



Laguna Beach Real Estate

November 2019 Sales Report

[Edition #53]

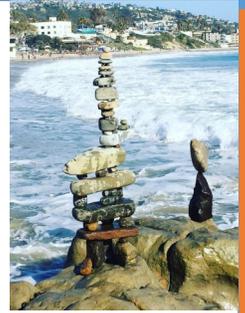


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My Take

Laguna Beach median sold prices plunged \$250,000 in November to \$1,450,000. That is a \$650,000 drop since August and is the lowest monthly print in over 4 years.

That said, all evidence points to higher prices. With pending prices at almost \$2,000,000. My short-term Pending Indicator - which has never been wrong - has just issued a very strong up signal. With the year-to-date at \$1,900,000, there is no way 2019 will not be a record year. In fact, 2019 has been so robust, I am now forecasting still higher prices for 2020.

Be sure to join me next month for my special year-end report and check out my new market segment supply charts on page 6.

November Closing Detail							
Address	Date	Original Price	Closing Price	Reduction	% Reduct	\$ Sq Ft	DOM
946 Quivera Street	11/1/2019	\$ 1,350,000	\$ 1,265,000	\$ 85,000	6.2%	\$ 763	106
965 Coast View Drive	11/4/2019	\$ 3,195,000	\$ 2,170,000	\$1,025,000	32.0%	\$ 638	268
655 Bluebird Canyon Drive	11/5/2019	\$ 2,895,000	\$ 2,475,000	\$ 420,000	14.5%	\$ 1,189	203
28772 Top Of The World Dr	11/6/2019	\$ 1,688,000	\$ 1,365,000	\$ 323,000	19.1%	\$ 418	108
3013 Mountain View Drive	11/6/2019	\$ 1,460,000	\$ 1,390,000	\$ 70,000	4.7%	\$ 823	25
46 S La Senda Drive	11/6/2019	\$ 3,450,000	\$ 2,730,000	\$ 720,000	20.8%	\$ 1,516	173
969 Acapulco Street	11/7/2019	\$ 1,349,000	\$ 1,154,000	\$ 195,000	14.4%	\$ 731	52
1734 Rim Rock Canyon	11/7/2019	\$ 1,995,000	\$ 1,450,000	\$ 545,000	27.3%	\$ 1,284	31
742 Browncroft Road	11/7/2019	\$ 1,795,000	\$ 1,600,000	\$ 195,000	10.8%	\$ 1,019	214
31793 5th Avenue	11/12/2019	\$ 1,579,000	\$ 1,250,000	\$ 329,000	20.8%	\$ 1,851	300
410 Ruby Street	11/13/2019	\$ 2,138,000	\$ 1,888,000	\$ 250,000	11.6%	\$ 1,547	66
895 La Mirada	11/14/2019	\$ 1,299,000	\$ 1,250,000	\$ 49,000	3.7%	\$ 1,052	29
2021 Temple Hills Drive	11/14/2019	\$ 4,495,000	\$ 3,810,000	\$ 685,000	15.2%	\$ 1,188	59
31645 2nd Avenue	11/15/2019	\$ 1,567,500	\$ 1,400,000	\$ 167,500	10.6%	\$ 865	151
13 N Stonington Road	11/18/2019	\$ 3,495,000	\$ 3,175,000	\$ 320,000	9.1%	\$ 1,061	86
1070 Eastman Way	11/20/2019	\$ 1,550,000	\$ 1,360,000	\$ 190,000	12.2%	\$ 639	44
720 Griffith Place	11/20/2019	\$ 1,599,000	\$ 1,450,000	\$ 149,000	9.3%	\$ 1,192	45
631 Buena Vista Way	11/22/2019	\$ 3,195,000	\$ 2,300,000	\$ 905,000	28.3%	\$ 580	272
923 La Mirada Street	11/25/2019	\$ 1,450,000	\$ 1,275,000	\$ 175,000	12.0%	\$ 745	49
680 Temple Hills Drive	11/25/2019	\$ 2,190,000	\$ 2,050,000	\$ 140,000	6.3%	\$ 838	51
390 Pinecrest Drive	11/27/2019	\$ 3,699,000	\$ 3,595,000	\$ 104,000	2.8%	\$ 1,354	100
3192 Alta Laguna Boulevard	11/27/2019	\$ 1,649,000	\$ 1,295,000	\$ 354,000	21.4%	\$ 866	145
		Median	\$ 1,450,000	\$ 195,000	12.0%	\$ 866	86

Boyd Roberts is a 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 totaling more than a \$1/4 billion.

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November 2019 Sales Data

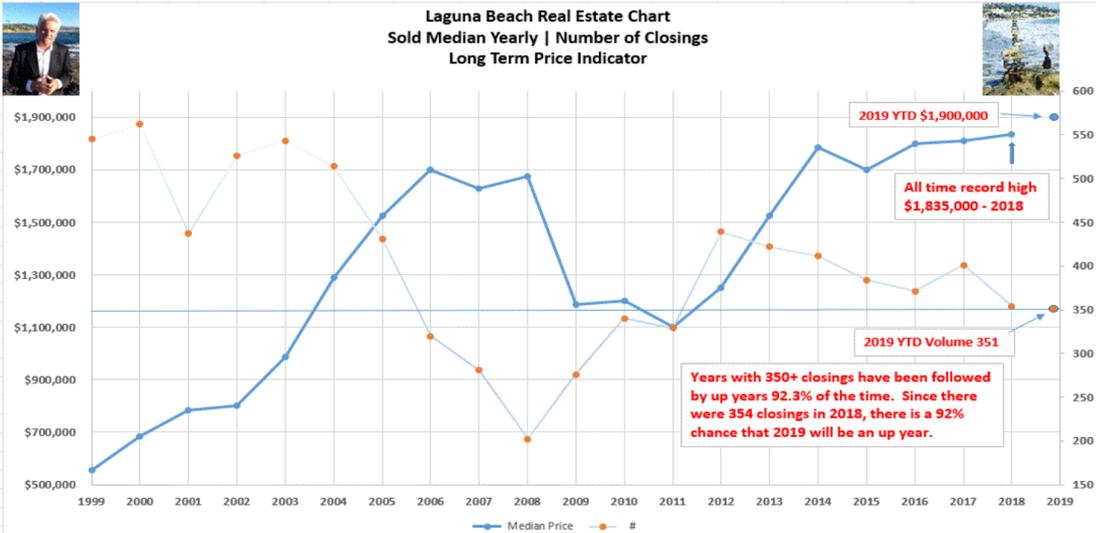
Active Median (As of 12/1/2019)	\$ 2,990,000	218 Listings
Days on Market (DOM) Median		139 Days
\$ per Square Foot Median		\$ 1,164
Pending Median (As of 12/1/2019)	\$ 1,999,000	40 Listings
DOM Median		93 Days
\$ per Square Foot Median		\$ 1,013
Sold Median November 2019	\$ 1,450,000	22 Sales
Price Reduction Median	\$ 195,000	12 %
DOM Median		86 Days
\$ Per Square Foot Median		\$ 866
Sold 3 Month Median (9/1/2019 – 11/30/2019)	\$ 1,700,000	106 Sales
\$ Per Square Foot Median		\$ 1,050
Sold 6 Month Median (6/1/2019 – 11/30/2019)	\$ 1,885,000	220 Sales
Sold 12 Month Median (12/1/2018 – 11/30/2019)	\$ 1,895,000	367 Sales
Price Reduction Median	\$ 200,000	9.7 %
DOM Median		76 Days
\$ Per Square Foot Median		\$ 1,025
Sold 2018 Median	\$ 1,835,000	354 Sales
Sold YTD Median	\$ 1,900,000	351 Sales
Supply 3 Month Adjusted Supply	9.9 Months	6.1 Months
The Spread (Active - Sold) Median		+ \$ 1,540,000
The Short-Term Pending Indicator (Pending - Sold) Median		+ \$ 549,000

Market Segment Analysis

MARKET SEGMENT	ACTIVE <small>(As of 12/1/2019)</small>	SOLD <small>(last 3 Months)</small>	SUPPLY <small>(Adj 3 Months)</small>	TYPE OF MARKET
\$1,499,999-	14%	42%	2 Months	Extreme Seller's Market
\$1,500,000 - \$1,999,999	13%	20%	4 Months	Seller's Market
\$2,000,000 - \$2,999,999	26%	15%	10 Months	Neutral Market
\$3,000,000 - \$4,999,999	19%	14%	8 Months	Neutral Market
\$5,000,000 - \$9,999,999	17%	6%	16 Months	Buyer's Market
\$10,000,000+	10%	1%	66 Months	Extreme Buyer's Market

Current Price Projections

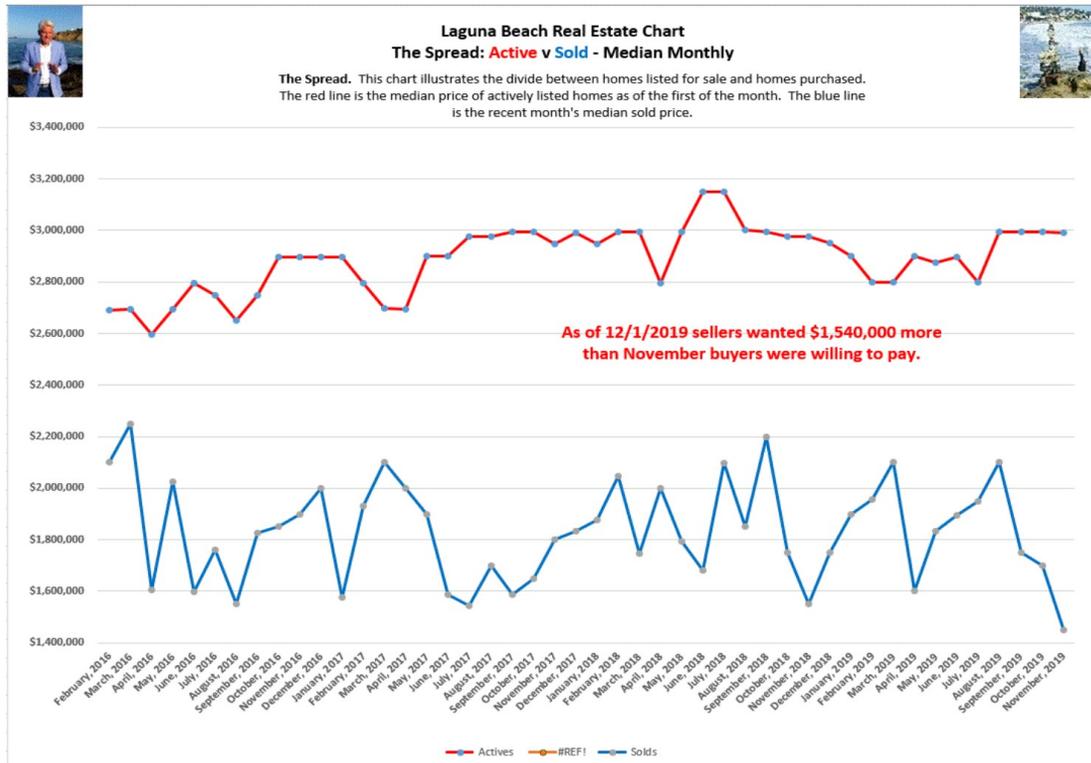
The Short-Term Pending Indicator (As of 12/1/2019) Projection for Short Term	Up
The Long-Term Price Indicator (As of 1/1/2019) Projection for 2019	Up



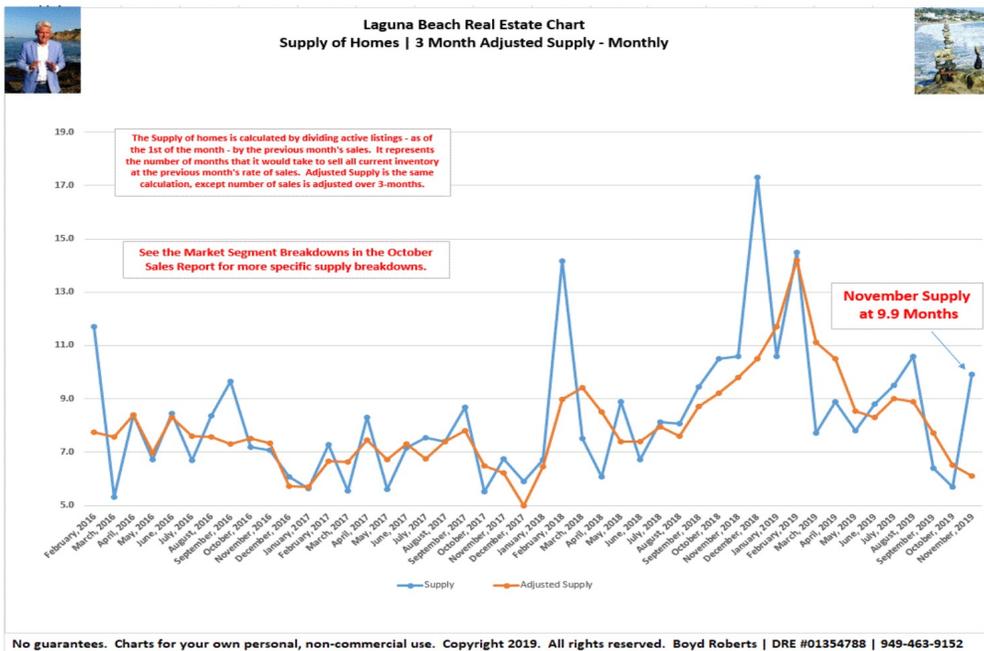
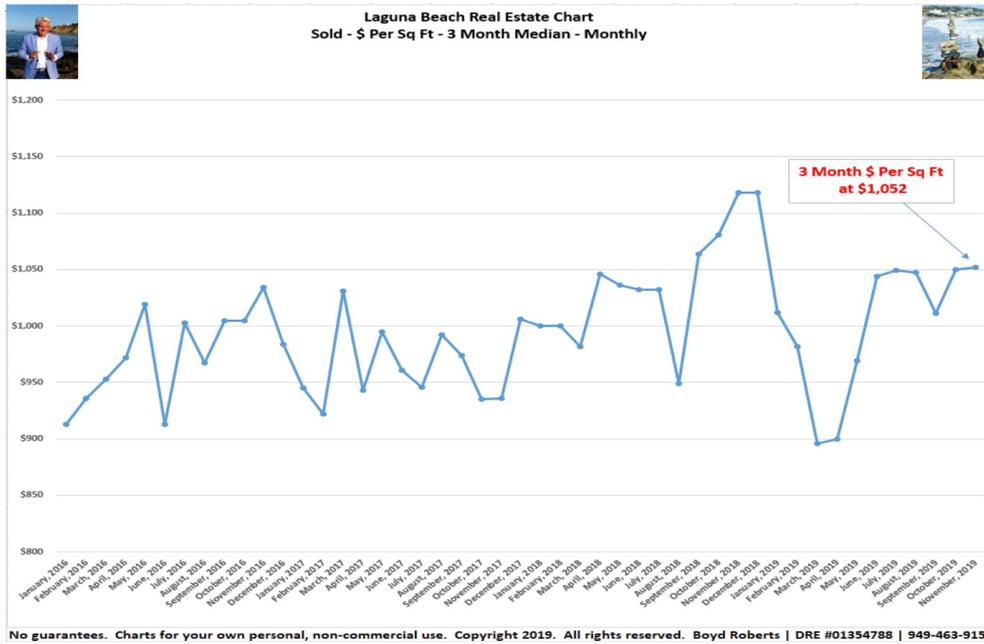
350 annual closings seems to be the sweet spot. Looking at the years with at least 350 closings (1999, 2000, 2001, 2002, 2003, 2004, 2005, 2012, 2013, 2014, 2015, 2016, and 2017), every following year – except for 2015 – was an up year. The reverse is not predictive. 2006, 2007, 2008, 2009, 2010, and 2011 all recorded less than 350 closing. Three of the following years (2007, 2009, and 2011) were down. Why? Lagunans tend to sell when they think the price is high enough. When it is not, they simply withdraw from the market. Volume over 350 closings seems to be the only indicator of an up market. Boyd Roberts is solely responsible for all content/statements/opinions/and conclusions. He is a licensed broker and is not a professional statistician or an economist. All data: has been taken from sources deemed reliable; is not guaranteed; may be subject to compilation errors, data source errors, and statistically invalid data sample sizes.

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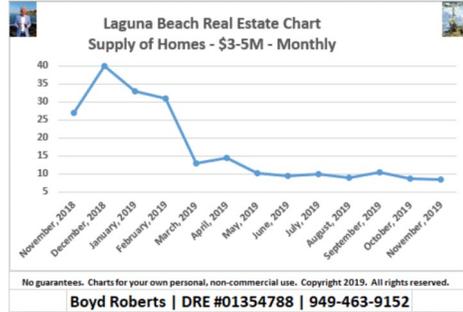
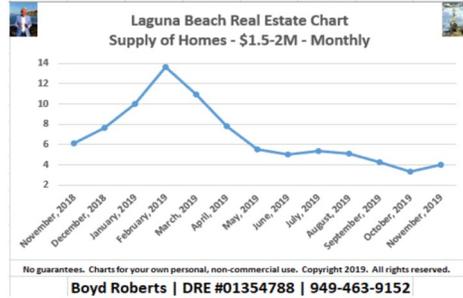
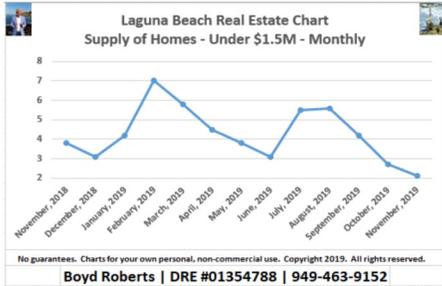


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Market Segment Supply Charts \$1.5M-, \$1.5-2M, \$2-3M, \$3-5M, \$5-10M, \$10M+



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