

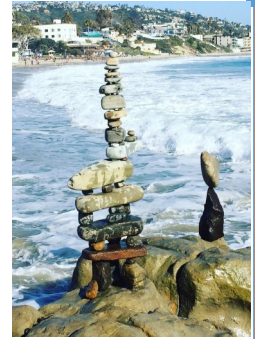


Laguna Beach Real Estate

September 2017 Sales Report

Boyd Roberts

Gallery Real Estate 949-463-9152



September video at www.LagunaGalleryRealEstate.com

Let's start with the bad news. September median prices drop a little over \$100,000 to just under \$1,600,000. As of October 1st, the spread between what current sellers want and what buyers will pay, widened to over \$1,400,000. The 3 and 6 month moving median prices have dropped a lot recently and especially in September.

The good News? The 12 month moving median price – at almost \$1,850,000 – is holding strong. The year to date price, at \$1,815,000, is still above 2016's record high. Significantly, median pending deal prices at almost \$1.9M boded well for prices through the rest of the year.

No matter what your outlook, 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, I can help. Call me today.

ACTIVEs (As of October 1, 2017)

Median Price	\$ 2,995,000
Total	252 Listings
Median DOM	90 Days
Median Price per Square Foot	\$ 1,199

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

Median Price	\$ 1,895,000
Total	57 Listings
Median DOM	69 Days
Median Price per Square Foot	\$ 929

SOLDs (September 2017)

Median Price	\$ 1,587,300
Total	29 Closings
Total Requiring a Price Reduction	23 Closings
% of Closings at a Reduced Price	79 %
Average Price Reduction	\$ 210,003

Average Price Reduction as a %	7.0%
Median DOM	61 Days
Median Price per Square Foot	\$ 991

Total Supply of Actives at this Rate of Sales	8.68 Months
Difference Between Active Median Price and P/U Median Price	+ \$ 1,100,000
Difference Between Active Median Price and Sold Median Price	+ \$ 1,407,700
Difference Between P/U Median Price and Sold Median Price	+ \$ 307,000

Most Recent 3 Full Calendar Months: 7/1/2017 – 9/30/2017)

Total	97 Closings
Total Requiring a Price Reduction	75 Closings
Median Price	\$ 1,625,000
Median DOM	58 Days
Median Price per Square Foot	\$ 974
Total Supply of Actives at this Rate of Sales	7.79 Months

Most Recent 6 Full Calendar Months (4/1/2017 – 9/30/2017): \$1,800,000 Median 203 Sales

Most Recent 12 Full Calendar Months (10/1/2016 – 9/30/2017): \$1,849,000 Median 380 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)	\$1,815,000	294

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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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