



Laguna Beach Real Estate

June 2019 Sales Report



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

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

**** New****

**** New****

My Take

Under \$5M – with just a 6.3-month supply of homes – the market is quite robust and is firing on all cylinders. Over \$5M – with over a 52-month supply – the market is anemic and needs to be put on life support.

Overall, I am very optimistic. Median June sold prices were up \$60,000 and finished just short of \$1.9M. Year to date – at an even \$1.9M – we are on track for a record year. The sold 12-month moving median set a record print at 1.895M. Days on market at 75 days is relatively low. Median price reductions held steady at \$188,000 or 9%. Most importantly with pending and 3-month closings very high, I expect these trends to continue. No guarantees.

Looking a little closer at the over \$5M market, as of July 1st, there were 84 homes active on the market – not including pocket, off market listings. In the last 3 months there have only been 5 sales or 1.6 per month. Dividing the 84 by 1.6, we arrive at a pathetic 52.5-month supply of homes. This means at the current rate of sales it would take well over 4 years to sell the current inventory.

Be sure to check out my new 3-month volume chart and my sold 12 month moving median chart.

June Closing Detail							
Address	Date	Original Price	Closing Price	Reduction	% Reduc	S Sq Ft	DOM
1040 La Mirada	6/3/2019	\$ 1,439,000	\$ 1,400,000	\$ 39,000	2.7%	\$ 777	3
790 Nyes Place	6/3/2019	\$ 3,100,000	\$ 2,925,000	\$ 175,000	5.6%	\$ 862	24
1004 Santa Ana Street	6/4/2019	\$ 1,500,000	\$ 1,415,000	\$ 85,000	5.6%	\$ 1,025	100
31755 Coast Unit 510	6/5/2019	\$ 1,195,000	\$ 1,115,000	\$ 80,000	6.6%	\$ 1,055	0
9 Shreve Drive	6/6/2019	\$ 7,400,000	\$ 7,400,000	\$ -	0.0%	\$ 2,500	0
694 Mystic View	6/10/2019	\$ 4,288,000	\$ 4,100,000	\$ 188,000	4.3%	\$ 1,366	61
2595 Kilo Way	6/11/2019	\$ 2,949,000	\$ 2,800,000	\$ 149,000	5.0%	\$ 857	153
23 S La Senda	6/11/2019	\$ 4,595,000	\$ 4,765,000	\$ (170,000)	-3.6%	\$ 1,506	5
1280 Pacific	6/12/2019	\$ 5,399,000	\$ 4,125,000	\$1,274,000	23.5%	\$ 904	349
615 Short Street	6/12/2019	\$ 3,195,000	\$ 2,675,000	\$ 520,000	16.2%	\$ 1,122	289
31992 Virginia Way	6/12/2019	\$ 1,139,000	\$ 880,000	\$ 259,000	22.7%	\$ 1,383	247
31959 10th Avenue	6/13/2019	\$ 1,350,000	\$ 974,100	\$ 375,900	27.8%	\$ 1,213	331
1053 Katella Street	6/14/2019	\$ 2,750,000	\$ 1,775,000	\$ 995,000	36.1%	\$ 1,044	601
31252 Monterey Street	6/17/2019	\$ 1,820,000	\$ 1,743,775	\$ 76,225	4.1%	\$ 1,353	42
31984 Coast Highway	6/17/2019	\$ 1,195,000	\$ 1,190,000	\$ 5,000	0.4%	\$ 1,214	7
223 Beverly Street	6/17/2019	\$ 1,799,000	\$ 1,900,000	\$ (101,000)	-5.6%	\$ 791	6
2927 Alta Laguna Boulevard	6/17/2019	\$ 3,295,000	\$ 2,900,000	\$ 395,000	11.9%	\$ 1,013	68
1098 Wykoff Way	6/17/2019	\$ 1,599,000	\$ 1,450,000	\$ 149,000	9.3%	\$ 883	111
458 Hilledge Drive	6/18/2019	\$ 3,495,000	\$ 3,369,000	\$ 126,000	3.6%	\$ 1,265	55
21 N La Senda Drive	6/18/2019	\$ 3,550,000	\$ 3,320,000	\$ 230,000	6.4%	\$ 1,442	46
2360 San Clemente Street	6/19/2019	\$ 1,275,000	\$ 975,000	\$ 325,000	25.4%	\$ 1,950	353
737 Balboa Avenue	6/20/2019	\$ 1,895,000	\$ 1,895,000	\$ -	0.0%	\$ 1,047	0
795 Balboa Avenue	6/21/2019	\$ 2,100,000	\$ 1,850,000	\$ 250,000	11.9%	\$ 683	373
880 Bluebird Canyon	6/21/2019	\$ 1,549,000	\$ 1,385,000	\$ 164,000	10.5%	\$ 916	74
31717 Seaciff Drive	6/24/2019	\$ 2,695,000	\$ 2,450,000	\$ 245,000	9.0%	\$ 1,395	94
1959 Temple Hills Drive	6/24/2019	\$ 3,495,000	\$ 3,100,000	\$ 395,000	11.3%	\$ 979	207
2937 Terry Road	6/25/2019	\$ 995,000	\$ 995,000	\$ -	0.0%	\$ 889	5
3074 Cresta Way	6/25/2019	\$ 1,950,000	\$ 1,686,750	\$ 263,250	13.5%	\$ 691	31
647 Virginia Park Drive	6/26/2019	\$ 2,988,000	\$ 2,635,000	\$ 353,000	11.8%	\$ 1,077	112
21625 Ocean Vista Drive Unit#3	6/28/2019	\$ 1,450,000	\$ 1,460,000	\$ (10,000)	-0.6%	\$ 864	12
412 Myrtle Street	6/28/2019	\$ 4,550,000	\$ 3,400,000	\$1,150,000	25.2%	\$ 925	169
475 El Camino Del Mar	6/28/2019	\$ 2,850,000	\$ 2,850,000	\$ -	0.0%	\$ 1,056	21
475 Aster Street	6/28/2019	\$ 2,675,000	\$ 2,250,000	\$ 425,000	15.8%	\$ 1,335	135
1348 Terrace Way	6/28/2019	\$ 1,750,000	\$ 1,650,000	\$ 100,000	5.7%	\$ 1,049	17
Sold off market not used in all calculations		Median	\$ 1,895,000	\$ 188,000	9.0%	\$ 1,047	74

June 2019 Sales Data

Active Median (As of 7/1/2019)	\$ 2,895,000	302 Listings
Days on Market (DOM) Median		89 Days
\$ per Square Foot Median		\$ 1,254
Pending Median (As of 7/1/2019)	\$ 1,800,000	55 Listings
DOM Median		90 Days
\$ per Square Foot Median		\$ 1,041
Sold Median June 2019	\$ 1,895,000	34 Sales
Price Reduction Median	\$ 188,000	9.0 %
DOM Median		74 Days
\$ Per Square Foot Median		\$ 1,047
Sold 3 Month Median (4/1/2019 – 6/30/2019)	\$ 1,800,000	108 Sales
DOM Median	New	75 Days
\$ Per Square Foot Median		\$ 1,044
Sold 2018 Median	\$ 1,835,000	354 Sales
Sold YTD Median	\$ 1,900,000	184 Sales
Sold 6 Month Median (1/1/2019 – 6/30/2019)	\$ 1,900,000	184 Sales
Sold 12 Month Median (7/1/2018 – 6/30/2019)	\$ 1,895,000	344 Sales
Price Reduction Median	\$ 200,000	9.9 %
DOM Median	New	90 Days
\$ Per Square Foot Median		\$ 1,037
Supply 3 Month Adjusted Supply	8.8 Months	8.3 Months
The Spread (Actives – Solds) Median		+ \$ 1,000,000
The Short-Term Pending Indicator (Pendings – Solds) Median		- \$ 95,000

Market Segment Analysis

MARKET SEGMENT	ACTIVE (As of 7/1/2019)	SOLD (last 3 Months)	SUPPLY (Adj 3 Months)	TYPE
\$1,499,999-	12.2%	32.4%	3.1 Months	Seller's Mkt
\$1,500,000 - \$1,999,999	16.2%	26.8%	5.0 Months	Seller's Mkt
\$2,000,000 - \$2,999,999	26.1%	20.3%	10.7 Months	Neutral Mkt
\$3,000,000 - \$4,999,999	17.8%	15.7%	9.5 Months	Neutral Mkt
\$5,000,000 - \$9,999,999	16.5%	1.8%	75 Months	Buyer's Mkt
\$10,000,000+	11.2%	2.7%	34 Months	Buyer's Mkt

Current Price Projections

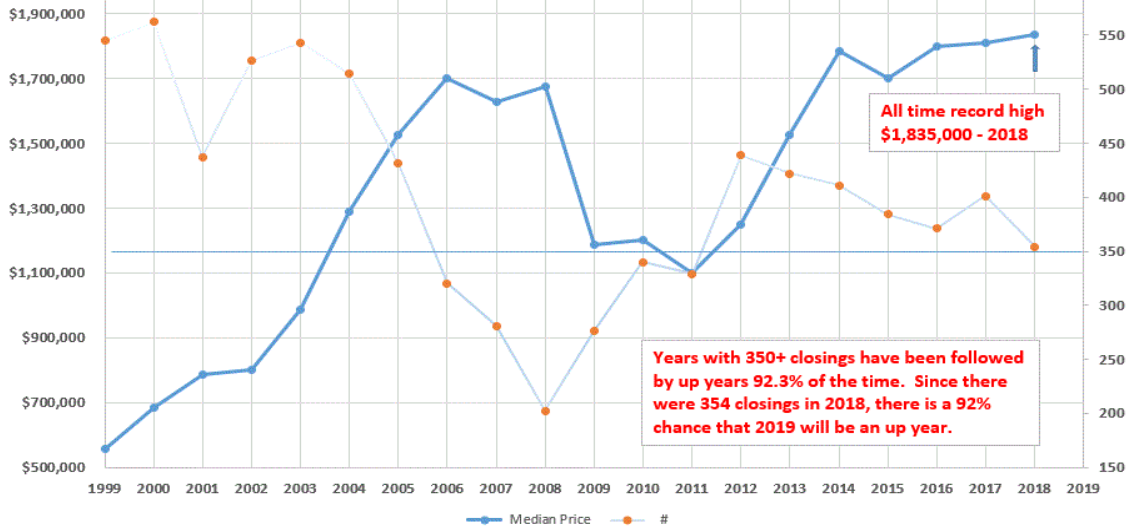
The Short-Term Pending Indicator (As of 7/1/2019)	No Signal
The Long-Term Price Indicator (As of 1/1/2019) Projection for 2019	Up



Laguna Beach Real Estate Chart Sold Median Yearly | Number of Closings Long Term Price Indicator



Year	Median Price	#
1998	\$ 495,000	
1999	\$ 555,000	545
2000	\$ 685,000	562
2001	\$ 785,000	437
2002	\$ 800,000	526
2003	\$ 985,000	543
2004	\$ 1,289,000	514
2005	\$ 1,525,000	431
2006	\$ 1,700,000	320
2007	\$ 1,629,000	281
2008	\$ 1,675,000	202
2009	\$ 1,185,000	276
2010	\$ 1,200,000	340
2011	\$ 1,100,000	329
2012	\$ 1,250,000	439
2013	\$ 1,525,000	422
2014	\$ 1,785,000	411
2015	\$ 1,700,000	384
2016	\$ 1,800,000	371
2017	\$ 1,810,000	401
2018	\$ 1,835,000	354



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.

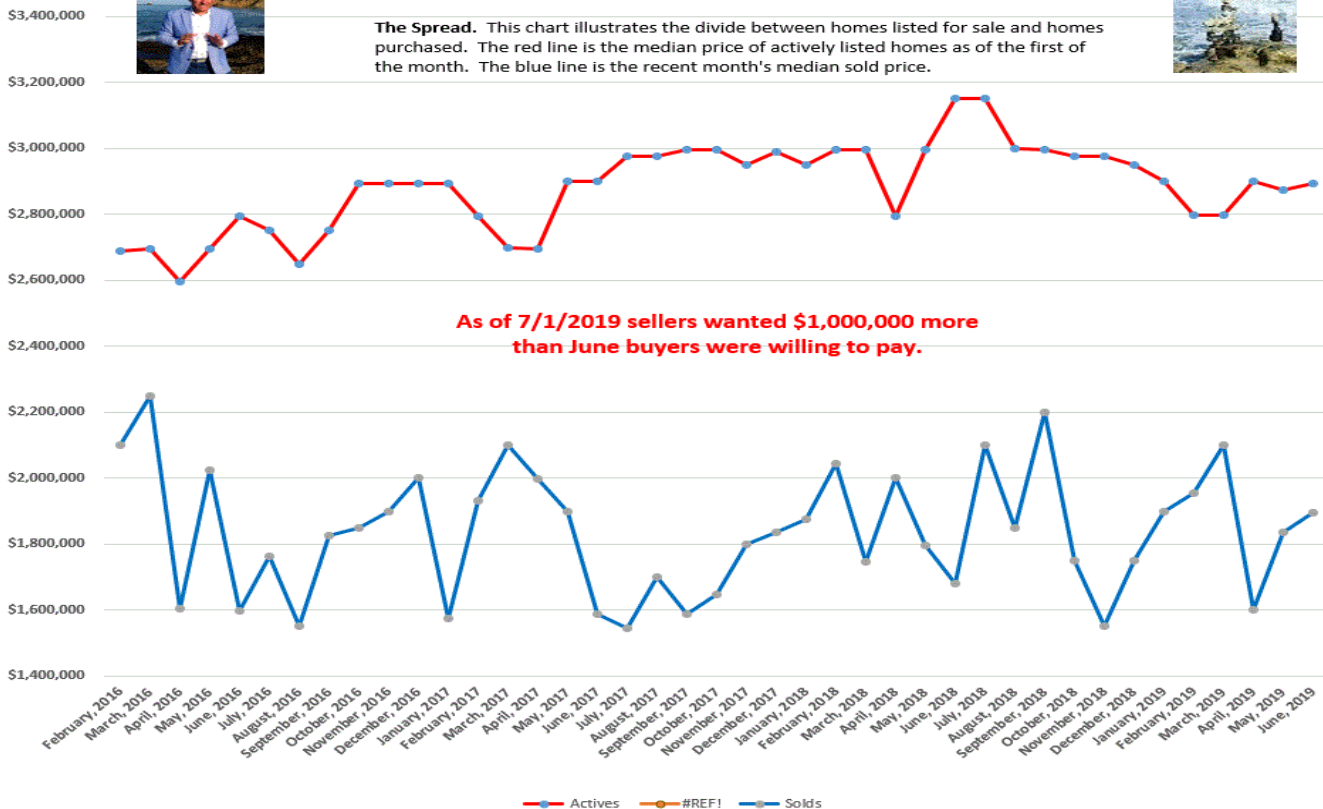
For more information call Boyd Roberts at 949-463-9152. DRE 01354788



Laguna Beach Real Estate Chart The Spread: Active v Sold - Median Monthly



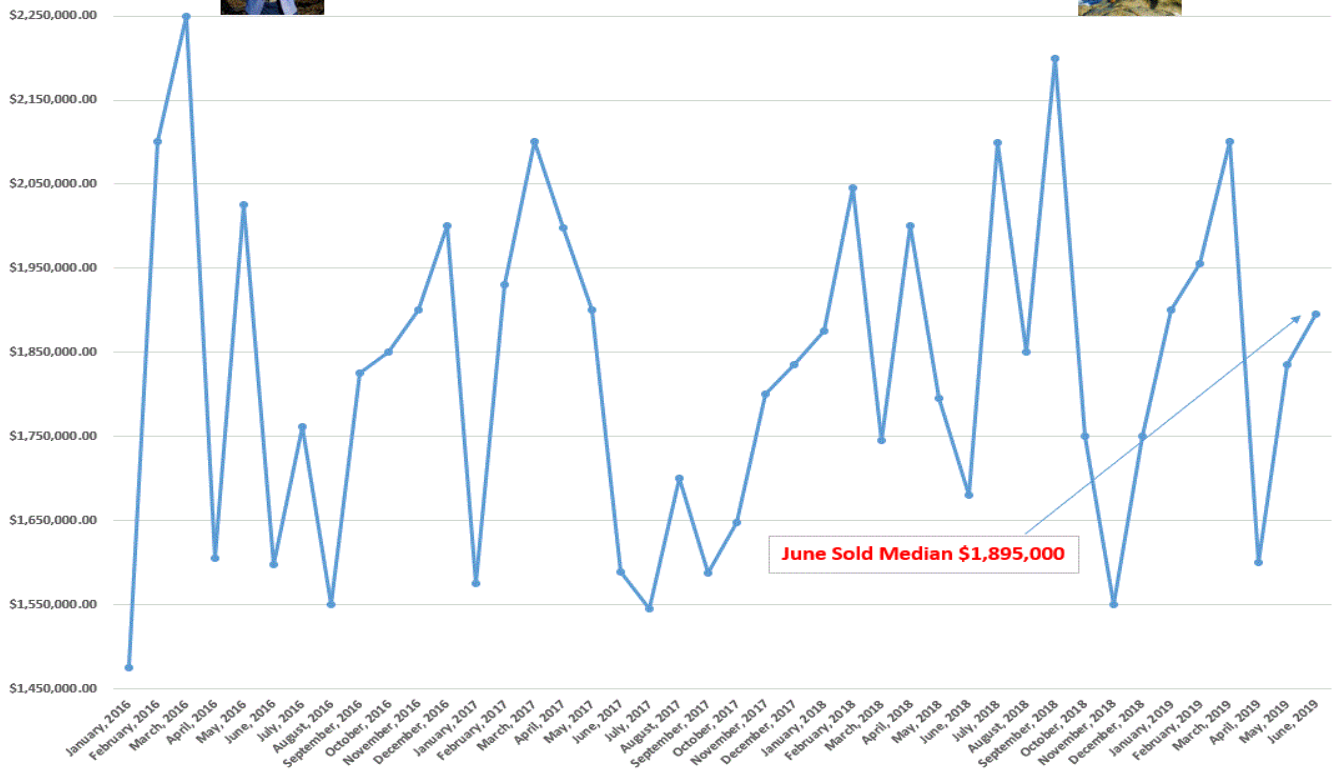
The Spread. This chart illustrates the divide between homes listed for sale and homes purchased. The red line is the median price of actively listed homes as of the first of the month. The blue line is the recent month's median sold price.



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Laguna Beach Real Estate Chart Sold Median - Monthly

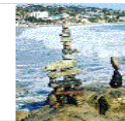


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Laguna Beach Real Estate Chart Sold - 3 Month Moving Median - Monthly

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

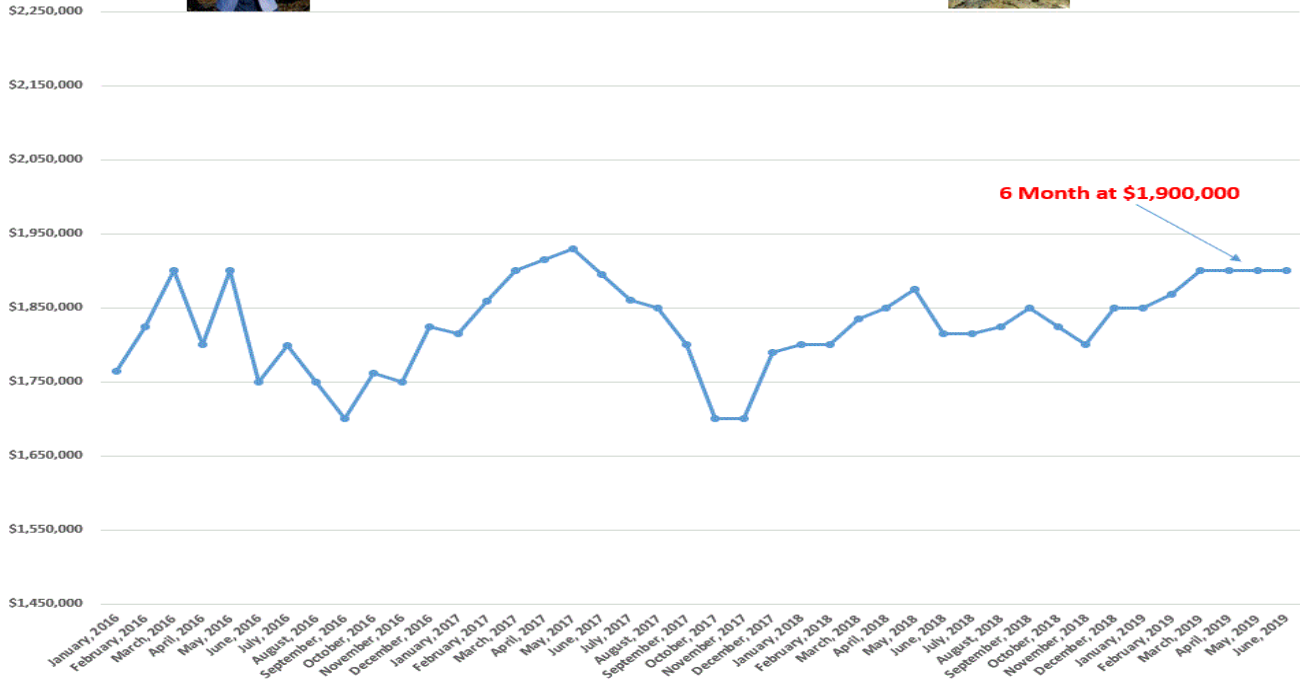


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**Laguna Beach Real Estate Chart
Sold - 6 Month Moving Median - Monthly**

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



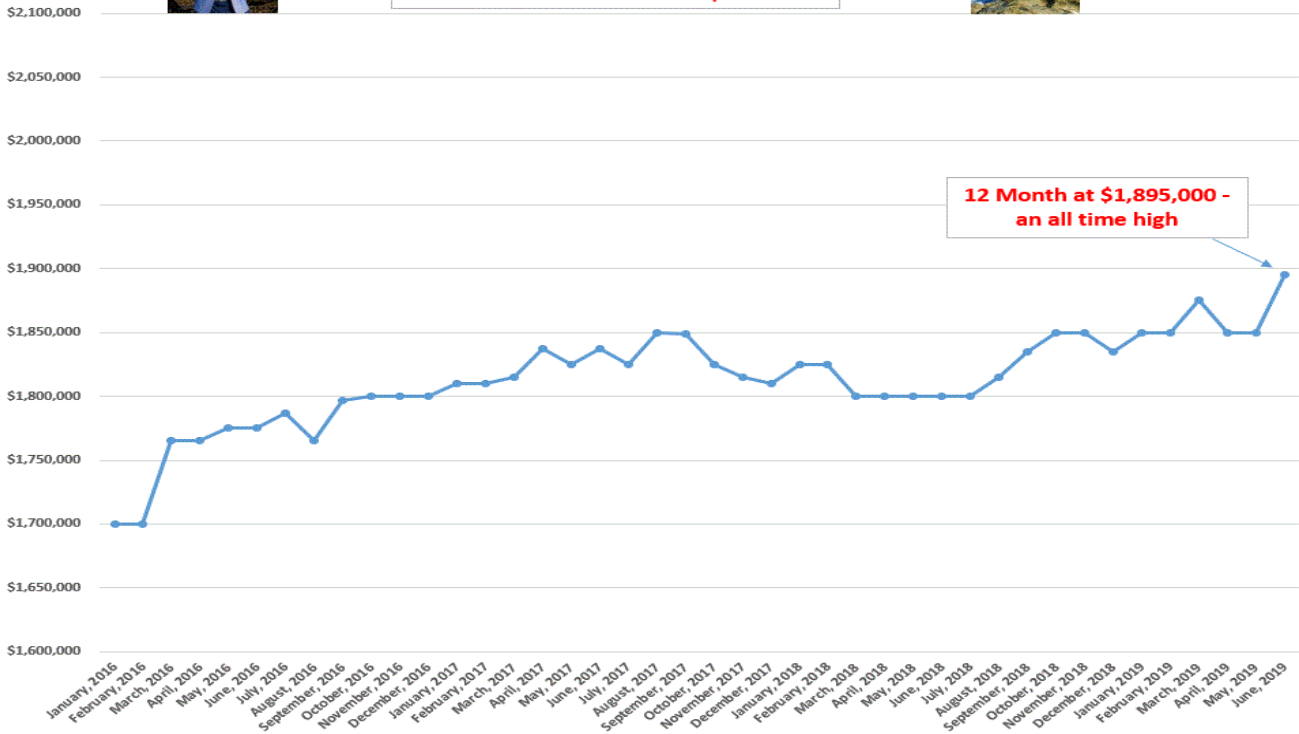
6 Month at \$1,900,000

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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.



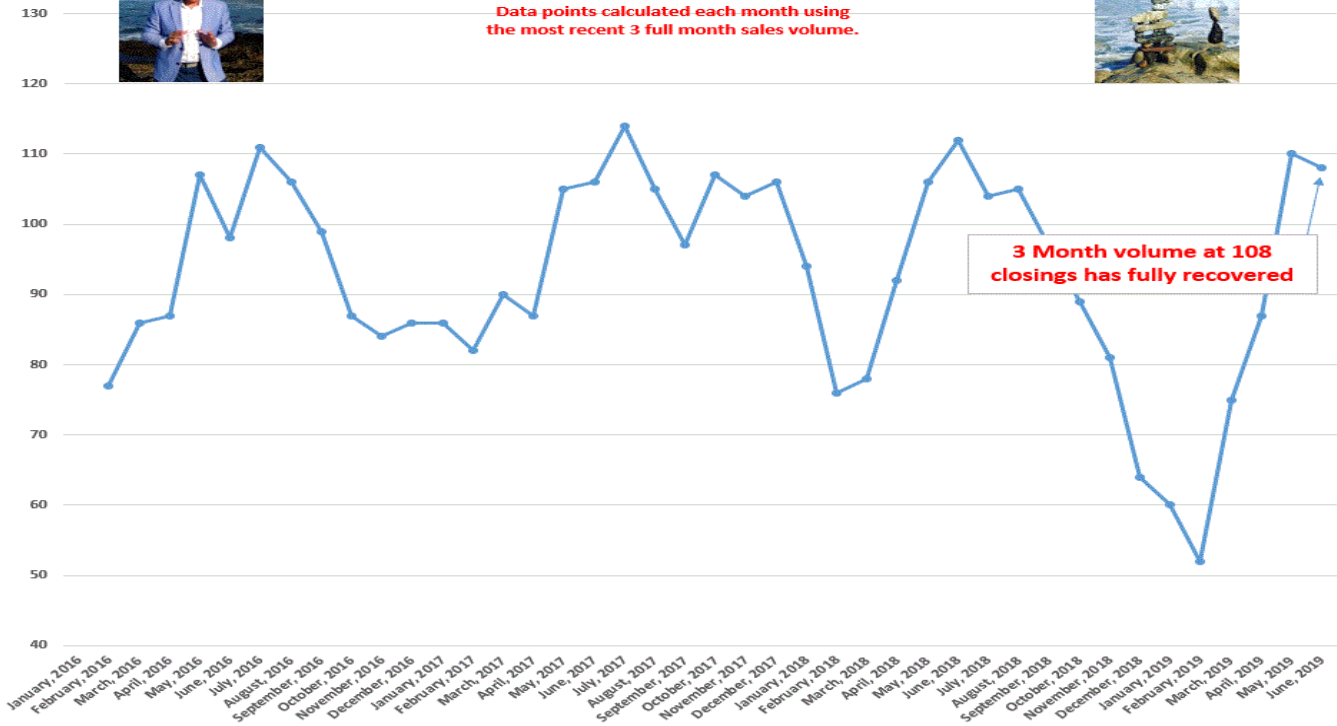
12 Month at \$1,895,000 - an all time high

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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 month 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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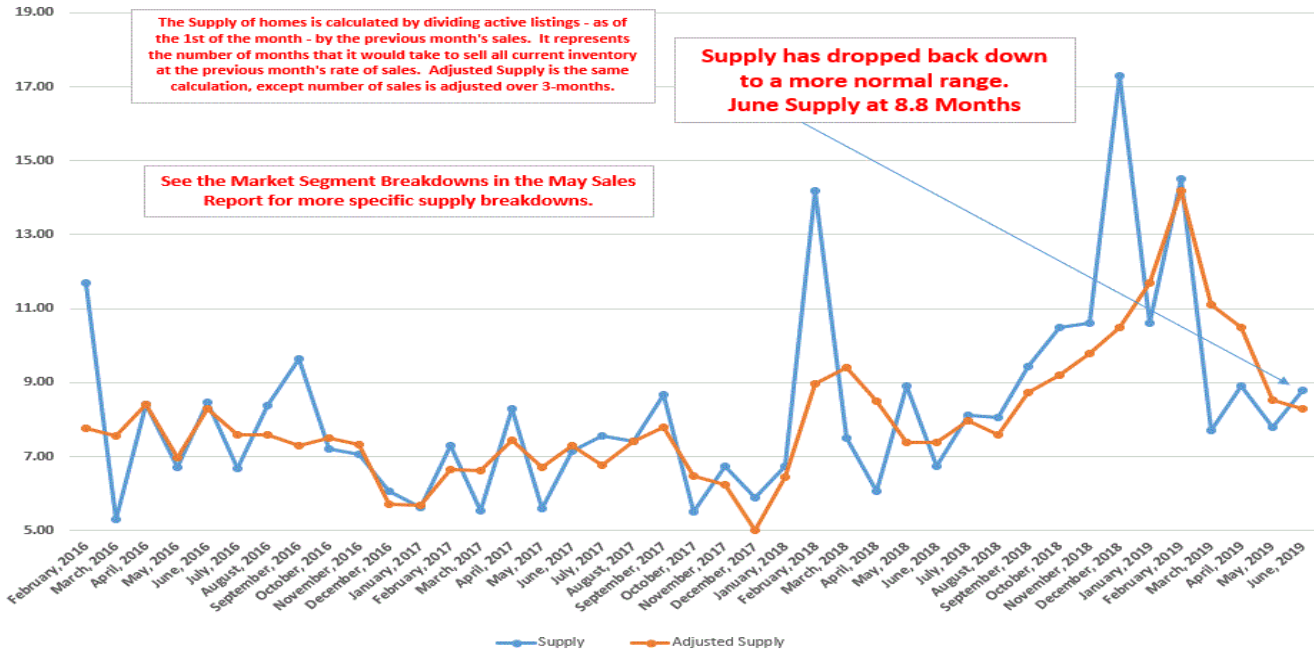
Laguna Beach Real Estate Chart Pending Volume - Monthly



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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 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 totaling more than a \$1/4 billion. Call him for outstanding service.

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