

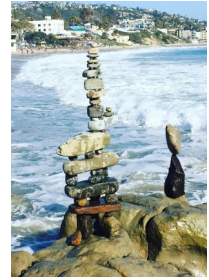


Laguna Beach Real Estate

April 2016 Sales Report

Boyd Roberts

Gallery Real Estate



ACTIVES [As of May 1, 2016]

Total	244 Listings
Median Price	\$2,595,000
Median CDOM	74 Days
Median Price per Square Foot	\$1,117

PENDINGs/BACKUPSs (P/B) [As of May 5, 2016]

Total	56 Listings
Median Price	\$1,995,000
Median CDOM	57 Days
Median Price per Square Foot	\$1,041

SOLDs (April, 2016)

Total	29 Closings
Total Requiring a Price Reduction	25 Closings
% of Closings at a Reduced Price	86%
Average Price Reduction	\$159,000
Average Price Reduction as a %	5.74%
Median Price	\$1,605,000
Median CDOM	139 Days
Median Price per Square Foot	\$891

Total Supply of Actives at this Rate of Sales	8.4 Months
Difference Between Active Median Price and P/B Median Price	+\$600,000
Difference Between Active Median Price and Sold Median Price	+\$990,000
Difference Between P/B Median Price and Sold Median Price	+\$390,000

More SOLDs (Most Recent 3 Full Months: [2/1/2016 – 4/30/2016])

Total	87 Closings
Total Requiring a Price Reduction	75 Closings
Median Price	\$1,960,000
Median CDOM	142 Days
Median Price per Square Foot	\$972
Total Supply of Actives at this Rate of Sales	8.4 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 (11/1/2015 – 4/30/2016)	\$1,860,000	171	139	81%
Last 12 Full Months (5/1/2015 – 4/30/2016)	\$1,765,000	369	292	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%

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Based on information from California Regional Multiple Listing Service, Inc. as of May 1, 2016 (active data) and May 5, 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.

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