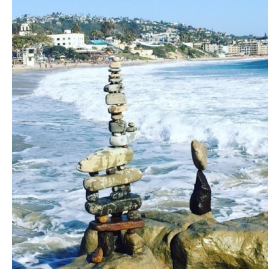


Laguna Beach Real Estate Magazine

February 2021 | [Edition #68]



SOLD MEDIAN \$2,250,000 + 450,000 | **\$ PER SQ FT** \$1,238 + 268 | **SUPPLY** 3.6 MONTHS - .7 | **30-YEAR JUMBO** 3.62% +.73

Laguna Rallies \$450,000

\$ Per Sq Ft Up \$268 | More Gains in Forecast | Time to List

Not only did Laguna prices explode to the upside in February - as predicted - but the market is poised for further gains in March.

The February supply of homes – at 3.6 months – says it all. It is a definite seller’s market. For context, the 5-year median supply of homes in Laguna Beach is 7.2 months. We have not had a supply of homes higher than 5 months since June. Drilling further down into the supply, all sectors under \$5,000,000 are strong seller’s markets. All sectors over \$5,000,000 are strong buyer’s markets. Time to sell your under \$5,000,000 home and buy an over \$5,000,000 home. (Charts on pages 6 and 7). Call me for excellent service.

The active median listing price, on March 1st, rose \$400,000 from February 1st to a record \$3,795,000. That is up \$1,000,000

since April. (Chart on page 4). Also, since April, the active \$ per square foot has risen from \$1,165 to \$1,482.

The pending median’s rise has, also, been dramatic. On high volume it has rallied \$701,000 since November to a record \$2,700,000. (Chart on page 6).

On high volume, the sold median rose \$450,000 to \$2,250,000, the third highest print ever. (Chart on page 4). The sold median \$ per square, also, finished strong at \$1,238. (Chart on website).

Likely, prices will rise further this month. The Spread Indicator, which compares active and sold prices, is flashing a strong up signal (85% probability). The Pending Indicator, which compares pending and sold prices, is also flashing a strong up signal (96% probability). No guarantees.

This Issue:

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- ⇒ Sales Data. P 3
- ⇒ Price Projections P 3
- ⇒ Spread Chart P 4
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- ⇒ Sector Supply Charts P 7

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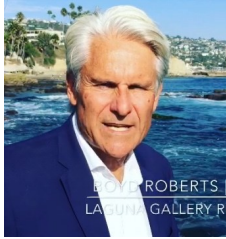
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Current Issue and Charts at:

www.LagunaGalleryRealEstate.com

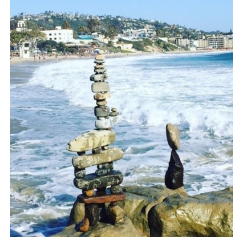
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Laguna Beach Real Estate

February Closing Detail



	Address	Date	Original Price	Closing Price	Reduction	% Redt	S Sq Ft	DOM
1	3198 Alta Laguna Blvd, Laguna Beach, CA 92651	2/1/2021	\$ 1,595,000	\$ 1,610,000	\$ (15,000)	-0.9%	\$ 982	0
2	2065 San Remo Drive, Laguna Beach, CA 92651	2/1/2021	\$ 2,295,000	\$ 2,250,000	\$ 45,000	2.0%	\$ 1,238	9
3	31561 Table Rock #310, Laguna Beach, CA 92651	2/1/2021	\$ 2,495,000	\$ 2,350,000	\$ 145,000	5.8%	\$ 2,068	49
4	370 Jasmine Street, Laguna Beach, CA 92651	2/1/2021	\$ 2,575,000	\$ 1,850,000	\$ 725,000	28.2%	\$ 1,049	89
5	38 Lagunita Drive, Laguna Beach, CA 92651	2/1/2021	\$ 5,998,000	\$ 5,450,000	\$ 548,000	9.1%	\$ 1,703	99
6	28871 Top Of The World, Laguna Beach, CA 92651	2/1/2021	\$ 1,995,000	\$ 1,950,000	\$ 45,000	2.3%	\$ 683	133
7	795 Coast View Drive, Laguna Beach, CA 92651	2/2/2021	\$ 2,950,000	\$ 2,935,000	\$ 15,000	0.5%	\$ 1,048	4
8	935 Canyon View Drive, Laguna Beach, CA 92651	2/2/2021	\$ 4,120,000	\$ 3,500,000	\$ 620,000	15.0%	\$ 1,091	128
9	464 El Bosque, Laguna Beach, CA 92651	2/3/2021	\$ 3,075,000	\$ 3,080,000	\$ (5,000)	-0.2%	\$ 1,618	4
10	1228 Anacapa Way, Laguna Beach, CA 92651	2/3/2021	\$ 2,295,000	\$ 1,900,000	\$ 395,000	17.2%	\$ 1,280	149
11	700 Thalia Street, Laguna Beach, CA 92651	2/3/2021	\$ 8,200,000	\$ 7,000,000	\$ 1,200,000	14.6%	\$ 1,842	157
12	139 Moss Street, Laguna Beach, CA 92651	2/4/2021	\$ 21,900,000	\$ 21,000,000	\$ 900,000	4.1%	\$ 4,855	0
13	1377 Lewellyn Drive, Laguna Beach, CA 92651	2/4/2021	\$ 1,795,000	\$ 1,700,000	\$ 95,000	5.3%	\$ 768	82
14	1173 Marine Drive, Laguna Beach, CA 92651	2/4/2021	\$ 11,299,000	\$ 9,025,000	\$ 2,274,000	20.1%	\$ 2,327	90
15	9 Lagunita Drive, Laguna Beach, CA 92651	2/5/2021	\$ 23,500,000	\$ 18,000,000	\$ 5,500,000	23.4%	\$ 2,950	6
16	2939 Alta Laguna Blvd, Laguna Beach, CA 92651	2/5/2021	\$ 2,195,000	\$ 2,185,000	\$ 10,000	0.5%	\$ 1,092	28
17	155 Cleo Street, Laguna Beach, CA 92651	2/8/2021	\$ 4,000,000	\$ 4,000,000	\$ -	0.0%	\$ 3,076	4
18	2856 Terry Road, Laguna Beach, CA 92651	2/8/2021	\$ 2,349,000	\$ 2,220,000	\$ 129,000	5.5%	\$ 986	538
19	260 Arch Street, Laguna Beach, CA 92651	2/10/2021	\$ 3,195,000	\$ 3,100,000	\$ 95,000	3.0%	\$ 885	99
20	21675 Ocean Vista #28, Laguna Beach, CA 92651	2/11/2021	\$ 2,395,000	\$ 2,225,000	\$ 170,000	7.1%	\$ 1,287	5
21	435 Ruby Street, Laguna Beach, CA 92651	2/16/2021	\$ 1,199,000	\$ 1,481,000	\$ (282,000)	-23.5%	\$ 1,842	3
22	2084 Del Mar Avenue, Laguna Beach, CA 92651	2/16/2021	\$ 999,900	\$ 975,000	\$ 24,900	2.5%	\$ 923	27
23	332 Poplar Street, Laguna Beach, CA 92651	2/16/2021	\$ 2,995,000	\$ 2,500,000	\$ 495,000	16.5%	\$ 1,101	59
24	2618 Victoria Drive, Laguna Beach, CA 92651	2/17/2021	\$ 2,295,000	\$ 2,135,000	\$ 160,000	7.0%	\$ 1,423	0
25	309 San Nicholas Ct, Laguna Beach, CA 92651	2/17/2021	\$ 649,000	\$ 622,800	\$ 26,200	4.0%	\$ 470	94
26	330 Cajon Terrace, Laguna Beach, CA 92651	2/17/2021	\$ 3,495,000	\$ 3,030,000	\$ 465,000	13.3%	\$ 846	140
27	31738 Mar Vista Ave, Laguna Beach, CA 92651	2/18/2021	\$ 1,750,000	\$ 1,700,000	\$ 50,000	2.9%	\$ 1,305	0
28	856 Diamond Street, Laguna Beach, CA 92651	2/18/2021	\$ 4,595,000	\$ 4,200,000	\$ 395,000	8.6%	\$ 950	210
29	31321 Coast Highway, Laguna Beach, CA 92651	2/19/2021	\$ 6,200,000	\$ 5,600,000	\$ 600,000	9.7%	\$ 1,802	79
30	12 Smithcliffs Road, Laguna Beach, CA 92651	2/19/2021	\$ 5,468,000	\$ 4,800,000	\$ 668,000	12.2%	\$ 1,075	522
31	31755 Coast Unit#101, Laguna Beach, CA 92651	2/22/2021	\$ 1,300,000	\$ 2,175,000	\$ (875,000)	-67.3%	\$ 1,820	52
32	255 Cypress Drive #8, Laguna Beach, CA 92651	2/23/2021	\$ 924,900	\$ 926,000	\$ (1,100)	-0.1%	\$ 876	2
33	1280 Roosevelt Lane, Laguna Beach, CA 92651	2/23/2021	\$ 1,050,000	\$ 1,043,000	\$ 7,000	0.7%	\$ 1,477	7
34	2520 Iris Way, Laguna Beach, CA 92651	2/25/2021	\$ 2,650,000	\$ 2,620,000	\$ 30,000	1.1%	\$ 1,637	69
35	567 Bluebird Canyon Dr, Laguna Beach, CA 92651	2/26/2021	\$ 1,495,000	\$ 1,500,000	\$ (5,000)	-0.3%	\$ 1,369	7
36	865 Quivera Street, Laguna Beach, CA 92651	2/26/2021	\$ 2,999,000	\$ 3,000,000	\$ (1,000)	0.0%	\$ 824	15
37	1450 Bluebird Canyon Dr, Laguna Beach, CA 92651	2/27/2021	\$ 2,250,000	\$ 2,235,000	\$ 15,000	0.7%	\$ 899	3
38								
39	Not used in calculations		Median	\$ 2,250,000	\$ 95,000	4.0%	\$ 1,238	27



February 2021 Sales Data

Active Median (As of 3/1/2021)	\$ 3,795,000	135 Listings
Days on Market (DOM) Median		83 Days
\$ per Square Foot Median		\$ 1,482
Pending Median (As of 3/1/2021)	\$ 2,700,000	66 Listings
DOM Median		41 Days
\$ per Square Foot Median		\$ 1,256
Sold Median February 2021	\$ 2,250,000	37 Sales
Price Reduction Median	\$ 95,000	4 %
DOM Median		27 Days
\$ Per Square Foot Median		\$ 1,238
Sold 3 Month Median	\$ 2,185,000	113 Sales
\$ Per Square Foot Median		\$ 1,091
Sold 6 Month Median	\$ 2,049,500	262 Sales
Sold 12 Month Median	\$ 2,070,000	465 Sales
Price Reduction Median	\$ 245,000	4.4 %
DOM Median		44 Days
\$ Per Square Foot Median		\$ 1,054
Sold 2020 Median	\$ 2,000,000	443 Sales
SPREAD (Active - Sold)		+ \$ 1,545,000
PENDING INDICATOR (Pending - Sold)		+ \$ 450,000
February Supply	3.6 Months	Seller's Mkt
February 3 Month Supply	3.5 Months	Seller's Mkt
\$1,499,999 -	1.3 Months	Seller's Mkt
\$1,500,000 - \$1,999,999	1.2 Months	Seller's Mkt
\$2,000,000 - \$2,999,999	3.1 Months	Balanced Mkt
\$3,000,000 - \$4,999,999	2.6 Months	Seller's Mkt
\$5,000,000 - \$9,999,999	12 Months	Buyer's Mkt
\$10,000,000 +	37 Months	Buyer's Mkt

Balanced Market 5 to 7.9 Months

Price Forecasts

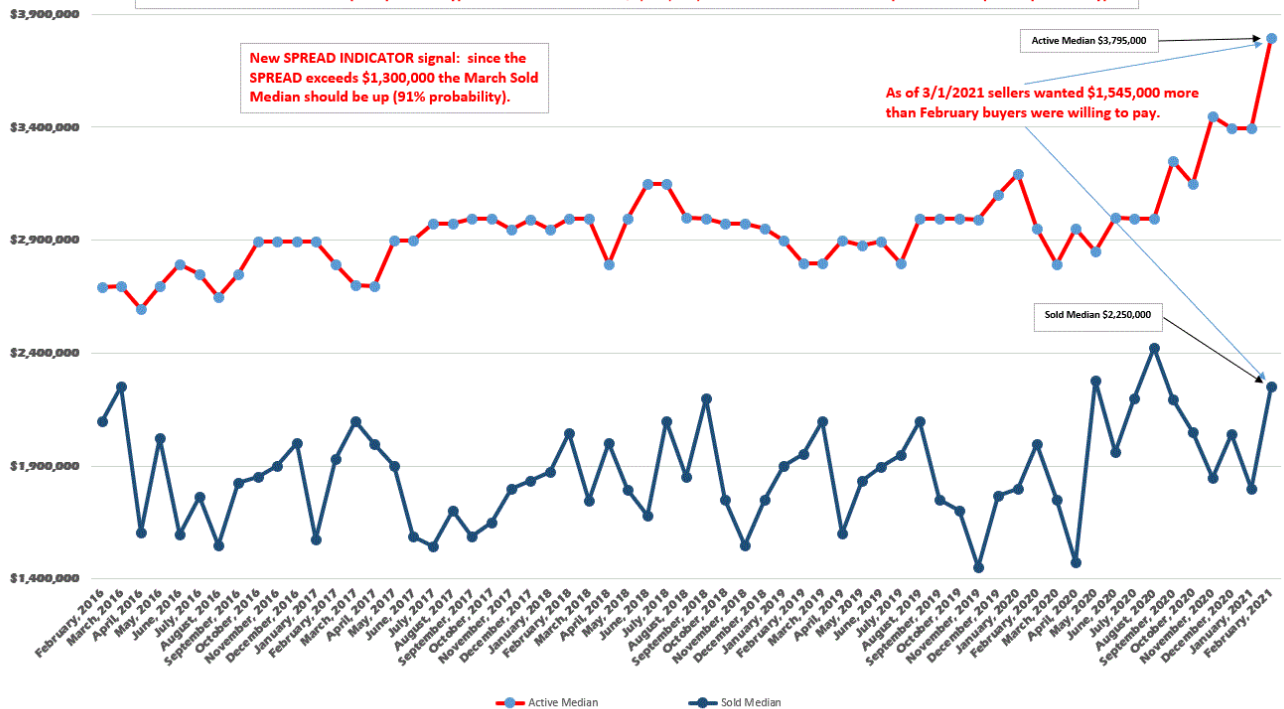
Short-Term PENDING INDICATOR Forecast for March (As of 3/1/2021)	Up
Short-Term SPREAD INDICATOR Forecast for March (As of 3/1/2021)	Up
Long-Term PRICE INDICATOR Forecast for 2021 (As of 11/1/2020)	Up



Laguna Beach Real Estate The SPREAD: Active v Sold - Median Monthly



The SPREAD is the active median minus the sold median. The SPREAD INDICATOR: if the SPREAD is less than \$800,000 as of the 1st, the sold median should be down that month (81% probability). If the SPREAD exceeds \$1,300,000, the sold median should be up that month (91.6% probability).



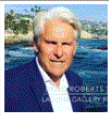
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4% Listing

- ◇ 2.5% Paid to the buyer's agent
- ◇ View Restoration Consulting
- ◇ Full Service | Open Houses
- ◇ Call [949-463-9152](tel:949-463-9152) for Details

A broker since 2004, Boyd Roberts has closed or overseen the closing of over 800 real estate and mortgage transactions totaling more than \$1/4 Billion.



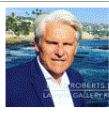
Laguna Beach Real Estate Sold Median Yearly | Number of Closings Long Term Price Indicator



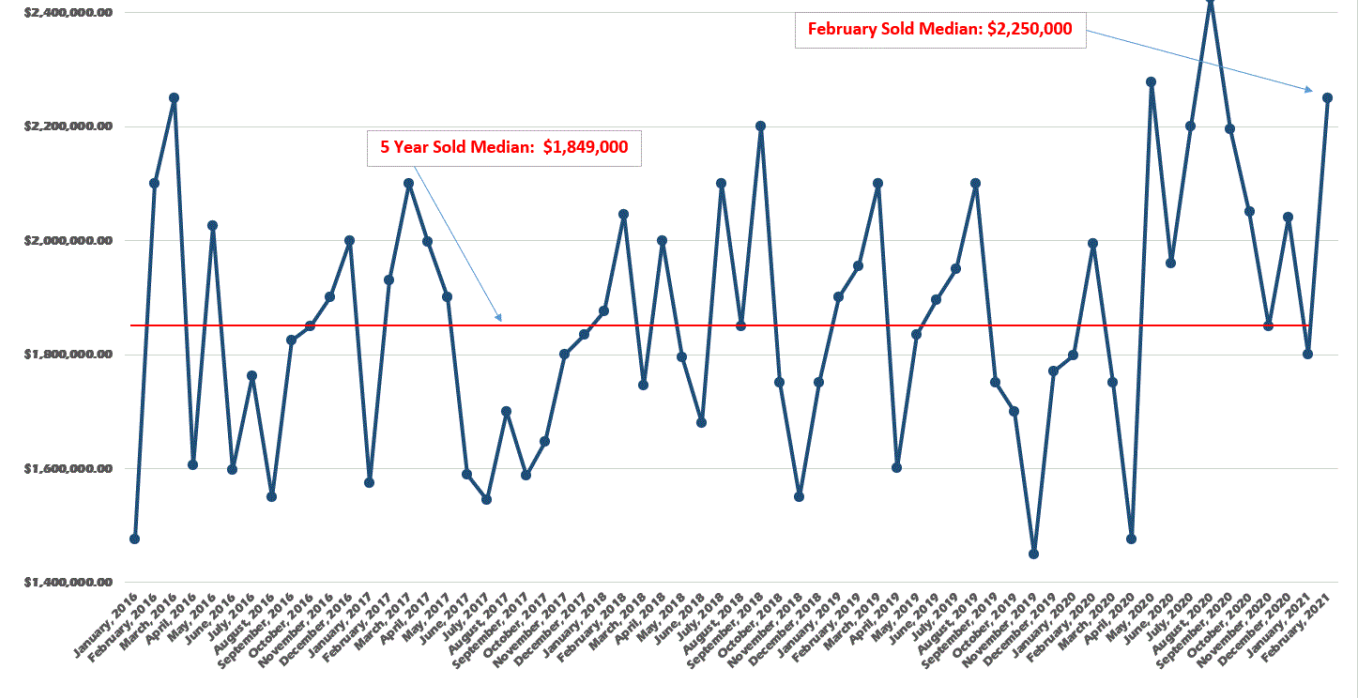
350 annual closings is the sweet spot. Years with at least 350 closings (1999, 2000, 2001, 2002, 2003, 2004, 2005, 2012, 2013, 2014, 2015, 2016, 2017, and 2018) have been followed by an up year except 2015. The reverse is not predictive: 2006, 2007, 2008, 2009, 2010, and 2011 all recorded less than 350 closings, but three of the following years (2007, 2009, and 2011) were down.

Why? Lagunans sell when they think the price is high enough. When it is not, they withdrawal from the market.

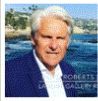
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Laguna Beach Real Estate Sold Median - Monthly



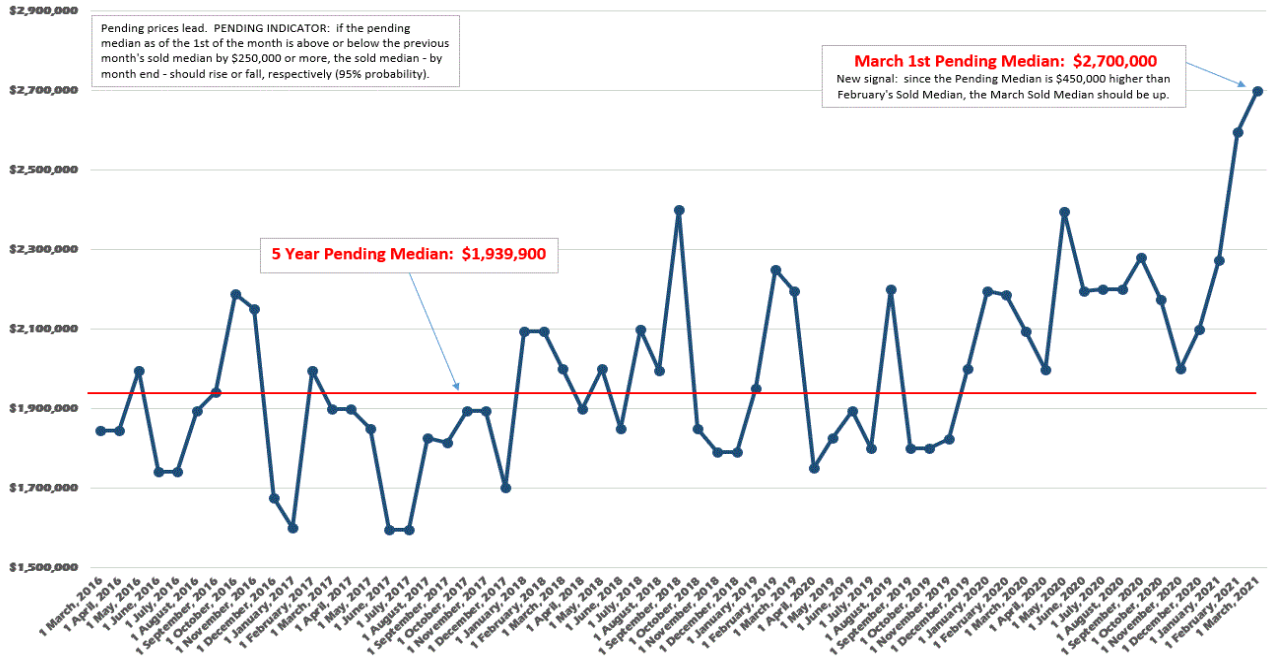
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Laguna Beach Real Estate Pending Median - Monthly | Pending Indicator



Combines Pending and Under Contract listings



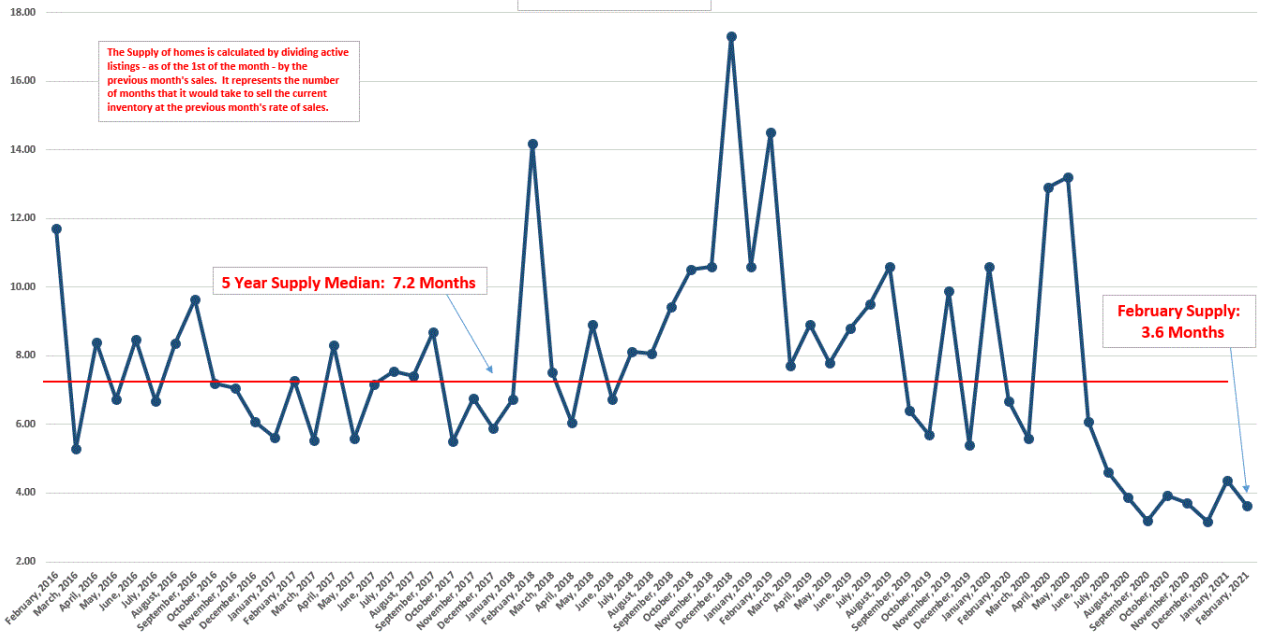
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Laguna Beach Real Estate Supply of Homes - in months - Monthly



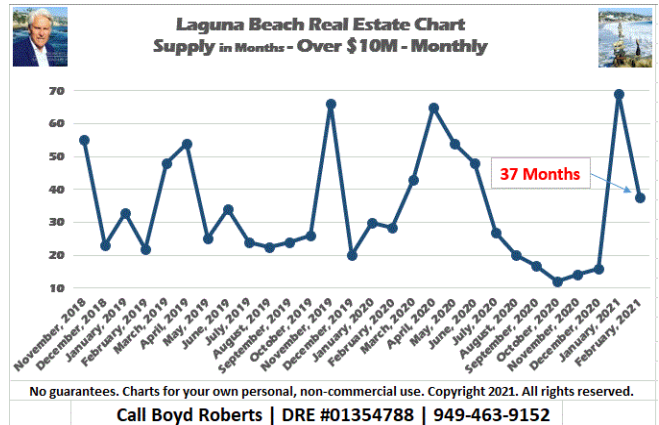
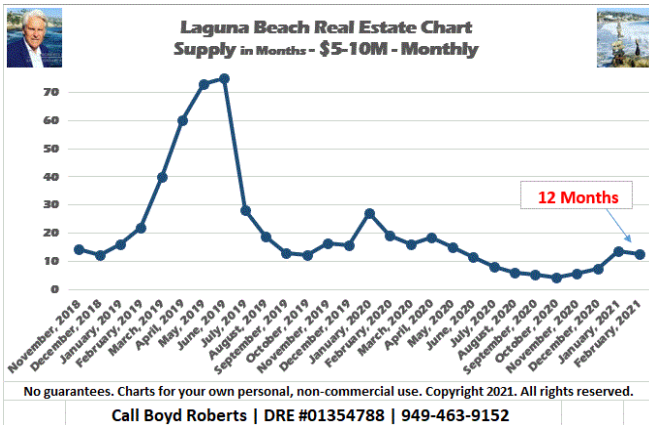
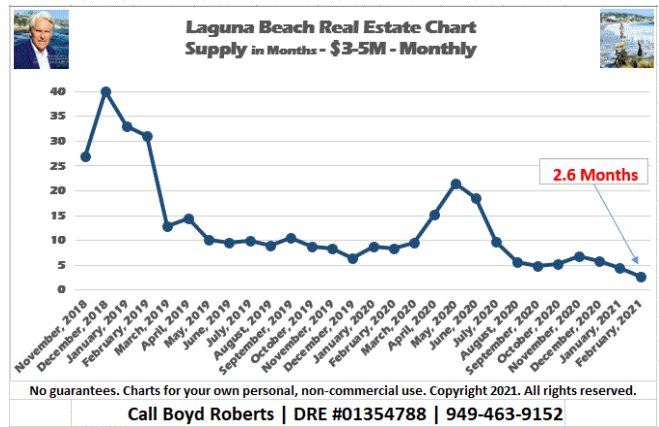
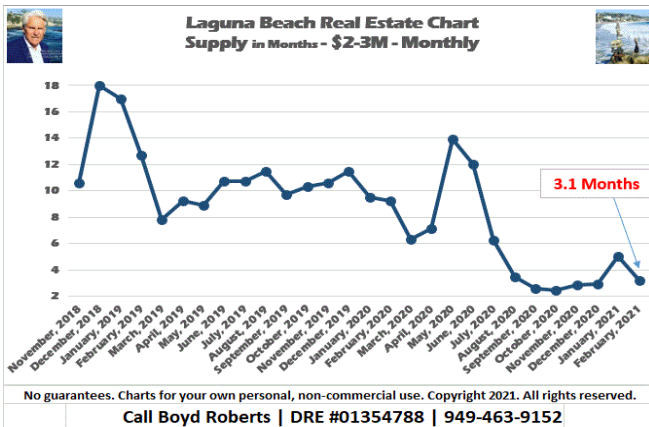
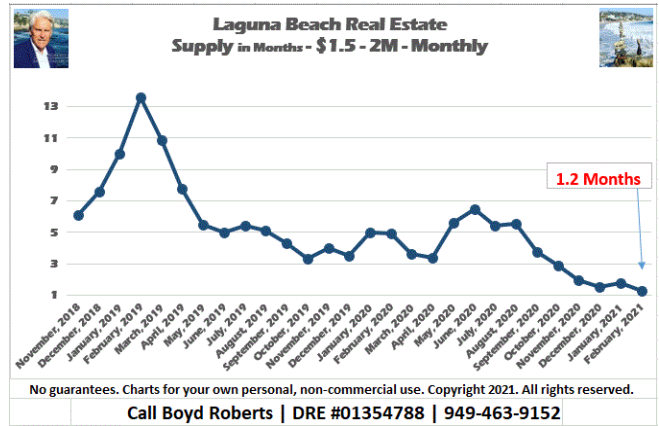
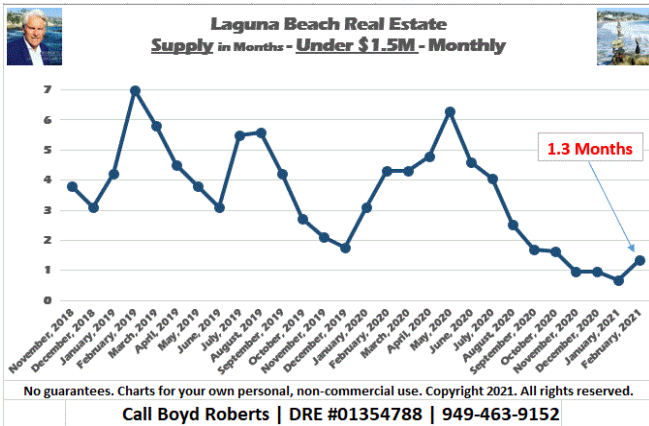
Seller's Market - Under 5 Months
Balanced Market - 5 to 8 Months
Buyer's Market - Over 8 Months



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Market Segment Supply Charts



Seller's Market - Under 5 Months | Balanced Market - 5 to 8 Months | Buyer's Market - Over 8 Months

