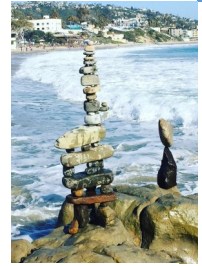




Laguna Beach Real Estate

March Sales Report



Boyd Roberts | Broker | Gallery Real Estate

949-463-9152

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

Table of Contents

My Take	Page 1
March 2018 Laguna Beach Real Estate Report	Page 2
Charts	Page 3
Solds Median Yearly / Number of Closings	Page 3
Solds Median Monthly	Page 3
Actives / Pendings / Solds – Median Monthly	Page 4
Solds Median Monthly / Pending Indicator	Page 4
Solds Days on Market – Median Monthly	Page 5
Solds Days on Market – Median Yearly	Page 5
Solds - \$ Per Square Foot – Median Monthly	Page 6
Solds - \$ Per Square Foot – Median Yearly	Page 6
Solds - 3 Month Moving Median - Monthly	Page 7
Solds - 6 Month Moving Median - Monthly	Page 7
Solds – 12 Month Moving Median - Monthly	Page 8
Supply of Homes / Adjusted Supply of Homes - Monthly	Page 8
Pendings - \$ Per Square Foot – Median Monthly	Page 9
	** Chart of the Month **

My Take

On the surface March was fairly typical. Sold median prices declined \$300,000 to \$1,745,000. The average price reduction imploded from over half a million dollars to under a quarter of a million dollars. The supply of homes declined to more normal levels after soaring in the short month of February. And, as usual, current sellers want \$1.25M more for their homes than March buyers were willing to pay.

Buried in the numbers: pending \$ per square foot surged to an all-time high of \$1,251. That is up over 28% from a year ago. Pending prices often lead, so check back next month to see if the sold \$ per square foot have a corresponding move up.

March 2018 Sales Report

ACTIVEs (As of April 1, 2018)

Median Price	\$ 2,995,000
Total	248 Listings
Median DOM	59 Days
Median Price per Square Foot	\$ 1,217

PENDINGs/Under Contract (P/U) (As of April 2, 2018)

Median Price	\$ 1,899,000
Total	55 Listings
Median DOM	63 Days
Median Price per Square Foot	\$ 1,251

SOLDs (March 2018)

Median Price	\$ 1,745,000
Total # of Closings	33 Closings
Total # of Closings Requiring a Price Reduction	31 Closings
% of Closings at a Reduced Price	94 %
Average Price Reduction	\$ 236,174
Average Price Reduction as a %	8.8%
Median Days On Market (DOM)	84 Days
Median Price per Square Foot	\$ 981

Total Supply of Actives at this Rate of Sales	7.51 Months
Difference Between Active Median Price and P/U Median Price	+ \$ 1,096,000
Difference Between Active Median Price and Sold Median Price	+ \$ 1,250,000
Difference Between P/U Median Price and Sold Median Price	+ \$ 154,000

SOLDs YTD (1/1/2018 – 3/31/2018)	\$ 1,875,000
----------------------------------	---------------------

SOLDs Most Recent 3 Months: (1/1/2018 – 3/31/2018)

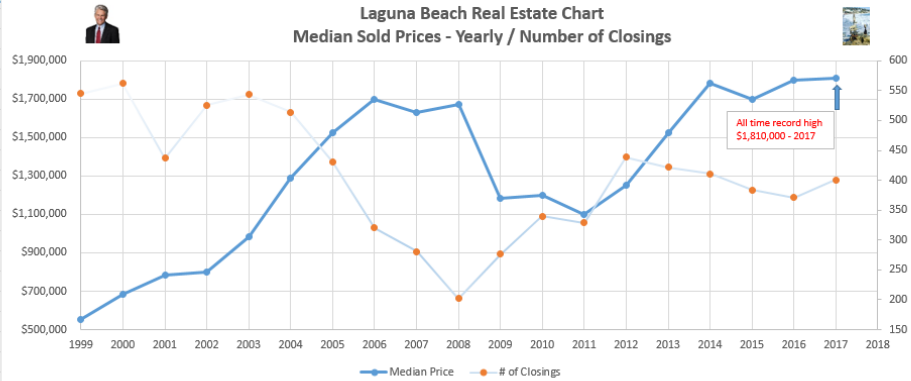
Median Closing Price	\$ 1,875,000
Total # of Closings	79 Closings
Total # of Closings Requiring a Price Reduction	67 Closings
Median Days on Market (DOM)	74 Days
Median Price per Square Foot	\$ 982
Adjusted Supply of Actives	9.41 Months

SOLDs Most Recent 6 Months (10/1/2017 – 3/31/2018):	\$1,835,000 Median	185 Sales
---	---------------------------	-----------

SOLDs Most Recent 12 Months (4/1/2017 – 3/31/2018)	\$1,800,000 Median	389 Sales
--	---------------------------	-----------

Solds—Yearly

Year	Median Price	# of Closings
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



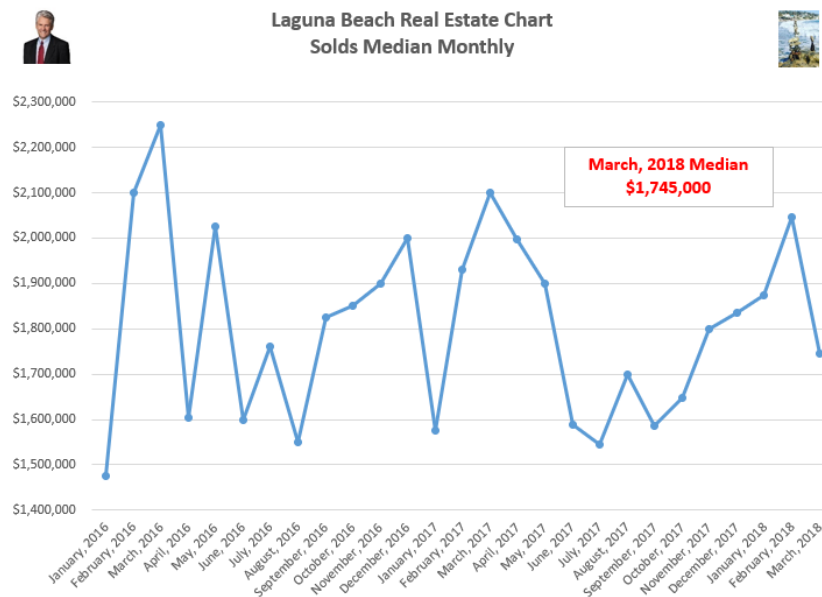
350 annual closings seems to be the sweet spot. Looking at the years with 350 or more closings, 91.6% the following years were all up years: 2000, 2001, 2002, 2003, 2004, 2005, 2012, 2013, 2015, 2016, and 2017. 2014 was the exception. Please note that the reverse is not as predictive. Only 50% of the years with less than 350 closings were followed down years: 2007, 2008, and 2010. Lagunans tend to sell when they think the price is high enough. When it is not, they simply withdraw from the 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 2018. All rights reserved.

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

Solds — Monthly

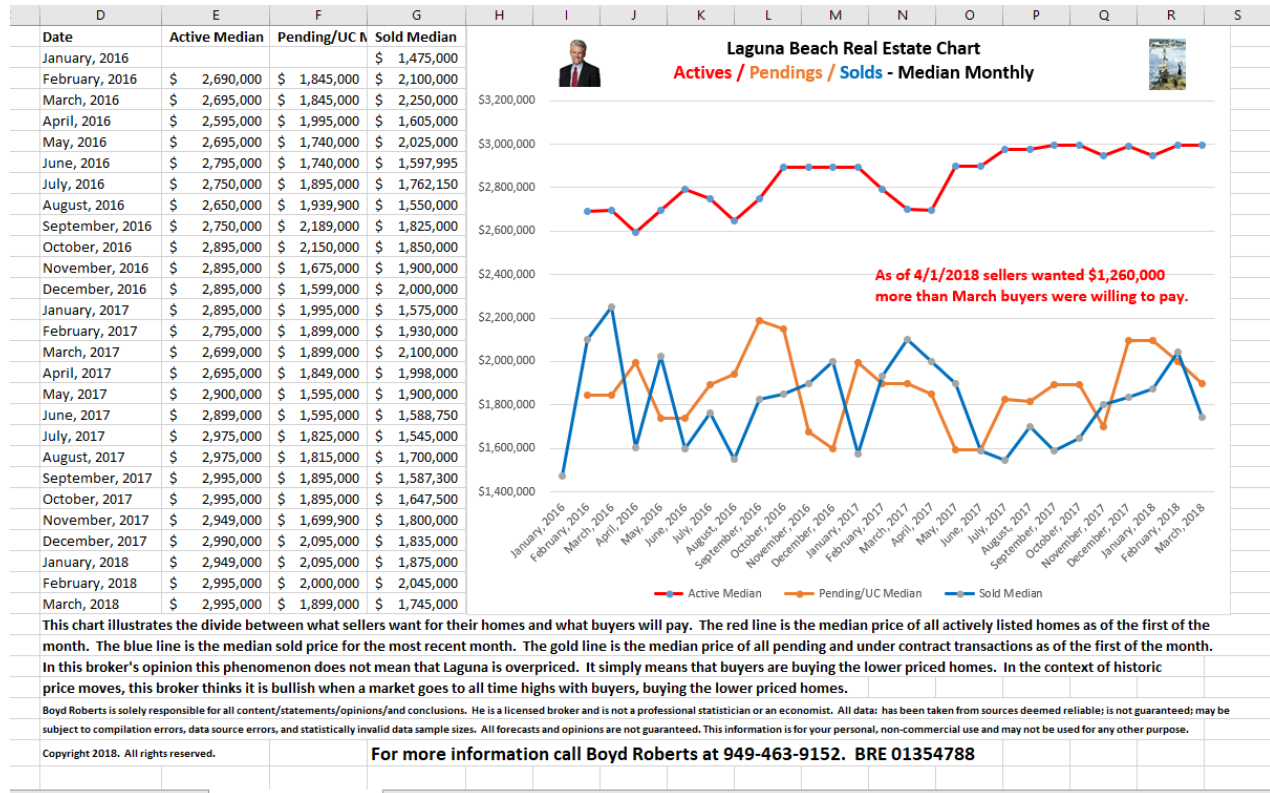
Date	Median Price
January, 2016	\$ 1,475,000
February, 2016	\$ 2,100,000
March, 2016	\$ 2,250,000
April, 2016	\$ 1,605,000
May, 2016	\$ 2,025,000
June, 2016	\$ 1,597,995
July, 2016	\$ 1,762,150
August, 2016	\$ 1,550,000
September, 2016	\$ 1,825,000
October, 2016	\$ 1,850,000
November, 2016	\$ 1,900,000
December, 2016	\$ 2,000,000
January, 2017	\$ 1,575,000
February, 2017	\$ 1,930,000
March, 2017	\$ 2,100,000
April, 2017	\$ 1,998,000
May, 2017	\$ 1,900,000
June, 2017	\$ 1,588,750
July, 2017	\$ 1,545,000
August, 2017	\$ 1,700,000
September, 2017	\$ 1,587,300
October, 2017	\$ 1,647,500
November, 2017	\$ 1,800,000
December, 2017	\$ 1,835,000
January, 2018	\$ 1,875,000
February, 2018	\$ 2,045,000
March, 2018	\$ 1,745,000



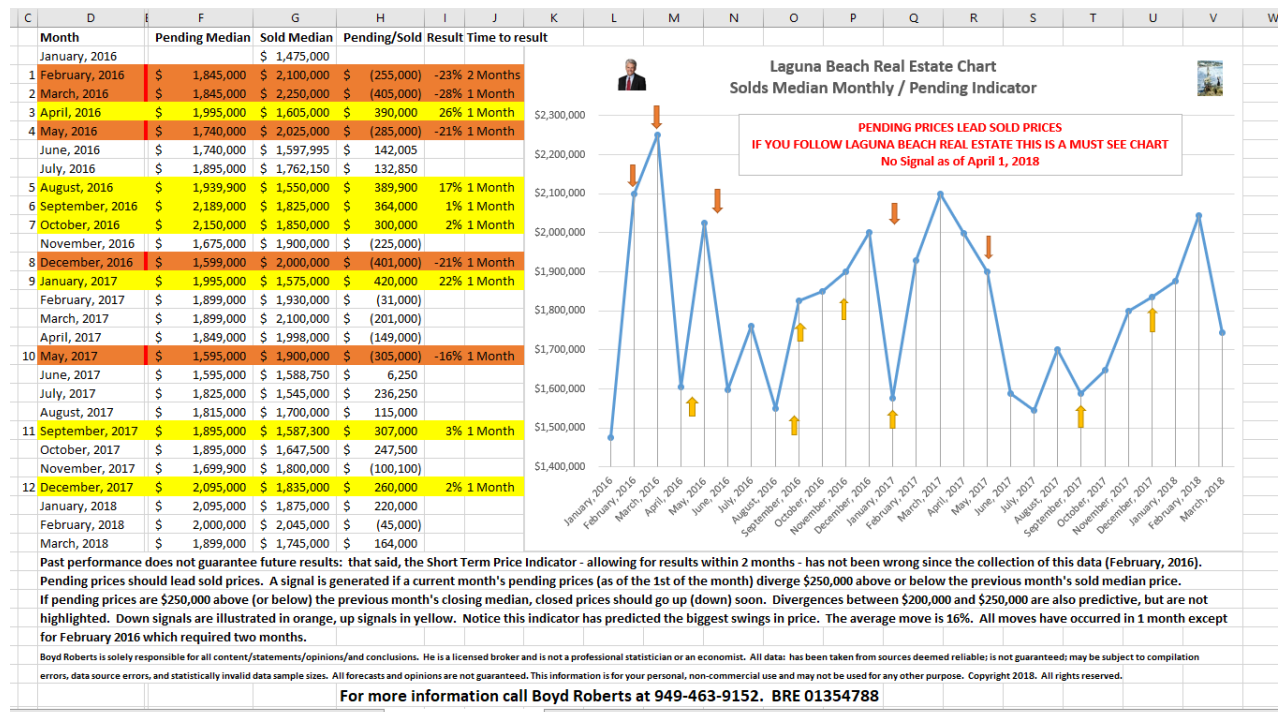
Boyd Roberts is solely responsible for all content/statements/opinions/and conclusions. He is a licensed broker and is not a professional statistician or an economist. All data: has been taken from sources deemed reliable; is not guaranteed; may be subject to compilation errors, data source errors, and 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 2018. All rights reserved.

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

Actives / Pendings / Solds – Median Monthly

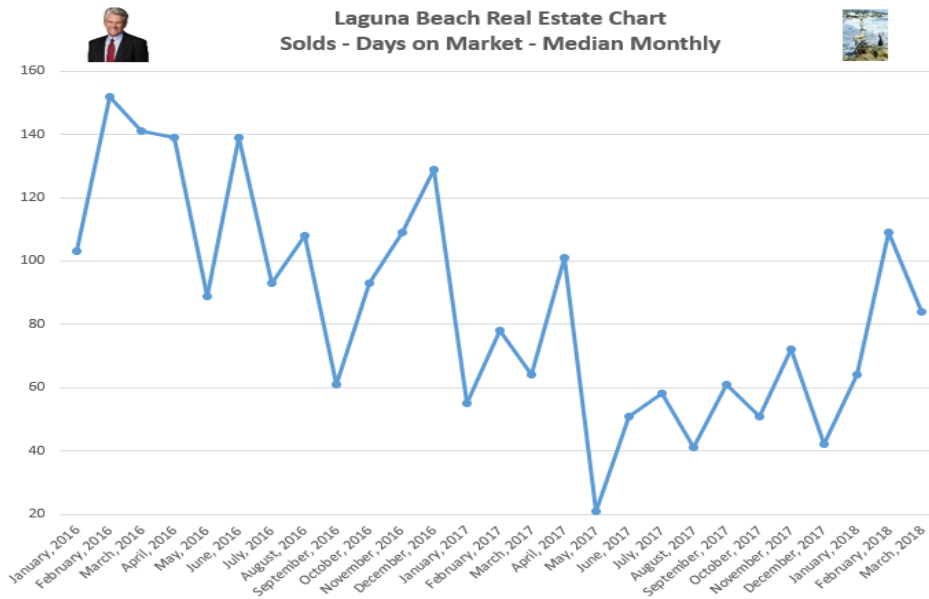


Solds Median Monthly / Pending Indicator



Solds Days on Market – Median Monthly

Date	DOM
January, 2016	103
February, 2016	152
March, 2016	141
April, 2016	139
May, 2016	89
June, 2016	139
July, 2016	93
August, 2016	108
September, 2016	61
October, 2016	93
November, 2016	109
December, 2016	129
January, 2017	55
February, 2017	78
March, 2017	64
April, 2017	101
May, 2017	21
June, 2017	51
July, 2017	58
August, 2017	41
September, 2017	61
October, 2017	51
November, 2017	72
December, 2017	42
January, 2018	64
February, 2018	109
March, 2018	84



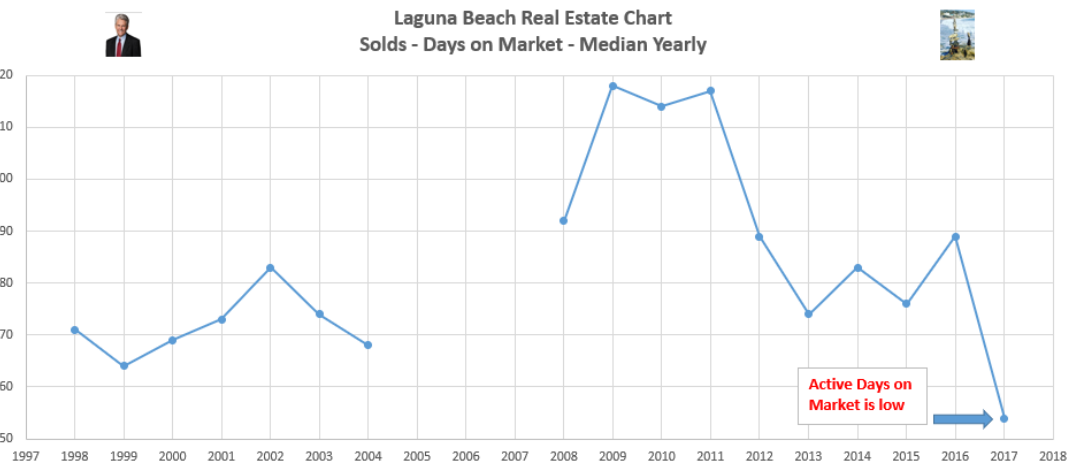
Days on Market (DOM) measures the number of days a listing is active. Listings separated by less than 90 days are combined or CDOM.

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 2018. All rights reserved.

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

Solds Days on Market – Median Yearly

Year	Days on Market (DOM)
1998	71
1999	64
2000	69
2001	73
2002	83
2003	74
2004	68
2005	
2006	
2007	92
2008	92
2009	118
2010	114
2011	117
2012	89
2013	74
2014	83
2015	76
2016	89
2017	54

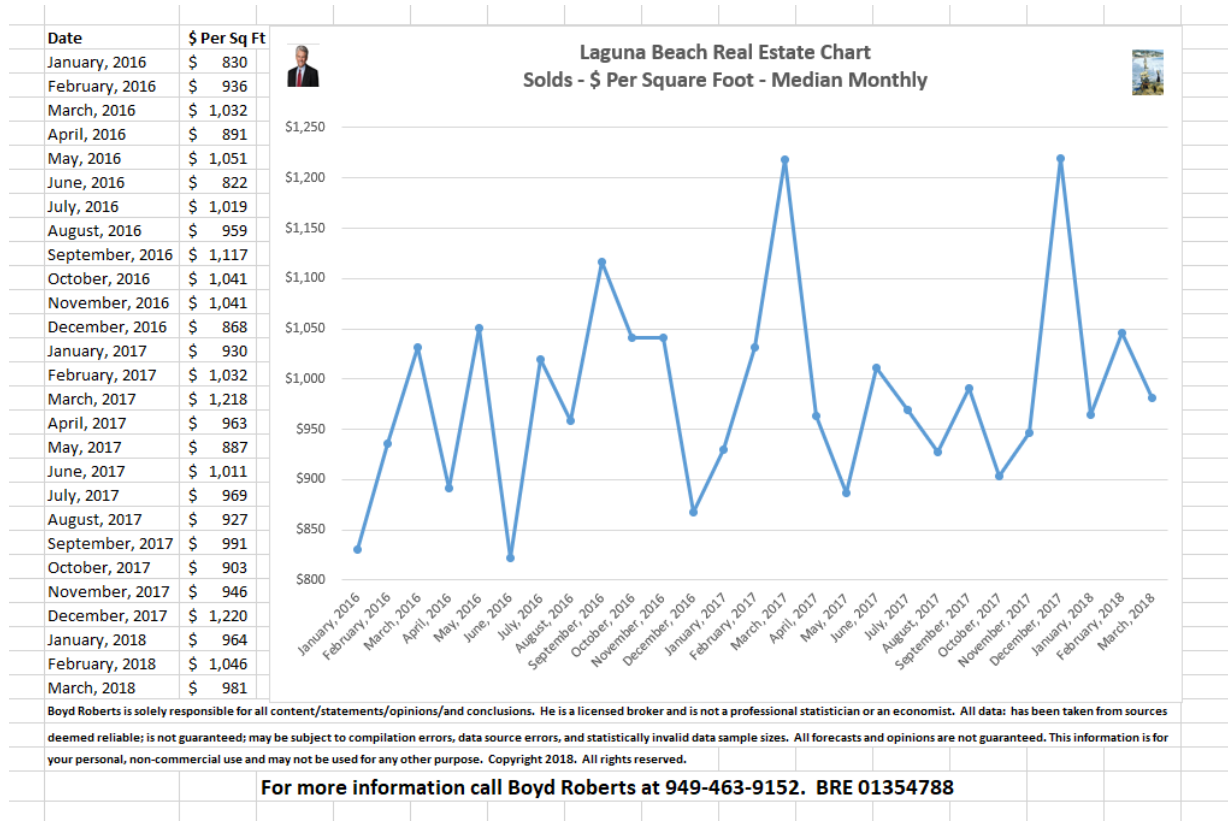


Days on Market (DOM) measures the number of days a listing is active. Listings separated by less than 90 days are combined. DOM data does not exist for 2005, 2006, and 2007. Data before 2013 (approximately) was compiled differently from post 2013 data. Prior data did not combine listings separated by 90 days or less.

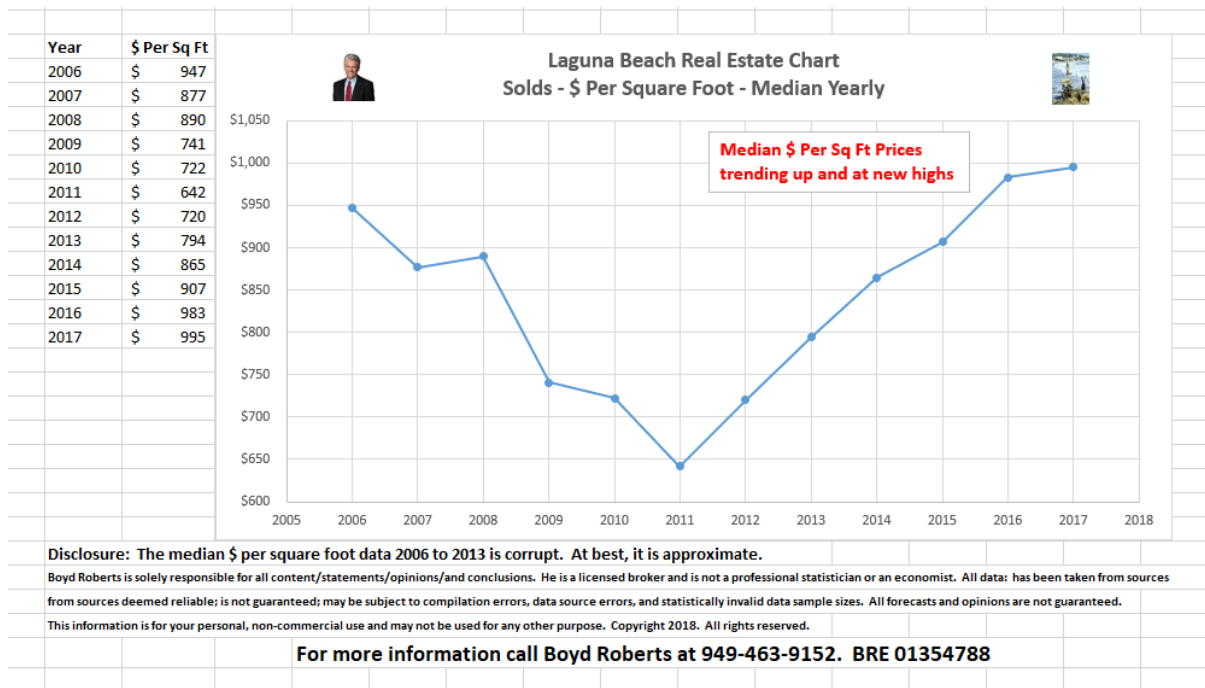
Boyd Roberts is solely responsible for all content/statements/opinions/and conclusions. He is a licensed broker and is not a professional statistician or an economist. All data: has been taken from sources deemed reliable; is not guaranteed; may be subject to compilation errors, data source errors, and 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 2018. All rights reserved.

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

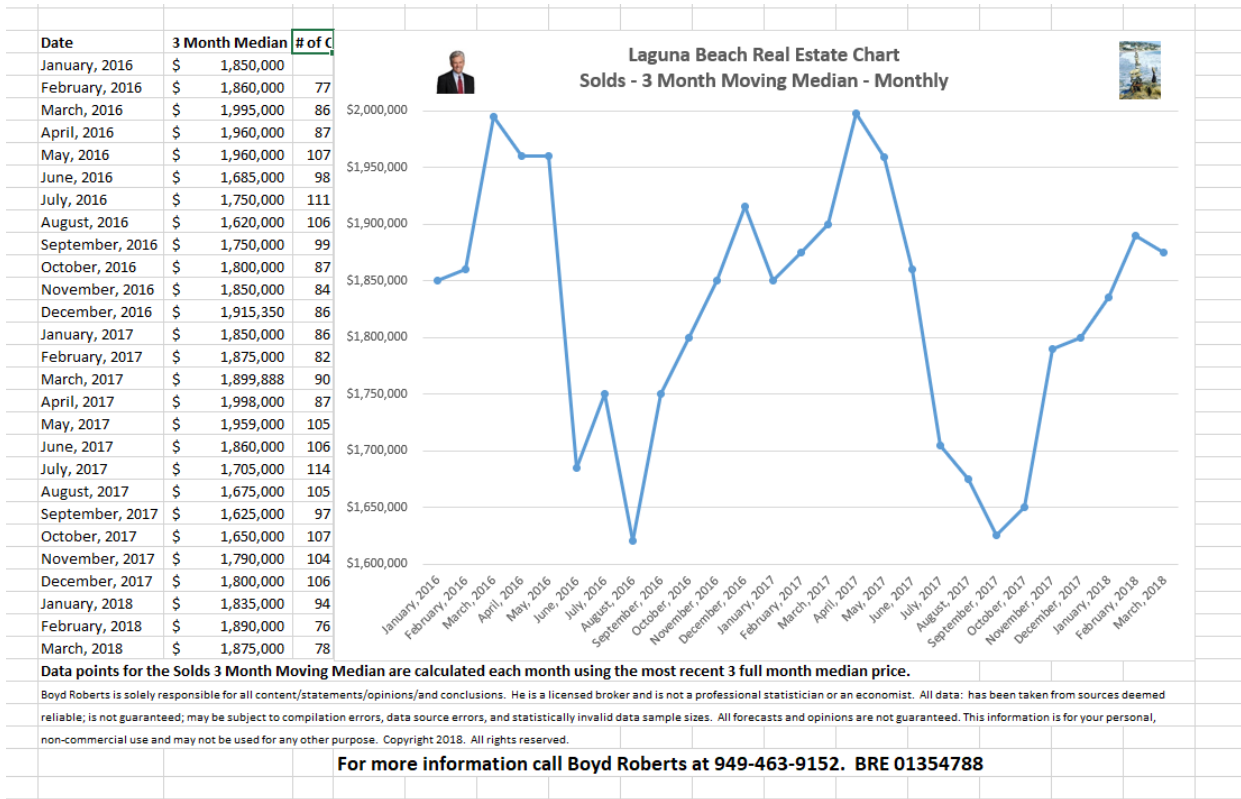
Solds - \$ Per Square Foot – Median Monthly



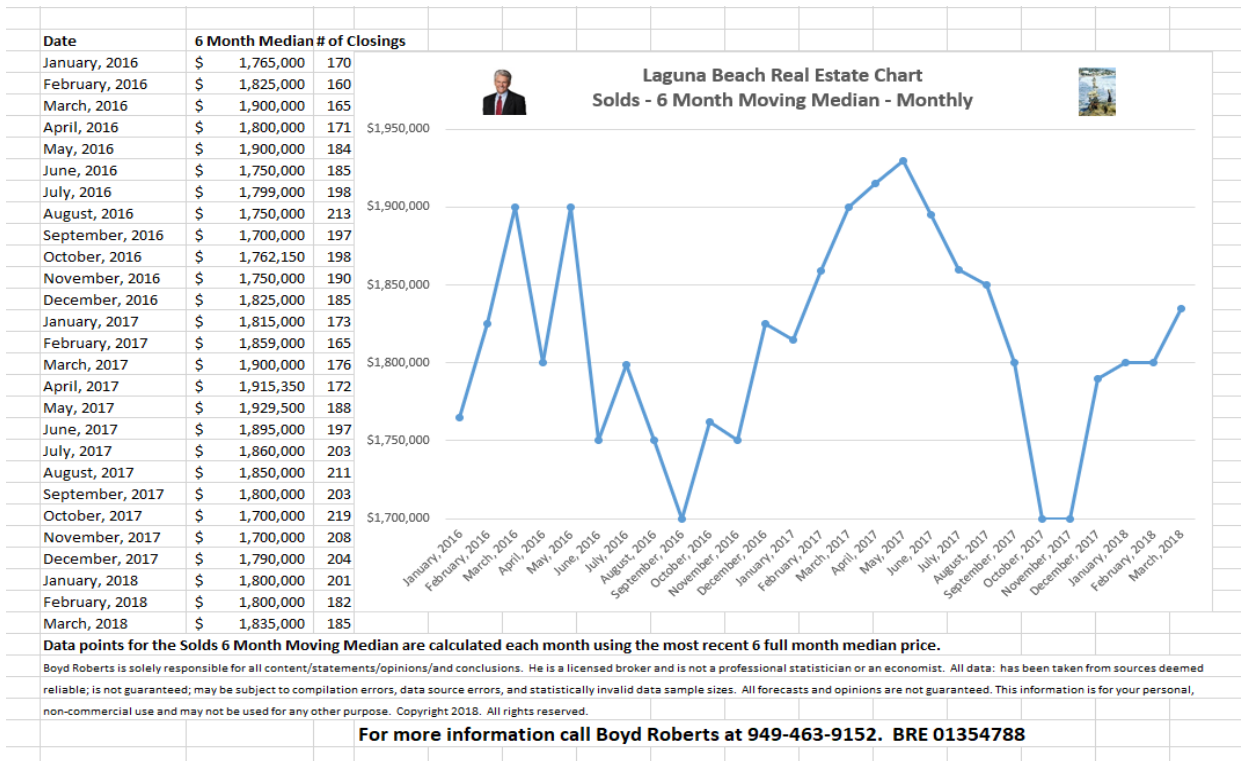
Solds - \$ Per Square Foot – Median Yearly



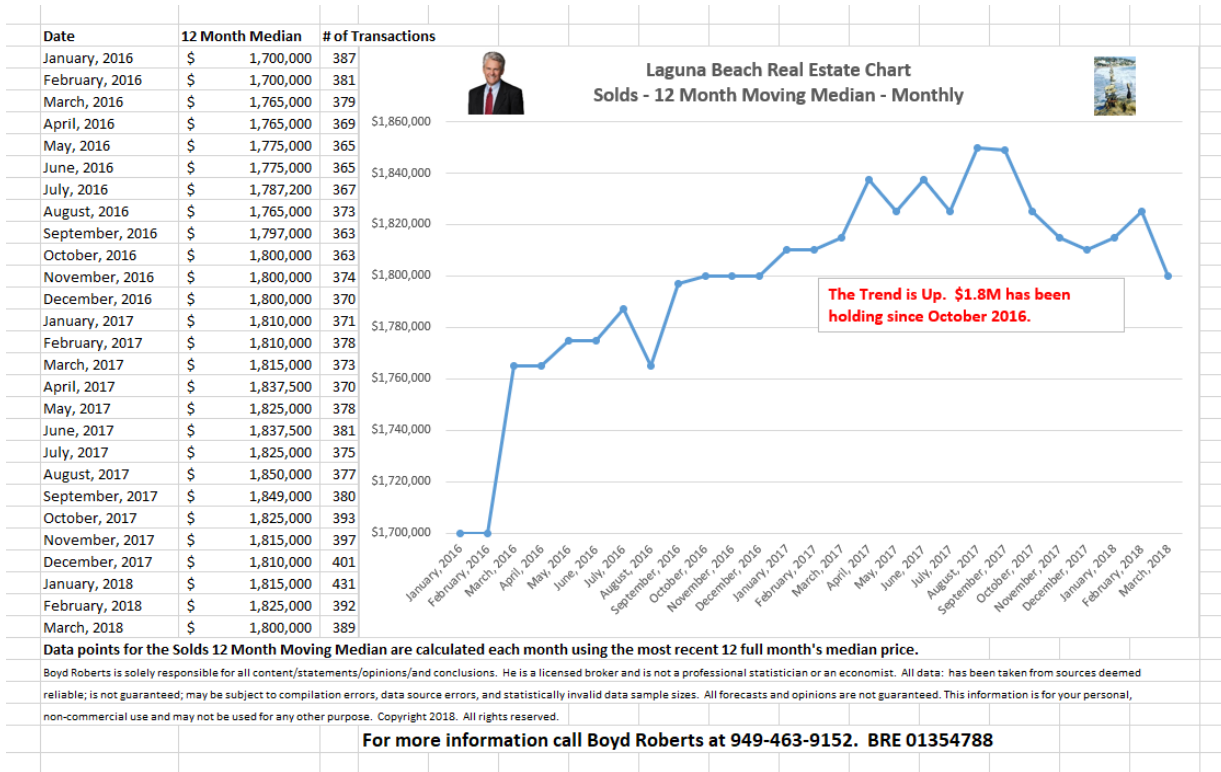
Solds - 3 Month Moving Median - Monthly



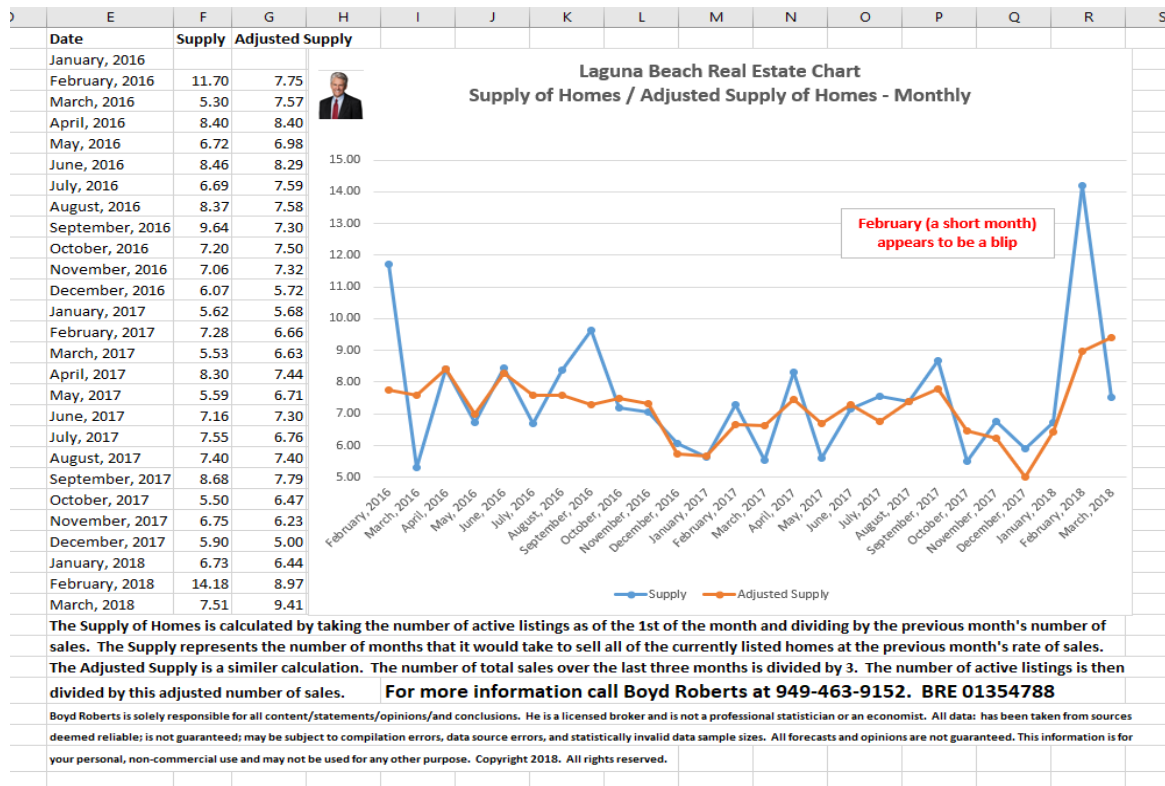
Solds - 6 Month Moving Median - Monthly



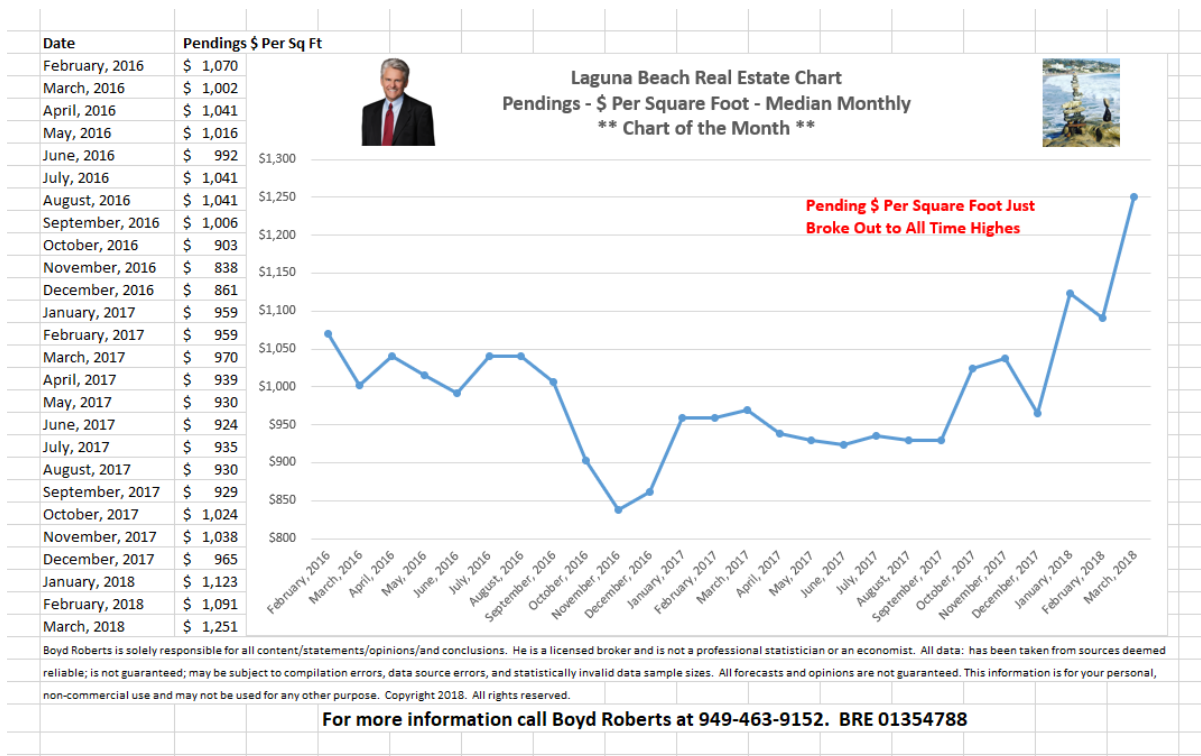
Solds – 12 Month Moving Median - Monthly



Supply of Homes / Adjusted Supply of Homes -



Pendings - \$ Per Square Foot – Median Monthly



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. Information pulled from California Regional Multiple Listing Service, Inc. Active data as of April 1, 2018. Pending/under contract data is as of April 2, 2018. This information is for your personal, non-commercial use and may not be used for any other purpose. Pending/under contract price data is not necessarily the contract price. Likely, it is the last active price before going into contract.

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 in excess of a \$1/4 billion. Year to date he has closed over \$4,000,000.

Boyd Roberts 949-463-9152

Boyd@LagunaGalleryRealEstate.com

Copyright 2018. All Rights Reserved. BRE #01354788