

Laguna Beach

Real Estate Magazine

May 2025 | Edition #116



SOLD MEDIAN \$2,675,000 - 320,000 | **\$ PER SQ FT** \$1,450 - 99 | **SUPPLY** 9.3 MONTHS + 2.1 | **DOM** 37 DAYS + 1

Laguna Set to Surge

Short Term Forecasts Point Up—85% Probability

The Pending Indicator – which compares current escrows with the previous month's closing – is forecasting higher prices for May. 86% probability. The Spread Indicator – which compares the current active inventory with last months closings - is also forecasting higher prices. 85% probability. Both of these signals are particularly strong. Expect the sold median to surge this month. Possibly huge. **Charts P 5 and website.**

Laguna Beach's prime wealth metric did fall \$320,000 in April. On low volume – just 24 closed sales - the monthly sold median settled at \$2,675,000. The median dollars per square foot

declined \$99 to \$1,450. **Charts P 4.**

Some of the market internals were ugly. Active inventory – at its highest level since June 2020 – surged to 224. Absorption – the sold to active ratio – fell to its lowest level since May 2020. Pending absorption – the pending to active ratio – fell to its lowest point since 2018. **Charts P 5.**

Investors in the \$3-8,000,000 range, I have done my research and identified several lucrative – I repeat lucrative – value added investment opportunities in Laguna Beach. If you are willing to work with me as your exclusive buyer's agent on the identified properties, call me.

This Issue:

- ⇒ My Take P 1
- ⇒ Closing Detail. P 2
- ⇒ Sales Data P 3
- ⇒ Price Forecasts. P 3
- ⇒ 10 Year Price Charts. . P 4
- ⇒ 10 Year \$PSF Chart. . P 4
- ⇒ 10 Year Active Chart. . P 4
- ⇒ Other Charts P 5

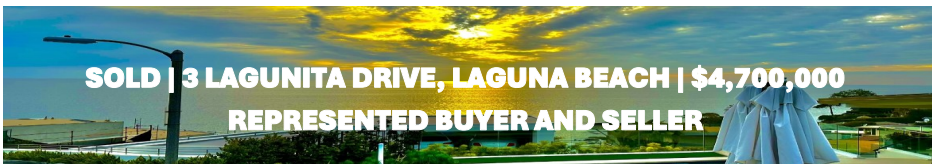


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Betsey Unger
1 review

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!!!

Boyd Roberts | Broker/Owner | Laguna Gallery Real Estate | DRE 01354788 | 949-463-9152

April 2025 Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reduc	\$ Sq Ft	DOM
1	1984 Cortez, Laguna Beach, CA 92651	4/1/2025	\$ 1,295,000	\$1,275,000	\$ 20,000	1.5%	\$ 990	0
2	21703 Ocean Vista Dr. #101, Laguna Beach, CA 92651	4/2/2025	\$ 1,450,000	\$1,350,000	\$ 100,000	6.9%	\$ 1,220	37
3	402 Aster Street, Laguna Beach, CA 92651	4/3/2025	\$ 3,495,000	\$3,100,000	\$ 395,000	11.3%	\$ 1,841	18
4	1568 Via Majorca, Laguna Beach, CA 92651	4/4/2025	\$ 5,500,000	\$5,400,000	\$ 100,000	1.8%	\$ 2,001	20
5	464 Linden Street, Laguna Beach, CA 92651	4/9/2025	\$ 4,995,000	\$4,938,000	\$ 57,000	1.1%	\$ 2,282	11
6	1095 Flamingo Road, Laguna Beach, CA 92651	4/11/2025	\$ 3,995,000	\$2,600,000	\$ 1,395,000	34.9%	\$ 836	54
7	967 Meadowlark Lane, Laguna Beach, CA 92651	4/14/2025	\$ 2,849,000	\$2,952,000	\$ (103,000)	-3.6%	\$ 1,265	30
8	2677 Victoria Drive, Laguna Beach, CA 92651	4/14/2025	\$ 8,950,000	\$7,900,000	\$ 1,050,000	11.7%	\$ 3,520	47
9	12 S Encino, Laguna Beach, CA 92651	4/14/2025	\$ 6,995,000	\$6,325,000	\$ 670,000	9.6%	\$ 4,865	288
10	1095 Miramar Street, Laguna Beach, CA 92651	4/15/2025	\$ 1,850,000	\$1,745,000	\$ 105,000	5.7%	\$ 1,093	24
11	727 Bayview Place, Laguna Beach, CA 92651	4/15/2025	\$ 6,600,000	\$6,450,000	\$ 150,000	2.3%	\$ 1,771	2
12	31561 Table Rock Drive #210, Laguna Beach, CA 92651	4/15/2025	\$ 2,850,000	\$2,675,000	\$ 175,000	6.1%	\$ 2,354	28
13	3103 Bern Drive, Laguna Beach, CA 92651	4/16/2025	\$ 2,699,000	\$2,475,000	\$ 224,000	8.3%	\$ 1,186	37
14	2930 Alta Laguna Boulevard, Laguna Beach, CA 92651	4/16/2025	\$ 3,700,000	\$3,500,000	\$ 200,000	5.4%	\$ 1,265	50
15	213 Santa Rosa Court, Laguna Beach, CA 92651	4/17/2025	\$ 880,000	\$865,000	\$ 15,000	1.7%	\$ 625	34
16	979 Capistrano Avenue, Laguna Beach, CA 92651	4/18/2025	\$ 3,095,000	\$2,650,000	\$ 445,000	14.4%	\$ 1,217	42
17	151 Myrtle Street Unit#7, Laguna Beach, CA 92651	4/21/2025	\$ 2,150,000	\$2,100,888	\$ 49,112	2.3%	\$ 2,244	15
18	28911 Sommet Du Monde, Laguna Beach, CA 92651	4/24/2025	\$ 9,200,000	\$8,500,000	\$ 700,000	7.6%	\$ 2,204	62
19	991 Meadowlark Drive, Laguna Beach, CA 92651	4/25/2025	\$ 2,595,000	\$2,550,000	\$ 45,000	1.7%	\$ 1,450	57
20	31508 Mar Vista Avenue, Laguna Beach, CA 92651	4/25/2025	\$ 3,725,000	\$3,725,000	\$ -	0.0%	\$ 1,490	46
21	21657 Ocean Vista Drive Unit#19, Laguna Beach, CA 92651	4/28/2025	\$ 2,675,000	\$2,675,000	\$ -	0.0%	\$ 1,548	8
22	32002 Coast Hwy, Laguna Beach, CA 92651	4/28/2025	\$ 2,995,000	\$2,700,000	\$ 295,000	9.8%	\$ 1,384	18
23	791 Barracuda Way, Laguna Beach, CA 92651	4/29/2025	\$ 4,775,000	\$4,700,000	\$ 75,000	1.6%	\$ 1,337	77
24	420 Cypress Drive Unit#420, Laguna Beach, CA 92651	4/30/2025	\$ 1,699,000	\$1,305,000	\$ 394,000	23.2%	\$ 1,484	210
Not used in calculations			Median	\$ 2,675,000	\$ 150,000	5.7%	\$ 1,450	37

READERS. Never miss an issue or an updated chart. All LBREM issues - and the corresponding video - are available at LagunaGalleryRealEstate.com on the /Reports-Videos and /Charts pages.

Laguna Beach Real Estate Video | A Broker's Take on the January 2024 Market



Laguna Beach Real Estate Video | A Broker's Take on the February 2024 Market



Laguna Beach Real Estate Video | A Broker's Take on the March 2024 Market



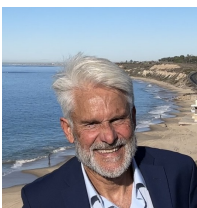
Laguna Beach Real Estate Video | A Broker's Take on the April 2024 Market



Laguna Beach Real Estate Video | A Broker's Take on the May 2024 Market



Laguna Beach Real Estate Video | A Broker's Take on the June 2024 Market



Boyd Roberts
Your Laguna Beach Professional

Laguna Gallery Real Estate | Broker/Owner



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Sales Data

Active Median (As of 5/1/2025)	\$ 4,950,000	224 Listings
\$ Per Square Foot Median		\$ 1,929
Days On Market Median		64 Days
Pending Median (As of 5/1/2025)	\$ 3,395,000	25 Listings
\$ per Square Foot Median		\$ 1,747
Days On Market Median		41 Days
Sold April Median	\$ 2,675,000	24 Sales
\$ Per Square Foot Median		\$ 1,450
Days On Market Median		37 Days
Price Reduction Median	\$ 150,000	5.7 %
Sold April 3 Month Median	\$ 2,725,000	77 Sales
\$ Per Square Foot Median		\$ 1,490
Sold April 6 Month Median	\$ 2,807,000	138 Sales
Sold April 12 Month Median	\$ 2,900,000	284 Sales
\$ Per Square Foot Median		\$ 1,510
Days On Market Median		54 Days
Price Reduction Median	\$ 224,000	6.9 %
Sold 2024 Median	\$ 3,100,000	279 Sales
PENDING INDICATOR (Pending - Sold)		+ \$ 720,000
SPREAD INDICATOR (Active - Sold)		+ \$ 2,275,000
April Absorption (Sold to Active Ratio)		10 %
April Pending Absorption (Pending to Active Ratio)		11 %
April Closing Ratio (Pending to Sold)		75 %
April Supply (Listings/Rate of Sales)	9.3 Months	Buyer's Market
April 3 Month Supply	9.4 Months	Buyer's Market
\$1,499,999 -	1.6 Months	Seller's Market
\$1,500,000 - \$1,999,999	6.0 Months	Balanced Market
\$2,000,000 - \$2,999,999	4.2 Months	Seller's Market
\$3,000,000 - \$4,999,999	8.1 Months	Buyer's Market
\$5,000,000 - \$9,999,999	20 Months	Buyer's Market
\$10,000,000 +	97 Months	Buyer's Market

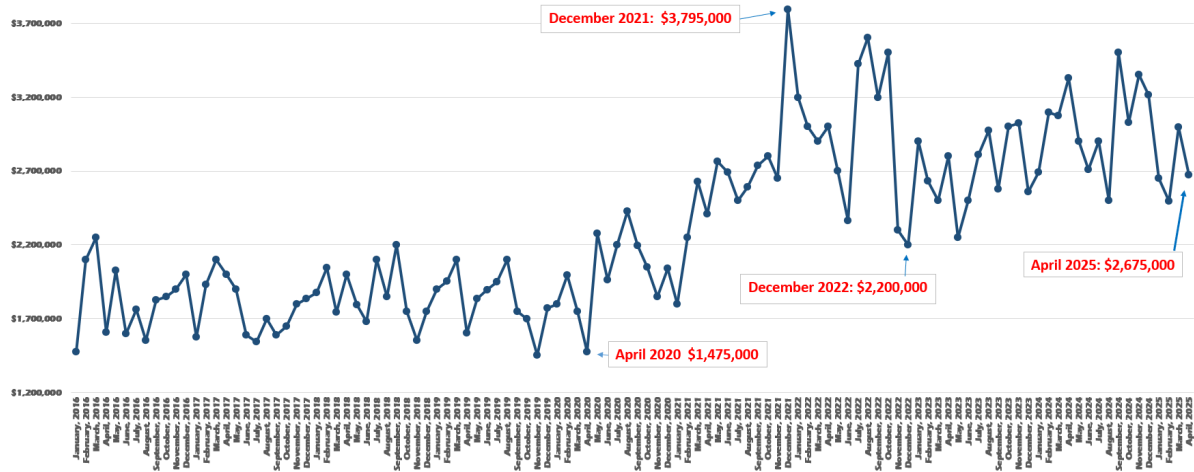
Balanced Market 5 to 7.9 Months

Price Forecasts

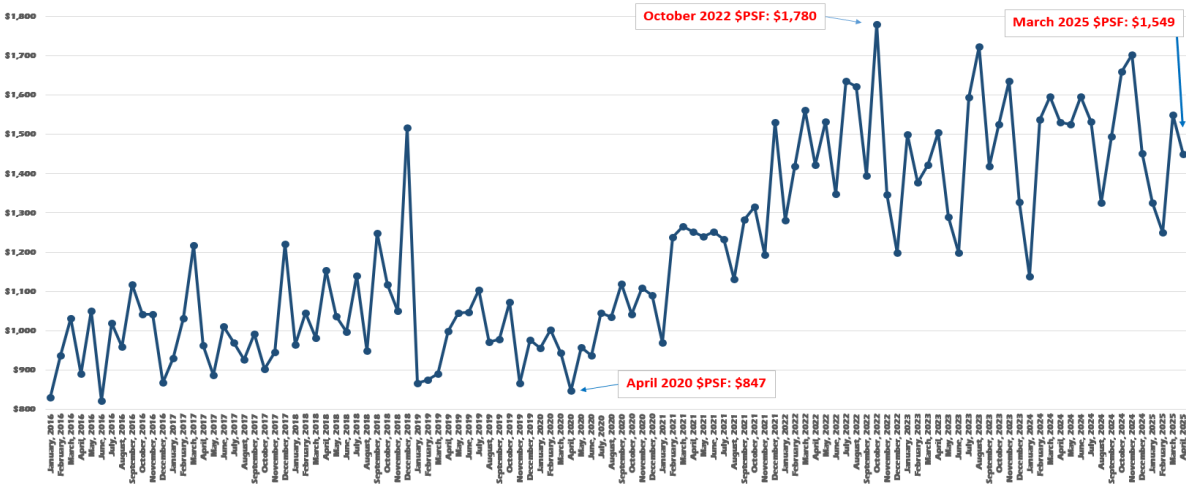
Short-Term PENDING INDICATOR Forecast For May	Up Signal
Short-Term SPREAD INDICATOR Forecast For May	UP Signal
Long-Term PRICE INDICATOR Forecast For 2025	NO Signal



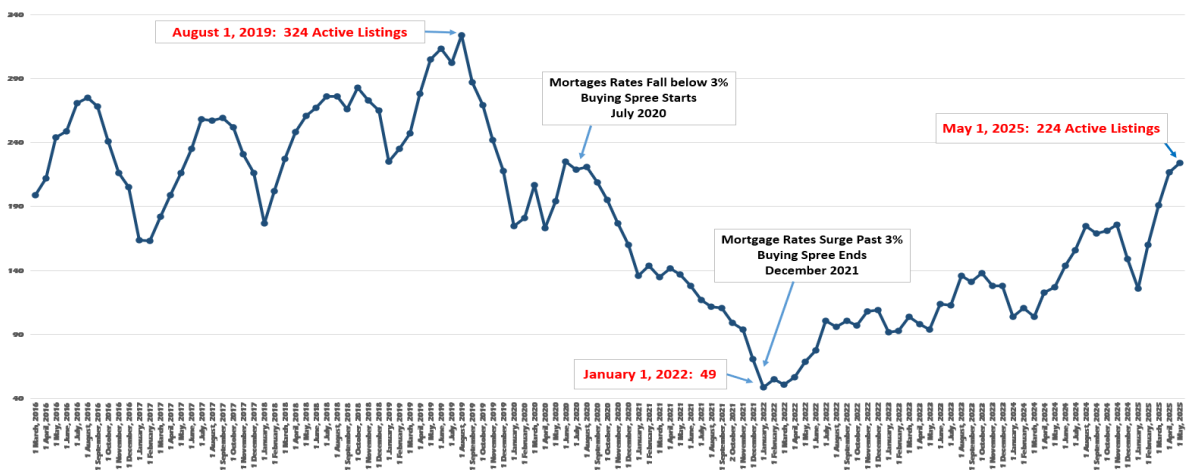
Laguna Beach Real Estate Sold Median | Monthly | 10 Year



Laguna Beach Real Estate Sold | \$ Per Square Foot Median | Monthly | 10 Year



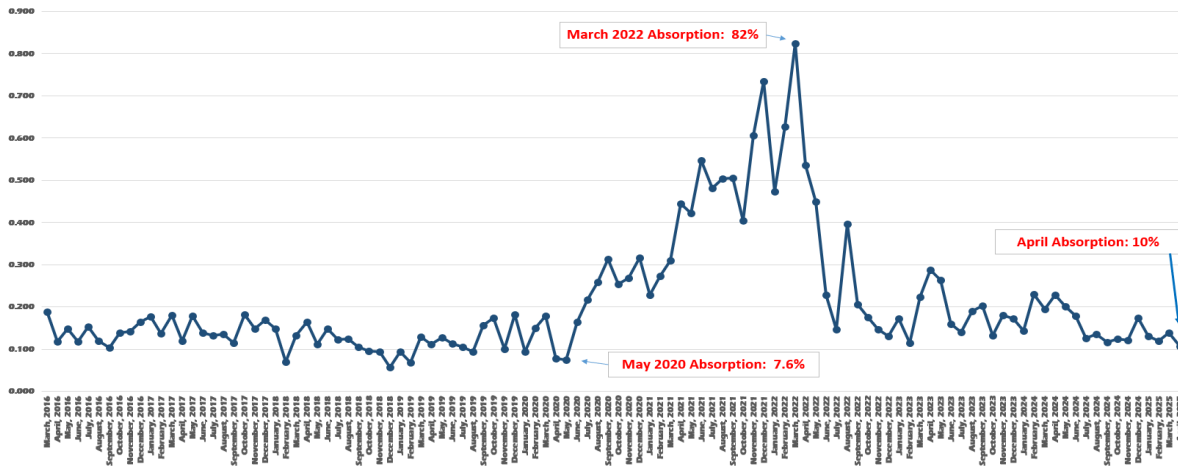
Laguna Beach Real Estate Chart # of Active Listings | Monthly | 10 Year March 1, 2016 to Present





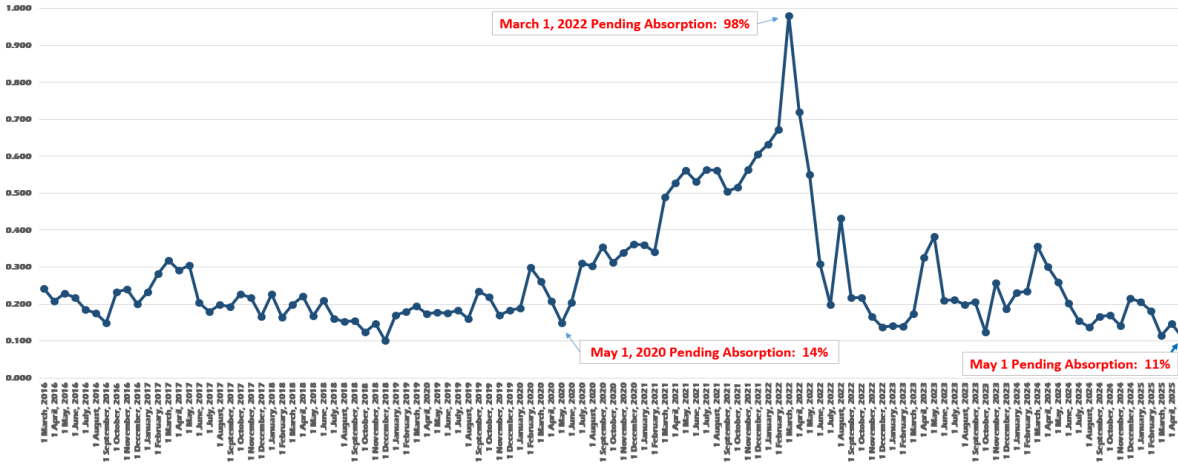
Laguna Beach Real Estate Absorption | Monthly | 10 Year

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



Laguna Beach Real Estate Pending Absorption | Monthly | 10 Year

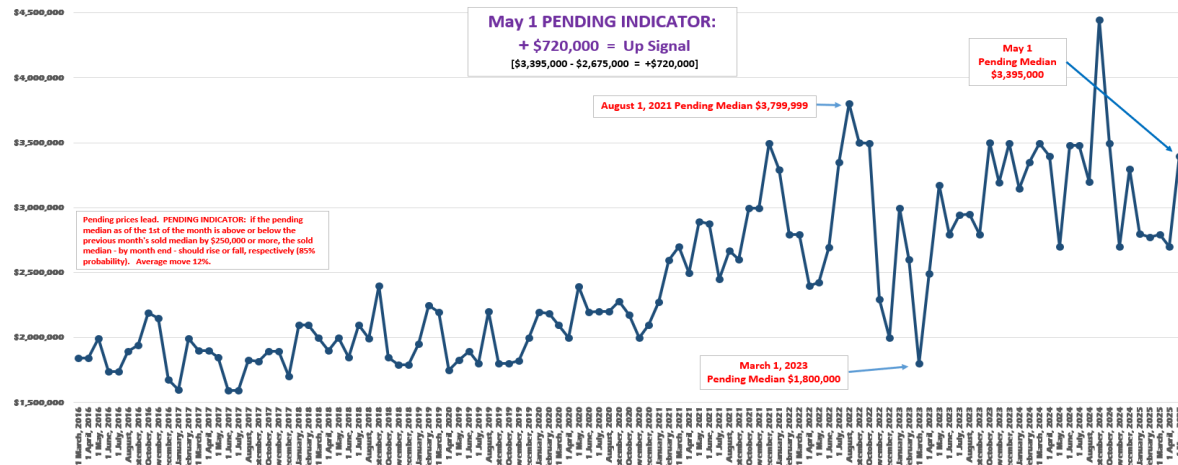
Pending Absorption is the ratio of active listings to open escrows. It is calculated by dividing the number of pending listings by the number of active listings.



Laguna Beach Real Estate Pending Median | Monthly | 10 Year | Pending Indicator

Combines Pending and Under Contract listings

May 1 PENDING INDICATOR:
+ \$720,000 = Up Signal
[\$3,395,000 - \$2,675,000 = +\$720,000]



SOLD

SOLD

SOLD



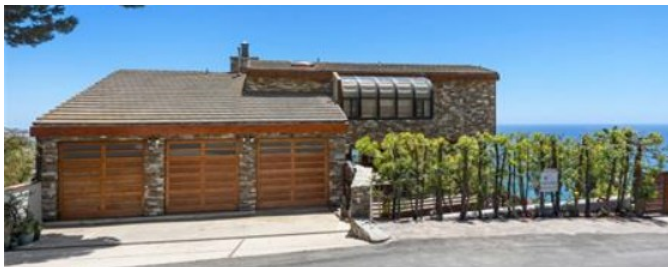
3 LAGUNITA DRIVE, LAGUNA BEACH | REPRESENTED BUYER AND SELLER | \$4,700,000



32171 PEPPERTREE BEND, SJC | \$4,150,000



23011 BARTOLOME, LMV | \$3,495,000



31451 ALTA LOMA, LAGUNA BEACH | \$3,900,000



26656 GALILEA #12, LMV | \$1,807,000



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mortgage transactions closed exceeding \$500,000,000.

