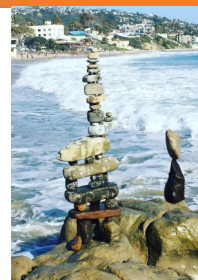




# Laguna Beach Real Estate

## August 2019 Sales Report



**Boyd Roberts | Broker | Gallery Real Estate**

**949-463-9152**

All Videos, Reports, and Charts at [www.LagunaGalleryRealEstate.com](http://www.LagunaGalleryRealEstate.com)

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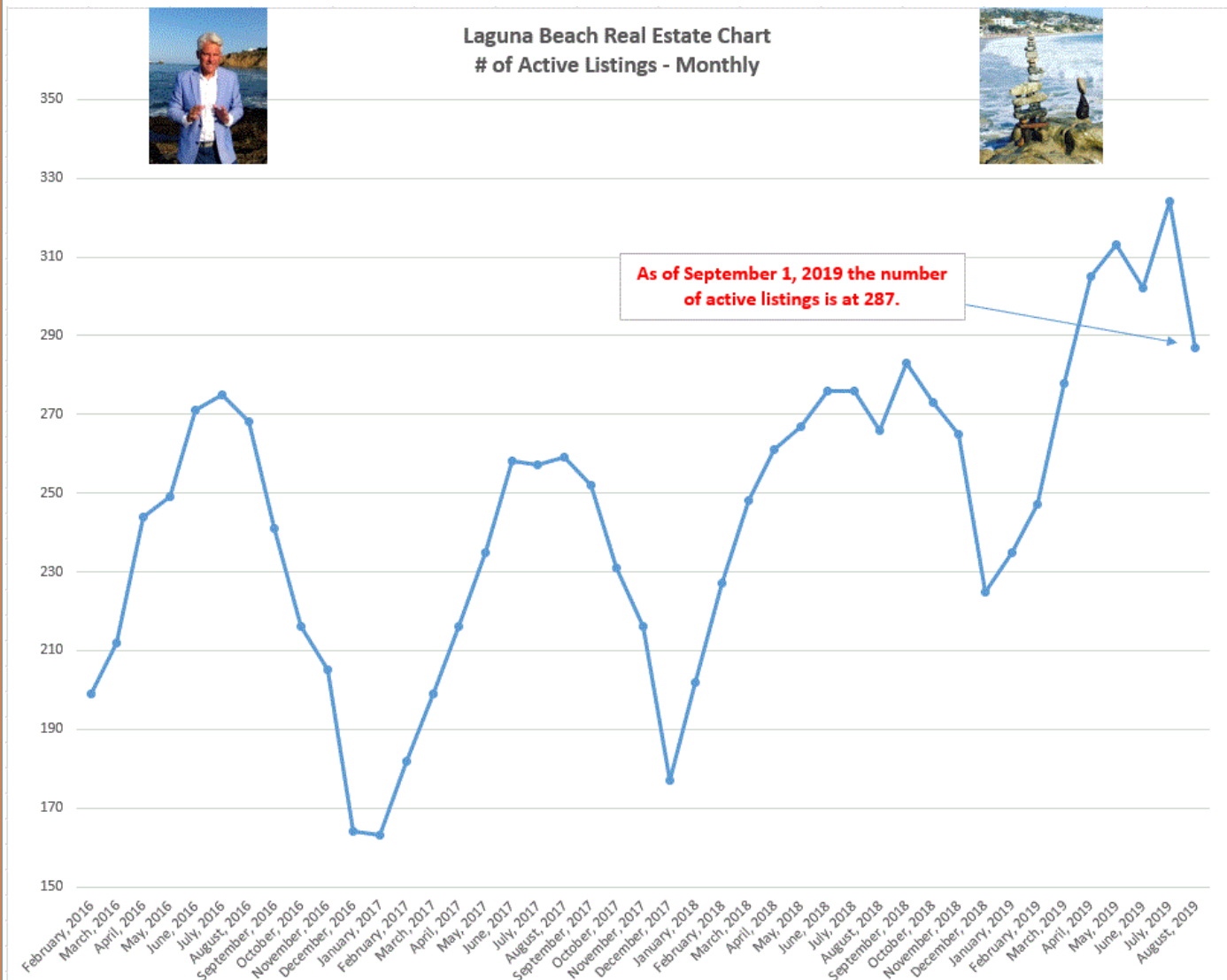
**\*\*Chart of the Month\*\***

## My Take

As predicted, prices did rise in August. Though it was ugly, the sold median finished at \$2.1M up \$150,000. The median price reduction was \$290,000 or 12%. 1044 Van Dyke Drive reduced their price by 65% after languishing on the market for nearly 500 days. See the closing detail on page 3.

What am I looking at now? With the pending median at \$1.8M, I am now forecasting a pullback probably this month. Long term I remain bullish. With the year to date at \$1.95M there is very little mathematical chance that 2019 will not set a record high - by a lot. And with 67 deals in escrow, these puppies are looking strong and lively.

Art Walk is on Thursday and Sunset Serenades returns to Heisler Park every Friday this month. Have an excellent September and thank you joining me.



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Address	Date	August Closing Detail		Reduction	% Reduc	\$ Sq Ft	DOM
		Original Price	Closing Price				
20358 Laguna Canyon Road	8/1/2019	\$ 799,000	\$ 765,000	\$ 34,000	4.2%	\$ 648	3
1595 Via Corsica	8/5/2019	\$ 7,995,000	\$ 5,500,000	\$2,495,000	31.2%	\$ 1,340	383
7 Camel Point Drive	8/5/2019	\$ 5,995,000	\$ 5,999,500	\$ (4,500)	-0.1%	\$ 2,905	132
519 Emerald Bay	8/6/2019	\$ 4,695,000	\$ 4,507,600	\$ 187,400	3.9%	\$ 1,693	59
1020 La Mirada	8/9/2019	\$ 2,195,000	\$ 1,885,000	\$ 310,000	14.1%	\$ 788	125
2447 Catalina	8/9/2019	\$ 4,750,000	\$ 3,875,000	\$ 875,000	18.4%	\$ 1,761	50
753 Manzanita Drive	8/12/2019	\$ 1,995,000	\$ 1,750,000	\$ 245,000	12.2%	\$ 867	142
445 Arroyo Chico	8/12/2019	\$ 2,675,000	\$ 2,155,000	\$ 520,000	19.4%	\$ 1,226	100
32091 Virginia Way	8/14/2019	\$ 1,790,000	\$ 1,500,000	\$ 290,000	16.2%	\$ 600	230
365 Pinecrest Drive	8/15/2019	\$ 5,799,000	\$ 5,200,000	\$ 599,000	10.3%	\$ 1,459	41
17 Montage Way	8/15/2019	\$ 23,995,000	\$ 19,000,000	\$4,995,000	20.8%	\$ 2,384	140
605 San Nicholas Court	8/16/2019	\$ 649,900	\$ 670,000	\$ (20,100)	-3.0%	\$ 438	4
1044 Van Dyke Drive	8/19/2019	\$ 4,500,000	\$ 1,450,000	\$2,950,000	65.5%	\$ 691	495
31666 Scenic Drive	8/19/2019	\$ 2,595,000	\$ 2,100,000	\$ 495,000	19.0%	\$ 1,051	71
31791 Coast Highway	8/20/2019	\$ 13,995,000	\$ 13,495,000	\$ 500,000	3.5%	\$ 4,863	33
82 Blue Lagoon	8/21/2019	\$ 4,450,000	\$ 4,030,000	\$ 420,000	9.4%	\$ 1,919	136
940 Rembrandt	8/21/2019	\$ 3,199,000	\$ 2,025,000	\$1,174,000	36.6%	\$ 530	171
838 Manzanita Drive	8/22/2019	\$ 2,400,000	\$ 2,350,000	\$ 50,000	2.0%	\$ 972	74
1110 Katella Street	8/22/2019	\$ 1,650,000	\$ 1,550,000	\$ 100,000	6.0%	\$ 868	67
283 Upland Road	8/22/2019	\$ 2,195,000	\$ 2,050,000	\$ 145,000	6.6%	\$ 931	66
843 La Vista Drive	8/23/2019	\$ 1,750,000	\$ 1,500,000	\$ 250,000	14.2%	\$ 1,010	5
1028 Santa Ana Street	8/26/2019	\$ 1,150,000	\$ 875,000	\$ 275,000	23.9%	\$ 500	90
2555 Iris Way	8/26/2019	\$ 2,749,000	\$ 2,600,000	\$ 149,000	5.4%	\$ 865	130
221 Santa Rosa Court	8/28/2019	\$ 569,900	\$ 562,500	\$ 7,400	1.2%	\$ 424	6
42 N Vista Del Catalina	8/29/2019	\$ 3,995,000	\$ 3,000,000	\$ 995,000	24.9%	\$ 1,437	49
935 Emerald Bay	8/30/2019	\$ 5,165,000	\$ 4,900,000	\$ 265,000	5.1%	\$ 1,484	21
865 Quivera Street	8/30/2019	\$ 3,069,000	\$ 2,050,000	\$1,019,000	33.2%	\$ 563	431
		Median	\$ 2,100,000	\$ 290,000	12.2%	\$ 972	74

## August 2019 Sales Data

<b>Active Median</b> (As of 9/1/2019)	<b>\$ 2,995,000</b>	<b>287 Listings</b>
<b>Days on Market (DOM) Median</b>		<b>114 Days</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,210</b>
<b>Pending Median</b> (As of 9/1/2019)	<b>\$ 1,800,000</b>	<b>67 Listings</b>
<b>DOM Median</b>		<b>114 Days</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,086</b>
<b>Sold Median August 2019</b>	<b>\$ 2,100,000</b>	<b>27 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 290,000</b>	<b>12.2 %</b>
<b>DOM Median</b>		<b>74 Days</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 972</b>
<b>Sold 3 Month Median</b> (6/1/2019 – 8/31/2019)	<b>\$ 2,030,000</b>	<b>96 Sales</b>
<b>DOM Median</b>		<b>50 Days</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,047</b>
<b>Sold 2018 Median</b>	<b>\$ 1,835,000</b>	<b>354 Sales</b>
<b>Sold YTD Median</b>	<b>\$ 1,950,000</b>	<b>245 Sales</b>
<b>Sold 6 Month Median</b> (3/1/2019 – 8/31/2019)	<b>\$ 1,930,000</b>	<b>206 Sales</b>
<b>Sold 12 Month Median</b> (9/1/2018 – 8/31/2019)	<b>\$ 1,900,000</b>	<b>339 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 219,000</b>	<b>10 %</b>
<b>DOM Median</b>		<b>82 Days</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,027</b>
<b>Supply   3 Month Adjusted Supply</b>	<b>10.6 Months</b>	<b>8.9 Months</b>
<b>The Spread (Actives – Solds) Median</b>		<b>+ \$ 965,000</b>
<b>The Short-Term Pending Indicator (Pendings – Solds) Median</b>		<b>- \$ 300,000</b>

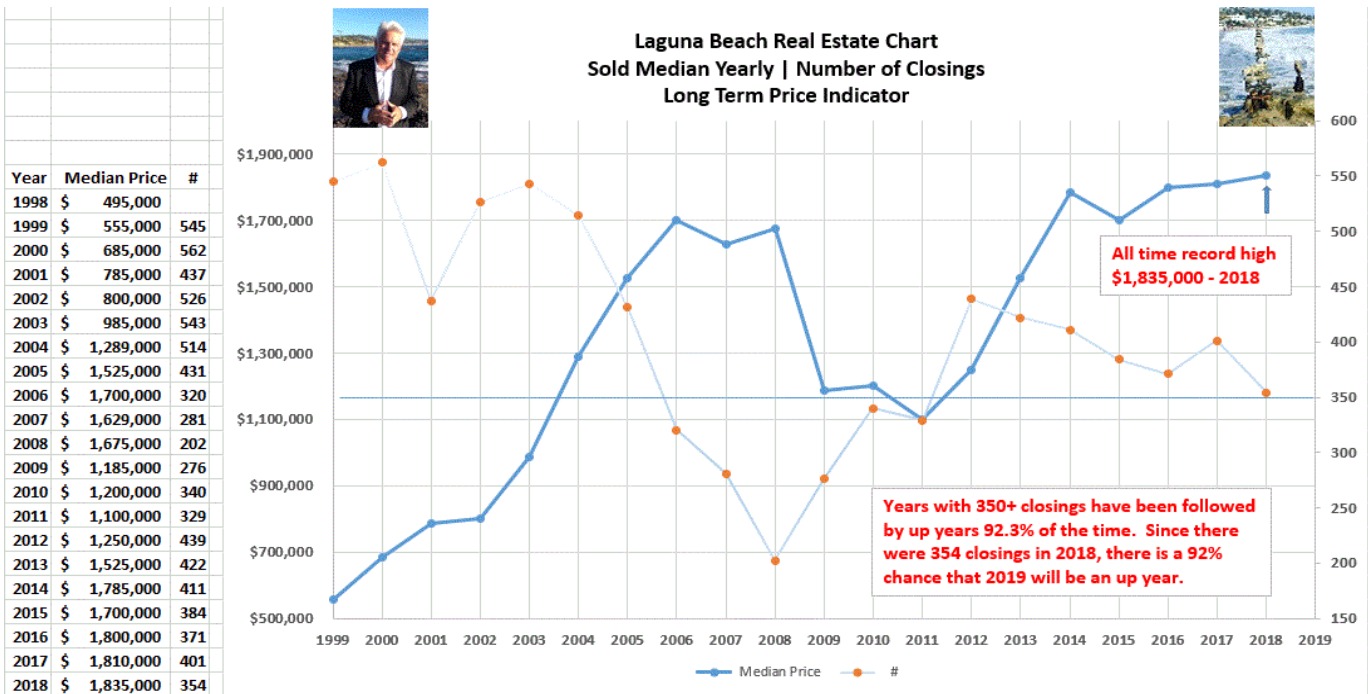
## Market Segment Analysis

MARKET SEGMENT	ACTIVE (As of 9/1/2019)	SOLD (last 3 Months)	SUPPLY (Adj 3 Months)	TYPE
\$1,499,999-	16.3%	26.0%	5.6 Months	Seller's Mkt
\$1,500,000 - \$1,999,999	12.5%	21.8%	5.1 Months	Seller's Mkt
\$2,000,000 - \$2,999,999	25.4%	19.7%	11 Months	Neutral Mkt
\$3,000,000 - \$4,999,999	20.9%	20.8%	9.0 Months	Neutral Mkt
\$5,000,000 - \$9,999,999	15.3%	7.2%	18 Months	Buyer's Mkt
\$10,000,000+	10.7%	4.1%	22 Months	Buyer's Mkt

## Current Price Projections

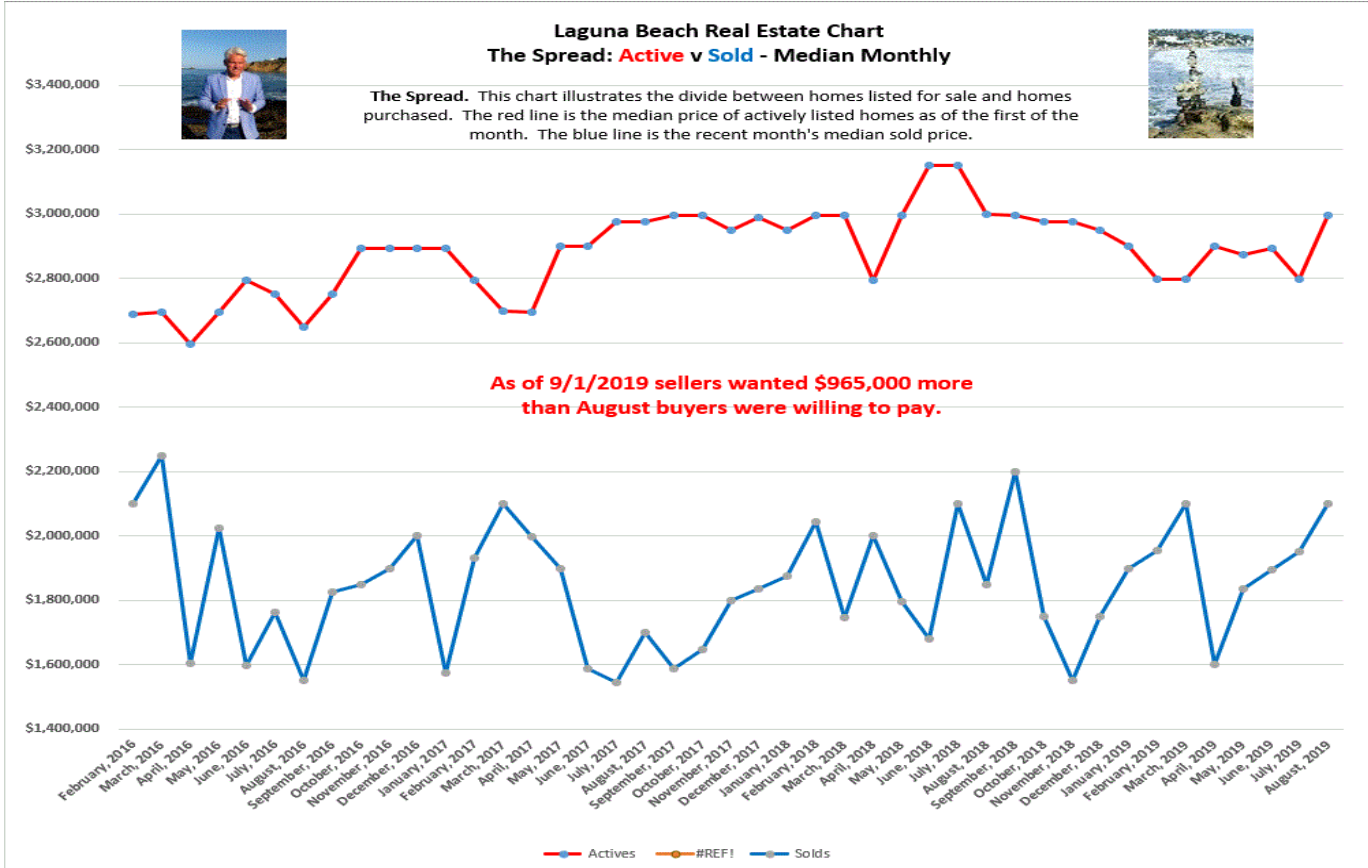
<b>The Short-Term Pending Indicator</b> (As of 9/1/2019) <b>Projection for Short Term</b>	<b>Down</b>
<b>The Long-Term Price Indicator</b> (As of 1/1/2019) <b>Projection for 2019</b>	<b>Up</b>





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.

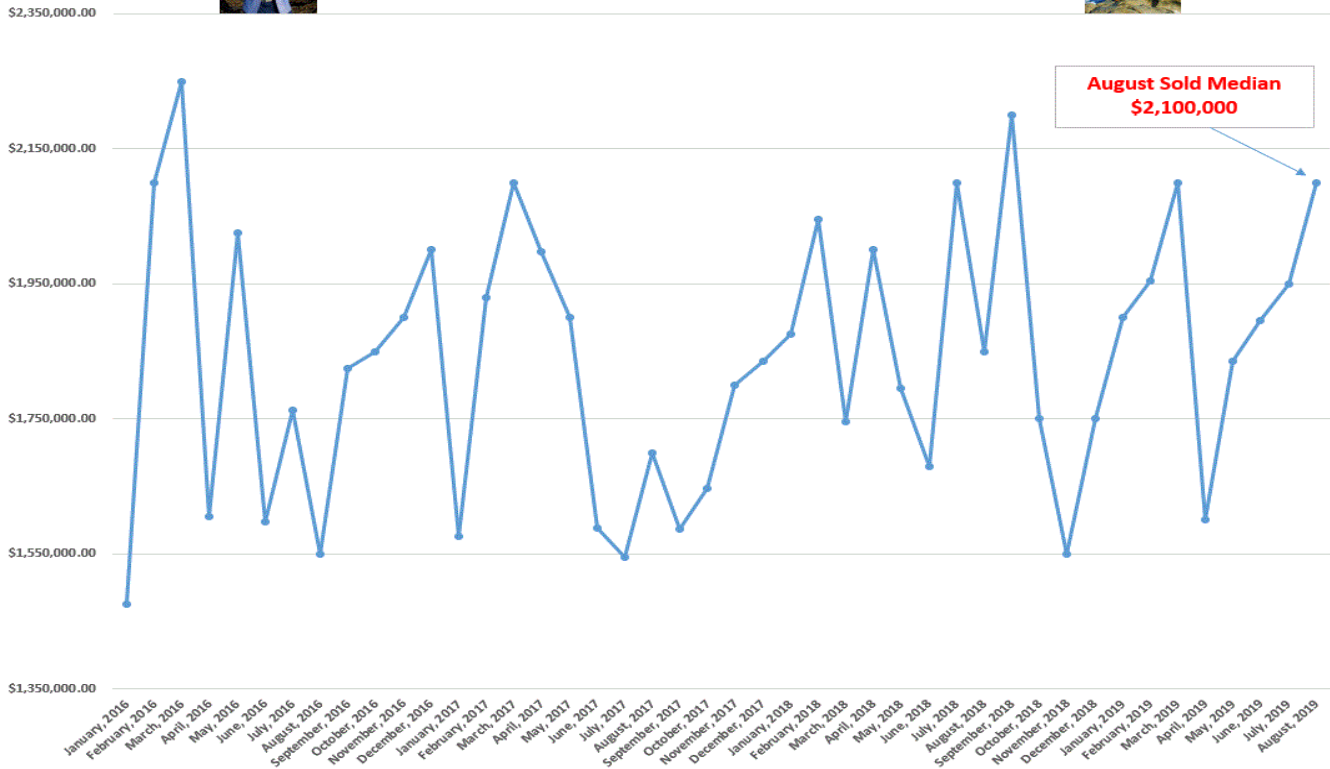
**For more information call Boyd Roberts at 949-463-9152. DRE 01354788**



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### Laguna Beach Real Estate Chart Sold Median - Monthly



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

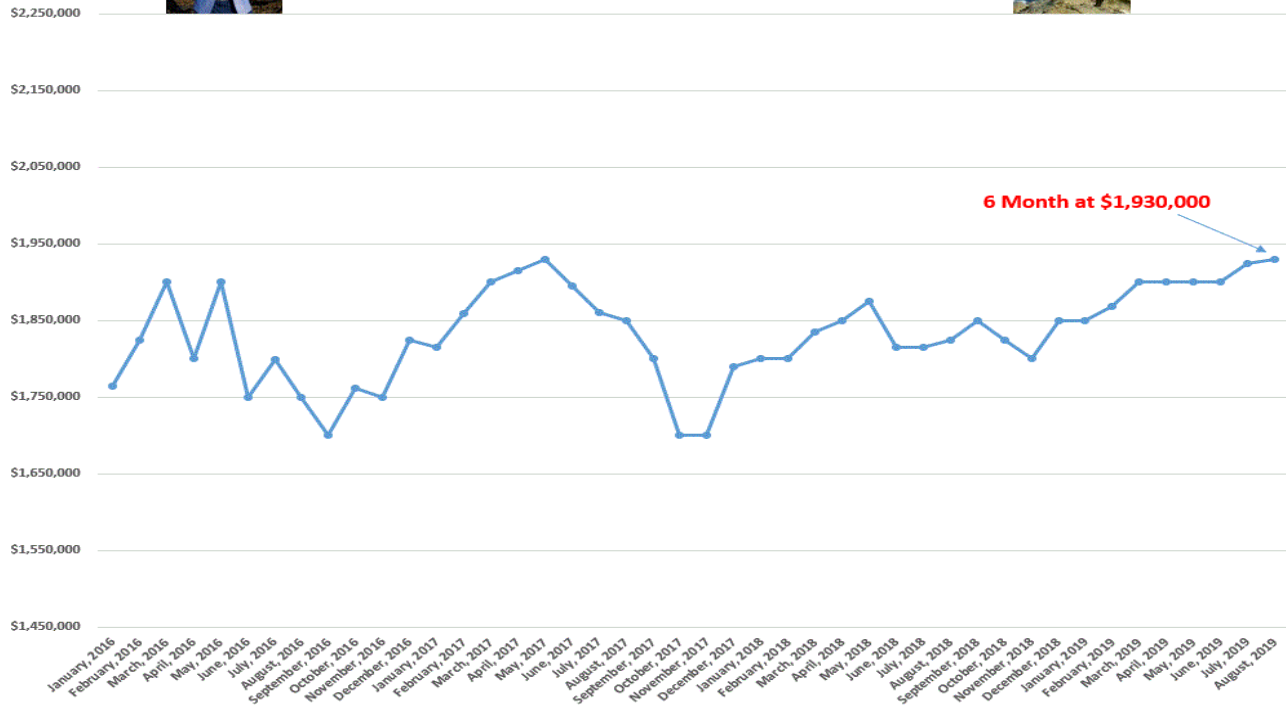


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### Laguna Beach Real Estate Chart Sold - 6 Month Moving Median - Monthly

Data points calculated each month using the most recent 6 full month median price.



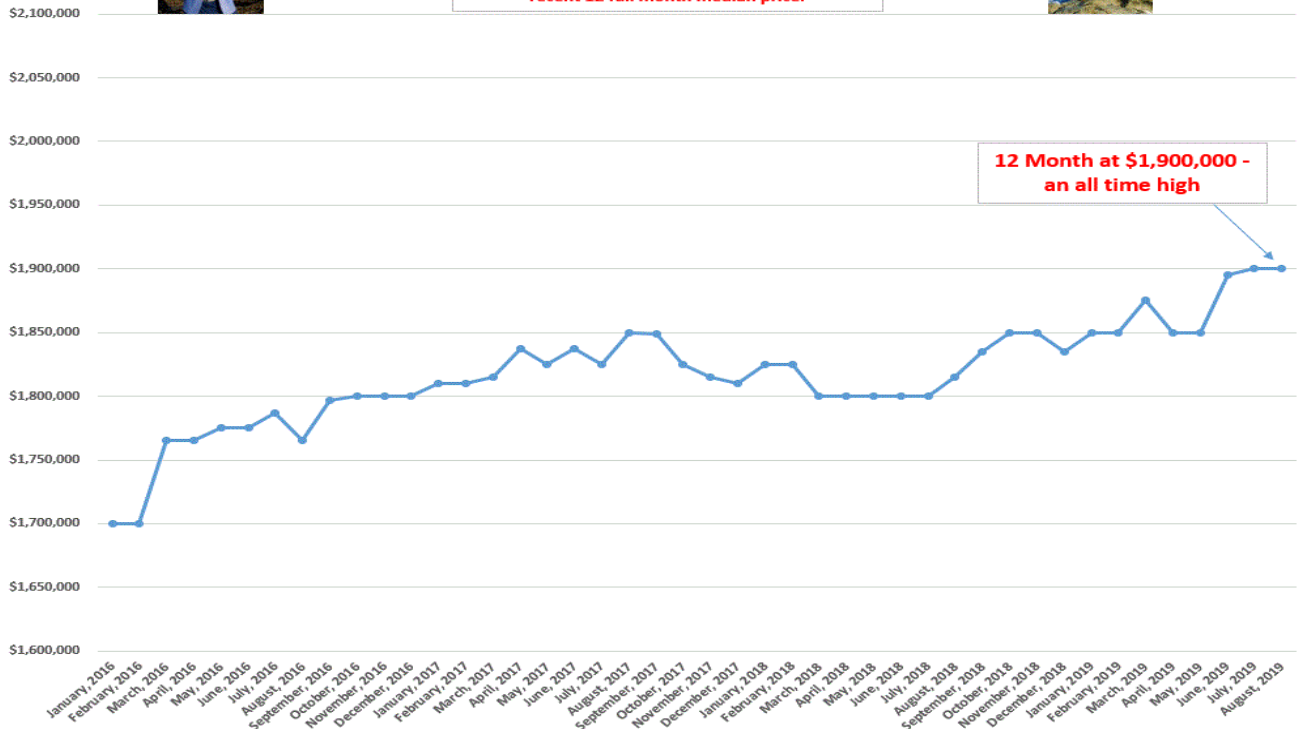
6 Month at \$1,930,000

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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.



12 Month at \$1,900,000 -  
an all time high

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### Laguna Beach Real Estate Chart Sold 3 Month Volume - Monthly

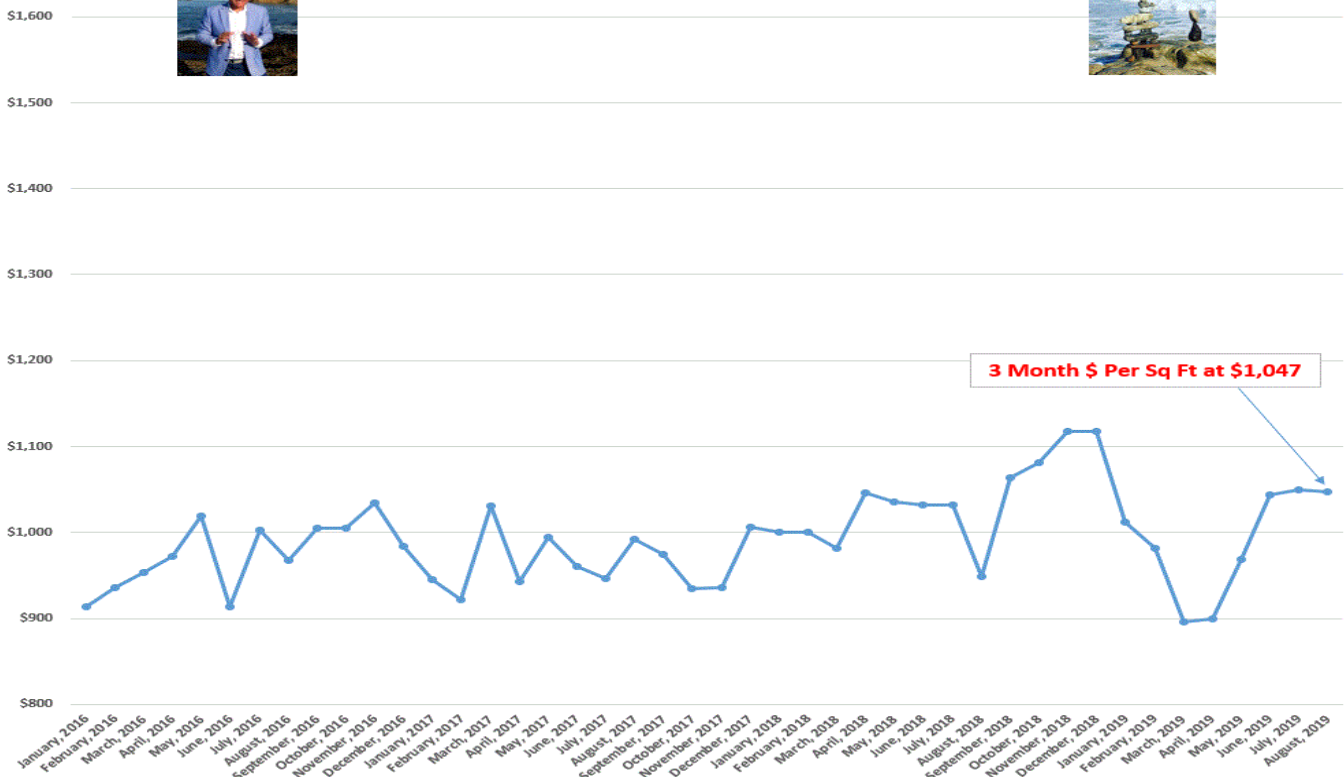
Data points calculated each month using the most recent 3 full months of sales volume.



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

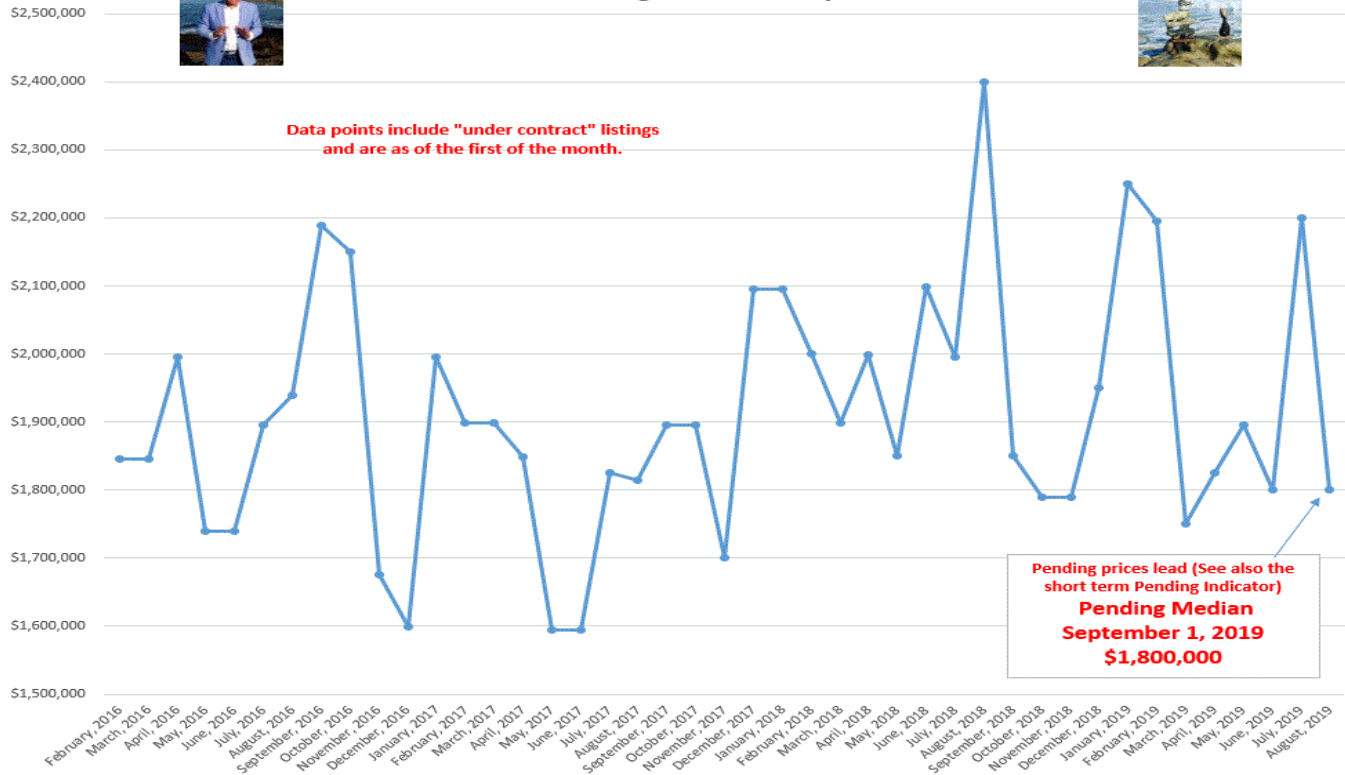


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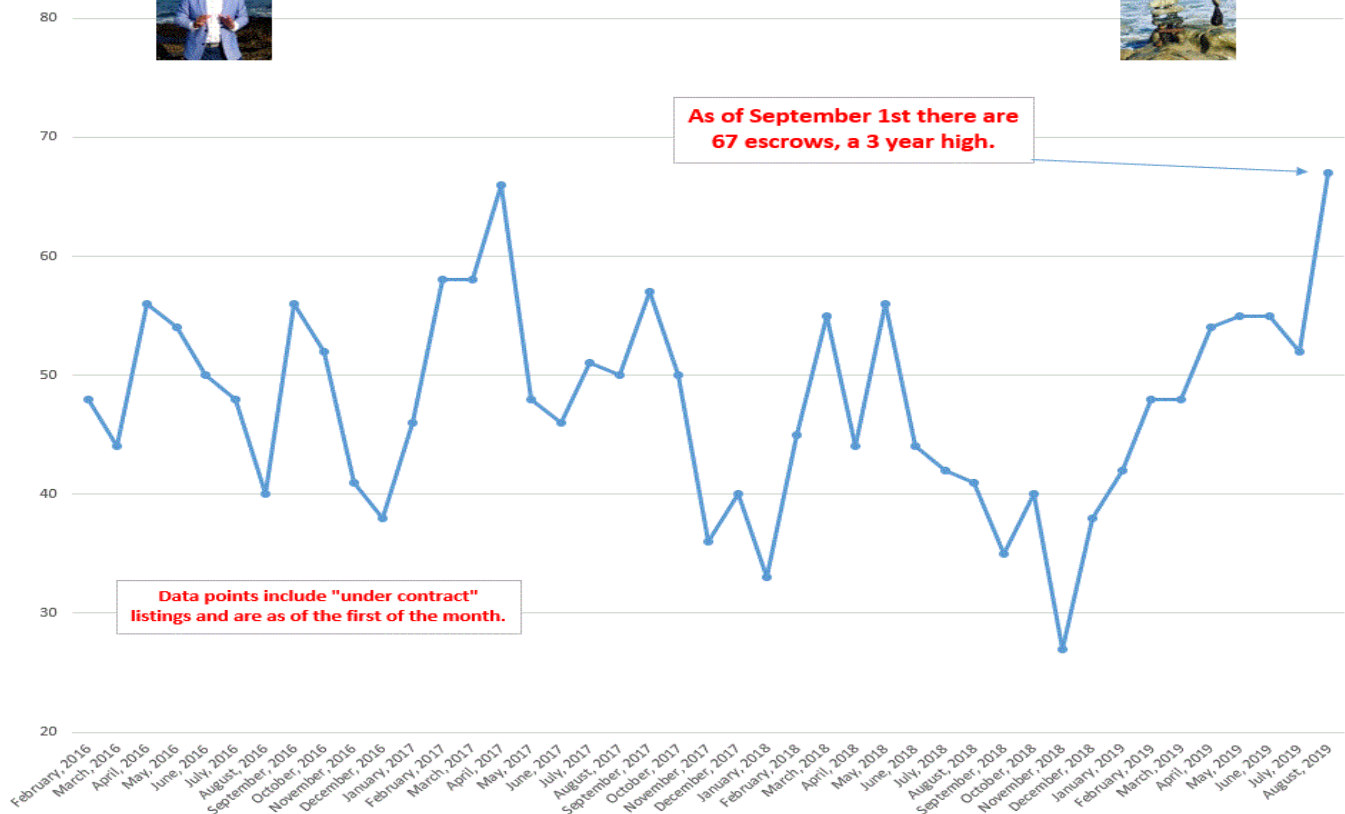
### Laguna Beach Real Estate Chart Pending Median Monthly



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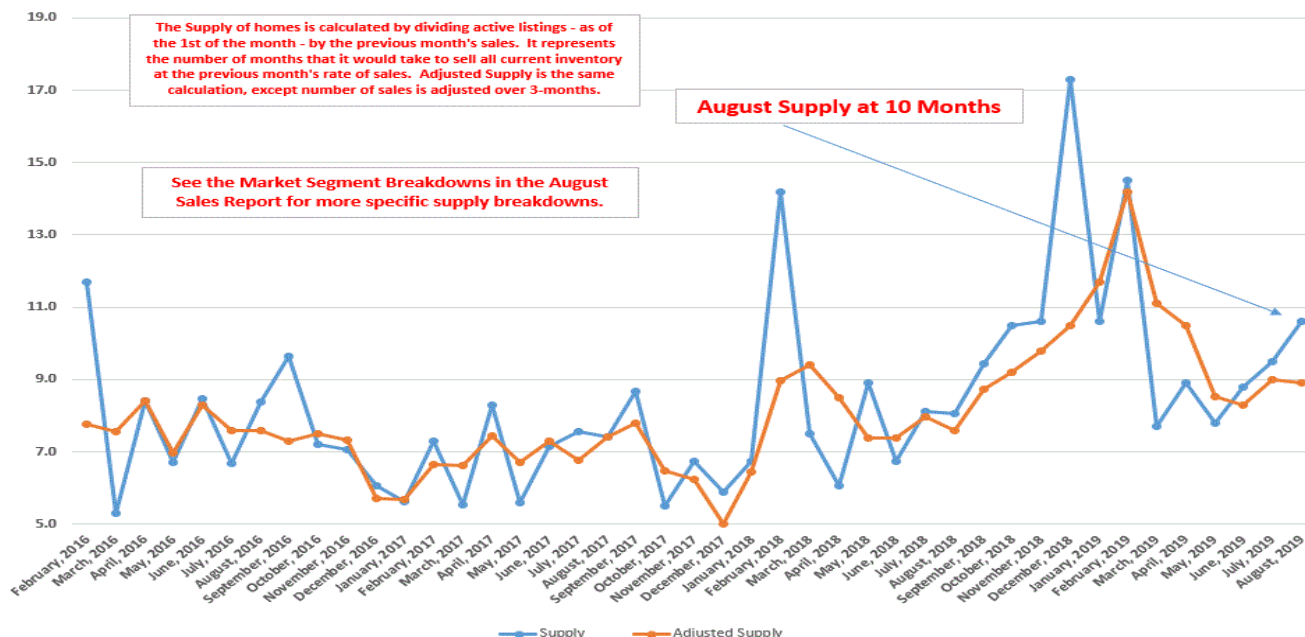
### Laguna Beach Real Estate Chart Pending Volume - Monthly



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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 1<sup>st</sup>) 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 18 up/down signals since February 2016. All 18 of those signals accurately projected the short-term price movement. Seventeen 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 (2015 is the exception). 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 totaling more than a \$1/4 billion. Call him for outstanding service.

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