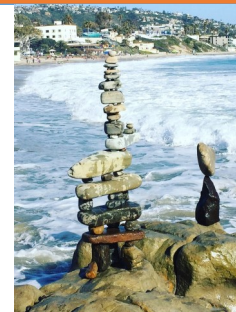




Laguna Beach Real Estate

May 2019 Sales Report



Boyd Roberts | Broker | Gallery Real Estate

949-463-9152

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

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

My Take

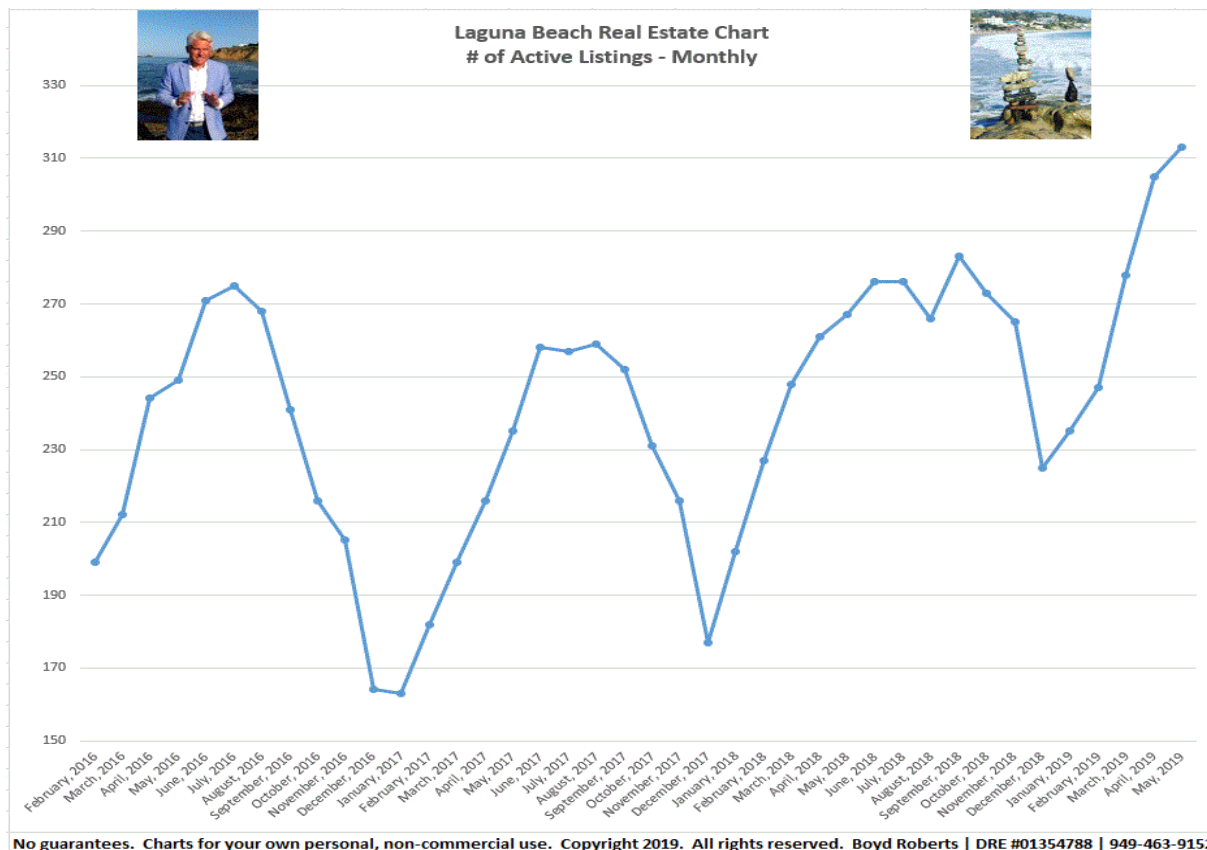
With 40 closings, 55 transactions in escrow, and 351 sales in the last 12 months, May was quite impressive. As predicted median sold prices did rise. They were up \$235,000 finishing at \$1,835,000. Year-to-date we are at \$1,900,000.

The median price reduction in May was \$169,000 or 9%. Over the last 12 months the median price reduction was \$199,000 or 9.2%.

The overall supply of homes declined to 7.8 months, a 12-month low. Under \$5M the supply was even lower at just 6.6 months. Over \$5M there is over a 41-month supply of homes. Said another way, under \$5M the market is or is approaching a seller's market. Over \$5M it is an extreme buyers' market.

Buyers I have identified two properties that have been on the market over 2 years that have already reduced their price by millions of dollars. I believe these sellers are desperate to sell and ready to capitulate. Call me for details.

New Chart



		May Closing Detail					
Address	Date	Original Price	Closing Price	Reduction	% Reduc	\$ Sq Ft	DOM
387 Monterey Drive	5/1/2019	\$ 1,475,000	\$ 1,210,000	\$ 265,000	17.9%	\$ 1,374	173
2175 S Coast Highway #15	5/3/2019	\$ 749,900	\$ 700,000	\$ 49,900	6.6%	\$ 1,120	49
28902 Temple Hills Drive	5/3/2019	\$ 1,500,000	\$ 1,375,000	\$ 125,000	8.3%	\$ 962	64
1450 Morningside Drive	5/3/2019	\$ 1,895,000	\$ 1,680,000	\$ 215,000	11.3%	\$ 933	325
520 Oak Street	5/6/2019	\$ 1,765,000	\$ 1,249,000	\$ 516,000	29.2%	\$ 1,481	122
1184 La Mirada Street	5/7/2019	\$ 1,439,900	\$ 1,285,000	\$ 154,900	10.7%	\$ 966	246
151 Myrtle Street #10	5/7/2019	\$ 3,400,000	\$ 2,360,000	\$1,040,000	30.5%	\$ 1,317	160
904 Canyon View Drive	5/7/2019	\$ 3,295,000	\$ 2,510,000	\$ 785,000	23.8%	\$ 948	415
730 Fontana Way	5/8/2019	\$ 2,095,000	\$ 2,000,000	\$ 95,000	4.5%	\$ 853	34
592 Bluebird Canyon Drive	5/9/2019	\$ 1,775,000	\$ 1,750,000	\$ 25,000	1.4%	\$ 1,453	8
134 High Drive	5/10/2019	\$ 1,549,000	\$ 1,250,000	\$ 299,000	19.3%	\$ 1,048	189
809 Manzanita Drive	5/10/2019	\$ 1,845,000	\$ 1,835,000	\$ 10,000	0.5%	\$ 1,183	30
31847 8th Avenue	5/10/2019	\$ 1,990,000	\$ 1,880,000	\$ 110,000	5.5%	\$ 903	42
188 Emerald Bay	5/10/2019	\$ 24,750,000	\$ 24,250,000	\$ 500,000	2.0%	\$ 4,273	0
965 Tia Juana Street	5/13/2019	\$ 979,000	\$ 995,000	\$ (16,000)	-1.6%	\$ 662	13
360 Ruby Street	5/13/2019	\$ 1,189,000	\$ 1,162,263	\$ 26,737	2.2%	\$ 1,641	75
845 Emerald Bay	5/13/2019	\$ 5,495,000	\$ 4,000,000	\$1,495,000	27.2%	\$ 1,429	189
1489 Regatta Road	5/14/2019	\$ 1,599,000	\$ 1,430,000	\$ 169,000	10.5%	\$ 780	222
862 Diamond Street	5/15/2019	\$ 4,580,000	\$ 4,280,000	\$ 300,000	6.5%	\$ 832	337
31492 West Street	5/16/2019	\$ 1,850,000	\$ 1,740,000	\$ 110,000	5.9%	\$ 952	16
31755 Coast Highway #210	5/16/2019	\$ 2,195,000	\$ 1,900,000	\$ 295,000	13.4%	\$ 1,799	35
1160 Morningside Drive	5/16/2019	\$ 3,195,000	\$ 2,537,500	\$ 657,500	20.5%	\$ 601	606
249 Cypress Drive	5/20/2019	\$ 1,995,000	\$ 1,995,000	\$ -	0.0%	\$ 1,330	10
506 Canyon Acres	5/21/2019	\$ 1,099,000	\$ 1,000,000	\$ 99,000	9.0%	\$ 833	39
176 McAulay Place	5/21/2019	\$ 2,195,000	\$ 2,000,000	\$ 195,000	8.8%	\$ 1,721	85
720 Griffith Place	5/22/2019	\$ 925,000	\$ 900,000	\$ 25,000	2.7%	\$ 969	9
42 N. Stonington Road	5/22/2019	\$ 3,299,000	\$ 2,575,000	\$ 724,000	21.9%	\$ 1,259	194
3277 Alta Laguna Boulevard	5/24/2019	\$ 2,180,000	\$ 2,180,000	\$ -	0.0%	\$ 907	0
480 Thalia Street	5/24/2019	\$ 1,779,000	\$ 1,700,000	\$ 79,000	4.4%	\$ 1,408	83
1495 Bounty Way	5/24/2019	\$ 1,800,000	\$ 1,800,000	\$ -		\$ 1,045	1
484 Linden Street	5/24/2019	\$ 3,295,000	\$ 2,724,683	\$ 570,317	17.3%	\$ 1,098	116
31561 Table Rock Drive #212	5/24/2019	\$ 2,895,000	\$ 2,901,000	\$ (6,000)	-0.2%	\$ 2,115	3
28851 Top Of The World Drive	5/24/2019	\$ 1,649,000	\$ 1,500,000	\$ 149,000	9.0%	\$ 726	90
1990 Glenneyre Street	5/24/2019	\$ 3,798,000	\$ 3,350,000	\$ 448,000	11.7%	\$ 1,183	175
28972 Sommet Du Monde	5/24/2019	\$ 3,600,000	\$ 3,700,000	\$ (100,000)	-2.7%	\$ 854	5
10 Vista De San Clemente	5/24/2019	\$ 8,295,000	\$ 7,800,000	\$ 495,000	5.9%	\$ 1,708	40
195 High Drive	5/28/2019	\$ 1,825,000	\$ 1,635,000	\$ 190,000	10.4%	\$ 856	99
616 Virginia Park Drive	5/29/2019	\$ 3,780,000	\$ 3,175,000	\$ 605,000	16.0%	\$ 1,012	292
165 Emerald Bay	5/31/2019	\$ 18,995,000	\$ 13,600,000	\$5,395,000	28.4%	\$ 1,989	719
934 La Mirada Street	5/31/2019	\$ 1,699,000	\$ 1,564,000	\$ 135,000	7.9%	\$ 901	151
Sold off market not used in all calculations		Median	\$ 1,835,000	\$ 169,000	9.0%	\$ 1,045	90

May 2019 Sales Data

Active Median	\$ 2,875,000	313 Listings
Days on Market (DOM) Median		75 Days
\$ per Square Foot Median		\$ 1,213
Pending Median	\$ 1,895,000	55 Listings
DOM Median		59 Days
\$ per Square Foot Median		\$ 1,079
Sold Median May 2019	\$ 1,835,000	40 Sales
Price Reduction Median	\$ 169,000	9.0 %
DOM Median		90 Days
\$ Per Square Foot Median		\$ 1,045
Sold 3 Month Median (3/1/2019 – 5/31/2019)	\$ 1,880,000	110 Sales
Sold 3 Month \$ Per Square Foot Median		\$ 969
Sold 2018 Median	\$ 1,835,000	354 Sales
Sold YTD Median	\$ 1,900,000	149 Sales
Sold 6 Month Median (12/1/2018 – 5/31/2019)	\$ 1,900,000	162 Sales
Sold 12 Month Median (6/1/2018 – 5/31/2019)	\$ 1,850,000	351 Sales
Sold 12 Month \$ Per Square Foot Median New		\$ 1,027
Sold 12 Month Price Reduction Median New	\$ 199,000	9.2 %
Supply 3 Month Adjusted Supply	7.8 Months	8.5 Months
Spread (Actives – Solds) Median		+ \$ 1,020,000
Pending Indicator (Pendings – Solds) Median		+ \$ 60,000

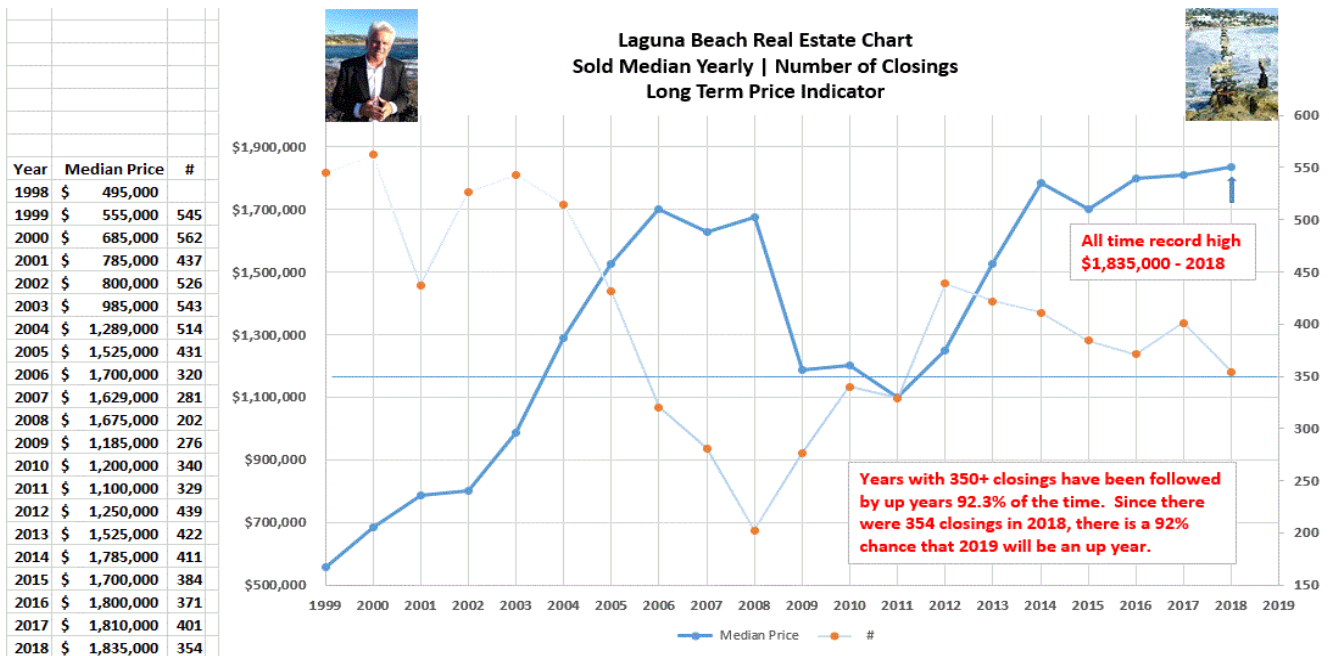
Market Segment Analysis

MARKET SEGMENT	ACTIVE (As of 6/1/2019)	SOLD (last 3 Months)	SUPPLY (Adj 3 Months)	TYPE
\$1,499,999-	12.7%	28.1%	3.8 Months	Seller's Mkt
\$1,500,000 - \$1,999,999	16.9%	26.3%	5.5 Months	Seller's Mkt
\$2,000,000 - \$2,999,999	24.6%	23.6%	8.9 Months	Neutral Mkt
\$3,000,000 - \$4,999,999	19.4%	16.3%	10.1 Months	Neutral Mkt
\$5,000,000 - \$9,999,999	15.6%	1.8%	73.5 Months	Buyer's Mkt
\$10,000,000+	10.8%	3.6%	25.5 Months	Buyer's Mkt

Current Price Projections

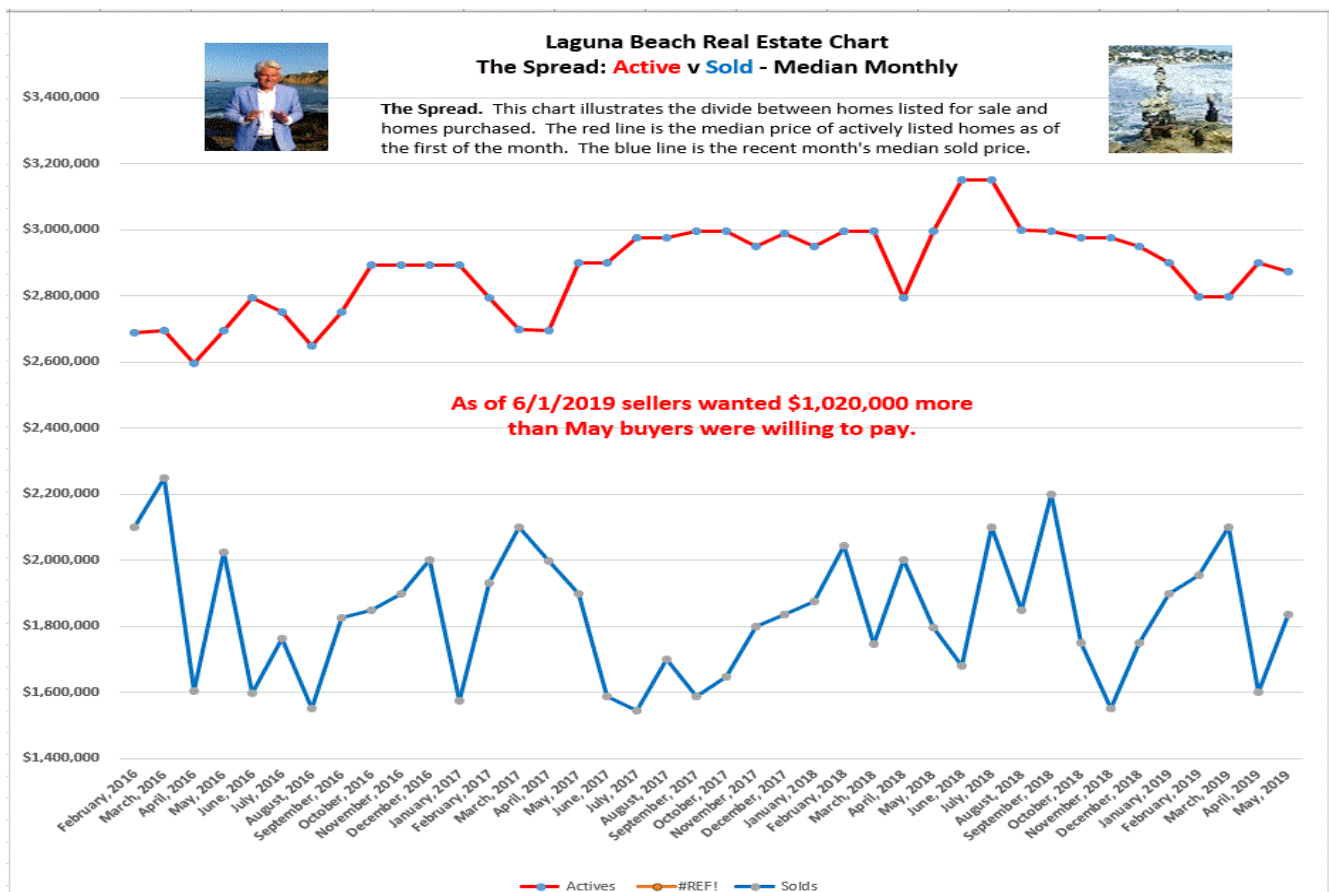
Short Term Pending Indicator (As of 6/1/2019)	No Signal
Long Term Price Indicator (As of 1/1/2019) Projection for 2019	Up

No Guarantees



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.

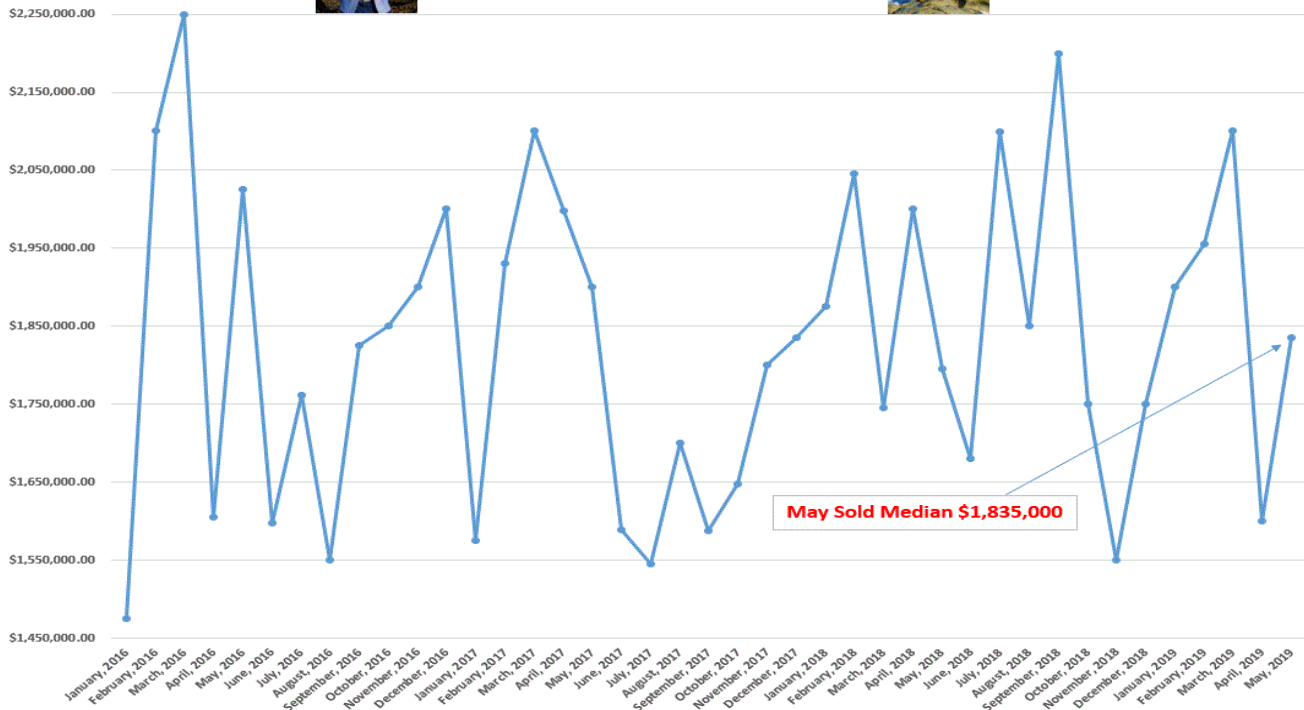
For more information call Boyd Roberts at 949-463-9152. DRE 01354788



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Laguna Beach Real Estate Sold Median - Monthly



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Laguna Beach Real Estate Chart Sold - 3 Month Moving Median - Monthly

Data points calculated each month using
the most recent 3 full month median price.



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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.

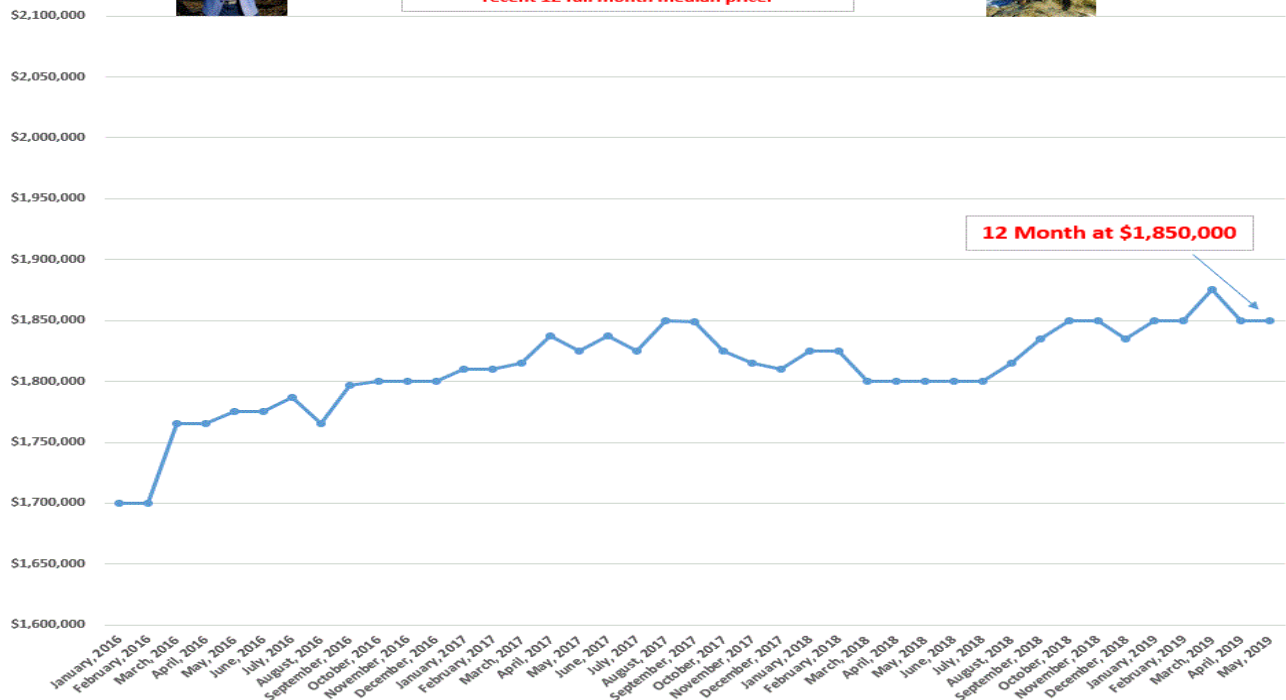


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Laguna Beach Real Estate Chart Sold - 12 Month Moving Median - Monthly

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



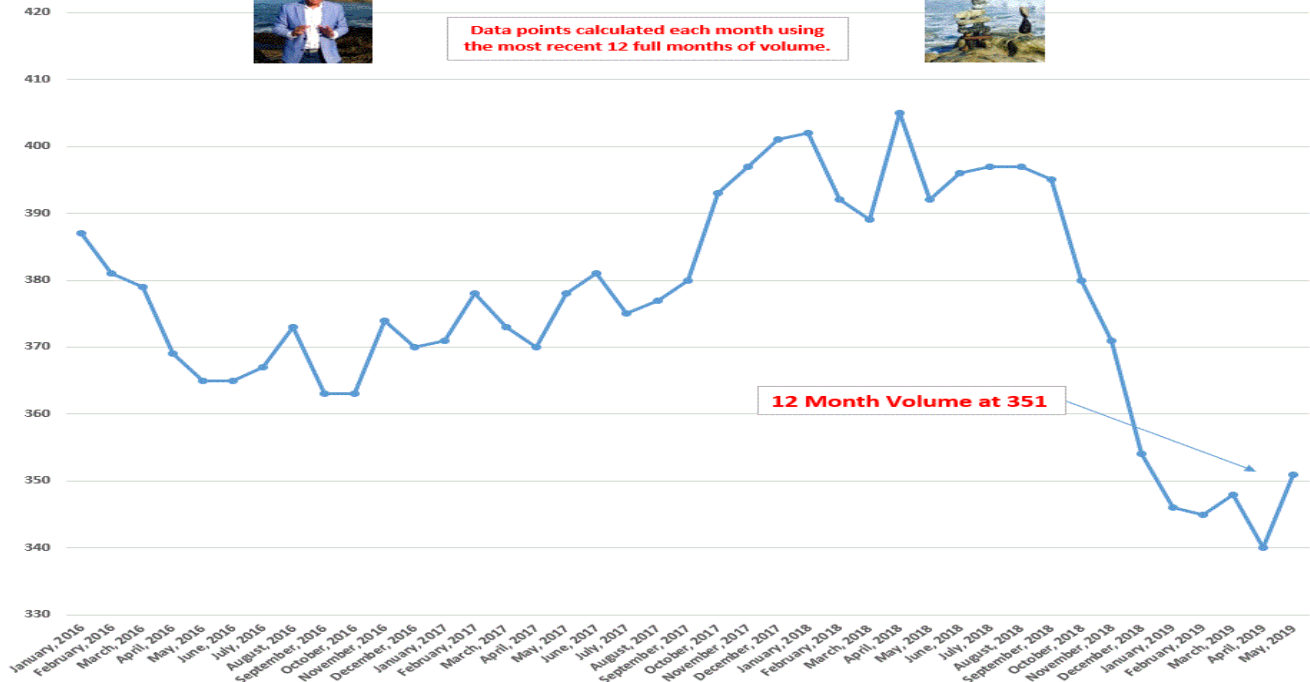
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Laguna Beach Real Estate Chart Sold 12 Month Volume - Monthly



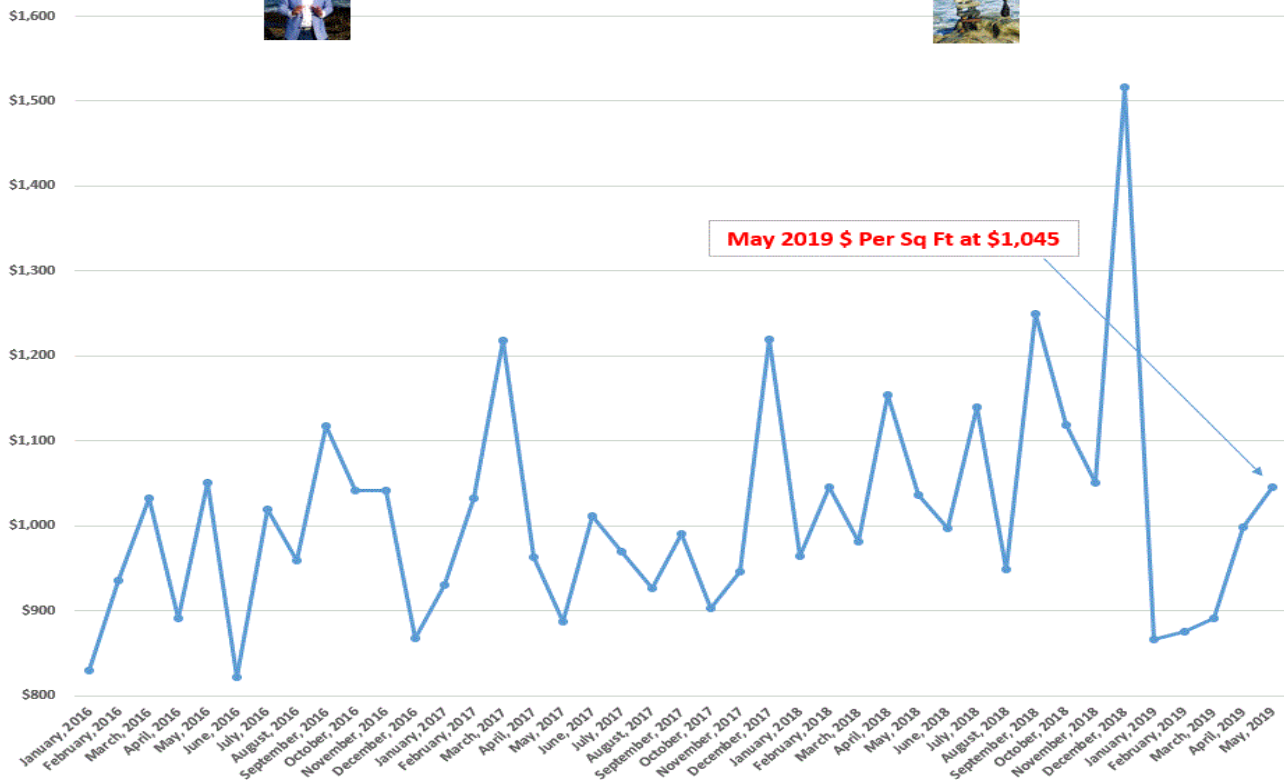
Data points calculated each month using
the most recent 12 full months of volume.



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Laguna Beach Real Estate Chart Sold - \$ Per Square Foot - Median Monthly



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Laguna Beach Real Estate Chart Pending Median Monthly



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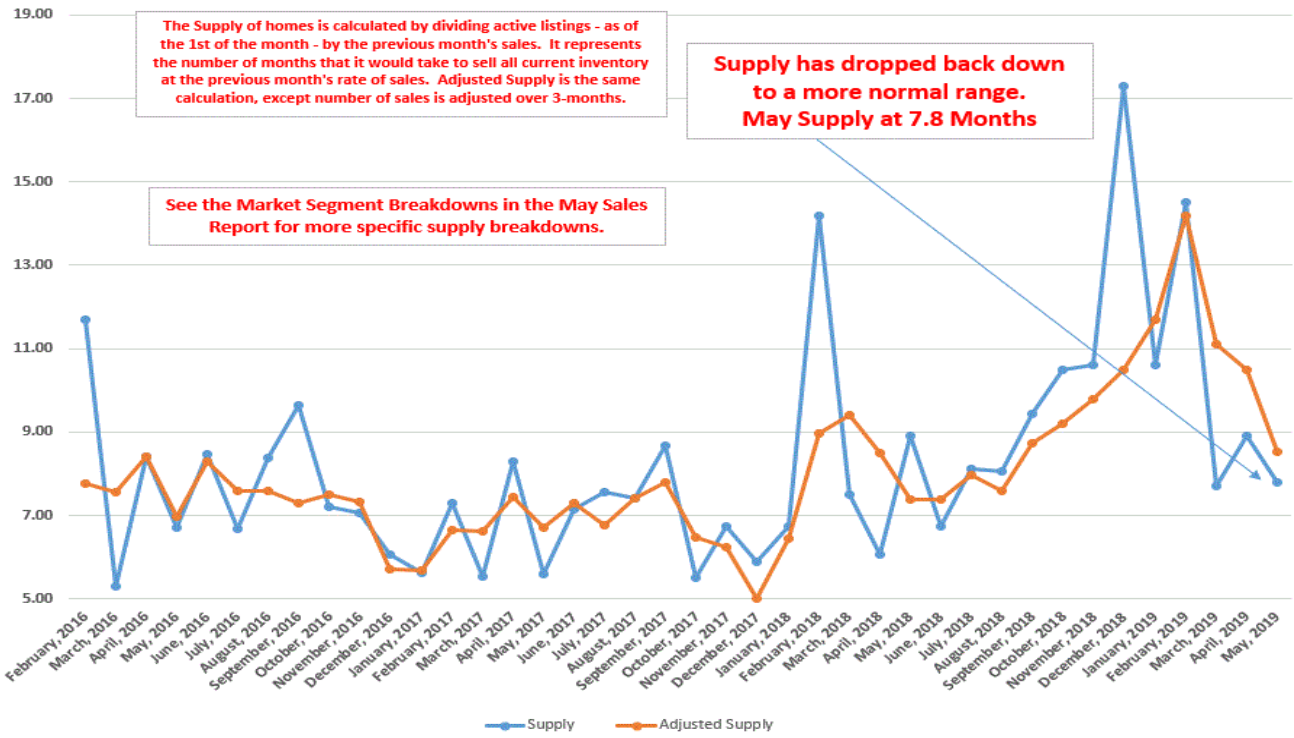
Laguna Beach Real Estate Chart Pending Volume - Monthly



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



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Short Term Pending Indicator: When the current month pending median (as of the 1st) is \$250,000 or more plus/minus the previous month's sold median, the short-term Pending Indicator issues an up/down signal. It has had 17 up/down signals since February 2016. All 17 of those signals accurately projected the short-term price movement. Sixteen of these moves occurred within 1 month. One signal took 2 months. The average move was 15%. Past performance is not indicative of future results.

Long Term Price Indicator: When there are 350 or more closings at the end of a calendar year, the Long-Term Price Indicator projects that the following year will be up in price. Since 1999 this methodology has accurately projected every up year since 1999 (except for 2015). Past performance is not indicative of future results.

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. Call him for outstanding service.

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