

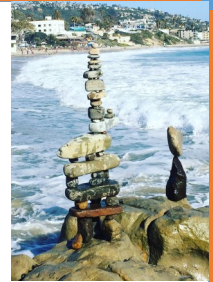


Laguna Beach Real Estate

November 2017 Sales Report

Boyd Roberts

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November video at www.LagunaGalleryRealEstate.com

All numbers seem to point to \$1,800,000. Let me explain. November's median price – up just over \$150,000 – finished up exactly at \$1,800,000. Year to date we are exactly at \$1,800,000. Remember 2016? The median price for the year was exactly \$1,800,000. With 8 closings year to date at \$1,800,000 and with current pending deals only slightly lower at \$1,700,000, one would think that we might be reporting this number again in next month's report. We shall see.

Price reductions were down in November. The average price reduction declined from \$274,000 to \$160,000. As a percentage, the average reduction fell from 8% to 5.5%. Always noteworthy: current sellers want almost \$1,150,000 more for their homes than November buyers were willing to pay.

Coming soon: my special report on the \$10,000,000+ market and my yearend review. Check out my website for all of my reports and videos and keep me in mind for all of your real estate needs.

ACTIVEs (As of December 1, 2017)

Median Price	\$ 2,949,000
Total	216 Listings
Median DOM	107 Days
Median Price per Square Foot	\$ 1,195

PENDINGs/Under Contract (P/U) (As of December 1, 2017)

Median Price	\$ 1,699,900
Total	36 Listings
Median DOM	74 Days
Median Price per Square Foot	\$ 1,038

SOLDs (November 2017)

Median Price	\$ 1,800,000
Total # of Closings	32 Closings
Total # of Closings Requiring a Price Reduction	27 Closings

% of Closings at a Reduced Price	84 %
Average Price Reduction	\$ 159,958
Average Price Reduction as a %	5.5%
Median Days On Market (DOM)	72 Days
Median Price per Square Foot	\$ 946

Total Supply of Actives at this Rate of Sales	6.75 Months
Difference Between Active Median Price and P/U Median Price	+ \$ 1,249,100
Difference Between Active Median Price and Sold Median Price	+ \$ 1,149,000
Difference Between P/U Median Price and Sold Median Price	- \$ 100,100

Most Recent 3 Full Calendar Months: 9/1/2017 – 11/30/2017)

Median Price	\$ 1,790,000
Total # of Closings	104 Closings
Total # of Closings Requiring a Price Reduction	86 Closings
Median Days on Market (DOM)	61 Days
Median Price per Square Foot	\$ 936
Total Supply of Actives at this Rate of Sales	6.23 Months

Most Recent 6 Full Calendar Months (6/1/2017 – 11/30/2017): \$1,700,000 Median 208 Sales

Most Recent 12 Full Calendar Months (12/1/2016 – 11/30/2017): \$1,815,000 Median 397 Sales

<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	2009	\$1,185,000	274
2001	\$ 775,000	437	2010	\$1,200,000	334
2002	\$ 785,000	527	2011	\$1,100,000	329
2003	\$ 971,000	542	2012	\$1,250,000	435
2004	\$1,275,000	514	2013	\$1,525,000	422
2005	\$1,505,000	428	2014	\$1,785,000	411
2006	\$1,625,000	322	2015	\$1,700,000	384
2007	\$1,629,000	281	2016	\$1,800,000	370
2008	\$1,535,000	204	2017 (YTD)	\$1,800,000	369

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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.

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