

Q1 - 2020
Newport Beach
West Bay & Santa Ana Heights

Market Update



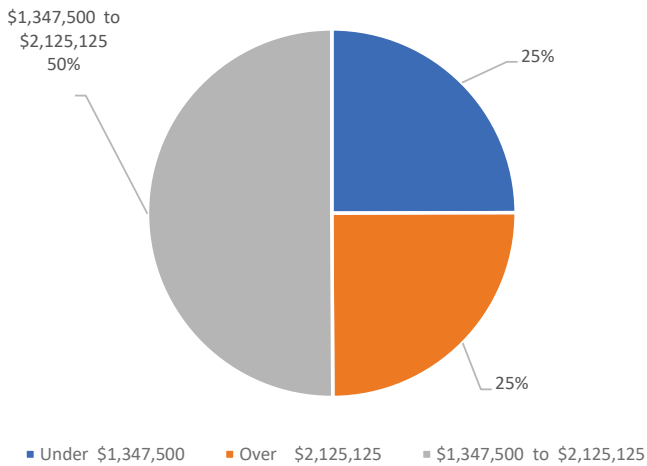
Newport Beach

West Bay / Santa Ana Heights

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Market Snapshot

1/1/15 to 03/31/20

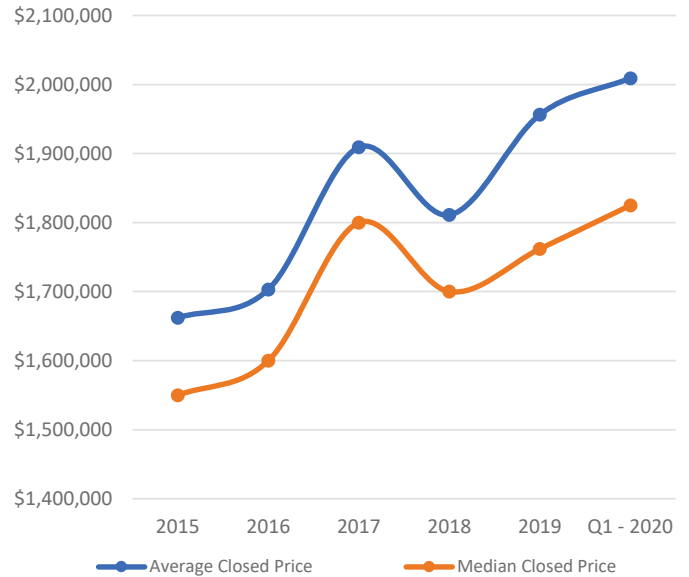


Sales Volume by Price Category

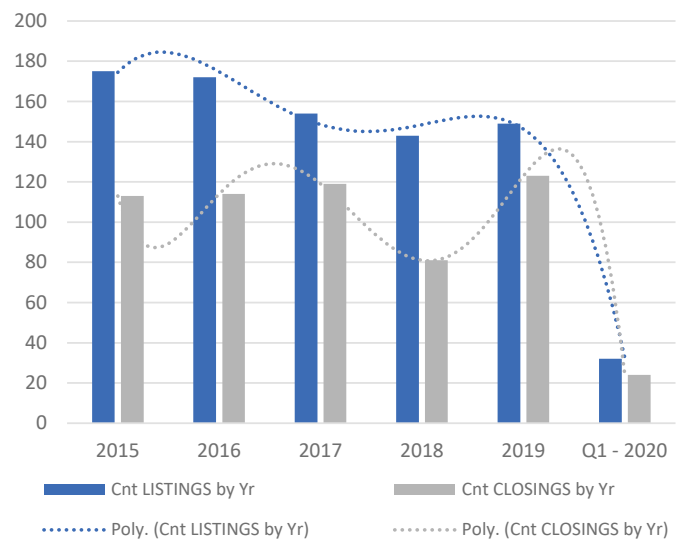
2015 through 2020

Percentage	Price Category	Count
25%	Under \$1,347,500	143
25%	Over \$2,125,125	143
50%	\$1,347,500 to \$2,125,125	286
		<u>572</u>

Newport Beach West Bay & Santa Ana Heights



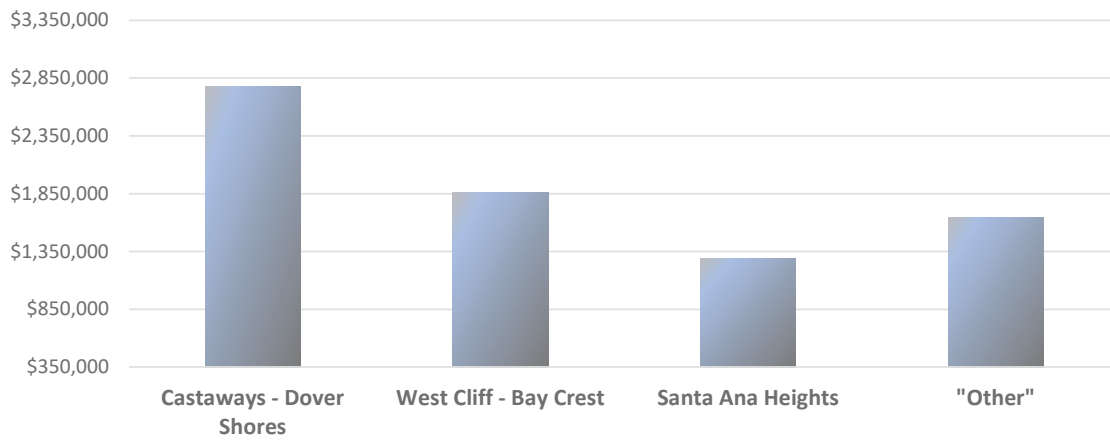
Median Selling Price vs. Average Selling Price



Listings vs. Closings

Comparison by Neighborhood

Q1 - 2020



Median Selling Price

\$2.78M Castaways - Dover Shores

\$1.86M West Cliff - Bay Crest

\$1.29M Santa Ana Heights

\$1.65M "Other"

Q1 - 2020

at a
glance

Castaways - Dover Shores

Newport Beach

0.3%

Change in Median Pricing
2019 vs. 2018

2019 Results

79

Average Days on Market (2019)

15

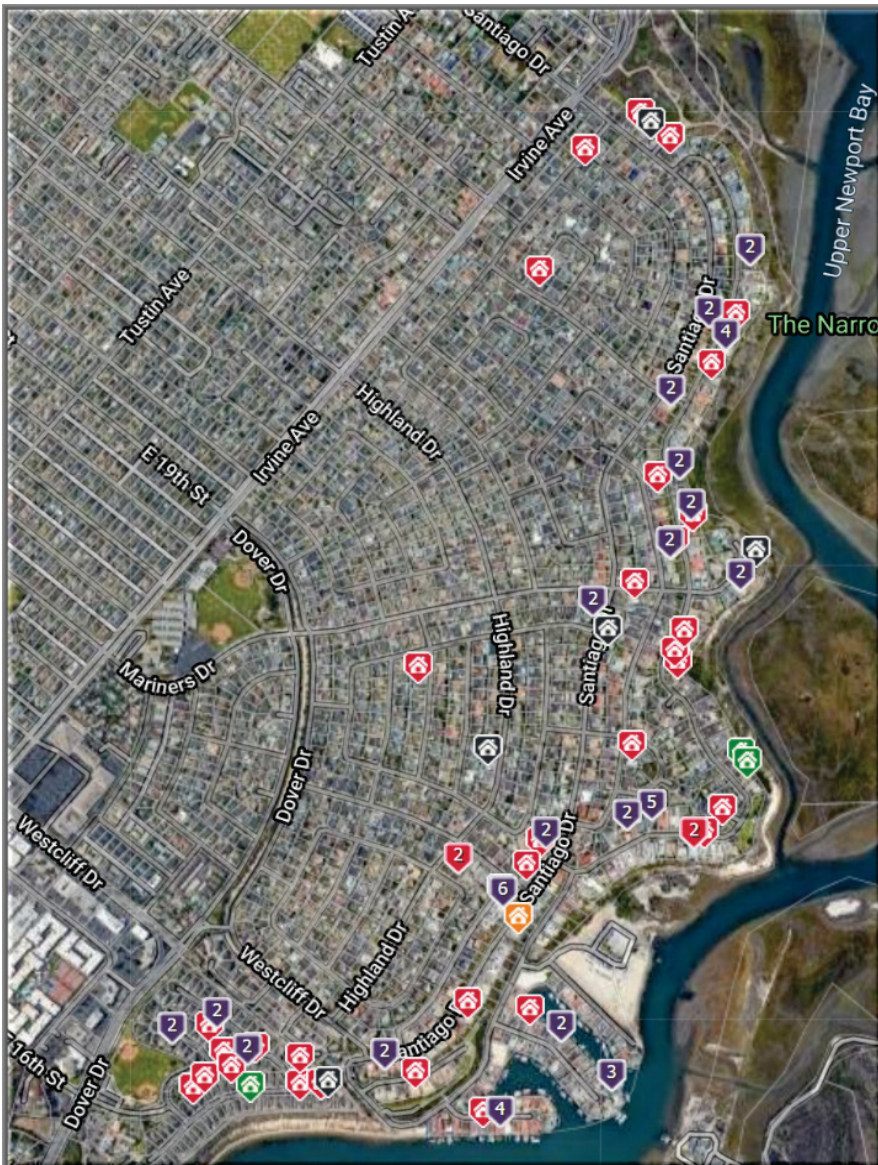
Units Sold / Closed

\$2,775,000

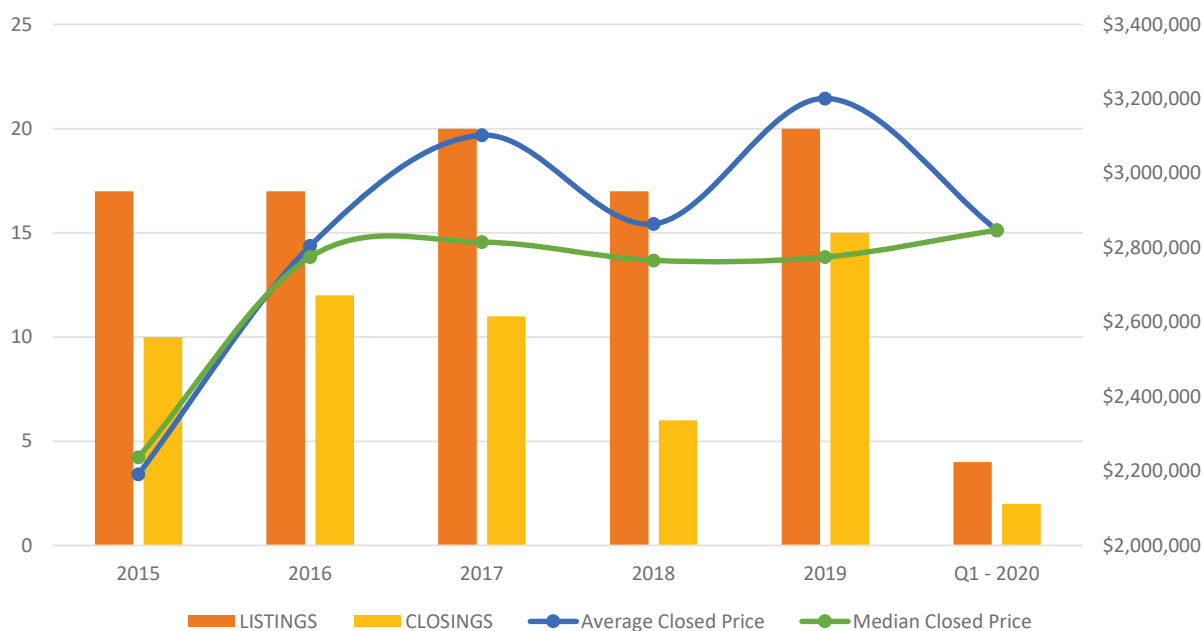
Median Selling Price

2172 to 4000

Square Foot Range



Listing and Closing Activity by Year



About

Castaways - Dover Shores

Dover Shores itself is a small enclave of Newport Beach known for its panoramic views of the Upper Newport Back Bay. The community includes 73 waterfront homes with direct access to the bay with private docks and boat slips — it's a tight-knit community where it's common to see cyclists zooming by and families out walking their dogs. The community boasts three beaches with summer lifeguard service, including North Star and Larry's Beach, which are family friendly, private and quiet. The homes in this community are all special. You won't find any cookie-cutter tract homes here. Instead, you'll find a mix of modern homes, midcentury styles and properties inspired by Spanish and Mediterranean architecture.

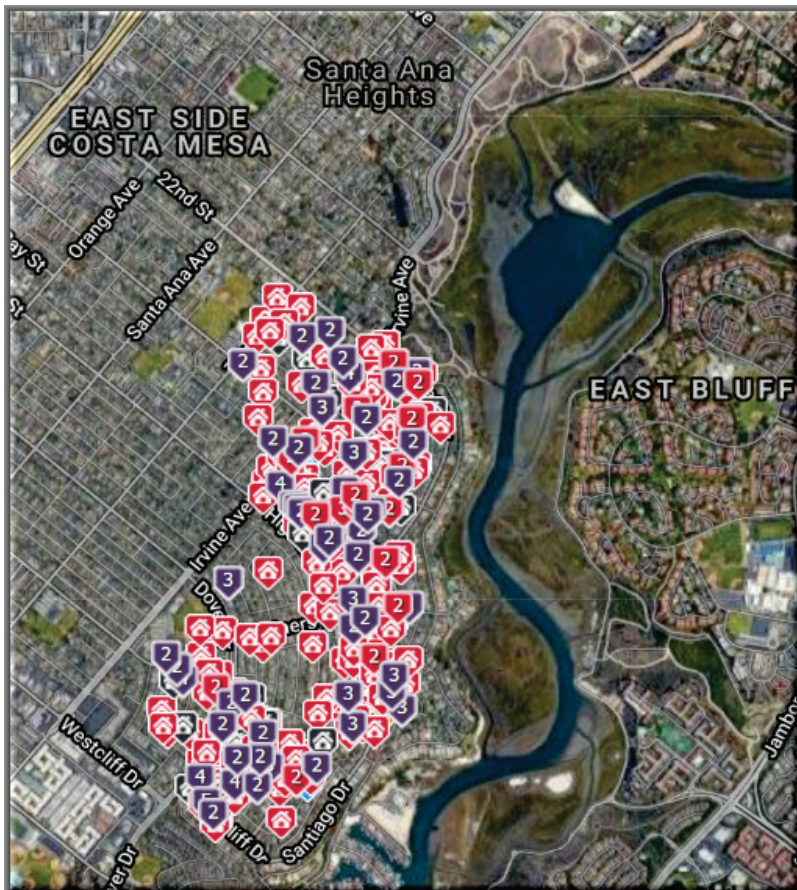
Castaways was the last production builder area in this section of Newport that was developed in the mid 1990's, on the south border of Dover Shores that shares the views and price points.

Year	Median Closed Price	Closed Price vs. Original Price	Closed Units	Average Days on Market	Average Sq. Ft.
Q1 - 2020					
Q1 2020	\$2,847,500		2	54	3,759
2019	\$2,775,000	(10.0%)	15	79	3,337
2018	\$2,766,000	(16.5%)	6	119	3,312
2017	\$2,815,000	(15.4%)	11	77	3,481
2016	\$2,775,000	(14.3%)	12	75	3,346
2015	\$2,237,438	(14.5%)	10	72	3,109
2019 vs. 2018					
Change	0.3%		150.0%	(33.4%)	0.7%

Q1 - 2020

at a
glance

West Cliff - Bay Crest
Newport Beach



(0.5%)

Change in Median Pricing
2019 vs. 2018

2019 Results

55

Average Days on Market (2019)

48

Units Sold / Closed

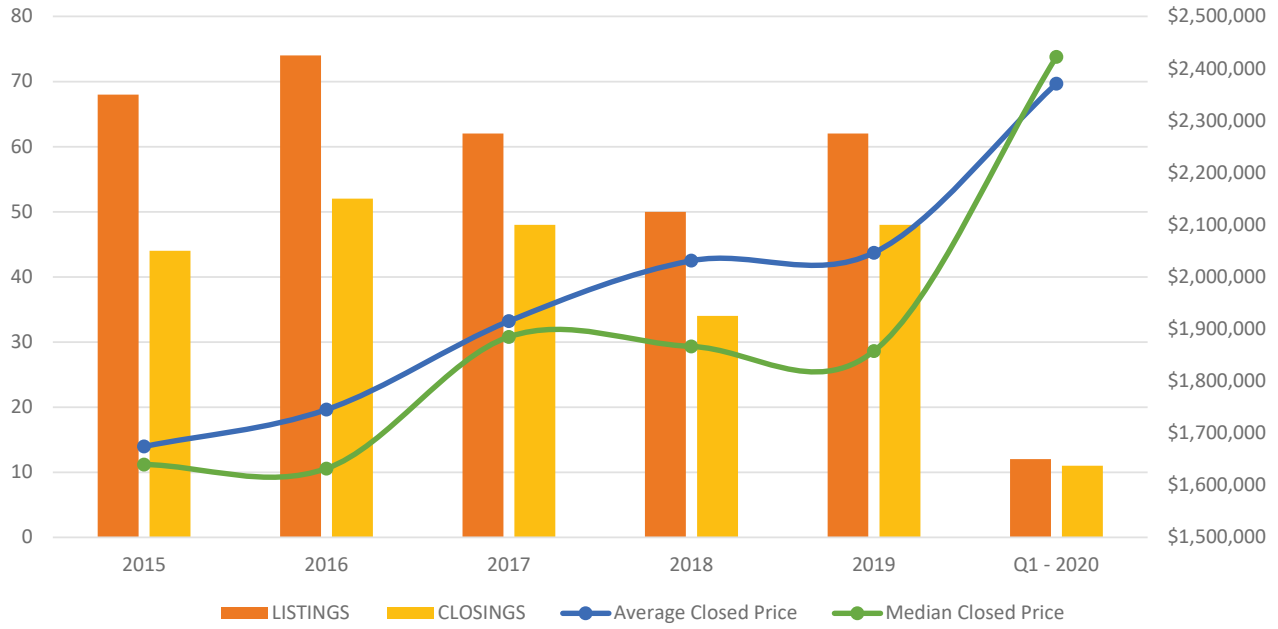
\$1,857,500

Median Selling Price

1255 to 4000

Square Foot Range

Listing and Closing Activity by Year



About

West Cliff - Bay Crest

The West Cliff, Bay Crest subdivisions are adjacent to Dover Shores and share many of the lifestyle characteristics.

Year	Median Closed Price	Closed Price vs. Original Price	Closed Units	Average Days on Market	Average Sq. Ft.
Q1 2020	\$2,422,375	3.8%	11	22	2,917
2019	\$1,857,500	(20.7%)	48	55	2,642
2018	\$1,866,480	(8.9%)	34	89	2,692
2017	\$1,885,000	(5.2%)	48	62	2,660
2016	\$1,632,250	(5.2%)	52	83	2,515
2015	\$1,640,000	(17.4%)	44	77	2,696

Q1 - 2020

at a
glance

Santa Ana Heights
Newport Beach

(3.3%)

Change in Median Pricing
2019 vs. 2018

2019 Results

61

Average Days on Market (2019)

33

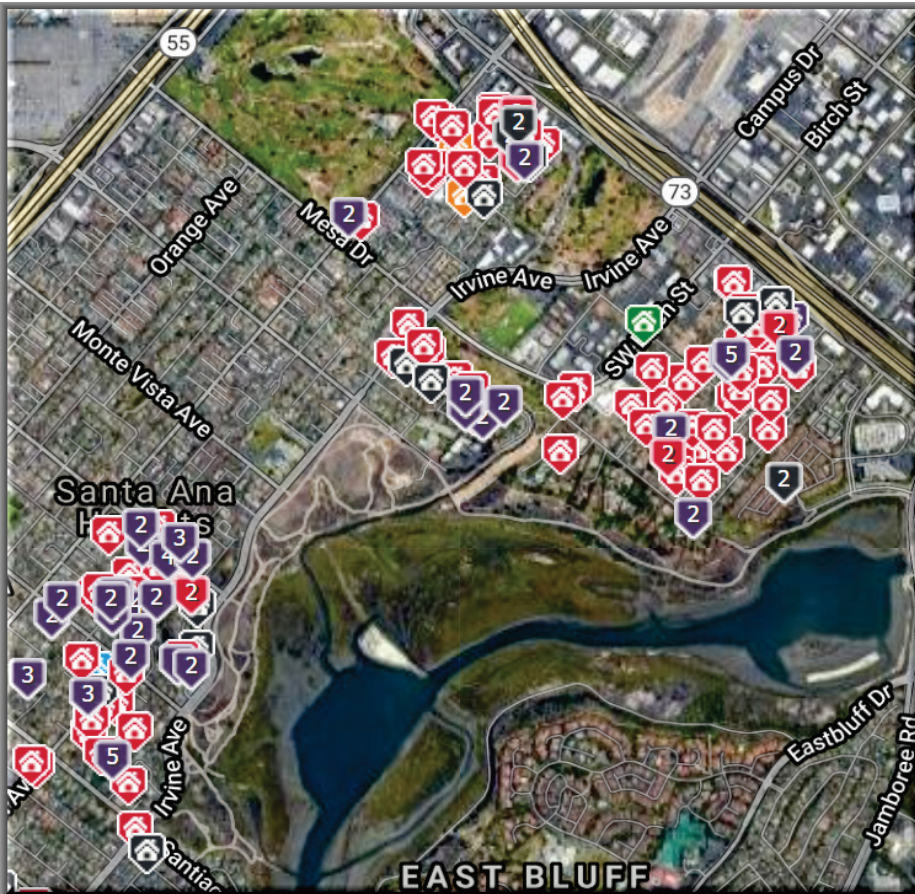
Units Sold / Closed

\$1,285,000

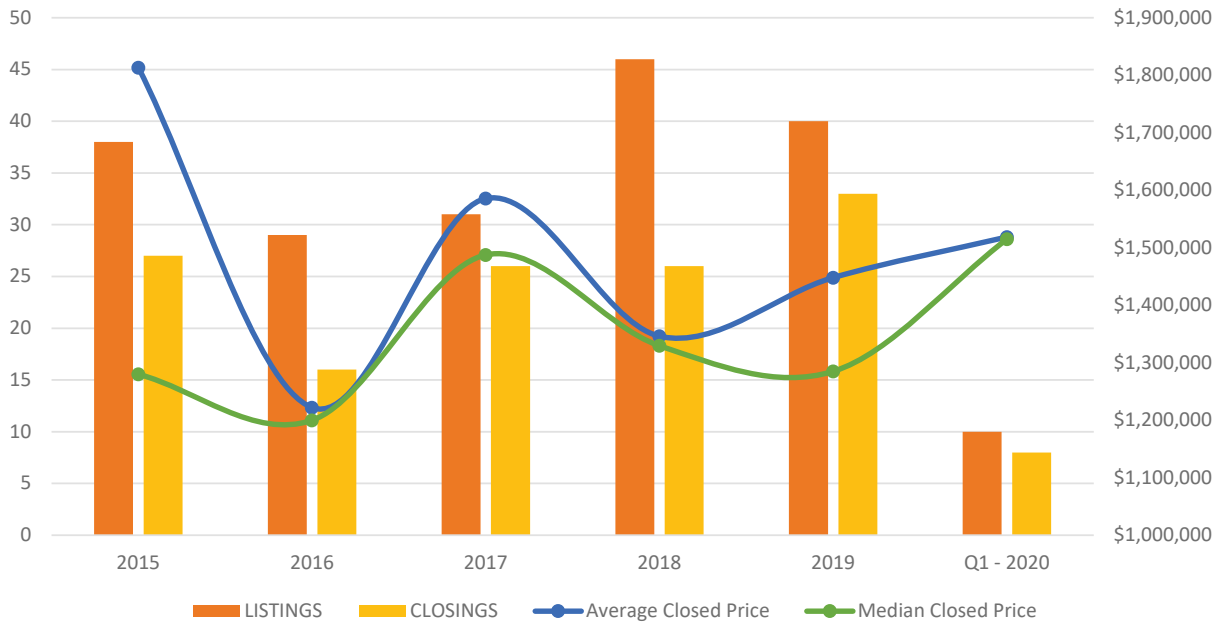
Median Selling Price

1200 to 4000

Square Foot Range



Listing and Closing Activity by Year



About

Santa Ana Heights

SAH is a jig saw puzzle of city boundaries created by city streets differentiating Newport Beach from East Side Costa Mesa.

The zigs and zags are frequent, so frequent only long-time residents probably really know the demarcations.

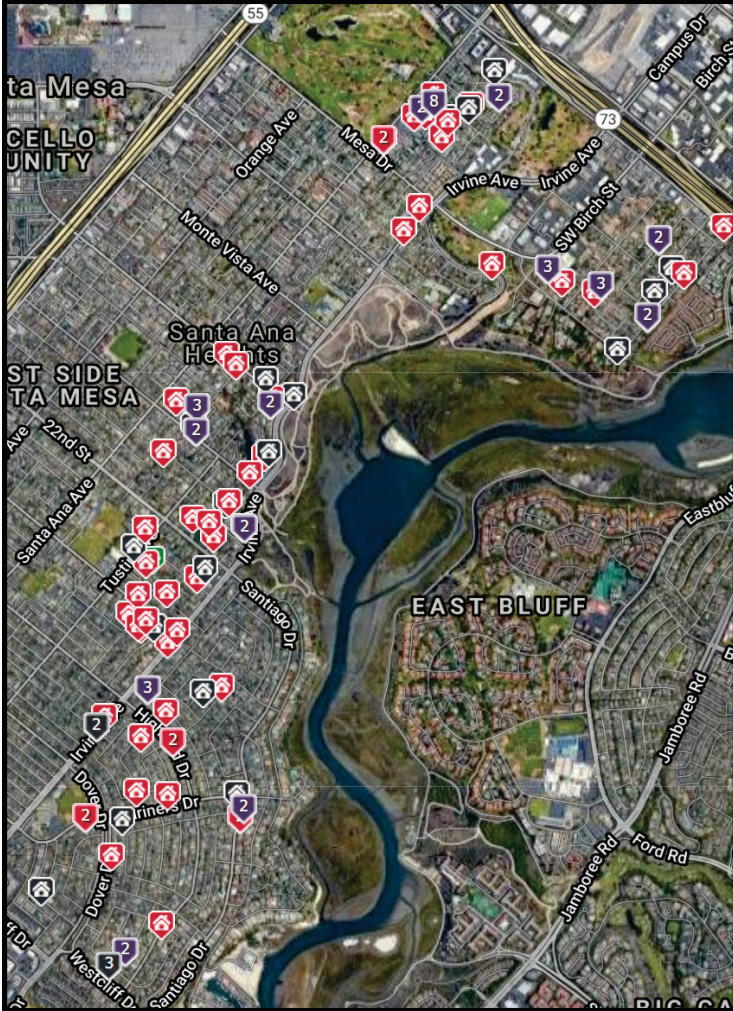
Directly off the end of the John Wayne Airport's runway, some homes at the very north end have quite noticeable airport noise.

	Median Closed Price	Closed Price vs. Original Price	Closed Units	Average Days on Market	Average Sq. Ft.
Q1 - 2020					
Q1 2020	\$1,515,000	4.9%	8	17	2,156
2019	\$1,285,000	(13.1%)	33	61	2,545
2018	\$1,329,500	(18.2%)	26	99	2,304
2017	\$1,487,500	(5.0%)	26	72	2,410
2016	\$1,200,000	(11.3%)	16	129	2,450
2015	\$1,280,000	(11.8%)	27	84	2,516

Q1 - 2020

at a
glance

"Other"
Newport Beach



49.6%

Change in Median Pricing
2019 vs. 2018

2019 Results

95

Average Days on Market (2019)

12

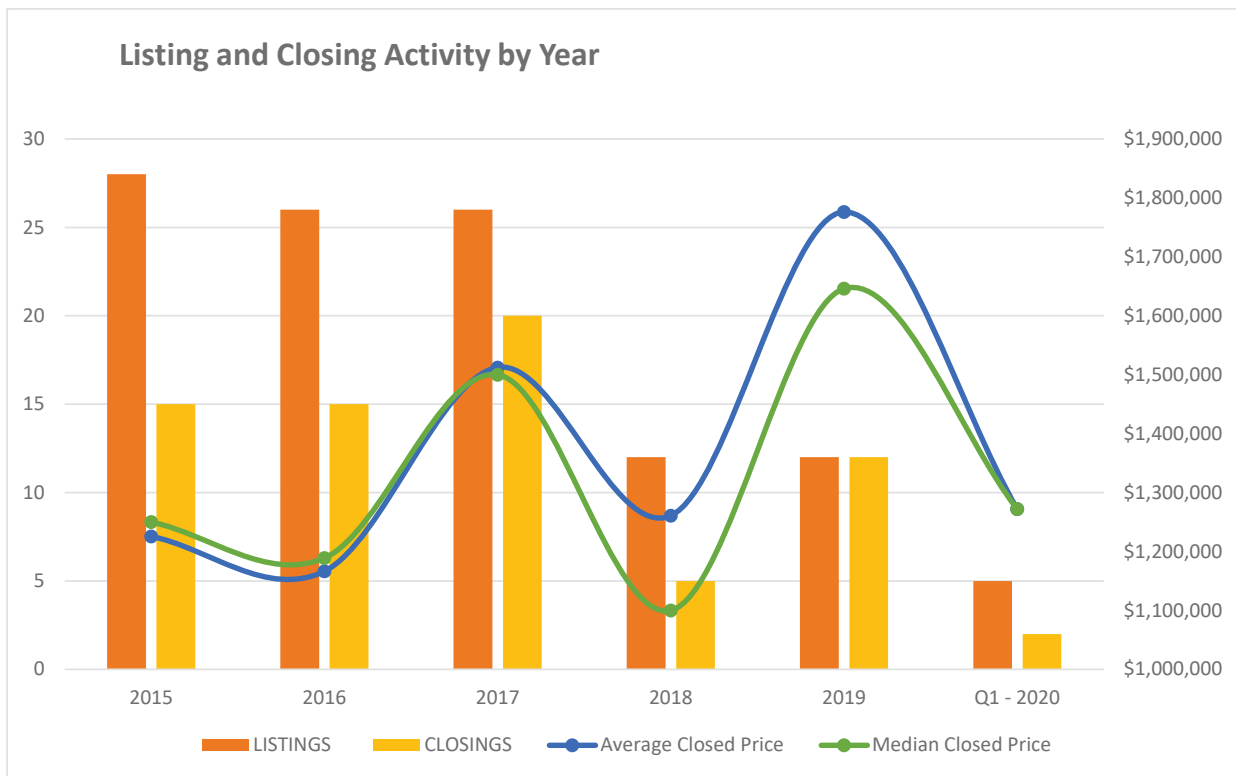
Units Sold / Closed

\$1,646,000

Median Selling Price

1200 to 3908

Square Foot Range



About

"Other"

Other is a catch-all definition offered by the MLS as an option for agents to use when they do not know the area in which a home they are listing is located.

As seen in the map, homes with this designation are strewn across the entire West Bluff / Santa Ana Heights area.

Q1 - 2020	Median Closed Price	Closed Price vs. Original Price	Closed Units	Average Days on Market	Average Sq. Ft.
Q1 2020	\$1,271,863		2	86	
2019	\$1,646,000	(4.4%)	12	95	2,366
2018	\$1,100,000	(14.2%)	5	76	2,139
2017	\$1,500,000	(4.7%)	20	102	2,168
2016	\$1,189,000	(9.3%)	15	68	2,290
2015	\$1,250,000	(13.8%)	15	31	2,338
2019 vs. 2018					
Change	49.6%		140.0%	25.5%	10.6%