

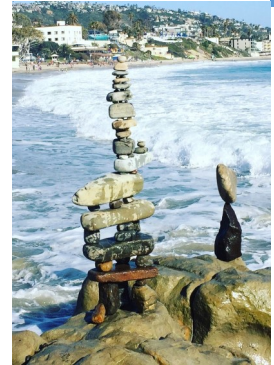


Laguna Beach Real Estate

October 2016 Sales Report

Boyd Roberts

Gallery Real Estate



Summary Take: Buyers in Laguna Beach should be aware that current sellers want over \$1,000,000 more for their homes than October buyers were willing to pay. That said, although October median prices were up only modestly to \$1.85M, once you drill down into the numbers the strength of this bull becomes apparent: the three-month moving median price was up \$50,000, the 6 month was up over \$62,000, and 10 months into the current year, the 12-month moving median price at an even \$1.8M is on track for a record-breaking year. Projecting forward, with pending transactions \$300,000 higher than October, November, likely, will be the icing on the cake.

ACTIVEs (As of November 1, 2016)

| | |
|-------------------------------------|---------------------|
| Total | 216 Listings |
| Median Price | \$ 2,895,000 |
| Median CDOM | 117 Days |
| Median Price per Square Foot | \$ 1,171 |

PENDINGs/BACKUPSs (P/B) (As of November 3, 2016)

| | |
|-------------------------------------|---------------------|
| Total | 52 Listings |
| Median Price | \$ 2,150,000 |
| Median CDOM | 89 Days |
| Median Price per Square Foot | \$ 903 |

SOLDs (October, 2016)

| | |
|--|---------------------|
| Total | 30 Closings |
| Total Requiring a Price Reduction | 24 Closings |
| % of Closings at a Reduced Price | 80% |
| Average Price Reduction | \$ 136,058 |
| Average Price Reduction as a % | 4.0 % |
| Median Price | \$ 1,850,000 |
| Median CDOM | 93 Days |
| Median Price per Square Foot | \$ 1,041 |

| | |
|---|-----------------------|
| Total Supply of Actives at this Rate of Sales | 7.2 Months |
| Difference Between Active Median Price and P/B Median Price | + \$ 745,000 |
| Difference Between Active Median Price and Sold Median Price | + \$ 1,045,000 |
| Difference Between P/B Median Price and Sold Median Price | + \$ 300,000 |

More SOLDs (Most Recent 3 Full Months: 8/1/2016 – 10/31/2016)

| | |
|--|---------------------|
| Total | 87 Closings |
| Total Requiring a Price Reduction | 68 Closings |
| Median Price | \$ 1,800,000 |
| Median CDOM | 78 Days |
| Median Price per Square Foot | \$ 1,005 |
| Total Supply of Actives at this Rate of Sales | 7.5 Months |

More SOLDs Median Price History (Full Calendar Months)

| <u>Month/Year</u> | <u>Median Price</u> | <u># of Sales</u> |
|--|---------------------|-------------------|
| Last 6 Full Months (5/1/2016 – 10/31/2016) | \$1,762,150 | 198 |
| Last 12 Full Months (11/1/2015 – 10/31/2016) | \$1,800,000 | 363 |

More Median Price History (Full Calendar Years)

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

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