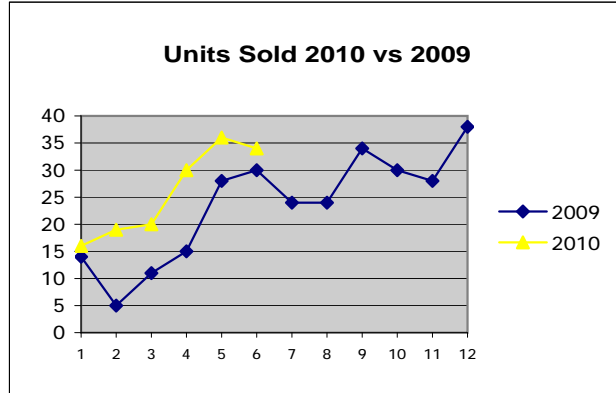
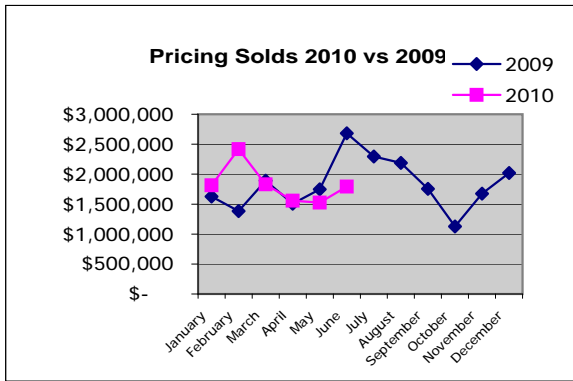


## Jerry Bieser Market Indicator - Laguna Beach



### Laguna Beach Market Statistics - 2010

Month	New Lists	Avg. LP	In Escrow	Avg. PP	No. Sold	Avg Sold Price	Avg.DOM
January	58	\$ 2,413,629	5	\$ 1,681,080	16	\$ 1,814,750	154
February	78	\$ 3,056,382	11	\$ 1,658,963	19	\$ 2,417,289	151
March	92	\$ 2,326,498	19	\$ 1,562,289	20	\$ 1,829,811	172
April	82	\$ 2,616,497	14	\$ 1,415,478	30	\$ 1,558,583	168
May	63	\$ 2,787,487	7	\$ 1,869,000	36	\$ 1,525,250	133
June	83	\$ 3,012,641	9	\$ 1,000,322	34	\$ 1,791,941	200
July							
August							
September							
October							
November							
December							
<b>Average</b>	<b>76</b>	<b>\$ 2,702,189</b>	<b>11</b>	<b>\$ 1,531,189</b>	<b>26</b>	<b>\$ 1,822,937</b>	<b>163</b>

### Laguna Beach Market Statistics - 2009

Month	New Lists	Avg. LP	In Escrow	Avg. PP	No. Sold	Avg Sold Price	Avg.DOM
January	70	\$ 3,226,517	2	\$ 1,344,500	14	\$ 1,625,723	99
February	89	\$ 2,945,787	6	\$ 1,517,983	5	\$ 1,383,000	119
March	81	\$ 2,776,119	2	\$ 1,199,999	11	\$ 1,890,809	100
April	78	\$ 3,017,799	15	\$ 1,476,593	15	\$ 1,507,000	176
May	64	\$ 4,141,467	6	\$ 1,910,666	28	\$ 1,746,828	157
June	63	\$ 3,478,385	4	\$ 1,681,951	30	\$ 2,682,580	91
July	66	\$ 3,132,413	5	\$ 2,016,900	24	\$ 2,293,520	96
August	73	\$ 3,399,448	9	\$ 2,261,340	24	\$ 2,187,708	173
September	57	\$ 2,260,107	9	\$ 1,082,522	34	\$ 1,753,966	126
October	70	\$ 2,538,819	11	\$ 937,997	30	\$ 1,128,066	197
November	46	\$ 2,490,080	7	\$ 1,748,271	28	\$ 1,673,767	167
December	40	\$ 3,038,382	6	\$ 1,720,500	38	\$ 2,020,162	196
<b>Average</b>	<b>66</b>	<b>\$ 3,037,110</b>	<b>7</b>	<b>\$ 1,574,935</b>	<b>23</b>	<b>\$ 1,824,427</b>	<b>141</b>

### Laguna Beach Market Statistics - 2008

Month	New Lists	Avg. LP	In Escrow	Avg. PP	No. Sold	Avg Sold Price	Avg.DOM
January	77	\$ 3,425,037	3	\$ 4,213,300	11	\$ 3,235,216	161
February	65	\$ 2,448,342	2	\$ 1,262,500	13	\$ 2,920,200	89
March	73	\$ 3,024,897	3	\$ 1,041,000	19	\$ 2,175,657	111



April	72	\$ 2,669,066	2	\$ 2,545,000	13	\$ 1,818,500	120
May	65	\$ 3,184,056	9	\$ 2,139,766	16	\$ 2,545,312	101
June	71	\$ 3,100,042	4	\$ 1,928,500	18	\$ 2,092,498	82
July	63	\$ 3,465,204	5	\$ 1,620,800	18	\$ 2,177,444	100
August	52	\$ 3,576,732	5	\$ 5,084,600	22	\$ 1,612,431	125
September	70	\$ 3,224,392	9	\$ 1,557,833	16	\$ 1,510,040	84
October	49	\$ 2,868,358	5	\$ 1,042,540	19	\$ 2,863,342	116
November	47	\$ 3,636,993	8	\$ 1,617,221	16	\$ 1,645,050	
December	34	\$ 4,229,497	3	\$ 1,249,333	17	\$ 1,373,160	111
<b>Average</b>	<b>62</b>	<b>\$ 3,237,718</b>	<b>5</b>	<b>\$ 2,108,533</b>	<b>17</b>	<b>\$ 2,164,071</b>	<b>100</b>

### Laguna Beach Market Statistics - 2007

Month	New Lists	Avg. LP	In Escrow	Avg. PP	No. Sold	Avg Sold Price	Avg.DOM
January	55	\$ 2,418,382	9	\$ 1,823,030	16	\$ 2,136,750	105
February	64	\$ 3,274,784	6	\$ 1,770,145	23	\$ 2,249,656	110
March	93	\$ 2,885,396	10	\$ 2,863,490	27	\$ 2,041,921	97
April	51	\$ 2,874,167	19	\$ 2,945,999	28	\$ 1,918,107	107
May	88	\$ 2,599,422	10	\$ 2,152,488	29	\$ 2,030,379	70
June	85	\$ 3,667,242	6	\$ 2,307,150	26	\$ 1,826,028	67
July	70	\$ 2,894,154	6	\$ 5,684,149	22	\$ 2,633,000	99
August	72	\$ 3,053,168	3	\$ 3,432,666	24	\$ 2,883,041	94
September	45	\$ 2,175,970	0	\$ -	19	\$ 1,464,831	81
October	58	\$ 3,542,261	7	\$ 5,345,182	10	\$ 1,637,050	71
November	25	\$ 3,144,430	4	\$ 2,923,500	16	\$ 1,957,949	165
December	24	\$ 3,410,537	6	\$ 2,154,166	14	\$ 3,052,048	124
<b>Average</b>	<b>61</b>	<b>\$ 2,994,993</b>	<b>7</b>	<b>\$ 2,783,497</b>	<b>21</b>	<b>\$ 2,152,563</b>	<b>99</b>

### Laguna Beach Market Statistics - 2006

Month	New Lists	Avg. LP	In Escrow	Avg. PP	No. Sold	Avg Sold Price	Avg.DOM
January	78	\$ 2,690,018	6	\$ 1,373,833	26	\$ 1,467,596	78
February	60	\$ 3,488,173	8	\$ 5,624,250	23	\$ 1,903,646	70
March	69	\$ 3,229,069	5	\$ 1,413,000	27	\$ 2,465,277	114
April	80	\$ 2,436,855	10	\$ 4,427,900	32	\$ 2,393,095	97
May	80	\$ 3,383,900	3	\$ 1,838,333	39	\$ 2,299,307	84
June	73	\$ 2,872,112	6	\$ 2,030,500	22	\$ 2,030,058	79
July	76	\$ 2,570,184	5	\$ 2,078,600	29	\$ 3,160,620	103
August	56	\$ 3,651,462	6	\$ 1,689,000	26	\$ 2,617,500	73
September	60	\$ 1,994,197	4	\$ 2,058,500	16	\$ 3,448,125	71
October	63	\$ 3,856,615	6	\$ 2,095,650	24	\$ 1,896,791	120
November	40	\$ 3,012,775	7	\$ 1,995,857	16	\$ 2,224,968	97
December	28	\$ 2,988,452	3	\$ 4,848,300	22	\$ 2,080,954	60
<b>Average</b>	<b>64</b>	<b>\$ 3,014,484</b>	<b>6</b>	<b>\$ 2,622,810</b>	<b>25</b>	<b>\$ 2,332,328</b>	<b>87</b>

### Laguna Beach Market Statistics - 2005

Month	New Lists	Inventory	Avg. LP	In Escrow	Avg. PP	No. Sold	Avg Sold Price	Avg.DOM
January	61	120	\$ 1,775,163	1	\$ 1,150,000	30	\$ 2,069,500	103
February	48	117	\$ 2,105,086	11	\$ 1,616,940	25	\$ 1,616,940	63
March	65	113	\$ 2,250,998	13	\$ 1,569,375	45	\$ 2,214,461	69
April	60	125	\$ 2,682,804	16	\$ 1,839,481	41	\$ 1,734,939	44
May	71	144	\$ 2,997,960	13	\$ 1,915,453	38	\$ 1,621,277	69
June	69	152	\$ 2,644,016	9	\$ 2,400,648	30	\$ 2,304,616	55
July	67	157	\$ 2,950,318	13	\$ 1,790,365	28	\$ 2,312,855	63
August	79	212	\$ 2,822,040	2	\$ 1,237,000	37	\$ 1,835,372	55
September	75	212	\$ 2,517,297	9	\$ 4,001,430	19	\$ 1,763,026	61
October	60	194	\$ 2,703,015	2	\$ 2,914,500	30	\$ 1,892,466	47
November	58	175	\$ 2,486,747	10	\$ 2,396,590	34	\$ 1,701,944	52
December	26	178	\$ 2,243,290	10	\$ 1,634,790	23	\$ 1,996,228	57
<b>Average</b>	<b>62</b>	<b>158</b>	<b>\$ 2,514,895</b>	<b>9</b>	<b>\$ 2,038,881</b>	<b>32</b>	<b>\$ 1,921,969</b>	<b>62</b>



## Laguna Beach Market Statistics - 2004

Month	New Lists	Avg. LP	No. Sold	Avg. SP	Avg.DOM
January	67	\$ 1,804,049	36	\$ 1,400,015	80
February	73	\$ 1,899,204	42	\$ 1,321,309	75
March	80	\$ 2,276,825	51	\$ 1,364,958	49
April	92	\$ 2,278,006	59	\$ 1,620,008	49
May	74	\$ 1,855,920	41	\$ 1,496,634	41
June	82	\$ 2,019,578	42	\$ 1,514,459	34
July	81	\$ 1,963,475	32	\$ 1,594,045	51
August	72	\$ 1,938,403	36	\$ 1,554,702	58
September	64	\$ 2,154,727	35	\$ 1,748,100	48
October	57	\$ 1,995,020	36	\$ 2,142,858	57
November	42	\$ 2,058,224	31	\$ 1,870,822	78
December	22	\$ 1,967,546	30	\$ 1,587,043	64
<b>Average</b>	<b>67</b>	<b>\$ 2,017,581</b>	<b>39</b>	<b>\$ 1,601,246</b>	<b>57</b>

### Laguna Beach Market Statistics - 2003

Month	lew Listing	Avg. List Price	No. Sold	Avg Sold Price	Avg.DOM
January	73	\$ 1,649,833	31	\$ 1,181,290	53
February	76	\$ 1,920,875	22	\$ 957,143	52
March	94	\$ 1,649,850	45	\$ 990,645	56
April	90	\$ 1,502,434	44	\$ 1,399,113	61
May	67	\$ 1,448,602	51	\$ 1,460,806	61
June	75	\$ 1,277,792	41	\$ 1,011,853	53
July	85	\$ 1,764,490	52	\$ 1,349,145	63
August	62	\$ 1,533,054	46	\$ 1,382,315	58
September	61	\$ 1,875,607	41	\$ 1,378,182	64
October	61	\$ 1,875,607	41	\$ 1,378,182	64
November	39	\$ 2,044,329	39	\$ 1,467,730	66
December	36	\$ 1,418,232	36	\$ 1,281,852	52
<b>Average</b>	<b>68</b>	<b>\$ 1,663,392</b>	<b>41</b>	<b>\$ 1,269,855</b>	<b>59</b>

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