

Q1 - 2020
Crystal Cove
Newport Coast

Market Update



Crystal Cove

Group 1 – 2650 to 4800 Sq. Ft

Oceana, Seabourn, Seascape

Group 2 – 3500 to 7300 Sq. Ft.

Crystal Cove Nautilus 2, Nautilus, The Strand, Windward

Group 3 – 3865 to 8096 Sq. Fr.

Crystal Cove Sea Crest, Crystal Cove Sea Point, The Tides, Watermark, White Sails

Group 4 – 3782 to 15,000 Sq. Ft

Primarily CUSTOM homes, but includes other neighborhoods

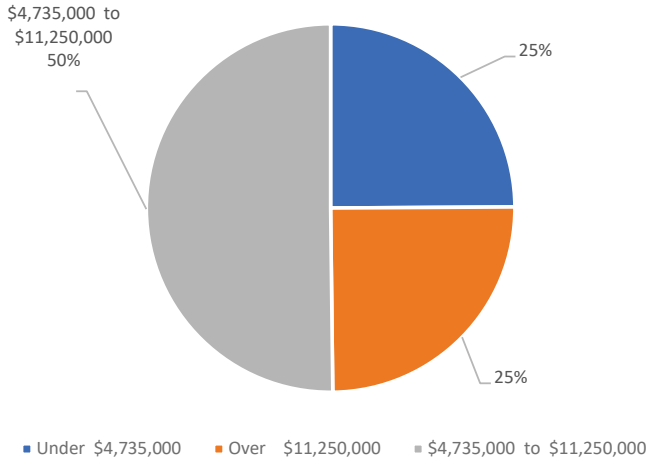
Group 5 – Custom Homes 6432 to 19,000 Sq. Ft.

Crystal Cove Estate Collection

03	Market Snapshot
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07	Group 2
09	Group 3
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Market Snapshot

2015 through Q1 | 2020

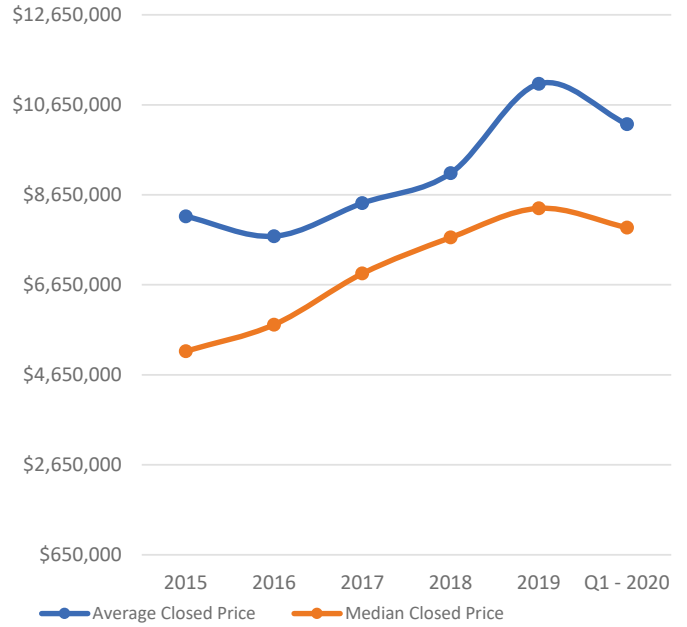


Sales Volume by Price Category

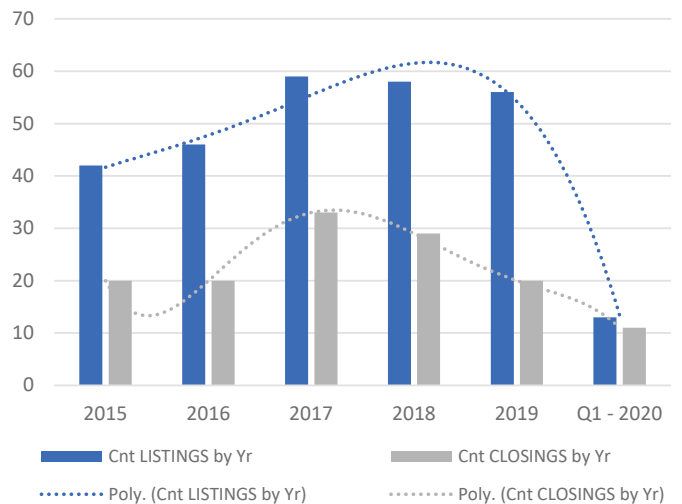
2015 through Q1 | 2020

Percentage	Price Category	Count
25%	Under \$4,735,000	33
25%	Over \$11,250,000	33
50%	\$4,735,000 to \$11,250,000	66
		<u>132</u>

Crystal Cove Newport Coast



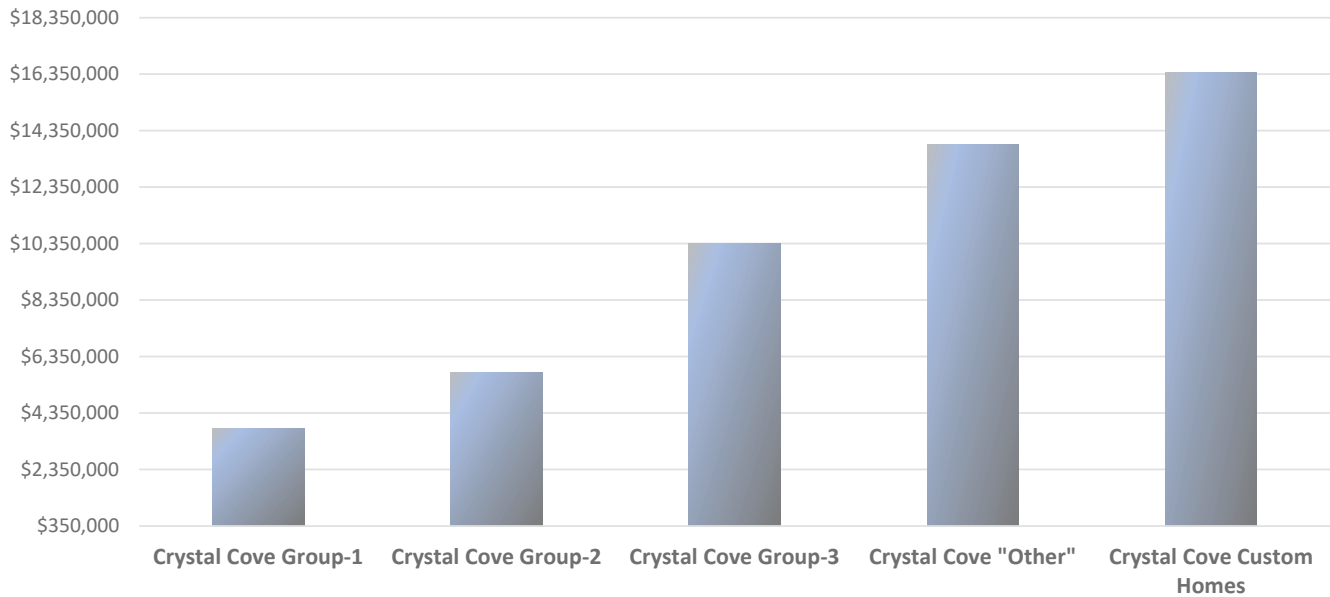
Median Selling Price vs. Average Selling Price



Listings vs. Closings

Comparison by Neighborhood

Q1 - 2020



Median Selling Price

\$3.8M Crystal Cove Group-1

\$5.8M Crystal Cove Group-2

\$10.35M Crystal Cove Group-3

\$13.87M Crystal Cove "Other"

\$16.4M Crystal Cove Custom Homes

NEIGHBORHOODS

Crystal Cove Group-1: Oceana, Seabourn, Seascape

Crystal Cove Group-2: Crystal Cove Nautilus 2, Nautilus, The Strand, Windward

Crystal Cove Group-3: Crystal Cove Sea Crest, Crystal Cove Sea Point, The Tides, Watermark, White Sails

Crystal Cove "Other": Other

Crystal Cove Custom Homes: Crystal Cove Estate Collection

... ..

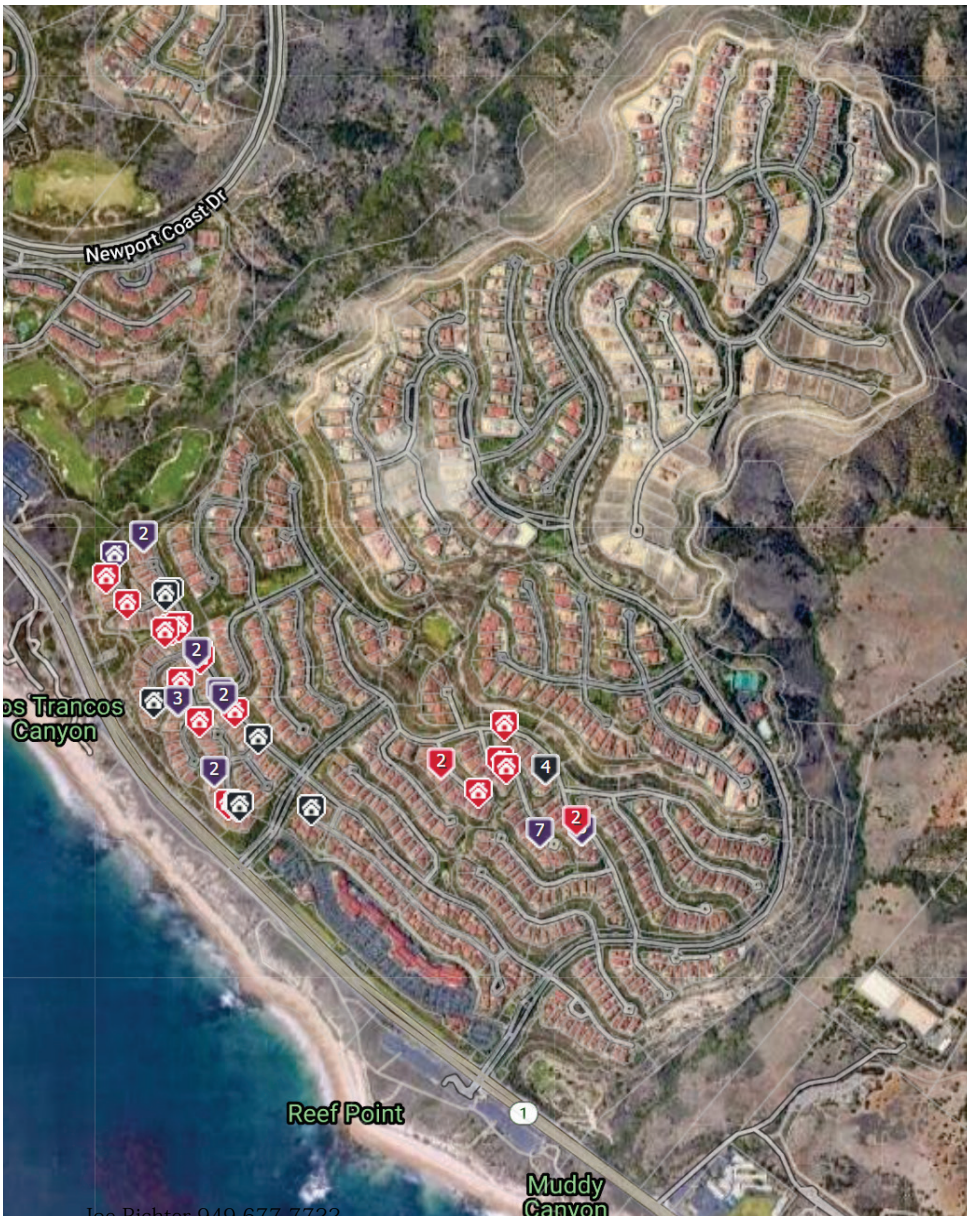
Q1 - 2020

at a
glance

Crystal Cove Group-1 Newport Coast

Neighborhoods

Oceana, Seabourn, Seascape



(30.2%)

Change in Median Pricing
2019 vs. 2018

Results

6

Average Days on Market (2019)

2

Units Sold / Closed

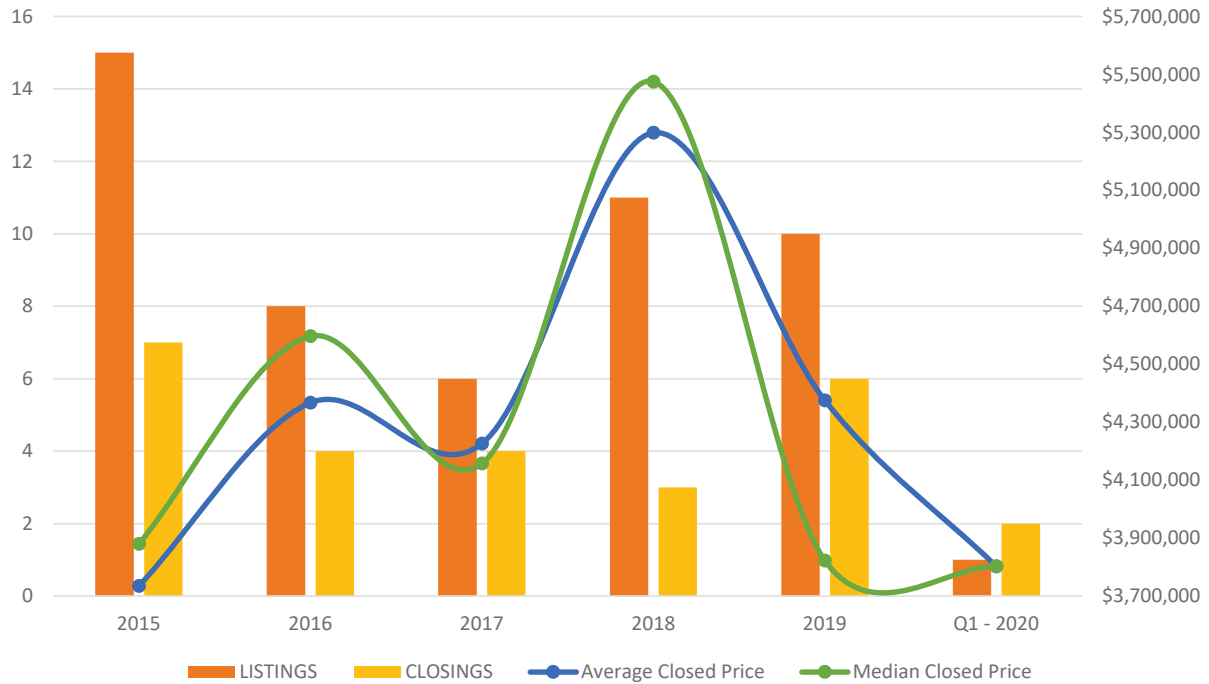
\$3,802,500

Median Selling Price

2650 to 4726

Square Foot Range

Listing and Closing Activity by Year



About

Crystal Cove Group-1

Stunning Views at an affordable price.

Median price at \$3,822,500

Year	Median Closed Price	Closed Price vs. Original Price	Closed Units	Average Days on Market	Average Sq. Ft.
Q1 - 2020					
2020	\$3,802,500	18.9%	2	6	2,700
2019	\$3,822,500	(12.5%)	6	91	3,801
2018	\$5,475,000	2.9%	3	121	3,797
2017	\$4,157,000	(17.2%)	4	57	4,035
2016	\$4,596,625	(1.1%)	4	91	3,304
2015	\$3,880,000	(3.5%)	7	94	3,580

2020 vs. 2019

Q1 - 2020

at a
glance

Crystal Cove Group-2 Newport Coast

Neighborhoods

Crystal Cove Nautilus 2, Nautilus
The Strand, Windward

17.2%

Change in Median Pricing
2019 vs. 2018

2019 Results

158

Average Days on Market (2019)

1

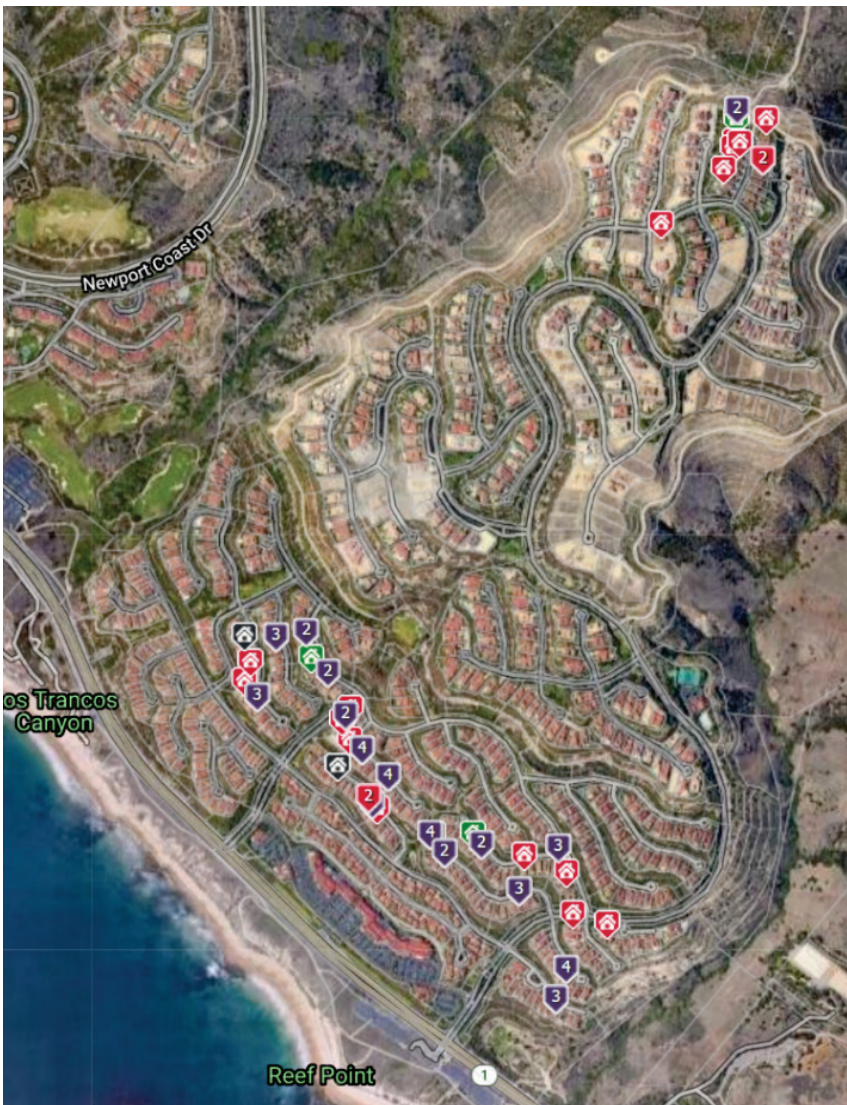
Units Sold / Closed

\$5,800,000

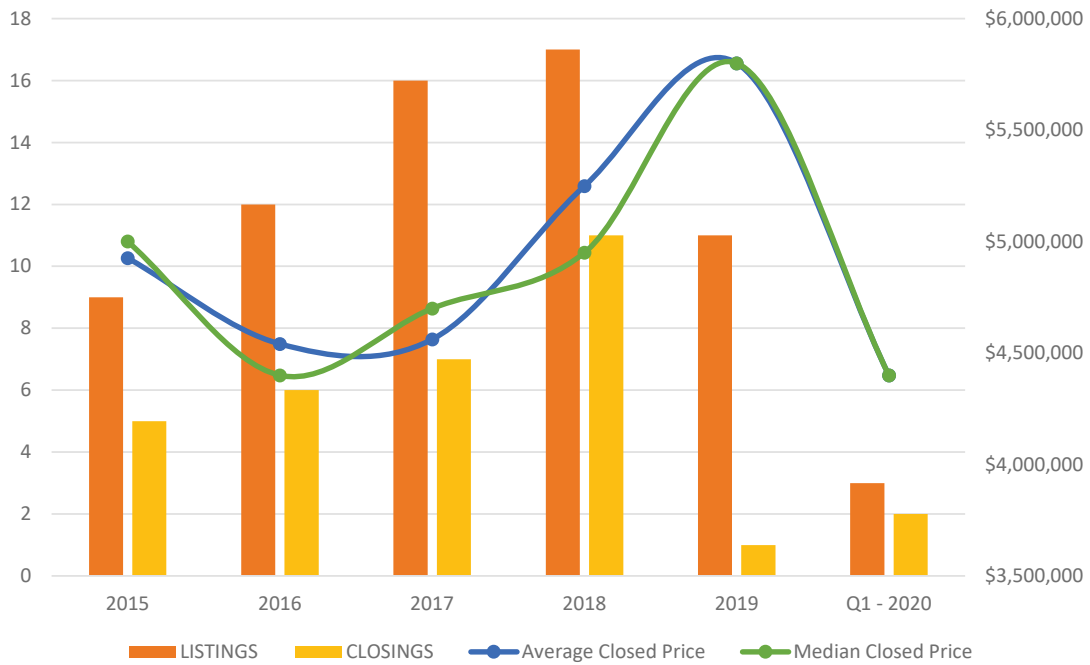
Median Selling Price

3530 to 7300

Square Foot range



Listing and Closing Activity by Year



About

Crystal Cove Group-2

Better Than Most!

Median price at \$5,800,000

Year	Median Closed Price	Closed Price vs. Original Price	Closed Units	Average Days on Market	Average Sq. Ft.
Q1 - 2020	\$4,399,000	(18.5%)	2	45	4,078
2019	\$5,800,000	11.9%	1	158	4,250
2018	\$4,950,000	(2.3%)	11	144	4,082
2017	\$4,700,000	(14.5%)	7	159	4,172
2016	\$4,400,000	(8.8%)	6	261	4,085
2015	\$5,000,000	(5.2%)	5	81	4,115
2019 vs. 2018					
Change	17.2%	(90.9%)		9.7%	4.1%

Q1 - 2020

at a
glance

Crystal Cove Group-3 Newport Coast



Neighborhoods

Crystal Cove Sea Crest

Crystal Cove Sea Point, The Tides

Watermark, White Sails

20.6%

Change in Median Pricing
2019 vs. 2018

2019 Results

198

Average Days on Market (2019)

2

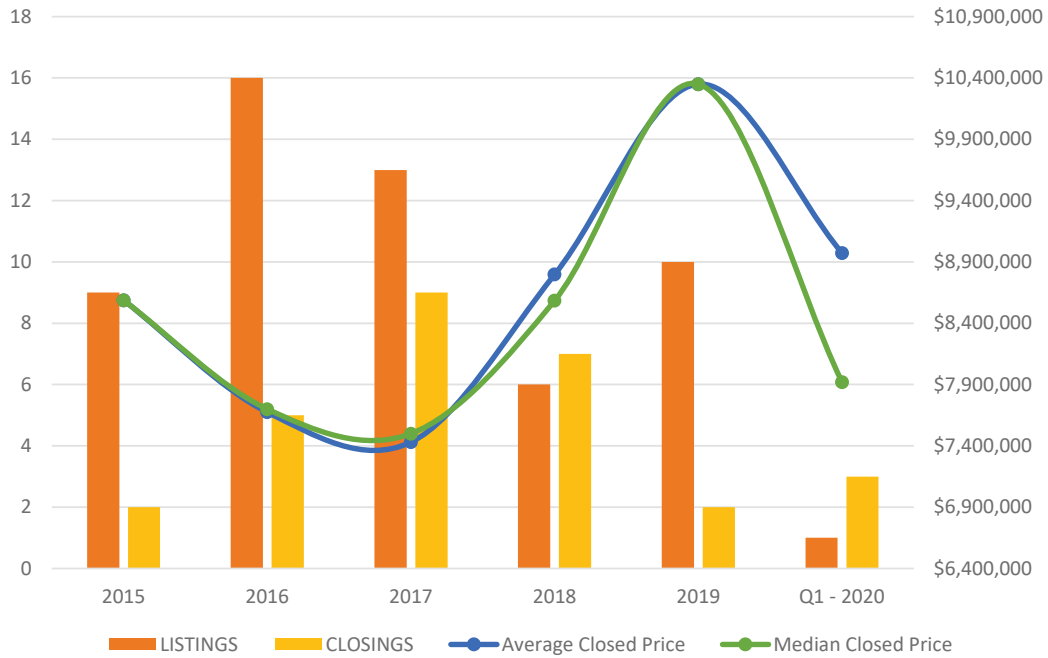
Units Sold / Closed

\$10,350,000

Median Selling Price

3865 to 8096
Square Root Range

Listing and Closing Activity by Year



About

Crystal Cove Group-3

Top Drawer. This is the last coastal development.

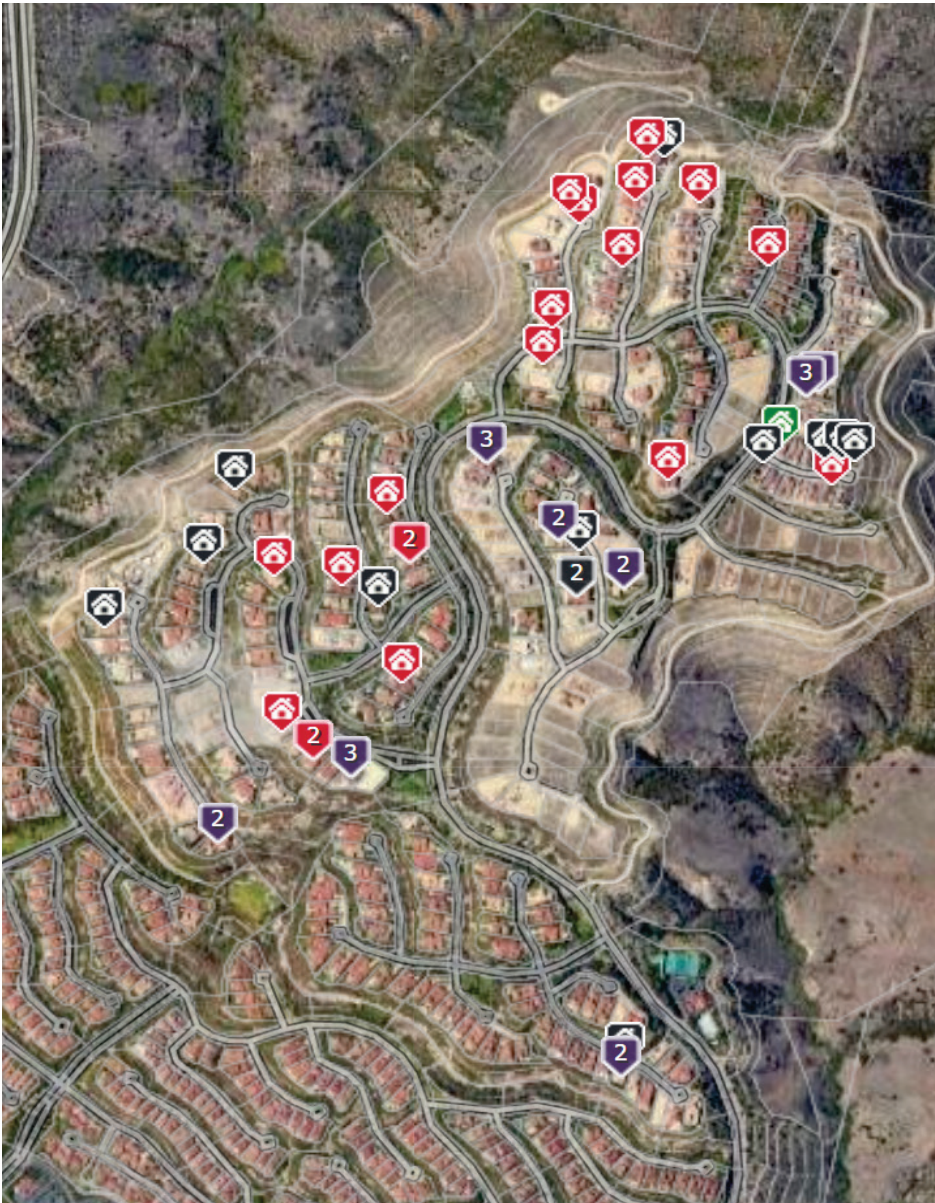
Median price at \$10,350,000

Q1 - 2020	Median Closed Price	Closed Price vs. Original Price	Closed Units	Average Days on Market	Average Sq. Ft.
Q1 - 2020	\$7,920,000	(29.1%)	3	28	8,096
2019	\$10,350,000	2.2%	2	198	6,179
2018	\$8,585,000	(18.8%)	7	93	6,451
2017	\$7,500,000	(11.5%)	9	167	6,460
2016	\$7,700,000	(8.9%)	5	145	6,122
2015	\$8,587,500	(6.1%)	2	156	6,127

Q1 - 2020

at a
glance

Crystal Cove "Other"
Newport Coast



20.1%

Change in Median Pricing
2019 vs. 2018

2019 Results

193

Average Days on Market (2019)

6

Units Sold / Closed

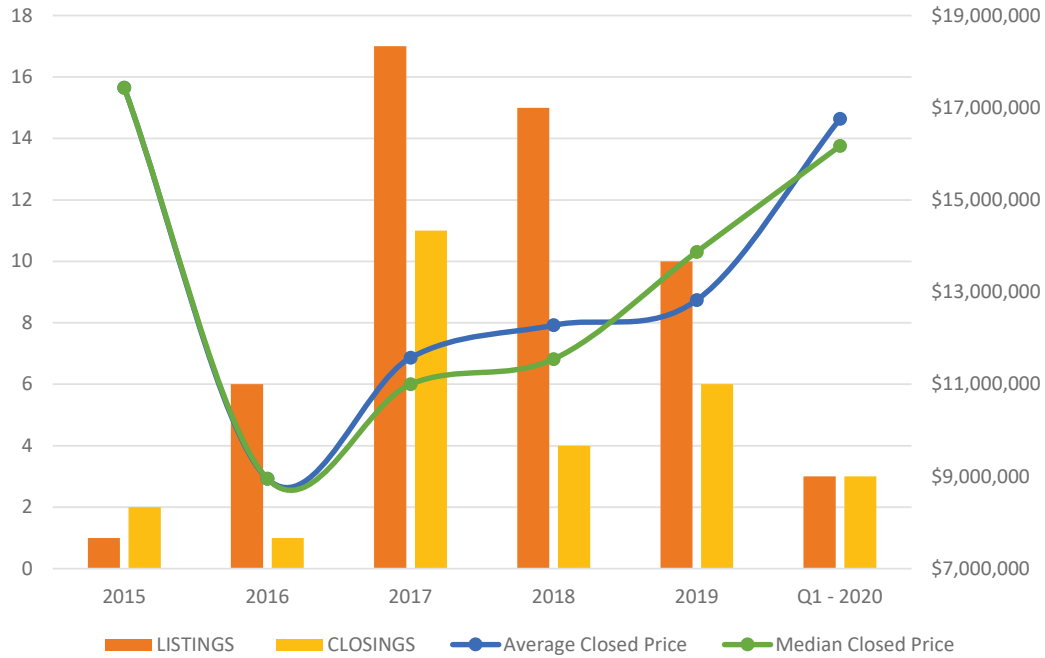
\$13,873,850

Median Selling Price

3782 to 15000

Square Foot Range

Listing and Closing Activity by Year



About

Crystal Cove "Other"

When you know what you want, and only the best will do.

Median price at \$13,873,850

Q1 - 2020	Median Closed Price	Closed Price vs. Original Price	Closed Units	Average Days on Market	Average Sq. Ft.
Q1 - 2020	\$16,170,000	34.3%	3	165	7,919
2019	\$13,873,850	(21.0%)	6	193	7,924
2018	\$11,547,500	(27.6%)	4	139	8,979
2017	\$11,000,000	(26.9%)	11	147	9,081
2016	\$8,950,000	(45.4%)	1	151	10,255
2015	\$17,435,000	16.2%	2	38	7,566
2019 vs. 2018					
Change	20.1%		50.0%	38.6%	(11.8%)

Q1 - 2020

at a
glance

Crystal Cove Custom Homes
Newport Coast

Neighborhoods

Crystal Cove Estate Collection

(19.6%)

Change in Median Pricing
2019 vs. 2018

2019 Results

193

Average Days on Market (2019)

5

Units Sold / Closed

\$16,400,000

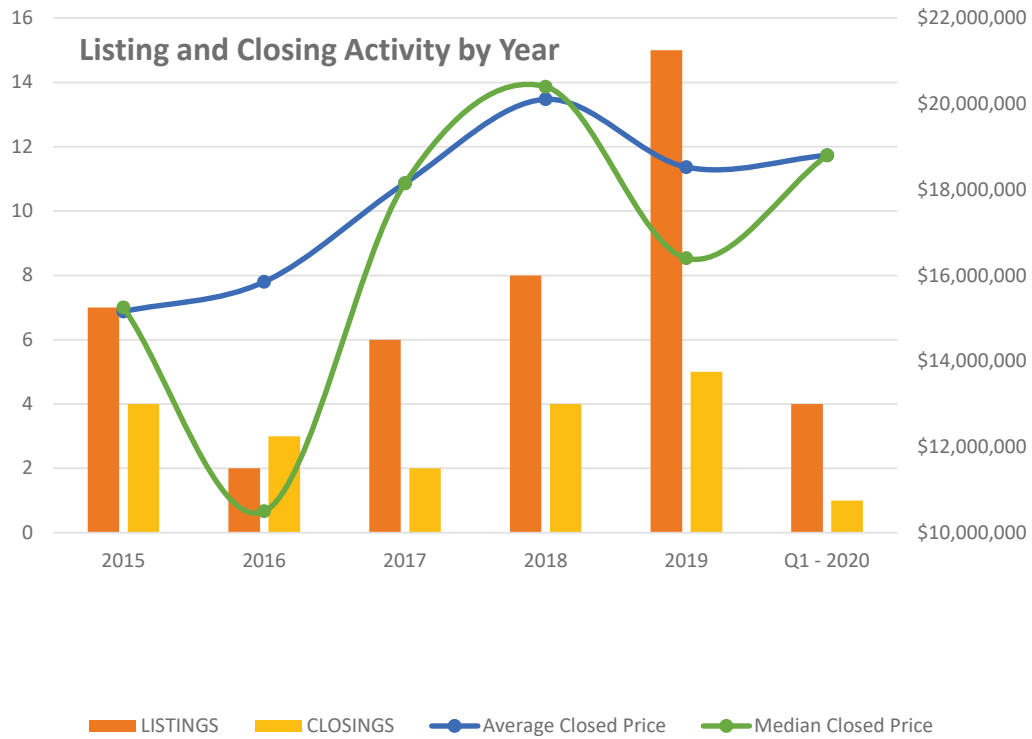
Median Selling Price

6435 to 18868

Square Foot Range



Joe Richter 949 677-7722
CA DRE 01744150 01980301



About

Crystal Cove Custom Homes

Best of the Best, Est Est (latin phrase translates Best Best), The End of the Line, No Mas.

Median price at \$16,400,000

Maximum price \$38,000,000

	Median Closed Price	Closed Price vs. Original Price	Closed Units	Average Days on Market	Average Sq. Ft.
Q1 2020	\$18,800,000		1	165	10,172
2019	\$16,400,000	(1.5%)	5	193	10,619
2018	\$20,400,000	(9.3%)	4	139	11,896
2017	\$18,150,000	(12.4%)	2	147	12,418
2016	\$10,500,000	6.7%	3	151	14,625
2015	\$15,250,000	(28.3%)	4	38	12,303
2020 vs. 2019					
Change	(19.6%)		25.0%	38.6%	(10.7%)