

Q1 - 2020
Newport Coast
All

Market Update



Newport Coast

Central Area

Sancerre, St Michel

Upper Areas

Belcara, Campobello, Monserrat, Provence, Rivage, San Laurent, Tesoro

Core Areas

Aubergine, Civita, Costa Azul, Cypress, Newport Ridge, Estates, Pienza, Pointe, Santa Lucia, Sausalito, Serena

Canyon Rim

Cassis, Fiano, Pelican Ridge, Pelican Ridge Estates, Perazul

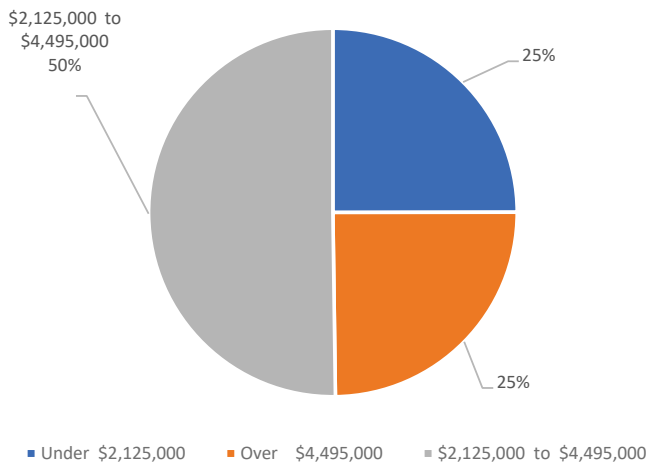
Customs – Golf and Ocean Frontage

Pelican Hill, Pelican Point and Pelican Crest

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Market Snapshot

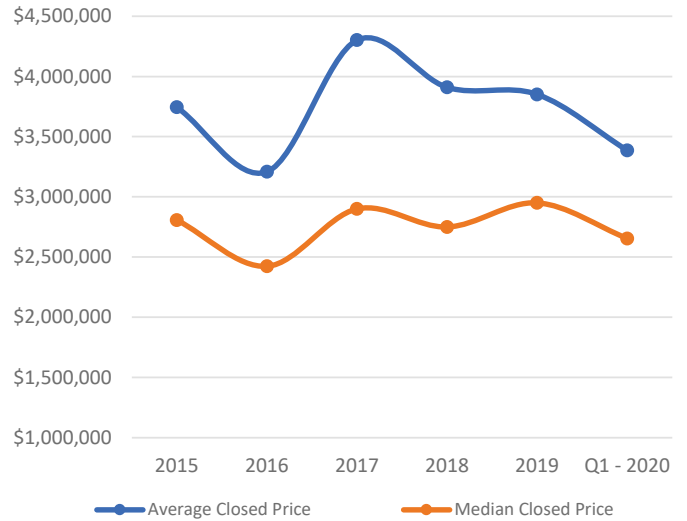
2015 Q1 | 2020



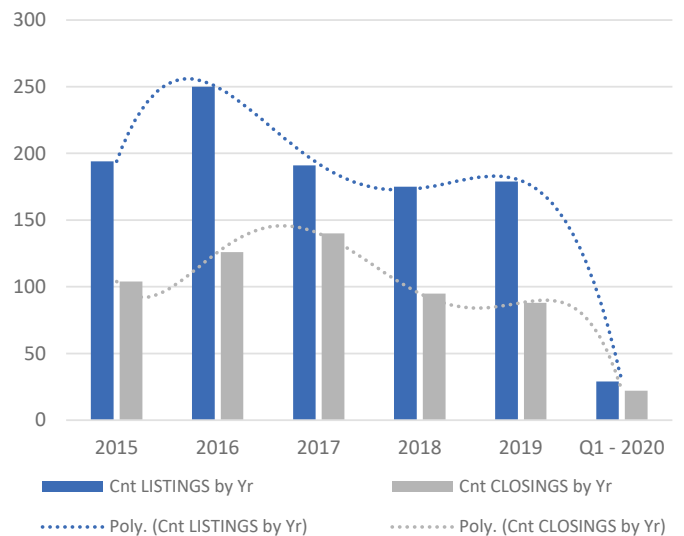
Sales Volume by Price Category
2015 Q1 | 2020

Percentage	Price Category	Count
25%	Under \$2,125,000	143
25%	Over \$4,495,000	142
50%	\$2,125,000 to \$4,495,000	291
		<u>576</u>

Newport Coast All



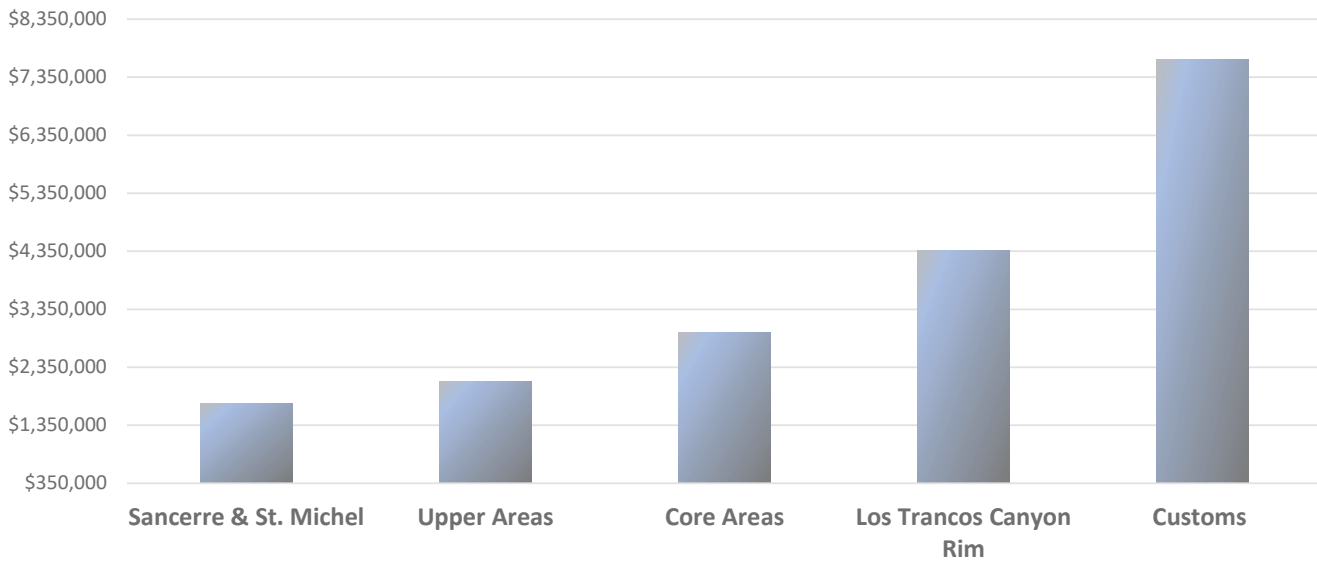
Median Selling Price vs. Average Selling Price



Listings vs. Closings

Comparison by Neighborhood

Q1 - 2020



Median Selling Price

\$1.72M Sancerre & St. Michel

\$2.11M Upper Areas

\$2.95M Core Areas

\$4.36M Los Trancos Canyon Rim

\$7.65M Customs

Upper Areas: Belcara, Campobello, Montserrat, Provence, Rivage, St. Laurent, Tesoro Crest, Tesoro Villas

Core Areas: Aubergine, Civita, Costa Azul, Cypress, Newport Ridge Estates, Pienza, Pointe, Santa Lucia, Sausalito, Serena

Los Trancos Canyon Rim: Cassis, Fiano, Pelican Ridge, Pelican Ridge Estates, Perazul

Customs : Pelican Hill, Pelican Point, Pelican Crest

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CA DRE 01744150 01980301

Q1 - 2020

at a
glance

Sancerre & St. Michel Newport Coast

7.4%

Change in Median Pricing
2019 vs. 2018

2019 Results

88

Average Days on Market (2019)

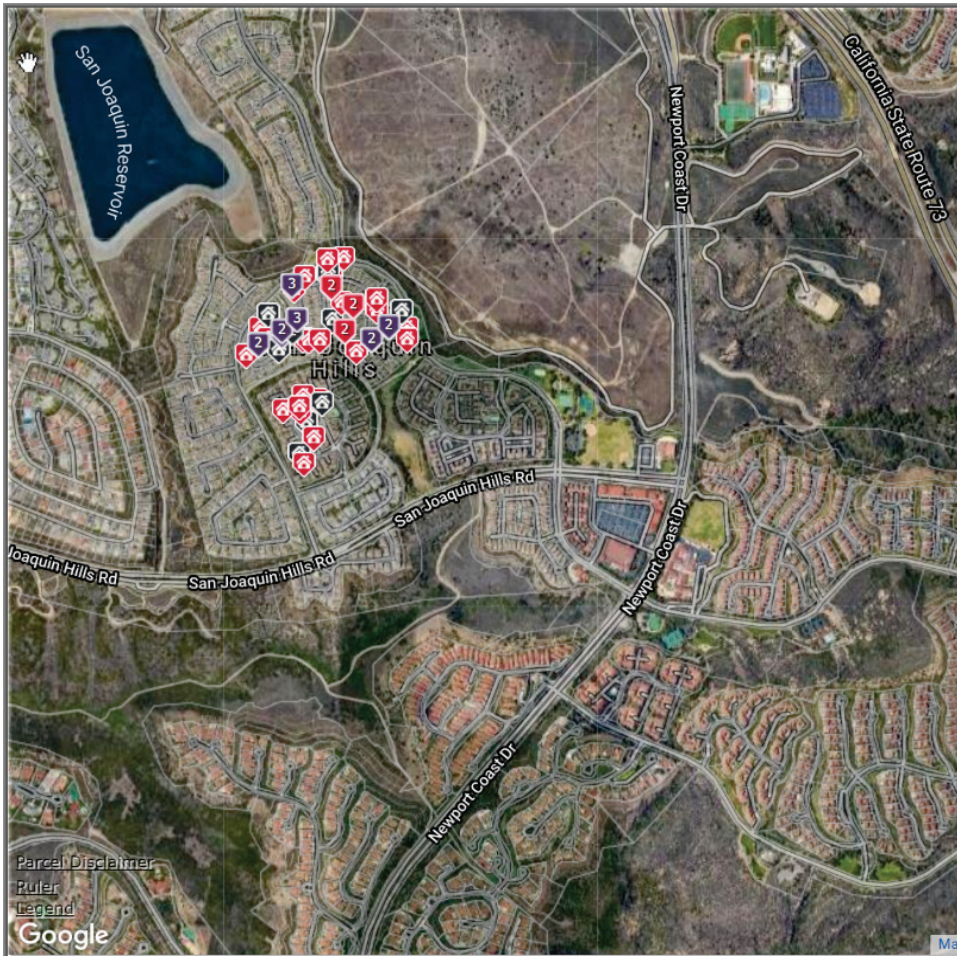
5

Units Sold / Closed

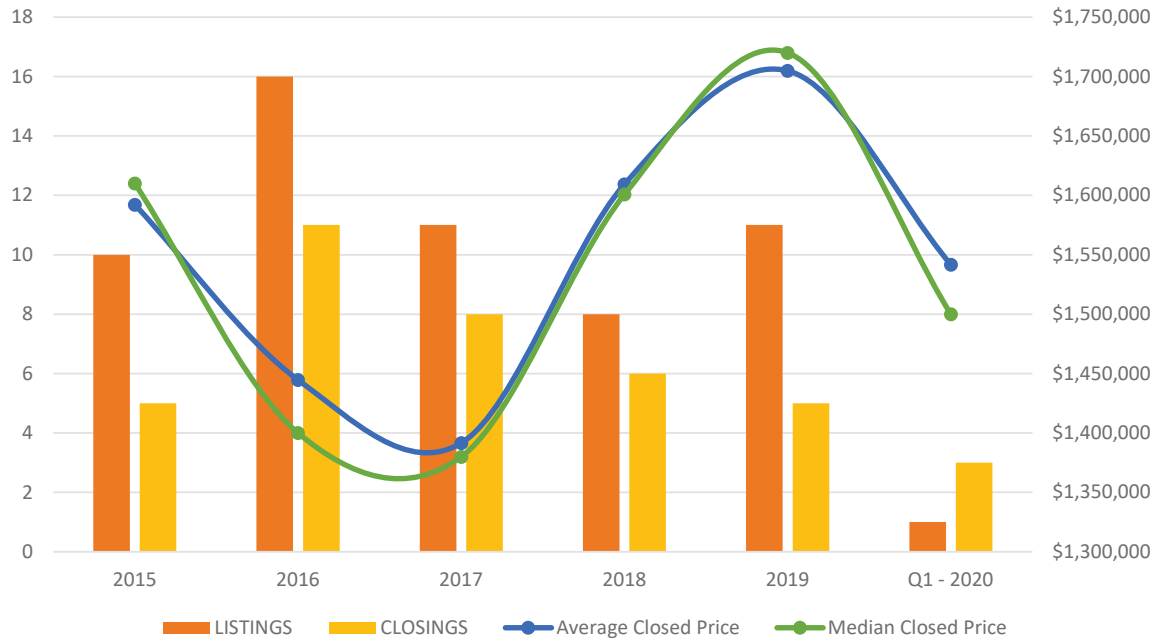
\$1,720,000

Median Selling Price

1346 to 2955
Square Foot Range



Listing and Closing Activity by Year



About

Sancerre & St. Michel

When production homes started in Newport Coast in the early 1990s the nation was in a recession. Orange County was consequentially more affordable. The Irvine Company and City of Newport Beach designed and entitled a section of homes that would be the most affordable in Newport Coast, assuming of course, if you can call homes with a median price \$1,720,000 homes affordable. These are generally the smallest square footage single family homes in Newport Coast.

Year	Median Closed Price	Closed Price vs. Original Price	Closed Units	Average Days on Market	Average Sq. Ft.
Q1 - 2020					
2020	\$1,500,000	(9.0%)	3	43	2,275
2019	\$1,720,000	4.9%	5	88	2,153
2018	\$1,600,750	(3.8%)	6	59	2,217
2017	\$1,380,000	(15.3%)	8	80	2,300
2016	\$1,400,000	(2.3%)	11	80	2,112
2015	\$1,610,000	(3.2%)	5	67	2,459
2019 vs. 2018					
Change	7.4%		(16.7%)	50.4%	(2.9%)

Q1 - 2020

at a glance

Upper Areas Newport Coast

Neighborhoods

Belcara, Campobello, Montserrat, Provence
Rivage, St. Laurent, Tesoro Crest, Tesoro Vill

(8.6%)

Change in Median Pricing
2019 vs. 2018

2019 Results

84

Average Days on Market (2019)

28

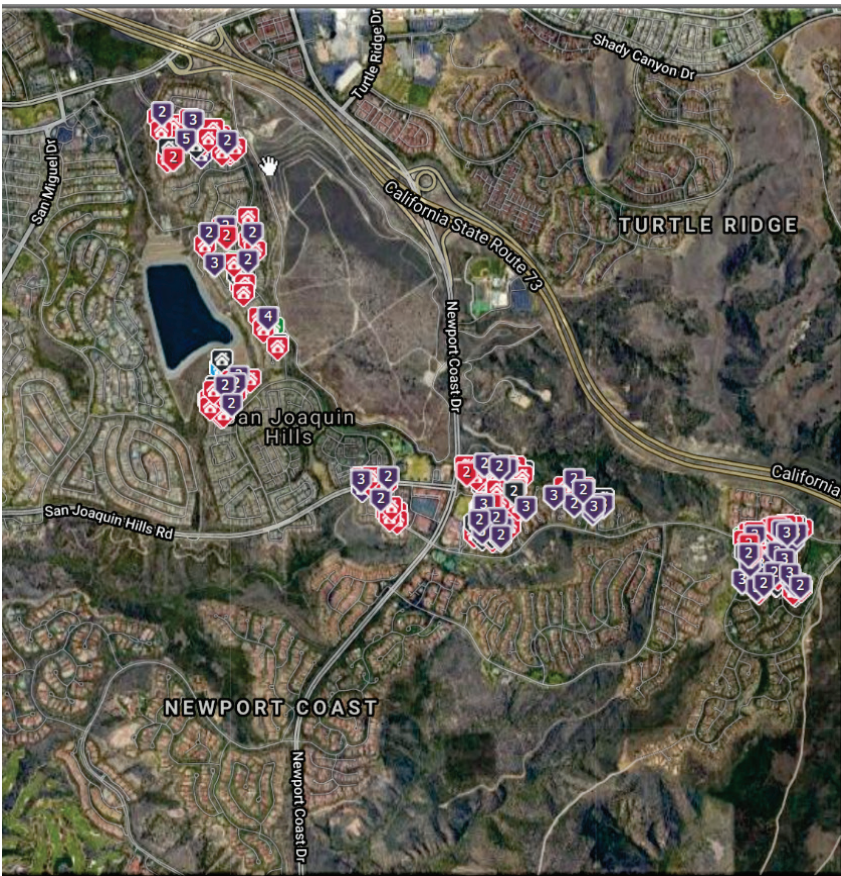
Units Sold / Closed

\$2,112,500

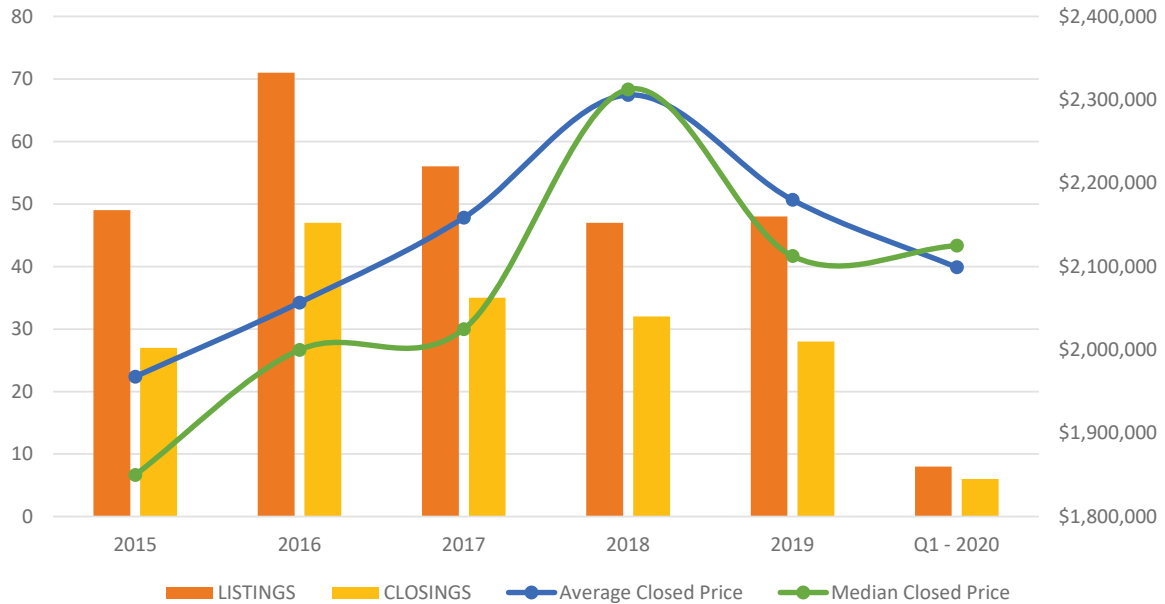
Median Selling Price

2190 to 4691

Square Foot range



Listing and Closing Activity by Year



About

Upper Areas

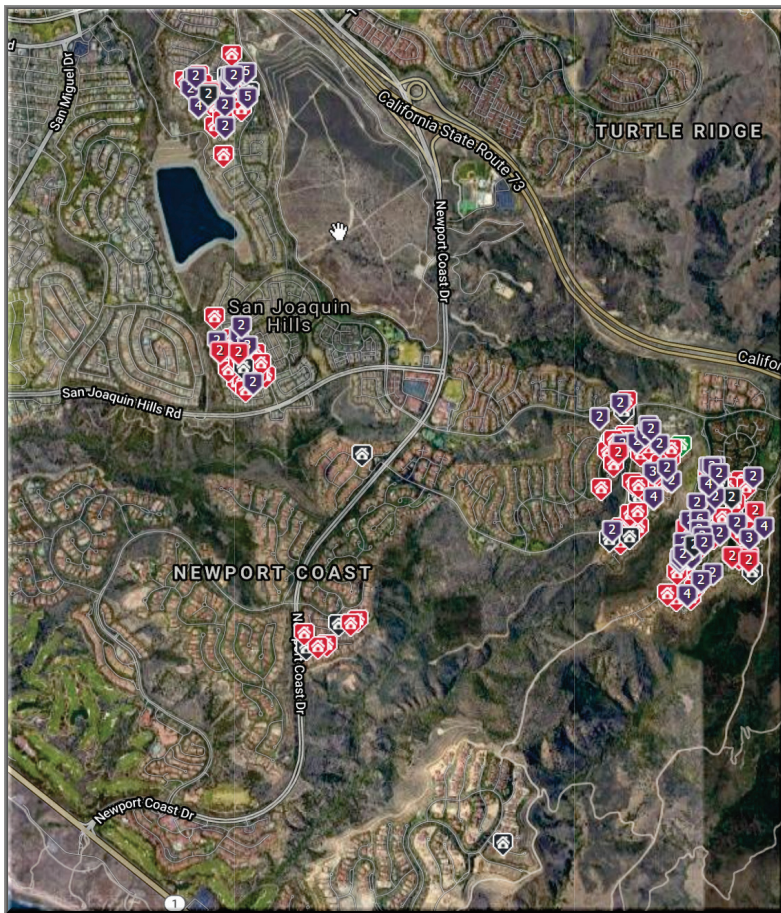
Continuing the idea of density and affordability as shown on the map are at the top of the canyon and are a little larger than the Central Areas but still smaller in size. They have good access to transportation corridors and views.

Q1 - 2020	Median Closed Price	Closed Price vs. Original Price	Closed Units	Average Days on Market	Average Sq. Ft.
2020	\$2,125,000	(20.2%)	6	20	3,197
2019	\$2,112,500	(6.6%)	28	84	2,872
2018	\$2,312,500	(5.7%)	32	96	2,992
2017	\$2,025,000	(10.1%)	35	94	3,051
2016	\$2,000,000	(6.5%)	47	77	2,891
2015	\$1,850,000	(9.4%)	27	113	3,003

Q1 - 2020

at a glance

Core Areas Newport Coast



Neighborhoods

Aubergine, Civita, Costa Azul, Cypress
Newport Ridge Estates, Pienza, Pointe
Santa Lucia, Sausalito, Serena

8.2%

Change in Median Pricing
2019 vs. 2018

2019 Results

91

Average Days on Market (2019)

19

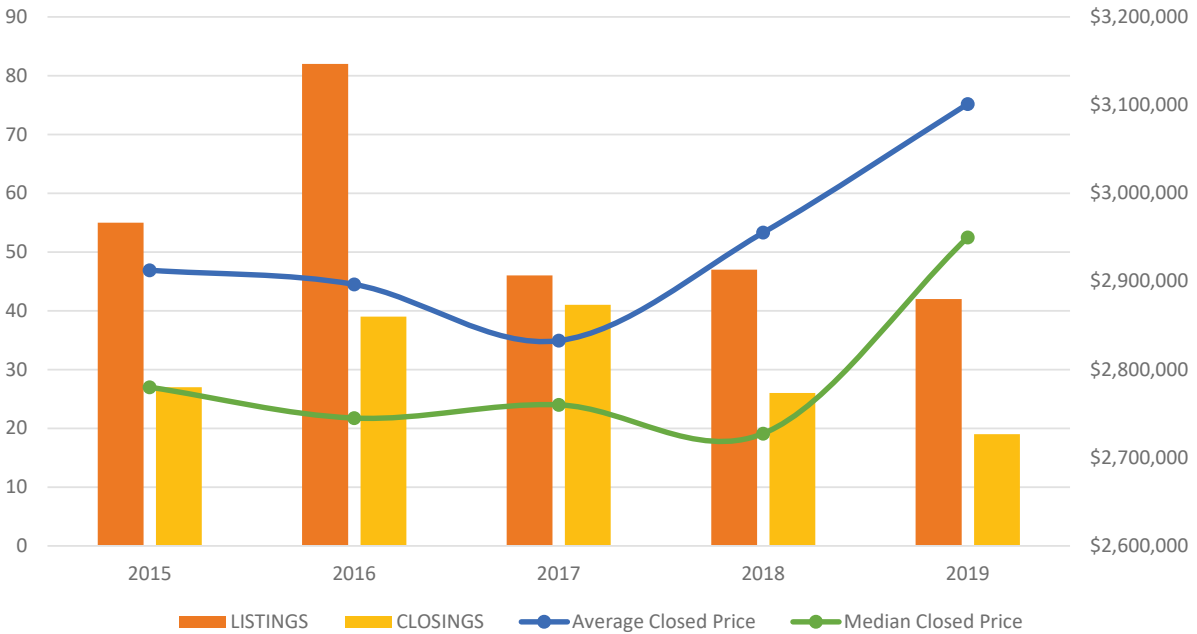
Units Sold / Closed

\$2,950,000

Median Selling Price

2560 to 6400
Square Root Range

Listing and Closing Activity by Year



About

Core Areas

With these homes we start to see slightly larger square footage averages and more consistent ocean views with premiums.

Q1 - 2020	Median Closed Price	Closed Price vs. Original Price	Closed Units	Average Days on Market	Average Sq. Ft.
2020	\$2,710,000	(13.4%)	5	33	4,079
2019	\$2,950,000	(6.9%)	19	91	3,889
2018	\$2,727,500	(12.1%)	26	125	3,949
2017	\$2,760,000	(7.7%)	41	77	3,823
2016	\$2,745,000	(8.3%)	39	105	3,829
2015	\$2,780,000	(3.3%)	27	85	3,881

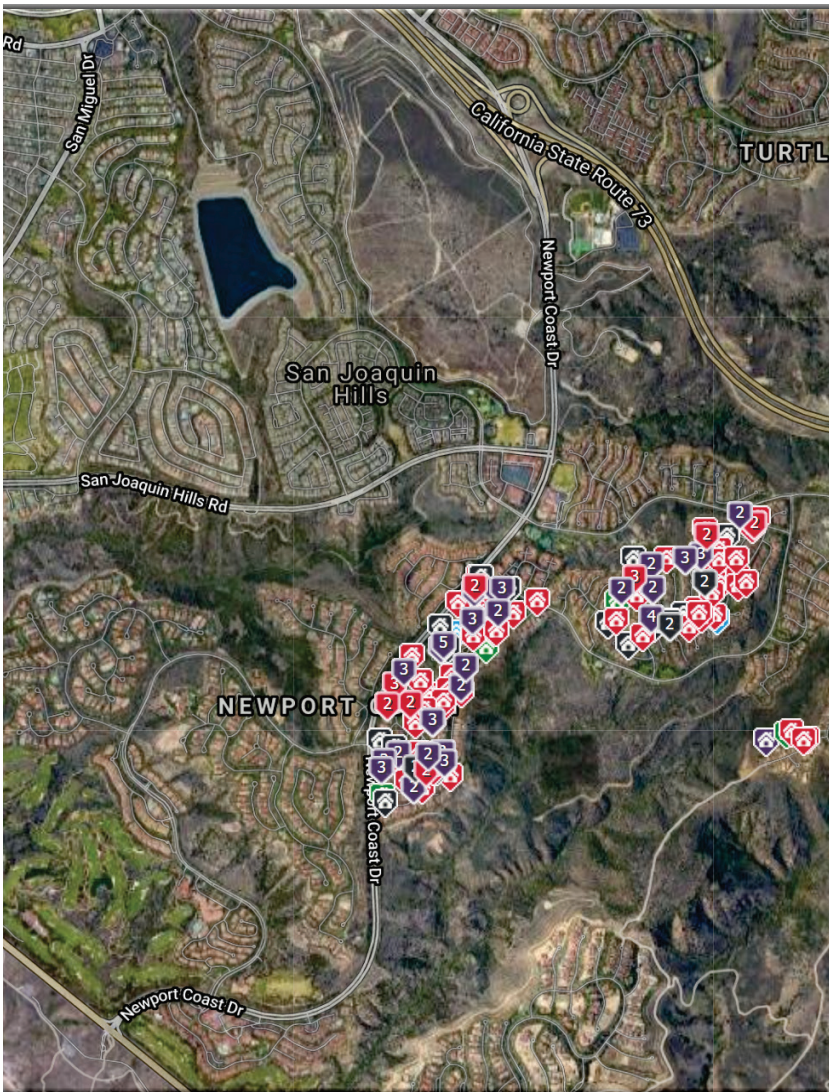
Q1 - 2020

at a
glance

Los Trancos Canyon Rim Newport Coast

Neighborhoods

Cassis, Fiano, Pelican Ridge
Pelican Ridge Estates, Perazul



0.7%

Change in Median Pricing
2019 vs. 2018

2019 Results

119

Average Days on Market (2019)

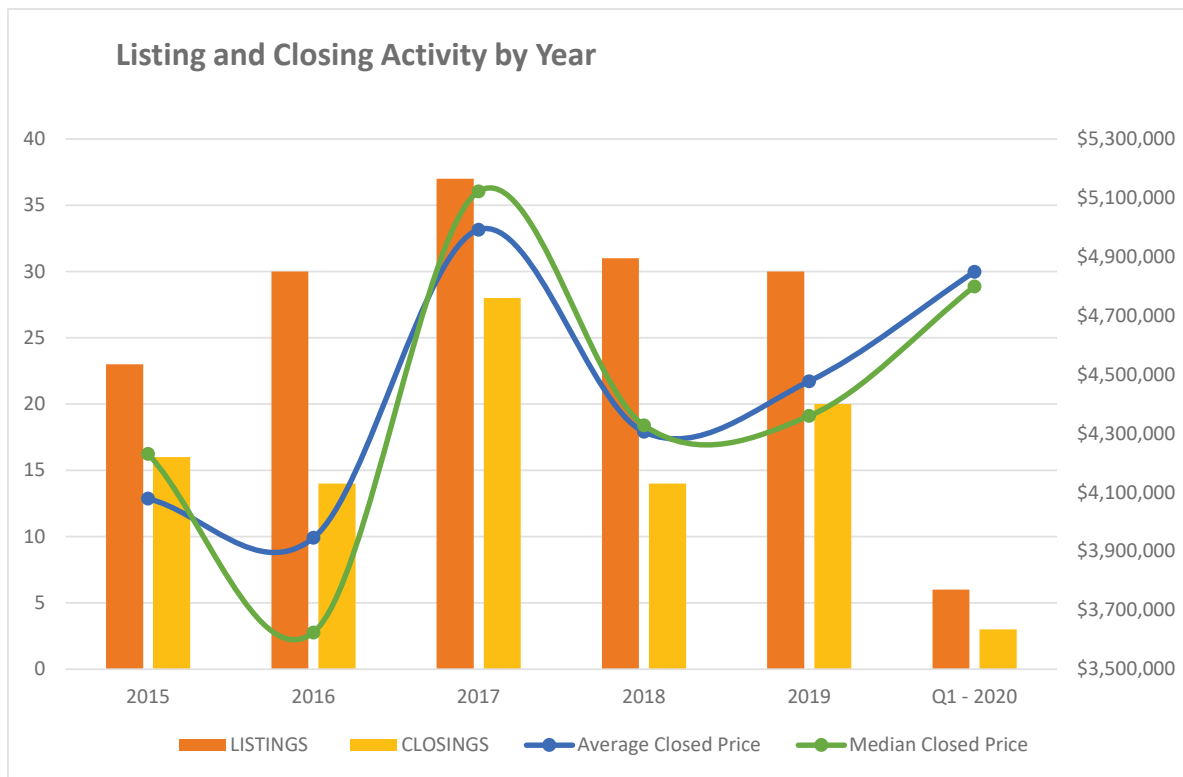
20

Units Sold / Closed

\$4,360,000

Median Selling Price

2644 to 8471
Square Foot Range



About

Los Trancos Canyon Rim

Originally intended to be the largest production homes, due to the recession when the first development areas were released, the Pelican Ridge sections on the north (left as seen in the image) of the canyon was converted to a custom home section. As the economy improved, the production home concept was reimplemented.

Q1 - 2020	Median Closed Price	Closed Price vs. Original Price	Closed Units	Average Days on Market	Average Sq. Ft.
2020	\$4,800,000	8.4%	3	137	4,343
2019	\$4,360,000	(1.9%)	20	119	4,515
2018	\$4,328,084	(29.7%)	14	122	4,598
2017	\$5,122,500	(3.5%)	28	135	5,107
2016	\$3,625,000	(13.8%)	14	120	4,727
2015	\$4,231,250	(0.5%)	16	38	5,205
2019 vs. 2018					
Change	0.7%		42.9%	(2.5%)	(1.8%)

Q1 - 2020

at a
glance

Customs
Newport Coast

(23.4%)

Change in Median Pricing
2019 vs. 2018

2019 Results

119

Average Days on Market (2019)

13

Units Sold / Closed

\$7,650,000

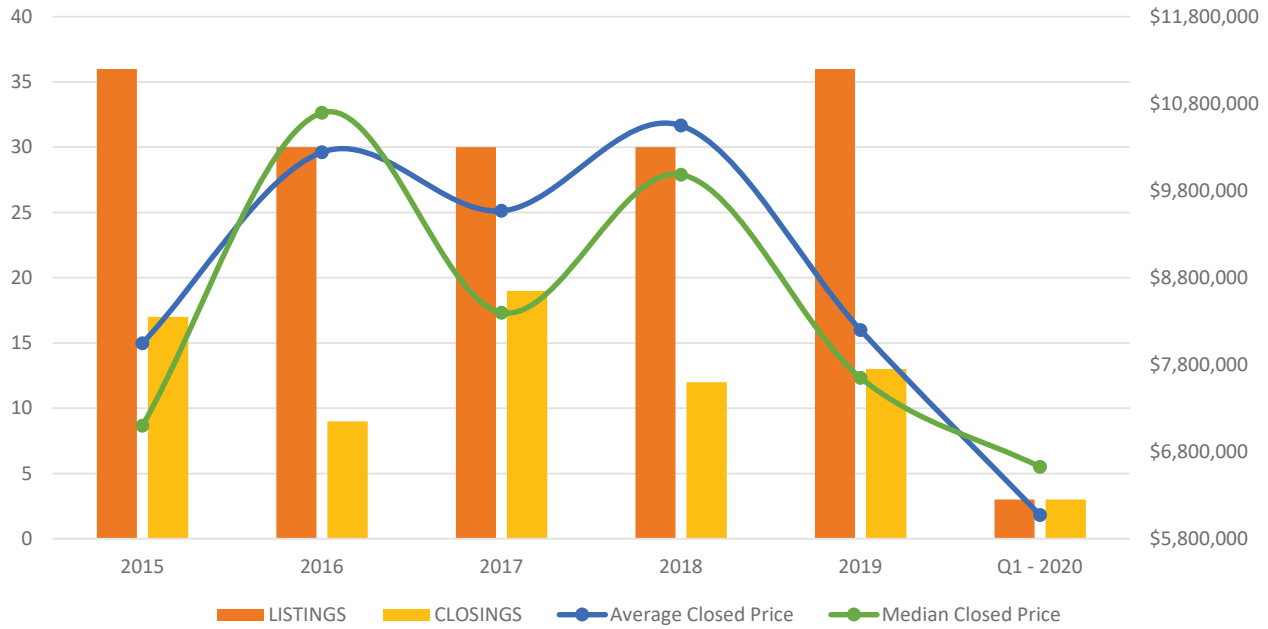
Median Selling Price

4380 to 19374

Square Foot Range



Listing and Closing Activity by Year



About

Pelican Hill, Pelican Point, Pelican Crest

Pelican Hill, Pelican Point and Pelican Crest were always intended to be custom homes.

With the largest lots, a location closest to the ocean so views are “in-your-face” stunning and with frontage on either the Pelican Hill Golf Club and the ocean, these lots were always intended to be the best of the best in Newport Coast.

At the time it was strongly believed these would be the last lots ever developed in the area. Unbelievably more than a decade later Crystal Cove received Coastal Commission approval increasing the

Year	Median Closed Price	Closed Price vs. Original Price	Closed Units	Average Days on Market	Average Sq. Ft.
Q1 - 2020					
2020	\$6,625,000	(44.9%)	3	137	9,798
2019	\$7,650,000	(35.4%)	13	119	8,482
2018	\$9,984,444	(21.7%)	12	122	8,340
2017	\$8,398,000	(17.9%)	19	135	8,901
2016	\$10,695,000	(32.8%)	9	120	8,655
2015	\$7,100,000	(22.9%)	17	38	8,997