

01 Newport Beach – West Bay & Santa Ana Heights Areas

Current Market Trends

(Homes 1,500 to 4,500 SF)

January 1 through June 24th 2020

[OPEN LISTING DETAILS CLICK HERE](#)



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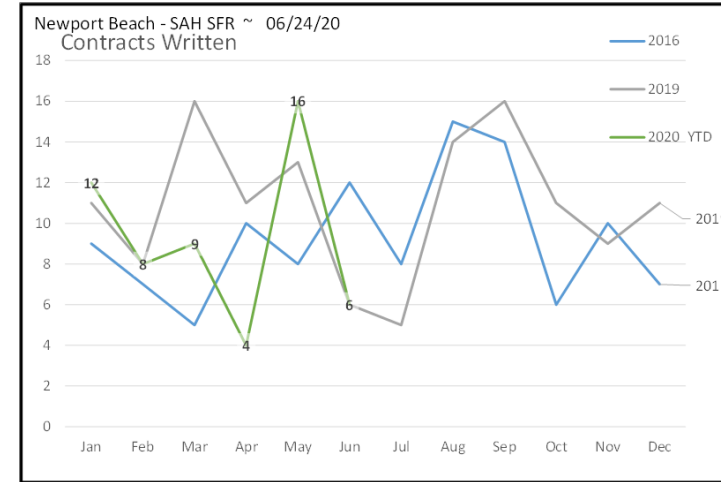
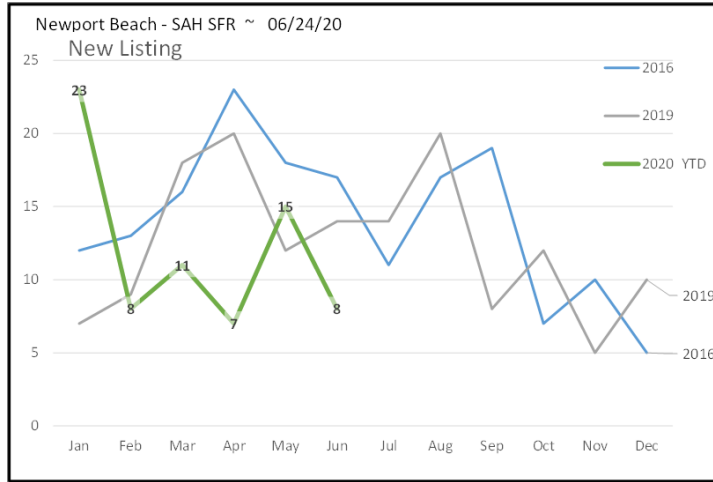


Presentation

02 New Listings Drop --- Contracts Written Recede

New Listings in Newport West Bay & SAH areas dropped below the ‘normal’ range but still did well.

After an outstanding May it is not surprising, they fell back a bit in in June



03 Market Type In 2020

The Newport Beach – West Bay and Santa Ana Heights market is solidly a Sellers' Market

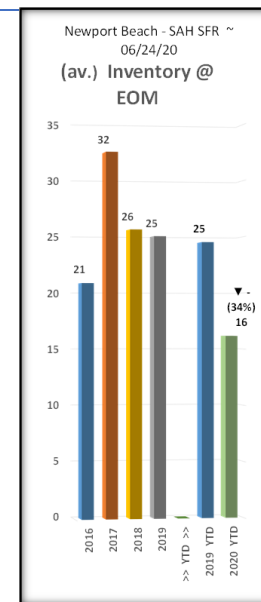
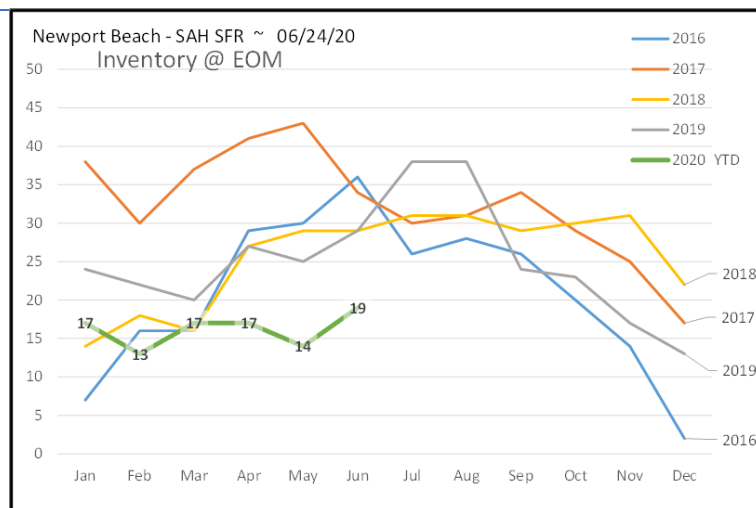
Months of Supply did go up about 43% in June, from 1.4 months to 2.0 months but remains Sellers' Market

Overall inventory is down 34% compared to 2019 as seen in the green column on the right and well below the other years

Most Importantly the number of homes on the market is very low as seen in the green line. This should help stabilize prices.

Chapman University defines a Buyer's Market in Southern California as being 3.5 months or more of inventory.

Newport Beach - SAH SFR		
6/24/20	Market Type	YOY Monthly Inventory
Jan-2019	Seller	1.6
Feb-2019	Seller	1.2
Mar-2019	Seller	1.5
Apr-2019	Seller	1.6
May-2019	Seller	1.4
Jun-2019	Seller	2.0
Jul-2019		
Aug-2019		
Sep-2019		
Oct-2019		
Nov-2019		
Dec-2019		



04 New Listings Status in 2020

Monitoring the current listings and the new listings added over the prior 90-days helps us anticipate movement in the market.

- There are 19 Active listings.
 - There were 14 in our last report.
- There were 30 New Listings over the past 90 days.
 - 12 of those homes are still on the market.
- There were 13 new listings during the past 30 days.

LISTINGS:	Newport Beach - SAH SFR	6/24/2020	Active	A.U.C	Pending	Closed	Expired	Hold
Current Active Listings:		19						
New Listing in the last 90 days		30	12	5	3	8	0	2
New Listing in the last 30 days		13						

05 The 3 Essential Steps in Selling and Buying

The three essential steps in selling and buying are:

- a. New Listings = reflects a Willing selling
- b. Contracts Written = reflects a Willing buyer
- c. Closings = is the execution of the technical aspects of the Purchase Contract by the Buyer with lender cooperation.

Compared to 2019

- NEW LISTINGS are **DOWN 10%**.
- CONTRACTS WRITTEN are **DOWN 15%**
- CLOSINGS are only **DOWN 16%**

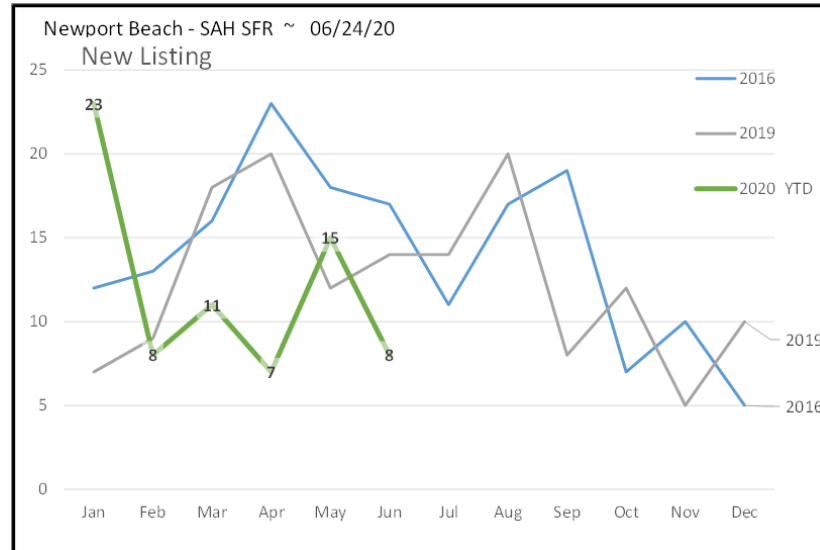
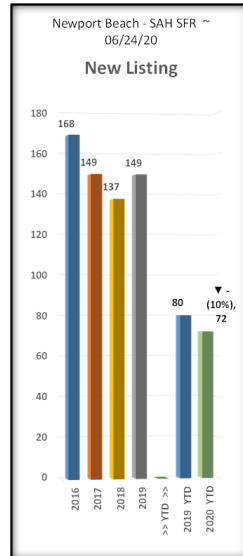
06 New Listings Trends

New Listings are DOWN 10% relative to the same period in 2019.

This is an improvement; they were down 20% at the end of May.

Notice that January was the best January in the last 10 years

Fannie Mae is forecasting very strong 3rd and 4th quarters.



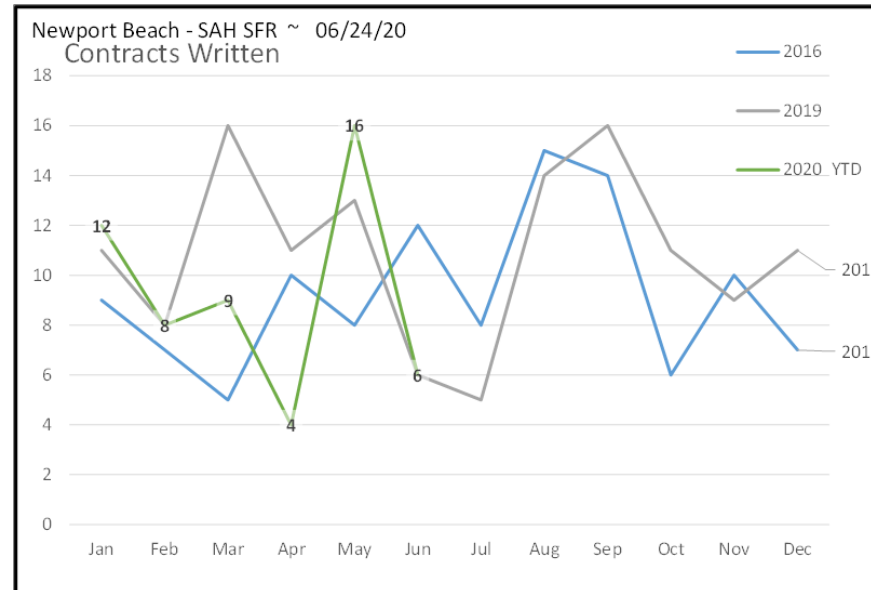
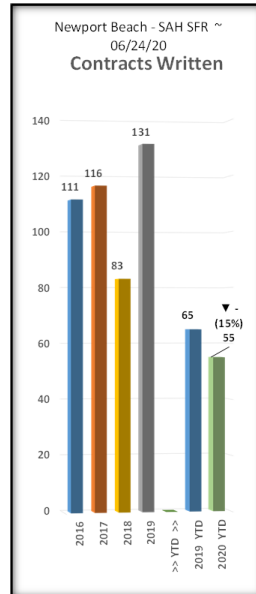
07 Contracts Written Trends

Contracts Written are still running 15% BELOW the same period in 2019.

This is an improvement; they were down 27% at the end of May

The **Contracts Written** in January and February **show the strong start** to the year.

May was an absolute Super Star! June did well



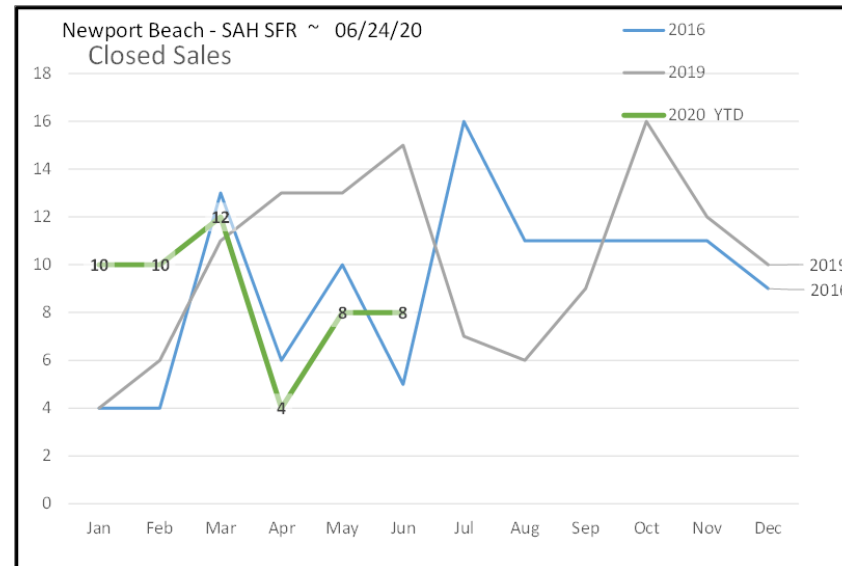
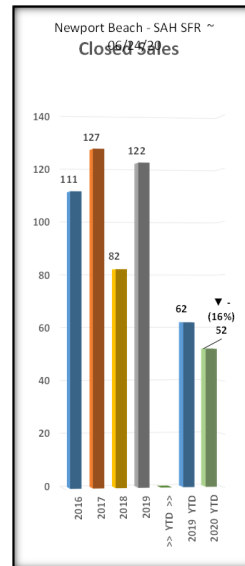
08 Closed Sales Trends

Closed Sales are BELOW of 2019 by 16% for the same period.

January, February, and March were outstanding
Understandably April was a sharp response to the Stay-At-Home Order.

Closing should follow Contracts Written with strong performance in June and July

Fannie Mae is forecasting strong 3rd and 4th quarters.



09 Home Values

The average Year Over Year CLOSED Pricing for all sizes is DOWN 1.9% to 2019.

This is an improvement. They were down 3.7% at the end of May.

PRICE (Average) Newport Beach - SAH SFR 6/24/2020			Net Change	
Closed Price Less Than 2500 SF	\$1,541,040		(\$54,026)	(3.4%)
Closed Price Greater Than 2500 SF	\$2,499,306		\$9,205	0.4%
Closed Price Greater Than 2500 sf Exclusive of Outlier Priced Homes Lots	\$2,499,306		\$197,503	9.1%
Average Closed Price of ALL Homes		\$2,038,601	(\$37,736)	(1.9%)
NOTE: Newport Beach was a Buyer's Market from July through November 2018				
Square Footage Range from: 1200 to 4347				
Square Footage Average = 2803				
Average SF of homes LESS than 2500 SF is: 2015				
Average SF of homes GREATER than 2500 SF is: 3351				

Price Range & Average Current List Price of Active Listings

Average Current/Last List Price of all Active Listings: \$2,529,000.

The Range:

- The low is \$1,525,000.
- the high is \$3,950,000

Newport Beach - SAH SFR			Period 1/1/20 - 5/24/20	
1,200 sf to 4,000 sf			Data Date: 6/24/2020	
90-Day Market Trends				
Current/Last List Price				
Average of ALL Status Types			\$2,114,073	
Count:	All Active	"New" Active:	Sold/Closed:	Count
	19	12	25	
Median 4-Sale Price	\$2,549,000	\$2,294,500	\$2,219,000	Median Sold Price
Average	\$2,529,632	\$2,144,083	\$2,091,932	Average
Highest	\$3,950,000	\$2,599,000	\$4,525,000	Highest
Lowest	\$1,525,000	\$1,525,000	\$300,000	Lowest
Most Recent		6/24/2020	6/17/2020	Most Recent
Status Types				
Active, New Listings, Active Under Contract, Expired, Canceled, Withdrawn, Pending, Closed & Hold/Do-Not-Show				

10 90-day CLOSINGS

As an essential component of determining estimates of home values in appraisals and CMA's, looking back at recent closings is the most important step in properly pricing a home for a listing.

- **25** homes have closed over the last 90 days
 - **17** homes closed BELOW revised List Price.
 - **5** homes closed AT revised List Price
 - **3** homes closed ABOVE revised List Price

Newport Beach - SAH SFR		Period		1/1/20 - 5/24/20	
1,200 sf to 4,000 sf					
90-Day Market Trends		Data:		6/24/2020	
AVERAGE CLOSED PRICE					
\$2,076,926					
Average Change from Original Price			# of Homes		
(5.25%)			12%		
Below Current List Price			ABOVE List		
<div>17 Sold Below</div>		<div>5 Sold At List</div>		<div>3 Sold Above</div>	
Closed Price vs. Original List					
		Count	Ratio	Discount	Excludes Largest
Average of All:		25		(5.25%)	
Av. Excluding Largest:				0.00%	
SOLD					
BELOW Ask:	Largest Decrease:	(\$825,000)	17	68%	(28.32%)
ABOVE Ask:	Most Above:	\$94,112	3	12%	8.57%
AT Ask:	At Original List		5	20%	

11 Days on Market (DOM)

Days on market in a leading indicator of future home prices and inventory

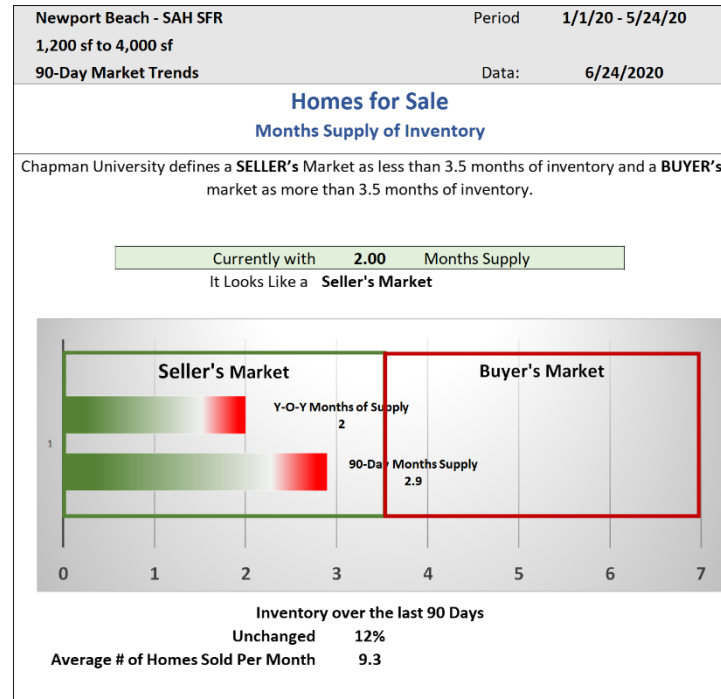
- 1) Average Days on Market for current Active Listings is **83 Days**.
- 2) In our last report DOM was **103 days**.
- 3) We should point out the DOM for Closed Sales was only 44 days.
 - a) That means the homes that sold and closed earlier this year were selling much faster than the homes that are on the market now.

Newport Beach - SAH SFR			Period	1/1/20 - 5/24/20		
1,200 sf to 4,000 sf						
90-Day Market Trends			Data:	6/24/2020		
Days On Market (DOM)						
90-Day Average of ALL Status Types			62			
Year To Date Average of ALL Status Types			91			
DOM is the number of days from Listing Contract to Purchase Contract						
Year To Date						
STATUS	Count	Most Recent	Average	Average Exclusive of Outliers	Longest	Shortest
Active Listings:	19	6/24/2020	83	71	308	0
Sold/Closed:	52	6/17/2020	44		388	1
Under Contract	6		75		345	5
Pending	5		47		132	2
Expired	7		109		185	2
Canceled	8		127		173	44
Withdrawn	1		112		112	112
Hold	2		34		48	20

12 Months of Supply of Inventory

Monthly levels of inventory are the final metric used to define a market as either a Seller or Buyers' Market
Year-Over-Year (Y-O-Y) Inventory stands at 2.0 Months. It was 1.4 months in our last report.

Chapman University defines a Buyer's Market in Southern California as being 3.5 months or more of Inventory.



13 Number of Homes on the Market Trends

To aid in forecasting we monitor three measures of inventory 90-day Trends will give us a sense of a surge in New Listings or Contracts Written.

- **90-day Inventory Rose by 12%.** A normal rise for this time of year.

Year-over-Year inventory helps measure how steady, dependable a market is.

- **YOY inventory is DOWN 34%.** That is unchanged from last report.

Monitoring the month by month comparison lets us check on seasonal abnormalities.

- **May 2020 compared to May 2019 is DOWN 35%.** That is an improvement of 11% from our last report.

INVENTORY: Newport Beach - SAH SFR 6/24/2020				
Inventory @End Of Month:	19	Currently a: Seller's Market		
Annual Absorption Rate (monthly)	9			
Months Supply	2.0			
90-Day Inventory Change	2	INCREASE ▲	11.8%	
Year-Over-Year Average EOM Inventory Change	(8)	DECREASE ▼	(34.0%)	
June 2019 vs. June 2020	(10)	DECREASE ▼	(34.5%)	

14 Map of Market Activity

This map can be found on our website on the navigation link at:

www.Joe-Richter.com > Predefined Community Listings

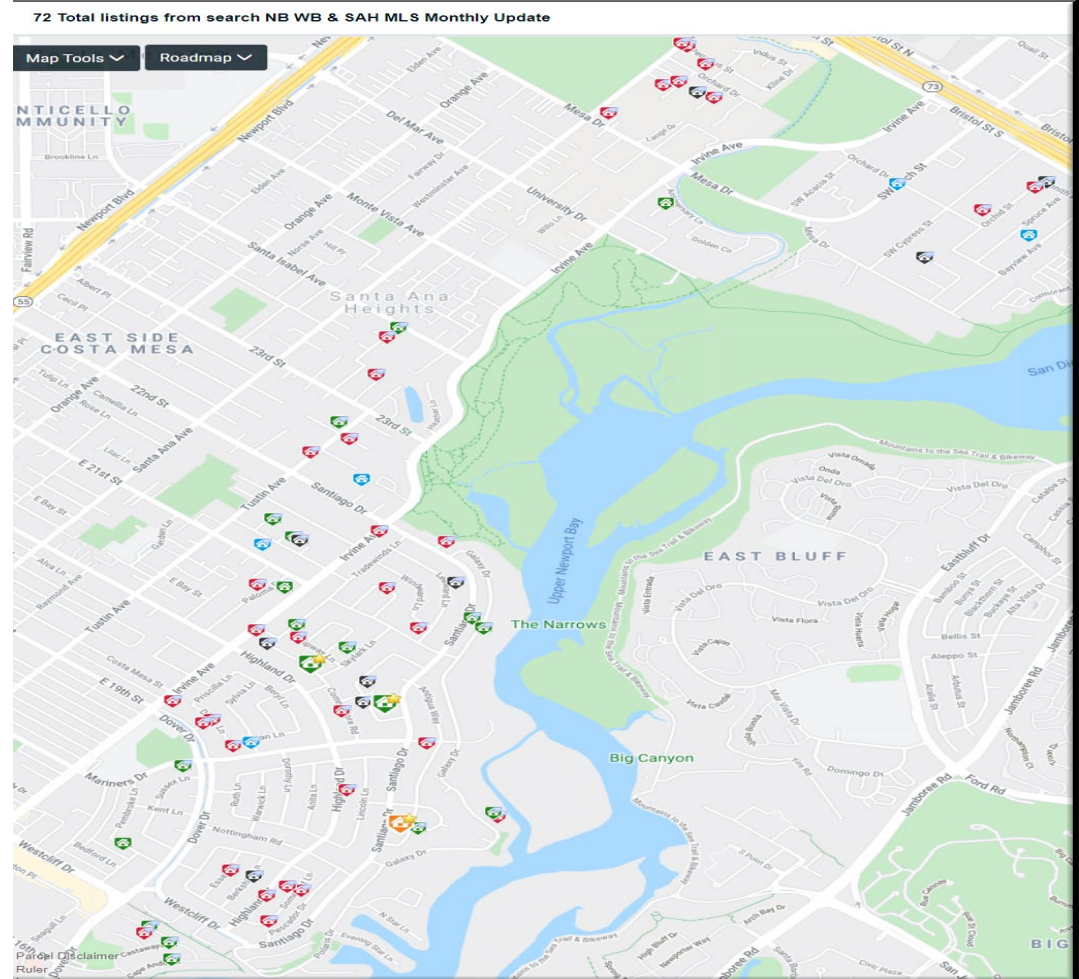
Green= Active

Blue = Active Under Contract

Red = Closed

Orange = Pending

Black = Expired, Cancelled or Withdrawn



15 Listing Thumbnails

These thumbnails are the listing detail provided from our website www.joe-richter.com > Predefined Community Listings

<p>1/14 \$2,376,000 4 beds, 4 full baths, 1 partial bath, 5,110 sqft, 4,222 sqft lot. Built in 1990, 574.43sqft, Single Family Residence •48 Crooked Stick Dr Newport Beach 92660</p>	<p>1/17/6 \$2,525,000 4 beds, 5 full baths, 1 partial bath, 3,801 sqft, 8,252 sqft lot. Built in 1996, 664.30sqft, Single Family Residence •20 Palazzo Newport Beach 92660</p>	<p>1/1/67 \$2,650,000 4 beds, 4 full baths, 1 partial bath, 4,160 sqft, 8,442 sqft lot. Built in 1995, 642.71sqft, Single Family Residence •19 Landport Newport Beach 92660</p>	<p>1/1/64 \$1,249,000 3 beds, 2 full baths, 1 partial bath, 1,738 sqft, 3,568 sqft lot. Built in 1966, 576.23sqft, Single Family Residence •67 Shearwater Pl Newport Beach 92660</p>	<p>1/1/96 \$1,220,000 3 beds, 2 full baths, 1 partial bath, 1,725 sqft, 3,548 sqft lot. Built in 1987, 571.87sqft, Single Family Residence •41 Gannet Ln Newport Beach 92660</p>	<p>1/1/64 \$4,495,000 5 beds, 5 full baths, 1 partial bath, 7,275 sqft, 15,290 sqft lot. Built in 1985, 5617.87sqft, Single Family Residence •2 San Sebastian Newport Beach 92660</p>	<p>1/1/96 \$3,450,000 6 beds, 6 full baths, 1 partial bath, 4,137 sqft, 7,420 sqft lot. Built in 2015, 882.54sqft, Single Family Residence •2307 Arbutus St Newport Beach 92660</p>	<p>1/1/75 \$2,345,000 3 beds, 2 full baths, 1 partial bath, 2,922 sqft, 6,276 sqft lot. Built in 1964, 892.52sqft, Single Family Residence 2807 Cassia St Newport Beach 92660</p>	<p>1/1/200 \$5,495,000 5 beds, 5 full baths, 1 partial bath, 5,222 sqft, 6,429 sqft lot. Built in 2015, 9162.40sqft, Single Family Residence 1801 Newport Hills Dr E Newport Beach 92660</p>	<p>1/1/67 \$2,125,000 5 beds, 5 full baths, 1 partial bath, 3,196 sqft lot. Built in 1964, 5848.50sqft, Single Family Residence 2854 Alta Vista Dr Newport Beach 92660</p>	<p>1/1/61 \$1,599,000 5 beds, 5 full baths, 1 partial bath, 4,089 sqft lot. Built in 1972, 5453.00sqft, Single Family Residence 2785 Vista Umbrosa Newport Beach 92660</p>	<p>1/1/98 \$1,778,000 4 beds, 5 full baths, 1 partial bath, 10,287 sqft lot. Built in 1964, 5711.40sqft, Single Family Residence 2834 Catalpa St Newport Beach 92660</p>
<p>1/1/28 \$2,150,000 4 beds, 5 full baths, 1 partial bath, 3,916 sqft lot. Built in 1965, 9111.43sqft, Single Family Residence 1818 Port Ashley Pl Newport Beach 92660</p>	<p>1/1/48 \$2,650,000 4 beds, 5 full baths, 1 partial bath, 6,574 sqft lot. Built in 1964, 8836.10sqft, Single Family Residence 712 Bison Ave Newport Beach 92660</p>	<p>1/1/20 \$2,198,000 3 beds, 5 full baths, 1 partial bath, 2,917 sqft, 2,915 sqft lot. Built in 2005, 8753.51sqft, Single Family Residence 70 Crooked Stick Dr Newport Beach 92660</p>	<p>1/1/40 \$1,980,000 4 beds, 2 full baths, 1 partial bath, 2,628 sqft, 11,380 sqft lot. Built in 1995, 4758.25sqft, Single Family Residence 2003 Yacht Vindex Newport Beach 92660</p>	<p>1/1/97 \$3,895,000 5 beds, 5 full baths, 1 partial bath, 4,214 sqft, 7,142 sqft lot. Built in 1998, 8924.20sqft, Single Family Residence 1942 Port Nelson Pl Newport Beach 92660</p>	<p>1/1/26 \$2,695,000 3 beds, 2 full baths, 1 partial bath, 5,790 sqft lot. Built in 1995, 864.07sqft, Single Family Residence 3 Turtle Bay Dr Newport Beach 92660</p>	<p>1/1/3 \$1,899,000 3 beds, 4 full baths, 1 partial bath, 3,223 sqft, 7,189 sqft lot. Built in 1998, 844.07sqft, Single Family Residence 10 Thunderbird Dr Newport Beach 92660</p>	<p>1/1/28 \$4,050,000 6 beds, 6 full baths, 1 partial bath, 4,081 sqft, 6,439 sqft lot. Built in 2015, 9162.40sqft, Single Family Residence 1823 Port Carlow Pl Newport Beach 92660</p>	<p>1/1/98 \$3,100,000 4 beds, 4 full baths, 1 partial bath, 4,275 sqft, 5,602 sqft lot. Built in 1998, 875.10sqft, Single Family Residence 16 Seabuff Newport Beach 92660</p>	<p>1/1/30 \$2,875,000 4 beds, 2 full baths, 1 partial bath, 2,658 sqft, 3,915 sqft lot. Built in 1965, 5181.21sqft, Single Family Residence 1930 Port Weybridge Pl Newport Beach 92660</p>	<p>1/1/11 \$3,995,000 3 beds, 5 full baths, 1 partial bath, 6,375 sqft, 14,539 sqft lot. Built in 2005, 8822.51sqft, Single Family Residence 26 Royal Saint George Rd Newport Beach 92660</p>	<p>1/1/96 \$2,495,000 3 beds, 2 full baths, 1 partial bath, 3,168 sqft, 8,284 sqft lot. Built in 2005, 8822.51sqft, Single Family Residence 5 Ironwood Dr Newport Beach 92660</p>
<p>1/1/14 \$1,025,000 2 beds, 2 full baths, 1 partial bath, 1,891 sqft lot. Built in 1997, 864.22sqft, Single Family Residence 62 Pelican Ct Newport Beach 92660</p>	<p>1/1/19 \$2,150,000 9 beds, 5 full baths, 2,987 sqft, 8,900 sqft lot. Built in 1964, 1906.1827.00sqft, Single Family Residence 621 Belis St Newport Beach 92660</p>	<p>1/1/1 \$4,995,000 6 beds, 6 full baths, 1 partial bath, 5,104 sqft, 10,087 sqft lot. Built in 2015, 9272.93sqft, Single Family Residence 2401 Alta Vista Newport Beach 92660</p>	<p>1/1/1 \$4,450,000 6 beds, 4 full baths, 1 partial bath, 2,826 sqft, 6,248 sqft lot. Built in 1970, 9716.07sqft, Single Family Residence 1966 Port Ramsgate Pl Newport Beach 92660</p>	<p>1/1/10 \$2,600,000 6 beds, 6 full baths, 1 partial bath, 3,426 sqft, 6,248 sqft lot. Built in 1971, 9716.07sqft, Single Family Residence 1859 Port Wheeler Pl Newport Beach 92660</p>	<p>1/1/31 \$1,195,000 2 beds, 2 full baths, 1 partial bath, 1,648 sqft, 3,128 sqft lot. Built in 1971, 9716.07sqft, Single Family Residence 425 Vista Trucha Newport Beach 92660</p>	<p>1/1/25 \$3,298,000 5 beds, 4 full baths, 1 partial bath, 4,100 sqft lot. Built in 2017, 9106.44sqft, Single Family Residence 2036 Port Weybridge Pl Newport Beach 92660</p>	<p>1/1/30 \$3,995,000 4 beds, 5 full baths, 1 partial bath, 2,891 sqft, 14,108 sqft lot. Built in 1995, 875.10sqft, Single Family Residence 7 Cheshire Ct Newport Beach 92660</p>	<p>1/1/1 \$1,895,000 4 beds, 2 full baths, 1 partial bath, 2,892 sqft, 5,800 sqft lot. Built in 1971, 9716.10sqft, Single Family Residence 1761 Port Hemley Cir Newport Beach 92660</p>	<p>1/1/22 \$2,675,000 6 beds, 4 full baths, 1 partial bath, 7,688 sqft lot. Built in 1965, 8721.61sqft, Single Family Residence 2029 Port Bistol Cir Newport Beach 92660</p>	<p>1/1/21 \$2,600,000 3 beds, 2 full baths, 1 partial bath, 2,685 sqft, 10,087 sqft lot. Built in 1964, 1547.00sqft, Single Family Residence 2821 Alta Vista Dr Newport Beach 92660</p>	<p>1/1/34 \$1,690,000 4 beds, 5 full baths, 2,000 sqft, 9,583 sqft lot. Built in 1964, 5645.00sqft, Single Family Residence 915 Cercis Pl Newport Beach 92660</p>
<p>1/1/61 \$1,320,000 2 beds, 2 full baths, 1 partial bath, 2,105 sqft lot. Built in 1996, 842.10sqft, Single Family Residence 99 Pelican Ct Newport Beach 92660</p>	<p>1/1/14 \$1,995,000 9 beds, 5 full baths, 2,967 sqft, 10,789 sqft lot. Built in 1964, 877.70sqft, Single Family Residence 2833 Bamboo St Newport Beach 92660</p>	<p>1/1/57 \$1,125,000 6 beds, 4 full baths, 1 partial bath, 2,038 sqft, 2,978 sqft lot. Built in 1997, 8452.50sqft, Single Family Residence 3100 Corte Hermosa Newport Beach 92660</p>	<p>1/1/17 \$3,625,000 6 beds, 5 full baths, 1 partial bath, 4,510 sqft, 10,206 sqft lot. Built in 2000, 880.77sqft, Single Family Residence 11 Boardwalk Newport Beach 92660</p>	<p>1/1/6 \$2,195,000 4 beds, 2 full baths, 1 partial bath, 2,954 sqft, 6,849 sqft lot. Built in 1970, 9105.44sqft, Single Family Residence 1831 Port Manleigh PL Pl Newport Beach 92660</p>	<p>1/1/23 \$3,340,000 6 beds, 5 full baths, 2,200 sqft, 4,510 sqft lot. Built in 1971, 874.40sqft, Single Family Residence 1935 Port Edward Pl Newport Beach 92660</p>	<p>1/1/43 \$4,995,000 6 beds, 6 full baths, 1 partial bath, 6,443 sqft, 6,552 sqft lot. Built in 2000, 9115.07sqft, Single Family Residence 1972 Port Weybridge Pl Newport Beach 92660</p>	<p>1/1/75 \$4,295,000 9 beds, 5 full baths, 1 partial bath, 6,962 sqft, 15,089 sqft lot. Built in 1995, 875.10sqft, Single Family Residence 23 Augusta Ln Newport Beach 92660</p>	<p>1/1/18 \$3,495,000 4 beds, 5 full baths, 1 partial bath, 4,998 sqft, 8,800 sqft lot. Built in 1997, 8765.61sqft, Single Family Residence 11 Belcourt Dr Newport Beach 92660</p>	<p>1/1/10 \$1,000,000 2 beds, 2 full baths, 1,782 sqft, 7,492 sqft lot. Built in 1970, 8102.40sqft, Single Family Residence 1951 Port Dunleigh Cir Newport Beach 92660</p>	<p>1/1/21 \$2,349,000 9 beds, 5 full baths, 2,967 sqft, 10,789 sqft lot. Built in 1971, 877.70sqft, Single Family Residence 1967 Port Provence Pl Newport Beach 92660</p>	<p>1/1/98 \$2,550,000 6 beds, 5 full baths, 1 partial bath, 2,650 sqft, 6,900 sqft lot. Built in 1970, 1056.70sqft, Single Family Residence 1948 Port Claridge Pl Newport Beach 92660</p>

16 Current Active Listing

Newport Beach - SAH SFR - 1,200 sf to 4,000 sf								Period:	1/1/20 - 5/24/20	
								Data:	6/24/2020	
ACTIVELY SELLING Single Family Residence										
Status	DOM	Address	SAH List PSF	Square Footage	Original List Price	Last List Price	Closed Price	List Price \$ PSF		
Active	0	1737 Centella	125	1,742	1,695,000	1,695,000		973	Total active Sales	

17 Closing In 2020

Newport Beach - SAH SFR - 1,200 sf to 4,000 sf										(3.7%) Average ALL		Period	1/1/20 - 5/24/20
										3.4% Average Over		Data:	6/24/2020
CLOSED SALES Single Family Residence										(6.5%) Average Reduction			
Status	DOM	CDOM	Address		Square Footage	Original List Price	Last List Price	Closed Price	Δ o v L	List Price \$ PSF	Closed Price \$ PSF	Total Closed Sales	
Closed	84	121	398 Vista Baya	88	2,650	1,695,000	1,695,000	1,775,000	4.72%	640	670	52	
Closed	67	96	2050 Shipway	90	3,061	2,850,000	2,850,000	2,800,000	(1.75%)	931	915	Closed Sales Less than 2500 SF 25	
Closed	6	42	2025 Centella	90	1,719	1,575,000	1,575,000	1,575,000	0.00%	916	916	Average Price 1,541,040	
Closed	0	0	1632 Galaxy	16	3,635	3,000,000	300,000	3,000,000	0.00%	825	825	Average SF 1,989	
Closed	38	62	2001 Commodore	90	2,191	2,095,000	2,045,000	1,950,000	(6.92%)	956	890	Average Price SF 776	
Closed	175	203	1311 ANTIGUA	13	3,224	1,710,888	1,644,309	1,805,000	5.50%	531	560	Closed Sales Greater than 2500 SF 27	
Closed	20	59	1801 Deborah	10	1,721	1,795,000	1,795,000	1,681,168	(6.34%)	1,043	977	Average Price 2,499,306	
Closed	388	418	2122 Orchard Drive	38	2,110	2,400,000	2,200,000	1,850,000	(22.92%)	1,137	877	Average SF 3,364	
Closed	92	122	37 Cape Andover	17	4,347	4,525,000	4,525,000	3,700,000	(18.23%)	1,041	851	Average Price SF 741	
Closed	93	104	1950 Galaxy	19	4,173	3,249,000	3,249,000	3,000,000	(7.66%)	779	719		
Closed	7	47	2312 Holiday	29	2,095	1,459,000	1,459,000	1,408,100	(3.49%)	696	672		
Closed	1	16	20211 Bayview	90	2,402	1,699,000	1,699,000	1,699,000	0.00%	707	707	Average Exclusive of Outliers 25.6 49.4	
Closed	0	0	2431 Santiago	24	4,126	2,750,000	2,750,000	2,750,000	0.00%	667	667	Average 44.5 72.0	
Closed	0	0	1701 Starlight	17	3,531	2,450,000	2,450,000	2,450,000	0.00%	694	694	Median 14.0 50.0	
Closed	188	218	1424 Galaxy	14	3,067	3,000,000	2,850,000	2,380,000	(20.67%)	978	776	Quartile 1 6.0 33.3	
Closed	14	60	1208 Somerset	19	2,616	2,350,000	2,350,000	2,330,000	(0.85%)	898	891	Quartile 3 56.8 85.3	
Closed	7	50	20295 Estuary	90	1,835	885,000	885,000	880,000	(0.56%)	482	480	IQR 50.8 52.0	
Closed	203	270	374 Newport Glen	17	4,316	2,575,000	2,575,000	2,467,160	(4.19%)	597	572	Stand Range 76.1 78.0	
Closed	9	30	1927 Diana	19	2,416	2,398,000	2,398,000	2,300,000	(4.09%)	993	952	Upper Range -70.1 -44.8	
Closed	55	86	20282 Riverside	90	1,327	1,395,000	1,395,000	1,000,000	(28.32%)	1,051	754	Lower Range / OUTLIERS 132.9 163.3	
Closed	62	82	1701 Starlight	17	3,531	2,495,000	2,495,000	2,260,000	(9.42%)	707	640	Count: 5 6	
Closed	9	23	1200 Essex	19	2,486	1,899,000	1,899,000	1,800,000	(5.21%)	764	724	Average Exclusive of Outliers \$ 2,087,721 \$ 1,986,244	
Closed	0	38	1618 Mariners	16	1,650	1,625,000	1,625,000	1,585,000	(2.46%)	985	961	Average \$ 2,134,592 \$ 2,069,850	
Closed	37	59	1927 Santiago	19	4,300	2,695,000	2,695,000	2,506,000	(7.01%)	627	583	Median \$ 1,924,500 \$ 1,875,000	
Closed	8	45	1591 Orchard	15	2,563	895,000	895,000	971,718	8.57%	349	379	Quartile 1 \$ 1,612,500 \$ 1,575,000	
Closed	32	39	2084 Tustin	90	2,338	1,484,000	1,484,000	1,485,000	0.07%	635	635	Quartile 3 \$ 2,696,000 \$ 2,454,290	
Closed	6	37	20481 Savanna	90	1,700	849,000	849,000	860,000	1.30%	499	506	IQR \$ 1,083,500 \$ 879,290	
Closed	0	0	1715 Paloma	17	1,768	1,695,000	1,695,000	1,675,000	(1.18%)	959	947	Stand Range \$ 1,625,250 \$ 1,318,935	
Closed	7	37	1124 Highland	11	2,623	1,979,000	1,979,000	2,035,000	2.83%	754	776	Upper Range \$ (12,750) \$ 256,065	
Closed	43	63	1527 Antigua Way	15	3,725	3,649,000	3,649,000	3,624,000	(0.69%)	980	973	Lower Range / OUTLIERS \$ 4,321,250 \$ 3,773,225	

Closing Page 2

Newport Beach - SAH SFR - 1,200 sf to 4,000 sf									(3.7%) Average ALL		
									3.4% Average Over		
CLOSED SALES Single Family Residence									(6.5%) Average Reduction		
Status	DOM	CDOM	Address		Square Footage	Original List Price	Last List Price	Closed Price	Δ o v L	List Price \$ PSF	Closed Price \$ PSF
Closed	17	50	20280 Estuary	200	1,835	885,000	885,000	868,725	(1.84%)	482	473
Closed	14	35	2529 Vista Baya	225	2,125	1,695,000	1,695,000	1,625,000	(4.13%)	798	765
Closed	6	51	20221 Orchid	200	1,593	1,379,000	1,379,000	1,399,000	1.45%	866	878
Closed	28	56	1930 Irvine	119	2,062	1,680,000	1,680,000	1,650,000	(1.79%)	815	800
Closed	0	30	1106 Somerset	110	2,853	2,450,000	2,450,000	2,422,375	(1.13%)	859	849
Closed	9	24	1900 Holiday	119	2,529	2,495,000	2,495,000	2,450,000	(1.80%)	987	969
Closed	2	31	1827 Buttonshell	100	2,491	1,900,000	1,900,000	1,900,000	0.00%	763	763
Closed	71	117	1612 Highland	100	3,652	2,749,000	2,749,000	2,580,000	(6.15%)	753	706
Closed	23	40	53 Cape Andover	100	4,200	3,795,000	3,795,000	3,520,000	(7.25%)	904	838
Closed	2	28	20092 Orchid	200	1,695	1,375,000	1,375,000	1,455,000	5.82%	811	858
Closed	3	58	2106 Dover	200	2,146	1,749,000	1,749,000	1,750,000	0.06%	815	815
Closed	12	46	1522 Pegasus	110	2,044	1,195,000	1,195,000	1,150,000	(3.77%)	585	563
Closed	10	54	1829 Commodore	100	2,067	1,799,900	1,799,900	1,675,000	(6.94%)	871	810
Closed	0	0	4 Cape Danbury	100	3,880	3,295,000	3,295,000	3,295,000	0.00%	849	849
Closed	154	190	2042 Galaxy	200	3,212	2,699,000	2,549,000	2,400,000	(11.08%)	840	747
Closed	13	34	1918 Dover	100	3,185	2,850,000	2,850,000	2,795,000	(1.93%)	895	878
Closed	18	56	2039 Shipway	200	2,088	1,949,000	1,949,000	1,905,000	(2.26%)	933	912
Closed	4	4	1207 Somerset	110	3,360	3,295,000	3,295,000	3,295,000	0.00%	981	981
Closed	14	36	2384 Redlands	200	2,950	1,649,000	1,649,000	1,575,000	(4.49%)	559	534
Closed	84	118	2310 Fairhill	200	2,958	2,350,000	2,350,000	2,200,000	(6.38%)	794	744
Closed	51	85	1502 Pegasus	110	2,563	1,095,000	1,095,000	1,095,000	0.00%	427	427
Closed	126	173	1618 Irvine	100	1,833	1,549,000	1,499,000	1,400,000	(9.62%)	845	764

18 Home Values Graph

