



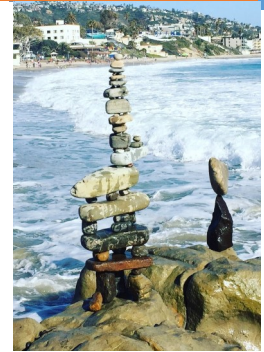
Laguna Beach Real Estate

May 2017 Sales Report

Boyd Roberts

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YouTube: *"Laguna Beach Boyd Roberts May 2017"*



As predicted, median prices were down almost \$100,000 to an even \$1.9M in May. Pending deals – currently at just under \$1.6M – point to a further drop, soon.

Buyers should know Laguna is overpriced, but negotiable. May buyers payed \$1M less than current sellers are asking (I call this difference the spread). 78% of all of May's closings did lower their price. The average price reduction was 5.4%. Keep me in mind if you need a knowledge broker to you negotiate this market.

Sellers should know that Laguna is in a long term up trend. 2016 at \$1.8M was a record year. Year to date, we are at \$1.925M. The spread – again, the difference between what buyers will pay and what sellers want -- is chronic and is very bullish. It means that we keep going to record highs with buyer's buying the lower priced properties. Inventory at just over 5 and 1/2 months is certainly not excessive. I keep saying it, I think these puppies are going way up – no guarantees. Call me before July 4th, mention this report and I will list your home for 4%. Out of that 4%, I pay the other agent 2.5%. Call me for details.

ACTIVEs (As of June 1, 2017)

Total	235 Listings
Median Price	\$ 2,900,000
Median DOM	62 Days
Median Price per Square Foot	\$ 1,178

PENDINGs/Under Contract (P/U) (As of June 3, 2017)

Total	48 Listings
Median Price	\$ 1,595,000
Median DOM	82 Days
Median Price per Square Foot	\$ 930

SOLDs (May 2017)

Total	42 Closings
Total Requiring a Price Reduction	33 Closings
% of Closings at a Reduced Price	78%
Average Price Reduction	\$ 191,253

Average Price Reduction as a %	5.4 %
Median Price	\$ 1,900,000
Median DOM	21 Days
Median Price per Square Foot	\$ 887

Total Supply of Actives at this Rate of Sales	5.59 Months
Difference Between Active Median Price and P/U Median Price	+ \$ 1,305,000
Difference Between Active Median Price and Sold Median Price	+ \$ 1,000,000
Difference Between P/U Median Price and Sold Median Price	- \$ 305,000

Most Recent 3 Full Calendar Months: 3/1/2016 – 5/31/2017)

Total	105 Closings
Total Requiring a Price Reduction	82 Closings
Median Price	\$ 1,959,000
Median DOM	56 Days
Median Price per Square Foot	\$ 995
Total Supply of Actives at this Rate of Sales	6.71 Months

Most Recent 6 Full Calendar Months (12/1/2016 – 5/31/2017): \$1,929,500 Median with 188 Sales

Most Recent 12 Full Calendar Months (6/1/2016 – 5/31/2017): \$1,825,000 Median with 378 Sales

Year	Median Price	# of Sales	Year	Median Price	# of Sales
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)	\$1,925,000	166

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