

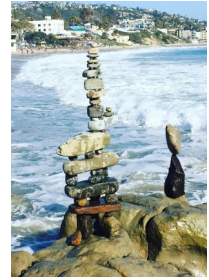


Laguna Beach Real Estate

March 2016 Sales Report

Boyd Roberts

Gallery Real Estate



ACTIVES (As of April 1, 2016)

Total	212 Listings
Median Price	\$2,695,000
Median CDOM	91 Days
Median Price per Square Foot	\$1,188

PENDING/BACKUPSs (P/B) (As of April 9, 2016)

Total	44 Listings
Median Price	\$1,845,000
Median CDOM	57 Days
Median Price per Square Foot	\$1,002

SOLDs (March 2016)

Total	40 Closings
Total Requiring a Price Reduction	36 Closings
% of Closings at a Reduced Price	90%
Median Price	\$2,250,000
Median CDOM	141 Days
Median Price per Square Foot	\$1,032

Total Supply of Actives at this Rate of Sales	5.3 Months
Difference Between Active Median Price and P/B Median Price	+\$850,000
Difference Between Active Median Price and Sold Median Price	+\$445,000
Difference Between P/B Median Price and Sold Median Price	-\$405,000

SOLDs (Most Recent 3 Full Months: [1/1/2016 – 3/31/2016])

Total	86 Closings
Total Requiring a Price Reduction	73 Closings
% of Closings at a Reduced Price	84%
Median Price	\$1,995,000
Median CDOM	141 Days
Median Price per Square Foot	\$953
Total Supply of Actives at this Rate of Sales	7.57 Months

More Median Price History (Full Calendar Months)

<u>Month/Year</u>	<u>Median Price</u>	<u># of Sales</u>	<u># of Sales @ a Reduced Price</u>	<u>% of Sales @ a Reduced Price</u>
Last 6 Full Months [10/1/2015 – 3/31/2016]	\$1,900,000	165	137	83%
Last 12 Full Months [4/1/2015 – 3/31/2016]	\$1,765,000	379	300	79%

More Median Price History (Full Calendar Years)

2000	\$665,000	562		
2001	\$775,000	437		
2002	\$785,000	527		
2003	\$971,000	542		
2004	\$1,275,000	514		
2005	\$1,505,000	428		
2006	\$1,625,000	322		
2007	\$1,629,000	281		
2008	\$1,535,000	204		
2009	\$1,185,000	274		
2010	\$1,200,000	334		
2011	\$1,100,000	329		
2012	\$1,250,000	435		
2013	\$1,525,000	422		
2014	\$1,785,000	411		
2015	\$1,700,000	384	320	83%

Boyd Roberts is solely responsible for all content/statements/opinions/and conclusions. He is a licensed broker, CA BRE #01354788, and is not a professional statistician or an economist. All data has been taken from sources deemed reliable, but is not guaranteed and may be subject to compilation errors, human error, data source errors, and statistically invalid data sample sizes. All statistics/statements/opinions are not guaranteed, nor are they a forecast of higher or lower prices.

Based on information from California Regional Multiple Listing Service, Inc. as of April 1, 2016 active data and April 9, 2016 for all other data. This information is for your personal, non-commercial use and may not be used for any purpose other than to identify prospective properties you may be interested in purchasing. Display of MLS data is usually deemed reliable but is NOT guaranteed accurate by the MLS. Buyers are responsible for verifying the accuracy of all information and should investigate the data themselves or retain appropriate professionals. Information from sources other than the Listing Agent may have been included in the MLS data. Unless otherwise specified in writing, Broker/Agent has not and will not verify any information obtained from other sources. The Broker/Agent providing the information contained herein may or may not have been the Listing and/or Selling Agent.

Pending/Backup prices are not necessarily the contract price, likely, they are the last active price before going into contract. All days on market statistics are Combined Days On Market (CDOM). CDOM is calculated by combining the active Days On Market (DOM) of listings separated by 90 days or less.

Boyd Roberts — Gallery Real Estate — 949-463-9152 — Boyd.GalleryRE@gmail.com

LagunaGalleryRealEstate.com

Copyright 2016. All Rights Reserved. BRE #01354788

For Personal Non-Commercial Use Only