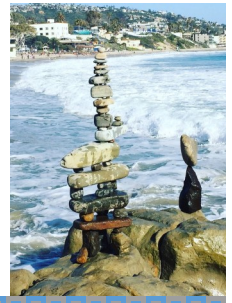




# Laguna Beach Real Estate

## February 2020 Sales Report

[Edition #56]



**SOLD MEDIAN** \$1,995,000 + 196,000 | **\$ PER SQ FT** \$1,003 + 47 | **SUPPLY** 6.5 MONTHS - 4.1 | **30-YEAR JUMBO** 3.65% - 4.1

### Median Sold Prices Rally \$545,000

Prices were up for the third straight month in February. The sold median rose \$196,000 to \$1,995,000 for a \$545,000 in increase since November. The median \$ per square foot was \$1,003. The median price reduction was \$235,000 or 7.8%.

For those of you keeping track that is the 22nd time in a row that the Short-Term Pending Indicator has accurately fore-

casted a short-term Laguna Beach price move.

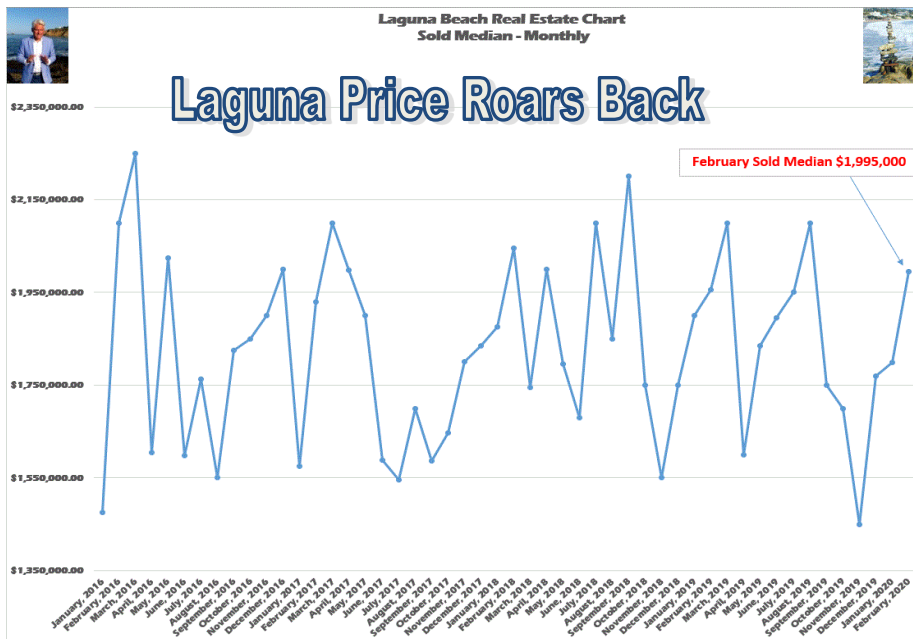
With historic low mortgage rates, a relatively low supply of homes, and a robust pipeline of pending deals in escrow, the outlook for the Laguna Beach real estate is quite bright.

Be sure to check out my website [www.LagunaGalleryRealEstate.com](http://www.LagunaGalleryRealEstate.com) all of my reports, videos, and charts.

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### Chart of the Month | Sold Median



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## Laguna Beach Real Estate

### February Closing Detail

Address	Date	Original Price	Closing Price	Reduction	% Reduct	\$ Sq Ft	DOM
31642 Jewel Avenue	2/3/2020	\$ 1,635,000	\$ 1,560,000	\$ 75,000	4.5%	\$ 920	1
22191 Rico Road	2/3/2020	\$ 3,149,000	\$ 2,700,000	\$ 449,000	14.2%	\$ 780	193
757 Coast View Drive	2/4/2020	\$ 2,795,000	\$ 2,431,250	\$ 363,750	13.0%	\$ 1,013	599
310 Emerald Bay	2/4/2020	\$ 3,650,000	\$ 3,565,000	\$ 85,000	2.3%	\$ 2,767	4
614 San Nicholas Court	2/6/2020	\$ 620,000	\$ 590,000	\$ 30,000	4.8%	\$ 410	98
1260 Brangwyn Way	2/5/2020	\$ 1,840,000	\$ 1,750,000	\$ 90,000	4.8%	\$ 1,093	17
917 Rembrandt	2/5/2020	\$ 2,195,000	\$ 1,950,000	\$ 245,000	11.1%	\$ 1,050	54
31345 Holly Drive	2/6/2020	\$ 2,895,000	\$ 2,695,000	\$ 200,000	6.9%	\$ 1,003	0
678 Alta Vista Way	2/7/2020	\$ 2,230,000	\$ 1,995,000	\$ 235,000	10.5%	\$ 997	136
2390 Temple Hills Drive	2/7/2020	\$ 2,895,000	\$ 2,325,000	\$ 570,000	19.6%	\$ 732	283
1175 Summit Drive	2/7/2020	\$ 3,895,000	\$ 3,300,000	\$ 595,000	15.2%	\$ 407	20
46 La Costa Court	2/10/2020	\$ 769,990	\$ 800,000	\$ (30,010)	-3.8%	\$ 498	130
954 Miramar St	2/10/2020	\$ 1,399,000	\$ 1,330,000	\$ 69,000	4.9%	\$ 814	54
31719 Coast	2/10/2020	\$ 1,600,000	\$ 1,550,000	\$ 50,000	3.0%	\$ 981	2
1100 La Mirada Street	2/10/2020	\$ 2,899,000	\$ 2,500,000	\$ 399,000	13.7%	\$ 820	319
1127 Noria Street	2/11/2020	\$ 1,500,000	\$ 1,425,000	\$ 75,000	5.0%	\$ 639	46
2618 Victoria Drive	2/11/2020	\$ 2,195,000	\$ 1,885,000	\$ 310,000	14.1%	\$ 1,256	150
1055 Summit Drive	2/11/2020	\$ 3,495,000	\$ 2,600,000	\$ 895,000	25.6%	\$ 689	121
104 S La Senda Drive	2/11/2020	\$ 9,495,000	\$ 8,750,000	\$ 745,000	7.8%	\$ 1,522	362
1257 Temple Hills Drive	2/14/2020	\$ 2,999,999	\$ 2,937,000	\$ 62,999	2.0%	\$ 1,196	28
1295 Ocean Front	2/17/2020	\$ 6,800,000	\$ 6,400,000	\$ 400,000	5.8%	\$ 2,560	1
1455 Skyline Drive	2/18/2020	\$ 2,495,000	\$ 1,775,000	\$ 720,000	28.8%	\$ 550	241
31502 Mar Vista Avenue	2/18/2020	\$ 2,650,000	\$ 1,900,000	\$ 750,000	28.3%	\$ 979	316
567 Flora Street	2/20/2020	\$ 2,499,000	\$ 2,349,000	\$ 150,000	6.0%	\$ 1,150	77
1585 S Coast Unit #54	2/21/2020	\$ 1,450,000	\$ 1,080,000	\$ 370,000	25.5%	\$ 1,270	305
315 High Drive	2/21/2020	\$ 3,250,000	\$ 3,221,000	\$ 29,000	0.8%	\$ 1,027	1
2300 Crestview Drive	2/21/2020	\$ 5,495,000	\$ 4,825,000	\$ 670,000	12.1%	\$ 1,087	723
234 Cliff Drive Unit #2	2/22/2020	\$ 995,000	\$ 995,000	\$ -	0.0%	\$ 1,048	10
209 Santa Rosa Court	2/24/2020	\$ 599,900	\$ 572,000	\$ 27,900	4.6%	\$ 431	114
390 Mountain Road	2/27/2020	\$ 1,949,000	\$ 1,825,000	\$ 124,000	6.3%	\$ 1,728	83
416 Holly Street	2/27/2020	\$ 3,250,000	\$ 2,420,000	\$ 830,000	25.5%	\$ 1,111	266
<b>Not used in all calculations</b>		<b>Median</b>	<b>\$ 1,995,000</b>	<b>\$ 235,000</b>	<b>7.8%</b>	<b>\$ 1,003</b>	<b>114</b>

**Licensed as a salesperson in 2002 and as a broker in 2004, Boyd Roberts, individually and as a broker has closed or overseen the closings of over 800 real estate and mortgage transactions totaling more than a \$1/4 Billion.**

## February 2020 Sales Data

<b>Active Median</b> (As of 3/1/2020)	<b>\$ 2,950,000</b>	<b>207 Listings</b>
<b>Days on Market (DOM) Median</b>		<b>89 Days</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,163</b>
<b>Pending Median</b> (As of 3/1/2020)	<b>\$ 2,095,000</b>	<b>54 Listings</b>
<b>DOM Median</b>		<b>67 Days</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,067</b>
<b>Sold Median February 2020</b>	<b>\$ 1,995,000</b>	<b>31 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 235,000</b>	<b>7.8 %</b>
<b>DOM Median</b>		<b>114 Days</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,003</b>
<b>Sold 3 Month Median</b> (12/1/2019 – 2/29/2020)	<b>\$ 1,880,000</b>	<b>80 Sales</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 981</b>
<b>Sold 6 Month Median</b> (9/1/2019 – 2/29/2020)	<b>\$ 1,799,000</b>	<b>182 Sales</b>
<b>Sold 12 Month Median</b> (3/1/2019 – 2/29/2020)	<b>\$ 1,885,000</b>	<b>391 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 199,900</b>	<b>9.8 %</b>
<b>DOM Median</b>		<b>83 Days</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,018</b>
<b>Sold 2018 Median</b>	<b>\$ 1,835,000</b>	<b>354 Sales</b>
<b>Sold 2019 Median</b>	<b>\$ 1,895,000</b>	<b>383 Sales</b>
<b>Supply   3 Month Adjusted Supply</b>	<b>6.6 Months</b>	<b>7.7 Months</b>
<b>The Spread (Active - Sold) Median</b>		<b>+ \$ 955,000</b>
<b>The Short-Term Pending Indicator (Pending - Sold) Median</b>		<b>+ \$ 100,000</b>

## Market Segment Analysis

MARKET SEGMENT	ACTIVE <small>(As of 3/1/2020)</small>	SOLD <small>(last 3 Months)</small>	SUPPLY <small>(Adj 3 Months)</small>	TYPE OF MARKET
\$1,499,999-	16%	30%	4.3 Months	Seller's Market
\$1,500,000 - \$1,999,999	15%	25%	4.9 Months	Seller's Market
\$2,000,000 - \$2,999,999	22%	18%	9.2 Months	Neutral Market
\$3,000,000 - \$4,999,999	17%	16%	8.3 Months	Neutral Market
\$5,000,000 - \$9,999,999	18%	7%	19 Months	Buyer's Market
\$10,000,000+	9%	2%	28 Months	Buyer's Market

## Current Price Projections

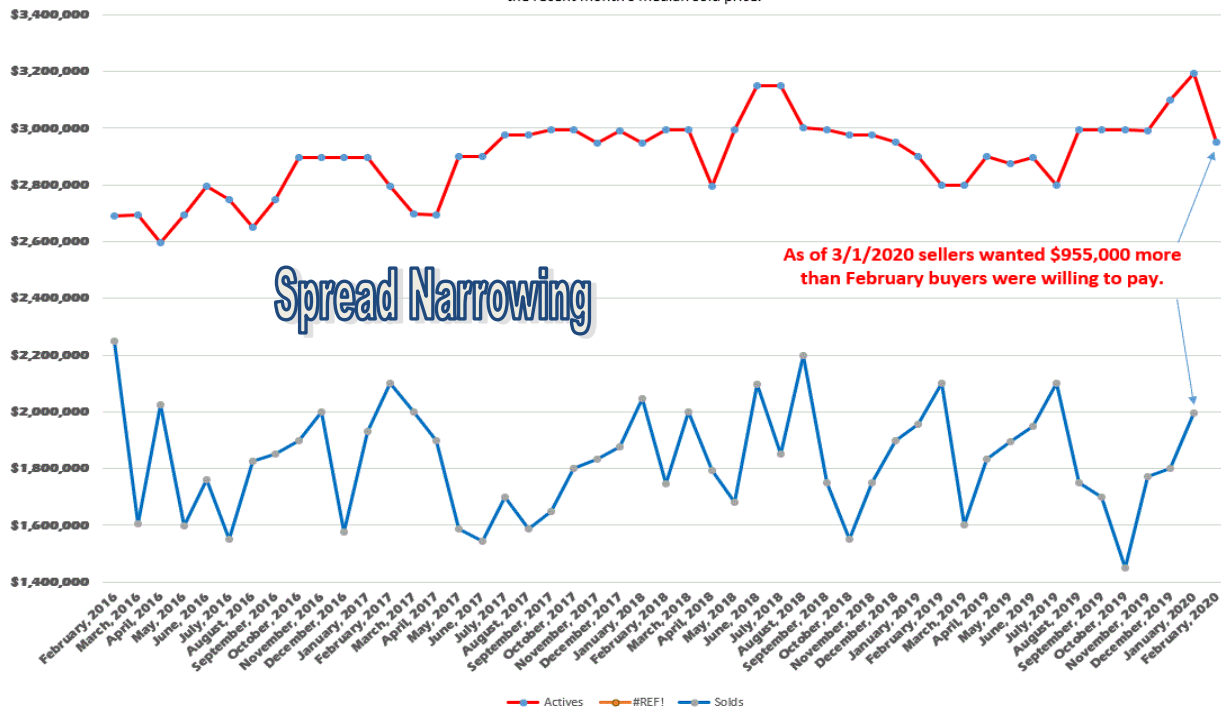
<b>Short-Term Pending Indicator</b> (As of 3/1/2020) Projection for Short Term	<b>No Signal</b>
<b>Long-Term Price Indicator</b> (As of 1/1/2020) Projection for 2020	<b>Up</b>



### Laguna Beach Real Estate Chart The Spread: Active v Sold - Median Monthly



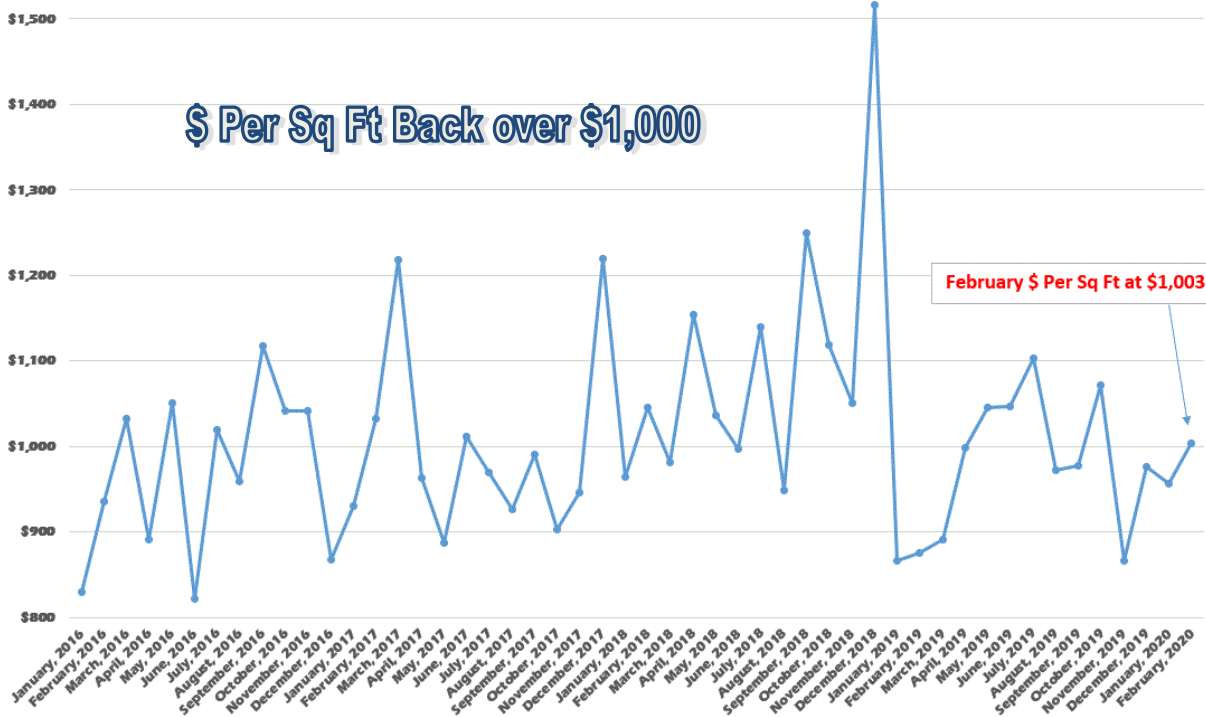
The Spread. This chart illustrates the divide between homes listed for sale and homes purchased. The red line is the median price of actively listed homes as of the first of the month. The blue line is the recent month's median sold price.



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### Laguna Beach Real Estate Chart Sold - \$ Per Square Foot - Median Monthly



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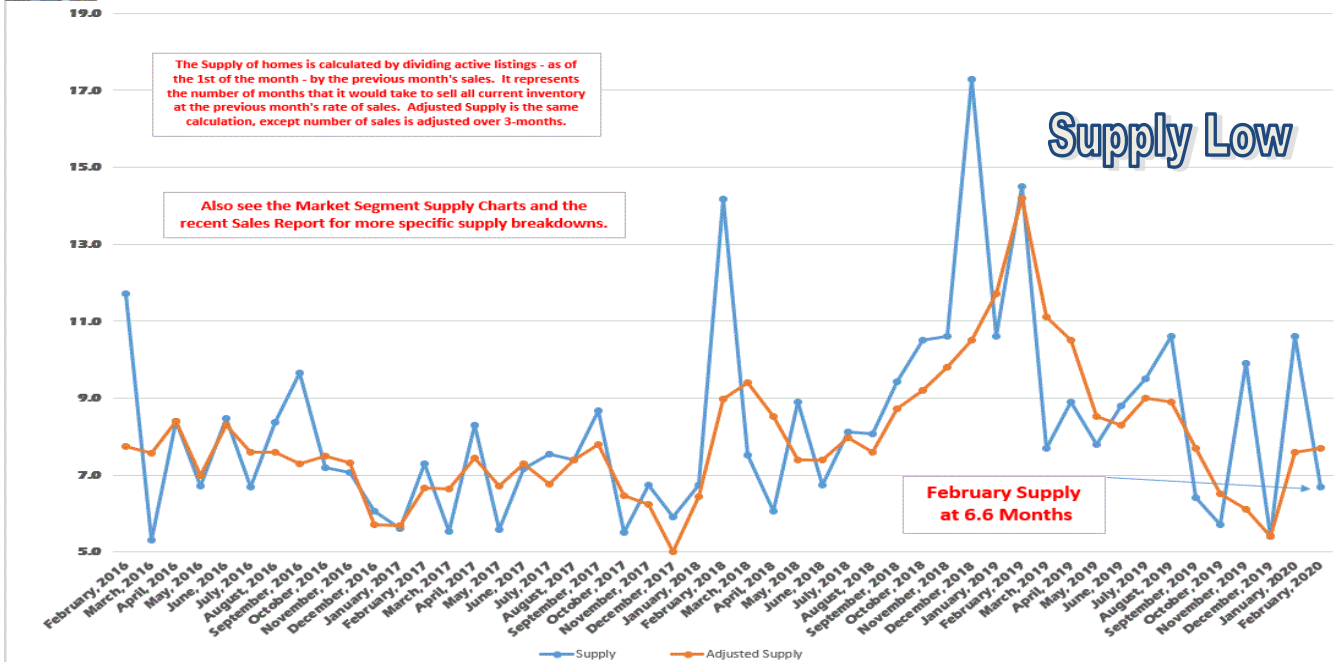
**Laguna Beach Real Estate Chart**  
**# of Active Listings - Monthly**



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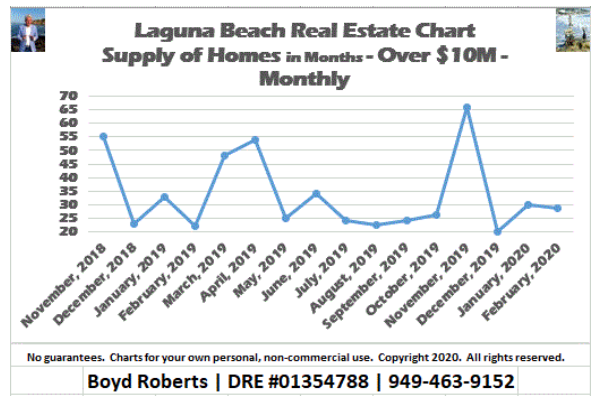
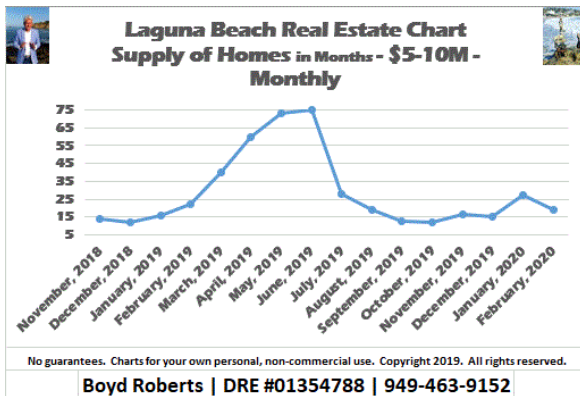
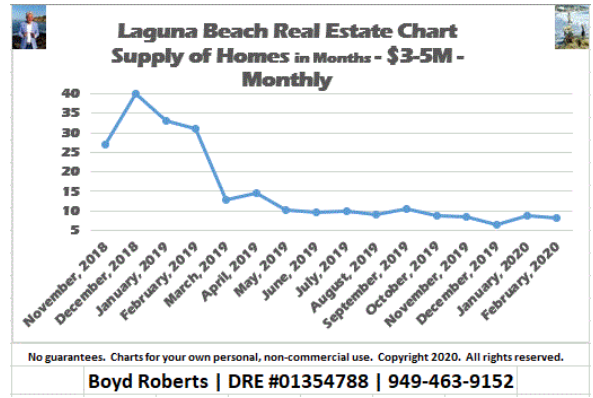
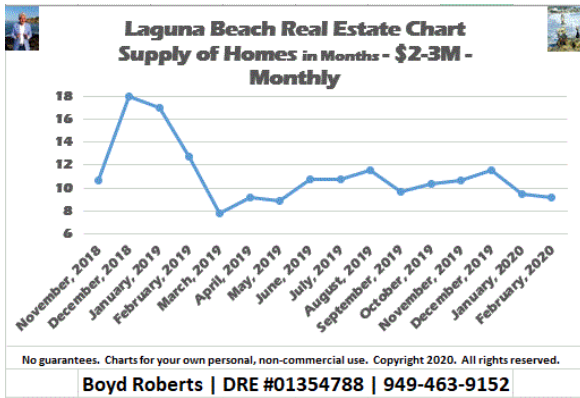
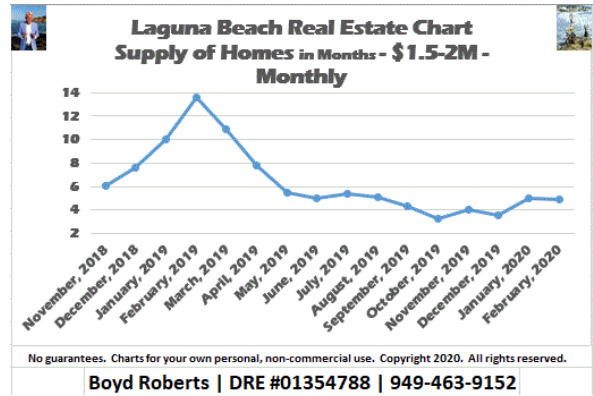
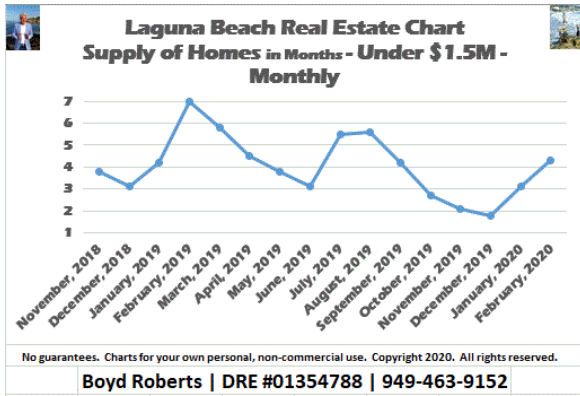
**Laguna Beach Real Estate Chart**  
**Supply of Homes | 3 Month Adjusted Supply - Monthly**



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# Market Segment Supply Charts



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