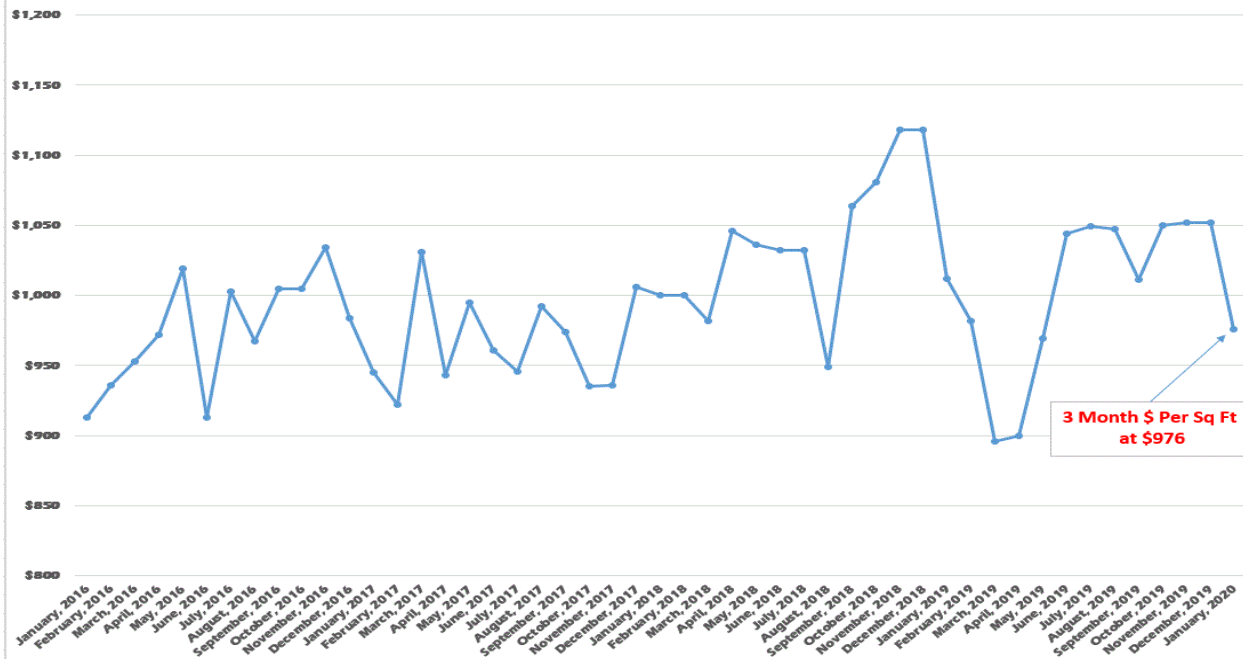
The Spread. This chart illustrates the divide between homes listed for sale and homes purchased. The red line is the median price of actively listed homes as of the first of the month. The blue line is the recent month's median sold price.



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



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Licensed as a salesperson in 2002 and as a broker in 2004, Boyd Roberts, individually and as a broker has closed or overseen the closings of over 800 real estate and mortgage transactions totaling more than a \$1/4 Billion.



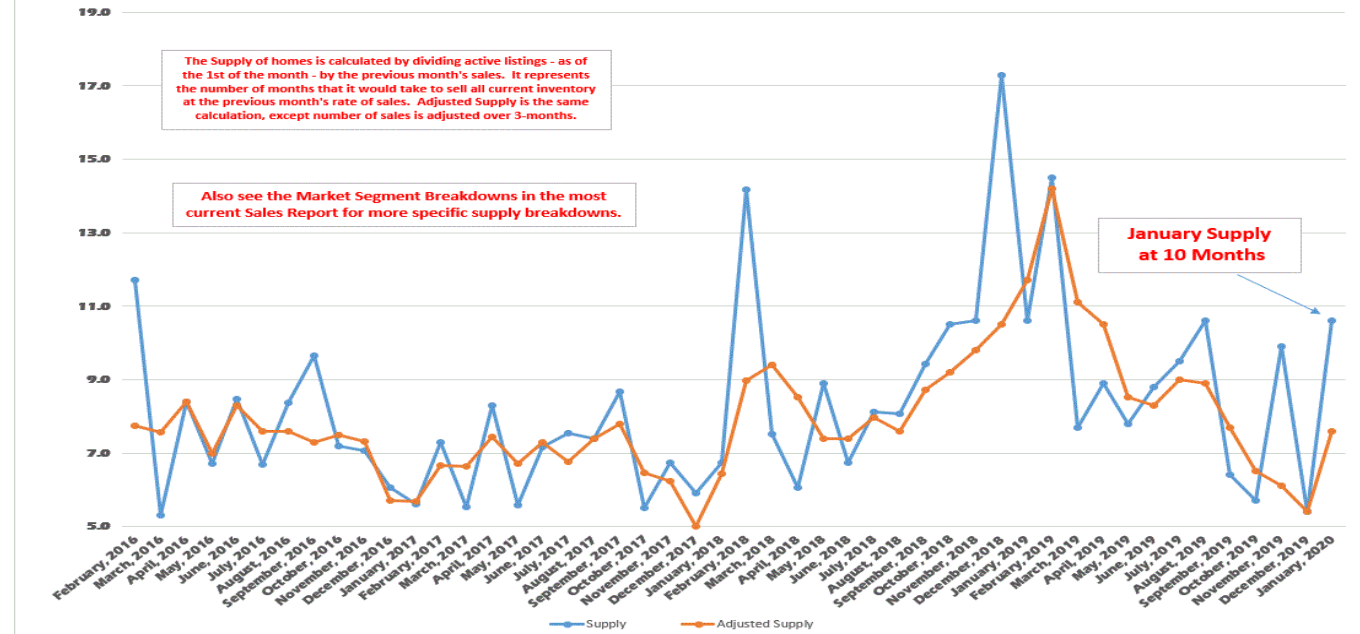
Laguna Beach Real Estate Chart
of Active Listings - Monthly



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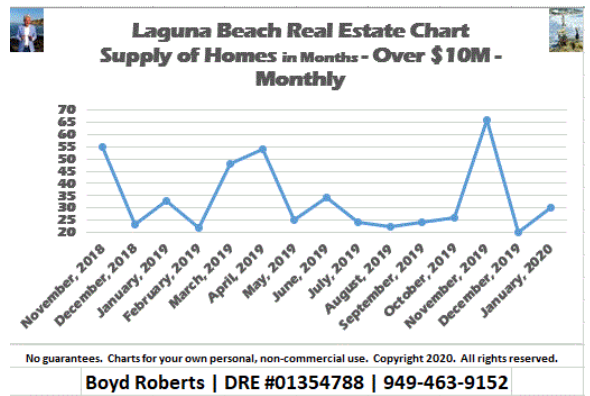
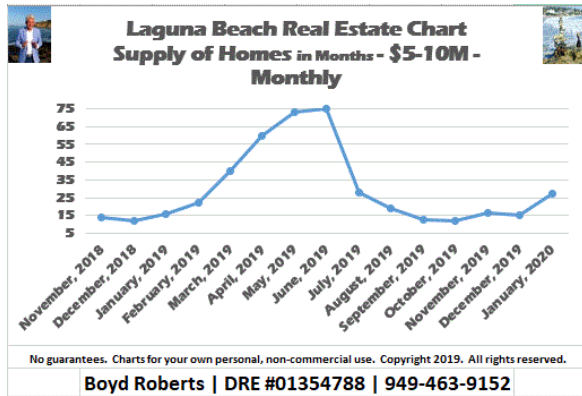
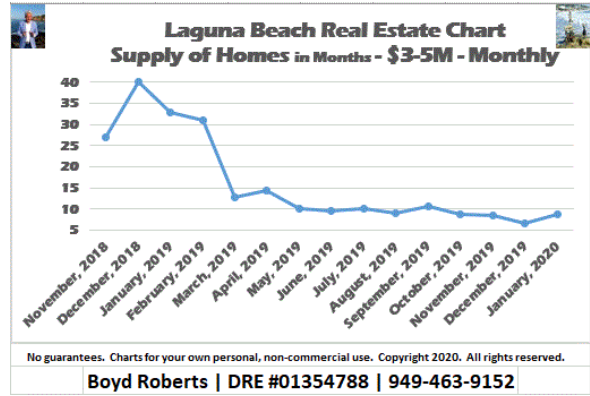
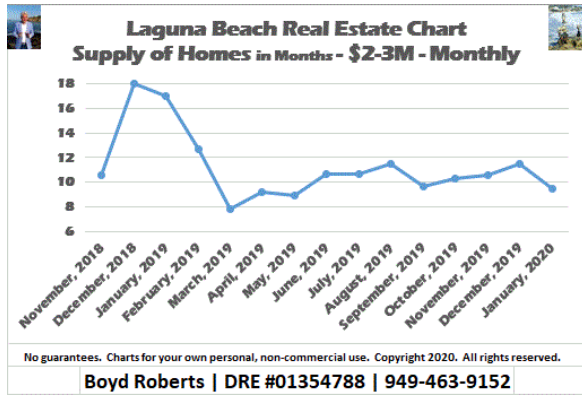
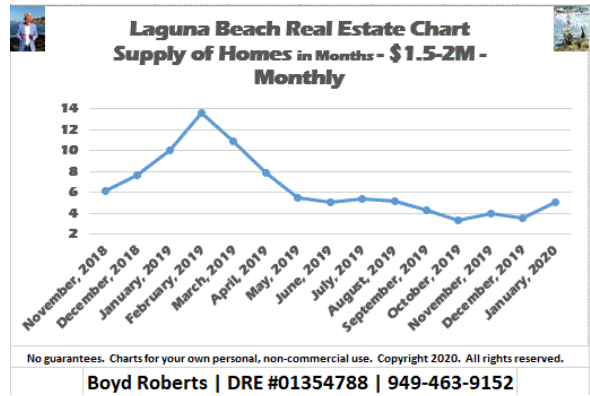
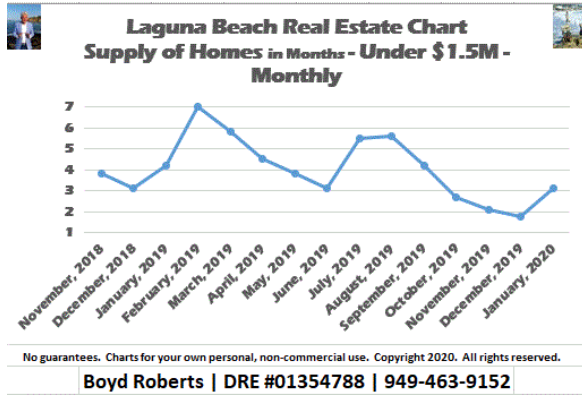
Laguna Beach Real Estate Chart
Supply of Homes | 3 Month Adjusted Supply - Monthly



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Market Segment Supply Charts



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