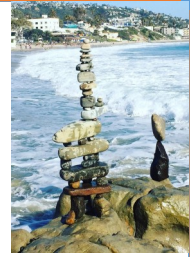




Laguna Beach Real Estate

November 2018 Sales Report



Boyd Roberts | Broker | Gallery Real Estate

949-463-9152

Videos, Reports, and Charts at www.LagunaGalleryRealEstate.com

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My Take

Median prices declined \$200,000 in November to \$1,550,000. The median price reduction was \$199,000 or just over 10%. The 3 Month Median \$ Per Square Foot set another record at \$1,118. The 12 Month Median, at \$1,850,000, remains at an all-time high. Two more data points -- current Pendings \$240,000 higher than November Solds and the 12-month sales volume, at 371, point to higher short-term and long-term prices. No guarantees.

The market remains a bifurcated. Under \$2,000,000 it is a seller's market. There are fewer listings and more buyers. Under \$1,500,000 there is less than a 4-month supply of homes. Over \$3,000,000 it is a buyer's market. Between \$3-5,000,000 there is a 27-month supply. Over \$10,000,000 is a buyer's nirvana with an over a 4.5-year supply.

Sales Data

ACTIVEs (As of December 1, 2018)

Median	\$ 2,975,000	265 Listings
Median Days on Market (DOM)		89 Days
Median \$ per Square Foot		\$ 1,258

PENDINGs (As of December 1, 2018)

Median	\$ 1,790,000	27 Listings
Median DOM		73 Days
Median \$ per Square Foot		\$ 1,076

SOLDs (November 2018)

Median	\$ 1,550,000	25 Closings
Median Reduction	\$ 199,000	10.3%
Median DOM		46 Days
Median \$ Per Square Foot		\$ 1,051

SUPPLY of ACTIVEs 3 Month Adjusted SUPPLY	10.6 Months	9.8 Months
The SPREAD (ACTIVEs – SOLDs)		+ \$ 1,425,000
The PENDING INDICATOR (PENDINGs - SOLDs)		+ \$ 240,000

SOLDs YTD (1/1/2018 – 11/30/2018)	\$ 1,850,000	341 Closings
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SOLDs 3 Month Median: (9/1/2018 – 11/30/2018)	\$ 1,770,000	81 Closings
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DOM		50 Days
\$ Per Square Foot		\$ 1,118

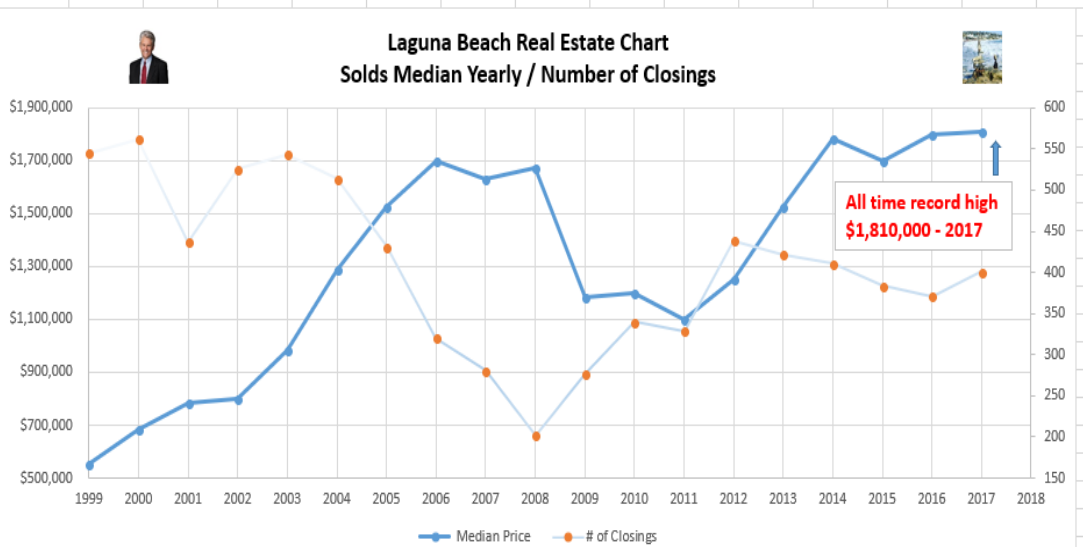
SOLDs 6 Month Median (6/1/2018 – 11/30/2018):	\$ 1,800,000	190 Sales
SOLDs 12 Month Median (12/1/2017 – 11/30/2018)	\$ 1,850,000	371 Sales

Market Segment Breakdowns

Market Segment	ACTIVEs	SOLDs	SUPPLY
\$1,499,999-	15.0%	32.4%	3.8 Months
\$1,500,000 - \$1,999,999	12.8%	23.2%	6.1 Months
\$2,000,000 - \$2,999,999	22.6%	19.4%	10.6 Months
\$3,000,000 - \$4,999,999	23.3%	16.2%	27.7 Months
\$5,000,000 - \$9,999,999	13.5%	4.5%	14.2 Months
\$10,000,000+	13.5%	4.0%	55.5 Months

	A	B	C	D	E	F	G	H	I
1	November Laguna Beach Real Estate Closings								
2	Address	Date	Original Price	Closing Price	Reduction	% Reducti	\$ Per SqFt	DOM	
3	425 Graceland Drive	11/1/2018	\$ 1,499,000	\$ 1,350,000	\$ 149,000	9.9%	\$ 1,607	138	
4	32112 Virginia Way	11/1/2018	\$ 2,499,000	\$ 1,999,900	\$ 499,100	19.9%	\$ 796	25	
5	44 S La Senda Drive	11/2/2018	\$ 2,595,000	\$ 2,582,000	\$ 13,000	0.5%	\$ 1,699	7	
6	385 Monterey Drive	11/5/2018	\$ 1,295,000	\$ 1,050,000	\$ 245,000	18.9%	\$ 951	5	
7	31372 Monterey Drive	11/5/2018	\$ 1,200,000	\$ 1,150,000	\$ 50,000	4.1%	\$ 1,476	10	
8	32052 Virginia Way	11/5/2018	\$ 1,295,000	\$ 1,400,000	\$ (105,000)	-8.1%	\$ 1,333	7	
9	830 La Mirada Street	11/6/2018	\$ 1,479,000	\$ 1,465,000	\$ 14,000	0.9%	\$ 778	36	
10	1427 Cerritos Drive	11/7/2018	\$ 1,749,000	\$ 1,550,000	\$ 199,000	11.3%	\$ 809	166	
11	21552 Tree Top Lane	11/8/2018	\$ 1,400,000	\$ 975,000	\$ 425,000	30.3%	\$ 1,562	21	
12	2060 Catalina Street	11/9/2018	\$ 1,275,000	\$ 1,215,000	\$ 60,000	4.7%	\$ 1,653	67	
13	929 Quivera Street	11/9/2018	\$ 1,591,000	\$ 1,486,475	\$ 104,125	6.5%	\$ 890	3	
14	3168 Alta Laguna Blvd	11/13/2018	\$ 1,595,000	\$ 1,480,000	\$ 115,000	7.2%	\$ 866	11	
15	1008 Van Dyke Drive	11/14/2018	\$ 2,749,000	\$ 2,329,625	\$ 419,375	15.2%	\$ 811	297	
16	3 N La Senda Drive	11/14/2018	\$ 8,998,000	\$ 7,000,000	\$ 1,998,000	22.2%	\$ 2,208	229	
17	32021 Virginia Way	11/19/2018	\$ 1,795,000	\$ 1,625,000	\$ 170,000	9.4%	\$ 826	31	
18	1036 Van Dyke Drive	11/19/2018	\$ 2,900,000	\$ 1,375,000	\$ 1,525,000	52.5%	\$ 928	225	
19	31685 Sea Bluff Lane	11/20/2018	\$ 7,995,000	\$ 7,700,000	\$ 295,000	3.6%	\$ 1,375	67	
20	680 Virginia Park Drive	11/27/2018	\$ 1,399,000	\$ 1,000,000	\$ 399,000	28.5%	\$ 1,650	158	
21	28981 Top of the World Dr	11/28/2018	\$ 2,149,000	\$ 1,850,000	\$ 299,000	13.9%	\$ 682	113	
22	31755 Coast Highway #308	11/28/2018	\$ 2,349,000	\$ 1,900,000	\$ 449,000	19.1%	\$ 1,848	287	
23	469 Oak Street	11/28/2018	\$ 2,900,000	\$ 2,800,000	\$ 100,000	3.4%	\$ 1,502	12	
24	2930 Alta Laguna Blvd.	11/29/2018	\$ 1,895,000	\$ 1,700,000	\$ 195,000	10.2%	\$ 629	43	
25	928 Emerald Bay	11/29/2018	\$ 6,900,000	\$ 5,469,000	\$ 1,431,000	20.7%	\$ 983	831	
26	246 Beverly Street	11/30/2018	\$ 1,595,000	\$ 1,430,000	\$ 165,000	10.3%	\$ 1,054	46	
27	1797 Temple Hills Drive	11/30/2018	\$ 3,295,000	\$ 2,895,000	\$ 400,000	12.1%	\$ 1,051	47	
28									
29					\$ 384,544	13.0%	\$ 1,198	115	Average
30				\$ 1,550,000	\$ 199,000	10.3%	\$ 1,051	46	Median
31									

Year	Median Price	# of Clo
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



350 annual closings seems to be the sweet spot. Looking at the years with 350 or more closings, 91.6% the following years were all up years: 2000, 2001, 2002, 2003, 2004, 2005, 2012, 2013, 2015, 2016, and 2017. 2014 was the exception. Please note that the reverse is not as predictive. Only 50% of the years with less than 350 closings were followed down years: 2007, 2008, and 2010. Lagunans tend to sell when they think the price is high enough. When it is not, they simply withdrawl from the market.

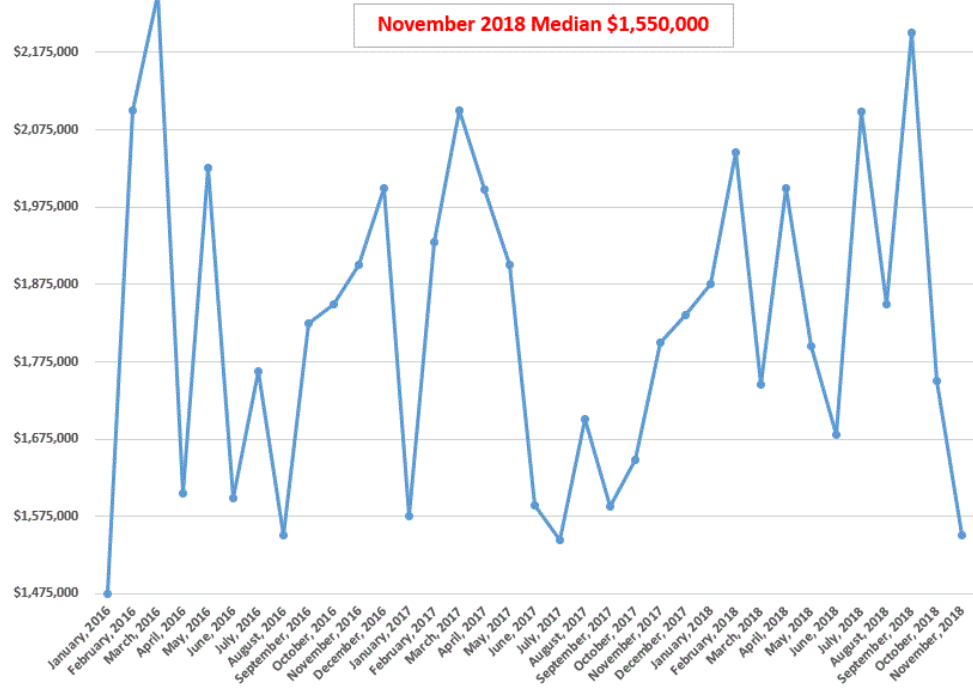
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Month	Solds Median
January, 2016	\$ 1,475,000
February, 2016	\$ 2,100,000
March, 2016	\$ 2,250,000
April, 2016	\$ 1,605,000
May, 2016	\$ 2,025,000
June, 2016	\$ 1,597,995
July, 2016	\$ 1,762,150
August, 2016	\$ 1,550,000
September, 2016	\$ 1,825,000
October, 2016	\$ 1,850,000
November, 2016	\$ 1,900,000
December, 2016	\$ 2,000,000
January, 2017	\$ 1,575,000
February, 2017	\$ 1,930,000
March, 2017	\$ 2,100,000
April, 2017	\$ 1,998,000
May, 2017	\$ 1,900,000
June, 2017	\$ 1,588,750
July, 2017	\$ 1,545,000
August, 2017	\$ 1,700,000
September, 2017	\$ 1,587,300
October, 2017	\$ 1,647,500
November, 2017	\$ 1,800,000
December, 2017	\$ 1,835,000
January, 2018	\$ 1,875,000
February, 2018	\$ 2,045,000
March, 2018	\$ 1,745,000
April, 2018	\$ 2,000,000
May, 2018	\$ 1,795,000
June, 2018	\$ 1,680,000
July, 2018	\$ 2,099,000
August, 2018	\$ 1,850,000
September, 2018	\$ 2,200,000
October, 2018	\$ 1,750,000
November, 2018	\$ 1,550,000

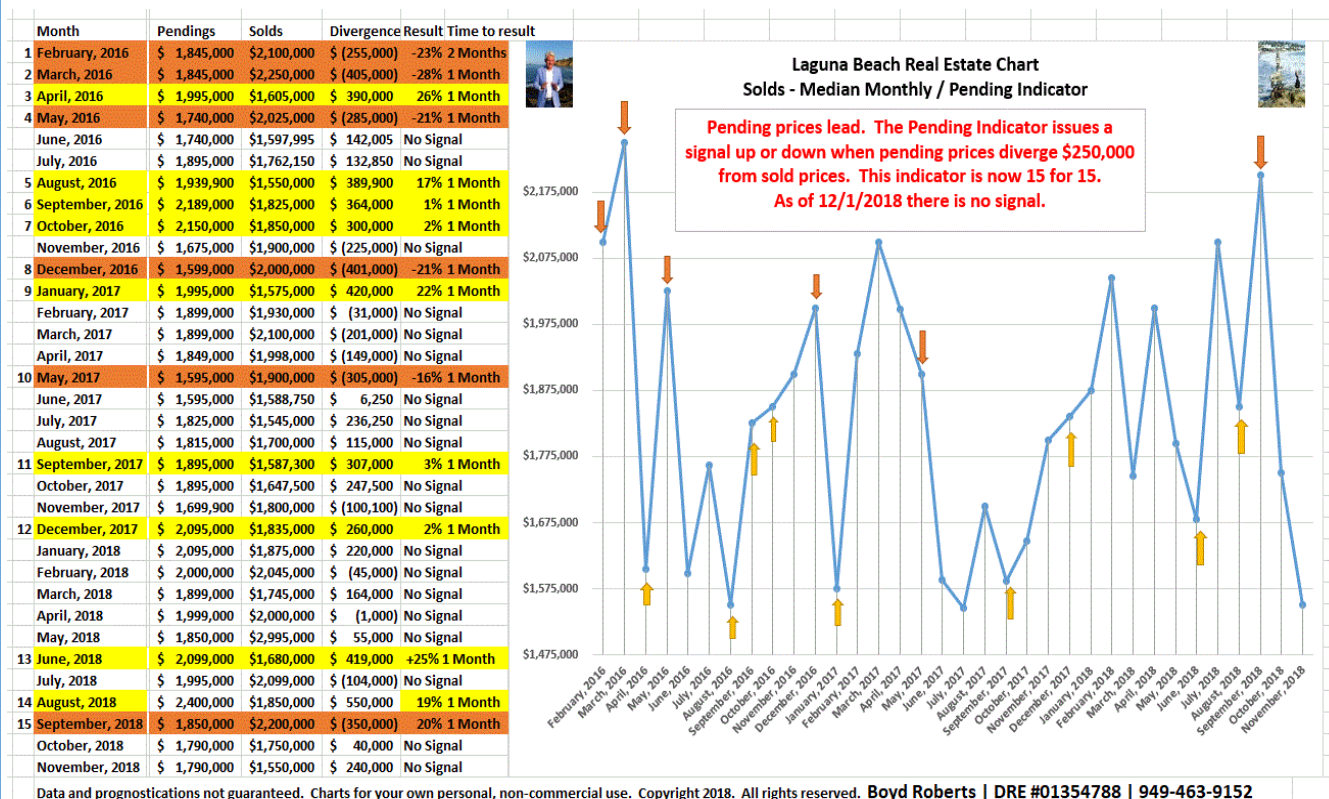
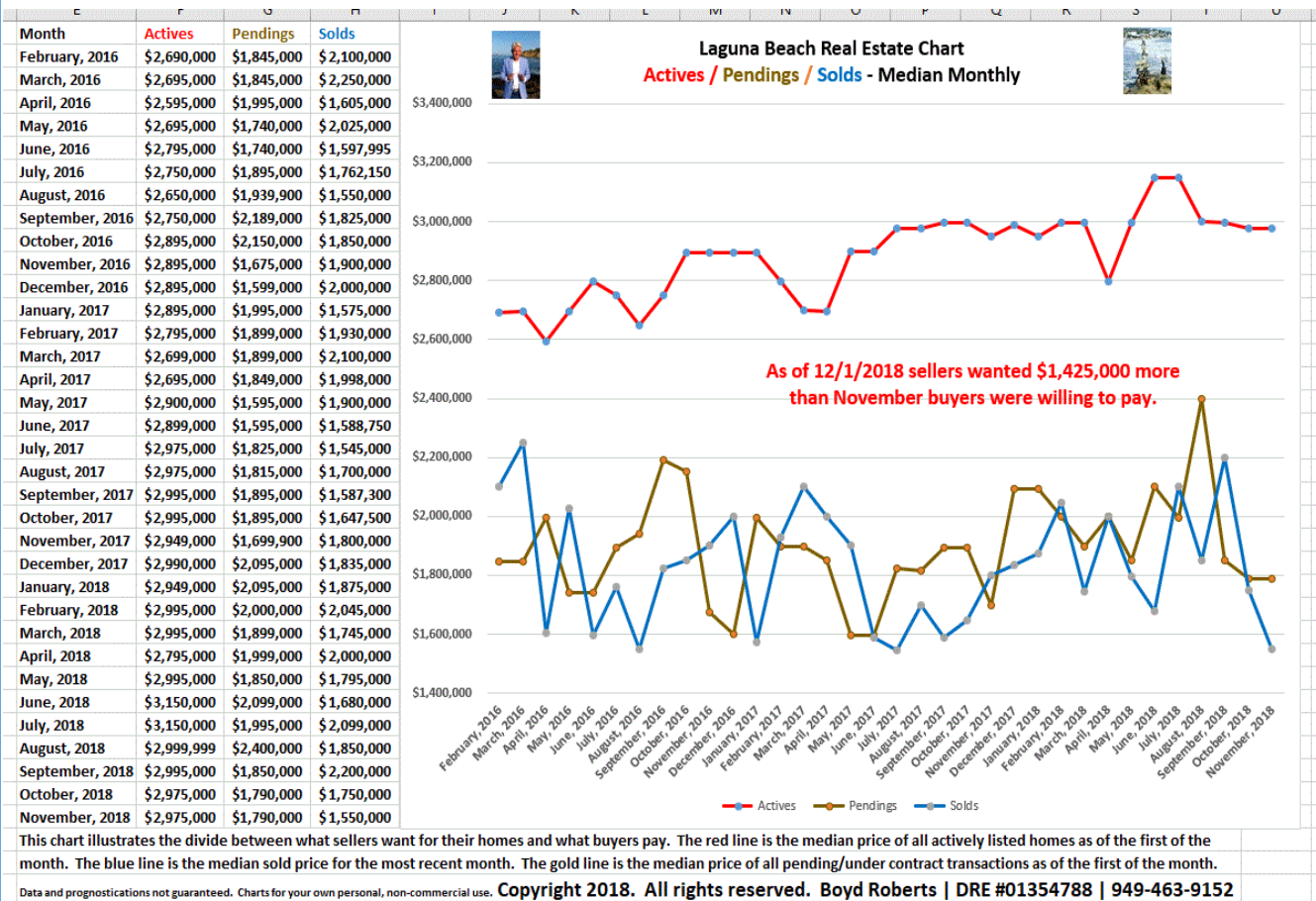


Laguna Beach Real Estate Chart Solds - Median Monthly

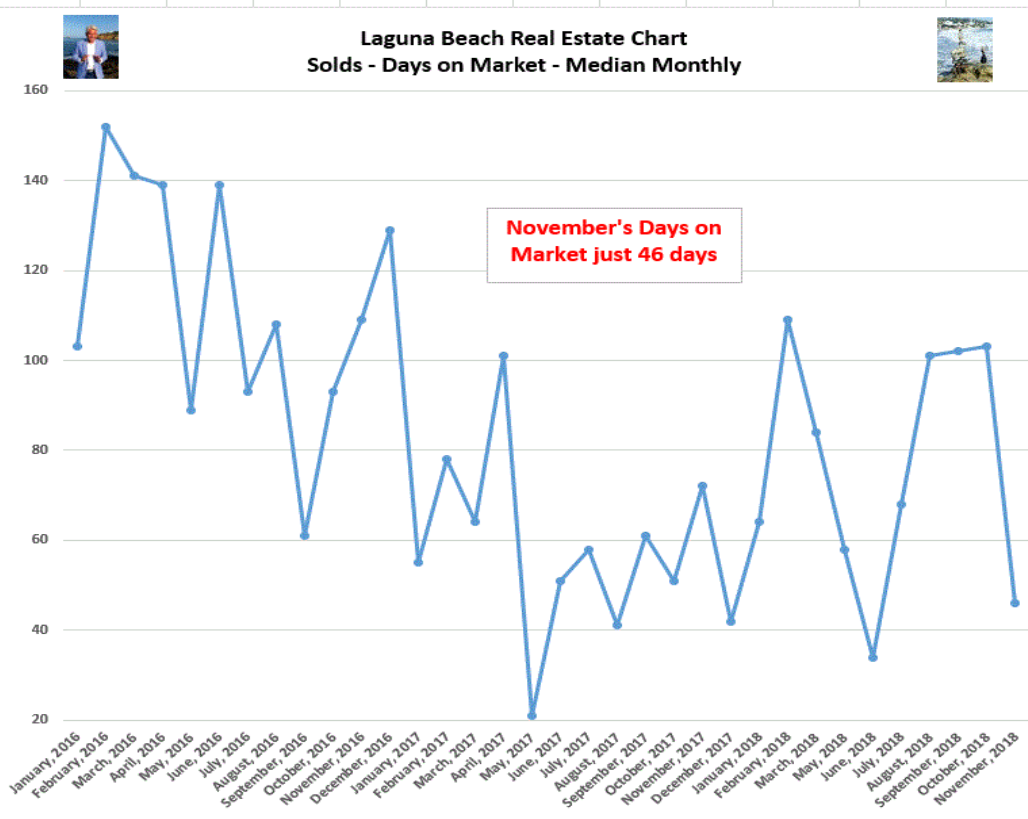


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3 Actives Pending Sales | 4 Solds Pending Indicator | 5 DOM M | 6 DOM Y | 7 \$ Per ...



Month	DOM
January, 2016	103
February, 2016	152
March, 2016	141
April, 2016	139
May, 2016	89
June, 2016	139
July, 2016	93
August, 2016	108
September, 2016	61
October, 2016	93
November, 2016	109
December, 2016	129
January, 2017	55
February, 2017	78
March, 2017	64
April, 2017	101
May, 2017	21
June, 2017	51
July, 2017	58
August, 2017	41
September, 2017	61
October, 2017	51
November, 2017	72
December, 2017	42
January, 2018	64
February, 2018	109
March, 2018	84
May, 2018	58
June, 2018	34
July, 2018	68
August, 2018	101
September, 2018	102
October, 2018	103
November, 2018	46



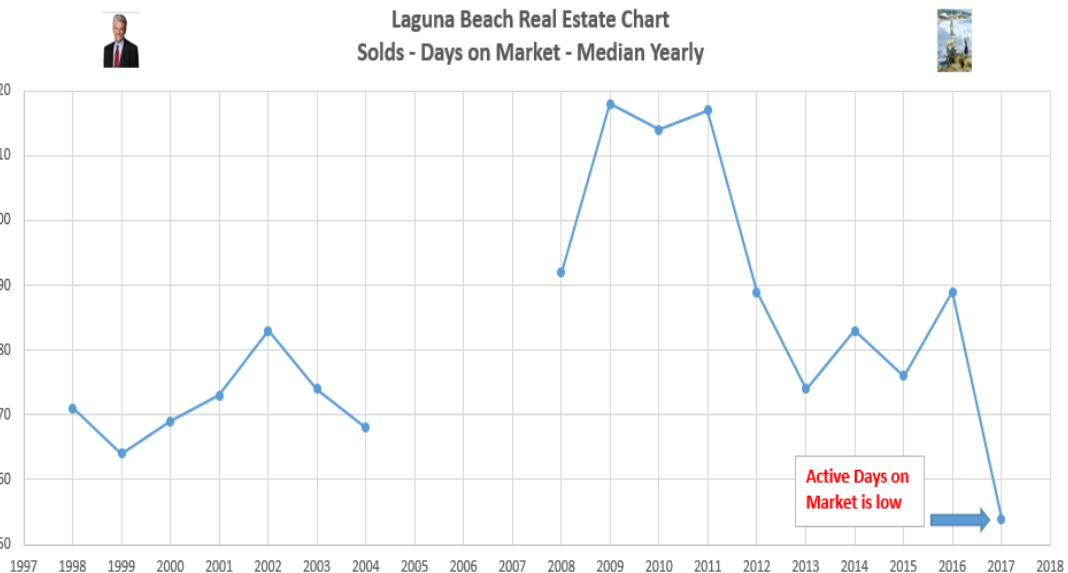
Days on Market (DOM) measures the number of days a listing is active. Listings separated by less than 90 days are combined.

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3 Active Pending Solds | 4 Solds Pending Indicator | 5 DOM M | 6 DOM Y | 7 \$ Per ... (+) |

Year Days on Market (DOM)

1998	71
1999	64
2000	69
2001	73
2002	83
2003	74
2004	68
2005	
2006	
2007	
2008	92
2009	118
2010	114
2011	117
2012	89
2013	74
2014	83
2015	76
2016	89
2017	54

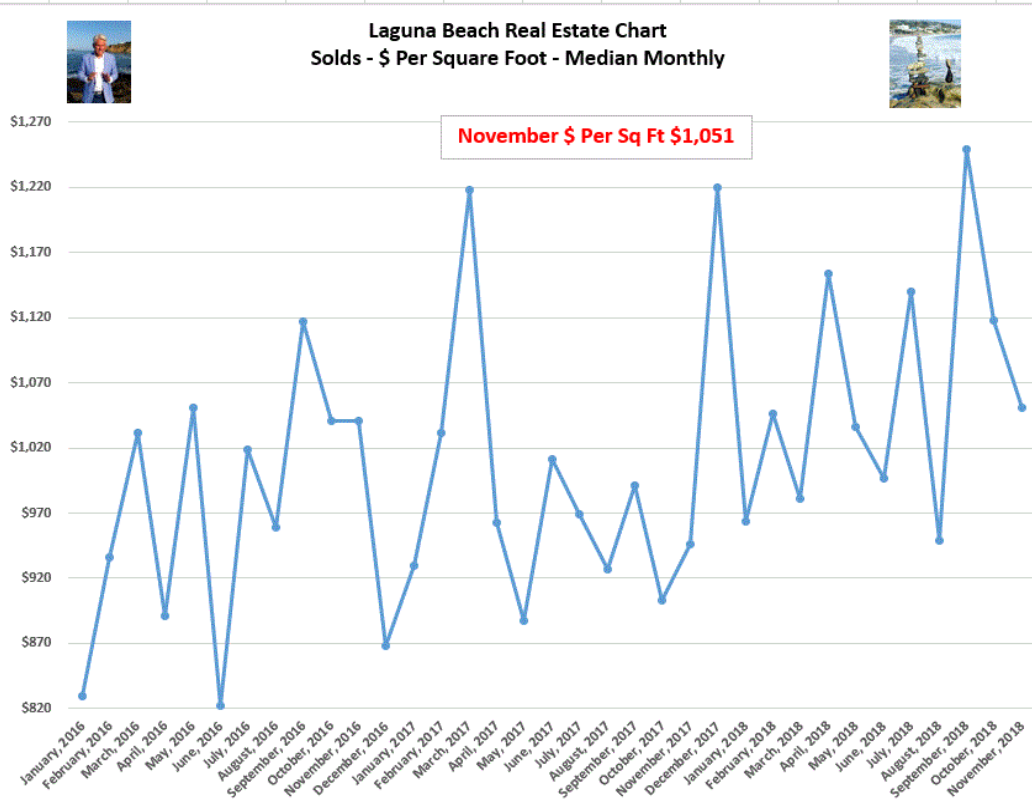


Days on Market (DOM) measures the number of days a listing is active. Listings separated by less than 90 days are combined. DOM data does not exist for 2005, 2006, and 2007. Data before 2013 (approximately) was compiled differently from post 2013 data. Prior data did not combine listings separated by 90 days or less.

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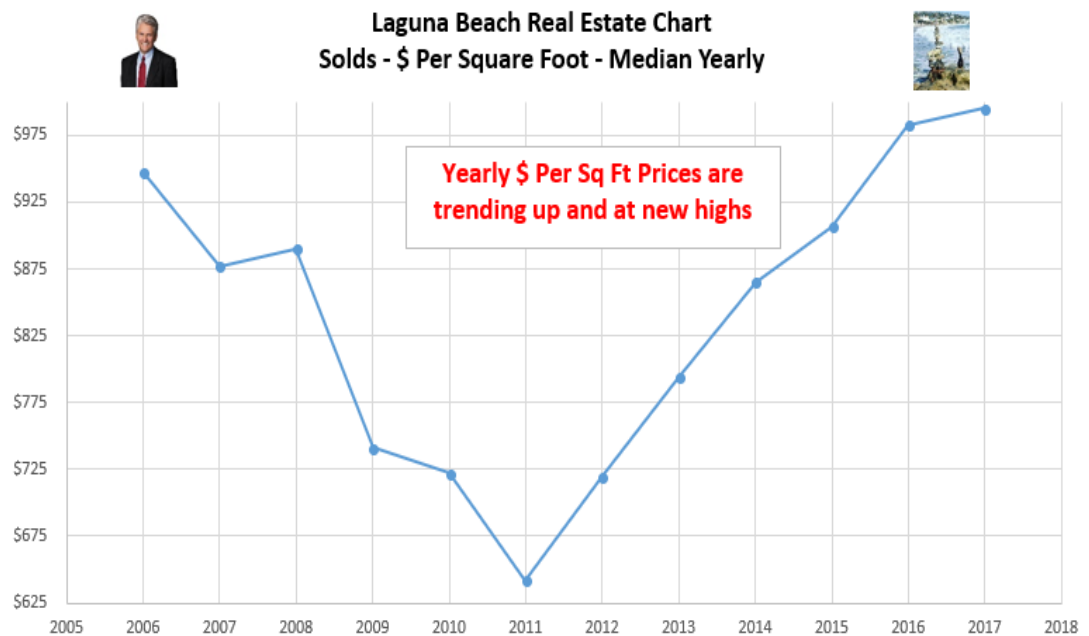
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Month	\$ Per Sq Ft
January, 2016	\$ 830
February, 2016	\$ 936
March, 2016	\$ 1,032
April, 2016	\$ 891
May, 2016	\$ 1,051
June, 2016	\$ 822
July, 2016	\$ 1,019
August, 2016	\$ 959
September, 2016	\$ 1,117
October, 2016	\$ 1,041
November, 2016	\$ 1,041
December, 2016	\$ 868
January, 2017	\$ 930
February, 2017	\$ 1,032
March, 2017	\$ 1,218
April, 2017	\$ 963
May, 2017	\$ 887
June, 2017	\$ 1,011
July, 2017	\$ 969
August, 2017	\$ 927
September, 2017	\$ 991
October, 2017	\$ 903
November, 2017	\$ 946
December, 2017	\$ 1,220
January, 2018	\$ 964
February, 2018	\$ 1,046
March, 2018	\$ 981
April, 2018	\$ 1,154
May, 2018	\$ 1,036
June, 2018	\$ 997
July, 2018	\$ 1,140
August, 2018	\$ 949
September, 2018	\$ 1,249
October, 2018	\$ 1,118
November, 2018	\$ 1,051



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Year	\$ Per Sq Ft
2006	\$ 947
2007	\$ 877
2008	\$ 890
2009	\$ 741
2010	\$ 722
2011	\$ 642
2012	\$ 720
2013	\$ 794
2014	\$ 865
2015	\$ 907
2016	\$ 983
2017	\$ 995



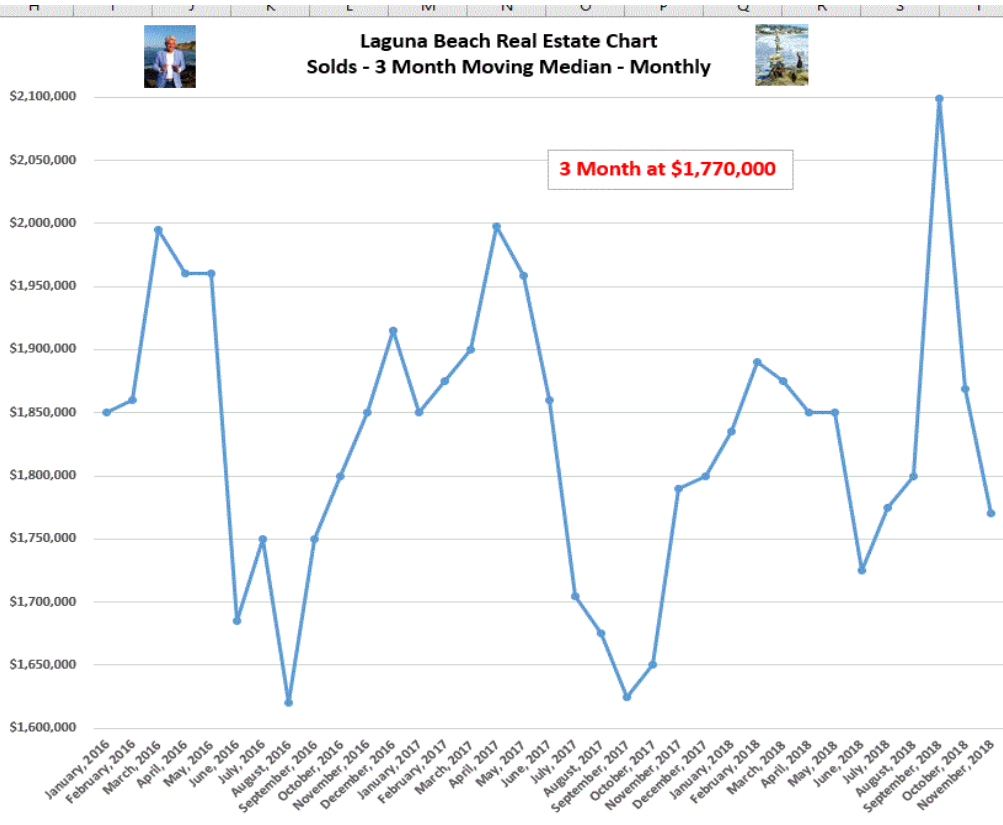
Disclosure: The median \$ per square foot data 2006 to 2013 is corrupt. At best, it is approximate.

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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

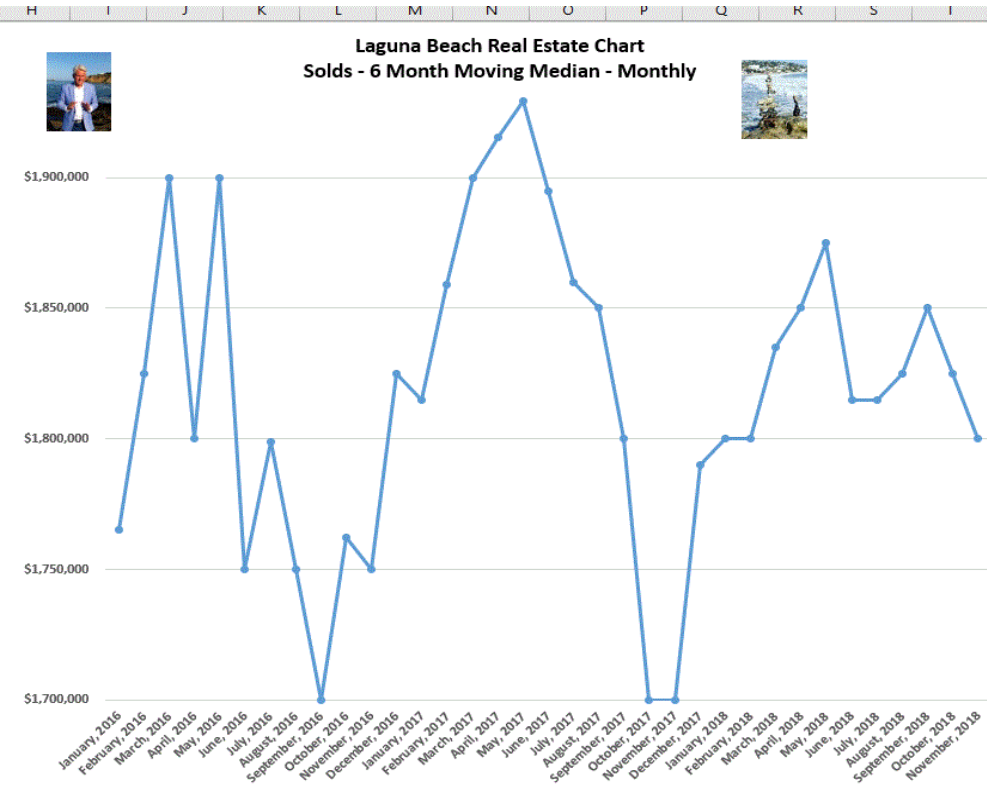


Data points for the Solds 3 Month Moving Median Monthly are calculated each month using the most recent 3 full month median price.

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5 DOM M 6 DOM Y 7 \$ Per Sq Ft M 8 \$ Per Sq Ft Y 9 Solds3MMM 10 Solds6MMM ... (+) (-) < >

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



Data points for the Solds 6 Month Moving Median Monthly are calculated each month using the most recent 6 full month median price.

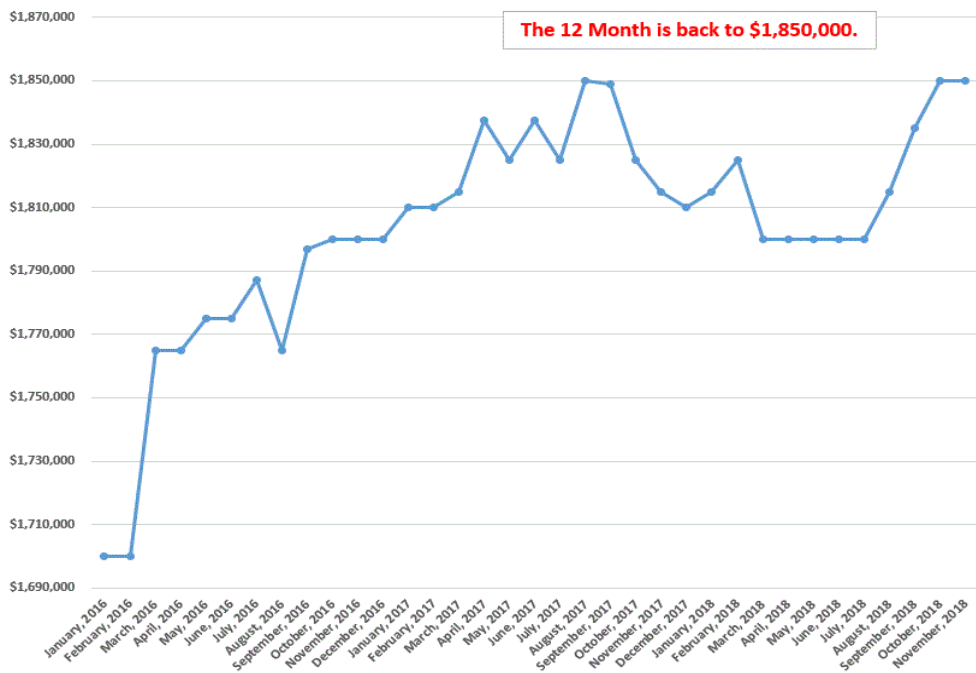
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5 DOM M 6 DOM Y 7 \$ Per Sq Ft M 8 \$ Per Sq Ft Y 9 Solds3MMM 10 Solds6MMM ... (+) (-) < >

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	\$ 1,815,000	431
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



Laguna Beach Real Estate Chart
Solds - 12 Month Moving Median - Monthly



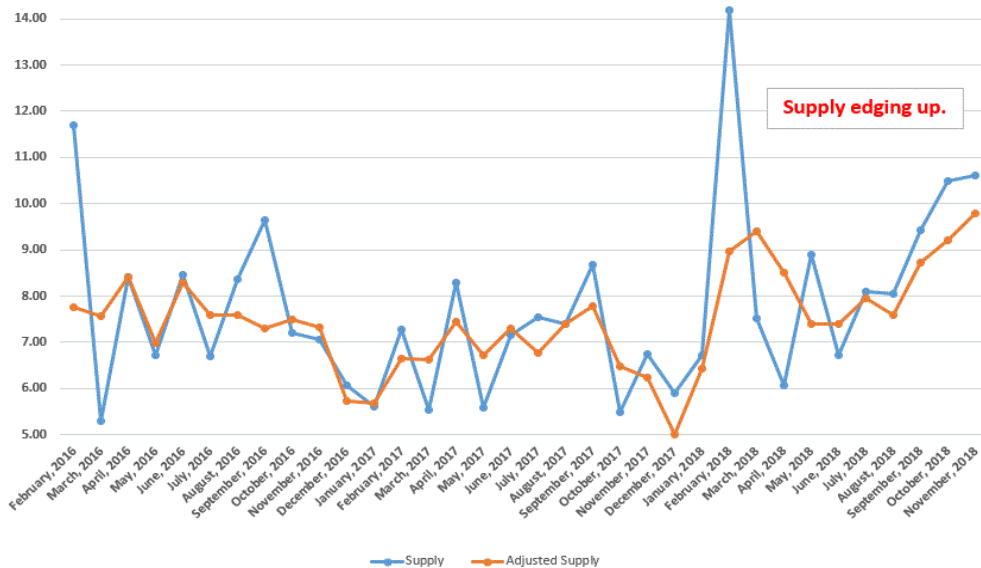
Data points for the Solds 12 Month Moving Median Monthly are calculated each month using the most recent 12 full month's median price.

7 \$ Per Sq Ft M 8 \$ Per Sq Ft Y 9 Solds3MMM 10 Solds6MMM 11 Solds12MMM 12 Supply ... (+) (-) |

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



Laguna Beach Real Estate Chart
Supply of Homes / Adjusted Supply of Homes - Monthly



The Supply of homes is calculated by dividing active listings, as of the 1st of the month, by the previous month's sales. It represents the number of months that it would take to sell all the currently inventory of homes at the previous month's rate of sales. Adjusted Supply is the same calculation, except number of sales is adjusted over 3-months.

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M 8 \$ Per Sq Ft Y 9 Solds3MMM 10 Solds6MMM 11 Solds12MMM 12 Supply 13 3M \$... (+) (-) |

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



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Sq Ft Y 9 Sold3MMM 10 Sold6MMM 11 Sold12MMM 12 Supply **13 3M \$ PerSqFT**

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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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