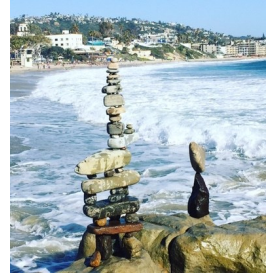


Laguna Beach Real Estate Magazine

May 2021 | [Edition #71]



SOLD MEDIAN \$2,765,000 + 355,000 | **\$ PER SQ FT** \$1,239 - 13 | **SUPPLY** 2.3 MONTHS + .1 | **30-YEAR JUMBO** 3.25% + .12

Laguna Up \$500,000 YTD

\$ Per Sq Ft Parabolic | Listings Evaporate | Supply Implodes

As predicted last month, Laguna Beach's sold median did soar. It rallied \$355,000 to a record \$2,765,000. For anyone keeping track that is the 26th time in a row that the short-term Pending Indicator has accurately predicted Laguna's price movement to the month. Chart page 6.

Laguna's dollars per square foot (SPSF) has also gone parabolic. From May 2020, the 3 month SPSF has rallied 47%, from \$865 to \$1,275. Chart on page 8.

Where are the sellers? The June 1st number of active listings fell to 128, a multi-year low. Literally the 7 lowest monthly prints for the

number of active listings - in the five plus years I have been tracking Laguna Beach prices - have occurred in the last 7 months. Chart on page 7.

Laguna's supply of homes imploded to just 2.3 months. That means at May's rate of sales (54 closings) it would take 2.3 months to sell all 128 active listings. In fact, every segment of Laguna's market under \$10,000,000 is a seller's market. If you take out the over \$10,000,000 portion out, the supply of homes would be just under 2 months. Supply chart page 7. Market segment supply charts on page 9.

Be sure not to miss the special \$3-5,000,000 report on page 5.



This Issue:

- ⇒ My Take P 1
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Laguna Beach Real Estate Magazine

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949-463-9152

May Closing Detail

	Address	Date	Original Price	Closing Price	Reduction	% Reducti	S Sq Ft	DOM
1	1357 Cerritos Drive, Laguna Beach, CA 92651	5/3/2021	\$ 2,595,000	\$ 2,590,000	\$ 5,000	0.2%	\$ 865	6
2	1797 Temple Hills Drive, Laguna Beach, CA 92651	5/3/2021	\$ 3,950,000	\$ 3,900,000	\$ 50,000	1.3%	\$ 1,416	19
3	8 N Encino, Laguna Beach, CA 92651	5/3/2021	\$ 6,199,000	\$ 5,850,000	\$ 349,000	5.6%	\$ 2,009	41
4	62 Lagunita Drive, Laguna Beach, CA 92651	5/3/2021	\$ 3,500,000	\$ 3,250,000	\$ 250,000	7.1%	\$ 1,911	83
5	15 Shreve Drive, Laguna Beach, CA 92651	5/3/2021	\$ 7,995,000	\$ 7,200,000	\$ 795,000	9.9%	\$ 2,645	255
6	156 Mcknight Drive, Laguna Beach, CA 92651	5/4/2021	\$ 3,375,000	\$ 3,375,000	\$ -	0.0%	\$ 1,540	1
7	386 Holly Street, Laguna Beach, CA 92651	5/4/2021	\$ 2,395,000	\$ 2,000,000	\$ 395,000	16.5%	\$ 1,212	12
8	20 Lagunita Drive, Laguna Beach, CA 92651	5/4/2021	\$ 11,000,000	\$ 9,250,000	\$ 1,750,000	15.9%	\$ 2,642	31
9	950 Hillcrest Drive, Laguna Beach, CA 92651	5/5/2021	\$ 3,895,000	\$ 3,886,000	\$ 9,000	0.2%	\$ 1,566	10
10	1016 Emerald Bay, Laguna Beach, CA 92651	5/5/2021	\$ 7,400,000	\$ 7,330,000	\$ 70,000	0.9%	\$ 2,317	24
11	915 Gaviota Drive, Laguna Beach, CA 92651	5/6/2021	\$ 13,500,000	\$ 11,000,000	\$ 2,500,000	18.5%	\$ 2,115	19
12	469 Mermaid Street, Laguna Beach, CA 92651	5/6/2021	\$ 3,875,000	\$ 3,400,000	\$ 475,000	12.3%	\$ 1,283	109
13	1060 Flamingo Road, Laguna Beach, CA 92651	5/7/2021	\$ 4,280,000	\$ 4,050,000	\$ 230,000	5.4%	\$ 1,048	19
14	57 Lagunita Drive, Laguna Beach, CA 92651	5/10/2021	\$ 4,599,000	\$ 4,700,000	\$ (101,000)	-2.2%	\$ 1,895	6
15	747 Davis, Laguna Beach, CA 92651	5/10/2021	\$ 2,490,000	\$ 2,490,000	\$ -	0.0%	\$ 891	79
16	485 Hawthorne, Laguna Beach, CA 92651	5/10/2021	\$ 3,600,000	\$ 3,000,000	\$ 600,000	16.7%	\$ 1,068	199
17	3100 Bern Drive, Laguna Beach, CA 92651	5/11/2021	\$ 1,895,000	\$ 1,895,000	\$ -	0.0%	\$ 972	1
18	343 Cypress Drive, Laguna Beach, CA 92651	5/11/2021	\$ 1,350,000	\$ 1,450,000	\$ (100,000)	-7.4%	\$ 1,226	8
19	69 Blue Lagoon Villa, Laguna Beach, CA 92651	5/11/2021	\$ 2,149,000	\$ 2,100,000	\$ 49,000	2.3%	\$ 1,436	9
20	1930 Catalina, Laguna Beach, CA 92651	5/13/2021	\$ 3,225,000	\$ 3,125,000	\$ 100,000	3.1%	\$ 1,416	51
21	601 Glomstad Lane, Laguna Beach, CA 92651	5/13/2021	\$ 2,100,000	\$ 1,815,000	\$ 285,000	13.6%	\$ 754	269
22	280 Cliff Drive Unit#4, Laguna Beach, CA 92651	5/13/2021	\$ 1,195,000	\$ 1,270,000	\$ (75,000)	-6.3%	\$ 1,040	304
23	639 Virginia Park, Laguna Beach, CA 92651	5/13/2021	\$ 2,950,000	\$ 2,880,000	\$ 70,000	2.4%	\$ 1,072	348
24	965 Coast View Drive, Laguna Beach, CA 92651	5/14/2021	\$ 5,195,000	\$ 5,350,000	\$ (155,000)	-3.0%	\$ 1,239	3
25	2604 Victoria Drive, Laguna Beach, CA 92651	5/15/2021	\$ 2,299,500	\$ 2,150,000	\$ 149,500	6.5%	\$ 1,017	25
26	988 Noria Street, Laguna Beach, CA 92651	5/17/2021	\$ 680,000	\$ 680,000	\$ -	0.0%	\$ 534	0
27	86 S La Senda Drive, Laguna Beach, CA 92651	5/17/2021	\$ 5,995,000	\$ 6,200,000	\$ (205,000)	-3.4%	\$ 3,725	5
28	42 N Stonington Road, Laguna Beach, CA 92651	5/17/2021	\$ 3,500,000	\$ 3,500,000	\$ -	0.0%	\$ 1,711	14
29	959 La Mirada Street, Laguna Beach, CA 92651	5/17/2021	\$ 2,150,000	\$ 1,970,000	\$ 180,000	8.4%	\$ 906	59
30	16 Blue Lagoon, Laguna Beach, CA 92651	5/17/2021	\$ 2,775,000	\$ 2,590,000	\$ 185,000	6.7%	\$ 1,480	147
31	268 Cress Street, Laguna Beach, CA 92651	5/18/2021	\$ 1,500,000	\$ 1,500,000	\$ -	0.0%	\$ 2,343	0
32	971 Santa Ana Street, Laguna Beach, CA 92651	5/18/2021	\$ 2,295,000	\$ 2,275,000	\$ 20,000	0.9%	\$ 1,092	6
33	2620 Riviera Drive, Laguna Beach, CA 92651	5/18/2021	\$ 30,000,000	\$ 24,250,000	\$ 5,750,000	19.2%	\$ 2,819	50
34	3091 Cresta Way, Laguna Beach, CA 92651	5/19/2021	\$ 2,500,000	\$ 2,750,000	\$ (250,000)	-10.0%	\$ 1,045	4
35	30722 Driftwood Drive, Laguna Beach, CA 92651	5/19/2021	\$ 2,270,000	\$ 2,380,000	\$ (110,000)	-4.8%	\$ 1,300	6
36	1315 Dunning Dr., Laguna Beach, CA 92652	5/19/2021	\$ 3,150,000	\$ 2,900,000	\$ 250,000	7.9%	\$ 828	20
37	994 Bluebird Canyon Dr., Laguna Beach, CA 92651	5/19/2021	\$ 2,950,000	\$ 2,720,000	\$ 230,000	7.8%	\$ 792	54
38	129 Crescent Bay Drive, Laguna Beach, CA 92651	5/19/2021	\$ 3,995,000	\$ 3,650,000	\$ 345,000	8.6%	\$ 1,301	98
39	918 Van Dyke Drive, Laguna Beach, CA 92651	5/20/2021	\$ 3,295,000	\$ 3,550,000	\$ (255,000)	-7.7%	\$ 1,296	1
40	1475 Pacific Avenue, Laguna Beach, CA 92651	5/20/2021	\$ 2,500,000	\$ 2,765,000	\$ (265,000)	-10.6%	\$ 1,186	4
41	1257 Fairywood Lane, Laguna Beach, CA 92651	5/20/2021	\$ 997,000	\$ 971,000	\$ 26,000	2.6%	\$ 1,294	517
42	933 Santa Ana Street, Laguna Beach, CA 92651	5/21/2021	\$ 2,195,000	\$ 2,100,000	\$ 95,000	4.3%	\$ 803	10
43	2342 S Coast, Laguna Beach, CA 92651	5/21/2021	\$ 3,000,000	\$ 2,800,000	\$ 200,000	6.7%	\$ 1,134	27
44	31082 Brooks Street, Laguna Beach, CA 92651	5/25/2021	\$ 2,795,000	\$ 3,175,000	\$ (380,000)	-13.6%	\$ 1,589	12
45	2830 Park Place, Laguna Beach, CA 92651	5/26/2021	\$ 3,250,000	\$ 3,250,000	\$ -	0.0%	\$ 890	4

Continued next page

May Closing Detail

Continued

	Address	Date	Original Price	Closing Price	Reduction	% Reducti	S Sq Ft	DOM
46	251 Lower Cliff Dr. #10, Laguna Beach, CA 92651	5/26/2021	\$ 965,000	\$ 950,000	\$ 15,000	1.6%	\$ 1,128	12
47	175 Sunset Terrace, Laguna Beach, CA 92651	5/27/2021	\$ 2,200,000	\$ 2,200,000	\$ -	0.0%	\$ 1,549	0
48	31662 Mar Vista Ave, Laguna Beach, CA 92651	5/28/2021	\$ 1,875,000	\$ 1,900,000	\$ (25,000)	-1.3%	\$ 1,521	3
49	31725 Virginia Way, Laguna Beach, CA 92651	5/28/2021	\$ 1,248,000	\$ 1,200,000	\$ 48,000	3.8%	\$ 1,043	5
50	725 Emerald Bay, Laguna Beach, CA 92651	5/28/2021	\$ 4,695,000	\$ 4,550,000	\$ 145,000	3.1%	\$ 1,510	0
51	559 Calliope Street, Laguna Beach, CA 92651	5/28/2021	\$ 2,100,000	\$ 2,100,000	\$ -	0.0%	\$ 1,750	1
52	31319 Monterey Street, Laguna Beach, CA 92651	5/28/2021	\$ 3,995,000	\$ 3,995,000	\$ -	0.0%	\$ 968	8
53	1553 Arroyo Drive, Laguna Beach, CA 92651	5/28/2021	\$ 1,495,000	\$ 1,400,000	\$ 95,000	6.4%	\$ 940	15
54	410 San Nicholas Court, Laguna Beach, CA 92651	5/28/2021	\$ 665,000	\$ 665,000	\$ -	0.0%	\$ 501	25
55								
56	Not used in calculations		Median	\$ 2,765,000	\$ 48,000	1.6%	\$ 1,239	15



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 exceeding \$1/4 Billion.

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May 2021 Sales Data

Active Median (As of 6/1/2021)	\$ 3,750,000	128 Listings
Days on Market (DOM) Median		69 Days
\$ per Square Foot Median		\$ 1,466
Pending Median (As of 6/1/2021)	\$ 2,875,000	68 Listings
DOM Median		50 Days
\$ per Square Foot Median		\$ 1,231
Sold Median May 2021	\$ 2,765,000	54 Sales
Price Reduction Median	\$ 48,000	1.6 %
DOM Median		15 Days
\$ Per Square Foot Median		\$ 1,239
Sold 3 Month Median	\$ 2,625,000	157 Sales
\$ Per Square Foot Median		\$ 1,275
Sold 6 Month Median	\$ 2,410,000	270 Sales
Sold 12 Month Median	\$ 2,240,000	558 Sales
Price Reduction Median	\$ 125,000	5.5 %
DOM Median		54 Days
\$ Per Square Foot Median		\$ 1,113
Sold 2020 Median	\$ 2,000,000	443 Sales
Sold YTD	\$ 2,500,000	227 Sales
SPREAD (Active - Sold)		+ \$ 985,000
PENDING INDICATOR (Pending - Sold)		+ \$ 110,000
May Supply	2.3 Months	Seller's Market
May 3 Month Supply	2.4 Months	Seller's Market
\$1,499,999 -	.72 Months	Seller's Market
\$1,500,000 - \$1,999,999	2.0 Months	Seller's Market
\$2,000,000 - \$2,999,999	1.6 Months	Seller's Market
\$3,000,000 - \$4,999,999	2.8 Months	Seller's Market
\$5,000,000 - \$9,999,999	3.5 Months	Seller's Market
\$10,000,000 +	16 Months	Buyer's Market

Balanced Market 5 to 7.9 Months

Price Forecasts

Short-Term PENDING INDICATOR Forecast for June (As of 6/1/2021)	No Signal
Short-Term SPREAD INDICATOR Forecast for June (As of 6/1/2021)	No Signal
Long-Term PRICE INDICATOR Forecast for 2021 (As of 11/1/2020)	Up

\$3,000,000 to \$5,000,000 Market – Special Report

Last 100 Sales July 8, 2020 to May 28, 2021

MEDIAN PRICE REDUCTION \$0 | **\$ PER SQ FT** \$1,165 | **DAYS ON MARKET** 14 Days | **MAY SUPPLY** 2.8 Months

Laguna’s \$3-5M Market On Fire

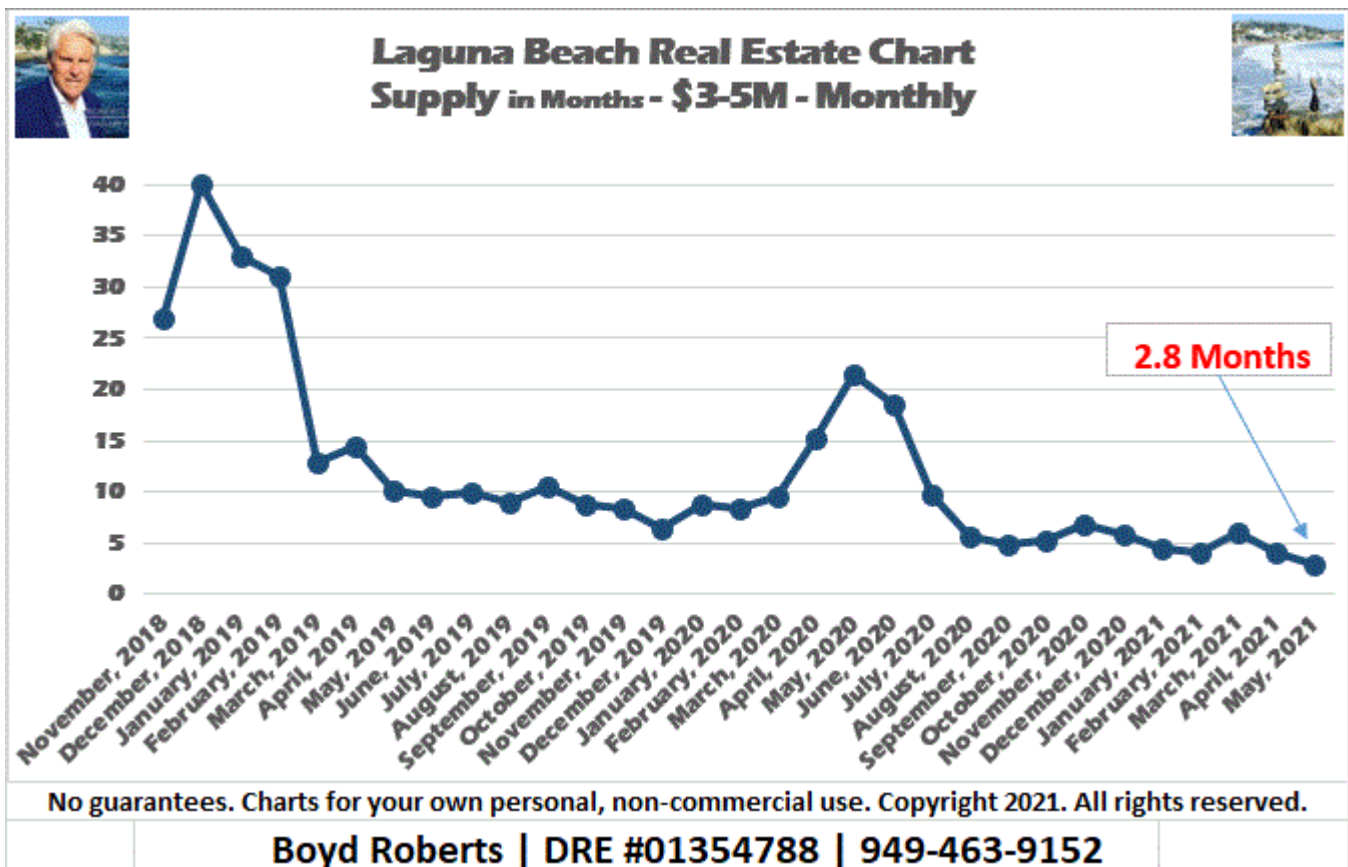
There has never been a better time to sell a \$3-5M home in Laguna Beach than now. The supply of \$3-5M homes has completely collapsed from a 40-month supply in December 2018 to just 2.8 months in May – a 93% implosion. Chart below.

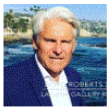
In the last three months the median days on market for \$3-5M homes was only 14 days. Significantly, half of these homes sold at or above the original list price.

square foot for \$3-5M homes was \$1,165, but let’s look closer. Of the 53 that closed in 2020 the median \$ per square foot was \$1,101. For the 47 closing this year, the median was \$1,251. For the 31 closing in the last three calendar months, the median was \$1,312.

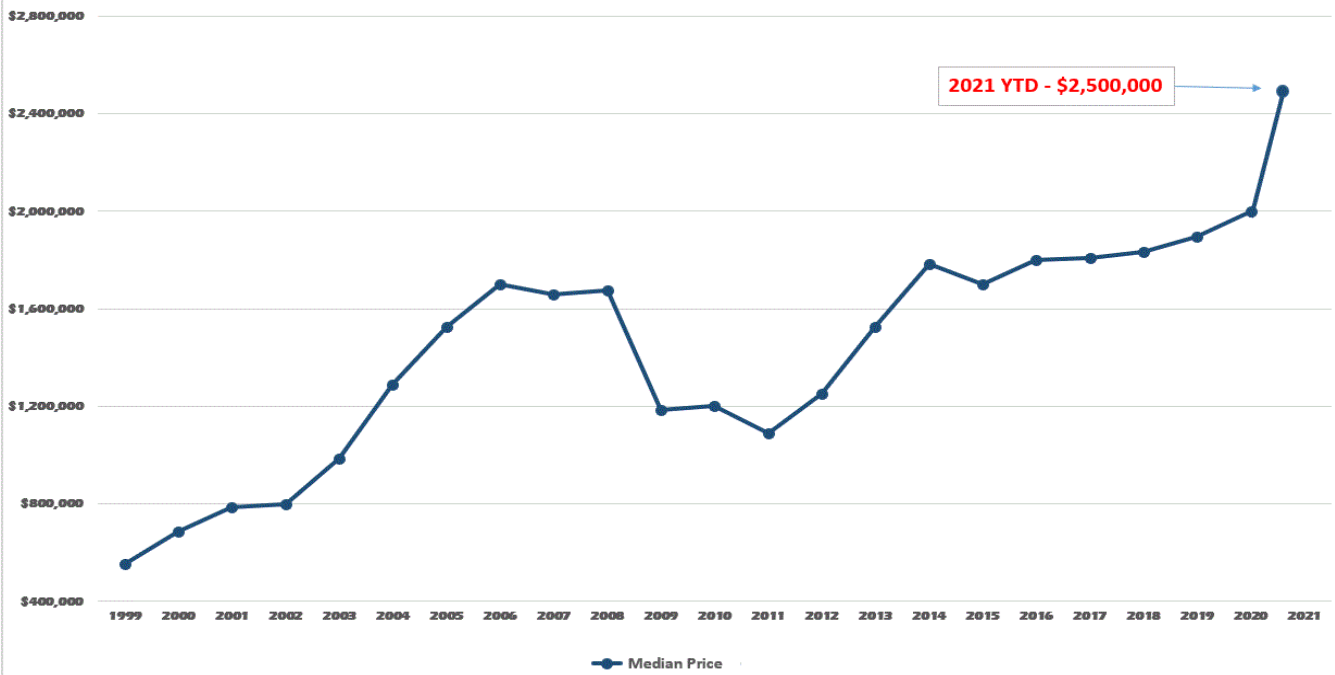
This appreciation is confirmed by the overall Laguna Beach market. The Laguna Beach three-month dollars per square foot was \$1,002 in July. In May 2020 it was \$1,266: a 26% appreciation.

In the last 100 closed sales, the median \$ per

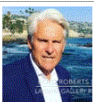




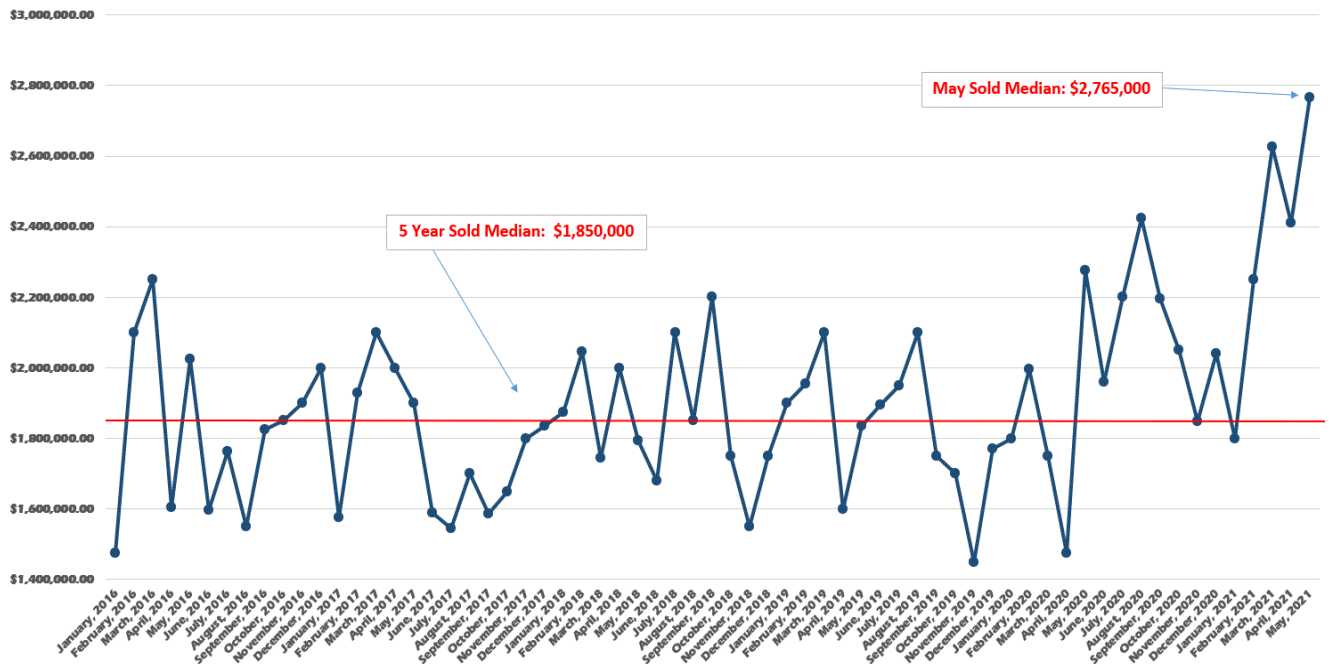
Laguna Beach Real Estate Sold Median Yearly



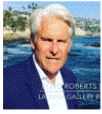
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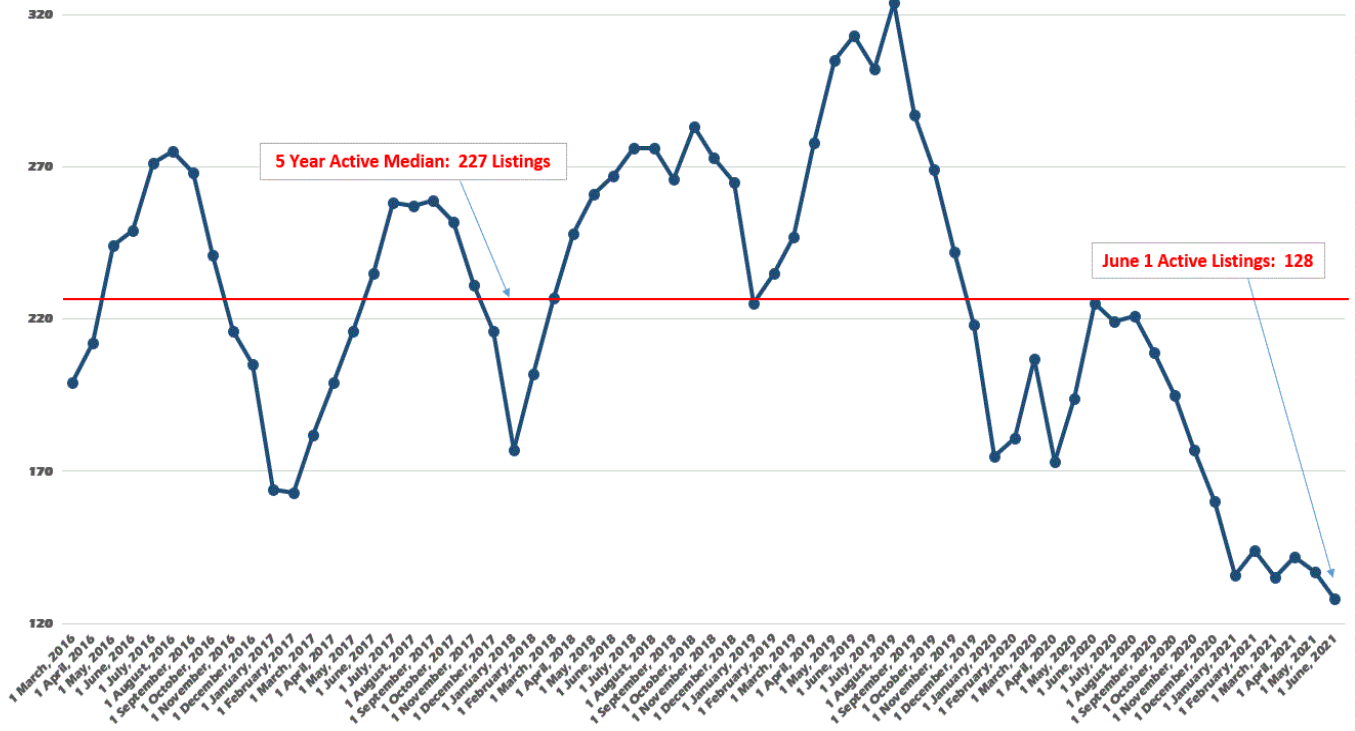
Laguna Beach Real Estate Sold Median - Monthly



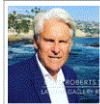
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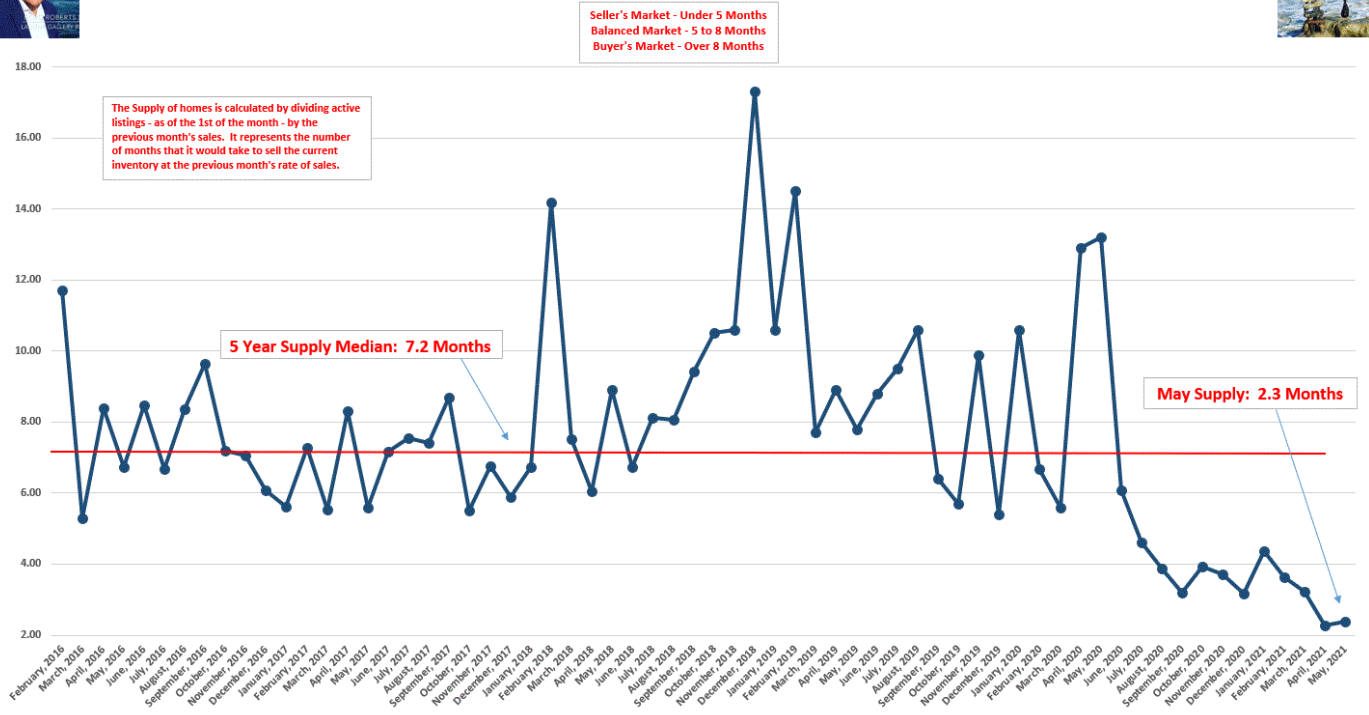
Laguna Beach Real Estate Chart # of Active Listings - Monthly



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

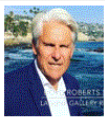


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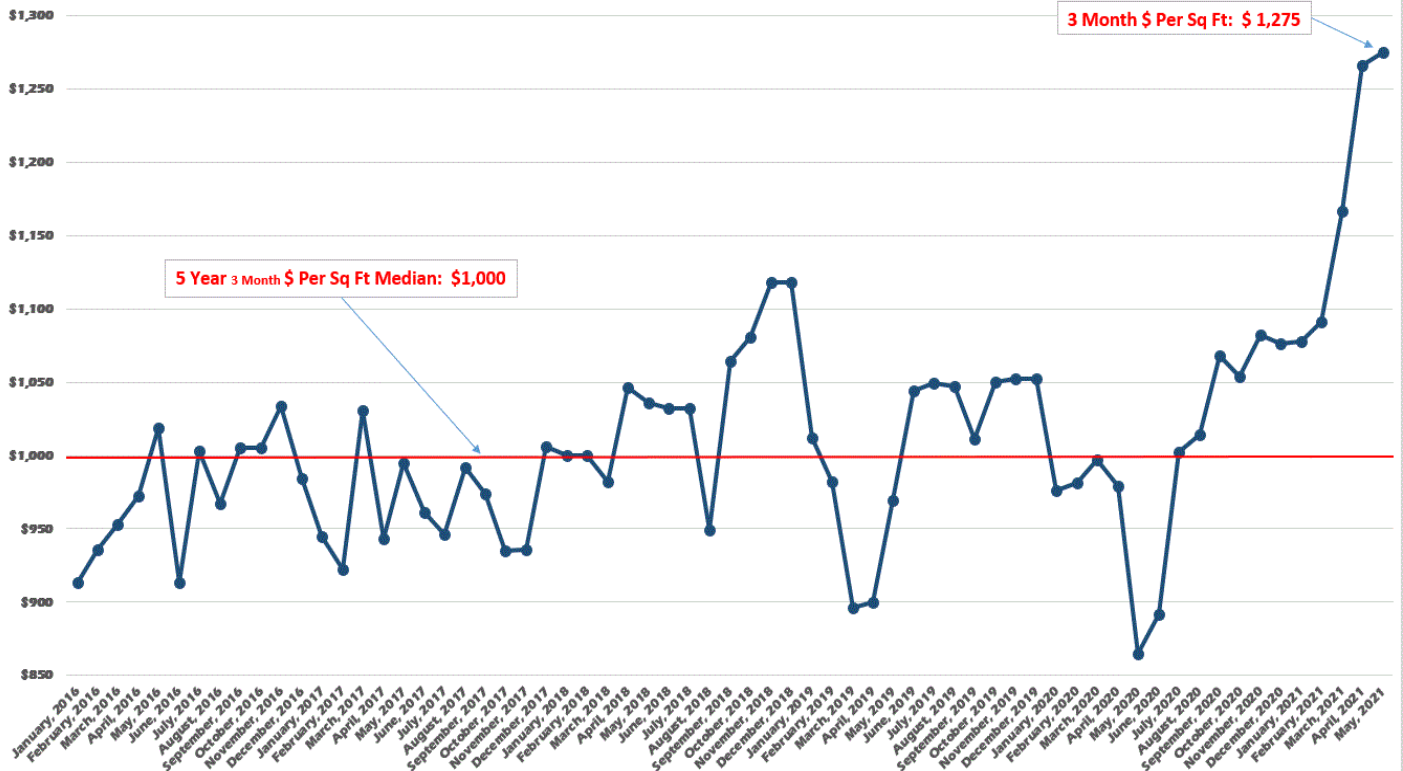
Laguna Jumbo Financing

- No Limit Cash Out
- \$2,500,000 Loan Amounts
- 89% Loan to Value
- 1 Appraisal
- 680 FICO
- DU "like" Approval
- Primary, Secondary, Investment
- Rates Starting Under 3%

Primary Capital | 949-403-8500 | NMLS 2074564 | DRE 01354788

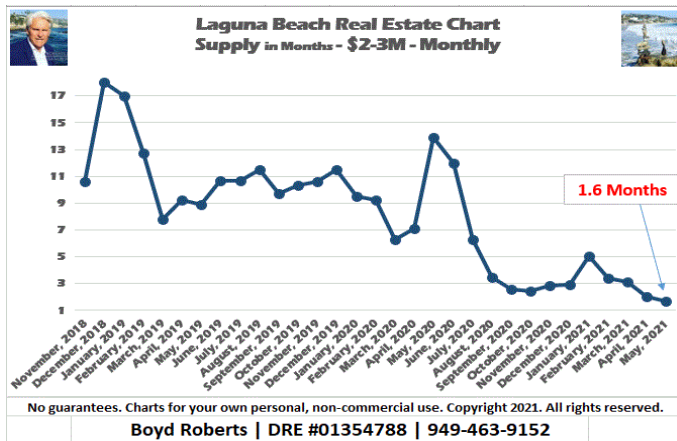
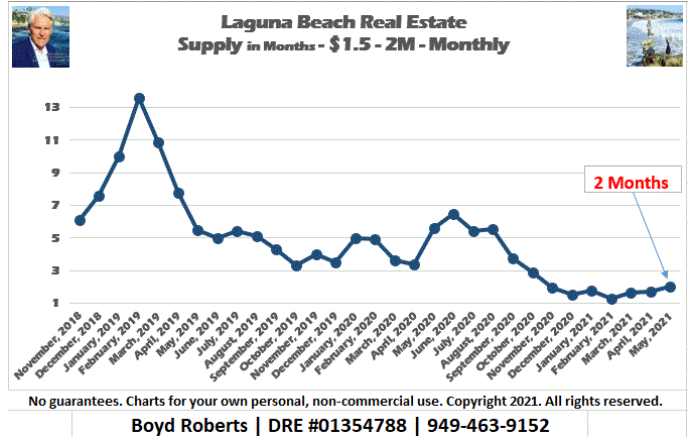
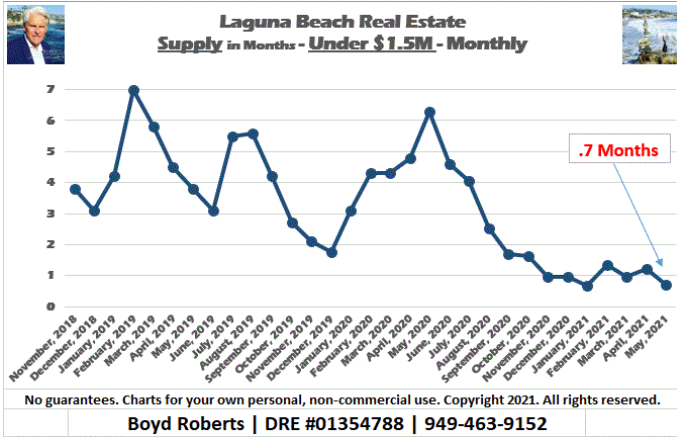


Laguna Beach Real Estate Sold - \$ Per Sq Ft - 3 Month Median - Monthly

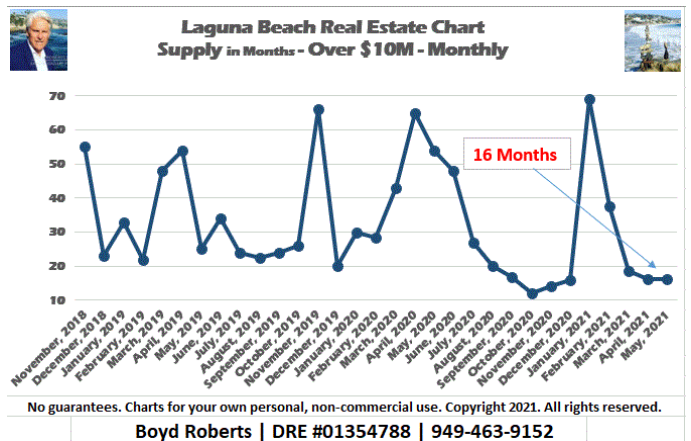
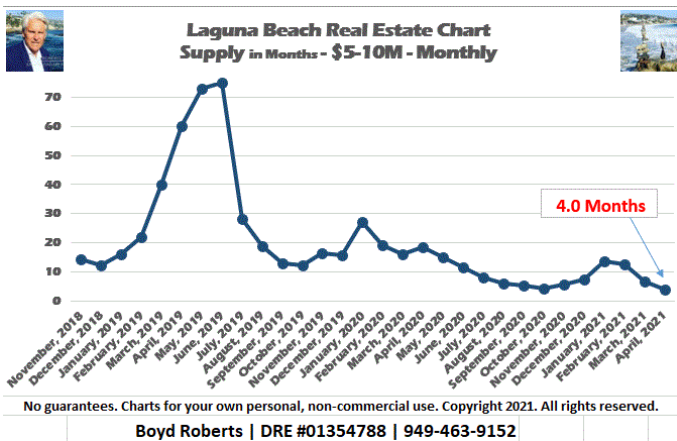


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Sector Supply Charts



See Special Report on Page 5



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



More Laguna Beach Charts at
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