

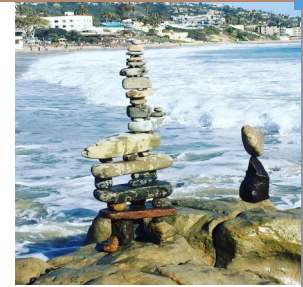


Laguna Beach Real Estate

February 2017 Sales Report

Boyd Roberts

Gallery Real Estate



YouTube: *"Laguna Beach Boyd Roberts February 2017"*

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February Price Surge. As predicted Laguna Beach prices surged back \$355,000 to \$1,930,000 in February. December's median was an even \$2,000,000 and January's was \$1,575,000.

Buyers are still in control: 76% of all February closings required a price reduction; the average price reduction was \$680,000, or just over 11%. Recall last year's market, buyers were very focused on the lower priced listings. The median price for closed deals typically runs \$1,000,000 less than the median price for actively listed homes and we went to a record high.

Going forward, March and April, likely, will more stable. Current deals point to \$1.9M over the short term. My view: it going up. No guarantees. Call, Text, or email me to receive this monthly report.

ACTIVES (As of March 1, 2017)

Total	182 Listings
Median Price	\$ 2,795,000
Median DOM	92 Days
Median Price per Square Foot	\$ 1,186

PENDINGs/Under Contract (P/U) (As of March 4, 2017)

Total	58 Listings
Median Price	\$ 1,899,000
Median DOM	64 Days
Median Price per Square Foot	\$ 959

SOLDs (February 2017)

Total	25 Closings
Total Requiring a Price Reduction	19 Closings
% of Closings at a Reduced Price	76%
Average Price Reduction	\$ 680,000
Average Price Reduction as a %	11.1 %
Median Price	\$ 1,930,000
Median DOM	78 Days
Median Price per Square Foot	\$ 1,032

Total Supply of Actives at this Rate of Sales	7.28 Months
Difference Between Active Median Price and P/U Median Price	+ \$ 896,000
Difference Between Active Median Price and Sold Median Price	+ \$ 865,000
Difference Between P/U Median Price and Sold Median Price	- \$ 31,000

More SOLDs (Most Recent 3 Full Calendar Months: 12/1/2016 – 2/28/2017)

Total	82 Closings
Total Requiring a Price Reduction	71 Closings
Median Price	\$ 1,875,000
Median DOM	74 Days
Median Price per Square Foot	\$ 922
Total Supply of Actives at this Rate of Sales	6.66 Months

More SOLD Median Price History (Full Calendar Months)

<u>Month/Year</u>	<u>Median Price</u>	<u># of Sales</u>
Last 6 Full Months (9/1/2016 – 2/28/2017)	\$1,859,000	165
Last 12 Full Months (3/1/2016-2/28/2017)	\$1,810,000	378

More Median Price History (Full Calendar Years)

<u>Year</u>	<u>Median Price</u>	<u># of Sales</u>	<u>Year</u>	<u>Median Price</u>	<u># of Sales</u>
2000	\$ 665,000	562	2008	\$1,535,000	204
2001	\$ 775,000	437	2009	\$1,185,000	274
2002	\$ 785,000	527	2010	\$1,200,000	334
2003	\$ 971,000	542	2011	\$1,100,000	329
2004	\$1,275,000	514	2012	\$1,250,000	435
2005	\$1,505,000	428	2013	\$1,525,000	422
2006	\$1,625,000	322	2014	\$1,785,000	411
2007	\$1,629,000	281	2015	\$1,700,000	384
			2016	\$1,800,000	370

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