



Laguna Beach Real Estate

April 2019 Sales Report



Boyd Roberts | Broker | Gallery Real Estate

949-463-9152

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****Chart of the Month****

My Take

You heard it here first, as I predicted last month, median closings declined sharply in April. The price fell \$500,000 to an even \$1,600,000. The median price reduction was \$112,000 or 5.4%. The median \$ per square foot was \$998.

What is next? Short term, with the pending median already \$225,000 higher than April – prices will likely be higher in May. Long term? With the supply of homes at very normal levels and pending volume relatively high I remain bullish.

What else am I looking at? The \$3-5M market is quite improved. January 1 there was a 40-month supply of homes in that segment. As of May 1st, that that number had imploded to just 14 months.

Over 5M is another story. The \$5-10M segment is particularly bad. With only 2 sales in the last 3 months and 40 active listings, this segment has a 60-month supply of homes. Over \$10M, there is a 54-month supply.

1	April Closing Detail							
2	Address	Date	Original Price	Closing Price	Reduction	% Reduc	\$ Sq Ft	DOM
3	2954 Alpine Way	4/1/2019	\$ 1,495,000	\$ 1,370,000	\$ 125,000	8.3%	\$ 802	107
4	1303 Temple Hills Drive	4/1/2019	\$ 1,799,000	\$ 1,715,000	\$ 84,000	4.6%	\$ 714	10
5	805 La Mirada Street	4/1/2019	\$ 2,388,000	\$ 1,930,000	\$ 458,000	19.1%	\$ 900	282
6	32092 Virginia Way	4/1/2019	\$ 2,445,000	\$ 2,235,000	\$ 210,000	8.5%	\$ 950	90
7	31561 Table Rock Drive #416	4/2/2019	\$ 1,250,000	\$ 1,102,625	\$ 147,375	11.7%	\$ 1,193	13
8	2663 Solana Way	4/2/2019	\$ 1,999,999	\$ 1,200,000	\$ 799,999	39.9%	\$ 998	271
9	1687 Temple Hills Drive	4/2/2019	\$ 1,895,000	\$ 1,845,000	\$ 50,000	2.6%	\$ 1,276	25
10	2663 Solana Way	4/5/2019	\$ 1,299,000	\$ 1,270,000	\$ 29,000	2.2%	\$ 1,056	0
11	608 Seaview Street	4/5/2019	\$ 1,249,000	\$ 1,362,000	\$ (113,000)	-9.0%	\$ 1,412	5
12	785 Bluebird Canyon Drive	4/8/2019	\$ 1,500,000	\$ 1,500,000	\$ -	0.0%	\$ 580	0
13	1570 Fayette Place	4/8/2019	\$ 10,995,000	\$ 10,375,000	\$ 620,000	5.6%	\$ 1,844	0
14	262 Jasmine Street #8	4/9/2019	\$ 845,000	\$ 845,000	\$ -	0.0%	\$ 830	0
15	1490 Del Mar Avenue	4/10/2019	\$ 1,475,000	\$ 1,420,000	\$ 55,000	3.7%	\$ 1,051	231
16	1594 Via Capri #11	4/11/2019	\$ 799,000	\$ 680,000	\$ 119,000	14.8%	\$ 769	305
17	1914 Upper Rim Rock Road	4/12/2019	\$ 2,195,000	\$ 1,930,000	\$ 265,000	12.0%	\$ 742	43
18	1745 Catalina Street	4/15/2019	\$ 3,890,000	\$ 3,850,000	\$ 40,000	1.0%	\$ 1,617	4
19	710 Cliff Drive	4/16/2019	\$ 1,645,000	\$ 1,600,000	\$ 45,000	2.7%	\$ 1,333	25
20	429 Shadow Lane	4/17/2019	\$ 1,625,000	\$ 1,575,000	\$ 50,000	3.0%	\$ 1,429	102
21	2913 Mountain View Drive	4/18/2019	\$ 1,650,000	\$ 1,450,000	\$ 200,000	12.1%	\$ 1,000	55
22	109 Blue Lagoon	4/18/2019	\$ 1,849,000	\$ 1,630,000	\$ 219,000	11.8%	\$ 1,044	234
23	1299 Skyline Drive	4/19/2019	\$ 2,625,000	\$ 2,050,000	\$ 575,000	21.9%	\$ 744	489
24	994 Bluebird Canyon	4/19/2019	\$ 2,895,000	\$ 2,606,000	\$ 289,000	9.9%	\$ 759	53
25	2590 Park Avenue	4/19/2019	\$ 3,295,000	\$ 3,150,000	\$ 145,000	4.4%	\$ 724	9
26	850 Bolsa Way	4/22/2019	\$ 949,900	\$ 1,125,000	\$ (175,100)	-18.4%	\$ 1,424	5
27	291 Beverly Street	4/23/2019	\$ 2,200,000	\$ 1,570,000	\$ 630,000	28.6%	\$ 738	34
28	10 Encinitas Court	4/24/2019	\$ 662,000	\$ 660,000	\$ 2,000	0.3%	\$ 636	80
29	271 High Drive	4/24/2019	\$ 1,749,500	\$ 1,637,500	\$ 112,000	6.4%	\$ 1,347	11
30	30782 Driftwood Drive	4/29/2019	\$ 3,695,000	\$ 3,600,000	\$ 95,000	2.5%	\$ 1,367	46
31	674 Seaview Street	4/29/2019	\$ 3,195,000	\$ 3,000,000	\$ 195,000	6.1%	\$ 1,200	50
32	391 Saint Ann's Drive	4/29/2019	\$ 1,995,000	\$ 2,010,000	\$ (15,000)	-0.7%	\$ 2,233	6
33	108 Santa Rosa Court	4/29/2019	\$ 599,000	\$ 549,000	\$ 50,000	8.3%	\$ 434	82
34	727 Kendall Drive	4/29/2019	\$ 3,490,000	\$ 3,300,000	\$ 190,000	5.4%	\$ 1,037	51
35	454 Broadway Street	4/29/2019	\$ 1,460,000	\$ 1,400,000	\$ 60,000	4.1%	\$ 643	11
36	1961 San Remo Drive	4/30/2019	\$ 2,295,000	\$ 2,150,000	\$ 145,000	6.3%	\$ 884	94
37								
38	Sold off market not used in all calculations		Median	\$ 1,600,000	\$ 112,000	5.4%	\$ 998	43

April 2019 Sales Data

ACTIVEs (As of May 1, 2019)

Median	\$ 2,899,000	305 Listings
Median Days on Market (DOM)		66 Days
Median \$ per Square Foot		\$ 1,262

PENDINGs (As of May 1, 2019)

Median	\$ 1,825,000	54 Listings
Median DOM		77 Days
Median \$ per Square Foot		\$ 1,131

SOLDs (April 2019)

Median	\$ 1,600,000	34 Closings
Median Reduction	\$ 112,000	5.4%
Median DOM		43 Days
Median \$ Per Square Foot		\$ 998

SUPPLY of ACTIVEs 3 Month Adjusted SUPPLY	8.9 Months	10.5 Months
The SPREAD (ACTIVEs – SOLDs)		+ \$ 1,299,000
The PENDING INDICATOR (PENDINGs - SOLDs)		+ \$ 225,000

SOLDs YTD	\$ 1,930,000	109 Closings
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SOLDs 3 Month Median: (2/1/2019 – 4/30/2019)	\$ 1,930,000	87 Closings
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DOM		51 Days
\$ Per Square Foot		\$ 900

SOLDs 6 Month Median (11/1/2018 – 4/30/2019):	\$ 1,900,000	147 Sales
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SOLDs 12 Month Median (5/1/2018 – 4/30/2019)	\$ 1,850,000	340 Sales
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Market Segment Analysis

Market Segment	ACTIVEs (As of 5/1/2019)	SOLDs (last 3 Months)	SUPPLY (Adj 3 Months)
\$1,499,999-	12.7%	29.8%	4.50 Months
\$1,500,000 - \$1,999,999	16.9%	22.9%	7.80 Months
\$2,000,000 - \$2,999,999	23.2%	26.4%	9.20 Months
\$3,000,000 - \$4,999,999	22.2%	16.0%	14.5 Months
\$5,000,000 - \$9,999,999	13.0%	2.2%	60.0 Months
\$10,000,000+	11.7%	2.2%	54.0 Months

Laguna Beach Real Estate Chart Sold Median Yearly | Number of Closings Long Term Price Indicator

Year	Median Price	#
1998	\$ 495,000	
1999	\$ 555,000	545
2000	\$ 685,000	562
2001	\$ 785,000	437
2002	\$ 800,000	526
2003	\$ 985,000	543
2004	\$ 1,289,000	514
2005	\$ 1,525,000	431
2006	\$ 1,700,000	320
2007	\$ 1,629,000	281
2008	\$ 1,675,000	202
2009	\$ 1,185,000	276
2010	\$ 1,200,000	340
2011	\$ 1,100,000	329
2012	\$ 1,250,000	439
2013	\$ 1,525,000	422
2014	\$ 1,785,000	411
2015	\$ 1,700,000	384
2016	\$ 1,800,000	371
2017	\$ 1,810,000	401
2018	\$ 1,835,000	354



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 as 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 withdrawal 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

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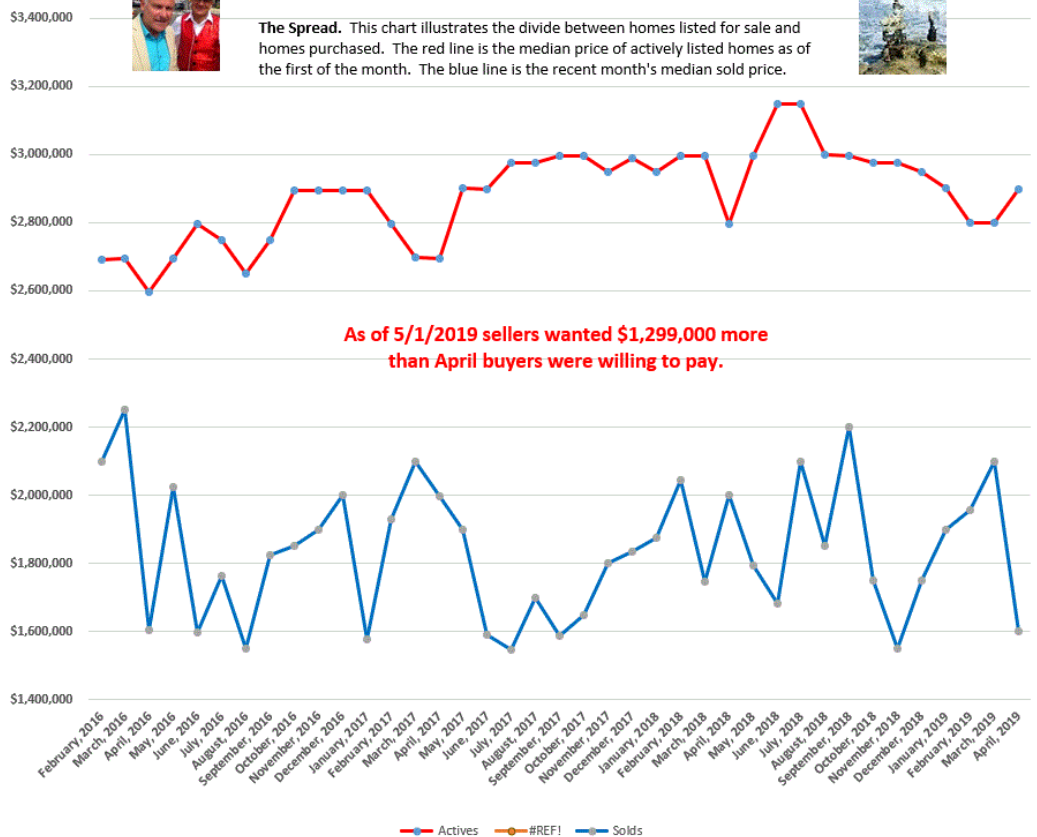
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Month	Actives	Solds
February, 2016	\$2,690,000	\$2,100,000
March, 2016	\$2,695,000	\$2,250,000
April, 2016	\$2,595,000	\$1,605,000
May, 2016	\$2,695,000	\$2,025,000
June, 2016	\$2,795,000	\$1,597,995
July, 2016	\$2,750,000	\$1,762,150
August, 2016	\$2,650,000	\$1,550,000
September, 2016	\$2,750,000	\$1,825,000
October, 2016	\$2,895,000	\$1,850,000
November, 2016	\$2,895,000	\$1,900,000
December, 2016	\$2,895,000	\$2,000,000
January, 2017	\$2,895,000	\$1,575,000
February, 2017	\$2,795,000	\$1,930,000
March, 2017	\$2,699,000	\$2,100,000
April, 2017	\$2,695,000	\$1,998,000
May, 2017	\$2,900,000	\$1,900,000
June, 2017	\$2,899,000	\$1,588,750
July, 2017	\$2,975,000	\$1,545,000
August, 2017	\$2,975,000	\$1,700,000
September, 2017	\$2,995,000	\$1,587,300
October, 2017	\$2,995,000	\$1,647,500
November, 2017	\$2,949,000	\$1,800,000
December, 2017	\$2,990,000	\$1,835,000
January, 2018	\$2,949,000	\$1,875,000
February, 2018	\$2,995,000	\$2,045,000
March, 2018	\$2,995,000	\$1,745,000
April, 2018	\$2,795,000	\$2,000,000
May, 2018	\$2,995,000	\$1,795,000
June, 2018	\$3,150,000	\$1,680,000
July, 2018	\$3,150,000	\$2,099,000
August, 2018	\$2,999,999	\$1,850,000
September, 2018	\$2,995,000	\$2,200,000
October, 2018	\$2,975,000	\$1,750,000
November, 2018	\$2,975,000	\$1,550,000
December, 2018	\$2,950,000	\$1,750,000
January, 2019	\$2,900,000	\$1,900,000
February, 2019	\$2,799,000	\$1,955,000
March, 2019	\$2,799,000	\$2,100,000
April, 2019	\$2,899,000	\$1,600,000

Laguna Beach Real Estate Chart The Spread: Active v Sold - Median Monthly

The Spread. This chart illustrates the divide between homes listed for sale and homes purchased. The red line is the median price of actively listed homes as of the first of the month. The blue line is the recent month's median sold price.

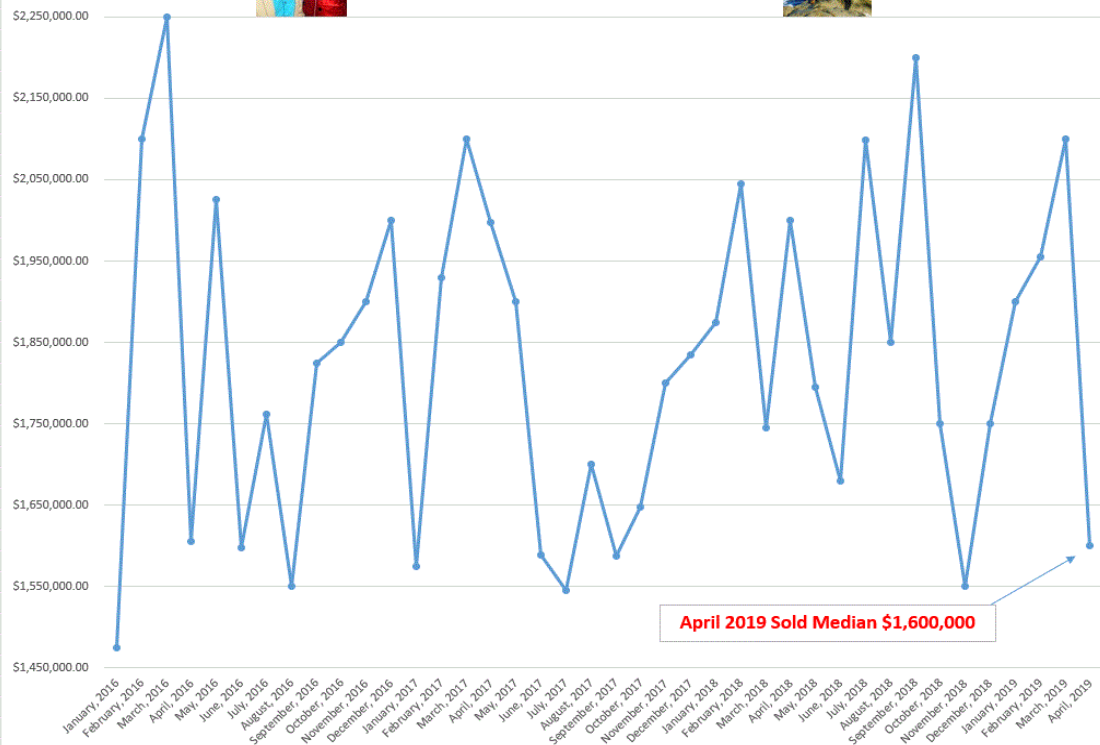


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Month	Solds Median
January, 2016	\$ 1,475,000.00
February, 2016	\$ 2,100,000.00
March, 2016	\$ 2,250,000.00
April, 2016	\$ 1,605,000.00
May, 2016	\$ 2,025,000.00
June, 2016	\$ 1,597,995.00
July, 2016	\$ 1,762,150.00
August, 2016	\$ 1,550,000.00
September, 2016	\$ 1,825,000.00
October, 2016	\$ 1,850,000.00
November, 2016	\$ 1,900,000.00
December, 2016	\$ 2,000,000.00
January, 2017	\$ 1,575,000.00
February, 2017	\$ 1,930,000.00
March, 2017	\$ 2,100,000.00
April, 2017	\$ 1,998,000.00
May, 2017	\$ 1,900,000.00
June, 2017	\$ 1,588,750.00
July, 2017	\$ 1,545,000.00
August, 2017	\$ 1,700,000.00
September, 2017	\$ 1,587,300.00
October, 2017	\$ 1,647,500.00
November, 2017	\$ 1,800,000.00
December, 2017	\$ 1,835,000.00
January, 2018	\$ 1,875,000.00
February, 2018	\$ 2,045,000.00
March, 2018	\$ 1,745,000.00
April, 2018	\$ 2,000,000.00
May, 2018	\$ 1,795,000.00
June, 2018	\$ 1,680,000.00
July, 2018	\$ 2,099,000.00
August, 2018	\$ 1,850,000.00
September, 2018	\$ 2,200,000.00
October, 2018	\$ 1,750,000.00
November, 2018	\$ 1,550,000.00
December, 2018	\$ 1,750,000.00
January, 2019	\$ 1,900,000.00
February, 2019	\$ 1,955,000.00
March, 2019	\$ 2,100,000.00
April, 2019	\$ 1,600,000.00



Laguna Beach Real Estate Sold Median - Monthly



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Month	3 Month	#
January, 2016	\$ 1,850,000	
February, 2016	\$ 1,860,000	77
March, 2016	\$ 1,995,000	86
April, 2016	\$ 1,960,000	87
May, 2016	\$ 1,960,000	107
June, 2016	\$ 1,685,000	98
July, 2016	\$ 1,750,000	111
August, 2016	\$ 1,620,000	106
September, 2016	\$ 1,750,000	99
October, 2016	\$ 1,800,000	87
November, 2016	\$ 1,850,000	84
December, 2016	\$ 1,915,350	86
January, 2017	\$ 1,850,000	86
February, 2017	\$ 1,875,000	82
March, 2017	\$ 1,899,888	90
April, 2017	\$ 1,998,000	87
May, 2017	\$ 1,959,000	105
June, 2017	\$ 1,860,000	106
July, 2017	\$ 1,705,000	114
August, 2017	\$ 1,675,000	105
September, 2017	\$ 1,625,000	97
October, 2017	\$ 1,650,000	107
November, 2017	\$ 1,790,000	104
December, 2017	\$ 1,800,000	106
January, 2018	\$ 1,835,000	94
February, 2018	\$ 1,890,000	76
March, 2018	\$ 1,875,000	78
April, 2018	\$ 1,850,000	92
May, 2018	\$ 1,850,000	106
June, 2018	\$ 1,725,000	112
July, 2018	\$ 1,775,000	104
August, 2018	\$ 1,800,000	105
September, 2018	\$ 2,099,000	97
October, 2018	\$ 1,869,000	89
November, 2018	\$ 1,770,000	81
December, 2018	\$ 1,700,000	64
January, 2019	\$ 1,710,000	60
February, 2019	\$ 1,955,000	52
March, 2019	\$ 2,100,000	75
April, 2019	\$ 1,930,000	87



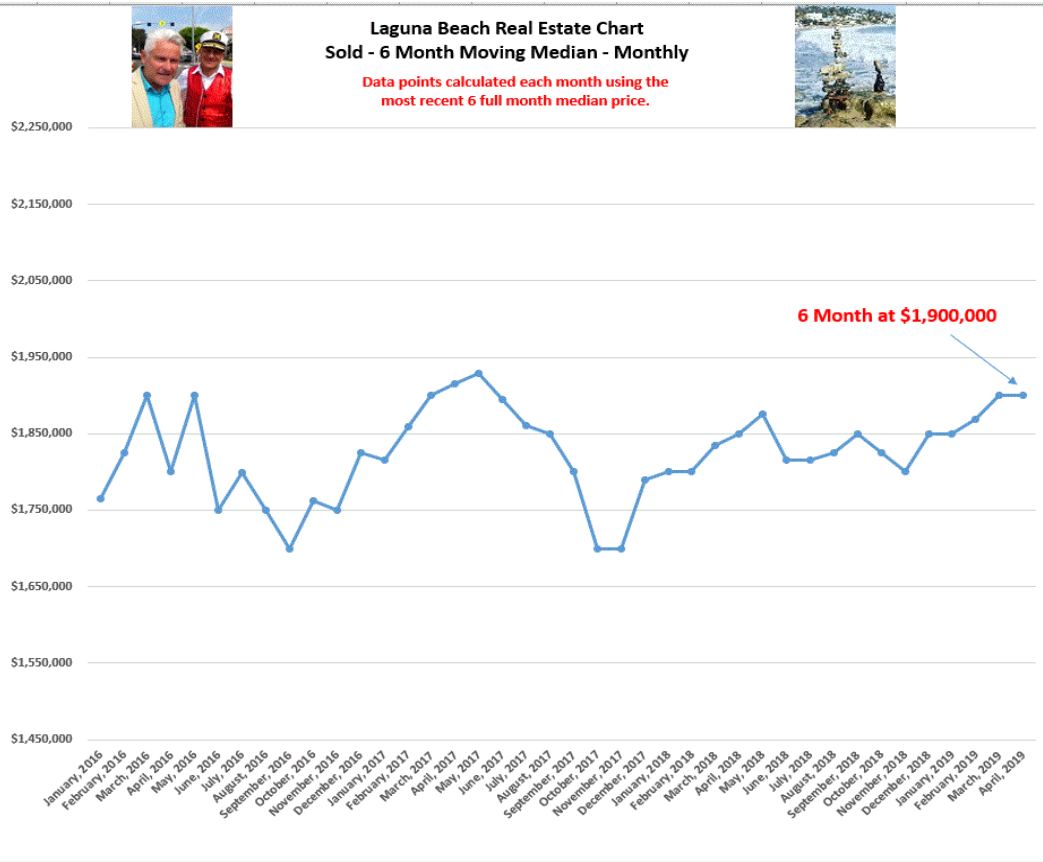
Laguna Beach Real Estate Chart Sold - 3 Month Moving Median - Monthly

Data points calculated each month using the most recent 3 full month median price.



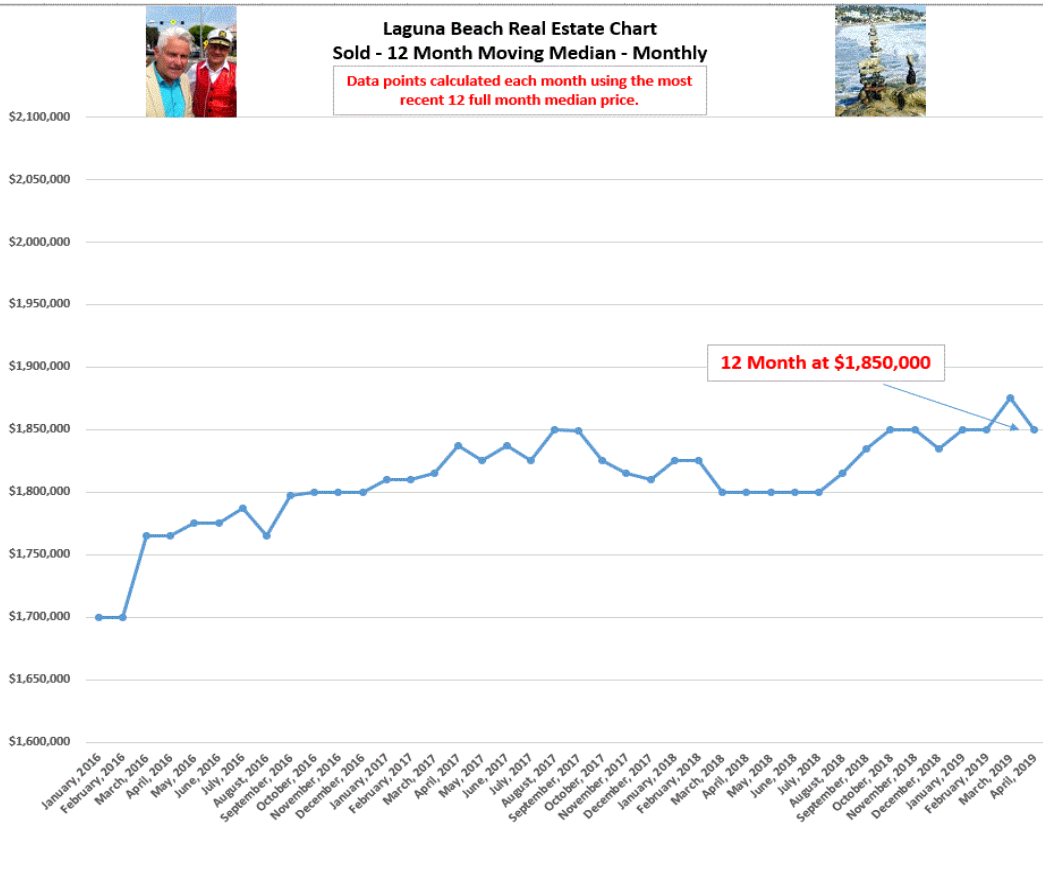
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Month	6 Month	#
January, 2016	\$ 1,765,000	170
February, 2016	\$ 1,825,000	160
March, 2016	\$ 1,900,000	165
April, 2016	\$ 1,800,000	171
May, 2016	\$ 1,900,000	184
June, 2016	\$ 1,750,000	185
July, 2016	\$ 1,799,000	198
August, 2016	\$ 1,750,000	213
September, 2016	\$ 1,700,000	197
October, 2016	\$ 1,762,150	198
November, 2016	\$ 1,750,000	190
December, 2016	\$ 1,825,000	185
January, 2017	\$ 1,815,000	173
February, 2017	\$ 1,859,000	165
March, 2017	\$ 1,900,000	176
April, 2017	\$ 1,915,350	172
May, 2017	\$ 1,929,500	188
June, 2017	\$ 1,895,000	197
July, 2017	\$ 1,860,000	203
August, 2017	\$ 1,850,000	211
September, 2017	\$ 1,800,000	203
October, 2017	\$ 1,700,000	219
November, 2017	\$ 1,700,000	208
December, 2017	\$ 1,790,000	204
January, 2018	\$ 1,800,000	201
February, 2018	\$ 1,800,000	182
March, 2018	\$ 1,835,000	185
April, 2018	\$ 1,850,000	186
May, 2018	\$ 1,875,000	182
June, 2018	\$ 1,815,000	192
July, 2018	\$ 1,815,000	196
August, 2018	\$ 1,825,000	214
September, 2018	\$ 1,850,000	209
October, 2018	\$ 1,825,000	194
November, 2018	\$ 1,800,000	190
December, 2018	\$ 1,850,000	162
January, 2019	\$ 1,850,000	149
February, 2019	\$ 1,869,000	133
March, 2019	\$ 1,900,000	139
April, 2019	\$ 1,900,000	147



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Month	12 Month	#
January, 2016	\$ 1,700,000	387
February, 2016	\$ 1,700,000	381
March, 2016	\$ 1,765,000	379
April, 2016	\$ 1,765,000	369
May, 2016	\$ 1,775,000	365
June, 2016	\$ 1,775,000	365
July, 2016	\$ 1,787,200	367
August, 2016	\$ 1,765,000	373
September, 2016	\$ 1,797,000	363
October, 2016	\$ 1,800,000	363
November, 2016	\$ 1,800,000	374
December, 2016	\$ 1,800,000	370
January, 2017	\$ 1,810,000	371
February, 2017	\$ 1,810,000	378
March, 2017	\$ 1,815,000	373
April, 2017	\$ 1,837,500	370
May, 2017	\$ 1,825,000	378
June, 2017	\$ 1,837,500	381
July, 2017	\$ 1,825,000	375
August, 2017	\$ 1,850,000	377
September, 2017	\$ 1,849,000	380
October, 2017	\$ 1,825,000	393
November, 2017	\$ 1,815,000	397
December, 2017	\$ 1,810,000	401
January, 2018	\$ 1,825,000	402
February, 2018	\$ 1,825,000	392
March, 2018	\$ 1,800,000	389
April, 2018	\$ 1,800,000	405
May, 2018	\$ 1,800,000	392
June, 2018	\$ 1,800,000	396
July, 2018	\$ 1,800,000	397
August, 2018	\$ 1,815,000	397
September, 2018	\$ 1,835,000	395
October, 2018	\$ 1,850,000	380
November, 2018	\$ 1,850,000	371
December, 2018	\$ 1,835,000	354
January, 2019	\$ 1,850,000	346
February, 2019	\$ 1,850,000	345
March, 2019	\$ 1,875,000	348
April, 2019	\$ 1,850,000	340



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Month	12 Month Volume
January, 2016	387
February, 2016	381
March, 2016	379
April, 2016	369
May, 2016	365
June, 2016	365
July, 2016	367
August, 2016	373
September, 2016	363
October, 2016	363
November, 2016	374
December, 2016	370
January, 2017	371
February, 2017	378
March, 2017	373
April, 2017	370
May, 2017	378
June, 2017	381
July, 2017	375
August, 2017	377
September, 2017	380
October, 2017	393
November, 2017	397
December, 2017	401
January, 2018	402
February, 2018	392
March, 2018	389
April, 2018	405
May, 2018	392
June, 2018	396
July, 2018	397
August, 2018	397
September, 2018	395
October, 2018	380
November, 2018	371
December, 2018	354
January, 2019	346
February, 2019	345
March, 2019	348
April, 2019	340



Laguna Beach Real Estate Chart Sold 12 Month Volume - Monthly

Data points calculated each month using the most recent 12 full months of volume.



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Month	\$ Per Sq Ft
January, 2016	\$ 913
February, 2016	\$ 936
March, 2016	\$ 953
April, 2016	\$ 972
May, 2016	\$ 1,019
June, 2016	\$ 913
July, 2016	\$ 1,003
August, 2016	\$ 967
September, 2016	\$ 1,005
October, 2016	\$ 1,005
November, 2016	\$ 1,034
December, 2016	\$ 984
January, 2017	\$ 945
February, 2017	\$ 922
March, 2017	\$ 1,031
April, 2017	\$ 943
May, 2017	\$ 995
June, 2017	\$ 961
July, 2017	\$ 946
August, 2017	\$ 992
September, 2017	\$ 974
October, 2017	\$ 935
November, 2017	\$ 936
December, 2017	\$ 1,006
January, 2018	\$ 1,000
February, 2018	\$ 1,000
March, 2018	\$ 982
April, 2018	\$ 1,046
May, 2018	\$ 1,036
June, 2018	\$ 1,032
July, 2018	\$ 1,032
August, 2018	\$ 949
September, 2018	\$ 1,064
October, 2018	\$ 1,081
November, 2018	\$ 1,118
December, 2018	\$ 1,118
January, 2019	\$ 1,012
February, 2019	\$ 982
March, 2019	\$ 896
April, 2019	\$ 900



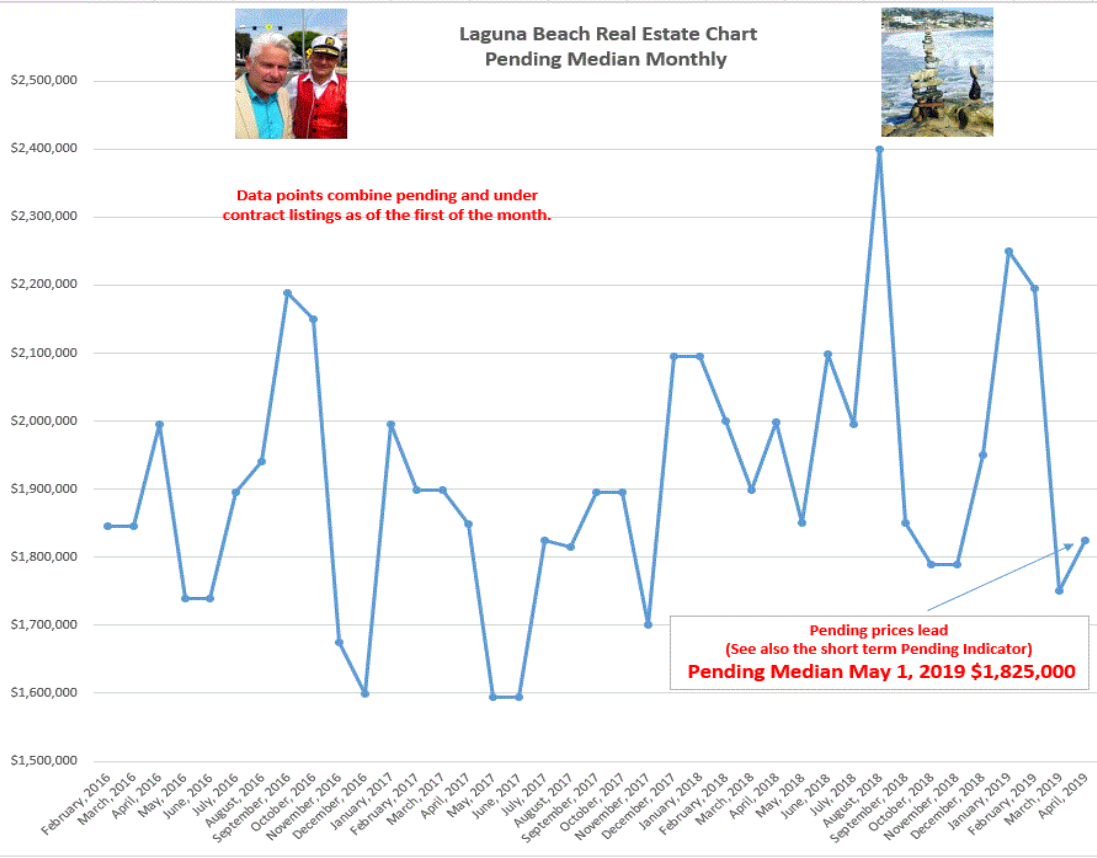
Laguna Beach Real Estate Chart Sold - \$ Per Sq Ft - 3 Month Moving Median - Monthly



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Month Pending Median Monthly

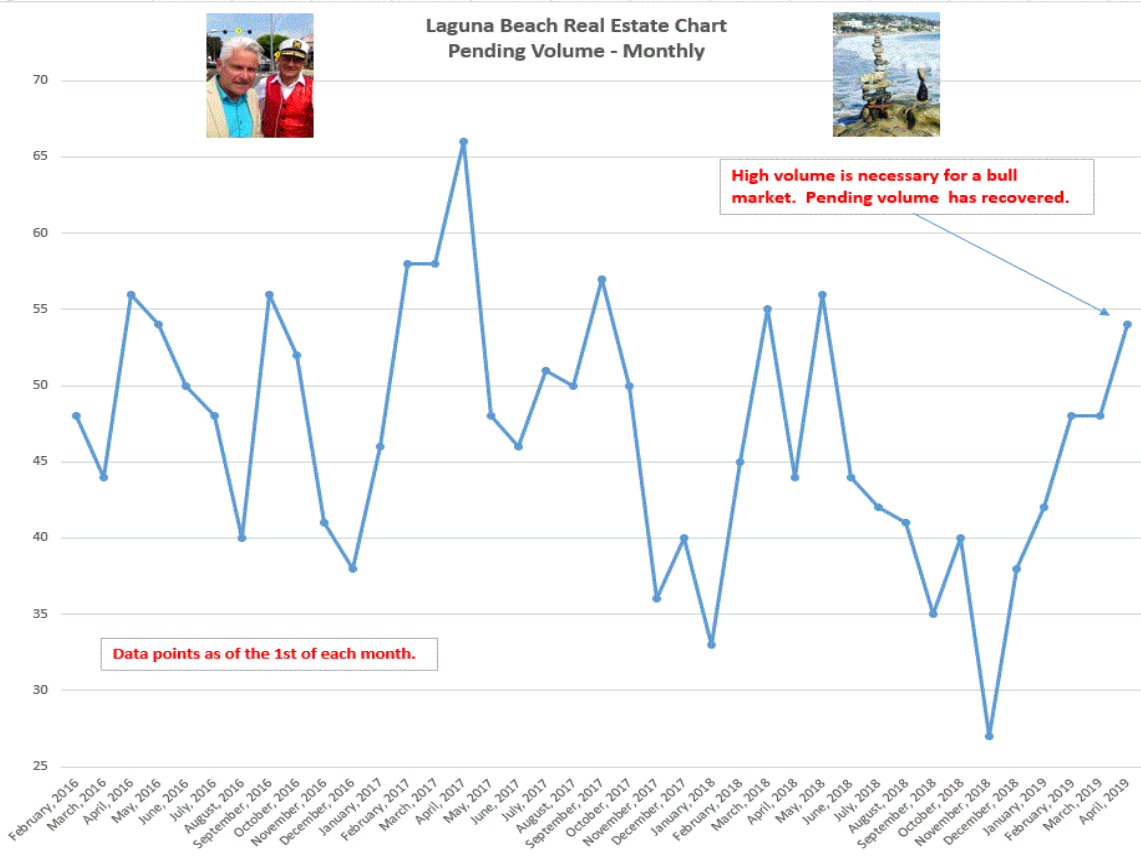
February, 2016	\$ 1,845,000
March, 2016	\$ 1,845,000
April, 2016	\$ 1,995,000
May, 2016	\$ 1,740,000
June, 2016	\$ 1,740,000
July, 2016	\$ 1,895,000
August, 2016	\$ 1,939,900
September, 2016	\$ 2,189,000
October, 2016	\$ 2,150,000
November, 2016	\$ 1,675,000
December, 2016	\$ 1,599,000
January, 2017	\$ 1,995,000
February, 2017	\$ 1,899,000
March, 2017	\$ 1,899,000
April, 2017	\$ 1,849,000
May, 2017	\$ 1,595,000
June, 2017	\$ 1,595,000
July, 2017	\$ 1,825,000
August, 2017	\$ 1,815,000
September, 2017	\$ 1,895,000
October, 2017	\$ 1,895,000
November, 2017	\$ 1,699,900
December, 2017	\$ 2,095,000
January, 2018	\$ 2,095,000
February, 2018	\$ 2,000,000
March, 2018	\$ 1,899,000
April, 2018	\$ 1,999,000
May, 2018	\$ 1,850,000
June, 2018	\$ 2,099,000
July, 2018	\$ 1,995,000
August, 2018	\$ 2,400,000
September, 2018	\$ 1,850,000
October, 2018	\$ 1,790,000
November, 2018	\$ 1,790,000
December, 2018	\$ 1,950,000
January, 2019	\$ 2,250,000
February, 2019	\$ 2,195,000
March, 2019	\$ 1,750,000
April, 2019	\$ 1,825,000



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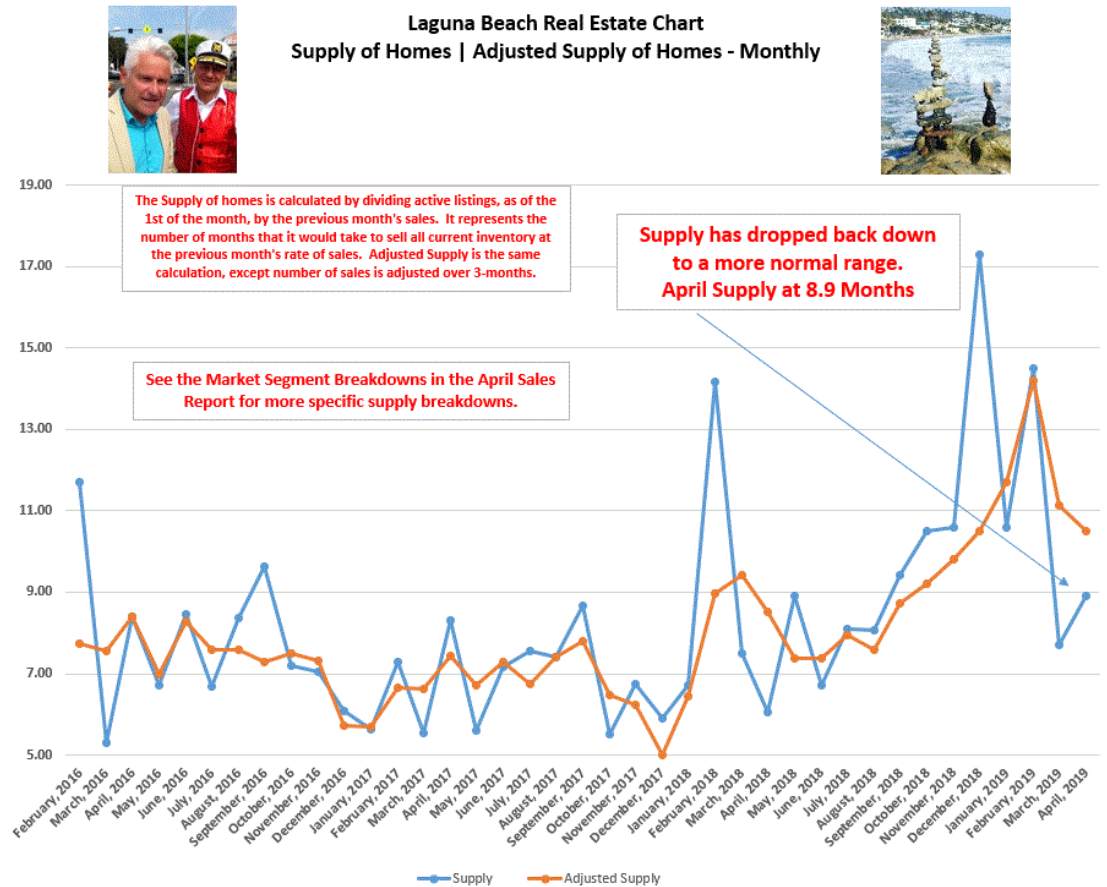
Report Month Pending Volume

February, 2016	48
March, 2016	44
April, 2016	56
May, 2016	54
June, 2016	50
July, 2016	48
August, 2016	40
September, 2016	56
October, 2016	52
November, 2016	41
December, 2016	38
January, 2017	46
February, 2017	58
March, 2017	58
April, 2017	66
May, 2017	48
June, 2017	46
July, 2017	51
August, 2017	50
September, 2017	57
October, 2017	50
November, 2017	36
December, 2017	40
January, 2018	33
February, 2018	45
March, 2018	55
April, 2018	44
May, 2018	56
June, 2018	44
July, 2018	42
August, 2018	41
September, 2018	35
October, 2018	40
November, 2018	27
December, 2018	38
January, 2019	42
February, 2019	48
March, 2019	48
April, 2019	54



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Month	Supply	Adjusted Supply
February, 2016	11.70	7.75
March, 2016	5.30	7.57
April, 2016	8.40	8.40
May, 2016	6.72	6.98
June, 2016	8.46	8.29
July, 2016	6.69	7.59
August, 2016	8.37	7.58
September, 2016	9.64	7.30
October, 2016	7.20	7.50
November, 2016	7.06	7.32
December, 2016	6.07	5.72
January, 2017	5.62	5.68
February, 2017	7.28	6.66
March, 2017	5.53	6.63
April, 2017	8.30	7.44
May, 2017	5.59	6.71
June, 2017	7.16	7.30
July, 2017	7.55	6.76
August, 2017	7.40	7.40
September, 2017	8.68	7.79
October, 2017	5.50	6.47
November, 2017	6.75	6.23
December, 2017	5.90	5.00
January, 2018	6.73	6.44
February, 2018	14.18	8.97
March, 2018	7.51	9.41
April, 2018	6.06	8.51
May, 2018	8.90	7.39
June, 2018	6.73	7.39
July, 2018	8.11	7.96
August, 2018	8.06	7.60
September, 2018	9.43	8.72
October, 2018	10.50	9.20
November, 2018	10.60	9.80
December, 2018	17.30	10.50
January, 2019	10.60	11.70
February, 2019	14.50	14.20
March, 2019	7.70	11.12
April, 2019	8.90	10.50



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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 more than a \$1/4 billion.

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