

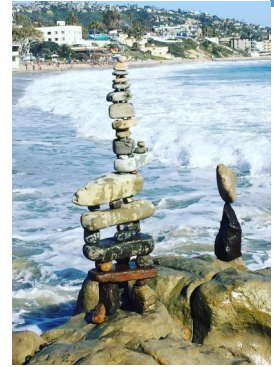


Laguna Beach Real Estate

October 2016 Sales Report

Boyd Roberts

Gallery Real Estate



YouTube: Boyd Roberts Laguna 2016

Summary Take: Buyers in Laguna Beach should be aware that current sellers want over \$1,000,000 more for their homes than October buyers were willing to pay. That said, although October median prices were up only modestly to \$1.85M, once you drill down into the numbers the strength of this bull becomes apparent: the three-month moving median price was up \$50,000, the 6 month was up over \$62,000, and 10 months into the current year, the 12-month moving median price at an even \$1.8M is on track for a record-breaking year. Projecting forward, with pending transactions \$300,000 higher than October, November, likely, will be the icing on the cake.

ACTIVEs (As of November 1, 2016)

Total	216 Listings
Median Price	\$ 2,895,000
Median CDOM	117 Days
Median Price per Square Foot	\$ 1,171

PENDINGs/BACKUPSs (P/B) (As of November 3, 2016)

Total	52 Listings
Median Price	\$ 2,150,000
Median CDOM	89 Days
Median Price per Square Foot	\$ 903

SOLDs (October, 2016)

Total	30 Closings
Total Requiring a Price Reduction	24 Closings
% of Closings at a Reduced Price	80%
Average Price Reduction	\$ 136,058
Average Price Reduction as a %	4.0 %
Median Price	\$ 1,850,000
Median CDOM	93 Days
Median Price per Square Foot	\$ 1,041

Total Supply of Actives at this Rate of Sales	7.2 Months
Difference Between Active Median Price and P/B Median Price	+ \$ 745,000
Difference Between Active Median Price and Sold Median Price	+ \$ 1,045,000
Difference Between P/B Median Price and Sold Median Price	+ \$ 300,000

More SOLDs (Most Recent 3 Full Months: 8/1/2016 – 10/31/2016)

Total	87 Closings
Total Requiring a Price Reduction	68 Closings
Median Price	\$ 1,800,000
Median CDOM	78 Days
Median Price per Square Foot	\$ 1,005
Total Supply of Actives at this Rate of Sales	7.5 Months

More SOLDs Median Price History (Full Calendar Months)

<u>Month/Year</u>	<u>Median Price</u>	<u># of Sales</u>
Last 6 Full Months (5/1/2016 – 10/31/2016)	\$1,762,150	198
Last 12 Full Months (11/1/2015 – 10/31/2016)	\$1,800,000	363

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

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