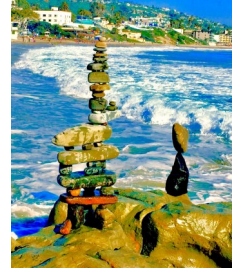


Laguna Beach Real Estate Magazine

August 2022 | [Edition #86]



SOLD MEDIAN \$3,600,000 + 175,000 | **\$ PER SQ FT** \$1,622 - 14 | **SUPPLY** 2.5 MONTHS - 4.2 | **CLOSING RATIO** 97% + 27

Laguna Up \$1.2M Since June

Supply Contracts by 62% | \$ Per Sq Ft remains over \$1,600

You heard it here first. I know of no other analysts or realtors talking about it. Median Laguna Beach real estate prices have surged \$1,235,000 since June, settling at \$3,600,000 – the second highest print ever.

Median \$ per square foot has also rallied \$274 to \$1,622 – also, the second highest print ever.

Active inventory is extremely low. Laguna – despite what other’s say - is definitely in a “seller’s market.” As of September 1st, there were only 101 residences for sale in Laguna Beach. For context, this is by far the lowest September 1st reading I have ever docu-

mented. Going back to 2016, the average September 1 inventory is 214 listings. Historically, active inventory always peaks in the summer months and declines significantly into January 1. The average decline since 2016 is 39%.

Although inventory is low, escrow activity is, also, low. As of September 1st there were only 22 open escrows – the second lowest print ever. Do not expect a lot of closings in September.

If you have any questions or would like to buyer sell in Laguna Beach, please feel free to contact me.

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Laguna Beach Real Estate Magazine

Established February 2016

Publisher Boyd Roberts

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3 Lagunita Drive

Laguna Beach | \$5,300,000



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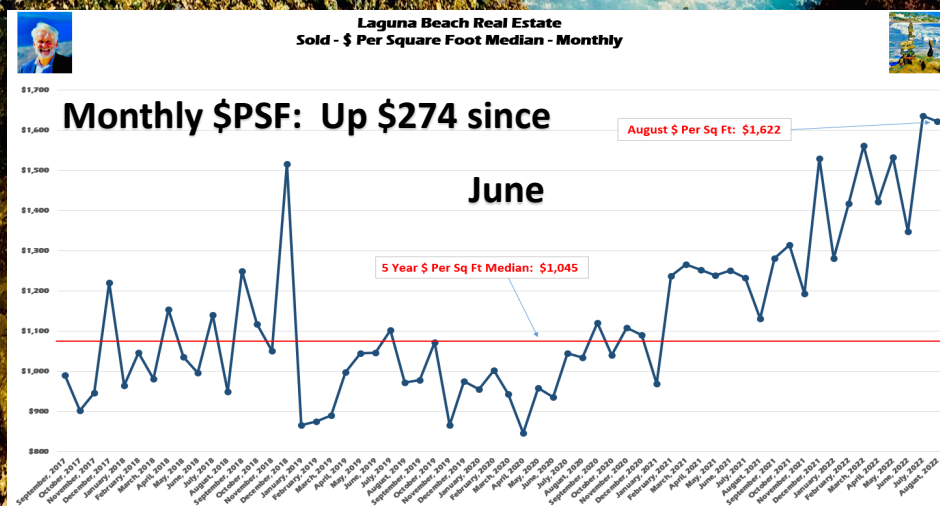
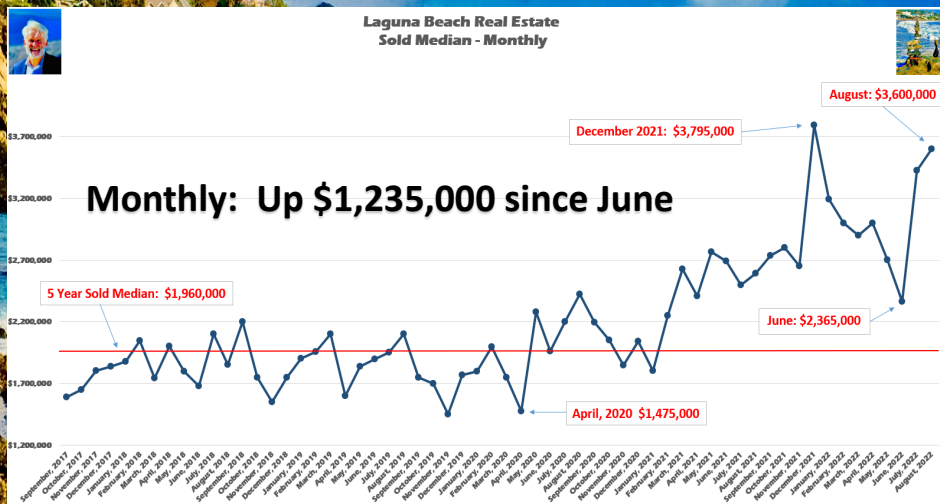
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- **BA Economics**
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- **Longtime Laguna Beach Resident**

*Boyd Roberts has closed /overseen over 800 real estate/mortgage transactions exceeding \$250,000,000.



August 2022 Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reduc	\$ Sq Ft	DOM
1	1073 Gaviota Drive, Laguna Beach, CA 92651	8/1/2022	\$ 6,895,000	\$ 6,895,000	\$ -	0.0%	\$ 3,757	9
2	31171 Holly Drive, Laguna Beach, CA 92651	8/1/2022	\$ 4,950,000	\$ 4,885,000	\$ 65,000	1.3%	\$ 1,612	47
3	962 Tia Juana, Laguna Beach, CA 92651	8/3/2022	\$ 1,995,000	\$ 1,750,000	\$ 245,000	12.3%	\$ 1,068	64
4	785 Gainsborough Drive, Laguna Beach, CA 92651	8/4/2022	\$ 4,795,000	\$ 4,500,000	\$ 295,000	6.2%	\$ 1,477	254
5	802 Rembrandt Drive, Laguna Beach, CA 92651	8/4/2022	\$ 5,775,000	\$ 5,600,000	\$ 175,000	3.0%	\$ 2,285	9
6	858 Gainsborough Drive, Laguna Beach, CA 92651	8/7/2022	\$ 3,695,000	\$ 3,650,000	\$ 45,000	1.2%	\$ 1,825	48
7	2834 Terry Road, Laguna Beach, CA 92651	8/8/2022	\$ 2,895,000	\$ 2,850,000	\$ 45,000	1.6%	\$ 1,733	9
8	1141 Summit Place, Laguna Beach, CA 92651	8/8/2022	\$ 3,600,000	\$ 3,600,000	\$ -	0.0%	\$ 1,533	0
9	1755 Park Avenue, Laguna Beach, CA 92651	8/8/2022	\$ 4,200,000	\$ 3,700,000	\$ 500,000	11.9%	\$ 925	52
10	31562 Wildwood Road, Laguna Beach, CA 92651	8/9/2022	\$ 2,250,000	\$ 2,100,000	\$ 150,000	6.7%	\$ 954	12
11	25 Bay Drive, Laguna Beach, CA 92651	8/10/2022	\$ 26,000,000	\$21,950,000	\$ 4,050,000	15.6%	\$ 3,419	76
12	1659 Carmelita, Laguna Beach, CA 92651	8/11/2022	\$ 1,895,000	\$ 1,895,000	\$ -	0.0%	\$ 3,353	6
13	2964 Mountain View Dr., Laguna Beach, CA 92651	8/12/2022	\$ 2,350,000	\$ 2,285,000	\$ 65,000	2.8%	\$ 1,337	19
14	66 Emerald Bay, Laguna Beach, CA 92651	8/12/2022	\$ 48,995,000	\$43,500,000	\$ 5,495,000	11.2%	\$ 8,753	32
15	31632 2nd Ave, Laguna Beach, CA 92651	8/15/2022	\$ 1,400,000	\$ 1,450,000	\$ (50,000)	-3.6%	\$ 1,742	8
16	3044 Nestall Road, Laguna Beach, CA 92651	8/15/2022	\$ 2,699,000	\$ 2,475,000	\$ 224,000	8.3%	\$ 976	36
17	30852 Driftwood Drive, Laguna Beach, CA 92651	8/15/2022	\$ 3,999,500	\$ 4,100,000	\$ (100,500)	-2.5%	\$ 1,792	10
18	615 Seaview Street, Laguna Beach, CA 92651	8/16/2022	\$ 1,900,000	\$ 2,075,000	\$ (175,000)	-9.2%	\$ 1,754	10
19	1125 Emerald Bay, Laguna Beach, CA 92651	8/16/2022	\$ 11,995,000	\$10,700,000	\$ 1,295,000	10.8%	\$ 1,601	40
20	26 N Stonington Road, Laguna Beach, CA 92651	8/17/2022	\$ 3,900,000	\$ 4,065,000	\$ (165,000)	-4.2%	\$ 1,246	3
21	790 Manzanita Drive, Laguna Beach, CA 92651	8/19/2022	\$ 2,495,000	\$ 2,620,000	\$ (125,000)	-5.0%	\$ 1,515	14
22	32416 Coast Highway, Laguna Beach, CA 92651	8/19/2022	\$ 3,495,000	\$ 3,195,000	\$ 300,000	8.6%	\$ 1,183	288
23	312 Emerald Bay, Laguna Beach, CA 92651	8/19/2022	\$ 4,990,000	\$ 4,200,000	\$ 790,000	15.8%	\$ 1,993	15
24	115 Emerald Bay, Laguna Beach, CA 92651	8/19/2022	\$ 8,495,000	\$ 8,794,000	\$ (299,000)	-3.5%	\$ 2,980	5
25	3089 Bern Drive, Laguna Beach, CA 92651	8/22/2022	\$ 2,750,000	\$ 2,400,000	\$ 350,000	12.7%	\$ 1,307	43
26	245 Aster Street Unit#11, Laguna Beach, CA 92651	8/24/2022	\$ 999,900	\$ 999,900	\$ -	0.0%	\$ 1,342	8
27	1570 Via Capri Unit#7, Laguna Beach, CA 92651	8/25/2022	\$ 1,050,000	\$ 1,050,000	\$ -	0.0%	\$ 1,131	7
28	1257 Temple Hills Drive, Laguna Beach, CA 92651	8/26/2022	\$ 4,250,000	\$ 3,900,000	\$ 350,000	8.2%	\$ 1,567	0
29	596 Mystic Way, Laguna Beach, CA 92651	8/26/2022	\$ 4,249,000	\$ 4,086,800	\$ 162,200	3.8%	\$ 1,933	23
30	335 Myrtle Street, Laguna Beach, CA 92651	8/26/2022	\$ 3,175,000	\$ 3,000,000	\$ 175,000	5.5%	\$ 3,118	21
31	31777 5th Avenue, Laguna Beach, CA 92651	8/29/2022	\$ 4,495,000	\$ 3,245,000	\$ 1,250,000	27.8%	\$ 1,030	109
32	271 La Brea Street, Laguna Beach, CA 92651	8/29/2022	\$ 4,295,000	\$ 3,725,000	\$ 570,000	13.3%	\$ 1,255	124
33	120 Mcknight Drive, Laguna Beach, CA 92651	8/29/2022	\$ 14,500,000	\$12,000,000	\$ 2,500,000	17.2%	\$ 3,393	73
34	9 Shreve Drive, Laguna Beach, CA 92651	8/30/2022	\$ 11,500,000	\$10,150,000	\$ 1,350,000	11.7%	\$ 3,429	40
35	31595 Table Rock Drive, Laguna Beach, CA 92651	8/30/2022	\$ 8,795,000	\$ 7,900,000	\$ 895,000	10.2%	\$ 2,925	87
36	1119 Katella Street, Laguna Beach, CA 92651	8/30/2022	\$ 3,499,000	\$ 3,188,000	\$ 311,000	8.9%	\$ 1,125	82
37	31917 Virginia Way, Laguna Beach, CA 92651	8/30/2022	\$ 2,145,000	\$ 2,145,000	\$ -	0.0%	\$ 1,673	0
38	31602 Santa Rosa Dr, Laguna Beach, CA 92651	8/31/2022	\$ 2,495,000	\$ 2,200,000	\$ 295,000	11.8%	\$ 1,622	112
39	846 Emerald Bay, Laguna Beach, CA 92651	8/31/2022	\$ 9,995,000	\$ 9,430,000	\$ 565,000	5.7%	\$ 2,211	61
40	787 S Coast, Laguna Beach, CA 92651	8/31/2022	\$ 4,250,000	\$ 2,900,000	\$ 1,350,000	31.8%	\$ 2,320	104
41								
42	Not used in calculations		Median	\$ 3,600,000	\$ 175,000	5.5%	\$ 1,622	32

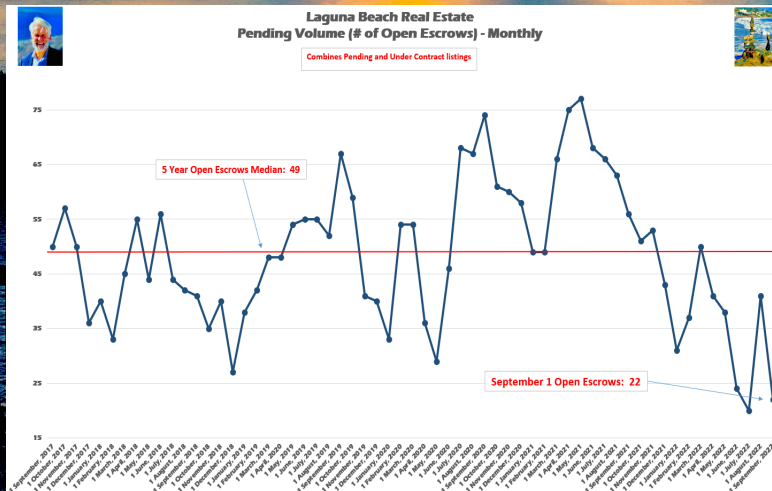
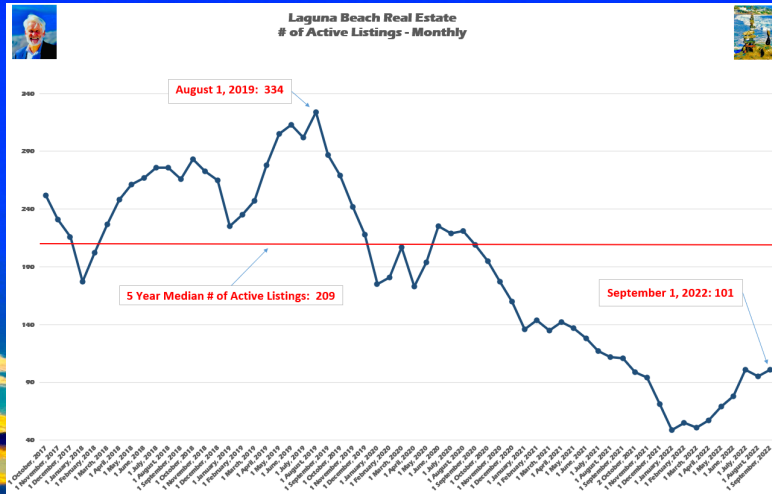
August 2022 Sales Data

Active Median (As of 9/1/2022)	\$ 4,200,000	101 Listings
\$ per Square Foot Median		\$ 1,783
Pending Median (As of 9/1/2022)	\$ 3,500,000	22 Listings
\$ per Square Foot Median		\$ 1,400
Sold Median August 2022	\$ 3,600,000	40 Sales
Price Reduction Median	\$ 175,000	5.5 %
\$ Per Square Foot Median		\$ 1,622
Sold 3 Month Median	\$ 3,005,000	77 Sales
\$ Per Square Foot Median		\$ 1,601
Sold 6 Month Median	\$ 2,925,000	196 Sales
Sold 12 Month Median	\$ 3,000,000	421 Sales
Price Reduction Median	\$ 80,000	3 %
\$ Per Square Foot Median		\$ 1,485
Sold 2021 Median	\$ 2,650,000	568 Sales
Sold 2022 YTD Median	\$ 3,000,000	254 Sales
PENDING INDICATOR (Pending - Sold)		- \$ 100,000
SPREAD (Active - Sold)		+ \$ 600,000
August Absorption (Sold to Active Ratio)		39 %
August Pending Absorption (Pending to Active Ratio)		21 %
August Closing Ratio (Pending to Sold)		97 %
August Supply	2.5 Months	Seller's Market
August 3 Month Supply	3.9 Months	Seller's Market
\$1,499,999 -	2.3 Months	Seller's Market
\$1,500,000 - \$1,999,999	3.0 Months	Seller's Market
\$2,000,000 - \$2,999,999	3.1 Months	Seller's Market
\$3,000,000 - \$4,999,999	3.1 Months	Seller's Market
\$5,000,000 - \$9,999,999	5.2 Months	Seller's Market
\$10,000,000 +	9.4 Months	Buyer's Market

Balanced Market 5 to 7.9 Months

Price Forecasts

Short-Term PENDING INDICATOR Forecast for September	No Signal
Short-Term SPREAD INDICATOR Forecast for September	Down
Long-Term PRICE INDICATOR Forecast for 2022 (As of 9/1/2021)	Up



All charts at www.LagunaGalleryRealEstate.com/charts



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.

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