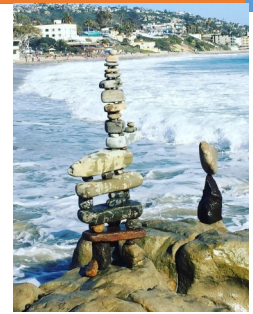




Laguna Beach Real Estate

February 2019 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

The supply of homes for sale exploded last month to over 14 months, but it is about to implode. 12 Month volume has plunged to 345 closings, but it is about to come back. Why? There is a large pipeline of pending transactions, ready to close and right this bull just in time for spring.

As I forecasted last month, median sold prices did rise. They were up \$55,000 to \$1.955M. That makes my short-term price indicator 16 for 16 over the last 3 years. Thou, not an official call, with the pending median at almost \$2.2M – its 3rd highest print ever – prices will likely be higher again this month. February's median price reduction was \$212,500 or 8.6%.

Two more things on supply: The supply of homes in the under \$1.5M segment has doubled in the last 2 months. In that same period the supply of \$2-3M homes declined by 30%.

February Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reducti	\$ Per SqFt	DOM
1	1545 Morningside Drive	2/1/2019	\$ 2,350,000	\$ 2,300,000	\$ 50,000	2.1%	\$ 686	52
2	850 Acapulco Street	2/4/2019	\$ 1,395,000	\$ 1,355,000	\$ 40,000	2.8%	\$ 662	61
3	1660 Thurston Drive	2/6/2019	\$ 2,450,000	\$ 2,237,500	\$ 212,500	8.6%	\$ 1,253	26
4	515 San Nicholas Court	2/8/2019	\$ 610,000	\$ 575,000	\$ 35,000	5.7%	\$ 433	177
5	420 Ashton Drive	2/11/2019	\$ 2,495,000	\$ 2,425,000	\$ 70,000	2.8%	\$ 880	54
6	653 Thalia Street	2/13/2019	\$ 2,150,000	\$ 1,955,000	\$ 195,000	9.0%	\$ 1,150	115
7	954 NE Park Avenue	2/14/2019	\$ 1,285,000	\$ 1,225,000	\$ 60,000	4.6%	\$ 875	11
8	750 Griffith Way	2/19/2019	\$ 2,850,000	\$ 2,600,000	\$ 250,000	8.7%	\$ 1,266	84
9	1053 Oro Street	2/21/2019	\$ 1,289,000	\$ 1,045,000	\$ 244,000	18.9%	\$ 870	179
10	366 Canyon Acres Drive	2/20/2019	\$ 1,850,000	\$ 1,600,000	\$ 250,000	13.5%	\$ 786	20
11	1701 Temple Hills Drive	2/22/2019	\$ 2,800,000	\$ 2,245,000	\$ 555,000	19.8%	\$ 812	178
12	761 Summit Drive	2/25/2019	\$ 1,299,000	\$ 1,067,500	\$ 231,500	17.8%	\$ 625	179
13	614 Glenneyre Street	2/26/2019	\$ 4,950,000	\$ 3,500,000	\$ 1,450,000	29.2%	\$ 1,027	529
14	405 Dartmoor Street	2/26/2019	\$ 8,900,000	\$ 8,298,625	\$ 601,375	6.7%	\$ 1,659	25
15	31423 Coast #23	2/27/2018	\$ 2,050,000	\$ 1,950,000	\$ 100,000	4.8%	\$ 1,645	23
16	2524 Duarte Way	2/28/2019	\$ 3,295,000	\$ 2,945,000	\$ 350,000	10.6%	\$ 982	126
17	1083 Baja Street	2/28/2019	\$ 1,549,000	\$ 1,480,000	\$ 69,000	4.4%	\$ 646	25
18								
19					\$ 280,198	10.0%	\$ 956	109 Average
20				\$ 1,955,000	\$ 212,500	8.6%	\$ 875	61 Median

February 2019 Sales Data

ACTIVEs (As of March 1, 2019)

Median	\$ 2,799,000	247 Listings
Median Days on Market (DOM)		99 Days
Median \$ per Square Foot		\$ 1,278

PENDINGs (As of March 1, 2019)

Median	\$ 2,195,000	48 Listings
Median DOM		76 Days
Median \$ per Square Foot		\$ 1,019

SOLDs (February 2019)

Median	\$ 1,955,000	17 Closings
Median Reduction	\$ 212,500	8.6%
Median DOM		109 Days
Median \$ Per Square Foot		\$ 875

SUPPLY of ACTIVEs 3 Month Adjusted SUPPLY	14.5 Months	14.2 Months
The SPREAD (ACTIVEs – SOLDs)		+ \$ 844,000
The PENDING INDICATOR (PENDINGs - SOLDs)		+ \$ 240,000

SOLDs 3 Month Median: (12/1/2018 – 2/28/2019)	\$ 1,955,000	52 Closings
DOM		52 Days
\$ Per Square Foot		\$ 982

SOLDs 6 Month Median (9/1/2018 – 2/28/2019):	\$ 1,869,000	133 Sales
SOLDs 12 Month Median (3/1/2018 – 2/28/2019)	\$ 1,850,000	345 Sales

Market Segment Analysis

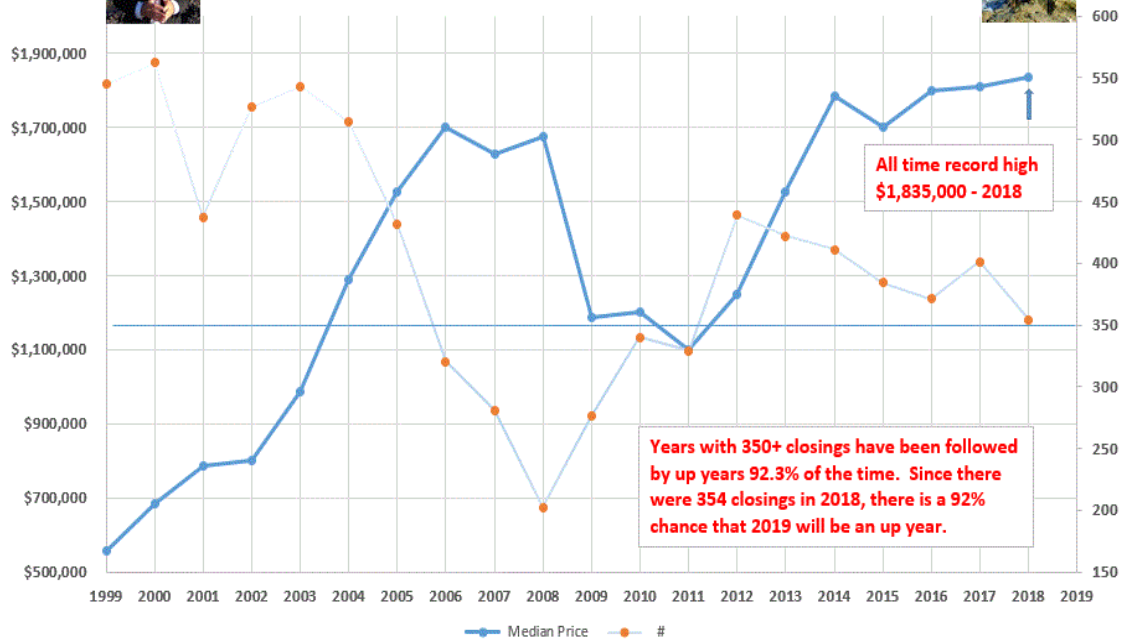
Market Segment	ACTIVEs (As of 3/1/2019)	SOLDs (last 3 Months)	SUPPLY (Adj 3 Months)
\$1,499,999-	17.0%	34.6%	07.0 Months
\$1,500,000 - \$1,999,999	16.5%	17.3%	13.6 Months
\$2,000,000 - \$2,999,999	20.6%	23.0%	12.7 Months
\$3,000,000 - \$4,999,999	21.4%	09.6%	31.8 Months
\$5,000,000 - \$9,999,999	12.1%	07.6%	22.5 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 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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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

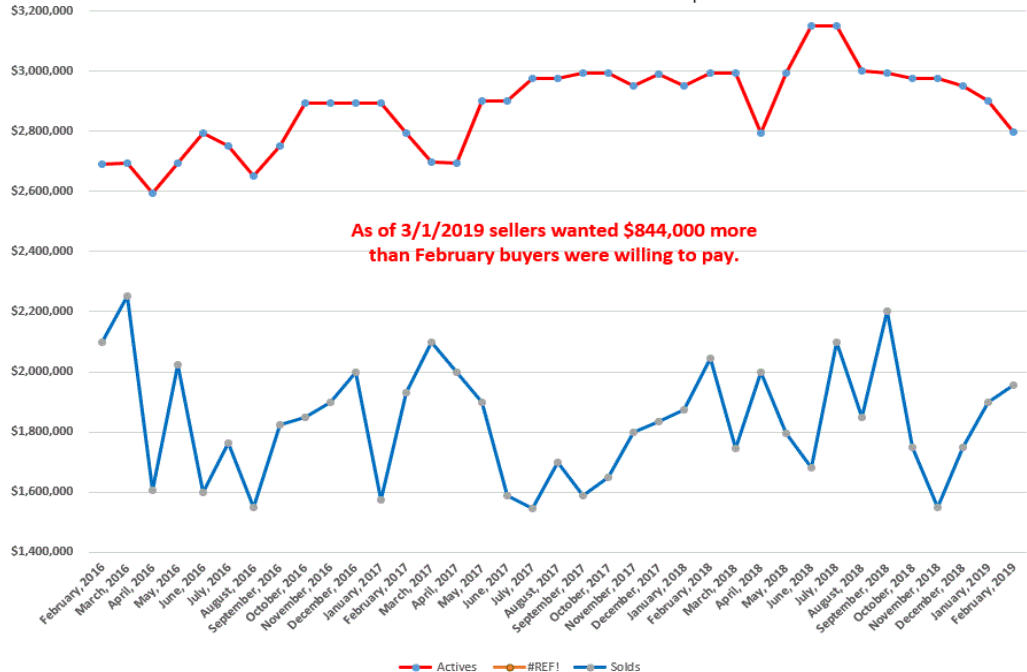


Laguna Beach Real Estate Chart

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.

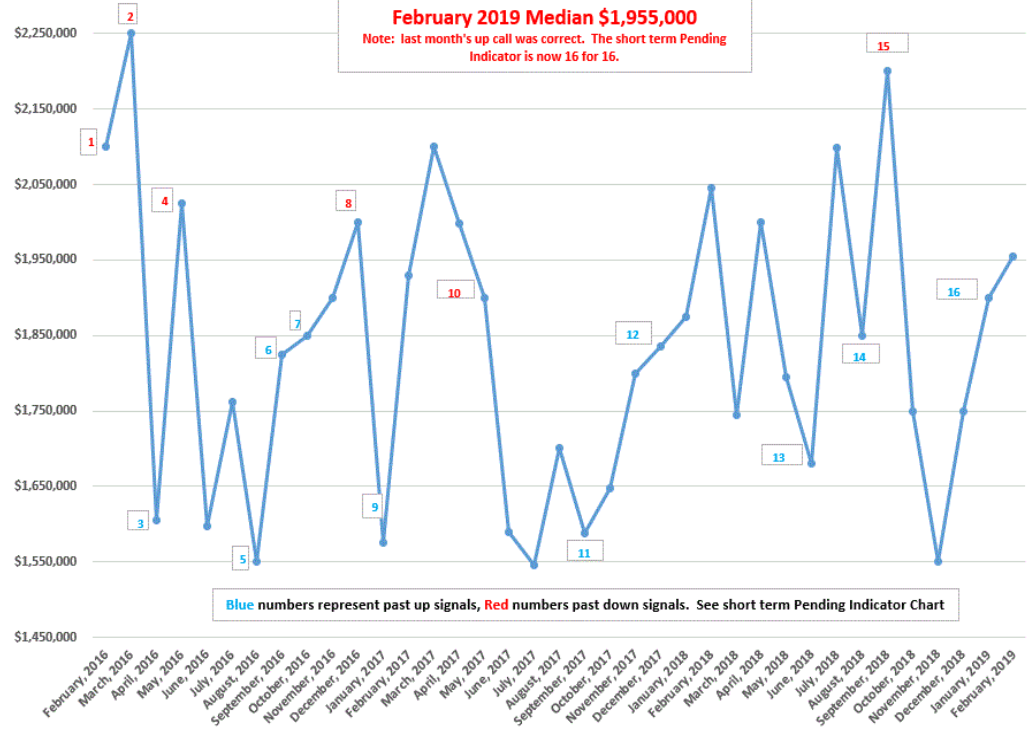


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Month	Solds Median
January, 2016	\$ 1,475,000
1 February, 2016	\$ 2,100,000
2 March, 2016	\$ 2,250,000
3 April, 2016	\$ 1,605,000
4 May, 2016	\$ 2,025,000
June, 2016	\$ 1,597,995
July, 2016	\$ 1,762,150
5 August, 2016	\$ 1,550,000
6 September, 2016	\$ 1,825,000
7 October, 2016	\$ 1,850,000
November, 2016	\$ 1,900,000
8 December, 2016	\$ 2,000,000
9 January, 2017	\$ 1,575,000
February, 2017	\$ 1,930,000
March, 2017	\$ 2,100,000
April, 2017	\$ 1,998,000
10 May, 2017	\$ 1,900,000
June, 2017	\$ 1,588,750
July, 2017	\$ 1,545,000
August, 2017	\$ 1,700,000
11 September, 2017	\$ 1,587,300
October, 2017	\$ 1,647,500
November, 2017	\$ 1,800,000
12 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
13 June, 2018	\$ 1,680,000
July, 2018	\$ 2,099,000
14 August, 2018	\$ 1,850,000
15 September, 2018	\$ 2,200,000
October, 2018	\$ 1,750,000
November, 2018	\$ 1,550,000
December, 2018	\$ 1,750,000
16 January, 2019	\$ 1,900,000
February, 2019	\$ 1,955,000



Laguna Beach Real Estate Chart Sold Median Monthly W/ short term Pending Indicator Signals



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Month	Divergence Result	Time to result
1 February, 2016	\$ (255,000) -23% 2 Months	
2 March, 2016	\$ (405,000) -28% 1 Month	
3 April, 2016	\$ 390,000 26% 1 Month	
4 May, 2016	\$ (285,000) -21% 1 Month	
June, 2016	\$ 142,005 No Signal	
July, 2016	\$ 132,850 No Signal	
5 August, 2016	\$ 389,900 17% 1 Month	
6 September, 2016	\$ 364,000 1% 1 Month	
7 October, 2016	\$ 300,000 2% 1 Month	
November, 2016	\$ (225,000) No Signal	
8 December, 2016	\$ (401,000) -21% 1 Month	
9 January, 2017	\$ 420,000 22% 1 Month	
February, 2017	\$ (31,000) No Signal	
March, 2017	\$ (201,000) No Signal	
April, 2017	\$ (149,000) No Signal	
10 May, 2017	\$ (305,000) -16% 1 Month	
June, 2017	\$ 6,250 No Signal	
July, 2017	\$ 236,250 No Signal	
August, 2017	\$ 115,000 No Signal	
11 September, 2017	\$ 307,000 3% 1 Month	
October, 2017	\$ 247,500 No Signal	
November, 2017	\$ (100,100) No Signal	
12 December, 2017	\$ 260,000 2% 1 Month	
January, 2018	\$ 220,000 No Signal	
February, 2018	\$ (45,000) No Signal	
March, 2018	\$ 164,000 No Signal	
April, 2018	\$ (1,000) No Signal	
May, 2018	\$ 55,000 No Signal	
13 June, 2018	\$ 419,000 +25% 1 Month	
July, 2018	\$ (104,000) No Signal	
14 August, 2018	\$ 550,000 19% 1 Month	
15 September, 2018	\$ (350,000) -20% 1 Month	
October, 2018	\$ 40,000 No Signal	
November, 2018	\$ 240,000 No Signal	
December, 2018	\$ 200,000 No Signal	
16 January, 2019	\$ 350,000 2.80% 1 Month	
February, 2019	\$ 240,000 No Signal	



Laguna Beach Real Estate Chart short term Pending Indicator



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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



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



Laguna Beach Real Estate Chart Sold - 6 Month Moving Median - Monthly



Data points calculated each month using the most recent 6 full month median price.



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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



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

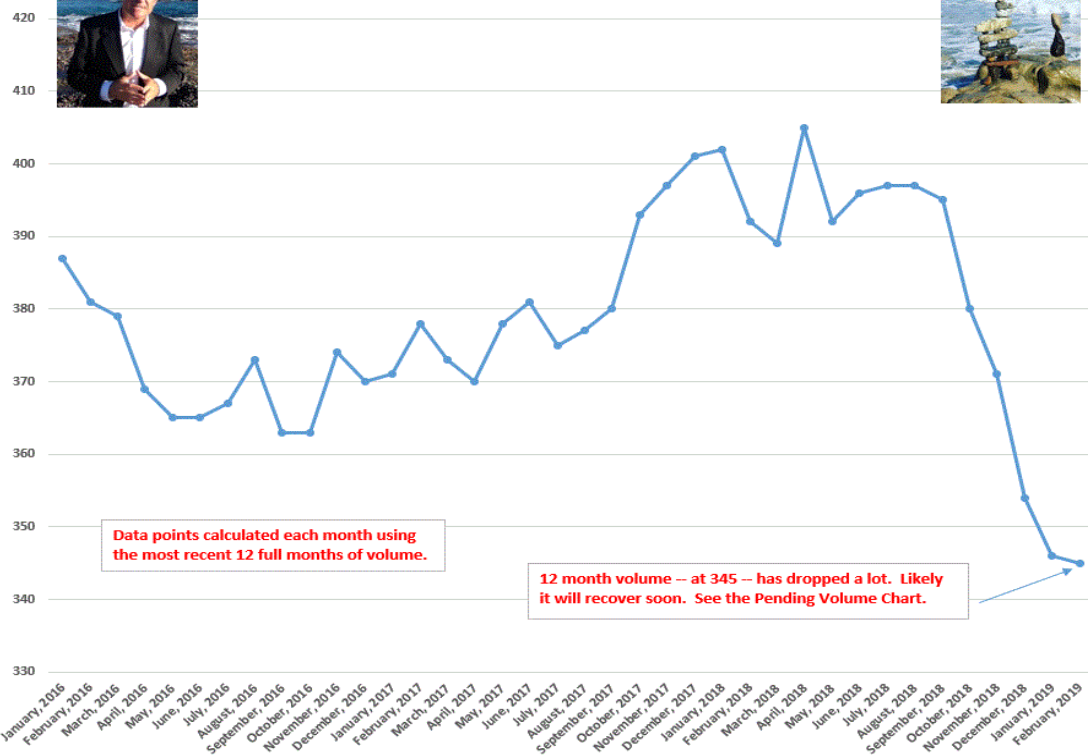


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Month	12 Month Volume
January, 2016	387
February, 2016	381
March, 2016	379
April, 2016	369
May, 2016	365
June, 2016	365
July, 2016	367
August, 2016	373
September, 2016	363
October, 2016	363
November, 2016	374
December, 2016	370
January, 2017	371
February, 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

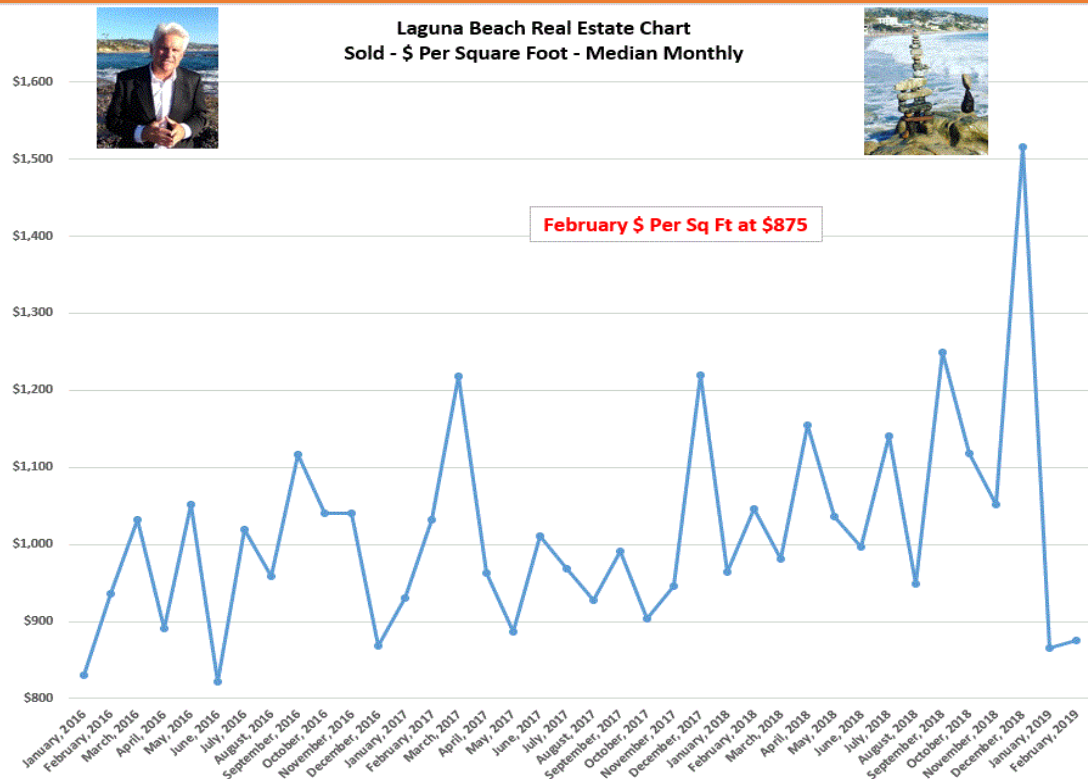


Laguna Beach Real Estate Chart Sold 12 Month Volume - Monthly



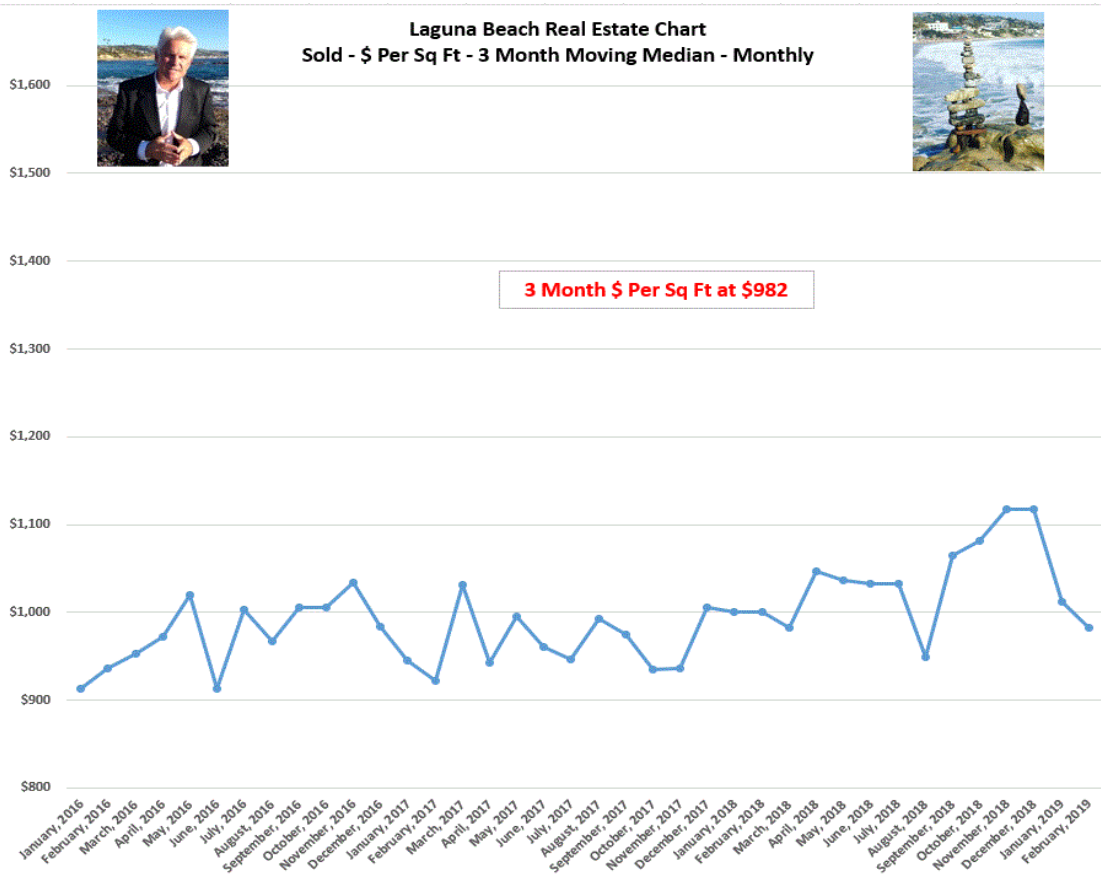
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Month	\$ Per Sq Ft
January, 2016	\$ 830
February, 2016	\$ 936
March, 2016	\$ 1,032
April, 2016	\$ 891
May, 2016	\$ 1,051
June, 2016	\$ 822
July, 2016	\$ 1,019
August, 2016	\$ 959
September, 2016	\$ 1,117
October, 2016	\$ 1,041
November, 2016	\$ 1,041
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
December, 2018	\$ 1,516
January, 2019	\$ 866
February, 2019	\$ 875



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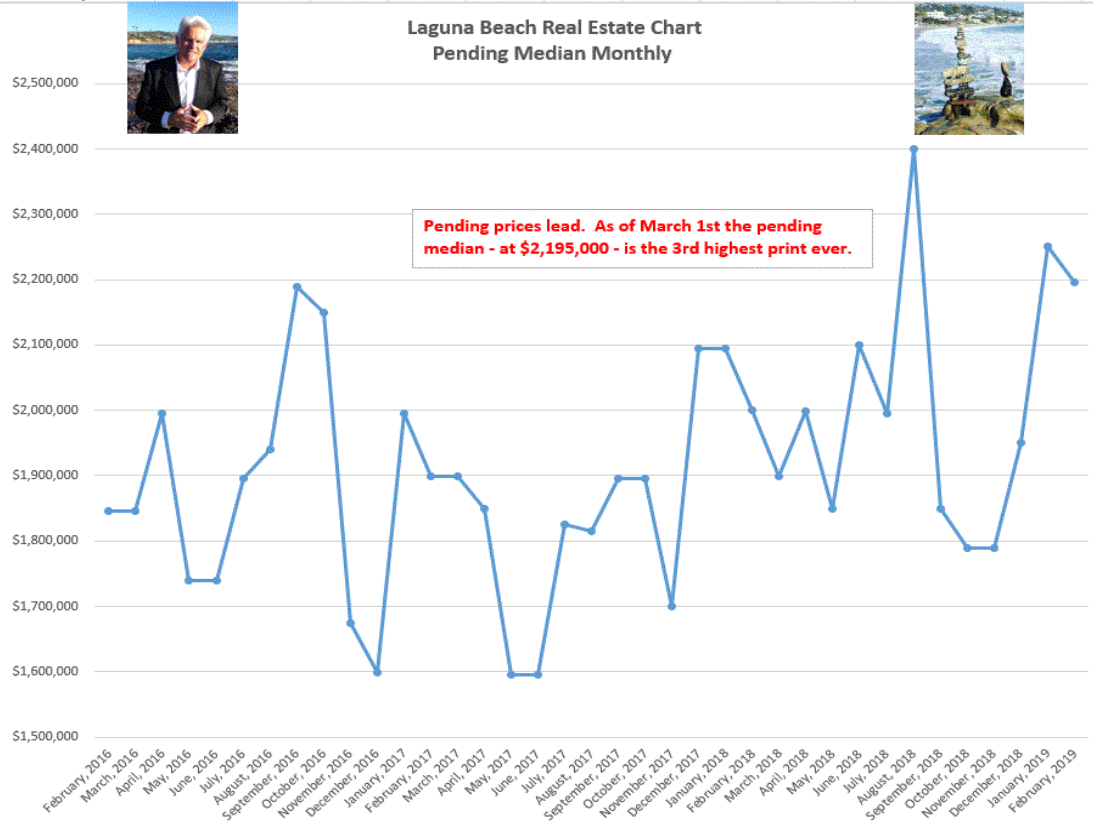
Month	\$ Per Sq Ft
January, 2016	\$ 913
February, 2016	\$ 936
March, 2016	\$ 953
April, 2016	\$ 972
May, 2016	\$ 1,019
June, 2016	\$ 913
July, 2016	\$ 1,003
August, 2016	\$ 967
September, 2016	\$ 1,005
October, 2016	\$ 1,005
November, 2016	\$ 1,034
December, 2016	\$ 984
January, 2017	\$ 945
February, 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



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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

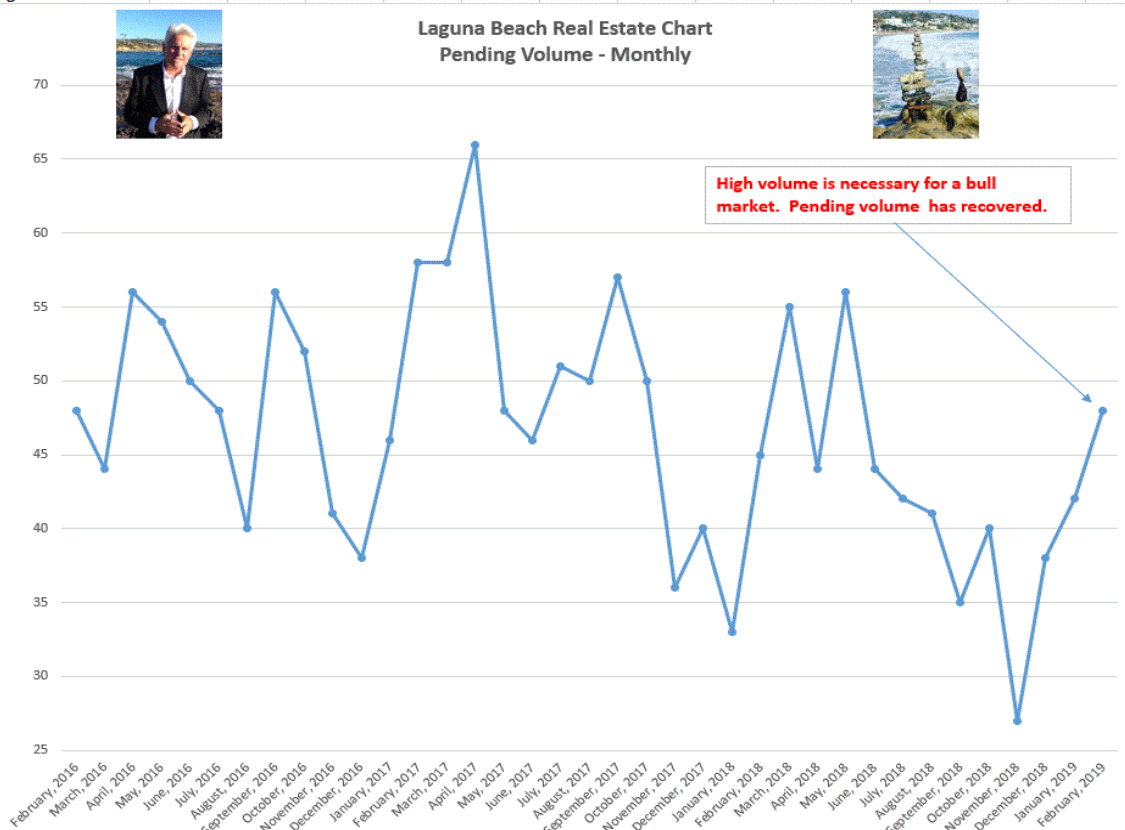


Data points combine pending and under contract listings as of the first of the month.

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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



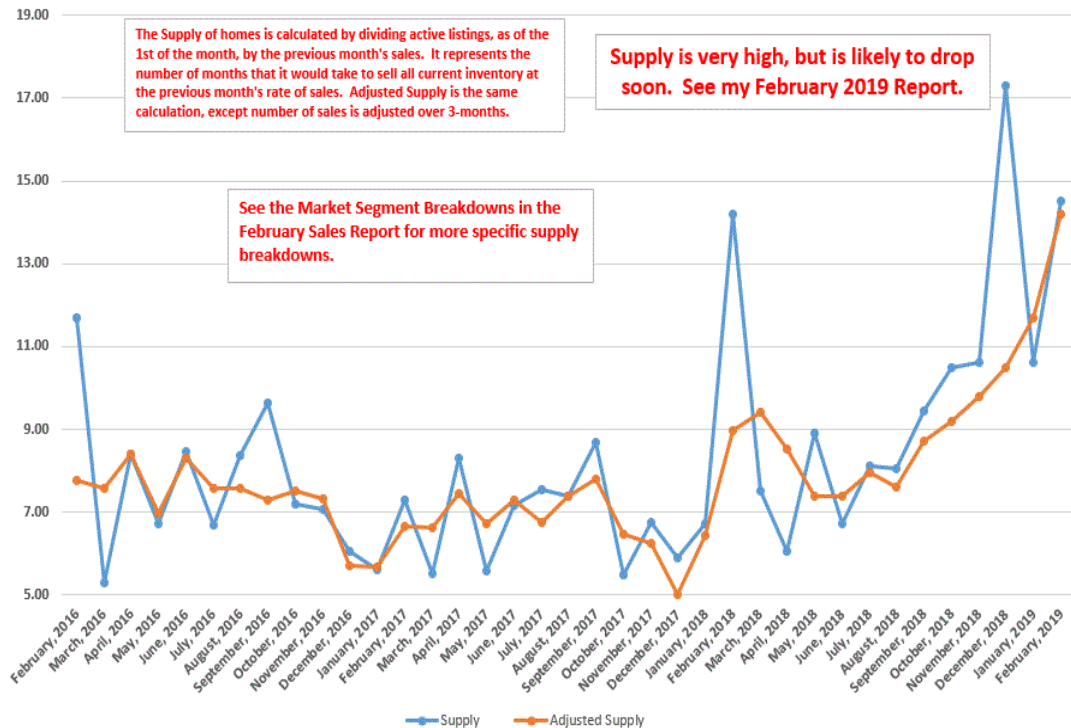
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Month	Supply	Adjusted Supply
February, 2016	11.70	7.75
March, 2016	5.30	7.57
April, 2016	8.40	8.40
May, 2016	6.72	6.98
June, 2016	8.46	8.29
July, 2016	6.69	7.59
August, 2016	8.37	7.58
September, 2016	9.64	7.30
October, 2016	7.20	7.50
November, 2016	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



Laguna Beach Real Estate Chart

Supply of Homes | Adjusted Supply of Homes - Monthly



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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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