



Laguna Beach Real Estate Magazine

December 2023 | Edition #101



SOLD MEDIAN \$3,022,500 + 22,500 | **\$ PER SQ FT** \$1,635 + 109 | **SUPPLY** 5.5 MONTHS - 2 | **CLOSING RATIO** 70% - 30

Laguna Up \$822.5K

Dollars Per Square Foot Up \$437 | Further Upside in Forecast

Median Laguna Beach real estate prices rose \$822,500 in the last 12 months settling at \$3,022,500. \$22,500 of those gains printed last month, as predicted. Median dollars per square foot was up \$437 in the last 12 months - \$109 in November – finishing at \$1,635. **P 5**

With a 93.3% probability, prices should be up this month. The short-term Pending Indicator – is forecasting higher prices for December. **P 6**

As I write, there are 120 active listings. Accounting for recent closings, under \$3M there is a 2.6-month supply of homes: a seller's market. Over \$3M – at 9-months

– Laguna is a buyer's market. **P 6**

Where do we go from here? For sure prices are not going down. There is no supply. Either the market goes sideways, or it explodes to the upside. I said it December 2016, April 2022, and will say it again, “these puppies are going way up.”

Billionaire readers with a fashion for risk, should call me. I have an idea you will like.

All readers may want to see my special announcement on page 7.

Don't miss my 2023 year in review next month. Have a Merry Christmas and a Happy New Year.

This Issue:

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- ⇒ Closing Detail. P 2
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Laguna Beach Real Estate Magazine

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Publisher Boyd Roberts

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Betsey
1 review

3 Lagunita Drive Seller Review

★★★★★ 2 days ago **NEW**

Besides being very personable and enthusiastic, Boyd has earned 5 stars in so many ways: research-driven, knows the Laguna market, informative and realistic, reliable, hard-working, detail-oriented and thorough, as well as always giving us excellent/accurate feedback on prospects and from open houses. Boyd has a wealth of experience and knowledge which makes for a successful partnership. Thank you, Boyd! 5 stars all the way!!!

November 2023 Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reduc	\$ Sq Ft	DOM
1	2626 Gleneyre Street, Laguna Beach, CA 92651	11/2/2023	\$ 4,750,000	\$ 4,200,000	\$ 550,000	11.6%	\$ 1,740	62
2	394 Aster Street, Laguna Beach, CA 92651	11/3/2023	\$ 3,750,000	\$ 3,500,000	\$ 250,000	6.7%	\$ 1,228	66
3	2020 Ocean Way, Laguna Beach, CA 92651	11/7/2023	\$ 9,000,000	\$ 8,150,000	\$ 850,000	9.4%	\$ 2,944	97
4	21722 Ocean Vista Dr. #F, Laguna Beach, CA 92651	11/8/2023	\$ 1,089,000	\$ 1,057,000	\$ 32,000	2.9%	\$ 1,141	45
5	2918 Alta Laguna Boulevard, Laguna Beach, CA 92651	11/8/2023	\$ 2,695,000	\$ 2,592,500	\$ 102,500	3.8%	\$ 1,536	22
6	811 Coast View Drive, Laguna Beach, CA 92651	11/9/2023	\$ 4,995,000	\$ 4,772,910	\$ 222,090	4.4%	\$ 1,707	15
7	478 Holly Street, Laguna Beach, CA 92651	11/9/2023	\$ 3,200,000	\$ 2,850,000	\$ 350,000	10.9%	\$ 2,205	56
8	676 Vista Lane, Laguna Beach, CA 92651	11/9/2023	\$ 9,449,999	\$ 6,350,000	\$ 3,099,999	32.8%	\$ 1,096	278
9	394 Pinecrest Drive, Laguna Beach, CA 92651	11/10/2023	\$ 2,995,000	\$ 3,160,000	\$ (165,000)	-5.5%	\$ 2,643	14
10	367 Cypress Drive Unit#B, Laguna Beach, CA 92651	11/14/2023	\$ 2,795,000	\$ 2,750,000	\$ 45,000	1.6%	\$ 1,985	26
11	461 Shadow Lane, Laguna Beach, CA 92651	11/15/2023	\$ 3,500,000	\$ 3,500,000	\$ -	0.0%	\$ 2,430	2
12	385 Hawthorne Road, Laguna Beach, CA 92651	11/15/2023	\$ 2,025,000	\$ 1,950,000	\$ 75,000	3.7%	\$ 1,775	0
13	1930 Catalina St, Laguna Beach, CA 92651	11/15/2023	\$ 4,800,000	\$ 4,650,000	\$ 150,000	3.1%	\$ 2,107	9
14	30812 Driftwood Drive, Laguna Beach, CA 92651	11/15/2023	\$ 4,495,000	\$ 3,900,000	\$ 595,000	13.2%	\$ 1,891	44
15	31631 Jewel Avenue, Laguna Beach, CA 92651	11/16/2023	\$ 1,795,000	\$ 1,400,000	\$ 395,000	22.0%	\$ 1,215	81
16	460 Holly Street, Laguna Beach, CA 92651	11/20/2023	\$ 6,395,000	\$ 6,220,000	\$ 175,000	2.7%	\$ 1,635	68
17	146 Crescent Bay Drive, Laguna Beach, CA 92651	11/20/2023	\$ 3,300,000	\$ 3,022,500	\$ 277,500	8.4%	\$ 1,460	51
18	1784 Del Mar Avenue, Laguna Beach, CA 92651	11/21/2023	\$ 1,495,000	\$ 1,400,000	\$ 95,000	6.4%	\$ 837	20
19	21702 Ocean Vista Drive Unit#G, Laguna Beach, CA 92651	11/27/2023	\$ 1,300,000	\$ 1,135,000	\$ 165,000	12.7%	\$ 1,225	293
20	387 Oak Street, Laguna Beach, CA 92651	11/28/2023	\$ 2,695,000	\$ 2,250,000	\$ 445,000	16.5%	\$ 1,441	163
21	1480 Bluebird Canyon Drive, Laguna Beach, CA 92651	11/29/2023	\$ 1,500,000	\$ 1,400,000	\$ 100,000	6.7%	\$ 1,587	2
22	1475 Coral Drive, Laguna Beach, CA 92651	11/30/2023	\$ 3,450,000	\$ 2,905,000	\$ 545,000	15.8%	\$ 1,640	59
23	30832 Marilyn Drive, Laguna Beach, CA 92651	11/30/2023	\$ 4,995,000	\$ 4,085,000	\$ 910,000	18.2%	\$ 1,209	63
24								
25	Not used in calculations		Median	\$ 3,022,500	\$ 222,090	6.7%	\$ 1,635	51

READERS: If you like LBREM, you will love LAGUNAGALLERYREALESTATE.com from your desktop computer. The Videos/Reports page has every video, report, magazine, and nuance going back to March 2016. The Charts page has all 27 up-to-date Laguna Beach real estate charts.

Publisher/Business Opportunity

The world is your oyster. LBREM is seeking a dynamic partner to join our upstart publication. Love of Laguna Beach is required. Real estate knowledge, publishing, content creating, and advertising sales experience – all a plus – but not required.

Advertising Sales Opening

LBREM is seeking a dynamic advertising sales representative. 100% commission. Experience preferred, but not required.



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RAY BLINDAUER

VP of Mortgage Lending
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949-945-4850
NMLS# 230213



SOLD | Lake Mission Viejo | \$1,807,000

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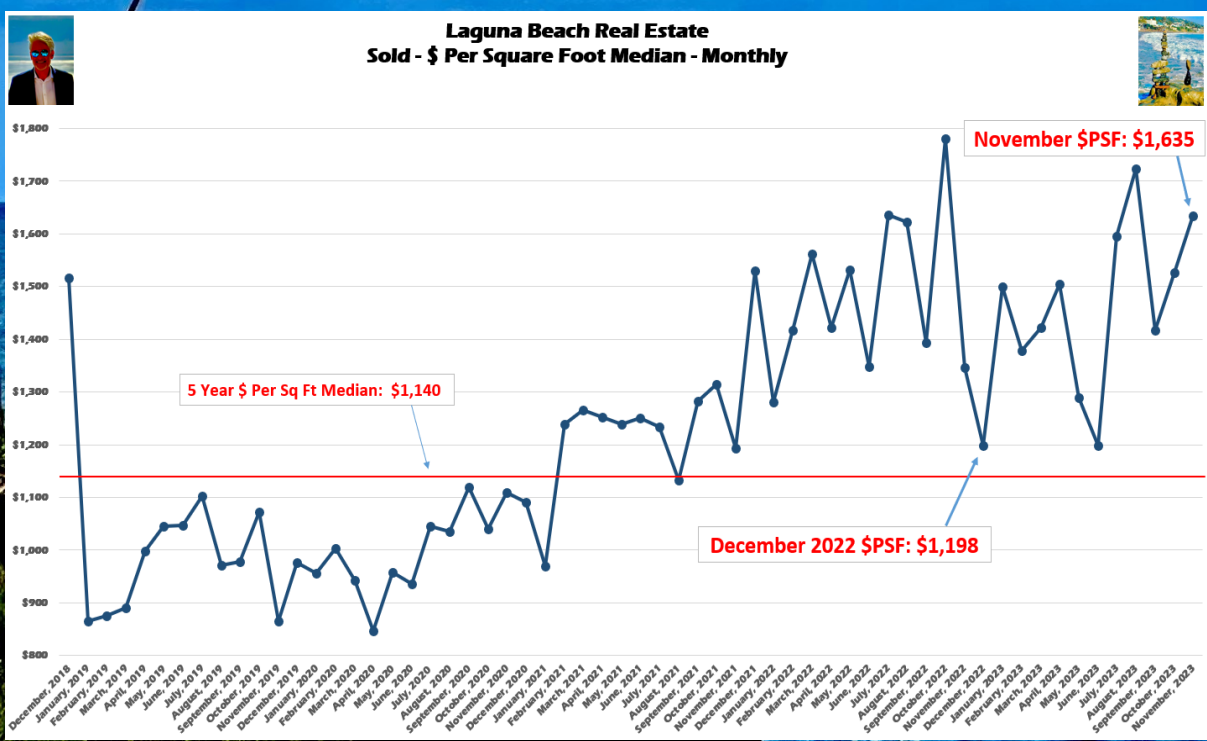
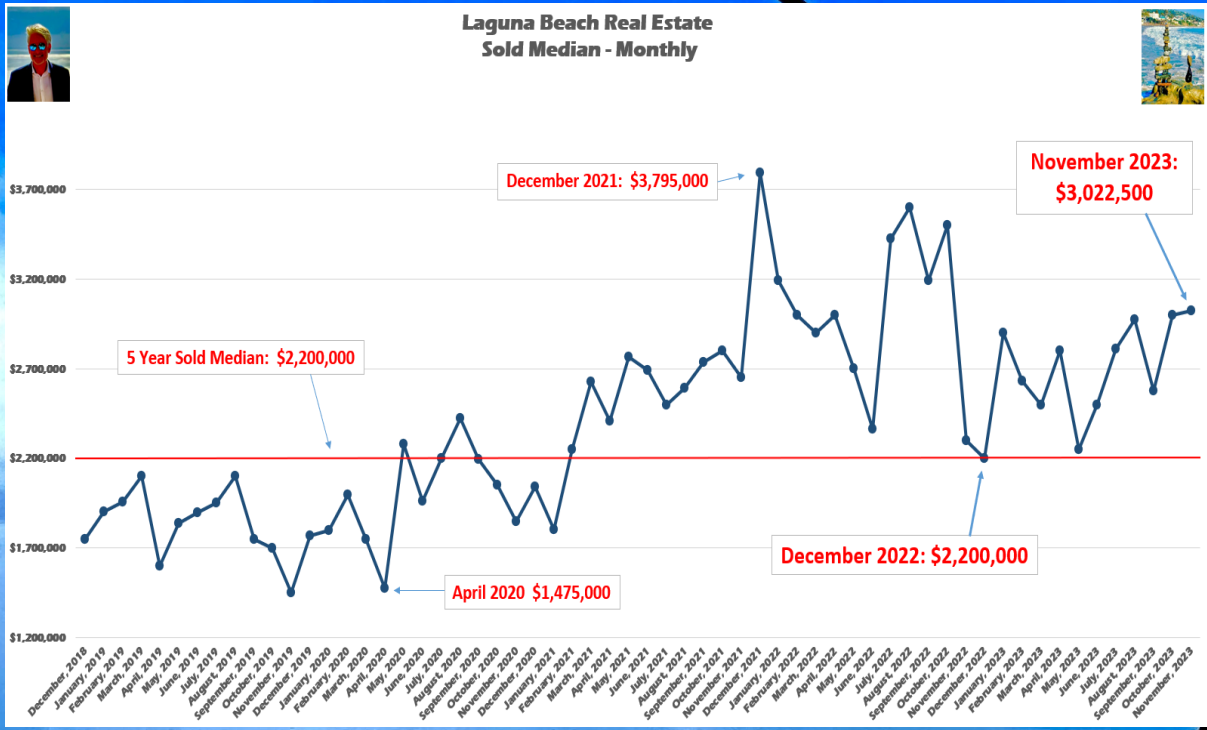
November 2023 Sales Data

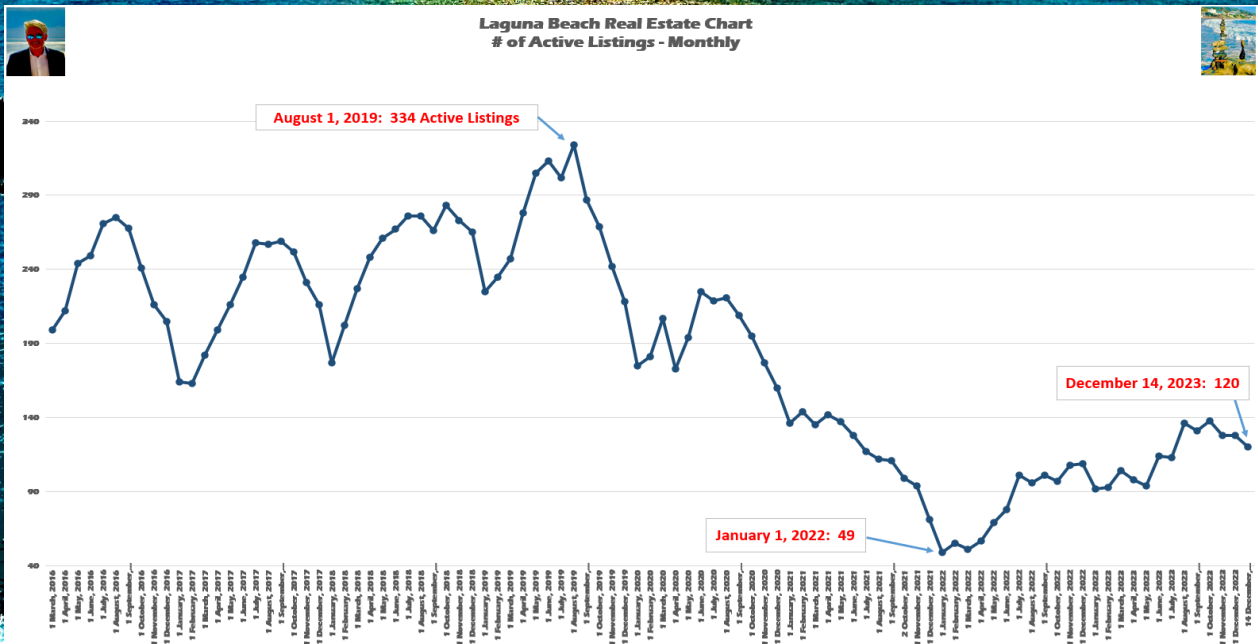
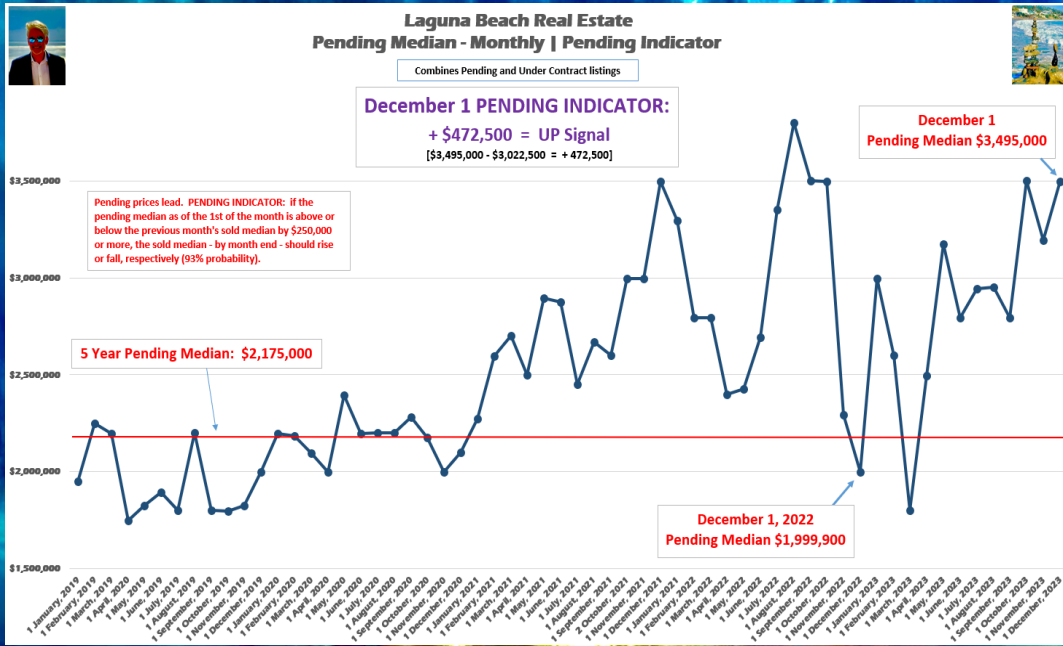
Active Median (As of 12/1/2023)	\$ 4,400,000	128 Listings
\$ per Square Foot Median		\$ 1,685
Pending Median (As of 12/1/2023)	\$ 3,495,000	24 Listings
\$ per Square Foot Median		\$ 1,630
Sold November 2023 Median	\$ 3,022,500	23 Sales
Price Reduction Median	\$ 222,000	6.7 %
Days on Market Median		51 Days
\$ Per Square Foot Median		\$ 1,635
Sold 3 Month Median	\$ 2,900,000	68 Sales
\$ Per Square Foot Median		\$ 1,492
Sold 6 Month Median	\$ 2,900,000	132 Sales
Sold 12 Month Median	\$ 2,800,000	251 Sales
Price Reduction Median	\$ 195,000	6.7 %
\$ Per Square Foot Median		\$ 1,500
Sold 2022 Median	\$ 3,000,000	322 Sales
Sold 2023 YTD	\$ 2,850,000	240 Sales
PENDING INDICATOR (Pending - Sold)		+ \$ 472,500
SPREAD INDICATOR (Active - Sold)		+ \$1,377,500
November Absorption (Sold to Active Ratio)		18 %
November Pending Absorption (Pending to Active Ratio)		18 %
November Closing Ratio (Pending to Sold)		70 %
November Supply	5.5 Months	Balanced Market
November 3 Month Supply	5.6 Months	Balanced Market
\$1,499,999 -	.75 Months	Seller's Market
\$1,500,000 - \$1,999,999	6.0 Months	Balanced Market
\$2,000,000 - \$2,999,999	3.1 Months	Seller's Market
\$3,000,000 - \$4,999,999	5.8 Months	Balanced Market
\$5,000,000 - \$9,999,999	13 Months	Buyer's Market
\$10,000,000 +	25 Months	Buyer's Market

Balanced Market 5 to 7.9 Months

Price Forecasts

Short-Term PENDING INDICATOR Forecast for December	UP Signal
Short-Term SPREAD INDICATOR Forecast for December	NO Signal
Long-Term PRICE INDICATOR Forecast for 2023	NO Signal





All charts at www.LagunaGalleryRealEstate.com/charts



Boyd Roberts For Congress 2024

COMMON SENCE SOLUTIONS FOR AMERICA

I believe in America.

An economics major in college, I am a real estate broker in Laguna Beach and publish the Laguna Beach Real Estate Magazine. In my spare time I paint abstract and imagine solutions to problems affecting Orange County families.

The University of California is the envy of the world. We own it. For 10 years I have been working on a plan to tap our greatest asset, lower costs, increase access, build dormitories – at scale – without impacting the taxpayer.

I have submitted a ballot measure to create a new University of California Online. If affirmed, all Californians would have full and free access to all classes. Anyone could attend and earn full credit. Tuition would implode. Education would flourish. Completion rates would soar. High paying jobs would abound. www.UCOCA.org.

Toll Roads violate the proposition that all men are created equal. Soon, I will submit another measure making the Toll Roads free after 20 years of toll collection, making the 261, 241, 73, 133, freeways. www.NoTolls.org.

Proud Democrat for: women's reproductive freedom, single payer health insurance, labor unions, assault weapons ban, LGBTQ rights, Ukraine, Palestine, a two-state solution, reinstating the SALT deduction, lowering taxes under \$400,000. Over \$400,000: open to higher taxes and extending the Social Security wage base tax.

Long opposed to Trump – on a platform to “impeach” the President – I announced a previous candidacy, January 20, 2017. I strongly oppose Putin and the Islamic Republic of Iran.

Vote Boyd Roberts on March 5th.

www.BoydRobertsForCongress.com

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A broker since 2004, Boyd Roberts has closed or overseen the closing of over 800 real estate and mortgage transactions exceeding \$250M.