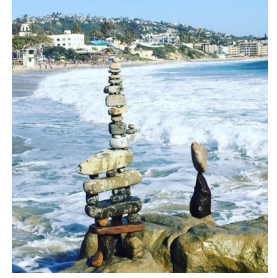


# Laguna Beach Real Estate Magazine

November 2021 | [Edition #77]



**SOLD MEDIAN** \$2,650,000 - 150,000 | **\$ PER SQ FT** \$1,193 - 122 | **SUPPLY** 1.6 MONTHS - .8 | **30-YEAR JUMBO** 2.87% N/C

## Laguna Set to Surge Again

**94% Probability December Will Rally | Likely Huge**

You heard it here first, Laguna Beach real estate prices are set to rally in December. Likely, the move will be huge. Both of my proprietary and highly accurate short-term indicators are flashing strong up signals for December.

**My Spread Indicator** – which compares active to sold prices – just issued its strongest up signal, ever. Since February 2016 the Spread Indicator has issued 23 signals. 21 of those signals were correct. The average move (including the wrong signals) was 13.4%.

**The Pending Indicator** – which

compares pending to sold prices – just issued its second strongest signal ever. For context the strongest signal was issued on May 1, 2020. The sold median was up \$802,000 that month. Since February 2016 the Pending Indicator has issued 28 signals. 27 of those signals were correct. The average move was 15.5%. (See last month’s report for more on my proprietary indicators.)

November’s market set the table. In the last 30 days the number of active listings plunged from 94 to 71 or 24%. Active listings are down 55%

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Laguna Beach Real Estate Magazine

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**Laguna Gallery Real Estate | Boyd Roberts | DRE 01438788**

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## November 2021 Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reducti	S Sq Ft	DOM
1	489 Jasmine Street, Laguna Beach, CA 92651	11/2/2021	\$ 2,695,000	\$ 2,300,000	\$ 395,000	14.7%	\$ 1,954	45
2	674 Lombardy Lane, Laguna Beach, CA 92651	11/4/2021	\$ 1,950,000	\$ 2,099,999	\$ (149,999)	-7.7%	\$ 1,345	82
3	2716 Solana Way, Laguna Beach, CA 92651	11/4/2021	\$ 2,799,000	\$ 2,177,000	\$ 622,000	22.2%	\$ 870	88
4	2501 Duarte Way, Laguna Beach, CA 92651	11/5/2021	\$ 2,700,000	\$ 2,900,000	\$ (200,000)	-7.4%	\$ 1,132	0
5	456 Bent Street, Laguna Beach, CA 92651	11/5/2021	\$ 2,200,000	\$ 2,000,000	\$ 200,000	9.1%	\$ 1,494	9
6	715 Emerald Bay, Laguna Beach, CA 92651	11/5/2021	\$ 4,485,000	\$ 4,284,000	\$ 201,000	4.5%	\$ 2,061	87
7	418 San Nicholas Court, Laguna Beach, CA 92651	11/8/2021	\$ 865,000	\$ 847,999	\$ 17,001	2.0%	\$ 595	15
8	28981 Sommet Du Monde, Laguna Beach, CA	11/8/2021	\$ 6,495,000	\$ 6,395,000	\$ 100,000	1.5%	\$ 1,149	47
9	102 Blue Lagoon, Laguna Beach, CA 92651	11/9/2021	\$ 4,250,000	\$ 4,250,000	\$ -	0.0%	\$ 2,371	0
10	796 Nyes Place, Laguna Beach, CA 92651	11/9/2021	\$ 4,750,000	\$ 4,800,000	\$ (50,000)	-1.1%	\$ 1,371	7
11	2967 Alta Laguna Blvd, Laguna Beach, CA 92651	11/9/2021	\$ 2,105,000	\$ 2,208,000	\$ (103,000)	-4.9%	\$ 1,085	8
12	31966 10th Avenue, Laguna Beach, CA 92651	11/9/2021	\$ 1,495,000	\$ 1,475,000	\$ 20,000	1.3%	\$ 1,241	100
13	2505 Juanita Way, Laguna Beach, CA 92651	11/10/2021	\$ 2,800,000	\$ 2,715,100	\$ 84,900	3.0%	\$ 1,169	9
14	1955 San Remo Drive, Laguna Beach, CA 92651	11/10/2021	\$ 1,300,000	\$ 1,800,000	\$ (500,000)	-38.5%	\$ 1,004	11
15	430 Myrtle Street, Laguna Beach, CA 92651	11/10/2021	\$ 3,700,000	\$ 3,700,000	\$ -	0.0%	\$ 1,356	23
16	812 Gainsborough Drive, Laguna Beach, CA 92651	11/10/2021	\$ 3,295,000	\$ 3,100,000	\$ 195,000	5.9%	\$ 1,171	91
17	1071 Oro Street, Laguna Beach, CA 92651	11/12/2021	\$ 1,799,000	\$ 1,875,000	\$ (76,000)	-4.2%	\$ 1,220	6
18	727 Kendall Drive, Laguna Beach, CA 92651	11/12/2021	\$ 4,295,000	\$ 4,575,000	\$ (280,000)	-6.5%	\$ 1,438	19
19	3271 Crestwood Circle, Laguna Beach, CA 92651	11/12/2021	\$ 4,145,000	\$ 3,875,000	\$ 270,000	6.5%	\$ 935	55
20	477 Pearl Street, Laguna Beach, CA 92651	11/15/2021	\$ 1,600,000	\$ 1,600,000	\$ -	0.0%	\$ 1,965	0
21	2585 Riviera Drive, Laguna Beach, CA 92651	11/15/2021	\$ 70,000,000	\$ 70,000,000	\$ -	0.0%	\$ 3,788	0
22	21747 Ocean Vista #33, Laguna Beach, CA 92651	11/15/2021	\$ 1,298,000	\$ 1,300,000	\$ (2,000)	-0.2%	\$ 748	5
23	31561 Table Rock #304, Laguna Beach, CA 92651	11/15/2021	\$ 2,845,000	\$ 2,650,000	\$ 195,000	6.9%	\$ 2,368	57
24	1040 Santa Ana Street, Laguna Beach, CA 92651	11/16/2021	\$ 1,999,000	\$ 1,950,000	\$ 49,000	2.5%	\$ 1,190	8
25	1436 Glenneyre Street, Laguna Beach, CA 92651	11/16/2021	\$ 1,700,000	\$ 1,700,000	\$ -	0.0%	\$ 1,710	15
26	346 High Drive, Laguna Beach, CA 92651	11/18/2021	\$ 4,500,000	\$ 3,900,000	\$ 600,000	13.3%	\$ 1,413	37
27	33 Smithcliffs Road, Laguna Beach, CA 92651	11/18/2021	\$ 48,850,000	\$ 35,500,000	\$ 13,350,000	27.3%	\$ 3,546	140
28	2894 Zell Drive, Laguna Beach, CA 92651	11/19/2021	\$ 2,599,000	\$ 2,650,000	\$ (51,000)	-2.0%	\$ 964	43
29	2745 Laguna Canyon #A, Laguna Beach, CA 92651	11/19/2021	\$ 1,320,000	\$ 1,175,000	\$ 145,000	11.0%	\$ 880	396
30	2 N Encino, Laguna Beach, CA 92651	11/22/2021	\$ 4,449,000	\$ 4,449,000	\$ -	0.0%	\$ 2,397	60
31	1539 Tahiti Avenue, Laguna Beach, CA 92651	11/22/2021	\$ 4,995,000	\$ 4,495,000	\$ 500,000	10.0%	\$ 1,000	152
32	455 Panorama Drive, Laguna Beach, CA 92651	11/22/2021	\$ 7,995,000	\$ 5,800,000	\$ 2,195,000	27.5%	\$ 1,094	443
33	311 Viejo Street, Laguna Beach, CA 92651	11/23/2021	\$ 3,295,000	\$ 3,350,000	\$ (55,000)	-1.7%	\$ 1,508	2
34	1475 Capitrano Avenue, Laguna Beach, CA 92651	11/29/2021	\$ 2,300,000	\$ 2,209,000	\$ 91,000	4.0%	\$ 836	0
35	2979 Terry Road, Laguna Beach, CA 92651	11/29/2021	\$ 2,250,000	\$ 2,300,000	\$ (50,000)	-2.2%	\$ 1,019	1
36	970 Baja Street, Laguna Beach, CA 92651	11/29/2021	\$ 2,985,000	\$ 3,235,000	\$ (250,000)	-8.4%	\$ 1,347	7
37	2492 Glenneyre Street, Laguna Beach, CA 92651	11/29/2021	\$ 5,995,000	\$ 5,995,000	\$ -	0.0%	\$ 1,369	11
38	31411 Monterey Street, Laguna Beach, CA 92651	11/29/2021	\$ 2,724,000	\$ 2,259,000	\$ 465,000	17.1%	\$ 1,167	159
39	975 Katella Street, Laguna Beach, CA 92651	11/30/2021	\$ 1,650,000	\$ 1,910,000	\$ (260,000)	-15.8%	\$ 1,126	9
40	329 Emerald Bay, Laguna Beach, CA 92651	11/30/2021	\$ 5,395,000	\$ 4,800,000	\$ 595,000	11.0%	\$ 2,369	10
41	1950 San Remo Drive, Laguna Beach, CA 92651	11/30/2021	\$ 2,950,000	\$ 2,520,000	\$ 430,000	14.6%	\$ 1,193	44
42	747 St Anns Dr, Laguna Beach, CA 92651	11/30/2021	\$ 1,895,000	\$ 1,800,000	\$ 95,000	5.0%	\$ 1,298	53
43	2985 Zurich Court, Laguna Beach, CA 92651	11/30/2021	\$ 3,150,000	\$ 2,625,000	\$ 525,000	16.7%	\$ 656	84
44								
45	Not used in calculations		Median	\$ 2,650,000	\$ 20,000	1.5%	\$ 1,193	23

# November 2021 Sales Data

<b>Active Median</b> (As of 12/1/2021)	<b>\$ 4,495,000</b>	<b>71 Listings</b>
<b>Days on Market (DOM) Median</b>		<b>107 Days</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,552</b>
<b>Pending Median</b> (As of 12/1/2021)	<b>\$ 3,495,600</b>	<b>43 Listings</b>
<b>DOM Median</b>		<b>35 Days</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,483</b>
<b>Sold Median November 2021</b>	<b>\$ 2,650,000</b>	<b>43 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 20,000</b>	<b>1.5 %</b>
<b>DOM Median</b>		<b>23 Days</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,193</b>
<b>Sold 3 Month Median</b>	<b>\$ 2,737,000</b>	<b>131 Sales</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,294</b>
<b>Sold 6 Month Median</b>	<b>\$ 2,689,000</b>	<b>302 Sales</b>
<b>Sold 12 Month Median</b>	<b>\$ 2,575,000</b>	<b>575 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 95,000</b>	<b>3.9 %</b>
<b>DOM Median</b>		<b>29 Days</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,221</b>
<b>Sold 2020 Median</b>	<b>\$ 2,000,000</b>	<b>443 Sales</b>
<b>Sold YTD</b>	<b>\$ 2,600,000</b>	<b>529 Sales</b>
<b>PENDING INDICATOR (Pending - Sold)</b>		<b>+ \$ 845,000</b>
<b>SPREAD (Active - Sold)</b>		<b>+ \$1,845,000</b>
<b>November Supply</b>	<b>1.6 Months</b>	<b>Seller's Market</b>
<b>November 3 Month Supply</b>	<b>1.6 Months</b>	<b>Seller's Market</b>
<b>\$1,499,999 -</b>	<b>1.3 Months</b>	<b>Seller's Market</b>
<b>\$1,500,000 - \$1,999,999</b>	<b>.9 Months</b>	<b>Seller's Market</b>
<b>\$2,000,000 - \$2,999,999</b>	<b>.6 Months</b>	<b>Seller's Market</b>
<b>\$3,000,000 - \$4,999,999</b>	<b>1.4 Months</b>	<b>Seller's Market</b>
<b>\$5,000,000 - \$9,999,999</b>	<b>3.2 Months</b>	<b>Seller's Market</b>
<b>\$10,000,000 +</b>	<b>12 Months</b>	<b>Buyer's Market</b>

Balanced Market 5 to 7.9 Months

## Price Forecasts

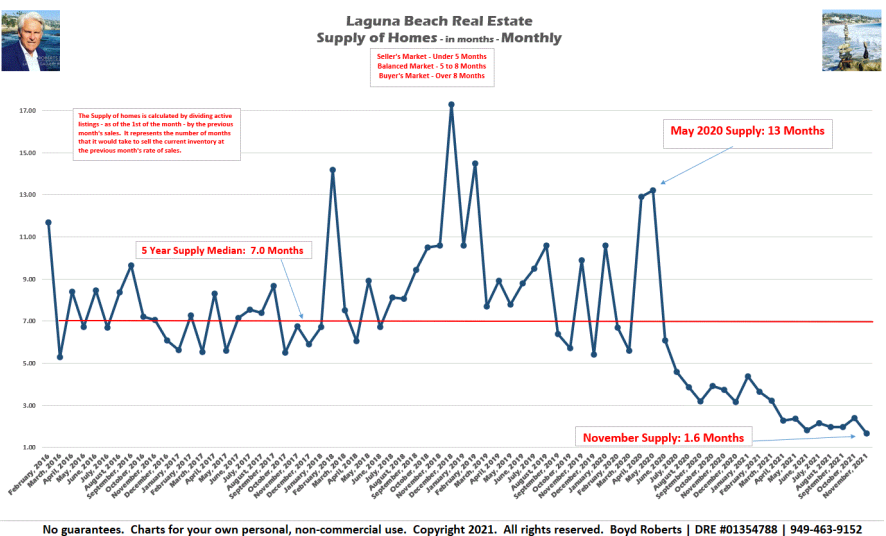
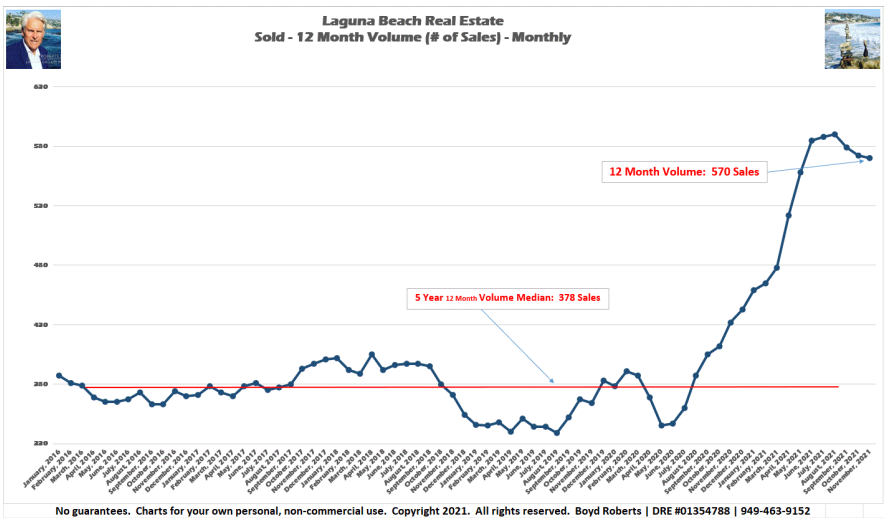
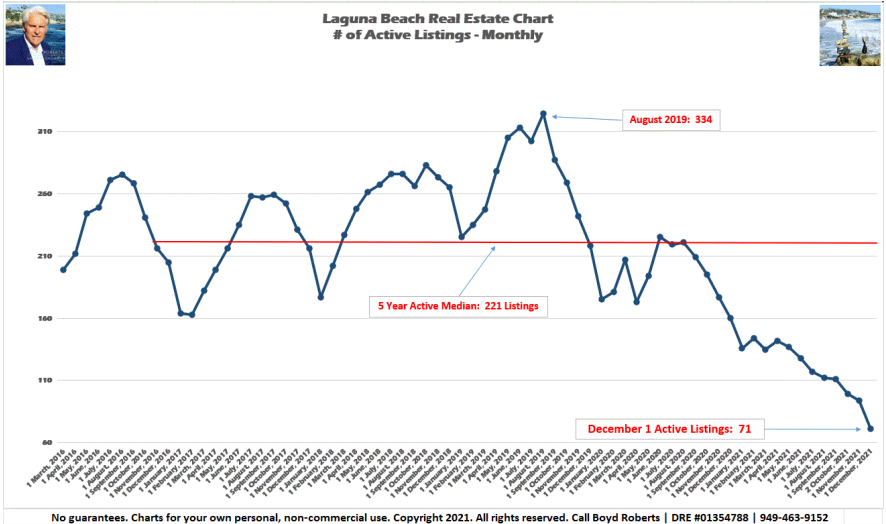
<b>Short-Term PENDING INDICATOR Forecast for December</b>	<b>UP</b>
<b>Short-Term SPREAD INDICATOR Forecast for December</b>	<b>UP</b>
<b>Long-Term PRICE INDICATOR Forecast for 2021</b> (As of 11/1/2020)	<b>UP</b>
<b>Long-Term PRICE INDICATOR Forecast for 2022</b> (As of 9/1/2021)	<b>UP</b>

Continued from page 1

since last December and 67% since the December before that. Year over year sales are up 31% in the last 12 months and 56% in the last 24 months. The supply of homes plunged to record low 1.6 months. At the current rate of sales, if zero homes came onto market, the entire inventory of homes in Laguna Beach would be in escrow in just under 50 days. Median sold prices were off \$150,000 from the previous record, settling at \$2,650,000. The dollars per square foot fell \$125 to \$1,190. Charts on right.

I just developed two new charts to better illustrate what is happening in the Laguna market: Absorption and Pending Absorption. Absorption is the ratio of active listings to closed sales, measuring the percentage of active listings closing every month. From March 2016 to June 2020 absorption ranged from 5 to 18%. July 2020 it started ticking up. November's number was 60%, over three times the previous range. The last 8 months have averaged 48%. Chart page 6.

Pending Absorption is the ratio of active listings to pending sales. It measures the percentage of active listings that go pending every month. From March 2016 to February



Continued page 6

All charts at [www.LagunaGalleryRealEstate.com/charts](http://www.LagunaGalleryRealEstate.com/charts)

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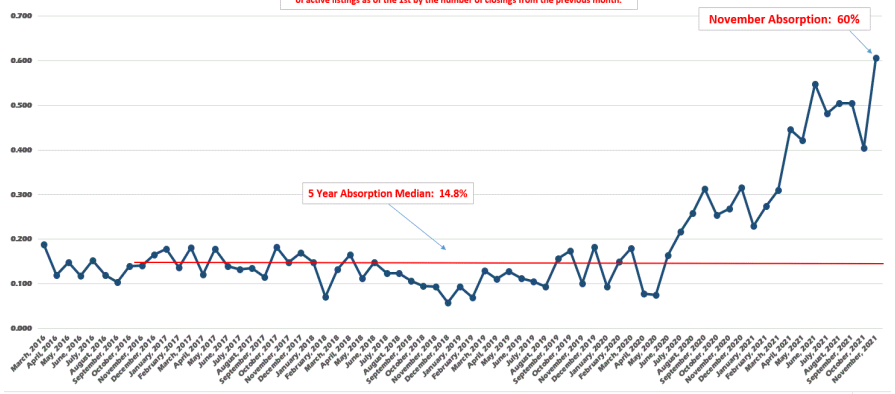
of this year, Pending Absorption ranged from 10 to 36%. The 5-year median is 21%. November came in at 60%, almost 3 times the 5-year median. The last 10 months have averaged 54%. Chart on the right.

Sellers take note. Call me to take full advantage of this market.



### Laguna Beach Real Estate Chart Absorption - Monthly

Absorption is the ratio of active to sold listings. It is calculated by dividing the number of active listings as of the 1st by the number of closings from the previous month.

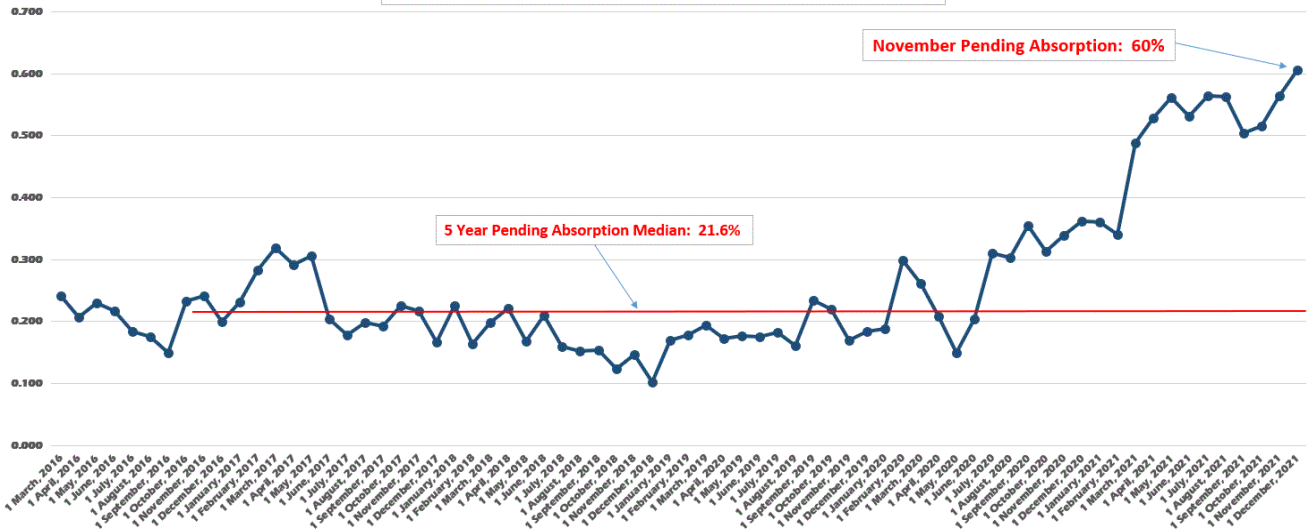


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### Laguna Beach Real Estate Chart Pending Absorption - Monthly

Pending Absorption is calculated by dividing the number of active listings by the number of pending listings as of the 1st of the month. It is the ratio of open escrows to active listings.



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## Don't Do It

### Do Not Sell Your Home Off Market

You CANNOT realize a homes full price if you sell off market. Millions of dollars are being left on the table. I am an expert on the Laguna Beach real estate market and am uniquely suited to get you top dollar. Realize your home's full value - call me.

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