

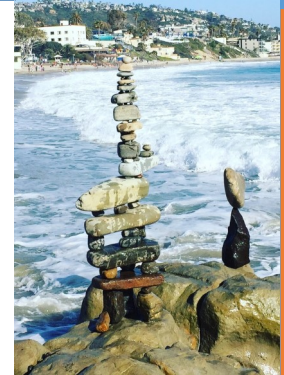


Laguna Beach Real Estate

October 2017 Sales Report

Boyd Roberts

Gallery Real Estate 949-463-9152



October video at www.LagunaGalleryRealEstate.com

In this broker's view October may have set the stage for a record 2017. Yes, the October median price was up only \$60,000 after declining \$100,000 the month before. Yes, the 6 month moving median price did just decline by \$100,000. Yes, current sellers want almost \$1.35M more for their homes than October buyers were willing to pay. Yes, 83% of October closings had to first reduce their price. Yes, the average price reduction was over \$273,000.

But consider: despite the recent declines, year to date – at an even \$1.8M – we are at 2016's record level. Consider also, current pending deals are now almost at \$1.9M. And consider the current monthly inventory of homes for sale just declined by 36%.

Whether or not you are buying or selling Laguna, likely, you need knowledge and experience to help you negotiate this market. As a broker with over 14 years of experience, over 800 transactional sides, over \$250,000,000 in sales. Call me today.

ACTIVEs (As of November 1, 2017)

Median Price	\$ 2,995,000
Total	231 Listings
Median DOM	93 Days
Median Price per Square Foot	\$ 1,184

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

Median Price	\$ 1,895,000
Total	50 Listings
Median DOM	99 Days
Median Price per Square Foot	\$ 1,024

SOLDs (October 2017)

Median Price	\$ 1,647,500
Total	42 Closings
Total Requiring a Price Reduction	35 Closings
% of Closings at a Reduced Price	83 %

Average Price Reduction	\$ 273,995
Average Price Reduction as a %	8.0%
Median DOM	51 Days
Median Price per Square Foot	\$ 903

Total Supply of Actives at this Rate of Sales	5.5 Months
Difference Between Active Median Price and P/U Median Price	+ \$ 1,100,000
Difference Between Active Median Price and Sold Median Price	+ \$ 1,347,500
Difference Between P/U Median Price and Sold Median Price	+ \$ 247,500

Most Recent 3 Full Calendar Months: 8/1/2017 – 10/31/2017)

Total	107 Closings
Total Requiring a Price Reduction	86 Closings
Median Price	\$ 1,650,000
Median DOM	51 Days
Median Price per Square Foot	\$ 935
Total Supply of Actives at this Rate of Sales	6.47 Months

Most Recent 6 Full Calendar Months (5/1/2017 – 10/31/2017): \$1,700,000 Median 219 Sales

Most Recent 12 Full Calendar Months (11/1/2016 – 10/31/2017): \$1,825,000 Median 393 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	337

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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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