



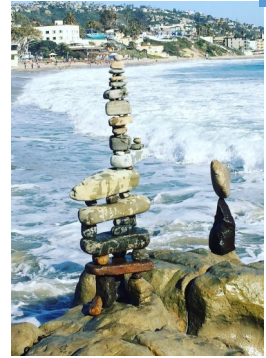
Laguna Beach Real Estate

March 2017 Sales Report

Boyd Roberts

Gallery Real Estate 949-463-9152

YouTube: "Laguna Beach Boyd Roberts March 2017"



March Market Action. Laguna Beach real estate was quite impressive in March. Median prices rose \$170,000 to an even \$2,100,000. The median price per square was up almost \$200 a square foot.

What I am looking at. Even with prices going up, buyers are still in control, but less so. 83% of March closings required a price reduction. The average price was reduced 600,000 or just over 9%. Most significantly the spread between what sellers want and what buyers will pay has imploded by over \$720,000 just since January!

My Take. Prices are likely to be stable or down in the immediate future. The median price of currently pending deals points to a \$200,000 drop. No guarantees.

ACTIVES (As of April 1, 2017)

Total	199 Listings
Median Price	\$ 2,699,000
Median DOM	58 Days
Median Price per Square Foot	\$ 1,195

PENDINGs/Under Contract (P/U) (As of April 8, 2017)

Total	60 Listings
Median Price	\$ 1,899,000
Median DOM	68 Days
Median Price per Square Foot	\$ 970

SOLDs (March 2017)

Total	36 Closings
Total Requiring a Price Reduction	30 Closings
% of Closings at a Reduced Price	83%
Average Price Reduction	\$ 600,433
Average Price Reduction as a %	9.1 %
Median Price	\$ 2,100,000
Median DOM	64 Days
Median Price per Square Foot	\$ 1,218

Total Supply of Actives at this Rate of Sales	5.53 Months
Difference Between Active Median Price and P/U Median Price	+ \$ 800,000
Difference Between Active Median Price and Sold Median Price	+ \$ 599,000
Difference Between P/U Median Price and Sold Median Price	- \$ 201,000

More SOLDs (Most Recent 3 Full Calendar Months: 1/1/2016 – 3/31/2017)

Total	90 Closings
Total Requiring a Price Reduction	72 Closings
Median Price	\$ 1,899,888
Median DOM	64 Days
Median Price per Square Foot	\$ 1,031
Total Supply of Actives at this Rate of Sales	6.63 Months

More SOLD Median Price History (Full Calendar Months/Years)

<u>Month/Year</u>	<u>Median Price</u>	<u># of Sales</u>
Last 6 Full Months (10/1/2016 – 3/31/2017)	\$1,900,000	176
Last 12 Full Months (4/1/2016-3/31/2017)	\$1,815,000	373

<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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