



# Laguna Beach Real Estate Magazine

November 2023 | Edition #100



**SOLD MEDIAN** \$3,000,000 +425,000 | **\$ PER SQ FT** \$1,526 +43 | **SUPPLY** 7.5 MONTHS +2.6 | **CLOSING RATIO** 100% -3

## Laguna Surges \$425,000

### Key Escrow Metric Doubles | Further Upside in Forecast

As predicted, Laguna Beach real estate prices rose in October. The sold median was up \$425,000 to \$3,000,000 – the highest print of 2023. With a 90% probability the Spread Indicator – is forecasting higher prices this month. [Chart page 5](#)

The sold dollars per square foot (SPSF) was up \$108 to \$1,526. As of the 1<sup>st</sup>, the pending SPSF was up \$83 to \$1,700 – the second highest print ever. YTD sold SPSF held \$1,499 - 133% higher than 2011, 43% higher than 2020, and just 3% lower than last year’s record. [Charts page 7](#)

October 1 to November 1, the number of open escrows almost

doubled. As a percentage of the available active inventory, it more than doubled. [Chart page 5](#)

With 128 active listings as of the 1<sup>st</sup> and only 17 closings in October, the supply of homes was up 2.5 months to 7.5 months – a balanced market. Under \$3M – at just 2.1 months – remains a seller’s market. Between \$3-5M – at 6.2 months – supply remains balanced. At 13.5 months, the \$5-10M sector was up 55%. Notably, over \$10M, the supply – at 18 months – has plunged 82% since July. [Charts page 6](#)

Call me to take advantage of this market. [949-463-9152](tel:949-463-9152)

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Laguna Beach Real Estate Magazine

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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!!!

# October 2023 Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reduc	\$ Sq Ft	DOM
1	1025 Oro Street, Laguna Beach, CA 92651	10/3/2023	\$ 1,660,000	\$ 1,525,000	\$ 135,000	8.1%	\$ 918	36
2	370 Los Olivos, Laguna Beach, CA 92651	10/4/2023	\$ 3,650,000	\$ 3,300,000	\$ 350,000	9.6%	\$ 1,919	109
3	371 El Camino Del Mar, Laguna Beach, CA 92651	10/4/2023	\$ 4,000,000	\$ 3,675,000	\$ 325,000	8.1%	\$ 1,585	50
4	119 Blue Lagoon, Laguna Beach, CA 92651	10/5/2023	\$ 2,399,000	\$ 2,210,000	\$ 189,000	7.9%	\$ 1,416	47
5	31955 Coast, Laguna Beach, CA 92651	10/5/2023	\$ 8,995,000	\$ 5,800,000	\$ 3,195,000	35.5%	\$ 2,148	454
6	1998 San Remo Drive, Laguna Beach, CA 92651	10/11/2023	\$ 3,599,000	\$ 3,530,000	\$ 69,000	1.9%	\$ 1,305	32
7	21701 Wesley Drive Unit#D, Laguna Beach, CA 92651	10/12/2023	\$ 979,000	\$ 910,000	\$ 69,000	7.0%	\$ 1,103	41
8	560 Anita Street, Laguna Beach, CA 92651	10/12/2023	\$ 3,650,000	\$ 3,000,000	\$ 650,000	17.8%	\$ 1,495	57
9	31721 Seacliff Drive, Laguna Beach, CA 92651	10/12/2023	\$19,000,000	\$12,800,000	\$ 6,200,000	32.6%	\$ 2,666	343
10	1275 Skyline Drive, Laguna Beach, CA 92651	10/13/2023	\$ 3,495,000	\$ 3,450,000	\$ 45,000	1.3%	\$ 1,960	36
11	195 High Drive, Laguna Beach, CA 92651	10/17/2023	\$ 2,600,000	\$ 2,100,000	\$ 500,000	19.2%	\$ 1,099	87
12	711 Bluebird Canyon Drive, Laguna Beach, CA 92651	10/17/2023	\$ 3,295,000	\$ 3,000,000	\$ 295,000	9.0%	\$ 1,715	90
13	502 San Nicholas Court, Laguna Beach, CA 92651	10/18/2023	\$ 770,000	\$ 750,000	\$ 20,000	2.6%	\$ 542	61
14	475 Thalia Street, Laguna Beach, CA 92651	10/23/2023	\$ 2,450,000	\$ 2,250,000	\$ 200,000	8.2%	\$ 1,526	59
15	2526 Monaco Drive, Laguna Beach, CA 92651	10/23/2023	\$12,595,000	\$11,000,000	\$ 1,595,000	12.7%	\$ 3,392	171
16	31505 Eagle Rock Way, Laguna Beach, CA 92651	10/24/2023	\$ 2,050,000	\$ 2,000,000	\$ 50,000	2.4%	\$ 1,237	9
17	145 Emerald Bay, Laguna Beach, CA 92651	10/30/2023	\$25,000,000	\$25,000,000	\$ -	0.0%	\$ 3,305	0
18								
19	Not used in calculations		Median	\$ 3,000,000	\$ 200,000	8.1%	\$ 1,526	57



## 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. Call today.

## Note to Readers

If you like Laguna Beach Real Estate Magazine, you will love LagunaGalleryRealEstate.com (especially 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.

**Boyd Roberts | 949-463-9152 | [www.LagunaGalleryRealEstate.com](http://www.LagunaGalleryRealEstate.com) | DRE 01354788**

# House Rich & Cash Poor???

## Offering

*Cash out 1sts – for maximum liquidity.*

*Cash out 2nds – leave your low interest 1st in place.*

*Cash out reverse – no payments.*

*Cash out reverse 2nds – leave your low interest 1st in place.*

Ray Blindauer | ARCSTONE Financial | 949-945-4850 | NMLS 230213



## TIRED OF TENANTS, TOILETS AND TRASH? TOP 5 REASONS TO SELL NOW

1. Retire and exit from your primary home and/or investment property without paying taxes. We offer passive, hands off 1031 Exchange options as well as other TAX SHELTERED SOLUTIONS!
2. With todays lack of inventory, sell your property for TOP DOLLAR and we can also provide you 1031 replacement solutions.
3. Have more peace of mind and flexibility with your Estate and Legacy Planning. Upon death, heirs will receive a step up in cost basis and pay no capital gains tax without hassle.
4. Gain more depreciation/tax write offs by reinvesting into 1031 passive real estate investments, without needing to apply for a loan or adding cash.
5. With increased property values against the controlled rent restrictions, we can provide access to higher cash flowing US markets.

Boyd Roberts | Broker | 949-463-9152 | DRE 01354788

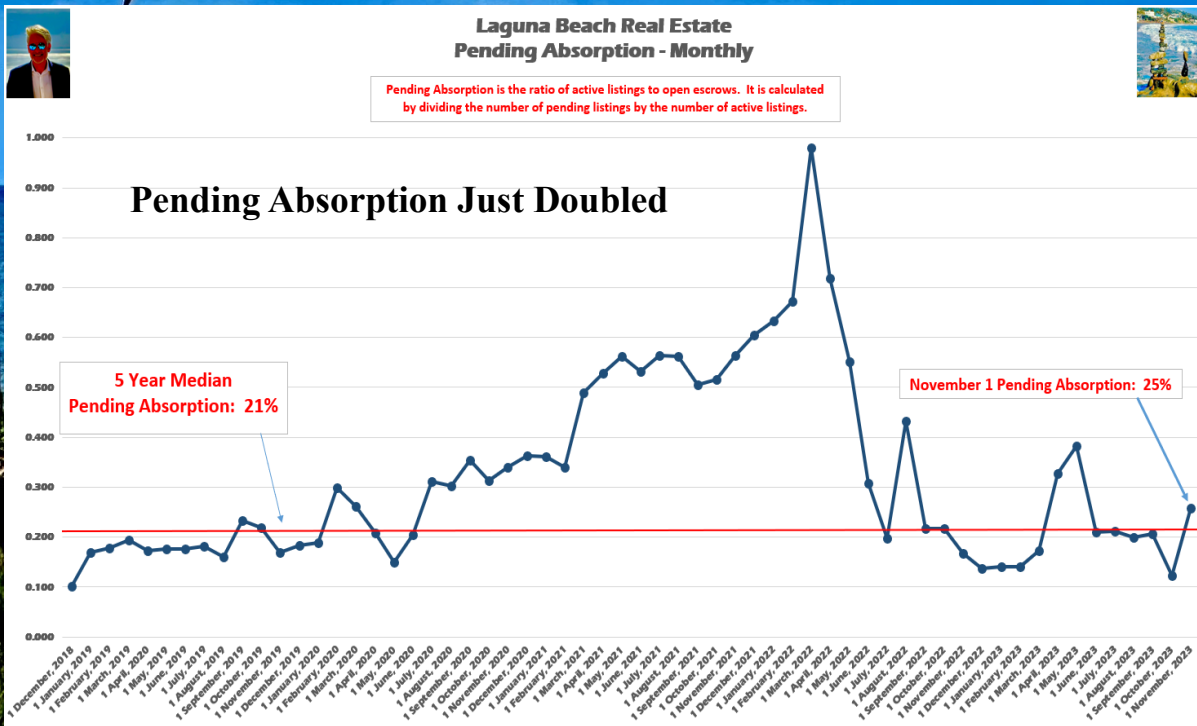
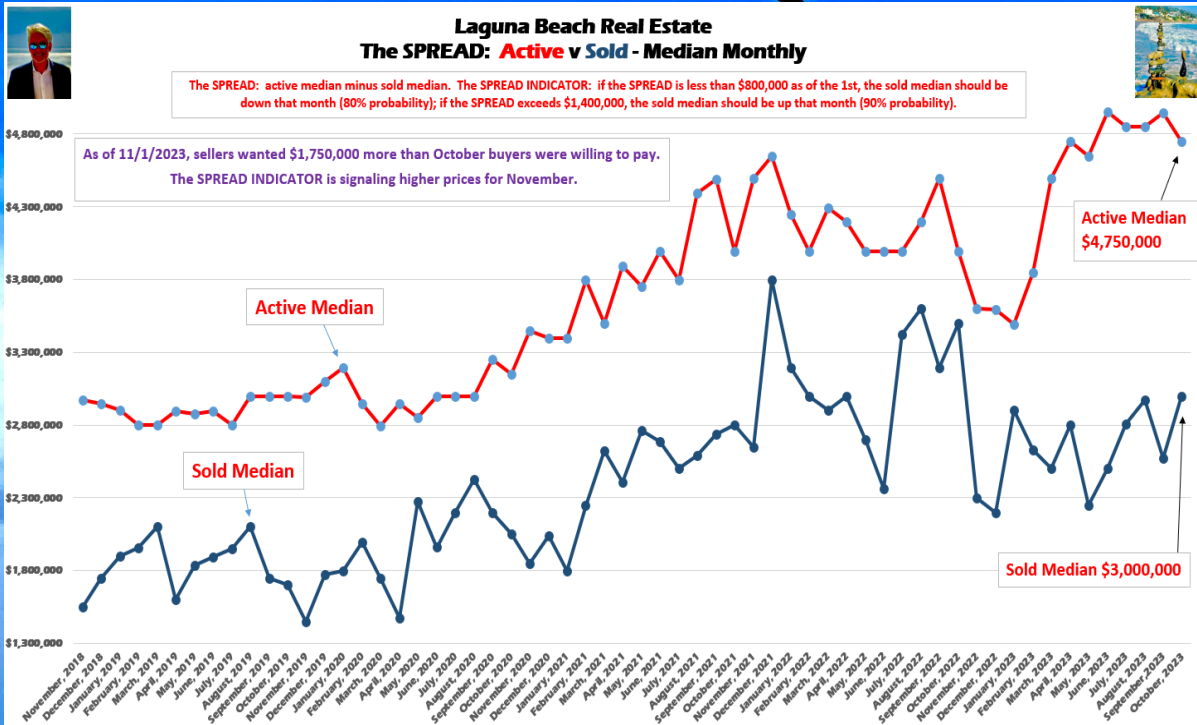
# October 2023 Sales Data

<b>Active Median</b> (As of 11/1/2023)	<b>\$ 4,750,000</b>	<b>128 Listings</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,761</b>
<b>Pending Median</b> (As of 11/1/2023)	<b>\$ 3,195,000</b>	<b>33 Listings</b>
<b>\$ per Square Foot Median</b>		<b>\$ 1,700</b>
<b>Sold October 2023 Median</b>	<b>\$ 3,000,000</b>	<b>17 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 200,000</b>	<b>8.1 %</b>
<b>Days on Market Median</b>		<b>57 Days</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,526</b>
<b>Sold 3 Month Median</b>	<b>\$ 2,750,000</b>	<b>70 Sales</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,526</b>
<b>Sold 6 Month Median</b>	<b>\$ 2,800,000</b>	<b>139 Sales</b>
<b>Sold 12 Month Median</b>	<b>\$ 2,750,000</b>	<b>244 Sales</b>
<b>Price Reduction Median</b>	<b>\$ 219,999</b>	<b>7.3 %</b>
<b>\$ Per Square Foot Median</b>		<b>\$ 1,492</b>
<b>Sold 2022 Median</b>	<b>\$ 3,000,000</b>	<b>322 Sales</b>
<b>Sold 2023 YTD</b>	<b>\$ 2,800,000</b>	<b>217 Sales</b>
<b>PENDING INDICATOR (Pending - Sold)</b>		<b>+ \$ 195,000</b>
<b>SPREAD INDICATOR (Active - Sold)</b>		<b>+ \$1,750,000</b>
<b>October Absorption (Sold to Active Ratio)</b>		<b>13 %</b>
<b>October Pending Absorption (Pending to Active Ratio)</b>		<b>25 %</b>
<b>October Closing Ratio (Pending to Sold)</b>		<b>100 %</b>
<b>October Supply</b>	<b>7.5 Months</b>	<b>Balanced Market</b>
<b>October 3 Month Supply</b>	<b>5.4 Months</b>	<b>Balanced Market</b>
<b>\$1,499,999 -</b>	<b>1.1 Months</b>	<b>Seller's Market</b>
<b>\$1,500,000 - \$1,999,999</b>	<b>3.0 Months</b>	<b>Seller's Market</b>
<b>\$2,000,000 - \$2,999,999</b>	<b>2.1 Months</b>	<b>Seller's Market</b>
<b>\$3,000,000 - \$4,999,999</b>	<b>6.2 Months</b>	<b>Balanced Market</b>
<b>\$5,000,000 - \$9,999,999</b>	<b>13 Months</b>	<b>Buyer's Market</b>
<b>\$10,000,000 +</b>	<b>18 Months</b>	<b>Buyer's Market</b>

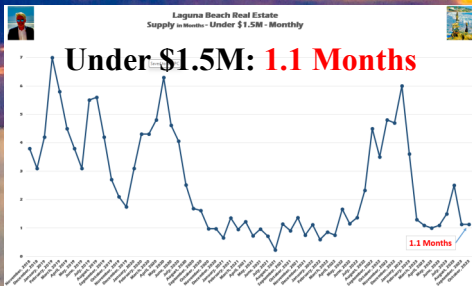
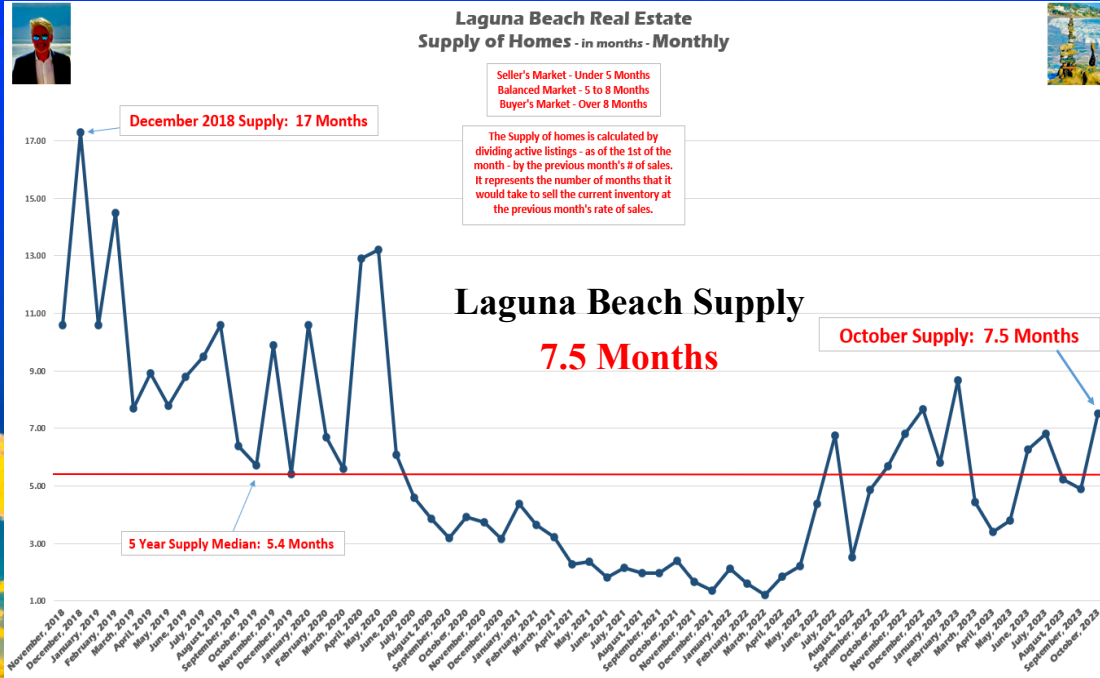
Balanced Market 5 to 7.9 Months

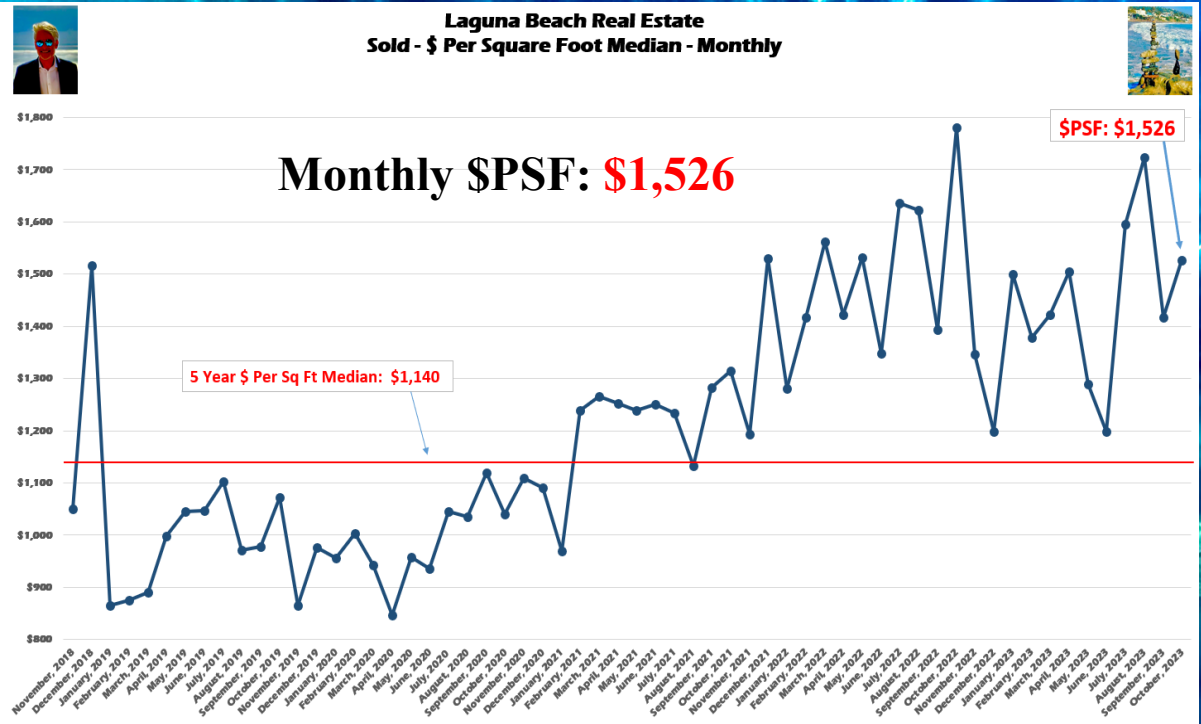
## Price Forecasts

<b>Short-Term PENDING INDICATOR Forecast for November</b>	<b>NO Signal</b>
<b>Short-Term SPREAD INDICATOR Forecast for November</b>	<b>UP Signal</b>
<b>Long-Term PRICE INDICATOR Forecast for 2023</b>	<b>No Signal</b>



# Supply Charts





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



## 4% Listing

- ◆ 2.5% Paid to Buyers Agent
- ◆ Full Service | Open Houses
- ◆ Call [949-463-9152](tel:949-463-9152)

**Longtime Laguna Beach Resident**

**Laguna Beach Expert | BA Economics**

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





## Need Help?

I wish everybody would want to look great feel great be great and I love helping people achieve those goals usually it's in the way they carry themselves by their fashion the things that they bring into their home and office to bring style and design I love to re-create what people have to give him a new sense of himself there's always something new you can do wherever you go you can feel new you don't have to be in the past with all things because we have opportunities to change that every day and I'd love to be

part of that creative process of change and beauty and Transforming I know people go through a lot internally also and I have always shared great gifts that I have myself that help me pull through the dark times into the light every day because there is so much good and so much light and so much to be grateful and appreciative for I'd like to focus and help other people focus on those attributes that we all have.

Who is my perfect customer somebody who knows specifically what they want and what they need they just don't know how to get it where do I find my clients I find them from people that share my expertise with them and they shared me with the next I love referrals it's a much better platform for me

And how do I work I always consult on face time or in their home office or closets

I always go in and I make a clear plan so that my special person I'm helping really sees that I'm getting the job done in the time that we have allotted For the job

What kind of jobs have I finished the last two years?

One client has to travel for business and I help her put many many outfits together for her trips I help her pack pick out her accessories clothing etc.

Another was in her gigantic closet for her and her husband and it took months and months to organize things but she is so happy and has sent me four clients donated recreating many outfits so she can shop in her own closet.

## Call Simone 949-500-1537